

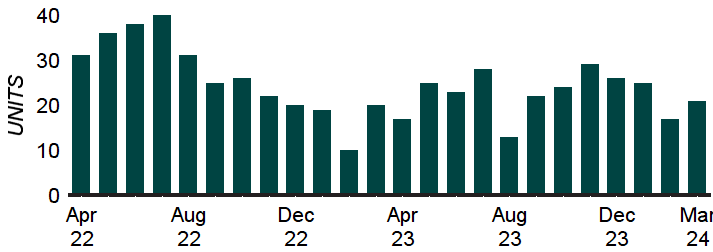
# MARCH 2024 MARKET REPORT

East Lyme  
Single Family For Sale

|                        | March 2024 | CHANGE FROM February 2024 | CHANGE FROM March 2023 |
|------------------------|------------|---------------------------|------------------------|
| MEDIAN SALE PRICE      | \$400,000  | ▼ -5.90%                  | ▼ -13.00%              |
| AVERAGE SALE PRICE     | \$405,140  | ▼ -18.20%                 | ▼ -46.50%              |
| UNITS SOLD             | 10         | ▼ -9.10%                  | ▼ -9.10%               |
| AVERAGE DAYS ON MARKET | 86         | ▲ 87.00%                  | ▲ 95.50%               |
| % OF SALES PRICE       | 98.87      | ▼ -3.30%                  | ▼ -1.70%               |
| UNITS FOR SALE         | 31         | ▲ 10.70%                  | ▲ 10.70%               |
| MONTHS OF INVENTORY    | 3.10       | ▲ 24.00%                  | ▲ 24.00%               |

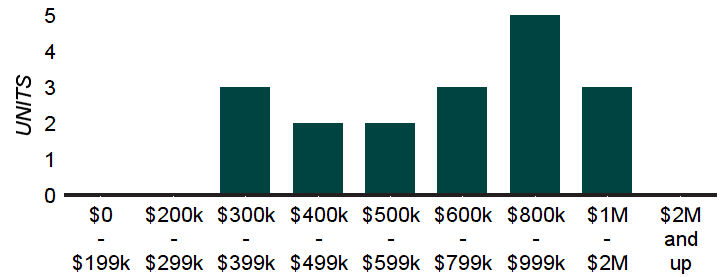
## HOMES FOR SALE

Number of homes listed for sale, end of month



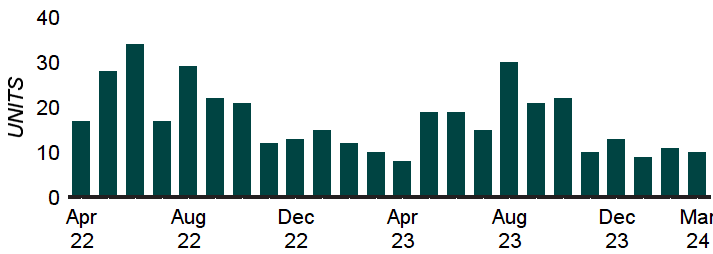
## HOMES FOR SALE BY PRICE RANGE

Number of homes listed for sale at the end of month



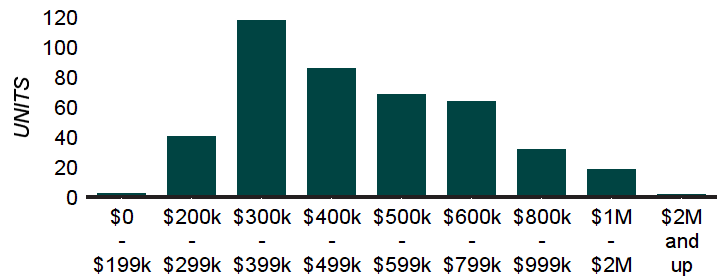
## HOMES SOLD

Number of homes sold



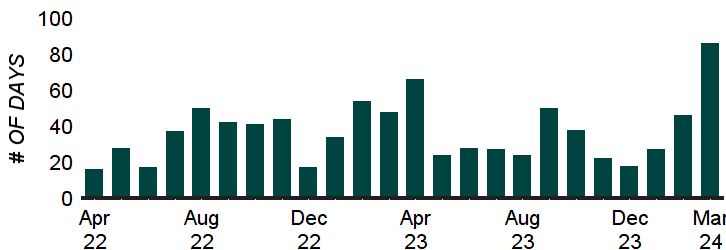
## HOMES SOLD BY PRICE RANGE

Number of homes sold in the previous two years



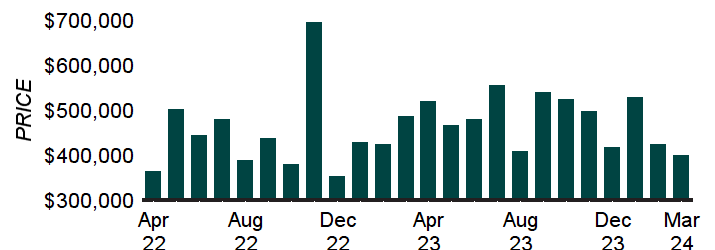
## DAYS ON MARKET - SOLDS

Average days on market for all homes sold



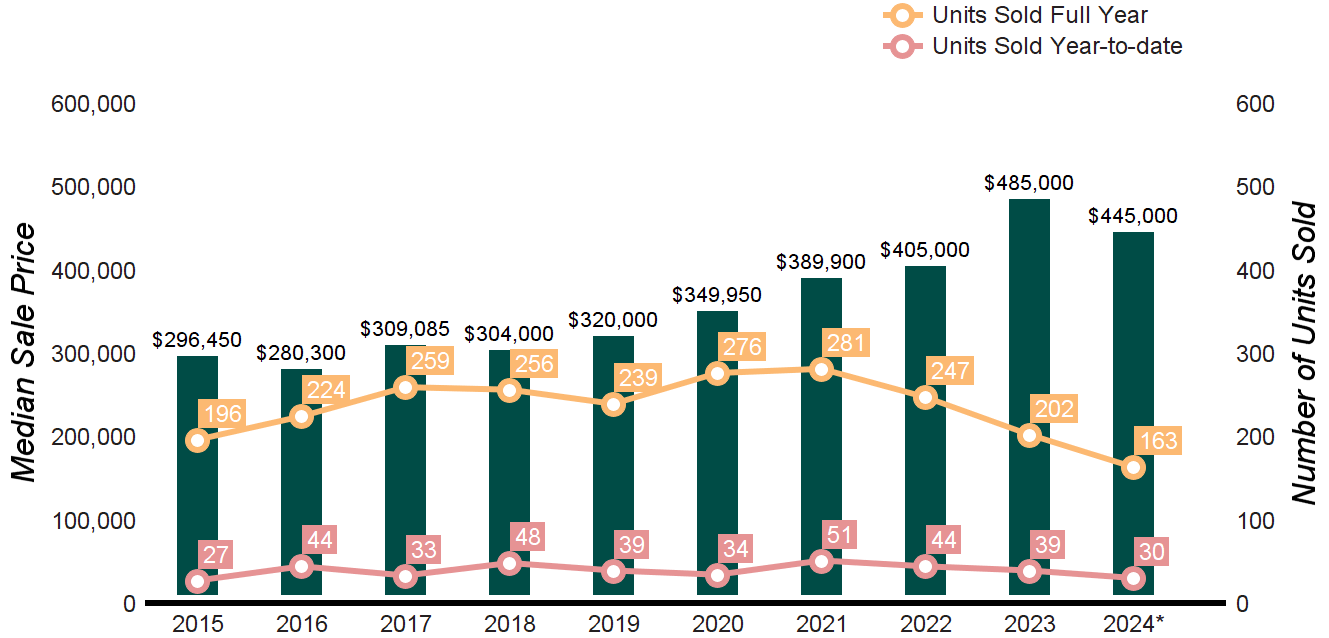
## MEDIAN SALE PRICE

Price of the "middle" homes sold - an equal number of sales were above AND below this price



# TEN-YEAR MARKET HISTORY

East Lyme  
Single Family For Sale



|                          | 2015      | 2016      | 2017      | 2018      | 2019      | 2020      | 2021      | 2022      | 2023      | 2024*     |
|--------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| <b>UNITS SOLD</b>        | 196       | 224       | 259       | 256       | 239       | 276       | 281       | 247       | 202       | 163       |
|                          | ▼ 16%     | ▲ 14%     | ▲ 16%     | ▼ 1%      | ▼ 7%      | ▲ 15%     | ▲ 2%      | ▼ 12%     | ▼ 18%     | ▼ 19%     |
| <b>MEDIAN SOLD PRICE</b> | \$296,450 | \$280,300 | \$309,085 | \$304,000 | \$320,000 | \$349,950 | \$389,900 | \$405,000 | \$485,000 | \$445,000 |
|                          | ▲ 9%      | ▼ 5%      | ▲ 10%     | ▼ 2%      | ▲ 5%      | ▲ 9%      | ▲ 11%     | ▲ 4%      | ▲ 20%     | ▼ 8%      |

Data source: Smart MLS, Single Family For Sale Homes. Information believed to be accurate but not warranted.  
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\*2024 year-to-date Homes and Median Price are through 3/31/2024  
For 2024, Homes on Full-Year Line Graph are annualized based on actual sales year-to-date