

City: Easton



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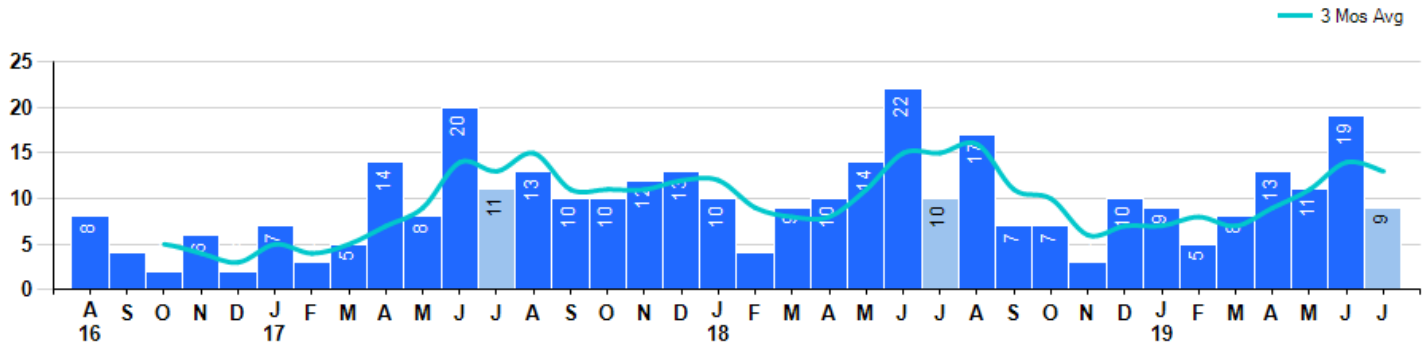
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$675,000	0%		-3%				
Average List Price of all Current Listings	\$763,610	1%		-1%				
July Median Sales Price	\$401,000	-38%	-29%	-25%	-33%	\$558,250	2%	-6%
July Average Sales Price	\$420,889	-34%	-29%	-24%	-31%	\$596,460	1%	-2%
Total Properties Currently for Sale (Inventory)	93	-5%		-13%				
July Number of Properties Sold	9	-53%		-10%			-6%	
July Average Days on Market (Solds)	98	-26%	-29%	-30%	-14%	134	17%	18%
Asking Price per Square Foot (based on New Listings)	\$146	-18%	-17%	-22%	-21%	\$174	-8%	-6%
July Sold Price per Square Foot	\$173	12%	9%	-5%	2%	\$161	-1%	-5%
July Month's Supply of Inventory	10.3	100%	24%	-3%	-13%	9.4	-8%	-21%
July Sale Price vs List Price Ratio	92.6%	3.7%	2%	3%	1.4%	90.7%	-0.5%	-0.6%

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

Property Sales

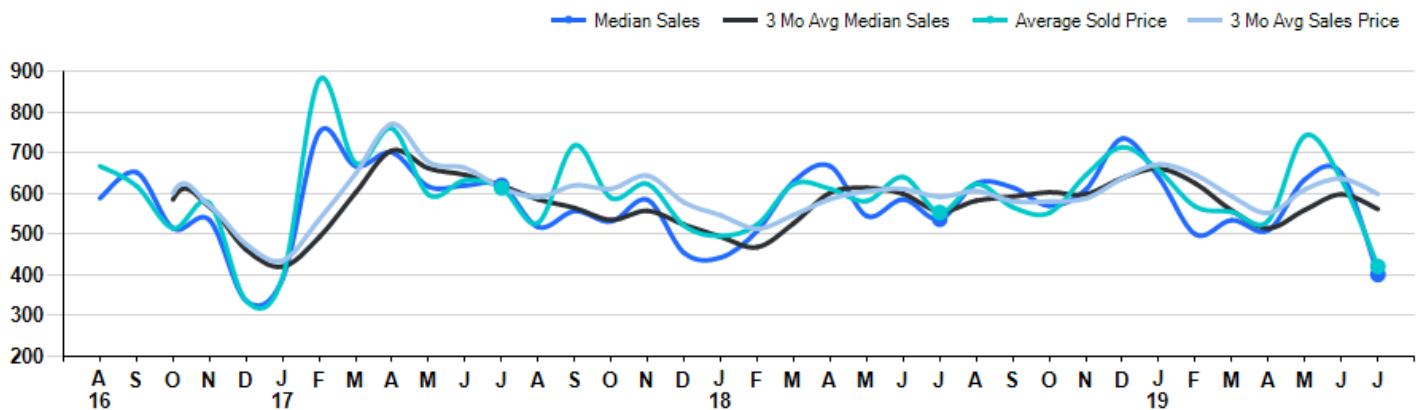
July Property sales were 9, down -10.0% from 10 in July of 2018 and -52.6% lower than the 19 sales last month. July 2019 sales were at their lowest level compared to July of 2018 and 2017. July YTD sales of 74 are running -6.3% behind last year's year-to-date sales of 79.



Prices

The Median Sales Price in July was \$401,000, down -25.3% from \$537,000 in July of 2018 and down -38.3% from \$650,000 last month. The Average Sales Price in July was \$420,889, down -24.0% from \$553,500 in July of 2018 and down -33.7% from \$634,945 last month. July 2019 ASP was at the lowest level compared to July of 2018 and 2017.

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



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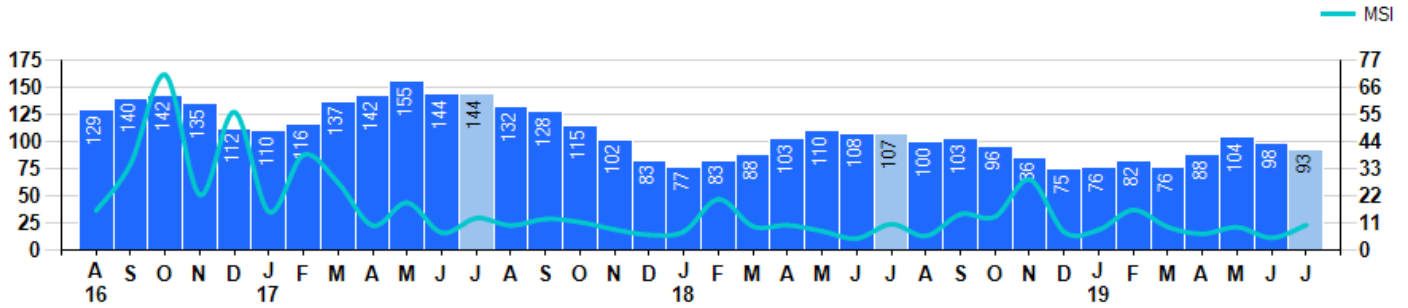
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Inventory & MSI

The Total Inventory of Properties available for sale as of July was 93, down -5.1% from 98 last month and down -13.1% from 107 in July of last year. July 2019 Inventory was at the lowest level compared to July of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2019 MSI of 10.3 months was at its lowest level compared with July of 2018 and 2017.

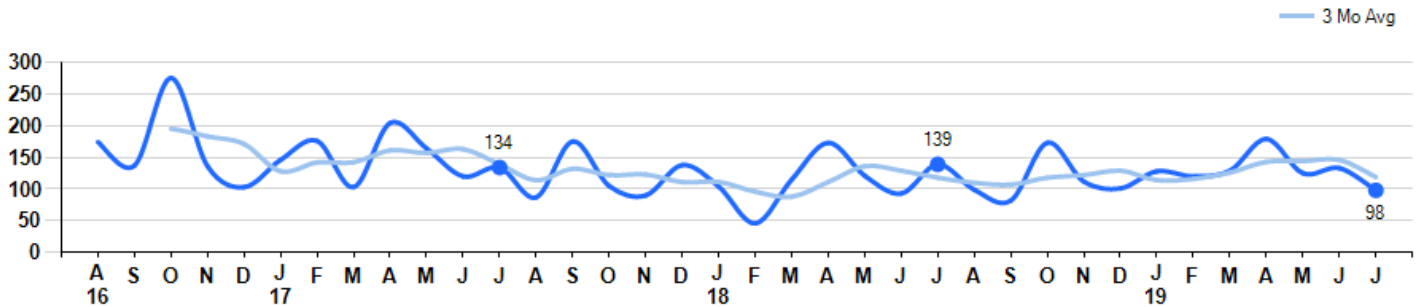
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 98, down -26.3% from 133 days last month and down -29.5% from 139 days in July of last year. The July 2019 DOM was at its lowest level compared with July of 2018 and 2017.

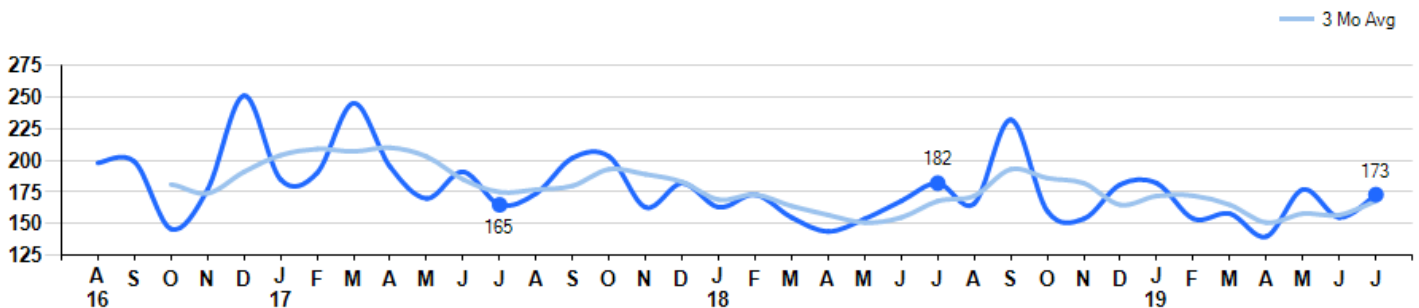
Average Days on Market(Listing to Contract) for properties sold during the month



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 2019 Selling Price per Square Foot of \$173 was up 11.6% from \$155 last month and down -4.9% from \$182 in July of last year.

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



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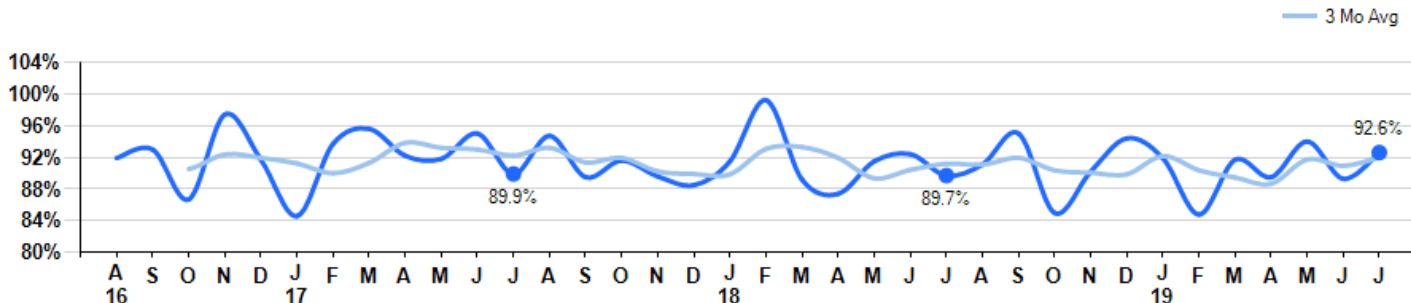
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Selling Price vs Listing Price

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 2019 Selling Price vs List Price of 92.6% was up from 89.3% last month and up from 89.7% 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 2019 was 18, down -18.2% from 22 last month and down -5.3% from 19 in July of last year.

