

City: Norwalk



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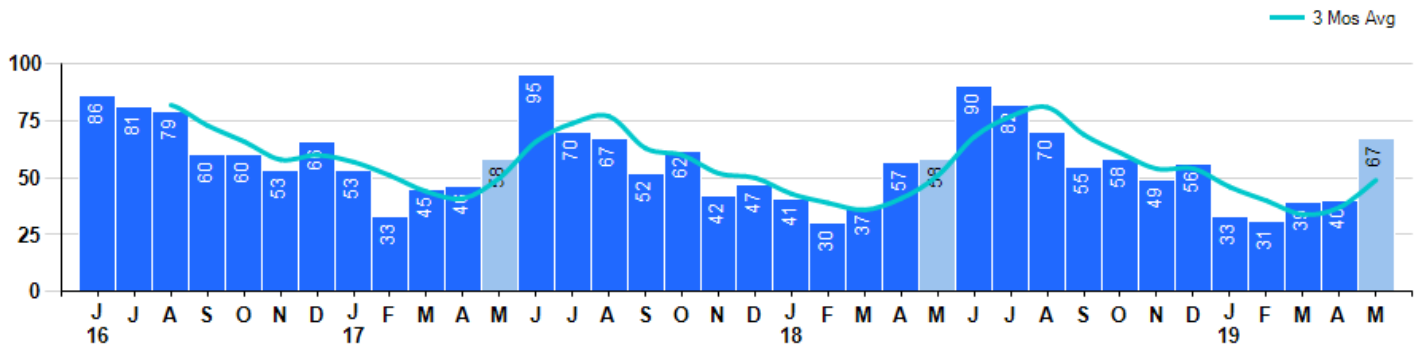
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$599,700	-4%		-8%				
Average List Price of all Current Listings	\$849,290	-3%		-14%				
May Median Sales Price	\$510,000	25%	1%	-6%	5%	\$495,000	-2%	2%
May Average Sales Price	\$615,685	20%	4%	5%	3%	\$575,804	1%	-4%
Total Properties Currently for Sale (Inventory)	412	5%		24%				
May Number of Properties Sold	67	68%		16%			-6%	
May Average Days on Market (Solds)	91	-3%	-9%	66%	26%	101	44%	40%
Asking Price per Square Foot (based on New Listings)	\$275	-7%	-4%	-9%	0%	\$284	-1%	3%
May Sold Price per Square Foot	\$263	5%	4%	7%	3%	\$248	3%	-3%
May Month's Supply of Inventory	6.1	-37%	-26%	7%	12%	8.4	33%	53%
May Sale Price vs List Price Ratio	94.9%	0.1%	1%	-3%	-0.6%	94.2%	-1.4%	-1.4%

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

Property Sales

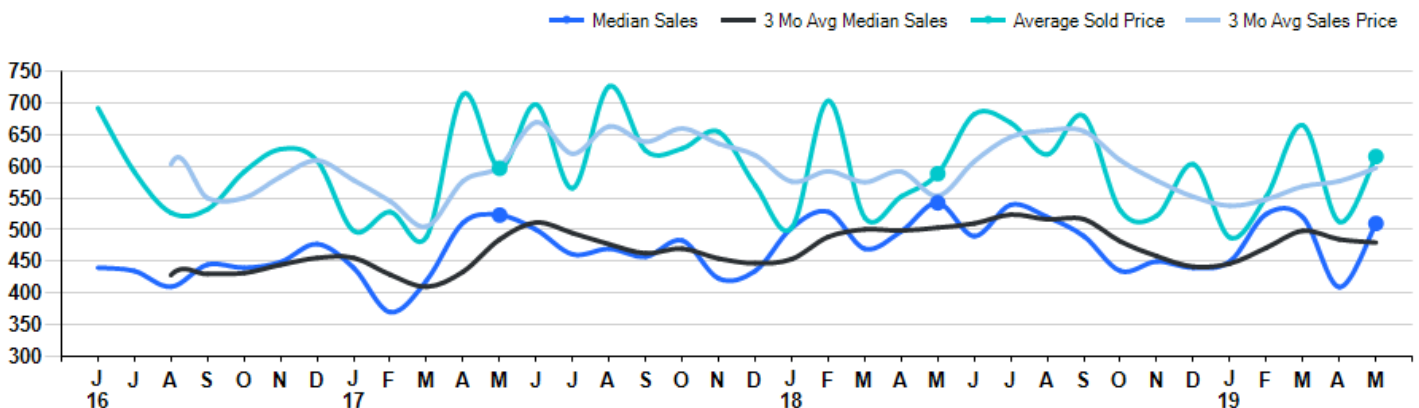
May Property sales were 67, up 15.5% from 58 in May of 2018 and 67.5% higher than the 40 sales last month. May 2019 sales were at their highest level compared to May of 2018 and 2017. May YTD sales of 210 are running -5.8% behind last year's year-to-date sales of 223.



Prices

The Median Sales Price in May was \$510,000, down -6.0% from \$542,500 in May of 2018 and up 24.5% from \$409,500 last month. The Average Sales Price in May was \$615,685, up 4.6% from \$588,592 in May of 2018 and up 20.1% from \$512,440 last month. May 2019 ASP was at highest level compared to May of 2018 and 2017.

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



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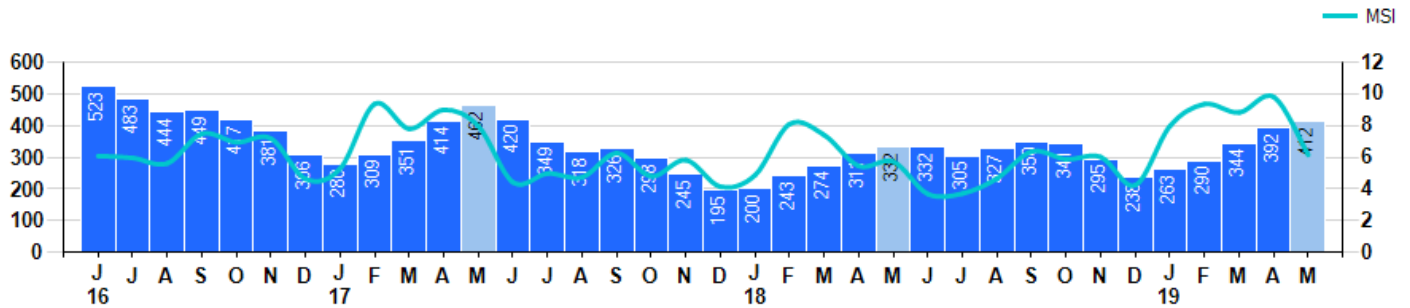
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Inventory & MSI

The Total Inventory of Properties available for sale as of May was 412, up 5.1% from 392 last month and up 24.1% from 332 in May of last year. May 2019 Inventory was at a mid range compared to May of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2019 MSI of 6.1 months was at a mid range compared with May of 2018 and 2017.

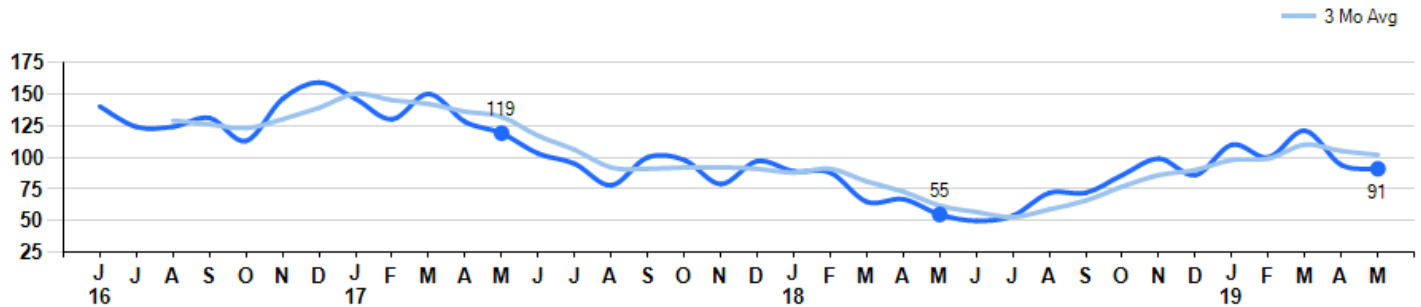
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 May was 91, down -3.2% from 94 days last month and up 65.5% from 55 days in May of last year. The May 2019 DOM was at a mid range compared with May of 2018 and 2017.

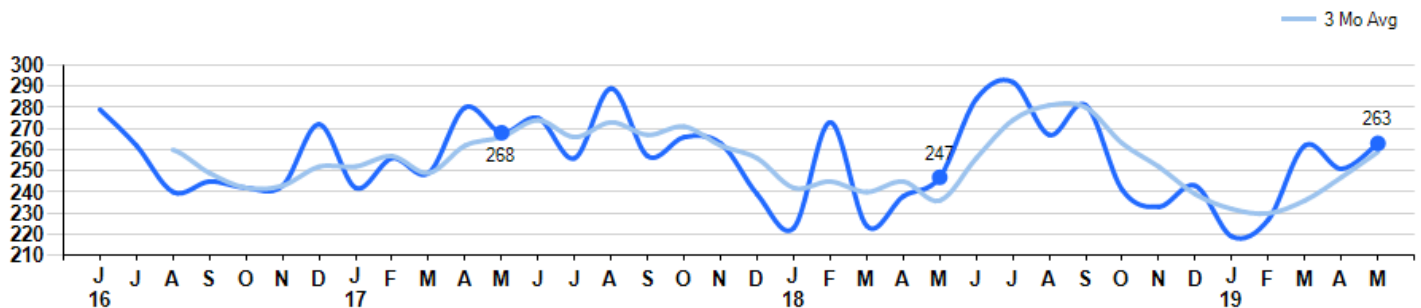
Average Days on Market (Listing to Contract) for properties sold during the month



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 May 2019 Selling Price per Square Foot of \$263 was up 4.8% from \$251 last month and up 6.5% from \$247 in May of last year.

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



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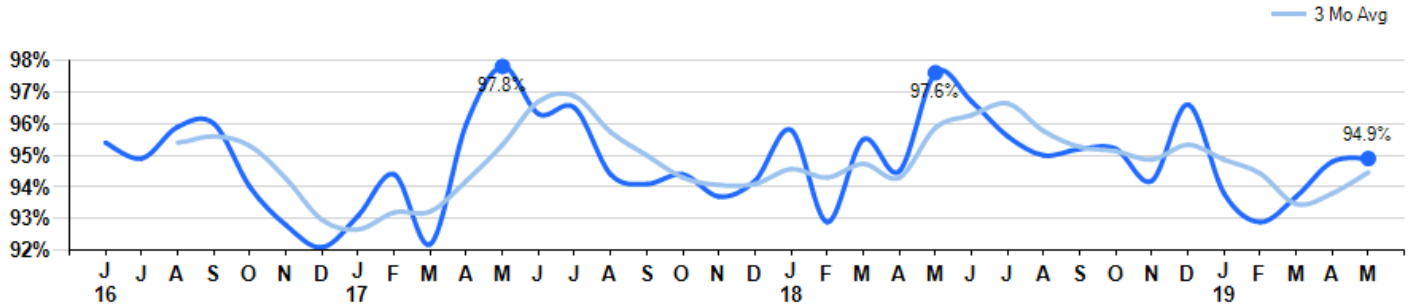
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Selling Price vs Listing Price

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 May 2019 Selling Price vs List Price of 94.9% was up from 94.8% last month and down from 97.6% in May 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 May 2019 was 131, down -11.5% from 148 last month and down -10.9% from 147 in May of last year.

Inventory NewListings Sold

