

## City: Norwalk



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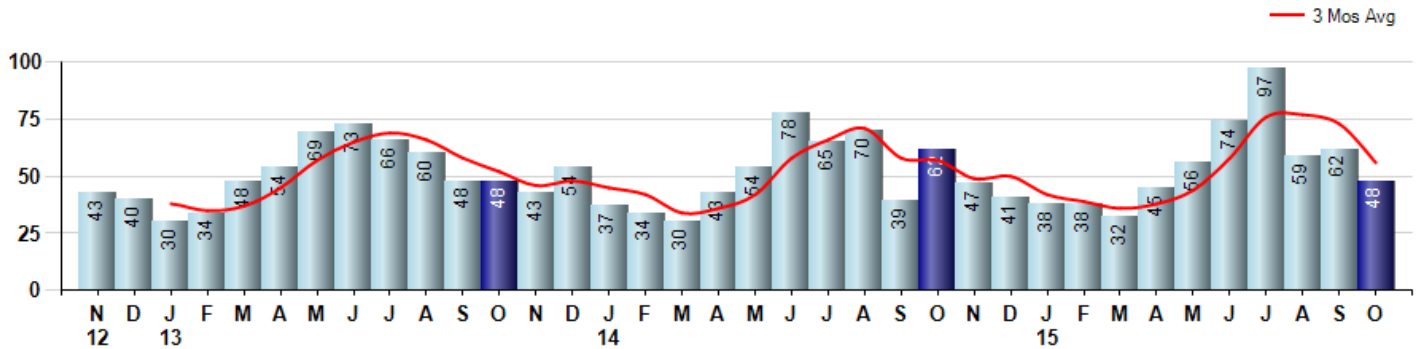
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$559,000	0%		2%				
Average List Price of all Current Listings	\$900,688	2%		6%				
October Median Sales Price	\$461,500	12%	0%	4%	7%	\$450,000	5%	5%
October Average Sales Price	\$639,698	16%	13%	-16%	11%	\$572,348	-2%	-1%
Total Properties Currently for Sale (Inventory)	406	-6%		3%				
October Number of Properties Sold	48	-23%		-23%			7%	
October Average Days on Market (Solds)	147	18%	15%	-12%	1%	133	-8%	-8%
Asking Price per Square Foot (based on New Listings)	\$313	5%	2%	-4%	2%	\$309	0%	0%
October Sold Price per Square Foot	\$286	5%	3%	-16%	5%	\$276	0%	2%
October Month's Supply of Inventory	8.5	21%	10%	32%	-2%	8.3	-5%	-3%
October Sale Price vs List Price Ratio	95.6%	-0.8%	0%	-2%	-0.7%	96.1%	-0.3%	-0.2%

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

### Property Sales

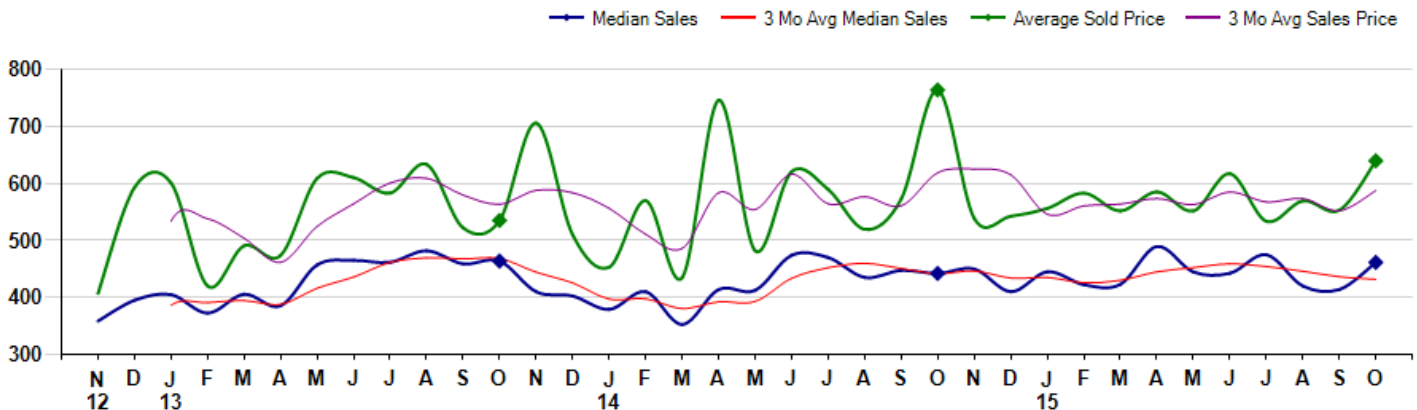
October Property sales were 48, down -22.6% from 62 in October of 2014 and -22.6% lower than the 62 sales last month. October 2015 sales were at their lowest level compared to October of 2014 and 2013. October YTD sales of 549 are running 7.2% ahead of last year's year-to-date sales of 512.



### Prices

The Median Sales Price in October was \$461,500, up 4.4% from \$442,000 in October of 2014 and up 11.5% from \$414,000 last month. The Average Sales Price in October was \$639,698, down -16.3% from \$764,083 in October of 2014 and up 15.7% from \$553,105 last month. October 2015 ASP was at a mid range compared to October of 2014 and 2013.

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



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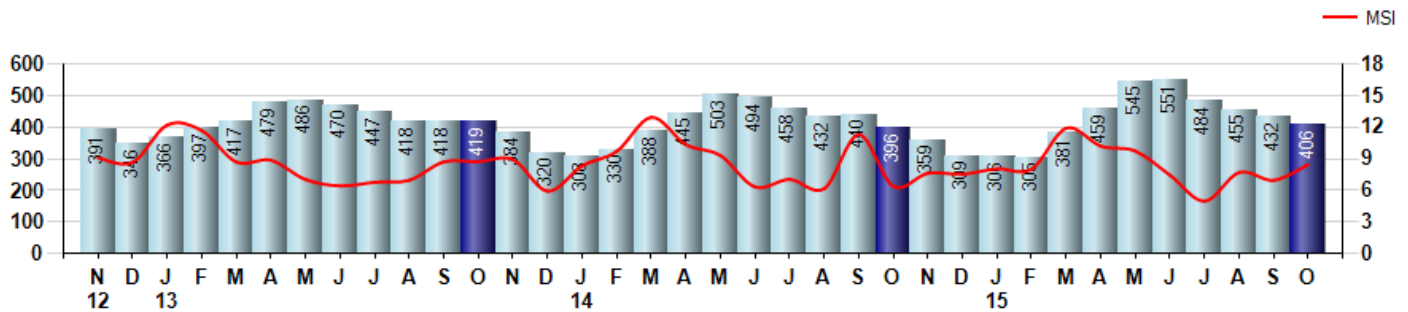
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### Inventory & MSI

The Total Inventory of Properties available for sale as of October was 406, down -6.0% from 432 last month and up 2.5% from 396 in October of last year. October 2015 Inventory was at a mid range compared to October of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2015 MSI of 8.5 months was at a mid range compared with October of 2014 and 2013.

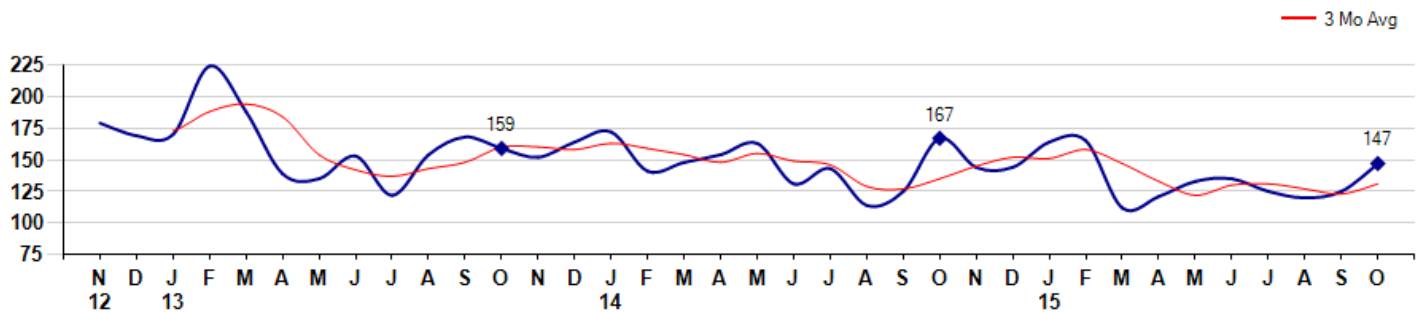
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 October was 147, up 17.6% from 125 days last month and down -12.0% from 167 days in October of last year. The October 2015 DOM was at its lowest level compared with October of 2014 and 2013.

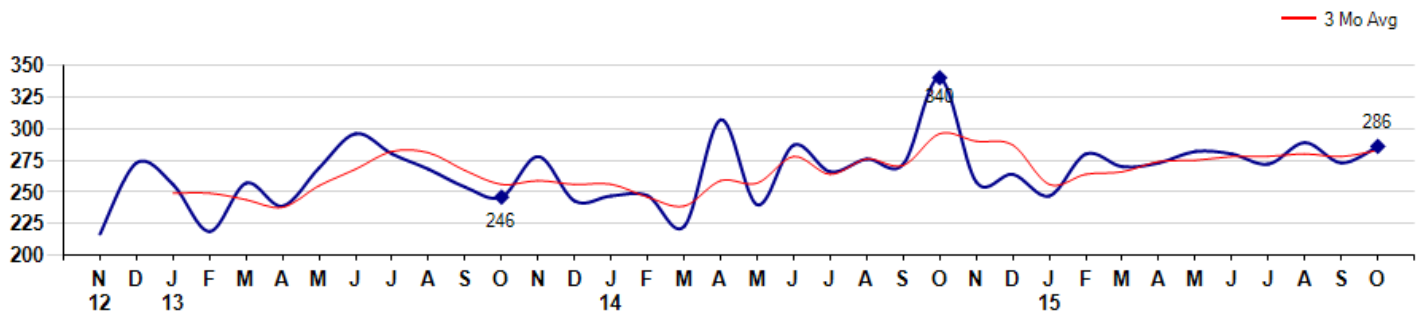
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 October 2015 Selling Price per Square Foot of \$286 was up 4.8% from \$273 last month and down -15.9% from \$340 in October of last year.

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



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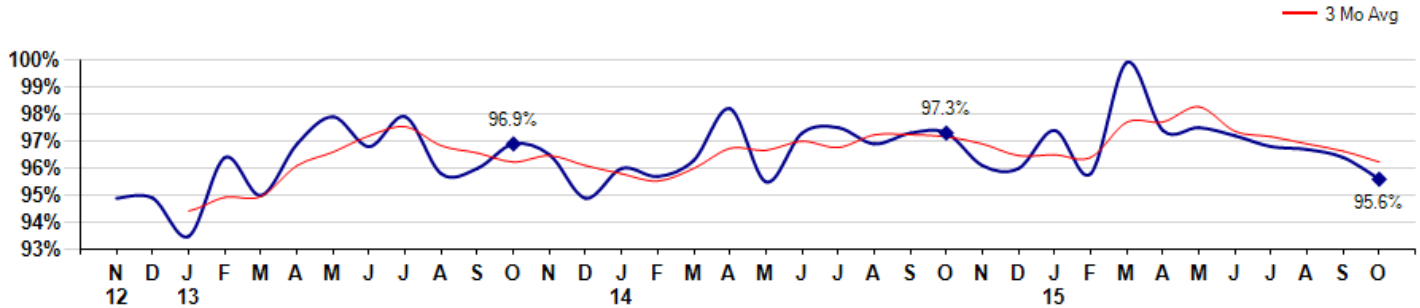


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### Selling Price vs Listing Price

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 October 2015 Selling Price vs List Price of 95.6% was down from 96.4% last month and down from 97.3% in October of last year.

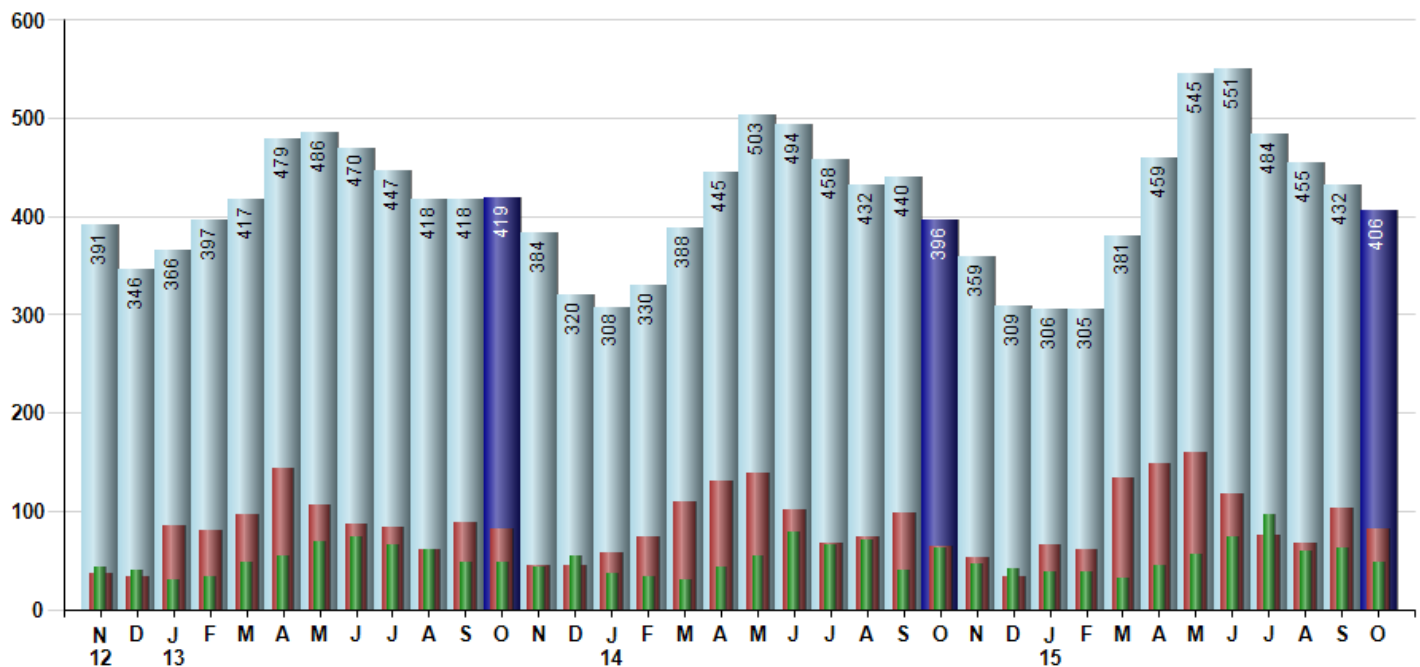
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 October 2015 was 82, down -20.4% from 103 last month and up 28.1% from 64 in October of last year.

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



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