

## City: Norwalk



**Joni Usdan**  
Residential Real Estate Specialist  
2032167654  
www.jonihomes.com  
joni@jonihomes.com



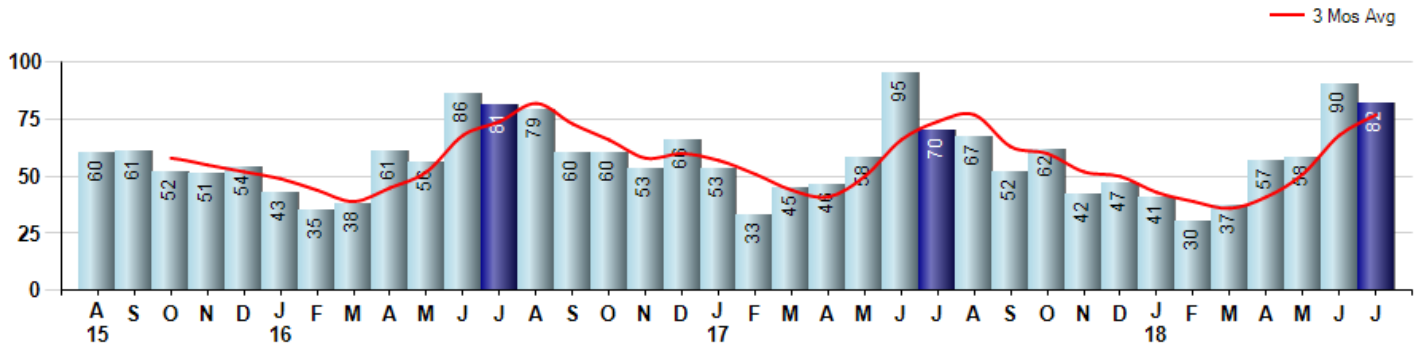
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$634,500	-2%		6%				
Average List Price of all Current Listings	\$913,424	-6%		4%				
July Median Sales Price	\$539,500	10%	5%	17%	17%	\$512,050	10%	11%
July Average Sales Price	\$668,843	-2%	6%	18%	10%	\$614,841	3%	1%
Total Properties Currently for Sale (Inventory)	330	-1%		-6%				
July Number of Properties Sold	82	-9%		17%			-1%	
July Average Days on Market (Solds)	54	8%	-2%	-43%	-50%	62	-48%	-42%
Asking Price per Square Foot (based on New Listings)	\$258	-5%	-10%	-5%	-6%	\$285	3%	4%
July Sold Price per Square Foot	\$292	3%	8%	14%	12%	\$261	-1%	0%
July Month's Supply of Inventory	4.0	9%	-10%	-20%	-36%	5.6	-20%	-10%
July Sale Price vs List Price Ratio	95.6%	-1.1%	-1%	-1%	0.6%	95.8%	0.3%	0.8%

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

### Property Sales

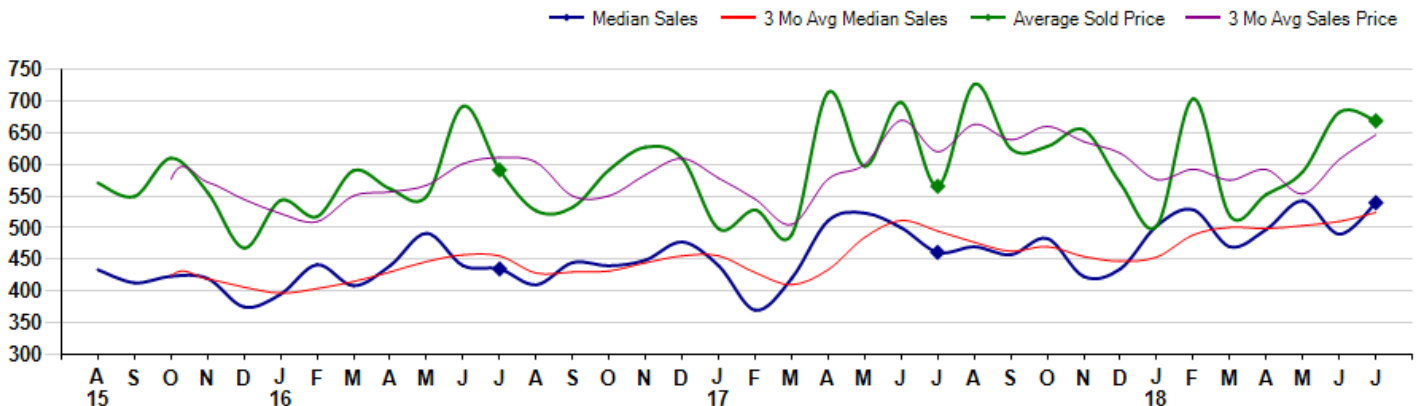
July Property sales were 82, up 17.1% from 70 in July of 2017 and -8.9% lower than the 90 sales last month. July 2018 sales were at their highest level compared to July of 2017 and 2016. July YTD sales of 395 are running -1.3% behind last year's year-to-date sales of 400.



### Prices

The Median Sales Price in July was \$539,500, up 17.0% from \$461,250 in July of 2017 and up 10.1% from \$490,000 last month. The Average Sales Price in July was \$668,843, up 18.3% from \$565,490 in July of 2017 and down -2.0% from \$682,575 last month. July 2018 ASP was at highest level compared to July of 2017 and 2016.

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



## City: Norwalk



**Joni Usdan**  
Residential Real Estate Specialist  
2032167654  
www.jonihomes.com  
joni@jonihomes.com



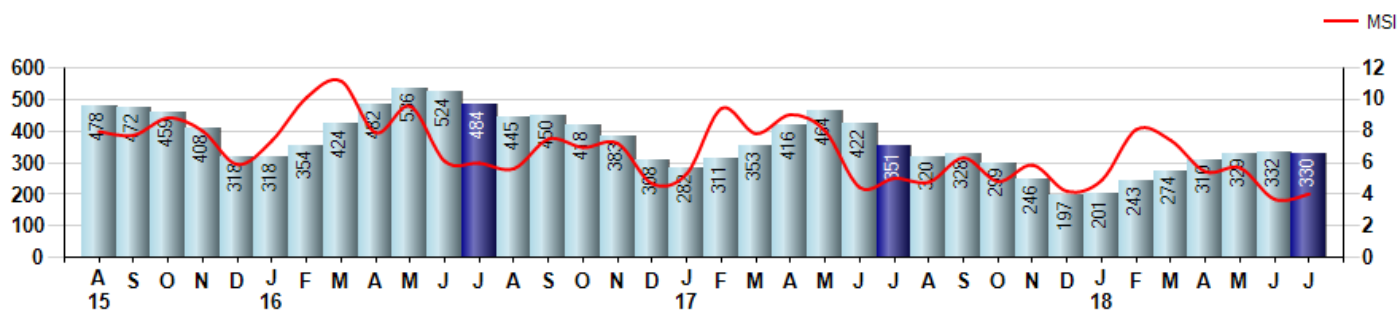
Price Range: 0 to 999999999 | Properties: Single Family Home

### Inventory & MSI

The Total Inventory of Properties available for sale as of July was 330, down -0.6% from 332 last month and down -6.0% from 351 in July of last year. July 2018 Inventory was at the lowest level compared to July of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2018 MSI of 4.0 months was at its lowest level compared with July of 2017 and 2016.

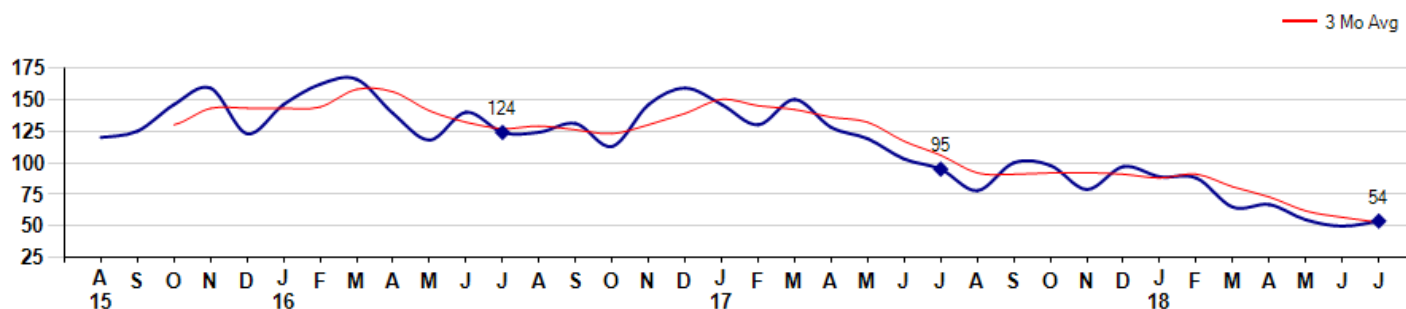
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 July was 54, up 8.0% from 50 days last month and down -43.2% from 95 days in July of last year. The July 2018 DOM was at its lowest level compared with July of 2017 and 2016.

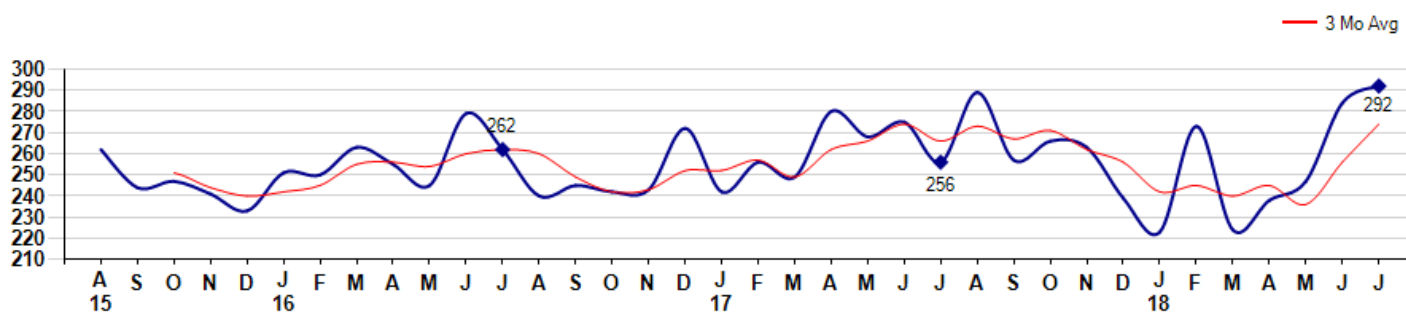
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 July 2018 Selling Price per Square Foot of \$292 was up 2.8% from \$284 last month and up 14.1% from \$256 in July of last year.

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



## City: Norwalk



**Joni Usdan**  
 Residential Real Estate Specialist  
 2032167654  
 www.jonihomes.com  
 joni@jonihomes.com

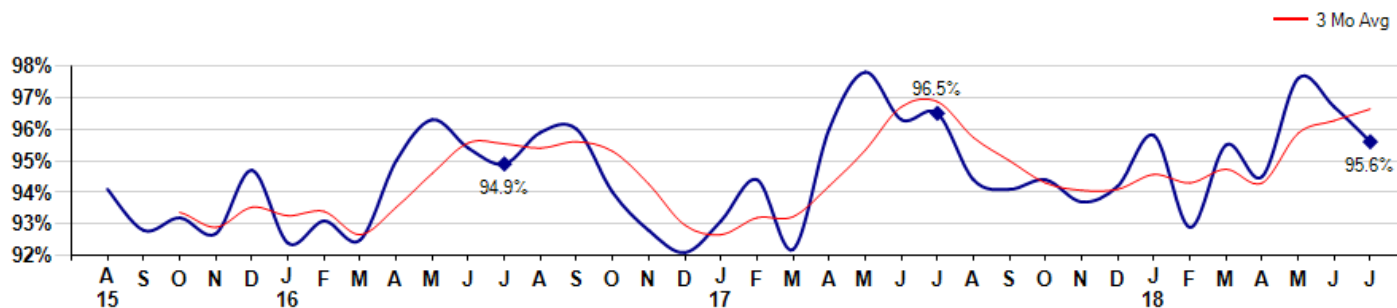


Price Range: 0 to 999999999 | Properties: Single Family Home

### 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 July 2018 Selling Price vs List Price of 95.6% was down from 96.7% last month and down from 96.5% in July of last year.

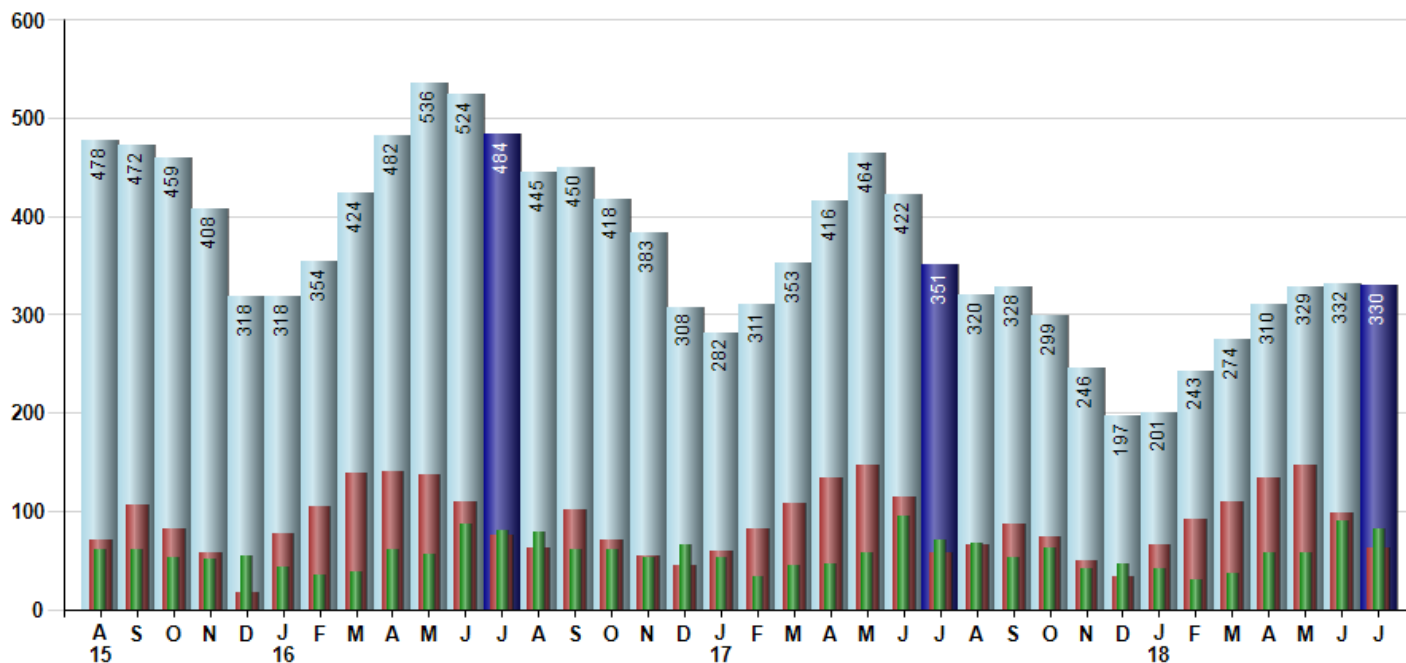
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 July 2018 was 63, down -35.7% from 98 last month and up 8.6% from 58 in July of last year.

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



© 2018 Coldwell Banker Residential Brokerage. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from SmartMLS for the period 8/1/2015 through 7/31/2018. 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.

