

MARKET ACTION REPORT

April 2012

City: *Fairfield*



TNT Partners

Wendy Tremaglio 203-858-2850
 Steven Thomson 203-247-6765
 TNT@TNTPartners.net
 www.TNTPartners.net



Price Range: All | Properties: Single Family

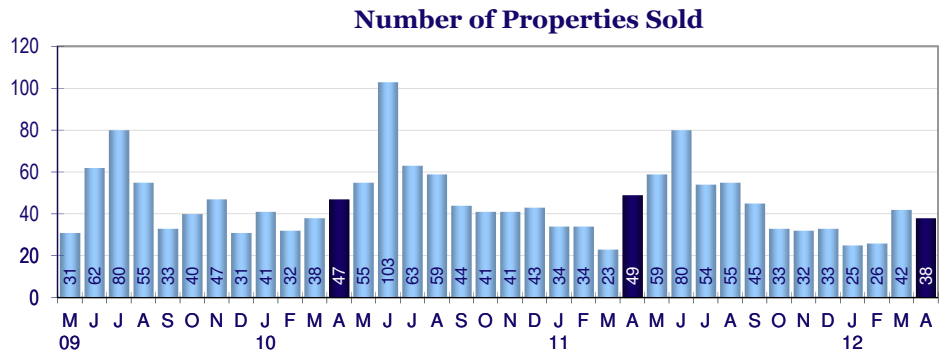
Market Profile & Trends Overview

	Trending versus*:					Trending versus*:		
	Month	LM	L3M	PYM	LY	YTD	Prior YTD	Prior Year
Median List Price of all Current Listings	\$724,900	6%		17%				
Average List Price of all Current Listings	\$1,187,986	1%		11%				
April Median Sales Price	\$531,000	30%	6%	-16%	-3%	\$500,000	-8%	-8%
April Average Sales Price	\$677,092	14%	4%	-4%	-1%	\$648,412	-10%	-6%
Total Properties Currently for Sale (Inventory)	523	1%		8%				
April Number of Properties Sold	38	-10%		-22%		131	-6%	
April Average Days on Market (Solds)	100	-21%	-26%	-21%	-6%	135	8%	27%
Asking Price per Square Foot (based on New Listings)	\$331	-6%	-1%	7%	-1%	\$334	1%	-1%
April Sold Price per Square Foot	\$286	3%	3%	2%	-3%	\$278	-2%	-6%
April Month's Supply of Inventory	13.8	12%	-8%	40%	19%	15.6	23%	35%
April Sale Price vs List Price Ratio	95.3%	.5%	1.7%	.0%	1.0%	93.7%	-1.0%	-7%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2011) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

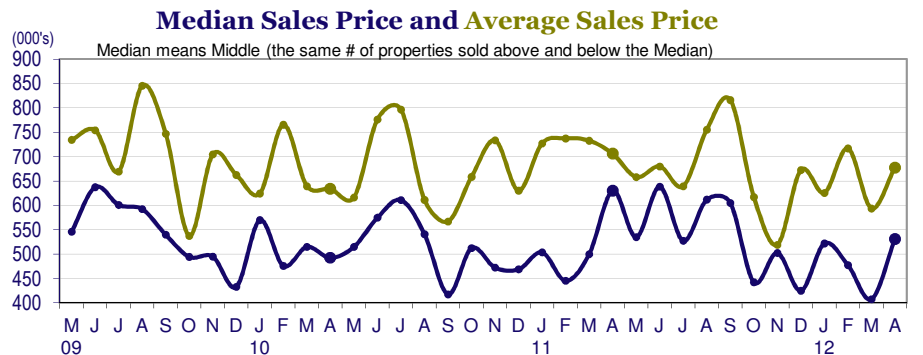
Property Sales

April Property sales were 38, down 22.4% from 49 in April of 2011 and 9.5% lower than the 42 sales last month. April 2012 sales were at their lowest level compared to April of 2011 and 2010. April YTD sales of 131 are running 6.4% behind last year's year-to-date sales of 140.



Prices

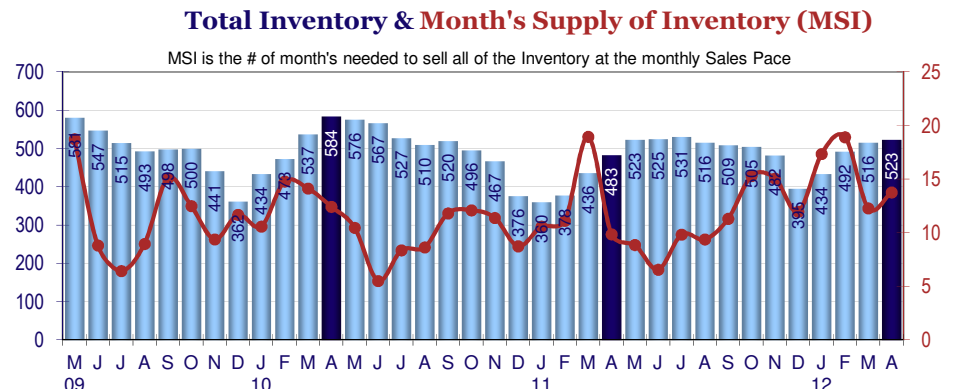
The Median Sales Price in April was \$531,000, down 15.7% from \$630,000 in April of 2011 and up 30.3% from \$407,500 last month. The Average Sales Price in April was \$677,092, down 4.1% from \$705,894 in April of 2011 and up 14.1% from \$593,619 last month. April 2012 ASP was at a mid range compared to April of 2011 and 2010.



Inventory & MSI

The Total Inventory of Properties available for sale as of April was 523, up 1.4% from 516 last month and up 8.3% from 483 in April of last year. April 2012 Inventory was at a mid level compared with April of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2012 MSI of 13.8 months was at its highest level compared with April of 2011 and 2010.



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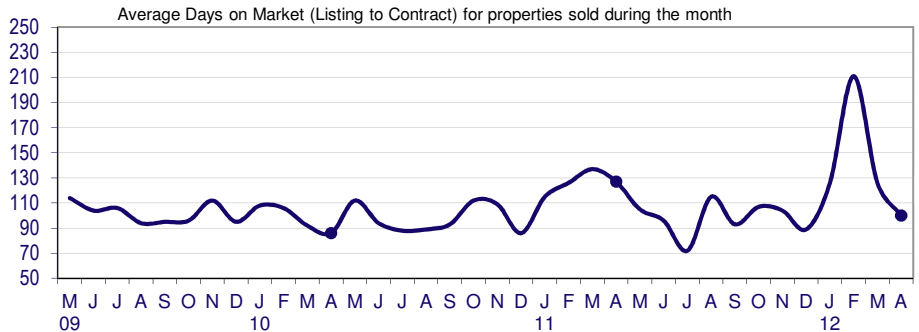


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Market Time

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 April was 100, down 20.6% from 126 days last month and down 21.3% from 127 days in April of last year. The April 2012 DOM was at a mid level compared with April of 2011 and 2010.

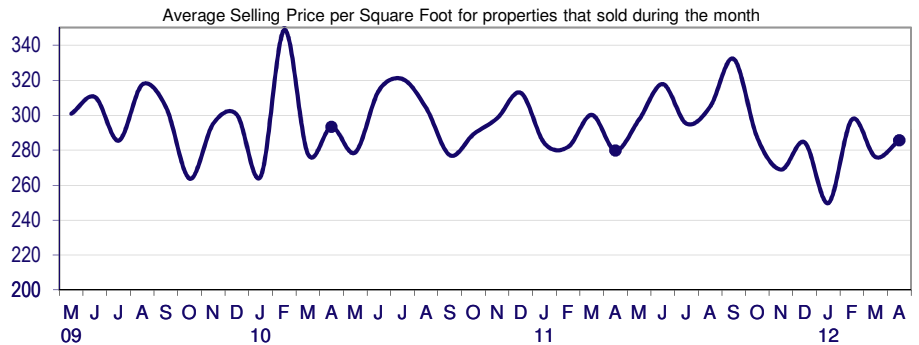
Days On Market for Sold Properties



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 April 2012 Selling Price per Square Foot of \$286 was up 3.5% from \$276 last month and up 2.1% from 280 in April of last year.

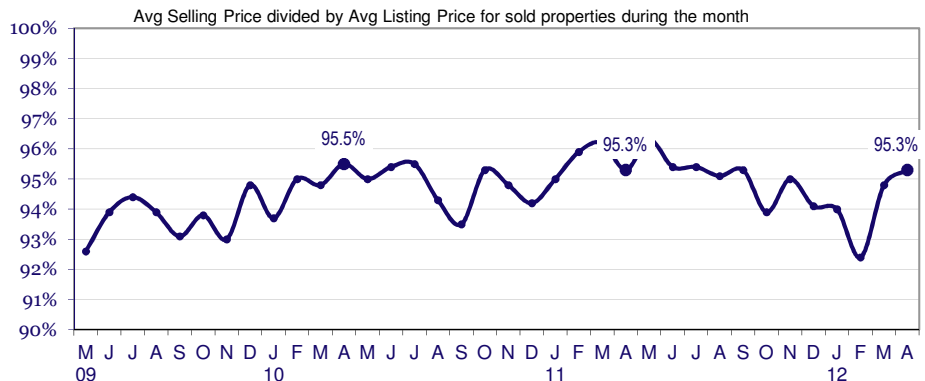
Selling Price per Square Foot



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 April 2012 Selling Price vs Original List Price of 95.3% was up from 94.8% last month and equal to 95.3% in April of last year.

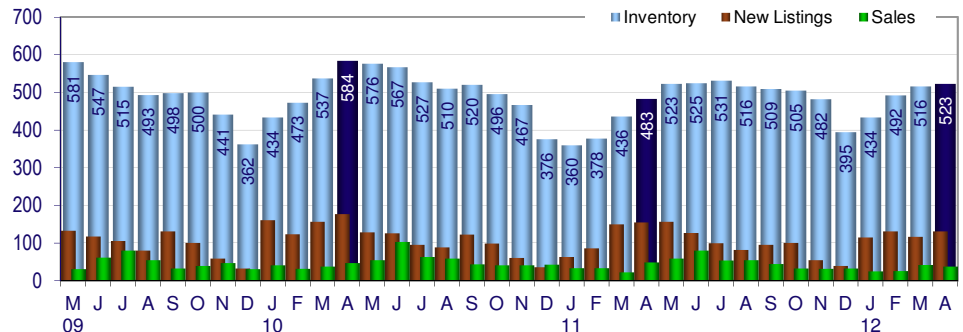
Selling Price versus Listing Price Ratio



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 April 2012 was 131, up 12.0% from 117 last month and down 15.5% from 155 in April of last year.

Inventory / New Listings / Sales



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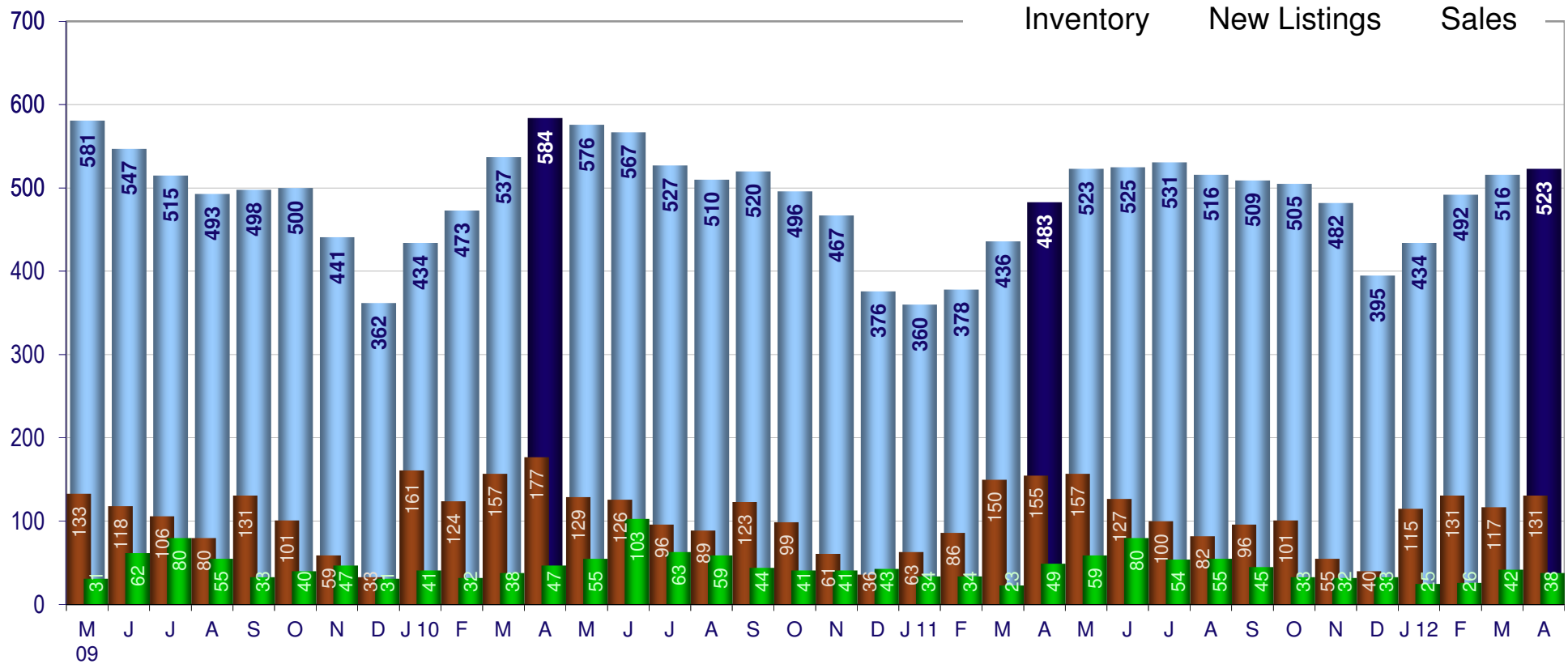
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