

City: Westport



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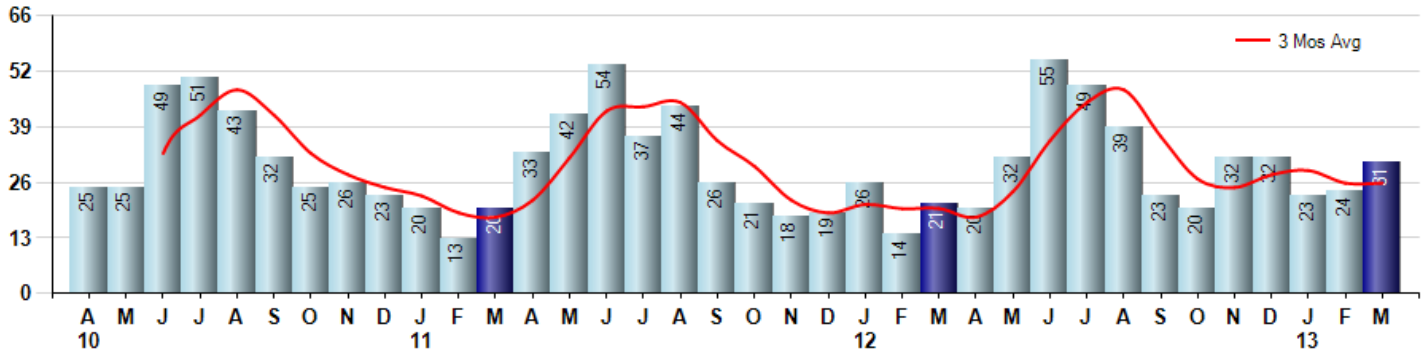
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,799,000	9%		13%				
Average List Price of all Current Listings	\$2,244,428	5%		11%				
March Median Sales Price	\$1,072,500	-26%	-21%	-23%	-12%	\$1,238,250	1%	1%
March Average Sales Price	\$1,229,597	-18%	-17%	-27%	-14%	\$1,429,533	5%	0%
Total Properties Currently for Sale (Inventory)	291	-1%		-16%				
March Number of Properties Sold	31	29%		48%			28%	
March Average Days on Market (Solds)	198	30%	13%	38%	49%	182	42%	37%
Asking Price per Square Foot (based on New Listings)	\$530	25%	11%	14%	16%	\$480	6%	5%
March Sold Price per Square Foot	\$331	-19%	-16%	-11%	-14%	\$395	11%	3%
March Month's Supply of Inventory	9.4	-23%	-17%	-43%	-29%	11.2	-33%	-15%
March Sale Price vs List Price Ratio	96.9%	1.7%	0%	4%	2.4%	96.0%	2.7%	1.4%

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

Property Sales

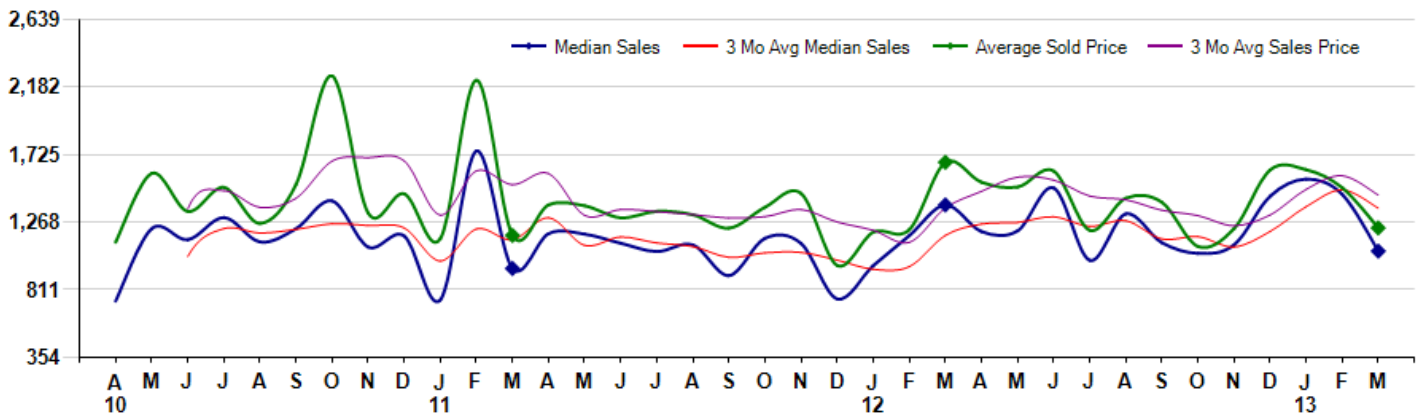
March Property sales were 31, up 47.6% from 21 in March of 2012 and 29.2% higher than the 24 sales last month. March 2013 sales were at their highest level compared to March of 2012 and 2011. March YTD sales of 78 are running 27.9% ahead of last year's year-to-date sales of 61.



Prices

The Median Sales Price in March was \$1,072,500, down -22.6% from \$1,385,000 in March of 2012 and down -26.4% from \$1,456,500 last month. The Average Sales Price in March was \$1,229,597, down -26.5% from \$1,673,211 in March of 2012 and down -18.1% from \$1,501,877 last month. March 2013 ASP was at a mid range compared to March of 2012 and 2011.

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



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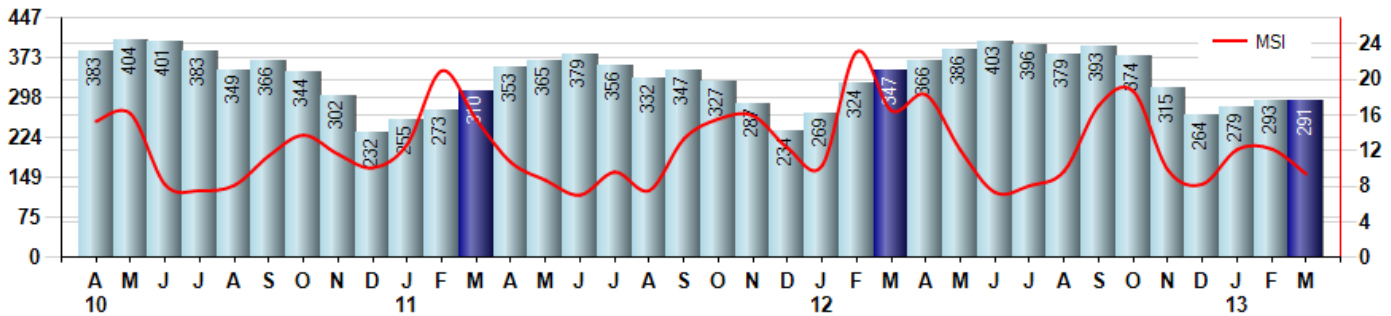
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Inventory & MSI

The Total Inventory of Properties available for sale as of March was 291, down -0.7% from 293 last month and down -16.1% from 347 in March of last year. March 2013 Inventory was at the lowest level compared to March of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2013 MSI of 9.4 months was at its lowest level compared with March of 2012 and 2011.

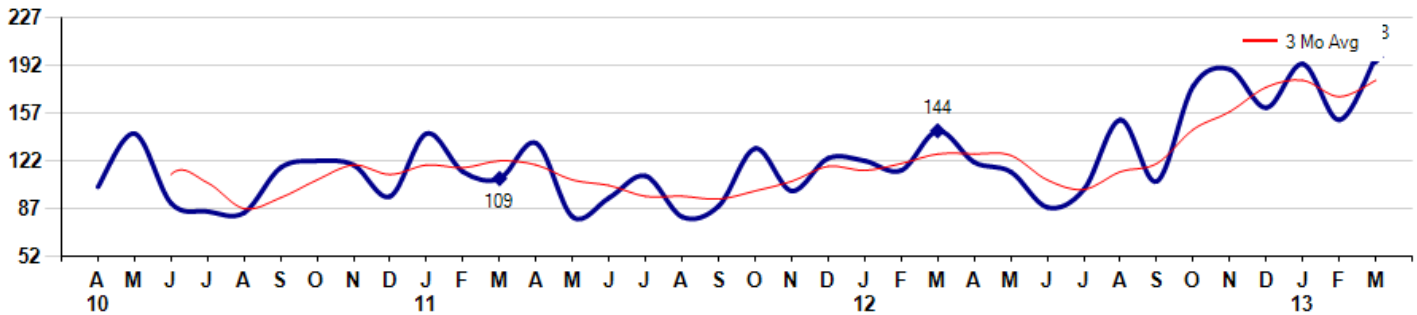
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 March was 198, up 30.3% from 152 days last month and up 37.5% from 144 days in March of last year. The March 2013 DOM was at its highest level compared with March of 2012 and 2011.

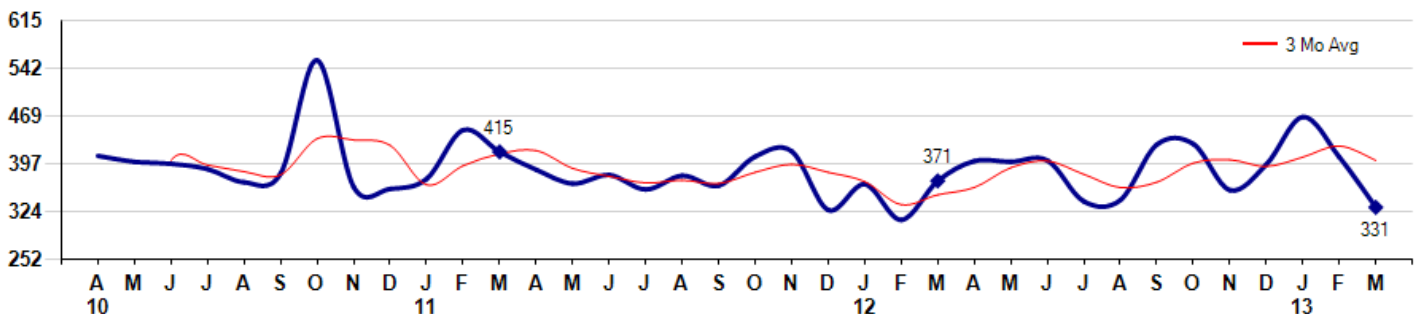
Average Days on Market (Listing to Contract) for properties sold during the month



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 March 2013 Selling Price per Square Foot of \$331 was down -18.7% from \$407 last month and down -10.8% from \$371 in March of last year.

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



Based on information from Greater Fairfield County CMLS, Inc. for the period 4/1/2010 through 3/31/2013. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



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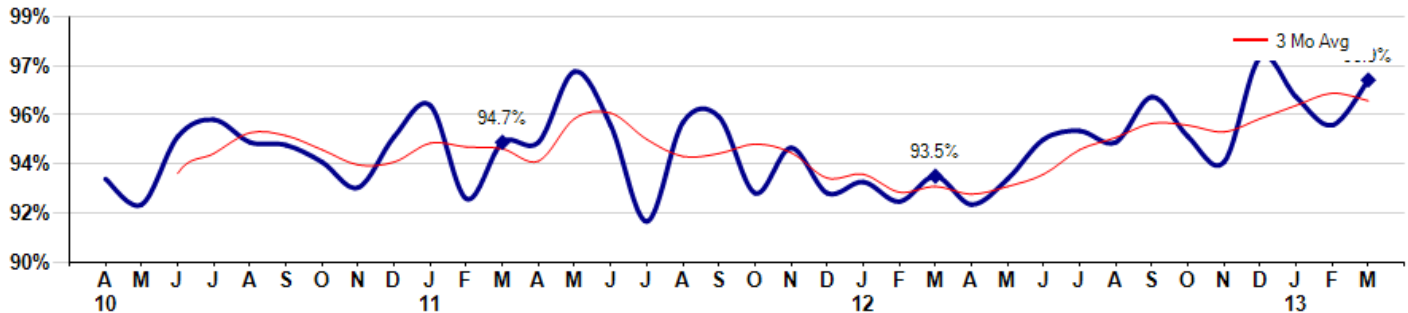


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Selling Price vs Listing Price

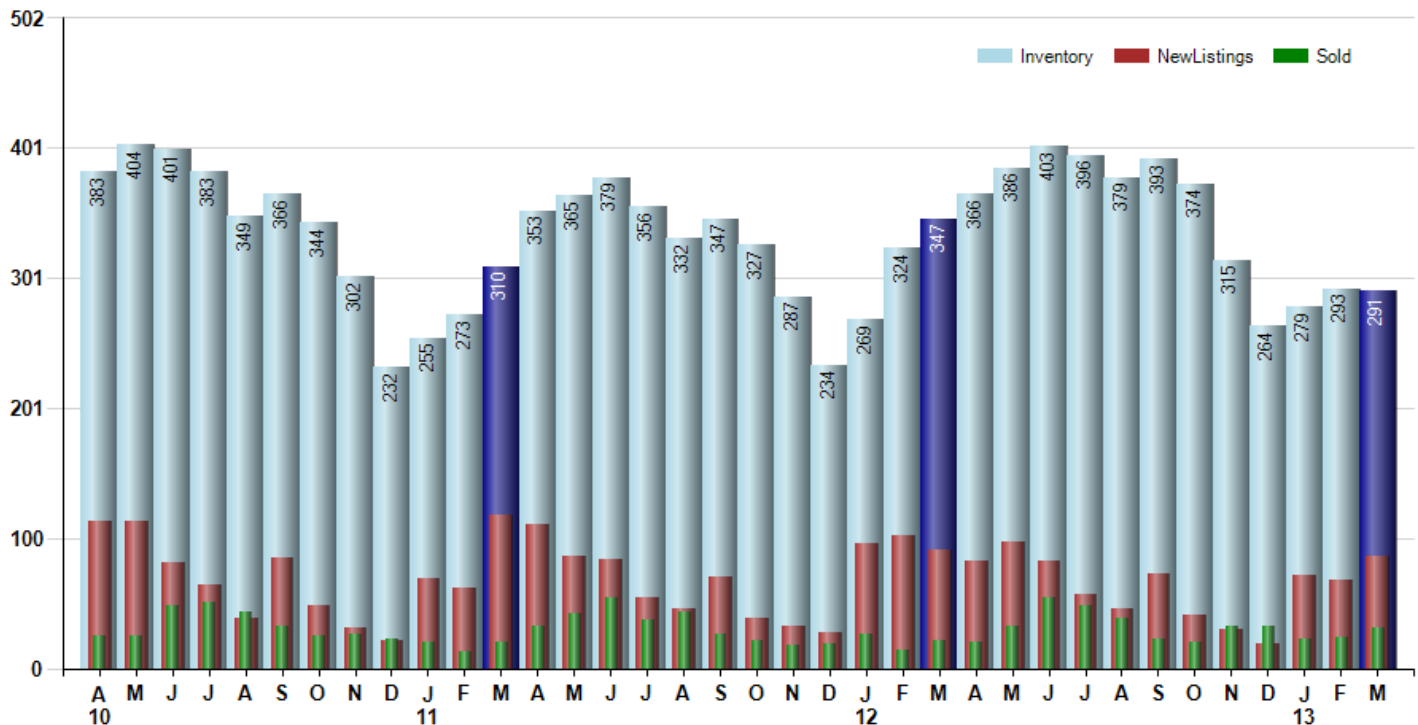
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The March 2013 Selling Price vs List Price of 96.9% was up from 95.3% last month and up from 93.5% in March 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 March 2013 was 86, up 26.5% from 68 last month and down -6.5% from 92 in March of last year.



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MARKET ACTION REPORT

March 2013

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	A 10	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M
Homes Sold	25	25	49	51	43	32	25	26	23	20	13	20	33	42	54	37	44	26	21	18	19	26	14	21	20	32	55	49	39	23	20	32	32	23	24	31
3 Mo. Roll Avg			33	42	48	42	33	28	25	23	19	18	22	32	43	44	45	36	30	22	19	21	20	20	18	24	36	45	48	37	27	25	28	29	26	26

(000's)	A 10	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M
Median Sale Price	735	1,225	1,150	1,300	1,135	1,225	1,413	1,100	1,175	743	1,750	956	1,191	1,188	1,127	1,070	1,115	908	1,160	1,125	750	975	1,178	1,385	1,205	1,210	1,500	1,011	1,325	1,130	1,058	1,115	1,445	1,560	1,457	1,073
3 Mo. Roll Avg			1,037	1,225	1,195	1,220	1,258	1,246	1,229	1,006	1,223	1,149	1,299	1,111	1,168	1,128	1,104	1,031	1,061	1,064	1,012	950	968	1,179	1,256	1,267	1,305	1,240	1,279	1,155	1,171	1,101	1,206	1,373	1,487	1,363

	A 10	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M
Inventory	383	404	401	383	349	366	344	302	232	255	273	310	353	365	379	356	332	347	327	287	234	269	324	347	366	386	403	396	379	393	374	315	264	279	293	291
MSI	15	16	8	8	8	11	14	12	10	13	21	16	11	9	7	10	8	13	16	16	12	10	23	17	18	12	7	8	10	17	19	10	8	12	12	9

	A 10	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M
Days On Market	103	142	91	85	84	117	122	119	96	142	114	109	135	81	95	111	81	89	131	100	124	122	115	144	121	114	88	101	152	107	177	189	161	193	152	198
3 Mo. Roll Avg			112	106	87	95	108	119	112	119	117	122	119	108	104	96	96	94	100	107	118	115	120	127	127	126	108	101	114	120	145	158	176	181	169	181

	A 10	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M
Price per Sq Ft	409	400	397	389	369	382	554	362	359	374	448	415	388	367	380	358	379	364	408	416	327	366	312	371	401	400	402	340	342	426	427	357	396	468	407	331
3 Mo. Roll Avg			402	395	385	380	435	433	425	365	394	412	417	390	378	368	372	367	384	396	384	370	335	350	361	391	401	381	361	369	398	403	393	407	424	402

	A 10	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M
Sale to List Price	0.934	0.925	0.949	0.955	0.947	0.946	0.940	0.931	0.949	0.960	0.927	0.947	0.947	0.972	0.953	0.919	0.954	0.956	0.929	0.945	0.929	0.933	0.926	0.935	0.925	0.934	0.948	0.951	0.947	0.963	0.949	0.940	0.977	0.963	0.953	0.969
3 Mo. Roll Avg			0.936	0.943	0.950	0.949	0.944	0.939	0.940	0.947	0.945	0.945	0.940	0.955	0.957	0.948	0.942	0.943	0.946	0.943	0.934	0.936	0.929	0.931	0.929	0.931	0.936	0.944	0.949	0.954	0.953	0.951	0.955	0.960	0.964	0.962

	A 10	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M
New Listings	113	114	81	65	39	85	49	31	21	69	62	118	111	87	84	55	46	71	39	32	27	96	102	92	83	98	83	57	46	73	41	30	19	72	68	86
Inventory	383	404	401	383	349	366	344	302	232	255	273	310	353	365	379	356	332	347	327	287	234	269	324	347	366	386	403	396	379	393	374	315	264	279	293	291
Sales	25	25	49	51	43	32	25	26	23	20	13	20	33	42	54	37	44	26	21	18	19	26	14	21	20	32	55	49	39	23	20	32	23	24	31	

(000's)	A 10	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M
Avg Sale Price	1,134	1,598	1,342	1,504	1,261	1,524	2,258	1,330	1,460	1,158	2,229	1,179	1,385	1,380	1,298	1,342	1,319	1,228	1,370	1,463	977	1,201	1,218	1,673	1,539	1,506	1,615	1,214	1,431	1,404	1,105	1,225	1,622	1,624	1,502	1,230
3 Mo. Roll Avg			1,358	1,481	1,369	1,430	1,681	1,704	1,683	1,316	1,616	1,522	1,598	1,315	1,354	1,340	1,320	1,296	1,306	1,354	1,270	1,214	1,132	1,364	1,477	1,573	1,553	1,445	1,420	1,350	1,313	1,244	1,317	1,490	1,582	1,452

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