

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

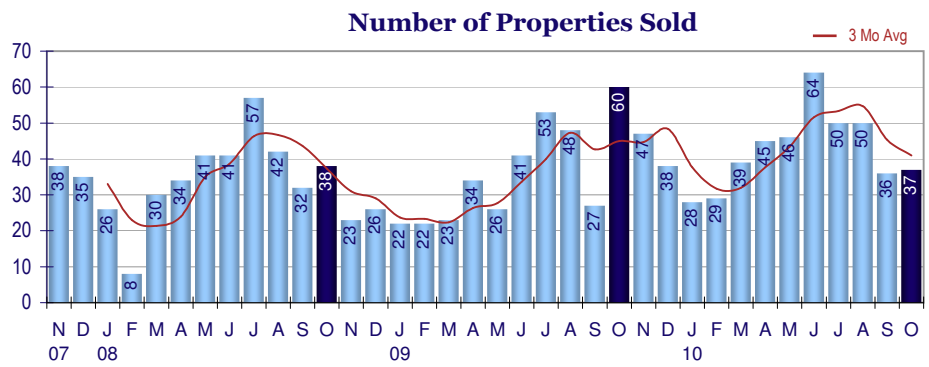
Market Profile & Trends Overview

	Trending versus*:				Trending versus*:			
	Month	LM	L3M	PYM	LY	YTD	Prior YTD	Prior Year
Median List Price of all Current Listings	\$499,000	↓						
Average List Price of all Current Listings	\$787,424	↓						
October Median Sales Price	\$455,000	↔	↑	↑	↑	\$443,250	↔	↔
October Average Sales Price	\$673,419	↑	↑	↑	↑	\$567,603	↑	↑
Total Properties Currently for Sale (Inventory)	460	↓						
October Number of Properties Sold	37	↑		↓		424	↑	
October Average Days on Market (Solds)	128	↑	↑	↑	↑	109	↑	↑
October Month's Supply of Inventory	12.4	↓	↑	↑	↓	11.7	↓	↓
October Sale Price vs List Price Ratio	94.8%	↑	↑	↓	↑	94.0%	↑	↑

* 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)

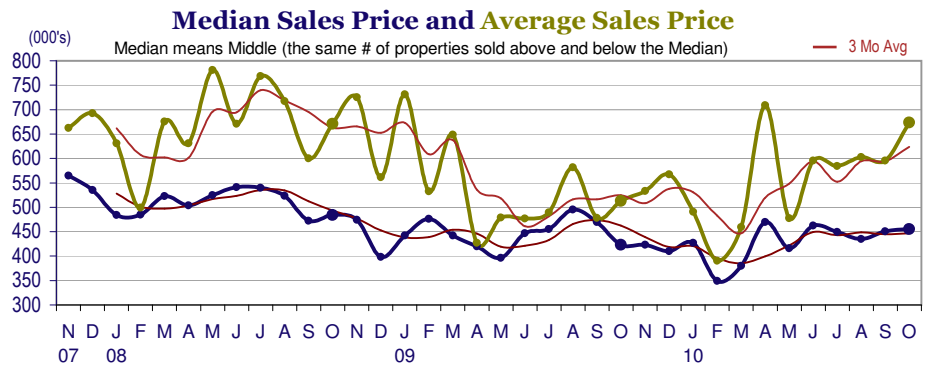
Property Sales

October Property sales were 37, down 38.3% from 60 in October of 2009 and 2.8% higher than the 36 sales last month. October 2010 sales were at their lowest level compared to October of 2009 and 2008. October YTD sales of 424 are running 19.1% ahead of last year's year-to-date sales of 356.



Prices

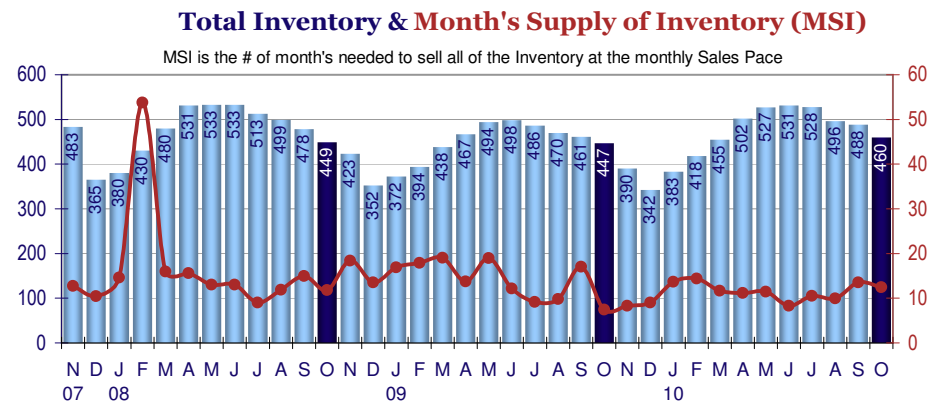
The Median Sales Price in October was \$455,000, up 7.5% from \$423,250 in October of 2009 and up 0.9% from \$450,750 last month. The Average Sales Price in October was \$673,419, up 31.3% from \$512,996 in October of 2009 and up 13.1% from \$595,611 last month. October 2010 ASP was at the highest level compared to October of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of October was 460, down 5.7% from 488 last month and up 2.9% from 447 in October of last year. October 2010 Inventory was at its highest level compared with October of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2010 MSI of 12.4 months was at its highest level compared with October of 2009 and 2008.



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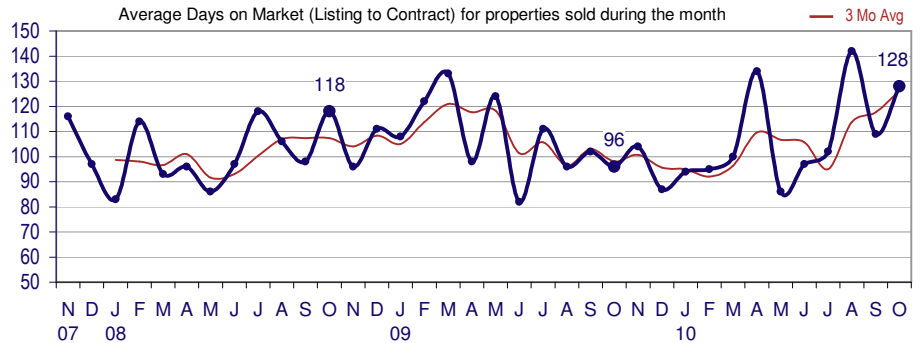


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Market Time

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 October was 128, up 17.4% from 109 days last month and up 33.3% from 96 days in October of last year. The October 2010 DOM was at a mid level compared with October of 2009 and 2008.

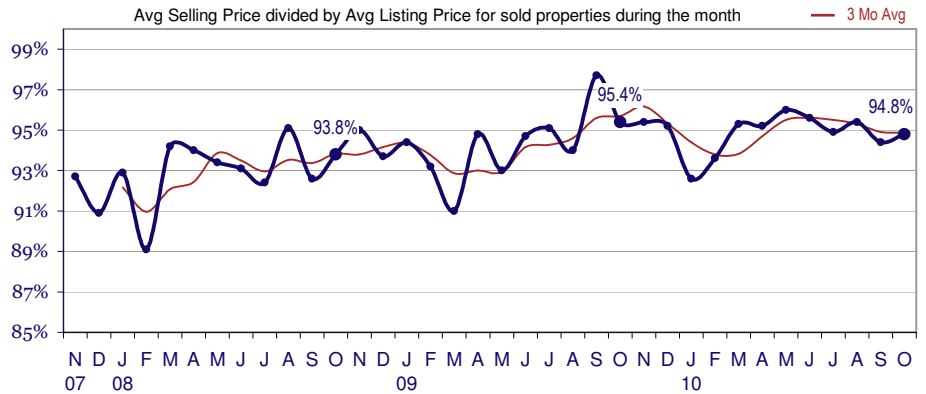
Days On Market for Sold Properties



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 October 2010 Selling Price vs Original List Price of 94.8% was up from 94.4% last month and down from 95.4% in October of last year.

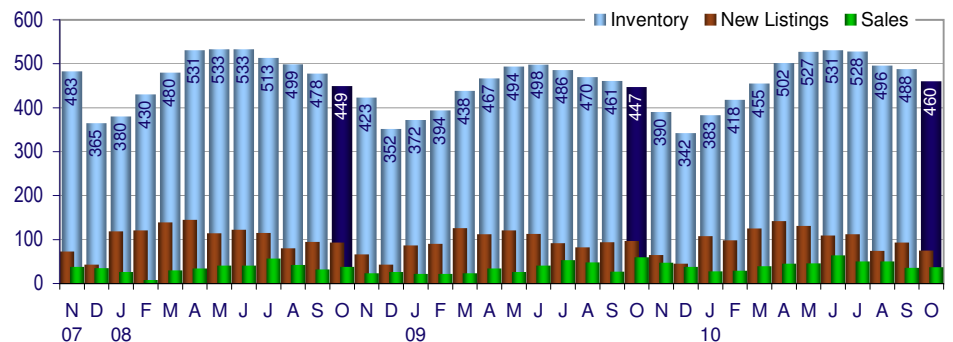
Selling Price versus Listing Price Ratio



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 October 2010 was 75, down 19.4% from 93 last month and down 22.7% from 97 in October of last year.

Inventory / New Listings / Sales



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