

City: *Fairfield*

Bunny Mostad and Deb Alderson

Helping Families Find Homes and Homes Find Families

203.803.5695

Bunny@BunnyMostad.com

www.FairfieldCountyForSale.com



Price Range: All | Properties: Condo - TwnHm

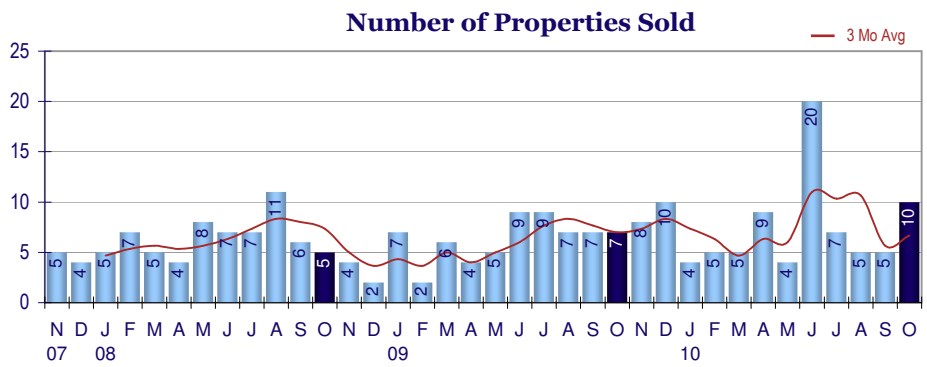
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$349,000	↑		↓				
Average List Price of all Current Listings	\$446,485	↓		↓				
October Median Sales Price	\$288,375	↓	↓	↓	↓	\$379,500	↓	↓
October Average Sales Price	\$442,186	↓	↓	↓	↓	\$455,159	↔	↑
Total Properties Currently for Sale (Inventory)	92	↓		↓				
October Number of Properties Sold	10	↑		↑		74	↑	
October Average Days on Market (Solds)	109	↓	↓	↓	↓	124	↓	↔
October Month's Supply of Inventory	9.2	↓	↓	↓	↓	16.5	↓	↓
October Sale Price vs List Price Ratio	93.6%	↓	↓	↓	↓	95.0%	↔	↑

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2009) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

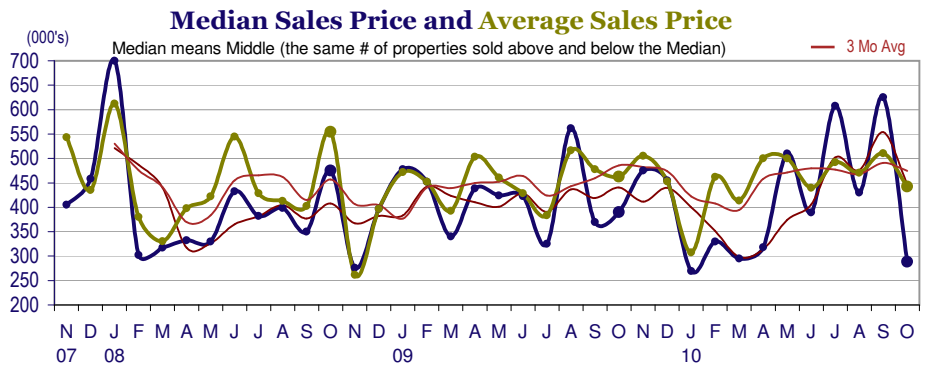
Property Sales

October Property sales were 10, up 42.9% from 7 in October of 2009 and 100.0% higher than the 5 sales last month. October 2010 sales were at their highest level compared to October of 2009 and 2008. October YTD sales of 74 are running 17.5% ahead of last year's year-to-date sales of 63.



Prices

The Median Sales Price in October was \$288,375, down 26.0% from \$389,900 in October of 2009 and down 53.9% from \$625,000 last month. The Average Sales Price in October was \$442,186, down 4.5% from \$462,823 in October of 2009 and down 13.4% from \$510,380 last month. October 2010 ASP was at the lowest level compared to October of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of October was 92, down 5.2% from 97 last month and down 19.3% from 114 in October of last year. October 2010 Inventory was at a mid level compared with October of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2010 MSI of 9.2 months was at its lowest level compared with October of 2009 and 2008.



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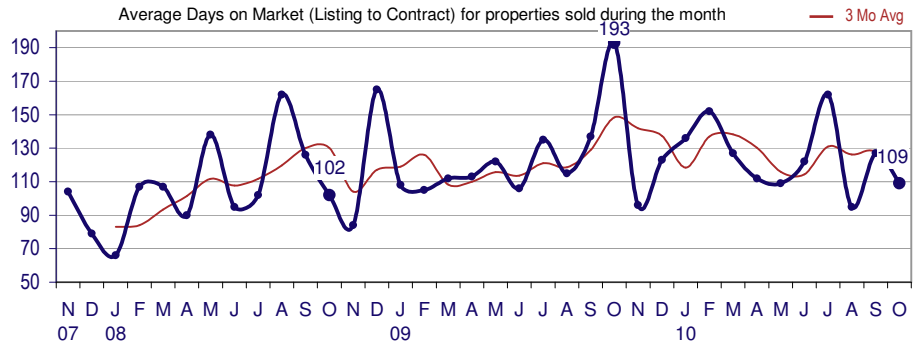


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Market Time

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 October was 109, down 14.2% from 127 days last month and down 43.5% from 193 days in October of last year. The October 2010 DOM was at a mid level compared with October of 2009 and 2008.

Days On Market for Sold Properties



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 October 2010 Selling Price vs Original List Price of 93.6% was down from 95.8% last month and down from 95.4% in October of last year.

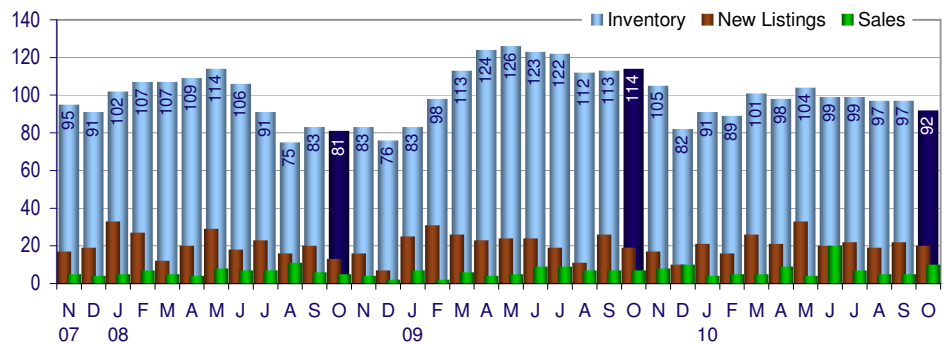
Selling Price versus Listing Price Ratio



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 October 2010 was 20, down 9.1% from 22 last month and up 5.3% from 19 in October of last year.

Inventory / New Listings / Sales



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