

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

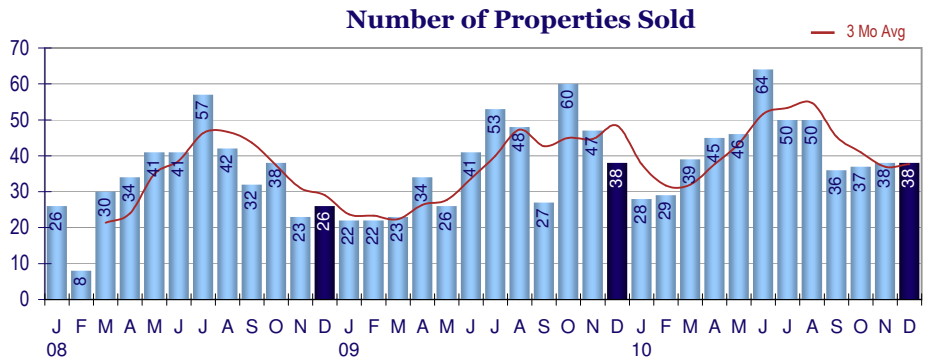
Market Profile & Trends Overview

	Trending versus*:				Trending versus*:			
	Month	LM	L3M	PYM	LY	YTD	Prior YTD	Prior Year
Median List Price of all Current Listings	\$489,900	↓		↓				
Average List Price of all Current Listings	\$754,967	↓		↓				
December Median Sales Price	\$400,000	↓	↓	↓	↓	\$440,750	↔	↔
December Average Sales Price	\$552,720	↑	↓	↓	↑	\$561,123	↑	↑
Total Properties Currently for Sale (Inventory)	361	↓		↑				
December Number of Properties Sold	38	↔		↔		500	↑	
December Average Days on Market (Solds)	132	↑	↑	↑	↑	111	↑	↑
Asking Price per Square Foot (based on New Listings)	\$298	↓	↓	↑	↓	\$304	↔	↔
December Sold Price per Square Foot	\$254	↑	↔	↓	↓	\$260	↓	↓
December Month's Supply of Inventory	9.5	↓	↓	↑	↓	11.5	↓	↓
December Sale Price vs List Price Ratio	95.4%	↑	↑	↑	↑	94.1%	↑	↑

* 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)

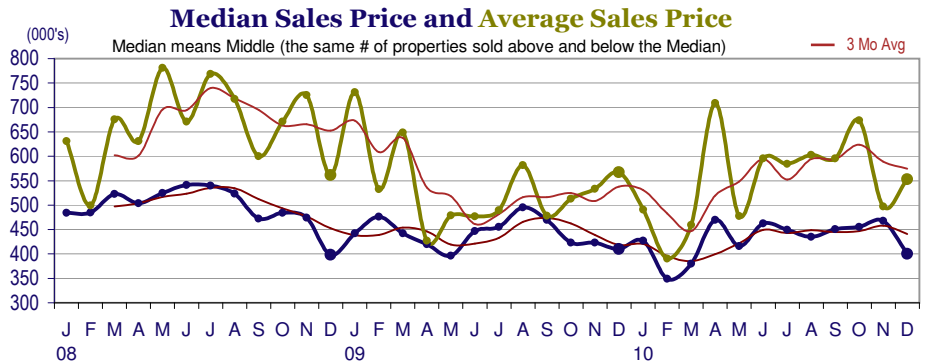
Property Sales

December Property sales were 38, equal to 38 in December of 2009 and the same as the 38 sales last month. December 2010 sales were at their highest level compared to December of 2009 and 2008. December YTD sales of 500 are running 13.4% ahead of last year's year-to-date sales of 441.



Prices

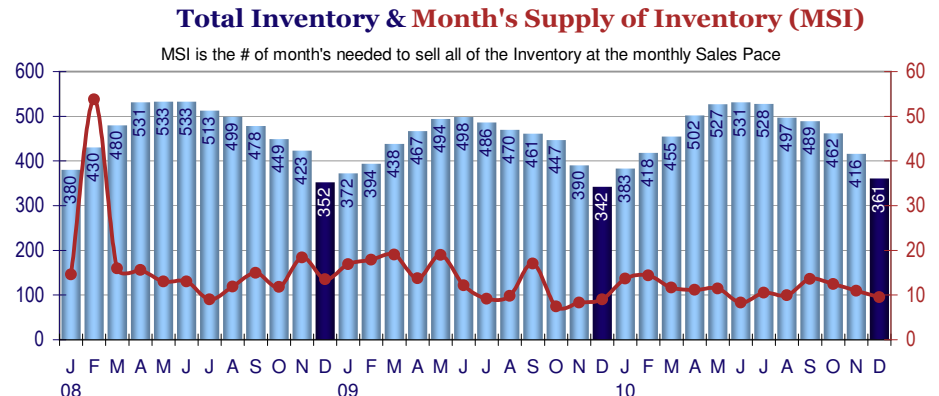
The Median Sales Price in December was \$400,000, down 2.4% from \$410,000 in December of 2009 and down 14.4% from \$467,500 last month. The Average Sales Price in December was \$552,720, down 2.6% from \$567,679 in December of 2009 and up 11.2% from \$497,226 last month. December 2010 ASP was at the lowest level compared to December of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of December was 361, down 13.2% from 416 last month and up 5.6% from 342 in December of last year. December 2010 Inventory was at its highest 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 9.5 months was at a mid level compared with December of 2009 and 2008.



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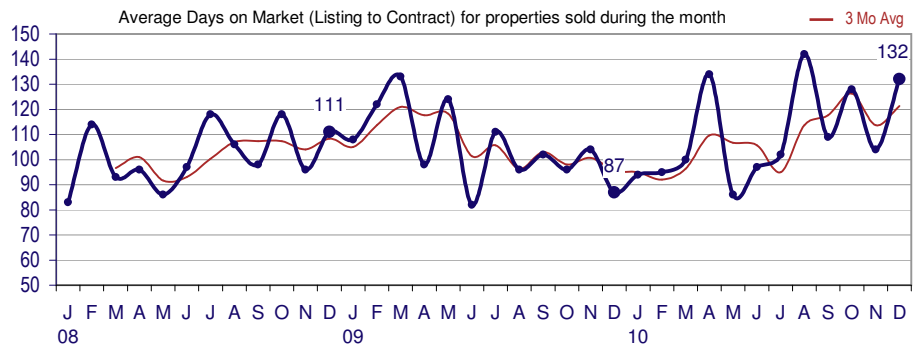


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Market Time

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 December was 132, up 26.9% from 104 days last month and up 51.7% from 87 days in December of last year. The December 2010 DOM was at a mid level compared with December of 2009 and 2008.

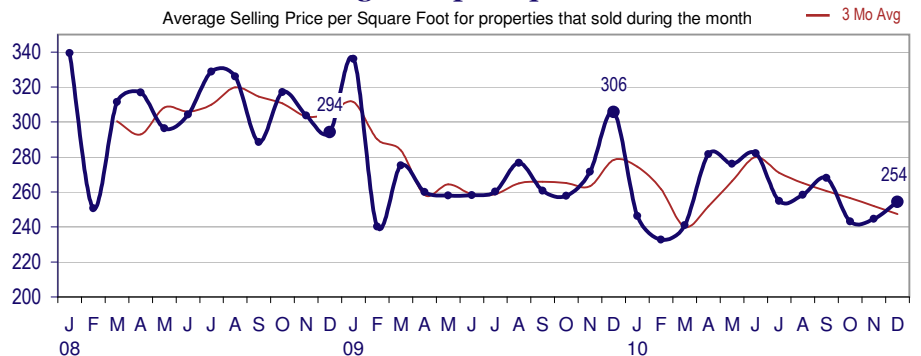
Days On Market for Sold Properties



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 \$254 was up 4.0% from \$245 last month and down 16.8% from 306 in December of last year.

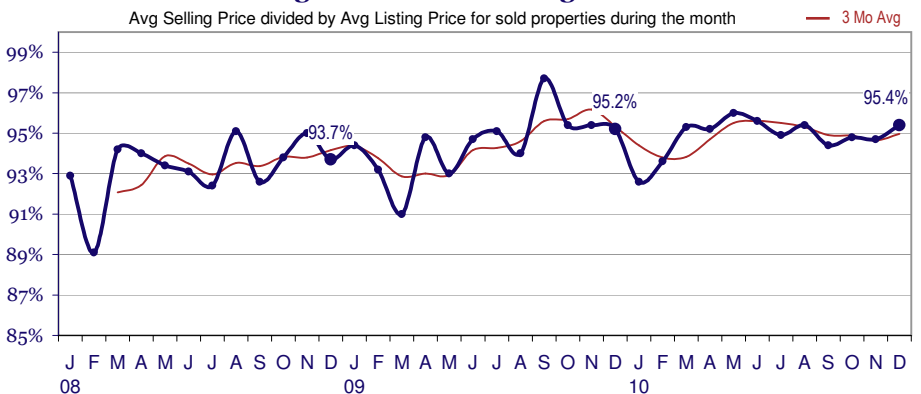
Selling Price per Square Foot



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 95.4% was up from 94.7% last month and up from 95.2% in December of last year.

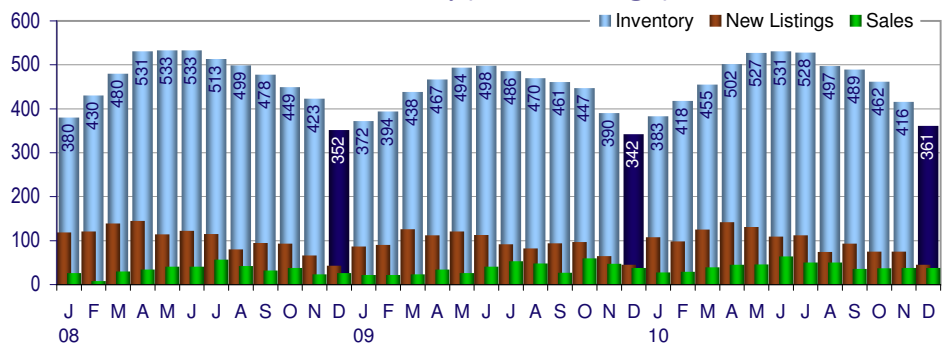
Selling Price versus Listing Price Ratio



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 45, down 40.0% from 75 last month and equal to 45 in December of last year.

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