



**HALSTEAD**  
REAL ESTATE

Westport  
Market Report  
Year End 2019 **2019**

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HALSTEAD CONNECTICUT, LLC

# Westport Overview



## Single Family Houses

Number of Solds Q4  
2019 Vs. 2018

↑ 7.7%

Average Sold Price Q4  
2019 Vs. 2018

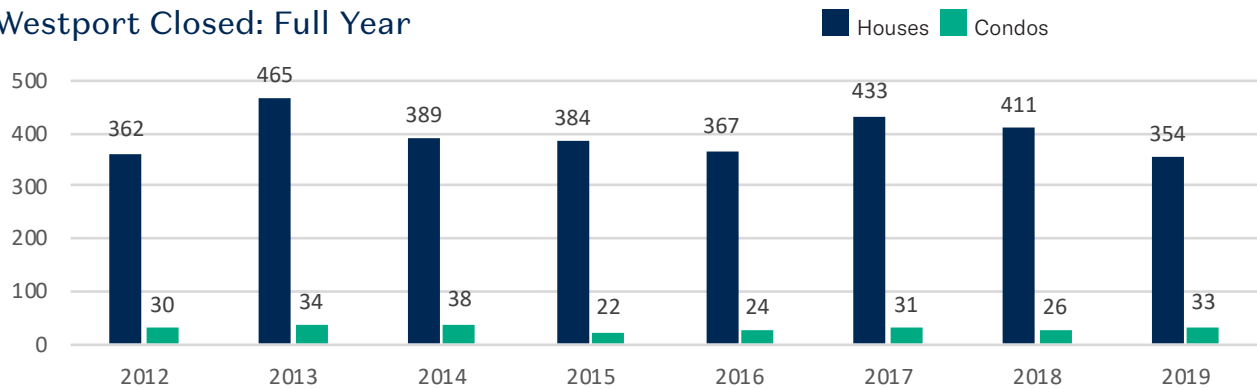
↓ 8.1%

Dec. 31 Inventory  
Vs. Dec. 31, 2018

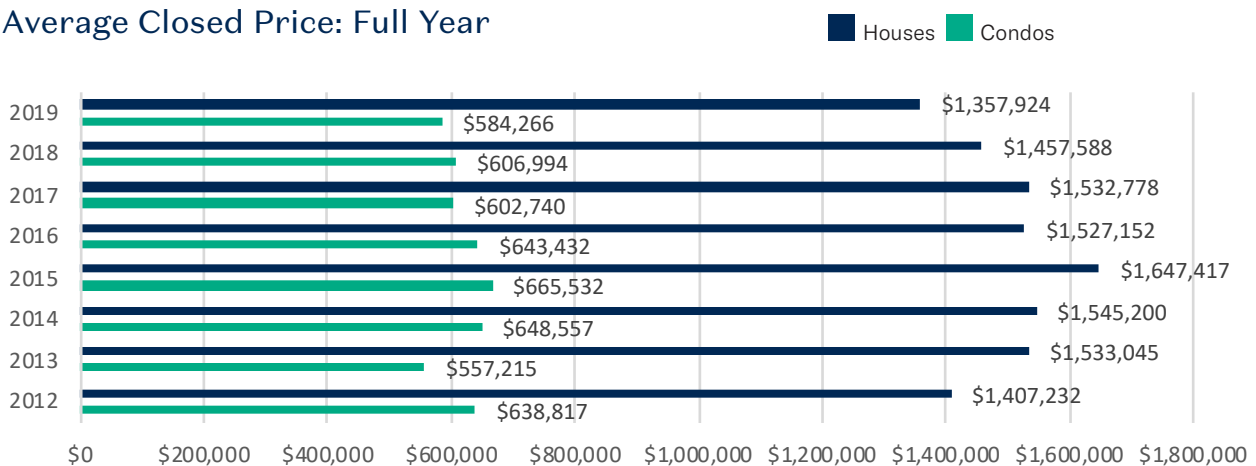
↓ 23.2%

	2019	2018	% CHANGE
Houses: Closings in Fourth Quarter	84	78	+7.7%
Houses: Average Closing Price Fourth Quarter	\$1,291,925	\$1,406,052	-8.1%
Houses: Closings Full Year	354	411	-13.9%
Houses: Average Closing Price Full Year	\$1,357,924	\$1,457,588	-6.8%
Houses: Pending on December 31st	22	18	+22.2%
Houses: Inventory on December 31st	241	314	-23.2%
Condos: Closings Full Year	33	26	+26.9%
Condos: Average Closing Price Full Year	\$584,266	\$606,994	-3.7%
Condos: Inventory on December 31st	24	10	+140%

### Westport Closed: Full Year



### Average Closed Price: Full Year





## Active House Listings as of December 31st

	2019	2018	%
Under \$750K	37	34	+8.8%
\$750K-\$1M	47	80	-41.3%
\$1M-\$1.2M	25	33	-24.2%
\$1.2M-\$1.5M	29	29	0%
\$1.5M-\$2M	32	47	-31.9%
\$2M-\$2.5M	20	30	-33.3%
\$2.5M-\$3M	15	23	-34.8%
\$3M-\$4M	18	15	+20%
\$4M-\$5M	5	8	-37.5%
Over \$5M	13	15	-13.3%

## Number of Houses Closed: Full Year

	2019	2018	%
Under \$750K	82	82	0%
\$750K-\$1M	67	59	+13.6%
\$1M-\$1.2M	43	53	-18.9%
\$1.2M-\$1.5M	47	63	-25.4%
\$1.5M-\$2M	56	82	-31.7%
\$2M-\$2.5M	28	20	+40%
\$2.5M-\$3M	14	22	-36.4%
\$3M-\$4M	13	22	-40.9%
\$4M-\$5M	2	3	-33.3%
Over \$5M	2	5	-60%

## Average List-to-Sale-Price Ratio: Houses

Based on closings in 2019.

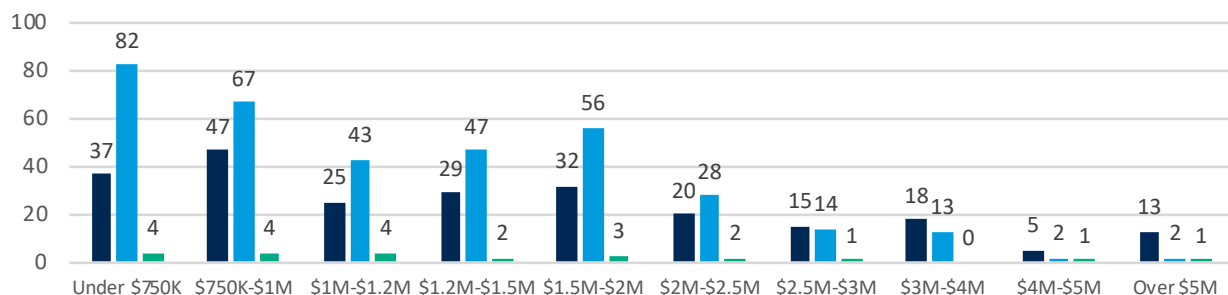
UNDER \$750K	\$750K-\$1M	\$1M-\$1.2M	\$1.2M-\$1.5M	\$1.5M-\$2M	\$2M-\$2.5M	\$2.5M-\$3M	\$3M-\$4M	\$4M-\$5M	OVER \$5M
93.7%	96.0%	93.9%	95.0%	96.3%	94.4%	96.5%	93.0%	97.5%	79.2%

Average for all price points: 94.8%

## Houses: Active/Closed/Pending

Active/Pending as of Dec. 31st; Closed: Full Year (12 Months)

Active Closed Pending





## Active Condo/Co-Op Listings as of December 31st

	2019	2018	%
Under \$300K	4	3	+33.3%
\$300K-\$500K	3	1	+200%
\$500K-\$700K	7	1	+600%
\$700K-\$1M	4	4	0%
Over \$1M	6	1	+500%

## Number of Condos/Co-Ops Closed: Full Year

	2019	2018	%
Under \$300K	4	4	0%
\$300K-\$500K	8	6	+33.3%
\$500K-\$700K	13	6	+116.7%
\$700K-\$1M	5	8	-37.5%
Over \$1M	3	2	+50%

## Average List-to-Sale-Price Ratio: Condos

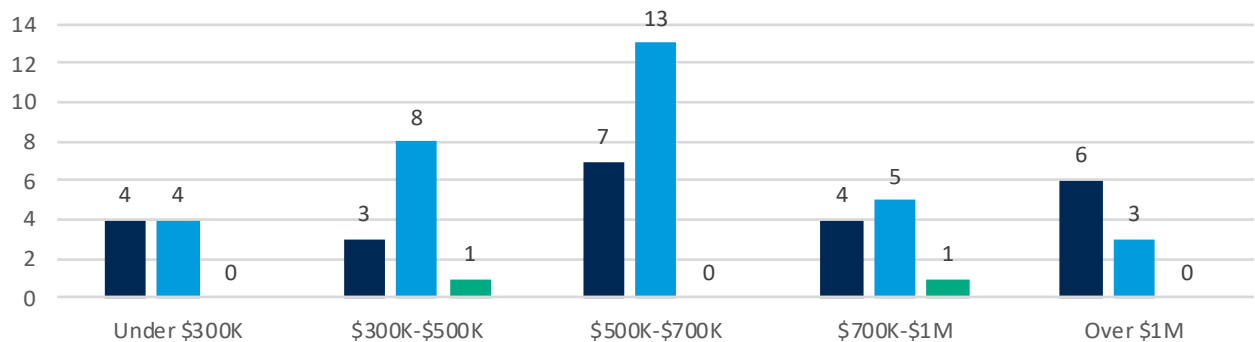
Based on closings in 2019.

UNDER \$300K	\$300K-\$500K	\$500K-\$700K	\$700K-\$1M	OVER \$1M
97.4%	96.3%	95.2%	96.8%	95.6%
Average for all price points: 96%				

## Condos/Co-Ops: Active/Closed/Pending

Active/Pending as of Dec. 31st; Closed: Full Year (12 Months)

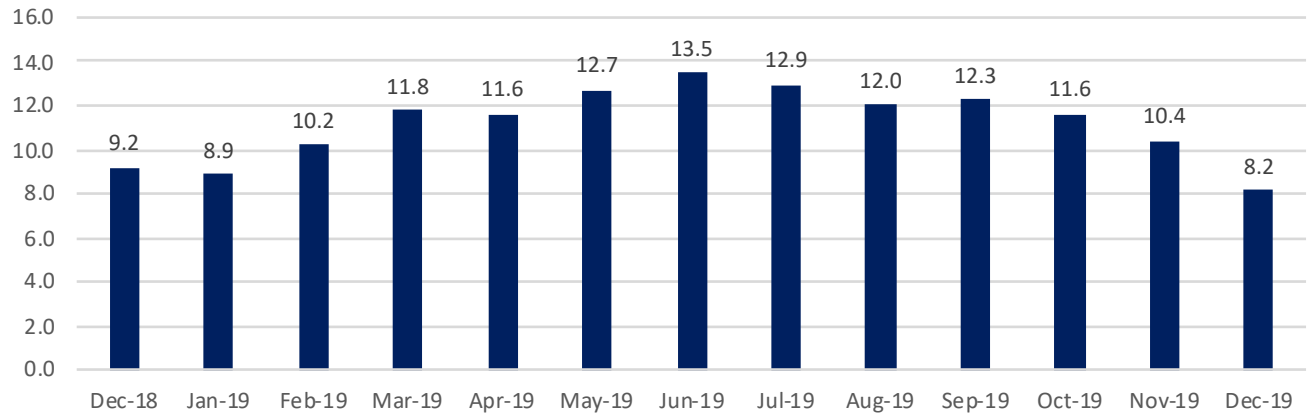
Active Closed Pending



# Westport Absorption Rate: Houses

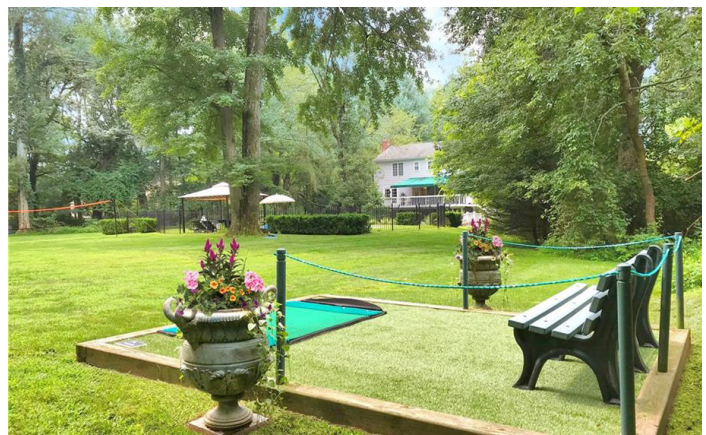
Absorption Rate: How many months it would take to sell all active listings in a given market or price range. We calculate it by taking the average number of closings over the prior 12 months and multiplying that by the number of active listings.

## Absorption Rate in Months: Houses



	DECEMBER 2019		JUNE 2019		DECEMBER 2018	
	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE
Under \$750K	37	5.4	53	8.6	34	5.0
\$750K-\$1M	47	8.4	71	14.4	80	16.3
\$1M-\$1.2M	25	7.0	37	10.1	33	7.5
\$1.2M-\$1.5M	29	7.4	62	13.5	29	5.5
\$1.5M-\$2M	32	6.9	59	8.9	47	6.9
\$2M-\$2.5M	20	8.6	37	24.7	30	18.0
\$2.5M-\$3M	15	12.9	36	28.8	23	12.5
\$3M-\$4M	18	16.6	32	20.2	15	8.2
\$4M-\$5M	5	30.0	10	120.0	8	32.0
Over \$5M	13	78.0	17	68.0	15	36.0

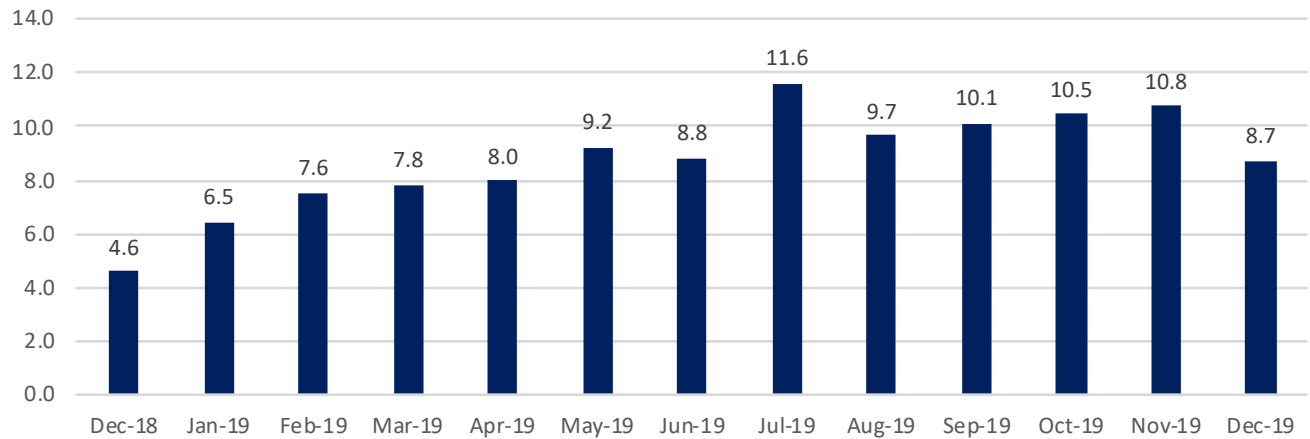
From December 2018 to December 2019 Westport averaged having an **11.2**-month supply of houses for sale. For December 2019, price ranges under \$2 million averaged having a **7**-month supply of houses.



15 Turkey Hill Circle, Westport. \$1,298,000. Web# 170235098.

# Westport Absorption Rate: Condos

## Absorption Rate in Months: Condos



	DECEMBER 2019		JUNE 2019		DECEMBER 2018	
	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE
Under \$300K	4	12.0	14	28.0	3	9.0
\$300K-\$500K	3	4.5	6	8.0	1	2.0
\$500K-\$700K	7	6.5	1	2.0	1	2.0
\$700K-\$1M	4	9.6	1	1.3	4	6.0
Over \$1M	6	24.0	0	--	1	6.0

From December 2018 to December 2019 Westport averaged having a **8.8**-month supply of condos for sale. For December 2019, price ranges under \$700,000 averaged having a **7.7**-month supply.

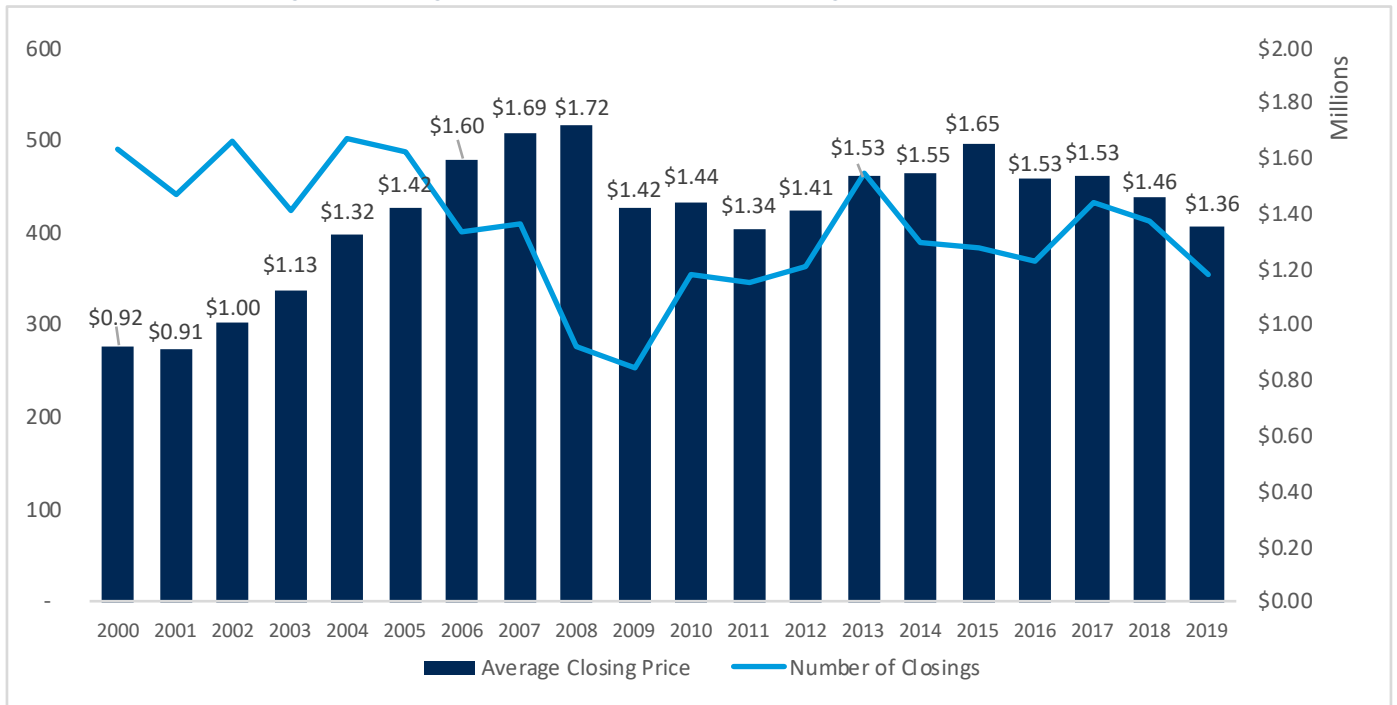


17 Cardinal Lane, Westport. \$999,000. Web# 170202896



# House Closings: 2000-2019

Average Closing Price/Number of Closings - Westport Houses

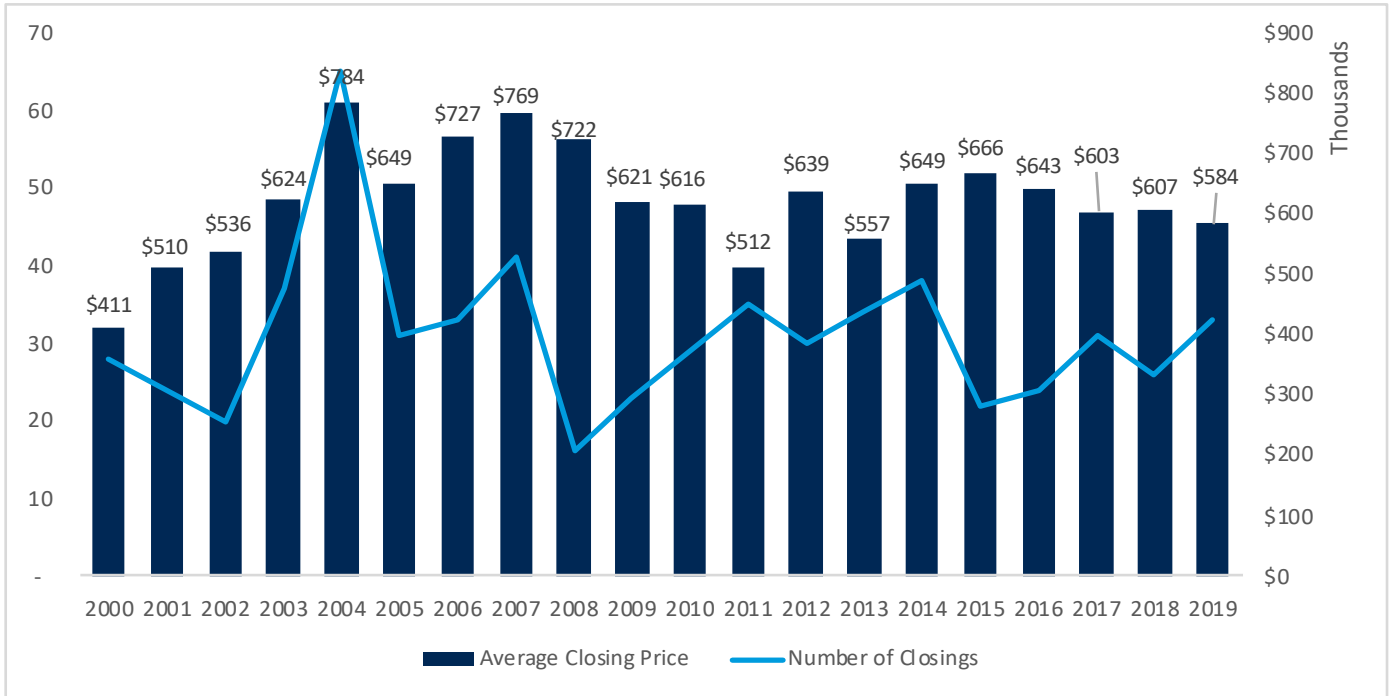


YEAR	AVERAGE CLOSING PRICE	AVG. CLOSING PRICE % CHANGE YEAR-OVER-YEAR	# OF CLOSINGS	# OF CLOSINGS % CHANGE YEAR-OVER-YEAR	AVERAGE CDOM
2000	\$920,601		491		80
2001	\$907,982	-1.4%	441	-10.2%	89
2002	\$1,004,884	+10.7%	497	+12.7%	72
2003	\$1,126,906	+12.1%	424	-14.7%	76
2004	\$1,320,491	+17.2%	501	+18.2%	77
2005	\$1,419,209	+7.5%	487	-2.8%	74
2006	\$1,598,303	+12.6%	400	-17.9%	94
2007	\$1,692,247	+5.9%	410	+2.5%	104
2008	\$1,722,483	+1.8%	275	-32.9%	156
2009	\$1,420,472	-17.5%	252	-8.4%	224
2010	\$1,443,747	+1.6%	353	+40.1%	190
2011	\$1,340,221	-7.2%	345	-2.3%	179
2012	\$1,407,232	+5%	362	+4.9%	202
2013	\$1,533,045	+8.9%	465	+28.5%	165
2014	\$1,545,200	+0.8%	389	-16.3%	165
2015	\$1,647,417	+6.6%	384	-1.3%	178
2016	\$1,527,152	-7.3%	367	-4.4%	200
2017	\$1,532,674	+0.4%	433	+18%	198
2018	\$1,457,544	-4.9%	411	-5.1%	148
2019	\$1,357,924	-6.8%	354	-13.9%	196



# Condo Closings: 2000-2019

Average Closing Price/Number of Closings - Westport Condo/Co-Ops



YEAR	AVERAGE CLOSING PRICE	AVG. CLOSING PRICE % CHANGE YEAR-OVER-YEAR	# OF CLOSINGS	# OF CLOSINGS % CHANGE YEAR-OVER-YEAR	AVERAGE CDOM
2000	\$411,314		28		67
2001	\$509,663	+23.9%	24	-14.3%	70
2002	\$536,437	+5.3%	20	-16.7%	54
2003	\$624,376	+16.4%	37	+85%	76
2004	\$783,776	+25.5%	65	+75.7%	79
2005	\$648,690	-17.2%	31	-52.3%	44
2006	\$727,225	+12.1%	33	+6.5%	64
2007	\$768,677	+5.7%	41	+24.2%	96
2008	\$721,625	-6.1%	16	-61%	126
2009	\$621,050	-13.9%	23	+43.8%	183
2010	\$615,701	-0.9%	29	+26.1%	202
2011	\$512,171	-16.8%	35	+20.7%	191
2012	\$638,817	+24.7%	30	-14.3%	152
2013	\$557,215	-12.8%	34	+13.3%	138
2014	\$648,557	+16.4%	38	+11.8%	105
2015	\$665,532	+2.6%	22	-42.1%	142
2016	\$643,432	-3.3%	24	+9.1%	83
2017	\$602,740	-6.3%	31	+29.2%	101
2018	\$606,994	+0.7%	26	-16.1%	154
2019	\$584,266	-3.7%	33	+26.9%	110



