

City: Fairfield



Joni Usdan
Residential Real Estate Specialist
203-216-7654
www.jonihomes.com
joni@jonihomes.com



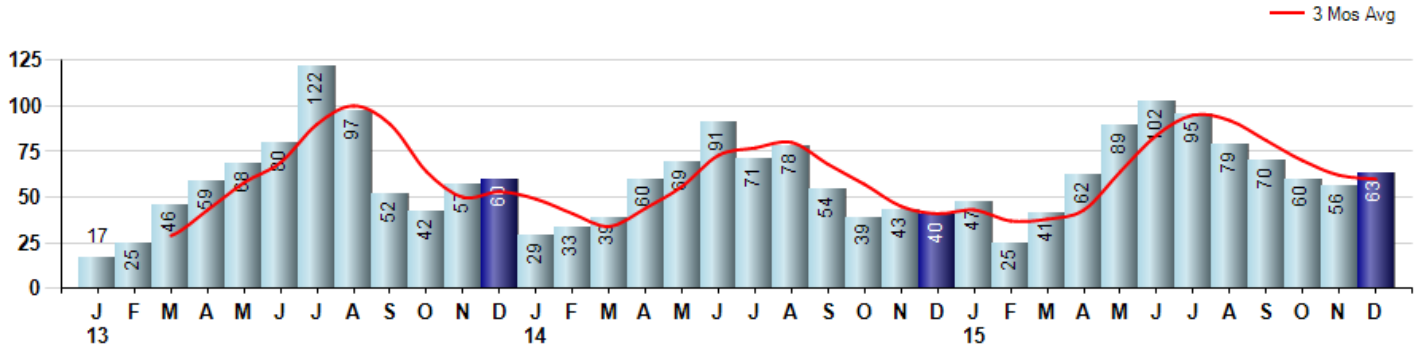
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$850,000	3%		17%				
Average List Price of all Current Listings	\$1,363,996	7%		3%				
December Median Sales Price	\$605,000	6%	9%	-2%	6%	\$579,000	2%	2%
December Average Sales Price	\$716,814	3%	0%	-17%	-3%	\$736,513	2%	0%
Total Properties Currently for Sale (Inventory)	431	-22%		-7%				
December Number of Properties Sold	63	13%		58%			22%	
December Average Days on Market (Solds)	163	18%	16%	14%	20%	135	-1%	-1%
Asking Price per Square Foot (based on New Listings)	\$319	-7%	-6%	1%	-6%	\$342	2%	1%
December Sold Price per Square Foot	\$295	-3%	-4%	-3%	-3%	\$307	1%	1%
December Month's Supply of Inventory	6.8	-30%	-24%	-41%	-40%	10.1	-11%	-11%
December Sale Price vs List Price Ratio	96.1%	1.2%	0%	0%	0.4%	96.0%	0.2%	0.3%

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

Property Sales

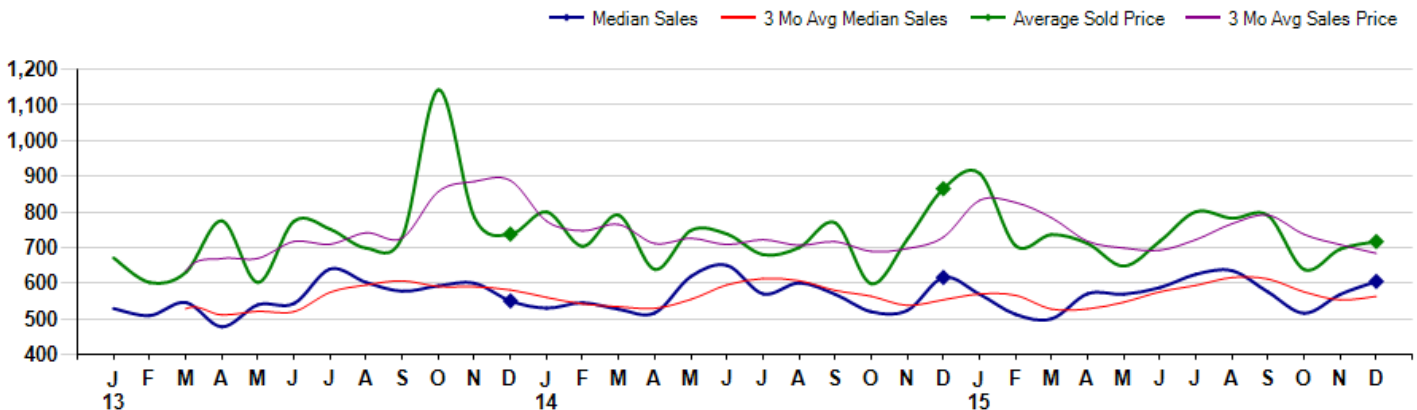
December Property sales were 63, up 57.5% from 40 in December of 2014 and 12.5% higher than the 56 sales last month. December 2015 sales were at their highest level compared to December of 2014 and 2013. December YTD sales of 789 are running 22.1% ahead of last year's year-to-date sales of 646.



Prices

The Median Sales Price in December was \$605,000, down -1.8% from \$616,000 in December of 2014 and up 6.4% from \$568,500 last month. The Average Sales Price in December was \$716,814, down -17.2% from \$865,400 in December of 2014 and up 3.0% from \$695,809 last month. December 2015 ASP was at the lowest level compared to December of 2014 and 2013.

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



City: Fairfield



Joni Usdan
Residential Real Estate Specialist
203-216-7654
www.jonihomes.com
joni@jonihomes.com



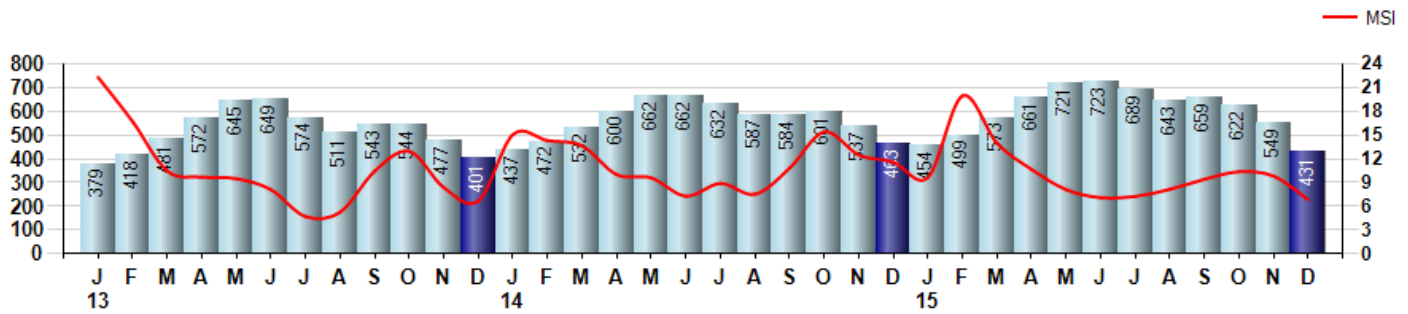
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Inventory & MSI

The Total Inventory of Properties available for sale as of December was 431, down -21.5% from 549 last month and down -6.9% from 463 in December of last year. December 2015 Inventory was at a mid range compared to December of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2015 MSI of 6.8 months was at a mid range compared with December of 2014 and 2013.

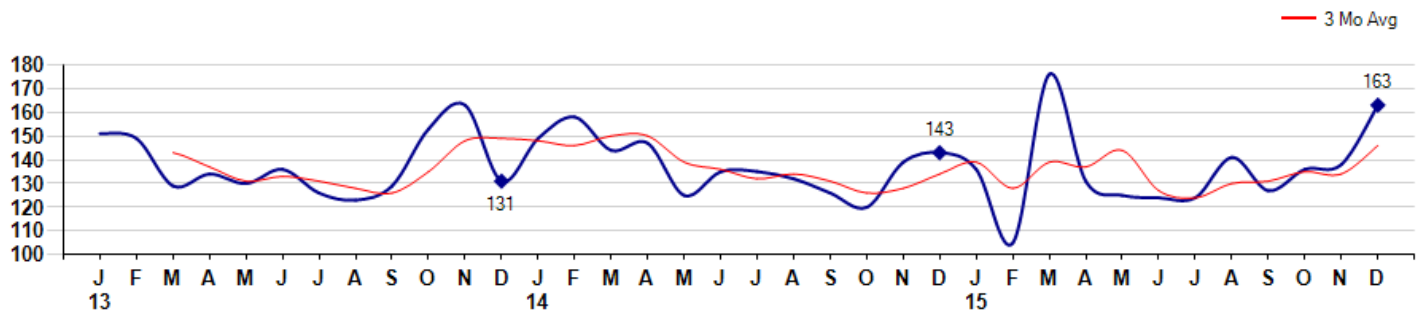
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 December was 163, up 18.1% from 138 days last month and up 14.0% from 143 days in December of last year. The December 2015 DOM was at its highest level compared with December of 2014 and 2013.

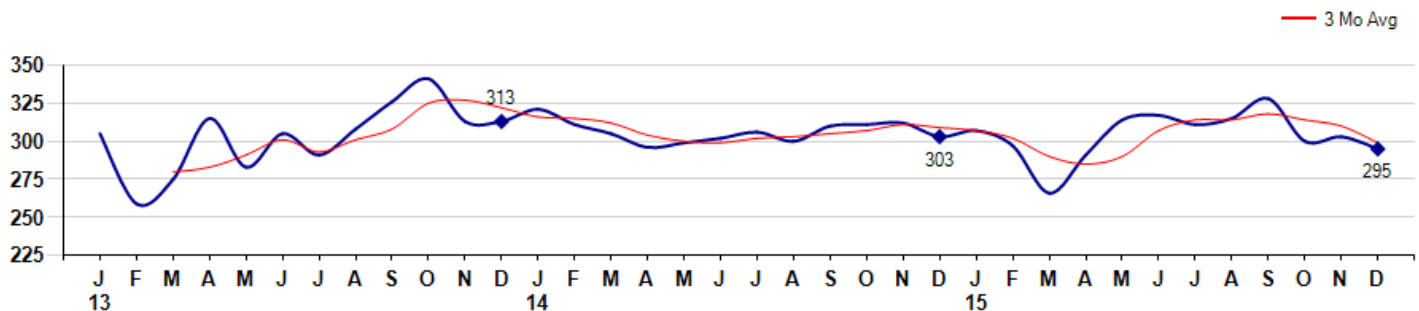
Average Days on Market(Listing to Contract) for properties sold during the month



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 December 2015 Selling Price per Square Foot of \$295 was down -2.6% from \$303 last month and down -2.6% from \$303 in December of last year.

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



City: *Fairfield*



Joni Usdan
 Residential Real Estate Specialist
 203-216-7654
 www.jonihomes.com
 joni@jonihomes.com

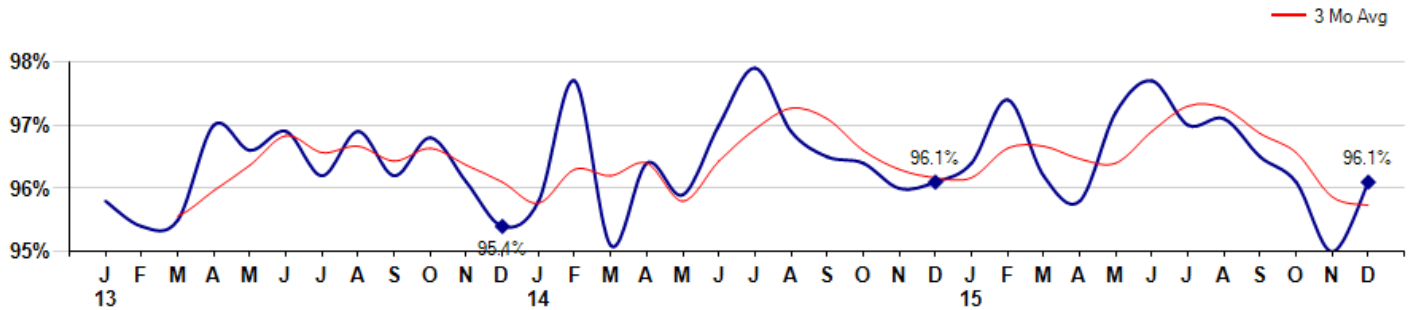


Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

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 December 2015 Selling Price vs List Price of 96.1% was up from 95.0% last month and equal to 96.1% in December of last year.

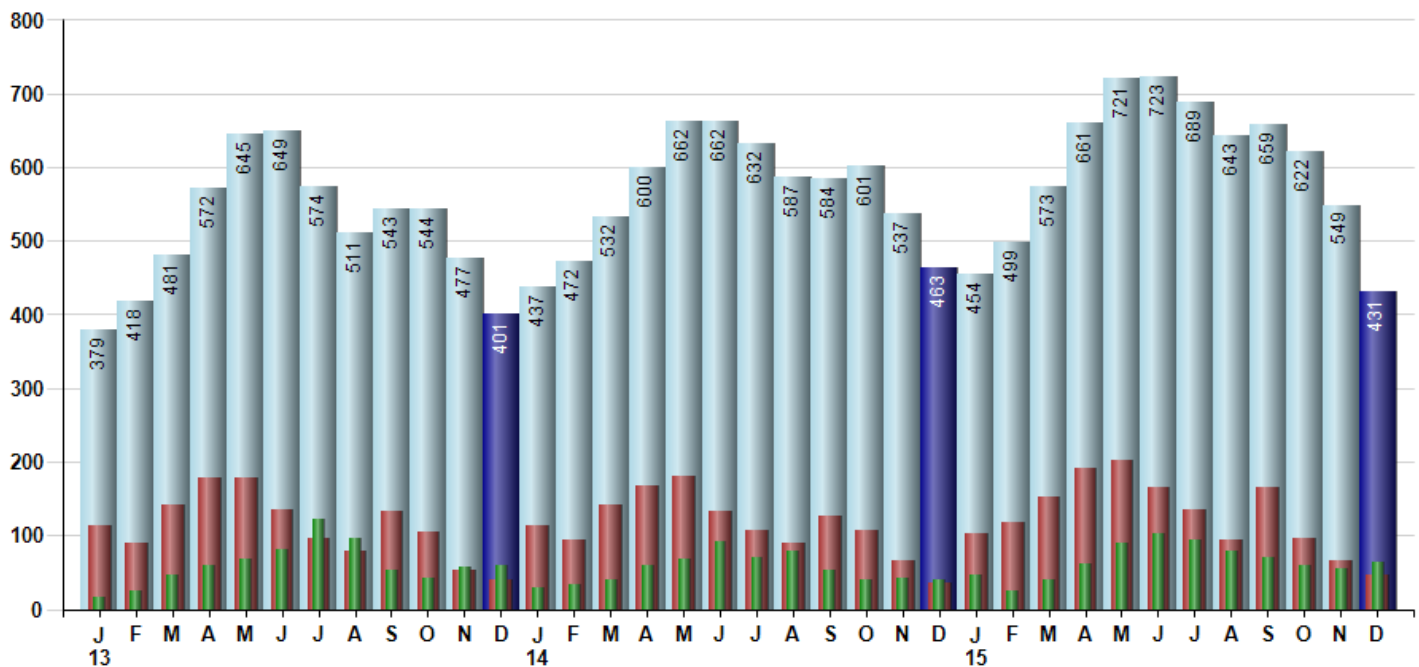
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 December 2015 was 47, down -28.8% from 66 last month and up 34.3% from 35 in December of last year.

Inventory New Listings Sold



© 2016 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Greater Fairfield County CMLS, Inc. for the period 1/1/2013 through 12/31/2015. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.

