

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

MARCH
2022



CENTRAL

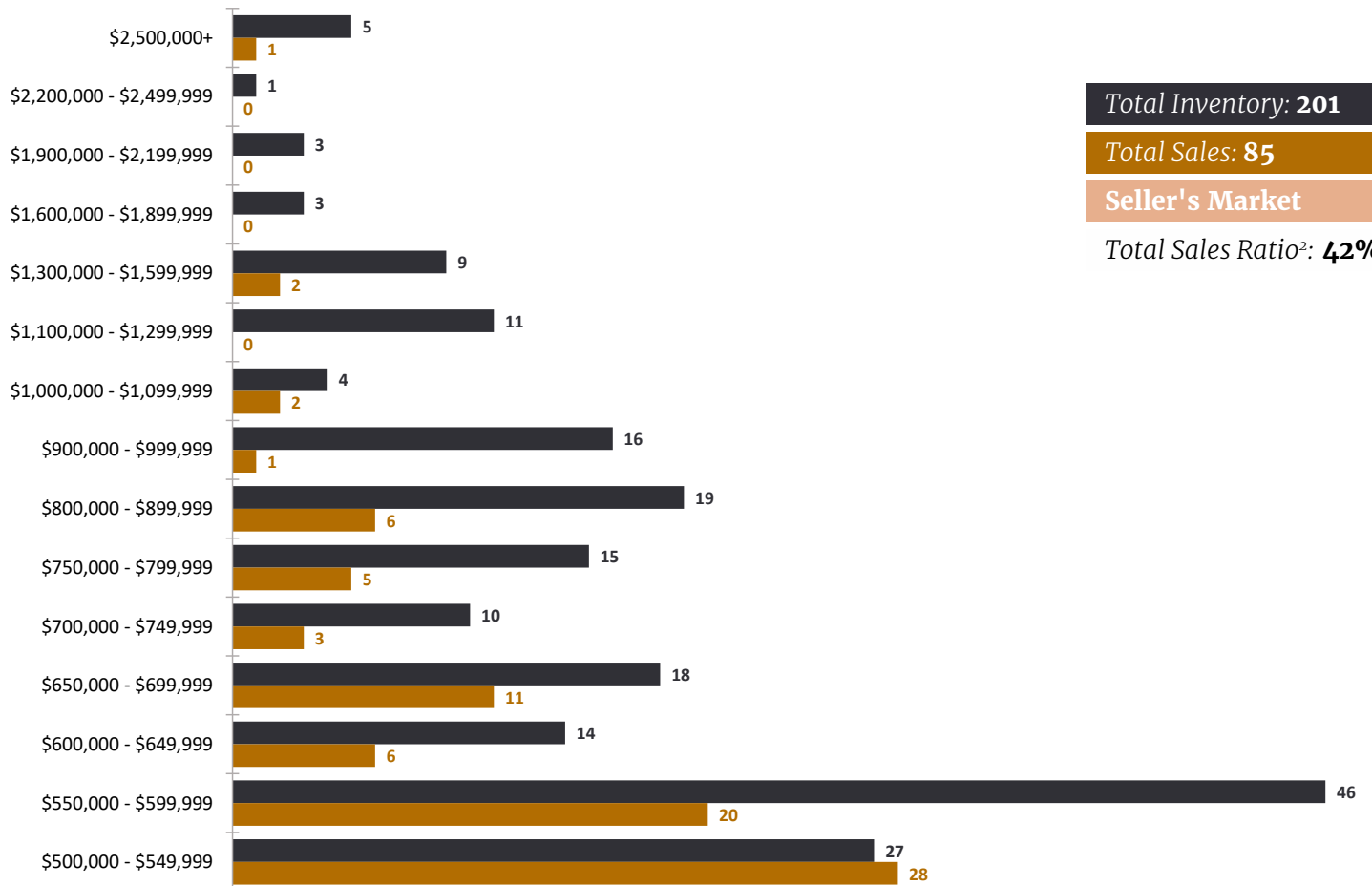
CONNECTICUT

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | FEBRUARY 2022

Inventory Sales

Luxury Benchmark Price¹: **\$500,000**



Total Inventory: **201**

Total Sales: **85**

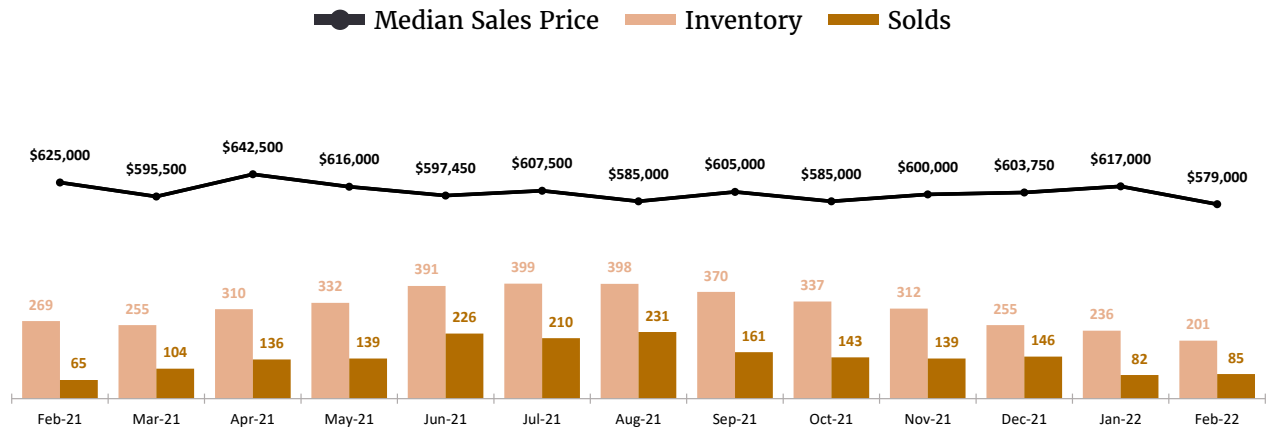
Seller's Market

Total Sales Ratio²: **42%**

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$539,950	4	3	34	111	31%
3,000 - 3,999	\$601,250	4	4	24	42	57%
4,000 - 4,999	\$617,500	4	4	14	16	88%
5,000 - 5,999	\$675,000	4	5	9	12	75%
6,000 - 6,999	\$850,000	5	6	3	8	38%
7,000+	\$1,300,000	5	6	1	12	8%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | FEBRUARY

TOTAL INVENTORY

Feb. 2021	Feb. 2022
269	201

VARIANCE: **-25%**

TOTAL SOLDS

Feb. 2021	Feb. 2022
65	85

VARIANCE: **31%**

SALES PRICE

Feb. 2021	Feb. 2022
\$625k	\$579k

VARIANCE: **-7%**

SALE PRICE PER SQFT.

Feb. 2021	Feb. 2022
\$167	\$189

VARIANCE: **13%**

SALE TO LIST PRICE RATIO

Feb. 2021	Feb. 2022
99.22%	100.00%

VARIANCE: **1%**

DAYS ON MARKET

Feb. 2021	Feb. 2022
67	47

VARIANCE: **-30%**

CENTRAL CONNECTICUT MARKET SUMMARY | FEBRUARY 2022

- The Central Connecticut single-family luxury market is a **Seller's Market** with a **42% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in February 2022.
- The most active price band is **\$500,000-\$549,999**, where the sales ratio is **104%**.
- The median luxury sales price for single-family homes is **\$579,000**.
- The median days on market for February 2022 was **47** days, down from **67** in February 2021.

³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.