

City: Norwalk



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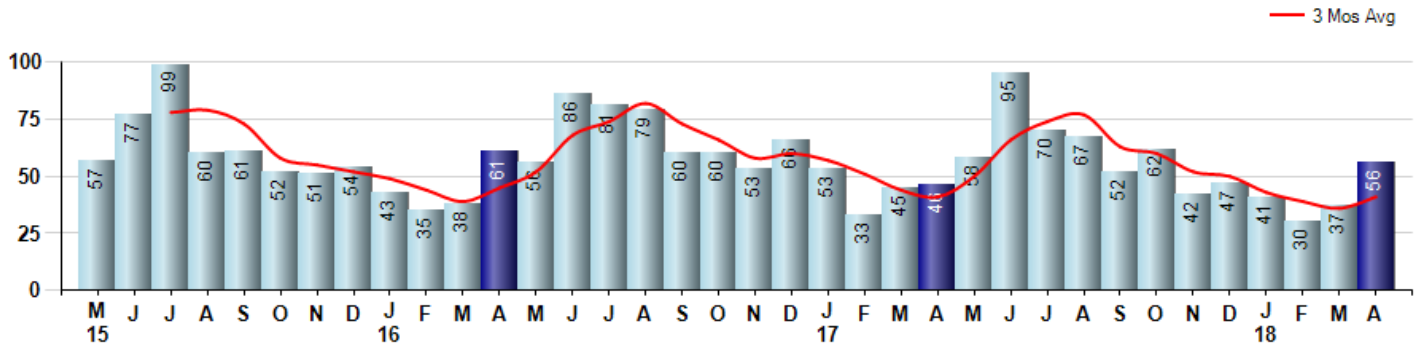
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$677,000	-6%		17%				
Average List Price of all Current Listings	\$969,719	-10%		11%				
April Median Sales Price	\$500,750	7%	1%	-2%	8%	\$498,250	17%	8%
April Average Sales Price	\$554,552	7%	-1%	-22%	-9%	\$560,959	1%	-8%
Total Properties Currently for Sale (Inventory)	344	26%		-17%				
April Number of Properties Sold	56	51%		22%			-7%	
April Average Days on Market (Solds)	67	3%	-12%	-48%	-37%	76	-45%	-29%
Asking Price per Square Foot (based on New Listings)	\$286	-3%	0%	-3%	4%	\$287	3%	5%
April Sold Price per Square Foot	\$238	6%	0%	-15%	-9%	\$237	-7%	-9%
April Month's Supply of Inventory	6.1	-17%	-14%	-32%	-1%	6.6	-17%	6%
April Sale Price vs List Price Ratio	94.4%	-1.2%	0%	-2%	-0.6%	94.7%	0.9%	-0.3%

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

Property Sales

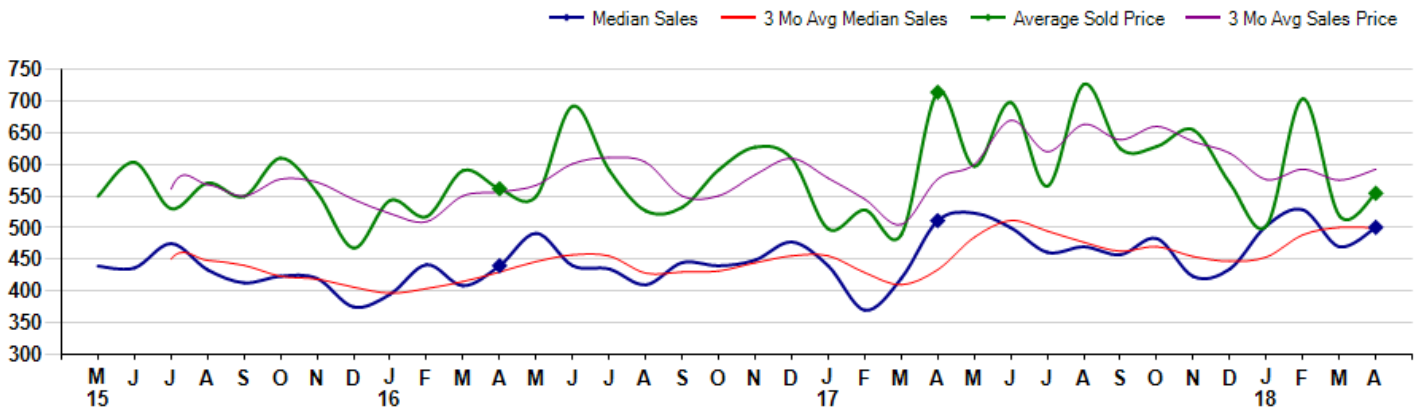
April Property sales were 56, up 21.7% from 46 in April of 2017 and 51.4% higher than the 37 sales last month. April 2018 sales were at a mid level compared to April of 2017 and 2016. April YTD sales of 164 are running -7.3% behind last year's year-to-date sales of 177.



Prices

The Median Sales Price in April was \$500,750, down -2.1% from \$511,250 in April of 2017 and up 6.5% from \$470,000 last month. The Average Sales Price in April was \$554,552, down -22.3% from \$713,946 in April of 2017 and up 6.8% from \$519,130 last month. April 2018 ASP was at the lowest level compared to April of 2017 and 2016.

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



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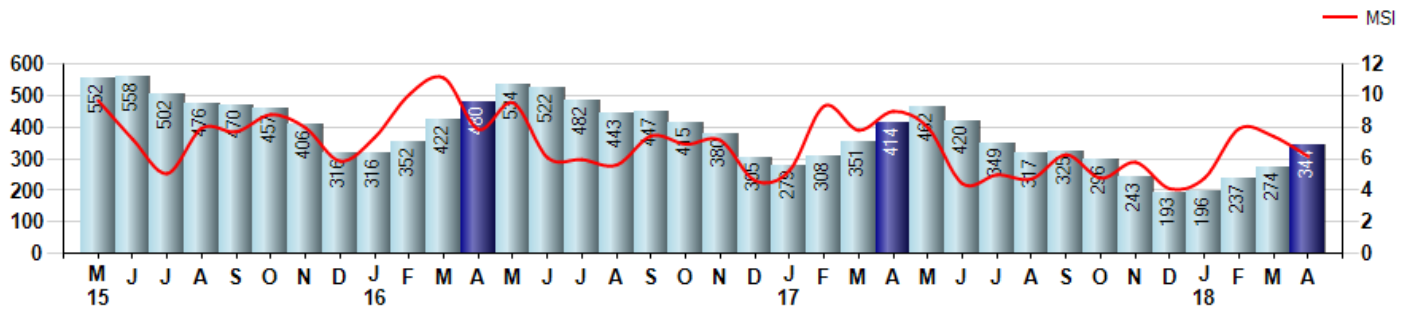
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Inventory & MSI

The Total Inventory of Properties available for sale as of April was 344, up 25.5% from 274 last month and down -16.9% from 414 in April of last year. April 2018 Inventory was at the lowest level compared to April of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2018 MSI of 6.1 months was at its lowest level compared with April of 2017 and 2016.

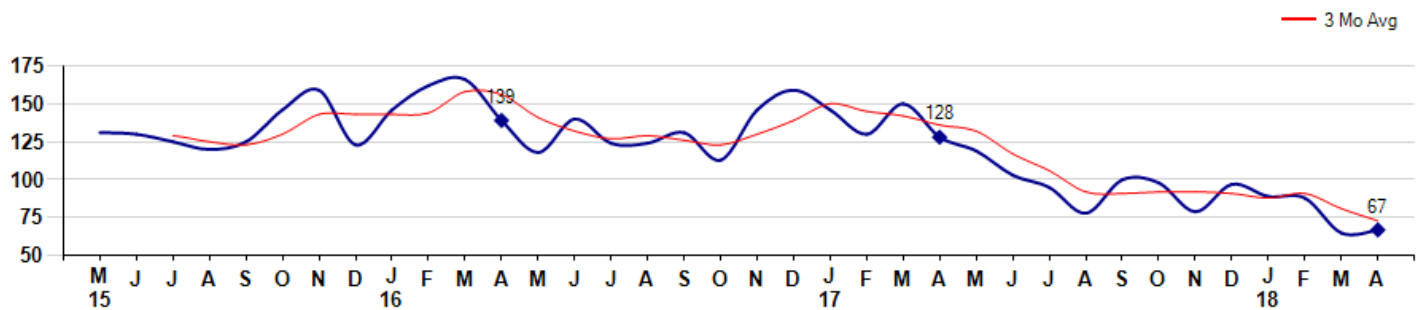
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 April was 67, up 3.1% from 65 days last month and down -47.7% from 128 days in April of last year. The April 2018 DOM was at its lowest level compared with April of 2017 and 2016.

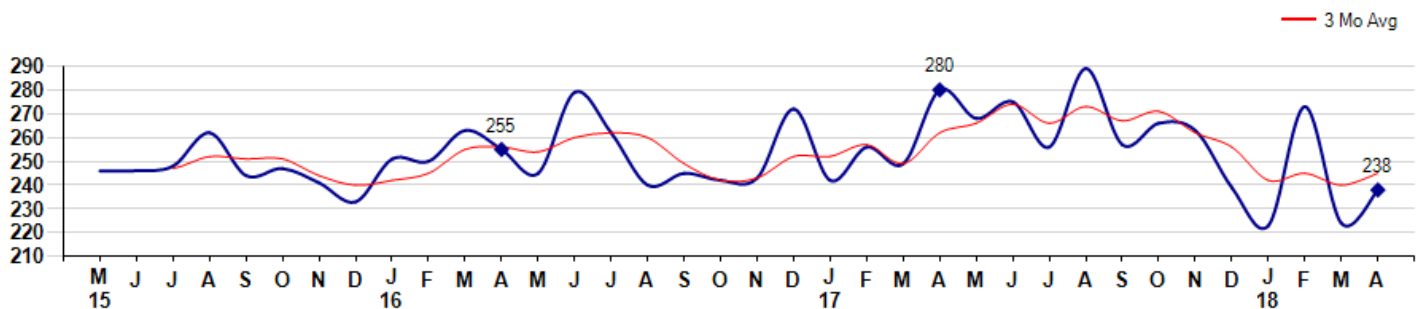
Average Days on Market(Listing to Contract) for properties sold during the month



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 April 2018 Selling Price per Square Foot of \$238 was up 6.3% from \$224 last month and down -15.0% from \$280 in April of last year.

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



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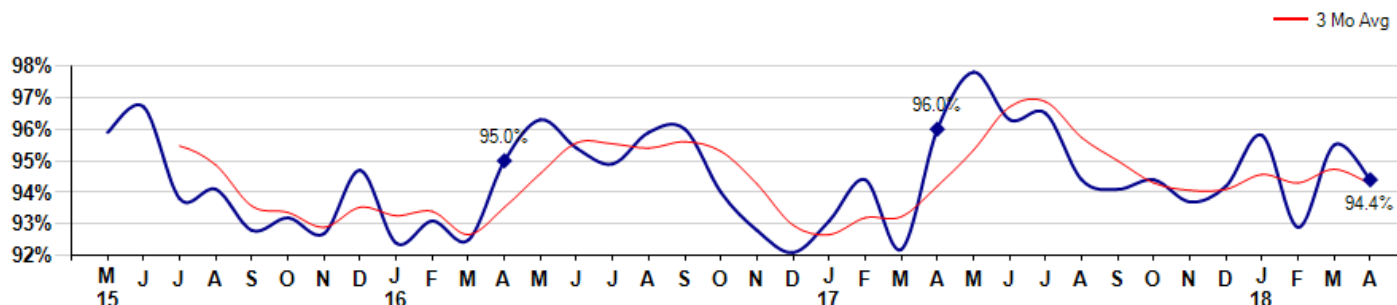


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Selling Price vs Listing Price

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 April 2018 Selling Price vs List Price of 94.4% was down from 95.5% last month and down from 96.0% in April of last year.

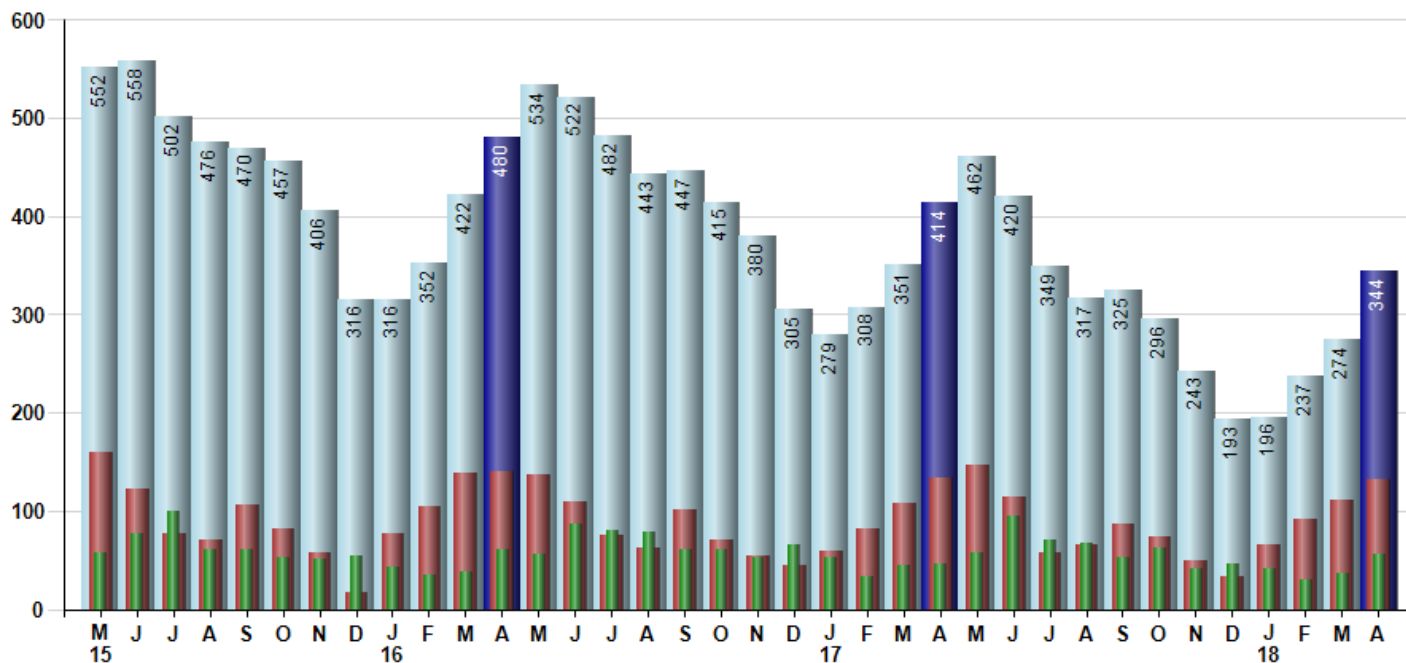
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 April 2018 was 132, up 18.9% from 111 last month and down -1.5% from 134 in April of last year.

Inventory New Listings Sold



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