



HOULIHAN LAWRENCE

#

# BROKERAGE NORTH OF NYC

\$8 BILLION IN SALES
AND REPRESENTED
OVER 7,000 BUYERS
AND SELLERS IN 2022

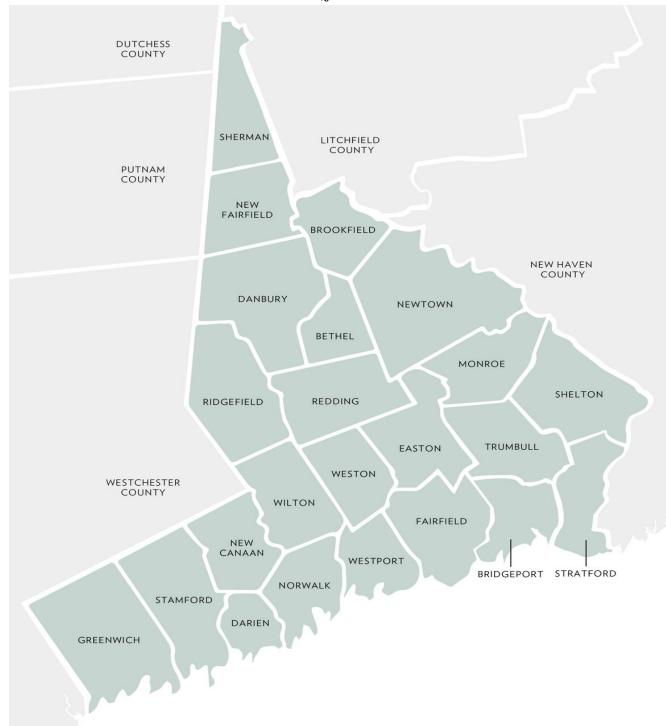
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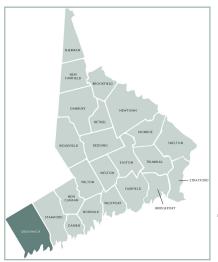
## **FAIRFIELD COUNTY**

## 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**

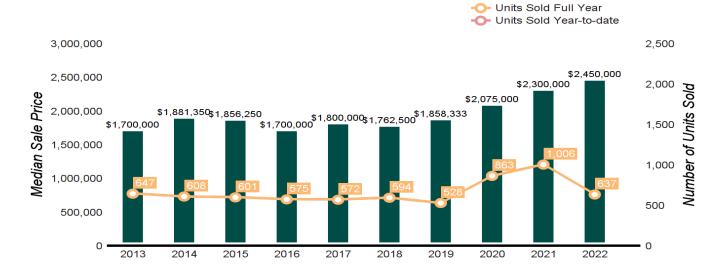
### **FOURTH QUARTER 2022**



#### **QUARTERLY MARKET OVERVIEW**

	Q4 2022	Q4 2021	% CHANGE	FULL YEAR 2022	FULL YEAR 2021	% CHANGE
HOMES SOLD	101	172	-41.3%	637	1006	-36.7%
AVERAGE SALE PRICE	\$2,742,715	\$3,170,324	-13.5%	\$3,050,065	\$3,007,978	1.4%
MEDIAN SALE PRICE	\$2,375,000	\$2,231,250	6.4%	\$2,450,000	\$2,300,000	6.5%
AVERAGE PRICE PER SQUARE FOOT	\$704	\$656	7.3%	\$696	\$635	9.6%
AVERAGE DAYS ON MARKET	59	99	-40.4%	76	109	-30.3%
% SALE PRICE TO LIST PRICE	99.2%	96.9%	2.4%	99.7%	97.4%	2.4%

### **TEN-YEAR MARKET HISTORY**



Average Sale Price	\$2,244,574	\$2,688,907	\$2,421,486	\$2,203,756	\$2,574,993	\$2,393,006	\$2,376,330	\$2,667,708	\$3,007,978	\$3,050,065	Average Sale Price
Average Price/SqFt	\$556	\$611	\$592	\$564	\$578	\$563	\$545	\$557	\$635	\$696	Average Price/SqFt
Days On Market	154	155	161	157	183	179	199	171	109	76	Days On Market
%Sale Price to List Price	94.1%	93.7%	94.4%	94.1%	92.5%	93.7%	92.4%	94.4%	97.4%	99.7%	%Sale Price to List Price

 $Source: Green wich \, MLS, \, Residential \, / \, Single \, Family \, Homes$ 

<sup>\*</sup> Homes sold for 2022 are annualized based on actual sales year-to-date

## **GREENWICH**

### **FOURTH QUARTER 2022**

### SUPPLY/DEMAND ANALYSIS

	AS OF DECE	EMBER 31, 2022		AS OF DEC	EMBER 31, 2021		2022	vs. 2021
PRICE RANGE	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDINGS
\$0 - \$999,999	9	6	2	9	9	1	0.0%	-33.3%
\$1,000,000 - \$1,999,999	21	11	2	29	23	1	-27.6%	-52.2%
\$2,000,000 - \$2,999,999	18	11	2	25	18	1	-28.0%	-38.9%
\$3,000,000 - \$3,999,999	19	8	2	21	16	1	-9.5%	-50.0%
\$4,000,000 - \$4,999,999	22	6	4	16	9	2	37.5%	-33.3%
\$5,000,000 - \$5,999,999	18	3	6	14	3	5	28.6%	0.0%
\$6,000,000 - \$7,999,999	10	8	1	21	10	2	-52.4%	-20.0%
\$8,000,000 - \$9,999,999	5	3	2	11	2	6	-54.5%	50.0%
\$10,000,000 and up	23	1	23	15	3	5	53.3%	-66.7%
Market Totals	145	57	3	161	93	2	-9.9%	-38.7%

<sup>\*</sup>Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

### **SOLD PROPERTIES**

YEAR-TO-DATE

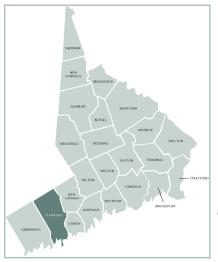
#### YEAR-OVER-YEAR

PRICE RANGE	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021
\$0 - \$999,999	62	109	-43.1%	62	109	-43.1%
\$1,000,000 - \$1,999,999	183	289	-36.7%	183	289	-36.7%
\$2,000,000 - \$2,999,999	149	256	-41.8%	149	256	-41.8%
\$3,000,000 - \$3,999,999	81	147	-44.9%	81	147	-44.9%
\$4,000,000 - \$4,999,999	63	70	-10.0%	63	70	-10.0%
\$5,000,000 - \$5,999,999	42	43	-2.3%	42	43	-2.3%
\$6,000,000 - \$7,999,999	35	58	-39.7%	35	58	-39.7%
\$8,000,000 - \$9,999,999	13	19	-31.6%	13	19	-31.6%
\$10,000,000 and up	9	15	-40.0%	9	15	-40.0%
Market Totals	637	1006	-36.7%	637	1006	-36.7%

Source: Greenwich MLS, Residential / Single Family Homes

## **STAMFORD**

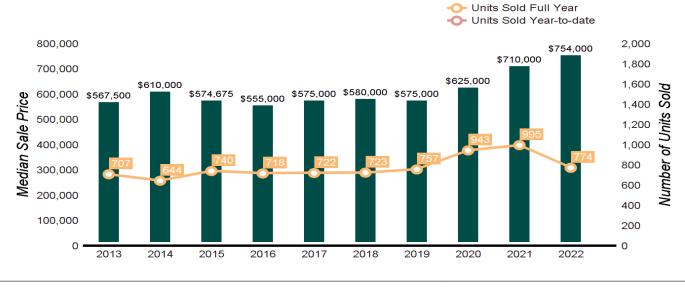
### **FOURTH QUARTER 2022**



#### **QUARTERLY MARKET OVERVIEW**

	Q4 2022	Q4 2021	% CHANGE	FULL YEAR 2022	FULL YEAR 2021	% CHANGE
HOMES SOLD	167	238	-29.8%	774	995	-22.2%
AVERAGE SALE PRICE	\$874,360	\$858,222	1.9%	\$879,819	\$832,913	5.6%
MEDIAN SALE PRICE	\$750,000	\$725,000	3.4%	\$754,000	\$710,000	6.2%
AVERAGE PRICE PER SQUARE FOOT	\$301	\$292	3.1%	\$307	\$288	6.6%
AVERAGE DAYS ON MARKET	47	63	-25.4%	45	60	-25.0%
% SALE PRICE TO LIST PRICE	99.7%	99.4%	0.3%	101.9%	100.3%	1.6%

### **TEN-YEAR MARKET HISTORY**



Average Sale Price	\$661,763	\$689,609	\$660,162	\$636,893	\$652,048	\$648,437	\$640,382	\$721,185	\$832,913	\$879,819	Average Sale Price
Average Price/SqFt	\$203	\$222	\$239	\$230	\$234	\$230	\$235	\$248	\$288	\$307	Average Price/SqFt
Days On Market	98	100	101	106	91	71	89	84	60	45	Days On Market
%Sale Price to List Price	95.9%	96.0%	96.3%	96.1%	96.3%	96.7%	96.7%	97.9%	100.3%	101.9%	%Sale Price to List Price

 $<sup>^{*}</sup>$  Homes sold for 2022 are annualized based on the actual sales year-to-date

## **STAMFORD**

### **FOURTH QUARTER 2022**

### SUPPLY/DEMAND ANALYSIS

	AS OF DECE	MBER 31, 2022		AS OF DECEMBER 31, 2021 2022 vs. 202					
PRICE RANGE	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDINGS	
\$0 - \$499,999	8	5	2	10	16	1	-20.0%	-68.8%	
\$500,000 - \$699,999	29	9	3	28	29	1	3.6%	-69.0%	
\$700,000 - \$999,999	24	10	2	20	20	1	20.0%	-50.0%	
\$1,000,000 - \$1,499,999	18	14	1	16	10	2	12.5%	40.0%	
\$1,500,000 - \$1,999,999	6	3	2	11	4	3	-45.5%	-25.0%	
\$2,000,000 - \$2,499,999	3	1	3	2	2	1	50.0%	-50.0%	
\$2,500,000 - \$2,999,999	2	1	2	2	0	Not Valid	0.0%	0.0%	
\$3,000,000 - \$3,999,999	1	0	Not Valid	1	1	1	0.0%	-100.0%	
\$4,000,000 and up	2	0	Not Valid	4	0	Not Valid	-50.0%	0.0%	
Market Totals	93	43	2	94	82	1	-1.1%	-47.6%	

<sup>\*</sup>Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

### **SOLD PROPERTIES**

YEAR-TO-DATE

#### YEAR-OVER-YEAR

PRICE RANGE	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021
\$0 - \$499,999	55	127	-56.7%	55	127	-56.7%
\$500,000 - \$699,999	266	357	-25.5%	266	357	-25.5%
\$700,000 - \$999,999	274	319	-14.1%	274	319	-14.1%
\$1,000,000 - \$1,499,999	125	132	-5.3%	125	132	-5.3%
\$1,500,000 - \$1,999,999	35	36	-2.8%	35	36	-2.8%
\$2,000,000 - \$2,499,999	11	11	0.0%	11	11	0.0%
\$2,500,000 - \$2,999,999	1	3	-66.7%	1	3	-66.7%
\$3,000,000 - \$4,999,999	6	9	-33.3%	6	9	-33.3%
\$5,000,000 and up	1	1	0.0%	1	1	0.0%
Market Totals	774	995	-22.2%	774	995	-22.2%

## **DARIEN**

### **FOURTH QUARTER 2022**



#### **QUARTERLY MARKET OVERVIEW**

	Q4 2022	Q4 2021	% CHANGE	FULL YEAR 2022	FULL YEAR 2021	% CHANGE
HOMES SOLD	59	72	-18.1%	284	422	-32.7%
AVERAGE SALE PRICE	\$2,217,246	\$2,015,902	10.0%	\$2,020,720	\$1,929,797	4.7%
MEDIAN SALE PRICE	\$1,800,929	\$1,650,000	9.1%	\$1,690,560	\$1,642,000	3.0%
AVERAGE PRICE PER SQUARE FOOT	\$582	\$521	11.7%	\$567	\$505	12.3%
AVERAGE DAYS ON MARKET	59	70	-15.7%	41	70	-41.4%
% SALE PRICE TO LIST PRICE	100.6%	99.3%	1.3%	102.7%	99.4%	3.3%

### **TEN-YEAR MARKET HISTORY**



Average Sale Price	\$1,618,804	\$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	Average Sale Price
Average Price/SqFt	\$467	\$474	\$504	\$490	\$476	\$458	\$429	\$446	\$505	\$567	Average Price/SqFt
Days On Market	123	109	105	110	125	122	147	124	70	41	Days On Market
%Sale Price to List Price	96.1%	96.9%	95.6%	96.0%	95.5%	94.7%	94.0%	96.3%	99.4%	102.7%	%Sale Price to List Price

 $<sup>^{*}</sup>$  Homes sold for 2022 are annualized based on the actual sales year-to-date

## **DARIEN**

### **FOURTH QUARTER 2022**

### SUPPLY/DEMAND ANALYSIS

	AS OF DECE	MBER 31, 2022		AS OF DECI	EMBER 31, 2021		2022	vs. 2021
PRICE RANGE	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDINGS
\$0 - \$499,999	0	1	0	0	1	0	0.0%	0.0%
\$500,000 - \$699,999	1	1	1	0	2	0	0.0%	-50.0%
\$700,000 - \$999,999	4	2	2	4	4	1	0.0%	-50.0%
\$1,000,000 - \$1,499,999	4	4	1	3	5	1	33.3%	-20.0%
\$1,500,000 - \$1,999,999	0	1	0	5	4	1	-100.0%	-75.0%
\$2,000,000 - \$2,499,999	4	4	1	2	2	1	100.0%	100.0%
\$2,500,000 - \$2,999,999	0	3	0	0	3	0	0.0%	0.0%
\$3,000,000 - \$3,999,999	5	2	3	0	6	0	0.0%	-66.7%
\$4,000,000 and up	5	1	5	6	2	3	-16.7%	-50.0%
Market Totals	23	19	1	20	29	1	15.0%	-34.5%

<sup>\*</sup>Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

### **SOLD PROPERTIES**

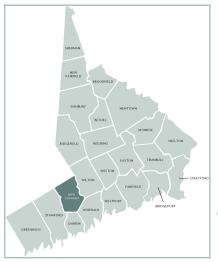
YEAR-TO-DATE

### YEAR-OVER-YEAR

PRICE RANGE	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021
\$0 - \$499,999	0	3	-100.0%	0	3	-100.0%
\$500,000 - \$699,999	13	18	-27.8%	13	18	-27.8%
\$700,000 - \$999,999	39	53	-26.4%	39	53	-26.4%
\$1,000,000 - \$1,499,999	68	113	-39.8%	68	113	-39.8%
\$1,500,000 - \$1,999,999	55	90	-38.9%	55	90	-38.9%
\$2,000,000 - \$2,499,999	31	35	-11.4%	31	35	-11.4%
\$2,500,000 - \$2,999,999	26	45	-42.2%	26	45	-42.2%
\$3,000,000 - \$4,999,999	44	58	-24.1%	44	58	-24.1%
\$5,000,000 and up	8	7	14.3%	8	7	14.3%
Market Totals	284	422	-32.7%	284	422	-32.7%

## **NEW CANAAN**

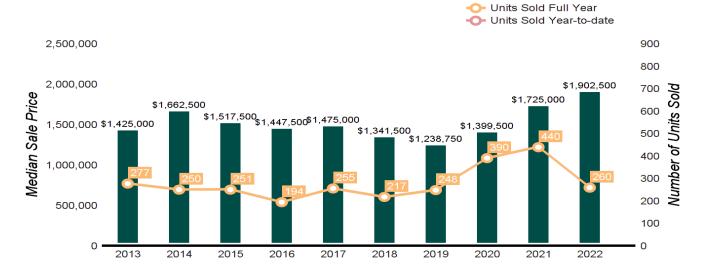
### **FOURTH QUARTER 2022**



#### **QUARTERLY MARKET OVERVIEW**

	Q4 2022	Q4 2021	% CHANGE	FULL YEAR 2022	FULL YEAR 2021	% CHANGE
HOMES SOLD	49	64	-23.4%	260	440	-40.9%
AVERAGE SALE PRICE	\$2,070,306	\$2,020,507	2.5%	\$2,166,923	\$1,995,193	8.6%
MEDIAN SALE PRICE	\$1,865,000	\$1,705,500	9.4%	\$1,902,500	\$1,725,000	10.3%
AVERAGE PRICE PER SQUARE FOOT	\$454	\$435	4.4%	\$457	\$400	14.3%
AVERAGE DAYS ON MARKET	53	67	-20.9%	53	82	-35.4%
% SALE PRICE TO LIST PRICE	97.8%	98.3%	-0.5%	100.6%	99.1%	1.5%

### **TEN-YEAR MARKET HISTORY**



Average Sale Price	\$1,661,172	\$1,929,472	\$1,783,190	\$1,770,026	\$1,713,201	\$1,628,160	\$1,424,859	\$1,670,517	\$1,995,193	\$2,166,923	Average Sale Price
Average Price/SqFt	\$388	\$389	\$406	\$356	\$355	\$341	\$316	\$337	\$400	\$457	Average Price/SqFt
Days On Market	123	122	126	148	147	138	164	137	82	53	Days On Market
%Sale Price to List Price	95.0%	94.9%	95.8%	93.8%	94.0%	92.2%	92.8%	95.4%	99.1%	100.6%	%Sale Price to List Price

 $<sup>^{\</sup>ast}$  Homes sold for 2022 are annualized based on the actual sales year-to-date

## **NEW CANAAN**

### **FOURTH QUARTER 2022**

### SUPPLY/DEMAND ANALYSIS

	AS OF DECE	MBER 31, 2022		AS OF DECI		2022	vs. 2021	
PRICE RANGE	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDINGS
\$0 - \$499,999	0	0	Not Valid	0	0	Not Valid	0.0%	0.0%
\$500,000 - \$699,999	0	0	Not Valid	2	0	Not Valid	-100.0%	0.0%
\$700,000 - \$999,999	8	1	8	4	1	4	100.0%	0.0%
\$1,000,000 - \$1,499,999	3	3	1	10	7	1	-70.0%	-57.1%
\$1,500,000 - \$1,999,999	9	2	5	5	4	1	80.0%	-50.0%
\$2,000,000 - \$2,499,999	3	0	Not Valid	2	8	1	50.0%	-100.0%
\$2,500,000 - \$2,999,999	2	2	1	7	6	1	-71.4%	-66.7%
\$3,000,000 - \$3,999,999	9	2	5	10	5	2	-10.0%	-60.0%
\$4,000,000 and up	19	1	19	17	3	6	11.8%	-66.7%
Market Totals	53	11	5	57	34	2	-7.0%	-67.6%

<sup>\*</sup>Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

### **SOLD PROPERTIES**

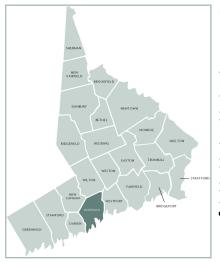
YEAR-TO-DATE

#### YEAR-OVER-YEAR

PRICE RANGE	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021
\$0 - \$499,999	0	0	Not Valid	0	0	Not Valid
\$500,000 - \$699,999	4	9	-55.6%	4	9	-55.6%
\$700,000 - \$999,999	19	33	-42.4%	19	33	-42.4%
\$1,000,000 - \$1,499,999	65	116	-44.0%	65	116	-44.0%
\$1,500,000 - \$1,999,999	50	111	-55.0%	50	111	-55.0%
\$2,000,000 - \$2,499,999	39	66	-40.9%	39	66	-40.9%
\$2,500,000 - \$2,999,999	41	43	-4.7%	41	43	-4.7%
\$3,000,000 - \$4,999,999	36	58	-37.9%	36	58	-37.9%
\$5,000,000 and up	6	4	50.0%	6	4	50.0%
Market Totals	260	440	-40.9%	260	440	-40.9%

## **NORWALK**

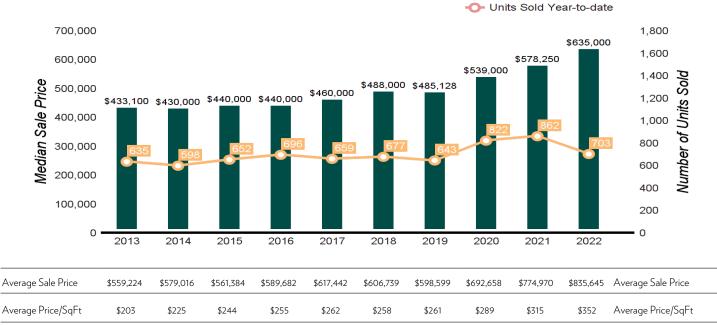
### **FOURTH QUARTER 2022**



#### **QUARTERLY MARKET OVERVIEW**

	Q4 2022	Q4 2021	% CHANGE	FULL YEAR 2022	FULL YEAR 2021	% CHANGE
HOMES SOLD	143	217	-34.1%	703	862	-18.4%
AVERAGE SALE PRICE	\$836,286	\$781,806	7.0%	\$835,645	\$774,970	7.8%
MEDIAN SALE PRICE	\$630,000	\$575,000	9.6%	\$635,000	\$578,250	9.8%
AVERAGE PRICE PER SQUARE FOOT	\$353	\$323	9.3%	\$352	\$315	11.7%
AVERAGE DAYS ON MARKET	45	52	-13.5%	43	56	-23.2%
% SALE PRICE TO LIST PRICE	100.9%	99.3%	1.6%	103.1%	100.5%	2.6%

#### TEN-YEAR MARKET HISTORY



Average Price/SqFt Days On Market 114 103 99 104 83 67 87 79 56 43 Days On Market %Sale Price to List Price 95.8% 96.3% 96.2% 96.2% 96.6% 96.8% 96.7% 97.8% 100.5% 103.1% %Sale Price to List Price

Source : Smart MLS, Single Family Homes

\* Homes sold for 2022 are annualized based on the actual sales year-to-date

► Units Sold Full Year

## **NORWALK**

### **FOURTH QUARTER 2022**

### SUPPLY/DEMAND ANALYSIS

	AS OF DECE	MBER 31, 2022		AS OF DECI	EMBER 31, 2021		2022	vs. 2021
PRICE RANGE	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDINGS
\$0 - \$499,999	21	5	4	21	28	1	0.0%	-82.1%
\$500,000 - \$699,999	25	6	4	29	18	2	-13.8%	-66.7%
\$700,000 - \$999,999	12	8	2	19	13	1	-36.8%	-38.5%
\$1,000,000 - \$1,499,999	5	4	1	12	4	3	-58.3%	0.0%
\$1,500,000 - \$1,999,999	7	4	2	4	0	Not Valid	75.0%	0.0%
\$2,000,000 - \$2,499,999	0	2	0	0	1	0	0.0%	100.0%
\$2,500,000 - \$2,999,999	2	0	Not Valid	1	0	Not Valid	100.0%	0.0%
\$3,000,000 - \$3,999,999	1	1	1	0	0	Not Valid	0.0%	0.0%
\$4,000,000 and up	3	1	3	2	1	2	50.0%	0.0%
Market Totals	76	31	2	88	65	1	-13.6%	-52.3%

<sup>\*</sup>Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

### **SOLD PROPERTIES**

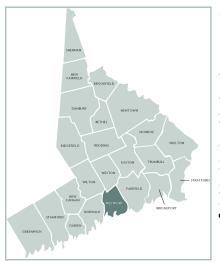
YEAR-TO-DATE

#### YEAR-OVER-YEAR

PRICE RANGE	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021
\$0 - \$499,999	163	268	-39.2%	163	268	-39.2%
\$500,000 - \$699,999	255	321	-20.6%	255	321	-20.6%
\$700,000 - \$999,999	138	148	-6.8%	138	148	-6.8%
\$1,000,000 - \$1,499,999	78	50	56.0%	78	50	56.0%
\$1,500,000 - \$1,999,999	39	29	34.5%	39	29	34.5%
\$2,000,000 - \$2,499,999	10	23	-56.5%	10	23	-56.5%
\$2,500,000 - \$2,999,999	10	6	66.7%	10	6	66.7%
\$3,000,000 - \$4,999,999	8	14	-42.9%	8	14	-42.9%
\$5,000,000 and up	2	3	-33.3%	2	3	-33.3%
Market Totals	703	862	-18.4%	703	862	-18.4%

## **WESTPORT**

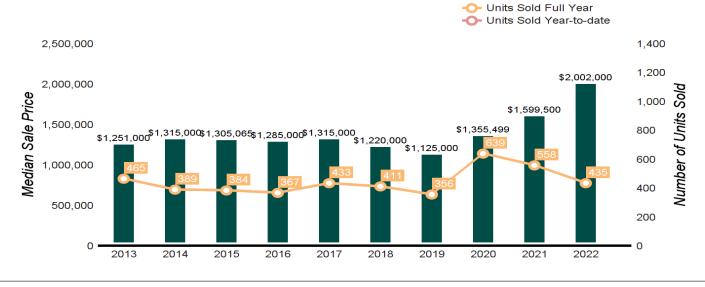
### **FOURTH QUARTER 2022**



### **QUARTERLY MARKET OVERVIEW**

	Q4 2022	Q4 2021	% CHANGE	FULL YEAR 2022	FULL YEAR 2021	% CHANGE
HOMES SOLD	71	102	-30.4%	435	558	-22.0%
AVERAGE SALE PRICE	\$2,122,928	\$1,753,614	21.1%	\$2,367,445	\$1,832,804	29.2%
MEDIAN SALE PRICE	\$1,750,000	\$1,565,000	11.8%	\$2,002,000	\$1,599,500	25.2%
AVERAGE PRICE PER SQUARE FOOT	\$543	\$470	15.5%	\$561	\$456	23.0%
AVERAGE DAYS ON MARKET	57	64	-10.9%	53	56	-5.4%
% SALE PRICE TO LIST PRICE	97.8%	99.9%	-2.1%	102.4%	100.5%	1.9%

### **TEN-YEAR MARKET HISTORY**



Average Sale Price	\$1,533,045	\$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	Average Sale Price
Average Price/SqFt	\$373	\$385	\$403	\$376	\$364	\$355	\$345	\$375	\$456	\$561	Average Price/SqFt
Days On Market	107	111	113	120	119	98	120	101	56	53	Days On Market
%Sale Price to List Price	94.3%	96.0%	94.5%	94.9%	95.4%	95.6%	93.9%	97.1%	100.5%	102.4%	%Sale Price to List Price

<sup>\*</sup> Homes sold for 2022 are annualized based on the actual sales year-to-date

## **WESTPORT**

### **FOURTH QUARTER 2022**

### SUPPLY/DEMAND ANALYSIS

	MBER 31, 2022		AS OF DECI	EMBER 31, 2021	2022 vs. 2021			
PRICE RANGE	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDINGS
\$0 - \$499,999	2	2	1	1	0	Not Valid	100.0%	0.0%
\$500,000 - \$699,999	2	2	1	4	1	4	-50.0%	100.0%
\$700,000 - \$999,999	5	3	2	4	4	1	25.0%	-25.0%
\$1,000,000 - \$1,499,999	9	6	2	15	10	2	-40.0%	-40.0%
\$1,500,000 - \$1,999,999	9	7	1	5	6	1	80.0%	16.7%
\$2,000,000 - \$2,499,999	4	5	1	9	9	1	-55.6%	-44.4%
\$2,500,000 - \$2,999,999	15	7	2	8	11	1	87.5%	-36.4%
\$3,000,000 - \$3,999,999	10	5	2	19	16	1	-47.4%	-68.8%
\$4,000,000 and up	22	4	6	27	4	7	-18.5%	0.0%
Market Totals	78	41	2	92	61	2	-15.2%	-32.8%

<sup>\*</sup>Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

### **SOLD PROPERTIES**

YEAR-TO-DATE

#### YEAR-OVER-YEAR

PRICE RANGE	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021
\$0 - \$499,999	2	8	-75.0%	2	8	-75.0%
\$500,000 - \$699,999	13	21	-38.1%	13	21	-38.1%
\$700,000 - \$999,999	50	97	-48.5%	50	97	-48.5%
\$1,000,000 - \$1,499,999	69	130	-46.9%	69	130	-46.9%
\$1,500,000 - \$1,999,999	80	103	-22.3%	80	103	-22.3%
\$2,000,000 - \$2,499,999	64	88	-27.3%	64	88	-27.3%
\$2,500,000 - \$2,999,999	49	45	8.9%	49	45	8.9%
\$3,000,000 - \$4,999,999	84	55	52.7%	84	55	52.7%
\$5,000,000 and up	24	11	118.2%	24	11	118.2%
Market Totals	435	558	-22.0%	435	558	-22.0%

## **FAIRFIELD**

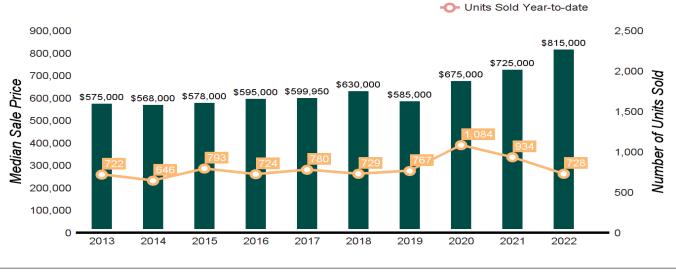
### **FOURTH QUARTER 2022**



#### **QUARTERLY MARKET OVERVIEW**

	Q4 2022	Q4 2021	% CHANGE	FULL YEAR 2022	FULL YEAR 2021	% CHANGE
HOMES SOLD	155	193	-19.7%	728	934	-22.1%
AVERAGE SALE PRICE	\$987,570	\$880,273	12.2%	\$1,057,440	\$958,051	10.4%
MEDIAN SALE PRICE	\$765,000	\$680,000	12.5%	\$815,000	\$725,000	12.4%
AVERAGE PRICE PER SQUARE FOOT	\$375	\$346	8.4%	\$390	\$341	14.4%
AVERAGE DAYS ON MARKET	50	51	-2.0%	44	55	-20.0%
% SALE PRICE TO LIST PRICE	98.7%	100.1%	-1.4%	101.9%	99.7%	2.2%

### **TEN-YEAR MARKET HISTORY**



Average Sale Price	\$744,489	\$722,296	\$737,642	\$705,408	\$743,699	\$776,998	\$707,793	\$867,030	\$958,051	\$1,057,440	Average Sale Price
Average Price/SqFt	\$277	\$278	\$284	\$279	\$278	\$280	\$269	\$293	\$341	\$390	Average Price/SqFt
Days On Market	97	98	102	106	43	77	90	88	55	44	Days On Market
%Sale Price to List Price	95.7%	95.8%	96.0%	95.8%	96.3%	95.8%	95.5%	97.2%	99.7%	101.9%	%Sale Price to List Price

Source : Smart MLS, Single Family Homes

 $^{\ast}$  Homes sold for 2022 are annualized based on the actual sales year-to-date

► Units Sold Full Year

## **FAIRFIELD**

### **FOURTH QUARTER 2022**

### SUPPLY/DEMAND ANALYSIS

	AS OF DECE	MBER 31, 2022		AS OF DECI		2022 vs. 2021		
PRICE RANGE	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDINGS
\$0 - \$499,999	8	10	1	17	8	2	-52.9%	25.0%
\$500,000 - \$699,999	26	12	2	25	15	2	4.0%	-20.0%
\$700,000 - \$999,999	11	10	1	21	7	3	-47.6%	42.9%
\$1,000,000 - \$1,499,999	8	2	4	11	15	1	-27.3%	-86.7%
\$1,500,000 - \$1,999,999	10	4	3	5	5	1	100.0%	-20.0%
\$2,000,000 - \$2,499,999	3	3	1	3	2	2	0.0%	50.0%
\$2,500,000 - \$2,999,999	7	1	7	5	3	2	40.0%	-66.7%
\$3,000,000 - \$3,999,999	8	0	Not Valid	4	2	2	100.0%	-100.0%
\$4,000,000 and up	8	1	8	7	0	Not Valid	14.3%	0.0%
Market Totals	89	43	2	98	57	2	-9.2%	-24.6%

<sup>\*</sup>Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

### **SOLD PROPERTIES**

#### YEAR-TO-DATE

#### YEAR-OVER-YEAR

PRICE RANGE	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021
\$0 - \$499,999	96	178	-46.1%	96	178	-46.1%
\$500,000 - \$699,999	170	267	-36.3%	170	267	-36.3%
\$700,000 - \$999,999	199	213	-6.6%	199	213	-6.6%
\$1,000,000 - \$1,499,999	133	149	-10.7%	133	149	-10.7%
\$1,500,000 - \$1,999,999	78	61	27.9%	78	61	27.9%
\$2,000,000 - \$2,499,999	20	29	-31.0%	20	29	-31.0%
\$2,500,000 - \$2,999,999	11	18	-38.9%	11	18	-38.9%
\$3,000,000 - \$4,999,999	17	16	6.3%	17	16	6.3%
\$5,000,000 and up	4	3	33.3%	4	3	33.3%
Market Totals	728	934	-22.1%	728	934	-22.1%

## **BRIDGEPORT**

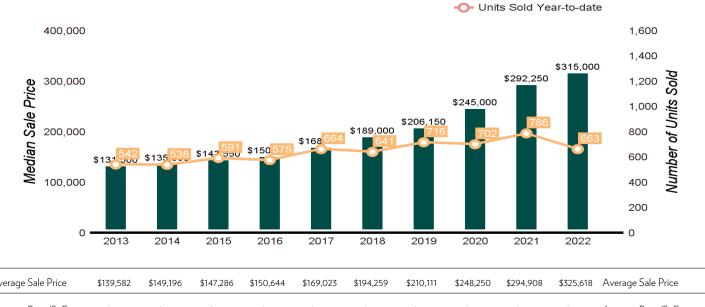
### **FOURTH QUARTER 2022**



#### **QUARTERLY MARKET OVERVIEW**

	Q4 2022	Q4 2021	% CHANGE	FULL YEAR 2022	FULL YEAR 2021	% CHANGE
HOMES SOLD	158	200	-21.0%	663	786	-15.6%
AVERAGE SALE PRICE	\$316,839	\$301,919	4.9%	\$325,618	\$294,908	10.4%
MEDIAN SALE PRICE	\$315,000	\$300,000	5.0%	\$315,000	\$292,250	7.8%
AVERAGE PRICE PER SQUARE FOOT	\$205	\$197	4.1%	\$206	\$186	10.8%
AVERAGE DAYS ON MARKET	36	49	-26.5%	40	50	-20.0%
% SALE PRICE TO LIST PRICE	100.2%	100.5%	-0.3%	101.1%	100.7%	0.4%

### **TEN-YEAR MARKET HISTORY**



Average Sale Price	\$139,582	\$149,196	\$147,286	\$150,644	\$169,023	\$194,259	\$210,111	\$248,250	\$294,908	\$325,618	Average Sale Price
Average Price/SqFt	\$84	\$89	\$95	\$98	\$108	\$115	\$129	\$154	\$186	\$206	Average Price/SqFt
Days On Market	100	96	87	77	61	55	68	59	50	40	Days On Market
%Sale Price to List Price	95.4%	95.5%	96.7%	97.0%	97.7%	98.3%	98.2%	99.5%	100.7%	101.1%	%Sale Price to List Price

Source : Smart MLS, Single Family Homes

O Units Sold Full Year

 $<sup>^{\</sup>ast}$  Homes sold for 2022 are annualized based on the actual sales year-to-date

## **BRIDGEPORT**

### **FOURTH QUARTER 2022**

### SUPPLY/DEMAND ANALYSIS

	AS OF DECI	EMBER 31, 2022		AS OF DEC	EMBER 31, 2021	2022	2022 vs. 2021		
PRICE RANGE	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDINGS	
\$0 - \$199,999	7	3	2	14	14	1	-50.0%	-78.6%	
\$200,000 - \$299,999	44	17	3	59	40	1	-25.4%	-57.5%	
\$300,000 - \$399,999	51	19	3	62	29	2	-17.7%	-34.5%	
\$400,000 - \$499,999	18	4	5	9	7	1	100.0%	-42.9%	
\$500,000 - \$599,999	3	3	1	4	1	4	-25.0%	200.0%	
\$600,000 - \$799,999	2	2	1	0	1	0	0.0%	100.0%	
\$800,000 - \$999,999	0	0	Not Valid	0	0	Not Valid	0.0%	0.0%	
\$1,000,000 - \$1,999,999	1	0	Not Valid	0	0	Not Valid	0.0%	0.0%	
\$2,000,000 and up	0	0	Not Valid	0	0	Not Valid	0.0%	0.0%	
Market Totals	126	48	3	148	92	2	-14.9%	-47.8%	

<sup>\*</sup>Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

### **SOLD PROPERTIES**

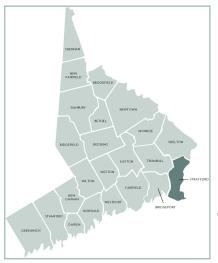
YEAR-TO-DATE

#### YEAR-OVER-YEAR

PRICE RANGE	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021
\$0 - \$199,999	53	118	-55.1%	53	118	-55.1%
\$200,000 - \$299,999	221	294	-24.8%	221	294	-24.8%
\$300,000 - \$399,999	270	295	-8.5%	270	295	-8.5%
\$400,000 - \$499,999	92	59	55.9%	92	59	55.9%
\$500,000 - \$599,999	11	9	22.2%	11	9	22.2%
\$600,000 - \$799,999	12	7	71.4%	12	7	71.4%
\$800,000 - \$999,999	2	4	-50.0%	2	4	-50.0%
\$1,000,000 - \$1,999,999	2	0	Not Valid	2	0	Not Valid
\$2,000,000 and up	0	0	Not Valid	0	0	Not Valid
Market Totals	663	786	-15.6%	663	786	-15.6%

## **STRATFORD**

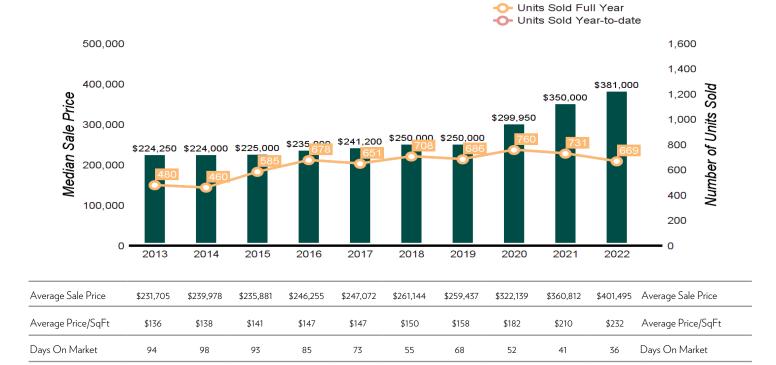
### **FOURTH QUARTER 2022**



#### **QUARTERLY MARKET OVERVIEW**

	Q4 2022	Q4 2021	% CHANGE	FULL YEAR 2022	FULL YEAR 2021	% CHANGE
HOMES SOLD	141	186	-24.2%	669	731	-8.5%
AVERAGE SALE PRICE	\$415,801	\$366,277	13.5%	\$401,495	\$360,812	11.3%
MEDIAN SALE PRICE	\$380,000	\$351,500	8.1%	\$381,000	\$350,000	8.9%
AVERAGE PRICE PER SQUARE FOOT	\$229	\$216	6.0%	\$232	\$210	10.5%
AVERAGE DAYS ON MARKET	40	43	-7.0%	36	41	-12.2%
% SALE PRICE TO LIST PRICE	99.7%	100.8%	-1.1%	102.6%	102.0%	0.6%

#### TEN-YEAR MARKET HISTORY



Source: Smart MLS, Single Family Homes

95.4%

96.3%

96.0%

96.8%

97.4%

97.6%

98.0%

99.7%

%Sale Price to List Price

\* Homes sold for 2022 are annualized based on the actual sales year-to-date

102.6%

%Sale Price to List Price

102.0%

## **STRATFORD**

### **FOURTH QUARTER 2022**

### SUPPLY/DEMAND ANALYSIS

	AS OF DECEMBER 31, 2022			AS OF DECI		2022 vs. 2021		
PRICE RANGE	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDINGS
\$0 - \$199,999	2	0	Not Valid	3	8	1	-33.3%	-100.0%
\$200,000 - \$299,999	13	4	3	16	18	1	-18.8%	-77.8%
\$300,000 - \$399,999	35	6	6	33	36	1	6.1%	-83.3%
\$400,000 - \$499,999	12	3	4	17	11	2	-29.4%	-72.7%
\$500,000 - \$599,999	4	1	4	2	1	2	100.0%	0.0%
\$600,000 - \$799,999	2	1	2	1	1	1	100.0%	0.0%
\$800,000 - \$999,999	0	0	Not Valid	1	1	1	-100.0%	-100.0%
\$1,000,000 - \$1,999,999	0	0	Not Valid	0	0	Not Valid	0.0%	0.0%
\$2,000,000 and up	1	0	Not Valid	0	0	Not Valid	0.0%	0.0%
Market Totals	69	15	5	73	76	1	-5.5%	-80.3%

<sup>\*</sup>Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

### **SOLD PROPERTIES**

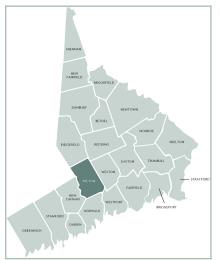
YEAR-TO-DATE

#### YEAR-OVER-YEAR

PRICE RANGE	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021
\$0 - \$199,999	22	27	-18.5%	22	27	-18.5%
\$200,000 - \$299,999	103	160	-35.6%	103	160	-35.6%
\$300,000 - \$399,999	254	337	-24.6%	254	337	-24.6%
\$400,000 - \$499,999	181	139	30.2%	181	139	30.2%
\$500,000 - \$599,999	60	45	33.3%	60	45	33.3%
\$600,000 - \$799,999	37	18	105.6%	37	18	105.6%
\$800,000 - \$999,999	6	3	100.0%	6	3	100.0%
\$1,000,000 - \$1,999,999	6	2	200.0%	6	2	200.0%
\$2,000,000 and up	0	0	Not Valid	0	0	Not Valid
Market Totals	669	<i>73</i> 1	-8.5%	669	731	-8.5%

## **WILTON**

### **FOURTH QUARTER 2022**



#### **QUARTERLY MARKET OVERVIEW**

	Q4 2022	Q4 2021	% CHANGE	FULL YEAR 2022	FULL YEAR 2021	% CHANGE
HOMES SOLD	49	64	-23.4%	256	373	-31.4%
AVERAGE SALE PRICE	\$1,066,533	\$1,074,549	-0.7%	\$1,162,132	\$1,068,607	8.8%
MEDIAN SALE PRICE	\$1,005,000	\$972,500	3.3%	\$1,041,750	\$936,430	11.2%
AVERAGE PRICE PER SQUARE FOOT	\$315	\$279	12.9%	\$316	\$275	14.9%
AVERAGE DAYS ON MARKET	50	60	-16.7%	46	63	-27.0%
% SALE PRICE TO LIST PRICE	101.0%	99.0%	2.0%	104.9%	101.5%	3.3%

### **TEN-YEAR MARKET HISTORY**



Average Sale Price	\$919,853	\$922,728	\$890,707	\$876,157	\$825,067	\$867,236	\$759,135	\$887,210	\$1,068,607	\$1,162,132	Average Sale Price
Average Price/SqFt	\$254	\$252	\$260	\$249	\$238	\$228	\$214	\$233	\$275	\$316	Average Price/SqFt
Days On Market	127	118	117	132	135	102	120	107	63	46	Days On Market
%Sale Price to List Price	95.7%	96.3%	96.0%	95.8%	95.4%	94.9%	95.1%	97.8%	101.5%	104.9%	%Sale Price to List Price

 $<sup>^{\</sup>ast}$  Homes sold for 2022 are annualized based on the actual sales year-to-date

## **WILTON**

### **FOURTH QUARTER 2022**

### SUPPLY/DEMAND ANALYSIS

	AS OF DECE	MBER 31, 2022		AS OF DECE	EMBER 31, 2021		2022	vs. 2021
PRICE RANGE	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDINGS
\$0 - \$499,999	1	0	Not Valid	6	2	3	-83.3%	-100.0%
\$500,000 - \$699,999	5	0	Not Valid	3	2	2	66.7%	-100.0%
\$700,000 - \$999,999	7	2	4	7	7	1	0.0%	-71.4%
\$1,000,000 - \$1,499,999	3	6	1	8	10	1	-62.5%	-40.0%
\$1,500,000 - \$1,999,999	1	1	1	5	2	3	-80.0%	-50.0%
\$2,000,000 - \$2,499,999	4	1	4	3	1	3	33.3%	0.0%
\$2,500,000 - \$2,999,999	0	0	Not Valid	2	1	2	-100.0%	-100.0%
\$3,000,000 - \$3,999,999	1	0	Not Valid	2	0	Not Valid	-50.0%	0.0%
\$4,000,000 and up	0	0	Not Valid	0	0	Not Valid	0.0%	0.0%
Market Totals	22	10	2	36	25	1	-38.9%	-60.0%

<sup>\*</sup>Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

### **SOLD PROPERTIES**

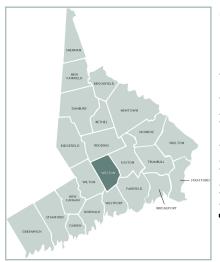
YEAR-TO-DATE

#### YEAR-OVER-YEAR

PRICE RANGE	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021
\$0 - \$499,999	9	19	-52.6%	9	19	-52.6%
\$500,000 - \$699,999	32	50	-36.0%	32	50	-36.0%
\$700,000 - \$999,999	79	144	-45.1%	79	144	-45.1%
\$1,000,000 - \$1,499,999	87	98	-11.2%	87	98	-11.2%
\$1,500,000 - \$1,999,999	29	40	-27.5%	29	40	-27.5%
\$2,000,000 - \$2,499,999	12	13	-7.7%	12	13	-7.7%
\$2,500,000 - \$2,999,999	8	8	0.0%	8	8	0.0%
\$3,000,000 - \$4,999,999	0	1	-100.0%	0	1	-100.0%
\$5,000,000 and up	0	0	Not Valid	0	0	Not Valid
Market Totals	256	373	-31.4%	256	373	-31.4%

## **WESTON**

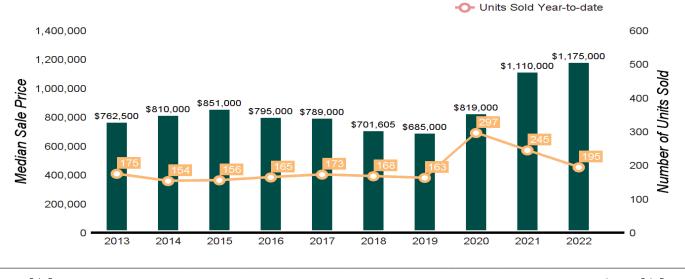
### **FOURTH QUARTER 2022**



### **QUARTERLY MARKET OVERVIEW**

	Q4 2022	Q4 2021	% CHANGE	FULL YEAR 2022	FULL YEAR 2021	% CHANGE
HOMES SOLD	25	59	-57.6%	195	245	-20.4%
AVERAGE SALE PRICE	\$1,164,223	\$1,242,592	-6.3%	\$1,325,461	\$1,197,919	10.6%
MEDIAN SALE PRICE	\$1,135,000	\$1,110,000	2.3%	\$1,175,000	\$1,110,000	5.9%
AVERAGE PRICE PER SQUARE FOOT	\$299	\$296	1.0%	\$315	\$289	9.0%
AVERAGE DAYS ON MARKET	44	74	-40.5%	54	57	-5.3%
% SALE PRICE TO LIST PRICE	101.7%	101.9%	-0.2%	103.8%	101.6%	2.2%

### **TEN-YEAR MARKET HISTORY**



Average Sale Price	\$856,913	\$892,137	\$928,829	\$905,162	\$855,343	\$810,806	\$794,511	\$910,457	\$1,197,919	\$1,325,461	Average Sale Price
Average Price/SqFt	\$229	\$233	\$238	\$227	\$224	\$216	\$201	\$218	\$289	\$315	Average Price/SqFt
Days On Market	121	120	127	130	130	106	126	117	57	54	Days On Market
%Sale Price to List Price	95.9%	95.4%	95.9%	95.6%	95.8%	95.6%	95.4%	97.8%	101.6%	103.8%	%Sale Price to List Price

 $Source: Smart\ MLS, Single\ Family\ Homes$ 

O Units Sold Full Year

 $<sup>^{*}</sup>$  Homes sold for 2022 are annualized based on the actual sales year-to-date

## **WESTON**

### **FOURTH QUARTER 2022**

### SUPPLY/DEMAND ANALYSIS

	AS OF DECE	MBER 31, 2022		AS OF DECI	EMBER 31, 2021		2022 vs. 2021		
PRICE RANGE	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDINGS	
\$0 - \$499,999	0	0	Not Valid	2	0	Not Valid	-100.0%	0.0%	
\$500,000 - \$699,999	6	0	Not Valid	10	1	10	-40.0%	-100.0%	
\$700,000 - \$999,999	6	2	3	4	2	2	50.0%	0.0%	
\$1,000,000 - \$1,499,999	5	2	3	4	7	1	25.0%	-71.4%	
\$1,500,000 - \$1,999,999	7	2	4	5	3	2	40.0%	-33.3%	
\$2,000,000 - \$2,499,999	0	2	0	4	3	1	-100.0%	-33.3%	
\$2,500,000 - \$2,999,999	1	0	Not Valid	0	1	0	0.0%	-100.0%	
\$3,000,000 - \$3,999,999	1	0	Not Valid	2	0	Not Valid	-50.0%	0.0%	
\$4,000,000 and up	0	0	Not Valid	1	0	Not Valid	-100.0%	0.0%	
Market Totals	26	8	3	32	17	2	-18.8%	-52.9%	

<sup>\*</sup>Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

### **SOLD PROPERTIES**

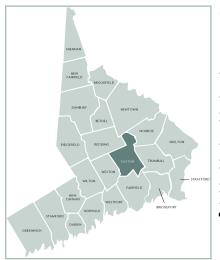
YEAR-TO-DATE

#### YEAR-OVER-YEAR

PRICE RANGE	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021
\$0 - \$499,999	12	7	71.4%	12	7	71.4%
\$500,000 - \$699,999	21	25	-16.0%	21	25	-16.0%
\$700,000 - \$999,999	39	75	-48.0%	39	75	-48.0%
\$1,000,000 - \$1,499,999	64	84	-23.8%	64	84	-23.8%
\$1,500,000 - \$1,999,999	31	39	-20.5%	31	39	-20.5%
\$2,000,000 - \$2,499,999	16	7	128.6%	16	7	128.6%
\$2,500,000 - \$2,999,999	5	6	-16.7%	5	6	-16.7%
\$3,000,000 - \$4,999,999	6	2	200.0%	6	2	200.0%
\$5,000,000 and up	1	0	Not Valid	1	0	Not Valid
Market Totals	195	245	-20.4%	195	245	-20.4%

## **EASTON**

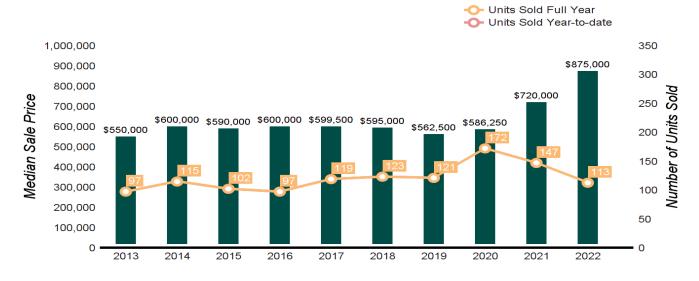
### **FOURTH QUARTER 2022**



#### **QUARTERLY MARKET OVERVIEW**

	Q4 2022	Q4 2021	% CHANGE	FULL YEAR 2022	FULL YEAR 2021	% CHANGE
HOMES SOLD	27	32	-15.6%	113	147	-23.1%
AVERAGE SALE PRICE	\$796,792	\$770,693	3.4%	\$923,163	\$783,457	17.8%
MEDIAN SALE PRICE	\$675,000	\$658,500	2.5%	\$875,000	\$720,000	21.5%
AVERAGE PRICE PER SQUARE FOOT	\$233	\$229	1.7%	\$245	\$227	7.9%
AVERAGE DAYS ON MARKET	55	79	-30.4%	59	66	-10.6%
% SALE PRICE TO LIST PRICE	98.7%	99.8%	-1.1%	102.4%	99.8%	2.6%

### **TEN-YEAR MARKET HISTORY**



Average Sale Price	\$594,917	\$639,195	\$611,815	\$645,133	\$609,615	\$602,243	\$604,155	\$635,204	\$783,457	\$923,163	Average Sale Price
Average Price/SqFt	\$159	\$177	\$189	\$189	\$184	\$168	\$163	\$189	\$227	\$245	Average Price/SqFt
Days On Market	133	106	123	128	107	109	127	89	66	59	Days On Market
%Sale Price to List Price	93.9%	95.3%	95.6%	96.6%	94.9%	95.3%	95.7%	98.0%	99.8%	102.4%	%Sale Price to List Price

 $<sup>^{\</sup>ast}$  Homes sold for 2022 are annualized based on the actual sales year-to-date

## **EASTON**

### **FOURTH QUARTER 2022**

### SUPPLY/DEMAND ANALYSIS

	AS OF DECE	MBER 31, 2022		AS OF DECE	EMBER 31, 2021		2022	vs. 2021
PRICE RANGE	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDINGS
\$0 - \$499,999	0	1	0	4	2	2	-100.0%	-50.0%
\$500,000 - \$699,999	2	0	Not Valid	2	4	1	0.0%	-100.0%
\$700,000 - \$999,999	6	3	2	6	0	Not Valid	0.0%	0.0%
\$1,000,000 - \$1,499,999	8	2	4	9	2	5	-11.1%	0.0%
\$1,500,000 - \$1,999,999	2	0	Not Valid	3	1	3	-33.3%	-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	1	0	Not Valid	1	0	Not Valid	0.0%	0.0%
\$3,000,000 - \$3,999,999	1	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	20	6	3	25	9	3	-20.0%	-33.3%

<sup>\*</sup>Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

### **SOLD PROPERTIES**

YEAR-TO-DATE

### YEAR-OVER-YEAR

PRICE RANGE	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021
\$0 - \$499,999	7	16	-56.3%	7	16	-56.3%
\$500,000 - \$699,999	25	51	-51.0%	25	51	-51.0%
\$700,000 - \$999,999	41	50	-18.0%	41	50	-18.0%
\$1,000,000 - \$1,499,999	35	28	25.0%	35	28	25.0%
\$1,500,000 - \$1,999,999	4	1	300.0%	4	1	300.0%
\$2,000,000 - \$2,499,999	1	1	0.0%	1	1	0.0%
\$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	113	147	-23.1%	113	147	-23.1%

## **TRUMBULL**

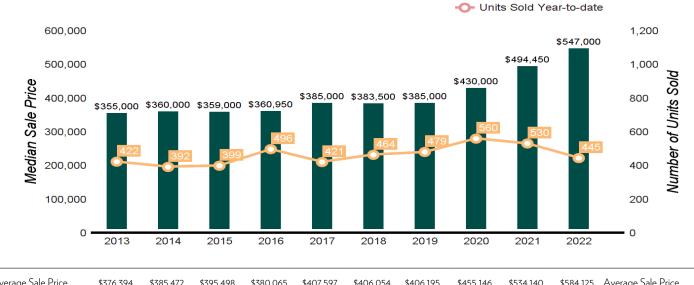
### **FOURTH QUARTER 2022**



#### **QUARTERLY MARKET OVERVIEW**

	Q4 2022	Q4 2021	% CHANGE	FULL YEAR 2022	FULL YEAR 2021	% CHANGE
HOMES SOLD	95	117	-18.8%	445	530	-16.0%
AVERAGE SALE PRICE	\$553,754	\$538,676	2.8%	\$584,125	\$534,140	9.4%
MEDIAN SALE PRICE	\$520,000	\$490,000	6.1%	\$547,000	\$494,450	10.6%
AVERAGE PRICE PER SQUARE FOOT	\$238	\$221	7.7%	\$243	\$219	11.0%
AVERAGE DAYS ON MARKET	48	42	14.3%	38	42	-9.5%
% SALE PRICE TO LIST PRICE	100.1%	101.7%	-1.6%	102.6%	101.5%	1.1%

### **TEN-YEAR MARKET HISTORY**



Average Sale Price	\$376,394	\$385,472	\$395,498	\$380,065	\$407,597	\$406,054	\$406,195	\$455,146	\$534,140	\$584,125	Average Sale Price
Average Price/SqFt	\$166	\$172	\$175	\$174	\$176	\$175	\$175	\$194	\$219	\$243	Average Price/SqFt
Days On Market	89	79	92	94	69	57	75	58	42	38	Days On Market
%Sale Price to List Price	96.5%	96.8%	96.4%	96.7%	97.6%	97.5%	97.5%	98.9%	101.5%	102.6%	%Sale Price to List Price

Source : Smart MLS, Single Family Homes

O Units Sold Full Year

 $<sup>^{\</sup>ast}$  Homes sold for 2022 are annualized based on the actual sales year-to-date

## **TRUMBULL**

### **FOURTH QUARTER 2022**

### SUPPLY/DEMAND ANALYSIS

	AS OF DECI	EMBER 31, 2022		AS OF DEC	EMBER 31, 2021	2022 vs. 2021		
PRICE RANGE	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDINGS
\$0 - \$199,999	0	1	0	0	0	Not Valid	0.0%	0.0%
\$200,000 - \$299,999	2	0	Not Valid	4	3	1	-50.0%	-100.0%
\$300,000 - \$399,999	3	2	2	10	2	5	-70.0%	0.0%
\$400,000 - \$499,999	14	4	4	14	12	1	0.0%	-66.7%
\$500,000 - \$599,999	16	3	5	16	6	3	0.0%	-50.0%
\$600,000 - \$799,999	10	6	2	16	12	1	-37.5%	-50.0%
\$800,000 - \$999,999	2	0	Not Valid	1	1	1	100.0%	-100.0%
\$1,000,000 - \$1,999,999	3	0	Not Valid	5	0	Not Valid	-40.0%	0.0%
\$2,000,000 and up	0	0	Not Valid	0	0	Not Valid	0.0%	0.0%
Market Totals	50	16	3	66	36	2	-24.2%	-55.6%

<sup>\*</sup>Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

### **SOLD PROPERTIES**

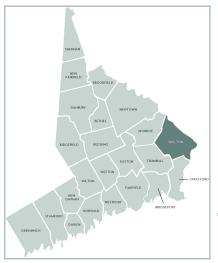
YEAR-TO-DATE

#### YEAR-OVER-YEAR

PRICE RANGE	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021
\$0 - \$199,999	0	0	Not Valid	0	0	Not Valid
\$200,000 - \$299,999	13	12	8.3%	13	12	8.3%
\$300,000 - \$399,999	33	86	-61.6%	33	86	-61.6%
\$400,000 - \$499,999	113	171	-33.9%	113	171	-33.9%
\$500,000 - \$599,999	115	122	-5.7%	115	122	-5.7%
\$600,000 - \$799,999	122	105	16.2%	122	105	16.2%
\$800,000 - \$999,999	29	18	61.1%	29	18	61.1%
\$1,000,000 - \$1,999,999	20	16	25.0%	20	16	25.0%
\$2,000,000 and up	0	0	Not Valid	0	0	Not Valid
Market Totals	445	530	-16.0%	445	530	-16.0%

## **SHELTON**

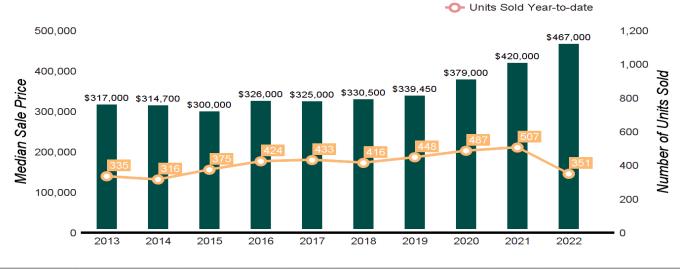
### **FOURTH QUARTER 2022**



#### **QUARTERLY MARKET OVERVIEW**

	Q4 2022	Q4 2021	% CHANGE	FULL YEAR 2022	FULL YEAR 2021	% CHANGE
HOMES SOLD	70	155	-54.8%	351	507	-30.8%
AVERAGE SALE PRICE	\$461,278	\$435,954	5.8%	\$498,886	\$445,564	12.0%
MEDIAN SALE PRICE	\$440,000	\$410,000	7.3%	\$467,000	\$420,000	11.2%
AVERAGE PRICE PER SQUARE FOOT	\$207	\$207	0.0%	\$226	\$205	10.2%
AVERAGE DAYS ON MARKET	48	43	11.6%	38	43	-11.6%
% SALE PRICE TO LIST PRICE	99.7%	100.0%	-0.3%	102.4%	101.2%	1.2%

### **TEN-YEAR MARKET HISTORY**



Average Sale Price	\$346,166	\$330,011	\$307,625	\$327,463	\$343,088	\$346,725	\$361,234	\$394,104	\$445,564	\$498,886	Average Sale Price
Average Price/SqFt	\$120	\$133	\$145	\$148	\$157	\$156	\$162	\$172	\$205	\$226	Average Price/SqFt
Days On Market	92	92	94	87	73	67	71	58	43	38	Days On Market
%Sale Price to List Price	96.4%	96.6%	96.6%	97.0%	97.8%	97.6%	97.7%	99.2%	101.2%	102.4%	%Sale Price to List Price

Source : Smart MLS, Single Family Homes

O Units Sold Full Year

 $<sup>^{\</sup>ast}$  Homes sold for 2022 are annualized based on the actual sales year-to-date

## **SHELTON**

### **FOURTH QUARTER 2022**

### SUPPLY/DEMAND ANALYSIS

	AS OF DECI	EMBER 31, 2022		AS OF DEC	EMBER 31, 2021	2022 vs. 2021		
PRICE RANGE	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDINGS
\$0 - \$199,999	3	0	Not Valid	0	2	0	0.0%	-100.0%
\$200,000 - \$299,999	7	3	2	4	0	Not Valid	75.0%	0.0%
\$300,000 - \$399,999	10	3	3	6	7	1	66.7%	-57.1%
\$400,000 - \$499,999	7	3	2	18	4	5	-61.1%	-25.0%
\$500,000 - \$599,999	9	1	9	5	1	5	80.0%	0.0%
\$600,000 - \$799,999	3	12	1	8	15	1	-62.5%	-20.0%
\$800,000 - \$999,999	5	1	5	0	2	0	0.0%	-50.0%
\$1,000,000 - \$1,999,999	0	0	Not Valid	0	0	Not Valid	0.0%	0.0%
\$2,000,000 and up	0	0	Not Valid	0	0	Not Valid	0.0%	0.0%
Market Totals	44	23	2	41	31	1	7.3%	-25.8%

<sup>\*</sup>Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

### **SOLD PROPERTIES**

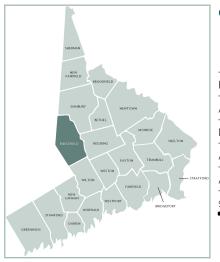
YEAR-TO-DATE

#### YEAR-OVER-YEAR

PRICE RANGE	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021
\$0 - \$199,999	10	18	-44.4%	10	18	-44.4%
\$200,000 - \$299,999	30	50	-40.0%	30	50	-40.0%
\$300,000 - \$399,999	56	142	-60.6%	56	142	-60.6%
\$400,000 - \$499,999	102	149	-31.5%	102	149	-31.5%
\$500,000 - \$599,999	67	68	-1.5%	67	68	-1.5%
\$600,000 - \$799,999	60	67	-10.4%	60	67	-10.4%
\$800,000 - \$999,999	23	11	109.1%	23	11	109.1%
\$1,000,000 - \$1,999,999	3	2	50.0%	3	2	50.0%
\$2,000,000 and up	0	0	Not Valid	0	0	Not Valid
Market Totals	351	507	-30.8%	351	507	-30.8%

## **RIDGEFIELD**

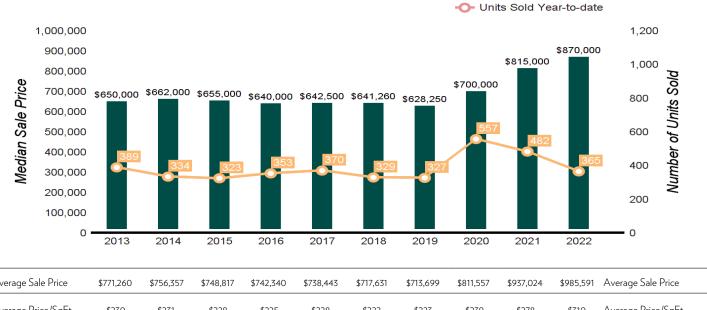
### **FOURTH QUARTER 2022**



#### **QUARTERLY MARKET OVERVIEW**

	Q4 2022	Q4 2021	% CHANGE	FULL YEAR 2022	FULL YEAR 2021	% CHANGE
HOMES SOLD	64	89	-28.1%	365	482	-24.3%
AVERAGE SALE PRICE	\$959,683	\$960,421	-0.1%	\$985,591	\$937,024	5.2%
MEDIAN SALE PRICE	\$797,450	\$800,000	-0.3%	\$870,000	\$815,000	6.7%
AVERAGE PRICE PER SQUARE FOOT	\$313	\$279	12.2%	\$310	\$278	11.5%
AVERAGE DAYS ON MARKET	44	57	-22.8%	46	60	-23.3%
% SALE PRICE TO LIST PRICE	100.3%	100.0%	0.3%	102.5%	100.4%	2.1%

#### TEN-YEAR MARKET HISTORY



Average Sale Price	\$771,260	\$756,357	\$748,817	\$742,340	\$738,443	\$717,631	\$713,699	\$811,557	\$937,024	\$985,591	Average Sale Price
Average Price/SqFt	\$230	\$231	\$228	\$225	\$228	\$222	\$223	\$239	\$278	\$310	Average Price/SqFt
Days On Market	113	111	104	113	101	83	99	99	60	46	Days On Market
%Sale Price to List Price	95.6%	96.2%	95.7%	95.5%	95.1%	95.5%	95.5%	97.4%	100.4%	102.5%	%Sale Price to List Price

Source : Smart MLS, Single Family Homes

 $^{\ast}$  Homes sold for 2022 are annualized based on the actual sales year-to-date

O Units Sold Full Year

## **RIDGEFIELD**

### **FOURTH QUARTER 2022**

### SUPPLY/DEMAND ANALYSIS

	AS OF DECE	MBER 31, 2022		AS OF DECE	EMBER 31, 2021		2022	vs. 2021
PRICE RANGE	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDINGS
\$0 - \$499,999	5	1	5	7	1	7	-28.6%	0.0%
\$500,000 - \$699,999	7	0	Not Valid	12	8	2	-41.7%	-100.0%
\$700,000 - \$999,999	8	6	1	12	5	2	-33.3%	20.0%
\$1,000,000 - \$1,499,999	7	9	1	10	12	1	-30.0%	-25.0%
\$1,500,000 - \$1,999,999	11	0	Not Valid	3	1	3	266.7%	-100.0%
\$2,000,000 - \$2,499,999	3	1	3	2	0	Not Valid	50.0%	0.0%
\$2,500,000 - \$2,999,999	1	0	Not Valid	1	1	1	0.0%	-100.0%
\$3,000,000 - \$3,999,999	3	0	Not Valid	2	0	Not Valid	50.0%	0.0%
\$4,000,000 and up	3	0	Not Valid	2	0	Not Valid	50.0%	0.0%
Market Totals	48	17	3	51	28	2	-5.9%	-39.3%

<sup>\*</sup>Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

### **SOLD PROPERTIES**

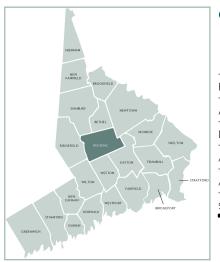
YEAR-TO-DATE

### YEAR-OVER-YEAR

PRICE RANGE	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021
\$0 - \$499,999	25	51	-51.0%	25	51	-51.0%
\$500,000 - \$699,999	85	124	-31.5%	85	124	-31.5%
\$700,000 - \$999,999	111	157	-29.3%	111	157	-29.3%
\$1,000,000 - \$1,499,999	104	106	-1.9%	104	106	-1.9%
\$1,500,000 - \$1,999,999	28	25	12.0%	28	25	12.0%
\$2,000,000 - \$2,499,999	5	10	-50.0%	5	10	-50.0%
\$2,500,000 - \$2,999,999	4	5	-20.0%	4	5	-20.0%
\$3,000,000 - \$4,999,999	3	3	0.0%	3	3	0.0%
\$5,000,000 and up	0	1	-100.0%	0	1	-100.0%
Market Totals	365	482	-24.3%	365	482	-24.3%

## **REDDING**

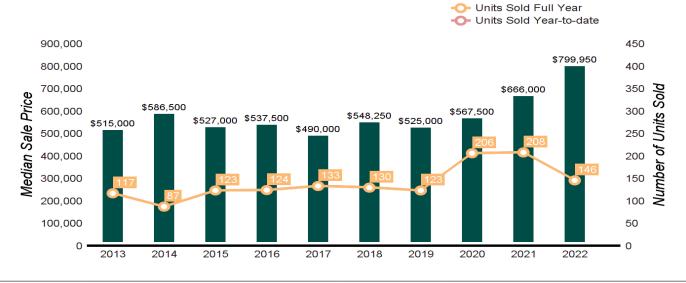
### **FOURTH QUARTER 2022**



#### **QUARTERLY MARKET OVERVIEW**

	Q4 2022	Q4 2021	% CHANGE	FULL YEAR 2022	FULL YEAR 2021	% CHANGE
HOMES SOLD	38	44	-13.6%	146	208	-29.8%
AVERAGE SALE PRICE	\$928,047	\$694,985	33.5%	\$903,352	\$746,957	20.9%
MEDIAN SALE PRICE	\$807,500	\$645,000	25.2%	\$799,950	\$666,000	20.1%
AVERAGE PRICE PER SQUARE FOOT	\$244	\$244	0.0%	\$272	\$251	8.4%
AVERAGE DAYS ON MARKET	75	61	23.0%	55	57	-3.5%
% SALE PRICE TO LIST PRICE	96.6%	99.2%	-2.6%	100.0%	100.3%	-0.3%

### **TEN-YEAR MARKET HISTORY**



Average Sale Price	\$556,489	\$590,155	\$555,147	\$653,976	\$508,769	\$591,063	\$543,031	\$660,972	\$746,957	\$903,352	Average Sale Price
Average Price/SqFt	\$187	\$193	\$188	\$191	\$186	\$181	\$180	\$204	\$251	\$272	Average Price/SqFt
Days On Market	136	125	156	124	117	98	138	107	57	55	Days On Market
%Sale Price to List Price	94.1%	94.9%	95.6%	90.4%	93.6%	92.2%	95.8%	98.0%	100.3%	100.0%	%Sale Price to List Price

 $<sup>^{\</sup>ast}$  Homes sold for 2022 are annualized based on the actual sales year-to-date

## **REDDING**

### **FOURTH QUARTER 2022**

### SUPPLY/DEMAND ANALYSIS

	AS OF DECE	MBER 31, 2022		AS OF DECI	EMBER 31, 2021	2022 vs. 2021		
PRICE RANGE	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDINGS
\$0 - \$499,999	3	0	Not Valid	5	0	Not Valid	-40.0%	0.0%
\$500,000 - \$699,999	3	1	3	5	6	1	-40.0%	-83.3%
\$700,000 - \$999,999	2	1	2	7	5	1	-71.4%	-80.0%
\$1,000,000 - \$1,499,999	4	1	4	5	0	Not Valid	-20.0%	0.0%
\$1,500,000 - \$1,999,999	1	0	Not Valid	2	0	Not Valid	-50.0%	0.0%
\$2,000,000 - \$2,499,999	1	0	Not Valid	1	1	1	0.0%	-100.0%
\$2,500,000 - \$2,999,999	0	0	Not Valid	1	0	Not Valid	-100.0%	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	17	3	6	28	12	2	-39.3%	-75.0%

<sup>\*</sup>Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

### **SOLD PROPERTIES**

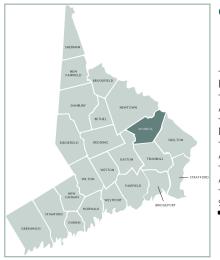
YEAR-TO-DATE

### YEAR-OVER-YEAR

PRICE RANGE	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021
\$0 - \$499,999	15	39	-61.5%	15	39	-61.5%
\$500,000 - \$699,999	43	78	-44.9%	43	78	-44.9%
\$700,000 - \$999,999	48	59	-18.6%	48	59	-18.6%
\$1,000,000 - \$1,499,999	29	24	20.8%	29	24	20.8%
\$1,500,000 - \$1,999,999	6	4	50.0%	6	4	50.0%
\$2,000,000 - \$2,499,999	3	3	0.0%	3	3	0.0%
\$2,500,000 - \$2,999,999	1	1	0.0%	1	1	0.0%
\$3,000,000 - \$4,999,999	0	0	Not Valid	0	0	Not Valid
\$5,000,000 and up	1	0	Not Valid	1	0	Not Valid
Market Totals	146	208	-29.8%	146	208	-29.8%

## **MONROE**

### **FOURTH QUARTER 2022**



### **QUARTERLY MARKET OVERVIEW**

	Q4 2022	Q4 2021	% CHANGE	FULL YEAR 2022	FULL YEAR 2021	% CHANGE
HOMES SOLD	38	73	-47.9%	208	302	-31.1%
AVERAGE SALE PRICE	\$564,873	\$483,247	16.9%	\$569,536	\$487,380	16.9%
MEDIAN SALE PRICE	\$527,500	\$460,000	14.7%	\$531,450	\$476,150	11.6%
AVERAGE PRICE PER SQUARE FOOT	\$216	\$207	4.3%	\$220	\$201	9.5%
AVERAGE DAYS ON MARKET	42	43	-2.3%	43	43	0.0%
% SALE PRICE TO LIST PRICE	100.0%	100.1%	-0.1%	101.7%	101.6%	0.1%

### **TEN-YEAR MARKET HISTORY**



Average Sale Price	\$363,691	\$363,464	\$365,319	\$368,491	\$392,631	\$379,501	\$388,722	\$437,275	\$487,380	\$569,536	Average Sale Price
Average Price/SqFt	\$151	\$155	\$150	\$149	\$155	\$153	\$157	\$171	\$201	\$220	Average Price/SqFt
Days On Market	117	104	101	95	82	62	85	71	43	43	Days On Market
%Sale Price to List Price	97.1%	96.6%	96.8%	96.8%	97.9%	97.2%	98.1%	99.0%	101.6%	101.7%	%Sale Price to List Price

 $<sup>^{*}</sup>$  Homes sold for 2022 are annualized based on the actual sales year-to-date

# **MONROE**

## **FOURTH QUARTER 2022**

## SUPPLY/DEMAND ANALYSIS

	AS OF DECE	MBER 31, 2022		AS OF DEC		2022 vs. 2021		
PRICE RANGE	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDINGS
\$0 - \$199,999	0	0	Not Valid	1	0	Not Valid	-100.0%	0.0%
\$200,000 - \$299,999	1	0	Not Valid	1	2	1	0.0%	-100.0%
\$300,000 - \$399,999	4	1	4	4	3	1	0.0%	-66.7%
\$400,000 - \$499,999	5	0	Not Valid	7	3	2	-28.6%	-100.0%
\$500,000 - \$599,999	4	1	4	5	3	2	-20.0%	-66.7%
\$600,000 - \$799,999	6	0	Not Valid	4	6	1	50.0%	-100.0%
\$800,000 - \$999,999	2	1	2	2	1	2	0.0%	0.0%
\$1,000,000 - \$1,999,999	2	0	Not Valid	0	0	Not Valid	0.0%	0.0%
\$2,000,000 and up	0	0	Not Valid	0	0	Not Valid	0.0%	0.0%
Market Totals	24	3	8	24	18	1	0.0%	-83.3%

<sup>\*</sup>Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

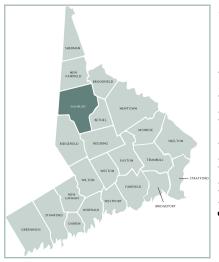
### **SOLD PROPERTIES**

YEAR-TO-DATE YEAR-OVER-YEAR

PRICE RANGE	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021
\$0 - \$199,999	1	5	-80.0%	1	5	-80.0%
\$200,000 - \$299,999	4	19	-78.9%	4	19	-78.9%
\$300,000 - \$399,999	29	62	-53.2%	29	62	-53.2%
\$400,000 - \$499,999	55	86	-36.0%	55	86	-36.0%
\$500,000 - \$599,999	33	67	-50.7%	33	67	-50.7%
\$600,000 - \$799,999	65	53	22.6%	65	53	22.6%
\$800,000 - \$999,999	18	9	100.0%	18	9	100.0%
\$1,000,000 - \$1,999,999	3	1	200.0%	3	1	200.0%
\$2,000,000 and up	0	0	Not Valid	0	0	Not Valid
Market Totals	208	302	-31.1%	208	302	-31.1%

## **DANBURY**

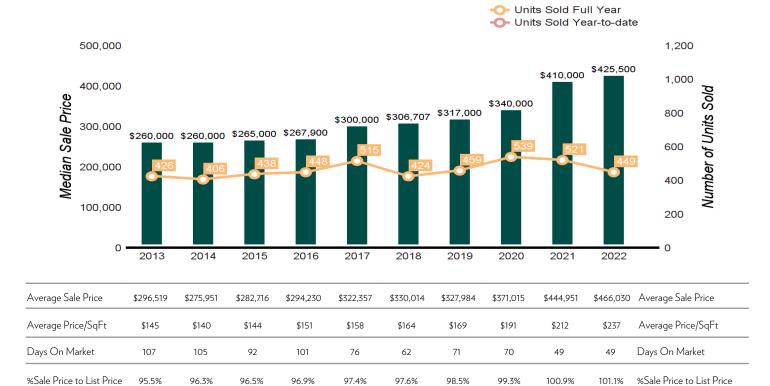
### **FOURTH QUARTER 2022**



#### **QUARTERLY MARKET OVERVIEW**

	Q4 2022	Q4 2021	% CHANGE	FULL YEAR 2022	FULL YEAR 2021	% CHANGE
HOMES SOLD	95	160	-40.6%	449	521	-13.8%
AVERAGE SALE PRICE	\$468,856	\$468,247	0.1%	\$466,030	\$444,951	4.7%
MEDIAN SALE PRICE	\$440,000	\$425,000	3.5%	\$425,500	\$410,000	3.8%
AVERAGE PRICE PER SQUARE FOOT	\$229	\$220	4.1%	\$240	\$212	13.2%
AVERAGE DAYS ON MARKET	60	49	22.4%	49	49	0.0%
% SALE PRICE TO LIST PRICE	98.8%	100.1%	-1.3%	101.1%	100.9%	0.2%

#### TEN-YEAR MARKET HISTORY



 $<sup>^{*}</sup>$  Homes sold for 2022 are annualized based on the actual sales year-to-date

# **DANBURY**

## **FOURTH QUARTER 2022**

## SUPPLY/DEMAND ANALYSIS

	AS OF DECE	MBER 31, 2022		AS OF DECI		2022 vs. 2021		
PRICE RANGE	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDINGS
\$0 - \$199,999	1	1	1	1	2	1	0.0%	-50.0%
\$200,000 - \$299,999	3	4	1	11	6	2	-72.7%	-33.3%
\$300,000 - \$399,999	10	6	2	26	10	3	-61.5%	-40.0%
\$400,000 - \$499,999	19	6	3	13	9	1	46.2%	-33.3%
\$500,000 - \$599,999	13	3	4	5	4	1	160.0%	-25.0%
\$600,000 - \$799,999	10	2	5	10	6	2	0.0%	-66.7%
\$800,000 - \$999,999	9	0	Not Valid	4	1	4	125.0%	-100.0%
\$1,000,000 - \$1,999,999	7	0	Not Valid	2	0	Not Valid	250.0%	0.0%
\$2,000,000 and up	1	0	Not Valid	0	1	0	0.0%	-100.0%
Market Totals	73	22	3	72	39	2	1.4%	-43.6%

<sup>\*</sup>Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

### **SOLD PROPERTIES**

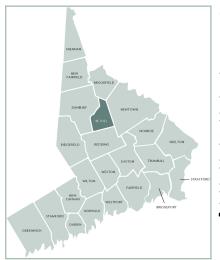
YEAR-TO-DATE

### YEAR-OVER-YEAR

PRICE RANGE	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021
\$0 - \$199,999	10	21	-52.4%	10	21	-52.4%
\$200,000 - \$299,999	35	43	-18.6%	35	43	-18.6%
\$300,000 - \$399,999	118	179	-34.1%	118	179	-34.1%
\$400,000 - \$499,999	149	137	8.8%	149	137	8.8%
\$500,000 - \$599,999	69	83	-16.9%	69	83	-16.9%
\$600,000 - \$799,999	52	37	40.5%	52	37	40.5%
\$800,000 - \$999,999	10	8	25.0%	10	8	25.0%
\$1,000,000 - \$1,999,999	5	11	-54.5%	5	11	-54.5%
\$2,000,000 and up	1	2	-50.0%	1	2	-50.0%
Market Totals	449	521	-13.8%	449	521	-13.8%

# **BETHEL**

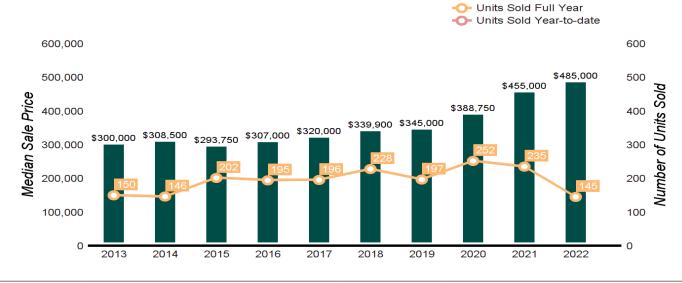
## **FOURTH QUARTER 2022**



#### **QUARTERLY MARKET OVERVIEW**

	Q4 2022	Q4 2021	% CHANGE	FULL YEAR 2022	FULL YEAR 2021	% CHANGE
HOMES SOLD	35	67	-47.8%	145	235	-38.3%
AVERAGE SALE PRICE	\$498,385	\$497,198	0.2%	\$504,542	\$474,559	6.3%
MEDIAN SALE PRICE	\$475,000	\$475,000	0.0%	\$485,000	\$455,000	6.6%
AVERAGE PRICE PER SQUARE FOOT	\$225	\$212	6.1%	\$235	\$209	12.4%
AVERAGE DAYS ON MARKET	50	46	8.7%	44	56	-21.4%
% SALE PRICE TO LIST PRICE	99.3%	100.9%	-1.6%	102.0%	101.4%	0.6%

### **TEN-YEAR MARKET HISTORY**



Average Sale Price	\$311,961	\$325,350	\$312,870	\$321,640	\$338,778	\$365,973	\$374,343	\$411,210	\$474,559	\$504,542	Average Sale Price
Average Price/SqFt	\$141	\$150	\$155	\$158	\$157	\$169	\$173	\$187	\$209	\$235	Average Price/SqFt
Days On Market	120	106	102	113	79	68	84	74	56	44	Days On Market
%Sale Price to List Price	95.8%	97.0%	96.9%	97.1%	97.8%	99.9%	99.6%	100.1%	101.4%	102.0%	%Sale Price to List Price

<sup>\*</sup> Homes sold for 2022 are annualized based on the actual sales year-to-date

# **BETHEL**

## **FOURTH QUARTER 2022**

## SUPPLY/DEMAND ANALYSIS

	AS OF DECE	MBER 31, 2022		AS OF DEC	EMBER 31, 2021		2022 vs. 2021		
PRICE RANGE	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDINGS	
\$0 - \$199,999	0	0	Not Valid	0	0	Not Valid	0.0%	0.0%	
\$200,000 - \$299,999	2	1	2	0	2	0	0.0%	-50.0%	
\$300,000 - \$399,999	2	5	1	3	3	1	-33.3%	66.7%	
\$400,000 - \$499,999	5	5	1	3	2	2	66.7%	150.0%	
\$500,000 - \$599,999	2	1	2	2	2	1	0.0%	-50.0%	
\$600,000 - \$799,999	5	2	3	6	2	3	-16.7%	0.0%	
\$800,000 - \$999,999	0	1	0	2	1	2	-100.0%	0.0%	
\$1,000,000 - \$1,999,999	0	0	Not Valid	0	0	Not Valid	0.0%	0.0%	
\$2,000,000 and up	0	0	Not Valid	0	0	Not Valid	0.0%	0.0%	
Market Totals	16	15	1	16	12	1	0.0%	25.0%	

<sup>\*</sup>Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

### **SOLD PROPERTIES**

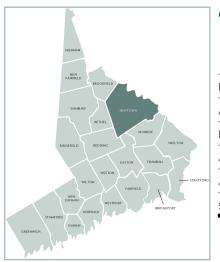
YEAR-TO-DATE

### YEAR-OVER-YEAR

PRICE RANGE	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021
\$0 - \$199,999	0	2	-100.0%	0	2	-100.0%
\$200,000 - \$299,999	9	11	-18.2%	9	11	-18.2%
\$300,000 - \$399,999	25	60	-58.3%	25	60	-58.3%
\$400,000 - \$499,999	40	73	-45.2%	40	73	-45.2%
\$500,000 - \$599,999	34	47	-27.7%	34	47	-27.7%
\$600,000 - \$799,999	32	37	-13.5%	32	37	-13.5%
\$800,000 - \$999,999	4	5	-20.0%	4	5	-20.0%
\$1,000,000 - \$1,999,999	1	0	Not Valid	1	0	Not Valid
\$2,000,000 and up	0	0	Not Valid	0	0	Not Valid
Market Totals	145	235	-38.3%	145	235	-38.3%

# **NEWTOWN**

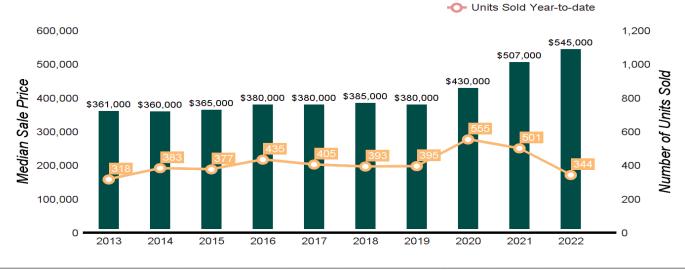
### **FOURTH QUARTER 2022**



#### **QUARTERLY MARKET OVERVIEW**

	Q4 2022	Q4 2021	% CHANGE	FULL YEAR 2022	FULL YEAR 2021	% CHANGE
HOMES SOLD	88	145	-39.3%	344	501	-31.3%
AVERAGE SALE PRICE	\$573,212	\$548,051	4.6%	\$577,958	\$538,122	7.4%
MEDIAN SALE PRICE	\$530,000	\$505,000	5.0%	\$545,000	\$507,000	7.5%
AVERAGE PRICE PER SQUARE FOOT	\$246	\$212	16.0%	\$236	\$206	14.6%
AVERAGE DAYS ON MARKET	54	63	-14.3%	53	57	-7.0%
% SALE PRICE TO LIST PRICE	99.6%	100.2%	-0.6%	102.0%	100.9%	1.1%

### **TEN-YEAR MARKET HISTORY**



Average Sale Price	\$395,069	\$391,035	\$381,332	\$398,696	\$397,569	\$424,087	\$399,444	\$442,128	\$538,122	\$577,958	Average Sale Price
Average Price/SqFt	\$131	\$136	\$151	\$151	\$156	\$152	\$156	\$173	\$206	\$236	Average Price/SqFt
Days On Market	123	126	115	125	101	72	91	80	57	53	Days On Market
%Sale Price to List Price	96.0%	96.3%	96.1%	96.5%	97.1%	97.0%	97.4%	99.0%	100.9%	102.0%	%Sale Price to List Price

Source : Smart MLS, Single Family Homes

 $^{\ast}$  Homes sold for 2022 are annualized based on the actual sales year-to-date

O Units Sold Full Year

# **NEWTOWN**

## **FOURTH QUARTER 2022**

## SUPPLY/DEMAND ANALYSIS

	AS OF DECE	MBER 31, 2022		AS OF DEC	EMBER 31, 2021		2022 vs. 2021		
PRICE RANGE	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDINGS	
\$0 - \$199,999	2	0	Not Valid	0	0	Not Valid	0.0%	0.0%	
\$200,000 - \$299,999	3	0	Not Valid	5	3	2	-40.0%	-100.0%	
\$300,000 - \$399,999	7	1	7	12	3	4	-41.7%	-66.7%	
\$400,000 - \$499,999	11	1	11	12	3	4	-8.3%	-66.7%	
\$500,000 - \$599,999	7	2	4	7	2	4	0.0%	0.0%	
\$600,000 - \$799,999	8	2	4	20	6	3	-60.0%	-66.7%	
\$800,000 - \$999,999	7	1	7	8	3	3	-12.5%	-66.7%	
\$1,000,000 - \$1,999,999	7	1	7	9	0	Not Valid	-22.2%	0.0%	
\$2,000,000 and up	4	0	Not Valid	0	0	Not Valid	0.0%	0.0%	
Market Totals	56	8	7	73	20	4	-23.3%	-60.0%	

<sup>\*</sup>Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

### **SOLD PROPERTIES**

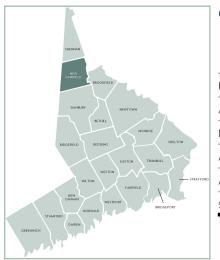
YEAR-TO-DATE

#### YEAR-OVER-YEAR

PRICE RANGE	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021
\$0 - \$199,999	8	13	-38.5%	8	13	-38.5%
\$200,000 - \$299,999	18	30	-40.0%	18	30	-40.0%
\$300,000 - \$399,999	48	87	-44.8%	48	87	-44.8%
\$400,000 - \$499,999	62	109	-43.1%	62	109	-43.1%
\$500,000 - \$599,999	67	91	-26.4%	67	91	-26.4%
\$600,000 - \$799,999	95	118	-19.5%	95	118	-19.5%
\$800,000 - \$999,999	36	38	-5.3%	36	38	-5.3%
\$1,000,000 - \$1,999,999	9	14	-35.7%	9	14	-35.7%
\$2,000,000 and up	1	1	0.0%	1	1	0.0%
Market Totals	344	501	-31.3%	344	501	-31.3%

# **NEW FAIRFIELD**

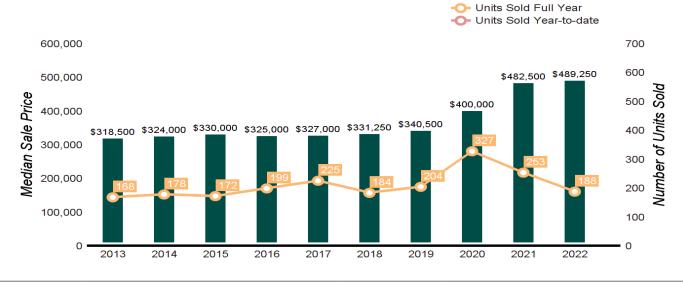
## **FOURTH QUARTER 2022**



#### **QUARTERLY MARKET OVERVIEW**

	Q4 2022	Q4 2021	% CHANGE	FULL YEAR 2022	FULL YEAR 2021	% CHANGE
HOMES SOLD	34	61	-44.3%	188	253	-25.7%
AVERAGE SALE PRICE	\$585,038	\$604,448	-3.2%	\$567,059	\$601,804	-5.8%
MEDIAN SALE PRICE	\$512,600	\$500,000	2.5%	\$489,250	\$482,500	1.4%
AVERAGE PRICE PER SQUARE FOOT	\$276	\$270	2.2%	\$250	\$256	-2.3%
AVERAGE DAYS ON MARKET	47	50	-6.0%	48	57	-15.8%
% SALE PRICE TO LIST PRICE	96.5%	100.7%	-4.2%	101.0%	99.1%	1.9%

### **TEN-YEAR MARKET HISTORY**



Average Sale Price	\$381,667	\$386,019	\$381,696	\$389,452	\$395,612	\$397,306	\$410,166	\$463,430	\$601,804	\$567,059	Average Sale Price
Average Price/SqFt	\$170	\$168	\$171	\$171	\$186	\$173	\$193	\$213	\$256	\$250	Average Price/SqFt
Days On Market	117	121	121	116	88	75	95	77	57	48	Days On Market
%Sale Price to List Price	94.9%	94.5%	94.1%	94.9%	95.6%	96.5%	96.1%	98.8%	99.1%	101.0%	%Sale Price to List Price

 $<sup>^{\</sup>ast}$  Homes sold for 2022 are annualized based on the actual sales year-to-date

# **NEW FAIRFIELD**

## **FOURTH QUARTER 2022**

## SUPPLY/DEMAND ANALYSIS

	AS OF DECI	EMBER 31, 2022		AS OF DEC	EMBER 31, 2021	2022 vs. 2021		
PRICE RANGE	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDINGS
\$0 - \$199,999	1	1	1	2	1	2	-50.0%	0.0%
\$200,000 - \$299,999	4	0	Not Valid	5	1	5	-20.0%	-100.0%
\$300,000 - \$399,999	5	1	5	11	5	2	-54.5%	-80.0%
\$400,000 - \$499,999	3	0	Not Valid	7	2	4	-57.1%	-100.0%
\$500,000 - \$599,999	5	1	5	3	1	3	66.7%	0.0%
\$600,000 - \$799,999	6	2	3	3	3	1	100.0%	-33.3%
\$800,000 - \$999,999	2	0	Not Valid	3	0	Not Valid	-33.3%	0.0%
\$1,000,000 - \$1,999,999	1	0	Not Valid	1	0	Not Valid	0.0%	0.0%
\$2,000,000 and up	1	1	1	0	0	Not Valid	0.0%	0.0%
Market Totals	28	6	5	35	13	3	-20.0%	-53.8%

<sup>\*</sup>Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

### **SOLD PROPERTIES**

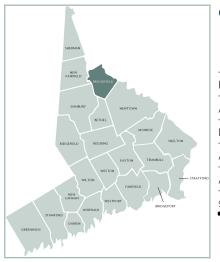
YEAR-TO-DATE

#### YEAR-OVER-YEAR

PRICE RANGE	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021
\$0 - \$199,999	8	6	33.3%	8	6	33.3%
\$200,000 - \$299,999	15	22	-31.8%	15	22	-31.8%
\$300,000 - \$399,999	39	45	-13.3%	39	45	-13.3%
\$400,000 - \$499,999	36	62	-41.9%	36	62	-41.9%
\$500,000 - \$599,999	28	42	-33.3%	28	42	-33.3%
\$600,000 - \$799,999	38	40	-5.0%	38	40	-5.0%
\$800,000 - \$999,999	11	12	-8.3%	11	12	-8.3%
\$1,000,000 - \$1,999,999	10	19	-47.4%	10	19	-47.4%
\$2,000,000 and up	3	5	-40.0%	3	5	-40.0%
Market Totals	188	253	-25.7%	188	253	-25.7%

# **BROOKFIELD**

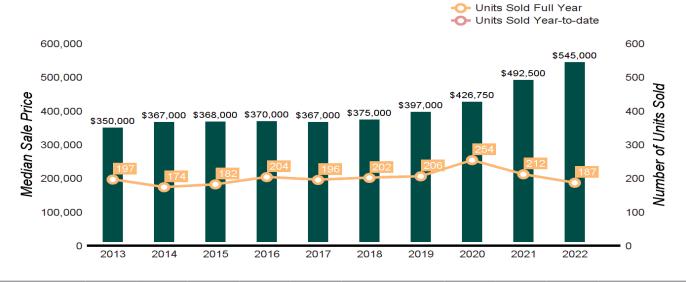
### **FOURTH QUARTER 2022**



#### **QUARTERLY MARKET OVERVIEW**

	Q4 2022	Q4 2021	% CHANGE	FULL YEAR 2022	FULL YEAR 2021	% CHANGE
HOMES SOLD	45	62	-27.4%	187	212	-11.8%
AVERAGE SALE PRICE	\$543,199	\$602,256	-9.8%	\$656,499	\$570,545	15.1%
MEDIAN SALE PRICE	\$515,000	\$520,000	-1.0%	\$545,000	\$492,500	10.7%
AVERAGE PRICE PER SQUARE FOOT	\$224	\$217	3.2%	\$253	\$223	13.5%
AVERAGE DAYS ON MARKET	52	54	-3.7%	48	52	-7.7%
% SALE PRICE TO LIST PRICE	101.5%	98.5%	3.0%	101.6%	100.4%	1.2%

### **TEN-YEAR MARKET HISTORY**



Average Sale Price	\$408,626	\$411,572	\$419,873	\$419,535	\$454,929	\$449,610	\$450,312	\$484,974	\$570,545	\$656,499	Average Sale Price
Average Price/SqFt	\$165	\$161	\$166	\$173	\$174	\$174	\$181	\$187	\$223	\$253	Average Price/SqFt
Days On Market	104	109	119	108	105	77	86	84	52	48	Days On Market
%Sale Price to List Price	95.3%	95.1%	94.6%	95.7%	96.6%	96.0%	96.7%	98.5%	100.4%	101.6%	%Sale Price to List Price

Source : Smart MLS, Single Family Homes

 $^{\ast}$  Homes sold for 2022 are annualized based on the actual sales year-to-date

# **BROOKFIELD**

## **FOURTH QUARTER 2022**

## SUPPLY/DEMAND ANALYSIS

	AS OF DECE	MBER 31, 2022		AS OF DECEMBER 31, 2021			2022 vs. 2021		
PRICE RANGE	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDINGS	
\$0 - \$499,999	13	5	3	12	7	2	8.3%	-28.6%	
\$500,000 - \$699,999	5	0	Not Valid	9	1	9	-44.4%	-100.0%	
\$700,000 - \$999,999	5	1	5	7	2	4	-28.6%	-50.0%	
\$1,000,000 - \$1,499,999	2	0	Not Valid	1	1	1	100.0%	-100.0%	
\$1,500,000 - \$1,999,999	0	0	Not Valid	1	0	Not Valid	-100.0%	0.0%	
\$2,000,000 - \$2,499,999	1	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	26	6	4	30	11	3	-13.3%	-45.5%	

<sup>\*</sup>Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

### **SOLD PROPERTIES**

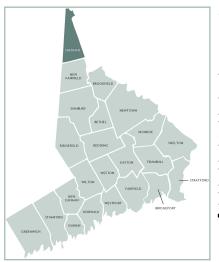
YEAR-TO-DATE

#### YEAR-OVER-YEAR

PRICE RANGE	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021
\$0 - \$499,999	71	108	-34.3%	71	108	-34.3%
\$500,000 - \$699,999	71	69	2.9%	71	69	2.9%
\$700,000 - \$999,999	32	23	39.1%	32	23	39.1%
\$1,000,000 - \$1,499,999	4	6	-33.3%	4	6	-33.3%
\$1,500,000 - \$1,999,999	3	3	0.0%	3	3	0.0%
\$2,000,000 - \$2,499,999	3	0	Not Valid	3	0	Not Valid
\$2,500,000 - \$2,999,999	1	3	-66.7%	1	3	-66.7%
\$3,000,000 - \$4,999,999	2	0	Not Valid	2	0	Not Valid
\$5,000,000 and up	0	0	Not Valid	0	0	Not Valid
Market Totals	187	212	-11.8%	187	212	-11.8%

## **SHERMAN**

### **FOURTH QUARTER 2022**



#### **QUARTERLY MARKET OVERVIEW**

	Q4 2022	Q4 2021	% CHANGE	FULL YEAR 2022	FULL YEAR 2021	% CHANGE
HOMES SOLD	12	21	-42.9%	65	78	-16.7%
AVERAGE SALE PRICE	\$848,450	\$649,559	30.6%	\$726,458	\$697,019	4.2%
MEDIAN SALE PRICE	\$732,500	\$600,000	22.1%	\$655,000	\$570,000	14.9%
AVERAGE PRICE PER SQUARE FOOT	\$270	\$255	5.9%	\$298	\$275	8.4%
AVERAGE DAYS ON MARKET	92	73	26.0%	78	83	-6.0%
% SALE PRICE TO LIST PRICE	95.2%	98.6%	-3.4%	96.4%	97.7%	-1.3%

#### TEN-YEAR MARKET HISTORY



Average Price/SqFt Average Price/SqFt \$188 \$190 \$224 \$185 \$221 \$197 \$230 \$218 \$275 \$298 Days On Market 119 170 135 106 124 122 155 137 83 78 Days On Market %Sale Price to List Price 92.8% 93.3% 93.8% 95.9% 93.9% 94.0% 92.9% 97.5% 97.7% 96.4% %Sale Price to List Price

Source : Smart MLS, Single Family Homes

O Units Sold Full Year

<sup>\*</sup> Homes sold for 2022 are annualized based on the actual sales year-to-date

# **SHERMAN**

## **FOURTH QUARTER 2022**

## SUPPLY/DEMAND ANALYSIS

	AS OF DECE	F DECEMBER 31, 2022			EMBER 31, 2021	2022 vs. 2021		
PRICE RANGE	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDINGS
\$0 - \$499,999	0	1	0	7	3	2	-100.0%	-66.7%
\$500,000 - \$699,999	2	1	2	4	1	4	-50.0%	0.0%
\$700,000 - \$999,999	2	0	Not Valid	5	1	5	-60.0%	-100.0%
\$1,000,000 - \$1,499,999	3	1	3	5	3	2	-40.0%	-66.7%
\$1,500,000 - \$1,999,999	2	0	Not Valid	1	1	1	100.0%	-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	1	0	Not Valid	-100.0%	0.0%
Market Totals	9	3	3	23	9	3	-60.9%	-66.7%

<sup>\*</sup>Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

### **SOLD PROPERTIES**

YEAR-TO-DATE

### YEAR-OVER-YEAR

PRICE RANGE	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021	01/01/2022 - 12/31/2022	01/01/2021 - 12/31/2021	% CHANGE 2022/2021
\$0 - \$499,999	16	27	-40.7%	16	27	-40.7%
\$500,000 - \$699,999	21	27	-22.2%	21	27	-22.2%
\$700,000 - \$999,999	18	13	38.5%	18	13	38.5%
\$1,000,000 - \$1,499,999	7	7	0.0%	7	7	0.0%
\$1,500,000 - \$1,999,999	2	3	-33.3%	2	3	-33.3%
\$2,000,000 - \$2,499,999	1	0	Not Valid	1	0	Not Valid
\$2,500,000 - \$2,999,999	0	0	Not Valid	0	0	Not Valid
\$3,000,000 - \$4,999,999	0	1	-100.0%	0	1	-100.0%
\$5,000,000 and up	0	0	Not Valid	0	0	Not Valid
Market Totals	65	78	-16.7%	65	78	-16.7%



## **3 GLOBAL NETWORKS - REACHING 56 COUNTRIES & 6 CONTINENTS**

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