

City: Westport



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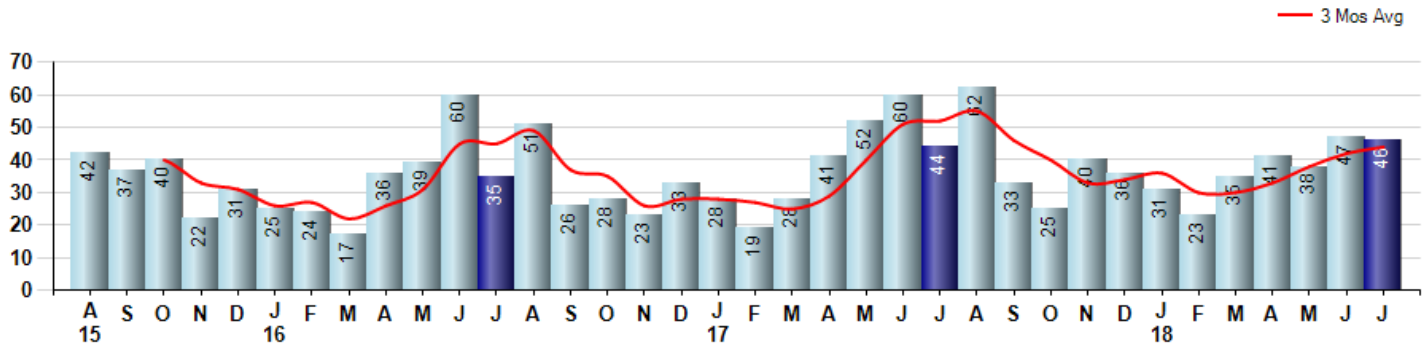
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,545,000	0%		-2%				
Average List Price of all Current Listings	\$2,029,672	3%		3%				
July Median Sales Price	\$1,224,500	11%	6%	-7%	-3%	\$1,200,000	-8%	-5%
July Average Sales Price	\$1,487,760	16%	5%	-7%	2%	\$1,442,674	-7%	-2%
Total Properties Currently for Sale (Inventory)	377	-2%		-10%				
July Number of Properties Sold	46	-2%		5%			-4%	
July Average Days on Market (Solds)	83	14%	-4%	-43%	-42%	96	-42%	-32%
Asking Price per Square Foot (based on New Listings)	\$447	4%	9%	11%	12%	\$392	-4%	-2%
July Sold Price per Square Foot	\$378	9%	7%	-1%	5%	\$350	-6%	-3%
July Month's Supply of Inventory	8.2	0%	-8%	-14%	-27%	9.4	-24%	-16%
July Sale Price vs List Price Ratio	94.3%	1.8%	1%	1%	2.5%	92.9%	0.3%	1.0%

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

Property Sales

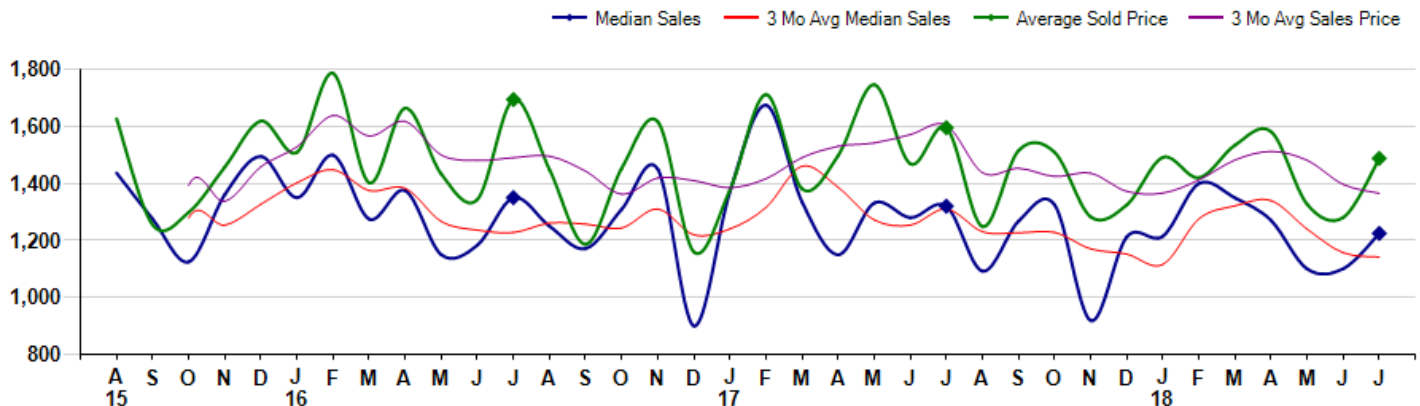
July Property sales were 46, up 4.5% from 44 in July of 2017 and -2.1% lower than the 47 sales last month. July 2018 sales were at their highest level compared to July of 2017 and 2016. July YTD sales of 261 are running -4.0% behind last year's year-to-date sales of 272.



Prices

The Median Sales Price in July was \$1,224,500, down -7.2% from \$1,320,000 in July of 2017 and up 11.3% from \$1,100,000 last month. The Average Sales Price in July was \$1,487,760, down -6.8% from \$1,595,693 in July of 2017 and up 16.2% from \$1,280,446 last month. July 2018 ASP was at the lowest level compared to July of 2017 and 2016.

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



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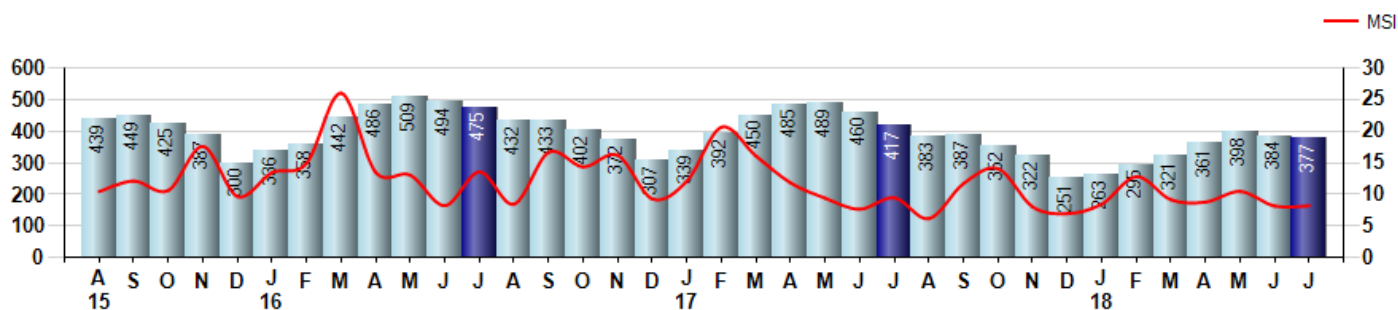
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Inventory & MSI

The Total Inventory of Properties available for sale as of July was 377, down -1.8% from 384 last month and down -9.6% from 417 in July of last year. July 2018 Inventory was at the lowest level compared to July of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2018 MSI of 8.2 months was at its lowest level compared with July of 2017 and 2016.

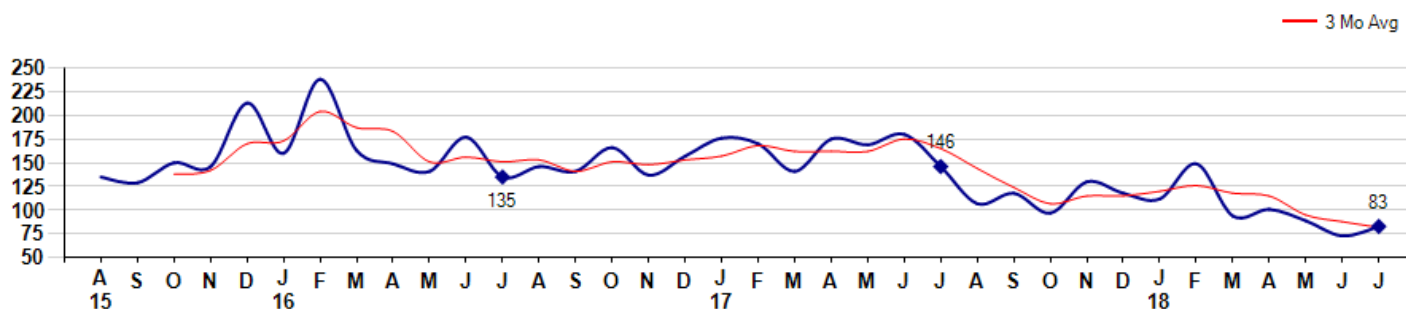
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 July was 83, up 13.7% from 73 days last month and down -43.2% from 146 days in July of last year. The July 2018 DOM was at its lowest level compared with July of 2017 and 2016.

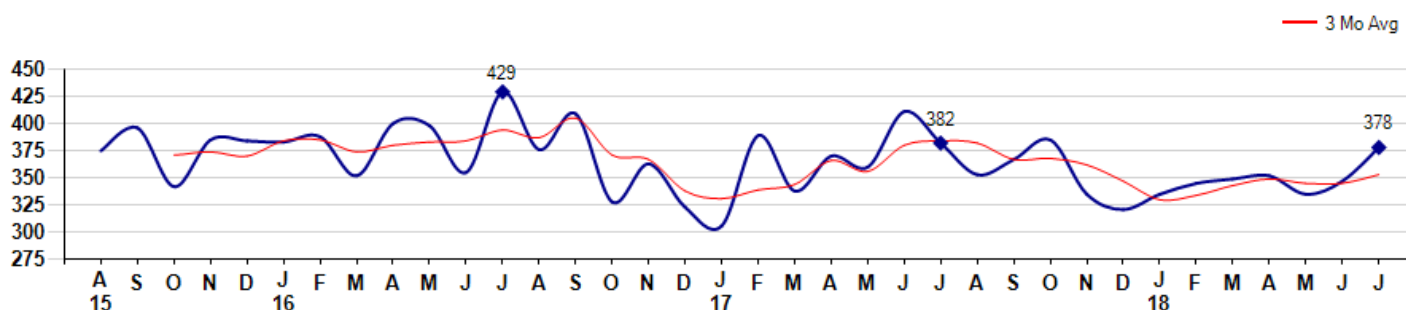
Average Days on Market(Listing to Contract) for properties sold during the month



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 July 2018 Selling Price per Square Foot of \$378 was up 8.9% from \$347 last month and down -1.0% from \$382 in July of last year.

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



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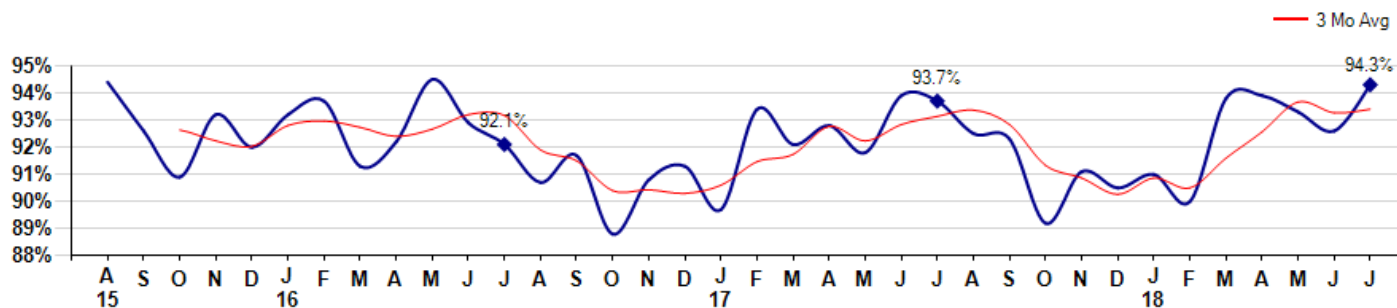


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Selling Price vs Listing Price

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 July 2018 Selling Price vs List Price of 94.3% was up from 92.6% last month and up from 93.7% in July of last year.

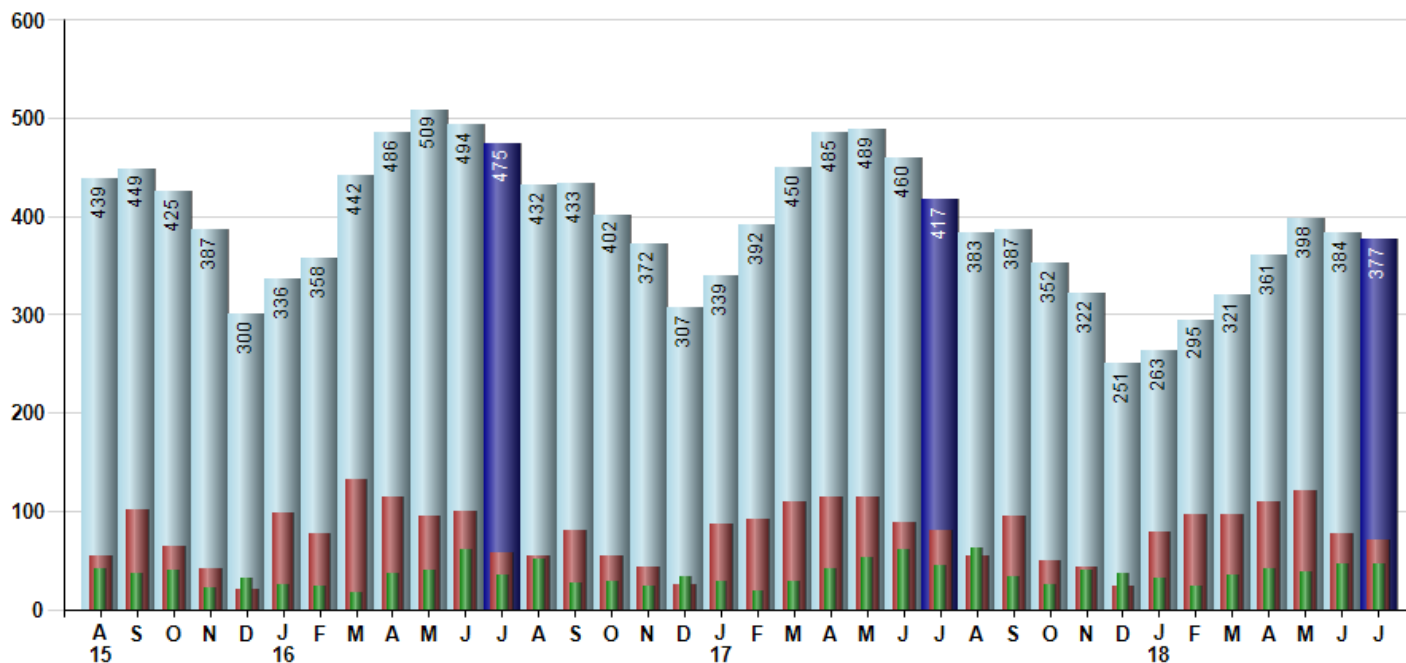
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 July 2018 was 71, down -7.8% from 77 last month and down -11.3% from 80 in July of last year.

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



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MARKET ACTION REPORT

July 2018

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	A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
Homes Sold	42	37	40	22	31	25	24	17	36	39	60	35	51	26	28	23	33	28	19	28	41	52	60	44	62	33	25	40	36	31	23	35	41	38	47	46
3 Mo. Roll Avg			40	33	31	26	27	22	26	31	45	45	49	37	35	26	28	28	27	25	29	40	51	52	55	46	40	33	34	36	30	30	33	38	42	44

	(000's)	A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
Median Sale Price	1,437	1,275	1,125	1,361	1,495	1,350	1,500	1,275	1,375	1,150	1,183	1,350	1,250	1,171	1,310	1,450	900	1,371	1,675	1,335	1,150	1,331	1,280	1,320	1,092	1,268	1,325	919	1,213	1,215	1,400	1,349	1,270	1,100	1,100	1,224	
3 Mo. Roll Avg			1,279	1,254	1,327	1,402	1,448	1,375	1,383	1,267	1,236	1,228	1,261	1,257	1,244	1,310	1,220	1,240	1,315	1,460	1,387	1,272	1,254	1,310	1,231	1,227	1,228	1,170	1,152	1,115	1,276	1,321	1,340	1,240	1,157	1,141	

	A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
Inventory	439	449	425	387	300	336	358	442	486	509	494	475	432	433	402	372	307	339	392	450	485	489	460	417	383	387	352	322	251	263	295	321	361	398	384	377
MSI	10	12	11	18	10	13	15	26	14	13	8	14	8	17	14	16	9	12	21	16	12	9	8	9	6	12	14	8	7	8	13	9	9	10	8	8

	A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
Days On Market	135	129	150	146	213	160	238	163	149	141	177	135	146	141	166	137	157	176	170	141	175	169	180	146	107	118	97	130	118	112	149	94	101	89	73	83
3 Mo. Roll Avg			138	142	170	173	204	187	183	151	156	151	153	141	151	148	153	157	168	162	162	162	175	165	144	124	107	115	115	120	126	118	115	95	88	82

	A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
Price per Sq Ft	375	396	342	385	384	383	388	352	400	398	355	429	376	409	328	363	323	306	389	338	370	360	411	382	353	367	385	335	321	335	345	349	352	335	347	378
3 Mo. Roll Avg			371	374	370	384	385	374	380	383	384	394	387	405	371	367	338	331	339	344	366	356	380	384	382	367	368	362	347	330	334	343	349	345	345	353

	A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
Sale to List Price	0.944	0.926	0.909	0.932	0.920	0.932	0.937	0.913	0.922	0.945	0.929	0.921	0.907	0.917	0.888	0.908	0.913	0.897	0.934	0.921	0.928	0.918	0.939	0.937	0.925	0.923	0.892	0.911	0.905	0.910	0.900	0.938	0.939	0.933	0.926	0.943
3 Mo. Roll Avg			0.926	0.922	0.920	0.928	0.930	0.927	0.924	0.927	0.932	0.932	0.919	0.915	0.904	0.904	0.903	0.906	0.915	0.917	0.928	0.922	0.928	0.931	0.934	0.928	0.913	0.909	0.903	0.909	0.905	0.916	0.926	0.937	0.933	0.934

	A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
New Listings	54	101	64	41	21	98	77	132	114	95	100	57	54	81	54	43	25	87	91	110	115	114	88	80	54	95	50	43	24	79	96	97	110	121	77	71
Inventory	439	449	425	387	300	336	358	442	486	509	494	475	432	433	402	372	307	339	392	450	485	489	460	417	383	387	352	322	251	263	295	321	361	398	384	377
Sales	42	37	40	22	31	25	24	17	36	39	60	35	51	26	28	23	33	28	19	28	41	52	60	44	62	33	25	40	36	31	23	35	41	38	47	46

	(000's)	A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
Avg Sale Price	1,627	1,254	1,299	1,458	1,619	1,510	1,787	1,402	1,664	1,433	1,344	1,695	1,448	1,186	1,453	1,617	1,160	1,378	1,712	1,381	1,498	1,747	1,469	1,596	1,248	1,516	1,509	1,283	1,325	1,492	1,420	1,535	1,582	1,327	1,280	1,488	
3 Mo. Roll Avg			1,393	1,337	1,459	1,529	1,638	1,566	1,618	1,500	1,480	1,490	1,496	1,443	1,363	1,419	1,410	1,385	1,417	1,491	1,530	1,542	1,571	1,604	1,438	1,453	1,424	1,436	1,372	1,366	1,412	1,482	1,512	1,481	1,397	1,365	

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