

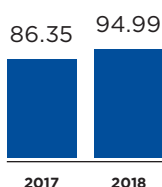
NEW HAVEN COUNTY CONNECTICUT

2017 2018
\$214,214.86 \$222,868.93

↑ 4.04%
AVERAGE SALES
PRICE FOR Q1
PERCENT CHANGE

East Haven, New Haven, North Haven,
West Haven, Branford regions

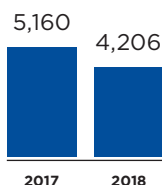
Average days on
market for Q1:



Average days on market for
Q1 percent
change:

↑ 10.01%

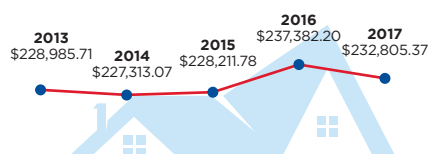
Units sold in Q1:



Units sold
in Q1 percent
change:

↓ 18.49%

AVERAGE RESIDENTIAL
SALE PRICE 2013-2017



Typical Buyer:



FIRST-TIME
BUYERS

Typical Seller:



RETIREE
SELLERS

Type of Home in Greatest Demand:



SINGLE FAMILY

Current Market Dynamics:



BUYERS'
MARKET

Average time sellers
of homes under \$300,000
accepted an offer:

+/- 30 DAYS

RECOMMENDED
RENOVATIONS
FOR SELLERS:

- Renovated kitchen & bath(s)
- Modern paint colors

"MUST HAVE"
AMENITIES
FOR BUYERS:

- Walkable community
- Updated kitchen & bath(s)

TOP UP-AND-COMING
NEIGHBORHOODS:

N/A

Data and insight provided by RE/MAX INTEGRA, New England. Data reflects January – March 2018 and the same timeframe for 2017, except where indicated.

LUXURY MARKET



Average luxury sales price:
\$1,511,711.76

2018 MARKET
TRENDS REPORT

RE/MAX®