

City: *Westport*

Bunny Mostad and Deb Alderson

Helping Families Find Homes and Homes Find Families

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Market Profile & Trends Overview

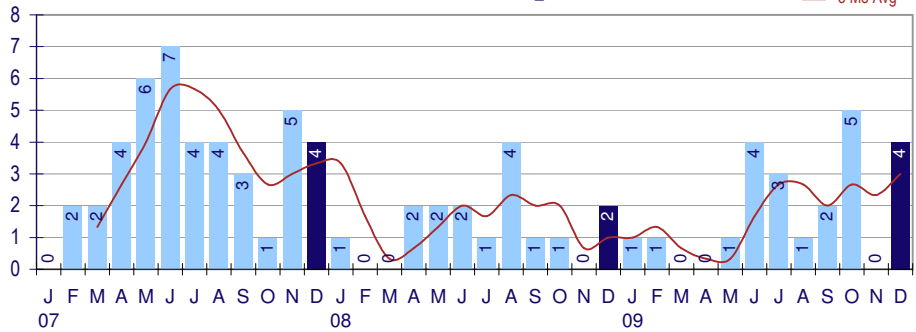
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$699,000	↑		↔				
Average List Price of all Current Listings	\$675,994	↑		↓				
December Median Sales Price	\$690,000	↑	↑	↓	\$694,500	↓	↓	
December Average Sales Price	\$518,179	↑	↓	↓	\$617,466	↓	↓	
Total Properties Currently for Sale (Inventory)	31	↓		↑				
December Number of Properties Sold	4	↑		↑	22	↑		
December Average Days on Market (Solds)	172	↑	↔	↑	155	↑	↑	
December Month's Supply of Inventory	7.8			↓	0.0			
December Sale Price vs List Price Ratio	91.9%	↑	↑	↑	88.7%	↓	↓	

* 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 4, up 100.0% from 2 in December of 2008 and higher than the 0 sales last month. December 2009 sales were at their highest level compared to December of 2008 and 2007. December YTD sales of 22 are running 37.5% ahead of last year's year-to-date sales of 16.

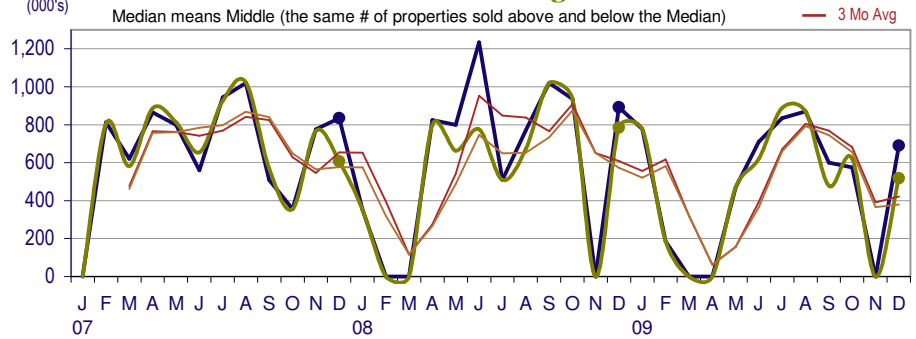
Number of Properties Sold



Prices

The Median Sales Price in December was \$690,000, down -22.6% from \$891,500 in December of 2008 and up from \$0 last month. The Average Sales Price in December was \$518,179, down -33.8% from \$783,250 in December of 2008 and up from \$0 last month. December 2009 ASP was at the lowest level compared to December of 2008 and 2007.

Median Sales Price and Average Sales Price

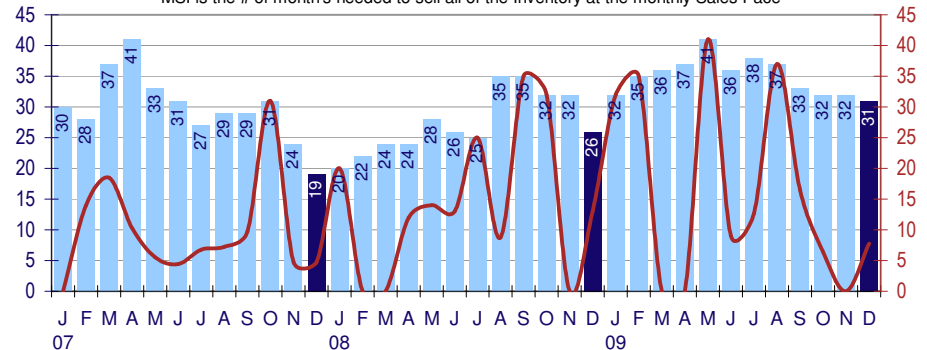


Inventory & MSI

The Total Inventory of Properties available for sale as of December was 31, down -3.1% from 32 last month and up 19.2% from 26 in December of last year. December 2009 Inventory was at its highest level compared with December of 2008 and 2007.

Total Inventory & Month's Supply of Inventory (MSI)

MSI is the # of month's needed to sell all of the Inventory at the monthly Sales Pace



A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2009 MSI of 7.8 months was at a mid level compared with December of 2008 and 2007.

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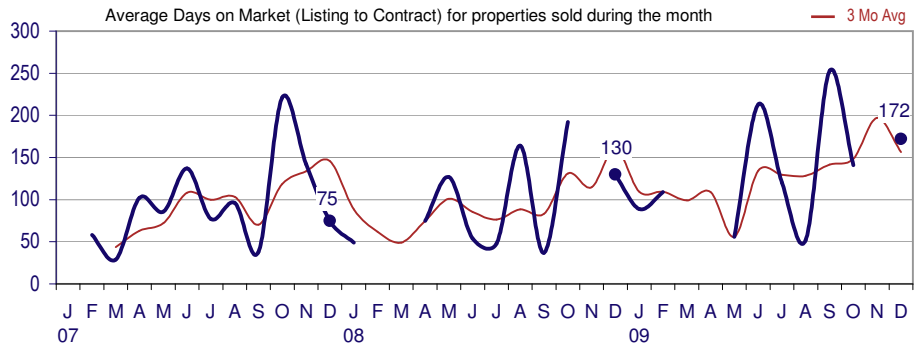
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Market Time

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 172, up from 0 days last month and up 32.3% from 130 days in December of last year. The December 2009 DOM was at a mid level compared with December of 2008 and 2007.

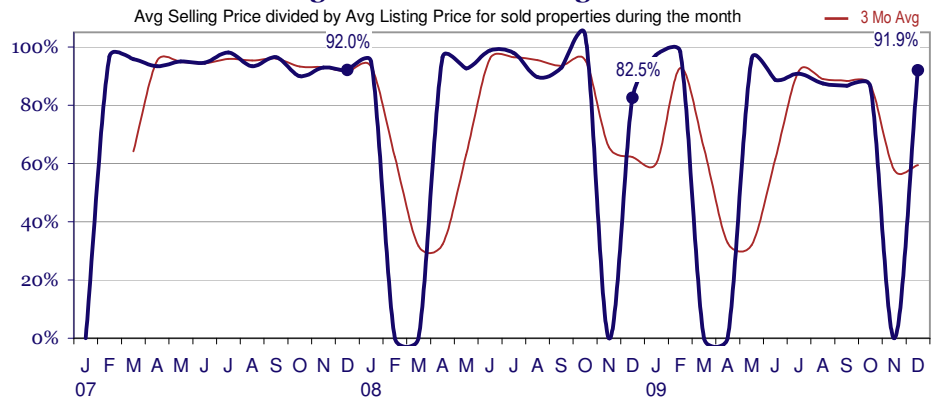
Days On Market for Sold Properties



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 91.9% was up from 0.0% last month and up from 82.5% in December of last year.

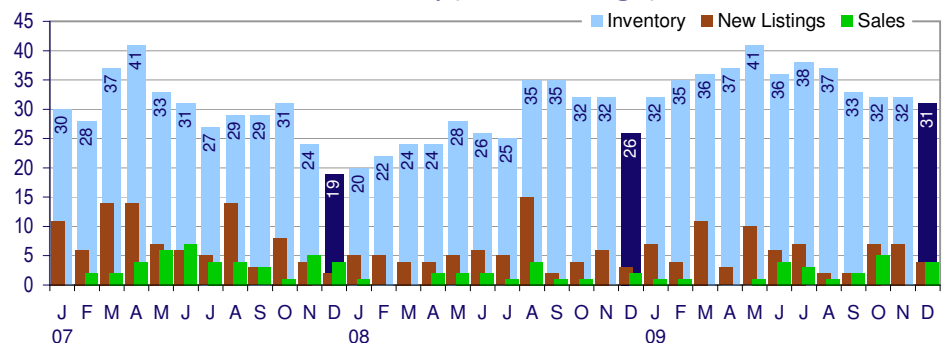
Selling Price versus Listing Price Ratio



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 4, down -42.9% from 7 last month and up 33.3% from 3 in December of last year.

Inventory / New Listings / Sales



City: Westport

Price Range: All | Property Types: Condo - TwnHm

	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	0	2	2	4	6	7	4	4	3	1	5	4	1	0	0	2	2	2	1	4	1	1	0	2	1	1	0	0	1	4	3	1	2	5	0	4
3 Mo. Roll Avg			1	3	4	6	6	5	4	3	3	3	2	0	1	1	2	2	2	2	2	1	1	1	1	1	1	0	0	2	3	3	2	3	2	3

(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	0	813	620	865	800	560	945	1020	510	355	775	835	350	0	0	825	800	1235	509	770	1020	935	0	892	778	185	0	0	470	710	835	870	600	575	0	690
3 Mo. Roll Avg			478	766	762	742	768	842	825	628	547	655	653	395	117	275	542	953	848	838	766	908	652	609	556	618	321	62	157	393	672	805	768	682	392	422

	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	30	28	37	41	33	31	27	29	29	31	24	19	20	22	24	24	28	26	25	35	35	32	32	26	32	35	36	37	41	36	38	37	33	32	32	31
MSI	#DIV/0!	14	19	10	6	4	7	7	10	31	5	5	20	#DIV/0!	#DIV/0!	12	14	13	25	9	35	32	#DIV/0!	13	32	35	#DIV/0!	#DIV/0!	41	9	13	37	17	6	#DIV/0!	8

	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		58	29	102	86	137	77	96	38	221	142	75	49			75	127	54	48	164	37	192		130	89	109			56	213	120	52	253	141		172
3 Mo. Roll Avg			44	63	72	108	100	103	70	118	134	146	89	62	49	75	101	85	76	89	83	131	115	161	110	109	99	109	56	135	130	128	142	149	197	157

	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		424	433	473	428	430	446	393	455	448	417	326	461			540	446	316	364	440	433	410		374	442	271			376	379	428	370	346	355		354
3 Mo. Roll Avg			429	444	445	444	435	423	432	432	440	397	401	393	461	540	493	434	375	373	412	428	422	392	408	362	356	271	376	377	394	392	381	357	350	354

	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	0.000	0.966	0.958	0.934	0.950	0.946	0.981	0.934	0.964	0.899	0.929	0.920	0.949	0.000	0.000	0.964	0.926	0.987	0.979	0.896	0.928	1.040	0.000	0.825	0.973	0.983	0.000	0.000	0.959	0.886	0.908	0.874	0.867	0.864	0.000	0.919
3 Mo. Roll Avg			0.641	0.953	0.947	0.943	0.959	0.954	0.960	0.932	0.931	0.916	0.933	0.623	0.316	0.321	0.630	0.959	0.964	0.954	0.934	0.955	0.656	0.622	0.599	0.927	0.652	0.328	0.320	0.615	0.918	0.889	0.883	0.868	0.577	0.594

	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	11	6	14	14	7	6	5	14	3	8	4	2	5	5	4	4	5	6	5	15	2	4	6	3	7	4	11	3	10	6	7	2	2	7	7	4
Inventory	30	28	37	41	33	31	27	29	29	31	24	19	20	22	24	24	28	26	25	35	35	32	32	26	32	35	36	37	41	36	38	37	33	32	32	31
Sales	0	2	2	4	6	7	4	4	3	1	5	4	1	0	0	2	2	2	1	4	1	1	0	2	1	1	0	0	1	4	3	1	2	5	0	4

(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	0	804	582	886	813	655	926	1023	570	355	767	608	350	0	0	800	663	775	509	673	1020	935	0	783	778	185	0	0	470	621	888	870	479	620	0	518
3 Mo. Roll Avg			462	757	760	785	798	868	840	649	564	577	575	319	117	267	488	746	649	652	734	876	652	573	520	582	321	62	157	364	660	793	746	656	366	379