

## City: Norwalk



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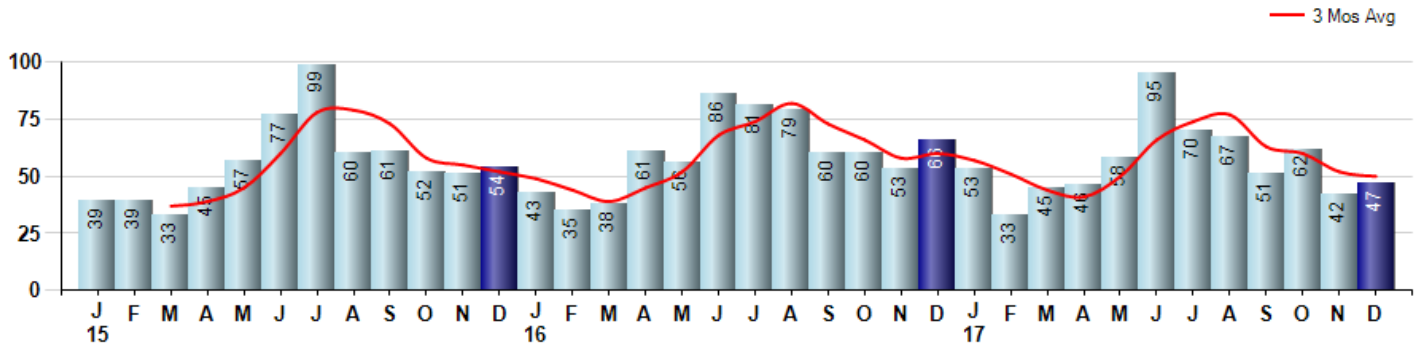
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$649,000	0%		18%				
Average List Price of all Current Listings	\$1,002,835	4%		17%				
December Median Sales Price	\$435,000	3%	-3%	-9%	0%	\$460,000	6%	6%
December Average Sales Price	\$570,376	-13%	-8%	-6%	-1%	\$617,649	6%	7%
Total Properties Currently for Sale (Inventory)	205	-17%		-33%				
December Number of Properties Sold	47	12%		-29%			-7%	
December Average Days on Market (Solds)	97	23%	2%	-39%	-29%	108	-21%	-21%
Asking Price per Square Foot (based on New Listings)	\$286	-12%	6%	7%	3%	\$275	-1%	-1%
December Sold Price per Square Foot	\$239	-9%	-7%	-12%	-6%	\$263	3%	4%
December Month's Supply of Inventory	4.4	-26%	-13%	-6%	-42%	6.2	-17%	-17%
December Sale Price vs List Price Ratio	94.2%	0.5%	0%	2%	-0.1%	95.0%	0.6%	0.7%

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

### Property Sales

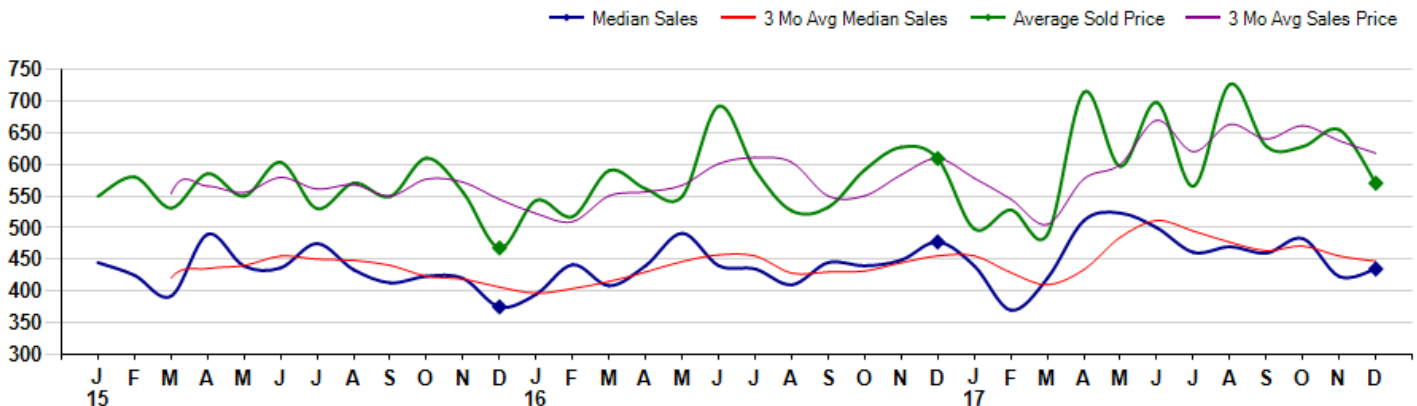
December Property sales were 47, down -28.8% from 66 in December of 2016 and 11.9% higher than the 42 sales last month. December 2017 sales were at their lowest level compared to December of 2016 and 2015. December YTD sales of 669 are running -6.8% behind last year's year-to-date sales of 718.



### Prices

The Median Sales Price in December was \$435,000, down -8.9% from \$477,500 in December of 2016 and up 2.8% from \$423,000 last month. The Average Sales Price in December was \$570,376, down -6.4% from \$609,292 in December of 2016 and down -12.9% from \$654,662 last month. December 2017 ASP was at a mid range compared to December of 2016 and 2015.

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



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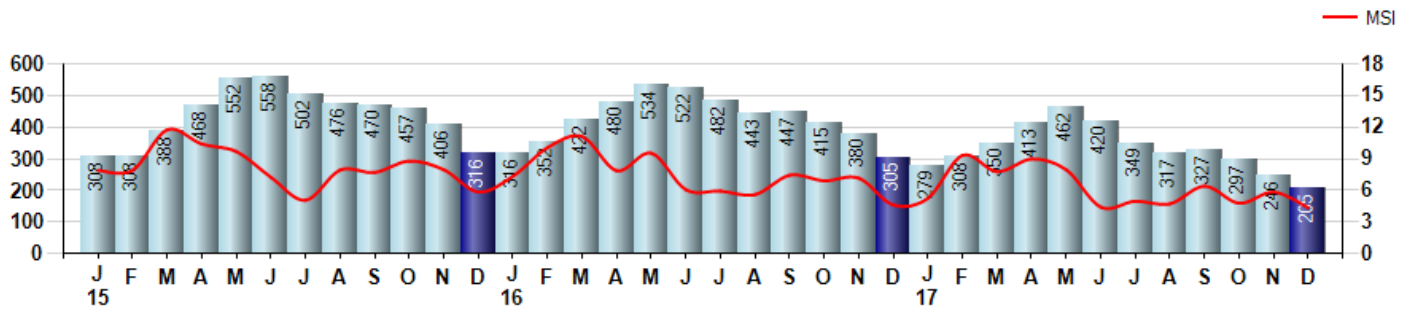
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### Inventory & MSI

The Total Inventory of Properties available for sale as of December was 205, down -16.7% from 246 last month and down -32.8% from 305 in December of last year. December 2017 Inventory was at the lowest level compared to December of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2017 MSI of 4.4 months was at its lowest level compared with December of 2016 and 2015.

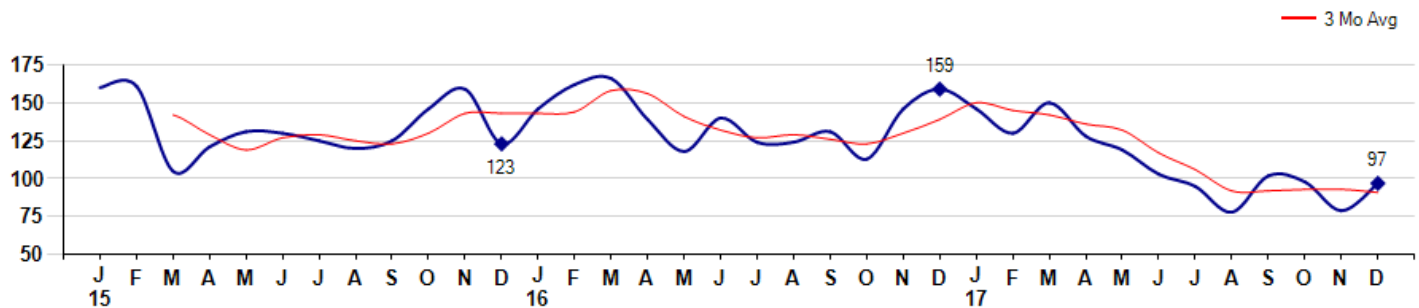
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 December was 97, up 22.8% from 79 days last month and down -39.0% from 159 days in December of last year. The December 2017 DOM was at its lowest level compared with December of 2016 and 2015.

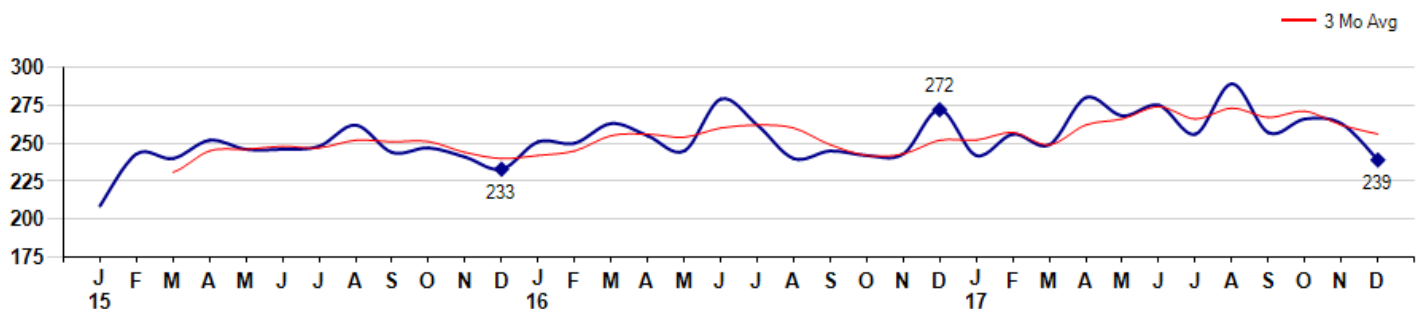
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 December 2017 Selling Price per Square Foot of \$239 was down -9.1% from \$263 last month and down -12.1% from \$272 in December of last year.

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



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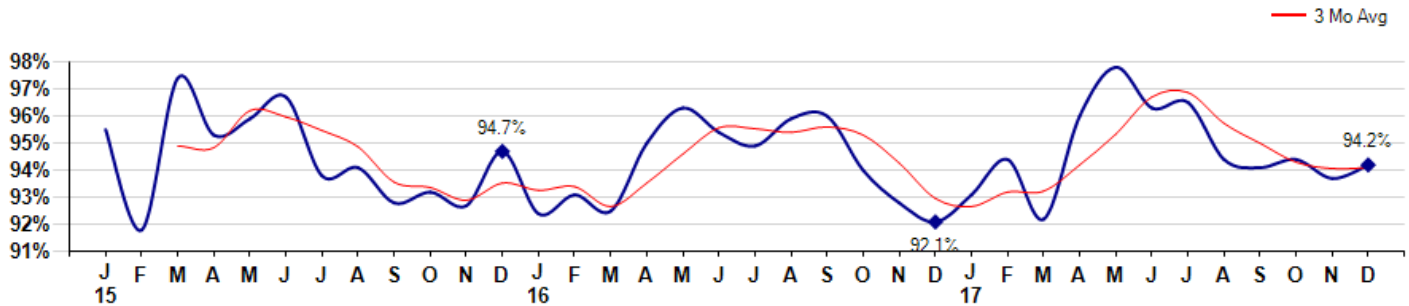


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### Selling Price vs Listing Price

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 December 2017 Selling Price vs List Price of 94.2% was up from 93.7% last month and up from 92.1% in December of last year.

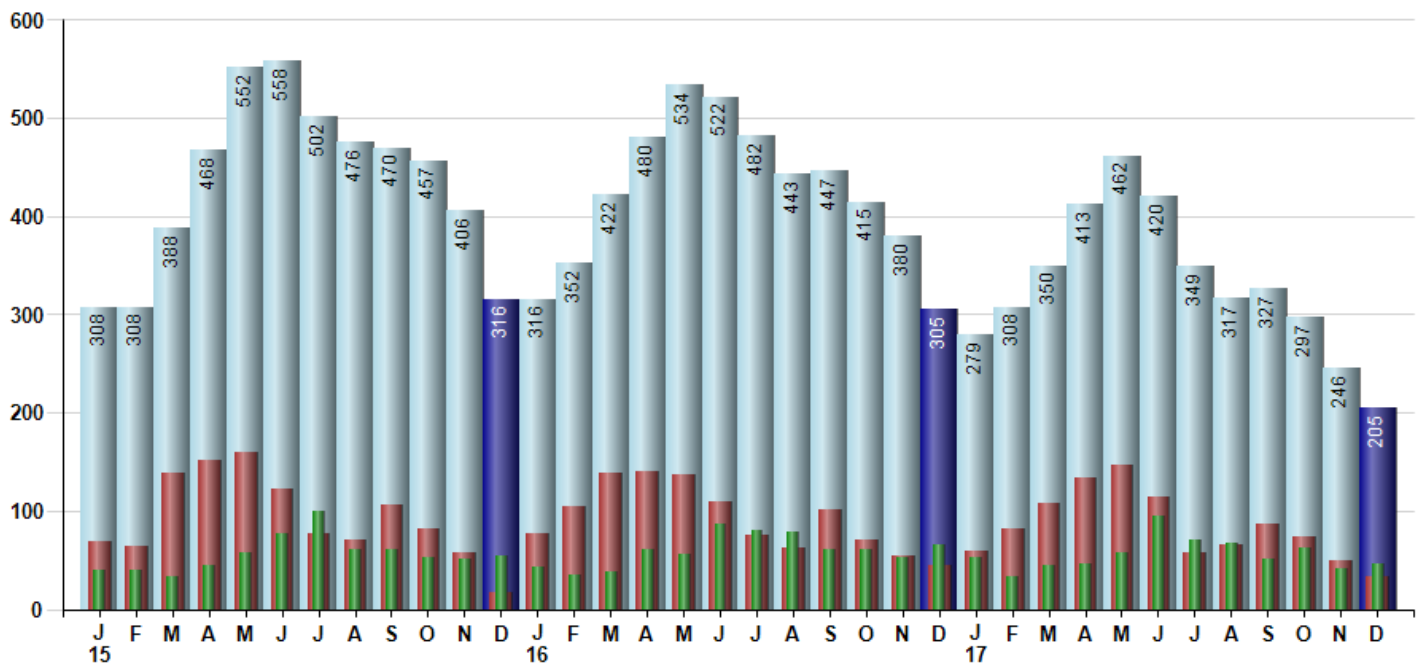
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 December 2017 was 33, down -34.0% from 50 last month and down -25.0% from 44 in December of last year.

Inventory (light blue), New Listings (red), Sold (green)



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