

City: Westport

Coldwell Banker Westport Riverside
472 Riverside Avenue
Westport, CT 06880
www.ColdwellBankerMoves.com
203-227-8424



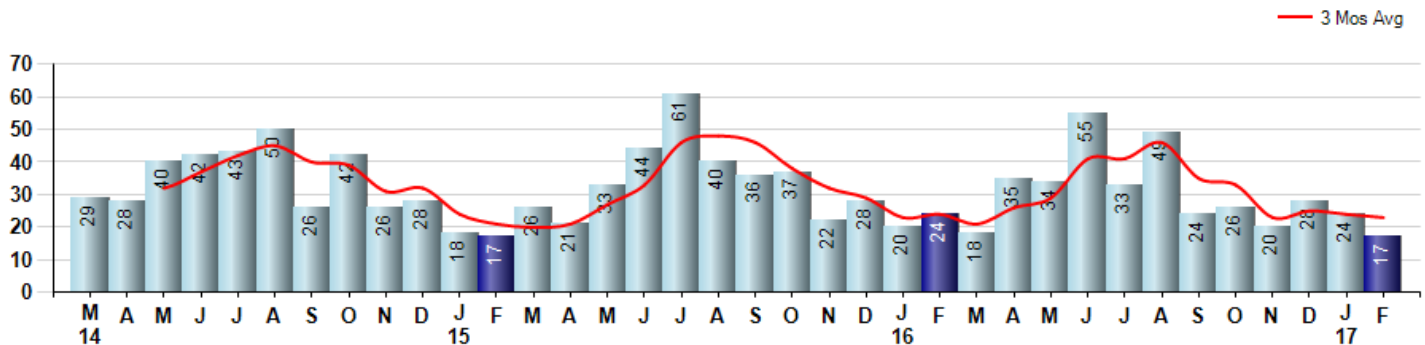
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,749,000	3%		6%				
Average List Price of all Current Listings	\$2,194,564	0%		7%				
February Median Sales Price	\$1,705,000	5%	16%	14%	32%	\$1,705,000	11%	32%
February Average Sales Price	\$1,863,193	21%	19%	4%	22%	\$1,677,687	-4%	10%
Total Properties Currently for Sale (Inventory)	337	14%		-2%				
February Number of Properties Sold	17	-29%		-29%			-7%	
February Average Days on Market (Solds)	176	-4%	4%	-26%	7%	181	-12%	10%
Asking Price per Square Foot (based on New Listings)	\$477	-1%	2%	2%	2%	\$479	2%	2%
February Sold Price per Square Foot	\$446	25%	14%	4%	6%	\$394	-7%	-6%
February Month's Supply of Inventory	19.8	60%	38%	39%	38%	16.1	6%	12%
February Sale Price vs List Price Ratio	92.8%	3.1%	2%	-1%	1.2%	91.2%	-2.2%	-0.6%

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

Property Sales

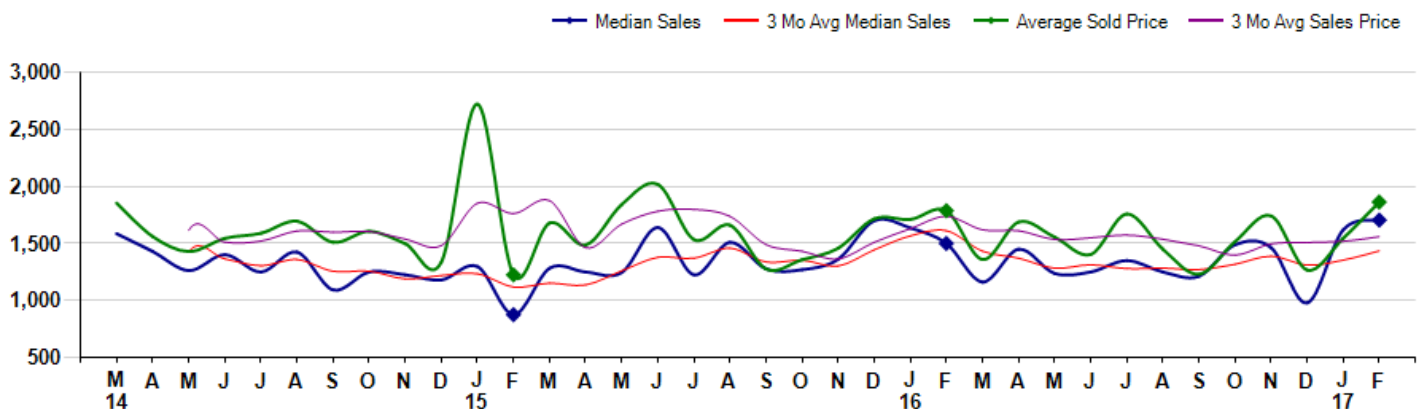
February Property sales were 17, down -29.2% from 24 in February of 2016 and -29.2% lower than the 24 sales last month. February 2017 sales were at their lowest level compared to February of 2016 and 2015. February YTD sales of 41 are running -6.8% behind last year's year-to-date sales of 44.



Prices

The Median Sales Price in February was \$1,705,000, up 13.7% from \$1,499,500 in February of 2016 and up 5.2% from \$1,620,000 last month. The Average Sales Price in February was \$1,863,193, up 4.3% from \$1,786,792 in February of 2016 and up 20.5% from \$1,546,287 last month. February 2017 ASP was at highest level compared to February of 2016 and 2015.

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



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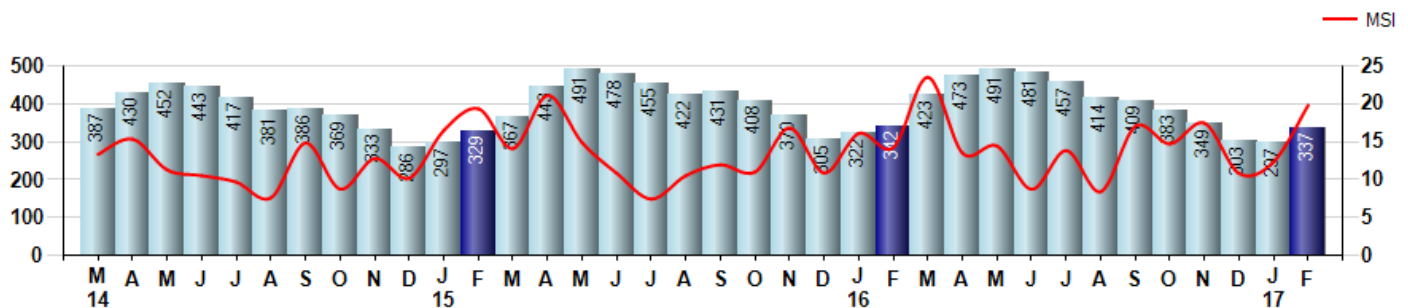
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Inventory & MSI

The Total Inventory of Properties available for sale as of February was 337, up 13.5% from 297 last month and down -1.5% from 342 in February of last year. February 2017 Inventory was at a mid range compared to February of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2017 MSI of 19.8 months was at its highest level compared with February of 2016 and 2015.

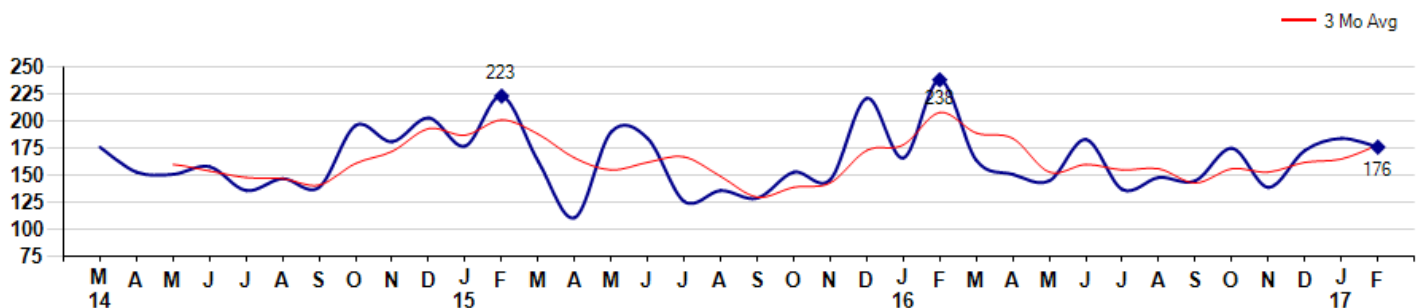
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 February was 176, down -4.3% from 184 days last month and down -26.1% from 238 days in February of last year. The February 2017 DOM was at its lowest level compared with February of 2016 and 2015.

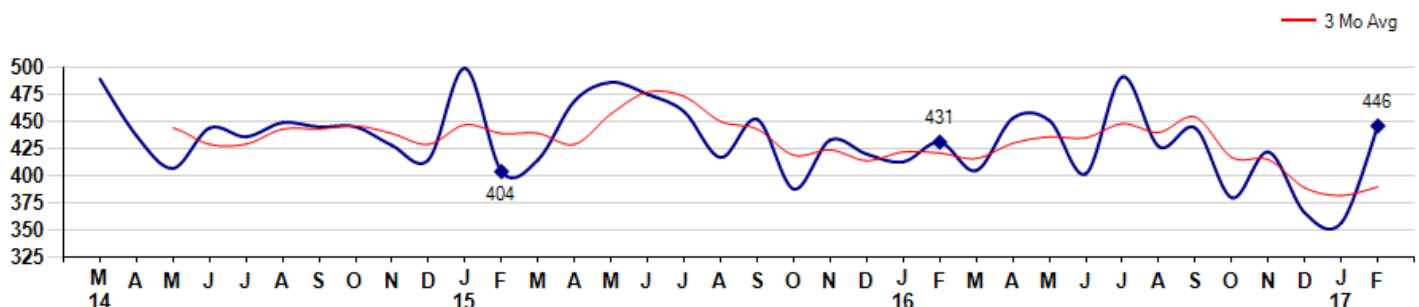
Average Days on Market (Listing to Contract) for properties sold during the month



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 February 2017 Selling Price per Square Foot of \$446 was up 24.9% from \$357 last month and up 3.5% from \$431 in February of last year.

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



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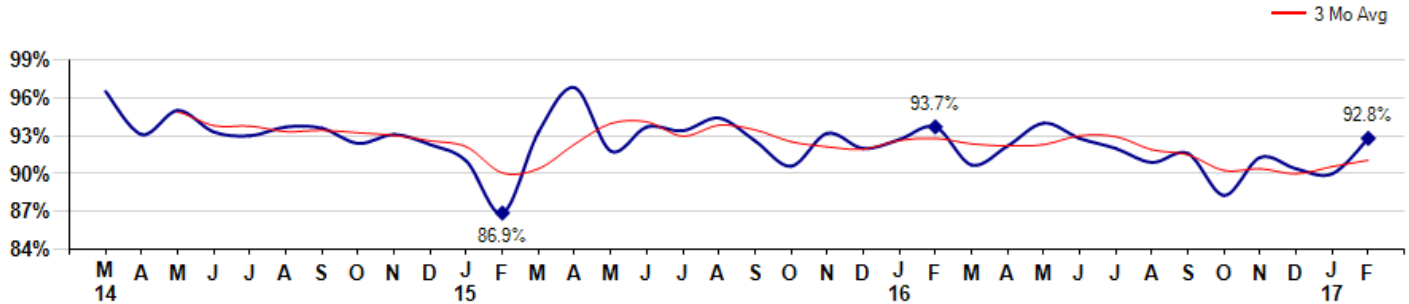


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Selling Price vs Listing Price

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 February 2017 Selling Price vs List Price of 92.8% was up from 90.0% last month and down from 93.7% in February 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 February 2017 was 89, up 8.5% from 82 last month and up 18.7% from 75 in February of last year.

