Imarket Action Report

November 2019

City: Fairfield



Barbara Sweeney Residential Real Estate Specialist

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

	Trending Versus*					Trending Versus*:	
Month	LM	L3M	PYM	LY	YTD	PriorYTĎ	PriorYear
\$789,000	-1%		<mark>9</mark> %				
\$1,226,552	2%		6%				
\$545,000	7%	-5%	-11%	-14%	\$580,000	-8%	-8%
\$714,214	8%	5%	12%	-8%	\$707,003	-8%	-9%
432	-12%		1%				
53	6%		4%			4%	
133	37%	45%	48%	64%	91	20%	12%
\$278	-3%	-6%	-7%	-7%	\$295	-1%	-1%
\$253	-13%	-8%	-7%	-9%	\$271	-3%	-3%
8.2	-17%	-5%	-3%	6%	8.0	6%	4%
89.0%	-3.4%	-4%	-5%	-4.9%	9 3.1%	-0.8%	-0.5%
	\$789,000 \$1,226,552 \$545,000 \$714,214 432 53 133 \$278 \$253 8.2 89.0%	\$789,000 -1% \$1,226,552 2% \$545,000 7% \$714,214 8% 432 -12% 53 6% 133 37% \$278 -3% \$253 -13% 8.2 -17% 89.0% -3.4%	\$789,000 -1% \$1,226,552 2% \$545,000 7% -5% \$714,214 8% 5% 432 -12% -12% 133 37% 45% \$278 -3% -6% \$253 -13% -8% 8.2 -17% -5%	\$789,000 -1% 9% \$1,226,552 2% 6% \$545,000 7% -5% -11% \$714,214 8% 5% 12% 432 -12% 1% 1% 53 6% 4% 48% \$278 -3% -6% -7% \$253 -13% -8% -7% \$253 -13% -8% -7% \$8.2 -17% -5% -3% \$9.0% -3.4% -4% -5%	\$789,000 -1% 9% \$1,226,552 2% 6% \$545,000 7% -5% -11% \$714,214 8% 5% 12% -8% 432 -12% 1% - 53 6% 4% - 133 37% 45% 48% 64% \$278 -3% -6% -7% -7% \$253 -13% -8% -7% -9% 8.2 -17% -5% -3% 6% 89.0% -3.4% -4% -5% -4.9%	\$789,000 -1% 9% \$1,226,552 2% 6% \$545,000 7% -5% -11% -14% \$580,000 \$714,214 8% 5% 12% -8% \$707,003 432 -12% 1% 53 6% 4% 133 37% 45% 48% 64% 91 \$278 -3% -6% -7% -7% \$295 \$253 -13% -8% -7% -9% \$271 8.2 -17% -5% -3% 6% 8.0 89.0% -3.4% -4% -5% -4.9% 93.1%	\$789,000 -1% 9% -176 176 \$1,226,552 2% 6% - - \$545,000 7% -5% -11% -14% \$580,000 -8% \$545,000 7% -5% -11% -14% \$580,000 -8% \$714,214 8% 5% 12% -8% \$707,003 -8% 432 -12% 1% - - 4% 4% 133 37% 45% 48% 64% 91 20% \$278 -3% -6% -7% -7% \$295 -1% \$253 -13% -8% -7% -9% \$271 -3% 8.2 -17% -5% -3% 6% 8.0 6% 89.0% -3.4% -4% -5% -4.9% 93.1% -0.8%

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

Property Sales

November Property sales were 53, up 3.9% from 51 in November of 2018 and 6.0% higher than the 50 sales last month. November 2019 sales were at a mid level compared to November of 2018 and 2017. November YTD sales of 722 are running 3.7% ahead of last year's year-to-date sales of 696.



The Median Sales Price in November was \$545,000, down -10.8% from \$611,000 in November of 2018 and up 6.7% from \$510,750 last month. The Average Sales Price in November was \$714,214, up 11.8% from \$638,687 in November of 2018 and up 7.6% from \$663,973 last month. November 2019 ASP was at a mid range compared to November of 2018 and 2017.

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

= 3 Mo Avg Median Sales 🛛 🛶 Average Sold Price 🛛 —— 3 Mo Avg Sales Price Median Sales 1,000 900 800 700 600 500 400 300 D 0 0 D J 0 D J M Δ S 16 17 18 19

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Based on information from SmartMLS for the period 12/1/2016 through 11/30/2019. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.

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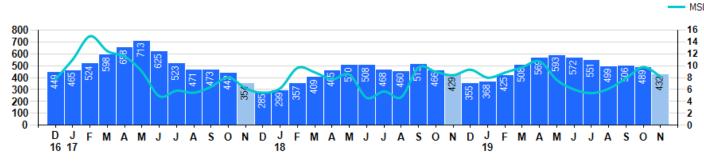
Price Range: 0 to 999999999 | Properties: Single Family Home

Inventory & MSI

The Total Inventory of Properties available for sale as of November was 432, down -11.7% from 489 last month and up 0.7% from 429 in November of last year. November 2019 Inventory was at highest level compared to November of 2018 and 2017.

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

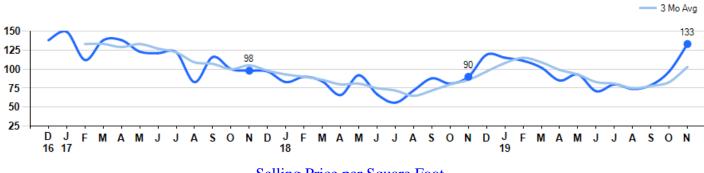
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



Market Time

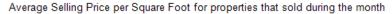
The average Days On Market(DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for November was 133, up 37.1% from 97 days last month and up 47.8% from 90 days in November of last year. The November 2019 DOM was at its highest level compared with November of 2018 and 2017.

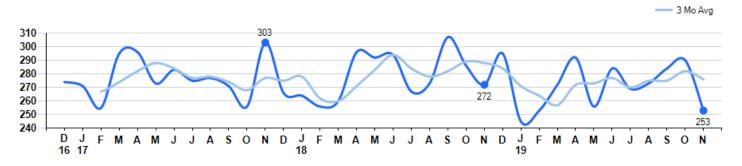
Average Days on Market(Listing to Contract) for properties sold during the month



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 November 2019 Selling Price per Square Foot of \$253 was down -12.8% from \$290 last month and down -7.0% from \$272 in November of last year.





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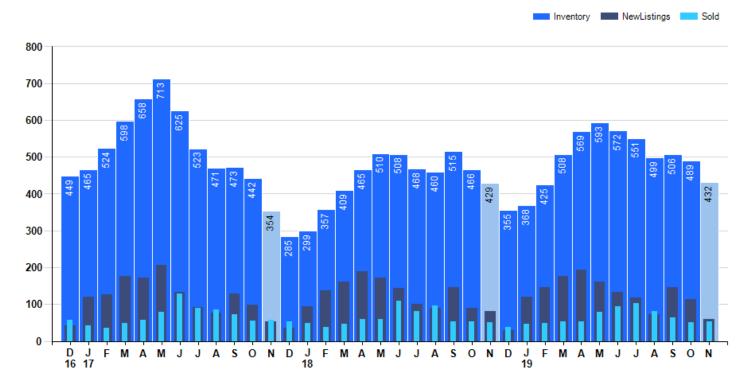
Selling Price vs Listing Price

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 November 2019 Selling Price vs List Price of 89.0% was down from 92.1% last month and down from 93.4% in November of last year.

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



'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 November 2019 was 60, down -46.9% from 113 last month and down -25.0% from 80 in November of last year.



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