1 MARKET ACTION REPORT

City: Norwalk



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

Month	1 5 4			Trending Versus*:				
	LM	L3M	PYM	LY	YTD	PriorYTĎ	PriorYear	
\$625,000	-2%		1%					
\$873,447	-2%		3%					
\$507,500	1%	3%	-2%	5%	\$489,500	-5%	1%	
\$553,271	-1%	-5%	-11%	-8%	\$573,996	-7%	-4%	
353	-4%		8%					
62	-18%		-11%			-7%		
87	13%	<mark>9</mark> %	21%	21%	89	41%	24%	
\$261	-8%	-7%	4%	-5%	\$283	2%	3%	
\$253	4%	-1%	-5%	-1%	\$252	-4%	-2%	
5.7	17%	12%	22%	4%	7.2	32%	31%	
94.8%	0.2%	0%	0%	-0.7%	94.7%	-1.0%	-0.8%	
	\$873,447 \$507,500 \$553,271 353 62 87 \$261 \$253 5.7 94.8%	\$873,447 -2% \$507,500 1% \$553,271 -1% 353 -4% 62 -18% \$261 -8% \$253 4% 5.7 17% 94.8% 0.2%	\$873,447 -2% \$507,500 1% 3% \$553,271 -1% -5% 353 -4% 62 -18% 87 13% 9% \$261 -8% -7% \$253 4% -1% 5.7 17% 12% 94.8% 0.2% 0%	\$873,447 -2% 3% \$507,500 1% 3% -2% \$553,271 -1% -5% -11% 353 -4% 8% 62 -18% -11% 87 13% 9% 21% \$261 -8% -7% 4% \$253 4% -1% -5% 5.7 17% 12% 22% 94.8% 0.2% 0% 0% 0% 0%	\$873,447 -2% 3% \$507,500 1% 3% -2% 5% \$553,271 -1% -5% -11% -8% 353 -4% 8% - 62 -18% -11% 21% \$87 13% 9% 21% 21% \$261 -8% -7% 4% -5% \$253 4% -1% -5% -1% \$57 17% 12% 22% 4%	\$873,447 -2% 3% \$507,500 1% 3% -2% 5% \$489,500 \$553,271 -1% -5% -11% -8% \$573,996 353 -4% 8% 62 -18% -11% 87 13% 9% 21% 21% 89 \$261 -8% -7% 4% -5% \$283 \$253 4% -1% -5% 1% \$252 5.7 17% 12% 22% 4% 7.2 94.8% 0.2% 0% 0% -0.7% 94.7%	\$873,447 -2% 3% Image: constraint of the system \$507,500 1% 3% -2% 5% \$489,500 -5% \$553,271 -1% -5% -11% -8% \$573,996 -7% 353 -4% 8% Image: constraint of the system -7% 62 -18% -11% Image: constraint of the system -7% 87 13% 9% 21% 21% 89 41% \$261 -8% -7% 4% -5% \$283 2% \$253 4% -1% -5% 1% \$252 -4% \$5.7 17% 12% 22% 4% 7.2 32% 94.8% 0.2% 0% 0% -0.7% 94.7% -1.0%	

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

Property Sales

August Property sales were 62, down -11.4% from 70 in August of 2018 and -18.4% lower than the 76 sales last month. August 2019 sales were at their lowest level compared to August of 2018 and 2017. August YTD sales of 436 are running -6.6% behind last year's year-to-date sales of 467.



The Median Sales Price in August was \$507,500, down -2.4% from \$520,000 in August of 2018 and up 1.1% from \$502,000 last month. The Average Sales Price in August was \$553,271, down -10.6% from \$619,050 in August of 2018 and down -0.5% from \$556,306 last month. August 2019 ASP was at the lowest level compared to August of 2018 and 2017.

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

= 3 Mo Avg Median Sales 🛛 🛶 Average Sold Price 🛛 —— 3 Mo Avg Sales Price Median Sales 750 700 650 600 550 500 450 400 350 300 S 16 D J D М Ν D 0 N F Μ Δ 0 Α м J J 18 19

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August 2019

Based on information from SmartMLS for the period 9/1/2016 through 8/31/2019. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.

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Inventory & MSI

The Total Inventory of Properties available for sale as of August was 353, down -4.3% from 369 last month and up 8.0% from 327 in August of last year. August 2019 Inventory was at highest level compared to August of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2019 MSI of 5.7 months was at its highest level compared with August of 2018 and 2017.

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



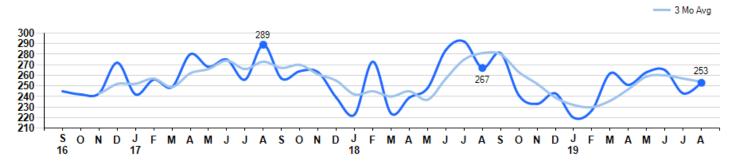
The average Days On Market(DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for August was 87, up 13.0% from 77 days last month and up 20.8% from 72 days in August of last year. The August 2019 DOM was at its highest level compared with August of 2018 and 2017.

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



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 August 2019 Selling Price per Square Foot of \$253 was up 4.1% from \$243 last month and down -5.2% from \$267 in August of last year.

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



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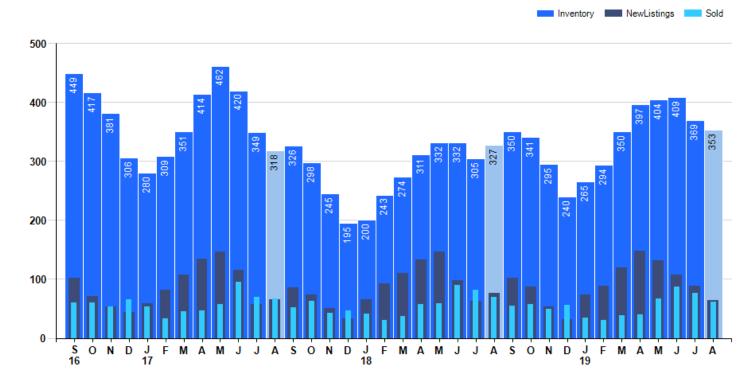
Selling Price vs Listing Price

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 August 2019 Selling Price vs List Price of 94.8% was up from 94.6% last month and down from 95.0% in August of last year.

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



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 August 2019 was 64, down -28.1% from 89 last month and down -16.9% from 77 in August of last year.



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