

City: *Fairfield*

Andy Klein

Fine Homes Specialist

917-554-4435

andykleinhomes.com



Price Range: All | Properties: Single Family

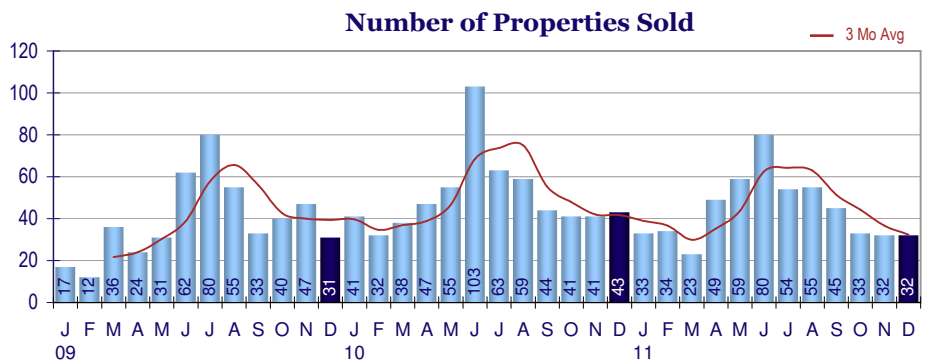
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$667,000	0%		8%				
Average List Price of all Current Listings	\$1,166,590	-2%		10%				
December Median Sales Price	\$432,500	-14%	-17%	-8%	-17%	\$549,000	6%	6%
December Average Sales Price	\$685,580	32%	2%	9%	0%	\$691,426	2%	1%
Total Properties Currently for Sale (Inventory)	380	-19%		1%				
December Number of Properties Sold	32	0%		-26%		529	-13%	
December Average Days on Market (Solds)	89	-14%	-9%	3%	-9%	104	7%	6%
Asking Price per Square Foot (based on New Listings)	\$306	-6%	-9%	2%	-8%	\$339	3%	2%
December Sold Price per Square Foot	\$289	7%	-3%	-8%	-3%	\$298	-1%	-0%
December Month's Supply of Inventory	11.9	-19%	-15%	36%	11%	11.5	7%	7%
December Sale Price vs List Price Ratio	94.4%	-6%	1.0%	.2%	.5%	94.4%	.4%	.4%

* 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)

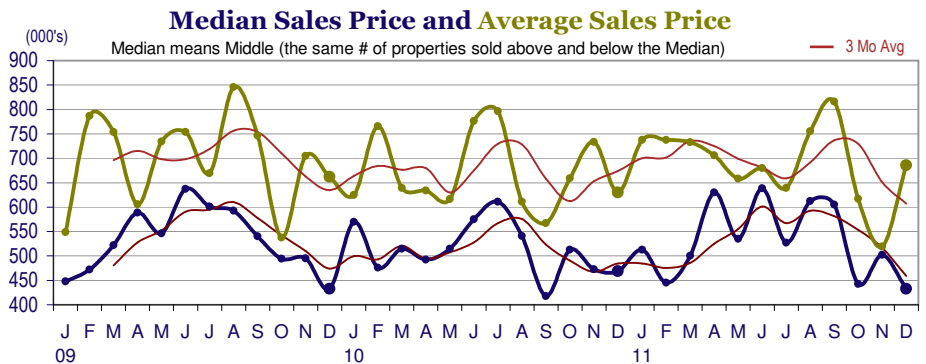
Property Sales

December Property sales were 32, down 25.6% from 43 in December of 2010 and the same as the 32 sales last month. December 2011 sales were at a mid level compared to December of 2010 and 2009. December YTD sales of 529 are running 12.9% behind last year's year-to-date sales of 607.



Prices

The Median Sales Price in December was \$432,500, down 7.8% from \$469,000 in December of 2010 and down 13.9% from \$502,500 last month. The Average Sales Price in December was \$685,580, up 8.8% from \$630,305 in December of 2010 and up 32.1% from \$519,141 last month. December 2011 ASP was at the highest level compared to December of 2010 and 2009.



Inventory & MSI

The Total Inventory of Properties available for sale as of December was 380, down 19.5% from 472 last month and up 1.3% from 375 in December of last year. December 2011 Inventory was at its highest level compared with December of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2011 MSI of 11.9 months was at its highest level compared with December of 2010 and 2009.

