

City: Norwalk

Bunny Mostad and Deb Alderson

Helping Families Find Homes and Homes Find Families

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Market Profile & Trends Overview

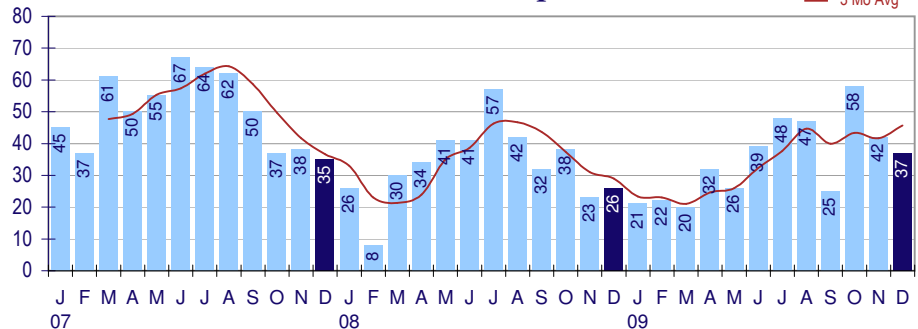
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$525,000	↓		↓				
Average List Price of all Current Listings	\$878,795	↓		↓				
December Median Sales Price	\$410,000	↓	↓	↑	↓	\$479,000	↓	↓
December Average Sales Price	\$571,251	↑	↑	↑	↓	\$529,139	↓	↓
Total Properties Currently for Sale (Inventory)	333	↓		↓				
December Number of Properties Sold	37	↓		↑		417	↑	
December Average Days on Market (Solds)	87	↓	↓	↓	↓	103	↔	↔
Asking Price per Square Foot (based on New Listings)	\$360	↑	↑	↑	↑	\$298	↓	↓
December Sold Price per Square Foot	\$303	↑	↑	↑	↓	\$271	↓	↓
December Month's Supply of Inventory	9.0	↓	↑	↓	↓	14.0	↓	↓
December Sale Price vs List Price Ratio	92.0%	↑	↑	↑	↔	88.0%	↓	↓

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

Property Sales

December Property sales were 37, up 42.3% from 26 in December of 2008 and -11.9% lower than the 42 sales last month. December 2009 sales were at their highest level compared to December of 2008 and 2007. December YTD sales of 417 are running 4.8% ahead of last year's year-to-date sales of 398.

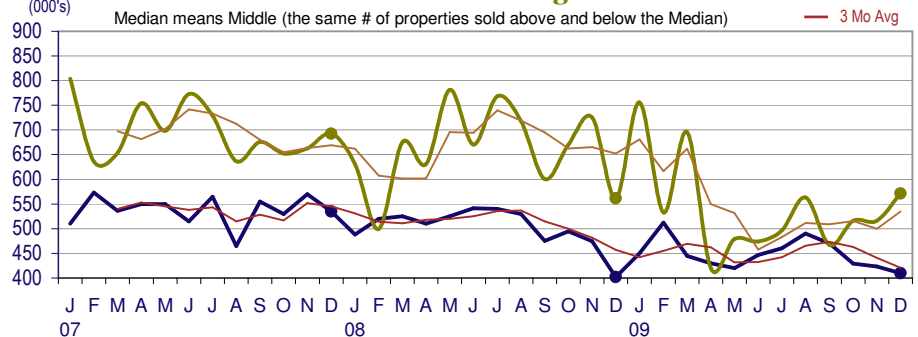
Number of Properties Sold



Prices

The Median Sales Price in December was \$410,000, up 2.0% from \$402,000 in December of 2008 and down -3.2% from \$423,500 last month. The Average Sales Price in December was \$571,251, up 1.7% from \$561,535 in December of 2008 and up 10.7% from \$516,125 last month. December 2009 ASP was at a mid range compared to December of 2008 and 2007.

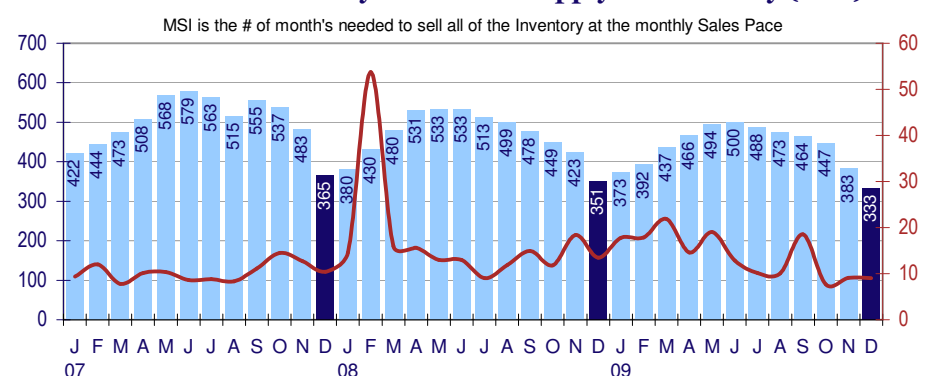
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of December was 333, down -13.1% from 383 last month and down -5.1% from 351 in December of last year. December 2009 Inventory was at its lowest level compared with December of 2008 and 2007.

Total Inventory & Month's Supply of Inventory (MSI)



A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2009 MSI of 9.0 months was at its lowest level compared with December of 2008 and 2007.

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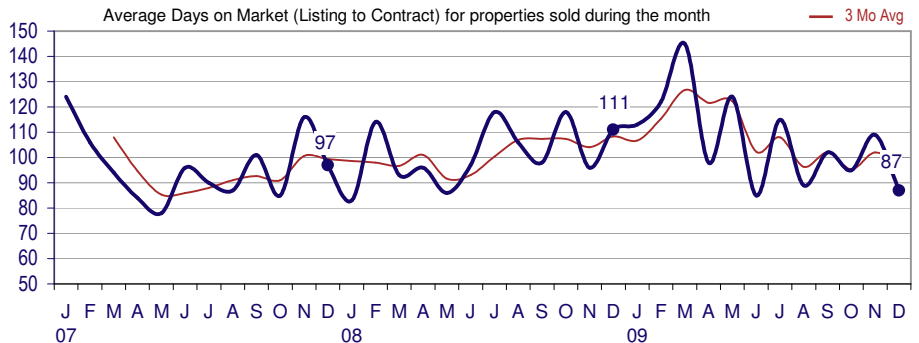
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Market Time

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 87, down -20.2% from 109 days last month and down -21.6% from 111 days in December of last year. The December 2009 DOM was at its lowest level compared with December of 2008 and 2007.

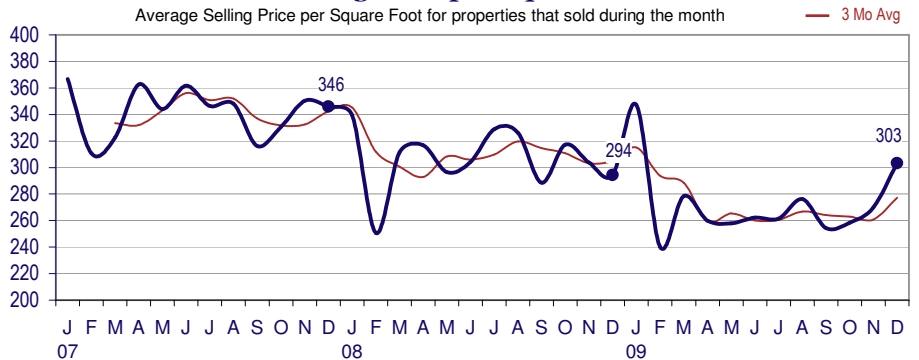
Days On Market for Sold Properties



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 2009 Selling Price per Square Foot of \$303 was up 12.3% from \$270 last month and up 3.0% from 294 in December of last year.

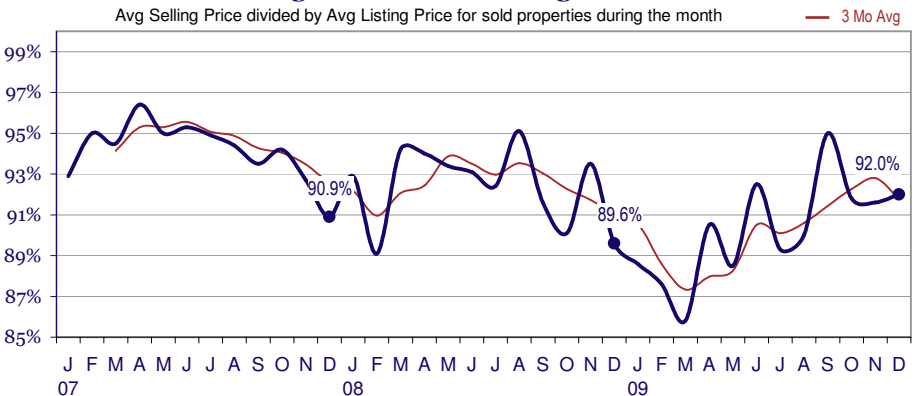
Selling Price per Square Foot



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 2009 Selling Price vs Original List Price of 92.0% was up from 91.6% last month and up from 89.6% in December of last year.

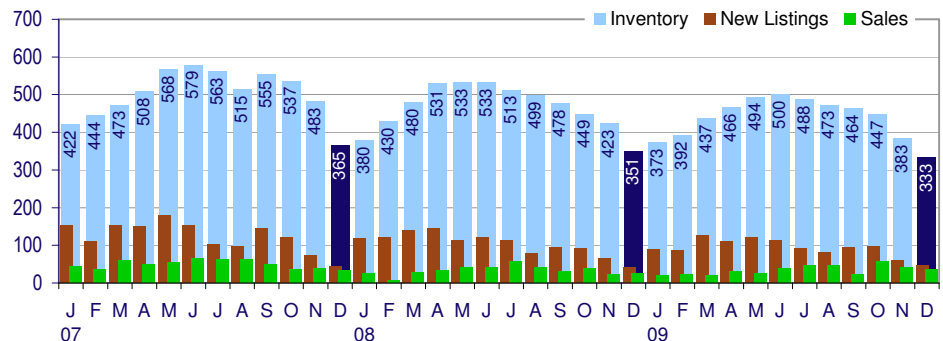
Selling Price versus Listing Price Ratio



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 2009 was 48, down -21.3% from 61 last month and up 14.3% from 42 in December of last year.

Inventory / New Listings / Sales



City: Norwalk

Price Range: All | Property Types: Single Family

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Homes Sold	45	37	61	50	55	67	64	62	50	37	38	35	26	8	30	34	41	41	57	42	32	38	23	26	21	22	20	32	26	39	48	47	25	58	42	37
3 Mo. Roll Avg			48	49	55	57	62	64	59	50	42	37	33	23	21	24	35	39	46	47	44	37	31	29	23	23	21	25	26	32	38	45	40	43	42	46

(000's)	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Median Sale Price	510	573	537	550	550	515	565	465	555	530	570	535	488	520	525	510	525	541	540	530	475	495	475	402	450	513	445	430	420	447	460	490	470	430	424	410
3 Mo. Roll Avg			540	553	546	538	543	515	528	517	552	545	531	514	511	518	520	525	535	537	515	500	482	457	442	455	469	463	432	432	442	466	473	463	441	421

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Inventory	422	444	473	508	568	579	563	515	555	537	483	365	380	430	480	531	533	533	513	499	478	449	423	351	373	392	437	466	494	500	488	473	464	447	383	333
MSI	9	12	8	10	10	9	9	8	11	15	13	10	15	54	16	16	13	13	9	12	15	12	18	14	18	18	22	15	19	13	10	10	19	8	9	9

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Days on Market	124	106	94	84	78	96	90	87	101	85	116	97	83	114	93	96	86	97	118	106	98	118	96	111	113	122	145	98	124	85	115	89	102	95	109	87
3 Mo. Roll Avg			108	95	85	86	88	91	93	91	101	99	99	98	97	101	92	93	100	107	107	107	104	108	107	115	127	122	122	102	108	96	102	95	102	97

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Price per Sq Ft	367	311	323	363	344	362	346	348	316	331	350	346	339	251	311	317	296	304	329	326	289	317	304	294	347	240	279	260	258	262	276	254	258	270	303	
3 Mo. Roll Avg			333	332	343	356	351	352	337	332	332	342	345	312	300	293	308	306	310	320	315	311	303	305	315	294	289	260	265	260	261	267	264	263	261	277

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Sale to List Price	0.929	0.950	0.945	0.964	0.950	0.953	0.949	0.944	0.935	0.942	0.927	0.909	0.929	0.891	0.942	0.940	0.934	0.931	0.924	0.951	0.916	0.901	0.935	0.896	0.886	0.876	0.858	0.905	0.885	0.925	0.893	0.900	0.950	0.918	0.916	0.920
3 Mo. Roll Avg			0.941	0.953	0.953	0.956	0.951	0.949	0.943	0.940	0.935	0.926	0.922	0.910	0.921	0.924	0.939	0.935	0.930	0.935	0.930	0.923	0.917	0.911	0.906	0.886	0.873	0.880	0.883	0.905	0.901	0.906	0.914	0.923	0.928	0.918

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
New Listings	154	112	154	150	181	154	104	97	145	122	73	43	119	121	139	145	114	122	115	80	95	93	67	42	89	88	126	112	121	113	92	82	94	97	61	48
Inventory	422	444	473	508	568	579	563	515	555	537	483	365	380	430	480	531	533	533	513	499	478	449	423	351	373	392	437	466	494	500	488	473	464	447	383	333
Sales	45	37	61	50	55	67	64	62	50	37	38	35	26	8	30	34	41	41	57	42	32	38	23	26	21	22	20	32	26	39	48	47	25	58	42	37

(000's)	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Avg Sale Price	804	636	654	754	698	773	729	637	676	653	662	692	631	499	675	631	781	671	768	718	600	671	725	562	756	533	696	420	479	474	496	564	467	516	516	571
3 Mo. Roll Avg			698	681	702	742	733	713	680	655	663	669	662	608	602	602	696	694	740	719	695	663	665	653	681	617	662	550	532	458	483	511	509	516	500	535

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