

THIRD QUARTER 2022

Market Watch



William Pitt
Julia B Fee

Sotheby's
INTERNATIONAL REALTY

Market Overview

The press narrative on a significant downturn in real estate nationally has only become more pronounced as the year has progressed. To hear the major media tell it, housing markets are on the decline. Yet we must remember that real estate is by nature local, and in our region of the country, a closer examination of our data tells a different story.

It is true that throughout 2022, quarterly declines have been the norm when compared to the same quarters in 2021. Year to date, each of our markets has experienced lower single family housing units and dollar volume closed than the first nine months of last year. Westchester County, for example, saw year to date decreases in dollar volume and unit sales of 8% and 15%, respectively, versus the same time last year; Fairfield County saw decreases of 21% in volume and 23% in units; and all our other markets followed suit. After a two-year period of exceedingly robust sales activity from 2020 to 2021, a surface level analysis may suggest the markets have indeed taken a turn.

But as we have frequently discussed in these reports, within that two-year period was one of the most productive real estate markets of our lifetimes. As New York City residents surged into our areas, motivated by considerations such as the ability to work remotely, the desire for less populous environments, and concerns over increased crime and unpredictable school schedules, both demand and sales soared to extraordinary heights. If 2021 was the best performing market in recent memory, and 2020 kicked off this unprecedented period with the onset of the pandemic, then the last market we saw that can be considered normal was in 2019.

What was 2019 like? Our own annual report at that time found most markets on an upswing in the second half of the year after an earlier year lull to finish about flat with 2018—all in all, a decent and rather ordinary market. Now let's compare our current situation to the last ordinary market we've had.



ON THE COVER:
153 Ferry Road, Lyme CT

Economic Factors

INDICATORS	DATES			DATES	GDP
	9/30/21	3/31/22	9/30/22		
Stock Market (Dow)	33,834.24	34,740.63	28,725.51	Q3 2021	2.3%
Consumer Confidence	109.3	107.2	108	Q4 2021	6.9%
Mortgage Rate (US 30 year)	2.88%	4.42%	6.70%	Q1 2022	-1.6%
Unemployment Rate	4.7	3.6	3.7*	Q2 2022	-0.6%
				Q3 2022 (EST.)	0.3%

* As of August

For the first nine months of 2019, all markets served by our company together achieved a combined \$13.3 billion in closed sales volume. In 2022, year to date approximately \$19.4 billion in volume has closed in total, an astonishing 46% increase from the same time in 2019. Average sale prices have risen right along with the volume, going from \$440,224 in 2019 across all our territories together to \$646,752 in 2022—a 47% increase.

Broken down by each region, these trends are very consistent from market to market. Using 2019 as a benchmark shows how far ahead of a normal market we are. We believe this is more illuminating than a traditional comparison to the year prior to ours, considering 2021's unparalleled record-breaking performance.

Factoring in single family unit closings deepens the story further. As closed volume climbed well above 2019 levels, combined unit sales across our markets were generally close to even with 2019. The first takeaway here is that a different product mix is selling now compared to that time period—that is, the middle and upper price ranges have replaced the lower ranges as the primary drivers of the market, thus the higher closed volume. It is important to keep this point in mind in thinking about price appreciation. Growth in the average sale price does not imply that a home sold for 2019's average sale

price would now sell for the 2022 average. Rather, prices are skewed upward by increased sales in the higher price tiers.

The median price has risen in every territory as well, a further sign of more traction in the upper end. The luxury sector in fact has been one of the best performing sectors in our local markets this year, despite media reports to the contrary at the national level. The data shows marked increases in the uppermost price brackets in every county we serve when comparing 2022 year to date to the same timeframe not only in 2019 but 2020 as well. A few counties even experienced an increase over 2021.

Increases in both luxury property sales and average prices are additionally reflected in the new inventory we see coming on the market, where the dollar volume in new listings typically shows a lesser decline versus last year than the percentage of units being listed. In Fairfield County, for example, new listings taken at the end of the third quarter were down by 22% in units versus the same time last year but only 10% in dollar volume. This gap indicates that the price points of new listings have gotten higher.

But inventory levels overall are also a key part of understanding the full dynamics at play. For even as unit closings in 2022 are similar to 2019 numbers, total available supply of inventory across our markets

in the third quarter this year is lower than the third quarter of 2019 by a dramatic 60%.

We've been in the midst of a major inventory shortage for some time now. Since the third quarter of 2021, inventory is down in our markets by an average of 16%, and that percentage is even higher at 38% compared to the third quarter of 2020. The surplus of listings in 2019 was absorbed during the buying frenzy that followed, which helps to explain the large difference in levels today.

The fact that unit closings this year are so similar to 2019 while listings for sale have declined to such historic lows is an indicator that buyer demand remains significantly elevated over historical norms. It is not unreasonable to suggest that sales of units could skyrocket over 2019 if there were simply more of them available. Ultimately, limited inventory is the primary factor controlling the market right now and restricting home sales.

Due to the importance of this discussion, we are expanding our usual report this quarter to compare the performance of our markets to both 2021 and 2019. In the following sections you will find charts highlighting this data on a county-by-county basis. We believe the trends they demonstrate are enlightening and worth analyzing, and so far, not yet widely reported.

The conclusions we've drawn point to ongoing buyer demand and a strong fall real estate market. Of course, the economic picture on a national and global scale throw uncertainty into the mix. Inflation is a wild card, affecting everything related to home purchasing from affordability of housing to funds needed for furnishings and renovations to overall cost of living. Mortgage rates are another wild card, impacting buyers' purchasing power as they reach their highest levels since 2008—though it should be remembered they remain well below their historic peaks. The Bureau of Economic Analysis' latest estimate found

GDP decreasing for two quarters in a row—0.6% in the second quarter of 2022 and 1.6% in the first—which meets the criteria for a recession according to recent media reports. Recession fears could further affect the economy, but there are positive signs as well. Unemployment is still historically low, and consumer confidence inched up from August to September to stand at 108 (1985=100), a healthy number and a solid increase from the end of last quarter.

With some signals of economic fragility ahead, we remain optimistic that if do we enter a recession our markets should be somewhat insulated. We benefit from our close proximity to New York and the heavy demand that flows from the city into our communities, and that will continue for the foreseeable future.

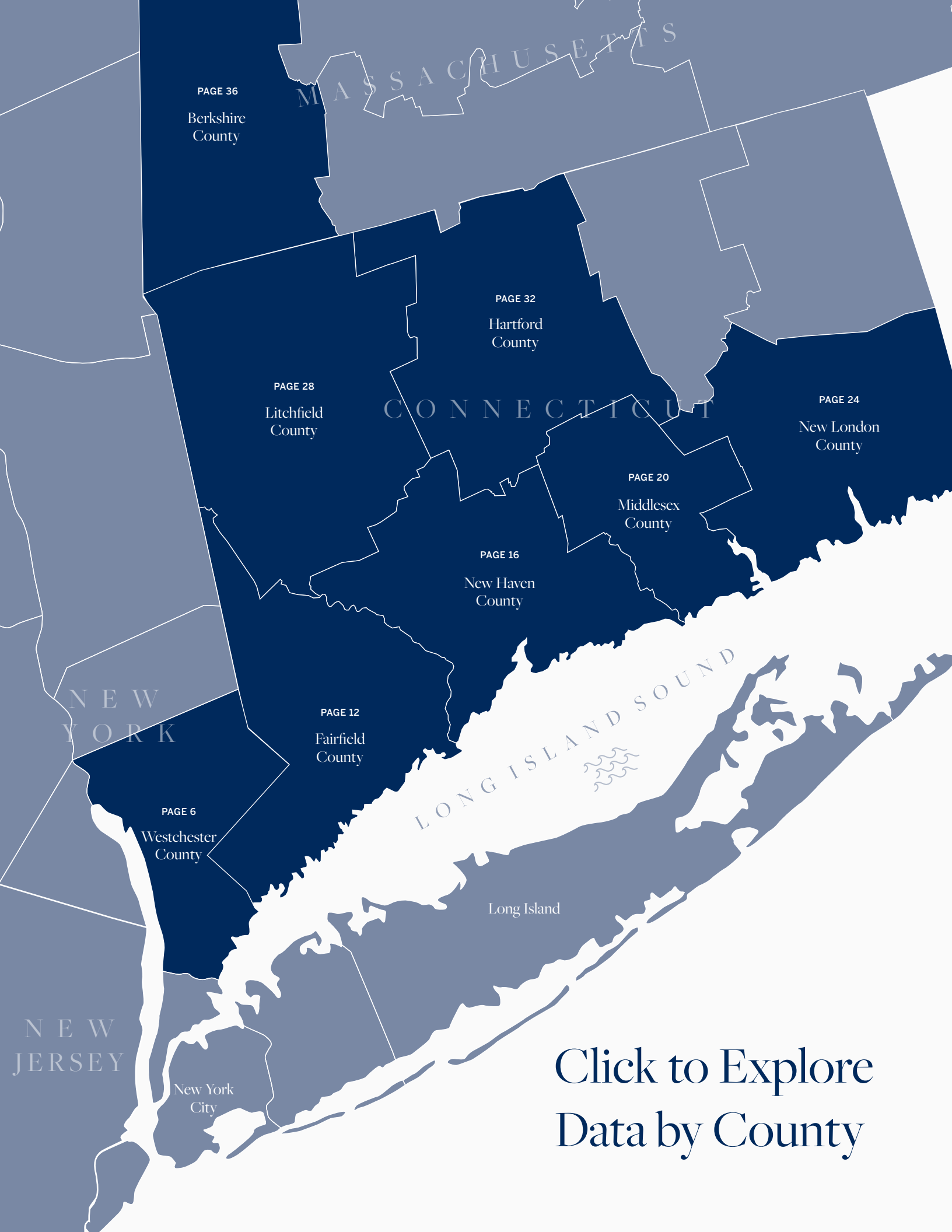
I hope you find this report informative and invite you to contact one of our sales associates at any time if we can help you with your real estate needs.

Wishing you health and safety.



Paul E. Breunich

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Berkshire
County

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Hartford
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Litchfield
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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

12-MONTH MEDIAN SELLING PRICE**

\$800K

+23%
22 VS 19
% CHANGE

+3%
22 VS 21
% CHANGE

YTD CLOSED SALES

4,866

+10%
22 VS 19
% CHANGE

-15%
22 VS 21
% CHANGE

YTD CLOSED VOLUME

\$6B

+47%
22 VS 19
% CHANGE

-8%
22 VS 21
% CHANGE

CURRENT INVENTORY*

1,269

-59%
22 VS 19
% CHANGE

-18%
22 VS 21
% CHANGE

* Inventory as of 9/30

**12 Month Median Selling Price Calculated From 10/1/21 - 9/30/22

7 Carlton Road, Bronxville NY
MLS: 6181214

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

THIRD QUARTER

WESTCHESTER COUNTY OVERALL

	2019	2021	2022	19 VS 22 % CHANGE	21 VS 22 % CHANGE
CLOSED SALES	4,414	5,737	4,866	10%	-15%
CLOSED SALES VOLUME	\$3,824,689,087	\$6,091,225,562	\$5,619,995,133	47%	-8%
AVERAGE SALE PRICE	\$865,423	\$1,060,513	\$1,154,419	33%	9%
MEDIAN SALE PRICE	\$672,000	\$800,000	\$831,000	24%	4%
INVENTORY	3,063	1,540	1,269	-59%	-18%

SOUTHERN WESTCHESTER COUNTY

	2019	2021	2022	19 VS 22 % CHANGE	21 VS 22 % CHANGE
CLOSED SALES	3,010	3,918	3,361	12%	-14%
CLOSED SALES VOLUME	\$2,834,457,592	\$4,387,507,726	\$4,045,345,281	43%	-8%
AVERAGE SALE PRICE	\$941,680	\$1,119,834	\$1,203,614	28%	7%
MEDIAN SALE PRICE	\$723,000	\$831,000	\$862,000	19%	4%
INVENTORY	1,934	1,032	876	-55%	-15%

NORTHERN WESTCHESTER COUNTY

	2019	2021	2022	19 VS 22 % CHANGE	21 VS 22 % CHANGE
CLOSED SALES	1,404	1,819	1,505	7%	-17%
CLOSED SALES VOLUME	\$990,231,495	\$1,703,717,836	\$1,574,649,852	59%	-8%
AVERAGE SALE PRICE	\$705,293	\$936,623	\$1,046,279	48%	12%
MEDIAN SALE PRICE	\$580,000	\$747,717	\$749,000	29%	0%
INVENTORY	1,129	508	393	-65%	-23%

Single Family Home Sales & Inventory by Price Range

WESTCHESTER COUNTY OVERALL

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	YTD 2019	YTD 2021	YTD 2022	YTD 19 VS YTD 22	YTD 21 VS YTD 22	YTD 2022
All Price Ranges	4,414	5,737	4,866	10%	-15%	1,269
0-\$1,000,000	3,394	3,810	3,065	-10%	-20%	762
\$1,000,001 - \$2,000,000	785	1,396	1,205	54%	-14%	272
\$2,000,001 - \$3,000,000	170	357	377	122%	6%	103
\$3,000,001 - \$5,000,000	55	139	186	238%	34%	70
\$5,000,001+	10	35	33	230%	-6%	62

SOUTHERN WESTCHESTER COUNTY

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	YTD 2019	YTD 2021	YTD 2022	YTD 19 VS YTD 22	YTD 21 VS YTD 22	YTD 2022
All Price Ranges	3,010	3,918	3,361	12%	-14%	876
0-\$1,000,000	2,177	2,483	2,041	-6%	-18%	534
\$1,000,001 - \$2,000,000	631	1,015	860	36%	-15%	193
\$2,000,001 - \$3,000,000	147	281	291	98%	4%	68
\$3,000,001 - \$5,000,000	48	112	148	208%	32%	47
\$5,000,001+	7	27	21	200%	-22%	34

NORTHERN WESTCHESTER COUNTY

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	YTD 2019	YTD 2021	YTD 2022	YTD 19 VS YTD 22	YTD 21 VS YTD 22	YTD 2022
All Price Ranges	1,404	1,819	1,505	7%	-17%	393
0-\$1,000,000	1,217	1,327	1,024	-16%	-23%	228
\$1,000,001 - \$2,000,000	154	381	345	124%	-9%	79
\$2,000,001 - \$3,000,000	23	76	86	274%	13%	35
\$3,000,001 - \$5,000,000	7	27	38	443%	41%	23
\$5,000,001+	3	8	12	300%	50%	28

* Inventory as of 9/30

Westchester County



1 Renaissance Square, White Plains NY
MLS: 6207136

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 2022	YTD 21 VS YTD 22	YTD 2021	YTD 2022	YTD 21 VS YTD 22	YTD 21 VS YTD 22	10/1/20 - 9/30/21	10/1/21 - 9/30/22	
WESTCHESTER COUNTY	1,269	-18%	5,737	4,866	-15%	-8%	\$779,000	\$800,000	3%
Southern Westchester	876	-15%	3,918	3,361	-14%	-8%	\$810,000	\$825,000	2%
Ardley	26	-35%	106	95	-10%	-12%	\$765,000	\$756,000	-1%
Blind Brook	22	-12%	119	105	-12%	-5%	\$1,010,000	\$1,072,000	6%
Briarcliff Manor	9	-55%	69	49	-29%	-13%	\$925,000	\$1,073,000	16%
Bronxville	23	10%	57	66	16%	26%	\$2,233,000	\$2,575,000	15%
Dobbs Ferry	12	-29%	72	63	-13%	-13%	\$807,000	\$840,000	4%
Eastchester	22	-8%	123	97	-21%	-14%	\$780,000	\$851,000	9%
Edgemont	26	-7%	77	87	13%	31%	\$1,193,000	\$1,275,000	7%
Elmsford	23	-21%	68	68	0%	6%	\$570,000	\$600,000	5%
Greenburgh	12	-52%	72	86	19%	28%	\$560,000	\$597,000	7%
Harrison	34	-19%	136	112	-18%	4%	\$1,450,000	\$1,676,000	16%
Hartsdale (P.O.)	10	-41%	59	70	19%	38%	\$649,000	\$732,000	13%
Hastings	9	-25%	63	56	-11%	-10%	\$895,000	\$944,000	5%
Irvington	29	-3%	77	59	-23%	-17%	\$1,000,000	\$1,350,000	35%
Mamaroneck *	36	-20%	290	224	-23%	-21%	\$1,410,000	\$1,503,000	7%
Mount Pleasant	23	-12%	85	80	-6%	-7%	\$657,000	\$686,000	4%
Mount Vernon	58	45%	123	120	-2%	2%	\$575,000	\$600,000	4%
New Rochelle	86	4%	348	261	-25%	-21%	\$795,000	\$800,000	1%
Ossining	36	-31%	190	132	-31%	-25%	\$555,000	\$599,000	8%
Pelham	21	-30%	128	95	-26%	-21%	\$1,150,000	\$1,153,000	0%
Pleasantville	16	-47%	66	76	15%	29%	\$720,000	\$789,000	10%
Pocantico Hills	2	100%	7	14	100%	157%	\$880,000	\$999,000	14%
Port Chester	26	-4%	92	82	-11%	-3%	\$588,000	\$633,000	8%
Purchase (P.O.)	16	-16%	36	30	-17%	-21%	\$1,725,000	\$1,683,000	-2%
Rye City	29	-24%	168	142	-15%	-5%	\$1,950,000	\$2,210,000	13%
Rye Neck	19	90%	75	69	-8%	-2%	\$910,000	\$1,048,000	15%
Scarsdale	40	-26%	305	233	-24%	-14%	\$1,746,000	\$1,965,000	13%
Tarrytown	6	-57%	53	50	-6%	-2%	\$884,000	\$821,000	-7%
Tuckahoe	8	-58%	46	49	7%	15%	\$842,000	\$940,000	12%
Valhalla	11	-15%	62	56	-10%	-2%	\$650,000	\$660,000	2%
White Plains	38	-25%	223	201	-10%	-4%	\$727,000	\$760,000	5%
Yonkers	148	-1%	523	434	-17%	-11%	\$600,000	\$625,000	4%
CONDOMINIUMS AND COOPERATIVES									
Condominiums	175	-49%	818	800	-2%	7%	\$450,000	\$460,000	2%
Cooperatives	627	-27%	1,496	1,591	6%	11%	\$198,000	\$200,000	1%

*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 2022	YTD 21 VS YTD 22	YTD 2021	YTD 2022	YTD 21 VS YTD 22	YTD 21 VS YTD 22	10/1/20 - 9/30/21	10/1/21 - 9/30/22	
WESTCHESTER COUNTY	1,269	-18%	5,737	4,866	-15%	-8%	\$779,000	\$800,000	3%
Northern Westchester	393	-23%	1,819	1,505	-17%	-8%	\$730,000	\$730,000	0%
Bedford	73	-22%	254	206	-19%	9%	\$890,000	\$999,000	12%
Byram Hills	52	0%	170	129	-24%	-10%	\$1,300,000	\$1,475,000	13%
Chappaqua	30	-33%	242	173	-29%	-18%	\$1,075,000	\$1,311,000	22%
Croton-Harmon	20	-17%	89	79	-11%	-6%	\$715,000	\$767,000	7%
Hendrick Hudson	20	-52%	121	112	-7%	7%	\$533,000	\$575,000	8%
Katonah-Lewisboro	41	-37%	229	172	-25%	-17%	\$856,000	\$844,000	-1%
Lakeland	57	2%	255	228	-11%	-2%	\$470,000	\$520,000	11%
North Salem	13	-52%	65	45	-31%	-39%	\$645,000	\$649,000	1%
Peekskill	16	-47%	69	89	29%	49%	\$423,000	\$480,000	13%
Somers	42	-13%	186	137	-26%	-22%	\$645,000	\$697,000	8%
Yorktown	28	12%	139	135	-3%	13%	\$594,000	\$635,000	7%
CONDOMINIUMS AND COOPERATIVES									
Condominiums	83	-17%	393	393	0%	11%	\$375,000	\$410,000	9%
Cooperatives	25	-49%	93	93	0%	1%	\$133,000	\$135,000	2%



81 Cottonwood Lane, Briarcliff Manor NY
MLS# 6207567



9 Broadview Road, Westport CT
MLS: 170518333

AT A GLANCE

Fairfield County

12-MONTH MEDIAN SELLING PRICE**

\$626K

+41%

22 VS 19
% CHANGE

+3%

22 VS 21
% CHANGE

YTD CLOSED SALES

6,748

+2%

22 VS 19
% CHANGE

-23%

22 VS 21
% CHANGE

YTD CLOSED VOLUME

\$7.3B

+81%

22 VS 19
% CHANGE

-21%

22 VS 21
% CHANGE

CURRENT INVENTORY*

1,978

-64%

22 VS 19
% CHANGE

-24%

22 VS 21
% CHANGE

* Inventory as of 9/30

**12 Month Median Selling Price Calculated From 10/1/21 - 9/30/22

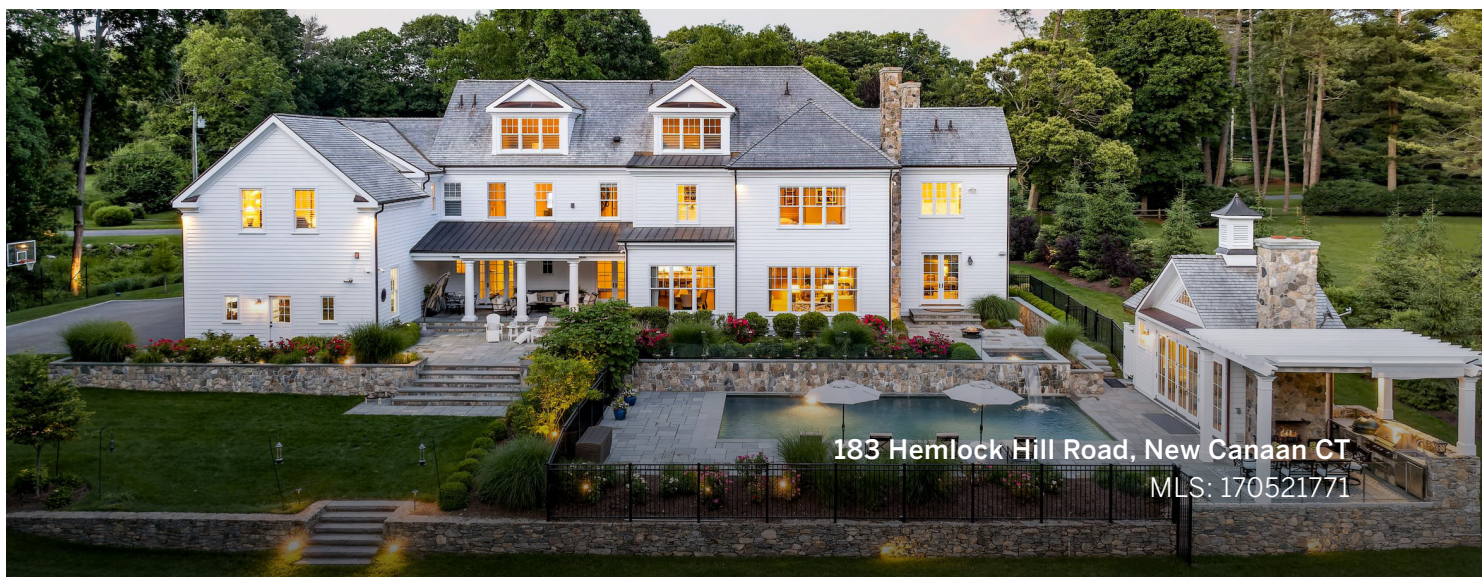
Closed Sales, Average and Median Sale Price & Inventory (Single Family)

THIRD QUARTER

	2019	2021	2022	19 VS 22 % CHANGE	21 VS 22 % CHANGE
CLOSED SALES	6,610	8,735	6,748	2%	-23%
CLOSED SALES VOLUME	\$4,037,122,698	\$9,243,939,001	\$7,327,081,268	81%	-21%
AVERAGE SALE PRICE	\$650,824	\$946,263	\$990,335	52%	5%
MEDIAN SALE PRICE	\$455,000	\$625,000	\$650,000	43%	4%
INVENTORY	5,493	2,588	1,978	-64%	-24%

Single Family Home Sales & Inventory by Price Range

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	YTD 2019	YTD 2021	YTD 2022	YTD 19 VS YTD 22	YTD 21 VS YTD 22	YTD 2022
All Price Ranges	6,610	8,735	6,748	2%	-23%	1,978
0 - \$800,000	5,109	5,299	4,006	-22%	-24%	1,051
\$800,001 - \$1,500,000	930	1,793	1,468	58%	-18%	393
\$1,500,001 - \$2,000,000	241	562	446	85%	-21%	132
\$2,000,001 - \$3,000,000	207	605	419	102%	-31%	131
\$3,000,001+	123	476	409	233%	-14%	271



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 2022	YTD 21 VS YTD 22	YTD 2021	YTD 2022	YTD 21 VS YTD 22	YTD 21 VS YTD 22	10/1/20 - 9/30/21	10/1/21 - 9/30/22		
FAIRFIELD COUNTY	1,978	-24%	8,735	6,748	-23%	-21%	\$606,000	\$626,000	3%	
Bethel	40	-7%	168	109	-35%	-29%	\$436,000	\$482,000	11%	
Bridgeport	162	-28%	586	498	-15%	-5%	\$280,000	\$310,000	11%	
Brookfield	54	-4%	150	139	-7%	16%	\$461,000	\$550,000	19%	
Danbury	116	-12%	361	348	-4%	3%	\$385,000	\$425,000	10%	
Darien	55	-29%	350	224	-36%	-34%	\$1,616,000	\$1,650,000	2%	
Easton	40	3%	115	84	-27%	-10%	\$710,000	\$870,000	23%	
Fairfield	172	-5%	741	569	-23%	-16%	\$735,000	\$790,000	7%	
Greenwich	243	-21%	834	532	-36%	-33%	\$2,275,000	\$2,405,000	6%	
Monroe	34	-36%	229	164	-28%	-16%	\$476,000	\$525,000	10%	
New Canaan	81	-32%	376	209	-44%	-40%	\$1,639,000	\$1,875,000	14%	
New Fairfield	40	-35%	192	154	-20%	-25%	\$461,000	\$485,000	5%	
Newtown	85	-36%	356	251	-29%	-23%	\$485,000	\$535,000	10%	
Norwalk	125	-27%	645	555	-14%	-7%	\$571,000	\$615,000	8%	
Redding	40	-27%	164	107	-35%	-23%	\$665,000	\$700,000	5%	
Ridgefield	63	-23%	393	295	-25%	-21%	\$787,000	\$856,000	9%	
Rowayton	12	-25%	75	63	-16%	-16%	\$1,554,000	\$1,600,000	3%	
Shelton	71	-29%	352	275	-22%	-12%	\$420,000	\$450,000	7%	
Sherman	17	-45%	57	49	-14%	-15%	\$565,000	\$600,000	6%	
Stamford	157	-28%	757	601	-21%	-15%	\$690,000	\$750,000	9%	
Stratford	119	-2%	545	521	-4%	6%	\$344,000	\$375,000	9%	
Trumbull	67	-27%	413	338	-18%	-9%	\$485,000	\$540,000	11%	
Weston	39	-44%	186	166	-11%	2%	\$998,000	\$1,165,000	17%	
Westport	106	-31%	456	358	-21%	2%	\$1,540,000	\$1,933,000	26%	
Wilton	52	-22%	309	202	-35%	-27%	\$910,000	\$1,015,000	12%	
Middlebury*	32	-20%	109	81	-26%	-4%	\$352,000	\$420,000	19%	
Oxford*	23	-34%	113	105	-7%	0%	\$441,000	\$460,000	4%	
Southbury*	47	-23%	182	142	-22%	-15%	\$455,000	\$478,000	5%	
CONDOMINIUMS										
FAIRFIELD COUNTY	697	-20%	3,047	2,496	-18%	-8%	\$295,000	\$329,000	12%	

*Is not included in totals



64 Arrowhead Road, Brookfield CT
MLS# 170500222



66 High Street, Guilford CT
MLS: 170520177

AT A GLANCE

New Haven County

12-MONTH MEDIAN SELLING PRICE**

\$325K

+38%
22 VS 19
% CHANGE

+12%
22 VS 21
% CHANGE

YTD CLOSED SALES

5,753

-2%
22 VS 19
% CHANGE

-15%
22 VS 21
% CHANGE

YTD CLOSED VOLUME

\$2.3B

+41%
22 VS 19
% CHANGE

-3%
22 VS 21
% CHANGE

CURRENT INVENTORY*

1,585

-47%
22 VS 19
% CHANGE

-3%
22 VS 21
% CHANGE

* Inventory as of 9/30

**12 Month Median Selling Price Calculated From 10/1/21 - 9/30/22

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

THIRD QUARTER

	2019	2021	2022	19 VS 22 % CHANGE	21 VS 22 % CHANGE
CLOSED SALES	5,881	6,753	5,753	-2%	-15%
CLOSED SALES VOLUME	\$1,647,836,402	\$2,399,798,556	\$2,317,551,303	41%	-3%
AVERAGE SALE PRICE	\$280,197	\$355,368	\$402,764	44%	13%
MEDIAN SALE PRICE	\$240,000	\$300,000	\$335,000	40%	12%
INVENTORY	3,015	1,641	1,585	-47%	-3%

Single Family Home Sales & Inventory by Price Range

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	YTD 2019	YTD 2021	YTD 2022	YTD 19 VS YTD 22	YTD 21 VS YTD 22	YTD 2022
All Price Ranges	5,881	6,753	5,753	-2%	-15%	1,585
0-\$400,000	5,033	4,955	3,763	-25%	-24%	981
\$400,001 - \$750,000	725	1,515	1,621	124%	7%	403
\$750,001 - \$1,000,000	55	179	221	302%	23%	105
\$1,000,001 - \$1,500,000	50	67	83	66%	24%	65
\$1,500,001+	18	37	65	261%	76%	31



Single Family Home Sales by Community

TOWNS	INVENTORY		YEAR-TO-DATE UNIT SALES			YEAR-TO-DATE DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		% CHANGE			% CHANGE	% CHANGE			% CHANGE
	YTD 2022	YTD 21 VS YTD 22	YTD 2021	YTD 2022	YTD 21 VS YTD 22	YTD 21 VS YTD 22	10/1/20 - 9/30/21	10/1/21 - 9/30/22	
NEW HAVEN COUNTY	1,585	-3%	6,753	5,753	-15%	-3%	\$290,000	\$325,000	12%
Ansonia	28	8%	114	107	-6%	9%	\$250,000	\$290,000	16%
Beacon Falls	11	0%	56	47	-16%	-3%	\$298,000	\$334,000	12%
Bethany	23	10%	61	45	-26%	-13%	\$392,000	\$450,000	15%
Branford	67	-13%	230	184	-20%	-7%	\$415,000	\$425,000	2%
Cheshire	70	27%	249	240	-4%	5%	\$408,000	\$450,000	10%
Derby	24	60%	90	73	-19%	-16%	\$260,000	\$300,000	15%
East Haven	46	31%	258	197	-24%	-13%	\$260,000	\$290,000	12%
Guilford	64	-29%	270	230	-15%	-8%	\$461,000	\$526,000	14%
Hamden	162	16%	590	550	-7%	10%	\$265,000	\$300,000	13%
Madison	57	-7%	273	203	-26%	-3%	\$540,000	\$627,000	16%
Meriden	96	2%	466	433	-7%	3%	\$227,000	\$250,000	10%
Middlebury	32	-20%	109	81	-26%	-4%	\$352,000	\$420,000	19%
Milford	127	3%	514	433	-16%	2%	\$390,000	\$440,000	13%
Naugatuck	74	1%	337	256	-24%	-13%	\$250,000	\$275,000	10%
New Haven	85	6%	297	244	-18%	-15%	\$255,000	\$280,000	10%
North Branford	22	-19%	110	102	-7%	5%	\$340,000	\$385,000	13%
North Haven	44	-20%	235	209	-11%	-4%	\$339,000	\$370,000	9%
Orange	24	-31%	129	116	-10%	-6%	\$442,000	\$513,000	16%
Oxford	23	-34%	113	105	-7%	0%	\$441,000	\$460,000	4%
Prospect	28	-15%	69	85	23%	30%	\$323,000	\$320,000	-1%
Seymour	33	27%	182	126	-31%	-25%	\$295,000	\$315,000	7%
Southbury	47	-23%	182	142	-22%	-15%	\$455,000	\$478,000	5%
Wallingford	56	-13%	299	273	-9%	2%	\$295,000	\$330,000	12%
Waterbury	201	5%	775	694	-10%	3%	\$186,000	\$220,000	18%
West Haven	75	-10%	452	314	-31%	-24%	\$259,000	\$290,000	12%
Wolcott	46	-28%	198	150	-24%	-19%	\$285,000	\$300,000	5%
Woodbridge	20	-20%	95	114	20%	32%	\$491,000	\$560,000	14%
CONDOMINIUMS									
NEW HAVEN	344	-19%	2,094	1,889	-10%	1%	\$175,000	\$195,000	11%

New Haven County



35 Middle Beach Road, Madison CT
MLS# 170505857



AT A GLANCE

Middlesex County

12-MONTH MEDIAN SELLING PRICE**

\$373K

+33%
22 VS 19
% CHANGE

+10%
22 VS 21
% CHANGE

YTD CLOSED SALES

1,380

-7%
22 VS 19
% CHANGE

-24%
22 VS 21
% CHANGE

YTD CLOSED VOLUME

\$611M

+24%
22 VS 19
% CHANGE

-18%
22 VS 21
% CHANGE

CURRENT INVENTORY*

413

-62%
22 VS 19
% CHANGE

-16%
22 VS 21
% CHANGE

* Inventory as of 9/30

**12 Month Median Selling Price Calculated From 10/1/21 - 9/30/22

172 Roast Meat Hill Road, Killingworth CT
MLS: 170496795

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

THIRD QUARTER

	2019	2021	2022	19 VS 22 % CHANGE	21 VS 22 % CHANGE
CLOSED SALES	1,484	1,812	1,380	-7%	-24%
CLOSED SALES VOLUME	\$492,046,070	\$744,973,505	\$611,286,647	24%	-18%
AVERAGE SALE PRICE	\$331,567	\$411,133	\$442,961	34%	8%
MEDIAN SALE PRICE	\$285,000	\$340,000	\$375,000	32%	10%
INVENTORY	1,099	492	413	-62%	-16%

Single Family Home Sales & Inventory by Price Range

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	YTD 2019	YTD 2021	YTD 2022	YTD 19 VS YTD 22	YTD 21 VS YTD 22	YTD 2022
All Price Ranges	1,484	1,812	1,380	-7%	-24%	413
0-\$400,000	1,173	1,173	794	-32%	-32%	156
\$400,001 - \$750,000	254	508	465	83%	-8%	180
\$750,001 - \$1,000,000	34	72	69	103%	-4%	34
\$1,000,001 - \$1,500,000	16	42	38	138%	-10%	21
\$1,500,001+	7	17	14	100%	-18%	22



106 Meadow Woods Road, Deep River CT
MLS# 170525376

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 2022	YTD 21 VS YTD 22	YTD 2021	YTD 2022	YTD 21 VS YTD 22	YTD 21 VS YTD 22	YTD 21 VS YTD 22	10/1/20 - 9/30/21	10/1/21 - 9/30/22	
MIDDLESEX	413	-16%	1,812	1,380	-24%	-18%	\$340,000	\$373,000	10%	
Chester	11	10%	38	34	-11%	-15%	\$415,000	\$451,000	9%	
Clinton	26	-32%	189	115	-39%	-34%	\$375,000	\$385,000	3%	
Cromwell	19	0%	110	83	-25%	-5%	\$310,000	\$353,000	14%	
Deep River	14	0%	54	19	-65%	-53%	\$310,000	\$358,000	15%	
Durham	16	-20%	75	57	-24%	-24%	\$392,000	\$400,000	2%	
East Haddam	26	-49%	133	112	-16%	1%	\$300,000	\$336,000	12%	
East Hampton	73	-15%	181	146	-19%	-8%	\$305,000	\$352,000	15%	
Essex	30	-17%	107	68	-36%	-28%	\$500,000	\$549,000	10%	
Haddam	32	23%	95	77	-19%	-17%	\$358,000	\$408,000	14%	
Killingworth	17	-29%	78	67	-14%	17%	\$450,000	\$460,000	2%	
Middlefield	9	50%	38	40	5%	22%	\$282,000	\$306,000	9%	
Middletown	66	-10%	380	306	-19%	-14%	\$270,000	\$300,000	11%	
Old Saybrook	29	-34%	156	108	-31%	-31%	\$476,000	\$550,000	16%	
Portland	24	4%	89	92	3%	17%	\$293,000	\$331,000	13%	
Westbrook	21	-5%	89	56	-37%	-37%	\$403,000	\$450,000	12%	
CONDOMINIUMS										
MIDDLESEX	51	-26%	390	115	-71%	-3%	\$165,000	\$179,000	8%	



455 East Street, Middletown CT
MLS# 170525412



4 Lieutenant River Lane, Old Lyme CT
MLS# 170523036

AT A GLANCE

New London County

12-MONTH MEDIAN SELLING PRICE**

\$318K

+36%
22 VS 19
% CHANGE

+10%
22 VS 21
% CHANGE

YTD CLOSED SALES

2,286

-7%
22 VS 19
% CHANGE

-16%
22 VS 21
% CHANGE

YTD CLOSED VOLUME

\$888M

+34%
22 VS 19
% CHANGE

-10%
22 VS 21
% CHANGE

CURRENT INVENTORY*

609

-58%
22 VS 19
% CHANGE

-10%
22 VS 21
% CHANGE

* Inventory as of 9/30

**12 Month Median Selling Price Calculated From 10/1/21 - 9/30/22

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

THIRD QUARTER

	2019	2021	2022	19 VS 21 % CHANGE	21 VS 22 % CHANGE
CLOSED SALES	2,452	2,717	2,286	-7%	-16%
CLOSED SALES VOLUME	\$661,177,924	\$982,563,387	\$888,349,905	34%	-10%
AVERAGE SALE PRICE	\$269,648	\$361,635	\$388,605	44%	7%
MEDIAN SALE PRICE	\$238,000	\$297,000	\$323,000	36%	9%
INVENTORY	1,460	677	609	-58%	-10%

Single Family Home Sales & Inventory by Price Range

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	YTD 2019	YTD 2021	YTD 2022	YTD 19 VS. YTD 22	YTD 21 VS. YTD 22	YTD 2022
All Price Ranges	2,452	2,717	2,286	-7%	-16%	609
0-\$400,000	2,124	2,034	1,579	-26%	-22%	341
\$400,001 - \$750,000	284	533	565	99%	6%	163
\$750,001 - \$1,000,000	23	82	76	230%	-7%	44
\$1,000,001 - \$1,500,000	14	32	38	171%	19%	22
\$1,500,001+	7	36	28	300%	-22%	39



91 Sergio Franchi Drive, Stonington CT
MLS# 170442667

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 2022	YTD 21 VS YTD 22	YTD 2021	YTD 2022	YTD 21 VS YTD 22	YTD 21 VS YTD 22	10/1/20 - 9/30/21	10/1/21 - 9/30/22	
NEW LONDON	609	-10%	2,717	2,286	-16%	-10%	\$290,000	\$318,000	10%
Bozrah	6	50%	25	12	-52%	-36%	\$270,000	\$350,000	30%
Colchester	42	8%	164	161	-2%	18%	\$304,000	\$360,000	18%
East Lyme	40	-46%	210	194	-8%	-15%	\$389,000	\$400,000	3%
Franklin	4	-50%	21	15	-29%	-25%	\$280,000	\$310,000	11%
Griswold	16	-33%	115	89	-23%	-13%	\$271,000	\$293,000	8%
Groton	63	17%	293	233	-20%	-6%	\$300,000	\$325,000	8%
Lebanon	16	-24%	83	66	-20%	-5%	\$263,000	\$329,000	25%
Ledyard	42	-30%	227	202	-11%	-6%	\$285,000	\$315,000	11%
Lisbon	9	-44%	53	50	-6%	10%	\$248,000	\$294,000	19%
Lyme	15	114%	36	27	-25%	-22%	\$760,000	\$753,000	-1%
Montville	41	0%	227	166	-27%	-18%	\$255,000	\$280,000	10%
New London	42	20%	134	135	1%	12%	\$215,000	\$262,000	22%
North Stonington	8	-53%	55	59	7%	13%	\$375,000	\$385,000	3%
Norwich	80	-10%	330	306	-7%	6%	\$195,000	\$228,000	17%
Old Lyme	30	-27%	128	100	-22%	-25%	\$485,000	\$482,000	-1%
Preston	10	-44%	49	48	-2%	4%	\$293,000	\$296,000	1%
Salem	17	21%	45	38	-16%	-16%	\$340,000	\$355,000	4%
Sprague	4	-33%	29	22	-24%	-17%	\$266,000	\$263,000	-1%
Stonington	73	30%	173	134	-23%	-11%	\$415,000	\$453,000	9%
Valuntown	3	-	34	28	-18%	12%	\$290,000	\$340,000	17%
Waterford	48	-9%	286	201	-30%	-27%	\$300,000	\$325,000	8%
CONDOMINIUMS									
NEW LONDON	78	0%	500	443	-11%	-12%	\$159,000	\$185,000	16%

New London County



401 Hamburg Road, Lyme CT
MLS# 170491442



AT A GLANCE

Litchfield County

12-MONTH MEDIAN SELLING PRICE**

\$339K

+43%
22 VS 19
% CHANGE

+7%
22 VS 21
% CHANGE

YTD CLOSED SALES

1,773

+2%
22 VS 19
% CHANGE

-15%
22 VS 21
% CHANGE

YTD CLOSED VOLUME

\$853M

+56%
22 VS 19
% CHANGE

-10%
22 VS 21
% CHANGE

CURRENT INVENTORY*

675

-60%
22 VS 19
% CHANGE

-16%
22 VS 21
% CHANGE

144 East Shore Road, Washington CT
MLS: 170498716

* Inventory as of 9/30

**12 Month Median Selling Price Calculated From 10/1/21 - 9/30/22

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

THIRD QUARTER

	2019	2021	2022	19 VS 22 % CHANGE	21 VS 22 % CHANGE
CLOSED SALES	1,735	2,087	1,773	2%	-15%
CLOSED SALES VOLUME	\$548,366,198	\$951,461,896	\$852,875,427	56%	-10%
AVERAGE SALE PRICE	\$316,061	\$455,899	\$481,035	52%	6%
MEDIAN SALE PRICE	\$235,000	\$323,000	\$345,000	47%	7%
INVENTORY	1,677	805	675	-60%	-16%

Single Family Home Sales & Inventory by Price Range

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	YTD 2019	YTD 2021	YTD 2022	YTD 19 VS. YTD 22	YTD 21 VS. YTD 22	YTD 2022
All Price Ranges	1,735	2,087	1,773	2%	-15%	675
0-\$400,000	1,448	1,342	1,089	-25%	-19%	277
\$400,001 - \$750,000	192	533	478	149%	-10%	194
\$750,001 - \$1,000,000	42	88	92	119%	5%	68
\$1,000,001 - \$2,000,000	40	74	73	83%	-1%	66
\$2,000,001+	13	50	41	215%	-18%	70



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 2022	YTD 21 VS YTD 22	YTD 2021	YTD 2022	YTD 21 VS YTD 22	YTD 21 VS YTD 22	10/1/20 - 9/30/21	10/1/21 - 9/30/22	
LITCHFIELD COUNTY	675	-16%	2,087	1,773	-15%	-10%	\$318,000	\$339,000	7%
Barkhamsted	12	33%	31	34	10%	37%	\$309,000	\$345,000	12%
Bethlehem	19	-5%	40	41	3%	17%	\$389,000	\$417,000	7%
Bridgewater	8	-43%	22	26	18%	-3%	\$729,000	\$575,000	-21%
Canaan, North Canaan	17	-35%	44	47	7%	13%	\$264,000	\$315,000	19%
Colebrook	5	-58%	16	19	19%	68%	\$325,000	\$365,000	12%
Cornwall	17	13%	24	10	-58%	-23%	\$530,000	\$800,000	51%
Goshen	36	50%	48	42	-13%	6%	\$493,000	\$520,000	5%
Harwinton	17	-48%	62	58	-6%	-12%	\$360,000	\$328,000	-9%
Kent	22	-4%	33	26	-21%	-22%	\$480,000	\$630,000	31%
Litchfield	31	-34%	97	77	-21%	13%	\$388,000	\$460,000	19%
Morris	13	-7%	30	23	-23%	-20%	\$470,000	\$390,000	-17%
New Hartford	27	50%	70	75	7%	15%	\$332,000	\$350,000	5%
New Milford	88	-1%	311	241	-23%	-20%	\$385,000	\$415,000	8%
Norfolk	9	13%	21	16	-24%	30%	\$362,000	\$325,000	-10%
Plymouth	26	-4%	135	129	-4%	9%	\$227,000	\$243,000	7%
Roxbury	16	-53%	42	28	-33%	-41%	\$1,000,000	\$769,000	-23%
Salisbury	37	16%	69	42	-39%	-38%	\$718,000	\$655,000	-9%
Sharon	16	-33%	45	30	-33%	-1%	\$475,000	\$653,000	37%
Thomaston	19	0%	67	70	4%	23%	\$230,000	\$275,000	20%
Torrington	84	-6%	345	289	-16%	-3%	\$195,000	\$229,000	17%
Warren	8	-60%	13	13	0%	25%	\$588,000	\$458,000	-22%
Washington	29	-29%	52	39	-25%	-19%	\$770,000	\$650,000	-16%
Watertown	57	-11%	204	195	-4%	4%	\$275,000	\$295,000	7%
Winchester	33	-31%	131	110	-16%	-17%	\$220,000	\$235,000	7%
Woodbury	29	-47%	135	93	-31%	-19%	\$451,000	\$508,000	13%
CONDOMINIUMS									
LITCHFIELD COUNTY	65	-3%	364	326	-10%	12%	\$139,000	\$168,000	21%

Litchfield County



117 Dibble Hill Road, Cornwall CT
MLS# 170408176



AT A GLANCE

Hartford County

12-MONTH MEDIAN SELLING PRICE**

\$305K

+33%
22 VS 19
% CHANGE

+9%
22 VS 21
% CHANGE

YTD CLOSED SALES

6,245

-5%
22 VS 19
% CHANGE

-15%
22 VS 21
% CHANGE

YTD CLOSED VOLUME

\$2.3B

+28%
22 VS 19
% CHANGE

-8%
22 VS 21
% CHANGE

CURRENT INVENTORY*

1,218

-61%
22 VS 19
% CHANGE

-14%
22 VS 21
% CHANGE

59 Garrett Road, Canton CT
MLS: 170504719

* Inventory as of 9/30

**12 Month Median Selling Price Calculated From 10/1/21 - 9/30/22

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

THIRD QUARTER

	2019	2021	2022	19 VS 22 % CHANGE	21 VS 22 % CHANGE
CLOSED SALES	6,574	7,339	6,245	-5%	-15%
CLOSED SALES VOLUME	\$1,780,142,810	\$2,474,346,128	\$2,278,105,658	28%	-8%
AVERAGE SALE PRICE	\$270,827	\$337,150	\$364,839	35%	8%
MEDIAN SALE PRICE	\$233,000	\$290,000	\$315,000	35%	9%
INVENTORY	3,141	1,417	1,218	-61%	-14%

Single Family Home Sales & Inventory by Price Range

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	YTD 2019	YTD 2021	YTD 2022	YTD 19 VS YTD 22	YTD 21 VS YTD 22	YTD 2022
All Price Ranges	6,574	7,339	6,245	-5%	-15%	1,218
0-\$300,000	4,631	3,928	2,876	-38%	-27%	520
\$300,001 - \$500,000	1,465	2,424	2,353	61%	-3%	434
\$500,001 - \$700,000	349	684	646	85%	-6%	126
\$700,001 - \$1,000,000	105	244	299	185%	23%	88
\$1,000,001+	24	59	71	196%	20%	50



1255 North Stone Street, West Suffield CT
MLS# 170504432

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 2022	YTD 21 VS YTD 22	YTD 2021	YTD 2022	YTD 21 VS YTD 22	YTD 21 VS YTD 22	10/1/20 - 9/30/21	10/1/21 - 9/30/22	
HARTFORD COUNTY	1,218	-14%	7,339	6,245	-15%	-8%	\$281,000	\$305,000	9%
Avon	37	-5%	219	201	-8%	-3%	\$483,000	\$550,000	14%
Berlin	22	-49%	169	136	-20%	-10%	\$318,000	\$345,000	8%
Bloomfield	33	-11%	173	154	-11%	-4%	\$250,000	\$275,000	10%
Bristol	114	7%	506	532	5%	14%	\$245,000	\$260,000	6%
Burlington	27	-33%	122	106	-13%	-3%	\$391,000	\$413,000	6%
Canton	20	-20%	108	98	-9%	-1%	\$360,000	\$378,000	5%
East Granby	10	-38%	53	62	17%	28%	\$310,000	\$345,000	11%
East Hartford	57	-15%	435	383	-12%	-4%	\$210,000	\$230,000	10%
East Windsor	30	-23%	91	76	-16%	-15%	\$305,000	\$272,000	-11%
Enfield	58	2%	409	358	-12%	-6%	\$235,000	\$255,000	9%
Farmington	50	-12%	269	188	-30%	-29%	\$434,000	\$425,000	-2%
Glastonbury	56	-11%	382	274	-28%	-20%	\$415,000	\$466,000	12%
Granby	32	88%	140	98	-30%	-29%	\$371,000	\$393,000	6%
Hartford	57	-3%	208	205	-1%	-2%	\$190,000	\$215,000	13%
Hartland	0	-100%	13	10	-23%	-14%	\$301,000	\$320,000	6%
Manchester	71	-15%	486	401	-17%	-11%	\$231,000	\$260,000	13%
Marlborough	15	-38%	87	77	-11%	-12%	\$333,000	\$335,000	1%
New Britain	65	-13%	370	298	-19%	-6%	\$195,000	\$225,000	15%
Newington	49	-2%	287	244	-15%	-5%	\$259,000	\$290,000	12%
Plainville	16	-50%	164	130	-21%	-10%	\$237,000	\$263,000	11%
Rocky Hill	18	6%	121	90	-26%	-13%	\$346,000	\$367,000	6%
Simsbury	50	-28%	315	235	-25%	-17%	\$388,000	\$418,000	8%
South Windsor	43	30%	256	217	-15%	-6%	\$327,000	\$355,000	9%
Southington	68	-3%	490	360	-27%	-18%	\$329,000	\$358,000	9%
Suffield	28	-28%	144	135	-6%	12%	\$370,000	\$443,000	20%
West Hartford	88	-21%	655	594	-9%	-1%	\$361,000	\$390,000	8%
Wethersfield	43	-30%	304	248	-18%	-11%	\$290,000	\$300,000	3%
Windsor	38	-31%	259	232	-10%	3%	\$265,000	\$305,000	15%
Windsor Locks	23	15%	104	103	-1%	8%	\$228,000	\$250,000	10%
CONDOMINIUMS AND COOPERATIVES									
Hartford County	223	-41%	2,111	1,808	-14%	-4%	\$179,000	\$195,000	9%

Hartford County



52 Hunters Crossing, Burlington CT
MLS# 170522624



AT A GLANCE

Berkshire County

12-MONTH MEDIAN SELLING PRICE**

\$320K

+47%
22 VS 19
% CHANGE

+7%
22 VS 21
% CHANGE

YTD CLOSED SALES

969

-6%
22 VS 19
% CHANGE

-12%
22 VS 21
% CHANGE

YTD CLOSED VOLUME

\$443M

+50%
22 VS 19
% CHANGE

-7%
22 VS 21
% CHANGE

CURRENT INVENTORY*

307

-69%
22 VS 19
% CHANGE

-22%
22 VS 21
% CHANGE

* Inventory as of 9/30

**12 Month Median Selling Price Calculated From 10/1/21 - 9/30/22

49 Chanterwood Road, Lee MA
MLS: 238793

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

THIRD QUARTER

	2019	2021	2022	19 VS 22 % CHANGE	21 VS 22 % CHANGE
CLOSED SALES	1,032	1,102	969	-6%	-12%
CLOSED SALES VOLUME	\$295,462,318	\$477,783,717	\$443,132,910	50%	-7%
AVERAGE SALE PRICE	\$286,301	\$433,561	\$457,310	60%	5%
MEDIAN SALE PRICE	\$220,000	\$303,000	\$325,000	48%	7%
INVENTORY	990	395	307	-69%	-22%

Single Family Home Sales & Inventory by Price Range

PRICE POINT	CLOSED SALES			% CHANGE		INVENTORY*
	YTD 2019	YTD 2021	YTD 2022	YTD 19 VS YTD 22	YTD 21 VS YTD 22	YTD 2022
All Price Ranges	1,032	1,102	969	-6%	-12%	307
0-\$400,000	859	718	599	-30%	-17%	135
\$400,001 - \$750,000	132	256	251	90%	-2%	82
\$750,001 - \$1,000,000	21	62	55	162%	-11%	27
\$1,000,001 - \$1,500,000	12	34	30	150%	-12%	20
\$1,500,001+	8	32	34	325%	6%	43



6 Interlaken Rd, Stockbridge MA
MLS# 238873

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 2022	YTD 21 VS YTD 22	YTD 2021	YTD 2022	YTD 21 VS YTD 22	YTD 21 VS YTD 22	10/1/20 - 9/30/21	10/1/21 - 9/30/22	
BERKSHIRE COUNTY	307	-22%	1102	969	-12%	-7%	\$300,000	\$320,000	7%
Adams	12	-25%	69	55	-20%	-28%	\$199,000	\$192,000	-4%
Alford	3	0%	7	10	43%	44%	\$799,000	\$1,135,000	42%
Becket	12	-14%	34	32	-6%	4%	\$285,000	\$350,000	23%
Cheshire	2	-33%	31	22	-29%	-7%	\$251,000	\$325,000	29%
Clarksburg	5	400%	11	12	9%	-9%	\$178,000	\$209,000	17%
Dalton	14	17%	56	39	-30%	-28%	\$240,000	\$293,000	22%
Egremont	10	-38%	24	24	0%	13%	\$680,000	\$779,000	15%
Florida	2	-33%	5	7	40%	162%	\$125,000	\$182,000	46%
Gt. Barrington	33	-31%	86	70	-19%	-25%	\$508,000	\$520,000	2%
Hancock	1	-67%	3	4	33%	23%	\$450,000	\$405,000	-10%
Hinsdale	4	-56%	9	17	89%	22%	\$424,000	\$293,000	-31%
Lanesborough	9	-44%	34	29	-15%	-5%	\$252,000	\$290,000	15%
Lee	16	-20%	42	26	-38%	-48%	\$311,000	\$349,000	12%
Lenox	19	-37%	58	36	-38%	-29%	\$584,000	\$568,000	-3%
Monterey	3	-75%	19	15	-21%	32%	\$605,000	\$838,000	39%
Mt. Washington	2	-33%	4	4	0%	7%	\$878,000	\$451,000	-49%
New Ashford	1	0%	5	4	-20%	2%	\$270,000	\$309,000	14%
New Marlborough	9	-40%	17	14	-18%	42%	\$575,000	\$745,000	30%
North Adams	15	15%	73	58	-21%	-8%	\$170,000	\$195,000	15%
Otis	18	38%	30	24	-20%	-36%	\$380,000	\$409,000	8%
Peru	2	-	4	4	0%	16%	\$350,000	\$273,000	-22%
Pittsfield	50	-11%	302	298	-1%	16%	\$225,000	\$256,000	14%
Richmond	12	-33%	19	19	0%	13%	\$517,000	\$545,000	5%
Sandisfield	3	-40%	9	12	33%	13%	\$330,000	\$410,000	24%
Savoy	3	0%	3	4	33%	94%	\$238,000	\$305,000	28%
Sheffield	10	-38%	32	29	-9%	-29%	\$490,000	\$490,000	0%
Stockbridge	11	-27%	30	23	-23%	-52%	\$643,000	\$580,000	-10%
Tyringham	0	-100%	3	8	167%	530%	\$895,000	\$850,000	-5%
Washington	3	200%	4	3	-25%	-21%	\$312,000	\$420,000	35%
West Stockbridge	11	10%	20	18	-10%	-1%	\$680,000	\$624,000	-8%
Williamstown	10	-23%	54	42	-22%	-2%	\$435,000	\$442,000	2%
Windsor	2	-33%	5	7	40%	58%	\$253,000	\$373,000	47%
CONDOMINIUMS									
BERKSHIRE COUNTY	42	-2%	152	122	-20%	-21%	\$265,000	\$289,000	9%

Berkshire County



327 Chester Road, Becket MA
MLS# 238663



1428 Monroe Turnpike, Monroe CT
MLS: 170512745



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.