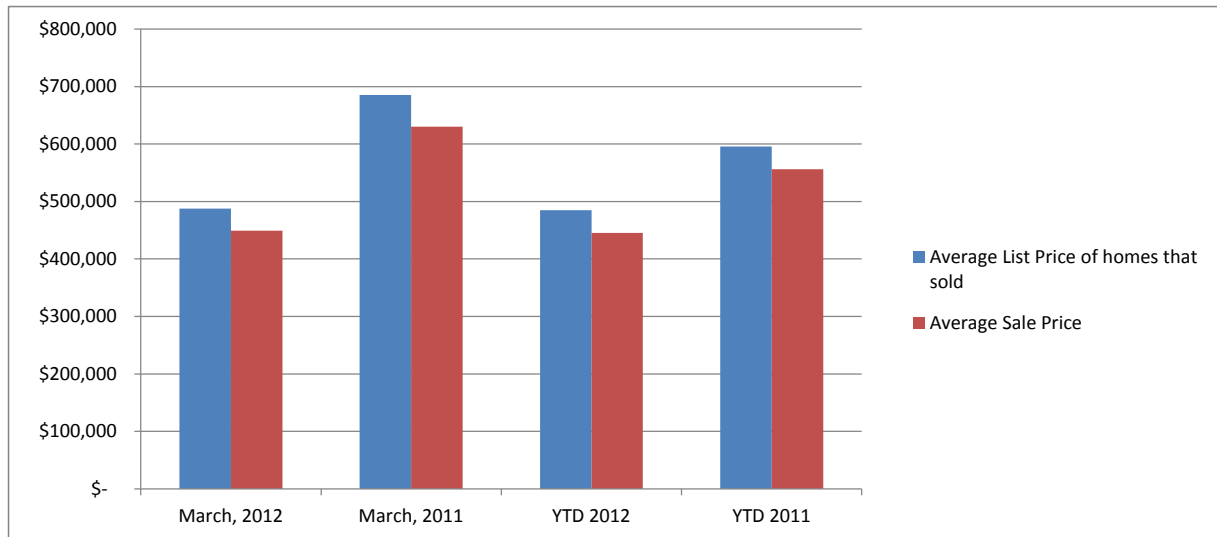




**Norwalk, CT Home Sales Report,
March, 2012**

| Total Sales Comparison across all residential property types* | March, 2012 | March, 2011 | YTD 2012 | YTD 2011 | % Change - Month | % Change - YTD |
|--|--------------------|--------------------|-----------------|-----------------|-------------------------|-----------------------|
| Average List Price of homes that sold | \$ 487,911 | \$ 685,069 | \$ 484,647 | \$ 595,901 | -28.8% | -18.7% |
| Average Sale Price | \$ 449,188 | \$ 629,937 | \$ 445,557 | \$ 556,326 | -28.7% | -19.9% |
| Sales/List Ratio | 92.1% | 92.0% | 91.9% | 93.4% | 0.1% | -1.5% |
| Average Days on Market | 159 | 128 | 154 | 134 | 24.2% | 14.9% |
| Number Sold | 57 | 58 | 131 | 142 | -1.7% | -7.7% |

**March - Sold Residential Real Estate
Price Comparison**



Norwalk Residential Real Estate Market decreased by -18.7% in average sales price Year -to-Date. This decrease was driven by the strong decrease in average sales of Single Family Homes and more so Condominium average price which dropped to \$285,900 for month of March.

We are in a very opportunistic time in the real estate market. There are great opportunities for Buyers, Sellers and Investors. Call us at the Higgins Group Norwalk office for professional advice on any of your real estate needs.

*Higgins Group Norwalk - (203) 838-5005
HigginsGroup.com*



Norwalk CT Home Sales Report,
March, 2012

| Single Family Homes | March, 2012 | March, 2011 | YTD 2012 | YTD 2011 | % Change - Month | % Change - YTD |
|---------------------------------------|-------------|-------------|------------|------------|------------------|----------------|
| Average List Price of homes that sold | \$ 582,494 | \$ 818,600 | \$ 635,154 | \$ 688,591 | -28.8% | -7.8% |
| Average Sale Price | \$ 534,335 | \$ 749,655 | \$ 581,071 | \$ 641,891 | -28.7% | -9.5% |
| Sales/List Ratio | 91.7% | 91.6% | 91.5% | 93.2% | 0.2% | -1.9% |
| Average Days on Market | 167 | 126 | 161 | 129 | 32.5% | 24.8% |
| Number Sold | 36 | 35 | 75 | 88 | 2.9% | -14.8% |

| Condominiums / Co-Ops | March, 2012 | March, 2011 | YTD 2012 | YTD 2011 | % Change - Month | % Change - YTD |
|---------------------------------------|-------------|-------------|------------|------------|------------------|----------------|
| Average List Price of homes that sold | \$ 295,338 | \$ 457,905 | \$ 270,133 | \$ 433,698 | -35.5% | -37.7% |
| Average Sale Price | \$ 285,750 | \$ 429,173 | \$ 257,624 | \$ 408,510 | -33.4% | -36.9% |
| Sales/List Ratio | 96.8% | 93.7% | 95.4% | 94.2% | 3.2% | 1.2% |
| Average Days on Market | 150 | 135 | 139 | 145 | 11.1% | -4.1% |
| Number Sold | 16 | 20 | 42 | 43 | -20.0% | -2.3% |

| Multi-Family | March, 2012 | March, 2011 | YTD 2012 | YTD 2011 | % Change - Month | % Change - YTD |
|---------------------------------------|-------------|-------------|------------|------------|------------------|----------------|
| Average List Price of homes that sold | \$ 356,950 | \$ 312,450 | \$ 294,000 | \$ 264,738 | 14.2% | 11.1% |
| Average Sale Price | \$ 332,875 | \$ 282,500 | \$ 269,762 | \$ 254,500 | 17.8% | 6.0% |
| Sales/List Ratio | 93.3% | 90.4% | 91.8% | 96.1% | 3.1% | -4.6% |
| Average Days on Market | 106 | 68 | 164 | 145 | 55.9% | 13.1% |
| Number Sold | 4 | 2 | 13 | 8 | 100.0% | 62.5% |

| Snapshot of Marketplace - April 1, 2012 | Single Family Homes | Condominiums / Co-Ops | Multi-Family | Total Sales Comparison across all residential property types* |
|---|---------------------|-----------------------|--------------|---|
| Total Active Residential Listings | 421 | 216 | 40 | 702 |
| Average List Price currently on market | \$ 678,422 | \$ 289,098 | \$ 401,925 | \$ 532,987 |
| Average DOM | 111 | 132 | 197 | 126 |
| Number of Pending sales | 60 | 19 | 5 | 85 |
| Number of Sales YTD | 75 | 42 | 13 | 131 |
| Average Closed Price YTD | \$ 534,335 | \$ 257,624 | \$ 254,500 | \$ 445,557 |
| Months of Inventory | 16.8 | 15.4 | 9.2 | 16 |

Source: Greater Fairfield Consolidated Multiple Listing Service

* Includes Single Family, Multi-Family, Land, Condo & Co-Op. Does not include Commercial or Rental properties.