

## City: Westport



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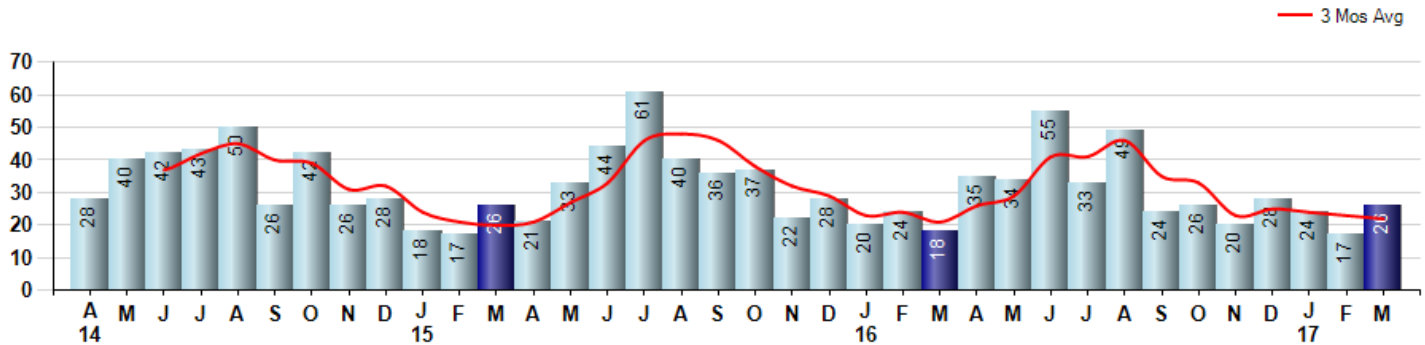
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,649,000	-3%		2%				
Average List Price of all Current Listings	\$2,090,922	-2%		6%				
March Median Sales Price	\$1,385,000	-19%	-5%	19%	7%	\$1,600,000	16%	24%
March Average Sales Price	\$1,452,030	-22%	-3%	7%	-5%	\$1,590,118	-3%	4%
Total Properties Currently for Sale (Inventory)	381	7%		-10%				
March Number of Properties Sold	26	53%		44%			8%	
March Average Days on Market (Solds)	141	-20%	-16%	-14%	-14%	166	-14%	1%
Asking Price per Square Foot (based on New Listings)	\$478	2%	0%	7%	2%	\$475	4%	1%
March Sold Price per Square Foot	\$390	-13%	1%	-4%	-7%	\$392	-6%	-7%
March Month's Supply of Inventory	14.7	-30%	-9%	-38%	2%	16.2	-10%	12%
March Sale Price vs List Price Ratio	92.4%	-0.4%	1%	2%	0.8%	91.7%	-0.9%	

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

### Property Sales

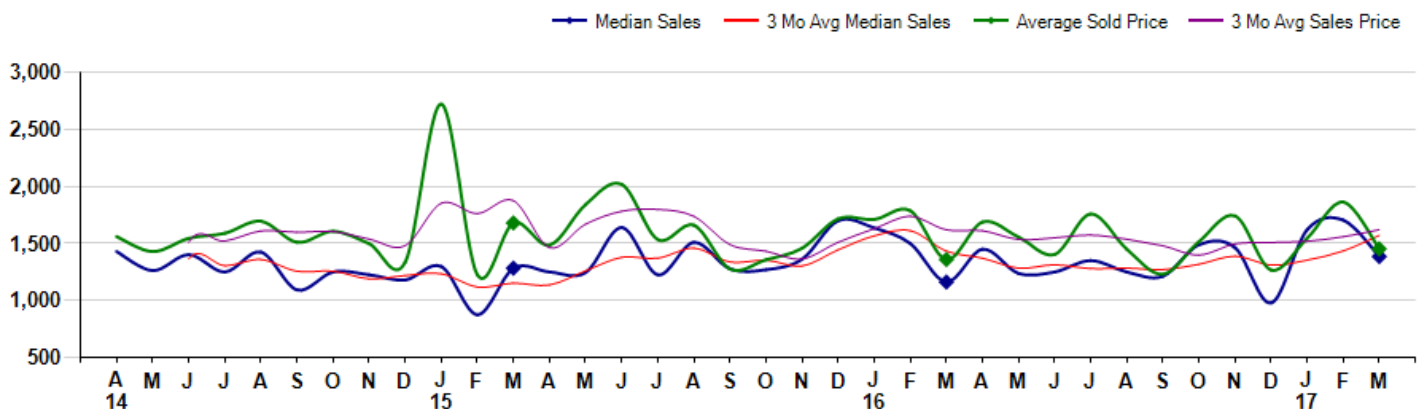
March Property sales were 26, up 44.4% from 18 in March of 2016 and 52.9% higher than the 17 sales last month. March 2017 sales were at a mid level compared to March of 2016 and 2015. March YTD sales of 67 are running 8.1% ahead of last year's year-to-date sales of 62.



### Prices

The Median Sales Price in March was \$1,385,000, up 19.2% from \$1,161,500 in March of 2016 and down -18.8% from \$1,705,000 last month. The Average Sales Price in March was \$1,452,030, up 6.9% from \$1,358,847 in March of 2016 and down -22.1% from \$1,863,193 last month. March 2017 ASP was at a mid range compared to March of 2016 and 2015.

Median means Middle (the same # of properties sold above and below Median) (000's)



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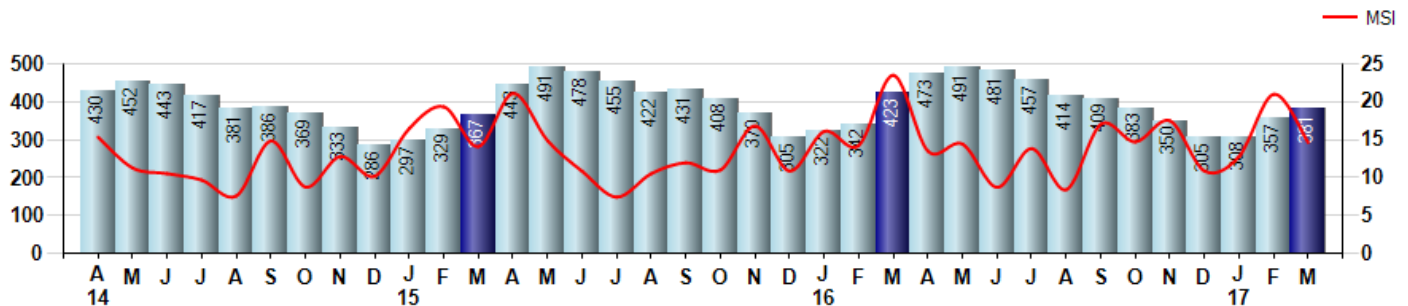


### Inventory & MSI

The Total Inventory of Properties available for sale as of March was 381, up 6.7% from 357 last month and down -9.9% from 423 in March of last year. March 2017 Inventory was at a mid range compared to March of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2017 MSI of 14.7 months was at a mid range compared with March of 2016 and 2015.

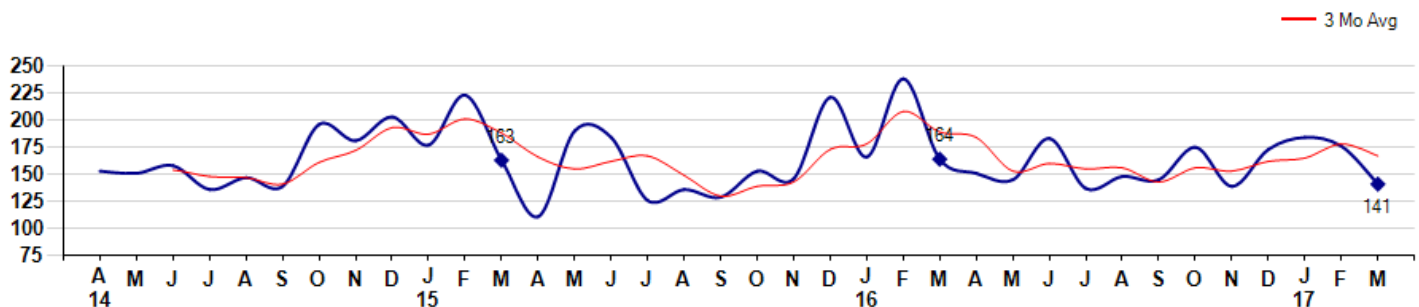
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### Market Time

The average Days On Market(DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for March was 141, down -19.9% from 176 days last month and down -14.0% from 164 days in March of last year. The March 2017 DOM was at its lowest level compared with March of 2016 and 2015.

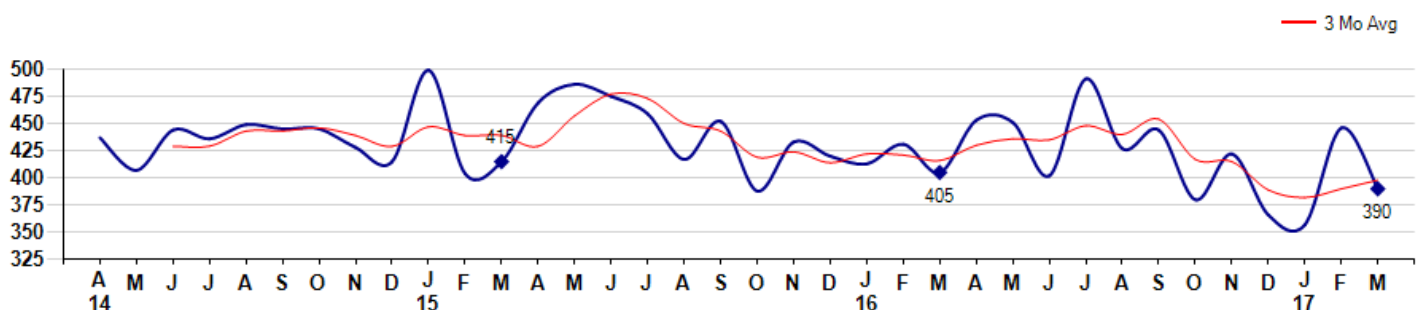
Average Days on Market(Listing to Contract) for properties sold during the month



### Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The March 2017 Selling Price per Square Foot of \$390 was down -12.6% from \$446 last month and down -3.7% from \$405 in March of last year.

Average Selling Price per Square Foot for properties that sold during the month



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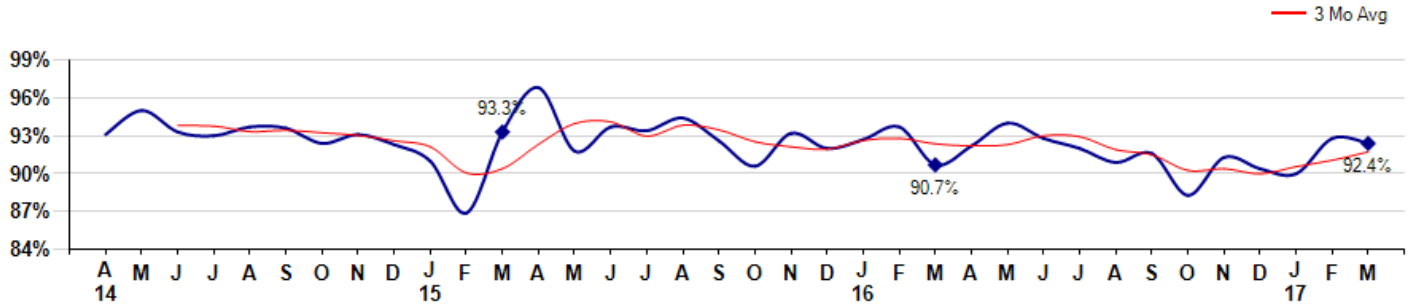


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### Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The March 2017 Selling Price vs List Price of 92.4% was down from 92.8% last month and up from 90.7% in March of last year.

Avg Selling Price divided by Avg Listing Price for sold properties during the month



### Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in March 2017 was 103, up 15.7% from 89 last month and down -18.3% from 126 in March of last year.

