

QUARTERLY

MARKET REPORT

LITCHFIELD COUNTY

Q1 2024

LITCHFIELD COUNTY Q1 2024





LITCHFIELD COUNTY

ALL PROPERTY TYPES @ @

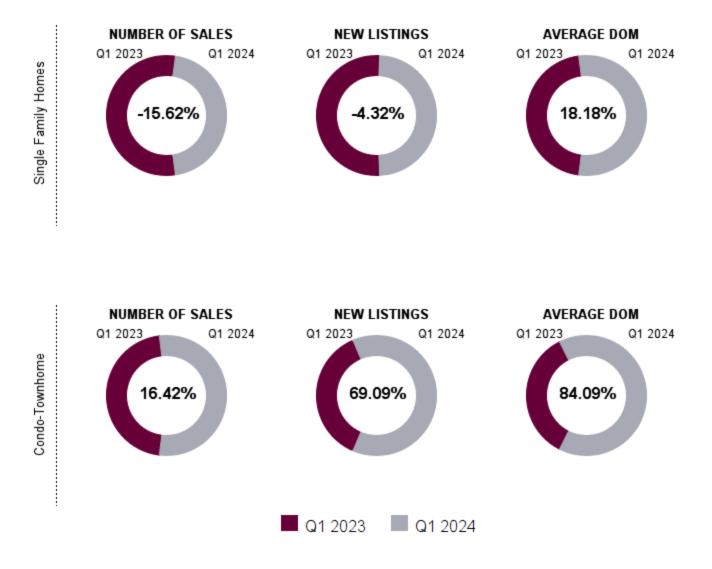
BARKHAMSTED M Q	BETHLEHEM M @
Single Family Homes <u>M</u> <u>Q</u>	Single Family Homes <u>M Q</u>
BRIDGEWATER M @	CANAAN M O
Single Family Homes <u>M</u> <u>Q</u>	Single Family Homes <u>M</u> <u>Q</u>
CANDLEWOOD LAKE M @	COLEBROOK M @
Single Family Homes <u>M Q</u> Condo-Townhome <u>M Q</u>	Single Family Homes <u>M Q</u>
CORNWALL M @	GOSHEN M @
Single Family Homes <u>M</u> <u>Q</u>	Single Family Homes <u>M</u> <u>Q</u>
HARWINTON M O	KENT (()
Single Family Homes <u>M</u> <u>Q</u>	Single Family Homes <u>M</u> <u>Q</u>
KENT NY M @	LITCHFIELD (M)
Single Family Homes <u>M</u> <u>Q</u>	Single Family Homes M Q Condo-Townhome M Q
MORRIS M @	NEW HARTFORD M @
Single Family Homes <u>M</u> <u>Q</u>	Single Family Homes <u>M</u> <u>Q</u>
NEW MILFORD M @	NORFOLK M @
Single Family Homes $\underline{\mathbf{M}}\ \underline{\mathbf{Q}}$ Condo-Townhome $\underline{\mathbf{M}}\ \underline{\mathbf{Q}}$	Single Family Homes <u>M</u> <u>Q</u>
NORTH CANAAN M O	PLYMOUTH M 0
Single Family Homes <u>M</u> <u>Q</u>	Single Family Homes <u>M</u> <u>Q</u>
ROXBURY M @	SALISBURY M Q
Single Family Homes M Q	Single Family Homes <u>M Q</u>

TABLE OF CONTENTS CONTINUED

SHARON M O	THOMASTON M @
Single Family Homes <u>M</u> <u>Q</u>	Single Family Homes <u>M Q</u> Condo-Townhome <u>M Q</u>
TORRINGTON M @	WARREN M @
Single Family Homes $\underline{\mathbf{M}}\ \underline{\mathbf{Q}}$ Condo-Townhome $\underline{\mathbf{M}}\ \underline{\mathbf{Q}}$	Single Family Homes <u>M</u> <u>Q</u>
WASHINGTON M Q	WATERTOWN M @
Single Family Homes M Q	Single Family Homes M Q Condo-Townhome M Q
WINCHESTER M @	WOODBURY M @

LITCHFIELD COUNTY | Q1 2024

REAL ESTATE SNAPSHOT - Change since this time last year



REAL ESTATE SNAPSHOT

LITCHFIELD COUNTY

All Property Types | Q1 2024

	Q1 2024	Q1 2023	% Change	YTD 2024	YTD 2023	% Change
New Listings	514	495	3.84% 🛧	514	495	3.84% ↑
Sold Listings	386	432	-10.65% 🔸	386	432	-10.65% •
Median List Price (Solds)	\$329,900	\$289,900	13.8% 🛧	\$329,900	\$289,900	13.8% 🛧
Median Sold Price	\$329,450	\$294,000	12.06% 🛧	\$329,450	\$294,000	12.06% ↑
Median Days on Market	49	36	36.11% 🛧	49	36	36.11% 🛧
Average List Price (Solds)	\$496,817	\$423,151	17.41% 🛧	\$496,817	\$423,151	17.41% 🛧
Average Sold Price	\$475,791	\$409,998	16.05% 🛧	\$475,791	\$409,998	16.05% 🛧
Average Days on Market	79	63	25.4% 🛧	79	63	25.4% ↑
List/Sold Price Ratio	99%	98.7%	0.31% 🛧	99%	98.7%	0.31% 🛧

	New L	istings	%	Propert	ies Sold	%	Median S	Sold Price	%	Media	n DOM	%
Market Area	Q1 2024	Q1 2023	Change									
Barkhamsted	7	5	40% 🛧	12	4	200% 🛧	\$433 K	\$363 K	19% 🛧	41	4	925% 🛧
Single Family Homes	7	5	40% 🛧	12	4	200% 🛧	\$433 K	\$363 K	19% 🛧	41	4	925% 🛧
Condo-Townhome	0	0		0	0		\$0	\$0		0	0	
Bethlehem	9	9	0.00%	9	12	-25% 🖖	\$500 K	\$346 K	45% 🛧	36	17	112% 🛧
Single Family Homes	9	9	0.00%	9	12	-25% 🖖	\$500 K	\$346 K	45% 🛧	36	17	112% 🛧
Condo-Townhome	0	0		0	0		\$0	\$0		0	0	
Bridgewater	10	4	150% 🛧	5	2	150% 🛧	\$804 K	\$540 K	49% 🛧	54	44	23% 🛧
Single Family Homes	9	4	125% 🛧	4	2	100% 🛧	\$877 K	\$540 K	62% 🛧	44	44	0.00%
Condo-Townhome	1	0	1	1	0	^	\$325 K	\$0	^	54	0	1
Canaan	4	3	33% 🛧	2	1	100% ↑	\$405 K	\$2.13 M	-81% 🔸	115	54	113% 🛧
Single Family Homes	4	3	33% 🛧	2	1	100% 🛧	\$405 K	\$2.13 M	-81% 🔸	115	54	113% 🛧
Condo-Townhome	0	0		0	0		\$0	\$0		0	0	
Colebrook	3	5	-40% 🔸	1	1	0.00%	\$110 K	\$229 K	-52% 🔸	149	8	1,763% 🛧
Single Family Homes	3	5	-40% 🔸	1	1	0.00%	\$110 K	\$229 K	-52% 🔸	149	8	1,763% 🛧
Condo-Townhome	0	0		0	0		\$0	\$0		0	0	
Cornwall	5	7	-29% 🔸	2	4	-50% 🔸	\$9.13 M	\$608 K	1,402% 🛧	572	20	2,760% ↑
Single Family Homes	5	7	-29% 🔸	2	4	-50% 🔸	\$9.13 M	\$608 K	1,402% 🛧	572	20	2,760% 🛧
Condo-Townhome	0	0		0	0		\$0	\$0		0	0	
Goshen	12	15	-20% 🔸	7	5	40% ↑	\$775 K	\$308 K	152% 🛧	71	51	39% 🛧
Single Family Homes	12	15	-20% 🔸	7	5	40% 🛧	\$775 K	\$308 K	152% 🛧	71	51	39% 🛧
Condo-Townhome	0	0		0	0		\$0	\$0		0	0	
Harwinton	11	13	-15% 🖖	6	11	-45% 🖖	\$437 K	\$334 K	31% 🛧	48	51	- 5.88% ↓
Single Family Homes	11	13	-15% 🔸	6	11	-45% 🔸	\$437 K	\$334 K	31% 🛧	48	51	-5.88% 🔸
Condo-Townhome	0	0		0	0		\$0	\$0		0	0	
Kent	10	8	25% 🛧	8	8	0.00%	\$380 K	\$410 K	-7.32% 🔸	93	157	-41% 🔸
Single Family Homes	9	7	29% 🛧	7	8	-13% 🔸	\$425 K	\$410 K	3.66% 🛧	144	157	-8.28% 🔸
Condo-Townhome	1	1	0.00%	1	0	^	\$283 K	\$0	^	12	0	1
Litchfield	18	18	0.00%	17	15	13% 🛧	\$508 K	\$425 K	19% 🛧	120	47	155% 🛧
Single Family Homes	16	17	-5.88% 🔸	11	14	-21% 🔸	\$475 K	\$448 K	6.03% ↑	79	54	46% 🛧
Condo-Townhome	2	1	100% 🛧	6	1	500% ↑	\$540 K	\$180 K	200% 🛧	380	41	827% 🛧
Morris	8	14	-43% 🔸	3	2	50% ↑	\$409 K	\$383 K	6.80% ↑	60	47	28% 🛧
Single Family Homes	8	14	-43% 🔸	3	2	50% 🛧	\$409 K	\$383 K	6.80% ↑	60	47	28% 🛧
Condo-Townhome	0	0		0	0		\$0	\$0		0	0	

REAL ESTATE SNAPSHOT | Q1 2024 LITCHFIELD COUNTY

	New L	istings	%	Propert	ties Sold	%	Median S	Sold Price	%	Media	n DOM	%
Market Area	Q1 2024	Q1 2023	Change	Q1 2024	Q1 2023	Change	Q1 2024	Q1 2023	Change	Q1 2024	Q1 2023	Change
New Hartford	17	13	31% 🛧	11	10	10% 🛧	\$335 K	\$328 K	2.29% ↑	59	50	18% 🛧
Single Family Homes	14	10	40% 🛧	7	8	-13% 🔸	\$415 K	\$384 K	8.07% ↑	60	72	-17% 🔸
Condo-Townhome	3	3	0.00%	4	2	100% 🛧	\$177 K	\$161 K	10% 🛧	44	4	1,000% ↑
New Milford	73	88	-17% 🔸	70	60	17% 🛧	\$398 K	\$390 K	1.92% ↑	48	44	9.09% ↑
Single Family Homes	47	71	-34% 🔸	47	44	6.82% ↑	\$475 K	\$410 K	16% 🛧	58	47	23% 🛧
Condo-Townhome	26	17	53% 🛧	23	16	44% 🛧	\$225 K	\$230 K	-2.17% 🖖	38	39	-2.56% 🔸
Norfolk	3	3	0.00%	2	4	-50% 🔸	\$478 K	\$391 K	22% 🛧	97	190	-49% 🖖
Single Family Homes	3	3	0.00%	2	4	-50% 🔸	\$478 K	\$391 K	22% 🛧	97	190	-49% 🔸
Condo-Townhome	0	0		0	0		\$0	\$0		0	0	
North Canaan	5	2	150% 🛧	2	9	-78% •	\$288 K	\$270 K	6.65% ↑	125	111	13% 🛧
Single Family Homes	4	2	100% 🛧	2	9	-78% 🔸	\$288 K	\$270 K	6.65% ↑	125	111	13% 🛧
Condo-Townhome	1	0	1	0	0		\$0	\$0		0	0	
Plymouth	33	30	10% 🛧	25	22	14% 🛧	\$315 K	\$253 K	25% 🛧	37	41	-9.76% 🖖
Single Family Homes	33	30	10% 🛧	22	21	4.76% 1	\$318 K	\$256 K	24% 🛧	39	38	2.63% ↑
Condo-Townhome	0	0		3	1	200% 🛧	\$185 K	\$128 K	45% 🛧	4	201	-98% 🔸
Roxbury	11	7	57% 1	5	3	67% 1	\$1.24 M	\$1.08 M	15% 🛧	141	279	-49% 🔸
Single Family Homes	11	7	57% 🛧	5	3	67% 🛧	\$1.24 M	\$1.08 M	15% 🛧	141	279	-49% 🔸
Condo-Townhome	0	0		0	0		\$0	\$0		0	0	
Salisbury	15	18	-17% ↓	8	15	-47% 🔸	\$665 K	\$1.07 M	-38% 🔸	63	56	13% 🛧
Single Family Homes	14	18	-22% 🔸	8	15	-47% ↓	\$665 K	\$1.07 M	-38% 🔸	63	56	13% 🛧
Condo-Townhome	1	0	1	0	0		\$0	\$0		0	0	
Sharon	11	19	-42% 🔸	2	7	-71% ↓	\$795 K	\$620 K	28% 🛧	82	39	110% ↑
Single Family Homes	11	19	-42% ↓	2	7	-71% ↓	\$795 K	\$620 K	28% 🛧	82	39	110% ↑
Condo-Townhome	0	0		0	0		\$0	\$0		0	0	
Thomaston	14	15	-6.67% 🔸	14	15	-6.67% 🔸	\$210 K	\$240 K	-13% 🔸	50	6	733% ↑
Single Family Homes	10	11	-9.09% 🔸	9	12	-25% 🔸	\$240 K	\$263 K	-8.61% 🔸	54	5	980% ↑
Condo-Townhome	4	4	0.00%	5	3	67% 🛧	\$190 K	\$161 K	18% 🛧	49	7	600% ↑
Torrington	107	82	30% ↑	81	106	-24% 🔸	\$250 K	\$220 K	14% 🛧	43	22	95% ↑
Single Family Homes	80	70	14% 🛧	67	80	-16% ↓	\$260 K	\$240 K	8.31% ↑	40	28	43% ↑
Condo-Townhome	27	12	125% 🛧	14	26	-46% ↓	\$168 K	\$163 K	2.76% ↑	46	12	283% ↑
Warren	10	4	150% 🛧	7	3	133% 🛧	\$525 K	\$415 K	27% 🛧	76	95	-20% 🔸
Single Family Homes	10	4	150% 🛧	7	3	133% 🛧	\$525 K	\$415 K	27% 🛧	76	95	-20% 🔸
Condo-Townhome	0	0		0	0		\$0	\$0		0	0	
Washington	19	10	90% ↑	4	11	-64% 🔸	\$1.58 M	\$1.29 M	23% 🛧	84	154	-45% 🔸
Single Family Homes	16	10	60% ↑	4	10	-60% 🔸	\$1.58 M	\$1.61 M	-1.40% ↓	84	161	-48% ↓
Condo-Townhome	3	0	↑	0	1	•	\$0	\$453 K	•	0	119	•
Watertown	47	62	-24% 🔸	46	43	6.98% ↑	\$329 K	\$295 K	12% 🛧	45	32	41% 🛧
Single Family Homes	35	55	-36% 🔸	34	42	-19% ↓	\$360 K	\$295 K	22% 🛧	43	33	30% 🛧
Condo-Townhome	12	7	71% 🛧	12	1	1,100% 🛧	\$318 K	\$265 K	20% 🛧	56	4	1,300% ↑
Winchester	24	24	0.00%	16	37	-57% 🔸	\$220 K	\$205 K	7.32% ↑	48	15	220% ↑
Single Family Homes	19	22	-14% 🔸	14	31	-55% 🕹	\$243 K	\$225 K	7.78%	51	18	183% ↑
Condo-Townhome	5	2	150% 🛧		6	-67% ↓	\$200 K	\$158 K	27% 🛧	21	8	163% ↑
Woodbury	28	17	65% ↑		22	-4.55% 🖖	\$440 K	\$335 K	31% ↑	67	48	40% ↑
Single Family Homes	21	9	133% 🛧	14	12	17% ↑	\$517 K	\$464 K	11% 🛧	93	57	63% ↑
Condo-Townhome	7	8	-13% ↓	7	10	-30% 🔸	\$265 K	\$199 K	33% ↑	48	32	50% ↑
Total	514	495	3.84% ↑		432	-11% 🔸	\$329 K	\$294 K	12% 🛧	49	36	36% ↑
Single Family Homes	421	440	-4.32% ↓	308	365	-16% 🔸	\$375 K	\$310 K	21% ↑	52	41	27% 🛧
Condo-Townhome	93	55	69% ↑		67	16% 🛧	\$223 K	\$180 K	24% 🛧	45	20	125% ↑
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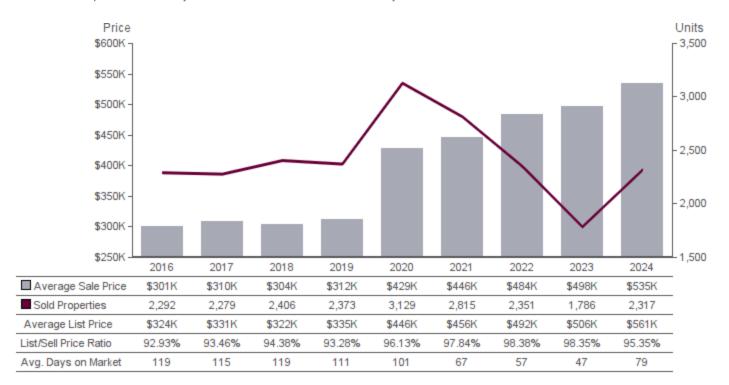
MARKET OVERVIEW Q1 2024 | SINGLE FAMILY HOMES

	Q1 2024	Q1 2023	% Change	YTD 2024	YTD 2023	% Change
New Listings	421	440	-4.32% 🔸	421	440	-4.32% 🔸
Sold Listings	308	365	-15.62% 🖖	308	365	-15.62% 🖖
Median List Price (Solds)	\$374,999	\$315,000	19.05% 🛧	\$374,999	\$315,000	19.05% 🛧
Median Sold Price	\$375,000	\$310,000	20.97% 🛧	\$375,000	\$310,000	20.97% 🛧
Median Days on Market	52	41	26.83% 🛧	52	41	26.83% 🛧
Average List Price (Solds)	\$558,074	\$462,706	20.61% 🛧	\$558,074	\$462,706	20.61% 🛧
Average Sold Price	\$532,100	\$446,883	19.07% 🛧	\$532,100	\$446,883	19.07% 🛧
Average Days on Market	78	66	18.18% 🛧	78	66	18.18% 🛧
List/Sold Price Ratio	98.7%	98.2%	0.53% 🛧	98.7%	98.2%	0.53% 🛧

TEN-YEAR MARKET HISTORY Q1 2024 | SINGLE FAMILY HOMES

Average Sale Price vs. Number of Sold Properties each Year

^{**} Sold Properties for current year are annualized based on actual sales year-to-date





AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET Q1 2024 | SINGLE FAMILY HOMES

Average Sales Price | Average sales price for all properties sold.

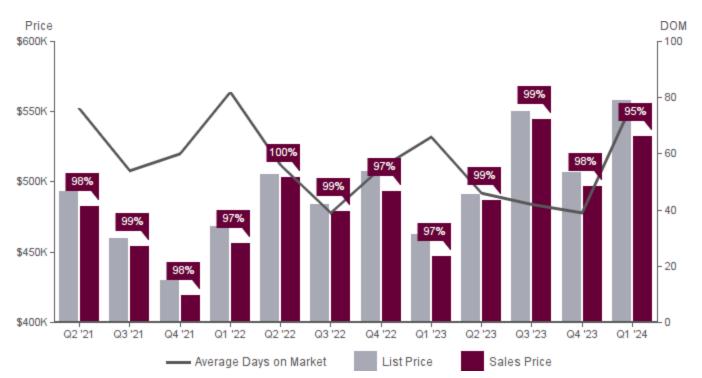
Average Days on Market | Average days on market for all properties sold.



SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE & AVERAGE DOM Q1 2024 | SINGLE FAMILY HOMES

Sale Price as a Percentage of Original Price | Average sale price of property as percentage of final list price.

Average Days on Market | Average days on market for all properties sold.





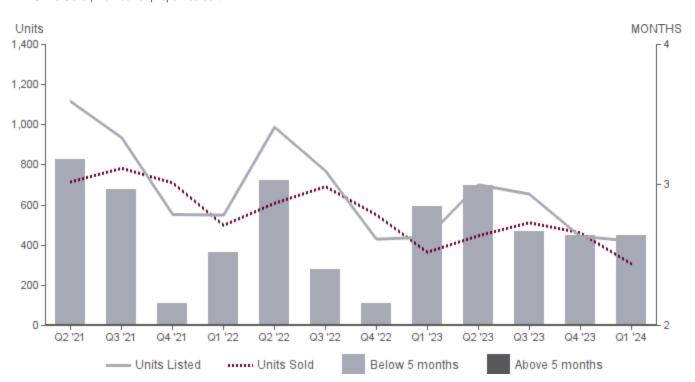
PROPERTIES FOR SALE AND SOLD PROPERTIES Q1 2024 | SINGLE FAMILY HOMES

Properties for Sale | Number of properties listed for sale at the end of quarter. **Sold Properties** | Number of properties sold.



MONTHS SUPPLY OF INVENTORY Q1 2024 | SINGLE FAMILY HOMES

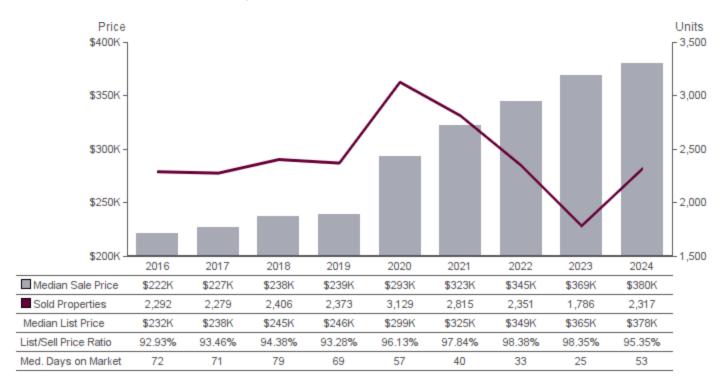
Months Supply of Inventory | Properties for sale divided by number of properties sold. Units Listed | Number of properties listed for sale at the end of month. Units Sold | Number of properties sold.





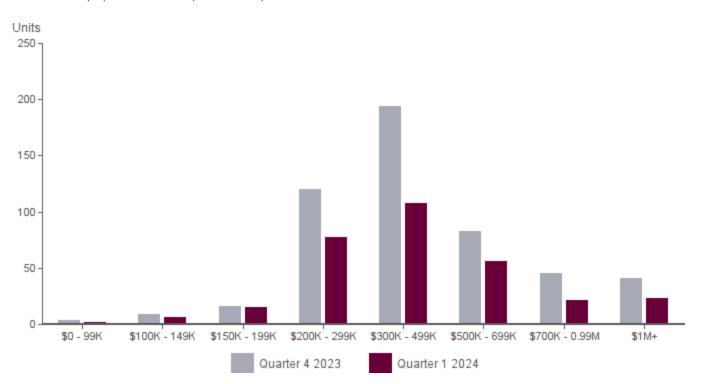
MEDIAN SALE PRICE AND UNITS SOLD Q1 2024 | SINGLE FAMILY HOMES

Median Sale Price vs. Number of Sold Properties each Year



PROPERTIES SOLD BY PRICE RANGE (IN THOUSANDS) Q1 2024 | SINGLE FAMILY HOMES

Number of properties sold in the previous two quarters





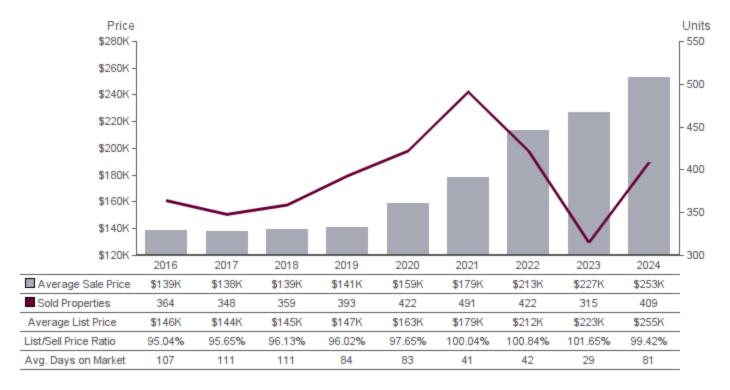
MARKET OVERVIEW Q1 2024 | CONDO-TOWNHOME

	Q1 2024	Q1 2023	% Change	YTD 2024	YTD 2023	% Change
New Listings	93	55	69.09% 🛧	93	55	69.09% 🛧
Sold Listings	78	67	16.42% 🛧	78	67	16.42% 🛧
Median List Price (Solds)	\$224,700	\$174,900	28.47% 🛧	\$224,700	\$174,900	28.47% 🛧
Median Sold Price	\$222,500	\$179,900	23.68% 🛧	\$222,500	\$179,900	23.68% 🛧
Median Days on Market	45	20	125% 🛧	45	20	125% 🛧
Average List Price (Solds)	\$254,929	\$207,664	22.76% 🛧	\$254,929	\$207,664	22.76% 🛧
Average Sold Price	\$253,442	\$209,059	21.23% 🛧	\$253,442	\$209,059	21.23% 🛧
Average Days on Market	81	44	84.09% 🛧	81	44	84.09% 🛧
List/Sold Price Ratio	100.1%	101.4%	-1.26% 🔸	100.1%	101.4%	-1.26% 🔸

TEN-YEAR MARKET HISTORY Q1 2024 | CONDO-TOWNHOME

Average Sale Price vs. Number of Sold Properties each Year

^{**} Sold Properties for current year are annualized based on actual sales year-to-date

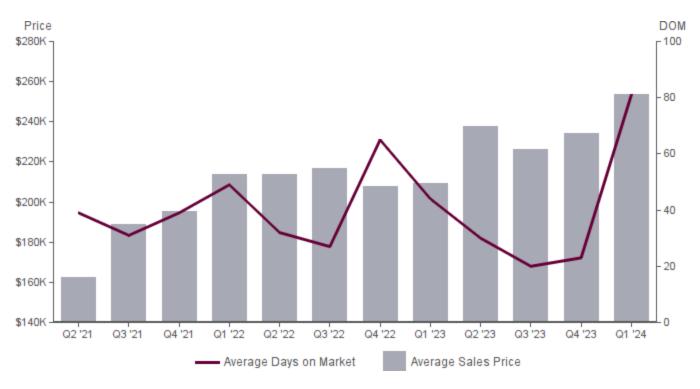




AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET Q1 2024 | CONDO-TOWNHOME

Average Sales Price | Average sales price for all properties sold.

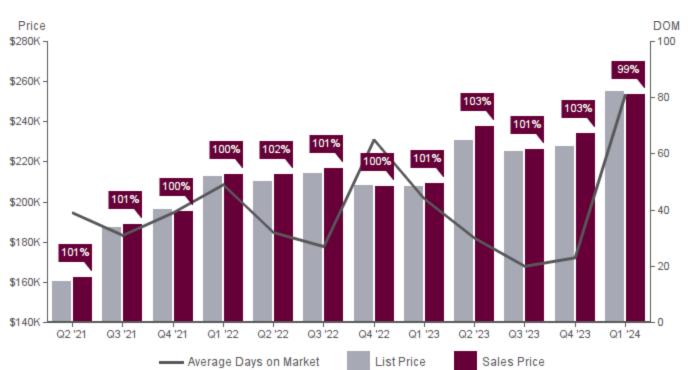
Average Days on Market | Average days on market for all properties sold.



SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE & AVERAGE DOM Q1 2024 | CONDO-TOWNHOME

Sale Price as a Percentage of Original Price | Average sale price of property as percentage of final list price.

Average Days on Market | Average days on market for all properties sold.





PROPERTIES FOR SALE AND SOLD PROPERTIES Q1 2024 | CONDO-TOWNHOME

Properties for Sale | Number of properties listed for sale at the end of quarter. **Sold Properties** | Number of properties sold.



MONTHS SUPPLY OF INVENTORY Q1 2024 | CONDO-TOWNHOME

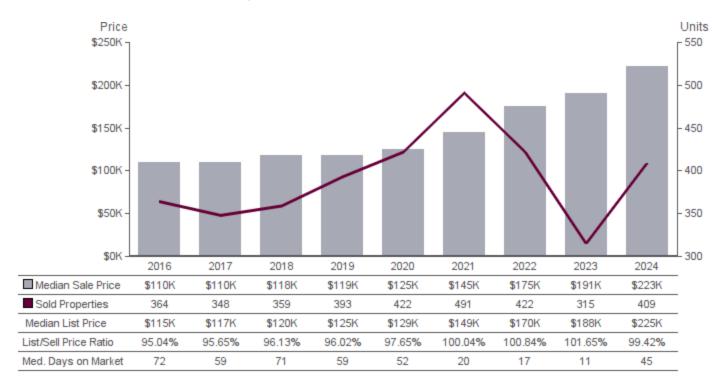
Months Supply of Inventory | Properties for sale divided by number of properties sold. **Units Listed** | Number of properties listed for sale at the end of month. **Units Sold** | Number of properties sold.





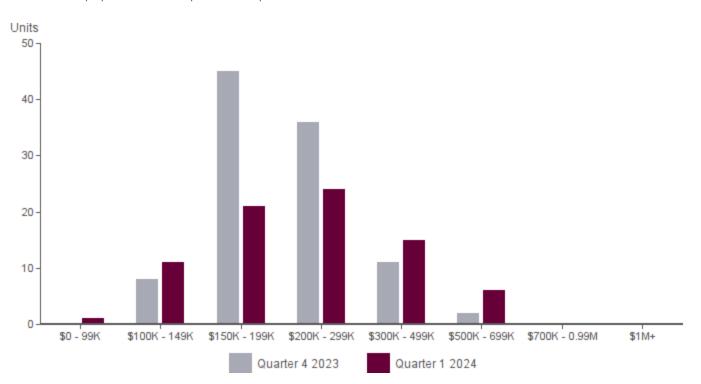
MEDIAN SALE PRICE AND UNITS SOLD Q1 2024 | CONDO-TOWNHOME

Median Sale Price vs. Number of Sold Properties each Year

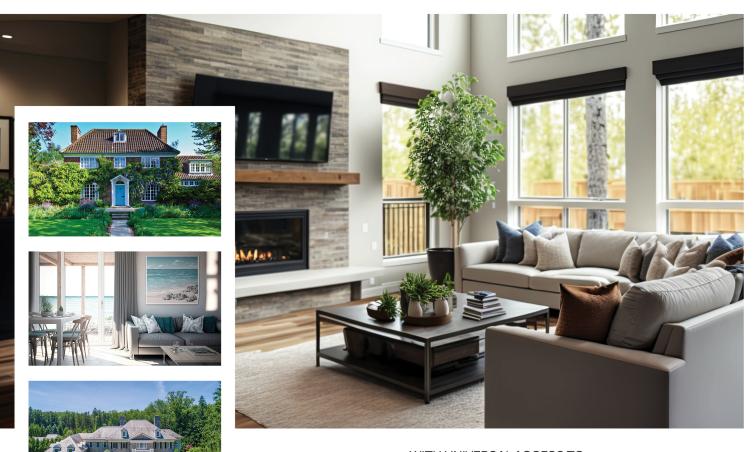


PROPERTIES SOLD BY PRICE RANGE (IN THOUSANDS) Q1 2024 | CONDO-TOWNHOME

Number of properties sold in the previous two quarters



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BERKSHIRE HATHAWAY IS WHO WE ARE, HOMESERVICES IS WHAT WE DO.

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