

City: *Fairfield*

Bunny Mostad and Deb Alderson

Helping Families Find Homes and Homes Find Families

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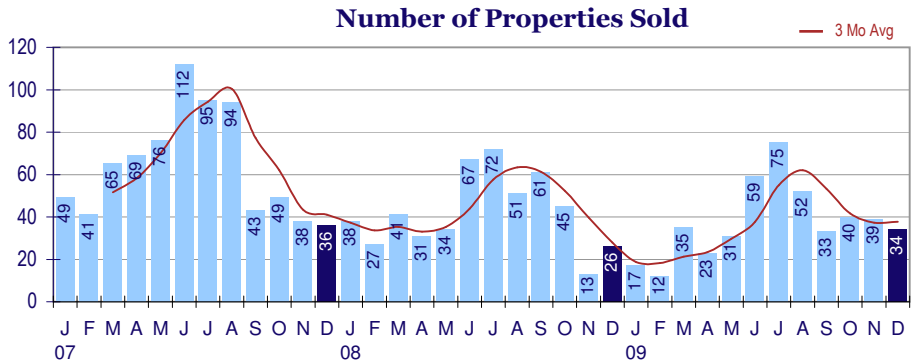
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$722,450	↑		↓				
Average List Price of all Current Listings	\$1,202,902	↓		↔				
December Median Sales Price	\$415,000	↓	↓	↓	↓	\$599,950	↓	↓
December Average Sales Price	\$634,250	↓	↓	↓	↓	\$709,534	↓	↓
Total Properties Currently for Sale (Inventory)	356	↓		↓				
December Number of Properties Sold	34	↓		↑		450	↓	
December Average Days on Market (Solds)	93	↓	↓	↓	↓	100	↑	↑
Asking Price per Square Foot (based on New Listings)	\$212	↓		↓	↓	\$324	↓	↓
December Sold Price per Square Foot	\$300	↔	↑	↓	↓	\$298	↓	↓
December Month's Supply of Inventory	10.5	↓	↑	↓	↓	15.9	↑	↑
December Sale Price vs List Price Ratio	92.0%	↑	↑	↑	↑	87.4%	↓	↓

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

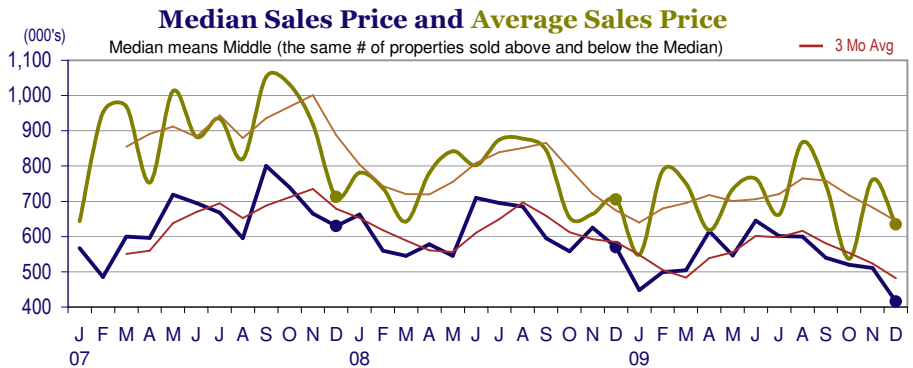
Property Sales

December Property sales were 34, up 30.8% from 26 in December of 2008 and -12.8% lower than the 39 sales last month. December 2009 sales were at a mid level compared to December of 2008 and 2007. December YTD sales of 450 are running -11.1% behind last year's year-to-date sales of 506.



Prices

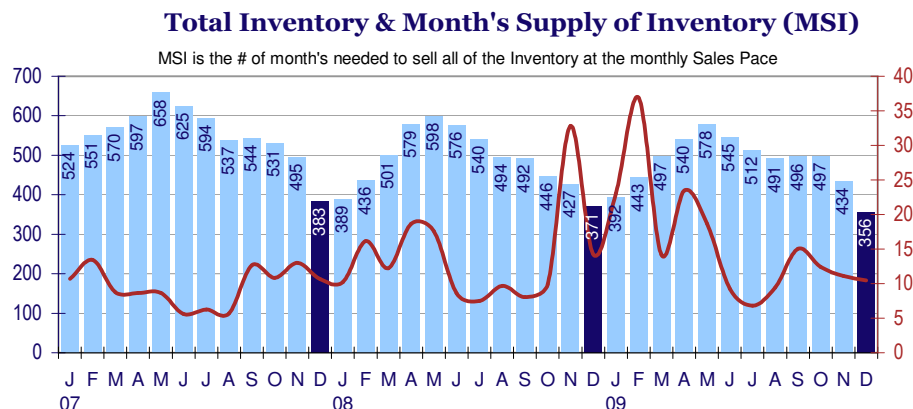
The Median Sales Price in December was \$415,000, down -27.2% from \$570,000 in December of 2008 and down -18.8% from \$511,000 last month. The Average Sales Price in December was \$634,250, down -10.0% from \$705,112 in December of 2008 and down -16.7% from \$761,700 last month. December 2009 ASP was at the lowest level compared to December of 2008 and 2007.



Inventory & MSI

The Total Inventory of Properties available for sale as of December was 356, down -18.0% from 434 last month and down -4.0% from 371 in December of last year. December 2009 Inventory was at its lowest level compared with December of 2008 and 2007.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2009 MSI of 10.5 months was at its lowest level compared with December of 2008 and 2007.



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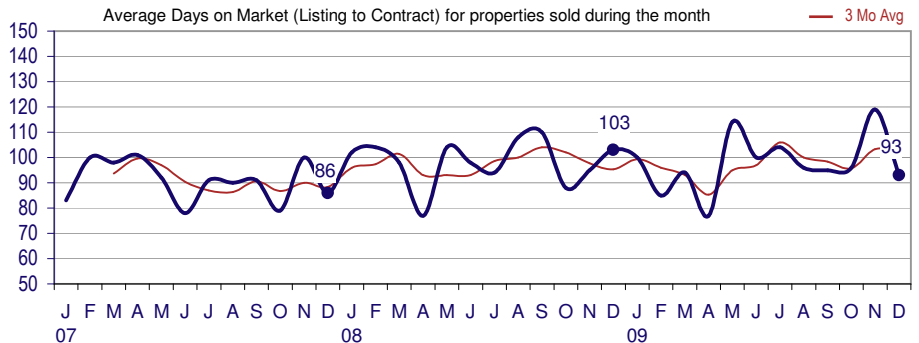
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Market Time

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 December was 93, down -21.8% from 119 days last month and down -9.7% from 103 days in December of last year. The December 2009 DOM was at a mid level compared with December of 2008 and 2007.

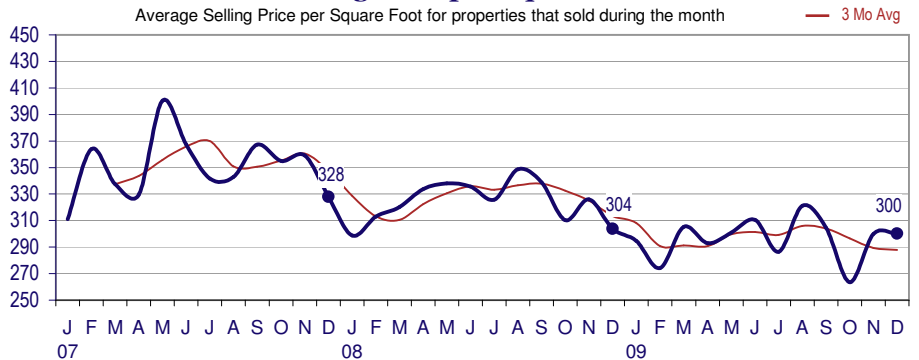
Days On Market for Sold Properties



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 December 2009 Selling Price per Square Foot of \$300 was up 0.1% from \$300 last month and down -1.1% from 304 in December of last year.

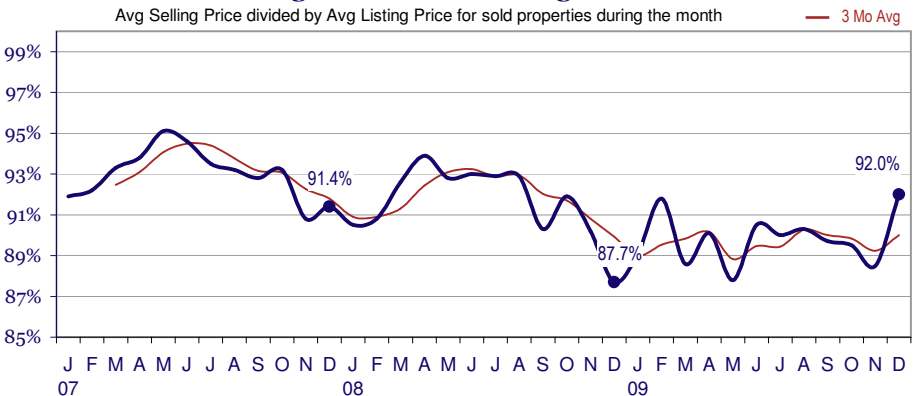
Selling Price per Square Foot



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 December 2009 Selling Price vs Original List Price of 92.0% was up from 88.5% last month and up from 87.7% in December of last year.

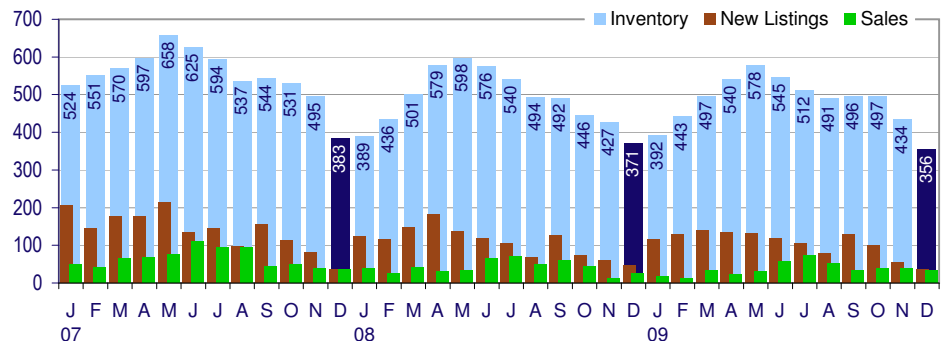
Selling Price versus Listing Price Ratio



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 December 2009 was 37, down -32.7% from 55 last month and down -21.3% from 47 in December of last year.

Inventory / New Listings / Sales



City: Fairfield

Price Range: All | Property Types: Single Family

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Homes Sold	49	41	65	69	76	112	95	94	43	49	38	36	38	27	41	31	34	67	72	51	61	45	13	26	17	12	35	23	31	59	75	52	33	40	39	34
3 Mo. Roll Avg			52	58	70	86	94	100	77	62	43	41	37	34	35	33	35	44	58	63	61	52	40	28	19	18	21	23	30	38	55	62	53	42	37	38

(000's)	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Median Sale Price	568	485	600	596	719	695	668	595	800	740	665	630	663	560	545	578	545	710	695	685	595	558	625	570	448	499	504	615	546	645	602	600	540	520	511	415
3 Mo. Roll Avg			551	560	638	670	694	653	688	712	735	678	653	618	589	561	556	611	650	697	658	613	593	584	548	506	484	539	555	602	598	616	581	553	524	482

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Inventory	524	551	570	597	658	625	594	537	544	531	495	383	389	436	501	579	598	576	540	494	492	446	427	371	392	443	497	540	578	545	512	491	496	497	434	356
MSI	11	13	9	9	9	6	6	6	13	11	13	11	10	16	12	19	18	9	8	10	8	10	33	14	23	37	14	23	19	9	7	9	15	12	11	10

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Days on Market	83	100	98	101	92	78	91	90	91	79	100	86	102	104	98	77	104	98	94	108	110	88	95	103	100	85	94	77	114	100	104	96	95	96	119	93
3 Mo. Roll Avg			94	100	97	90	87	86	91	87	90	88	96	97	101	93	93	93	99	100	104	102	98	95	99	96	93	85	95	97	106	100	98	96	103	103

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Price per Sq Ft	311	364	337	329	400	367	342	343	367	355	359	328	299	313	320	334	338	336	326	349	339	310	326	304	295	274	305	293	301	310	286	321	305	264	300	300
3 Mo. Roll Avg			337	344	356	366	370	351	351	355	360	347	329	313	311	322	331	336	333	337	338	333	325	313	308	291	291	291	300	301	299	306	304	296	289	288

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Sale to List Price	0.919	0.922	0.933	0.938	0.951	0.946	0.935	0.932	0.928	0.932	0.908	0.914	0.905	0.908	0.926	0.939	0.928	0.930	0.929	0.929	0.903	0.919	0.902	0.877	0.891	0.918	0.886	0.901	0.878	0.905	0.900	0.903	0.897	0.895	0.885	0.920
3 Mo. Roll Avg			0.925	0.931	0.941	0.945	0.944	0.938	0.932	0.931	0.923	0.918	0.909	0.909	0.913	0.924	0.931	0.932	0.929	0.929	0.920	0.917	0.908	0.899	0.890	0.895	0.898	0.902	0.888	0.895	0.894	0.903	0.900	0.898	0.892	0.900

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
New Listings	207	146	178	177	216	135	145	98	157	115	82	37	123	117	149	182	137	119	105	70	126	75	61	47	117	131	141	135	133	118	106	80	131	101	55	37
Inventory	524	551	570	597	658	625	594	537	544	531	495	383	389	436	501	579	598	576	540	494	492	446	427	371	392	443	497	540	578	545	512	491	496	497	434	356
Sales	49	41	65	69	76	112	95	94	43	49	38	36	38	27	41	31	34	67	72	51	61	45	13	26	17	12	35	23	31	59	75	52	33	40	39	34

(000's)	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Avg Sale Price	643	952	969	753	1013	883	935	820	1053	1032	919	712	781	737	642	781	842	803	875	877	845	654	664	705	549	786	750	618	735	765	662	867	747	537	762	634
3 Mo. Roll Avg			855	891	912	883	944	879	936	968	1001	888	804	744	720	720	755	808	840	851	866	792	721	674	639	680	695	718	701	706	720	765	759	717	682	644

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