

## City: Norwalk



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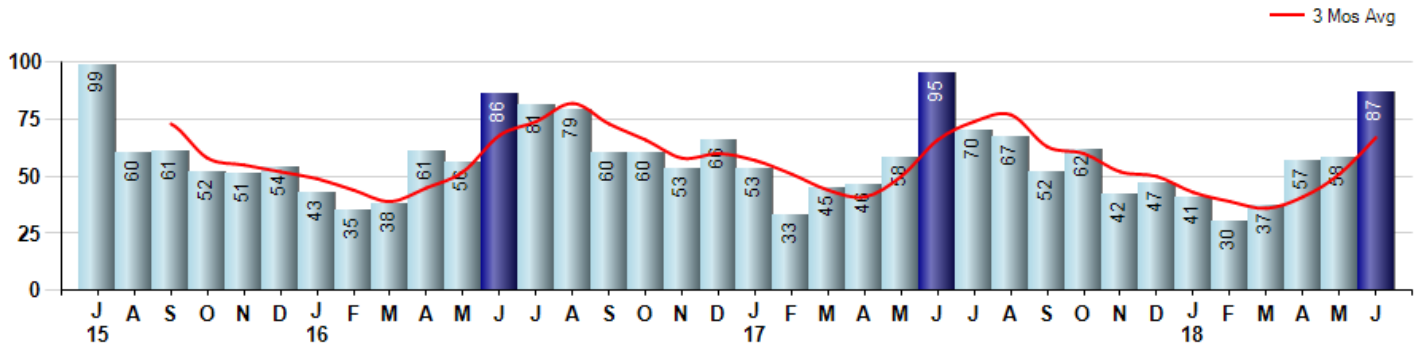
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$635,000	-6%		6%				
Average List Price of all Current Listings	\$935,810	-8%		12%				
June Median Sales Price	\$490,000	-10%	0%	-2%	6%	\$498,500	6%	8%
June Average Sales Price	\$688,709	17%	14%	-1%	13%	\$601,623	-1%	-2%
Total Properties Currently for Sale (Inventory)	379	10%		-10%				
June Number of Properties Sold	87	50%		-8%			-6%	
June Average Days on Market (Solds)	51	-7%	-12%	-51%	-52%	65	-48%	-39%
Asking Price per Square Foot (based on New Listings)	\$276	-12%	-6%	0%	1%	\$289	4%	6%
June Sold Price per Square Foot	\$286	16%	12%	4%	10%	\$253	-4%	-3%
June Month's Supply of Inventory	4.4	-27%	-17%	-2%	-30%	6.0	-18%	-4%
June Sale Price vs List Price Ratio	96.6%	-1.0%	0%	0%	1.7%	95.8%	0.6%	0.8%

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

### Property Sales

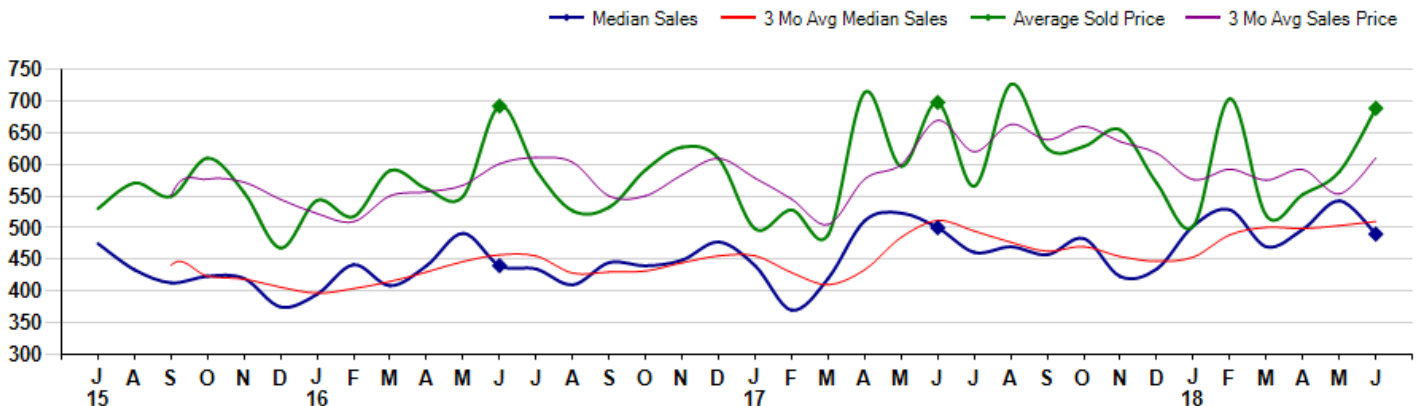
June Property sales were 87, down -8.4% from 95 in June of 2017 and 50.0% higher than the 58 sales last month. June 2018 sales were at a mid level compared to June of 2017 and 2016. June YTD sales of 310 are running -6.1% behind last year's year-to-date sales of 330.



### Prices

The Median Sales Price in June was \$490,000, down -2.0% from \$500,000 in June of 2017 and down -9.7% from \$542,500 last month. The Average Sales Price in June was \$688,709, down -1.3% from \$697,936 in June of 2017 and up 17.0% from \$588,592 last month. June 2018 ASP was at the lowest level compared to June of 2017 and 2016.

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



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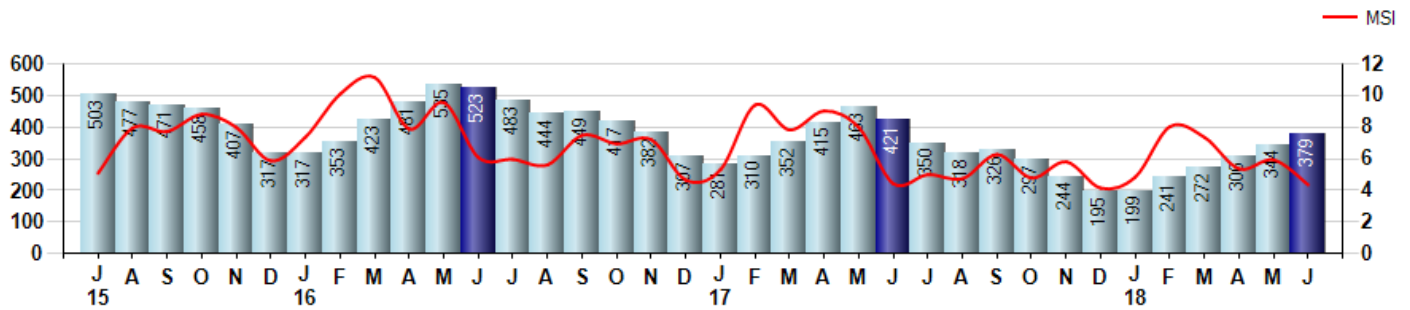
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### Inventory & MSI

The Total Inventory of Properties available for sale as of June was 379, up 10.2% from 344 last month and down -10.0% from 421 in June of last year. June 2018 Inventory was at the lowest level compared to June of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2018 MSI of 4.4 months was at its lowest level compared with June of 2017 and 2016.

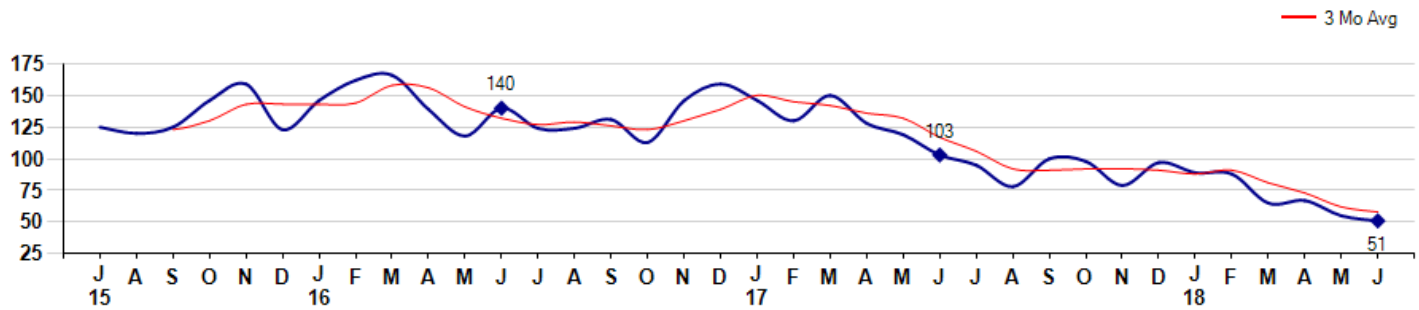
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 June was 51, down -7.3% from 55 days last month and down -50.5% from 103 days in June of last year. The June 2018 DOM was at its lowest level compared with June of 2017 and 2016.

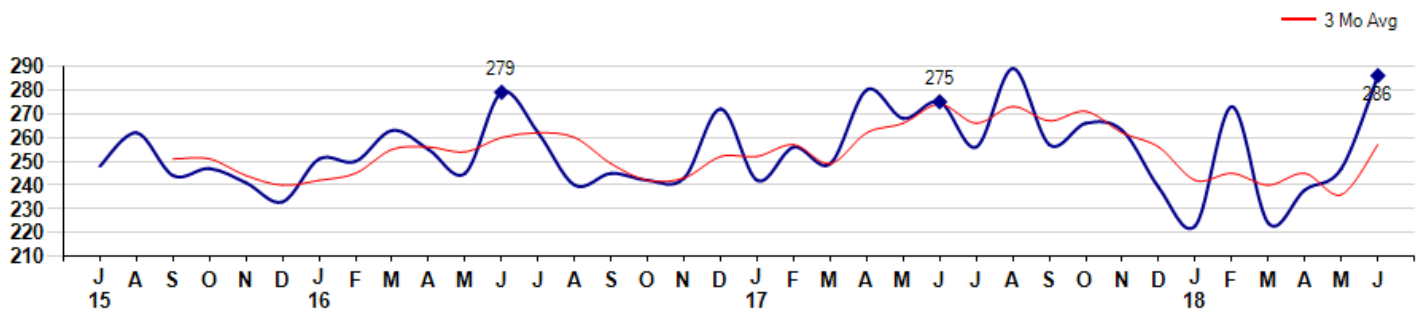
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 June 2018 Selling Price per Square Foot of \$286 was up 15.8% from \$247 last month and up 4.0% from \$275 in June of last year.

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



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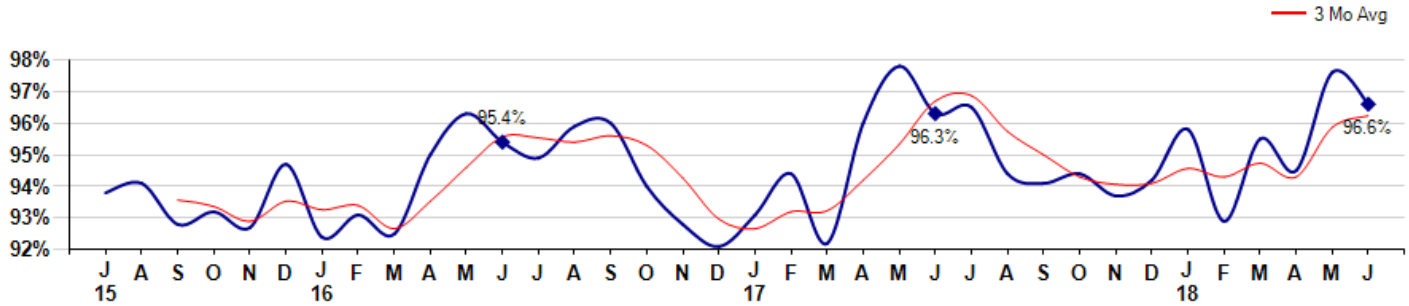


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### Selling Price vs Listing Price

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 June 2018 Selling Price vs List Price of 96.6% was down from 97.6% last month and up from 96.3% in June of last year.

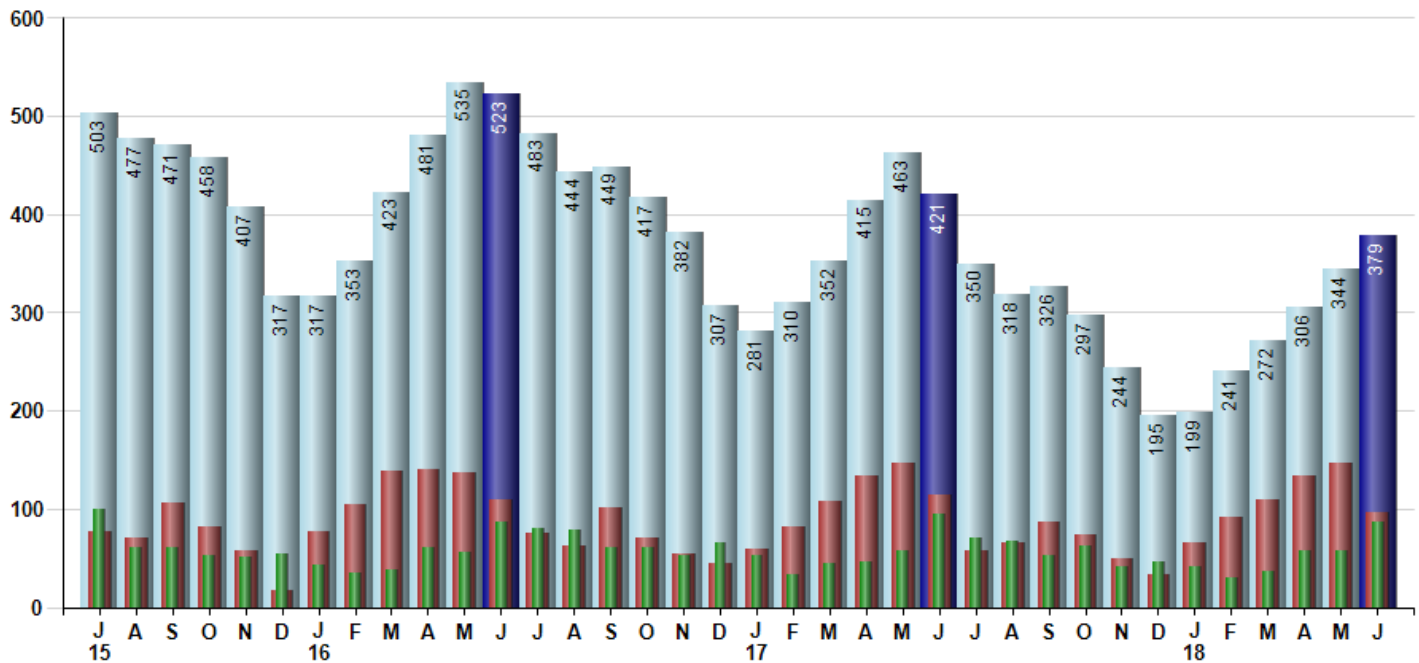
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 June 2018 was 97, down -34.0% from 147 last month and down -15.7% from 115 in June of last year.

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



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