

City: Easton



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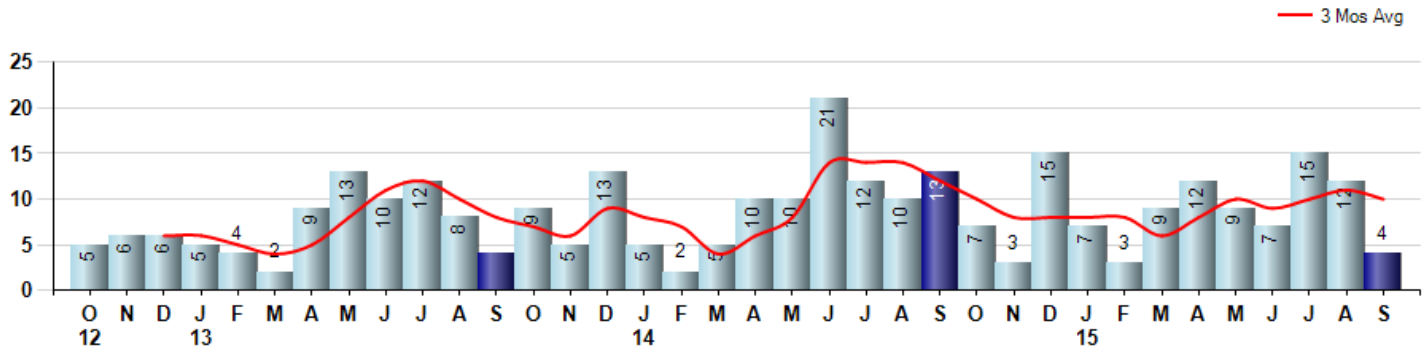
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$719,000	3%		-2%				
Average List Price of all Current Listings	\$827,983	0%		-4%				
September Median Sales Price	\$594,500	-5%	-5%	2%	1%	\$599,500	1%	1%
September Average Sales Price	\$645,375	-2%	0%	-1%	1%	\$618,479	-4%	-3%
Total Properties Currently for Sale (Inventory)	126	-1%		1%				
September Number of Properties Sold	4	-67%		-69%			-11%	
September Average Days on Market (Solds)	84	-45%	-37%	-29%	-43%	152	0%	3%
Asking Price per Square Foot (based on New Listings)	\$242	12%	7%	2%	5%	\$234	1%	1%
September Sold Price per Square Foot	\$202	-4%	-8%	4%	-6%	\$222	5%	4%
September Month's Supply of Inventory	31.5	198%	84%	228%	72%	17.2	-3%	-6%
September Sale Price vs List Price Ratio	98.9%	3.5%	3%	5%	3.8%	96.3%	0.8%	1.0%

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

Property Sales

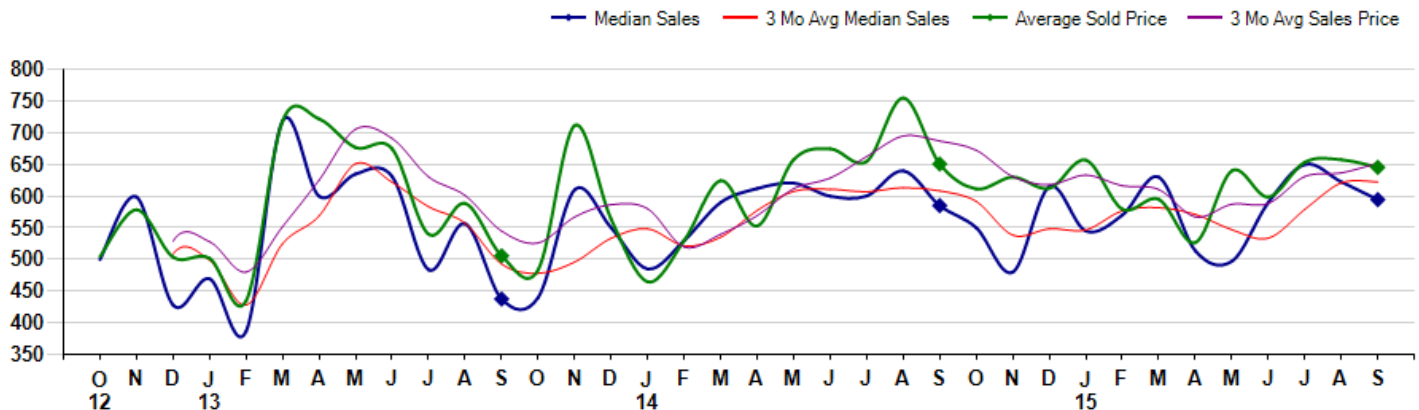
September Property sales were 4, down -69.2% from 13 in September of 2014 and -66.7% lower than the 12 sales last month. September 2015 sales were at their lowest level compared to September of 2014 and 2013. September YTD sales of 78 are running -11.4% behind last year's year-to-date sales of 88.



Prices

The Median Sales Price in September was \$594,500, up 1.6% from \$585,000 in September of 2014 and down -4.5% from \$622,500 last month. The Average Sales Price in September was \$645,375, down -0.8% from \$650,677 in September of 2014 and down -1.8% from \$657,500 last month. September 2015 ASP was at a mid range compared to September of 2014 and 2013.

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



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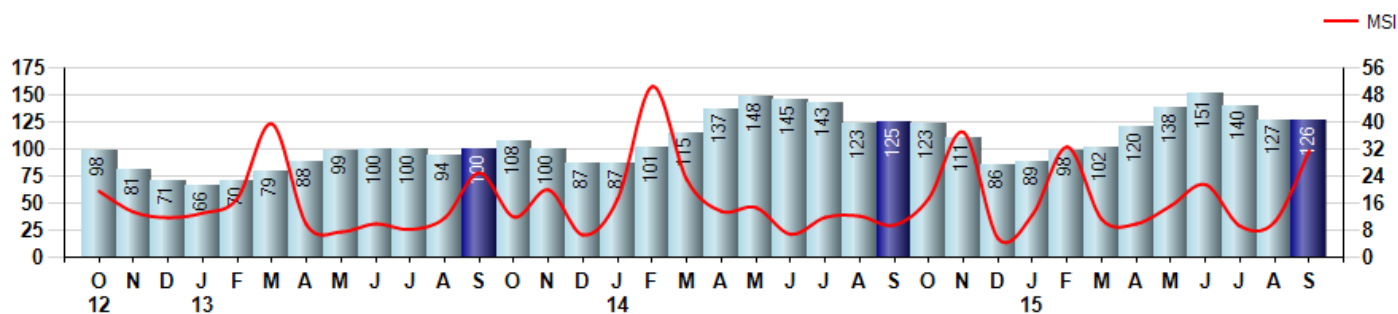
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Inventory & MSI

The Total Inventory of Properties available for sale as of September was 126, down -0.8% from 127 last month and up 0.8% from 125 in September of last year. September 2015 Inventory was at highest level compared to September of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2015 MSI of 31.5 months was at its highest level compared with September of 2014 and 2013.

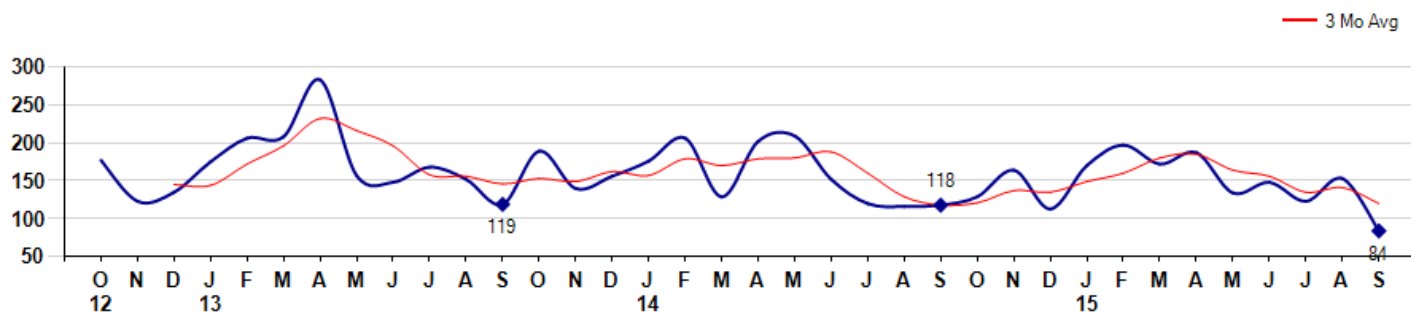
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 September was 84, down -45.1% from 153 days last month and down -28.8% from 118 days in September of last year. The September 2015 DOM was at its lowest level compared with September of 2014 and 2013.

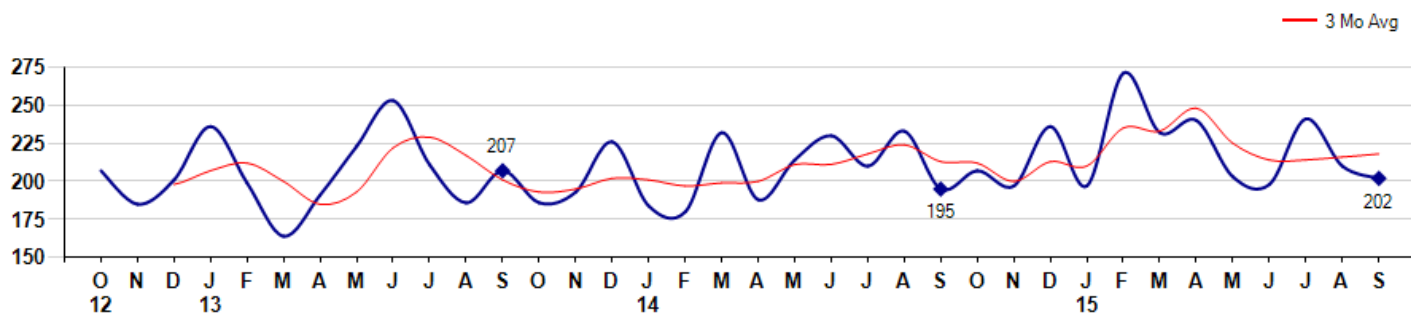
Average Days on Market(Listing to Contract) for properties sold during the month



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 September 2015 Selling Price per Square Foot of \$202 was down -3.8% from \$210 last month and up 3.6% from \$195 in September of last year.

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



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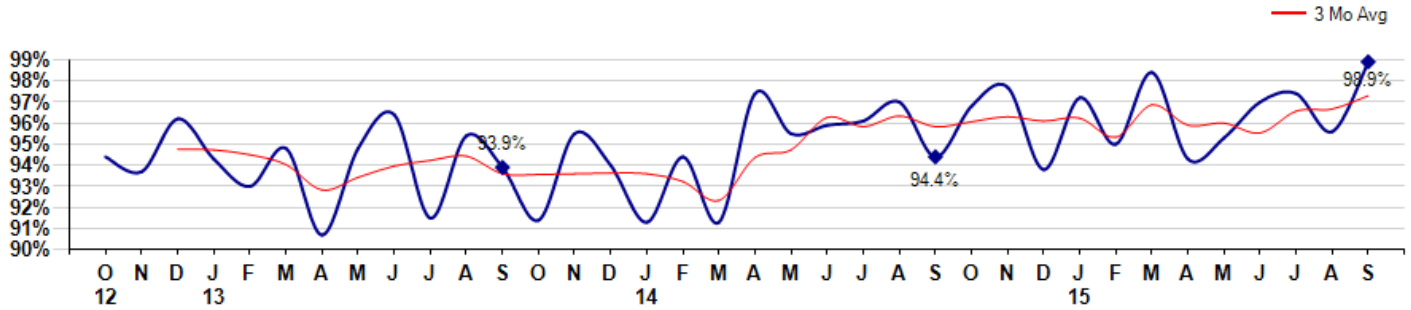


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Selling Price vs Listing Price

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 September 2015 Selling Price vs List Price of 98.9% was up from 95.6% last month and up from 94.4% in September of last year.

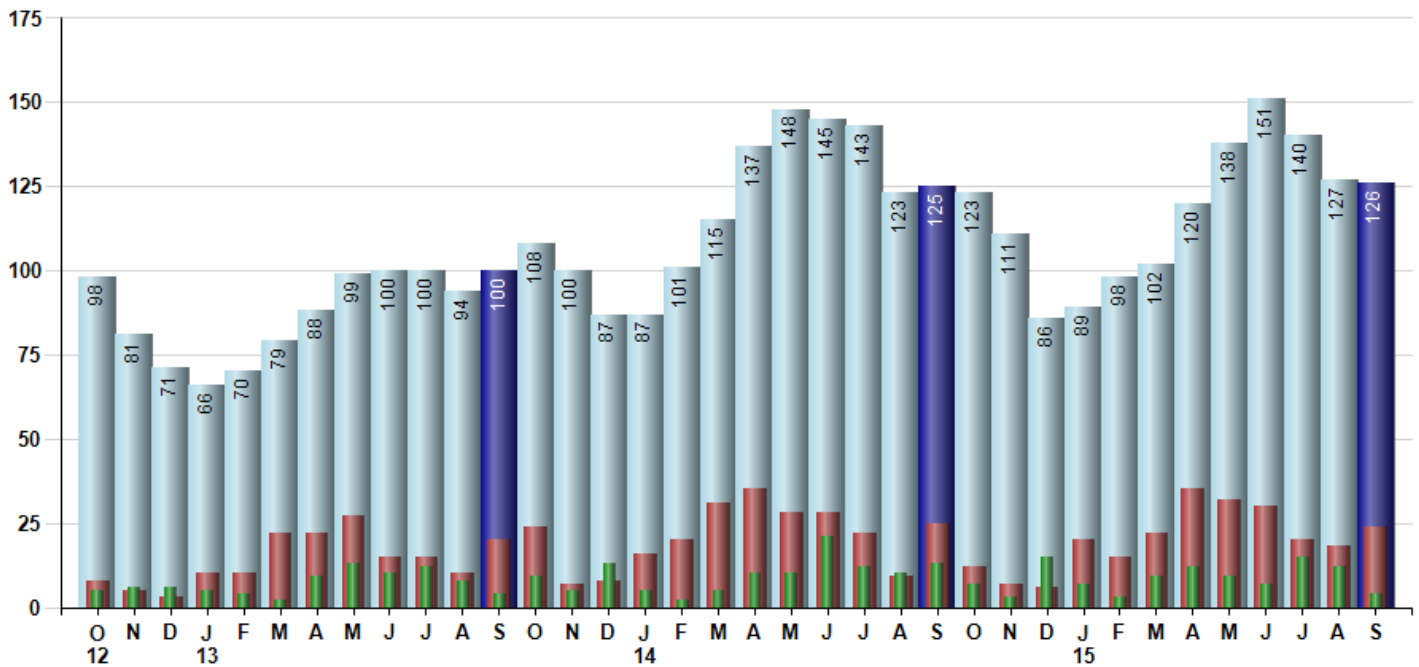
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 September 2015 was 24, up 33.3% from 18 last month and down -4.0% from 25 in September of last year.

Inventory New Listings Sold



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