

FIRST QUARTER 2020

# Market Watch



William Pitt  
Julia B Fee

Sotheby's  
INTERNATIONAL REALTY

# Market Overview

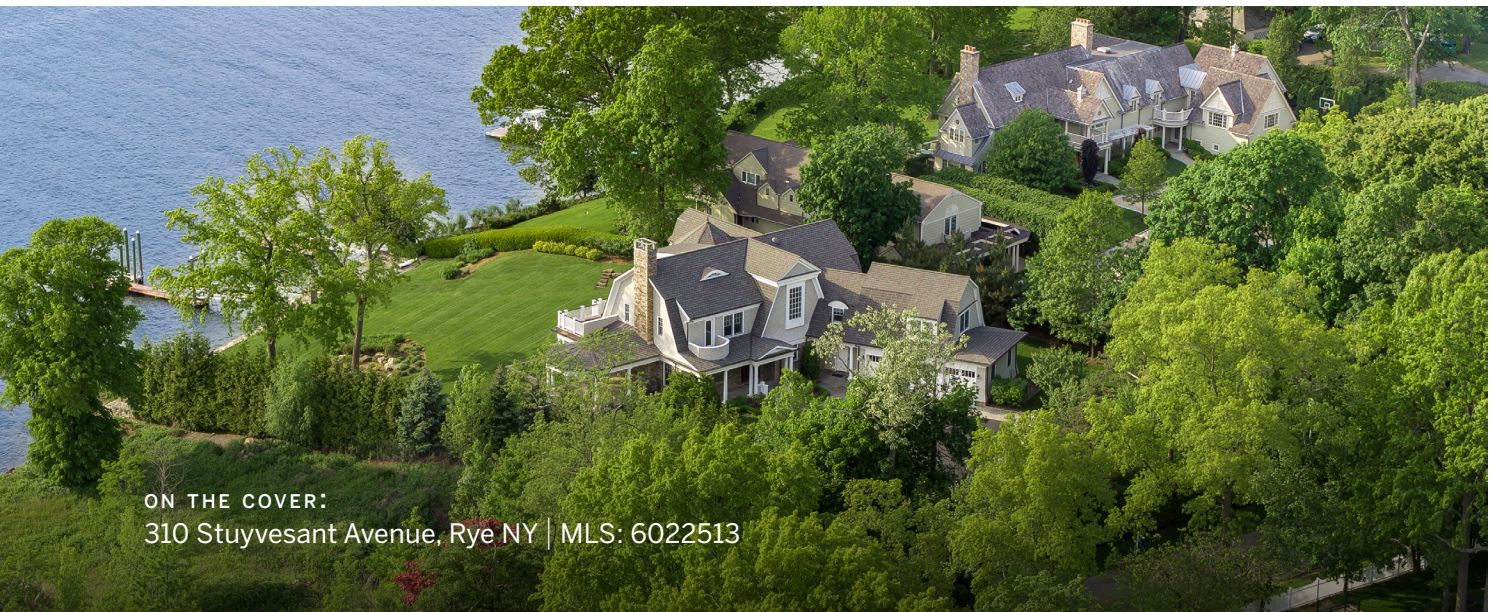
These are unprecedented times. With the first quarter of 2020 having come to a close, we would normally use this space to analyze the market dynamics of the past three months, and indications of where we are headed. But considering the dramatic impact of COVID-19 throughout the world, the real estate market's performance in the first quarter is not the story we are focused on right now.

We would be remiss not to at least acknowledge for the historical record that it was a robust quarter. Coming off a strong back half of 2019, all of the areas where we do business witnessed significant gains over the same time the prior year, with closed unit sales and dollar volume experiencing notable increases across the board. The following pages detail key first quarter metrics for each of the regions and communities we serve.

But the world we live in has fundamentally changed, beginning in the final weeks of the quarter. We have tried to provide useful information in this report where we can to show our readers what those weeks were like. As you read through the Connecticut

sections of this report, you'll note that for each week in March we've provided statistics on new properties hitting the market, closed transactions, withdrawn listings and more. By drilling down to this level of detail for the period in which the crisis took hold, we can better understand how supply and demand responded in real time. The numbers in fact leave us cautiously optimistic that demand remains strong, that people are still active in the market. In the Berkshires, Mass., only unit sales figures were available for each week in March, so we have included those. Accurate weekly numbers in Westchester County were not available, so we were not able to report this data for that region.

As of this publishing, the States of New York, Connecticut and Massachusetts have each deemed real estate transactions and related services essential businesses. Real estate can continue. We are serving the needs of our clients and customers while practicing social distancing, following CDC safety protocols, and reducing person to person contact to the greatest extent possible. Ways in which we can conduct business include communicating



ON THE COVER:  
310 Stuyvesant Avenue, Rye NY | MLS: 6022513

## ECONOMIC FACTORS

INDICATORS	DATES			DATES	GDP
	03/31/19	09/30/19	03/31/20		
Stock Market (Dow)	25,928.68	26,913.44	21,917.16	Q1 2019	3.1%
Consumer Confidence	124.1	125.1	120	Q2 2019	2.0%
Mortgage Rate (US 30 year)	4.06%	3.64%	3.50%	Q3 2019	1.9%
Unemployment Rate	3.8	3.5	4.4	Q4 2019	2.1%
				Q1 2020 (EST.)	1.2%

face-to-face via sophisticated video conferencing, offering on-demand virtual showing experiences to prospective purchasers, and completing each stage of the real estate process through our online transaction management system.

Based on these factors, as well as the continued activity demonstrated in those weekly charts from March, we are advising sellers that it makes sense to keep their properties listed right now. Demand has surged in the past nine months, and today, serious buyers are continuing their property searches from their homes. While some may be concerned about the Days on Market ticking upward on their homes as real estate transactions potentially slow down, we feel the increased exposure these properties will receive before a virtual audience at this moment in time should outweigh such concerns. The rental market too is receiving considerable attention as people temporarily leave cities for more secluded refuges, according to multiple news outlets.

Yet the future remains uncertain. Lawrence Yun, Chief Economist with the National Association of Realtors, has suggested the likelihood of a healthy V-shaped economic recovery later in the year, pointing to the strength of the housing market prior to the pandemic. Yun also said that damage to the economy may be mitigated by the recently passed Coronavirus Aid, Relief and Economic Security (CARES) Act, which allocates \$2 trillion to support impacted individuals and businesses and contains provisions related to the real estate industry. We are encouraged by his words as we head into the second quarter. We also understand that no one can say for sure what lies ahead.

I hope you find this report informative on what's happening in your market, and invite you to contact one of our sales associates if we can help you with any of your own real estate needs.

Wishing you health and safety.



*Paul E. Breunich*

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 President and Chief Executive Officer  
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7 Spruce Lane, Scarsdale NY  
MLS: 6027751

AT A GLANCE

# Westchester County

\$685K ▲ 2%

12-MONTH MEDIAN SELLING PRICE\*

1,064 ▲ 7%

YTD CLOSED SALES

\$851M ▲ 13%

YTD CLOSED VOLUME

2,079 ▼ 23%

CURRENT INVENTORY

\*12 Month Median Selling Price Calculated from 4/1/19 - 3/31/20.

## SINGLE FAMILY HOME SALES & INVENTORY BY PRICE RANGE

### WESTCHESTER COUNTY OVERALL

PRICE POINT	CLOSED SALES			INVENTORY
	YTD 2019	YTD 2020	% CHANGE	YTD 2020
All Price Ranges	996	1,064	7%	2,078
0-\$999,999	829	870	5%	1,189
\$1,000,000-\$1,999,999	137	147	7%	539
\$2,000,000-\$2,999,999	20	32	60%	189
\$3,000,000-\$4,999,999	7	14	100%	107
\$5,000,000+	3	1	-67%	54

### SOUTHERN WESTCHESTER COUNTY

PRICE POINT	CLOSED SALES			INVENTORY
	YTD 2019	YTD 2020	% CHANGE	YTD 2020
All Price Ranges	670	704	5%	1,305
0-\$999,999	545	546	0%	674
\$1,000,000-\$1,999,999	103	117	14%	381
\$2,000,000-\$2,999,999	16	28	75%	132
\$3,000,000-\$4,999,999	5	12	140%	83
\$5,000,000+	1	1	0%	35

### NORTHERN WESTCHESTER COUNTY

PRICE POINT	CLOSED SALES			INVENTORY
	YTD 2019	YTD 2020	% CHANGE	YTD 2020
All Price Ranges	326	360	10%	773
0-\$999,999	284	324	14%	515
\$1,000,000-\$1,999,999	34	30	-12%	158
\$2,000,000-\$2,999,999	4	4	0%	57
\$3,000,000-\$4,999,999	2	2	0%	24
\$5,000,000+	2	0	—	19

## SINGLE FAMILY HOME SALES BY COMMUNITY

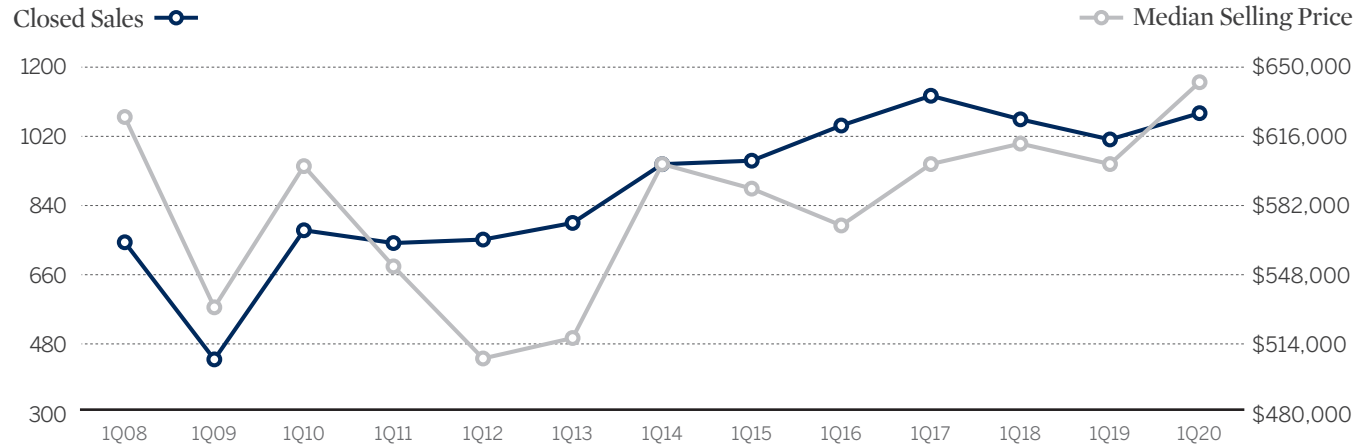
### SOUTHERN WESTCHESTER COUNTY

TOWNS	INVENTORY	YTD UNIT SALES			YTD DOLLAR VOLUME		12 MONTH MEDIAN SELLING PRICE	
		YTD 2019	YTD 2020	% CHANGE	YTD 19 VS YTD 20	% CHANGE	4/1/18 - 3/31/19	4/1/19 - 3/31/20
		YTD 2019	YTD 2020	YTD 19 VS YTD 20	YTD 19 VS YTD 20	% CHANGE	4/1/18 - 3/31/19	4/1/19 - 3/31/20
WESTCHESTER COUNTY	2,078	999	1,067	7%	13%	\$673,000	\$685,000	2%
Southern Westchester	1,305	673	707	5%	16%	\$693,000	\$713,000	3%
Ardsley	38	12	17	42%	17%	\$686,000	\$685,000	0%
Blind Brook	34	15	21	40%	7%	\$861,000	\$852,000	-1%
Briarcliff Manor	22	12	7	-42%	-48%	\$795,000	\$884,000	11%
Bronxville	36	8	7	-13%	12%	\$1,944,000	\$1,898,000	-2%
Dobbs Ferry	22	8	9	13%	30%	\$809,000	\$885,000	9%
Eastchester	21	20	23	15%	34%	\$718,000	\$752,000	5%
Edgemont	28	8	18	125%	93%	\$1,097,000	\$1,078,000	-2%
Elmsford	16	16	14	-13%	-17%	\$500,000	\$495,000	-1%
Greenburgh	46	27	24	-11%	-11%	\$554,000	\$570,000	3%
Harrison	98	28	32	14%	1%	\$1,393,000	\$1,125,000	-19%
Hartsdale (P.O.)	21	16	18	13%	12%	\$626,000	\$610,000	-3%
Hastings	17	14	11	-21%	-22%	\$877,000	\$740,000	-16%
Irvington	42	11	15	36%	37%	\$1,060,000	\$913,000	-14%
Mamaroneck *	65	28	30	7%	34%	\$1,150,000	\$1,173,000	2%
Mount Pleasant	37	26	14	-46%	-49%	\$575,000	\$584,000	2%
Mount Vernon	45	44	38	-14%	-10%	\$448,000	\$445,000	-1%
New Rochelle	103	57	66	16%	21%	\$679,000	\$680,000	0%
Ossining	62	39	47	21%	22%	\$444,000	\$475,000	7%
Pelham	52	16	24	50%	53%	\$888,000	\$965,000	9%
Pleasantville	20	14	11	-21%	-22%	\$767,000	\$663,000	-14%
Pocantico Hills	1	1	0	-100%	-100%	\$799,000	\$665,000	-17%
Port Chester	22	26	21	-19%	-34%	\$518,000	\$516,000	0%
Purchase (P.O.)	29	13	7	-46%	-57%	\$1,798,000	\$1,508,000	-16%
Rye City	71	16	28	75%	110%	\$1,910,000	\$1,920,000	1%
Rye Neck	24	5	9	80%	35%	\$1,050,000	\$999,000	-5%
Scarsdale	110	33	36	9%	41%	\$1,425,000	\$1,438,000	1%
Tarrytown	19	9	15	67%	98%	\$724,000	\$784,000	8%
Tuckahoe	50	18	15	-17%	56%	\$719,000	\$851,000	18%
Valhalla	19	16	14	-13%	-2%	\$530,000	\$593,000	12%
White Plains	58	40	32	-20%	-20%	\$716,000	\$675,000	-6%
Yonkers	117	106	109	3%	6%	\$510,000	\$525,000	3%
<b>CONDOMINIUMS AND COOPERATIVES</b>								
Condominiums	276	163	156	-4%	3%	\$400,000	\$425,000	6%
Cooperatives	431	428	355	-17%	-10%	\$175,000	\$180,000	3%

\*Mamaroneck School District includes Larchmont P.O.

## SINGLE FAMILY HOMES 13-YEAR FOURTH QUARTER SALES

### WESTCHESTER COUNTY OVERALL



## SINGLE FAMILY HOME SALES BY COMMUNITY

### NORTHERN WESTCHESTER COUNTY

TOWNS	INVENTORY	YTD UNIT SALES			YTD DOLLAR VOLUME		12 MONTH MEDIAN SELLING PRICE	
		YTD 2019	YTD 2020	% CHANGE YTD 19 VS YTD 20	% CHANGE YTD 19 VS YTD 20	4/1/18 - 3/31/19	4/1/19 - 3/31/20	% CHANGE
WESTCHESTER COUNTY	2,078	996	1,064	7%	13%	\$673,000	\$685,000	2%
Northern Westchester	773	326	360	10%	5%	\$550,000	\$560,000	2%
Bedford	160	38	45	18%	-10%	\$743,000	\$715,000	-4%
Byram Hills	92	26	24	-8%	-18%	\$1,030,000	\$960,000	-7%
Chappaqua	96	27	37	37%	20%	\$930,000	\$849,000	-9%
Croton-Harmon	20	12	21	75%	86%	\$613,000	\$567,000	-8%
Hendrick Hudson	44	26	31	19%	0%	\$480,000	\$499,000	4%
Katonah-Lewisboro	119	31	48	55%	60%	\$660,000	\$639,000	-3%
Lakeland	67	53	63	19%	20%	\$395,000	\$405,000	3%
North Salem	46	11	14	27%	64%	\$530,000	\$545,000	3%
Peekskill	23	19	21	11%	10%	\$330,000	\$325,000	-2%
Somers	50	37	33	-11%	-1%	\$530,000	\$540,000	2%
Yorktown	53	46	23	-50%	-49%	\$490,000	\$528,000	8%
<b>CONDOMINIUMS AND COOPERATIVES</b>								
Condominiums	110	95	77	-19%	-11%	\$335,000	\$351,000	5%
Cooperatives	23	20	23	15%	28%	\$105,000	\$125,000	19%



789 Ridgefield Road, Wilton CT  
MLS: 170267851

AT A GLANCE

# Fairfield County

\$450K ◀ 0%

12-MONTH MEDIAN SELLING PRICE\*

1,558 ▲ 8%

YTD CLOSED SALES

\$993M ▲ 18%

YTD CLOSED VOLUME

3,910 ▼ 18%

CURRENT INVENTORY

\*12 Month Median Selling Price Calculated from 4/1/19 - 3/31/20.



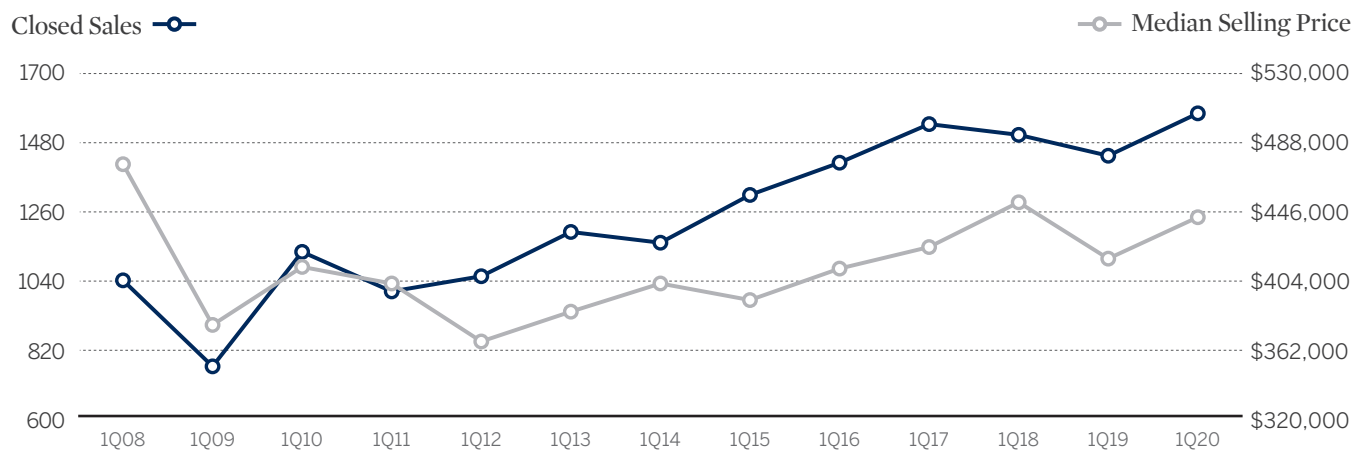
## SINGLE FAMILY HOMES BY PRICE RANGE

PRICE POINT	CLOSED SALES			INVENTORY
	YTD 2019	YTD 2020	% CHANGE	YTD 2020
All Price Ranges	1,436	1,558	8%	3,910
0-\$799,999	1,184	1,228	4%	2,284
\$800,000-\$1,499,999	169	225	33%	840
\$1,500,000-\$1,999,999	38	49	29%	274
\$2,000,000-\$2,999,999	29	31	7%	257
\$3,000,000+	16	25	56%	255

## LISTINGS STATUS OF SINGLE FAMILY HOMES IN FAIRFIELD COUNTY\*

STATUS	3/2 - 3/8		3/9 - 3/15		3/16 - 3/22		3/23 - 3/29		3/30 - 4/5	
	UNITS	\$ VOL	UNITS	\$ VOL	UNITS	\$ VOL	UNITS	\$ VOL	UNITS	\$ VOL
New Listings	481	\$385M	464	\$326M	304	\$207M	209	\$157M	190	\$152M
Active	—	—	—	—	—	—	4,070	\$4.55B	3,995	\$4.45B
Closed	149	\$76M	158	\$89M	191	\$102M	171	\$105M	191	\$99M
Temp WD	16	—	13	—	110	—	84	\$85M	67	\$64M
Withdrawn	32	—	61	—	68	—	46	\$58M	52	\$43M
Cancelled	37	\$36M	48	\$52M	42	\$39M	45	\$53M	38	\$32M

## SINGLE FAMILY HOMES 13-YEAR FIRST QUARTER SALES



\*Dollar volume rounded to the nearest million.

## SINGLE FAMILY HOME SALES BY COMMUNITY

TOWNS	INVENTORY	YTD UNIT SALES			YTD DOLLAR VOLUME		12 MONTH MEDIAN SELLING PRICE	
		YTD 2019	YTD 2020	% CHANGE	% CHANGE	4/1/18 - 3/31/19	4/1/19 - 3/31/20	% CHANGE
				YTD 19 VS YTD 20	YTD 19 VS YTD 20			
FAIRFIELD COUNTY	3,910	1,436	1,558	8%	18%	\$450,000	\$450,000	0%
Bethel	71	28	38	36%	50%	\$340,000	\$354,000	4%
Brookfield	86	29	34	17%	14%	\$375,000	\$388,000	3%
Danbury	151	81	88	9%	19%	\$305,000	\$318,000	4%
Darien	209	41	60	46%	49%	\$1,340,000	\$1,250,000	-7%
Easton	69	22	27	23%	7%	\$600,000	\$545,000	-9%
Fairfield	431	144	124	-14%	-4%	\$633,000	\$586,000	-7%
Greenwich	770	74	103	39%	29%	\$1,738,000	\$1,850,000	6%
Monroe	94	43	44	2%	-3%	\$365,000	\$365,000	0%
New Canaan	213	42	44	5%	19%	\$1,325,000	\$1,248,000	-6%
New Fairfield	90	24	40	67%	78%	\$330,000	\$337,000	2%
Newtown	169	65	72	11%	18%	\$379,000	\$380,000	0%
Norwalk	246	104	149	43%	41%	\$490,000	\$481,000	-2%
Redding	81	17	30	76%	113%	\$537,000	\$526,000	-2%
Ridgefield	205	48	70	46%	47%	\$637,000	\$628,000	-1%
Rowayton	49	11	16	45%	20%	\$1,050,000	\$1,175,000	12%
Shelton	100	75	68	-9%	-9%	\$333,000	\$340,000	2%
Sherman	49	7	15	114%	80%	\$420,000	\$408,000	-3%
Stamford	318	122	132	8%	17%	\$570,000	\$575,000	1%
Stratford	165	122	113	-7%	-1%	\$251,000	\$252,000	0%
Trumbull	134	88	70	-20%	-18%	\$379,000	\$390,000	3%
Weston	117	27	27	0%	12%	\$675,000	\$715,000	6%
Westport	258	47	78	66%	77%	\$1,200,000	\$1,125,000	-6%
Wilton	177	41	39	-5%	-8%	\$773,000	\$700,000	-9%
<b>CONDOMINIUMS</b>								
FAIRFIELD COUNTY	991	545	528	-3%	-6%	\$258,000	\$257,000	0%

*Fairfield County*



60 Compo Mill Cove, Westport CT  
MLS: 170284416



9 Cedar Lane, Old Saybrook CT  
MLS: 170270443

AT A GLANCE

# The Shoreline

\$321K ▲2%

12-MONTH MEDIAN SELLING PRICE\*

776 ▲2%

YTD CLOSED SALES

\$281M ▲5%

YTD CLOSED VOLUME

1,754 ▼7%

CURRENT INVENTORY

\*12 Month Median Selling Price Calculated from 4/1/19 - 3/31/20.

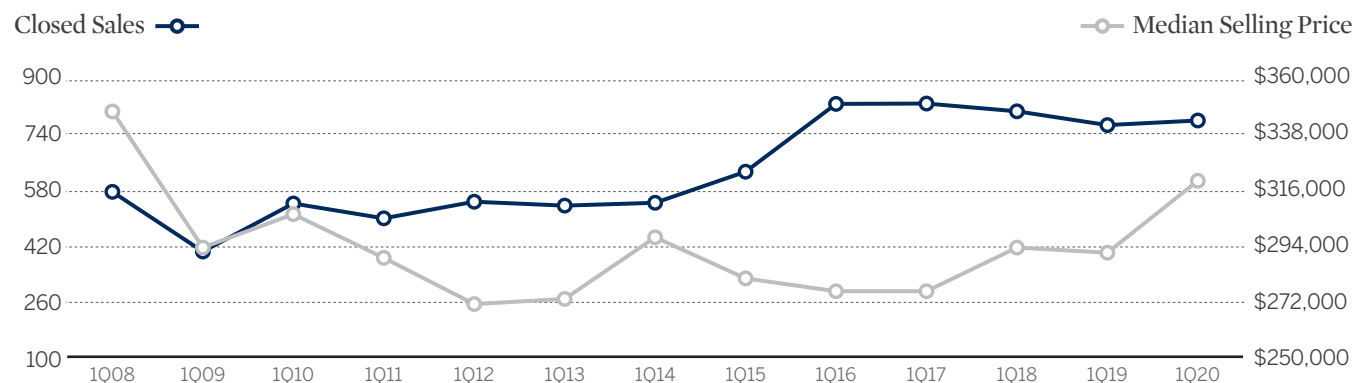
## SINGLE FAMILY HOME SALES & INVENTORY BY PRICE RANGE

PRICE POINT	CLOSED SALES			INVENTORY
	YTD 2019	YTD 2020	% CHANGE	YTD 2020
All Price Ranges	759	776	2%	1,754
0-\$399,999	559	538	-4%	785
\$400,000-\$749,999	161	193	20%	624
\$750,000-\$999,999	23	33	43%	165
\$1,000,000-\$1,499,999	10	9	-10%	97
\$1,500,000+	6	3	-50%	83

## LISTINGS STATUS OF SINGLE FAMILY HOMES IN THE SHORELINE\*

STATUS	3/2 - 3/8		3/9 - 3/15		3/16 - 3/22		3/23 - 3/29		3/30 - 4/5	
	UNITS	\$ VOL	UNITS	\$ VOL	UNITS	\$ VOL	UNITS	\$ VOL	UNITS	\$ VOL
New Listings	585	\$206M	528	\$180M	424	\$159M	328	\$113M	284	\$101M
Active	—	—	—	—	—	—	4,099	\$1.82B	4,081	\$1.82B
Closed	120	\$65M	242	\$62M	256	\$65M	235	\$61M	270	\$77M
Temp WD	10	—	16	—	102	—	76	\$25M	55	\$17M
Withdrawn	37	—	34	—	60	—	44	\$18M	37	\$15M
Cancelled	32	\$19M	29	\$8M	38	\$19M	43	\$25M	42	\$17M

## SINGLE FAMILY HOMES 13-YEAR FIRST QUARTER SALES

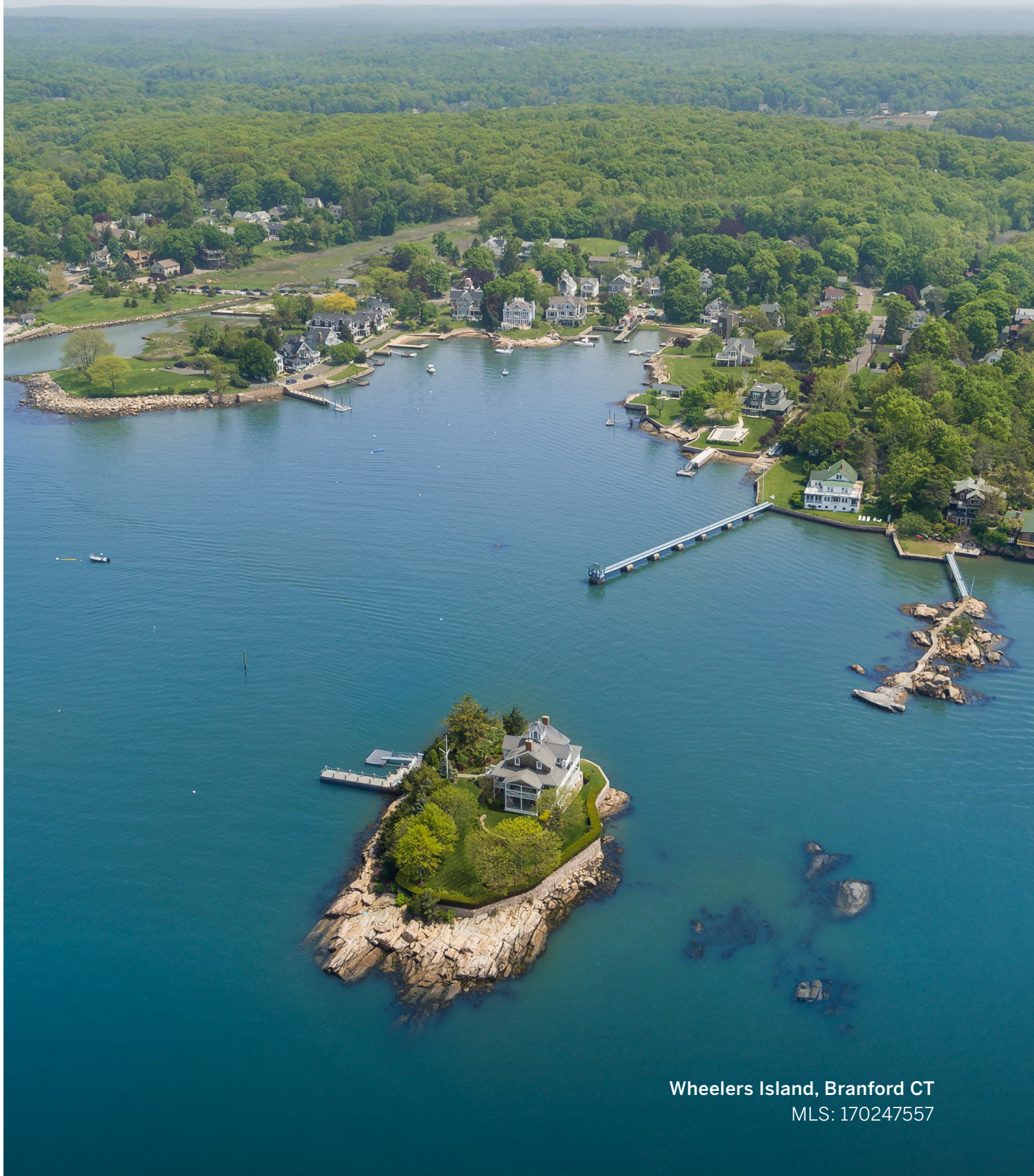


\*This Shoreline data is an aggregate of Middlesex, New Haven and New London Counties. Dollar volume rounded to the nearest million.

## SINGLE FAMILY HOME SALES BY COMMUNITY

TOWNS	INVENTORY	YTD UNIT SALES			YTD DOLLAR VOLUME		12 MONTH MEDIAN SELLING PRICE		
		YTD 2019	YTD 2020	% CHANGE YTD 19 VS YTD 20	YTD 19 VS YTD 20	% CHANGE	4/1/18 - 3/31/19	4/1/19 - 3/31/20	% CHANGE
		THE SHORELINE	1,754	759	776	2%	5%	\$315,000	\$321,000
Branford	86	34	53	56%	10%	\$330,000	\$330,000	0%	
Chester	18	4	8	100%	48%	\$338,000	\$300,000	-11%	
Clinton	84	34	42	24%	23%	\$284,000	\$275,000	-3%	
Deep River	35	12	11	-8%	13%	\$295,000	\$286,000	-3%	
East Haddam	68	25	38	52%	115%	\$235,000	\$275,000	17%	
East Lyme	96	39	33	-15%	19%	\$309,000	\$329,000	6%	
Essex, Ivoryton, Centerbrook	50	19	19	0%	-15%	\$379,000	\$390,000	3%	
Groton	114	65	58	-11%	7%	\$228,000	\$262,000	15%	
Guilford	141	46	44	-4%	-4%	\$386,000	\$388,000	1%	
Haddam	49	22	22	0%	-15%	\$290,000	\$284,000	-2%	
Killingworth	40	6	21	250%	185%	\$378,000	\$375,000	-1%	
Lyme	22	8	5	-38%	-31%	\$460,000	\$535,000	16%	
Madison	164	47	45	-4%	-1%	\$426,000	\$405,000	-5%	
Milford	148	103	107	4%	23%	\$306,000	\$315,000	3%	
New London	50	35	25	-29%	-23%	\$154,000	\$175,000	14%	
North Stonington	22	11	12	9%	45%	\$259,000	\$298,000	15%	
Old Lyme	80	27	26	-4%	-2%	\$360,000	\$355,000	-1%	
Old Saybrook	70	30	27	-10%	-35%	\$351,000	\$383,000	9%	
Orange	43	19	30	58%	50%	\$375,000	\$376,000	0%	
Southbury	94	51	32	-37%	-39%	\$385,000	\$363,000	-6%	
Stonington	104	41	38	-7%	7%	\$320,000	\$336,000	5%	
Waterford	102	67	55	-18%	-6%	\$240,000	\$250,000	4%	
Westbrook	56	11	18	64%	41%	\$325,000	\$365,000	12%	
NEW HAVEN COUNTY									
Middlebury	45	20	24	20%	64%	\$315,000	\$329,000	4%	
Oxford	60	19	34	79%	59%	\$340,000	\$342,000	1%	
Southbury	94	51	32	-37%	-39%	\$385,000	\$363,000	-6%	
CONDOMINIUMS									
THE SHORELINE	418	208	231	11%	27%	\$169,000	\$172,000	2%	

*The Shoreline*



**Wheeler's Island, Branford CT**  
MLS: 170247557



226 Millerton Road, Lakeville CT  
MLS: 170256891

AT A GLANCE

# Litchfield County

\$241K ▲ 3%

12-MONTH MEDIAN SELLING PRICE\*

446 ▲ 12%

YTD CLOSED SALES

\$146M ▲ 32%

YTD CLOSED VOLUME

1,155 ▼ 17%

CURRENT INVENTORY

\*12 Month Median Selling Price Calculated from 4/1/19 - 3/31/20.



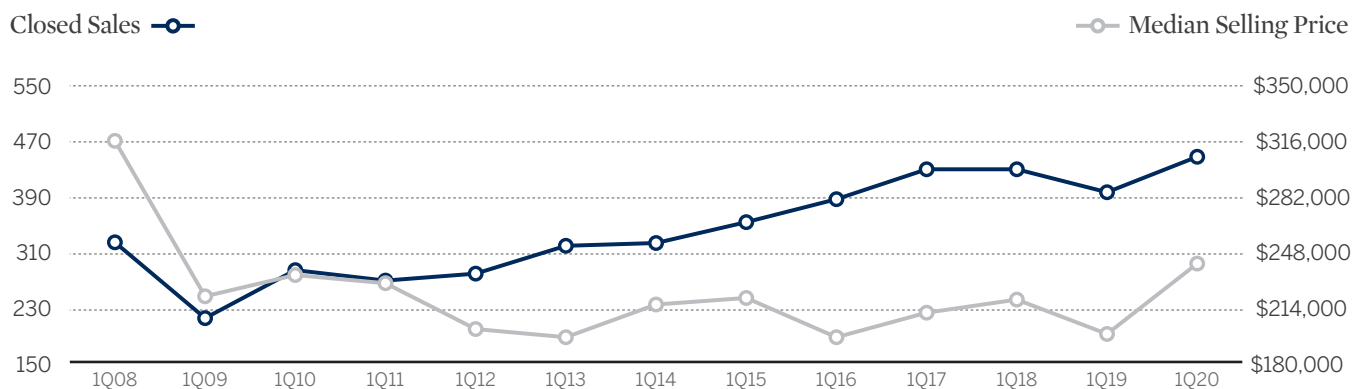
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PRICE POINT	CLOSED SALES			INVENTORY
	YTD 2019	YTD 2020	% CHANGE	YTD 2020
All Price Ranges	397	446	12%	1,155
0-\$399,999	338	367	9%	592
\$400,000-\$749,999	31	48	55%	291
\$750,000-\$999,999	15	11	-27%	111
\$1,000,000-\$1,999,999	11	16	45%	102
\$2,000,000+	2	4	100%	59

### LISTINGS STATUS OF SINGLE FAMILY HOMES IN LITCHFIELD COUNTY\*

STATUS	3/2 - 3/8		3/9 - 3/15		3/16 - 3/22		3/23 - 3/29		3/30 - 4/5	
	UNITS	\$ VOL	UNITS	\$ VOL	UNITS	\$ VOL	UNITS	\$ VOL	UNITS	\$ VOL
New Listings	77	\$38M	88	\$31M	71	\$29M	46	\$19M	48	\$18M
Active	—	—	—	—	—	—	1,101	\$758M	1,081	\$752M
Closed	34	\$10M	36	\$9M	37	\$10M	43	\$12M	63	\$24M
Temp WD	4	—	7	—	29	—	13	\$4M	11	\$3M
Withdrawn	9	—	19	—	16	—	12	\$8M	13	\$9M
Cancelled	13	\$4M	6	\$4M	11	\$4M	7	\$3M	7	\$2M

### SINGLE FAMILY HOMES 13-YEAR FIRST QUARTER SALES



\*Dollar volume rounded to the nearest million.

## SINGLE FAMILY HOME SALES BY COMMUNITY

TOWNS	INVENTORY	YTD UNIT SALES			YTD DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		YTD 2019	YTD 2020	% CHANGE	% CHANGE	4/1/18 - 3/31/19	4/1/19 - 3/31/20	% CHANGE
				YTD 19 VS YTD 20	YTD 19 VS YTD 20			
LITCHFIELD COUNTY	1,155	397	446	12%	32%	\$235,000	\$241,000	3%
Barkhamsted	18	8	5	-38%	-14%	\$255,000	\$260,000	2%
Bethlehem	27	10	3	-70%	-66%	\$288,000	\$370,000	28%
Bridgewater	18	2	4	100%	160%	\$535,000	\$419,000	-22%
Canaan, North Canaan	33	9	4	-56%	-60%	\$175,000	\$169,000	-3%
Colebrook	11	4	4	0%	-70%	\$336,000	\$220,000	-35%
Cornwall	21	1	1	0%	-19%	\$323,000	\$375,000	16%
Goshen	57	7	4	-43%	3%	\$330,000	\$330,000	0%
Harwinton	32	9	14	56%	40%	\$240,000	\$251,000	5%
Kent	29	9	12	33%	40%	\$380,000	\$375,000	-1%
Litchfield	71	12	13	8%	28%	\$290,000	\$283,000	-2%
Morris	22	5	10	100%	137%	\$295,000	\$285,000	-3%
New Hartford	36	16	13	-19%	-18%	\$231,000	\$241,000	4%
New Milford	126	47	56	19%	61%	\$292,000	\$303,000	4%
Norfolk	12	3	3	0%	-59%	\$325,000	\$232,000	-29%
Plymouth	41	23	26	13%	63%	\$170,000	\$179,000	5%
Roxbury	37	6	10	67%	45%	\$600,000	\$567,000	-6%
Salisbury	66	7	14	100%	49%	\$550,000	\$500,000	-9%
Sharon	47	7	11	57%	67%	\$321,000	\$439,000	37%
Thomaston	16	15	15	0%	1%	\$185,000	\$225,000	22%
Torrington	120	89	86	-3%	3%	\$145,000	\$150,000	3%
Warren	30	3	4	33%	-51%	\$365,000	\$329,000	-10%
Washington	63	6	15	150%	597%	\$403,000	\$568,000	41%
Watertown	90	44	55	25%	36%	\$219,000	\$227,000	4%
Winchester	70	31	39	26%	-7%	\$157,000	\$165,000	5%
Woodbury	53	21	24	14%	17%	\$325,000	\$356,000	10%
<b>CONDOMINIUMS</b>								
LITCHFIELD COUNTY	160	81	64	-21%	-6%	\$118,000	\$123,000	4%

*Litchfield County*



238 Painter Hill Road, Roxbury CT  
MLS: 170241553



54 Queens Peak, Canton CT  
MLS: 170283485

AT A GLANCE

# Farmington Valley

\$327K ▼ 1%

12-MONTH MEDIAN SELLING PRICE\*

416 ▲ 36%

YTD CLOSED SALES

\$142M ▲ 39%

YTD CLOSED VOLUME

756 ▼ 4%

CURRENT INVENTORY

\*12 Month Median Selling Price Calculated from 4/1/19 - 3/31/20.

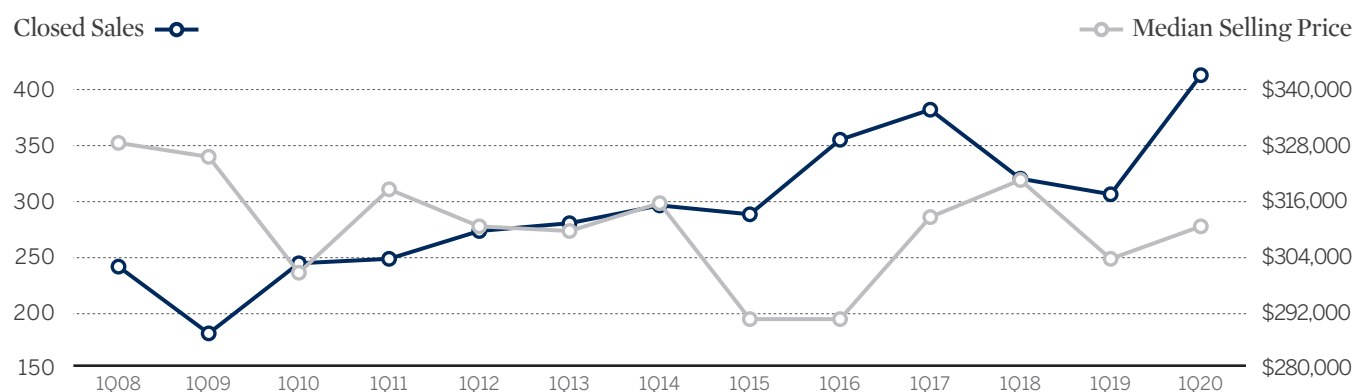
## SINGLE FAMILY HOME SALES & INVENTORY BY PRICE RANGE

PRICE POINT	CLOSED SALES			INVENTORY
	YTD 2019	YTD 2020	% CHANGE	YTD 2020
All Price Ranges	306	416	36%	756
0-\$299,999	150	199	33%	217
\$300,000-\$499,999	117	165	41%	303
\$500,000-\$699,999	33	38	15%	169
\$700,000-\$999,999	5	9	80%	46
\$1,000,000+	1	5	400%	21

## LISTINGS STATUS OF SINGLE FAMILY HOMES IN FARMINGTON VALLEY\*

STATUS	3/2 - 3/8		3/9 - 3/15		3/16 - 3/22		3/23 - 3/29		3/30 - 4/5	
	UNITS	\$ VOL	UNITS	\$ VOL	UNITS	\$ VOL	UNITS	\$ VOL	UNITS	\$ VOL
New Listings	390	\$115M	341	\$100M	298	\$81M	212	\$60M	206	\$59M
Active	—	—	—	—	—	—	2,212	\$760M	2,193	\$743M
Closed	190	\$46M	147	\$35M	184	\$47M	172	\$45M	205	\$53M
Temp WD	25	—	7	—	67	—	49	\$15M	51	\$17M
Withdrawn	22	—	25	—	25	—	10	\$3M	19	\$6M
Cancelled	34	\$11M	26	\$8M	15	\$4M	20	\$4M	20	\$6M

## SINGLE FAMILY HOMES 13-YEAR FIRST QUARTER SALES



\*This Farmington Valley data is reflective of Harford County. Dollar volume rounded to the nearest million.

## SINGLE FAMILY HOME SALES BY COMMUNITY

TOWNS	INVENTORY	YTD UNIT SALES			YTD DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		YTD 2019	YTD 2020	% CHANGE	% CHANGE	4/1/18 - 3/31/19	4/1/19 - 3/31/20	% CHANGE
				YTD 19 VS YTD 20	YTD 19 VS YTD 20			
FARMINGTON VALLEY***	756	306	416	36%	39%	\$330,000	\$327,000	-1%
Avon	107	33	42	27%	13%	\$420,000	\$400,000	-5%
Burlington	83	18	27	50%	80%	\$339,000	\$323,000	-5%
Canton	47	20	33	65%	102%	\$325,000	\$345,000	6%
Farmington	100	44	43	-2%	16%	\$370,000	\$350,000	-5%
Granby	69	21	45	114%	98%	\$294,000	\$297,000	1%
Hartland	8	4	2	-50%	-30%	\$215,000	\$249,000	16%
Simsbury	125	42	65	55%	64%	\$330,000	\$328,000	-1%
West Hartford	213	122	154	26%	27%	\$315,000	\$315,000	0%
<b>CONDOMINIUMS</b>								
FARMINGTON VALLEY***	161	86	102	19%	11%	\$190,000	\$188,000	-1%

\*\*\* Farmington Valley data is reflective of all the individual towns listed, added up.

*Farmington Valley*



37 Prattling Pond Road, Farmington CT  
MLS: 170284660



222 Ide Road, Williamstown MA  
MLS: 227158

AT A GLANCE

# Berkshire County

\$222K ▲6%

12-MONTH MEDIAN SELLING PRICE\*

243 ▲17%

YTD CLOSED SALES

\$72M ▲40%

YTD CLOSED VOLUME

960 ▼12%

CURRENT INVENTORY

\*12 Month Median Selling Price Calculated from 4/1/19 - 3/31/20.



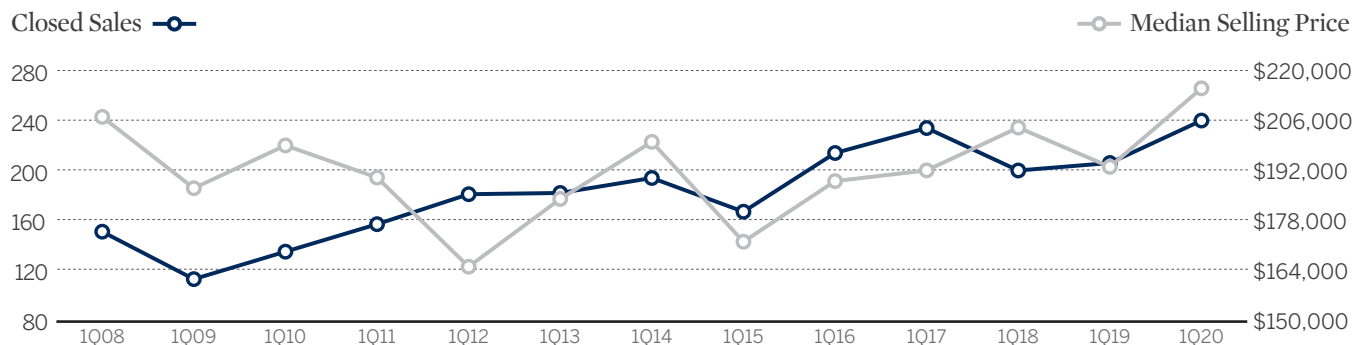
### SINGLE FAMILY HOME SALES & INVENTORY BY PRICE RANGE

PRICE POINT	CLOSED SALES			INVENTORY
	YTD 2019	YTD 2020	% CHANGE	YTD 2020
All Price Ranges	207	243	17%	960
0-\$399,999	180	200	11%	579
\$400,000-\$749,999	19	29	53%	187
\$750,000-\$999,999	6	3	-50%	95
\$1,000,000-\$1,499,999	0	6	—	38
\$1,500,000+	2	5	150%	61

### LISTINGS STATUS OF SINGLE FAMILY HOMES IN BERKSHIRE COUNTY\*

STATUS	3/2 - 3/8		3/9 - 3/15		3/16 - 3/22		3/23 - 3/29		3/30 - 4/5	
	UNITS	\$ VOL	UNITS	\$ VOL	UNITS	\$ VOL	UNITS	\$ VOL	UNITS	\$ VOL
New Listings	64	—	52	—	34	—	21	—	19	—
Active	802	—	819	—	816	—	777	—	717	—
Closed	18	\$3M	19	\$5M	26	\$8M	15	\$5M	31	\$11M
Withdrawn	9	—	6	—	7	—	6	—	4	—
Cancelled	5	—	3	—	2	—	3	—	3	—
Pending	25	—	24	—	24	—	13	—	19	—

### SINGLE FAMILY HOMES 13-YEAR FIRST QUARTER SALES



\*Dollar volume rounded to the nearest million.

## SINGLE FAMILY HOME SALES BY COMMUNITY

TOWNS	INVENTORY	YTD UNIT SALES			YTD DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		YTD 2019	YTD 2020	% CHANGE	% CHANGE	4/1/18 - 3/31/19	4/1/19 - 3/31/20	% CHANGE
				YTD 19 VS YTD 20	YTD 19 VS YTD 20			
BERKSHIRE COUNTY	960	207	243	17%	40%	\$210,000	\$222,000	6%
Adams	27	16	9	-44%	-39%	\$135,000	\$144,000	7%
Alford	10	2	3	50%	-41%	\$687,000	\$615,000	-10%
Becket	33	8	6	-25%	-4%	\$221,000	\$233,000	5%
Cheshire	12	1	3	200%	14%	\$187,000	\$178,000	-5%
Clarksburg	9	1	4	300%	3759%	\$147,000	\$123,000	-16%
Dalton	35	16	15	-6%	14%	\$181,000	\$199,000	10%
Egremont	38	2	2	0%	378%	\$443,000	\$470,000	6%
Florida	5	0	2	—	—	\$72,000	\$124,000	72%
Gt. Barrington	94	19	14	-26%	-15%	\$372,000	\$339,000	-9%
Hancock	4	0	0	—	—	\$450,000	\$245,000	-46%
Hinsdale	7	3	1	-67%	-83%	\$215,000	\$229,000	7%
Lanesborough	23	3	7	133%	100%	\$210,000	\$221,000	5%
Lee	38	6	7	17%	21%	\$258,000	\$278,000	8%
Lenox	67	14	13	-7%	3%	\$317,000	\$369,000	16%
Monterey	28	1	5	400%	1139%	\$377,000	\$491,000	30%
Mt. Washington	5	1	0	-100%	-100%	\$642,000	\$0	-100%
New Ashford	3	0	0	—	—	\$0	\$356,000	—
New Marlborough	37	2	5	150%	513%	\$350,000	\$550,000	57%
North Adams	73	11	29	164%	131%	\$133,000	\$132,000	-1%
Otis	22	3	5	67%	42%	\$315,000	\$338,000	7%
Peru	3	5	1	-80%	-82%	\$207,000	\$199,000	-4%
Pittsfield	185	71	71	0%	5%	\$170,000	\$180,000	6%
Richmond	28	3	8	167%	185%	\$420,000	\$320,000	-24%
Sandisfield	12	0	2	—	—	\$273,000	\$273,000	0%
Savoy	4	0	2	—	—	\$200,000	\$214,000	7%
Sheffield	35	5	7	40%	173%	\$275,000	\$357,000	30%
Stockbridge	34	1	8	700%	803%	\$387,000	\$373,000	-4%
Tyringham	7	0	1	—	—	\$452,000	\$356,000	-21%
Washington	4	1	1	0%	25%	\$255,000	\$337,000	32%
West Stockbridge	23	2	3	50%	57%	\$513,000	\$426,000	-17%
Williamstown	45	8	7	-13%	34%	\$296,000	\$330,000	11%
Windsor	7	2	0	-100%	-100%	\$223,000	\$288,000	29%
<b>CONDOMINIUMS</b>								
BERKSHIRE COUNTY	188	19	25	32%	162%	\$215,000	\$212,000	-1%

*Berkshire County*



89 Dunmore Court, Lenox MA  
MLS: 230158



364 Hollow Tree Ridge Road, Darien CT  
MLS: 170285879



William Pitt  
Julia B Fee

**Sotheby's**  
INTERNATIONAL REALTY

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