

City: Norwalk

Barbara Sweeney

Residential Real Estate Specialist

(203) 451-6522

www.BarbaraSweeneyHomes.com

Barbara.Sweeney@cbmoves.com

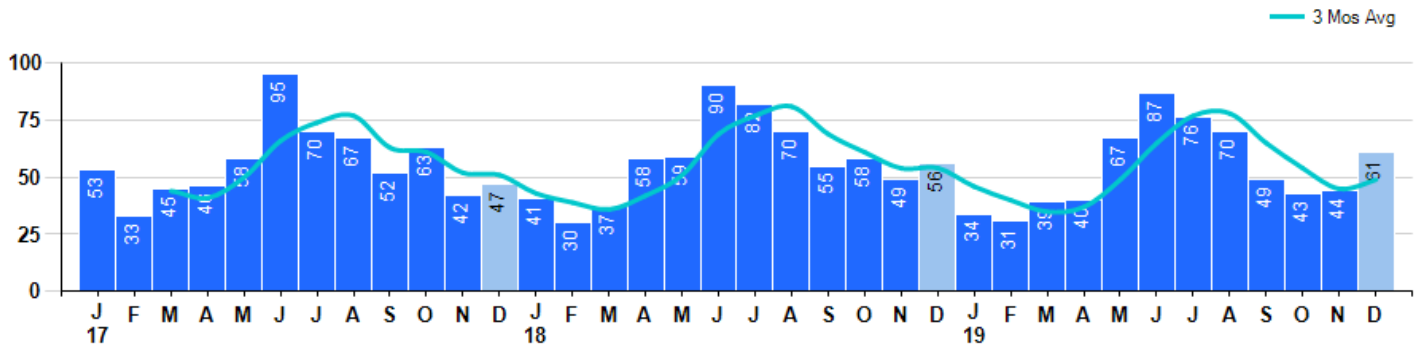
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$585,000	-2%		-6%				
Average List Price of all Current Listings	\$824,930	-3%		-3%				
December Median Sales Price	\$490,000	0%	0%	11%	1%	\$487,890	0%	1%
December Average Sales Price	\$608,564	-16%	-7%	1%	1%	\$599,414	-1%	0%
Total Properties Currently for Sale (Inventory)	241	-21%		0%				
December Number of Properties Sold	61	39%		9%			-6%	
December Average Days on Market (Solds)	98	17%	4%	14%	36%	90	29%	25%
Asking Price per Square Foot (based on New Listings)	\$283	-15%	-6%	25%	3%	\$285	3%	4%
December Sold Price per Square Foot	\$265	-8%	-6%	9%	4%	\$262	2%	2%
December Month's Supply of Inventory	4.0	-43%	-39%	-8%	-28%	7.0	28%	28%
December Sale Price vs List Price Ratio	93.5%	-1.8%	-1%	-3%	-2.1%	94.7%	-1.0%	-0.9%

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

Property Sales

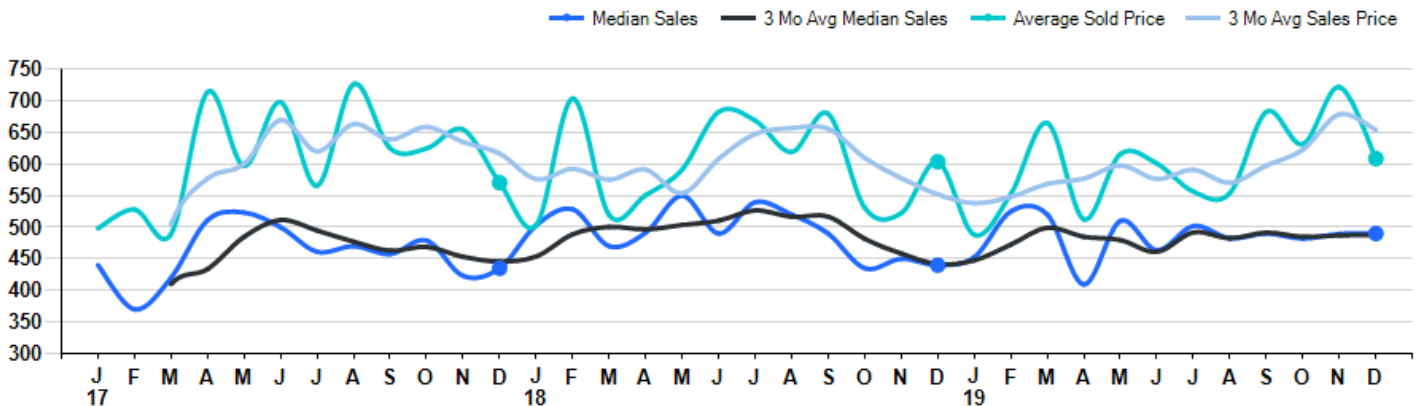
December Property sales were 61, up 8.9% from 56 in December of 2018 and 38.6% higher than the 44 sales last month. December 2019 sales were at their highest level compared to December of 2018 and 2017. December YTD sales of 641 are running -6.4% behind last year's year-to-date sales of 685.



Prices

The Median Sales Price in December was \$490,000, up 11.4% from \$440,000 in December of 2018 and up 0.1% from \$489,500 last month. The Average Sales Price in December was \$608,564, up 0.8% from \$603,547 in December of 2018 and down -15.7% from \$721,911 last month. December 2019 ASP was at highest level compared to December of 2018 and 2017.

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



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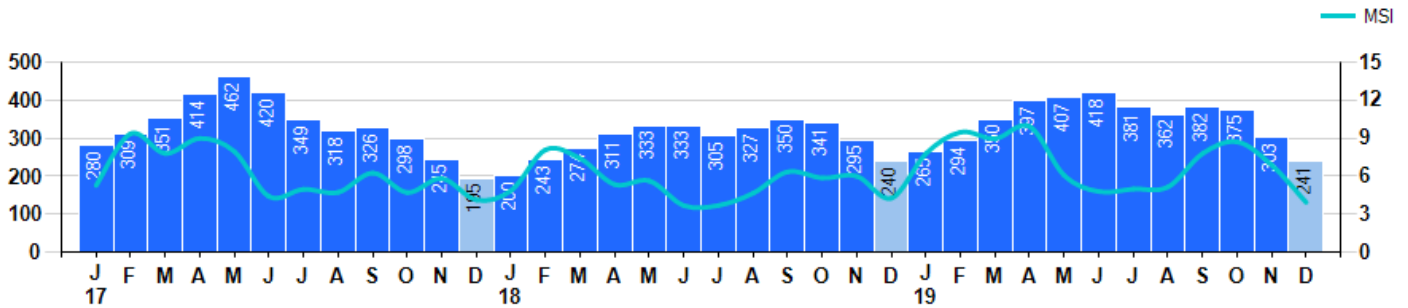
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 241, down -20.5% from 303 last month and up 0.4% from 240 in December of last year. December 2019 Inventory was at highest level compared to December of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2019 MSI of 4.0 months was at its lowest level compared with December of 2018 and 2017.

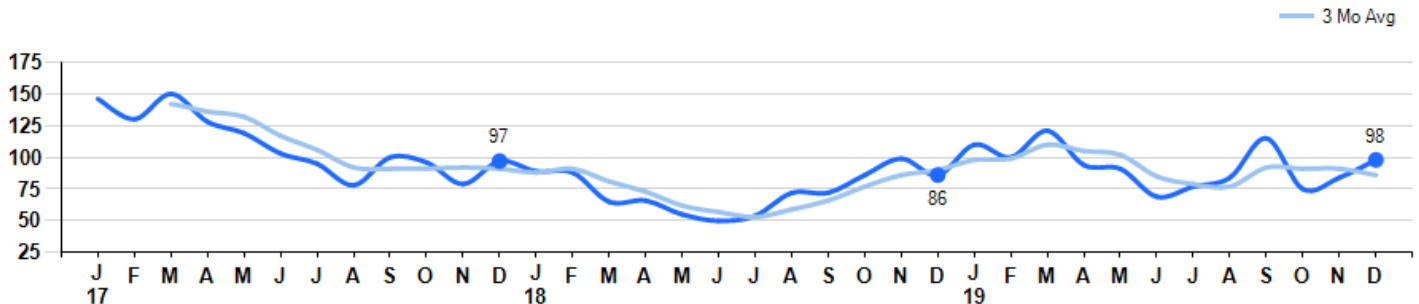
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 December was 98, up 16.7% from 84 days last month and up 14.0% from 86 days in December of last year. The December 2019 DOM was at its highest level compared with December of 2018 and 2017.

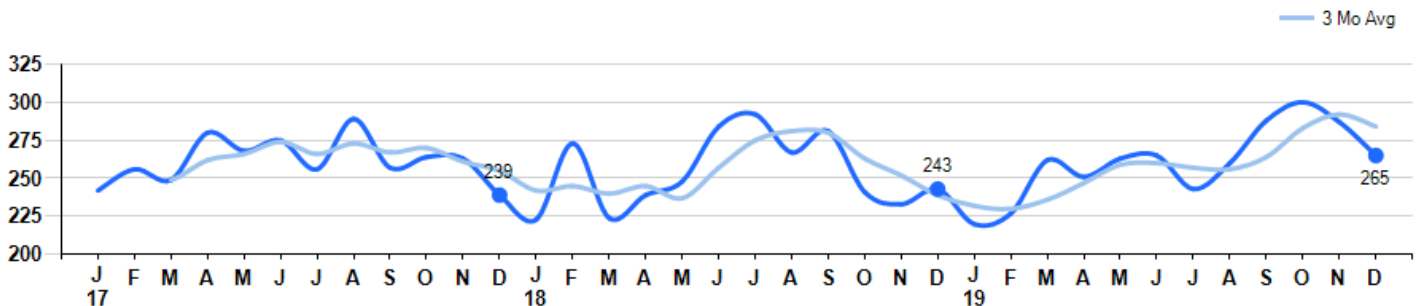
Average Days on Market(Listing to Contract) for properties sold during the month



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 December 2019 Selling Price per Square Foot of \$265 was down -7.7% from \$287 last month and up 9.1% from \$243 in December of last year.

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



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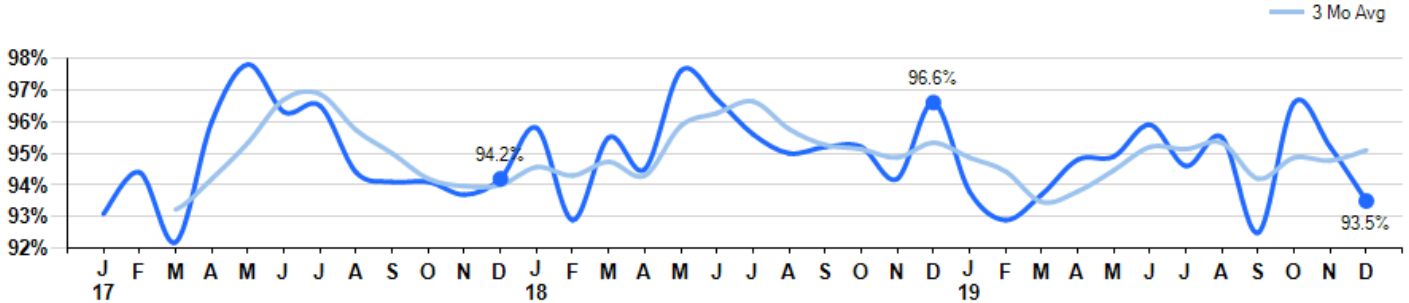
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Selling Price vs Listing Price

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 December 2019 Selling Price vs List Price of 93.5% was down from 95.2% last month and down from 96.6% in December 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 December 2019 was 32, down -17.9% from 39 last month and equal to 32 in December of last year.

