

City: Norwalk



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



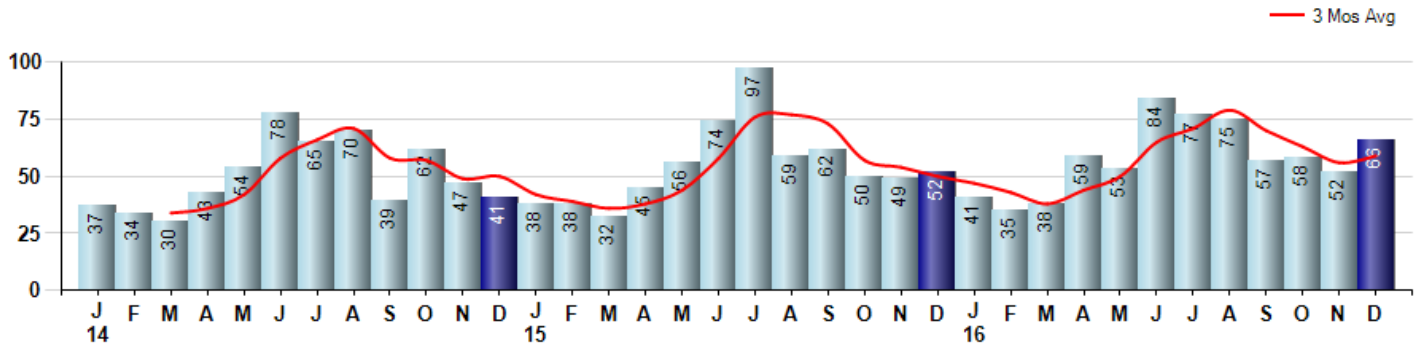
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$579,000	2%		10%				
Average List Price of all Current Listings	\$947,789	6%		18%				
December Median Sales Price	\$477,500	9%	3%	24%	10%	\$440,000	0%	1%
December Average Sales Price	\$603,875	-4%	2%	28%	7%	\$589,716	5%	5%
Total Properties Currently for Sale (Inventory)	241	-31%		-24%				
December Number of Properties Sold	66	27%		27%			7%	
December Average Days on Market (Solds)	157	7%	14%	24%	15%	139	3%	2%
Asking Price per Square Foot (based on New Listings)	\$300	-7%	-7%	28%	-1%	\$314	3%	4%
December Sold Price per Square Foot	\$312	16%	10%	23%	14%	\$285	4%	4%
December Month's Supply of Inventory	3.7	-46%	-37%	-40%	-56%	7.5	-10%	-10%
December Sale Price vs List Price Ratio	96.2%	0.1%	1%	-2%	0.1%	96.2%	0.1%	0.2%

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

Property Sales

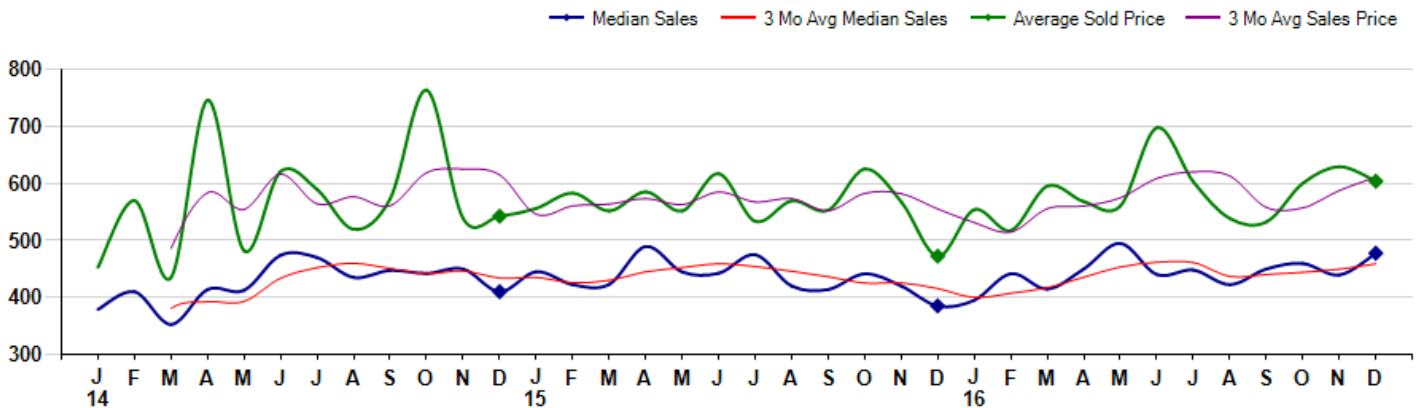
December Property sales were 66, up 26.9% from 52 in December of 2015 and 26.9% higher than the 52 sales last month. December 2016 sales were at their highest level compared to December of 2015 and 2014. December YTD sales of 695 are running 6.6% ahead of last year's year-to-date sales of 652.



Prices

The Median Sales Price in December was \$477,500, up 24.0% from \$385,000 in December of 2015 and up 8.6% from \$439,500 last month. The Average Sales Price in December was \$603,875, up 27.9% from \$472,306 in December of 2015 and down -4.1% from \$629,380 last month. December 2016 ASP was at highest level compared to December of 2015 and 2014.

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



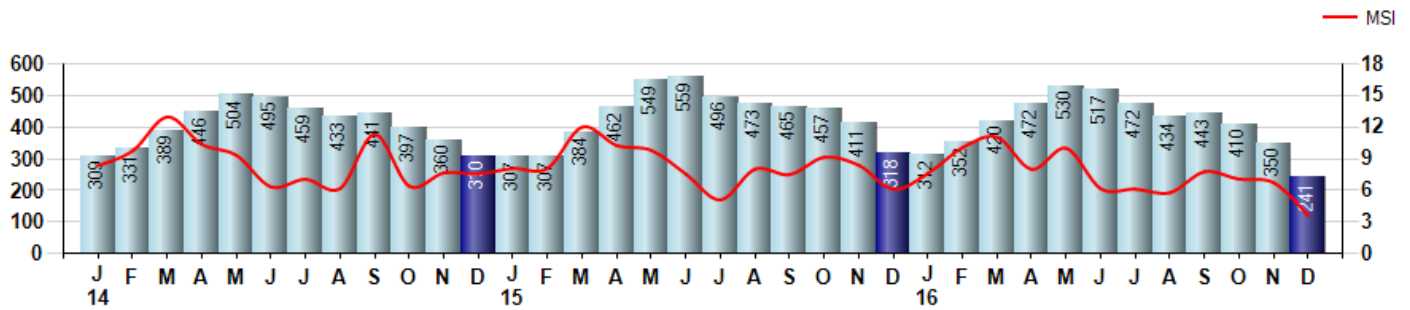
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Inventory & MSI

The Total Inventory of Properties available for sale as of December was 241, down -31.1% from 350 last month and down -24.2% from 318 in December of last year. December 2016 Inventory was at the lowest level compared to December of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2016 MSI of 3.7 months was at its lowest level compared with December of 2015 and 2014.

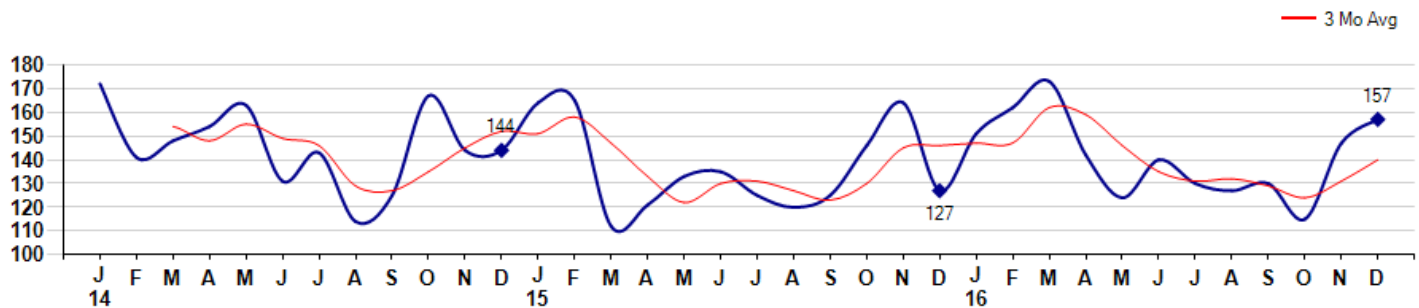
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 157, up 6.8% from 147 days last month and up 23.6% from 127 days in December of last year. The December 2016 DOM was at its highest level compared with December of 2015 and 2014.

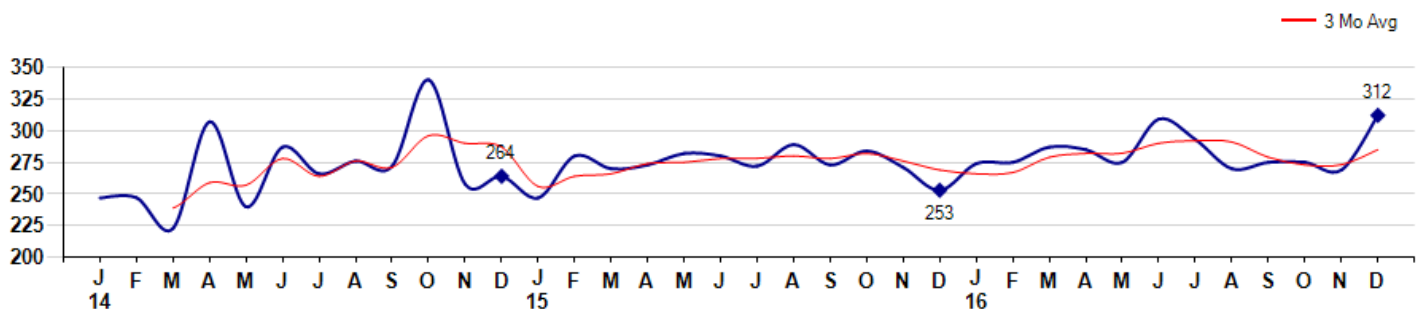
Average Days on Market (Listing to Contract) for properties sold during the month



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 2016 Selling Price per Square Foot of \$312 was up 16.0% from \$269 last month and up 23.3% from \$253 in December 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

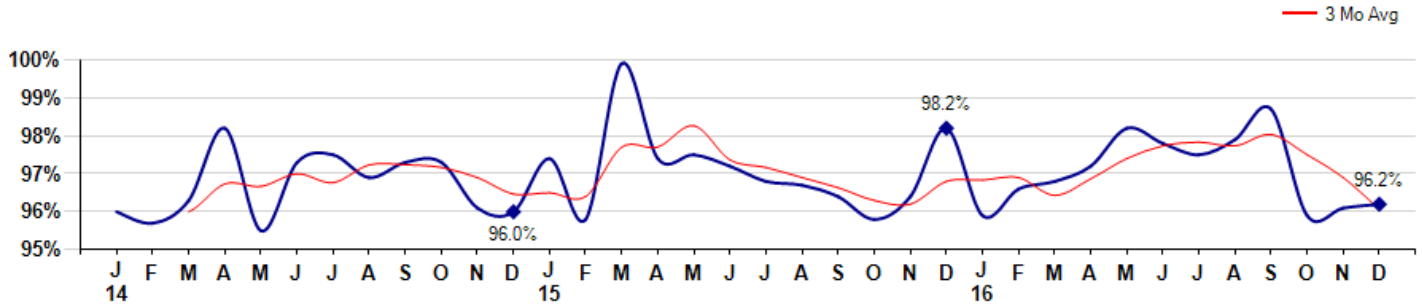


Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Selling Price vs Listing Price

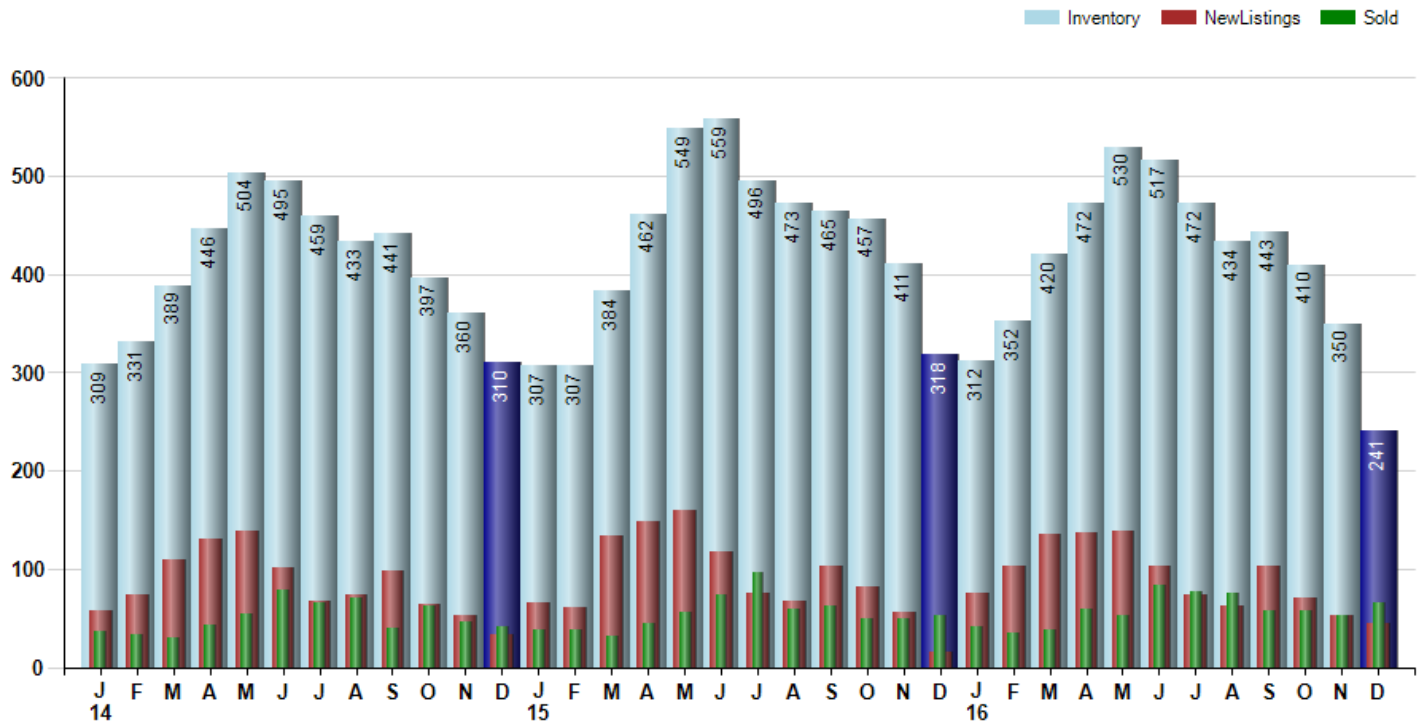
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The December 2016 Selling Price vs List Price of 96.2% was up from 96.1% last month and down from 98.2% 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 2016 was 44, down -17.0% from 53 last month and up 193.3% from 15 in December of last year.



© 2017 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 1/1/2014 through 12/31/2016. 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.



City: Norwalk



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



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

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Homes Sold	37	34	30	43	54	78	65	70	39	62	47	41	38	38	32	45	56	74	97	59	62	50	49	52	41	35	38	59	53	84	77	75	57	58	52	66
3 Mo. Roll Avg			34	36	42	58	66	71	58	57	49	50	42	39	36	38	44	58	76	77	73	57	54	50	47	43	38	44	50	65	71	79	70	63	56	59

(000's)	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Median Sale Price	379	410	353	414	413	474	470	435	448	442	450	410	445	423	423	490	445	443	475	420	414	442	420	385	395	442	415	450	495	440	448	423	450	460	440	478
3 Mo. Roll Avg			381	392	393	434	452	460	451	442	447	434	435	426	430	445	452	459	454	446	436	425	425	416	400	407	417	435	453	462	461	437	440	444	450	459

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Inventory	309	331	389	446	504	495	459	433	441	397	360	310	307	307	384	462	549	559	496	473	465	457	411	318	312	352	420	472	530	517	472	434	443	410	350	241
MSI	8	10	13	10	9	6	7	6	11	6	8	8	8	8	12	10	10	8	5	8	8	9	8	6	8	10	11	8	10	6	6	6	8	7	7	4

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Days On Market	172	141	148	154	163	131	143	114	125	167	144	144	164	165	112	121	133	135	125	120	125	146	164	127	151	162	173	142	124	140	130	127	130	115	147	157
3 Mo. Roll Avg			154	148	155	149	146	129	127	135	145	152	151	158	147	133	122	130	131	127	123	130	145	146	147	147	162	159	146	135	131	132	129	124	131	140

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Price per Sq Ft	247	247	223	307	240	287	266	276	272	340	258	264	247	280	270	273	282	280	272	289	273	284	271	253	274	275	287	285	275	309	293	270	275	275	269	312
3 Mo. Roll Avg			239	259	257	278	264	276	271	296	290	287	256	264	266	274	275	278	278	280	278	282	276	269	266	267	279	282	282	290	292	291	279	273	273	285

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Sale to List Price	0.960	0.957	0.963	0.982	0.955	0.973	0.975	0.969	0.973	0.973	0.961	0.960	0.974	0.958	0.999	0.974	0.975	0.972	0.968	0.967	0.964	0.958	0.964	0.982	0.959	0.966	0.968	0.972	0.982	0.978	0.975	0.979	0.987	0.959	0.961	0.962
3 Mo. Roll Avg			0.960	0.967	0.967	0.970	0.968	0.972	0.972	0.972	0.969	0.965	0.965	0.964	0.977	0.977	0.983	0.974	0.972	0.969	0.966	0.963	0.962	0.968	0.968	0.969	0.964	0.969	0.974	0.977	0.978	0.977	0.980	0.975	0.969	0.961

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
New Listings	58	74	110	130	138	101	68	74	98	64	53	34	66	61	134	149	160	117	76	68	103	82	56	15	76	103	135	137	138	103	74	62	103	70	53	44
Inventory	309	331	389	446	504	495	459	433	441	397	360	310	307	307	384	462	549	559	496	473	465	457	411	318	312	352	420	472	530	517	472	434	443	410	350	241
Sales	37	34	30	43	54	78	65	70	39	62	47	41	38	38	32	45	56	74	97	59	62	50	49	52	41	35	38	59	53	84	77	75	57	58	52	66

(000's)	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Avg Sale Price	453	570	435	746	482	621	590	519	573	764	539	543	556	583	552	585	552	617	534	570	553	625	568	472	554	518	595	568	560	698	603	538	533	600	629	604
3 Mo. Roll Avg			486	584	554	616	564	577	561	619	625	615	546	561	564	573	563	585	568	573	552	583	582	555	531	515	556	560	575	609	620	613	558	557	587	611

© 2017 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 1/1/2014 through 12/31/2016. 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.

