



HALSTEAD
REAL ESTATE

Easton
Market Report
Year End 2019 **2019**

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

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HALSTEAD CONNECTICUT, LLC

Easton Overview



Single Family Houses

Number of Solds Q4
2019 Vs. 2018

↑ 10%

Average Sold Price Q4
2019 Vs. 2018

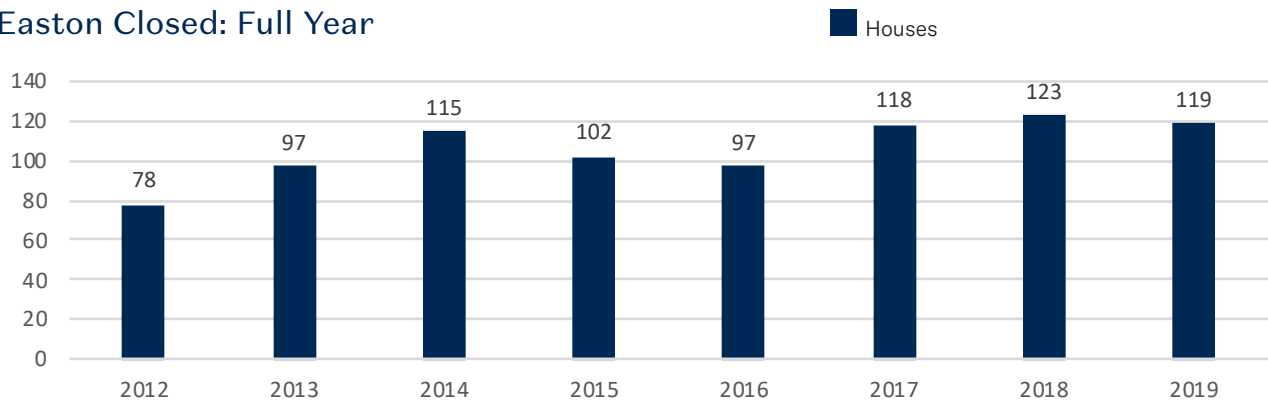
↓ 5.1%

Dec. 31 Inventory
Vs. Dec. 31, 2018

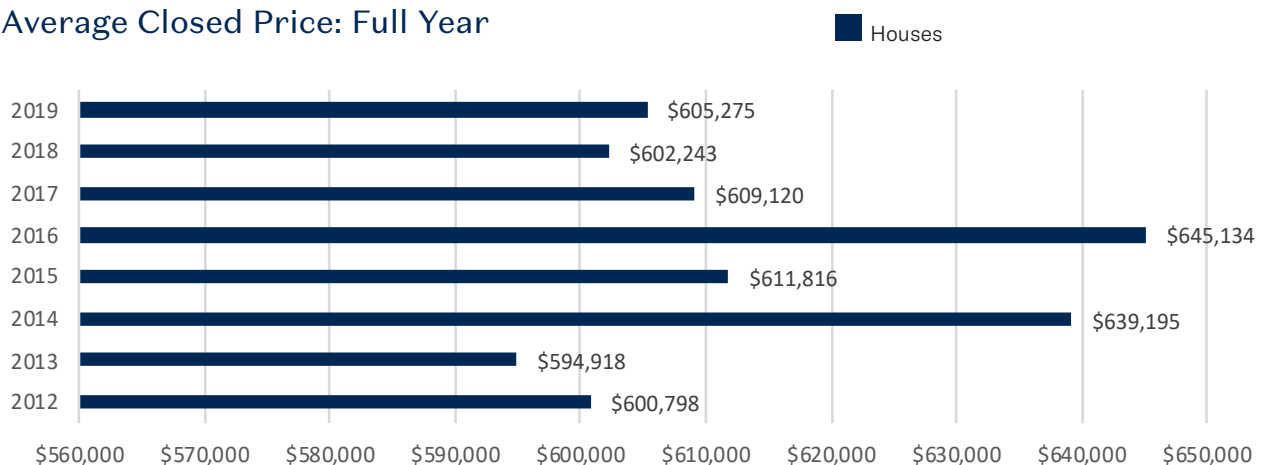
↓ 26.3%

	2019	2018	% CHANGE
Houses: Closings in Fourth Quarter	22	20	+10%
Houses: Average Closing Price Fourth Quarter	\$614,261	\$647,200	-5.1%
Houses: Closings Full Year	119	123	-3.3%
Houses: Average Closing Price Full Year	\$605,275	\$602,243	+0.5%
Houses: Pending on December 31st	11	10	+10%
Houses: Inventory on December 31st	59	80	-26.3%

Easton Closed: Full Year



Average Closed Price: Full Year





Active House Listings as of December 31st

	2019	2018	%
Under \$400K	3	4	-25%
\$400K-\$500K	11	12	-8.3%
\$500K-\$600K	14	20	-30%
\$600K-\$700K	7	12	-41.7%
\$700K-\$1M	15	24	-37.5%
\$1M-\$1.5M	6	6	0%
Over \$1.5M	3	2	+50%

Number of Houses Closed: Full Year

	2019	2018	%
Under \$400K	12	16	-25%
\$400K-\$500K	21	25	-16%
\$500K-\$600K	34	23	+47.8%
\$600K-\$700K	22	25	-12%
\$700K-\$1M	27	29	-6.9%
\$1M-\$1.5M	2	5	-60%
Over \$1.5M	1	0	NA

Average List-to-Sale-Price Ratio: Houses

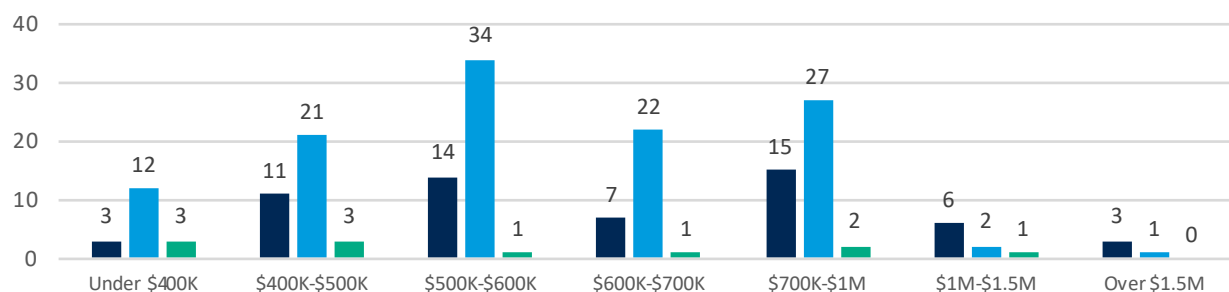
Based on closings in 2019.

UNDERS\$400K	\$400K-\$500K	\$500K-\$600K	\$600K-\$700K	\$700K-\$1M	\$1M-\$1.5M	OVER \$1.5M
97.4%	94.7%	96.3%	97.2%	95.1%	95.6%	95.2%
Average for all price points: 96.0%						

Houses: Active/Closed/Pending

Active/Pending as of Dec. 31st; Closed: Full Year (12 Months)

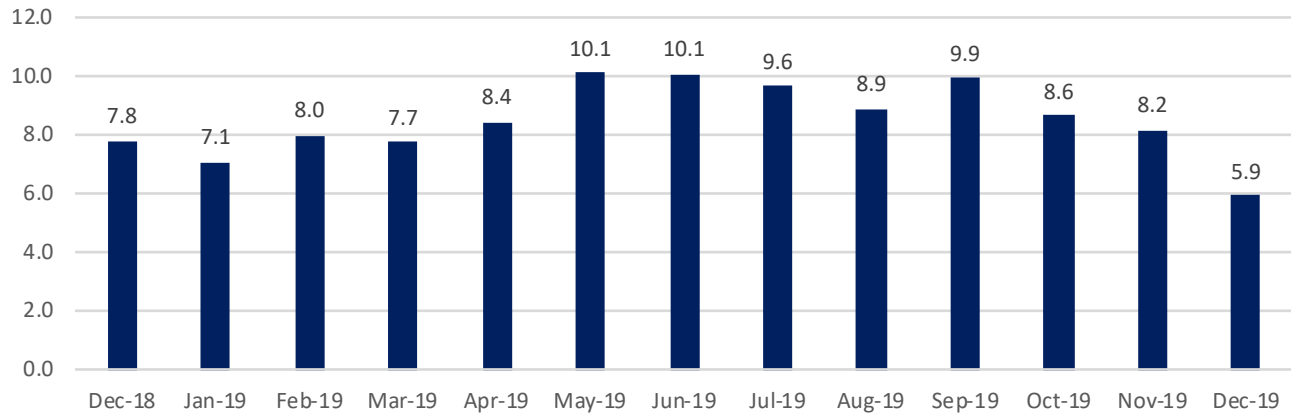
Active Closed Pending



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



	DECEMBER 2019		JUNE 2019		DECEMBER 2018	
	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE
Under \$400K	3	3.0	6	6.5	4	3.0
\$400K-\$500K	11	6.3	10	5.0	12	5.8
\$500K-\$600K	14	4.9	21	11.5	20	10.4
\$600K-\$700K	7	3.8	21	10.5	12	5.8
\$700K-\$1M	15	6.7	32	11.0	24	9.9
\$1M-\$1.5M	6	36.0	7	84.0	6	14.4
Over \$1.5M	3	36.0	2	24.0	2	--

Easton had a **5.9**-month supply of houses for sale in December 2019, 24% lower than the same time last year, when the absorption rate was 7.8 months. From December 2018 to December 2019 the town averaged having an **8.5**-month supply of houses.

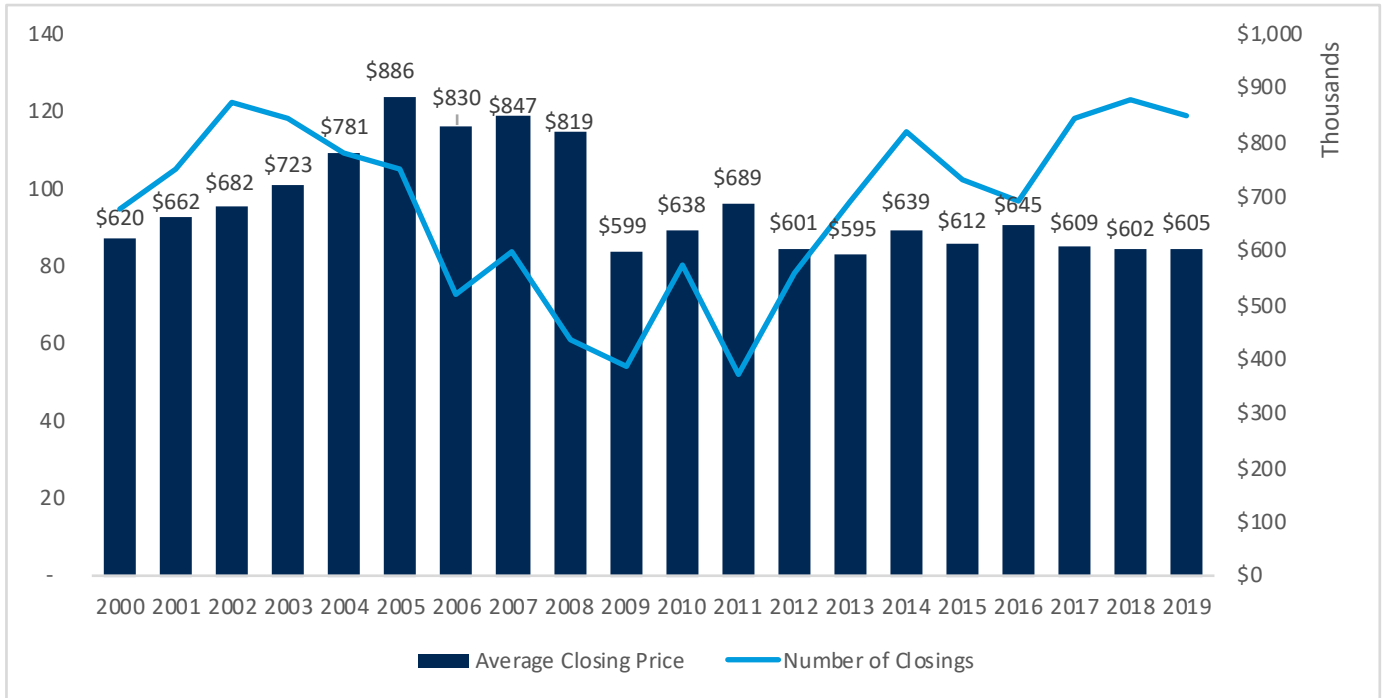


109 Maple Road, Easton. \$569,000. Web# 170200494



House Closings: 2000-2019

Average Closing Price/Number of Closings - Easton Houses



YEAR	AVERAGE CLOSING PRICE	AVG. CLOSING PRICE % CHANGE YEAR-OVER-YEAR	# OF CLOSINGS	# OF CLOSINGS % CHANGE YEAR-OVER-YEAR	AVERAGE CDOM
2000	\$620,300		95		115
2001	\$662,177	+6.8%	105	+10.5%	112
2002	\$681,771	+3%	122	+16.2%	88
2003	\$723,380	+6.1%	118	-3.3%	82
2004	\$781,375	+8%	109	-7.6%	81
2005	\$885,508	+13.3%	105	-3.7%	84
2006	\$829,649	-6.3%	73	-30.5%	103
2007	\$846,833	+2.1%	84	+15.1%	114
2008	\$818,610	-3.3%	61	-27.4%	216
2009	\$599,232	-26.8%	54	-11.5%	220
2010	\$638,102	+6.5%	80	+48.1%	213
2011	\$688,836	+8%	52	-35%	252
2012	\$600,798	-12.8%	78	+50%	176
2013	\$594,918	-1%	97	+24.4%	202
2014	\$639,195	+7.4%	115	+18.6%	158
2015	\$611,816	-4.3%	102	-11.3%	185
2016	\$645,134	+5.4%	97	-4.9%	207
2017	\$609,120	-5.6%	118	+21.6%	195
2018	\$602,243	-1.1%	123	+4.2%	179
2019	\$605,275	+0.5%	119	-3.3%	174

Lower Fairfield County

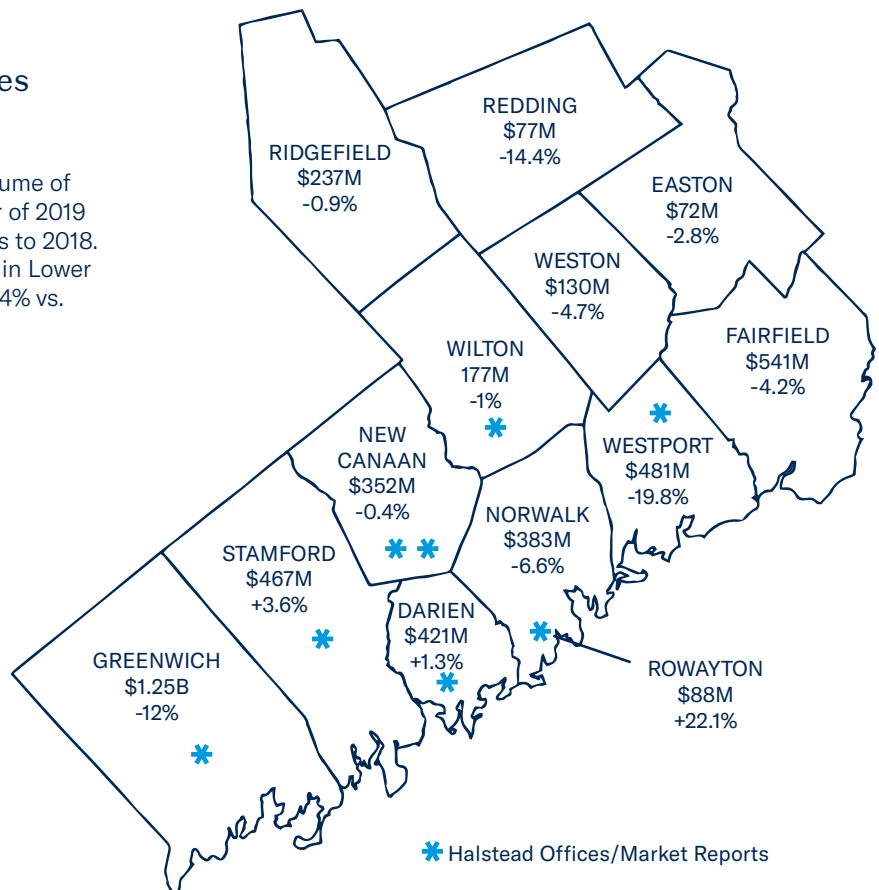
Town Comparison: Sold Houses - Full Year

Town	# of Closed Houses		% change	Median Closing Price		% change
	2019	2018		2019	2018	
Darien	275	260	+5.8%	\$1,240,000	\$1,350,000	-8.1%
Easton	119	123	-3.3%	\$562,500	\$595,000	-5.5%
Fairfield	765	729	+4.9%	\$585,000	\$630,000	-7.1%
All of Greenwich	525	593	-11.5%	\$1,880,000	\$1,765,000	+6.5%
New Canaan	246	217	+13.4%	\$1,243,750	\$1,341,500	-7.3%
Norwalk	638	676	-5.6%	\$488,445	\$487,500	+0.2%
Redding	122	130	-6.2%	\$522,750	\$548,250	-4.7%
Ridgefield	327	330	-0.9%	\$630,000	\$640,630	-1.7%
Rowayton*	84	69	+21.7%	\$1,207,750	\$975,000	+23.9%
Stamford	754	724	+4.1%	\$575,000	\$580,000	-0.9%
Weston	163	167	-2.4%	\$685,000	\$703,210	-2.6%
Westport	354	411	-13.9%	\$1,110,000	\$1,220,000	-9%
Wilton	233	206	+13.1%	\$690,000	\$785,000	-12.1%

*Rowayton closing data also included in Norwalk.

Dollar Volume of House Sales 2019 vs. 2018

To the right is a look at the total dollar volume of house sales for each town for the full year of 2019 and the percentage change as it compares to 2018. Collectively, the dollar volume of closings in Lower Fairfield County was \$4.7 billion, down 6.4% vs. 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.

Condos in report include Condos and Co-Ops.

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