

## City: Norwalk



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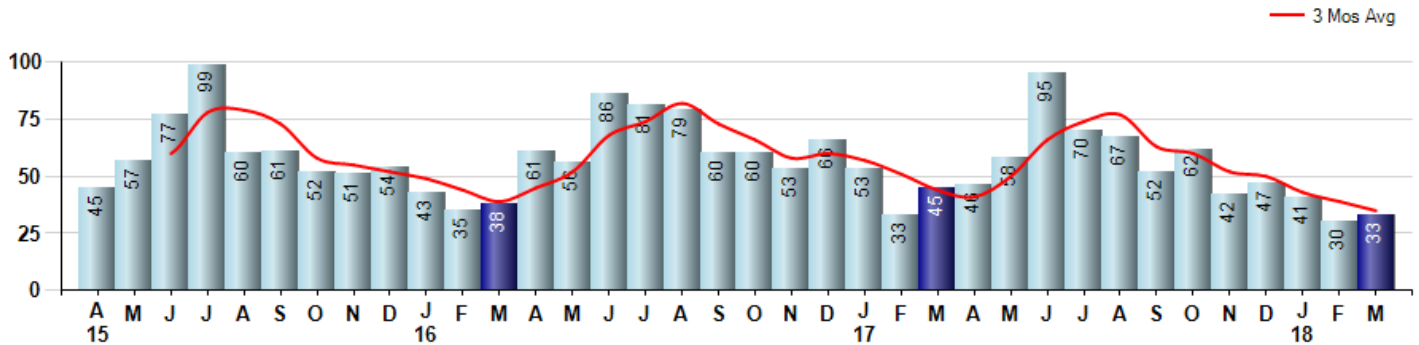
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$679,900	-3%		15%				
Average List Price of all Current Listings	\$1,035,509	-2%		16%				
March Median Sales Price	\$472,800	-11%	0%	13%	2%	\$501,000	21%	8%
March Average Sales Price	\$523,842	-26%	-8%	7%	-14%	\$567,512	13%	-7%
Total Properties Currently for Sale (Inventory)	313	30%		-11%				
March Number of Properties Sold	33	10%		-27%			-21%	
March Average Days on Market (Solds)	63	-28%	-26%	-58%	-41%	80	-44%	-25%
Asking Price per Square Foot (based on New Listings)	\$298	6%	4%	9%	8%	\$289	6%	5%
March Sold Price per Square Foot	\$221	-19%	-7%	-11%	-15%	\$237	-4%	-9%
March Month's Supply of Inventory	9.5	19%	29%	22%	53%	7.4	-1%	19%
March Sale Price vs List Price Ratio	94.9%	2.2%	0%	3%	-0.1%	94.7%	1.7%	-0.3%

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

### Property Sales

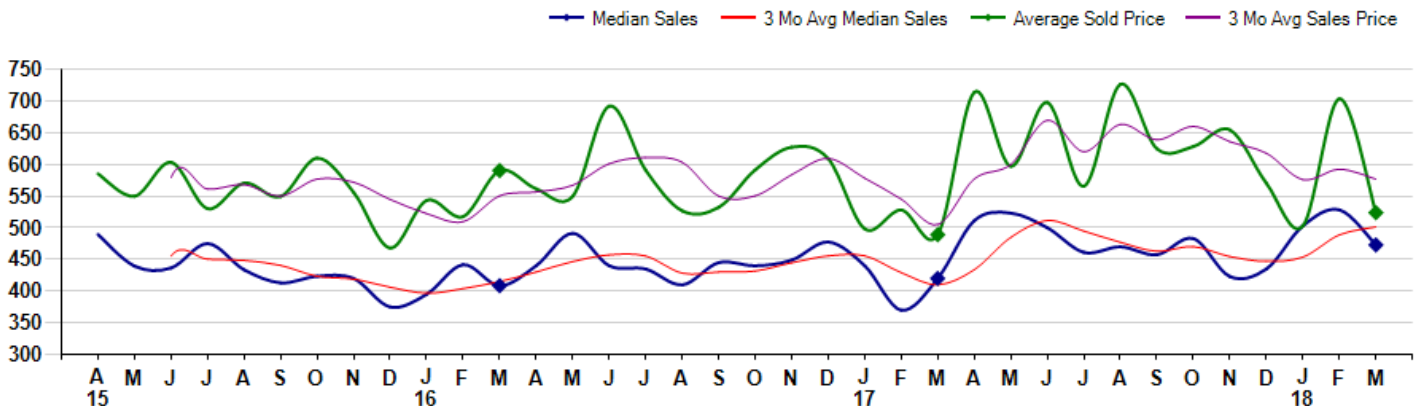
March Property sales were 33, down -26.7% from 45 in March of 2017 and 10.0% higher than the 30 sales last month. March 2018 sales were at their lowest level compared to March of 2017 and 2016. March YTD sales of 104 are running -20.6% behind last year's year-to-date sales of 131.



### Prices

The Median Sales Price in March was \$472,800, up 12.6% from \$420,000 in March of 2017 and down -10.5% from \$528,375 last month. The Average Sales Price in March was \$523,842, up 7.1% from \$489,063 in March of 2017 and down -25.6% from \$703,726 last month. March 2018 ASP was at a mid range compared to March of 2017 and 2016.

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



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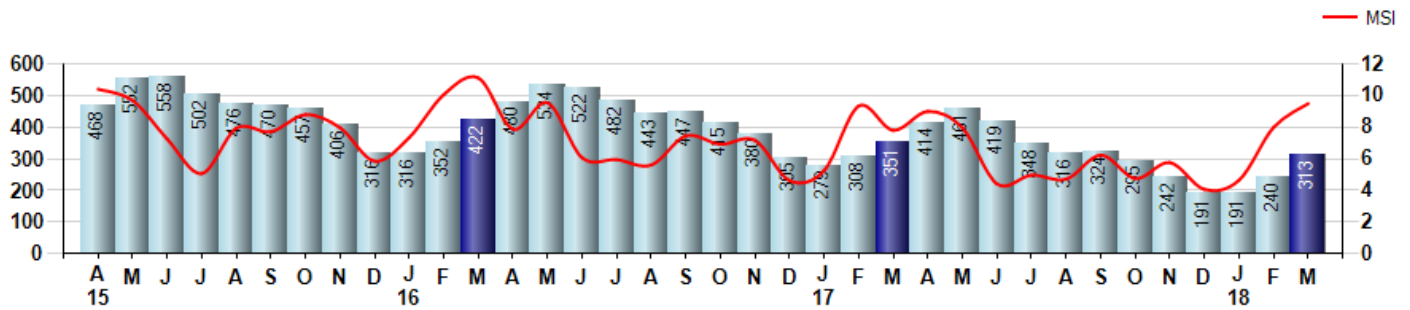
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### Inventory & MSI

The Total Inventory of Properties available for sale as of March was 313, up 30.4% from 240 last month and down -10.8% from 351 in March of last year. March 2018 Inventory was at the lowest level compared to March of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2018 MSI of 9.5 months was at a mid range compared with March of 2017 and 2016.

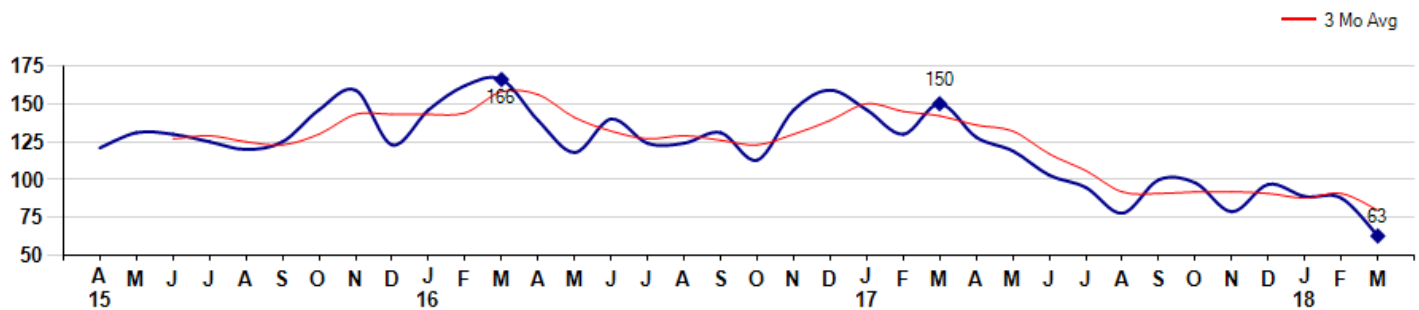
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 March was 63, down -28.4% from 88 days last month and down -58.0% from 150 days in March of last year. The March 2018 DOM was at its lowest level compared with March of 2017 and 2016.

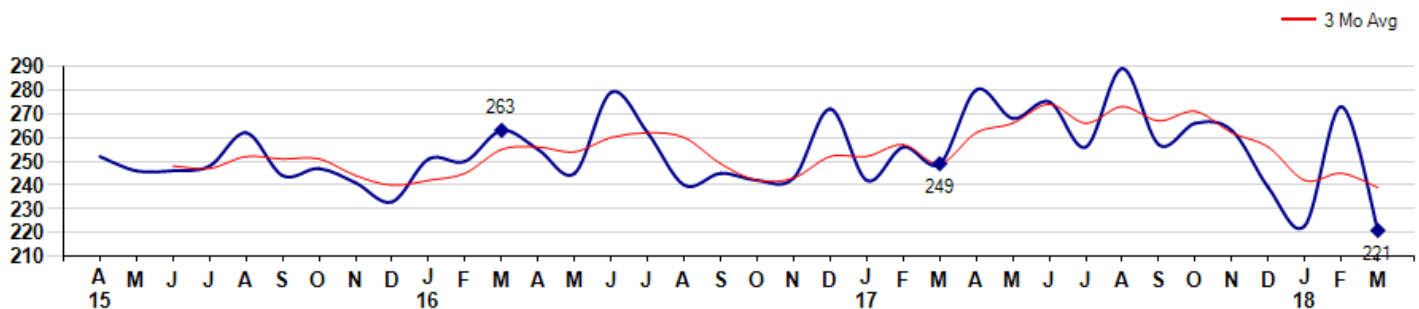
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 March 2018 Selling Price per Square Foot of \$221 was down -19.0% from \$273 last month and down -11.2% from \$249 in March of last year.

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



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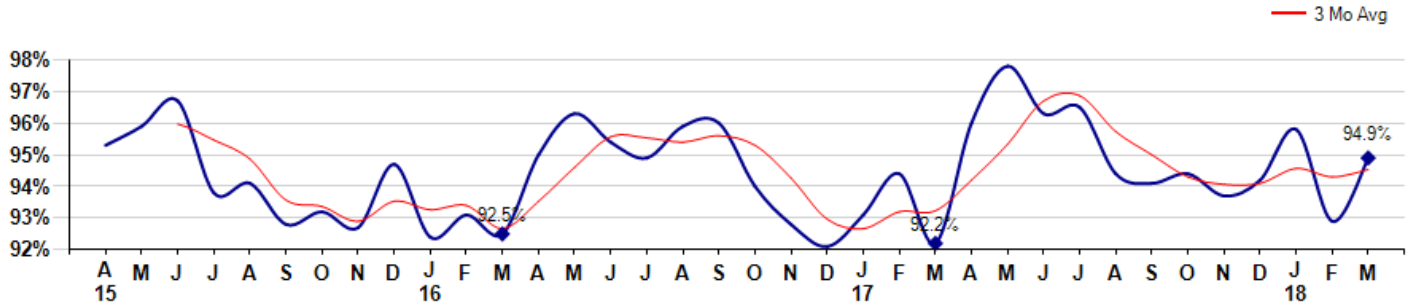


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### Selling Price vs Listing Price

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 March 2018 Selling Price vs List Price of 94.9% was up from 92.9% last month and up from 92.2% in March of last year.

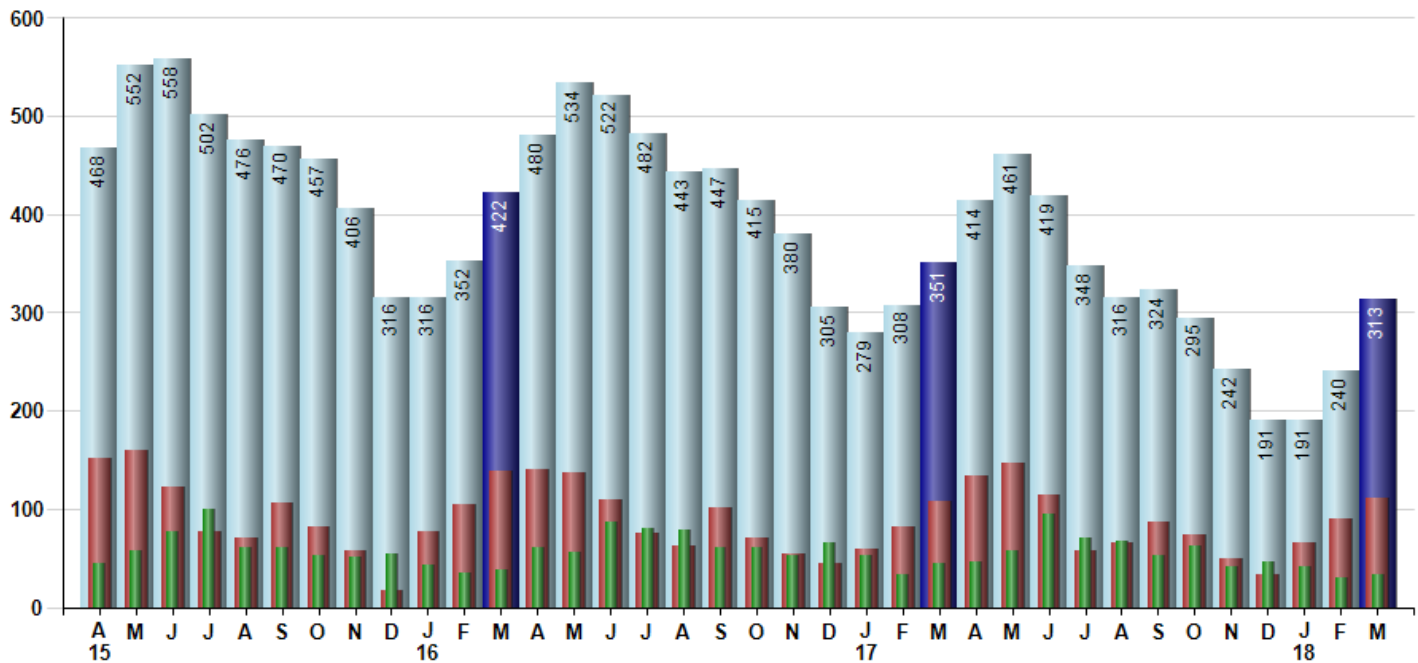
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 March 2018 was 111, up 23.3% from 90 last month and up 2.8% from 108 in March of last year.

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



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