

## City: Fairfield



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



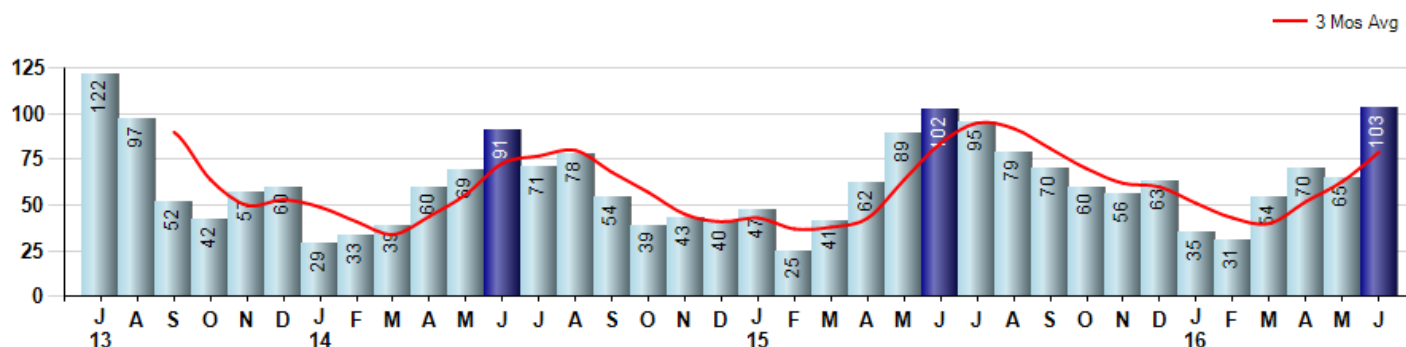
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$836,950	5%		6%				
Average List Price of all Current Listings	\$1,137,280	4%		-6%				
June Median Sales Price	\$610,000	0%	3%	4%	5%	\$593,500	6%	2%
June Average Sales Price	\$670,056	4%	-4%	-7%	-9%	\$697,691	-4%	-5%
Total Properties Currently for Sale (Inventory)	614	-12%		-15%				
June Number of Properties Sold	103	59%		1%			-2%	
June Average Days on Market (Solds)	132	-21%	-10%	7%	-3%	152	15%	12%
Asking Price per Square Foot (based on New Listings)	\$343	-2%	2%	0%	1%	\$335	-2%	-1%
June Sold Price per Square Foot	\$284	-8%	-4%	-10%	-8%	\$299	-2%	-3%
June Month's Supply of Inventory	6.0	-44%	-33%	-16%	-42%	11.8	2%	16%
June Sale Price vs List Price Ratio	96.2%	-1.6%	0%	-2%	0.2%	95.8%	-0.4%	-0.1%

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

### Property Sales

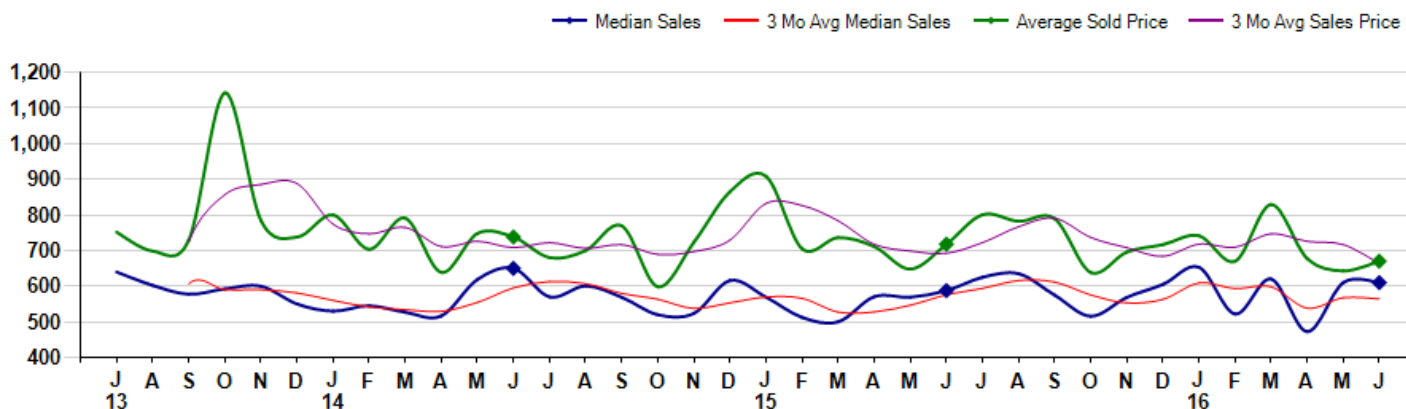
June Property sales were 103, up 1.0% from 102 in June of 2015 and 58.5% higher than the 65 sales last month. June 2016 sales were at their highest level compared to June of 2015 and 2014. June YTD sales of 358 are running -2.2% behind last year's year-to-date sales of 366.



### Prices

The Median Sales Price in June was \$610,000, up 3.8% from \$587,500 in June of 2015 and equal to \$610,000 last month. The Average Sales Price in June was \$670,056, down -6.7% from \$717,982 in June of 2015 and up 4.2% from \$643,081 last month. June 2016 ASP was at the lowest level compared to June of 2015 and 2014.

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



© 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 7/1/2013 through 6/30/2016. 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.



## City: *Fairfield*



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



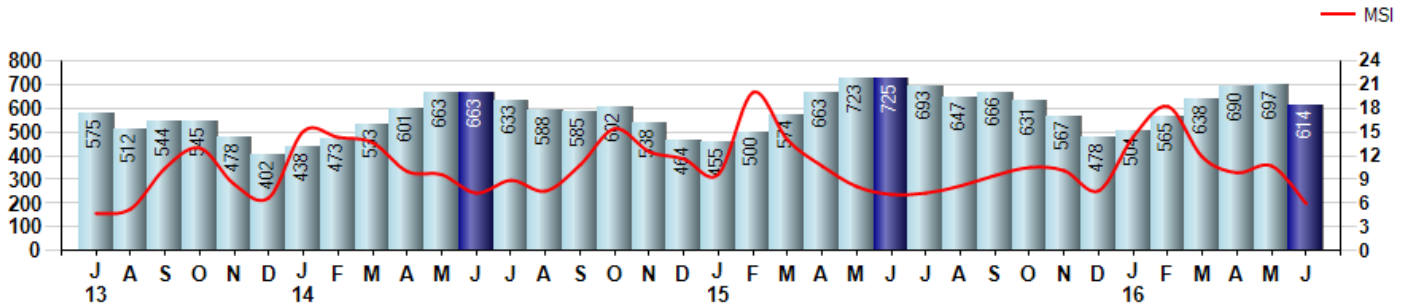
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

### Inventory & MSI

The Total Inventory of Properties available for sale as of June was 614, down -11.9% from 697 last month and down -15.3% from 725 in June of last year. June 2016 Inventory was at the lowest level compared to June of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2016 MSI of 6.0 months was at its lowest level compared with June of 2015 and 2014.

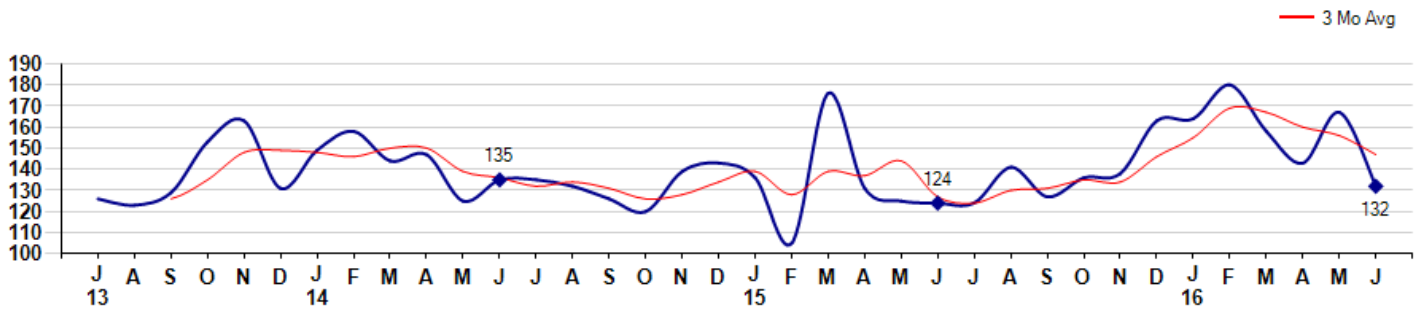
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 June was 132, down -21.0% from 167 days last month and up 6.5% from 124 days in June of last year. The June 2016 DOM was at a mid range compared with June of 2015 and 2014.

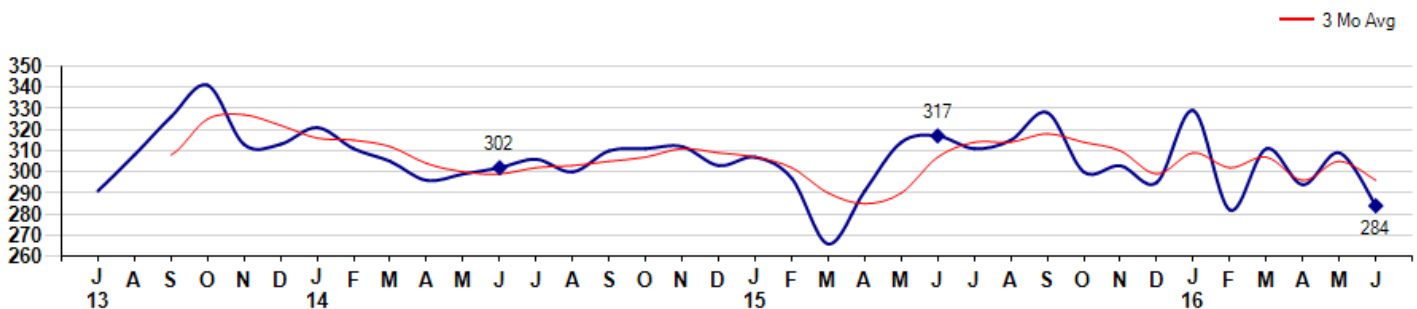
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 June 2016 Selling Price per Square Foot of \$284 was down -8.1% from \$309 last month and down -10.4% from \$317 in June 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

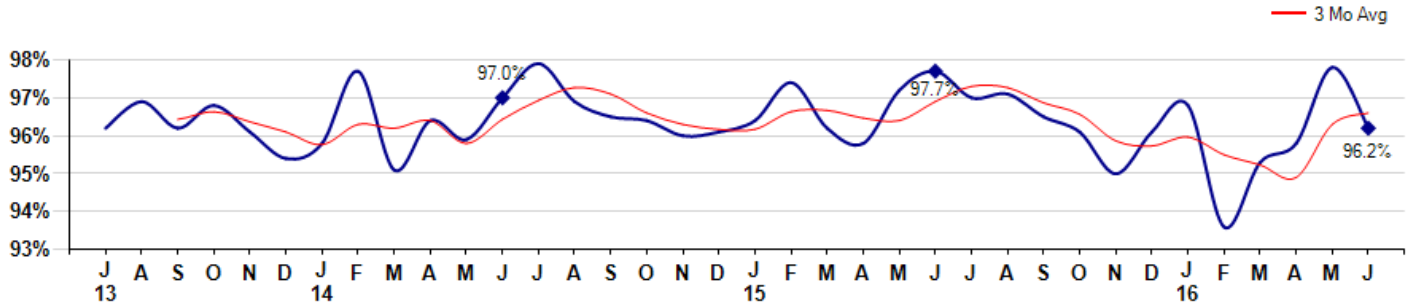


Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

### 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 June 2016 Selling Price vs List Price of 96.2% was down from 97.8% last month and down from 97.7% in June of last year.

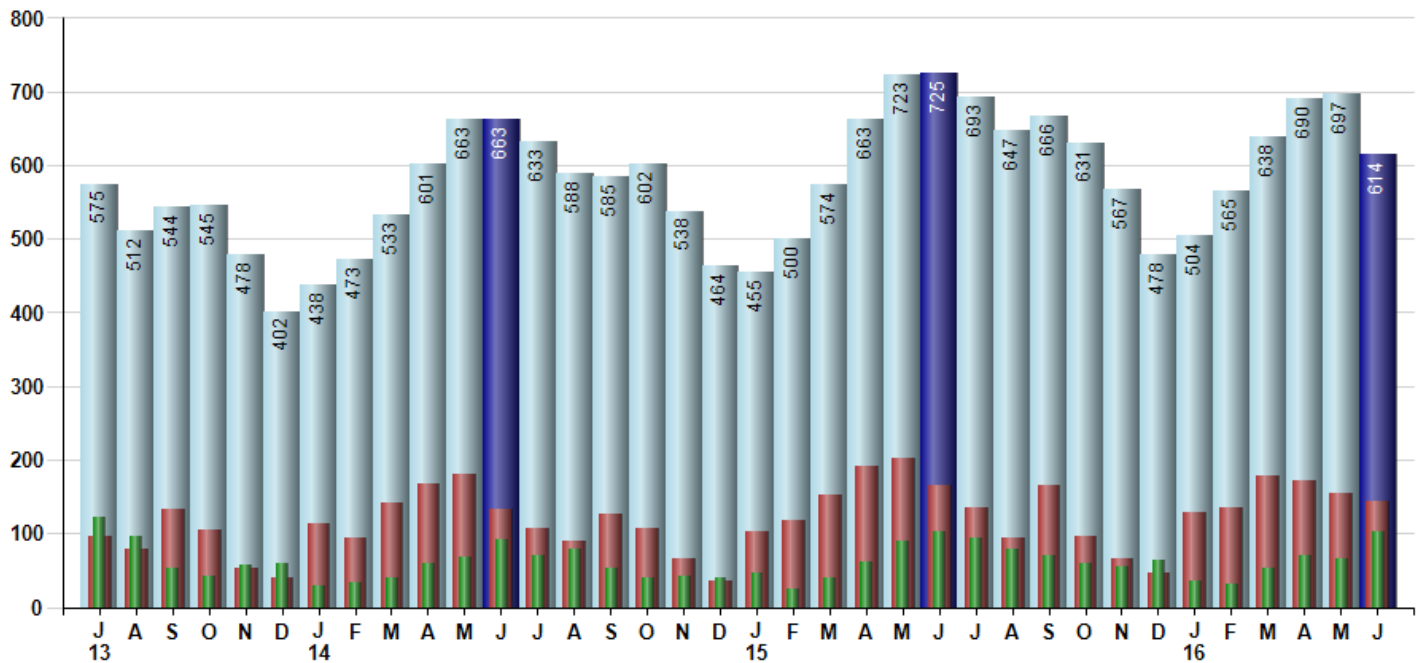
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 June 2016 was 143, down -7.1% from 154 last month and down -13.3% from 165 in June of last year.

Inventory (light blue), New Listings (red), Sold (green)



© 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 7/1/2013 through 6/30/2016. 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.

