

# MARKET ACTION REPORT

August 2011

City: *Fairfield*

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Price Range: All | Properties: Single Family

## 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	\$669,900	0%		7%				
Average List Price of all Current Listings	\$1,172,953	-0%		8%				
August Median Sales Price	\$620,000	11%	10%	15%	19%	\$552,000	2%	6%
August Average Sales Price	\$772,524	18%	12%	26%	12%	\$699,419	0%	2%
Total Properties Currently for Sale (Inventory)	511	-4%		0%				
August Number of Properties Sold	51	-2%		-11%		365	-16%	
August Average Days on Market (Solds)	117	60%	19%	30%	19%	109	14%	11%
Asking Price per Square Foot (based on New Listings)	\$345	-5%	-3%	16%	4%	\$344	3%	4%
August Sold Price per Square Foot	\$307	3%	0%	1%	2%	\$299	-1%	-0%
August Month's Supply of Inventory	10.0	-2%	11%	12%	-9%	11.6	8%	5%
August Sale Price vs List Price Ratio	95.1%	-3%	-4%	-8%	1.2%	94.8%	-6%	-9%

\* 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 51, down 10.5% from 57 in August of 2010 and 1.9% lower than the 52 sales last month. August 2011 sales were at their lowest level compared to August of 2010 and 2009. August YTD sales of 365 are running 16.1% behind last year's year-to-date sales of 435.



## Prices

The Median Sales Price in August was \$620,000, up 14.6% from \$541,000 in August of 2010 and up 11.2% from \$557,450 last month. The Average Sales Price in August was \$772,524, up 25.5% from \$615,331 in August of 2010 and up 18.3% from \$653,051 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 511, down 3.6% from 530 last month and equal to 511 in August of last year. August 2011 Inventory was at its highest 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 10.0 months was at its highest level compared with August of 2010 and 2009.



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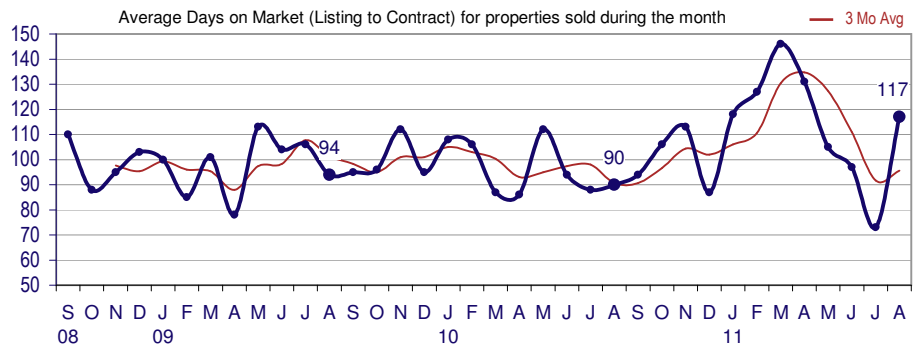


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## Market Time

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 60.3% from 73 days last month and up 30.0% from 90 days in August of last year. The August 2011 DOM was at a mid level compared with August of 2010 and 2009.

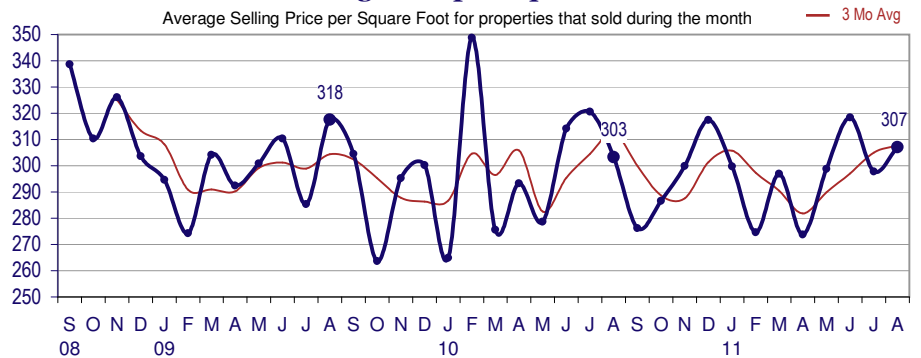
## Days On Market for Sold Properties



## 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 \$307 was up 3.1% from \$298 last month and up 1.2% from 303 in August of last year.

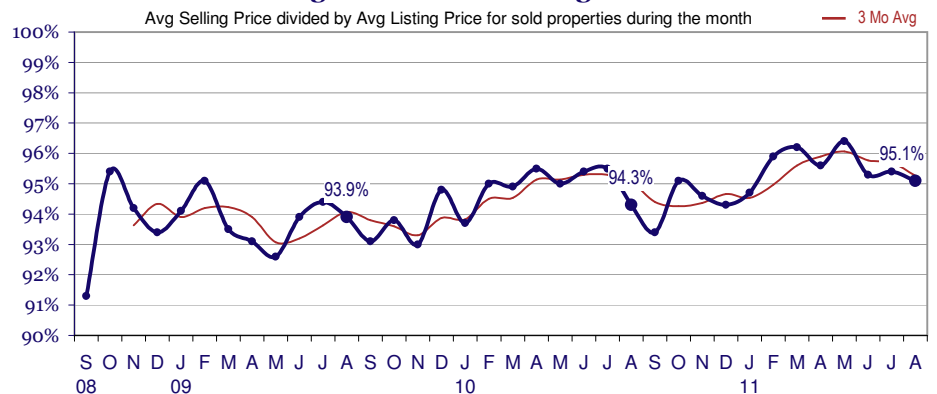
## Selling Price per Square Foot



## 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 95.1% was down from 95.4% last month and up from 94.3% in August of last year.

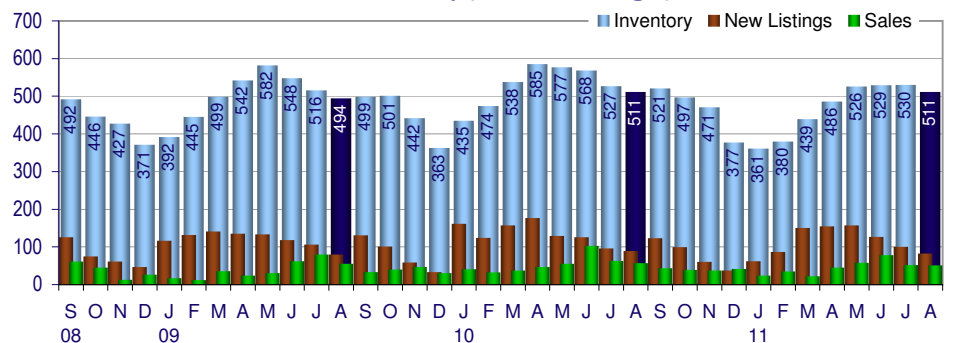
## Selling Price versus Listing Price Ratio



## 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 82, down 18.0% from 100 last month and down 7.9% from 89 in August of last year.

## Inventory / New Listings / Sales



# Inventory / Listings / Sales

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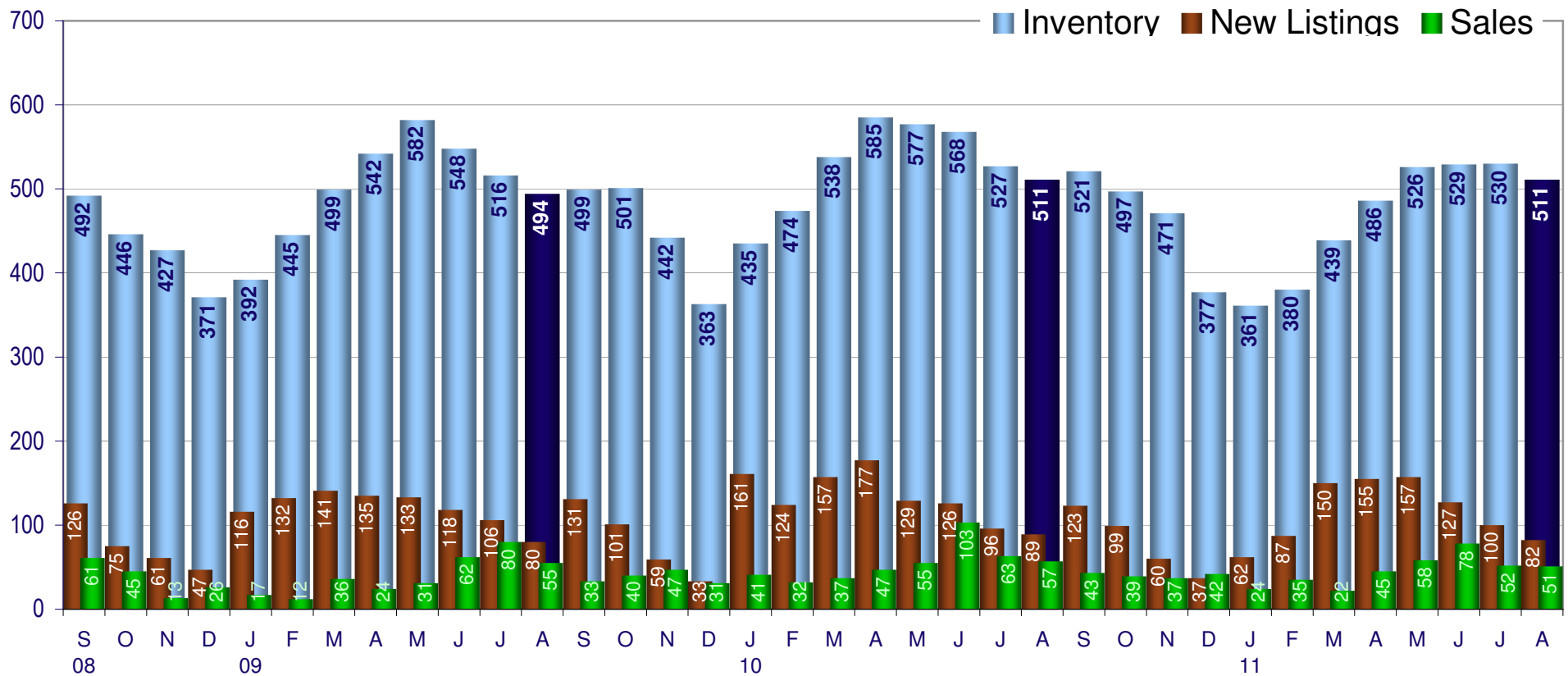
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