

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

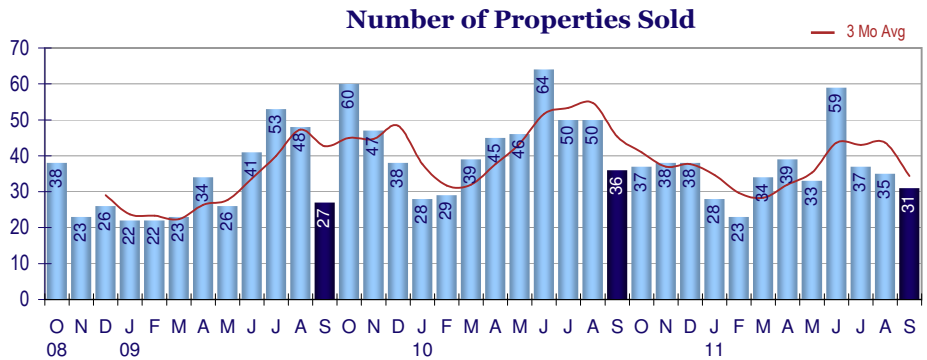
Market Profile & Trends Overview

	Trending versus*:				Trending versus*:			
	Month	LM	L3M	PYM	LY	YTD	Prior YTD	Prior Year
Median List Price of all Current Listings	\$484,000	↔		↓				
Average List Price of all Current Listings	\$710,647	↓		↓				
September Median Sales Price	\$450,000	↓	↓	↔	↑	\$427,000	↓	↓
September Average Sales Price	\$629,387	↑	↔	↑	↑	\$614,510	↑	↑
Total Properties Currently for Sale (Inventory)	498	↑		↑				
September Number of Properties Sold	31	↓		↓		319	↓	
September Average Days on Market (Solds)	158	↑	↑	↑	↑	114	↑	↑
Asking Price per Square Foot (based on New Listings)	\$300	↑	↑	↓	↔	\$294	↓	↓
September Sold Price per Square Foot	\$249	↓	↓	↓	↓	\$275	↑	↑
September Month's Supply of Inventory	16.1	↑	↑	↑	↑	13.9	↑	↑
September Sale Price vs List Price Ratio	94.2%	↓	↑	↓	↔	94.0%	↔	↔

* 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

September Property sales were 31, down 13.9% from 36 in September of 2010 and 11.4% lower than the 35 sales last month. September 2011 sales were at a mid level compared to September of 2010 and 2009. September YTD sales of 319 are running 17.6% behind last year's year-to-date sales of 387.



Prices

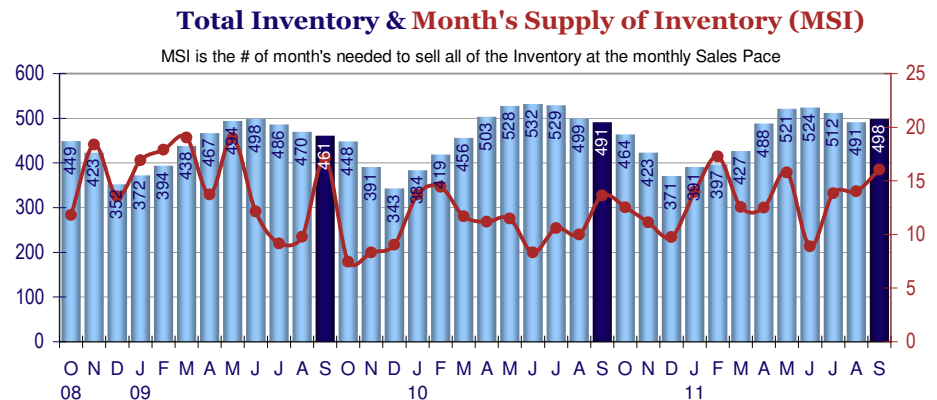
The Median Sales Price in September was \$450,000, down 0.2% from \$450,750 in September of 2010 and down 12.0% from \$511,500 last month. The Average Sales Price in September was \$629,387, up 5.7% from \$595,611 in September of 2010 and up 2.4% from \$614,616 last month. September 2011 ASP was at the highest level compared to September of 2010 and 2009.



Inventory & MSI

The Total Inventory of Properties available for sale as of September was 498, up 1.4% from 491 last month and up 1.4% from 491 in September of last year. September 2011 Inventory was at its highest level compared with September of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2011 MSI of 16.1 months was at a mid level compared with September of 2010 and 2009.



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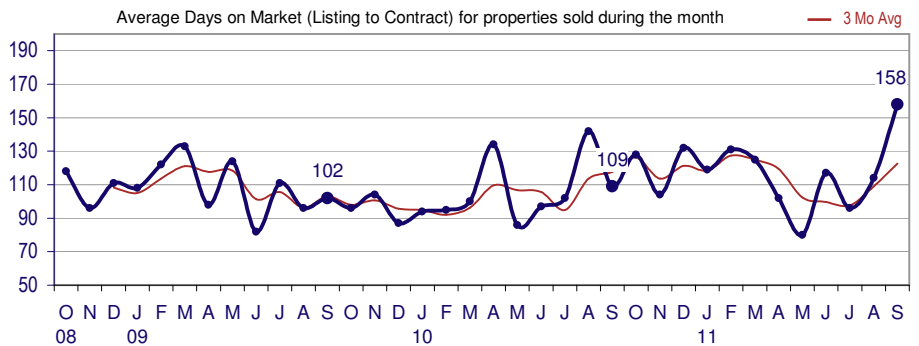


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Market Time

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 September was 158, up 38.6% from 114 days last month and up 45.0% from 109 days in September of last year. The September 2011 DOM was at a mid level compared with September of 2010 and 2009.

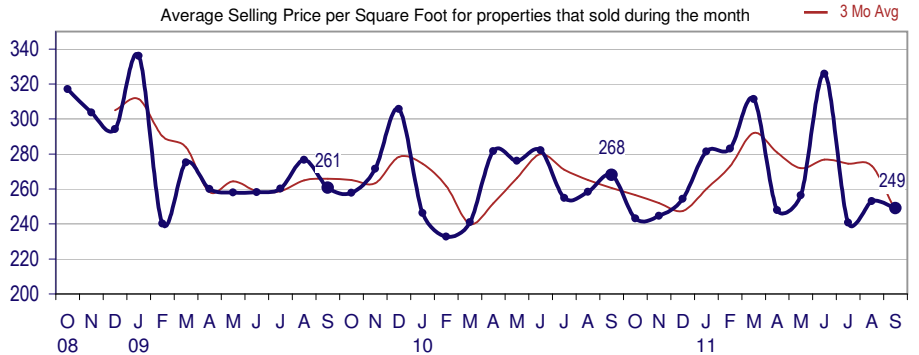
Days On Market for Sold Properties



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 September 2011 Selling Price per Square Foot of \$249 was down 1.6% from \$253 last month and down 7.1% from 268 in September of last year.

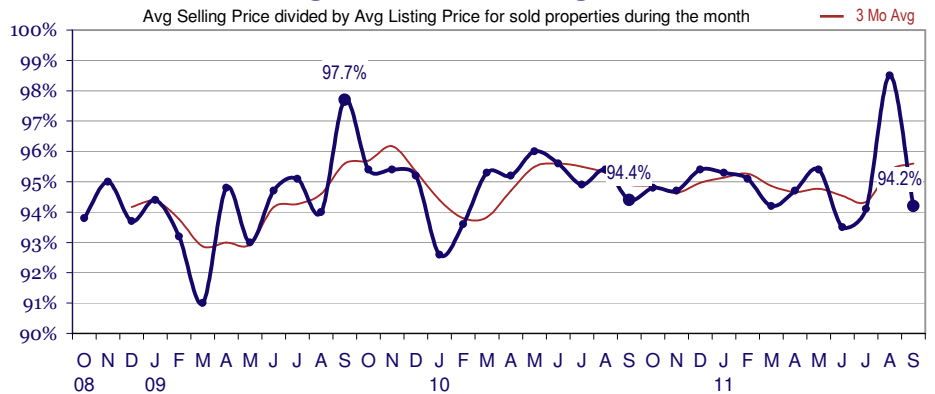
Selling Price per Square Foot



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 September 2011 Selling Price vs Original List Price of 94.2% was down from 98.5% last month and down from 94.4% in September of last year.

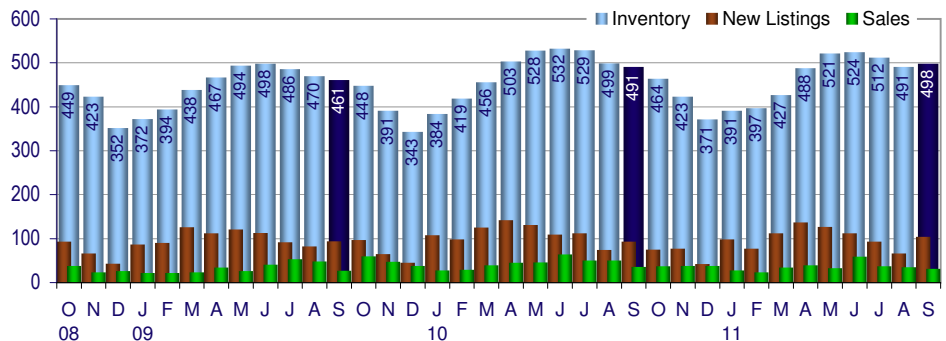
Selling Price versus Listing Price Ratio



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 September 2011 was 104, up 57.6% from 66 last month and up 11.8% from 93 in September of last year.

Inventory / New Listings / Sales



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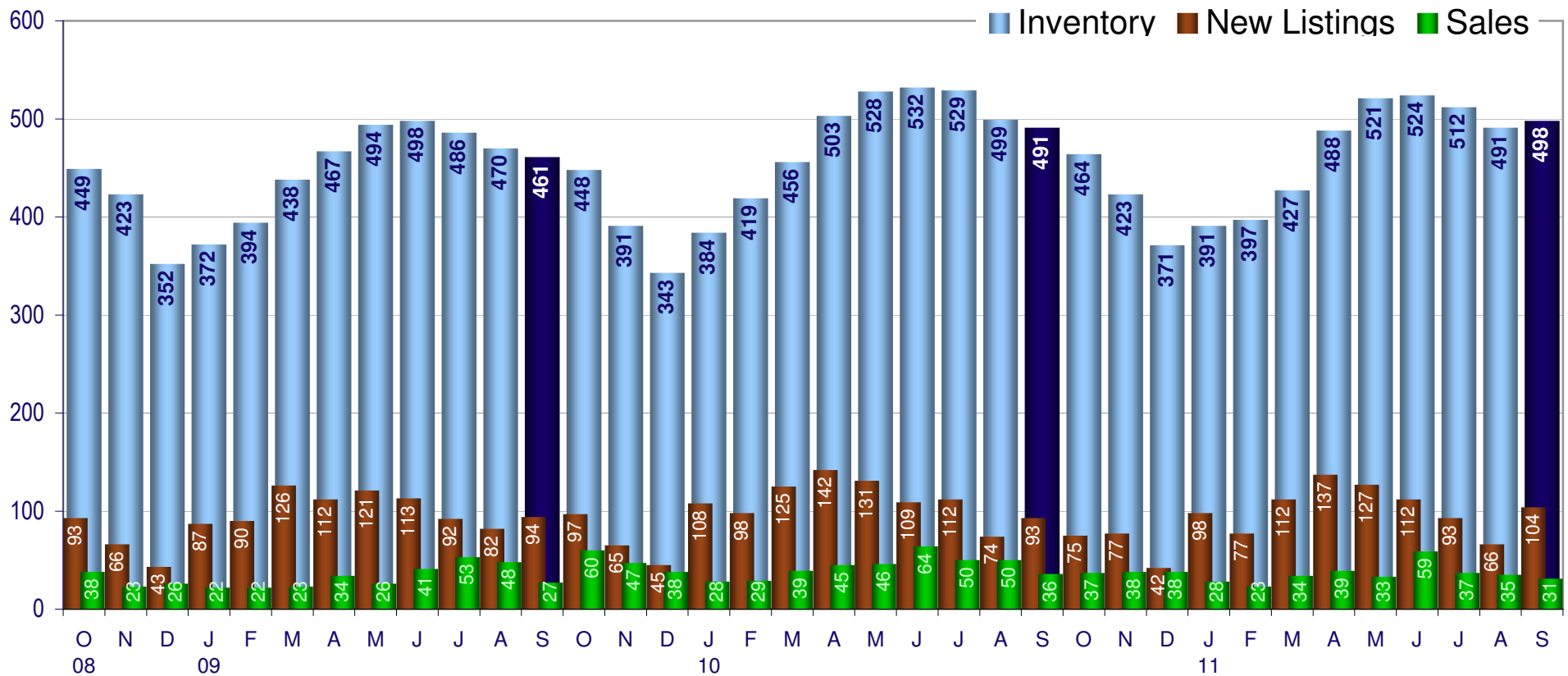
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