

MARKET ACTION REPORT

April 2017

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

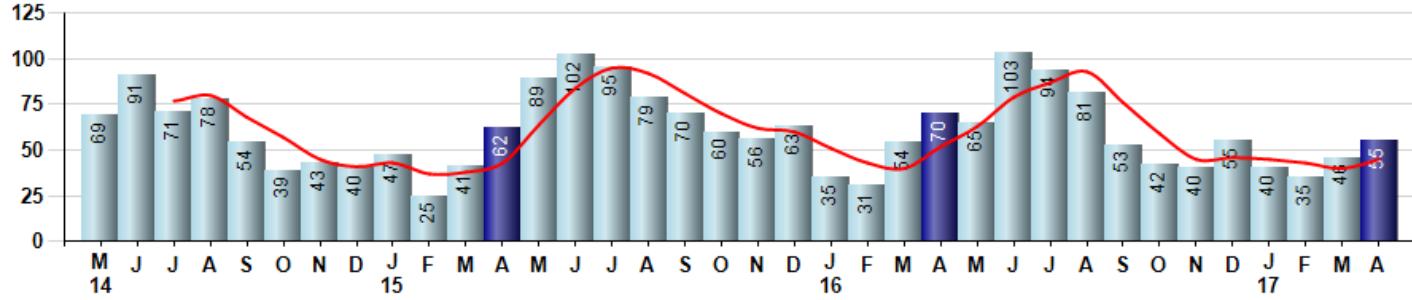
| Market Profile & Trends Overview | Month | Trending Versus*: | | | | | Trending Versus*: | |
|--|-------------|-------------------|------|------|------|-----------|-------------------|-----------|
| | | LM | L3M | PYM | LY | YTD | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$819,000 | 3% | | 3% | | | | |
| Average List Price of all Current Listings | \$1,093,218 | 0% | | 5% | | | | |
| April Median Sales Price | \$585,800 | -14% | -5% | 24% | -2% | \$615,000 | 6% | 3% |
| April Average Sales Price | \$742,560 | -22% | -4% | 10% | 5% | \$775,001 | 6% | 9% |
| Total Properties Currently for Sale (Inventory) | 545 | 1% | | -22% | | | | |
| April Number of Properties Sold | 55 | 20% | | -21% | | | | -7% |
| April Average Days on Market (Solds) | 140 | -2% | 1% | -2% | -2% | 139 | -12% | -3% |
| Asking Price per Square Foot (based on New Listings) | \$351 | 5% | 4% | 10% | 7% | \$338 | 3% | 3% |
| April Sold Price per Square Foot | \$326 | -2% | 4% | 11% | 9% | \$313 | 3% | 4% |
| April Month's Supply of Inventory | 9.9 | -16% | -16% | -1% | -9% | 11.4 | -16% | 6% |
| April Sale Price vs List Price Ratio | 94.7% | 0.5% | 1% | 2% | 2.3% | 93.9% | 2.1% | 1.4% |

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

Property Sales

April Property sales were 55, down -21.4% from 70 in April of 2016 and 19.6% higher than the 46 sales last month. April 2017 sales were at their lowest level compared to April of 2016 and 2015. April YTD sales of 176 are running -7.4% behind last year's year-to-date sales of 190.

— 3 Mos Avg

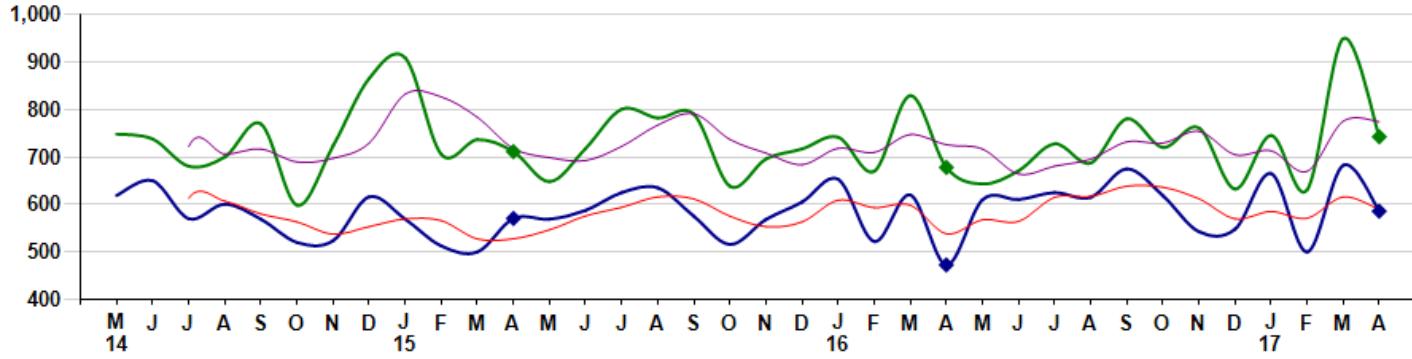


Prices

The Median Sales Price in April was \$585,800, up 24.0% from \$472,500 in April of 2016 and down -14.2% from \$682,500 last month. The Average Sales Price in April was \$742,560, up 9.6% from \$677,800 in April of 2016 and down -21.8% from \$949,276 last month. April 2017 ASP was at highest level compared to April of 2016 and 2015.

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

— Median Sales — 3 Mo Avg Median Sales — Average Sold Price — 3 Mo Avg Sales Price



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Based on information from Greater Fairfield County MLS, Inc. for the period 5/1/2014 through 4/30/2017. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



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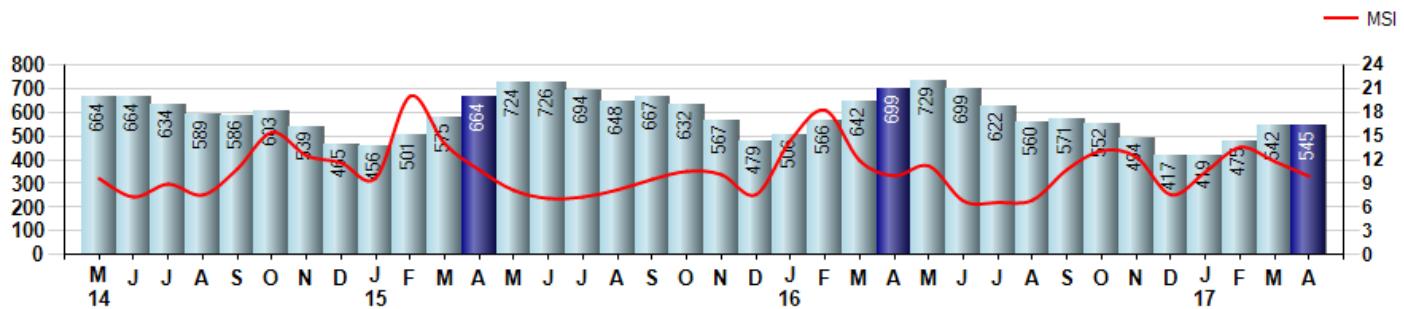
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Inventory & MSI

The Total Inventory of Properties available for sale as of April was 545, up 0.6% from 542 last month and down -22.0% from 699 in April of last year. April 2017 Inventory was at the lowest level compared to April of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2017 MSI of 9.9 months was at its lowest level compared with April of 2016 and 2015.

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



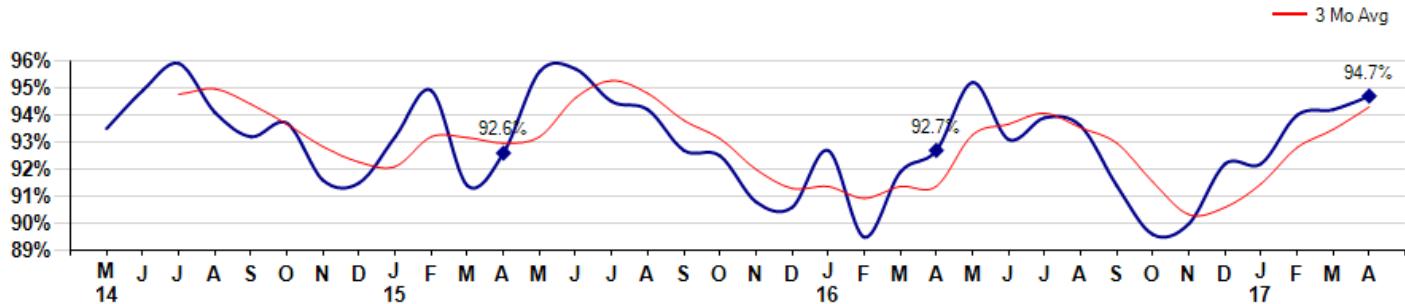
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Selling Price vs Listing Price

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 April 2017 Selling Price vs List Price of 94.7% was up from 94.2% last month and up from 92.7% in April 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 April 2017 was 168, down -2.9% from 173 last month and down -2.3% from 172 in April of last year.

