

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 | \$539,000 | ↔ | | ↔ | | | | |
| Average List Price of all Current Listings | \$857,276 | ↑ | | ↓ | | | | |
| August Median Sales Price | \$425,000 | ↓ | ↓ | ↓ | ↓ | \$436,000 | ↓ | ↔ |
| August Average Sales Price | \$517,576 | ↓ | ↓ | ↓ | ↓ | \$541,071 | ↑ | ↑ |
| Total Properties Currently for Sale (Inventory) | 496 | ↓ | | ↑ | | | | |
| August Number of Properties Sold | 39 | ↓ | | ↓ | | 324 | ↑ | |
| August Average Days on Market (Solds) | 137 | ↑ | ↑ | ↑ | ↑ | 107 | ↔ | ↑ |
| Asking Price per Square Foot (based on New Listings) | \$267 | ↓ | ↓ | ↓ | ↓ | \$307 | ↓ | ↔ |
| August Sold Price per Square Foot | \$243 | ↓ | ↓ | ↓ | ↓ | \$258 | ↓ | ↓ |
| August Month's Supply of Inventory | 12.7 | ↑ | ↑ | ↑ | ↓ | 12.3 | ↓ | ↓ |
| August Sale Price vs List Price Ratio | 96.0% | ↑ | ↑ | ↑ | ↑ | 94.3% | ↑ | ↑ |

* 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)

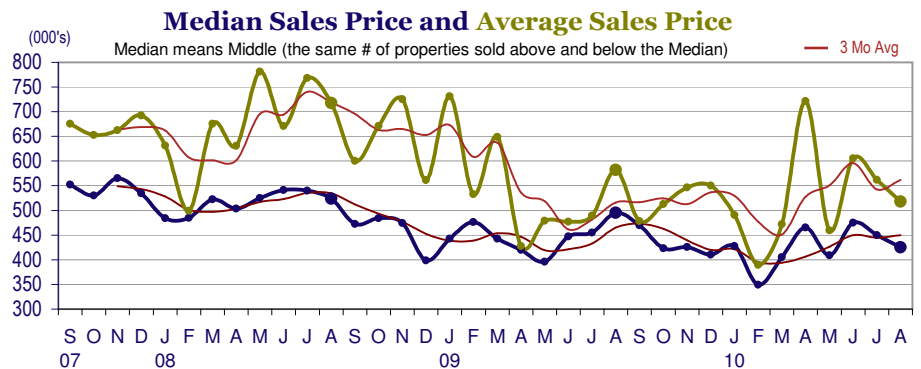
Property Sales

August Property sales were 39, down 18.8% from 48 in August of 2009 and 17.0% lower than the 47 sales last month. August 2010 sales were at their lowest level compared to August of 2009 and 2008. August YTD sales of 324 are running 20.4% ahead of last year's year-to-date sales of 269.



Prices

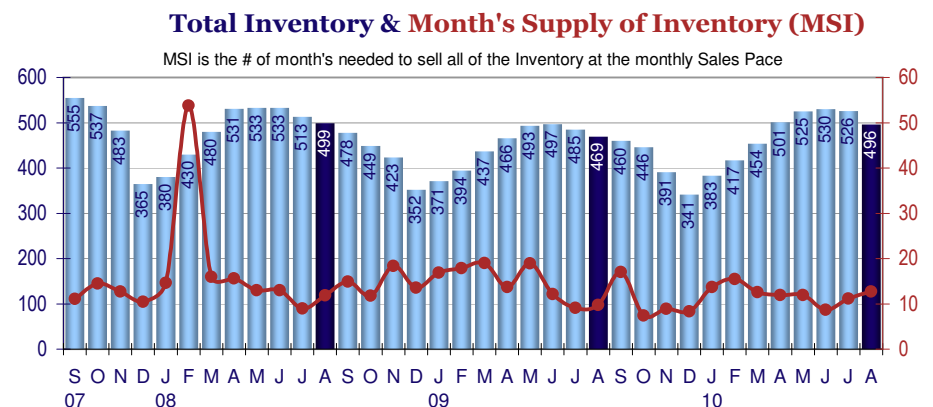
The Median Sales Price in August was \$425,000, down 14.1% from \$495,000 in August of 2009 and down 5.5% from \$449,900 last month. The Average Sales Price in August was \$517,576, down 11.1% from \$582,050 in August of 2009 and down 7.9% from \$561,915 last month. August 2010 ASP was at the lowest level compared to August of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of August was 496, down 5.7% from 526 last month and up 5.8% from 469 in August of last year. August 2010 Inventory was at a mid 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 12.7 months was at its highest level compared with August of 2009 and 2008.



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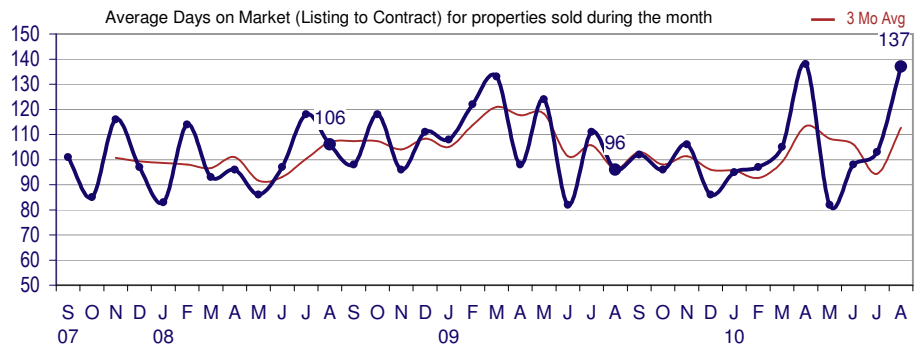


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Market Time

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 137, up 33.0% from 103 days last month and up 42.7% from 96 days in August of last year. The August 2010 DOM was at a mid level compared with August of 2009 and 2008.

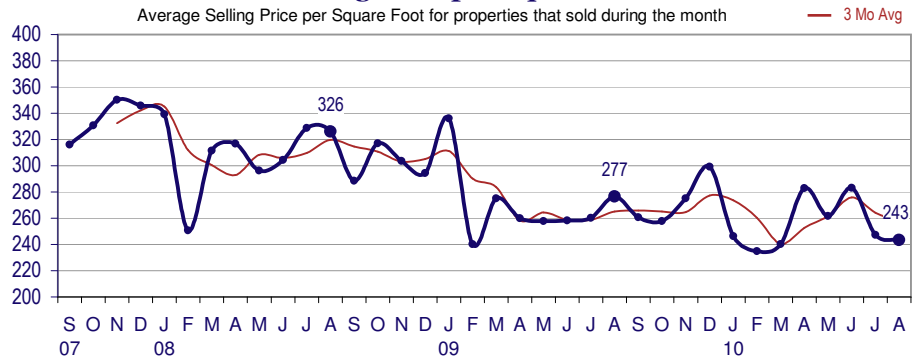
Days On Market for Sold Properties



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 \$243 was down 1.5% from \$247 last month and down 12.0% from 277 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 96.0% was up from 95.0% last month and up from 94.0% in August of last year.

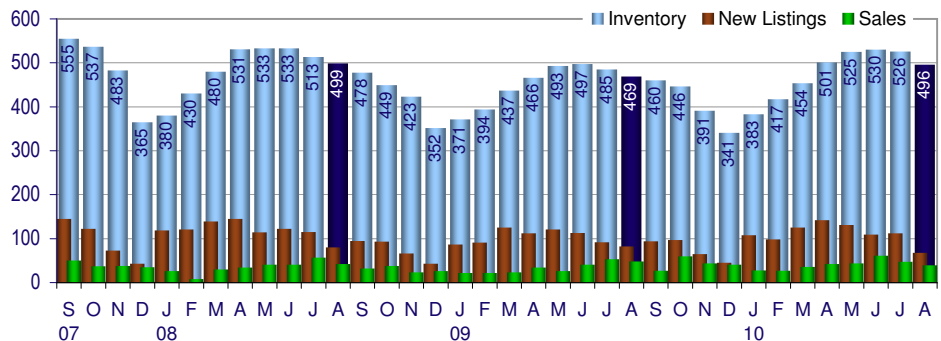
Selling Price versus Listing Price Ratio



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 68, down 39.3% from 112 last month and down 17.1% from 82 in August of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

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August 2010

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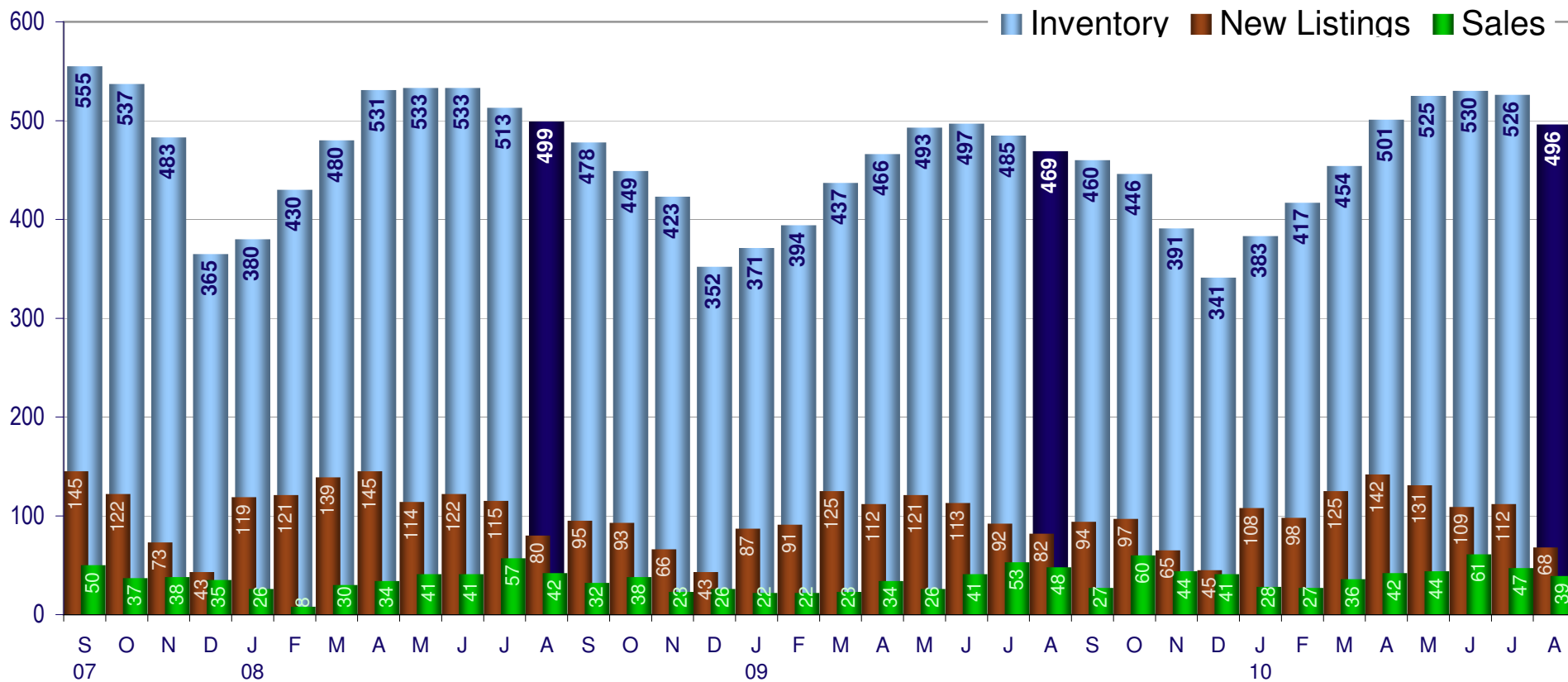
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