

MARKET ACTION REPORT

April 2011

City: *Norwalk*

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Helping Families Find Homes and Homes Find Families

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Price Range: All | Properties: Condo - TwnHm

Market Profile & Trends Overview

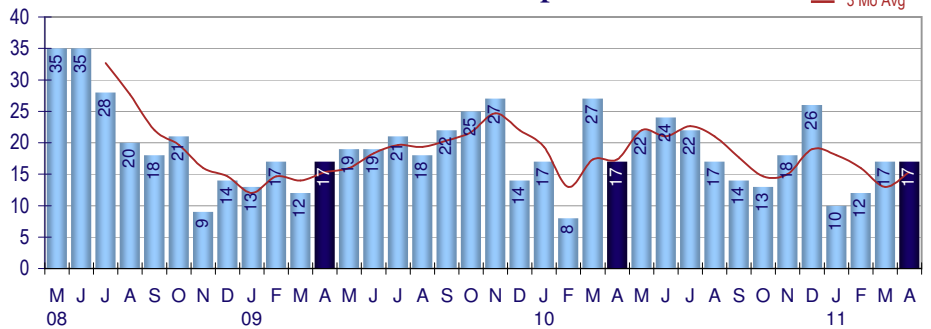
| | Trending versus*: | | | | Trending versus*: | | | |
|--|-------------------|----|-----|-----|-------------------|-----------|-----------|------------|
| | Month | LM | L3M | PYM | LY | YTD | Prior YTD | Prior Year |
| Median List Price of all Current Listings | \$259,950 | ↔ | | ↓ | | | | |
| Average List Price of all Current Listings | \$313,269 | ↔ | | ↓ | | | | |
| April Median Sales Price | \$310,000 | ↑ | ↑ | ↑ | ↑ | \$275,000 | ↓ | ↓ |
| April Average Sales Price | \$319,906 | ↓ | ↓ | ↓ | ↓ | \$340,854 | ↔ | ↑ |
| Total Properties Currently for Sale (Inventory) | 293 | ↑ | | ↓ | | | | |
| April Number of Properties Sold | 17 | ↔ | | ↔ | | 56 | ↓ | |
| April Average Days on Market (Solds) | 118 | ↓ | ↓ | ↓ | ↑ | 137 | ↑ | ↑ |
| Asking Price per Square Foot (based on New Listings) | \$264 | ↓ | ↔ | ↓ | ↔ | \$264 | ↓ | ↔ |
| April Sold Price per Square Foot | \$231 | ↓ | ↓ | ↓ | ↓ | \$234 | ↓ | ↓ |
| April Month's Supply of Inventory | 17.2 | ↑ | ↓ | ↓ | ↓ | 18.8 | ↓ | ↑ |
| April Sale Price vs List Price Ratio | 94.0% | ↓ | ↓ | ↑ | ↓ | 94.4% | ↓ | ↓ |

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2010) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

Property Sales

April Property sales were 17, equal to 17 in April of 2010 and the same as the 17 sales last month. April 2011 sales were at their highest level compared to April of 2010 and 2009. April YTD sales of 56 are running 18.8% behind last year's year-to-date sales of 69.

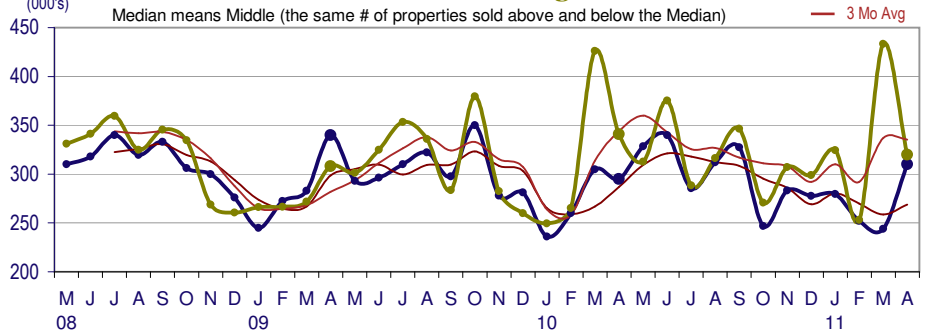
Number of Properties Sold



Prices

The Median Sales Price in April was \$310,000, up 5.1% from \$295,000 in April of 2010 and up 27.0% from \$244,000 last month. The Average Sales Price in April was \$319,906, down 6.1% from \$340,794 in April of 2010 and down 26.2% from \$433,350 last month. April 2011 ASP was at a mid range compared to April of 2010 and 2009.

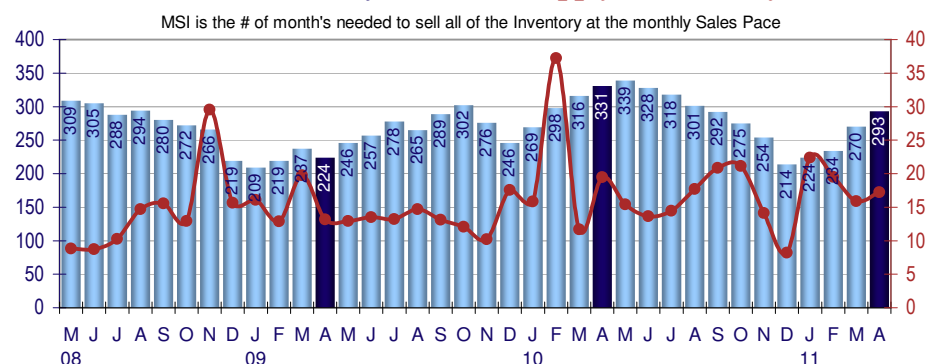
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of April was 293, up 8.5% from 270 last month and down 11.5% from 331 in April of last year. April 2011 Inventory was at a mid level compared with April of 2010 and 2009.

Total Inventory & Month's Supply of Inventory (MSI)



A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2011 MSI of 17.2 months was at a mid level compared with April of 2010 and 2009.

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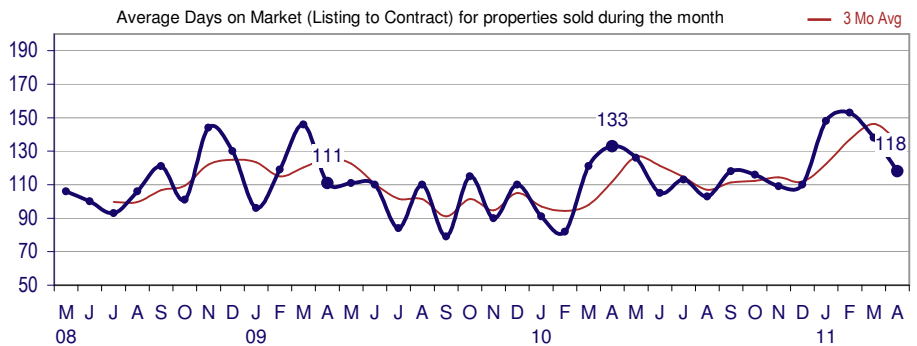


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Market Time

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 118, down 14.5% from 138 days last month and down 11.3% from 133 days in April of last year. The April 2011 DOM was at a mid level compared with April of 2010 and 2009.

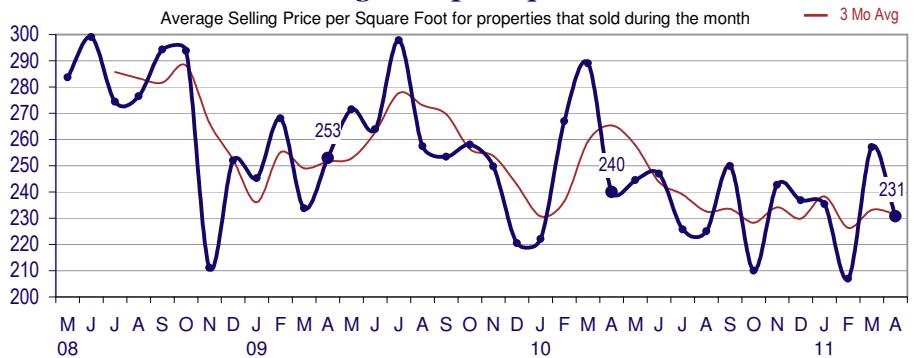
Days On Market for Sold Properties



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 2011 Selling Price per Square Foot of \$231 was down 10.3% from \$257 last month and down 3.9% from 240 in April of last year.

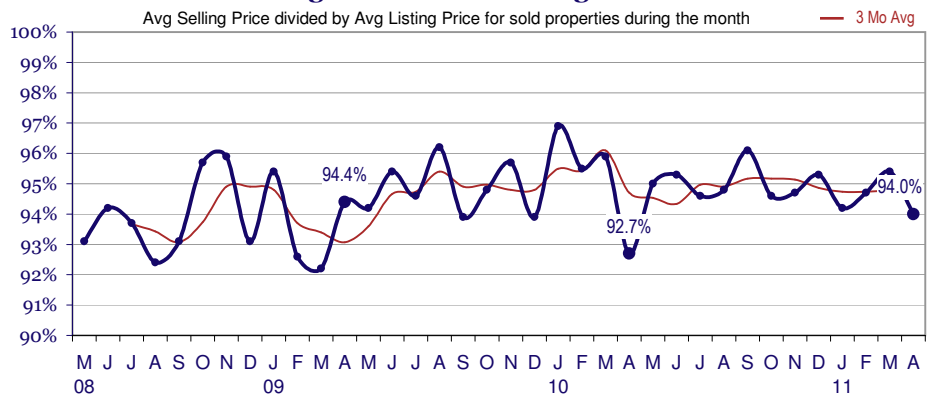
Selling Price per Square Foot



Selling Price versus Listing Price Ratio

Selling Price vs Original Listing Price

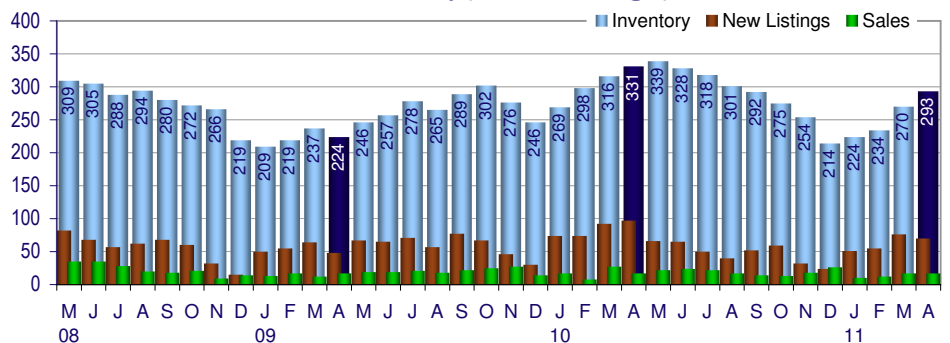
The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The April 2011 Selling Price vs Original List Price of 94.0% was down from 95.4% last month and up from 92.7% in April of last year.



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 2011 was 70, down 7.9% from 76 last month and down 27.8% from 97 in April of last year.

Inventory / New Listings / Sales



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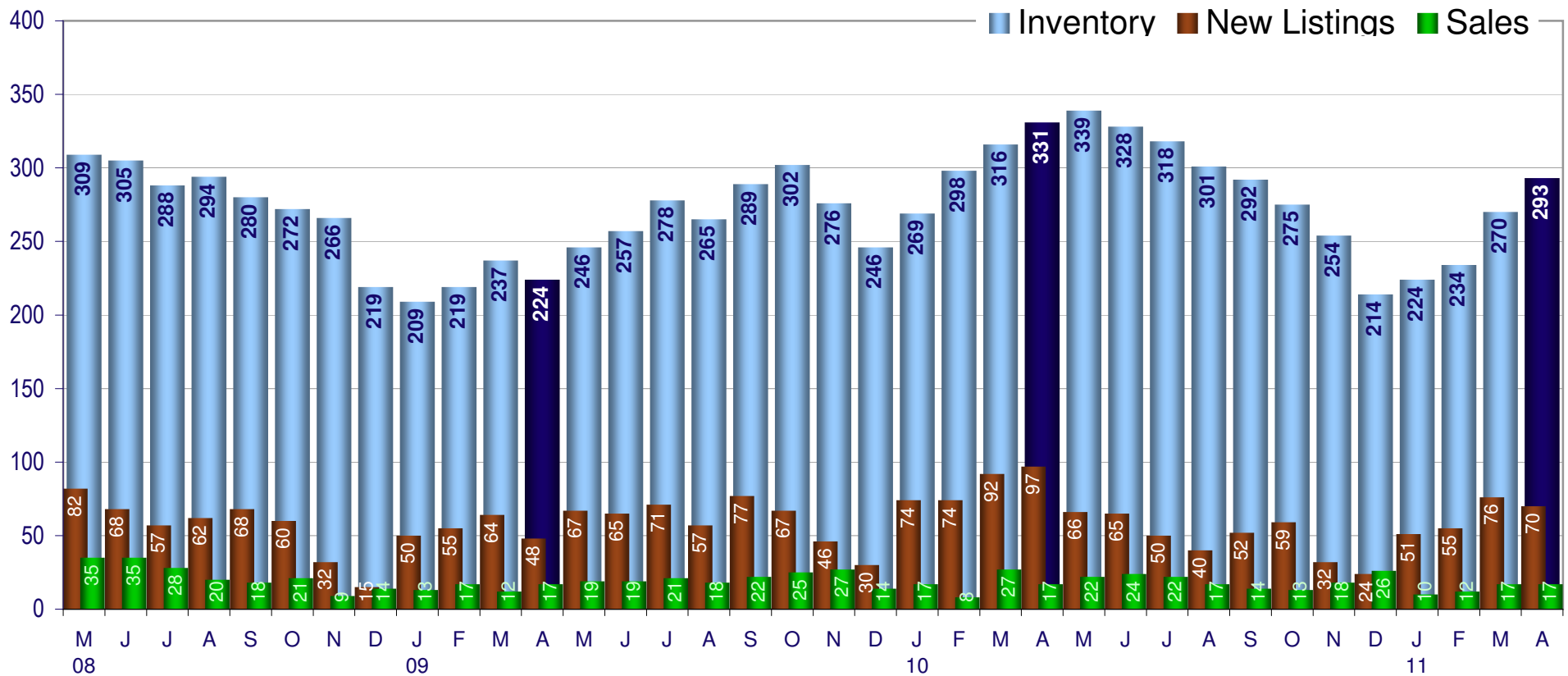
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