

City: *Westport*

Bunny Mostad and Deb Alderson

Helping Families Find Homes and Homes Find Families

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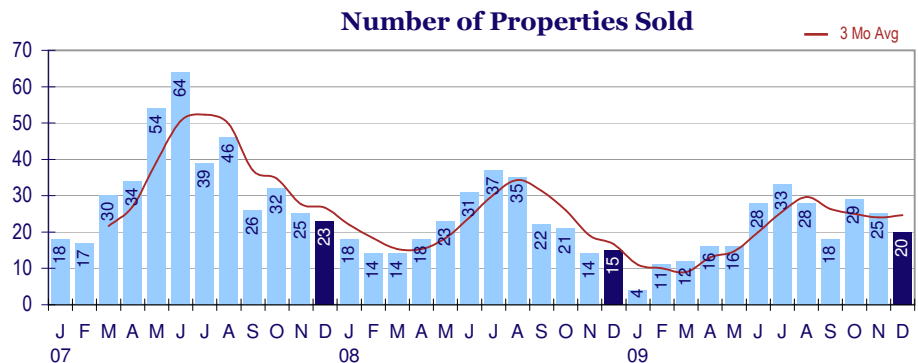
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,699,000	↔		↔				
Average List Price of all Current Listings	\$2,466,542	↑		↔				
December Median Sales Price	\$1,236,100	↑	↑	↑	\$1,297,000	↓	↓	
December Average Sales Price	\$1,338,005	↑	↓	↓	\$1,422,967	↓	↓	
Total Properties Currently for Sale (Inventory)	257	↓		↓				
December Number of Properties Sold	20	↓		↑	240	↓		
December Average Days on Market (Solds)	154	↓	↑	↑	130	↑	↑	
Asking Price per Square Foot (based on New Listings)	\$346	↓	↓	↓	\$426	↓	↓	
December Sold Price per Square Foot	\$406	↑	↑	↓	\$374	↓	↓	
December Month's Supply of Inventory	12.9	↑	↑	↓	23.8	↑	↑	
December Sale Price vs List Price Ratio	87.6%	↑	↑	↑	85.6%	↓	↓	

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

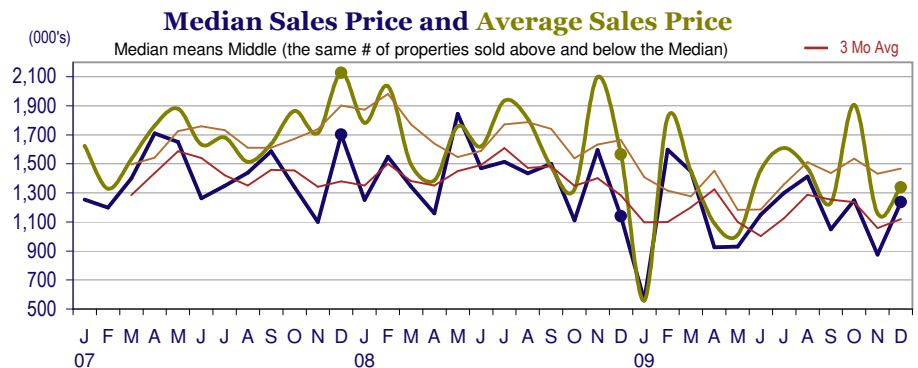
Property Sales

December Property sales were 20, up 33.3% from 15 in December of 2008 and -20.0% lower than the 25 sales last month. December 2009 sales were at a mid level compared to December of 2008 and 2007. December YTD sales of 240 are running -8.4% behind last year's year-to-date sales of 262.



Prices

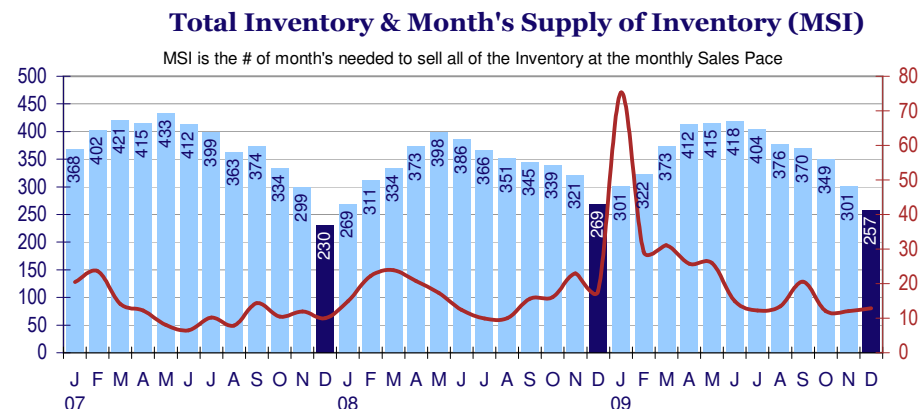
The Median Sales Price in December was \$1,236,100, up 8.4% from \$1,140,000 in December of 2008 and up 41.3% from \$875,000 last month. The Average Sales Price in December was \$1,338,005, down -14.5% from \$1,565,733 in December of 2008 and up 15.5% from \$1,158,197 last month. December 2009 ASP was at the lowest level compared to December of 2008 and 2007.



Inventory & MSI

The Total Inventory of Properties available for sale as of December was 257, down -14.6% from 301 last month and down -4.5% from 269 in December of last year. December 2009 Inventory was at a mid level compared with December of 2008 and 2007.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2009 MSI of 12.9 months was at a mid level compared with December of 2008 and 2007.



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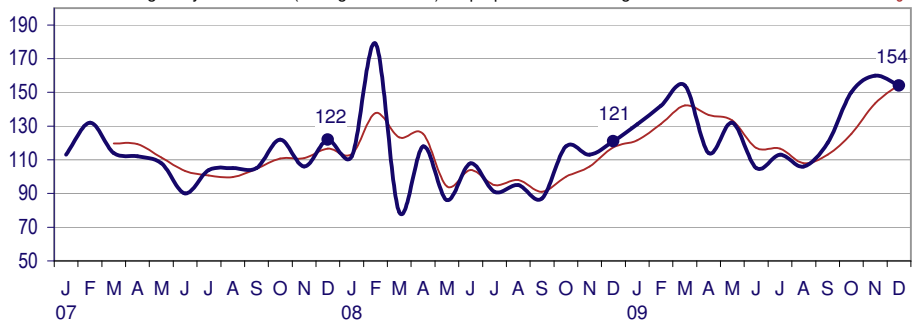


Market Time

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 December was 154, down -3.8% from 160 days last month and up 27.3% from 121 days in December of last year. The December 2009 DOM was at a mid level compared with December of 2008 and 2007.

Days On Market for Sold Properties

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

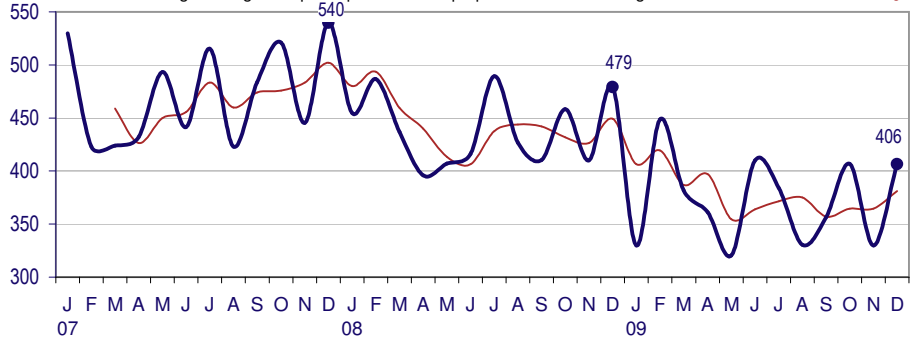


Selling Price per Square Foot

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 December 2009 Selling Price per Square Foot of \$406 was up 23.1% from \$330 last month and down -15.2% from 479 in December of last year.

Selling Price per Square Foot

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

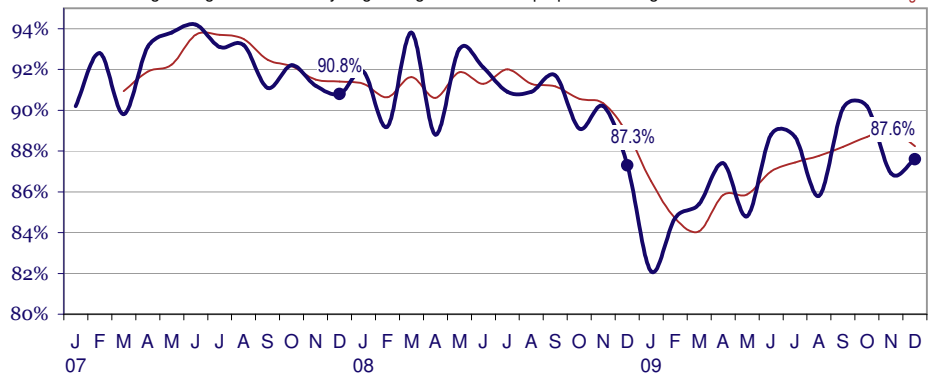


Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original 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 December 2009 Selling Price vs Original List Price of 87.6% was up from 86.9% last month and up from 87.3% in December of last year.

Selling Price versus Listing Price Ratio

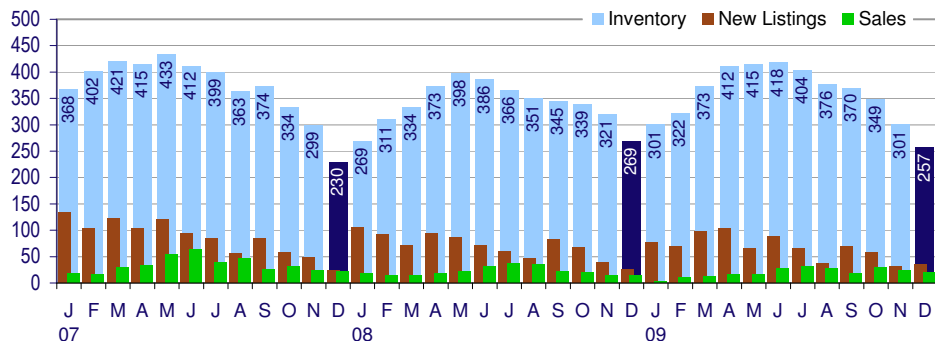
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 December 2009 was 36, up 16.1% from 31 last month and up 38.5% from 26 in December of last year.

Inventory / New Listings / Sales



City: Westport

Price Range: All | Property Types: Single Family

	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D
Homes Sold	18	17	30	34	54	64	39	46	26	32	25	23	18	14	14	18	23	31	37	35	22	21	14	15	4	11	12	16	16	28	33	28	18	29	25	20
3 Mo. Roll Avg			22	27	39	51	52	50	37	35	28	27	22	18	15	15	18	24	30	34	31	26	19	17	11	10	9	13	15	20	26	30	26	25	24	25

(000's)	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D
Median Sale Price	1255	1200	1400	1711	1650	1263	1350	1440	1588	1340	1099	1702	1252	1550	1344	1160	1845	1470	1515	1435	1500	1110	1595	1140	560	1599	1448	925	930	1151	1300	1413	1050	1250	875	1236
3 Mo. Roll Avg			1285	1437	1587	1541	1421	1351	1459	1456	1342	1380	1351	1501	1382	1351	1450	1492	1610	1473	1483	1348	1402	1282	1098	1100	1202	1324	1101	1002	1127	1288	1254	1238	1058	1120

	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D
Inventory	368	402	421	415	433	412	399	363	374	334	299	230	269	311	334	373	398	386	366	351	345	339	321	269	301	322	373	412	415	418	404	376	370	349	301	
MSI	20	24	14	12	8	6	10	8	14	10	12	10	15	22	24	21	17	12	10	10	16	16	23	18	75	29	31	26	26	15	12	13	21	12	12	13

	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D
Days on Market	113	132	114	112	108	90	104	105	105	122	106	122	112	179	79	118	86	108	91	95	87	118	113	121	131	142	154	114	132	105	113	106	120	150	160	
3 Mo. Roll Avg			120	119	111	103	101	100	105	111	111	117	113	138	123	125	94	104	95	98	91	100	106	117	122	131	142	137	133	117	117	108	113	125	143	155

	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D
Price per Sq Ft	530	423	424	432	493	442	515	423	484	521	445	540	455	487	437	396	407	416	489	427	410	458	410	479	330	449	382	361	320	410	384	331	357	407	330	
3 Mo. Roll Avg			459	426	450	456	483	460	474	476	483	502	480	494	459	440	413	406	437	444	442	432	426	449	406	419	387	397	354	364	372	375	357	365	364	381

	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D
Sale to List Price	0.902	0.928	0.898	0.931	0.938	0.942	0.931	0.932	0.911	0.922	0.912	0.908	0.919	0.892	0.938	0.888	0.930	0.921	0.909	0.909	0.917	0.891	0.902	0.873	0.821	0.847	0.854	0.874	0.848	0.888	0.887	0.858	0.901	0.902	0.869	
3 Mo. Roll Avg			0.909	0.919	0.922	0.937	0.937	0.935	0.925	0.922	0.915	0.914	0.913	0.906	0.916	0.906	0.919	0.913	0.920	0.913	0.912	0.906	0.903	0.889	0.865	0.847	0.841	0.858	0.859	0.870	0.874	0.878	0.882	0.887	0.891	

	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D
New Listings	134	103	123	104	121	94	85	56	85	59	49	24	106	92	71	94	87	72	60	46	83	68	40	26	78	70	99	103	66	88	67	38	69	58	31	
Inventory	368	402	421	415	433	412	399	363	374	334	299	230	269	311	334	373	398	386	366	351	345	339	321	269	301	322	373	412	415	418	404	376	370	349	301	
Sales	18	17	30	34	54	64	39	46	26	32	25	23	18	14	14	18	23	31	37	35	22	21	14	15	4	11	12	16	16	28	33	28	18	29	25	20

(000's)	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D
Avg Sale Price	1625	1330	1533	1764	1881	1634	1683	1514	1638	1864	1713	2127	1784	2036	1497	1386	1759	1621	1936	1810	1478	1326	2099	1566	560	1819	1447	1091	1012	1456	1610	1471	1232	1906	1158	
3 Mo. Roll Avg			1496	1542	1726	1760	1733	1610	1612	1672	1738	1901	1875	1982	1772	1640	1547	1588	1772	1789	1741	1538	1634	1663	1408	1315	1276	1452	1183	1186	1359	1512	1438	1537	1432	

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