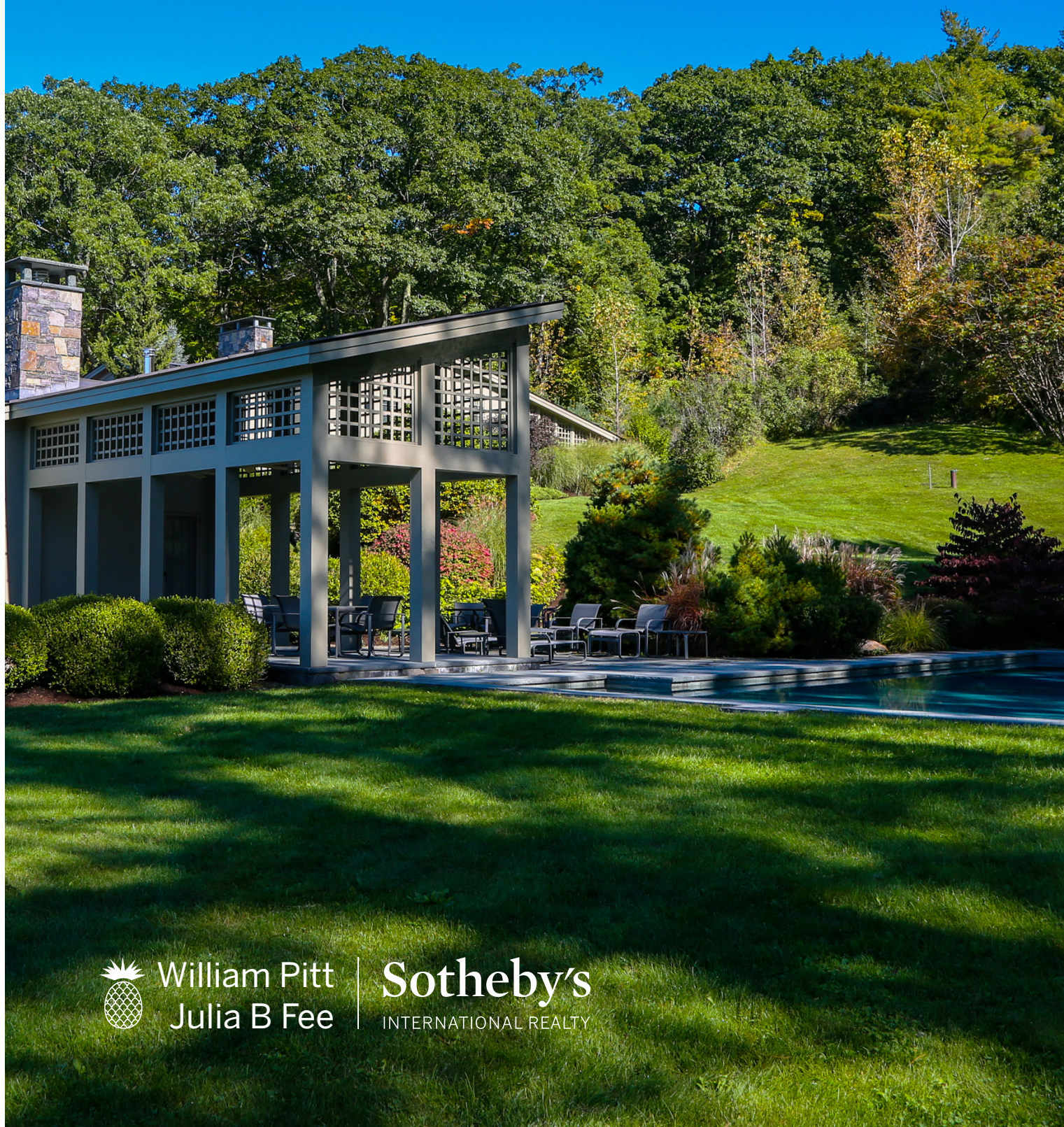


FIRST QUARTER 2022

Market Watch



William Pitt
Julia B Fee

Sotheby's
INTERNATIONAL REALTY

Market Overview

- Low inventory is severely affecting the housing market, leaving sales trailing behind this time last year
- Buyer demand remains elevated and combined with limited inventory is helping to fuel a competitive purchasing environment with increasing prices
- Higher price segments in several areas are not experiencing the same sales declines as the overall market, indicating movement in the upper end
- Our metrics point to an active market in the months ahead, though economic factors such as inflation could have an impact on real estate

We predicted in our final market report for 2021 that the first quarter this year would prove a busy market period even as closings would decline versus last year's first quarter. Our forecast proved accurate: the ever-shrinking supply of inventory combined with the unprecedented ongoing buyer demand has created a climate of brisk activity yet reduced sales.

While historically low inventory has been a challenge to housing markets for some time, in recent quarters we noted that new to market listings were holding steady versus overall inventory. This trend has reversed course, however; both the dollar volume amount and number of new to market listings have fallen compared to this time last year. On a national level, inventory hit a record low in January, the National Association of Realtors reported. Buyer interest is vibrant but far outpacing the supply available. As a result, properties new to the market are swift to enter contract after multiple offers, and they are realizing higher prices. In fact, average home prices nationally increased by 18.8% in the year 2021, the highest annual increase ever according to the S&P CoreLogic Case-Shiller National Home Price Index. Sale prices may rise even further, as suggested by a new Realtor.com Monthly Housing Trends Report that found national median listing prices increasing in March by 13.5% over the same month last year to \$405,000, exceeding \$400,000 for the first time ever.



Economic Factors

INDICATORS	DATES			DATES	GDP
	3/31/21	9/30/21	3/31/22		
Stock Market (Dow)	32,981.55	33,834.24	34,740.63	Q1 2021	6.4%
Consumer Confidence	109.7	109.3	107.2	Q2 2021	6.7%
Mortgage Rate (US 30 year)	3.17%	2.88%	4.42%	Q3 2021	2.3%
Unemployment Rate	6	4.7	3.6	Q4 2021	6.9%
				Q1 2022 (EST.)	2.3%

We don't think the heavy demand is likely to slow down, although certain recent economic factors could negatively impact it, as discussed further below. A fundamental change in the psychology and priorities of buyers throughout the pandemic has driven the heightened interest in our markets. The movement to remote working appears here to stay, allowing workers to reprioritize their lifestyle needs without basing them around commute times. And our communities beyond the city, with their lower population density and more spacious living environments, continue to beckon New York City residents shopping for homes. An interesting recent episode of a popular real estate podcast* referred to this era of rising relocation, spurred by the pandemic, as the "third great migration"—the first two having been the early 1800s migration from east coast to west and the early 1900s migration from farms to cities.

The lifestyle needs of buyers are not all that's changed. A generational shift has also occurred. According to a March story in *Inman*, millennials accounted for nearly half of all home purchasers in 2021, a notable development considering that older reports dismissed the age group as less likely to want to buy. A *Wall Street Journal* story in December suggested that millennial buyers could help to keep housing demand high for years to come.

Although tighter inventory levels have led to decreased sales, certain segments of the market are performing better than others. In Fairfield and Westchester Counties, we have observed that the upper end is demonstrating significant momentum. Setting aside Greenwich, a unique market that follows different trends from the rest of Fairfield, the Connecticut county experienced overall declines in single family home sales of 20% in volume and 24% in units. But the higher price points did not see these same decreases. The price threshold of \$1.7 million represented a kind of tipping point, where sales under that across the county, excluding Greenwich, were down by 23% in both volume and units—similar to the figures for all price ranges taken together. However, over that \$1.7 million threshold the difference is dramatic: sales were only down by 7% in volume and 13% in units county-wide, excluding Greenwich. This is noteworthy considering that sales over that price point accounted for 32% of all sales volume closed in these territories. Clearly, the higher end is moving. Notably, a high proportion of sales in this price range transacted in the communities of Darien, Westport and New Canaan.

In Westchester County, New York, \$1.7 million was again a key price point, with volume and units below that sale price county-wide declining 17% and 19%, respectively, while they actually increased 16%



264 Hillspoint Road, Westport CT
MLS# 170476885

and 8% above that price. Sales over \$3 million in Westchester experienced even higher increases in both dollar volume and units closed, with volume up 47% and units 45%. As in Fairfield County, sales in Westchester County over \$1.7 million account for a significant chunk of the total Westchester market at 32%.

We are seeing an uptick in the higher end in other regions where we operate as well, though not all. New Haven County, for example, is experiencing growth in its higher price sectors, while Litchfield County's upper end is off. For a fuller look at how various price ranges performed in each region, please review each county's own section in the following pages.

Overall, however, our markets did decline from the first quarter last year. Fairfield County experienced decreases in dollar volume and unit sales by 22% and 24%, respectively, this quarter versus the same time in 2021, while Westchester County volume and units decreased by 9% and 17%. On the Connecticut Shoreline, New Haven County saw decreases of 3% in volume and 15% in units from the first quarter last year, Middlesex County saw dollar volume and units down by 26% and 29%, respectively, and New London County saw volume down by 7% and units by 12%. In Litchfield County, volume and units decreased by 14% and 20%, respectively, from last year's first quarter, and Hartford County volume decreased quarter over quarter by 5% and units by 10%. Only Berkshire County, Massachusetts, defied the trend, witnessing quarterly volume gains of 8% and units sliding a slight 2%. Prices rose in every county, with the 12-month median price increasing by 12% in Fairfield, 6% in Westchester, 13% in New Haven, 11% in Middlesex, 12% in New London, 7% in Litchfield, 10% in Hartford and 12% in the Berkshires.

Despite the sales decreases from last year, closings still surged over the first quarter two years ago even with substantially lower inventory. The first quarter

of 2020 was a time of robust sales before the arrival of the pandemic stopped the market in its tracks near the end of March, so to exceed that period in 2022 indicates the market is still highly active, even with the decreases from quarter one of 2021. For reference, we have supplied charts in the following sections comparing this year's first quarter to the same period in each of the two prior years.

We expect the trend we are now observing—declining quarterly sales figures with limited inventory, rising prices and a highly competitive market for buyers—to continue in the quarter ahead and beyond. The uptick in mortgage rates will only further incite consumers to enter the marketplace before they increase any further. Yet our traditional economic indicators are more mixed this quarter than they have been in some time, with some suggesting the possibility of a negative effect on consumer demand. On the positive side, unemployment remains low and the GDP surpassed projections to increase at an annualized rate of 6.9% in the fourth quarter. After dropping slightly in recent months, US consumer confidence in March rose for the first time in 2022 to now stand at 107.2 (1985=100) according to the monthly Consumer Confidence Index. But the stock market, while elevated, has certainly fluctuated in recent weeks, and other factors could influence confidence and the economy in as-yet unknown ways, from the war in Ukraine to ongoing inflation. In particular, inflation is a major national concern, with the Consumer Price Index in February reporting the highest 12-month percentage increase on prices for all consumer items in 40 years, and interest rates projected to go much higher in the near future. How these aspects may impact housing remains to be seen, but for now our metrics continue to point to an active market in the months ahead. Further, even with inflation and potentially increasing rates, the intrinsic value of investing in and owning real estate has not changed, and for many it remains an integral part of their overall wealth strategy.

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.

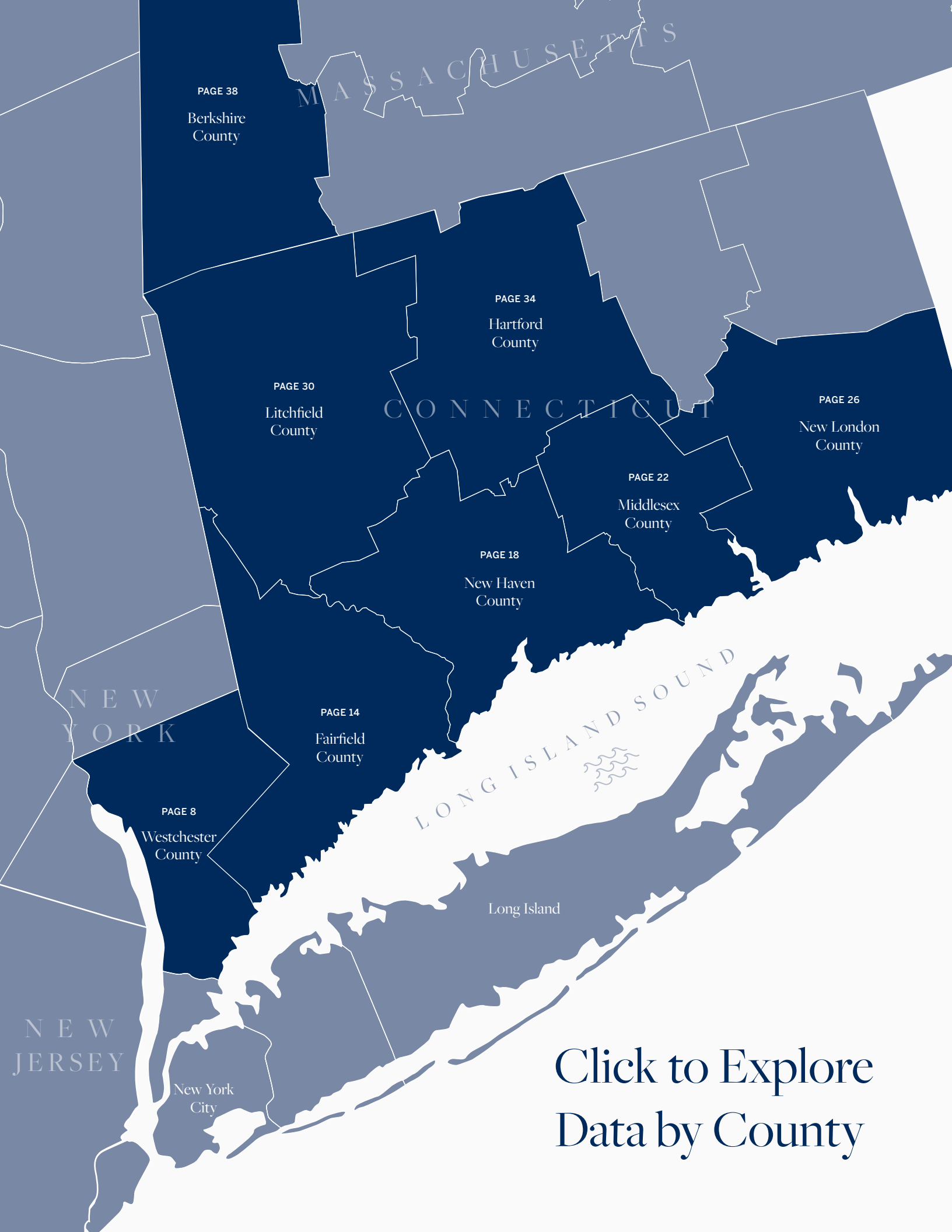


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* The Ninja Selling Podcast, January 24, 2022





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Berkshire
County

MASSACHUSETTS

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Hartford
County

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Litchfield
County

CONNECTICUT

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New London
County

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Middlesex
County

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New Haven
County

PAGE 14

Fairfield
County

LONG ISLAND SOUND



PAGE 8

Westchester
County

NEW
YORK

Long Island

New York
City

NEW
JERSEY

Click to Explore
Data by County



9 Sundale Place, Scarsdale, NY
MLS: 6145423

AT A GLANCE

Westchester County

12-MONTH MEDIAN SELLING PRICE**

\$790K

+6%
22 VS 21
% CHANGE

+19%
22 VS 20
% CHANGE

Q1 CLOSED SALES

1,245

-17%
22 VS 21
% CHANGE

+18%
22 VS 20
% CHANGE

Q1 CLOSED VOLUME

\$1.2B

-9%
22 VS 21
% CHANGE

+47%
22 VS 20
% CHANGE

CURRENT INVENTORY*

946

-31%
22 VS 21
% CHANGE

-57%
22 VS 20
% CHANGE

* Inventory as of 3/31

**12 Month Median Selling Price Calculated From 4/1/21 - 3/31/22

Single Family Home Sales & Inventory by Price Range

WESTCHESTER COUNTY OVERALL

	CLOSED SALES			% CHANGE		INVENTORY*
PRICE POINT	Q1 2020	Q1 2021	Q1 2022	Q1 20 VS Q1 22	Q1 21 VS Q1 22	Q1 2022
All Price Ranges	1,058	1,506	1,245	18%	-17%	946
0-\$1,000,000	867	1,151	897	3%	-22%	514
\$1,000,001 - \$2,000,000	146	271	248	70%	-8%	222
\$2,000,001 - \$3,000,000	30	55	58	93%	5%	82
\$3,000,001 - \$5,000,000	14	23	32	129%	39%	76
\$5,000,001+	1	6	10	900%	67%	52

SOUTHERN WESTCHESTER COUNTY

	CLOSED SALES			% CHANGE		INVENTORY*
PRICE POINT	Q1 2020	Q1 2021	Q1 2022	Q1 20 VS Q1 22	Q1 21 VS Q1 22	Q1 2022
All Price Ranges	701	1,003	826	18%	-18%	658
0-\$1,000,000	547	738	584	7%	-21%	342
\$1,000,001 - \$2,000,000	116	199	168	45%	-16%	162
\$2,000,001 - \$3,000,000	25	45	43	72%	-4%	64
\$3,000,001 - \$5,000,000	12	17	23	92%	35%	58
\$5,000,001+	1	4	8	700%	100%	32

NORTHERN WESTCHESTER COUNTY

	CLOSED SALES			% CHANGE		INVENTORY*
PRICE POINT	Q1 2020	Q1 2021	Q1 2022	Q1 20 VS Q1 22	Q1 21 VS Q1 22	Q1 2022
All Price Ranges	357	503	419	17%	-17%	288
0-\$1,000,000	320	413	313	-2%	-24%	172
\$1,000,001 - \$2,000,000	30	72	80	167%	11%	60
\$2,000,001 - \$3,000,000	5	10	15	200%	50%	18
\$3,000,001 - \$5,000,000	2	6	9	350%	50%	18
\$5,000,001+	0	2	2	-	-	20

*Inventory as of 3/31

Closed Sales, New Listings & Inventory (Single Family)

FIRST QUARTER

WESTCHESTER COUNTY OVERALL

	2020	2021	2022	20 VS 22 % CHANGE	21 VS 22 % CHANGE
CLOSED SALES	1,058	1,506	1,245	18%	-17%
CLOSED SALES VOLUME	\$843,016,535	\$1,366,230,488	\$1,241,228,863	47%	-9%
NEW LISTINGS	2,298	2,110	1,859	-19%	-12%
NEW LISTINGS VOLUME	\$2,489,204,187	\$2,696,142,916	\$2,419,604,583	-3%	-10%
INVENTORY	2,196	1,369	946	-57%	-31%

SOUTHERN WESTCHESTER COUNTY

	2020	2021	2022	20 VS 22 % CHANGE	21 VS 22 % CHANGE
CLOSED SALES	701	1,003	826	18%	-18%
CLOSED SALES VOLUME	\$611,851,216	\$954,319,563	\$861,812,002	41%	-10%
NEW LISTINGS	1,547	1,483	1,326	-14%	-11%
NEW LISTINGS VOLUME	\$1,831,149,114	\$1,961,148,114	\$1,801,228,218	-2%	-8%
INVENTORY	1,393	967	658	-53%	-32%

NORTHERN WESTCHESTER COUNTY

	2020	2021	2022	20 VS 22 % CHANGE	21 VS 22 % CHANGE
CLOSED SALES	357	503	419	17%	-17%
CLOSED SALES VOLUME	\$231,165,319	\$411,910,925	\$379,416,861	64%	-8%
NEW LISTINGS	751	627	533	-29%	-15%
NEW LISTINGS VOLUME	\$658,055,073	\$734,994,802	\$618,376,365	-6%	-16%
INVENTORY	803	402	288	-64%	-28%

Westchester County



54 Jaffray Court, Irvington NY
MLS: 6170267

Single Family Home Sales by Community

SOUTHERN WESTCHESTER COUNTY

SCHOOL DISTRICT	INVENTORY		QUARTERLY UNIT SALES			QUARTERLY DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		% CHANGE			% CHANGE	% CHANGE			% CHANGE
	Q1 2022	Q1 21 VS Q1 22	Q1 2021	Q1 2022	Q1 21 VS Q1 22	Q1 21 VS Q1 22	4/1/20 - 3/31/21	4/1/21 - 3/31/22	
WESTCHESTER COUNTY	946	-31%	1,506	1,245	-17%	-9%	\$745,000	\$790,000	6%
Southern Westchester	658	-32%	1,003	826	-18%	-10%	\$772,000	\$813,000	5%
Ardley	17	-23%	31	24	-23%	-24%	\$738,000	\$771,000	4%
Blind Brook	22	-12%	26	22	-15%	-9%	\$999,000	\$1,057,000	6%
Briarcliff Manor	7	-71%	10	10	0%	36%	\$875,000	\$995,000	14%
Bronxville	21	-51%	8	17	113%	169%	\$2,143,000	\$2,300,000	7%
Dobbs Ferry	9	-31%	16	14	-13%	-31%	\$788,000	\$775,000	-2%
Eastchester	15	-44%	32	23	-28%	-35%	\$753,000	\$808,000	7%
Edgemont	19	-21%	16	15	-6%	-7%	\$1,130,000	\$1,193,000	6%
Elmsford	17	-11%	16	13	-19%	-8%	\$538,000	\$585,000	9%
Greenburgh	12	-33%	19	27	42%	39%	\$550,000	\$568,000	3%
Harrison	35	-24%	34	30	-12%	39%	\$1,330,000	\$1,525,000	15%
Hartsdale (P.O.)	10	-29%	19	13	-32%	-27%	\$625,000	\$689,000	10%
Hastings	3	-75%	17	10	-41%	-26%	\$825,000	\$935,000	13%
Irvington	24	-23%	23	16	-30%	-33%	\$943,000	\$1,181,000	25%
Mamaroneck *	41	-9%	57	45	-21%	-9%	\$1,222,000	\$1,503,000	23%
Mount Pleasant	27	8%	24	20	-17%	-20%	\$620,000	\$681,000	10%
Mount Vernon	27	-18%	39	36	-8%	-7%	\$530,000	\$585,000	10%
New Rochelle	63	-22%	106	57	-46%	-39%	\$750,000	\$815,000	9%
Ossining	17	-54%	54	45	-17%	-21%	\$530,000	\$570,000	8%
Pelham	12	-66%	34	20	-41%	-35%	\$1,080,000	\$1,158,000	7%
Pleasantville	7	-30%	19	23	21%	35%	\$735,000	\$750,000	2%
Pocantico Hills	1	-	2	5	150%	131%	\$1,025,000	\$835,000	-19%
Port Chester	12	-57%	22	26	18%	39%	\$580,000	\$610,000	5%
Purchase (P.O.)	13	-43%	7	9	29%	-7%	\$1,625,000	\$1,504,000	-7%
Rye City	26	-54%	36	23	-36%	-20%	\$1,930,000	\$1,950,000	1%
Rye Neck	13	8%	20	14	-30%	-6%	\$899,000	\$992,000	10%
Scarsdale	52	-32%	63	34	-46%	-37%	\$1,600,000	\$1,829,000	14%
Tarrytown	6	-50%	7	11	57%	4%	\$808,000	\$816,000	1%
Tuckahoe	15	36%	13	15	15%	36%	\$840,000	\$968,000	15%
Valhalla	13	-13%	20	14	-30%	-22%	\$610,000	\$654,000	7%
White Plains	21	-43%	51	54	6%	11%	\$704,000	\$738,000	5%
Yonkers	81	-28%	162	141	-13%	-3%	\$579,000	\$610,000	5%
CONDOMINIUMS AND COOPERATIVES									
Condominiums	188	-42%	184	262	42%	89%	\$435,000	\$465,000	7%
Cooperatives	644	-29%	451	476	6%	5%	\$195,000	\$195,000	0%

*Mamaroneck School District includes Larchmont P.O.

Single Family Home Sales by Community

NORTHERN WESTCHESTER COUNTY

SCHOOL DISTRICT	INVENTORY		QUARTERLY UNIT SALES			QUARTERLY DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		% CHANGE			% CHANGE	% CHANGE			% CHANGE
	Q1 2022	Q1 21 VS Q1 22	Q1 2021	Q1 2022	Q1 21 VS Q1 22	Q1 21 VS Q1 22	4/1/20 - 3/31/21	4/1/21 - 3/31/22	
WESTCHESTER COUNTY	946	-31%	1,506	1,245	-17%	-9%	\$745,000	\$790,000	6%
Northern Westchester	288	-28%	503	419	-17%	-8%	\$685,000	\$743,000	8%
Bedford	49	-47%	58	52	-10%	3%	\$885,000	\$938,000	6%
Byram Hills	41	-16%	37	28	-24%	6%	\$1,125,000	\$1,384,000	23%
Chappaqua	21	-54%	47	32	-32%	-27%	\$975,000	\$1,181,000	21%
Croton-Harmon	8	-27%	31	34	10%	10%	\$683,000	\$729,000	7%
Hendrick Hudson	14	-33%	43	33	-23%	-16%	\$499,000	\$550,000	10%
Katonah-Lewisboro	28	-47%	63	50	-21%	-16%	\$775,000	\$861,000	11%
Lakeland	51	59%	82	63	-23%	-16%	\$445,000	\$503,000	13%
North Salem	16	0%	20	19	-5%	-12%	\$603,000	\$698,000	16%
Peekskill	8	-50%	16	31	94%	128%	\$383,000	\$450,000	17%
Somers	34	-11%	62	39	-37%	-26%	\$595,000	\$716,000	20%
Yorktown	18	-33%	44	38	-14%	0%	\$560,000	\$610,000	9%
CONDOMINIUMS AND COOPERATIVES									
Condominiums	46	-36%	111	133	20%	44%	\$367,000	\$395,000	8%
Cooperatives	20	-47%	27	31	15%	22%	\$122,000	\$137,000	12%



3 Bristol Lane, Purchase NY
MLS# 6171148



531 Fairfield Beach Road, Fairfield CT
MLS: 170474654

AT A GLANCE

Fairfield County

12-MONTH MEDIAN SELLING PRICE**

\$615K

+12%
22 VS 21
% CHANGE

+37%
22 VS 20
% CHANGE

Q1 CLOSED SALES

1,723

-24%
22 VS 21
% CHANGE

+6%
22 VS 20
% CHANGE

Q1 CLOSED VOLUME

\$1.7B

-22%
22 VS 21
% CHANGE

+52%
22 VS 20
% CHANGE

CURRENT INVENTORY*

1,507

-36%
22 VS 21
% CHANGE

-65%
22 VS 20
% CHANGE

* Inventory as of 3/31

**12 Month Median Selling Price Calculated From 4/1/21 - 3/31/22

Single Family Home Sales & Inventory by Price Range

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	Q1 2020	Q1 2021	Q1 2022	Q1 20 VS Q1 22	Q1 21 VS Q1 22	Q1 2022
All Price Ranges	1,622	2,273	1,723	6%	-24%	1,507
0 - \$800,000	1,246	1,495	1,142	-8%	-24%	763
\$800,001 - \$1,500,000	243	426	303	25%	-29%	309
\$1,500,001 - \$2,000,000	57	116	89	56%	-23%	107
\$2,000,001 - \$3,000,000	39	131	87	123%	-34%	113
\$3,000,001+	37	105	102	176%	-3%	215

Closed Sales, New Listings & Inventory (Single Family)

FIRST QUARTER

	2020	2021	2022	20 VS 22 % CHANGE	21 VS 22 % CHANGE
CLOSED SALES	1,622	2,273	1,723	6%	-24%
CLOSED SALES VOLUME	\$1,108,337,486	\$2,174,004,056	\$1,689,805,900	52%	-22%
NEW LISTINGS	3,546	3,005	2,307	-35%	-23%
NEW LISTINGS VOLUME	\$3,491,478,190	\$3,718,488,844	\$2,936,837,852	-16%	-21%
INVENTORY	4,319	2,363	1,507	-65%	-36%



Single Family Home Sales by Community

TOWNS	INVENTORY		QUARTERLY UNIT SALES			QUARTERLY DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		% CHANGE			% CHANGE	% CHANGE			% CHANGE
	Q1 2022	Q1 21 VS Q1 22	Q1 2021	Q1 2022	Q1 21 VS Q1 22	Q1 21 VS Q1 22	4/1/20 - 3/31/21	4/1/21 - 3/31/22	
FAIRFIELD COUNTY	1,507	-36%	2,273	1,723	-24%	-22%	\$551,000	\$615,000	12%
Bethel	13	-74%	39	23	-41%	-40%	\$490,000	\$450,000	-8%
Bridgeport	105	-26%	186	177	-5%	9%	\$265,000	\$300,000	13%
Brookfield	37	-3%	36	35	-3%	3%	\$452,000	\$495,000	10%
Danbury	74	-12%	101	101	0%	17%	\$355,000	\$416,000	17%
Darien	37	-69%	64	52	-19%	8%	\$1,276,000	\$1,680,000	32%
Easton	28	-32%	35	21	-40%	-13%	\$675,000	\$755,000	12%
Fairfield	120	-39%	208	137	-34%	-31%	\$699,000	\$735,000	5%
Greenwich	175	-54%	200	141	-30%	-29%	\$2,133,000	\$2,333,000	9%
Monroe	34	-8%	51	36	-29%	-18%	\$431,000	\$485,000	13%
New Canaan	59	-55%	84	53	-37%	-33%	\$1,588,000	\$1,775,000	12%
New Fairfield	41	-11%	46	28	-39%	-47%	\$450,000	\$483,000	7%
Newtown	61	-27%	100	66	-34%	-28%	\$468,000	\$510,000	9%
Norwalk	116	-19%	161	122	-24%	-24%	\$530,000	\$588,000	11%
Redding	22	-50%	42	28	-33%	-23%	\$650,000	\$675,000	4%
Ridgefield	62	-33%	110	67	-39%	-45%	\$855,000	\$786,000	-8%
Rowayton	14	-36%	20	10	-50%	-58%	\$1,363,000	\$1,600,000	17%
Shelton	47	-32%	86	54	-37%	-26%	\$390,000	\$430,000	10%
Sherman	20	-17%	13	10	-23%	-18%	\$493,000	\$585,000	19%
Stamford	133	-35%	211	149	-29%	-29%	\$660,000	\$720,000	9%
Stratford	75	-3%	159	166	4%	10%	\$330,000	\$354,000	7%
Trumbull	54	-13%	118	96	-19%	-14%	\$474,000	\$505,000	7%
Weston	46	-18%	47	33	-30%	-22%	\$929,000	\$1,140,000	23%
Westport	104	-34%	115	84	-27%	-11%	\$1,665,000	\$1,625,000	-2%
Wilton	44	-47%	61	44	-28%	-13%	\$825,000	\$968,000	17%
Middlebury*	23	-4%	38	23	-39%	-8%	\$368,000	\$357,000	-3%
Oxford*	32	28%	23	22	-4%	17%	\$419,000	\$450,000	7%
Southbury*	40	11%	47	27	-43%	-36%	\$420,000	\$471,000	12%
CONDOMINIUMS									
FAIRFIELD COUNTY	560	-39%	840	730	-13%	-8%	\$280,000	\$305,000	9%

*Is not included in totals



431 Valley Road, New Canaan CT
MLS# 170472889



AT A GLANCE

New Haven County

12-MONTH MEDIAN SELLING PRICE**

\$306K

+13%
22 VS 21
% CHANGE

+27%
22 VS 20
% CHANGE

Q1 CLOSED SALES

1,531

-15%
22 VS 21
% CHANGE

+8%
22 VS 20
% CHANGE

Q1 CLOSED VOLUME

\$563M

-3%
22 VS 21
% CHANGE

+51%
22 VS 20
% CHANGE

CURRENT INVENTORY*

1,141

-4%
22 VS 21
% CHANGE

-49%
22 VS 20
% CHANGE

* Inventory as of 3/31

**12 Month Median Selling Price Calculated From 4/1/21 - 3/31/22

36 Liberty Street, Madison CT
MLS: 170463274

Single Family Home Sales & Inventory by Price Range

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	Q1 2020	Q1 2021	Q1 2022	Q1 20 VS Q1 22	Q1 21 VS Q1 22	Q1 2022
All Price Ranges	1,422	1,798	1,531	8%	-15%	1,141
0-\$400,000	1,225	1,405	1,101	-10%	-22%	663
\$400,001 - \$750,000	174	328	354	103%	8%	315
\$750,001 - \$1,000,000	17	40	45	165%	13%	68
\$1,000,001 - \$1,500,000	6	17	18	200%	6%	57
\$1,500,001+	0	8	13	-	63%	38

Closed Sales, New Listings & Inventory (Single Family)

FIRST QUARTER

	2020	2021	2022	20 VS 22 % CHANGE	21 VS 22 % CHANGE
CLOSED SALES	1,422	1,798	1,531	8%	-15%
CLOSED SALES VOLUME	\$372,748,635	\$582,035,335	\$562,920,821	51%	-3%
NEW LISTINGS	2,379	2,149	1,924	-19%	-10%
NEW LISTINGS VOLUME	\$799,839,796	\$802,354,401	\$780,108,690	-2%	-3%
INVENTORY	2,242	1,192	1,141	-49%	-4%



31 Yowago Avenue, Branford CT
MLS# 170472665

Single Family Home Sales by Community

TOWNS	INVENTORY		QUARTERLY UNIT SALES			QUARTERLY DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		% CHANGE			% CHANGE	% CHANGE			% CHANGE
	Q1 2022	Q1 21 VS Q1 22	Q1 2021	Q1 2022	Q1 21 VS Q1 22	Q1 21 VS Q1 22	4/1/20 - 3/31/21	4/1/21 - 3/31/22	
NEW HAVEN COUNTY	1,141	-4%	1,798	1,531	-15%	-3%	\$270,000	\$306,000	13%
Ansonia	16	14%	31	37	19%	41%	\$235,000	\$275,000	17%
Beacon Falls	12	9%	13	10	-23%	-21%	\$295,000	\$320,000	8%
Bethany	11	-21%	19	9	-53%	-51%	\$362,000	\$416,000	15%
Branford	41	-34%	56	53	-5%	15%	\$375,000	\$420,000	12%
Cheshire	62	0%	66	68	3%	3%	\$381,000	\$420,000	10%
Derby	22	38%	25	19	-24%	-16%	\$243,000	\$285,000	17%
East Haven	43	8%	80	62	-23%	-15%	\$245,000	\$275,000	12%
Guilford	47	-16%	63	71	13%	44%	\$425,000	\$493,000	16%
Hamden	97	17%	160	131	-18%	-11%	\$250,000	\$280,000	12%
Madison	45	-21%	68	39	-43%	-32%	\$490,000	\$544,000	11%
Meriden	72	29%	131	127	-3%	17%	\$196,000	\$240,000	22%
Middlebury	23	-4%	38	24	-37%	-3%	\$368,000	\$360,000	-2%
Milford	77	-21%	119	101	-15%	1%	\$360,000	\$414,000	15%
Naugatuck	43	-16%	86	76	-12%	-3%	\$229,000	\$259,000	13%
New Haven	62	2%	71	61	-14%	-20%	\$232,000	\$274,000	18%
North Branford	18	-25%	30	19	-37%	-30%	\$305,000	\$363,000	19%
North Haven	37	6%	68	55	-19%	-12%	\$305,000	\$355,000	16%
Orange	22	-15%	35	28	-20%	0%	\$403,000	\$496,000	23%
Oxford	32	28%	23	22	-4%	17%	\$419,000	\$450,000	7%
Prospect	22	22%	25	33	32%	43%	\$280,000	\$330,000	18%
Seymour	28	8%	55	36	-35%	-33%	\$275,000	\$305,000	11%
Southbury	40	11%	47	27	-43%	-36%	\$420,000	\$471,000	12%
Wallingford	34	-11%	73	59	-19%	-9%	\$282,000	\$314,000	11%
Waterbury	126	-4%	223	206	-8%	11%	\$164,000	\$205,000	25%
West Haven	43	-45%	122	82	-33%	-24%	\$234,000	\$275,000	18%
Wolcott	33	14%	52	47	-10%	2%	\$256,000	\$300,000	17%
Woodbridge	33	50%	19	29	53%	79%	\$418,000	\$520,000	24%
CONDOMINIUMS									
NEW HAVEN	305	-16%	541	527	-3%	11%	\$164,000	\$184,000	12%

New Haven County



14 & 17 Seymour Road, Woodbridge CT
MLS# 170469404



AT A GLANCE

Middlesex County

12-MONTH MEDIAN SELLING PRICE**

\$350K

+11%
22 VS 21
% CHANGE

+25%
22 VS 20
% CHANGE

Q1 CLOSED SALES

342

-29%
22 VS 21
% CHANGE

-12%
22 VS 20
% CHANGE

Q1 CLOSED VOLUME

\$141M

-26%
22 VS 21
% CHANGE

+19%
22 VS 20
% CHANGE

CURRENT INVENTORY*

302

-34%
22 VS 21
% CHANGE

-60%
22 VS 20
% CHANGE

* Inventory as of 3/31

**12 Month Median Selling Price Calculated From 4/1/21 - 3/31/22

114 River Road, Deep River CT
MLS: 170454794

Single Family Home Sales & Inventory by Price Range

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	Q1 2020	Q1 2021	Q1 2022	Q1 20 VS Q1 22	Q1 21 VS Q1 22	Q1 2022
All Price Ranges	387	485	342	-12%	-29%	302
0-\$400,000	325	325	220	-32%	-32%	137
\$400,001 - \$750,000	51	128	102	100%	-20%	117
\$750,001 - \$1,000,000	8	16	12	50%	-25%	19
\$1,000,001 - \$1,500,000	2	12	6	200%	-50%	17
\$1,500,001+	1	4	2	100%	-50%	12

Closed Sales, New Listings & Inventory (Single Family)

FIRST QUARTER

	2020	2021	2022	20 VS 22 % CHANGE	21 VS 22 % CHANGE
CLOSED SALES	387	485	342	-12%	-29%
CLOSED SALES VOLUME	\$118,499,881	\$191,362,595	\$141,403,650	19%	-26%
NEW LISTINGS	614	595	419	-32%	-30%
NEW LISTINGS VOLUME	\$239,234,194	\$288,221,768	\$186,620,414	-22%	-35%
INVENTORY	763	460	302	-60%	-34%



15 Clark Lane, Essex CT
MLS: 170409101

Single Family Home Sales by Community

TOWNS	INVENTORY		QUARTERLY UNIT SALES			QUARTERLY DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		% CHANGE			% CHANGE	% CHANGE			% CHANGE
	Q1 2022	Q1 21 VS Q1 22	Q1 2021	Q1 2022	Q1 21 VS Q1 22	Q1 21 VS Q1 22	4/1/20 - 3/31/21	4/1/21 - 3/31/22	
MIDDLESEX	302	-34%	485	342	-29%	-26%	\$315,000	\$350,000	11%
Chester	8	14%	12	9	-25%	-20%	\$369,000	\$450,000	22%
Clinton	14	-67%	48	28	-42%	-37%	\$349,000	\$380,000	9%
Cromwell	16	-36%	26	26	0%	25%	\$277,000	\$330,000	19%
Deep River	6	-54%	20	4	-80%	-85%	\$296,000	\$320,000	8%
Durham	11	-35%	14	16	14%	3%	\$336,000	\$400,000	19%
East Haddam	29	-9%	39	39	0%	19%	\$280,000	\$307,000	10%
East Hampton	51	-38%	41	28	-32%	-7%	\$291,000	\$315,000	8%
Essex	17	-43%	32	15	-53%	-68%	\$475,000	\$479,000	1%
Haddam	26	0%	33	18	-45%	-40%	\$341,000	\$385,000	13%
Killingworth	14	-26%	20	12	-40%	28%	\$393,000	\$459,000	17%
Middlefield	12	71%	8	8	0%	29%	\$280,000	\$290,000	4%
Middletown	54	-13%	105	84	-20%	-5%	\$245,000	\$290,000	18%
Old Saybrook	22	-50%	45	30	-33%	-41%	\$465,000	\$486,000	5%
Portland	13	-32%	20	21	5%	10%	\$275,000	\$295,000	7%
Westbrook	9	-74%	22	4	-82%	-84%	\$400,000	\$425,000	6%
CONDOMINIUMS									
MIDDLESEX	63	29%	106	93	-12%	6%	\$158,000	\$175,000	11%



311 Oxbow Road, Haddam CT
MLS# 170472675



AT A GLANCE

New London County

12-MONTH MEDIAN SELLING PRICE**

\$303K

+12%
22 VS 21
% CHANGE

+35%
22 VS 20
% CHANGE

Q1 CLOSED SALES

595

-12%
22 VS 21
% CHANGE

+2%
22 VS 20
% CHANGE

Q1 CLOSED VOLUME

\$210M

-7%
22 VS 21
% CHANGE

+36%
22 VS 20
% CHANGE

CURRENT INVENTORY*

405

+68%
22 VS 21
% CHANGE

+65%
22 VS 20
% CHANGE

* Inventory as of 3/31

**12 Month Median Selling Price Calculated From 4/1/21 - 3/31/22

5-1 Pilgrim Landing Road, Old Lyme CT
MLS: 170453310

Single Family Home Sales & Inventory by Price Range

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	Q1 2020	Q1 2021	Q1 2022	Q1 21 VS. Q1 19	Q1 21 VS. Q1 20	Q1 2021
All Price Ranges	817	1,052	894	9%	-15%	465
0-\$400,000	710	823	668	-6%	-19%	295
\$400,001 - \$750,000	88	165	179	103%	8%	102
\$750,001 - \$1,000,000	10	28	21	110%	-25%	33
\$1,000,001 - \$1,500,000	7	24	19	171%	-21%	16
\$1,500,001+	2	12	7	250%	-42%	19

Closed Sales, New Listings & Inventory (Single Family)

FIRST QUARTER

	2020	2021	2022	20 VS 21 % CHANGE	21 VS 22 % CHANGE
CLOSED SALES	585	678	595	2%	-12%
CLOSED SALES VOLUME	\$154,992,324	\$225,564,273	\$210,427,323	36%	-7%
NEW LISTINGS	1,007	861	668	-34%	-22%
NEW LISTINGS VOLUME	\$319,831,593	\$344,169,171	\$276,384,158	-14%	-20%
INVENTORY	246	241	405	65%	68%



43 Smiths Neck Road Road, Old Lyme CT
MLS# 170436544

Single Family Home Sales by Community

TOWNS	INVENTORY		QUARTERLY UNIT SALES			QUARTERLY DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		% CHANGE			% CHANGE	% CHANGE			% CHANGE
	Q1 2022	Q1 21 VS Q1 22	Q1 2021	Q1 2022	Q1 21 VS Q1 22	Q1 21 VS Q1 22	4/1/20 - 3/31/21	4/1/21 - 3/31/22	
NEW LONDON	405	68%	678	595	-12%	-7%	\$270,000	\$303,000	12%
Bozrah	1	0%	10	1	-90%	-83%	\$240,000	\$320,000	33%
Colchester	40	150%	43	52	21%	59%	\$278,000	\$325,000	17%
East Lyme	44	214%	51	45	-12%	-24%	\$350,000	\$379,000	8%
Franklin	1	0%	3	5	67%	100%	\$263,000	\$303,000	15%
Griswold	12	20%	25	29	16%	21%	\$249,000	\$275,000	10%
Groton	35	30%	71	56	-21%	-14%	\$290,000	\$310,000	7%
Lebanon	10	233%	14	14	0%	11%	\$255,000	\$300,000	18%
Ledyard	23	5%	49	48	-2%	4%	\$268,000	\$300,000	12%
Lisbon	4	100%	11	18	64%	63%	\$255,000	\$246,000	-4%
Lyme	5	0%	12	9	-25%	-19%	\$615,000	\$738,000	20%
Montville	25	39%	50	36	-28%	-9%	\$231,000	\$265,000	15%
New London	31	244%	35	37	6%	37%	\$208,000	\$245,000	18%
North Stonington	11	175%	12	13	8%	9%	\$335,000	\$363,000	8%
Norwich	53	43%	101	90	-11%	5%	\$182,000	\$210,000	15%
Old Lyme	23	156%	29	27	-7%	-11%	\$400,000	\$475,000	19%
Preston	6	0%	10	14	40%	42%	\$295,000	\$290,000	-2%
Salem	6	-33%	16	7	-56%	-45%	\$330,000	\$376,000	14%
Sprague	8	300%	7	8	14%	3%	\$265,000	\$248,000	-6%
Stonington	24	85%	46	32	-30%	-21%	\$385,000	\$440,000	14%
Valuntown	7	75%	10	4	-60%	-30%	\$262,000	\$305,000	16%
Waterford	36	24%	73	50	-32%	-32%	\$278,000	\$315,000	13%
CONDOMINIUMS									
NEW LONDON	55	0%	130	120	-8%	4%	\$148,000	\$175,000	18%

New London County



91 Sergio Franchi Drive, Stonington CT
MLS# 170442667



AT A GLANCE

Litchfield County

12-MONTH MEDIAN SELLING PRICE**

\$325K

+7%
22 VS 21
% CHANGE

+35%
22 VS 20
% CHANGE

Q1 CLOSED SALES

479

-20%
22 VS 21
% CHANGE

+6%
22 VS 20
% CHANGE

Q1 CLOSED VOLUME

\$218M

-14%
22 VS 21
% CHANGE

+48%
22 VS 20
% CHANGE

CURRENT INVENTORY*

478

-22%
22 VS 21
% CHANGE

-58%
22 VS 20
% CHANGE

* Inventory as of 3/31

**12 Month Median Selling Price Calculated From 4/1/21 - 3/31/22

141 5 1/2 Mile Road, Cornwall CT
MLS: 170403678

Single Family Home Sales & Inventory by Price Range

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	Q1 2020	Q1 2021	Q1 2022	Q1 21 VS. Q1 19	Q1 21 VS. Q1 22	Q1 2022
All Price Ranges	452	598	479	6%	-20%	478
0-\$400,000	373	386	313	-16%	-19%	207
\$400,001 - \$750,000	48	155	114	138%	-26%	135
\$750,001 - \$1,000,000	11	29	26	136%	-10%	44
\$1,000,001 - \$2,000,000	16	18	18	13%	0%	45
\$2,000,001+	4	10	8	100%	-20%	47

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

FIRST QUARTER

	2020	2021	2022	20 VS 22 % CHANGE	21 VS 22 % CHANGE
CLOSED SALES	452	598	479	6%	-20%
CLOSED SALES VOLUME	\$147,456,809	\$253,547,568	\$218,406,725	48%	-14%
NEW LISTINGS	724	599	543	-25%	-9%
NEW LISTINGS VOLUME	\$311,343,010	\$323,707,230	\$315,852,184	1%	-2%
INVENTORY	1,125	614	478	-58%	-22%



194 Salmon Kill Road, Salisbury CT
MLS: 170425114

Single Family Home Sales by Community

TOWNS	INVENTORY		QUARTERLY UNIT SALES			QUARTERLY DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		% CHANGE			% CHANGE	% CHANGE			% CHANGE
	Q1 2022	Q1 21 VS Q1 22	Q1 2021	Q1 2022	Q1 21 VS Q1 22	Q1 21 VS Q1 22	4/1/20 - 3/31/21	4/1/21 - 3/31/22	
LITCHFIELD COUNTY	478	-22%	598	479	-20%	-14%	\$305,000	\$325,000	7%
Barkhamsted	7	-36%	5	9	80%	105%	\$285,000	\$321,500	13%
Bethlehem	10	-44%	13	12	-8%	-30%	\$336,000	\$411,347	22%
Bridgewater	9	-44%	7	5	-29%	-20%	\$588,000	\$659,500	12%
Canaan, North Canaan	22	0%	13	19	46%	77%	\$240,000	\$325,000	35%
Colebrook	4	-43%	6	3	-50%	-14%	\$330,000	\$325,000	-2%
Cornwall	8	-43%	6	2	-67%	95%	\$530,000	\$630,000	19%
Goshen	29	-15%	15	10	-33%	-45%	\$455,000	\$472,500	4%
Harwinton	20	0%	19	24	26%	25%	\$313,000	\$315,000	1%
Kent	10	-41%	10	7	-30%	-15%	\$425,000	\$645,000	52%
Litchfield	24	-31%	28	23	-18%	26%	\$375,000	\$421,000	12%
Morris	11	-31%	10	6	-40%	-55%	\$415,000	\$430,500	4%
New Hartford	6	-45%	16	18	13%	-22%	\$323,000	\$327,450	1%
New Milford	80	11%	93	57	-39%	-38%	\$352,000	\$402,500	14%
Norfolk	3	-67%	4	6	50%	414%	\$365,000	\$349,750	-4%
Plymouth	16	-30%	39	28	-28%	-9%	\$210,000	\$239,555	14%
Roxbury	16	-38%	11	8	-27%	-43%	\$738,000	\$1,023,750	39%
Salisbury	14	-46%	19	17	-11%	2%	\$675,000	\$702,000	4%
Sharon	8	-67%	16	7	-56%	-23%	\$519,000	\$495,250	-5%
Thomaston	14	-13%	23	23	0%	30%	\$225,000	\$260,000	16%
Torrington	55	0%	95	80	-16%	9%	\$180,000	\$214,000	19%
Warren	2	-71%	6	5	-17%	4%	\$676,000	\$390,000	-42%
Washington	21	-34%	15	12	-20%	-21%	\$850,000	\$718,000	-16%
Watertown	39	0%	54	38	-30%	-23%	\$260,000	\$276,250	6%
Winchester	24	-17%	35	38	9%	10%	\$190,000	\$238,000	25%
Woodbury	26	-26%	40	22	-45%	-50%	\$395,000	\$474,000	20%
CONDOMINIUMS									
LITCHFIELD COUNTY	68	24%	115	94	-18%	7%	\$127,000	\$150,000	18%

Litchfield County



27 Trotta Lane, Morris CT
MLS# 170436282



AT A GLANCE

Hartford County

12-MONTH MEDIAN SELLING PRICE**

\$290K

+10%
22 VS 21
% CHANGE

+23%
22 VS 20
% CHANGE

Q1 CLOSED SALES

1,601

-10%
22 VS 21
% CHANGE

-5%
22 VS 20
% CHANGE

Q1 CLOSED VOLUME

\$522M

-5%
22 VS 21
% CHANGE

+19%
22 VS 20
% CHANGE

CURRENT INVENTORY*

928

-9%
22 VS 21
% CHANGE

-58%
22 VS 20
% CHANGE

* Inventory as of 3/31

**12 Month Median Selling Price Calculated From 4/1/21 - 3/31/22

49 Mountain Spring Road, Farmington CT
MLS: 170351274

Single Family Home Sales & Inventory by Price Range

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	Q1 2020	Q1 2021	Q1 2022	Q1 20 VS Q1 22	Q1 21 VS Q1 22	Q1 2022
All Price Ranges	1,678	1,774	1,601	-5%	-10%	928
0-\$300,000	1,214	1,065	880	-28%	-17%	420
\$300,001 - \$500,000	372	528	534	44%	1%	314
\$500,001 - \$700,000	66	131	125	89%	-5%	84
\$700,001 - \$1,000,000	19	37	50	163%	35%	72
\$1,000,001+	7	13	12	71%	-8%	38

Closed Sales, New Listings & Inventory (Single Family)

FIRST QUARTER

	2020	2021	2022	20 VS 22 % CHANGE	21 VS 22 % CHANGE
CLOSED SALES	1,678	1,774	1,601	-5%	-10%
CLOSED SALES VOLUME	\$438,050,036	\$547,156,938	\$521,931,091	19%	-5%
NEW LISTINGS	2,780	2,276	1,904	-32%	-16%
NEW LISTINGS VOLUME	\$855,141,670	\$774,656,179	\$669,861,945	-22%	-14%
INVENTORY	2,194	1,021	928	-58%	-9%



1 Bedford Court, Farmington CT
MLS# 170470129

Single Family Home Sales by Community

TOWNS	INVENTORY		QUARTERLY UNIT SALES			QUARTERLY DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		% CHANGE			% CHANGE	% CHANGE			% CHANGE
	Q1 2022	Q1 21 VS Q1 22	Q1 2021	Q1 2022	Q1 21 VS Q1 22	Q1 21 VS Q1 22	4/1/20 - 3/31/21	4/1/21 - 3/31/22	
HARTFORD COUNTY	928	-9%	1,774	1,601	-10%	-5%	\$263,000	\$290,000	10%
Avon	22	-29%	44	31	-30%	-5%	\$433,000	\$543,000	25%
Berlin	22	-4%	36	38	6%	33%	\$291,000	\$328,000	13%
Bloomfield	27	-4%	48	53	10%	22%	\$235,000	\$255,000	9%
Bristol	89	44%	134	151	13%	20%	\$220,000	\$250,000	14%
Burlington	19	-32%	37	32	-14%	-7%	\$365,000	\$399,000	9%
Canton	16	7%	17	23	35%	52%	\$340,000	\$360,000	6%
East Granby	12	0%	12	17	42%	48%	\$292,000	\$335,000	15%
East Hartford	61	5%	111	123	11%	31%	\$190,000	\$215,000	13%
East Windsor	23	-12%	17	26	53%	44%	\$280,000	\$280,000	0%
Enfield	42	20%	82	92	12%	29%	\$217,000	\$242,000	12%
Farmington	35	-8%	60	46	-23%	-32%	\$390,000	\$430,000	10%
Glastonbury	62	-13%	92	47	-49%	-41%	\$405,000	\$443,000	9%
Granby	10	-52%	39	23	-41%	-47%	\$340,000	\$371,000	9%
Hartford	37	-27%	54	63	17%	13%	\$177,000	\$206,000	16%
Hartland	0	-100%	1	1	0%	-33%	\$253,000	\$309,000	22%
Manchester	42	-18%	122	94	-23%	-15%	\$213,000	\$240,000	13%
Marlborough	17	70%	22	22	0%	7%	\$297,000	\$350,000	18%
New Britain	45	-20%	101	96	-5%	10%	\$180,000	\$210,000	17%
Newington	27	35%	73	61	-16%	-6%	\$250,000	\$275,000	10%
Plainville	26	8%	44	30	-32%	-18%	\$235,000	\$245,000	4%
Rocky Hill	14	-26%	28	19	-32%	-33%	\$327,000	\$350,000	7%
Simsbury	36	-53%	84	55	-35%	-13%	\$347,000	\$405,000	17%
South Windsor	25	4%	61	49	-20%	-16%	\$315,000	\$338,000	7%
Southington	41	-28%	114	98	-14%	-13%	\$315,000	\$333,000	6%
Suffield	25	-44%	36	33	-8%	13%	\$360,000	\$392,000	9%
West Hartford	69	-1%	147	141	-4%	-3%	\$338,000	\$367,000	9%
Wethersfield	39	18%	72	52	-28%	-26%	\$270,000	\$294,000	9%
Windsor	32	28%	63	66	5%	25%	\$245,000	\$282,000	15%
Windsor Locks	13	44%	23	19	-17%	-13%	\$210,000	\$240,000	14%
CONDOMINIUMS AND COOPERATIVES									
Hartford County	220	-33%	520	506	-3%	6%	\$170,000	\$181,000	6%

Hartford County



175 Johnnycake Mountain Road, Burlington CT
MLS# 170410732



AT A GLANCE

Berkshire County

12-MONTH MEDIAN SELLING PRICE**

\$310K

+12%
22 VS 21
% CHANGE

+40%
22 VS 20
% CHANGE

Q1 CLOSED SALES

276

-2%
22 VS 21
% CHANGE

+14%
22 VS 20
% CHANGE

Q1 CLOSED VOLUME

\$120M

+8%
22 VS 21
% CHANGE

+66%
22 VS 20
% CHANGE

CURRENT INVENTORY*

178

-21%
22 VS 21
% CHANGE

-72%
22 VS 20
% CHANGE

* Inventory as of 3/31

**12 Month Median Selling Price Calculated From 4/1/21 - 3/31/22

42 West Sheffield Road,
Great Barrington MA
MLS: 236981

Single Family Home Sales & Inventory by Price Range

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	Q1 2020	Q1 2021	Q1 2022	Q1 20 VS Q1 22	Q1 21 VS Q1 22	Q1 2022
All Price Ranges	243	282	276	14%	-2%	178
0-\$400,000	202	198	172	-15%	-13%	78
\$400,001 - \$750,000	29	55	77	166%	40%	55
\$750,001 - \$1,000,000	2	16	12	500%	-25%	7
\$1,000,001 - \$1,500,000	5	3	6	20%	100%	12
\$1,500,001+	5	10	9	80%	-10%	26

Closed Sales, New Listings & Inventory (Single Family)

FIRST QUARTER

	2020	2021	2022	20 VS 22 % CHANGE	21 VS 22 % CHANGE
CLOSED SALES	243	282	276	14%	-2%
CLOSED SALES VOLUME	\$72,577,140	\$111,223,859	\$120,657,476	66%	8%
NEW LISTINGS	356	307	265	-26%	-14%
NEW LISTINGS VOLUME	\$136,351,230	\$147,240,878	\$134,940,737	-1%	-8%
INVENTORY	638	224	178	-72%	-21%



Single Family Home Sales by Community

TOWNS	INVENTORY		QUARTERLY UNIT SALES			QUARTERLY DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		% CHANGE			% CHANGE	% CHANGE			% CHANGE
	Q1 2022	Q1 21 VS Q1 22	Q1 2021	Q1 2022	Q1 21 VS Q1 22	Q1 21 VS Q1 22	4/1/20 - 3/31/21	4/1/21 - 3/31/22	
BERKSHIRE COUNTY	178	-21%	282	276	-2%	8%	\$277,000	\$310,000	12%
Adams	5	-17%	18	20	11%	9%	\$164,000	\$205,000	25%
Alford	3	50%	3	1	-67%	-91%	\$761,000	\$807,000	6%
Becket	5	-44%	10	8	-20%	-36%	\$292,000	\$290,000	-1%
Cheshire	7	600%	7	9	29%	63%	\$297,000	\$266,000	-10%
Clarksburg	3	200%	4	2	-50%	-68%	\$159,000	\$211,000	33%
Dalton	3	50%	6	17	183%	207%	\$235,000	\$259,000	10%
Egremont	4	-33%	9	4	-56%	-47%	\$680,000	\$615,000	-10%
Florida	2	100%	3	2	-33%	6%	\$115,000	\$137,000	19%
Gt. Barrington	28	-15%	21	22	5%	-43%	\$486,000	\$515,000	6%
Hancock	2	100%	1	2	100%	42%	\$420,000	\$401,000	-5%
Hinsdale	3	-40%	3	5	67%	28%	\$281,000	\$405,000	44%
Lanesborough	3	-50%	9	11	22%	77%	\$266,000	\$288,000	8%
Lee	7	-42%	6	8	33%	46%	\$269,000	\$355,000	32%
Lenox	7	-70%	16	12	-25%	22%	\$500,000	\$575,000	15%
Monterey	2	0%	6	3	-50%	-2%	\$505,000	\$675,000	34%
Mt. Washington	2	-33%	0	0	-	-	\$575,000	\$878,000	53%
New Ashford	1	0%	0	0	-	-	\$360,000	\$215,000	-40%
New Marlborough	6	-45%	3	7	133%	260%	\$460,000	\$580,000	26%
North Adams	10	-9%	22	19	-14%	33%	\$150,000	\$195,000	30%
Otis	5	0%	9	8	-11%	8%	\$373,000	\$406,000	9%
Peru	0	-	1	1	0%	-47%	\$336,000	\$206,000	-39%
Pittsfield	33	32%	84	69	-18%	5%	\$195,000	\$245,000	26%
Richmond	5	-44%	6	7	17%	-2%	\$497,000	\$549,000	10%
Sandisfield	8	167%	1	1	0%	14%	\$294,000	\$450,000	53%
Savoy	2	100%	1	1	0%	1425%	\$271,000	\$287,000	6%
Sheffield	5	-64%	5	10	100%	18%	\$440,000	\$505,000	15%
Stockbridge	3	-67%	7	6	-14%	22%	\$498,000	\$770,000	55%
Tyringham	0	-100%	3	5	67%	385%	\$998,000	\$1,225,000	23%
Washington	0	-100%	2	0	-100%	-100%	\$226,000	\$475,000	110%
West Stockbridge	5	-29%	5	4	-20%	-21%	\$625,000	\$563,000	-10%
Williamstown	7	-42%	9	11	22%	137%	\$352,000	\$413,000	17%
Windsor	2	-	2	1	-50%	-46%	\$265,000	\$339,000	28%
CONDOMINIUMS									
BERKSHIRE COUNTY	27	-44%	37	44	19%	-3%	\$279,000	\$278,000	0%



17 Prospect Hill Rd, Stockbridge MA
MLS# 234293



1 Canfield Crossing, Norwalk CT
MLS: 170476128



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. MMXXII 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.