

AREA REPORT

EASTON

FULL MARKET SUMMARY

October 2021 | Single Family Homes ?

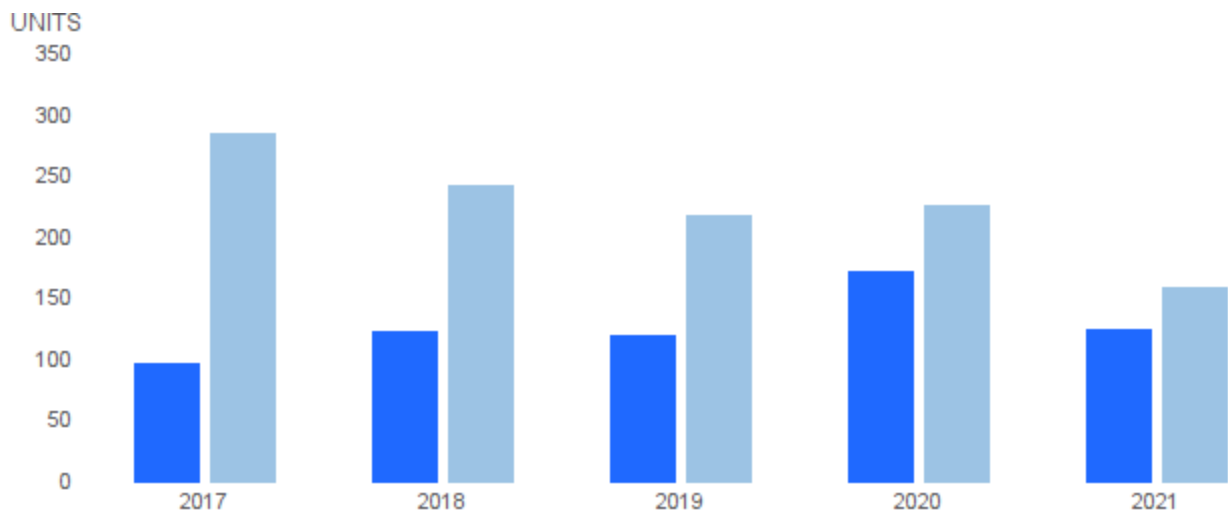
	Month to Date			Year to Date		
	October 2021	October 2020	% Change	YTD 2021	YTD 2020	% Change
New Listings	9	20	-55% ↓	157	203	-22.66% ↓
Sold Listings	10	13	-23.08% ↓	125	138	-9.42% ↓
Median List Price (Solds)	\$694,000	\$619,000	12.12% ↑	\$729,900	\$589,000	23.92% ↑
Median Sold Price	\$695,500	\$619,000	12.36% ↑	\$725,000	\$572,500	26.64% ↑
Median Days on Market	34	43	-20.93% ↓	44	68	-35.29% ↓
Average List Price (Solds)	\$742,270	\$668,146	11.09% ↑	\$785,093	\$611,792	28.33% ↑
Average Sold Price	\$724,770	\$657,653	10.21% ↑	\$782,029	\$598,823	30.59% ↑
Average Days on Market	61	72	-15.28% ↓	62	94	-34.04% ↓
List/Sold Price Ratio	97.7%	98.5%	-0.85% ↓	100%	98.1%	1.9% ↑

SOLD AND NEW PROPERTIES (UNITS)

October 2021 | Single Family Homes ?

Sold Properties | Number of properties sold during the year

New Properties | Number of properties listed during the year.



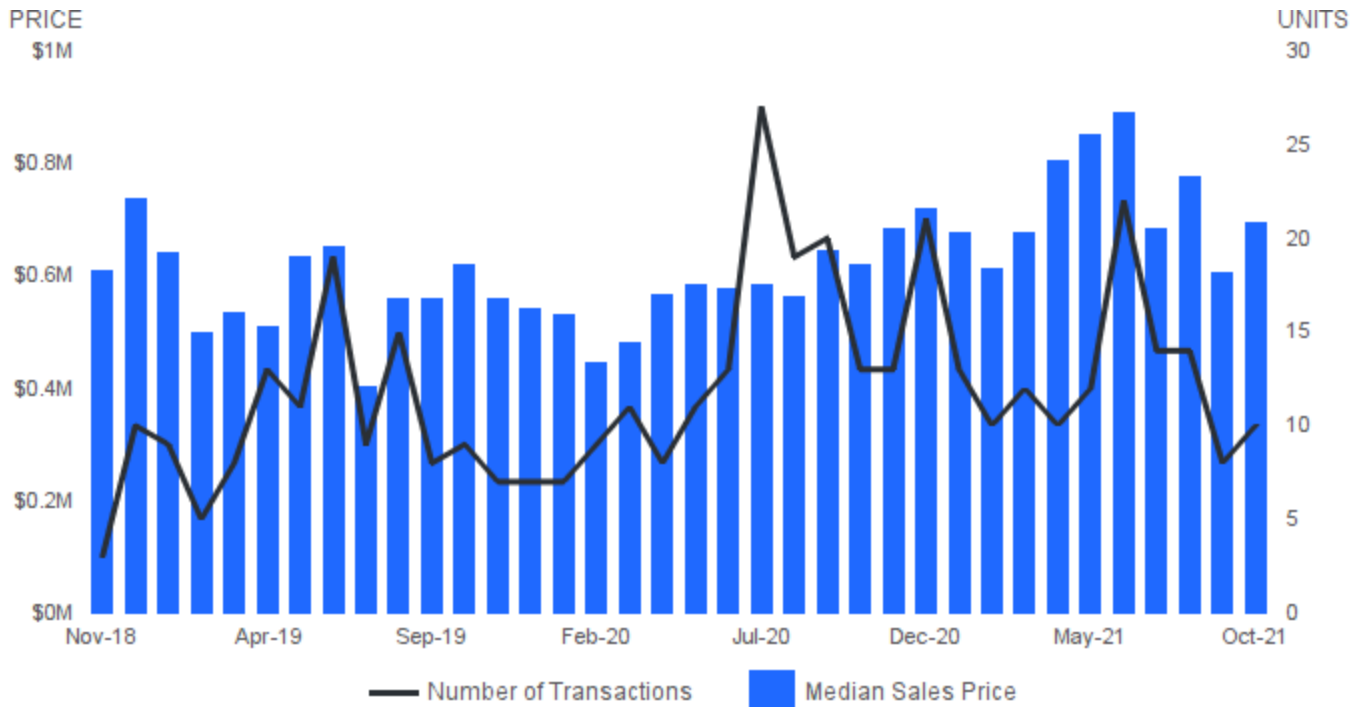
Sold Properties	96	123	120	172	125
New Properties	284	242	217	226	158
Sold Volume	\$57.73M	\$74.08M	\$72.59M	\$109.26M	\$97.75M
Listing Volume	\$195.51M	\$172.43M	\$148.48M	\$171.36M	\$140.09M
Median Sale Price	\$595K	\$595K	\$563K	\$586K	\$725K

MEDIAN SALES PRICE AND NUMBER OF SALES

October 2021 | Single Family Homes ?

Median Sales Price | Price of the "middle" property sold -an equal number of sales were above and below this price.

Number of Sales | Number of properties sold.

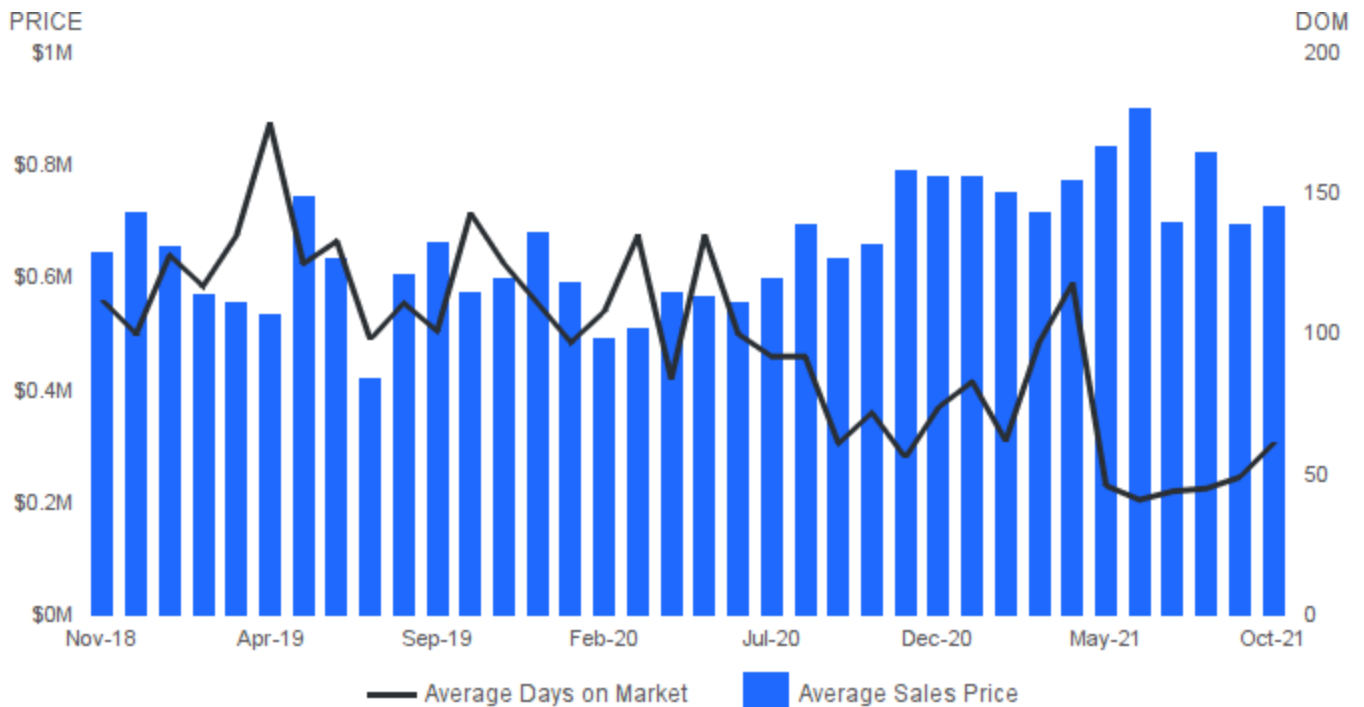


AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

October 2021 | Single Family Homes ?

Average Sales Price | Average sales price for all properties sold.

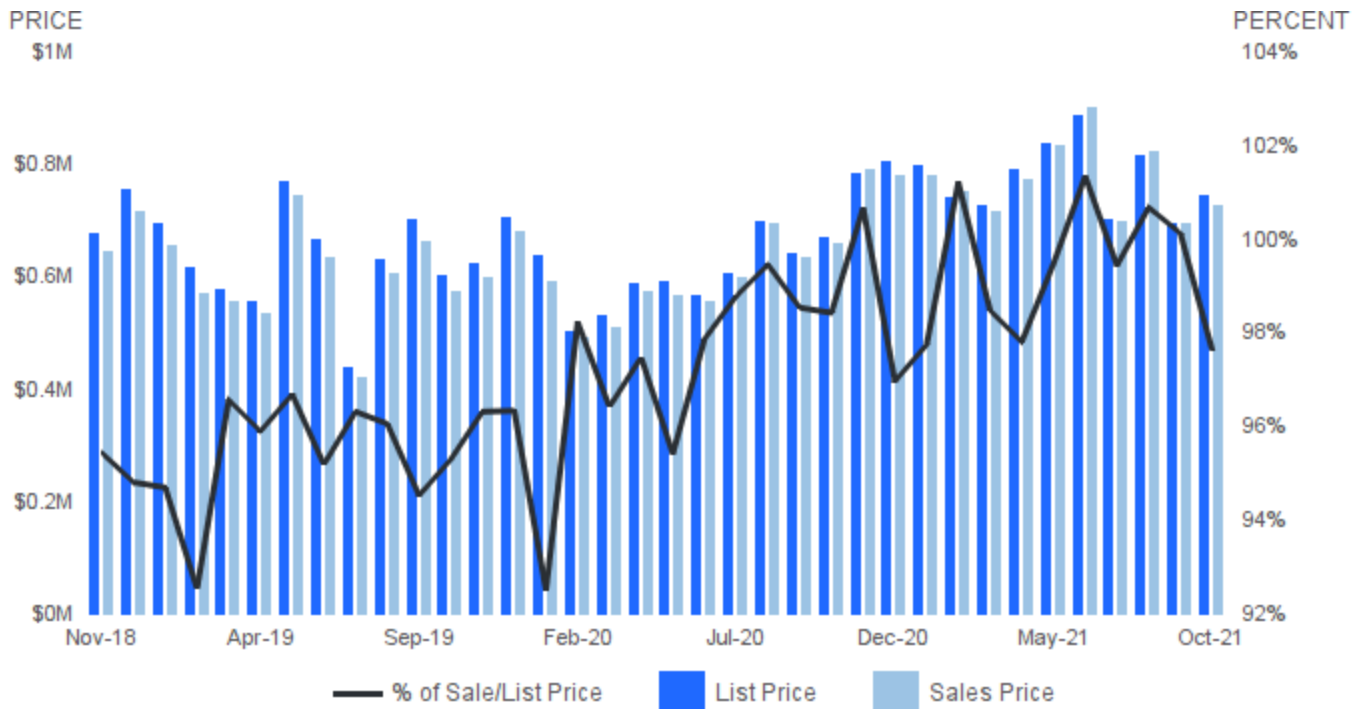
Average Days on Market | Average days on market for all properties sold.



SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

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Sale Price as a Percentage of Original Price | Average sale price of property as percentage of final list price.

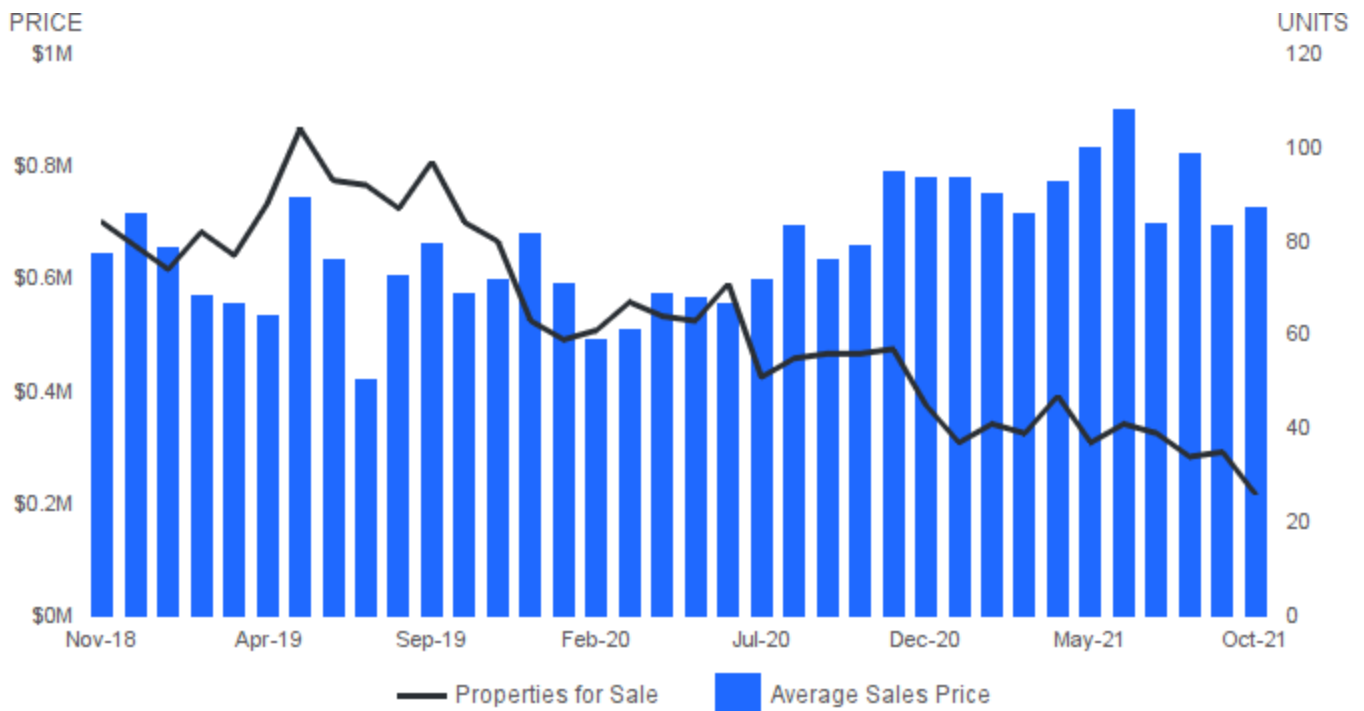


AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

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Average Sales Price | Average sales price for all properties sold.

Properties for Sale | Number of properties listed for sale at the end of month.

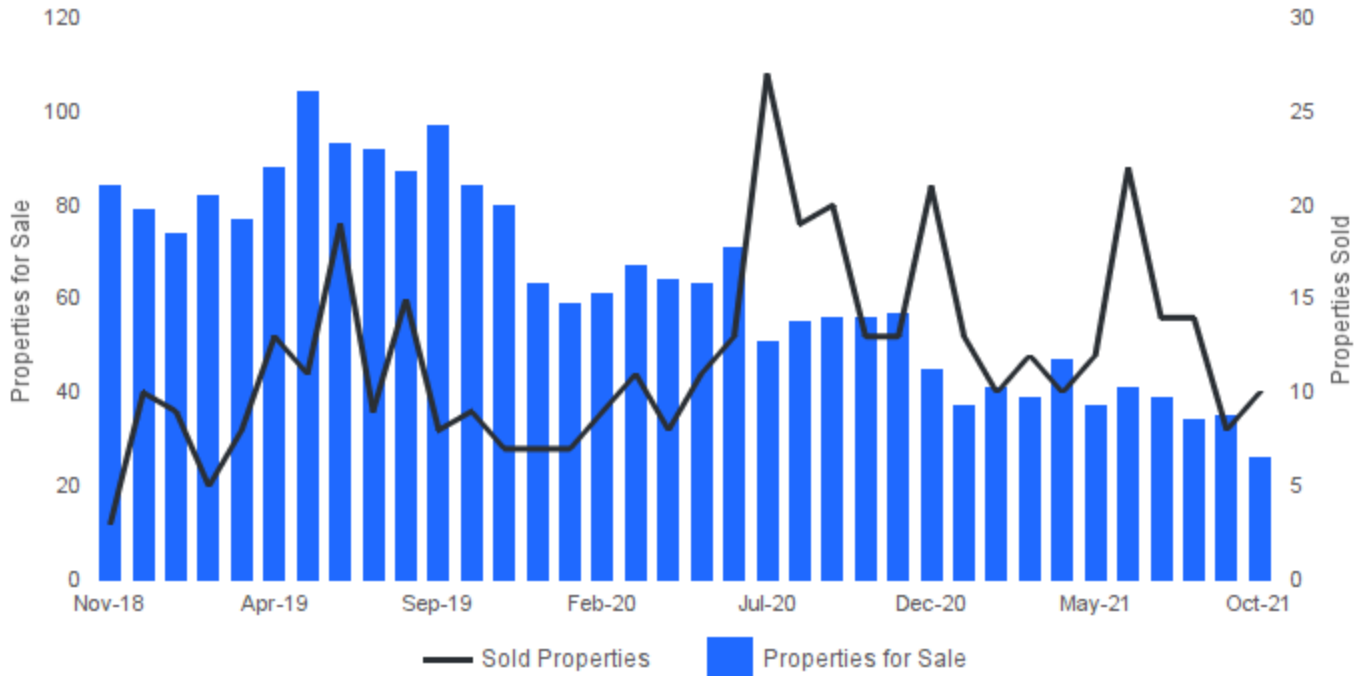


PROPERTIES FOR SALE AND SOLD PROPERTIES

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Properties for Sale | Number of properties listed for sale at the end of month.

Sold Properties | Number of properties sold.



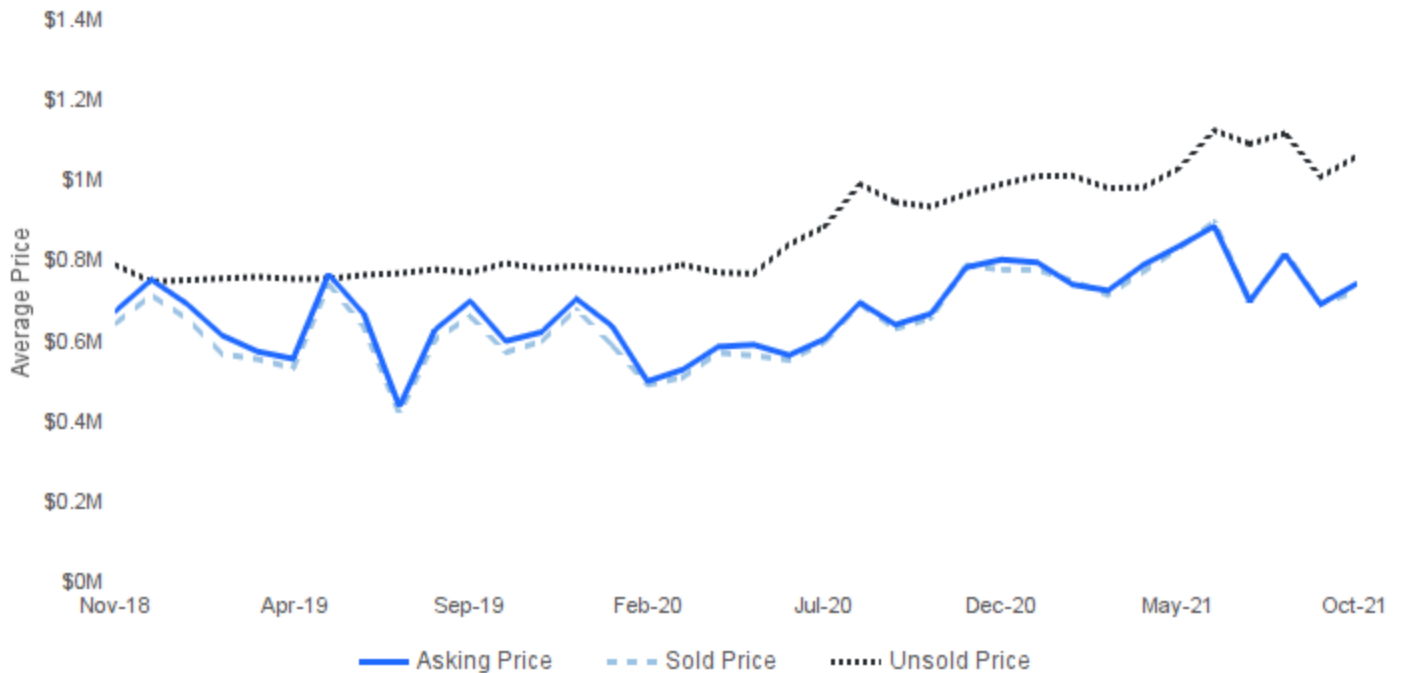
AVERAGE ASKING/SOLD/UNSOLD PRICE

October 2021 | Single Family Homes ?

Unsold Price | the average active list price

Asking Price | the average asking price of sold properties

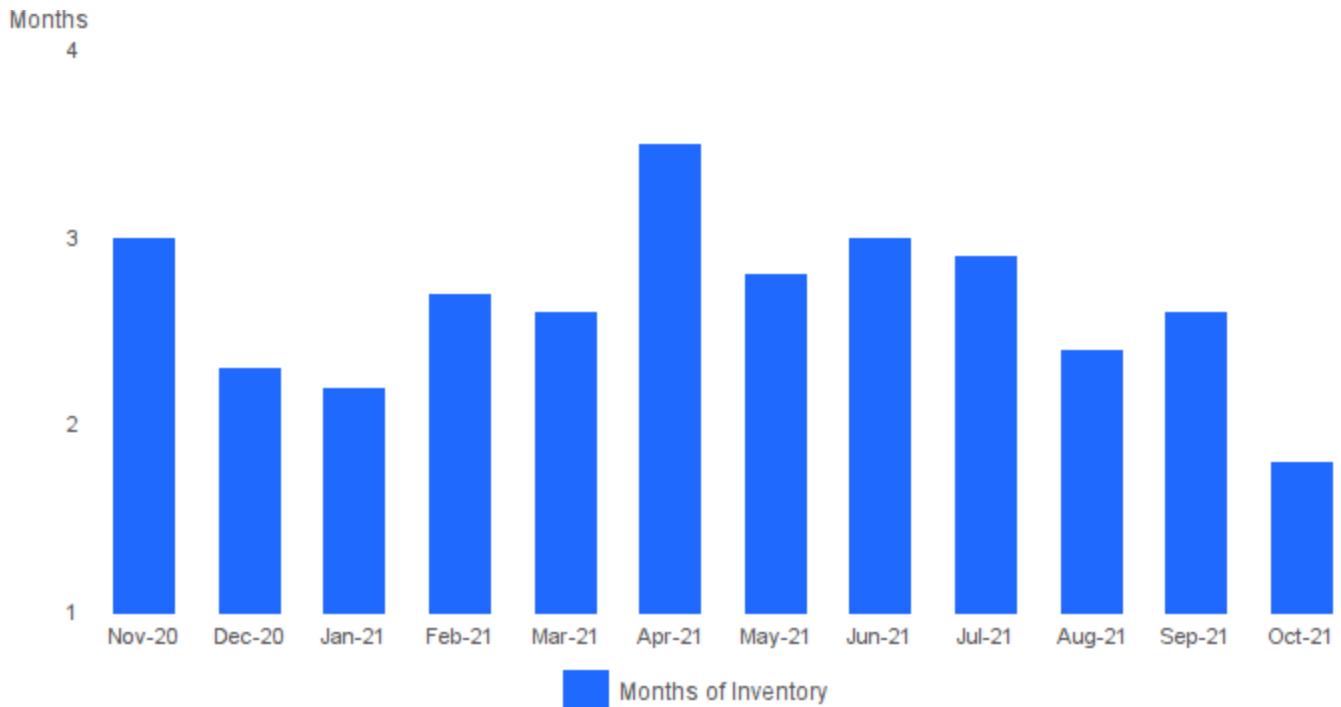
Sold Price | the average selling price



ABSORPTION RATE

October 2021 | Single Family Homes ?

Absorption Rate | Looks at the past year's monthly supply of inventory. In a normal market there should be a 6 month supply. The higher the rate above 6 the more aggressive a seller has to be with the competition; price and having a picture perfect property.



MONTHS SUPPLY OF INVENTORY

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Months Supply of Inventory | Properties for sale divided by number of properties sold.

Units Listed | Number of properties listed for sale at the end of month.

Units Sold | Number of properties sold.

