

## City: Fairfield



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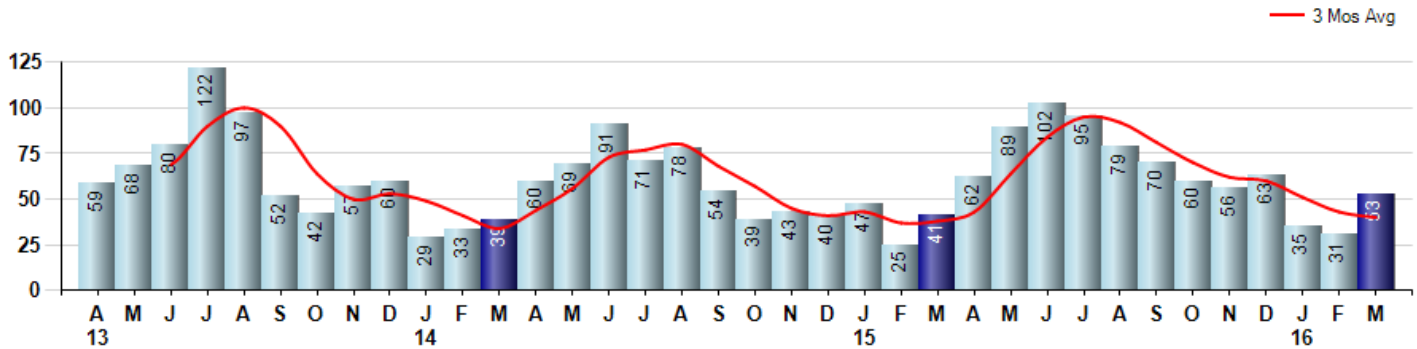
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

| Market Profile & Trends Overview                     | Month       | Trending Versus*: |      |      |       | Trending Versus*: |          |           |
|--|-------------|-------------------|------|------|-------|-------------------|----------|-----------|
|  |             | LM                | L3M  | PYM  | LY    | YTD               | PriorYTD | PriorYear |
| Median List Price of all Current Listings            | \$850,000   | 3%                |      | 12%  |       |                   |          |           |
| Average List Price of all Current Listings           | \$1,248,650 | 1%                |      | -1%  |       |                   |          |           |
| March Median Sales Price                             | \$640,000   | 23%               | 4%   | 28%  | 10%   | \$625,000         | 15%      | 8%        |
| March Average Sales Price                            | \$839,575   | 25%               | 12%  | 14%  | 14%   | \$766,616         | -4%      | 4%        |
| Total Properties Currently for Sale (Inventory)      | 567         | 4%                |      | -1%  |       |                   |          |           |
| March Number of Properties Sold                      | 53          | 71%               |      | 29%  |       |                   | 5%       |           |
| March Average Days on Market (Solds)                 | 154         | -14%              | -6%  | -13% | 13%   | 164               | 14%      | 21%       |
| Asking Price per Square Foot (based on New Listings) | \$340       | -1%               | 1%   | 2%   | 0%    | \$341             | -1%      | 0%        |
| March Sold Price per Square Foot                     | \$312       | 11%               | 3%   | 17%  | 1%    | \$309             | 7%       | 0%        |
| March Month's Supply of Inventory                    | 10.7        | -39%              | -24% | -24% | 5%    | 14.1              | -3%      | 38%       |
| March Sale Price vs List Price Ratio                 | 95.3%       | 1.8%              | 0%   | -1%  | -0.7% | 95.2%             | -0.5%    | -0.8%     |

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

### Property Sales

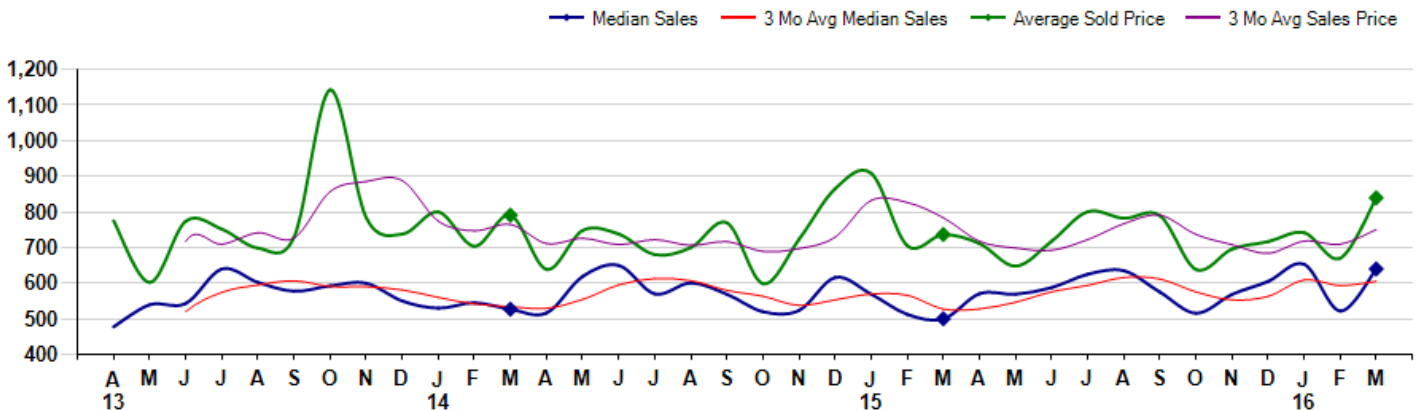
March Property sales were 53, up 29.3% from 41 in March of 2015 and 71.0% higher than the 31 sales last month. March 2016 sales were at their highest level compared to March of 2015 and 2014. March YTD sales of 119 are running 5.3% ahead of last year's year-to-date sales of 113.



### Prices

The Median Sales Price in March was \$640,000, up 28.0% from \$500,000 in March of 2015 and up 22.6% from \$522,000 last month. The Average Sales Price in March was \$839,575, up 14.0% from \$736,593 in March of 2015 and up 25.3% from \$669,982 last month. March 2016 ASP was at highest level compared to March of 2015 and 2014.

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



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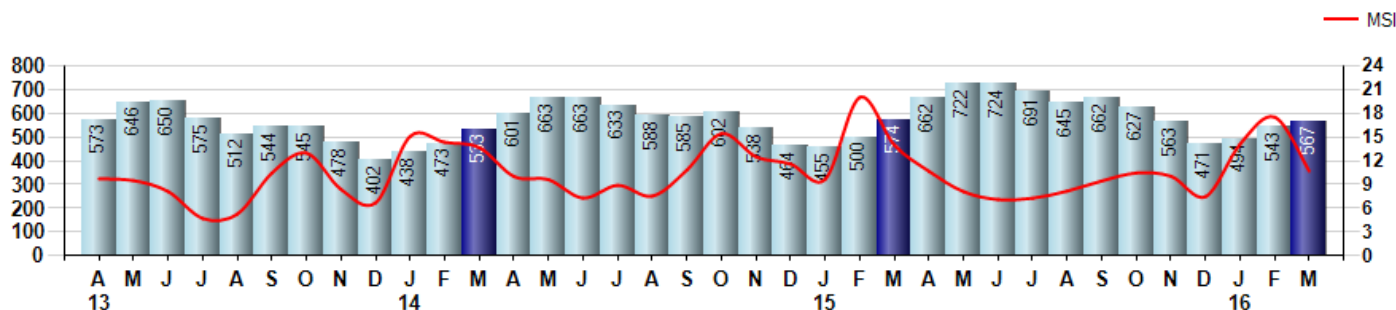
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### Inventory & MSI

The Total Inventory of Properties available for sale as of March was 567, up 4.4% from 543 last month and down -1.2% from 574 in March of last year. March 2016 Inventory was at a mid range compared to March of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2016 MSI of 10.7 months was at its lowest level compared with March of 2015 and 2014.

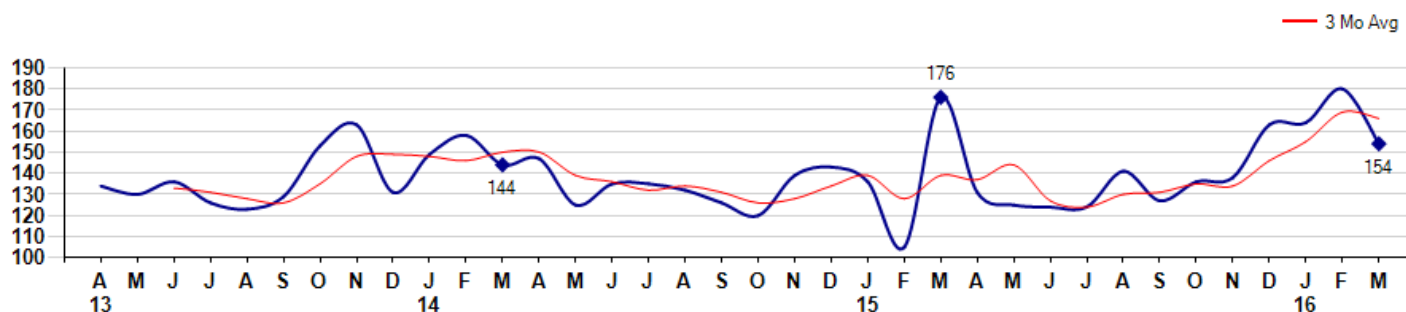
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 154, down -14.4% from 180 days last month and down -12.5% from 176 days in March of last year. The March 2016 DOM was at a mid range compared with March of 2015 and 2014.

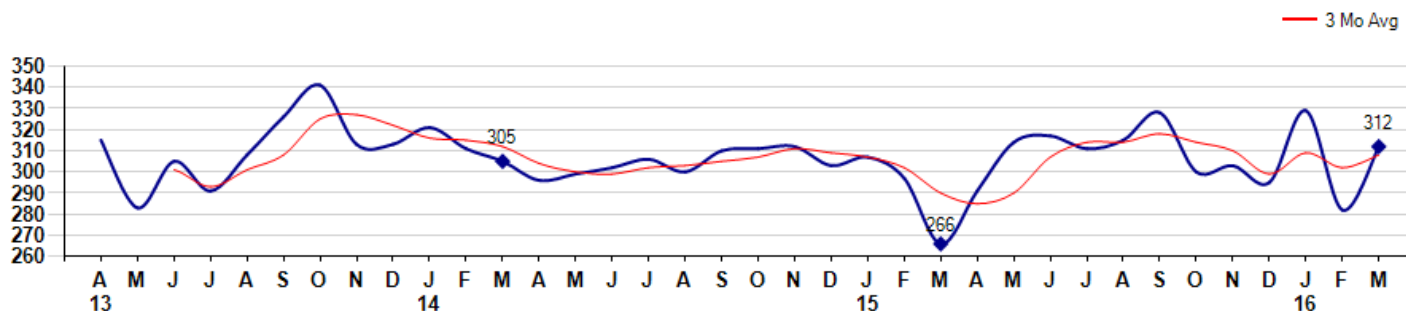
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 2016 Selling Price per Square Foot of \$312 was up 10.6% from \$282 last month and up 17.3% from \$266 in March of last year.

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



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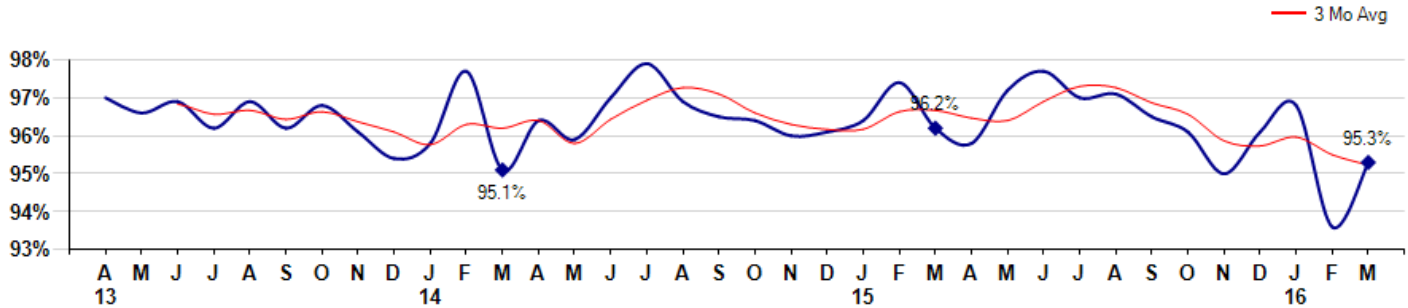


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### Selling Price vs Listing Price

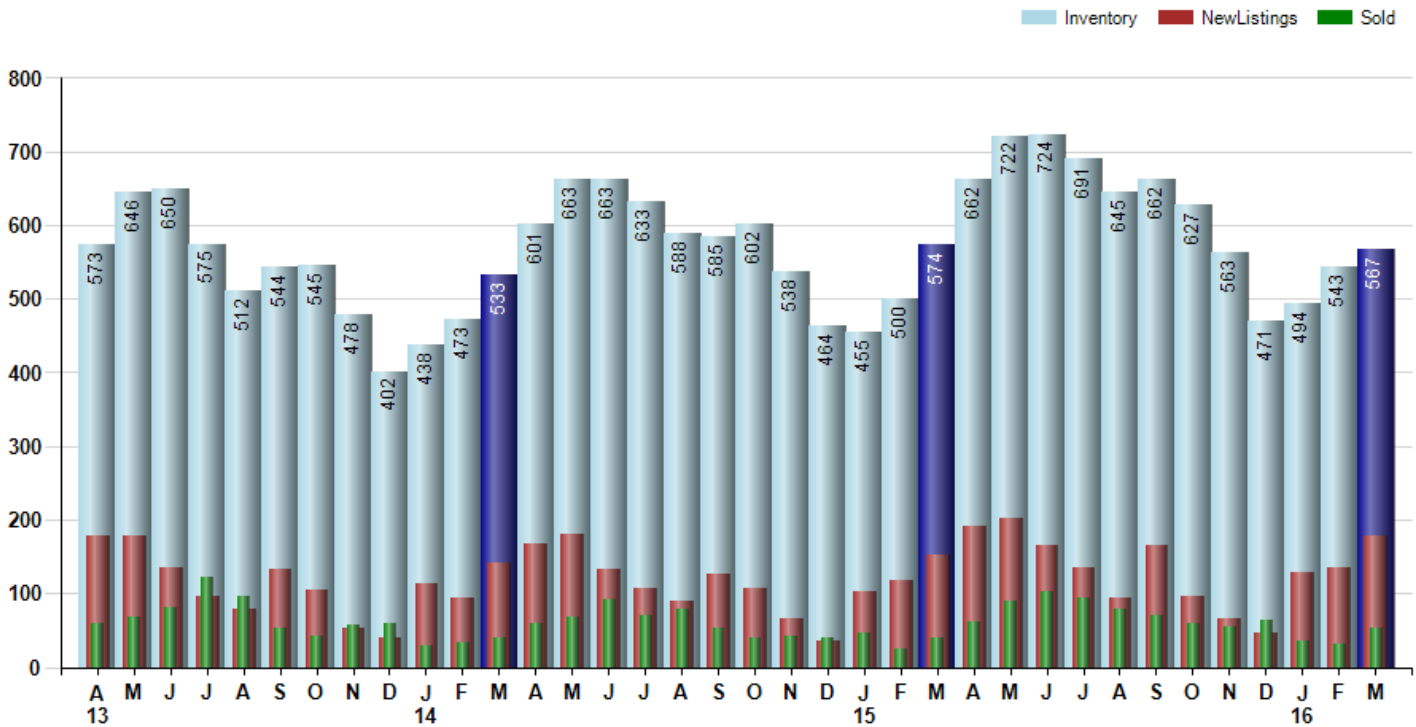
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The March 2016 Selling Price vs List Price of 95.3% was up from 93.6% last month and down from 96.2% in March 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 March 2016 was 178, up 31.9% from 135 last month and up 17.1% from 152 in March of last year.



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