

FIRST QUARTER 2021

Market Watch



William Pitt
Julia B Fee

Sotheby's
INTERNATIONAL REALTY

Market Overview

Before the onset of the pandemic last March, the first quarter of 2020 was a time of brisk sales, with single family unit closings and dollar volume soaring over the same period the prior year. But if that was a strong quarter in normal times, we are truly in unprecedented territory now. In the first three months of 2021, closed unit sales and volume in most of our markets increased dramatically over that notably robust first quarter of 2020. The frenetic pace of sales we've experienced since last summer has continued even as inventory has tightened, opening a considerable gap between supply and demand.

Once COVID-related restrictions in real estate began to ease near the end of the second quarter last year, our markets became intensely active as New York City residents flocked to the suburbs. A deeper analysis exploring the motivations behind

New Yorkers choosing to relocate is provided in our second, third and fourth quarter market reports from last year.

Double and even triple digit percentage increases in closed sales and volume on a weekly, monthly and quarterly basis compared to the same times the prior year became the norm, with pending sales figures showing similar increases. That trend persisted in the first quarter this year, with sales increasing over the same time in 2020 by historic percentages.

Those percentages weren't quite as high as we saw in the last two quarters, but that is largely due to the exceedingly low availability of inventory. Even so, the increases are still greater than any we've seen prior to the market we're in now.

In the first quarter of 2021, Westchester County single family unit sales and dollar volume grew by 34% and 53%, respectively, over the same period



ON THE COVER:
249 Old Black Point Road, East Lyme CT | MLS: 170379884

ECONOMIC FACTORS

INDICATORS	DATES			DATES	GDP
	3/31/20	9/30/20	3/31/21		
Stock Market (Dow)	21,917.16	27,781.70	32,981.55	Q1 2020	-4.8%
Consumer Confidence	120	101	109.7	Q2 2020	-31.4%
Mortgage Rate (US 30 year)	3.50%	2.90%	3.17%	Q3 2020	33.4%
Unemployment Rate	4.4	7.8	6.0	Q4 2020	4.3%
				Q1 2021 (EST.)	5.5%

last year, while neighboring Fairfield County saw an uptick of 29% in units and 81% in volume. Moving up the Connecticut Shoreline, sales increased by 19% in units and 46% in volume in New Haven County, 20% in units and 57% in volume in Middlesex County, and 7% in units and 33% in volume in New London County. In Litchfield County, unit sales climbed ahead of the same time last year by 26% and dollar volume by 65%. Hartford County's sales decreased a small 3% in units but volume rose by 15%, as Berkshire County saw units up by 12% and volume by 44%.

We feel the momentum will continue well into the future, a view supported by the data on properties currently under contract. Our internal company figures show pending unit sales and dollar volume on our own listings tracking to the activity we're observing in the wider marketplace, suggesting another substantial quarter in sales ahead.

As explosive as the housing market may be, inventory is nonetheless keeping it in check. In this report we have supplied charts that reveal just how low inventory is this year versus years past. New listings taken since the beginning of 2021 are comparatively few and far between, and there aren't enough of them to meet the incredible demand still surging out of New York. This lack of listings has created an environment where bidding wars are commonplace and well-priced properties are accepting offers

significantly over ask, often all in cash. It's a seller's market if there ever was one. We are encouraging anyone considering listing their homes to take advantage of this rare moment where they may realize the maximum value.

The significant spread between unit sales and dollar volume is another key finding. Since the summer, gains in volume are consistently much higher than those in unit sales across our markets, a sign that more properties are transacting at higher price points. This trend is also reflected in the rising 12-month median selling price for single family homes in most of our markets, which increased this quarter by 12% in Westchester County, 22% in Fairfield County, 12% in New Haven County, 13% in Middlesex County, 13% in New London County, 28% in Litchfield County, 12% in Hartford County and 25% in Berkshire County.

The primary driver behind the growth is the influx of New York City buyers in our marketplaces amidst the ongoing pandemic, a phenomenon that has been overriding the more traditional economic factors we look to in evaluating market conditions. Still, those factors are almost uniformly positive and worth a look. Perhaps most notably, the monthly Consumer Confidence Index, which we usually consider a bellwether for the health of real estate, made headlines in March for hitting a one-year peak

of 109.7 (1985=100). While consumer confidence reached its highest level since the pandemic began a year ago, the GDP grew at a rate of 4% in the fourth quarter of 2020 and is projected to accelerate further in the first quarter to approximately 5.5%. The unemployment rate has improved greatly since the grim numbers reported when the pandemic first took hold, with economists predicting a significant rebound to pre-pandemic levels by year's end. And mortgage rates remain very low, although they are beginning to inch up from historic record low levels, which may create a further sense of urgency within the already frenzied buyer pool. We will continue to closely monitor each of these indicators as we move forward.

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

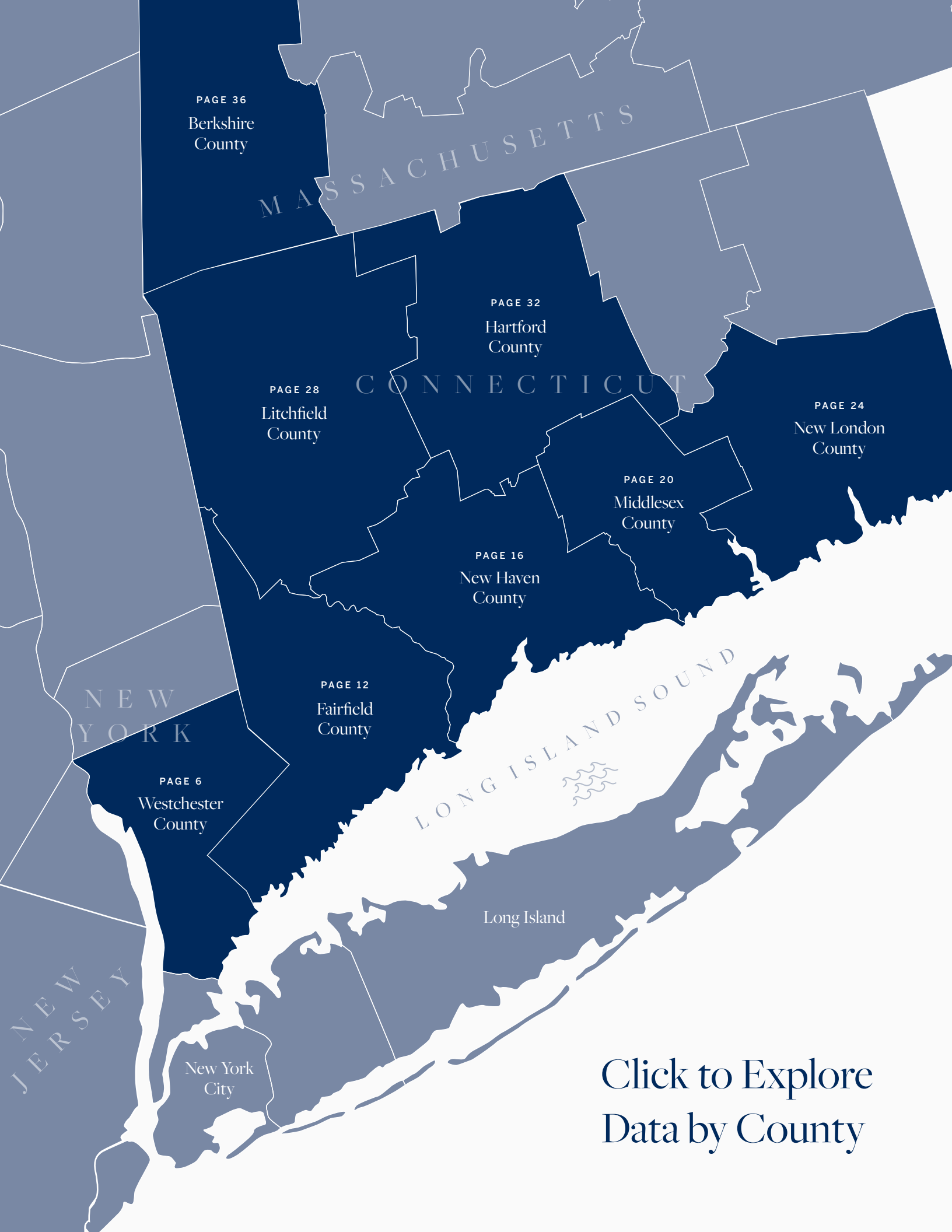
Wishing you health and safety.



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Berkshire
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MASSACHUSETTS

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CONNECTICUT

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New London
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New Haven
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Fairfield
County

LONG ISLAND SOUND

NEW
YORK

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Westchester
County

Long Island

New York
City

NEW
JERSEY

Click to Explore
Data by County



430 Orienta Avenue, Mamaroneck NY
MLS: 6101428

AT A GLANCE

Westchester County

\$745K ▲ 12%

12-MONTH MEDIAN SELLING PRICE*

1,423 ▲ 34%

Q1 CLOSED SALES

\$1.2B ▲ 53%

Q1 CLOSED VOLUME

1,252 ▼ 43%

CURRENT INVENTORY

*12 Month Median Selling Price Calculated From 4/1/20 - 3/31/21

SINGLE FAMILY HOME SALES & INVENTORY BY PRICE RANGE

WESTCHESTER COUNTY OVERALL

PRICE POINT	CLOSED SALES			INVENTORY
	Q1 2020	Q1 2021	% CHANGE	Q1 2021
All Price Ranges	1,058	1,423	34%	1,252
0-\$999,999	867	1087	25%	598
\$1,000,000-\$1,999,999	146	257	76%	332
\$2,000,000-\$2,999,999	30	51	70%	140
\$3,000,000-\$4,999,999	14	22	57%	104
\$5,000,000+	1	6	500%	78

SOUTHERN WESTCHESTER COUNTY

PRICE POINT	CLOSED SALES			INVENTORY
	Q1 2020	Q1 2021	% CHANGE	Q1 2021
All Price Ranges	701	956	36%	884
0-\$999,999	547	706	29%	420
\$1,000,000-\$1,999,999	116	186	60%	239
\$2,000,000-\$2,999,999	25	43	72%	99
\$3,000,000-\$4,999,999	12	17	42%	78
\$5,000,000+	1	4	300%	48

NORTHERN WESTCHESTER COUNTY

PRICE POINT	CLOSED SALES			INVENTORY
	Q1 2020	Q1 2021	% CHANGE	Q1 2021
All Price Ranges	357	467	31%	368
0-\$999,999	320	381	19%	178
\$1,000,000-\$1,999,999	30	71	137%	93
\$2,000,000-\$2,999,999	5	8	60%	41
\$3,000,000-\$4,999,999	2	5	150%	26
\$5,000,000+	0	2	-	30

NEW LISTING INVENTORY IN UNITS & DOLLAR VOLUME

WESTCHESTER COUNTY OVERALL

	2020	2021	
	Q1	Q1	% CHANGE
Units	2,272	1,985	-12.63%
Volume	\$2,270,197,369	\$2,365,463,164	4.20%

SOUTHERN WESTCHESTER COUNTY

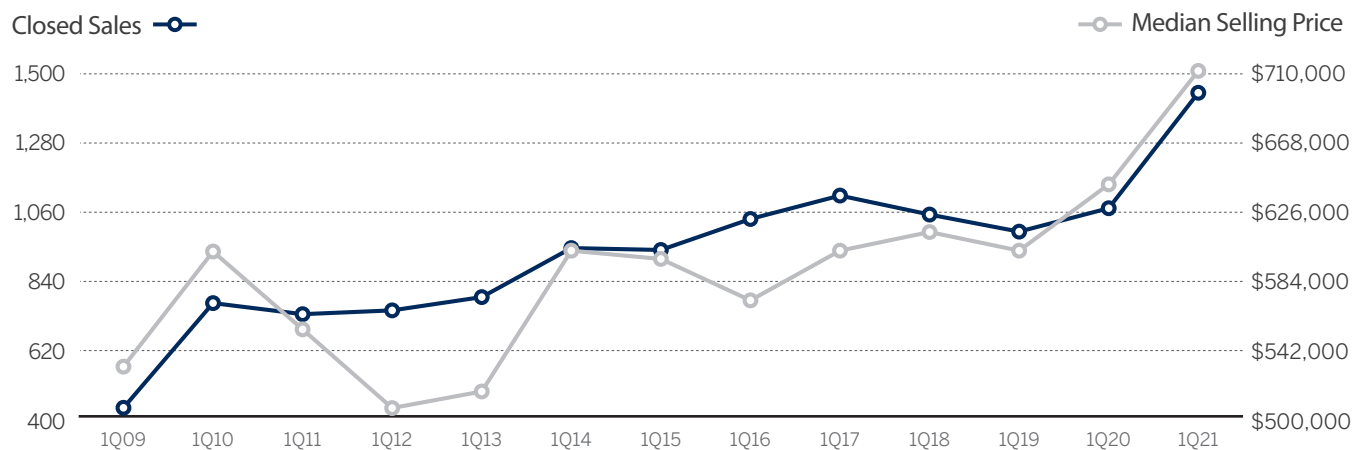
	2020	2021	
	Q1	Q1	% CHANGE
Units	1,532	1,396	-8.88%
Volume	\$1,659,998,178	\$1,706,756,516	2.82%

NORTHERN WESTCHESTER COUNTY

	2020	2021	
	Q1	Q1	% CHANGE
Units	740	589	-20.41%
Volume	\$610,199,193	\$658,706,649	7.95%

SINGLE FAMILY HOMES 13-YEAR FIRST QUARTER SALES

WESTCHESTER COUNTY OVERALL





277 Locust Avenue, Rye NY
MLS: 6103712

SINGLE FAMILY HOME SALES BY COMMUNITY

SOUTHERN WESTCHESTER COUNTY

TOWNS	INVENTORY		QUARTERLY UNIT SALES			QUARTERLY DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		% CHANGE			% CHANGE	% CHANGE			% CHANGE
	Q1 2021	Q1 20 VS Q1 21	Q1 2020	Q1 2021	Q1 20 VS Q1 21	Q1 20 VS Q1 21	4/1/19 - 3/31/20	4/1/20 - 3/31/21	
WESTCHESTER COUNTY	1,252	-43%	1,058	1,423	34%	53%	\$664,000	\$745,000	12%
Southern Westchester	884	-36%	701	956	36%	49%	\$716,000	\$777,000	9%
Ardley	20	-49%	17	31	82%	123%	\$685,000	\$738,000	8%
Blind Brook	25	-34%	21	22	5%	8%	\$852,000	\$999,000	17%
Briarcliff Manor	24	0%	7	9	29%	47%	\$884,000	\$875,000	-1%
Bronxville	41	14%	7	8	14%	21%	\$1,898,000	\$2,143,000	13%
Dobbs Ferry	13	-41%	9	16	78%	107%	\$885,000	\$788,000	-11%
Eastchester	23	-4%	23	31	35%	43%	\$752,000	\$754,000	0%
Edgemont	23	-26%	18	15	-17%	-7%	\$1,078,000	\$1,130,000	5%
Elmsford	15	-25%	14	15	7%	15%	\$495,000	\$538,000	9%
Greenburgh	17	-43%	11	17	55%	82%	\$539,000	\$550,000	2%
Harrison	43	-46%	25	32	28%	17%	\$1,250,000	\$1,330,000	6%
Hartsdale (P.O.)	13	-38%	13	19	46%	48%	\$603,000	\$625,000	4%
Hastings	12	-37%	11	16	45%	40%	\$740,000	\$825,000	11%
Irvington	27	-41%	15	21	40%	97%	\$913,000	\$943,000	3%
Mamaroneck *	40	-41%	30	54	80%	71%	\$1,173,000	\$1,218,000	4%
Mount Pleasant	24	-37%	14	23	64%	70%	\$584,000	\$623,000	7%
Mount Vernon	27	-47%	39	37	-5%	11%	\$445,000	\$530,000	19%
New Rochelle	73	-41%	66	103	56%	70%	\$680,000	\$750,000	10%
Ossining	34	-55%	47	52	11%	29%	\$475,000	\$525,000	11%
Pelham	30	-45%	23	33	43%	63%	\$960,000	\$1,080,000	13%
Pleasantville	10	-55%	11	17	55%	55%	\$663,000	\$735,000	11%
Pocantico Hills	0	-100%	0	2	N/A	N/A	\$665,000	\$1,025,000	54%
Port Chester	24	-14%	21	21	0%	7%	\$516,000	\$580,000	12%
Purchase (P.O.)	21	-34%	7	7	0%	85%	\$1,508,000	\$1,625,000	8%
Rye City	54	-25%	28	35	25%	20%	\$1,920,000	\$1,950,000	2%
Rye Neck	12	-50%	9	20	122%	77%	\$999,000	\$899,000	-10%
Scarsdale	75	-38%	36	62	72%	87%	\$1,438,000	\$1,600,000	11%
Tarrytown	11	-45%	15	7	-53%	-20%	\$784,000	\$808,000	3%
Tuckahoe	11	-39%	8	10	25%	2%	\$885,000	\$840,000	-5%
Valhalla	13	-35%	14	19	36%	38%	\$592,000	\$613,000	4%
White Plains	33	-51%	32	49	53%	54%	\$675,000	\$702,000	4%
Yonkers	96	-25%	110	153	39%	53%	\$525,000	\$580,000	10%
CONDOMINIUMS AND COOPERATIVES									
Condominiums	303	2%	156	189	21%	17%	\$424,000	\$431,000	2%
Cooperatives	817	58%	356	453	27%	33%	\$180,000	\$192,000	7%

*Mamaroneck School District includes Larchmont P.O.

SINGLE FAMILY HOME SALES BY COMMUNITY

NORTHERN WESTCHESTER COUNTY

TOWNS	INVENTORY		QUARTERLY UNIT SALES			QUARTERLY DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		% CHANGE		% CHANGE	% CHANGE			% CHANGE	
	Q1 2021	Q1 20 VS Q1 21	Q1 2020	Q1 2021	Q1 20 VS Q1 21	Q1 20 VS Q1 21	4/1/19 - 3/31/20	4/1/20 - 3/31/21	
WESTCHESTER COUNTY	1,252	-43%	1,058	1,423	34%	53%	\$664,000	\$745,000	12%
Northern Westchester	368	-54%	357	467	31%	65%	\$570,000	\$685,000	20%
Bedford	90	-46%	45	55	22%	49%	\$715,000	\$885,000	24%
Byram Hills	44	-56%	24	35	46%	83%	\$960,000	\$1,125,000	17%
Chappaqua	44	-57%	38	44	16%	56%	\$849,000	\$975,000	15%
Croton-Harmon	11	-45%	21	29	38%	108%	\$567,000	\$683,000	20%
Hendrick Hudson	16	-65%	31	39	26%	47%	\$499,000	\$501,000	0%
Katonah-Lewisboro	47	-63%	48	55	15%	57%	\$639,000	\$775,000	21%
Lakeland	26	-61%	59	77	31%	56%	\$405,000	\$445,000	10%
North Salem	16	-59%	12	20	67%	143%	\$540,000	\$603,000	12%
Peekskill	13	-50%	21	16	-24%	-1%	\$325,000	\$383,000	18%
Somers	36	-32%	33	57	73%	79%	\$540,000	\$593,000	10%
Yorktown	25	-56%	25	40	60%	76%	\$530,000	\$560,000	6%
CONDOMINIUMS AND COOPERATIVES									
Condominiums	66	-43%	77	101	31%	25%	\$351,000	\$370,000	5%
Cooperatives	29	16%	23	26	13%	13%	\$125,000	\$120,000	-4%





25 Brookside Road, Darien CT
MLS: 170373617

AT A GLANCE

Fairfield County

\$550K ▲ 22%

12-MONTH MEDIAN SELLING PRICE*

2,095 ▲ 29%

Q1 CLOSED SALES

\$2B ▲ 81%

Q1 CLOSED VOLUME

2,353 ▼ 46%

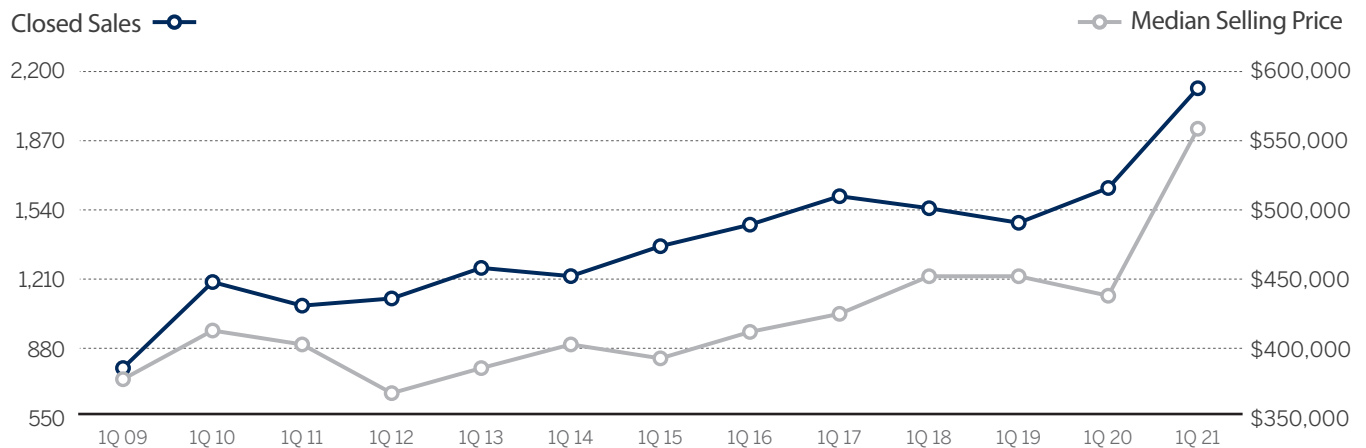
CURRENT INVENTORY

*12 Month Median Selling Price Calculated From 4/1/20 - 3/31/21

SINGLE FAMILY HOME SALES & INVENTORY BY PRICE RANGE

PRICE POINT	CLOSED SALES			INVENTORY
	Q1 2020	Q1 2021	% CHANGE	Q1 2021
All Price Ranges	1,622	2,095	29%	2,353
0-\$799,999	1,244	1,382	11%	1,118
\$800,000-\$1,499,999	243	393	62%	522
\$1,500,000-\$1,999,999	57	101	77%	174
\$2,000,000-\$2,999,999	40	120	200%	209
\$3,000,000+	38	99	161%	330

SINGLE FAMILY HOMES 13-YEAR FIRST QUARTER SALES



NEW LISTING INVENTORY IN UNITS & DOLLAR VOLUME

	2020	2021	% CHANGE
	Q1	Q1	
Units	1,474	1,409	-4.41%
Volume	\$1,727,324,422	\$2,066,044,480	19.61%

SINGLE FAMILY HOME SALES BY COMMUNITY

TOWNS	INVENTORY		QUARTERLY UNIT SALES			QUARTERLY DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		% CHANGE			% CHANGE	% CHANGE			% CHANGE
	Q1 2021	Q1 20 VS Q1 21	Q1 2020	Q1 2021	Q1 20 VS Q1 21	Q1 20 VS Q1 21	4/1/19 - 3/31/20	4/1/20 - 3/31/21	
FAIRFIELD COUNTY	2,353	-46%	1,622	2,095	29%	81%	\$450,000	\$550,000	22%
Bethel	50	-31%	38	35	-8%	13%	\$354,000	\$399,000	13%
Bridgeport	142	-34%	139	165	19%	51%	\$211,000	\$255,000	21%
Brookfield	38	-56%	34	34	0%	30%	\$388,000	\$443,000	14%
Danbury	80	-49%	90	92	2%	24%	\$318,000	\$350,000	10%
Darien	118	-45%	60	61	2%	16%	\$1,250,000	\$1,440,000	15%
Easton	43	-39%	27	32	19%	73%	\$545,000	\$625,000	15%
Fairfield	196	-56%	125	193	54%	66%	\$585,000	\$681,000	16%
Greenwich	362	-36%	103	188	83%	153%	\$1,500,000	\$1,800,000	20%
Monroe	40	-60%	47	47	0%	26%	\$365,000	\$439,000	20%
New Canaan	128	-42%	44	79	80%	111%	\$1,248,000	\$1,450,000	16%
New Fairfield	49	-46%	40	42	5%	57%	\$337,000	\$420,000	25%
Newtown	88	-49%	72	93	29%	70%	\$380,000	\$440,000	16%
Norwalk	148	-42%	151	153	1%	24%	\$484,000	\$545,000	13%
Redding	44	-47%	30	40	33%	64%	\$526,000	\$600,000	14%
Ridgefield	90	-58%	70	97	39%	78%	\$628,000	\$747,000	19%
Rowayton	18	-63%	17	18	6%	73%	\$1,178,000	\$1,300,000	10%
Shelton	75	-25%	69	83	20%	39%	\$340,000	\$384,000	13%
Sherman	25	-49%	15	9	-40%	-29%	\$408,000	\$500,000	23%
Stamford	197	-40%	134	193	44%	89%	\$575,000	\$641,000	11%
Stratford	88	-47%	118	147	25%	60%	\$250,000	\$310,000	24%
Trumbull	69	-49%	71	106	49%	92%	\$390,000	\$441,000	13%
Weston	49	-60%	28	43	54%	135%	\$715,000	\$850,000	19%
Westport	145	-47%	78	104	33%	75%	\$1,125,000	\$1,399,000	24%
Wilton	89	-52%	39	59	51%	97%	\$700,000	\$825,000	18%
Middlebury*	33	-23%	24	37	54%	67%	\$329,000	\$370,000	12%
Oxford*	30	-45%	33	22	-33%	-21%	\$343,000	\$420,000	22%
Southbury*	42	-55%	31	41	32%	73%	\$357,000	\$418,000	17%
CONDOMINIUMS									
FAIRFIELD COUNTY	936	-14%	558	776	39%	61%	\$257,000	\$280,000	9%

*Is not included in totals

Fairfield County



170 Rolling Hills Drive, Fairfield CT
MLS: 170380867



136 Neck Road, Guilford CT
MLS: 170379150

AT A GLANCE

New Haven County

\$270K ▲12%

12-MONTH MEDIAN SELLING PRICE*

1,694 ▲19%

Q1 CLOSED SALES

\$544M ▲46%

Q1 CLOSED VOLUME

1,508 ▼33%

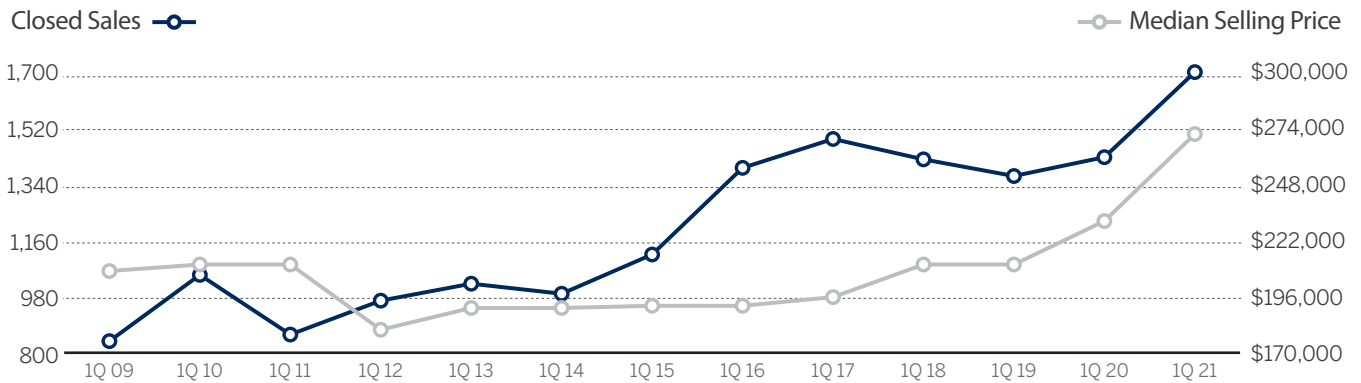
CURRENT INVENTORY

*12 Month Median Selling Price Calculated From 4/1/20 - 3/31/21

SINGLE FAMILY HOME SALES & INVENTORY BY PRICE RANGE

PRICE POINT	CLOSED SALES			INVENTORY
	Q1 2020	Q1 2021	% CHANGE	Q1 2021
All Price Ranges	1,423	1,694	19%	1,508
0-\$399,999	1,225	1,331	9%	943
\$400,000-\$749,999	175	304	74%	382
\$750,000-\$999,999	17	36	112%	83
\$1,000,000-\$1,499,999	6	16	167%	42
\$1,500,000+	0	7	-	58

SINGLE FAMILY HOMES 13-YEAR FIRST QUARTER SALES



NEW LISTING INVENTORY IN UNITS & DOLLAR VOLUME

	2020	2021	% CHANGE
	Q1	Q1	
Units	2,392	2,332	-2.51%
Volume	\$745,666,116	\$728,555,771	-2.29%

SINGLE FAMILY HOME SALES BY COMMUNITY

TOWNS	INVENTORY		QUARTERLY UNIT SALES			QUARTERLY DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		% CHANGE			% CHANGE	% CHANGE			% CHANGE
	Q1 2021	Q1 20 VS Q1 21	Q1 2020	Q1 2021	Q1 20 VS Q1 21	Q1 20 VS Q1 21	4/1/19 - 3/31/20	4/1/20 - 3/31/21	
NEW HAVEN COUNTY	1,508	-33%	1,423	1,694	19%	46%	\$241,000	\$270,000	12%
Ansonia	21	-43%	32	27	-16%	9%	\$209,000	\$234,000	12%
Beacon Falls	11	-52%	15	12	-20%	-19%	\$272,000	\$295,000	8%
Bethany	16	-45%	15	17	13%	54%	\$320,000	\$360,000	13%
Branford	71	-10%	53	55	4%	31%	\$330,000	\$375,000	14%
Cheshire	85	1%	58	64	10%	40%	\$340,000	\$380,000	12%
Derby	17	-32%	14	23	64%	145%	\$210,000	\$243,000	16%
East Haven	60	0%	78	75	-4%	26%	\$210,000	\$245,000	17%
Guilford	85	-29%	46	56	22%	34%	\$388,000	\$425,000	10%
Hamden	120	-31%	111	149	34%	67%	\$220,000	\$250,000	14%
Madison	79	-50%	46	62	35%	55%	\$403,000	\$488,000	21%
Meriden	69	-49%	100	122	22%	48%	\$176,000	\$196,000	11%
Middlebury	33	-23%	24	37	54%	67%	\$329,150	\$370,000	12%
Milford	119	-20%	109	111	2%	27%	\$315,250	\$360,000	14%
Naugatuck	60	-48%	75	82	9%	55%	\$184,950	\$229,000	24%
New Haven	77	-25%	61	70	15%	64%	\$210,000	\$232,000	10%
North Branford	24	-50%	22	29	32%	59%	\$279,750	\$305,000	9%
North Haven	49	-38%	38	66	74%	102%	\$285,000	\$305,000	7%
Orange	30	-32%	32	31	-3%	3%	\$374,000	\$403,000	8%
Oxford	30	-45%	33	22	-33%	-21%	\$343,450	\$420,000	22%
Prospect	20	-17%	15	24	60%	114%	\$272,500	\$279,000	2%
Seymour	33	-23%	37	53	43%	80%	\$252,500	\$275,000	9%
Southbury	42	-55%	31	42	35%	78%	\$356,750	\$420,000	18%
Wallingford	57	-12%	74	68	-8%	10%	\$255,000	\$283,000	11%
Waterbury	147	-37%	156	213	37%	91%	\$132,500	\$163,000	23%
West Haven	87	-24%	92	116	26%	59%	\$195,000	\$234,000	20%
Wolcott	39	-35%	37	49	32%	55%	\$235,000	\$256,000	9%
Woodbridge	27	-41%	19	19	0%	6%	\$409,630	\$418,000	2%
CONDOMINIUMS									
NEW HAVEN	-	-100%	448	503	12%	29%	\$147,000	\$163,000	11%



30 Toffee Lane, Madison CT
MLS: 170368147



32 Main Street, Essex CT
MLS: 170373976

AT A GLANCE

Middlesex County

\$315K ▲13%

12-MONTH MEDIAN SELLING PRICE*

466 ▲20%

Q1 CLOSED SALES

\$186M ▲57%

Q1 CLOSED VOLUME

540 ▼29%

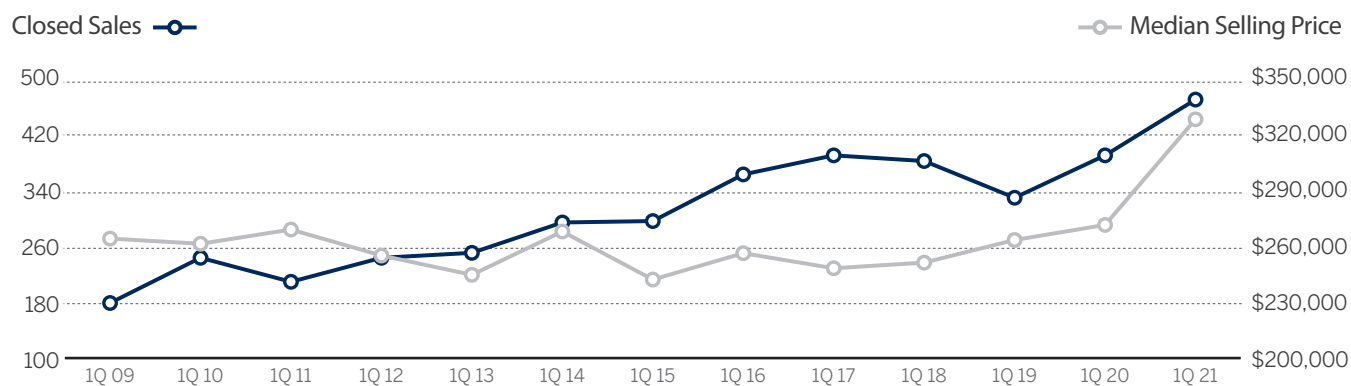
CURRENT INVENTORY

*12 Month Median Selling Price Calculated From 4/1/20 - 3/31/21

SINGLE FAMILY HOME SALES & INVENTORY BY PRICE RANGE

PRICE POINT	CLOSED SALES			INVENTORY
	Q1 2020	Q1 2021	% CHANGE	Q1 2021
All Price Ranges	387	466	20%	540
0-\$399,999	321	305	-5%	241
\$400,000-\$749,999	55	129	135%	186
\$750,000-\$999,999	8	16	100%	51
\$1,000,000-\$1,499,999	2	12	500%	25
\$1,500,000+	1	4	300%	37

SINGLE FAMILY HOMES 13-YEAR FIRST QUARTER SALES



NEW LISTING INVENTORY IN UNITS & DOLLAR VOLUME

	2020	2021	% CHANGE
	Q1	Q1	
Units	616	552	-10.39%
Volume	\$227,940,282	\$242,397,477	6.34%

SINGLE FAMILY HOME SALES BY COMMUNITY

TOWNS	INVENTORY		QUARTERLY UNIT SALES			QUARTERLY DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		% CHANGE			% CHANGE	% CHANGE			% CHANGE
	Q1 2021	Q1 20 VS Q1 21	Q1 2020	Q1 2021	Q1 20 VS Q1 21	Q1 20 VS Q1 21	4/1/19 - 3/31/20	4/1/20 - 3/31/21	
MIDDLESEX	540	-29%	387	466	20%	57%	\$280,000	\$315,000	13%
Chester	11	-35%	8	10	25%	63%	\$300,000	\$369,000	23%
Clinton	49	-34%	42	47	12%	48%	\$275,000	\$350,000	27%
Cromwell	24	-37%	23	26	13%	42%	\$275,000	\$280,000	2%
Deep River	16	-54%	11	19	73%	82%	\$286,000	\$296,000	3%
Durham	20	-29%	16	12	-25%	18%	\$290,000	\$336,000	16%
East Haddam	36	-49%	38	38	0%	11%	\$275,000	\$280,000	2%
East Hampton	90	-18%	41	40	-2%	25%	\$260,000	\$292,000	12%
Essex	38	-17%	19	32	68%	222%	\$390,000	\$475,000	22%
Haddam	32	-33%	22	31	41%	80%	\$284,000	\$341,000	20%
Killingworth	21	-46%	21	20	-5%	32%	\$375,000	\$393,000	5%
Middlefield	6	-25%	11	7	-36%	-57%	\$245,000	\$280,000	14%
Middletown	82	-14%	69	100	45%	54%	\$235,000	\$245,000	4%
Old Saybrook	51	-25%	28	41	46%	93%	\$380,000	\$465,000	22%
Portland	28	-18%	20	22	10%	35%	\$247,000	\$278,000	13%
Westbrook	36	-33%	18	21	17%	40%	\$365,000	\$403,000	10%
CONDOMINIUMS									
MIDDLESEX	72	-30%	71	96	35%	19%	\$140,000	\$159,000	14%



108 Captains Drive, Westbrook CT
MLS: 170382208



146 Hamburg Road, Lyme CT
MLS: 170299693

AT A GLANCE

New London County

\$270K ▲13%

12-MONTH MEDIAN SELLING PRICE*

629 ▲7%

Q1 CLOSED SALES

\$207M ▲33%

Q1 CLOSED VOLUME

537 ▼49%

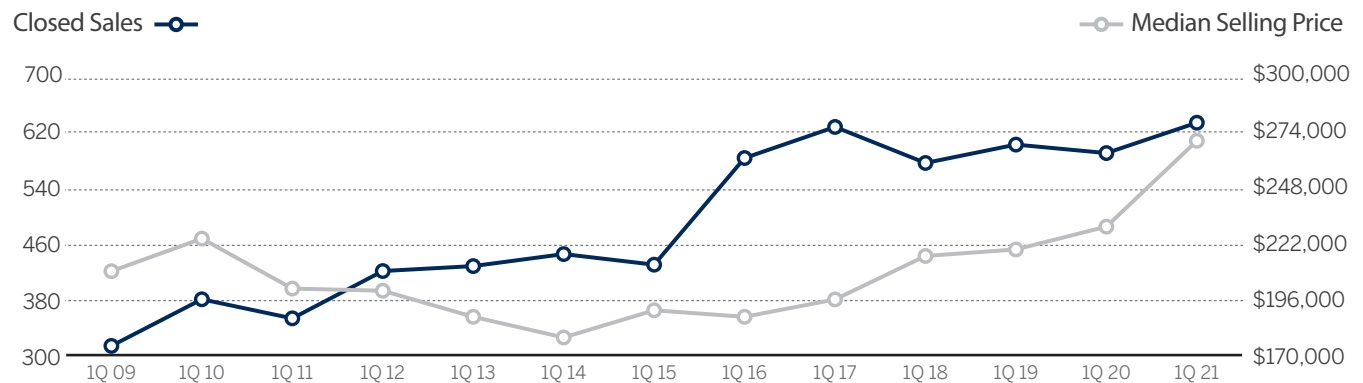
CURRENT INVENTORY

*12 Month Median Selling Price Calculated From 4/1/20 - 3/31/21

SINGLE FAMILY HOME SALES & INVENTORY BY PRICE RANGE

PRICE POINT	CLOSED SALES			INVENTORY
	Q1 2020	Q1 2021	% CHANGE	Q1 2021
All Price Ranges	586	629	7%	537
0-\$399,999	512	499	-3%	296
\$400,000-\$749,999	61	95	56%	149
\$750,000-\$999,999	9	23	156%	39
\$1,000,000-\$1,499,999	2	5	150%	20
\$1,500,000+	2	7	250%	33

SINGLE FAMILY HOMES 13-YEAR FIRST QUARTER SALES



NEW LISTING INVENTORY IN UNITS & DOLLAR VOLUME

	2020	2021	% CHANGE
	Q1	Q1	
Units	1,015	793	-21.87%
Volume	\$307,568,432	\$279,513,492	-9.12%

SINGLE FAMILY HOME SALES BY COMMUNITY

TOWNS	INVENTORY		QUARTERLY UNIT SALES			QUARTERLY DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		% CHANGE			% CHANGE	% CHANGE			% CHANGE
	Q1 2021	Q1 20 VS Q1 21	Q1 2020	Q1 2021	Q1 20 VS Q1 21	Q1 20 VS Q1 21	4/1/19 - 3/31/20	4/1/20 - 3/31/21	
NEW LONDON	537	-49%	586	629	7%	33%	\$240,000	\$270,000	13%
Bozrah	2	-33%	2	10	400%	235%	\$245,000	\$240,000	-2%
Colchester	30	-58%	43	38	-12%	-8%	\$264,000	\$277,000	5%
East Lyme	43	-53%	34	49	44%	53%	\$328,000	\$350,000	7%
Franklin	3	-50%	6	3	-50%	-22%	\$210,000	\$263,000	25%
Griswold	8	-82%	18	21	17%	93%	\$206,000	\$248,000	20%
Groton	64	-44%	60	66	10%	33%	\$261,000	\$293,000	12%
Lebanon	13	-55%	21	14	-33%	-13%	\$235,000	\$255,000	9%
Ledyard	40	-41%	53	45	-15%	4%	\$233,000	\$267,000	15%
Lisbon	4	-69%	12	11	-8%	-23%	\$247,000	\$255,000	3%
Lyme	13	-43%	5	12	140%	255%	\$535,000	\$615,000	15%
Montville	42	-43%	44	48	9%	36%	\$209,000	\$231,000	11%
New London	20	-58%	25	33	32%	62%	\$175,000	\$208,000	19%
North Stonington	13	-32%	14	10	-29%	-21%	\$294,000	\$335,000	14%
Norwich	62	-49%	89	95	7%	36%	\$150,000	\$181,000	21%
Old Lyme	38	-47%	26	24	-8%	24%	\$355,000	\$398,000	12%
Preston	9	-44%	14	9	-36%	-12%	\$247,000	\$295,000	19%
Salem	17	-11%	13	15	15%	36%	\$271,000	\$328,000	21%
Sprague	3	-50%	5	7	40%	122%	\$186,000	\$265,000	42%
Stonington	42	-59%	39	43	10%	40%	\$330,000	\$385,000	17%
Valuntown	2	-86%	8	10	25%	-1%	\$255,000	\$262,000	3%
Waterford	69	-29%	55	66	20%	45%	\$250,000	\$279,000	12%
CONDOMINIUMS									
NEW LONDON	88	-45%	98	119	21%	20%	\$139,000	\$148,000	6%



168 Kenwood, Griswold CT
MLS: 170379120



8 Beach Hill Road West, Bridgewater CT
MLS: 170378323

AT A GLANCE

Litchfield County

\$307K ▲ 28%

12-MONTH MEDIAN SELLING PRICE*

567 ▲ 26%

Q1 CLOSED SALES

\$242M ▲ 65%

Q1 CLOSED VOLUME

674 ▼ 40%

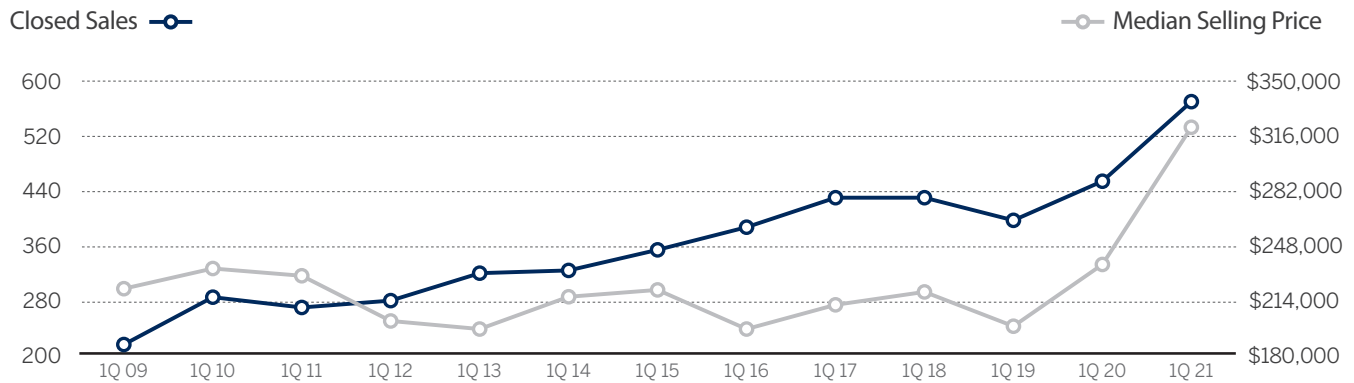
CURRENT INVENTORY

*12 Month Median Selling Price Calculated From 4/1/20 - 3/31/21

SINGLE FAMILY HOME SALES & INVENTORY BY PRICE RANGE

PRICE POINT	CLOSED SALES			INVENTORY
	Q1 2020	Q1 2021	% CHANGE	Q1 2021
All Price Ranges	451	567	26%	674
0-\$399,999	372	359	-3%	303
\$400,000-\$749,999	48	151	215%	185
\$750,000-\$999,999	11	28	155%	59
\$1,000,000-\$1,999,999	16	19	19%	61
\$2,000,000+	4	10	150%	66

SINGLE FAMILY HOMES 13-YEAR FIRST QUARTER SALES



NEW LISTING INVENTORY IN UNITS & DOLLAR VOLUME

	2020	2021	% CHANGE
	Q1	Q1	
Units	725	551	-24.00%
Volume	\$261,524,933	\$251,923,428	-3.67%

SINGLE FAMILY HOME SALES BY COMMUNITY

TOWNS	INVENTORY		QUARTERLY UNIT SALES			QUARTERLY DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		% CHANGE			% CHANGE	% CHANGE			% CHANGE
	Q1 2021	Q1 20 VS Q1 21	Q1 2020	Q1 2021	Q1 20 VS Q1 21	Q1 20 VS Q1 21	4/1/19 - 3/31/20	4/1/20 - 3/31/21	
LITCHFIELD COUNTY	674	-40%	451	567	26%	65%	\$240,000	\$307,000	28%
Barkhamsted	12	-33%	6	5	-17%	-18%	\$260,000	\$285,000	10%
Bethlehem	16	-43%	3	13	333%	567%	\$370,000	\$336,000	-9%
Bridgewater	14	-39%	4	7	75%	231%	\$419,000	\$589,000	41%
Canaan, North Canaan	25	-14%	4	12	200%	274%	\$169,000	\$240,000	42%
Colebrook	8	-20%	4	6	50%	135%	\$220,000	\$330,000	50%
Cornwall	14	-36%	1	6	500%	589%	\$375,000	\$530,000	41%
Goshen	32	-43%	4	16	300%	214%	\$330,000	\$454,000	38%
Harwinton	19	-41%	14	19	36%	155%	\$251,000	\$313,000	25%
Kent	18	-36%	12	11	-8%	4%	\$375,000	\$429,000	14%
Litchfield	39	-43%	13	28	115%	75%	\$280,000	\$375,000	34%
Morris	17	-11%	10	9	-10%	-9%	\$285,000	\$423,000	48%
New Hartford	15	-48%	13	16	23%	122%	\$241,000	\$323,000	34%
New Milford	73	-44%	56	89	59%	77%	\$301,000	\$350,000	16%
Norfolk	10	-17%	3	3	0%	-26%	\$233,000	\$365,000	57%
Plymouth	23	-36%	28	35	25%	46%	\$179,000	\$212,000	18%
Roxbury	23	-48%	10	11	10%	131%	\$567,000	\$738,000	30%
Salisbury	27	-60%	14	16	14%	72%	\$500,000	\$675,000	35%
Sharon	20	-57%	11	16	45%	95%	\$439,000	\$519,000	18%
Thomaston	22	22%	15	19	27%	43%	\$225,000	\$225,000	0%
Torrington	76	-29%	87	89	2%	23%	\$150,000	\$181,000	21%
Warren	7	-77%	4	6	50%	352%	\$329,000	\$677,000	106%
Washington	31	-54%	15	15	0%	-5%	\$568,000	\$850,000	50%
Watertown	59	-31%	55	48	-13%	11%	\$227,000	\$260,000	15%
Winchester	35	-46%	40	33	-18%	4%	\$165,000	\$190,000	15%
Woodbury	39	-30%	25	39	56%	132%	\$353,000	\$395,000	12%
CONDOMINIUMS									
LITCHFIELD COUNTY	76	-52%	66	101	53%	63%	\$124,000	\$127,000	2%

Litchfield County



158-162 Fern Avenue, Litchfield CT
MLS: 170358579



6 Stonepost, Simsbury CT
MLS: 170368704

AT A GLANCE

Hartford County

\$263K ▲ 12%

12-MONTH MEDIAN SELLING PRICE*

1,635 ▼ 3%

Q1 CLOSED SALES

\$504M ▲ 15%

Q1 CLOSED VOLUME

1,372 ▼ 37%

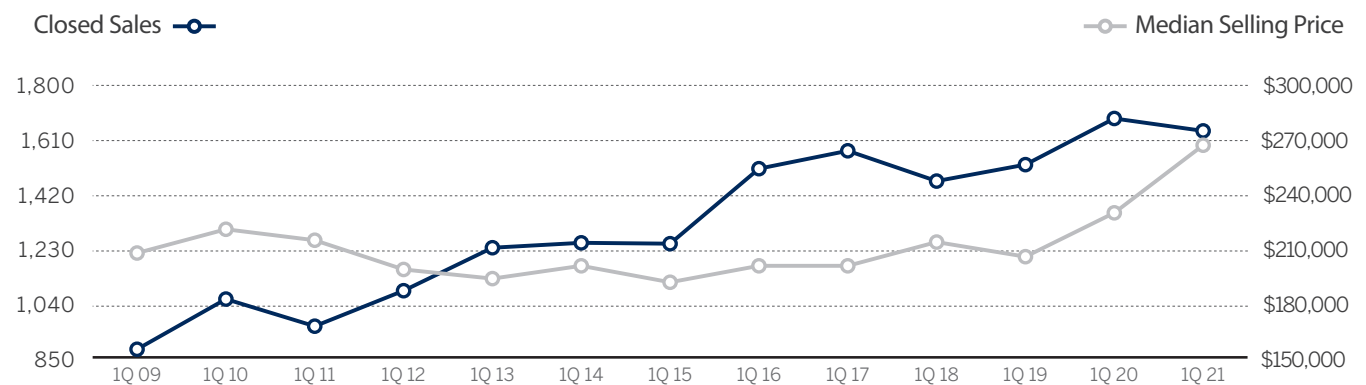
CURRENT INVENTORY

*12 Month Median Selling Price Calculated From 4/1/20 - 3/31/21

SINGLE FAMILY HOME SALES & INVENTORY BY PRICE RANGE

PRICE POINT	CLOSED SALES			INVENTORY
	Q1 2020	Q1 2021	% CHANGE	Q1 2021
All Price Ranges	1,678	1,635	-3%	1,372
0-\$299,999	1,214	988	-19%	683
\$300,000-\$499,999	372	480	29%	413
\$500,000-\$699,999	66	119	80%	151
\$700,000-\$999,999	19	35	84%	100
\$1,000,000+	7	13	86%	25

SINGLE FAMILY HOMES 13-YEAR FIRST QUARTER SALES



NEW LISTING INVENTORY IN UNITS & DOLLAR VOLUME

	2020	2021	% CHANGE
	Q1	Q1	
Units	2,802	2,103	-24.95%
Volume	\$784,521,289	\$660,905,670	-15.76%

SINGLE FAMILY HOME SALES BY COMMUNITY

TOWNS	INVENTORY		QUARTERLY UNIT SALES			QUARTERLY DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		% CHANGE			% CHANGE	% CHANGE			% CHANGE
	Q1 2021	Q1 20 VS Q1 21	Q1 2020	Q1 2021	Q1 20 VS Q1 21	YTD 20 VS YTD 21	4/1/19 - 3/31/20	4/1/20 - 3/31/21	
HARTFORD COUNTY	1,372	-37%	1,678	1,635	-3%	15%	\$235,000	\$263,000	12%
Avon	45	-50%	42	41	-2%	18%	\$400,000	\$435,000	9%
Berlin	31	-40%	35	37	6%	5%	\$266,000	\$291,000	9%
Bloomfield	35	-52%	45	43	-4%	18%	\$205,000	\$235,000	15%
Bristol	97	-41%	128	118	-8%	13%	\$183,000	\$220,000	20%
Burlington	36	-52%	27	37	37%	72%	\$323,000	\$364,000	13%
Canton	23	-39%	33	16	-52%	-62%	\$345,000	\$345,000	0%
East Granby	16	-38%	15	9	-40%	-23%	\$252,000	\$295,000	17%
East Hartford	76	-20%	95	102	7%	25%	\$167,000	\$190,000	14%
East Windsor	33	-44%	32	16	-50%	-34%	\$218,000	\$280,000	28%
Enfield	52	-34%	102	79	-23%	-13%	\$192,000	\$217,000	13%
Farmington	54	-41%	43	58	35%	55%	\$350,000	\$387,000	11%
Glastonbury	92	-18%	69	84	22%	27%	\$370,000	\$405,000	9%
Granby	30	-50%	46	38	-17%	18%	\$295,000	\$340,000	15%
Hartford	56	-38%	57	48	-16%	21%	\$150,000	\$177,000	18%
Hartland	3	-63%	2	1	-50%	-38%	\$249,000	\$253,000	2%
Manchester	72	-31%	102	114	12%	33%	\$193,000	\$212,000	10%
Marlborough	20	-35%	33	22	-33%	-14%	\$266,000	\$297,000	12%
New Britain	72	-22%	80	93	16%	40%	\$162,000	\$180,000	11%
Newington	32	-42%	58	64	10%	28%	\$232,000	\$250,000	8%
Plainville	24	-31%	29	37	28%	29%	\$202,000	\$235,000	16%
Rocky Hill	25	-22%	28	27	-4%	32%	\$270,000	\$327,000	21%
Simsbury	69	-42%	65	76	17%	35%	\$328,000	\$345,000	5%
South Windsor	31	-37%	54	58	7%	12%	\$289,000	\$315,000	9%
Southington	81	-45%	100	105	5%	27%	\$280,000	\$315,000	13%
Suffield	49	-36%	37	31	-16%	7%	\$303,000	\$356,000	17%
West Hartford	118	-33%	155	134	-14%	-1%	\$315,000	\$335,000	6%
Wethersfield	55	-35%	70	69	-1%	27%	\$244,000	\$269,000	10%
Windsor	31	-46%	68	57	-16%	-3%	\$217,000	\$245,000	13%
Windsor Locks	14	-33%	28	21	-25%	-14%	\$194,000	\$209,000	8%
CONDOMINIUMS AND COOPERATIVES									
Hartford County	429	-18%	395	479	21%	30%	\$155,000	\$170,000	10%



116 Farmingberry Drive, Southington CT
MLS: 170322914



9 Buttondown Lane, Great Barrington MA
MLS: 233388

AT A GLANCE

Berkshire County

\$278K ▲ 25%

12-MONTH MEDIAN SELLING PRICE*

271 ▲ 12%

Q1 CLOSED SALES

\$105M ▲ 44%

Q1 CLOSED VOLUME

211 ▼ 67%

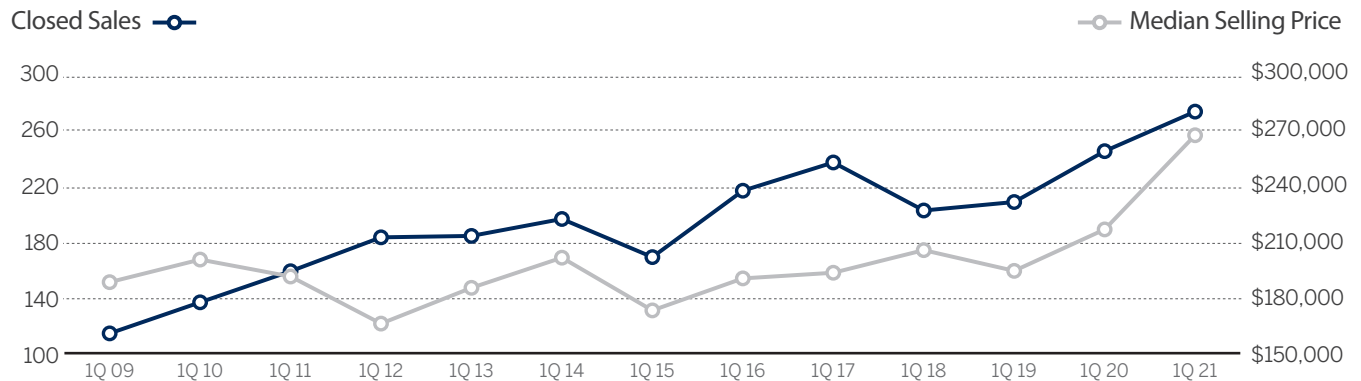
CURRENT INVENTORY

*12 Month Median Selling Price Calculated From 4/1/20 - 3/31/21

SINGLE FAMILY HOME SALES & INVENTORY BY PRICE RANGE

PRICE POINT	CLOSED SALES			INVENTORY
	Q1 2020	Q1 2021	% CHANGE	Q1 2021
All Price Ranges	243	271	12%	211
0-\$399,999	202	188	-7%	87
\$400,000-\$749,999	28	55	96%	44
\$750,000-\$999,999	2	14	600%	28
\$1,000,000-\$1,499,999	6	5	-17%	13
\$1,500,000+	5	9	80%	39

SINGLE FAMILY HOMES 13-YEAR FIRST QUARTER SALES



NEW LISTING INVENTORY IN UNITS & DOLLAR VOLUME

	2020	2021	% CHANGE
	Q1	Q1	
Units	355	283	-20.3%
Volume	\$118,894,945	\$126,141,839	6.1%

SINGLE FAMILY HOME SALES BY COMMUNITY

TOWNS	INVENTORY		QUARTERLY UNIT SALES			QUARTERLY DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		% CHANGE			% CHANGE	% CHANGE			% CHANGE
	Q1 2021	Q1 20 VS Q1 21	Q1 2020	Q1 2021	Q1 20 VS Q1 21	Q1 20 VS Q1 21	4/1/19 - 3/31/20	4/1/20 - 3/31/21	
BERKSHIRE COUNTY	211	-67%	243	271	12%	44%	\$222,000	\$278,000	25%
Adams	4	-71%	9	18	100%	170%	\$144,000	\$164,000	14%
Alford	2	-67%	3	3	0%	170%	\$615,000	\$761,000	24%
Becket	7	-68%	6	10	67%	119%	\$233,000	\$292,000	25%
Cheshire	0	-100%	3	7	133%	798%	\$178,000	\$297,000	67%
Clarksburg	1	-75%	4	4	0%	93%	\$123,000	\$159,000	29%
Dalton	3	-81%	15	5	-67%	-64%	\$199,000	\$235,000	18%
Egremont	9	-70%	2	9	350%	158%	\$470,000	\$680,000	45%
Florida	1	-83%	2	2	0%	-68%	\$124,000	\$45,000	-64%
Gt. Barrington	29	-63%	15	20	33%	104%	\$339,000	\$485,000	43%
Hancock	1	-50%	0	1	-	-	\$245,000	\$420,000	71%
Hinsdale	5	0%	1	3	200%	799%	\$229,000	\$281,000	23%
Lanesborough	5	-55%	7	8	14%	41%	\$221,000	\$267,000	21%
Lee	10	-64%	7	6	-14%	25%	\$280,000	\$269,000	-4%
Lenox	22	-61%	13	15	15%	77%	\$369,000	\$500,000	36%
Monterey	2	-89%	5	6	20%	-21%	\$491,000	\$505,000	3%
Mt. Washington	2	-33%	0	0	-	-	\$0	\$575,000	-
New Ashford	1	-50%	0	0	-	-	\$356,000	\$360,000	1%
New Marlborough	10	-64%	5	3	-40%	-58%	\$550,000	\$460,000	-16%
North Adams	10	-76%	29	21	-28%	-17%	\$132,000	\$150,000	14%
Otis	6	-63%	5	9	80%	83%	\$338,000	\$373,000	10%
Peru	0	-100%	1	1	0%	81%	\$199,000	\$336,000	69%
Pittsfield	29	-66%	72	81	13%	46%	\$180,000	\$195,000	8%
Richmond	10	-57%	8	6	-25%	-20%	\$320,000	\$497,000	55%
Sandisfield	2	-78%	2	1	-50%	-44%	\$273,000	\$294,000	8%
Savoy	1	-67%	2	1	-50%	-93%	\$214,000	\$271,000	27%
Sheffield	15	-38%	7	4	-43%	10%	\$357,000	\$424,000	19%
Stockbridge	6	-80%	8	7	-13%	-12%	\$373,000	\$498,000	34%
Tyringham	1	-88%	1	3	200%	310%	\$356,000	\$998,000	180%
Washington	0	-	1	1	0%	-3%	\$337,000	\$206,000	-39%
West Stockbridge	6	-70%	3	5	67%	159%	\$426,000	\$625,000	47%
Williamstown	11	-69%	7	9	29%	-7%	\$330,000	\$352,000	7%
Windsor	0	-100%	0	2	-	-	\$288,000	\$265,000	-8%
CONDOMINIUMS									
BERKSHIRE COUNTY	98	-32	25	35	40%	24%	\$212,000	\$279,000	32%



282 South County Road, Florida MA
MLS: 227891



56 Shorefront Park, Norwalk CT
MLS: 170383682



William Pitt
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. MMXX 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.