Local Market Update – August 2024 A Research Tool Provided by SmartMLS

SMART

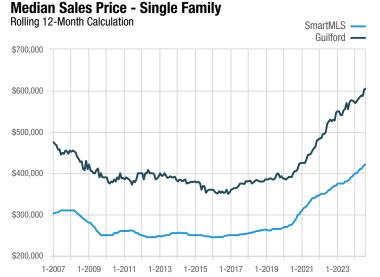
Guilford

New Haven County

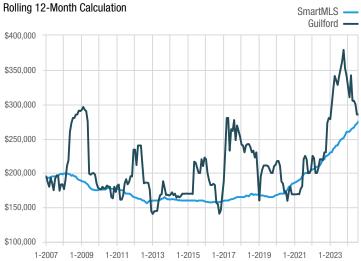
| Single Family | August | | | Year to Date | | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|--|
| Key Metrics | 2023 | 2024 | % Change | Thru 8-2023 | Thru 8-2024 | % Change | |
| New Listings | 31 | 38 | + 22.6% | 232 | 231 | - 0.4% | |
| Pending Sales | 25 | 27 | + 8.0% | 172 | 164 | - 4.7% | |
| Closed Sales | 28 | 23 | - 17.9% | 154 | 157 | + 1.9% | |
| Days on Market Until Sale | 21 | 14 | - 33.3% | 31 | 24 | - 22.6% | |
| Median Sales Price* | \$573,000 | \$515,000 | - 10.1% | \$570,000 | \$621,000 | + 8.9% | |
| Average Sales Price* | \$686,607 | \$654,694 | - 4.6% | \$671,590 | \$780,717 | + 16.2% | |
| Percent of List Price Received* | 103.6% | 101.9% | - 1.6% | 103.6% | 102.6% | - 1.0% | |
| Inventory of Homes for Sale | 60 | 74 | + 23.3% | | _ | _ | |
| Months Supply of Inventory | 2.8 | 3.6 | + 28.6% | | | | |

| Townhouse/Condo | August | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics | 2023 | 2024 | % Change | Thru 8-2023 | Thru 8-2024 | % Change |
| New Listings | 3 | 4 | + 33.3% | 43 | 48 | + 11.6% |
| Pending Sales | 2 | 11 | + 450.0% | 31 | 48 | + 54.8% |
| Closed Sales | 3 | 7 | + 133.3% | 28 | 41 | + 46.4% |
| Days on Market Until Sale | 19 | 47 | + 147.4% | 26 | 42 | + 61.5% |
| Median Sales Price* | \$750,000 | \$348,200 | - 53.6% | \$351,500 | \$255,000 | - 27.5% |
| Average Sales Price* | \$735,000 | \$575,100 | - 21.8% | \$475,782 | \$481,493 | + 1.2% |
| Percent of List Price Received* | 101.1% | 101.2% | + 0.1% | 101.4% | 100.2% | - 1.2% |
| Inventory of Homes for Sale | 16 | 16 | 0.0% | | — | _ |
| Months Supply of Inventory | 4.9 | 3.3 | - 32.7% | | _ | |

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.



Median Sales Price - Townhouse/Condo



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.