

MARKET UPDATE



The logo features the text "NATIONAL NEWS" in a bold, white, sans-serif font. The text is centered and overlaid on a dark blue background that contains a stylized, light blue map of the world. The map shows the continents in a lighter shade of blue against the darker background. The entire graphic is contained within a white, rounded rectangular frame with a slight drop shadow.

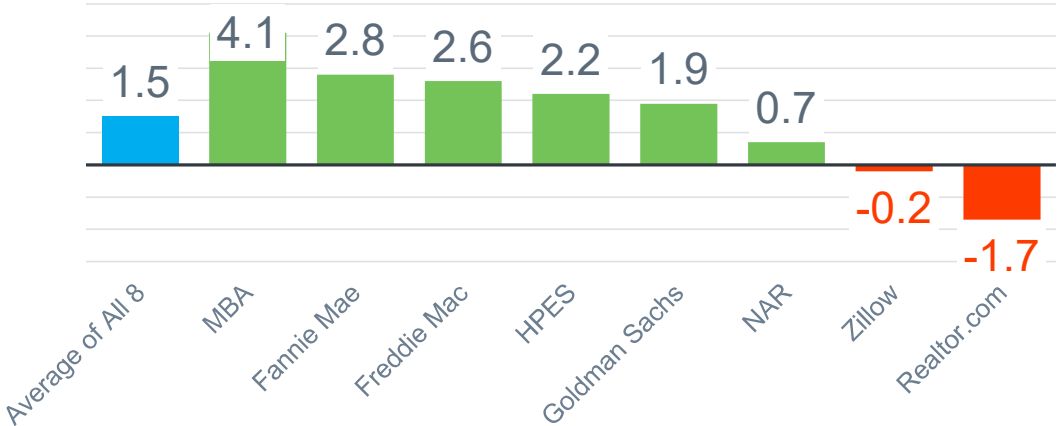
NATIONAL NEWS



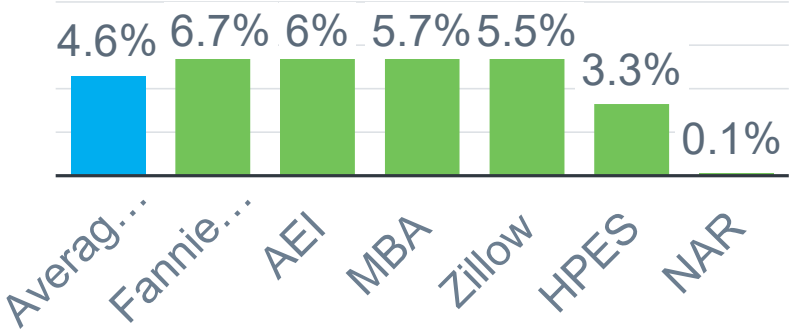
2024 Forecasts

2024 Home Price Forecasts

Percent Appreciation/Depreciation as of 11/30/2023

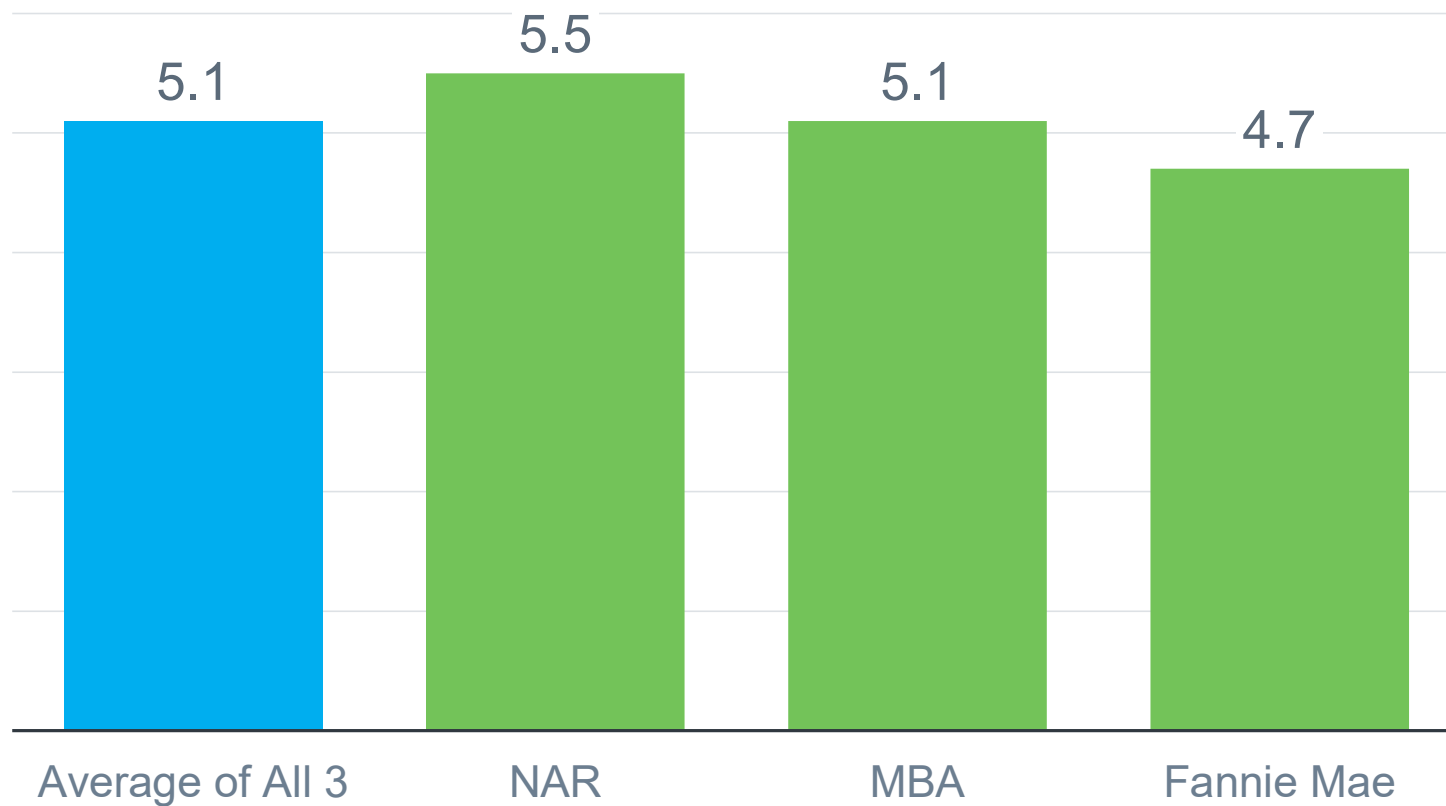


2023 Year-End Home Price Forecasts



2024 Total Home Sales Forecasts

Combined Existing and New Home Sales as of 11/30/2023

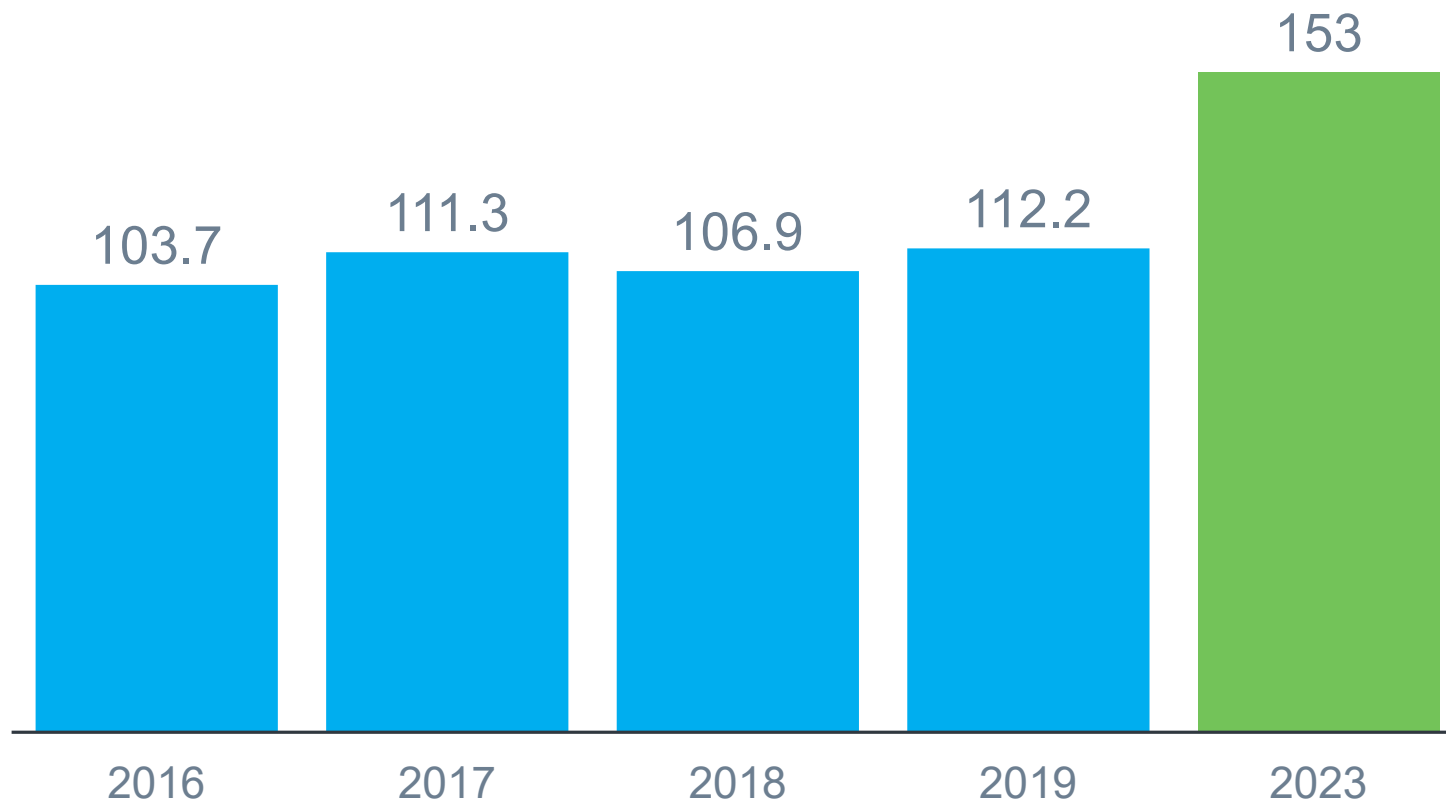




Buyer Demand

Showing Traffic Above Pre-Pandemic Numbers

Showing Index for September



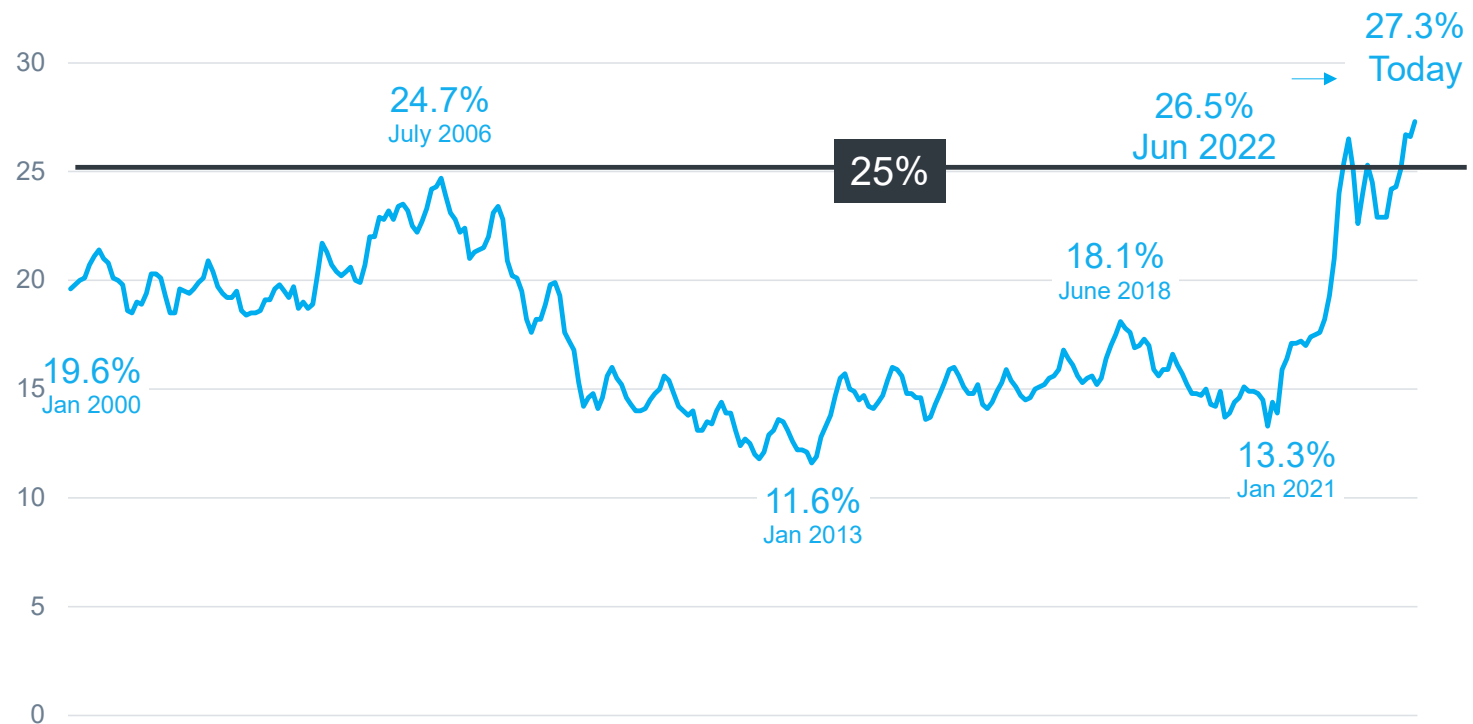
Source: ShowingTime



Affordability

Mortgage Payment to Income Ratio (2000-2023)

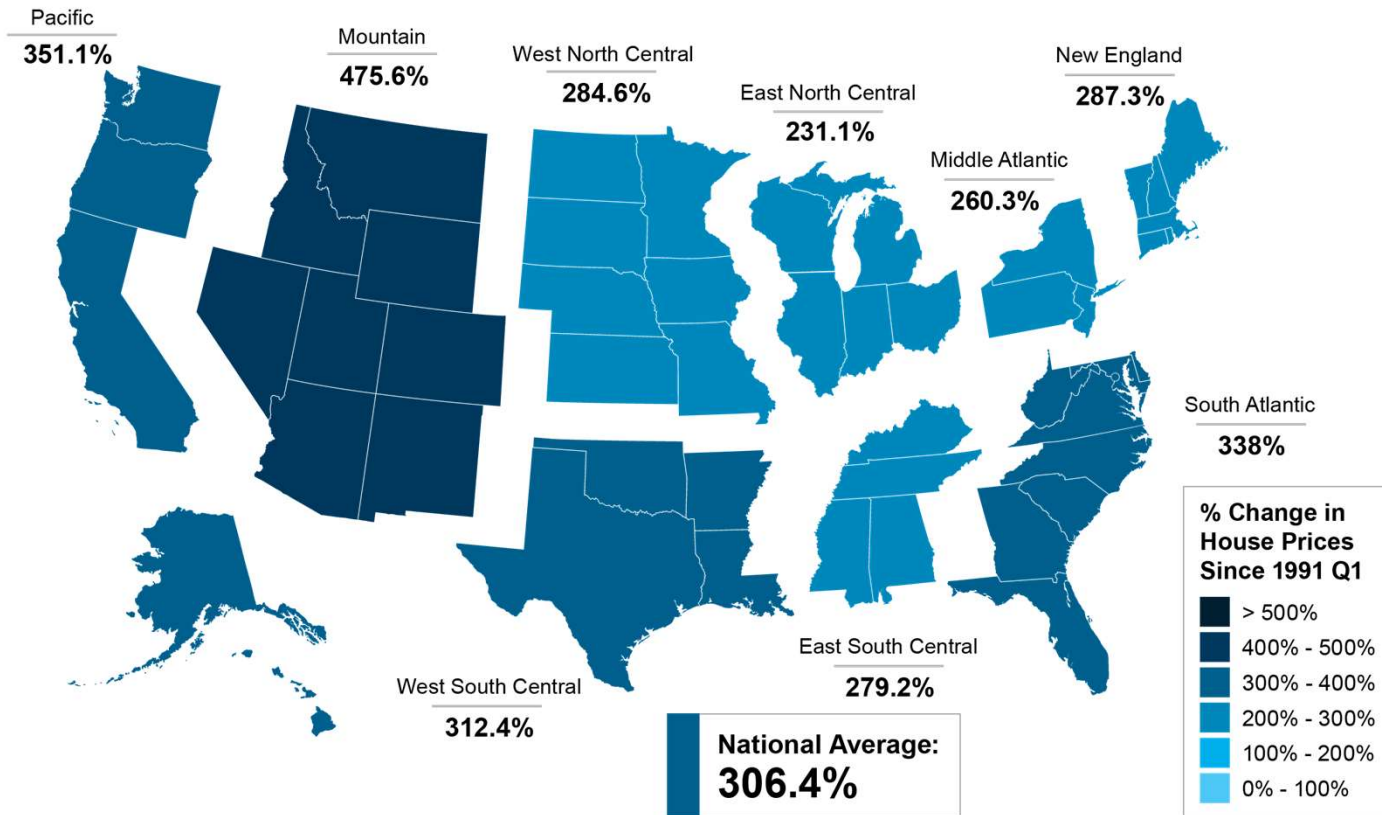
Assumes a 30-Year Fixed Rate Mortgage With a 20% Down Payment on a Median-Priced Home With a Median Income (P&I Payment to Income)



Source: NAR

Percent Change in Home Prices

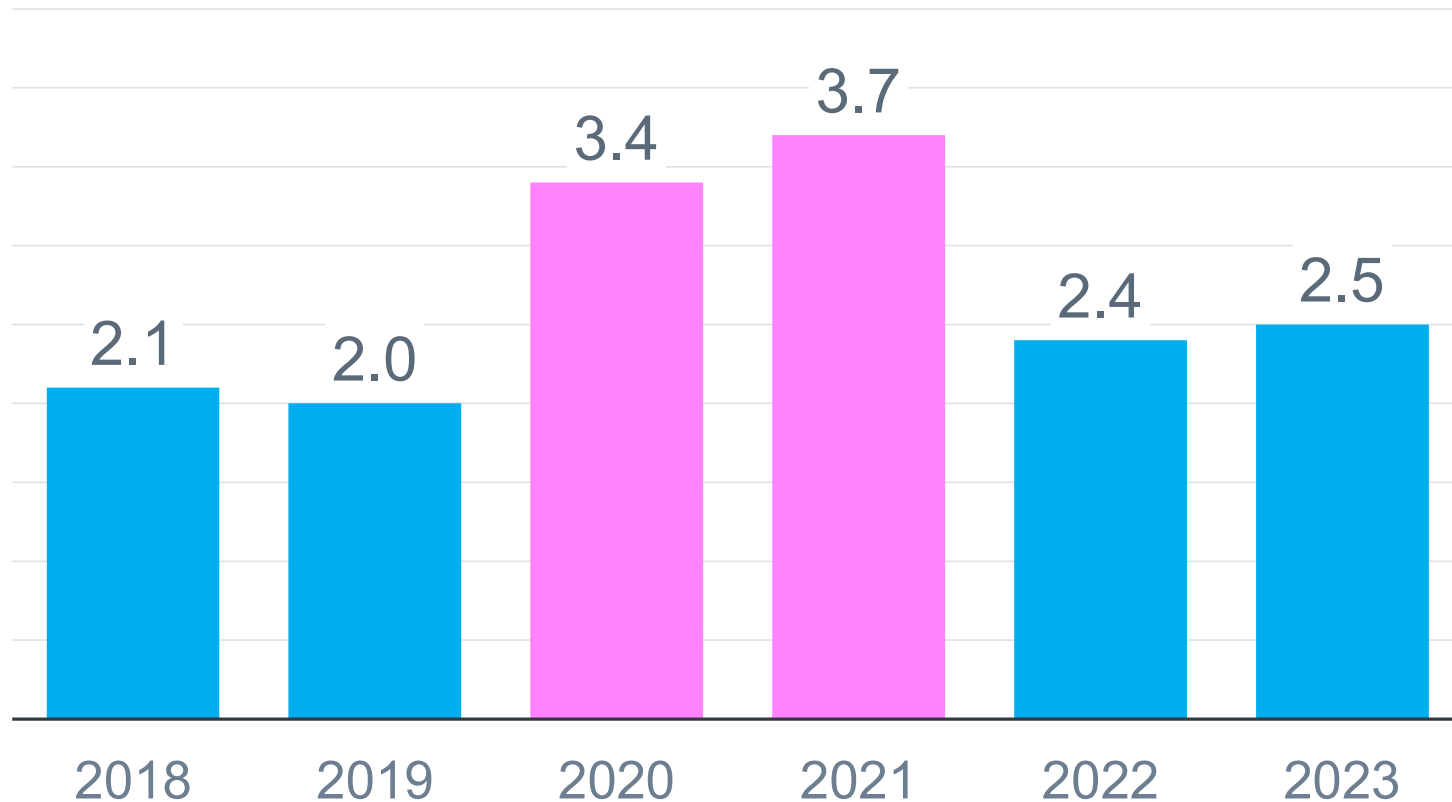
Since Quarter 1 1991, Quarter 3 2023



Source: FHFA

Average Number of Offers Received on the Most Recent Closed Sale

Each October



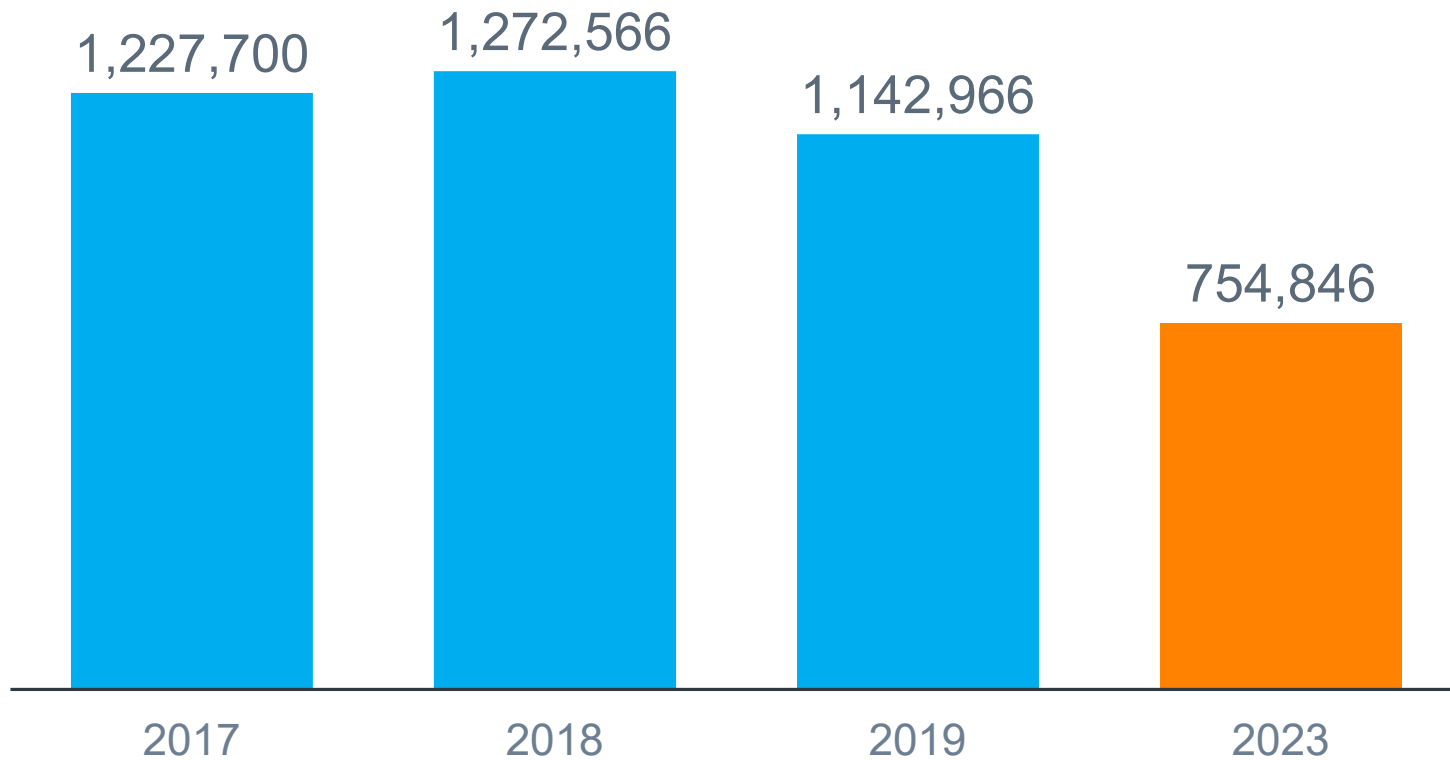
Source: NAR



Inventory

Active Listing Count

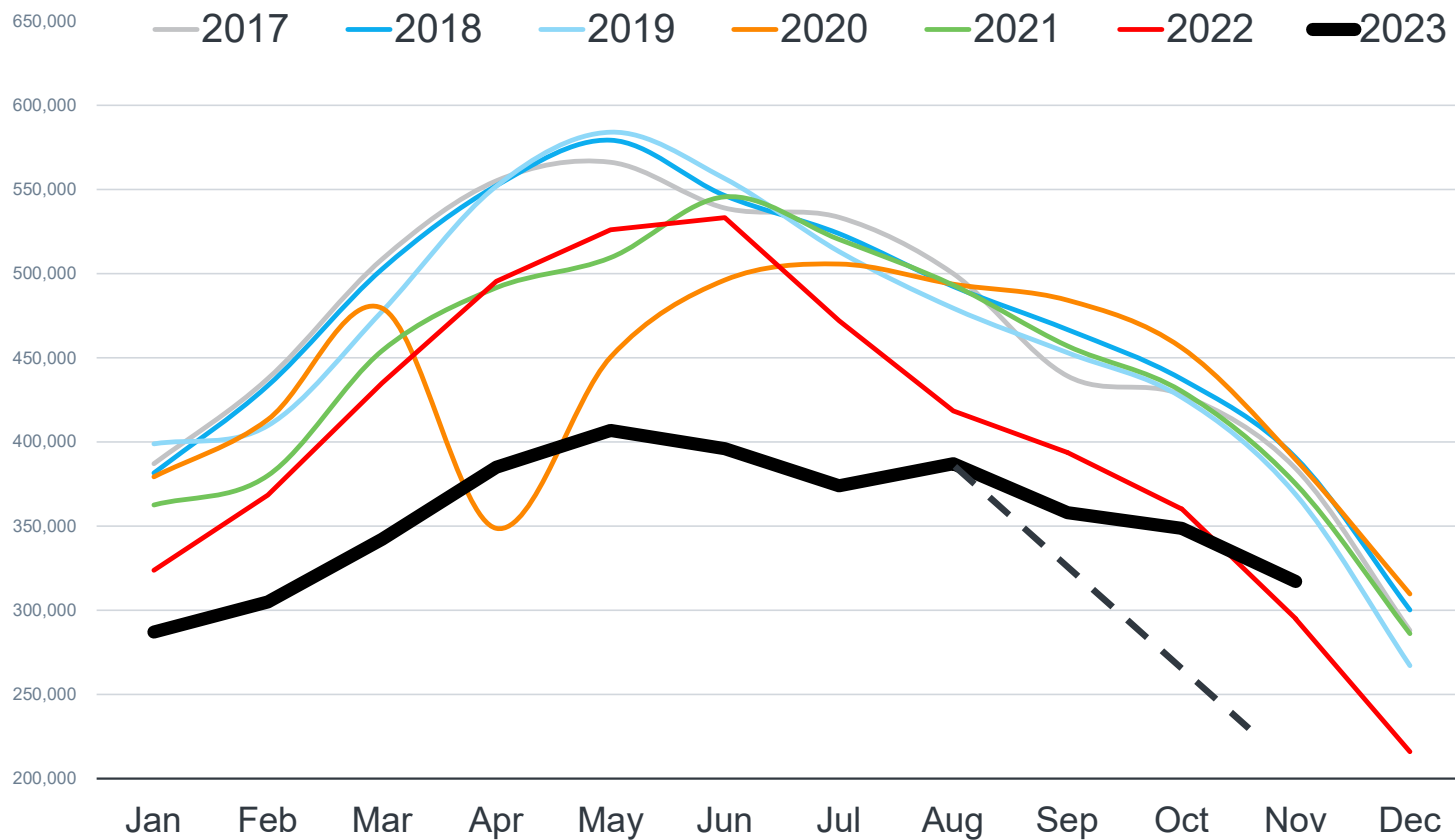
November of Each Year



Source: Realtor.com

New Listings Stabilizing

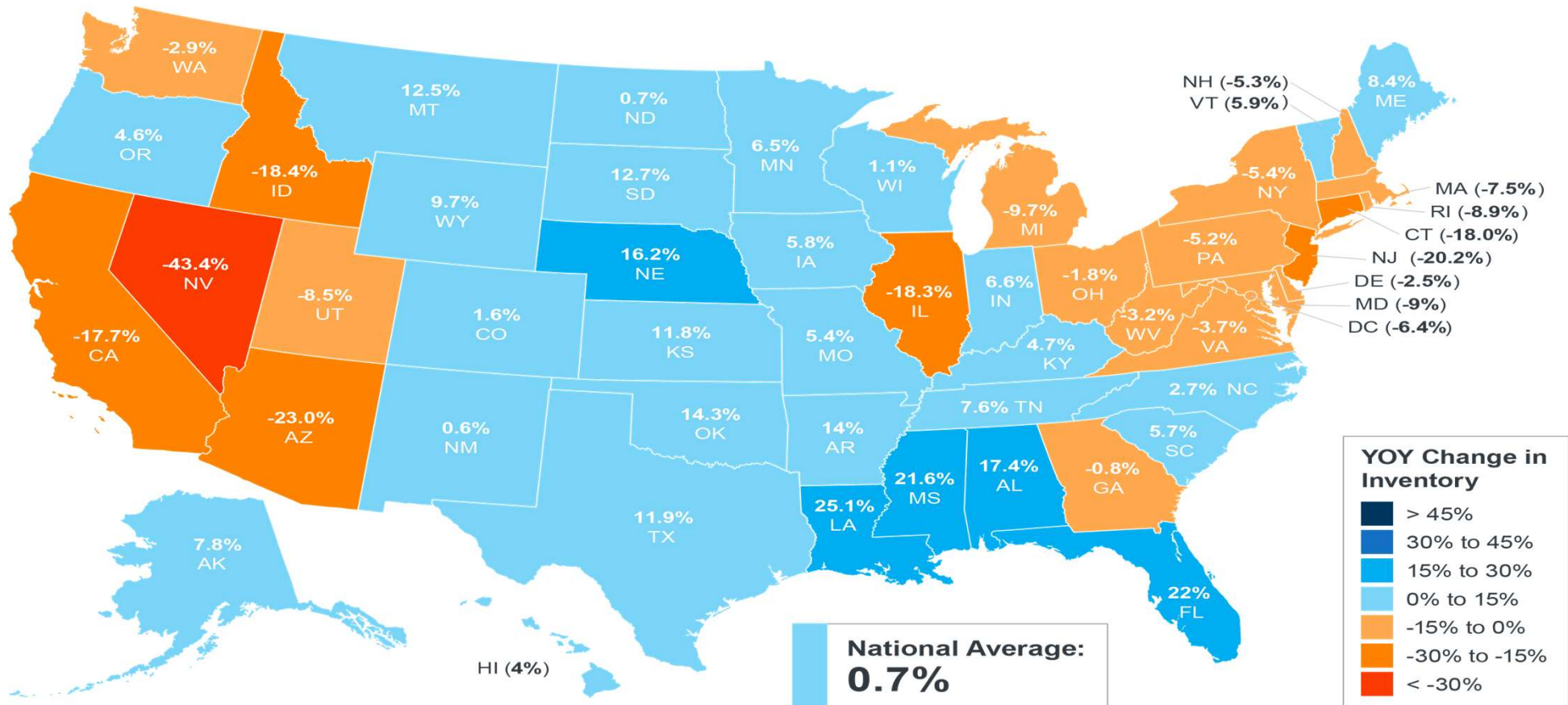
Monthly Counts



Source: Realtor.com

Change in Inventory

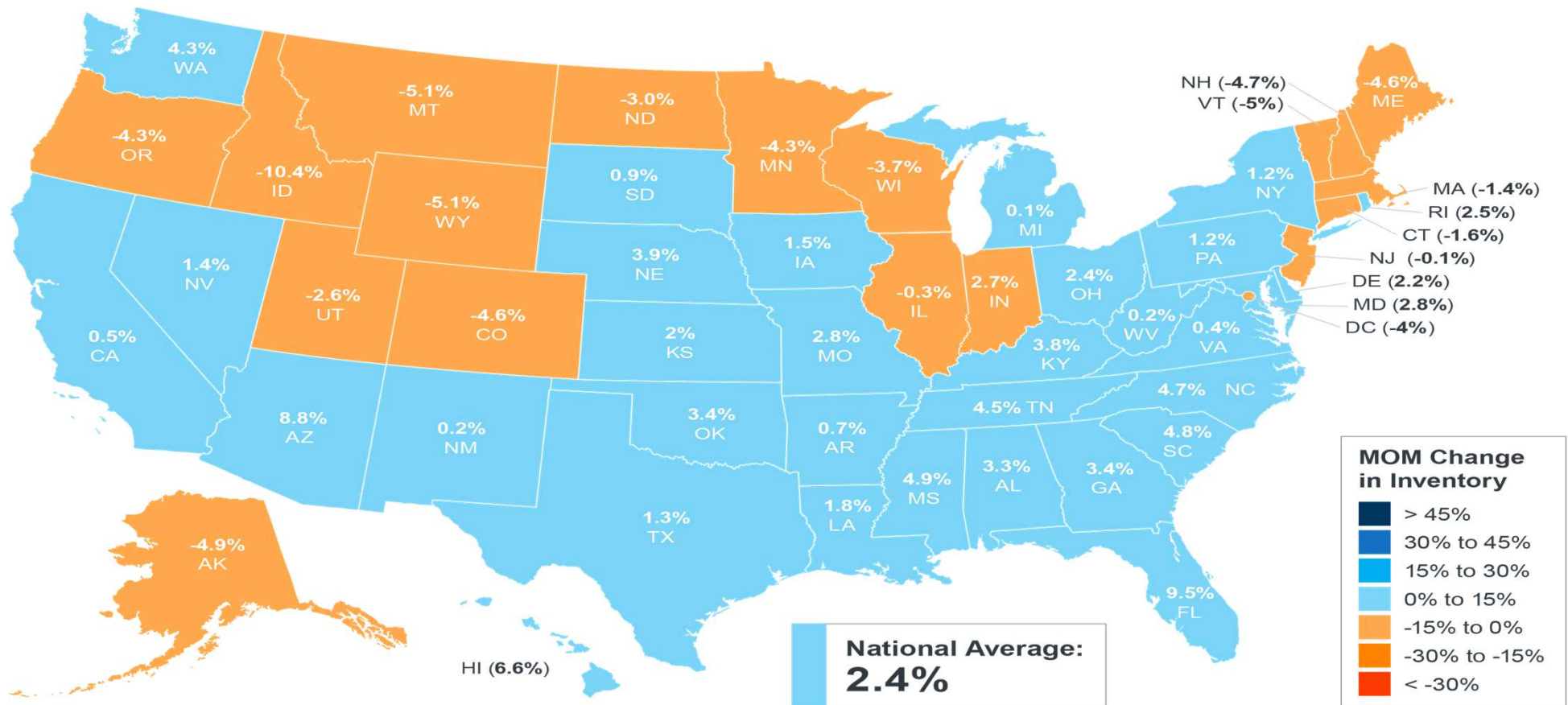
Year-Over-Year, November 2023



Source: Realtor.com

Change in Inventory

Month-Over-Month, November 2023

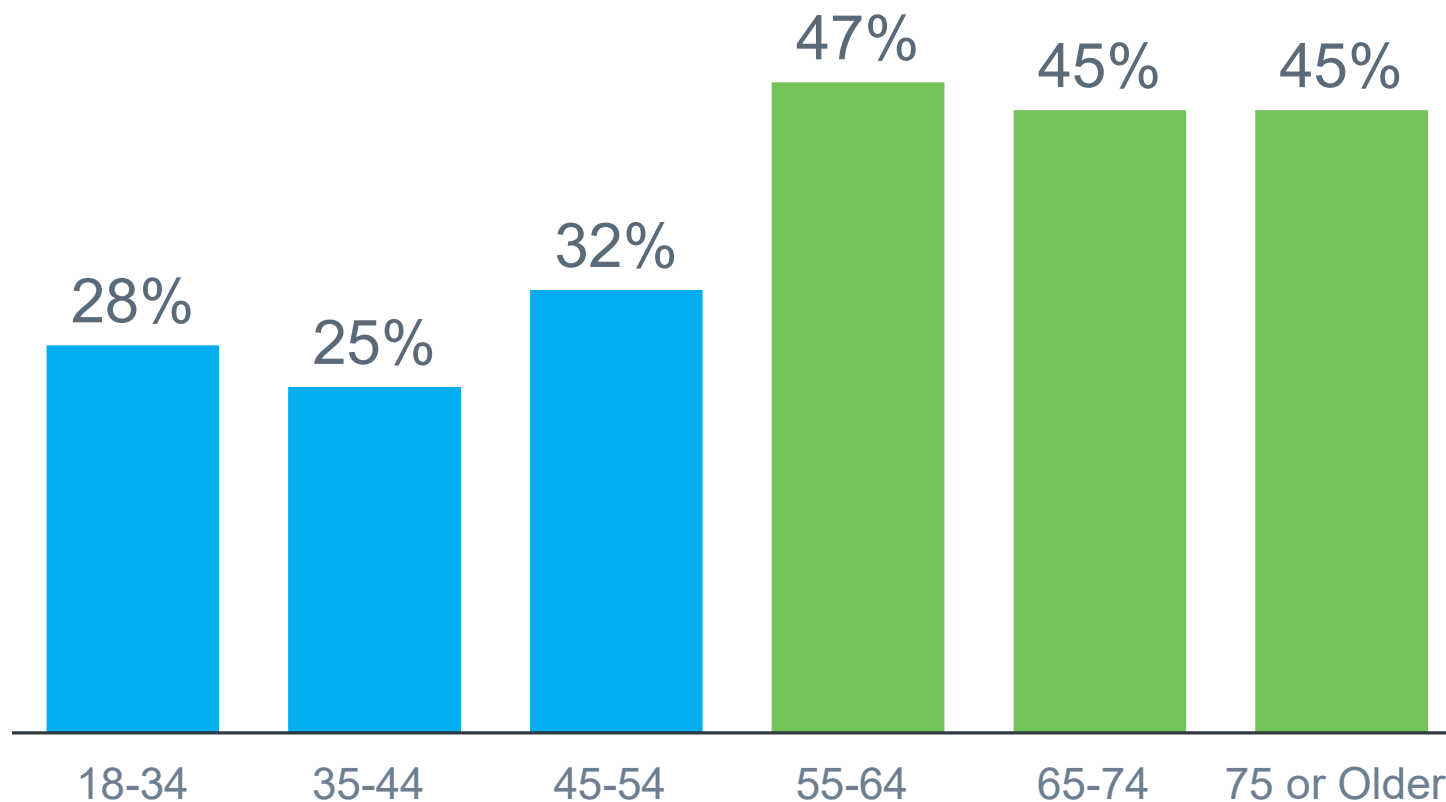


Source: Realtor.com



Listing Opportunities

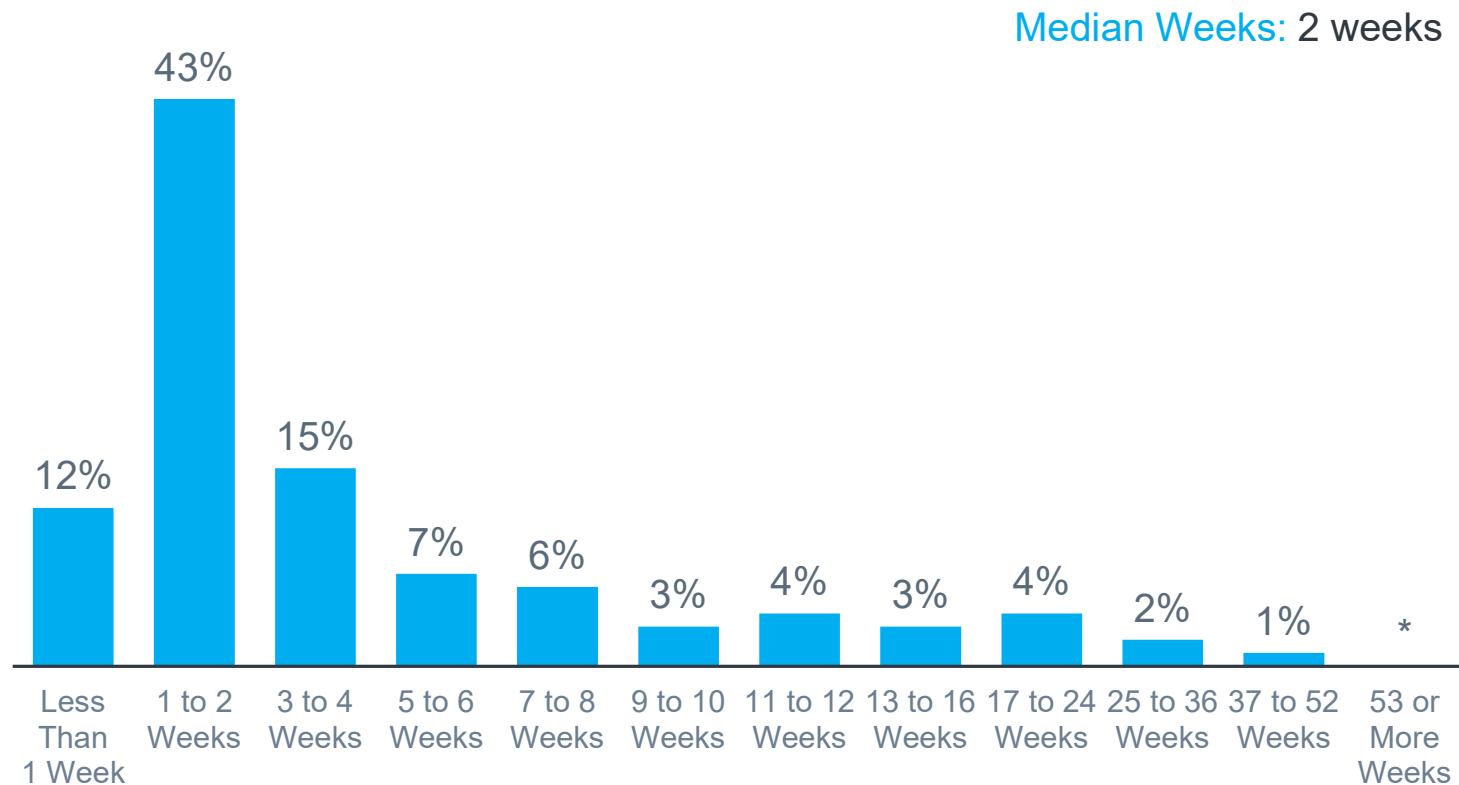
Percent of Sellers Who Moved at Least 100 Miles (By Age)



Source: NAR's 2023 Profile of Home Buyers and Sellers

Number of Weeks Sold Home Was on the Market

Percent Distribution



* Less than 1 Percent

Source: NAR's 2023 Profile of Home Buyers and Sellers

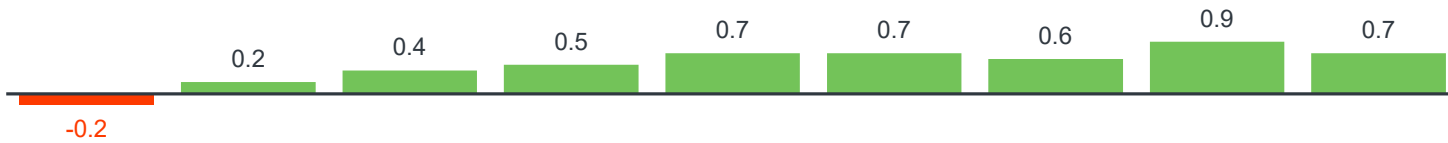


Home Prices

Percent Change in Home Values

Month-Over-Month

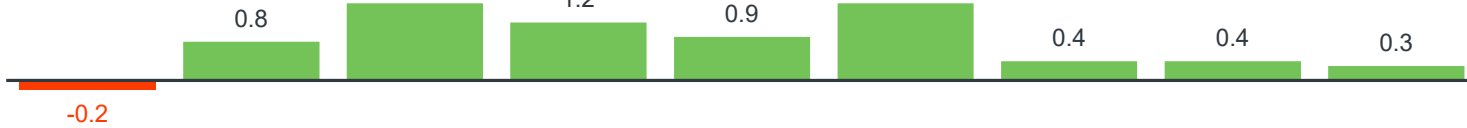
Case-Shiller



FHFA



CoreLogic



Jan '23

Feb

Mar

Apr

May

Jun

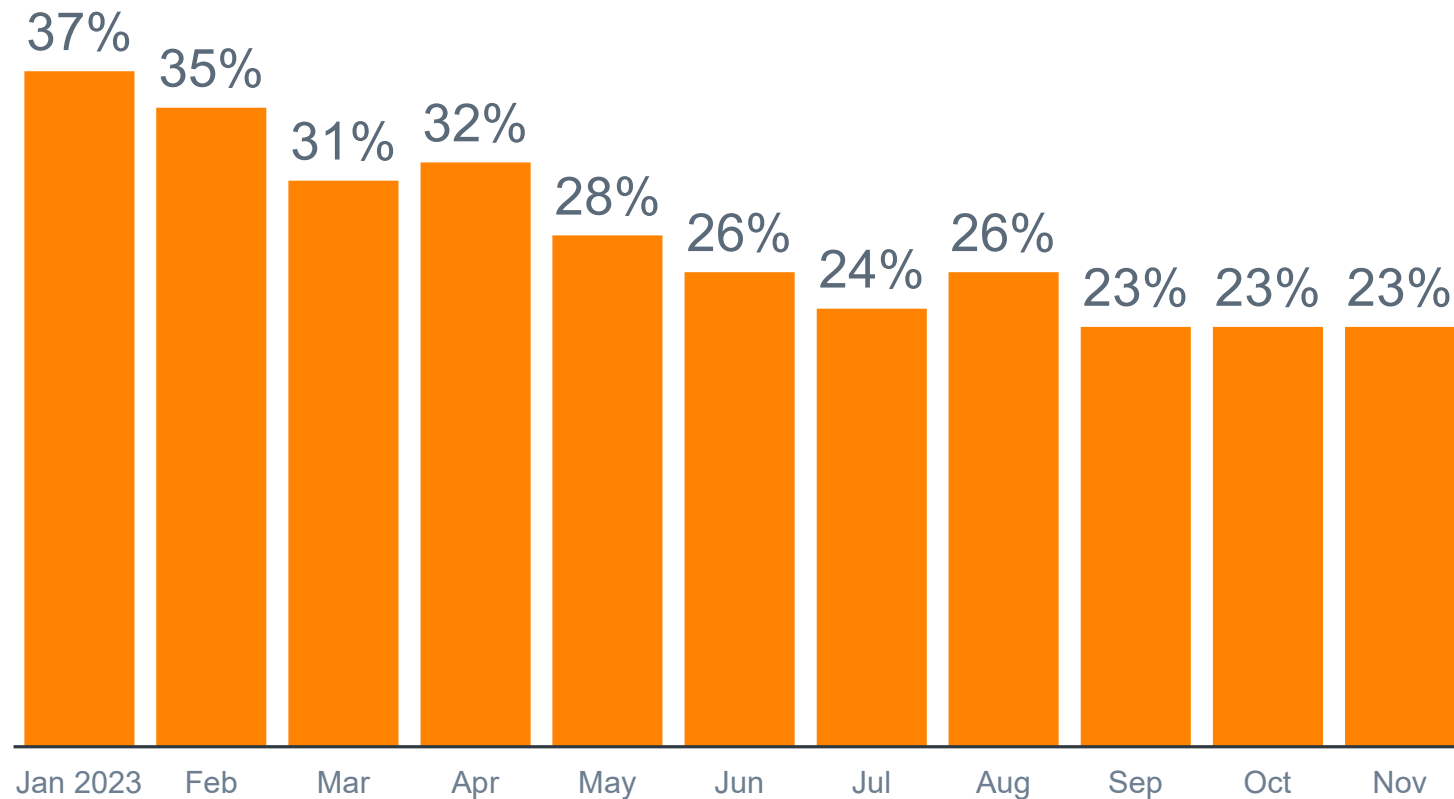
Jul

Aug

Sep

Stabilizing at About 1 of 4 on Prices Falling

Percent of Americans Who Think Prices Will Go Down over the Next 12 Months



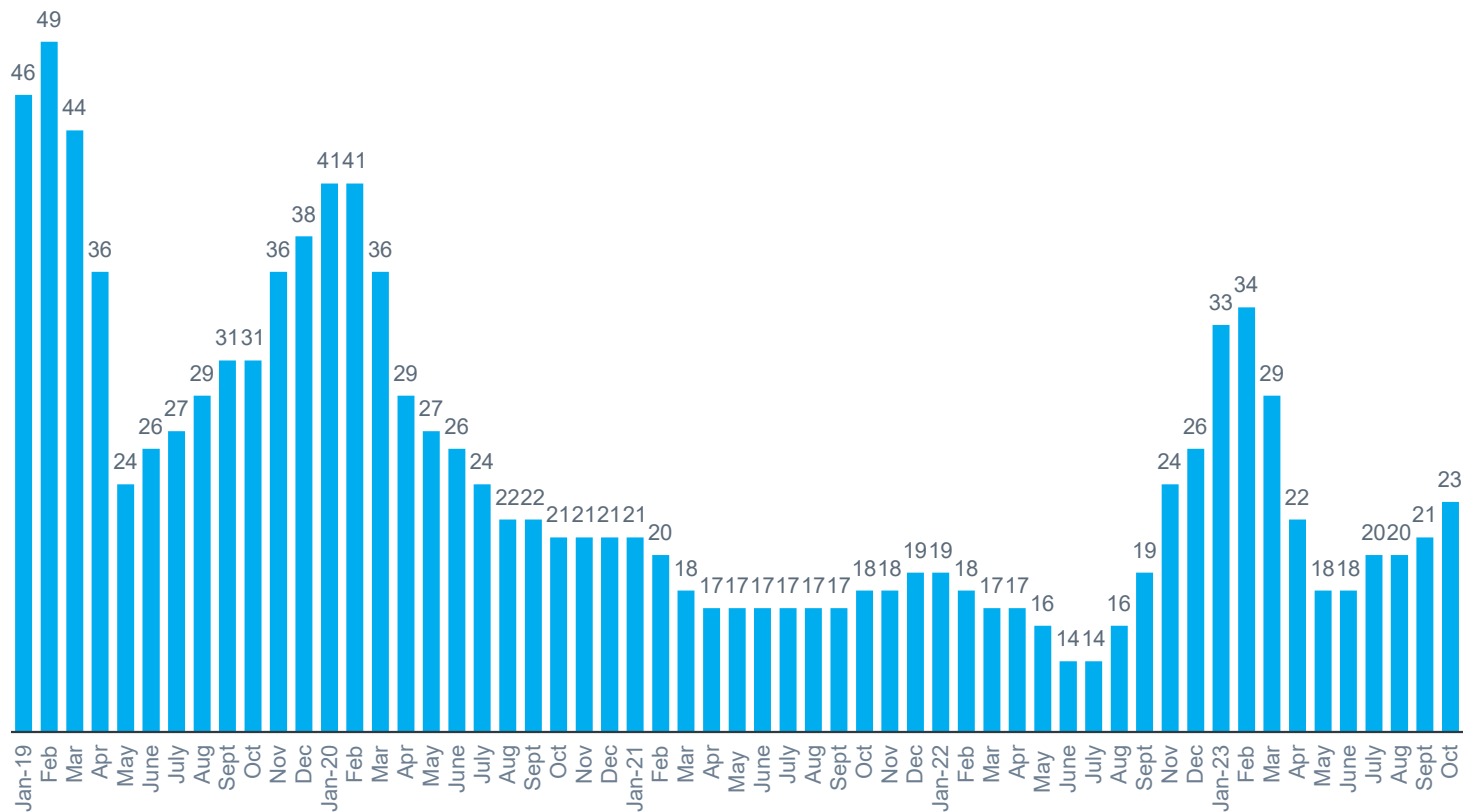
Source: Fannie Mae



Home Sales

Average Days on the Market

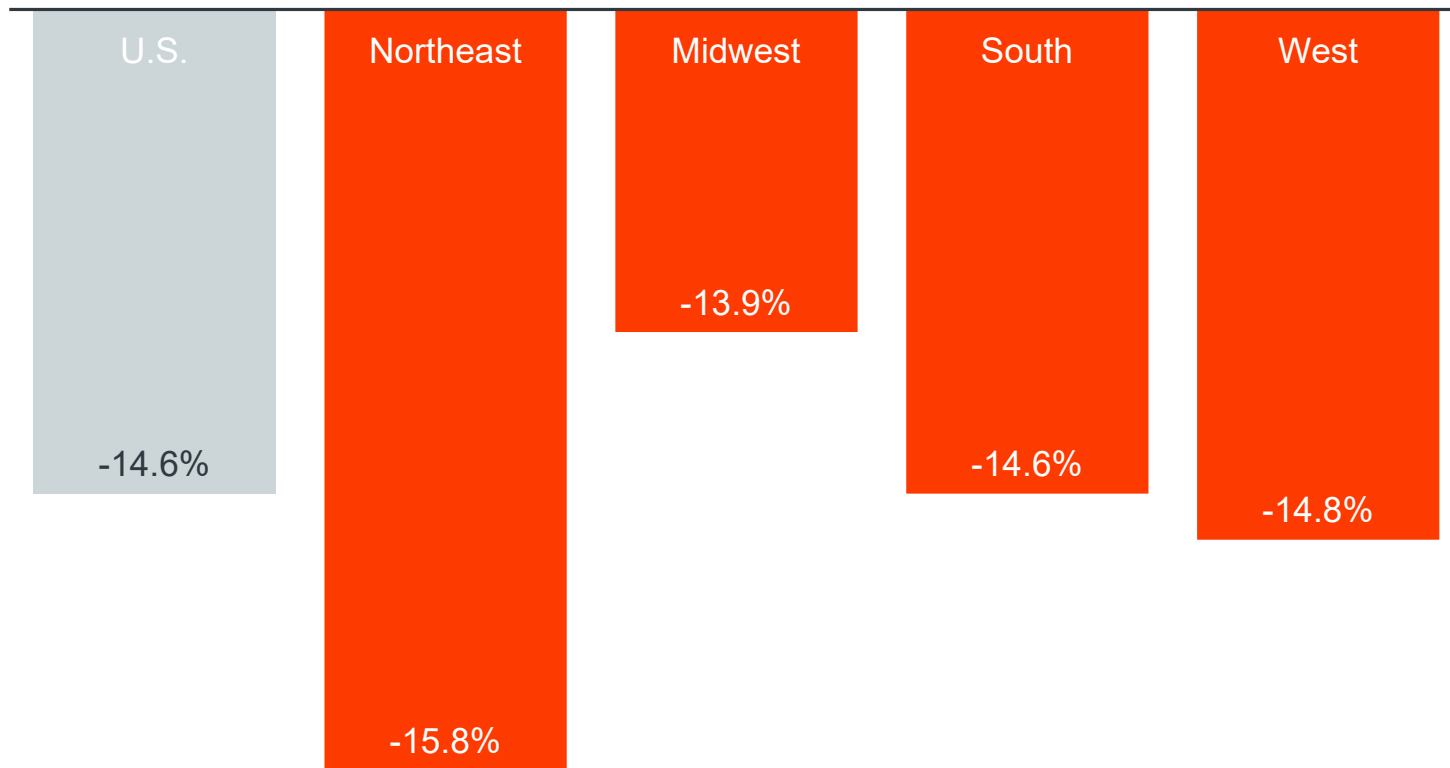
October 2023



Source: NAR

Existing Home Sales

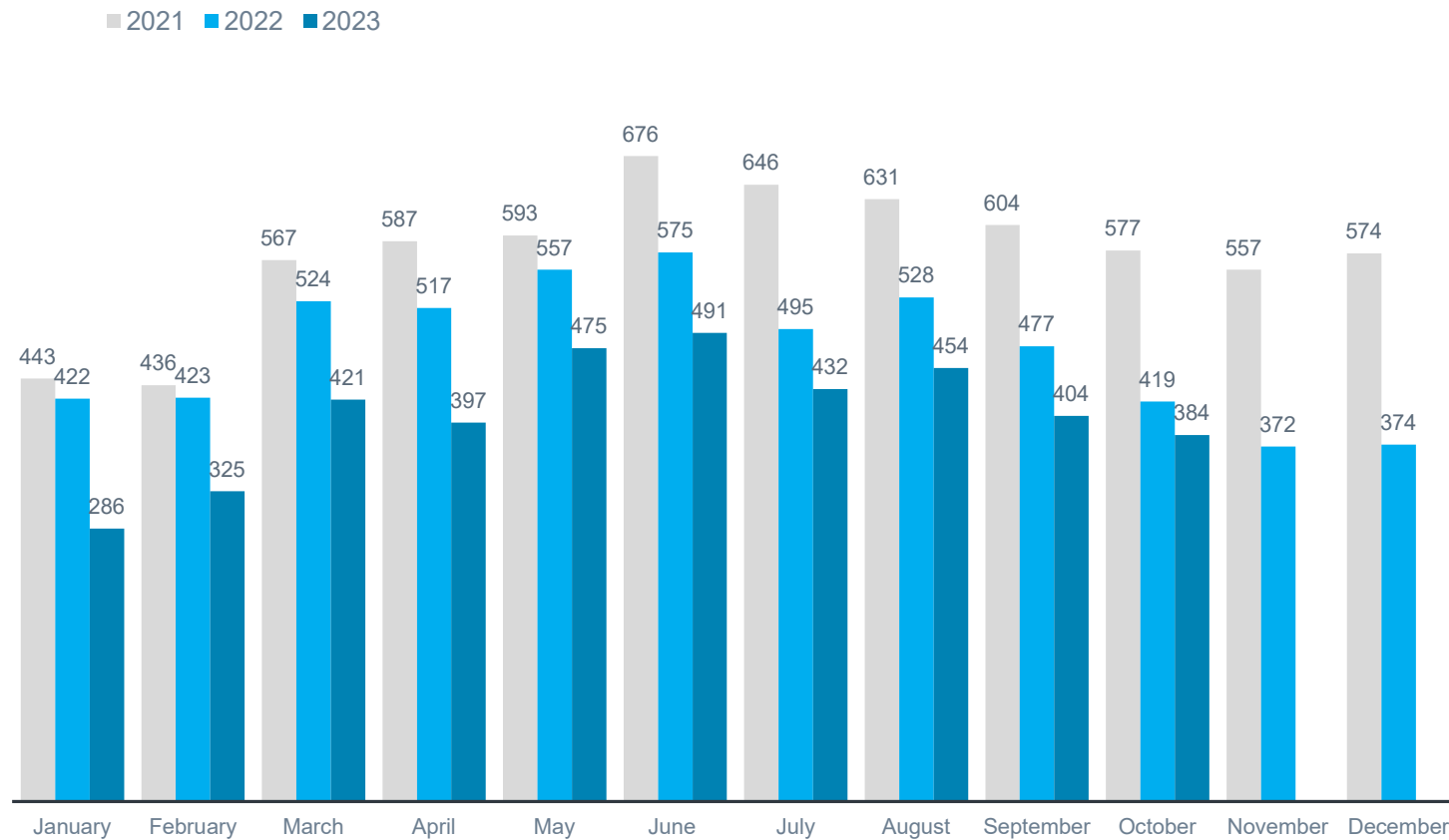
Year-Over-Year, by Region



Source: NAR

Total Home Sales

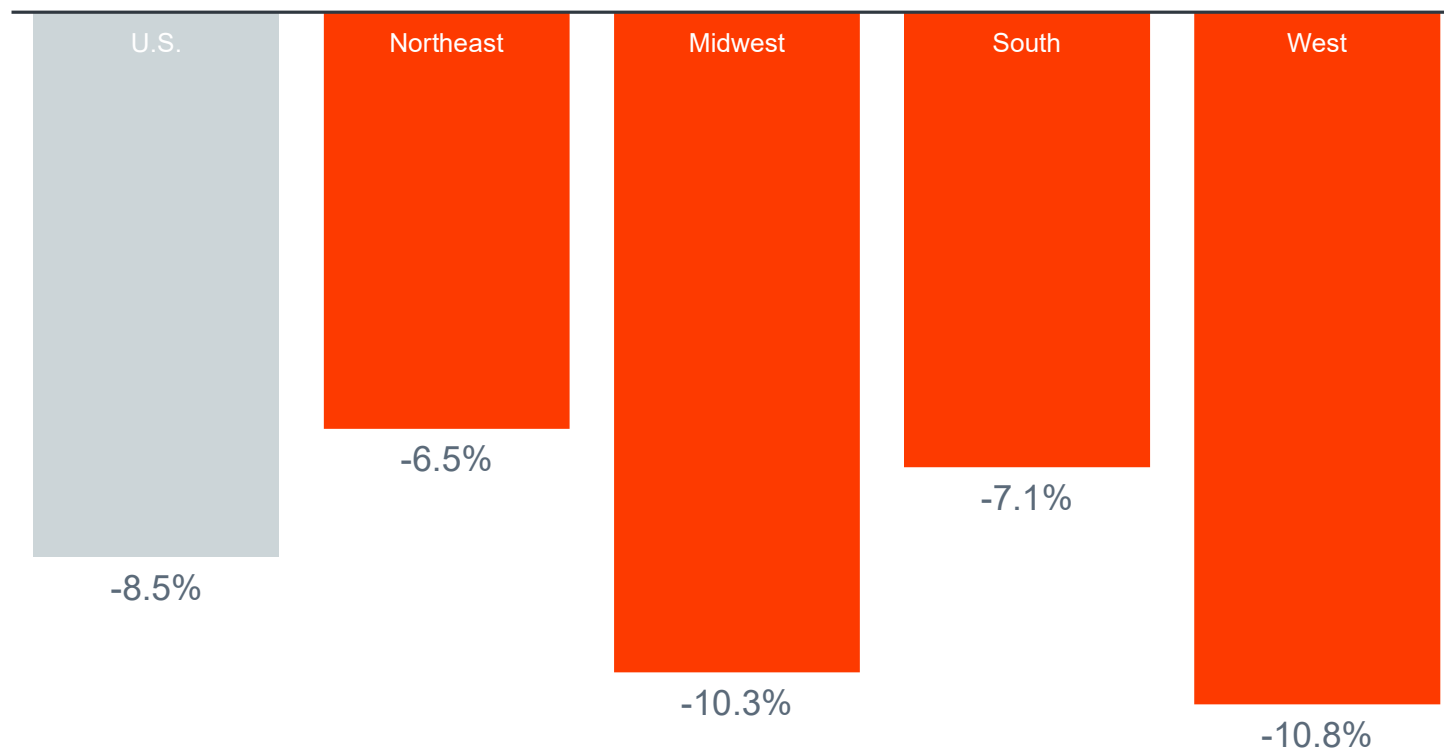
In Thousands



Source: Census

Pending Home Sales

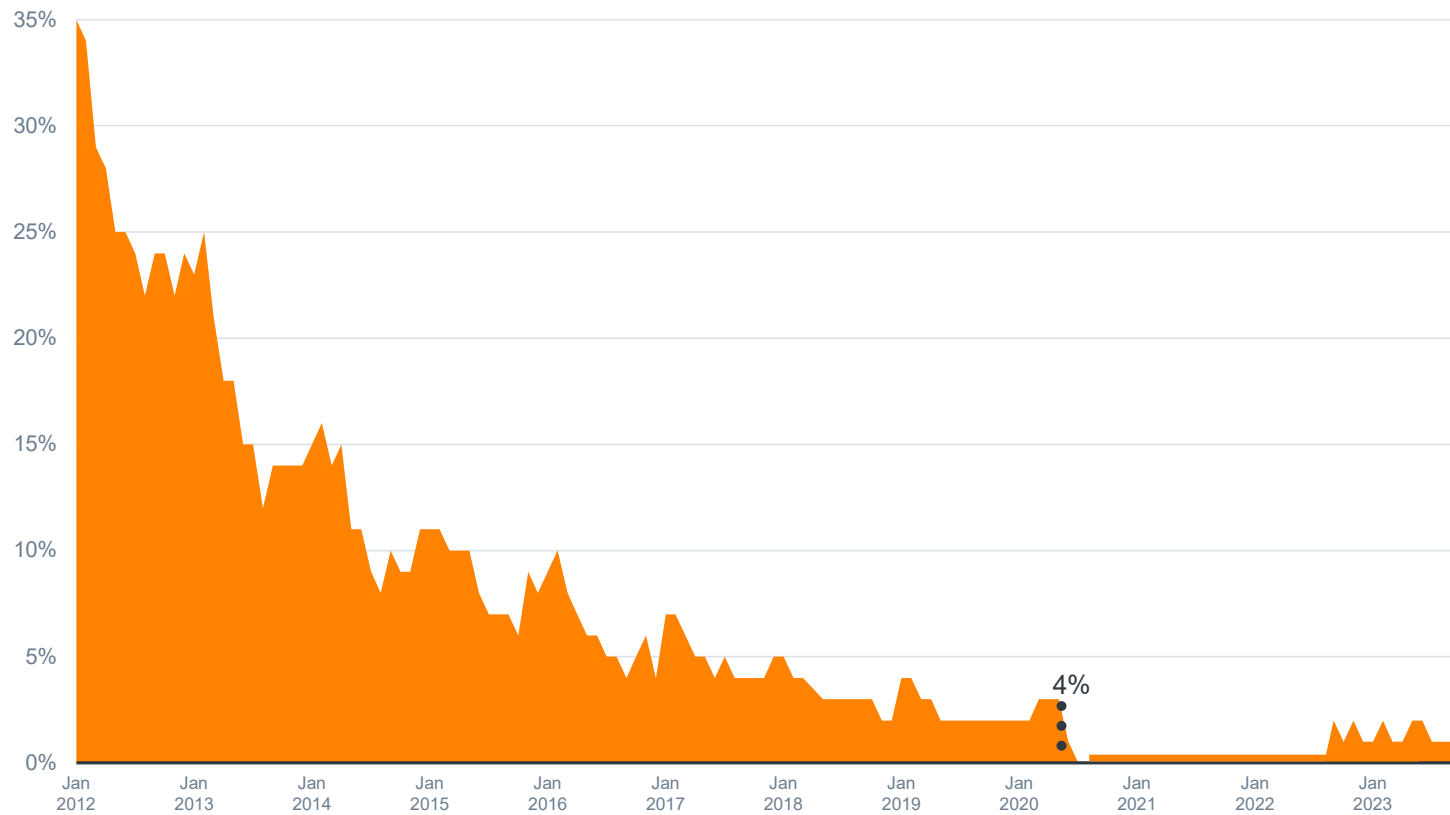
Year-Over-Year by Region



Source: NAR

Percentage of Distressed Property Sales

Distressed Sales (Foreclosures and Short Sales) Represented 2% of sales in October.



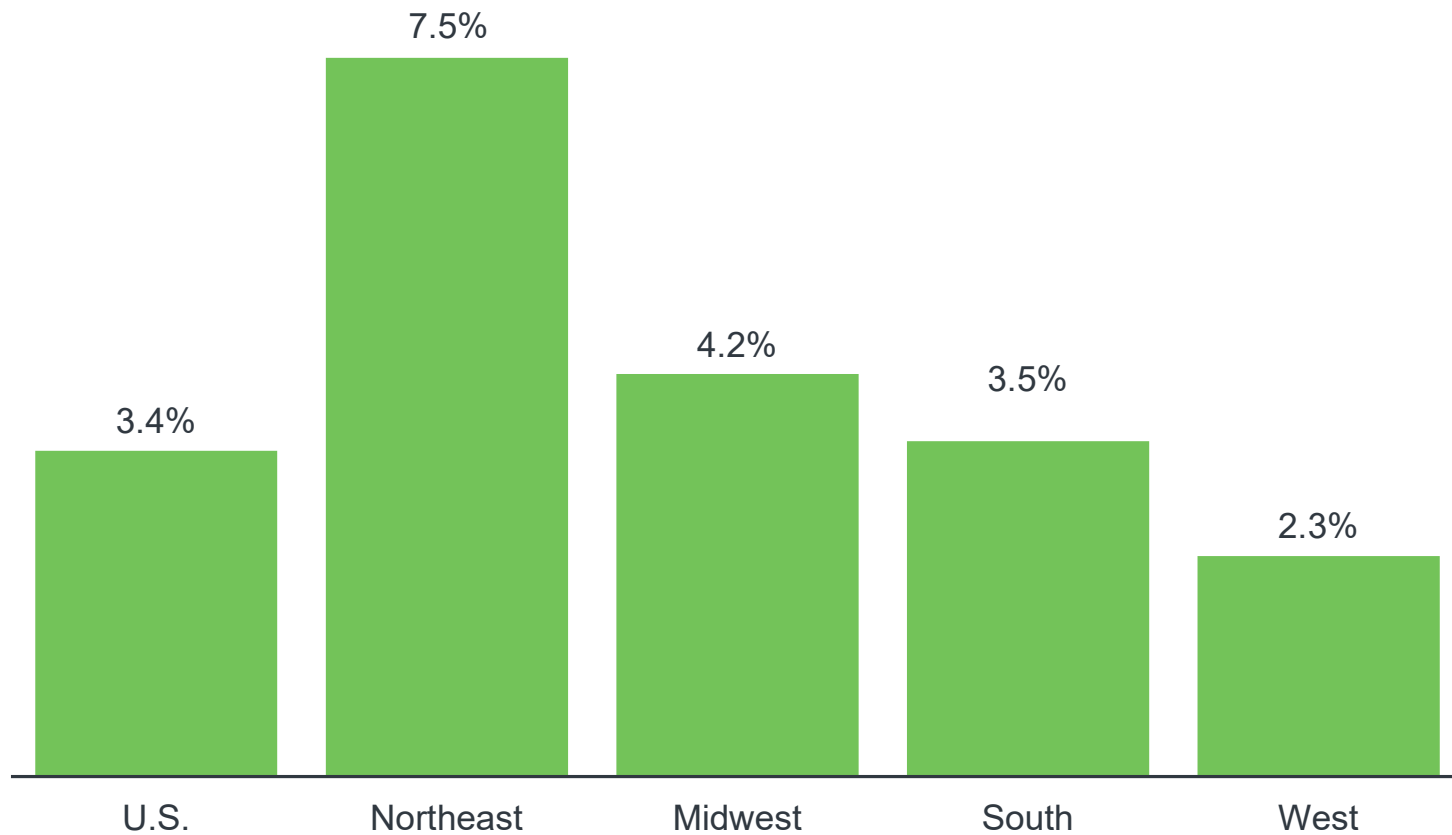
Source: NAR



Home Prices

Sales Price of Existing Homes

Year-Over-Year, by Region



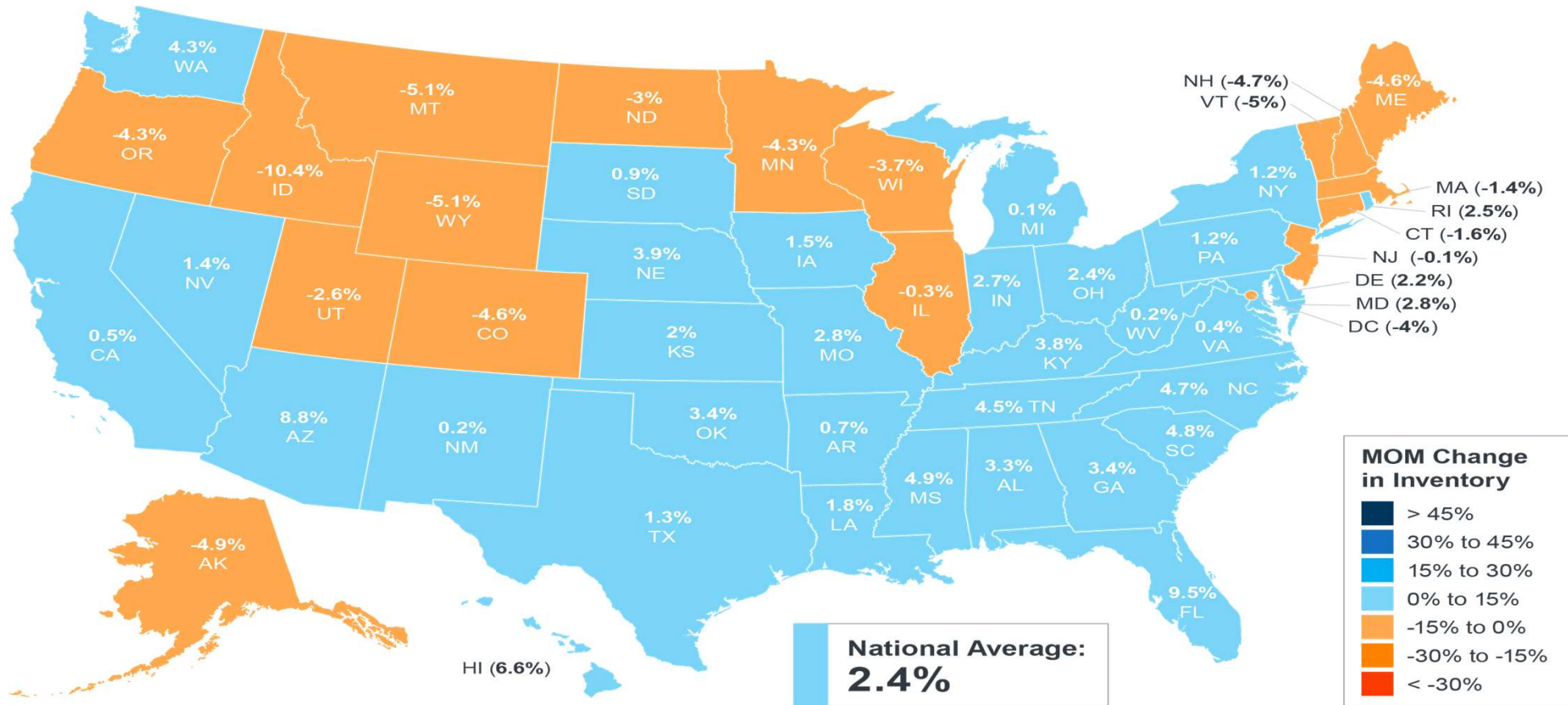
Source: NAR



Housing Inventory

Change in Inventory

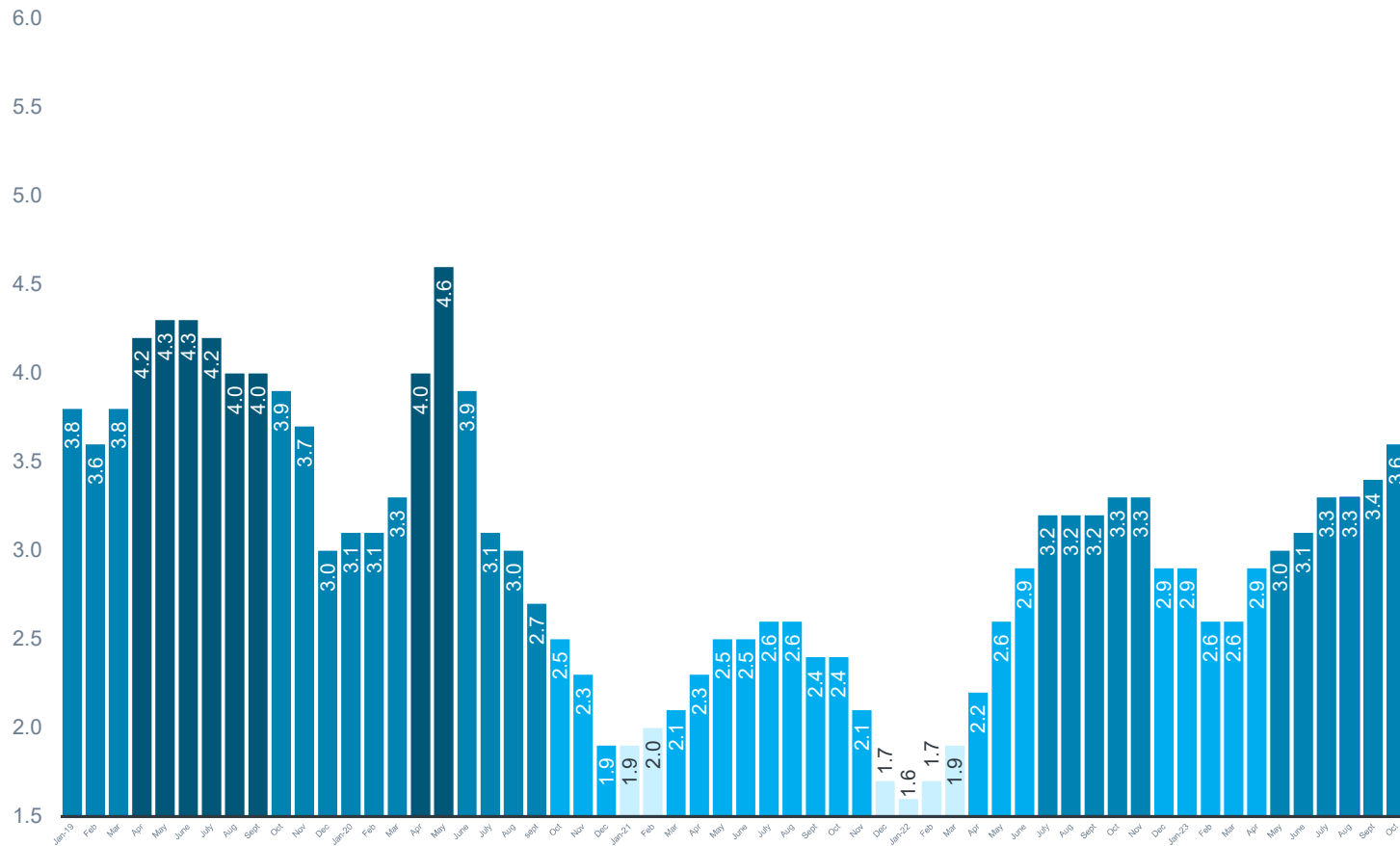
Month-Over-Month, November 2023



Source: Realtor.com

Months Inventory of Homes for Sale

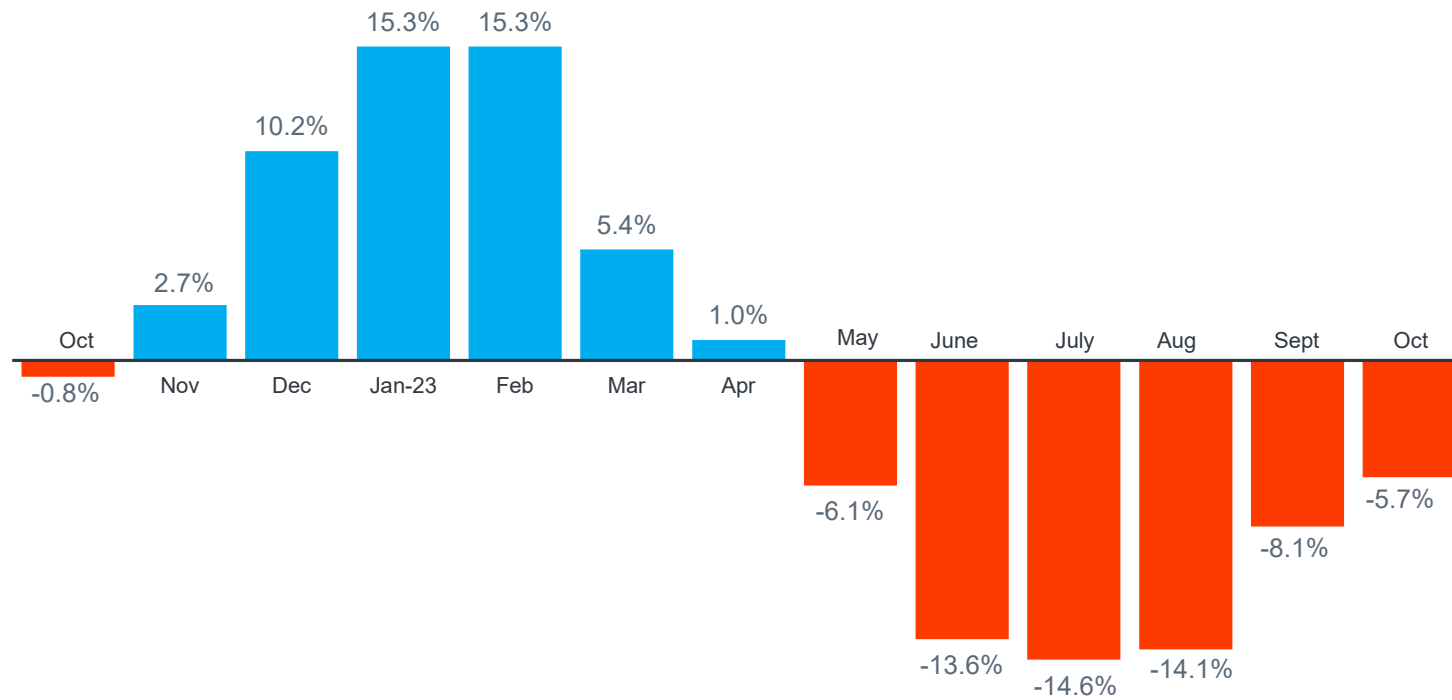
Since 2019



Source: NAR

Year-Over-Year Inventory Levels

Last 12 Months



Source: NAR



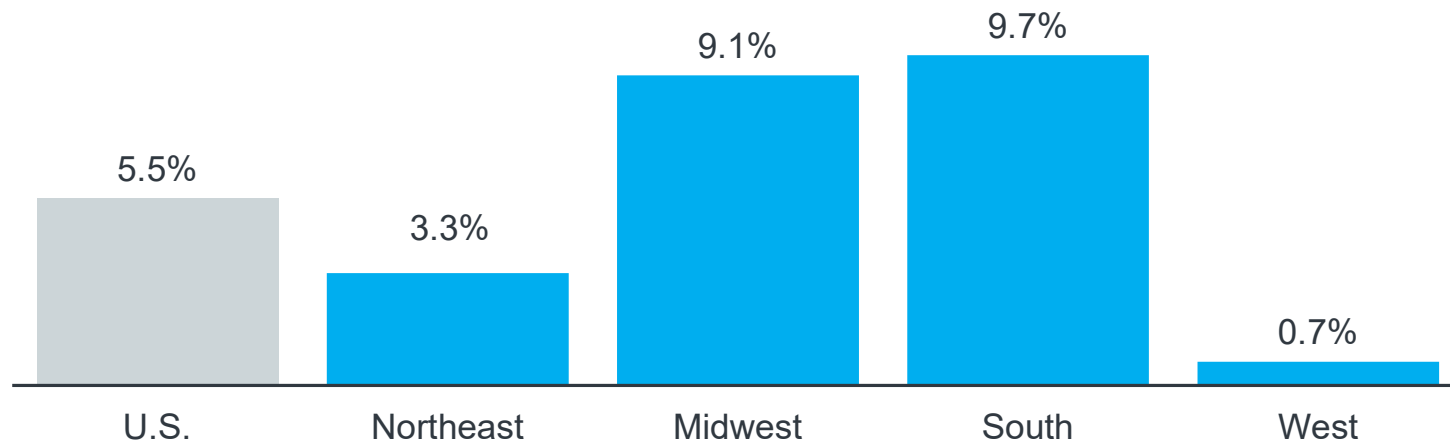
Buyer Demand

Home Showings Declined Compared to August Numbers, but Still Remain Above Pre-Pandemic Levels

Year-Over-Year Increase in Showing Activity, September 2023

Michael Lane, Vice President & General Manager, Showing Time

“Buyers and sellers remain active in every economic environment, including when mortgage rates are high. . . . Buyers determined to find a home they love will continue visiting homes with their agents, and as we mentioned previously, some sellers are reducing prices, which presents an opportunity for those buyers.”





Mortgage Rates

Mortgage Rate Projections

December 2023

Quarter	Fannie Mae	MBA	NAR	Average of All Three
2023 Q4	7.70%	7.50%	7.80%	7.67%
2024 Q1	7.60%	7.10%	7.50%	7.40%
2024 Q2	7.40%	6.60%	6.90%	6.97%
2024 Q3	7.20%	6.30%	6.50%	6.67%

The logo features the words "LOCAL NEWS" in a bold, white, sans-serif font. "LOCAL" is positioned above "NEWS". The text is centered against a dark blue background with abstract, lighter blue, wavy shapes that create a sense of depth and movement.

LOCAL NEWS

Fairfield and New Haven Counties | Year-to-Date, Year-Over-Year Real Estate Sales in CT
 52 Housing Markets in 32 Towns | 1/1/2023-11/30/2023

		Median Sales Price			# Units Sold		
		2022	2023	Change	2022	2023	Change
Ansonia	SF	\$299,950	\$305,000	1.7%	128	101	-21.1%
Bethel	SF	\$500,000	\$482,500	-3.5%	134	126	-6.0%
	CN	\$383,000	\$440,000	14.9%	106	53	-50.0%
Bridgeport	SF	\$313,000	\$330,000	5.4%	622	461	-25.9%
	CN	\$150,000	\$175,000	16.7%	353	269	-23.8%
	MU	\$380,000	\$425,000	11.8%	402	251	-37.6%
Brookfield	SF	\$555,000	\$547,000	-1.4%	173	139	-19.7%
	CN	\$235,000	\$313,000	33.2%	63	54	-14.3%
Cheshire	SF	\$455,006	\$485,500	6.7%	288	216	-25.0%
Danbury	SF	\$425,000	\$461,000	8.5%	412	276	-33.0%
	CN	\$337,500	\$335,000	-0.7%	430	275	-36.0%
Darien	SF	\$1,697,500	\$1,867,000	10.0%	270	215	-20.4%
Derby	SF	\$286,500	\$335,000	16.9%	86	71	-17.4%
Easton	SF	\$911,600	\$872,500	-4.3%	103	86	-16.5%
Fairfield	SF	\$815,000	\$840,000	3.1%	678	517	-23.7%
	CN	\$475,000	\$520,000	9.5%	105	106	1.0%
Greenwich	SF	\$2,222,500	\$2,172,500	-2.2%	300	242	-19.3%
Hamden	SF	\$310,000	\$329,900	6.4%	644	329	-48.9%
	CN	\$165,000	\$181,500	10.0%	188	162	-13.8%
Milford	SF	\$450,000	\$461,386	2.5%	517	445	-13.9%
	CN	\$255,500	\$285,000	11.5%	200	151	-24.5%
Monroe	SF	\$531,450	\$575,000	8.2%	194	137	-29.4%
	CN	\$319,999	\$355,000	10.9%	39	59	51.3%
New Canaan	SF	\$1,916,752	\$2,003,500	4.5%	243	198	-18.5%
New Haven	SF	\$284,000	\$312,500	10.0%	297	265	-10.8%
	CN	\$189,000	\$208,750	10.4%	245	184	-24.9%
	MU	\$346,000	\$357,500	3.3%	246	220	-10.6%

		Median Sales Price			# Units Sold		
		2022	2023	Change	2022	2023	Change
Newtown	SF	\$550,000	\$565,500	2.8%	315	288	-8.6%
	CN	\$419,000	\$433,450	3.4%	31	22	-29.0%
Norwalk	SF	\$635,000	\$660,000	3.9%	666	496	-25.5%
Orange	SF	\$512,500	\$540,000	5.4%	142	91	-35.9%
Oxford	SF	\$460,353	\$480,000	4.3%	118	89	-24.6%
	CN	\$529,450	\$559,965	5.8%	20	32	60.0%
Redding	SF	\$762,500	\$789,000	3.5%	136	97	-28.7%
Ridgefield	SF	\$875,032	\$1,026,000	17.3%	348	258	-25.9%
	CN	\$328,750	\$400,000	21.7%	54	47	-13.0%
Shelton	SF	\$480,500	\$486,250	1.2%	323	258	-20.1%
	CN	\$349,750	\$384,000	9.8%	148	116	-21.6%
Southbury	SF	\$510,000	\$570,000	11.8%	169	137	-18.9%
Stamford	SF	\$751,750	\$806,000	7.2%	732	485	-33.7%
	CN	\$340,000	\$375,000	10.3%	725	541	-25.4%
Stratford	SF	\$380,000	\$400,000	5.3%	623	414	-33.5%
	CN	\$293,500	\$300,000	2.2%	170	191	12.4%
Trumbull	SF	\$548,500	\$575,000	4.8%	416	298	-28.4%
	CN	\$421,000	\$490,000	16.4%	60	57	-5.0%
West Haven	SF	\$295,000	\$310,000	5.1%	371	320	-13.7%
	CN	\$155,500	\$180,000	15.8%	122	88	-27.9%
	MU	\$330,000	\$360,000	9.1%	86	64	-25.6%
Weston	SF	\$1,165,000	\$1,286,500	10.4%	189	148	-21.7%
Westport	SF	\$2,013,000	\$2,015,000	0.1%	408	310	-24.0%
Wilton	SF	\$1,038,500	\$1,125,000	8.3%	245	181	-26.1%
Woodbridge	SF	\$570,000	\$630,000	10.5%	125	81	-35.2%

Summary by Real Estate Market

	Median Sales Price			# Units Sold		
	Up	Down	Unchanged	Up	Down	Unchanged
SF	28	4	0	0	32	0
CN	16	1	0	4	13	0
MU	3	0	0	0	3	0

Hartford, Middlesex and Tolland Counties | Year-to-Date, Year-Over-Year Real Estate Sales in CT
 38 Housing Markets in 14 Towns | 1/1/2023-11/30/2023

		Median Sales Price			# Units Sold		
		2022	2023	Change	2022	2023	Change
Berlin	SF	\$355,000	\$379,950	7.0%	161	154	-4.3%
	CN	\$304,700	\$370,000	21.4%	54	25	-53.7%
	MU	\$310,000	\$327,450	5.6%	11	8	-27.3%
Bristol	SF	\$266,000	\$300,000	12.8%	623	476	-23.6%
	CN	\$158,000	\$193,000	22.2%	170	129	-24.1%
	MU	\$254,000	\$300,500	18.3%	130	72	-44.6%
Coventry	SF	\$293,250	\$330,000	12.5%	156	113	-27.6%
	CN	\$241,450	\$228,000	-5.6%	14	10	-28.6%
East Hartford	SF	\$235,000	\$250,000	6.4%	454	350	-22.9%
	CN	\$145,000	\$167,500	15.5%	41	50	22.0%
	MU	\$265,000	\$300,000	13.2%	76	47	-38.2%
Glastonbury	SF	\$475,000	\$530,500	11.7%	321	284	-11.5%
	CN	\$249,950	\$290,000	16.0%	100	77	-23.0%
	MU	\$381,250	\$425,000	11.5%	6	3	-50.0%
Hebron	SF	\$349,900	\$411,250	17.5%	105	82	-21.9%
	CN	\$253,950	\$191,000	-24.8%	8	6	-25.0%
Manchester	SF	\$265,000	\$292,000	10.2%	495	391	-21.0%
	CN	\$161,400	\$174,500	8.1%	112	93	-17.0%
	MU	\$280,000	\$325,000	16.1%	89	47	-47.2%

		Median Sales Price			# Units Sold		
		2022	2023	Change	2022	2023	Change
Middletown	SF	\$304,000	\$325,000	6.9%	379	296	-21.9%
	CN	\$160,000	\$183,000	14.4%	176	148	-15.9%
	MU	\$292,000	\$272,500	-6.7%	74	44	-40.5%
New Britain	SF	\$230,000	\$250,000	8.7%	365	289	-20.8%
	CN	\$124,000	\$148,000	19.4%	108	65	-39.8%
	MU	\$290,000	\$322,500	11.2%	243	170	-30.0%
Newington	SF	\$300,000	\$333,000	11.0%	307	254	-17.3%
	CN	\$205,000	\$240,000	17.1%	138	119	-13.8%
Portland	SF	\$337,000	\$320,250	-5.0%	112	70	-37.5%
	CN	\$144,000	\$233,000	61.8%	13	13	0.0%
South Windsor	SF	\$365,000	\$405,000	11.0%	265	214	-19.2%
	CN	\$176,875	\$233,000	31.7%	126	81	-35.7%
	MU	\$0	\$380,000	0.0%	0	1	0.0%
Southington	SF	\$368,400	\$380,000	3.1%	425	350	-17.6%
	CN	\$250,050	\$250,500	0.2%	116	109	-6.0%
	MU	\$320,000	\$358,000	11.9%	29	11	-62.1%
Vernon	SF	\$265,500	\$288,500	8.7%	264	172	-34.8%
	CN	\$149,250	\$171,000	14.6%	100	73	-27.0%
	MU	\$251,000	\$267,450	6.6%	31	24	-22.6%

Summary by Real Estate Market

	Median Sales Price			# Units Sold		
	Up	Down	Unchanged	Up	Down	Unchanged
SF	13	1	0	0	14	0
CN	12	2	0	1	12	1
MU	8	1	1	0	9	1

TOWN STATS

Single Family

Transactions in 46 towns

0 Up

46 Down

0 Unchanged

TOWN STATS

Single Family

Median Sales Price in 46 towns

41 Up

5 Down

0 Unchanged

Local Market Update – November 2023

A Research Tool Provided by SmartMLS



SINGLE FAMILY	Fairfield County			New Haven County			Hartford County		
	January 1 – November 30			January 1 – November 30			January 1 – November 30		
	Thru 11-2022	Thru 11-2023	% Change	Thru 11-2022	Thru 11-2023	% Change	Thru 11-2022	Thru 11-2023	% Change
New Listings	9,456	7,234	- 23.5%	8,262	6,488	-21.5%	8,599	6,874	-20.1%
Pending Sales	7,593	5,895	- 22.4%	6,846	5,503	-19.6%	7,455	6,082	-18.4%
Closed Sales	7,757	5,756	- 25.8%	6,882	5,393	-21.6%	7,497	5,953	-20.6%
Median Sales Price	\$650,000	\$690,000	+ 6.2%	\$339,000	\$350,750	+3.5%	\$315,000	\$345,000	+9.5%
Percent of List Price Received	102.8%	103.0%	+ 0.2%	102.4%	102.4%	0.0%	104.3%	104.9%	+0.6%

TOWNHOUSE/CONDO	Fairfield County			New Haven County			Hartford County		
	January 1 – November 30			January 1 – November 30			January 1 – November 30		
	Thru 11-2022	Thru 11-2023	% Change	Thru 11-2022	Thru 11-2023	% Change	Thru 11-2022	Thru 11-2023	% Change
New Listings	3,343	2,616	- 21.7%	2,506	2,111	-15.8%	2,303	1,919	-16.7%
Pending Sales	2,882	2,328	- 19.2%	2,227	1,893	-15.0%	2,152	1,752	-18.6%
Closed Sales	2,938	2,303	- 21.6%	2,300	1,824	-20.7%	2,185	1,725	-21.1%
Median Sales Price	\$333,550	\$360,000	+ 7.9%	\$200,000	\$231,000	+15.5%	\$205,000	\$235,000	+14.6%
Percent of List Price Received	101.4%	101.7%	+ 0.3%	101.7%	102.3%	+0.6%	103.3%	105.5%	+2.1%

Single Family – New Listings

Fairfield County			New Haven County			Hartford County		
January 1 – January 31			January 1 – January 31			January 1 – January 31		
Thru 1-2022	Thru 1-2023	% Change	Thru 1-2022	Thru 1-2023	% Change	Thru 1-2022	Thru 1-2023	% Change
534	391	-25.8%	560	461	-17.7%	567	442	-22.0%
January 1 – February 28			January 1 – February 28			January 1 – February 28		
Thru 2-2022	Thru 2-2023	% Change	Thru 2-2022	Thru 2-2023	% Change	Thru 2-2022	Thru 2-2023	% Change
1,238	987	- 20.3%	1,033	882	- 14.6%	1,065	882	- 17.2%
January 1 – March 31			January 1 – March 31			January 1 – March 31		
Thru 3-2022	Thru 3-2023	% Change	Thru 3-2022	Thru 3-2023	% Change	Thru 3-2022	Thru 3-2023	% Change
2,217	1,702	- 23.2%	1,917	1,484	-22.6%	1,895	1,488	-21.5%
January 1 – April 30			January 1 – April 30			January 1 – April 30		
Thru 4-2022	Thru 4-2023	% Change	Thru 4-2022	Thru 4-2023	% Change	Thru 4-2022	Thru 4-2023	% Change
3,306	2,483	- 24.9%	2,835	2,088	- 26.3%	2,923	2,128	- 27.2%
January 1 – May 31			January 1 – May 31			January 1 – May 31		
Thru 5-2022	Thru 5-2023	% Change	Thru 5-2022	Thru 5-2023	% Change	Thru 5-2022	Thru 5-2023	% Change
4,609	3,409	- 26.0%	3,787	2,820	-25.5%	3,935	2,906	- 26.1%
January 1 – June 30			January 1 – June 30			January 1 – June 30		
Thru 6-2022	Thru 6-2023	% Change	Thru 6-2022	Thru 6-2023	% Change	Thru 6-2022	Thru 6-2023	% Change
5,852	4,173	-28.7%	4,806	3,550	-26.1%	5,010	3,709	-26.0%
January 1 – July 31			January 1 – July 31			January 1 – July 31		
Thru 7-2022	Thru 7-2023	% Change	Thru 7-2022	Thru 7-2023	% Change	Thru 7-2022	Thru 7-2023	% Change
6,802	4,862	- 28.5%	5,655	4,172	-26.2%	5,916	4,415	-25.4%
January 1 – August 30			January 1 – August 30			January 1 – August 30		
Thru 8-2022	Thru 8-2023	% Change	Thru 8-2022	Thru 8-2023	% Change	Thru 8-2022	Thru 8-2023	% Change
7,557	5,487	- 27.4%	6,442	4,826	-25.1%	6,756	5,121	-24.2%
January 1 – September 30			January 1 – September 30			January 1 – September 30		
Thru 9-2022	Thru 9-2023	% Change	Thru 9-2022	Thru 9-2023	% Change	Thru 9-2022	Thru 9-2023	% Change
8,346	6,131	-26.5%	7,156	5,436	- 24.0%	7,436	5,700	- 23.3%
January 1 – October 31			January 1 – October 31			January 1 – October 31		
Thru 10-2022	Thru 10-2023	% Change	Thru 10-2022	Thru 10-2023	% Change	Thru 10-2022	Thru 10-2023	% Change
9,013	6,787	- 24.7%	7,775	6,025	- 22.5%	8,109	6,355	- 21.6%
January 1 – November 30			January 1 – November 30			January 1 – November 30		
Thru 11-2022	Thru 11-2023	% Change	Thru 11-2022	Thru 11-2023	% Change	Thru 11-2022	Thru 11-2023	% Change
9,456	7,234	- 23.5%	8,262	6,488	-21.5%	8,599	6,874	-20.1%

Single Family – Pending Sales

Fairfield County			New Haven County			Hartford County		
January 1 – January 31			January 1 – January 31			January 1 – January 31		
Thru 1-2022	Thru 1-2023	% Change	Thru 1-2022	Thru 1-2023	% Change	Thru 1-2022	Thru 1-2023	% Change
527	391	-25.8%	560	461	-17.7%	567	442	-22.0%
January 1 – February 28			January 1 – February 28			January 1 – February 28		
Thru 2-2022	Thru 2-2023	% Change	Thru 2-2022	Thru 2-2023	% Change	Thru 2-2022	Thru 2-2023	% Change
1,238	987	- 20.3%	1,033	882	- 14.6%	1,065	882	- 17.2%
January 1 – March 31			January 1 – March 31			January 1 – March 31		
Thru 3-2022	Thru 3-2023	% Change	Thru 3-2022	Thru 3-2023	% Change	Thru 3-2022	Thru 3-2023	% Change
1,855	1,365	- 26.4%	1,686	1,339	-20.6%	1,769	1,353	-23.5%
January 1 – April 30			January 1 – April 30			January 1 – April 30		
Thru 4-2022	Thru 4-2023	% Change	Thru 4-2022	Thru 4-2023	% Change	Thru 4-2022	Thru 4-2023	% Change
2,613	1,916	- 26.7%	2,372	1,834	- 22.7%	2,513	1,884	- 25.0%
January 1 – May 31			January 1 – May 31			January 1 – May 31		
Thru 5-2022	Thru 5-2023	% Change	Thru 5-2022	Thru 5-2023	% Change	Thru 5-2022	Thru 5-2023	% Change
3,431	2,588	-24.6%	3,112	2,401	-22.8%	3,343	2,554	- 23.6%
January 1 – June 30			January 1 – June 30			January 1 – June 30		
Thru 6-2022	Thru 6-2023	% Change	Thru 6-2022	Thru 6-2023	% Change	Thru 6-2022	Thru 6-2023	% Change
4,234	3,259	-23.0%	3,828	3,000	-21.6%	4,136	3,217	-22.2%
January 1 – July 31			January 1 – July 31			January 1 – July 31		
Thru 7-2022	Thru 7-2023	% Change	Thru 7-2022	Thru 7-2023	% Change	Thru 7-2022	Thru 7-2023	% Change
5,073	3,843	- 24.2%	4,510	3,544	-21.4%	4,852	3,822	-21.2%
January 1 – August 30			January 1 – August 30			January 1 – August 30		
Thru 8-2022	Thru 8-2023	% Change	Thru 8-2022	Thru 8-2023	% Change	Thru 8-2022	Thru 8-2023	% Change
5,867	4,453	- 24.1%	5,224	4,114	-21.2%	5,682	4,482	-21.1%
January 1 – September 30			January 1 – September 30			January 1 – September 30		
Thru 9-2022	Thru 9-2023	% Change	Thru 9-2022	Thru 9-2023	% Change	Thru 9-2022	Thru 9-2023	% Change
6,499	4,915	- 24.4%	5,794	4,577	- 21.0%	6,340	5,038	- 20.5%
January 1 – October 31			January 1 – October 31			January 1 – October 31		
Thru 10-2022	Thru 10-2023	% Change	Thru 10-2022	Thru 10-2023	% Change	Thru 10-2022	Thru 10-2023	% Change
7,087	5,455	- 23.0%	6,331	5,065	- 20.0%	6,932	5,595	- 19.3%
January 1 – November 30			January 1 – November 30			January 1 – November 30		
Thru 11-2022	Thru 11-2023	% Change	Thru 11-2022	Thru 11-2023	% Change	Thru 11-2022	Thru 11-2023	% Change
7,593	5,895	- 22.4%	6,846	5,503	-19.6%	7,455	6,082	-18.4%

Single Family – Closed Sales

Fairfield County			New Haven County			Hartford County		
January 1 – January 31			January 1 – January 31			January 1 – January 31		
Thru 1-2022	Thru 1-2023	% Change	Thru 1-2022	Thru 1-2023	% Change	Thru 1-2022	Thru 1-2023	% Change
605	364	-39.8%	551	403	-26.9%	610	414	-32.1%
January 1 – February 28			January 1 – February 28			January 1 – February 28		
Thru 2-2022	Thru 2-2023	% Change	Thru 2-2022	Thru 2-2023	% Change	Thru 2-2022	Thru 2-2023	% Change
1,070	660	-38.3%	989	742	-25.0%	1,074	768	-28.5%
January 1 – March 31			January 1 – March 31			January 1 – March 31		
Thru 3-2022	Thru 3-2023	% Change	Thru 3-2022	Thru 3-2023	% Change	Thru 3-2022	Thru 3-2023	% Change
1,697	1,126	-33.6%	1,551	1,232	-20.6%	1,632	1,202	-26.3%
January 1 – April 30			January 1 – April 30			January 1 – April 30		
Thru 4-2022	Thru 4-2023	% Change	Thru 4-2022	Thru 4-2023	% Change	Thru 4-2022	Thru 4-2023	% Change
2,339	1,593	-31.9%	2,121	1,638	-22.8%	2,274	1,643	-27.7%
January 1 – May 31			January 1 – May 31			January 1 – May 31		
Thru 5-2022	Thru 5-2023	% Change	Thru 5-2022	Thru 5-2023	% Change	Thru 5-2022	Thru 5-2023	% Change
3,039	2,112	-30.5%	2,809	2,140	-23.8%	2,990	2,212	-26.0%
January 1 – June 30			January 1 – June 30			January 1 – June 30		
Thru 6-2022	Thru 6-2023	% Change	Thru 6-2022	Thru 6-2023	% Change	Thru 6-2022	Thru 6-2023	% Change
3,992	2,870	-28.1%	3,622	2,764	-23.7%	3,933	2,912	-26.0%
January 1 – July 31			January 1 – July 31			January 1 – July 31		
Thru 7-2022	Thru 7-2023	% Change	Thru 7-2022	Thru 7-2023	% Change	Thru 7-2022	Thru 7-2023	% Change
4,898	3,531	-27.9%	4,335	3,294	-24.0%	4,706	3,518	-25.2%
January 1 – August 30			January 1 – August 30			January 1 – August 30		
Thru 8-2022	Thru 8-2023	% Change	Thru 8-2022	Thru 8-2023	% Change	Thru 8-2022	Thru 8-2023	% Change
5,819	4,228	-27.3%	5,130	3,904	-23.9%	5,553	4,238	-23.7%
January 1 – September 30			January 1 – September 30			January 1 – September 30		
Thru 9-2022	Thru 9-2023	% Change	Thru 9-2022	Thru 9-2023	% Change	Thru 9-2022	Thru 9-2023	% Change
6,576	4,761	-27.6%	5,797	4,426	-23.7%	6,315	4,842	-23.3%
January 1 – October 31			January 1 – October 31			January 1 – October 31		
Thru 10-2022	Thru 10-2023	% Change	Thru 10-2022	Thru 10-2023	% Change	Thru 10-2022	Thru 10-2023	% Change
7,196	5,276	-26.7%	6,362	4,929	-22.5%	6,928	5,428	-21.7%
January 1 – November 30			January 1 – November 30			January 1 – November 30		
Thru 11-2022	Thru 11-2023	% Change	Thru 11-2022	Thru 11-2023	% Change	Thru 11-2022	Thru 11-2023	% Change
7,757	5,756	-25.8%	6,882	5,393	-21.6%	7,497	5,953	-20.6%

Single Family – Median Sale Price

Fairfield County			New Haven County			Hartford County		
January 1 – January 31			January 1 – January 31			January 1 – January 31		
Thru 1-2022	Thru 1-2023	% Change	Thru 1-2022	Thru 1-2023	% Change	Thru 1-2022	Thru 1-2023	% Change
\$550,000	\$580,000	+5.5%	\$299,000	\$310,000	+3.7%	\$275,000	\$305,751	+11.2%
January 1 – February 28			January 1 – February 28			January 1 – February 28		
Thru 2-2022	Thru 2-2023	% Change	Thru 2-2022	Thru 2-2023	% Change	Thru 2-2022	Thru 2-2023	% Change
\$564,750	\$567,500	+ 0.5%	\$300,000	\$310,000	+ 3.3%	\$275,000	\$300,000	+ 9.1%
January 1 – March 31			January 1 – March 31			January 1 – March 31		
Thru 3-2022	Thru 3-2023	% Change	Thru 3-2022	Thru 3-2023	% Change	Thru 3-2022	Thru 3-2023	% Change
\$580,000	\$584,000	+ 0.7%	\$306,000	\$310,000	+1.3%	\$280,000	\$305,000	+8.9%
January 1 – April 30			January 1 – April 30			January 1 – April 30		
Thru 4-2022	Thru 4-2023	% Change	Thru 4-2022	Thru 4-2023	% Change	Thru 4-2022	Thru 4-2023	% Change
\$599,000	\$601,000	+ 0.3%	\$310,000	\$316,000	+ 1.9%	\$290,000	\$310,000	+ 6.9%
January 1 – May 31			January 1 – May 31			January 1 – May 31		
Thru 5-2022	Thru 5-2023	% Change	Thru 5-2022	Thru 5-2023	% Change	Thru 5-2022	Thru 5-2023	% Change
\$615,000	\$625,000	+ 1.6%	\$320,000	\$329,000	+ 2.8%	\$300,000	\$319,950	+ 6.7%
January 1 – June 30			January 1 – June 30			January 1 – June 30		
Thru 6-2022	Thru 6-2023	% Change	Thru 6-2022	Thru 6-2023	% Change	Thru 6-2022	Thru 6-2023	% Change
\$640,000	\$660,717	+3.2%	\$328,950	\$339,000	+3.1%	\$310,000	\$325,000	+4.8%
January 1 – July 31			January 1 – July 31			January 1 – July 31		
Thru 7-2022	Thru 7-2023	% Change	Thru 7-2022	Thru 7-2023	% Change	Thru 7-2022	Thru 7-2023	% Change
\$650,000	\$680,000	+ 4.6%	\$332,000	\$345,000	+3.9%	\$315,000	\$331,000	+5.1%
January 1 – August 30			January 1 – August 30			January 1 – August 30		
Thru 8-2022	Thru 8-2023	% Change	Thru 8-2022	Thru 8-2023	% Change	Thru 8-2022	Thru 8-2023	% Change
\$655,000	\$699,000	+ 6.7%	\$337,750	\$350,000	+3.6%	\$315,000	\$340,000	+7.9%
January 1 – September 30			January 1 – September 30			January 1 – September 30		
Thru 9-2022	Thru 9-2023	% Change	Thru 9-2022	Thru 9-2023	% Change	Thru 9-2022	Thru 9-2023	% Change
\$650,250	\$686,494	+ 5.6%	\$339,000	\$350,000	+ 3.2%	\$316,000	\$345,000	+ 9.2%
January 1 – October 31			January 1 – October 31			January 1 – October 31		
Thru 10-2022	Thru 10-2023	% Change	Thru 10-2022	Thru 10-2023	% Change	Thru 10-2022	Thru 10-2023	% Change
\$650,000	\$690,000	+ 6.2%	\$339,500	\$350,000	+ 3.1%	\$315,700	\$345,000	+ 9.3%
January 1 – November 30			January 1 – November 30			January 1 – November 30		
Thru 11-2022	Thru 11-2023	% Change	Thru 11-2022	Thru 11-2023	% Change	Thru 11-2022	Thru 11-2023	% Change
\$650,000	\$690,000	+ 6.2%	\$339,000	\$350,750	+3.5%	\$315,000	\$345,000	+9.5%

Single Family – % of List Price Received

Fairfield County			New Haven County			Hartford County		
January 1 – January 31			January 1 – January 31			January 1 – January 31		
Thru 1-2022	Thru 1-2023	% Change	Thru 1-2022	Thru 1-2023	% Change	Thru 1-2022	Thru 1-2023	% Change
\$550,000	\$580,000	+5.5%	\$299,000	\$310,000	+3.7%	\$275,000	\$305,751	+11.2%
January 1 – February 28			January 1 – February 28			January 1 – February 28		
Thru 2-2022	Thru 2-2023	% Change	Thru 2-2022	Thru 2-2023	% Change	Thru 2-2022	Thru 2-2023	% Change
\$564,750	\$567,500	+ 0.5%	\$300,000	\$310,000	+ 3.3%	\$275,000	\$300,000	+ 9.1%
January 1 – March 31			January 1 – March 31			January 1 – March 31		
Thru 3-2022	Thru 3-2023	% Change	Thru 3-2022	Thru 3-2023	% Change	Thru 3-2022	Thru 3-2023	% Change
\$580,000	\$584,000	+ 0.7%	\$306,000	\$310,000	+1.3%	\$280,000	\$305,000	+8.9%
January 1 – April 30			January 1 – April 30			January 1 – April 30		
Thru 4-2022	Thru 4-2023	% Change	Thru 4-2022	Thru 4-2023	% Change	Thru 4-2022	Thru 4-2023	% Change
\$599,000	\$601,000	+ 0.3%	\$310,000	\$316,000	+ 1.9%	\$290,000	\$310,000	+ 6.9%
January 1 – May 31			January 1 – May 31			January 1 – May 31		
Thru 5-2022	Thru 5-2023	% Change	Thru 5-2022	Thru 5-2023	% Change	Thru 5-2022	Thru 5-2023	% Change
\$615,000	\$625,000	+ 1.6%	\$320,000	\$329,000	+ 2.8%	\$300,000	\$319,950	+ 6.7%
January 1 – June 30			January 1 – June 30			January 1 – June 30		
Thru 6-2022	Thru 6-2023	% Change	Thru 6-2022	Thru 6-2023	% Change	Thru 6-2022	Thru 6-2023	% Change
\$640,000	\$660,717	+3.2%	\$328,950	\$339,000	+3.1%	\$310,000	\$325,000	+4.8%
January 1 – July 31			January 1 – July 31			January 1 – July 31		
Thru 7-2022	Thru 7-2023	% Change	Thru 7-2022	Thru 7-2023	% Change	Thru 7-2022	Thru 7-2023	% Change
\$650,000	\$680,000	+ 4.6%	\$332,000	\$345,000	+3.9%	\$315,000	\$331,000	+5.1%
January 1 – August 30			January 1 – August 30			January 1 – August 30		
Thru 8-2022	Thru 8-2023	% Change	Thru 8-2022	Thru 8-2023	% Change	Thru 8-2022	Thru 8-2023	% Change
\$655,000	\$699,000	+ 6.7%	\$337,750	\$350,000	+3.6%	\$315,000	\$340,000	+7.9%
January 1 – September 30			January 1 – September 30			January 1 – September 30		
Thru 9-2022	Thru 9-2023	% Change	Thru 9-2022	Thru 9-2023	% Change	Thru 9-2022	Thru 9-2023	% Change
\$650,250	\$686,494	+ 5.6%	\$339,000	\$350,000	+ 3.2%	\$316,000	\$345,000	+ 9.2%
January 1 – October 31			January 1 – October 31			January 1 – October 31		
Thru 10-2022	Thru 10-2023	% Change	Thru 10-2022	Thru 10-2023	% Change	Thru 10-2022	Thru 10-2023	% Change
\$650,000	\$690,000	+ 6.2%	\$339,500	\$350,000	+ 3.1%	\$315,700	\$345,000	+ 9.3%
January 1 – November 30			January 1 – November 30			January 1 – November 30		
Thru 11-2022	Thru 11-2023	% Change	Thru 11-2022	Thru 11-2023	% Change	Thru 11-2022	Thru 11-2023	% Change
102.8%	103.0%	+ 0.2%	102.4%	102.4%	0.0%	104.3%	104.9%	+0.6%

***You don't have to be great to start,
but you have to start to be great.***

Joe Sabah

SUCCESS IS A JOURNEY,
NOT A DESTINATION

