

# ELLIMAN

## REPORT

4Q 2015

FAIRFIELD COUNTY, CT

Highlights of the Quarterly Survey of  
Fairfield County, Connecticut Sales

“ Sales of homes county-wide reached their highest fourth quarter total in a decade. ”

Fairfield County Matrix	4Q-2015	%Δ (QTR)	3Q-2015	%Δ (YR)	4Q-2014
Average Sales Price	\$622,710	-8.3%	\$679,007	5.0%	\$593,262
Average Price per Sq Ft	\$256	-7.5%	\$277	5.0%	\$244
Median Sales Price	\$385,000	-6.1%	\$410,000	2.7%	\$375,000
Number of Sales (Closed)	2,527	-25.9%	3,408	11.7%	2,263
Days on Market (From Last List Date)	112	14.3%	98	1.8%	110
Listing Discount (From Last List Price)	4.5%		4.0%		4.5%
Listing Inventory (Active)	5,714	-13.4%	6,597	-11.1%	6,425
Absorption Period (Mos)	6.8	16.8%	5.8	-20.2%	8.5
Fairfield County Luxury Matrix	4Q-2015	%Δ (QTR)	3Q-2015	%Δ (YR)	4Q-2014
Average Sales Price	\$2,439,596	-8.4%	\$2,662,239	5.7%	\$2,307,610
Average Price Per Square Foot	\$478	-6.4%	\$510	7.3%	\$445
Median Sales Price	\$2,050,000	-4.0%	\$2,135,000	7.9%	\$1,900,000
Number of Sales (Closed)	249	-26.1%	337	9.7%	227
Days on Market (From Last List Date)	152	10.0%	138	2.6%	148
Listing Discount (From Last List Price)	5.1%		5.3%		5.6%
Listing Inventory (Active)	1,029	-19.5%	1,279	N/A	1245
Absorption Period (Mos)	12.4	8.9%	11.4	N/A	16.5
Entry Threshold	\$1,347,500	-7.7%	\$1,460,000	24.9%	\$1,078,500

There were 2,527 sales in the fourth quarter, up 11.7% from the same period last year. Listing inventory moved in the opposite direction, falling 11.1% to 5,714 from the prior year quarter.

Median sales price was \$385,000, up 2.7% from the year ago quarter. The price trend indicators for the luxury market, representing the top 10% of all sales, outpaced the overall market. Luxury median sales price rose 7.9% to \$2,050,000 from the year ago quarter.

The absorption rate for the overall market, the number of months to sell all inventory at the current rate of sales, fell 20.2% to 6.8 months over the same period.