

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: 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	\$290,000	↔		↓				
Average List Price of all Current Listings	\$351,093	↔		↓				
August Median Sales Price	\$315,330	↑	↓	↓	\$313,500	↑	↑	↑
August Average Sales Price	\$319,098	↑	↓	↓	\$337,065	↑	↑	↑
Total Properties Currently for Sale (Inventory)	310	↓		↑				
August Number of Properties Sold	16	↓		↓	144	↑		
August Average Days on Market (Solds)	105	↓	↓	↓	112	↑	↑	↑
Asking Price per Square Foot (based on New Listings)	\$262	↓	↔	↓	\$271	↓	↓	↓
August Sold Price per Square Foot	\$224	↔	↓	↓	\$246	↓	↓	↓
August Month's Supply of Inventory	19.4	↑	↑	↑	18.5	↑	↑	↑
August Sale Price vs List Price Ratio	94.7%	↑	↓	↓	95.0%	↑	↔	↔

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2009) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

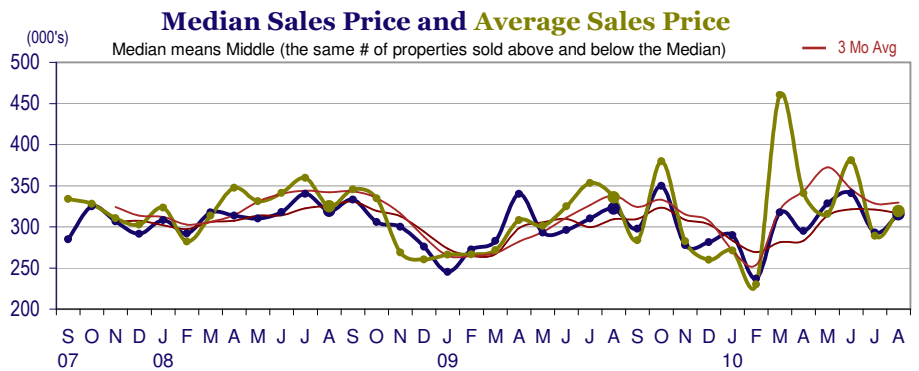
Property Sales

August Property sales were 16, down 11.1% from 18 in August of 2009 and 23.8% lower than the 21 sales last month. August 2010 sales were at their lowest level compared to August of 2009 and 2008. August YTD sales of 144 are running 5.9% ahead of last year's year-to-date sales of 136.



Prices

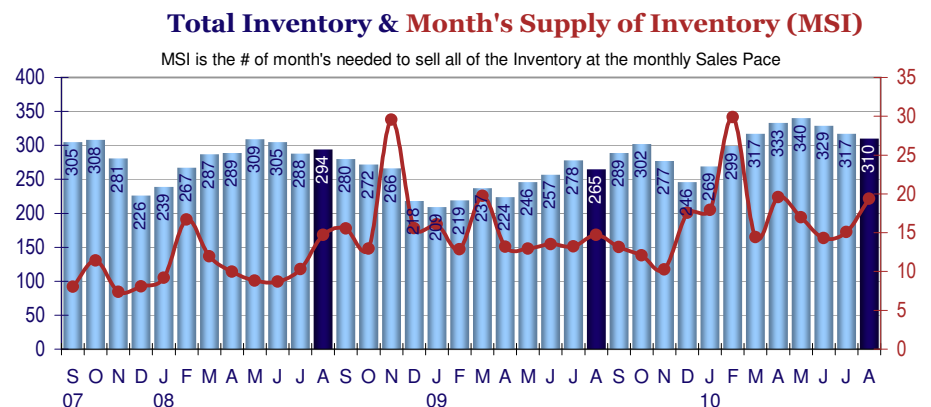
The Median Sales Price in August was \$315,330, down 2.1% from \$322,250 in August of 2009 and up 7.6% from \$293,000 last month. The Average Sales Price in August was \$319,098, down 5.0% from \$335,911 in August of 2009 and up 10.4% from \$288,940 last month. August 2010 ASP was at the lowest level compared to August of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of August was 310, down 2.2% from 317 last month and up 17.0% from 265 in August of last year. August 2010 Inventory was at its highest level compared with August of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2010 MSI of 19.4 months was at its highest level compared with August of 2009 and 2008.



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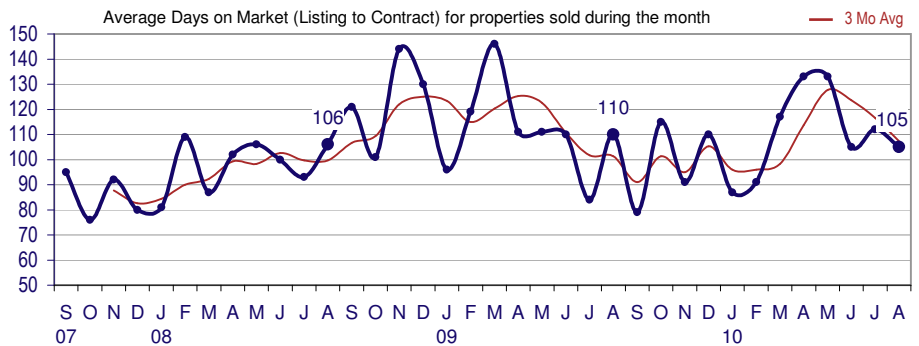


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Market Time

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 August was 105, down 6.3% from 112 days last month and down 4.5% from 110 days in August of last year. The August 2010 DOM was at its lowest level compared with August of 2009 and 2008.

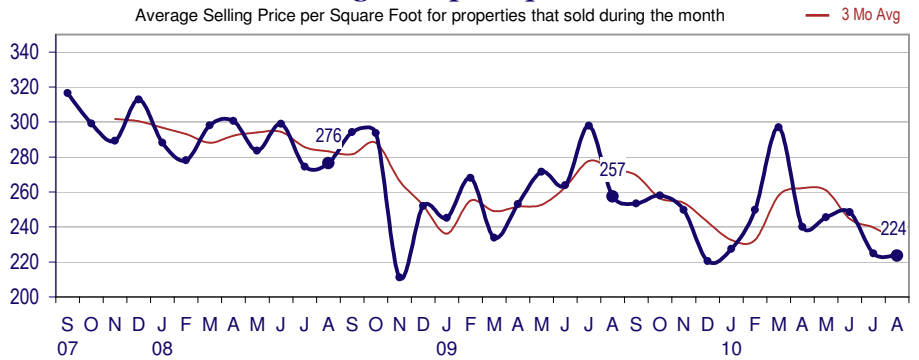
Days On Market for Sold Properties



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 August 2010 Selling Price per Square Foot of \$224 was down 0.6% from \$225 last month and down 13.2% from 257 in August of last year.

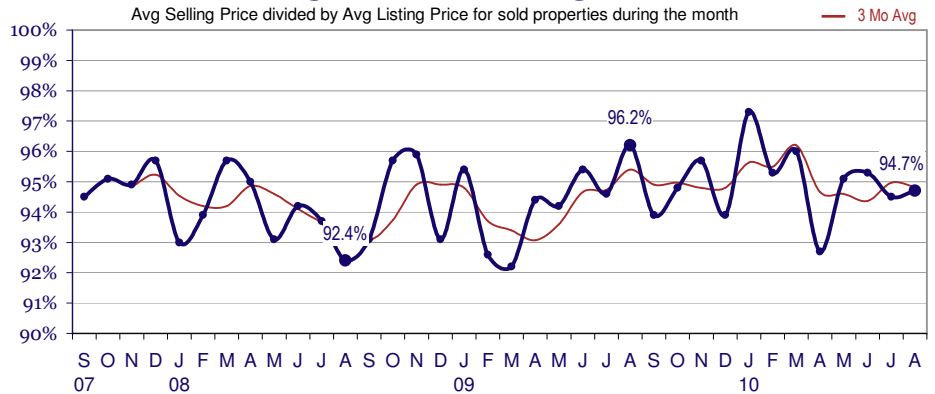
Selling Price per Square Foot



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 August 2010 Selling Price vs Original List Price of 94.7% was up from 94.5% last month and down from 96.2% in August of last year.

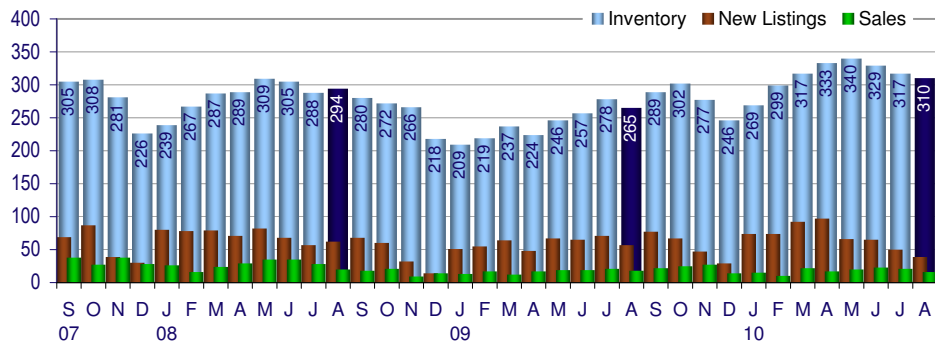
Selling Price versus Listing Price Ratio



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 August 2010 was 39, down 22.0% from 50 last month and down 31.6% from 57 in August of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

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August 2010

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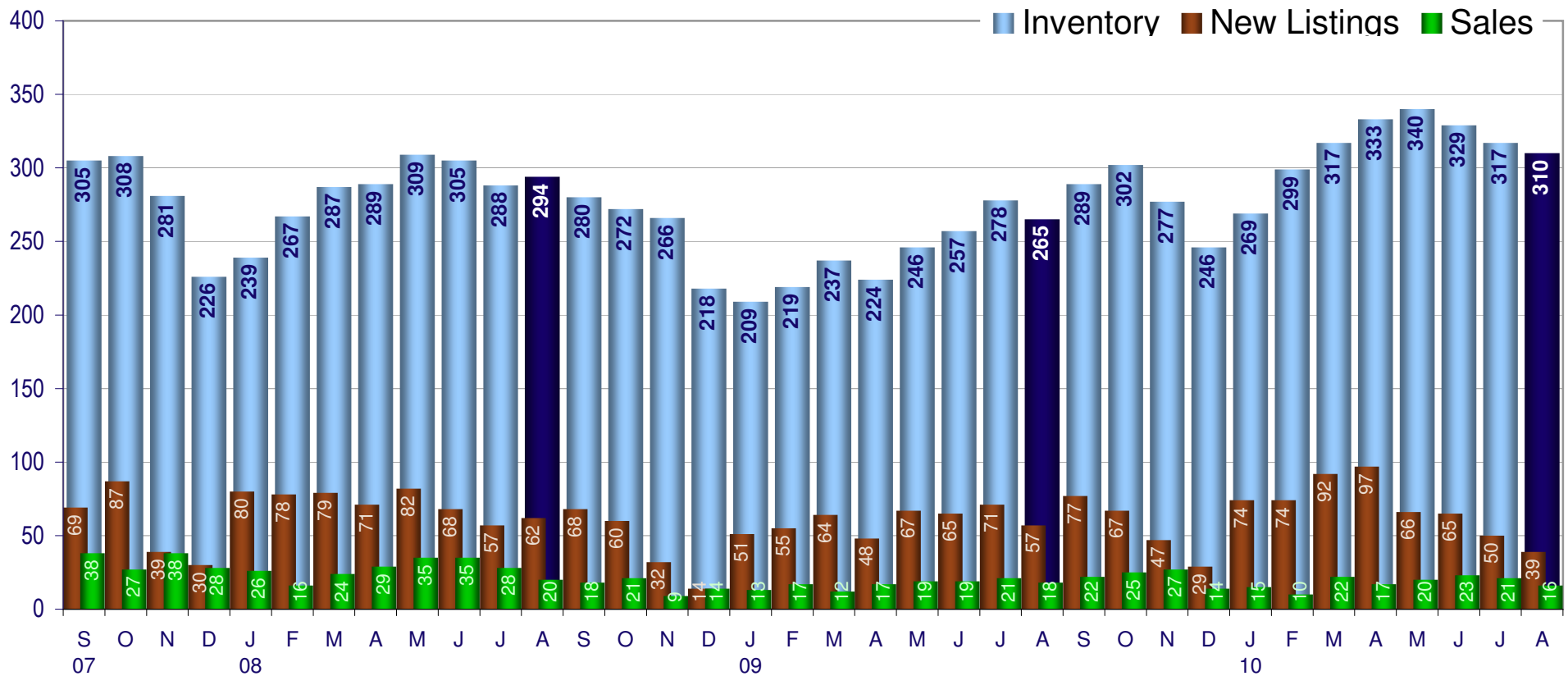
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