



HALSTEAD
REAL ESTATE

Easton
Market Report **2019**
Third Quarter 2019

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

 **MAYFAIR**
International Realty

 **LUXURY
PORTFOLIO
INTERNATIONAL**

Leading
REAL ESTATE COMPANIES
OF THE WORLD

halstead.com

HALSTEAD CONNECTICUT, LLC

Easton Overview



Single Family Houses

Number of Solds Q3
Vs. Q3 2018

↓ 2.9%

Average Sold Price Q3
Vs. Q3 2018

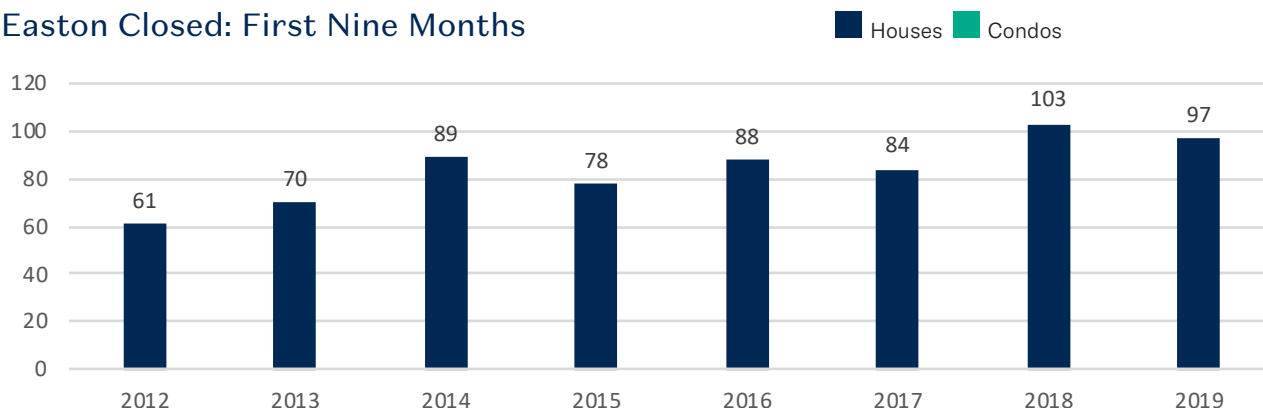
↓ 4.4%

Sept. 30 Inventory
Vs. Sept. 30, 2018

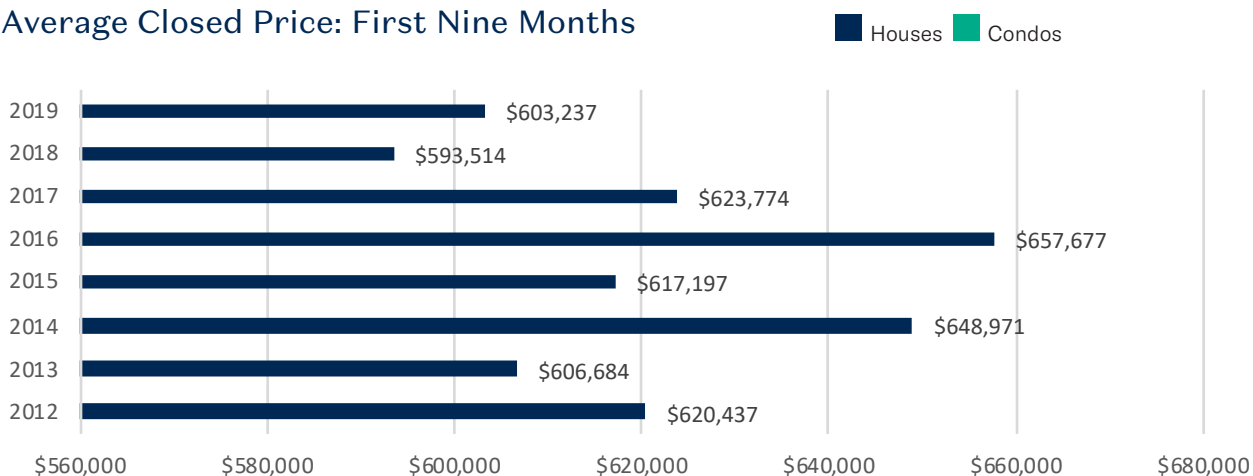
↓ 5.8%

	2019	2018	% CHANGE
Houses: Closings in Third Quarter	33	34	-2.9%
Houses: Average Closing Price Third Quarter	\$565,121	\$591,279	-4.4%
Houses: Closings First Nine Months	97	103	-5.8%
Houses: Average Closing Price First Nine Months	\$603,237	\$593,514	+1.6%
Houses: Pending on September 30	8	7	+14.3%
Houses: Active Inventory Sept. 30th	97	103	-5.8%

Easton Closed: First Nine Months



Average Closed Price: First Nine Months





Active House Listings as of September 30th

	2019	2018	%
Under \$400K	5	6	-16.7%
\$400K-\$500K	15	16	-6.3%
\$500K-\$600K	17	17	0%
\$600K-\$700K	16	16	0%
\$700K-\$1M	32	36	-11.1%
\$1M-\$1.5M	10	9	+11.1%
Over \$1.5M	2	3	-33.3%

Number of Houses Closed: First Nine Months

	2019	2018	%
Under \$400K	8	14	-42.9%
\$400K-\$500K	19	20	-5%
\$500K-\$600K	28	21	+33.3%
\$600K-\$700K	18	22	-18.2%
\$700K-\$1M	22	22	0%
\$1M-\$1.5M	1	4	-75%
Over \$1.5M	1	0	NA

Average List-to-Sale-Price Ratio: Houses

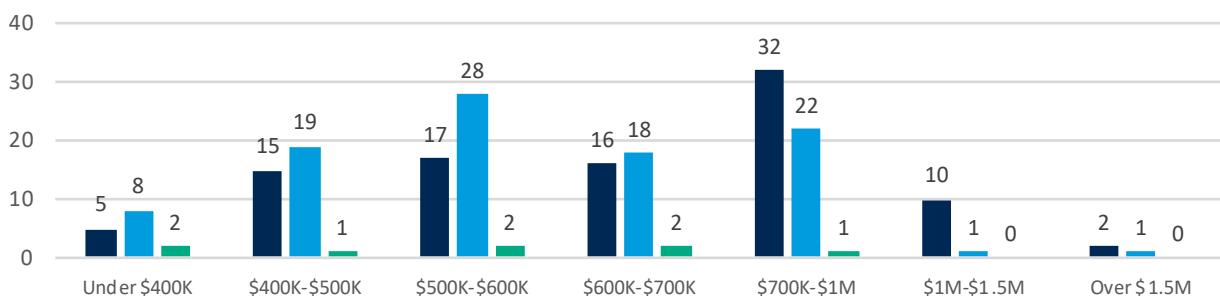
Based on closings from First Nine Months 2019

UNDERS\$400K	\$400K-\$500K	\$500K-\$600K	\$600K-\$700K	\$700K-\$1M	\$1M-\$1.5M	OVER \$1.5M
96.4%	94.2%	96.4%	98.0%	95.0%	93.2%	95.2%
Average for all price points: 96.0%						

Houses: Active/Closed/Pending

Active/Pending as of September 30th; Closed: First Nine Months

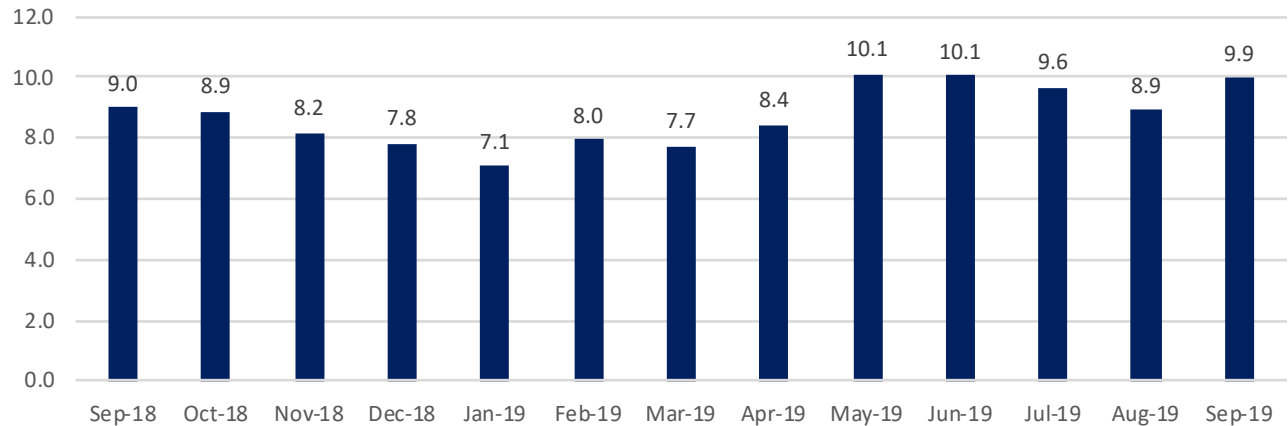
Active Closed Pending



Easton Absorption Rate: Houses

Absorption Rate: How many months it would take to sell all active listings in a given market or price range. We calculate it by taking the average number of closings over the prior 12 months and multiplying that by the number of active listings.

Absorption Rate in Months: Houses



	SEPTEMBER 2019		MARCH 2019		SEPTEMBER 2018	
	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE
Under \$400K	5	6.0	3	2.6	6	3.6
\$400K-\$500K	15	7.5	8	4.2	16	6.4
\$500K-\$600K	17	6.8	13	6.8	17	7.8
\$600K-\$700K	16	9.1	21	10.5	16	6.9
\$700K-\$1M	32	13.2	29	10.5	36	16.0
\$1M-\$1.5M	10	60.0	2	6.0	9	18.0
Over \$1.5M	2	24.0	2	--	3	--

Easton had a **9.9**-month supply of houses for sale in September, 10% higher than the same time last year, when the absorption rate was 9 months. From September 2018 to September 2019 Easton averaged having a **8.7**-month supply of houses for sale.



181 Adams Road, Easton. \$429,000 Web#170168892

