

City: Westport



Joni Usdan

Residential Real Estate Specialist

203-216-7654

www.jonihomes.com

joni@jonihomes.com



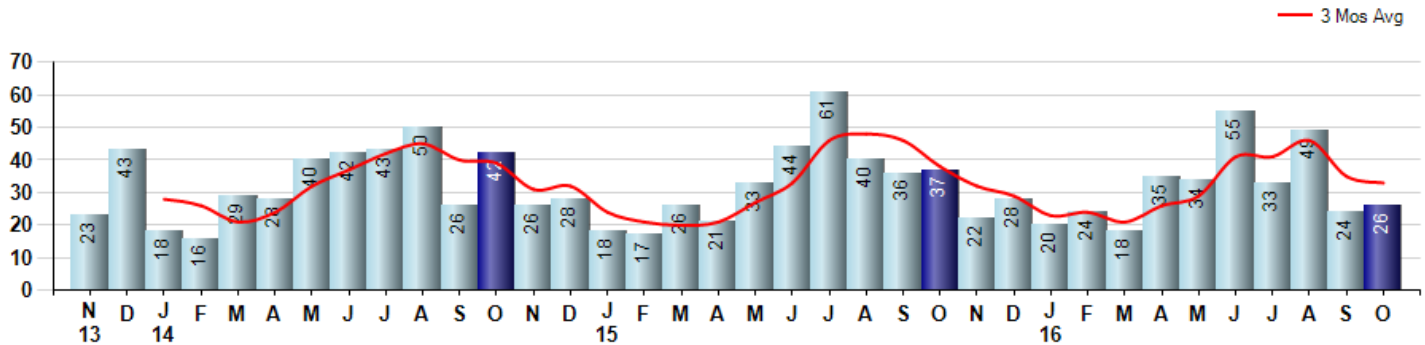
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,650,000	-2%		-2%				
Average List Price of all Current Listings	\$2,134,700	1%		1%				
October Median Sales Price	\$1,489,500	23%	15%	17%	12%	\$1,294,500	0%	-2%
October Average Sales Price	\$1,516,231	23%	1%	12%	-8%	\$1,537,023	-7%	-7%
Total Properties Currently for Sale (Inventory)	351	-13%		-14%				
October Number of Properties Sold	26	8%		-30%			-5%	
October Average Days on Market (Solds)	175	21%	17%	14%	10%	164	7%	3%
Asking Price per Square Foot (based on New Listings)	\$442	-4%	-4%	-8%	-9%	\$475	-2%	-2%
October Sold Price per Square Foot	\$380	-14%	-13%	-2%	-14%	\$430	-4%	-3%
October Month's Supply of Inventory	13.5	-19%	5%	23%	-2%	14.3	4%	4%
October Sale Price vs List Price Ratio	92.6%	-1.8%	-2%	-3%	-2.1%	94.9%	0.8%	0.3%

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

Property Sales

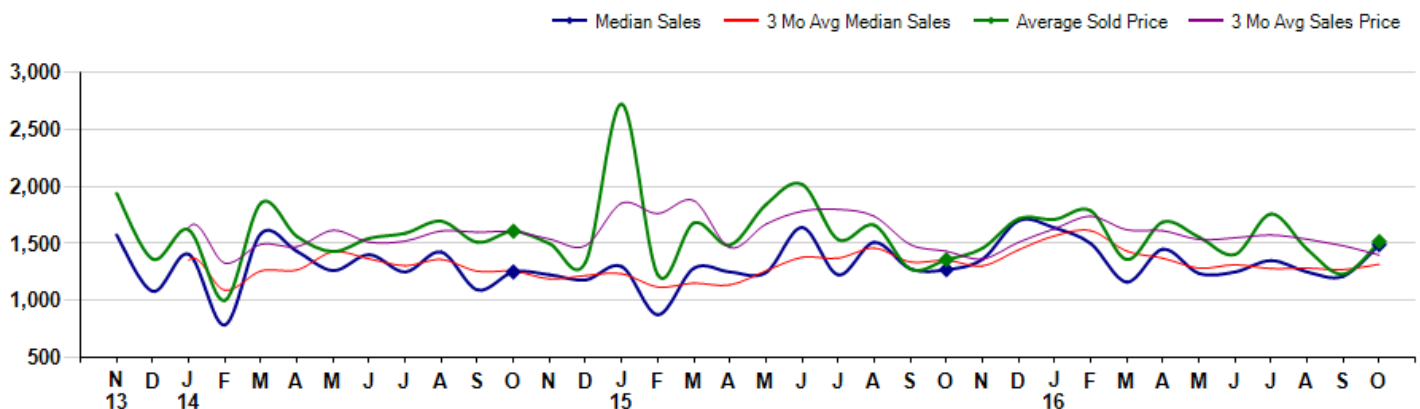
October Property sales were 26, down -29.7% from 37 in October of 2015 and 8.3% higher than the 24 sales last month. October 2016 sales were at their lowest level compared to October of 2015 and 2014. October YTD sales of 318 are running -4.5% behind last year's year-to-date sales of 333.



Prices

The Median Sales Price in October was \$1,489,500, up 17.3% from \$1,270,000 in October of 2015 and up 22.8% from \$1,212,500 last month. The Average Sales Price in October was \$1,516,231, up 11.7% from \$1,356,842 in October of 2015 and up 23.3% from \$1,229,500 last month. October 2016 ASP was at a mid range compared to October of 2015 and 2014.

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



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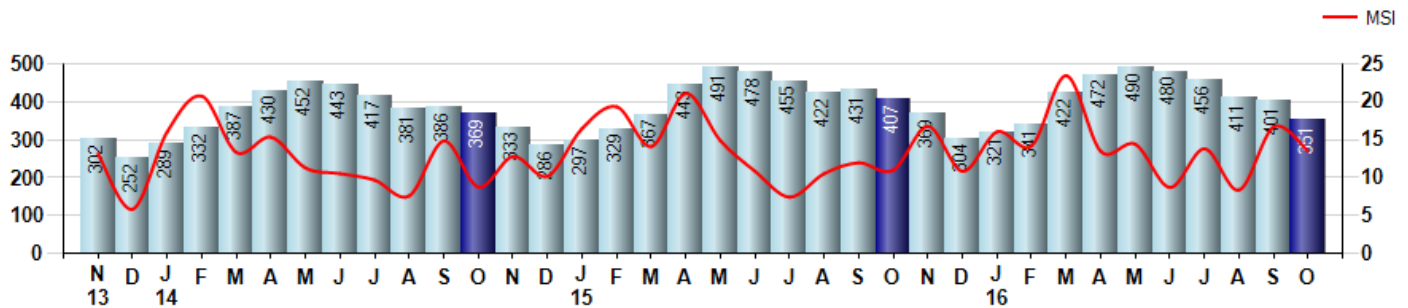


Inventory & MSI

The Total Inventory of Properties available for sale as of October was 351, down -12.5% from 401 last month and down -13.8% from 407 in October of last year. October 2016 Inventory was at the lowest level compared to October of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2016 MSI of 13.5 months was at its highest level compared with October of 2015 and 2014.

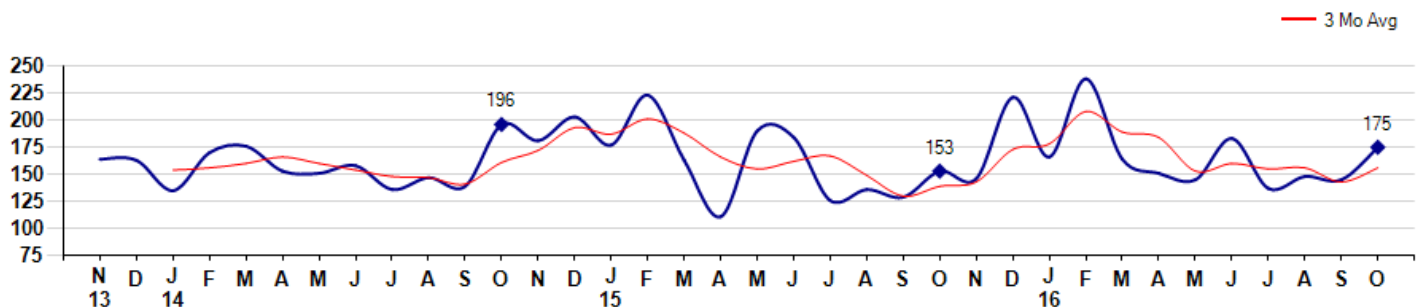
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 October was 175, up 20.7% from 145 days last month and up 14.4% from 153 days in October of last year. The October 2016 DOM was at a mid range compared with October of 2015 and 2014.

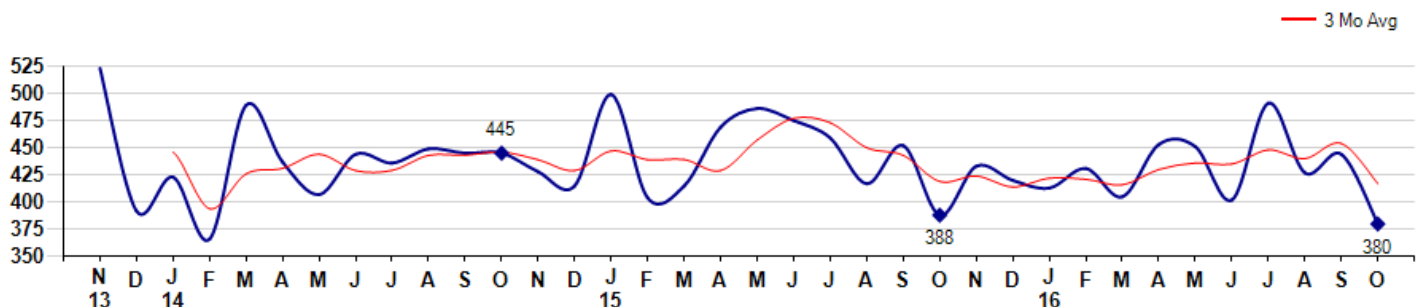
Average Days on Market(Listing to Contract) for properties sold during the month



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 October 2016 Selling Price per Square Foot of \$380 was down -14.4% from \$444 last month and down -2.1% from \$388 in October of last year.

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



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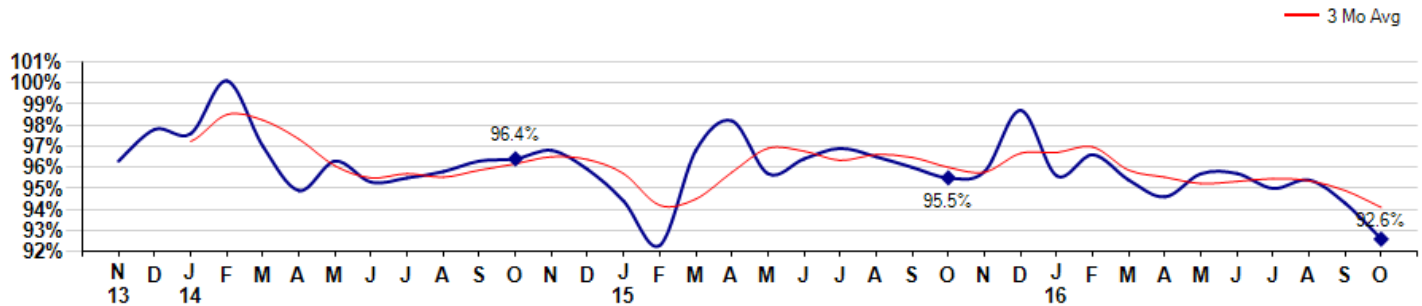
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Selling Price vs Listing Price

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 October 2016 Selling Price vs List Price of 92.6% was down from 94.3% last month and down from 95.5% in October 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 October 2016 was 51, down -32.9% from 76 last month and down -19.0% from 63 in October of last year.

Inventory New Listings Sold

