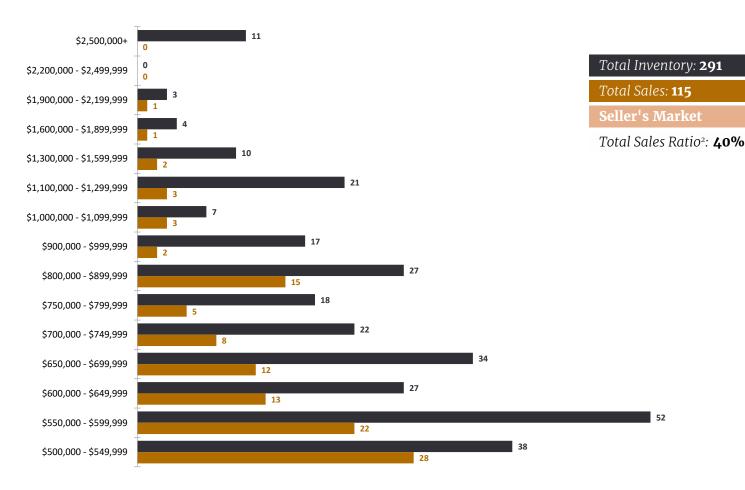


# CENTRAL CONNECTICUT SINGLE-FAMILY HOMES

### LUXURY INVENTORY VS. SALES | APRIL 2023

Inventory Sales

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



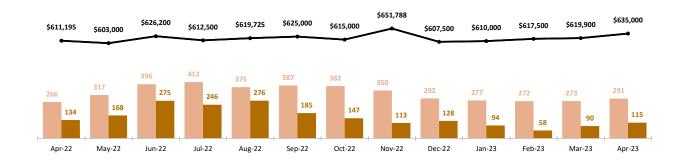
Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio
0 - 1,999	\$580,000	3	3	7	16	44%
2,000 - 2,999	\$572,000	4	3	49	128	38%
3,000 - 3,999	\$657,500	4	3	40	76	53%
4,000 - 4,999	\$758,052	4	4	10	34	29%
5,000 - 5,999	\$917,000	4	5	5	16	31%
6,000+	\$865,000	5	5	4	21	19%

<sup>&</sup>lt;sup>1</sup>The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>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.

## CENTRAL CONNECTICUT SINGLE-FAMILY HOMES

#### 13-MONTH LUXURY MARKET TREND4





### MEDIAN DATA REVIEW | APRIL

TOTAL INVENTORY

Apr. 2022 Apr. 2023

266 291

VARIANCE: 9<sup>%</sup>

SALE PRICE PER SQFT.

Apr. 2022 Apr. 2023

\$199 \$221

VARIANCE: 11%

TOTAL SOLDS

Apr. 2022 Apr. 2023

134 115

VARIANCE: -14%

SALE TO LIST PRICE RATIO

Apr. 2022 Apr. 2023

104.76<sup>%</sup> 102.00<sup>%</sup>

VARIANCE: -3%

SALES PRICE

Apr. 2022 Apr. 2023

\$611k \$635k

VARIANCE: 4%

DAYS ON MARKET

Apr. 2022 Apr. 2023

5 7

VARIANCE: 40%

## CENTRAL CONNECTICUT MARKET SUMMARY | APRIL 2023

- The Central Connecticut single-family luxury market is a Seller's Market with a 40% Sales Ratio.
- Homes sold for a median of **102.00% of list price** in April 2023.
- The most active price band is \$500,000-\$549,999, where the sales ratio is 74%.
- The median luxury sales price for single-family homes is \$635,000.
- The median days on market for April 2023 was 7 days, up from 5 in April 2022.

<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed. <sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.