

YEAR END 2022

Market Report

Connecticut

BHSID 170503818

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# Lower Fairfield County

## Fourth Quarter Overview

Brown Harris Stevens

Lower Fairfield County's real estate market, like much of the country, slowed in the latter half of the year due to higher mortgage rates and low inventory. However, prices remain strong and demand for homes continues to outpace supply.

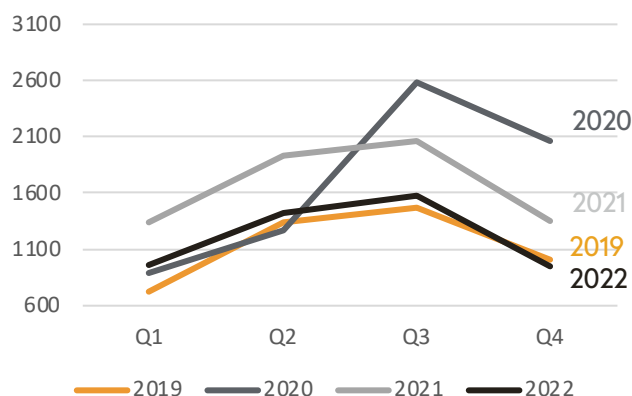
The fourth quarter of 2022 saw 1,329 house and condo closings, down 29% from the same time last year and 4% from 2019, the last pre-Covid year. There were 399 sold houses and condos in December, a drop of 38% from December 2021, the biggest percentage decrease year-over-year for any month in 2022. The number of pendings (signed contracts that have yet to close) at the end of December was down 39% from the same time the previous year.

Despite the reduced number of sales, prices are strong. While the average house sold price in the fourth quarter was about even with the fourth quarter of 2021, the median closing price rose 6% to \$920K. The average condo price was up 6% to \$533K. The price per square foot for houses in the fourth quarter increased 7% to \$405, while the price per square foot for condos rose 10% to \$367.

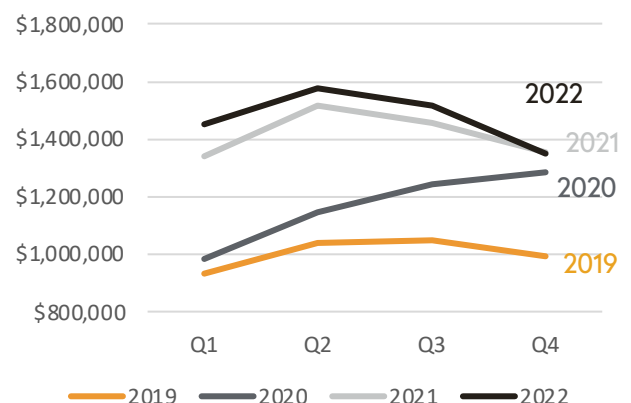
Low inventory, which was down 15% at the end of the year from the already record-low level in December 2021, and 71% from the same time in 2019, has kept the market competitive for buyers. In the fourth quarter, buyers paid on average 99.9% of the list price for closed houses and 100.2% for condos. Properties continue to sell quickly as well, with the cumulative days on the market for sold houses for the quarter at 60 days, a 24% decrease from the previous year. Further, the overall absorption rate for houses at the end of December was just 1.7 months, indicating a continued seller's market.



**Number of Sold Houses, Lower Fairfield County By Quarter**



**Average House Sale Price, Lower Fairfield County By Quarter**

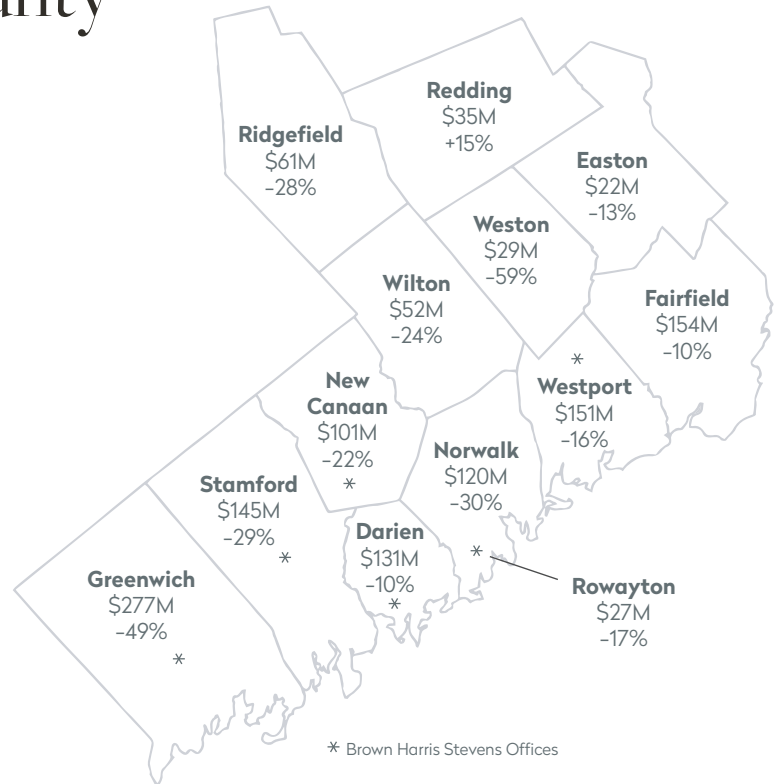


Year End 2022

# Lower Fairfield County

## Dollar Volume of House Sales Fourth Quarter 2022 vs. 2021

To the right is a look at the total dollar volume of house sales for each town for the fourth quarter of 2022 and the percentage change as it compares to the same time frame in 2021. Collectively, the dollar volume of closings in the quarter for Lower Fairfield County was \$1.3 billion, a decrease of 30 percent vs. the fourth quarter of 2021.



## Town Comparison: Sold Houses - Fourth Quarter

Town	# of Closed Houses		% change	Average Closing Price		% change
	2022	2021		2022	2021	
Darien	59	72	-18.1%	\$2,217,247	\$2,015,903	+10%
Easton	27	32	-15.6%	\$796,793	\$770,694	+3.4%
Fairfield	156	193	-19.2%	\$984,829	\$883,346	+11.5%
All of Greenwich	101	173	-41.6%	\$2,742,715	\$3,157,028	-13.1%
New Canaan	49	64	-23.4%	\$2,070,306	\$2,020,508	+2.5%
Norwalk	143	218	-34.4%	\$836,287	\$784,183	+6.6%
Redding	38	44	-13.6%	\$928,047	\$694,985	+33.5%
Ridgefield	64	89	-28.1%	\$959,684	\$960,421	-0.1%
Rowayton*	14	16	-12.5%	\$1,907,116	\$2,019,398	-5.6%
Stamford	166	238	-30.3%	\$876,339	\$858,223	+2.1%
Weston	25	58	-56.9%	\$1,164,224	\$1,230,309	-5.4%
Westport	71	102	-30.4%	\$2,122,929	\$1,753,614	+21.1%
Wilton	49	64	-23.4%	\$1,066,534	\$1,074,550	-0.7%

\*Rowayton solds data also included in Norwalk.

All data sourced from Connecticut Smart MLS and Greenwich MLS. Actives from the Connecticut Smart MLS include Active and Show status. Actives from the Greenwich MLS include Active and Contingent Contract status. Condos in report include Condos and Co-Ops.

# All of Greenwich Overview

All of Greenwich (Greenwich, Cos Cob, Riverside, and Old Greenwich) saw a drop in both house sales and average sale prices in the fourth quarter. A total of 101 houses closed in the quarter, down 42% from last year and 14% from pre-pandemic 2019. The average sale price fell 13% year-over-year to \$2.7M. Despite the slowdown in sales, low inventory has kept up strong competition for homes. In the quarter, buyers on average paid 99.9% of the asking price for closed houses, a record high for the quarter, while the average cumulative days on market for closings was 61 days, 45% lower than a year ago.

## Single Family Houses

### Number of Solds Q4

2022 vs. 2021

↓ 42%

### Average Sold Price Q4

2022 vs. 2021

↓ 13%

### Inventory on Dec. 31

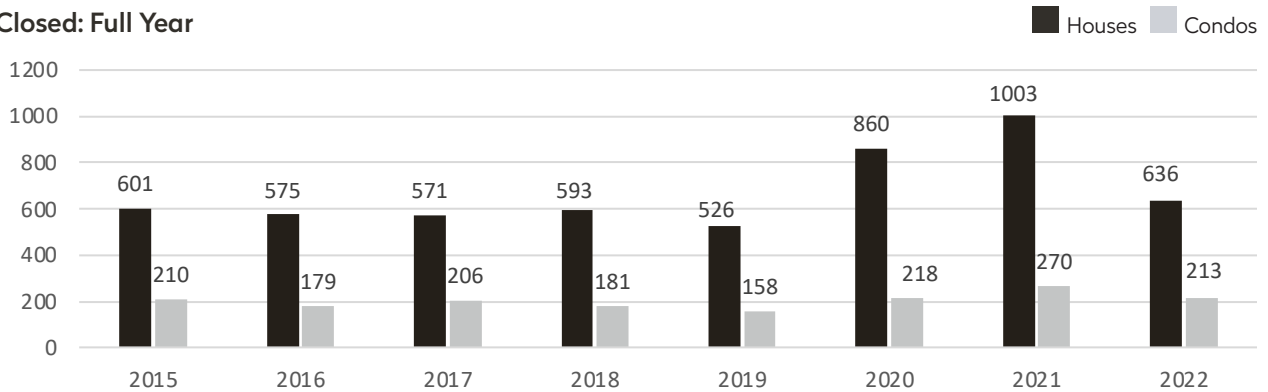
vs. Dec. 31, 2021

↓ 21%

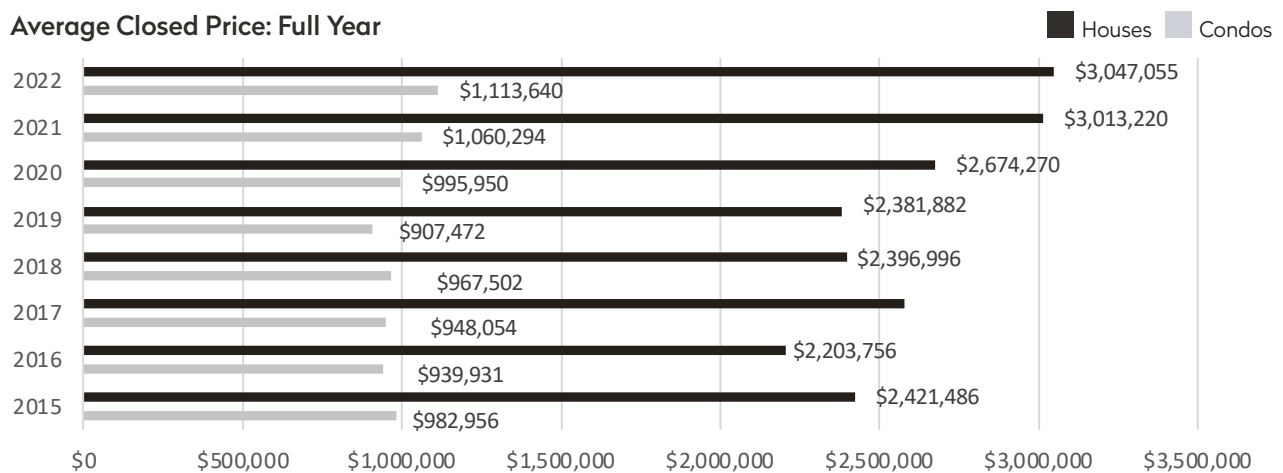
## Single Family Houses

	2022	2021	% CHANGE
Houses: Closings in Fourth Quarter	101	173	-41.6%
Houses: Average Closing Price Fourth Quarter	\$2,742,715	\$3,157,028	-13.1%
Houses: Closings Full Year	636	1003	-36.6%
Houses: Average Closing Price Full Year	\$3,047,055	\$3,013,220	+1.1%
Houses: Pending on December 31st	39	53	-26.4%
Houses: Inventory on December 31st	159	200	-20.5%
Condos: Closings Full Year	213	270	-21.1%
Condos: Average Closing Price Full Year	\$1,113,640	\$1,060,294	+5%
Condos: Inventory on December 31st	42	63	-33.3%

## Closed: Full Year



## Average Closed Price: Full Year



# Greenwich Overview

In the final quarter of the year, Greenwich had 92 house and condo closings – a 38% decrease from the previous year and the second-lowest number for the quarter in the past decade. December saw 17 house closings, the fewest for the month since 2011. The average sale prices for houses and condos also decreased year-over-year, with houses down 17% to \$3M and condos down 15% to \$1.1M. However, low inventory has kept up competition for available homes. Closed houses spent an average of just 61 cumulative days on the market, a 55% decrease from the previous year, and buyers paid on average 100.2% of the list price.

## Single Family Houses

	2022	2021	% CHANGE
Houses: Closings in Fourth Quarter	57	103	-44.7%
Houses: Average Closing Price Fourth Quarter	\$3,020,672	\$3,617,159	-16.5%
Houses: Closings Full Year	368	579	-36.4%
Houses: Average Closing Price Full Year	\$3,531,789	\$3,478,562	+1.5%
Houses: Pending on December 31st	30	39	-23.1%
Houses: Inventory on December 31st	118	163	-27.6%
Condos: Closings Full Year	159	206	-22.8%
Condos: Average Closing Price Full Year	\$1,229,234	\$1,164,982	+5.5%
Condos: Inventory on December 31st	34	46	-26.1%

## Single Family Houses

### Number of Solds Q4

2022 vs. 2021

↓ 45%

### Average Sold Price Q4

2022 vs. 2021

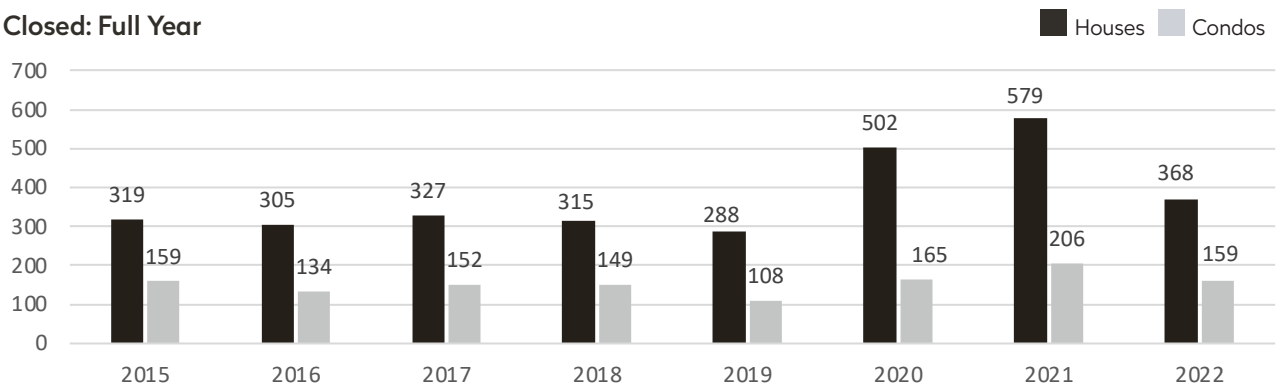
↓ 17%

### Inventory on Dec. 31

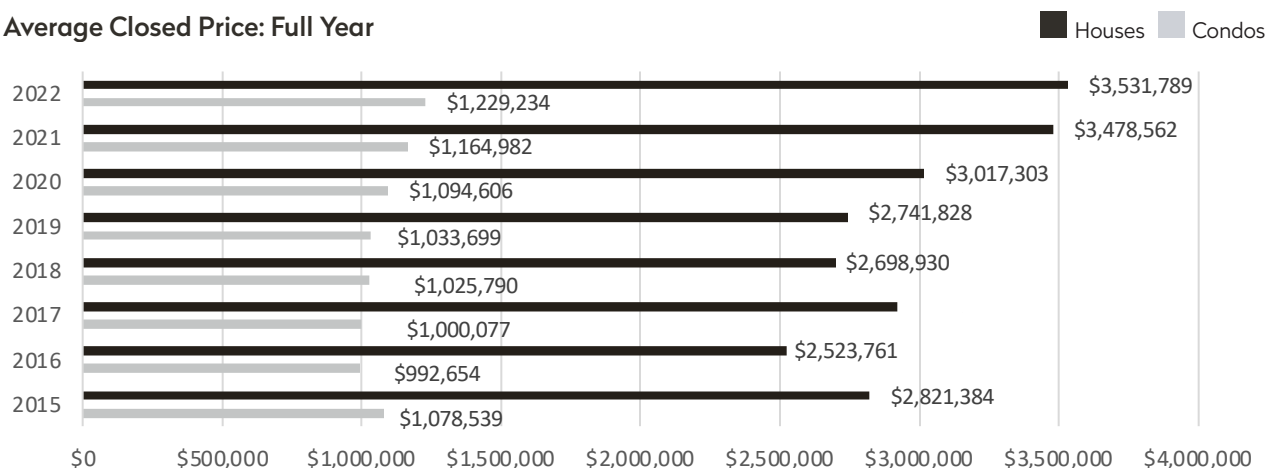
vs. Dec. 31, 2021

↓ 28%

## Closed: Full Year



## Average Closed Price: Full Year



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# Riverside Overview

The market in Riverside remained strong in the fourth quarter, despite a dip in the number of house closings. A total of 20 houses closed, a 9% decrease from the fourth quarter of 2021, but still roughly on par with pre-pandemic levels. The average sale price of \$2.45M was a 21% decrease year-over-year but still the third highest since 2004. Houses in Riverside moved quickly in the quarter, with the cumulative days on market for closings at just 74 days, while buyers on average paid 100.1% of the list price, over 100% for the fourth straight quarter.

## Single Family Houses

	2022	2021	% CHANGE
Houses: Closings in Fourth Quarter	20	22	-9.1%
Houses: Average Closing Price Fourth Quarter	\$2,449,337	\$3,103,653	-21.1%
Houses: Closings Full Year	104	162	-35.8%
Houses: Average Closing Price Full Year	\$2,507,629	\$2,624,529	-4.5%
Houses: Pending on December 31st	3	3	0%
Houses: Inventory on December 31st	13	13	0%
Condos: Closings Full Year	4	8	-50%
Condos: Average Closing Price Full Year	\$791,125	\$752,500	+5.1%
Condos: Inventory on December 31st	3	0	NA

## Single Family Houses

### Number of Solds Q4

2022 vs. 2021

↓ 9%

### Average Sold Price Q4

2022 vs. 2021

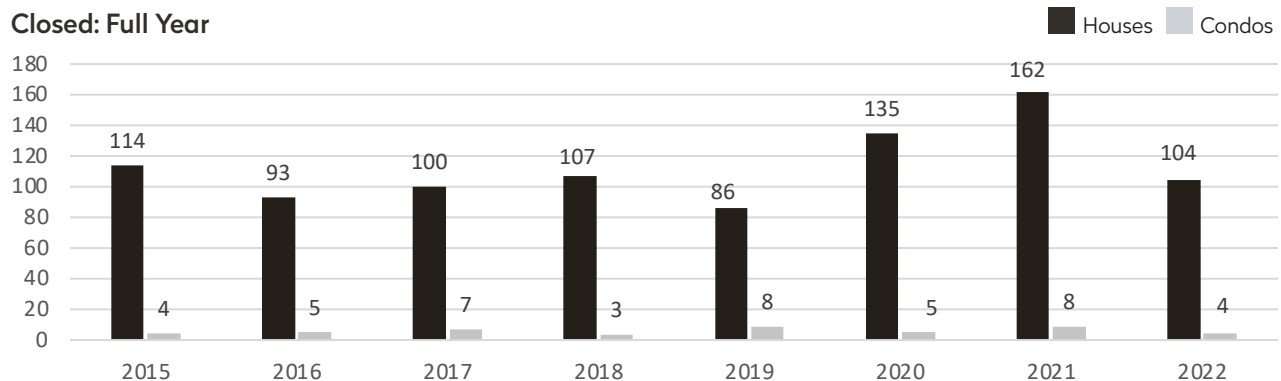
↓ 21%

### Inventory on Dec. 31

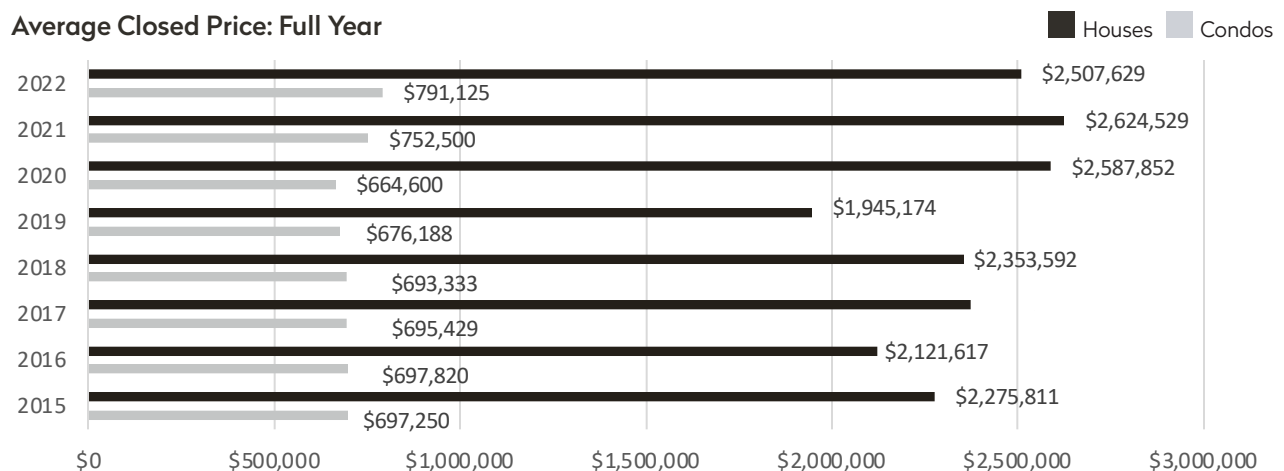
vs. Dec. 31, 2021

0%

## Closed: Full Year



## Average Closed Price: Full Year



Year End 2022

# Cos Cob Overview

Despite a decrease in the number of closings, the market in Cos Cob remained relatively strong in the final quarter of 2022. A total of 12 houses closed during the quarter, a 40% drop from the previous year, but in line with pre-pandemic levels. The average sale price for houses rose 36% year-over-year to \$2.1M. Houses continued to move quickly, with the cumulative days on market for closings in the quarter at just 67 days, a 53% decrease compared to the same time in 2021. Sellers have been more flexible on price of late, with buyers paying an average of 98.1% of the list price for closings, the second quarter in a row the average was below 100%.

## Single Family Houses

### Number of Solds Q4

2022 vs. 2021

↓ 40%

### Average Sold Price Q4

2022 vs. 2021

↑ 36%

### Inventory on Dec. 31

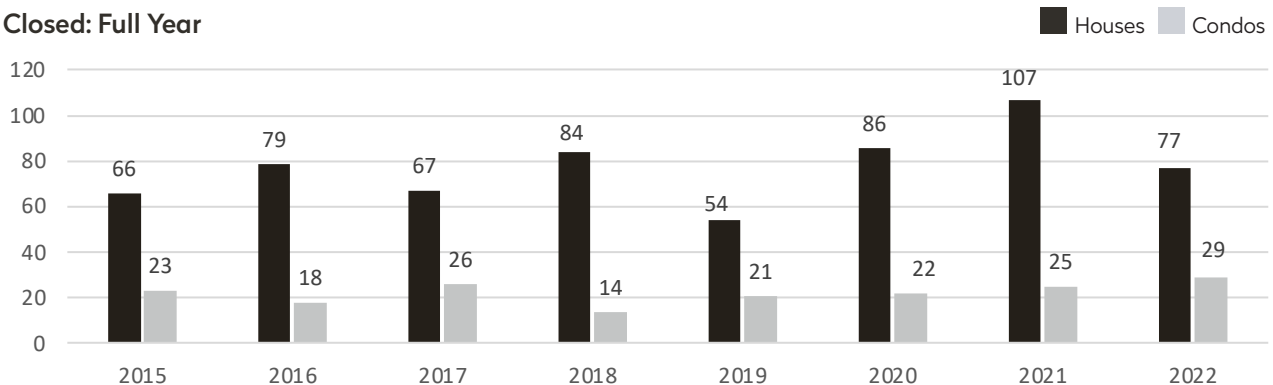
vs. Dec. 31, 2021

0%

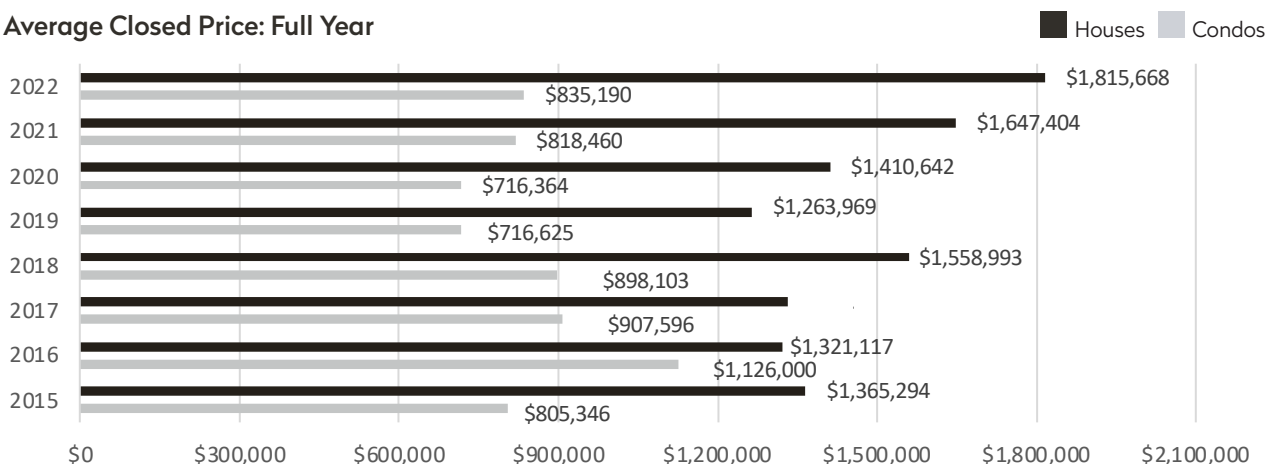
## Single Family Houses

	2022	2021	% CHANGE
Houses: Closings in Fourth Quarter	12	20	-40%
Houses: Average Closing Price Fourth Quarter	\$2,050,708	\$1,502,952	+36.4%
Houses: Closings Full Year	77	107	-28%
Houses: Average Closing Price Full Year	\$1,815,668	\$1,647,404	+10.2%
Houses: Pending on December 31st	2	5	-60%
Houses: Inventory on December 31st	12	12	0%
Condos: Closings Full Year	29	25	+16%
Condos: Average Closing Price Full Year	\$835,190	\$818,460	+2%
Condos: Inventory on December 31st	3	16	-81.3%

## Closed: Full Year



## Average Closed Price: Full Year



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# Old Greenwich Overview

In the final quarter of 2022, the real estate market in Old Greenwich saw a dip in the number of closings and an increase in average sale prices. A total of 12 houses closed, a drop of 57% from the previous year, and even slightly below what we typically saw pre-Covid. However, the average house sale price reached \$2.6M, down 3% from the same time in 2021 but still the third highest in the past two decades. The average price per square foot for houses rose 9% to \$832, a record high for the quarter. Low inventory has continued to drive competition for available homes. Houses on average sold for 100% of the list price, the third quarter in a row the list-to-sale price ratio was at least 100%.

## Single Family Houses

	2022	2021	% CHANGE
Houses: Closings in Fourth Quarter	12	28	-57.1%
Houses: Average Closing Price Fourth Quarter	\$2,603,391	\$2,687,821	-3.1%
Houses: Closings Full Year	87	155	-43.9%
Houses: Average Closing Price Full Year	\$2,731,363	\$2,624,038	+4.1%
Houses: Pending on December 31st	4	6	-33.3%
Houses: Inventory on December 31st	16	12	+33.3%
Condos: Closings Full Year	21	31	-32.3%
Condos: Average Closing Price Full Year	\$684,387	\$639,081	+7.1%
Condos: Inventory on December 31st	2	1	+100%

## Single Family Houses

### Number of Solds Q4

2022 vs. 2021

↓ 57%

### Average Sold Price Q4

2022 vs. 2021

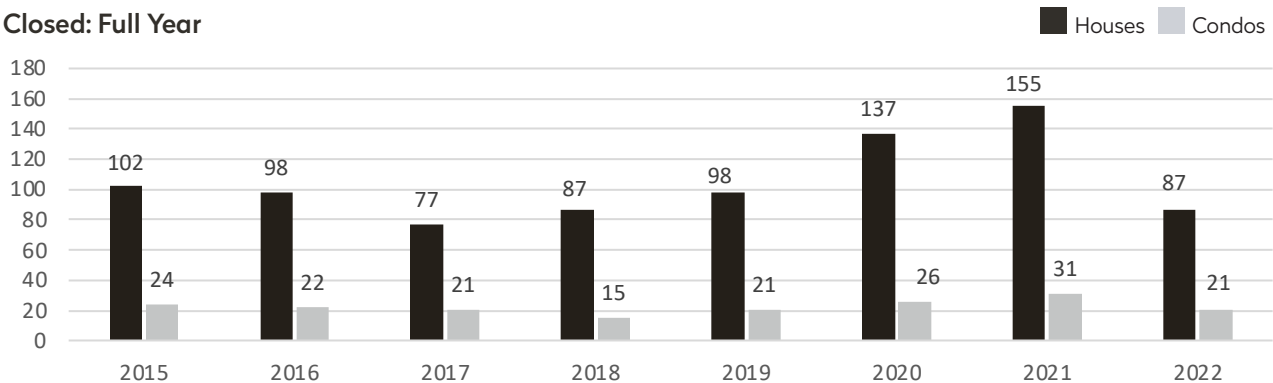
↓ 3%

### Inventory on Dec. 31

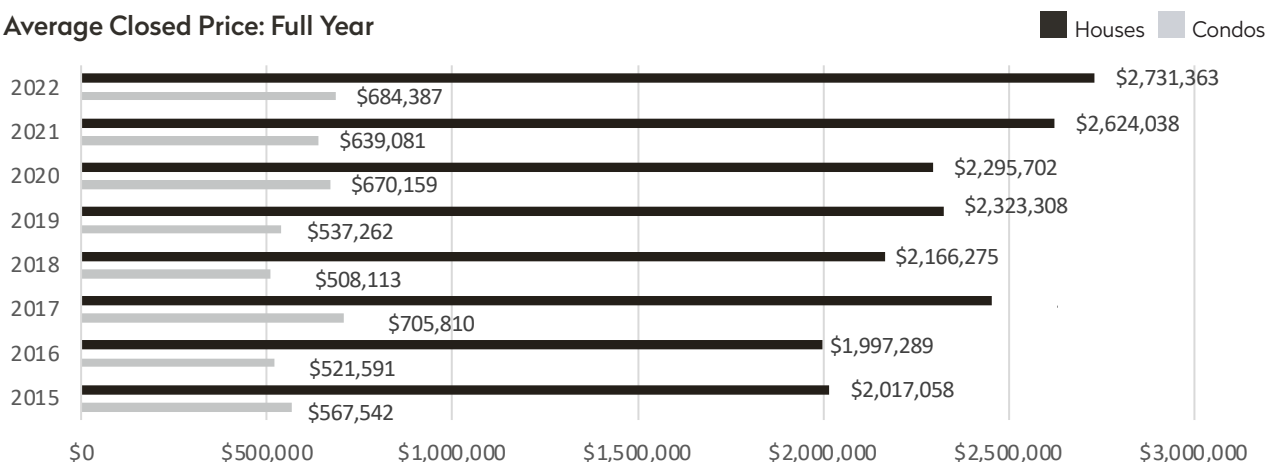
vs. Dec. 31, 2021

↑ 33%

## Closed: Full Year



## Average Closed Price: Full Year





Year End 2022

# Stamford Overview

In the final quarter of 2022, the market in Stamford saw a dip in the number of closings and an uptick in average sale prices. A total of 317 houses and condos closed in the quarter, a drop of 34% from the same time a year ago, but in line with what we saw in the years prior to Covid. The average house sale price reached a record high of \$875K, an increase of 2% from 2021, while the average price per square foot for houses rose 3% to \$300. Condos in the area also saw an increase, with average closing prices climbing 6% year-over-year to \$377K, the highest since 2007. Low inventory has continued to drive competition for available homes, with buyers paying on average 100.5% of the list price for closed houses, over 100% for the fourth straight quarter.

## Single Family Houses

	2022	2021	% CHANGE
Houses: Closings in Fourth Quarter	166	238	-30.3%
Houses: Average Closing Price Fourth Quarter	\$876,339	\$858,223	+2.1%
Houses: Closings Full Year	775	996	-22.2%
Houses: Average Closing Price Full Year	\$879,238	\$832,859	+5.6%
Houses: Pending on December 31st	42	81	-48.1%
Houses: Inventory on December 31st	91	95	-4.2%
Condos: Closings Full Year	774	939	-17.6%
Condos: Average Closing Price Full Year	\$371,711	\$355,242	+4.6%
Condos: Inventory on December 31st	72	126	-42.9%

## Single Family Houses

### Number of Solds Q4

2022 vs. 2021

↓ 30%

### Average Sold Price Q4

2022 vs. 2021

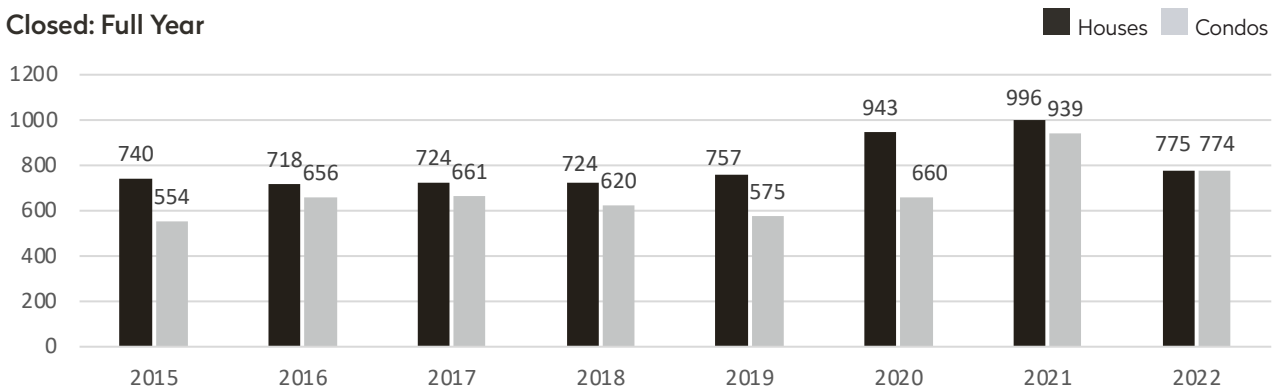
↑ 2%

### Inventory on Dec. 31

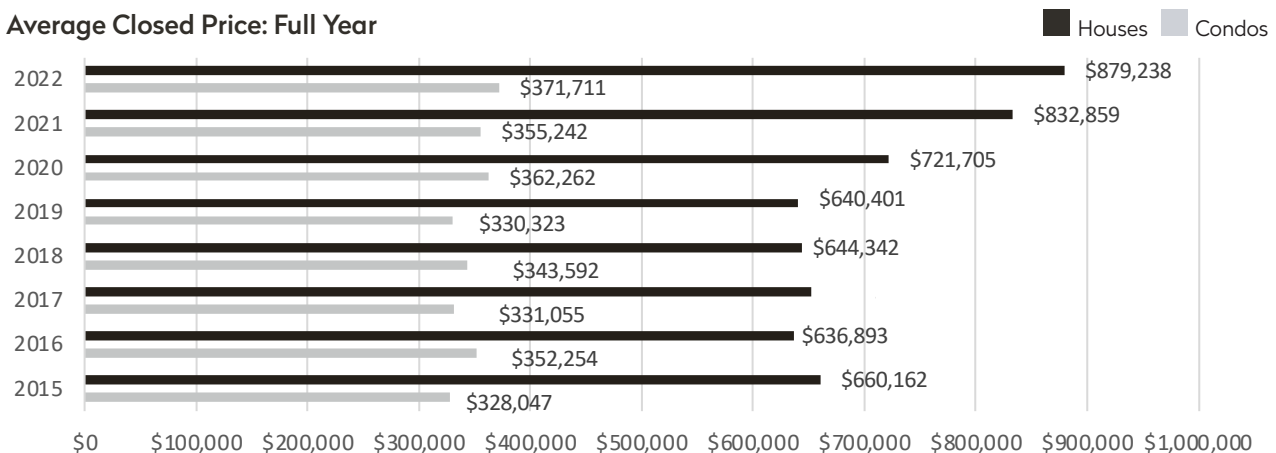
vs. Dec. 31, 2021

↓ 4%

## Closed: Full Year



## Average Closed Price: Full Year



# Darien Overview

The market in Darien remained strong in the fourth quarter, despite a decrease in the number of closings. A total of 59 houses sold in the quarter, representing an 18% decrease from the same period in 2021, but on par with the years prior to the pandemic. Meanwhile, the average sale price in Darien rose 10% year-over-year to \$2.2M, a record high for the quarter. The average price per square foot for the quarter also rose, to \$582, 12% higher than at the same time last year. Low inventory has continued to drive competition for available homes, with buyers on average paying 100.4% of the list price for closed houses, over 100% for the fourth straight quarter.

## Single Family Houses

### Number of Solds Q4

2022 vs. 2021

↓ 18%

### Average Sold Price Q4

2022 vs. 2021

↑ 10%

### Inventory on Dec. 31

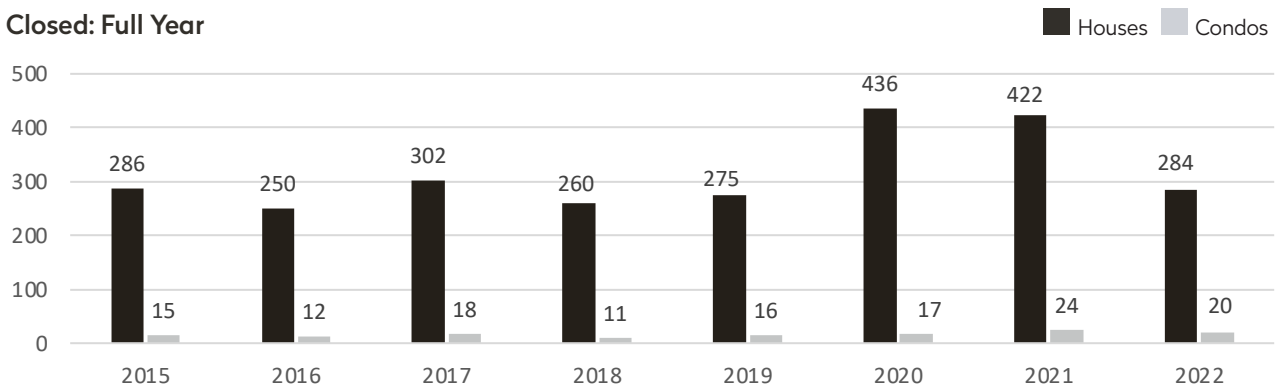
vs. Dec. 31, 2021

↓ 15%

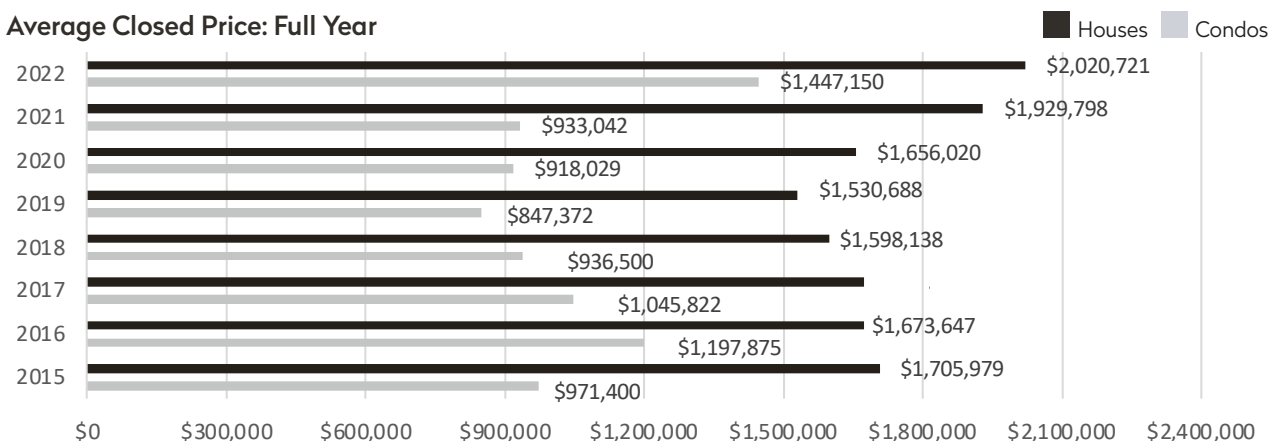
## Single Family Houses

	2022	2021	% CHANGE
Houses: Closings in Fourth Quarter	59	72	-18.1%
Houses: Average Closing Price Fourth Quarter	\$2,217,247	\$2,015,903	+10%
Houses: Closings Full Year	284	422	-32.7%
Houses: Average Closing Price Full Year	\$2,020,721	\$1,929,798	+4.7%
Houses: Pending on December 31st	19	29	-34.5%
Houses: Inventory on December 31st	23	20	+15%
Condos: Closings Full Year	20	24	-16.7%
Condos: Average Closing Price Full Year	\$1,447,150	\$933,042	+55.1%
Condos: Inventory on December 31st	2	0	NA

## Closed: Full Year



## Average Closed Price: Full Year



Year End 2022

# New Canaan Overview

In the final quarter of 2022, the market in New Canaan saw a dip in the number of closings and an uptick in average sale prices. A total of 49 houses and condos closed in the quarter, a drop of 23% from the previous year, but in line with what we saw in the years prior to Covid. The average house sale price reached a record high of \$2.1M, while the average price per square foot for houses rose 5% to \$455. Condos also saw an increase, with average closing prices climbing 11% year-over-year to \$1.1M, the second highest in the past two decades. Low inventory has continued to drive competition for available homes, with closed houses spending an average of just 64 cumulative days on the market, a 39% decrease from the previous year.

## Single Family Houses

	2022	2021	% CHANGE
Houses: Closings in Fourth Quarter	49	64	-23.4%
Houses: Average Closing Price Fourth Quarter	\$2,070,306	\$2,020,508	+2.5%
Houses: Closings Full Year	260	436	-40.4%
Houses: Average Closing Price Full Year	\$2,166,924	\$1,989,404	+8.9%
Houses: Pending on December 31st	11	34	-67.6%
Houses: Inventory on December 31st	52	57	-8.8%
Condos: Closings Full Year	70	92	-23.9%
Condos: Average Closing Price Full Year	\$1,165,841	\$1,027,181	+13.5%
Condos: Inventory on December 31st	38	39	-2.6%

## Single Family Houses

### Number of Solds Q4

2022 vs. 2021

↓ 23%

### Average Sold Price Q4

2022 vs. 2021

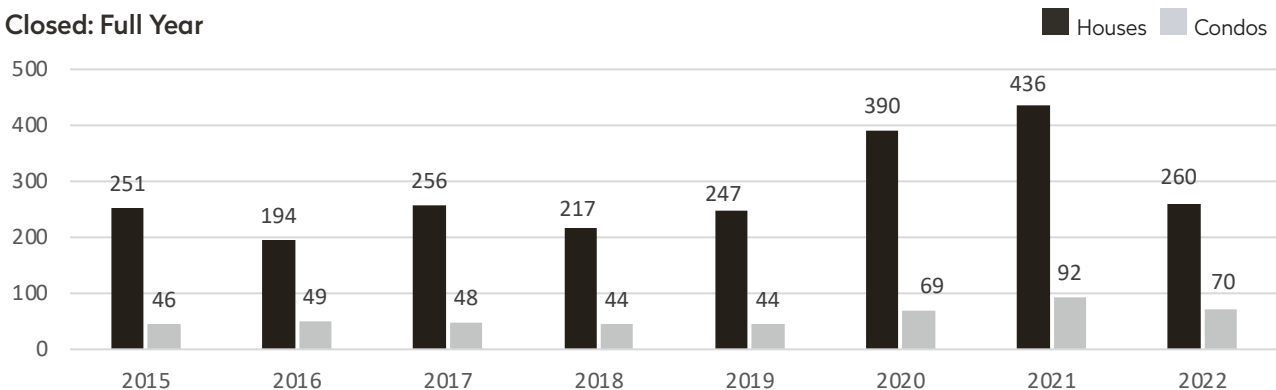
↑ 3%

### Inventory on Dec. 31

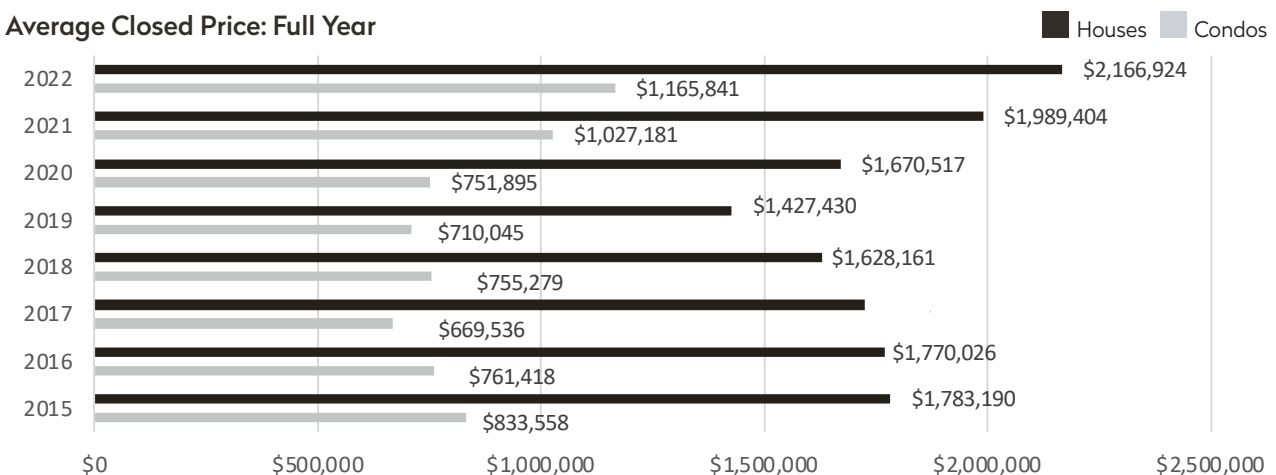
vs. Dec. 31, 2021

↓ 9%

## Closed: Full Year



## Average Closed Price: Full Year



# Norwalk Overview

Despite a decrease in the number of closings, the housing market in Norwalk remained strong in the final quarter of 2022. A total of 247 houses and condos closed during the quarter, a 28% drop from the previous year, but in line with pre-pandemic levels. The average sale price for houses rose 7% year-over-year to \$836K, while condos saw a 15% increase to \$398K. Low inventory continued to fuel competition for available homes. Sold houses in the quarter spent an average of just 55 cumulative days on the market, a 3% decrease from the previous year. Meanwhile, buyers paid on average 101.2% of the list price - the seventh consecutive quarter that this number has been above 100%.

## Single Family Houses

	2022	2021	% CHANGE
Houses: Closings in Fourth Quarter	143	218	-34.4%
Houses: Average Closing Price Fourth Quarter	\$836,287	\$784,183	+6.6%
Houses: Closings Full Year	704	861	-18.2%
Houses: Average Closing Price Full Year	\$837,300	\$776,157	+7.9%
Houses: Pending on December 31st	32	63	-49.2%
Houses: Inventory on December 31st	75	90	-16.7%
Condos: Closings Full Year	429	532	-19.4%
Condos: Average Closing Price Full Year	\$397,575	\$344,900	+15.3%
Condos: Inventory on December 31st	37	60	-38.3%

## Single Family Houses

### Number of Solds Q4

2022 vs. 2021

↓ 34%

### Average Sold Price Q4

2022 vs. 2021

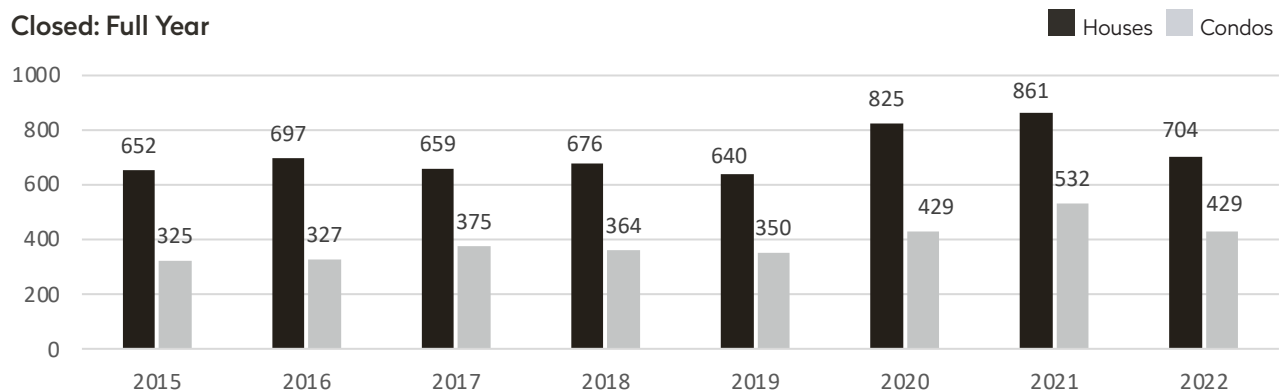
↑ 7%

### Inventory on Dec. 31

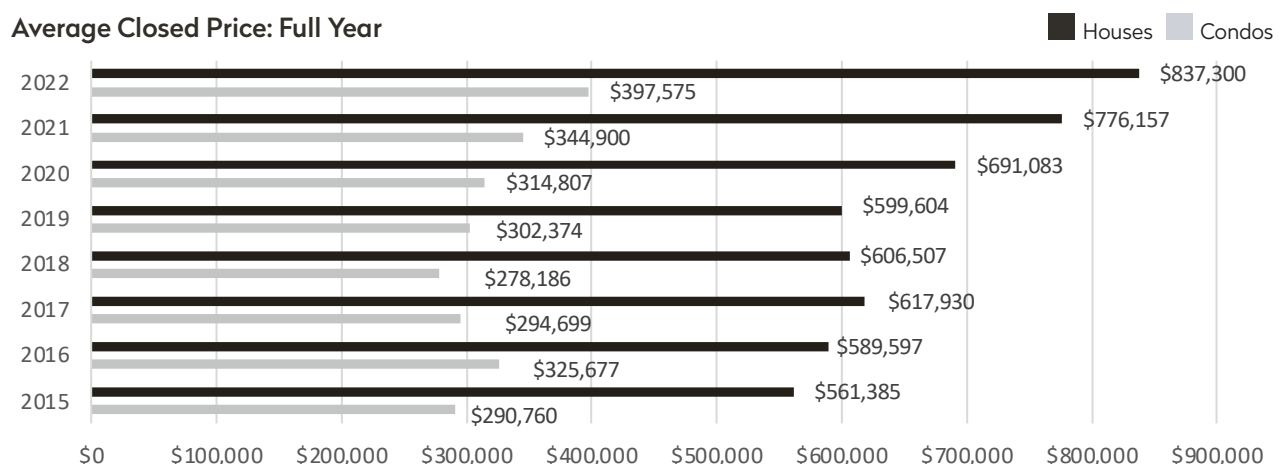
vs. Dec. 31, 2021

↓ 17%

## Closed: Full Year



## Average Closed Price: Full Year





# Rowayton Overview

In the final quarter of 2022, Rowayton saw a dip in the number of house closings but prices remained strong. A total of 14 houses closed in the quarter, a drop of 13% from the previous year, and slightly below what we typically saw pre-Covid. The average house sale price reached \$1.9M, down 6% from the same time in 2021 but still the second highest for the quarter in the past two decades. The average price per square foot for houses rose 8% to \$669, a record high for the quarter. Low inventory has continued to drive competition for available homes. Houses in the fourth quarter on average sold for 102.6% of the list price, a record high.

## Single Family Houses

	2022	2021	% CHANGE
Houses: Closings in Fourth Quarter	14	16	-12.5%
Houses: Average Closing Price Fourth Quarter	\$1,907,116	\$2,019,398	-5.6%
Houses: Closings Full Year	77	91	-15.4%
Houses: Average Closing Price Full Year	\$1,762,701	\$1,774,409	-0.7%
Houses: Pending on December 31st	5	5	0%
Houses: Inventory on December 31st	7	7	0%
Condos: Closings Full Year	3	9	-66.7%
Condos: Average Closing Price Full Year	\$2,798,333	\$2,280,333	+22.7%
Condos: Inventory on December 31st	0	0	NA

## Single Family Houses

### Number of Solds Q4

2022 vs. 2021

↓ 13%

### Average Sold Price Q4

2022 vs. 2021

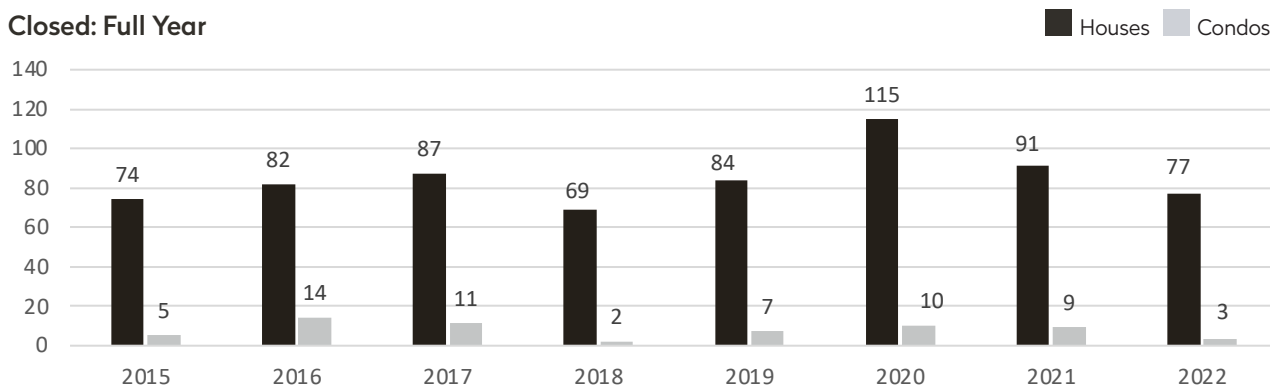
↓ 6%

### Inventory on Dec. 31

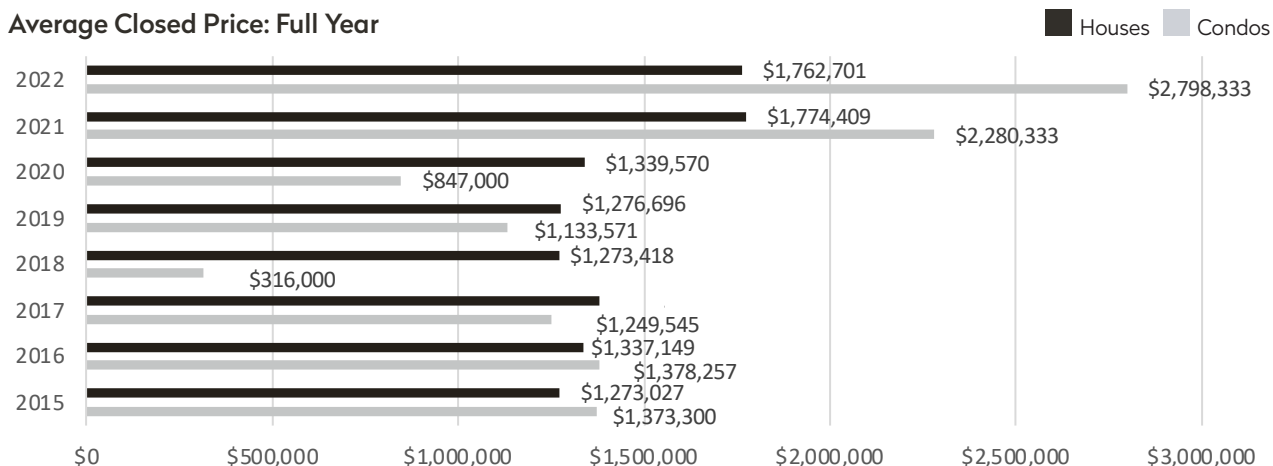
vs. Dec. 31, 2021

0%

## Closed: Full Year



## Average Closed Price: Full Year



# Wilton Overview

In the final quarter of 2022, Wilton saw a dip in the number of closings but a continued strong average sale price. There were 49 house closings, a 23% decrease from the same time a year ago. While the average sale price was down 1% for the quarter, the average sale price for the year was still up 9% to a record high \$1.16 million. Meanwhile, low inventory has contributed to increased competition for available homes. During the fourth quarter, sold houses spent an average of 53 cumulative days on the market, a 31% decrease from a year ago. Houses in the quarter sold for an average of 101.5% of the list price, the fourth consecutive quarter the list-to-sale price ratio has been over 100%.

## Single Family Houses

	2022	2021	% CHANGE
Houses: Closings in Fourth Quarter	49	64	-23.4%
Houses: Average Closing Price Fourth Quarter	\$1,066,534	\$1,074,550	-0.7%
Houses: Closings Full Year	256	376	-31.9%
Houses: Average Closing Price Full Year	\$1,162,133	\$1,066,292	+9%
Houses: Pending on December 31st	10	25	-60%
Houses: Inventory on December 31st	22	35	-37.1%
Condos: Closings Full Year	34	38	-10.5%
Condos: Average Closing Price Full Year	\$524,250	\$451,837	+16%
Condos: Inventory on December 31st	4	2	+100%

## Single Family Houses

### Number of Solds Q4

2022 vs. 2021

↓ 23%

### Average Sold Price Q4

2022 vs. 2021

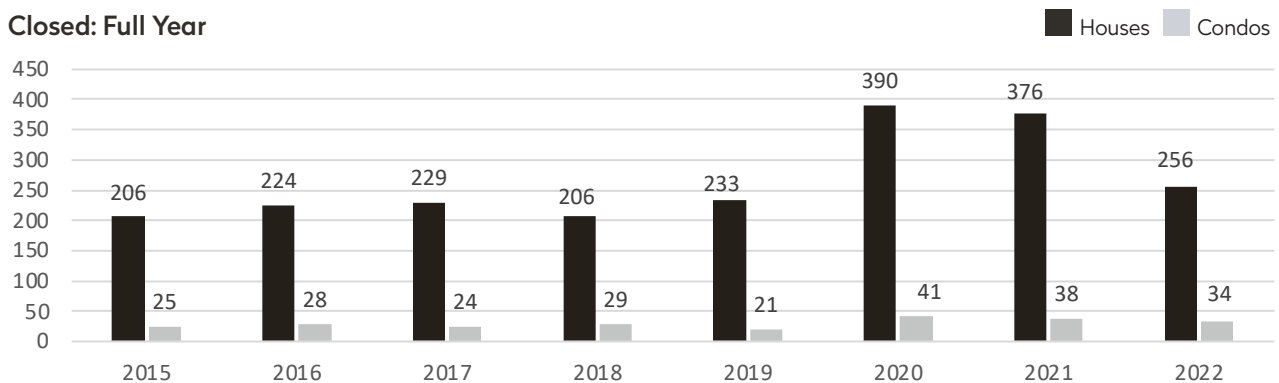
↓ 1%

### Inventory on Dec. 31

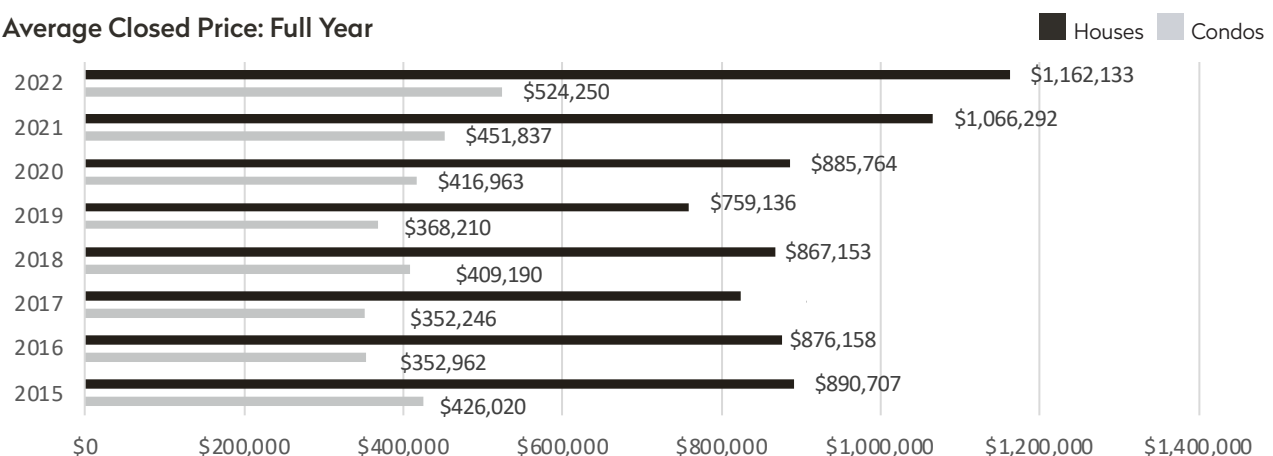
vs. Dec. 31, 2021

↓ 37%

## Closed: Full Year



## Average Closed Price: Full Year



# Westport Overview

The market in Westport remained strong in the fourth quarter, despite a dip in the number of house closings. A total of 71 houses closed in the quarter, a 30% decrease from the same period in 2021, but roughly on par with pre-pandemic levels. Despite the decrease in the overall number of closings, the average sale price rose 21% year-over-year to \$2.1M, a record-high for the quarter. The closing price per square foot for houses also rose, to \$543, 16% higher than a year ago. Sellers were a little more flexible on price, with buyers paying an average of 97.8% of the list price for closings, the first time in the past seven quarters that the average list-to-sale price ratio was below 100%.

## Single Family Houses

	2022	2021	% CHANGE
Houses: Closings in Fourth Quarter	71	102	-30.4%
Houses: Average Closing Price Fourth Quarter	\$2,122,929	\$1,753,614	+21.1%
Houses: Closings Full Year	433	558	-22.4%
Houses: Average Closing Price Full Year	\$2,373,369	\$1,835,224	+29.3%
Houses: Pending on December 31st	41	62	-33.9%
Houses: Inventory on December 31st	76	90	-15.6%
Condos: Closings Full Year	37	49	-24.5%
Condos: Average Closing Price Full Year	\$871,730	\$739,624	+17.9%
Condos: Inventory on December 31st	31	17	+82.4%

## Single Family Houses

### Number of Solds Q4

2022 vs. 2021

↓ 30%

### Average Sold Price Q4

2022 vs. 2021

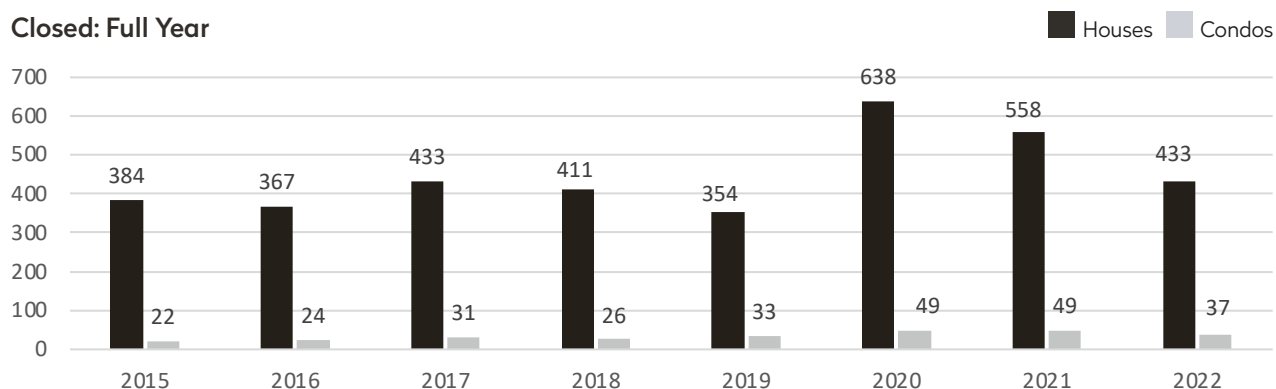
↑ 21%

### Inventory on Dec. 31

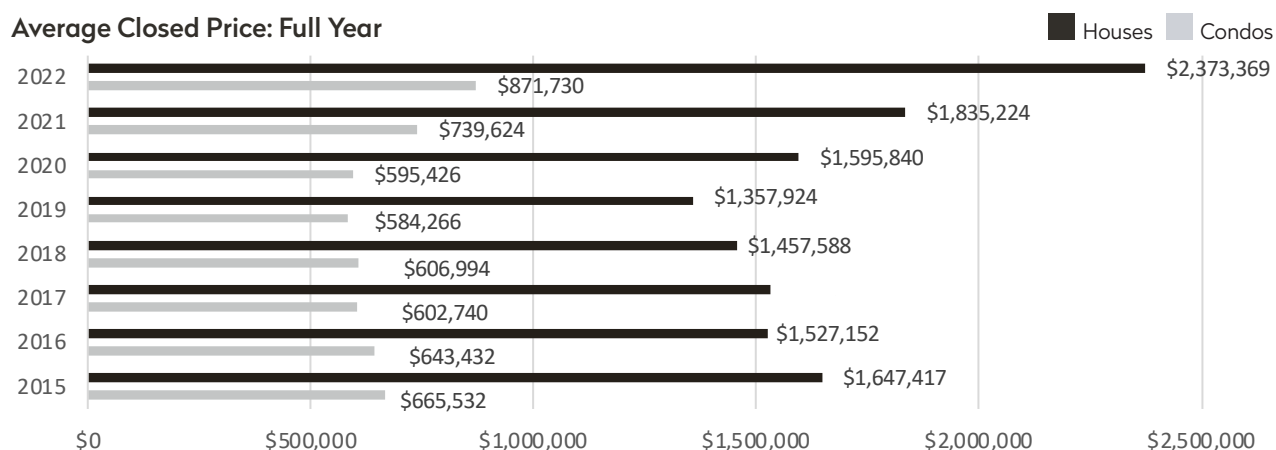
vs. Dec. 31, 2021

↓ 16%

## Closed: Full Year



## Average Closed Price: Full Year



# Weston Overview

In the final quarter of 2022, the real estate market in Weston saw a drop in the number of closings and average sale price. A total of 25 houses closed in the quarter, a decrease of 57% from the previous year, and slightly below what we typically saw pre-Covid. While the average house sale price in the fourth quarter was down 5%, the average sale price for the year remained up 11% at \$1.3M, with 28 closings for houses priced over \$2M compared to 15 in 2021, an 87% increase. Low inventory has continued to drive competition for available homes. Houses in the quarter on average sold for 102.6% of the list price, the seventh quarter in a row the list-to-sale price ratio has been over 100%.

## Single Family Houses

	2022	2021	% CHANGE
Houses: Closings in Fourth Quarter	25	58	-56.9%
Houses: Average Closing Price Fourth Quarter	\$1,164,224	\$1,230,309	-5.4%
Houses: Closings Full Year	195	244	-20.1%
Houses: Average Closing Price Full Year	\$1,325,461	\$1,194,817	+10.9%
Houses: Pending on December 31st	8	17	-52.9%
Houses: Inventory on December 31st	26	33	-21.2%

## Single Family Houses

### Number of Solds Q4

2022 vs. 2021

↓ 57%

### Average Sold Price Q4

2022 vs. 2021

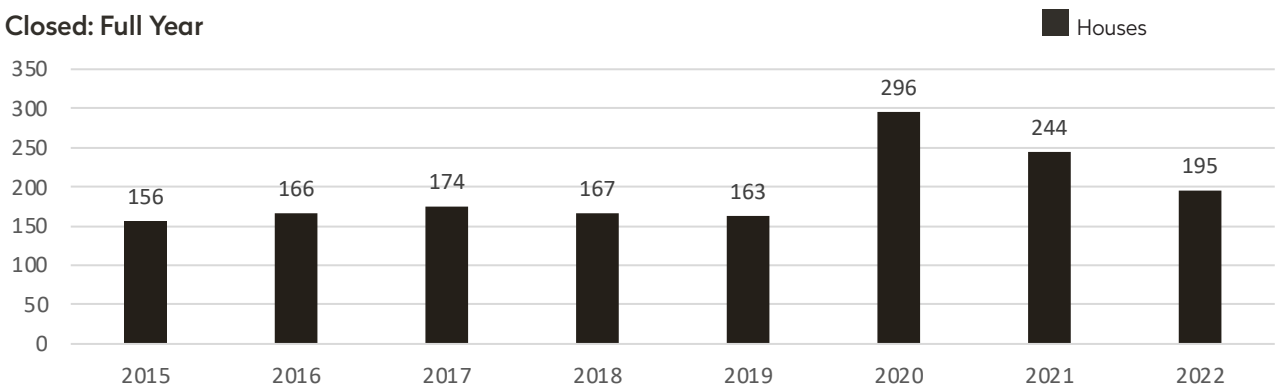
↓ 5%

### Inventory on Dec. 31

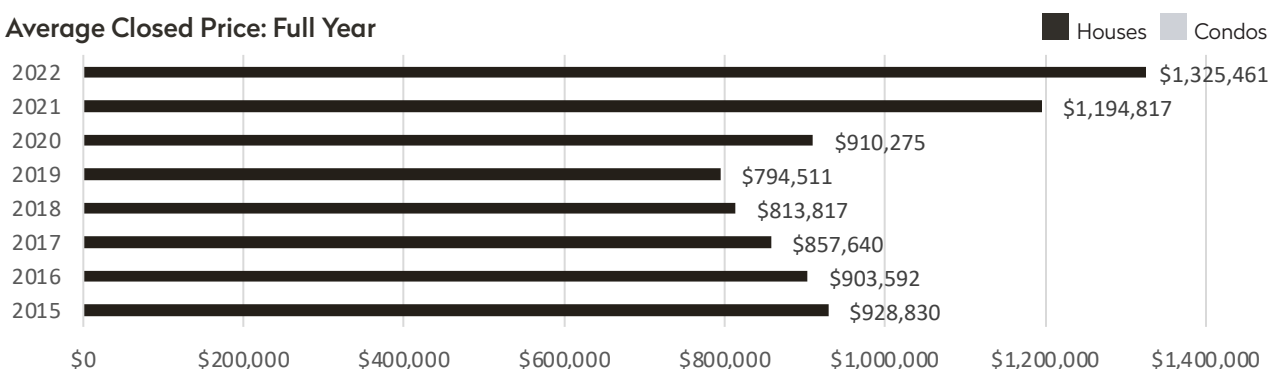
vs. Dec. 31, 2021

↓ 21%

## Closed: Full Year



## Average Closed Price: Full Year





Year End 2022

# Fairfield Overview

In the final quarter of 2022, the real estate market in Fairfield saw a dip in the number of closings and an uptick in average sale prices. A total of 266 homes and condos closed in the quarter, a drop of 17% from the previous year, but in line with what we saw pre-Covid. The average house sale price rose 12% year-over-year to \$985K, a record high. Condos saw an even bigger jump, with an average closing price for the quarter climbing 23% to a record of \$609K. Sellers in the last three months of the year appeared to be a bit more flexible on price. The average list-to-sale price ratio for closed house was 98.4%, below 100% for the first time in seven quarters.

## Single Family Houses

	2022	2021	% CHANGE
Houses: Closings in Fourth Quarter	156	193	-19.2%
Houses: Average Closing Price Fourth Quarter	\$984,829	\$883,346	+11.5%
Houses: Closings Full Year	729	935	-22%
Houses: Average Closing Price Full Year	\$1,056,947	\$958,491	+10.3%
Houses: Pending on December 31st	42	56	-25%
Houses: Inventory on December 31st	89	99	-10.1%
Condos: Closings Full Year	110	129	-14.7%
Condos: Average Closing Price Full Year	\$609,295	\$494,216	+23.3%
Condos: Inventory on December 31st	10	15	-33.3%

## Single Family Houses

### Number of Solds Q4

2022 vs. 2021

↓ 19%

### Average Sold Price Q4

2022 vs. 2021

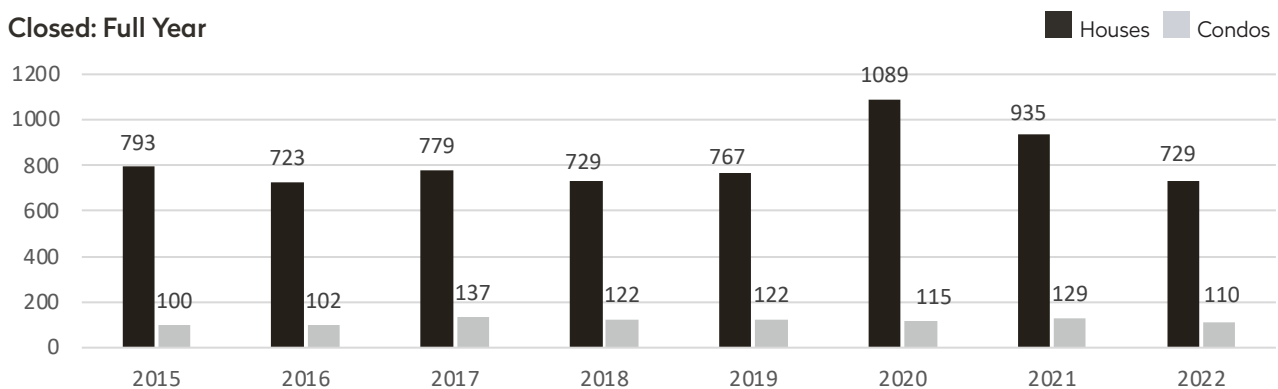
↑ 12%

### Inventory on Dec. 31

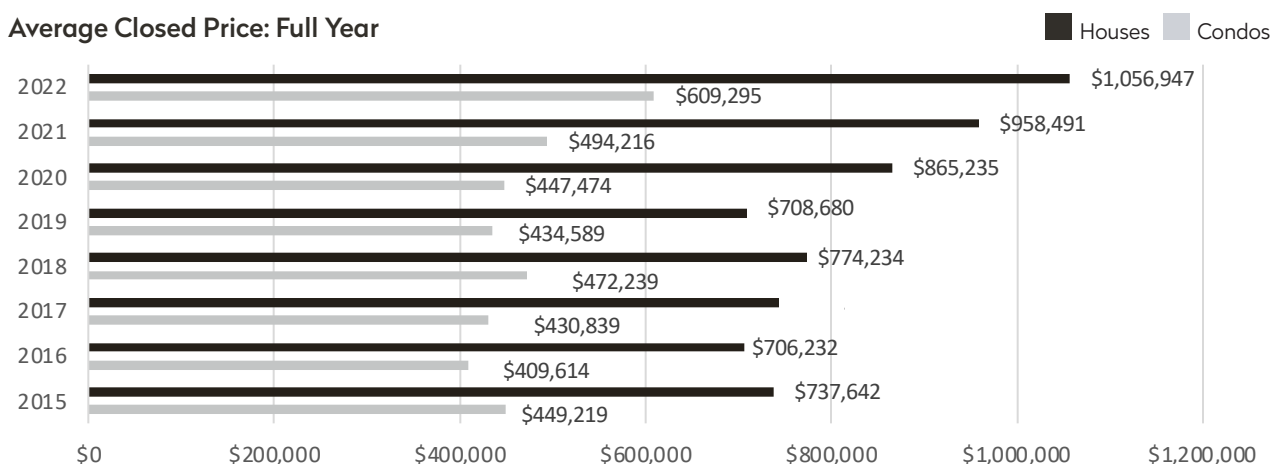
vs. Dec. 31, 2021

↓ 10%

## Closed: Full Year



## Average Closed Price: Full Year



Year End 2022

# Ridgefield Overview

The market in Ridgefield remained strong in the fourth quarter, despite the number of house closings dropping back to levels seen prior to the pandemic. We had a total of 64 house closings, representing a 28% decrease from the same period in 2021. Despite the decrease, the average sale price in Ridgefield remained relatively stable, coming in at \$960K, similar to Q4 2021. The price per square foot for closings did see an increase, rising 12% to \$312 compared to a year ago. Competition for homes remained strong in the fourth quarter, with house buyers paying on average 100.9% of the list price, the seventh quarter in a row that this average has been over 100%.

## Single Family Houses

	2022	2021	% CHANGE
Houses: Closings in Fourth Quarter	64	89	-28.1%
Houses: Average Closing Price Fourth Quarter	\$959,684	\$960,421	-0.1%
Houses: Closings Full Year	366	481	-23.9%
Houses: Average Closing Price Full Year	\$984,948	\$938,140	+5%
Houses: Pending on December 31st	16	28	-42.9%
Houses: Inventory on December 31st	48	52	-7.7%
Condos: Closings Full Year	54	83	-34.9%
Condos: Average Closing Price Full Year	\$421,977	\$357,713	+18%
Condos: Inventory on December 31st	9	2	+350%

## Single Family Houses

### Number of Solds Q4

2022 vs. 2021

↓ 28%

### Average Sold Price Q4

2022 vs. 2021

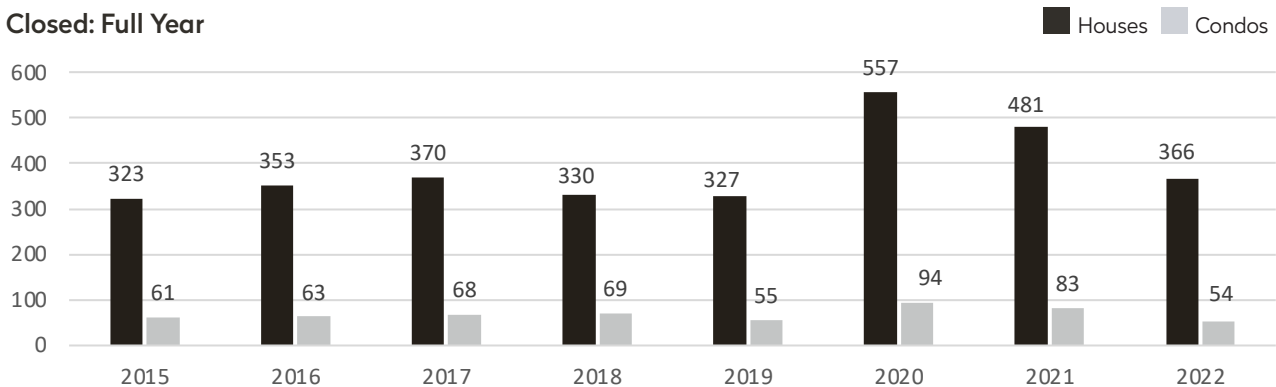
0%

### Inventory on Dec. 31

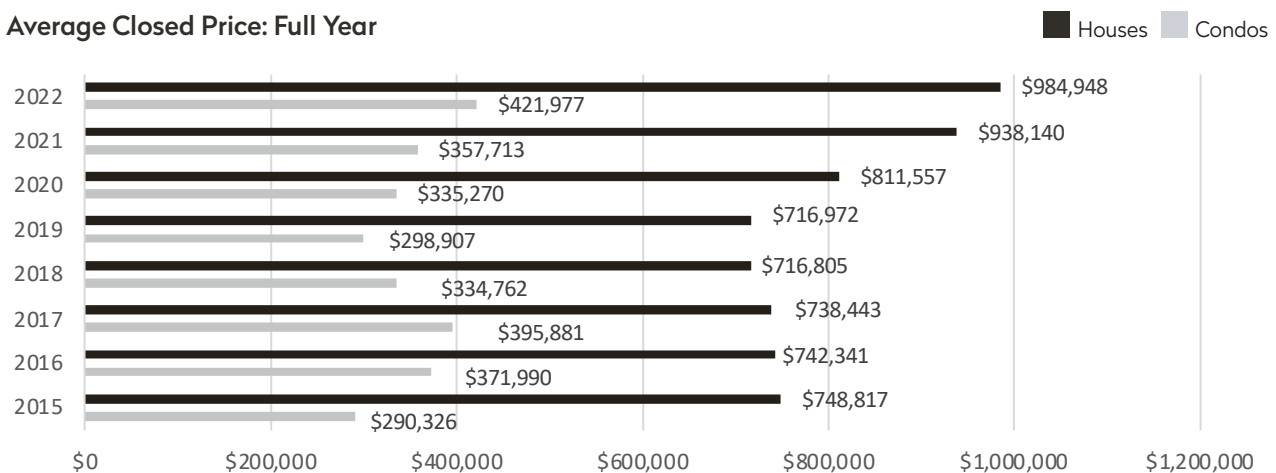
vs. Dec. 31, 2021

↓ 8%

## Closed: Full Year



## Average Closed Price: Full Year



Year End 2022

# Redding Overview

The market in Redding remained strong in the fourth quarter of 2022, despite a dip in the number of house closings. A total of 38 houses closed in the quarter, a 14% decrease from the same period in 2021, but roughly on par with the years prior to the pandemic. Despite the decrease in the number of closings, the average sale price was up 34% year-over-year to \$928K, a record high. Sellers appeared to be slightly more flexible on price, with buyers paying an average of 97.9% of the list price for closings, for Redding the only quarter in 2022 that the list-to-sale price ratio was below 100%.

## Single Family Houses

### Number of Solds Q4

2022 vs. 2021

↓ 14%

### Single Family Houses

	2022	2021	% CHANGE
Houses: Closings in Fourth Quarter	38	44	-13.6%
Houses: Average Closing Price Fourth Quarter	\$928,047	\$694,985	+33.5%
Houses: Closings Full Year	146	208	-29.8%
Houses: Average Closing Price Full Year	\$903,352	\$746,951	+20.9%
Houses: Pending on December 31st	3	12	-75%
Houses: Inventory on December 31st	17	27	-37%
Condos: Closings Full Year	1	1	0%
Condos: Average Closing Price Full Year	\$715,000	\$479,500	+49.1%
Condos: Inventory on December 31st	0	0	NA

### Average Sold Price Q4

2022 vs. 2021

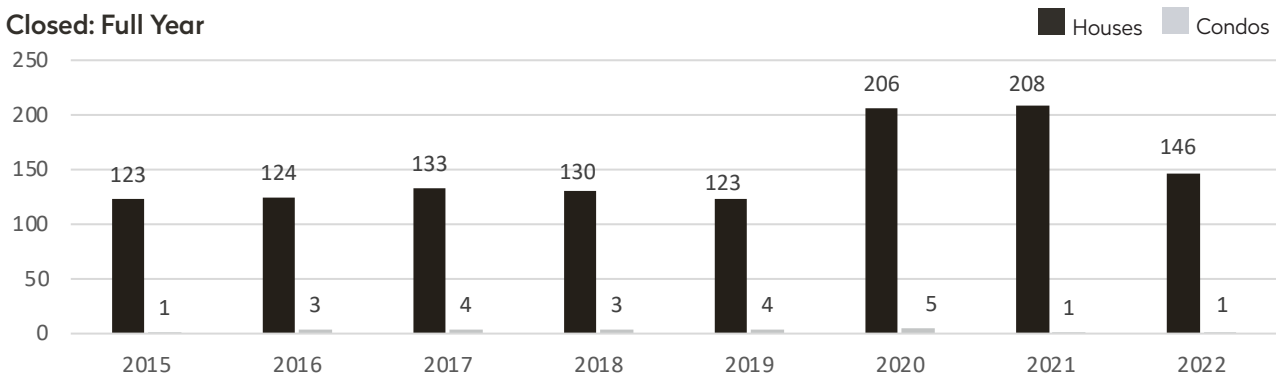
↑ 34%

### Inventory on Dec. 31

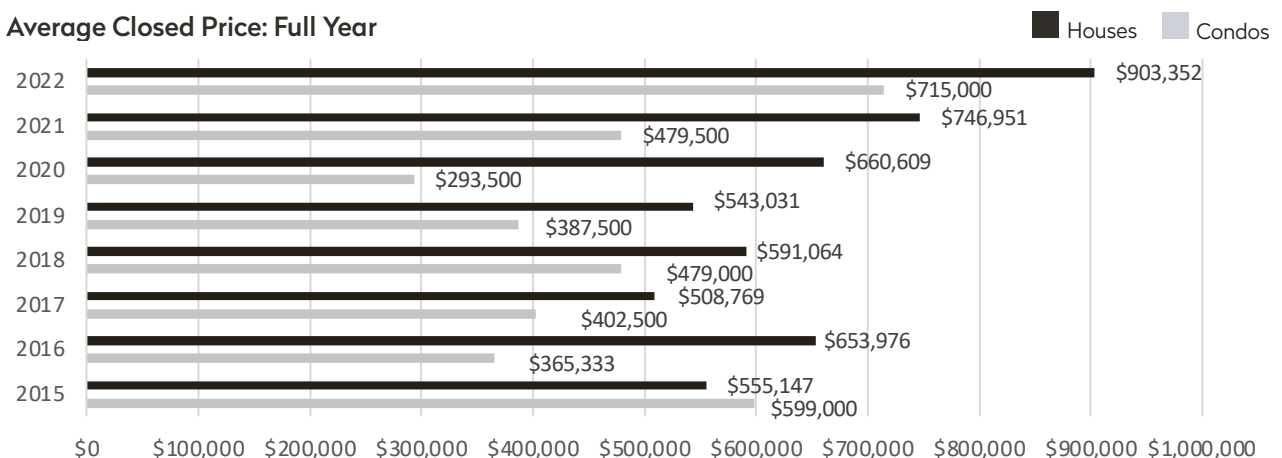
vs. Dec. 31, 2021

↓ 37%

### Closed: Full Year



### Average Closed Price: Full Year



Year End 2022

# Easton Overview

The market in Easton remained strong in the fourth quarter of 2022, despite a slight dip in the number of house closings. A total of 27 homes closed in the quarter, a 16% decrease from the same period in 2021, but roughly on par with pre-pandemic levels. Meanwhile, the average sale price in Easton rose 3% year-over-year to \$797,000. For the year, the average sale price increased to \$923K, up 18% from 2021.

Houses in Easton continued to move quickly in the fourth quarter, with the cumulative days on market for closings at just 67 days, a 53% decrease compared to the same time in 2021. Sellers were slightly more flexible on price, with buyers paying an average of 98.9% of the list price for closed houses, the first time this list-to-sale price ratio was below 100% in the past five quarters.

## Single Family Houses

	2022	2021	% CHANGE
Houses: Closings in Fourth Quarter	27	32	-15.6%
Houses: Average Closing Price Fourth Quarter	\$796,793	\$770,694	+3.4%
Houses: Closings Full Year	113	147	-23.1%
Houses: Average Closing Price Full Year	\$923,164	\$783,457	+17.8%
Houses: Pending on December 31st	6	9	-33.3%
Houses: Inventory on December 31st	20	25	-20%

## Single Family Houses

### Number of Solds Q4

2022 vs. 2021

↓ 16%

### Average Sold Price Q4

2022 vs. 2021

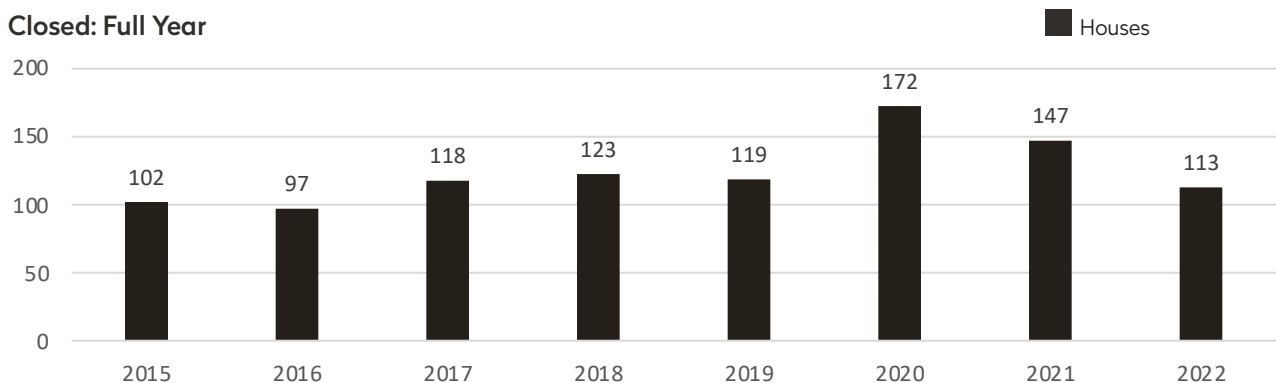
↑ 3%

### Inventory on Dec. 31

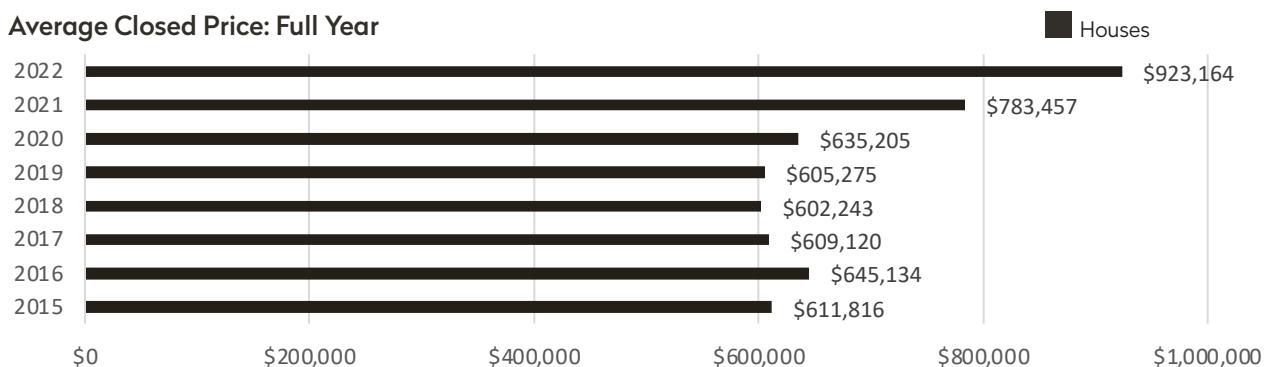
vs. Dec. 31, 2021

↓ 20%

## Closed: Full Year



## Average Closed Price: Full Year





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**Year End 2022**

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