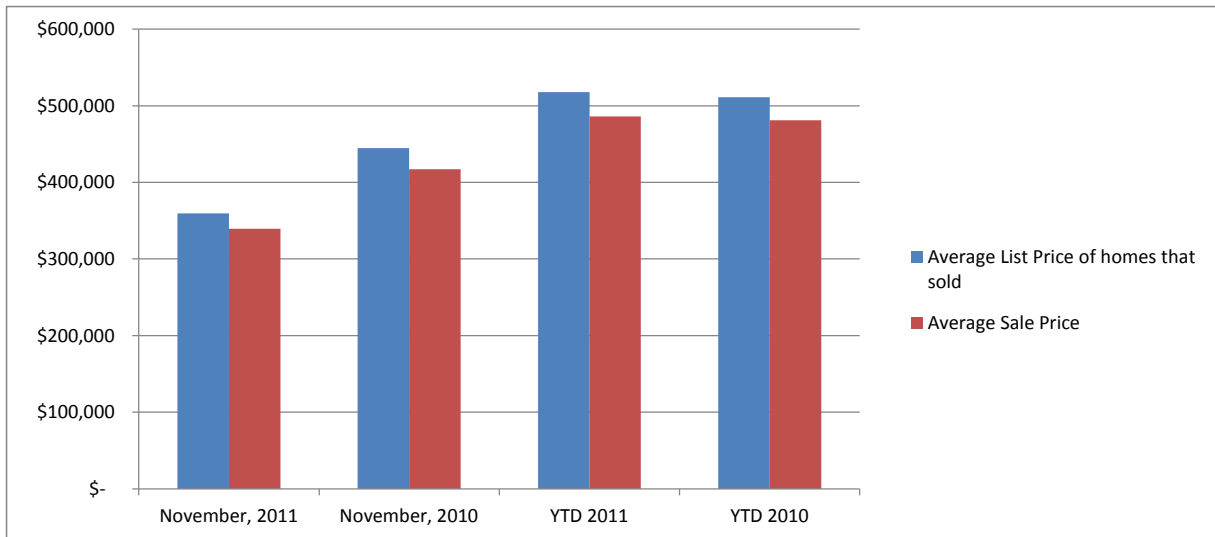




**Norwalk, CT Home Sales Report,
November, 2011**

| Total Sales Comparison across all residential property types* | November, 2011 | November, 2010 | YTD 2011 | YTD 2010 | % Change - Month | % Change - YTD |
|---|----------------|----------------|------------|------------|------------------|----------------|
| Average List Price of homes that sold | \$ 359,488 | \$ 444,828 | \$ 517,569 | \$ 511,018 | -19.2% | 1.3% |
| Average Sale Price | \$ 339,542 | \$ 416,958 | \$ 485,999 | \$ 481,194 | -18.6% | 1.0% |
| Sales/List Ratio | 94.5% | 93.7% | 93.9% | 94.2% | 0.8% | -0.3% |
| Average Days on Market | 151 | 118 | 128 | 111 | 28.0% | 15.3% |
| Number Sold | 43 | 65 | 623 | 709 | -33.8% | -12.1% |

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



Norwalk Residential Real Estate Market this November posted 43 transactions, -33% fewer sales than November 2010. This brings the Year to date number of sales down to -12% off last year. The biggest drop this month was in Single Family Homes, off -15% fewer sold. Average price for homes in Norwalk are still up 2.5 % YTD over last year.

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,
November, 2011

| Single Family Homes | November, 2011 | November, 2010 | YTD 2011 | YTD 2010 | % Change - Month | % Change - YTD |
|---------------------------------------|----------------|----------------|------------|------------|------------------|----------------|
| Average List Price of homes that sold | \$ 450,231 | \$ 517,570 | \$ 618,233 | \$ 600,806 | -13.0% | 2.9% |
| Average Sale Price | \$ 426,723 | \$ 484,240 | \$ 581,263 | \$ 564,999 | -11.9% | 2.9% |
| Sales/List Ratio | 94.8% | 93.6% | 94.0% | 94.0% | 1.3% | 0.0% |
| Average Days on Market | 123 | 110 | 116 | 109 | 11.8% | 6.4% |
| Number Sold | 26 | 40 | 399 | 467 | -35.0% | -14.6% |

| Condominiums | November, 2011 | November, 2010 | YTD 2011 | YTD 2010 | % Change - Month | % Change - YTD |
|---------------------------------------|----------------|----------------|------------|------------|------------------|----------------|
| Average List Price of homes that sold | \$ 238,140 | \$ 323,058 | \$ 330,965 | \$ 340,998 | -26.3% | -2.9% |
| Average Sale Price | \$ 220,875 | \$ 306,245 | \$ 311,179 | \$ 324,496 | -27.9% | -4.1% |
| Sales/List Ratio | 92.8% | 94.8% | 94.0% | 95.2% | -2.2% | -1.2% |
| Average Days on Market | 195 | 111 | 148 | 114 | 75.7% | 29.8% |
| Number Sold | 12 | 19 | 177 | 201 | -36.8% | -11.9% |

| Multi-Family | November, 2011 | November, 2010 | YTD 2011 | YTD 2010 | % Change - Month | % Change - YTD |
|---------------------------------------|----------------|----------------|------------|------------|------------------|----------------|
| Average List Price of homes that sold | \$ 207,450 | \$ 349,580 | \$ 322,285 | \$ 319,688 | -40.7% | 0.8% |
| Average Sale Price | \$ 201,250 | \$ 322,800 | \$ 300,011 | \$ 294,809 | -37.7% | 1.8% |
| Sales/List Ratio | 97.0% | 92.3% | 93.1% | 92.2% | 5.1% | 0.9% |
| Average Days on Market | 144 | 162 | 127 | 109 | -11.1% | 16.5% |
| Number Sold | 4 | 5 | 36 | 35 | -20.0% | 2.9% |

| Snapshot of Marketplace - December 1, 2011 | Single Family Homes | Condominiums | Multi-Family | Total Sales Comparison across all residential property types* |
|--|---------------------|--------------|--------------|---|
| Total Active Residential Listings | 345 | 221 | 39 | 631 |
| Average List Price currently on market | \$ 722,186 | \$ 301,678 | \$ 396,985 | 541,968 |
| Average DOM | 141 | 131 | 191 | 143 |
| Number of Pending sales | 33 | 18 | 4 | 56 |
| Number of Sales YTD | 399 | 177 | 36 | 623 |
| Average Closed Price YTD | \$ 426,723 | \$ 311,179 | \$ 294,809 | 485,999 |
| Months of Inventory | 9.5 | 13.7 | 11.9 | 11 |

Source: Greater Fairfield Consolidated Multiple Listing Service

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