

City: Fairfield



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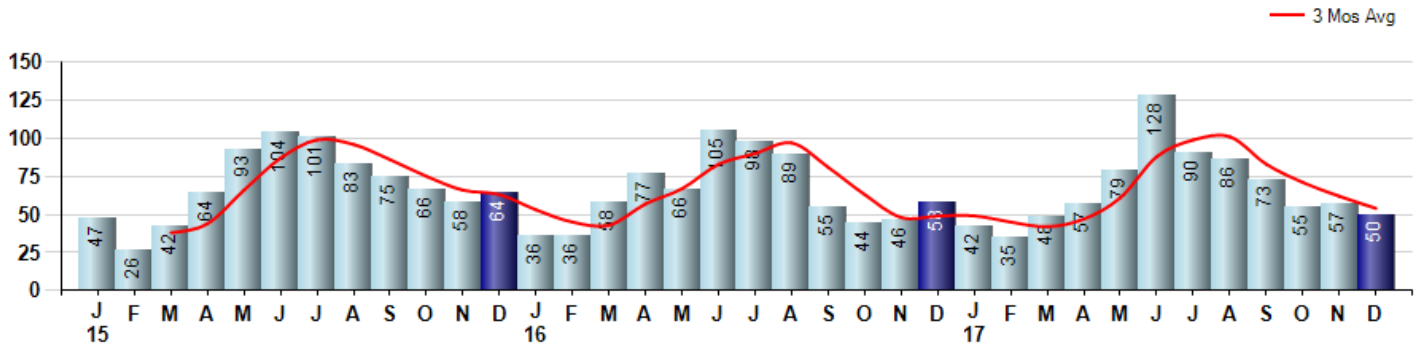
Price Range: 0 to 999999999 | Properties: Single Family Home

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | Trending Versus*: | | |
|--|-------------|-------------------|------|------|-------|-------------------|----------|-----------|
| | | LM | L3M | PYM | LY | YTD | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$812,500 | 2% | | 2% | | | | |
| Average List Price of all Current Listings | \$1,161,228 | 2% | | 6% | | | | |
| December Median Sales Price | \$572,500 | -8% | -2% | 13% | -3% | \$591,250 | 0% | 0% |
| December Average Sales Price | \$743,695 | -11% | -1% | 22% | 7% | \$736,673 | 6% | 6% |
| Total Properties Currently for Sale (Inventory) | 288 | -18% | | -35% | | | | |
| December Number of Properties Sold | 50 | -12% | | -14% | | | 4% | |
| December Average Days on Market (Solds) | 99 | 1% | -5% | -28% | -29% | 116 | -17% | -17% |
| Asking Price per Square Foot (based on New Listings) | \$327 | 6% | 7% | 10% | 9% | \$301 | 0% | 1% |
| December Sold Price per Square Foot | \$267 | -12% | -3% | -3% | -4% | \$278 | 0% | 0% |
| December Month's Supply of Inventory | 5.8 | -7% | -13% | -25% | -46% | 8.4 | -21% | -21% |
| December Sale Price vs List Price Ratio | 91.8% | 0.3% | 0% | 0% | -0.5% | 93.3% | 1.0% | 1.1% |

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

Property Sales

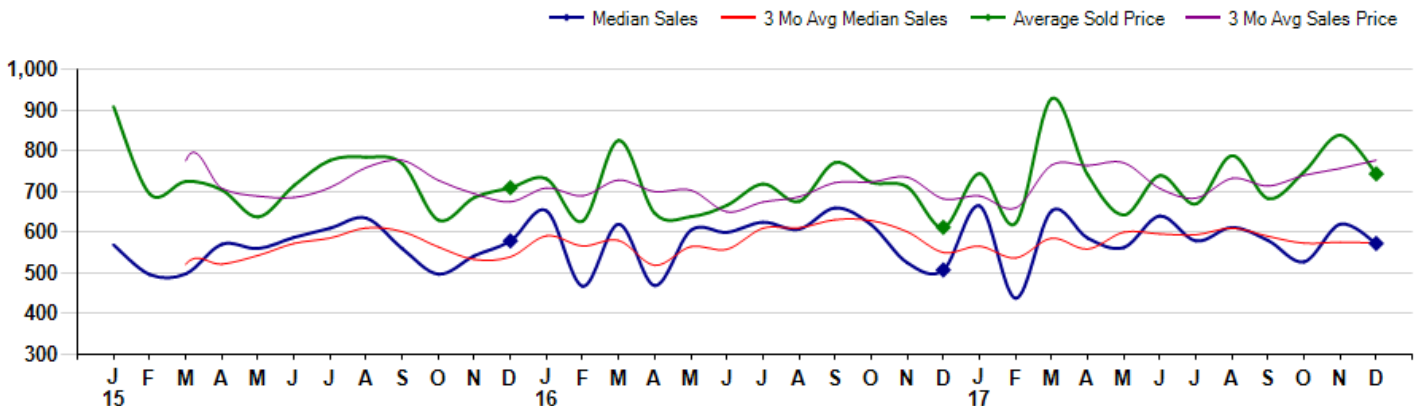
December Property sales were 50, down -13.8% from 58 in December of 2016 and -12.3% lower than the 57 sales last month. December 2017 sales were at their lowest level compared to December of 2016 and 2015. December YTD sales of 800 are running 4.2% ahead of last year's year-to-date sales of 768.



Prices

The Median Sales Price in December was \$572,500, up 12.8% from \$507,500 in December of 2016 and down -7.7% from \$620,000 last month. The Average Sales Price in December was \$743,695, up 21.5% from \$612,131 in December of 2016 and down -11.3% from \$838,582 last month. December 2017 ASP was at highest level compared to December of 2016 and 2015.

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



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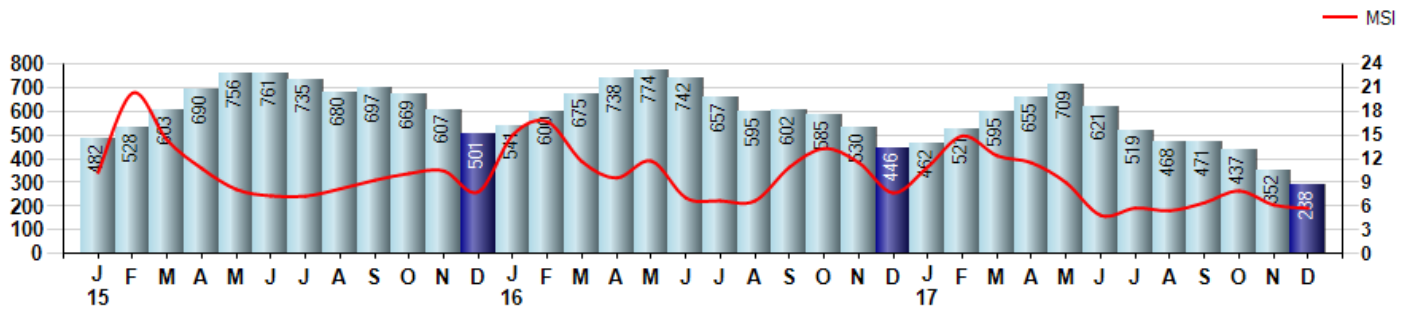
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 288, down -18.2% from 352 last month and down -35.4% from 446 in December of last year. December 2017 Inventory was at the lowest level compared to December of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2017 MSI of 5.8 months was at its lowest level compared with December of 2016 and 2015.

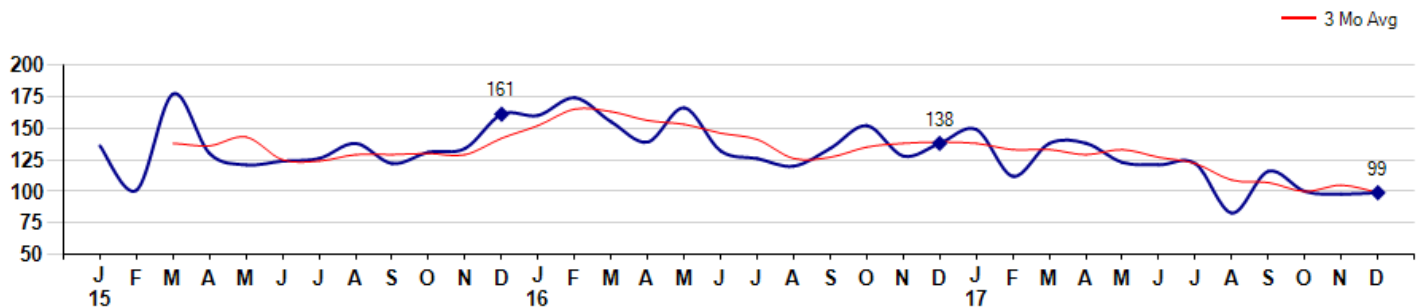
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 99, up 1.0% from 98 days last month and down -28.3% from 138 days in December of last year. The December 2017 DOM was at its lowest level compared with December of 2016 and 2015.

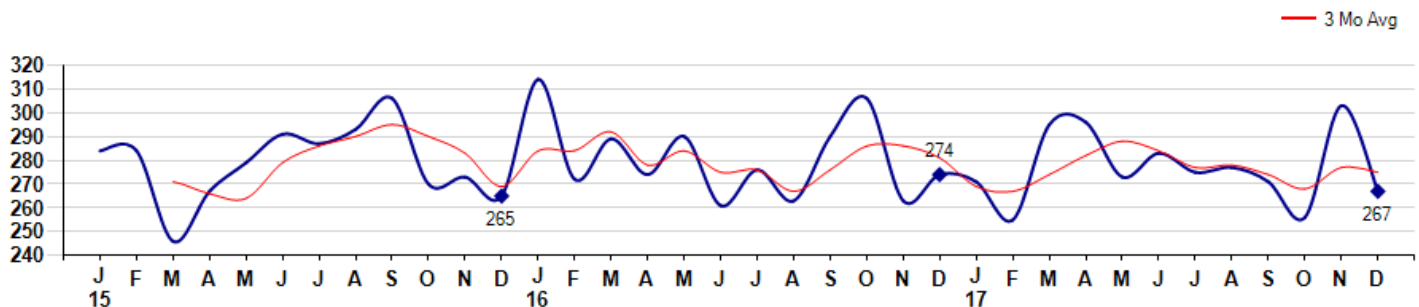
Average Days on Market(Listing to Contract) for properties sold during the month



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 2017 Selling Price per Square Foot of \$267 was down -11.9% from \$303 last month and down -2.6% from \$274 in December of last year.

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



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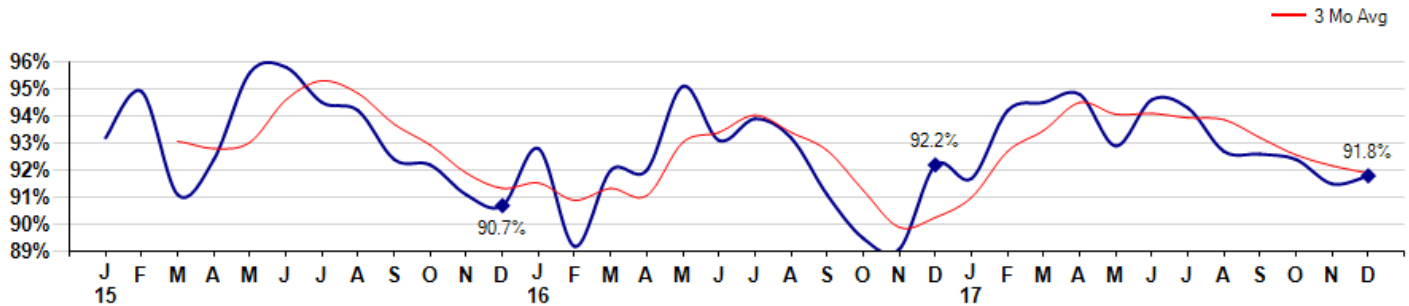


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Selling Price vs Listing Price

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 2017 Selling Price vs List Price of 91.8% was up from 91.5% last month and down from 92.2% in December of last year.

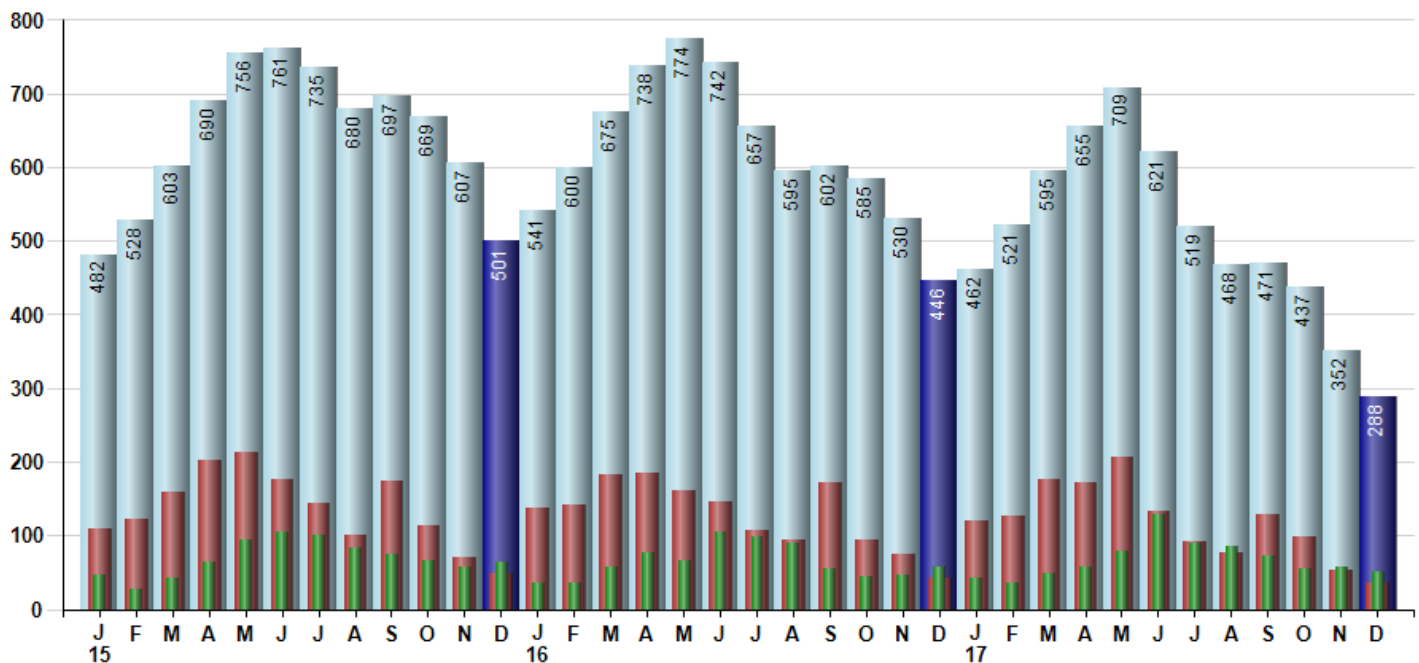
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 2017 was 36, down -30.8% from 52 last month and down -14.3% from 42 in December of last year.

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



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