

## City: Westport



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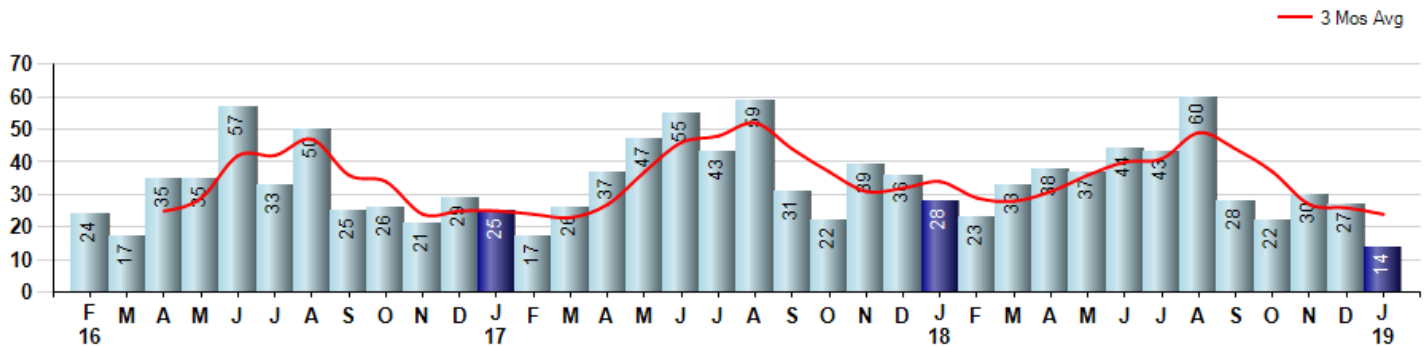
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,549,999	4%		-9%				
Average List Price of all Current Listings	\$2,037,072	-3%		-3%				
January Median Sales Price	\$1,238,000	35%	3%	-11%	2%	\$1,238,000	-11%	2%
January Average Sales Price	\$1,229,231	-2%	-13%	-22%	-16%	\$1,229,231	-22%	-16%
Total Properties Currently for Sale (Inventory)	295	10%		16%				
January Number of Properties Sold	14	-48%		-50%			0%	
January Average Days on Market (Solds)	107	-31%	-15%	-2%	5%	107	-2%	5%
Asking Price per Square Foot (based on New Listings)	\$443	32%	4%	18%	11%	\$443	18%	11%
January Sold Price per Square Foot	\$360	-1%	-1%	7%	1%	\$360	7%	1%
January Month's Supply of Inventory	21.1	112%	53%	132%	109%	21.1	132%	109%
January Sale Price vs List Price Ratio	90.3%	1.5%	0%	-1%	-2.1%	90.3%	-0.6%	-2.0%

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

### Property Sales

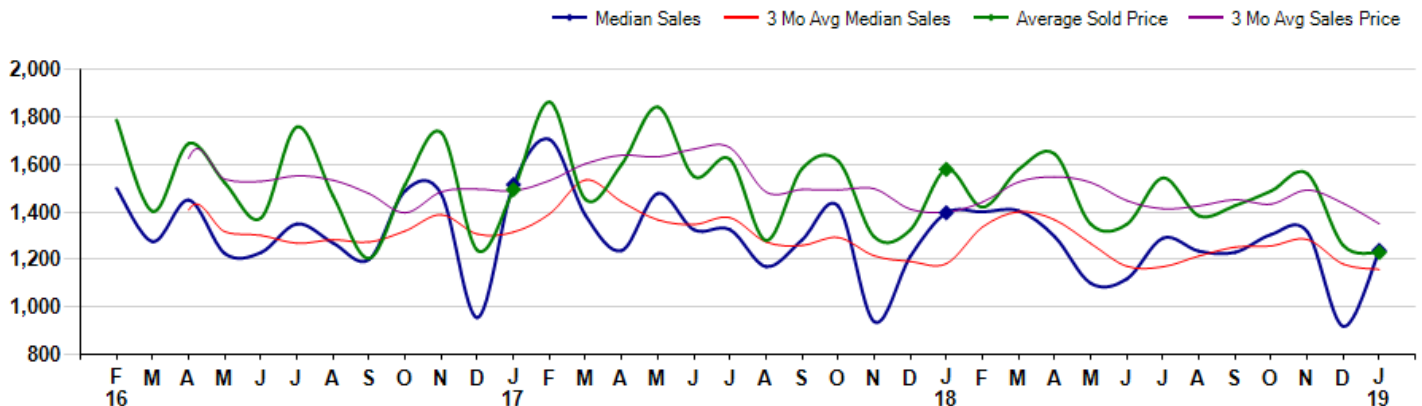
January Property sales were 14, down -50.0% from 28 in January of 2018 and -48.1% lower than the 27 sales last month. January 2019 sales were at their lowest level compared to January of 2018 and 2017. January YTD sales of 14 are running -50.0% behind last year's year-to-date sales of 28.



### Prices

The Median Sales Price in January was \$1,238,000, down -11.3% from \$1,396,250 in January of 2018 and up 34.9% from \$918,000 last month. The Average Sales Price in January was \$1,229,231, down -22.2% from \$1,579,224 in January of 2018 and down -2.4% from \$1,259,125 last month. January 2019 ASP was at the lowest level compared to January of 2018 and 2017.

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



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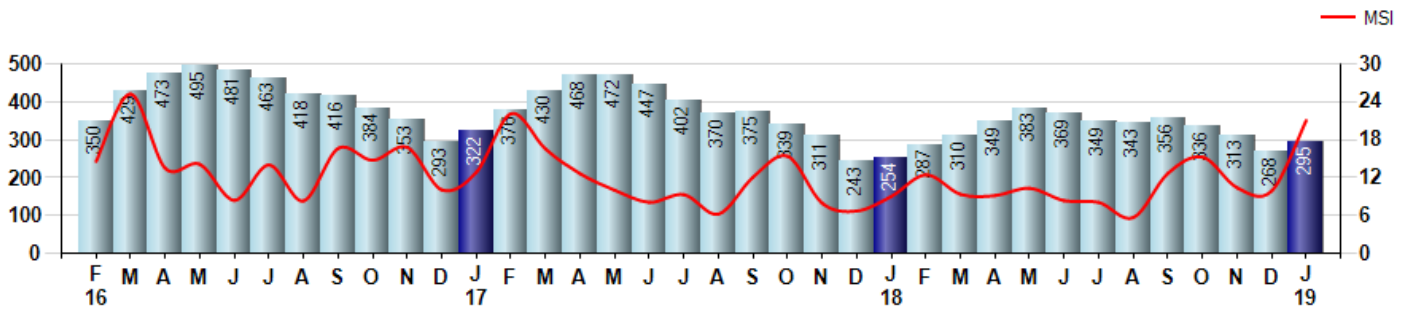
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### Inventory & MSI

The Total Inventory of Properties available for sale as of January was 295, up 10.1% from 268 last month and up 16.1% from 254 in January of last year. January 2019 Inventory was at a mid range compared to January of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2019 MSI of 21.1 months was at its highest level compared with January of 2018 and 2017.

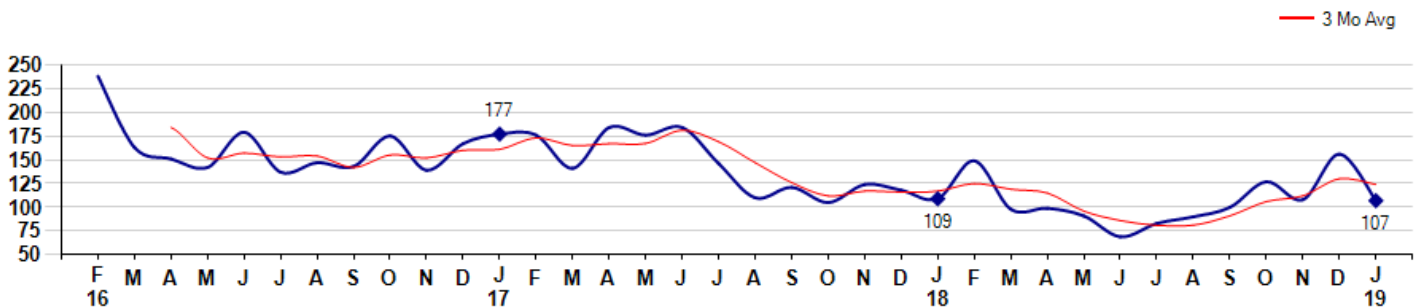
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 January was 107, down -31.4% from 156 days last month and down -1.8% from 109 days in January of last year. The January 2019 DOM was at its lowest level compared with January of 2018 and 2017.

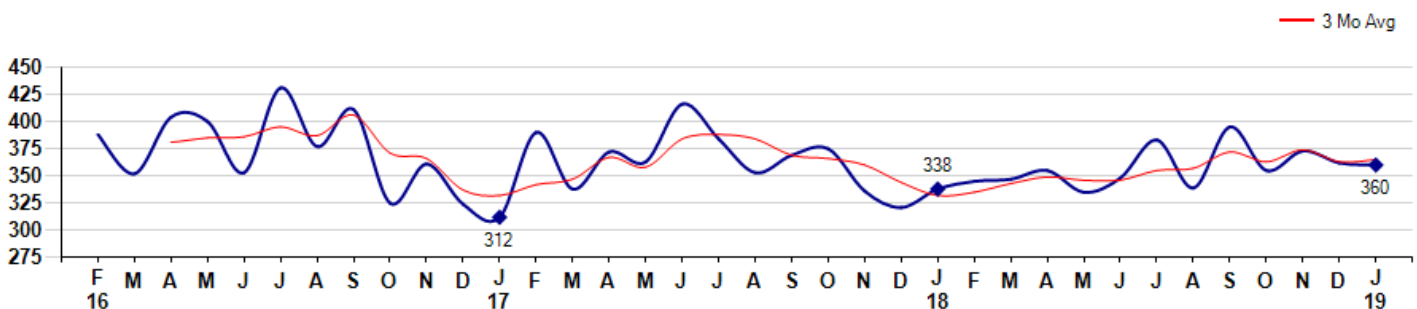
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 January 2019 Selling Price per Square Foot of \$360 was down -0.6% from \$362 last month and up 6.5% from \$338 in January of last year.

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



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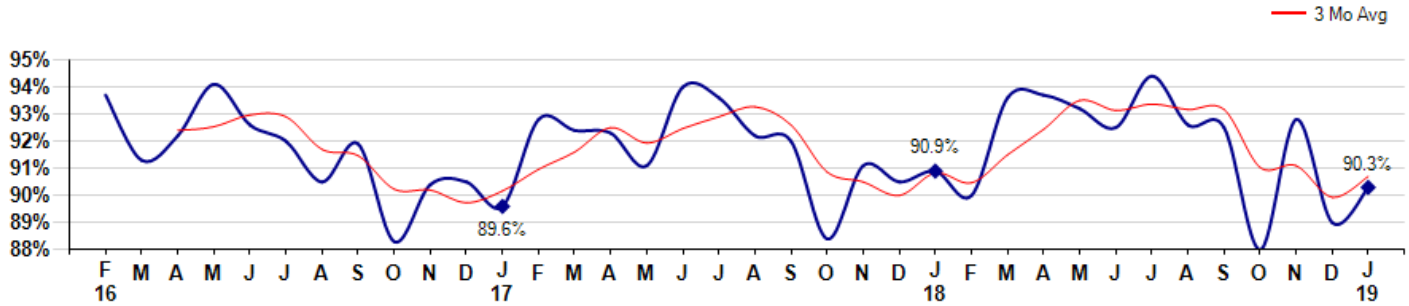


Price Range: 0 to 999999999 | Properties: Single Family Home

### 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 January 2019 Selling Price vs List Price of 90.3% was up from 89.0% last month and down from 90.9% in January of last year.

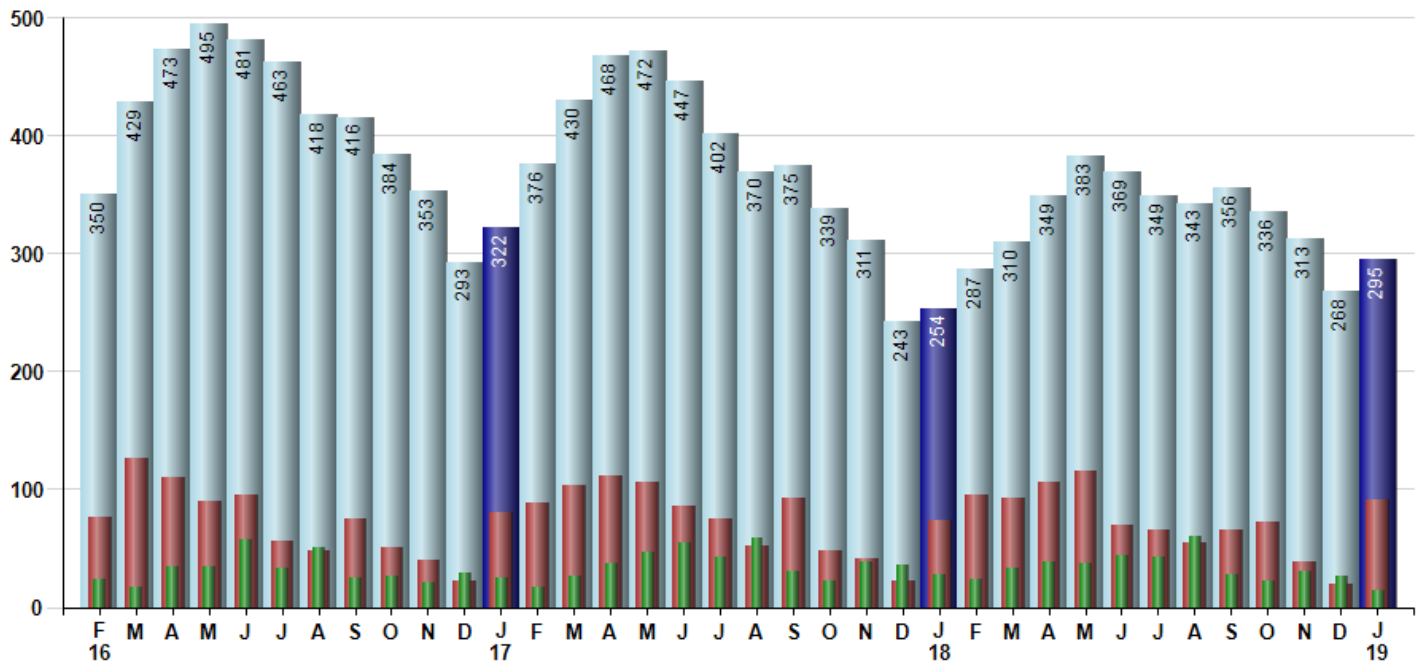
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 January 2019 was 91, up 355.0% from 20 last month and up 24.7% from 73 in January of last year.

Inventory    New Listings    Sold



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# MARKET ACTION REPORT

January 2019

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	F 16	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	A	S	O	N	D	J 19
Homes Sold	24	17	35	35	57	33	50	25	26	21	29	25	17	26	37	47	55	43	59	31	22	39	36	28	23	33	38	37	44	43	60	28	22	30	27	14
3 Mo. Roll Avg			25	29	42	42	47	36	34	24	25	25	24	23	27	37	46	48	52	44	37	31	32	34	29	28	31	36	40	41	49	44	37	27	26	24

(000's)	F 16	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	A	S	O	N	D	J 19
Median Sale Price	1,500	1,275	1,450	1,225	1,229	1,350	1,270	1,200	1,490	1,475	955	1,515	1,705	1,385	1,238	1,478	1,325	1,325	1,170	1,283	1,425	938	1,213	1,396	1,400	1,405	1,297	1,100	1,118	1,290	1,235	1,230	1,305	1,318	918	1,238
3 Mo. Roll Avg			1,408	1,317	1,301	1,268	1,283	1,273	1,320	1,388	1,307	1,315	1,392	1,535	1,443	1,367	1,347	1,376	1,273	1,259	1,293	1,215	1,192	1,182	1,336	1,400	1,367	1,267	1,171	1,169	1,214	1,252	1,257	1,284	1,180	1,158

	F 16	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	A	S	O	N	D	J 19
Inventory	350	429	473	495	481	463	418	416	384	353	293	322	376	430	468	472	447	402	370	375	339	311	243	254	287	310	349	383	369	349	343	356	336	313	268	295
MSI	15	25	14	14	8	14	8	17	15	17	10	13	22	17	13	10	8	9	6	12	15	8	7	9	12	9	9	10	8	8	6	13	15	10	10	21

	F 16	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	A	S	O	N	D	J 19
Days On Market	238	163	151	142	179	137	147	143	175	139	167	177	176	141	184	176	184	146	110	121	105	124	118	109	149	98	99	91	69	83	90	100	127	108	156	107
3 Mo. Roll Avg			184	152	157	153	154	142	155	152	160	161	173	165	167	167	181	169	147	126	112	117	116	117	125	119	115	96	86	81	81	91	106	112	130	124

	F 16	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	A	S	O	N	D	J 19
Price per Sq Ft	388	352	404	400	353	431	377	411	325	361	324	312	390	338	372	363	416	384	353	369	375	336	321	338	345	347	355	335	348	383	339	395	355	373	362	360
3 Mo. Roll Avg			381	385	386	395	387	406	371	366	337	332	342	347	367	358	384	388	384	369	366	360	344	332	335	343	349	346	346	355	357	372	363	374	363	365

	F 16	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	A	S	O	N	D	J 19
Sale to List Price	0.937	0.913	0.922	0.941	0.926	0.920	0.905	0.919	0.883	0.904	0.905	0.896	0.928	0.924	0.923	0.911	0.940	0.936	0.922	0.920	0.884	0.911	0.905	0.909	0.900	0.936	0.937	0.932	0.925	0.944	0.926	0.925	0.880	0.928	0.890	0.903
3 Mo. Roll Avg			0.924	0.925	0.930	0.929	0.917	0.915	0.902	0.902	0.897	0.902	0.910	0.916	0.925	0.919	0.925	0.929	0.933	0.926	0.909	0.905	0.900	0.908	0.905	0.915	0.924	0.935	0.931	0.934	0.932	0.932	0.910	0.911	0.899	0.907

	F 16	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	A	S	O	N	D	J 19
New Listings	76	127	110	90	95	56	48	75	51	40	22	81	89	103	112	106	86	75	52	93	48	41	22	73	95	93	106	116	69	65	55	66	72	38	20	91
Inventory	350	429	473	495	481	463	418	416	384	353	293	322	376	430	468	472	447	402	370	375	339	311	243	254	287	310	349	383	369	349	343	356	336	313	268	295
Sales	24	17	35	35	57	33	50	25	26	21	29	25	17	26	37	47	55	43	59	31	22	39	36	28	23	33	38	37	44	43	60	28	22	30	27	14

(000's)	F 16	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	A	S	O	N	D	J 19
Avg Sale Price	1,787	1,402	1,688	1,523	1,375	1,759	1,468	1,205	1,516	1,734	1,238	1,494	1,863	1,452	1,601	1,842	1,550	1,621	1,280	1,582	1,615	1,295	1,325	1,579	1,420	1,579	1,645	1,349	1,349	1,543	1,384	1,427	1,488	1,562	1,259	1,229
3 Mo. Roll Avg			1,626	1,538	1,529	1,552	1,534	1,477	1,396	1,485	1,496	1,489	1,532	1,603	1,639	1,632	1,664	1,671	1,484	1,495	1,493	1,497	1,412	1,400	1,441	1,526	1,548	1,524	1,448	1,414	1,425	1,451	1,433	1,492	1,436	1,350

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