

City: Norwalk

Coldwell Banker Westport Riverside

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



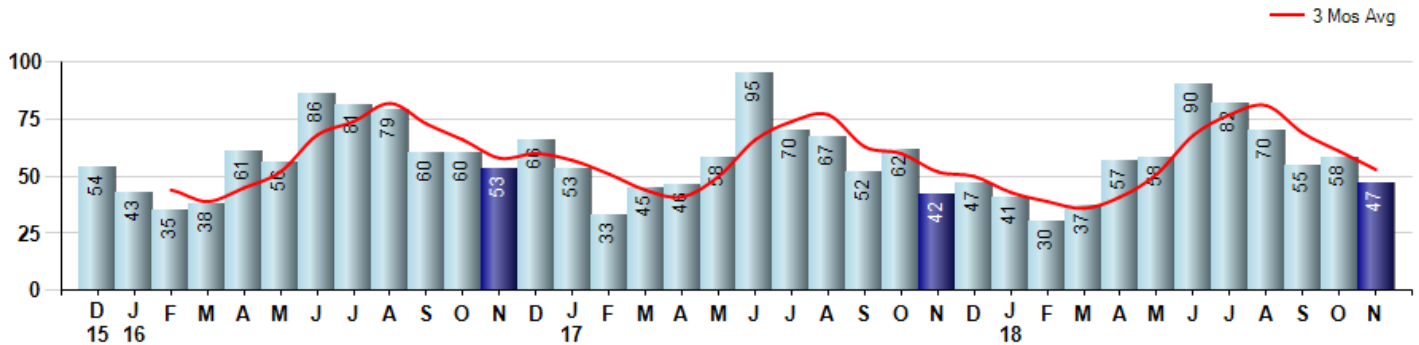
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$629,900	-1%		-2%				
Average List Price of all Current Listings	\$857,813	-1%		-10%				
November Median Sales Price	\$450,000	3%	-4%	6%	-3%	\$490,000	5%	6%
November Average Sales Price	\$528,622	0%	-11%	-19%	-14%	\$606,708	-2%	-1%
Total Properties Currently for Sale (Inventory)	289	-14%		18%				
November Number of Properties Sold	47	-19%		12%			0%	
November Average Days on Market (Solds)	100	16%	24%	27%	-7%	69	-37%	-36%
Asking Price per Square Foot (based on New Listings)	\$294	-1%	6%	-8%	7%	\$280	3%	2%
November Sold Price per Square Foot	\$235	-3%	-9%	-11%	-10%	\$260	-2%	0%
November Month's Supply of Inventory	6.1	7%	1%	6%	-1%	5.6	-12%	-10%
November Sale Price vs List Price Ratio	94.0%	-1.3%	-1%	0%	-1.1%	95.5%	0.5%	0.5%

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

Property Sales

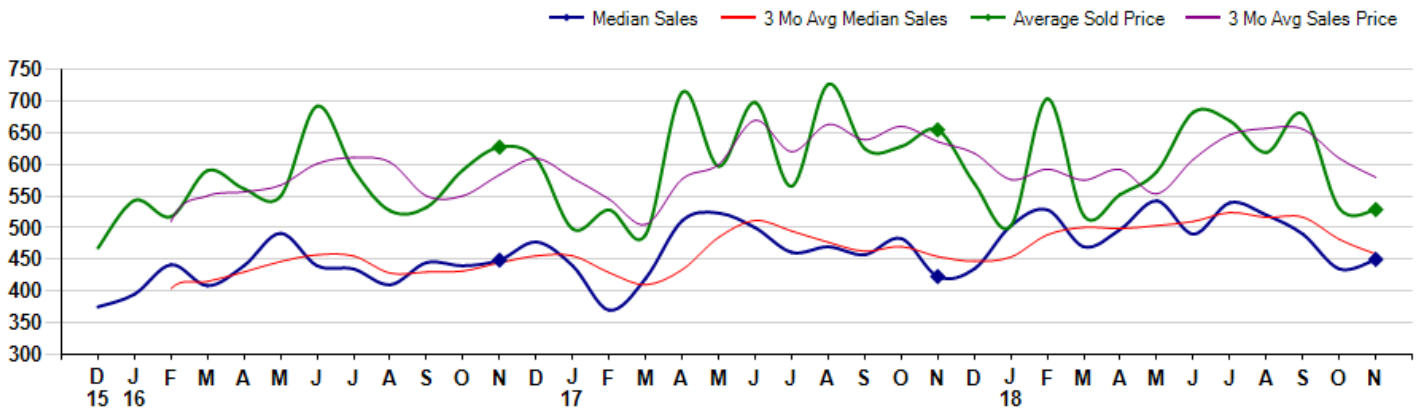
November Property sales were 47, up 11.9% from 42 in November of 2017 and -19.0% lower than the 58 sales last month. November 2018 sales were at a mid level compared to November of 2017 and 2016. November YTD sales of 625 are running 0.3% ahead of last year's year-to-date sales of 623.



Prices

The Median Sales Price in November was \$450,000, up 6.4% from \$423,000 in November of 2017 and up 3.4% from \$435,000 last month. The Average Sales Price in November was \$528,622, down -19.3% from \$654,662 in November of 2017 and down -0.4% from \$530,564 last month. November 2018 ASP was at the lowest level compared to November of 2017 and 2016.

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



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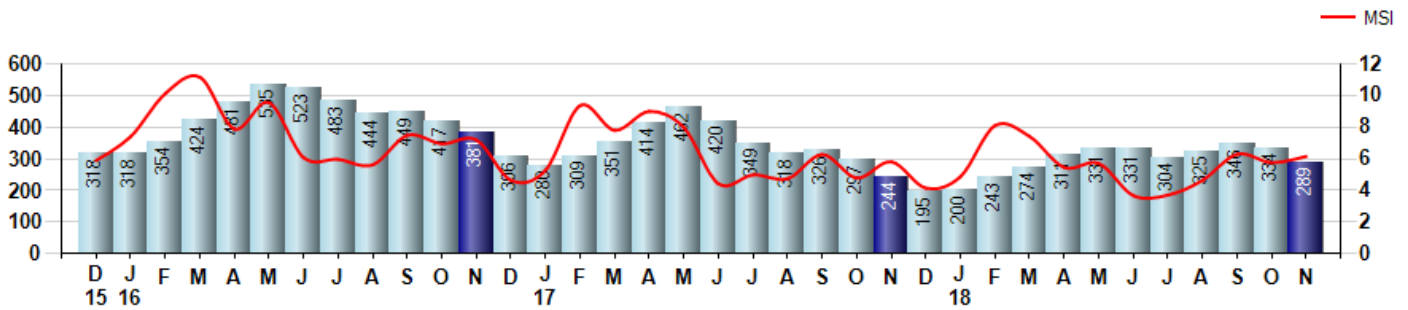
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Inventory & MSI

The Total Inventory of Properties available for sale as of November was 289, down -13.5% from 334 last month and up 18.4% from 244 in November of last year. November 2018 Inventory was at a mid range compared to November of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2018 MSI of 6.1 months was at a mid range compared with November of 2017 and 2016.

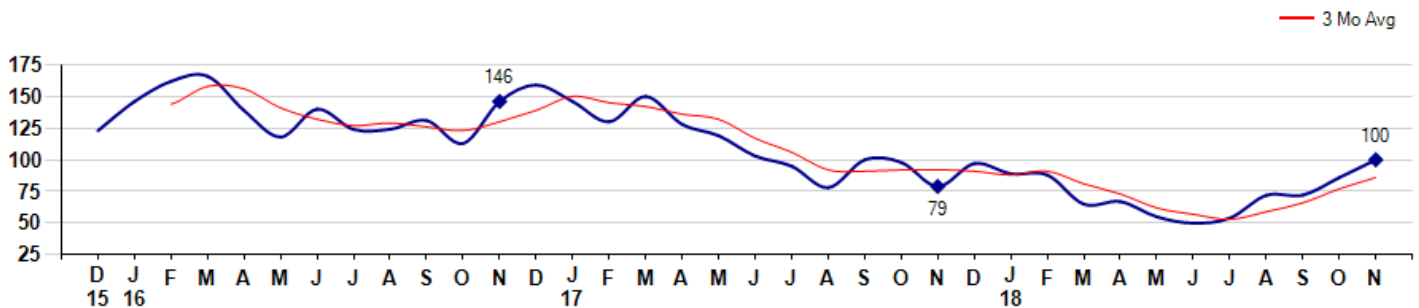
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 November was 100, up 16.3% from 86 days last month and up 26.6% from 79 days in November of last year. The November 2018 DOM was at a mid range compared with November of 2017 and 2016.

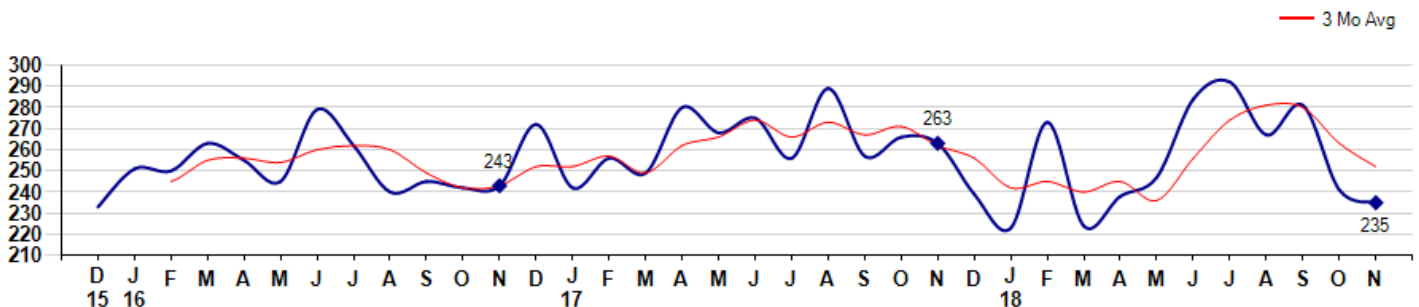
Average Days on Market(Listing to Contract) for properties sold during the month



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 November 2018 Selling Price per Square Foot of \$235 was down -2.5% from \$241 last month and down -10.6% from \$263 in November of last year.

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



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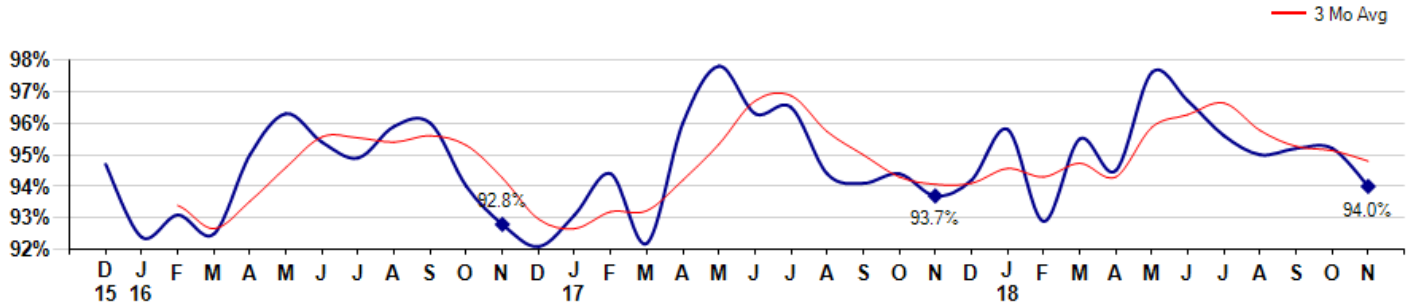


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Selling Price vs Listing Price

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 November 2018 Selling Price vs List Price of 94.0% was down from 95.2% last month and up from 93.7% in November of last year.

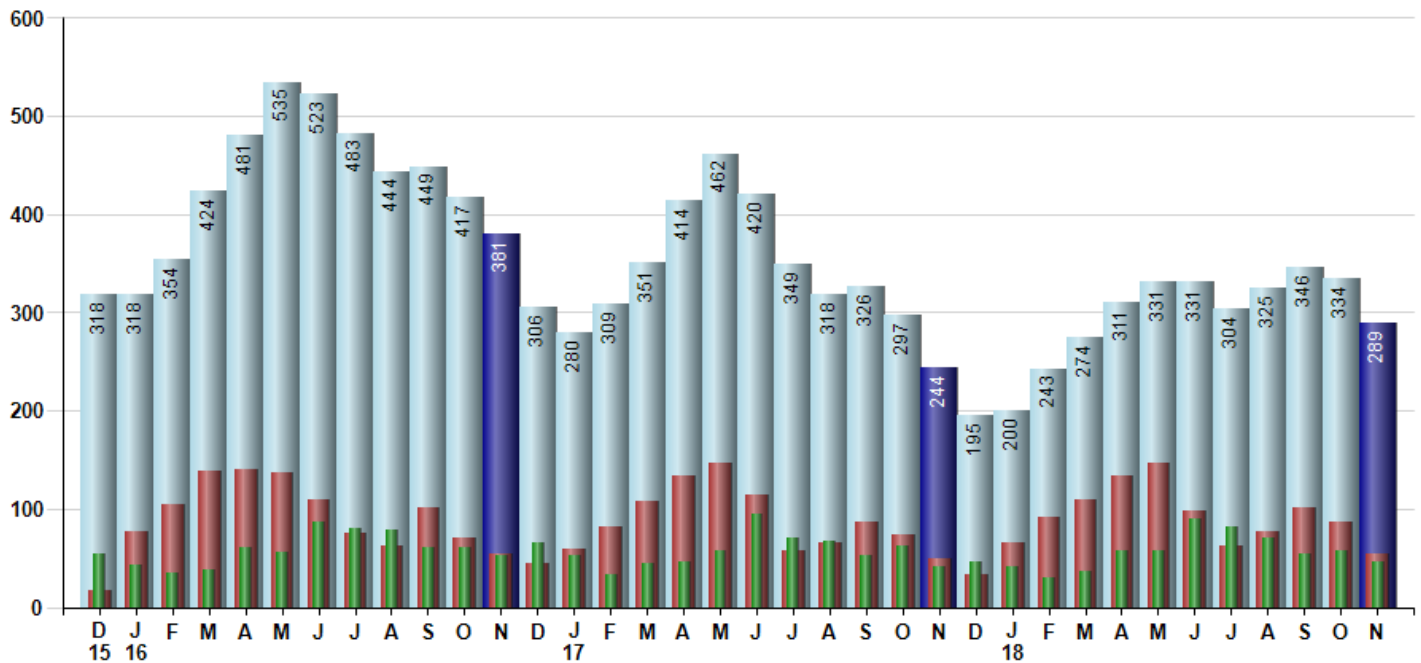
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 November 2018 was 54, down -37.9% from 87 last month and up 8.0% from 50 in November of last year.

Inventory New Listings Sold



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MARKET ACTION REPORT

November 2018

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	D 15	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	A	S	O	N
Homes Sold	54	43	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	47
3 Mo. Roll Avg			44	39	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	53

	(000's) D 15	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	A	S	O	N
Median Sale Price	375	395	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
3 Mo. Roll Avg			404	415	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

	D 15	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	A	S	O	N
Inventory	318	318	354	424	481	535	523	483	444	449	417	381	306	280	309	351	414	462	420	349	318	326	297	244	195	200	243	274	311	331	331	304	325	346	334	289
MSI	6	7	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

	D 15	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	A	S	O	N
Days On Market	123	146	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	100
3 Mo. Roll Avg			144	158	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

	D 15	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	A	S	O	N
Price per Sq Ft	233	251	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	235
3 Mo. Roll Avg			245	255	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

	D 15	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	A	S	O	N
Sale to List Price	0.947	0.924	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	0.940
3 Mo. Roll Avg			0.934	0.927	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	0.948

	D 15	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	A	S	O	N
New Listings	17	77	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	87	54
Inventory	318	318	354	424	481	535	523	483	444	449	417	381	306	280	309	351	414	462	420	349	318	326	297	244	195	200	243	274	311	331	331	304	325	346	334	289
Sales	54	43	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	47

	(000's) D 15	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	A	S	O	N
Avg Sale Price	468	543	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	529
3 Mo. Roll Avg			510	550	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	580

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