## **Local Market Update – December 2024**A Research Tool Provided by SmartMLS



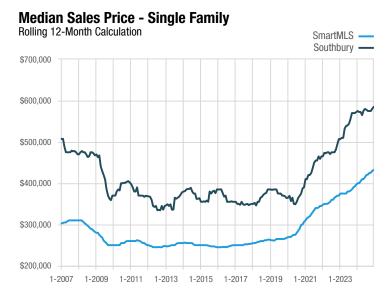
## Southbury

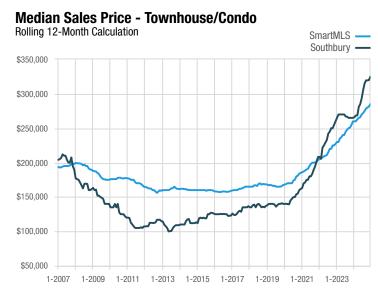
**New Haven County** 

| Single Family                   |           | December  |          |              | Year to Date |          |  |  |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|--|--|
| Key Metrics                     | 2023      | 2024      | % Change | Thru 12-2023 | Thru 12-2024 | % Change |  |  |
| New Listings                    | 5         | 2         | - 60.0%  | 204          | 185          | - 9.3%   |  |  |
| Pending Sales                   | 7         | 12        | + 71.4%  | 153          | 137          | - 10.5%  |  |  |
| Closed Sales                    | 7         | 14        | + 100.0% | 146          | 139          | - 4.8%   |  |  |
| Days on Market Until Sale       | 44        | 47        | + 6.8%   | 48           | 31           | - 35.4%  |  |  |
| Median Sales Price*             | \$445,000 | \$624,500 | + 40.3%  | \$572,500    | \$585,000    | + 2.2%   |  |  |
| Average Sales Price*            | \$486,286 | \$668,710 | + 37.5%  | \$607,760    | \$619,952    | + 2.0%   |  |  |
| Percent of List Price Received* | 96.9%     | 103.2%    | + 6.5%   | 101.0%       | 101.8%       | + 0.8%   |  |  |
| Inventory of Homes for Sale     | 37        | 37        | 0.0%     |              | _            | _        |  |  |
| Months Supply of Inventory      | 2.9       | 3.2       | + 10.3%  |              | _            | _        |  |  |

| Townhouse/Condo                 | December  |           |          | Year to Date |              |          |  |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|--|
| Key Metrics                     | 2023      | 2024      | % Change | Thru 12-2023 | Thru 12-2024 | % Change |  |
| New Listings                    | 12        | 14        | + 16.7%  | 269          | 262          | - 2.6%   |  |
| Pending Sales                   | 12        | 17        | + 41.7%  | 248          | 203          | - 18.1%  |  |
| Closed Sales                    | 14        | 18        | + 28.6%  | 250          | 199          | - 20.4%  |  |
| Days on Market Until Sale       | 13        | 52        | + 300.0% | 33           | 40           | + 21.2%  |  |
| Median Sales Price*             | \$262,100 | \$333,500 | + 27.2%  | \$265,000    | \$325,000    | + 22.6%  |  |
| Average Sales Price*            | \$296,643 | \$320,139 | + 7.9%   | \$285,134    | \$332,161    | + 16.5%  |  |
| Percent of List Price Received* | 105.6%    | 98.2%     | - 7.0%   | 100.7%       | 99.4%        | - 1.3%   |  |
| Inventory of Homes for Sale     | 33        | 51        | + 54.5%  |              | _            | _        |  |
| Months Supply of Inventory      | 1.6       | 3.0       | + 87.5%  |              | _            | _        |  |

<sup>\*</sup> 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.





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.