

## City: Fairfield



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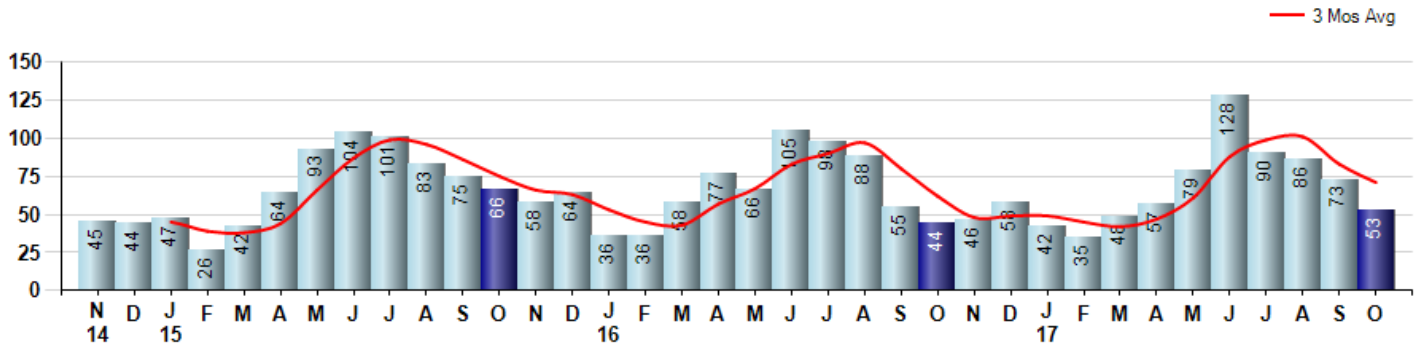
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$795,000	-1%		3%				
Average List Price of all Current Listings	\$1,112,049	1%		4%				
October Median Sales Price	\$530,000	-9%	-9%	-14%	-11%	\$590,000	-2%	0%
October Average Sales Price	\$757,657	11%	5%	5%	9%	\$728,401	4%	5%
Total Properties Currently for Sale (Inventory)	453	-4%		-23%				
October Number of Properties Sold	53	-27%		21%			4%	
October Average Days on Market (Solds)	98	-16%	-7%	-36%	-30%	118	-16%	-16%
Asking Price per Square Foot (based on New Listings)	\$300	-1%	0%	5%	0%	\$301	0%	1%
October Sold Price per Square Foot	\$256	-6%	-6%	-16%	-8%	\$277	-1%	0%
October Month's Supply of Inventory	8.5	33%	26%	-36%	-20%	9.0	-18%	-16%
October Sale Price vs List Price Ratio	92.4%	-0.2%	-1%	3%	0.1%	93.6%	1.0%	1.3%

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

### Property Sales

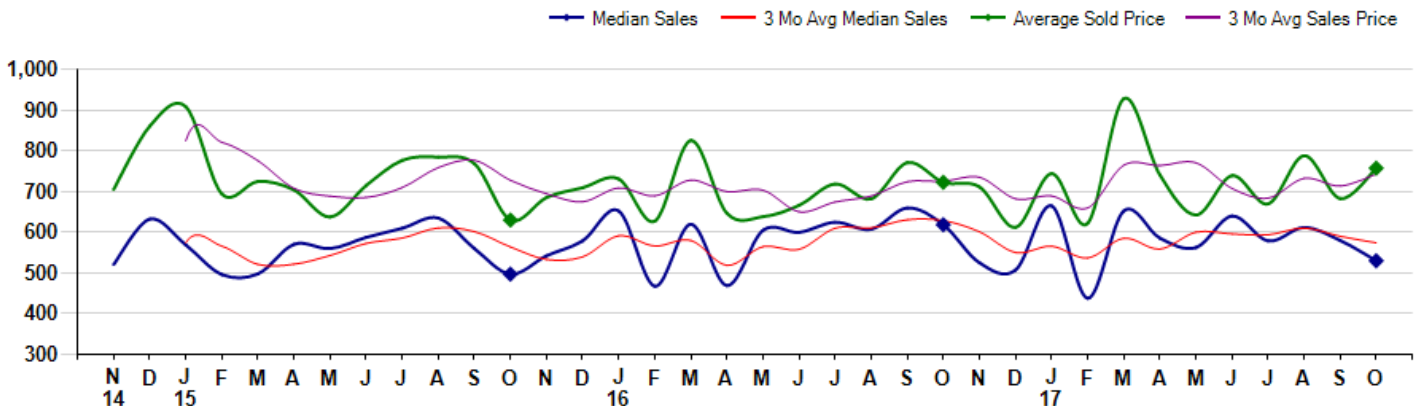
October Property sales were 53, up 20.5% from 44 in October of 2016 and -27.4% lower than the 73 sales last month. October 2017 sales were at a mid level compared to October of 2016 and 2015. October YTD sales of 691 are running 4.2% ahead of last year's year-to-date sales of 663.



### Prices

The Median Sales Price in October was \$530,000, down -14.3% from \$618,500 in October of 2016 and down -8.6% from \$580,000 last month. The Average Sales Price in October was \$757,657, up 4.8% from \$722,801 in October of 2016 and up 10.9% from \$682,904 last month. October 2017 ASP was at highest level compared to October of 2016 and 2015.

Median means Middle (the same # of properties sold above and below Median) (000's)



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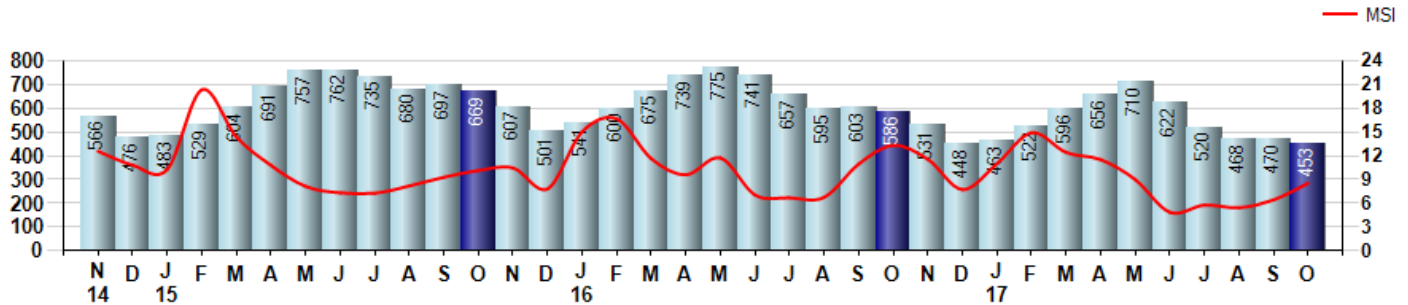
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### Inventory & MSI

The Total Inventory of Properties available for sale as of October was 453, down -3.6% from 470 last month and down -22.7% from 586 in October of last year. October 2017 Inventory was at the lowest level compared to October of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2017 MSI of 8.5 months was at its lowest level compared with October of 2016 and 2015.

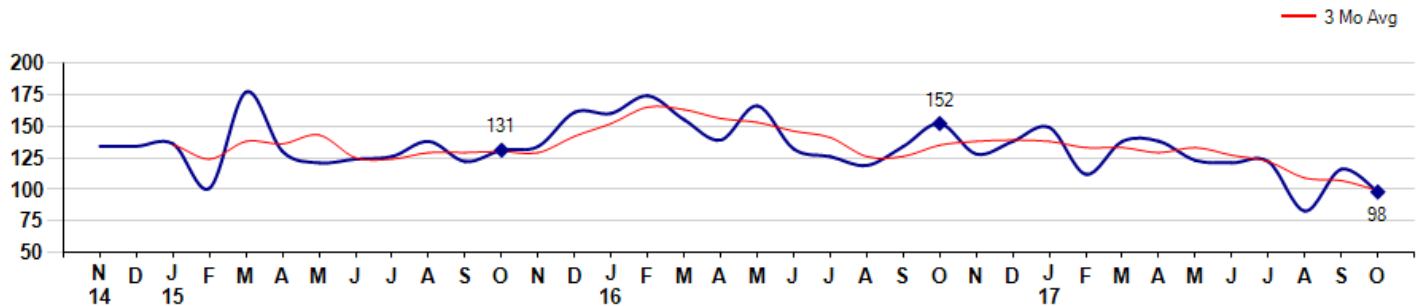
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 98, down -15.5% from 116 days last month and down -35.5% from 152 days in October of last year. The October 2017 DOM was at its lowest level compared with October of 2016 and 2015.

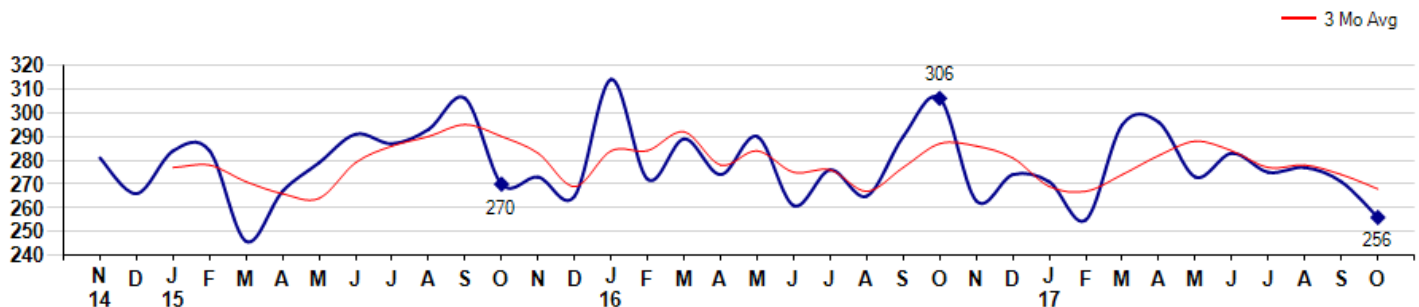
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 October 2017 Selling Price per Square Foot of \$256 was down -5.5% from \$271 last month and down -16.3% from \$306 in October of last year.

Average Selling Price per Square Foot for properties that sold during the month



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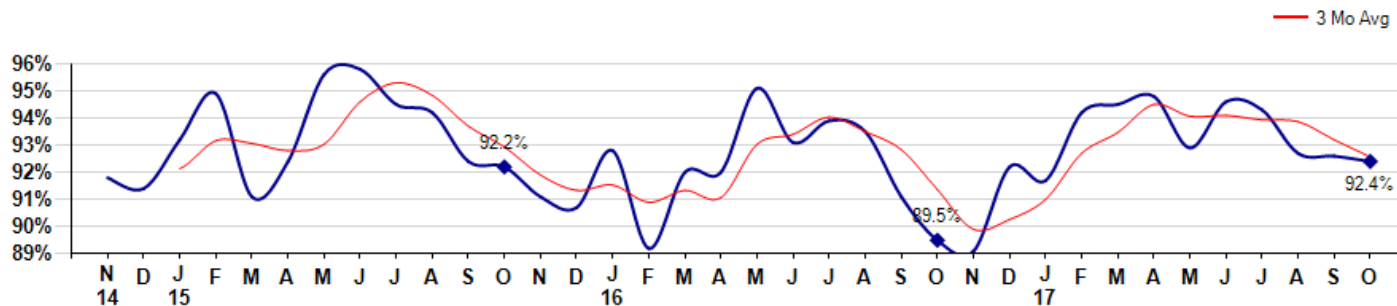


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### Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their 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 2017 Selling Price vs List Price of 92.4% was down from 92.6% last month and up from 89.5% in October of last year.

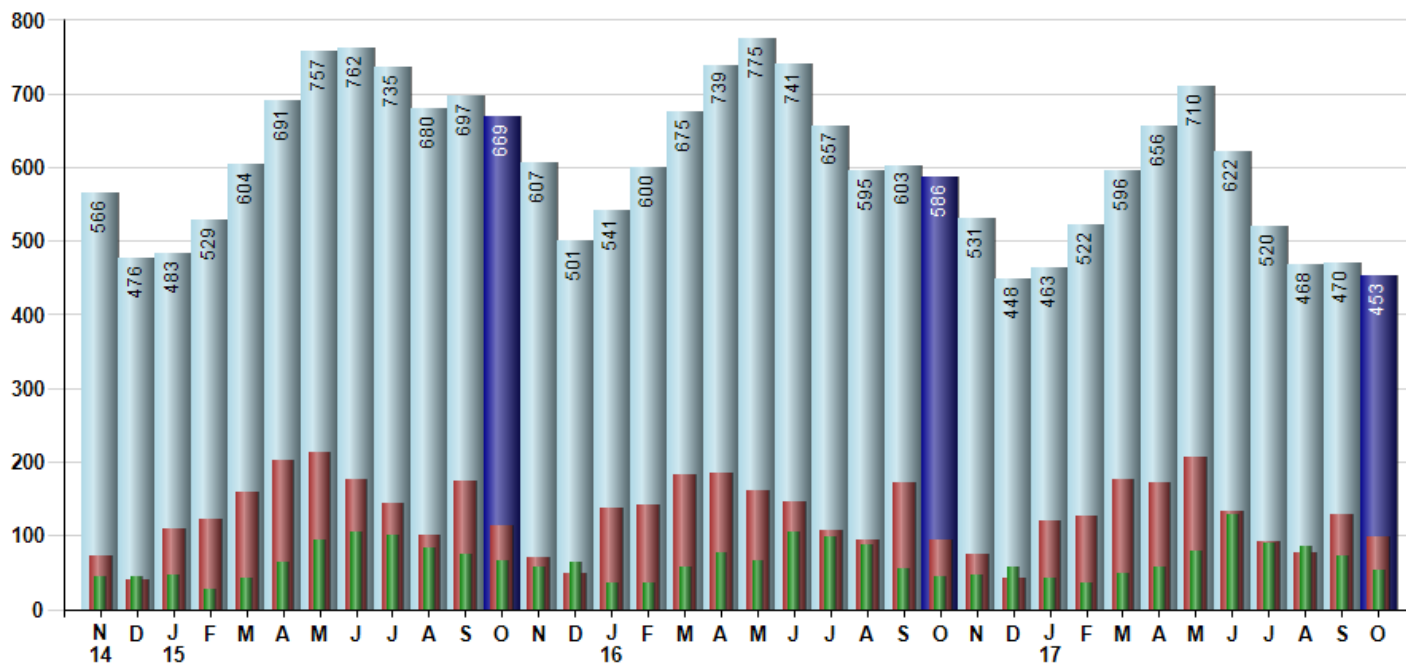
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 2017 was 98, down -24.0% from 129 last month and up 4.3% from 94 in October of last year.

Inventory New Listings Sold



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