

City: Norwalk



Barbara Sweeney
Residential Real Estate Specialist
(203) 451-6522
www.BarbaraSweeneyHomes.com
Barbara.Sweeney@cbmoves.com



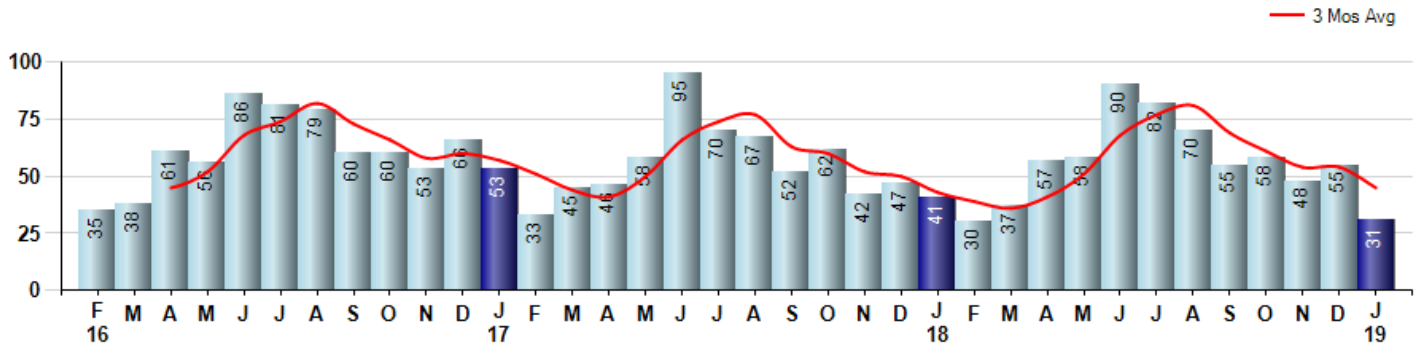
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$649,000	2%		-4%				
Average List Price of all Current Listings	\$842,983	0%		-18%				
January Median Sales Price	\$433,800	-1%	-2%	-14%	-11%	\$433,800	-14%	-11%
January Average Sales Price	\$470,619	-22%	-13%	-6%	-22%	\$470,619	-6%	-22%
Total Properties Currently for Sale (Inventory)	245	10%		22%				
January Number of Properties Sold	31	-44%		-24%			0%	
January Average Days on Market (Solds)	105	24%	14%	18%	46%	105	18%	46%
Asking Price per Square Foot (based on New Listings)	\$279	20%	0%	0%	0%	\$279	0%	0%
January Sold Price per Square Foot	\$209	-14%	-11%	-6%	-18%	\$209	-6%	-18%
January Month's Supply of Inventory	7.9	96%	33%	61%	44%	7.9	61%	44%
January Sale Price vs List Price Ratio	94.7%	-2.2%	-1%	-1%	-0.9%	94.7%	-1.2%	-0.9%

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

Property Sales

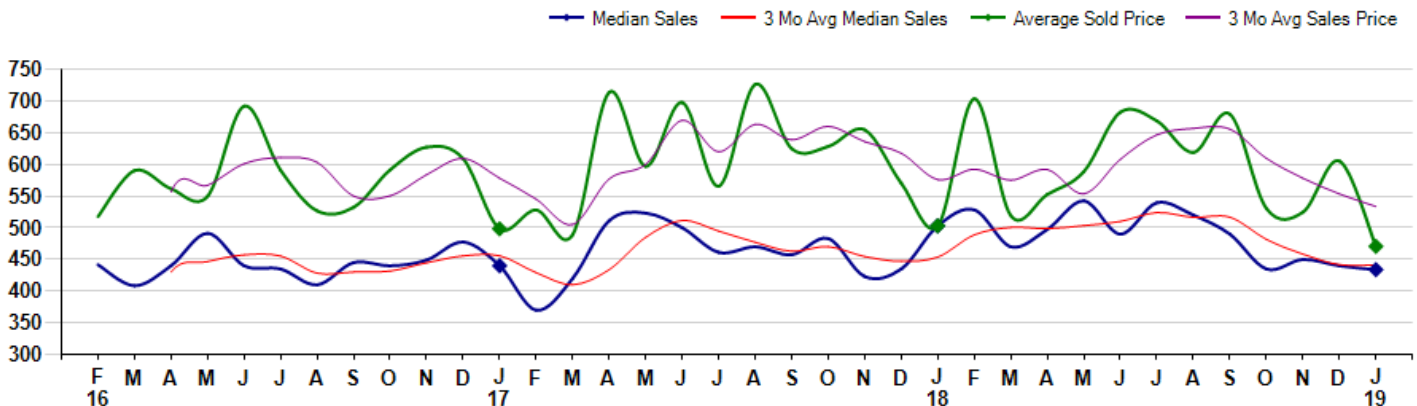
January Property sales were 31, down -24.4% from 41 in January of 2018 and -43.6% lower than the 55 sales last month. January 2019 sales were at their lowest level compared to January of 2018 and 2017. January YTD sales of 31 are running -24.4% behind last year's year-to-date sales of 41.



Prices

The Median Sales Price in January was \$433,800, down -13.8% from \$503,000 in January of 2018 and down -1.4% from \$440,000 last month. The Average Sales Price in January was \$470,619, down -6.4% from \$502,993 in January of 2018 and down -22.3% from \$605,521 last month. January 2019 ASP was at the lowest level compared to January of 2018 and 2017.

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



City: Norwalk



Barbara Sweeney
Residential Real Estate Specialist
(203) 451-6522
www.BarbaraSweeneyHomes.com
Barbara.Sweeney@cbmoves.com



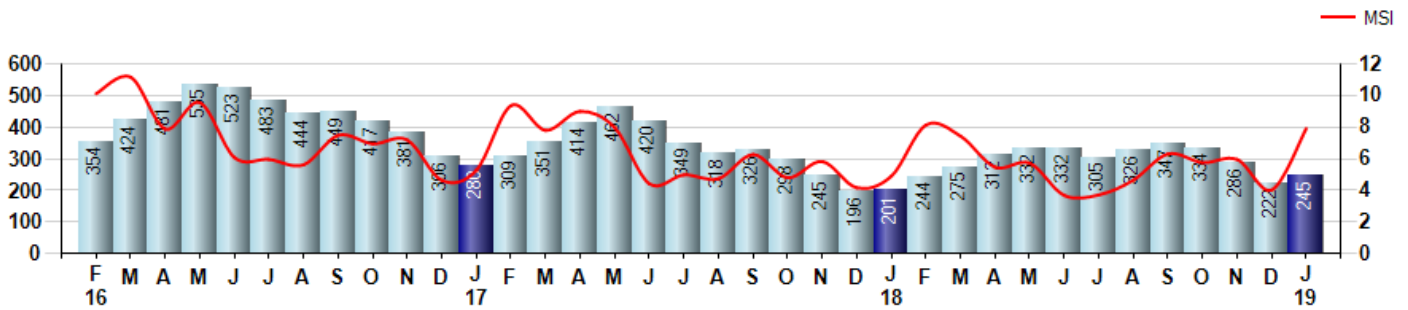
Price Range: 0 to 999999999 | Properties: Single Family Home

Inventory & MSI

The Total Inventory of Properties available for sale as of January was 245, up 10.4% from 222 last month and up 21.9% from 201 in January of last year. January 2019 Inventory was at a mid range compared to January of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2019 MSI of 7.9 months was at its highest level compared with January of 2018 and 2017.

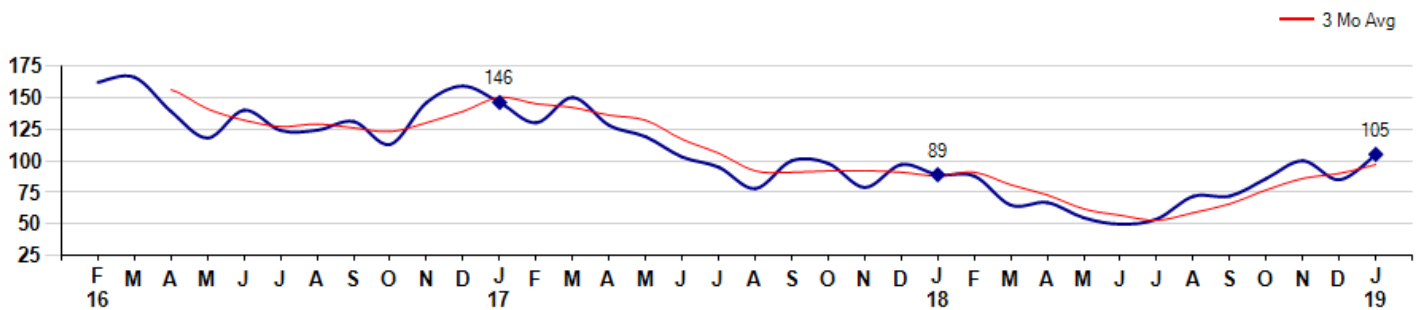
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 January was 105, up 23.5% from 85 days last month and up 18.0% from 89 days in January of last year. The January 2019 DOM was at a mid range compared with January of 2018 and 2017.

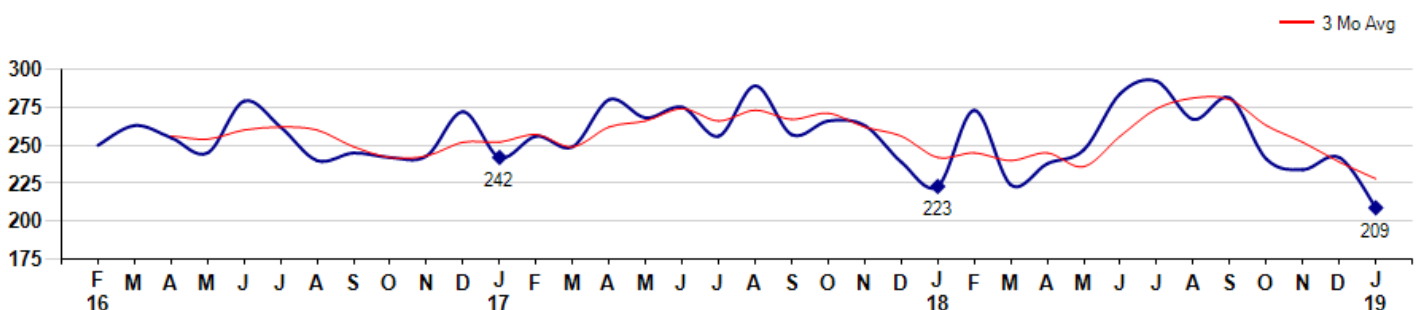
Average Days on Market(Listing to Contract) for properties sold during the month



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 January 2019 Selling Price per Square Foot of \$209 was down -13.6% from \$242 last month and down -6.3% from \$223 in January of last year.

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



City: Norwalk



Barbara Sweeney
 Residential Real Estate Specialist
 (203) 451-6522
 www.BarbaraSweeneyHomes.com
 Barbara.Sweeney@cbmoves.com

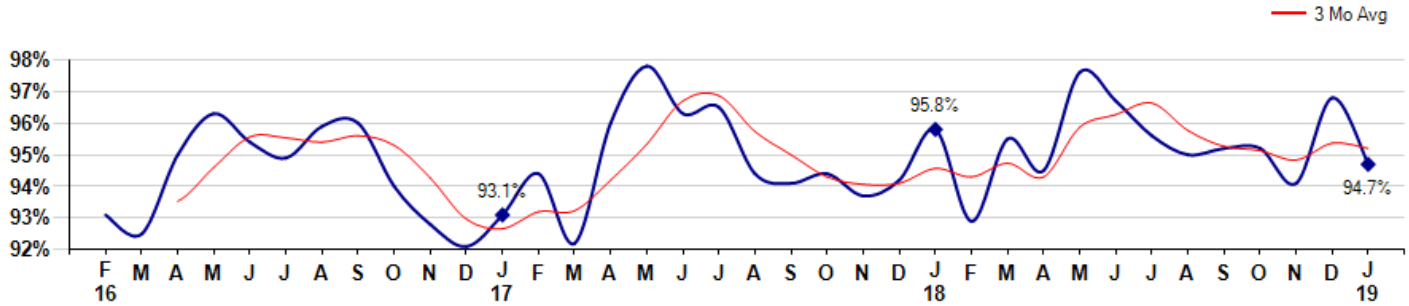


Price Range: 0 to 999999999 | Properties: Single Family Home

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 January 2019 Selling Price vs List Price of 94.7% was down from 96.8% last month and down from 95.8% in January 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 January 2019 was 73, up 128.1% from 32 last month and up 12.3% from 65 in January of last year.

Inventory New Listings Sold

