

City: Fairfield



Barbara Sweeney

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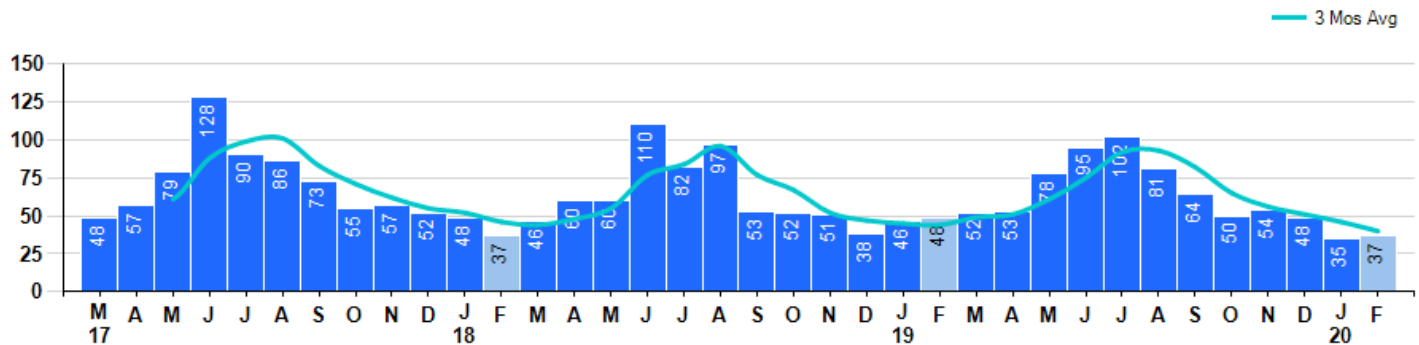
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$789,500	1%		0%				
Average List Price of all Current Listings	\$1,177,946	-1%		1%				
February Median Sales Price	\$530,000	-17%	-9%	-2%	-10%	\$565,000	2%	-4%
February Average Sales Price	\$589,405	-52%	-26%	-15%	-19%	\$894,710	23%	23%
Total Properties Currently for Sale (Inventory)	448	12%		5%				
February Number of Properties Sold	37	6%		-23%		72	-23%	
February Average Days on Market (Solds)	114	5%	-3%	3%	23%	112	-1%	20%
Asking Price per Square Foot (based on New Listings)	\$304	2%	2%	-2%	3%	\$302	-1%	3%
February Sold Price per Square Foot	\$240	-8%	-4%	-5%	-11%	\$251	1%	-7%
February Month's Supply of Inventory	12.1	6%	17%	37%	52%	11.8	40%	47%
February Sale Price vs List Price Ratio	91.6%	-2.4%	1%	-1%	-1.4%	92.7%	0.5%	-0.2%

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

Property Sales

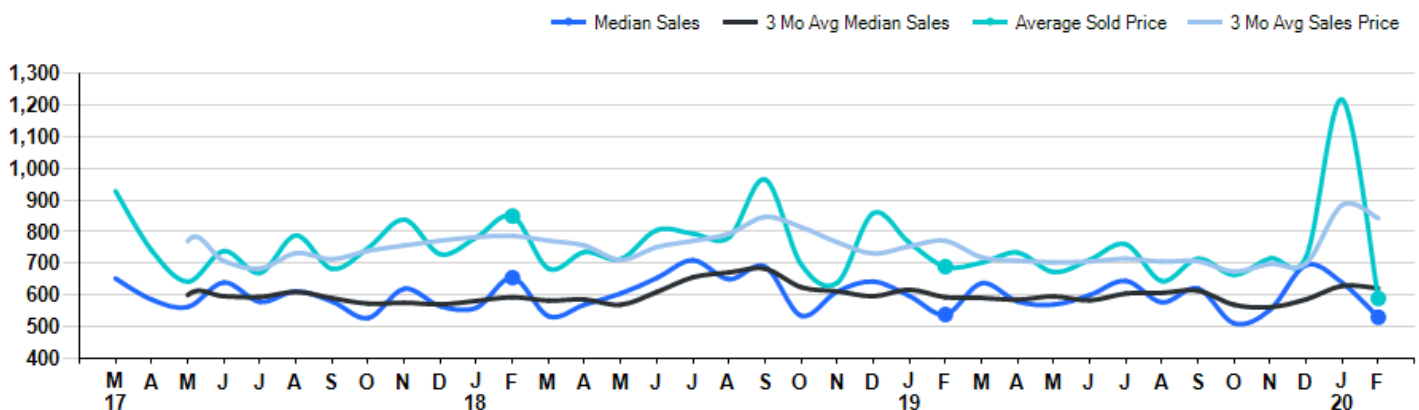
February Property sales were 37, down -22.9% from 48 in February of 2019 and 5.7% higher than the 35 sales last month. February 2020 sales were at their lowest level compared to February of 2019 and 2018. February YTD sales of 72 are running -23.4% behind last year's year-to-date sales of 94.



Prices

The Median Sales Price in February was \$530,000, down -1.6% from \$538,700 in February of 2019 and down -17.1% from \$639,000 last month. The Average Sales Price in February was \$589,405, down -14.6% from \$689,849 in February of 2019 and down -51.6% from \$1,217,461 last month. February 2020 ASP was at the lowest level compared to February of 2019 and 2018.

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





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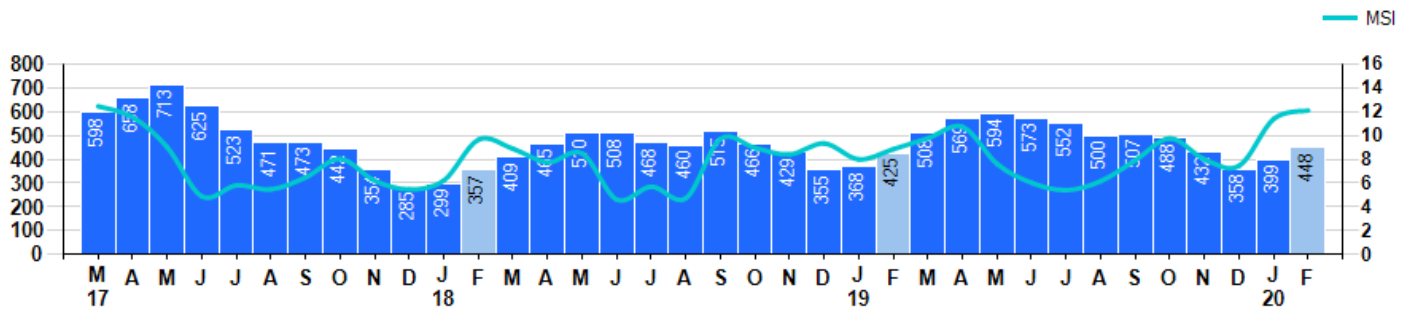
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Inventory & MSI

The Total Inventory of Properties available for sale as of February was 448, up 12.3% from 399 last month and up 5.4% from 425 in February of last year. February 2020 Inventory was at highest level compared to February of 2019 and 2018.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2020 MSI of 12.1 months was at its highest level compared with February of 2019 and 2018.

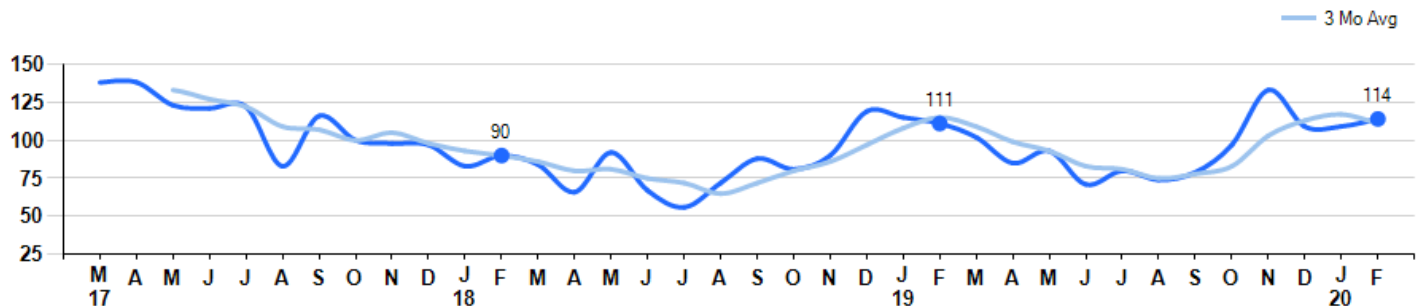
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 February was 114, up 4.6% from 109 days last month and up 2.7% from 111 days in February of last year. The February 2020 DOM was at its highest level compared with February of 2019 and 2018.

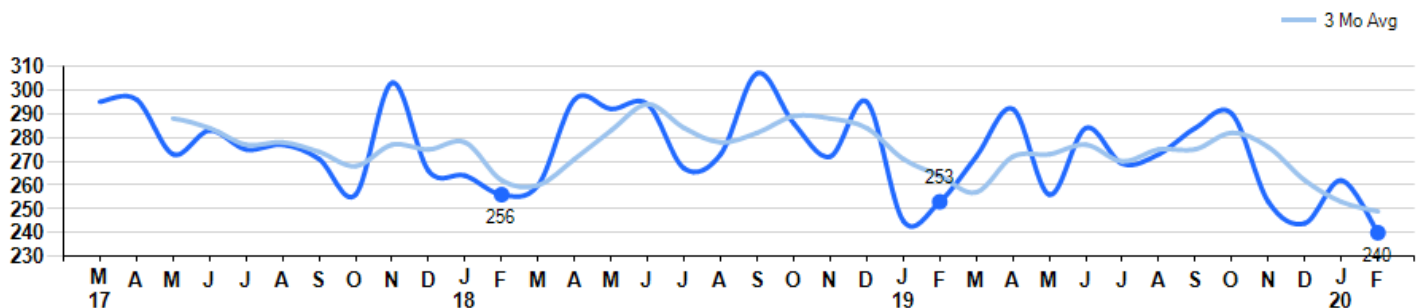
Average Days on Market (Listing to Contract) for properties sold during the month



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 February 2020 Selling Price per Square Foot of \$240 was down -8.4% from \$262 last month and down -5.1% from \$253 in February of last year.

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





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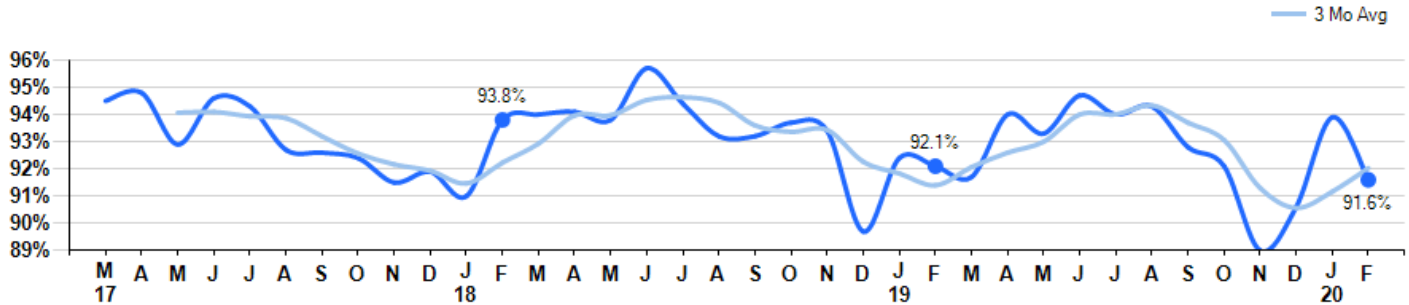
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Selling Price vs Listing Price

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 February 2020 Selling Price vs List Price of 91.6% was down from 93.9% last month and down from 92.1% in February 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 February 2020 was 137, up 2.2% from 134 last month and down -6.2% from 146 in February of last year.

Inventory NewListings Sold

