

City: *Fairfield*

Bunny Mostad and Deb Alderson

Helping Families Find Homes and Homes Find Families

203 803-5695

Bunny@BunnyMostad.com

Deb@DebAlderson.com



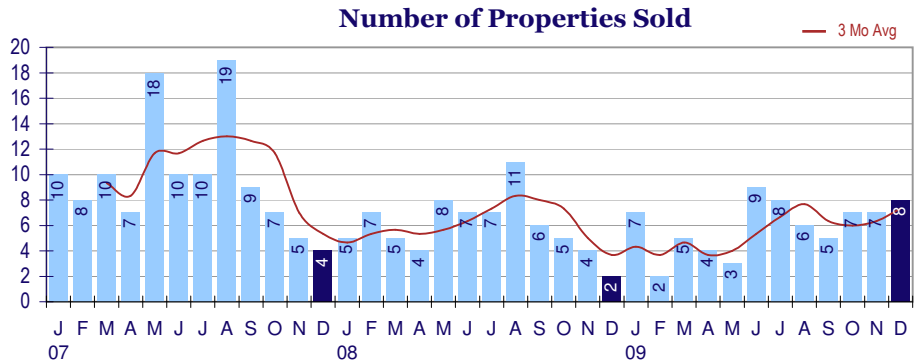
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$549,000	↑		↑				
Average List Price of all Current Listings	\$571,261	↑		↑				
December Median Sales Price	\$520,000	↑	↑	↑	↑	\$450,000	↑	↑
December Average Sales Price	\$450,938	↑	↓	↑	↑	\$455,228	↑	↑
Total Properties Currently for Sale (Inventory)	84	↓		↑				
December Number of Properties Sold	8	↑		↑		71	↔	
December Average Days on Market (Solds)	124	↑	↓	↓	↑	122	↑	↑
Asking Price per Square Foot (based on New Listings)	\$0	↓	↓	↓	↓	\$294	↔	↑
December Sold Price per Square Foot	\$253	↑	↓	↔	↓	\$264	↔	↔
December Month's Supply of Inventory	10.5	↓	↓	↓	↓	22.6	↑	↑
December Sale Price vs List Price Ratio	89.7%	↑	↑	↓	↓	89.6%	↓	↓

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

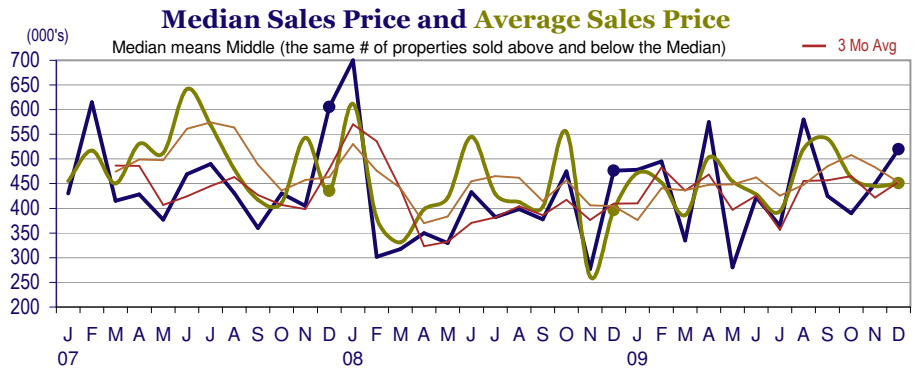
Property Sales

December Property sales were 8, up 300.0% from 2 in December of 2008 and 14.3% higher than the 7 sales last month. December 2009 sales were at their highest level compared to December of 2008 and 2007. December YTD sales of 71 are running equal to last year's year-to-date sales of 71.



Prices

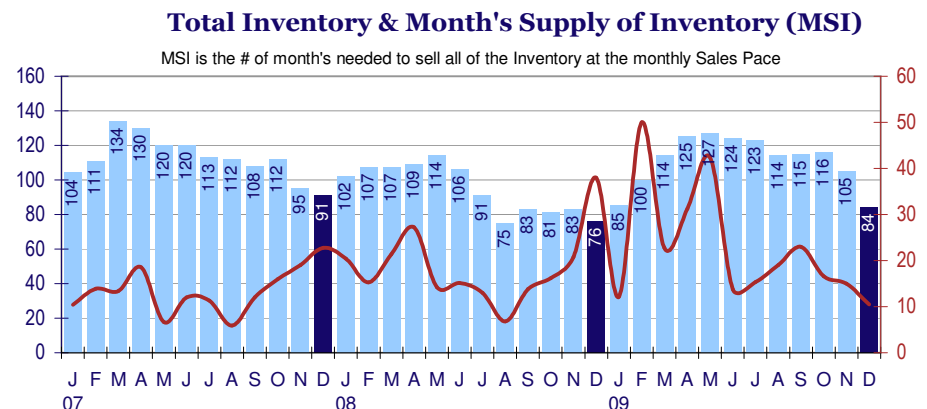
The Median Sales Price in December was \$520,000, up 9.2% from \$476,000 in December of 2008 and up 15.6% from \$450,000 last month. The Average Sales Price in December was \$450,938, up 13.7% from \$396,500 in December of 2008 and up 1.2% from \$445,429 last month. December 2009 ASP was at the highest level compared to December of 2008 and 2007.



Inventory & MSI

The Total Inventory of Properties available for sale as of December was 84, down -20.0% from 105 last month and up 10.5% from 76 in December of last year. December 2009 Inventory was at a mid 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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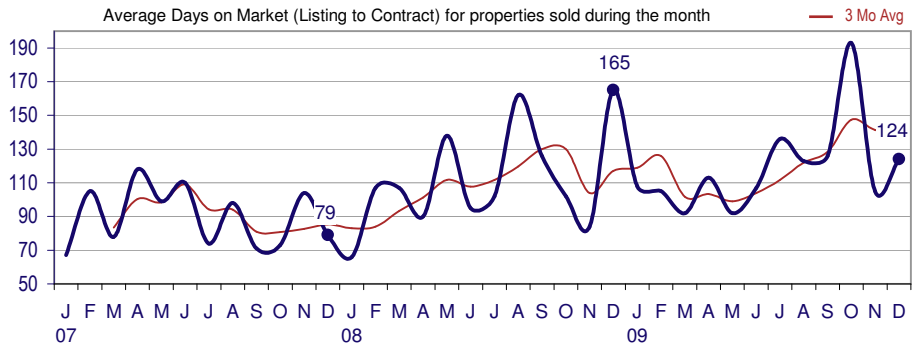
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Market Time

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 124, up 18.1% from 105 days last month and down -24.8% from 165 days in December of last year. The December 2009 DOM was at a mid level compared with December of 2008 and 2007.

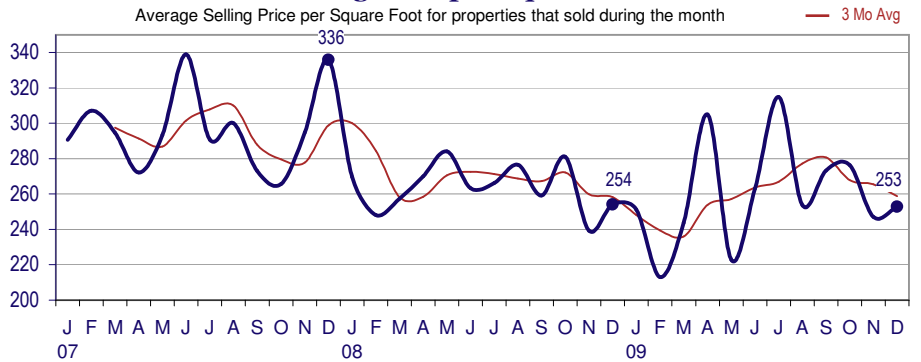
Days On Market for Sold Properties



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 \$253 was up 2.4% from \$247 last month and down -0.5% from 254 in December of last year.

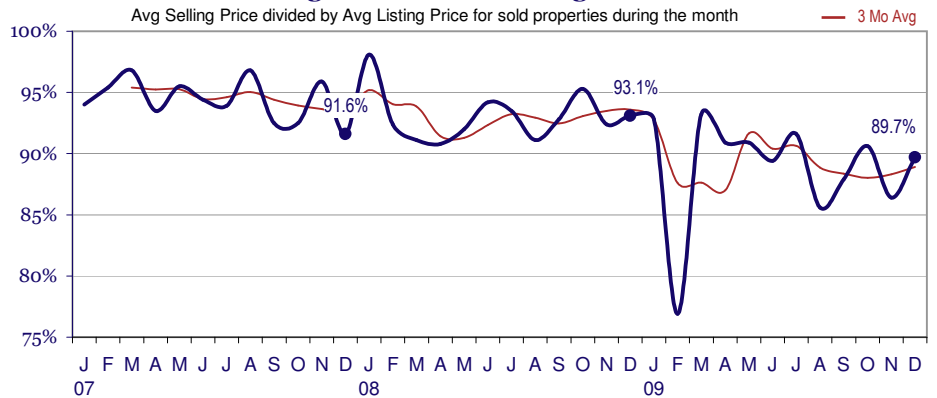
Selling Price per Square Foot



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 89.7% was up from 86.4% last month and down from 93.1% in December of last year.

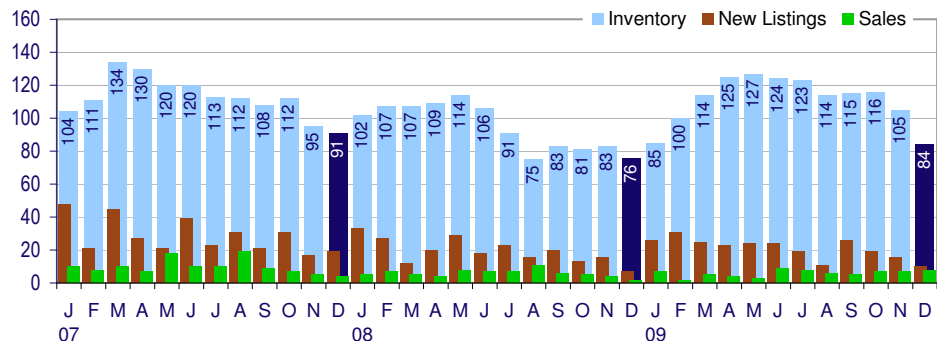
Selling Price versus Listing Price Ratio



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 10, down -37.5% from 16 last month and up 42.9% from 7 in December of last year.

Inventory / New Listings / Sales



City: Fairfield

Price Range: All | Property Types: Condo - TwnHm

	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	10	8	10	7	18	10	10	19	9	7	5	4	5	7	5	4	8	7	7	11	6	5	4	2	7	2	5	4	3	9	8	6	5	7	7	8
3 Mo. Roll Avg			9	8	12	12	13	13	13	12	7	5	5	5	6	5	6	6	7	8	8	7	5	4	4	4	5	4	4	5	7	8	6	6	6	7

(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	430	615	415	428	377	469	490	431	360	430	405	605	700	302	318	350	330	433	383	399	378	475	277	476	478	495	335	575	281	423	365	580	425	390	450	520
3 Mo. Roll Avg			487	486	407	425	445	463	427	407	398	480	570	536	440	323	333	371	382	405	386	417	377	409	410	483	436	468	397	426	356	456	457	465	422	453

	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	104	111	134	130	120	120	113	112	108	112	95	91	102	107	107	109	114	106	91	75	83	81	83	76	85	100	114	125	127	124	123	114	115	116	105	84
MSI	10	14	13	19	7	12	11	6	12	16	19	23	20	15	21	27	14	15	13	7	14	16	21	38	12	50	23	31	42	14	15	19	23	17	15	11

	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	67	105	78	118	99	110	74	98	71	73	104	79	66	107	107	90	138	95	102	162	126	102	84	165	108	105	92	113	92	107	136	123	126	193	105	124
3 Mo. Roll Avg			83	100	98	109	94	94	81	81	83	85	83	84	93	101	112	108	112	120	130	130	104	117	119	126	102	103	99	104	112	122	128	147	141	141

	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	291	307	295	272	293	339	291	300	273	266	295	336	270	248	257	270	284	263	266	277	259	281	239	254	251	213	244	305	223	263	315	254	273	276	247	253
3 Mo. Roll Avg			297	291	287	302	308	310	288	280	278	299	300	285	258	258	270	273	271	269	267	272	260	258	248	239	236	254	257	264	267	277	281	268	266	259

	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	0.940	0.954	0.968	0.935	0.955	0.944	0.939	0.968	0.925	0.925	0.959	0.916	0.981	0.924	0.911	0.908	0.920	0.942	0.935	0.911	0.928	0.953	0.924	0.931	0.928	0.769	0.932	0.909	0.909	0.894	0.916	0.856	0.879	0.906	0.864	0.897
3 Mo. Roll Avg			0.954	0.952	0.953	0.945	0.946	0.950	0.944	0.939	0.936	0.933	0.952	0.940	0.939	0.914	0.913	0.923	0.932	0.929	0.925	0.931	0.935	0.936	0.928	0.876	0.876	0.870	0.917	0.904	0.906	0.889	0.884	0.880	0.883	0.889

	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	48	21	45	27	21	39	23	31	21	31	17	19	33	27	12	20	29	18	23	16	20	13	16	7	26	31	25	23	24	24	19	11	26	19	16	10
Inventory	104	111	134	130	120	120	113	112	108	112	95	91	102	107	107	109	114	106	91	75	83	81	83	76	85	100	114	125	127	124	123	114	115	116	105	84
Sales	10	8	10	7	18	10	10	19	9	7	5	4	5	7	5	4	8	7	7	11	6	5	4	2	7	2	5	4	3	9	8	6	5	7	7	8

(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	456	517	450	531	512	642	569	480	417	412	543	436	612	380	331	398	422	545	429	413	403	555	261	397	472	453	386	504	455	428	394	520	541	463	445	451
3 Mo. Roll Avg			474	499	497	561	574	564	489	436	457	463	530	476	441	370	383	455	465	462	415	457	406	404	377	440	437	447	448	462	426	448	485	508	483	453

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