

City: Norwalk



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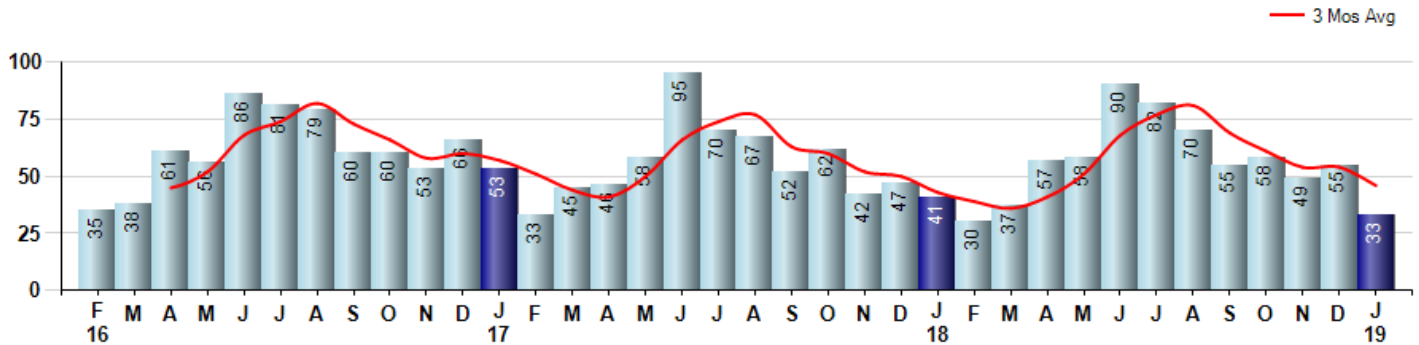
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$635,000	0%		-4%				
Average List Price of all Current Listings	\$833,668	0%		-19%				
January Median Sales Price	\$450,000	2%	1%	-11%	-7%	\$450,000	-11%	-7%
January Average Sales Price	\$487,688	-20%	-10%	-3%	-19%	\$487,688	-3%	-19%
Total Properties Currently for Sale (Inventory)	248	10%		24%				
January Number of Properties Sold	33	-40%		-20%			0%	
January Average Days on Market (Solds)	110	29%	18%	24%	53%	110	24%	53%
Asking Price per Square Foot (based on New Listings)	\$278	19%	-1%	0%	0%	\$278	0%	0%
January Sold Price per Square Foot	\$219	-10%	-7%	-2%	-15%	\$219	-2%	-15%
January Month's Supply of Inventory	7.5	83%	29%	54%	37%	7.5	54%	37%
January Sale Price vs List Price Ratio	93.8%	-3.1%	-1%	-2%	-1.8%	93.8%	-2.2%	-1.8%

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

Property Sales

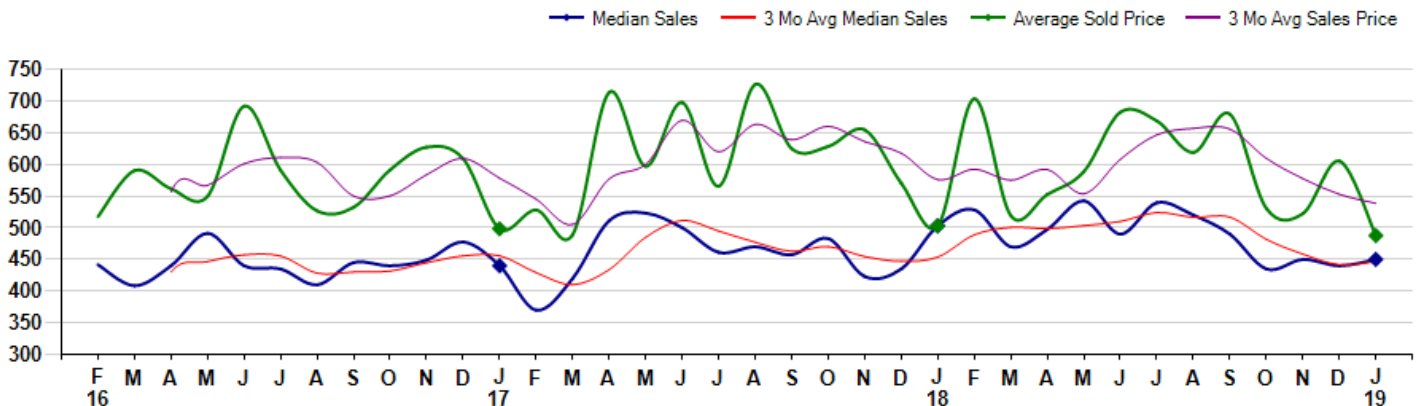
January Property sales were 33, down -19.5% from 41 in January of 2018 and -40.0% lower than the 55 sales last month. January 2019 sales were at their lowest level compared to January of 2018 and 2017. January YTD sales of 33 are running -19.5% behind last year's year-to-date sales of 41.



Prices

The Median Sales Price in January was \$450,000, down -10.5% from \$503,000 in January of 2018 and up 2.3% from \$440,000 last month. The Average Sales Price in January was \$487,688, down -3.0% from \$502,993 in January of 2018 and down -19.5% from \$605,521 last month. January 2019 ASP was at the lowest level compared to January of 2018 and 2017.

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



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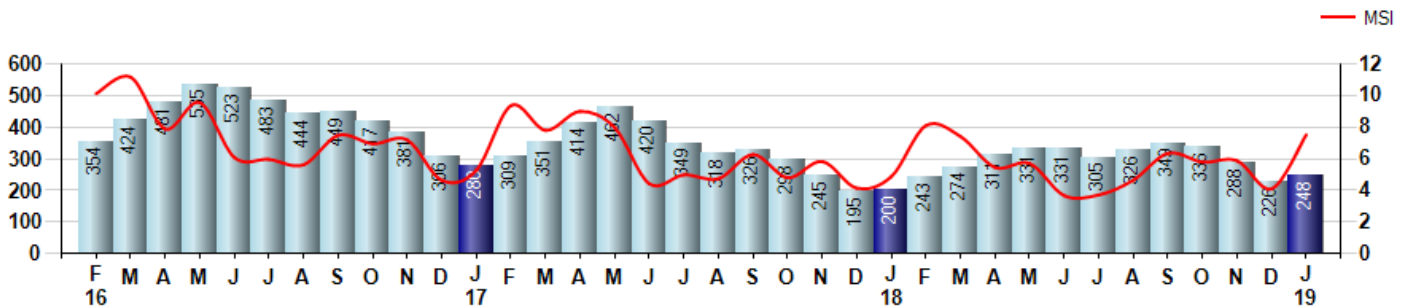
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Inventory & MSI

The Total Inventory of Properties available for sale as of January was 248, up 9.7% from 226 last month and up 24.0% from 200 in January of last year. January 2019 Inventory was at a mid range compared to January of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2019 MSI of 7.5 months was at its highest level compared with January of 2018 and 2017.

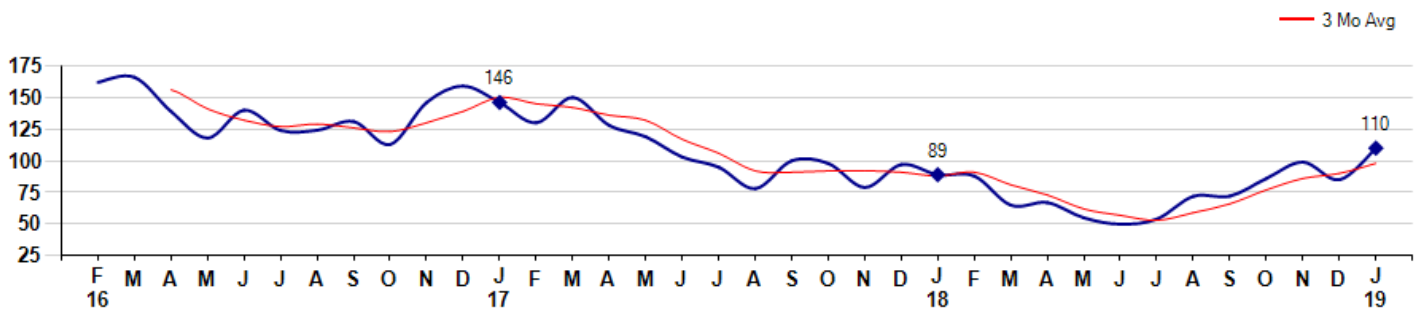
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 January was 110, up 29.4% from 85 days last month and up 23.6% from 89 days in January of last year. The January 2019 DOM was at a mid range compared with January of 2018 and 2017.

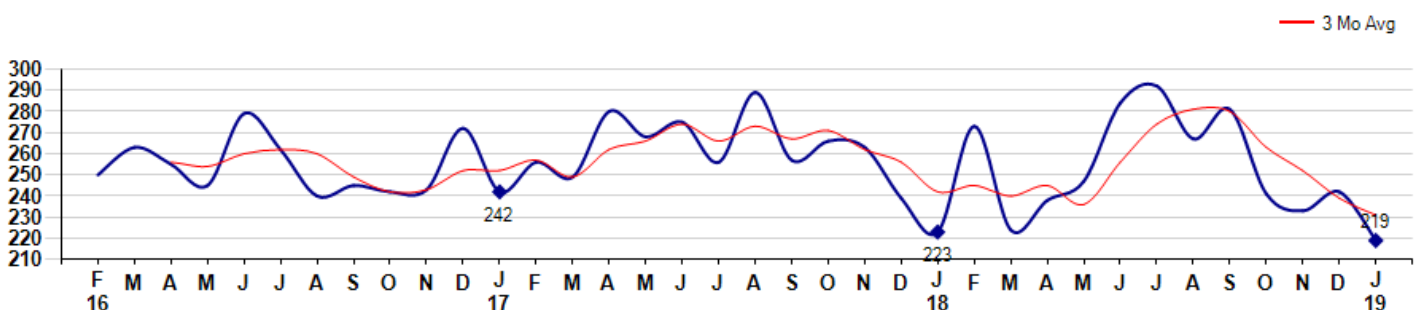
Average Days on Market(Listing to Contract) for properties sold during the month



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 January 2019 Selling Price per Square Foot of \$219 was down -9.5% from \$242 last month and down -1.8% from \$223 in January of last year.

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



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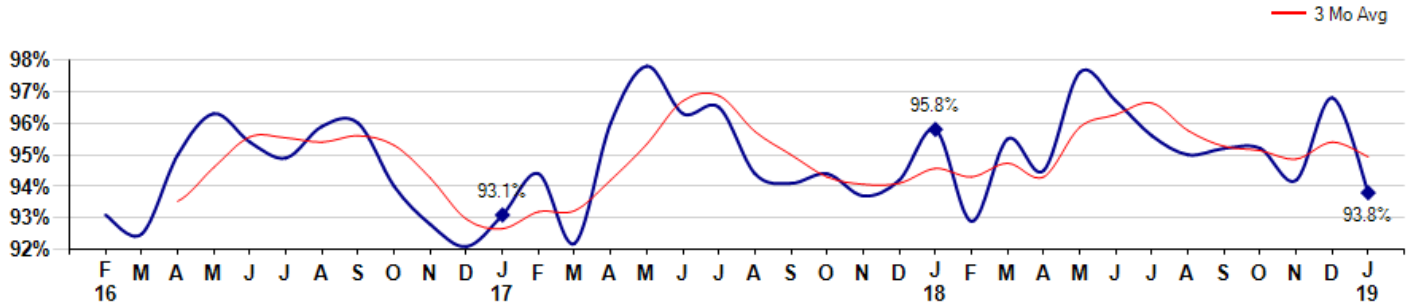


Price Range: 0 to 999999999 | Properties: Single Family Home

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 January 2019 Selling Price vs List Price of 93.8% was down from 96.8% last month and down from 95.8% in January of last year.

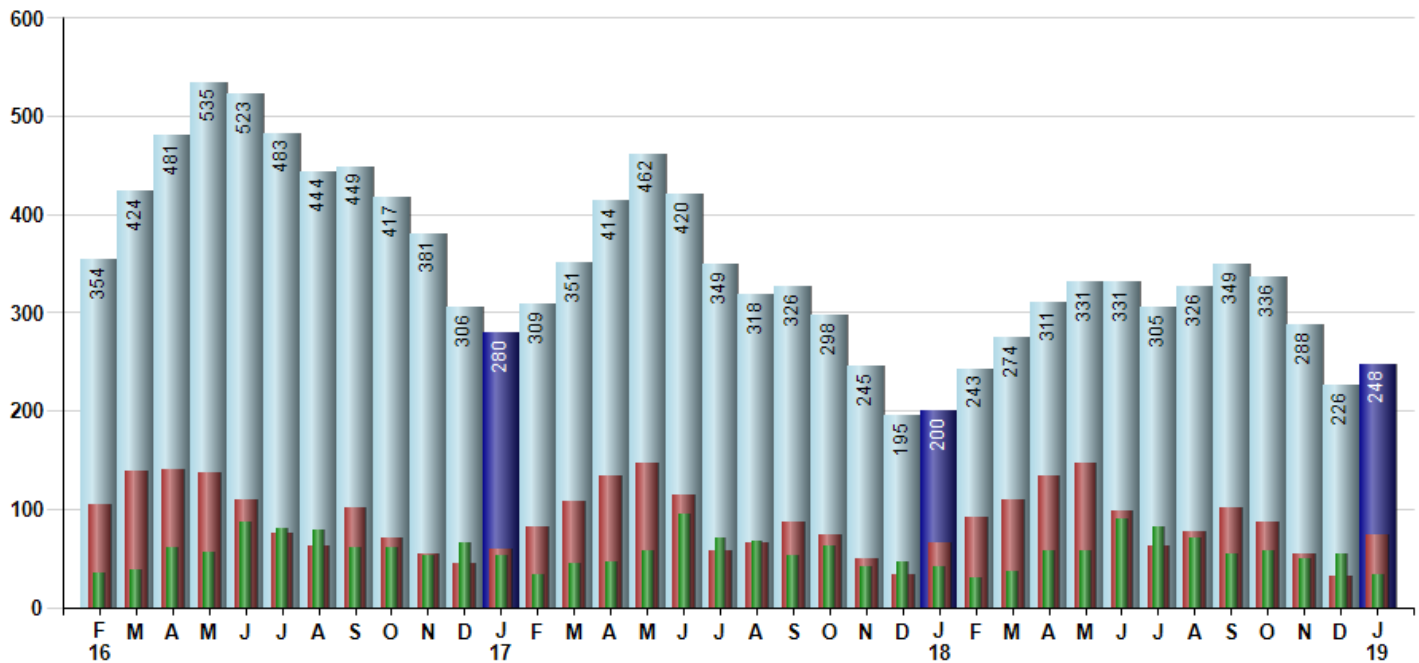
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 January 2019 was 73, up 128.1% from 32 last month and up 12.3% from 65 in January of last year.

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



MARKET ACTION REPORT

January 2019

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	F 16	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	A	S	O	N	D	J 19
Homes Sold	35	38	61	56	86	81	79	60	60	53	66	53	33	45	46	58	95	70	67	52	62	42	47	41	30	37	57	58	90	82	70	55	58	49	55	33
3 Mo. Roll Avg			45	52	68	74	82	73	66	58	60	57	51	44	41	50	66	74	77	63	60	52	50	43	39	36	41	51	68	77	81	69	61	54	54	46

	(000's) F 16	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	A	S	O	N	D	J 19
Median Sale Price	442	409	440	491	440	435	410	445	440	449	478	440	370	420	511	523	500	461	470	458	483	423	435	503	528	470	498	543	490	540	520	490	435	450	440	450
3 Mo. Roll Avg			430	447	457	455	428	430	432	445	456	456	429	410	434	485	511	495	477	463	470	455	447	454	489	500	499	503	510	524	517	517	482	458	442	447

	F 16	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	A	S	O	N	D	J 19
Inventory	354	424	481	535	523	483	444	449	417	381	306	280	309	351	414	462	420	349	318	326	298	245	195	200	243	274	311	331	331	305	326	349	336	288	226	248
MSI	10	11	8	10	6	6	6	7	7	7	5	5	9	8	9	8	4	5	5	6	5	6	4	5	8	7	5	6	4	4	5	6	6	6	4	8

	F 16	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	A	S	O	N	D	J 19
Days On Market	162	166	139	118	140	124	124	131	113	146	159	146	130	150	128	119	103	95	78	100	98	79	97	89	88	65	67	55	50	54	72	72	86	99	85	110
3 Mo. Roll Avg			156	141	132	127	129	126	123	130	139	150	145	142	136	132	117	106	92	91	92	92	91	88	91	81	73	62	57	53	59	66	77	86	90	98

	F 16	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	A	S	O	N	D	J 19
Price per Sq Ft	250	263	255	245	279	262	240	245	242	243	272	242	256	249	280	268	275	256	289	257	266	263	239	223	273	224	238	247	284	292	267	281	241	233	242	219
3 Mo. Roll Avg			256	254	260	262	260	249	242	243	252	252	257	249	262	266	274	266	273	267	271	262	256	242	245	240	245	236	256	274	281	280	263	252	239	231

	F 16	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	A	S	O	N	D	J 19
Sale to List Price	0.931	0.925	0.950	0.963	0.954	0.949	0.959	0.960	0.940	0.928	0.921	0.931	0.944	0.922	0.960	0.978	0.963	0.965	0.944	0.941	0.944	0.937	0.942	0.958	0.929	0.955	0.945	0.976	0.967	0.956	0.950	0.952	0.952	0.942	0.968	0.938
3 Mo. Roll Avg			0.935	0.946	0.956	0.955	0.954	0.956	0.953	0.943	0.930	0.927	0.932	0.932	0.942	0.953	0.967	0.969	0.957	0.950	0.943	0.941	0.941	0.946	0.943	0.947	0.943	0.959	0.963	0.966	0.958	0.953	0.951	0.949	0.954	0.949

	F 16	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	A	S	O	N	D	J 19
New Listings	104	138	141	137	109	75	62	102	71	54	44	59	82	108	134	146	115	58	65	86	74	50	33	65	92	110	133	147	98	63	77	102	86	54	32	73
Inventory	354	424	481	535	523	483	444	449	417	381	306	280	309	351	414	462	420	349	318	326	298	245	195	200	243	274	311	331	331	305	326	349	336	288	226	248
Sales	35	38	61	56	86	81	79	60	60	53	66	53	33	45	46	58	95	70	67	52	62	42	47	41	30	37	57	58	90	82	70	55	58	49	55	33

	(000's) F 16	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	A	S	O	N	D	J 19
Avg Sale Price	518	590	562	550	692	591	527	532	592	627	609	498	528	489	714	597	698	565	727	625	628	655	570	503	704	519	553	589	683	669	619	680	531	522	606	488
3 Mo. Roll Avg			557	567	601	611	603	550	550	584	609	578	545	505	577	600	670	620	663	639	660	636	618	576	592	575	592	553	608	647	657	656	610	578	553	539

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