



HALSTEAD
REAL ESTATE

Wilton
Market Report
First Half 2020 **2020**

Connecticut | New York City | Hamptons | New Jersey | Hudson Valley

 **MAYFAIR**
International Realty

 **LUXURY
PORTFOLIO
INTERNATIONAL**

Leading
REAL ESTATE COMPANIES
OF THE WORLD

[halstead.com](https://www.halstead.com)

21 RIVER ROAD, WILTON, CT 06897 | 203.762.8118

HALSTEAD CONNECTICUT, LLC

Wilton Overview



Single Family Houses

Number of Solds Q2
2020 Vs. 2019

↑ 11.5%

Average Sold Price Q2
2020 Vs. 2019

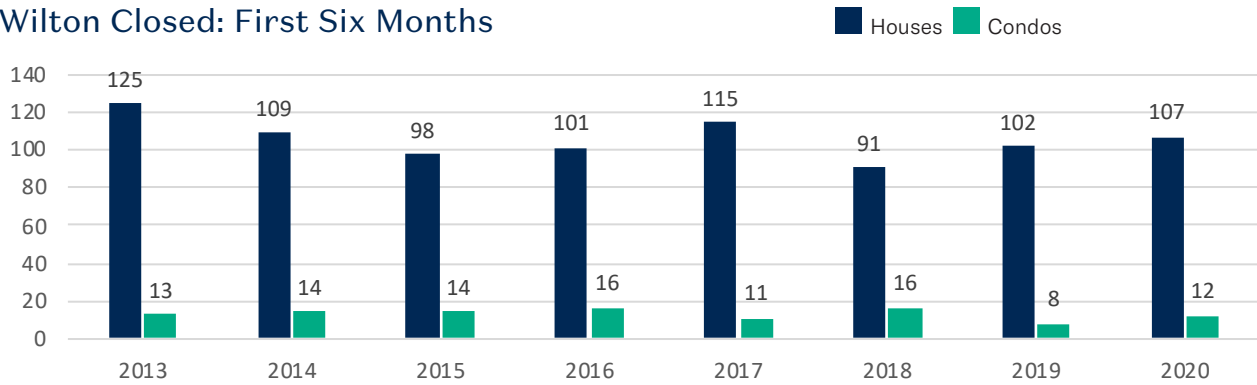
↑ 12.8%

June 30 Inventory
Vs. June 30, 2019

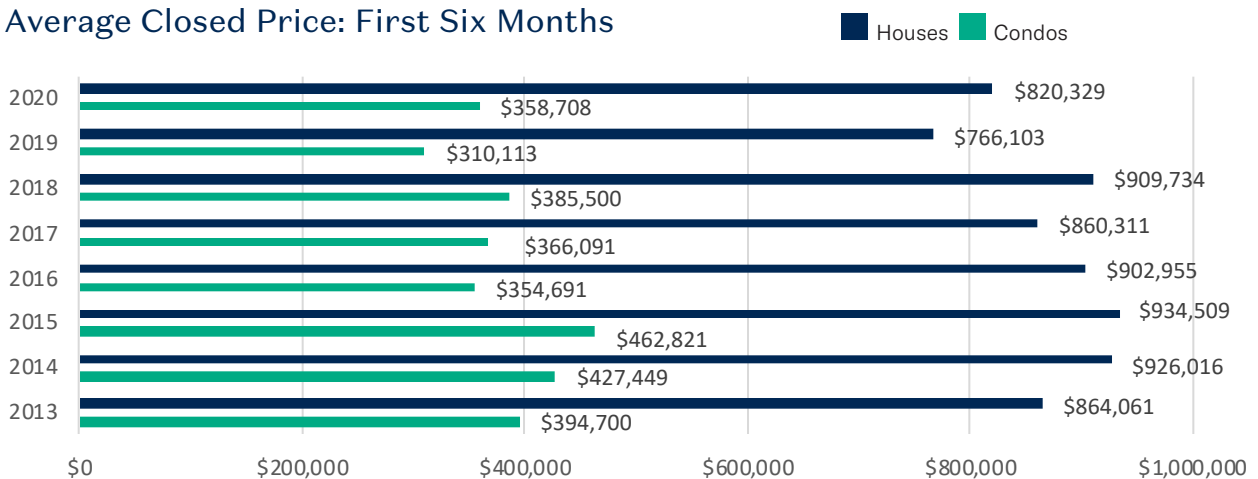
↓ 25.9%

	2020	2019	% CHANGE
Houses: Closings in Second Quarter	68	61	+11.5%
Houses: Average Closing Price in Second Quarter	\$866,799	\$768,516	+12.8%
Houses: Closings First Six Months	107	102	+4.9%
Houses: Average Closing Price First Six Months	\$820,329	\$766,103	+7.1%
Houses: Pending on June 30th	43	22	+95.5%
Houses: Inventory on June 30th	192	259	-25.9%
Condos: Closings First Six Months	12	8	+50%
Condos: Average Closing Price First Six Months	\$358,708	\$310,113	+15.7%
Condos: Inventory on June 30th	23	18	+27.8%

Wilton Closed: First Six Months



Average Closed Price: First Six Months





Active House Listings as of June 30th

	2020	2019	% CHANGE
Under \$500K	12	17	-29.4%
\$500K-\$700K	49	61	-19.7%
\$700K-\$800K	19	42	-54.8%
\$800K-\$900K	24	35	-31.4%
\$900K-\$1M	18	33	-45.5%
\$1M-\$1.2M	16	21	-23.8%
\$1.2M-\$1.5M	33	29	+13.8%
\$1.5M-\$2M	14	11	+27.3%
Over \$2M	7	10	-30%

Number of Houses Closed: First Six Months

	2020	2019	%
Under \$500K	14	19	-26.3%
\$500K-\$700K	27	31	-12.9%
\$700K-\$800K	22	15	+46.7%
\$800K-\$900K	14	11	+27.3%
\$900K-\$1M	10	6	+66.7%
\$1M-\$1.2M	9	9	0%
\$1.2M-\$1.5M	7	8	-12.5%
\$1.5M-\$2M	3	2	+50%
Over \$2M	1	1	0%

Average List-to-Sale-Price Ratio: Houses

Based on closing from First Six Months of 2020

UNDER \$500K	\$500K-\$700K	\$700K-\$800K	\$800K-\$900K	\$900K-\$1M	\$1M-\$1.2M	\$1.2M-\$1.5M	\$1.5M-\$2M	OVER \$2M
95.4%	94.6%	96.6%	96.1%	98.7%	93.3%	97.4%	94.9%	77.8%*

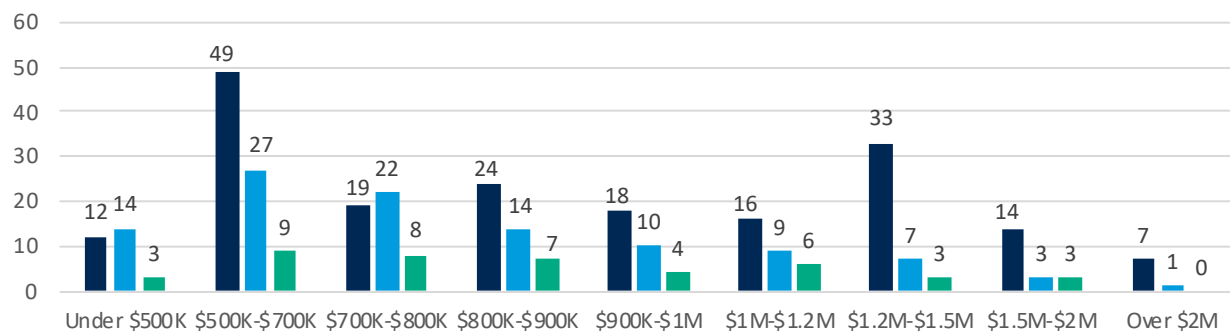
Average for all price points: 95.6%

*Only one closing in this price range.

Houses: Active/Closed/Pending

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

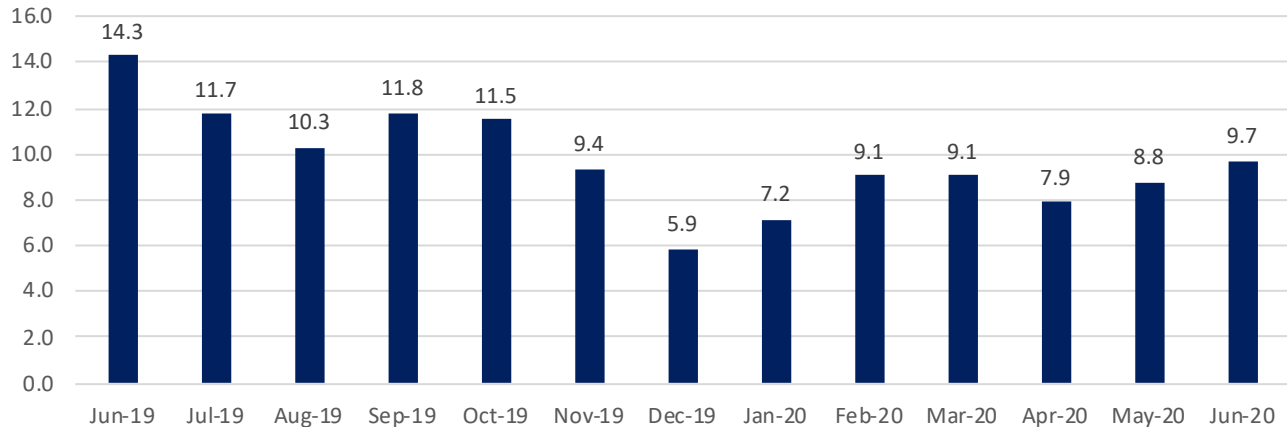
Active Closed Pending



Wilton 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 \$500K	12	3.6	12	3.2	17	6.6
\$500K-\$700K	49	8.3	24	3.8	61	11.4
\$700K-\$800K	19	6.2	17	6.8	42	15.8
\$800K-\$900K	24	9.6	22	9.8	35	14.0
\$900K-\$1M	18	12.7	7	6.5	33	23.3
\$1M-\$1.2M	16	10.7	6	4.0	21	14.8
\$1.2M-\$1.5M	33	24.8	15	10.6	29	20.5
\$1.5M-\$2M	14	24.0	7	14.0	11	22.0
Over \$2M	7	42.0	4	24.0	10	40.0

Wilton had a **9.7**-month supply of houses for sale in June 2020, 32% lower than the same time last year, when the absorption rate was 14.3 months. Price ranges under \$900,000 averaged having just a **6.9**-month supply of houses.



46 Old Kings Highway, Wilton. \$899,900. Web# 170306947.

Lower Fairfield County

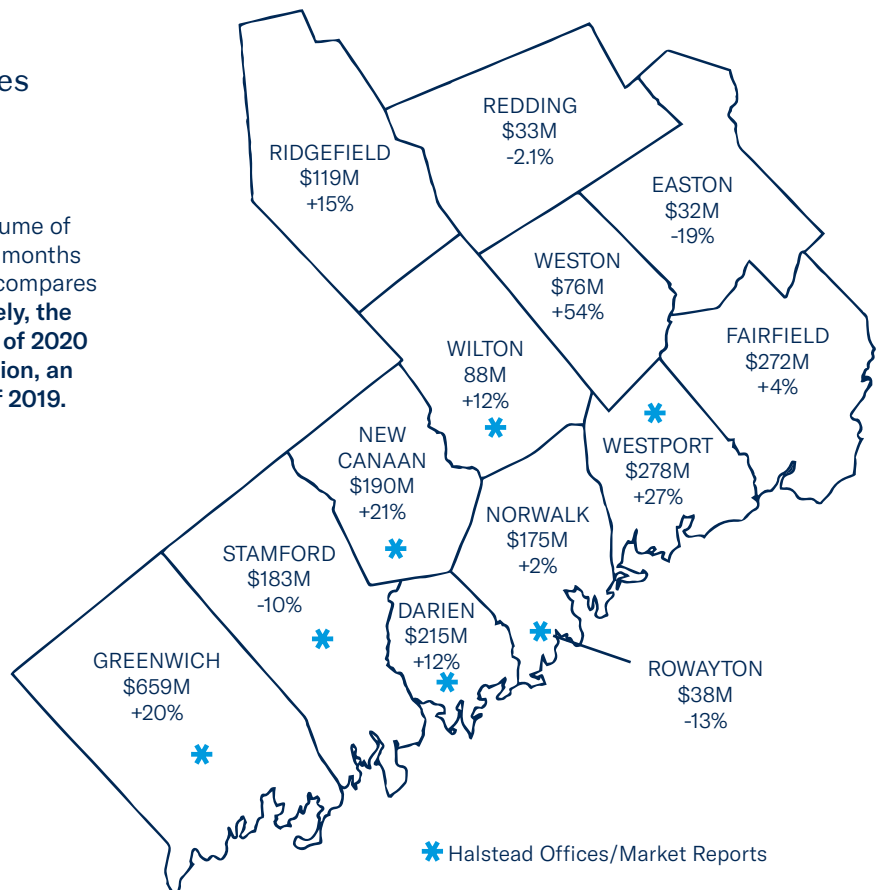
Town Comparison: Sold Houses - First Six Months

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.

©2020 Halstead Connecticut, LLC.

All Rights Reserved. This information may not be copied, commercially used or distributed without Halstead's prior consent. While information is believed true, no guaranty is made of accuracy.

* Halstead Offices/Market Reports