

## City: Westport



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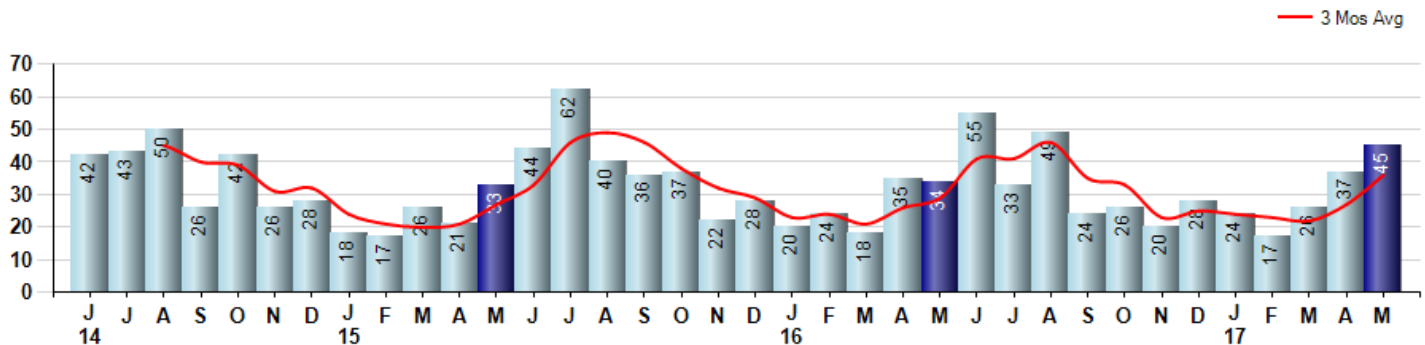
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,695,000	3%		4%				
Average List Price of all Current Listings	\$2,094,193	1%		3%				
May Median Sales Price	\$1,539,000	24%	4%	24%	19%	\$1,500,000	11%	16%
May Average Sales Price	\$1,881,189	18%	10%	21%	23%	\$1,680,684	3%	10%
Total Properties Currently for Sale (Inventory)	417	-5%		-15%				
May Number of Properties Sold	45	22%		32%			14%	
May Average Days on Market (Solds)	179	-3%	4%	23%	9%	174	3%	6%
Asking Price per Square Foot (based on New Listings)	\$476	3%	2%	2%	2%	\$468	-2%	0%
May Sold Price per Square Foot	\$406	-4%	-2%	-10%	-4%	\$404	-7%	-4%
May Month's Supply of Inventory	9.3	-22%	-25%	-36%	-36%	14.5	-12%	0%
May Sale Price vs List Price Ratio	91.0%	-1.4%	-1%	-3%	-0.7%	91.6%	-1.3%	-0.1%

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

### Property Sales

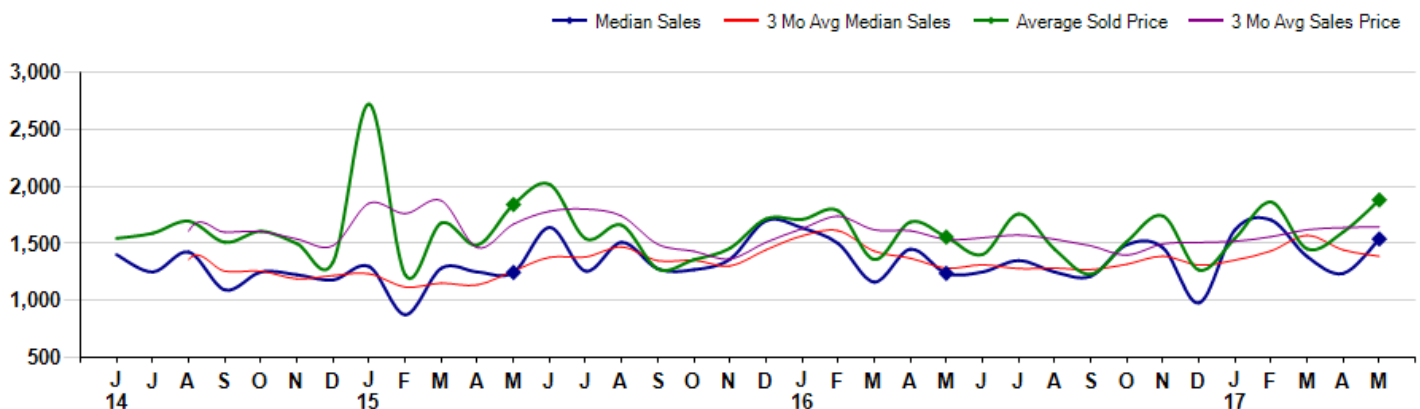
May Property sales were 45, up 32.4% from 34 in May of 2016 and 21.6% higher than the 37 sales last month. May 2017 sales were at their highest level compared to May of 2016 and 2015. May YTD sales of 149 are running 13.7% ahead of last year's year-to-date sales of 131.



### Prices

The Median Sales Price in May was \$1,539,000, up 24.4% from \$1,237,500 in May of 2016 and up 24.4% from \$1,237,500 last month. The Average Sales Price in May was \$1,881,189, up 20.9% from \$1,555,882 in May of 2016 and up 17.5% from \$1,600,822 last month. May 2017 ASP was at highest level compared to May of 2016 and 2015.

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



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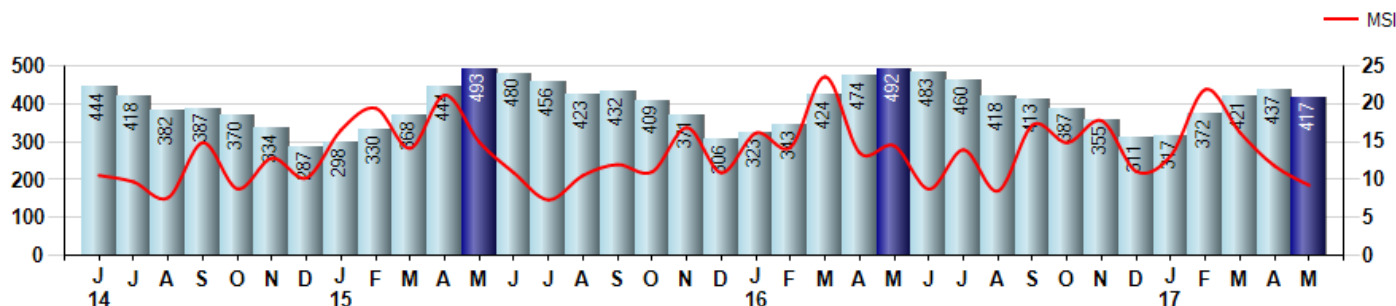
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### Inventory & MSI

The Total Inventory of Properties available for sale as of May was 417, down -4.6% from 437 last month and down -15.2% from 492 in May of last year. May 2017 Inventory was at the lowest level compared to May of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2017 MSI of 9.3 months was at its lowest level compared with May of 2016 and 2015.

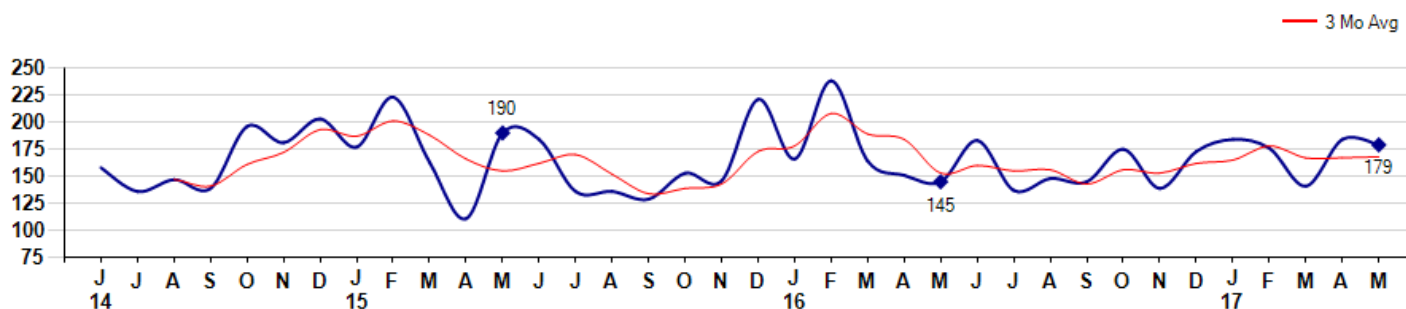
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 May was 179, down -2.7% from 184 days last month and up 23.4% from 145 days in May of last year. The May 2017 DOM was at a mid range compared with May of 2016 and 2015.

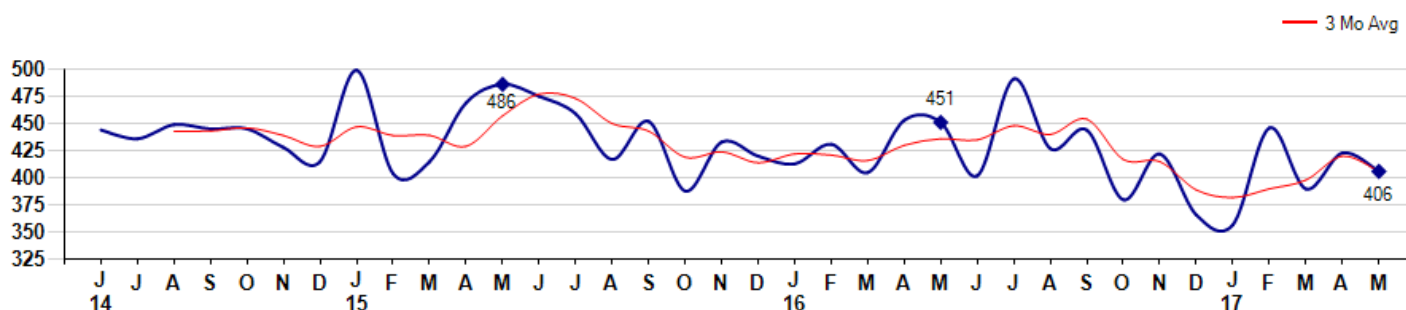
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 May 2017 Selling Price per Square Foot of \$406 was down -4.0% from \$423 last month and down -10.0% from \$451 in May of last year.

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



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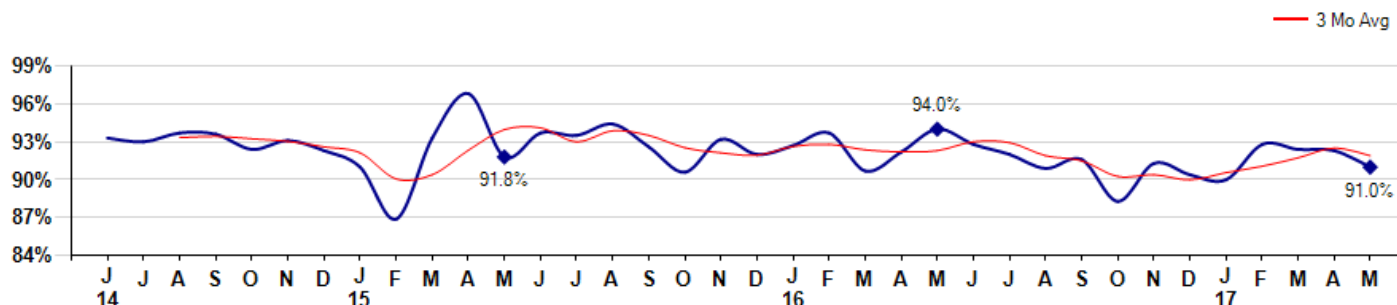


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### Selling Price vs Listing Price

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 May 2017 Selling Price vs List Price of 91.0% was down from 92.3% last month and down from 94.0% in May of last year.

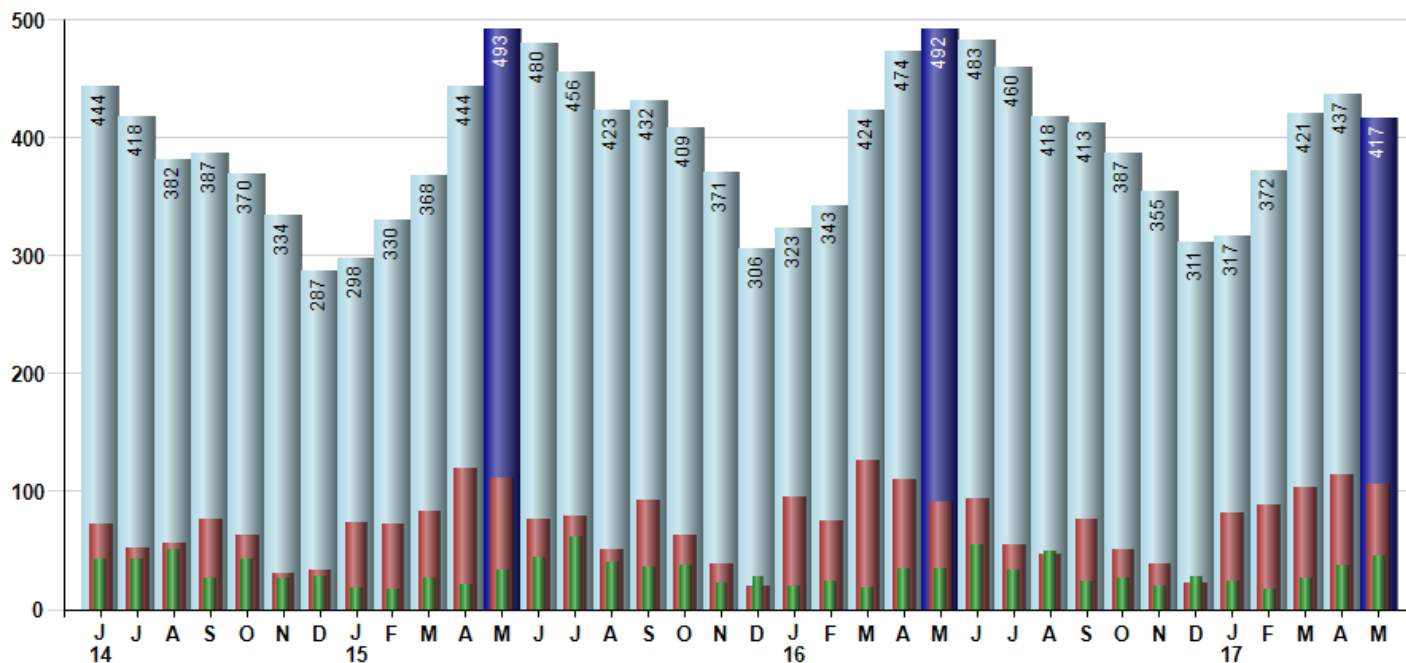
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 May 2017 was 106, down -7.0% from 114 last month and up 16.5% from 91 in May of last year.

Inventory (light blue), New Listings (red), Sold (green)



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