

City: *Norwalk*

**Bunny Mostad and Deb Alderson**

Helping Families Find Homes and Homes Find Families

203.803.5695

Bunny@BunnyMostad.com

www.FairfieldCountyForSale.com



Price Range: All | Properties: Condo - TwnHm

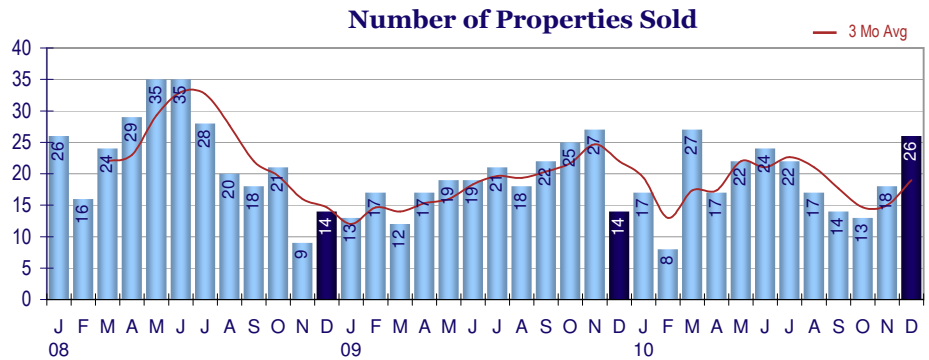
## Market Profile & Trends Overview

	Trending versus*:				Trending versus*:			
	Month	LM	L3M	PYM	LY	YTD	Prior YTD	Prior Year
Median List Price of all Current Listings	\$254,950	↓		↓				
Average List Price of all Current Listings	\$312,217	↓		↓				
December Median Sales Price	\$277,500	↓	↓	↓	↓	\$295,000	↓	↓
December Average Sales Price	\$298,871	↓	↓	↑	↓	\$324,166	↑	↑
Total Properties Currently for Sale (Inventory)	210	↓		↓				
December Number of Properties Sold	26	↑		↑		225	↔	↔
December Average Days on Market (Solds)	110	↔	↓	↔	↑	112	↑	↑
Asking Price per Square Foot (based on New Listings)	\$223	↓	↓	↓	↓	\$266	↓	↓
December Sold Price per Square Foot	\$237	↓	↔	↑	↓	\$243	↓	↓
December Month's Supply of Inventory	8.1	↓	↓	↓	↓	17.5	↑	↑
December Sale Price vs List Price Ratio	95.3%	↑	↔	↑	↑	95.1%	↑	↑

\* 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)

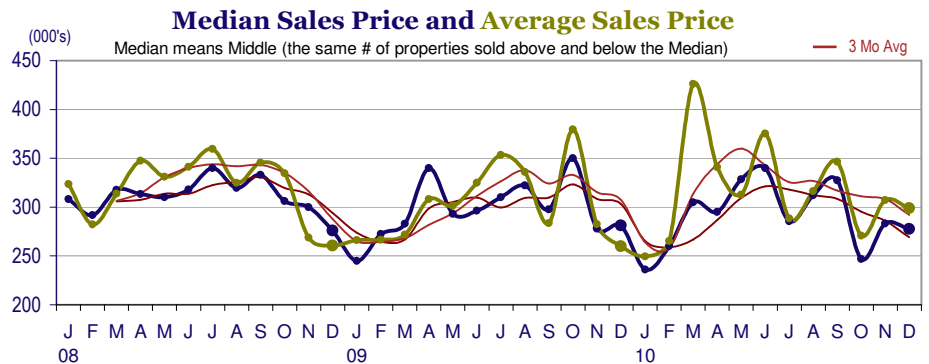
## Property Sales

December Property sales were 26, up 85.7% from 14 in December of 2009 and 44.4% higher than the 18 sales last month. December 2010 sales were at their highest level compared to December of 2009 and 2008. December YTD sales of 225 are running 0.4% ahead of last year's year-to-date sales of 224.



## Prices

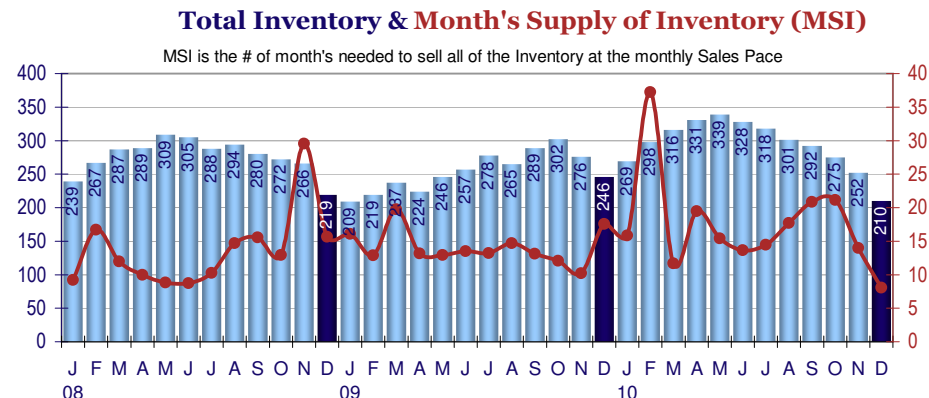
The Median Sales Price in December was \$277,500, down 1.3% from \$281,250 in December of 2009 and down 2.1% from \$283,375 last month. The Average Sales Price in December was \$298,871, up 15.0% from \$259,923 in December of 2009 and down 2.7% from \$307,092 last month. December 2010 ASP was at the highest level compared to December of 2009 and 2008.



## Inventory & MSI

The Total Inventory of Properties available for sale as of December was 210, down 16.7% from 252 last month and down 14.6% from 246 in December of last year. December 2010 Inventory was at its lowest level compared with December of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2010 MSI of 8.1 months was at its lowest level compared with December of 2009 and 2008.



City: *Norwalk*

**Bunny Mostad and Deb Alderson**

Helping Families Find Homes and Homes Find Families

203.803.5695

Bunny@BunnyMostad.com

www.FairfieldCountyForSale.com

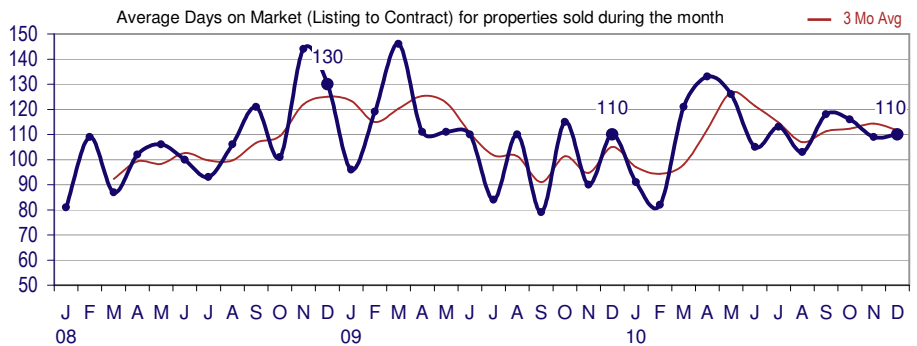


Price Range: All | Properties: Condo - TwnHm

## 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 December was 110, up 0.9% from 109 days last month and equal to 110 days in December of last year. The December 2010 DOM was at its lowest level compared with December of 2009 and 2008.

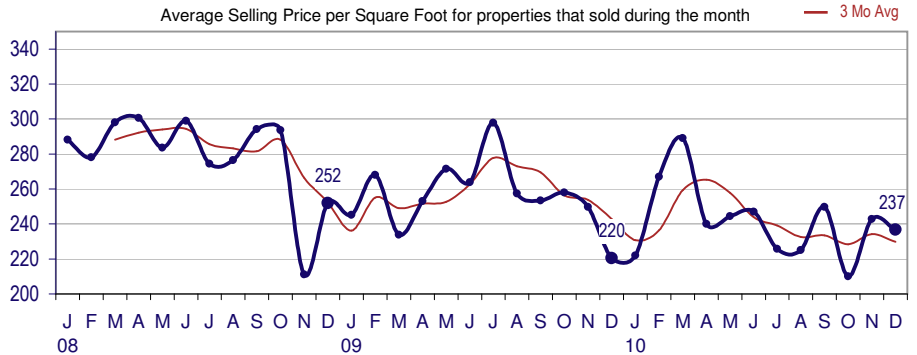
## Days On Market for Sold Properties



## 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 December 2010 Selling Price per Square Foot of \$237 was down 2.4% from \$243 last month and up 7.4% from 220 in December of last year.

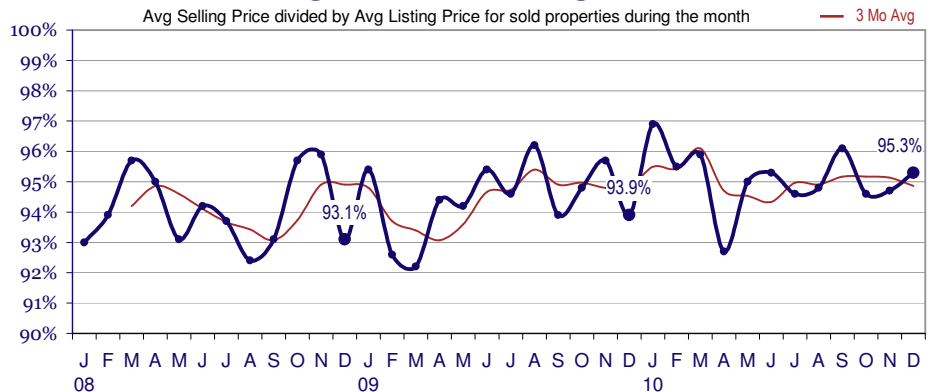
## Selling Price per Square Foot



## 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 December 2010 Selling Price vs Original List Price of 95.3% was up from 94.7% last month and up from 93.9% in December of last year.

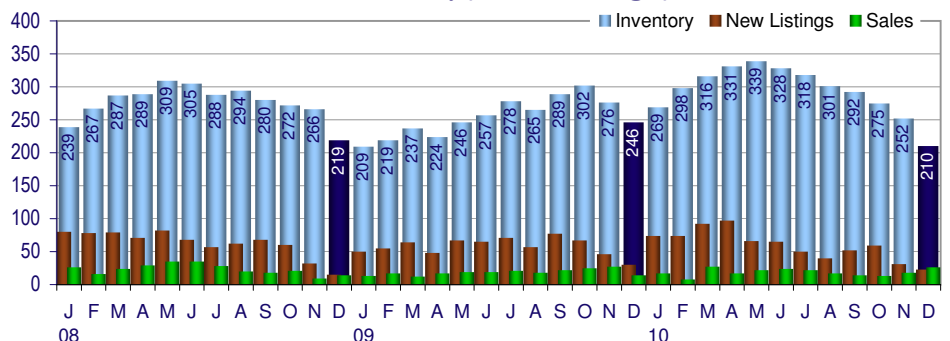
## Selling Price versus Listing Price Ratio



## 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 December 2010 was 23, down 25.8% from 31 last month and down 23.3% from 30 in December of last year.

## Inventory / New Listings / Sales





## 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 December 2010 was 23, down 25.8% from 31 last month and down 23.3% from 30 in December of last year.

