

THIRD QUARTER 2023

Market Watch



William
Pitt

Sotheby's
INTERNATIONAL REALTY



Julia B
Fee

Sotheby's
INTERNATIONAL REALTY


Market Overview

The key dynamics impacting our housing markets have demonstrated little change as the year has progressed. Quarter after quarter, the situation has remained the same: The combination of historically low inventory and elevated buyer demand is driving a competitive buying landscape and sending new listings quickly into contract, leaving a scarcity of offerings to choose from and keeping median sale prices well above this time last year. At the same time, significantly higher mortgage rates are not only affecting buyers' purchasing power but also influencing the decision process for potential sellers as they consider listing.

To bring more sellers into the market, mortgage rates will need to come down. At the end of the third quarter, the average 30-year fixed rate was 7.31%, but more than 70% of homeowners today are enjoying rates of less than 4%. Listing their properties now would effectively mean trading in those rates for much higher ones with a new home purchase. The mortgage rate threshold for inciting owners to act,

according to Zelman & Associates, is approximately 5%. If rates decrease to that level, sellers may feel more comfortable entering the marketplace. Thus, a decline in mortgage rates could have the effect of raising inventory levels and finally bringing the imbalance between supply and demand back into equilibrium.

The good news is that we appear to be on that very track. Fluctuations in mortgage rates traditionally align closely with inflation while lagging behind, according to data from the Bureau of Labor Statistics and Freddie Mac. Inflation has dropped off dramatically since its 2022 peaks, although it did inch up slightly in July and August, reaching 3.7% after having declined to 3% in June, its lowest rate since 2021. Overall for 2023, however, inflation is down significantly from last year, and mortgage rates haven't yet caught up to this downward trend. But they soon will, according to multiple sources including Fannie Mae, Mortgage Bankers Association and the National Association of Realtors.



ON THE COVER:
121 Sheldon Road, Gardiner NY
MLS: X42379383

Economic Factors

INDICATORS	DATES			DATES	GDP
	9/30/22	3/31/23	9/30/23	Q3 2022	3.2%
Stock Market (Dow)	28,725.51	33,274.15	33,507.50	Q4 2022	2.6%
Consumer Confidence	108	104.2	103	Q1 2023	2.2%
Mortgage Rate (US 30 year)	6.70%	6.32%	7.31%	Q2 2023	2.1%
Unemployment Rate	3.5	3.5	3.8*	Q3 2023 (EST.)	4.9%

* As of August 2023

According to Freddie Mac, mortgage rates are projected to decrease to 6.2% in the fourth quarter this year and decline further next year, reaching 5.3% in the fourth quarter of 2024. Considering the current rate of 7.31%, a forecast of such a steady decrease in the coming year and beyond provides reason for confidence that our tight inventory market will begin to turn around. A possible drawback for our markets in 2024 is its status as an election year, which traditionally has had an adverse influence on housing, but there are many untraditional aspects related to this election cycle, so we are optimistic there will not be a major effect.

While mortgage rates are high, it is important to point out that this is not a relevant metric to all consumers. According to Attom Data Solutions, 38.7% of American homeowners have fully paid their mortgages so they own their homes free and clear, while another 30% have at least 50% equity in their properties. Credit Karma has additionally reported that one in four U.S. homeowners overall, and 35% of those in the Baby Boomer generation, say that mortgage rates have no sway in deciding whether they will sell their homes. Mortgages are simply not going to have the same effect on everyone.

Real estate transactions are still occurring, but the ongoing inventory shortage is suppressing sales and constraining the housing market compared to

this time last year. Town by town, the numbers are irrefutable in revealing the severity of the shortage—to take just two examples, Harrison, NY, had 34 homes for sale at this time last year and now has only 15, while up in Farmington, CT, there were 50 properties on the market at the end of the third quarter in 2022 but now there are only 27. With inventory so low, declining sales were observed across all markets.

Year to date in Fairfield County, Connecticut, unit sales and closed dollar volume fell behind the first three quarters of last year by 28% and 20%, respectively, while in neighboring Westchester County, New York, unit sales and volume are both down by 25%. On the Connecticut Shoreline, New Haven County's year to date sales fell behind the same time last year by 24% in units and 21% in volume, Middlesex County's sales are down by 22% in units and 15% in volume, and New London County's sales declined by 19% in units and 16% in volume. In Hartford County, unit sales decreased by 24% and volume by 18% versus the first three quarters of 2022, while Litchfield County saw units drop by 27% and dollar volume by 24%. In Berkshire County, Massachusetts, unit sales declined by 19% and dollar volume by 18% compared to this time last year. Of note, some of the upper price tiers in areas such as Westchester, Middlesex and Hartford Counties showed strength, experiencing stability or moderate

sales growth in the third quarter versus the same quarter last year.

Despite the inventory challenge, there are glimmers on the horizon that sales will improve according to our company's data. While we can't confirm the same trends will extend to the entire marketplace, per our own numbers pending contracts in many markets are entering positive territory when compared to this time last year. Since June, pending contracts have trended up each month in dollar volume versus the same month the prior year, with August the only exception, and in September the uptick was the largest yet. We feel this trend will continue through the rest of the year, and as contracts serve as a leading indicator for future closings, we predict significant growth in closed dollar volume during the first quarter of 2024. The last couple months of 2023 may also experience an increase in closed volume over the same months last year, signaled by the increased contracts currently in the pipeline. In addition to the upward trend in contracts, another reason we will likely see increases in closed volume in the coming months is that we are now in a period where we are comparing the performance of our markets to a weak timeframe last year. The back half of 2022 and the first quarter of 2023 experienced noteworthy sales declines from the same periods the year prior.

Twelve-month median sale prices at the end of the third quarter demonstrated growth versus the same time last year in all our markets. Median prices rose in the counties of Fairfield by 6%, Westchester by 4%, New Haven by 5%, Middlesex by 6%, New London by 4%, Litchfield by 6%, Hartford by 8% and the Berkshires by 2%. These price increases, along with the above noted pending sales data, are further evidence of a supply and demand dynamic tipped in the favor of sellers.

Buyer demand continues to exceed the available

supply of inventory in all our territories. That demand is largely emanating from New York City, a unique geographical factor for our markets that sets us apart from others across the nation. For more than three years, we've witnessed a continuous flow of buyers relocating to our suburban communities, whether to find more expansive living environs or to take advantage of the flexibility of remote working. The elevated demand means that sellers are still faced with an exceptional window of opportunity to list their properties and realize maximum value. No one knows for certain just how long that window will last.

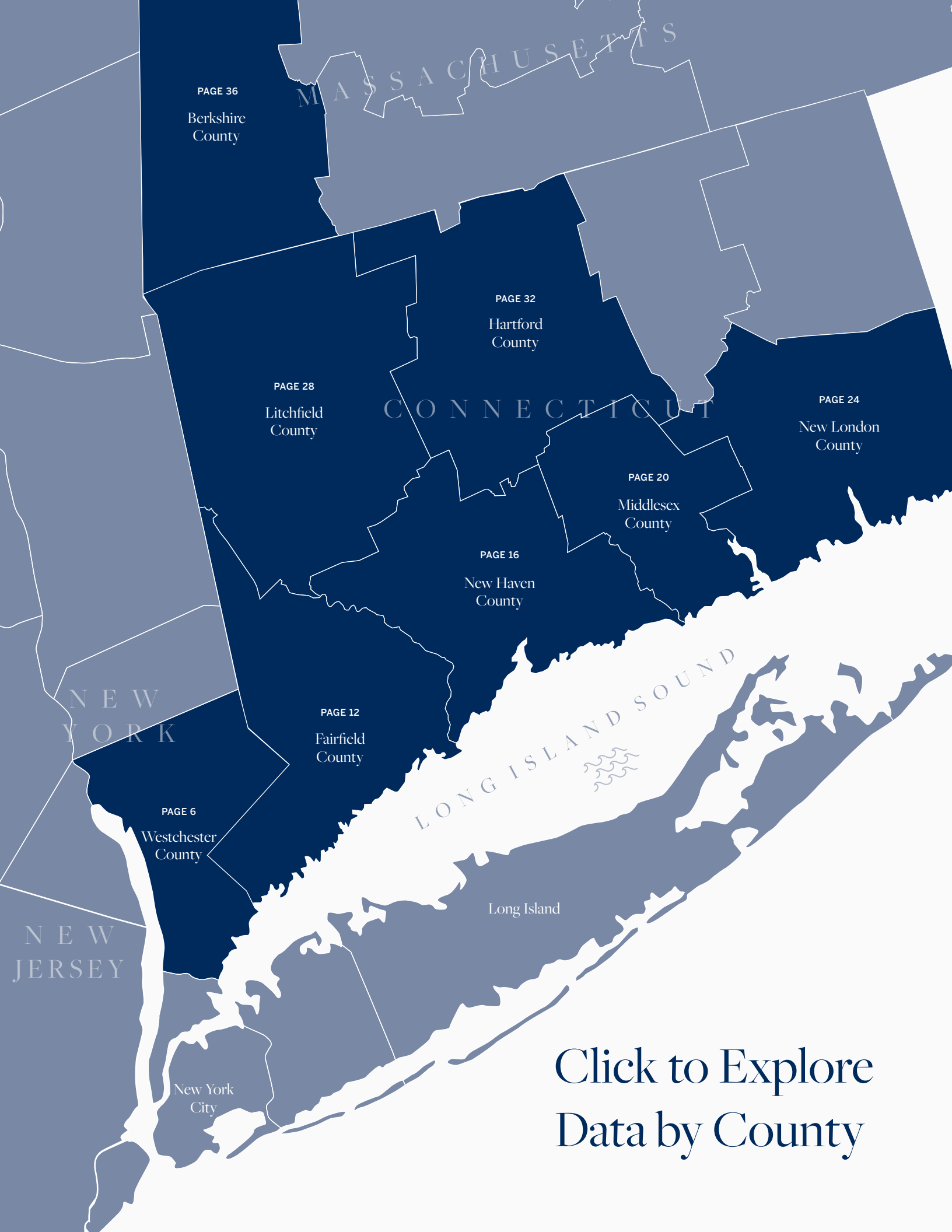
The economic factors that traditionally serve as our benchmark for gauging the health of real estate are mixed but generally favorable to the continuation of the buyer demand. Mortgage rates are stubbornly high and the stock market has shown volatility, but inflation has begun to ease, the unemployment rate remains low despite a small recent uptick, and GDP is estimated to grow at an annual rate of 4.9% in the third quarter of 2023 after increasing by 2.1% in the second quarter, according to the Federal Reserve Bank of Atlanta. US Consumer Confidence did dip slightly to 103.0 (1985=100) in September from a stronger 108.7 in August, with consumers citing the cost of groceries and gasoline as particular worries, according to the Conference Board Consumer Confidence Index.

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



Paul E. Breunich

Paul E. Breunich
Chairman and Chief Executive Officer
William Pitt • Julia B. Fee
Sotheby's International Realty
+1 203.644.1470 | pbreunich@williampitt.com



PAGE 36
Berkshire
County

PAGE 32
Hartford
County

PAGE 28
Litchfield
County

PAGE 24
New London
County

PAGE 20
Middlesex
County

PAGE 16
New Haven
County

PAGE 12
Fairfield
County

PAGE 6
Westchester
County

Long Island

Click to Explore
Data by County



AT A GLANCE

Westchester County

12-MONTH MEDIAN SELLING PRICE**

\$830K

+28%
23 VS 19
% CHANGE

+4%
23 VS 22
% CHANGE

YTD CLOSED SALES

3,659

-17%
23 VS 19
% CHANGE

-25%
23 VS 22
% CHANGE

YTD CLOSED VOLUME

\$4.2B

+11%
23 VS 19
% CHANGE

-25%
23 VS 22
% CHANGE

CURRENT INVENTORY*

871

-72%
23 VS 19
% CHANGE

-37%
23 VS 22
% CHANGE

* Inventory as of 9/30

**12 Month Median Selling Price Calculated From 10/1/22 - 9/30/23

159 Kensington Oval, New Rochelle NY
MLS: 6268561

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	4,414	4,874	3,659	-17%	-25%
CLOSED SALES VOLUME	\$3,824,689,087	\$5,627,889,133	\$4,246,166,918	11%	-25%
AVERAGE SALE PRICE	\$865,423	\$1,154,144	\$1,159,598	34%	0%
MEDIAN SALE PRICE	\$672,000	\$830,000	\$855,000	27%	3%
INVENTORY	3,063	1,375	871	-72%	-37%

SOUTHERN WESTCHESTER COUNTY

	2019	2022	2023	19 VS 23 % CHANGE	22 VS 23 % CHANGE
CLOSED SALES	3,010	3,370	2,532	-16%	-25%
CLOSED SALES VOLUME	\$2,834,457,592	\$4,053,729,281	\$3,089,500,473	9%	-24%
AVERAGE SALE PRICE	\$941,680	\$1,202,887	\$1,220,095	30%	1%
MEDIAN SALE PRICE	\$723,000	\$861,000	\$905,000	25%	5%
INVENTORY	1,934	957	558	-71%	-42%

NORTHERN WESTCHESTER COUNTY

	2019	2022	2023	19 VS 23 % CHANGE	22 VS 23 % CHANGE
CLOSED SALES	1,404	1,504	1,127	-20%	-25%
CLOSED SALES VOLUME	\$990,231,495	\$1,574,159,852	\$1,156,666,445	17%	-27%
AVERAGE SALE PRICE	\$705,295	\$1,046,649	\$1,026,323	46%	-2%
MEDIAN SALE PRICE	\$580,000	\$750,000	\$751,000	29%	0%
INVENTORY	1,129	418	313	-72%	-25%

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	4,414	4,874	3,659	-17%	-25%	871
0-\$1,000,000	3,394	3,072	2,242	-34%	-27%	419
\$1,000,001 - \$2,000,000	785	1,205	1,003	28%	-17%	238
\$2,000,001 - \$3,000,000	170	378	263	55%	-30%	81
\$3,000,001 - \$5,000,000	55	186	115	109%	-38%	79
\$5,000,001+	10	33	36	260%	9%	54

SOUTHERN WESTCHESTER COUNTY

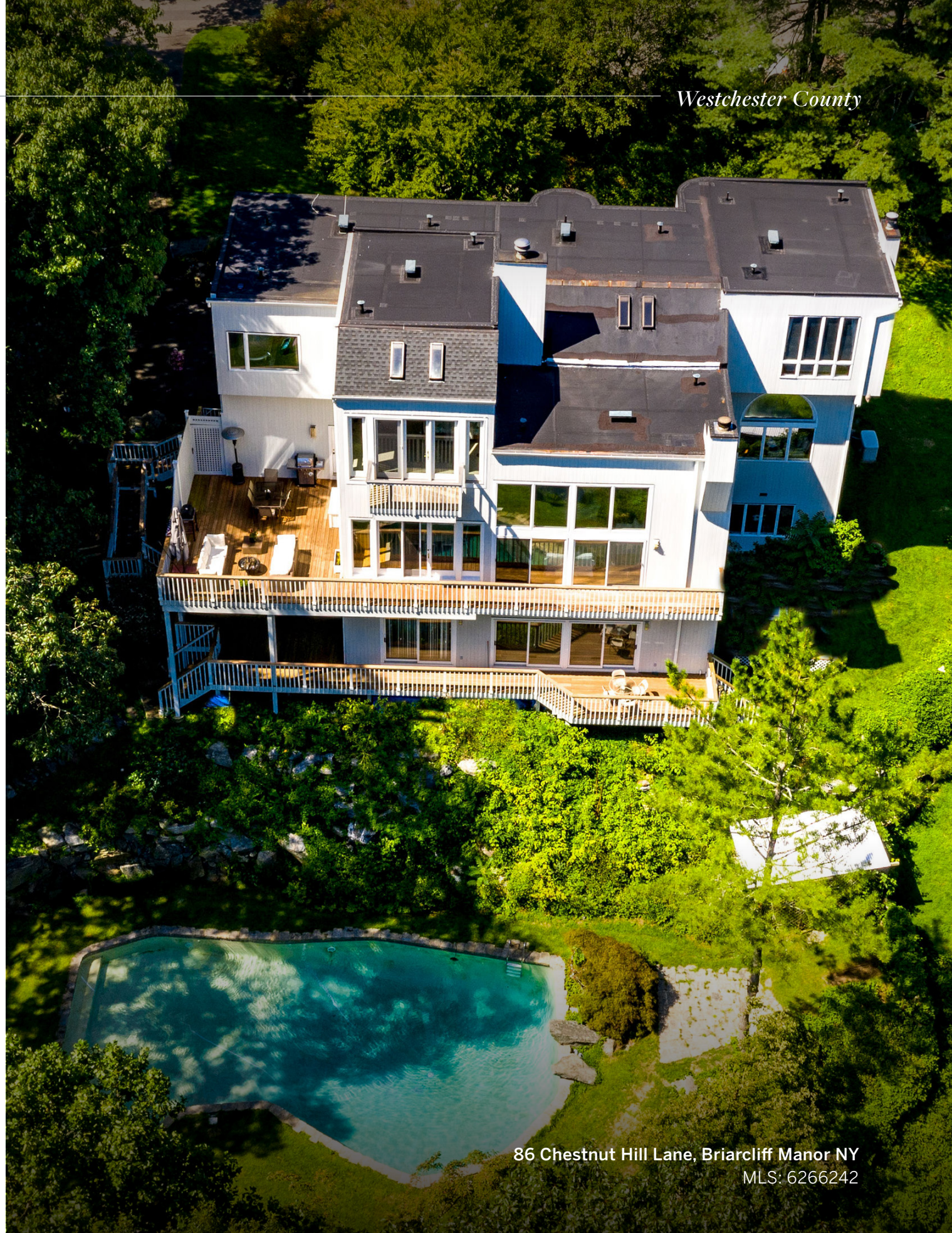
PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	YTD 2019	YTD 2022	YTD 2023	YTD 19 VS YTD 23	YTD 22 VS YTD 23	YTD 2023
All Price Ranges	3,010	3,370	2,532	-16%	-25%	558
0-\$1,000,000	2,177	2,049	1,479	-32%	-28%	257
\$1,000,001 - \$2,000,000	631	860	723	15%	-16%	164
\$2,000,001 - \$3,000,000	147	292	211	44%	-28%	56
\$3,000,001 - \$5,000,000	48	148	93	94%	-37%	47
\$5,000,001+	7	21	26	271%	24%	34

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	1,404	1,504	1,127	-20%	-25%	313
0-\$1,000,000	1,217	1,023	763	-37%	-25%	162
\$1,000,001 - \$2,000,000	154	345	280	82%	-19%	74
\$2,000,001 - \$3,000,000	23	86	52	126%	-40%	25
\$3,000,001 - \$5,000,000	7	38	22	214%	-42%	32
\$5,000,001+	3	12	10	233%	-17%	20

* Inventory as of 9/30

Westchester County



86 Chestnut Hill Lane, Briarcliff Manor NY
MLS: 6266242

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	10/1/21-9/30/22	10/1/22-9/30/23	
WESTCHESTER COUNTY	871	-37%	4,874	3,659	-25%	-25%	\$800,000	\$830,000	4%
Southern Westchester	558	-42%	3,370	2,532	-25%	-24%	\$825,000	\$875,000	6%
Ardley	9	-73%	97	74	-24%	-12%	\$759,000	\$805,000	6%
Blind Brook	8	-65%	106	74	-30%	-26%	\$1,068,000	\$1,135,000	6%
Briarcliff Manor	11	22%	49	44	-10%	-19%	\$1,073,000	\$1,040,000	-3%
Bronxville	18	-25%	66	55	-17%	-16%	\$2,575,000	\$2,500,000	-3%
Dobbs Ferry	8	-33%	63	35	-44%	-40%	\$840,000	\$855,000	2%
Eastchester	13	-43%	97	74	-24%	-21%	\$851,000	\$895,000	5%
Edgemont	16	-41%	87	68	-22%	-24%	\$1,275,000	\$1,320,000	4%
Elmsford	9	-64%	68	36	-47%	-45%	\$600,000	\$600,000	0%
Greenburgh	12	-20%	86	47	-45%	-44%	\$597,000	\$620,000	4%
Harrison	15	-59%	112	79	-29%	-39%	\$1,676,000	\$1,415,000	-16%
Hartsdale (P.O.)	10	0%	70	41	-41%	-38%	\$732,000	\$756,000	3%
Hastings	12	9%	56	57	2%	8%	\$944,000	\$1,036,000	10%
Irvington	33	10%	59	51	-14%	-18%	\$1,350,000	\$1,251,000	-7%
Mamaroneck *	31	-23%	224	171	-24%	-20%	\$1,503,000	\$1,608,000	7%
Mount Pleasant	8	-69%	80	57	-29%	-23%	\$686,000	\$708,000	3%
Mount Vernon	35	-45%	120	98	-18%	-18%	\$600,000	\$610,000	2%
New Rochelle	43	-52%	262	219	-16%	-13%	\$800,000	\$884,000	11%
Ossining	26	-32%	132	120	-9%	-3%	\$599,000	\$615,000	3%
Pelham	14	-42%	95	73	-23%	-22%	\$1,153,000	\$1,155,000	0%
Pleasantville	9	-50%	76	51	-33%	-28%	\$789,000	\$835,000	6%
Pocantico Hills	2	0%	14	9	-36%	-30%	\$999,000	\$1,185,000	19%
Port Chester	11	-62%	82	74	-10%	-11%	\$633,000	\$650,000	3%
Purchase (P.O.)	21	17%	30	19	-37%	-21%	\$1,683,000	\$2,360,000	40%
Rye City	24	-23%	142	97	-32%	-31%	\$2,210,000	\$1,925,000	-13%
Rye Neck	3	-85%	69	46	-33%	-27%	\$1,048,000	\$1,030,000	-2%
Scarsdale	34	-24%	234	165	-29%	-28%	\$1,970,000	\$1,975,000	0%
Tarrytown	2	-71%	51	31	-39%	-37%	\$825,000	\$935,000	13%
Tuckahoe	14	75%	49	34	-31%	-29%	\$940,000	\$840,000	-11%
Valhalla	10	-9%	57	41	-28%	-28%	\$660,000	\$665,000	1%
White Plains	30	-33%	202	160	-21%	-12%	\$759,000	\$850,000	12%
Yonkers	67	-59%	435	332	-24%	-23%	\$625,000	\$635,000	2%
CONDOMINIUMS AND COOPERATIVES									
Condominiums	159	-14%	801	550	-31%	-32%	\$460,000	\$470,000	2%
Cooperatives	371	-45%	1,593	1,224	-23%	-25%	\$200,000	\$199,000	-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	871	-37%	4,874	3,659	-25%	-25%	\$800,000	\$830,000	4%
Northern Westchester	313	-25%	1,504	1,127	-25%	-27%	\$730,000	\$730,000	0%
Bedford	56	-25%	206	167	-19%	-30%	\$999,000	\$1,018,000	2%
Byram Hills	38	-31%	129	101	-22%	-21%	\$1,475,000	\$1,426,000	-3%
Chappaqua	23	-28%	173	119	-31%	-34%	\$1,311,000	\$1,250,000	-5%
Croton-Harmon	16	-24%	79	59	-25%	-29%	\$767,000	\$780,000	2%
Hendrick Hudson	21	-16%	112	85	-24%	-26%	\$575,000	\$550,000	-4%
Katonah-Lewisboro	49	17%	172	133	-23%	-21%	\$844,000	\$850,000	1%
Lakeland	30	-50%	228	159	-30%	-29%	\$520,000	\$535,000	3%
North Salem	14	0%	45	40	-11%	-6%	\$649,000	\$685,000	6%
Peekskill	9	-47%	88	52	-41%	-42%	\$480,000	\$470,000	-2%
Somers	29	-38%	137	99	-28%	-29%	\$697,000	\$705,000	1%
Yorktown	28	-7%	135	113	-16%	-13%	\$635,000	\$629,000	-1%
CONDOMINIUMS AND COOPERATIVES									
Condominiums	56	-33%	395	284	-28%	-21%	\$410,000	\$439,000	7%
Cooperatives	9	-67%	93	58	-38%	-35%	\$135,000	\$129,000	-4%



5 Lincoln Woods, Purchase NY
MLS# 6268664



23 Huckleberry Lane, Weston CT
MLS: 170601224

AT A GLANCE

Fairfield County

12-MONTH MEDIAN SELLING PRICE**

\$665K

+49%
23 VS 19
% CHANGE

+6%
23 VS 22
% CHANGE

YTD CLOSED SALES

4,969

-25%
23 VS 19
% CHANGE

-28%
23 VS 22
% CHANGE

YTD CLOSED VOLUME

\$6B

+29%
23 VS 19
% CHANGE

-20%
23 VS 22
% CHANGE

CURRENT INVENTORY*

1,475

-73%
23 VS 19
% CHANGE

-23%
23 VS 22
% CHANGE

* Inventory as of 9/30

**12 Month Median Selling Price Calculated From 10/1/22 - 9/30/23

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	6,610	6,862	4,969	-25%	-28%
CLOSED SALES VOLUME	\$4,641,358,451	\$7,442,781,828	\$5,974,373,485	29%	-20%
AVERAGE SALE PRICE	\$702,172	\$1,084,637	\$1,202,329	71%	11%
MEDIAN SALE PRICE	\$455,000	\$650,000	\$685,000	51%	5%
INVENTORY	5,493	1,905	1,475	-73%	-23%

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	6,610	6,862	4,969	-25%	-28%	1,475
0 - \$800,000	5,109	4,088	2,810	-45%	-31%	676
\$800,001 - \$1,500,000	930	1,485	1,135	22%	-24%	314
\$1,500,001 - \$2,000,000	241	452	336	39%	-26%	122
\$2,000,001 - \$3,000,000	207	424	367	77%	-13%	120
\$3,000,001+	123	413	321	161%	-22%	243



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	10/1/21 - 9/30/22	10/1/22 - 9/30/23	
FAIRFIELD COUNTY	1,475	-23%	6,862	4,969	-28%	-20%	\$626,000	\$665,000	6%
Bethel	34	-6%	110	93	-15%	-10%	\$480,000	\$485,000	1%
Bridgeport	100	-37%	508	377	-26%	-24%	\$310,000	\$325,000	5%
Brookfield	41	-20%	142	108	-24%	-25%	\$550,000	\$540,000	-2%
Danbury	56	-49%	354	219	-38%	-34%	\$425,000	\$450,000	6%
Darien	42	-29%	225	178	-21%	1%	\$1,650,000	\$1,850,000	12%
Easton	25	-42%	86	72	-16%	-16%	\$863,000	\$860,000	0%
Fairfield	112	-33%	574	431	-25%	-21%	\$790,000	\$819,000	4%
Greenwich	154	-37%	536	417	-22%	-9%	\$2,405,000	\$2,498,000	4%
Monroe	37	19%	170	105	-38%	-35%	\$523,000	\$560,000	7%
New Canaan	74	-11%	211	165	-22%	-21%	\$1,875,000	\$1,995,000	6%
New Fairfield	20	-47%	155	106	-32%	-26%	\$487,000	\$504,000	3%
Newtown	74	-3%	258	238	-8%	-2%	\$535,000	\$555,000	4%
Norwalk	80	-35%	561	417	-26%	-24%	\$618,000	\$650,000	5%
Redding	37	-3%	108	78	-28%	-18%	\$700,000	\$815,000	16%
Ridgefield	61	2%	302	214	-29%	-12%	\$860,000	\$998,000	16%
Rowayton	10	-17%	63	40	-37%	-27%	\$1,600,000	\$1,715,000	7%
Shelton	79	34%	281	205	-27%	-28%	\$450,000	\$464,000	3%
Sherman	21	40%	53	29	-45%	-43%	\$600,000	\$675,000	13%
Stamford	121	-23%	609	402	-34%	-32%	\$750,000	\$790,000	5%
Stratford	88	-15%	527	339	-36%	-33%	\$375,000	\$395,000	5%
Trumbull	58	-2%	351	246	-30%	-30%	\$540,000	\$550,000	2%
Weston	36	-3%	170	118	-31%	-30%	\$1,168,000	\$1,255,000	7%
Westport	96	-9%	364	257	-29%	-29%	\$1,968,000	\$2,000,000	2%
Wilton	29	-41%	207	155	-25%	-24%	\$1,025,000	\$1,084,000	6%
Middlebury*	31	3%	82	55	-33%	-41%	\$418,000	\$413,000	-1%
Oxford*	28	27%	106	78	-26%	-21%	\$460,000	\$473,000	3%
Southbury*	48	17%	143	108	-24%	-10%	\$475,000	\$570,000	20%
CONDOMINIUMS									
FAIRFIELD COUNTY	443	-33%	2,535	2,024	-20%	-10%	\$328,000	\$350,000	7%

*Is not included in totals

Fairfield County



295 Bayview Boulevard, Stratford CT
MLS: 170583650



AT A GLANCE

New Haven County

12-MONTH MEDIAN SELLING PRICE**

\$342K

+45%
23 VS 19
% CHANGE

+5%
23 VS 22
% CHANGE

YTD CLOSED SALES

4,439

-25%
23 VS 19
% CHANGE

-24%
23 VS 22
% CHANGE

YTD CLOSED VOLUME

\$2B

+13%
23 VS 19
% CHANGE

-21%
23 VS 22
% CHANGE

CURRENT INVENTORY*

1,212

-60%
23 VS 19
% CHANGE

-8%
23 VS 22
% CHANGE

* Inventory as of 9/30

**12 Month Median Selling Price Calculated From 10/1/22 - 9/30/23

61 High Hill Circle, Madison CT
MLS: 170597020

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	5,881	5,838	4,439	-25%	-24%
CLOSED SALES VOLUME	\$1,647,836,396	\$2,351,991,635	\$1,860,693,855	13%	-21%
AVERAGE SALE PRICE	\$280,197	\$402,876	\$419,170	50%	4%
MEDIAN SALE PRICE	\$240,000	\$335,000	\$350,000	46%	4%
INVENTORY	3,015	1,321	1,212	-60%	-8%

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	5,881	5,838	4,439	-25%	-24%	1,212
0-\$400,000	5,033	3,813	2,797	-44%	-27%	607
\$400,001 - \$750,000	725	1,649	1,278	76%	-22%	405
\$750,001 - \$1,000,000	55	241	216	293%	-10%	96
\$1,000,001 - \$1,500,000	50	84	116	132%	38%	63
\$1,500,001+	18	66	32	78%	-52%	41



351-363 South Meriden Road, Cheshire CT
MLS# 170570276

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	10/1/21 - 9/30/22	10/1/22 - 9/30/23	
NEW HAVEN COUNTY	1,212	-8%	5,838	4,439	-24%	-21%	\$325,000	\$342,000	5%
Ansonia	18	-31%	110	83	-25%	-26%	\$290,000	\$300,000	3%
Beacon Falls	10	11%	48	41	-15%	-10%	\$335,000	\$333,000	-1%
Bethany	10	-47%	46	43	-7%	-2%	\$450,000	\$478,000	6%
Branford	45	-18%	187	110	-41%	-38%	\$425,000	\$522,000	23%
Cheshire	50	-15%	244	167	-32%	-23%	\$450,000	\$470,000	4%
Derby	16	-16%	75	57	-24%	-20%	\$300,000	\$308,000	3%
East Haven	39	3%	200	157	-22%	-20%	\$290,000	\$315,000	9%
Guilford	65	41%	231	181	-22%	-12%	\$526,000	\$571,000	9%
Hamden	102	-27%	556	413	-26%	-23%	\$300,000	\$320,000	7%
Madison	47	0%	207	170	-18%	-22%	\$630,000	\$631,000	0%
Meriden	60	-21%	439	323	-26%	-22%	\$250,000	\$270,000	8%
Middlebury	31	3%	82	55	-33%	-41%	\$418,000	\$413,000	-1%
Milford	98	-11%	438	359	-18%	-19%	\$443,000	\$460,000	4%
Naugatuck	44	-24%	259	220	-15%	-13%	\$275,000	\$295,000	7%
New Haven	87	10%	249	219	-12%	-6%	\$280,000	\$297,000	6%
North Branford	28	56%	103	72	-30%	-33%	\$383,000	\$391,000	2%
North Haven	36	-8%	214	151	-29%	-27%	\$370,000	\$390,000	5%
Orange	22	38%	118	71	-40%	-35%	\$513,000	\$525,000	2%
Oxford	28	27%	106	78	-26%	-21%	\$460,000	\$473,000	3%
Prospect	16	-27%	86	60	-30%	-26%	\$320,000	\$360,000	13%
Seymour	31	15%	129	87	-33%	-22%	\$315,000	\$359,000	14%
Southbury	48	17%	143	108	-24%	-10%	\$475,000	\$570,000	20%
Wallingford	41	0%	279	210	-25%	-21%	\$328,000	\$345,000	5%
Waterbury	128	-22%	705	538	-24%	-17%	\$220,000	\$241,000	10%
West Haven	55	-17%	317	263	-17%	-14%	\$290,000	\$300,000	3%
Wolcott	35	-3%	151	136	-10%	-8%	\$300,000	\$325,000	8%
Woodbridge	22	22%	116	67	-42%	-33%	\$560,000	\$628,000	12%
CONDOMINIUMS									
NEW HAVEN	294	4%	1,921	1,490	-22%	-13%	\$195,000	\$225,000	15%

New Haven County



66 High Street, Guilford CT
MLS# 170598015



AT A GLANCE

Middlesex County

12-MONTH MEDIAN SELLING PRICE**

\$395K

+40%
23 VS 19
% CHANGE

+6%
23 VS 22
% CHANGE

YTD CLOSED SALES

1,086

-27%
23 VS 19
% CHANGE

-22%
23 VS 22
% CHANGE

YTD CLOSED VOLUME

\$521M

+6%
23 VS 19
% CHANGE

-15%
23 VS 22
% CHANGE

CURRENT INVENTORY*

339

-69%
23 VS 19
% CHANGE

-1%
23 VS 22
% CHANGE

* Inventory as of 9/30

**12 Month Median Selling Price Calculated From 10/1/22 - 9/30/23

49 Parkers Point Road, Chester CT
MLS#: 170596288

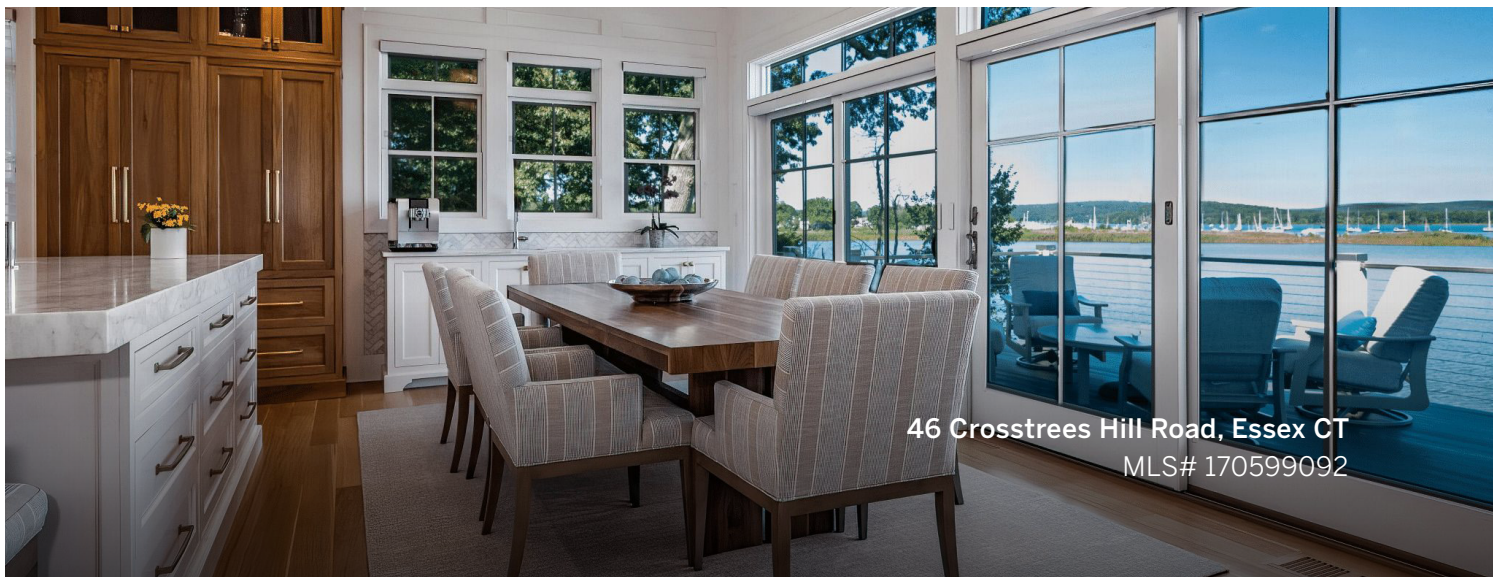
Closed Sales, Average and Median Sale Price & Inventory (Single Family)

YEAR-TO-DATE

	2019	2022	2023	19 VS 23 % CHANGE	22 VS 23 % CHANGE
CLOSED SALES	1,484	1,389	1,086	-27%	-22%
CLOSED SALES VOLUME	\$492,046,070	\$615,039,013	\$520,891,978	6%	-15%
AVERAGE SALE PRICE	\$331,567	\$442,793	\$479,643	45%	8%
MEDIAN SALE PRICE	\$285,000	\$375,000	\$400,000	40%	7%
INVENTORY	1,098	344	339	-69%	-1%

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	1,484	1,389	1,086	-27%	-22%	339
0-\$400,000	1,173	800	554	-53%	-31%	106
\$400,001 - \$750,000	254	468	424	67%	-9%	152
\$750,001 - \$1,000,000	34	69	57	68%	-17%	33
\$1,000,001 - \$1,500,000	16	38	34	113%	-11%	19
\$1,500,001+	7	14	17	143%	21%	29



46 Crosstrees Hill Road, Essex CT
MLS# 170599092

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	10/1/21- 9/30/22	10/1/22- 9/30/23	
MIDDLESEX	339	-1%	1,389	1,086	-22%	-15%	\$373,000	\$395,000	6%
Chester	10	0%	34	26	-24%	-4%	\$451,000	\$468,000	4%
Clinton	36	100%	115	86	-25%	-23%	\$385,000	\$429,000	11%
Cromwell	18	20%	86	74	-14%	-3%	\$354,000	\$403,000	14%
Deep River	7	-42%	19	33	74%	20%	\$358,000	\$358,000	0%
Durham	19	27%	57	48	-16%	-10%	\$400,000	\$420,000	5%
East Haddam	14	-33%	112	80	-29%	-26%	\$336,000	\$357,000	6%
East Hampton	57	-19%	148	112	-24%	-21%	\$355,000	\$382,000	8%
Essex	27	13%	68	68	0%	25%	\$549,000	\$615,000	12%
Haddam	15	-40%	78	57	-27%	-20%	\$405,000	\$419,000	3%
Killingworth	8	-20%	67	43	-36%	-47%	\$460,000	\$500,000	9%
Middlefield	8	14%	40	22	-45%	-46%	\$306,000	\$319,000	4%
Middletown	52	-2%	309	234	-24%	-19%	\$300,000	\$320,000	7%
Old Saybrook	34	31%	108	95	-12%	-6%	\$550,000	\$560,000	2%
Portland	16	-6%	92	51	-45%	-42%	\$331,000	\$320,000	-3%
Westbrook	18	-14%	56	57	2%	11%	\$450,000	\$535,000	19%
CONDOMINIUMS									
MIDDLESEX	48	33%	373	291	-22%	-11%	\$179,000	\$205,000	15%

Middlesex County



30 West Avenue, Essex CT
MLS# 170595115



2 Lyme Street, Old Lyme CT
MLS# 170578486

AT A GLANCE

New London County

12-MONTH MEDIAN SELLING PRICE**

\$330K

+41%
23 VS 19
% CHANGE

+4%
23 VS 22
% CHANGE

YTD CLOSED SALES

1,870

-24%
23 VS 19
% CHANGE

-19%
23 VS 22
% CHANGE

YTD CLOSED VOLUME

\$749M

+13%
23 VS 19
% CHANGE

-16%
23 VS 22
% CHANGE

CURRENT INVENTORY*

413

-72%
23 VS 19
% CHANGE

-22%
23 VS 22
% CHANGE

* Inventory as of 9/30

**12 Month Median Selling Price Calculated From 10/1/22 - 9/30/23

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	2,452	2,310	1,870	-24%	-19%
CLOSED SALES VOLUME	\$661,177,922	\$895,466,428	\$749,549,633	13%	-16%
AVERAGE SALE PRICE	\$269,648	\$387,648	\$400,829	49%	3%
MEDIAN SALE PRICE	\$238,000	\$321,000	\$337,000	42%	5%
INVENTORY	1,460	530	413	-72%	-22%

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	2,452	2,310	1,870	-24%	-19%	413
0-\$400,000	2,124	1,598	1,214	-43%	-24%	179
\$400,001 - \$750,000	284	570	522	84%	-8%	142
\$750,001 - \$1,000,000	23	76	74	222%	-3%	38
\$1,000,001 - \$1,500,000	14	38	38	171%	0%	23
\$1,500,001+	7	28	22	214%	-21%	31



99-1 Hillcrest Road, Old Lyme CT
MLS# 170588749

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	10/1/21- 9/30/22	10/1/22- 9/30/23	
NEW LONDON	413	-22%	2,310	1,870	-19%	-16%	\$317,000	\$330,000	4%
Bozrah	6	0%	12	17	42%	28%	\$350,000	\$310,000	-11%
Colchester	37	3%	164	124	-24%	-22%	\$355,000	\$376,000	6%
East Lyme	31	-9%	199	155	-22%	-10%	\$400,000	\$458,000	15%
Franklin	7	75%	15	12	-20%	0%	\$310,000	\$316,000	2%
Griswold	10	-33%	91	86	-5%	-6%	\$290,000	\$300,000	3%
Groton	35	-38%	231	185	-20%	-20%	\$324,000	\$353,000	9%
Lebanon	14	0%	67	47	-30%	-26%	\$325,000	\$350,000	8%
Ledyard	41	24%	204	148	-27%	-19%	\$315,000	\$339,000	8%
Lisbon	4	-50%	50	40	-20%	-26%	\$294,000	\$285,000	-3%
Lyme	10	-17%	27	16	-41%	-55%	\$753,000	\$650,000	-14%
Montville	27	-33%	168	135	-20%	-25%	\$280,000	\$287,000	3%
New London	23	-38%	137	116	-15%	-15%	\$262,000	\$255,000	-3%
North Stonington	7	-13%	59	46	-22%	-20%	\$385,000	\$398,000	3%
Norwich	37	-46%	311	284	-9%	-3%	\$228,000	\$236,000	4%
Old Lyme	32	28%	101	90	-11%	-5%	\$481,000	\$528,000	10%
Preston	5	-50%	49	26	-47%	-45%	\$297,000	\$305,000	3%
Salem	7	-50%	38	40	5%	26%	\$355,000	\$390,000	10%
Sprague	4	33%	22	25	14%	6%	\$263,000	\$285,000	8%
Stonington	49	-25%	134	109	-19%	-14%	\$453,000	\$560,000	24%
Valuntown	7	75%	29	13	-55%	-59%	\$333,000	\$335,000	1%
Waterford	20	-47%	202	156	-23%	-14%	\$325,000	\$342,000	5%
CONDOMINIUMS									
NEW LONDON	65	-3%	448	290	-35%	-26%	\$185,000	\$200,000	8%



New London County

10 Boardwalk, Groton Long Point CT
MLS# 170596943



AT A GLANCE

Litchfield County

12-MONTH MEDIAN SELLING PRICE**

\$360K

+51%
23 VS 19
% CHANGE

+6%
23 VS 22
% CHANGE

YTD CLOSED SALES

1,309

-25%
23 VS 19
% CHANGE

-27%
23 VS 22
% CHANGE

YTD CLOSED VOLUME

\$653M

+19%
23 VS 19
% CHANGE

-24%
23 VS 22
% CHANGE

CURRENT INVENTORY*

541

-68%
23 VS 19
% CHANGE

-5%
23 VS 22
% CHANGE

* Inventory as of 9/30

**12 Month Median Selling Price Calculated From 10/1/22 - 9/30/23

234 Gay Street, Sharon CT
MLS:170597393

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	1,735	1,781	1,309	-25%	-27%
CLOSED SALES VOLUME	\$548,366,197	\$857,473,797	\$653,063,662	19%	-24%
AVERAGE SALE PRICE	\$316,061	\$481,456	\$498,903	58%	4%
MEDIAN SALE PRICE	\$235,000	\$345,000	\$365,000	55%	6%
INVENTORY	1,676	569	541	-68%	-5%

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	1,735	1,781	1,309	-25%	-27%	541
0-\$400,000	1,448	1,092	761	-47%	-30%	177
\$400,001 - \$750,000	192	482	395	106%	-18%	159
\$750,001 - \$1,000,000	42	92	62	48%	-33%	67
\$1,000,001 - \$2,000,000	40	73	66	65%	-10%	88
\$2,000,001+	13	42	25	92%	-40%	50



107 Clark Road, Litchfield CT
MLS# 170599538

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	10/1/21- 9/30/22	10/1/22- 9/30/23	
LITCHFIELD COUNTY	541	-5%	1,781	1,309	-27%	-24%	\$340,000	\$360,000	6%
Barkhamsted	12	140%	35	24	-31%	-14%	\$343,000	\$400,000	17%
Bethlehem	20	0%	41	31	-24%	-32%	\$417,000	\$427,000	2%
Bridgewater	7	-13%	26	13	-50%	-37%	\$575,000	\$685,000	19%
Canaan, North Canaan	22	29%	47	27	-43%	-29%	\$315,000	\$315,000	0%
Colebrook	5	67%	19	5	-74%	-85%	\$365,000	\$335,000	-8%
Cornwall	7	-59%	10	12	20%	-40%	\$800,000	\$498,000	-38%
Goshen	21	-16%	42	38	-10%	-36%	\$520,000	\$545,000	5%
Harwinton	11	-15%	58	33	-43%	-38%	\$328,000	\$360,000	10%
Kent	10	-55%	25	24	-4%	-20%	\$640,000	\$517,000	-19%
Litchfield	32	7%	77	62	-19%	-27%	\$460,000	\$429,000	-7%
Morris	8	-33%	23	15	-35%	-40%	\$390,000	\$400,000	3%
New Hartford	18	-14%	74	38	-49%	-47%	\$357,000	\$350,000	-2%
New Milford	62	-24%	244	190	-22%	-7%	\$417,000	\$467,000	12%
Norfolk	9	-10%	17	11	-35%	-56%	\$336,000	\$403,000	20%
Plymouth	21	11%	129	80	-38%	-31%	\$243,000	\$274,000	13%
Roxbury	26	73%	28	16	-43%	-49%	\$769,000	\$980,000	27%
Salisbury	17	-48%	42	45	7%	17%	\$655,000	\$935,000	43%
Sharon	14	-7%	30	34	13%	-8%	\$653,000	\$600,000	-8%
Thomaston	14	40%	71	48	-32%	-23%	\$275,000	\$330,000	20%
Torrington	61	0%	292	255	-13%	-1%	\$229,000	\$255,000	11%
Warren	10	25%	13	8	-38%	-37%	\$458,000	\$479,000	5%
Washington	32	14%	39	26	-33%	-29%	\$650,000	\$1,285,000	98%
Watertown	49	20%	196	152	-22%	-16%	\$292,000	\$320,000	10%
Winchester	28	-10%	110	71	-35%	-38%	\$235,000	\$225,000	-4%
Woodbury	25	9%	93	51	-45%	-48%	\$508,000	\$535,000	5%
CONDOMINIUMS									
LITCHFIELD COUNTY	52	2%	330	246	-25%-	-22%	\$168,000	\$185,000	10%



Litchfield County

215 West Wakefield Boulevard, Winchester CT
MLS# 170596132



AT A GLANCE

Hartford County

12-MONTH MEDIAN SELLING PRICE**

\$330K

+43%
23 VS 19
% CHANGE

+8%
23 VS 22
% CHANGE

YTD CLOSED SALES

4,851

-26%
23 VS 19
% CHANGE

-24%
23 VS 22
% CHANGE

YTD CLOSED VOLUME

\$2B

+7%
23 VS 19
% CHANGE

-18%
23 VS 22
% CHANGE

CURRENT INVENTORY*

907

-71%
23 VS 19
% CHANGE

-7%
23 VS 22
% CHANGE

* Inventory as of 9/30

**12 Month Median Selling Price Calculated From 10/1/22 - 9/30/23

45 Deercliff Road, Avon CT
MLS# 170596310

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	6,574	6,353	4,851	-26%	-24%
CLOSED SALES VOLUME	\$1,780,142,804	\$2,320,013,332	\$1,908,513,285	7%	-18%
AVERAGE SALE PRICE	\$270,785	\$365,184	\$393,427	45%	8%
MEDIAN SALE PRICE	\$233,000	\$315,000	\$340,000	46%	8%
INVENTORY	3,141	979	907	-71%	-7%

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	6,574	6,353	4,851	-26%	-24%	907
0-\$300,000	4,631	2,923	1,813	-61%	-38%	291
\$300,001 - \$500,000	1,465	2,395	2,067	41%	-14%	337
\$500,001 - \$700,000	349	659	631	81%	-4%	142
\$700,001 - \$1,000,000	105	304	268	155%	-12%	78
\$1,000,001+	24	72	72	200%	0%	59



59 Hunters Crossing, Burlington CT
MLS# 170591844

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	10/1/21 - 9/30/22	10/1/22 - 9/30/23	
HARTFORD COUNTY	907	-7%	6,353	4,851	-24%	-18%	\$306,000	\$330,000	8%
Avon	45	73%	202	131	-35%	-28%	\$550,000	\$564,000	3%
Berlin	18	13%	136	132	-3%	3%	\$345,000	\$365,000	6%
Bloomfield	24	-11%	158	122	-23%	-14%	\$275,000	\$315,000	15%
Bristol	69	-30%	536	371	-31%	-24%	\$260,000	\$285,000	10%
Burlington	16	-24%	108	72	-33%	-29%	\$413,000	\$501,000	21%
Canton	16	-11%	101	67	-34%	-31%	\$380,000	\$417,000	10%
East Granby	11	10%	65	42	-35%	-28%	\$345,000	\$364,000	6%
East Hartford	44	-4%	394	287	-27%	-23%	\$230,000	\$250,000	9%
East Windsor	28	-3%	76	75	-1%	0%	\$272,000	\$303,000	11%
Enfield	52	11%	361	279	-23%	-18%	\$255,000	\$270,000	6%
Farmington	27	-33%	192	148	-23%	-15%	\$425,000	\$452,000	6%
Glastonbury	44	-2%	279	231	-17%	-9%	\$466,000	\$503,000	8%
Granby	27	0%	98	85	-13%	1%	\$393,000	\$444,000	13%
Hartford	42	-24%	210	172	-18%	-15%	\$215,000	\$220,000	2%
Hartland	4	-93%	10	13	30%	25%	\$320,000	\$350,000	9%
Manchester	56	409%	409	303	-26%	-17%	\$260,000	\$282,000	8%
Marlborough	13	-70%	78	49	-37%	-28%	\$335,000	\$430,000	28%
New Britain	33	0%	301	248	-18%	-10%	\$225,000	\$248,000	10%
Newington	29	93%	248	206	-17%	-10%	\$290,000	\$317,000	9%
Plainville	9	-31%	134	113	-16%	-6%	\$264,000	\$285,000	8%
Rocky Hill	17	-50%	91	60	-34%	-31%	\$365,000	\$405,000	11%
Simsbury	34	6%	241	202	-16%	-12%	\$415,000	\$455,000	10%
South Windsor	22	-61%	222	166	-25%	-21%	\$360,000	\$380,000	6%
Southington	44	91%	362	293	-19%	-14%	\$358,000	\$379,000	6%
Suffield	33	-55%	139	85	-39%	-40%	\$447,000	\$448,000	0%
West Hartford	74	124%	605	446	-26%	-19%	\$395,000	\$421,000	7%
Wethersfield	28	-13%	257	185	-28%	-20%	\$301,000	\$355,000	18%
Windsor	36	112%	236	173	-27%	-24%	\$305,000	\$319,000	5%
Windsor Locks	12	-	104	95	-9%	5%	\$250,000	\$280,000	12%
CONDOMINIUMS AND COOPERATIVES									
Hartford County	187	5%	1,836	1,393	-24%	-14%	\$195,000	\$230,000	18%

Hartford County



225 Deercliff Road, Avon CT
MLS: 170567134



AT A GLANCE

Berkshire County

12-MONTH MEDIAN SELLING PRICE**

\$325K

+50%
23 VS 19
% CHANGE

+2%
23 VS 22
% CHANGE

YTD CLOSED SALES

807

-22%
23 VS 19
% CHANGE

-19%
23 VS 22
% CHANGE

YTD CLOSED VOLUME

\$374M

+27%
23 VS 19
% CHANGE

-18%
23 VS 22
% CHANGE

CURRENT INVENTORY*

310

-69%
23 VS 19
% CHANGE

-5%
23 VS 22
% CHANGE

* Inventory as of 9/30

**12 Month Median Selling Price Calculated From 10/1/22 - 9/30/23

49 Chanterwood Road, Lee MA
MLS# 240075

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	1,032	997	807	-22%	-19%
CLOSED SALES VOLUME	\$295,462,318	\$457,641,270	\$374,680,552	27%	-18%
AVERAGE SALE PRICE	\$286,301	\$459,018	\$464,288	62%	1%
MEDIAN SALE PRICE	\$220,000	\$325,000	\$330,000	50%	2%
INVENTORY	991	325	310	-69%	-5%

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	1,032	997	807	-22%	-19%	310
0-\$400,000	859	614	502	-42%	-18%	105
\$400,001 - \$750,000	132	258	202	53%	-22%	92
\$750,001 - \$1,000,000	21	56	44	110%	-21%	34
\$1,000,001 - \$1,500,000	12	34	35	192%	3%	28
\$1,500,001+	8	35	24	200%	-31%	51



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	10/1/21 - 9/30/22	10/1/22 - 9/30/23	
BERKSHIRE COUNTY	310	-5%	997	807	-19%	-18%	\$320,000	\$325,000	2%
Adams	8	-47%	55	58	5%	13%	\$192,000	\$216,000	13%
Alford	2	-33%	10	5	-50%	-34%	\$1,135,000	\$1,675,000	48%
Becket	14	8%	36	28	-22%	8%	\$350,000	\$403,000	15%
Cheshire	2	0%	22	12	-45%	-47%	\$325,000	\$303,000	-7%
Clarksburg	2	-50%	12	13	8%	24%	\$209,000	\$252,000	21%
Dalton	8	-47%	40	33	-18%	-22%	\$295,000	\$276,000	-6%
Egremont	18	64%	25	13	-48%	-57%	\$776,000	\$577,000	-26%
Florida	5	150%	7	5	-29%	-30%	\$182,000	\$177,000	-3%
Gt. Barrington	31	-3%	71	40	-44%	-30%	\$523,000	\$510,000	-2%
Hancock	2	-	4	3	-25%	-35%	\$405,000	\$365,000	-10%
Hinsdale	4	100%	18	10	-44%	-39%	\$305,000	\$480,000	57%
Lanesborough	5	-58%	30	25	-17%	-8%	\$285,000	\$340,000	19%
Lee	17	6%	27	37	37%	57%	\$345,000	\$362,000	5%
Lenox	21	5%	37	28	-24%	-38%	\$575,000	\$622,000	8%
Monterey	7	75%	15	10	-33%	-32%	\$838,000	\$1,085,000	29%
Mt. Washington	1	-50%	4	4	0%	-11%	\$451,000	\$919,000	104%
New Ashford	0	-100%	4	0	-100%	-100%	\$309,000	\$590,000	91%
New Marlborough	12	33%	15	15	0%	63%	\$722,000	\$785,000	9%
North Adams	8	-53%	59	70	19%	35%	\$195,000	\$210,000	8%
Otis	13	-35%	25	21	-16%	21%	\$411,000	\$530,000	29%
Peru	1	-67%	4	2	-50%	-73%	\$273,000	\$183,000	-33%
Pittsfield	47	-6%	308	235	-24%	-23%	\$256,000	\$273,000	7%
Richmond	9	-25%	19	17	-11%	8%	\$545,000	\$685,000	26%
Sandisfield	8	100%	12	13	8%	17%	\$410,000	\$378,000	-8%
Savoy	4	33%	4	6	50%	-29%	\$305,000	\$165,000	-46%
Sheffield	17	21%	30	21	-30%	-6%	\$490,000	\$546,000	11%
Stockbridge	14	56%	24	23	-4%	7%	\$587,000	\$713,000	21%
Tyringham	3	-	8	1	-88%	-89%	\$850,000	\$720,000	-15%
Washington	3	-25%	4	2	-50%	-45%	\$425,000	\$430,000	1%
West Stockbridge	7	-42%	18	12	-33%	-53%	\$624,000	\$578,000	-7%
Williamstown	16	33%	43	40	-7%	-18%	\$435,000	\$423,000	-3%
Windsor	1	-50%	7	5	-29%	-27%	\$373,000	\$439,000	18%
CONDOMINIUMS									
BERKSHIRE COUNTY	41	-2%	126	106	-16%	5%	\$290,000	\$350,000	21%

Berkshire County



148 Stevens Lake Way, Monterey MA
MLS: 240518



565 Horse Pond Road, Madison CT
MLS: 170595023

POWERED BY
Real Estate Intelligence™



William
Pitt

Sotheby's
INTERNATIONAL REALTY



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.