

City: *Fairfield*



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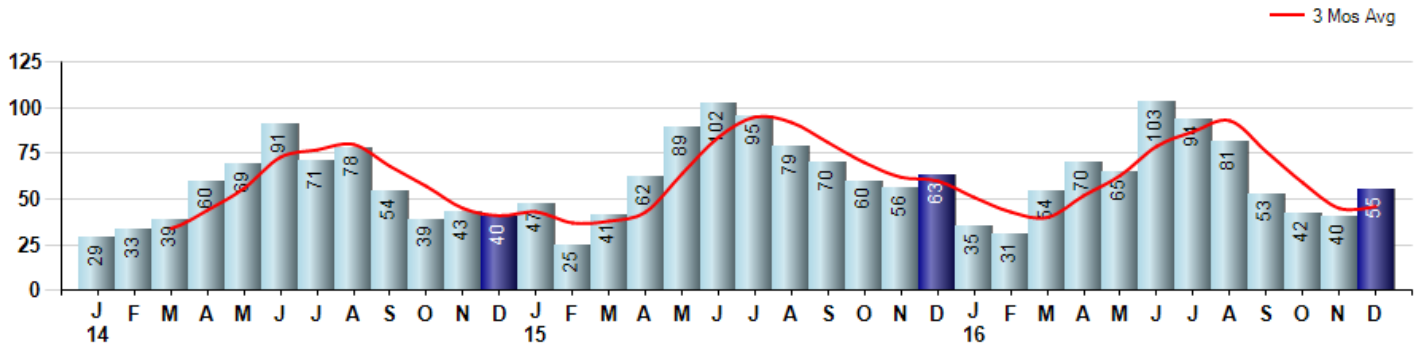
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$829,000	4%		4%				
Average List Price of all Current Listings	\$1,174,226	6%		-8%				
December Median Sales Price	\$548,000	1%	-7%	-9%	-6%	\$595,000	3%	3%
December Average Sales Price	\$632,467	-17%	-12%	-12%	-14%	\$706,478	-4%	-4%
Total Properties Currently for Sale (Inventory)	372	-22%						
December Number of Properties Sold	55	38%		-13%			-8%	
December Average Days on Market (Solds)	141	5%	0%	-14%	4%	143	6%	5%
Asking Price per Square Foot (based on New Listings)	\$339	3%	5%	10%	0%	\$329	-3%	-3%
December Sold Price per Square Foot	\$291	-3%	-5%	-1%	-6%	\$300	-2%	-3%
December Month's Supply of Inventory	6.8	-43%	-36%	-11%	-34%	10.7	4%	4%
December Sale Price vs List Price Ratio	96.1%	1.6%	1%	0%	0.1%	95.8%	-0.2%	-0.2%

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

Property Sales

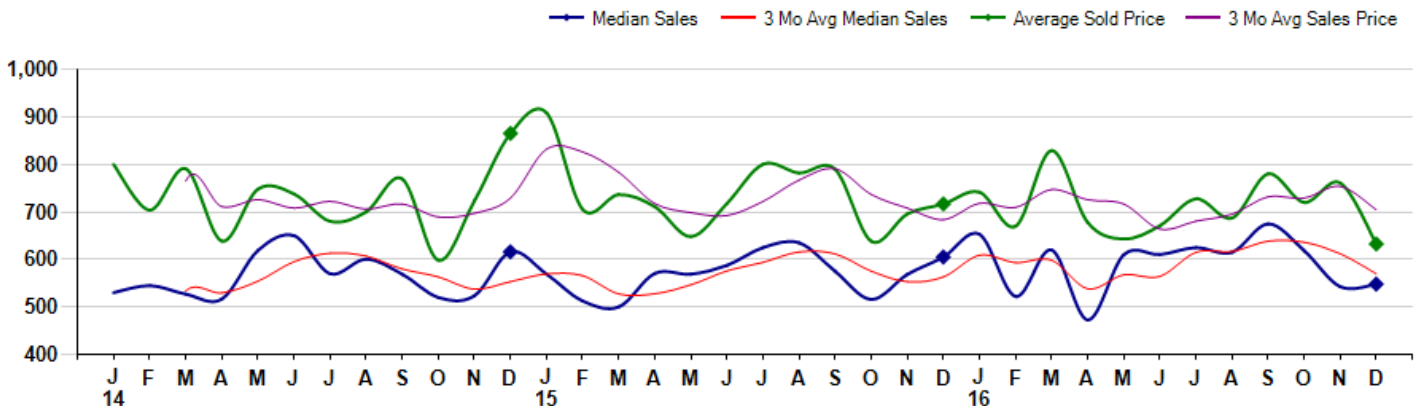
December Property sales were 55, down -12.7% from 63 in December of 2015 and 37.5% higher than the 40 sales last month. December 2016 sales were at a mid level compared to December of 2015 and 2014. December YTD sales of 723 are running -8.4% behind last year's year-to-date sales of 789.



Prices

The Median Sales Price in December was \$548,000, down -9.4% from \$605,000 in December of 2015 and up 1.0% from \$542,500 last month. The Average Sales Price in December was \$632,467, down -11.8% from \$716,814 in December of 2015 and down -16.9% from \$761,194 last month. December 2016 ASP was at the lowest level compared to December of 2015 and 2014.

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



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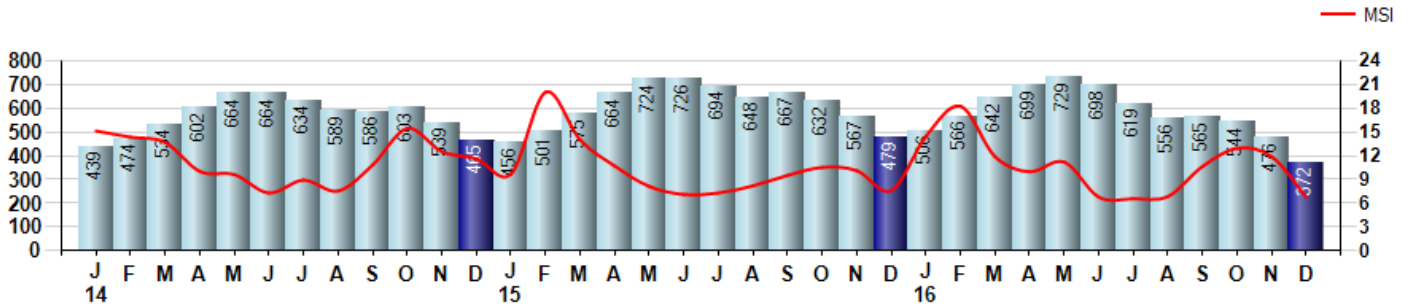
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 372, down -21.8% from 476 last month and down -22.3% from 479 in December of last year. December 2016 Inventory was at the lowest level compared to December of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2016 MSI of 6.8 months was at its lowest level compared with December of 2015 and 2014.

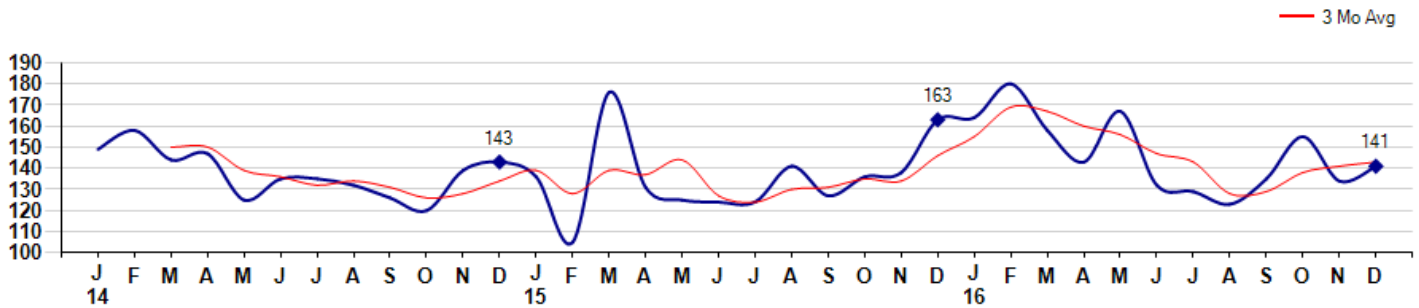
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 December was 141, up 5.2% from 134 days last month and down -13.5% from 163 days in December of last year. The December 2016 DOM was at its lowest level compared with December of 2015 and 2014.

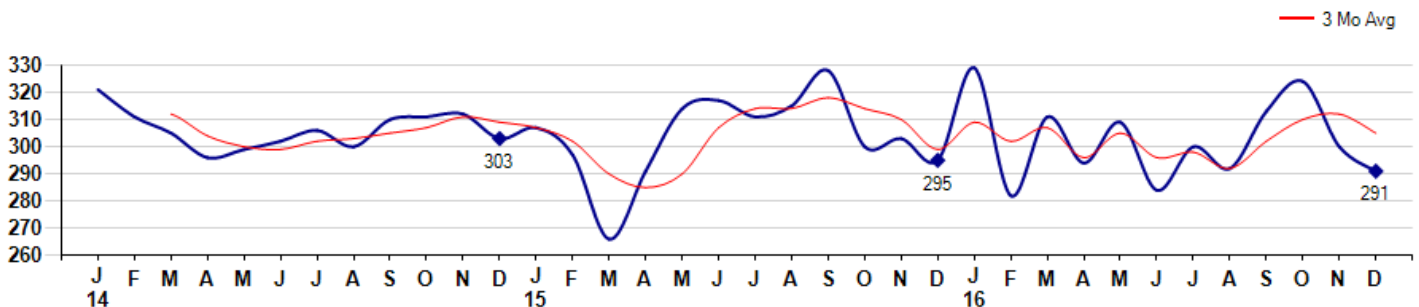
Average Days on Market(Listing to Contract) for properties sold during the month



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 December 2016 Selling Price per Square Foot of \$291 was down -3.0% from \$300 last month and down -1.4% from \$295 in December of last year.

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



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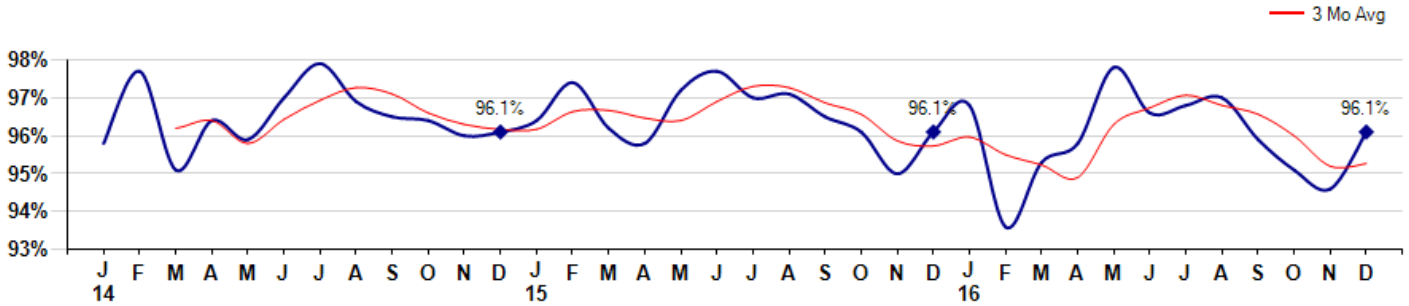


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Selling Price vs Listing Price

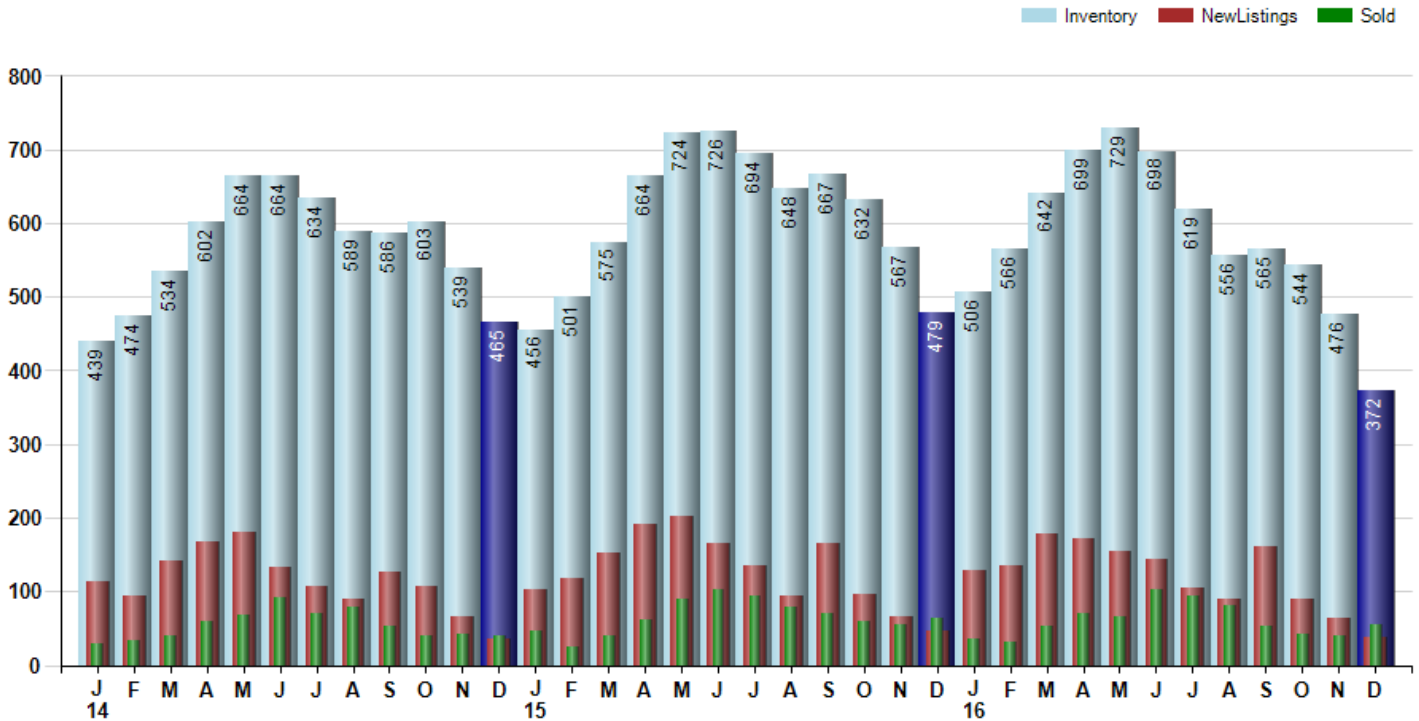
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The December 2016 Selling Price vs List Price of 96.1% was up from 94.6% 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 2016 was 38, down -40.6% from 64 last month and down -19.1% from 47 in December of last year.



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MARKET ACTION REPORT

December 2016

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	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Homes Sold	29	33	39	60	69	91	71	78	54	39	43	40	47	25	41	62	89	102	95	79	70	60	56	63	35	31	54	70	65	103	94	81	53	42	40	55
3 Mo. Roll Avg			34	44	56	73	77	80	68	57	45	41	43	37	38	43	64	84	95	92	81	70	62	60	51	43	40	52	63	79	87	93	76	59	45	46

	(000's) J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Median Sale Price	530	545	527	517	619	650	570	601	569	520	524	616	569	513	500	571	569	588	625	635	575	516	569	605	653	522	620	473	610	610	625	615	675	619	543	548
3 Mo. Roll Avg			534	530	554	595	613	607	580	563	537	553	570	566	527	528	547	576	594	616	612	575	553	563	609	593	598	538	568	564	615	617	638	636	612	570

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Inventory	439	474	534	602	664	664	634	589	586	603	539	465	456	501	575	664	724	726	694	648	667	632	567	479	506	566	642	699	729	698	619	556	565	544	476	372
MSI	15	14	14	10	10	7	9	8	11	15	13	12	10	20	14	11	8	7	7	8	10	11	10	8	14	18	12	10	11	7	7	7	11	13	12	7

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Days On Market	149	158	144	147	125	135	135	132	126	120	139	143	136	105	176	131	125	124	124	141	127	136	138	163	164	180	158	143	167	132	129	123	135	155	134	141
3 Mo. Roll Avg			150	150	139	136	132	134	131	126	128	134	139	128	139	137	144	127	124	130	131	135	134	146	155	169	167	160	156	147	143	128	129	138	141	143

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Price per Sq Ft	321	311	305	296	299	302	306	300	310	311	312	303	307	297	266	291	314	317	311	315	328	300	303	295	329	282	311	294	309	284	300	292	313	324	300	291
3 Mo. Roll Avg			312	304	300	299	302	303	305	307	311	309	307	302	290	285	290	307	314	314	318	314	310	299	309	302	307	296	305	296	298	292	302	310	312	305

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Sale to List Price	0.958	0.977	0.951	0.964	0.959	0.970	0.979	0.969	0.965	0.964	0.960	0.961	0.964	0.974	0.962	0.958	0.972	0.977	0.970	0.971	0.965	0.961	0.950	0.961	0.968	0.936	0.953	0.958	0.978	0.966	0.968	0.970	0.959	0.951	0.946	0.961
3 Mo. Roll Avg			0.962	0.964	0.958	0.964	0.969	0.973	0.971	0.966	0.963	0.962	0.962	0.966	0.967	0.965	0.964	0.969	0.973	0.973	0.969	0.966	0.959	0.957	0.960	0.955	0.952	0.949	0.963	0.967	0.971	0.968	0.966	0.960	0.952	0.953

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
New Listings	113	95	142	167	181	132	107	90	126	108	67	35	103	117	152	191	202	165	135	94	165	96	66	47	129	136	178	172	154	143	104	90	162	89	64	38
Inventory	439	474	534	602	664	664	634	589	586	603	539	465	456	501	575	664	724	726	694	648	667	632	567	479	506	566	642	699	729	698	619	556	565	544	476	372
Sales	29	33	39	60	69	91	71	78	54	39	43	40	47	25	41	62	89	102	95	79	70	60	56	63	35	31	54	70	65	103	94	81	53	42	40	55

	(000's) J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Avg Sale Price	800	704	791	639	748	738	680	700	770	598	723	865	909	705	737	711	648	718	801	782	790	638	696	717	742	670	829	678	643	671	728	687	780	720	761	632
3 Mo. Roll Avg			765	711	726	708	722	706	717	689	697	729	832	826	784	718	699	692	722	767	791	737	708	684	718	710	747	726	717	664	681	695	732	729	754	705

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