

City: Norwalk



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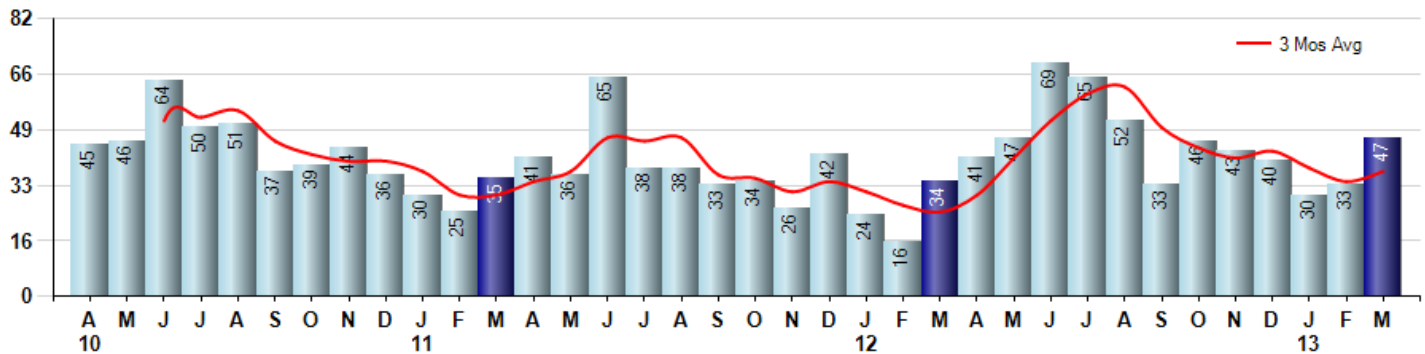
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$519,000	7%		15%				
Average List Price of all Current Listings	\$824,644	6%		27%				
March Median Sales Price	\$395,000	7%	1%	4%	-3%	\$388,500	2%	-4%
March Average Sales Price	\$485,489	16%	-7%	-10%	-11%	\$497,046	-15%	-9%
Total Properties Currently for Sale (Inventory)	339	-5%		-23%				
March Number of Properties Sold	47	42%		38%			49%	
March Average Days on Market (Solds)	187	-15%	1%	12%	35%	192	20%	38%
Asking Price per Square Foot (based on New Listings)	\$296	-8%	0%	-3%	6%	\$303	10%	8%
March Sold Price per Square Foot	\$256	17%	1%	-5%	2%	\$245	-8%	-3%
March Month's Supply of Inventory	7.2	-33%	-26%	-44%	-39%	9.8	-44%	-17%
March Sale Price vs List Price Ratio	95.1%	-1.5%	0%	3%	0.8%	95.5%	4.4%	1.1%

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

Property Sales

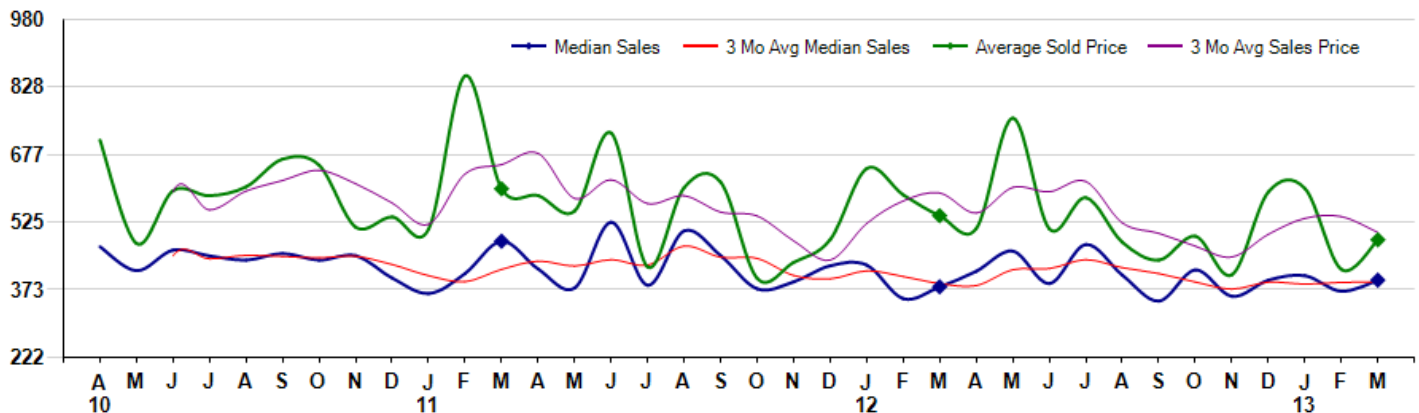
March Property sales were 47, up 38.2% from 34 in March of 2012 and 42.4% higher than the 33 sales last month. March 2013 sales were at their highest level compared to March of 2012 and 2011. March YTD sales of 110 are running 48.6% ahead of last year's year-to-date sales of 74.



Prices

The Median Sales Price in March was \$395,000, up 3.9% from \$380,000 in March of 2012 and up 6.8% from \$370,000 last month. The Average Sales Price in March was \$485,489, down -10.0% from \$539,590 in March of 2012 and up 15.9% from \$419,041 last month. March 2013 ASP was at the lowest level compared to March of 2012 and 2011.

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



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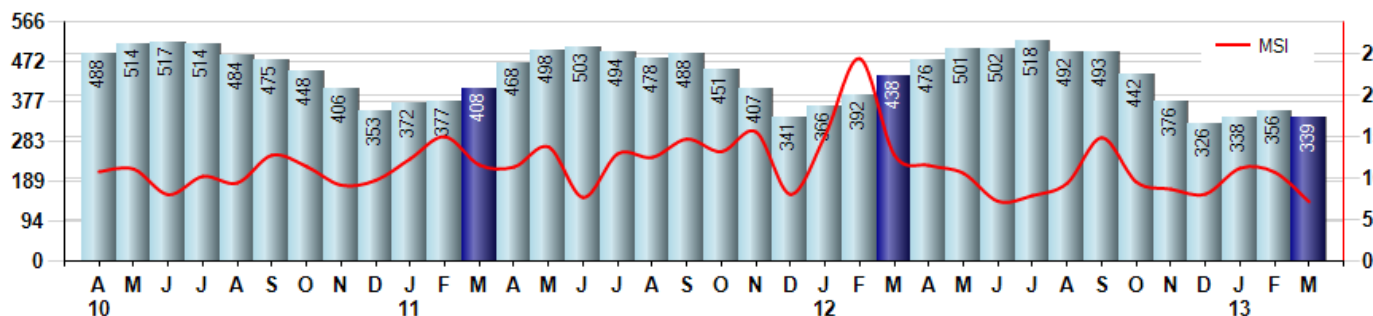
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Inventory & MSI

The Total Inventory of Properties available for sale as of March was 339, down -4.8% from 356 last month and down -22.6% from 438 in March of last year. March 2013 Inventory was at the lowest level compared to March of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2013 MSI of 7.2 months was at its lowest level compared with March of 2012 and 2011.

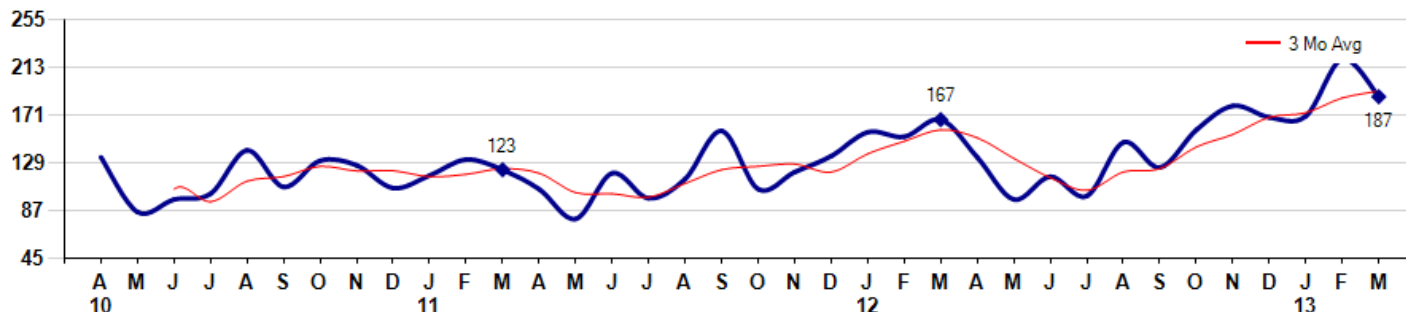
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 March was 187, down -15.0% from 220 days last month and up 12.0% from 167 days in March of last year. The March 2013 DOM was at its highest level compared with March of 2012 and 2011.

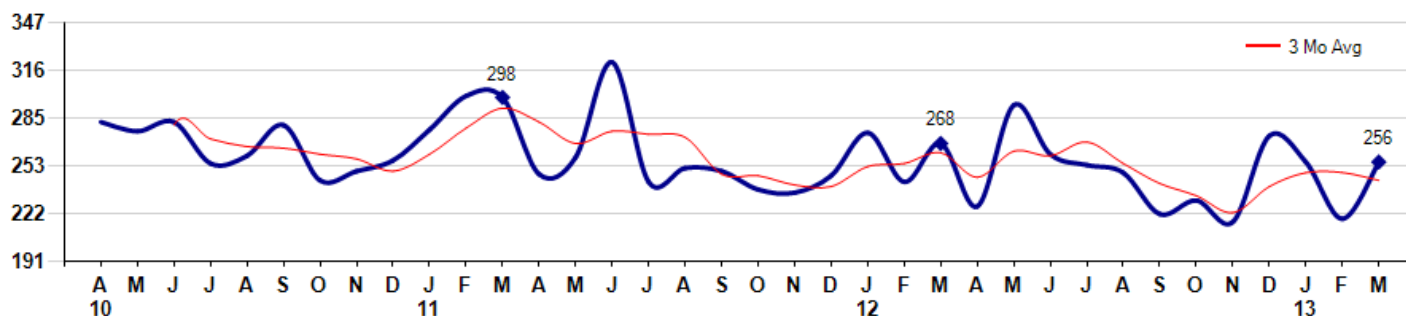
Average Days on Market (Listing to Contract) for properties sold during the month



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 March 2013 Selling Price per Square Foot of \$256 was up 16.9% from \$219 last month and down -4.5% from \$268 in March of last year.

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



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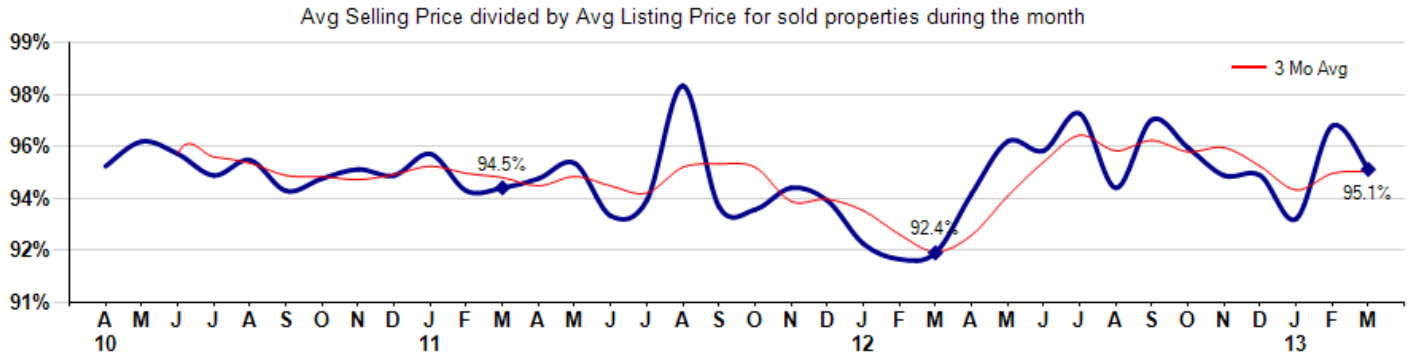
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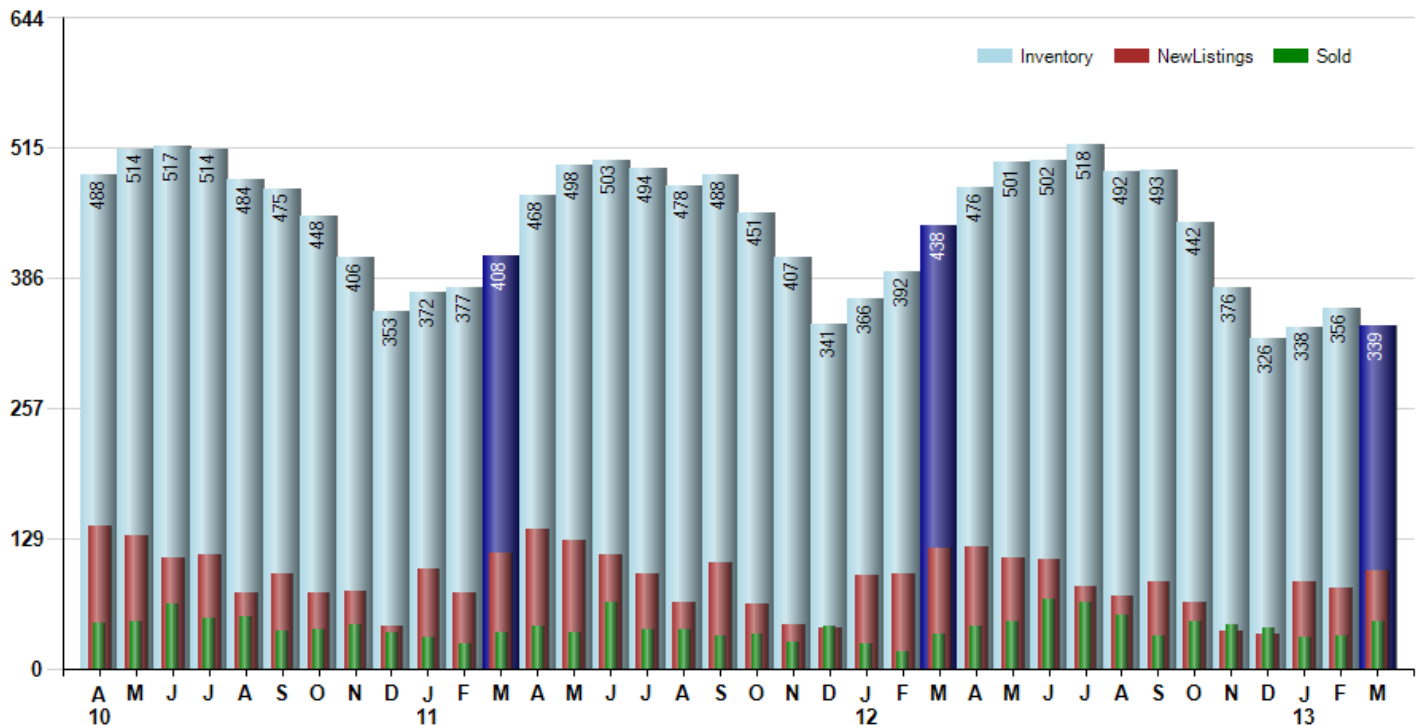
Selling Price vs Listing Price

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 March 2013 Selling Price vs List Price of 95.1% was down from 96.5% last month and up from 92.4% in March of last year.



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 March 2013 was 96, up 20.0% from 80 last month and down -19.3% from 119 in March of last year.



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MARKET ACTION REPORT

March 2013

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	A 10	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M
Homes Sold	45	46	64	50	51	37	39	44	36	30	25	35	41	36	65	38	38	33	34	26	42	24	16	34	41	47	69	65	52	33	46	43	40	30	33	47
3 Mo. Roll Avg			52	53	55	46	42	40	40	37	30	30	34	37	47	46	47	36	35	31	34	31	27	25	30	41	52	60	62	50	44	41	43	38	34	37

	(000's) A 10	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M
Median Sale Price	470	416	463	449	440	455	440	450	400	365	410	483	420	378	525	384	506	450	376	391	427	429	353	380	415	460	388	475	407	348	418	359	395	405	370	395
3 Mo. Roll Avg			450	443	451	448	445	448	430	405	392	419	438	427	441	429	471	446	444	406	398	416	403	387	383	418	421	441	423	410	391	375	391	386	390	390

	A 10	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M
Inventory	488	514	517	514	484	475	448	406	353	372	377	408	468	498	503	494	478	488	451	407	341	366	392	438	476	501	502	518	492	493	442	376	326	338	356	339
MSI	11	11	8	10	9	13	11	9	10	12	15	12	11	14	8	13	13	15	13	16	8	15	25	13	12	11	7	8	9	15	10	9	8	11	11	7

	A 10	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M
Days On Market	134	86	97	102	140	108	131	127	107	118	132	123	106	80	120	98	115	157	106	121	135	156	152	167	134	97	117	100	147	125	158	179	169	170	220	187
3 Mo. Roll Avg			106	95	113	117	126	122	122	117	119	124	120	103	102	99	111	123	126	128	121	137	148	158	151	133	116	105	121	124	143	154	169	173	186	192

	A 10	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M
Price per Sq Ft	282	276	282	255	260	280	244	250	257	277	299	298	248	259	321	243	252	250	238	236	247	275	243	268	227	293	261	254	249	222	231	217	273	256	219	256
3 Mo. Roll Avg			280	271	266	265	261	258	250	261	278	291	282	268	276	274	272	248	247	241	240	253	255	262	246	263	260	269	255	242	234	223	240	249	249	244

	A 10	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M
Sale to List Price	0.952	0.960	0.956	0.949	0.954	0.944	0.948	0.951	0.949	0.956	0.944	0.945	0.948	0.953	0.936	0.941	0.978	0.939	0.938	0.945	0.941	0.927	0.922	0.924	0.943	0.960	0.957	0.969	0.945	0.967	0.958	0.949	0.949	0.935	0.965	0.951
3 Mo. Roll Avg			0.956	0.955	0.953	0.949	0.949	0.948	0.949	0.952	0.950	0.948	0.946	0.949	0.946	0.943	0.952	0.953	0.952	0.941	0.941	0.938	0.930	0.924	0.930	0.942	0.953	0.962	0.957	0.960	0.957	0.958	0.952	0.944	0.950	0.950

	A 10	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M
New Listings	141	131	109	112	74	93	75	76	41	98	75	114	137	127	112	93	66	104	64	44	40	92	93	119	121	109	107	81	71	85	66	37	34	85	80	96
Inventory	488	514	517	514	484	475	448	406	353	372	377	408	468	498	503	494	478	488	451	407	341	366	392	438	476	501	502	518	492	493	442	376	326	338	356	339
Sales	45	46	64	50	51	37	39	44	36	30	25	35	41	36	65	38	38	33	34	26	42	24	16	34	41	47	69	65	52	33	46	43	40	30	33	47

	(000's) A 10	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M
Avg Sale Price	709	477	596	585	604	667	653	514	537	509	854	600	585	550	725	425	603	615	399	435	486	645	586	540	511	759	510	580	480	440	494	407	593	601	419	485
3 Mo. Roll Avg			594	552	595	618	641	611	568	520	633	654	679	578	620	567	584	548	539	483	440	522	573	590	546	603	593	616	524	500	471	447	498	534	538	502

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