

City: Easton



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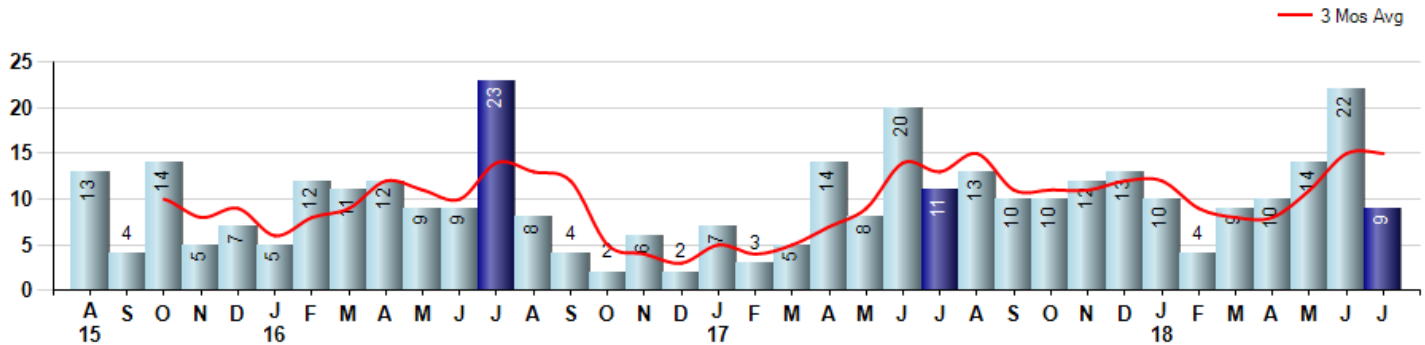
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$695,000	-3%		0%				
Average List Price of all Current Listings	\$786,214	-1%		1%				
July Median Sales Price	\$549,000	-6%	-8%	-12%	-7%	\$550,000	-14%	-7%
July Average Sales Price	\$556,667	-13%	-8%	-9%	-9%	\$590,237	-8%	-3%
Total Properties Currently for Sale (Inventory)	114	4%		-21%				
July Number of Properties Sold	9	-59%		-18%			15%	
July Average Days on Market (Solds)	145	56%	18%	8%	10%	116	-22%	-12%
Asking Price per Square Foot (based on New Listings)	\$196	7%	2%	7%	7%	\$192	1%	5%
July Sold Price per Square Foot	\$179	7%	11%	9%	-3%	\$162	-14%	-12%
July Month's Supply of Inventory	12.7	153%	49%	-3%	-16%	10.5	-44%	-30%
July Sale Price vs List Price Ratio	89.7%	-2.9%	-1%	0%	-2.0%	91.2%	-1.0%	-0.4%

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

Property Sales

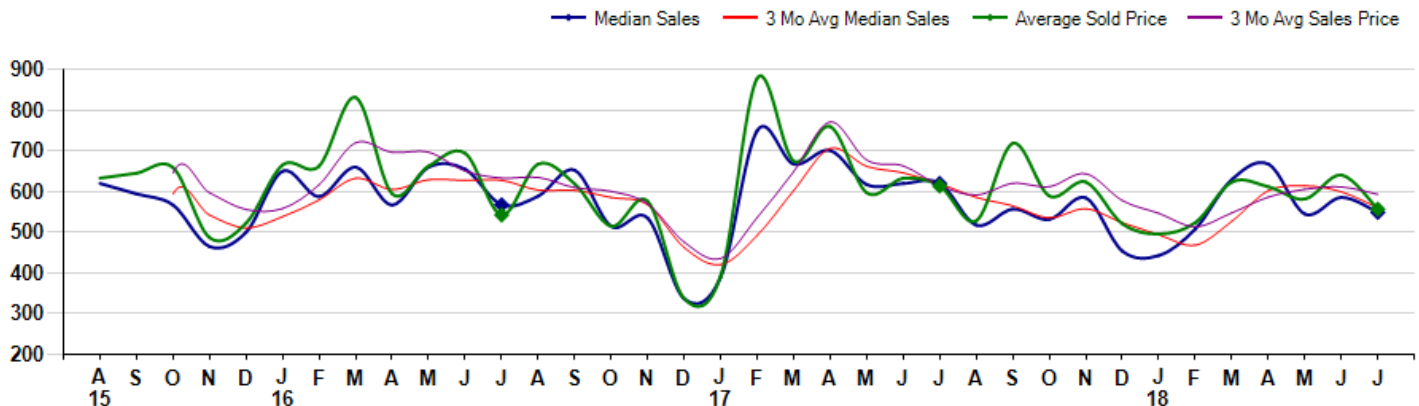
July Property sales were 9, down -18.2% from 11 in July of 2017 and -59.1% lower than the 22 sales last month. July 2018 sales were at their lowest level compared to July of 2017 and 2016. July YTD sales of 78 are running 14.7% ahead of last year's year-to-date sales of 68.



Prices

The Median Sales Price in July was \$549,000, down -11.5% from \$620,000 in July of 2017 and down -6.3% from \$585,750 last month. The Average Sales Price in July was \$556,667, down -9.3% from \$613,818 in July of 2017 and down -13.1% from \$640,943 last month. July 2018 ASP was at a mid range compared to July of 2017 and 2016.

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



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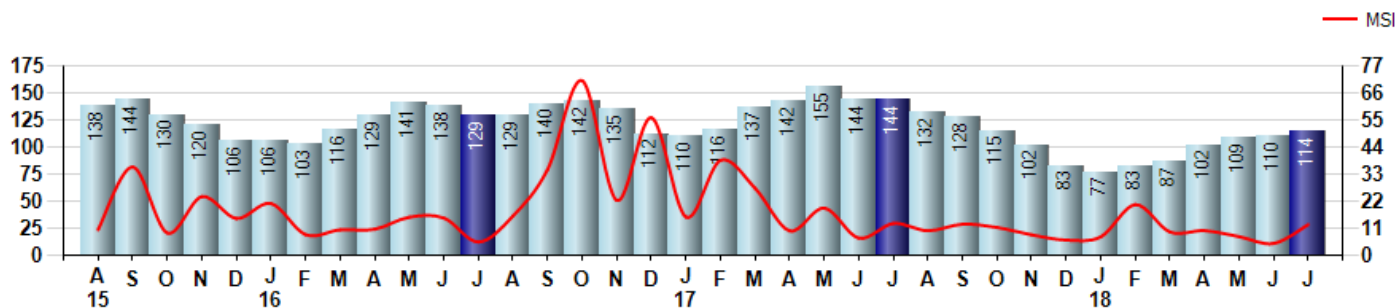
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Inventory & MSI

The Total Inventory of Properties available for sale as of July was 114, up 3.6% from 110 last month and down -20.8% from 144 in July of last year. July 2018 Inventory was at the lowest level compared to July of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2018 MSI of 12.7 months was at a mid range compared with July of 2017 and 2016.

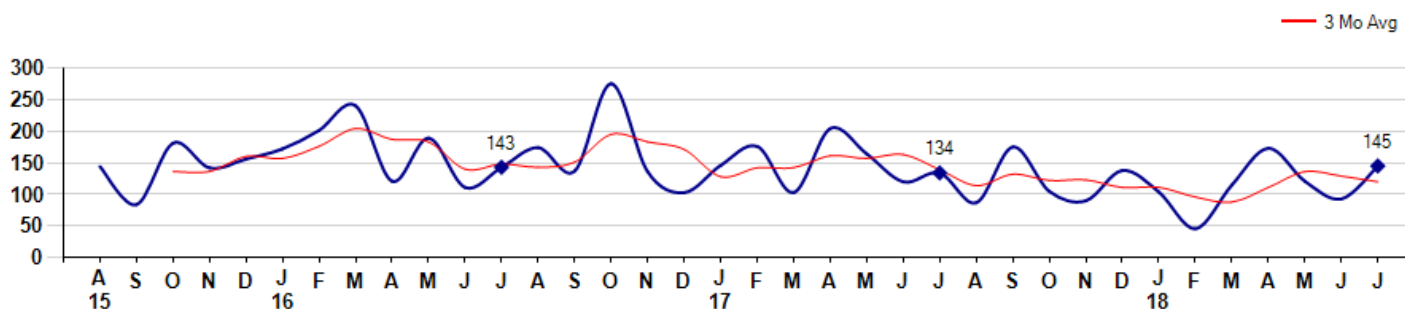
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 July was 145, up 55.9% from 93 days last month and up 8.2% from 134 days in July of last year. The July 2018 DOM was at its highest level compared with July of 2017 and 2016.

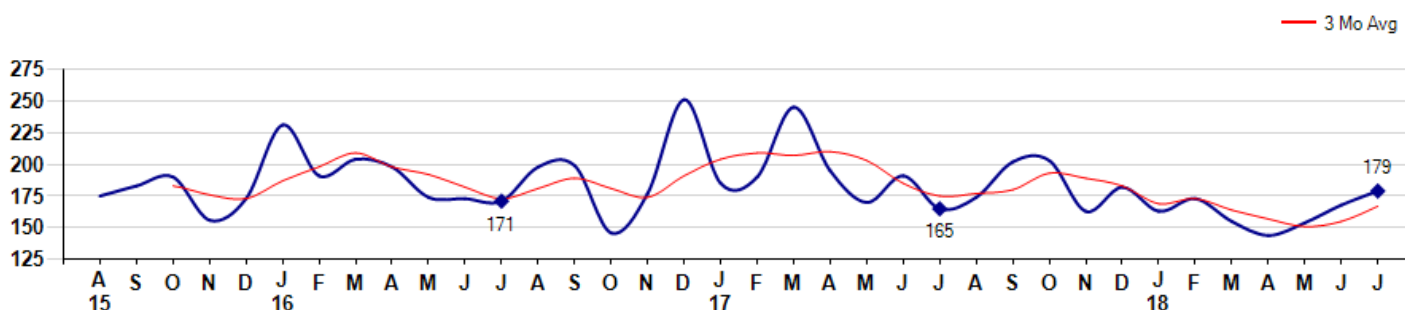
Average Days on Market(Listing to Contract) for properties sold during the month



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 July 2018 Selling Price per Square Foot of \$179 was up 6.5% from \$168 last month and up 8.5% from \$165 in July of last year.

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



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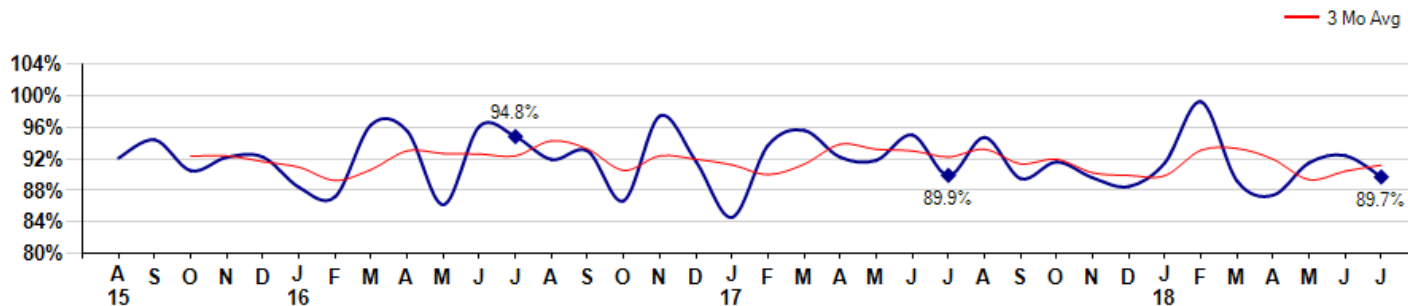


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Selling Price vs Listing Price

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 July 2018 Selling Price vs List Price of 89.7% was down from 92.4% last month and down from 89.9% in July of last year.

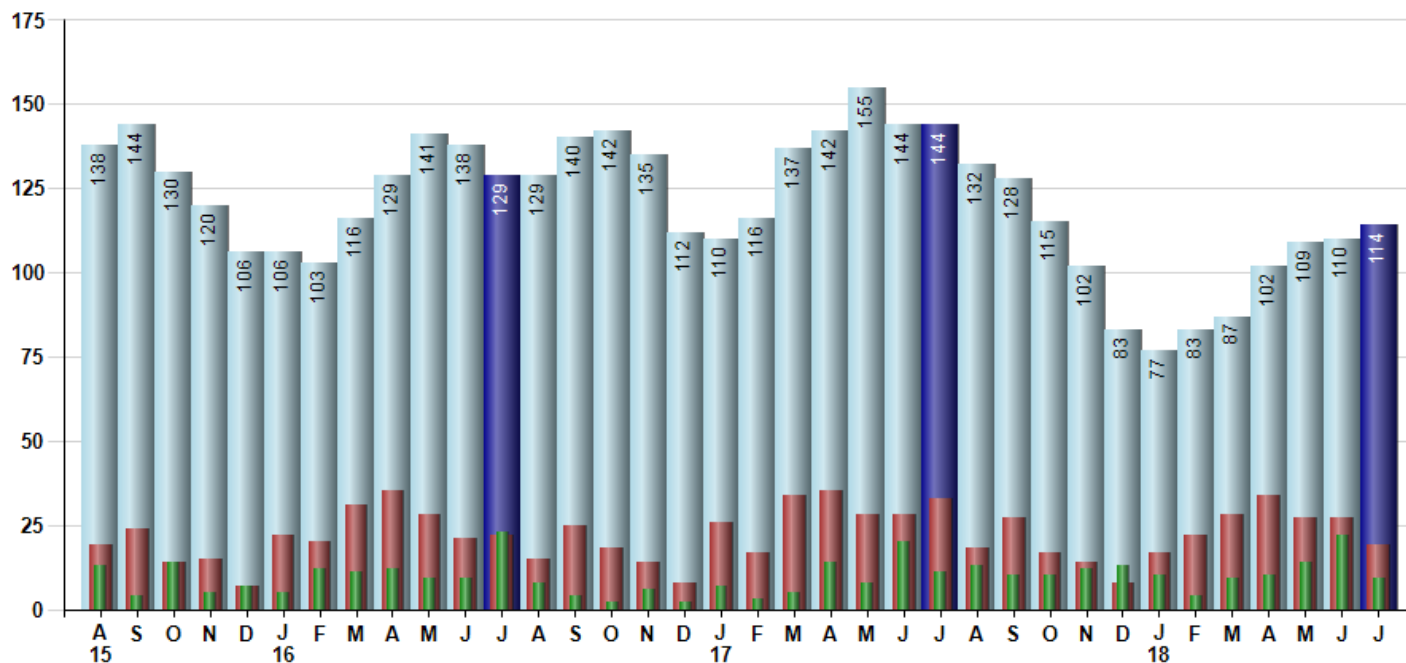
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 July 2018 was 19, down -29.6% from 27 last month and down -42.4% from 33 in July of last year.

Inventory New Listings Sold



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