

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

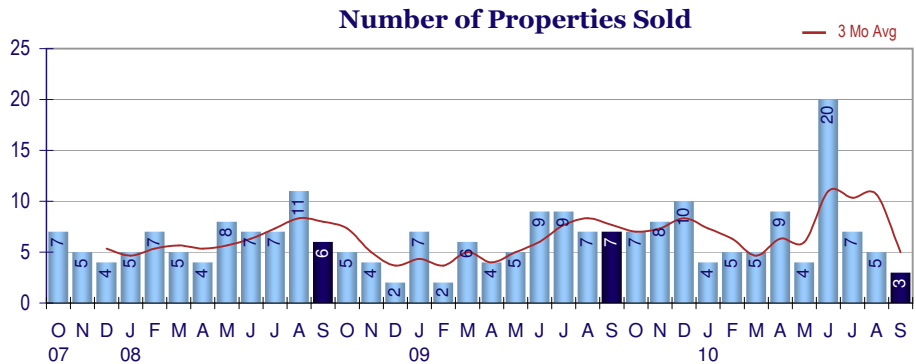
## Market Profile & Trends Overview

	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	\$467,472	↓		↓				
September Median Sales Price	\$625,000	↑	↑	↑	\$387,500	↓	↓	
September Average Sales Price	\$490,000	↑	↑	↑	\$454,484	↑	↑	
Total Properties Currently for Sale (Inventory)	101	↑		↓				
September Number of Properties Sold	3	↓		↓	62	↑		
September Average Days on Market (Solds)	168	↑	↑	↑	128	↑	↑	
Asking Price per Square Foot (based on New Listings)	\$266	↓	↓	↓	\$269	↓	↓	
September Sold Price per Square Foot	\$260	↔	↔	↔	\$258	↓	↓	
September Month's Supply of Inventory	33.7	↑	↑	↑	18.9	↓	↓	
September Sale Price vs List Price Ratio	94.9%	↑	↓	↓	95.1%	↑	↑	

\* 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)

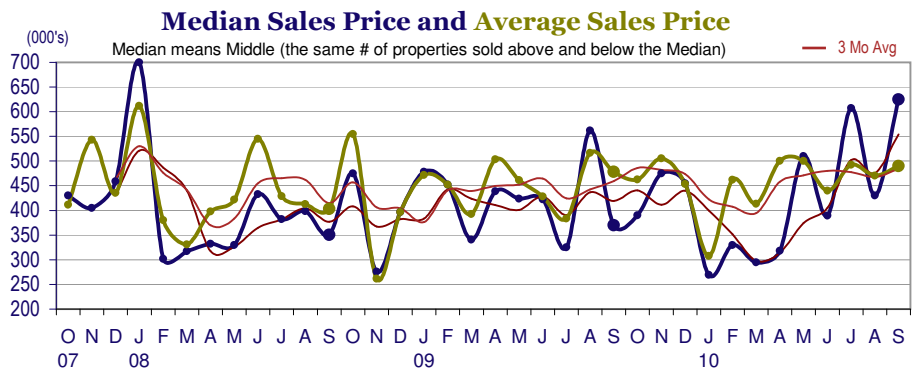
## Property Sales

September Property sales were 3, down 57.1% from 7 in September of 2009 and 40.0% lower than the 5 sales last month. September 2010 sales were at their lowest level compared to September of 2009 and 2008. September YTD sales of 62 are running 10.7% ahead of last year's year-to-date sales of 56.



## Prices

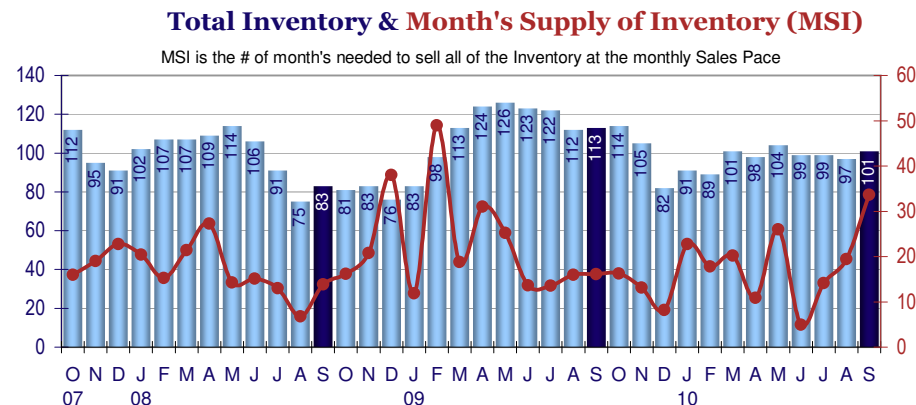
The Median Sales Price in September was \$625,000, up 68.9% from \$370,000 in September of 2009 and up 45.3% from \$430,000 last month. The Average Sales Price in September was \$490,000, up 2.5% from \$477,893 in September of 2009 and up 4.1% from \$470,600 last month. September 2010 ASP was at the highest level compared to September of 2009 and 2008.



## Inventory & MSI

The Total Inventory of Properties available for sale as of September was 101, up 4.1% from 97 last month and down 10.6% from 113 in September of last year. September 2010 Inventory was at a mid level compared with September of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2010 MSI of 33.7 months was at its highest level compared with September of 2009 and 2008.



City: *Fairfield*

**Bunny Mostad and Deb Alderson**

Helping Families Find Homes and Homes Find Families

203.803.5695

Bunny@BunnyMostad.com

www.FairfieldCountyForSale.com

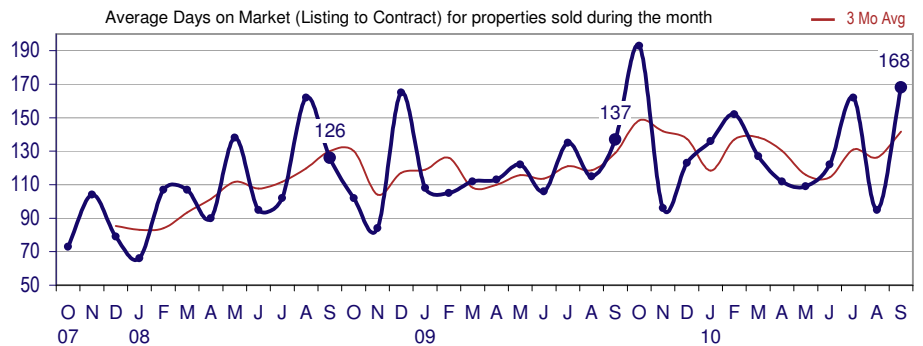


Price Range: All | Properties: Condo - TwnHm

## Market 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 September was 168, up 76.8% from 95 days last month and up 22.6% from 137 days in September of last year. The September 2010 DOM was at a mid level compared with September of 2009 and 2008.

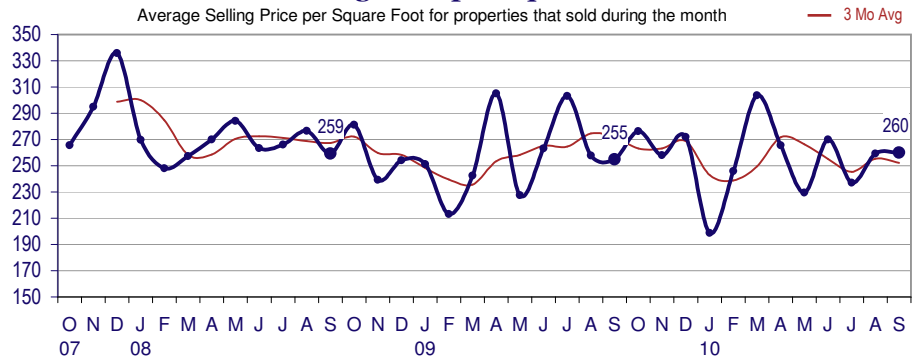
## Days On Market for Sold Properties



## 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 September 2010 Selling Price per Square Foot of \$260 was up 0.3% from \$259 last month and up 2.0% from 255 in September of last year.

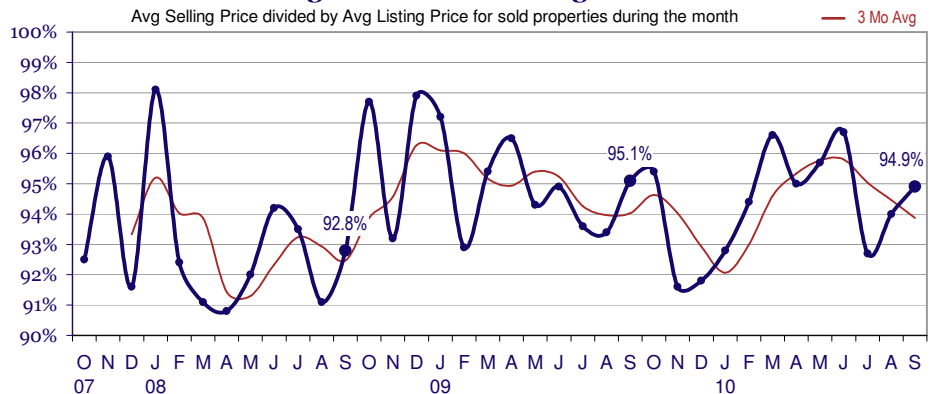
## Selling Price per Square Foot



## 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 September 2010 Selling Price vs Original List Price of 94.9% was up from 94.0% last month and down from 95.1% in September of last year.

## Selling Price versus Listing Price Ratio



# Inventory / Listings / Sales

City: *Fairfield*

Price Range: All | Properties: Condo - TwnHm

September 2010

**Bunny Mostad and Deb Alderson**

Helping Families Find Homes and Homes Find Families

203.803.5695

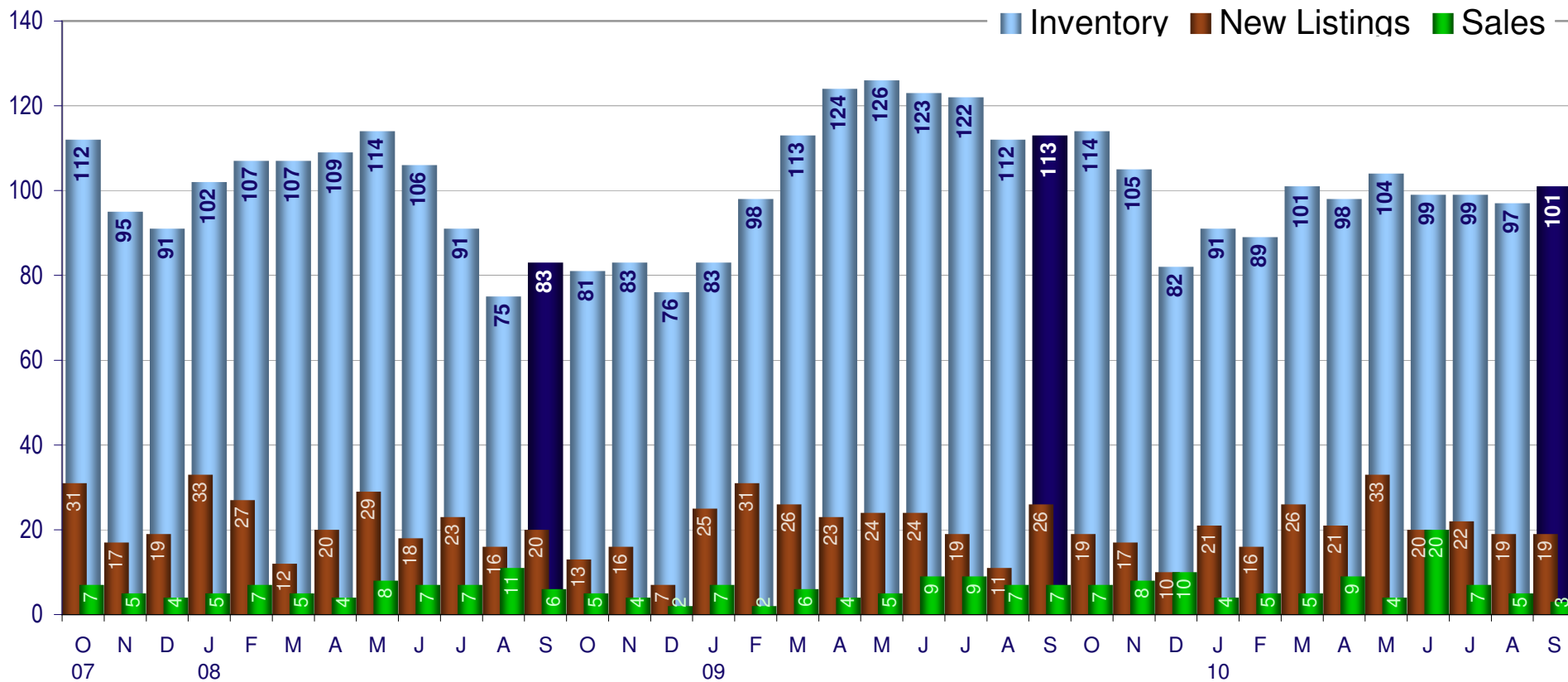
Bunny@BunnyMostad.com

www.FairfieldCountyForSale.com



## 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 September 2010 was 19, equal to 19 last month and down 26.9% from 26 in September of last year.



Copyright © Coldwell Banker Residential Brokerage | Price Range: All | Property Types: Condo - TwnHm

Data is provided courtesy of Consolidated MLS and may not reflect all relevant real estate activity. Coldwell Banker Residential Brokerage does not warrant or guarantee the accuracy of this information. It is the responsibility of any buyer or seller to verify any and all information relevant to such consumer's real estate transaction.