

City: *Fairfield*

Coldwell Banker Westport Riverside

472 Riverside Avenue
Westport, CT 06880
www.ColdwellBankerMoves.com
203-227-8424



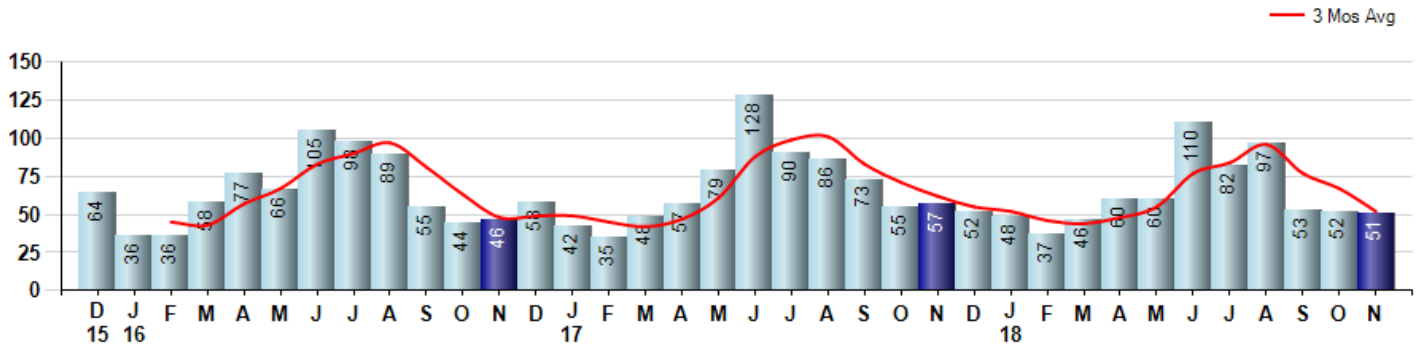
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$749,000	0%		-6%				
Average List Price of all Current Listings	\$1,225,926	7%		10%				
November Median Sales Price	\$611,000	14%	-1%	-2%	4%	\$630,000	6%	7%
November Average Sales Price	\$638,687	-8%	-18%	-24%	-14%	\$771,581	5%	5%
Total Properties Currently for Sale (Inventory)	418	-8%		19%				
November Number of Properties Sold	51	-2%		-11%			-7%	
November Average Days on Market (Solds)	90	11%	11%	-8%	-21%	76	-35%	-33%
Asking Price per Square Foot (based on New Listings)	\$308	5%	-1%	2%	3%	\$302	1%	1%
November Sold Price per Square Foot	\$272	-5%	-4%	-10%	-2%	\$280	0%	1%
November Month's Supply of Inventory	8.2	-6%	-7%	33%	-3%	7.5	-14%	-11%
November Sale Price vs List Price Ratio	93.4%	-0.3%	0%	2%	0.2%	93.8%	0.5%	0.7%

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

Property Sales

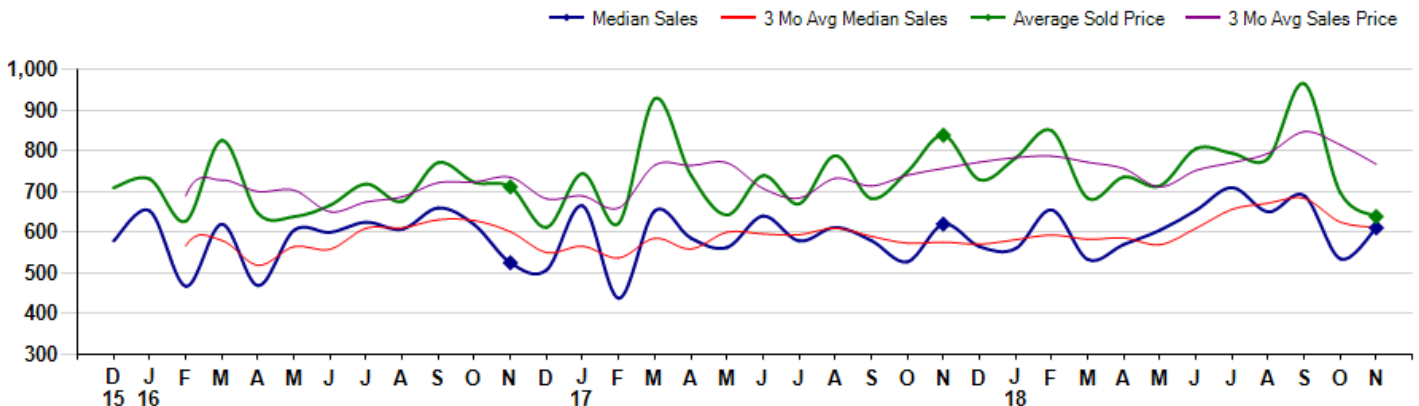
November Property sales were 51, down -10.5% from 57 in November of 2017 and -1.9% lower than the 52 sales last month. November 2018 sales were at a mid level compared to November of 2017 and 2016. November YTD sales of 696 are running -7.2% behind last year's year-to-date sales of 750.



Prices

The Median Sales Price in November was \$611,000, down -1.5% from \$620,000 in November of 2017 and up 14.2% from \$535,000 last month. The Average Sales Price in November was \$638,687, down -23.8% from \$838,582 in November of 2017 and down -8.4% from \$697,630 last month. November 2018 ASP was at the lowest level compared to November of 2017 and 2016.

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



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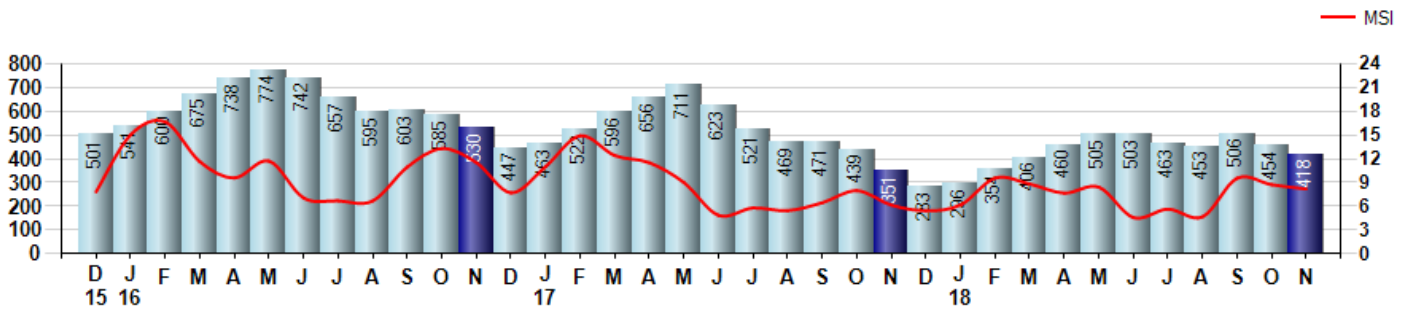
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Inventory & MSI

The Total Inventory of Properties available for sale as of November was 418, down -7.9% from 454 last month and up 19.1% from 351 in November of last year. November 2018 Inventory was at a mid range compared to November of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2018 MSI of 8.2 months was at a mid range compared with November of 2017 and 2016.

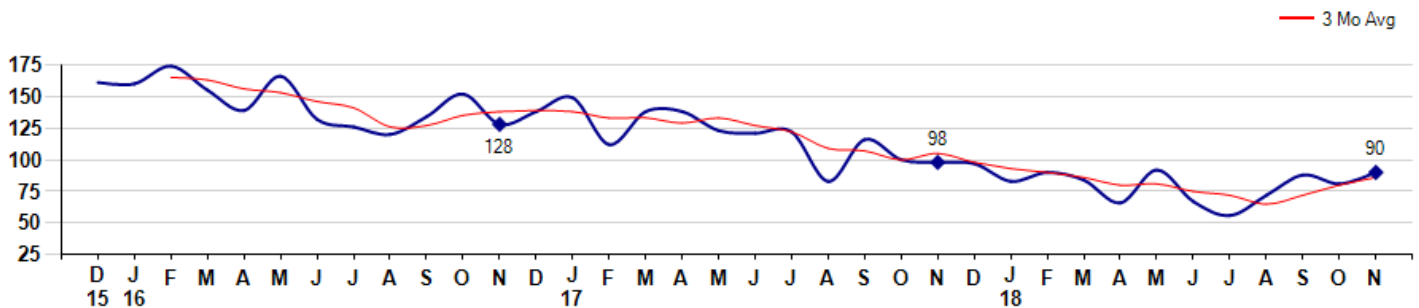
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 November was 90, up 11.1% from 81 days last month and down -8.2% from 98 days in November of last year. The November 2018 DOM was at its lowest level compared with November of 2017 and 2016.

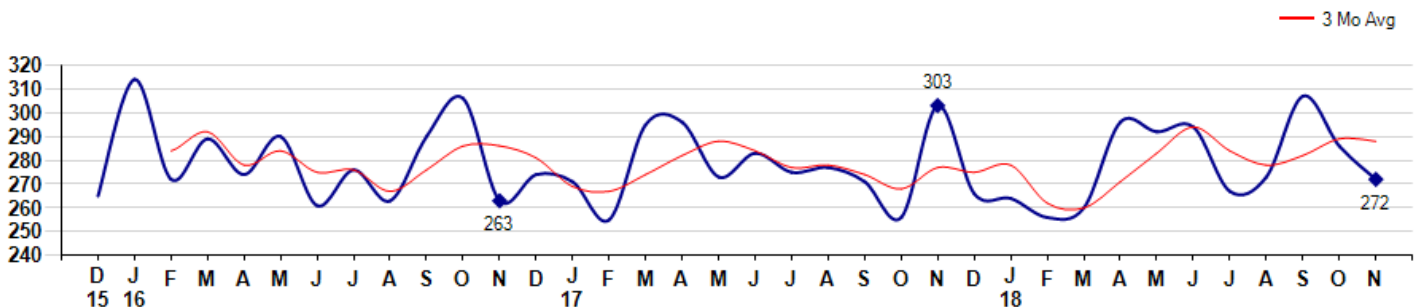
Average Days on Market(Listing to Contract) for properties sold during the month



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 November 2018 Selling Price per Square Foot of \$272 was down -4.9% from \$286 last month and down -10.2% from \$303 in November of last year.

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



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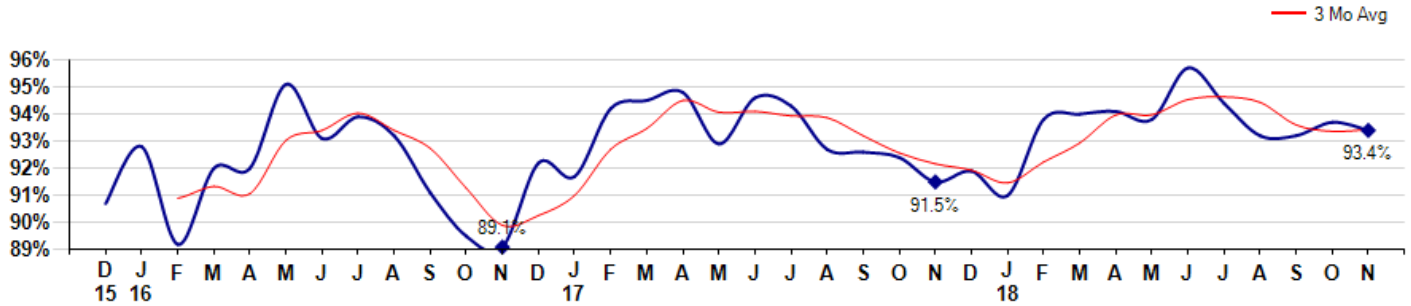


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Selling Price vs Listing Price

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 November 2018 Selling Price vs List Price of 93.4% was down from 93.7% last month and up from 91.5% in November of last year.

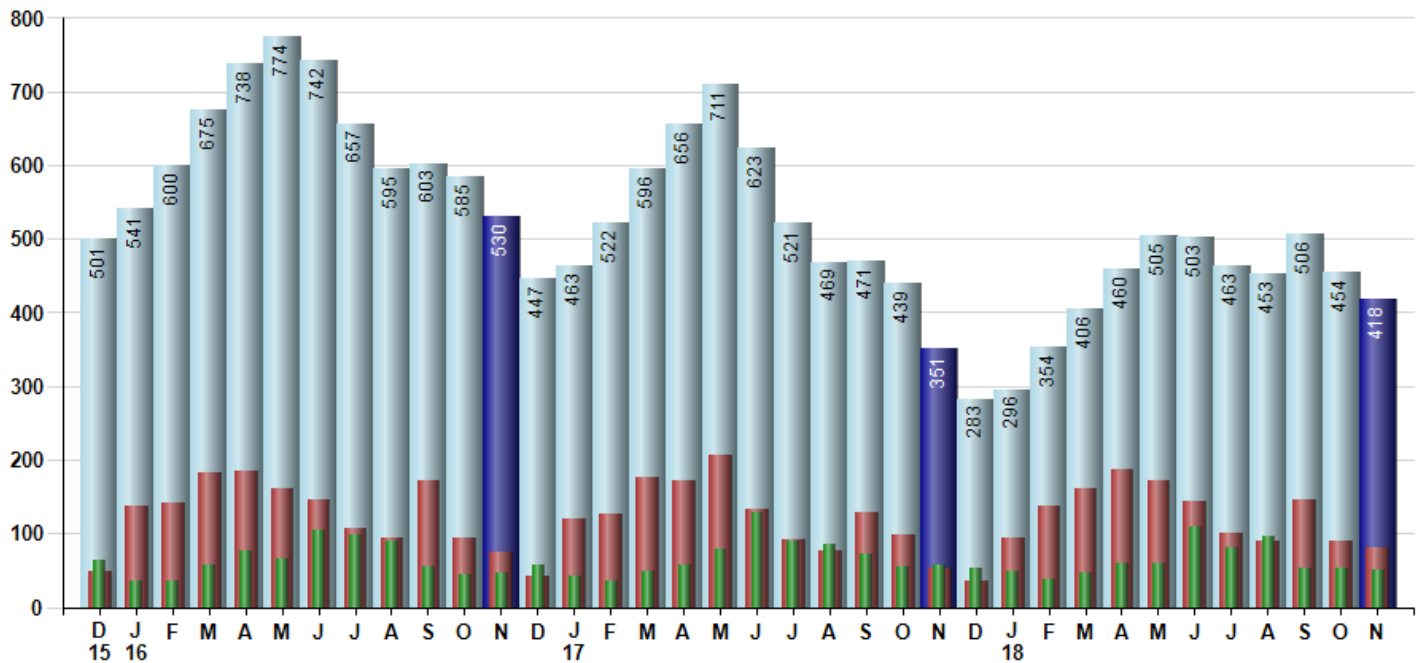
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 November 2018 was 80, down -11.1% from 90 last month and up 53.8% from 52 in November of last year.

Inventory New Listings Sold



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MARKET ACTION REPORT

November 2018

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	D 15	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N
Homes Sold	64	36	36	58	77	66	105	98	89	55	44	46	58	42	35	48	57	79	128	90	86	73	55	57	52	48	37	46	60	60	110	82	97	53	52	51
3 Mo. Roll Avg			45	43	57	67	83	90	97	81	63	48	49	49	45	42	47	61	88	99	101	83	71	62	55	52	46	44	48	55	77	84	96	77	67	52

	(000's) D 15	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N
Median Sale Price	579	653	468	620	469	605	600	625	608	660	619	525	508	665	438	653	586	563	640	579	612	580	528	620	565	560	655	533	570	605	654	710	650	690	535	611
3 Mo. Roll Avg			566	580	519	565	558	610	611	631	629	601	550	566	537	585	559	600	596	594	610	590	573	576	571	582	593	583	586	569	610	656	671	683	625	612

	D 15	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N
Inventory	501	541	600	675	738	774	742	657	595	603	585	530	447	463	522	596	656	711	623	521	469	471	439	351	283	296	354	406	460	505	503	463	453	506	454	418
MSI	8	15	17	12	10	12	7	7	7	11	13	12	8	11	15	12	12	9	5	6	5	6	8	6	5	6	10	9	8	8	5	6	5	10	9	8

	D 15	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N
Days On Market	161	160	174	155	139	166	132	126	120	134	152	128	138	149	112	138	138	123	121	122	83	116	100	98	97	83	90	84	66	92	67	56	72	88	81	90
3 Mo. Roll Avg			165	163	156	153	146	141	126	127	135	138	139	138	133	133	129	133	127	122	109	107	100	105	98	93	90	86	80	81	75	72	65	72	80	86

	D 15	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N
Price per Sq Ft	265	314	272	289	274	290	261	276	263	290	306	263	274	271	255	295	296	273	283	275	277	271	256	303	266	264	256	260	296	292	294	267	273	307	286	272
3 Mo. Roll Avg			284	292	278	284	275	276	267	276	286	286	281	269	267	274	282	288	284	277	278	274	268	277	275	278	262	260	271	283	294	284	278	282	289	288

	D 15	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N
Sale to List Price	0.907	0.928	0.892	0.920	0.920	0.951	0.931	0.939	0.932	0.911	0.895	0.891	0.922	0.917	0.942	0.945	0.948	0.929	0.946	0.943	0.927	0.926	0.924	0.915	0.919	0.910	0.938	0.940	0.941	0.938	0.957	0.944	0.932	0.932	0.937	0.934
3 Mo. Roll Avg			0.909	0.913	0.911	0.930	0.934	0.940	0.934	0.927	0.913	0.899	0.903	0.910	0.927	0.935	0.945	0.941	0.941	0.939	0.939	0.932	0.926	0.922	0.919	0.915	0.922	0.929	0.940	0.940	0.945	0.946	0.944	0.936	0.934	0.934

	D 15	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N
New Listings	49	137	142	182	184	161	147	106	95	172	94	75	42	121	127	177	171	207	134	92	77	129	98	52	36	95	138	161	188	172	144	101	89	146	90	80
Inventory	501	541	600	675	738	774	742	657	595	603	585	530	447	463	522	596	656	711	623	521	469	471	439	351	283	296	354	406	460	505	503	463	453	506	454	418
Sales	64	36	36	58	77	66	105	98	89	55	44	46	58	42	35	48	57	79	128	90	86	73	55	57	52	48	37	46	60	60	110	82	97	53	52	51

	(000's) D 15	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N
Avg Sale Price	710	731	627	826	647	638	666	719	676	771	723	712	612	744	622	928	741	643	739	670	788	683	749	839	729	782	850	684	736	714	805	794	782	965	698	639
3 Mo. Roll Avg			689	728	700	704	650	674	687	722	723	735	682	689	660	765	764	771	708	684	732	714	740	757	772	783	787	772	756	711	752	771	794	847	815	767

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