



Norwalk, Connecticut
March 2011

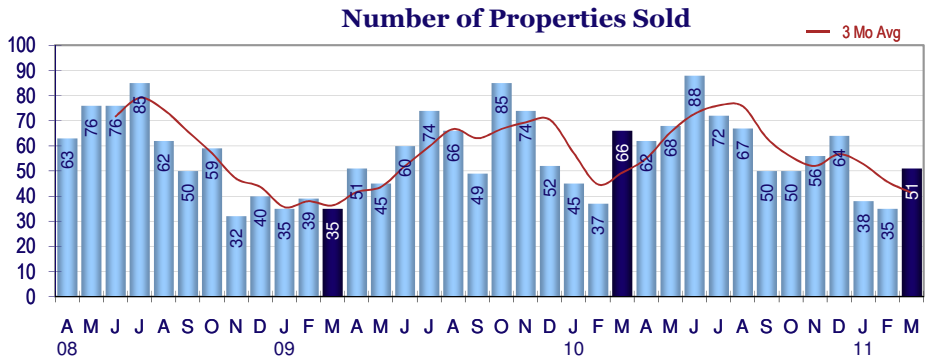
Market Profile & Trends Overview

	Month	Trending versus*:				Trending versus*:		
		LM	L3M	PYM	LY	YTD	Prior YTD	Prior Year
Median List Price of all Current Listings	\$385,000	3%		-4%				
Average List Price of all Current Listings	\$618,832	8%		1%				
March Median Sales Price	\$385,000	17%	10%	9%	0%	\$348,500	-0%	-9%
March Average Sales Price	\$634,948	23%	23%	43%	30%	\$549,915	34%	13%
Total Properties Currently for Sale (Inventory)	689	9%		-11%				
March Number of Properties Sold	51	46%		-23%		124	-16%	
March Average Days on Market (Solds)	129	-7%	1%	19%	15%	131	31%	17%
Asking Price per Square Foot (based on New Listings)	\$328	23%	10%	15%	13%	\$304	6%	5%
March Sold Price per Square Foot	\$294	14%	11%	13%	15%	\$276	11%	8%
March Month's Supply of Inventory	13.5	-25%	-15%	15%	3%	15.9	5%	21%
March Sale Price vs List Price Ratio	94.6%	-4%	.6%	-9%	.3%	93.5%	-6%	-9%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2010) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

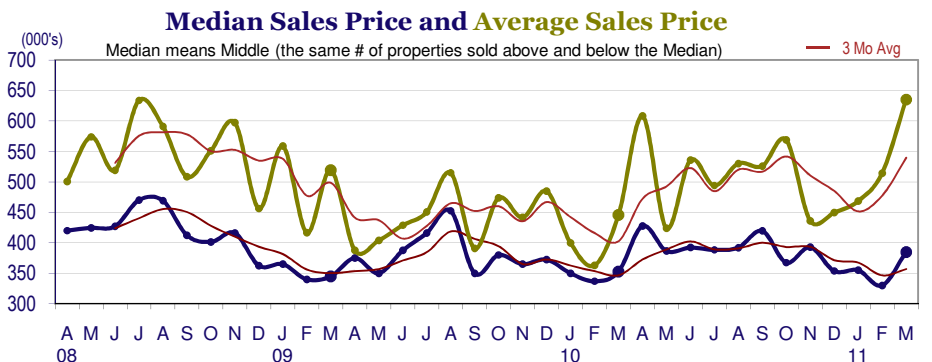
Property Sales

March Property sales were 51, down 22.7% from 66 in March of 2010 and 45.7% higher than the 35 sales last month. March 2011 sales were at a mid level compared to March of 2010 and 2009. March YTD sales of 124 are running 16.2% behind last year's year-to-date sales of 148.



Prices

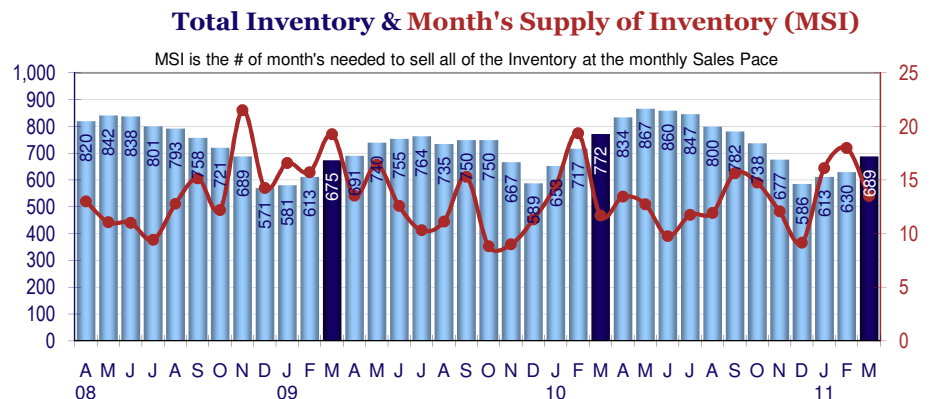
The Median Sales Price in March was \$385,000, up 9.2% from \$352,500 in March of 2010 and up 16.7% from \$330,000 last month. The Average Sales Price in March was \$634,948, up 42.5% from \$445,489 in March of 2010 and up 23.5% from \$514,307 last month. March 2011 ASP was at the highest level compared to March of 2010 and 2009.



Inventory & MSI

The Total Inventory of Properties available for sale as of March was 689, up 9.4% from 630 last month and down 10.8% from 772 in March of last year. March 2011 Inventory was at a mid level compared with March of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2011 MSI of 13.5 months was at a mid level compared with March of 2010 and 2009.





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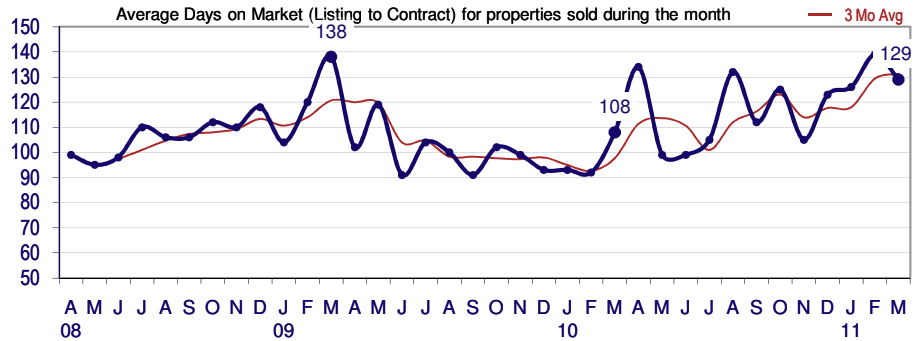
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Market Time

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 129, down 7.2% from 139 days last month and up 19.4% from 108 days in March of last year. The March 2011 DOM was at a mid level compared with March of 2010 and 2009.

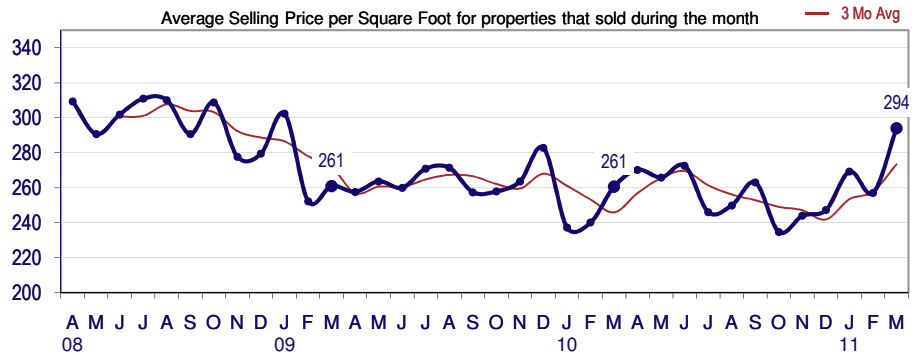
Days On Market for Sold Properties



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 2011 Selling Price per Square Foot of \$294 was up 14.4% from \$257 last month and up 12.8% from 261 in March of last year.

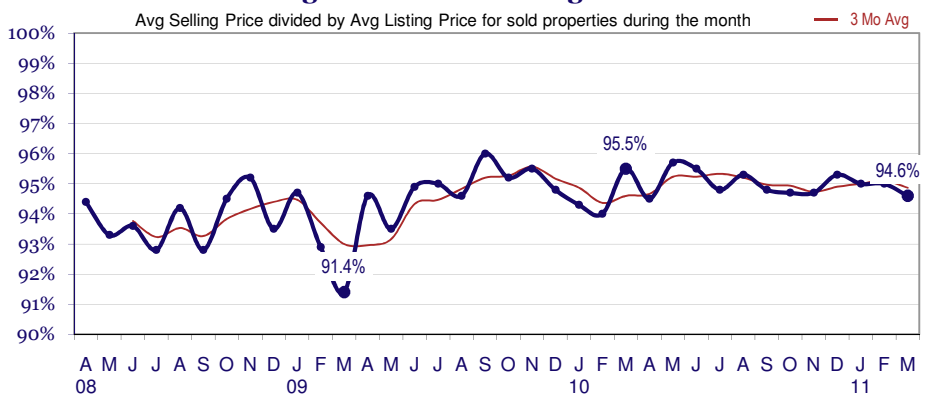
Selling Price per Square Foot



Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original 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 2011 Selling Price vs Original List Price of 94.6% was down from 95.0% last month and down from 95.5% in March of last year.

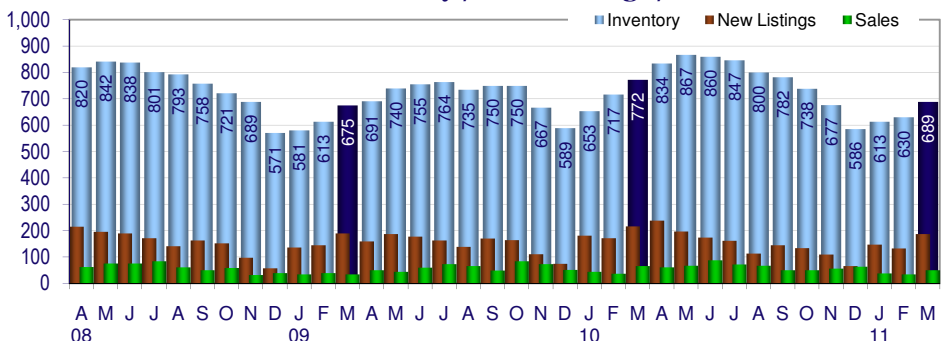
Selling Price versus Listing Price Ratio



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 2011 was 188, up 41.4% from 133 last month and down 13.4% from 217 in March of last year.

Inventory / New Listings / Sales





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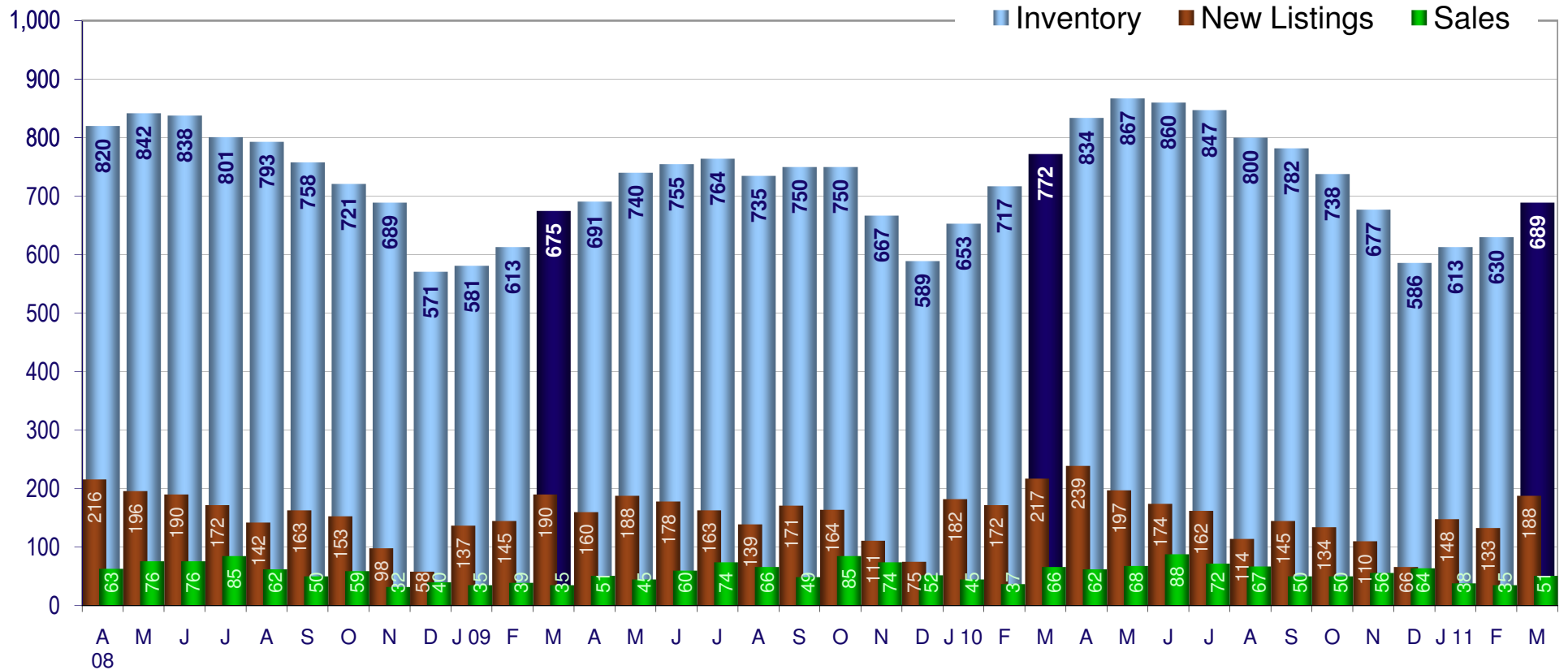
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