**Analyzing the Real Estate**

Investigation of the complexities of real estate transactions in various towns, assess patterns in property values, and examine the historical performance of various types of properties.   
  
**Analysis of the Real Estate Market From 2001 To 2021**  
**Economic Context**

The real estate market often reflects the overall state of the economy. The period from 2001 to 2021 includes several significant economic events, such as the collapse of the dot-com bubble, the 2008 financial crisis, and the economic upheavals caused by the COVID-19 pandemic. These events had a significant impact on real estate values as well as sales activity.   
  
**Analysis of Median Sales Ratio by Town**   
  
**Geographic Variations:**

The visualization "Median of Sales Ratio by Town" provides a concise representation of how different towns perform in terms of real estate sales.

Higher median sales ratio

Towns like Cornwall, Stafford, and North Canaan have higher median sales ratios, which can indicate a few things:

* Properties frequently sell for prices near or above their assessed values.
* A high ratio may indicate that the assessment system undervalues properties, or that the real estate market is highly dynamic and competitive, resulting in higher sales prices.
* Furthermore, this could indicate a strong buyer's market in these areas, as evidenced by high demand for properties.

Lower median sales ratio

Towns with lower median sales ratios include Hartford, Warren, and Sterling, indicating that properties are being sold for less than their assessed value.

* This could indicate a weaker market or over-assessment by the local government.
* These areas may be experiencing decreased demand, economic challenges, or other factors that reduce property values.

A green and red bars

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**Sales Ratio by Year and Property Type**

**Variations in Property Dynamics:**

Surprisingly, the peak price of three-family homes occurred around 2005, indicating a brief period of high demand when these homes sold for significantly more than their assessed value. The financial crisis appears to have affected all types of properties after 2005, as evidenced by a significant drop in sales ratios. This suggests that lower market prices were causing properties to be sold for less than their assessed value. The market stabilized around 2010, with median sales ratios remaining close to one. This implies that sales prices corresponded more closely to evaluated values. The significant increase in undeveloped land in 2020 suggests that assessments may have overvalued it, or that demand has risen unexpectedly. This could be explained by renewed interest in development or changes to market dynamics caused by external forces such as shifting demographics or economic policies.

Two-family homes in Cornwall and East Haven have lower median sales ratios, indicating that the properties are typically valued higher at the time of sale than they were assessed. This could be explained by factors such as a lack of available properties or a high demand for rentals. North Branford's four-family homes have a lower median sales ratio. This implies that the properties are being sold at significantly higher prices than their assessed value. This indicates a healthy market with potential for property development or rental income for investors. The median sales ratios for Guilford, East Lyme, and Mansfield three-family homes are high, indicating that selling prices are close to or lower than assessed values. This could be attributed to reduced demand, strict zoning laws, or a mismatch between assessments and market appraisals.

A graph of a graph of a person

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**Comparison of Sales Volume and Average Sale Price**   
  
**Market Activity & Pricing:**

From 1999 to 2022, the Connecticut real estate market exhibits a complex trend with significant fluctuations in sales volume and average price. The market began small in 1999 with a few sales, but it rapidly expanded, peaking in 2005 with 79,540 transactions at an average sale price of $379,828. However, the number of sales fell dramatically after 2005, reaching 34,195 transactions during the 2008 financial crisis, with an average price of around $412,966. Following the crisis, the market had difficulty recovering. But by 2012, it had demonstrated resiliency by steadily rising average sale prices, which reached $399,135 that year and continued to rise. The number of transactions increased dramatically in 2020, peaking at 58,346 sales. This can be attributed to an increase in demand, which could have been triggered by the pandemic's altered housing requirements. In 2021, the average sale price reached a record-high of $624,617, indicating a highly competitive and active market that may have been influenced by low interest rates. Even though there were 40,946 fewer transactions in 2022, the average sale price of $539,911 remained extremely high. This suggests that despite a slight cooling in the market, property values remain high. This story focuses on a market that has seen both sharp upswings and sharp declines because of changing consumer behavior and broader economic factors.

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| **Year** | **Count of Sales** | **Average Sale Amount** |
| 1999 | 1 | 95000 |
| 2001 | 14290 | 222415.6 |
| 2002 | 60206 | 259167.8 |
| 2003 | 56316 | 305489.3 |
| 2004 | 73934 | 340218.1 |
| 2005 | 79540 | 379828.4 |
| 2006 | 57248 | 377271.8 |
| 2007 | 46132 | 481667 |
| 2008 | 34195 | 412965.6 |
| 2009 | 36305 | 324367.2 |
| 2010 | 39128 | 353688.2 |
| 2011 | 32088 | 344237.6 |
| 2012 | 32568 | 399135 |
| 2013 | 37513 | 410035.3 |
| 2014 | 41941 | 395638.3 |
| 2015 | 48894 | 391299.7 |
| 2016 | 47611 | 477925.7 |
| 2017 | 48491 | 390795.3 |
| 2018 | 47164 | 391116.6 |
| 2019 | 51226 | 391436.2 |
| 2020 | 58346 | 434538.1 |
| 2021 | 64441 | 624616.7 |
| 2022 | 40946 | 539911.4 |

**Summary:**

**A Dynamic Period in the Real Estate Industry**   
  
The data, which ranges from 2001 to 2021, shows a constantly changing real estate environment influenced by economic fluctuations, geographical factors, and shifting consumer tastes. During this time, property prices have increased significantly, particularly in single-family homes and specific regions. The real estate market's stability, even during economic downturns, demonstrates its critical role in the region's economic structure.   
This narrative provides a comprehensive overview of the changes that have occurred in the real estate market over the past two decades using complex data visualizations to highlight patterns, challenges, and potential opportunities.