

City: Easton



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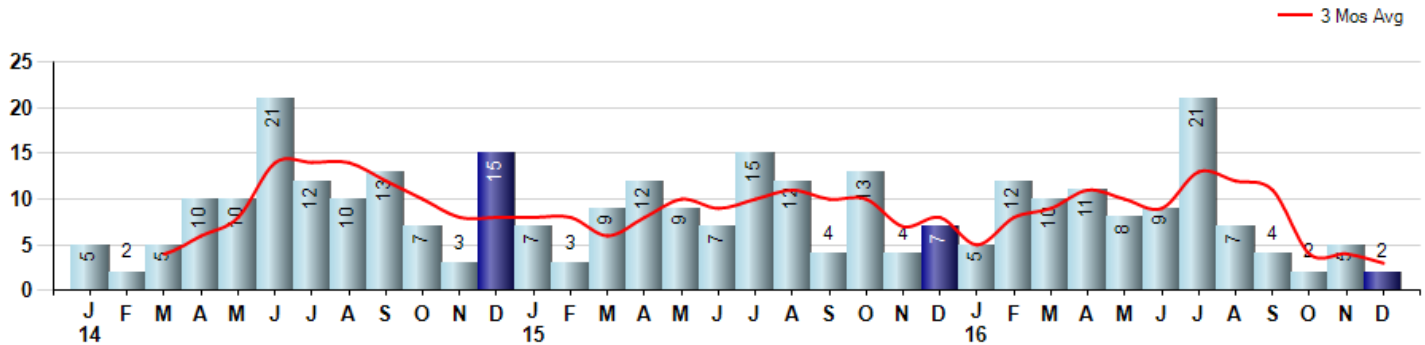
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$749,000	1%		7%				
Average List Price of all Current Listings	\$850,327	4%		6%				
December Median Sales Price	\$336,750	-40%	-40%	-33%	-43%	\$600,000	2%	2%
December Average Sales Price	\$336,750	-44%	-39%	-36%	-45%	\$647,401	6%	5%
Total Properties Currently for Sale (Inventory)	95	-21%		-8%				
December Number of Properties Sold	2	-60%		-71%			-6%	
December Average Days on Market (Solds)	103	-33%	-35%	-34%	-34%	172	10%	10%
Asking Price per Square Foot (based on New Listings)	\$216	-8%	-5%	1%	-6%	\$220	-4%	-4%
December Sold Price per Square Foot	\$251	37%	21%	32%	16%	\$212	-2%	-2%
December Month's Supply of Inventory	47.5	98%	6%	223%	164%	22.5	25%	25%
December Sale Price vs List Price Ratio	93.6%	-4.8%	-4%	-2%	-2.3%	96.6%	0.9%	0.8%

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

Property Sales

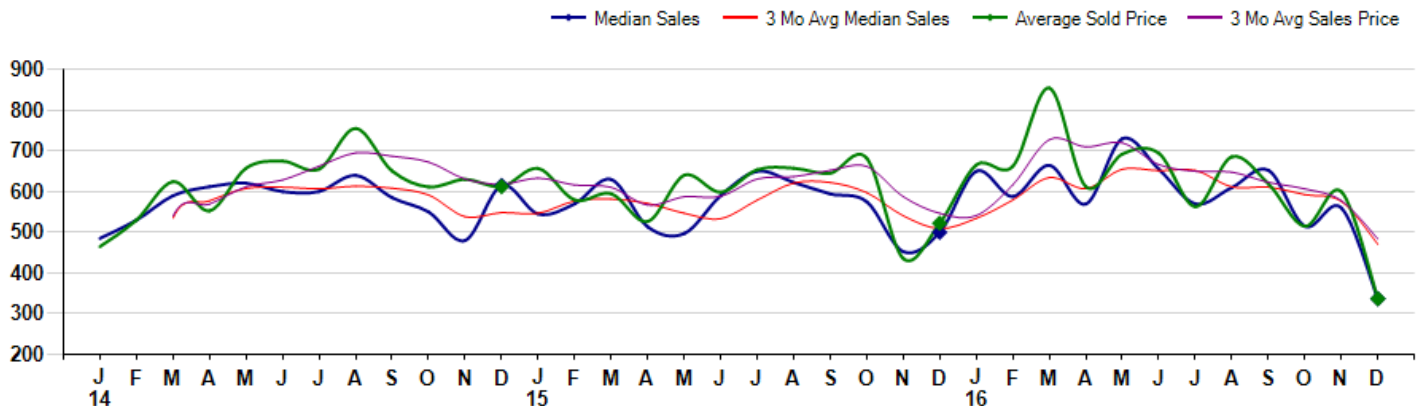
December Property sales were 2, down -71.4% from 7 in December of 2015 and -60.0% lower than the 5 sales last month. December 2016 sales were at their lowest level compared to December of 2015 and 2014. December YTD sales of 96 are running -5.9% behind last year's year-to-date sales of 102.



Prices

The Median Sales Price in December was \$336,750, down -32.7% from \$500,000 in December of 2015 and down -39.9% from \$559,900 last month. The Average Sales Price in December was \$336,750, down -35.5% from \$522,143 in December of 2015 and down -43.9% from \$599,780 last month. December 2016 ASP was at the lowest level compared to December of 2015 and 2014.

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



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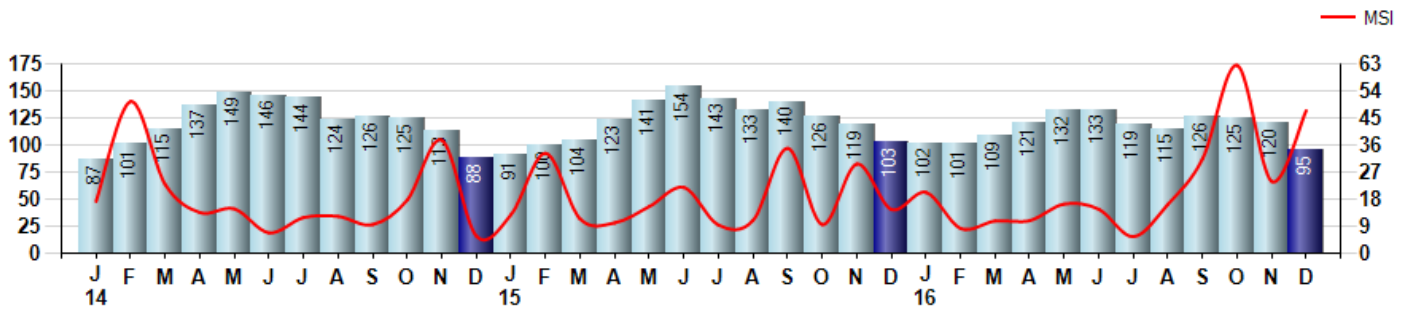
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 95, down -20.8% from 120 last month and down -7.8% from 103 in December of last year. December 2016 Inventory was at a mid range compared to December of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2016 MSI of 47.5 months was at its highest level compared with December of 2015 and 2014.

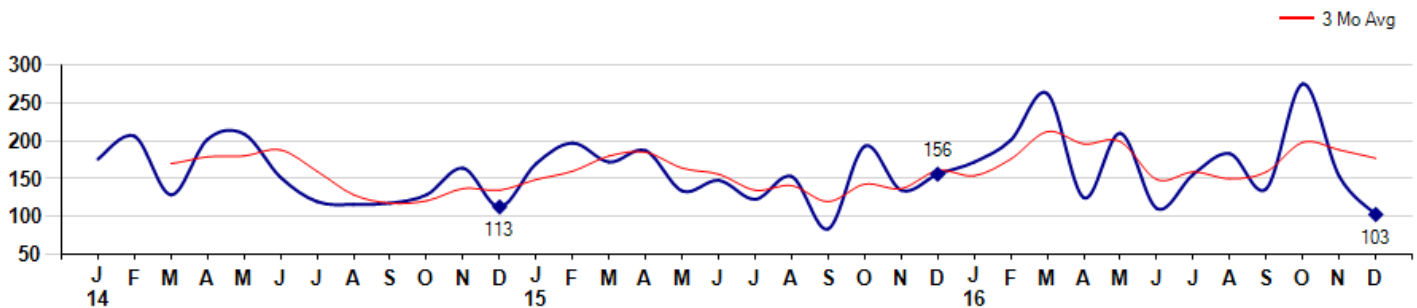
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 December was 103, down -32.7% from 153 days last month and down -34.0% from 156 days in December of last year. The December 2016 DOM was at its lowest level compared with December of 2015 and 2014.

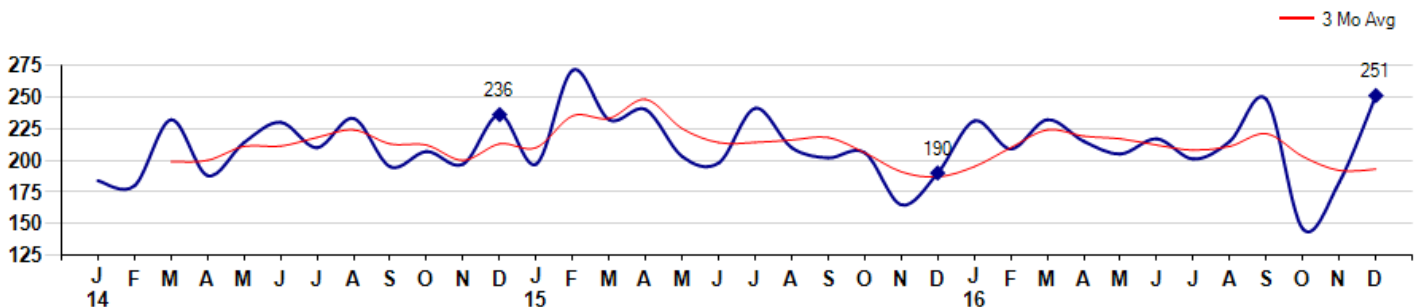
Average Days on Market(Listing to Contract) for properties sold during the month



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 December 2016 Selling Price per Square Foot of \$251 was up 37.2% from \$183 last month and up 32.1% from \$190 in December of last year.

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



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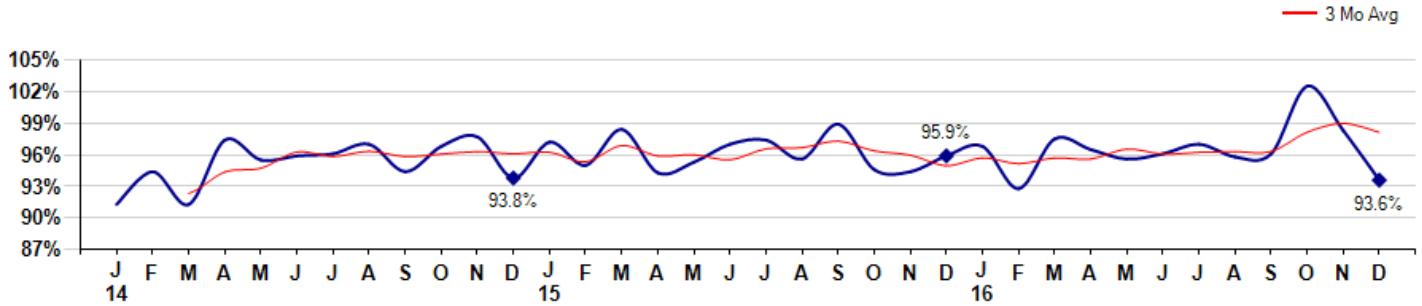


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Selling Price vs Listing Price

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 December 2016 Selling Price vs List Price of 93.6% was down from 98.3% last month and down from 95.9% in December of last year.

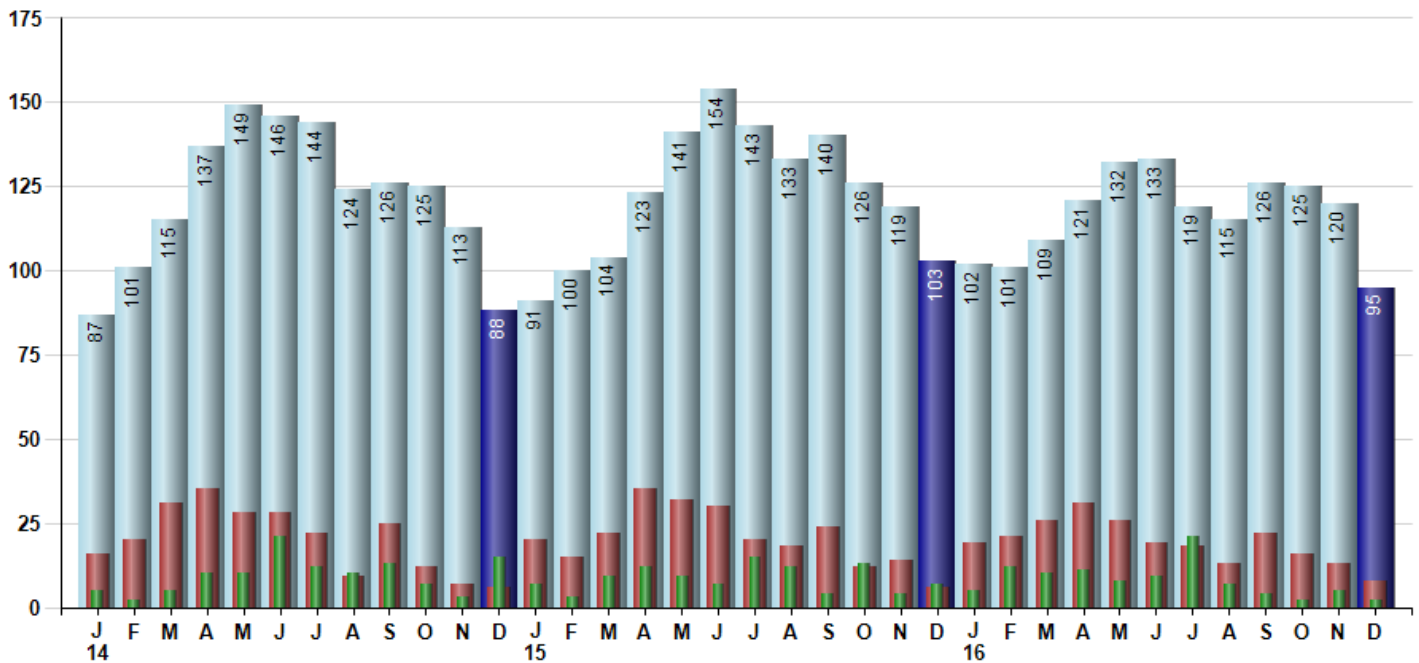
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 December 2016 was 8, down -38.5% from 13 last month and up 33.3% from 6 in December of last year.

Inventory (light blue), New Listings (red), Sold (green)



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MARKET ACTION REPORT

December 2016

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	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Homes Sold	5	2	5	10	10	21	12	10	13	7	3	15	7	3	9	12	9	7	15	12	4	13	4	7	5	12	10	11	8	9	21	7	4	2	5	2
3 Mo. Roll Avg			4	6	8	14	14	14	12	10	8	8	8	8	6	8	10	9	10	11	10	10	7	8	5	8	9	11	10	9	13	12	11	4	4	3

(000's)	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Median Sale Price	485	530	590	612	621	600	600	640	585	550	480	615	545	570	630	514	497	590	650	623	595	575	453	500	650	588	665	570	730	655	570	610	653	515	560	337
3 Mo. Roll Avg			535	577	608	611	607	613	608	592	538	548	547	577	582	571	547	534	579	621	622	597	541	509	534	579	634	607	655	652	652	612	611	593	576	471

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Inventory	87	101	115	137	149	146	144	124	126	125	113	88	91	100	104	123	141	154	143	133	140	126	119	103	102	101	109	121	132	133	119	115	126	125	120	95
MSI	17	51	23	14	15	7	12	12	10	18	38	6	13	33	12	10	16	22	10	11	35	10	30	15	20	8	11	11	17	15	6	16	32	63	24	48

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Days On Market	176	206	129	202	209	152	120	116	118	129	164	113	170	197	172	187	134	148	123	153	84	193	135	156	172	201	262	125	210	111	156	183	137	275	153	103
3 Mo. Roll Avg			170	179	180	188	160	129	118	121	137	135	149	160	180	185	164	156	135	141	120	143	137	161	154	176	212	196	199	149	159	150	159	198	188	177

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Price per Sq Ft	184	180	232	188	214	230	210	233	195	207	197	236	197	271	232	240	203	198	241	210	202	206	165	190	231	209	232	215	205	217	201	215	248	146	183	251
3 Mo. Roll Avg			199	200	211	211	218	224	213	212	200	213	210	235	233	248	225	214	214	216	218	206	191	187	195	210	224	219	217	212	208	211	221	203	192	193

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Sale to List Price	0.913	0.944	0.913	0.974	0.955	0.959	0.961	0.970	0.944	0.968	0.977	0.938	0.972	0.950	0.984	0.943	0.953	0.970	0.974	0.956	0.989	0.946	0.944	0.959	0.968	0.928	0.975	0.965	0.956	0.961	0.970	0.958	0.961	1.025	0.983	0.936
3 Mo. Roll Avg			0.923	0.944	0.947	0.963	0.958	0.963	0.958	0.961	0.963	0.961	0.962	0.953	0.969	0.959	0.960	0.955	0.966	0.967	0.973	0.964	0.960	0.950	0.957	0.952	0.957	0.956	0.965	0.961	0.962	0.963	0.963	0.981	0.990	0.981

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
New Listings	16	20	31	35	28	28	22	9	25	12	7	6	20	15	22	35	32	30	20	18	24	12	14	6	19	21	26	31	26	19	18	13	22	16	13	8
Inventory	87	101	115	137	149	146	144	124	126	125	113	88	91	100	104	123	141	154	143	133	140	126	119	103	102	101	109	121	132	133	119	115	126	125	120	95
Sales	5	2	5	10	10	21	12	10	13	7	3	15	7	3	9	12	9	7	15	12	4	13	4	7	5	12	10	11	8	9	21	7	4	2	5	2

(000's)	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Avg Sale Price	465	530	624	553	658	675	655	755	651	611	630	612	657	579	595	527	640	599	654	658	645	682	436	522	665	663	855	612	692	694	563	686	619	515	600	337
3 Mo. Roll Avg			540	569	612	628	663	695	687	672	631	618	633	616	610	567	587	588	631	637	652	662	588	547	541	617	728	710	720	666	650	648	623	607	578	484

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