

FIRST QUARTER 2023

# Market Watch



William  
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INTERNATIONAL REALTY



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INTERNATIONAL REALTY



# Market Overview

It is rare to witness all the dynamics currently impacting our housing markets play out at once. There have been periods of higher mortgage rates, fragility in the economy, declining sales, increased prices, low inventory and strong buyer demand, but not necessarily all at the same time. Yet this is the environment in which we find ourselves as we close out the first quarter of 2023.

Data on properties going under contract in the last quarter of 2022, always a leading indicator for the months to follow, pointed to a down first quarter for this year. As anticipated, closed sales volume and units decreased significantly versus the same quarter last year in every market we serve. In Westchester County, New York, volume declined on a quarterly basis by 30% and units by 33%, while in Fairfield County, Connecticut, the decreases were slightly higher at 38% for volume and 37% for units. On the lower end of the sales decline spectrum, Middlesex County, Connecticut, experienced decreases of 18% in volume and 26% in units, while on the higher end

of that spectrum, the Berkshires in Massachusetts experienced decreases of 40% in volume and 31% in units. Every other market fell somewhere in between.

The declines are not for lack of buyer demand. Our markets have been continuously affected by heightened buyer interest for three years now, with the pandemic spurring an era of record-breaking real estate activity. Still today properties are trading for the highest and best offers in our marketplaces. Anecdotally, we can share that during a large-scale open house event in March hosted by our company across all our territories, our agents reported shoppers touring homes in great numbers, with attendance exceeding 100 guests in some cases. *Bloomberg* among other major news outlets has recently reported on this phenomenon in our region of the country.

One of the biggest reasons for the drop-off in sales is the shortage of inventory in the face of this buyer demand. Compared to the first quarter of 2022,



ON THE COVER:  
125 Town Line Road, Bridgewater CT



## Economic Factors

INDICATORS	DATES			DATES	GDP
	3/31/22	9/30/22	3/31/23		
Stock Market (Dow)	34,740.63	28,725.51	33,274.15	Q1 2022	-1.6%
Consumer Confidence	107.2	108	104.2	Q2 2022	-0.6%
Mortgage Rate (US 30 year)	4.42%	6.70%	6.32%	Q3 2022	3.2%
Unemployment Rate	3.6	3.5	3.6*	Q4 2022	2.6%
				Q1 2023 (EST.)	1.7%

\* As of February 2023

inventory this quarter was down again in markets such as Fairfield and Westchester Counties. Last quarter we noted that the decreases in inventory were not quite as significant as they had been in prior quarters, and that trend held in this quarter—inventory still declined, but not by as much as we’ve seen for several quarters now. Some counties even demonstrated small increases in inventory, including New Haven, Middlesex, New London and Hartford. Nevertheless, these increases are only relative to historic lows, and overall inventory remains far below historic norms. There are buyers, but sales cannot improve until there are more properties to sell. A glance at new listings taken in the quarter suggests the inventory situation is not yet turning around, and with properties currently going into contract greatly decreasing by both units and volume, we expect another down quarter ahead. As always, we encourage homeowners who are thinking of selling but sitting on the sidelines to list now and take advantage of the incredible buyer demand that still exists.

Given the supply and demand imbalance, it makes sense that heavy competition among buyers has benefited sellers and caused median prices to rise on a consistent basis for some time now. In all the counties we serve, 12-month median selling prices

this quarter remained higher than they were this time last year, although in some counties the increases were not as big as they have been in recent quarters.

Due to the uniqueness of our geographic location in the country right outside New York City, and the strong demand among buyers seeking properties with close proximity to the city, the trends we have noted in our marketplaces are not quite the same as those seen at the national level. Mixed economic factors are negatively impacting real estate nationally, and while to some extent we may be insulated from those factors, they are worth a discussion.

“Fragile” is an appropriate word to describe the current economic situation. The stock market has demonstrated volatility and dropped slightly overall. Inflation, a wild card in recent months after rising at its fastest pace in four decades to 9.1%, is currently down to 6% but remains at significantly elevated levels. The Fed’s rate hike in March reportedly may be its last, but this is not guaranteed. Mortgage rates have approximately doubled over the last 18 months, which has influenced not only buyers’ purchasing power, but sellers’ willingness to list their properties and thus trade away their historically low mortgage rates. Affordability of homes, defined by both median prices and mortgage rates, is also a major issue



according to the housing research firm Zelman & Associates, which has stated that markets will be challenged throughout 2023 and only begin to rebound and stabilize next year. The bank failures that occurred in March are cause for concern as well, though they should not be compared as equal events to those of 2008. The fundamental economic indicators of that time are not the same as they are now.

On the positive side, the unemployment rate is still low, while GDP increased at an annual rate of 2.6% in the final quarter of 2022 and is projected to grow again in the first quarter of 2023 by 1.7%. The Conference Board Consumer Confidence Index reported that confidence in March showed a small improvement to close out the first quarter at a healthy 104.2 (1985=100).

Although our markets are currently faced with a number of challenges, an important caveat is that we are using a record-breaking period in real estate as our point of comparison. Looking further back to the pre-pandemic year of 2019, the last time our markets were operating on a more normal level, we see that closed volume is still surging ahead of that time in all our markets, which is a positive sign. The increased volume is largely due to higher prices and a change in the product mix being sold, with more properties trading in higher price ranges. Closed units on the other hand are much lower now than 2019, partly as a result of historically low inventory, which underscores our need for new listings.

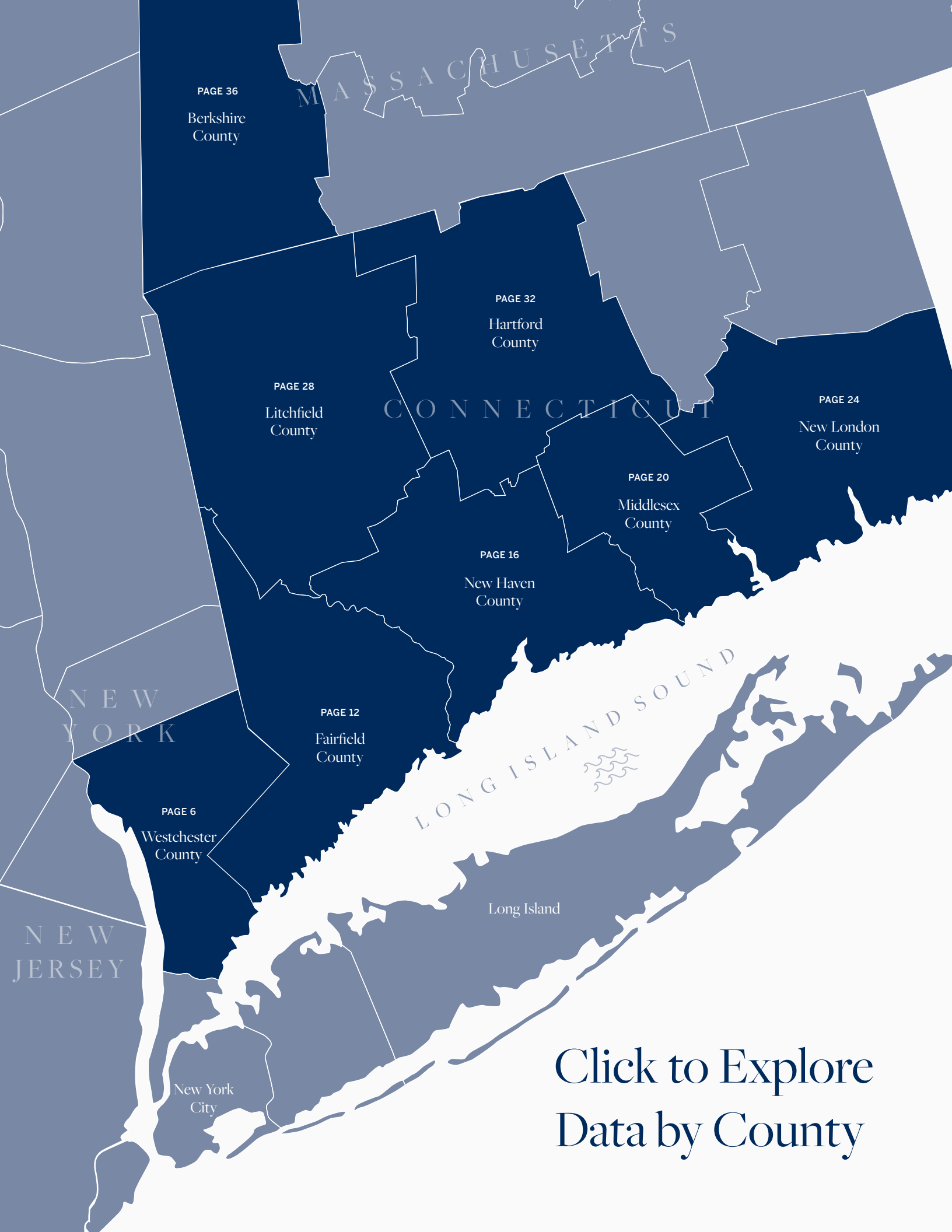
I hope you find this report informative and invite you to contact one of our sales associates at any time if we can help you with your real estate needs.



A handwritten signature in black ink that reads "Paul E. Breunich". The signature is fluid and cursive, with the first and last names being more prominent.

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Chairman and Chief Executive Officer  
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County

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Fairfield  
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Westchester  
County

Long Island

New York  
City

Click to Explore  
Data by County





AT A GLANCE

# Westchester County

12-MONTH MEDIAN SELLING PRICE\*\*

\$830K

**+28%**  
23 VS 19  
% CHANGE

**+5%**  
23 VS 22  
% CHANGE

Q1 CLOSED SALES

838

**-14%**  
23 VS 19  
% CHANGE

**-33%**  
23 VS 22  
% CHANGE

Q1 CLOSED VOLUME

\$882M

**+18%**  
23 VS 19  
% CHANGE

**-30%**  
23 VS 22  
% CHANGE

CURRENT INVENTORY\*

865

**-69%**  
23 VS 19  
% CHANGE

**-16%**  
23 VS 22  
% CHANGE

\* Inventory as of 3/31

\*\*12 Month Median Selling Price Calculated From 4/1/22 - 3/31/23

206 Hermits Road, Irvington NY  
MLS: 6237369



# Closed Sales, Average and Median Sale Price & Inventory (Single Family)

FIRST QUARTER

## WESTCHESTER COUNTY OVERALL

	2019	2022	2023	19 VS 23 % CHANGE	22 VS 23 % CHANGE
CLOSED SALES	980	1,259	838	-14%	-33%
CLOSED SALES VOLUME	\$748,021,981	\$1,252,616,890	\$882,225,279	18%	-30%
AVERAGE SALE PRICE	\$761,388	\$994,363	\$1,051,877	38%	6%
MEDIAN SALE PRICE	\$600,000	\$727,000	\$760,000	27%	5%
INVENTORY	2,747	1,027	865	-69%	-16%

## SOUTHERN WESTCHESTER COUNTY

	2019	2022	2023	19 VS 23 % CHANGE	22 VS 23 % CHANGE
CLOSED SALES	664	839	600	-10%	-28%
CLOSED SALES VOLUME	\$527,106,757	\$872,466,029	\$657,340,878	25%	-25%
AVERAGE SALE PRICE	\$793,835	\$1,039,888	\$1,095,568	38%	5%
MEDIAN SALE PRICE	\$639,000	\$744,000	\$801,000	25%	8%
INVENTORY	1,788	724	583	-67%	-19%

## NORTHERN WESTCHESTER COUNTY

	2019	2022	2023	19 VS 23 % CHANGE	22 VS 23 % CHANGE
CLOSED SALES	316	420	238	-25%	-43%
CLOSED SALES VOLUME	\$220,915,224	\$380,150,861	\$224,884,401	2%	-41%
AVERAGE SALE PRICE	\$699,099	\$905,121	\$944,892	35%	4%
MEDIAN SALE PRICE	\$540,000	\$727,000	\$655,000	21%	-10%
INVENTORY	959	303	282	-71%	-7%



# Single Family Home Sales & Inventory by Price Range

## WESTCHESTER COUNTY OVERALL

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	QTD 2019	QTD 2022	QTD 2023	QTD 19 VS QTD 23	QTD 22 VS QTD 23	Q1 2023
All Price Ranges	980	1,259	838	-14%	-33%	865
0-\$1,000,000	813	909	587	-28%	-35%	444
\$1,000,001 - \$2,000,000	137	250	175	28%	-30%	214
\$2,000,001 - \$3,000,000	20	58	49	145%	-16%	85
\$3,000,001 - \$5,000,000	7	32	19	171%	-41%	69
\$5,000,001+	3	10	8	167%	-20%	53

## SOUTHERN WESTCHESTER COUNTY

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	QTD 2019	QTD 2022	QTD 2023	QTD 19 VS QTD 23	QTD 22 VS QTD 23	Q1 2023
All Price Ranges	664	839	600	-10%	-28%	583
0-\$1,000,000	539	595	410	-24%	-31%	301
\$1,000,001 - \$2,000,000	103	170	130	26%	-24%	139
\$2,000,001 - \$3,000,000	16	43	39	144%	-9%	58
\$3,000,001 - \$5,000,000	5	23	15	200%	-35%	50
\$5,000,001+	1	8	6	500%	-25%	35

## NORTHERN WESTCHESTER COUNTY

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	QTD 2019	QTD 2022	QTD 2023	QTD 19 VS QTD 23	QTD 22 VS QTD 23	Q1 2023
All Price Ranges	316	420	238	-25%	-43%	282
0-\$1,000,000	274	314	177	-35%	-44%	143
\$1,000,001 - \$2,000,000	34	80	45	32%	-44%	75
\$2,000,001 - \$3,000,000	4	15	10	150%	-33%	27
\$3,000,001 - \$5,000,000	2	9	4	100%	-56%	19
\$5,000,001+	2	2	2	0%	0%	18

\* Inventory as of 3/31





39 Colby Avenue, Rye NY  
MLS: 6237218



# 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 2023	Q1 22 VS Q1 23	Q1 2022	Q1 2023	Q1 22 VS Q1 23	Q1 22 VS Q1 23	4/1/21-3/31/22	4/1/22-3/31/23	
WESTCHESTER COUNTY	865	-16%	1,259	838	-33%	-30%	\$790,000	\$830,000	5%
Southern Westchester	583	-19%	839	600	-28%	-25%	\$813,000	\$860,000	6%
Ardley	6	-68%	25	19	-24%	-22%	\$771,000	\$781,000	1%
Blind Brook	11	-50%	22	17	-23%	-8%	\$1,057,000	\$1,100,000	4%
Briarcliff Manor	12	71%	10	4	-60%	-65%	\$995,000	\$1,105,000	11%
Bronxville	26	24%	17	7	-59%	-69%	\$2,300,000	\$2,513,000	9%
Dobbs Ferry	7	-36%	14	7	-50%	-46%	\$775,000	\$867,000	12%
Eastchester	13	-24%	24	14	-42%	-35%	\$810,000	\$900,000	11%
Edgemont	17	-19%	16	12	-25%	-12%	\$1,195,000	\$1,354,000	13%
Elmsford	6	-68%	13	9	-31%	-38%	\$585,000	\$600,000	3%
Greenburgh	7	-59%	27	9	-67%	-64%	\$568,000	\$620,000	9%
Harrison	20	-44%	30	14	-53%	-61%	\$1,525,000	\$1,695,000	11%
Hartsdale (P.O.)	8	-33%	13	13	0%	8%	\$689,000	\$742,000	8%
Hastings	10	233%	10	13	30%	44%	\$935,000	\$983,000	5%
Irvington	23	-4%	16	15	-6%	6%	\$1,181,000	\$1,276,000	8%
Mamaroneck *	22	-49%	46	35	-24%	-15%	\$1,501,000	\$1,533,000	2%
Mount Pleasant	8	-70%	20	21	5%	26%	\$681,000	\$693,000	2%
Mount Vernon	32	-9%	37	34	-8%	1%	\$585,000	\$637,000	9%
New Rochelle	53	-21%	58	50	-14%	-15%	\$816,000	\$834,000	2%
Ossining	24	20%	46	29	-37%	-24%	\$570,000	\$625,000	10%
Pelham	19	58%	20	15	-25%	-25%	\$1,158,000	\$1,155,000	0%
Pleasantville	12	71%	23	7	-70%	-73%	\$750,000	\$818,000	9%
Pocantico Hills	0	-100%	5	3	-40%	-67%	\$835,000	\$999,000	20%
Port Chester	15	-12%	28	16	-43%	-39%	\$610,000	\$640,000	5%
Purchase (P.O.)	17	21%	9	3	-67%	-66%	\$1,504,000	\$1,925,000	28%
Rye City	25	-14%	24	25	4%	31%	\$1,940,000	\$2,225,000	15%
Rye Neck	12	-8%	14	9	-36%	-26%	\$992,000	\$995,000	0%
Scarsdale	38	-28%	34	32	-6%	-6%	\$1,829,000	\$1,977,000	8%
Tarrytown	1	-86%	11	9	-18%	-28%	\$816,000	\$968,000	19%
Tuckahoe	10	-38%	15	4	-73%	-67%	\$968,000	\$835,000	-14%
Valhalla	8	-43%	14	13	-7%	-18%	\$654,000	\$655,000	0%
White Plains	30	25%	54	42	-22%	-9%	\$738,000	\$807,000	9%
Yonkers	91	-5%	144	100	-31%	-33%	\$610,000	\$636,000	4%
CONDOMINIUMS AND COOPERATIVES									
Condominiums	156	-27%	262	130	-50%	-57%	\$465,000	\$465,000	0%
Cooperatives	474	-34%	480	386	-20%	-17%	\$195,000	\$200,000	3%

\*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 2023	Q1 22 VS Q1 23	Q1 2022	Q1 2023	Q1 22 VS Q1 23	Q1 22 VS Q1 23	4/1/21-3/31/22	4/1/22-3/31/23	
WESTCHESTER COUNTY	865	-16%	1,259	838	-33%	-30%	\$790,000	\$830,000	5%
Northern Westchester	282	-7%	420	238	-43%	-41%	\$744,000	\$730,000	-2%
Bedford	55	6%	53	35	-34%	-20%	\$935,000	\$1,000,000	7%
Byram Hills	44	5%	28	16	-43%	-40%	\$1,384,000	\$1,438,000	4%
Chappaqua	27	13%	32	24	-25%	-30%	\$1,181,000	\$1,290,000	9%
Croton-Harmon	7	-22%	34	12	-65%	-74%	\$729,000	\$750,000	3%
Hendrick Hudson	13	-13%	33	22	-33%	-35%	\$550,000	\$580,000	5%
Katonah-Lewisboro	26	-7%	50	31	-38%	-34%	\$861,000	\$862,000	0%
Lakeland	33	-38%	63	34	-46%	-44%	\$503,000	\$523,000	4%
North Salem	16	0%	19	6	-68%	-79%	\$698,000	\$630,000	-10%
Peekskill	10	0%	31	7	-77%	-78%	\$450,000	\$482,000	7%
Somers	24	-33%	39	24	-38%	-37%	\$716,000	\$694,000	-3%
Yorktown	27	50%	38	27	-29%	-41%	\$610,000	\$650,000	7%
CONDOMINIUMS AND COOPERATIVES									
Condominiums	55	-14%	133	70	-47%	-48%	\$395,000	\$415,000	5%
Cooperatives	16	-67%	31	18	-42%	-45%	\$137,000	\$130,000	-5%



17 Lester Place, New Rochelle NY  
MLS# 6229733





488 West Road, New Canaan CT  
MLS: 170541883

## AT A GLANCE

# Fairfield County

### 12-MONTH MEDIAN SELLING PRICE\*\*

\$650K

**+44%**  
23 VS 19  
% CHANGE

**+6%**  
23 VS 22  
% CHANGE

### Q1 CLOSED SALES

1,114

**-24%**  
23 VS 19  
% CHANGE

**-37%**  
23 VS 22  
% CHANGE

### Q1 CLOSED VOLUME

\$1.1B

**+7%**  
23 VS 19  
% CHANGE

**-38%**  
23 VS 22  
% CHANGE

### CURRENT INVENTORY\*

1,295

**-76%**  
23 VS 19  
% CHANGE

**-12%**  
23 VS 22  
% CHANGE

\* Inventory as of 3/31

\*\*12 Month Median Selling Price Calculated From 4/1/22 - 3/31/23

## Closed Sales, Average and Median Sale Price & Inventory (Single Family)

FIRST QUARTER

	2019	2022	2023	19 VS 23 % CHANGE	22 VS 23 % CHANGE
CLOSED SALES	1,457	1,763	1,114	-24%	-37%
CLOSED SALES VOLUME	\$1,009,047,290	\$1,735,055,300	\$1,078,935,178	7%	-38%
AVERAGE SALE PRICE	\$692,551	\$984,149	\$968,523	40%	-2%
MEDIAN SALE PRICE	\$415,000	\$580,000	\$575,000	39%	-1%
INVENTORY	5,406	1,473	1,295	-76%	-12%

## Single Family Home Sales & Inventory by Price Range

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	QTD 2019	QTD 2022	QTD 2023	QTD 19 VS QTD 23	QTD 22 VS QTD 23	Q1 2023
All Price Ranges	1,457	1,763	1,114	-24%	-37%	1,295
0 - \$800,000	1,186	1,171	735	-38%	-37%	580
\$800,001 - \$1,500,000	177	310	209	18%	-33%	267
\$1,500,001 - \$2,000,000	40	90	55	38%	-39%	100
\$2,000,001 - \$3,000,000	34	89	60	76%	-33%	124
\$3,000,001+	20	103	55	175%	-47%	224





## Single Family Home Sales by Community

TOWNS	INVENTORY		QUARTERLY UNIT SALES			QUARTERLY DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		% CHANGE			% CHANGE	% CHANGE			% CHANGE
	Q1 2023	Q1 22 VS Q1 23	Q1 2022	Q1 2023	Q1 22 VS Q1 23	Q1 22 VS Q1 23	4/1/21-3/31/22	4/1/22-3/31/23	
FAIRFIELD COUNTY	1,295	-12%	1,763	1,114	-37%	-38%	\$615,000	\$650,000	6%
Bethel	19	27%	24	26	8%	3%	\$450,000	\$477,000	6%
Bridgeport	100	-3%	184	119	-35%	-36%	\$300,000	\$315,000	5%
Brookfield	32	-16%	35	21	-40%	-37%	\$495,000	\$545,000	10%
Danbury	50	-25%	103	58	-44%	-40%	\$416,000	\$440,000	6%
Darien	51	28%	53	31	-42%	-50%	\$1,695,000	\$1,683,000	-1%
Easton	18	-36%	21	18	-14%	-37%	\$755,000	\$850,000	13%
Fairfield	102	-10%	140	96	-31%	-37%	\$735,000	\$810,000	10%
Greenwich	172	-4%	142	80	-44%	-41%	\$2,335,000	\$2,450,000	5%
Monroe	26	-7%	36	12	-67%	-63%	\$485,000	\$535,000	10%
New Canaan	66	16%	54	29	-46%	-41%	\$1,771,000	\$1,975,000	12%
New Fairfield	33	-13%	29	24	-17%	-18%	\$483,000	\$495,000	2%
Newtown	64	8%	66	49	-26%	-23%	\$510,000	\$550,000	8%
Norwalk	83	-30%	124	91	-27%	-19%	\$588,000	\$640,000	9%
Redding	16	-27%	28	15	-46%	-46%	\$675,000	\$800,000	19%
Ridgefield	45	-27%	71	47	-34%	-16%	\$786,000	\$905,000	15%
Rowayton	8	-43%	3	2	-33%	-29%	\$1,600,000	\$1,614,000	1%
Shelton	45	10%	59	56	-5%	-9%	\$430,000	\$467,000	9%
Sherman	16	-24%	10	6	-40%	-34%	\$585,000	\$655,000	12%
Stamford	113	-13%	154	96	-38%	-28%	\$720,000	\$775,000	8%
Stratford	50	-25%	165	89	-46%	-43%	\$354,000	\$390,000	10%
Trumbull	42	-21%	99	56	-43%	-45%	\$505,000	\$545,000	8%
Weston	27	-44%	34	19	-44%	-49%	\$1,133,000	\$1,183,000	4%
Westport	84	-17%	87	53	-39%	-42%	\$1,625,000	\$1,925,000	18%
Wilton	41	-9%	45	23	-49%	-50%	\$970,000	\$1,044,000	8%
Middlebury*	18	6%	25	24	-4%	-37%	\$362,000	\$407,000	12%
Oxford*	28	12%	22	15	-32%	-42%	\$450,000	\$460,000	2%
Southbury*	44	19%	28	26	-7%	1%	\$473,000	\$510,000	8%
CONDOMINIUMS									
FAIRFIELD COUNTY	495	-8%	752	541	-28%	-16%	\$305,000	\$340,000	11%

\*Is not included in totals





26 Searles Road, Darien CT  
MLS: 170555749





## AT A GLANCE

# New Haven County

### 12-MONTH MEDIAN SELLING PRICE\*\*

\$335K

**+44%**  
23 VS 19  
% CHANGE

**+9%**  
23 VS 22  
% CHANGE

### Q1 CLOSED SALES

1,205

**-12%**  
23 VS 19  
% CHANGE

**-23%**  
23 VS 22  
% CHANGE

### Q1 CLOSED VOLUME

\$441M

**+29%**  
23 VS 19  
% CHANGE

**-23%**  
23 VS 22  
% CHANGE

### CURRENT INVENTORY\*

1,000

**-63%**  
23 VS 19  
% CHANGE

**+3%**  
23 VS 22  
% CHANGE

270 Old Quarry Road, Guilford CT  
MLS: 170530507

\* Inventory as of 3/31

\*\*12 Month Median Selling Price Calculated From 4/1/22 - 3/31/23

## Closed Sales, Average and Median Sale Price & Inventory (Single Family)

FIRST QUARTER

	2019	2022	2023	19 VS 23 % CHANGE	22 VS 23 % CHANGE
CLOSED SALES	1,363	1,563	1,205	-12%	-23%
CLOSED SALES VOLUME	\$342,523,905	\$573,847,448	\$440,881,951	29%	-23%
AVERAGE SALE PRICE	\$251,301	\$367,145	\$365,877	46%	0%
MEDIAN SALE PRICE	\$210,000	\$305,000	\$310,000	48%	2%
INVENTORY	2,679	969	1,000	-63%	3%

## Single Family Home Sales & Inventory by Price Range

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	QTD 2019	QTD 2022	QTD 2023	QTD 19 VS QTD 23	QTD 22 VS QTD 23	Q1 2023
All Price Ranges	1,363	1,563	1,205	-12%	-23%	1,000
0-\$400,000	1,219	1,136	882	-28%	-22%	539
\$400,001 - \$750,000	118	351	255	116%	-27%	301
\$750,001 - \$1,000,000	12	47	45	275%	-4%	82
\$1,000,001 - \$1,500,000	9	16	20	122%	25%	46
\$1,500,001+	5	13	3	-40%	-77%	32



53 Broad Street, Guilford CT  
MLS# 170548174



## Single Family Home Sales by Community

TOWNS	INVENTORY		QUARTERLY UNIT SALES			QUARTERLY DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		% CHANGE			% CHANGE	% CHANGE			% CHANGE
	Q1 2023	Q1 22 VS Q1 23	Q1 2022	Q1 2023	Q1 22 VS Q1 23	Q1 22 VS Q1 23	4/1/21-3/31/22	4/1/22-3/31/23	
NEW HAVEN COUNTY	1,205	-23%	969	1,000	3%	-23%	\$306,000	\$335,000	9%
Ansonia	32	-14%	13	16	23%	-20%	\$275,000	\$300,000	9%
Beacon Falls	10	-9%	10	20	100%	-18%	\$320,000	\$345,000	8%
Bethany	6	-33%	9	9	0%	-16%	\$416,000	\$500,000	20%
Branford	17	-68%	39	30	-23%	-70%	\$420,000	\$452,000	8%
Cheshire	43	-37%	58	41	-29%	-28%	\$420,000	\$477,000	14%
Derby	21	11%	21	7	-67%	-3%	\$285,000	\$285,000	0%
East Haven	42	-32%	30	41	37%	-22%	\$275,000	\$304,000	11%
Guilford	42	-43%	32	44	38%	-48%	\$495,000	\$548,000	11%
Hamden	117	-13%	78	80	3%	-10%	\$280,000	\$310,000	11%
Madison	40	-2%	37	42	14%	-2%	\$544,000	\$650,000	19%
Meriden	99	-26%	63	42	-33%	-25%	\$240,000	\$260,000	8%
Middlebury	24	-4%	17	18	6%	-37%	\$362,000	\$407,000	12%
Milford	94	-9%	72	89	24%	-12%	\$414,000	\$450,000	9%
Naugatuck	60	-24%	35	55	57%	-16%	\$259,000	\$295,000	14%
New Haven	53	-13%	50	66	32%	5%	\$274,000	\$282,000	3%
North Branford	16	-16%	14	19	36%	-23%	\$363,000	\$380,000	5%
North Haven	36	-35%	25	24	-4%	-30%	\$355,000	\$390,000	10%
Orange	20	-29%	19	17	-11%	-22%	\$496,000	\$520,000	5%
Oxford	15	-32%	25	28	12%	-42%	\$450,000	\$460,000	2%
Prospect	10	-70%	24	13	-46%	-68%	\$330,000	\$337,000	2%
Seymour	27	-27%	25	14	-44%	-12%	\$309,000	\$340,000	10%
Southbury	26	-7%	37	44	19%	1%	\$473,000	\$510,000	8%
Wallingford	56	-5%	22	27	23%	-4%	\$314,000	\$334,000	6%
Waterbury	165	-21%	118	120	2%	-15%	\$205,000	\$230,000	12%
West Haven	81	-6%	38	50	32%	-4%	\$275,000	\$295,000	7%
Wolcott	42	-13%	32	24	-25%	-12%	\$300,000	\$323,000	8%
Woodbridge	11	-62%	26	20	-23%	-65%	\$520,000	\$600,000	15%
CONDOMINIUMS									
NEW HAVEN	393	-27%	261	304	16%	-17%	\$184,000	\$208,000	13%

*New Haven County*



77 River Edge Farms Road, Madison CT  
MLS# 170558233





12 Racketts Lane, Essex CT  
MLS#: 170554386

## AT A GLANCE

# Middlesex County

### 12-MONTH MEDIAN SELLING PRICE\*\*

\$380K

**+37%**  
23 VS 19  
% CHANGE

**+9%**  
23 VS 22  
% CHANGE

### Q1 CLOSED SALES

257

**-21%**  
23 VS 19  
% CHANGE

**-26%**  
23 VS 22  
% CHANGE

### Q1 CLOSED VOLUME

\$118M

**+10%**  
23 VS 19  
% CHANGE

**-18%**  
23 VS 22  
% CHANGE

### CURRENT INVENTORY\*

291

**-66%**  
23 VS 19  
% CHANGE

**+14%**  
23 VS 22  
% CHANGE

\* Inventory as of 3/31

\*\*12 Month Median Selling Price Calculated From 4/1/22 - 3/31/23



## Closed Sales, Average and Median Sale Price & Inventory (Single Family)

FIRST QUARTER

	2019	2022	2023	19 VS 23 % CHANGE	22 VS 23 % CHANGE
CLOSED SALES	327	347	257	-21%	-26%
CLOSED SALES VOLUME	\$107,741,686	\$143,320,050	\$118,091,832	10%	-18%
AVERAGE SALE PRICE	\$329,485	\$413,040	\$459,501	39%	11%
MEDIAN SALE PRICE	\$262,000	\$346,000	\$379,000	45%	10%
INVENTORY	864	256	291	-66%	14%

## Single Family Home Sales & Inventory by Price Range

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	QTD 2019	QTD 2022	QTD 2023	QTD 19 VS QTD 23	QTD 22 VS QTD 23	Q1 2023
All Price Ranges	327	347	257	-21%	-26%	291
0-\$400,000	262	223	144	-45%	-35%	99
\$400,001 - \$750,000	51	104	94	84%	-10%	125
\$750,001 - \$1,000,000	12	12	12	0%	0%	32
\$1,000,001 - \$1,500,000	1	6	2	100%	-67%	15
\$1,500,001+	1	2	5	400%	150%	20



7 Merriwold Lane, Deep River CT  
MLS# 170528046



## Single Family Home Sales by Community

TOWNS	INVENTORY		QUARTERLY UNIT SALES			QUARTERLY DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		% CHANGE			% CHANGE	% CHANGE			% CHANGE
	Q1 2023	Q1 22 VS Q1 23	Q1 2022	Q1 2023	Q1 22 VS Q1 23	Q1 22 VS Q1 23	4/1/21-3/31/22	4/1/22-3/31/23	
MIDDLESEX	291	14%	347	257	-26%	-18%	\$350,000	\$380,000	9%
Chester	7	17%	9	5	-44%	-46%	\$450,000	\$455,000	1%
Clinton	21	50%	28	18	-36%	-39%	\$380,000	\$400,000	5%
Cromwell	15	-6%	26	16	-38%	-16%	\$330,000	\$396,000	20%
Deep River	11	83%	4	10	150%	228%	\$320,000	\$361,000	13%
Durham	14	56%	17	9	-47%	-51%	\$400,000	\$405,000	1%
East Haddam	15	-38%	40	16	-60%	-59%	\$309,000	\$350,000	13%
East Hampton	73	46%	27	23	-15%	-23%	\$315,000	\$369,000	17%
Essex	23	92%	15	18	20%	130%	\$479,000	\$615,000	28%
Haddam	8	-64%	18	17	-6%	-2%	\$385,000	\$395,000	3%
Killingworth	13	30%	12	13	8%	-45%	\$459,000	\$453,000	-1%
Middlefield	2	-78%	9	7	-22%	20%	\$290,000	\$318,000	10%
Middletown	41	-7%	86	56	-35%	-30%	\$290,000	\$310,000	7%
Old Saybrook	18	6%	31	28	-10%	-9%	\$485,000	\$550,000	13%
Portland	16	45%	21	8	-62%	-57%	\$295,000	\$343,000	16%
Westbrook	14	133%	4	13	225%	291%	\$425,000	\$483,000	14%
CONDOMINIUMS									
MIDDLESEX	40	-23%	94	69	-27%	-26%	\$174,000	\$184,000	6%





109 Main Street, Chester, CT  
MLS# 170556328





1 Neck Road, Old Lyme CT  
MLS# 170510683

## AT A GLANCE

# New London County

## 12-MONTH MEDIAN SELLING PRICE\*\*

\$325K

**+44%**  
23 VS 19  
% CHANGE

**+8%**  
23 VS 22  
% CHANGE

## Q1 CLOSED SALES

465

**-22%**  
23 VS 19  
% CHANGE

**-23%**  
23 VS 22  
% CHANGE

## Q1 CLOSED VOLUME

\$162M

**+13%**  
23 VS 19  
% CHANGE

**-24%**  
23 VS 22  
% CHANGE

## CURRENT INVENTORY\*

391

**-70%**  
23 VS 19  
% CHANGE

**+9%**  
23 VS 22  
% CHANGE

\* Inventory as of 3/31

\*\*12 Month Median Selling Price Calculated From 4/1/22 - 3/31/23



## Closed Sales, Average and Median Sale Price & Inventory (Single Family)

FIRST QUARTER

	2019	2022	2023	19 VS 23 % CHANGE	22 VS 23 % CHANGE
CLOSED SALES	598	605	465	-22%	-23%
CLOSED SALES VOLUME	\$143,519,970	\$213,185,423	\$162,319,692	13%	-24%
AVERAGE SALE PRICE	\$240,000	\$352,373	\$349,000	45%	-1%
MEDIAN SALE PRICE	\$218,000	\$300,000	\$315,000	44%	5%
INVENTORY	1,282	360	391	-70%	9%

## Single Family Home Sales & Inventory by Price Range

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	QTD 2019	QTD 2022	QTD 2023	QTD 19 VS. QTD 23	QTD 22 VS. QTD 23	Q1 2023
All Price Ranges	598	605	465	-22%	-23%	391
0-\$400,000	541	458	328	-39%	-28%	195
\$400,001 - \$750,000	50	118	115	130%	-3%	108
\$750,001 - \$1,000,000	4	14	13	225%	-7%	37
\$1,000,001 - \$1,500,000	3	8	8	167%	0%	23
\$1,500,001+	0	7	1	-	-86%	28





## Single Family Home Sales by Community

TOWNS	INVENTORY		QUARTERLY UNIT SALES			QUARTERLY DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		% CHANGE			% CHANGE	% CHANGE			% CHANGE
	Q1 2023	Q1 22 VS Q1 23	Q1 2022	Q1 2023	Q1 22 VS Q1 23	Q1 22 VS Q1 23	4/1/21-3/31/22	4/1/22-3/31/23	
NEW LONDON	391	9%	605	465	-23%	-24%	\$302,000	\$325,000	8%
Bozrah	10	-	1	5	400%	192%	\$320,000	\$312,000	-3%
Colchester	24	-40%	52	27	-48%	-51%	\$325,000	\$370,000	14%
East Lyme	31	-26%	44	37	-16%	3%	\$380,000	\$425,000	12%
Franklin	6	500%	5	2	-60%	-52%	\$303,000	\$297,000	-2%
Griswold	13	18%	29	21	-28%	-36%	\$275,000	\$270,000	-2%
Groton	38	23%	57	46	-19%	-19%	\$310,000	\$335,000	8%
Lebanon	12	50%	14	8	-43%	-48%	\$300,000	\$345,000	15%
Ledyard	33	57%	48	35	-27%	-16%	\$300,000	\$325,000	8%
Lisbon	3	-25%	18	15	-17%	-20%	\$246,000	\$300,000	22%
Lyme	13	225%	9	2	-78%	-75%	\$738,000	\$822,000	11%
Montville	22	16%	40	45	13%	1%	\$265,000	\$285,000	8%
New London	19	-27%	37	27	-27%	-31%	\$245,000	\$250,000	2%
North Stonington	5	-44%	14	12	-14%	1%	\$360,000	\$396,000	10%
Norwich	48	-2%	94	65	-31%	-27%	\$210,000	\$235,000	12%
Old Lyme	27	42%	27	26	-4%	-11%	\$475,000	\$500,000	5%
Preston	3	-25%	14	6	-57%	-61%	\$290,000	\$305,000	5%
Salem	6	50%	7	9	29%	27%	\$376,000	\$332,000	-12%
Sprague	3	-57%	8	8	0%	6%	\$248,000	\$303,000	22%
Stonington	39	56%	32	22	-31%	-36%	\$440,000	\$460,000	5%
Valuntown	2	-75%	4	3	-25%	-11%	\$305,000	\$343,000	12%
Waterford	34	21%	51	44	-14%	-15%	\$315,000	\$330,000	5%
CONDOMINIUMS									
NEW LONDON	51	-4%	123	87	-29%	-17%	\$175,000	\$190,000	9%





83 Joshuatown Road, Lyme CT  
MLS# 170503659





AT A GLANCE

# Litchfield County

12-MONTH MEDIAN SELLING PRICE\*\*

\$341K

**+45%**  
23 VS 19  
% CHANGE

**+5%**  
23 VS 22  
% CHANGE

Q1 CLOSED SALES

339

**-14%**  
23 VS 19  
% CHANGE

**-31%**  
23 VS 22  
% CHANGE

Q1 CLOSED VOLUME

\$152M

**+38%**  
23 VS 19  
% CHANGE

**-32%**  
23 VS 22  
% CHANGE

CURRENT INVENTORY\*

435

**-68%**  
23 VS 19  
% CHANGE

**0%**  
23 VS 22  
% CHANGE

\* Inventory as of 3/31

\*\*12 Month Median Selling Price Calculated From 4/1/22 - 3/31/23

68 Wheaton Road, Washington, CT  
MLS:170548788



## Closed Sales, Average and Median Sale Price & Inventory (Single Family)

### FIRST QUARTER

	2019	2022	2023	19 VS 23 % CHANGE	22 VS 23 % CHANGE
CLOSED SALES	394	492	339	-14%	-31%
CLOSED SALES VOLUME	\$110,546,649	\$224,417,875	\$152,217,225	38%	-32%
AVERAGE SALE PRICE	\$280,575	\$456,134	\$449,018	60%	-2%
MEDIAN SALE PRICE	\$197,000	\$329,000	\$308,000	56%	-6%
INVENTORY	1,370	437	435	-68%	0%

## Single Family Home Sales & Inventory by Price Range

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	QTD 2019	QTD 2022	QTD 2023	QTD 19 VS. QTD 23	QTD 22 VS. QTD 23	Q1 2023
All Price Ranges	394	492	339	-14%	-31%	435
0-\$400,000	338	321	231	-32%	-28%	161
\$400,001 - \$750,000	31	116	75	142%	-35%	125
\$750,001 - \$1,000,000	14	27	10	-29%	-63%	50
\$1,000,001 - \$2,000,000	9	20	15	67%	-25%	52
\$2,000,001+	2	8	8	300%	0%	47



195 Painter Hill Road, Roxbury CT  
MLS# 170541578



## Single Family Home Sales by Community

TOWNS	INVENTORY		QUARTERLY UNIT SALES			QUARTERLY DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		% CHANGE			% CHANGE	% CHANGE			% CHANGE
	Q1 2023	Q1 22 VS Q1 23	Q1 2022	Q1 2023	Q1 22 VS Q1 23	Q1 22 VS Q1 23	4/1/21-3/31/22	4/1/22-3/31/23	
LITCHFIELD COUNTY	435	0%	492	339	-31%	-32%	\$325,000	\$341,000	5%
Barkhamsted	7	133%	9	4	-56%	-51%	\$322,000	\$355,000	10%
Bethlehem	6	-40%	12	11	-8%	25%	\$411,000	\$439,000	7%
Bridgewater	10	11%	5	2	-60%	-72%	\$660,000	\$626,000	-5%
Canaan, North Canaan	11	-42%	19	10	-47%	-28%	\$325,000	\$306,000	-6%
Colebrook	4	0%	3	1	-67%	-85%	\$325,000	\$418,000	29%
Cornwall	7	-13%	2	4	100%	-52%	\$630,000	\$658,000	4%
Goshen	27	-4%	11	5	-55%	-68%	\$475,000	\$600,000	26%
Harwinton	12	-33%	25	9	-64%	-68%	\$314,000	\$345,000	10%
Kent	15	36%	8	8	0%	-23%	\$648,000	\$495,000	-24%
Litchfield	23	5%	24	12	-50%	-65%	\$425,000	\$455,000	7%
Morris	13	86%	6	2	-67%	-66%	\$431,000	\$448,000	4%
New Hartford	12	71%	18	7	-61%	-55%	\$327,000	\$378,000	16%
New Milford	68	-8%	57	43	-25%	-14%	\$403,000	\$425,000	5%
Norfolk	3	0%	6	4	-33%	-45%	\$350,000	\$380,000	9%
Plymouth	23	77%	30	19	-37%	-39%	\$239,000	\$260,000	9%
Roxbury	13	-24%	8	2	-75%	-67%	\$1,024,000	\$980,000	-4%
Salisbury	24	71%	17	14	-18%	-18%	\$702,000	\$870,000	24%
Sharon	19	138%	7	6	-14%	-49%	\$495,000	\$648,000	31%
Thomaston	9	-31%	24	12	-50%	-49%	\$260,000	\$275,000	6%
Torrington	50	6%	81	76	-6%	-4%	\$215,000	\$240,000	12%
Warren	5	67%	5	2	-60%	-47%	\$390,000	\$725,000	86%
Washington	17	-15%	12	10	-17%	29%	\$718,000	\$945,000	32%
Watertown	32	-3%	41	38	-7%	-8%	\$278,000	\$300,000	8%
Winchester	11	-48%	39	28	-28%	-30%	\$237,000	\$227,000	-4%
Woodbury	14	-44%	23	10	-57%	-55%	\$472,000	\$560,000	19%
CONDOMINIUMS									
LITCHFIELD COUNTY	38	-36%	96	66	-31%	-33%	\$150,000	\$175,000	17%



259 Route 63, Canaan CT  
MLS# 170558473





AT A GLANCE

# Hartford County

12-MONTH MEDIAN SELLING PRICE\*\*

\$317K

**+38%**  
23 VS 19  
% CHANGE

**+9%**  
23 VS 22  
% CHANGE

Q1 CLOSED SALES

1,154

**-24%**  
23 VS 19  
% CHANGE

**-30%**  
23 VS 22  
% CHANGE

Q1 CLOSED VOLUME

\$400M

**+9%**  
23 VS 19  
% CHANGE

**-25%**  
23 VS 22  
% CHANGE

CURRENT INVENTORY\*

770

**-69%**  
23 VS 19  
% CHANGE

**+2%**  
23 VS 22  
% CHANGE

\* Inventory as of 3/31

\*\*12 Month Median Selling Price Calculated From 4/1/22 - 3/31/23

**38 Stony Corners, Avon CT**  
MLS# 170556001



## Closed Sales, Average and Median Sale Price & Inventory (Single Family)

FIRST QUARTER

	2019	2022	2023	19 VS 23 % CHANGE	22 VS 23 % CHANGE
CLOSED SALES	1,518	1,643	1,154	-24%	-30%
CLOSED SALES VOLUME	\$366,611,261	\$532,041,579	\$400,559,816	9%	-25%
AVERAGE SALE PRICE	\$241,509	\$323,823	\$347,106	44%	7%
MEDIAN SALE PRICE	\$205,000	\$280,000	\$300,000	46%	7%
INVENTORY	2,521	755	770	-69%	2%

## Single Family Home Sales & Inventory by Price Range

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	QTD 2019	QTD 2022	QTD 2023	QTD 19 VS QTD 23	QTD 22 VS QTD 23	
All Price Ranges	1,518	1,643	1,154	-24%	-30%	770
0-\$300,000	1,178	932	574	-51%	-38%	271
\$300,001 - \$500,000	264	532	427	62%	-20%	285
\$500,001 - \$700,000	62	119	98	58%	-18%	106
\$700,001 - \$1,000,000	10	50	42	320%	-16%	67
\$1,000,001+	4	10	13	225%	30%	41



17 Cobtail Way, Simsbury CT  
MLS# 170527215



## Single Family Home Sales by Community

TOWNS	INVENTORY		QUARTERLY UNIT SALES			QUARTERLY DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		% CHANGE			% CHANGE	% CHANGE			% CHANGE
	Q1 2023	Q1 22 VS Q1 23	Q1 2022	Q1 2023	Q1 22 VS Q1 23	Q1 22 VS Q1 23	4/1/21-3/31/22	4/1/22-3/31/23	
HARTFORD COUNTY	770	2%	1,643	1,154	-30%	-25%	\$290,000	\$317,000	9%
Avon	31	72%	33	27	-18%	-15%	\$540,000	\$558,000	3%
Berlin	25	39%	39	22	-44%	-50%	\$328,000	\$350,000	7%
Bloomfield	26	24%	53	30	-43%	-38%	\$255,000	\$300,000	18%
Bristol	78	18%	154	96	-38%	-29%	\$250,000	\$274,000	10%
Burlington	21	24%	33	14	-58%	-55%	\$395,000	\$490,000	24%
Canton	14	27%	23	13	-43%	-26%	\$360,000	\$409,000	14%
East Granby	8	-20%	18	6	-67%	-58%	\$340,000	\$358,000	5%
East Hartford	35	-34%	128	90	-30%	-25%	\$215,000	\$245,000	14%
East Windsor	19	-24%	26	22	-15%	-12%	\$280,000	\$325,000	16%
Enfield	35	6%	95	72	-24%	-20%	\$242,000	\$260,000	7%
Farmington	24	0%	46	37	-20%	-5%	\$430,000	\$440,000	2%
Glastonbury	45	-13%	50	52	4%	0%	\$444,000	\$475,000	7%
Granby	22	214%	24	17	-29%	-5%	\$375,000	\$410,000	9%
Hartford	37	3%	64	52	-19%	-10%	\$207,000	\$216,000	4%
Hartland	2	-	1	2	100%	174%	\$309,000	\$350,000	13%
Manchester	31	-23%	96	78	-19%	-16%	\$240,000	\$270,000	13%
Marlborough	13	-7%	22	12	-45%	-46%	\$350,000	\$343,000	-2%
New Britain	35	0%	97	73	-25%	-19%	\$210,000	\$238,000	13%
Newington	23	5%	62	31	-50%	-50%	\$275,000	\$300,000	9%
Plainville	12	-37%	33	23	-30%	-25%	\$245,000	\$265,000	8%
Rocky Hill	6	-45%	20	15	-25%	-18%	\$350,000	\$375,000	7%
Simsbury	26	13%	55	40	-27%	-31%	\$405,000	\$430,000	6%
South Windsor	17	-23%	51	30	-41%	-33%	\$335,000	\$380,000	13%
Southington	36	-12%	101	63	-38%	-28%	\$333,000	\$370,000	11%
Suffield	25	19%	34	17	-50%	-55%	\$392,000	\$430,000	10%
West Hartford	70	63%	143	82	-43%	-36%	\$366,000	\$405,000	11%
Wethersfield	21	-32%	55	56	2%	19%	\$295,000	\$330,000	12%
Windsor	25	-14%	67	45	-33%	-30%	\$282,000	\$318,000	13%
Windsor Locks	8	-38%	20	37	85%	144%	\$240,000	\$260,000	8%
CONDOMINIUMS AND COOPERATIVES									
Hartford County	152	-16%	517	357	-31%	-22%	\$182,000	\$214,000	18%



*Hartford County*



183 High Ridge Road, Avon CT  
MLS: 170558405





210 East Slope Road, Richmond MA  
MLS# 239955

## AT A GLANCE

# Berkshire County

### 12-MONTH MEDIAN SELLING PRICE\*\*

\$315K

+8%

23 VS 19  
% CHANGE

+2%

23 VS 22  
% CHANGE

### Q1 CLOSED SALES

192

-7%

23 VS 19  
% CHANGE

-31%

23 VS 22  
% CHANGE

### Q1 CLOSED VOLUME

\$74M

+2%

23 VS 19  
% CHANGE

-40%

23 VS 22  
% CHANGE

### CURRENT INVENTORY\*

192

-75%

23 VS 19  
% CHANGE

-5%

23 VS 22  
% CHANGE

\* Inventory as of 3/31

\*\*12 Month Median Selling Price Calculated From 4/1/22 - 3/31/23

## Closed Sales, Average and Median Sale Price & Inventory (Single Family)

### FIRST QUARTER

	2019	2022	2023	19 VS 23 % CHANGE	22 VS 23 % CHANGE
CLOSED SALES	207	280	192	-7%	-31%
CLOSED SALES VOLUME	\$72,577,140	\$123,008,476	\$74,280,388	2%	-40%
AVERAGE SALE PRICE	\$350,614	\$439,316	\$386,877	10%	-12%
MEDIAN SALE PRICE	\$193,000	\$303,000	\$275,000	42%	-9%
INVENTORY	753	202	192	-75%	-5%

## Single Family Home Sales & Inventory by Price Range

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	QTD 2019	QTD 2022	QTD 2023	QTD 19 VS QTD 23	QTD 22 VS QTD 23	Q1 2023
All Price Ranges	207	280	192	-7%	-31%	192
0-\$400,000	180	174	138	-23%	-21%	66
\$400,001 - \$750,000	19	78	38	100%	-51%	54
\$750,001 - \$1,000,000	6	12	6	0%	-50%	21
\$1,000,001 - \$1,500,000	0	7	4	-	-43%	19
\$1,500,001+	2	9	6	200%	-33%	32





## Single Family Home Sales by Community

TOWNS	INVENTORY		QUARTERLY UNIT SALES			QUARTERLY DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		% CHANGE			% CHANGE	% CHANGE			% CHANGE
	Q1 2023	Q1 22 VS Q1 23	Q1 2022	Q1 2023	Q1 22 VS Q1 23	Q1 22 VS Q1 23	4/1/21-3/31/22	4/1/22-3/31/23	
BERKSHIRE COUNTY	192	-5%	280	192	-31%	-40%	\$310,000	\$315,000	2%
Adams	7	0%	19	17	-11%	-27%	\$203,000	\$200,000	-1%
Alford	2	-33%	1	1	0%	719%	\$807,000	\$1,313,000	63%
Becket	3	-25%	9	6	-33%	26%	\$292,000	\$350,000	20%
Cheshire	2	-71%	9	2	-78%	-79%	\$266,000	\$311,000	17%
Clarksburg	3	0%	2	5	150%	179%	\$211,000	\$252,000	19%
Dalton	5	150%	18	9	-50%	-55%	\$265,000	\$275,000	4%
Egremont	11	120%	4	4	0%	-9%	\$615,000	\$785,000	28%
Florida	2	0%	2	2	0%	72%	\$137,000	\$242,000	77%
Gt. Barrington	19	-39%	22	8	-64%	-49%	\$515,000	\$548,000	6%
Hancock	0	-100%	2	0	-100%	-100%	\$401,000	\$335,000	-16%
Hinsdale	1	-75%	5	1	-80%	-74%	\$405,000	\$480,000	19%
Lanesborough	9	200%	11	4	-64%	-79%	\$288,000	\$275,000	-5%
Lee	12	50%	8	9	13%	-9%	\$355,000	\$340,000	-4%
Lenox	14	56%	13	7	-46%	-60%	\$575,000	\$661,000	15%
Monterey	3	0%	3	4	33%	-2%	\$675,000	\$768,000	14%
Mt. Washington	1	-50%	0	2	-	-	\$878,000	\$708,000	-19%
New Ashford	0	-100%	0	0	-	-	\$215,000	\$333,000	55%
New Marlborough	6	-14%	7	3	-57%	-52%	\$580,000	\$775,000	34%
North Adams	13	8%	19	18	-5%	-23%	\$195,000	\$190,000	-3%
Otis	7	0%	8	4	-50%	-26%	\$406,000	\$475,000	17%
Peru	0	-	1	2	100%	92%	\$206,000	\$314,000	52%
Pittsfield	30	-19%	71	51	-28%	-42%	\$245,000	\$265,000	8%
Richmond	7	17%	7	5	-29%	48%	\$549,000	\$650,000	18%
Sandisfield	4	-50%	1	2	100%	-21%	\$450,000	\$360,000	-20%
Savoy	2	0%	1	3	200%	29%	\$287,000	\$219,000	-24%
Sheffield	6	20%	10	7	-30%	-31%	\$505,000	\$485,000	-4%
Stockbridge	8	0%	6	4	-33%	-55%	\$770,000	\$565,000	-27%
Tyringham	1	-	5	0	-100%	-100%	\$1,225,000	\$590,000	-52%
Washington	0	-	0	0	-	-	\$475,000	\$408,000	-14%
West Stockbridge	8	33%	4	1	-75%	-75%	\$563,000	\$545,000	-3%
Williamstown	6	0%	11	7	-36%	-61%	\$413,000	\$414,000	0%
Windsor	0	-100%	1	4	300%	345%	\$339,000	\$420,000	24%
CONDOMINIUMS									
BERKSHIRE COUNTY	36	13%	44	28	-36%	-3%	\$278,000	\$301,000	8%

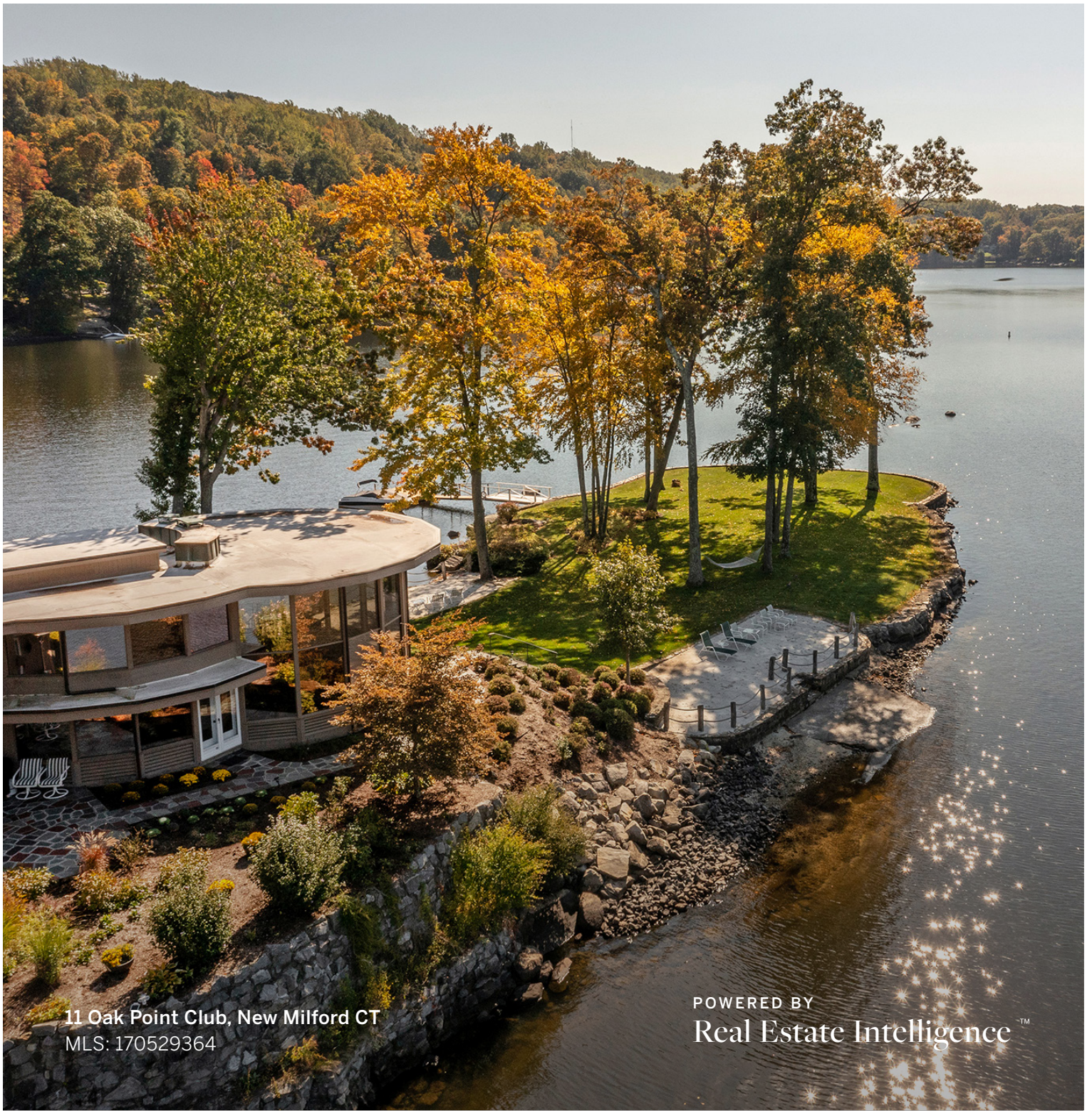




*Berkshire County*

319 Under Mountain Road, Lenox MA  
MLS: 237753





11 Oak Point Club, New Milford CT  
MLS: 170529364

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