

City: Easton

Coldwell Banker Westport Riverside

472 Riverside Avenue
Westport, CT 06880
www.ColdwellBankerMoves.com
203-227-8424



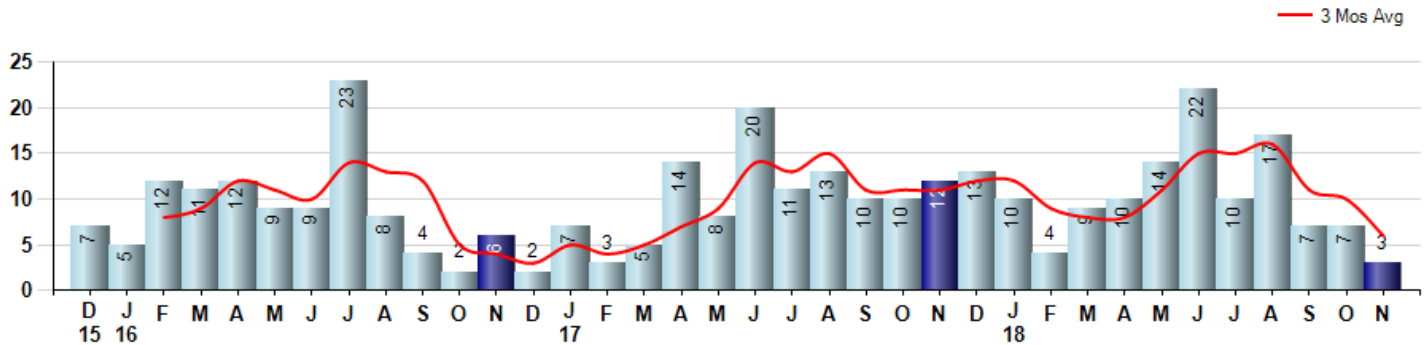
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$699,000	0%		2%				
Average List Price of all Current Listings	\$775,679	-2%		2%				
November Median Sales Price	\$610,000	7%	0%	4%	3%	\$570,000	-6%	-3%
November Average Sales Price	\$645,000	17%	8%	4%	6%	\$592,344	-6%	-3%
Total Properties Currently for Sale (Inventory)	85	-11%		-17%				
November Number of Properties Sold	3	-57%		-75%			0%	
November Average Days on Market (Solds)	112	-35%	0%	24%	-15%	114	-15%	-14%
Asking Price per Square Foot (based on New Listings)	\$162	-21%	-12%	12%	-12%	\$188	3%	3%
November Sold Price per Square Foot	\$154	-4%	-13%	-6%	-16%	\$167	-10%	-9%
November Month's Supply of Inventory	28.3	109%	51%	233%	88%	12.2	-23%	-10%
November Sale Price vs List Price Ratio	90.2%	6.1%	0%	1%	-1.4%	91.0%	-1.0%	-0.6%

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

Property Sales

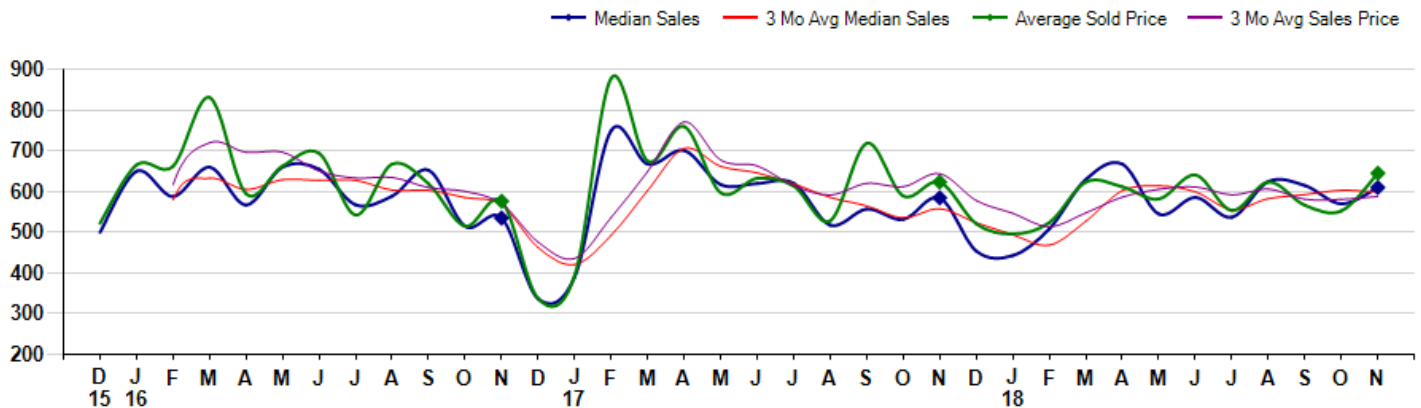
November Property sales were 3, down -75.0% from 12 in November of 2017 and -57.1% lower than the 7 sales last month. November 2018 sales were at their lowest level compared to November of 2017 and 2016. November YTD sales of 113 are running equal to last year's year-to-date sales of 113.



Prices

The Median Sales Price in November was \$610,000, up 4.4% from \$584,500 in November of 2017 and up 7.0% from \$570,000 last month. The Average Sales Price in November was \$645,000, up 3.5% from \$623,434 in November of 2017 and up 16.7% from \$552,571 last month. November 2018 ASP was at highest level compared to November of 2017 and 2016.

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



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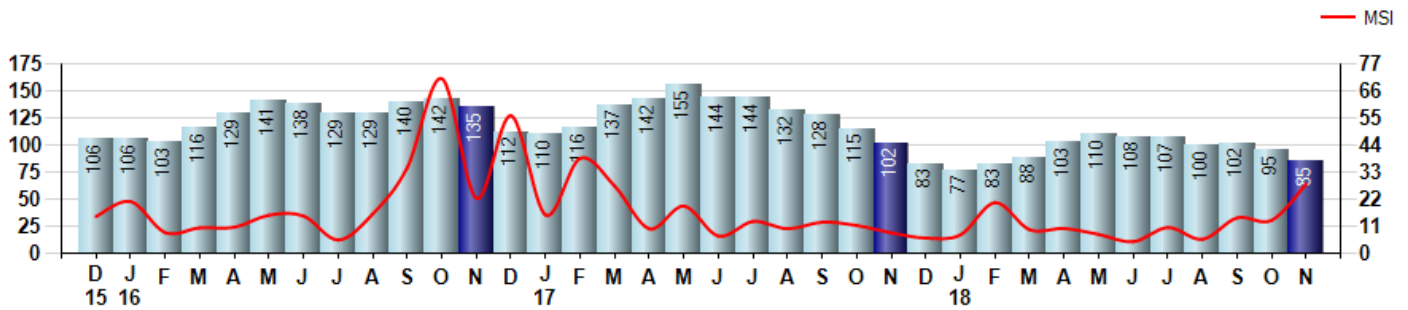
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Inventory & MSI

The Total Inventory of Properties available for sale as of November was 85, down -10.5% from 95 last month and down -16.7% from 102 in November of last year. November 2018 Inventory was at the lowest level compared to November of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2018 MSI of 28.3 months was at its highest level compared with November of 2017 and 2016.

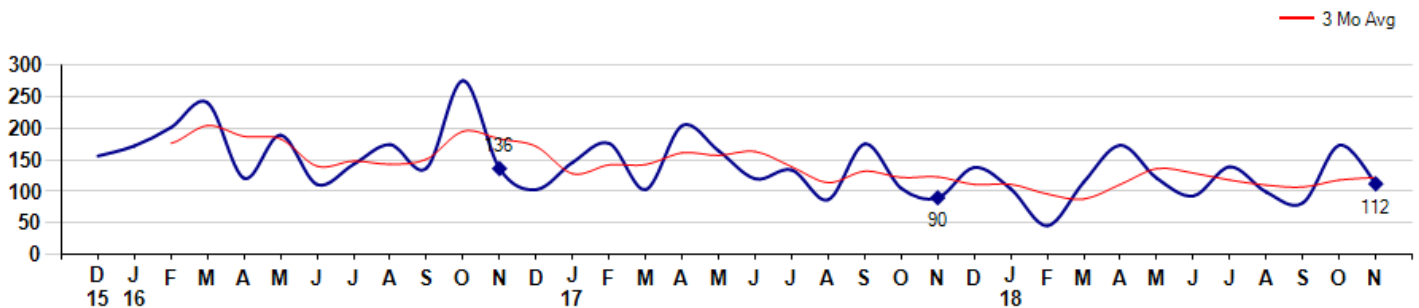
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 November was 112, down -35.3% from 173 days last month and up 24.4% from 90 days in November of last year. The November 2018 DOM was at a mid range compared with November of 2017 and 2016.

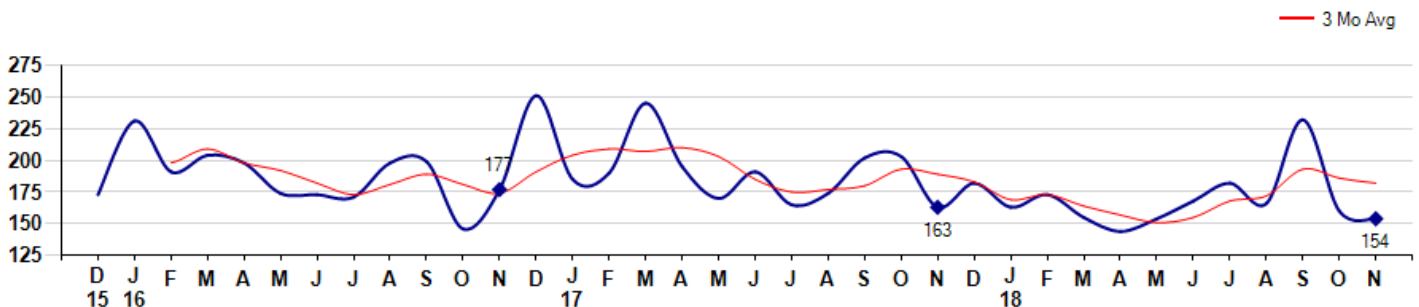
Average Days on Market (Listing to Contract) for properties sold during the month



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 November 2018 Selling Price per Square Foot of \$154 was down -3.8% from \$160 last month and down -5.5% from \$163 in November of last year.

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



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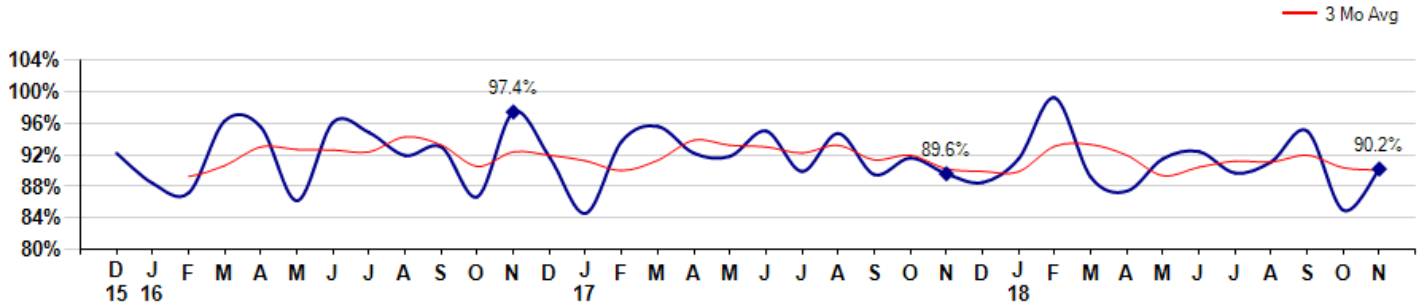


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Selling Price vs Listing Price

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 November 2018 Selling Price vs List Price of 90.2% was up from 85.0% last month and up from 89.6% in November of last year.

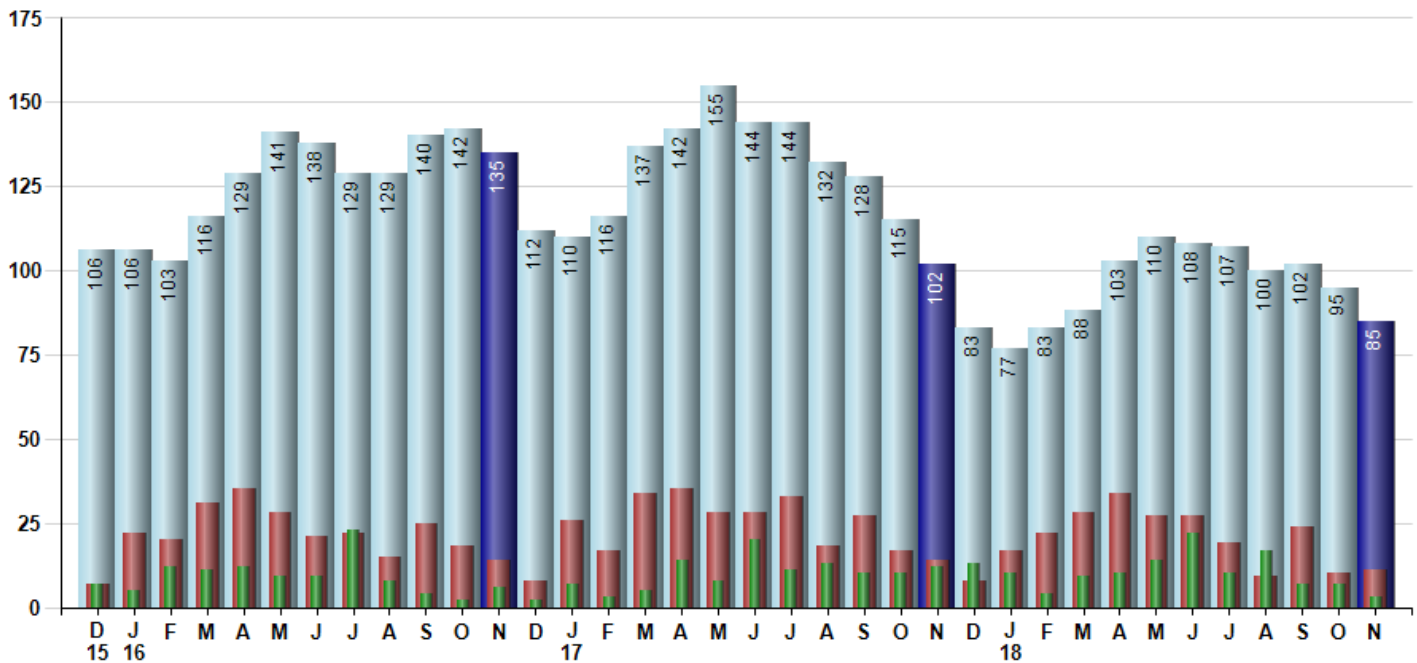
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 November 2018 was 11, up 10.0% from 10 last month and down -21.4% from 14 in November of last year.

Inventory NewListings Sold



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MARKET ACTION REPORT

November 2018

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	D 15	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N
Homes Sold	7	5	12	11	12	9	9	23	8	4	2	6	2	7	3	5	14	8	20	11	13	10	10	12	13	10	4	9	10	14	22	10	17	7	7	3
3 Mo. Roll Avg			8	9	12	11	10	14	13	12	5	4	3	5	4	5	7	9	14	13	15	11	11	11	12	12	9	8	8	11	15	15	16	11	10	6

	(000's) D 15	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N
Median Sale Price	500	650	588	660	567	660	655	568	589	653	515	535	337	390	750	668	701	617	620	620	518	557	532	585	454	443	508	630	668	545	586	537	625	615	570	610
3 Mo. Roll Avg			579	633	605	629	627	628	604	603	585	567	462	421	492	603	706	662	646	619	586	565	535	558	523	494	468	527	602	614	599	556	583	592	603	598

	D 15	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N
Inventory	106	106	103	116	129	141	138	129	129	140	142	135	112	110	116	137	142	155	144	144	132	128	115	102	83	77	83	88	103	110	108	107	100	102	95	85
MSI	15	21	9	11	11	16	15	6	16	35	71	23	56	16	39	27	10	19	7	13	10	13	12	9	6	8	21	10	10	8	5	11	6	15	14	28

	D 15	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N
Days On Market	156	172	201	240	121	189	111	143	174	137	275	136	103	146	176	103	204	164	120	134	87	175	105	90	138	104	46	115	173	121	93	139	99	82	173	112
3 Mo. Roll Avg			176	204	187	183	140	148	143	151	195	183	171	128	142	142	161	157	163	139	114	132	122	123	111	111	96	88	111	136	129	118	110	107	118	122

	D 15	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N
Price per Sq Ft	173	231	191	204	198	174	173	171	198	199	146	177	251	185	190	245	195	170	191	165	174	202	203	163	182	163	173	155	144	154	168	182	166	232	160	154
3 Mo. Roll Avg			198	209	198	192	182	173	181	189	181	174	191	204	209	207	210	203	185	175	177	180	193	189	183	169	173	164	157	151	155	168	172	193	186	182

	D 15	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N
Sale to List Price	0.922	0.884	0.872	0.963	0.955	0.862	0.961	0.948	0.919	0.930	0.867	0.974	0.917	0.846	0.937	0.956	0.922	0.918	0.950	0.899	0.947	0.895	0.916	0.896	0.885	0.915	0.992	0.892	0.874	0.915	0.924	0.897	0.911	0.950	0.850	0.902
3 Mo. Roll Avg			0.893	0.906	0.930	0.927	0.926	0.924	0.943	0.932	0.905	0.924	0.919	0.912	0.900	0.913	0.938	0.932	0.930	0.922	0.932	0.914	0.919	0.902	0.899	0.899	0.931	0.933	0.919	0.894	0.904	0.912	0.911	0.919	0.904	0.901

	D 15	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N
New Listings	7	22	20	31	35	28	21	22	15	25	18	14	8	26	17	34	35	28	28	33	18	27	17	14	8	17	22	28	34	27	27	19	9	24	10	11
Inventory	106	106	103	116	129	141	138	129	129	140	142	135	112	110	116	137	142	155	144	144	132	128	115	102	83	77	83	88	103	110	108	107	100	102	95	85
Sales	7	5	12	11	12	9	9	23	8	4	2	6	2	7	3	5	14	8	20	11	13	10	10	12	13	10	4	9	10	14	22	10	17	7	7	3

	(000's) D 15	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N
Avg Sale Price	522	665	663	832	595	663	694	543	668	619	515	576	337	394	878	675	760	597	633	614	528	719	589	623	521	496	524	624	612	582	641	554	624	567	553	645
3 Mo. Roll Avg			617	720	696	696	651	633	635	610	601	570	476	436	536	649	771	677	663	615	592	620	612	644	578	547	514	548	586	606	611	592	606	581	581	588

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