

THIRD QUARTER 2021

Market Watch



William Pitt
Julia B Fee

Sotheby's
INTERNATIONAL REALTY

Market Overview

- The market this quarter could not compete with last year's massive third quarter gains, but still outperformed historical norms
- Buyer demand remains high in the suburbs, particularly from New York City residents, but limited inventory is affecting sales
- With prices on the rise, more properties are selling in higher price segments
- Economic indicators suggest the market will remain highly active for the foreseeable future

In the final weeks of the second quarter of 2021, we concluded a historic 12-month cycle where sales eclipsed the prior year by record levels. We then entered a period of competing with that same historic timeframe, which helps to explain how the market shifted during the third quarter. Sales started to decline versus the same period in 2020, a sharp reversal after so many quarters of enormous increases. But we must keep in mind the time to which we are comparing.

Seen from this perspective, it makes sense to compare the market we are in now to that of 2019's third quarter, a much more normal sales period. Whereas most of our markets underperformed versus last year's supercharged third quarter, all territories surpassed the third quarter from two years ago. We are still experiencing an incredibly active housing market.

It's no secret that the sales surge, which began toward the end of the second quarter of 2020 and ran through the same time in 2021, was fueled by New York City residents leaving the city for the suburbs throughout the pandemic. This phenomenon continues today, despite reports that buyers are flocking back to the city. The city markets have indeed picked up significantly in recent months, but the numbers of New Yorkers moving out are still excessive compared to historical norms, and they are driving the heightened demand in the suburbs.

Yet inventory is tighter than ever, an important factor in the quarterly sales decline. With fewer homes on



ON THE COVER:
230 Long Neck Point Road, Darien CT | MLS: 170436874

Economic Factors

INDICATORS	DATES			DATES	GDP
	9/30/20	3/31/21	9/30/21	Q3 2020	33.4%
Stock Market (Dow)	27,781	32,981	33,834	Q4 2020	4.3%
Consumer Confidence	101	109.7	109.3	Q1 2021	6.4%
Mortgage Rate (US 30 year)	2.90%	3.17%	2.88%	Q2 2021	6.6%
Unemployment Rate	7.8	6	5.2*	Q3 2021 (EST.)	5.5%

* Unemployment Rate as of 9/3/2021

the market, unit sales have inevitably decreased, even as heavy competition for homes and multiple bids have led to soaring median sale prices and properties selling for well over asking. This increase in prices is reflected in a consistent double-digit percentage spread between unit sales and dollar volume. The middle to upper end sectors are faring particularly well in Westchester and Fairfield Counties, with sales rising in the \$1.2+ and \$2+ million segments, respectively. As more properties transact at higher price points, lower priced sales on the other hand are trending downward.

Fairfield County perfectly encapsulates each of these trends. As expected, unit sales and dollar volume across the region were down quarter over quarter—by 24% and 11%, respectively—but increased dramatically versus the third quarter of 2019 by 18% and 75%. Note the significant percentage difference between unit sales and dollar volume, a trend we saw in all our territories. The 12-month median sale price is also up over this time last year by 21%.

Elsewhere in Connecticut, New Haven County unit sales were down by 14% and dollar volume a slight 1% compared to the third quarter last year, but units rose by 4% and volume by 33% over 2019's third quarter. Middlesex County saw unit sales and dollar volume decline by 21% and 11%, respectively, versus last year's third quarter, but increase over the same quarter in 2019 by 6% and 35%. New London

County unit sales decreased by 14% and volume by 7% compared to the third quarter in 2020, while units were up by 9% and volume by 42% over the third quarter in 2019. In Litchfield County, units and volume dropped by 28% and 31%, respectively, from last year's third quarter, as they increased by 1% and 48% from 2019's third quarter. Hartford County unit sales decreased quarter over quarter by 10% as volume increased by 2%, while units and volume both increased over 2019's third quarter by 11% and 37%, respectively. In Massachusetts, Berkshire County saw quarterly unit sales decline by 30% and volume by 22%, while a comparison with this quarter two years ago shows unit sales down by 10% with volume climbing ahead by 35%. Median sale prices in each of these regions rose by double digit percentages from 2020 to 2021.

Only Westchester County has so far defied the same pattern of quarterly sales declines, but we believe it will follow the path of Fairfield County and other territories soon enough. Westchester's period of market growth started several weeks later than other markets last year, coinciding with that county's later reopening from COVID-related shutdowns. As a result, the region continued to experience sales growth in the third quarter compared to the same period last year, with unit sales increasing by 6% and dollar volume by 16%, and the 12-month median sale price up by 10%. Sales also increased over the third quarter of 2019 by 19% in units and 47% in volume.

Yet a quick look at pending property sales reveals that Westchester should fall in line with Connecticut by next quarter. Contracts are off by roughly 25-35% across all our markets compared to this time last year.

Bolstered by the incredible performance of the first two quarters, year to date nearly every market we serve is still ahead of last year with the exceptions of Middlesex and New London Counties. Year to date figures for each region are available to view in the following sections. Even if the fever pace of the market has cooled compared to the last several quarters, property sales and demand for housing remain at historic highs, especially considering the pre-pandemic 2019 market as a baseline of comparison.

Our positive outlook for the months ahead is supported by the economic picture at the national level. The stock market, although subject to fluctuations, is still hovering at all-time highs, while mortgage rates have dipped to all-time lows. The unemployment rate is improved and still falling, and inflation is expected to taper off next year according to the Federal Reserve. GDP in the second quarter grew at an annual rate of 6.6%, a healthy sign despite earlier estimates that were higher. The monthly Consumer Confidence Index, meanwhile, has declined in recent months after a second quarter 2021 rebound, but standing at 109.3 (1985=100) in September, it remains high relative to most months since the onset of the pandemic. The pandemic itself brings its own factors into play, separate from the traditional economic indicators. The Delta variant, uncertain school schedules and closures, and increased city crime rates are just a few of the variables influencing consumers' decisions on housing. All these elements taken together signal continued momentum in real estate for some time to come.

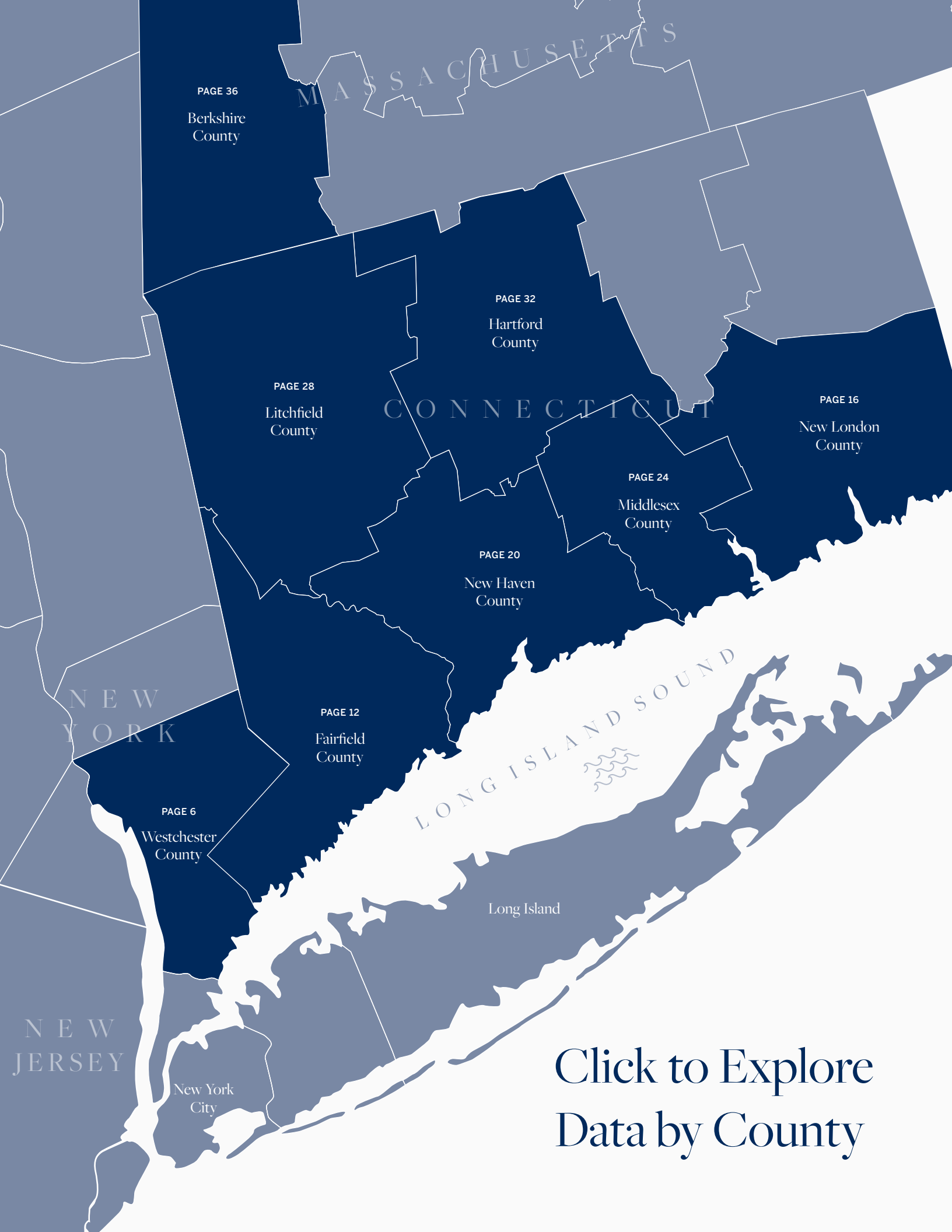
We continue to encourage sellers on the fence to take advantage of this rare moment in the market and list their properties for sale. Understandably, some homeowners have concerns about finding their next home in this competitive marketplace. We at William Pitt – Julia B. Fee Sotheby's International Realty have responded to these concerns through an exclusive new program we created in partnership with Building & Land Technology (BLT). Our "Make Your Move" program enables sellers to sell their homes and then benefit from flexible luxury apartment leases with BLT in Stamford's Harbor Point and Norwalk, Connecticut. When they feel the time is right to buy again, program participants can provide BLT with 60 days' notice to end their lease, penalty free.

I hope you find this report informative and invite you to contact one of our sales associates at any time if we can help you with your real estate needs.

Wishing you health and safety.



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PAGE 36

Berkshire
County

PAGE 32

Hartford
County

PAGE 28

Litchfield
County

PAGE 16

New London
County

PAGE 24

Middlesex
County

PAGE 20

New Haven
County

PAGE 12

Fairfield
County

PAGE 6

Westchester
County

Long Island

Click to Explore
Data by County



AT A GLANCE

Westchester County

21 VS 20
% CHANGE

21 VS 19
% CHANGE



\$780K

+10%

+20%

12-MONTH MEDIAN
SELLING PRICE**

2,310

+6%

+19%

Q3 CLOSED
SALES

\$3B

+16%

+47%

Q3 CLOSED
VOLUME

1,428

-37%

-53%

CURRENT
INVENTORY*

7 Harbor Drive, Port Chester NY
MLS: 6088816

* Inventory as of 9/30

**12 Month Median Selling Price Calculated From 10/1/20 - 9/30/21

Single Family Home Sales & Inventory by Price Range

WESTCHESTER COUNTY OVERALL

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	Q3 2019	Q3 2020	Q3 2021	Q3 19 VS. Q3 21	Q3 20 VS. Q3 21	Q3 2021
All Price Ranges	1,935	2,181	2,310	19%	6%	1,428
0-\$1,000,000	1443	1451	1,434	-1%	-1%	865
\$1,000,001 - \$2,000,000	373	549	638	71%	16%	316
\$2,000,001 - \$3,000,000	81	132	167	106%	27%	112
\$3,000,001 - \$5,000,000	33	44	55	67%	25%	82
\$5,000,001+	5	5	16	220%	220%	53

SOUTHERN WESTCHESTER COUNTY

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	Q3 2019	Q3 2020	Q3 2021	Q3 19 VS. Q3 21	Q3 20 VS. Q3 21	Q3 2021
All Price Ranges	1,332	1,432	1,575	18%	10%	940
0-\$1,000,000	920	899	928	1%	3%	569
\$1,000,001 - \$2,000,000	308	396	458	49%	16%	220
\$2,000,001 - \$3,000,000	71	97	135	90%	39%	71
\$3,000,001 - \$5,000,000	29	35	41	41%	17%	54
\$5,000,001+	4	5	13	225%	160%	26

NORTHERN WESTCHESTER COUNTY

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	Q3 2019	Q3 2020	Q3 2021	Q3 19 VS. Q3 21	Q3 20 VS. Q3 21	Q3 2021
All Price Ranges	603	749	735	22%	-2%	488
0-\$1,000,000	523	552	506	-3%	-8%	296
\$1,000,001 - \$2,000,000	65	153	180	177%	18%	96
\$2,000,001 - \$3,000,000	10	35	32	220%	-9%	41
\$3,000,001 - \$5,000,000	4	9	14	250%	56%	28
\$5,000,001+	1	0	3	200%	-	27

*Inventory as of 9/30

Closed Sales, New Listings & Inventory (Single Family)

THIRD QUARTER

WESTCHESTER COUNTY OVERALL

	2019	2020	2021	19 VS 21 % CHANGE	20 VS 21 % CHANGE
CLOSED SALES	1,935	2,181	2,310	19%	6%
CLOSED SALES VOLUME	\$1,760,372,354	\$2,232,187,942	\$2,583,876,293	47%	16%
NEW LISTINGS	2,240	3,160	1,990	-11%	-37%
NEW LISTINGS VOLUME	\$2,026,316,185	\$3,405,775,039	\$2,123,460,307	5%	-38%
INVENTORY	3,063	2,250	1,428	-53%	-37%

SOUTHERN WESTCHESTER COUNTY

	2019	2020	2021	19 VS 21 % CHANGE	20 VS 21 % CHANGE
CLOSED SALES	1,332	1,432	1,575	18%	10%
CLOSED SALES VOLUME	\$1,329,332,942	\$1,560,357,878	\$1,861,991,696	40%	19%
NEW LISTINGS	1,448	2,109	1,337	-8%	-37%
NEW LISTINGS VOLUME	\$1,395,983,121	\$2,289,689,578	\$1,426,988,954	2%	-38%
INVENTORY	1,934	1,487	940	-51%	-37%

NORTHERN WESTCHESTER COUNTY

	2019	2020	2021	19 VS 21 % CHANGE	20 VS 21 % CHANGE
CLOSED SALES	603	749	735	22%	-2%
CLOSED SALES VOLUME	\$431,039,412	\$671,830,064	\$721,884,597	67%	7%
NEW LISTINGS	792	1,051	653	-18%	-38%
NEW LISTINGS VOLUME	\$630,333,064	\$1,116,085,461	\$696,471,353	10%	-38%
INVENTORY	1,129	763	488	-57%	-36%



7 Carlton Road, Bronxville NY
MLS: 6132350

Single Family Home Sales by Community

SOUTHERN WESTCHESTER COUNTY

TOWNS	INVENTORY		YEAR-TO-DATE UNIT SALES			YEAR-TO-DATE DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		% CHANGE			% CHANGE	% CHANGE			% CHANGE
	YTD 2021	YTD 20 VS YTD 21	YTD 2020	YTD 2021	YTD 20 VS YTD 21	YTD 20 VS YTD 21	10/1/19 - 9/30/20	10/1/20 - 9/30/21	
WESTCHESTER COUNTY	1,428	-37%	4,423	5,663	28%	45%	\$708,000	\$780,000	10%
Southern Westchester	940	-37%	2,944	3,865	31%	45%	\$749,000	\$813,000	9%
Ardley	34	-8%	77	105	36%	50%	\$675,000	\$765,000	13%
Blind Brook	23	-41%	90	119	32%	32%	\$963,000	\$1,010,000	5%
Briarcliff Manor	19	-21%	49	68	39%	46%	\$862,000	\$925,000	7%
Bronxville	21	-43%	60	57	-5%	2%	\$2,150,000	\$2,233,000	4%
Dobbs Ferry	16	-27%	47	72	53%	75%	\$873,000	\$807,000	-8%
Eastchester	24	-48%	81	122	51%	62%	\$755,000	\$783,000	4%
Edgemont	27	-7%	63	76	21%	32%	\$1,100,000	\$1,195,000	9%
Elmsford	27	-23%	39	66	69%	100%	\$510,000	\$570,000	12%
Greenburgh	21	-9%	47	71	51%	69%	\$550,000	\$560,000	2%
Harrison	39	-51%	112	134	20%	34%	\$1,250,000	\$1,450,000	16%
Hartsdale (P.O.)	16	-30%	37	59	59%	61%	\$636,000	\$649,000	2%
Hastings	11	-42%	50	63	26%	53%	\$765,000	\$895,000	17%
Irvington	28	-44%	70	77	10%	31%	\$905,000	\$1,000,000	10%
Mamaroneck *	44	-33%	202	285	41%	64%	\$1,196,000	\$1,411,000	18%
Mount Pleasant	25	-40%	72	83	15%	22%	\$620,000	\$657,000	6%
Mount Vernon	34	-31%	109	121	11%	32%	\$456,000	\$575,000	26%
New Rochelle	74	-48%	274	343	25%	38%	\$723,000	\$799,000	11%
Ossining	47	-28%	167	188	13%	28%	\$490,000	\$555,000	13%
Pelham	25	-40%	116	127	9%	18%	\$1,049,000	\$1,150,000	10%
Pleasantville	28	27%	51	66	29%	32%	\$730,000	\$720,000	-1%
Pocantico Hills	1	-50%	4	7	75%	21%	\$1,046,000	\$880,000	-16%
Port Chester	23	-48%	65	92	42%	65%	\$540,000	\$588,000	9%
Purchase (P.O.)	18	-45%	25	36	44%	62%	\$1,500,000	\$1,725,000	15%
Rye City	35	-49%	138	168	22%	29%	\$1,950,000	\$1,950,000	0%
Rye Neck	10	-57%	61	72	18%	23%	\$993,000	\$905,000	-9%
Scarsdale	49	-54%	200	304	52%	79%	\$1,498,000	\$1,748,000	17%
Tarrytown	13	-7%	55	52	-5%	23%	\$775,000	\$887,000	14%
Tuckahoe	17	-26%	31	45	45%	45%	\$845,000	\$851,000	1%
Valhalla	13	-48%	50	61	22%	35%	\$594,000	\$650,000	9%
White Plains	48	-25%	146	216	48%	56%	\$680,000	\$731,000	8%
Yonkers	130	-33%	356	510	43%	58%	\$540,000	\$600,000	11%
CONDOMINIUMS AND COOPERATIVES									
Condominiums	308	-100%	503	791	57%	72%	\$422,000	\$447,000	6%
Cooperatives	768	-100%	999	1481	48%	48%	\$181,000	\$198,000	9%

*Mamaroneck School District includes Larchmont P.O.

Single Family Home Sales by Community

NORTHERN WESTCHESTER COUNTY

TOWNS	INVENTORY		YEAR-TO-DATE UNIT SALES			YEAR-TO-DATE DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		% CHANGE			% CHANGE	% CHANGE			% CHANGE
	YTD 2021	YTD 20 VS YTD 21	YTD 2020	YTD 2021	YTD 20 VS YTD 21	YTD 20 VS YTD 21	10/1/19 - 9/30/20	10/1/20 - 9/30/21	
WESTCHESTER COUNTY	1,428	-37%	4,423	5,663	28%	45%	\$708,000	\$780,000	10%
Northern Westchester	488	-36%	1,479	1,798	22%	43%	\$625,000	\$730,000	17%
Bedford	89	-39%	226	251	11%	29%	\$838,000	\$893,000	7%
Byram Hills	49	-46%	133	166	25%	57%	\$1,059,000	\$1,290,000	22%
Chappaqua	45	-41%	219	241	10%	32%	\$900,000	\$1,078,000	20%
Croton-Harmon	23	-32%	60	87	45%	87%	\$595,000	\$715,000	20%
Hendrick Hudson	41	-5%	110	120	9%	24%	\$468,000	\$537,000	15%
Katonah-Lewisboro	63	-45%	218	226	4%	35%	\$695,000	\$855,000	23%
Lakeland	53	-27%	183	251	37%	61%	\$410,000	\$470,000	15%
North Salem	27	-36%	52	64	23%	58%	\$575,000	\$643,000	12%
Peekskill	27	35%	58	69	19%	43%	\$340,000	\$423,000	24%
Somers	46	-28%	114	185	62%	86%	\$590,000	\$645,000	9%
Yorktown	25	-58%	106	138	30%	35%	\$531,000	\$597,000	12%
CONDOMINIUMS AND COOPERATIVES									
Condominiums	95	-35%	273	387	42%	46%	\$364,000	\$375,000	3%
Cooperatives	42	17%	66	91	38%	51%	\$125,000	\$133,000	6%





30 Crossbow Lane, Easton CT
MLS: 170432515

AT A GLANCE

Fairfield County

\$609K

12-MONTH MEDIAN
SELLING PRICE**

21 VS 20
% CHANGE



+21%

21 VS 19
% CHANGE



+37%

3,232

Q3 CLOSED
SALES

-24%

+18%

\$3B

Q3 CLOSED
VOLUME

-11%

+75%

2,630

CURRENT
INVENTORY*

-32%

-52%

* Inventory as of 9/30

**12 Month Median Selling Price Calculated From 10/1/20 - 9/30/21

Single Family Home Sales & Inventory by Price Range

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	Q3 2019	Q3 2020	Q3 2021	Q3 19 VS. Q3 21	Q3 20 VS. Q3 21	Q3 2021
All Price Ranges	2,741	4,225	3,232	18%	-24%	2,630
0 - \$800,000	2,080	2,810	1,929	-7%	-31%	1,495
\$800,001 - \$1,500,000	413	811	659	60%	-19%	490
\$1,500,001 - \$2,000,000	113	240	242	114%	1%	155
\$2,000,001 - \$3,000,000	83	208	229	176%	10%	167
\$3,000,001+	52	156	173	233%	11%	323

Closed Sales, New Listings & Inventory (Single Family)

THIRD QUARTER

	2019	2020	2021	19 VS 21 % CHANGE	20 VS 21 % CHANGE
CLOSED SALES	2,741	4,225	3,232	18%	-24%
CLOSED SALES VOLUME	\$1,984,868,313	\$3,876,799,860	\$3,467,979,801	75%	-11%
NEW LISTINGS	3,445	4,637	3,220	-7%	-31%
NEW LISTINGS VOLUME	\$3,112,294,210	\$5,016,642,384	\$3,118,829,051	0%	-38%
INVENTORY	5,494	3,868	2,630	-52%	-32%



166 West Road, New Canaan CT
MLS: 170418271

Single Family Home Sales by Community

TOWNS	INVENTORY		YEAR-TO-DATE UNIT SALES			YEAR-TO-DATE DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		% CHANGE			% CHANGE	% CHANGE			% CHANGE
	YTD 2021	YTD 20 VS YTD 21	YTD 2020	YTD 2021	YTD 20 VS YTD 21	YTD 20 VS YTD 21	10/1/19 - 9/30/20	10/1/20 - 9/30/21	
FAIRFIELD COUNTY	2,630	-32%	8,057	8,561	6%	34%	\$502,000	\$609,000	21%
Bethel	49	-28%	171	167	-2%	14%	\$361,000	\$437,000	21%
Bridgeport	217	10%	493	569	15%	41%	\$230,000	\$280,000	22%
Brookfield	60	-6%	182	147	-19%	-1%	\$409,000	\$463,000	13%
Danbury	134	-4%	376	355	-6%	13%	\$326,000	\$385,000	18%
Darien	78	-55%	328	345	5%	24%	\$1,390,000	\$1,598,000	15%
Easton	39	-32%	125	113	-10%	20%	\$563,000	\$710,000	26%
Fairfield	184	-34%	798	726	-9%	5%	\$642,000	\$737,000	15%
Greenwich	308	-46%	580	825	42%	64%	\$2,000,000	\$2,273,000	14%
Monroe	60	-23%	223	217	-3%	14%	\$396,000	\$477,000	20%
New Canaan	113	-46%	272	368	35%	62%	\$1,366,000	\$1,635,000	20%
New Fairfield	59	-31%	221	187	-15%	17%	\$363,000	\$460,000	27%
Newtown	140	-16%	372	348	-6%	17%	\$411,000	\$485,000	18%
Norwalk	166	-35%	560	634	13%	35%	\$520,000	\$572,000	10%
Redding	53	-42%	141	160	13%	42%	\$547,000	\$670,000	22%
Ridgefield	84	-58%	364	385	6%	26%	\$664,000	\$789,000	19%
Rowayton	16	-54%	76	74	-3%	38%	\$1,207,000	\$1,557,000	29%
Shelton	113	14%	340	345	1%	20%	\$365,000	\$420,000	15%
Sherman	32	-24%	60	56	-7%	29%	\$470,000	\$575,000	22%
Stamford	226	-28%	642	740	15%	37%	\$599,000	\$690,000	15%
Stratford	139	-28%	498	531	7%	28%	\$272,000	\$342,000	26%
Trumbull	97	-16%	379	404	7%	28%	\$419,000	\$485,000	16%
Weston	69	-28%	202	182	-10%	23%	\$780,000	\$996,000	28%
Westport	146	-40%	466	451	-3%	14%	\$1,295,000	\$1,543,000	19%
Wilton	64	-52%	264	306	16%	43%	\$757,000	\$908,000	20%
Middlebury*	44	0%	83	108	30%	37%	\$351,000	\$350,000	0%
Oxford*	46	5%	122	110	-10%	1%	\$395,000	\$439,000	11%
Southbury*	64	-21%	188	178	-5%	13%	\$370,000	\$455,000	23%
CONDOMINIUMS									
FAIRFIELD COUNTY	904	-24%	2,159	2,986	38%	53%	\$270,000	\$294,000	9%

*Is not included in totals

Fairfield County



187 Umpawaug Road, Redding CT
MLS: 170292028



AT A GLANCE

New London County

21 VS 20
% CHANGE

21 VS 19
% CHANGE

\$290K

12-MONTH MEDIAN
SELLING PRICE**



+15%



+24%

1,006

Q3 CLOSED
SALES

-14%

+9%

\$370M

Q3 CLOSED
VOLUME

-7%

+42%

749

CURRENT
INVENTORY*

-5%

-49%

20 Jordan Cove Road, Waterford CT
MLS: 170428636

* Inventory as of 9/30

**12 Month Median Selling Price Calculated From 10/1/20 - 9/30/21

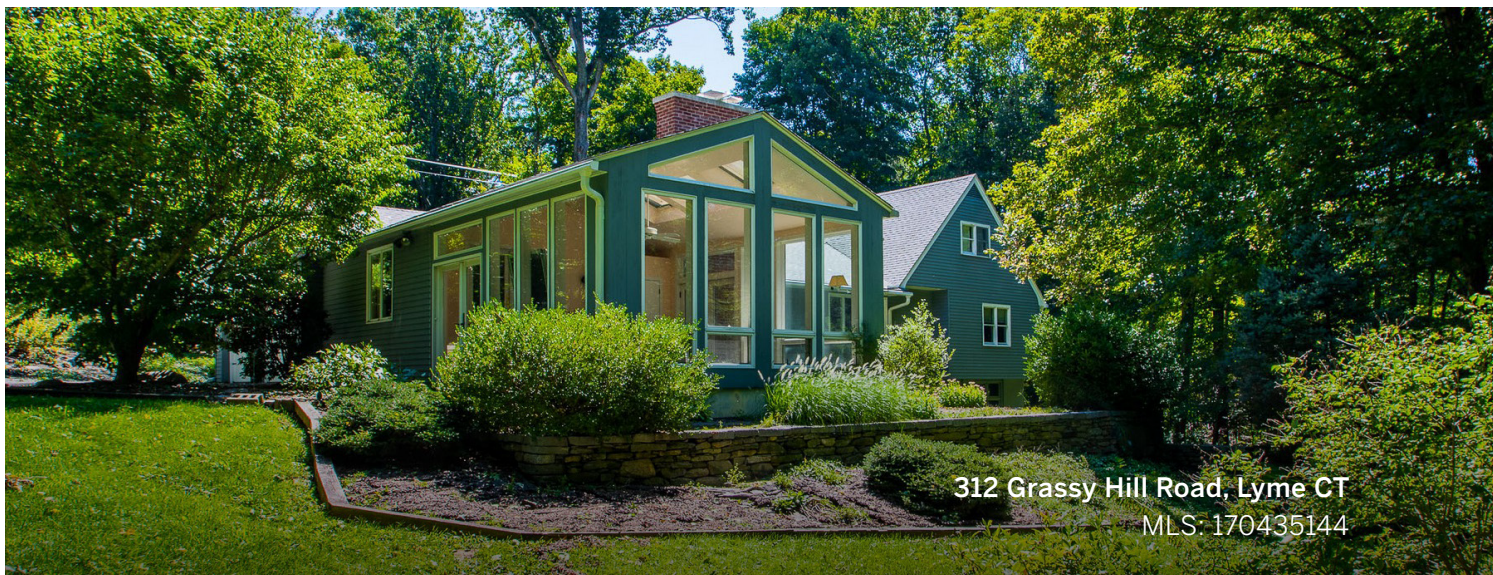
Single Family Home Sales & Inventory by Price Range

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	Q3 2019	Q3 2020	Q3 2021	Q3 19 VS. Q3 21	Q3 20 VS. Q3 21	Q3 2021
All Price Ranges	921	1,173	1,006	9%	-14%	749
0-\$400,000	772	926	735	-5%	-21%	470
\$400,001 - \$750,000	126	190	218	73%	15%	173
\$750,001 - \$1,000,000	13	25	28	115%	12%	54
\$1,000,001 - \$1,500,000	7	19	12	71%	-37%	26
\$1,500,001+	3	13	13	333%	0%	26

Closed Sales, New Listings & Inventory (Single Family)

THIRD QUARTER

	2019	2020	2021	19 VS 21 % CHANGE	20 VS 21 % CHANGE
CLOSED SALES	921	1,173	1,006	9%	-14%
CLOSED SALES VOLUME	\$260,292,144	\$398,610,922	\$369,508,466	42%	-7%
NEW LISTINGS	1,224	1,270	1,198	-2%	-6%
NEW LISTINGS VOLUME	\$380,984,158	\$483,820,765	\$452,725,524	19%	-6%
INVENTORY	1,460	791	749	-49%	-5%



312 Grassy Hill Road, Lyme CT
MLS: 170435144

Single Family Home Sales by Community

TOWNS	INVENTORY		YEAR-TO-DATE UNIT SALES			YEAR-TO-DATE DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		% CHANGE			% CHANGE	% CHANGE			% CHANGE
	YTD 2021	YTD 20 VS YTD 21	YTD 2020	YTD 2021	YTD 20 VS YTD 21	YTD 20 VS YTD 21	10/1/19 - 9/30/20	10/1/20 - 9/30/21	
NEW LONDON	749	-5%	2,569	2,664	4%	21%	\$253,000	\$290,000	15%
Bozrah	5	-38%	17	25	47%	52%	\$240,000	\$270,000	13%
Colchester	48	17%	173	161	-7%	6%	\$257,000	\$305,000	19%
East Lyme	80	27%	195	205	5%	37%	\$342,000	\$390,000	14%
Franklin	7	17%	21	21	0%	22%	\$232,000	\$280,000	21%
Griswold	29	21%	101	110	9%	35%	\$215,000	\$270,000	26%
Groton	60	-28%	275	288	5%	10%	\$275,000	\$300,000	9%
Lebanon	21	17%	87	79	-9%	5%	\$255,000	\$262,000	3%
Ledyard	61	24%	211	219	4%	23%	\$247,000	\$285,000	15%
Lisbon	19	36%	41	51	24%	24%	\$265,000	\$248,000	-6%
Lyme	10	-62%	36	37	3%	75%	\$568,000	\$755,000	33%
Montville	54	6%	184	222	21%	49%	\$212,000	\$258,000	22%
New London	39	8%	129	133	3%	14%	\$185,000	\$215,000	16%
North Stonington	20	-5%	46	54	17%	39%	\$300,000	\$370,000	23%
Norwich	93	2%	328	328	0%	20%	\$160,000	\$195,000	22%
Old Lyme	45	10%	150	126	-16%	-1%	\$380,000	\$482,000	27%
Preston	18	157%	54	49	-9%	0%	\$285,000	\$293,000	3%
Salem	17	-29%	48	43	-10%	1%	\$315,000	\$340,000	8%
Sprague	4	-56%	27	29	7%	36%	\$215,000	\$266,000	24%
Stonington	58	-30%	177	171	-3%	14%	\$333,000	\$415,000	25%
Valuntown	0	-100%	30	33	10%	11%	\$268,000	\$287,000	7%
Waterford	61	-31%	239	280	17%	40%	\$271,000	\$300,000	11%
CONDOMINIUMS									
NEW LONDON	92	-100%	367	489	33%	64%	\$145,000	\$159,000	10%



1 & 3 Neck Road, Old Lyme CT
MLS: 170429704



AT A GLANCE

New Haven County

21 VS 20
% CHANGE

21 VS 19
% CHANGE



\$290K

+14%

+23%

12-MONTH MEDIAN
SELLING PRICE**

2,427

-14%

+4%

Q3 CLOSED
SALES

\$892M

-1%

+33%

Q3 CLOSED
VOLUME

1,893

-7%

-37%

CURRENT
INVENTORY*

80 Johnsons Point Road, Branford CT
MLS: 170437953

* Inventory as of 9/30

**12 Month Median Selling Price Calculated From 10/1/20 - 9/30/21

Single Family Home Sales & Inventory by Price Range

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	Q3 2019	Q3 2020	Q3 2021	Q3 19 VS. Q3 21	Q3 20 VS. Q3 21	Q3 2021
All Price Ranges	2,341	2,806	2,427	4%	-14%	1,893
0-\$400,000	1,972	2,182	1,732	-12%	-21%	1,202
\$400,001 - \$750,000	318	541	591	86%	9%	467
\$750,001 - \$1,000,000	25	52	64	156%	23%	102
\$1,000,001 - \$1,500,000	22	23	26	18%	13%	68
\$1,500,001+	4	8	14	250%	75%	54

Closed Sales, New Listings & Inventory (Single Family)

THIRD QUARTER

	2019	2020	2021	19 VS 21 % CHANGE	20 VS 21 % CHANGE
CLOSED SALES	2,341	2,806	2,427	4%	-14%
CLOSED SALES VOLUME	\$672,486,665	\$904,557,254	\$892,956,175	33%	-1%
NEW LISTINGS	2,779	3,411	2,902	4%	-15%
NEW LISTINGS VOLUME	\$834,984,694	\$1,197,268,448	\$1,107,748,506	33%	-7%
INVENTORY	3,015	2,036	1,893	-37%	-7%



320 Vineyard Point Road, Guilford CT
MLS: 170428047

Single Family Home Sales by Community

TOWNS	INVENTORY		YEAR-TO-DATE UNIT SALES			YEAR-TO-DATE DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		% CHANGE			% CHANGE	% CHANGE			% CHANGE
	YTD 2021	YTD 20 VS YTD 21	YTD 2020	YTD 2021	YTD 20 VS YTD 21	YTD 20 VS YTD 21	10/1/19 - 9/30/20	10/1/20 - 9/30/21	
NEW HAVEN COUNTY	1,893	-7%	6,013	6,625	10%	30%	\$255,000	\$290,000	14%
Ansonia	29	-12%	106	114	8%	34%	\$205,000	\$250,000	22%
Beacon Falls	11	-21%	59	55	-7%	-1%	\$280,000	\$295,000	5%
Bethany	25	-4%	56	59	5%	24%	\$328,000	\$392,000	20%
Branford	87	2%	200	228	14%	36%	\$368,000	\$412,000	12%
Cheshire	63	-6%	243	245	1%	25%	\$350,000	\$405,000	16%
Derby	18	-14%	74	87	18%	40%	\$233,000	\$260,000	12%
East Haven	51	-32%	257	257	0%	19%	\$225,000	\$260,000	16%
Guilford	104	1%	249	264	6%	27%	\$405,000	\$461,000	14%
Hamden	162	0%	490	584	19%	38%	\$230,000	\$265,000	15%
Madison	76	-26%	266	270	2%	20%	\$433,000	\$540,000	25%
Meriden	107	-5%	408	453	11%	42%	\$180,000	\$227,000	26%
Middlebury	44	0%	83	108	30%	37%	\$351,000	\$350,000	0%
Milford	148	-6%	456	505	11%	32%	\$332,000	\$390,000	17%
Naugatuck	87	7%	313	328	5%	28%	\$209,000	\$250,000	20%
New Haven	84	9%	271	292	8%	30%	\$219,000	\$255,000	16%
North Branford	28	-39%	113	107	-5%	9%	\$290,000	\$340,000	17%
North Haven	66	0%	207	232	12%	34%	\$296,000	\$335,000	13%
Orange	37	12%	112	123	10%	23%	\$385,000	\$436,000	13%
Oxford	46	5%	122	110	-10%	1%	\$395,000	\$439,000	11%
Prospect	33	-6%	76	68	-11%	18%	\$259,000	\$322,000	24%
Seymour	35	-26%	136	176	29%	54%	\$268,000	\$295,000	10%
Southbury	64	-21%	188	178	-5%	13%	\$370,000	\$455,000	23%
Wallingford	80	11%	293	291	-1%	12%	\$268,000	\$295,000	10%
Waterbury	216	-3%	611	756	24%	70%	\$142,000	\$185,000	30%
West Haven	96	-7%	344	445	29%	59%	\$213,000	\$259,000	22%
Wolcott	66	-1%	179	196	9%	37%	\$239,000	\$285,000	19%
Woodbridge	30	-48%	101	94	-7%	17%	\$406,000	\$490,000	21%
CONDOMINIUMS									
NEW HAVEN	495	-8%	1,735	2,035	17%	36%	\$154,000	\$175,000	14%

New Haven



120 North Fair Street, Guilford CT
MLS: 170390220



AT A GLANCE

Middlesex County

21 VS 20
% CHANGE

21 VS 19
% CHANGE

\$340K

12-MONTH MEDIAN
SELLING PRICE**



+17%



+21%

617

Q3 CLOSED
SALES

-21%

+6%

\$261M

Q3 CLOSED
VOLUME

-11%

+35%

577

CURRENT
INVENTORY*

-17%

-47%

75 South Main Street, Essex CT
MLS: 170423099

* Inventory as of 9/30

**12 Month Median Selling Price Calculated From 10/1/20 - 9/30/21

Single Family Home Sales & Inventory by Price Range

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	Q3 2019	Q3 2020	Q3 2021	Q3 19 VS. Q3 21	Q3 20 VS. Q3 21	Q3 2021
All Price Ranges	582	783	617	6%	-21%	577
0-\$400,000	455	559	377	-17%	-33%	277
\$400,001 - \$750,000	102	174	188	84%	8%	208
\$750,001 - \$1,000,000	14	24	32	129%	33%	41
\$1,000,001 - \$1,500,000	8	19	16	100%	-16%	23
\$1,500,001+	3	7	4	33%	-43%	28

Closed Sales, New Listings & Inventory (Single Family)

THIRD QUARTER

	2019	2020	2021	'19 VS '21 % CHANGE	'20 VS '21 % CHANGE
CLOSED SALES	582	783	617	6%	-21%
CLOSED SALES VOLUME	\$192,606,616	\$291,717,924	\$260,905,748	35%	-11%
NEW LISTINGS	849	965	719	-15%	-25%
NEW LISTINGS VOLUME	\$328,093,107	\$462,674,216	\$341,778,733	4%	-26%
INVENTORY	1,099	695	577	-47%	-17%



Single Family Home Sales by Community

TOWNS	INVENTORY		YEAR-TO-DATE UNIT SALES			YEAR-TO-DATE DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		% CHANGE			% CHANGE	% CHANGE			% CHANGE
	YTD 2021	YTD 20 VS YTD 21	YTD 2020	YTD 2021	YTD 20 VS YTD 21	YTD 20 VS YTD 21	10/1/19 - 9/30/20	10/1/20 - 9/30/21	
MIDDLESEX	577	-17%	1,681	1,766	5%	24%	\$290,000	\$340,000	17%
Chester	11	-15%	37	36	-3%	29%	\$340,000	\$418,000	23%
Clinton	47	-31%	167	183	10%	17%	\$300,000	\$375,000	25%
Cromwell	26	-24%	98	106	8%	20%	\$265,000	\$305,000	15%
Deep River	18	-38%	41	52	27%	42%	\$280,000	\$310,000	11%
Durham	23	-15%	85	73	-14%	19%	\$320,000	\$405,000	27%
East Haddam	55	-5%	142	126	-11%	0%	\$263,000	\$300,000	14%
East Hampton	92	-2%	186	175	-6%	12%	\$265,000	\$310,000	17%
Essex	39	-36%	97	103	6%	21%	\$415,000	\$500,000	20%
Haddam	29	-41%	98	95	-3%	20%	\$301,000	\$358,000	19%
Killingworth	30	-9%	78	77	-1%	28%	\$360,000	\$450,000	25%
Middlefield	9	-18%	39	36	-8%	8%	\$254,000	\$282,000	11%
Middletown	89	3%	298	374	26%	48%	\$240,000	\$270,000	13%
Old Saybrook	50	-18%	130	155	19%	48%	\$400,000	\$475,000	19%
Portland	31	48%	91	88	-3%	8%	\$250,000	\$290,000	16%
Westbrook	28	-44%	94	87	-7%	10%	\$400,000	\$403,000	1%
CONDOMINIUMS									
MIDDLESEX	90	-100%	286	382	34%	46%	\$149,000	\$165,000	11%



Middlesex

183 West Elm Street, Deep River CT
MLS: 170412457



AT A GLANCE

Litchfield County

\$318K

12-MONTH MEDIAN
SELLING PRICE**

21 VS 20
% CHANGE



+16%

21 VS 19
% CHANGE



+34%

727

Q3 CLOSED
SALES

-28%

+1%

\$330M

Q3 CLOSED
VOLUME

-31%

+48%

887

CURRENT
INVENTORY*

-24%

-47%

210 Between The Lakes Road, Salisbury CT
MLS: 170433461

* Inventory as of 9/30

**12 Month Median Selling Price Calculated From 10/1/20 - 9/30/21

Single Family Home Sales & Inventory by Price Range

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	Q3 2019	Q3 2020	Q3 2021	Q3 19 VS. Q3 21	Q3 20 VS. Q3 21	
All Price Ranges	717	1,016	727	1%	-28%	887
0-\$400,000	591	676	466	-21%	-31%	417
\$400,001 - \$750,000	94	211	192	104%	-9%	250
\$750,001 - \$1,000,000	15	49	22	47%	-55%	80
\$1,000,001 - \$2,000,000	12	60	27	125%	-55%	69
\$2,000,001+	5	20	20	300%	0%	71

Closed Sales, New Listings, & Inventory (Single Family)

THIRD QUARTER

	2019	2020	2021	19 VS 21 % CHANGE	20 VS 21 % CHANGE
CLOSED SALES	717	1,016	727	1%	-28%
CLOSED SALES VOLUME	\$222,765,591	\$476,599,759	\$329,550,356	48%	-31%
NEW LISTINGS	1,031	1,301	901	-13%	-31%
NEW LISTINGS VOLUME	\$421,767,553	\$674,910,807	\$441,428,133	5%	-35%
INVENTORY	1,677	1,160	887	-47%	-24%



25 Pond Ridge Road, Goshen CT
MLS: 170426259

Single Family Home Sales by Community

TOWNS	INVENTORY		YEAR-TO-DATE UNIT SALES			YEAR-TO-DATE DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		% CHANGE			% CHANGE	% CHANGE			% CHANGE
	YTD 2021	YTD 20 VS YTD 21	YTD 2020	YTD 2021	YTD 20 VS YTD 21	YTD 20 VS YTD 21	10/1/19 - 9/30/20	10/1/20- 9/30/21	
LITCHFIELD COUNTY	887	-24%	2,076	2,037	-2%	6%	\$275,000	\$318,000	16%
Barkhamsted	15	-17%	48	30	-38%	-39%	\$265,000	\$308,000	16%
Bethlehem	20	-35%	35	39	11%	56%	\$330,000	\$379,000	15%
Bridgewater	13	-50%	22	22	0%	62%	\$560,000	\$729,000	30%
Canaan, North Canaan	29	-17%	36	44	22%	66%	\$214,000	\$264,000	23%
Colebrook	13	-24%	19	16	-16%	-15%	\$250,000	\$325,000	30%
Cornwall	16	-41%	18	23	28%	15%	\$450,000	\$530,000	18%
Goshen	23	-58%	54	48	-11%	13%	\$396,000	\$493,000	24%
Harwinton	39	56%	67	59	-12%	22%	\$260,000	\$361,000	39%
Kent	23	-36%	47	31	-34%	-16%	\$373,000	\$480,000	29%
Litchfield	43	-39%	116	95	-18%	-25%	\$330,000	\$385,000	17%
Morris	15	-35%	33	30	-9%	2%	\$347,000	\$470,000	35%
New Hartford	22	0%	80	70	-13%	13%	\$285,000	\$332,000	16%
New Milford	94	-39%	258	309	20%	36%	\$322,000	\$385,000	20%
Norfolk	11	-27%	23	21	-9%	-43%	\$277,000	\$362,000	31%
Plymouth	30	-6%	108	132	22%	39%	\$194,000	\$227,000	17%
Roxbury	36	-3%	52	41	-21%	19%	\$649,000	\$1,005,000	55%
Salisbury	31	-43%	76	66	-13%	11%	\$630,000	\$720,000	14%
Sharon	25	-38%	55	43	-22%	-40%	\$475,000	\$475,000	0%
Thomaston	23	15%	53	63	19%	34%	\$215,000	\$230,000	7%
Torrington	117	-13%	309	334	8%	27%	\$163,000	\$195,000	20%
Warren	19	6%	34	12	-65%	-73%	\$640,000	\$650,000	2%
Washington	42	-14%	78	52	-33%	-21%	\$859,000	\$770,000	-10%
Watertown	75	-22%	206	195	-5%	11%	\$230,000	\$275,000	20%
Winchester	56	17%	132	128	-3%	20%	\$180,000	\$220,000	22%
Woodbury	57	-27%	117	134	15%	55%	\$365,000	\$450,000	23%
CONDOMINIUMS									
LITCHFIELD COUNTY	78	-26%	278	354	27%	40%	\$125,000	\$139,000	11%



Litchfield County

93 Amenia Union Road, Sharon CT
MLS: 170403476



AT A GLANCE

Hartford County

21 VS 20
% CHANGE

21 VS 19
% CHANGE

\$280K

12-MONTH MEDIAN
SELLING PRICE**



+13%



+22%

2,801

Q3 CLOSED
SALES

-10%

+11%

\$979M

Q3 CLOSED
VOLUME

+2%

+37%

1,723

CURRENT
INVENTORY*

-3%

-45%

31 Wyngate Drive, Avon CT
MLS: 170412115

* Inventory as of 9/30

**12 Month Median Selling Price Calculated From 10/1/20 - 9/30/21

Single Family Home Sales & Inventory by Price Range

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	Q3 2019	Q3 2020	Q3 2021	Q3 19 VS. Q3 21	Q3 20 VS. Q3 21	Q3 2021
All Price Ranges	2,534	3,104	2,801	11%	-10%	1,723
0-\$300,000	1,722	1,859	1,377	-20%	-26%	858
\$300,001 - \$500,000	599	939	1,006	68%	7%	571
\$500,001 - \$700,000	150	230	296	97%	29%	165
\$700,001 - \$1,000,000	52	66	99	90%	50%	89
\$1,000,001+	11	10	23	109%	130%	40

Closed Sales, New Listings & Inventory (Single Family)

THIRD QUARTER

	2019	2020	2021	19 VS 21 % CHANGE	20 VS 21 % CHANGE
CLOSED SALES	2,534	3,104	2,801	11%	-10%
CLOSED SALES VOLUME	\$714,702,034	\$957,780,481	\$979,444,990	37%	2%
NEW LISTINGS	3,331	3,470	3,037	-9%	-12%
NEW LISTINGS VOLUME	\$966,037,370	\$1,108,233,129	\$1,002,565,305	4%	-10%
INVENTORY	3,141	1,780	1,723	-45%	-3%



149 Main Street, Farmington CT
MLS: 170382157

Single Family Home Sales by Community

TOWNS	INVENTORY		YEAR-TO-DATE UNIT SALES			YEAR-TO-DATE DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		% CHANGE			% CHANGE	% CHANGE			% CHANGE
	YTD 2021	YTD 20 VS YTD 21	YTD 2020	YTD 2021	YTD 20 VS YTD 21	YTD 20 VS YTD 21	10/1/19 - 9/30/20	10/1/20 - 9/30/21	
HARTFORD COUNTY	1,723	-3%	7,027	7,178	2%	19%	\$248,000	\$280,000	13%
Avon	54	-7%	202	215	6%	32%	\$399,000	\$483,000	21%
Berlin	52	16%	145	167	15%	28%	\$280,000	\$319,000	14%
Bloomfield	38	-17%	203	168	-17%	0%	\$211,000	\$250,000	18%
Bristol	139	15%	591	493	-17%	1%	\$200,000	\$243,000	22%
Burlington	45	-35%	152	120	-21%	-5%	\$348,000	\$398,000	14%
Canton	28	-28%	116	106	-9%	0%	\$340,000	\$360,000	6%
East Granby	20	0%	76	52	-32%	-23%	\$270,000	\$310,000	15%
East Hartford	82	-5%	365	422	16%	36%	\$178,000	\$209,000	17%
East Windsor	45	55%	118	87	-26%	-11%	\$237,000	\$305,000	29%
Enfield	64	5%	428	394	-8%	8%	\$200,000	\$235,000	18%
Farmington	61	-3%	212	264	25%	42%	\$360,000	\$433,000	20%
Glastonbury	81	-16%	334	376	13%	21%	\$380,000	\$415,000	9%
Granby	26	-26%	170	136	-20%	-1%	\$302,000	\$373,000	24%
Hartford	59	-11%	190	203	7%	28%	\$161,000	\$190,000	18%
Hartland	11	57%	13	13	0%	43%	\$255,000	\$301,000	18%
Manchester	105	36%	397	471	19%	46%	\$195,000	\$231,000	18%
Marlborough	32	28%	97	85	-12%	8%	\$285,000	\$325,000	14%
New Britain	86	6%	321	360	12%	32%	\$167,000	\$190,000	14%
Newington	59	23%	251	286	14%	27%	\$242,000	\$260,000	7%
Plainville	32	-14%	138	160	16%	19%	\$222,000	\$235,000	6%
Rocky Hill	27	-21%	103	120	17%	24%	\$295,000	\$345,000	17%
Simsbury	66	-25%	304	308	1%	25%	\$336,000	\$387,000	15%
South Windsor	38	-30%	238	250	5%	13%	\$302,000	\$326,000	8%
Southington	88	-5%	438	485	11%	28%	\$288,000	\$328,000	14%
Suffield	52	-30%	141	143	1%	15%	\$326,000	\$370,000	13%
West Hartford	161	1%	651	640	-2%	18%	\$315,000	\$361,000	15%
Wethersfield	82	-20%	289	298	3%	21%	\$255,000	\$290,000	14%
Windsor	64	16%	258	253	-2%	14%	\$229,000	\$265,000	16%
Windsor Locks	26	160%	86	103	20%	44%	\$192,000	\$228,000	19%
CONDOMINIUMS AND COOPERATIVES									
Hartford County	443	2%	1,650	2,059	25%	35%	\$163,000	\$178,000	9%

Hartford County

30 Blish Road, Marlborough CT
MLS: 170435648



AT A GLANCE

Berkshire County

\$300K

12-MONTH MEDIAN
SELLING PRICE**

21 VS 20
% CHANGE



+26%

21 VS 19
% CHANGE



+38%

418

Q3 CLOSED
SALES

-30%

-10%

\$184M

Q3 CLOSED
VOLUME

-22%

+35%

382

CURRENT
INVENTORY*

-25%

-61%

229 West Road, Richmond MA
MLS: 235387

* Inventory as of 9/30

**12 Month Median Selling Price Calculated From 10/1/20 - 9/30/21

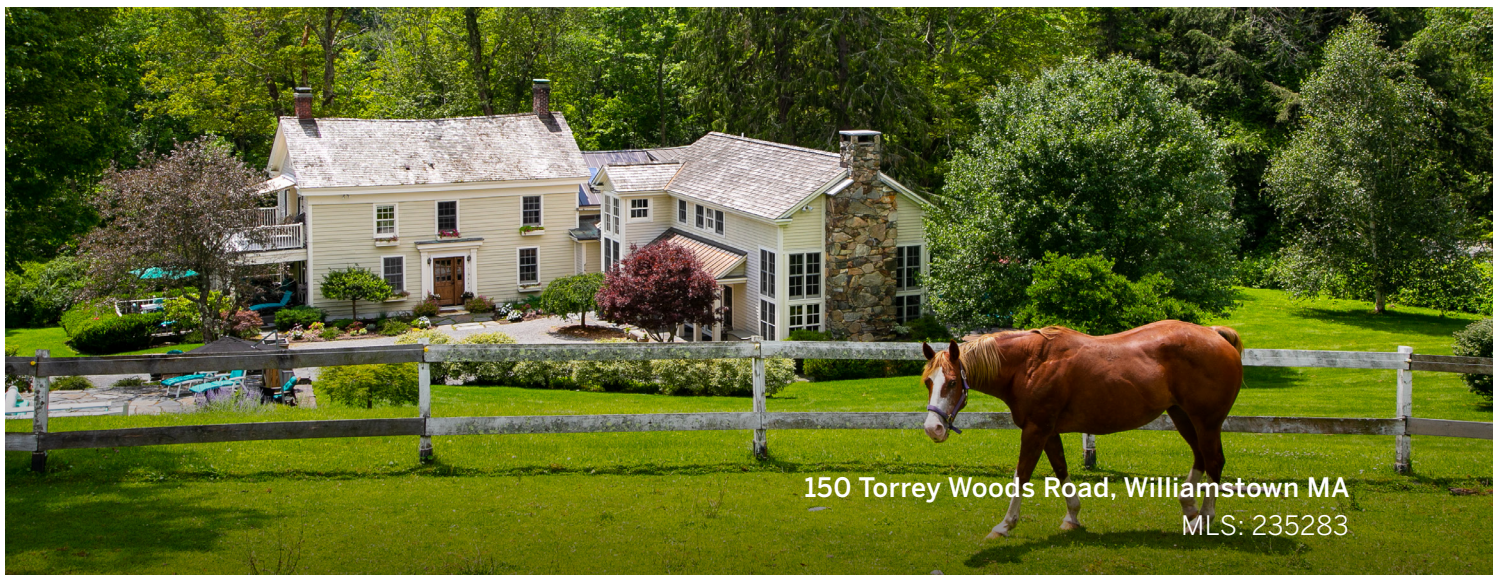
Single Family Home Sales & Inventory by Price Range

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	Q3 2019	Q3 2020	Q3 2021	Q3 19 VS. Q3 21	Q3 20 VS. Q3 21	Q3 2021
All Price Ranges	465	600	418	-10%	-30%	382
0-\$400,000	380	409	269	-29%	-34%	157
\$400,001 - \$750,000	67	133	104	55%	-22%	126
\$750,001 - \$1,000,000	8	37	22	175%	-41%	34
\$1,000,001 - \$1,500,000	8	9	14	75%	56%	14
\$1,500,001+	2	12	9	350%	-25%	51

Closed Sales, New Listings & Inventory (Single Family)

THIRD QUARTER

	2019	2020	2021	19 VS 21 % CHANGE	20 VS 21 % CHANGE
CLOSED SALES	465	600	418	-10%	-30%
CLOSED SALES VOLUME	\$136,935,143	\$235,364,316	\$184,204,974	35%	-22%
NEW LISTINGS	655	717	566	-14%	-21%
NEW LISTINGS VOLUME	\$230,026,152	\$334,804,635	\$273,580,487	19%	-18%
INVENTORY	990	506	382	-61%	-25%



150 Torrey Woods Road, Williamstown MA
MLS: 235283

Single Family Home Sales by Community

TOWNS	INVENTORY		YEAR-TO-DATE UNIT SALES			YEAR-TO-DATE DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		% CHANGE			% CHANGE	% CHANGE			% CHANGE
	YTD 2021	YTD 20 VS YTD 21	YTD 2020	YTD 2021	YTD 20 VS YTD 21	YTD 20 VS YTD 21	10/1/19 - 9/30/20	10/1/20 - 9/30/21	
BERKSHIRE COUNTY	382	-25%	1,144	1,077	-6%	16%	\$239,000	\$300,000	26%
Adams	13	30%	50	68	36%	81%	\$146,000	\$199,000	36%
Alford	4	-20%	16	7	-56%	-30%	\$750,000	\$799,000	7%
Becket	14	8%	45	34	-24%	-17%	\$278,000	\$285,000	3%
Cheshire	4	-20%	17	31	82%	85%	\$189,000	\$251,000	33%
Clarksburg	1	-50%	12	11	-8%	35%	\$151,000	\$178,000	18%
Dalton	6	-63%	56	53	-5%	5%	\$223,000	\$240,000	8%
Egremont	13	-28%	19	23	21%	57%	\$695,000	\$748,000	8%
Florida	1	-50%	3	5	67%	67%	\$98,000	\$125,000	28%
Gt. Barrington	45	-13%	78	83	6%	18%	\$410,000	\$505,000	23%
Hancock	3	50%	3	3	0%	51%	\$363,000	\$450,000	24%
Hinsdale	9	-10%	15	9	-40%	41%	\$233,000	\$424,000	82%
Lanesborough	14	0%	30	34	13%	31%	\$278,000	\$252,000	-9%
Lee	24	-8%	58	38	-34%	-12%	\$254,000	\$304,000	20%
Lenox	27	-41%	54	56	4%	38%	\$435,000	\$584,000	34%
Monterey	10	-33%	24	19	-21%	-15%	\$483,000	\$605,000	25%
Mt. Washington	3	50%	2	4	100%	239%	\$587,000	\$878,000	50%
New Ashford	2	-33%	0	5	-	-	\$0	\$270,000	-
New Marlborough	17	6%	32	17	-47%	-44%	\$452,000	\$575,000	27%
North Adams	12	-37%	83	70	-16%	11%	\$137,000	\$169,000	23%
Otis	12	-48%	41	29	-29%	-12%	\$336,000	\$378,000	13%
Peru	1	-50%	9	4	-56%	-53%	\$250,000	\$350,000	40%
Pittsfield	61	-25%	295	296	0%	17%	\$186,000	\$225,000	21%
Richmond	16	0%	24	19	-21%	7%	\$402,000	\$517,000	29%
Sandisfield	5	0%	17	9	-47%	-18%	\$306,000	\$330,000	8%
Savoy	3	-	5	3	-40%	-51%	\$259,000	\$238,000	-8%
Sheffield	17	0%	31	32	3%	37%	\$375,000	\$490,000	31%
Stockbridge	16	-48%	29	30	3%	66%	\$450,000	\$643,000	43%
Tyringham	4	-33%	2	3	50%	-64%	\$342,000	\$895,000	162%
Washington	1	-	6	4	-33%	4%	\$234,000	\$312,000	33%
West Stockbridge	9	-47%	24	20	-17%	42%	\$422,000	\$680,000	61%
Williamstown	12	-59%	56	53	-5%	20%	\$332,000	\$450,000	36%
Windsor	3	0%	8	5	-38%	-26%	\$277,000	\$253,000	-9%
CONDOMINIUMS									
BERKSHIRE COUNTY	45	-54%	117	149	27%	24%	\$265,000	\$263,000	-1%



24 & 30 Berkshire Heights Road
Great Barrington, MA
MLS: 232672



3 Cooper Lane, Westport CT
MLS: 170435430



William Pitt
Julia B Fee

Sotheby's
INTERNATIONAL REALTY

Information Sources: Various MLSs including BCBOR, GMLS, OKMLS, and SmartMLS, the Conference Board, the Fed, YCharts, Zacks. While information is believed true, no guarantee is made for accuracy. Due to the dynamic nature of MLS services, inventory numbers can change on minute to minute basis. As a result, there may be small discrepancies in our reporting on inventory. MMXX Sotheby's International Realty® and the Sotheby's International Realty Logo are service marks licensed to Sotheby's International Realty Affiliates LLC and used with permission. WPS Holdings LLC fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Each franchise is independently owned and operated. Any services or products provided by independently owned and operated franchisees are not provided by, affiliated with or related to Sotheby's International Realty Affiliates LLC nor any of its affiliated companies.