

# City: Norwalk



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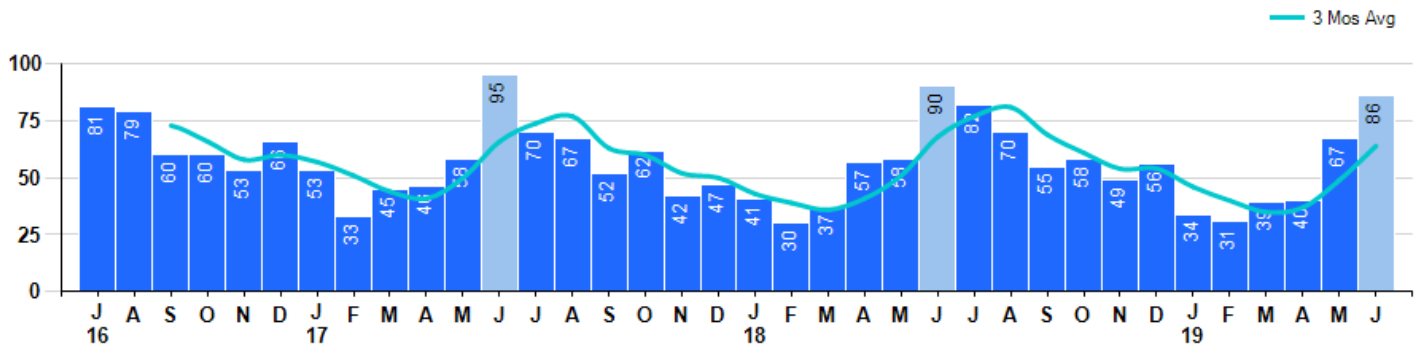
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$629,920	5%		-3%				
Average List Price of all Current Listings	\$878,485	3%		-7%				
June Median Sales Price	\$464,250	-9%	-5%	-5%	-4%	\$487,890	-2%	1%
June Average Sales Price	\$602,923	-2%	0%	-12%	1%	\$583,385	-3%	-3%
Total Properties Currently for Sale (Inventory)	412	3%		24%				
June Number of Properties Sold	86	28%		-4%			-5%	
June Average Days on Market (Solds)	69	-24%	-22%	38%	-4%	92	44%	28%
Asking Price per Square Foot (based on New Listings)	\$310	14%	8%	17%	12%	\$286	1%	4%
June Sold Price per Square Foot	\$265	1%	1%	-7%	4%	\$253	0%	-1%
June Month's Supply of Inventory	4.8	-20%	-31%	30%	-13%	7.8	33%	41%
June Sale Price vs List Price Ratio	95.9%	1.1%	1%	-1%	0.4%	94.7%	-1.2%	-0.8%

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

## Property Sales

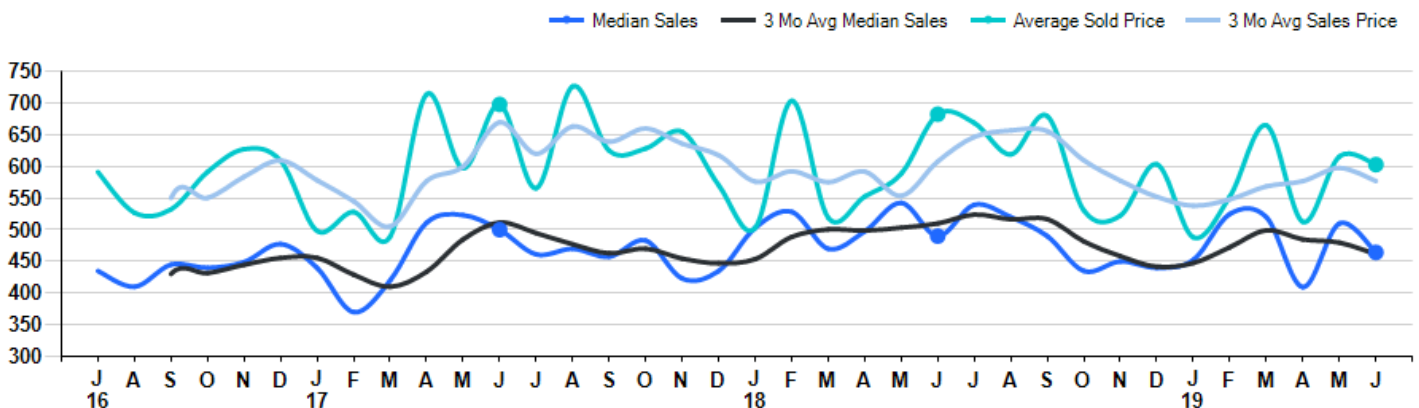
June Property sales were 86, down -4.4% from 90 in June of 2018 and 28.4% higher than the 67 sales last month. June 2019 sales were at their lowest level compared to June of 2018 and 2017. June YTD sales of 297 are running -5.1% behind last year's year-to-date sales of 313.



## Prices

The Median Sales Price in June was \$464,250, down -5.3% from \$490,000 in June of 2018 and down -9.0% from \$510,000 last month. The Average Sales Price in June was \$602,923, down -11.7% from \$682,575 in June of 2018 and down -2.1% from \$615,685 last month. June 2019 ASP was at the lowest level compared to June of 2018 and 2017.

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



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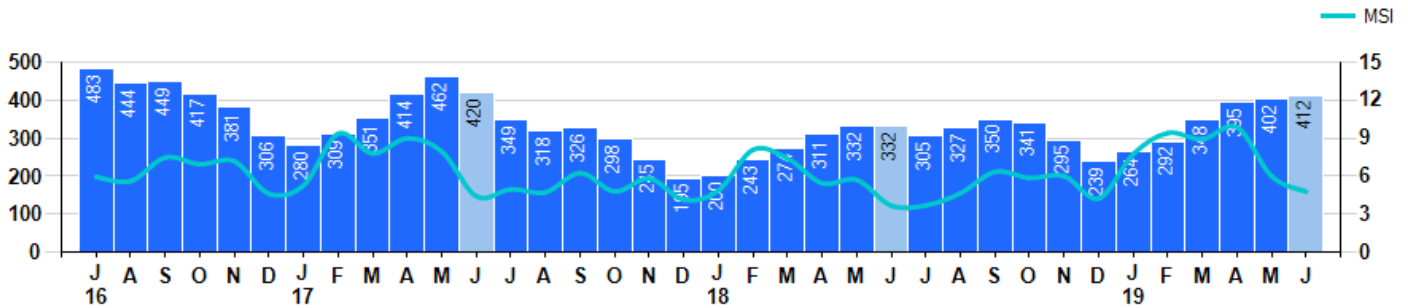
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## Inventory & MSI

The Total Inventory of Properties available for sale as of June was 412, up 2.5% from 402 last month and up 24.1% from 332 in June of last year. June 2019 Inventory was at a mid range compared to June of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2019 MSI of 4.8 months was at its highest level compared with June of 2018 and 2017.

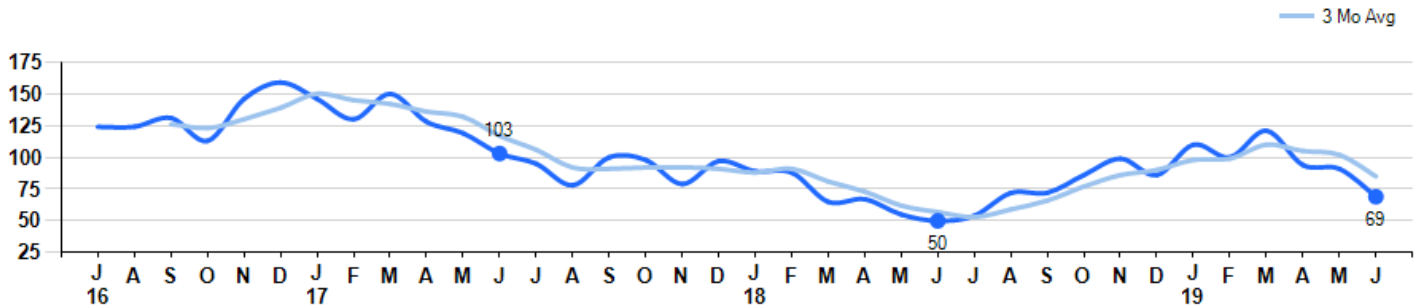
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



## 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 June was 69, down -24.2% from 91 days last month and up 38.0% from 50 days in June of last year. The June 2019 DOM was at a mid range compared with June of 2018 and 2017.

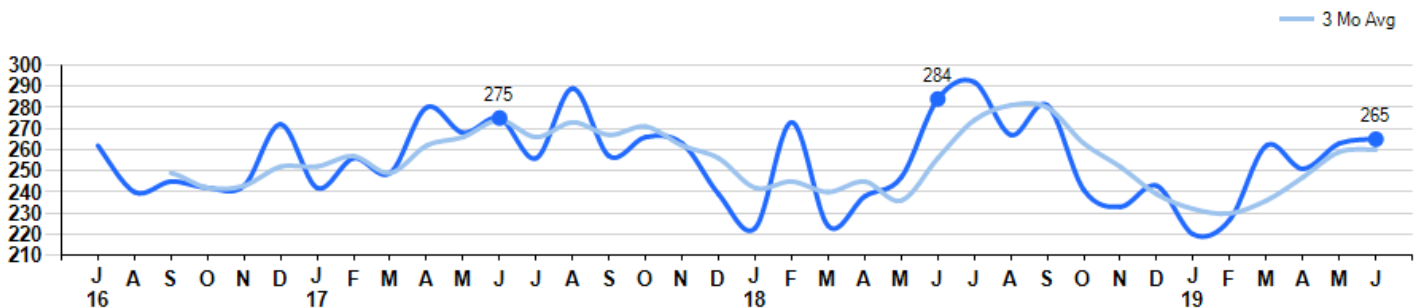
Average Days on Market(Listing to Contract) for properties sold during the month



## 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 June 2019 Selling Price per Square Foot of \$265 was up 0.8% from \$263 last month and down -6.7% from \$284 in June of last year.

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



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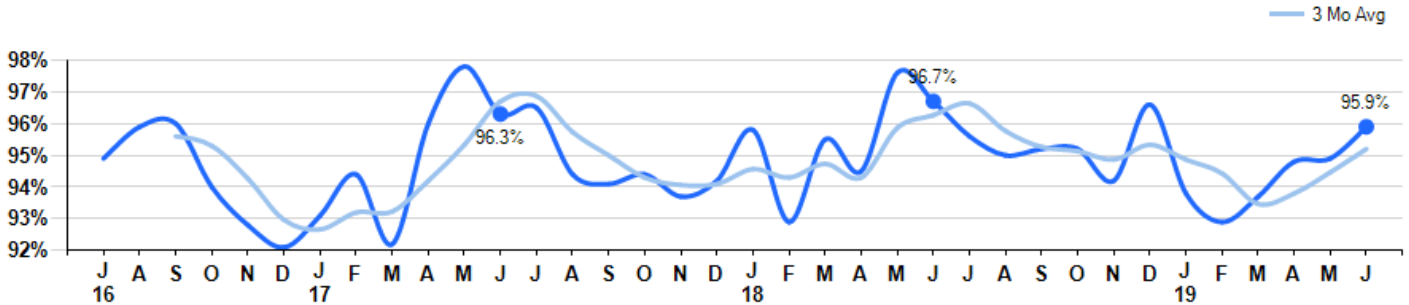
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## Selling Price vs Listing Price

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 2019 Selling Price vs List Price of 95.9% was up from 94.9% last month and down from 96.7% 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 2019 was 108, down -18.2% from 132 last month and up 10.2% from 98 in June of last year.

