



# This Week

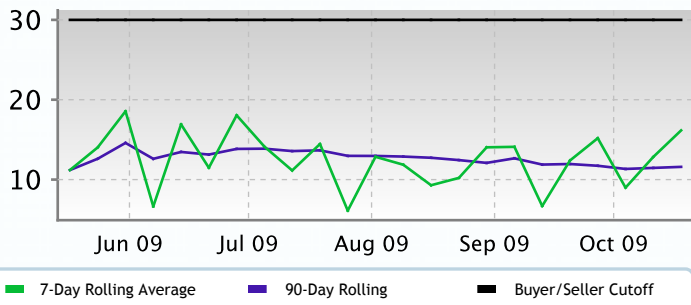
The median list price in WESTPORT, CT this week is \$1,585,000.

Inventory has been lightening lately and the Market Action Index has been trending up. Though days-on-market is increasing, these are mildly positive indications for the market.

# Supply and Demand

- Home sales have been exceeding new inventory for several weeks. While still a Buyer's market, prices seem to have responded by moving upward. If the demand trends continue, expect prices to keep marching upward, especially once we see a Seller's Market.

Market Action Index



The Market Action Index answers the question "How's the Market?" By measuring the current rate of sale versus the amount of the inventory. Index above 30 implies Seller's Market conditions. Below 30, conditions favor the buyer.

# Quartiles

## Characteristics per Quartile

Investigate the market in quartiles - where each quartile is 25% of homes ordered by price.

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 3,995,000	7000	1.0 - 2.5 acres	5.0	6.0	25	93	8	4	127	Most expensive 25% of properties
Upper/Second	\$ 1,995,000	4634	1.0 - 2.5 acres	5.0	4.5	44	93	5	5	109	Upper-middle 25% of properties
Lower/Third	\$ 1,219,500	3135	1.0 - 2.5 acres	4.0	3.5	49	93	3	7	115	Lower-middle 25% of properties
Bottom/Fourt	\$ 699,000	1930	0.50 - 1.0 acre	3.0	2.0	58	93	3	6	115	Least expensive 25% of properties

## Real-Time Market Profile

		Trend
Median List Price	\$ 1,585,000	↑↑
Asking Price Per Square Foot	\$ 411	↓↓
Average Days on Market (DOM)	116	↑↑
Percent of Properties with Price Decrease	36 %	
Percent Relisted (reset DOM)	16 %	
Percent Flip (price increased)	2 %	
Median House Size (sq ft)	3691	
Median Lot Size	1.0 - 2.5 acres	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.5	
Market Action	Strong Buyer's	↑↑

- ↔ No change
- ↑↑ Strong upward
- ↓↓ Strong downward
- ↑ Slight upward
- ↓ Slight downward trend

# Price

- Prices in this zip code hit another all time high this week. You can see that prices continue to march higher. Look for a persistent downtrend in the Market Action Index into the Buyer's zone as a leading indicator of the price strength finally abating.

Price Trends

