

City: *Westport*

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Price Range: All | Properties: Single Family

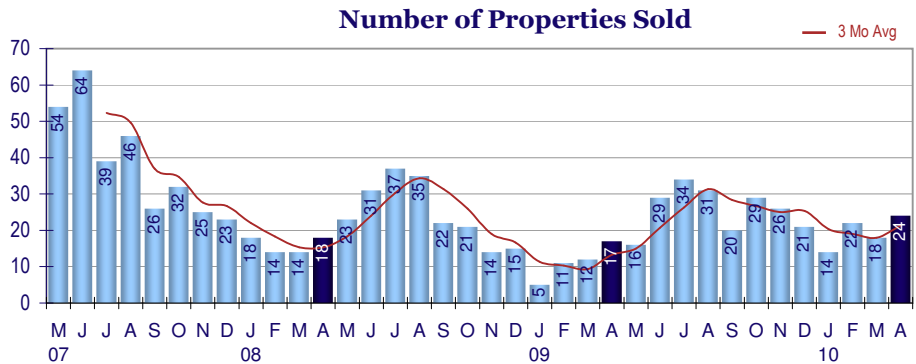
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,595,000	2%		11%				
Average List Price of all Current Listings	\$2,221,857	2%		8%				
April Median Sales Price	\$742,500	-14%	-17%	-18%	-38%	\$889,500	-9%	-26%
April Average Sales Price	\$1,157,750	14%	-9%	8%	-20%	\$1,271,329	-3%	-12%
Total Properties Currently for Sale (Inventory)	385	12%		-7%				
April Number of Properties Sold	24	33%		41%		78	73%	
April Average Days on Market (Solds)	107	34%	4%	-4%	-16%	103	-22%	-20%
Asking Price per Square Foot (based on New Listings)	\$538	20%	13%	27%	19%	\$476	6%	5%
April Sold Price per Square Foot	\$410	21%	7%	15%	9%	\$382	-1%	2%
April Month's Supply of Inventory	16.0	-16%	-5%	-34%	-27%	18.2	-50%	-18%
April Sale Price vs List Price Ratio	93.2%	-4.1%	.5%	.8%	1.7%	92.7%	3.6%	1.2%

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2009) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

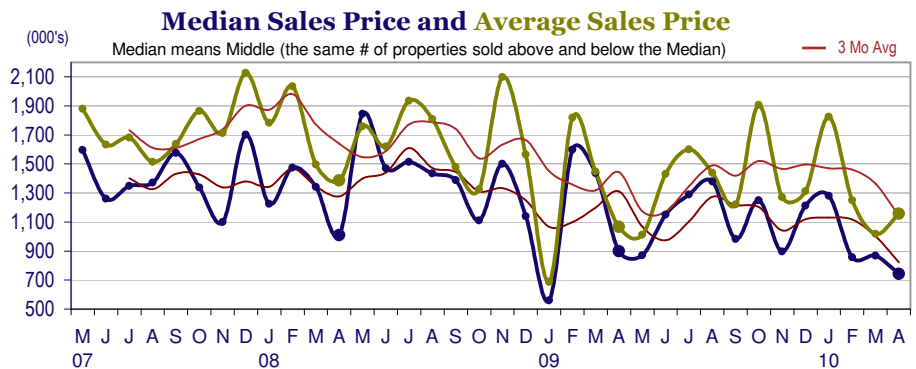
## Property Sales

April Property sales were 24, up 41.2% from 17 in April of 2009 and 33.3% higher than the 18 sales last month. April 2010 sales were at their highest level compared to April of 2009 and 2008. April YTD sales of 78 are running 73.3% ahead of last year's year-to-date sales of 45.



## Prices

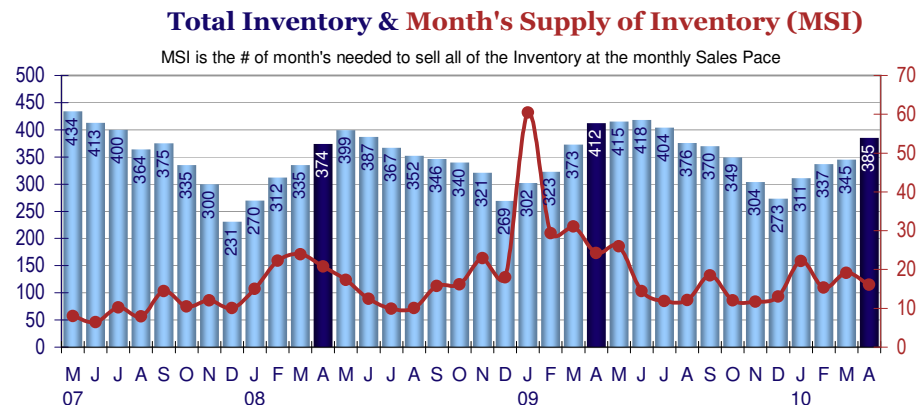
The Median Sales Price in April was \$742,500, down -17.5% from \$900,000 in April of 2009 and down -14.4% from \$867,500 last month. The Average Sales Price in April was \$1,157,750, up 8.5% from \$1,067,117 in April of 2009 and up 13.6% from \$1,018,739 last month. April 2010 ASP was at a mid range compared to April of 2009 and 2008.



## Inventory & MSI

The Total Inventory of Properties available for sale as of April was 385, up 11.6% from 345 last month and down -6.6% from 412 in April of last year. April 2010 Inventory was at a mid level compared with April of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2010 MSI of 16.0 months was at its lowest level compared with April of 2009 and 2008.



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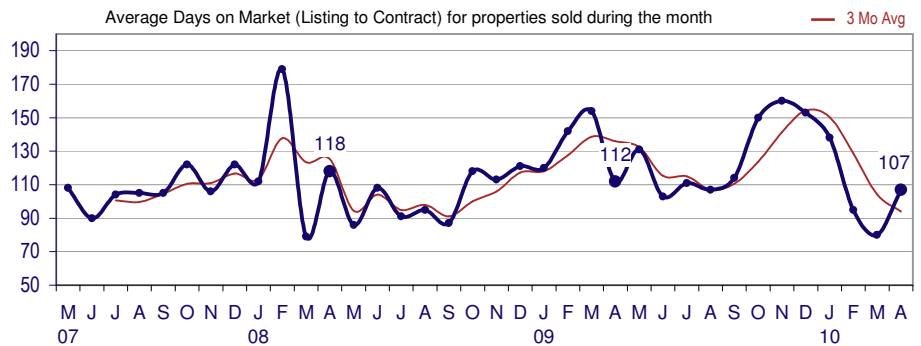


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## Market Time

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 April was 107, up 33.8% from 80 days last month and down -4.5% from 112 days in April of last year. The April 2010 DOM was at its lowest level compared with April of 2009 and 2008.

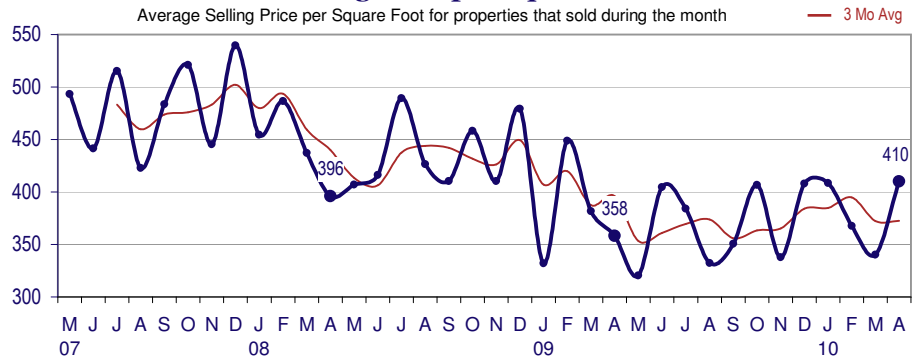
## Days On Market for Sold Properties



## 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 April 2010 Selling Price per Square Foot of \$410 was up 20.6% from \$340 last month and up 14.5% from 358 in April of last year.

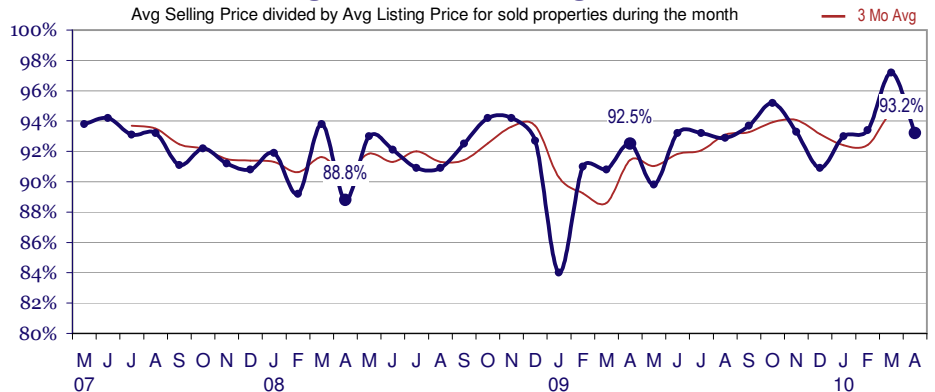
## Selling Price per Square Foot



## 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 April 2010 Selling Price vs Original List Price of 93.2% was down from 97.2% last month and up from 92.5% in April of last year.

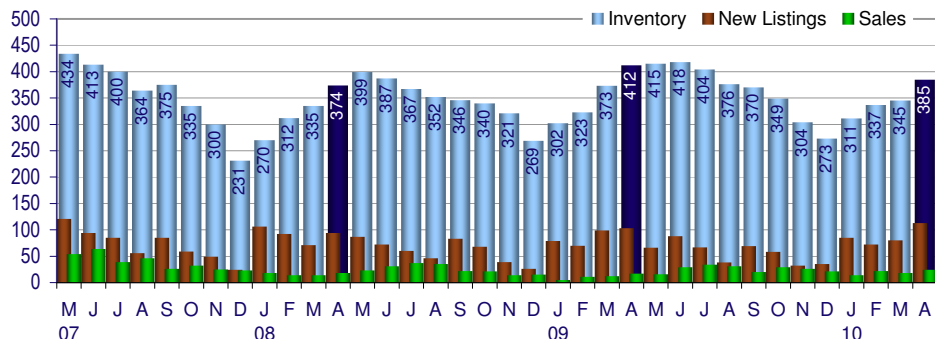
## Selling Price versus Listing Price Ratio



## 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 April 2010 was 113, up 41.3% from 80 last month and up 9.7% from 103 in April of last year.

## Inventory / New Listings / Sales





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