

City: Norwalk



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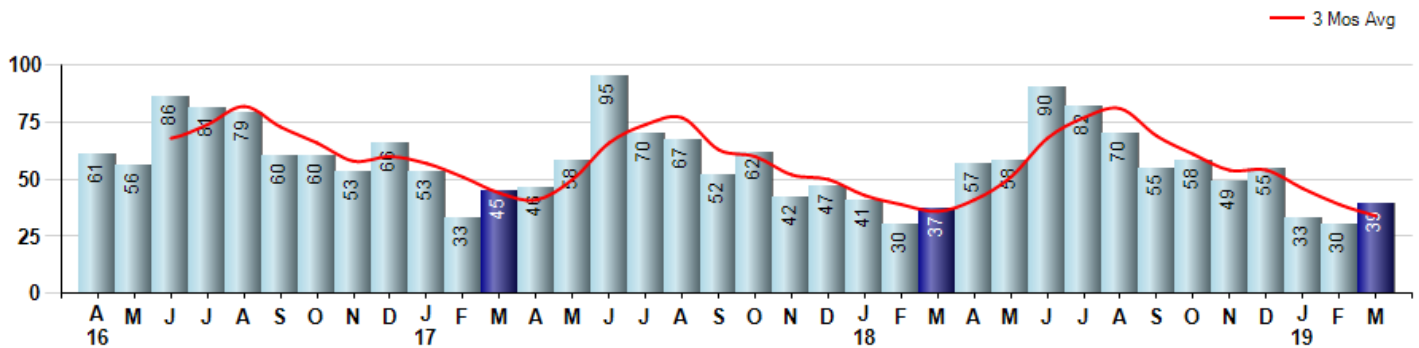
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$639,000	0%		-9%				
Average List Price of all Current Listings	\$880,268	-2%		-16%				
March Median Sales Price	\$520,000	-2%	8%	11%	7%	\$509,000	3%	5%
March Average Sales Price	\$665,148	19%	13%	28%	11%	\$576,793	2%	-4%
Total Properties Currently for Sale (Inventory)	344	19%		26%				
March Number of Properties Sold	39	30%		5%			-6%	
March Average Days on Market (Solds)	121	19%	19%	86%	68%	112	40%	56%
Asking Price per Square Foot (based on New Listings)	\$283	-8%	0%	-3%	2%	\$289	2%	4%
March Sold Price per Square Foot	\$262	15%	9%	17%	2%	\$238	0%	-7%
March Month's Supply of Inventory	8.8	-8%	1%	19%	60%	8.8	29%	59%
March Sale Price vs List Price Ratio	93.7%	1.4%	-1%	-2%	-1.9%	93.3%	-1.7%	-2.3%

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

Property Sales

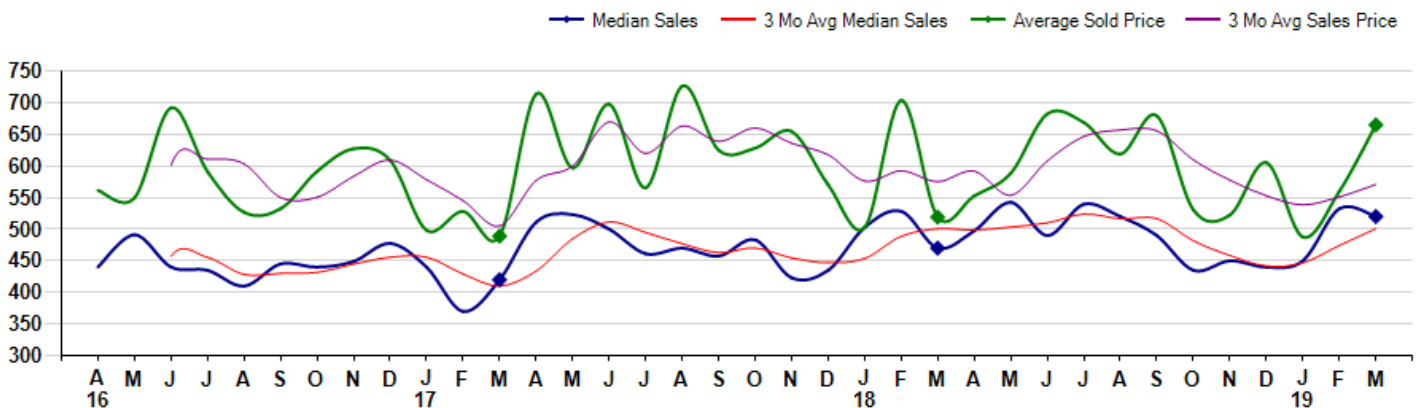
March Property sales were 39, up 5.4% from 37 in March of 2018 and 30.0% higher than the 30 sales last month. March 2019 sales were at a mid level compared to March of 2018 and 2017. March YTD sales of 102 are running -5.6% behind last year's year-to-date sales of 108.



Prices

The Median Sales Price in March was \$520,000, up 10.6% from \$470,000 in March of 2018 and down -2.3% from \$532,500 last month. The Average Sales Price in March was \$665,148, up 28.1% from \$519,130 in March of 2018 and up 18.8% from \$559,948 last month. March 2019 ASP was at highest level compared to March of 2018 and 2017.

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



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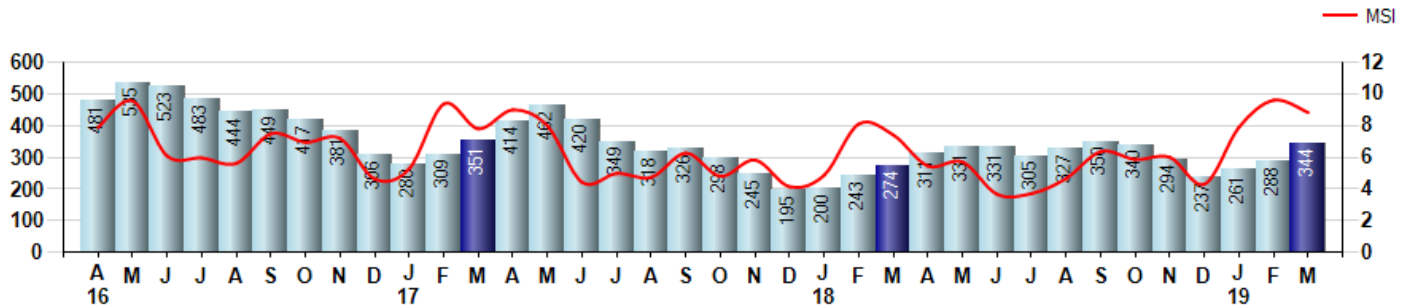
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Inventory & MSI

The Total Inventory of Properties available for sale as of March was 344, up 19.4% from 288 last month and up 25.5% from 274 in March of last year. March 2019 Inventory was at a mid range compared to March of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2019 MSI of 8.8 months was at its highest level compared with March of 2018 and 2017.

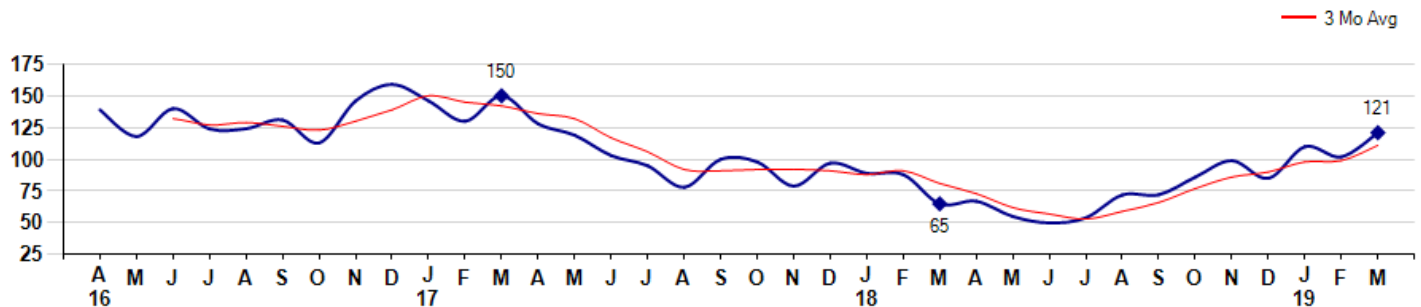
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 March was 121, up 18.6% from 102 days last month and up 86.2% from 65 days in March of last year. The March 2019 DOM was at a mid range compared with March of 2018 and 2017.

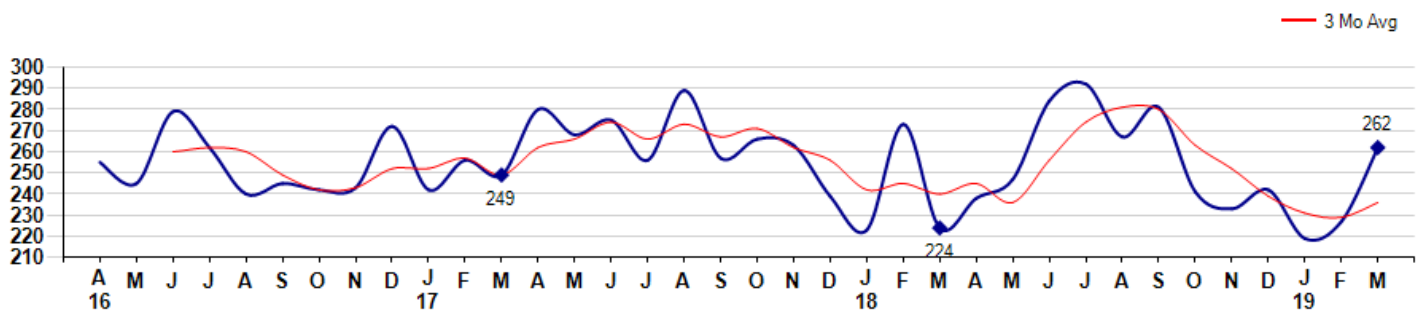
Average Days on Market(Listing to Contract) for properties sold during the month



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 March 2019 Selling Price per Square Foot of \$262 was up 15.4% from \$227 last month and up 17.0% from \$224 in March of last year.

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



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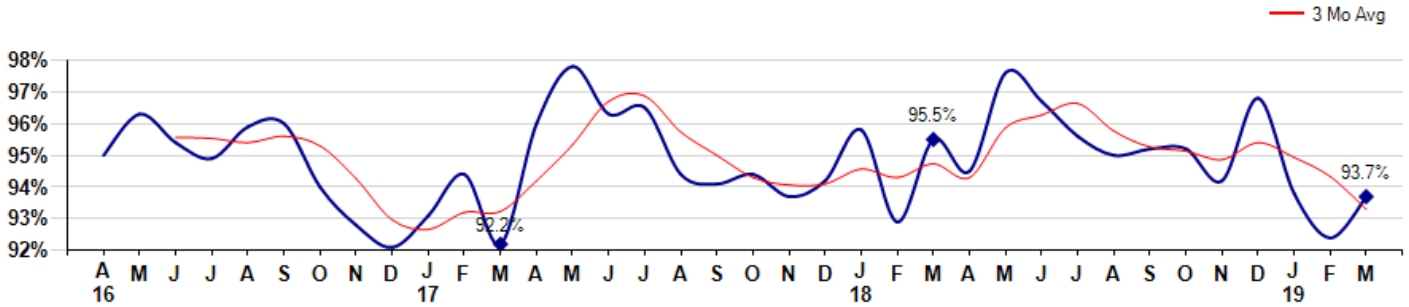
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Selling Price vs Listing Price

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 2019 Selling Price vs List Price of 93.7% was up from 92.4% last month and down from 95.5% 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 2019 was 118, up 32.6% from 89 last month and up 7.3% from 110 in March of last year.

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

