

## City: Norwalk



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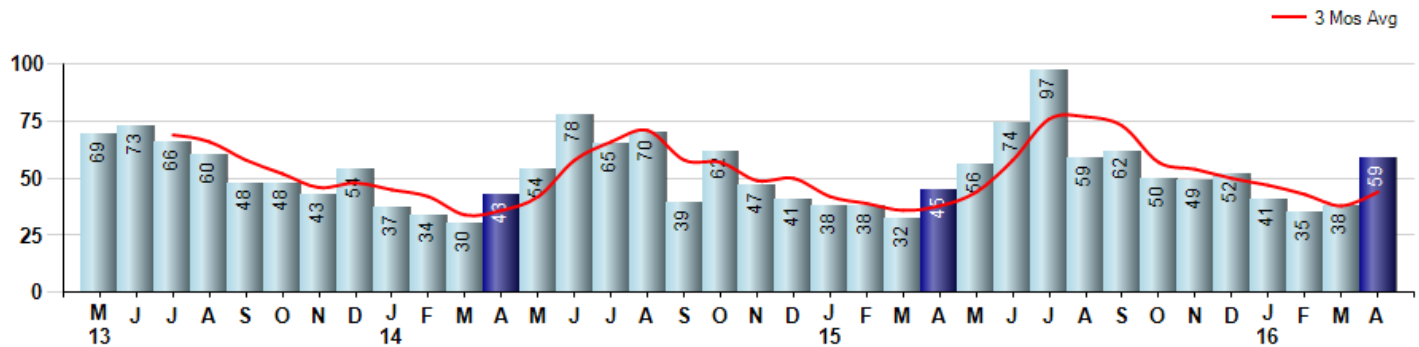
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$619,900	6%		15%				
Average List Price of all Current Listings	\$912,358	3%		14%				
April Median Sales Price	\$450,000	9%	8%	-8%	3%	\$417,000	-7%	-4%
April Average Sales Price	\$568,289	-5%	1%	-3%	1%	\$560,598	-2%	0%
Total Properties Currently for Sale (Inventory)	411	4%		-11%				
April Number of Properties Sold	59	55%		31%			13%	
April Average Days on Market (Solds)	142	-18%	-8%	17%	4%	155	10%	14%
Asking Price per Square Foot (based on New Listings)	\$326	2%	2%	9%	7%	\$321	4%	6%
April Sold Price per Square Foot	\$285	-1%	1%	4%	4%	\$281	5%	3%
April Month's Supply of Inventory	7.0	-33%	-23%	-32%	-16%	8.6	-10%	4%
April Sale Price vs List Price Ratio	97.2%	0.4%	1%	0%	1.2%	96.1%	0.2%	0.1%

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

### Property Sales

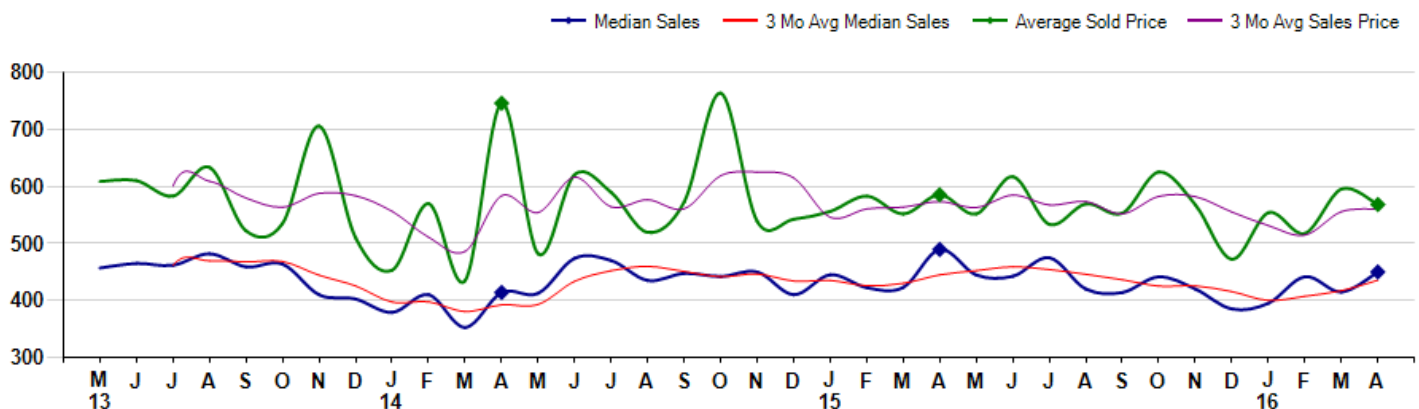
April Property sales were 59, up 31.1% from 45 in April of 2015 and 55.3% higher than the 38 sales last month. April 2016 sales were at their highest level compared to April of 2015 and 2014. April YTD sales of 173 are running 13.1% ahead of last year's year-to-date sales of 153.



### Prices

The Median Sales Price in April was \$450,000, down -8.1% from \$489,500 in April of 2015 and up 8.5% from \$414,750 last month. The Average Sales Price in April was \$568,289, down -2.9% from \$585,373 in April of 2015 and down -4.6% from \$595,447 last month. April 2016 ASP was at the lowest level compared to April of 2015 and 2014.

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



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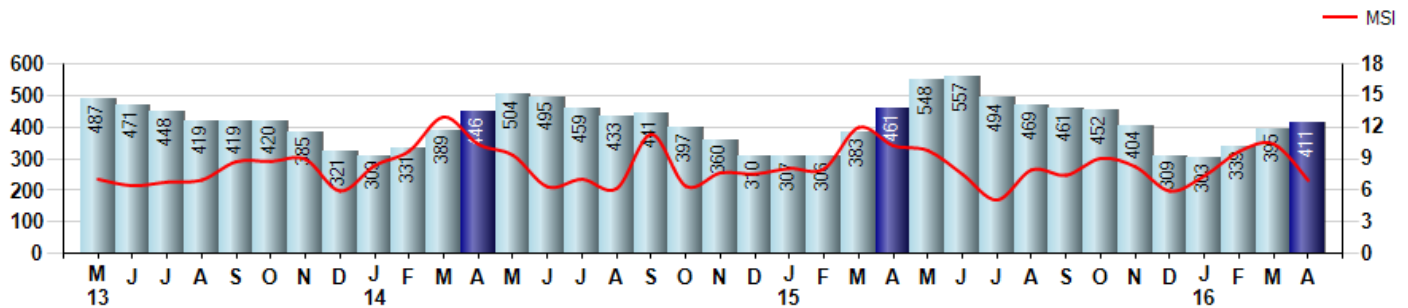


### Inventory & MSI

The Total Inventory of Properties available for sale as of April was 411, up 4.1% from 395 last month and down -10.8% from 461 in April of last year. April 2016 Inventory was at the lowest level compared to April of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2016 MSI of 7.0 months was at its lowest level compared with April of 2015 and 2014.

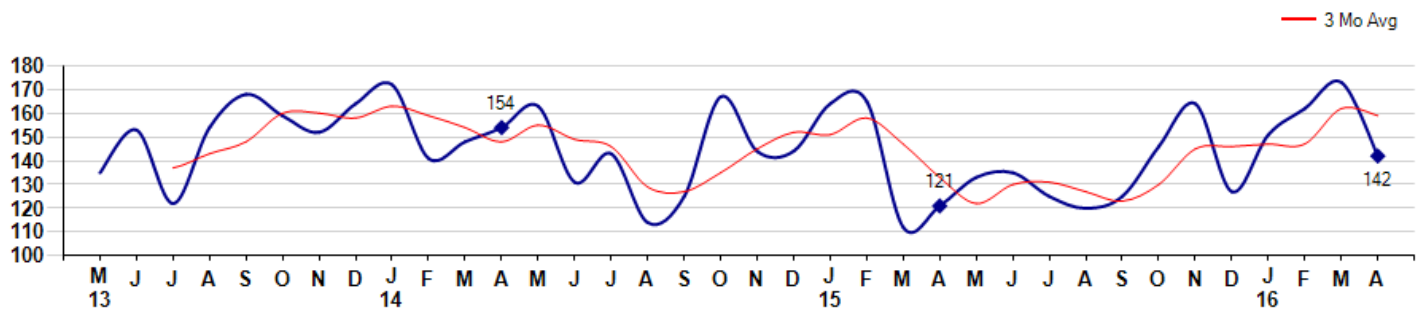
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 April was 142, down -17.9% from 173 days last month and up 17.4% from 121 days in April of last year. The April 2016 DOM was at a mid range compared with April of 2015 and 2014.

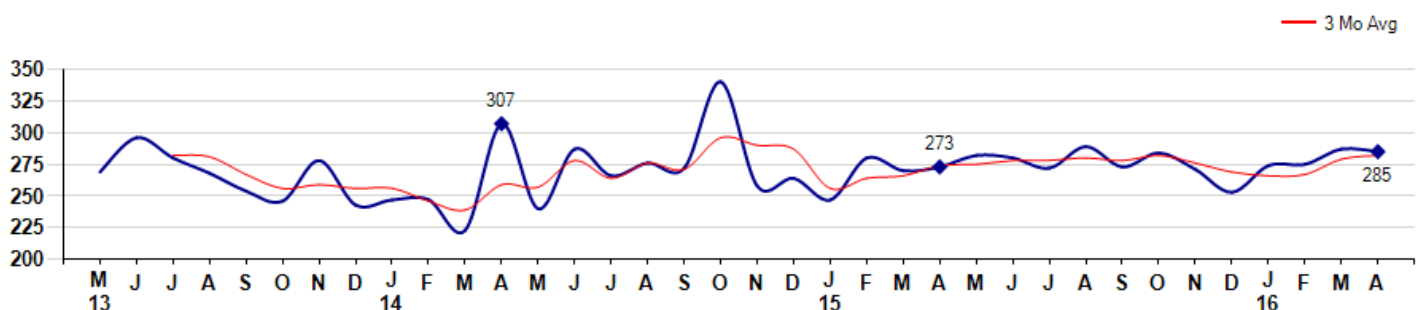
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 April 2016 Selling Price per Square Foot of \$285 was down -0.7% from \$287 last month and up 4.4% from \$273 in April of last year.

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



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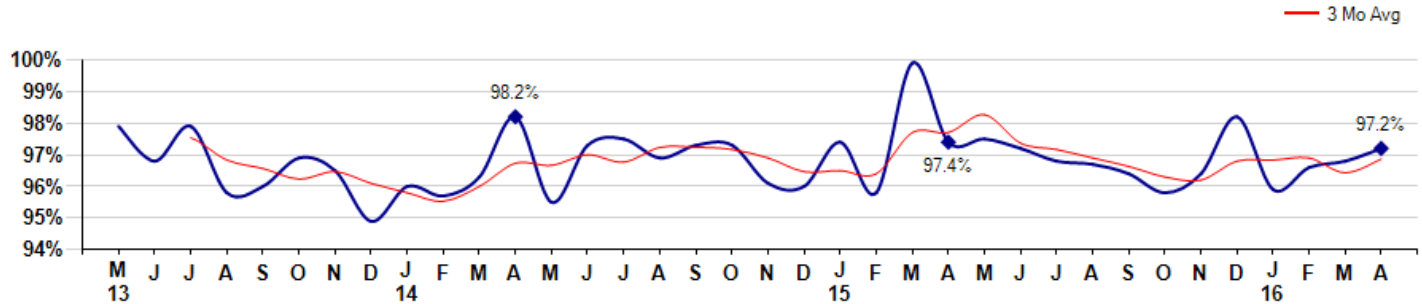


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### Selling Price vs Listing Price

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 April 2016 Selling Price vs List Price of 97.2% was up from 96.8% last month and down from 97.4% in April 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 April 2016 was 137, up 1.5% from 135 last month and down -8.1% from 149 in April of last year.

Inventory NewListings Sold

