

Fairfield, Connecticut
August 2011

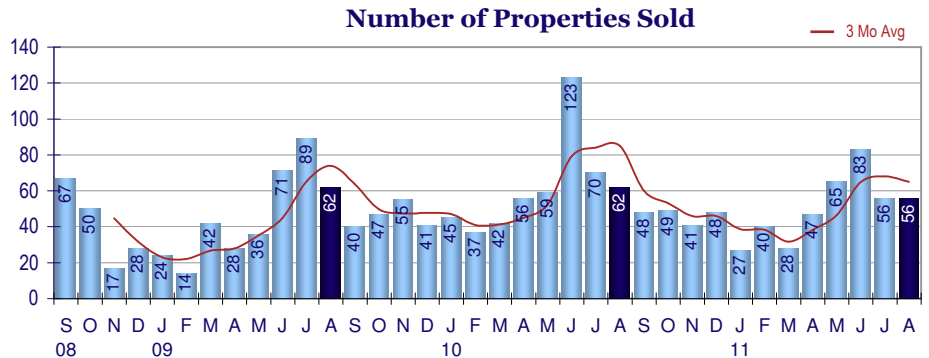
Market Profile & Trends Overview

	Month	Trending versus*:				Trending versus*:		
		LM	L3M	PYM	LY	YTD	Prior YTD	Prior Year
Median List Price of all Current Listings	\$617,000	3%		5%				
Average List Price of all Current Listings	\$1,076,477	-0%		9%				
August Median Sales Price	\$545,250	-2%	-1%	1%	6%	\$544,500	3%	6%
August Average Sales Price	\$729,334	14%	9%	21%	11%	\$675,420	1%	3%
Total Properties Currently for Sale (Inventory)	598	-3%		-2%				
August Number of Properties Sold	56	0%		-10%		402	-19%	
August Average Days on Market (Solds)	117	56%	14%	29%	17%	113	14%	13%
Asking Price per Square Foot (based on New Listings)	\$335	-6%	-2%	12%	4%	\$332	2%	3%
August Sold Price per Square Foot	\$297	1%	-1%	-1%	1%	\$293	-1%	-1%
August Month's Supply of Inventory	10.7	-3%	10%	9%	-7%	12.2	8%	6%
August Sale Price vs List Price Ratio	94.8%	-3%	.2%	.5%	.8%	94.7%	.4%	.7%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2010) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

Property Sales

August Property sales were 56, down 9.7% from 62 in August of 2010 and the same as the 56 sales last month. August 2011 sales were at their lowest level compared to August of 2010 and 2009. August YTD sales of 402 are running 18.6% behind last year's year-to-date sales of 494.



Prices

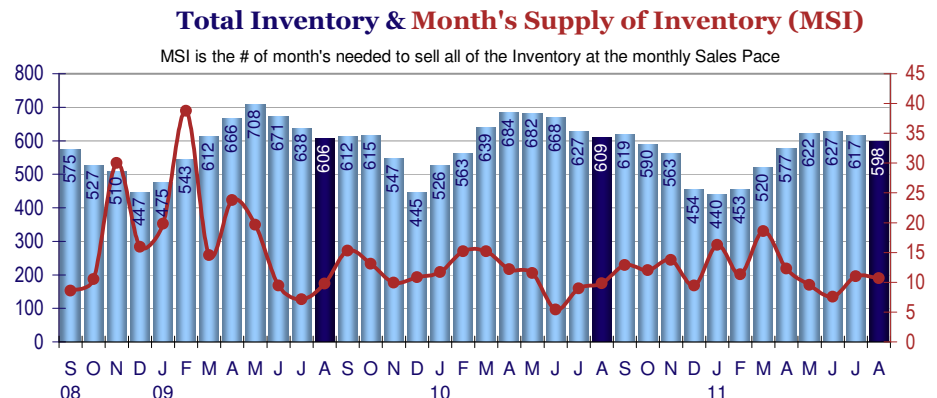
The Median Sales Price in August was \$545,250, up 0.9% from \$540,500 in August of 2010 and down 2.2% from \$557,450 last month. The Average Sales Price in August was \$729,334, up 20.8% from \$603,659 in August of 2010 and up 14.2% from \$638,834 last month. August 2011 ASP was at a mid range compared to August of 2010 and 2009.

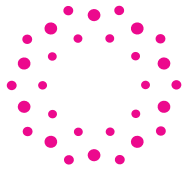


Inventory & MSI

The Total Inventory of Properties available for sale as of August was 598, down 3.1% from 617 last month and down 1.8% from 609 in August of last year. August 2011 Inventory was at its lowest level compared with August of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2011 MSI of 10.7 months was at its highest level compared with August of 2010 and 2009.





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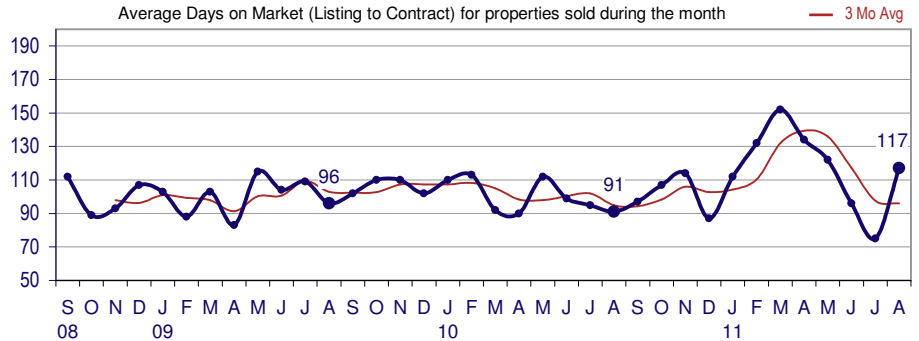
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Market Time

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 August was 117, up 56.0% from 75 days last month and up 28.6% from 91 days in August of last year. The August 2011 DOM was at a mid level compared with August of 2010 and 2009.

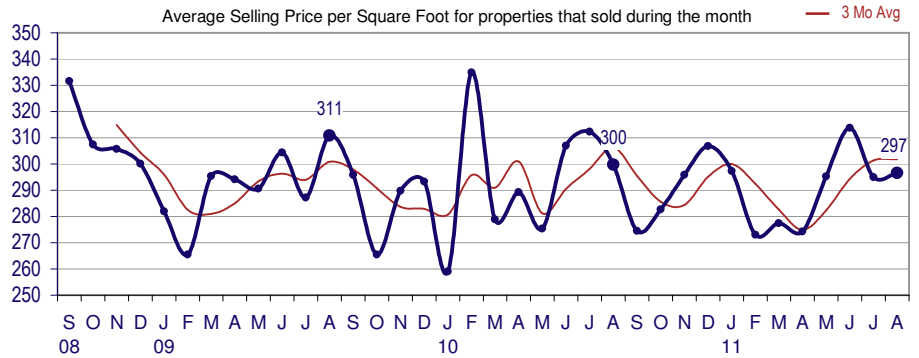
Days On Market for Sold Properties



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 August 2011 Selling Price per Square Foot of \$297 was up 0.5% from \$295 last month and down 1.1% from 300 in August of last year.

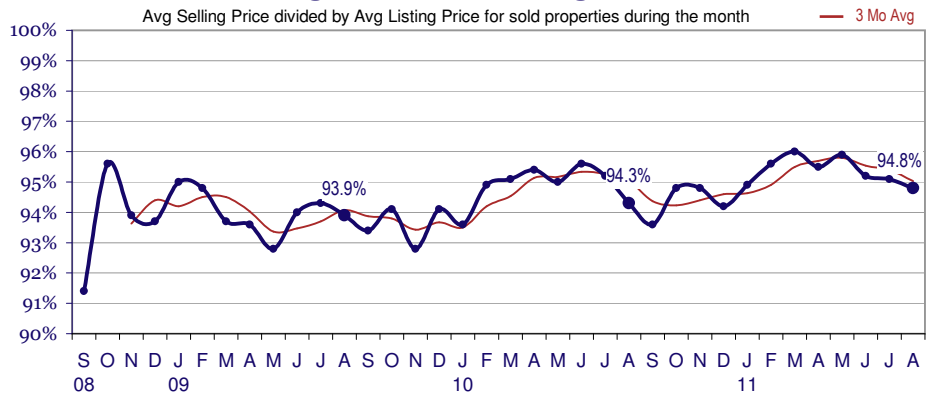
Selling Price per Square Foot



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 August 2011 Selling Price vs Original List Price of 94.8% was down from 95.1% last month and up from 94.3% in August of last year.

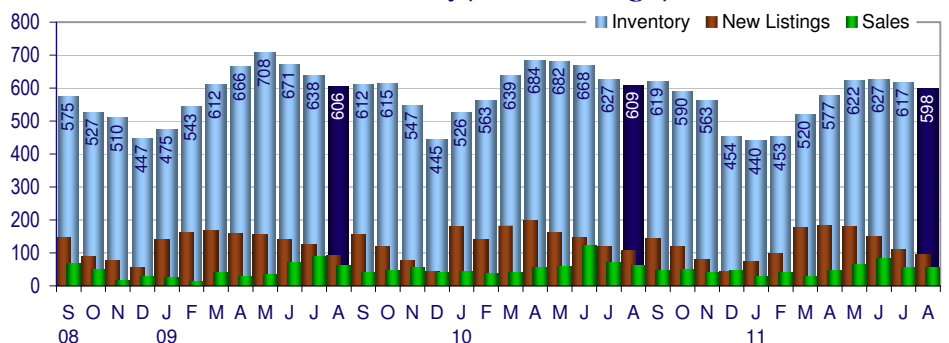
Selling Price versus Listing Price Ratio

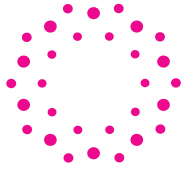


Inventory / New Listings / Sales

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 August 2011 was 95, down 14.4% from 111 last month and down 12.0% from 108 in August of last year.

Inventory / New Listings / Sales





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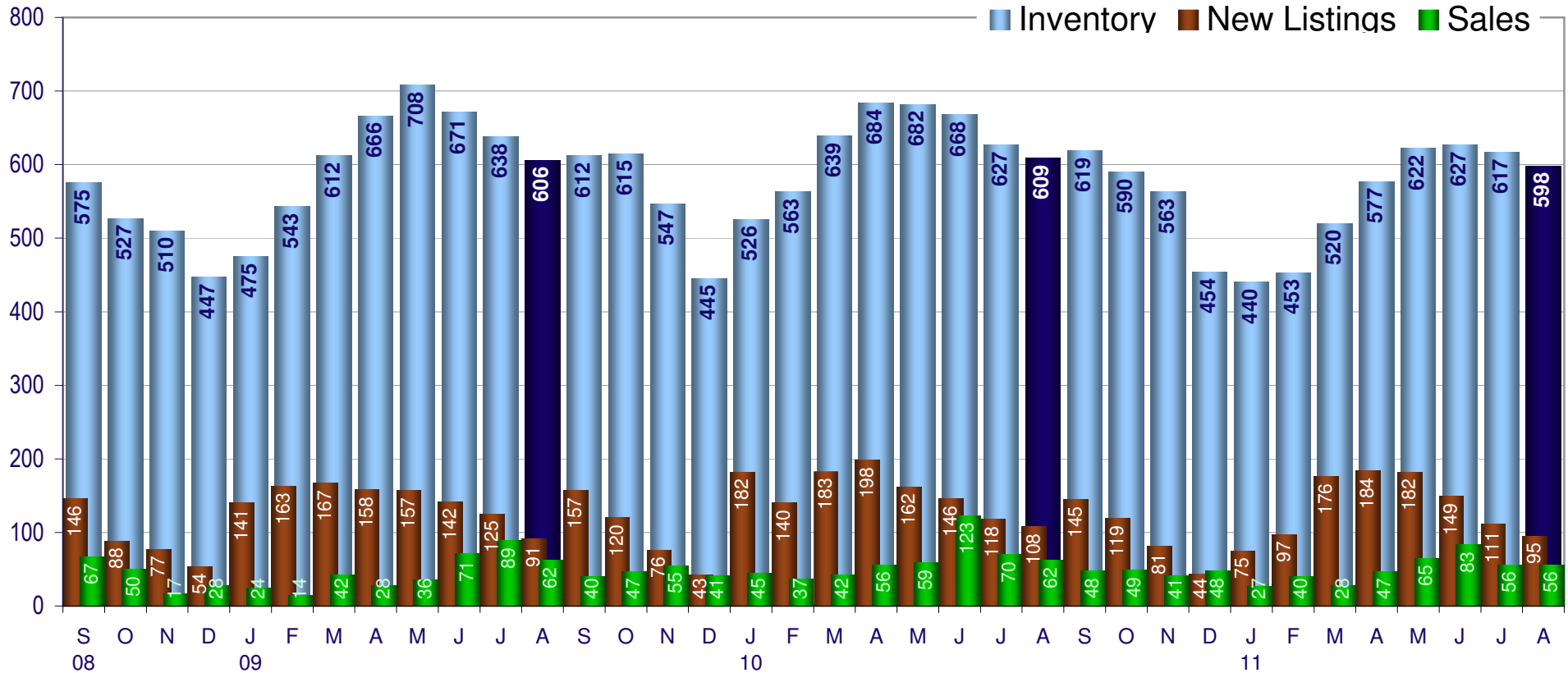
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