



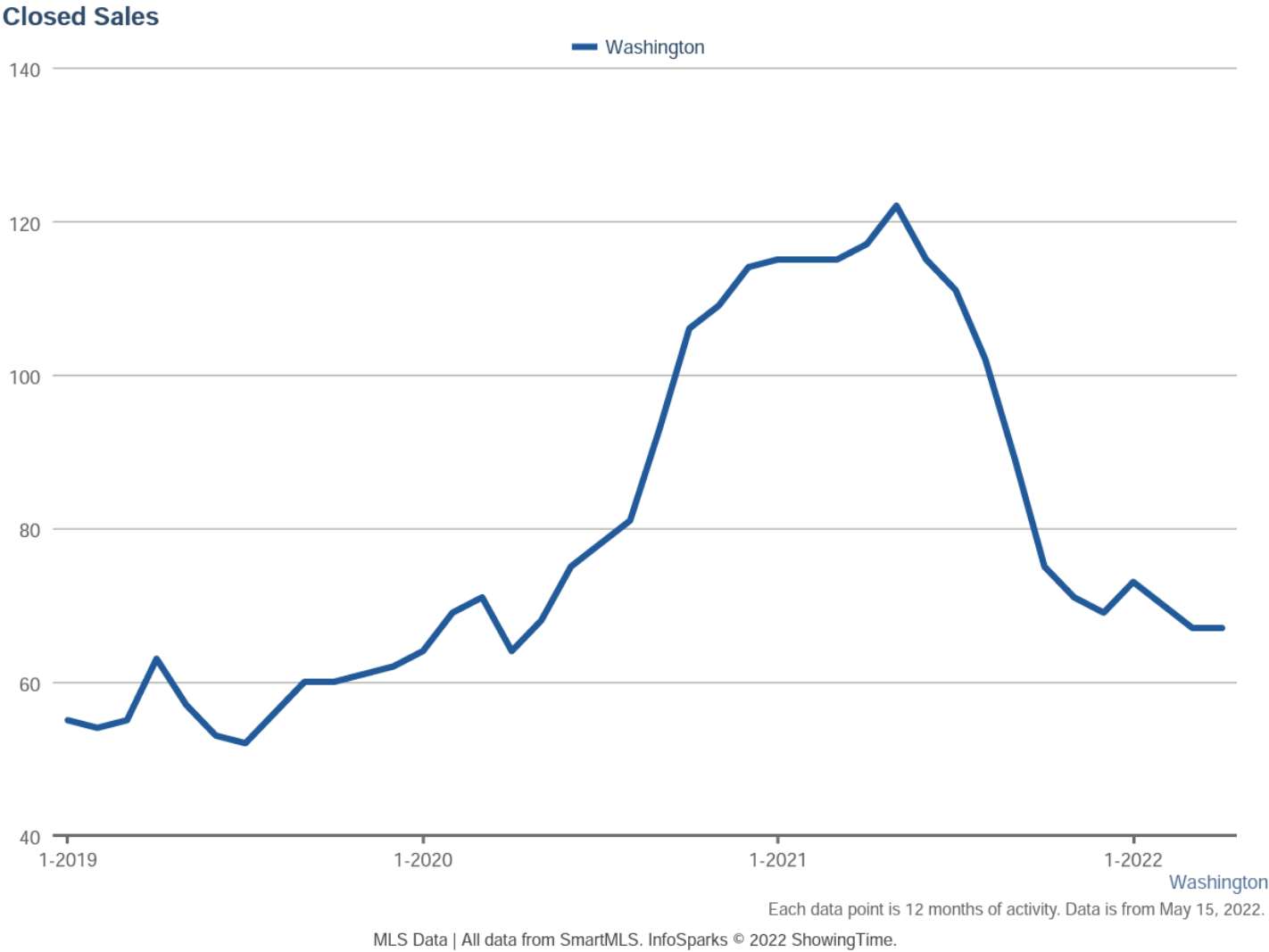
Washington NOW Post Pandemic Update



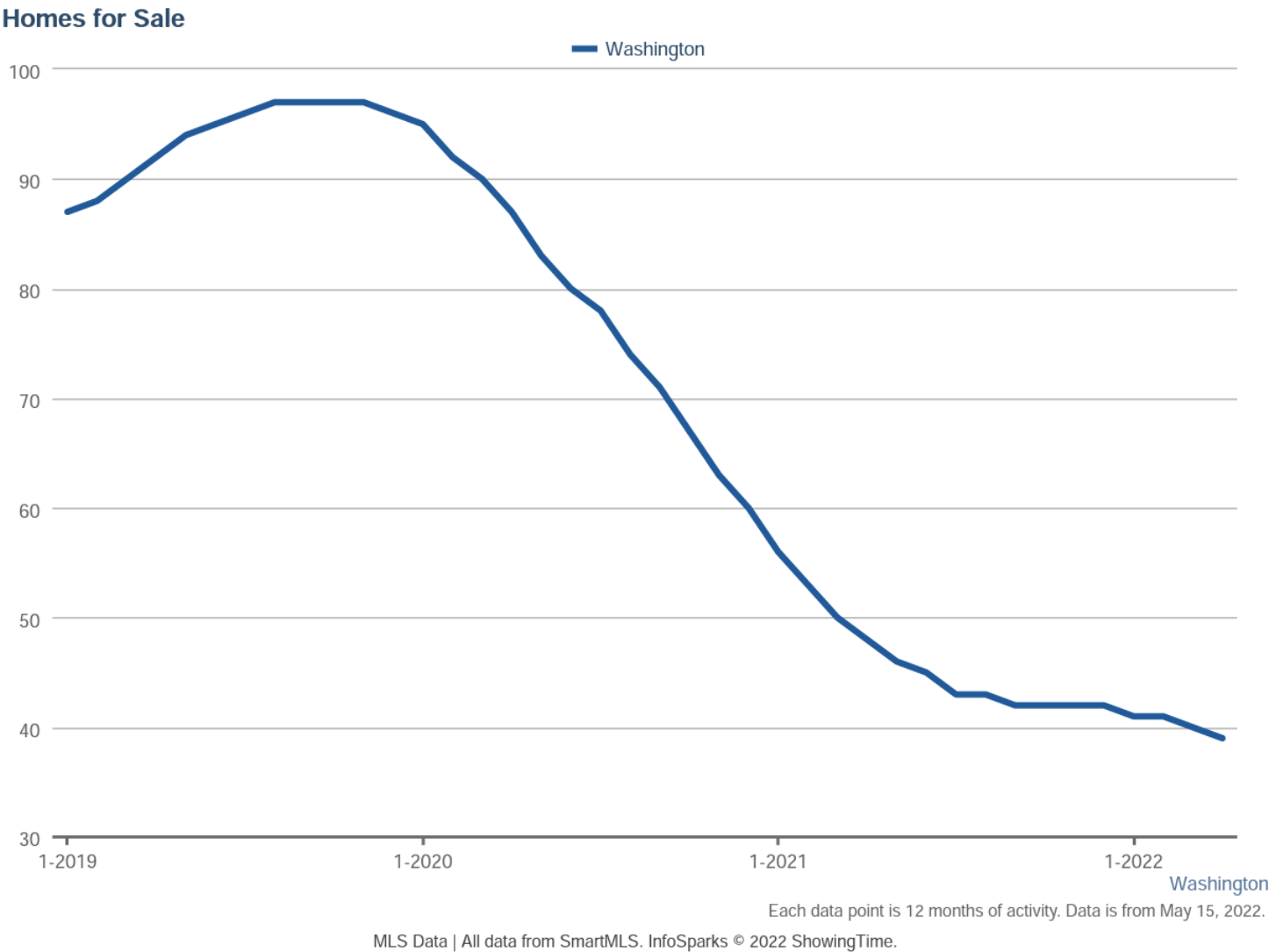
Real Estate Update - Washington, CT

- Despite higher prices and rising mortgage rates, demand continues to be strong
- While the closed unit data suggests the “peak” was reached between May 2020 and May 2021, the inventory of homes for sale is historically low with more buyers than properties to show them

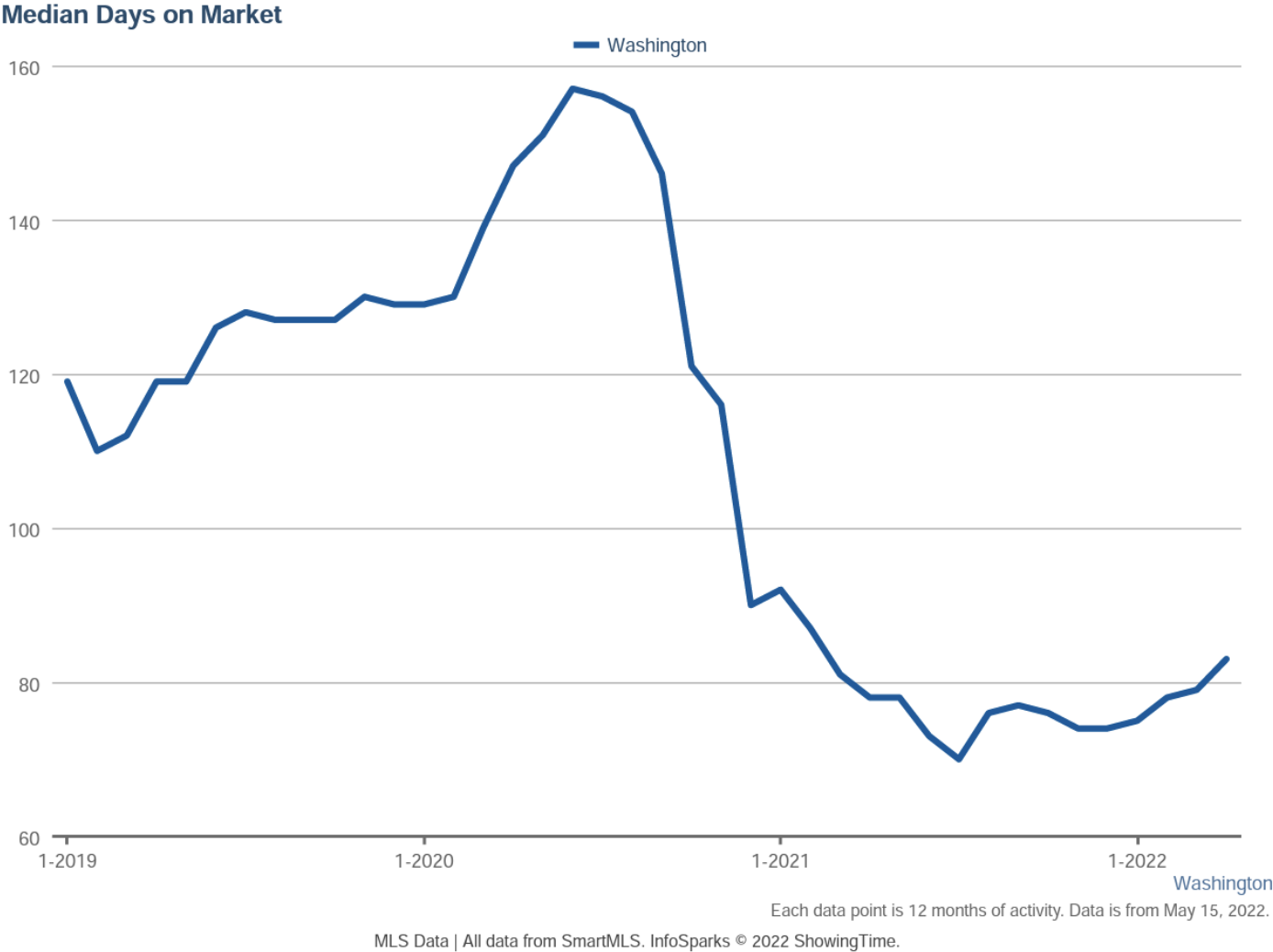
Market Trend



Market Trend



Market Trend



Market Analysis

4 Years Ending 5/15/2022

- Pre-Pandemic Demand
05/15/2018 - 05/14/2019
05/15/2019 - 05/15/2020
- Pandemic Demand
05/15/2020 - 05/14/2021
05/15/2021 - 05/15/2022

Washington, CT Units Sold # by Price Band

Washington, CT - Units Closed - Single Family and Condo					
Closed Price	Pre-Pandemic		Pandemic		Total
	05/15/2018-05/14/2019	05/15/2019-05/14/2020	05/15/2020-05/14/2021	05/15/2021-05/14/2022	
a) \$0 - \$249,999	7	9	4	1	21
b) \$250,000 - \$349,999	13	11	7	6	37
c) \$350,000 - \$449,999	9	8	15	4	36
d) \$450,000 - \$549,999	3	9	6	8	26
e) \$550,000 - \$749,999	3	4	19	15	41
f) \$750,000 - \$999,999	8	5	19	6	38
g) \$1,000,000 - \$1,499,999	5	10	15	4	34
h) \$1,500,000 - \$1,999,999	2	3	16	6	27
i) \$2,000,000 - \$2,999,999	4	3	8	8	23
j) \$3,000,000 - \$3,999,999	1	2	7	2	12
k) \$4,000,000 - \$4,999,999	1	1	2	1	5
l) \$5,000,000+	3		2	1	6
Total	59	65	120	62	306
	19.28%	21.24%	39.22%	20.26%	100.00%

Washington, CT Units Sold % by Price Band

Washington, CT - Units Closed - Single Family and Condo				
Closed Price	Pre-Pandemic		Pandemic	
	05/15/2018-05/14/2019	05/15/2019-05/14/2020	05/15/2020-05/14/2021	05/15/2021-05/14/2022
a) \$0 - \$249,999	11.86%	13.85%	3.33%	1.61%
b) \$250,000 - \$349,999	22.03%	16.92%	5.83%	9.68%
c) \$350,000 - \$449,999	15.25%	12.31%	12.50%	6.45%
d) \$450,000 - \$549,999	5.08%	13.85%	5.00%	12.90%
e) \$550,000 - \$749,999	5.08%	6.15%	15.83%	24.19%
f) \$750,000 - \$999,999	13.56%	7.69%	15.83%	9.68%
g) \$1,000,000 - \$1,499,999	8.47%	15.38%	12.50%	6.45%
h) \$1,500,000 - \$1,999,999	3.39%	4.62%	13.33%	9.68%
i) \$2,000,000 - \$2,999,999	6.78%	4.62%	6.67%	12.90%
j) \$3,000,000 - \$3,999,999	1.69%	3.08%	5.83%	3.23%
k) \$4,000,000 - \$4,999,999	1.69%	1.54%	1.67%	1.61%
l) \$5,000,000+	5.08%	0.00%	1.67%	1.61%
Grand Total	100.00%	100.00%	100.00%	100.00%

Washington, CT Units Sold # by Financing

Washington, CT - Units Closed - Single Family and Condo 05/15/2018 - 05/14/2022					
Price Band	Cash	Conven Loan	FHA/VA Loan	Withheld	Total
a) \$0 - \$249,999	11	8	1	1	21
b) \$250,000 - \$349,999	10	17	6	4	37
c) \$350,000 - \$449,999	11	18	0	7	36
d) \$450,000 - \$549,999	8	11	0	7	26
e) \$550,000 - \$749,999	12	18	0	11	41
f) \$750,000 - \$999,999	11	12	0	15	38
g) \$1,000,000 - \$1,499,999	7	10	0	17	34
h) \$1,500,000 - \$1,999,999	9	4	0	14	27
i) \$2,000,000 - \$2,999,999	8	2	0	13	23
j) \$3,000,000 - \$3,999,999	4	0	0	8	12
k) \$4,000,000 - \$4,999,999	1	0	0	4	5
l) \$5,000,000+	2	0	0	4	6
Grand Total	94	100	7	105	306
	30.72%	32.68%	2.29%	34.31%	100.00%

Washington, CT Units Sold % by Financing

Washington, CT - Units Closed - Single Family and Condo 05/15/2018 - 05/14/2022					
Date Range	Cash	Conven Loan	FHA/VA Loan	Withheld	Total
05/15/2018-05/14/2019	18.64%	40.68%	3.39%	37.29%	100.00%
05/15/2019-05/14/2020	33.85%	35.38%	3.08%	27.69%	100.00%
05/15/2020-05/14/2021	26.67%	32.50%	0.83%	40.00%	100.00%
05/15/2021-05/14/2022	46.77%	22.58%	3.23%	27.42%	100.00%

Washington, CT Units Sold

% by Where New Homeowners Came From

Washington, CT - Units Closed - Single Family and Condo
05/15/2018 - 05/14/2022

Price Band	CA	CO	CT	FL	IL	ME	MA	NJ	NM	NY	NC	Other	PA	TN	Grand Total
	Total	Total	Total	Total	Total	Total	Total	Total	Total	Total	Total	Total	Total	Total	
a) \$0 - \$249,999			20									1			21
b) \$250,000 - \$349,999			26			1			1	7			2		37
c) \$350,000 - \$449,999	3		17					1		9		5		1	36
d) \$450,000 - \$549,999			13	1	1					7	1	3			26
e) \$550,000 - \$749,999	1	1	13		1			1		16		8			41
f) \$750,000 - \$999,999			9							10		18		1	38
g) \$1,000,000 - \$1,499,999			11							4		19			34
h) \$1,500,000 - \$1,999,999			3				1	1		6		16			27
i) \$2,000,000 - \$2,999,999	2		6							2		13			23
j) \$3,000,000 - \$3,999,999			1							1		10			12
k) \$4,000,000 - \$4,999,999					1							4			5
l) \$5,000,000+										1		5			6
Grand Total	6	1	119	1	3	1	1	3	1	63	1	102	2	2	306
	1.96%	0.33%	38.89%	0.33%	0.98%	0.33%	0.33%	0.98%	0.33%	20.59%	0.33%	33.33%	0.65%	0.65%	100.00%



Washington, CT Units Sold

% by Where New Homeowners Came From

Washington, CT - Units Closed - Single Family and Condo
05/15/2018 - 05/14/2022

Price Band	CT					NY				
	05/15/2018-05/14/2019	05/15/2019-05/14/2020	05/15/2020-05/14/2021	05/15/2021-05/14/2022	Total	05/15/2018-05/14/2019	05/15/2019-05/14/2020	05/15/2020-05/14/2021	05/15/2021-05/14/2022	Total
a) \$0 - \$249,999	6	9	4	1	20					
b) \$250,000 - \$349,999	8	8	5	5	26	4	2	1		7
c) \$350,000 - \$449,999	5	3	6	3	17	2	2	5		9
d) \$450,000 - \$549,999		5	4	4	13	2	1	1	3	7
e) \$550,000 - \$749,999	1	2	7	3	13	2	1	5	8	16
f) \$750,000 - \$999,999	3		4	2	9	1	1	6	2	10
g) \$1,000,000 - \$1,499,999	1	3	5	2	11		1	2	1	4
h) \$1,500,000 - \$1,999,999		1	1	1	3		1	4	1	6
i) \$2,000,000 - \$2,999,999	1		1	4	6		1		1	2
j) \$3,000,000 - \$3,999,999		1			1			1		1
k) \$4,000,000 - \$4,999,999										
l) \$5,000,000+									1	1
Grand Total	25	32	37	25	119	11	10	25	17	63
	8.17%	10.46%	12.09%	8.17%	38.89%	3.59%	3.27%	8.17%	5.56%	20.59%





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