

2023 YEAR IN REVIEW

Market Watch



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Market Overview

As we close a year where significantly reduced sales and inventory levels served as the norm in our housing markets, the fourth quarter saw us entering a period of transition. Just as new listings arriving on the market began to improve compared to this time in 2022, single family unit closings and dollar volume also demonstrated notable improvement relative to the past several quarters. Throughout the year, declines in closed dollar volume have tracked at lower and lower rates from quarter to quarter. Fairfield County for example started the year with closed volume down by 37% in the first quarter compared to the same quarter the prior year, but that percentage lessened each quarter as the year went on until the decrease was only 2% by the fourth. Most of our other counties also witnessed a gap in quarterly closed volume that continually narrowed over the course of the year. This steady trajectory signifies that the next quarter is finally likely to see sales growth instead of more declines.

With inventory plunging to historic lows in recent years, prospects for sales gains in our markets have

proven formidable. But in a promising indication that our inventory situation is turning around, new listings taken improved versus the same time in 2022, even if overall inventory levels remain greatly limited. Dollar volume in new listings taken increased by 6% in Westchester County versus this time last year and 9.1% in Fairfield County, to take just two examples. These findings are in line with a national report released by Realtor.com at the end of November, which revealed that 7.5% more homeowners listed properties for sale that month than the same month in 2022. An increase in new listings hitting the market is a sure sign that total inventory will soon rise, and in turn help sales improve as the market loosens and buyers are presented with more options.

Last quarter we discussed in our report that mortgage rates would need to drop from the soaring heights they peaked to last fall in order to prompt more homeowners to list their properties. Since so many owners are benefiting from rates of less than 4%, many have been reluctant to trade those for the higher rates they'd have to live with if they decided to



ON THE COVER:
29 Sunset Beach Road, Branford CT

Economic Factors

INDICATORS	DATES			DATES	GDP
	12/31/22	6/30/23	12/31/23	Q4 2022	2.6%
Stock Market (Dow)	33,147.61	34,407.60	37,639.13	Q1 2022	2.2%
Consumer Confidence	108.3	109.7	110.7	Q2 2023	2.1%
Mortgage Rate (US 30 year)	6.42%	6.71%	6.61%	Q3 2023	4.9%
Unemployment Rate	3.5	3.6	3.7*	Q4 2023 (EST.)	2.3%

* As of November 2023

sell and enter the market for a new home. As of the end of the fourth quarter, rates were indeed coming down, sliding to 6.61% by December 31, a good indicator that our upward trend in new listings will continue into the new year.

Even with the increase in new offerings, buyer demand is persistently outpacing supply. Demand is not as monumental as it was during the pandemic years, given that buyers' purchasing power has been impacted by unfavorable conditions from high mortgage rates to high home prices. Yet even if demand has fallen, it is not in equilibrium with the supply of inventory.

A natural outcome of the supply and demand imbalance is increased home sale prices, but it's not just competition among buyers propping up prices. A shift in product mix sold has also occurred, with more properties trading in higher ranges, thus driving up median prices. Sales at these price points are less affected by increased mortgage rates than the lower end of the price spectrum, where reduced affordability is a heavier constraint for buyers.

In our markets, twelve-month median sale prices at the end of the fourth quarter rose in the counties of Westchester by 4%, Fairfield by 6%, New Haven by 5%, Middlesex by 7%, New London by 6%, Litchfield by 7%, Hartford by 10% and the Berkshires by 2%,

compared to this time last year. At the national level, housing markets are not seeing these same increases, with median sale prices in fact declining from last year, according to research by the real estate marketing firm Point2. It should be noted that national median sale prices are still far above those of the pre-pandemic year of 2019, as well as 2020 and 2021, and have only dropped compared to the peaks of last year according to data provided by the Federal Reserve Bank of St. Louis.

We are shielded from the national housing trends to a certain extent due to the unique proximity of our markets to New York City. We have long benefited from the fact that a large pool of buyers is continually seeking to relocate from the city to our suburban territories. In addition, we believe that for our markets to experience declines in median prices such as those seen nationally, we would need a very strong influx of new inventory, enough to bring supply and demand back into balance. Inventory is beginning to head in that direction, yet we remain far below the levels needed. Homeowners who are considering selling can still realize maximum value for their properties due to the current supply and demand dynamics. We don't know how long this window of opportunity for sellers will last, but we do expect to approach a more normalized market next year, one more closely aligned with the market conditions prior to the pandemic.

With low inventory suppressing sales throughout 2023, we finished the year with closed units and dollar volume notably decreased from the calendar year of 2022 across all markets. In Westchester County, New York, unit sales and closed dollar volume for the full year fell behind last year by 24% and 22%, respectively, while in Fairfield County, Connecticut, unit sales were down for the year of 2023 by 25% and volume by 16% compared to the year of 2022. On the Connecticut Shoreline, New Haven County's annual sales fell behind last year by 22% in units and 18% in volume. Middlesex County's sales were down for the year by 20% in units and 14% in volume, and New London County's yearly sales declined by 18% in units and 13% in volume. Litchfield County saw units drop off by 24% and dollar volume by 22% for the full year, while in Hartford County, unit sales decreased by 20% and volume by 12% versus last year. In Berkshire County, Massachusetts, unit sales declined by 18% and dollar volume by 15% compared to 2022.

Not all price ranges performed the same, and this was especially true in the fourth quarter, where the bulk of the sales decreases occurred in the lower to mid price sectors. Westchester and Fairfield Counties saw sales growth in their uppermost price tiers during the fourth quarter, with Westchester unit sales increasing above the \$5 million price point and Fairfield above \$1.5 million compared to the same quarter last year. Similarly, Hartford, Middlesex, New Haven and New London Counties all witnessed an uptick in unit sales in their highest price ranges. Litchfield County saw noteworthy growth in the \$1-2 million range, and the Berkshires in its \$750,000 to \$1 million range. As noted previously, there is a change in the product mix sold happening in our markets, and it's driving up median sale prices.

Economic conditions nationally appear to support the continuation of a transitional period for housing. According to the Labor Department, job growth

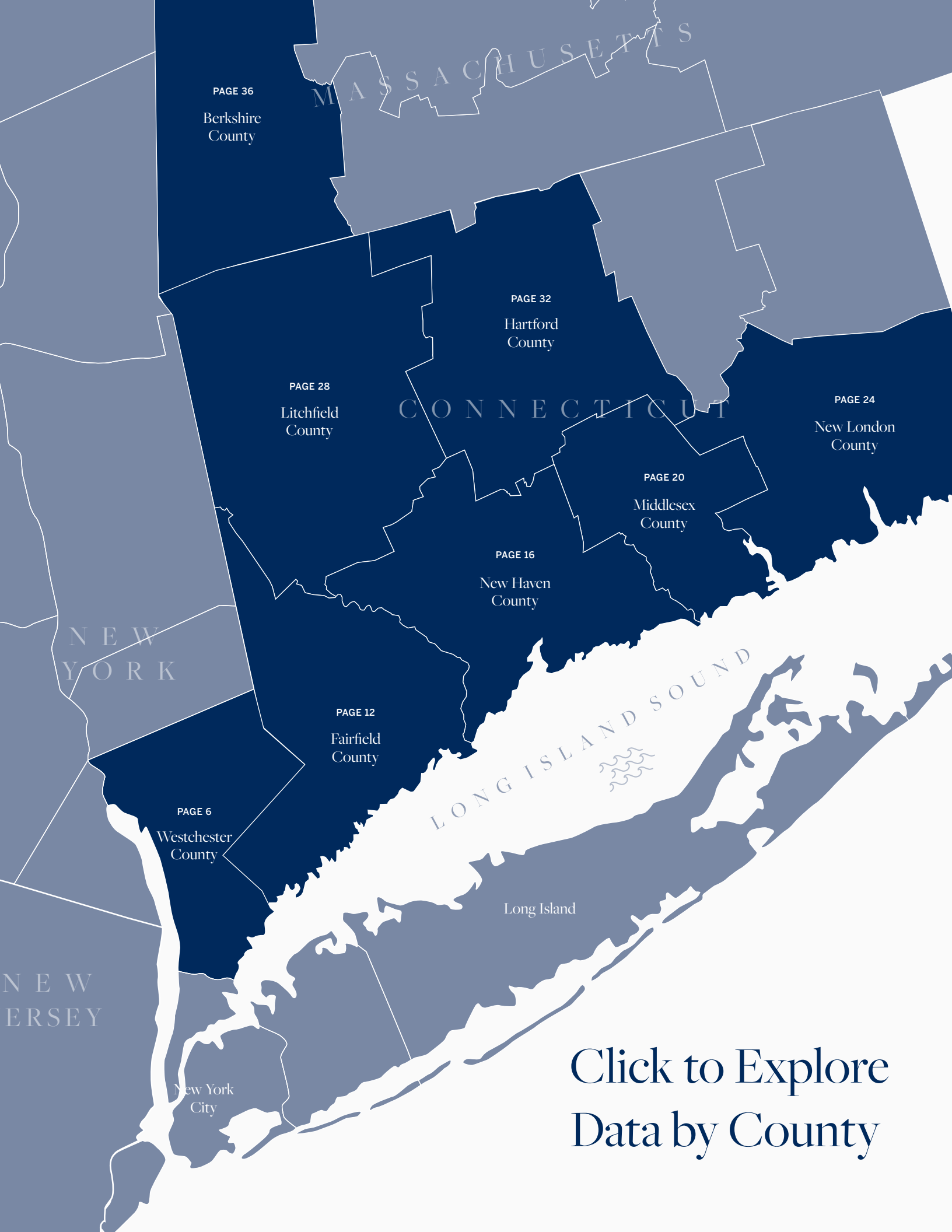
is on the rise and unemployment on the decline, even as the rate of inflation continues to ease. In an encouraging piece of news for the real estate industry, the Federal Reserve has forecast three rate cuts over the course of 2024, which will lead to mortgage rates following suit. The stock market demonstrated major gains in the final weeks of the year, while GDP is projected to grow at an annual rate of 2.3 percent in the fourth quarter after increasing by a robust 4.9% in the third, according to the Federal Reserve Bank of Atlanta. US Consumer Confidence increased to 110.7 (1985=100) in December in a positive sign after edging slightly down for the past few months, 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.



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Berkshire
County

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Hartford
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Litchfield
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New London
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Middlesex
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PAGE 16
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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**

\$850K

+30%
23 VS 19
% CHANGE

+4%
23 VS 22
% CHANGE

YTD CLOSED SALES

4,671

-20%
23 VS 19
% CHANGE

-24%
23 VS 22
% CHANGE

YTD CLOSED VOLUME

\$5.3B

+8%
23 VS 19
% CHANGE

-22%
23 VS 22
% CHANGE

CURRENT INVENTORY*

538

-71%
23 VS 19
% CHANGE

-37%
23 VS 22
% CHANGE

* Inventory as of 12/31

**12 Month Median Selling Price Calculated From 1/1/23 -12/31/23

11 Carriage Trail, Tarrytown NY
MLS: 6245967

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	5,822	6,124	4,671	-20%	-24%
CLOSED SALES VOLUME	\$4,957,116,365	\$6,838,532,768	\$5,331,157,680	8%	-22%
AVERAGE SALE PRICE	\$850,191	\$1,115,995	\$1,140,403	34%	2%
MEDIAN SALE PRICE	\$655,000	\$815,000	\$850,000	30%	4%
INVENTORY	1,874	859	538	-71%	-37%

SOUTHERN WESTCHESTER COUNTY

	2019	2022	2023	19 VS 23 % CHANGE	22 VS 23 % CHANGE
CLOSED SALES	3,935	4,219	3,234	-18%	-23%
CLOSED SALES VOLUME	\$3,626,760,003	\$4,909,497,087	\$3,874,021,968	7%	-21%
AVERAGE SALE PRICE	\$921,667	\$1,163,664	\$1,197,904	30%	3%
MEDIAN SALE PRICE	\$700,000	\$849,000	\$899,000	28%	6%
INVENTORY	1,159	586	351	-70%	-40%

NORTHERN WESTCHESTER COUNTY

	2019	2022	2023	19 VS 23 % CHANGE	22 VS 23 % CHANGE
CLOSED SALES	1,887	1,905	1,437	-24%	-25%
CLOSED SALES VOLUME	\$1,330,356,362	\$1,929,035,681	\$1,457,135,712	10%	-24%
AVERAGE SALE PRICE	\$705,011	\$1,012,617	\$1,014,012	44%	0%
MEDIAN SALE PRICE	\$565,500	\$730,000	\$755,000	34%	3%
INVENTORY	715	273	187	-74%	-32%

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	5,822	6,124	4,671	-20%	-24%	538
0-\$1,000,000	4,557	3,965	2,902	-36%	-27%	278
\$1,000,001 - \$2,000,000	966	1,486	1,276	32%	-14%	117
\$2,000,001 - \$3,000,000	207	432	314	52%	-27%	60
\$3,000,001 - \$5,000,000	73	201	136	86%	-32%	46
\$5,000,001+	19	40	43	126%	8%	37

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	3,935	4,219	3,234	-18%	-23%	351
0-\$1,000,000	2,921	2,632	1,919	-34%	-27%	183
\$1,000,001 - \$2,000,000	761	1,073	922	21%	-14%	74
\$2,000,001 - \$3,000,000	177	331	252	42%	-24%	37
\$3,000,001 - \$5,000,000	64	158	110	72%	-30%	31
\$5,000,001+	12	25	31	158%	24%	26

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	1,887	1,905	1,437	-24%	-25%	187
0-\$1,000,000	1,636	1,333	983	-40%	-26%	95
\$1,000,001 - \$2,000,000	205	413	354	73%	-14%	43
\$2,000,001 - \$3,000,000	30	101	62	107%	-39%	23
\$3,000,001 - \$5,000,000	9	43	26	189%	-40%	15
\$5,000,001+	7	15	12	71%	-20%	11

* Inventory as of 12/31



90 Dogwood Lane, Rye NY
MLS: 6281048

Single Family Home Sales by Community

SOUTHERN WESTCHESTER COUNTY

SCHOOL DISTRICT	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	1/1/22-12/31/22	1/1/23-12/31/23	
WESTCHESTER COUNTY	538	-37%	6,124	4,671	-24%	-22%	\$815,000	\$850,000	4%
Southern Westchester	351	-40%	4,219	3,234	-23%	-21%	\$849,000	\$899,000	6%
Ardley	4	-64%	121	90	-26%	-13%	\$780,000	\$855,000	10%
Blind Brook	6	-45%	132	89	-33%	-28%	\$1,087,000	\$1,120,000	3%
Briarcliff Manor	5	0%	60	62	3%	-2%	\$1,140,000	\$999,000	-12%
Bronxville	7	0%	74	61	-18%	-16%	\$2,575,000	\$2,525,000	-2%
Dobbs Ferry	7	17%	73	45	-38%	-35%	\$845,000	\$858,000	2%
Eastchester	7	-56%	124	91	-27%	-25%	\$878,000	\$905,000	3%
Edgemont	7	-46%	96	83	-14%	-13%	\$1,275,000	\$1,350,000	6%
Elmsford	7	-46%	87	50	-43%	-41%	\$603,000	\$619,000	3%
Greenburgh	5	-58%	104	61	-41%	-37%	\$608,000	\$670,000	10%
Harrison	14	-48%	138	102	-26%	-33%	\$1,661,000	\$1,633,000	-2%
Hartsdale (P.O.)	14	100%	89	52	-42%	-38%	\$740,000	\$774,000	5%
Hastings	0	-100%	73	72	-1%	3%	\$950,000	\$1,036,000	9%
Irvington	19	-27%	77	70	-9%	-11%	\$1,275,000	\$1,353,000	6%
Mamaroneck *	12	-40%	267	204	-24%	-21%	\$1,455,000	\$1,631,000	12%
Mount Pleasant	7	-59%	101	68	-33%	-27%	\$665,000	\$733,000	10%
Mount Vernon	22	-61%	157	125	-20%	-20%	\$610,000	\$610,000	0%
New Rochelle	29	-42%	332	284	-14%	-12%	\$830,000	\$877,000	6%
Ossining	20	33%	167	156	-7%	-1%	\$606,000	\$606,000	0%
Pelham	8	-33%	117	94	-20%	-14%	\$1,153,000	\$1,231,000	7%
Pleasantville	6	-57%	94	61	-35%	-33%	\$829,000	\$830,000	0%
Pocantico Hills	2	0%	17	11	-35%	-34%	\$1,060,000	\$1,120,000	6%
Port Chester	8	-60%	106	94	-11%	-6%	\$645,000	\$680,000	5%
Purchase (P.O.)	16	7%	36	23	-36%	-25%	\$1,725,000	\$2,195,000	27%
Rye City	14	-33%	166	120	-28%	-24%	\$2,148,000	\$2,200,000	2%
Rye Neck	1	-86%	94	55	-41%	-38%	\$993,000	\$1,162,000	17%
Scarsdale	19	-41%	278	205	-26%	-23%	\$2,000,000	\$1,975,000	-1%
Tarrytown	2	-33%	65	37	-43%	-40%	\$975,000	\$920,000	-6%
Tuckahoe	9	200%	60	40	-33%	-30%	\$861,000	\$888,000	3%
Valhalla	7	17%	81	56	-31%	-27%	\$660,000	\$683,000	3%
White Plains	16	-48%	266	208	-22%	-13%	\$789,000	\$880,000	12%
Yonkers	51	-52%	567	465	-18%	-17%	\$639,000	\$640,000	0%
CONDOMINIUMS AND COOPERATIVES									
Condominiums	125	-9%	988	718	-27%	-28%	\$469,000	\$474,000	1%
Cooperatives	286	-43%	2,025	1,655	-18%	-18%	\$200,000	\$200,000	0%

*Mamaroneck School District includes Larchmont P.O.

Single Family Home Sales by Community

NORTHERN WESTCHESTER COUNTY

SCHOOL DISTRICT	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	1/1/22-12/31/22	1/1/23-12/31/23	
WESTCHESTER COUNTY	538	-37%	6,124	4,671	-24%	-22%	\$815,000	\$850,000	4%
Northern Westchester	187	-32%	1,905	1,437	-25%	-24%	\$730,000	\$755,000	3%
Bedford	42	-24%	245	201	-18%	-24%	\$999,000	\$1,060,000	6%
Byram Hills	17	-53%	170	122	-28%	-27%	\$1,421,000	\$1,475,000	4%
Chappaqua	15	25%	215	151	-30%	-33%	\$1,310,000	\$1,283,000	-2%
Croton-Harmon	9	-25%	99	70	-29%	-28%	\$787,000	\$827,000	5%
Hendrick Hudson	13	-28%	138	107	-22%	-21%	\$575,000	\$600,000	4%
Katonah-Lewisboro	21	-30%	216	172	-20%	-21%	\$888,000	\$863,000	-3%
Lakeland	27	-7%	311	202	-35%	-33%	\$520,000	\$553,000	6%
North Salem	7	-30%	56	57	2%	10%	\$625,000	\$701,000	12%
Peekskill	2	-86%	109	68	-38%	-38%	\$481,000	\$480,000	0%
Somers	18	-40%	167	135	-19%	-19%	\$700,000	\$692,000	-1%
Yorktown	16	-41%	179	152	-15%	-11%	\$650,000	\$650,000	0%
CONDOMINIUMS AND COOPERATIVES									
Condominiums	47	-6%	504	377	-25%	-16%	\$415,000	\$450,000	8%
Cooperatives	15	-25%	120	79	-34%	-32%	\$131,000	\$135,000	3%





279 Saugatuck Avenue, Westport CT
MLS: 170601985

AT A GLANCE

Fairfield County

12-MONTH MEDIAN SELLING PRICE**

\$685K

+52%
23 VS 19
% CHANGE

+6%
23 VS 22
% CHANGE

YTD CLOSED SALES

6,501

-25%
23 VS 19
% CHANGE

-25%
23 VS 22
% CHANGE

YTD CLOSED VOLUME

\$7.6B

+28%
23 VS 19
% CHANGE

-16%
23 VS 22
% CHANGE

CURRENT INVENTORY*

984

-74%
23 VS 19
% CHANGE

-19%
23 VS 22
% CHANGE

* Inventory as of 12/31

**12 Month Median Selling Price Calculated From 1/1/23 -12/31/23

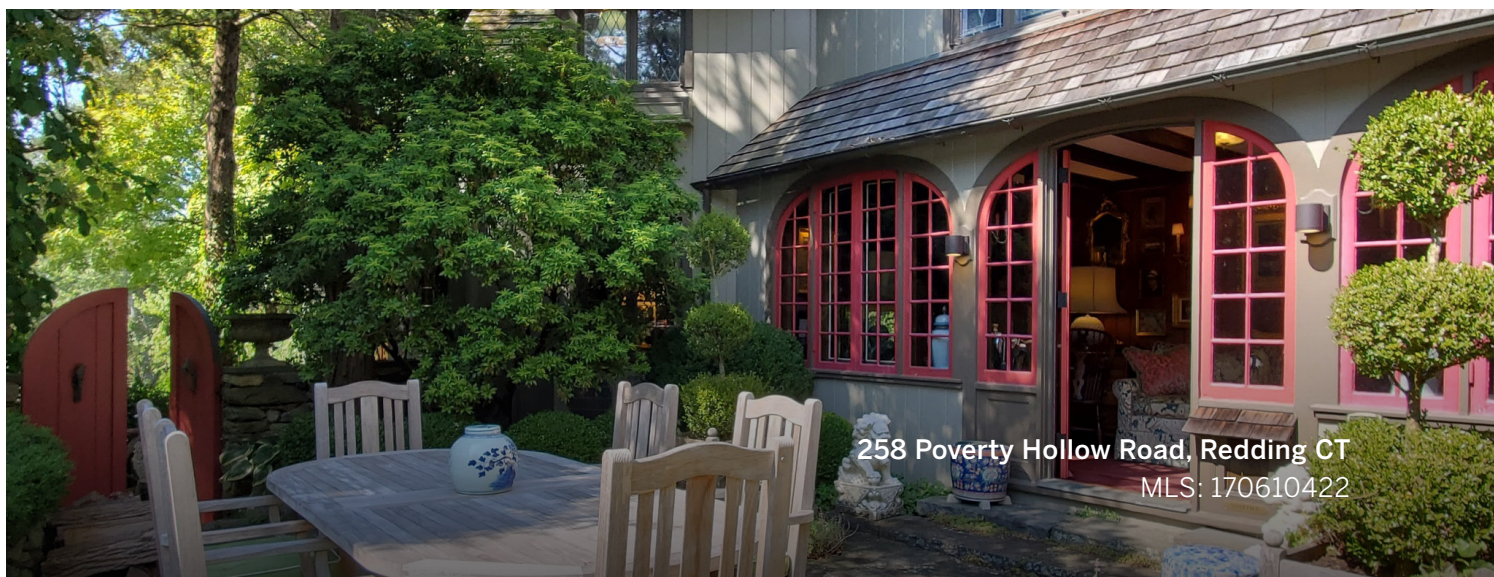
Closed Sales, Average and Median Sale Price & Inventory (Single Family)

YEAR-TO-DATE

	2019	2022	2023	19 VS 23 % CHANGE	22 VS 23 % CHANGE
CLOSED SALES	8,651	8,631	6,501	-25%	-25%
CLOSED SALES VOLUME	\$5,978,732,077	\$9,101,449,699	\$7,626,784,555	28%	-16%
AVERAGE SALE PRICE	\$691,103	\$1,054,507	\$1,173,171	70%	11%
MEDIAN SALE PRICE	\$450,000	\$645,000	\$685,000	52%	6%
INVENTORY	3,837	1,210	984	-74%	-19%

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	8,651	8,631	6,501	-25%	-25%	984
0 - \$800,000	6,755	5,247	3,714	-45%	-29%	474
\$800,001 - \$1,500,000	1,162	1,840	1,473	27%	-20%	197
\$1,500,001 - \$2,000,000	304	538	449	48%	-17%	76
\$2,000,001 - \$3,000,000	266	518	463	74%	-11%	67
\$3,000,001+	164	488	402	145%	-18%	170



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	1/1/22 - 12/31/22	1/1/23 - 12/31/23	
FAIRFIELD COUNTY	984	-19%	8,631	6,501	-25%	-16%	\$645,000	\$685,000	6%
Bethel	26	63%	146	134	-8%	-4%	\$490,000	\$483,000	-1%
Bridgeport	77	-39%	667	495	-26%	-22%	\$315,000	\$335,000	6%
Brookfield	27	8%	187	148	-21%	-20%	\$545,000	\$545,000	0%
Danbury	57	-14%	452	304	-33%	-29%	\$425,000	\$460,000	8%
Darien	19	-27%	284	235	-17%	0%	\$1,691,000	\$1,925,000	14%
Easton	21	-5%	113	91	-19%	-16%	\$875,000	\$875,000	0%
Fairfield	59	-35%	730	559	-23%	-19%	\$808,000	\$840,000	4%
Greenwich	111	-34%	634	524	-17%	-4%	\$2,450,000	\$2,500,000	2%
Monroe	34	42%	208	149	-28%	-25%	\$531,000	\$570,000	7%
New Canaan	39	-29%	261	210	-20%	-17%	\$1,917,000	\$2,000,000	4%
New Fairfield	26	0%	191	127	-34%	-29%	\$489,000	\$513,000	5%
Newtown	55	10%	346	306	-12%	-4%	\$550,000	\$566,000	3%
Norwalk	48	-31%	704	535	-24%	-23%	\$635,000	\$655,000	3%
Redding	23	35%	146	106	-27%	-21%	\$800,000	\$825,000	3%
Ridgefield	31	-28%	366	277	-24%	-9%	\$870,000	\$1,025,000	18%
Rowayton	9	0%	77	49	-36%	-31%	\$1,595,000	\$1,730,000	8%
Shelton	49	17%	352	286	-19%	-18%	\$468,000	\$475,000	1%
Sherman	17	55%	65	34	-48%	-42%	\$655,000	\$655,000	0%
Stamford	64	-30%	777	538	-31%	-26%	\$752,000	\$810,000	8%
Stratford	62	0%	670	448	-33%	-30%	\$380,000	\$400,000	5%
Trumbull	41	-9%	446	316	-29%	-26%	\$546,000	\$574,000	5%
Weston	26	0%	195	158	-19%	-19%	\$1,175,000	\$1,264,000	8%
Westport	53	-33%	435	327	-25%	-24%	\$2,002,000	\$2,015,000	1%
Wilton	19	-30%	256	194	-24%	-21%	\$1,042,000	\$1,128,000	8%
Middlebury*	27	17%	105	73	-30%	-41%	\$420,000	\$424,000	1%
Oxford*	21	-13%	122	98	-20%	-13%	\$460,000	\$480,000	4%
Southbury*	39	15%	177	143	-19%	-8%	\$507,000	\$570,000	12%
CONDOMINIUMS									
FAIRFIELD COUNTY	354	-20%	3,260	2,568	-21%	-13%	\$335,000	\$361,000	8%

*Is not included in totals

Fairfield County



168 Proprietors Crossing, New Canaan CT
MLS: 170613689



AT A GLANCE

New Haven County

12-MONTH MEDIAN SELLING PRICE**

\$350K

+46%
23 VS 19
% CHANGE

+5%
23 VS 22
% CHANGE

YTD CLOSED SALES

5,872

-24%
23 VS 19
% CHANGE

-22%
23 VS 22
% CHANGE

YTD CLOSED VOLUME

\$2.5B

+15%
23 VS 19
% CHANGE

-18%
23 VS 22
% CHANGE

CURRENT INVENTORY*

870

-60%
23 VS 19
% CHANGE

-9%
23 VS 22
% CHANGE

* Inventory as of 12/31

**12 Month Median Selling Price Calculated From 1/1/23 -12/31/23

97 Linden Avenue, Branford CT
MLS: 170578863

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	7,715	7,484	5,872	-24%	-22%
CLOSED SALES VOLUME	\$2,137,228,051	\$2,995,281,117	\$2,468,274,307	15%	-18%
AVERAGE SALE PRICE	\$277,022	\$400,225	\$420,346	52%	5%
MEDIAN SALE PRICE	\$239,000	\$332,000	\$350,000	46%	5%
INVENTORY	2,174	957	870	-60%	-9%

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	7,715	7,484	5,872	-24%	-22%	870
0-\$400,000	6,635	4,948	3,685	-44%	-26%	466
\$400,001 - \$750,000	924	2,063	1,724	87%	-16%	260
\$750,001 - \$1,000,000	76	280	279	267%	0%	66
\$1,000,001 - \$1,500,000	57	113	140	146%	24%	49
\$1,500,001+	23	80	44	91%	-45%	29



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	1/1/22 - 12/31/22	1/1/23 - 12/31/23	
NEW HAVEN COUNTY	870	-9%	7,484	5,872	-22%	-18%	\$332,000	\$350,000	5%
Ansonia	11	-48%	139	107	-23%	-23%	\$300,000	\$305,000	2%
Beacon Falls	6	-33%	59	53	-10%	-9%	\$350,000	\$340,000	-3%
Bethany	5	-55%	63	49	-22%	-15%	\$475,000	\$480,000	1%
Branford	29	0%	256	149	-42%	-38%	\$445,000	\$550,000	24%
Cheshire	46	15%	313	230	-27%	-19%	\$460,000	\$486,000	6%
Derby	8	-38%	92	76	-17%	-7%	\$287,000	\$335,000	17%
East Haven	37	9%	258	215	-17%	-14%	\$300,000	\$325,000	8%
Guilford	40	38%	304	247	-19%	-10%	\$548,000	\$575,000	5%
Hamden	74	-26%	697	528	-24%	-21%	\$307,000	\$327,000	7%
Madison	25	9%	269	215	-20%	-18%	\$625,000	\$675,000	8%
Meriden	50	-6%	559	432	-23%	-17%	\$255,000	\$276,000	8%
Middlebury	27	17%	105	73	-30%	-41%	\$420,000	\$424,000	1%
Milford	58	-26%	540	479	-11%	-13%	\$450,000	\$465,000	3%
Naugatuck	36	-3%	342	290	-15%	-10%	\$287,000	\$305,000	6%
New Haven	61	13%	325	282	-13%	-5%	\$281,000	\$310,000	10%
North Branford	26	100%	132	91	-31%	-33%	\$383,000	\$390,000	2%
North Haven	23	-28%	278	209	-25%	-23%	\$386,000	\$390,000	1%
Orange	6	-40%	154	99	-36%	-32%	\$515,000	\$540,000	5%
Oxford	21	-13%	122	98	-20%	-13%	\$460,000	\$480,000	4%
Prospect	9	-10%	111	79	-29%	-23%	\$335,000	\$365,000	9%
Seymour	19	-17%	168	117	-30%	-22%	\$335,000	\$370,000	10%
Southbury	39	15%	177	143	-19%	-8%	\$507,000	\$570,000	12%
Wallingford	21	-36%	362	283	-22%	-15%	\$335,000	\$357,000	7%
Waterbury	106	-19%	931	714	-23%	-16%	\$225,000	\$250,000	11%
West Haven	48	0%	397	344	-13%	-8%	\$295,000	\$313,000	6%
Wolcott	27	-4%	200	184	-8%	-6%	\$319,000	\$334,000	5%
Woodbridge	12	-29%	131	86	-34%	-25%	\$575,000	\$630,000	10%
CONDOMINIUMS									
NEW HAVEN	250	8%	2,469	1,957	-21%	-10%	\$200,000	\$235,000	18%

New Haven County



61 High Hill Circle, Madison CT
MLS# 170597020



40 Chapman Avenue, Westbrook CT
MLS#: 170603111

AT A GLANCE

Middlesex County

12-MONTH MEDIAN SELLING PRICE**

\$400K

+41%
23 VS 19
% CHANGE

+7%
23 VS 22
% CHANGE

YTD CLOSED SALES

1,453

-27%
23 VS 19
% CHANGE

-20%
23 VS 22
% CHANGE

YTD CLOSED VOLUME

\$698M

+5%
23 VS 19
% CHANGE

-14%
23 VS 22
% CHANGE

CURRENT INVENTORY*

285

-66%
23 VS 19
% CHANGE

+20%
23 VS 22
% CHANGE

* Inventory as of 12/31

**12 Month Median Selling Price Calculated From 1/1/23 -12/31/23

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	1,998	1,820	1,453	-27%	-20%
CLOSED SALES VOLUME	\$662,795,626	\$813,484,547	\$697,818,842	5%	-14%
AVERAGE SALE PRICE	\$331,730	\$446,970	\$480,261	45%	7%
MEDIAN SALE PRICE	\$283,000	\$375,000	\$400,000	41%	7%
INVENTORY	843	238	285	-66%	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	1,998	1,820	1,453	-27%	-20%	285
0-\$400,000	1,589	1,040	744	-53%	-28%	95
\$400,001 - \$750,000	338	626	565	67%	-10%	127
\$750,001 - \$1,000,000	38	84	77	103%	-8%	27
\$1,000,001 - \$1,500,000	22	44	44	100%	0%	13
\$1,500,001+	11	26	23	109%	-12%	23



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	1/1/22- 12/31/22	1/1/23- 12/31/23	
MIDDLESEX	285	20%	1,820	1,453	-20%	-14%	\$375,000	\$400,000	7%
Chester	4	33%	44	38	-14%	12%	\$450,000	\$468,000	4%
Clinton	27	125%	151	112	-26%	-27%	\$395,000	\$447,000	13%
Cromwell	17	13%	117	97	-17%	-10%	\$374,000	\$403,000	8%
Deep River	5	-55%	29	38	31%	9%	\$355,000	\$385,000	8%
Durham	8	-20%	68	63	-7%	-2%	\$400,000	\$425,000	6%
East Haddam	18	38%	142	107	-25%	-22%	\$340,000	\$385,000	13%
East Hampton	47	-20%	197	152	-23%	-19%	\$370,000	\$384,000	4%
Essex	30	50%	93	82	-12%	6%	\$565,000	\$608,000	8%
Haddam	12	-29%	103	81	-21%	-18%	\$399,000	\$410,000	3%
Killingworth	8	-20%	85	56	-34%	-43%	\$455,000	\$540,000	19%
Middlefield	12	1100%	50	31	-38%	-39%	\$308,000	\$333,000	8%
Middletown	43	48%	404	316	-22%	-16%	\$302,000	\$325,000	8%
Old Saybrook	18	-5%	143	128	-10%	-2%	\$550,000	\$594,000	8%
Portland	16	78%	119	75	-37%	-35%	\$335,000	\$315,000	-6%
Westbrook	20	100%	75	77	3%	12%	\$475,000	\$540,000	14%
CONDOMINIUMS									
MIDDLESEX	36	33%	465	394	-15%	-3%	\$181,000	\$210,000	16%



43 Liberty Street, Chester CT
MLS# 170607764



16 Montauk Avenue, Stonington CT
MLS# 170587996

AT A GLANCE

New London County

12-MONTH MEDIAN SELLING PRICE**

\$340K

+43%
23 VS 19
% CHANGE

+6%
23 VS 22
% CHANGE

YTD CLOSED SALES

2,484

-24%
23 VS 19
% CHANGE

-18%
23 VS 22
% CHANGE

YTD CLOSED VOLUME

\$1B

+15%
23 VS 19
% CHANGE

-13%
23 VS 22
% CHANGE

CURRENT INVENTORY*

377

-65%
23 VS 19
% CHANGE

+11%
23 VS 22
% CHANGE

* Inventory as of 12/31

**12 Month Median Selling Price Calculated From 1/1/23 -12/31/23

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	3,269	3,030	2,484	-24%	-18%
CLOSED SALES VOLUME	\$881,579,148	\$1,167,091,696	\$1,016,279,684	15%	-13%
AVERAGE SALE PRICE	\$269,678	\$385,179	\$409,130	52%	6%
MEDIAN SALE PRICE	\$238,000	\$320,000	\$340,000	43%	6%
INVENTORY	1,086	341	377	-65%	11%


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	3,269	3,030	2,484	-24%	-18%	377
0-\$400,000	2,834	2,108	1,594	-44%	-24%	167
\$400,001 - \$750,000	372	734	695	87%	-5%	122
\$750,001 - \$1,000,000	33	106	109	230%	3%	31
\$1,000,001 - \$1,500,000	21	49	54	157%	10%	26
\$1,500,001+	9	33	32	256%	-3%	31



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	1/1/22- 12/31/22	1/1/23- 12/31/23	
NEW LONDON	377	11%	3,030	2,484	-18%	-13%	\$320,000	\$340,000	6%
Bozrah	5	-50%	15	22	47%	40%	\$330,000	\$310,000	-6%
Colchester	22	-19%	218	168	-23%	-18%	\$378,000	\$405,000	7%
East Lyme	32	33%	247	200	-19%	-7%	\$405,000	\$485,000	20%
Franklin	4	100%	23	17	-26%	-7%	\$300,000	\$350,000	17%
Griswold	13	30%	118	110	-7%	-2%	\$292,000	\$300,000	3%
Groton	33	-8%	314	245	-22%	-19%	\$326,000	\$365,000	12%
Lebanon	11	10%	87	61	-30%	-26%	\$345,000	\$353,000	2%
Ledyard	41	21%	267	202	-24%	-17%	\$325,000	\$344,000	6%
Lisbon	7	0%	69	51	-26%	-30%	\$300,000	\$287,000	-4%
Lyme	10	0%	33	29	-12%	-33%	\$819,000	\$650,000	-21%
Montville	20	-9%	233	181	-22%	-25%	\$285,000	\$295,000	4%
New London	12	-40%	184	145	-21%	-20%	\$257,000	\$265,000	3%
North Stonington	12	71%	71	54	-24%	-19%	\$360,000	\$409,000	14%
Norwich	47	12%	398	368	-8%	-2%	\$230,000	\$242,000	5%
Old Lyme	20	43%	126	120	-5%	3%	\$516,000	\$575,000	11%
Preston	5	25%	69	34	-51%	-46%	\$305,000	\$351,000	15%
Salem	5	25%	55	56	2%	27%	\$339,000	\$410,000	21%
Sprague	3	0%	22	30	36%	27%	\$278,000	\$290,000	4%
Stonington	37	23%	192	154	-20%	-10%	\$454,000	\$543,000	20%
Valuntown	4	300%	33	24	-27%	-30%	\$317,000	\$350,000	10%
Waterford	34	42%	256	213	-17%	-8%	\$330,000	\$345,000	5%
CONDOMINIUMS									
NEW LONDON	51	6%	567	411	-28%	-15%	\$190,000	\$211,000	11%

A photograph of a dining room with a wooden table, chairs, and large windows. The room features a high ceiling with exposed wooden beams and recessed lighting. A large set of white-framed glass doors on the left leads to a patio with a green armchair. A wooden hutch with glassware and books is in the background. A striped rug is on the floor.

New London County

2 Old Stone Post Road, Lyme CT
MLS# 170600792



AT A GLANCE

Litchfield County

12-MONTH MEDIAN SELLING PRICE**

\$369K

+54%
23 VS 19
% CHANGE

+7%
23 VS 22
% CHANGE

YTD CLOSED SALES

1,770

-25%
23 VS 19
% CHANGE

-24%
23 VS 22
% CHANGE

YTD CLOSED VOLUME

\$882M

+19%
23 VS 19
% CHANGE

-22%
23 VS 22
% CHANGE

CURRENT INVENTORY*

424

-66%
23 VS 19
% CHANGE

+3%
23 VS 22
% CHANGE

366 Litchfield Road, Harwinton CT
MLS: 170575910

* Inventory as of 12/31

**12 Month Median Selling Price Calculated From 1/1/23 -12/31/23

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	2,370	2,326	1,770	-25%	-24%
CLOSED SALES VOLUME	\$739,517,443	\$1,124,173,134	\$882,439,888	19%	-22%
AVERAGE SALE PRICE	\$312,033	\$483,307	\$498,554	60%	3%
MEDIAN SALE PRICE	\$239,000	\$345,000	\$369,000	54%	7%
INVENTORY	1,230	411	424	-66%	3%

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	2,370	2,326	1,770	-25%	-24%	424
0-\$400,000	1,987	1,432	1,026	-48%	-28%	143
\$400,001 - \$750,000	260	616	525	102%	-15%	123
\$750,001 - \$1,000,000	51	125	90	76%	-28%	60
\$1,000,001 - \$2,000,000	55	96	95	73%	-1%	56
\$2,000,001+	17	57	34	100%	-40%	42



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	1/1/22-12/31/22	1/1/23-12/31/23	
LITCHFIELD COUNTY	424	3%	2,326	1,770	-24%	-22%	\$345,000	\$369,000	7%
Barkhamsted	10	43%	49	35	-29%	-18%	\$355,000	\$390,000	10%
Bethlehem	13	30%	51	42	-18%	-23%	\$430,000	\$400,000	-7%
Bridgewater	7	-13%	31	16	-48%	-41%	\$616,000	\$635,000	3%
Canaan, North Canaan	14	-22%	56	37	-34%	-19%	\$322,000	\$313,000	-3%
Colebrook	5	25%	22	7	-68%	-77%	\$418,000	\$240,000	-43%
Cornwall	4	-50%	18	17	-6%	-53%	\$800,000	\$498,000	-38%
Goshen	16	-11%	52	46	-12%	-29%	\$606,000	\$553,000	-9%
Harwinton	7	-50%	71	45	-37%	-36%	\$340,000	\$345,000	1%
Kent	11	-50%	33	30	-9%	-13%	\$616,000	\$502,000	-19%
Litchfield	20	0%	99	84	-15%	-22%	\$495,000	\$455,000	-8%
Morris	5	0%	30	27	-10%	5%	\$375,000	\$520,000	39%
New Hartford	10	-38%	99	60	-39%	-32%	\$375,000	\$400,000	7%
New Milford	53	10%	311	246	-21%	-7%	\$420,000	\$469,000	12%
Norfolk	4	-43%	23	15	-35%	-59%	\$409,000	\$380,000	-7%
Plymouth	20	25%	165	113	-32%	-24%	\$256,000	\$275,000	7%
Roxbury	19	138%	37	20	-46%	-47%	\$769,000	\$1,016,000	32%
Salisbury	19	-21%	58	58	0%	7%	\$818,000	\$904,000	11%
Sharon	13	86%	41	43	5%	-5%	\$650,000	\$645,000	-1%
Thomaston	8	33%	89	62	-30%	-22%	\$280,000	\$315,000	13%
Torrington	57	30%	386	330	-15%	-5%	\$235,000	\$260,000	11%
Warren	4	-56%	14	12	-14%	-11%	\$471,000	\$500,000	6%
Washington	30	43%	52	38	-27%	-35%	\$770,000	\$1,151,000	49%
Watertown	33	-6%	270	209	-23%	-16%	\$296,000	\$330,000	11%
Winchester	20	-5%	149	109	-27%	-28%	\$226,000	\$240,000	6%
Woodbury	22	47%	120	69	-43%	-44%	\$522,000	\$500,000	-4%
CONDOMINIUMS									
LITCHFIELD COUNTY	40	14%	421	315	-25%	-20%	\$175,000	\$191,000	9%



137 Skyline Ridge Road, Bridgewater CT
MLS: 170607533



AT A GLANCE

Hartford County

12-MONTH MEDIAN SELLING PRICE**

\$345K

+49%
23 VS 19
% CHANGE

+10%
23 VS 22
% CHANGE

YTD CLOSED SALES

6,500

-25%
23 VS 19
% CHANGE

-20%
23 VS 22
% CHANGE

YTD CLOSED VOLUME

\$2.6B

+11%
23 VS 19
% CHANGE

-12%
23 VS 22
% CHANGE

CURRENT INVENTORY*

649

-72%
23 VS 19
% CHANGE

-5%
23 VS 22
% CHANGE

* Inventory as of 12/31

**12 Month Median Selling Price Calculated From 1/1/23 -12/31/23

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	8,672	8,122	6,500	-25%	-20%
CLOSED SALES VOLUME	\$2,329,102,777	\$2,938,884,482	\$2,574,867,532	11%	-12%
AVERAGE SALE PRICE	\$268,577	\$361,842	\$396,133	47%	9%
MEDIAN SALE PRICE	\$232,000	\$315,000	\$345,000	49%	10%
INVENTORY	2,309	684	649	-72%	-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	8,672	8,122	6,500	-25%	-20%	649
0-\$300,000	6,151	3,802	2,374	-61%	-38%	246
\$300,001 - \$500,000	1,915	3,049	2,822	47%	-7%	205
\$500,001 - \$700,000	451	796	841	86%	6%	104
\$700,001 - \$1,000,000	129	388	363	181%	-6%	55
\$1,000,001+	26	87	100	285%	15%	39



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	1/1/22 - 12/31/22	1/1/23 - 12/31/23	
HARTFORD COUNTY	649	-5%	8,122	6,500	-20%	-12%	\$315,000	\$345,000	10%
Avon	24	9%	248	170	-31%	-25%	\$565,000	\$567,000	0%
Berlin	15	7%	171	167	-2%	8%	\$352,000	\$379,000	8%
Bloomfield	18	-5%	199	154	-23%	-14%	\$290,000	\$315,000	9%
Bristol	56	-21%	679	505	-26%	-17%	\$267,000	\$300,000	12%
Burlington	10	-29%	134	89	-34%	-33%	\$455,000	\$475,000	4%
Canton	10	0%	124	90	-27%	-21%	\$383,000	\$425,000	11%
East Granby	6	50%	79	53	-33%	-26%	\$351,000	\$378,000	8%
East Hartford	37	-3%	491	378	-23%	-19%	\$238,000	\$250,000	5%
East Windsor	18	-31%	105	102	-3%	1%	\$300,000	\$304,000	1%
Enfield	46	44%	476	402	-16%	-8%	\$260,000	\$280,000	8%
Farmington	20	11%	247	201	-19%	-8%	\$426,000	\$478,000	12%
Glastonbury	28	-18%	348	309	-11%	-1%	\$475,000	\$531,000	12%
Granby	16	-41%	125	114	-9%	4%	\$400,000	\$455,000	14%
Hartford	35	-30%	270	233	-14%	-4%	\$217,000	\$230,000	6%
Hartland	1	-	14	16	14%	26%	\$363,000	\$370,000	2%
Manchester	39	18%	526	417	-21%	-12%	\$265,000	\$290,000	9%
Marlborough	8	0%	88	71	-19%	-9%	\$350,000	\$420,000	20%
New Britain	40	0%	394	307	-22%	-15%	\$231,000	\$250,000	8%
Newington	26	189%	332	276	-17%	-7%	\$300,000	\$335,000	12%
Plainville	11	-15%	175	152	-13%	1%	\$265,000	\$320,000	21%
Rocky Hill	8	-27%	125	91	-27%	-19%	\$370,000	\$418,000	13%
Simsbury	15	-17%	322	270	-16%	-11%	\$433,000	\$465,000	7%
South Windsor	14	-26%	283	226	-20%	-11%	\$365,000	\$410,000	12%
Southington	30	11%	453	380	-16%	-11%	\$365,000	\$380,000	4%
Suffield	21	-9%	166	116	-30%	-28%	\$453,000	\$457,000	1%
West Hartford	46	21%	768	599	-22%	-12%	\$400,000	\$450,000	13%
Wethersfield	16	-43%	329	249	-24%	-18%	\$325,000	\$353,000	9%
Windsor	23	10%	311	237	-24%	-19%	\$310,000	\$320,000	3%
Windsor Locks	12	-29%	140	126	-10%	5%	\$249,000	\$291,000	17%
CONDOMINIUMS AND COOPERATIVES									
Hartford County	193	54%	2,349	1,868	-20%	-11%	\$205,000	\$237,000	16%

Hartford County



155 South Main Street, Suffield CT
MLS: 170607669



123 Chestnut Street, Williamstown MA
MLS# 236559

AT A GLANCE

Berkshire County

12-MONTH MEDIAN SELLING PRICE**

\$330K

+50%
23 VS 19
% CHANGE

+2%
23 VS 22
% CHANGE

YTD CLOSED SALES

1,101

-23%
23 VS 19
% CHANGE

-18%
23 VS 22
% CHANGE

YTD CLOSED VOLUME

\$524M

+29%
23 VS 19
% CHANGE

-15%
23 VS 22
% CHANGE

CURRENT INVENTORY*

246

-65%
23 VS 19
% CHANGE

+7%
23 VS 22
% CHANGE

* Inventory as of 12/31

**12 Month Median Selling Price Calculated From 1/1/23 -12/31/23

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	1,421	1,339	1,101	-23%	-18%
CLOSED SALES VOLUME	\$404,675,972	\$618,544,251	\$523,762,384	29%	-15%
AVERAGE SALE PRICE	\$284,783	\$461,945	\$475,715	67%	3%
MEDIAN SALE PRICE	\$220,000	\$325,000	\$330,000	50%	2%
INVENTORY	696	229	246	-65%	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	1,421	1,339	1,101	-23%	-18%	246
0-\$400,000	1,176	836	672	-43%	-20%	100
\$400,001 - \$750,000	190	340	283	49%	-17%	74
\$750,001 - \$1,000,000	29	72	67	131%	-7%	22
\$1,000,001 - \$1,500,000	17	44	42	147%	-5%	14
\$1,500,001+	9	47	37	311%	-21%	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
	YTD 2023	YTD 22 VS YTD 23	YTD 2022	YTD 2023	YTD 22 VS YTD 23	YTD 22 VS YTD 23	1/1/22 - 12/31/22	1/1/23 - 12/31/23	
BERKSHIRE COUNTY	246	7%	1,339	1,101	-18%	-15%	\$325,000	\$330,000	2%
Adams	5	-64%	79	78	-1%	6%	\$199,000	\$216,000	9%
Alford	2	0%	13	7	-46%	-60%	\$1,289,000	\$700,000	-46%
Becket	7	-13%	49	44	-10%	19%	\$315,000	\$463,000	47%
Cheshire	7	-	31	18	-42%	-45%	\$316,000	\$274,000	-13%
Clarksburg	3	-25%	17	15	-12%	-6%	\$244,000	\$260,000	7%
Dalton	7	-13%	53	49	-8%	-8%	\$280,000	\$277,000	-1%
Egremont	9	-10%	30	25	-17%	-19%	\$781,000	\$705,000	-10%
Florida	4	100%	10	8	-20%	-30%	\$182,000	\$186,000	2%
Gt. Barrington	29	45%	97	51	-47%	-38%	\$500,000	\$515,000	3%
Hancock	1	-	5	4	-20%	-22%	\$401,000	\$465,000	16%
Hinsdale	3	-	23	12	-48%	-45%	\$460,000	\$375,000	-18%
Lanesborough	10	-23%	40	31	-23%	-26%	\$278,000	\$348,000	25%
Lee	14	0%	42	41	-2%	-10%	\$365,000	\$350,000	-4%
Lenox	10	-29%	53	42	-21%	-30%	\$625,000	\$648,000	4%
Monterey	5	-17%	19	15	-21%	-25%	\$825,000	\$900,000	9%
Mt. Washington	0	-100%	4	6	50%	7%	\$665,000	\$708,000	6%
New Ashford	1	-	5	2	-60%	-78%	\$333,000	\$213,000	-36%
New Marlborough	10	100%	22	21	-5%	67%	\$753,000	\$775,000	3%
North Adams	15	-6%	86	88	2%	12%	\$193,000	\$214,000	11%
Otis	5	-44%	33	32	-3%	34%	\$435,000	\$537,000	23%
Peru	0	-100%	4	2	-50%	-73%	\$335,000	\$183,000	-45%
Pittsfield	39	5%	406	319	-21%	-21%	\$265,000	\$279,000	5%
Richmond	5	67%	23	24	4%	27%	\$540,000	\$678,000	26%
Sandisfield	4	0%	17	18	6%	18%	\$375,000	\$503,000	34%
Savoy	2	-33%	6	7	17%	-53%	\$318,000	\$130,000	-59%
Sheffield	13	8%	33	26	-21%	1%	\$489,000	\$546,000	12%
Stockbridge	8	33%	31	30	-3%	-6%	\$594,000	\$678,000	14%
Tyringham	4	-	9	2	-78%	-84%	\$655,000	\$768,000	17%
Washington	2	0%	6	4	-33%	-46%	\$408,000	\$320,000	-22%
West Stockbridge	7	0%	26	17	-35%	-20%	\$554,000	\$695,000	25%
Williamstown	15	114%	55	57	4%	2%	\$426,000	\$489,000	15%
Windsor	0	-100%	12	6	-50%	-53%	\$398,000	\$455,000	14%
CONDOMINIUMS									
BERKSHIRE COUNTY	29	-12%	158	138	-13%	3%	\$295,000	\$341,000	16%



61 Greylock Estates Road, Lanesborough MA
MLS: 242157



145 Polly Park Road, Rye NY
MLS: 6266010

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