

MARKET ACTION REPORT

July 2011

City: *Fairfield*

Bunny Mostad and Deb Alderson

Helping Families Find Homes and Homes Find Families

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www.FairfieldCountyForSale.com



Price Range: All | Properties: Single Family

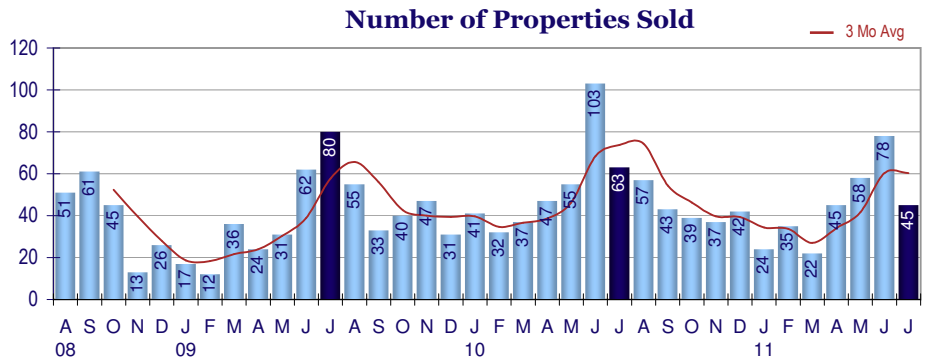
Market Profile & Trends Overview

	Trending versus*:				Trending versus*:			
	Month	LM	L3M	PYM	LY	YTD	Prior YTD	Prior Year
Median List Price of all Current Listings	\$689,000	↓		↑				
Average List Price of all Current Listings	\$1,193,478	↔		↑				
July Median Sales Price	\$549,900	↓	↓	↓	↑	\$550,000	↑	↑
July Average Sales Price	\$671,410	↓	↔	↓	↓	\$691,023	↓	↔
Total Properties Currently for Sale (Inventory)	523	↔		↔				
July Number of Properties Sold	45	↓		↓		307	↓	
July Average Days on Market (Solds)	70	↓	↓	↓	↓	108	↑	↑
Asking Price per Square Foot (based on New Listings)	\$376	↓	↑	↑	↑	\$347	↑	↑
July Sold Price per Square Foot	\$303	↓	↔	↓	↑	\$298	↔	↔
July Month's Supply of Inventory	11.6	↑	↑	↑	↑	12.0	↑	↑
July Sale Price vs List Price Ratio	95.2%	↔	↔	↓	↑	95.0%	↑	↑

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2010) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

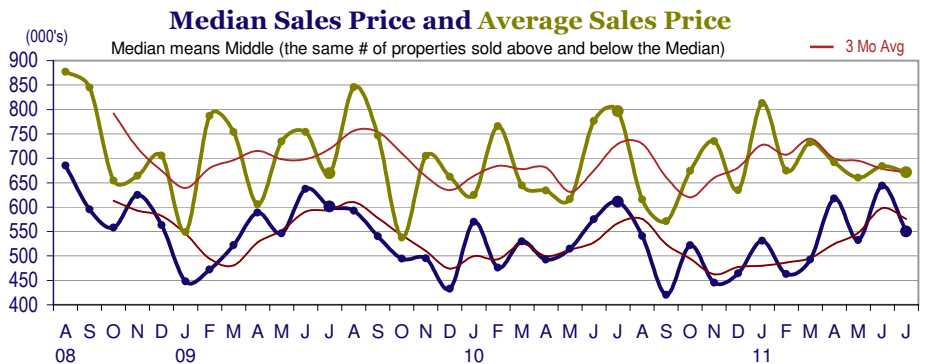
Property Sales

July Property sales were 45, down 28.6% from 63 in July of 2010 and 42.3% lower than the 78 sales last month. July 2011 sales were at their lowest level compared to July of 2010 and 2009. July YTD sales of 307 are running 18.8% behind last year's year-to-date sales of 378.



Prices

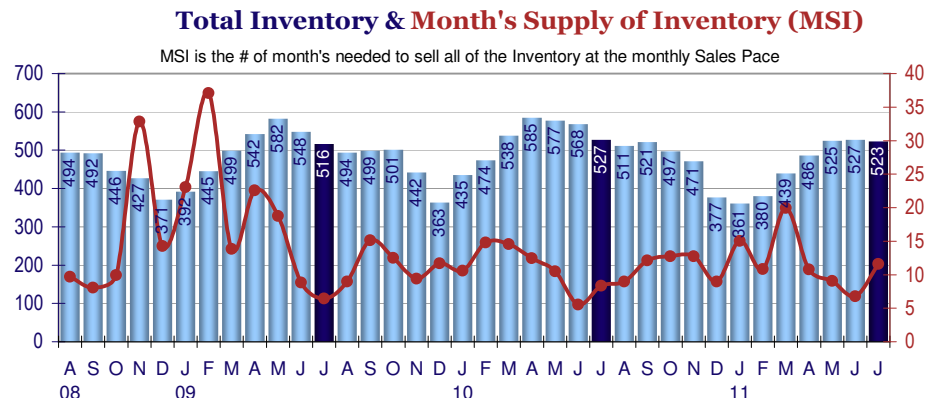
The Median Sales Price in July was \$549,900, down 10.0% from \$611,000 in July of 2010 and down 14.5% from \$643,500 last month. The Average Sales Price in July was \$671,410, down 15.7% from \$796,528 in July of 2010 and down 1.8% from \$683,477 last month. July 2011 ASP was at a mid range compared to July of 2010 and 2009.



Inventory & MSI

The Total Inventory of Properties available for sale as of July was 523, down 0.8% from 527 last month and down 0.8% from 527 in July of last year. July 2011 Inventory was at a mid level compared with July of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2011 MSI of 11.6 months was at its highest level compared with July of 2010 and 2009.



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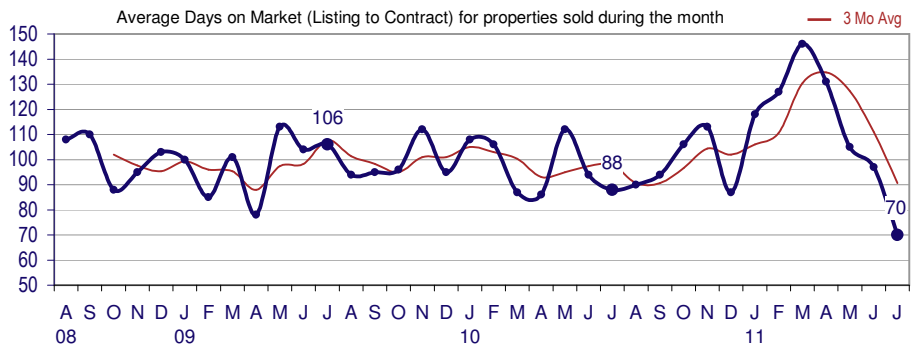


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Market Time

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 July was 70, down 27.8% from 97 days last month and down 20.5% from 88 days in July of last year. The July 2011 DOM was at its lowest level compared with July of 2010 and 2009.

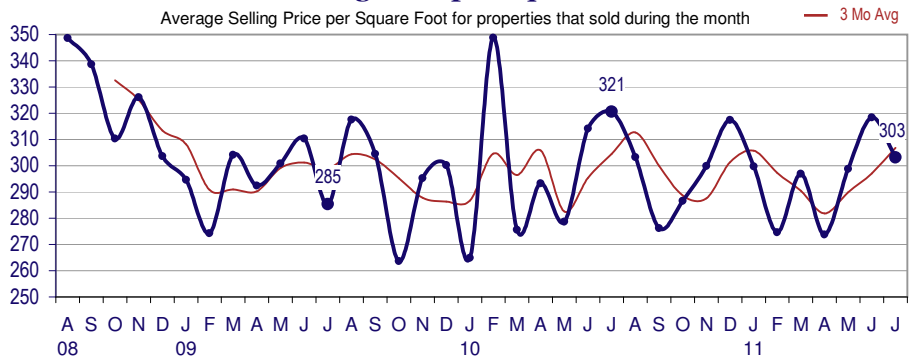
Days On Market for Sold Properties



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 July 2011 Selling Price per Square Foot of \$303 was down 4.8% from \$318 last month and down 5.5% from 321 in July of last year.

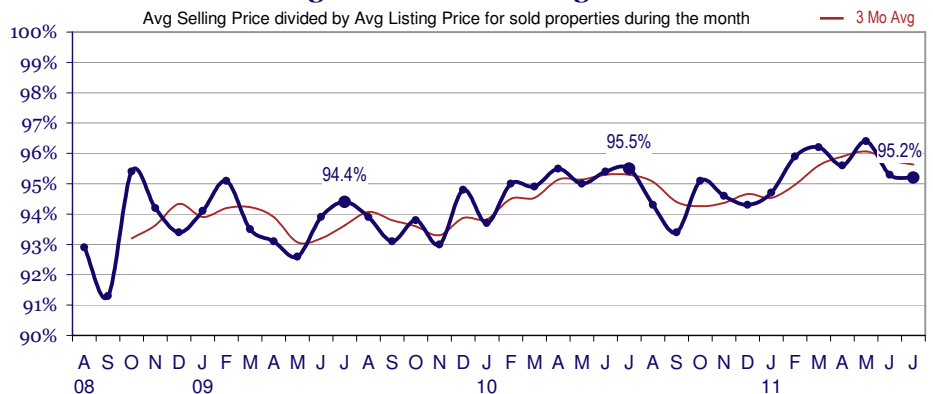
Selling Price per Square Foot



Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original 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 July 2011 Selling Price vs Original List Price of 95.2% was down from 95.3% last month and down from 95.5% in July of last year.

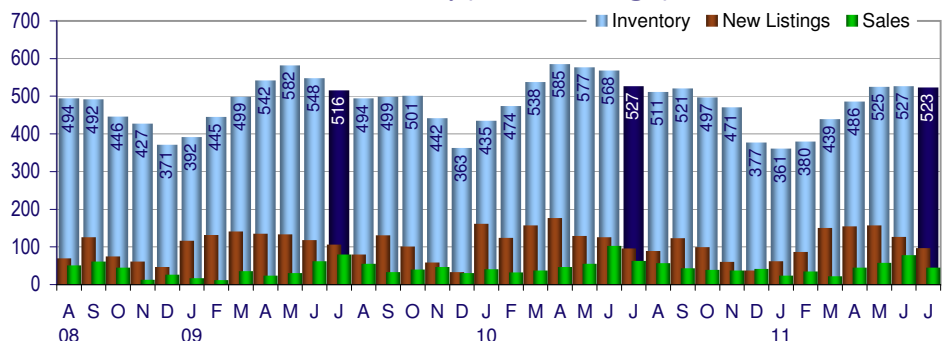
Selling Price versus Listing Price Ratio



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 July 2011 was 97, down 23.6% from 127 last month and up 1.0% from 96 in July of last year.

Inventory / New Listings / Sales



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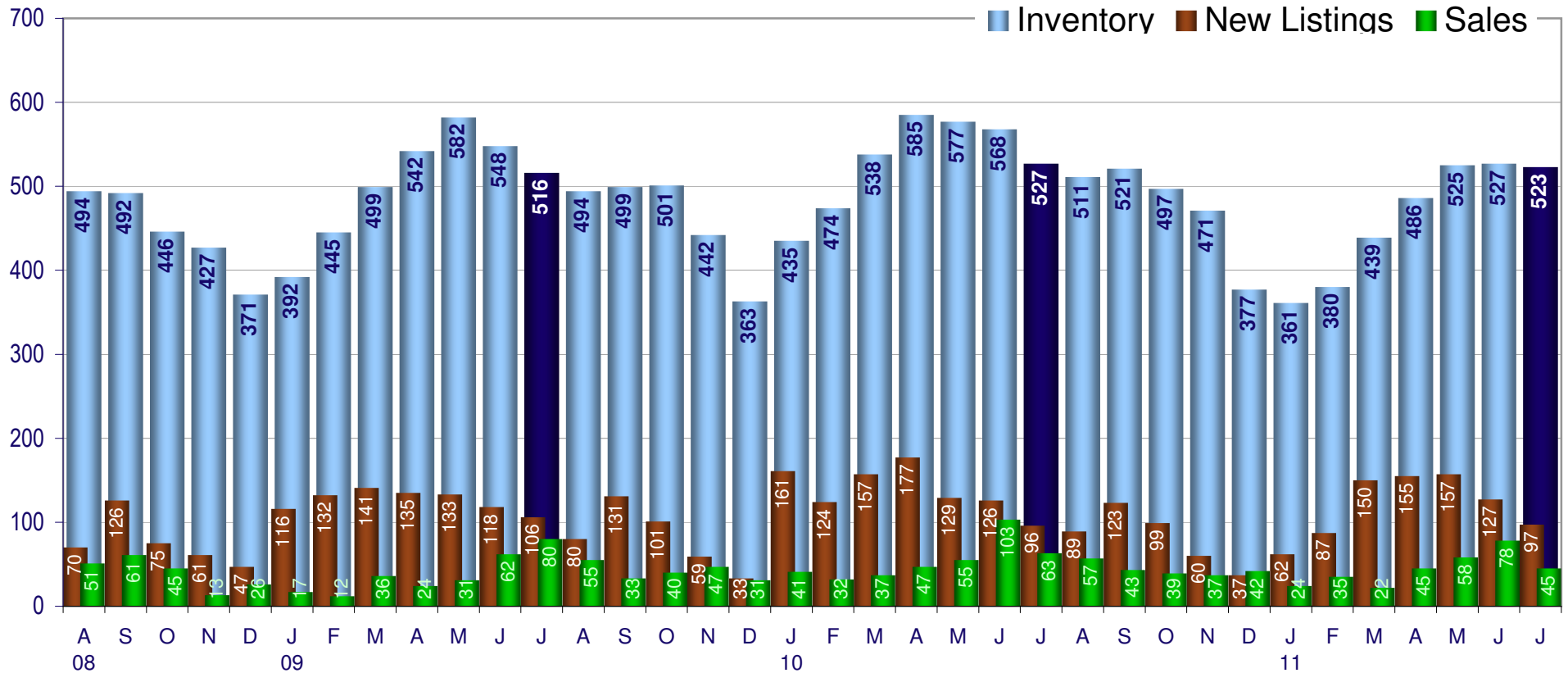
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