



**HALSTEAD**  
REAL ESTATE

Easton  
Market Report  
First Half 2019 **2019**

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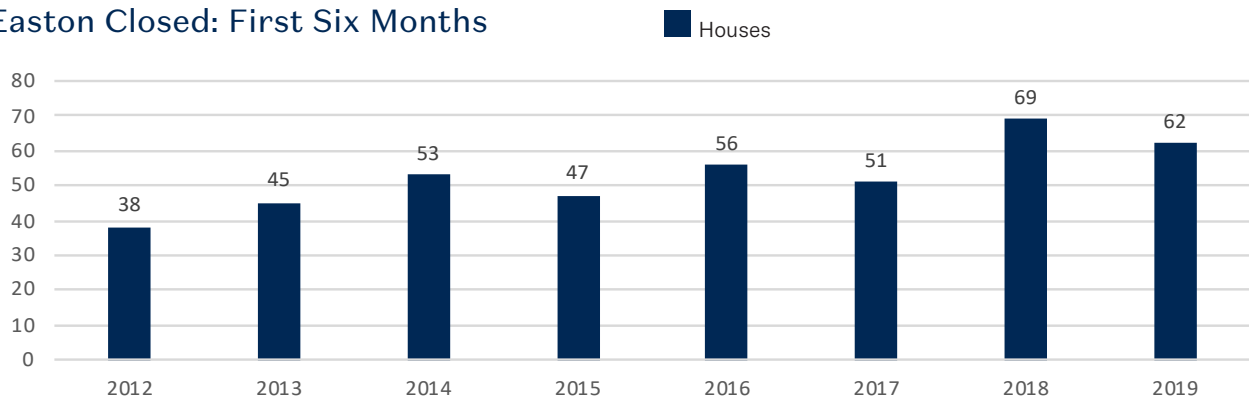
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**HALSTEAD CONNECTICUT, LLC**

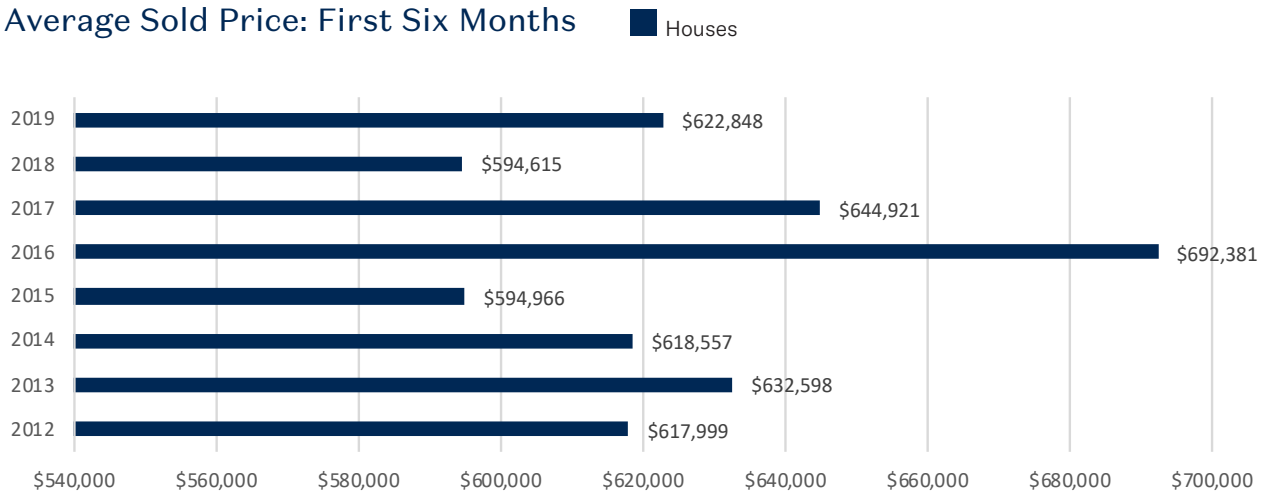
# Easton Overview

	2019	2018	% CHANGE
Houses: Closings in First Six Months	62	69	-10.1%
Houses: Average Closing Price First Six Months	\$622,848	\$594,615	+4.7%
Houses: Pending on June 30th	12	0	NA
Houses: Inventory on June 30th	99	121	-18.2%

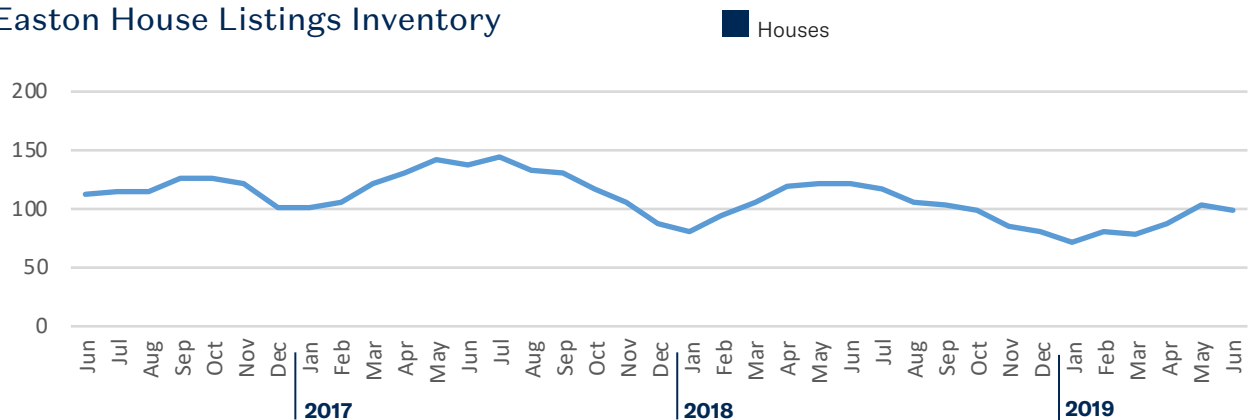
## Easton Closed: First Six Months



## Average Sold Price: First Six Months



## Easton House Listings Inventory



Active inventory from Connecticut Smart MLS and includes Active and Show status.

# Easton

## Active House Listings as of June 30th

	2019	2018	%
Under \$400K	6	10	-40%
\$400K-\$500K	10	18	-44.4%
\$500K-\$600K	21	16	+31.3%
\$600K-\$700K	21	21	0%
\$700K-\$1M	32	45	-28.9%
\$1M-\$1.5M	7	9	-22.2%
Over \$1.5M	2	2	0%

## Number of Houses Closed: First Six Months

	2019	2018	%
Under \$400K	3	8	-62.5%
\$400K-\$500K	12	14	-14.3%
\$500K-\$600K	16	17	-5.9%
\$600K-\$700K	14	15	-6.7%
\$700K-\$1M	16	11	+45.5%
\$1M-\$1.5M	0	4	NA
Over \$1.5M	1	0	NA

## Average List-to-Sale-Price Ratio: Houses

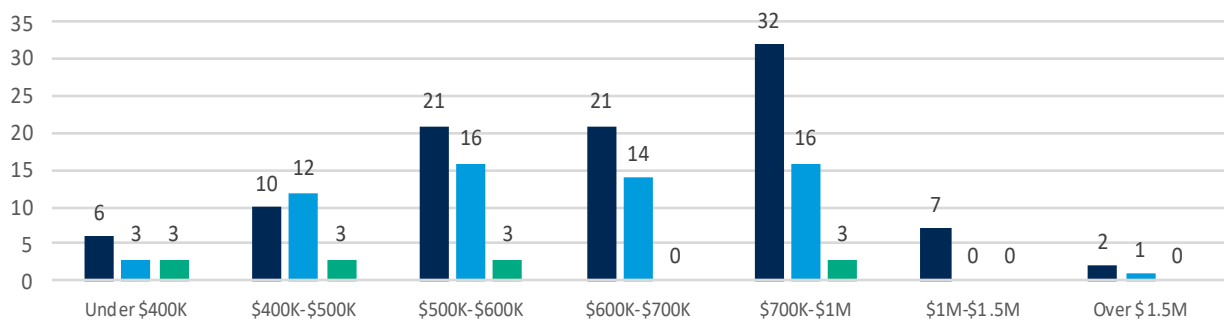
Based on closing from First Six Months 2019

UNDERS\$400K	\$400K-\$500K	\$500K-\$600K	\$600K-\$700K	\$700K-\$1M	\$1M-\$1.5M	OVER \$1.5M
96.5%	95.1%	95.9%	97.8%	95.6%	N/A	95.2%
Average for all price points: 96.1%						

## Houses: Active/Closed/Pending

Active/Pending as of June 30th; Closed: First Six Months

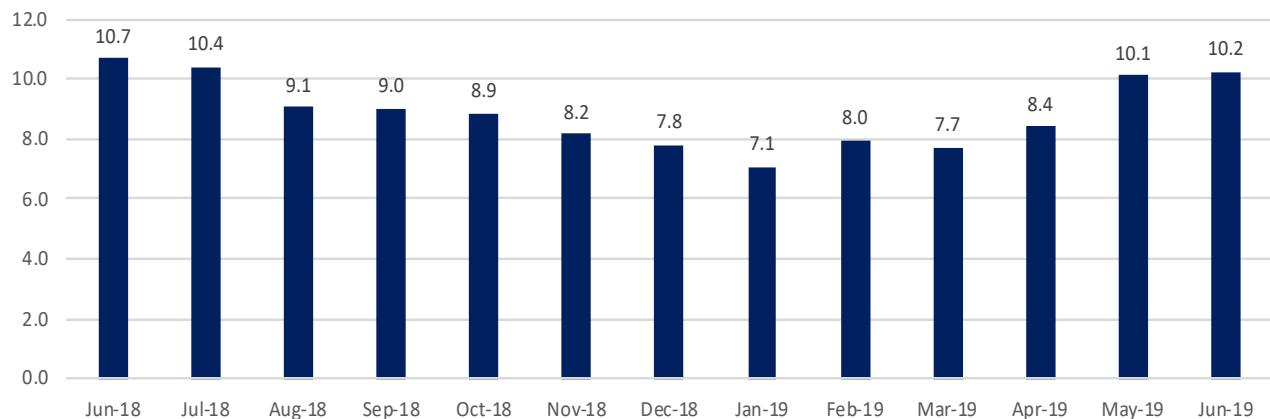
Active Closed Pending



# 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



	JUNE 2019		DECEMBER 2018		JUNE 2018	
	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE
Under \$400K	6	6.5	4	3.0	10	6.3
\$400K-\$500K	10	5.2	12	5.8	18	7.4
\$500K-\$600K	21	11.5	20	10.4	16	5.8
\$600K-\$700K	21	10.5	12	5.8	21	9.3
\$700K-\$1M	32	11.3	24	9.9	45	28.4
\$1M-\$1.5M	7	84.0	6	14.4	9	12.0
Over \$1.5M	2	24.0	2	--	2	--

Easton had a **10.2**-month supply of houses for sale in June, 5% lower than the same time last year, when the absorption rate was 10.7 months. For price ranges under \$1 million the average was a **9**-month supply of houses.



109 Maple Road, Easton. \$579,000 Web# 170200494

# Lower Fairfield County

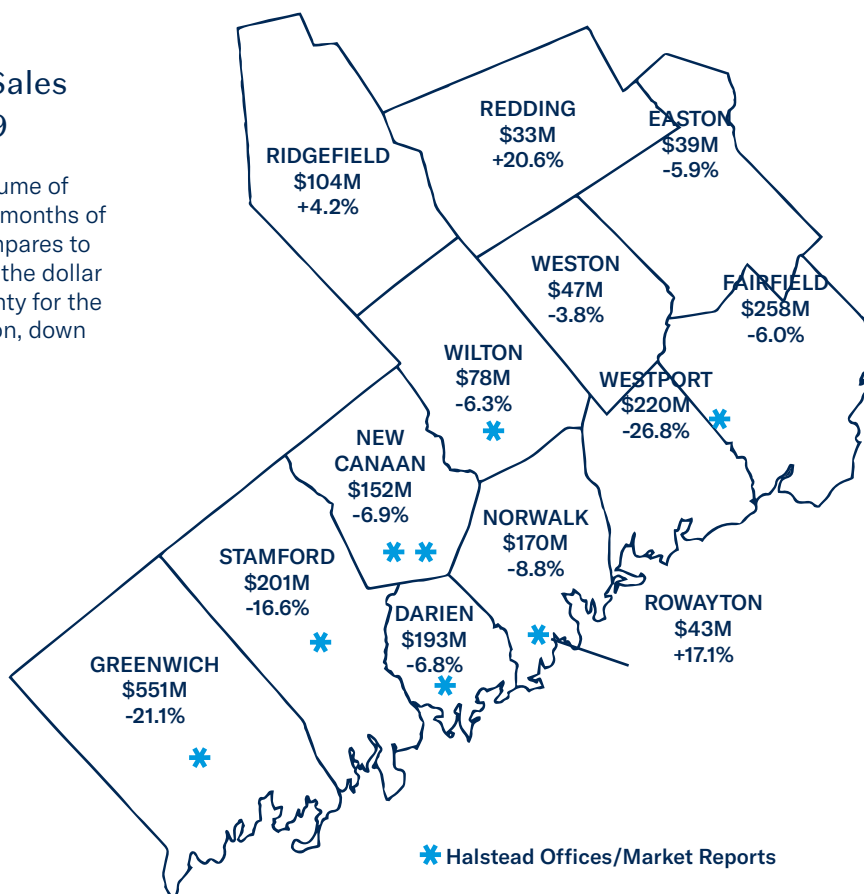
## Town Comparison: Sold Houses - First Six Months

Town	# of Closed Houses		% change	Median Closing Price		% change
	2019	2018		2019	2018	
Darien	133	123	+8.1%	\$1,180,000	\$1,485,000	-20.5%
Easton	62	69	-10.1%	\$599,500	\$550,000	+9%
Fairfield	364	359	+1.4%	\$577,500	\$620,000	-6.9%
All of Greenwich	226	275	-17.8%	\$1,950,000	\$1,865,000	+4.6%
New Canaan	108	97	+11.3%	\$1,200,000	\$1,380,000	-13%
Norwalk	290	309	-6.1%	\$486,509	\$499,000	-2.5%
Redding	62	50	+24%	\$522,750	\$540,625	-3.3%
Ridgefield	149	149	0%	\$625,000	\$618,000	+1.1%
Rowayton*	35	32	+9.4%	\$1,217,500	\$810,000	+50.3%
Stamford	318	369	-13.8%	\$581,750	\$596,000	-2.4%
Weston	61	66	-7.6%	\$665,000	\$651,000	+2.2%
Westport	159	202	-21.3%	\$1,220,000	\$1,220,000	0%
Wilton	101	91	+11%	\$712,500	\$795,000	-10.4%

\*Rowayton closing data also included in Norwalk.

## Dollar Volume of House Sales First Six Months 2019

To the right is a look at the total dollar volume of house sales for each town for the first six 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 six months of the year was \$2.4 billion, down 13% vs. January through June 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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