



Residential PROPERTIES

LTD.

January 9, 2026

Dear Friends and Past and Present Clients,

Welcome to 2026! It's time to review the Westport housing market for 2025, something I've been doing since 2006. I have to say there were a couple of surprises.

The first surprise is that last year 91 homes were sold which was 34 less than 2024, a 28% decrease in sales. Of the 91 homes sold 23 (25%) sold 500K and under, 38 (42%) sold 501K-900K, and 30 (33%) sold 901K and higher. Here's the second surprise: 24 of those sold 1M and over with the highest sale of 6.25M. The average sale price was 969,582 and increase of 30% over last year's average sale price of 682,500. The DOM doubled from last years 32 days to this years 72 days on market. Currently there are 18 homes actively on the market, with 11 under agreement.

Land sales numbered 16 with 7 selling 300K and under. The remaining 9 parcels sold higher with the highest sale price of 2.1M, which was located at Westport Harbor. Currently there are 8 parcels for sale with 2 parcels under agreement.

There were 11 condo sales this year!!! The highest sale of 680K was for a freestanding unit located at Oak Ridge. However, there were 7 sales just at Village Way, which was most unusual. Village Way is now 20 years old which lent to some " aging" sellers. Currently there is 1 condo for sale and 1 under agreement.

There were 194 homes sold in Dartmouth, an increase of just 2. The average sale price was 758,100 an increase of 23% over last years sale price of 585,000. The average DOM of 56 days was another increase from last years days on market of 23. Land sales totaled 17 with an average of 637,124. Currently there are 27 homes and 16 land parcels on the market.

Midway through 2025 the market started to shift. Buyers were being more patient. Houses were staying on the market longer. As time went on, lingering properties experienced price reductions or were withdrawn as some sellers were less inclined to lower their prices.

As for 2026, prices will remain high. There are just not enough houses. However, pricing needs to be more accurate to avoid multiple reductions which cause buyers to feel there is something wrong with the property. With the anticipated change coming to the Federal Reserve, mortgage rates may come down enough to get more sellers and buyers into the market which should give the inventory a boost.

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My last thoughts concern the 37 (41%) of the higher sales this past year. A review of the properties that sold over 1M showed only 9 were waterfront. Buyers were willing to pay for new/ newer construction or for newly renovated properties or for preferred locations, especially since they are coming from communities with higher valued properties and with higher taxes. Westport seems like a bargain! Unfortunately, this drives up town assessments which increases the tax bill for those of us who have always called Westport home. Yet, we are lucky to live in this beautiful town.

Wishing everyone good health and prosperity in 2026. Keep those referrals coming. They are very much appreciated and reach out anytime with any questions. I'm happy to help.

Best,

A handwritten signature in cursive script that reads "Kathy".

Kathy Santos
Residential Properties LTD
508 889 2517
Kathysantos17@gmail.com
www.kathy-santos.com