

## City: Easton



**Joni Usdan**  
Residential Real Estate Specialist  
203-216-7654  
www.jonihomes.com  
joni@jonihomes.com



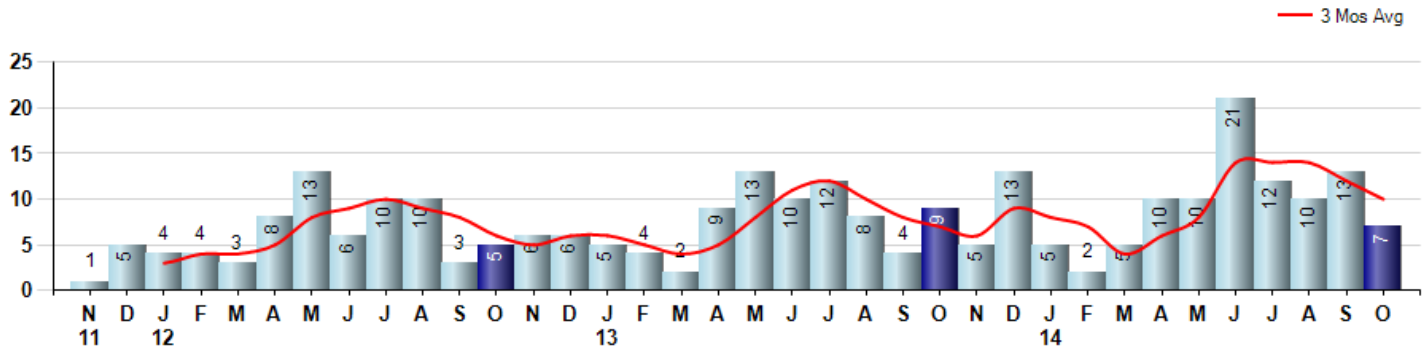
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$799,000	0%		14%				
Average List Price of all Current Listings	\$938,260	1%		10%				
October Median Sales Price	\$550,000	-6%	-10%	25%	1%	\$592,000	6%	8%
October Average Sales Price	\$611,429	-6%	-9%	26%	4%	\$641,410	8%	9%
Total Properties Currently for Sale (Inventory)	116	-3%		8%				
October Number of Properties Sold	7	-46%		-22%			25%	
October Average Days on Market (Solds)	129	9%	8%	-32%	-26%	150	-16%	-14%
Asking Price per Square Foot (based on New Listings)	\$279	12%	14%	9%	17%	\$240	0%	0%
October Sold Price per Square Foot	\$207	6%	-1%	11%	-1%	\$212	1%	1%
October Month's Supply of Inventory	16.6	81%	32%	39%	11%	17.4	14%	17%
October Sale Price vs List Price Ratio	96.8%	2.5%	1%	6%	3.1%	95.5%	2.0%	1.7%

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

### Property Sales

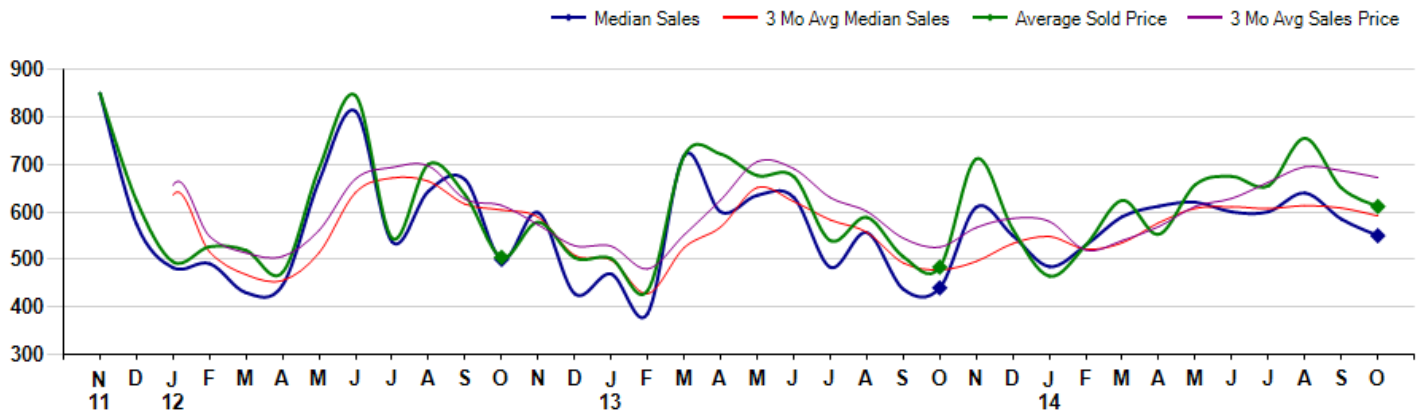
October Property sales were 7, down -22.2% from 9 in October of 2013 and -46.2% lower than the 13 sales last month. October 2014 sales were at a mid level compared to October of 2013 and 2012. October YTD sales of 95 are running 25.0% ahead of last year's year-to-date sales of 76.



### Prices

The Median Sales Price in October was \$550,000, up 25.0% from \$440,000 in October of 2013 and down -6.0% from \$585,000 last month. The Average Sales Price in October was \$611,429, up 26.4% from \$483,667 in October of 2013 and down -6.0% from \$650,677 last month. October 2014 ASP was at highest level compared to October of 2013 and 2012.

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



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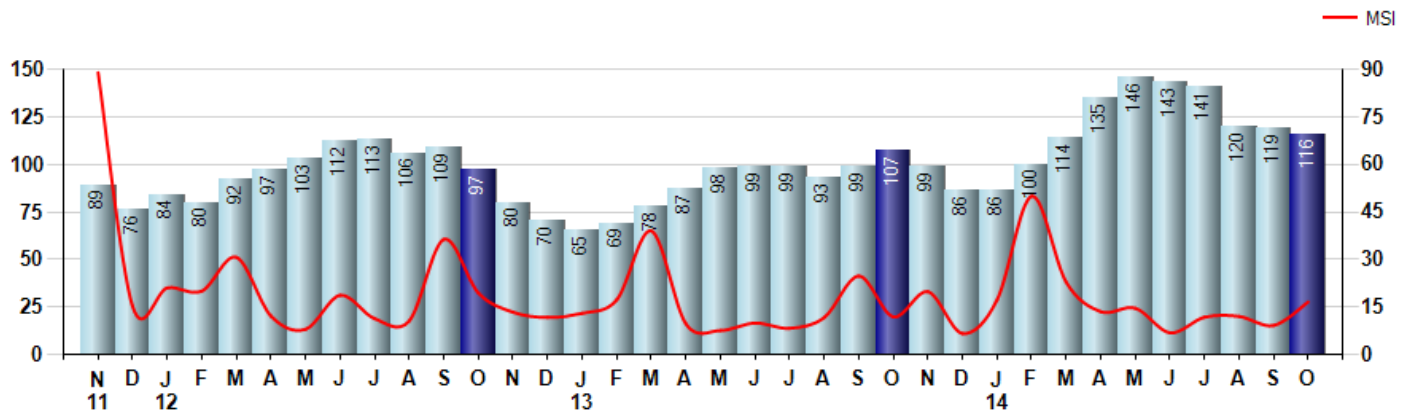
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### Inventory & MSI

The Total Inventory of Properties available for sale as of October was 116, down -2.5% from 119 last month and up 8.4% from 107 in October of last year. October 2014 Inventory was at highest level compared to October of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2014 MSI of 16.6 months was at a mid range compared with October of 2013 and 2012.

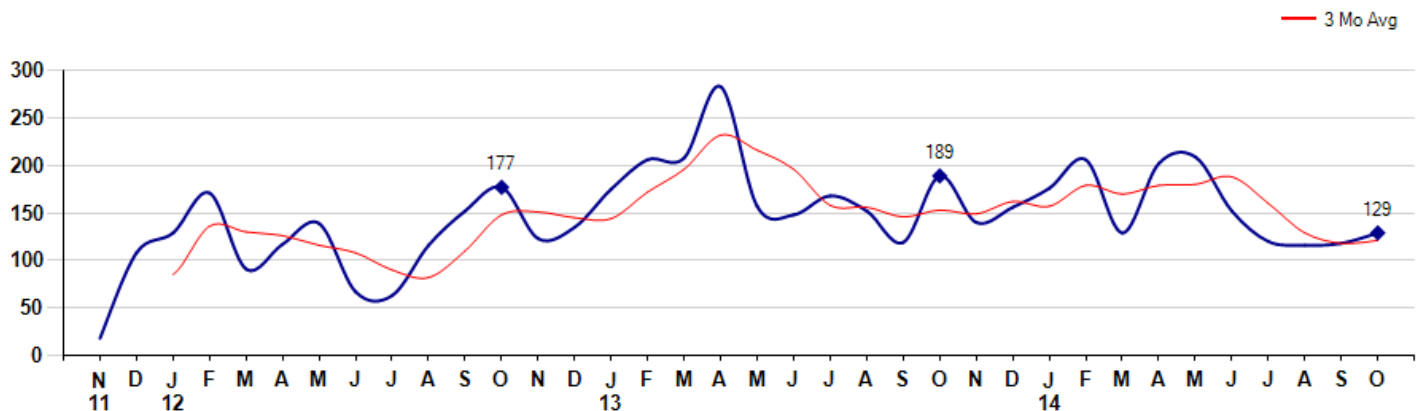
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 October was 129, up 9.3% from 118 days last month and down -31.7% from 189 days in October of last year. The October 2014 DOM was at its lowest level compared with October of 2013 and 2012.

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



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Based on information from Greater Fairfield County CMLS, Inc. for the period 11/1/2011 through 10/31/2014. 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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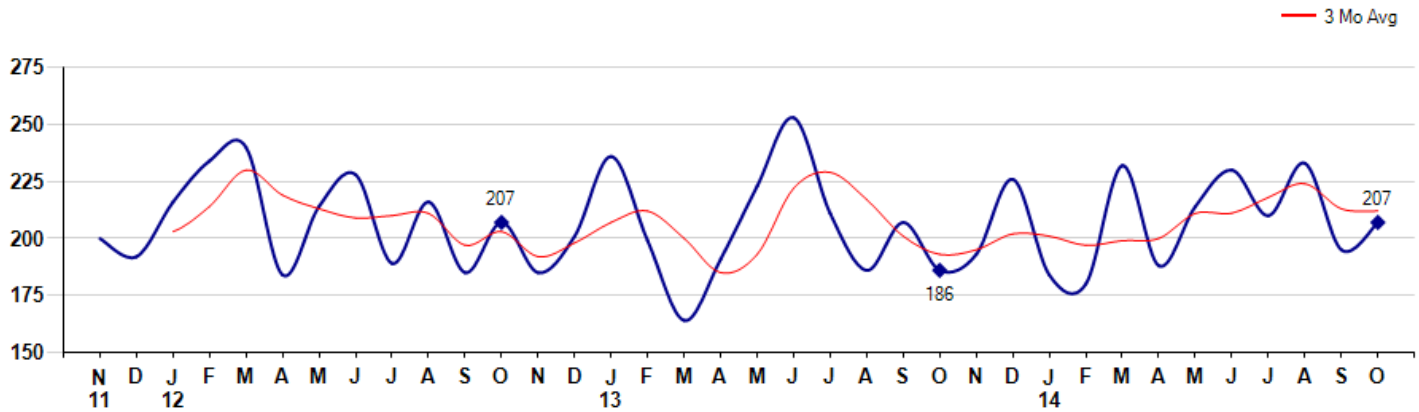


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### Selling Price per Square Foot

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 October 2014 Selling Price per Square Foot of \$207 was up 6.2% from \$195 last month and up 11.3% from \$186 in October of last year.

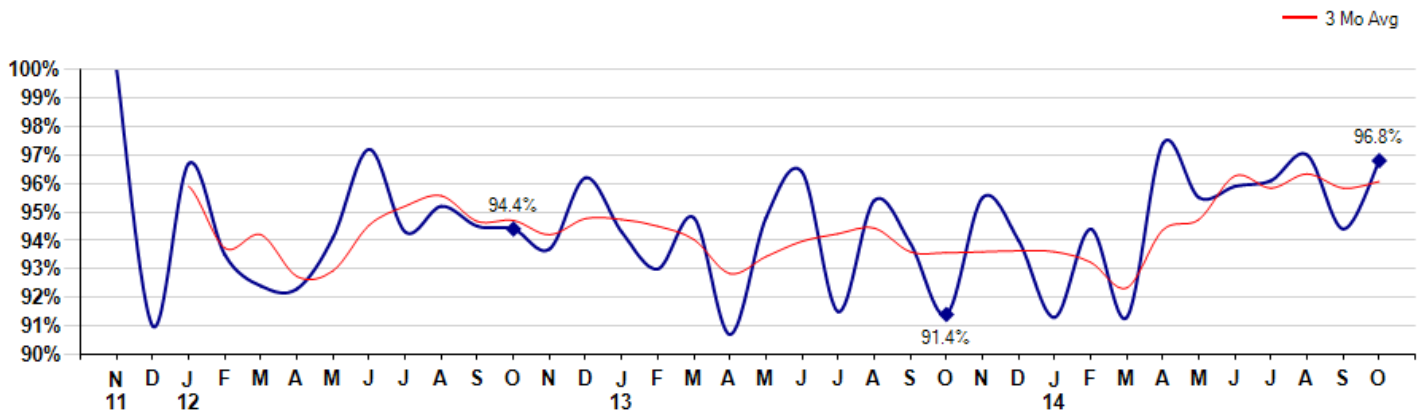
Average Selling Price per Square Foot for properties that sold during the month



### 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 October 2014 Selling Price vs List Price of 96.8% was up from 94.4% last month and up from 91.4% in October of last year.

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



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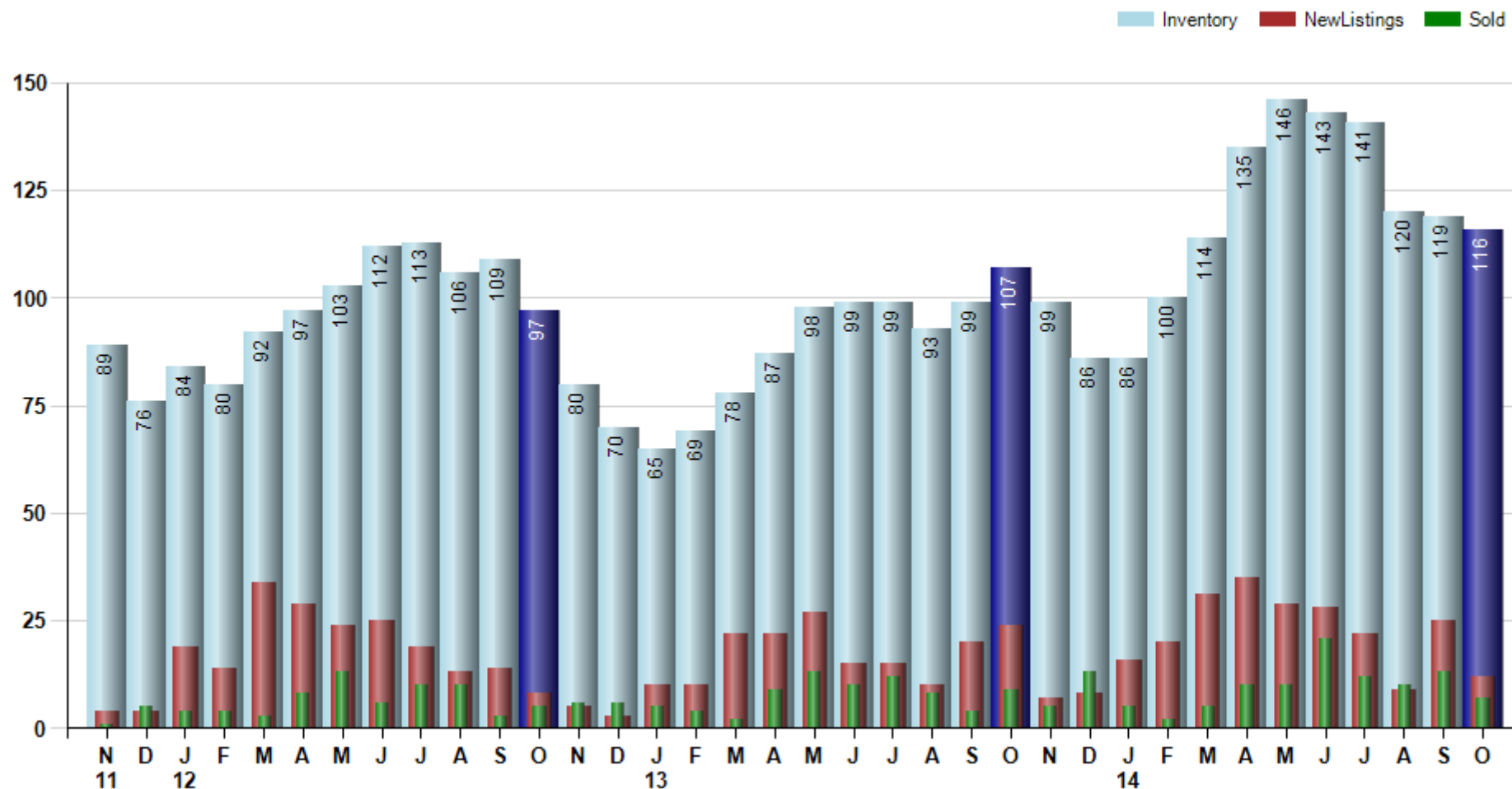
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### Inventory / New Listings / Sales

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 October 2014 was 12, down -52.0% from 25 last month and down -50.0% from 24 in October of last year.



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