

## City: Easton



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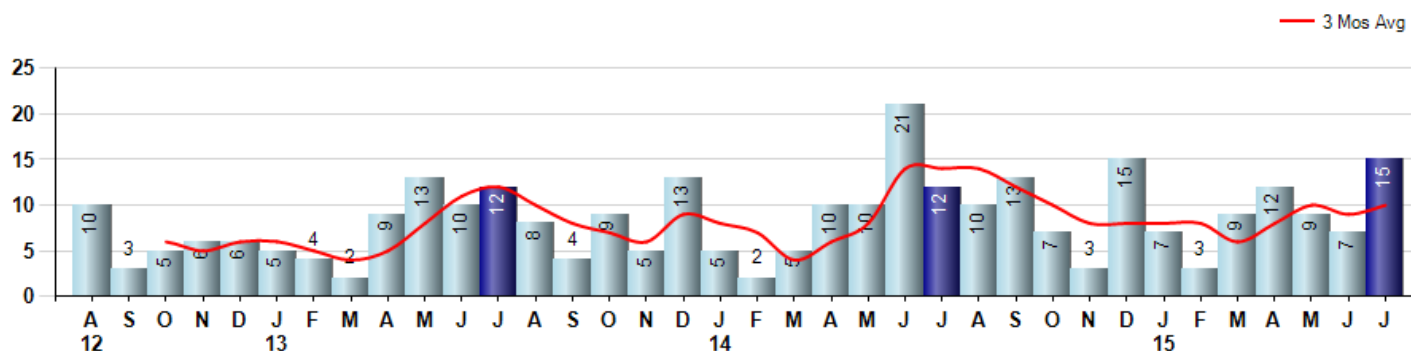
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$715,000	0%		-5%				
Average List Price of all Current Listings	\$859,392	2%		-1%				
July Median Sales Price	\$650,000	10%	10%	8%	10%	\$590,000	0%	0%
July Average Sales Price	\$653,767	9%	8%	0%	2%	\$609,192	-3%	-5%
Total Properties Currently for Sale (Inventory)	133	-10%		-7%				
July Number of Properties Sold	15	114%		25%			-5%	
July Average Days on Market (Solds)	123	-17%	-16%	3%	-16%	156	-5%	6%
Asking Price per Square Foot (based on New Listings)	\$223	0%	-8%	9%	-4%	\$237	3%	3%
July Sold Price per Square Foot	\$241	22%	7%	15%	13%	\$226	6%	6%
July Month's Supply of Inventory	8.9	-58%	-41%	-26%	-52%	16.0	-19%	-13%
July Sale Price vs List Price Ratio	97.4%	0.4%	1%	1%	2.2%	96.6%	1.1%	1.3%

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

### Property Sales

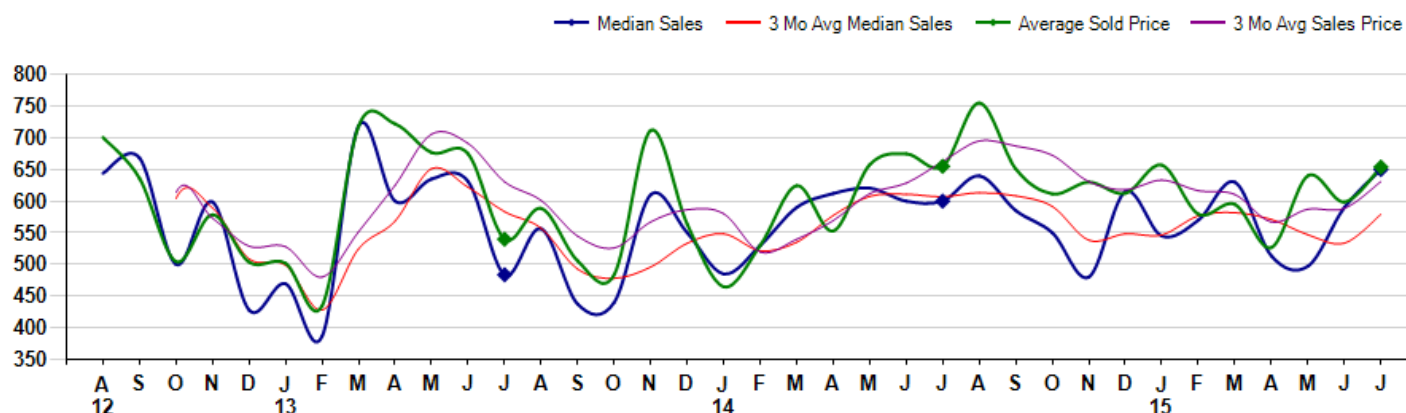
July Property sales were 15, up 25.0% from 12 in July of 2014 and 114.3% higher than the 7 sales last month. July 2015 sales were at their highest level compared to July of 2014 and 2013. July YTD sales of 62 are running -4.6% behind last year's year-to-date sales of 65.



### Prices

The Median Sales Price in July was \$650,000, up 8.3% from \$600,000 in July of 2014 and up 10.2% from \$590,000 last month. The Average Sales Price in July was \$653,767, down -0.2% from \$655,021 in July of 2014 and up 9.2% from \$598,686 last month. July 2015 ASP was at a mid range compared to July of 2014 and 2013.

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



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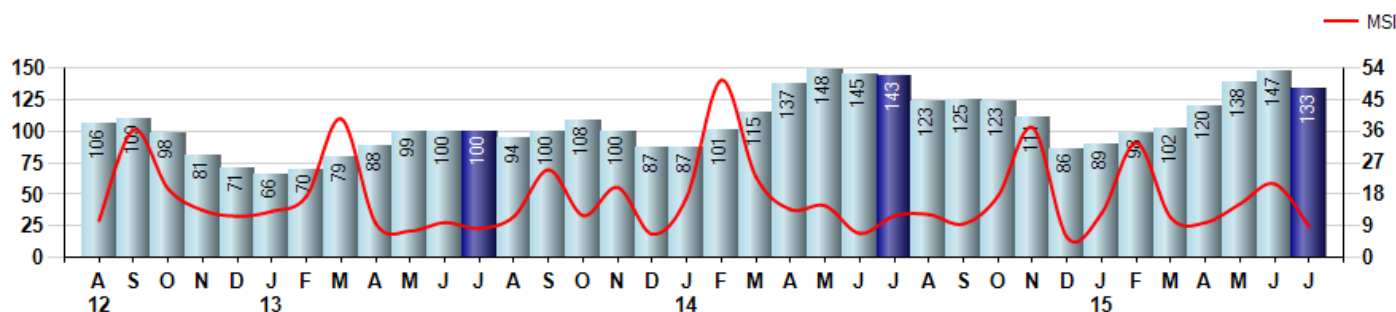


### Inventory & MSI

The Total Inventory of Properties available for sale as of July was 133, down -9.5% from 147 last month and down -7.0% from 143 in July of last year. July 2015 Inventory was at a mid range compared to July of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2015 MSI of 8.9 months was at a mid range compared with July of 2014 and 2013.

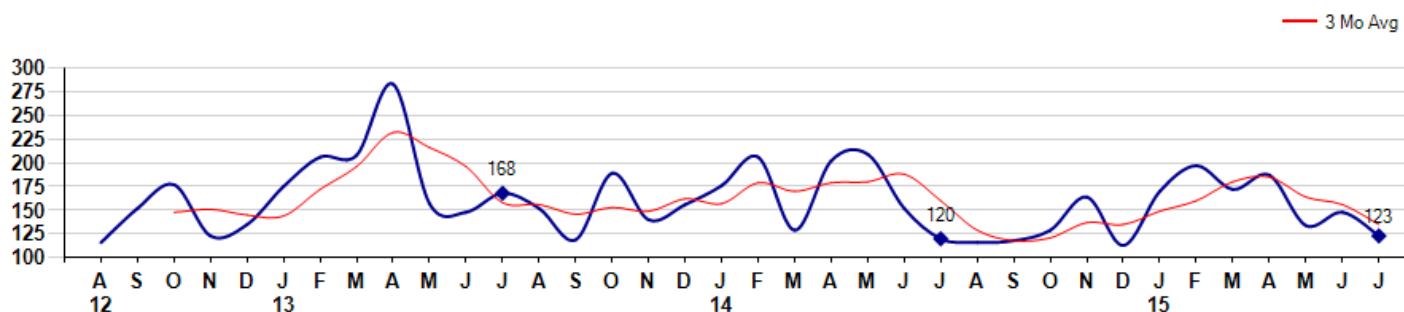
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 123, down -16.9% from 148 days last month and up 2.5% from 120 days in July of last year. The July 2015 DOM was at a mid range compared with July of 2014 and 2013.

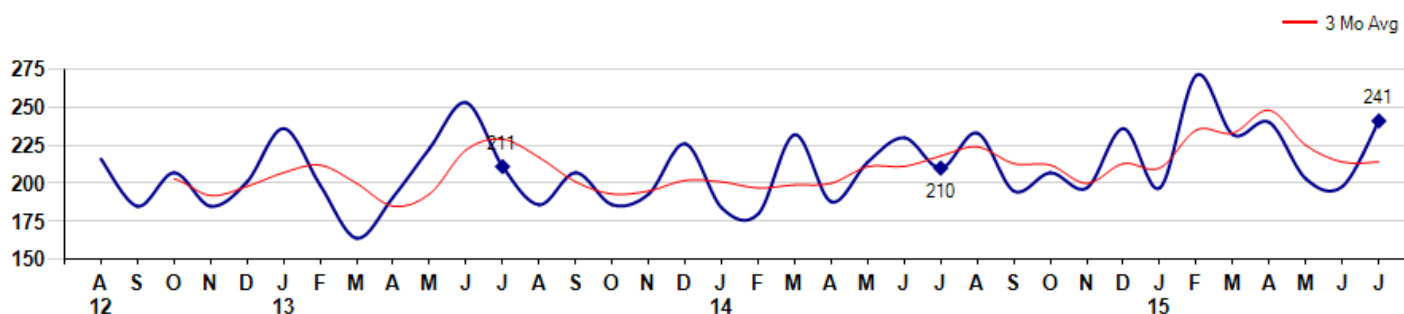
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 2015 Selling Price per Square Foot of \$241 was up 21.7% from \$198 last month and up 14.8% from \$210 in July of last year.

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



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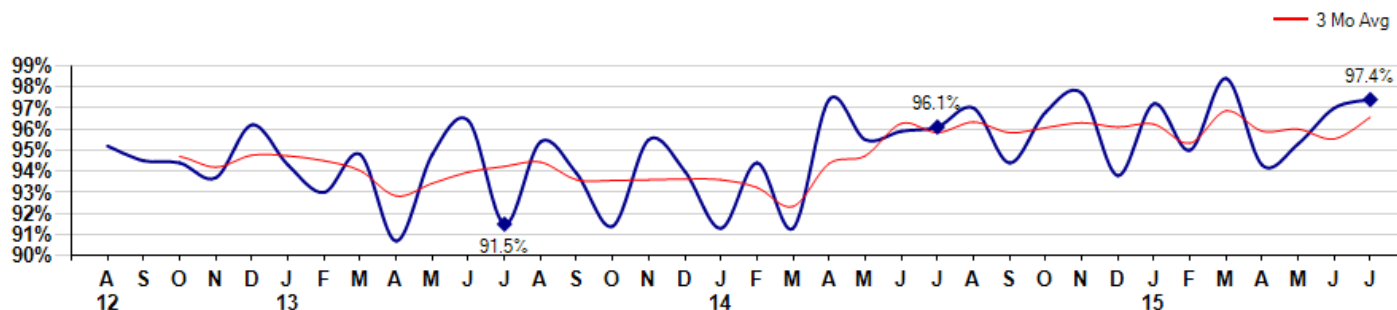


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### Selling Price vs Listing Price

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 2015 Selling Price vs List Price of 97.4% was up from 97.0% last month and up from 96.1% in July of last year.

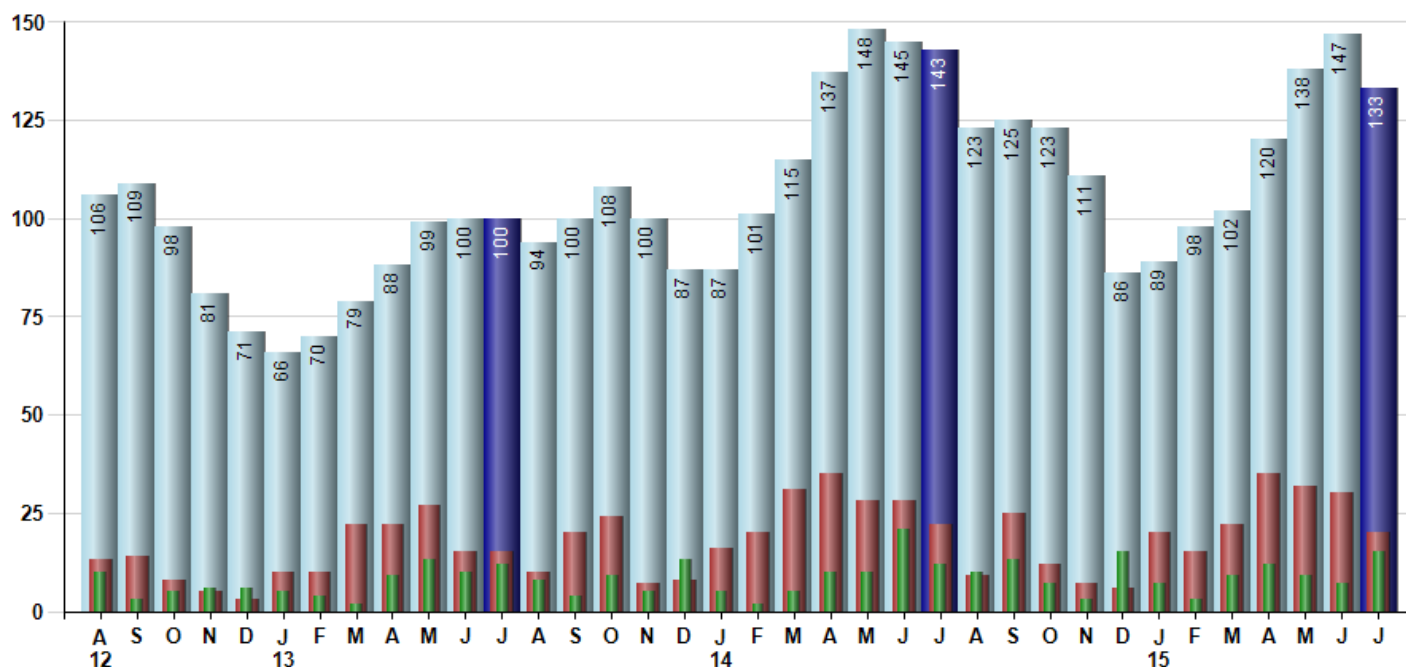
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 2015 was 20, down -33.3% from 30 last month and down -9.1% from 22 in July of last year.

Inventory New Listings Sold



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