

Berlin

Hartford County

| Single Family                   | September |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
|                                 | 2025      | 2026      | % Change | Thru 9-2025  | Thru 9-2026 | % Change |
| Key Metrics                     |           |           |          |              |             |          |
| New Listings                    | 18        | 10        | - 44.4%  | 147          | 102         | - 30.6%  |
| Pending Sales                   | 11        | 8         | - 27.3%  | 135          | 96          | - 28.9%  |
| Closed Sales                    | 13        | 7         | - 46.2%  | 130          | 91          | - 30.0%  |
| Days on Market Until Sale       | 7         | 46        | + 557.1% | 14           | 25          | + 78.6%  |
| Median Sales Price*             | \$375,000 | \$458,000 | + 22.1%  | \$431,250    | \$480,000   | + 11.3%  |
| Average Sales Price*            | \$422,010 | \$560,557 | + 32.8%  | \$465,537    | \$526,337   | + 13.1%  |
| Percent of List Price Received* | 104.8%    | 102.1%    | - 2.6%   | 104.7%       | 104.8%      | + 0.1%   |
| Inventory of Homes for Sale     | 21        | 17        | - 19.0%  | —            | —           | —        |
| Months Supply of Inventory      | 1.5       | 1.6       | + 6.7%   | —            | —           | —        |

| Townhouse/Condo                 | September |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
|                                 | 2025      | 2026      | % Change | Thru 9-2025  | Thru 9-2026 | % Change |
| Key Metrics                     |           |           |          |              |             |          |
| New Listings                    | 2         | 1         | - 50.0%  | 33           | 28          | - 15.2%  |
| Pending Sales                   | 1         | 2         | + 100.0% | 25           | 24          | - 4.0%   |
| Closed Sales                    | 3         | 2         | - 33.3%  | 22           | 21          | - 4.5%   |
| Days on Market Until Sale       | 12        | 56        | + 366.7% | 18           | 19          | + 5.6%   |
| Median Sales Price*             | \$515,000 | \$395,450 | - 23.2%  | \$417,500    | \$380,000   | - 9.0%   |
| Average Sales Price*            | \$495,000 | \$395,450 | - 20.1%  | \$428,636    | \$423,150   | - 1.3%   |
| Percent of List Price Received* | 102.5%    | 100.1%    | - 2.3%   | 102.0%       | 103.0%      | + 1.0%   |
| Inventory of Homes for Sale     | 6         | 6         | 0.0%     | —            | —           | —        |
| Months Supply of Inventory      | 1.4       | 2.5       | + 78.6%  | —            | —           | —        |

\* 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.

