

MARKET ACTION REPORT

July 2010

City: *Norwalk*

Bunny Mostad and Deb Alderson

Helping Families Find Homes and Homes Find Families

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www.FairfieldCountyForSale.com



Price Range: Below to 100,000,000 | Properties: Condo - TwnHm

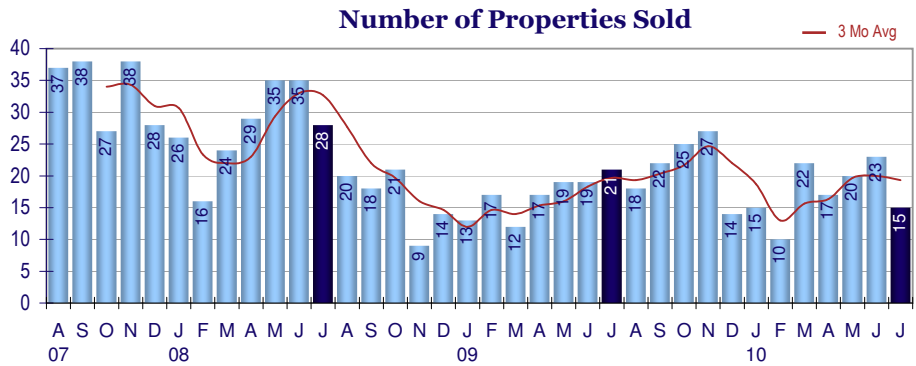
Market Profile & Trends Overview

	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	\$351,681	↔		↓				
July Median Sales Price	\$326,000	↓	↓	↑	↑	\$320,000	↑	↑
July Average Sales Price	\$306,883	↓	↓	↓	↔	\$343,995	↑	↑
Total Properties Currently for Sale (Inventory)	321	↓		↑				
July Number of Properties Sold	15	↓		↓		122	↑	
July Average Days on Market (Solds)	120	↑	↓	↑	↑	114	↑	↑
Asking Price per Square Foot (based on New Listings)	\$273	↑	↑	↓	↓	\$273	↓	↓
July Sold Price per Square Foot	\$220	↓	↓	↓	↓	\$250	↓	↓
July Month's Supply of Inventory	21.4	↑	↑	↑	↑	19.2	↑	↑
July Sale Price vs List Price Ratio	94.2%	↓	↔	↓	↓	94.9%	↑	↔

* 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)

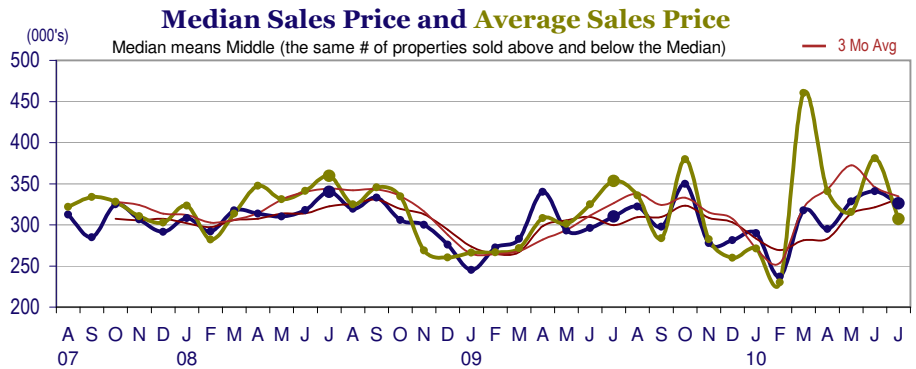
Property Sales

July Property sales were 15, down 28.6% from 21 in July of 2009 and 34.8% lower than the 23 sales last month. July 2010 sales were at their lowest level compared to July of 2009 and 2008. July YTD sales of 122 are running 3.4% ahead of last year's year-to-date sales of 118.



Prices

The Median Sales Price in July was \$326,000, up 5.2% from \$310,000 in July of 2009 and down 4.4% from \$341,000 last month. The Average Sales Price in July was \$306,883, down 13.1% from \$353,214 in July of 2009 and down 19.5% from \$381,056 last month. July 2010 ASP was at the lowest level compared to July of 2009 and 2008.



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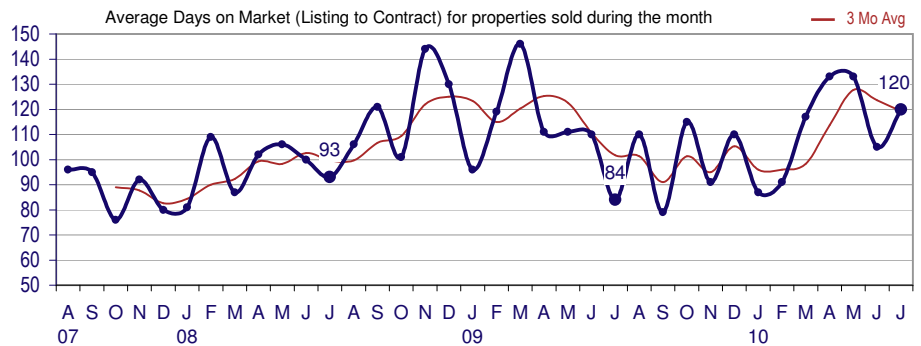


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Market Time

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 July was 120, up 14.3% from 105 days last month and up 42.9% from 84 days in July of last year. The July 2010 DOM was at a mid level compared with July of 2009 and 2008.

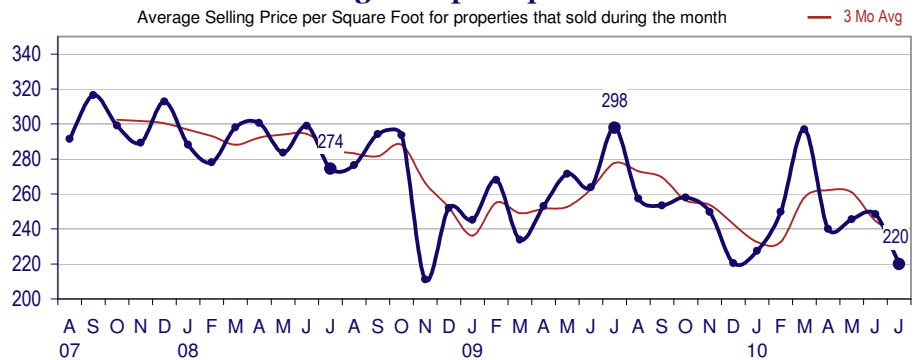
Days On Market for Sold Properties



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 July 2010 Selling Price per Square Foot of \$220 was down 11.5% from \$249 last month and down 26.1% from 298 in July of last year.

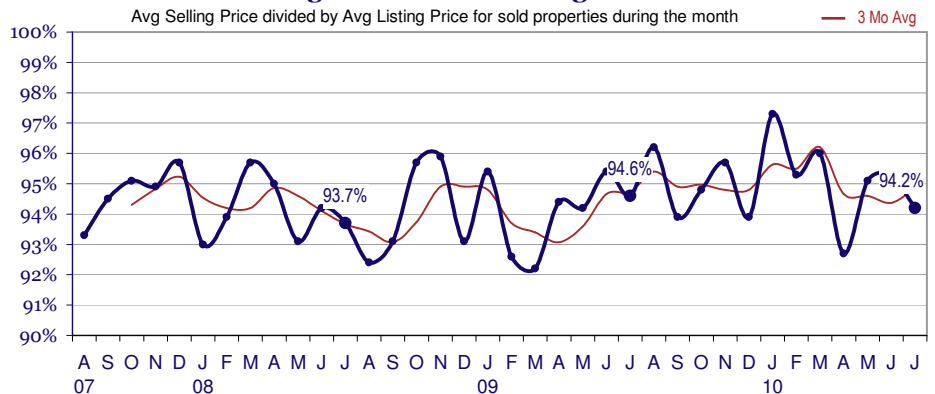
Selling Price per Square Foot



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 July 2010 Selling Price vs Original List Price of 94.2% was down from 95.3% last month and down from 94.6% in July of last year.

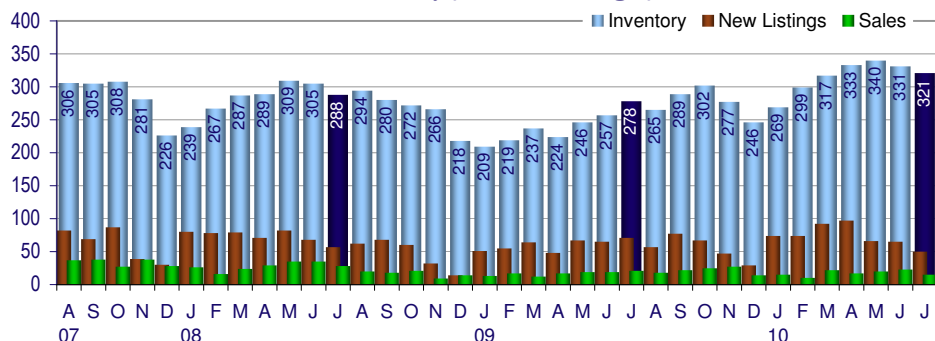
Selling Price versus Listing Price Ratio



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 July 2010 was 50, down 23.1% from 65 last month and down 29.6% from 71 in July of last year.

Inventory / New Listings / Sales



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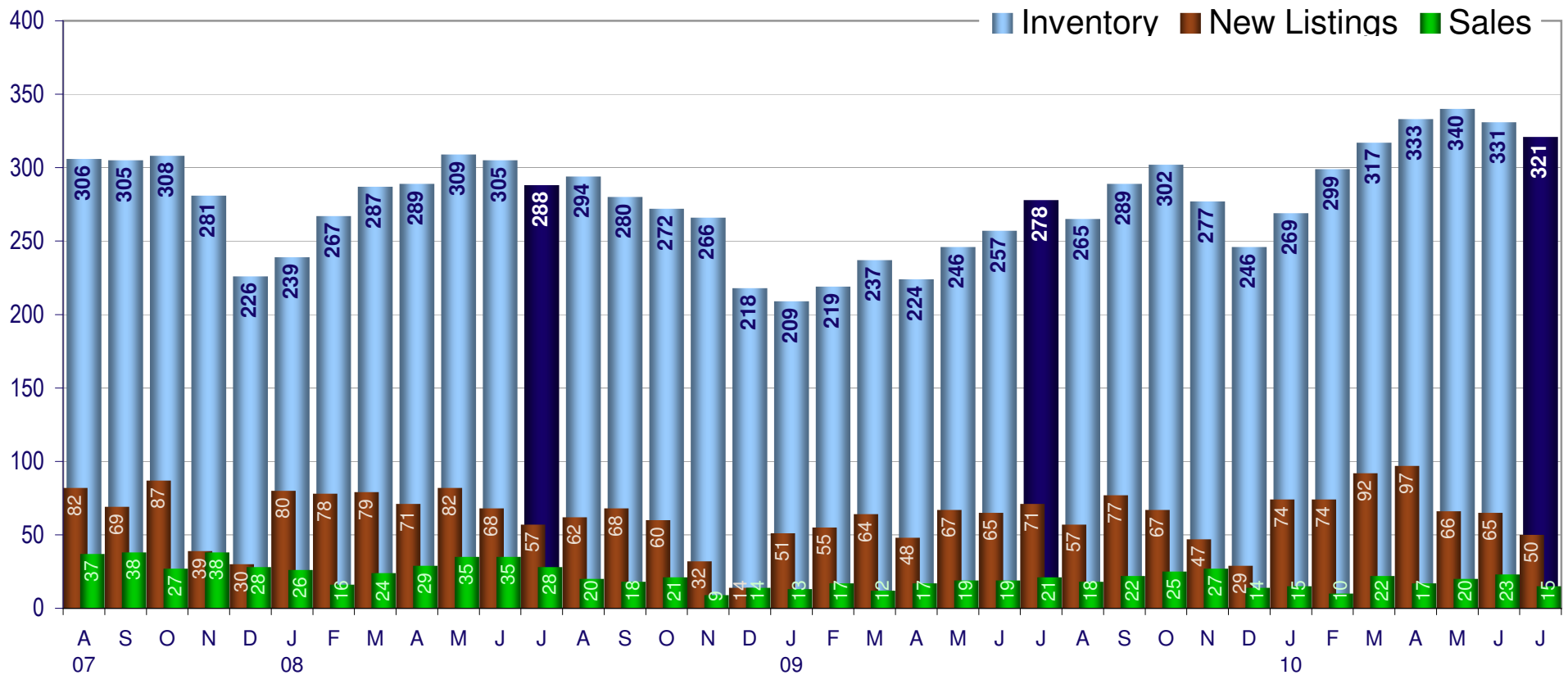
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