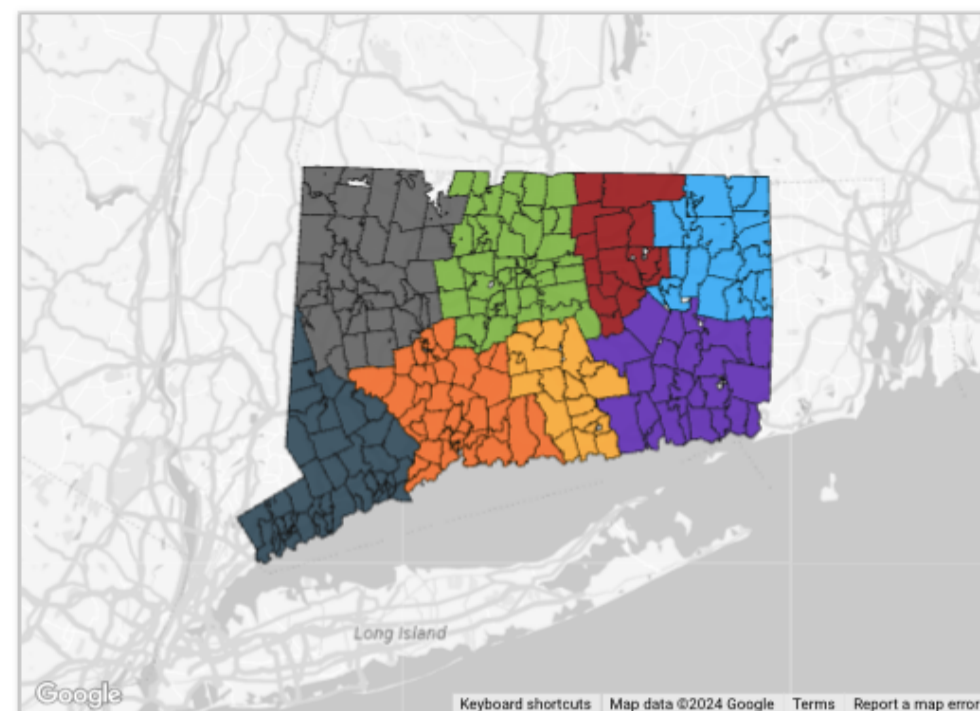


## Table of Contents

2- Statewide: Single Family

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**Market Activity - Market Pricing - Buyer Demand - Inventory**

[To explore your market further > link to SMARTMLS STATS](#)

FAIRFIELD NEWHAVEN HARTFORD NEWLONDON LITCHFIELD MIDDLESEX WINDHAM TOLLAND

\*by total sales volume

## Market Activity

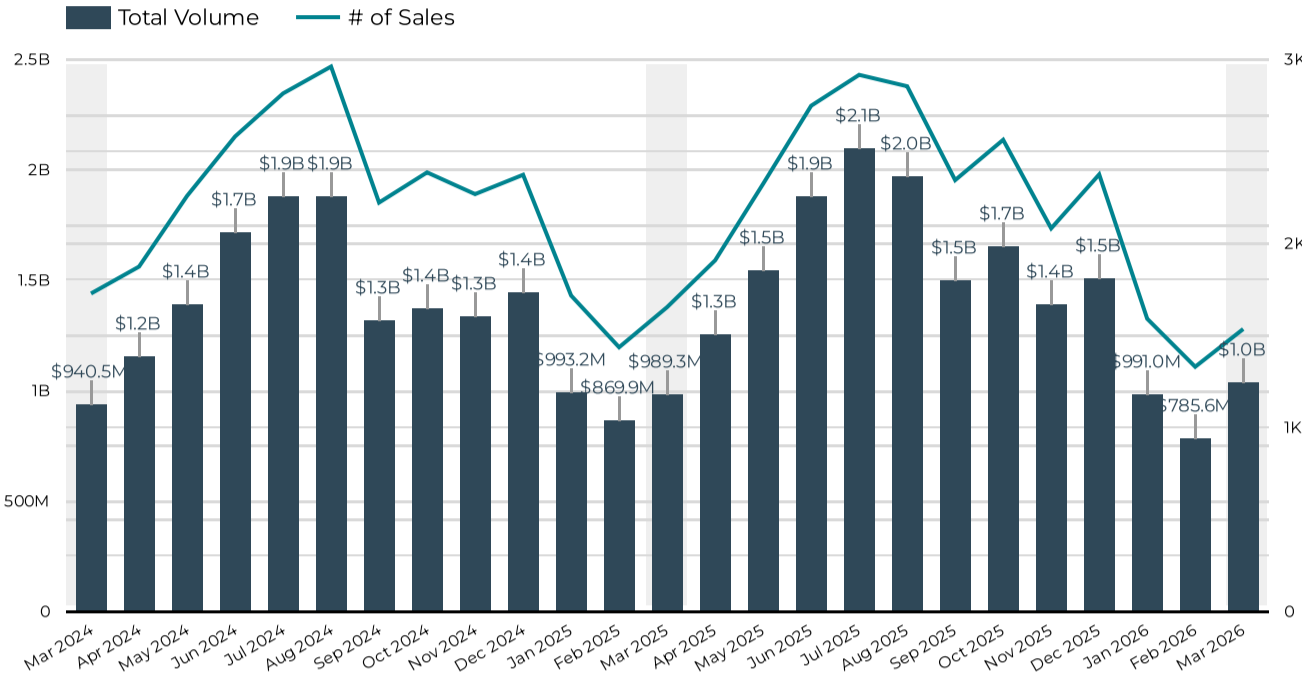
Use this data to track how total real estate activity across CT has changed over the past 3 years.

# of Sales  
**1,534**

↓ -7.2% from previous year

Total Volume  
**\$1.04B**

↑ 5.5% from previous year



## Market Pricing

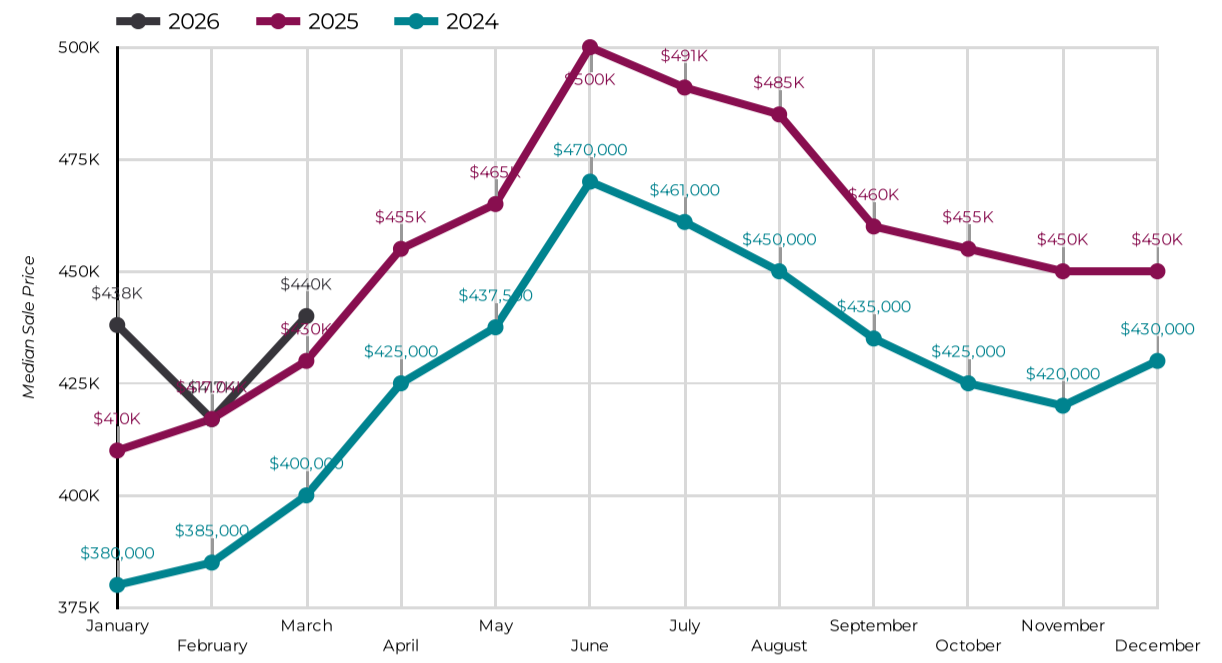
This data will show the seasonality of pricing fluctuations as well as total appreciation over the last 3 years.

Median Sale  
**\$440,000**

↑ \$10,000.00 from previous year

\$/sqft  
**\$295**

↑ \$19.12 from previous year



## Buyer Demand

Use this data to understand the strength of buyer demand now vs. in previous years.

Average % Closed vs. Asking

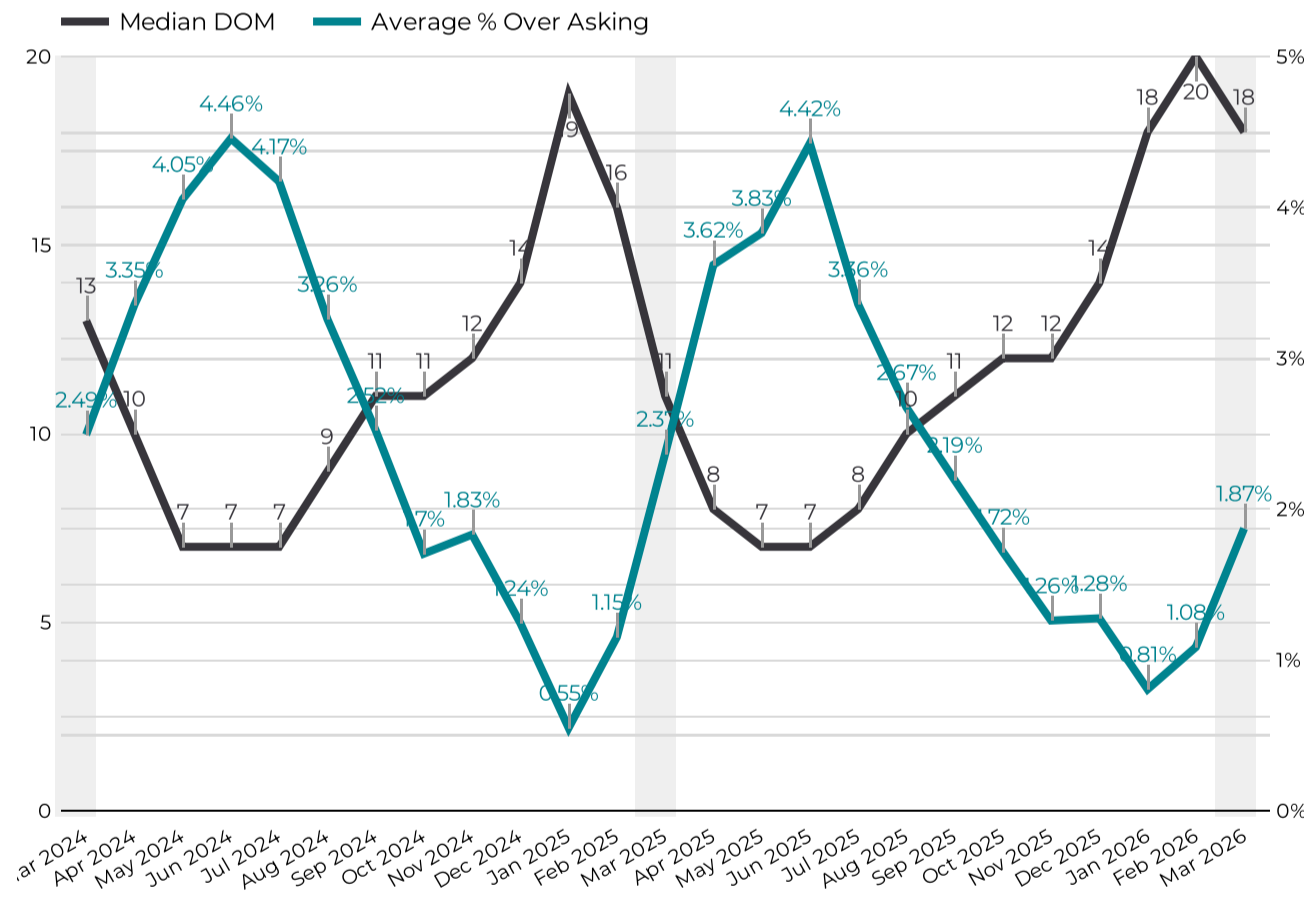
**2.00%**

↓ -0.33% from previous year

Median DOM

**18**

↑ 7 from previous year



## New Listings

# of New Listings

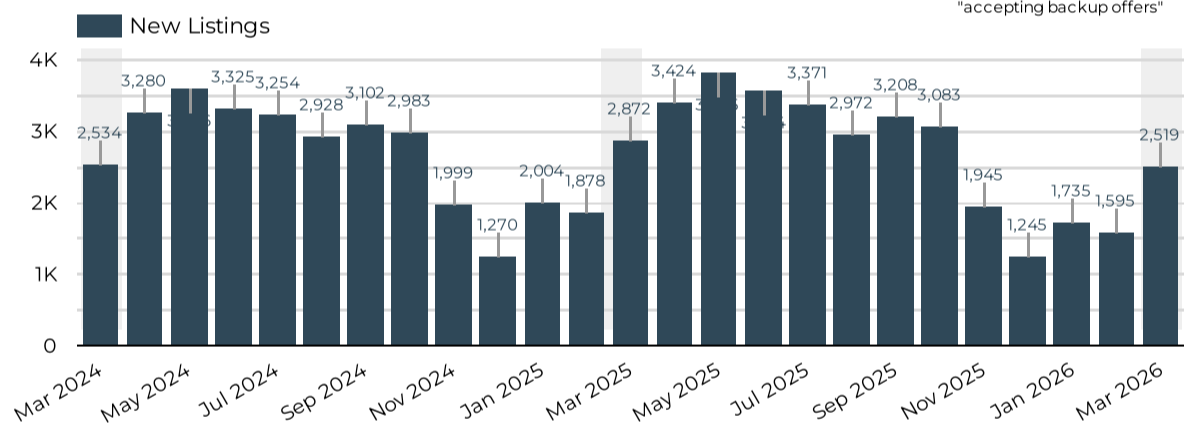
**2,519**

↓ -12.3% from previous year

Months of Supply

**1.68**

\*calculation does not include "accepting backup offers"

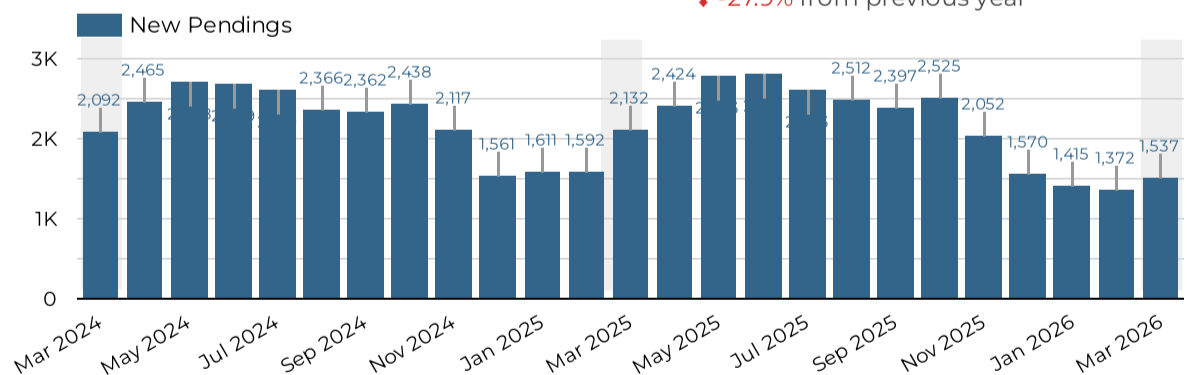


## New Pendings

# of New Pendings

**1,537**

↓ -27.9% from previous year



### Market Pricing

### Buyer Demand

By Price Range	#	% Δ	Volume	% Δ	\$/sqft	Δ	DOM	Δ	% Over Asking	Δ
0-\$299k	207	-32.1% ↓	\$48,046,165	-30.6% ↓	\$2...	\$13 ↑	21	3 ↑	0.4%	0.4% ↑
\$300k-\$499k	680	-3.4% ↓	\$261,196,403	-3.5% ↓	\$256	\$9 ↑	15	6 ↑	2.0%	-1.0% ↓
\$500k-\$699k	298	-0.3% ↓	\$173,759,284	0.0% ↑	\$2...	\$5 ↑	18	8 ↑	2.1%	-0.6% ↓
\$700k-\$899k	122	-14.1% ↓	\$95,685,952	-13.4% ↓	\$311	\$-7 ↓	17	6 ↑	2.7%	-0.6% ↓
\$900k-\$1.09M	50	-2.0% ↓	\$48,738,645	-2.8% ↓	\$328	\$3 ↑	27	9 ↑	1.3%	0.5% ↑
\$1.1M-\$1.39M	54	12.5% ↑	\$66,518,089	13.3% ↑	\$437	\$30 ↑	20	9 ↑	4.3%	-1.7% ↓
\$1.4M-\$1.79M	37	-2.6% ↓	\$57,437,702	-4.4% ↓	\$493	\$50 ↑	20	1 ↑	5.4%	3.8% ↑
\$1.8M+	86	30.3% ↑	\$292,550,995	49.0% ↑	\$643	\$6 ↑	41	23 ↑	1.8%	1.4% ↑

\*change vs. same month previous year

FAIRFIELD NEWHAVEN HARTFORD MIDDLESEX NEWLONDON LITCHFIELD TOLLAND WINDHAM

\*by total sales volume

## Market Activity

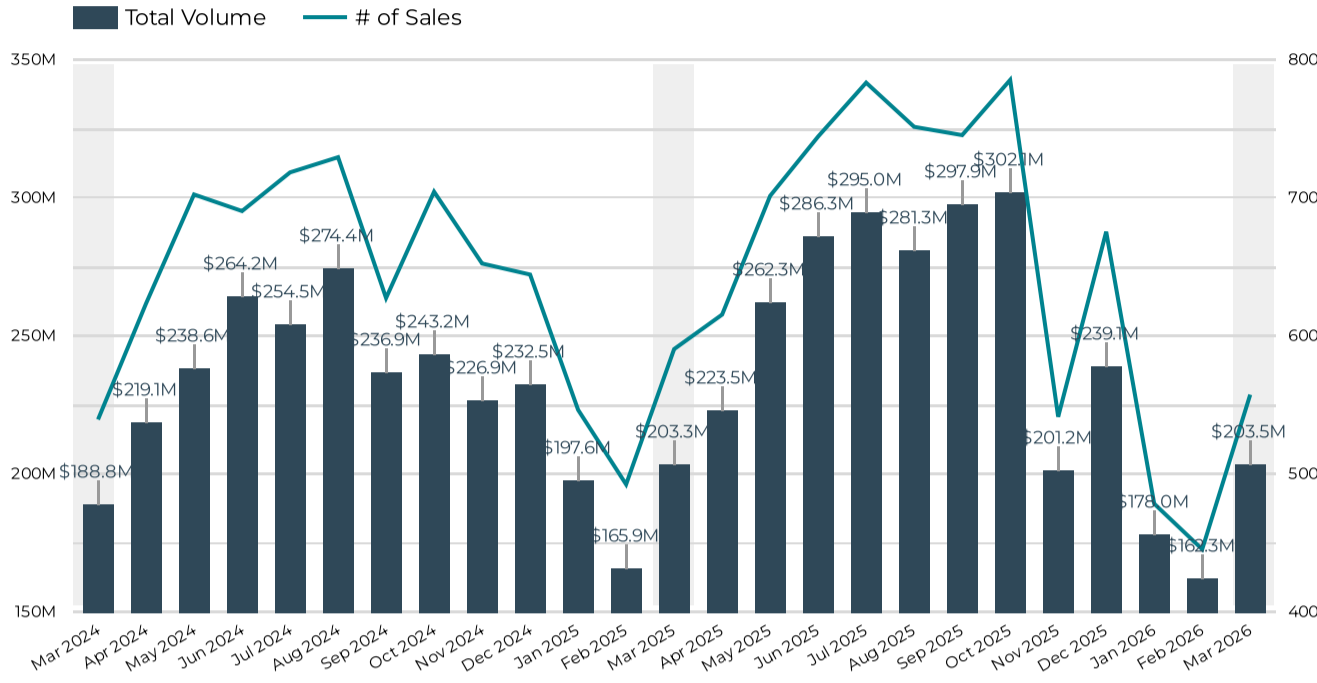
Use this data to track how total real estate activity across CT has changed over the past 3 years.

# of Sales  
**557**

↓ -5.6% from previous year

Total Volume  
**\$203.53M**

↑ 0.1% from previous year



## Market Pricing

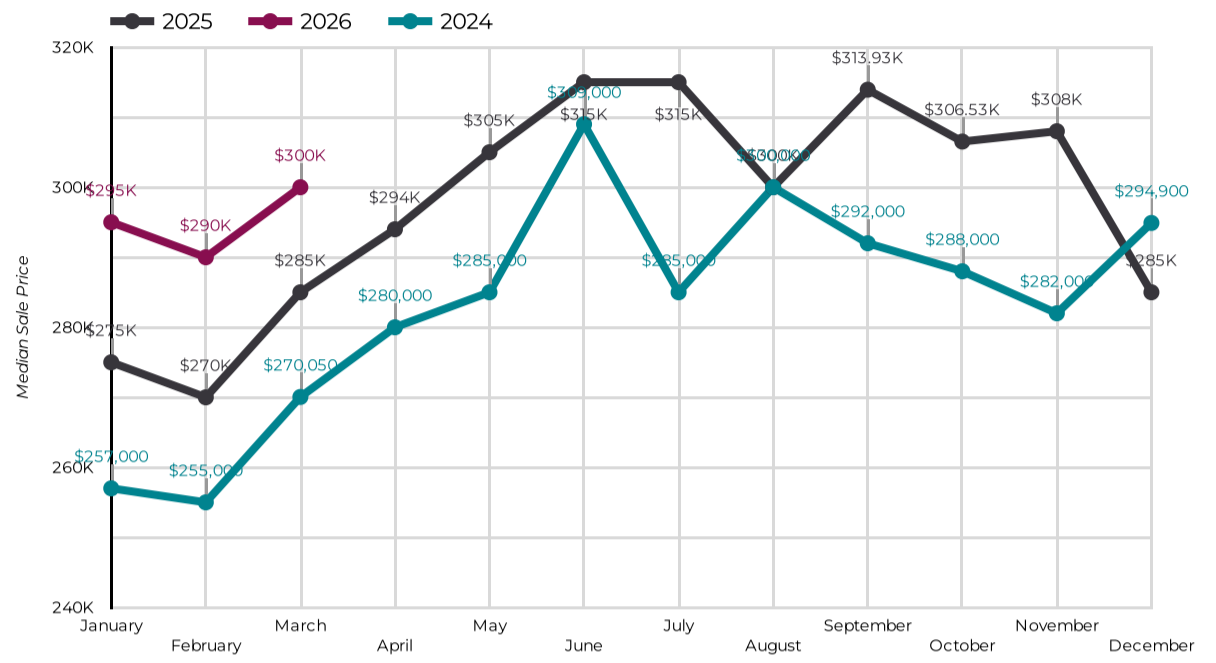
This data will show the seasonality of pricing fluctuations as well as total appreciation over the last 3 years.

Median Sale  
**\$300,000**

↑ \$15,000.00 from previous year

\$/sqft  
**\$272**

↑ \$15.86 from previous year



## Buyer Demand

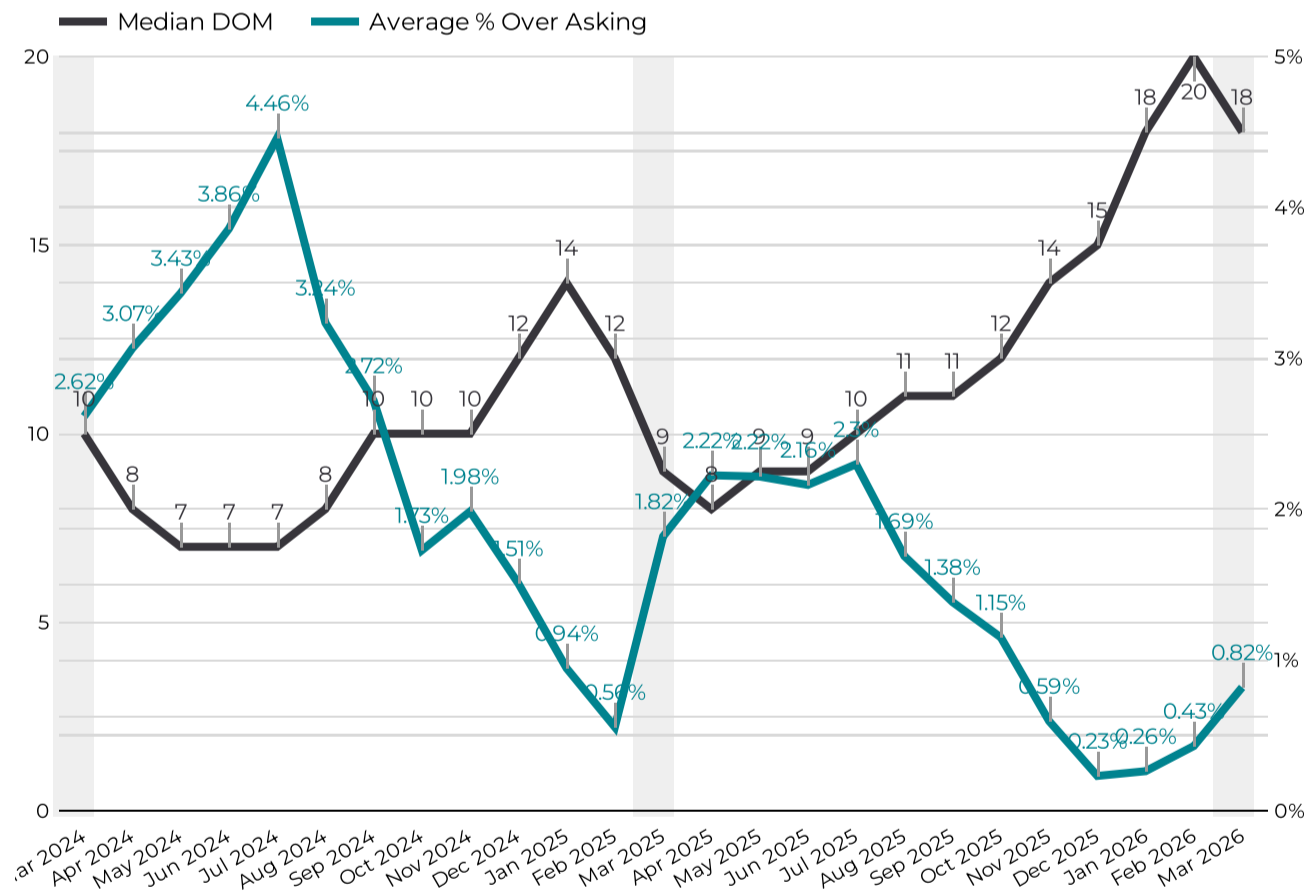
Use this data to understand the strength of buyer demand now vs. in previous years.

Average % Closed vs. Asking  
**0.82%**

↓ -1.00% from previous year

Median DOM  
**18**

↑ 9 from previous year



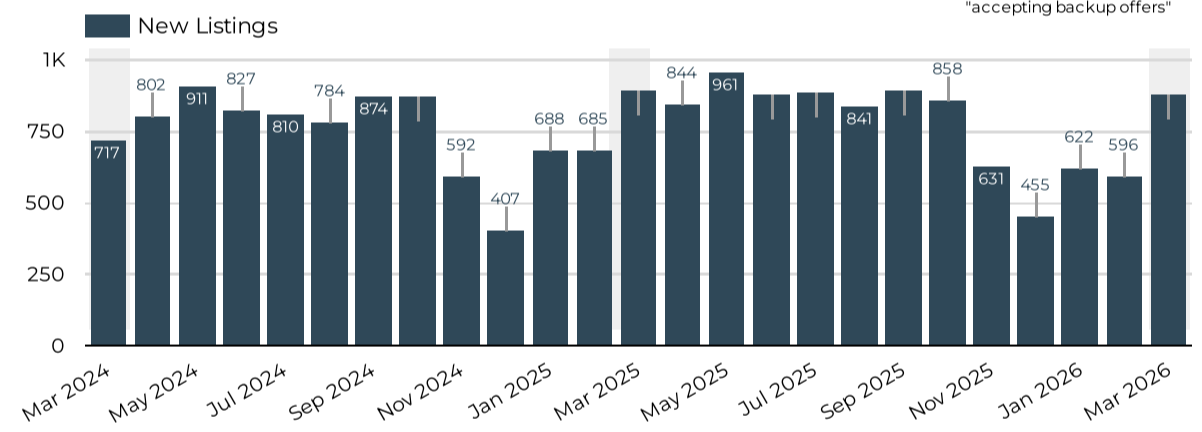
## New Listings

# of New Listings  
**884**

↓ -1.2% from previous year

Months of Supply  
**1.63**

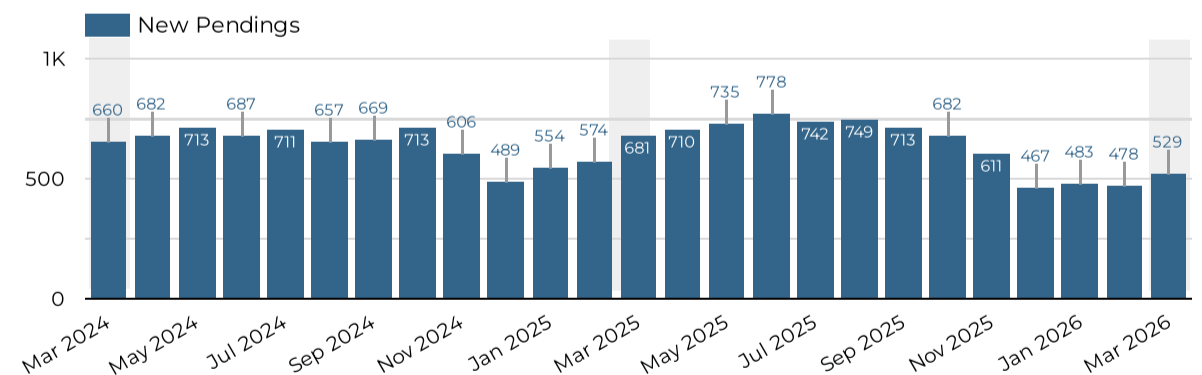
\*calculation does not include "accepting backup offers"



## New Pendings

# of New Pendings  
**529**

↓ -22.3% from previous year



### Market Pricing

### Buyer Demand

By Price Range	#	% Δ	Volume	% Δ	\$/sqft	Δ	DOM	Δ	% Over Asking	Δ
0-\$299k	275	-12.1% ↓	\$58,899,854	-9.2% ↓	\$219	\$4 ↑	18	9 ↑	0.3%	-0.7% ↓
\$300k-\$499k	178	-2.2% ↓	\$67,847,977	0.5% ↑	\$275	\$17 ↑	17	9 ↑	1.2%	-1.1% ↓
\$500k-\$699k	68	17.2% ↑	\$39,538,580	19.9% ↑	\$327	\$-3 ↓	18	10 ↑	0.7%	-1.6% ↓
\$700k-\$899k	17	0.0%	\$13,310,289	2.0% ↑	\$495	\$139 ↑	15	4 ↑	3.7%	-0.5% ↓
\$900k-\$1.09M	8	33.3% ↑	\$7,676,000	37.4% ↑	\$542	\$7 ↑	16	2 ↑	1.7%	0.8% ↑
\$1.1M-\$1.39M	4	-55.6% ↓	\$4,974,000	-54.5% ↓	\$562	\$-44 ↓	12	8 ↑	6.8%	-5.8% ↓
\$1.4M-\$1.79M	6	100.0% ↑	\$8,981,000	91.9% ↑	\$767	\$183 ↑	64	-132 ↓	-1.4%	-2.0% ↓
\$1.8M+	1	-50.0% ↓	\$2,300,000	-37.5% ↓	\$752	\$-30 ↓	15	8 ↑	7.0%	8.2% ↑

\*change vs. same month previous year

FAIRFIELD NEWHAVEN HARTFORD NEWLONDON LITCHFIELD MIDDLESEX WINDHAM TOLLAND



\*by total sales volume

## Median Sale Price

Compare median sale price across all 8 CT counties for the month.

# of Sales  
**2,091**

↓ -6.8% from previous year

Median Sale  
**\$408,000**

↑ 5% from previous year

## Buyer Demand

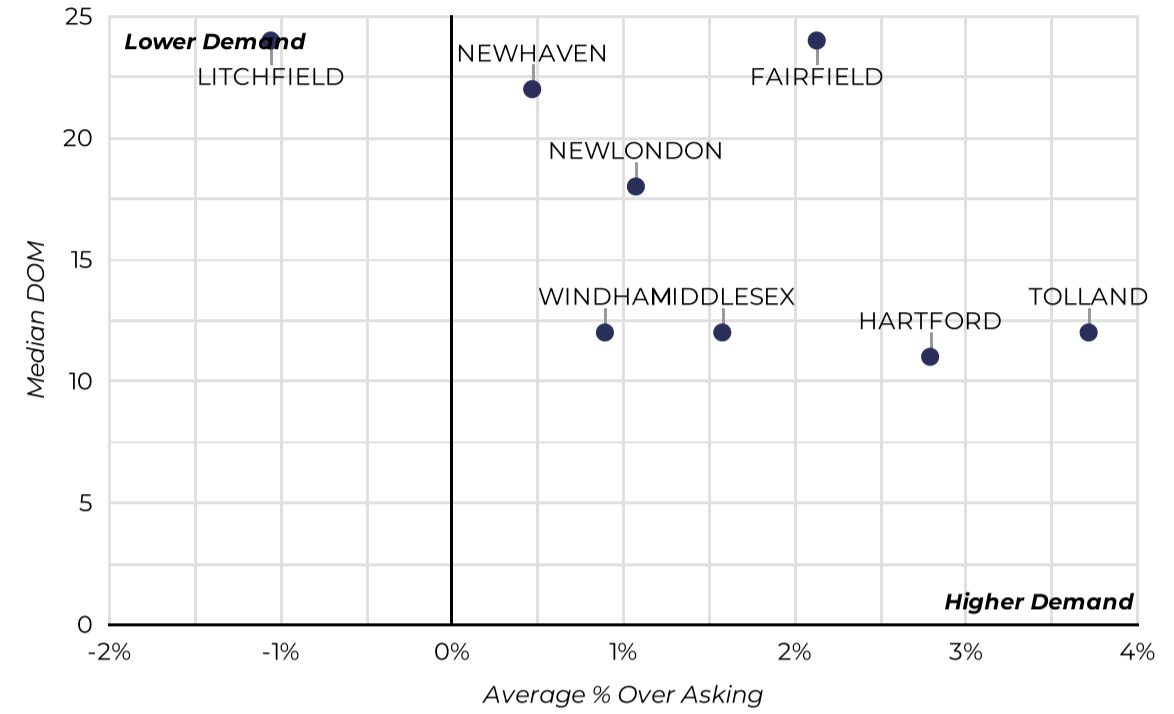
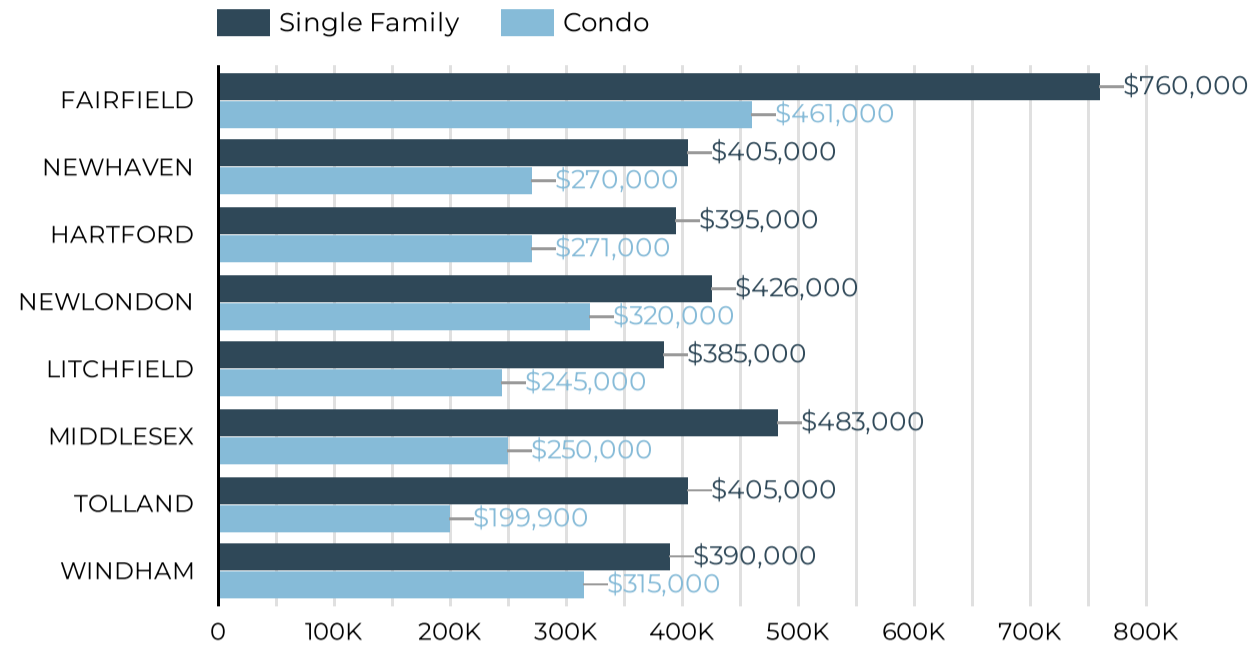
This infographic will show how counties compare last month in terms of overall buyer demand.

Average % Over Asking  
**1.69%**

↓ -0.51% from previous year

Median DOM  
**18**

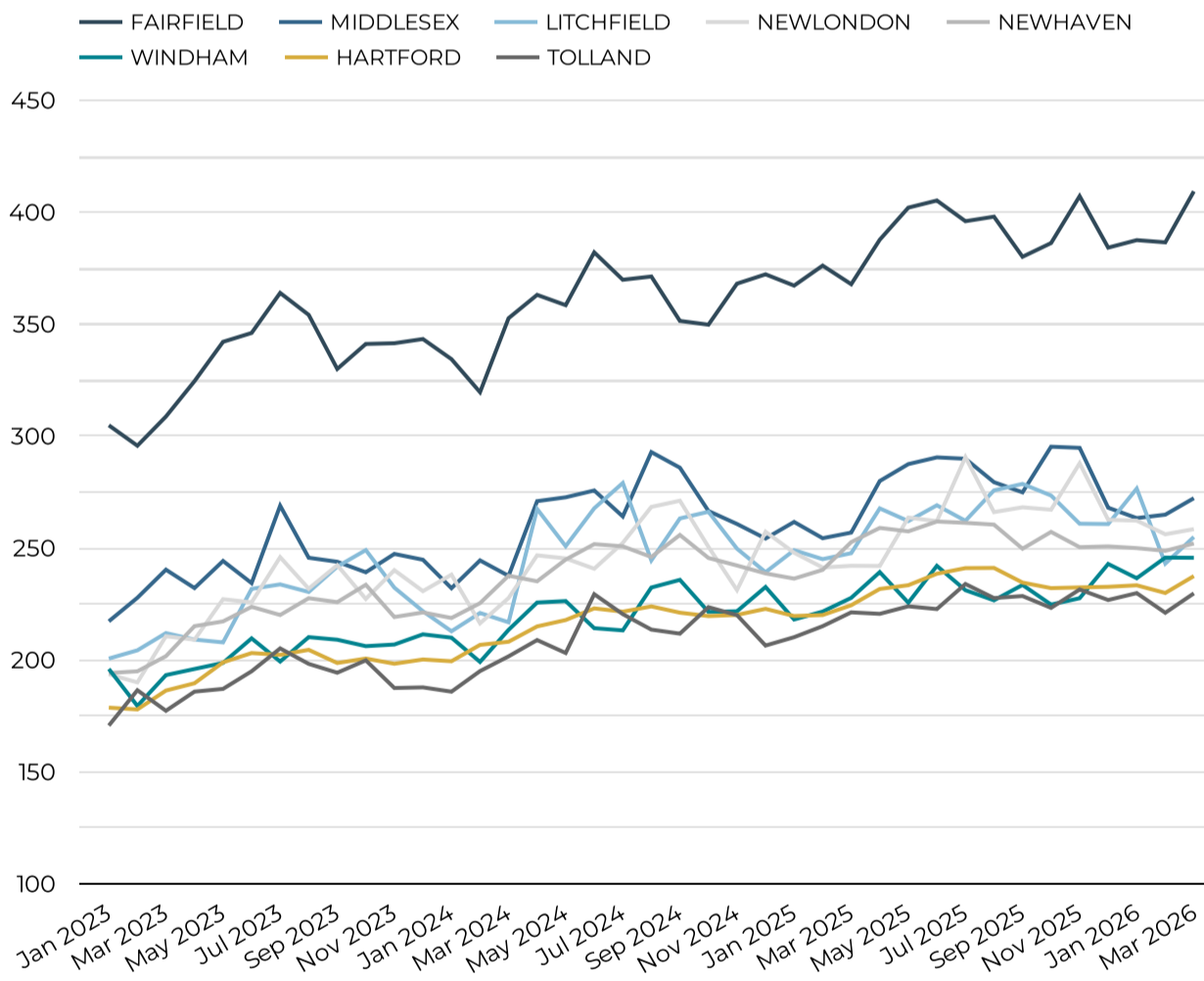
↑ 7 from previous year



## Average \$/SQFT

\$/sqft  
**\$288.70**

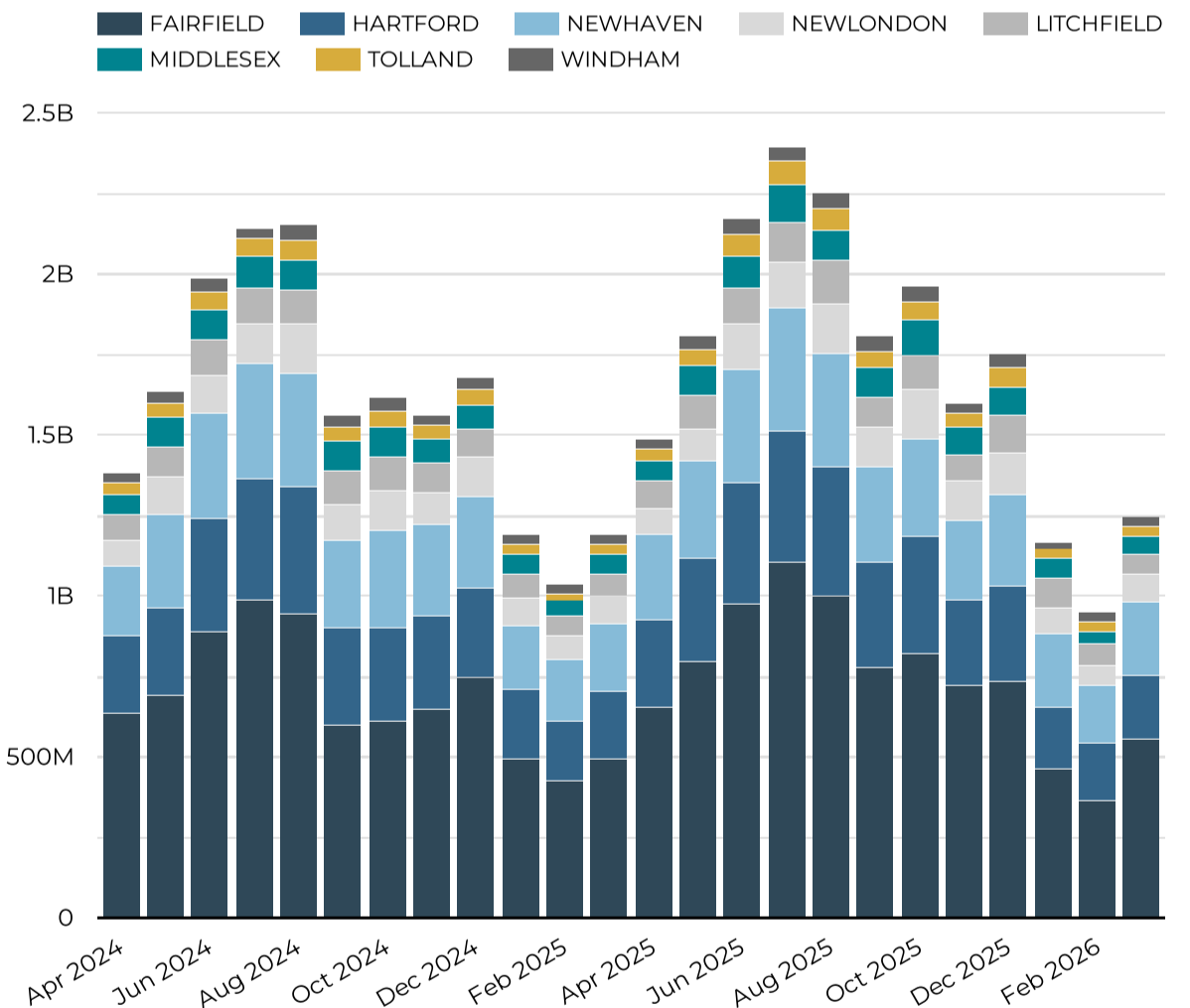
↑ 7% from previous year



## Total Sales Volume

Total Volume  
**\$1.25B**

↑ 4.6% from previous year



### Market Pricing

### Buyer Demand

Counties	#	% Δ	Volume	% Δ	Median Sale	Δ	\$/sqft	Δ	DOM	Δ	% Over Asking	Δ
FAIRFIELD	522	-3.3% ↓	\$557,366,732	12.9% ↑	\$620,000	\$0	\$409	\$41 ↑	24	11 ↑	2.13%	-0.62% ↓
NEWHAVEN	515	1.0% ↑	\$228,567,880	6.3% ↑	\$365,000	\$15,000 ↑	\$252	-\$1 ↓	22	10 ↑	0.48%	-0.73% ↓
HARTFORD	489	-10.3% ↓	\$197,046,994	-5.1% ↓	\$360,000	\$26,750 ↑	\$238	\$13 ↑	11	4 ↑	3.28%	-0.87%...
NEWLONDON	179	-11.8% ↓	\$85,800,350	6.3% ↑	\$401,000	\$50,800 ↑	\$258	\$16 ↑	18	6 ↑	1.07%	0.65% ↑
LITCHFIELD	125	-19.9% ↓	\$63,480,164	-14.2% ↓	\$363,880	\$3,880 ↑	\$255	\$7 ↑	24	7 ↑	-1.06%	-1.42% ↓
MIDDLESEX	112	-14.5% ↓	\$54,134,971	-7.3% ↓	\$410,000	-\$10,000 ↓	\$272	\$15 ↑	12	1 ↑	1.58%	-0.55% ↓
TOLLAND	76	-9.5% ↓	\$30,362,244	-10.2% ↓	\$399,900	-\$100 ↓	\$230	\$8 ↑	12	3 ↑	4.23%	2.37% ↑
WINDHAM	73	-1.4% ↓	\$30,701,600	4.7% ↑	\$363,700	\$23,700 ↑	\$246	\$18 ↑	12	3 ↑	0.06%	0.33% ↑

\*change vs. same month previous year