

NEW HAVEN COUNTY CONNECTICUT

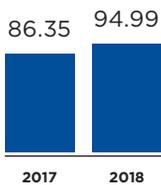
2017 \$214,214.86 2018 \$222,868.93

↑ 4.04%

AVERAGE SALES PRICE FOR Q1 PERCENT CHANGE

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

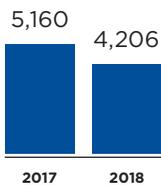
Average days on market for Q1:



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

Type of Home in Greatest Demand:



SINGLE FAMILY

Typical Seller:



RETIREE SELLERS

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®