

## City: Norwalk

Coldwell Banker Westport Riverside  
472 Riverside Avenue  
Westport, CT 06880  
www.ColdwellBankerMoves.com  
203-227-8424



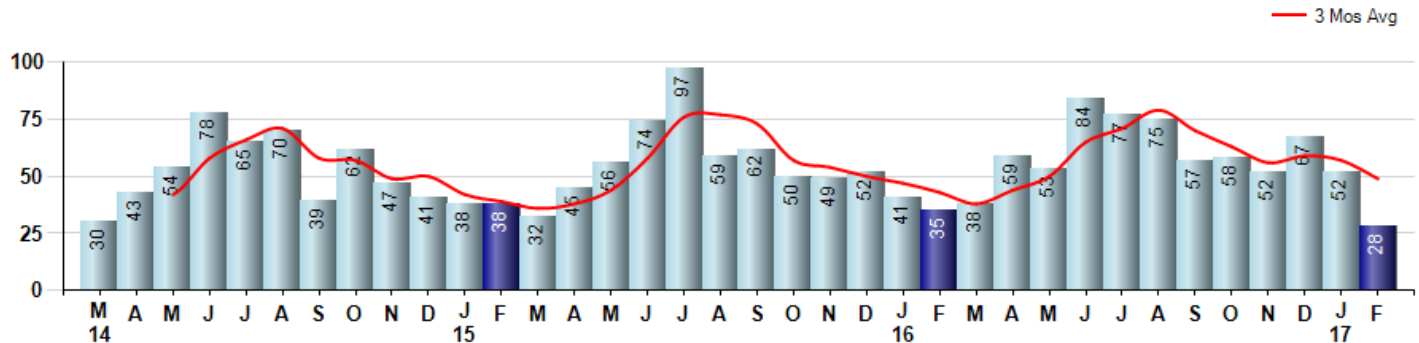
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$617,000	7%		13%				
Average List Price of all Current Listings	\$995,537	2%		15%				
February Median Sales Price	\$382,750	-15%	-15%	-13%	-13%	\$417,500	3%	-5%
February Average Sales Price	\$558,161	11%	-4%	8%	-5%	\$522,228	-3%	-11%
Total Properties Currently for Sale (Inventory)	254	2%		-28%				
February Number of Properties Sold	28	-46%		-20%			5%	
February Average Days on Market (Solds)	138	-7%	-8%	-15%	-1%	144	-8%	3%
Asking Price per Square Foot (based on New Listings)	\$303	-1%	-1%	-6%	-3%	\$304	-3%	-2%
February Sold Price per Square Foot	\$303	11%	5%	10%	7%	\$283	3%	0%
February Month's Supply of Inventory	9.1	89%	49%	-10%	19%	6.9	-22%	-9%
February Sale Price vs List Price Ratio	94.1%	1.3%	1%	1%	-0.2%	93.4%	0.6%	-1.0%

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

### Property Sales

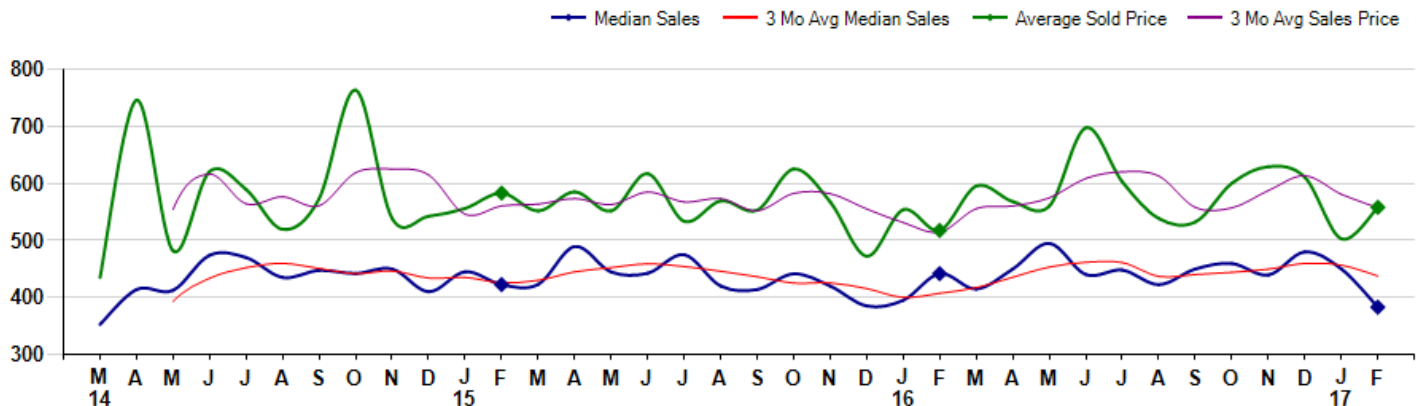
February Property sales were 28, down -20.0% from 35 in February of 2016 and -46.2% lower than the 52 sales last month. February 2017 sales were at their lowest level compared to February of 2016 and 2015. February YTD sales of 80 are running 5.3% ahead of last year's year-to-date sales of 76.



### Prices

The Median Sales Price in February was \$382,750, down -13.3% from \$441,700 in February of 2016 and down -14.9% from \$450,000 last month. The Average Sales Price in February was \$558,161, up 7.8% from \$517,624 in February of 2016 and up 11.0% from \$502,880 last month. February 2017 ASP was at a mid range compared to February of 2016 and 2015.

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



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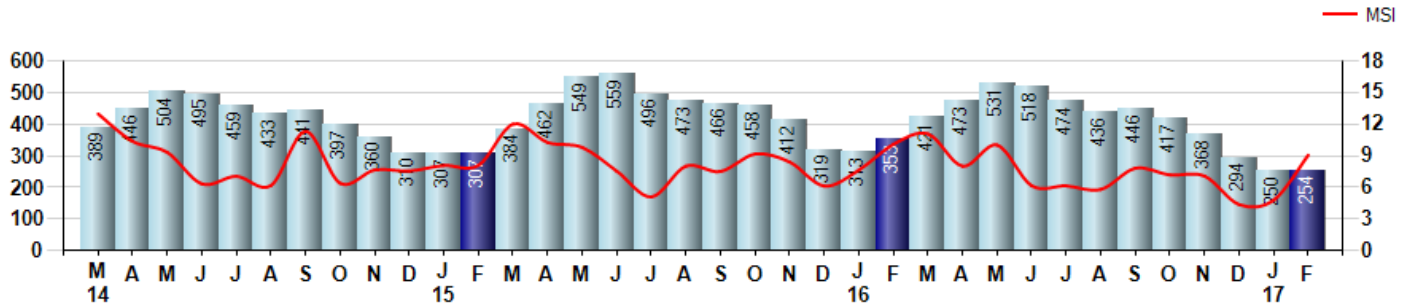
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### Inventory & MSI

The Total Inventory of Properties available for sale as of February was 254, up 1.6% from 250 last month and down -28.0% from 353 in February of last year. February 2017 Inventory was at the lowest level compared to February of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2017 MSI of 9.1 months was at a mid range compared with February of 2016 and 2015.

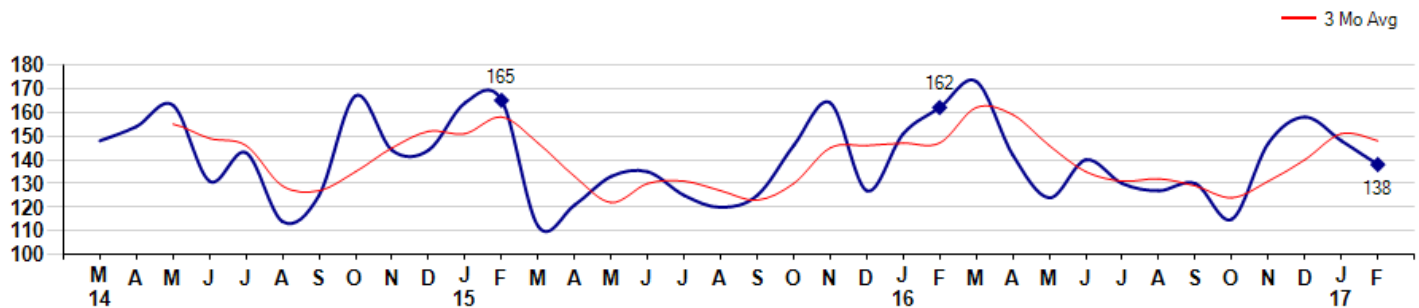
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 February was 138, down -6.8% from 148 days last month and down -14.8% from 162 days in February of last year. The February 2017 DOM was at its lowest level compared with February of 2016 and 2015.

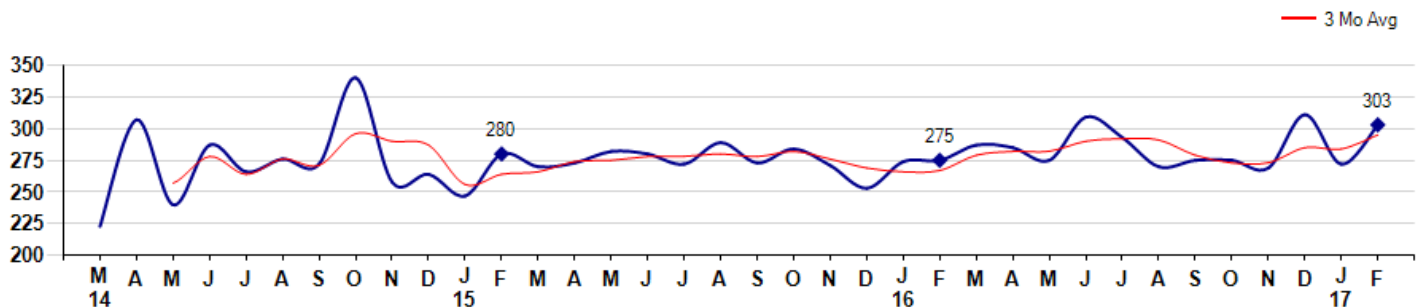
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 February 2017 Selling Price per Square Foot of \$303 was up 11.4% from \$272 last month and up 10.2% from \$275 in February of last year.

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



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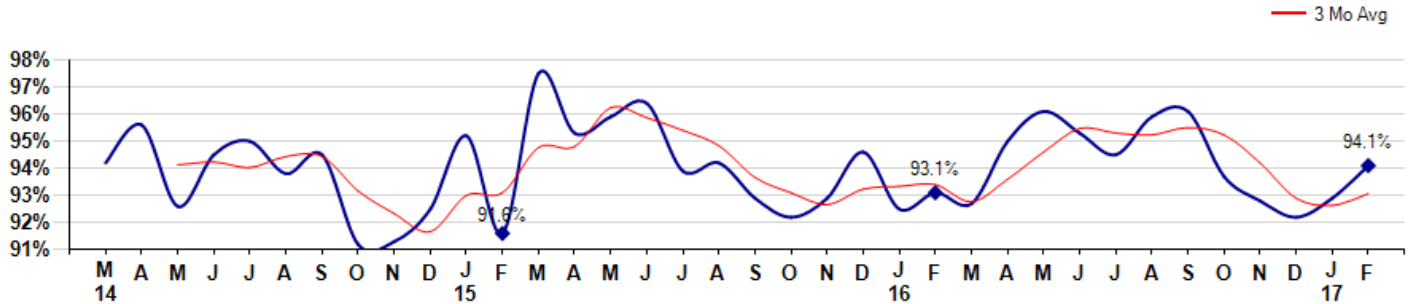


Price Range: 0 to 999999999 | Properties: Single Family Home

### 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 February 2017 Selling Price vs List Price of 94.1% was up from 92.9% last month and up from 93.1% in February 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 February 2017 was 79, up 46.3% from 54 last month and down -23.3% from 103 in February of last year.

