

City: *Norwalk*

Bunny Mostad and Deb Alderson

Helping Families Find Homes and Homes Find Families

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www.FairfieldCountyForSale.com



Price Range: All | Properties: Single Family

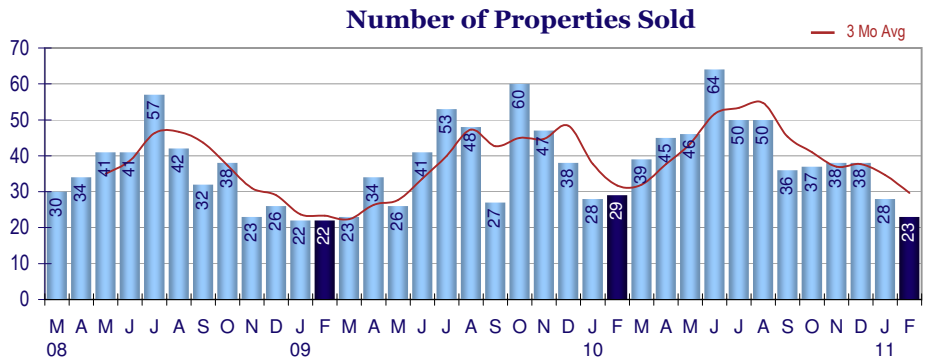
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$489,450	↔		↓				
Average List Price of all Current Listings	\$746,449	↓		↓				
February Median Sales Price	\$347,000	↓	↓	↔	\$365,000	↓	↓	
February Average Sales Price	\$650,648	↑	↑	↑	\$578,914	↑	↑	
Total Properties Currently for Sale (Inventory)	386	↑		↓				
February Number of Properties Sold	23	↓		↓	51	↓		
February Average Days on Market (Solds)	131	↑	↑	↑	124	↑	↑	
Asking Price per Square Foot (based on New Listings)	\$282	↓	↓	↓	\$310	↑	↑	
February Sold Price per Square Foot	\$283	↔	↑	↑	\$282	↑	↑	
February Month's Supply of Inventory	16.8	↑	↑	↑	15.1	↑	↑	
February Sale Price vs List Price Ratio	95.1%	↓	↑	↑	94.6%	↑	↑	

* 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)

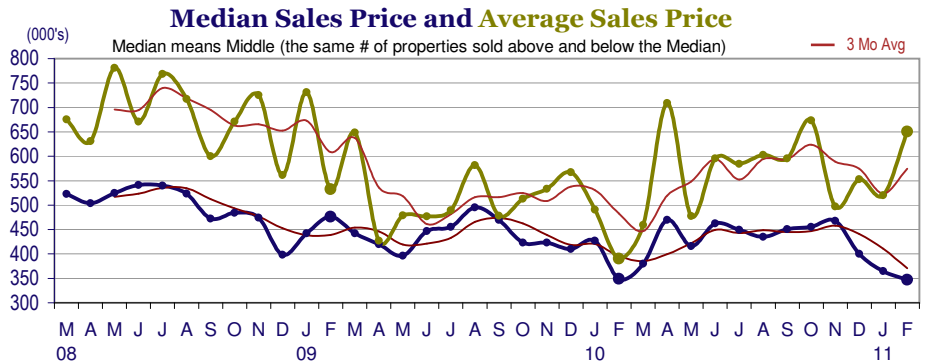
Property Sales

February Property sales were 23, down 20.7% from 29 in February of 2010 and 17.9% lower than the 28 sales last month. February 2011 sales were at a mid level compared to February of 2010 and 2009. February YTD sales of 51 are running 10.5% behind last year's year-to-date sales of 57.



Prices

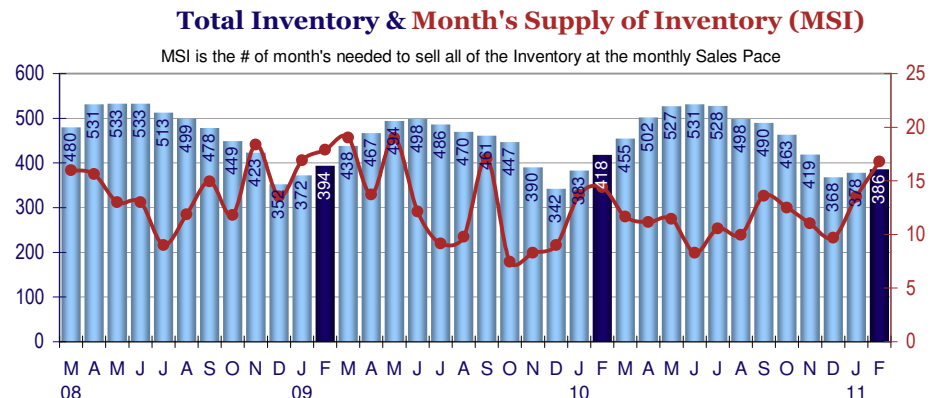
The Median Sales Price in February was \$347,000, down 0.6% from \$349,000 in February of 2010 and down 4.9% from \$365,000 last month. The Average Sales Price in February was \$650,648, up 66.8% from \$390,133 in February of 2010 and up 25.1% from \$519,989 last month. February 2011 ASP was at the highest level compared to February of 2010 and 2009.



Inventory & MSI

The Total Inventory of Properties available for sale as of February was 386, up 2.1% from 378 last month and down 7.7% from 418 in February of last year. February 2011 Inventory was at its lowest level compared with February of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2011 MSI of 16.8 months was at a mid level compared with February of 2010 and 2009.



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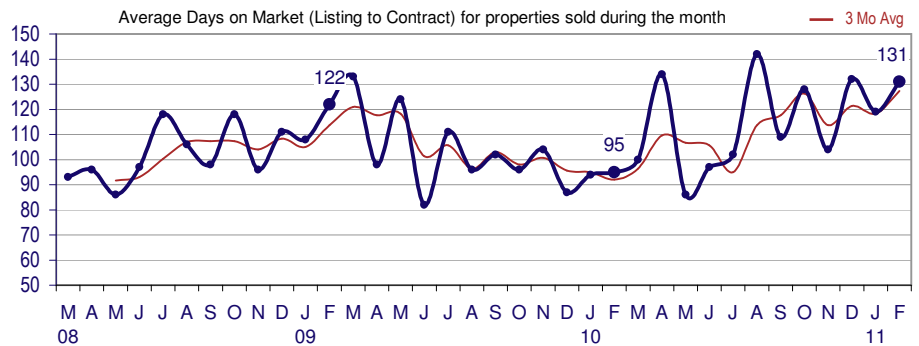


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Market Time

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 February was 131, up 10.1% from 119 days last month and up 37.9% from 95 days in February of last year. The February 2011 DOM was at a mid level compared with February of 2010 and 2009.

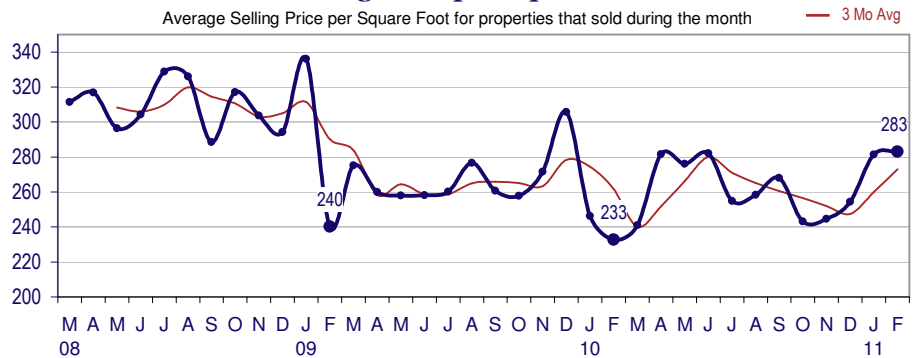
Days On Market for Sold Properties



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 February 2011 Selling Price per Square Foot of \$283 was up 0.6% from \$281 last month and up 21.7% from 233 in February of last year.

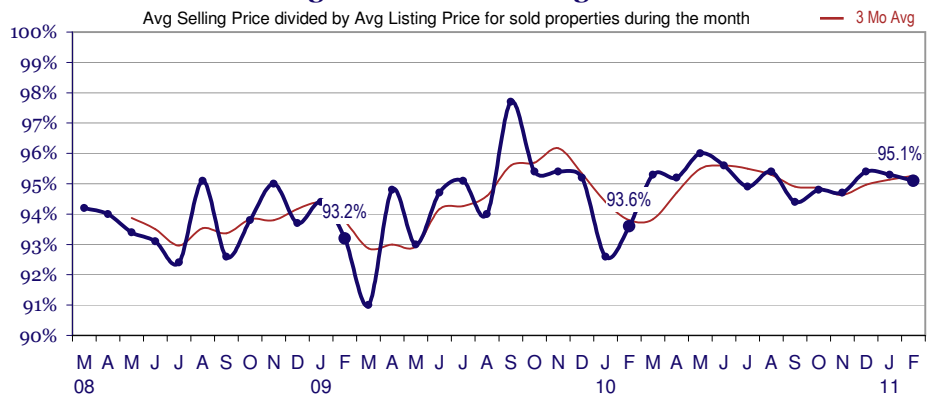
Selling Price per Square Foot



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 February 2011 Selling Price vs Original List Price of 95.1% was down from 95.3% last month and up from 93.6% in February of last year.

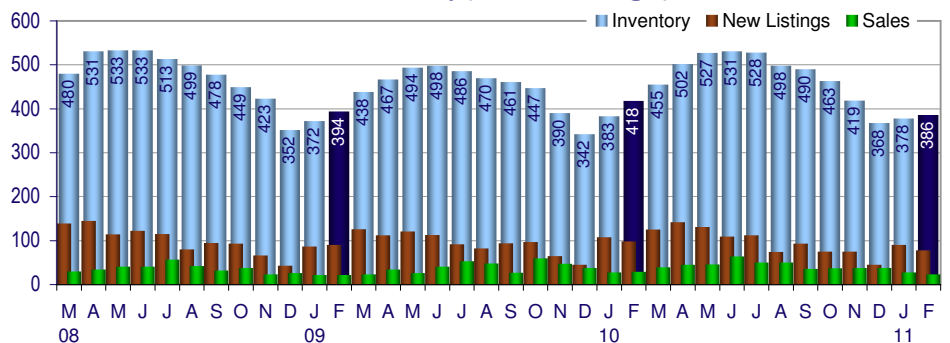
Selling Price versus Listing Price Ratio



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 February 2011 was 78, down 13.3% from 90 last month and down 20.4% from 98 in February of last year.

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