

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

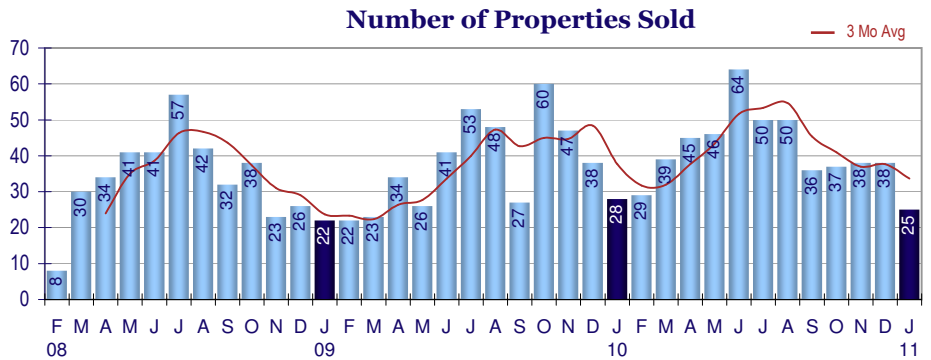
Market Profile & Trends Overview

	Trending versus*:				Trending versus*:			
	Month	LM	L3M	PYM	LY	YTD	Prior YTD	Prior Year
Median List Price of all Current Listings	\$495,000	↑		↓				
Average List Price of all Current Listings	\$763,869	↔		↓				
January Median Sales Price	\$365,000	↓	↓	↓	↓	\$365,000	↓	↓
January Average Sales Price	\$538,468	↓	↓	↑	↓	\$538,468	↑	↓
Total Properties Currently for Sale (Inventory)	369	↑		↓				
January Number of Properties Sold	25	↓		↓		25	↓	
January Average Days on Market (Solds)	118	↓	↓	↑	↑	118	↑	↑
Asking Price per Square Foot (based on New Listings)	\$339	↑	↑	↑	↑	\$339	↑	↑
January Sold Price per Square Foot	\$286	↑	↑	↑	↑	\$286	↑	↑
January Month's Supply of Inventory	14.8	↑	↑	↑	↑	14.8	↑	↑
January Sale Price vs List Price Ratio	95.0%	↓	↑	↑	↑	94.8%	↑	↑

* 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)

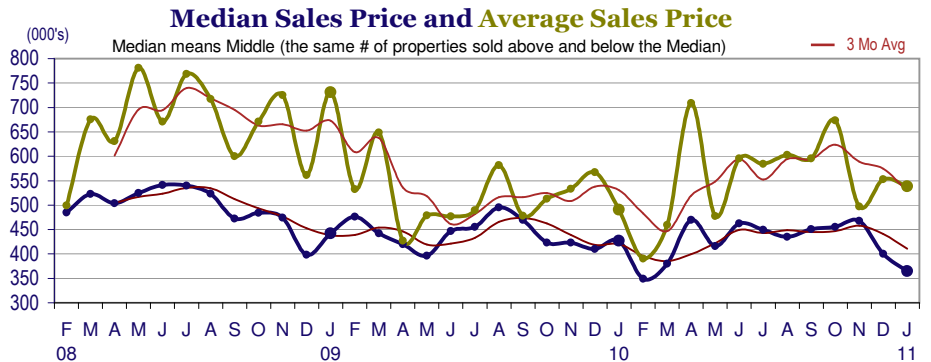
Property Sales

January Property sales were 25, down 10.7% from 28 in January of 2010 and 34.2% lower than the 38 sales last month. January 2011 sales were at a mid level compared to January of 2010 and 2009. January YTD sales of 25 are running 10.7% behind last year's year-to-date sales of 28.



Prices

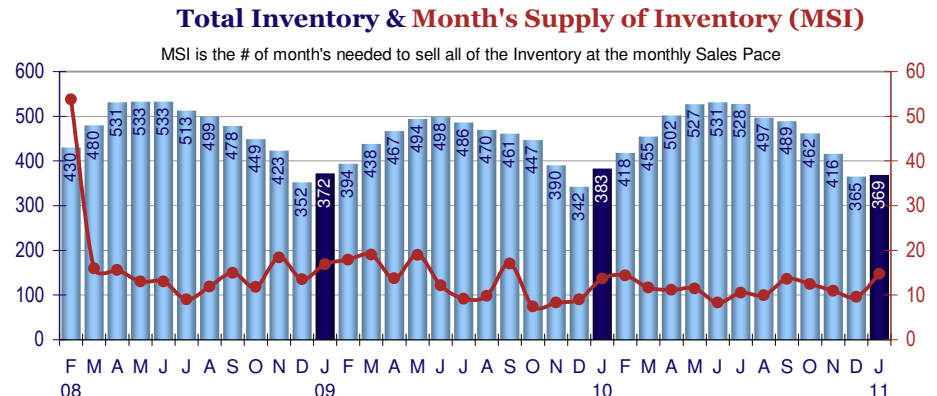
The Median Sales Price in January was \$365,000, down 14.6% from \$427,450 in January of 2010 and down 8.8% from \$400,000 last month. The Average Sales Price in January was \$538,468, up 9.7% from \$490,980 in January of 2010 and down 2.6% from \$552,720 last month. January 2011 ASP was at a mid range compared to January of 2010 and 2009.



Inventory & MSI

The Total Inventory of Properties available for sale as of January was 369, up 1.1% from 365 last month and down 3.7% from 383 in January of last year. January 2011 Inventory was at its lowest 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 14.8 months was at a mid level compared with January of 2010 and 2009.



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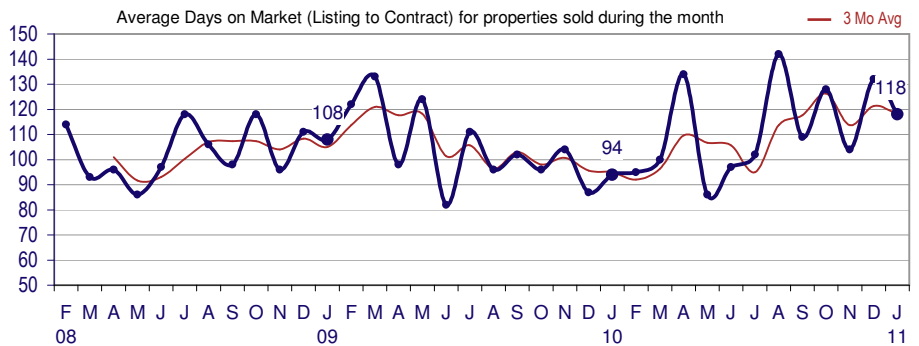


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Market Time

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 118, down 10.6% from 132 days last month and up 25.5% from 94 days in January of last year. The January 2011 DOM was at a mid level compared with January of 2010 and 2009.

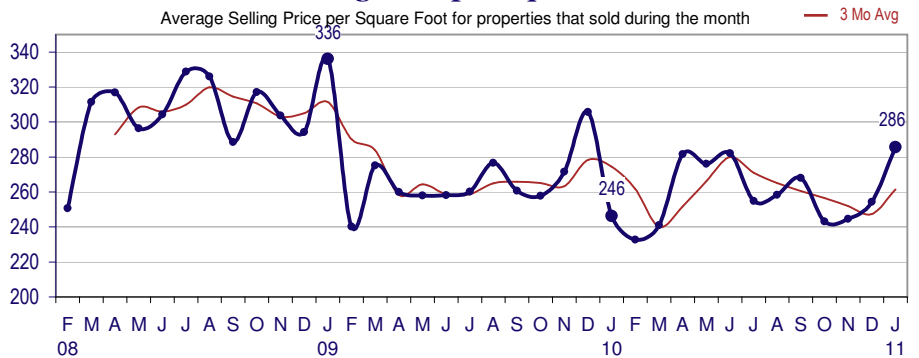
Days On Market for Sold Properties



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 \$286 was up 12.3% from \$254 last month and up 15.9% from 246 in January of last year.

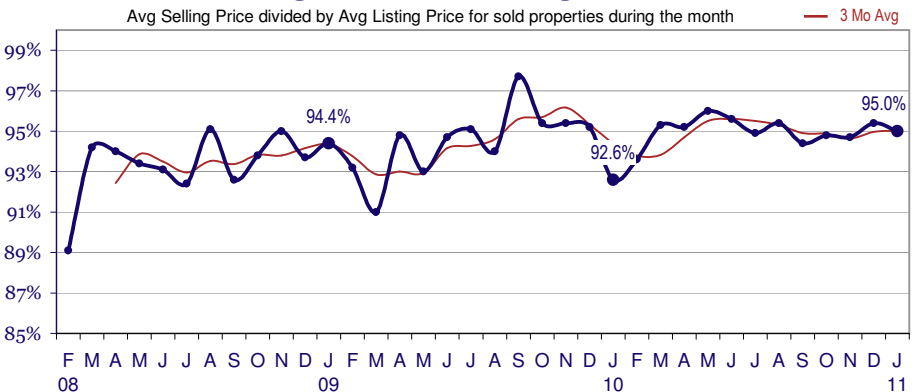
Selling Price per Square Foot



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 95.0% was down from 95.4% last month and up from 92.6% in January of last year.

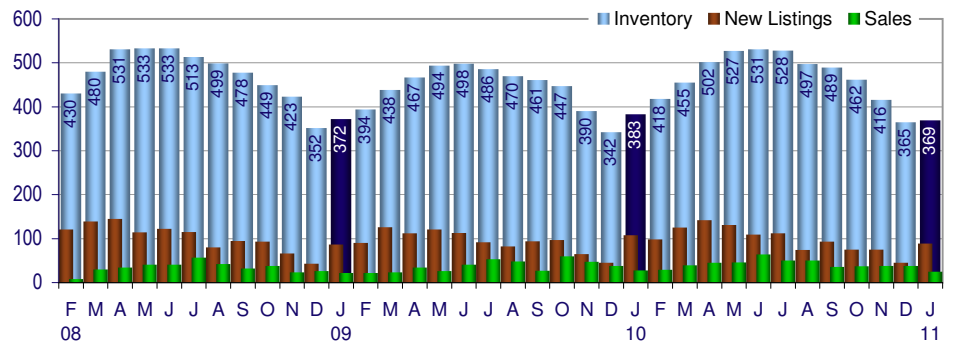
Selling Price versus Listing Price Ratio



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 89, up 97.8% from 45 last month and down 17.6% from 108 in January of last year.

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