

WILLIAM RAVEIS
REAL ESTATE • MORTGAGE • RENTALS

January 11, 2016

Dear Past and Present Clients and Friends,

It seems as if the past year just flew by and what a year it has been. The sales data changed very little from 2014.

Again there were 129 home sales with 55 (43%) selling at 300K and under, 48 (37%) selling at 301K – 500K with the top range showing an increase with 26 (20%) selling in the 501K – 3.350M range. There were 28 land sales, just 2 less than last year, with 20 parcels (71%) selling under 200K and 8 parcels (29%) selling at 201K – 750K. The major difference here was DOM, Days on Market, which decreased from last year's 440 days to 169 days in 2015. Some buyers were more willing to consider building in order to get what they really want. New home construction was up with the majority of this new construction being advanced by established developers who are appealing to younger buyers who prefer to just move in.

Even though the stats are similar, 2015 was a different market place. There was a greater sense of urgency with buyers who were out early in the season making fairly strong offers. I would say for the most part 2015 was a sellers' market for those who did not over-price their properties.

In summary, 2015 over all was a strong market in Westport. It was also a strong year for our office which not only was the top sales office for Westport, but also the home of Westport's top sales agent. I want to thank you all, for without your continued support and continued referrals, this could not have happened to me. THANK YOU!

Best wishes to all,



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