

City: *Norwalk*

Bunny Mostad and Deb Alderson

Helping Families Find Homes and Homes Find Families

203.803.5695

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www.FairfieldCountyForSale.com



Price Range: All | Properties: Condo - TwnHm

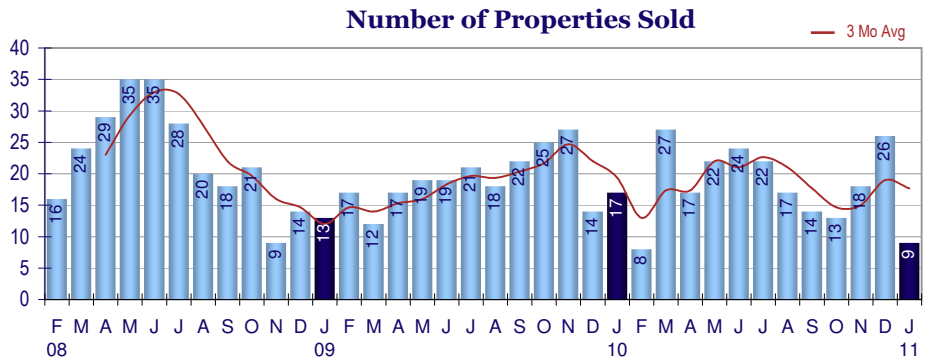
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$259,999	↑		↓				
Average List Price of all Current Listings	\$324,014	↔		↓				
January Median Sales Price	\$304,125	↑	↑	↑	↑	\$304,125	↑	↑
January Average Sales Price	\$334,069	↑	↑	↑	↑	\$334,069	↑	↑
Total Properties Currently for Sale (Inventory)	222	↑		↓				
January Number of Properties Sold	9	↓		↓		9	↓	
January Average Days on Market (Solds)	157	↑	↑	↑	↑	157	↑	↑
Asking Price per Square Foot (based on New Listings)	\$258	↑	↑	↓	↓	\$258	↓	↓
January Sold Price per Square Foot	\$230	↓	↔	↑	↓	\$230	↑	↓
January Month's Supply of Inventory	24.7	↑	↑	↑	↑	24.7	↑	↑
January Sale Price vs List Price Ratio	93.9%	↓	↓	↓	↓	94.7%	↓	↓

* 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)

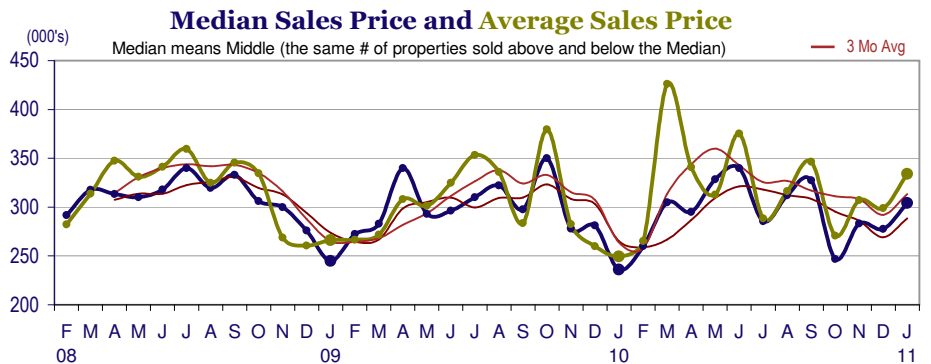
Property Sales

January Property sales were 9, down 47.1% from 17 in January of 2010 and 65.4% lower than the 26 sales last month. January 2011 sales were at their lowest level compared to January of 2010 and 2009. January YTD sales of 9 are running 47.1% behind last year's year-to-date sales of 17.



Prices

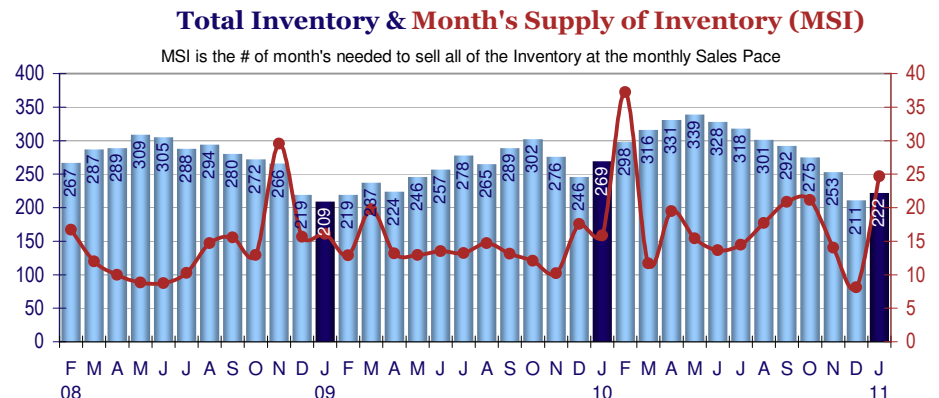
The Median Sales Price in January was \$304,125, up 28.9% from \$236,000 in January of 2010 and up 9.6% from \$277,500 last month. The Average Sales Price in January was \$334,069, up 33.9% from \$249,571 in January of 2010 and up 11.8% from \$298,871 last month. January 2011 ASP was at the highest level compared to January of 2010 and 2009.



Inventory & MSI

The Total Inventory of Properties available for sale as of January was 222, up 5.2% from 211 last month and down 17.5% from 269 in January of last year. January 2011 Inventory was at a mid level compared with January of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2011 MSI of 24.7 months was at its highest level compared with January of 2010 and 2009.



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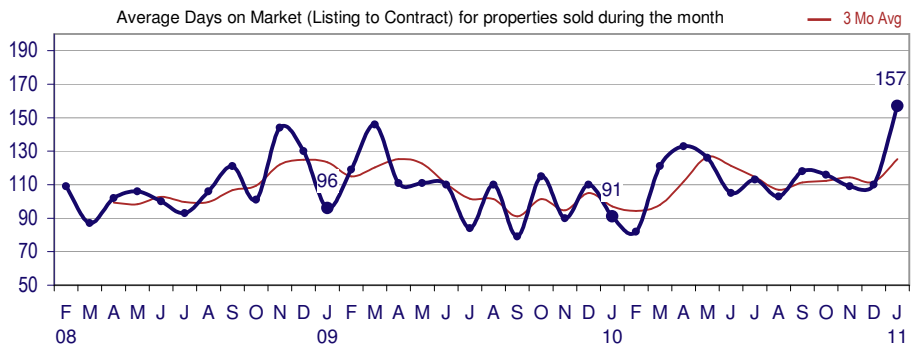


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Market Time

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 January was 157, up 42.7% from 110 days last month and up 72.5% from 91 days in January of last year. The January 2011 DOM was at a mid level compared with January of 2010 and 2009.

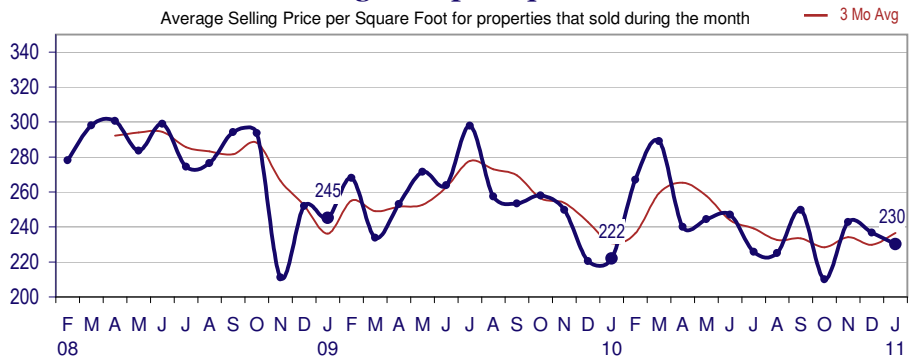
Days On Market for Sold Properties



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 January 2011 Selling Price per Square Foot of \$230 was down 2.8% from \$237 last month and up 3.7% from 222 in January of last year.

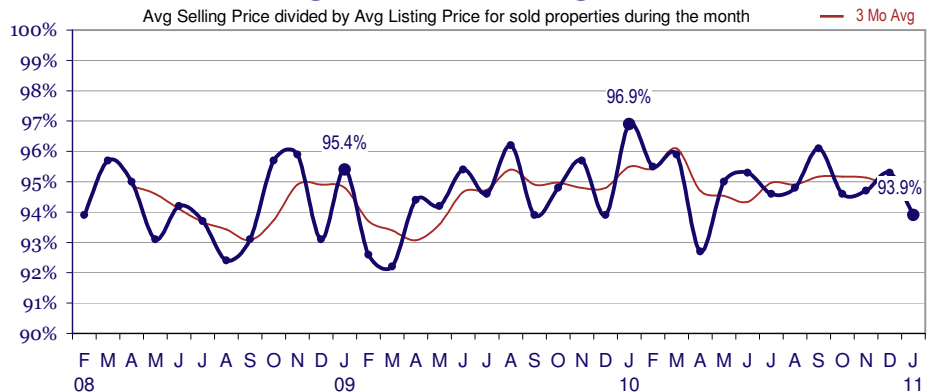
Selling Price per Square Foot



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 January 2011 Selling Price vs Original List Price of 93.9% was down from 95.3% last month and down from 96.9% in January of last year.

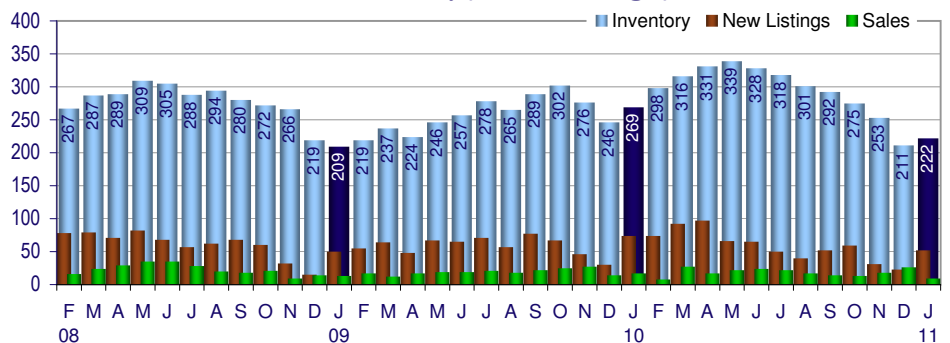
Selling Price versus Listing Price Ratio



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 January 2011 was 52, up 126.1% from 23 last month and down 29.7% from 74 in January of last year.

Inventory / New Listings / Sales



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