

## City: Norwalk



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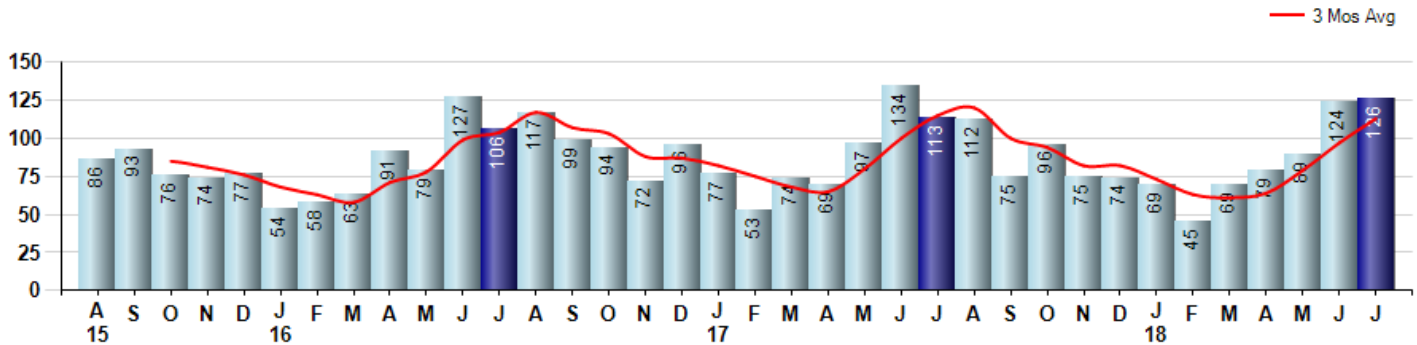
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$552,500	-6%		13%				
Average List Price of all Current Listings	\$782,619	-9%		10%				
July Median Sales Price	\$422,500	-7%	-4%	16%	8%	\$421,550	9%	8%
July Average Sales Price	\$544,426	-8%	3%	20%	10%	\$502,874	2%	2%
Total Properties Currently for Sale (Inventory)	424	1%		-17%				
July Number of Properties Sold	126	2%		12%			-3%	
July Average Days on Market (Solds)	55	6%	0%	-44%	-49%	63	-49%	-42%
Asking Price per Square Foot (based on New Listings)	\$254	-3%	-8%	-5%	-4%	\$274	2%	4%
July Sold Price per Square Foot	\$277	3%	7%	12%	10%	\$251	-2%	0%
July Month's Supply of Inventory	3.4	0%	-13%	-25%	-42%	4.9	-26%	-17%
July Sale Price vs List Price Ratio	96.1%	-0.5%	0%	0%	1.4%	95.8%	0.8%	1.1%

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

### Property Sales

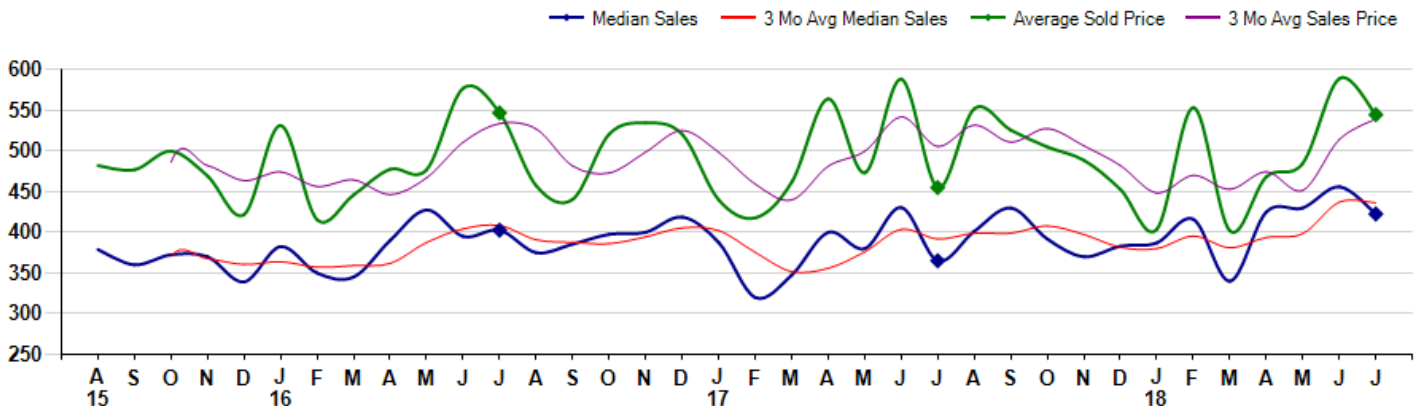
July Property sales were 126, up 11.5% from 113 in July of 2017 and 1.6% higher than the 124 sales last month. July 2018 sales were at their highest level compared to July of 2017 and 2016. July YTD sales of 601 are running -2.6% behind last year's year-to-date sales of 617.



### Prices

The Median Sales Price in July was \$422,500, up 15.8% from \$365,000 in July of 2017 and down -7.3% from \$456,000 last month. The Average Sales Price in July was \$544,426, up 19.7% from \$454,957 in July of 2017 and down -7.5% from \$588,796 last month. July 2018 ASP was at a mid range compared to July of 2017 and 2016.

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



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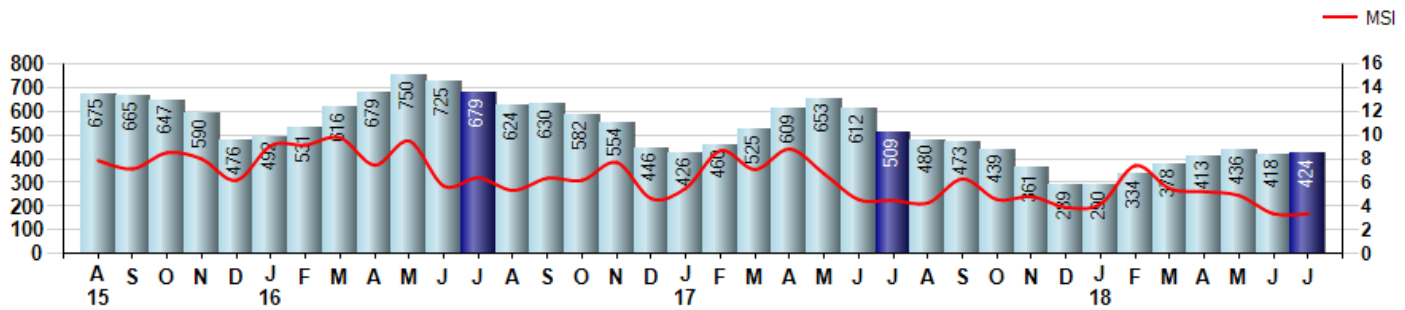
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### Inventory & MSI

The Total Inventory of Properties available for sale as of July was 424, up 1.4% from 418 last month and down -16.7% from 509 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 3.4 months was at its lowest level compared with July of 2017 and 2016.

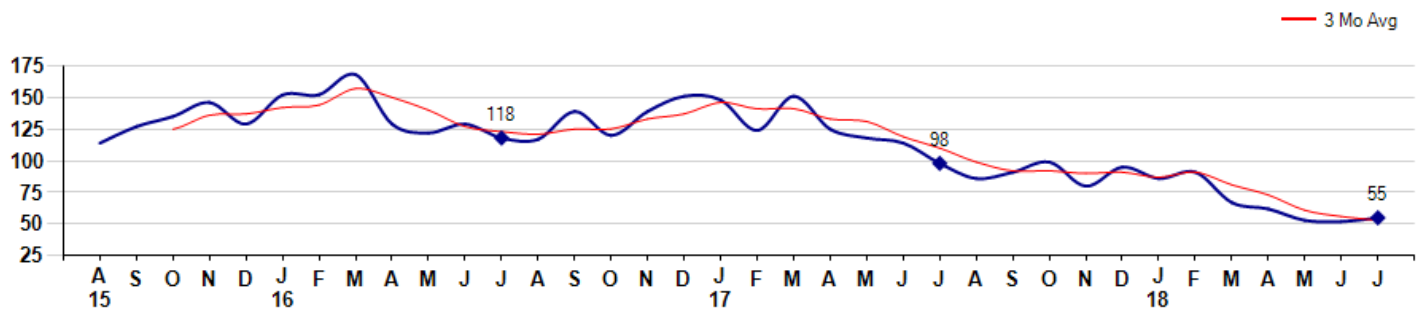
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 55, up 5.8% from 52 days last month and down -43.9% from 98 days in July of last year. The July 2018 DOM was at its lowest level compared with July of 2017 and 2016.

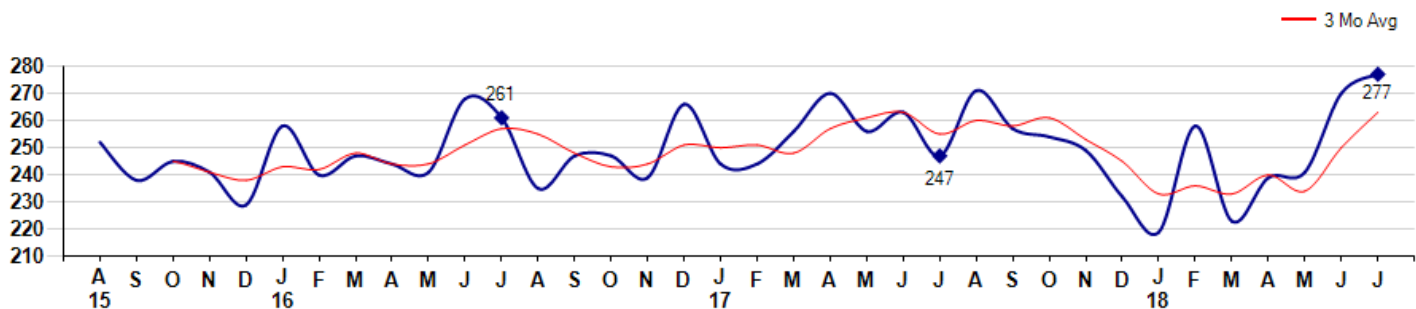
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 \$277 was up 2.6% from \$270 last month and up 12.1% from \$247 in July of last year.

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



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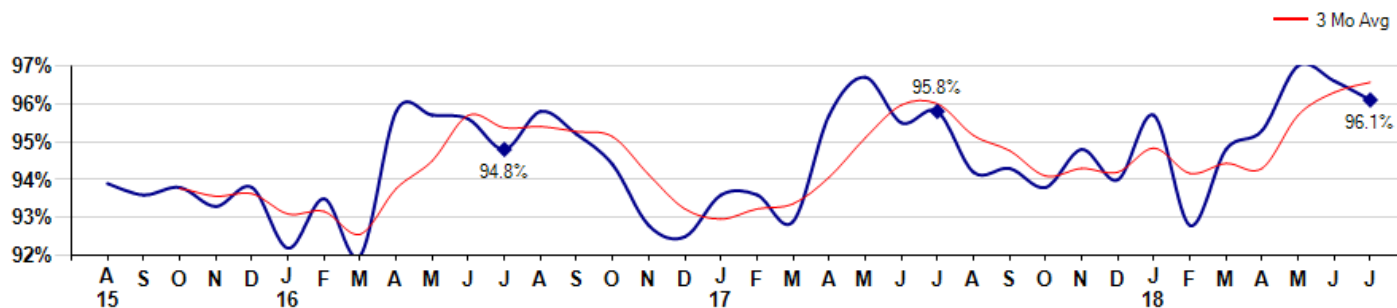


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### Selling Price vs Listing Price

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 July 2018 Selling Price vs List Price of 96.1% was down from 96.6% last month and up from 95.8% in July of last year.

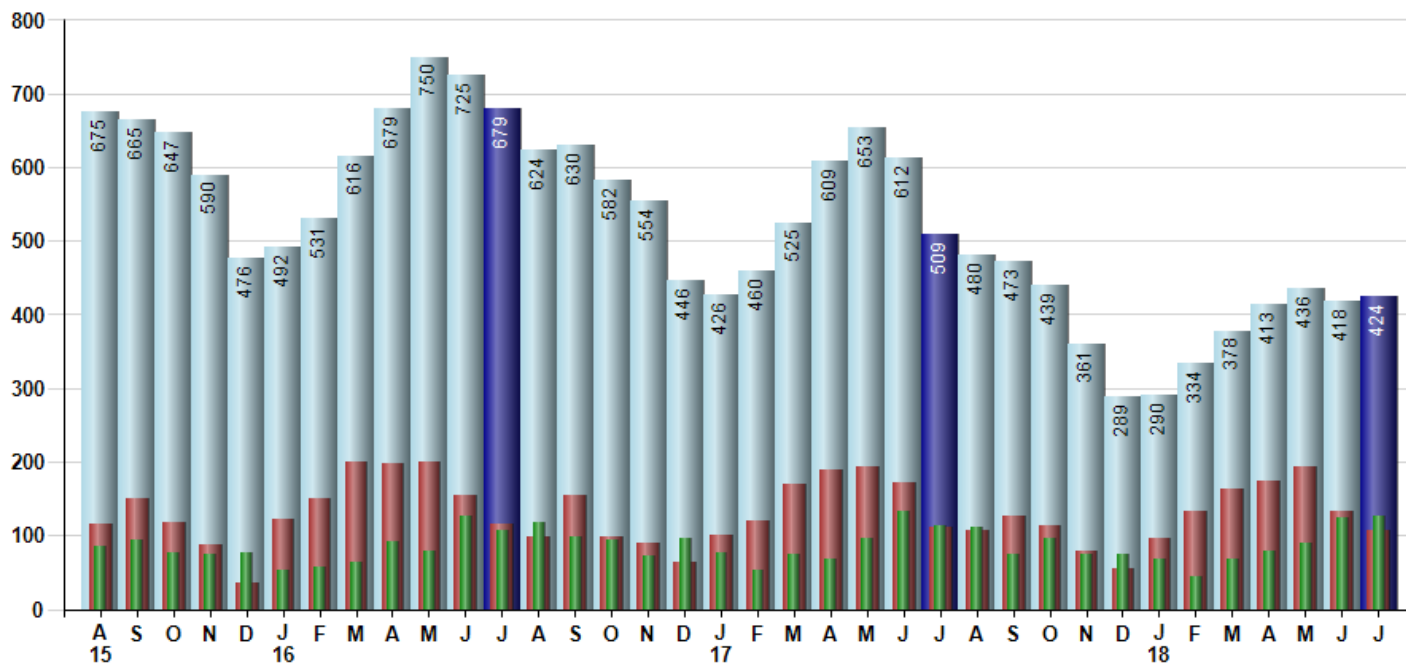
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 108, down -18.2% from 132 last month and down -3.6% from 112 in July of last year.

Inventory    New Listings    Sold



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# MARKET ACTION REPORT

July 2018

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	A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
Homes Sold	86	93	76	74	77	54	58	63	91	79	127	106	117	99	94	72	96	77	53	74	69	97	134	113	112	75	96	75	74	69	45	69	79	89	124	126
3 Mo. Roll Avg			85	81	76	68	63	58	71	78	99	104	117	107	103	88	87	82	75	68	65	80	100	115	120	100	94	82	82	73	63	61	64	79	97	113

	(000's) A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
Median Sale Price	379	360	373	370	339	383	350	345	390	428	395	403	375	386	398	400	419	388	320	348	400	380	431	365	401	430	392	370	383	387	416	340	425	430	456	423
3 Mo. Roll Avg			370	368	361	364	357	359	362	388	404	408	391	388	386	394	405	402	375	352	356	376	404	392	399	399	408	397	382	380	395	381	394	398	437	436

	A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
Inventory	675	665	647	590	476	492	531	616	679	750	725	679	624	630	582	554	446	426	460	525	609	653	612	509	480	473	439	361	289	290	334	378	413	436	418	424
MSI	8	7	9	8	6	9	9	10	7	9	6	6	5	6	6	8	5	6	9	7	9	7	5	5	4	6	5	5	4	4	7	5	5	5	3	3

	A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
Days On Market	114	127	135	146	129	152	152	168	129	122	129	118	117	139	120	139	151	148	124	151	125	118	114	98	86	91	99	80	95	86	91	67	62	53	52	55
3 Mo. Roll Avg			125	136	137	142	144	157	150	140	127	123	121	125	125	133	137	146	141	141	133	131	119	110	99	92	92	90	91	87	91	81	73	61	56	53

	A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
Price per Sq Ft	252	238	245	241	229	258	240	247	244	241	268	261	235	247	247	239	266	244	244	256	270	256	263	247	271	257	254	249	232	219	258	223	239	241	270	277
3 Mo. Roll Avg			245	241	238	243	242	248	244	244	251	257	255	248	243	244	251	250	251	248	257	261	263	255	260	258	261	253	245	233	236	233	240	234	250	263

	A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
Sale to List Price	0.939	0.936	0.938	0.933	0.938	0.922	0.935	0.920	0.958	0.957	0.956	0.948	0.958	0.952	0.944	0.928	0.925	0.936	0.936	0.929	0.957	0.967	0.955	0.958	0.942	0.943	0.938	0.948	0.940	0.957	0.928	0.948	0.953	0.970	0.966	0.961
3 Mo. Roll Avg			0.938	0.936	0.936	0.931	0.932	0.926	0.938	0.945	0.957	0.954	0.954	0.953	0.951	0.941	0.932	0.930	0.932	0.934	0.941	0.951	0.960	0.960	0.952	0.948	0.941	0.943	0.942	0.948	0.942	0.944	0.943	0.957	0.963	0.966

	A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
New Listings	115	150	118	87	36	122	150	199	198	200	154	116	98	155	99	90	64	101	121	170	190	193	172	112	107	126	113	78	56	97	133	164	174	194	132	108
Inventory	675	665	647	590	476	492	531	616	679	750	725	679	624	630	582	554	446	426	460	525	609	653	612	509	480	473	439	361	289	290	334	378	413	436	418	424
Sales	86	93	76	74	77	54	58	63	91	79	127	106	117	99	94	72	96	77	53	74	69	97	134	113	112	75	96	75	74	69	45	69	79	89	124	126

	(000's) A 15	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J
Avg Sale Price	482	477	500	469	422	531	416	446	477	477	577	547	457	441	520	534	520	440	418	462	564	473	588	455	552	526	505	489	453	404	553	402	468	485	589	544
3 Mo. Roll Avg			486	482	464	474	456	464	446	467	510	534	527	482	473	498	525	498	459	440	481	500	542	505	532	511	527	506	482	448	470	453	474	452	514	539

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