

2022 YEAR IN REVIEW

# Market Watch



William Pitt  
Julia B Fee

Sotheby's  
INTERNATIONAL REALTY

# Market Overview

While our housing markets have consistently demonstrated declines in 2022 on a quarterly basis compared to 2021, the final quarter of the year experienced a noticeably steeper drop-off, driven by a confluence of factors. These ranged from low inventory to inflation, higher mortgage rates and other economic concerns. Yet even in the face of these odds, we still see reason for optimism heading into the new year.

As we move through the following analysis, it will be important to keep a couple of points in mind. First, it should be remembered that real estate is, by nature, local, and that our markets may not be entirely reflective of national trends—especially since we benefit from our unique location close to New York City. Second, as we discussed in our third quarter 2022 report, our markets are continuing to perform above pre-pandemic norms, despite sales declines in comparison to the pandemic years of 2020 and 2021.

Our markets do appear to be cycling on a downward trend. In fact, sales for the fourth quarter dipped by several percentage points more than sales for the

entire calendar year in comparing those timeframes to the same periods in 2021. This quarter saw Fairfield County single family unit sales and dollar volume down from the same time last year by 34% and 32%, respectively, while in Westchester County unit sales were lower by 26% and closed dollar volume by 27%. All other markets served by our company were down as well, and by similar percentages.

As we have previously noted, 2020 and 2021 were highly unusual years in real estate, with sales reaching record-breaking heights as buyers from the city surged into our suburban markets throughout the pandemic. Considering that those years were such outliers, it seems inevitable that our markets would be in a state of decline now by comparison. Even so, quarter four's more significant sales decreases than every other quarter this year point to a level of fragility in the market. A shift has occurred. Moreover, the current pipeline of properties under contract shows us that the slower pace of closings will continue into early 2023.



ON THE COVER:  
183 Hemlock Hill Road, New Canaan CT

## Economic Factors

INDICATORS	DATES			DATES	GDP
	12/31/21	6/30/22	12/31/22		
Stock Market (Dow)	36,338.30	30,752.77	33,147.61	Q4 2021	6.9%
Consumer Confidence	115.8	98.7	108.3	Q1 2021	-1.6%
Mortgage Rate (US 30 year)	3.05%	5.70%	6.42%	Q2 2022	-0.6%
Unemployment Rate	3.9	3.6	3.7*	Q3 2022	3.2%
				Q4 2022 (EST.)	0.7%

\* As of November 2022

The slowdown is not entirely consistent across all price sectors. While the lowest price ranges were down anywhere from 15 to 30% across our markets, several territories actually experienced growth in their upper price tiers. To list just a few examples, closed sales from \$2 to \$5 million in Westchester County increased this quarter over the same period last year, New Haven County saw some dramatic increases of closed units from \$400,000 on up and Hartford County witnessed sales growth over \$700,000. These increases serve as part of the explanation for why average sale prices continue to rise in all our markets, if not at quite the same pace as the last several quarters. The mix of properties selling has moved more into the luxury markets, skewing average prices higher. Appreciation is the other factor sending the averages upward as properties across the spectrum achieve higher sale prices.

The balance of supply and demand is the primary contributor to the price appreciation, and this is where a discussion of inventory becomes key. The exceptionally low inventory our markets have been subject to quarter after quarter, combined with the unparalleled demand from New York flowing into our areas since the pandemic began in the spring of 2020, has created an enormously competitive buying environment and caused prices to skyrocket. Fewer and fewer owners have listed their homes, perhaps

wishing to avoid having to enter such a challenging purchasers' marketplace themselves. More recently, many homeowners are faced with the additional prospect of potentially doubling their 3% mortgage rates should they want to move to another home. In light of all this, our expectation has been for the market to continue being controlled by ever-tighter inventory, and for activity to remain constrained as a result.

And yet inventory data from the fourth quarter of 2022 yielded a welcome surprise. In a small but promising turn, inventory decreases in most markets were not as significant as they have been for several quarters now. In fact, when we checked inventory at the beginning of December we even saw an uptick over that same time last year throughout Westchester, New Haven, Middlesex, New London and Hartford Counties, with Fairfield County approximately flat. That changed heading into the holidays, but still, it's a possible indication we have arrived at the bottom and inventory may start to climb, offering more supply to be absorbed by the high demand that still exists in our territories. It is important to consider such a change in context. Inventory was so low to begin with that even with any adjustment it remains near historic lows. Homeowners thinking of bringing their properties to the market can still benefit greatly from the unprecedented supply and demand dynamics

currently at play.

It is likely 2023 will see a return to 2019 sales levels. Last quarter, we analyzed 2022 year to date sales versus the same period three years prior, reasoning that the pre-pandemic year of 2019 was the last time we experienced a market that could be considered normal. Using that year as a point of comparison was revealing. As media reports focused on traditional year over year metrics and concluded that the market was in a serious state of decline, we realized that we were still well ahead of 2019 in closed sales volume. The market was still performing above historical norms. This trend remained true in the fourth quarter. While unit sales were lower than the final quarter of 2019, partly as a consequence of inventory levels now being so much lower than that period three years ago, dollar volume was up in every region. Again, this is a result of both price appreciation and more higher end properties transacting. Our own forecast for next year is that our markets will normalize further and begin to align more closely with 2019.

Economic indicators at the national and global levels project a degree of uncertainty. Inflation is hitting buyers' purchasing power, affecting not just housing affordability but also related components such as renovation costs. Interest rates are anticipated to rise again next year as the Federal Reserve continues trying to tame inflation. There has also been volatility in the stock market.

On the positive front, mortgage rates have ticked down slightly, and though they still stand at more than twice what they were at the beginning of the year, the rate drop correlated with mortgage applications edging up at the end of the quarter. On the affordability issue, the conforming loan limit for Fannie Mae and Freddie Mac-backed mortgages will rise above \$1 million in January for the first time, putting more expensive properties within reach of mortgage seekers. Other encouraging signs include ongoing low unemployment and stability in

consumer confidence, which stood at a healthy 108.3 (1985=100) at the end of December according to the Conference Board Consumer Confidence Index. GDP is estimated to grow by 0.7% in the fourth quarter after increasing at a rate of 3.2% in the third, turning around an earlier projection that the third quarter would see a decrease.

Finally, in our own local markets, persistent buyer demand continues to emanate from New York as we head into the new year. Our close proximity to the city is a factor unique to our marketplaces and will help to insulate us to some extent should the economy dip into a recession. The elevated demand leaves us feeling cautiously optimistic that sales will improve in the second quarter next year as more inventory arrives.

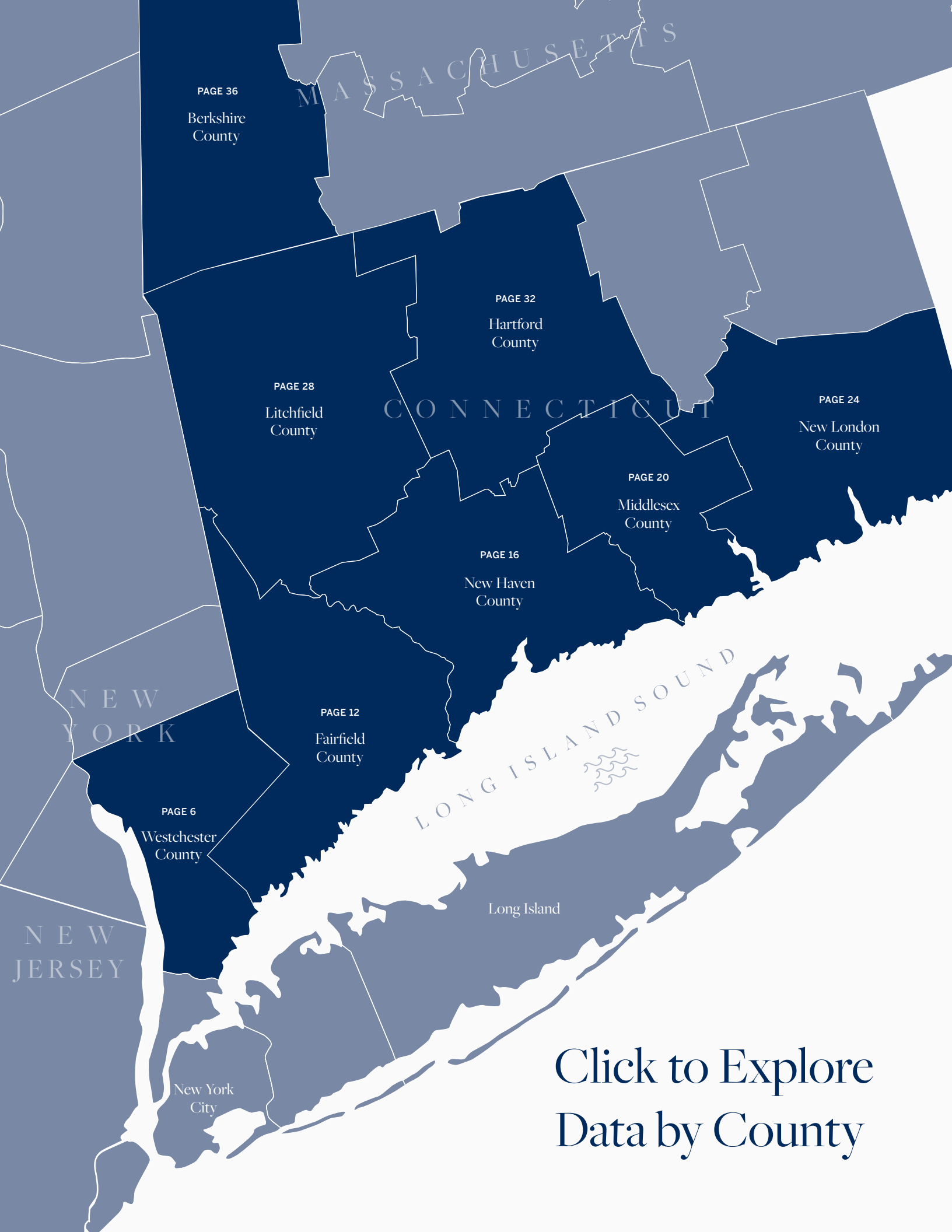
I hope you find this report informative and invite you to contact one of our sales associates at any time if we can help you with your real estate needs.

**Wishing you health and safety.**



*Paul E. Breunich*

Paul E. Breunich  
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New York  
City

Long Island

Click to Explore  
Data by County



AT A GLANCE

# Westchester County

12-MONTH MEDIAN SELLING PRICE\*\*

**\$815K**

**+24%**  
22 VS 19  
% CHANGE

**+4%**  
22 VS 21  
% CHANGE

Q4 CLOSED SALES

**1,245**

**-12%**  
22 VS 19  
% CHANGE

**-26%**  
22 VS 21  
% CHANGE

Q4 CLOSED VOLUME

**\$1.2B**

**+6%**  
22 VS 19  
% CHANGE

**-27%**  
22 VS 21  
% CHANGE

CURRENT INVENTORY\*

**733**

**-61%**  
22 VS 19  
% CHANGE

**-13%**  
22 VS 21  
% CHANGE

\* Inventory as of 12/31

\*\*12 Month Median Selling Price Calculated From 1/1/22 - 12/31/22

14 Philips Lane, Rye NY  
MLS: 6215036

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

YEAR TO DATE

### WESTCHESTER COUNTY OVERALL

	2019	2021	2022	19 VS 22 % CHANGE	21 VS 22 % CHANGE
CLOSED SALES	5,822	7,421	6,116	5%	-18%
CLOSED SALES VOLUME	\$4,957,116,365	\$7,739,139,766	\$6,833,784,003	38%	-12%
AVERAGE SALE PRICE	\$850,191	\$1,041,783	\$1,116,545	31%	7%
MEDIAN SALE PRICE	\$655,000	\$780,000	\$815,000	24%	4%
INVENTORY	1,874	843	733	-61%	-13%

### SOUTHERN WESTCHESTER COUNTY

	2019	2021	2022	19 VS 22 % CHANGE	21 VS 22 % CHANGE
CLOSED SALES	3,935	5,062	4,213	7%	-17%
CLOSED SALES VOLUME	\$3,626,760,003	\$5,508,270,883	\$4,905,992,087	35%	-11%
AVERAGE SALE PRICE	\$921,667	\$1,088,161	\$1,164,430	26%	7%
MEDIAN SALE PRICE	\$700,000	\$805,000	\$849,000	21%	5%
INVENTORY	1,159	583	490	-58%	-16%

### NORTHERN WESTCHESTER COUNTY

	2019	2021	2022	19 VS 22 % CHANGE	21 VS 22 % CHANGE
CLOSED SALES	1,887	2,359	1,903	1%	-19%
CLOSED SALES VOLUME	\$1,330,356,362	\$2,230,868,883	\$1,927,791,916	45%	-14%
AVERAGE SALE PRICE	\$705,001	\$945,684	\$1,012,710	44%	7%
MEDIAN SALE PRICE	\$566,000	\$731,000	\$815,000	44%	11%
INVENTORY	715	260	243	-66%	-7%

# 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	5,822	7,421	6,116	5%	-18%	733
0-\$1,000,000	4,557	5,079	3,957	-13%	-22%	444
\$1,000,001 - \$2,000,000	966	1,690	1,486	54%	-12%	139
\$2,000,001 - \$3,000,000	207	426	432	109%	1%	49
\$3,000,001 - \$5,000,000	73	178	201	175%	13%	55
\$5,000,001+	19	48	40	111%	-17%	46

## 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	3,935	5,062	4,213	7%	-17%	490
0-\$1,000,000	2,921	3,344	2,626	-10%	-21%	300
\$1,000,001 - \$2,000,000	761	1,221	1,073	41%	-12%	98
\$2,000,001 - \$3,000,000	177	326	331	87%	2%	28
\$3,000,001 - \$5,000,000	64	136	158	147%	16%	39
\$5,000,001+	12	35	25	108%	-29%	25

## 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	1,887	2,359	1,903	1%	-19%	243
0-\$1,000,000	1,636	1,735	1,331	-19%	-23%	144
\$1,000,001 - \$2,000,000	205	469	413	101%	-12%	41
\$2,000,001 - \$3,000,000	30	100	101	237%	1%	21
\$3,000,001 - \$5,000,000	9	42	43	378%	2%	16
\$5,000,001+	7	13	15	114%	15%	21

\* Inventory as of 12/31





177 Soundview Avenue, White Plains NY  
MLS: 6187873

# 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	1/1/21-12/31/21	1/1/22-12/31/22	
WESTCHESTER COUNTY	733	-13%	7,421	6,116	-18%	-12%	\$780,000	\$815,000	4%
Southern Westchester	490	-16%	5,062	4,213	-17%	-11%	\$805,000	\$849,000	5%
Ardley	8	-60%	140	121	-14%	-13%	\$771,000	\$780,000	1%
Blind Brook	11	-31%	154	131	-15%	-9%	\$1,027,000	\$1,099,000	7%
Briarcliff Manor	5	-44%	82	60	-27%	-10%	\$948,000	\$1,140,000	20%
Bronxville	5	-62%	68	74	9%	17%	\$2,250,000	\$2,575,000	14%
Dobbs Ferry	3	-73%	86	73	-15%	-15%	\$790,000	\$845,000	7%
Eastchester	16	7%	153	124	-19%	-11%	\$800,000	\$878,000	10%
Edgemont	11	-8%	95	96	1%	15%	\$1,190,000	\$1,275,000	7%
Elmsford	11	-42%	100	87	-13%	-8%	\$576,000	\$603,000	5%
Greenburgh	11	-31%	94	104	11%	17%	\$565,000	\$608,000	8%
Harrison	21	-28%	176	138	-22%	-8%	\$1,468,000	\$1,661,000	13%
Hartsdale (P.O.)	4	-43%	84	89	6%	20%	\$675,000	\$740,000	10%
Hastings	2	-33%	75	73	-3%	3%	\$865,000	\$950,000	10%
Irvington	23	21%	97	77	-21%	-21%	\$1,125,000	\$1,275,000	13%
Mamaroneck *	17	-37%	338	267	-21%	-23%	\$1,498,000	\$1,455,000	-3%
Mount Pleasant	15	0%	116	101	-13%	-14%	\$689,000	\$665,000	-3%
Mount Vernon	49	26%	164	157	-4%	1%	\$585,000	\$610,000	4%
New Rochelle	44	-14%	468	332	-29%	-23%	\$801,000	\$830,000	4%
Ossining	13	-50%	251	167	-33%	-29%	\$575,000	\$606,000	5%
Pelham	7	-30%	156	117	-25%	-24%	\$1,113,000	\$1,153,000	4%
Pleasantville	12	20%	97	94	-3%	11%	\$725,000	\$829,000	14%
Pocantico Hills	2	0%	12	17	42%	76%	\$864,000	\$1,060,000	23%
Port Chester	15	-29%	126	106	-16%	-11%	\$587,000	\$645,000	10%
Purchase (P.O.)	13	8%	42	36	-14%	-19%	\$1,773,000	\$1,725,000	-3%
Rye City	18	-18%	194	166	-14%	-7%	\$1,938,000	\$2,148,000	11%
Rye Neck	6	-14%	94	93	-1%	8%	\$923,000	\$995,000	8%
Scarsdale	28	-3%	353	278	-21%	-13%	\$1,751,000	\$2,000,000	14%
Tarrytown	3	-40%	77	63	-18%	-7%	\$835,000	\$975,000	17%
Tuckahoe	3	-79%	58	60	3%	5%	\$930,000	\$861,000	-7%
Valhalla	5	-44%	80	81	1%	8%	\$646,000	\$660,000	2%
White Plains	21	-13%	299	265	-11%	-6%	\$728,000	\$789,000	8%
Yonkers	88	24%	733	566	-23%	-18%	\$600,000	\$640,000	7%
<b>CONDOMINIUMS AND COOPERATIVES</b>									
Condominiums	126	-42%	1,125	989	-12%	-10%	\$455,000	\$469,000	3%
Cooperatives	438	-35%	2,019	2,024	0%	4%	\$199,000	\$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	1/1/21-12/31/21	1/1/22-12/31/22	
WESTCHESTER COUNTY	733	-13%	7,421	6,116	-18%	-12%	\$780,000	\$815,000	4%
Northern Westchester	243	-7%	2,359	1,903	-19%	-14%	\$731,000	\$730,000	0%
Bedford	52	21%	348	245	-30%	-15%	\$930,000	\$999,000	7%
Byram Hills	32	3%	211	170	-19%	-14%	\$1,300,000	\$1,421,000	9%
Chappaqua	10	-38%	283	215	-24%	-15%	\$1,125,000	\$1,310,000	16%
Croton-Harmon	12	-8%	118	99	-16%	-11%	\$715,000	\$787,000	10%
Hendrick Hudson	15	-40%	170	138	-19%	-10%	\$552,000	\$575,000	4%
Katonah-Lewisboro	26	-13%	283	216	-24%	-14%	\$862,000	\$888,000	3%
Lakeland	24	-35%	335	310	-7%	-1%	\$490,000	\$520,000	6%
North Salem	9	-40%	87	56	-36%	-45%	\$740,000	\$625,000	-16%
Peekskill	12	9%	97	109	12%	24%	\$434,000	\$481,000	11%
Somers	27	8%	231	167	-28%	-25%	\$679,000	\$700,000	3%
Yorktown	24	71%	196	178	-9%	1%	\$609,000	\$650,000	7%
<b>CONDOMINIUMS AND COOPERATIVES</b>									
Condominiums	45	-39%	546	504	-8%	2%	\$384,000	\$415,000	8%
Cooperatives	15	-73%	126	120	-5%	-4%	\$136,000	\$132,000	-3%



104 Premium Point Road, New Rochelle NY  
MLS# 6222952



531 Fairfield Beach Road, Fairfield CT  
MLS: 170526767

## AT A GLANCE

# Fairfield County

### 12-MONTH MEDIAN SELLING PRICE\*\*

\$647K

**+44%**

22 VS 19  
% CHANGE

**+6%**

22 VS 21  
% CHANGE

### Q4 CLOSED SALES

1,714

**-16%**

22 VS 19  
% CHANGE

**-34%**

22 VS 21  
% CHANGE

### Q4 CLOSED VOLUME

\$1.6B

**+21%**

22 VS 19  
% CHANGE

**-32%**

22 VS 21  
% CHANGE

### CURRENT INVENTORY\*

1,231

**-68%**

22 VS 19  
% CHANGE

**-16%**

22 VS 21  
% CHANGE

\* Inventory as of 12/31

\*\*12 Month Median Selling Price Calculated From 1/1/22 - 12/31/22

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

YEAR TO DATE

	2019	2021	2022	19 VS 22 % CHANGE	21 VS 22 % CHANGE
CLOSED SALES	8,656	11,329	8,574	-1%	-24%
CLOSED SALES VOLUME	\$5,986,762,080	\$11,640,404,043	\$9,067,448,511	51%	-22%
AVERAGE SALE PRICE	\$691,631	\$1,027,487	\$1,057,552	53%	3%
MEDIAN SALE PRICE	\$450,000	\$609,000	\$647,000	44%	6%
INVENTORY	3,833	1,466	1,231	-68%	-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	8,656	11,329	8,574	-1%	-24%	1,231
0 - \$800,000	6,755	7,090	5,197	-23%	-27%	654
\$800,001 - \$1,500,000	1,166	2,240	1,837	58%	-18%	207
\$1,500,001 - \$2,000,000	304	695	537	77%	-23%	81
\$2,000,001 - \$3,000,000	266	720	516	94%	-28%	84
\$3,000,001+	165	584	487	195%	-17%	205



## 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	1/1/21-12/31/21	1/1/22-12/31/22		
FAIRFIELD COUNTY	1,231	-16%	11,329	8,574	-24%	-22%	\$609,000	\$647,000	6%	
Bethel	17	13%	235	144	-39%	-35%	\$455,000	\$490,000	8%	
Bridgeport	127	-19%	786	658	-16%	-7%	\$292,000	\$315,000	8%	
Brookfield	26	-4%	212	185	-13%	1%	\$493,000	\$550,000	12%	
Danbury	75	1%	521	446	-14%	-10%	\$410,000	\$425,000	4%	
Darien	25	-4%	422	283	-33%	-30%	\$1,642,000	\$1,686,000	3%	
Easton	21	-25%	147	113	-23%	-9%	\$720,000	\$875,000	22%	
Fairfield	90	-12%	934	725	-22%	-14%	\$725,000	\$815,000	12%	
Greenwich	158	-23%	1006	636	-37%	-36%	\$2,300,000	\$2,450,000	7%	
Monroe	24	14%	302	208	-31%	-20%	\$476,000	\$531,000	12%	
New Canaan	53	-13%	440	258	-41%	-36%	\$1,725,000	\$1,903,000	10%	
New Fairfield	27	-31%	253	187	-26%	-30%	\$483,000	\$489,000	1%	
Newtown	56	-22%	501	344	-31%	-26%	\$507,000	\$545,000	7%	
Norwalk	75	-18%	863	699	-19%	-13%	\$579,000	\$635,000	10%	
Redding	17	-41%	208	145	-30%	-16%	\$666,000	\$800,000	20%	
Ridgefield	48	-6%	482	365	-24%	-20%	\$815,000	\$870,000	7%	
Rowayton	7	-22%	91	77	-15%	-16%	\$1,610,000	\$1,595,000	-1%	
Shelton	43	26%	507	349	-31%	-23%	\$420,000	\$468,000	11%	
Sherman	9	-61%	78	65	-17%	-13%	\$570,000	\$655,000	15%	
Stamford	92	-10%	995	773	-22%	-18%	\$710,000	\$752,000	6%	
Stratford	72	-1%	731	664	-9%	1%	\$350,000	\$384,000	10%	
Trumbull	50	-28%	530	443	-16%	-9%	\$494,000	\$547,000	11%	
Weston	27	-23%	245	194	-21%	-13%	\$1,110,000	\$1,170,000	5%	
Westport	76	-21%	558	435	-22%	1%	\$1,600,000	\$2,002,000	25%	
Wilton	23	-36%	373	255	-32%	-26%	\$936,000	\$1,045,000	12%	
Middlebury*	25	4%	139	103	-26%	1%	\$350,000	\$420,000	20%	
Oxford*	25	14%	156	123	-21%	-16%	\$450,000	\$461,000	2%	
Southbury*	37	9%	240	177	-26%	-18%	\$465,000	\$507,000	9%	
<b>CONDOMINIUMS</b>										
FAIRFIELD COUNTY	453	-17%	4,081	3,235	-21%	-12%	\$300,000	\$335,000	12%	

\*Is not included in totals

*Fairfield County*



30 Mark Twain Lane, Redding CT  
MLS# 170528649



AT A GLANCE

# New Haven County

12-MONTH MEDIAN SELLING PRICE\*\*

\$334K

**+40%**  
22 VS 19  
% CHANGE

**+11%**  
22 VS 21  
% CHANGE

Q4 CLOSED SALES

1,571

**-14%**  
22 VS 19  
% CHANGE

**-31%**  
22 VS 21  
% CHANGE

Q4 CLOSED VOLUME

\$617M

**+26%**  
22 VS 19  
% CHANGE

**-25%**  
22 VS 21  
% CHANGE

CURRENT INVENTORY\*

1,105

**-49%**  
22 VS 19  
% CHANGE

**+8%**  
22 VS 21  
% CHANGE

62 Field Brook Road, Madison CT  
MLS: 170518231

\* Inventory as of 12/31

\*\*12 Month Median Selling Price Calculated From 1/1/22 - 12/31/22



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

YEAR TO DATE

	2019	2021	2022	19 VS 22 % CHANGE	21 VS 22 % CHANGE
CLOSED SALES	7,715	9,036	7,407	-4%	-18%
CLOSED SALES VOLUME	\$2,137,228,059	\$3,223,081,176	\$2,968,027,250	39%	-8%
AVERAGE SALE PRICE	\$277,022	\$356,693	\$400,706	45%	12%
MEDIAN SALE PRICE	\$239,000	\$300,000	\$334,000	40%	11%
INVENTORY	2,174	1,027	1,105	-49%	8%

## 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	7,715	9,036	7,407	-4%	-18%	1,105
0-\$400,000	6,635	6,639	4,894	-26%	-26%	695
\$400,001 - \$750,000	924	2,027	2,045	121%	1%	276
\$750,001 - \$1,000,000	76	225	276	263%	23%	72
\$1,000,001 - \$1,500,000	57	93	112	96%	20%	36
\$1,500,001+	23	52	80	248%	54%	26



106 Vista View Drive, Southbury CT  
MLS# 170535278

## 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	1/1/21-12/31/21	1/1/22-12/31/22	
NEW HAVEN COUNTY	1,105	8%	9,036	7,407	-18%	-8%	\$300,000	\$334,000	11%
Ansonia	27	23%	157	137	-13%	-1%	\$259,000	\$300,000	16%
Beacon Falls	10	67%	75	59	-21%	-4%	\$302,000	\$350,000	16%
Bethany	12	33%	90	61	-32%	-21%	\$405,000	\$485,000	20%
Branford	33	-33%	300	254	-15%	-1%	\$417,000	\$440,000	6%
Cheshire	45	15%	340	310	-9%	-1%	\$426,000	\$460,000	8%
Derby	16	60%	110	91	-17%	-16%	\$283,000	\$288,000	2%
East Haven	37	16%	340	258	-24%	-14%	\$270,000	\$300,000	11%
Guilford	37	-21%	360	297	-18%	-13%	\$481,000	\$545,000	13%
Hamden	114	37%	780	694	-11%	2%	\$270,000	\$307,000	14%
Madison	31	3%	347	269	-22%	-4%	\$560,000	\$625,000	12%
Meriden	61	-18%	640	550	-14%	-6%	\$235,000	\$255,000	9%
Middlebury	25	4%	139	103	-26%	1%	\$350,000	\$420,000	20%
Milford	89	35%	692	536	-23%	-6%	\$407,000	\$450,000	11%
Naugatuck	47	34%	456	339	-26%	-15%	\$255,000	\$287,000	13%
New Haven	59	2%	392	319	-19%	-20%	\$265,000	\$281,000	6%
North Branford	16	-6%	151	130	-14%	-3%	\$354,000	\$385,000	9%
North Haven	38	12%	320	275	-14%	-6%	\$350,000	\$385,000	10%
Orange	11	-42%	171	151	-12%	-9%	\$470,000	\$515,000	10%
Oxford	25	14%	156	123	-21%	-16%	\$450,000	\$461,000	2%
Prospect	11	-62%	98	109	11%	19%	\$325,000	\$335,000	3%
Seymour	23	0%	235	167	-29%	-21%	\$300,000	\$330,000	10%
Southbury	37	9%	240	177	-26%	-18%	\$465,000	\$507,000	9%
Wallingford	41	64%	416	359	-14%	-4%	\$303,000	\$335,000	11%
Waterbury	145	3%	1051	919	-13%	0%	\$197,000	\$225,000	14%
West Haven	65	51%	589	393	-33%	-28%	\$267,000	\$295,000	10%
Wolcott	31	-14%	271	197	-27%	-21%	\$295,000	\$320,000	8%
Woodbridge	19	-5%	120	130	8%	19%	\$500,000	\$573,000	15%
CONDOMINIUMS									
NEW HAVEN	286	13%	2,797	2,448	-12%	-2%	\$180,000	\$200,000	11%

*New Haven County*



270 Old Quarry Road, Guilford CT  
MLS# 170530507



AT A GLANCE

# Middlesex County

12-MONTH MEDIAN SELLING PRICE\*\*

**\$375K**

**+33%**  
22 VS 19  
% CHANGE

**+9%**  
22 VS 21  
% CHANGE

Q4 CLOSED SALES

**427**

**-17%**  
22 VS 19  
% CHANGE

**-31%**  
22 VS 21  
% CHANGE

Q4 CLOSED VOLUME

**\$197M**

**+16%**  
22 VS 19  
% CHANGE

**-29%**  
22 VS 21  
% CHANGE

CURRENT INVENTORY\*

**275**

**-67%**  
22 VS 19  
% CHANGE

**-3%**  
22 VS 21  
% CHANGE

\* Inventory as of 12/31

\*\*12 Month Median Selling Price Calculated From 1/1/22 - 12/31/22

75 South Main Street, Essex CT  
MLS: 170493410

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

YEAR TO DATE

	2019	2021	2022	19 VS 22 % CHANGE	21 VS 22 % CHANGE
CLOSED SALES	1,998	2,434	1,816	-9%	-25%
CLOSED SALES VOLUME	\$662,795,627	\$1,021,195,488	\$812,308,048	23%	-20%
AVERAGE SALE PRICE	\$331,730	\$419,554	\$447,306	35%	7%
MEDIAN SALE PRICE	\$283,000	\$345,000	\$375,000	33%	9%
INVENTORY	844	283	275	-67%	-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	1,998	2,434	1,816	-9%	-25%	275
0-\$400,000	1,589	1,538	1,036	-35%	-33%	103
\$400,001 - \$750,000	338	712	626	85%	-12%	113
\$750,001 - \$1,000,000	38	97	84	121%	-13%	29
\$1,000,001 - \$1,500,000	22	59	44	100%	-25%	11
\$1,500,001+	11	28	26	136%	-7%	19



7 Merriwold Lane, Deep River CT  
-MLS#170528046

## 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	1/1/21-12/31/21	1/1/22-12/31/22	
MIDDLESEX	275	-3%	2,434	1,816	-25%	-20%	\$345,000	\$375,000	9%	
Chester	5	-44%	48	44	-8%	-12%	\$427,000	\$450,000	5%	
Clinton	14	0%	243	151	-38%	-29%	\$375,000	\$395,000	5%	
Cromwell	15	-6%	151	117	-23%	-5%	\$325,000	\$374,000	15%	
Deep River	11	10%	69	29	-58%	-49%	\$320,000	\$355,000	11%	
Durham	13	86%	103	68	-34%	-31%	\$410,000	\$400,000	-2%	
East Haddam	14	-52%	176	142	-19%	-3%	\$305,000	\$340,000	11%	
East Hampton	66	5%	244	196	-20%	-9%	\$310,000	\$370,000	19%	
Essex	23	28%	145	93	-36%	-29%	\$500,000	\$565,000	13%	
Haddam	19	138%	132	103	-22%	-18%	\$376,000	\$399,000	6%	
Killingworth	10	11%	112	85	-24%	-4%	\$461,000	\$455,000	-1%	
Middlefield	1	-88%	51	50	-2%	14%	\$282,000	\$308,000	9%	
Middletown	38	-19%	503	401	-20%	-16%	\$280,000	\$303,000	8%	
Old Saybrook	23	-21%	205	143	-30%	-35%	\$483,000	\$550,000	14%	
Portland	11	22%	130	119	-8%	1%	\$290,000	\$335,000	16%	
Westbrook	12	71%	122	75	-39%	-37%	\$425,000	\$475,000	12%	
<b>CONDOMINIUMS</b>										
MIDDLESEX	36	-23%	536	463	-14%	-13%	\$166,000	\$181,000	9%	



86 Main Street, East Haddam CT  
MLS#170516570



54 Shore Road, Waterford CT  
MLS# 170532502

AT A GLANCE

# New London County

12-MONTH MEDIAN SELLING PRICE\*\*

\$320K

+34%  
22 VS 19  
% CHANGE

+7%  
22 VS 21  
% CHANGE

Q4 CLOSED SALES

707

-13%  
22 VS 19  
% CHANGE

-24%  
22 VS 21  
% CHANGE

Q4 CLOSED VOLUME

\$267M

+21%  
22 VS 19  
% CHANGE

-21%  
22 VS 21  
% CHANGE

CURRENT INVENTORY\*

386

-64%  
22 VS 19  
% CHANGE

-7%  
22 VS 21  
% CHANGE

\* Inventory as of 12/31

\*\*12 Month Median Selling Price Calculated From 1/1/22 - 12/31/22



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

YEAR TO DATE

	2019	2021	2022	19 VS 21 % CHANGE	21 VS 22 % CHANGE
CLOSED SALES	3,269	3,647	3,017	-8%	-17%
CLOSED SALES VOLUME	\$881,578,151	\$1,319,473,531	\$1,162,779,200	32%	-12%
AVERAGE SALE PRICE	\$269,678	\$361,797	\$385,409	43%	7%
MEDIAN SALE PRICE	\$238,000	\$299,000	\$320,000	34%	7%
INVENTORY	1,086	414	386	-64%	-7%

## 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	3,269	3,647	3,017	-8%	-17%	386
0-\$400,000	2,834	2,726	2,099	-26%	-23%	202
\$400,001 - \$750,000	372	724	730	96%	1%	114
\$750,001 - \$1,000,000	33	102	106	221%	4%	30
\$1,000,001 - \$1,500,000	21	51	49	133%	-4%	12
\$1,500,001+	9	44	33	267%	-25%	28



5-1 Pilgrim Landing Road, Old Lyme CT  
MLS# 170453310

## 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	1/1/21-12/31/21	1/1/22-12/31/22	
NEW LONDON	386	-7%	3,647	3,017	-17%	-12%	\$299,000	\$320,000	7%
Bozrah	11	-	31	15	-52%	-41%	\$270,000	\$330,000	22%
Colchester	28	0%	225	217	-4%	14%	\$309,000	\$377,000	22%
East Lyme	25	-42%	281	246	-12%	-14%	\$390,000	\$407,000	4%
Franklin	2	0%	27	23	-15%	-13%	\$290,000	\$300,000	3%
Griswold	11	-42%	149	117	-21%	-16%	\$272,000	\$293,000	8%
Groton	41	58%	386	311	-19%	-7%	\$300,000	\$326,000	9%
Lebanon	9	-25%	115	87	-24%	-13%	\$285,000	\$345,000	21%
Ledyard	35	67%	300	266	-11%	-5%	\$298,000	\$324,000	9%
Lisbon	7	0%	74	69	-7%	5%	\$259,000	\$300,000	16%
Lyme	9	-10%	45	33	-27%	-25%	\$678,000	\$819,000	21%
Montville	24	-8%	315	232	-26%	-19%	\$260,000	\$285,000	10%
New London	25	-7%	191	184	-4%	3%	\$235,000	\$257,000	9%
North Stonington	10	-38%	77	70	-9%	-13%	\$380,000	\$360,000	-5%
Norwich	54	-18%	441	395	-10%	1%	\$200,000	\$230,000	15%
Old Lyme	15	-52%	165	126	-24%	-26%	\$480,000	\$516,000	8%
Preston	5	-55%	69	69	0%	5%	\$290,000	\$305,000	5%
Salem	7	40%	63	55	-13%	-12%	\$353,000	\$339,000	-4%
Sprague	4	-43%	35	22	-37%	-30%	\$245,000	\$278,000	13%
Stonington	32	39%	243	191	-21%	-15%	\$440,000	\$448,000	2%
Valuntown	1	-67%	39	33	-15%	7%	\$300,000	\$317,000	6%
Waterford	31	0%	376	256	-32%	-28%	\$309,000	\$330,000	7%
<b>CONDOMINIUMS</b>									
NEW LONDON	57	4%	660	565	-14%	-14%	\$166,000	\$190,000	14%

*New London County*



83 Joshuatown Road, Lyme CT  
MLS# 170503659



AT A GLANCE

# Litchfield County

12-MONTH MEDIAN SELLING PRICE\*\*

**\$345K**

**+44%**  
22 VS 19  
% CHANGE

**+7%**  
22 VS 21  
% CHANGE

Q4 CLOSED SALES

**538**

**-15%**  
22 VS 19  
% CHANGE

**-24%**  
22 VS 21  
% CHANGE

Q4 CLOSED VOLUME

**\$264M**

**+38%**  
22 VS 19  
% CHANGE

**-10%**  
22 VS 21  
% CHANGE

CURRENT INVENTORY\*

**469**

**-62%**  
22 VS 19  
% CHANGE

**-14%**  
22 VS 21  
% CHANGE

\* Inventory as of 12/31

\*\*12 Month Median Selling Price Calculated From 1/1/22 - 12/31/22

11 Oak Point Club, New Milford CT  
MLS: 170529364

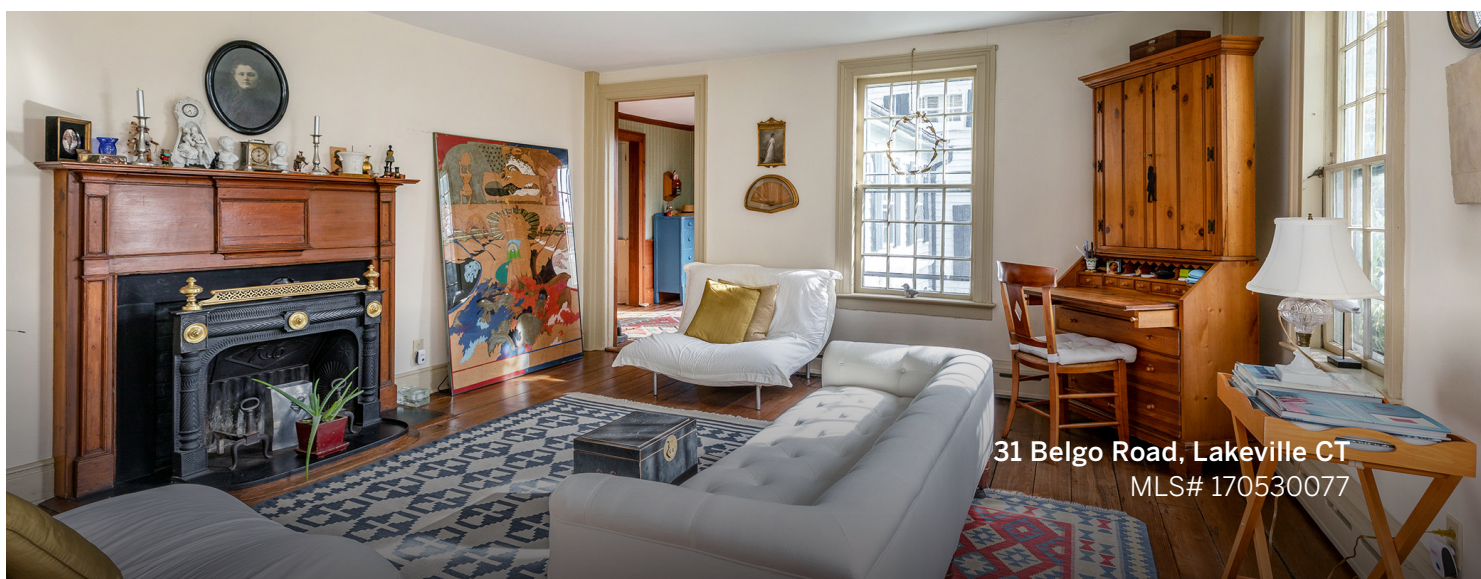
## Closed Sales, Average and Median Sale Price & Inventory (Single Family)

YEAR TO DATE

	2019	2021	2022	19 VS 22 % CHANGE	21 VS 22 % CHANGE
CLOSED SALES	2,370	2,791	2,319	-2%	-17%
CLOSED SALES VOLUME	\$739,517,444	\$1,246,253,827	\$1,121,321,134	52%	-10%
AVERAGE SALE PRICE	\$312,033	\$446,526	\$483,536	55%	8%
MEDIAN SALE PRICE	\$239,000	\$321,000	\$345,000	44%	7%
INVENTORY	1,231	547	469	-62%	-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	2,370	2,791	2,319	-2%	-17%	469
0-\$400,000	1,987	1,810	1,427	-28%	-21%	210
\$400,001 - \$750,000	260	714	615	137%	-14%	126
\$750,001 - \$1,000,000	51	109	124	143%	14%	43
\$1,000,001 - \$2,000,000	55	101	96	75%	-5%	39
\$2,000,001+	17	57	57	235%	0%	51



31 Belgo Road, Lakeville CT  
MLS# 170530077

## 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	1/1/21-12/31/21	1/1/22-12/31/22	
LITCHFIELD COUNTY	469	-14%	2,791	2,319	-17%	-10%	\$321,000	\$345,000	7%
Barkhamsted	10	-17%	42	49	17%	52%	\$319,000	\$355,000	11%
Bethlehem	16	7%	49	51	4%	19%	\$410,000	\$430,000	5%
Bridgewater	9	13%	30	31	3%	-8%	\$660,000	\$616,000	-7%
Canaan, North Canaan	19	-30%	57	56	-2%	3%	\$275,000	\$322,000	17%
Colebrook	4	-20%	22	22	0%	42%	\$315,000	\$418,000	33%
Cornwall	9	13%	31	18	-42%	3%	\$515,000	\$800,000	55%
Goshen	23	-15%	63	51	-19%	4%	\$480,000	\$600,000	25%
Harwinton	13	-24%	92	71	-23%	-21%	\$345,000	\$340,000	-1%
Kent	22	69%	48	33	-31%	-38%	\$572,000	\$616,000	8%
Litchfield	22	-29%	127	98	-23%	9%	\$390,000	\$495,000	27%
Morris	5	-50%	38	30	-21%	-17%	\$449,000	\$375,000	-16%
New Hartford	18	38%	98	99	1%	10%	\$330,000	\$375,000	14%
New Milford	52	-10%	416	310	-25%	-22%	\$400,000	\$420,000	5%
Norfolk	6	-40%	28	23	-18%	65%	\$325,000	\$409,000	26%
Plymouth	25	67%	174	162	-7%	7%	\$233,000	\$254,000	9%
Roxbury	8	-64%	55	37	-33%	-43%	\$1,048,000	\$769,000	-27%
Salisbury	26	18%	87	58	-33%	-27%	\$700,000	\$818,000	17%
Sharon	8	-38%	59	41	-31%	-1%	\$475,000	\$650,000	37%
Thomaston	9	-53%	87	89	2%	21%	\$235,000	\$280,000	19%
Torrington	64	3%	476	386	-19%	-7%	\$200,000	\$235,000	18%
Warren	8	-33%	24	14	-42%	-16%	\$443,000	\$471,000	6%
Washington	19	-39%	68	52	-24%	-3%	\$734,000	\$770,000	5%
Watertown	37	32%	285	269	-6%	1%	\$278,000	\$297,000	7%
Winchester	22	-41%	166	149	-10%	-11%	\$230,000	\$226,000	-2%
Woodbury	15	-53%	169	120	-29%	-20%	\$496,000	\$522,000	5%
<b>CONDOMINIUMS</b>									
LITCHFIELD COUNTY	53	-10%	490	420	-14%	3%	\$145,000	\$175,000	21%

*Litchfield County*



30 Skyline Ridge Road, Bridgewater CT  
MLS# 170538349



AT A GLANCE

# Hartford County

12-MONTH MEDIAN SELLING PRICE\*\*

\$315K

**+36%**  
22 VS 19  
% CHANGE

**+9%**  
22 VS 21  
% CHANGE

Q4 CLOSED SALES

1,680

**-20%**  
22 VS 19  
% CHANGE

**-34%**  
22 VS 21  
% CHANGE

Q4 CLOSED VOLUME

\$591M

**+8%**  
22 VS 19  
% CHANGE

**-29%**  
22 VS 21  
% CHANGE

CURRENT INVENTORY\*

804

**-65%**  
22 VS 19  
% CHANGE

**-9%**  
22 VS 21  
% CHANGE

\* Inventory as of 12/31

\*\*12 Month Median Selling Price Calculated From 1/1/22 - 12/31/22

17 Cobtail Way, Simsbury CT  
MLS# 170527215



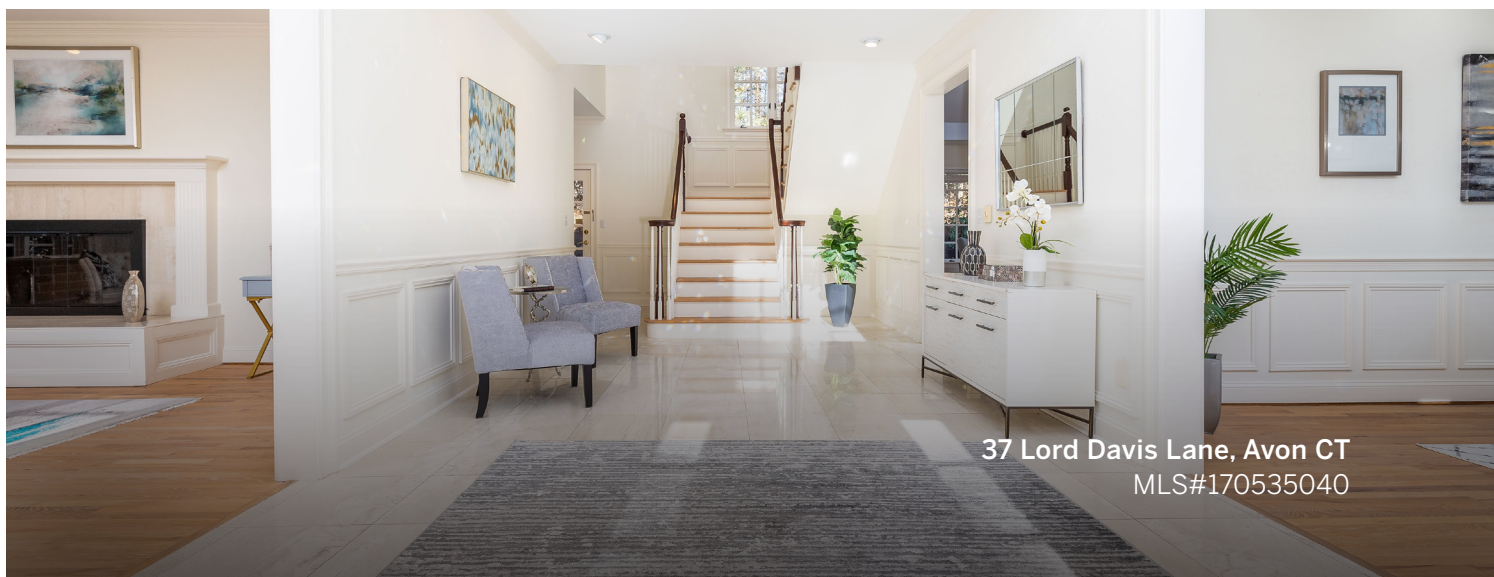
## Closed Sales, Average and Median Sale Price & Inventory (Single Family)

YEAR TO DATE

	2019	2021	2022	19 VS 22 % CHANGE	21 VS 22 % CHANGE
CLOSED SALES	8,672	9,876	8,033	-7%	-19%
CLOSED SALES VOLUME	\$2,329,102,783	\$3,306,970,490	\$2,911,068,175	25%	-12%
AVERAGE SALE PRICE	\$268,577	\$334,849	\$362,389	35%	8%
MEDIAN SALE PRICE	\$232,000	\$288,000	\$315,000	36%	9%
INVENTORY	2,309	888	804	-65%	-9%

## 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	8,672	9,876	8,033	-7%	-19%	804
0-\$300,000	6,151	5,348	3,748	-39%	-30%	368
\$300,001 - \$500,000	1,915	3,261	3,020	58%	-7%	246
\$500,001 - \$700,000	451	868	794	76%	-9%	97
\$700,001 - \$1,000,000	129	319	385	198%	21%	51
\$1,000,001+	26	80	86	231%	8%	42



## Single Family Home Sales by Community

TOWNS	INVENTORY		YEAR-TO-DATE UNIT SALES			YEAR-TO-DATE DOLLAR VOLUME	12 MONTH MEDIAN SELLING PRICE		
		% CHANGE		% CHANGE	% CHANGE			% CHANGE	
	YTD 2022	YTD 21 VS YTD 22	YTD 2021	YTD 2022	YTD 21 VS YTD 22	YTD 21 VS YTD 22	1/1/21-12/31/21	1/1/22-12/31/22	
<b>HARTFORD COUNTY</b>	804	-9%	9,876	8,033	-19%	-12%	\$288,000	\$315,000	9%
Avon	28	27%	297	246	-17%	-11%	\$520,000	\$573,000	10%
Berlin	17	-23%	230	169	-27%	-20%	\$321,000	\$352,000	10%
Bloomfield	23	21%	234	198	-15%	-8%	\$250,000	\$288,000	15%
Bristol	83	8%	698	672	-4%	6%	\$250,000	\$270,000	8%
Burlington	17	-29%	166	135	-19%	-5%	\$391,000	\$460,000	18%
Canton	14	-18%	140	122	-13%	-9%	\$360,000	\$388,000	8%
East Granby	5	-64%	71	79	11%	21%	\$330,000	\$351,000	6%
East Hartford	47	-15%	593	482	-19%	-11%	\$215,000	\$238,000	11%
East Windsor	30	-9%	128	104	-19%	-16%	\$287,000	\$296,000	3%
Enfield	34	-8%	548	469	-14%	-9%	\$237,000	\$260,000	10%
Farmington	19	-37%	335	246	-27%	-25%	\$428,000	\$429,000	0%
Glastonbury	50	16%	490	343	-30%	-23%	\$425,000	\$475,000	12%
Granby	28	115%	174	123	-29%	-27%	\$376,000	\$400,000	6%
Hartford	49	-11%	286	264	-8%	-7%	\$200,000	\$216,000	8%
Hartland	0	-100%	28	14	-50%	-46%	\$315,000	\$363,000	15%
Manchester	36	-42%	662	521	-21%	-15%	\$240,000	\$265,000	10%
Marlborough	12	-8%	114	88	-23%	-20%	\$336,000	\$350,000	4%
New Britain	48	-11%	501	388	-23%	-12%	\$202,000	\$231,000	14%
Newington	11	-58%	375	329	-12%	-3%	\$268,000	\$300,000	12%
Plainville	18	-10%	218	172	-21%	-12%	\$240,000	\$265,000	10%
Rocky Hill	12	33%	163	123	-25%	-16%	\$350,000	\$370,000	6%
Simsbury	20	-26%	396	320	-19%	-10%	\$400,000	\$433,000	8%
South Windsor	20	-17%	343	281	-18%	-9%	\$330,000	\$365,000	11%
Southington	32	-22%	627	450	-28%	-20%	\$330,000	\$367,000	11%
Suffield	22	-8%	199	166	-17%	-6%	\$389,000	\$453,000	16%
West Hartford	50	-2%	889	758	-15%	-7%	\$365,000	\$400,000	10%
Wethersfield	29	-9%	437	328	-25%	-16%	\$291,000	\$325,000	12%
Windsor	27	-10%	382	307	-20%	-10%	\$275,000	\$310,000	13%
Windsor Locks	23	109%	152	136	-11%	-6%	\$235,000	\$249,000	6%
<b>CONDOMINIUMS AND COOPERATIVES</b>									
Hartford County	174	-11%	2,838	2,319	-18%	-8%	\$180,000	\$205,000	14%

*Hartford County*



49 Mountain Spring Road, Farmington CT  
MLS: 170492572



7 Prospect Hill Road, Stockbridge MA  
MLS: 239285

AT A GLANCE

# Berkshire County

12-MONTH MEDIAN SELLING PRICE\*\*

\$320K

+45%  
22 VS 19  
% CHANGE

+3%  
22 VS 21  
% CHANGE

Q4 CLOSED SALES

335

-17%  
22 VS 19  
% CHANGE

-29%  
22 VS 21  
% CHANGE

Q4 CLOSED VOLUME

\$159M

+41%  
22 VS 19  
% CHANGE

-23%  
22 VS 21  
% CHANGE

CURRENT INVENTORY\*

201

-71%  
22 VS 19  
% CHANGE

-21%  
22 VS 21  
% CHANGE

\* Inventory as of 12/31

\*\*12 Month Median Selling Price Calculated From 1/1/22 - 12/31/22

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

YEAR TO DATE

	2019	2021	2022	19 VS 22 % CHANGE	21 VS 22 % CHANGE
CLOSED SALES	1,437	1,571	1,331	-7%	-15%
CLOSED SALES VOLUME	\$408,298,972	\$683,003,279	\$615,542,251	51%	-10%
AVERAGE SALE PRICE	\$284,133	\$434,757	\$462,466	63%	6%
MEDIAN SALE PRICE	\$220,000	\$305,000	\$325,000	48%	7%
INVENTORY	691	255	201	-71%	-21%

## 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	1,437	1,571	1,331	-7%	-15%	201
0-\$400,000	1,190	1,029	829	-30%	-19%	89
\$400,001 - \$750,000	192	371	340	77%	-8%	48
\$750,001 - \$1,000,000	29	82	72	148%	-12%	18
\$1,000,001 - \$1,500,000	17	43	43	153%	0%	12
\$1,500,001+	9	46	47	422%	2%	34



## 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	1/1/21-12/31/21	1/1/22-12/31/22	
BERKSHIRE COUNTY	201	-21%	1571	1331	-15%	-10%	\$305,000	\$325,000	7%
Adams	12	-14%	87	78	-10%	-17%	\$205,000	\$199,000	-3%
Alford	2	-33%	10	13	30%	54%	\$843,000	\$1,289,000	53%
Becket	7	17%	49	49	0%	6%	\$293,000	\$315,000	8%
Cheshire	1	0%	44	31	-30%	-20%	\$266,000	\$316,000	19%
Clarksburg	5	400%	14	17	21%	15%	\$204,000	\$244,000	20%
Dalton	7	0%	75	52	-31%	-29%	\$263,000	\$275,000	5%
Egremont	8	0%	33	30	-9%	-7%	\$605,000	\$781,000	29%
Florida	1	0%	8	10	25%	49%	\$116,000	\$182,000	57%
Gt. Barrington	20	-52%	113	97	-14%	-14%	\$520,000	\$500,000	-4%
Hancock	0	-100%	5	5	0%	-4%	\$400,000	\$401,000	0%
Hinsdale	0	-100%	17	23	35%	26%	\$458,000	\$460,000	0%
Lanesborough	8	14%	48	40	-17%	5%	\$288,000	\$278,000	-3%
Lee	10	-23%	67	42	-37%	-32%	\$350,000	\$365,000	4%
Lenox	12	-20%	80	53	-34%	-17%	\$552,000	\$625,000	13%
Monterey	4	-33%	26	19	-27%	-16%	\$660,000	\$825,000	25%
Mt. Washington	1	-67%	5	4	-20%	-3%	\$878,000	\$665,000	-24%
New Ashford	0	-100%	5	5	0%	46%	\$215,000	\$333,000	55%
New Marlborough	6	-33%	28	22	-21%	16%	\$580,000	\$753,000	30%
North Adams	15	-6%	107	86	-20%	-8%	\$189,000	\$193,000	2%
Otis	8	14%	43	33	-23%	-31%	\$376,000	\$435,000	16%
Peru	1	-	8	4	-50%	-43%	\$221,000	\$335,000	52%
Pittsfield	35	9%	449	401	-11%	4%	\$237,000	\$265,000	12%
Richmond	4	-43%	30	22	-27%	-23%	\$545,000	\$545,000	0%
Sandisfield	2	-50%	16	17	6%	1%	\$450,000	\$375,000	-17%
Savoy	3	200%	4	6	50%	126%	\$249,000	\$318,000	28%
Sheffield	8	-33%	47	33	-30%	-46%	\$515,000	\$489,000	-5%
Stockbridge	7	-13%	44	31	-30%	-49%	\$750,000	\$594,000	-21%
Tyringham	0	-100%	4	9	125%	265%	\$651,000	\$655,000	1%
Washington	2	-	5	6	20%	21%	\$398,000	\$408,000	3%
West Stockbridge	6	-33%	26	26	0%	-2%	\$649,000	\$554,000	-15%
Williamstown	5	-50%	68	55	-19%	-2%	\$390,000	\$426,000	9%
Windsor	1	-67%	6	12	100%	151%	\$335,000	\$398,000	19%
<b>CONDOMINIUMS</b>									
BERKSHIRE COUNTY	29	38%	203	156	-23%	-22%	\$270,000	\$294,000	9%



227 Konkapot Rd, New Marlborough MA  
MLS# 238463



40 Old Corner Road, Bedford NY  
MLS: 6224384



William Pitt  
Julia B Fee

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