

## City: Fairfield



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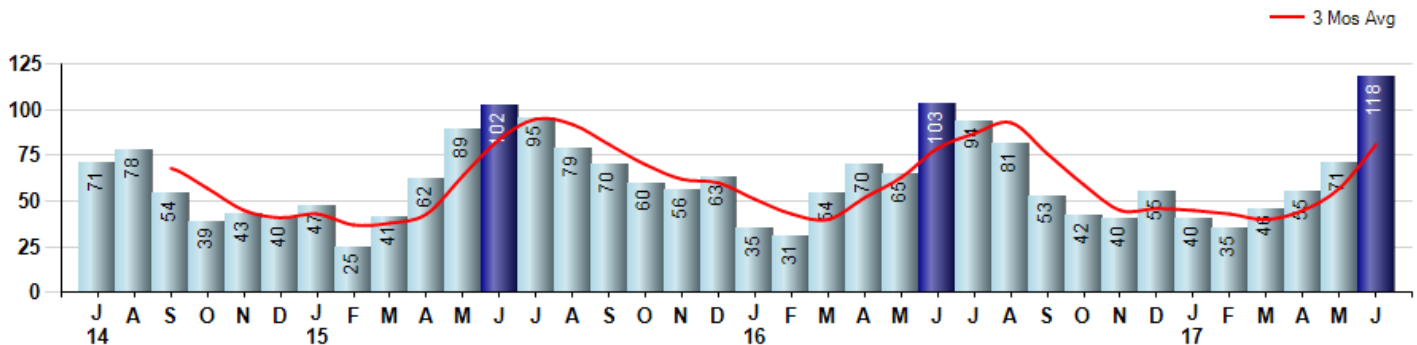
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$819,000	3%		3%				
Average List Price of all Current Listings	\$1,075,566	2%		1%				
June Median Sales Price	\$682,500	12%	8%	12%	14%	\$625,000	5%	4%
June Average Sales Price	\$752,968	12%	-1%	12%	6%	\$748,229	7%	6%
Total Properties Currently for Sale (Inventory)	582	-15%		-17%				
June Number of Properties Sold	118	66%		15%			2%	
June Average Days on Market (Solds)	118	-6%	-8%	-11%	-18%	129	-15%	-10%
Asking Price per Square Foot (based on New Listings)	\$354	8%	5%	6%	8%	\$335	1%	2%
June Sold Price per Square Foot	\$310	4%	-1%	9%	3%	\$309	3%	3%
June Month's Supply of Inventory	4.9	-49%	-43%	-28%	-55%	10.4	-14%	-4%
June Sale Price vs List Price Ratio	95.0%	1.6%	1%	2%	2.7%	94.2%	1.4%	1.8%

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

### Property Sales

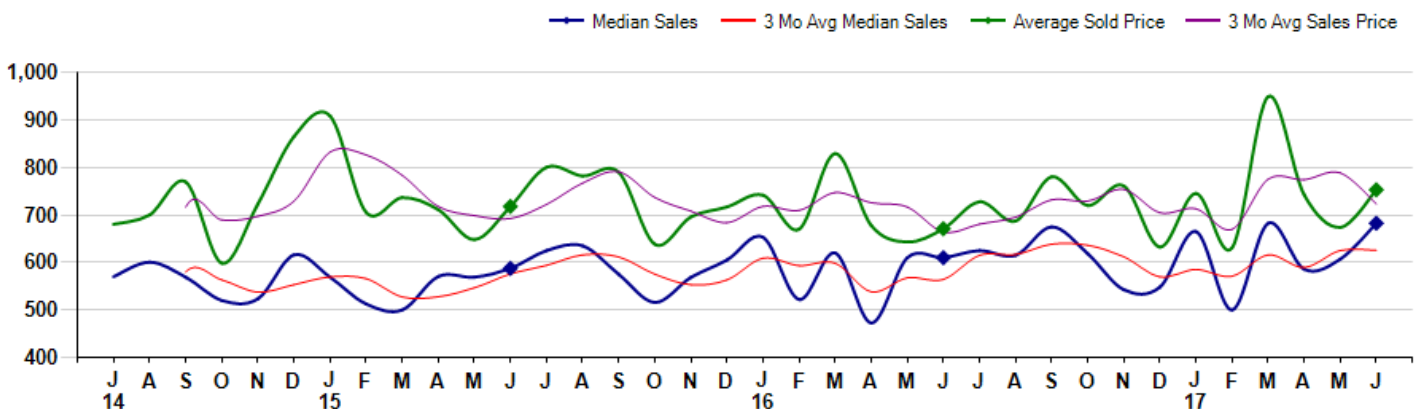
June Property sales were 118, up 14.6% from 103 in June of 2016 and 66.2% higher than the 71 sales last month. June 2017 sales were at their highest level compared to June of 2016 and 2015. June YTD sales of 365 are running 2.0% ahead of last year's year-to-date sales of 358.



### Prices

The Median Sales Price in June was \$682,500, up 11.9% from \$610,000 in June of 2016 and up 12.4% from \$607,000 last month. The Average Sales Price in June was \$752,968, up 12.2% from \$671,027 in June of 2016 and up 11.7% from \$673,986 last month. June 2017 ASP was at highest level compared to June of 2016 and 2015.

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



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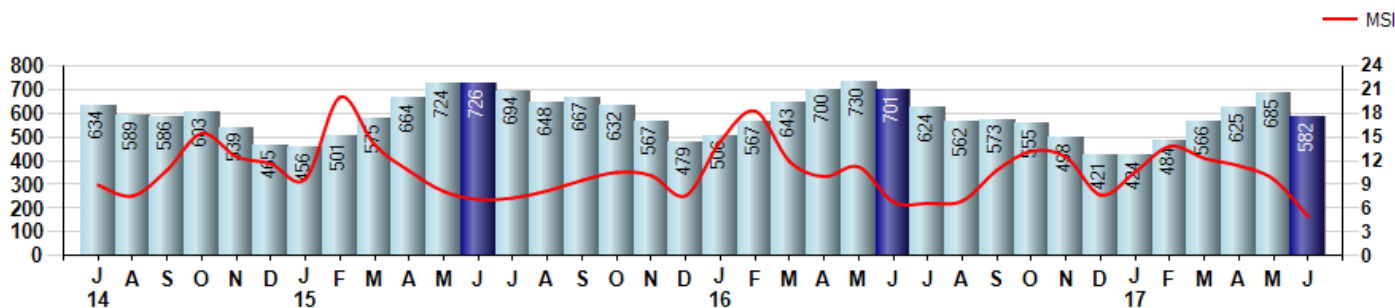
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### Inventory & MSI

The Total Inventory of Properties available for sale as of June was 582, down -15.0% from 685 last month and down -17.0% from 701 in June of last year. June 2017 Inventory was at the lowest level compared to June of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2017 MSI of 4.9 months was at its lowest level compared with June of 2016 and 2015.

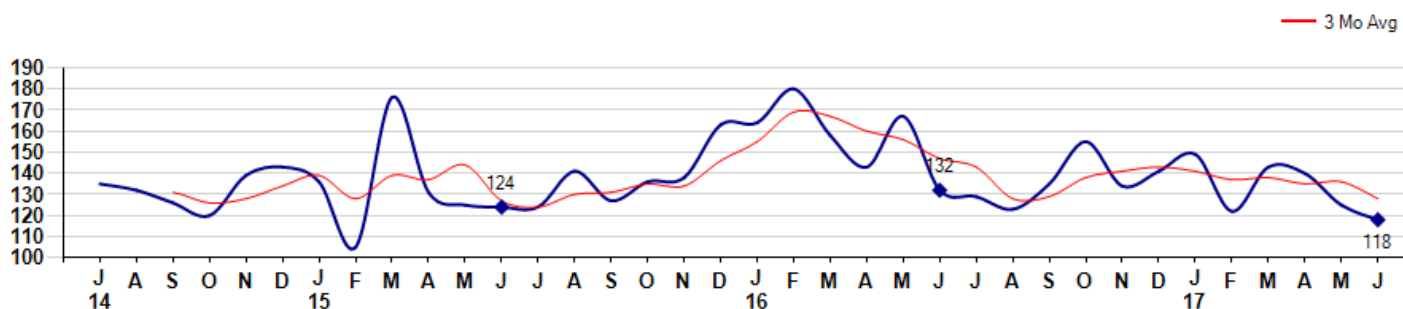
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 June was 118, down -5.6% from 125 days last month and down -10.6% from 132 days in June of last year. The June 2017 DOM was at its lowest level compared with June of 2016 and 2015.

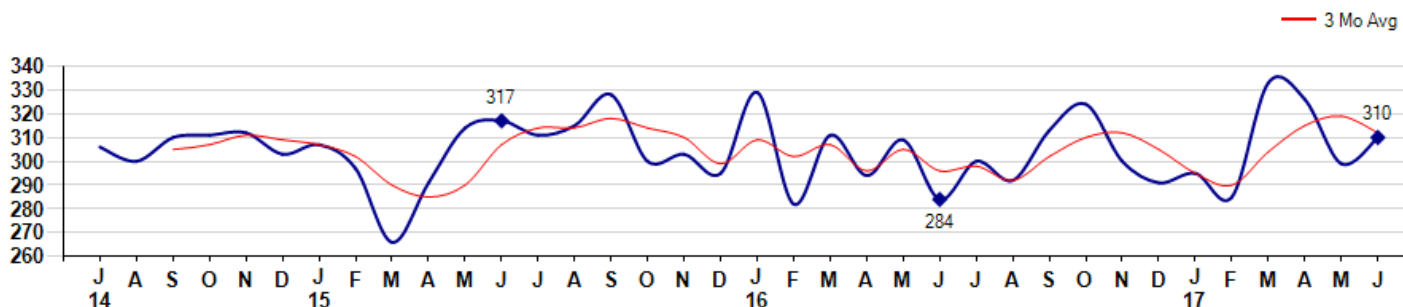
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 June 2017 Selling Price per Square Foot of \$310 was up 3.7% from \$299 last month and up 9.2% from \$284 in June of last year.

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



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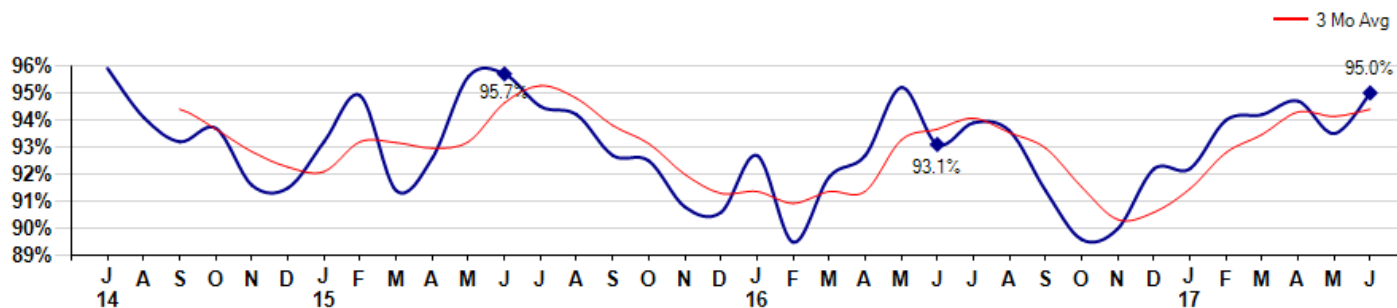


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### Selling Price vs Listing Price

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 June 2017 Selling Price vs List Price of 95.0% was up from 93.5% last month and up from 93.1% in June of last year.

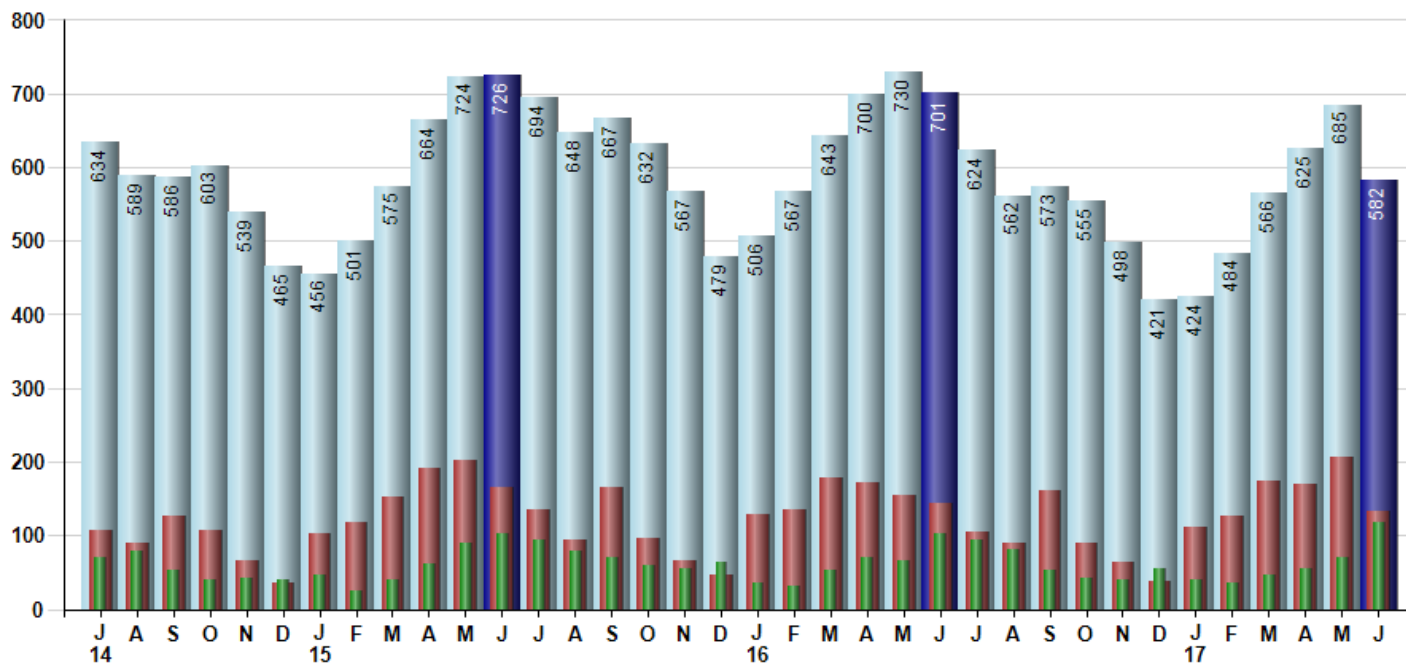
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 June 2017 was 133, down -35.7% from 207 last month and down -7.0% from 143 in June of last year.

Inventory (light blue), New Listings (red), Sold (green)



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