

MARKET ACTION REPORT

January 2010

City: Norwalk

Bunny Mostad & Deb Alderson

Helping Families Find Homes and Homes Find Families

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Price Range: All | Properties: Condo - TwnHm

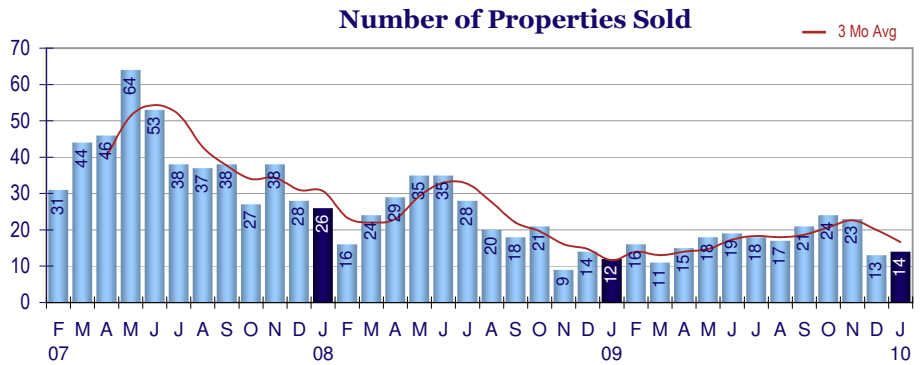
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$310,000	↓		↓				
Average List Price of all Current Listings	\$395,923	↔		↑				
January Median Sales Price	\$302,500	↑	↔	↑	↔	\$302,500	↑	↔
January Average Sales Price	\$281,336	↑	↓	↑	↓	\$281,336	↑	↓
Total Properties Currently for Sale (Inventory)	270	↑		↑				
January Number of Properties Sold	14	↑		↑		14	↑	
January Average Days on Market (Solds)	92	↓	↓	↓	↓	92	↓	↓
January Month's Supply of Inventory	19.3	↑	↑	↑	↑	19.3	↑	↑
January Sale Price vs List Price Ratio	91.6%	↑	↑	↑	↑	90.8%	↓	↔

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

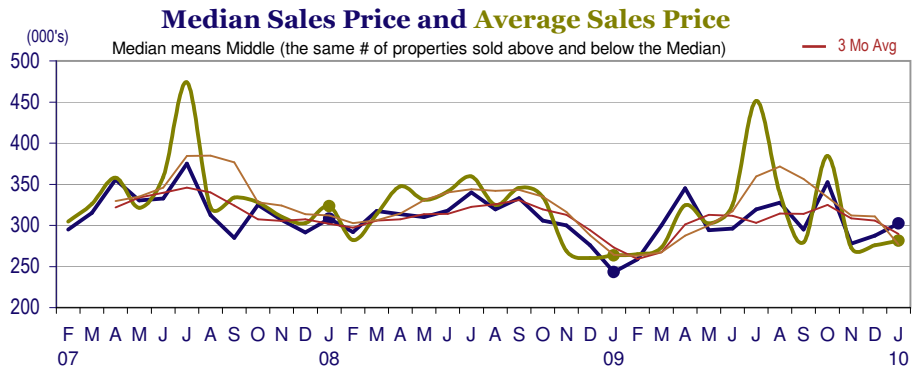
Property Sales

January Property sales were 14, up 16.7% from 12 in January of 2009 and 7.7% higher than the 13 sales last month. January 2010 sales were at a mid level compared to January of 2009 and 2008. January YTD sales of 14 are running 16.7% ahead of last year's year-to-date sales of 12.



Prices

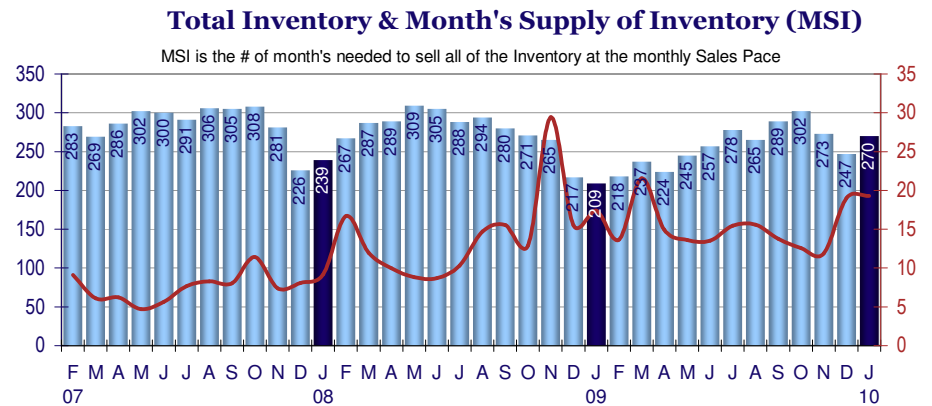
The Median Sales Price in January was \$302,500, up 24.4% from \$243,250 in January of 2009 and up 5.2% from \$287,500 last month. The Average Sales Price in January was \$281,336, up 6.8% from \$263,375 in January of 2009 and up 2.0% from \$275,686 last month. January 2010 ASP was at a mid range compared to January of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of January was 270, up 9.3% from 247 last month and up 29.2% from 209 in January of last year. January 2010 Inventory was at its highest level compared with January of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2010 MSI of 19.3 months was at its highest level compared with January of 2009 and 2008.



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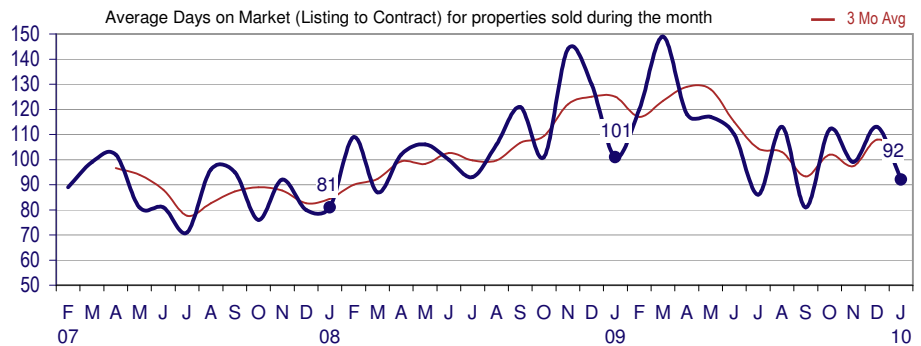


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Market Time

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 January was 92, down -18.6% from 113 days last month and down -8.9% from 101 days in January of last year. The January 2010 DOM was at a mid level compared with January of 2009 and 2008.

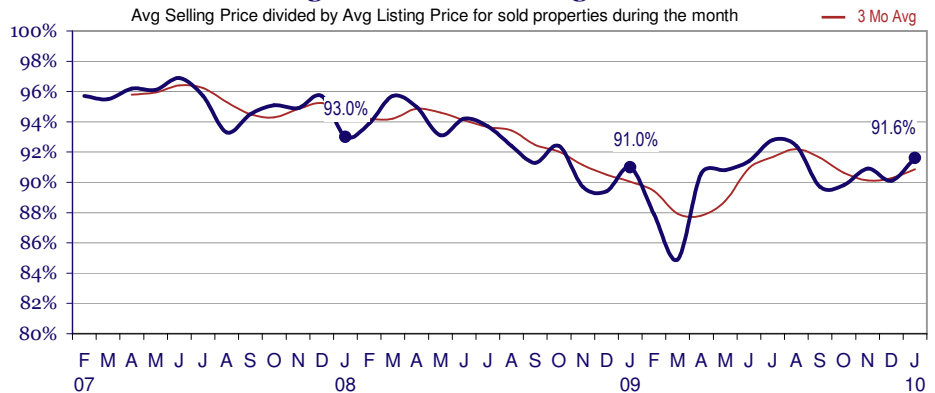
Days On Market for Sold Properties



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 January 2010 Selling Price vs Original List Price of 91.6% was up from 90.1% last month and up from 91.0% in January of last year.

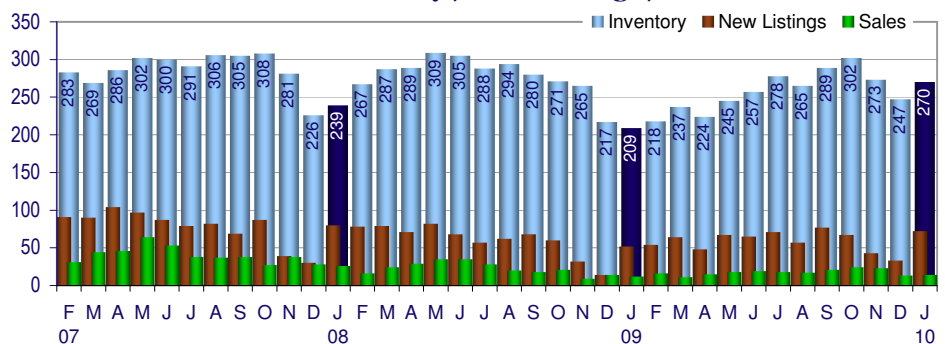
Selling Price versus Listing Price Ratio



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 January 2010 was 72, up 118.2% from 33 last month and up 38.5% from 52 in January of last year.

Inventory / New Listings / Sales



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	F 07	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10
Homes Sold	31	44	46	64	53	38	37	38	27	38	28	26	16	24	29	35	35	28	20	18	21	9	14	12	16	11	15	18	19	18	17	21	24	23	13	14
3 Mo. Roll Avg			40	51	54	52	43	38	34	34	31	31	23	22	23	29	33	33	28	22	20	16	15	12	14	13	14	15	17	18	18	19	21	23	20	17

(000's)	F 07	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10
Median Sale Price	295	315	356	331	333	375	313	285	325	307	291	308	292	318	314	310	318	340	320	333	306	300	276	243	259	300	345	294	296	320	328	295	353	278	288	303
3 Mo. Roll Avg			322	334	340	346	340	324	307	305	308	302	297	306	308	314	314	323	326	331	320	313	294	273	259	267	301	313	312	303	314	314	325	309	306	289

	F 07	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10
Inventory	283	269	286	302	300	291	306	305	308	281	226	239	267	287	289	309	305	288	294	280	271	265	217	209	218	237	224	245	257	278	265	289	302	273	247	270
MSI	9	6	6	5	6	8	8	8	11	7	8	9	17	12	10	9	9	10	15	16	13	29	16	17	14	22	15	14	14	15	16	14	13	12	19	19

	F 07	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10
Days on Market	89	99	102	81	81	71	96	95	76	92	80	81	109	87	102	106	100	93	106	121	101	144	130	101	120	149	118	117	110	86	113	81	112	99	113	92
3 Mo. Roll Avg			97	94	88	78	83	87	89	88	83	84	90	92	99	98	103	100	100	107	109	122	125	125	117	123	129	128	115	104	103	93	102	97	108	101

	F 07	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10
Price per Sq Ft	298	308	312	309	307	327	291	316	299	289	313	288	278	298	301	284	299	274	276	294	294	211	252	248	269	234	254	274	264	384	259	253	258	248	233	235
3 Mo. Roll Avg			306	309	309	314	309	312	302	302	300	297	293	288	292	294	294	286	283	282	288	266	252	237	256	250	252	254	264	307	302	299	257	253	247	239

	F 07	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10
Sale to List Price	0.957	0.955	0.962	0.961	0.969	0.957	0.933	0.945	0.951	0.949	0.957	0.930	0.939	0.957	0.950	0.931	0.942	0.937	0.924	0.913	0.924	0.897	0.894	0.910	0.879	0.849	0.906	0.908	0.914	0.928	0.924	0.897	0.898	0.909	0.901	0.916
3 Mo. Roll Avg			0.958	0.959	0.964	0.962	0.953	0.945	0.943	0.948	0.952	0.945	0.942	0.942	0.949	0.946	0.941	0.937	0.934	0.925	0.920	0.911	0.905	0.900	0.894	0.879	0.878	0.888	0.909	0.917	0.922	0.916	0.906	0.901	0.903	0.909

	F 07	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10
New Listings	91	90	104	97	87	79	82	69	87	39	30	80	78	79	71	82	68	57	62	68	60	32	14	52	54	64	48	67	65	71	57	77	67	43	33	72
Inventory	283	269	286	302	300	291	306	305	308	281	226	239	267	287	289	309	305	288	294	280	271	265	217	209	218	237	224	245	257	278	265	289	302	273	247	270
Sales	31	44	46	64	53	38	37	38	27	38	28	26	16	24	29	35	35	28	20	18	21	9	14	12	16	11	15	18	19	18	17	21	24	23	13	14

(000's)	F 07	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10
Avg Sale Price	305	326	358	321	359	474	322	334	328	311	303	323	282	314	347	331	341	359	325	346	335	269	260	263	265	273	324	302	325	451	339	280	384	273	276	281
3 Mo. Roll Avg			330	335	346	385	385	376	328	324	314	312	303	306	314	331	340	344	342	343	335	316	288	264	263	267	288	300	317	359	372	357	334	312	311	277

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