

## City: Norwalk



**Joni Usdan**  
Residential Real Estate Specialist  
203-216-7654  
www.jonihomes.com  
joni@jonihomes.com



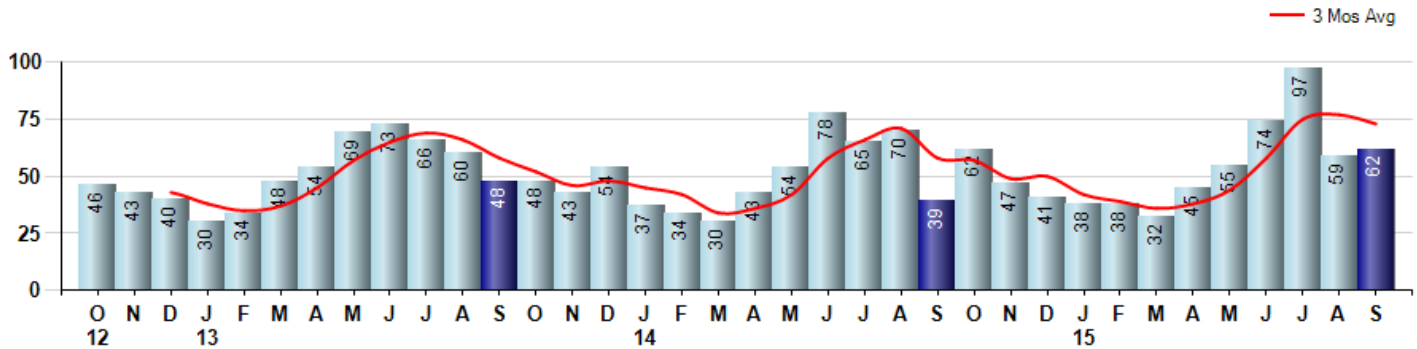
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$563,113	2%		3%				
Average List Price of all Current Listings	\$899,114	2%		5%				
September Median Sales Price	\$414,000	-1%	-9%	-8%	-4%	\$450,000	6%	5%
September Average Sales Price	\$553,105	-3%	-2%	-4%	-4%	\$566,369	1%	-2%
Total Properties Currently for Sale (Inventory)	407	-10%		-8%				
September Number of Properties Sold	62	5%		59%			11%	
September Average Days on Market (Solds)	125	4%	-2%	0%	-14%	131	-7%	-10%
Asking Price per Square Foot (based on New Listings)	\$304	3%	-3%	-1%	-1%	\$310	0%	1%
September Sold Price per Square Foot	\$273	-6%	-1%	0%	0%	\$275	3%	1%
September Month's Supply of Inventory	6.6	-14%	3%	-42%	-24%	8.3	-8%	-3%
September Sale Price vs List Price Ratio	96.4%	-0.3%	0%	-1%	0.2%	96.3%	-0.3%	0.1%

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

### Property Sales

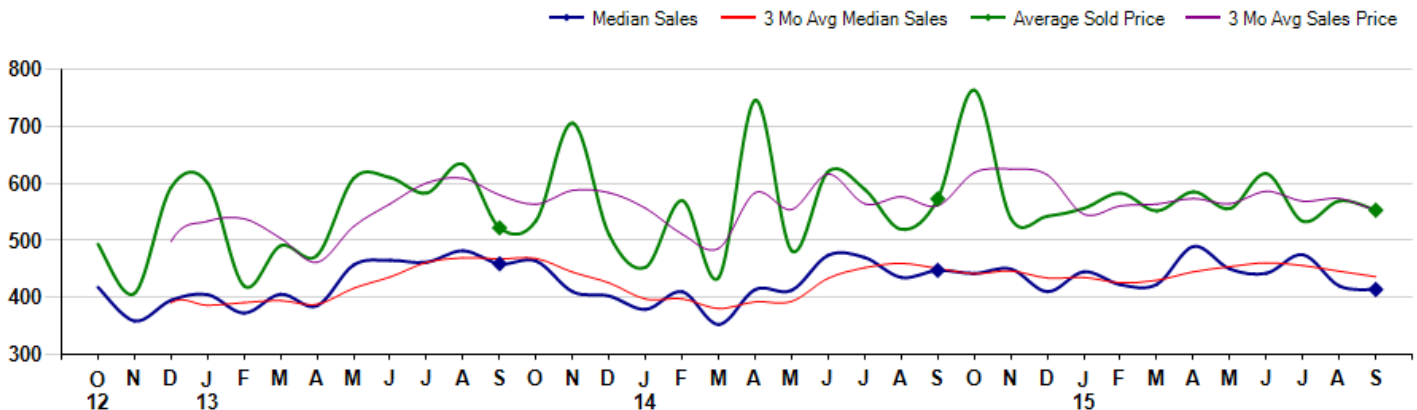
September Property sales were 62, up 59.0% from 39 in September of 2014 and 5.1% higher than the 59 sales last month. September 2015 sales were at their highest level compared to September of 2014 and 2013. September YTD sales of 500 are running 11.1% ahead of last year's year-to-date sales of 450.



### Prices

The Median Sales Price in September was \$414,000, down -7.5% from \$447,500 in September of 2014 and down -1.4% from \$420,000 last month. The Average Sales Price in September was \$553,105, down -3.5% from \$573,026 in September of 2014 and down -2.9% from \$569,500 last month. September 2015 ASP was at a mid range compared to September of 2014 and 2013.

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



## City: Norwalk



**Joni Usdan**  
Residential Real Estate Specialist  
203-216-7654  
www.jonihomes.com  
joni@jonihomes.com



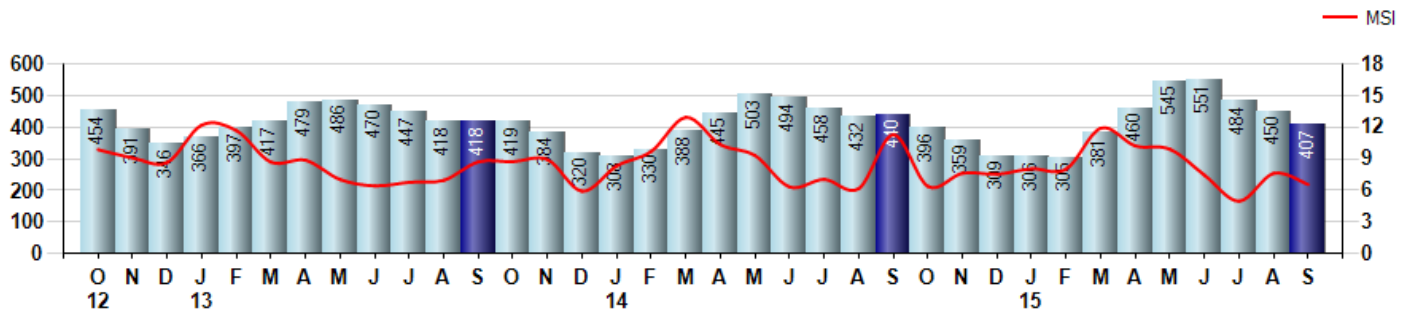
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

### Inventory & MSI

The Total Inventory of Properties available for sale as of September was 407, down -9.6% from 450 last month and down -7.5% from 440 in September of last year. September 2015 Inventory was at the lowest level compared to September of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2015 MSI of 6.6 months was at its lowest level compared with September of 2014 and 2013.

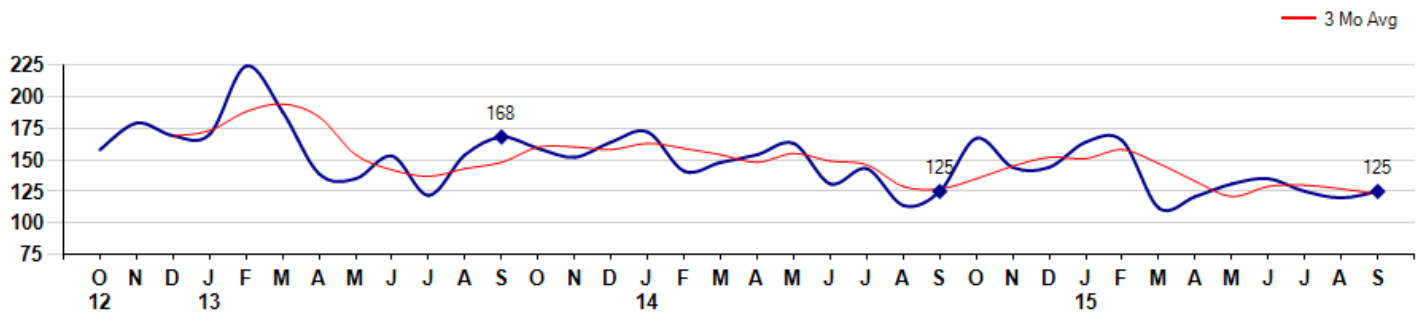
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 September was 125, up 4.2% from 120 days last month and equal to 125 days in September of last year. The September 2015 DOM was at its lowest level compared with September of 2014 and 2013.

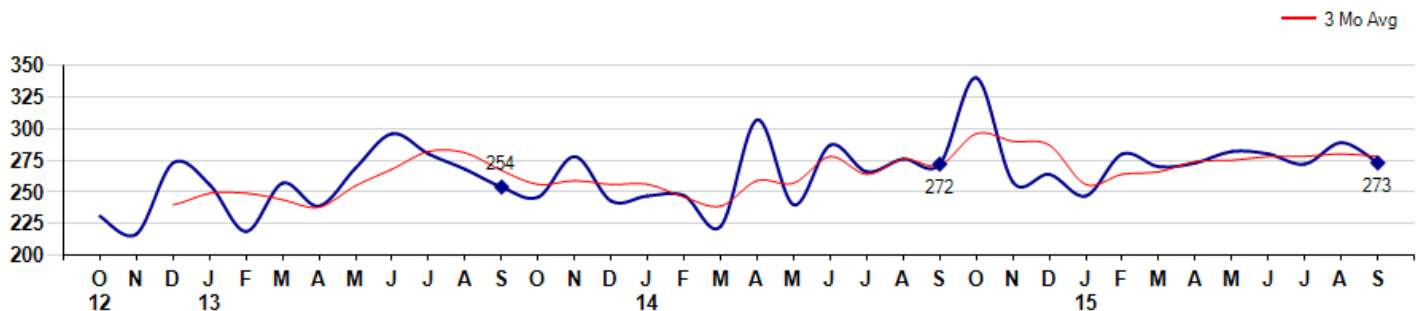
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 September 2015 Selling Price per Square Foot of \$273 was down -5.5% from \$289 last month and up 0.4% from \$272 in September of last year.

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



## City: Norwalk



**Joni Usdan**  
 Residential Real Estate Specialist  
 203-216-7654  
 www.jonihomes.com  
 joni@jonihomes.com

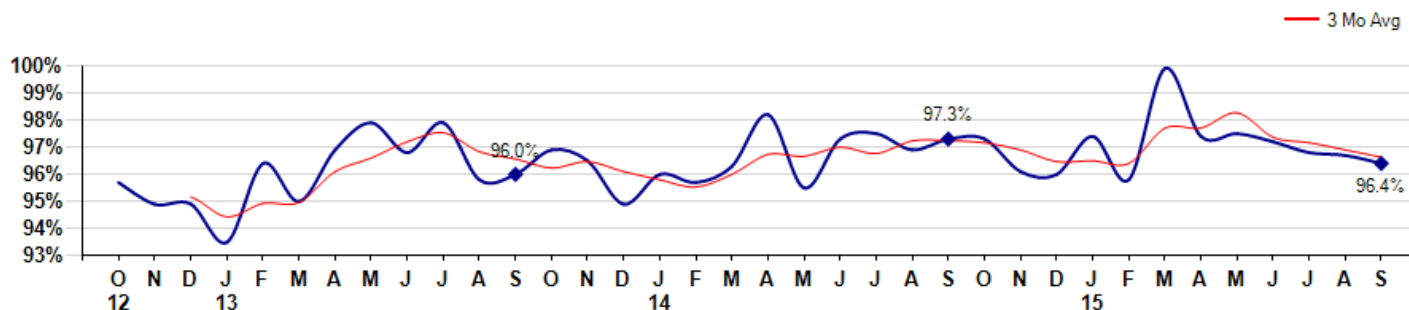


Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

### 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 September 2015 Selling Price vs List Price of 96.4% was down from 96.7% last month and down from 97.3% in September of last year.

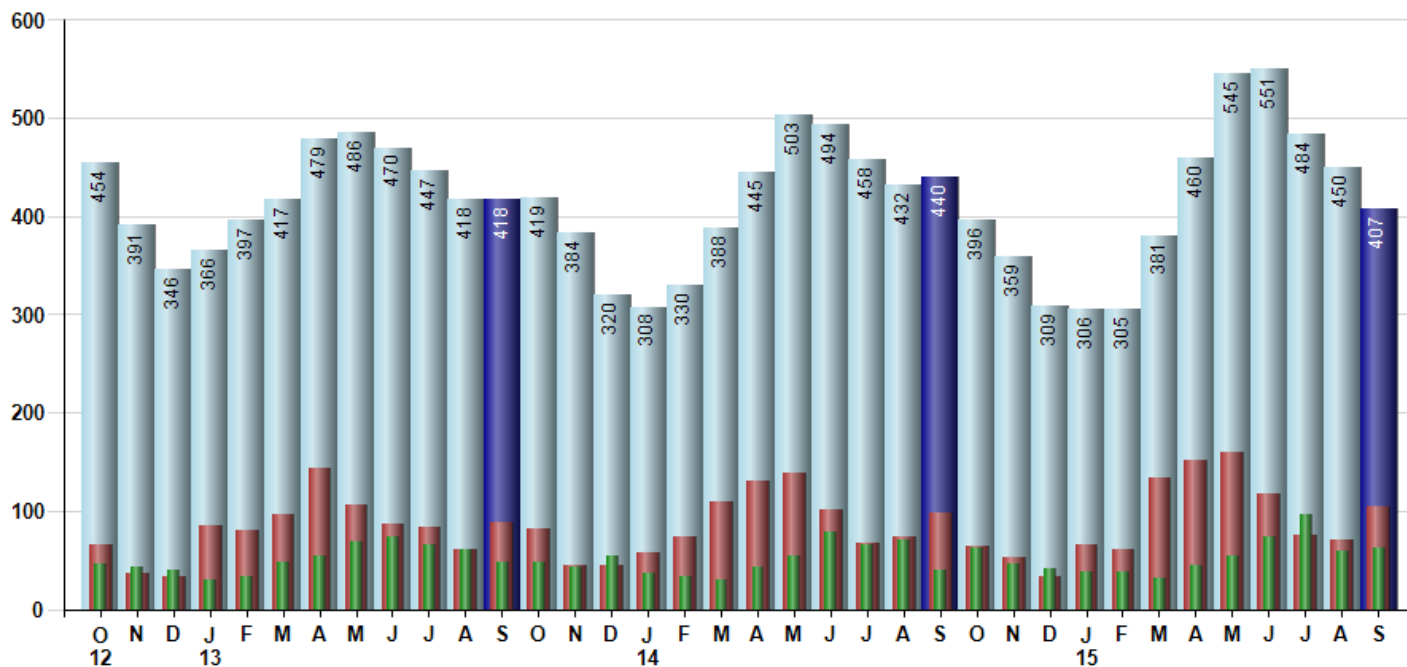
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 September 2015 was 104, up 48.6% from 70 last month and up 6.1% from 98 in September of last year.

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



© 2015 Coldwell Banker Real Estate LLC. 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 Greater Fairfield County CMLS, Inc. for the period 10/1/2012 through 9/30/2015. 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.

