

## City: Easton



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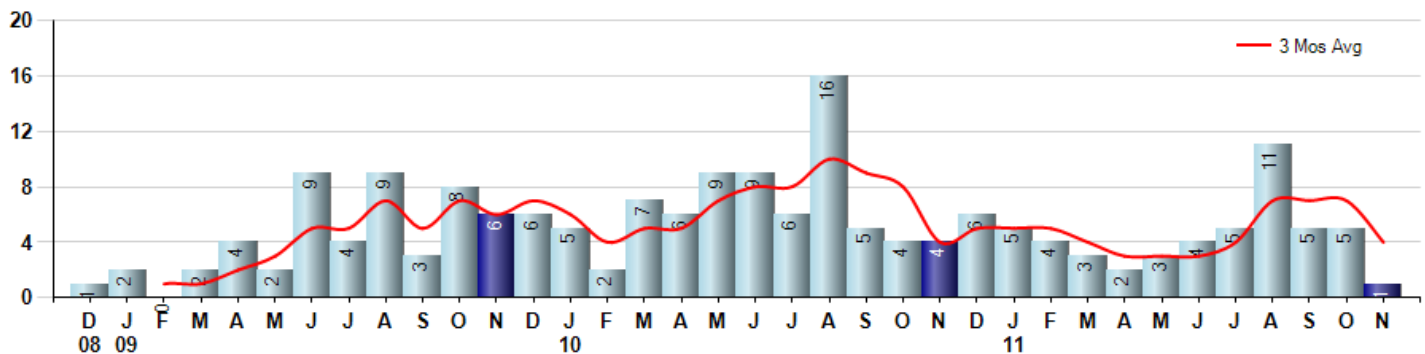
Price Range: ALL | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$749,700	0%		-6%				
Average List Price of all Current Listings	\$801,389	-1%		-14%				
November Median Sales Price	\$850,000	47%	30%	67%	44%	\$671,813	12%	14%
November Average Sales Price	\$850,000	15%	25%	67%	34%	\$700,979	8%	11%
Total Properties Currently for Sale (Inventory)	88	-7%		40%				
November Number of Properties Sold	1	-80%		-75%				-34%
November Average Days on Market (Solds)	18	-83%	-80%	-84%	-87%	127	-6%	-9%
November Month's Supply of Inventory	88.0	363%	111%	459%	461%	25.7	57%	64%
November Sale Price vs List Price Ratio	100.0%	4.8%	6%	5%	5.8%	95.1%	0.6%	0.6%

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

## Property Sales

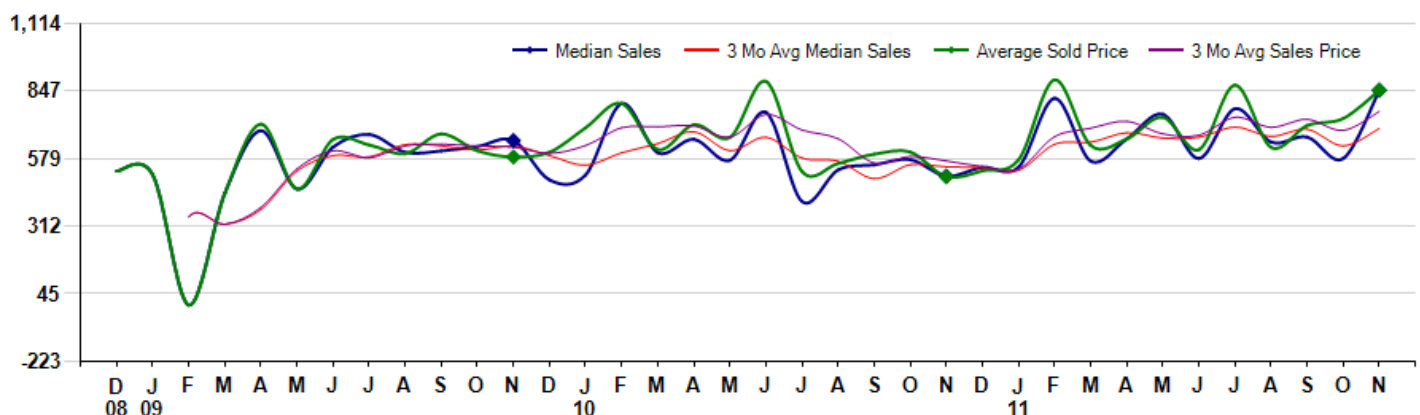
November Property sales were 1, down -75.0% from 4 in November of 2010 and -80.0% lower than the 5 sales last month. November 2011 sales were at their lowest level compared to November of 2010 and 2009. November YTD sales of 48 are running -34.2% behind last year's year-to-date sales of 73.



## Prices

The Median Sales Price in November was \$850,000, up 66.7% from \$510,000 in November of 2010 and up 46.6% from \$580,000 last month. The Average Sales Price in November was \$850,000, up 67.3% from \$508,125 in November of 2010 and up 15.2% from \$738,000 last month. November 2011 ASP was at highest level compared to November of 2010 and 2009.

Median means Middle (the same # of properties sold above and below Median) (000's)



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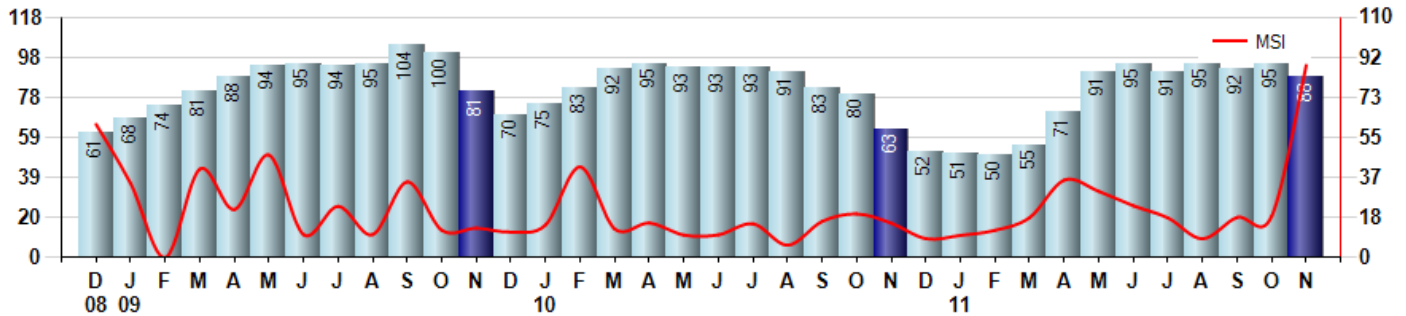
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### Inventory & MSI

The Total Inventory of Properties available for sale as of November was 88, down -7.4% from 95 last month and up 39.7% from 63 in November of last year. November 2011 Inventory was at highest level compared to November of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2011 MSI of 88.0 months was at its highest level compared with November of 2010 and 2009.

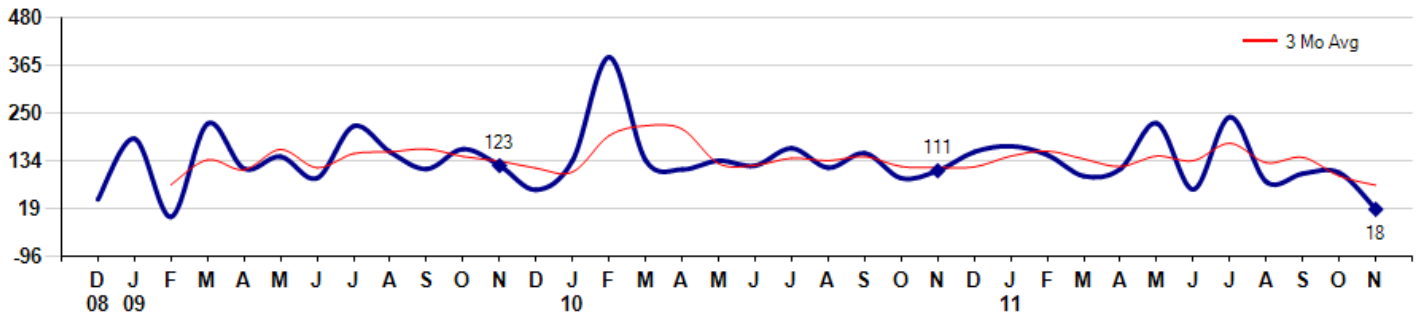
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### Market Time

The average Days On Market (DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for November was 18, down -83.0% from 106 days last month and down -83.8% from 111 days in November of last year. The November 2011 DOM was at its lowest level compared to November of 2010 and 2009.

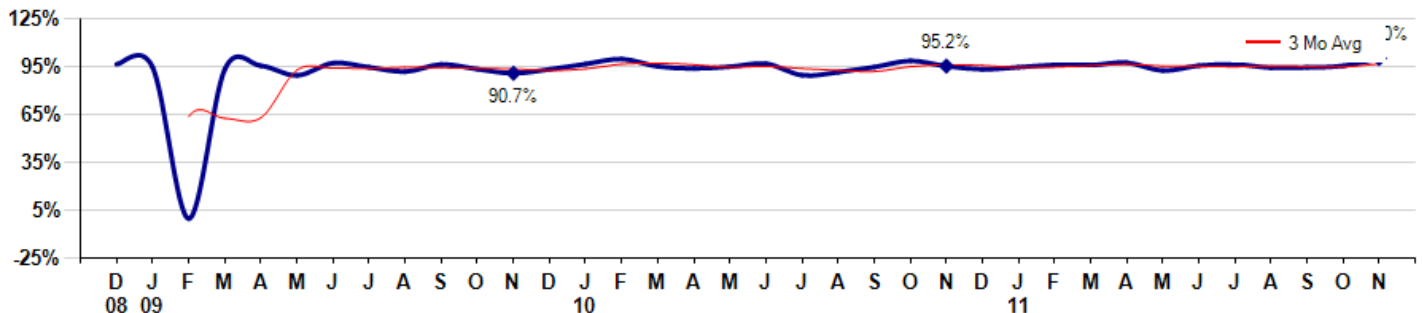
Average Days on Market (Listing to Contract) for properties sold during the month



### Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The November 2011 Selling Price vs Original List Price of 100.0% was up from 95.4% last month and up from 95.2% in November of last year.

Avg Selling Price divided by Avg Listing Price for sold properties during the month



Based on information from Greater Fairfield County CMLS, Inc. for the period 12/1/2008 through 11/30/2011. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



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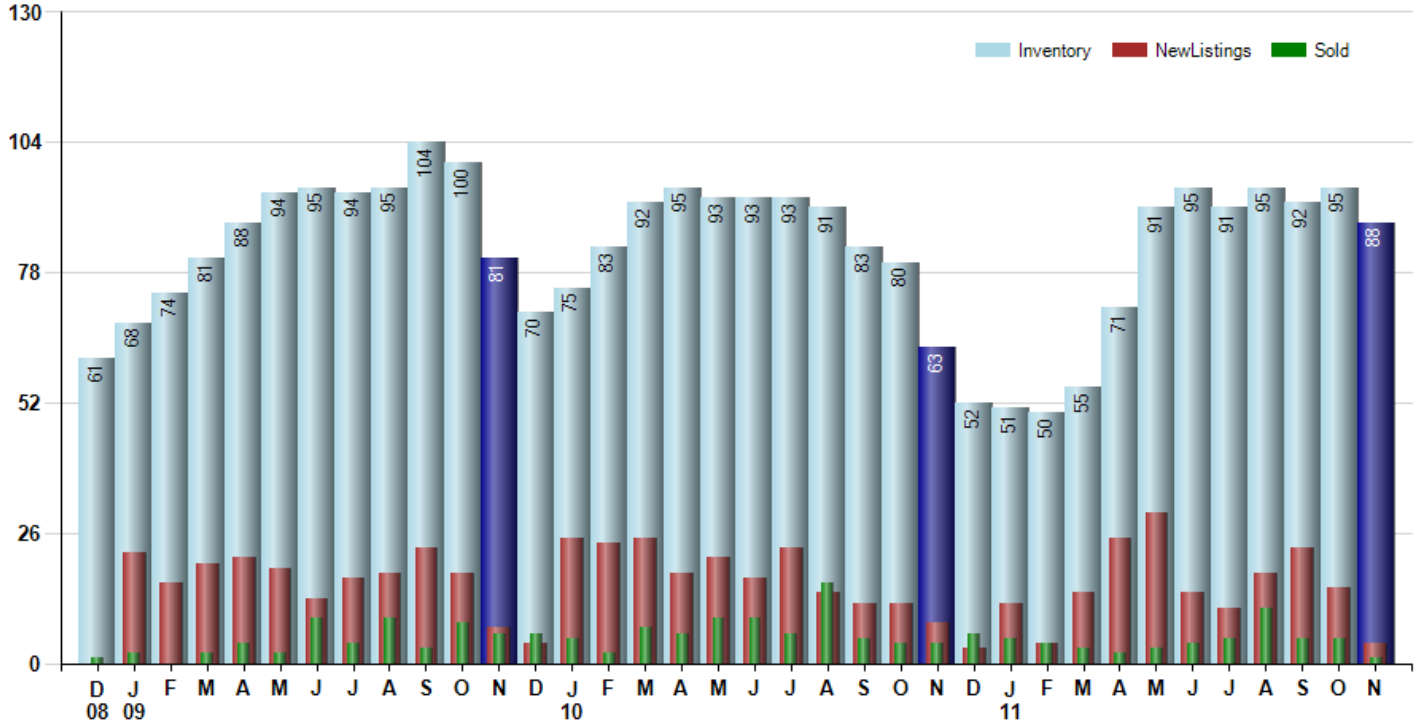
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### Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in November 2011 was 4, down -73.3% from 15 last month and down -50.0% from 8 in November of last year.



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# MARKET ACTION REPORT

November 2011

City: *Easton*



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	D 08	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N
Homes Sold	1	2	0	2	4	2	9	4	9	3	8	6	6	5	2	7	6	9	9	6	16	5	4	4	6	5	4	3	2	3	4	5	11	5	5	1
3 Mo. Roll Avg			1	1	2	3	5	5	7	5	7	6	7	6	4	5	5	7	8	8	10	9	8	4	5	5	5	4	3	3	3	4	7	7	7	4

	(000's) D 08	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N
Median Sale Price	530	516	0	443	690	459	625	675	605	610	628	651	495	515	798	603	656	573	763	410	535	555	576	510	545	545	818	570	657	755	580	777	645	665	580	850
3 Mo. Roll Avg			349	320	377	531	591	586	635	630	614	630	591	554	603	639	686	611	664	582	569	500	555	547	544	533	636	644	682	661	664	704	667	696	630	698

	D 08	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N
Inventory	61	68	74	81	88	94	95	94	95	104	100	81	70	75	83	92	95	93	93	93	91	83	80	63	52	51	50	55	71	91	95	91	95	92	95	88
MSI	61	34	0	41	22	47	11	24	11	35	13	14	12	15	42	13	16	10	10	16	6	17	20	16	9	10	13	18	36	30	24	18	9	18	19	88

	D 08	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N
Days On Market	42	188	0	224	116	145	93	218	156	115	163	123	65	136	384	136	114	135	123	165	118	153	93	111	156	170	149	98	115	225	66	240	84	104	106	18
3 Mo. Roll Avg			77	137	113	162	118	152	156	163	145	134	117	108	195	219	211	128	124	141	135	145	121	119	120	146	158	139	121	146	135	177	130	143	98	76

	D 08	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N
Price per Sq Ft	157	172	0	196	210	247	178	165	207	218	202	199	179	190	186	196	192	200	244	182	208	190	228	203	178	173	171	209	180	271	186	191	220	202	257	200
3 Mo. Roll Avg			110	123	135	218	212	197	183	197	209	206	193	189	185	191	191	196	212	209	211	193	209	207	203	185	174	184	187	220	212	216	199	204	226	220

	D 08	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N
Sale to List Price	0.964	0.944	0.000	0.933	0.954	0.894	0.971	0.945	0.917	0.963	0.933	0.907	0.932	0.965	0.996	0.950	0.937	0.948	0.967	0.895	0.914	0.946	0.985	0.952	0.932	0.945	0.960	0.958	0.974	0.924	0.955	0.963	0.942	0.944	0.954	1.000
3 Mo. Roll Avg			0.636	0.626	0.629	0.927	0.940	0.937	0.944	0.942	0.938	0.934	0.924	0.935	0.964	0.970	0.961	0.945	0.951	0.937	0.925	0.918	0.948	0.961	0.956	0.943	0.946	0.954	0.964	0.952	0.951	0.947	0.953	0.950	0.947	0.966

	D 08	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N
New Listings	0	22	16	20	21	19	13	17	18	23	18	7	4	25	24	25	18	21	17	23	14	12	12	8	3	12	4	14	25	30	14	11	18	23	15	4
Inventory	61	68	74	81	88	94	95	94	95	104	100	81	70	75	83	92	95	93	93	93	91	83	80	63	52	51	50	55	71	91	95	91	95	92	95	88
Sales	1	2	0	2	4	2	9	4	9	3	8	6	6	5	2	7	6	9	9	6	16	5	4	4	6	5	4	3	2	3	4	5	11	5	5	1

	(000's) D 08	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N
Avg Sale Price	530	516	0	443	716	459	655	634	599	677	610	586	605	702	798	616	714	664	885	529	561	597	605	508	531	576	891	632	657	743	615	870	624	711	738	850
3 Mo. Roll Avg			349	320	386	539	610	583	629	637	629	625	600	631	701	705	709	665	754	693	658	562	588	570	548	538	666	699	727	677	672	743	703	735	691	766

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