

Easton

Market Report 2019

Third Quarter 2019

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







halstead.com

Easton Overview



Single Family Houses

Number of Solds Q3 Vs. Q3 2018

12,9%

Average Sold Price Q3

Vs. Q3 2018

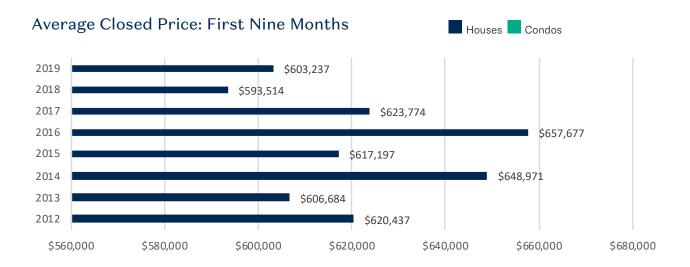
↓4.4%

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



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% |

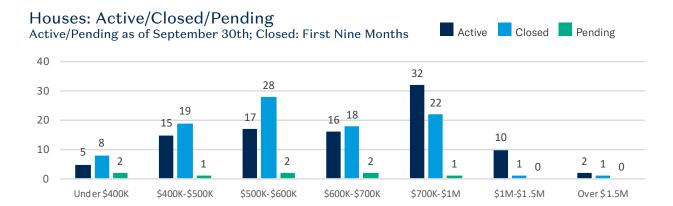
Number of Houses Closed: First Nine Months

| | 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

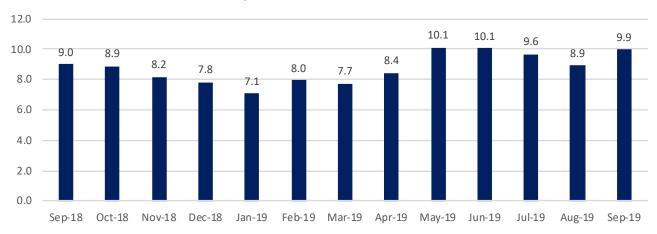
| UNDER\$400K | \$400K-\$500K | \$500K-\$600K | \$600K-\$700K | \$700K-\$1M | \$1M-\$1.5M | OVER \$1.5M | |
|-------------------------------------|---------------|---------------|---------------|-------------|-------------|-------------|--|
| 96.4% | 94.2% | 96.4% | 98.0% | 95.0% | 93.2% | 95.2% | |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



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.





| | 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

Lower Fairfield County

Town Comparison: Sold Houses - First Nine Months

| Town | # of Close | ed Houses | % change | Median Closing Price | | % change |
|------------------|------------|-----------|----------|----------------------|-------------|----------|
| | 2019 | 2018 | | 2019 | 2018 | |
| Darien | 224 | 206 | +8.7% | \$1,239,500 | \$1,385,000 | -10.5% |
| Easton | 97 | 103 | -5.8% | \$560,000 | \$562,000 | -0.4% |
| Fairfield | 613 | 589 | +4.1% | \$590,000 | \$640,000 | -7.8% |
| All of Greenwich | 407 | 459 | -11.3% | \$1,905,000 | \$1,847,500 | +3.1% |
| New Canaan | 195 | 168 | +16.1% | \$1,200,000 | \$1,355,000 | -11.4% |
| Norwalk | 488 | 515 | -5.2% | \$486,509 | \$510,000 | -4.6% |
| Redding | 90 | 99 | -9.1% | \$530,500 | \$560,000 | -5.3% |
| Ridgefield | 256 | 262 | -2.3% | \$635,000 | \$640,630 | -0.9% |
| Rowayton* | 59 | 56 | +5.4% | \$1,200,000 | \$925,000 | +29.7% |
| Stamford | 572 | 556 | +2.9% | \$580,000 | \$584,000 | -0.7% |
| Weston | 126 | 130 | -3.1% | \$694,000 | \$699,500 | -0.8% |
| Westport | 268 | 333 | -19.5% | \$1,182,500 | \$1,240,000 | -4.6% |
| Wilton | 179 | 165 | +8.5% | \$720,000 | \$822,500 | -12.5% |

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

Dollar Volume of House Sales First Nine Months 2019

To the right is a look at the total dollar volume of house sales for each town for the first nine months of 2019 and the percentage change as it compares to the same time frame in 2018. Collectively, the dollar volume of closings in Lower Fairfield County for the first nine months of the year was \$3.7 billlion, down 8.4% vs. January through September of 2018.

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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