

Easton Market Report 2018 Year End 2018

Connecticut | Hamptons | New York City | New Jersey | Hudson Valley





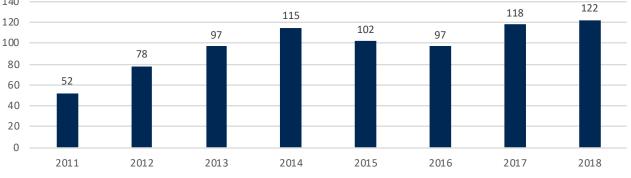


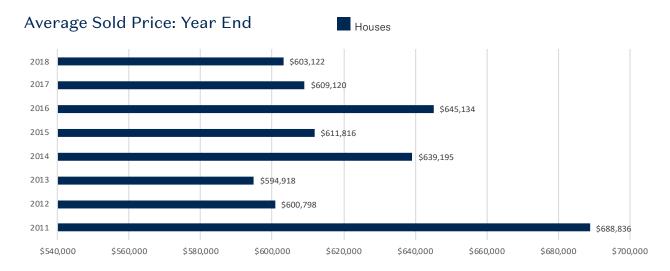
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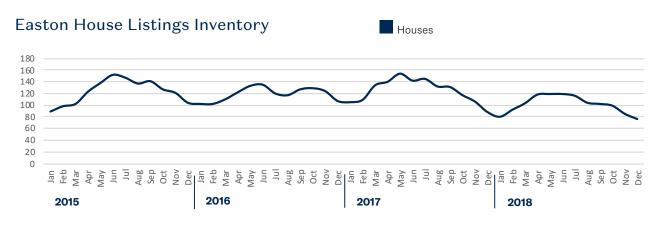
Easton Overview

| | 2018 | 2017 | % CHANGE |
|---|-----------|-----------|----------|
| Houses: Closings in Fourth Quarter | 19 | 34 | -44.1% |
| Houses: Closings Full Year | 122 | 118 | +3.4% |
| Houses: Average Closing Price Full Year | \$603,122 | \$609,120 | -1% |
| Houses: Pending on December 31st | 10 | 9 | +11.1% |
| Houses: Inventory on December 31st | 76 | 84 | -9.5% |

Easton Closed: Year End Houses







Easton

Active House Listings as of December 31st

| | 2018 | 2017 | % |
|---------------|------|------|--------|
| Under \$400K | 4 | 4 | 0% |
| \$400K-\$500K | 10 | 10 | 0% |
| \$500K-\$600K | 20 | 15 | +33.3% |
| \$600K-\$700K | 11 | 18 | -38.9% |
| \$700K-\$1M | 24 | 22 | +9.1% |
| \$1M-\$1.5M | 5 | 13 | -61.5% |
| Over \$1.5M | 2 | 2 | 0% |

Number of Houses Closed: Year End

| | 2018 | 2017 | % |
|---------------|------|------|--------|
| Under \$400K | 16 | 19 | -15.8% |
| \$400K-\$500K | 24 | 18 | +33.3% |
| \$500K-\$600K | 23 | 23 | 0% |
| \$600K-\$700K | 25 | 32 | -21.9% |
| \$700K-\$1M | 29 | 16 | +81.3% |
| \$1M-\$1.5M | 5 | 10 | -50% |
| Over \$1.5M | 0 | 0 | NA |

Absorption Rate in Months: Houses

Based on closing for full year and inventory on December 31st

| | UNDER \$400K | \$400K-\$500K | \$500K-\$600K | \$600K-\$700K | \$700K-\$1M | \$1M-\$1.5M | OVER \$1.5M |
|------|--------------|---------------|---------------|---------------|-------------|-------------|-------------|
| 2018 | 3 | 5 | 10.4 | 5.3 | 9.9 | 12 | NA |
| 2017 | 2.5 | 6.7 | 7.8 | 6.8 | 16.5 | 15.6 | NA |
| % | +20% | -25.4% | +33.3% | -22.1% | -40% | -23.1% | NA |



Lower Fairfield County

Town Comparison: Year End (Single Family Homes)

| Town | # of Sold Houses | | % change | Median Selling Price | | % change |
|------------------|------------------|------|----------|----------------------|-------------|----------|
| | 2018 | 2017 | | 2018 | 2017 | |
| Darien | 259 | 302 | -14.2% | \$1,350,000 | \$1,420,000 | -4.9% |
| Easton | 122 | 118 | +3.4% | \$595,000 | \$594,750 | +0% |
| Fairfield | 730 | 779 | -6.3% | \$630,000 | \$600,000 | +5% |
| All of Greenwich | 592 | 571 | +3.7% | \$1,770,000 | \$1,800,000 | -1.7% |
| New Canaan | 217 | 256 | -15.2% | \$1,341,500 | \$1,477,500 | -9.2% |
| Norwalk | 675 | 659 | +2.4% | \$488,000 | \$462,500 | +5.5% |
| Redding | 130 | 133 | -2.3% | \$548,250 | \$490,000 | +11.9% |
| Ridgefield | 329 | 370 | -11.1% | \$641,260 | \$642,500 | -0.2% |
| Rowayton* | 69 | 87 | -20.7% | \$975,000 | \$1,325,000 | -26.4% |
| Stamford | 720 | 724 | -0.6% | \$581,500 | \$575,000 | +1.1% |
| Weston | 167 | 174 | -4% | \$703,210 | \$789,500 | -10.9% |
| Westport | 410 | 433 | -5.3% | \$1,220,000 | \$1,315,000 | -7.2% |
| Wilton | 206 | 229 | -10% | \$785,000 | \$730,000 | +7.5% |

^{*}Rowayton solds data also included in Norwalk.

Dollar Volume of House Sales 2018 vs. 2017

Overall the Lower Fairfield County market was relatively steady in 2018. For all towns taken together the total number of house closings was down slightly at 4.3%, and the dollar volume of closings was down 7.3%. To the right is a look at the total dollar volume of sales for houses in 2018 for each town, and the percentage change as it compares to 2017.

All data sourced from Connecticut Smart MLS and Greenwich MLS.

Actives from the Connecticut Smart MLS include Active and Show status. Actives from the Greenwich MLS include Active and Contingent Contract status.

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