

FAIRFIELD COUNTY

Market Report

Q3-2023



HOULIHAN LAWRENCE



HOULIHAN LAWRENCE

EXECUTIVE SUMMARY

The third quarter of 2023 was marked by a scarcity of available properties north of New York City, perpetuating record low inventory levels.

The average list-to-sale price ratio surpassed 100%, reflecting intense buyer competition in most price categories. Homes spent the lowest amount of time on the market in years, attributed to ready, willing, and able buyers and a large percentage of cash purchases. Consequently, both sales and pending contracts experienced declines due to inventory constraints.

In certain markets, the number of top-price tier listings is beginning to increase, affording more variety for buyers. While the demand might suggest otherwise, buyers remain discerning. Accurate pricing remains critical as overly inflated prices can cause homes to be overlooked and seller disappointment.

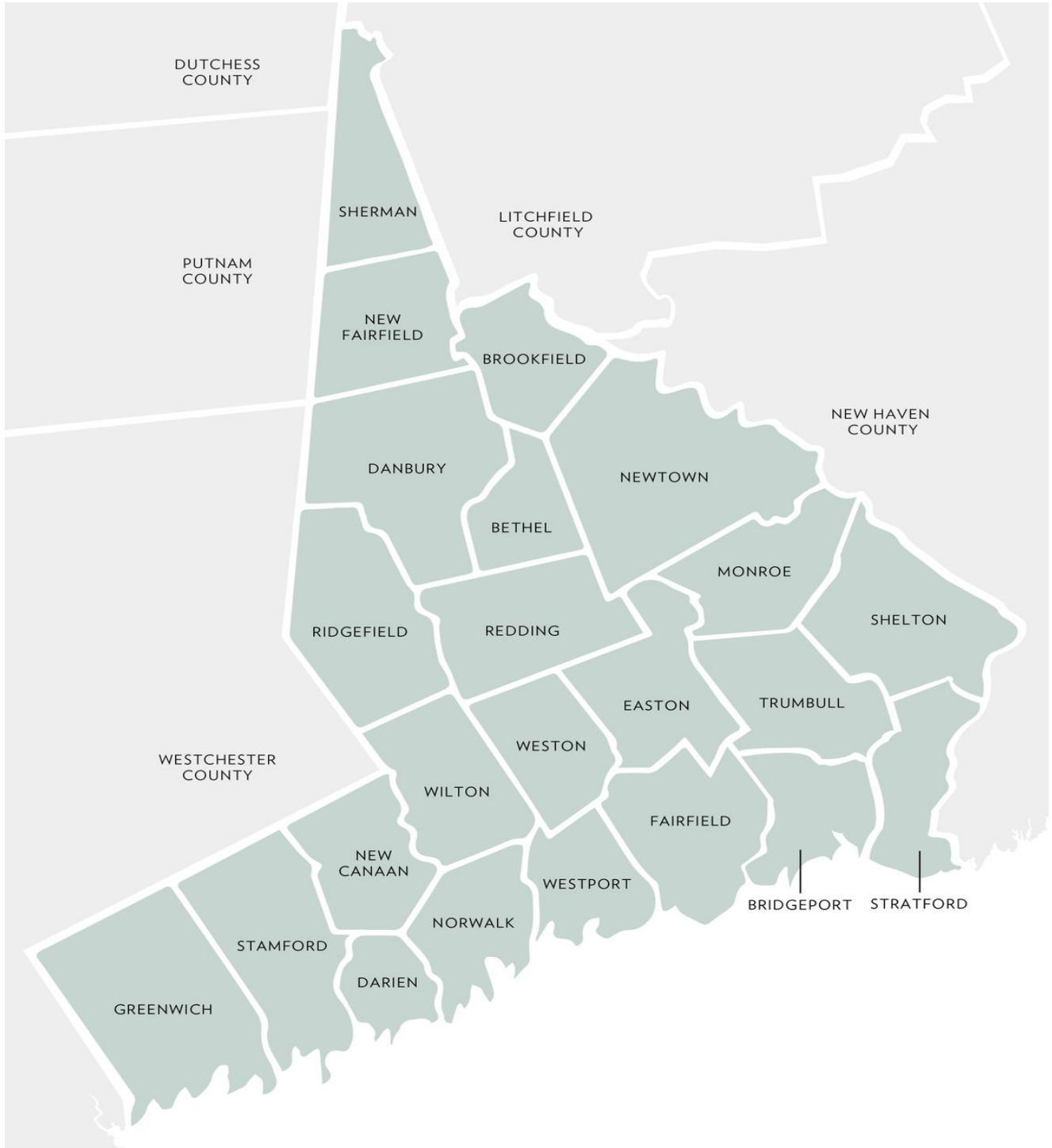
We anticipate buyer demand to continue with our markets offering so much, from housing to recreation, culture, and more. It remains an opportune time to sell north of New York City, and we are grateful to our clients and communities for continuing to choose Houlihan Lawrence year after year.

With Warm Regards,

Liz Nunan
President and CEO

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THIRD QUARTER 2023



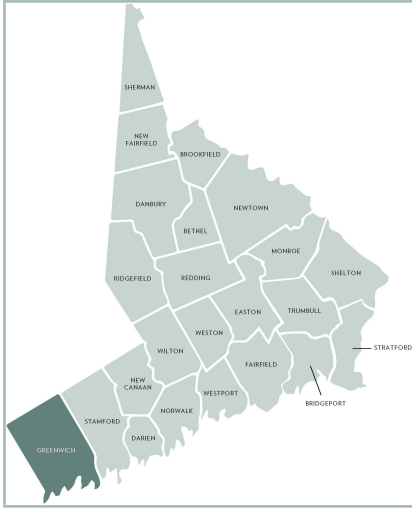
FAIRFIELD COUNTY

Single Family Homes Overview

GREENWICH	STAMFORD	DARIEN	NEW CANAAN
NORWALK	WESTPORT	FAIRFIELD	BRIDGEPORT
STRATFORD	WILTON	WESTON	EASTON
TRUMBULL	SHELTON	RIDGEFIELD	REDDING
MONROE	DANBURY	BETHEL	NEWTOWN
NEW FAIRFIELD	BROOKFIELD	SHERMAN	

GREENWICH

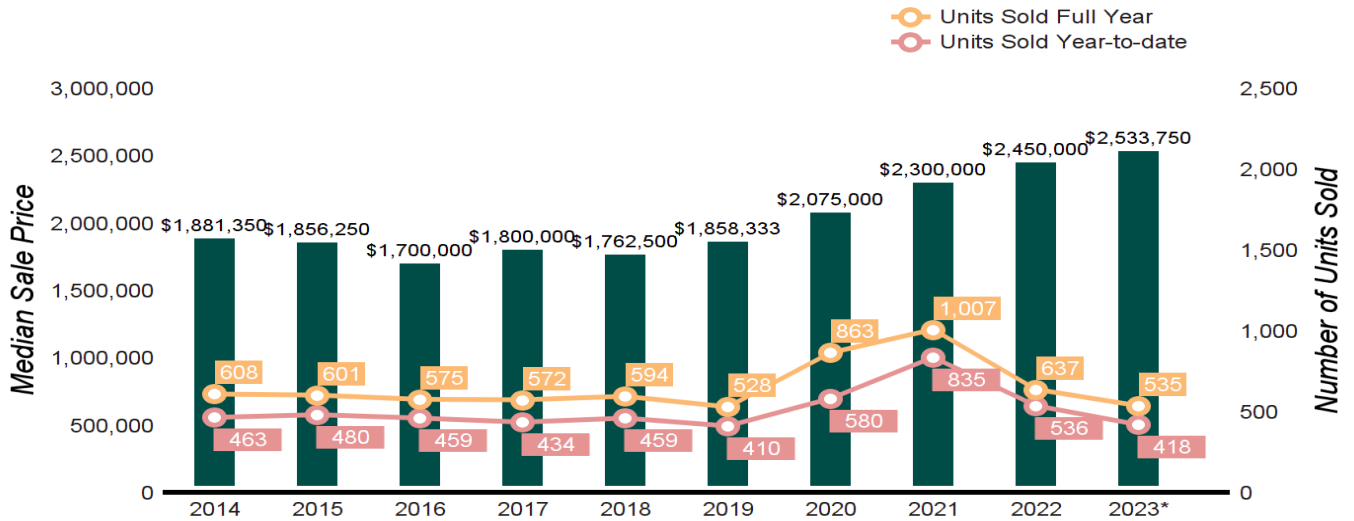
THIRD QUARTER 2023



QUARTERLY MARKET OVERVIEW

	Q3 2023	Q3 2022	% CHANGE	YTD 2023	YTD 2022	% CHANGE
HOMES SOLD	166	204	-18.6%	418	536	-22.0%
AVERAGE SALE PRICE	\$4,387,538	\$3,130,538	40.2%	\$3,637,602	\$3,107,980	17.0%
MEDIAN SALE PRICE	\$2,502,500	\$2,411,250	3.8%	\$2,533,750	\$2,487,500	1.9%
AVERAGE PRICE PER SQUARE FOOT	\$842	\$717	17.4%	\$755	\$694	8.8%
AVERAGE DAYS ON MARKET	87	58	50.0%	84	79	6.3%
% SALE PRICE TO LIST PRICE	96.9%	100.5%	-3.6%	97.7%	99.8%	-2.1%

TEN-YEAR MARKET HISTORY



Average Sale Price	\$2,688,907	\$2,421,486	\$2,203,756	\$2,574,993	\$2,393,006	\$2,376,330	\$2,667,708	\$3,005,642	\$3,050,065	\$3,637,602	Average Sale Price
Average Price/SqFt	\$611	\$592	\$564	\$578	\$563	\$545	\$557	\$635	\$696	\$755	Average Price/SqFt
Days On Market	155	161	157	183	179	199	171	109	76	84	Days On Market
%Sale Price to List Price	93.7%	94.4%	94.1%	92.5%	93.7%	92.4%	94.4%	97.4%	99.7%	97.7%	%Sale Price to List Price

Source : Greenwich MLS, Residential / Single Family Homes

* Homes sold for 2023 are annualized based on actual sales year-to-date

GREENWICH

THIRD QUARTER 2023

SUPPLY/DEMAND ANALYSIS

PRICE RANGE	AS OF SEPTEMBER 30, 2023			AS OF SEPTEMBER 30, 2022			2023 vs. 2022	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$999,999	6	12	1	12	4	3	-50.0%	200.0%
\$1,000,000 - \$1,999,999	17	15	1	43	11	4	-60.5%	36.4%
\$2,000,000 - \$2,999,999	23	7	3	37	18	2	-37.8%	-61.1%
\$3,000,000 - \$3,999,999	15	7	2	26	12	2	-42.3%	-41.7%
\$4,000,000 - \$4,999,999	15	11	1	30	5	6	-50.0%	120.0%
\$5,000,000 - \$5,999,999	17	6	3	18	7	3	-5.6%	-14.3%
\$6,000,000 - \$7,999,999	12	6	2	14	9	2	-14.3%	-33.3%
\$8,000,000 - \$9,999,999	9	4	2	11	1	11	-18.2%	300.0%
\$10,000,000 and up	22	5	4	33	0	Not Valid	-33.3%	0.0%
Market Totals	136	73	2	224	67	3	-39.3%	9.0%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

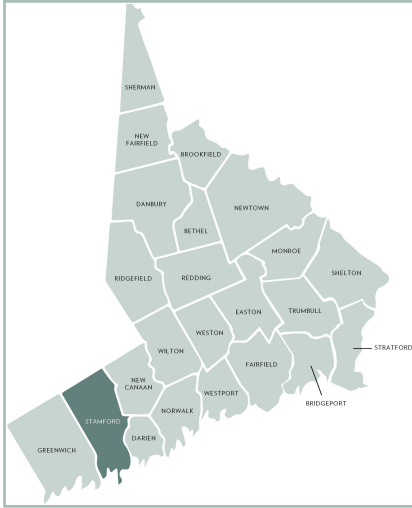
SOLD PROPERTIES

PRICE RANGE	YEAR-TO-DATE			YEAR-OVER-YEAR		
	01/01/2023 - 09/30/2023	01/01/2022 - 09/30/2022	% CHANGE 2023/2022	10/01/2022 - 09/30/2023	10/01/2021 - 09/30/2022	% CHANGE 2023/2022
\$0 - \$999,999	41	53	-22.6%	50	73	-31.5%
\$1,000,000 - \$1,999,999	110	153	-28.1%	140	208	-32.7%
\$2,000,000 - \$2,999,999	96	116	-17.2%	129	157	-17.8%
\$3,000,000 - \$3,999,999	50	70	-28.6%	61	90	-32.2%
\$4,000,000 - \$4,999,999	47	57	-17.5%	53	69	-23.2%
\$5,000,000 - \$5,999,999	28	36	-22.2%	34	44	-22.7%
\$6,000,000 - \$7,999,999	24	32	-25.0%	27	40	-32.5%
\$8,000,000 - \$9,999,999	12	11	9.1%	14	15	-6.7%
\$10,000,000 and up	10	8	25.0%	11	12	-8.3%
Market Totals	418	536	-22.0%	519	708	-26.7%

Source : Greenwich MLS, Residential / Single Family Homes

STAMFORD

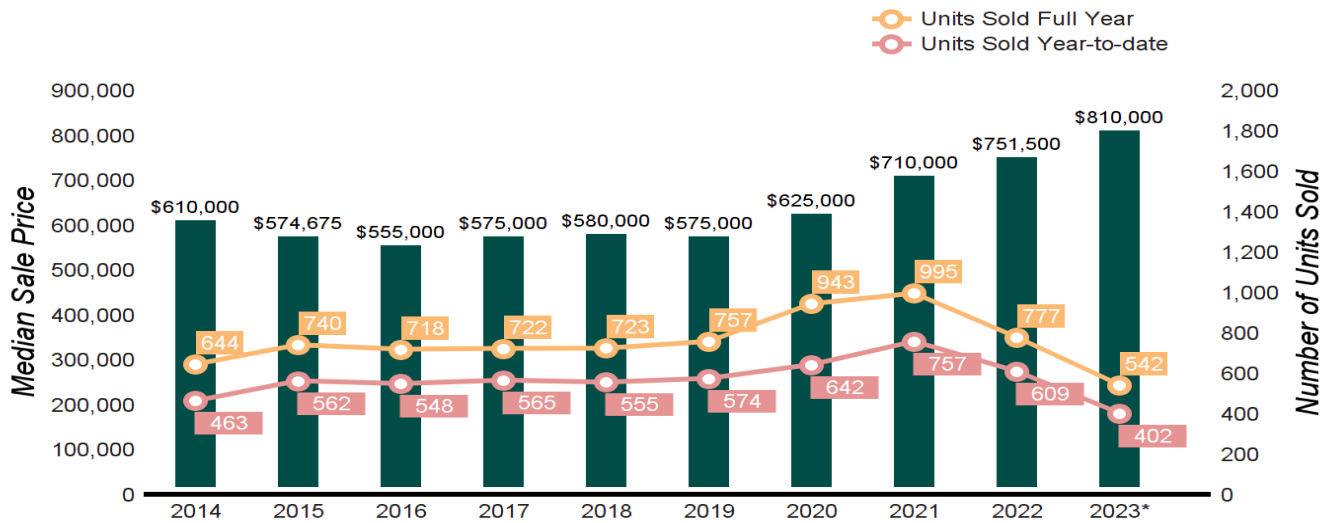
THIRD QUARTER 2023



QUARTERLY MARKET OVERVIEW

	Q3 2023	Q3 2022	% CHANGE	YTD 2023	YTD 2022	% CHANGE
HOMES SOLD	160	240	-33.3%	402	609	-34.0%
AVERAGE SALE PRICE	\$875,699	\$858,611	2.0%	\$908,981	\$879,825	3.3%
MEDIAN SALE PRICE	\$800,000	\$780,000	2.6%	\$810,000	\$760,000	6.6%
AVERAGE PRICE PER SQUARE FOOT	\$329	\$312	5.4%	\$328	\$309	6.1%
AVERAGE DAYS ON MARKET	41	41	0.0%	43	45	-4.4%
% SALE PRICE TO LIST PRICE	104.2%	101.6%	2.6%	103.4%	102.5%	0.9%

TEN-YEAR MARKET HISTORY



Average Sale Price	\$689,609	\$660,162	\$636,893	\$652,048	\$648,437	\$640,382	\$721,185	\$832,913	\$878,225	\$908,981	Average Sale Price
Average Price/SqFt	\$222	\$239	\$230	\$234	\$230	\$235	\$248	\$288	\$307	\$328	Average Price/SqFt
Days On Market	100	101	106	91	71	89	84	60	46	43	Days On Market
%Sale Price to List Price	96.0%	96.3%	96.1%	96.3%	96.7%	96.7%	97.9%	100.3%	101.9%	103.4%	%Sale Price to List Price

Source : Smart MLS, Single Family Homes

* Homes sold for 2023 are annualized based on the actual sales year-to-date

STAMFORD

THIRD QUARTER 2023

SUPPLY/DEMAND ANALYSIS

PRICE RANGE	AS OF SEPTEMBER 30, 2023			AS OF SEPTEMBER 30, 2022			2023 vs. 2022	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$499,999	4	9	1	11	8	1	-63.6%	12.5%
\$500,000 - \$699,999	25	9	3	44	22	2	-43.2%	-59.1%
\$700,000 - \$999,999	30	13	2	44	26	2	-31.8%	-50.0%
\$1,000,000 - \$1,499,999	26	8	3	26	18	1	0.0%	-55.6%
\$1,500,000 - \$1,999,999	18	1	18	10	3	3	80.0%	-66.7%
\$2,000,000 - \$2,499,999	6	3	2	3	1	3	100.0%	200.0%
\$2,500,000 - \$2,999,999	3	0	Not Valid	5	1	5	-40.0%	-100.0%
\$3,000,000 - \$3,999,999	1	1	1	0	1	0	0.0%	0.0%
\$4,000,000 and up	5	0	Not Valid	4	1	4	25.0%	-100.0%
Market Totals	118	44	3	147	81	2	-19.7%	-45.7%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

SOLD PROPERTIES

PRICE RANGE	YEAR-TO-DATE			YEAR-OVER-YEAR		
	01/01/2023 - 09/30/2023	01/01/2022 - 09/30/2022	% CHANGE 2023/2022	10/01/2022 - 09/30/2023	10/01/2021 - 09/30/2022	% CHANGE 2023/2022
\$0 - \$499,999	23	42	-45.2%	37	71	-47.9%
\$500,000 - \$699,999	124	209	-40.7%	183	286	-36.0%
\$700,000 - \$999,999	140	215	-34.9%	199	298	-33.2%
\$1,000,000 - \$1,499,999	83	97	-14.4%	111	128	-13.3%
\$1,500,000 - \$1,999,999	20	31	-35.5%	24	43	-44.2%
\$2,000,000 - \$2,499,999	11	10	10.0%	12	12	0.0%
\$2,500,000 - \$2,999,999	0	1	-100.0%	0	2	-100.0%
\$3,000,000 - \$4,999,999	1	3	-66.7%	4	6	-33.3%
\$5,000,000 and up	0	1	-100.0%	0	1	-100.0%
Market Totals	402	609	-34.0%	570	847	-32.7%

Source : Smart MLS, Single Family Homes

DARIEN

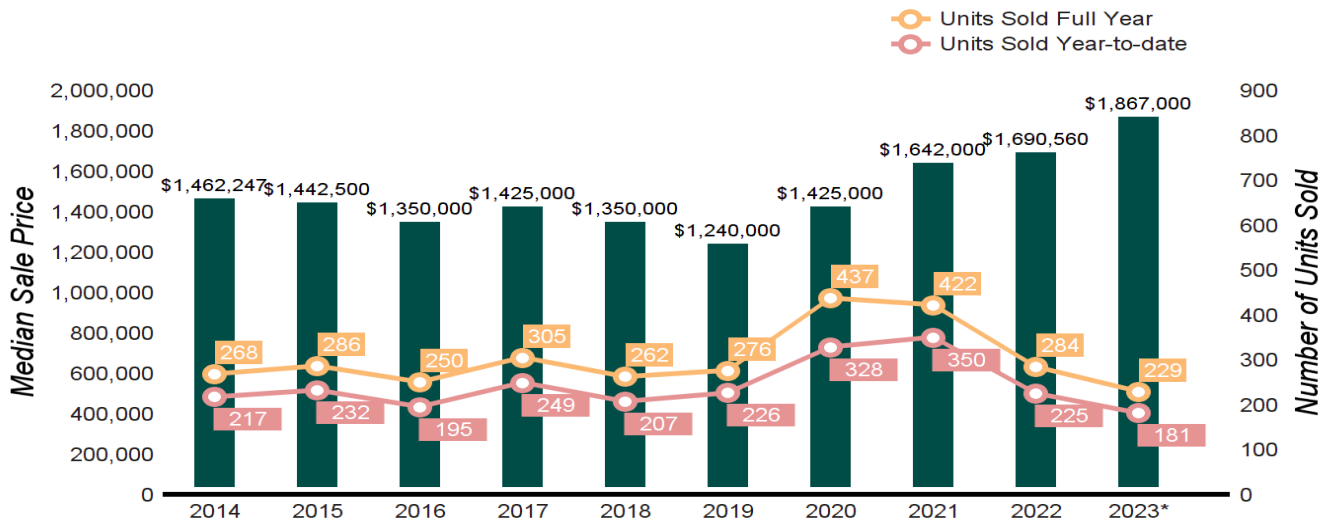
THIRD QUARTER 2023



QUARTERLY MARKET OVERVIEW

	Q3 2023	Q3 2022	% CHANGE	YTD 2023	YTD 2022	% CHANGE
HOMES SOLD	74	83	-10.8%	181	225	-19.6%
AVERAGE SALE PRICE	\$2,167,833	\$1,932,206	12.2%	\$2,499,606	\$1,969,187	26.9%
MEDIAN SALE PRICE	\$1,765,000	\$1,600,000	10.3%	\$1,867,000	\$1,601,000	16.6%
AVERAGE PRICE PER SQUARE FOOT	\$644	\$559	15.2%	\$634	\$563	12.6%
AVERAGE DAYS ON MARKET	30	30	0.0%	32	36	-11.1%
% SALE PRICE TO LIST PRICE	101.5%	103.4%	-1.8%	98.6%	103.4%	-4.6%

TEN-YEAR MARKET HISTORY



Average Sale Price	\$1,619,781	\$1,705,978	\$1,673,646	\$1,676,743	\$1,603,743	\$1,534,435	\$1,655,525	\$1,929,797	\$2,020,720	\$2,499,606	Average Sale Price
Average Price/SqFt	\$474	\$504	\$490	\$476	\$458	\$429	\$446	\$505	\$567	\$634	Average Price/SqFt
Days On Market	109	105	110	126	122	147	124	70	41	32	Days On Market
%Sale Price to List Price	96.9%	95.6%	96.0%	95.5%	94.7%	94.0%	96.3%	99.4%	102.7%	98.6%	%Sale Price to List Price

Source : Smart MLS, Single Family Homes

* Homes sold for 2023 are annualized based on the actual sales year-to-date

DARIEN

THIRD QUARTER 2023

SUPPLY/DEMAND ANALYSIS

PRICE RANGE	AS OF SEPTEMBER 30, 2023			AS OF SEPTEMBER 30, 2022			2023 vs. 2022	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$499,999	0	0	Not Valid	0	1	0	0.0%	-100.0%
\$500,000 - \$699,999	1	2	1	4	0	Not Valid	-75.0%	0.0%
\$700,000 - \$999,999	2	3	1	4	3	1	-50.0%	0.0%
\$1,000,000 - \$1,499,999	6	3	2	9	5	2	-33.3%	-40.0%
\$1,500,000 - \$1,999,999	6	4	2	6	6	1	0.0%	-33.3%
\$2,000,000 - \$2,499,999	4	5	1	9	6	2	-55.6%	-16.7%
\$2,500,000 - \$2,999,999	1	5	1	4	4	1	-75.0%	25.0%
\$3,000,000 - \$3,999,999	2	4	1	6	7	1	-66.7%	-42.9%
\$4,000,000 and up	17	2	9	9	3	3	88.9%	-33.3%
Market Totals	39	28	1	51	35	1	-23.5%	-20.0%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

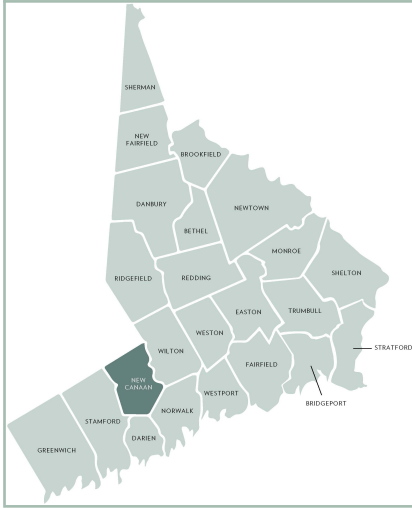
SOLD PROPERTIES

PRICE RANGE	YEAR-TO-DATE			YEAR-OVER-YEAR		
	01/01/2023 - 09/30/2023	01/01/2022 - 09/30/2022	% CHANGE 2023/2022	10/01/2022 - 09/30/2023	10/01/2021 - 09/30/2022	% CHANGE 2023/2022
\$0 - \$499,999	2	0	Not Valid	2	0	Not Valid
\$500,000 - \$699,999	7	10	-30.0%	10	14	-28.6%
\$700,000 - \$999,999	20	32	-37.5%	27	42	-35.7%
\$1,000,000 - \$1,499,999	40	57	-29.8%	51	72	-29.2%
\$1,500,000 - \$1,999,999	28	46	-39.1%	37	65	-43.1%
\$2,000,000 - \$2,499,999	35	20	75.0%	46	25	84.0%
\$2,500,000 - \$2,999,999	16	21	-23.8%	21	25	-16.0%
\$3,000,000 - \$4,999,999	29	34	-14.7%	39	47	-17.0%
\$5,000,000 and up	4	5	-20.0%	7	7	0.0%
Market Totals	181	225	-19.6%	240	297	-19.2%

Source : Smart MLS, Single Family Homes

NEW CANAAN

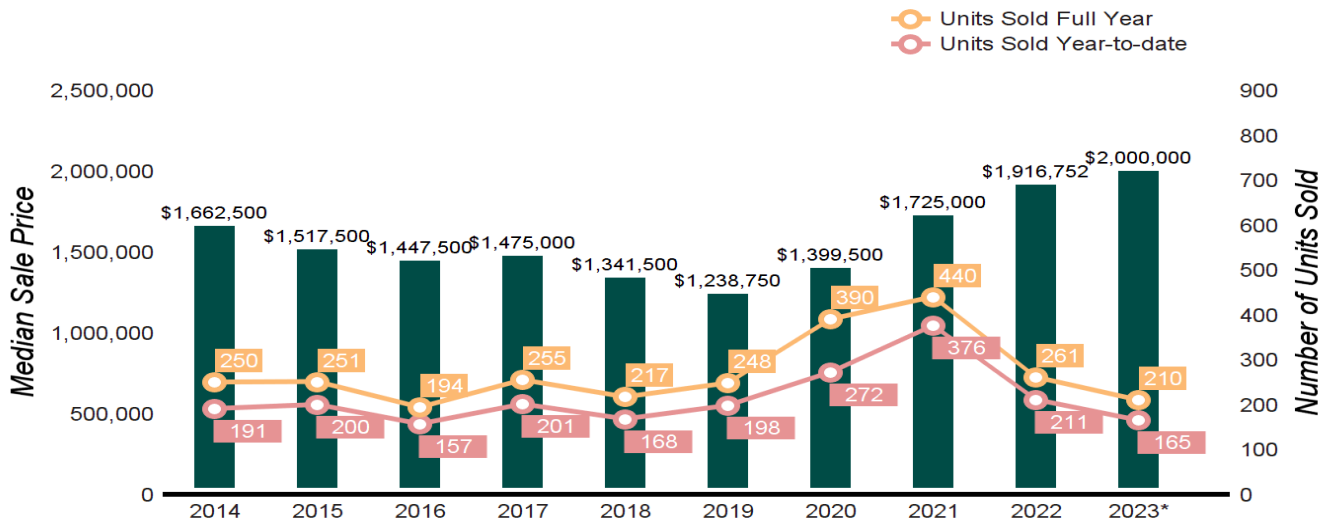
THIRD QUARTER 2023



QUARTERLY MARKET OVERVIEW

	Q3 2023	Q3 2022	% CHANGE	YTD 2023	YTD 2022	% CHANGE
HOMES SOLD	69	85	-18.8%	165	211	-21.8%
AVERAGE SALE PRICE	\$2,312,515	\$2,352,915	-1.7%	\$2,194,476	\$2,193,342	0.1%
MEDIAN SALE PRICE	\$1,950,000	\$2,075,000	-6.0%	\$2,000,000	\$1,916,752	4.3%
AVERAGE PRICE PER SQUARE FOOT	\$489	\$489	0.0%	\$482	\$458	5.2%
AVERAGE DAYS ON MARKET	40	41	-2.4%	48	54	-11.1%
% SALE PRICE TO LIST PRICE	99.0%	100.5%	-1.5%	99.6%	101.2%	-1.6%

TEN-YEAR MARKET HISTORY



Average Sale Price	\$1,929,472	\$1,783,190	\$1,770,026	\$1,713,201	\$1,628,160	\$1,424,859	\$1,670,517	\$1,995,193	\$2,177,383	\$2,194,476	Average Sale Price
Average Price/SqFt	\$389	\$406	\$356	\$355	\$341	\$316	\$337	\$400	\$458	\$482	Average Price/SqFt
Days On Market	122	126	148	147	138	164	137	83	55	48	Days On Market
%Sale Price to List Price	94.9%	95.8%	93.8%	94.0%	92.2%	92.8%	95.4%	99.1%	100.6%	99.6%	%Sale Price to List Price

Source : Smart MLS, Single Family Homes

* Homes sold for 2023 are annualized based on the actual sales year-to-date

NEW CANAAN

THIRD QUARTER 2023

SUPPLY/DEMAND ANALYSIS

PRICE RANGE	AS OF SEPTEMBER 30, 2023			AS OF SEPTEMBER 30, 2022			2023 vs. 2022	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$499,999	0	0	Not Valid	0	0	Not Valid	0.0%	0.0%
\$500,000 - \$699,999	0	1	0	0	1	0	0.0%	0.0%
\$700,000 - \$999,999	2	1	2	8	1	8	-75.0%	0.0%
\$1,000,000 - \$1,499,999	11	7	2	8	6	1	37.5%	16.7%
\$1,500,000 - \$1,999,999	9	4	2	12	7	2	-25.0%	-42.9%
\$2,000,000 - \$2,499,999	3	2	2	9	7	1	-66.7%	-71.4%
\$2,500,000 - \$2,999,999	10	1	10	2	5	1	400.0%	-80.0%
\$3,000,000 - \$3,999,999	14	6	2	9	5	2	55.6%	20.0%
\$4,000,000 and up	23	3	8	28	2	14	-17.9%	50.0%
Market Totals	72	25	3	76	34	2	-5.3%	-26.5%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

SOLD PROPERTIES

PRICE RANGE	YEAR-TO-DATE			YEAR-OVER-YEAR		
	01/01/2023 - 09/30/2023	01/01/2022 - 09/30/2022	% CHANGE 2023/2022	10/01/2022 - 09/30/2023	10/01/2021 - 09/30/2022	% CHANGE 2023/2022
\$0 - \$499,999	0	0	Not Valid	0	0	Not Valid
\$500,000 - \$699,999	0	4	-100.0%	0	5	-100.0%
\$700,000 - \$999,999	17	14	21.4%	22	17	29.4%
\$1,000,000 - \$1,499,999	24	54	-55.6%	34	73	-53.4%
\$1,500,000 - \$1,999,999	41	37	10.8%	54	57	-5.3%
\$2,000,000 - \$2,499,999	33	32	3.1%	41	37	10.8%
\$2,500,000 - \$2,999,999	20	35	-42.9%	26	40	-35.0%
\$3,000,000 - \$4,999,999	26	29	-10.3%	34	39	-12.8%
\$5,000,000 and up	4	6	-33.3%	4	7	-42.9%
Market Totals	165	211	-21.8%	215	275	-21.8%

Source : Smart MLS, Single Family Homes

NORWALK

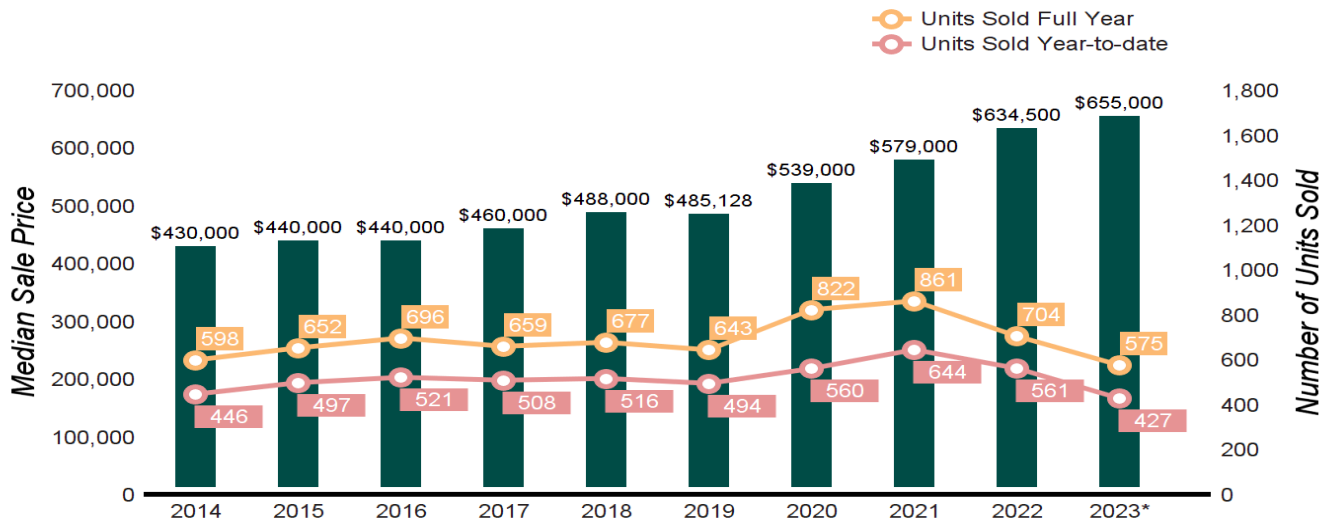
THIRD QUARTER 2023



QUARTERLY MARKET OVERVIEW

	Q3 2023	Q3 2022	% CHANGE	YTD 2023	YTD 2022	% CHANGE
HOMES SOLD	168	238	-29.4%	427	561	-23.9%
AVERAGE SALE PRICE	\$1,507,463	\$916,157	64.5%	\$1,098,461	\$835,097	31.5%
MEDIAN SALE PRICE	\$720,000	\$650,000	10.8%	\$655,000	\$635,000	3.1%
AVERAGE PRICE PER SQUARE FOOT	\$676	\$365	85.2%	\$480	\$351	36.8%
AVERAGE DAYS ON MARKET	35	41	-14.6%	38	43	-11.6%
% SALE PRICE TO LIST PRICE	174.3%	102.5%	70.0%	132.1%	103.7%	27.4%

TEN-YEAR MARKET HISTORY



Average Sale Price	\$579,016	\$561,384	\$589,682	\$617,442	\$606,739	\$598,599	\$692,658	\$775,316	\$835,339	\$1,098,461	Average Sale Price
Average Price/SqFt	\$225	\$244	\$255	\$262	\$258	\$261	\$289	\$315	\$352	\$480	Average Price/SqFt
Days On Market	103	99	104	83	67	87	79	56	43	38	Days On Market
%Sale Price to List Price	96.3%	96.2%	96.2%	96.6%	96.8%	96.7%	97.8%	100.5%	103.1%	132.1%	%Sale Price to List Price

Source : Smart MLS, Single Family Homes

* Homes sold for 2023 are annualized based on the actual sales year-to-date

NORWALK

THIRD QUARTER 2023

SUPPLY/DEMAND ANALYSIS

PRICE RANGE	AS OF SEPTEMBER 30, 2023			AS OF SEPTEMBER 30, 2022			2023 vs. 2022	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$499,999	9	11	1	30	19	2	-70.0%	-42.1%
\$500,000 - \$699,999	28	13	2	40	15	3	-30.0%	-13.3%
\$700,000 - \$999,999	21	9	2	25	16	2	-16.0%	-43.8%
\$1,000,000 - \$1,499,999	8	4	2	7	14	1	14.3%	-71.4%
\$1,500,000 - \$1,999,999	6	3	2	8	6	1	-25.0%	-50.0%
\$2,000,000 - \$2,499,999	1	0	Not Valid	2	0	Not Valid	-50.0%	0.0%
\$2,500,000 - \$2,999,999	1	0	Not Valid	4	2	2	-75.0%	-100.0%
\$3,000,000 - \$3,999,999	1	1	1	1	3	1	0.0%	-66.7%
\$4,000,000 and up	4	0	Not Valid	0	2	0	0.0%	-100.0%
Market Totals	79	41	2	117	77	2	-32.5%	-46.8%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

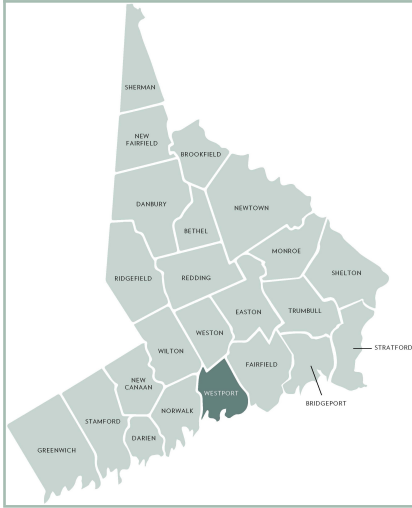
SOLD PROPERTIES

PRICE RANGE	YEAR-TO-DATE			YEAR-OVER-YEAR		
	01/01/2023 - 09/30/2023	01/01/2022 - 09/30/2022	% CHANGE 2023/2022	10/01/2022 - 09/30/2023	10/01/2021 - 09/30/2022	% CHANGE 2023/2022
\$0 - \$499,999	73	127	-42.5%	109	193	-43.5%
\$500,000 - \$699,999	166	207	-19.8%	215	291	-26.1%
\$700,000 - \$999,999	92	111	-17.1%	119	157	-24.2%
\$1,000,000 - \$1,499,999	52	60	-13.3%	70	64	9.4%
\$1,500,000 - \$1,999,999	18	33	-45.5%	24	37	-35.1%
\$2,000,000 - \$2,499,999	10	8	25.0%	12	13	-7.7%
\$2,500,000 - \$2,999,999	8	8	0.0%	10	8	25.0%
\$3,000,000 - \$4,999,999	6	5	20.0%	9	11	-18.2%
\$5,000,000 and up	2	2	0.0%	2	4	-50.0%
Market Totals	427	561	-23.9%	570	778	-26.7%

Source : Smart MLS, Single Family Homes

WESTPORT

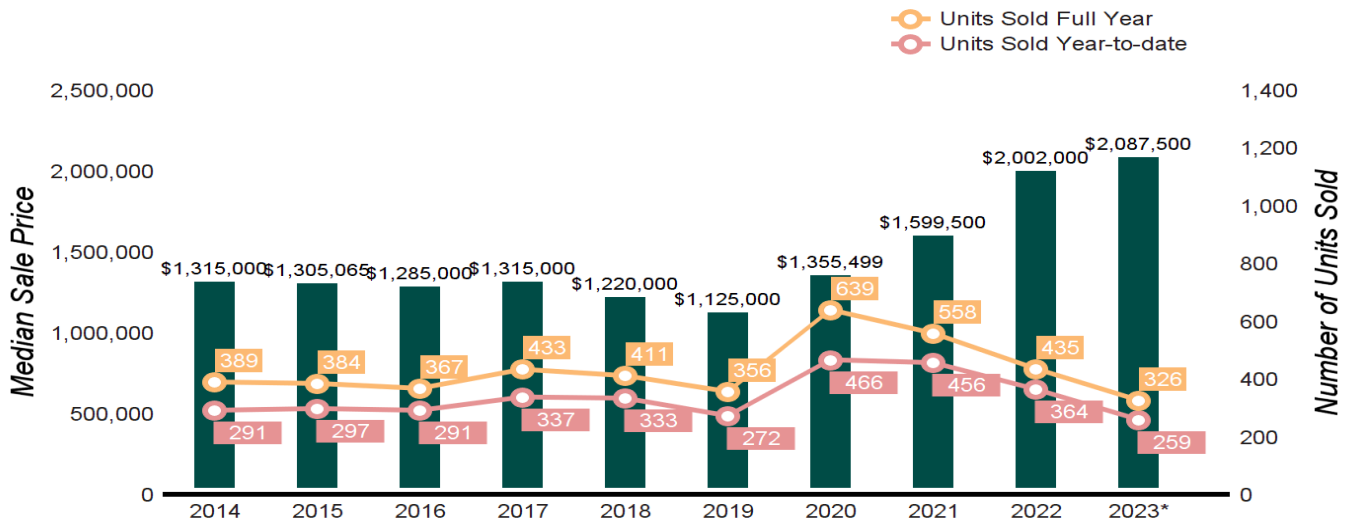
THIRD QUARTER 2023



QUARTERLY MARKET OVERVIEW

	Q3 2023	Q3 2022	% CHANGE	YTD 2023	YTD 2022	% CHANGE
HOMES SOLD	111	131	-15.3%	259	364	-28.8%
AVERAGE SALE PRICE	\$2,387,282	\$2,428,907	-1.7%	\$2,434,194	\$2,415,139	0.8%
MEDIAN SALE PRICE	\$2,042,500	\$1,999,000	2.2%	\$2,087,500	\$2,050,000	1.8%
AVERAGE PRICE PER SQUARE FOOT	\$553	\$568	-2.6%	\$551	\$564	-2.3%
AVERAGE DAYS ON MARKET	47	51	-7.8%	54	53	1.9%
% SALE PRICE TO LIST PRICE	102.6%	102.4%	0.2%	100.5%	103.2%	-2.6%

TEN-YEAR MARKET HISTORY



Average Sale Price	\$1,545,200	\$1,647,416	\$1,527,152	\$1,532,674	\$1,457,544	\$1,361,657	\$1,595,659	\$1,832,804	\$2,367,445	\$2,434,194	Average Sale Price
Average Price/SqFt	\$385	\$403	\$376	\$364	\$355	\$345	\$375	\$456	\$561	\$551	Average Price/SqFt
Days On Market	111	113	120	118	98	120	101	56	54	54	Days On Market
%Sale Price to List Price	96.0%	94.5%	94.9%	95.4%	95.6%	93.9%	97.1%	100.5%	102.4%	100.5%	%Sale Price to List Price

Source : Smart MLS, Single Family Homes

* Homes sold for 2023 are annualized based on the actual sales year-to-date

WESTPORT

THIRD QUARTER 2023

SUPPLY/DEMAND ANALYSIS

PRICE RANGE	AS OF SEPTEMBER 30, 2023			AS OF SEPTEMBER 30, 2022			2023 vs. 2022	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$499,999	0	1	0	3	0	Not Valid	-100.0%	0.0%
\$500,000 - \$699,999	1	0	Not Valid	4	3	1	-75.0%	-100.0%
\$700,000 - \$999,999	5	3	2	13	3	4	-61.5%	0.0%
\$1,000,000 - \$1,499,999	8	9	1	11	5	2	-27.3%	80.0%
\$1,500,000 - \$1,999,999	14	7	2	16	6	3	-12.5%	16.7%
\$2,000,000 - \$2,499,999	10	4	3	6	8	1	66.7%	-50.0%
\$2,500,000 - \$2,999,999	15	7	2	10	8	1	50.0%	-12.5%
\$3,000,000 - \$3,999,999	16	3	5	13	9	1	23.1%	-66.7%
\$4,000,000 and up	24	6	4	25	5	5	-4.0%	20.0%
Market Totals	93	40	2	101	47	2	-7.9%	-14.9%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

SOLD PROPERTIES

PRICE RANGE	YEAR-TO-DATE			YEAR-OVER-YEAR		
	01/01/2023 - 09/30/2023	01/01/2022 - 09/30/2022	% CHANGE 2023/2022	10/01/2022 - 09/30/2023	10/01/2021 - 09/30/2022	% CHANGE 2023/2022
\$0 - \$499,999	3	2	50.0%	3	4	-25.0%
\$500,000 - \$699,999	5	12	-58.3%	6	19	-68.4%
\$700,000 - \$999,999	21	35	-40.0%	36	52	-30.8%
\$1,000,000 - \$1,499,999	46	59	-22.0%	56	81	-30.9%
\$1,500,000 - \$1,999,999	49	65	-24.6%	64	80	-20.0%
\$2,000,000 - \$2,499,999	30	57	-47.4%	37	75	-50.7%
\$2,500,000 - \$2,999,999	37	42	-11.9%	44	52	-15.4%
\$3,000,000 - \$4,999,999	52	71	-26.8%	65	81	-19.8%
\$5,000,000 and up	16	21	-23.8%	19	22	-13.6%
Market Totals	259	364	-28.8%	330	466	-29.2%

Source : Smart MLS, Single Family Homes

FAIRFIELD

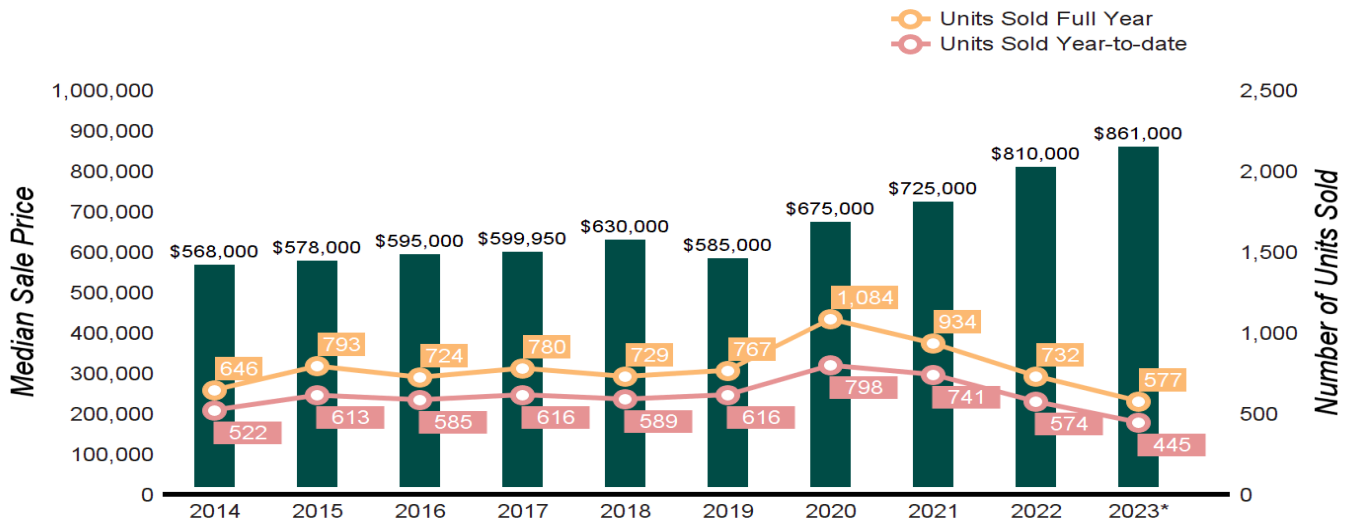
THIRD QUARTER 2023



QUARTERLY MARKET OVERVIEW

	Q3 2023	Q3 2022	% CHANGE	YTD 2023	YTD 2022	% CHANGE
HOMES SOLD	173	228	-24.1%	445	574	-22.5%
AVERAGE SALE PRICE	\$1,268,709	\$1,067,171	18.9%	\$1,136,738	\$1,075,624	5.7%
MEDIAN SALE PRICE	\$952,000	\$870,000	9.4%	\$861,000	\$825,000	4.4%
AVERAGE PRICE PER SQUARE FOOT	\$482	\$399	20.8%	\$434	\$395	9.9%
AVERAGE DAYS ON MARKET	41	41	0.0%	46	43	7.0%
% SALE PRICE TO LIST PRICE	101.3%	102.9%	-1.6%	101.4%	102.8%	-1.4%

TEN-YEAR MARKET HISTORY



Average Sale Price	\$722,296	\$737,642	\$705,408	\$743,699	\$776,998	\$707,793	\$867,030	\$958,051	\$1,054,647	\$1,136,738	Average Sale Price
Average Price/SqFt	\$278	\$284	\$279	\$278	\$280	\$269	\$293	\$341	\$390	\$434	Average Price/SqFt
Days On Market	98	102	106	43	77	90	88	55	45	46	Days On Market
%Sale Price to List Price	95.8%	96.0%	95.8%	96.3%	95.8%	95.5%	97.2%	99.7%	101.9%	101.4%	%Sale Price to List Price

Source : Smart MLS, Single Family Homes

* Homes sold for 2023 are annualized based on the actual sales year-to-date

FAIRFIELD

THIRD QUARTER 2023

SUPPLY/DEMAND ANALYSIS

PRICE RANGE	AS OF SEPTEMBER 30, 2023			AS OF SEPTEMBER 30, 2022			2023 vs. 2022	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$499,999	8	5	2	22	15	1	-63.6%	-66.7%
\$500,000 - \$699,999	23	9	3	43	9	5	-46.5%	0.0%
\$700,000 - \$999,999	20	18	1	32	23	1	-37.5%	-21.7%
\$1,000,000 - \$1,499,999	18	9	2	25	11	2	-28.0%	-18.2%
\$1,500,000 - \$1,999,999	13	3	4	13	5	3	0.0%	-40.0%
\$2,000,000 - \$2,499,999	8	3	3	7	3	2	14.3%	0.0%
\$2,500,000 - \$2,999,999	5	2	3	3	3	1	66.7%	-33.3%
\$3,000,000 - \$3,999,999	7	1	7	5	0	Not Valid	40.0%	0.0%
\$4,000,000 and up	8	1	8	10	1	10	-20.0%	0.0%
Market Totals	110	51	2	160	70	2	-31.3%	-27.1%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

SOLD PROPERTIES

PRICE RANGE	YEAR-TO-DATE			YEAR-OVER-YEAR		
	01/01/2023 - 09/30/2023	01/01/2022 - 09/30/2022	% CHANGE 2023/2022	10/01/2022 - 09/30/2023	10/01/2021 - 09/30/2022	% CHANGE 2023/2022
\$0 - \$499,999	35	71	-50.7%	61	114	-46.5%
\$500,000 - \$699,999	99	137	-27.7%	135	196	-31.1%
\$700,000 - \$999,999	134	152	-11.8%	181	194	-6.7%
\$1,000,000 - \$1,499,999	84	104	-19.2%	113	133	-15.0%
\$1,500,000 - \$1,999,999	48	68	-29.4%	58	78	-25.6%
\$2,000,000 - \$2,499,999	22	16	37.5%	26	20	30.0%
\$2,500,000 - \$2,999,999	12	9	33.3%	14	12	16.7%
\$3,000,000 - \$4,999,999	6	14	-57.1%	9	17	-47.1%
\$5,000,000 and up	5	3	66.7%	6	3	100.0%
Market Totals	445	574	-22.5%	603	767	-21.4%

Source : Smart MLS, Single Family Homes

BRIDGEPORT

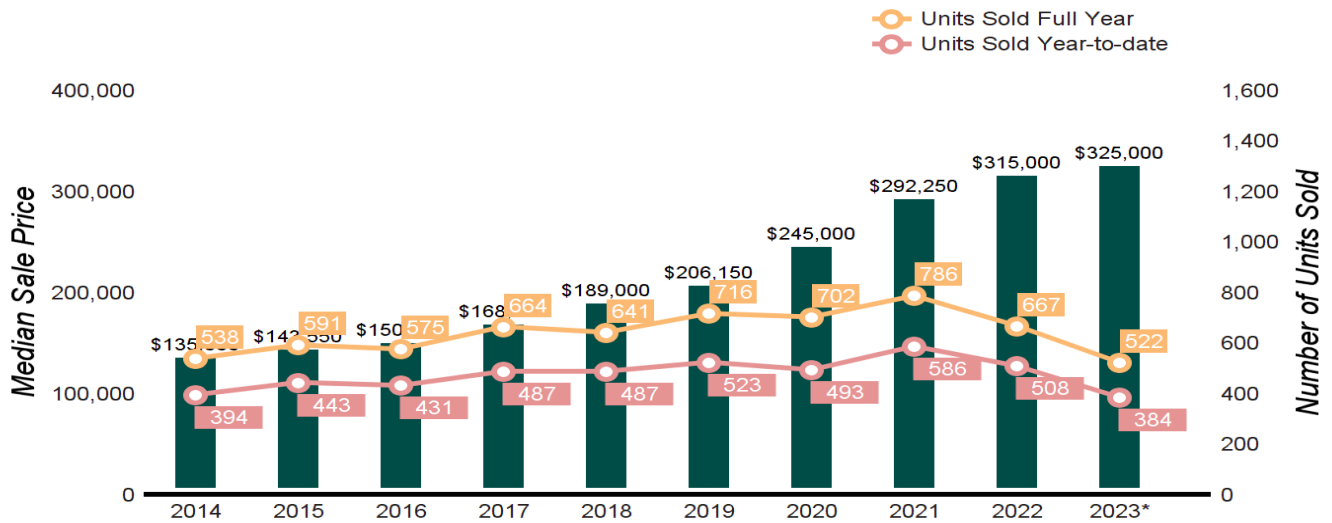
THIRD QUARTER 2023



QUARTERLY MARKET OVERVIEW

	Q3 2023	Q3 2022	% CHANGE	YTD 2023	YTD 2022	% CHANGE
HOMES SOLD	132	159	-17.0%	384	508	-24.4%
AVERAGE SALE PRICE	\$341,702	\$347,331	-1.6%	\$333,962	\$328,753	1.6%
MEDIAN SALE PRICE	\$348,500	\$325,000	7.2%	\$325,000	\$311,000	4.5%
AVERAGE PRICE PER SQUARE FOOT	\$223	\$215	3.7%	\$214	\$206	3.9%
AVERAGE DAYS ON MARKET	44	36	22.2%	48	42	14.3%
% SALE PRICE TO LIST PRICE	102.8%	101.4%	1.4%	101.1%	101.4%	-0.3%

TEN-YEAR MARKET HISTORY



Average Sale Price	\$149,196	\$147,286	\$150,644	\$169,023	\$194,259	\$210,111	\$248,250	\$294,908	\$325,940	\$333,962	Average Sale Price
Average Price/SqFt	\$89	\$95	\$98	\$108	\$115	\$129	\$154	\$186	\$206	\$214	Average Price/SqFt
Days On Market	96	87	77	61	55	68	59	50	40	48	Days On Market
%Sale Price to List Price	95.5%	96.7%	97.0%	97.7%	98.3%	98.2%	99.5%	100.7%	101.1%	101.1%	%Sale Price to List Price

Source : Smart MLS, Single Family Homes

* Homes sold for 2023 are annualized based on the actual sales year-to-date

BRIDGEPORT

THIRD QUARTER 2023

SUPPLY/DEMAND ANALYSIS

PRICE RANGE	AS OF SEPTEMBER 30, 2023			AS OF SEPTEMBER 30, 2022			2023 vs. 2022	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$199,999	3	2	2	11	13	1	-72.7%	-84.6%
\$200,000 - \$299,999	29	17	2	59	25	2	-50.8%	-32.0%
\$300,000 - \$399,999	32	19	2	64	39	2	-50.0%	-51.3%
\$400,000 - \$499,999	25	5	5	17	4	4	47.1%	25.0%
\$500,000 - \$599,999	5	2	3	6	1	6	-16.7%	100.0%
\$600,000 - \$799,999	1	1	1	0	3	0	0.0%	-66.7%
\$800,000 - \$999,999	0	0	Not Valid	0	0	Not Valid	0.0%	0.0%
\$1,000,000 - \$1,999,999	0	1	0	0	0	Not Valid	0.0%	0.0%
\$2,000,000 and up	2	0	Not Valid	0	0	Not Valid	0.0%	0.0%
Market Totals	97	47	2	157	85	2	-38.2%	-44.7%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

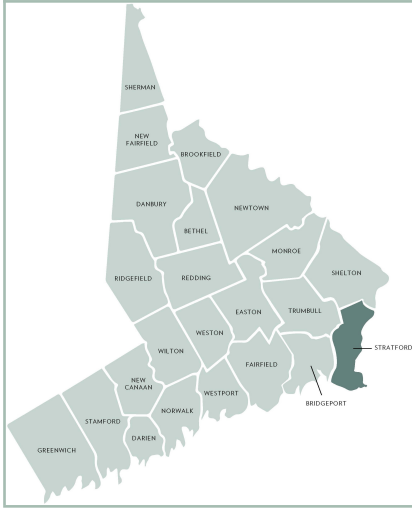
SOLD PROPERTIES

PRICE RANGE	YEAR-TO-DATE			YEAR-OVER-YEAR		
	01/01/2023 - 09/30/2023	01/01/2022 - 09/30/2022	% CHANGE 2023/2022	10/01/2022 - 09/30/2023	10/01/2021 - 09/30/2022	% CHANGE 2023/2022
\$0 - \$199,999	24	39	-38.5%	38	62	-38.7%
\$200,000 - \$299,999	109	175	-37.7%	156	248	-37.1%
\$300,000 - \$399,999	171	197	-13.2%	246	272	-9.6%
\$400,000 - \$499,999	67	73	-8.2%	86	98	-12.2%
\$500,000 - \$599,999	6	10	-40.0%	8	12	-33.3%
\$600,000 - \$799,999	3	10	-70.0%	5	11	-54.5%
\$800,000 - \$999,999	3	2	50.0%	3	3	0.0%
\$1,000,000 - \$1,999,999	1	2	-50.0%	1	2	-50.0%
\$2,000,000 and up	0	0	Not Valid	0	0	Not Valid
Market Totals	384	508	-24.4%	543	708	-23.3%

Source : Smart MLS, Single Family Homes

STRATFORD

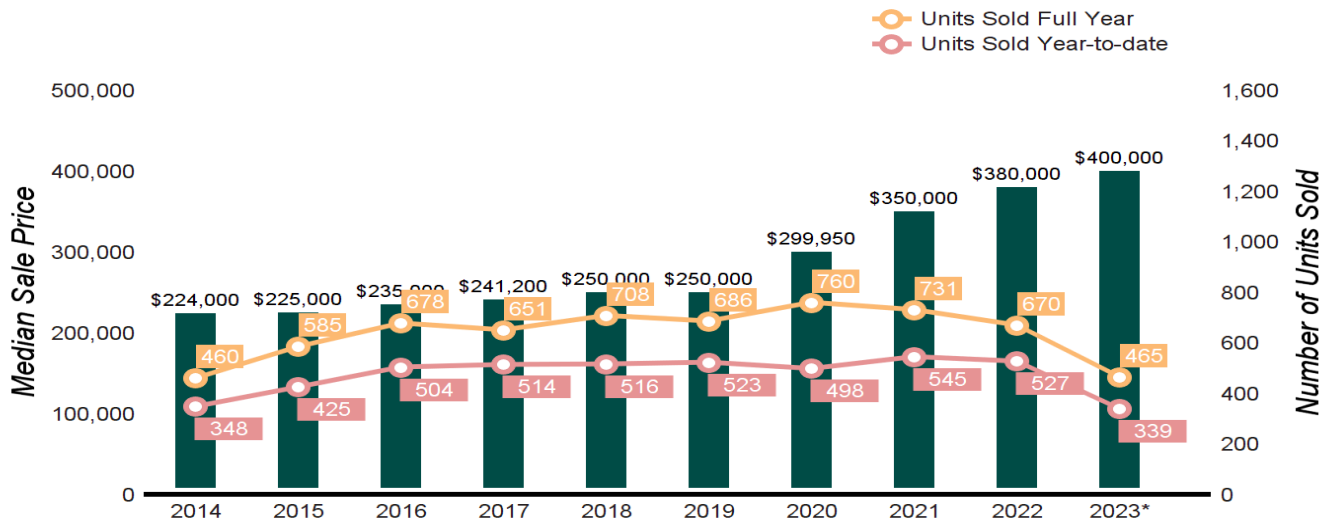
THIRD QUARTER 2023



QUARTERLY MARKET OVERVIEW

	Q3 2023	Q3 2022	% CHANGE	YTD 2023	YTD 2022	% CHANGE
HOMES SOLD	139	189	-26.5%	339	527	-35.7%
AVERAGE SALE PRICE	\$434,904	\$423,303	2.7%	\$415,576	\$397,604	4.5%
MEDIAN SALE PRICE	\$415,000	\$395,000	5.1%	\$400,000	\$381,000	5.0%
AVERAGE PRICE PER SQUARE FOOT	\$260	\$237	9.7%	\$251	\$232	8.2%
AVERAGE DAYS ON MARKET	30	33	-9.1%	47	34	38.2%
% SALE PRICE TO LIST PRICE	103.1%	102.3%	0.8%	102.6%	103.5%	-0.9%

TEN-YEAR MARKET HISTORY



Average Sale Price	\$239,978	\$235,881	\$246,255	\$247,072	\$261,144	\$259,437	\$322,139	\$360,812	\$401,277	\$415,576	Average Sale Price
Average Price/SqFt	\$138	\$141	\$147	\$147	\$150	\$158	\$182	\$210	\$231	\$251	Average Price/SqFt
Days On Market	98	93	85	73	55	68	52	41	36	47	Days On Market
%Sale Price to List Price	96.3%	96.0%	96.8%	97.4%	97.6%	98.0%	99.7%	102.0%	102.6%	102.6%	%Sale Price to List Price

Source : Smart MLS, Single Family Homes

* Homes sold for 2023 are annualized based on the actual sales year-to-date

STRATFORD

THIRD QUARTER 2023

SUPPLY/DEMAND ANALYSIS

PRICE RANGE	AS OF SEPTEMBER 30, 2023			AS OF SEPTEMBER 30, 2022			2023 vs. 2022	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$199,999	1	1	1	2	2	1	-50.0%	-50.0%
\$200,000 - \$299,999	6	5	1	21	15	1	-71.4%	-66.7%
\$300,000 - \$399,999	30	13	2	39	20	2	-23.1%	-35.0%
\$400,000 - \$499,999	30	7	4	28	9	3	7.1%	-22.2%
\$500,000 - \$599,999	7	2	4	8	2	4	-12.5%	0.0%
\$600,000 - \$799,999	6	1	6	10	3	3	-40.0%	-66.7%
\$800,000 - \$999,999	2	0	Not Valid	0	1	0	0.0%	-100.0%
\$1,000,000 - \$1,999,999	2	0	Not Valid	1	2	1	100.0%	-100.0%
\$2,000,000 and up	2	0	Not Valid	1	0	Not Valid	100.0%	0.0%
Market Totals	86	29	3	110	54	2	-21.8%	-46.3%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

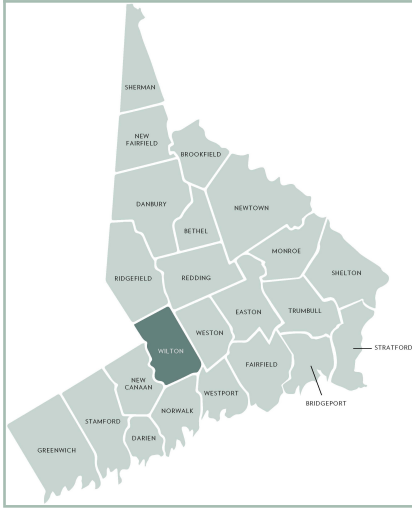
SOLD PROPERTIES

PRICE RANGE	YEAR-TO-DATE			YEAR-OVER-YEAR		
	01/01/2023 - 09/30/2023	01/01/2022 - 09/30/2022	% CHANGE 2023/2022	10/01/2022 - 09/30/2023	10/01/2021 - 09/30/2022	% CHANGE 2023/2022
\$0 - \$199,999	5	20	-75.0%	7	30	-76.7%
\$200,000 - \$299,999	38	80	-52.5%	61	124	-50.8%
\$300,000 - \$399,999	125	199	-37.2%	182	271	-32.8%
\$400,000 - \$499,999	104	142	-26.8%	142	180	-21.1%
\$500,000 - \$599,999	45	49	-8.2%	56	60	-6.7%
\$600,000 - \$799,999	19	29	-34.5%	27	37	-27.0%
\$800,000 - \$999,999	0	6	-100.0%	0	9	-100.0%
\$1,000,000 - \$1,999,999	3	2	50.0%	7	2	250.0%
\$2,000,000 and up	0	0	Not Valid	0	0	Not Valid
Market Totals	339	527	-35.7%	482	713	-32.4%

Source : Smart MLS, Single Family Homes

WILTON

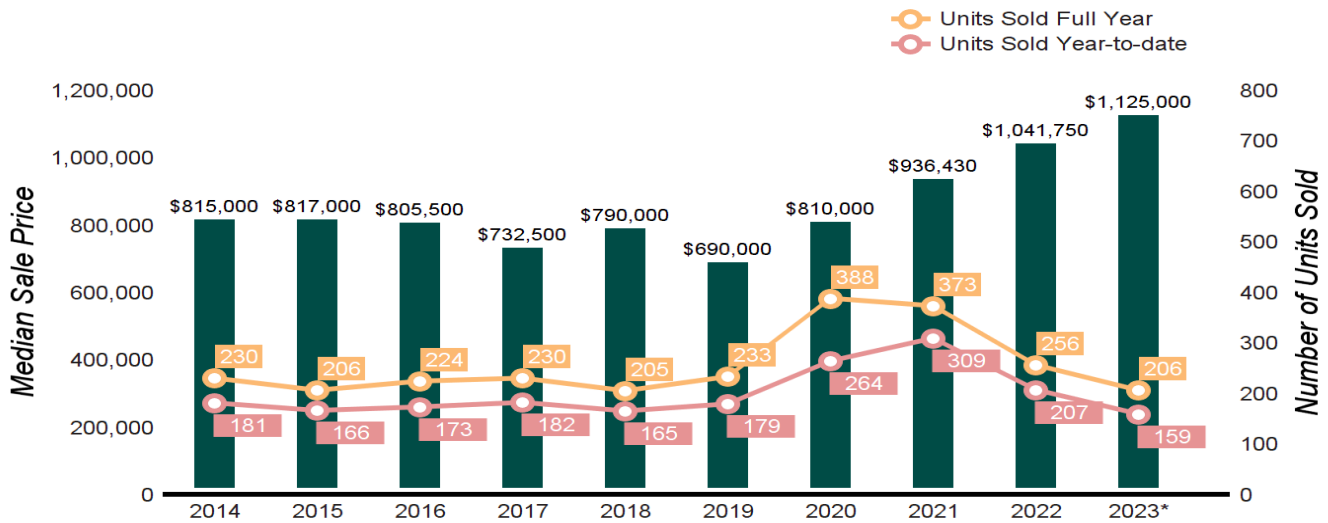
THIRD QUARTER 2023



QUARTERLY MARKET OVERVIEW

	Q3 2023	Q3 2022	% CHANGE	YTD 2023	YTD 2022	% CHANGE
HOMES SOLD	71	86	-17.4%	159	207	-23.2%
AVERAGE SALE PRICE	\$1,136,046	\$1,166,784	-2.6%	\$1,195,326	\$1,184,762	0.9%
MEDIAN SALE PRICE	\$1,085,000	\$984,500	10.2%	\$1,125,000	\$1,068,000	5.3%
AVERAGE PRICE PER SQUARE FOOT	\$339	\$322	5.3%	\$334	\$317	5.4%
AVERAGE DAYS ON MARKET	36	35	2.9%	41	45	-8.9%
% SALE PRICE TO LIST PRICE	105.5%	105.3%	0.2%	105.9%	105.8%	0.1%

TEN-YEAR MARKET HISTORY



Average Sale Price	\$922,728	\$890,707	\$876,157	\$825,067	\$867,236	\$759,135	\$887,210	\$1,068,607	\$1,162,132	\$1,195,326	Average Sale Price
Average Price/SqFt	\$252	\$260	\$249	\$238	\$228	\$214	\$233	\$275	\$316	\$334	Average Price/SqFt
Days On Market	118	117	132	135	102	120	107	63	46	41	Days On Market
%Sale Price to List Price	96.3%	96.0%	95.8%	95.4%	94.9%	95.1%	97.8%	101.5%	104.9%	105.9%	%Sale Price to List Price

Source : Smart MLS, Single Family Homes

* Homes sold for 2023 are annualized based on the actual sales year-to-date

WILTON

THIRD QUARTER 2023

SUPPLY/DEMAND ANALYSIS

PRICE RANGE	AS OF SEPTEMBER 30, 2023			AS OF SEPTEMBER 30, 2022			2023 vs. 2022	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$499,999	2	1	2	2	3	1	0.0%	-66.7%
\$500,000 - \$699,999	3	2	2	8	2	4	-62.5%	0.0%
\$700,000 - \$999,999	5	7	1	13	6	2	-61.5%	16.7%
\$1,000,000 - \$1,499,999	7	2	4	12	11	1	-41.7%	-81.8%
\$1,500,000 - \$1,999,999	6	3	2	8	2	4	-25.0%	50.0%
\$2,000,000 - \$2,499,999	1	4	1	4	1	4	-75.0%	300.0%
\$2,500,000 - \$2,999,999	1	1	1	0	0	Not Valid	0.0%	0.0%
\$3,000,000 - \$3,999,999	1	0	Not Valid	1	0	Not Valid	0.0%	0.0%
\$4,000,000 and up	2	0	Not Valid	1	0	Not Valid	100.0%	0.0%
Market Totals	28	20	1	49	25	2	-42.9%	-20.0%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

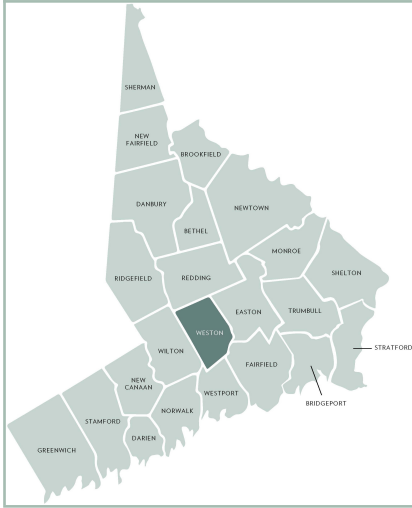
SOLD PROPERTIES

PRICE RANGE	YEAR-TO-DATE			YEAR-OVER-YEAR		
	01/01/2023 - 09/30/2023	01/01/2022 - 09/30/2022	% CHANGE 2023/2022	10/01/2022 - 09/30/2023	10/01/2021 - 09/30/2022	% CHANGE 2023/2022
\$0 - \$499,999	4	6	-33.3%	7	10	-30.0%
\$500,000 - \$699,999	12	24	-50.0%	20	34	-41.2%
\$700,000 - \$999,999	51	67	-23.9%	63	89	-29.2%
\$1,000,000 - \$1,499,999	57	68	-16.2%	76	83	-8.4%
\$1,500,000 - \$1,999,999	22	24	-8.3%	27	33	-18.2%
\$2,000,000 - \$2,499,999	8	11	-27.3%	9	15	-40.0%
\$2,500,000 - \$2,999,999	4	7	-42.9%	5	7	-28.6%
\$3,000,000 - \$4,999,999	1	0	Not Valid	1	0	Not Valid
\$5,000,000 and up	0	0	Not Valid	0	0	Not Valid
Market Totals	159	207	-23.2%	208	271	-23.2%

Source : Smart MLS, Single Family Homes

WESTON

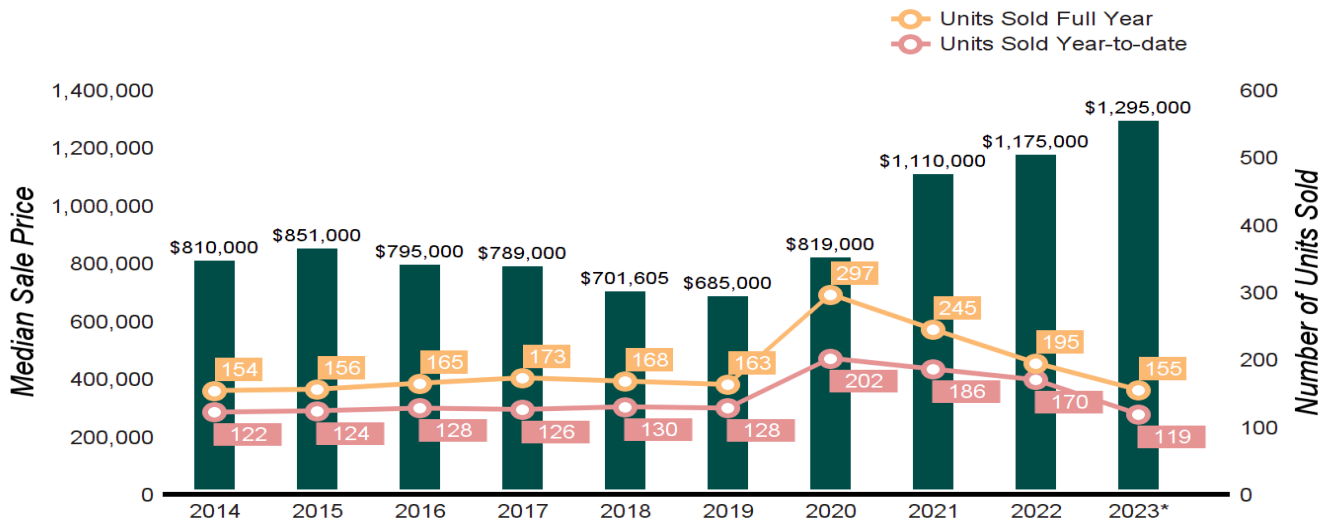
THIRD QUARTER 2023



QUARTERLY MARKET OVERVIEW

	Q3 2023	Q3 2022	% CHANGE	YTD 2023	YTD 2022	% CHANGE
HOMES SOLD	52	71	-26.8%	119	170	-30.0%
AVERAGE SALE PRICE	\$1,526,242	\$1,405,516	8.6%	\$1,352,985	\$1,349,172	0.3%
MEDIAN SALE PRICE	\$1,450,000	\$1,200,000	20.8%	\$1,295,000	\$1,192,500	8.6%
AVERAGE PRICE PER SQUARE FOOT	\$335	\$331	1.2%	\$327	\$317	3.2%
AVERAGE DAYS ON MARKET	35	53	-34.0%	45	56	-19.6%
% SALE PRICE TO LIST PRICE	104.3%	103.7%	0.6%	103.8%	104.1%	-0.3%

TEN-YEAR MARKET HISTORY



Average Sale Price	\$892,137	\$928,829	\$905,162	\$855,343	\$810,806	\$794,511	\$910,457	\$1,197,919	\$1,325,461	\$1,352,985	Average Sale Price
Average Price/SqFt	\$233	\$238	\$227	\$224	\$216	\$201	\$218	\$289	\$315	\$327	Average Price/SqFt
Days On Market	120	127	130	130	106	126	117	57	54	45	Days On Market
%Sale Price to List Price	95.4%	95.9%	95.6%	95.8%	95.6%	95.4%	97.8%	101.6%	103.8%	103.8%	%Sale Price to List Price

Source : Smart MLS, Single Family Homes

* Homes sold for 2023 are annualized based on the actual sales year-to-date

WESTON

THIRD QUARTER 2023

SUPPLY/DEMAND ANALYSIS

PRICE RANGE	AS OF SEPTEMBER 30, 2023			AS OF SEPTEMBER 30, 2022			2023 vs. 2022	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$499,999	2	0	Not Valid	0	0	Not Valid	0.0%	0.0%
\$500,000 - \$699,999	3	2	2	6	3	2	-50.0%	-33.3%
\$700,000 - \$999,999	4	5	1	8	4	2	-50.0%	25.0%
\$1,000,000 - \$1,499,999	11	5	2	10	1	10	10.0%	400.0%
\$1,500,000 - \$1,999,999	4	2	2	7	3	2	-42.9%	-33.3%
\$2,000,000 - \$2,499,999	4	1	4	1	2	1	300.0%	-50.0%
\$2,500,000 - \$2,999,999	3	0	Not Valid	2	0	Not Valid	50.0%	0.0%
\$3,000,000 - \$3,999,999	0	0	Not Valid	2	0	Not Valid	-100.0%	0.0%
\$4,000,000 and up	2	0	Not Valid	0	0	Not Valid	0.0%	0.0%
Market Totals	33	15	2	36	13	3	-8.3%	15.4%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

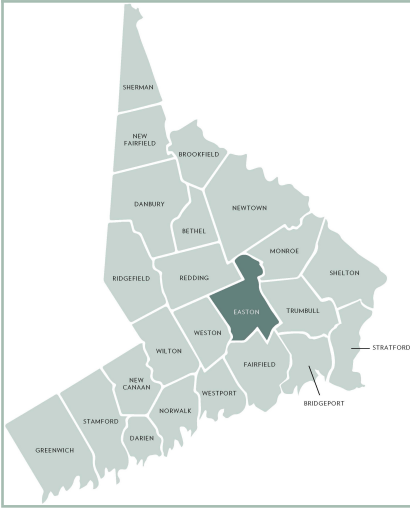
SOLD PROPERTIES

PRICE RANGE	YEAR-TO-DATE			YEAR-OVER-YEAR		
	01/01/2023 - 09/30/2023	01/01/2022 - 09/30/2022	% CHANGE 2023/2022	10/01/2022 - 09/30/2023	10/01/2021 - 09/30/2022	% CHANGE 2023/2022
\$0 - \$499,999	3	12	-75.0%	3	13	-76.9%
\$500,000 - \$699,999	10	17	-41.2%	14	23	-39.1%
\$700,000 - \$999,999	29	33	-12.1%	35	51	-31.4%
\$1,000,000 - \$1,499,999	35	53	-34.0%	46	73	-37.0%
\$1,500,000 - \$1,999,999	24	28	-14.3%	27	37	-27.0%
\$2,000,000 - \$2,499,999	12	16	-25.0%	12	20	-40.0%
\$2,500,000 - \$2,999,999	4	4	0.0%	5	4	25.0%
\$3,000,000 - \$4,999,999	2	6	-66.7%	2	7	-71.4%
\$5,000,000 and up	0	1	-100.0%	0	1	-100.0%
Market Totals	119	170	-30.0%	144	229	-37.1%

Source : Smart MLS, Single Family Homes

EASTON

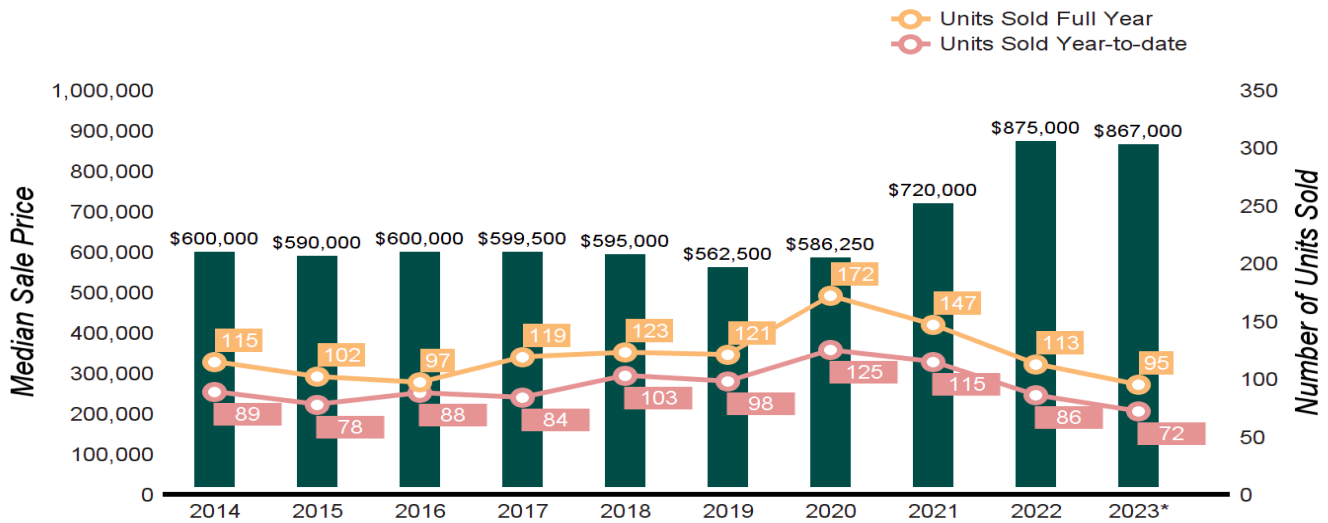
THIRD QUARTER 2023



QUARTERLY MARKET OVERVIEW

	Q3 2023	Q3 2022	% CHANGE	YTD 2023	YTD 2022	% CHANGE
HOMES SOLD	27	28	-3.6%	72	86	-16.3%
AVERAGE SALE PRICE	\$1,016,388	\$905,482	12.2%	\$968,406	\$962,838	0.6%
MEDIAN SALE PRICE	\$915,000	\$952,500	-3.9%	\$867,000	\$955,000	-9.2%
AVERAGE PRICE PER SQUARE FOOT	\$292	\$263	11.0%	\$290	\$248	16.9%
AVERAGE DAYS ON MARKET	33	43	-23.3%	49	60	-18.3%
% SALE PRICE TO LIST PRICE	99.6%	102.8%	-3.1%	101.1%	103.4%	-2.2%

TEN-YEAR MARKET HISTORY



Average Sale Price	\$639,195	\$611,815	\$645,133	\$609,615	\$602,243	\$604,155	\$635,204	\$783,457	\$923,163	\$968,406	Average Sale Price
Average Price/SqFt	\$177	\$189	\$189	\$184	\$168	\$163	\$189	\$227	\$245	\$290	Average Price/SqFt
Days On Market	106	123	128	107	110	127	89	66	59	49	Days On Market
%Sale Price to List Price	95.3%	95.6%	96.6%	94.9%	95.3%	95.7%	98.0%	99.8%	102.4%	101.1%	%Sale Price to List Price

Source : Smart MLS, Single Family Homes

* Homes sold for 2023 are annualized based on the actual sales year-to-date

EASTON

THIRD QUARTER 2023

SUPPLY/DEMAND ANALYSIS

PRICE RANGE	AS OF SEPTEMBER 30, 2023			AS OF SEPTEMBER 30, 2022			2023 vs. 2022	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$499,999	0	0	Not Valid	2	0	Not Valid	-100.0%	0.0%
\$500,000 - \$699,999	1	1	1	10	3	3	-90.0%	-66.7%
\$700,000 - \$999,999	7	6	1	11	2	6	-36.4%	200.0%
\$1,000,000 - \$1,499,999	14	3	5	13	2	7	7.7%	50.0%
\$1,500,000 - \$1,999,999	3	0	Not Valid	2	1	2	50.0%	-100.0%
\$2,000,000 - \$2,499,999	0	0	Not Valid	0	0	Not Valid	0.0%	0.0%
\$2,500,000 - \$2,999,999	0	0	Not Valid	0	0	Not Valid	0.0%	0.0%
\$3,000,000 - \$3,999,999	0	0	Not Valid	0	0	Not Valid	0.0%	0.0%
\$4,000,000 and up	0	0	Not Valid	0	0	Not Valid	0.0%	0.0%
Market Totals	25	10	3	38	8	5	-34.2%	25.0%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

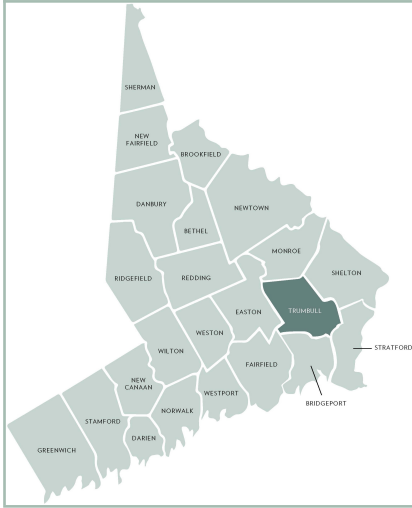
SOLD PROPERTIES

PRICE RANGE	YEAR-TO-DATE			YEAR-OVER-YEAR		
	01/01/2023 - 09/30/2023	01/01/2022 - 09/30/2022	% CHANGE 2023/2022	10/01/2022 - 09/30/2023	10/01/2021 - 09/30/2022	% CHANGE 2023/2022
\$0 - \$499,999	0	5	-100.0%	2	9	-77.8%
\$500,000 - \$699,999	12	13	-7.7%	24	26	-7.7%
\$700,000 - \$999,999	37	35	5.7%	43	42	2.4%
\$1,000,000 - \$1,499,999	16	29	-44.8%	22	36	-38.9%
\$1,500,000 - \$1,999,999	5	3	66.7%	6	4	50.0%
\$2,000,000 - \$2,499,999	1	1	0.0%	1	1	0.0%
\$2,500,000 - \$2,999,999	1	0	Not Valid	1	0	Not Valid
\$3,000,000 - \$4,999,999	0	0	Not Valid	0	0	Not Valid
\$5,000,000 and up	0	0	Not Valid	0	0	Not Valid
Market Totals	72	86	-16.3%	99	118	-16.1%

Source : Smart MLS, Single Family Homes

TRUMBULL

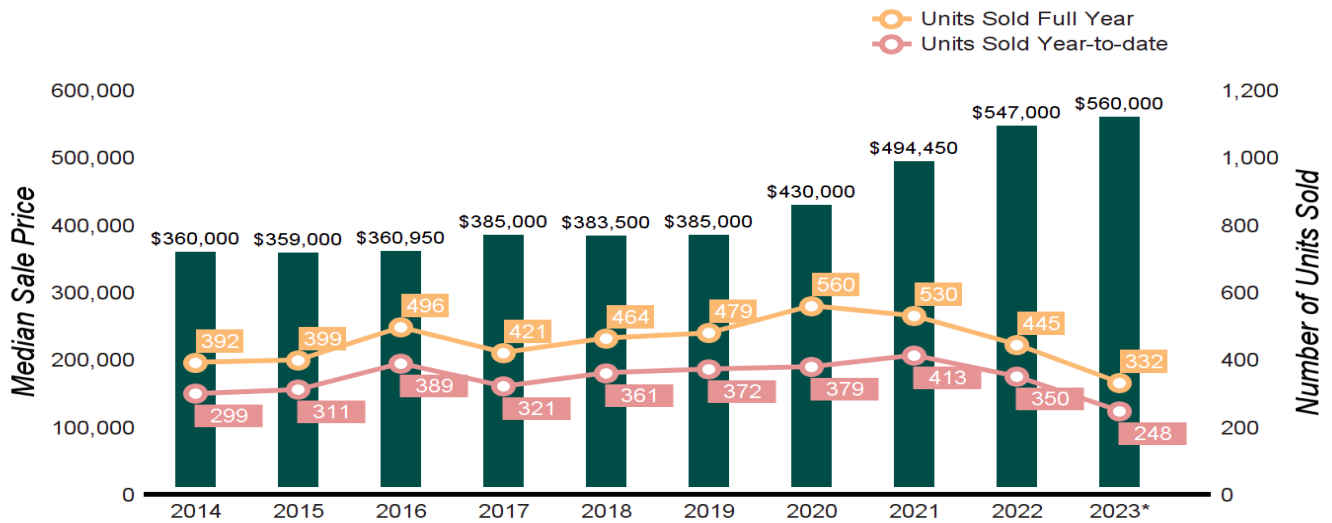
THIRD QUARTER 2023



QUARTERLY MARKET OVERVIEW

	Q3 2023	Q3 2022	% CHANGE	YTD 2023	YTD 2022	% CHANGE
HOMES SOLD	98	141	-30.5%	248	350	-29.1%
AVERAGE SALE PRICE	\$632,861	\$605,103	4.6%	\$592,379	\$592,368	0.0%
MEDIAN SALE PRICE	\$618,000	\$560,000	10.4%	\$560,000	\$559,000	0.2%
AVERAGE PRICE PER SQUARE FOOT	\$269	\$245	9.8%	\$263	\$245	7.3%
AVERAGE DAYS ON MARKET	27	34	-20.6%	34	36	-5.6%
% SALE PRICE TO LIST PRICE	105.1%	102.6%	2.4%	103.3%	103.3%	0.0%

TEN-YEAR MARKET HISTORY



Average Sale Price	\$385,472	\$395,498	\$380,065	\$407,597	\$406,054	\$406,195	\$455,146	\$534,140	\$584,125	\$592,379	Average Sale Price
Average Price/SqFt	\$172	\$175	\$174	\$176	\$175	\$175	\$194	\$219	\$243	\$263	Average Price/SqFt
Days On Market	79	92	94	69	57	75	58	42	38	34	Days On Market
%Sale Price to List Price	96.8%	96.4%	96.7%	97.6%	97.5%	97.5%	98.9%	101.5%	102.6%	103.3%	%Sale Price to List Price

Source : Smart MLS, Single Family Homes

* Homes sold for 2023 are annualized based on the actual sales year-to-date

TRUMBULL

THIRD QUARTER 2023

SUPPLY/DEMAND ANALYSIS

PRICE RANGE	AS OF SEPTEMBER 30, 2023			AS OF SEPTEMBER 30, 2022			2023 vs. 2022	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$199,999	0	0	Not Valid	0	1	0	0.0%	-100.0%
\$200,000 - \$299,999	0	0	Not Valid	1	4	1	-100.0%	-100.0%
\$300,000 - \$399,999	2	2	1	6	4	2	-66.7%	-50.0%
\$400,000 - \$499,999	10	2	5	20	12	2	-50.0%	-83.3%
\$500,000 - \$599,999	11	6	2	10	14	1	10.0%	-57.1%
\$600,000 - \$799,999	24	6	4	20	13	2	20.0%	-53.8%
\$800,000 - \$999,999	5	1	5	4	3	1	25.0%	-66.7%
\$1,000,000 - \$1,999,999	6	2	3	3	0	Not Valid	100.0%	0.0%
\$2,000,000 and up	0	0	Not Valid	0	0	Not Valid	0.0%	0.0%
Market Totals	58	19	3	64	51	1	-9.4%	-62.7%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

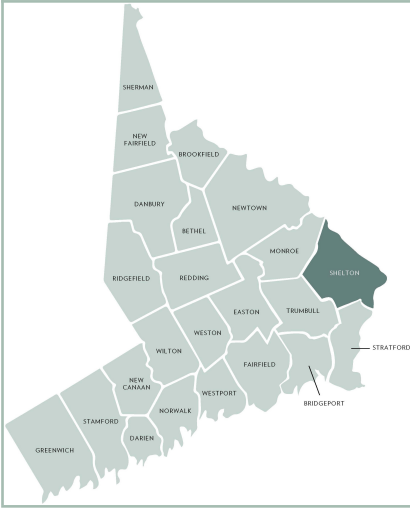
SOLD PROPERTIES

PRICE RANGE	YEAR-TO-DATE			YEAR-OVER-YEAR		
	01/01/2023 - 09/30/2023	01/01/2022 - 09/30/2022	% CHANGE 2023/2022	10/01/2022 - 09/30/2023	10/01/2021 - 09/30/2022	% CHANGE 2023/2022
\$0 - \$199,999	0	0	Not Valid	0	0	Not Valid
\$200,000 - \$299,999	2	8	-75.0%	7	10	-30.0%
\$300,000 - \$399,999	22	25	-12.0%	30	44	-31.8%
\$400,000 - \$499,999	51	90	-43.3%	74	128	-42.2%
\$500,000 - \$599,999	69	87	-20.7%	97	111	-12.6%
\$600,000 - \$799,999	75	100	-25.0%	97	127	-23.6%
\$800,000 - \$999,999	24	21	14.3%	32	26	23.1%
\$1,000,000 - \$1,999,999	5	19	-73.7%	6	21	-71.4%
\$2,000,000 and up	0	0	Not Valid	0	0	Not Valid
Market Totals	248	350	-29.1%	343	467	-26.6%

Source : Smart MLS, Single Family Homes

SHELTON

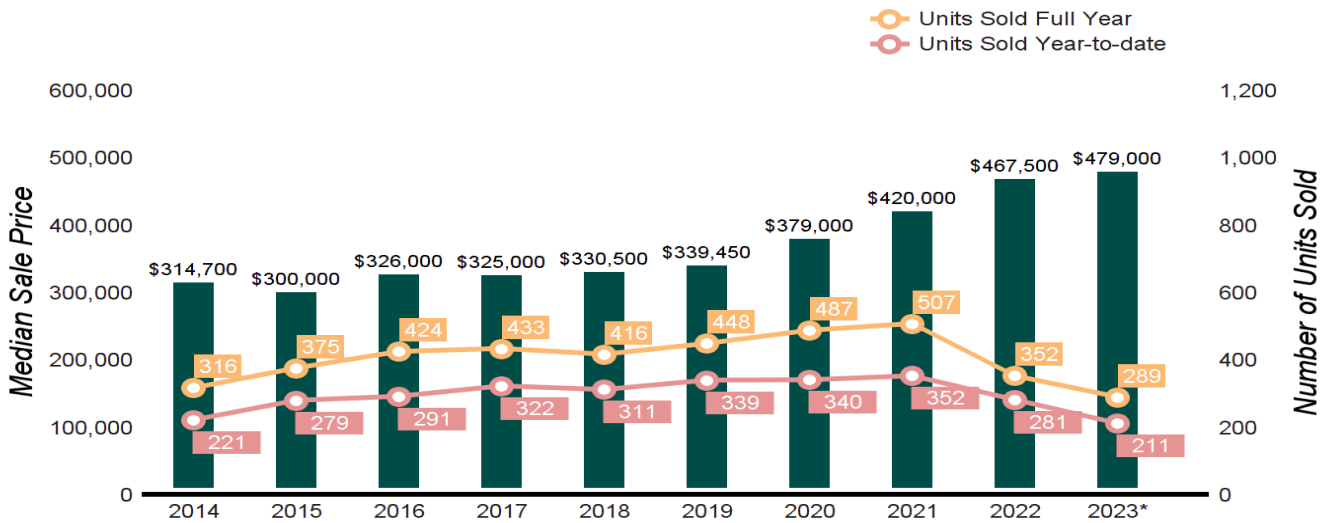
THIRD QUARTER 2023



QUARTERLY MARKET OVERVIEW

	Q3 2023	Q3 2022	% CHANGE	YTD 2023	YTD 2022	% CHANGE
HOMES SOLD	81	122	-33.6%	211	281	-24.9%
AVERAGE SALE PRICE	\$514,341	\$521,122	-1.3%	\$504,513	\$508,255	-0.7%
MEDIAN SALE PRICE	\$485,000	\$482,750	0.5%	\$479,000	\$485,000	-1.2%
AVERAGE PRICE PER SQUARE FOOT	\$250	\$230	8.7%	\$237	\$231	2.6%
AVERAGE DAYS ON MARKET	32	36	-11.1%	42	36	16.7%
% SALE PRICE TO LIST PRICE	102.4%	102.4%	0.0%	102.2%	103.0%	-0.8%

TEN-YEAR MARKET HISTORY



Average Sale Price	\$330,011	\$307,625	\$327,463	\$343,088	\$346,725	\$361,234	\$394,104	\$445,564	\$499,807	\$504,513	Average Sale Price
Average Price/SqFt	\$133	\$145	\$148	\$157	\$156	\$162	\$172	\$205	\$226	\$237	Average Price/SqFt
Days On Market	92	94	87	73	67	71	58	43	38	42	Days On Market
%Sale Price to List Price	96.6%	96.6%	97.0%	97.8%	97.6%	97.7%	99.2%	101.2%	102.4%	102.2%	%Sale Price to List Price

Source : Smart MLS, Single Family Homes

* Homes sold for 2023 are annualized based on the actual sales year-to-date

SHELTON

THIRD QUARTER 2023

SUPPLY/DEMAND ANALYSIS

PRICE RANGE	AS OF SEPTEMBER 30, 2023			AS OF SEPTEMBER 30, 2022			2023 vs. 2022	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$199,999	3	0	Not Valid	5	1	5	-40.0%	-100.0%
\$200,000 - \$299,999	3	3	1	7	3	2	-57.1%	0.0%
\$300,000 - \$399,999	12	2	6	11	4	3	9.1%	-50.0%
\$400,000 - \$499,999	17	7	2	25	6	4	-32.0%	16.7%
\$500,000 - \$599,999	15	3	5	7	3	2	114.3%	0.0%
\$600,000 - \$799,999	14	9	2	8	14	1	75.0%	-35.7%
\$800,000 - \$999,999	11	2	6	5	1	5	120.0%	100.0%
\$1,000,000 - \$1,999,999	2	0	Not Valid	0	1	0	0.0%	-100.0%
\$2,000,000 and up	0	0	Not Valid	0	0	Not Valid	0.0%	0.0%
Market Totals	77	26	3	68	33	2	13.2%	-21.2%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

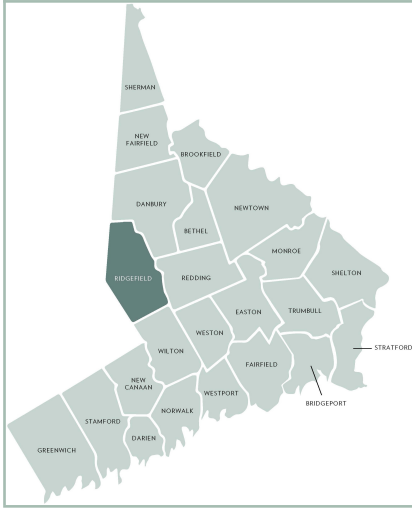
SOLD PROPERTIES

PRICE RANGE	YEAR-TO-DATE			YEAR-OVER-YEAR		
	01/01/2023 - 09/30/2023	01/01/2022 - 09/30/2022	% CHANGE 2023/2022	10/01/2022 - 09/30/2023	10/01/2021 - 09/30/2022	% CHANGE 2023/2022
\$0 - \$199,999	8	6	33.3%	12	11	9.1%
\$200,000 - \$299,999	12	25	-52.0%	17	39	-56.4%
\$300,000 - \$399,999	43	43	0.0%	56	96	-41.7%
\$400,000 - \$499,999	50	76	-34.2%	76	121	-37.2%
\$500,000 - \$599,999	35	56	-37.5%	46	72	-36.1%
\$600,000 - \$799,999	49	53	-7.5%	56	71	-21.1%
\$800,000 - \$999,999	12	20	-40.0%	16	23	-30.4%
\$1,000,000 - \$1,999,999	2	2	0.0%	3	3	0.0%
\$2,000,000 and up	0	0	Not Valid	0	0	Not Valid
Market Totals	211	281	-24.9%	282	436	-35.3%

Source : Smart MLS, Single Family Homes

RIDGEFIELD

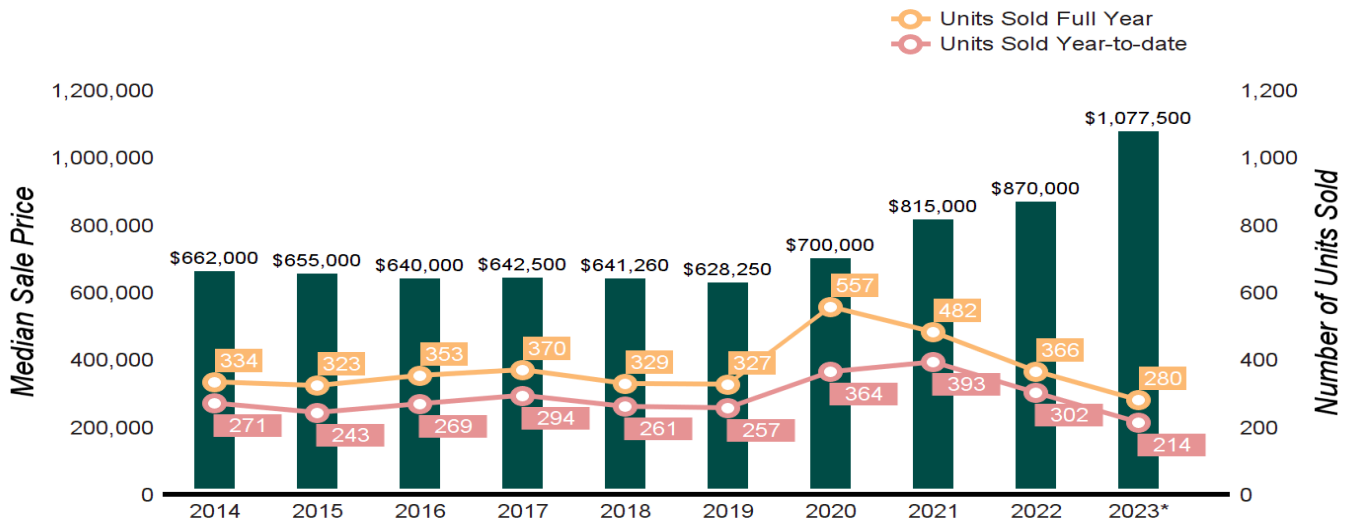
THIRD QUARTER 2023



QUARTERLY MARKET OVERVIEW

	Q3 2023	Q3 2022	% CHANGE	YTD 2023	YTD 2022	% CHANGE
HOMES SOLD	90	134	-32.8%	214	302	-29.1%
AVERAGE SALE PRICE	\$1,110,558	\$1,050,944	5.7%	\$1,223,335	\$990,301	23.5%
MEDIAN SALE PRICE	\$1,065,000	\$917,000	16.1%	\$1,077,500	\$875,031	23.1%
AVERAGE PRICE PER SQUARE FOOT	\$353	\$313	12.8%	\$350	\$309	13.3%
AVERAGE DAYS ON MARKET	40	38	5.3%	46	46	0.0%
% SALE PRICE TO LIST PRICE	103.3%	101.5%	1.8%	101.4%	103.0%	-1.6%

TEN-YEAR MARKET HISTORY



Average Sale Price	\$756,357	\$748,817	\$742,340	\$738,443	\$717,651	\$713,699	\$811,557	\$937,024	\$984,947	\$1,223,335	Average Sale Price
Average Price/SqFt	\$231	\$228	\$225	\$228	\$222	\$223	\$239	\$278	\$309	\$350	Average Price/SqFt
Days On Market	111	104	113	101	83	99	99	60	46	46	Days On Market
%Sale Price to List Price	96.2%	95.7%	95.5%	95.1%	95.5%	95.5%	97.4%	100.4%	102.5%	101.4%	%Sale Price to List Price

Source : Smart MLS, Single Family Homes

* Homes sold for 2023 are annualized based on the actual sales year-to-date

RIDGEFIELD

THIRD QUARTER 2023

SUPPLY/DEMAND ANALYSIS

PRICE RANGE	AS OF SEPTEMBER 30, 2023			AS OF SEPTEMBER 30, 2022			2023 vs. 2022	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$499,999	2	1	2	4	3	1	-50.0%	-66.7%
\$500,000 - \$699,999	7	6	1	10	4	3	-30.0%	50.0%
\$700,000 - \$999,999	15	4	4	16	8	2	-6.3%	-50.0%
\$1,000,000 - \$1,499,999	14	6	2	18	9	2	-22.2%	-33.3%
\$1,500,000 - \$1,999,999	12	3	4	4	3	1	200.0%	0.0%
\$2,000,000 - \$2,499,999	5	0	Not Valid	1	1	1	400.0%	-100.0%
\$2,500,000 - \$2,999,999	0	1	0	1	1	1	-100.0%	0.0%
\$3,000,000 - \$3,999,999	2	0	Not Valid	2	1	2	0.0%	-100.0%
\$4,000,000 and up	4	0	Not Valid	1	0	Not Valid	300.0%	0.0%
Market Totals	61	21	3	57	30	2	7.0%	-30.0%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

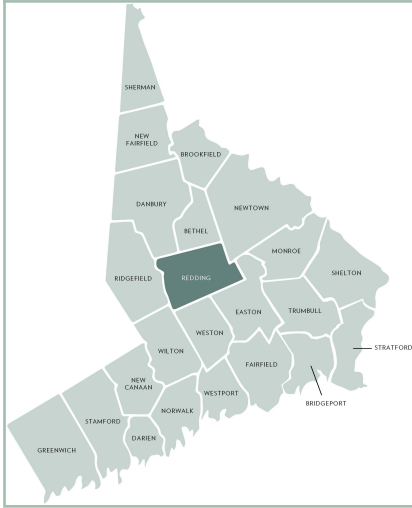
SOLD PROPERTIES

PRICE RANGE	YEAR-TO-DATE			YEAR-OVER-YEAR		
	01/01/2023 - 09/30/2023	01/01/2022 - 09/30/2022	% CHANGE 2023/2022	10/01/2022 - 09/30/2023	10/01/2021 - 09/30/2022	% CHANGE 2023/2022
\$0 - \$499,999	8	20	-60.0%	13	33	-60.6%
\$500,000 - \$699,999	31	68	-54.4%	48	89	-46.1%
\$700,000 - \$999,999	59	93	-36.6%	78	119	-34.5%
\$1,000,000 - \$1,499,999	82	87	-5.7%	99	108	-8.3%
\$1,500,000 - \$1,999,999	24	25	-4.0%	27	28	-3.6%
\$2,000,000 - \$2,499,999	4	4	0.0%	5	4	25.0%
\$2,500,000 - \$2,999,999	3	3	0.0%	4	7	-42.9%
\$3,000,000 - \$4,999,999	2	2	0.0%	3	3	0.0%
\$5,000,000 and up	1	0	Not Valid	1	0	Not Valid
Market Totals	214	302	-29.1%	278	391	-28.9%

Source : Smart MLS, Single Family Homes

REDDING

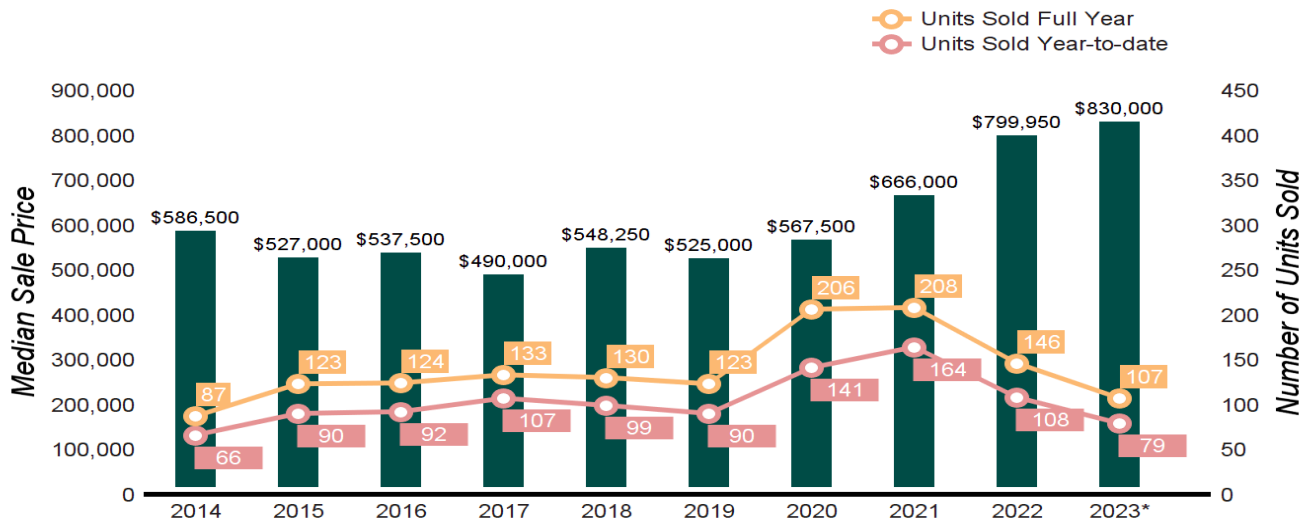
THIRD QUARTER 2023



QUARTERLY MARKET OVERVIEW

	Q3 2023	Q3 2022	% CHANGE	YTD 2023	YTD 2022	% CHANGE
HOMES SOLD	37	50	-26.0%	79	108	-26.9%
AVERAGE SALE PRICE	\$1,154,084	\$865,592	33.3%	\$1,004,571	\$894,663	12.3%
MEDIAN SALE PRICE	\$780,000	\$785,000	-0.6%	\$830,000	\$755,000	9.9%
AVERAGE PRICE PER SQUARE FOOT	\$303	\$295	2.7%	\$288	\$283	1.8%
AVERAGE DAYS ON MARKET	35	47	-25.5%	41	48	-14.6%
% SALE PRICE TO LIST PRICE	108.3%	101.3%	6.9%	104.9%	101.3%	3.6%

TEN-YEAR MARKET HISTORY



Average Sale Price	\$590,155	\$555,147	\$653,976	\$508,769	\$591,063	\$543,031	\$660,972	\$746,957	\$903,352	\$1,004,571	Average Sale Price
Average Price/SqFt	\$193	\$188	\$191	\$186	\$181	\$180	\$204	\$251	\$272	\$288	Average Price/SqFt
Days On Market	125	156	124	117	98	138	107	59	55	41	Days On Market
%Sale Price to List Price	94.9%	95.6%	90.4%	93.6%	92.2%	95.8%	98.0%	100.3%	100.0%	104.9%	%Sale Price to List Price

Source : Smart MLS, Single Family Homes

* Homes sold for 2023 are annualized based on the actual sales year-to-date

REDDING

THIRD QUARTER 2023

SUPPLY/DEMAND ANALYSIS

PRICE RANGE	AS OF SEPTEMBER 30, 2023			AS OF SEPTEMBER 30, 2022			2023 vs. 2022	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$499,999	3	0	Not Valid	0	0	Not Valid	0.0%	0.0%
\$500,000 - \$699,999	3	4	1	11	4	3	-72.7%	0.0%
\$700,000 - \$999,999	11	1	11	13	8	2	-15.4%	-87.5%
\$1,000,000 - \$1,499,999	7	1	7	5	4	1	40.0%	-75.0%
\$1,500,000 - \$1,999,999	4	0	Not Valid	4	2	2	0.0%	-100.0%
\$2,000,000 - \$2,499,999	2	0	Not Valid	1	1	1	100.0%	-100.0%
\$2,500,000 - \$2,999,999	1	0	Not Valid	0	0	Not Valid	0.0%	0.0%
\$3,000,000 - \$3,999,999	1	0	Not Valid	1	0	Not Valid	0.0%	0.0%
\$4,000,000 and up	4	0	Not Valid	2	0	Not Valid	100.0%	0.0%
Market Totals	36	6	6	37	19	2	-2.7%	-68.4%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

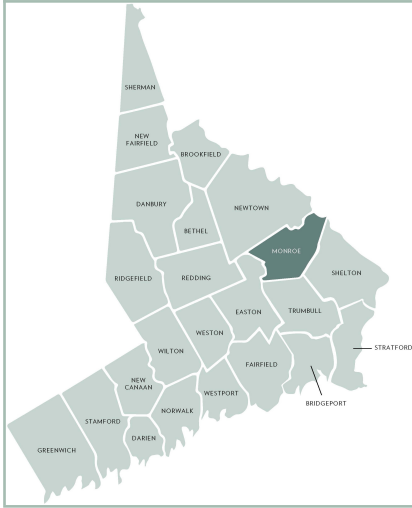
SOLD PROPERTIES

PRICE RANGE	YEAR-TO-DATE			YEAR-OVER-YEAR		
	01/01/2023 - 09/30/2023	01/01/2022 - 09/30/2022	% CHANGE 2023/2022	10/01/2022 - 09/30/2023	10/01/2021 - 09/30/2022	% CHANGE 2023/2022
\$0 - \$499,999	6	15	-60.0%	6	23	-73.9%
\$500,000 - \$699,999	16	32	-50.0%	27	52	-48.1%
\$700,000 - \$999,999	40	31	29.0%	57	43	32.6%
\$1,000,000 - \$1,499,999	11	23	-52.2%	17	26	-34.6%
\$1,500,000 - \$1,999,999	4	3	33.3%	7	4	75.0%
\$2,000,000 - \$2,499,999	1	2	-50.0%	2	2	0.0%
\$2,500,000 - \$2,999,999	0	1	-100.0%	0	1	-100.0%
\$3,000,000 - \$4,999,999	0	0	Not Valid	0	0	Not Valid
\$5,000,000 and up	1	1	0.0%	1	1	0.0%
Market Totals	79	108	-26.9%	117	152	-23.0%

Source : Smart MLS, Single Family Homes

MONROE

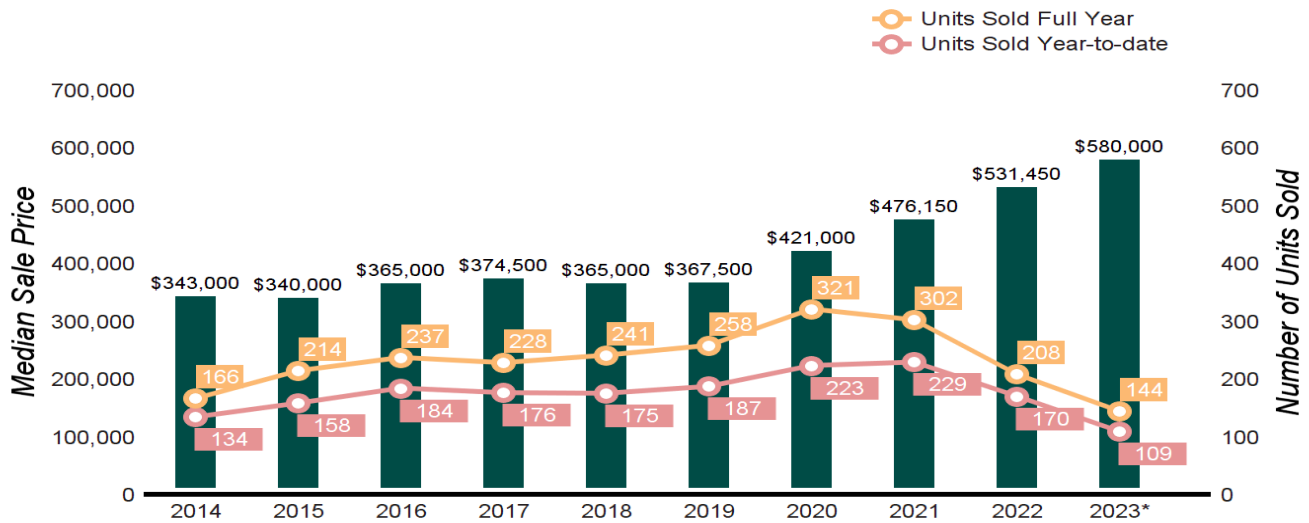
THIRD QUARTER 2023



QUARTERLY MARKET OVERVIEW

	Q3 2023	Q3 2022	% CHANGE	YTD 2023	YTD 2022	% CHANGE
HOMES SOLD	45	75	-40.0%	109	170	-35.9%
AVERAGE SALE PRICE	\$608,513	\$579,570	5.0%	\$605,239	\$570,578	6.1%
MEDIAN SALE PRICE	\$580,000	\$556,050	4.3%	\$580,000	\$531,950	9.0%
AVERAGE PRICE PER SQUARE FOOT	\$248	\$230	7.8%	\$237	\$221	7.2%
AVERAGE DAYS ON MARKET	32	37	-13.5%	40	43	-7.0%
% SALE PRICE TO LIST PRICE	102.9%	100.7%	2.2%	102.9%	102.1%	0.8%

TEN-YEAR MARKET HISTORY



Average Sale Price	\$363,464	\$365,319	\$368,491	\$392,631	\$379,501	\$388,722	\$437,275	\$487,380	\$569,536	\$605,239	Average Sale Price
Average Price/SqFt	\$155	\$150	\$149	\$155	\$153	\$157	\$171	\$201	\$220	\$237	Average Price/SqFt
Days On Market	104	101	95	82	62	85	71	43	43	40	Days On Market
%Sale Price to List Price	96.6%	96.8%	96.8%	97.9%	97.2%	98.1%	99.0%	101.6%	101.7%	102.9%	%Sale Price to List Price

Source : Smart MLS, Single Family Homes

* Homes sold for 2023 are annualized based on the actual sales year-to-date

MONROE

THIRD QUARTER 2023

SUPPLY/DEMAND ANALYSIS

PRICE RANGE	AS OF SEPTEMBER 30, 2023			AS OF SEPTEMBER 30, 2022			2023 vs. 2022	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$199,999	0	0	Not Valid	0	0	Not Valid	0.0%	0.0%
\$200,000 - \$299,999	0	0	Not Valid	3	1	3	-100.0%	-100.0%
\$300,000 - \$399,999	3	0	Not Valid	6	3	2	-50.0%	-100.0%
\$400,000 - \$499,999	7	5	1	6	5	1	16.7%	0.0%
\$500,000 - \$599,999	12	2	6	9	4	2	33.3%	-50.0%
\$600,000 - \$799,999	10	3	3	4	4	1	150.0%	-25.0%
\$800,000 - \$999,999	2	2	1	2	4	1	0.0%	-50.0%
\$1,000,000 - \$1,999,999	1	0	Not Valid	2	0	Not Valid	-50.0%	0.0%
\$2,000,000 and up	0	0	Not Valid	0	0	Not Valid	0.0%	0.0%
Market Totals	35	12	3	32	21	2	9.4%	-42.9%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

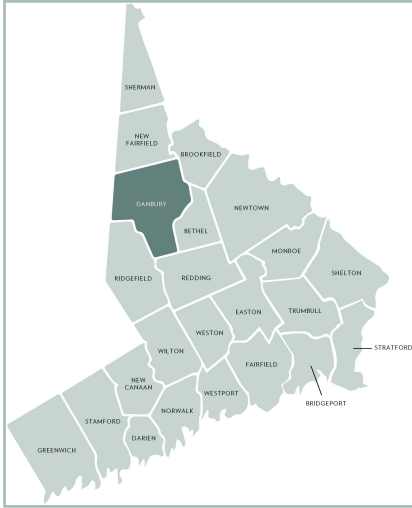
SOLD PROPERTIES

PRICE RANGE	YEAR-TO-DATE			YEAR-OVER-YEAR		
	01/01/2023 - 09/30/2023	01/01/2022 - 09/30/2022	% CHANGE 2023/2022	10/01/2022 - 09/30/2023	10/01/2021 - 09/30/2022	% CHANGE 2023/2022
\$0 - \$199,999	0	1	-100.0%	0	4	-100.0%
\$200,000 - \$299,999	1	3	-66.7%	2	6	-66.7%
\$300,000 - \$399,999	8	23	-65.2%	14	40	-65.0%
\$400,000 - \$499,999	23	45	-48.9%	33	65	-49.2%
\$500,000 - \$599,999	27	27	0.0%	33	42	-21.4%
\$600,000 - \$799,999	33	54	-38.9%	44	67	-34.3%
\$800,000 - \$999,999	14	14	0.0%	18	15	20.0%
\$1,000,000 - \$1,999,999	3	3	0.0%	3	4	-25.0%
\$2,000,000 and up	0	0	Not Valid	0	0	Not Valid
Market Totals	109	170	-35.9%	147	243	-39.5%

Source : Smart MLS, Single Family Homes

DANBURY

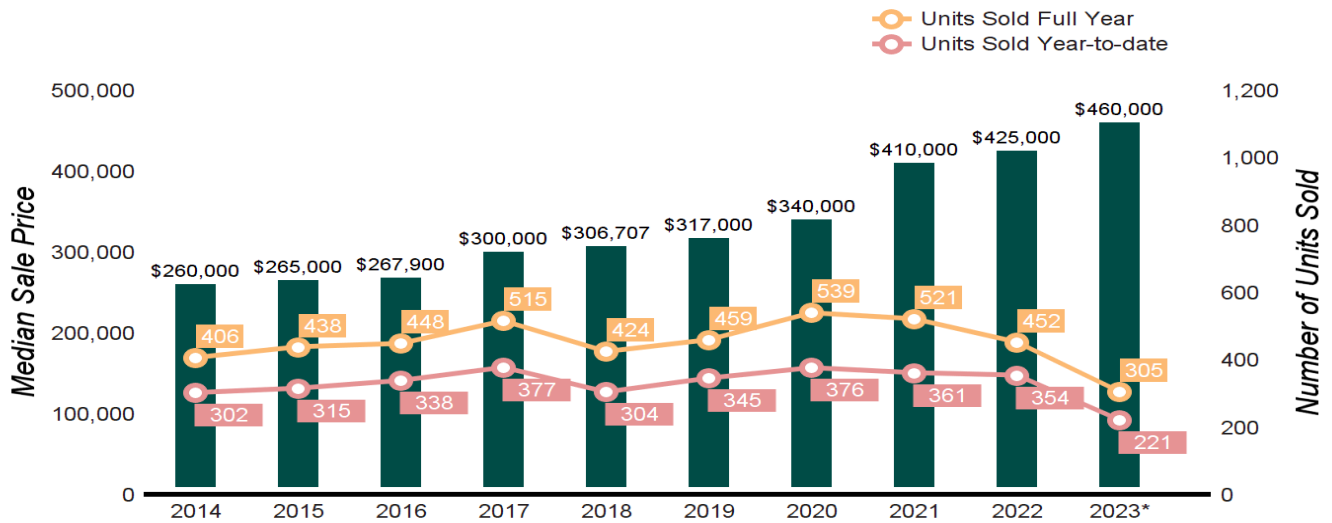
THIRD QUARTER 2023



QUARTERLY MARKET OVERVIEW

	Q3 2023	Q3 2022	% CHANGE	YTD 2023	YTD 2022	% CHANGE
HOMES SOLD	79	136	-41.9%	221	354	-37.6%
AVERAGE SALE PRICE	\$509,217	\$461,503	10.3%	\$497,910	\$465,272	7.0%
MEDIAN SALE PRICE	\$470,000	\$440,000	6.8%	\$460,000	\$425,000	8.2%
AVERAGE PRICE PER SQUARE FOOT	\$260	\$242	7.4%	\$249	\$242	2.9%
AVERAGE DAYS ON MARKET	30	44	-31.8%	44	46	-4.3%
% SALE PRICE TO LIST PRICE	102.9%	101.1%	1.8%	101.8%	101.7%	0.1%

TEN-YEAR MARKET HISTORY



Average Sale Price	\$275,951	\$282,716	\$294,230	\$322,357	\$330,014	\$327,984	\$371,015	\$444,951	\$465,435	\$497,910	Average Sale Price
Average Price/SqFt	\$140	\$144	\$151	\$158	\$164	\$169	\$191	\$212	\$237	\$249	Average Price/SqFt
Days On Market	105	92	101	76	62	71	70	49	49	44	Days On Market
%Sale Price to List Price	96.3%	96.5%	96.9%	97.4%	97.6%	98.5%	99.3%	100.9%	101.1%	101.8%	%Sale Price to List Price

Source : Smart MLS, Single Family Homes

* Homes sold for 2023 are annualized based on the actual sales year-to-date

DANBURY

THIRD QUARTER 2023

SUPPLY/DEMAND ANALYSIS

PRICE RANGE	AS OF SEPTEMBER 30, 2023			AS OF SEPTEMBER 30, 2022			2023 vs. 2022	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$199,999	2	0	Not Valid	3	0	Not Valid	-33.3%	0.0%
\$200,000 - \$299,999	2	3	1	3	2	2	-33.3%	50.0%
\$300,000 - \$399,999	13	6	2	26	10	3	-50.0%	-40.0%
\$400,000 - \$499,999	14	8	2	34	10	3	-58.8%	-20.0%
\$500,000 - \$599,999	14	2	7	15	2	8	-6.7%	0.0%
\$600,000 - \$799,999	5	4	1	12	5	2	-58.3%	-20.0%
\$800,000 - \$999,999	2	5	1	8	1	8	-75.0%	400.0%
\$1,000,000 - \$1,999,999	4	0	Not Valid	7	0	Not Valid	-42.9%	0.0%
\$2,000,000 and up	0	0	Not Valid	2	0	Not Valid	-100.0%	0.0%
Market Totals	56	28	2	110	30	4	-49.1%	-6.7%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

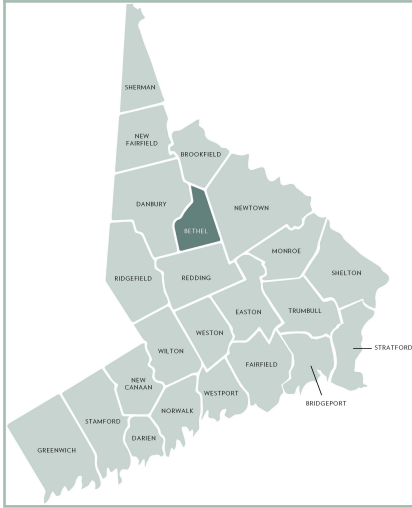
SOLD PROPERTIES

PRICE RANGE	YEAR-TO-DATE			YEAR-OVER-YEAR		
	01/01/2023 - 09/30/2023	01/01/2022 - 09/30/2022	% CHANGE 2023/2022	10/01/2022 - 09/30/2023	10/01/2021 - 09/30/2022	% CHANGE 2023/2022
\$0 - \$199,999	8	8	0.0%	10	13	-23.1%
\$200,000 - \$299,999	11	29	-62.1%	18	41	-56.1%
\$300,000 - \$399,999	44	99	-55.6%	63	146	-56.8%
\$400,000 - \$499,999	72	108	-33.3%	115	157	-26.8%
\$500,000 - \$599,999	43	57	-24.6%	55	84	-34.5%
\$600,000 - \$799,999	28	40	-30.0%	40	50	-20.0%
\$800,000 - \$999,999	7	8	-12.5%	9	14	-35.7%
\$1,000,000 - \$1,999,999	8	4	100.0%	9	7	28.6%
\$2,000,000 and up	0	1	-100.0%	0	2	-100.0%
Market Totals	221	354	-37.6%	319	514	-37.9%

Source : Smart MLS, Single Family Homes

BETHEL

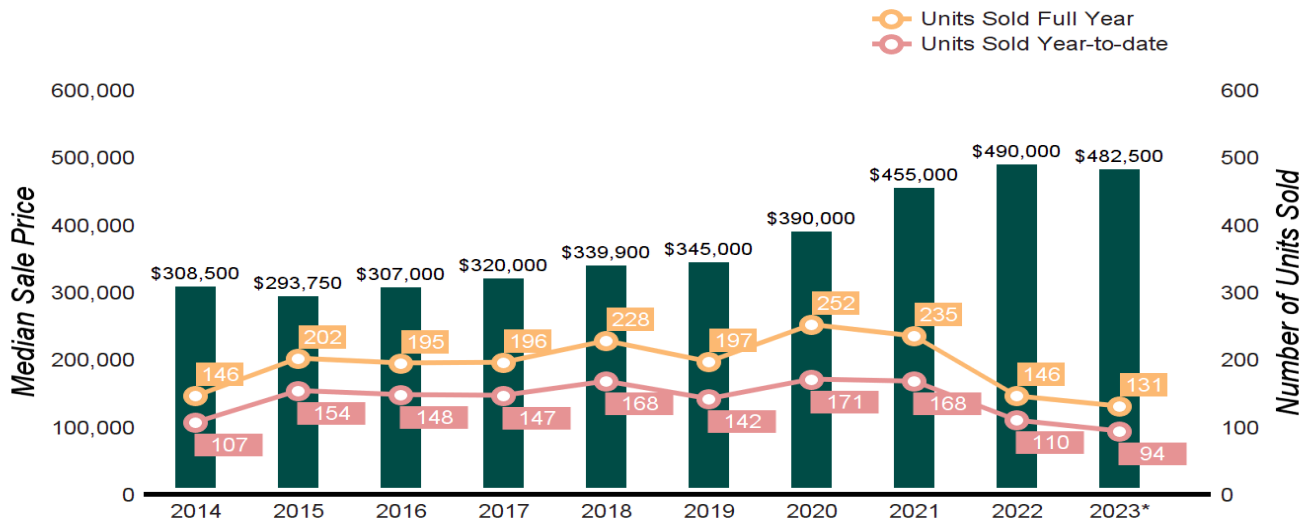
THIRD QUARTER 2023



QUARTERLY MARKET OVERVIEW

	Q3 2023	Q3 2022	% CHANGE	YTD 2023	YTD 2022	% CHANGE
HOMES SOLD	33	45	-26.7%	94	110	-14.5%
AVERAGE SALE PRICE	\$541,659	\$508,217	6.6%	\$535,101	\$506,501	5.6%
MEDIAN SALE PRICE	\$498,000	\$474,000	5.1%	\$482,500	\$490,000	-1.5%
AVERAGE PRICE PER SQUARE FOOT	\$262	\$247	6.1%	\$248	\$238	4.2%
AVERAGE DAYS ON MARKET	34	42	-19.0%	45	43	4.7%
% SALE PRICE TO LIST PRICE	101.9%	102.5%	-0.6%	102.2%	102.8%	-0.6%

TEN-YEAR MARKET HISTORY



Average Sale Price	\$325,350	\$312,870	\$321,640	\$338,778	\$365,973	\$374,343	\$411,950	\$474,559	\$505,025	\$535,101	Average Sale Price
Average Price/SqFt	\$150	\$155	\$158	\$157	\$169	\$173	\$187	\$209	\$235	\$248	Average Price/SqFt
Days On Market	106	102	113	79	68	84	74	56	44	45	Days On Market
%Sale Price to List Price	97.0%	96.9%	97.1%	97.8%	99.9%	99.6%	100.3%	101.4%	102.0%	102.2%	%Sale Price to List Price

Source : Smart MLS, Single Family Homes

* Homes sold for 2023 are annualized based on the actual sales year-to-date

BETHEL

THIRD QUARTER 2023

SUPPLY/DEMAND ANALYSIS

PRICE RANGE	AS OF SEPTEMBER 30, 2023			AS OF SEPTEMBER 30, 2022			2023 vs. 2022	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$199,999	1	0	Not Valid	0	0	Not Valid	0.0%	0.0%
\$200,000 - \$299,999	1	1	1	2	1	2	-50.0%	0.0%
\$300,000 - \$399,999	5	2	3	11	1	11	-54.5%	100.0%
\$400,000 - \$499,999	12	3	4	9	2	5	33.3%	50.0%
\$500,000 - \$599,999	7	0	Not Valid	5	6	1	40.0%	-100.0%
\$600,000 - \$799,999	3	5	1	10	2	5	-70.0%	150.0%
\$800,000 - \$999,999	2	1	2	1	1	1	100.0%	0.0%
\$1,000,000 - \$1,999,999	1	0	Not Valid	2	0	Not Valid	-50.0%	0.0%
\$2,000,000 and up	0	0	Not Valid	0	0	Not Valid	0.0%	0.0%
Market Totals	32	12	3	40	13	3	-20.0%	-7.7%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

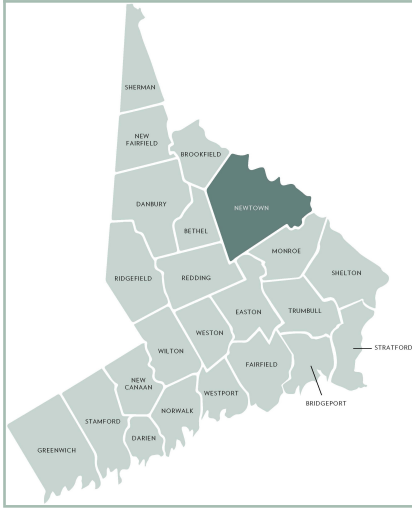
SOLD PROPERTIES

PRICE RANGE	YEAR-TO-DATE			YEAR-OVER-YEAR		
	01/01/2023 - 09/30/2023	01/01/2022 - 09/30/2022	% CHANGE 2023/2022	10/01/2022 - 09/30/2023	10/01/2021 - 09/30/2022	% CHANGE 2023/2022
\$0 - \$199,999	0	0	Not Valid	0	1	-100.0%
\$200,000 - \$299,999	4	7	-42.9%	6	10	-40.0%
\$300,000 - \$399,999	12	16	-25.0%	21	28	-25.0%
\$400,000 - \$499,999	35	33	6.1%	42	57	-26.3%
\$500,000 - \$599,999	15	25	-40.0%	25	36	-30.6%
\$600,000 - \$799,999	17	25	-32.0%	24	39	-38.5%
\$800,000 - \$999,999	10	4	150.0%	10	6	66.7%
\$1,000,000 - \$1,999,999	1	0	Not Valid	2	0	Not Valid
\$2,000,000 and up	0	0	Not Valid	0	0	Not Valid
Market Totals	94	110	-14.5%	130	177	-26.6%

Source : Smart MLS, Single Family Homes

NEWTOWN

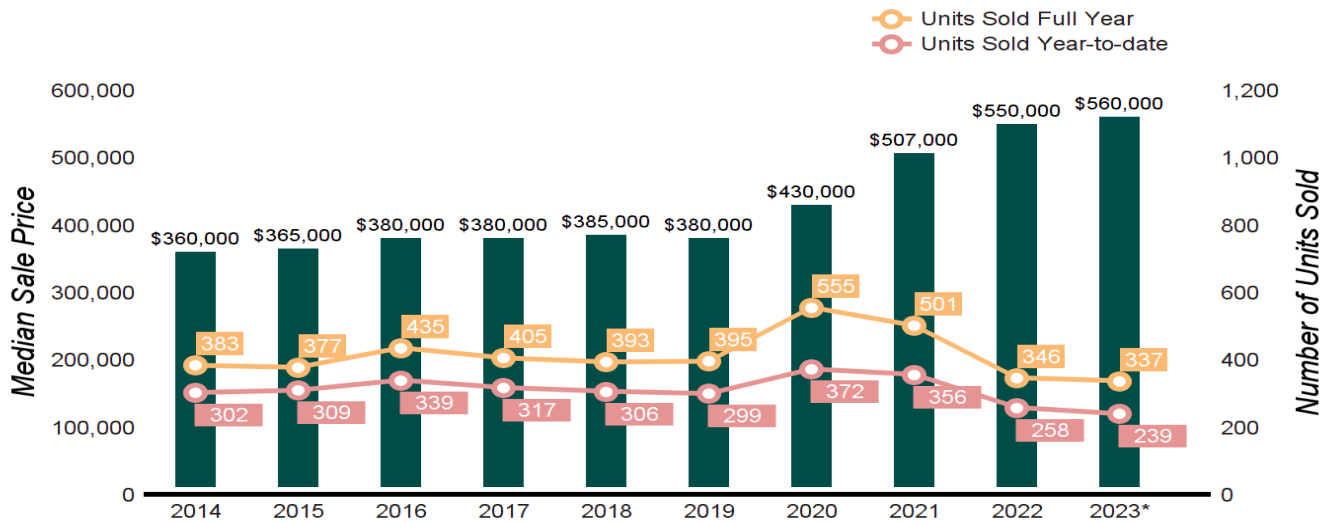
THIRD QUARTER 2023



QUARTERLY MARKET OVERVIEW

	Q3 2023	Q3 2022	% CHANGE	YTD 2023	YTD 2022	% CHANGE
HOMES SOLD	102	101	1.0%	239	258	-7.4%
AVERAGE SALE PRICE	\$657,085	\$549,649	19.5%	\$620,647	\$581,937	6.7%
MEDIAN SALE PRICE	\$572,500	\$518,000	10.5%	\$560,000	\$555,000	0.9%
AVERAGE PRICE PER SQUARE FOOT	\$266	\$240	10.8%	\$246	\$234	5.1%
AVERAGE DAYS ON MARKET	41	47	-12.8%	45	53	-15.1%
% SALE PRICE TO LIST PRICE	101.8%	103.2%	-1.4%	101.8%	102.8%	-1.0%

TEN-YEAR MARKET HISTORY



Average Sale Price	\$391,035	\$381,332	\$398,696	\$397,569	\$424,087	\$399,444	\$442,128	\$538,122	\$579,718	\$620,647	Average Sale Price
Average Price/SqFt	\$136	\$151	\$151	\$156	\$152	\$156	\$173	\$206	\$237	\$246	Average Price/SqFt
Days On Market	126	116	125	101	72	91	80	57	54	45	Days On Market
%Sale Price to List Price	96.3%	96.1%	96.5%	97.1%	97.0%	97.4%	99.0%	100.9%	102.0%	101.8%	%Sale Price to List Price

Source : Smart MLS, Single Family Homes

* Homes sold for 2023 are annualized based on the actual sales year-to-date

NEWTOWN

THIRD QUARTER 2023

SUPPLY/DEMAND ANALYSIS

PRICE RANGE	AS OF SEPTEMBER 30, 2023			AS OF SEPTEMBER 30, 2022			2023 vs. 2022	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$199,999	2	0	Not Valid	1	2	1	100.0%	-100.0%
\$200,000 - \$299,999	3	0	Not Valid	8	1	8	-62.5%	-100.0%
\$300,000 - \$399,999	10	0	Not Valid	8	2	4	25.0%	-100.0%
\$400,000 - \$499,999	3	5	1	12	6	2	-75.0%	-16.7%
\$500,000 - \$599,999	18	1	18	13	5	3	38.5%	-80.0%
\$600,000 - \$799,999	8	2	4	15	8	2	-46.7%	-75.0%
\$800,000 - \$999,999	8	1	8	11	2	6	-27.3%	-50.0%
\$1,000,000 - \$1,999,999	16	2	8	10	0	Not Valid	60.0%	0.0%
\$2,000,000 and up	4	0	Not Valid	3	1	3	33.3%	-100.0%
Market Totals	72	11	7	81	27	3	-11.1%	-59.3%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

SOLD PROPERTIES

PRICE RANGE	YEAR-TO-DATE			YEAR-OVER-YEAR		
	01/01/2023 - 09/30/2023	01/01/2022 - 09/30/2022	% CHANGE 2023/2022	10/01/2022 - 09/30/2023	10/01/2021 - 09/30/2022	% CHANGE 2023/2022
\$0 - \$199,999	5	5	0.0%	8	6	33.3%
\$200,000 - \$299,999	12	16	-25.0%	14	23	-39.1%
\$300,000 - \$399,999	26	39	-33.3%	35	66	-47.0%
\$400,000 - \$499,999	42	38	10.5%	66	75	-12.0%
\$500,000 - \$599,999	45	49	-8.2%	63	74	-14.9%
\$600,000 - \$799,999	63	75	-16.0%	84	106	-20.8%
\$800,000 - \$999,999	28	27	3.7%	37	42	-11.9%
\$1,000,000 - \$1,999,999	16	9	77.8%	17	10	70.0%
\$2,000,000 and up	2	0	Not Valid	3	1	200.0%
Market Totals	239	258	-7.4%	327	403	-18.9%

Source : Smart MLS, Single Family Homes

NEW FAIRFIELD

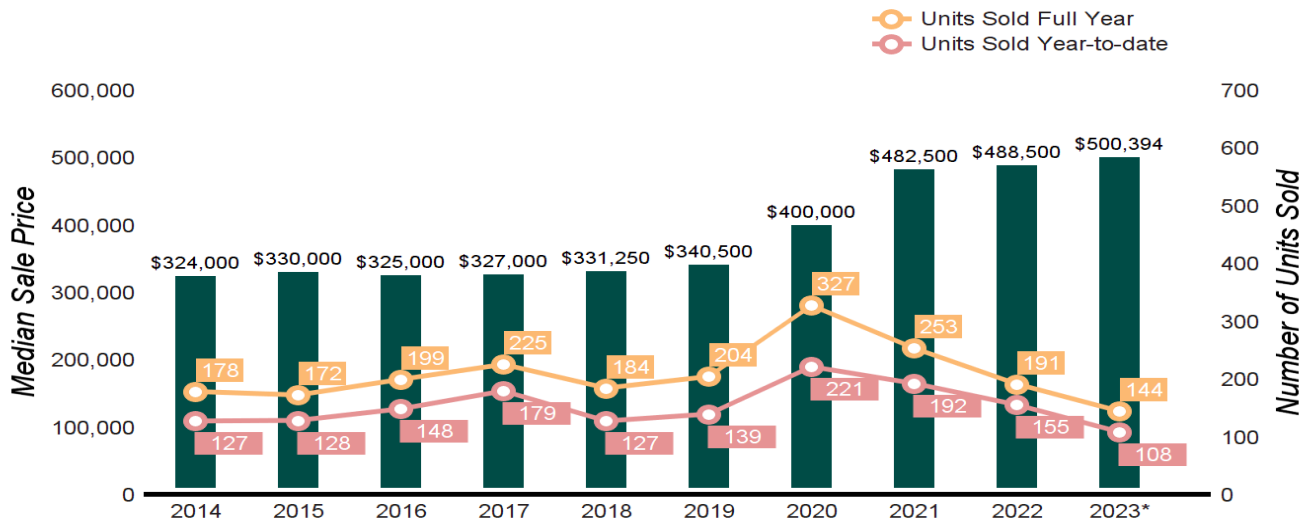
THIRD QUARTER 2023



QUARTERLY MARKET OVERVIEW

	Q3 2023	Q3 2022	% CHANGE	YTD 2023	YTD 2022	% CHANGE
HOMES SOLD	37	71	-47.9%	108	155	-30.3%
AVERAGE SALE PRICE	\$638,429	\$616,187	3.6%	\$607,759	\$561,972	8.1%
MEDIAN SALE PRICE	\$555,000	\$530,000	4.7%	\$500,394	\$485,000	3.2%
AVERAGE PRICE PER SQUARE FOOT	\$270	\$245	10.2%	\$286	\$245	16.7%
AVERAGE DAYS ON MARKET	42	45	-6.7%	49	49	0.0%
% SALE PRICE TO LIST PRICE	101.8%	100.8%	1.0%	101.9%	102.1%	-0.2%

TEN-YEAR MARKET HISTORY



Average Sale Price	\$386,019	\$381,696	\$389,452	\$395,612	\$397,306	\$410,166	\$463,430	\$601,804	\$565,136	\$607,759	Average Sale Price
Average Price/SqFt	\$168	\$171	\$171	\$186	\$173	\$193	\$213	\$256	\$250	\$286	Average Price/SqFt
Days On Market	121	121	116	88	75	95	77	57	49	49	Days On Market
%Sale Price to List Price	94.5%	94.1%	94.9%	95.6%	96.5%	96.1%	98.8%	99.1%	101.0%	101.9%	%Sale Price to List Price

Source : Smart MLS, Single Family Homes

* Homes sold for 2023 are annualized based on the actual sales year-to-date

NEW FAIRFIELD

THIRD QUARTER 2023

SUPPLY/DEMAND ANALYSIS

PRICE RANGE	AS OF SEPTEMBER 30, 2023			AS OF SEPTEMBER 30, 2022			2023 vs. 2022	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$199,999	0	1	0	0	1	0	0.0%	0.0%
\$200,000 - \$299,999	2	2	1	4	0	Not Valid	-50.0%	0.0%
\$300,000 - \$399,999	3	1	3	3	2	2	0.0%	-50.0%
\$400,000 - \$499,999	2	1	2	5	1	5	-60.0%	0.0%
\$500,000 - \$599,999	4	1	4	10	1	10	-60.0%	0.0%
\$600,000 - \$799,999	2	5	1	9	1	9	-77.8%	400.0%
\$800,000 - \$999,999	2	0	Not Valid	3	1	3	-33.3%	-100.0%
\$1,000,000 - \$1,999,999	2	0	Not Valid	4	2	2	-50.0%	-100.0%
\$2,000,000 and up	3	0	Not Valid	0	0	Not Valid	0.0%	0.0%
Market Totals	20	11	2	38	9	4	-47.4%	22.2%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

SOLD PROPERTIES

PRICE RANGE	YEAR-TO-DATE			YEAR-OVER-YEAR		
	01/01/2023 - 09/30/2023	01/01/2022 - 09/30/2022	% CHANGE 2023/2022	10/01/2022 - 09/30/2023	10/01/2021 - 09/30/2022	% CHANGE 2023/2022
\$0 - \$199,999	4	6	-33.3%	6	7	-14.3%
\$200,000 - \$299,999	5	13	-61.5%	7	18	-61.1%
\$300,000 - \$399,999	17	35	-51.4%	23	46	-50.0%
\$400,000 - \$499,999	25	29	-13.8%	32	42	-23.8%
\$500,000 - \$599,999	21	24	-12.5%	25	36	-30.6%
\$600,000 - \$799,999	19	30	-36.7%	28	40	-30.0%
\$800,000 - \$999,999	6	9	-33.3%	8	10	-20.0%
\$1,000,000 - \$1,999,999	9	6	50.0%	13	13	0.0%
\$2,000,000 and up	2	3	-33.3%	2	4	-50.0%
Market Totals	108	155	-30.3%	144	216	-33.3%

Source : Smart MLS, Single Family Homes

BROOKFIELD

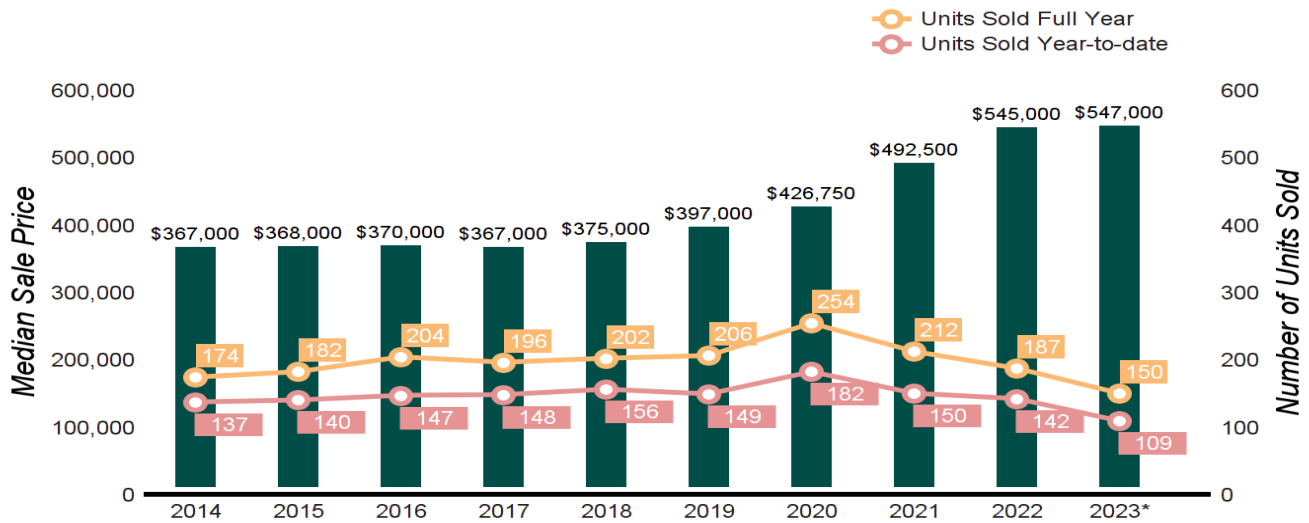
THIRD QUARTER 2023



QUARTERLY MARKET OVERVIEW

	Q3 2023	Q3 2022	% CHANGE	YTD 2023	YTD 2022	% CHANGE
HOMES SOLD	45	59	-23.7%	109	142	-23.2%
AVERAGE SALE PRICE	\$691,128	\$626,561	10.3%	\$682,422	\$692,404	-1.4%
MEDIAN SALE PRICE	\$639,000	\$555,000	15.1%	\$547,000	\$552,500	-1.0%
AVERAGE PRICE PER SQUARE FOOT	\$285	\$255	11.8%	\$291	\$262	11.1%
AVERAGE DAYS ON MARKET	39	52	-25.0%	49	47	4.3%
% SALE PRICE TO LIST PRICE	100.7%	100.5%	0.2%	100.4%	101.6%	-1.2%

TEN-YEAR MARKET HISTORY



Average Sale Price	\$411,572	\$419,873	\$419,535	\$454,929	\$449,610	\$450,312	\$484,974	\$570,545	\$656,499	\$682,422	Average Sale Price
Average Price/SqFt	\$161	\$166	\$173	\$174	\$174	\$181	\$187	\$223	\$253	\$291	Average Price/SqFt
Days On Market	109	119	108	105	77	86	84	52	48	49	Days On Market
%Sale Price to List Price	95.1%	94.6%	95.7%	96.6%	96.0%	96.7%	98.5%	100.4%	101.6%	100.4%	%Sale Price to List Price

Source : Smart MLS, Single Family Homes

* Homes sold for 2023 are annualized based on the actual sales year-to-date

BROOKFIELD

THIRD QUARTER 2023

SUPPLY/DEMAND ANALYSIS

PRICE RANGE	AS OF SEPTEMBER 30, 2023			AS OF SEPTEMBER 30, 2022			2023 vs. 2022	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$499,999	9	7	1	22	4	6	-59.1%	75.0%
\$500,000 - \$699,999	6	5	1	10	9	1	-40.0%	-44.4%
\$700,000 - \$999,999	15	5	3	9	3	3	66.7%	66.7%
\$1,000,000 - \$1,499,999	1	0	Not Valid	4	0	Not Valid	-75.0%	0.0%
\$1,500,000 - \$1,999,999	3	0	Not Valid	0	0	Not Valid	0.0%	0.0%
\$2,000,000 - \$2,499,999	0	0	Not Valid	2	0	Not Valid	-100.0%	0.0%
\$2,500,000 - \$2,999,999	3	0	Not Valid	1	0	Not Valid	200.0%	0.0%
\$3,000,000 - \$3,999,999	2	0	Not Valid	1	0	Not Valid	100.0%	0.0%
\$4,000,000 and up	0	0	Not Valid	0	0	Not Valid	0.0%	0.0%
Market Totals	39	17	2	49	16	3	-20.4%	6.3%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

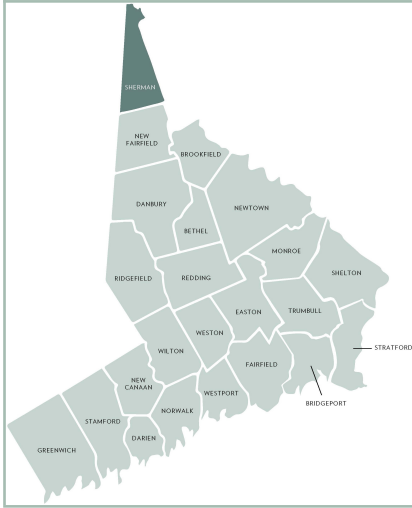
SOLD PROPERTIES

PRICE RANGE	YEAR-TO-DATE			YEAR-OVER-YEAR		
	01/01/2023 - 09/30/2023	01/01/2022 - 09/30/2022	% CHANGE 2023/2022	10/01/2022 - 09/30/2023	10/01/2021 - 09/30/2022	% CHANGE 2023/2022
\$0 - \$499,999	38	52	-26.9%	57	78	-26.9%
\$500,000 - \$699,999	43	53	-18.9%	61	76	-19.7%
\$700,000 - \$999,999	18	24	-25.0%	26	33	-21.2%
\$1,000,000 - \$1,499,999	4	4	0.0%	4	6	-33.3%
\$1,500,000 - \$1,999,999	1	3	-66.7%	1	4	-75.0%
\$2,000,000 - \$2,499,999	2	3	-33.3%	2	3	-33.3%
\$2,500,000 - \$2,999,999	2	1	100.0%	2	2	0.0%
\$3,000,000 - \$4,999,999	1	2	-50.0%	1	2	-50.0%
\$5,000,000 and up	0	0	Not Valid	0	0	Not Valid
Market Totals	109	142	-23.2%	154	204	-24.5%

Source : Smart MLS, Single Family Homes

SHERMAN

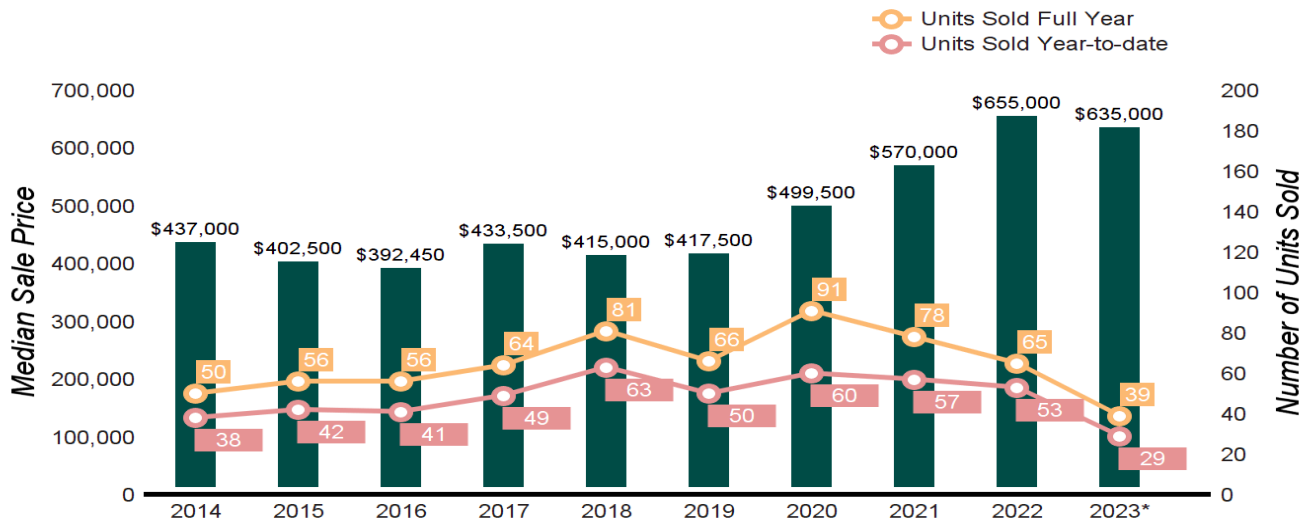
THIRD QUARTER 2023



QUARTERLY MARKET OVERVIEW

	Q3 2023	Q3 2022	% CHANGE	YTD 2023	YTD 2022	% CHANGE
HOMES SOLD	14	23	-39.1%	29	53	-45.3%
AVERAGE SALE PRICE	\$751,714	\$638,869	17.7%	\$728,370	\$698,838	4.2%
MEDIAN SALE PRICE	\$635,000	\$560,000	13.4%	\$635,000	\$600,000	5.8%
AVERAGE PRICE PER SQUARE FOOT	\$270	\$265	1.9%	\$263	\$304	-13.5%
AVERAGE DAYS ON MARKET	80	55	45.5%	64	75	-14.7%
% SALE PRICE TO LIST PRICE	98.3%	98.6%	-0.3%	99.3%	96.7%	2.7%

TEN-YEAR MARKET HISTORY



Average Sale Price	\$549,711	\$525,489	\$442,370	\$624,944	\$507,381	\$524,542	\$593,816	\$697,019	\$726,458	\$728,370	Average Sale Price
Average Price/SqFt	\$190	\$224	\$185	\$221	\$197	\$230	\$218	\$275	\$298	\$263	Average Price/SqFt
Days On Market	170	135	106	124	122	155	137	83	78	64	Days On Market
%Sale Price to List Price	93.3%	93.8%	95.9%	93.9%	94.0%	92.9%	97.5%	97.7%	96.4%	99.3%	%Sale Price to List Price

Source : Smart MLS, Single Family Homes

* Homes sold for 2023 are annualized based on the actual sales year-to-date

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THIRD QUARTER 2023

SUPPLY/DEMAND ANALYSIS

PRICE RANGE	AS OF SEPTEMBER 30, 2023			AS OF SEPTEMBER 30, 2022			2023 vs. 2022	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$499,999	2	0	Not Valid	2	1	2	0.0%	-100.0%
\$500,000 - \$699,999	4	2	2	2	3	1	100.0%	-33.3%
\$700,000 - \$999,999	3	1	3	6	4	2	-50.0%	-75.0%
\$1,000,000 - \$1,499,999	4	0	Not Valid	3	1	3	33.3%	-100.0%
\$1,500,000 - \$1,999,999	4	0	Not Valid	2	1	2	100.0%	-100.0%
\$2,000,000 - \$2,499,999	1	0	Not Valid	1	0	Not Valid	0.0%	0.0%
\$2,500,000 - \$2,999,999	0	0	Not Valid	0	0	Not Valid	0.0%	0.0%
\$3,000,000 - \$3,999,999	0	0	Not Valid	0	0	Not Valid	0.0%	0.0%
\$4,000,000 and up	1	0	Not Valid	1	0	Not Valid	0.0%	0.0%
Market Totals	19	3	6	17	10	2	11.8%	-70.0%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

SOLD PROPERTIES

PRICE RANGE	YEAR-TO-DATE			YEAR-OVER-YEAR		
	01/01/2023 - 09/30/2023	01/01/2022 - 09/30/2022	% CHANGE 2023/2022	10/01/2022 - 09/30/2023	10/01/2021 - 09/30/2022	% CHANGE 2023/2022
\$0 - \$499,999	3	15	-80.0%	4	20	-80.0%
\$500,000 - \$699,999	15	17	-11.8%	19	26	-26.9%
\$700,000 - \$999,999	6	13	-53.8%	11	18	-38.9%
\$1,000,000 - \$1,499,999	4	6	-33.3%	5	7	-28.6%
\$1,500,000 - \$1,999,999	1	1	0.0%	2	2	0.0%
\$2,000,000 - \$2,499,999	0	1	-100.0%	0	1	-100.0%
\$2,500,000 - \$2,999,999	0	0	Not Valid	0	0	Not Valid
\$3,000,000 - \$4,999,999	0	0	Not Valid	0	0	Not Valid
\$5,000,000 and up	0	0	Not Valid	0	0	Not Valid
Market Totals	29	53	-45.3%	41	74	-44.6%

Source : Smart MLS, Single Family Homes



2023 EVENTS

We're passionate in our support of breast cancer walks throughout our communities. Connect with your agent or visit any office to learn how you can help contribute.

MILES OF HOPE BREAST CANCER FOUNDATION WALK

Sunday, October 1, 2023
James Baird State Park
Pleasant Valley, NY

hlre.co/milesofhopeLG2023
hlre.co/milesofhopeEF2023
hlre.co/milesofhopeMB2023

SUPPORT CONNECTION SUPPORT-A-WALK

Sunday, October 1, 2023
FDR State Park
Yorktown Heights, NY
or

Walk with us wherever you are,
near or far in your own community.

hlre.co/support2023

AMERICAN CANCER SOCIETY MAKING STRIDES AGAINST BREAST CANCER

Sunday, October 15, 2023
Manhattanville College
Purchase, NY

hlre.co/makingstrides23





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3 GLOBAL NETWORKS - REACHING 56 COUNTRIES & 6 CONTINENTS

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