

City: Westport



Judy Michaelis

203 247-5000
www.judymichaelis.com

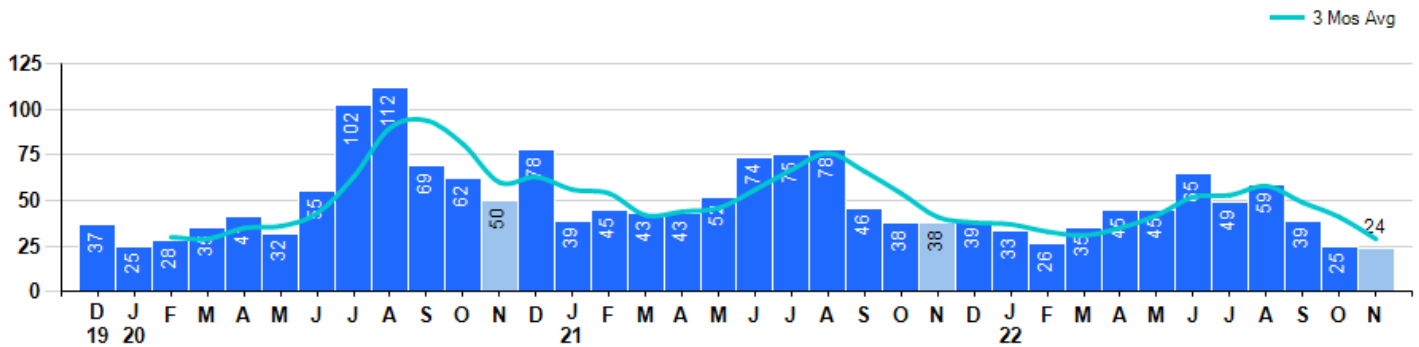
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:			
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear	
Median List Price of all Current Listings	\$2,375,000	6%		-10%					
Average List Price of all Current Listings	\$2,982,283	3%		-8%					
November Median Sales Price	\$1,572,500	-6%	-10%	8%	6%	\$1,899,000	29%	28%	
November Average Sales Price	\$1,882,500	-5%	-9%	18%	7%	\$2,257,940	30%	29%	
Total Properties Currently for Sale (Inventory)	127	-12%		-19%					
November Number of Properties Sold	24	-4%		-37%		445	-22%		
November Average Days on Market (Solds)	58	4%	7%	-17%	-7%	56	-7%	-10%	
Asking Price per Square Foot (based on New Listings)	\$692	26%	22%	2%	31%	\$616	17%	17%	
November Sold Price per Square Foot	\$470	-24%	-7%	-2%	4%	\$558	24%	24%	
November Month's Supply of Inventory	5.3	-8%	7%	28%	42%	3.9	2%	3%	
November Sale Price vs List Price Ratio		93.9%	-5.5%	-5%	-6%	-6.1%	102.8%	2.8%	2.8%

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

Property Sales

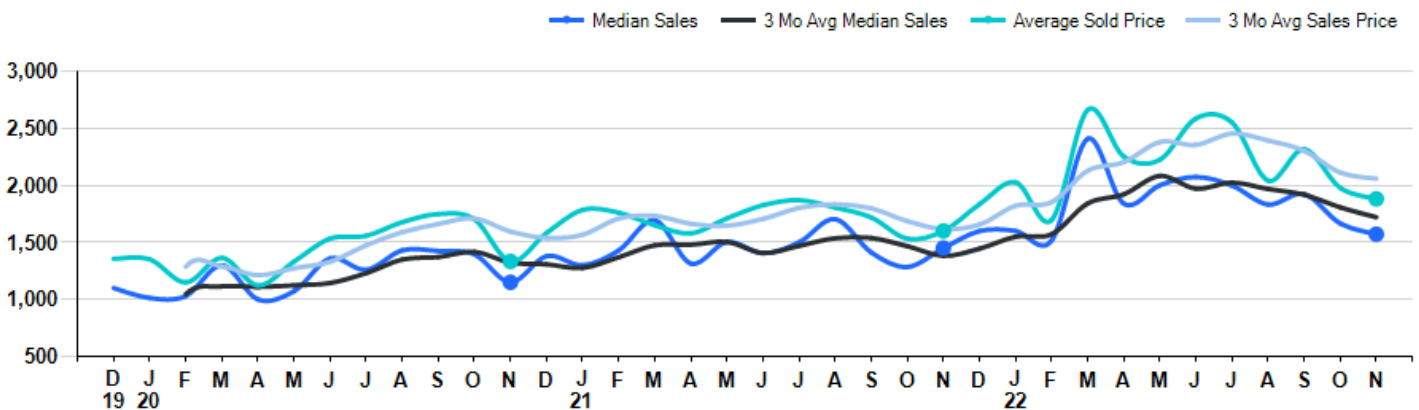
November Property sales were 24, down -36.8% from 38 in November of 2021 and -4.0% lower than the 25 sales last month. November 2022 sales were at their lowest level compared to November of 2021 and 2020. November YTD sales of 445 are running -22.1% behind last year's year-to-date sales of 571.



Prices

The Median Sales Price in November was \$1,572,500, up 8.4% from \$1,451,000 in November of 2021 and down -5.7% from \$1,666,875 last month. The Average Sales Price in November was \$1,882,500, up 17.6% from \$1,600,842 in November of 2021 and down -4.9% from \$1,978,521 last month. November 2022 ASP was at highest level compared to November of 2021 and 2020.

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



City: Westport



Judy Michaelis

203 247-5000
www.judymichaelis.com

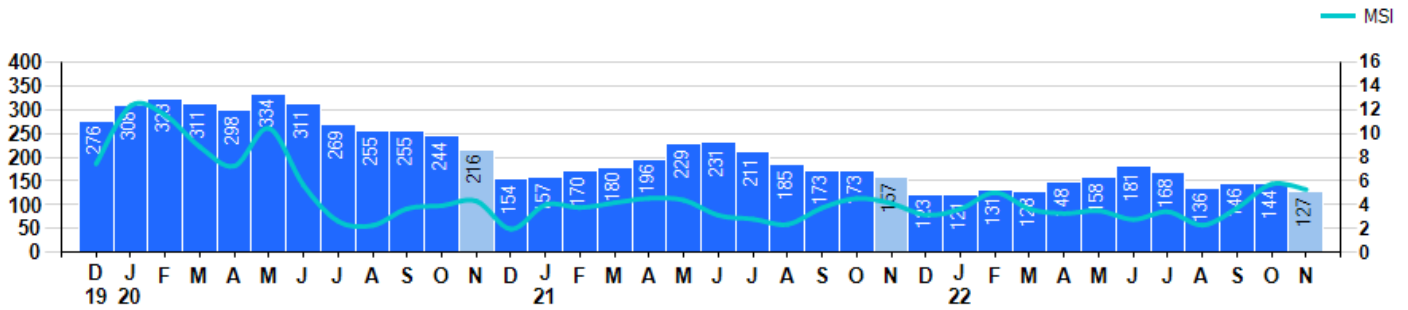
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Inventory & MSI

The Total Inventory of Properties available for sale as of November was 127, down -11.8% from 144 last month and down -19.1% from 157 in November of last year. November 2022 Inventory was at the lowest level compared to November of 2021 and 2020.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2022 MSI of 5.3 months was at its highest level compared with November of 2021 and 2020.

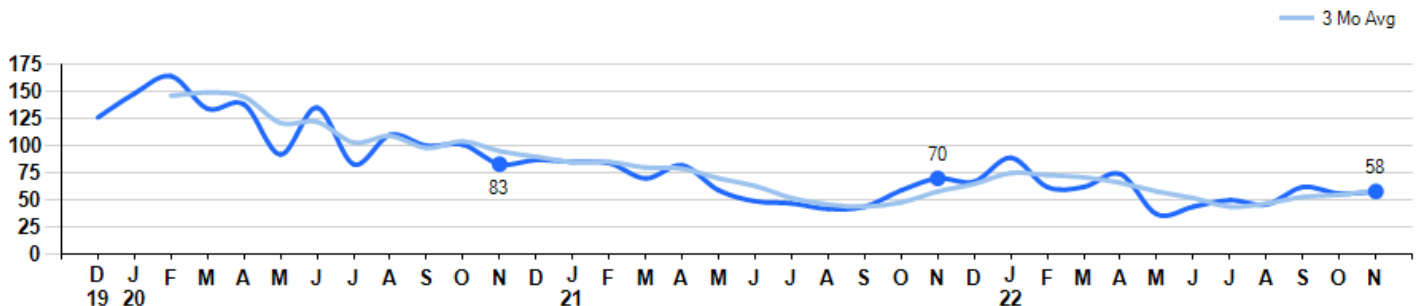
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 November was 58, up 3.6% from 56 days last month and down -17.1% from 70 days in November of last year. The November 2022 DOM was at its lowest level compared with November of 2021 and 2020.

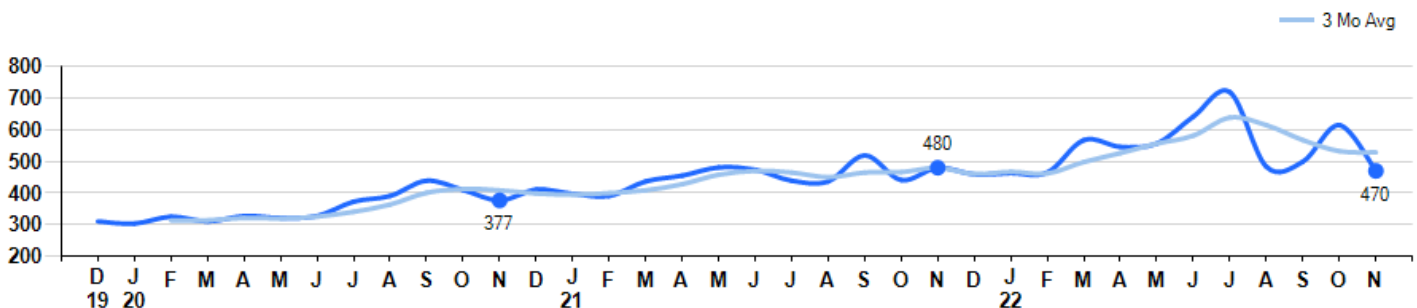
Average Days on Market(Listing to Contract) for properties sold during the month



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 November 2022 Selling Price per Square Foot of \$470 was down -23.5% from \$614 last month and down -2.1% from \$480 in November of last year.

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



City: Westport



Judy Michaelis

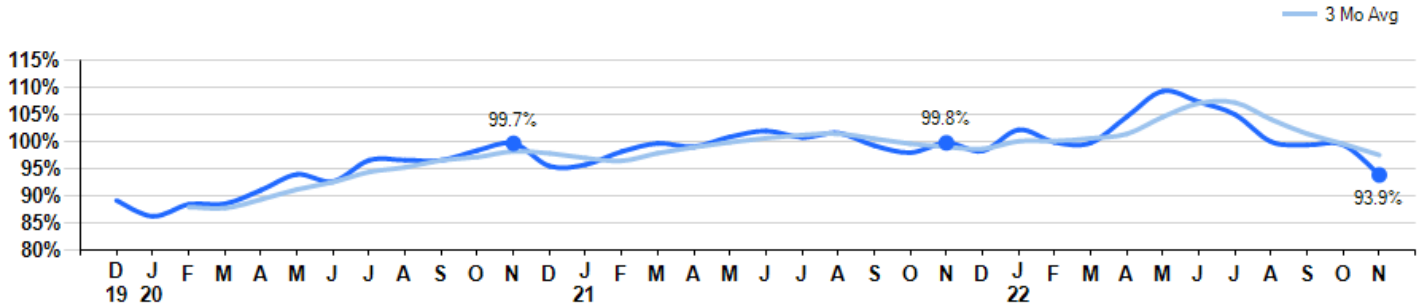
203 247-5000
www.judymichaelis.com

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

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 November 2022 Selling Price vs List Price of 93.9% was down from 99.4% last month and down from 99.8% in November of last year.

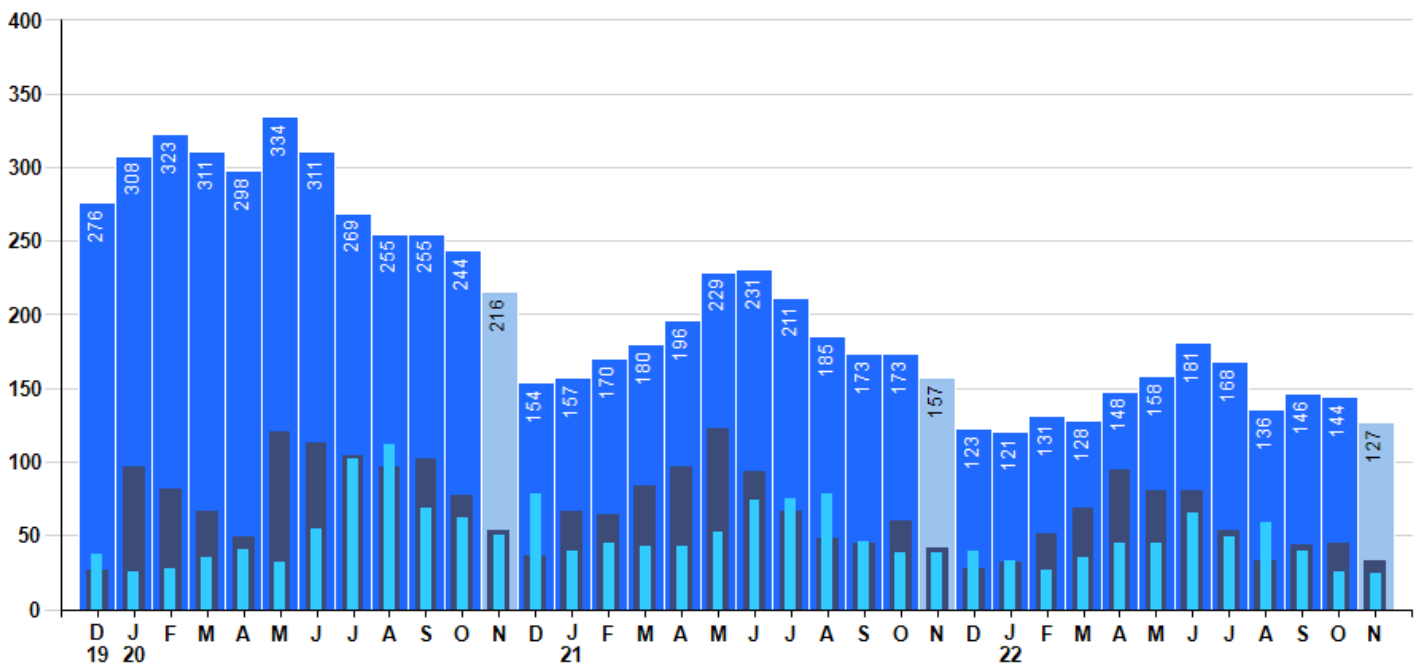
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 November 2022 was 33, down -26.7% from 45 last month and down -21.4% from 42 in November of last year.

Inventory NewListings Sold



City: Westport



Judy Michaelis

203 247-5000

www.judymichaelis.com

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

	D 19	J 20	F	M	A	M	J	J	A	S	O	N	D	J 21	F	M	A	M	J	J	A	S	O	N	D	J 22	F	M	A	M	J	J	A	S	O	N
Homes Sold	37	25	28	35	41	32	55	102	112	69	62	50	78	39	45	43	43	52	74	75	78	46	38	38	39	33	26	35	45	45	65	49	59	39	25	24
3 Mo. Roll Avg			30	29	35	36	43	63	90	94	81	60	63	56	54	42	44	46	56	67	76	66	54	41	38	37	33	31	35	42	52	53	58	49	41	29

(000's)	D 19	J 20	F	M	A	M	J	J	A	S	O	N	D	J 21	F	M	A	M	J	J	A	S	O	N	D	J 22	F	M	A	M	J	J	A	S	O	N
MedianSalePrice	1,100	1,013	1,030	1,300	1,000	1,073	1,360	1,260	1,431	1,425	1,395	1,150	1,380	1,300	1,430	1,695	1,315	1,505	1,405	1,501	1,705	1,413	1,285	1,451	1,600	1,600	1,518	2,410	1,840	2,002	2,075	1,999	1,833	1,925	1,667	1,573
3 Mo. Roll Avg			1,047	1,114	1,110	1,124	1,144	1,231	1,350	1,372	1,417	1,323	1,308	1,277	1,370	1,475	1,480	1,505	1,408	1,470	1,537	1,540	1,468	1,383	1,445	1,550	1,573	1,843	1,923	2,084	1,972	2,025	1,969	1,919	1,808	1,721

	D 19	J 20	F	M	A	M	J	J	A	S	O	N	D	J 21	F	M	A	M	J	J	A	S	O	N	D	J 22	F	M	A	M	J	J	A	S	O	N
Inventory	276	308	323	311	298	334	311	269	255	255	244	216	154	157	170	180	196	229	231	211	185	173	173	157	123	121	131	128	148	158	181	168	136	146	144	127
MSI	7	12	12	9	7	10	6	3	2	4	4	4	2	4	4	4	5	4	3	3	2	4	5	4	3	4	5	4	3	4	3	3	2	4	6	5

	D 19	J 20	F	M	A	M	J	J	A	S	O	N	D	J 21	F	M	A	M	J	J	A	S	O	N	D	J 22	F	M	A	M	J	J	A	S	O	N
Days On Market	126	148	164	134	138	92	135	83	110	100	101	83	87	85	84	70	82	59	49	47	42	44	59	70	67	89	62	62	74	37	44	50	46	62	56	58
3 Mo. Roll Avg			146	149	145	121	122	103	109	98	104	95	90	85	85	80	79	70	63	52	46	44	48	58	65	75	73	71	66	58	52	44	47	53	55	59

	D 19	J 20	F	M	A	M	J	J	A	S	O	N	D	J 21	F	M	A	M	J	J	A	S	O	N	D	J 22	F	M	A	M	J	J	A	S	O	N
Price per Sq Ft	311	304	326	311	328	322	328	373	391	439	410	377	411	398	391	437	455	481	474	439	437	519	441	480	459	463	465	567	546	556	641	718	483	499	614	470
3 Mo. Roll Avg			314	314	322	320	326	341	364	401	413	409	399	395	400	409	428	458	470	465	450	465	466	480	460	467	462	498	526	556	581	638	614	567	532	528

	D 19	J 20	F	M	A	M	J	J	A	S	O	N	D	J 21	F	M	A	M	J	J	A	S	O	N	D	J 22	F	M	A	M	J	J	A	S	O	N
Sale to List Price	0.892	0.863	0.885	0.886	0.911	0.940	0.927	0.966	0.966	0.966	0.984	0.997	0.955	0.958	0.982	0.997	0.991	1.009	1.020	1.008	1.016	0.993	0.980	0.998	0.983	1.022	0.999	0.998	1.046	1.093	1.073	1.050	1.000	0.994	0.994	0.939
3 Mo. Roll Avg			0.880	0.878	0.894	0.912	0.926	0.944	0.953	0.966	0.972	0.982	0.979	0.970	0.965	0.979	0.990	0.999	1.007	1.012	1.015	1.006	0.996	0.990	0.987	1.001	1.001	1.006	1.014	1.046	1.071	1.072	1.041	1.015	0.996	0.976

	D 19	J 20	F	M	A	M	J	J	A	S	O	N	D	J 21	F	M	A	M	J	J	A	S	O	N	D	J 22	F	M	A	M	J	J	A	S	O	N
New Listings	26	97	82	67	49	120	113	104	97	102	77	53	36	66	64	84	97	123	93	66	48	45	60	42	28	32	51	69	95	81	80	53	33	44	45	33
Inventory	276	308	323	311	298	334	311	269	255	255	244	216	154	157	170	180	196	229	231	211	185	173	173	157	123	121	131	128	148	158	181	168	136	146	144	127
Sales	37	25	28	35	41	32	55	102	112	69	62	50	78	39	45	43	43	52	74	75	78	46	38	38	39	33	26	35	45	45	65	49	59	39	25	24

(000's)	D 19	J 20	F	M	A	M	J	J	A	S	O	N	D	J 21	F	M	A	M	J	J	A	S	O	N	D	J 22	F	M	A	M	J	J	A	S	O	N
Avg Sale Price	1,356	1,352	1,149	1,365	1,123	1,333	1,535	1,558	1,679	1,749	1,703	1,333	1,584	1,785	1,762	1,651	1,580	1,712	1,827	1,871	1,807	1,719	1,534	1,601	1,836	2,029	1,696	2,664	2,254	2,226	2,589	2,552	2,043	2,318	1,979	1,883
3 Mo. Roll Avg			1,286	1,289	1,213	1,274	1,330	1,475	1,591	1,662	1,710	1,595	1,540	1,567	1,710	1,733	1,664	1,648	1,706	1,803	1,835	1,799	1,687	1,618	1,657	1,822	1,854	2,130	2,205	2,381	2,356	2,456	2,395	2,304	2,113	2,060