

## City: Fairfield



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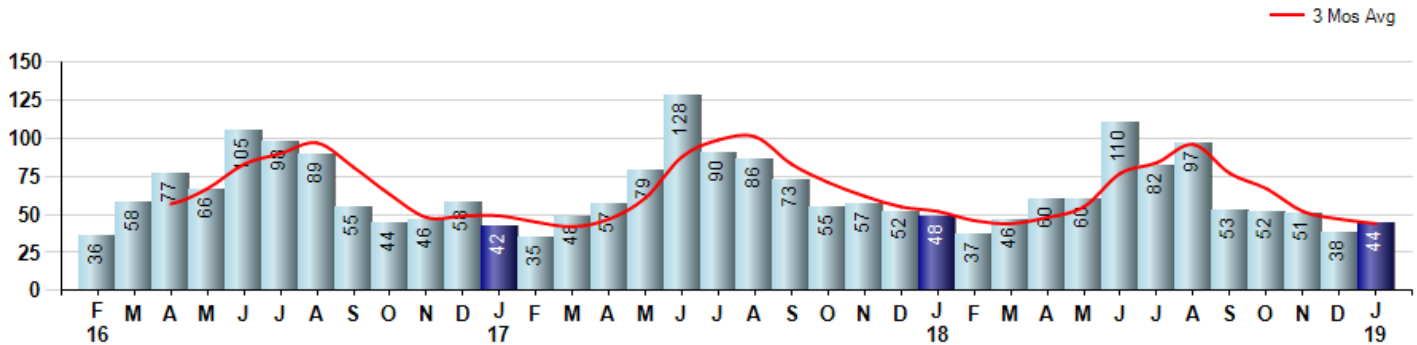
Price Range: 0 to 999999999 | Properties: Single Family Home

| Market Profile & Trends Overview                     | Month       | Trending Versus*: |      |     |       | YTD       | Trending Versus*: |           |
|--|-------------|-------------------|------|-----|-------|-----------|-------------------|-----------|
|  |             | LM                | L3M  | PYM | LY    |           | PriorYTD          | PriorYear |
| Median List Price of all Current Listings            | \$749,000   | 1%                |      | -6% |       |           |                   |           |
| Average List Price of all Current Listings           | \$1,226,848 | 0%                |      | 10% |       |           |                   |           |
| January Median Sales Price                           | \$600,000   | -7%               | 1%   | 7%  | -5%   | \$600,000 | 7%                | -5%       |
| January Average Sales Price                          | \$780,172   | -9%               | 6%   | 0%  | 1%    | \$780,172 | 0%                | 1%        |
| Total Properties Currently for Sale (Inventory)      | 362         | 4%                |      | 22% |       |           |                   |           |
| January Number of Properties Sold                    | 44          | 16%               |      | -8% |       |           | 0%                |           |
| January Average Days on Market (Solds)               | 111         | -7%               | 13%  | 34% | 39%   | 111       | 34%               | 39%       |
| Asking Price per Square Foot (based on New Listings) | \$307       | 4%                | 2%   | 9%  | 2%    | \$307     | 9%                | 2%        |
| January Sold Price per Square Foot                   | \$244       | -17%              | -11% | -8% | -13%  | \$244     | -8%               | -13%      |
| January Month's Supply of Inventory                  | 8.2         | -10%              | -4%  | 33% | 8%    | 8.2       | 33%               | 8%        |
| January Sale Price vs List Price Ratio               | 92.2%       | 2.8%              | 0%   | 1%  | -1.4% | 92.2%     | 1.3%              | -1.4%     |

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

### Property Sales

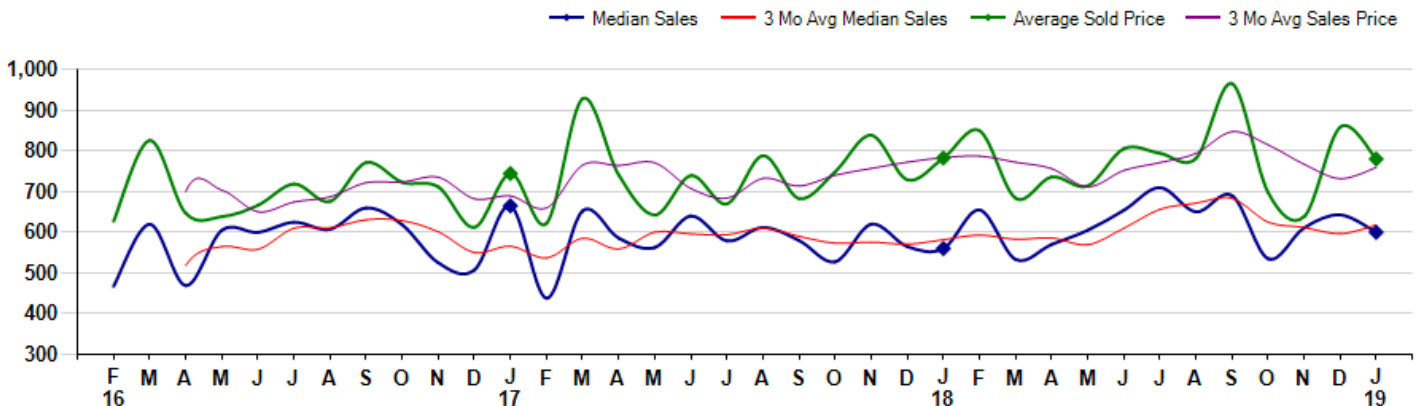
January Property sales were 44, down -8.3% from 48 in January of 2018 and 15.8% higher than the 38 sales last month. January 2019 sales were at a mid level compared to January of 2018 and 2017. January YTD sales of 44 are running -8.3% behind last year's year-to-date sales of 48.



### Prices

The Median Sales Price in January was \$600,000, up 7.1% from \$560,000 in January of 2018 and down -6.7% from \$643,000 last month. The Average Sales Price in January was \$780,172, down -0.3% from \$782,392 in January of 2018 and down -9.1% from \$858,586 last month. January 2019 ASP was at a mid range compared to January of 2018 and 2017.

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



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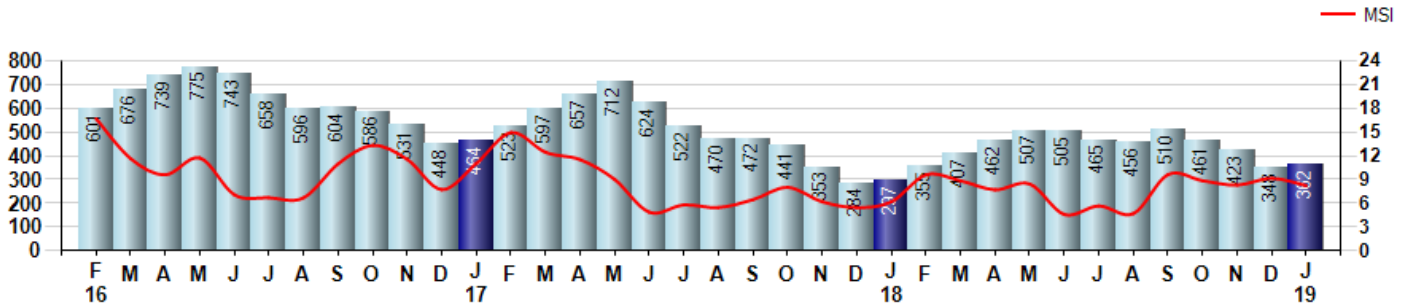
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### Inventory & MSI

The Total Inventory of Properties available for sale as of January was 362, up 4.0% from 348 last month and up 21.9% from 297 in January of last year. January 2019 Inventory was at a mid range compared to January of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2019 MSI of 8.2 months was at a mid range compared with January of 2018 and 2017.

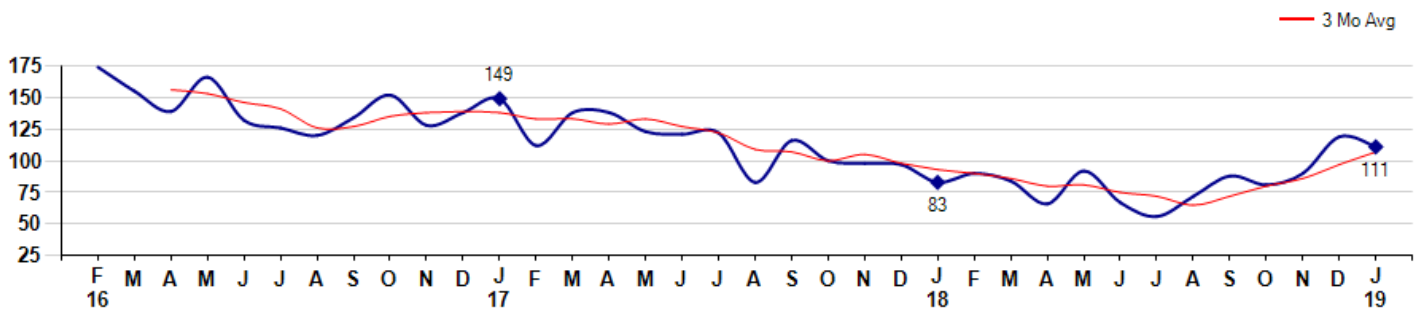
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 January was 111, down -6.7% from 119 days last month and up 33.7% from 83 days in January of last year. The January 2019 DOM was at a mid range compared with January of 2018 and 2017.

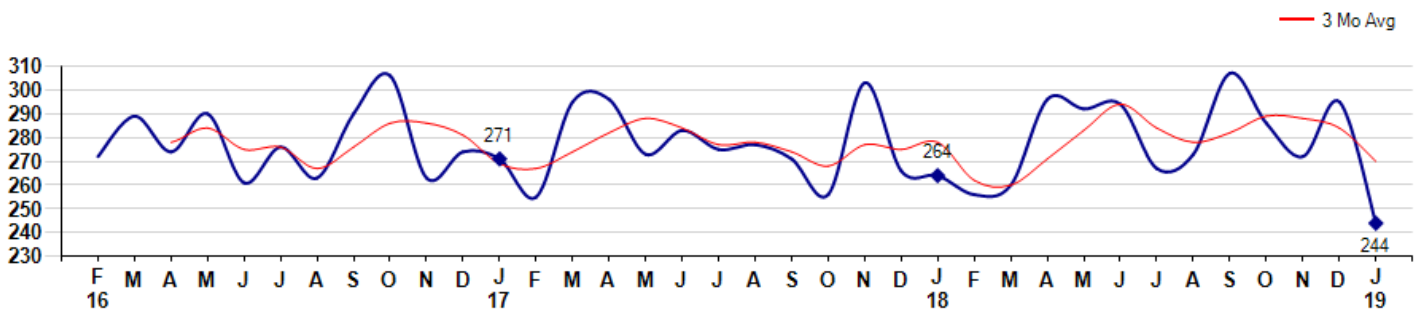
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 January 2019 Selling Price per Square Foot of \$244 was down -17.3% from \$295 last month and down -7.6% from \$264 in January of last year.

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



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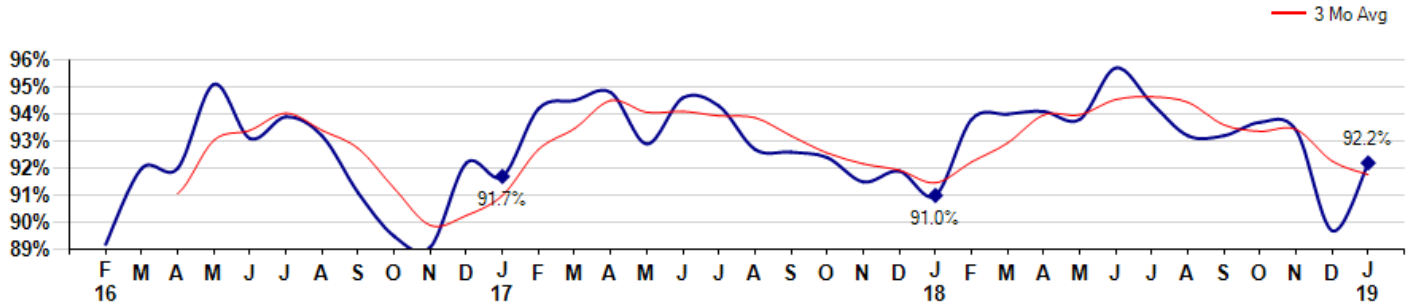


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### Selling Price vs Listing Price

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 January 2019 Selling Price vs List Price of 92.2% was up from 89.7% last month and up from 91.0% in January of last year.

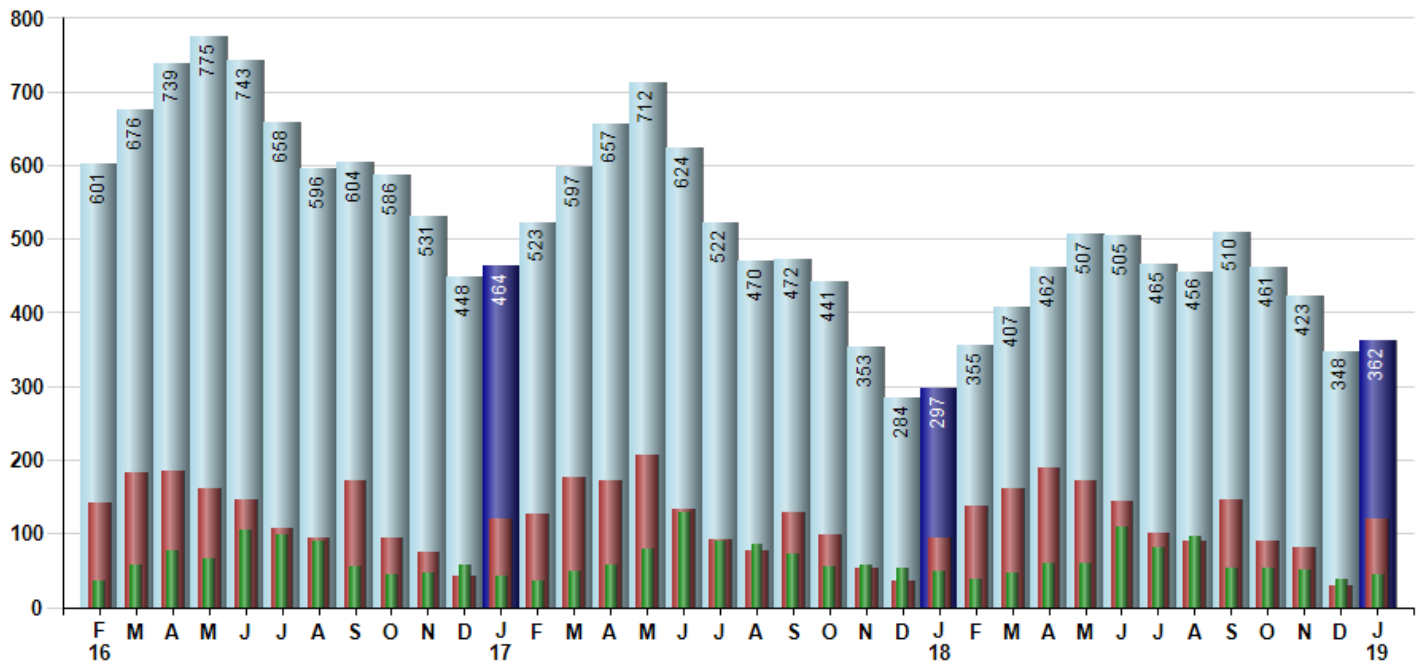
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 January 2019 was 121, up 317.2% from 29 last month and up 27.4% from 95 in January of last year.

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



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