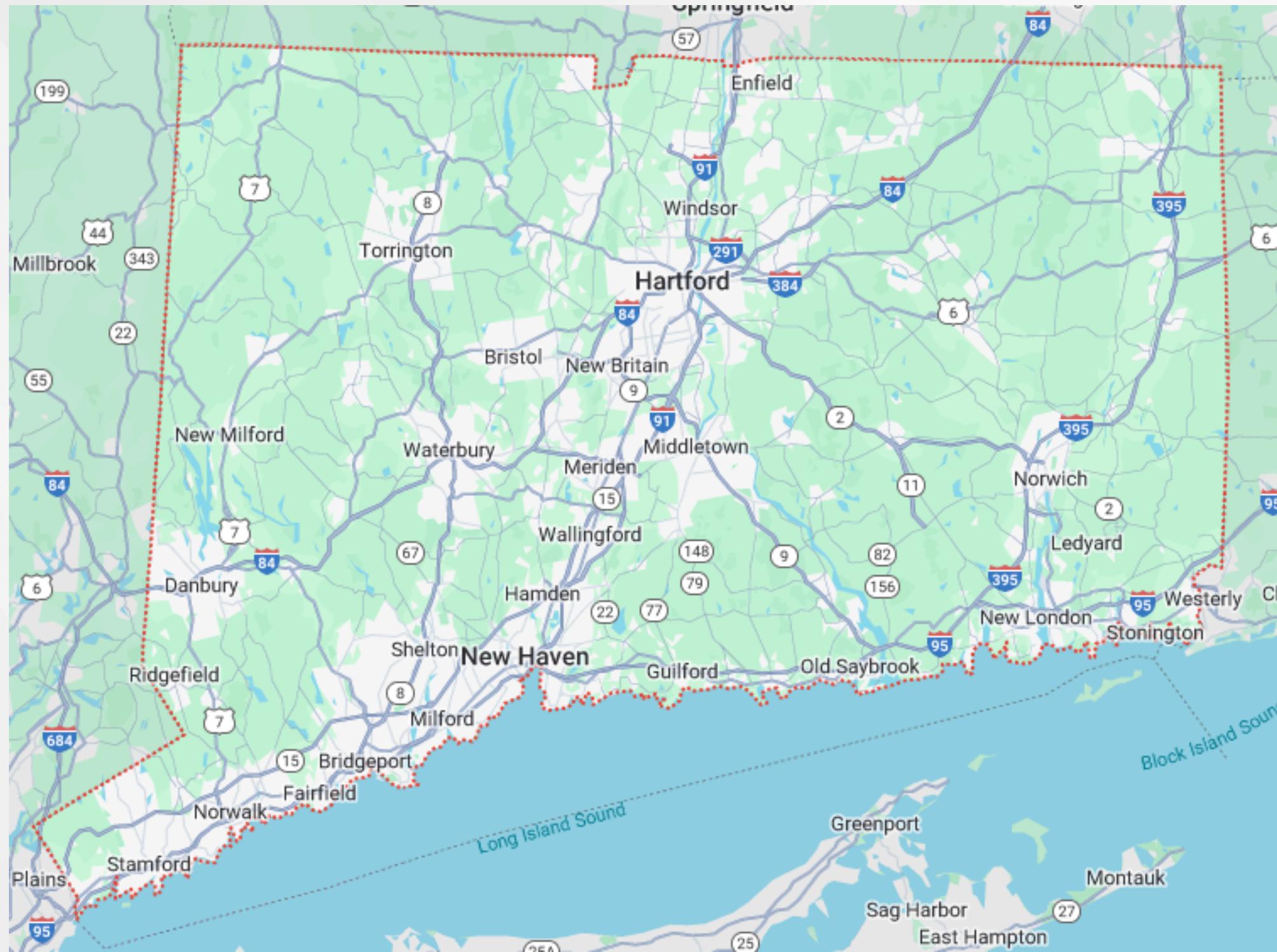


Review of
Real Estate
Sales in Connecticut

PRESENTATION BY ENIOLA OLUWAFEMI



Connecticut at a glance.....



STAMFORD

Population: 136,309
Second largest community
50 mins to New York City

NEW CANAAN

Population: 20,775
High cost of living
Low crime rate

NORWALK

Population: 91,401
Relatively affordable
65 mins to New York City

BRIDGEPORT

Population: 148,333
Largest community
High crime rate

DARIEN

Population: 21,926
Most expensive neighborhood
60 mins to New York City

The Focus

Factors affecting Sales in major Towns

- Proximity to the City (New York)
- Affordability
- Security
- Job Opportunities
- Facilities





REAL ESTATE SALES REPORT IN MAJOR TOWNS (CONNECTICUT) 2021

No OF PROPERTIES SOLD

39,619

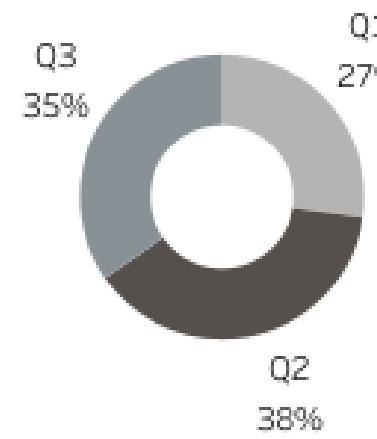
TOTAL ASSESSED VALUE (AV)

\$11.6B

TOTAL SALES

\$22.1B

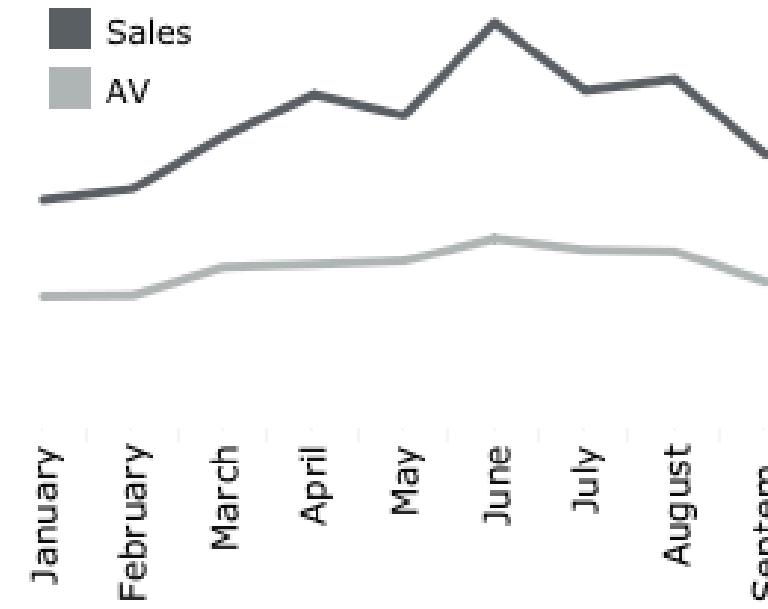
Sales by Quarter



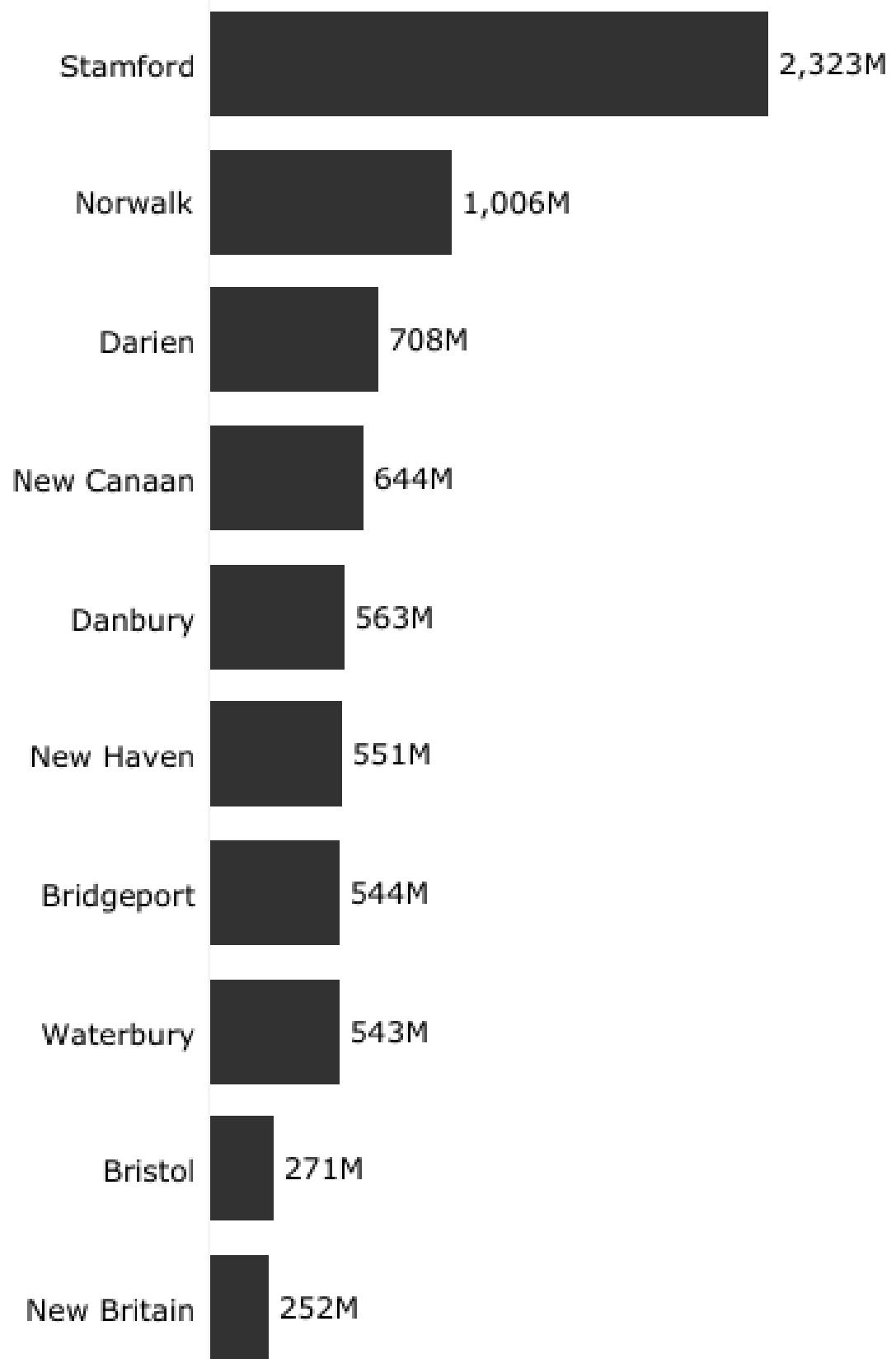
% Sales by Property type



Sales and Assessed Value Trend



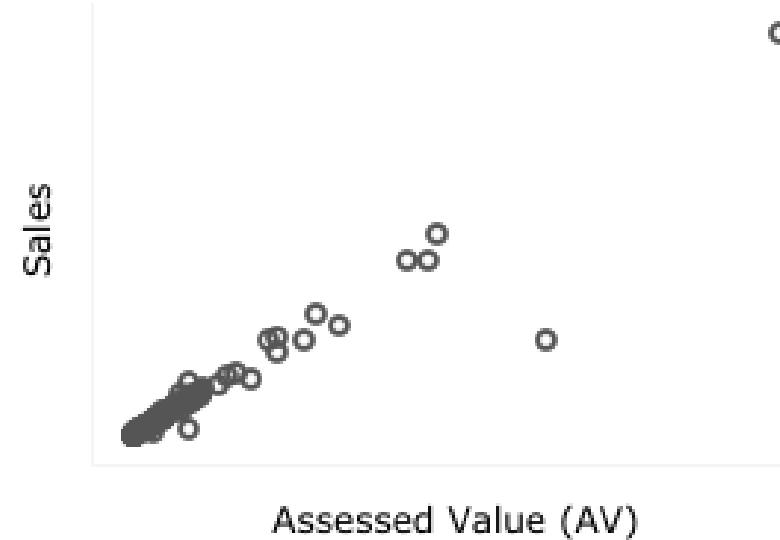
Sales by Town



Sales by month

June \$3.23B	July \$2.69B	May \$2.49B	September \$2.18B	February \$1.91B
August \$2.78B	April \$2.66B	March \$2.33B	January \$1.82B	

Sales vs Assessed Value by Town



What should be done?



Unique Features

Identify unique features of each town to help buyers make informed choices

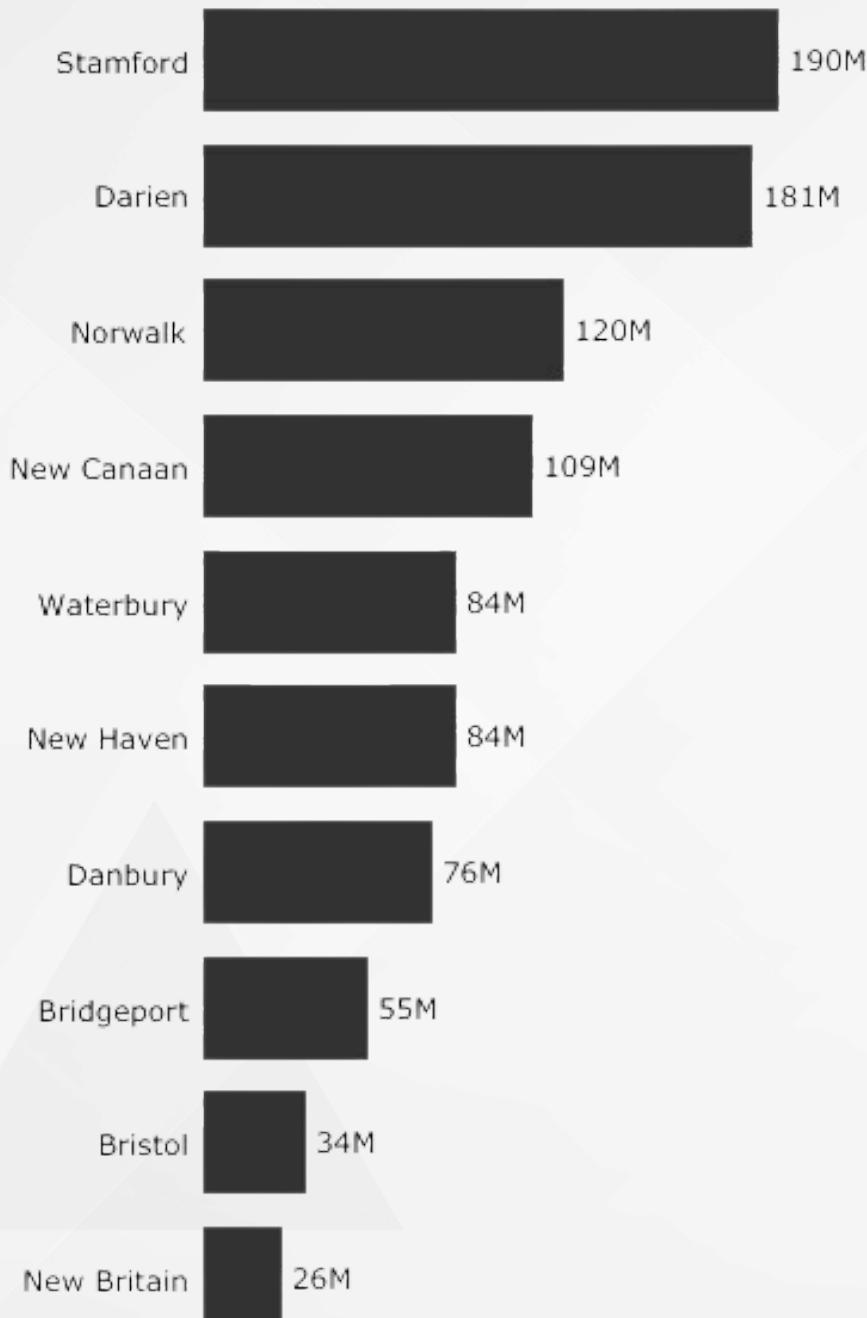


August Strategy

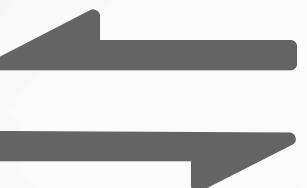
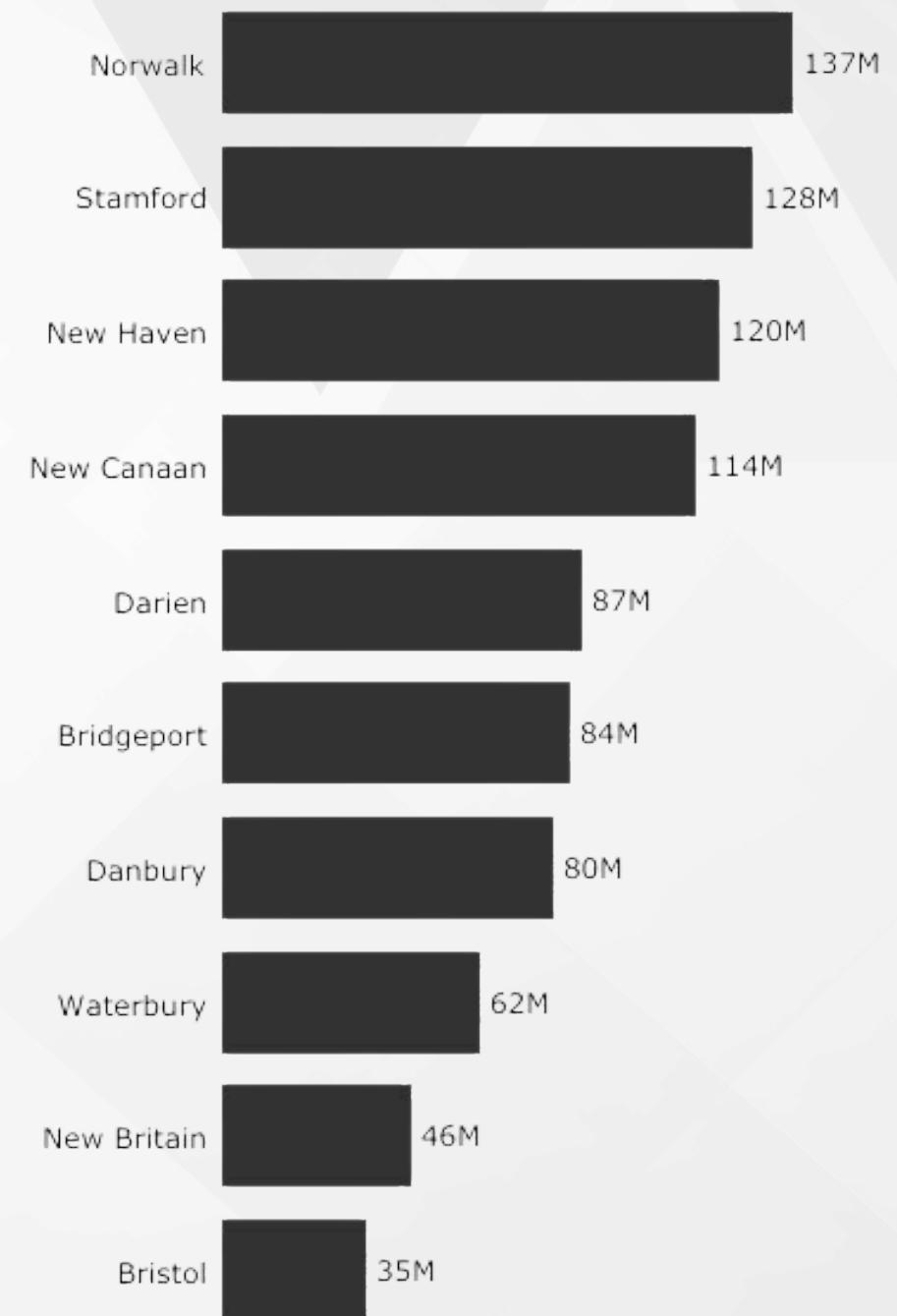
Review Strategies employed in the month of August as 50% of major towns experienced their highest sales

Compare.....

Sales by Town



Sales by Town



June

August

Expected Outcome

By the end of this Presentation, we will discover how to ensure maximum Sales in 10 major towns in Connecticut.



Recap

- Towns closest to New York City has a steady high level of sales
- Affordability and availability of facilities remains the top factors affecting real estate sales.
- Overall sales was highest in June with Stamford being the major contributor
- 50% of major towns performed their highest in August.

