

FIRST HALF 2023

Market Watch



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INTERNATIONAL REALTY


Market Overview

Our housing markets in the second quarter of 2023 performed similarly in most respects to the first. Single family property sales continued to decline compared to the second quarter in 2022, while inventory remained scarce, effectively preventing sales growth. If last quarter we observed some pockets where inventory started to turn around, this quarter active listings were consistently down across the board. At the same time, a competitive buying environment resulting from a combination of low inventory and elevated consumer demand helped keep sale prices higher than this time last year.

We expected the second quarter sales declines upon observing the reduced number of properties going into contract during the last quarter. Pending sales are always a leading indicator of how the market will perform in the coming months: fewer pending transactions now means we will likely see fewer closings in the next quarter. Throughout 2023's second quarter contracts once again decreased compared to the same period in 2022.

And yet compared to the first quarter of this year, the pending sales declines of the second quarter were not as steep. In consulting our own company's pending closings, we see that on a monthly basis these decreases became comparatively smaller and smaller as the quarter progressed. In fact, the month of June on its own was virtually flat in dollar volume on average across all our territories compared to the same month last year, and down only 6% in units. This finding represents a dramatic improvement. If the trend persists, if the gap continues to narrow, then pending sales data will soon be telling us a different story.

We are also heading into a time now where we will be comparing our markets to a timeframe in 2022 that experienced significant erosion from the year prior. The second half of last year saw notable declines versus the same six months in 2021. Our projection is that during the second half of 2023 our markets are very likely to demonstrate improvement over the same time in 2022, both due to the weak



ON THE COVER:
New Marlborough MA
MLS: 240336

Economic Factors

INDICATORS	DATES			DATES	GDP
	6/30/22	12/31/22	6/30/23		
Stock Market (Dow)	30,752.77	33,147.61	34,407.60	Q2 2022	-0.6%
Consumer Confidence	98.7	108.3	109.7	Q3 2022	3.2%
Mortgage Rate (US 30 year)	5.70%	6.42%	6.71%	Q4 2022	2.6%
Unemployment Rate	3.6	3.5	3.7*	Q1 2022	2.0%
				Q2 2023 (EST.)	2.2%

* As of May 2023

performance of that period last year and due to the positive trend of properties going to contract we are now witnessing in our own company numbers.

While we anticipate better days ahead, as of the year's midpoint our housing markets stand well behind last year. Year to date, Westchester County, New York, unit sales and closed dollar volume are below last year by 30% and 32%, respectively, while in neighboring Fairfield County, Connecticut, unit sales are down by 31% and volume by 27%. On the Connecticut Shoreline, New Haven County's year to date sales fell behind the same time last year by 25% in units and 23% in volume, Middlesex County's sales are down by 22% in units and 18% in volume, and New London County's sales are down by 21% in units and 23% in volume. In Hartford County, unit sales decreased by 28% and volume by 24% versus the first half of 2022, while Litchfield County saw units drop by 29% and dollar volume by 32%. In Berkshire County, Massachusetts, unit sales declined by 29% and dollar volume by 30% compared to this time last year.

Median sale prices on the other hand remain higher than the same time last year in most of our markets. Only Berkshire and Westchester Counties experienced small declines in their median prices since last year. In all other areas, the imbalance

between supply and demand continues to yield the logical outcome: With far more buyers than there are available listings, multiple parties are competing for the same properties, thus sending prices upward. This phenomenon in our markets currently runs counter to the trend across the country, which has begun to see a general reduction nationally in single family home prices year over year, according to the National Association of Realtors (NAR). But NAR also noted that the Northeast is still experiencing an uptick in prices overall. We believe that our geographic proximity to New York City gives us the unique benefit of an unusually high level of buyer demand that continuously flows from the city into our suburban markets.

Our single greatest challenge remains lack of inventory. Homeowners have been reluctant to list their properties for a couple of reasons. First, with so little supply on the market, some owners are worried they will be unable to locate a new home to purchase if they sell their current home. Secondly, mortgage rates have more than doubled in the past two years, hitting their highest peak since 2007 in June, exceeding 7%. Those who locked in historically low mortgages are now hesitant to trade them in. Until more sellers are willing to list, the market will be severely limited in its ability to improve.

Homeowners who have been considering selling their properties but waiting on the sidelines are encouraged to step into the market now while they can still realize maximum value for their properties due to the heightened buyer interest. We expect this demand to endure for the foreseeable future. According to a June 26 story in The New York Times, two key factors are propping up the demand at the national level, and they are both relevant in our local areas as well. Remote work has given many people more flexibility in where they live in relation to their jobs, and millennials, representing the largest generation in the country, are now at a prime age for shopping for homes.

Though low inventory is constraining sales, we should not forget the point of comparison we are using to show the reduction in closings. The years of the pandemic were an absolutely record-breaking era in real estate, with a sudden outpouring of buyer demand decimating inventory, causing sales levels to surge and sending prices through the roof. The real estate content marketing company Keeping Current Matters recently referred to the pandemic years as “unicorn” years in real estate, an appropriate description. If we look back to pre-pandemic times and the more normalized market of 2019, we see that our markets are healthy by comparison, with closed dollar volume climbing ahead of that time year to date in all our territories. Unit closings are down from 2019, but this makes sense given the precipitous drop in inventory since that time, with remarkable declines ranging from 60 to 80% across our markets. The increase in dollar volume alongside a decrease in units indicates that more properties are selling at higher price points.

In some promising news for real estate, inflation has eased after several rate hikes from the Federal Reserve, though it hasn't yet cooled as much as it needs to according to multiple economists. Other promising aspects include the ongoing

low unemployment rate and continued health in US Consumer Confidence, which rose to 109.7 (1985=100) in June per the Conference Board Consumer Confidence Index. GDP increased at an annual rate of 2% last quarter and is projected to grow in the second quarter by 2.2%, according to the Federal Reserve Bank of Atlanta. The stock market has shown volatility but ended the quarter in positive territory after large banks successfully passed the Fed's annual stress test.

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.

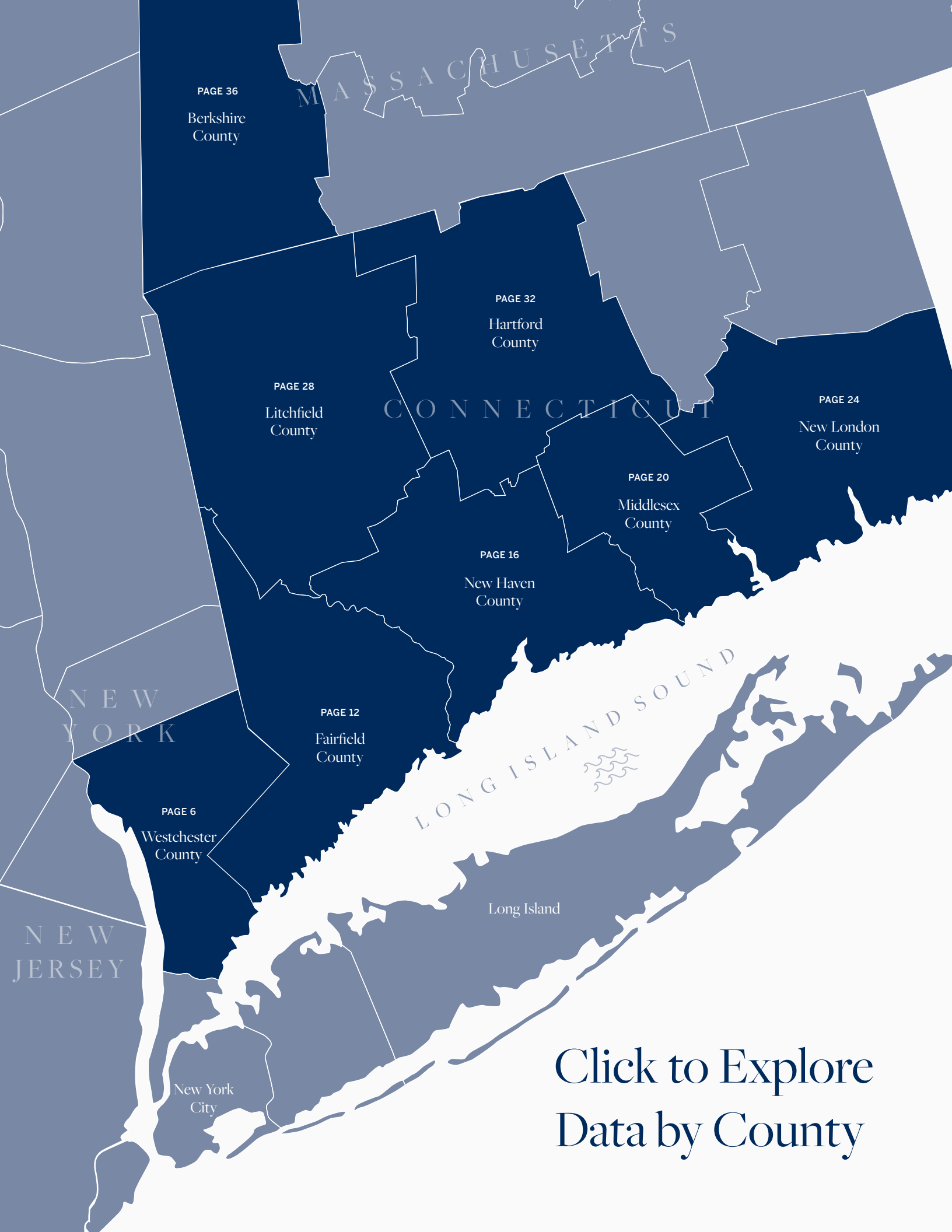


Paul E. Breunich

Chairman and Chief Executive Officer

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Berkshire
County

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Hartford
County

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Litchfield
County

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New London
County

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Middlesex
County

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New Haven
County

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Fairfield
County

PAGE 6

Westchester
County

Long Island

New York
City

Click to Explore
Data by County



AT A GLANCE

Westchester County

12-MONTH MEDIAN SELLING PRICE**

\$815K

+26%

23 VS 19
% CHANGE

+2%

23 VS 22
% CHANGE

YTD CLOSED SALES

1,997

-19%

23 VS 19
% CHANGE

-30%

23 VS 22
% CHANGE

YTD CLOSED VOLUME

\$2.2B

+6%

23 VS 19
% CHANGE

-32%

23 VS 22
% CHANGE

CURRENT INVENTORY*

960

-72%

23 VS 19
% CHANGE

-38%

23 VS 22
% CHANGE

8 Cooper Road, Scarsdale NY
MLS: 6195718

* Inventory as of 6/30

**12 Month Median Selling Price Calculated From 7/1/22 - 6/30/23

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

YEAR-TO-DATE

WESTCHESTER COUNTY OVERALL

	2019	2022	2023	19 VS 23 % CHANGE	22 VS 23 % CHANGE
CLOSED SALES	2,479	2,850	1,997	-19%	-30%
CLOSED SALES VOLUME	\$2,067,239,799	\$3,204,365,964	\$2,181,412,085	6%	-32%
AVERAGE SALE PRICE	\$833,034	\$1,123,743	\$1,092,021	31%	-3%
MEDIAN SALE PRICE	\$650,000	\$810,000	\$805,000	24%	-1%
INVENTORY	3,391	1,557	960	-72%	-38%

SOUTHERN WESTCHESTER COUNTY

	2019	2022	2023	19 VS 23 % CHANGE	22 VS 23 % CHANGE
CLOSED SALES	1,678	1,978	1,395	-17%	-29%
CLOSED SALES VOLUME	\$1,508,047,716	\$2,308,485,156	\$1,615,625,062	7%	-30%
AVERAGE SALE PRICE	\$898,717	\$1,167,080	\$1,158,154	29%	-1%
MEDIAN SALE PRICE	\$700,000	\$830,000	\$850,000	21%	2%
INVENTORY	2,179	1,069	656	-70%	-39%

NORTHERN WESTCHESTER COUNTY

	2019	2022	2023	19 VS 23 % CHANGE	22 VS 23 % CHANGE
CLOSED SALES	801	872	602	-25%	-31%
CLOSED SALES VOLUME	\$559,192,083	\$895,880,808	\$565,787,023	1%	-37%
AVERAGE SALE PRICE	\$698,117	\$1,027,386	\$941,811	35%	-8%
MEDIAN SALE PRICE	\$560,000	\$735,000	\$700,000	25%	-5%
INVENTORY	1,212	488	304	-75%	-38%

Single Family Home Sales & Inventory by Price Range

WESTCHESTER COUNTY OVERALL

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	YTD 2019	YTD 2022	YTD 2023	YTD 19 VS YTD 23	YTD 22 VS YTD 23	YTD 2023
All Price Ranges	2,479	2,850	1,997	-19%	-30%	960
0-\$1,000,000	1,951	1,861	1,324	-32%	-29%	464
\$1,000,001 - \$2,000,000	412	659	476	16%	-28%	273
\$2,000,001 - \$3,000,000	89	210	126	42%	-40%	93
\$3,000,001 - \$5,000,000	22	100	54	145%	-46%	75
\$5,000,001+	5	20	17	240%	-15%	55

SOUTHERN WESTCHESTER COUNTY

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	YTD 2019	YTD 2022	YTD 2023	YTD 19 VS YTD 23	YTD 22 VS YTD 23	YTD 2023
All Price Ranges	1,678	1,978	1,395	-17%	-29%	656
0-\$1,000,000	1,257	1,258	888	-29%	-29%	310
\$1,000,001 - \$2,000,000	323	461	346	7%	-25%	194
\$2,000,001 - \$3,000,000	76	166	102	34%	-39%	65
\$3,000,001 - \$5,000,000	19	79	45	137%	-43%	48
\$5,000,001+	3	14	14	367%	0%	39

NORTHERN WESTCHESTER COUNTY

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	YTD 2019	YTD 2022	YTD 2023	YTD 19 VS YTD 23	YTD 22 VS YTD 23	YTD 2023
All Price Ranges	801	872	602	-25%	-31%	304
0-\$1,000,000	694	603	436	-37%	-28%	154
\$1,000,001 - \$2,000,000	89	198	130	46%	-34%	79
\$2,000,001 - \$3,000,000	13	44	24	85%	-45%	28
\$3,000,001 - \$5,000,000	3	21	9	200%	-57%	27
\$5,000,001+	2	6	3	50%	-50%	16

* Inventory as of 6/30

Westchester County



430 Orienta Avenue, Mamaroneck NY
MLS: 6251996

Single Family Home Sales by Community

SOUTHERN WESTCHESTER COUNTY

SCHOOL DISTRICT	INVENTORY		YEART-TO-DATE UNIT SALES			YEART-TO-DATE DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		% CHANGE			% CHANGE	% CHANGE			% CHANGE
	YTD 2023	YTD 22 VS YTD 23	YTD 2022	YTD 2023	YTD 22 VS YTD 23	YTD 22 VS YTD 23	7/1/21-6/30/22	7/1/22-6/30/23	
WESTCHESTER COUNTY	960	-38%	2,850	1,997	-30%	-32%	\$800,000	\$815,000	2%
Southern Westchester	656	-39%	1,978	1,395	-29%	-30%	\$850,000	\$855,000	1%
Ardley	9	-69%	59	36	-39%	-37%	\$770,000	\$799,000	4%
Blind Brook	14	-50%	69	40	-42%	-41%	\$1,064,000	\$1,100,000	3%
Briarcliff Manor	11	22%	28	17	-39%	-50%	\$1,050,000	\$1,050,000	0%
Bronxville	21	-16%	43	30	-30%	-36%	\$2,525,000	\$2,260,000	-10%
Dobbs Ferry	15	-12%	33	23	-30%	-16%	\$850,000	\$860,000	1%
Eastchester	27	0%	55	30	-45%	-45%	\$820,000	\$900,000	10%
Edgemont	24	-31%	37	32	-14%	-10%	\$1,200,000	\$1,360,000	13%
Elmsford	14	-42%	42	16	-62%	-62%	\$590,000	\$611,000	4%
Greenburgh	9	-44%	54	26	-52%	-52%	\$593,000	\$620,000	5%
Harrison	27	-36%	63	45	-29%	-42%	\$1,624,000	\$1,683,000	4%
Hartsdale (P.O.)	10	25%	39	25	-36%	-35%	\$690,000	\$750,000	9%
Hastings	7	-53%	31	26	-16%	-13%	\$950,000	\$983,000	3%
Irvington	32	23%	34	29	-15%	-18%	\$1,155,000	\$1,200,000	4%
Mamaroneck *	23	-44%	123	95	-23%	-21%	\$1,500,000	\$1,531,000	2%
Mount Pleasant	10	-66%	48	35	-27%	-21%	\$663,000	\$687,000	4%
Mount Vernon	33	-47%	70	63	-10%	-8%	\$582,000	\$630,000	8%
New Rochelle	41	-47%	160	130	-19%	-16%	\$845,000	\$848,000	0%
Ossining	38	-14%	80	60	-25%	-14%	\$558,000	\$620,000	11%
Pelham	18	-36%	56	43	-23%	-31%	\$1,157,000	\$1,165,000	1%
Pleasantville	12	-25%	43	24	-44%	-42%	\$765,000	\$828,000	8%
Pocantico Hills	1	0%	8	5	-38%	-44%	\$901,000	\$1,030,000	14%
Port Chester	9	-61%	63	42	-33%	-38%	\$649,000	\$625,000	-4%
Purchase (P.O.)	14	-39%	17	12	-29%	-15%	\$1,480,000	\$2,050,000	39%
Rye City	30	-21%	82	61	-26%	-31%	\$2,153,000	\$1,876,000	-13%
Rye Neck	7	-67%	35	21	-40%	-44%	\$980,000	\$976,000	0%
Scarsdale	46	-44%	123	74	-40%	-36%	\$1,901,000	\$2,000,000	5%
Tarrytown	1	-93%	25	17	-32%	-33%	\$883,000	\$961,000	9%
Tuckahoe	12	-8%	33	17	-48%	-42%	\$915,000	\$868,000	-5%
Valhalla	6	-54%	39	27	-31%	-36%	\$665,000	\$655,000	-2%
White Plains	29	-50%	113	90	-20%	-11%	\$779,000	\$805,000	3%
Yonkers	106	-42%	273	204	-25%	-29%	\$625,000	\$629,000	1%
CONDOMINIUMS AND COOPERATIVES									
Condominiums	159	-14%	564	329	-42%	-43%	\$475,000	\$465,000	-2%
Cooperatives	444	-38%	1,048	788	-25%	-27%	\$200,000	\$198,000	-1%

*Mamaroneck School District includes Larchmont P.O.

Single Family Home Sales by Community

NORTHERN WESTCHESTER COUNTY

SCHOOL DISTRICT	INVENTORY		YEART-TO-DATE UNIT SALES			YEART-TO-DATE DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		% CHANGE			% CHANGE	% CHANGE			% CHANGE
	YTD 2023	YTD 22 VS YTD 23	YTD 2022	YTD 2023	YTD 22 VS YTD 23	YTD 22 VS YTD 23	7/1/21-6/30/22	7/1/22-6/30/23	
WESTCHESTER COUNTY	960	-38%	2,850	1,997	-30%	-32%	\$800,000	\$815,000	2%
Northern Westchester	304	-38%	872	602	-31%	-37%	\$740,000	\$716,000	-3%
Bedford	59	-25%	130	96	-26%	-39%	\$975,000	\$985,000	1%
Byram Hills	35	-46%	70	41	-41%	-46%	\$1,406,000	\$1,435,000	2%
Chappaqua	28	-32%	93	56	-40%	-45%	\$1,200,000	\$1,250,000	4%
Croton-Harmon	19	6%	50	36	-28%	-34%	\$713,000	\$750,000	5%
Hendrick Hudson	24	-17%	65	48	-26%	-28%	\$550,000	\$580,000	5%
Katonah-Lewisboro	36	-40%	106	70	-34%	-28%	\$835,000	\$870,000	4%
Lakeland	36	-39%	128	82	-36%	-37%	\$510,000	\$518,000	2%
North Salem	12	-33%	28	18	-36%	-45%	\$677,000	\$635,000	-6%
Peekskill	12	-45%	52	25	-52%	-53%	\$475,000	\$477,000	0%
Somers	22	-61%	78	60	-23%	-24%	\$705,000	\$700,000	-1%
Yorktown	21	-48%	72	70	-3%	-14%	\$621,000	\$629,000	1%
CONDOMINIUMS AND COOPERATIVES									
Condominiums	86	-4%	257	173	-33%	-26%	\$400,000	\$434,000	9%
Cooperatives	19	-44%	60	37	-38%	-38%	\$135,000	\$130,000	-4%



5 Oak Valley Lane, Purchase NY
MLS# 6192466



2236 Shippan Avenue, Stamford CT
MLS: 170571611

AT A GLANCE

Fairfield County

12-MONTH MEDIAN SELLING PRICE**

\$650K

+44%
23 VS 19
% CHANGE

+5%
23 VS 22
% CHANGE

YTD CLOSED SALES

2,887

-25%
23 VS 19
% CHANGE

-31%
23 VS 22
% CHANGE

YTD CLOSED VOLUME

\$3.3B

+23%
23 VS 19
% CHANGE

-27%
23 VS 22
% CHANGE

CURRENT INVENTORY*

1,548

-75%
23 VS 19
% CHANGE

-31%
23 VS 22
% CHANGE

* Inventory as of 6/30

**12 Month Median Selling Price Calculated From 7/1/22 - 6/30/23

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

YEAR-TO-DATE

	2019	2022	2023	19 VS 23 % CHANGE	22 VS 23 % CHANGE
CLOSED SALES	3,869	4,160	2,887	-25%	-31%
CLOSED SALES VOLUME	\$2,656,490,140	\$4,482,312,464	\$3,266,984,802	23%	-27%
AVERAGE SALE PRICE	\$686,609	\$1,077,479	\$1,131,619	65%	5%
MEDIAN SALE PRICE	\$451,000	\$640,000	\$655,000	45%	2%
INVENTORY	6,119	2,256	1,548	-75%	-31%

Single Family Home Sales & Inventory by Price Range

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	YTD 2019	YTD 2022	YTD 2023	YTD 19 VS YTD 23	YTD 22 VS YTD 23	YTD 2023
All Price Ranges	3,869	4,160	2,887	-25%	-31%	1,548
0 - \$800,000	3,029	2,514	1,708	-44%	-32%	669
\$800,001 - \$1,500,000	517	857	617	19%	-28%	367
\$1,500,001 - \$2,000,000	128	275	186	45%	-32%	120
\$2,000,001 - \$3,000,000	124	261	208	68%	-20%	138
\$3,000,001+	71	253	178	151%	-30%	254



Darien CT
MLS: 170556031

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 2023	YTD 22 VS YTD 23	YTD 2022	YTD 2023	YTD 22 VS YTD 23	YTD 22 VS YTD 23	7/1/21 - 6/30/22	7/1/22 - 6/30/23	
FAIRFIELD COUNTY	1,548	-31%	4,160	2,887	-31%	-27%	\$620,000	\$650,000	5%
Bethel	31	-28%	65	61	-6%	-1%	\$463,000	\$475,000	3%
Bridgeport	89	-46%	349	242	-31%	-28%	\$302,000	\$320,000	6%
Brookfield	43	-30%	83	61	-27%	-32%	\$500,000	\$529,000	6%
Danbury	57	-43%	218	136	-38%	-34%	\$420,000	\$440,000	5%
Darien	50	-32%	142	100	-30%	-2%	\$1,705,000	\$1,763,000	3%
Easton	20	-51%	58	44	-24%	-28%	\$790,000	\$850,000	8%
Fairfield	151	-23%	346	260	-25%	-26%	\$765,000	\$801,000	5%
Greenwich	173	-27%	332	246	-26%	-25%	\$2,200,000	\$2,335,000	6%
Monroe	30	-33%	95	56	-41%	-37%	\$493,000	\$550,000	12%
New Canaan	76	-16%	126	92	-27%	-26%	\$1,776,000	\$1,997,000	12%
New Fairfield	34	-38%	84	66	-21%	-17%	\$479,000	\$508,000	6%
Newtown	86	-5%	156	132	-15%	-16%	\$525,000	\$542,000	3%
Norwalk	99	-40%	322	245	-24%	-18%	\$600,000	\$630,000	5%
Redding	30	-43%	58	42	-28%	-31%	\$650,000	\$808,000	24%
Ridgefield	60	-32%	168	118	-30%	-2%	\$829,000	\$926,000	12%
Rowayton	10	-52%	34	22	-35%	-9%	\$1,595,000	\$1,710,000	7%
Shelton	50	-38%	159	124	-22%	-22%	\$440,000	\$468,000	6%
Sherman	19	-42%	30	15	-50%	-53%	\$608,000	\$636,000	5%
Stamford	136	-31%	369	237	-36%	-33%	\$730,000	\$785,000	8%
Stratford	66	-42%	338	194	-43%	-41%	\$365,000	\$385,000	5%
Trumbull	57	-30%	209	143	-32%	-34%	\$520,000	\$535,000	3%
Weston	40	-25%	99	59	-40%	-46%	\$1,140,000	\$1,150,000	1%
Westport	106	-19%	233	135	-42%	-42%	\$1,754,000	\$1,925,000	10%
Wilton	45	-30%	121	79	-35%	-33%	\$1,001,000	\$1,050,000	5%
Middlebury*	21	-36%	47	40	-15%	-29%	\$385,000	\$409,000	6%
Oxford*	37	32%	65	37	-43%	-41%	\$460,000	\$465,000	1%
Southbury*	48	-2%	88	61	-31%	-16%	\$471,000	\$550,000	17%
CONDOMINIUMS									
FAIRFIELD COUNTY	458	-33%	1,627	1,245	-23%	-16%	\$312,000	\$345,000	11%

*Is not included in totals



16 Lake Road, Danbury CT
MLS: 170580062



AT A GLANCE

New Haven County

12-MONTH MEDIAN SELLING PRICE**

\$338K

+44%
23 VS 19
% CHANGE

+7%
23 VS 22
% CHANGE

YTD CLOSED SALES

2,722

-23%
23 VS 19
% CHANGE

-25%
23 VS 22
% CHANGE

YTD CLOSED VOLUME

\$1.1B

+13%
23 VS 19
% CHANGE

-23%
23 VS 22
% CHANGE

CURRENT INVENTORY*

1,143

-64%
23 VS 19
% CHANGE

-17%
23 VS 22
% CHANGE

* Inventory as of 6/30

**12 Month Median Selling Price Calculated From 7/1/22 - 6/30/23

281 Old Sachems Head Road, Guilford CT
MLS: 170570602

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

YEAR-TO-DATE

	2019	2022	2023	19 VS 23 % CHANGE	22 VS 23 % CHANGE
CLOSED SALES	3,540	3,649	2,722	-23%	-25%
CLOSED SALES VOLUME	\$975,349,737	\$1,435,506,744	\$1,104,611,612	13%	-23%
AVERAGE SALE PRICE	\$275,523	\$393,397	\$405,809	47%	3%
MEDIAN SALE PRICE	\$232,000	\$325,000	\$335,000	44%	3%
INVENTORY	3,206	1,377	1,143	-64%	-17%

Single Family Home Sales & Inventory by Price Range

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	YTD 2019	YTD 2022	YTD 2023	YTD 19 VS YTD 23	YTD 22 VS YTD 23	YTD 2023
All Price Ranges	3,540	3,649	2,722	-23%	-25%	1,143
0-\$400,000	3,061	2,449	1,801	-41%	-26%	579
\$400,001 - \$750,000	407	989	711	75%	-28%	368
\$750,001 - \$1,000,000	30	123	122	307%	-1%	102
\$1,000,001 - \$1,500,000	28	49	68	143%	39%	58
\$1,500,001+	14	39	20	43%	-49%	36



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 2023	YTD 22 VS YTD 23	YTD 2022	YTD 2023	YTD 22 VS YTD 23	YTD 22 VS YTD 23	7/1/21 - 6/30/22	7/1/22 - 6/30/23	
NEW HAVEN COUNTY	1,143	-17%	3,649	2,722	-25%	-23%	\$315,000	\$338,000	7%
Ansonia	25	-4%	76	53	-30%	-34%	\$283,000	\$300,000	6%
Beacon Falls	11	22%	31	26	-16%	-22%	\$334,000	\$324,000	-3%
Bethany	12	-45%	23	22	-4%	-1%	\$436,000	\$480,000	10%
Branford	45	-12%	113	65	-42%	-39%	\$425,000	\$467,000	10%
Cheshire	41	-33%	151	99	-34%	-22%	\$440,000	\$475,000	8%
Derby	11	-54%	47	38	-19%	-21%	\$301,000	\$288,000	-4%
East Haven	28	-10%	133	104	-22%	-18%	\$285,000	\$310,000	9%
Guilford	54	15%	145	107	-26%	-21%	\$520,000	\$555,000	7%
Hamden	96	-25%	345	256	-26%	-24%	\$285,000	\$315,000	11%
Madison	48	-24%	109	109	0%	-10%	\$588,000	\$625,000	6%
Meriden	48	-34%	299	198	-34%	-32%	\$248,000	\$264,000	6%
Middlebury	21	-36%	47	40	-15%	-29%	\$385,000	\$409,000	6%
Milford	106	-1%	266	210	-21%	-24%	\$425,000	\$450,000	6%
Naugatuck	48	-29%	176	140	-20%	-15%	\$265,000	\$300,000	13%
New Haven	67	14%	152	131	-14%	-8%	\$276,000	\$285,000	3%
North Branford	21	5%	57	38	-33%	-39%	\$370,000	\$380,000	3%
North Haven	40	-2%	140	88	-37%	-35%	\$370,000	\$385,000	4%
Orange	17	-51%	68	42	-38%	-33%	\$507,000	\$516,000	2%
Oxford	37	32%	65	37	-43%	-41%	\$460,000	\$465,000	1%
Prospect	15	-38%	65	35	-46%	-39%	\$322,000	\$365,000	13%
Seymour	21	-25%	81	57	-30%	-16%	\$312,000	\$346,000	11%
Southbury	48	-2%	88	62	-30%	-15%	\$471,000	\$549,000	17%
Wallingford	36	-29%	159	121	-24%	-20%	\$325,000	\$341,000	5%
Waterbury	115	-38%	441	364	-17%	-9%	\$210,000	\$235,000	12%
West Haven	69	11%	190	163	-14%	-12%	\$280,000	\$300,000	7%
Wolcott	37	6%	101	79	-22%	-26%	\$305,000	\$315,000	3%
Woodbridge	26	44%	81	38	-53%	-45%	\$538,000	\$626,000	16%
CONDOMINIUMS									
NEW HAVEN	307	-3%	1,234	935	-24%	-15%	\$190,000	\$215,000	13%



307 Neck Road, Madison CT
MLS# 170570222



AT A GLANCE

Middlesex County

12-MONTH MEDIAN SELLING PRICE**

\$382K

+36%
23 VS 19
% CHANGE

+6%
23 VS 22
% CHANGE

YTD CLOSED SALES

633

-30%
23 VS 19
% CHANGE

-22%
23 VS 22
% CHANGE

YTD CLOSED VOLUME

\$296M

-1%
23 VS 19
% CHANGE

-18%
23 VS 22
% CHANGE

CURRENT INVENTORY*

311

-72%
23 VS 19
% CHANGE

-17%
23 VS 22
% CHANGE

* Inventory as of 6/30

**12 Month Median Selling Price Calculated From 7/1/22 - 6/30/23

135 Middle Haddam Road, East Hampton CT
MLS#: 170576299

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

YEAR-TO-DATE

	2019	2022	2023	19 VS 23 % CHANGE	22 VS 23 % CHANGE
CLOSED SALES	902	814	633	-30%	-22%
CLOSED SALES VOLUME	\$299,439,454	\$360,487,949	\$295,974,234	-1%	-18%
AVERAGE SALE PRICE	\$331,973	\$442,860	\$467,574	41%	6%
MEDIAN SALE PRICE	\$280,000	\$370,000	\$390,000	39%	5%
INVENTORY	1,109	373	311	-72%	-17%

Single Family Home Sales & Inventory by Price Range

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	YTD 2019	YTD 2022	YTD 2023	YTD 19 VS YTD 23	YTD 22 VS YTD 23	YTD 2023
All Price Ranges	902	814	633	-30%	-22%	311
0-\$400,000	716	476	340	-53%	-29%	103
\$400,001 - \$750,000	154	270	229	49%	-15%	132
\$750,001 - \$1,000,000	19	39	35	84%	-10%	33
\$1,000,001 - \$1,500,000	9	20	20	122%	0%	21
\$1,500,001+	4	9	9	125%	0%	22



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 2023	YTD 22 VS YTD 23	YTD 2022	YTD 2023	YTD 22 VS YTD 23	YTD 22 VS YTD 23	7/1/21- 6/30/22	7/1/22- 6/30/23	
MIDDLESEX	311	-17%	814	633	-22%	-18%	\$362,000	\$382,000	6%
Chester	8	-20%	22	16	-27%	-11%	\$450,000	\$475,000	6%
Clinton	35	9%	57	42	-26%	-25%	\$375,000	\$410,000	9%
Cromwell	18	13%	46	44	-4%	21%	\$339,000	\$413,000	22%
Deep River	13	8%	10	18	80%	-7%	\$355,000	\$361,000	2%
Durham	16	-16%	35	27	-23%	-20%	\$401,000	\$403,000	0%
East Haddam	19	-10%	72	46	-36%	-37%	\$320,000	\$345,000	8%
East Hampton	51	-26%	83	63	-24%	-22%	\$328,000	\$375,000	14%
Essex	23	0%	46	44	-4%	25%	\$490,000	\$610,000	24%
Haddam	13	-38%	50	33	-34%	-35%	\$385,000	\$402,000	4%
Killingworth	11	-52%	36	27	-25%	-51%	\$500,000	\$440,000	-12%
Middlefield	4	-43%	26	12	-54%	-51%	\$308,000	\$318,000	3%
Middletown	44	-15%	194	142	-27%	-25%	\$300,000	\$310,000	3%
Old Saybrook	28	-13%	65	57	-12%	-13%	\$520,000	\$550,000	6%
Portland	15	-12%	47	26	-45%	-40%	\$310,000	\$338,000	9%
Westbrook	13	-32%	25	36	44%	55%	\$433,000	\$508,000	17%
CONDOMINIUMS									
MIDDLESEX	45	-4%	256	164	-36%	-29%	\$172,000	\$195,000	13%



5 Blue Heron Lane, Clinton CT
MLS# 170550443



153 Ferry Road, Lyme CT
MLS# 170518343

AT A GLANCE

New London County

12-MONTH MEDIAN SELLING PRICE**

\$325K

+41%
23 VS 19
% CHANGE

+5%
23 VS 22
% CHANGE

YTD CLOSED SALES

1,125

-27%
23 VS 19
% CHANGE

-21%
23 VS 22
% CHANGE

YTD CLOSED VOLUME

\$418M

+4%
23 VS 19
% CHANGE

-23%
23 VS 22
% CHANGE

CURRENT INVENTORY*

442

-71%
23 VS 19
% CHANGE

-15%
23 VS 22
% CHANGE

* Inventory as of 6/30

**12 Month Median Selling Price Calculated From 7/1/22 - 6/30/23

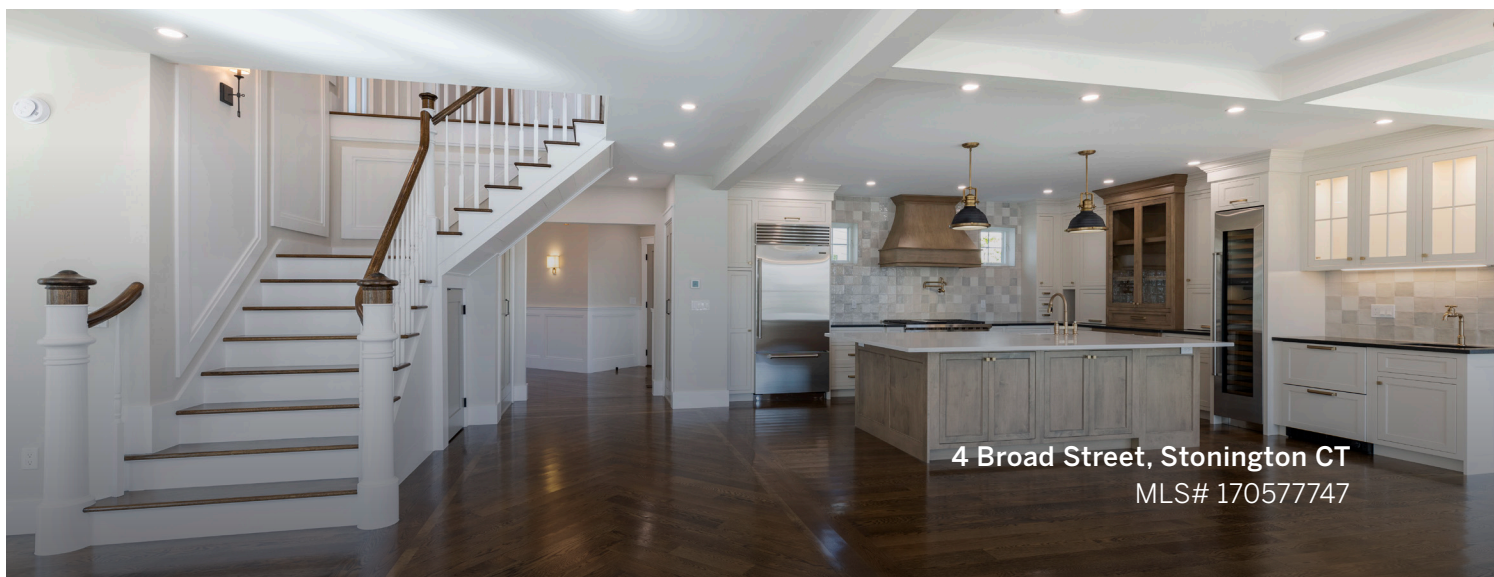
Closed Sales, Average and Median Sale Price & Inventory (Single Family)

YEAR-TO-DATE

	2019	2022	2023	19 VS 23 % CHANGE	22 VS 23 % CHANGE
CLOSED SALES	1,531	1,428	1,125	-27%	-21%
CLOSED SALES VOLUME	\$400,885,780	\$541,746,426	\$418,145,398	4%	-23%
AVERAGE SALE PRICE	\$261,846	\$379,374	\$371,685	42%	-2%
MEDIAN SALE PRICE	\$235,000	\$315,000	\$325,000	38%	3%
INVENTORY	1,535	518	442	-71%	-15%

Single Family Home Sales & Inventory by Price Range

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	YTD 2019	YTD 2022	YTD 2023	YTD 19 VS YTD 23	YTD 22 VS YTD 23	YTD 2023
All Price Ranges	1,531	1,428	1,125	-27%	-21%	442
0-\$400,000	1,346	1,028	764	-43%	-26%	189
\$400,001 - \$750,000	164	312	297	81%	-5%	150
\$750,001 - \$1,000,000	10	44	36	260%	-18%	44
\$1,000,001 - \$1,500,000	7	24	23	229%	-4%	24
\$1,500,001+	4	20	5	25%	-75%	35



4 Broad Street, Stonington CT
MLS# 170577747

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 2023	YTD 22 VS YTD 23	YTD 2022	YTD 2023	YTD 22 VS YTD 23	YTD 22 VS YTD 23	7/1/21- 6/30/22	7/1/22- 6/30/23	
NEW LONDON	442	-15%	1,428	1,125	-21%	-23%	\$310,000	\$325,000	5%
Bozrah	5	0%	6	9	50%	32%	\$320,000	\$310,000	-3%
Colchester	36	13%	96	62	-35%	-34%	\$340,000	\$376,000	11%
East Lyme	42	-14%	128	82	-36%	-24%	\$405,000	\$429,000	6%
Franklin	4	-43%	11	7	-36%	-20%	\$305,000	\$305,000	0%
Griswold	14	-7%	68	57	-16%	-19%	\$288,000	\$288,000	0%
Groton	48	-2%	143	109	-24%	-32%	\$310,000	\$345,000	11%
Lebanon	15	15%	43	26	-40%	-40%	\$316,000	\$340,000	8%
Ledyard	47	31%	125	84	-33%	-22%	\$310,000	\$331,000	7%
Lisbon	2	-67%	32	26	-19%	-25%	\$270,000	\$300,000	11%
Lyme	12	-20%	15	7	-53%	-71%	\$702,000	\$775,000	10%
Montville	16	-45%	102	86	-16%	-22%	\$270,000	\$290,000	7%
New London	21	-28%	83	82	-1%	-4%	\$250,000	\$259,000	4%
North Stonington	11	-35%	35	28	-20%	-15%	\$360,000	\$412,000	14%
Norwich	47	-19%	198	179	-10%	-4%	\$220,000	\$235,000	7%
Old Lyme	24	-25%	62	62	0%	-1%	\$476,000	\$508,000	7%
Preston	2	-83%	25	13	-48%	-50%	\$290,000	\$309,000	7%
Salem	12	-20%	21	20	-5%	12%	\$366,000	\$352,000	-4%
Sprague	5	67%	18	20	11%	23%	\$250,000	\$300,000	20%
Stonington	47	4%	77	54	-30%	-39%	\$445,000	\$475,000	7%
Valuntown	2	-82%	16	9	-44%	-54%	\$310,000	\$333,000	7%
Waterford	30	-33%	124	103	-17%	-12%	\$315,000	\$340,000	8%
CONDOMINIUMS									
NEW LONDON	50	-38%	281	186	-34%	-25%	\$185,000	\$195,000	5%

New London County



15 Sea Lane, Old Lyme CT
MLS# 170565341



AT A GLANCE

Litchfield County

12-MONTH MEDIAN SELLING PRICE**

\$348K

+47%
23 VS 19
% CHANGE

+6%
23 VS 22
% CHANGE

YTD CLOSED SALES

776

-24%
23 VS 19
% CHANGE

-29%
23 VS 22
% CHANGE

YTD CLOSED VOLUME

\$361M

+11%
23 VS 19
% CHANGE

-32%
23 VS 22
% CHANGE

CURRENT INVENTORY*

513

-70%
23 VS 19
% CHANGE

-20%
23 VS 22
% CHANGE

* Inventory as of 6/30

**12 Month Median Selling Price Calculated From 7/1/22 - 6/30/23

42 Nettleton Hollow Road, Washington CT
MLS:170382809

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

YEAR-TO-DATE

	2019	2022	2023	19 VS 23 % CHANGE	22 VS 23 % CHANGE
CLOSED SALES	1,018	1,094	776	-24%	-29%
CLOSED SALES VOLUME	\$325,600,607	\$527,923,944	\$360,765,553	11%	-32%
AVERAGE SALE PRICE	\$319,843	\$482,563	\$463,709	45%	-4%
MEDIAN SALE PRICE	\$230,000	\$340,000	\$350,000	52%	3%
INVENTORY	1,693	641	513	-70%	-20%

Single Family Home Sales & Inventory by Price Range

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	YTD 2019	YTD 2022	YTD 2023	YTD 19 VS. YTD 23	YTD 22 VS. YTD 23	YTD 2023
All Price Ranges	1,018	1,094	776	-24%	-29%	513
0-\$400,000	856	680	486	-43%	-29%	174
\$400,001 - \$750,000	99	276	212	114%	-23%	142
\$750,001 - \$1,000,000	27	62	32	19%	-48%	63
\$1,000,001 - \$2,000,000	27	51	33	22%	-35%	86
\$2,000,001+	9	25	13	44%	-48%	48



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 2023	YTD 22 VS YTD 23	YTD 2022	YTD 2023	YTD 22 VS YTD 23	YTD 22 VS YTD 23	7/1/21-6/30/22	7/1/22-6/30/23	
LITCHFIELD COUNTY	513	-20%	1,094	776	-29%	-32%	\$327,000	\$348,000	6%
Barkhamsted	8	0%	17	12	-29%	-28%	\$326,000	\$393,000	21%
Bethlehem	14	-22%	23	21	-9%	-30%	\$413,000	\$404,000	-2%
Bridgewater	7	-30%	16	8	-50%	-49%	\$653,000	\$633,000	-3%
Canaan, North Canaan	13	-24%	34	17	-50%	-41%	\$305,000	\$313,000	3%
Colebrook	4	-20%	11	5	-55%	-74%	\$355,000	\$378,000	6%
Cornwall	11	-21%	7	9	29%	-47%	\$583,000	\$563,000	-3%
Goshen	28	-18%	25	24	-4%	-25%	\$520,000	\$530,000	2%
Harwinton	13	-32%	44	21	-52%	-51%	\$338,000	\$345,000	2%
Kent	15	25%	16	17	6%	-36%	\$650,000	\$471,000	-28%
Litchfield	33	22%	52	27	-48%	-69%	\$443,000	\$408,000	-8%
Morris	12	20%	17	8	-53%	-67%	\$436,000	\$395,000	-9%
New Hartford	17	0%	41	23	-44%	-42%	\$330,000	\$375,000	14%
New Milford	62	-36%	142	112	-21%	-14%	\$415,000	\$430,000	4%
Norfolk	8	-20%	10	7	-30%	-41%	\$348,000	\$400,000	15%
Plymouth	21	-22%	76	57	-25%	-25%	\$241,000	\$260,000	8%
Roxbury	23	44%	20	7	-65%	-73%	\$900,000	\$858,000	-5%
Salisbury	23	-23%	27	29	7%	1%	\$795,000	\$892,000	12%
Sharon	17	42%	18	21	17%	-24%	\$555,000	\$550,000	-1%
Thomaston	14	-46%	46	29	-37%	-37%	\$275,000	\$280,000	2%
Torrington	60	-3%	188	162	-14%	-4%	\$220,000	\$250,000	14%
Warren	7	-22%	8	7	-13%	-9%	\$419,000	\$540,000	29%
Washington	25	-32%	28	17	-39%	-28%	\$685,000	\$1,360,000	99%
Watertown	34	-23%	109	99	-9%	-13%	\$289,000	\$300,000	4%
Winchester	18	-42%	68	44	-35%	-36%	\$240,000	\$225,000	-6%
Woodbury	26	-47%	51	27	-47%	-48%	\$470,000	\$590,000	26%
CONDOMINIUMS									
LITCHFIELD COUNTY	60	9%	216	135	-38%	-35%	\$158,000	\$180,000	14%



102 Melius Road, Warren CT
MLS# 170535252



AT A GLANCE

Hartford County

12-MONTH MEDIAN SELLING PRICE**

\$320K

+39%
23 VS 19
% CHANGE

+7%
23 VS 22
% CHANGE

YTD CLOSED SALES

2,850

-29%
23 VS 19
% CHANGE

-28%
23 VS 22
% CHANGE

YTD CLOSED VOLUME

\$1B

0%
23 VS 19
% CHANGE

-24%
23 VS 22
% CHANGE

CURRENT INVENTORY*

966

-69%
23 VS 19
% CHANGE

-15%
23 VS 22
% CHANGE

* Inventory as of 6/30

**12 Month Median Selling Price Calculated From 7/1/22 - 6/30/23

225 Deercliff Road, Avon CT
MLS# 170567134

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

YEAR-TO-DATE

	2019	2022	2023	19 VS 23 % CHANGE	22 VS 23 % CHANGE
CLOSED SALES	4,039	3,958	2,850	-29%	-28%
CLOSED SALES VOLUME	\$1,065,199,875	\$1,396,225,840	\$1,063,699,915	0%	-24%
AVERAGE SALE PRICE	\$263,729	\$352,760	\$373,228	42%	6%
MEDIAN SALE PRICE	\$228,000	\$307,000	\$325,000	43%	6%
INVENTORY	3,138	1,130	966	-69%	-15%

Single Family Home Sales & Inventory by Price Range

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	YTD 2019	YTD 2022	YTD 2023	YTD 19 VS YTD 23	YTD 22 VS YTD 23	YTD 2023
All Price Ranges	4,039	3,958	2,850	-29%	-28%	966
0-\$300,000	2,908	1,922	1,203	-59%	-37%	305
\$300,001 - \$500,000	866	1,460	1,151	33%	-21%	382
\$500,001 - \$700,000	199	375	328	65%	-13%	129
\$700,001 - \$1,000,000	53	162	137	158%	-15%	84
\$1,000,001+	13	39	31	138%	-21%	66



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 2023	YTD 22 VS YTD 23	YTD 2022	YTD 2023	YTD 22 VS YTD 23	YTD 22 VS YTD 23	7/1/21 - 6/30/22	7/1/22 - 6/30/23	
HARTFORD COUNTY	966	-15%	3,958	2,850	-28%	-24%	\$300,000	\$320,000	7%
Avon	54	42%	106	65	-39%	-35%	\$536,000	\$555,000	4%
Berlin	24	-11%	92	74	-20%	-16%	\$345,000	\$350,000	1%
Bloomfield	30	7%	109	71	-35%	-29%	\$265,000	\$300,000	13%
Bristol	59	-38%	351	231	-34%	-27%	\$255,000	\$275,000	8%
Burlington	18	-50%	67	46	-31%	-23%	\$387,000	\$509,000	32%
Canton	18	20%	54	38	-30%	-21%	\$370,000	\$412,000	11%
East Granby	11	-15%	41	17	-59%	-50%	\$340,000	\$370,000	9%
East Hartford	43	5%	271	181	-33%	-30%	\$227,000	\$245,000	8%
East Windsor	19	-30%	50	46	-8%	-6%	\$285,000	\$305,000	7%
Enfield	33	-28%	228	174	-24%	-21%	\$250,000	\$260,000	4%
Farmington	35	-20%	113	93	-18%	-12%	\$425,000	\$450,000	6%
Glastonbury	53	-17%	153	125	-18%	-18%	\$460,000	\$483,000	5%
Granby	27	-18%	59	47	-20%	-9%	\$378,000	\$416,000	10%
Hartford	53	4%	141	109	-23%	-21%	\$210,000	\$219,000	4%
Hartland	5	150%	2	4	100%	142%	\$301,000	\$368,000	22%
Manchester	42	-47%	255	181	-29%	-22%	\$250,000	\$275,000	10%
Marlborough	11	-27%	52	30	-42%	-38%	\$359,000	\$354,000	-1%
New Britain	54	-14%	199	155	-22%	-18%	\$219,000	\$239,000	9%
Newington	32	-14%	151	113	-25%	-20%	\$282,000	\$310,000	10%
Plainville	19	6%	83	63	-24%	-21%	\$258,000	\$268,000	4%
Rocky Hill	14	40%	57	31	-46%	-43%	\$351,000	\$382,000	9%
Simsbury	56	44%	141	105	-26%	-22%	\$426,000	\$440,000	3%
South Windsor	24	-45%	123	97	-21%	-18%	\$340,000	\$375,000	10%
Southington	49	-4%	235	165	-30%	-28%	\$345,000	\$365,000	6%
Suffield	33	14%	86	52	-40%	-40%	\$405,000	\$450,000	11%
West Hartford	76	-16%	369	259	-30%	-25%	\$375,000	\$410,000	9%
Wethersfield	28	-32%	151	113	-25%	-19%	\$300,000	\$345,000	15%
Windsor	37	9%	154	99	-36%	-35%	\$290,000	\$310,000	7%
Windsor Locks	9	-53%	65	66	2%	17%	\$245,000	\$266,000	9%
CONDOMINIUMS AND COOPERATIVES									
Hartford County	189	-9%	1,162	827	-29%	-18%	\$189,000	\$220,000	16%

Hartford County



17 Cobtail Way, Simsbury CT
MLS: 170578526



600 Bee Hill Road, Williamstown MA
MLS# 240504

AT A GLANCE

Berkshire County

12-MONTH MEDIAN SELLING PRICE**

\$315K

+47%
23 VS 19
% CHANGE

+2%
23 VS 22
% CHANGE

YTD CLOSED SALES

426

-25%
23 VS 19
% CHANGE

-29%
23 VS 22
% CHANGE

YTD CLOSED VOLUME

\$188M

+19%
23 VS 19
% CHANGE

-30%
23 VS 22
% CHANGE

CURRENT INVENTORY*

276

-54%
23 VS 19
% CHANGE

-15%
23 VS 22
% CHANGE

* Inventory as of 6/30

**12 Month Median Selling Price Calculated From 7/1/22 - 6/30/23

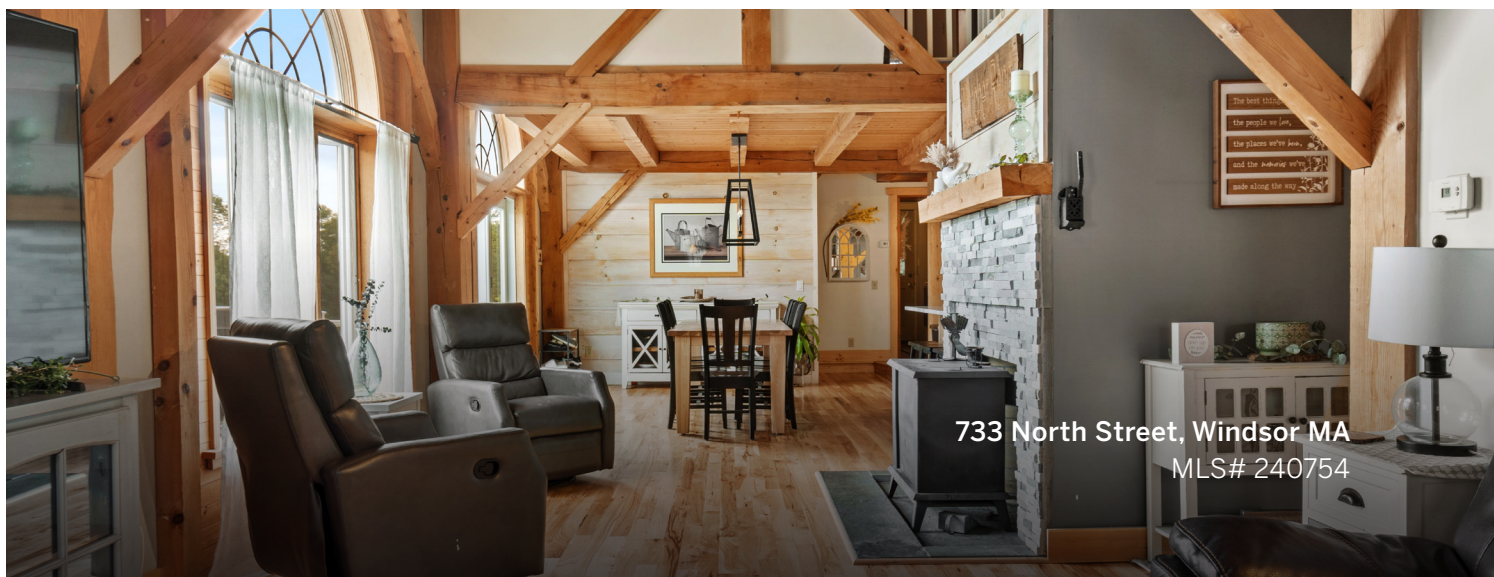
Closed Sales, Average and Median Sale Price & Inventory (Single Family)

YEAR-TO-DATE

	2019	2022	2023	19 VS 23 % CHANGE	22 VS 23 % CHANGE
CLOSED SALES	567	596	426	-25%	-29%
CLOSED SALES VOLUME	\$158,527,174	\$270,084,907	\$187,983,396	19%	-30%
AVERAGE SALE PRICE	\$279,589	\$453,163	\$441,276	58%	-3%
MEDIAN SALE PRICE	\$215,000	\$320,000	\$300,000	40%	-6%
INVENTORY	598	325	276	-54%	-15%

Single Family Home Sales & Inventory by Price Range

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	YTD 2019	YTD 2022	YTD 2023	YTD 19 VS YTD 23	YTD 22 VS YTD 23	YTD 2023
All Price Ranges	567	596	426	-25%	-29%	276
0-\$400,000	476	370	278	-42%	-25%	88
\$400,001 - \$750,000	65	156	100	54%	-36%	79
\$750,001 - \$1,000,000	13	32	21	62%	-34%	26
\$1,000,001 - \$1,500,000	7	19	14	100%	-26%	36
\$1,500,001+	6	19	13	117%	-32%	47



733 North Street, Windsor MA
MLS# 240754

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
	YTD 2023	YTD 22 VS YTD 23	YTD 2022	YTD 2023	YTD 22 VS YTD 23	YTD 22 VS YTD 23	7/1/21 - 6/30/22	7/1/22 - 6/30/23	
BERKSHIRE COUNTY	276	-15%	596	426	-29%	-30%	\$310,000	\$315,000	2%
Adams	9	29%	38	36	-5%	0%	\$211,000	\$209,000	-1%
Alford	4	-33%	5	3	-40%	-2%	\$873,000	\$1,550,000	78%
Becket	13	-28%	16	12	-25%	23%	\$293,000	\$366,000	25%
Cheshire	2	-50%	13	4	-69%	-75%	\$295,000	\$295,000	0%
Clarksburg	2	-50%	7	6	-14%	-15%	\$260,000	\$239,000	-8%
Dalton	4	-43%	25	18	-28%	-30%	\$280,000	\$285,000	2%
Egremont	17	21%	12	6	-50%	-65%	\$610,000	\$741,000	21%
Florida	4	-20%	4	3	-25%	-5%	\$137,000	\$213,000	55%
Gt. Barrington	30	-14%	52	20	-62%	-54%	\$529,000	\$525,000	-1%
Hancock	1	-	3	0	-100%	-100%	\$400,000	\$374,000	-7%
Hinsdale	1	-83%	13	5	-62%	-57%	\$395,000	\$460,000	16%
Lanesborough	12	0%	19	11	-42%	-36%	\$302,000	\$325,000	8%
Lee	21	40%	13	18	38%	42%	\$370,000	\$320,000	-14%
Lenox	12	9%	29	14	-52%	-61%	\$583,000	\$622,000	7%
Monterey	4	100%	10	7	-30%	-35%	\$718,000	\$968,000	35%
Mt. Washington	0	-100%	3	3	0%	42%	\$651,000	\$919,000	41%
New Ashford	1	-50%	3	0	-100%	-100%	\$305,000	\$461,000	51%
New Marlborough	14	40%	11	9	-18%	28%	\$575,000	\$765,000	33%
North Adams	6	-73%	35	34	-3%	3%	\$191,000	\$202,000	6%
Otis	16	7%	18	11	-39%	-17%	\$399,000	\$568,000	42%
Peru	0	-100%	2	2	0%	-28%	\$221,000	\$325,000	47%
Pittsfield	34	-41%	171	136	-20%	-22%	\$251,000	\$269,000	7%
Richmond	8	-20%	11	12	9%	75%	\$559,000	\$678,000	21%
Sandisfield	4	0%	4	6	50%	39%	\$475,000	\$375,000	-21%
Savoy	2	-33%	2	4	100%	12%	\$267,000	\$218,000	-18%
Sheffield	14	250%	21	14	-33%	-18%	\$490,000	\$488,000	0%
Stockbridge	14	-13%	13	10	-23%	-28%	\$728,000	\$568,000	-22%
Tyringham	3	-	6	0	-100%	-100%	\$1,150,000	\$525,000	-54%
Washington	0	-100%	1	1	0%	11%	\$545,000	\$408,000	-25%
West Stockbridge	4	-56%	9	4	-56%	-56%	\$535,000	\$580,000	8%
Williamstown	17	21%	22	13	-41%	-55%	\$430,000	\$414,000	-4%
Windsor	3	-25%	5	4	-20%	-8%	\$370,000	\$429,000	16%
CONDOMINIUMS									
BERKSHIRE COUNTY	39	39%	83	65	-22%	3%	\$279,000	\$325,000	16%

Berkshire County



1055 Lenox Road, Richmond MA
MLS: 240620



272 Carnegie Harbor Drive, Portsmouth RI
MLS: 1335779

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