

City: Westport



Joni Usdan
Residential Real Estate Specialist
2032167654
www.jonihomes.com
joni@jonihomes.com



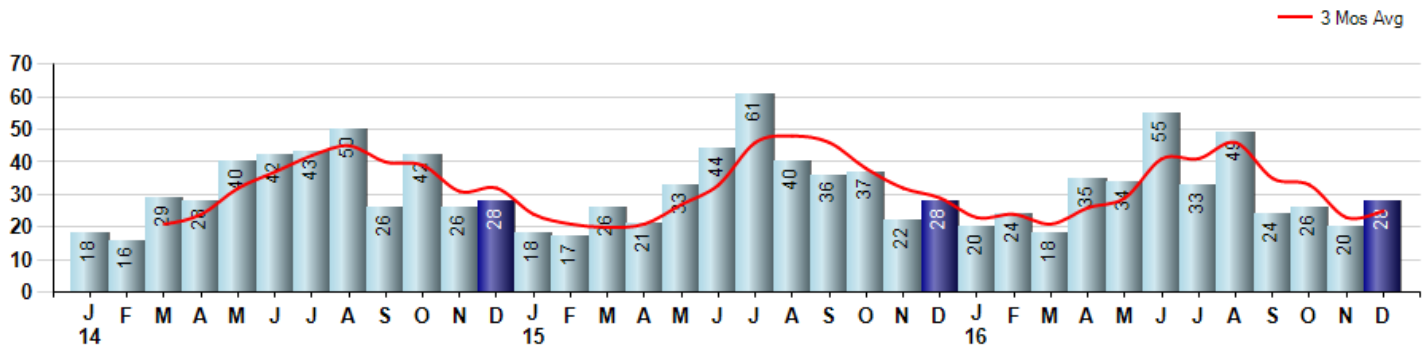
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,698,350	3%		0%				
Average List Price of all Current Listings	\$2,268,612	7%		5%				
December Median Sales Price	\$977,500	-33%	-19%	-43%	-26%	\$1,282,000	-1%	-3%
December Average Sales Price	\$1,267,200	-27%	-11%	-26%	-23%	\$1,527,565	-7%	-7%
Total Properties Currently for Sale (Inventory)	274		-19%	-10%				
December Number of Properties Sold	28	40%		0%			-4%	
December Average Days on Market (Solds)	173	25%	8%	-22%	9%	163	3%	3%
Asking Price per Square Foot (based on New Listings)	\$506	26%	13%	7%	5%	\$471	-3%	-3%
December Sold Price per Square Foot	\$366	-13%	-9%	-13%	-17%	\$425	-4%	-4%
December Month's Supply of Inventory	9.8	-42%	-29%	-10%	-29%	14.2	3%	3%
December Sale Price vs List Price Ratio	95.2%	0.2%	2%	-4%	0.7%	95.0%	0.5%	0.4%

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

Property Sales

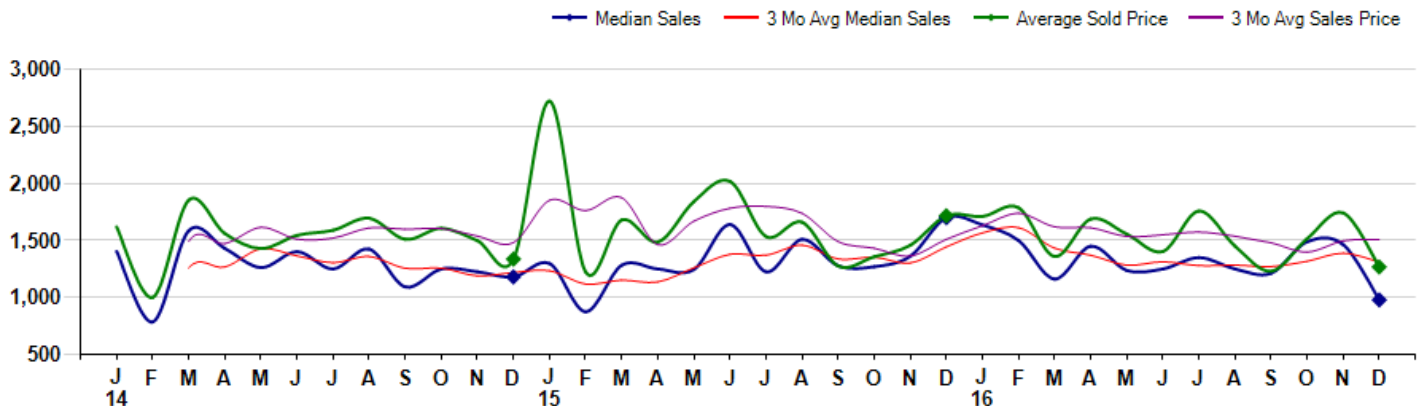
December Property sales were 28, equal to 28 in December of 2015 and 40.0% higher than the 20 sales last month. December 2016 sales were at their lowest level compared to December of 2015 and 2014. December YTD sales of 366 are running -4.4% behind last year's year-to-date sales of 383.



Prices

The Median Sales Price in December was \$977,500, down -42.5% from \$1,699,750 in December of 2015 and down -33.2% from \$1,462,500 last month. The Average Sales Price in December was \$1,267,200, down -26.2% from \$1,716,376 in December of 2015 and down -27.2% from \$1,741,700 last month. December 2016 ASP was at the lowest level compared to December of 2015 and 2014.

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



City: Westport



Joni Usdan
 Residential Real Estate Specialist
 2032167654
 www.jonihomes.com
 joni@jonihomes.com



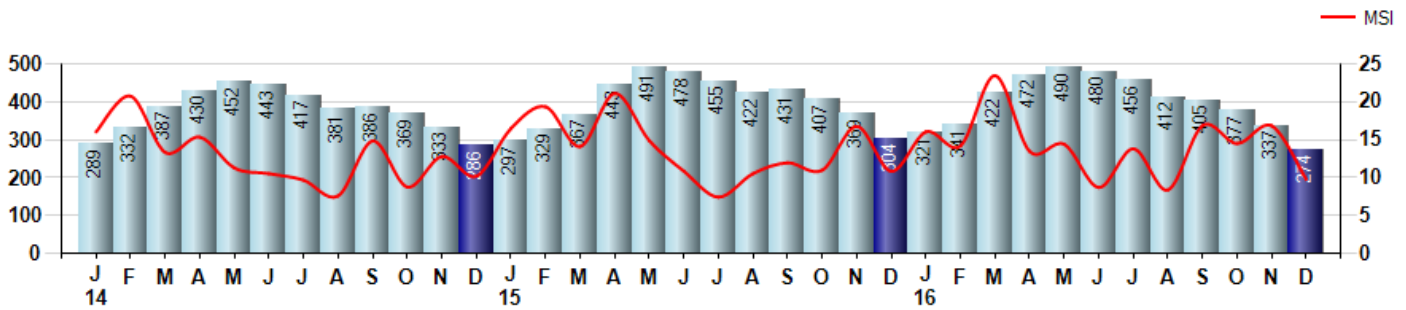
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Inventory & MSI

The Total Inventory of Properties available for sale as of December was 274, down -18.7% from 337 last month and down -9.9% from 304 in December of last year. December 2016 Inventory was at the lowest level compared to December of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2016 MSI of 9.8 months was at its lowest level compared with December of 2015 and 2014.

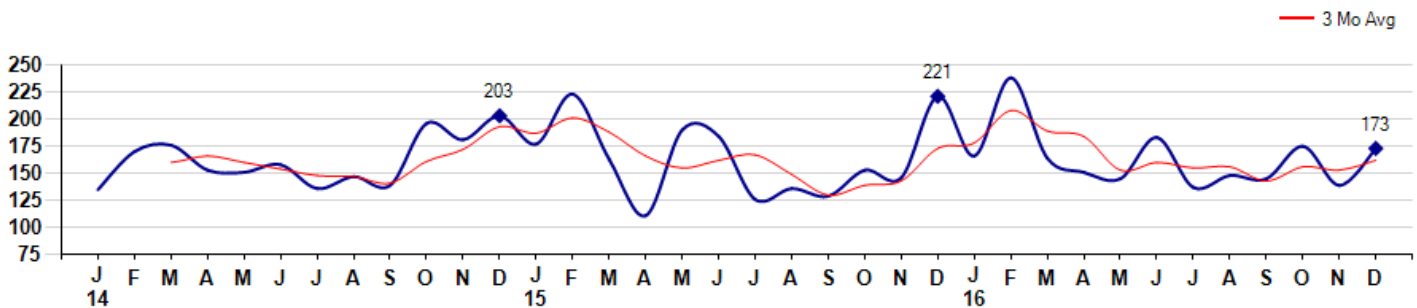
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 December was 173, up 24.5% from 139 days last month and down -21.7% from 221 days in December of last year. The December 2016 DOM was at its lowest level compared with December of 2015 and 2014.

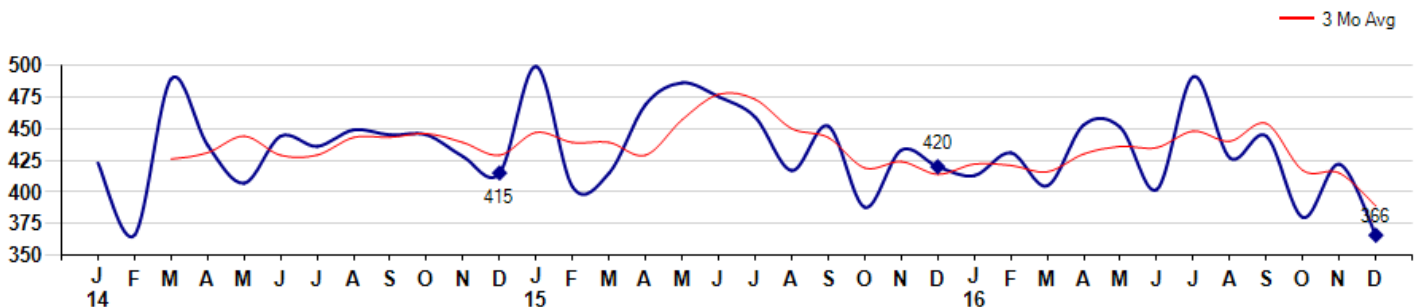
Average Days on Market(Listing to Contract) for properties sold during the month



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 December 2016 Selling Price per Square Foot of \$366 was down -13.3% from \$422 last month and down -12.9% from \$420 in December of last year.

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



City: Westport



Joni Usdan
 Residential Real Estate Specialist
 2032167654
 www.jonihomes.com
 joni@jonihomes.com

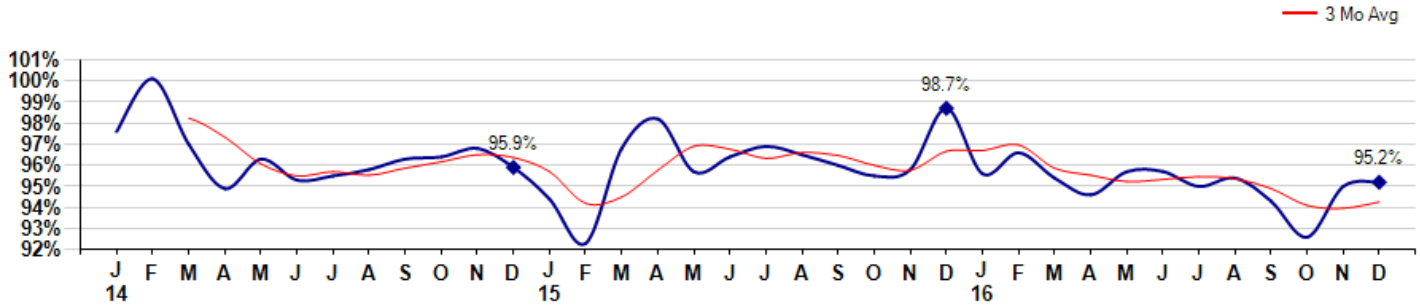


Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

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 December 2016 Selling Price vs List Price of 95.2% was up from 95.0% last month and down from 98.7% in December of last year.

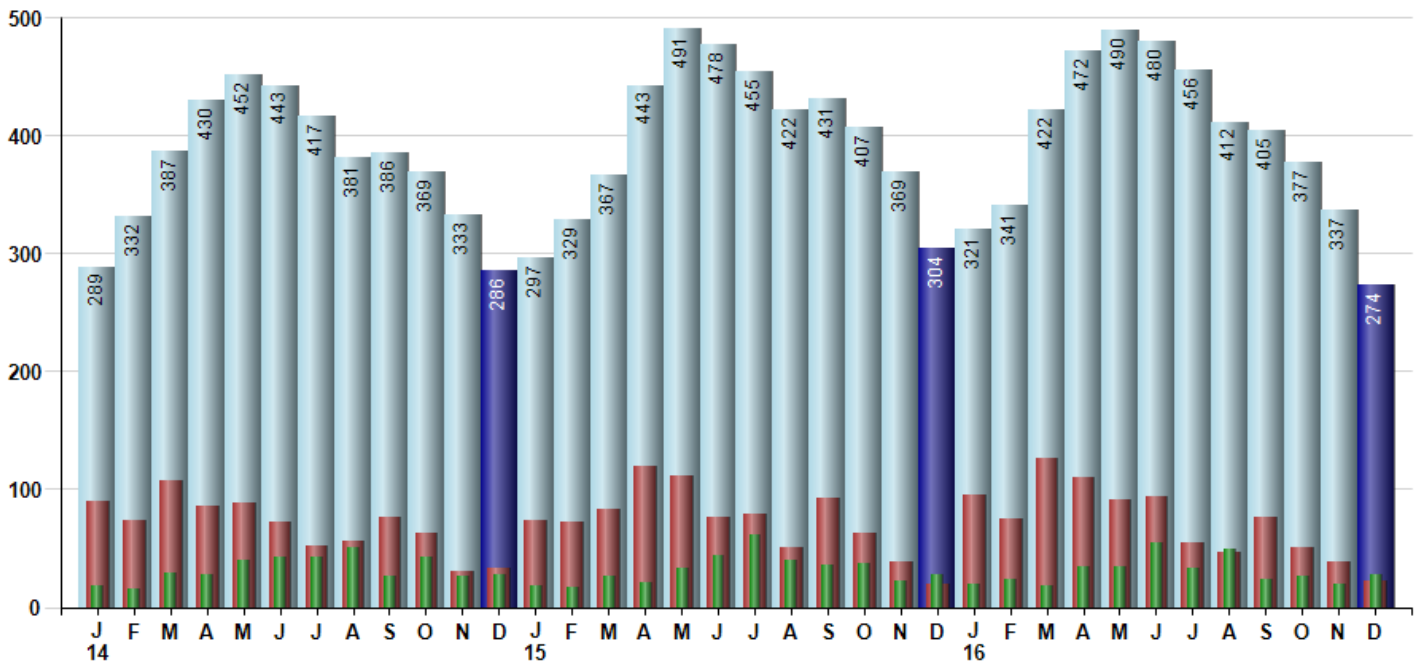
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 December 2016 was 22, down -43.6% from 39 last month and up 15.8% from 19 in December of last year.

Inventory New Listings Sold



© 2017 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Greater Fairfield County CMLS, Inc. for the period 1/1/2014 through 12/31/2016. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



MARKET ACTION REPORT

December 2016

City: *Westport*



Joni Usdan
Residential Real Estate Specialist
2032167654
www.jonihomes.com
joni@jonihomes.com



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

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Homes Sold	18	16	29	28	40	42	43	50	26	42	26	28	18	17	26	21	33	44	61	40	36	37	22	28	20	24	18	35	34	55	33	49	24	26	20	28
3 Mo. Roll Avg			21	24	32	37	42	45	40	39	31	32	24	21	20	21	27	33	46	48	46	38	32	29	23	24	21	26	29	41	41	46	35	33	23	25

(000's)	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Median Sale Price	1,405	785	1,586	1,430	1,262	1,402	1,250	1,425	1,093	1,250	1,225	1,180	1,298	875	1,283	1,250	1,245	1,640	1,225	1,510	1,278	1,270	1,361	1,700	1,636	1,500	1,162	1,450	1,238	1,250	1,350	1,250	1,213	1,490	1,463	978
3 Mo. Roll Avg			1,259	1,267	1,426	1,364	1,304	1,359	1,256	1,256	1,189	1,218	1,234	1,118	1,152	1,136	1,259	1,378	1,370	1,458	1,338	1,353	1,303	1,444	1,566	1,612	1,432	1,370	1,283	1,313	1,279	1,283	1,271	1,317	1,388	1,310

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Inventory	289	332	387	430	452	443	417	381	386	369	333	286	297	329	367	443	491	478	455	422	431	407	369	304	321	341	422	472	490	480	456	412	405	377	337	274
MSI	16	21	13	15	11	11	10	8	15	9	13	10	17	19	14	21	15	11	7	11	12	11	17	11	16	14	23	13	14	9	14	8	17	15	17	10

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Days On Market	135	170	176	153	151	158	136	147	139	196	181	203	177	223	163	111	190	184	126	136	129	153	146	221	166	238	164	151	145	183	137	148	145	175	139	173
3 Mo. Roll Avg			160	166	160	154	148	147	141	161	172	193	187	201	188	166	155	162	167	149	130	139	143	173	178	208	189	184	153	160	155	156	143	156	153	162

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Price per Sq Ft	423	366	489	437	407	444	436	449	445	445	428	415	499	404	415	469	486	475	459	417	452	388	433	420	413	431	405	453	451	402	491	427	444	380	422	366
3 Mo. Roll Avg			426	431	444	429	429	443	446	439	429	447	439	439	429	457	477	473	450	443	419	424	414	422	421	416	430	436	435	448	440	454	417	415	389	

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Sale to List Price	0.976	1.001	0.970	0.949	0.963	0.953	0.955	0.958	0.963	0.964	0.968	0.959	0.944	0.923	0.968	0.982	0.957	0.964	0.969	0.965	0.960	0.955	0.958	0.987	0.956	0.966	0.954	0.946	0.957	0.957	0.950	0.954	0.943	0.926	0.950	0.952
3 Mo. Roll Avg			0.982	0.973	0.961	0.955	0.957	0.955	0.959	0.962	0.965	0.964	0.957	0.942	0.945	0.958	0.969	0.968	0.963	0.966	0.965	0.960	0.958	0.967	0.967	0.970	0.959	0.955	0.952	0.953	0.955	0.954	0.949	0.941	0.940	0.943

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
New Listings	90	73	107	86	88	72	52	56	77	63	30	33	74	72	83	120	111	76	79	50	93	63	39	19	95	75	126	110	91	94	55	47	76	51	39	22
Inventory	289	332	387	430	452	443	417	381	386	369	333	286	297	329	367	443	491	478	455	422	431	407	369	304	321	341	422	472	490	480	456	412	405	377	337	274
Sales	18	16	29	28	40	42	43	50	26	42	26	28	18	17	26	21	33	44	61	40	36	37	22	28	20	24	18	35	34	55	33	49	24	26	20	28

(000's)	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Avg Sale Price	1,620	1,000	1,855	1,561	1,429	1,545	1,589	1,696	1,510	1,607	1,498	1,336	2,723	1,225	1,679	1,486	1,842	2,019	1,534	1,661	1,276	1,357	1,458	1,716	1,711	1,787	1,359	1,688	1,556	1,404	1,759	1,450	1,230	1,516	1,742	1,267
3 Mo. Roll Avg			1,491	1,472	1,615	1,511	1,521	1,610	1,598	1,604	1,538	1,480	1,852	1,761	1,876	1,463	1,669	1,782	1,798	1,738	1,490	1,431	1,364	1,510	1,629	1,738	1,619	1,611	1,534	1,549	1,573	1,537	1,479	1,398	1,496	1,508

© 2017 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Greater Fairfield County CMLS, Inc. for the period 1/1/2014 through 12/31/2016. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.

