

MARKET ACTION REPORT

July 2011

City: Easton



Laurie Crouse
Laurie Crouse & Associates
203-682-9400
laurie@lauriecrouse.com
www.lauriecrouse.com



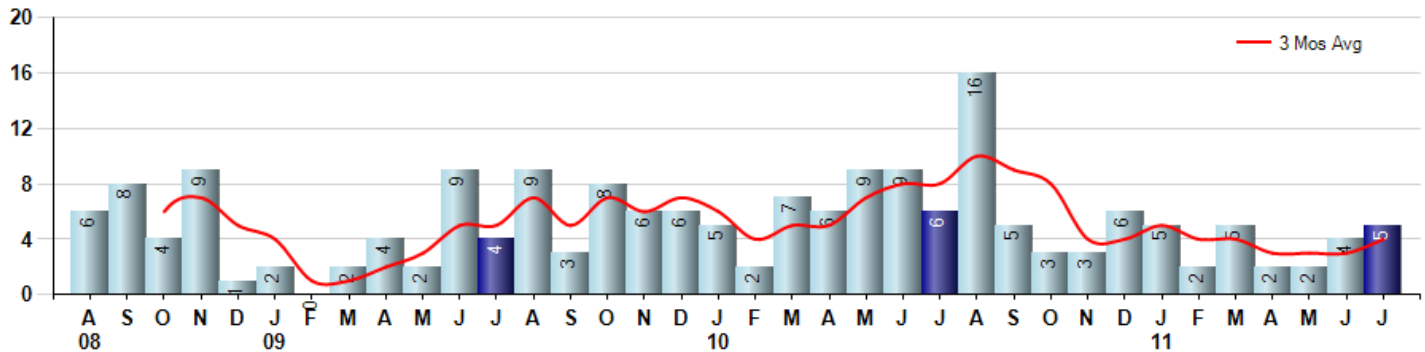
Price Range: ALL | Properties: Single Family Home

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|--|-----------|-------------------|------|------|------|-----------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$759,000 | -5% | | -1% | | | | |
| Average List Price of all Current Listings | \$890,016 | -4% | | -6% | | | | |
| July Median Sales Price | \$777,000 | 34% | 3% | 90% | 29% | \$710,000 | 12% | 18% |
| July Average Sales Price | \$870,250 | 42% | 16% | 65% | 36% | \$723,757 | 3% | 13% |
| Total Properties Currently for Sale (Inventory) | 91 | -3% | | -2% | | | | |
| July Number of Properties Sold | 5 | 25% | | -17% | | | -43% | |
| July Average Days on Market (Solds) | 240 | 264% | 46% | 46% | 70% | 155 | 7% | 10% |
| Asking Price per Square Foot (based on New Listings) | \$236 | -4% | -3% | -7% | 1% | \$237 | 1% | 2% |
| July Sold Price per Square Foot | \$191 | 3% | -5% | 5% | -5% | \$192 | -5% | -5% |
| July Month's Supply of Inventory | 18.2 | -23% | -37% | 17% | 9% | 24.1 | 39% | 45% |
| July Sale Price vs List Price Ratio | 96.3% | 0.8% | 1% | 8% | 2.0% | 95.4% | 0.3% | 1.0% |

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

Property Sales

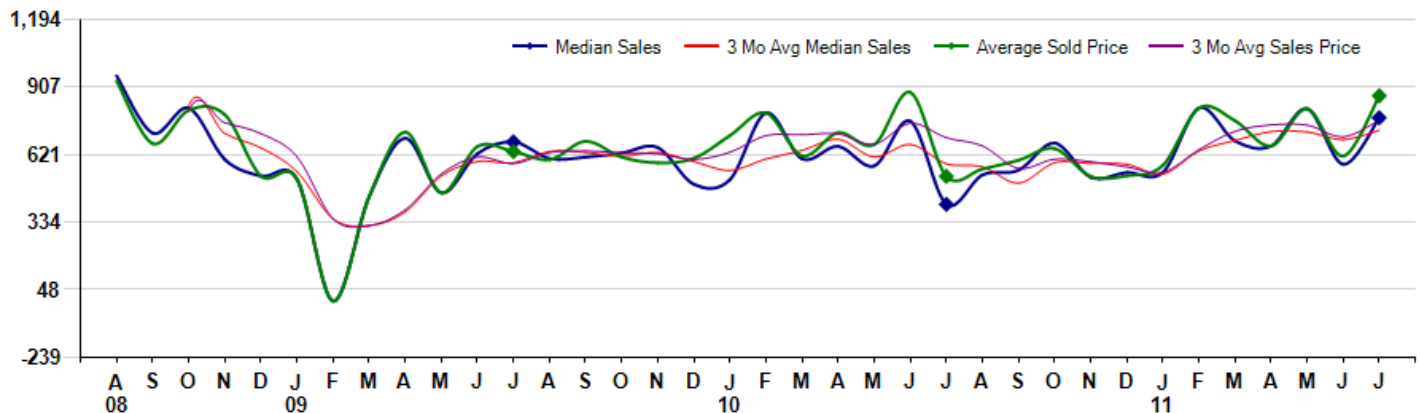
July Property sales were 5, down -16.7% from 6 in July of 2010 and 25.0% higher than the 4 sales last month. July 2011 sales were at a mid level compared to July of 2010 and 2009. July YTD sales of 25 are running -43.2% behind last year's year-to-date sales of 44.



Prices

The Median Sales Price in July was \$777,000, up 89.5% from \$410,000 in July of 2010 and up 34.0% from \$580,000 last month. The Average Sales Price in July was \$870,250, up 64.6% from \$528,667 in July of 2010 and up 41.5% from \$615,000 last month. July 2011 ASP was at highest level compared to July of 2010 and 2009.

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



Based on information from Greater Fairfield County CMLS, Inc. for the period 8/1/2008 through 7/31/2011. 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.



City: Easton



Laurie Crouse
 Laurie Crouse & Associates
 203-682-9400
 laurie@lauriecrouse.com
 www.lauriecrouse.com



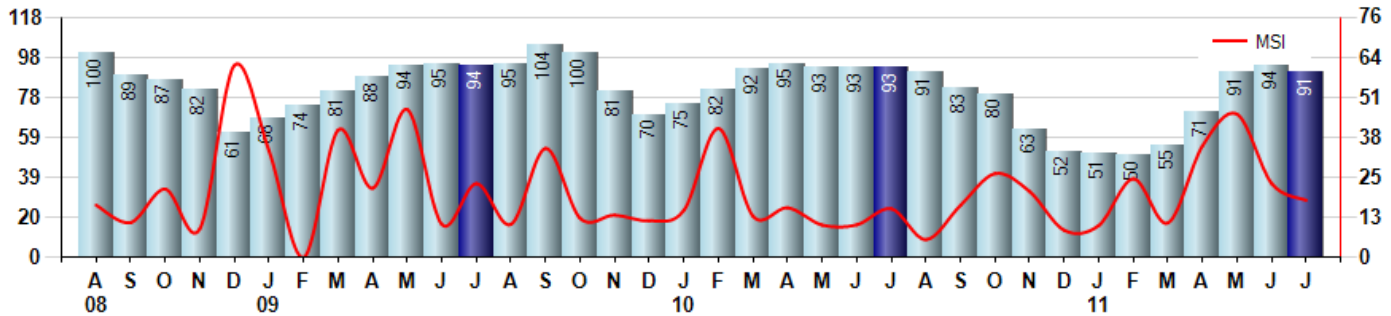
Price Range: ALL | Properties: Single Family Home

Inventory & MSI

The Total Inventory of Properties available for sale as of July was 91, down -3.2% from 94 last month and down -2.2% from 93 in July of last year. July 2011 Inventory was at the lowest level compared to July of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2011 MSI of 18.2 months was at a mid range compared with July of 2010 and 2009.

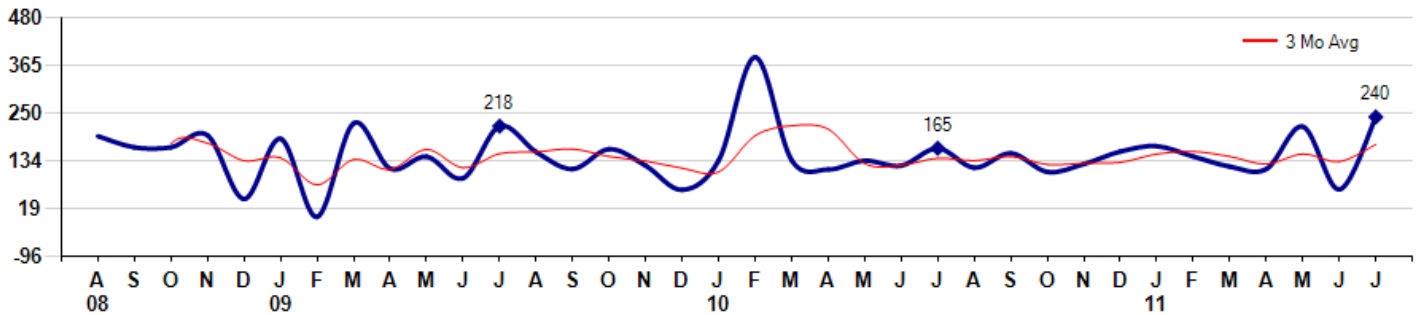
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 July was 240, up 263.6% from 66 days last month and up 45.5% from 165 days in July of last year. The July 2011 DOM was at its highest level compared with July of 2010 and 2009.

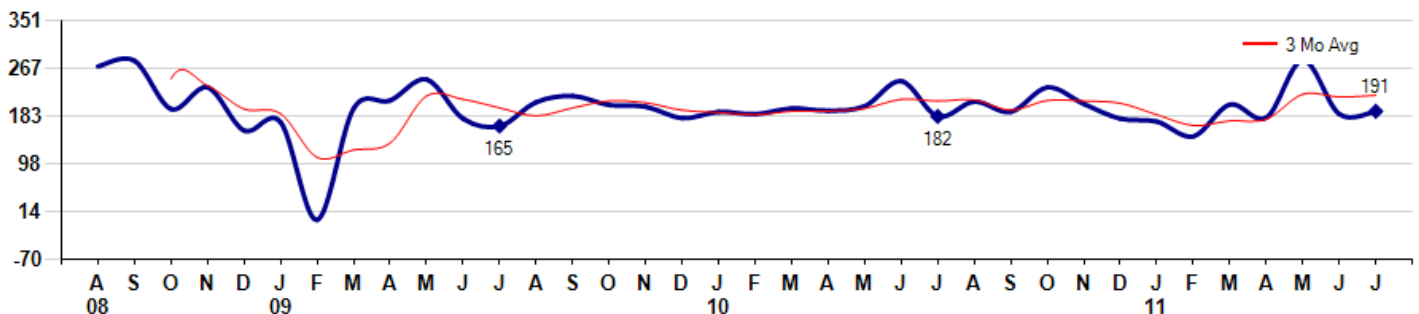
Average Days on Market (Listing to Contract) for properties sold during the month



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The July 2011 Selling Price per Square Foot of \$191 was up 2.7% from \$186 last month and up 4.9% from \$182 in July of last year.

Average Selling Price per Square Foot for properties that sold during the month



Based on information from Greater Fairfield County CMLS, Inc. for the period 8/1/2008 through 7/31/2011. 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.



City: Easton



Laurie Crouse
 Laurie Crouse & Associates
 203-682-9400
 laurie@lauriecrouse.com
 www.lauriecrouse.com

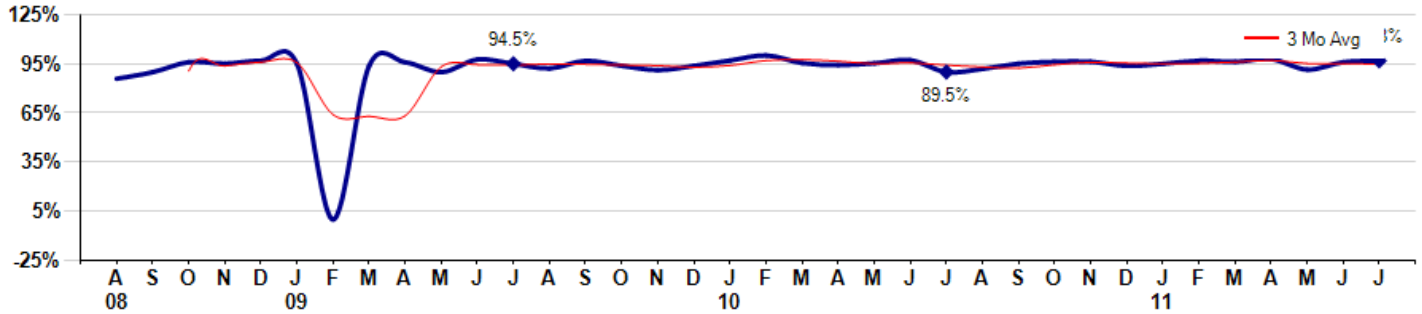


Price Range: ALL | Properties: Single Family Home

Selling Price vs Original Listing Price

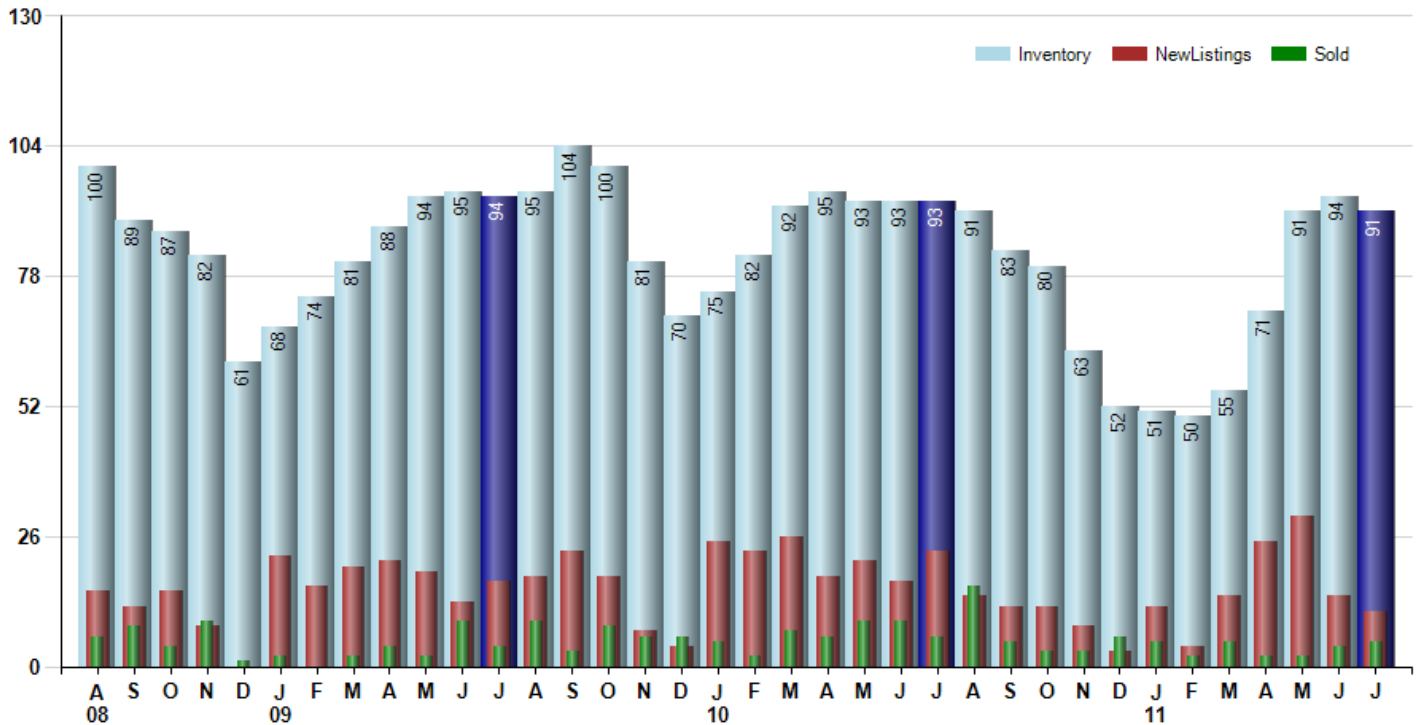
The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The July 2011 Selling Price vs Original List Price of 96.3% was up from 95.5% last month and up from 89.5% in July of last year.

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



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 July 2011 was 11, down -21.4% from 14 last month and down -52.2% from 23 in July of last year.



Based on information from Greater Fairfield County CMLS, Inc. for the period 8/1/2008 through 7/31/2011. 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.



MARKET ACTION REPORT

July 2011

City: *Easton*



Laurie Crouse
 Laurie Crouse & Associates
 203-682-9400
 laurie@lauriecrouse.com
 www.lauriecrouse.com



Price Range: ALL | Properties: Single Family Home

| | A 08 | S | O | N | D | 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 |
|----------------|------|---|---|---|---|------|---|---|---|---|---|---|---|---|---|---|---|------|---|---|---|---|---|---|----|---|---|---|---|------|---|---|---|---|---|---|
| Homes Sold | 6 | 8 | 4 | 9 | 1 | 2 | 0 | 2 | 4 | 2 | 9 | 4 | 9 | 3 | 8 | 6 | 6 | 5 | 2 | 7 | 6 | 9 | 9 | 6 | 16 | 5 | 3 | 3 | 6 | 5 | 2 | 5 | 2 | 2 | 4 | 5 |
| 3 Mo. Roll Avg | | | 6 | 7 | 5 | 4 | 1 | 1 | 2 | 3 | 5 | 5 | 7 | 5 | 7 | 6 | 7 | 6 | 4 | 5 | 5 | 7 | 8 | 8 | 10 | 9 | 8 | 4 | 4 | 5 | 4 | 4 | 3 | 3 | 3 | 4 |

| | (000's) A 08 | S | O | N | D | 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 |
|-------------------|--------------|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|
| Median Sale Price | 955 | 713 | 819 | 600 | 530 | 516 | 0 | 443 | 690 | 459 | 625 | 675 | 605 | 610 | 628 | 651 | 495 | 515 | 798 | 603 | 656 | 573 | 763 | 410 | 535 | 555 | 670 | 525 | 545 | 545 | 818 | 679 | 657 | 815 | 580 | 777 |
| 3 Mo. Roll Avg | | | 829 | 710 | 650 | 549 | 349 | 320 | 377 | 531 | 591 | 586 | 635 | 630 | 614 | 630 | 591 | 554 | 603 | 639 | 686 | 611 | 664 | 582 | 569 | 500 | 587 | 583 | 580 | 538 | 636 | 681 | 718 | 717 | 684 | 724 |

| | A 08 | S | O | N | D | 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 |
|-----------|------|----|----|----|----|------|----|----|----|----|----|----|----|-----|-----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|
| Inventory | 100 | 89 | 87 | 82 | 61 | 68 | 74 | 81 | 88 | 94 | 95 | 94 | 95 | 104 | 100 | 81 | 70 | 75 | 82 | 92 | 95 | 93 | 93 | 91 | 83 | 80 | 63 | 52 | 51 | 50 | 55 | 71 | 91 | 94 | 91 | |
| MSI | 17 | 11 | 22 | 9 | 61 | 34 | 0 | 41 | 22 | 47 | 11 | 24 | 11 | 35 | 13 | 14 | 12 | 15 | 41 | 13 | 16 | 10 | 10 | 16 | 6 | 17 | 27 | 21 | 9 | 10 | 25 | 11 | 36 | 46 | 24 | 18 |

| | A 08 | S | O | N | D | 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 |
|----------------|------|-----|-----|-----|-----|------|----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|
| Days On Market | 194 | 167 | 167 | 196 | 43 | 188 | 0 | 225 | 116 | 145 | 93 | 218 | 156 | 115 | 163 | 123 | 65 | 136 | 384 | 136 | 114 | 135 | 123 | 165 | 118 | 153 | 108 | 127 | 157 | 170 | 145 | 121 | 115 | 217 | 66 | 240 |
| 3 Mo. Roll Avg | | | 176 | 177 | 135 | 142 | 77 | 138 | 114 | 162 | 118 | 152 | 156 | 163 | 145 | 134 | 117 | 108 | 195 | 219 | 211 | 128 | 124 | 141 | 135 | 145 | 126 | 129 | 131 | 151 | 157 | 145 | 127 | 151 | 133 | 174 |

| | A 08 | S | O | N | D | 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 |
|-----------------|------|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|
| Price per Sq Ft | 270 | 280 | 195 | 233 | 157 | 172 | 0 | 196 | 210 | 247 | 178 | 165 | 207 | 218 | 202 | 199 | 179 | 190 | 186 | 196 | 192 | 200 | 244 | 182 | 208 | 190 | 233 | 204 | 178 | 173 | 147 | 203 | 180 | 281 | 186 | 191 |
| 3 Mo. Roll Avg | | | 248 | 236 | 195 | 187 | 110 | 123 | 135 | 218 | 212 | 197 | 183 | 197 | 209 | 206 | 193 | 189 | 185 | 191 | 191 | 196 | 212 | 209 | 211 | 193 | 210 | 209 | 205 | 185 | 166 | 174 | 177 | 221 | 216 | 219 |

| | A 08 | S | O | N | D | 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 |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 0.854 | 0.894 | 0.955 | 0.946 | 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 | 0.957 | 0.958 | 0.932 | 0.945 | 0.964 | 0.957 | 0.974 | 0.910 | 0.955 | 0.963 |
| 3 Mo. Roll Avg | | | 0.901 | 0.932 | 0.955 | 0.951 | 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 | 0.939 | 0.954 | 0.949 | 0.945 | 0.947 | 0.955 | 0.965 | 0.947 | 0.946 | 0.943 |

| | A 08 | S | O | N | D | 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 |
|--------------|------|----|----|----|----|------|----|----|----|----|----|----|----|-----|-----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|
| New Listings | 15 | 12 | 15 | 8 | 0 | 22 | 16 | 20 | 21 | 19 | 13 | 17 | 18 | 23 | 18 | 7 | 4 | 25 | 23 | 26 | 18 | 21 | 17 | 23 | 14 | 12 | 12 | 8 | 3 | 12 | 4 | 14 | 25 | 30 | 14 | 11 |
| Inventory | 100 | 89 | 87 | 82 | 61 | 68 | 74 | 81 | 88 | 94 | 95 | 94 | 95 | 104 | 100 | 81 | 70 | 75 | 82 | 92 | 95 | 93 | 93 | 91 | 83 | 80 | 63 | 52 | 51 | 50 | 55 | 71 | 91 | 94 | 91 | |
| Sales | 6 | 8 | 4 | 9 | 1 | 2 | 0 | 2 | 4 | 2 | 9 | 4 | 9 | 3 | 8 | 6 | 6 | 5 | 2 | 7 | 6 | 9 | 9 | 6 | 16 | 5 | 3 | 3 | 6 | 5 | 2 | 5 | 2 | 2 | 4 | 5 |

| | (000's) A 08 | S | O | N | D | 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 |
|----------------|--------------|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|
| Avg Sale Price | 933 | 668 | 810 | 790 | 530 | 516 | 0 | 443 | 716 | 459 | 655 | 634 | 599 | 677 | 610 | 586 | 605 | 702 | 798 | 616 | 714 | 664 | 885 | 529 | 561 | 597 | 647 | 528 | 531 | 576 | 818 | 765 | 657 | 815 | 615 | 870 |
| 3 Mo. Roll Avg | | | 803 | 756 | 710 | 612 | 349 | 320 | 386 | 539 | 610 | 583 | 629 | 637 | 629 | 625 | 600 | 631 | 701 | 705 | 709 | 665 | 754 | 693 | 658 | 562 | 601 | 591 | 569 | 545 | 642 | 720 | 747 | 746 | 696 | 767 |

Based on information from Greater Fairfield County CMLS, Inc. for the period 8/1/2008 through 7/31/2011. 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.

