

MARKET ACTION REPORT

May 2011

City: *Fairfield*

Bunny Mostad & Deb Alderson

Helping Families Find Homes and Homes Find Families

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www.FairfieldCountyForSale.com



Price Range: All | Properties: Single Family

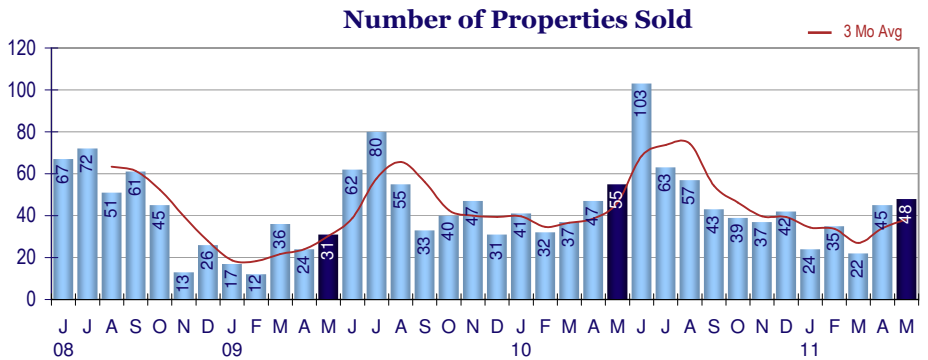
Market Profile & Trends Overview

| | Trending versus*: | | | | Trending versus*: | | | |
|--|-------------------|----|-----|-----|-------------------|-----------|-----------|------------|
| | Month | LM | L3M | PYM | LY | YTD | Prior YTD | Prior Year |
| Median List Price of all Current Listings | \$664,000 | ↑ | | ↑ | | | | |
| Average List Price of all Current Listings | \$1,089,826 | ↔ | | ↑ | | | | |
| May Median Sales Price | \$511,000 | ↓ | ↓ | ↔ | ↓ | \$527,500 | ↑ | ↑ |
| May Average Sales Price | \$648,205 | ↓ | ↓ | ↑ | ↓ | \$698,031 | ↑ | ↑ |
| Total Properties Currently for Sale (Inventory) | 518 | ↑ | | ↓ | | | | |
| May Number of Properties Sold | 48 | ↑ | | ↓ | | 174 | ↓ | |
| May Average Days on Market (Solds) | 113 | ↓ | ↓ | ↔ | ↑ | 125 | ↑ | ↑ |
| Asking Price per Square Foot (based on New Listings) | \$341 | ↑ | ↑ | ↑ | ↑ | \$337 | ↑ | ↑ |
| May Sold Price per Square Foot | \$306 | ↑ | ↑ | ↑ | ↑ | \$289 | ↔ | ↓ |
| May Month's Supply of Inventory | 10.8 | ↔ | ↓ | ↑ | ↓ | 13.4 | ↑ | ↑ |
| May Sale Price vs List Price Ratio | 96.3% | ↑ | ↑ | ↑ | ↑ | 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)

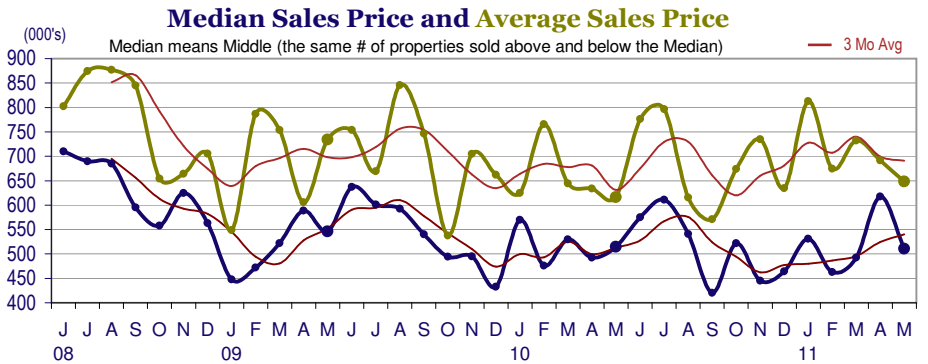
Property Sales

May Property sales were 48, down 12.7% from 55 in May of 2010 and 6.7% higher than the 45 sales last month. May 2011 sales were at a mid level compared to May of 2010 and 2009. May YTD sales of 174 are running 17.9% behind last year's year-to-date sales of 212.



Prices

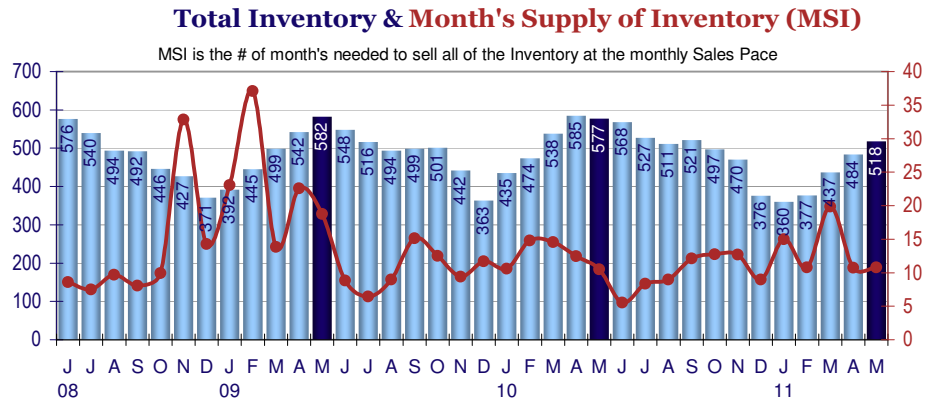
The Median Sales Price in May was \$511,000, down 0.8% from \$515,000 in May of 2010 and down 17.2% from \$617,500 last month. The Average Sales Price in May was \$648,205, up 5.2% from \$616,226 in May of 2010 and down 6.3% from \$691,531 last month. May 2011 ASP was at a mid range compared to May of 2010 and 2009.



Inventory & MSI

The Total Inventory of Properties available for sale as of May was 518, up 7.0% from 484 last month and down 10.2% from 577 in May of last year. May 2011 Inventory was at its lowest level compared with May of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2011 MSI of 10.8 months was at a mid level compared with May of 2010 and 2009.



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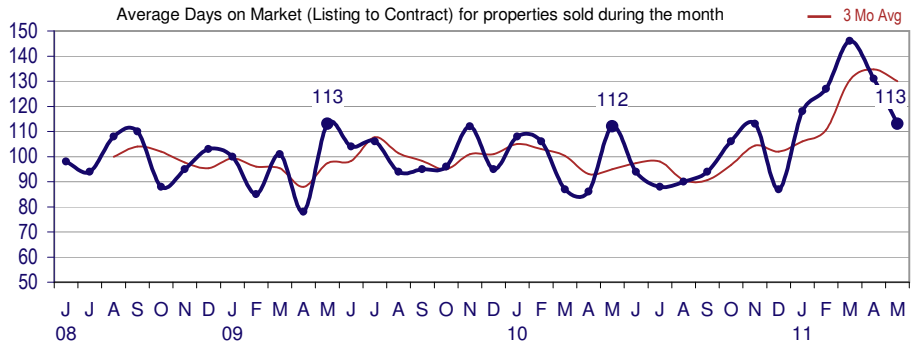


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Market Time

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 May was 113, down 13.7% from 131 days last month and up 0.9% from 112 days in May of last year. The May 2011 DOM was at a mid level compared with May of 2010 and 2009.

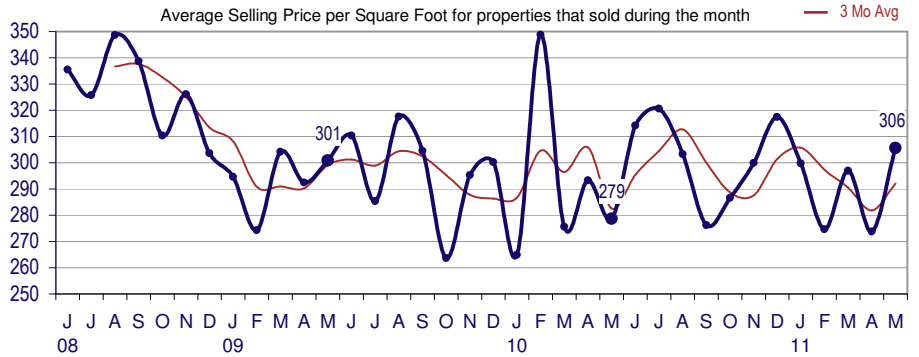
Days On Market for Sold Properties



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 May 2011 Selling Price per Square Foot of \$306 was up 11.6% from \$274 last month and up 9.7% from 279 in May of last year.

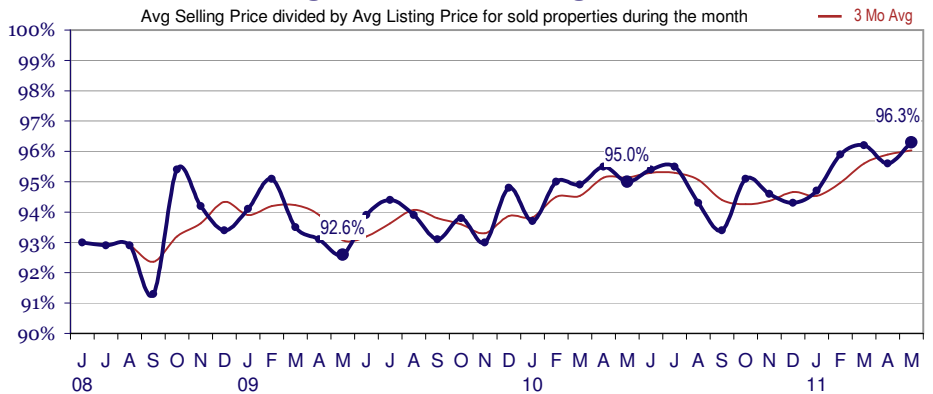
Selling Price per Square Foot



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 May 2011 Selling Price vs Original List Price of 96.3% was up from 95.6% last month and up from 95.0% in May of last year.

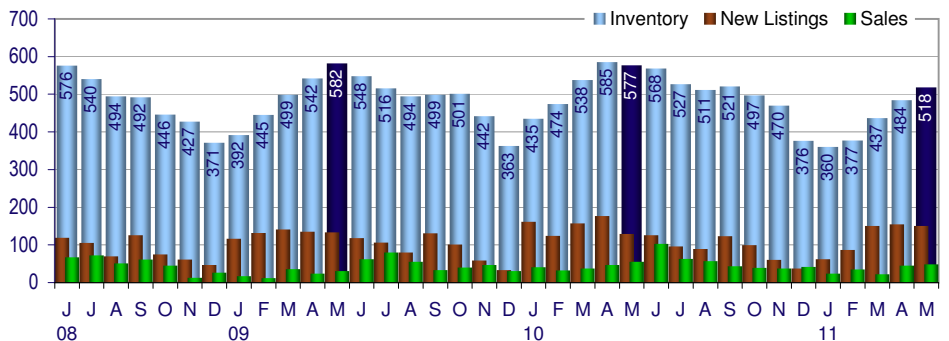
Selling Price versus Listing Price Ratio



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 May 2011 was 150, down 3.2% from 155 last month and up 16.3% from 129 in May of last year.

Inventory / New Listings / Sales



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