

2021 YEAR IN REVIEW

Market Watch



William Pitt
Julia B Fee

Sotheby's
INTERNATIONAL REALTY

Market Overview

- While our housing markets in the second half of 2021 could not compete with last year’s massive gains from the same period, we still outperformed historical norms
- Significant sales increases during the first six months of 2021, versus the same time frame in 2020, led many of our markets to finish the year ahead of the prior year
- Buyer demand remains high in the suburbs, particularly from New York City residents, but limited inventory is affecting sales
- With prices on the rise, more properties are selling in higher price segments
- Economic indicators suggest the market will remain highly active for the foreseeable future

The year 2021 saw a continuation of the unprecedented housing market momentum that began in the early months of the pandemic. Starting in late May 2020, as initial COVID-related restrictions eased across our Connecticut markets—and in late June in Westchester County—we saw buyers pour

into our territories in record numbers. A desire for more space in an era of social distancing, increased flexibility for remote working, uncertainty with school closures, and rising city crime rates were all factors influencing buyers in their decision making. Added to these, today’s higher conforming loan limits, or the largest origination loan amounts backed by Fannie Mae and Freddie Mac, are further incentivizing buyers, providing them with access to more money and more purchasing power than ever. Creating an additional sense of urgency, mortgage rates are still low but are inching up sooner than expected, and they are forecast to keep increasing incrementally throughout 2022.

The incredible buyer demand we’re observing, largely emanating from New York, has shown no sign of abating as we head into 2022. For 2021, that demand resulted in another extraordinary year in real estate. Year over year, single family unit sales and closed dollar volume exceeded 2020 across most markets with just a few exceptions. A notable trend in these figures, as shown in the following sections,



ON THE COVER:
210 Between The Lakes Road, Salisbury CT

Economic Factors

INDICATORS	DATES			DATES	GDP
	12/31/20	6/30/21	12/31/21		
Stock Market (Dow)	30,606.48	34,502.51	36,338.30	Q4 2020	4.3%
Consumer Confidence	88.6	127.3	115.8	Q1 2021	6.4%
Mortgage Rate (US 30 year)	2.66%	2.95%	3.05%	Q2 2021	6.7%
Unemployment Rate	6.7	5.9	4.2*	Q3 2021	2.3%
				Q4 2021 (EST.)	6.5%

* Unemployment Rate as of 11/30/2021

is a consistent spread in the percentage changes between unit sales and dollar volume, highlighting the fact that more properties are transacting at higher price points.

Yet even with the year as a whole demonstrating growth over the year prior, the second half shifted into a period of declining sales. It is important to understand that these declines were not a reflection of waning buyer interest, but rather an expected outcome of comparing to a historic timeframe of record sales. The enormous gains of the third and fourth quarters of 2020 were never going to be surpassed this year. 2019's housing market, a much more normal market than the one we're in now, perhaps provides an even more useful point of comparison. This year's third and fourth quarters experienced significant growth over those quarters in 2019, underscoring the point that our markets remain highly active despite declines from the second half of last year.

Case in point, Westchester County unit sales and dollar volume decreased in the fourth quarter by 26% and 24%, respectively, compared to the same quarter last year, but units increased by 18% and volume by 43% compared to the fourth quarter in 2019. Likewise, neighboring Fairfield County experienced decreases in unit sales and dollar volume by 30% and 31%, respectively, in the fourth quarter versus the same time last year, but units

increased by 23% and volume by 111% over the same quarter two years ago. Up on the Connecticut Shoreline, New Haven County unit sales decreased by 20% and dollar volume by 11% from the fourth quarter last year, while units rose by 19% and volume by 62% over 2019's fourth quarter. In Middlesex County, unit sales and dollar volume dropped by 20% and 12%, respectively, versus last year's fourth quarter, but increased over the same quarter in 2019 by 18% and 59%. New London County unit sales decreased by 15% and volume by 14% compared to the fourth quarter in 2020, but units were up by 9% and volume by 46% over the fourth quarter in 2019. In Litchfield County, units and volume decreased by 35% and 38%, respectively, from last year's fourth quarter, as they increased by 6% and 50% from 2019's fourth quarter. Hartford County unit sales decreased quarter over quarter by 16% and volume by 9%, while units and volume both increased over 2019's fourth quarter by 15% and 44%, respectively. In Massachusetts, Berkshire County saw quarterly unit sales decline by 25% and volume by 22%, while a comparison with this quarter two years ago shows unit sales up by 11% and volume by 74%.

Inventory is a key contributing factor in the decreased sales levels from this time last year. For some time now active listings have been significantly down versus the prior year. New-to-market listings are not quite as low as the overall active inventory numbers, but these offerings are quick to sell after

hitting the market, leaving standing inventory in limited supply. Reduced inventory necessarily affects unit sales and also makes the market more competitive for the larger buyer pool, leading to rising prices. The 12-month median sale price in the fourth quarter of 2021 increased in every market we serve, rising in the counties of Westchester by 6%, Fairfield by 14%, New Haven by 13%, Middlesex by 13%, New London by 13%, Litchfield by 10%, Hartford by 13% and the Berkshires by 16%.

The ongoing elevated demand should carry us into a first quarter of robust sales activity, but once again, we will be comparing the market to another record quarter from the prior year. The huge numbers from 2021's first quarter combined with the low inventory for sale will most likely leave us trailing behind in the first quarter of 2022, but we predict the market will be busy nonetheless, surging over the first quarter of 2020 with prices still increasing. Our proximity to New York positions our markets to remain highly sought after as city dwellers continue relocating to the suburbs in high numbers. Another element at play in the market momentum is a changing profile of today's buyer: according to a December *Wall Street Journal* story, millennials—once dismissed as a generation less likely to want to purchase homes—now make up over half of all applications for home purchase loans. The article said that millennial buying behavior could help to keep housing demand high in the years ahead.

The positive outlook is only further supported by the economic picture on a national scale. As US residential real estate approaches a record-breaking \$2 trillion in annual dollar volume sold nationally according to GlobeSt.com, the traditional economic indicators we look to in gauging the health of real estate leave us feeling optimistic. Despite concerns over inflation, the stock market continues to soar, unemployment rates continue to fall, and as previously stated, mortgage rate increases are

imminent, which will motivate buyers to act. Third quarter GDP increased at an annual rate of 2.3% in the third quarter and is projected to increase by 6.5% in the fourth. The monthly Consumer Confidence Index, while subject to some moderation in recent months, stood at 115.8 in December (1985=100), a strong number after dropping significantly throughout the first year of the pandemic. Taken together, these factors lead us to believe our housing markets are unlikely to slow down anytime soon.

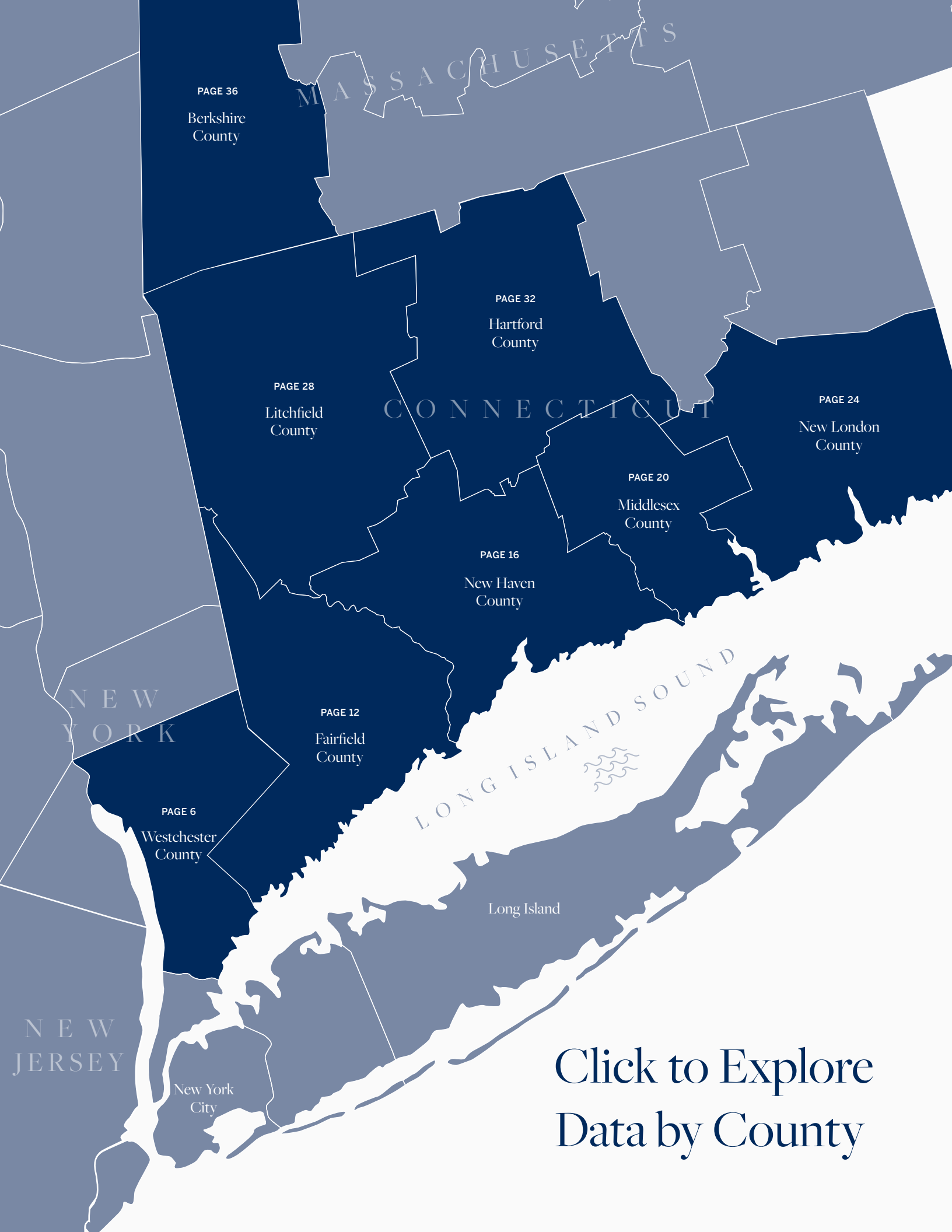
I hope you find this report informative and invite you to contact one of our sales associates at any time if we can help you with your real estate needs.

Wishing you health and safety. _____



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PAGE 36
Berkshire
County

PAGE 32
Hartford
County

PAGE 28
Litchfield
County

PAGE 24
New London
County

PAGE 20
Middlesex
County

PAGE 16
New Haven
County

PAGE 12
Fairfield
County

PAGE 6
Westchester
County

Long Island

New York
City

Click to Explore
Data by County



AT A GLANCE

Westchester County

21 VS 20
% CHANGE

21 VS 19
% CHANGE



\$780K

+6%

+19%

12-MONTH MEDIAN
SELLING PRICE**

7,395

+11%

+27%

YTD CLOSED
SALES

\$8B

+22%

+56%

YTD CLOSED
VOLUME

728

-48%

-61%

CURRENT
INVENTORY*

200 Mountain Road, Irvington NY
MLS: 6147519

* Inventory as of 12/31

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

Single Family Home Sales & Inventory by Price Range

WESTCHESTER COUNTY OVERALL

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	Q4 2019	Q4 2020	Q4 2021	Q4 21 VS Q4 19	Q4 21 VS Q4 20	Q4 2021
All Price Ranges	1,408	2,236	1,658	18%	-26%	728
0-\$1,000,000	1,163	1,647	1,246	7%	-24%	431
\$1,000,001 - \$2,000,000	181	431	291	61%	-32%	154
\$2,000,001 - \$3,000,000	37	112	69	86%	-38%	52
\$3,000,001 - \$5,000,000	18	33	39	117%	18%	40
\$5,000,001+	9	13	13	44%	0%	51

SOUTHERN WESTCHESTER COUNTY

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	Q4 2019	Q4 2020	Q4 2021	Q4 21 VS Q4 19	Q4 21 VS Q4 20	Q4 2021
All Price Ranges	925	1,494	1,125	22%	-25%	499
0-\$1,000,000	744	1,062	844	13%	-21%	299
\$1,000,001 - \$2,000,000	130	313	204	57%	-35%	113
\$2,000,001 - \$3,000,000	30	84	45	50%	-46%	31
\$3,000,001 - \$5,000,000	16	23	24	50%	4%	26
\$5,000,001+	5	12	8	60%	-33%	30

NORTHERN WESTCHESTER COUNTY

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	Q4 2019	Q4 2020	Q4 2021	Q4 21 VS Q4 19	Q4 21 VS Q4 20	Q4 2021
All Price Ranges	483	742	533	10%	-28%	229
0-\$1,000,000	419	585	402	-4%	-31%	132
\$1,000,001 - \$2,000,000	51	118	87	71%	-26%	41
\$2,000,001 - \$3,000,000	7	28	24	243%	-14%	21
\$3,000,001 - \$5,000,000	2	10	15	650%	50%	14
\$5,000,001+	4	1	5	25%	-	21

*Inventory as of 12/31

Closed Sales, New Listings & Inventory (Single Family)

FOURTH QUARTER

WESTCHESTER COUNTY OVERALL

	2019	2020	2021	21 VS 19 % CHANGE	21 VS 20 % CHANGE
CLOSED SALES	1,408	2,236	1,658	18%	-26%
CLOSED SALES VOLUME	\$1,134,802,778	\$2,146,918,167	\$1,628,150,630	43%	-24%
NEW LISTINGS	1,299	1,728	1,292	-1%	-25%
NEW LISTINGS VOLUME	\$1,259,628,128	\$1,901,769,625	\$1,421,490,731	13%	-25%
INVENTORY	1,874	1,393	728	-61%	-48%

SOUTHERN WESTCHESTER COUNTY

	2019	2020	2021	21 VS 19 % CHANGE	21 VS 20 % CHANGE
CLOSED SALES	483	742	533	10%	-28%
CLOSED SALES VOLUME	\$340,124,867	\$632,452,712	\$522,571,672	54%	-17%
NEW LISTINGS	870	1,164	863	-1%	-26%
NEW LISTINGS VOLUME	\$898,821,787	\$1,272,748,409	\$971,934,031	8%	-24%
INVENTORY	1,159	938	499	-57%	-47%

NORTHERN WESTCHESTER COUNTY

	2019	2020	2021	21 VS 19 % CHANGE	21 VS 20 % CHANGE
CLOSED SALES	925	1,494	1,125	22%	-25%
CLOSED SALES VOLUME	\$792,302,411	\$1,514,465,455	\$1,105,578,958	40%	-27%
NEW LISTINGS	429	564	429	0%	-24%
NEW LISTINGS VOLUME	\$360,806,341	\$629,021,216	\$449,556,700	25%	-29%
INVENTORY	715	455	229	-68%	-50%

Westchester County



1 Easthaven Lane, White Plains NY

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 2021	YTD 20 VS YTD 21	YTD 2020	YTD 2021	YTD 20 VS YTD 21	YTD 20 VS YTD 21	1/1/20 - 12/31/20	1/1/21 - 12/31/21	
WESTCHESTER COUNTY	728	-48%	6,659	7,395	11%	22%	\$735,000	\$780,000	6%
Southern Westchester	499	-47%	2,944	3,865	31%	22%	\$770,000	\$805,000	5%
Ardley	18	-14%	77	105	36%	37%	\$713,000	\$771,000	8%
Blind Brook	15	-57%	90	119	32%	15%	\$999,000	\$1,027,000	3%
Briarcliff Manor	6	-57%	49	68	39%	12%	\$883,000	\$948,000	7%
Bronxville	11	-39%	60	57	-5%	-1%	\$2,150,000	\$2,250,000	5%
Dobbs Ferry	9	-47%	47	72	53%	35%	\$819,000	\$790,000	-4%
Eastchester	14	-33%	81	122	51%	31%	\$755,000	\$800,000	6%
Edgemont	11	10%	63	76	21%	6%	\$1,064,000	\$1,190,000	12%
Elmsford	16	-38%	39	66	69%	85%	\$535,000	\$576,000	8%
Greenburgh	12	-29%	47	71	51%	34%	\$550,000	\$565,000	3%
Harrison	24	-35%	112	134	20%	6%	\$1,332,000	\$1,450,000	9%
Hartsdale (P.O.)	7	-22%	37	59	59%	27%	\$629,000	\$675,000	7%
Hastings	3	-73%	50	63	26%	8%	\$833,000	\$865,000	4%
Irvington	18	-53%	70	77	10%	29%	\$939,000	\$1,125,000	20%
Mamaroneck *	23	-26%	202	285	41%	40%	\$1,200,000	\$1,498,000	25%
Mount Pleasant	13	-35%	72	83	15%	5%	\$635,000	\$689,000	9%
Mount Vernon	31	-33%	109	121	11%	18%	\$510,000	\$585,000	15%
New Rochelle	43	-51%	274	343	25%	20%	\$739,000	\$801,000	8%
Ossining	21	-51%	167	188	13%	8%	\$514,000	\$575,000	12%
Pelham	5	-82%	116	127	9%	3%	\$1,078,000	\$1,138,000	6%
Pleasantville	10	-29%	51	66	29%	39%	\$745,000	\$725,000	-3%
Pocantico Hills	2	100%	4	7	75%	-8%	\$975,000	\$880,000	-10%
Port Chester	18	-18%	65	92	42%	42%	\$570,000	\$587,000	3%
Purchase (P.O.)	11	-50%	25	36	44%	30%	\$1,455,000	\$1,773,000	22%
Rye City	20	-49%	138	168	22%	7%	\$1,930,000	\$1,938,000	0%
Rye Neck	7	-59%	61	72	18%	32%	\$930,000	\$923,000	-1%
Scarsdale	28	-58%	200	304	52%	30%	\$1,595,000	\$1,751,000	10%
Tarrytown	4	-67%	55	52	-5%	8%	\$775,000	\$835,000	8%
Tuckahoe	11	0%	31	45	45%	36%	\$842,000	\$930,000	10%
Valhalla	9	-36%	50	61	22%	5%	\$610,000	\$646,000	6%
White Plains	24	-49%	146	216	48%	28%	\$700,000	\$732,000	5%
Yonkers	55	-61%	356	510	43%	36%	\$570,000	\$600,000	5%
CONDOMINIUMS AND COOPERATIVES									
Condominiums	201	-100%	799	1,117	40%	63%	\$433,000	\$455,000	5%
Cooperatives	584	-100%	1,465	2,002	37%	38%	\$185,000	\$199,000	8%

*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 2021	YTD 20 VS YTD 21	YTD 2020	YTD 2021	YTD 20 VS YTD 21	YTD 20 VS YTD 21	1/1/20 - 12/31/20	1/1/21 - 12/31/21	
WESTCHESTER COUNTY	728	-48%	6,659	7,395	11%	22%	\$735,000	\$780,000	6%
Northern Westchester	229	-50%	2,221	2,352	6%	23%	\$660,000	\$731,000	11%
Bedford	36	-61%	345	348	1%	19%	\$860,000	\$930,000	8%
Byram Hills	28	-42%	191	211	10%	41%	\$1,070,000	\$1,300,000	21%
Chappaqua	16	-60%	304	283	-7%	8%	\$948,000	\$1,125,000	19%
Croton-Harmon	13	-13%	96	116	21%	46%	\$641,000	\$713,000	11%
Hendrick Hudson	21	-30%	162	168	4%	17%	\$484,000	\$552,000	14%
Katonah-Lewisboro	28	-59%	325	283	-13%	7%	\$749,000	\$862,000	15%
Lakeland	35	-26%	287	335	17%	34%	\$430,000	\$490,000	14%
North Salem	12	-56%	90	86	-4%	27%	\$600,000	\$745,000	24%
Peekskill	6	-50%	77	96	25%	49%	\$375,000	\$437,000	17%
Somers	23	-54%	166	230	39%	62%	\$597,000	\$679,000	14%
Yorktown	11	-58%	178	196	10%	15%	\$558,000	\$609,000	9%
CONDOMINIUMS AND COOPERATIVES									
Condominiums	72	-15%	452	543	20%	24%	\$371,000	\$384,000	4%
Cooperatives	49	48%	100	125	25%	36%	\$125,000	\$136,000	9%



830 Pirates Cove, Mamaroneck NY



1021 Rock Rimmon Road, Stamford CT
MLS: 170431755

AT A GLANCE

Fairfield County

21 VS 20
% CHANGE

21 VS 19
% CHANGE



\$610K

+14%

+36%

12-MONTH MEDIAN
SELLING PRICE**

11,250

-3%

+30%

YTD CLOSED
SALES

\$12B

+15%

+93%

YTD CLOSED
VOLUME

1,442

-40%

-62%

CURRENT
INVENTORY*

* Inventory as of 12/31

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

Single Family Home Sales & Inventory by Price Range

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	Q4 2019	Q4 2020	Q4 2021	Q4 21 VS Q4 19	Q4 21 VS Q4 20	Q4 2021
All Price Ranges	2,046	3,589	2,515	23%	-30%	1,442
0 - \$800,000	1,642	2,394	1,725	5%	-28%	800
\$800,001 - \$1,500,000	237	671	441	86%	-34%	246
\$1,500,001 - \$2,000,000	66	227	132	100%	-42%	80
\$2,000,001 - \$3,000,000	59	156	112	90%	-28%	94
\$3,000,001+	42	141	105	150%	-26%	222

Closed Sales, New Listings & Inventory (Single Family)

FOURTH QUARTER

	2019	2020	2021	21 VS 19 % CHANGE	21 VS 20 % CHANGE
CLOSED SALES	2,046	3,589	2,515	23%	-30%
CLOSED SALES VOLUME	\$1,345,403,627	\$4,107,481,126	\$2,832,777,594	111%	-31%
NEW LISTINGS	2,098	2,657	1,922	-8%	-28%
NEW LISTINGS VOLUME	\$1,586,491,776	\$2,718,382,477	\$1,995,513,565	26%	-27%
INVENTORY	3,834	2,410	1,442	-62%	-40%



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 2021	YTD 20 VS YTD 21	YTD 2020	YTD 2021	YTD 20 VS YTD 21	YTD 20 VS YTD 21	1/1/20 - 12/31/20	1/1/21 - 12/31/21		
FAIRFIELD COUNTY	1,442	-40%	11,646	11,250	-3%	15%	\$535,000	\$610,000	14%	
Bethel	16	-56%	252	233	-8%	7%	\$389,000	\$455,000	17%	
Bridgeport	147	-15%	702	779	11%	32%	\$245,000	\$293,000	20%	
Brookfield	30	-19%	254	208	-18%	-4%	\$427,000	\$488,000	14%	
Danbury	75	-16%	539	517	-4%	15%	\$340,000	\$410,000	21%	
Darien	23	-79%	437	421	-4%	12%	\$1,425,000	\$1,635,000	15%	
Easton	25	-49%	172	145	-16%	4%	\$586,000	\$720,000	23%	
Fairfield	100	-48%	1084	928	-14%	-5%	\$675,000	\$725,000	7%	
Greenwich	197	-48%	863	999	16%	30%	\$2,075,000	\$2,300,000	11%	
Monroe	24	-49%	321	299	-7%	4%	\$421,000	\$475,000	13%	
New Canaan	58	-52%	390	439	13%	35%	\$1,400,000	\$1,725,000	23%	
New Fairfield	37	-24%	327	250	-24%	-1%	\$400,000	\$483,000	21%	
Newtown	74	-24%	555	498	-10%	9%	\$430,000	\$509,000	18%	
Norwalk	91	-43%	822	857	4%	17%	\$539,000	\$580,000	8%	
Redding	29	-43%	206	207	0%	14%	\$568,000	\$665,000	17%	
Ridgefield	51	-46%	557	481	-14%	0%	\$700,000	\$815,000	16%	
Rowayton	8	-47%	116	91	-22%	3%	\$1,217,000	\$1,610,000	32%	
Shelton	41	-35%	487	503	3%	17%	\$379,000	\$424,000	12%	
Sherman	23	-4%	91	76	-16%	-4%	\$500,000	\$560,000	12%	
Stamford	96	-52%	943	991	5%	22%	\$625,000	\$710,000	14%	
Stratford	76	-26%	760	724	-5%	7%	\$300,000	\$350,000	17%	
Trumbull	67	-14%	560	527	-6%	10%	\$430,000	\$494,000	15%	
Weston	33	-35%	297	241	-19%	7%	\$819,000	\$1,110,000	36%	
Westport	94	-29%	639	554	-13%	0%	\$1,355,000	\$1,600,000	18%	
Wilton	35	-51%	388	373	-4%	16%	\$810,000	\$936,000	16%	
Middlebury*	28	-20%	114	137	20%	24%	\$365,000	\$350,000	-4%	
Oxford*	24	-23%	171	155	-9%	1%	\$405,000	\$450,000	11%	
Southbury*	33	6%	283	238	-16%	-2%	\$390,000	\$465,000	19%	
CONDOMINIUMS										
FAIRFIELD COUNTY	552	-38%	3,258	4,032	24%	35%	\$280,000	\$300,000	7%	

*Is not included in totals



32 Three Wells Lane, Darien CT



AT A GLANCE

New Haven County

21 VS 20
% CHANGE

21 VS 19
% CHANGE

\$300K

12-MONTH MEDIAN
SELLING PRICE**



+13%



+26%

8,944

YTD CLOSED
SALES

+2%

+16%

\$3B

YTD CLOSED
VOLUME

+19%

+49%

1,149

CURRENT
INVENTORY*

-19%

-47%

80 Middle Beach Road, Madison CT
MLS: 170443487

* Inventory as of 12/31

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

Single Family Home Sales & Inventory by Price Range

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	Q4 2019	Q4 2020	Q4 2021	Q4 21 VS Q4 19	Q4 21 VS Q4 20	Q4 2021
All Price Ranges	1,834	2,730	2,190	19%	-20%	1,149
0-\$400,000	1,594	2,169	1,598	0%	-26%	741
\$400,001 - \$750,000	205	465	505	146%	9%	258
\$750,001 - \$1,000,000	22	53	46	109%	-13%	68
\$1,000,001 - \$1,500,000	8	23	26	225%	13%	43
\$1,500,001+	5	20	15	200%	-25%	39

Closed Sales, New Listings & Inventory (Single Family)

FOURTH QUARTER

	2019	2020	2021	21 VS 19 % CHANGE	21 VS 20 % CHANGE
CLOSED SALES	1,834	2,730	2,190	19%	-20%
CLOSED SALES VOLUME	\$489,391,656	\$890,188,640	\$793,313,148	62%	-11%
NEW LISTINGS	1,787	2,228	1,758	-2%	-21%
NEW LISTINGS VOLUME	\$505,718,993	\$775,927,103	\$629,305,981	24%	-19%
INVENTORY	2,176	1,426	1,149	-47%	-19%



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 2021	YTD 20 VS YTD 21	YTD 2020	YTD 2021	YTD 20 VS YTD 21	YTD 20 VS YTD 21	1/1/20 - 12/31/20	1/1/21 - 12/31/21	
NEW HAVEN COUNTY	1,149	-19%	8,743	8,944	2%	19%	\$265,000	\$300,000	13%
Ansonia	26	-4%	163	154	-6%	12%	\$228,000	\$259,000	14%
Beacon Falls	6	-50%	79	75	-5%	-1%	\$295,000	\$302,000	2%
Bethany	11	-42%	95	90	-5%	8%	\$359,000	\$405,000	13%
Branford	55	-14%	282	298	6%	23%	\$375,000	\$418,000	11%
Cheshire	47	-13%	332	338	2%	23%	\$368,000	\$425,000	15%
Derby	15	0%	115	109	-5%	16%	\$235,000	\$285,000	21%
East Haven	40	-32%	375	335	-11%	6%	\$237,000	\$270,000	14%
Guilford	59	-16%	361	357	-1%	16%	\$425,000	\$483,000	14%
Hamden	91	-8%	710	773	9%	26%	\$240,000	\$270,000	13%
Madison	32	-56%	376	344	-9%	6%	\$480,000	\$560,000	17%
Meriden	84	6%	600	629	5%	30%	\$190,000	\$235,000	24%
Middlebury	28	-20%	114	137	20%	24%	\$365,000	\$350,000	-4%
Milford	74	-31%	664	685	3%	19%	\$350,000	\$405,000	16%
Naugatuck	39	-20%	449	456	2%	21%	\$215,000	\$255,000	19%
New Haven	60	-6%	362	389	7%	33%	\$224,000	\$265,000	18%
North Branford	19	-30%	155	150	-3%	12%	\$300,000	\$355,000	18%
North Haven	38	-32%	298	317	6%	22%	\$300,000	\$350,000	17%
Orange	20	-26%	155	171	10%	24%	\$395,000	\$470,000	19%
Oxford	24	-23%	171	155	-9%	1%	\$405,000	\$450,000	11%
Prospect	28	22%	117	97	-17%	0%	\$269,000	\$325,000	21%
Seymour	23	-32%	205	232	13%	29%	\$275,000	\$300,000	9%
Southbury	33	6%	283	238	-16%	-2%	\$390,000	\$465,000	19%
Wallingford	29	-40%	437	414	-5%	4%	\$280,000	\$300,000	7%
Waterbury	156	-5%	941	1035	10%	43%	\$155,000	\$196,000	26%
West Haven	44	-46%	488	582	19%	44%	\$225,000	\$266,000	18%
Wolcott	42	-9%	266	266	0%	20%	\$251,000	\$296,000	18%
Woodbridge	26	-16%	150	118	-21%	-2%	\$418,000	\$500,000	20%
CONDOMINIUMS									
NEW HAVEN	286	-25%	2,480	2,759	11%	26%	\$159,000	\$180,000	13%



80 Johnsons Point Road, Branford CT



AT A GLANCE

Middlesex County

	21 VS 20 % CHANGE	21 VS 19 % CHANGE
\$345K 12-MONTH MEDIAN SELLING PRICE**	+13%	+22%
2,418 YTD CLOSED SALES	-1%	+21%
\$1B YTD CLOSED VOLUME	+14%	+53%
333 CURRENT INVENTORY*	-40%	-61%

* Inventory as of 12/31

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

90 Route 148, Killingworth CT
MLS: 170455553

Single Family Home Sales & Inventory by Price Range

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	Q4 2019	Q4 2020	Q4 2021	Q4 21 VS Q4 19	Q4 21 VS Q4 20	Q4 2021
All Price Ranges	514	758	607	18%	-20%	333
0-\$400,000	416	504	355	-15%	-30%	143
\$400,001 - \$750,000	84	200	198	136%	-1%	133
\$750,001 - \$1,000,000	4	27	26	550%	-4%	23
\$1,000,001 - \$1,500,000	6	14	17	183%	21%	14
\$1,500,001+	4	13	11	175%	-15%	20

Closed Sales, New Listings & Inventory (Single Family)

FOURTH QUARTER

	2019	2020	2021	21 VS 19 % CHANGE	21 VS 20 % CHANGE
CLOSED SALES	514	758	607	18%	-20%
CLOSED SALES VOLUME	\$170,749,557	\$307,071,303	\$271,325,478	59%	-12%
NEW LISTINGS	562	643	444	-21%	-31%
NEW LISTINGS VOLUME	\$196,458,409	\$269,455,769	\$190,124,423	-3%	-29%
INVENTORY	844	558	333	-61%	-40%



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 2021	YTD 20 VS YTD 21	YTD 2020	YTD 2021	YTD 20 VS YTD 21	YTD 20 VS YTD 21	YTD 20 VS YTD 21	1/1/20 - 12/31/20	1/1/21 - 12/31/21	
MIDDLESEX	333	-40%	2,439	2,418	-1%	14%	\$306,000	\$345,000	13%	
Chester	9	-36%	54	48	-11%	9%	\$360,000	\$427,000	19%	
Clinton	16	-69%	233	244	5%	8%	\$319,000	\$375,000	18%	
Cromwell	20	-35%	135	148	10%	25%	\$270,000	\$325,000	20%	
Deep River	9	-55%	62	68	10%	26%	\$284,000	\$325,000	14%	
Durham	9	-47%	116	103	-11%	12%	\$323,000	\$410,000	27%	
East Haddam	33	-31%	202	174	-14%	-3%	\$275,000	\$305,000	11%	
East Hampton	63	-23%	258	242	-6%	7%	\$280,000	\$308,000	10%	
Essex	21	-46%	152	145	-5%	6%	\$450,000	\$500,000	11%	
Haddam	12	-61%	147	132	-10%	6%	\$324,000	\$376,000	16%	
Killingworth	12	-48%	113	110	-3%	20%	\$385,000	\$461,000	20%	
Middlefield	10	43%	62	52	-16%	-9%	\$280,000	\$281,000	0%	
Middletown	60	-27%	447	498	11%	31%	\$245,000	\$280,000	14%	
Old Saybrook	36	-42%	192	203	6%	31%	\$441,000	\$485,000	10%	
Portland	16	-6%	123	129	5%	19%	\$270,000	\$293,000	9%	
Westbrook	7	-79%	143	122	-15%	-2%	\$390,000	\$425,000	9%	
CONDOMINIUMS										
MIDDLESEX	58	-101%	442	533	21%	31%	\$155,000	\$165,000	6%	





10 Foxboro Road, Essex CT



AT A GLANCE

New London County

	21 VS 20 % CHANGE	21 VS 19 % CHANGE
\$299K 12-MONTH MEDIAN SELLING PRICE**	 +13%	 +26%
3,611 YTD CLOSED SALES	0%	+52%
\$1.3B YTD CLOSED VOLUME	+12%	+48%
465 CURRENT INVENTORY*	-12%	-57%

91 Sergio Franchi Drive, Stonington CT
MLS: 170442667

* Inventory as of 12/31

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

Single Family Home Sales & Inventory by Price Range

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	Q4 2019	Q4 2020	Q4 2021	Q4 21 VS. Q4 19	Q4 21 VS. Q4 20	Q4 2021
All Price Ranges	817	1,052	894	9%	-15%	465
0-\$400,000	710	823	668	-6%	-19%	295
\$400,001 - \$750,000	88	165	179	103%	8%	102
\$750,001 - \$1,000,000	10	28	21	110%	-25%	33
\$1,000,001 - \$1,500,000	7	24	19	171%	-21%	16
\$1,500,001+	2	12	7	250%	-42%	19

Closed Sales, New Listings & Inventory (Single Family)

FOURTH QUARTER

	2019	2020	2021	21 VS 19 % CHANGE	21 VS 20 % CHANGE
CLOSED SALES	817	1,052	894	9%	-15%
CLOSED SALES VOLUME	\$220,400,226	\$374,021,871	\$322,734,786	46%	-14%
NEW LISTINGS	770	819	748	-3%	-9%
NEW LISTINGS VOLUME	\$226,408,828	\$311,443,532	\$291,304,191	29%	-6%
INVENTORY	1,086	527	465	-57%	-12%



39 Front Street, Groton CT

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 2021	YTD 20 VS YTD 21	YTD 2020	YTD 2021	YTD 20 VS YTD 21	YTD 20 VS YTD 21	1/1/20 - 12/31/20	1/1/21 - 12/31/21	
NEW LONDON	465	-12%	3,621	3,611	0%	12%	\$265,000	\$299,000	13%
Bozrah	1	-88%	23	30	30%	32%	\$241,000	\$275,000	14%
Colchester	30	-6%	233	224	-4%	8%	\$276,000	\$309,000	12%
East Lyme	48	4%	276	278	1%	17%	\$350,000	\$390,000	11%
Franklin	3	-25%	25	27	8%	28%	\$239,000	\$290,000	21%
Griswold	21	50%	154	149	-3%	7%	\$226,000	\$272,000	20%
Groton	34	-48%	386	380	-2%	-7%	\$297,000	\$299,000	1%
Lebanon	12	20%	122	115	-6%	11%	\$253,000	\$285,000	13%
Ledyard	30	88%	292	296	1%	18%	\$259,000	\$296,000	14%
Lisbon	8	-11%	59	74	25%	33%	\$255,000	\$259,000	2%
Lyme	11	-27%	47	45	-4%	38%	\$589,000	\$678,000	15%
Montville	26	-16%	266	308	16%	38%	\$223,000	\$260,000	17%
New London	35	9%	180	190	6%	21%	\$198,000	\$234,000	18%
North Stonington	16	129%	65	77	18%	42%	\$320,000	\$385,000	20%
Norwich	68	-9%	450	436	-3%	13%	\$171,000	\$200,000	17%
Old Lyme	35	30%	196	163	-17%	-4%	\$388,000	\$480,000	24%
Preston	12	20%	79	67	-15%	-8%	\$290,000	\$290,000	0%
Salem	6	-33%	74	62	-16%	-8%	\$318,000	\$349,000	10%
Sprague	7	40%	33	35	6%	29%	\$263,000	\$245,000	-7%
Stonington	23	-60%	258	243	-6%	17%	\$350,000	\$440,000	26%
Valuntown	4	-50%	45	38	-16%	-12%	\$262,000	\$300,000	15%
Waterford	35	-26%	358	374	4%	21%	\$275,000	\$309,000	12%
CONDOMINIUMS									
NEW LONDON	62	-100%	538	653	21%	46%	\$145,000	\$167,000	15%



51 Oswegatchie Road, Waterford CT



AT A GLANCE

Litchfield County

21 VS 20
% CHANGE

21 VS 19
% CHANGE

\$323K

12-MONTH MEDIAN
SELLING PRICE**



+10%

+35%

2,764

YTD CLOSED
SALES

-11%

+17%

\$1.2B

YTD CLOSED
VOLUME

-7%

+67%

573

CURRENT
INVENTORY*

-29%

-53%

40/42 Nettleton Hollow Road,
Washington CT
MLS: 170402818

* Inventory as of 12/31

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

Single Family Home Sales & Inventory by Price Range

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	Q4 2019	Q4 2020	Q4 2021	Q4 21 VS Q4 19	Q4 21 VS Q4 20	Q4 2021
All Price Ranges	635	1,035	676	6%	-35%	573
0-\$400,000	539	702	448	-17%	-36%	252
\$400,001 - \$750,000	68	209	177	160%	-15%	158
\$750,001 - \$1,000,000	9	51	19	111%	-63%	62
\$1,000,001 - \$2,000,000	15	57	25	67%	-56%	46
\$2,000,001+	4	16	7	75%	-56%	55

Closed Sales, New Listings, & Inventory (Single Family)

FOURTH QUARTER

	2019	2020	2021	21 VS 19 % CHANGE	21 VS 20 % CHANGE
CLOSED SALES	635	1,035	676	6%	-35%
CLOSED SALES VOLUME	\$191,151,246	\$464,049,681	\$285,783,881	50%	-38%
NEW LISTINGS	577	766	540	-6%	-30%
NEW LISTINGS VOLUME	\$256,498,936	\$401,815,006	\$232,539,047	-9%	-42%
INVENTORY	1,231	808	573	-53%	-29%



391 Kent Cornwall Road, Kent CT

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 2021	YTD 20 VS YTD 21	YTD 2020	YTD 2021	YTD 20 VS YTD 21	YTD 20 VS YTD 21	1/1/20 - 12/31/20	1/1/21 - 12/31/21	
LITCHFIELD COUNTY	573	-29%	3,111	2,764	-11%	-7%	\$293,000	\$323,000	10%
Barkhamsted	13	44%	73	42	-42%	-42%	\$280,000	\$319,000	14%
Bethlehem	16	-20%	59	49	-17%	7%	\$335,000	\$410,000	22%
Bridgewater	7	-61%	37	30	-19%	5%	\$585,000	\$660,000	13%
Canaan, North Canaan	28	-7%	54	55	2%	50%	\$240,000	\$325,000	35%
Colebrook	4	-43%	33	22	-33%	-42%	\$329,000	\$315,000	-4%
Cornwall	7	-65%	34	31	-9%	-15%	\$548,000	\$515,000	-6%
Goshen	28	-24%	82	63	-23%	-14%	\$448,000	\$480,000	7%
Harwinton	19	-30%	94	91	-3%	17%	\$274,000	\$350,000	28%
Kent	12	-54%	75	48	-36%	-16%	\$385,000	\$572,000	49%
Litchfield	33	-28%	175	126	-28%	-33%	\$364,000	\$388,000	7%
Morris	10	-55%	47	37	-21%	-14%	\$380,000	\$450,000	18%
New Hartford	18	-10%	110	97	-12%	6%	\$303,000	\$330,000	9%
New Milford	66	-31%	401	414	3%	11%	\$340,000	\$400,000	18%
Norfolk	10	-9%	36	28	-22%	-55%	\$378,000	\$325,000	-14%
Plymouth	20	-29%	165	171	4%	14%	\$210,000	\$232,000	10%
Roxbury	19	-34%	71	55	-23%	11%	\$730,000	\$1,048,000	44%
Salisbury	21	-49%	109	87	-20%	0%	\$659,000	\$700,000	6%
Sharon	11	-67%	75	58	-23%	-44%	\$510,000	\$451,000	-12%
Thomaston	20	5%	82	87	6%	20%	\$221,000	\$235,000	6%
Torrington	70	-13%	486	468	-4%	9%	\$178,000	\$200,000	12%
Warren	11	-8%	47	22	-53%	-69%	\$608,000	\$507,000	-17%
Washington	30	-14%	113	67	-41%	-37%	\$850,000	\$749,000	-12%
Watertown	28	-40%	309	282	-9%	3%	\$255,000	\$278,000	9%
Winchester	41	-2%	192	165	-14%	2%	\$180,000	\$230,000	28%
Woodbury	31	-43%	152	169	11%	46%	\$375,000	\$496,000	32%
CONDOMINIUMS									
LITCHFIELD COUNTY	68	1%	420	488	16%	31%	\$125,000	\$145,000	16%

Litchfield County



38 Pierce Lane, Cornwall CT



AT A GLANCE

Hartford County

21 VS 20
% CHANGE

21 VS 19
% CHANGE

\$289K

12-MONTH MEDIAN
SELLING PRICE**

+13%

+25%

9,748

YTD CLOSED
SALES

-1%

+12%

\$3B

YTD CLOSED
VOLUME

+13%

+40%

1,008

CURRENT
INVENTORY*

-14%

-56%

43 Far Hills Drive, Avon CT
MLS: 170447373

* Inventory as of 12/31

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

Single Family Home Sales & Inventory by Price Range

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	Q4 2019	Q4 2020	Q4 2021	Q4 21 VS Q4 19	Q4 21 VS Q4 20	Q4 2021
All Price Ranges	2,098	2,863	2,406	15%	-16%	1,008
0-\$300,000	1,520	1,781	1,333	-12%	-25%	536
\$300,001 - \$500,000	450	829	803	78%	-3%	300
\$500,001 - \$700,000	102	178	180	76%	1%	92
\$700,001 - \$1,000,000	24	61	70	192%	15%	54
\$1,000,001+	2	14	20	900%	43%	26

Closed Sales, New Listings & Inventory (Single Family)

FOURTH QUARTER

	2019	2020	2021	21 VS 19 % CHANGE	21 VS 20 % CHANGE
CLOSED SALES	2,098	2,863	2,406	15%	-16%
CLOSED SALES VOLUME	\$548,959,973	\$872,762,433	\$791,405,103	44%	-9%
NEW LISTINGS	2,126	2,312	2,024	-5%	-12%
NEW LISTINGS VOLUME	\$577,126,568	\$728,426,773	\$652,276,585	13%	-10%
INVENTORY	2,309	1,168	1,008	-56%	-14%



19 Stockbridge Drive, Avon CT

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 2021	YTD 20 VS YTD 21	YTD 2020	YTD 2021	YTD 20 VS YTD 21	YTD 20 VS YTD 21	1/1/20 - 12/31/20	1/1/21 - 12/31/21	
HARTFORD COUNTY	1,008	-14%	9,890	9,748	-1%	13%	\$255,000	\$289,000	13%
Avon	23	-47%	272	294	8%	30%	\$430,000	\$520,000	21%
Berlin	28	-15%	226	225	0%	10%	\$290,000	\$322,000	11%
Bloomfield	24	-17%	272	229	-16%	-3%	\$225,000	\$250,000	11%
Bristol	88	22%	796	688	-14%	1%	\$215,000	\$250,000	16%
Burlington	24	-49%	210	165	-21%	-9%	\$356,000	\$388,000	9%
Canton	20	18%	161	138	-14%	-6%	\$370,000	\$360,000	-3%
East Granby	16	33%	99	70	-29%	-20%	\$283,000	\$328,000	16%
East Hartford	67	8%	549	584	6%	22%	\$185,000	\$215,000	16%
East Windsor	38	124%	150	126	-16%	-4%	\$267,000	\$290,000	9%
Enfield	48	23%	607	537	-12%	1%	\$212,000	\$240,000	13%
Farmington	30	-40%	291	333	14%	23%	\$385,000	\$428,000	11%
Glastonbury	52	-17%	471	484	3%	10%	\$400,000	\$425,000	6%
Granby	16	-30%	214	170	-21%	-4%	\$320,000	\$375,000	17%
Hartford	60	13%	280	281	0%	21%	\$170,000	\$200,000	18%
Hartland	4	0%	26	27	4%	30%	\$249,000	\$315,000	27%
Manchester	58	18%	571	653	14%	39%	\$205,000	\$240,000	17%
Marlborough	12	-14%	139	114	-18%	-4%	\$288,000	\$336,000	17%
New Britain	61	2%	466	495	6%	25%	\$175,000	\$202,000	15%
Newington	34	17%	360	370	3%	15%	\$242,000	\$268,000	11%
Plainville	27	4%	199	216	9%	14%	\$230,000	\$240,000	4%
Rocky Hill	10	-64%	139	158	14%	23%	\$315,000	\$350,000	11%
Simsbury	32	-46%	410	396	-3%	18%	\$339,000	\$400,000	18%
South Windsor	26	0%	352	337	-4%	1%	\$310,000	\$330,000	6%
Southington	47	-43%	593	621	5%	18%	\$305,000	\$330,000	8%
Suffield	24	-54%	195	199	2%	20%	\$330,000	\$389,000	18%
West Hartford	56	-28%	914	880	-4%	11%	\$325,000	\$365,000	12%
Wethersfield	31	-39%	427	431	1%	15%	\$260,000	\$294,000	13%
Windsor	39	0%	370	377	2%	17%	\$235,000	\$275,000	17%
Windsor Locks	13	30%	131	150	15%	34%	\$200,000	\$235,000	18%
CONDOMINIUMS AND COOPERATIVES									
Hartford County	229	-37%	2,373	2,803	18%	26%	\$170,000	\$180,000	6%



45 Saddle Ridge Drive, Simsbury CT



615 Laurel Street, Lee MA
MLS: 235976

AT A GLANCE

Berkshire County

	21 VS 20 % CHANGE	21 VS 19 % CHANGE
\$305K 12-MONTH MEDIAN SELLING PRICE**	+16%	+39%
1,553 YTD CLOSED SALES	-11%	+8%
\$673M YTD CLOSED VOLUME	+3%	+65%
240 CURRENT INVENTORY*	-27%	-65%

* Inventory as of 12/31

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

Single Family Home Sales & Inventory by Price Range

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	Q4 2019	Q4 2020	Q4 2021	Q4 21 VS Q4 19	Q4 21 VS Q4 20	Q4 2021
All Price Ranges	405	601	451	11%	-25%	240
0-\$400,000	331	401	299	-10%	-25%	109
\$400,001 - \$750,000	60	134	114	90%	-15%	70
\$750,001 - \$1,000,000	8	31	17	113%	-45%	12
\$1,000,001 - \$1,500,000	5	19	7	40%	-63%	15
\$1,500,001+	1	16	14	1300%	-13%	34

Closed Sales, New Listings & Inventory (Single Family)

FOURTH QUARTER

	2019	2020	2021	21 VS 19 % CHANGE	21 VS 20 % CHANGE
CLOSED SALES	405	601	451	11%	-25%
CLOSED SALES VOLUME	405	\$252,437,385	\$196,055,862	74%	-22%
NEW LISTINGS	\$112,836,654	335	315	-1%	-6%
NEW LISTINGS VOLUME	317	\$166,556,544	\$141,914,591	15%	-15%
INVENTORY	\$123,201,164	328	240	-65%	-27%

690



65 Plunkett Street, Lenox MA

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 2021	YTD 20 VS YTD 21	YTD 2020	YTD 2021	YTD 20 VS YTD 21	YTD 20 VS YTD 21	1/1/20 - 12/31/20	1/1/21 - 12/31/21	
BERKSHIRE COUNTY	240	-27%	1,745	1,553	-11%	3%	\$263,000	\$305,000	16%
Adams	12	33%	76	87	14%	48%	\$151,000	\$205,000	36%
Alford	4	100%	20	10	-50%	-3%	\$714,000	\$843,000	18%
Becket	6	-40%	72	48	-33%	-27%	\$292,000	\$292,000	0%
Cheshire	1	-67%	22	44	100%	116%	\$301,000	\$266,000	-12%
Clarksburg	1	-50%	16	14	-13%	21%	\$151,000	\$204,000	35%
Dalton	7	-22%	85	74	-13%	-1%	\$230,000	\$258,000	12%
Egremont	10	-29%	38	31	-18%	-21%	\$700,000	\$589,000	-16%
Florida	1	-50%	5	8	60%	12%	\$165,000	\$116,000	-30%
Gt. Barrington	38	6%	122	111	-9%	-1%	\$480,000	\$520,000	8%
Hancock	4	-	4	5	25%	53%	\$398,000	\$400,000	1%
Hinsdale	3	0%	28	17	-39%	-13%	\$251,000	\$458,000	82%
Lanesborough	7	0%	43	48	12%	36%	\$252,000	\$288,000	14%
Lee	13	-7%	76	67	-12%	21%	\$261,000	\$350,000	34%
Lenox	12	-59%	80	78	-3%	19%	\$490,000	\$564,000	15%
Monterey	5	-29%	37	26	-30%	2%	\$500,000	\$660,000	32%
Mt. Washington	3	50%	3	5	67%	163%	\$575,000	\$878,000	53%
New Ashford	2	0%	1	5	400%	274%	\$360,000	\$215,000	-40%
New Marlborough	10	-9%	42	28	-33%	-25%	\$468,000	\$580,000	24%
North Adams	15	-21%	127	106	-17%	7%	\$145,000	\$189,000	30%
Otis	7	-42%	60	42	-30%	-18%	\$373,000	\$376,000	1%
Peru	0	-100%	14	8	-43%	-44%	\$312,000	\$221,000	-29%
Pittsfield	28	-46%	447	444	-1%	14%	\$195,000	\$239,000	23%
Richmond	7	-42%	40	29	-28%	-8%	\$440,000	\$520,000	18%
Sandisfield	4	-33%	26	16	-38%	-9%	\$306,000	\$450,000	47%
Savoy	1	0%	9	4	-56%	-61%	\$238,000	\$249,000	5%
Sheffield	12	-8%	51	47	-8%	27%	\$400,000	\$515,000	29%
Stockbridge	7	-53%	51	43	-16%	17%	\$474,000	\$750,000	58%
Tyringham	2	-33%	6	4	-33%	-67%	\$1,113,000	\$651,000	-42%
Washington	0	-100%	6	5	-17%	54%	\$209,000	\$398,000	90%
West Stockbridge	8	-33%	37	26	-30%	-1%	\$565,000	\$649,000	15%
Williamstown	8	-56%	90	68	-24%	-19%	\$352,000	\$390,000	11%
Windsor	2	100%	11	5	-55%	-41%	\$241,000	\$331,000	37%
CONDOMINIUMS									
BERKSHIRE COUNTY	21	-73%	180	200	11%	9%	\$296,000	\$270,000	-9%



364 Dimmock Road, Otis MA



391 Park Avenue, Rye NY
MLS: 6158487



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. MMXXII Sotheby's International Realty® and the Sotheby's International Realty Logo are service marks licensed to Sotheby's International Realty Affiliates LLC and used with permission. WPS Holdings LLC fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Each franchise is independently owned and operated. Any services or products provided by independently owned and operated franchisees are not provided by, affiliated with or related to Sotheby's International Realty Affiliates LLC nor any of its affiliated companies.