

# MARKET ACTION REPORT

June 2010

City: *Fairfield*

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Broker

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Personal Attention. Proven Results



Price Range: Below to 100,000,000 | Properties: Single Family - Condo - TwnHm

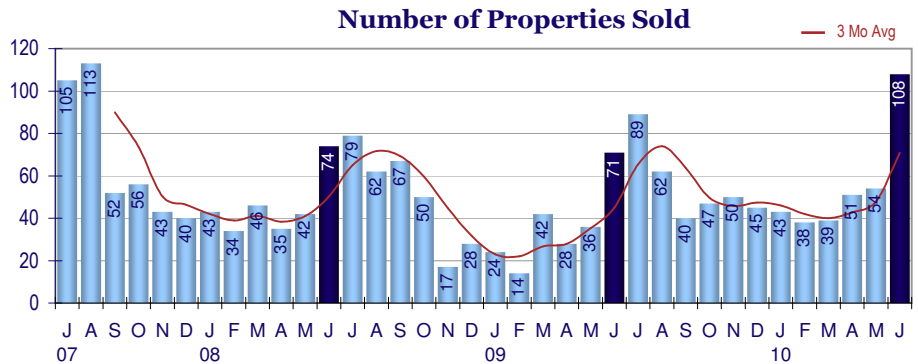
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$615,000	-2%		-5%				
Average List Price of all Current Listings	\$980,183	4%		-3%				
June Median Sales Price	\$528,750	2%	2%	-11%	-0%	\$518,000	-0%	-2%
June Average Sales Price	\$747,847	21%	10%	5%	13%	\$672,911	-0%	1%
Total Properties Currently for Sale (Inventory)	665	-2%		-1%				
June Number of Properties Sold	108	100%		52%		333	55%	
June Average Days on Market (Solds)	101	-11%	0%	-3%	-3%	104	2%	0%
Asking Price per Square Foot (based on New Listings)	\$343	2%	2%	1%	-8%	\$332	-18%	-11%
June Sold Price per Square Foot	\$306	10%	5%	1%	6%	\$292	-1%	1%
June Month's Supply of Inventory	6.2	-51%	-43%	-35%	-62%	12.6	-40%	-21%
June Sale Price vs List Price Ratio	95.0%	.1%	1.1%	1.1%	3.3%	93.9%	4.1%	2.1%

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2009) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

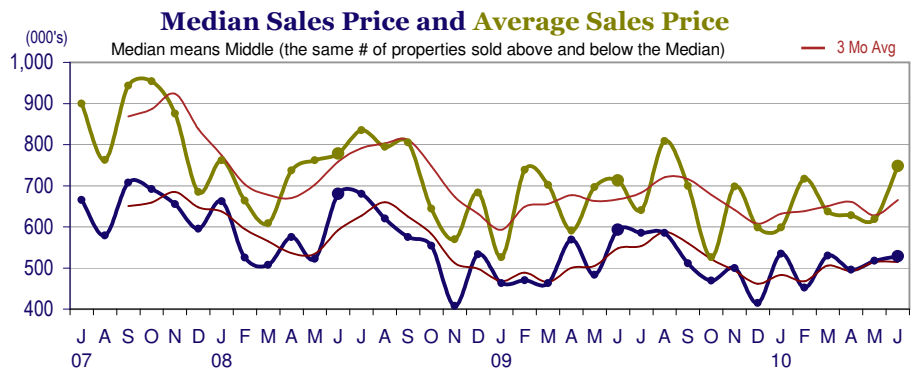
## Property Sales

June Property sales were 108, up 52.1% from 71 in June of 2009 and 100.0% higher than the 54 sales last month. June 2010 sales were at their highest level compared to June of 2009 and 2008. June YTD sales of 333 are running 54.9% ahead of last year's year-to-date sales of 215.



## Prices

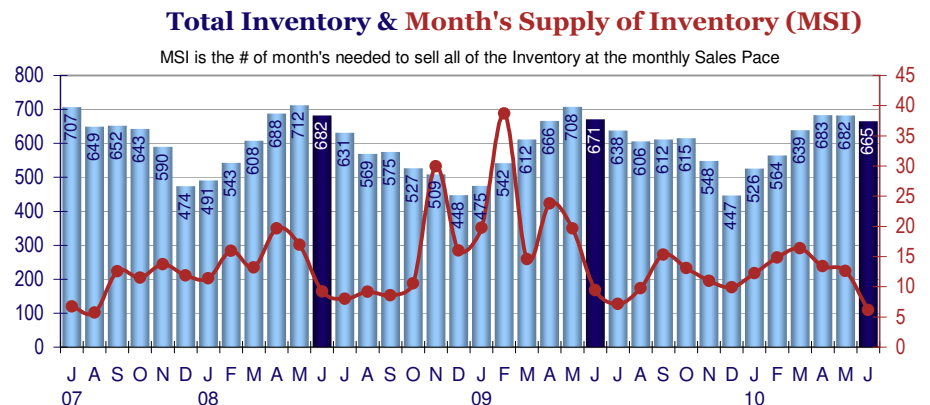
The Median Sales Price in June was \$528,750, down 10.8% from \$593,000 in June of 2009 and up 2.2% from \$517,500 last month. The Average Sales Price in June was \$747,847, up 4.9% from \$712,824 in June of 2009 and up 20.8% from \$619,064 last month. June 2010 ASP was at a mid range compared to June of 2009 and 2008.



## Inventory & MSI

The Total Inventory of Properties available for sale as of June was 665, down 2.5% from 682 last month and down 0.9% from 671 in June of last year. June 2010 Inventory was at its lowest level compared with June of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2010 MSI of 6.2 months was at its lowest level compared with June of 2009 and 2008.



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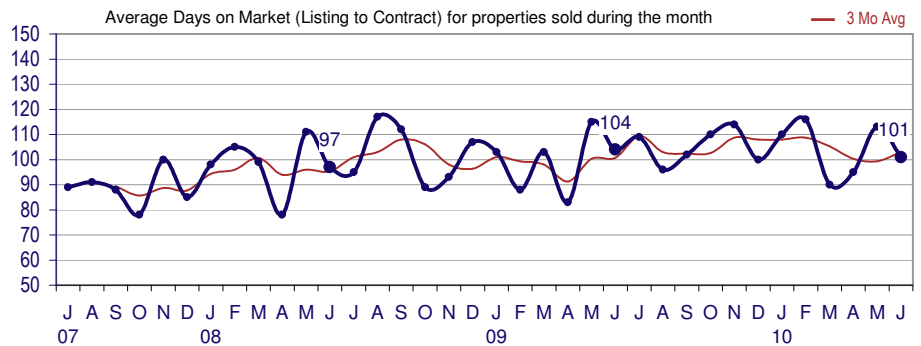


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## Market Time

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 101, down 10.6% from 113 days last month and down 2.9% from 104 days in June of last year. The June 2010 DOM was at a mid level compared with June of 2009 and 2008.

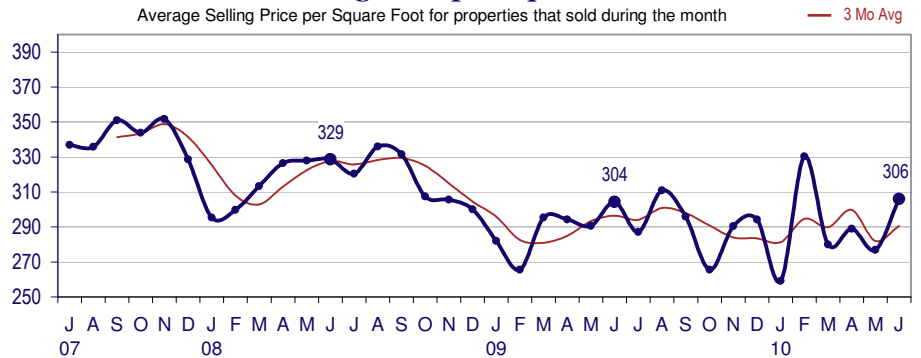
## Days On Market for Sold Properties



## 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 2010 Selling Price per Square Foot of \$306 was up 10.5% from \$277 last month and up 0.5% from 304 in June of last year.

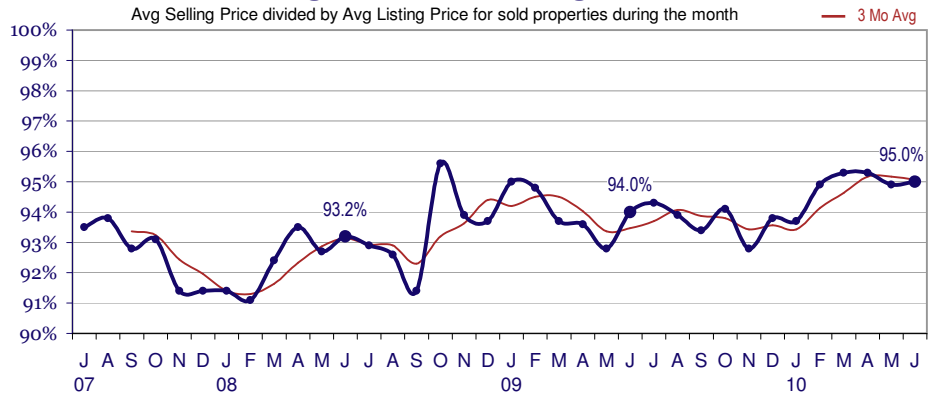
## Selling Price per Square Foot



## Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original 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 2010 Selling Price vs Original List Price of 95.0% was up from 94.9% last month and up from 94.0% in June of last year.

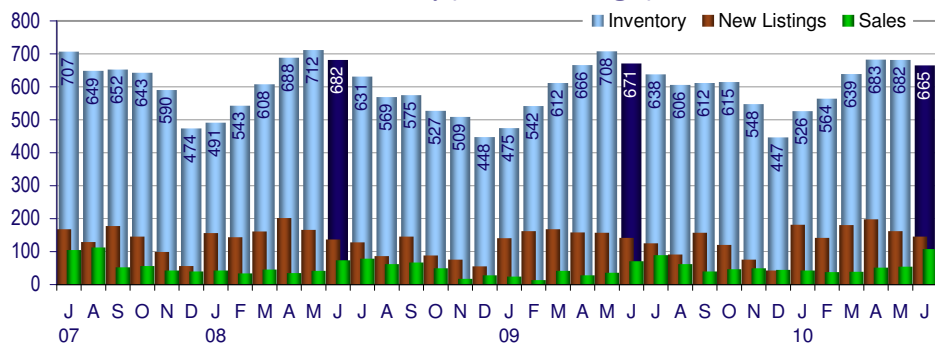
## Selling Price versus Listing Price Ratio



## 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 2010 was 146, down 9.9% from 162 last month and up 2.8% from 142 in June of last year.

## Inventory / New Listings / Sales



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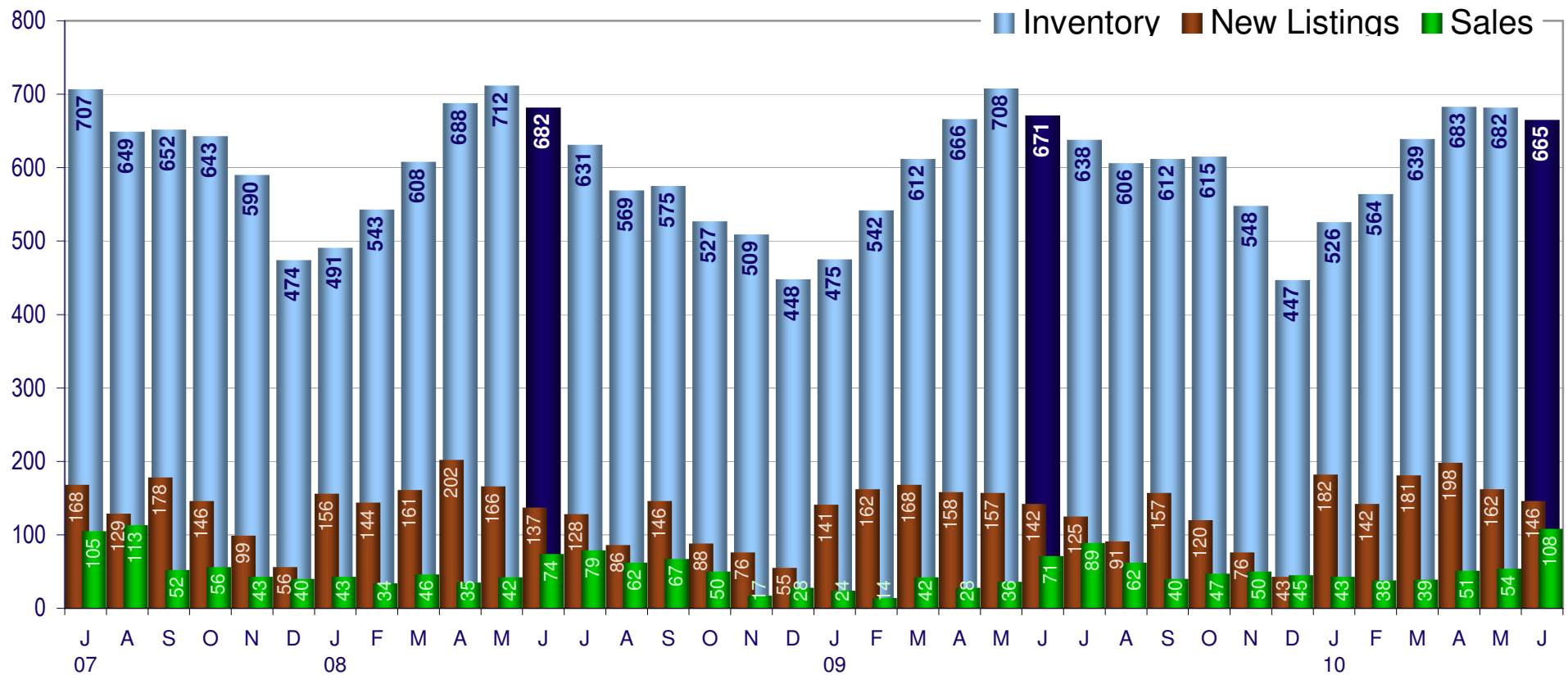
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