



HALSTEAD
REAL ESTATE

Fairfield
Market Report **2019**
First Quarter 2019

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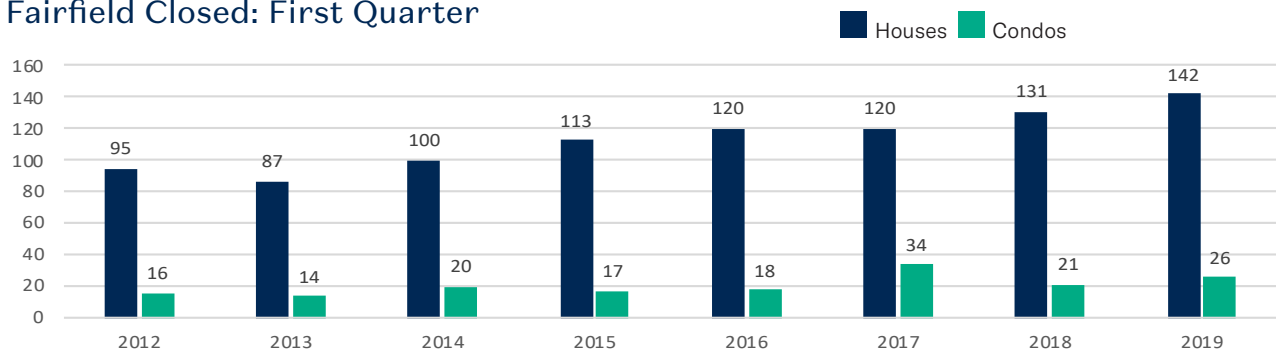
HALSTEAD CONNECTICUT, LLC

Fairfield Overview

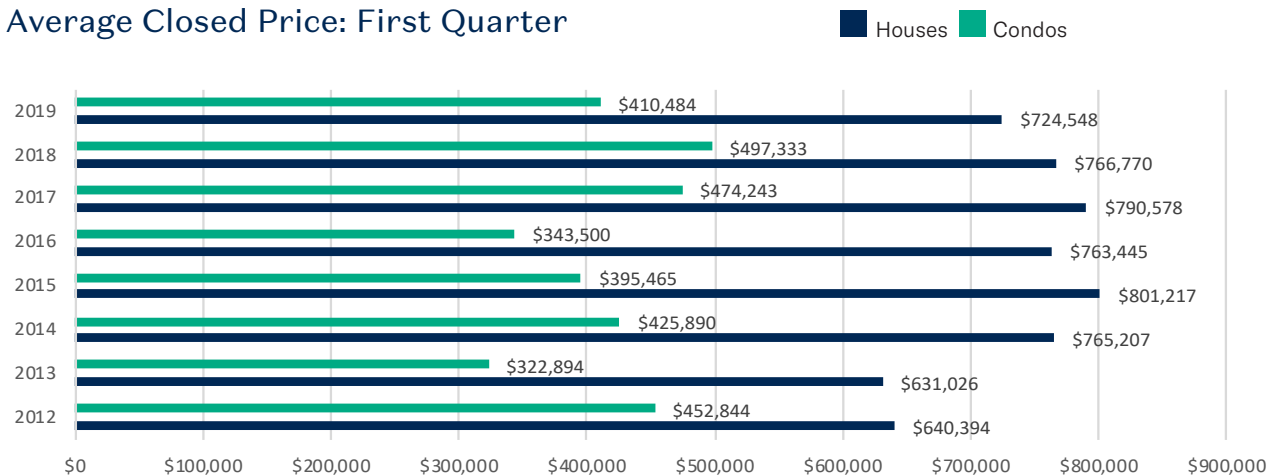


	2019	2018	% CHANGE
Houses: Closings in First Quarter	142	131	+8.4%
Houses: Average Closing Price First Quarter	\$724,548	\$766,770	-5.5%
Houses: Pending on March 31st	68	70	-2.9%
Houses: Inventory on March 31st	500	461	+8.5%
Condos: Closings First Quarter	26	21	+23.8%
Condos: Average Closing Price First Quarter	\$410,484	\$497,333	-17.5%
Condos: Inventory on March 31st	64	56	+14.3%

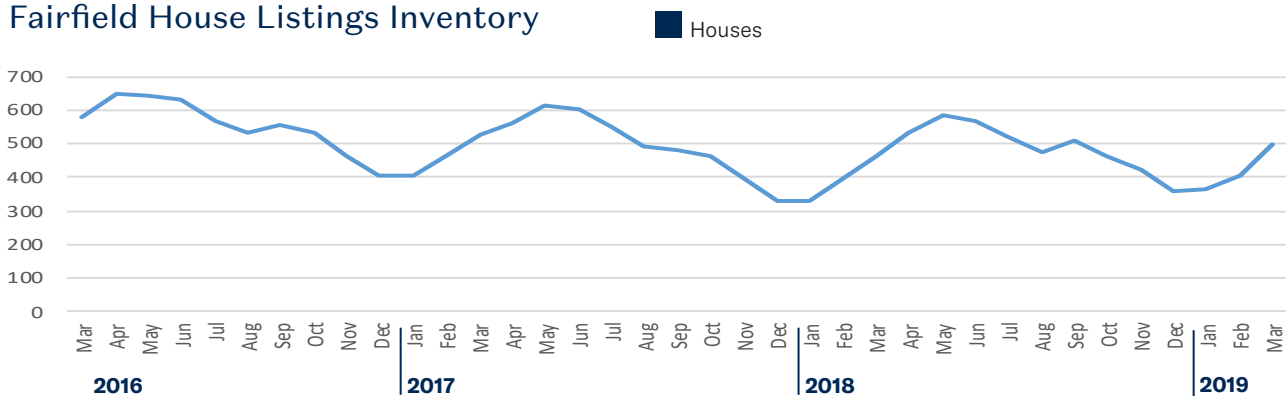
Fairfield Closed: First Quarter



Average Closed Price: First Quarter



Fairfield House Listings Inventory



Active inventory from Connecticut Smart MLS and includes Active and Show status.



Active House Listings as of March 31st

	2019	2018	%
Under \$300K	12	20	-40%
\$300K-\$400K	23	32	-28.1%
\$400K-\$500K	52	45	+15.6%
\$500K-\$600K	83	43	+93%
\$600K-\$700K	47	44	+6.8%
\$700K-\$800K	45	50	-10%
\$800K-\$1M	68	72	-5.6%
\$1M-\$1.2M	43	32	+34.4%
\$1.2M-\$1.5M	40	36	+11.1%
\$1.5M-\$2M	33	43	-23.3%
Over \$2M	54	44	+22.7%

Number of Houses Closed: First Quarter

	2019	2018	%
Under \$300K	9	9	0%
\$300K-\$400K	21	22	-4.5%
\$400K-\$500K	22	23	-4.3%
\$500K-\$600K	23	17	+35.3%
\$600K-\$700K	14	12	+16.7%
\$700K-\$800K	10	11	-9.1%
\$800K-\$1M	13	9	+44.4%
\$1M-\$1.2M	11	11	0%
\$1.2M-\$1.5M	10	7	+42.9%
\$1.5M-\$2M	7	2	+250%
Over \$2M	2	8	-75%

Average List-to-Sale-Price Ratio: Houses

Based on closing from October 2018-March 2019 (six months)

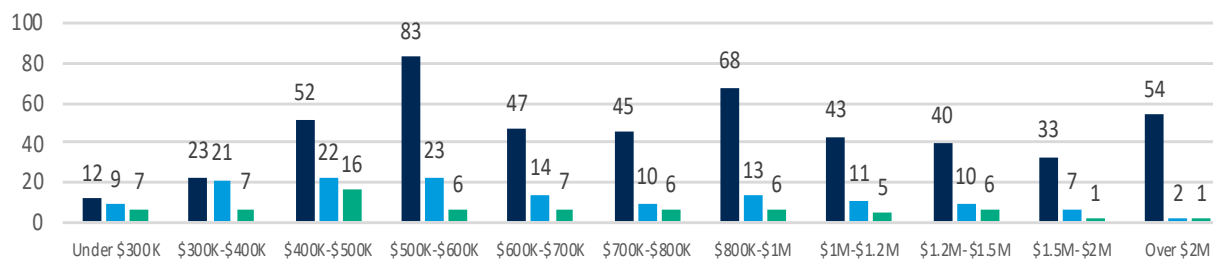
UNDER \$300K	\$300K-\$400K	\$400K-\$500K	\$500K-\$600K	\$600K-\$700K	\$700K-\$800K	\$800K-\$1M	\$1M-\$1.2M	\$1.2M-\$1.5M	\$1.5M-\$2M	OVER \$2M
96.5%	97.2%	96.1%	95.5%	97.0%	96.0%	95.8%	92.8%	93.4%	93.5%	94.0%

Average for all price points: 95.8%

Houses: Active/Closed/Pending

Active/Pending as of March 31st; Closed: First Quarter

Active Closed Pending





Active Condo/Co-Op Listings as of March 31st

	2019	2018	%
Under \$300K	12	12	0%
\$300K-\$400K	13	14	-7.1%
\$400K-\$500K	11	8	+37.5%
\$500K-\$600K	6	3	+100%
\$600K-\$700K	5	6	-16.7%
\$700K-\$800K	7	5	+40%
\$800K-\$1M	7	4	+75%
Over \$1M	3	4	-25%

Number of Condos/Co-Ops Closed: First Quarter

	2019	2018	%
Under \$300K	12	5	+140%
\$300K-\$400K	3	5	-40%
\$400K-\$500K	2	4	-50%
\$500K-\$600K	5	0	NA
\$600K-\$700K	1	2	-50%
\$700K-\$800K	1	3	-66.7%
\$800K-\$1M	1	0	NA
Over \$1M	1	2	-50%

Average List-to-Sale-Price Ratio: Condos

Based on closing from October 2018-March 2019 (six months)

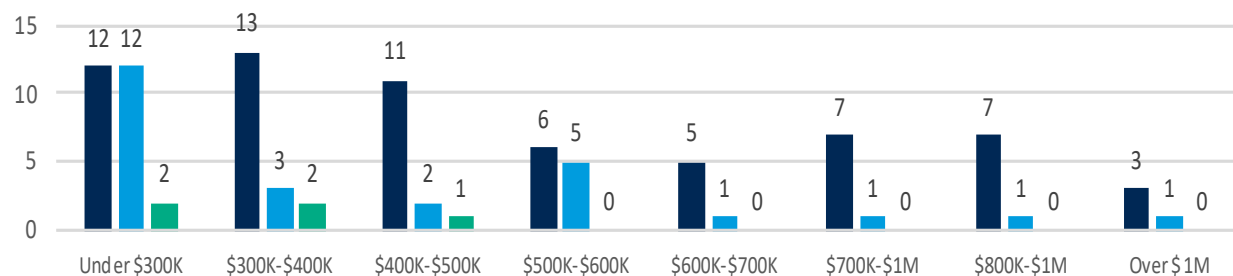
UNDER \$300K	\$300K-\$400K	\$400K-\$500K	\$500K-\$600K	\$600K-\$700K	\$700K-\$1M	\$800K-\$1M	OVER \$1M
94.8%	96.2%	95.9%	95.8%	95.6%	95.8%	96.6%	99.2%

Average for all price points: 95.8%

Condos/Co-Ops: Active/Closed/Pending

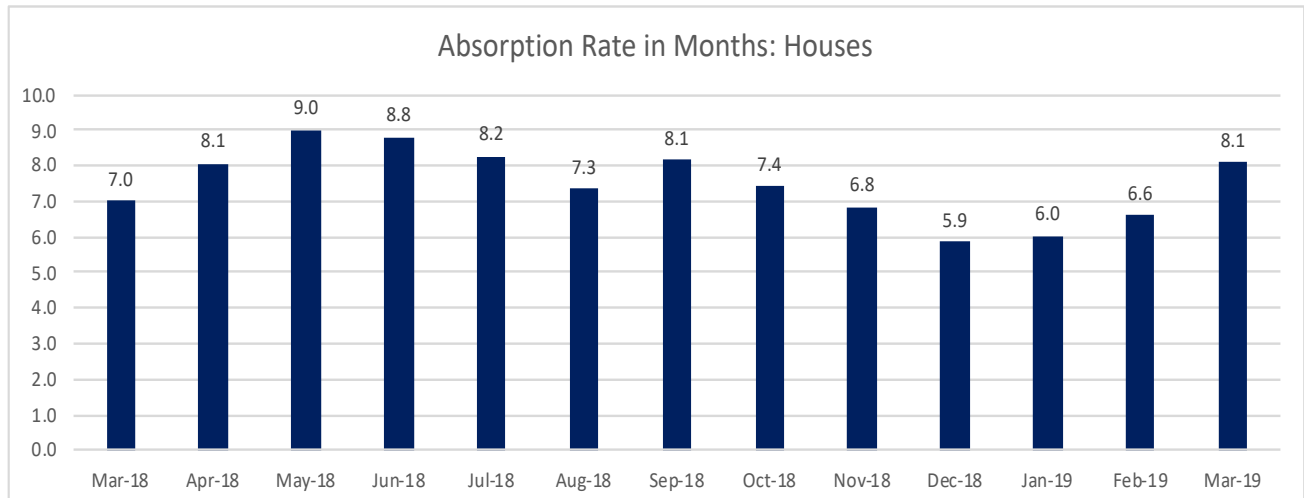
Active/Pending as of March 31st; Closed: First Quarter

Active Closed Pending



Fairfield 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.



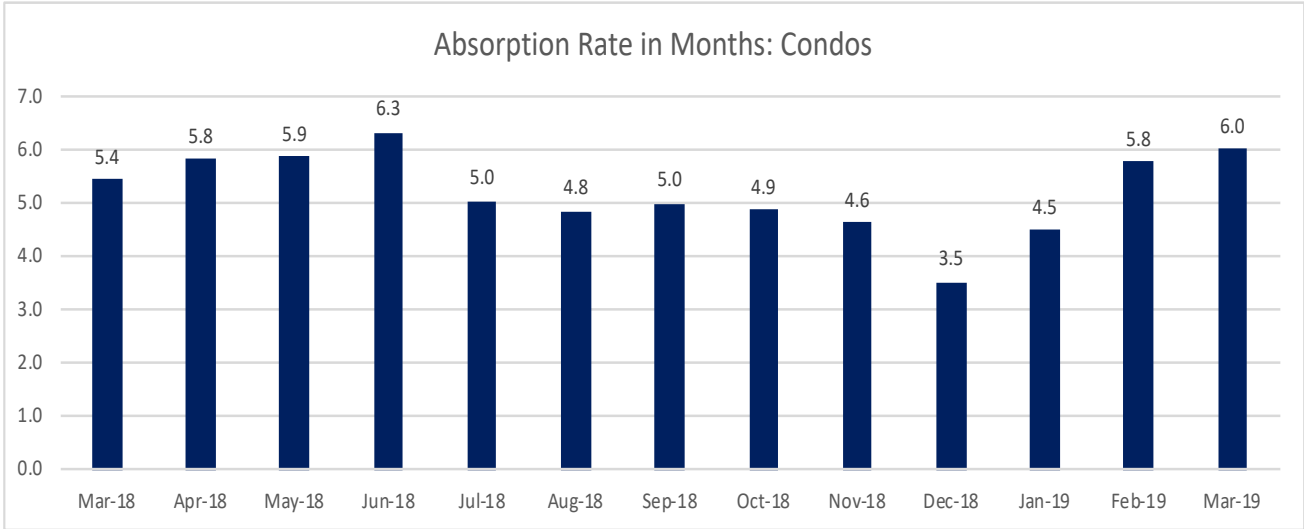
	MARCH 2019		SEPTEMBER 2018		MARCH 2018	
	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE
Under \$300K	12	3.7	15	4.1	20	4.4
\$300K-\$400K	23	2.8	43	5.0	32	3.5
\$400K-\$500K	52	5.8	57	6.0	45	4.5
\$500K-\$600K	83	10.6	61	8.3	43	4.3
\$600K-\$700K	47	6.4	61	8.9	44	6.6
\$700K-\$800K	45	7.3	40	5.9	50	8.6
\$800K-\$1M	68	9.1	67	10.3	72	10.9
\$1M-\$1.2M	43	11.5	33	6.7	32	6.3
\$1.2M-\$1.5M	40	10.7	42	11.7	36	8.5
\$1.5M-\$2M	33	11.0	38	15.7	43	21.5
Over \$2M	54	29.5	53	21.2	44	24.0

Fairfield had a **8.1**-month supply of houses for sale in March, 15% higher than the same time last year, when the absorption rate was 7 months. The tightest price ranges were under \$500,000 where there averaged a **4.1**-month supply of houses.



1053 Fairfield Beach Road, Fairfield. \$2,450,000 WEB #170173312

Fairfield Absorption Rate: Condos



	MARCH 2019		SEPTEMBER 2018		MARCH 2018	
	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE
Under \$300K	12	3.1	9	2.6	12	3.6
\$300K-\$400K	13	5.4	11	4.0	14	5.3
\$400K-\$500K	11	11.0	7	6.5	8	7.4
\$500K-\$600K	6	6.5	8	19.2	3	3.3
\$600K-\$700K	5	7.5	3	3.3	6	6.0
\$700K-\$1M	7	12.0	5	8.6	5	7.5
\$800K-\$1M	7	16.8	6	18.0	4	8.0
Over \$1M	3	3.6	2	3.0	4	24.0

Fairfield had a **6**-month supply of condos for sale in March, 11% higher than the same time last year, when the absorption rate was 5.4 months. Between March 2018 and March 2019 Fairfield averaged having a **5.3**-month supply of condos for sale.



35 Bridge Street, Unit #111, Westport. \$178,300 WEB# 170160122

Lower Fairfield County

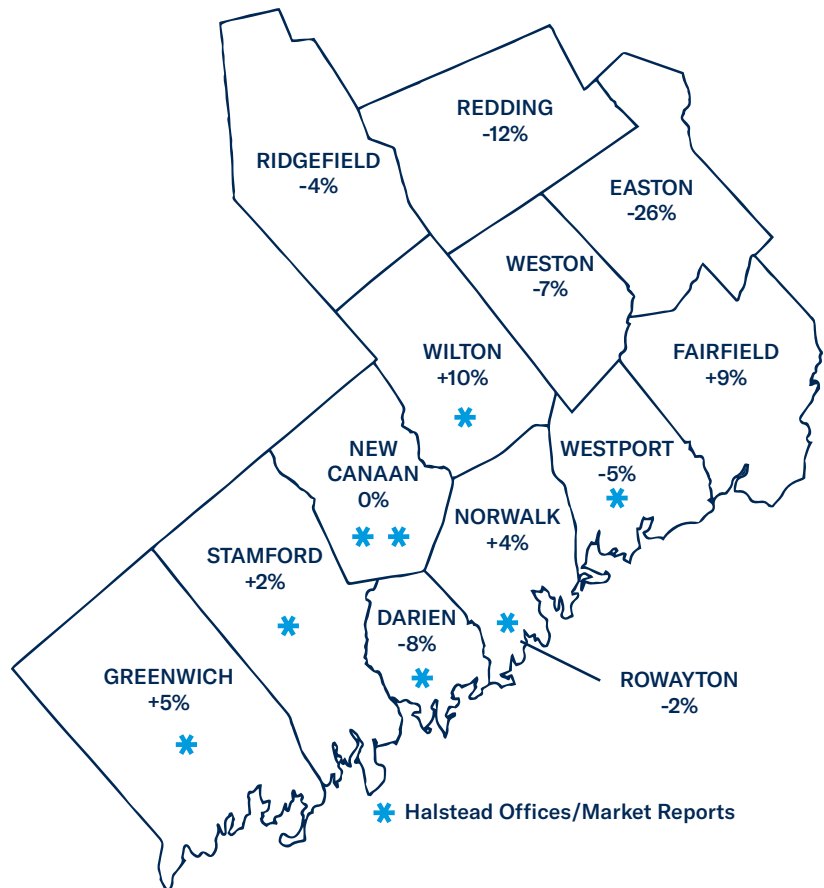
Town Comparison: First Quarter (Single Family Homes)

Town	# of Sold Houses		% change	Median Selling Price		% change
	2019	2018		2019	2018	
Darien	42	40	+5%	\$1,335,018	\$1,444,751	-7.6%
Easton	21	23	-8.7%	\$604,967	\$550,683	+9.9%
Fairfield	142	131	+8.4%	\$724,548	\$766,770	-5.5%
All of Greenwich	74	102	-27.5%	\$2,302,406	\$2,663,322	-13.6%
New Canaan	42	35	+20%	\$1,338,649	\$1,893,010	-29.3%
Norwalk	101	106	-4.7%	\$578,940	\$566,295	+2.2%
Redding	17	21	-19%	\$454,676	\$534,890	-15%
Ridgefield	48	48	0%	\$706,566	\$672,892	+5%
Rowayton*	11	11	0%	\$1,173,182	\$1,039,825	+12.8%
Stamford	120	153	-21.6%	\$565,948	\$651,123	-13.1%
Weston	27	23	+17.4%	\$640,685	\$728,930	-12.1%
Westport	46	84	-45.2%	\$1,291,595	\$1,535,635	-15.9%
Wilton	40	34	+17.6%	\$768,875	\$834,908	-7.9%

*Rowayton solds data also included in Norwalk.

Single Family House Inventory Supply March 2019 vs. March 2018

At the end of March the supply of active single family houses in Lower Fairfield County, collectively, was almost identical to the supply at the same time last year, with just a .1% change. The map to the right shows the year-over-year change in number of active houses for each town at the end of March, 2019 as it compares to March, 2018.



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.

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