



**HALSTEAD**  
REAL ESTATE

Cos Cob  
Market Report  
First Half 2020 **2020**

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HALSTEAD CONNECTICUT, LLC

# Cos Cob Overview



## Single Family Houses

Number of Solds Q2  
2020 Vs. 2019

↑45.5%

Average Sold Price Q2  
2020 Vs. 2019

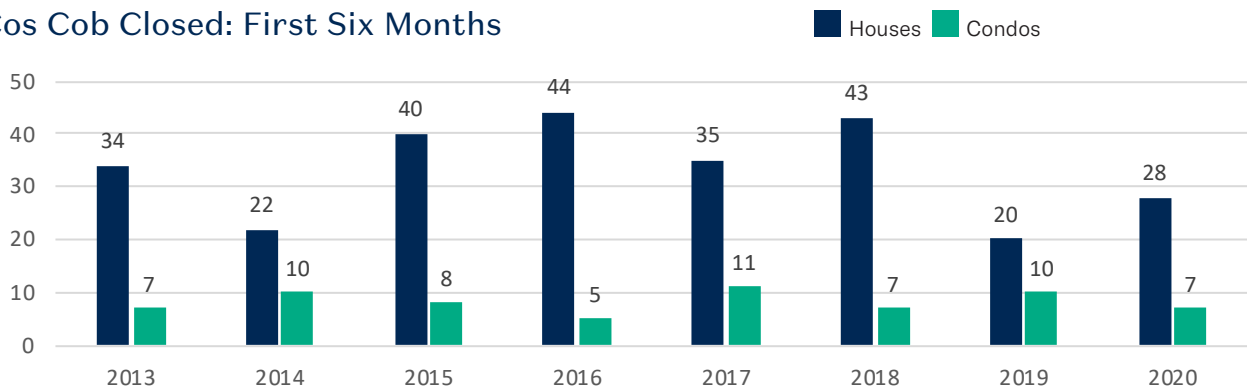
↑9.3%

June 30 Inventory  
Vs. March 31, 2019

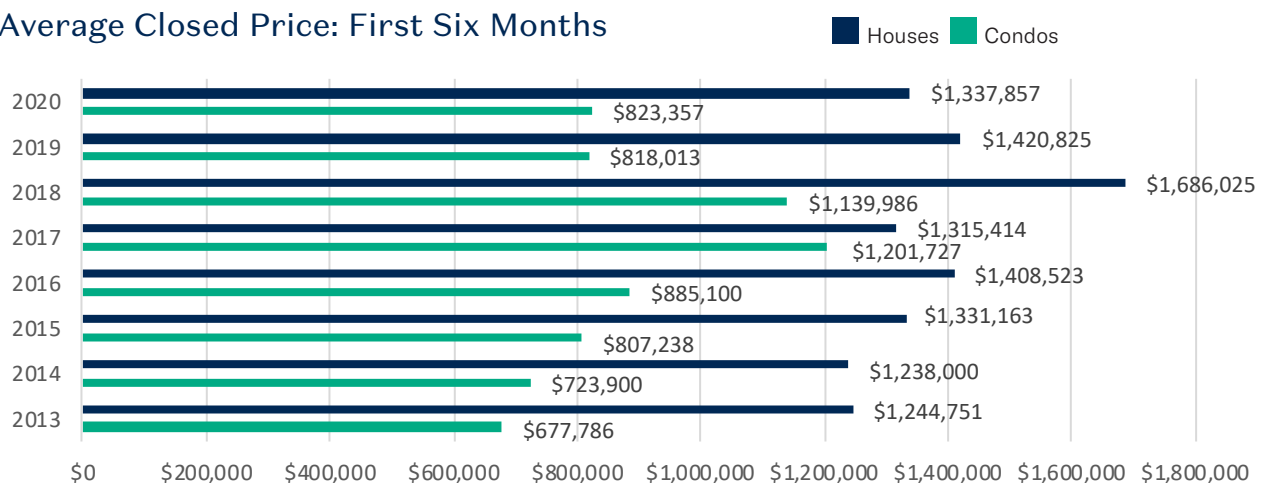
↓8.5%

	2020	2019	% CHANGE
Houses: Closings in Second Quarter	16	11	+45.5%
Houses: Average Closing Price in Second Quarter	\$1,463,906	\$1,339,682	+9.3%
Houses: Closings First Six Months	28	20	+40%
Houses: Average Closing Price First Six Months	\$1,337,857	\$1,420,825	-5.8%
Houses: Pending on June 30th	4	3	+33.3%
Houses: Inventory on June 30th	65	71	-8.5%
Condos: Closings First Six Months	7	10	-30%
Condos: Average Closing Price First Six Months	\$823,357	\$818,013	+0.7%
Condos: Inventory on June 30th	16	16	0%

## Cos Cob Closed: First Six Months



## Average Closed Price: First Six Months





## Active House Listings as of June 30th

	2020	2019	% CHANGE
Under \$1M	16	23	-30.4%
\$1M-\$1.5M	16	19	-15.8%
\$1.5M-\$2M	16	15	+6.7%
\$2M-\$2.5M	10	7	+42.9%
\$2.5M-\$3M	1	4	-75%
Over \$3M	6	3	+100%

## Number of Houses Closed: First Six Months

	2020	2019	%
Under \$1M	10	4	+150%
\$1M-\$1.5M	9	8	+12.5%
\$1.5M-\$2M	5	5	0%
\$2M-\$2.5M	2	2	0%
\$2.5M-\$3M	2	0	NA
Over \$3M	0	1	-100%

## Average List-to-Sale-Price Ratio: Houses

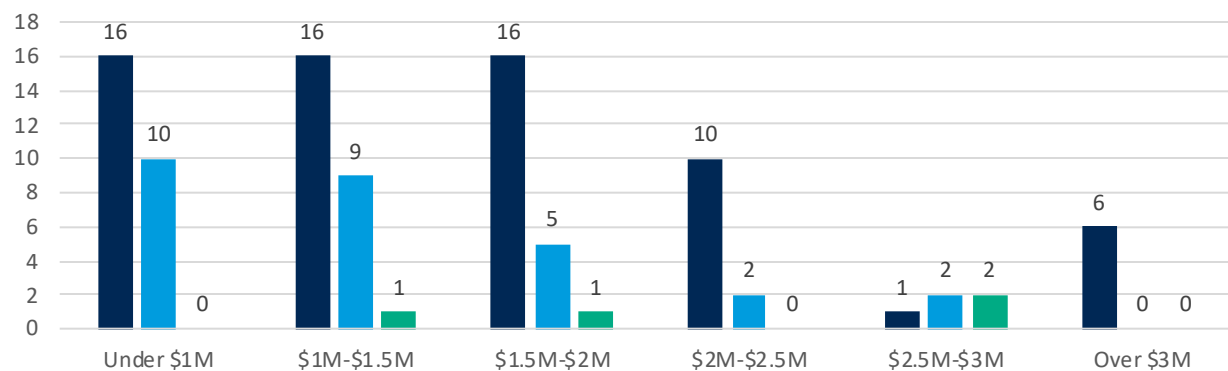
Based on closing from First Six Months of 2020

UNDER \$1M	\$1M-\$1.5M	\$1.5M-\$2M	\$2M-\$2.5M	\$2.5M-\$3M	OVER \$3M
95.4%	94.6%	92.6%	94.6%	95.9%	N/A
Average for all price points: 94.6%					

## Houses: Active/Closed/Pending

Active/Pending as of June 30th; Closed: First Six Months

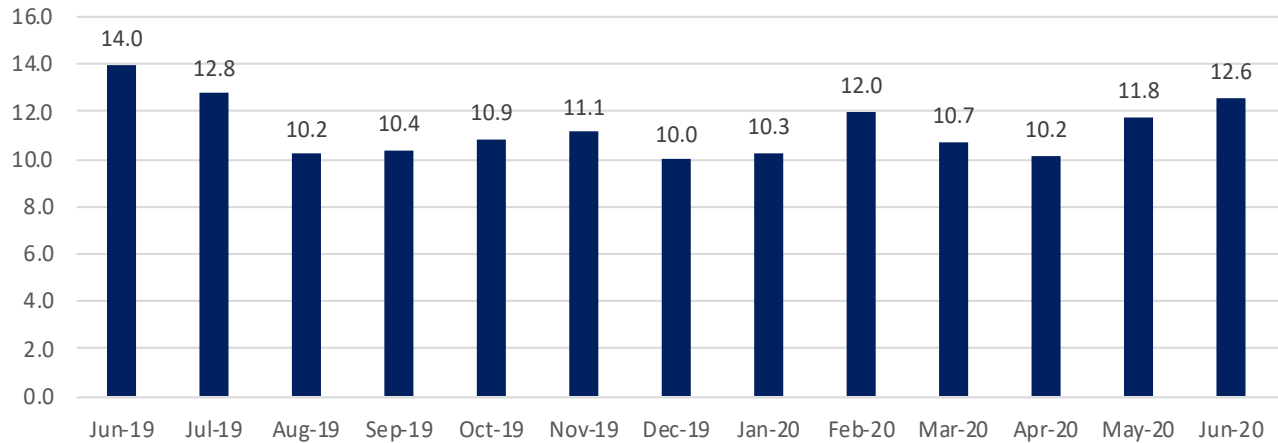
Active Closed Pending



# Cos Cob Absorption Rate: Houses

Absorption Rate: How many months it would take to sell all active listings in a given market or price range. We calculate it by taking the average number of closings over the prior 12 months and multiplying that by the number of active listings.

## Absorption Rate in Months: Houses



	JUNE 2020		DECEMBER 2019		JUNE 2019	
	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE
Under \$1M	16	7.7	13	8.2	23	17.3
\$1M-\$1.5M	16	8.3	15	8.2	19	9.9
\$1.5M-\$2M	16	27.4	6	10.3	15	13.8
\$2M-\$2.5M	10	40.0	6	24.0	7	21.0
\$2.5M-\$3M	1	3.0	4	24.0	4	24.0
Over \$3M	6	--	1	12.0	3	12.0

Cos Cob had a **12.6**-month supply of houses for sale in June 2020, 10% lower than the same time last year, when the absorption rate was 14 months. From June 2019 to June 2020 Cos Cob averaged having an **11.3**-month supply of houses.



19 Taylor Drive, Cos Cob. \$1,395,000. Web# 170286230.

# Lower Fairfield County

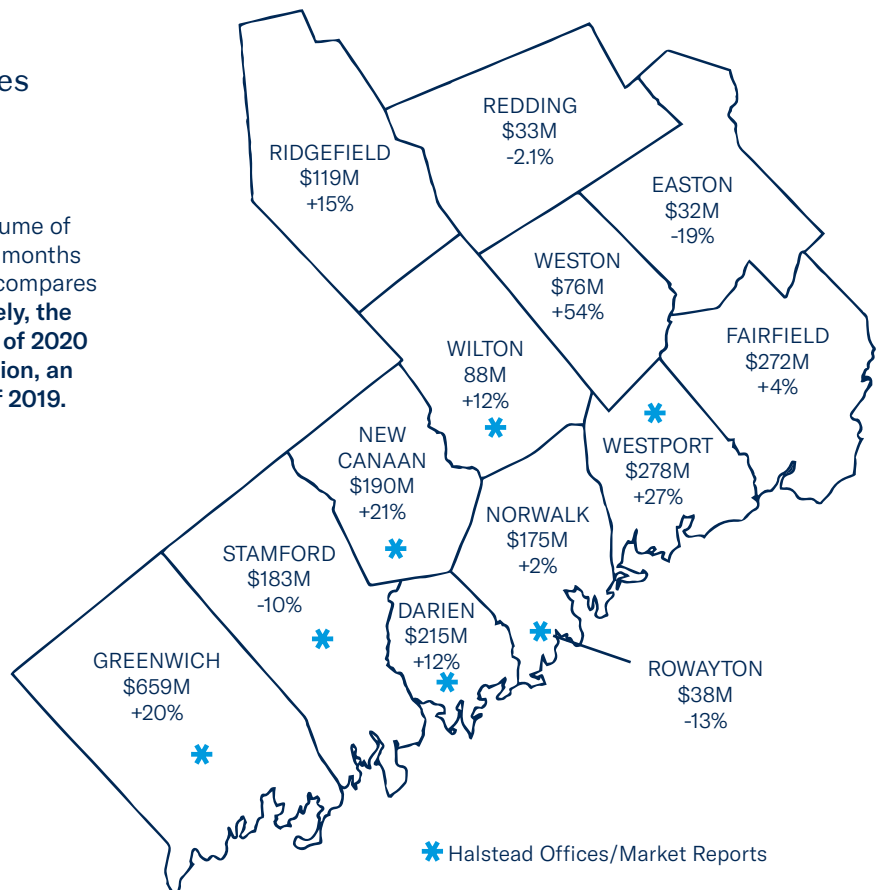
## Town Comparison: Sold Houses - First Six Months

Town	# of Closed Houses		% change	Average Closing Price		% change
	2020	2019		2020	2019	
Darien	149	133	+12%	\$1,444,262	\$1,450,283	-0.4%
Easton	59	64	-7.8%	\$544,969	\$622,891	-12.5%
Fairfield	344	370	-7%	\$790,121	\$710,084	+11.3%
All of Greenwich	265	226	+17.3%	\$2,486,444	\$2,438,681	+2%
New Canaan	122	111	+9.9%	\$1,555,474	\$1,411,699	+10.2%
Norwalk	296	296	0%	\$592,549	\$583,945	+1.5%
Redding	62	62	0%	\$527,113	\$538,634	-2.1%
Ridgefield	157	149	+5.4%	\$760,491	\$698,578	+8.9%
Rowayton*	35	35	0%	\$1,073,903	\$1,227,071	-12.5%
Stamford	298	323	-7.7%	\$615,136	\$631,844	-2.6%
Weston	92	64	+43.8%	\$828,289	\$772,175	+7.3%
Westport	199	159	+25.2%	\$1,396,422	\$1,380,599	+1.1%
Wilton	107	102	+4.9%	\$820,329	\$766,103	+7.1%

\*Rowayton closing data also included in Norwalk.

## Dollar Volume of House Sales Year's First Six Months 2020 vs. 2019

To the right is a look at the total dollar volume of house sales for each town for the first six months of 2020 and the percentage change as it compares to the same time frame in 2019. **Collectively, the dollar volume of closings in the first half of 2020 for Lower Fairfield County was \$2.36 billion, an increase of 12 percent vs. the first half of 2019.**



All data sourced from Connecticut Smart MLS and Greenwich MLS.

Actives from the Connecticut Smart MLS include Active and Show status. Actives from the Greenwich MLS include Active and Contingent Contract status.

Condos in report include Condos and Co-Ops.

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