

FIRST QUARTER 2023

Market Report

Connecticut

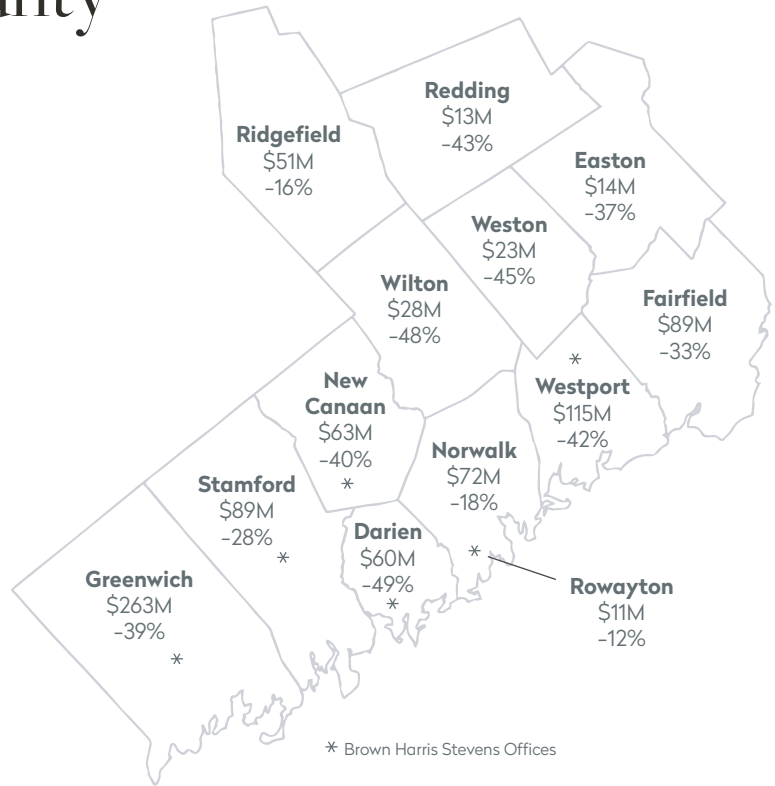


BHSID 116671

Lower Fairfield County

Dollar Volume of House Sales First Quarter 2023 vs. 2022

To the right is a look at the total dollar volume of house sales for each town for the first quarter of 2023 and the percentage change as it compares to the same time frame in 2022. Collectively, the dollar volume of closings in the first quarter for Lower Fairfield County was \$879 million, a decrease of 37 percent vs. the first quarter of 2022.



Town Comparison: Sold Houses – First Quarter

Town	# of Closed Houses		% change	Average Closing Price		% change
	2023	2022		2023	2022	
Darien	34	53	-35.8%	\$1,772,208	\$2,059,353	-13.9%
Easton	18	21	-14.3%	\$796,972	\$1,088,000	-26.7%
Fairfield	102	140	-27.1%	\$872,140	\$945,313	-7.7%
All of Greenwich	84	142	-40.8%	\$3,128,139	\$3,023,820	+3.4%
New Canaan	30	54	-44.4%	\$2,103,950	\$1,931,841	+8.9%
Norwalk	93	124	-25%	\$769,965	\$702,911	+9.5%
Redding	16	28	-42.9%	\$783,766	\$783,161	+0.1%
Ridgefield	47	71	-33.8%	\$1,091,721	\$861,388	+26.7%
Rowayton*	7	10	-30%	\$1,609,431	\$1,280,400	+25.7%
Stamford	97	154	-37%	\$913,728	\$799,117	+14.3%
Weston	21	34	-38.2%	\$1,101,767	\$1,238,331	-11%
Westport	53	87	-39.1%	\$2,169,705	\$2,280,737	-4.9%
Wilton	24	45	-46.7%	\$1,150,213	\$1,179,523	-2.5%

*Rowayton solds data also included in Norwalk.

All of Greenwich Overview

Largely due to low inventory levels, All of Greenwich (Greenwich, Cos Cob, Riverside, and Old Greenwich) had a 41% decline in house closings during the first quarter compared to the same period last year, with only 84 closings - the second-lowest total since 2009. Despite this, demand continues to far outpace supply, keeping prices strong. The average closing price for a single-family house rose to \$3.1M, up 3% from last year and the highest for the quarter in two decades. Meanwhile, the condo market in All of Greenwich remains robust, with 54 condo closings in the first quarter, the second-highest total since 2005. The average condo closing price of \$1.1 million was up 3% from last year and the highest since 2007.

Single Family Houses

Number of Solds Q1

2023 vs. 2022



Average Sold Price Q1

2023 vs. 2022

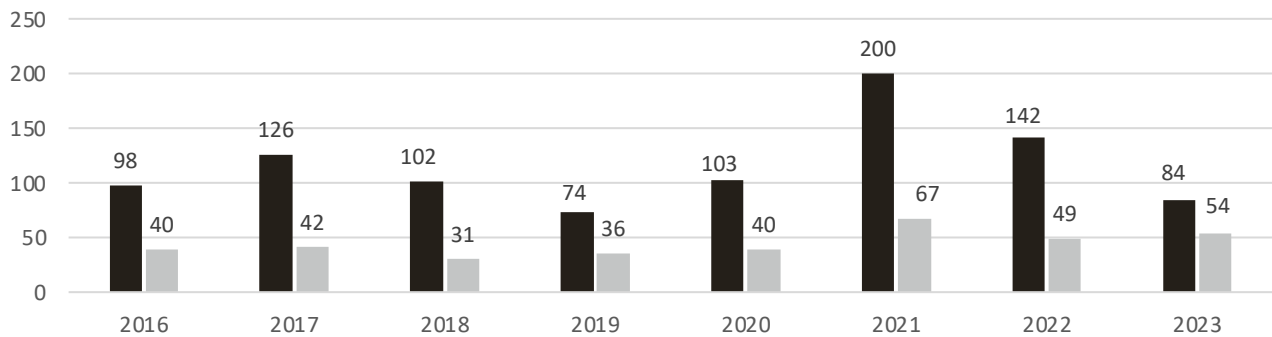


March 31 Inventory vs. March 31, 2022

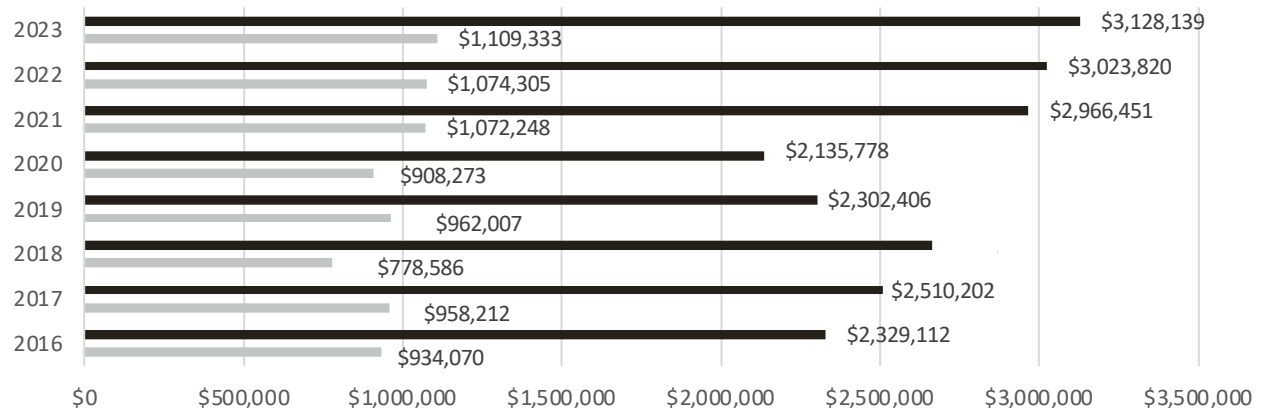


	2023	2022	% CHANGE
Houses: Closings in March	39	53	-26.4%
Houses: Average Closing Price in March	\$3,159,834	\$3,018,543	+4.7%
Houses: Closings First Quarter	84	142	-40.8%
Houses: Average Closing Price First Quarter	\$3,128,139	\$3,023,820	+3.4%
Houses: Pending on March 31st	71	103	-31.1%
Houses: Inventory on March 31st	168	175	-4%
Condos: Closings First Quarter	54	49	+10.2%
Condos: Average Closing Price First Quarter	\$1,109,333	\$1,074,305	+3.3%
Condos: Inventory on March 31st	53	58	-8.6%

Closed: First Quarter



Average Closed Price: First Quarter



Greenwich Overview

Greenwich had 49 house closings in the first quarter, a 48% decrease from the same time a year ago. The drop in sales can be attributed primarily to low inventory levels, although inventory at the end of March did see a 6% month-over-month increase. Nevertheless, prices remain strong. The average house closing price in the quarter was \$3.9M, a record high, while the average closed price per square foot rose 5% to \$656. Furthermore, the 41 Greenwich houses pending (properties with signed contracts) on March 31 had an average list price of \$5.5M, with four of the properties having a list price over \$10M.

Single Family Houses

Number of Solds Q1

2023 vs. 2022

↓ 48%

Average Sold Price Q1

2023 vs. 2022

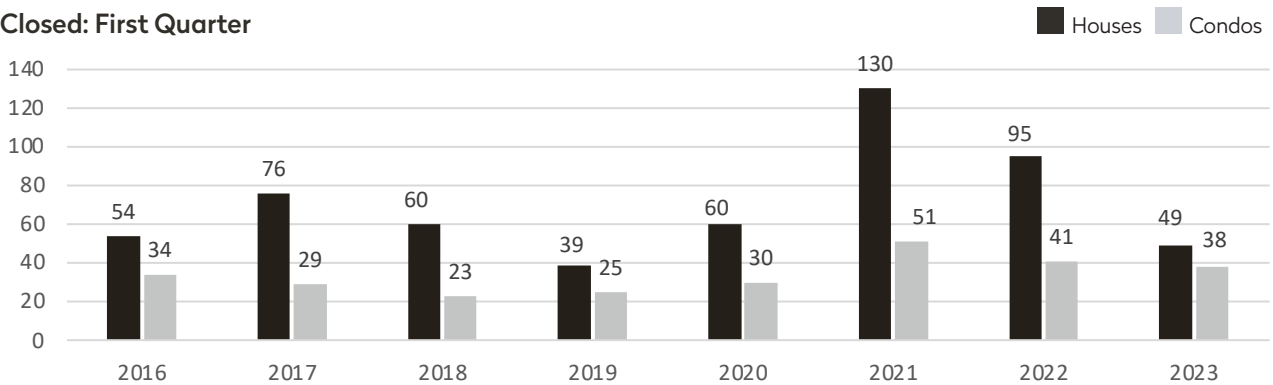
↑ 12%

March 31 Inventory vs. March 31, 2022

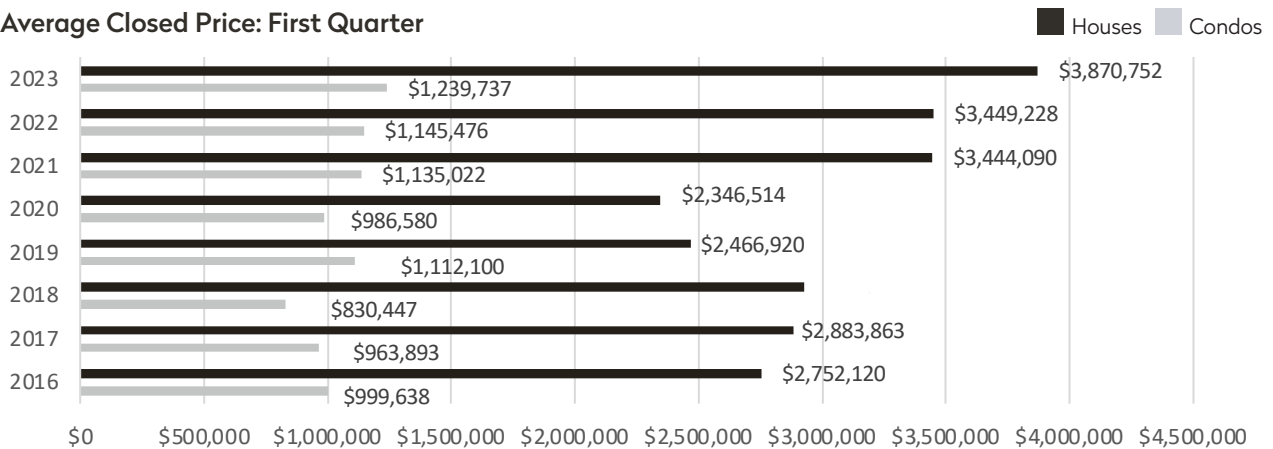
↓ 1%

	2023	2022	% CHANGE
Houses: Closings in March	19	38	-50%
Houses: Average Closing Price in March	\$4,408,129	\$3,460,592	+27.4%
Houses: Closings First Quarter	49	95	-48.4%
Houses: Average Closing Price First Quarter	\$3,870,752	\$3,449,228	+12.2%
Houses: Pending on March 31st	41	65	-36.9%
Houses: Inventory on March 31st	127	128	-0.8%
Condos: Closings First Quarter	38	41	-7.3%
Condos: Average Closing Price First Quarter	\$1,239,737	\$1,145,476	+8.2%
Condos: Inventory on March 31st	44	37	+18.9%

Closed: First Quarter



Average Closed Price: First Quarter



Cos Cob Overview

Cos Cob had 10 house closings in the first quarter, a 41% decrease from last year and the second-lowest number of house sales for the quarter since 2014. A shortage of inventory is the main driver of the decline, with the number of active houses down 70% from pre-Covid levels, as it has been for most of the past year. However, the condo market in Cos Cob has been very active, with ten condos sold in the first quarter, double that of the same period last year. The average condo sold price rose 40% year-over-year to \$820K. Condo inventory remains tight, similar to that of houses. At the end of March, there were only five active condos on the market, a 75% decline from a year ago.

Single Family Houses

Number of Solds Q1

2023 vs. 2022

↓ 41%

Average Sold Price Q1

2023 vs. 2022

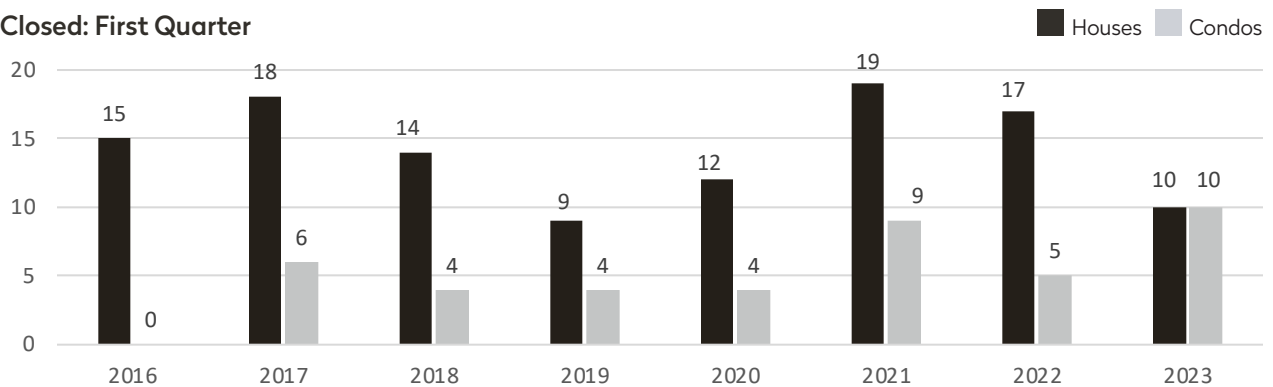
↓ 16%

March 31 Inventory vs. March 31, 2022

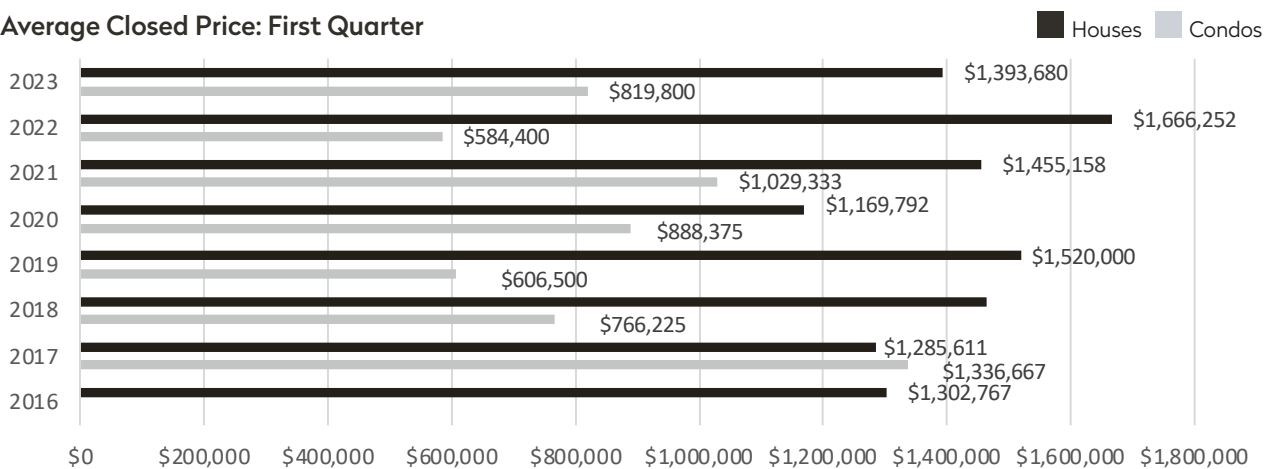
↓ 7%

	2023	2022	% CHANGE
Houses: Closings in March	6	5	+20%
Houses: Average Closing Price in March	\$1,617,800	\$1,205,155	+34.2%
Houses: Closings First Quarter	10	17	-41.2%
Houses: Average Closing Price First Quarter	\$1,393,680	\$1,666,252	-16.4%
Houses: Pending on March 31st	7	8	-12.5%
Houses: Inventory on March 31st	13	14	-7.1%
Condos: Closings First Quarter	10	5	+100%
Condos: Average Closing Price First Quarter	\$819,800	\$584,400	+40.3%
Condos: Inventory on March 31st	5	20	-75%

Closed: First Quarter



Average Closed Price: First Quarter



Riverside Overview

Riverside had 8 house closings in the first quarter of the year, a drop of 47% from the same period last year and the lowest total for the quarter since 2019. The decline in sales is primarily due to limited inventory, with the number of active houses at the end of March down 26% from last year and about 80% lower than pre-Covid levels. The limited inventory has also kept the market competitive for buyers. Houses in the quarter sold for on average 110% of the list price, over 100% for the 5th straight quarter. The average house sold price for the quarter was \$3.5 million, a record-high, with three closings over \$5M.

Single Family Houses

Number of Solds Q1
2023 vs. 2022

↓ 47%

Average Sold Price Q1
2023 vs. 2022

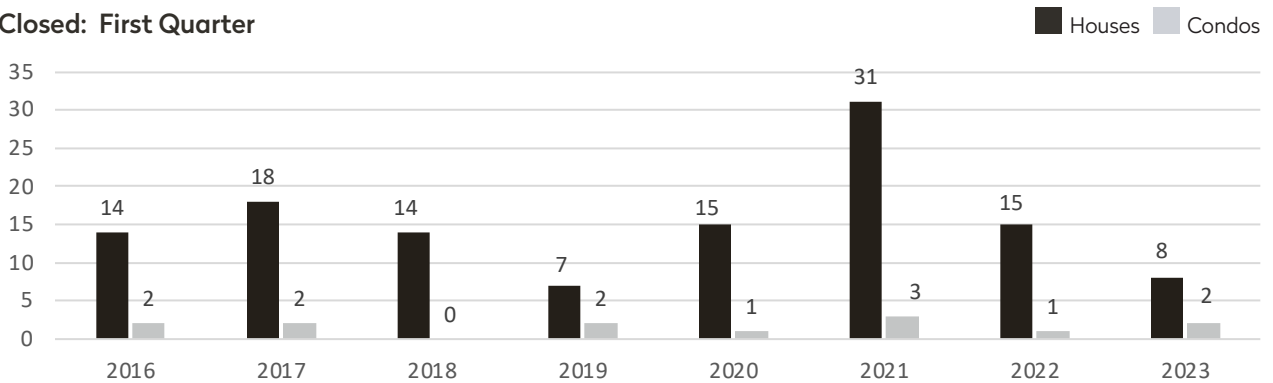
↑ 58%

March 31 Inventory
vs. March 31, 2022

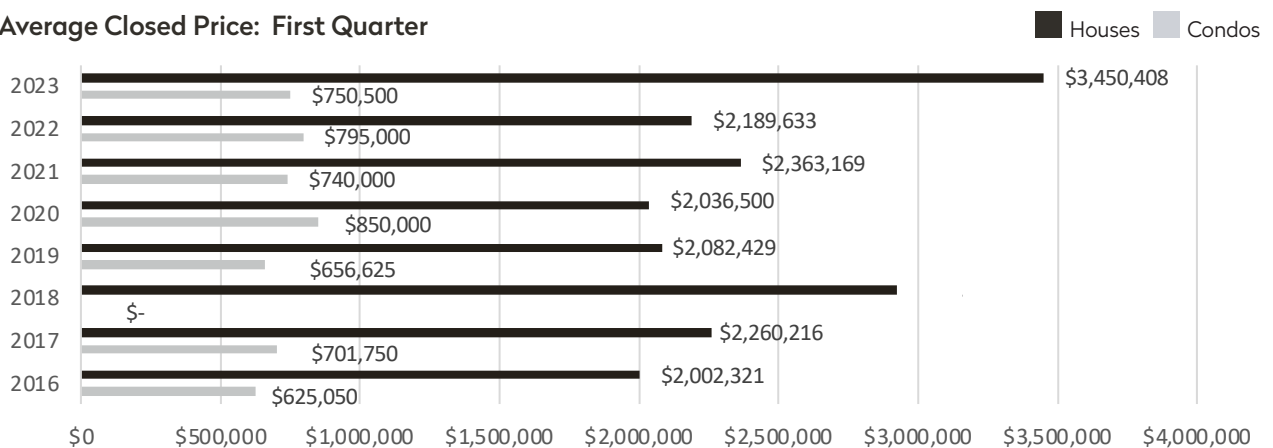
↓ 26%

	2023	2022	% CHANGE
Houses: Closings in March	5	6	-16.7%
Houses: Average Closing Price in March	\$2,770,652	\$2,067,417	+34%
Houses: Closings First Quarter	8	15	-46.7%
Houses: Average Closing Price First Quarter	\$3,450,408	\$2,189,633	+57.6%
Houses: Pending on March 31st	13	19	-31.6%
Houses: Inventory on March 31st	14	19	-26.3%
Condos: Closings First Quarter	2	1	+100%
Condos: Average Closing Price First Quarter	\$750,500	\$795,000	-5.6%
Condos: Inventory on March 31st	2	1	+100%

Closed: First Quarter



Average Closed Price: First Quarter



Old Greenwich Overview

Despite continued low inventory, 17 houses closed in Old Greenwich in the first quarter, a 13% increase from the same time last year. The average closing price was \$1.86M, a drop of 31% from last year and the lowest for the quarter since 2015. There were no closings in the quarter over \$4M compared to 4 in that price point over the same period last year.

Old Greenwich had 14 active houses at the end of March, equal to last year but about 75% fewer than we typically saw prior to Covid. There were also 10 houses pending (houses with signed contracts yet to close) at the end of the month ranging in price from \$1.2M to \$4.7M, with an average list price of \$2.4M.

Single Family Houses

Number of Solds Q1

2023 vs. 2022

↑ 13%

Average Sold Price Q1

2023 vs. 2022

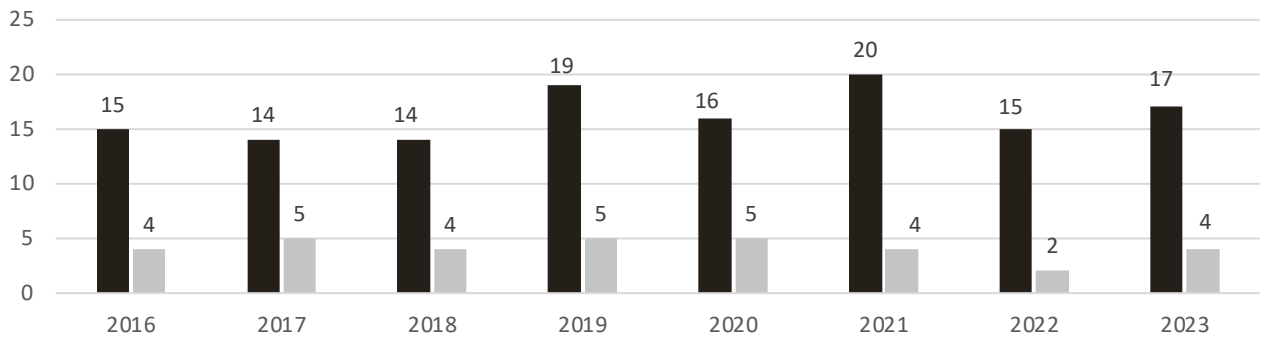
↓ 31%

March 31 Inventory vs. March 31, 2022

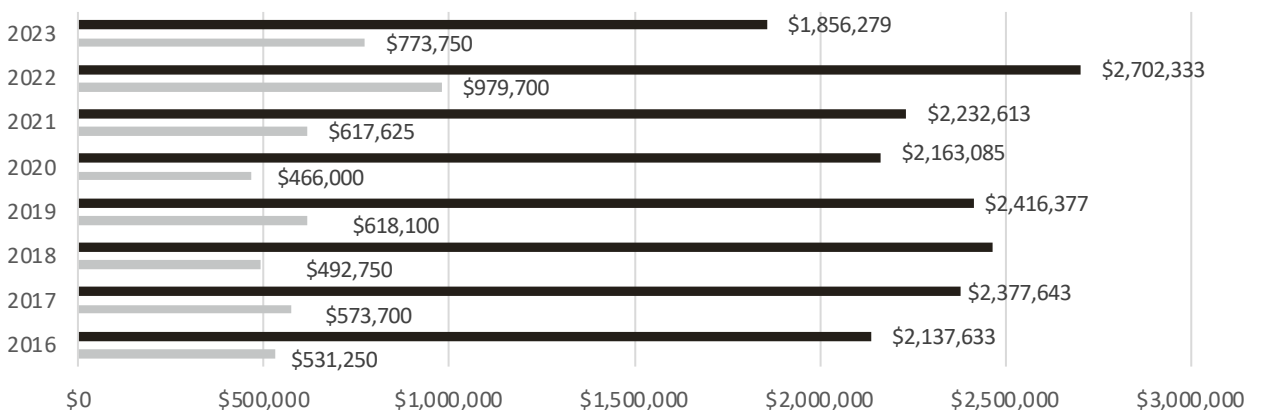
0%

	2023	2022	% CHANGE
Houses: Closings in March	9	4	+125%
Houses: Average Closing Price in March	\$1,768,778	\$2,512,500	-29.6%
Houses: Closings First Quarter	17	15	+13.3%
Houses: Average Closing Price First Quarter	\$1,856,279	\$2,702,333	-31.3%
Houses: Pending on March 31st	10	11	-9.1%
Houses: Inventory on March 31st	14	14	0%
Condos: Closings First Quarter	4	2	+100%
Condos: Average Closing Price First Quarter	\$773,750	\$979,700	-21%
Condos: Inventory on March 31st	2	0	NA

Closed: First Quarter



Average Closed Price: First Quarter



Stamford Overview

In the year's first quarter Stamford had 218 combined house and condo closings, down 40% from the same time last year and the lowest total for the quarter since 2013. Meanwhile, the number of active houses and condos at the end of March was 19% lower than the same time last year, and 70% lower from what we typically saw prior to Covid. The limited inventory is the primary cause of the lower number of sale, and has kept the market competitive for buyers. Houses in the quarter sold for on average 100.7% of the list price, over 100% for the fifth straight quarter. On average, condo buyers paid 100.3% of the list price. The average closing price for houses rose to \$914,000 and for condos to \$422,000, both record highs for the quarter.

	2023	2022	% CHANGE
Houses: Closings in March	38	63	-39.7%
Houses: Average Closing Price in March	\$906,709	\$791,635	+14.5%
Houses: Closings First Quarter	97	154	-37%
Houses: Average Closing Price First Quarter	\$913,728	\$799,117	+14.3%
Houses: Pending on March 31st	42	89	-52.8%
Houses: Inventory on March 31st	103	124	-16.9%
Condos: Closings First Quarter	121	210	-42.4%
Condos: Average Closing Price First Quarter	\$421,958	\$360,685	+17%
Condos: Inventory on March 31st	93	115	-19.1%

Single Family Houses

Number of Solds Q1

2023 vs. 2022

↓ 37%

Average Sold Price Q1

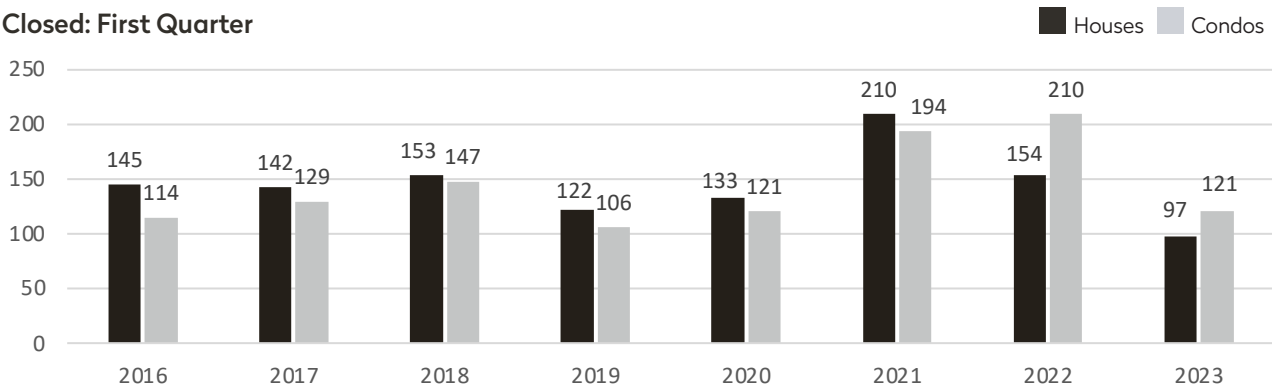
2023 vs. 2022

↑ 14%

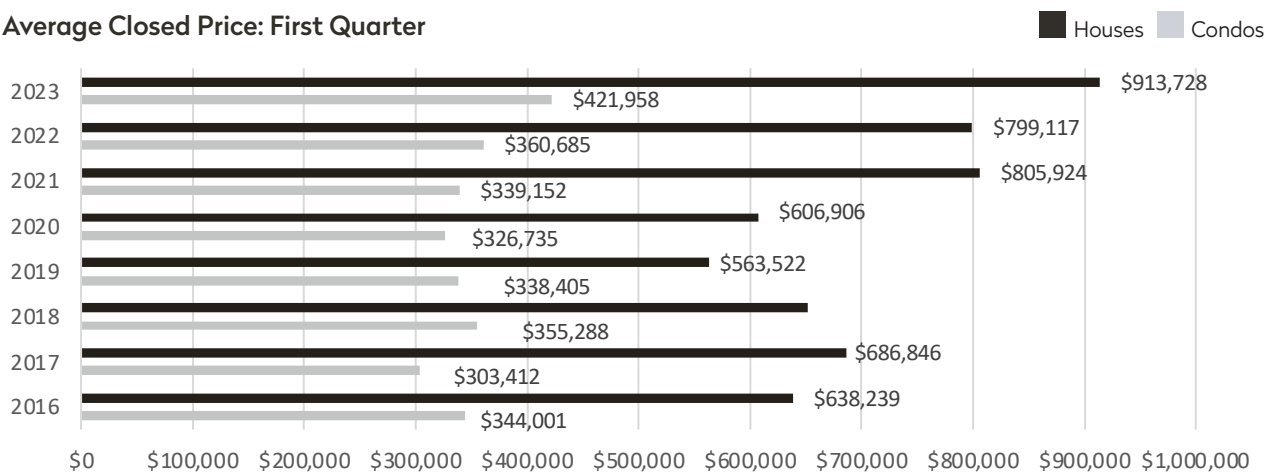
March 31 Inventory vs. March 31, 2022

↓ 17%

Closed: First Quarter



Average Closed Price: First Quarter



Darien Overview

There were 34 house closings in Darien in the first quarter, a decrease of 36% from last year and the lowest number since 2015. The drop in sales is primarily due to historically low inventory levels, although inventory has recently rebounded slightly. At the end of March, there were 47 active houses in Darien, up 62% from the previous month and 47% from the end of March 2022. Despite this recent increase, demand continues to outpace supply. During the quarter, the average number of days on market for closed houses decreased by 48% from last year to 40. Meanwhile, buyers paid on average 101.3% of the list price, over 100% for the fifth-straight quarter.

Single Family Houses

Number of Solds Q1

2023 vs. 2022

↓ 36%

Average Sold Price Q1

2023 vs. 2022

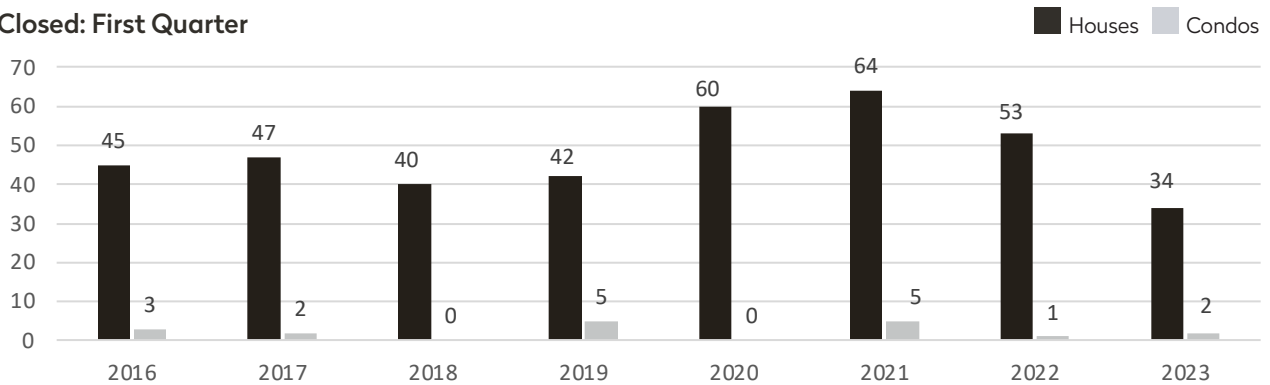
↓ 14%

March 31 Inventory vs. March 31, 2022

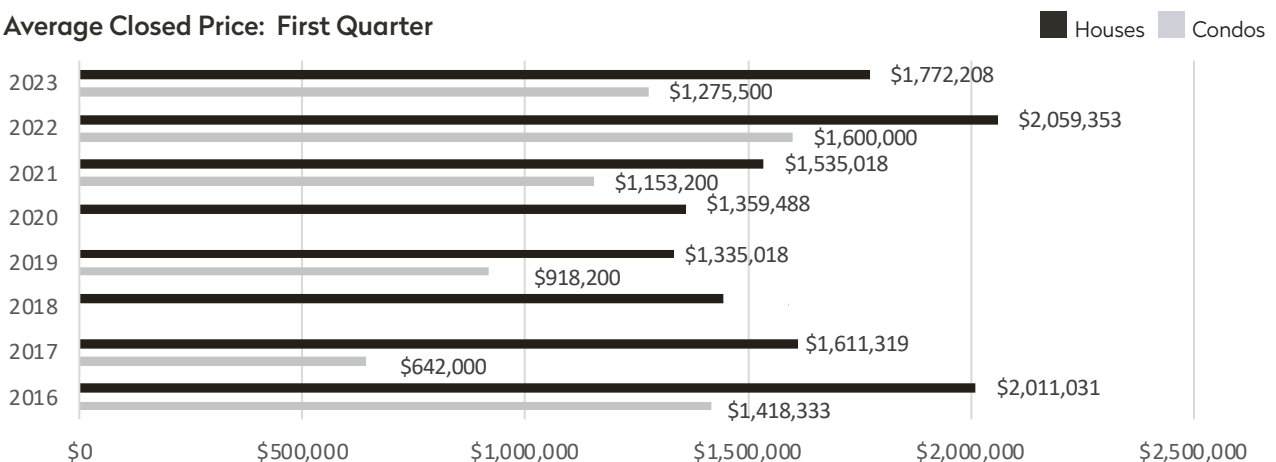
↑ 47%

	2023	2022	% CHANGE
Houses: Closings in March	13	21	-38.1%
Houses: Average Closing Price in March	\$1,938,545	\$2,232,613	-13.2%
Houses: Closings First Quarter	34	53	-35.8%
Houses: Average Closing Price First Quarter	\$1,772,208	\$2,059,353	-13.9%
Houses: Pending on March 31st	32	42	-23.8%
Houses: Inventory on March 31st	47	32	+46.9%
Condos: Closings First Quarter	2	1	+100%
Condos: Average Closing Price First Quarter	\$1,275,500	\$1,600,000	-20.3%
Condos: Inventory on March 31st	2	4	-50%

Closed: First Quarter



Average Closed Price: First Quarter



New Canaan Overview

New Canaan saw 30 house closings in the first quarter of the year, a drop of 44% from the same period last year and the lowest total for the quarter since 2013. The drop in sales is primarily due to historically low inventory levels, although inventory has increased recently. At the end of March, there were 100 active houses and condos available, an 11% increase from last year, making it one of only two towns in Lower Fairfield County to see an increase in inventory year over year. Prices continue to be strong. The average house closing price for the quarter was \$2.1 million, up 9% from last year and the highest for the quarter since 2011.

Single Family Houses

Number of Solds Q1

2023 vs. 2022



Average Sold Price Q1

2023 vs. 2022



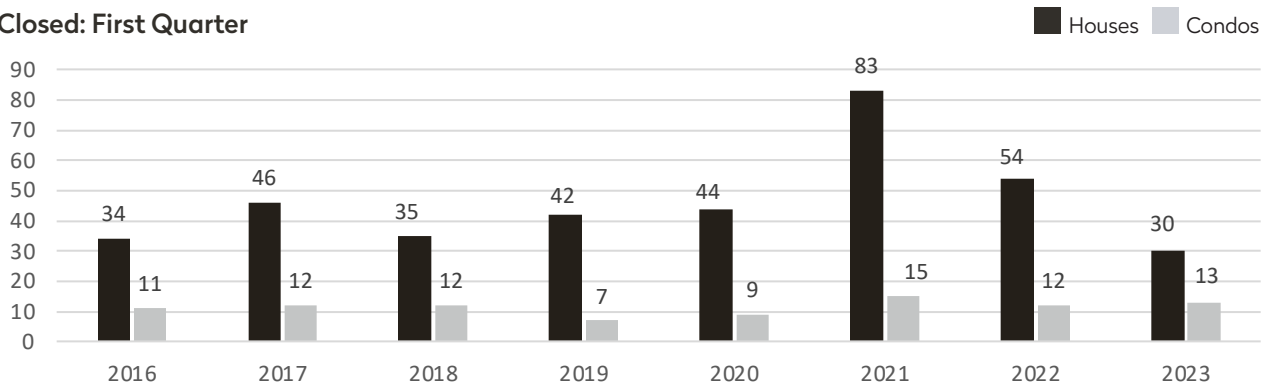
March 31 Inventory

vs. March 31, 2022

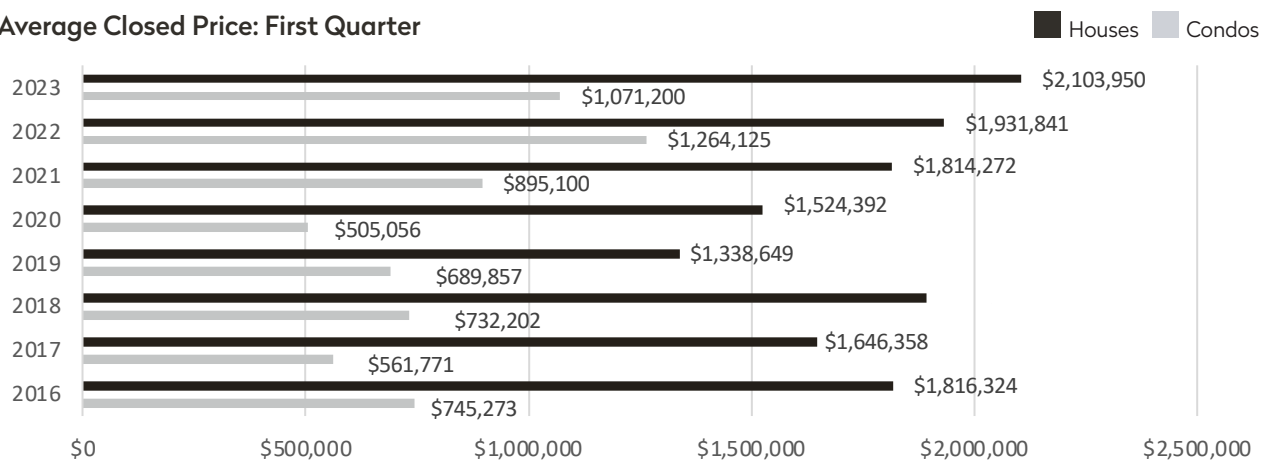


	2023	2022	% CHANGE
Houses: Closings in March	15	19	-21.1%
Houses: Average Closing Price in March	\$2,199,867	\$1,564,474	+40.6%
Houses: Closings First Quarter	30	54	-44.4%
Houses: Average Closing Price First Quarter	\$2,103,950	\$1,931,841	+8.9%
Houses: Pending on March 31st	32	43	-25.6%
Houses: Inventory on March 31st	64	53	+20.8%
Condos: Closings First Quarter	13	12	+8.3%
Condos: Average Closing Price First Quarter	\$1,071,200	\$1,264,125	-15.3%
Condos: Inventory on March 31st	36	37	-2.7%

Closed: First Quarter



Average Closed Price: First Quarter



Norwalk Overview

There were 161 combined house and condo closings in Norwalk in the first quarter, a drop of 26% from the same time last year and the second-lowest number for the quarter since 2014. Meanwhile, the number of active houses and condos at the end of March was 30% lower than the same time last year, and 70% lower than what we typically saw prior to Covid. Low inventory is the primary reason for the fewer number of sales and has maintained a competitive environment for buyers. Houses in the quarter sold on average for 100.9% of their list price, over 100% for the 8th consecutive quarter. The average closing price for houses rose to \$769K and for condos to \$469K, both records.

Single Family Houses

Number of Solds Q1

2023 vs. 2022



Average Sold Price Q1

2023 vs. 2022

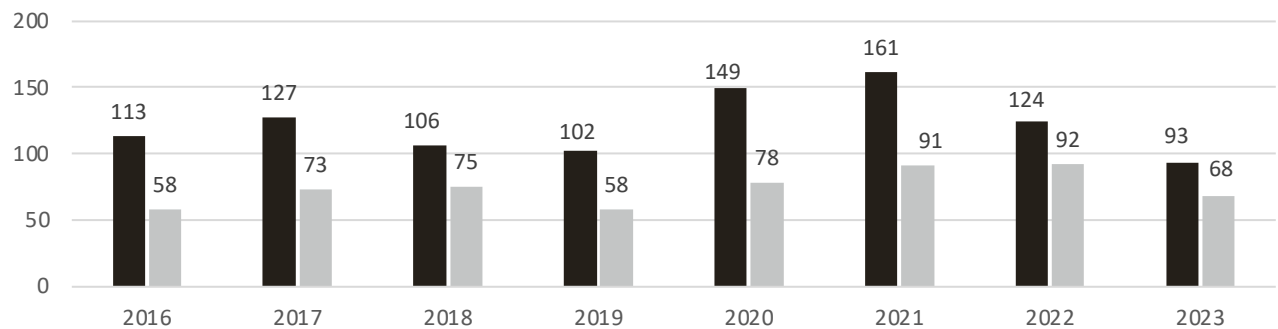


March 31 Inventory vs. March 31, 2022

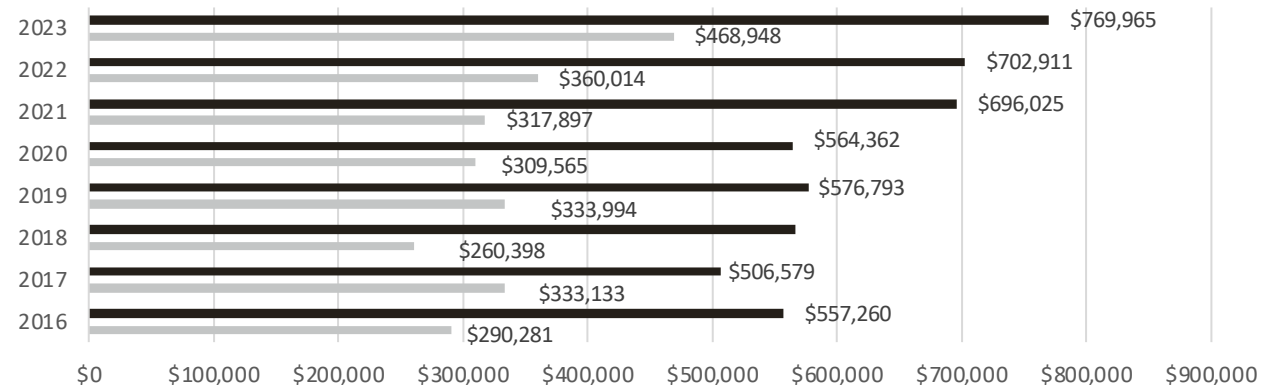


	2023	2022	% CHANGE
Houses: Closings in March	42	40	+5%
Houses: Average Closing Price in March	\$771,308	\$767,035	+0.6%
Houses: Closings First Quarter	93	124	-25%
Houses: Average Closing Price First Quarter	\$769,965	\$702,911	+9.5%
Houses: Pending on March 31st	62	95	-34.7%
Houses: Inventory on March 31st	76	111	-31.5%
Condos: Closings First Quarter	68	92	-26.1%
Condos: Average Closing Price First Quarter	\$468,948	\$360,014	+30.3%
Condos: Inventory on March 31st	44	61	-27.9%

Closed: First Quarter



Average Closed Price: First Quarter



Rowayton Overview

Rowayton had 7 house closings in the first quarter of the year, a drop of 30% from the same period last year and its second-lowest total for the quarter since 2010. The drop in sales is due primarily to historically low inventory levels. At the end of March, there were just 8 active houses in Rowayton, down 43% from the same time last year and about one-sixth of the number that is typically for this time of year. Despite the dip in sales, Rowayton prices have remained strong. In the first quarter, the average closing price for a house rose to \$1.6M, up 25% from last year and a record high for the quarter. There were also seven houses pending (contracts signed but not yet closed) with an average list price of \$2.1 million.

Single Family Houses

Number of Solds Q1

2023 vs. 2022



Average Sold Price Q1

2023 vs. 2022



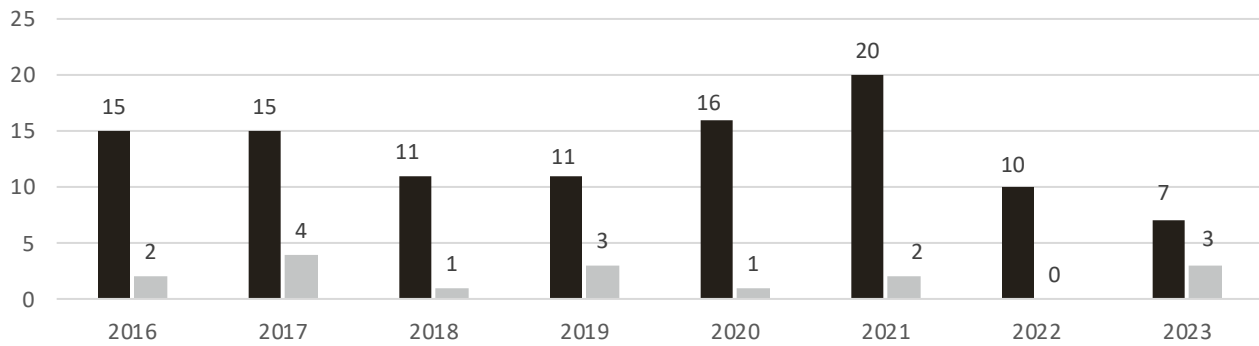
March 31 Inventory vs. March 31, 2022



	2023	2022	% CHANGE
Houses: Closings in March	2	3	-33.3%
Houses: Average Closing Price in March	\$2,072,500	\$1,941,667	+6.7%
Houses: Closings First Quarter	7	10	-30%
Houses: Average Closing Price First Quarter	\$1,609,431	\$1,280,400	+25.7%
Houses: Pending on March 31st	7	18	-61.1%
Houses: Inventory on March 31st	8	14	-42.9%
Condos: Closings First Quarter	3	0	NA
Condos: Average Closing Price First Quarter	\$3,375,000	\$0	NA
Condos: Inventory on March 31st	1	1	0%

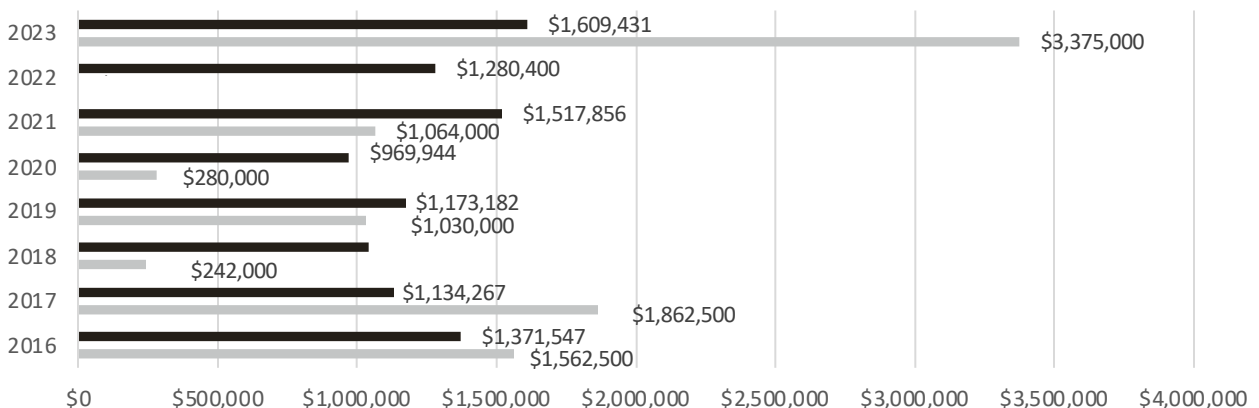
Closed: First Quarter

■ Houses ■ Condos



Average Closed Price: First Quarter

■ Houses ■ Condos



Wilton Overview

Wilton had 24 house closings in the first quarter of the year, a drop of 47% from the same period last year and the lowest total for the quarter since 2010. The decline in sales is primarily due to limited inventory, with the number of active houses at the end of March down 10% from last year and about 80% lower than pre-Covid levels. The limited inventory is the primary cause of the lower number of sales and has kept the market competitive for buyers. Houses in the quarter sold for on average 103.5% of the list price, over 100% for the 5th straight quarter. The average house closing price for the quarter was \$1.15M, down slightly from last year but still the second highest since 2007.

Single Family Houses

Number of Solds Q1

2023 vs. 2022

↓ 47%

Average Sold Price Q1

2023 vs. 2022

↓ 3%

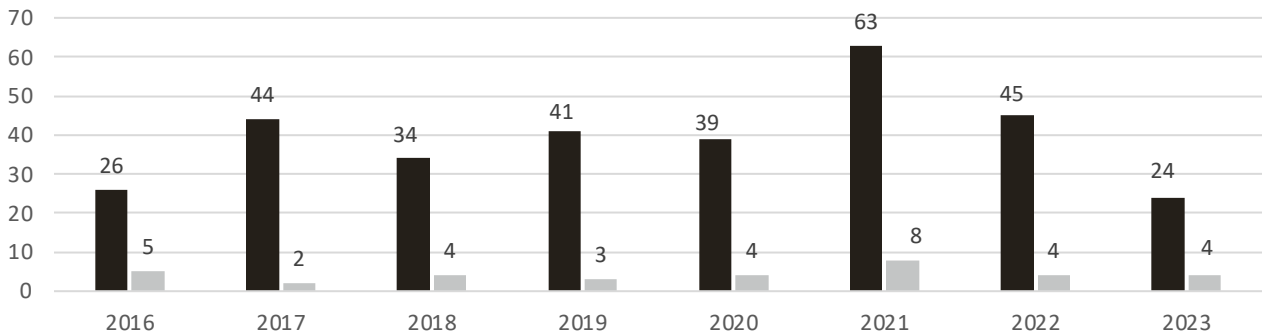
March 31 Inventory

vs. March 31, 2022

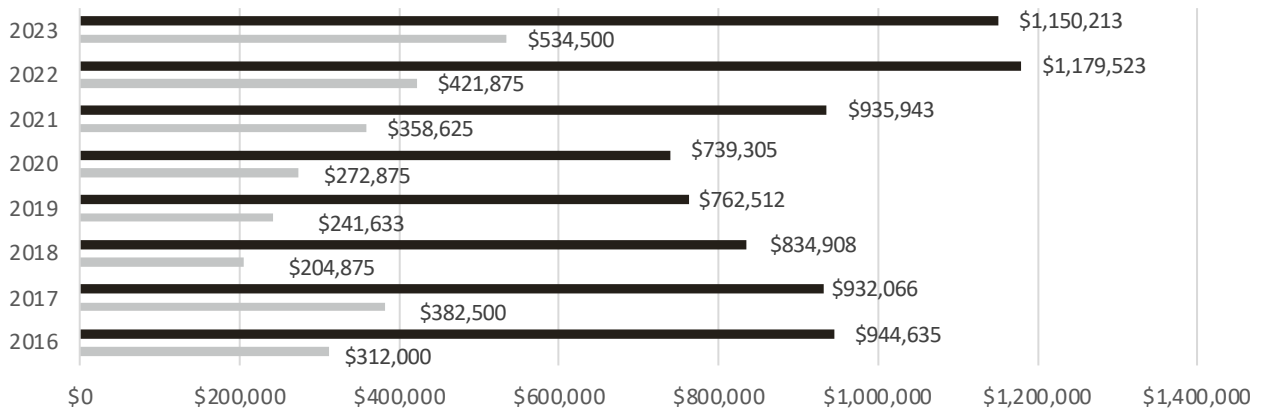
↓ 10%

	2023	2022	% CHANGE
Houses: Closings in March	8	13	-38.5%
Houses: Average Closing Price in March	\$1,306,388	\$1,322,346	-1.2%
Houses: Closings First Quarter	24	45	-46.7%
Houses: Average Closing Price First Quarter	\$1,150,213	\$1,179,523	-2.5%
Houses: Pending on March 31st	27	31	-12.9%
Houses: Inventory on March 31st	37	41	-9.8%
Condos: Closings First Quarter	4	4	0%
Condos: Average Closing Price First Quarter	\$534,500	\$421,875	+26.7%
Condos: Inventory on March 31st	2	6	-66.7%

Closed: First Quarter



Average Closed Price: First Quarter



Westport Overview

There were 53 house closings in Westport in the first quarter of the year, a decline of 39% from last year and the second-lowest total since 2011. The drop in closings is due primarily to historically low inventory levels, although inventory at the end of March increased by 17% month-over-month. Prices have, however, remained strong. House prices in the first quarter averaged \$2.2 million, slightly lower than last year, but still the second-highest for the quarter in the past two decades. Additionally, the average closing price per square foot rose 7% from last year to \$545.

Single Family Houses

Number of Solds Q1

2023 vs. 2022

↓ 39%

Average Sold Price Q1

2023 vs. 2022

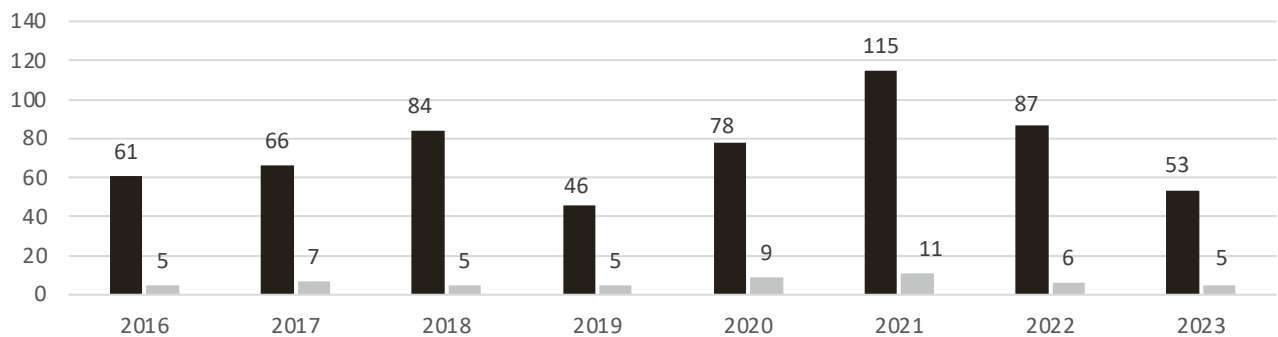
↓ 5%

March 31 Inventory vs. March 31, 2022

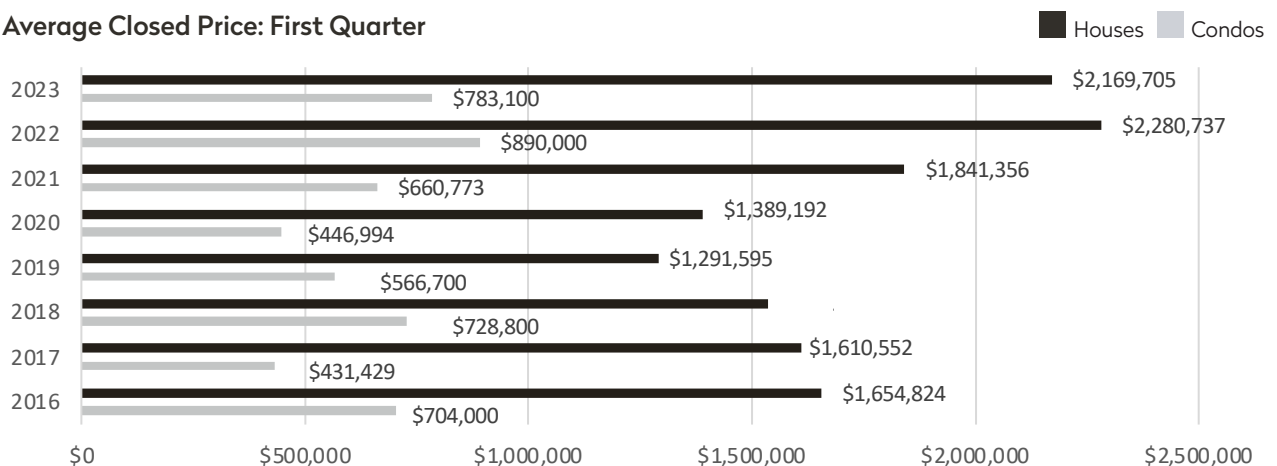
↓ 18%

	2023	2022	% CHANGE
Houses: Closings in March	18	34	-47.1%
Houses: Average Closing Price in March	\$2,291,907	\$2,726,838	-16%
Houses: Closings First Quarter	53	87	-39.1%
Houses: Average Closing Price First Quarter	\$2,169,705	\$2,280,737	-4.9%
Houses: Pending on March 31st	46	85	-45.9%
Houses: Inventory on March 31st	81	99	-18.2%
Condos: Closings First Quarter	5	6	-16.7%
Condos: Average Closing Price First Quarter	\$783,100	\$890,000	-12%
Condos: Inventory on March 31st	29	18	+61.1%

Closed: First Quarter



Average Closed Price: First Quarter



Weston Overview

In the year's first quarter, Weston had 21 house closings, down 38% from the same time last year and the lowest total for the quarter since 2015. The decrease in sales is primarily due to limited inventory, with the number of active houses at the end of March down 40% from last year and about 80% lower than pre-Covid levels. The limited inventory has also kept the market competitive for buyers. For closings in the quarter, buyers on average paid 99.8% of the list price for houses, and the average days on market was just 81 days.

Single Family Houses

Number of Solds Q1

2023 vs. 2022

↓ 38%

Average Sold Price Q1

2023 vs. 2022

↓ 11%

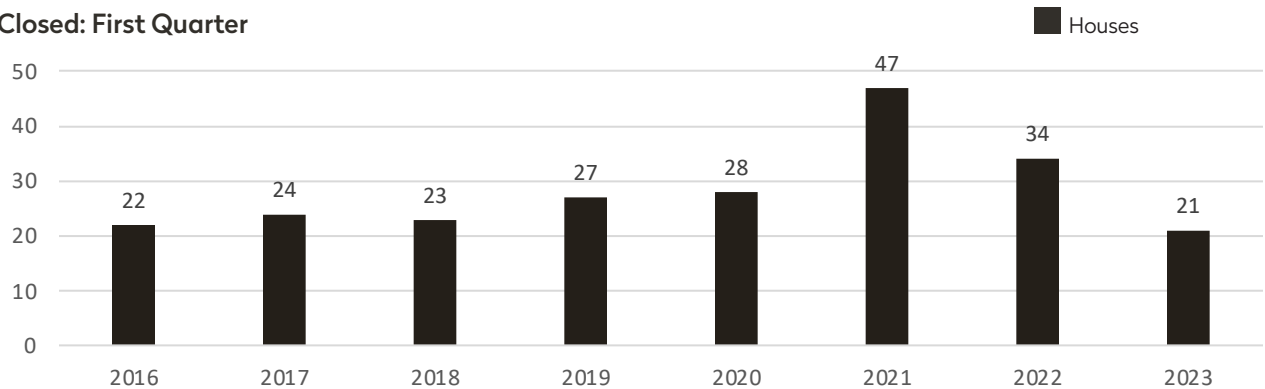
March 31 Inventory

vs. March 31, 2022

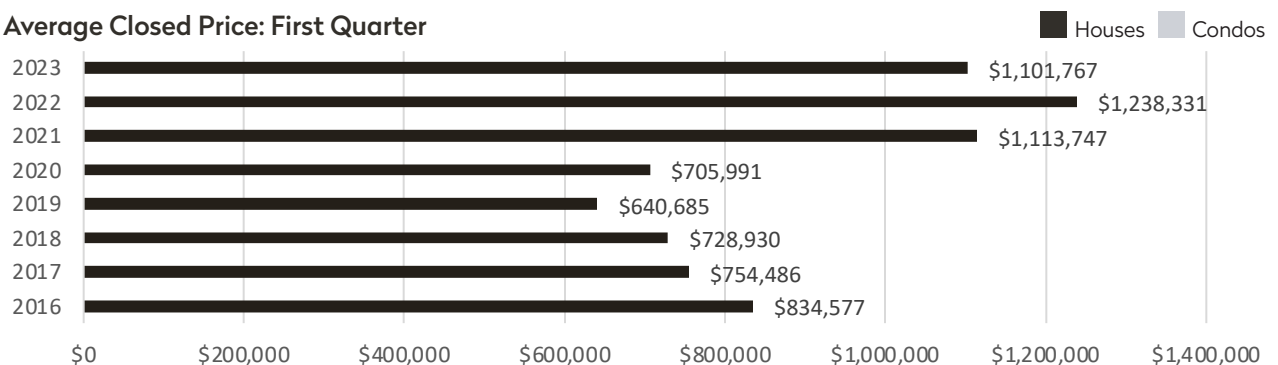
↓ 40%

	2023	2022	% CHANGE
Houses: Closings in March	7	18	-61.1%
Houses: Average Closing Price in March	\$1,123,729	\$1,235,806	-9.1%
Houses: Closings First Quarter	21	34	-38.2%
Houses: Average Closing Price First Quarter	\$1,101,767	\$1,238,331	-11%
Houses: Pending on March 31st	24	33	-27.3%
Houses: Inventory on March 31st	26	43	-39.5%

Closed: First Quarter



Average Closed Price: First Quarter



Fairfield Overview

Fairfield saw 102 house closings in the first quarter, a drop of 27% from the same period last year and the lowest total for the quarter since 2014. The decline in sales is primarily due to historically low inventory levels, with only 104 active houses at the end of March, an 11 percent decrease from the previous year, while the inventory of houses priced under \$700K is down 46% year-over-year. Low supply has also kept the market competitive for buyers. In the quarter, houses sold on average for 99.6% of their list price, while the average number of days spent on market for closings was 72, the second-fewest for the quarter in the last two decades.

Single Family Houses

Number of Solds Q1

2023 vs. 2022



Average Sold Price Q1

2023 vs. 2022



March 31 Inventory

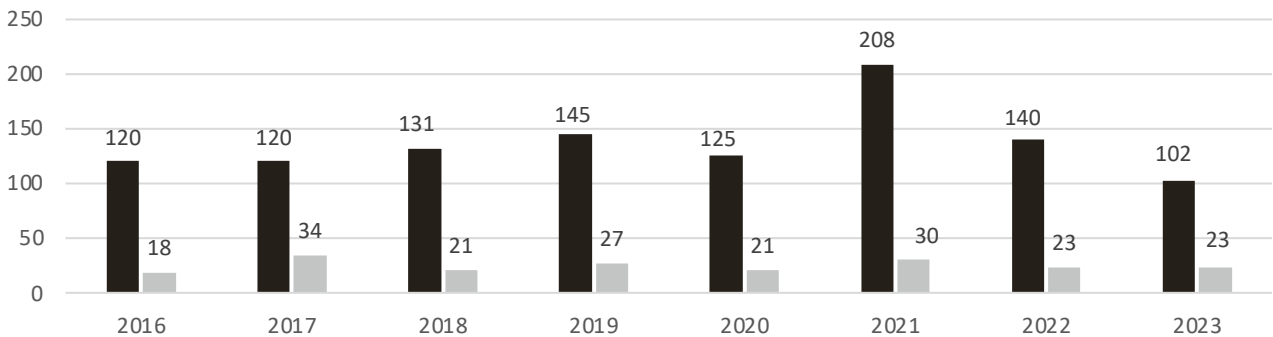
vs. March 31, 2022



	2023	2022	% CHANGE
Houses: Closings in March	46	61	-24.6%
Houses: Average Closing Price in March	\$1,024,625	\$991,128	+3.4%
Houses: Closings First Quarter	102	140	-27.1%
Houses: Average Closing Price First Quarter	\$872,140	\$945,313	-7.7%
Houses: Pending on March 31st	65	75	-13.3%
Houses: Inventory on March 31st	104	117	-11.1%
Condos: Closings First Quarter	23	23	0%
Condos: Average Closing Price First Quarter	\$653,478	\$590,604	+10.6%
Condos: Inventory on March 31st	8	21	-61.9%

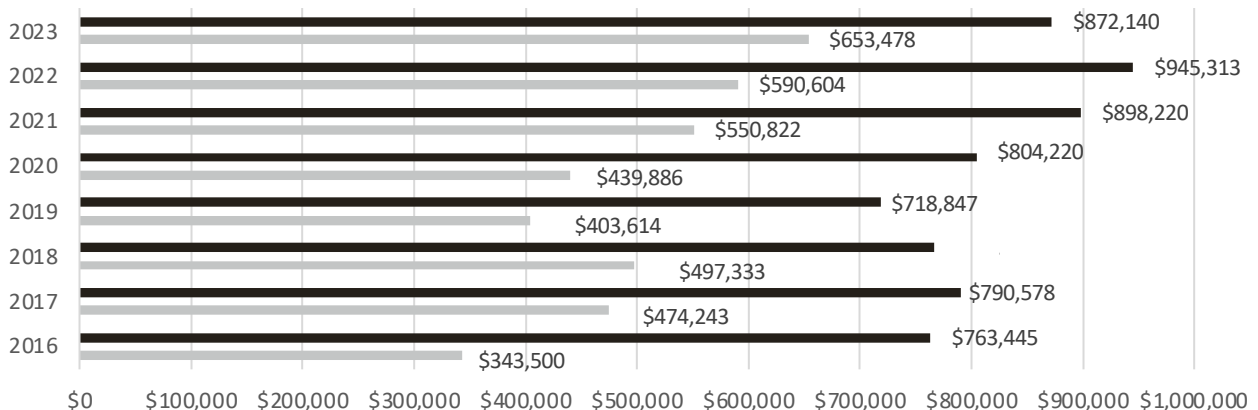
Closed: First Quarter

■ Houses ■ Condos



Average Closed Price: First Quarter

■ Houses ■ Condos



Ridgefield Overview

Ridgefield had 47 house closings in the first quarter, a drop of 34% from the same period last year and the fewest for the quarter since 2014. Sales have declined primarily due to a lack of inventory, with the number of active houses at the end of March down 29% from the same time last year and approximately 80% lower than pre-Covid levels. Ridgefield prices have remained robust despite the dip in sales. The average closing price for a house in the first quarter was \$1.1M, up 27% from last year and a record high for the quarter. Further, the average closing price per square foot rose to \$317, a 7% increase from the same time last year.

Single Family Houses

Number of Solds Q1

2023 vs. 2022

↓ 34%

Average Sold Price Q1

2023 vs. 2022

↑ 27%

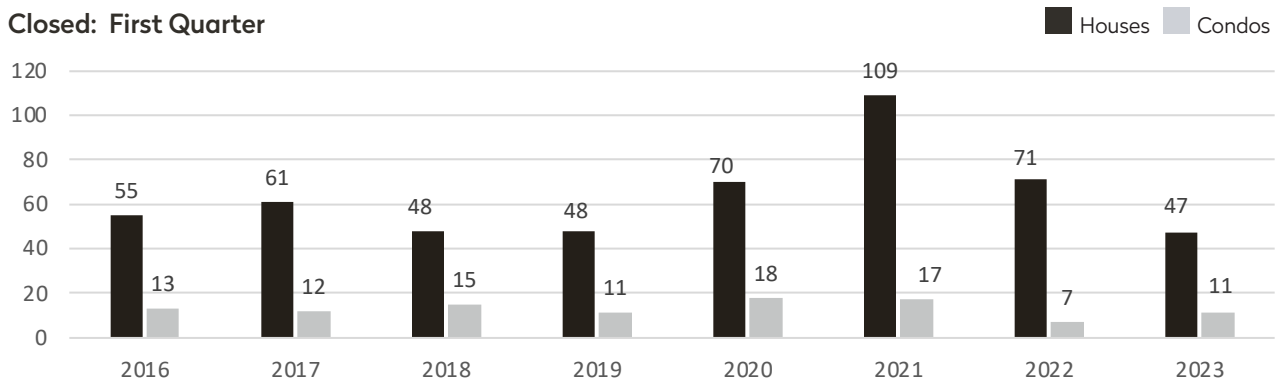
March 31 Inventory

vs. March 31, 2022

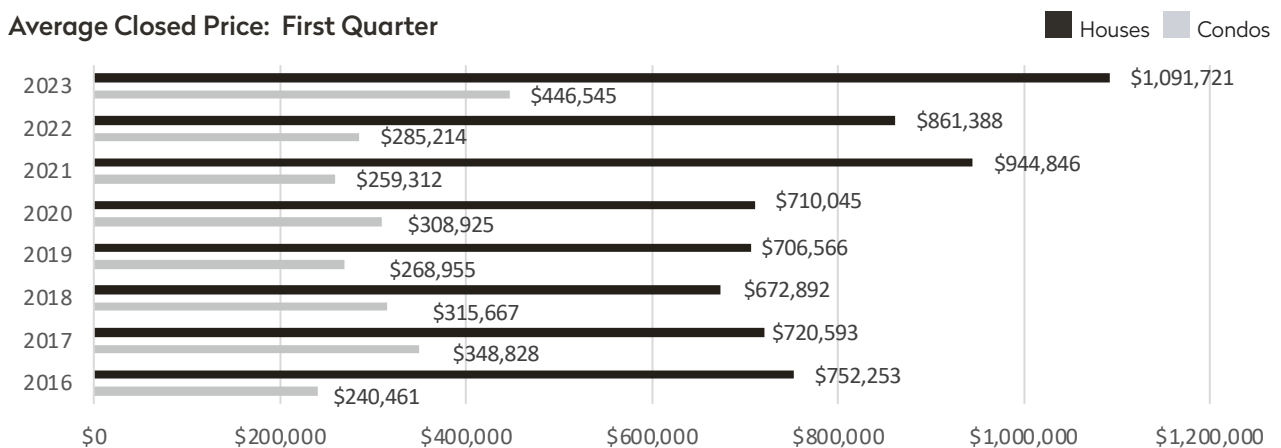
↓ 29%

	2023	2022	% CHANGE
Houses: Closings in March	18	28	-35.7%
Houses: Average Closing Price in March	\$1,126,194	\$909,269	+23.9%
Houses: Closings First Quarter	47	71	-33.8%
Houses: Average Closing Price First Quarter	\$1,091,721	\$861,388	+26.7%
Houses: Pending on March 31st	25	37	-32.4%
Houses: Inventory on March 31st	40	56	-28.6%
Condos: Closings First Quarter	11	7	+57.1%
Condos: Average Closing Price First Quarter	\$446,545	\$285,214	+56.6%
Condos: Inventory on March 31st	9	9	0%

Closed: First Quarter



Average Closed Price: First Quarter



Redding Overview

Redding had 16 house closings in the first quarter of the year, a drop of 43% from the same period last year and the lowest total for the quarter since 2012. The decline in sales is primarily due to limited inventory, with the number of active houses at the end of March down 27% from last year and about 80% lower than pre-Covid levels. The limited inventory is the primary cause of the lower number of sales and has kept the market competitive for buyers. Houses in the quarter sold for on average 102% of the list price, over 100% for the 4th time in the last five quarters. The average house closing price for the quarter was \$784K, the highest since 2016.

Single Family Houses

Number of Solds Q1

2023 vs. 2022

↓ 43%

Average Sold Price Q1

2023 vs. 2022

0%

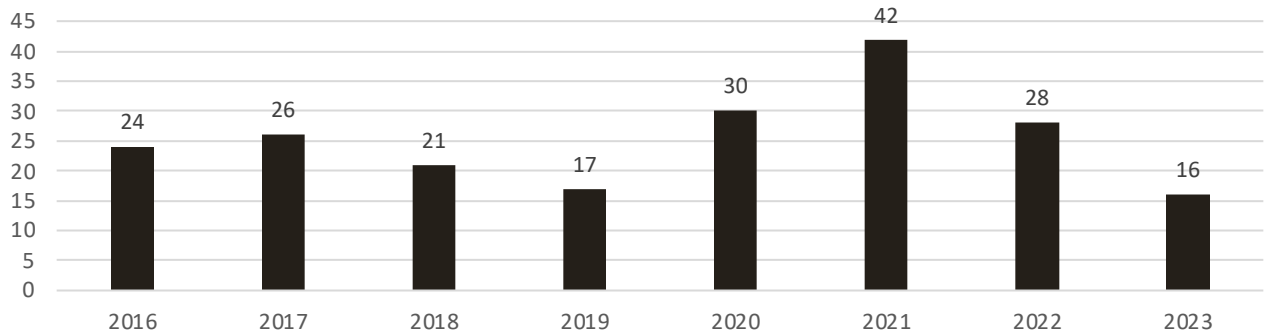
March 31 Inventory

vs. March 31, 2022

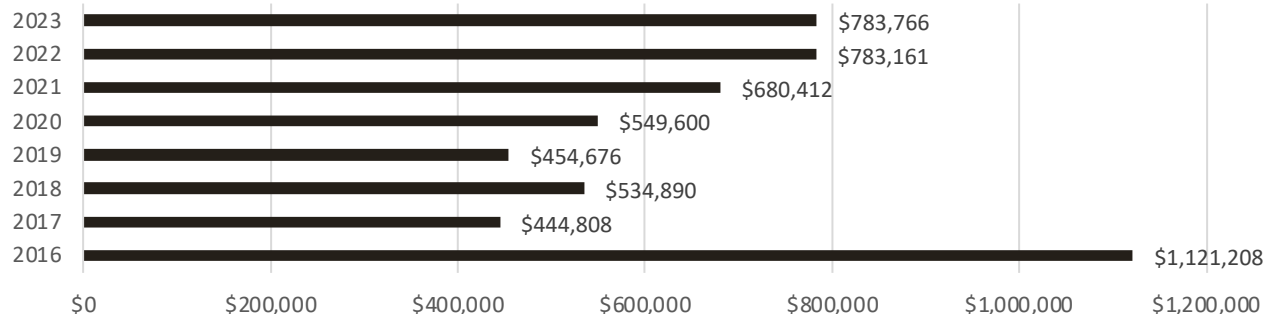
↓ 27%

	2023	2022	% CHANGE
Houses: Closings in March	5	12	-58.3%
Houses: Average Closing Price in March	\$953,600	\$755,333	+26.2%
Houses: Closings First Quarter	16	28	-42.9%
Houses: Average Closing Price First Quarter	\$783,766	\$783,161	+0.1%
Houses: Pending on March 31st	10	17	-41.2%
Houses: Inventory on March 31st	16	22	-27.3%

Closed: First Quarter



Average Closed Price: First Quarter



Easton Overview

In the year's first quarter, Easton had 18 house closings, down 14% from the same time last year and the lowest total for the quarter since 2017. Meanwhile, the number of active houses at the end of March was 35% lower than the same time last year and about 75% fewer than what we typically saw prior to Covid. Limited inventory is the primary cause of lower sales and has kept the market competitive for buyers. Houses in the quarter sold for on average 100.8% of the list price, over 100% for the 5th time in the last six quarters. The average days on market for house closings was 56, down 62% from a year ago.

Single Family Houses

Number of Solds Q1

2023 vs. 2022

↓ 14%

Single Family Houses

	2023	2022	% CHANGE
Houses: Closings in March	6	10	-40%
Houses: Average Closing Price in March	\$941,333	\$1,135,550	-17.1%
Houses: Closings First Quarter	18	21	-14.3%
Houses: Average Closing Price First Quarter	\$796,972	\$1,088,000	-26.7%
Houses: Pending on March 31st	6	11	-45.5%
Houses: Inventory on March 31st	17	26	-34.6%

Average Sold Price Q1

2023 vs. 2022

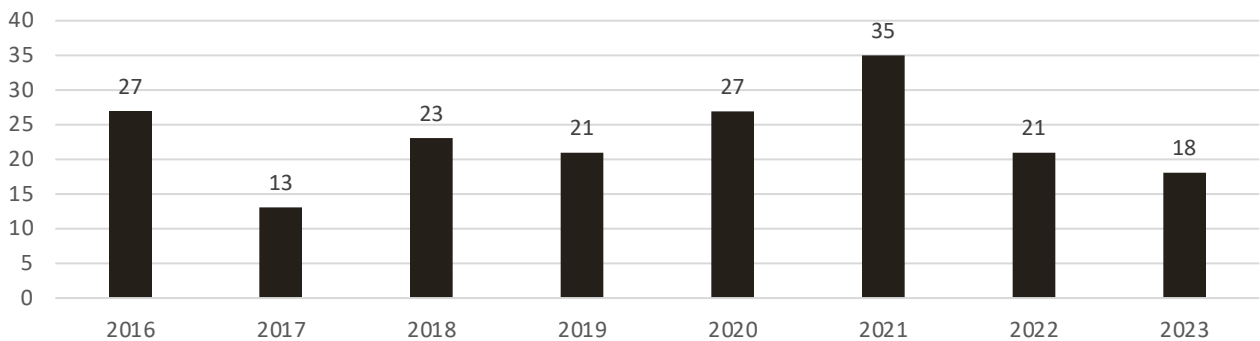
↓ 27%

March 31 Inventory

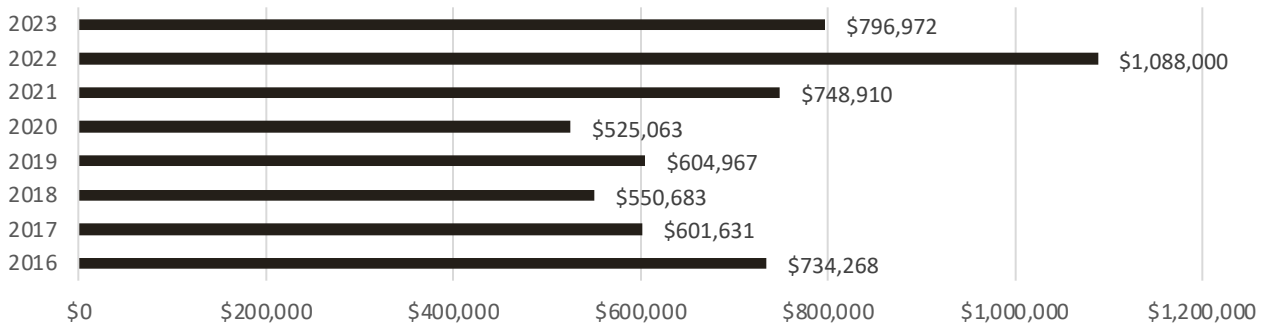
vs. March 31, 2022

↓ 35%

Closed: First Quarter



Average Closed Price: First Quarter



Contact Us

First Quarter 2023

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