

City: Norwalk



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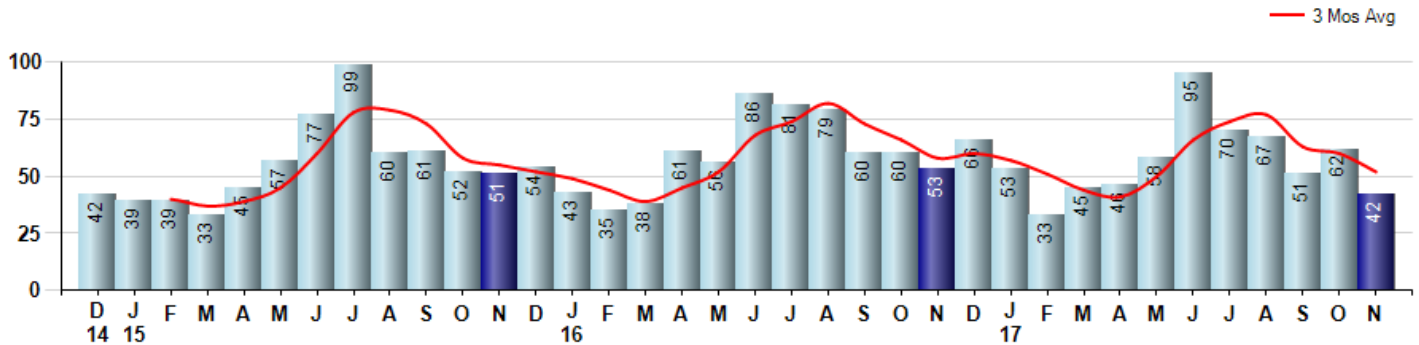
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$639,000	2%		14%				
Average List Price of all Current Listings	\$936,177	6%		8%				
November Median Sales Price	\$423,000	-12%	-10%	-6%	-3%	\$467,500	8%	7%
November Average Sales Price	\$654,662	4%	-1%	4%	13%	\$621,221	7%	8%
Total Properties Currently for Sale (Inventory)	270	-11%		-29%				
November Number of Properties Sold	42	-32%		-21%			-5%	
November Average Days on Market (Solds)	79	-19%	-11%	-46%	-42%	109	-19%	-20%
Asking Price per Square Foot (based on New Listings)	\$324	29%	23%	19%	16%	\$275	-1%	-1%
November Sold Price per Square Foot	\$263	-1%	-3%	8%	4%	\$265	5%	4%
November Month's Supply of Inventory	6.4	32%	9%	-10%	-14%	6.5	-16%	-13%
November Sale Price vs List Price Ratio	93.7%	-0.7%	-1%	1%	-0.7%	95.0%	0.4%	0.7%

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

Property Sales

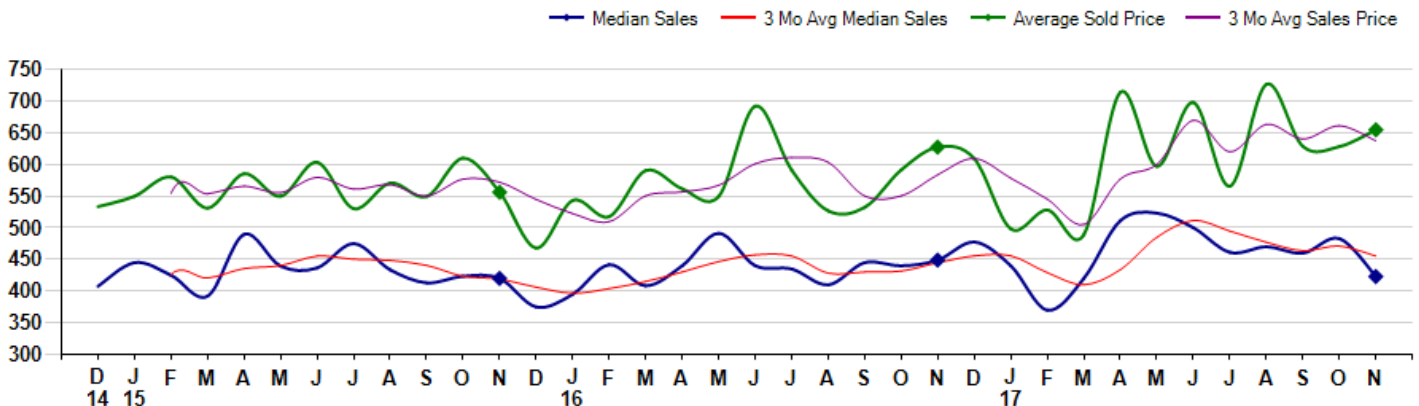
November Property sales were 42, down -20.8% from 53 in November of 2016 and -32.3% lower than the 62 sales last month. November 2017 sales were at their lowest level compared to November of 2016 and 2015. November YTD sales of 622 are running -4.6% behind last year's year-to-date sales of 652.



Prices

The Median Sales Price in November was \$423,000, down -5.8% from \$449,000 in November of 2016 and down -12.4% from \$483,000 last month. The Average Sales Price in November was \$654,662, up 4.3% from \$627,373 in November of 2016 and up 4.2% from \$628,357 last month. November 2017 ASP was at highest level compared to November of 2016 and 2015.

Median means Middle (the same # of properties sold above and below Median) (000's)



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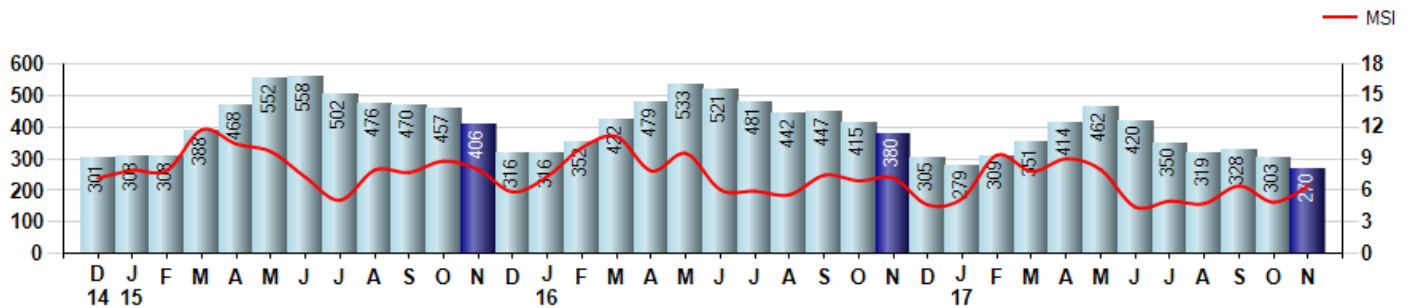
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Inventory & MSI

The Total Inventory of Properties available for sale as of November was 270, down -10.9% from 303 last month and down -28.9% from 380 in November of last year. November 2017 Inventory was at the lowest level compared to November of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2017 MSI of 6.4 months was at its lowest level compared with November of 2016 and 2015.

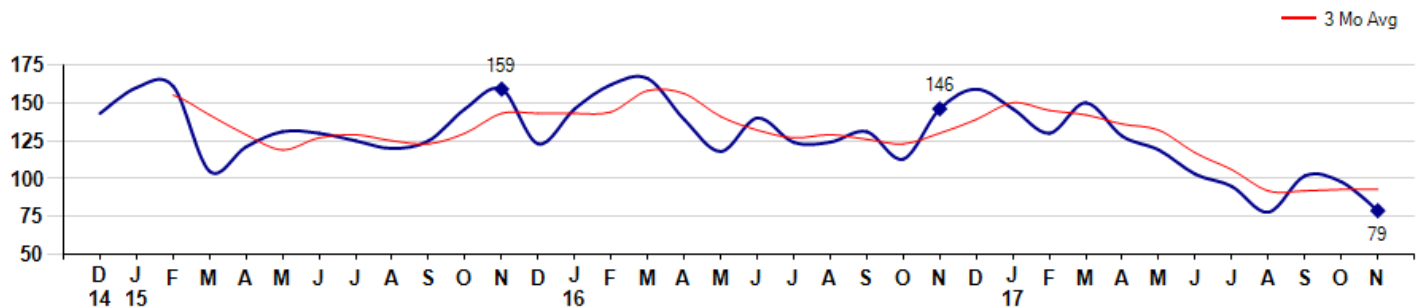
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 November was 79, down -19.4% from 98 days last month and down -45.9% from 146 days in November of last year. The November 2017 DOM was at its lowest level compared with November of 2016 and 2015.

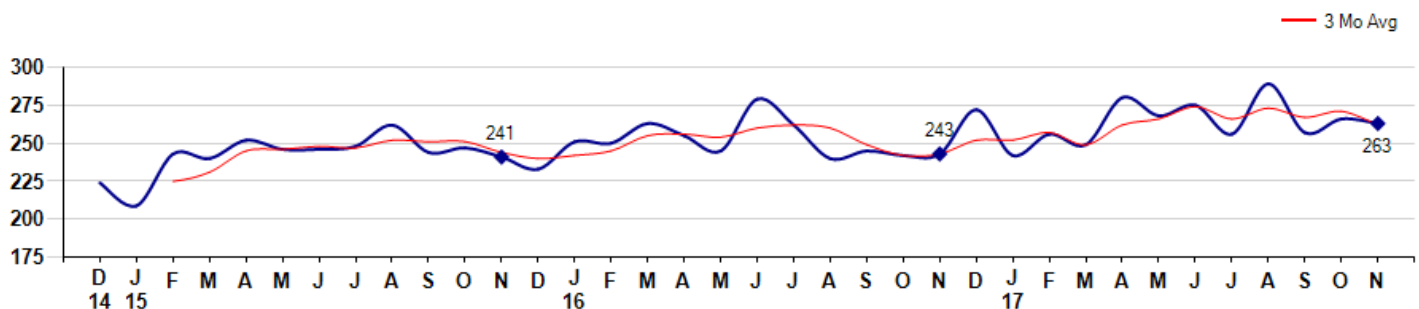
Average Days on Market(Listing to Contract) for properties sold during the month



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 November 2017 Selling Price per Square Foot of \$263 was down -1.1% from \$266 last month and up 8.2% from \$243 in November of last year.

Average Selling Price per Square Foot for properties that sold during the month



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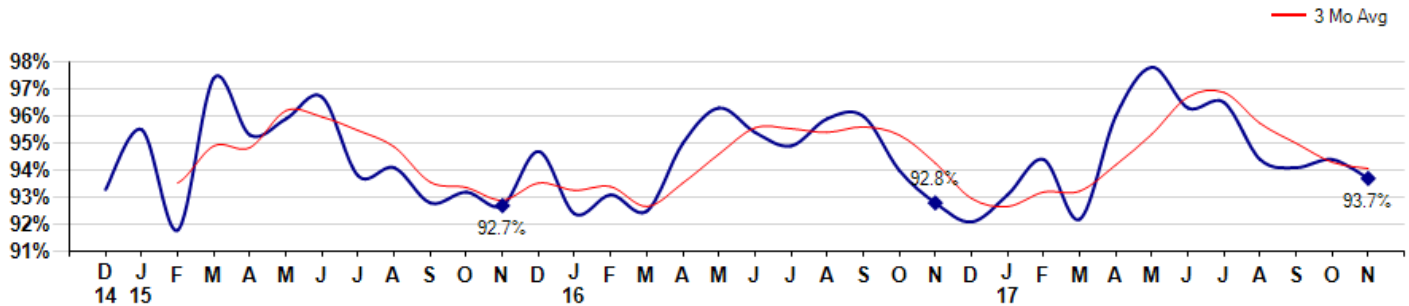


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Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their 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 November 2017 Selling Price vs List Price of 93.7% was down from 94.4% last month and up from 92.8% in November of last year.

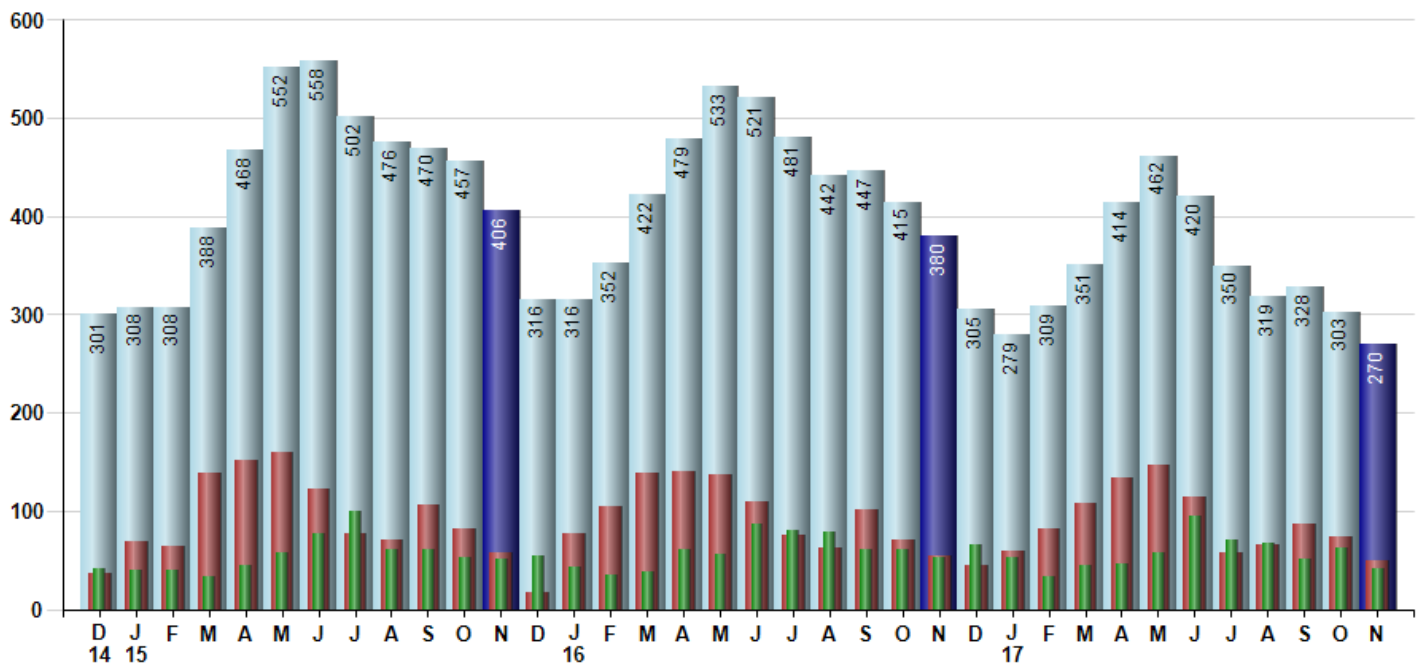
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 November 2017 was 50, down -32.4% from 74 last month and down -7.4% from 54 in November of last year.

Inventory New Listings Sold



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