

## City: *Fairfield*



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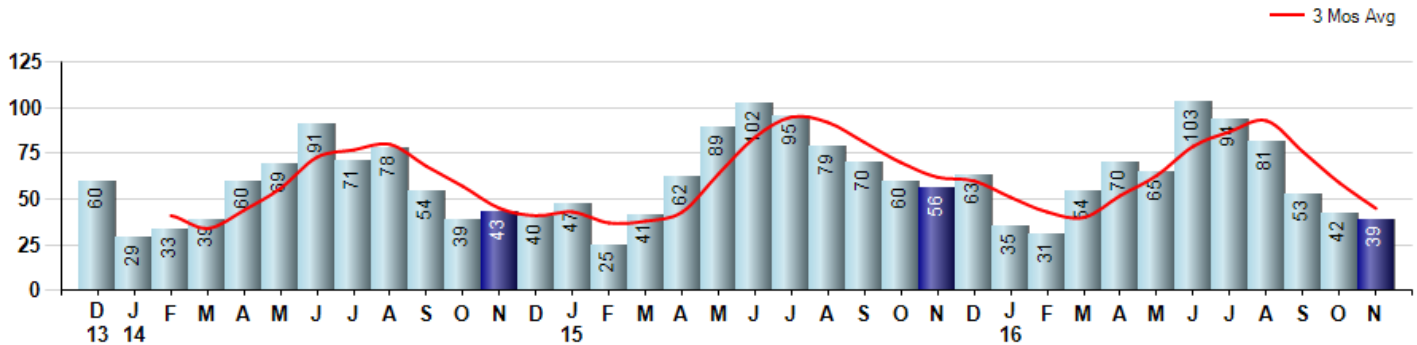
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$825,000	3%		3%				
Average List Price of all Current Listings	\$1,146,225	3%		-7%				
November Median Sales Price	\$550,000	-11%	-11%	-3%	-5%	\$600,000	4%	3%
November Average Sales Price	\$769,468	7%	5%	11%	4%	\$712,982	-3%	-3%
Total Properties Currently for Sale (Inventory)	439	-18%		-23%				
November Number of Properties Sold	39	-7%		-30%			-8%	
November Average Days on Market (Solds)	134	-14%	0%	-3%	-2%	143	8%	5%
Asking Price per Square Foot (based on New Listings)	\$330	5%	1%	-2%	-3%	\$329	-3%	-3%
November Sold Price per Square Foot	\$300	-7%	-2%	-1%	-3%	\$301	-2%	-2%
November Month's Supply of Inventory	11.3	-12%	-3%	11%	10%	11.0	5%	7%
November Sale Price vs List Price Ratio	94.5%	-0.6%	-1%	-1%	-1.5%	95.8%	-0.2%	-0.1%

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

### Property Sales

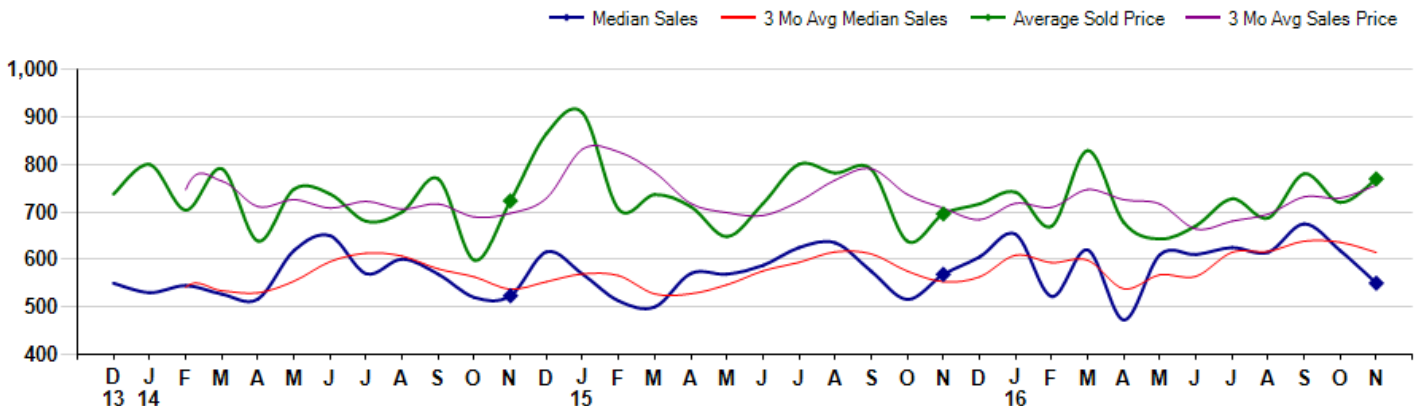
November Property sales were 39, down -30.4% from 56 in November of 2015 and -7.1% lower than the 42 sales last month. November 2016 sales were at their lowest level compared to November of 2015 and 2014. November YTD sales of 667 are running -8.1% behind last year's year-to-date sales of 726.



### Prices

The Median Sales Price in November was \$550,000, down -3.3% from \$568,500 in November of 2015 and down -11.1% from \$618,500 last month. The Average Sales Price in November was \$769,468, up 10.6% from \$695,809 in November of 2015 and up 6.9% from \$720,030 last month. November 2016 ASP was at highest level compared to November of 2015 and 2014.

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



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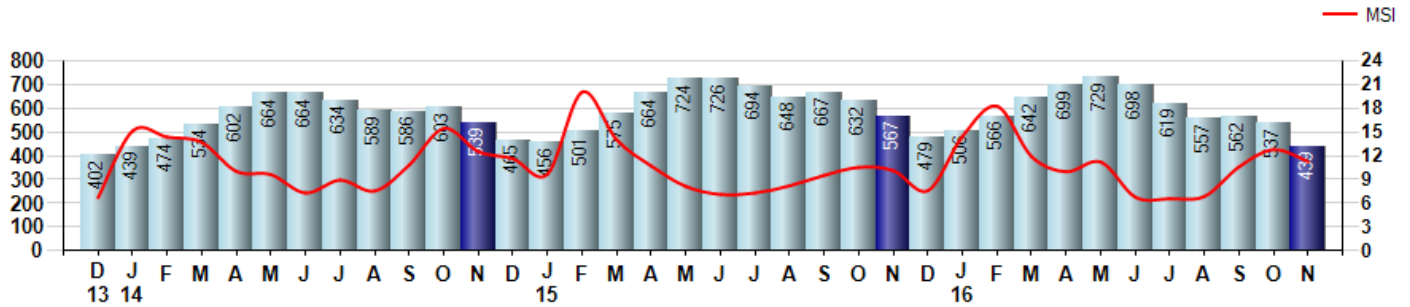
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### Inventory & MSI

The Total Inventory of Properties available for sale as of November was 439, down -18.2% from 537 last month and down -22.6% from 567 in November of last year. November 2016 Inventory was at the lowest level compared to November of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2016 MSI of 11.3 months was at a mid range compared with November of 2015 and 2014.

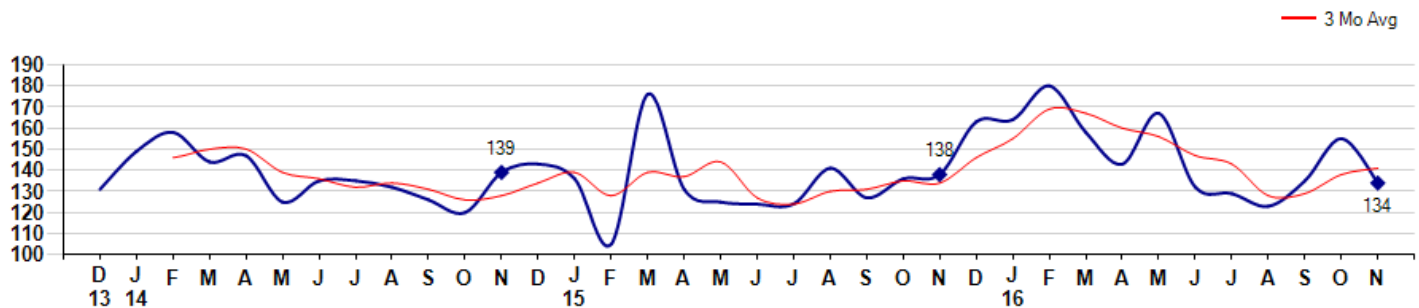
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 November was 134, down -13.5% from 155 days last month and down -2.9% from 138 days in November of last year. The November 2016 DOM was at its lowest level compared with November of 2015 and 2014.

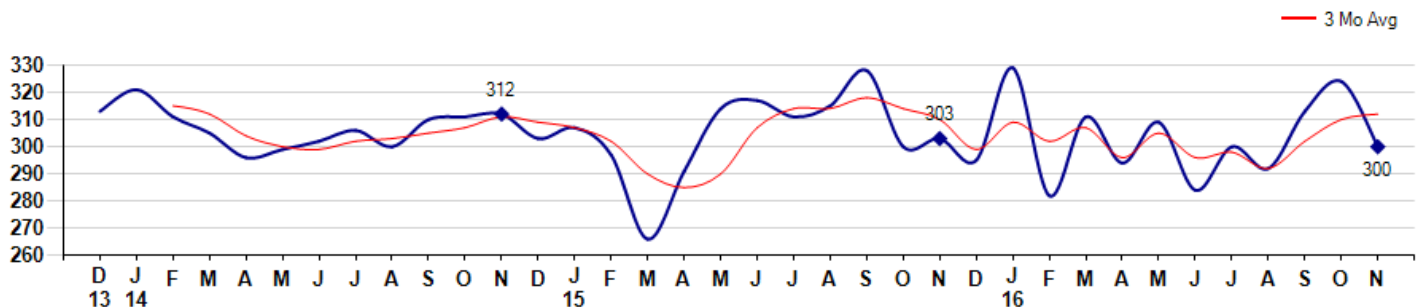
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 November 2016 Selling Price per Square Foot of \$300 was down -7.4% from \$324 last month and down -1.0% from \$303 in November of last year.

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



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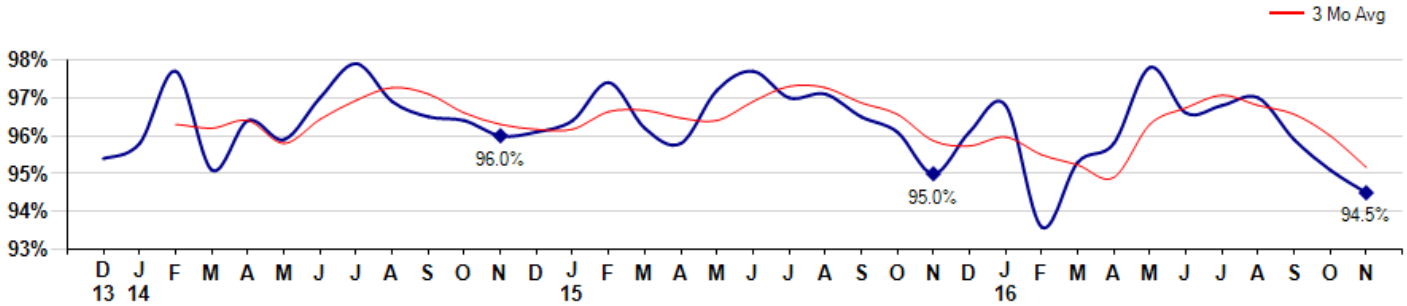


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### Selling Price vs Listing Price

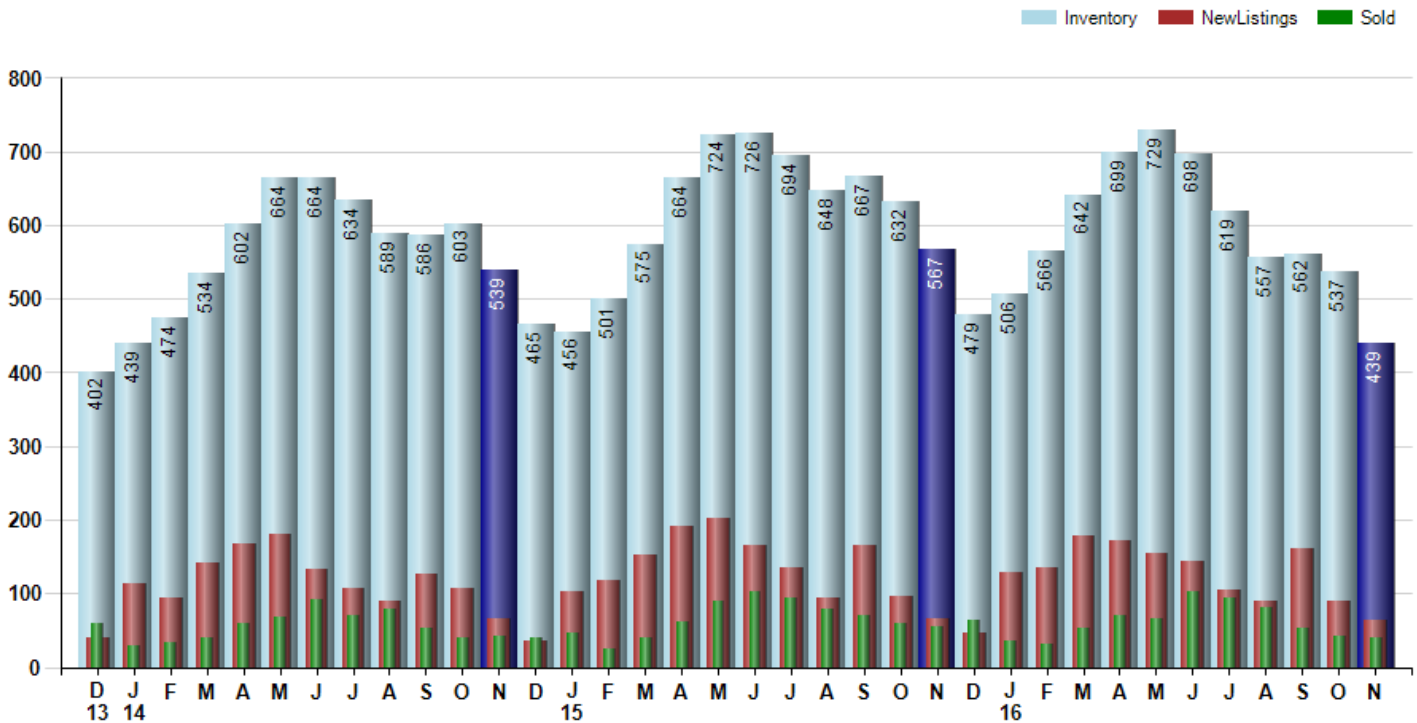
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The November 2016 Selling Price vs List Price of 94.5% was down from 95.1% last month and down from 95.0% in November 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 November 2016 was 64, down -28.1% from 89 last month and down -3.0% from 66 in November of last year.



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