



HALSTEAD
REAL ESTATE

Connecticut Market Report First Quarter 2020 **2020**

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HALSTEAD CONNECTICUT, LLC

Greenwich Overview



Single Family Houses

Number of Solds Q1
2020 Vs. 2019

↑ 51.3%

Average Sold Price Q1
2020 Vs. 2019

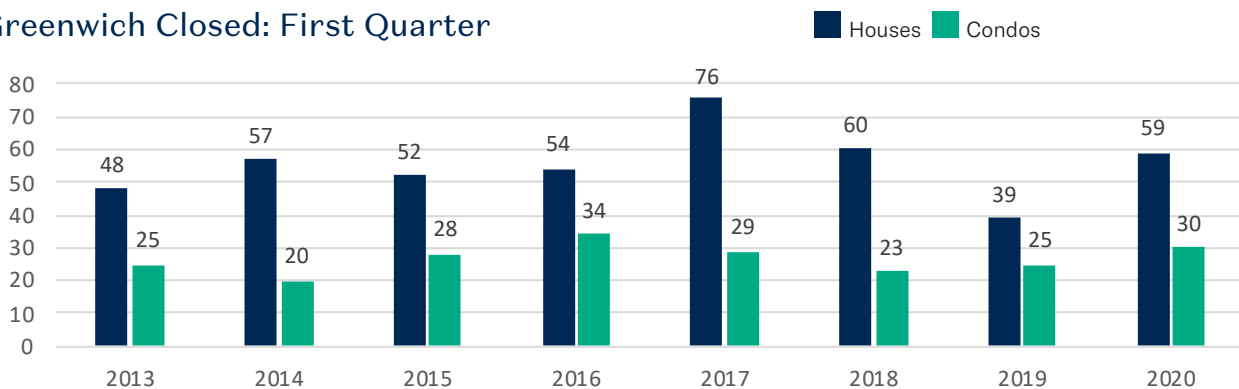
↓ 4.0%

March 31 Inventory
Vs. March 31, 2019

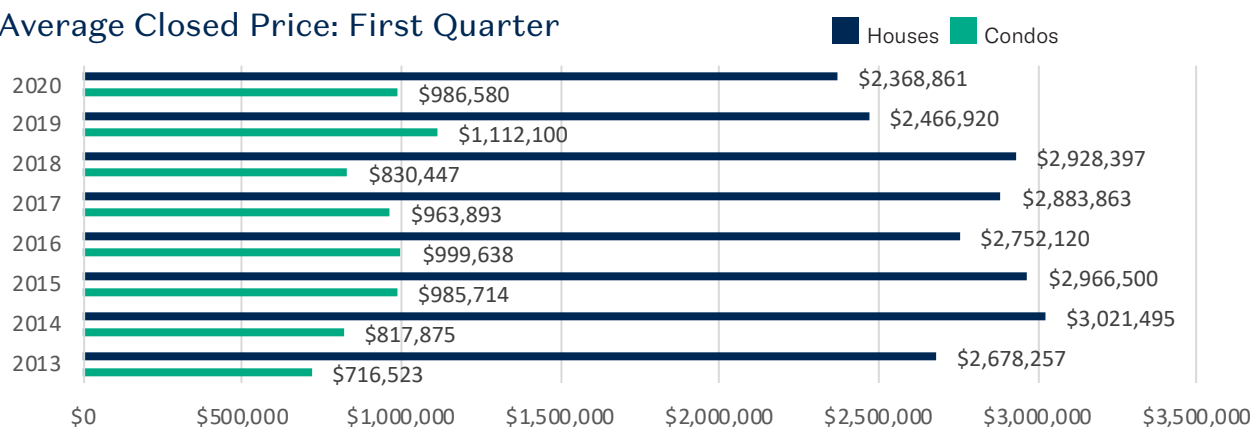
↓ 8.3%

	2020	2019	% CHANGE
Houses: Closings in March	16	17	-5.9%
Houses: Average Closing Price in March	\$2,578,363	\$2,288,374	+12.7%
Houses: Closings in First Quarter	59	39	+51.3%
Houses: Average Closing Price First Quarter	\$2,368,861	\$2,466,920	-4%
Houses: Pending on March 31st	26	21	+23.8%
Houses: Inventory on March 31st	386	421	-8.3%
Condos: Closings First Quarter	30	25	+20%
Condos: Average Closing Price First Quarter	\$986,580	\$1,112,100	-11.3%
Condos: Inventory on March 31st	112	104	+7.7%

Greenwich Closed: First Quarter



Average Closed Price: First Quarter



Cos Cob Overview



Single Family Houses

Number of Solds Q1
2020 Vs. 2019

↑ 33.3%

Average Sold Price Q1
2020 Vs. 2019

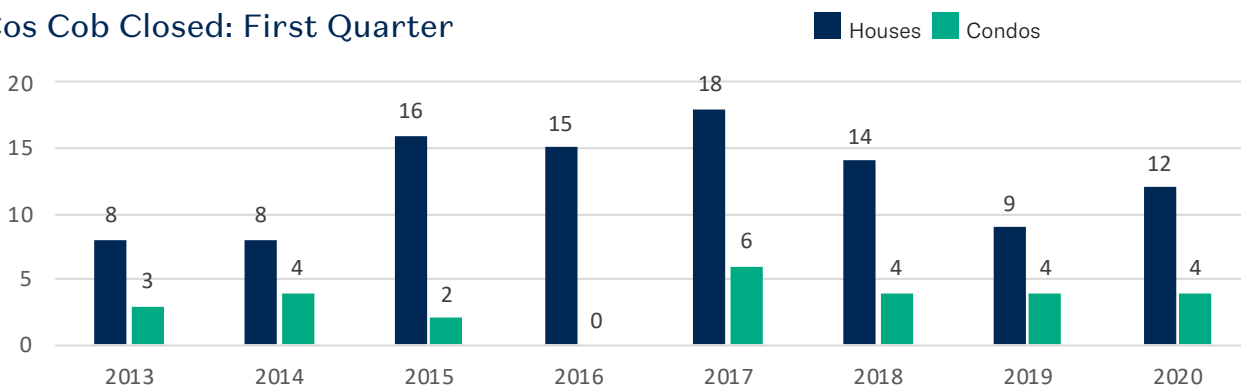
↓ 23%

March 31 Inventory
Vs. March 31, 2019

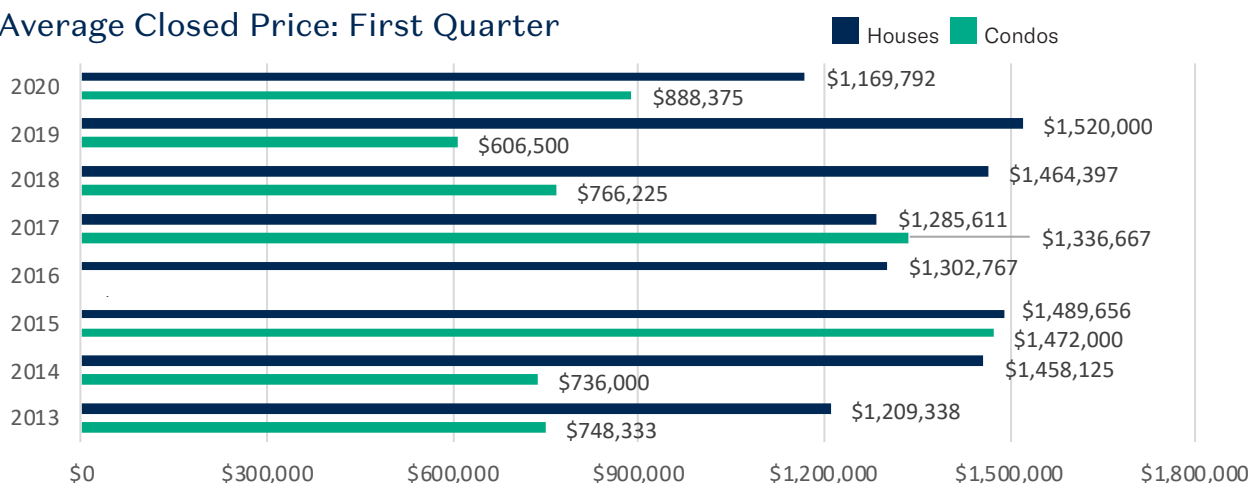
↑ 4.1%

	2020	2019	% CHANGE
Houses: Closings in March	7	2	+250%
Houses: Average Closing Price in March	\$1,351,786	\$1,575,000	-14.2%
Houses: Closings in First Quarter	12	9	+33.3%
Houses: Average Closing Price First Quarter	\$1,169,792	\$1,520,000	-23%
Houses: Pending on March 31st	4	2	+100%
Houses: Inventory on March 31st	51	49	+4.1%
Condos: Closings First Quarter	4	4	0%
Condos: Average Closing Price First Quarter	\$888,375	\$606,500	+46.5%
Condos: Inventory on March 31st	14	12	+16.7%

Cos Cob Closed: First Quarter



Average Closed Price: First Quarter



Riverside Overview



Single Family Houses

Number of Solds Q1
2020 Vs. 2019

↑ 114.3%

Average Sold Price Q1
2020 Vs. 2019

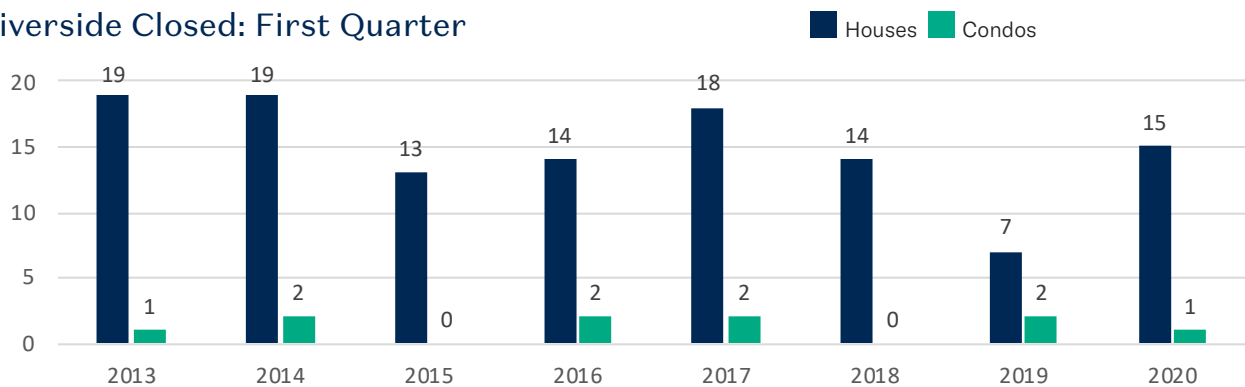
↓ 2.2%

March 31 Inventory
Vs. March 31, 2019

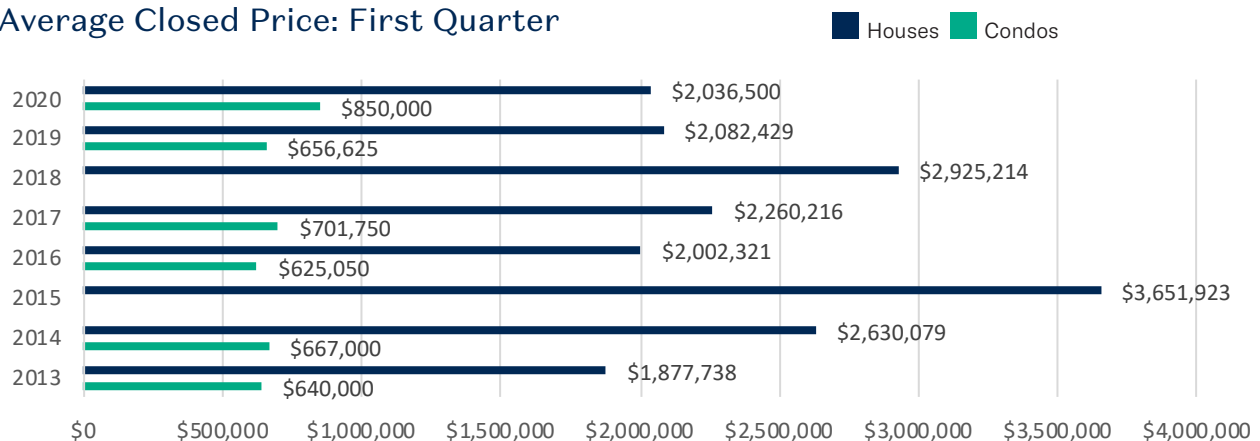
↓ 33.7%

	2020	2019	% CHANGE
Houses: Closings in March	4	2	+100%
Houses: Average Closing Price in March	\$950,000	\$2,550,000	-62.7%
Houses: Closings in First Quarter	15	7	+114.3%
Houses: Average Closing Price First Quarter	\$2,036,500	\$2,082,429	-2.2%
Houses: Pending on March 31st	4	8	-50%
Houses: Inventory on March 31st	59	89	-33.7%
Condos: Closings First Quarter	1	2	-50%
Condos: Average Closing Price First Quarter	\$850,000	\$656,625	+29.4%
Condos: Inventory on March 31st	5	4	+25%

Riverside Closed: First Quarter



Average Closed Price: First Quarter



Old Greenwich Overview



Single Family Houses

Number of Solds Q1
2020 Vs. 2019

↓15.8%

Average Sold Price Q1
2020 Vs. 2019

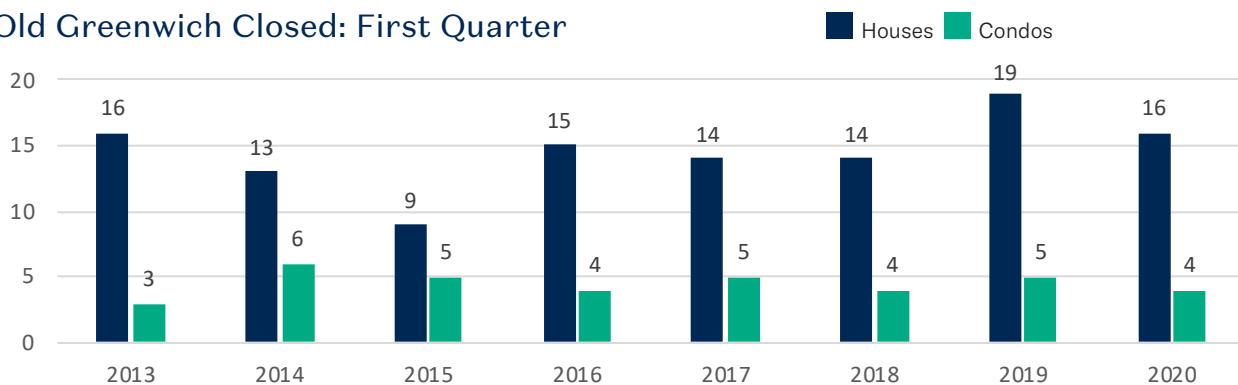
↓10.5%

March 31 Inventory
Vs. March 31, 2019

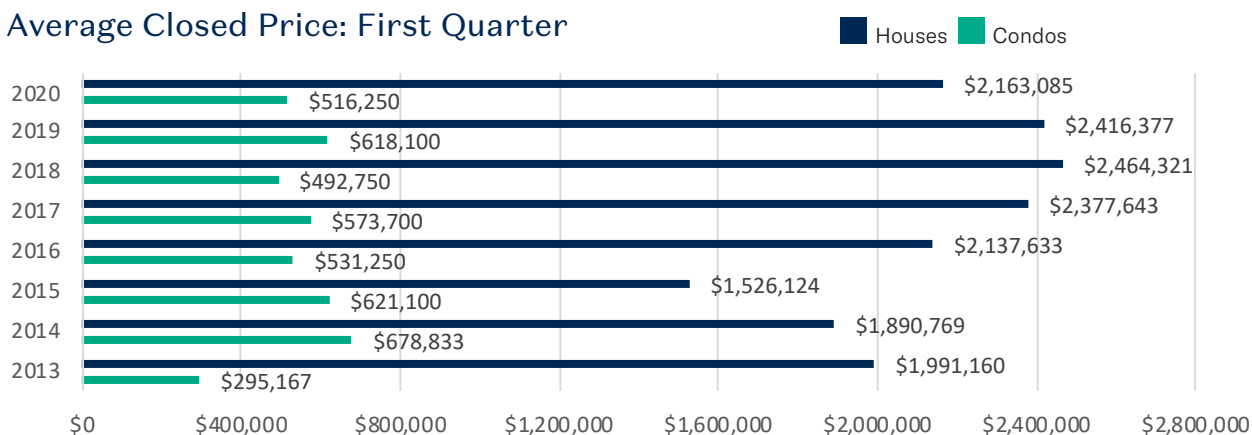
↓9.6%

	2020	2019	% CHANGE
Houses: Closings in March	7	6	+16.7%
Houses: Average Closing Price in March	\$1,475,250	\$1,948,610	-24.3%
Houses: Closings in First Quarter	16	19	-15.8%
Houses: Average Closing Price First Quarter	\$2,163,085	\$2,416,377	-10.5%
Houses: Pending on March 31st	6	8	-25%
Houses: Inventory on March 31st	66	73	-9.6%
Condos: Closings First Quarter	4	5	-20%
Condos: Average Closing Price First Quarter	\$516,250	\$618,100	-16.5%
Condos: Inventory on March 31st	13	10	+30%

Old Greenwich Closed: First Quarter



Average Closed Price: First Quarter



Stamford Overview



Single Family Houses

Number of Solds Q1
2020 Vs. 2019

↑7.4%

Average Sold Price Q1
2020 Vs. 2019

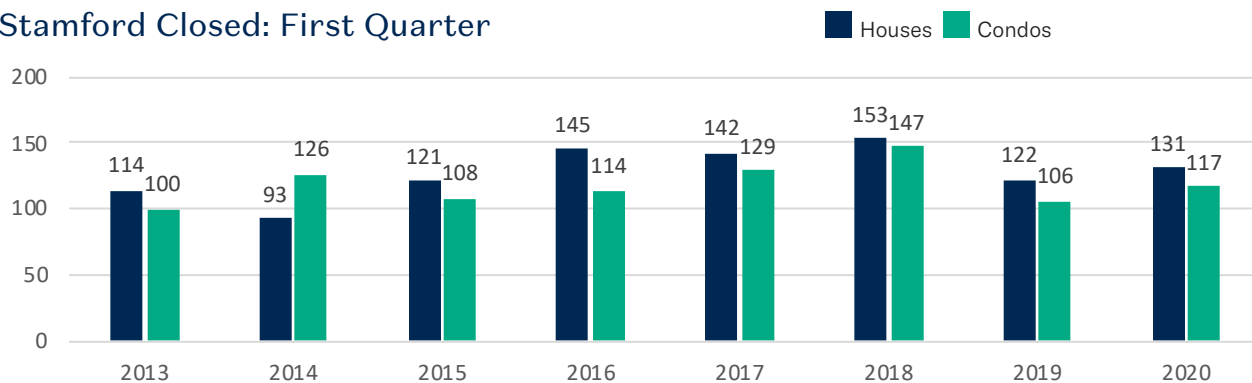
↑8.3%

March 31 Inventory
Vs. March 31, 2019

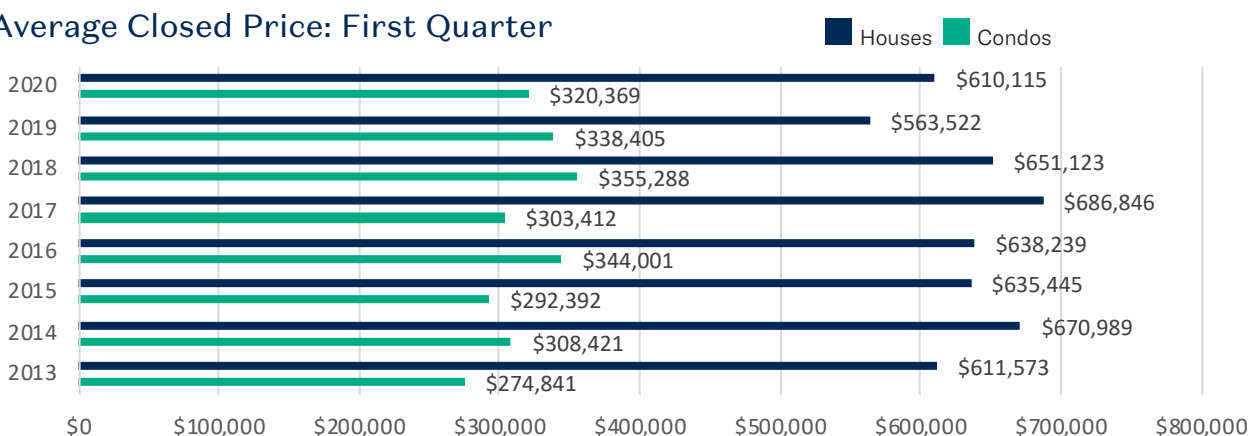
↓17.6%

	2020	2019	% CHANGE
Houses: Closings in March	39	51	-23.5%
Houses: Average Closing Price in March	\$612,455	\$564,690	+8.5%
Houses: Closings in First Quarter	131	122	+7.4%
Houses: Average Closing Price First Quarter	\$610,115	\$563,522	+8.3%
Houses: Pending on March 31st	77	59	+30.5%
Houses: Inventory on March 31st	313	380	-17.6%
Condos: Closings First Quarter	117	106	+10.4%
Condos: Average Closing Price First Quarter	\$320,369	\$338,405	-5.3%
Condos: Inventory on March 31st	236	265	-10.9%

Stamford Closed: First Quarter



Average Closed Price: First Quarter



Darien Overview



Single Family Houses

Number of Solds Q1
2020 Vs. 2019

↑42.9%

Average Sold Price Q1
2020 Vs. 2019

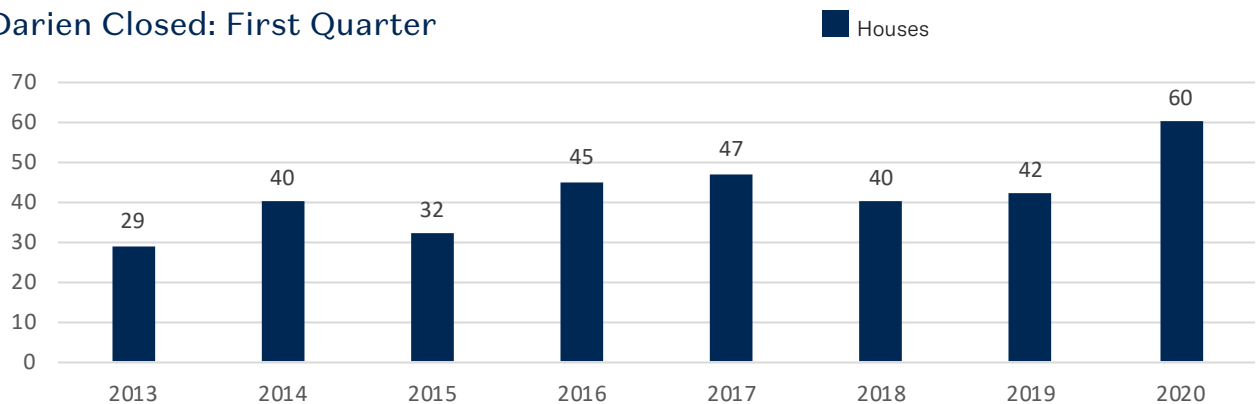
↑1.8%

March 31 Inventory
Vs. March 31, 2019

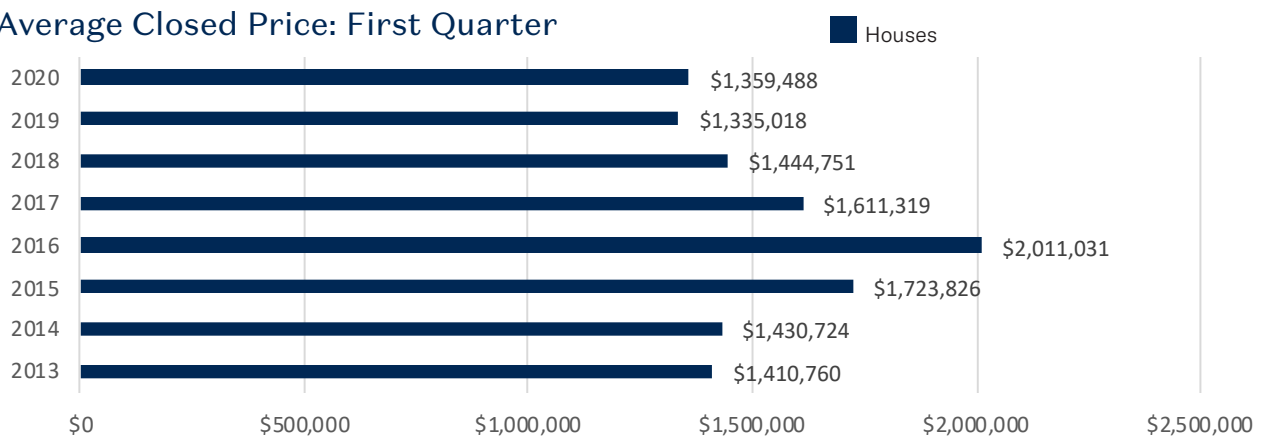
↓13.8%

	2020	2019	% CHANGE
Houses: Closings in March	25	12	+108.3%
Houses: Average Closing Price in March	\$1,354,600	\$1,683,583	-19.5%
Houses: Closings in First Quarter	60	42	+42.9%
Houses: Average Closing Price First Quarter	\$1,359,488	\$1,335,018	+1.8%
Houses: Pending on March 31st	30	20	+50%
Houses: Inventory on March 31st	207	240	-13.8%
Condos: Closings First Quarter	0	5	-100%!
Condos: Average Closing Price First Quarter	--	\$918,200	--
Condos: Inventory on March 31st	15	19	-21.1%

Darien Closed: First Quarter



Average Closed Price: First Quarter



New Canaan Overview



Single Family Houses

Number of Solds Q1
2020 Vs. 2019

0%

Average Sold Price Q1
2020 Vs. 2019

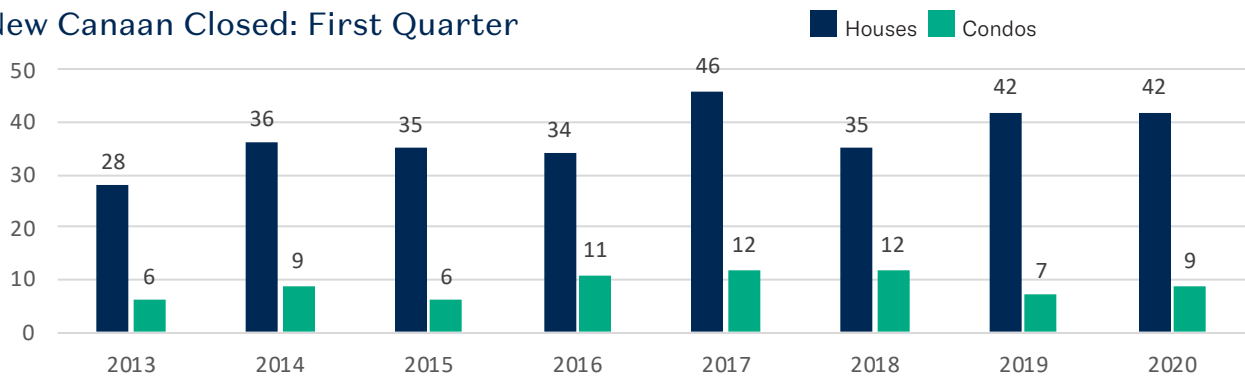
↑16.8%

March 31 Inventory
Vs. March 31, 2019

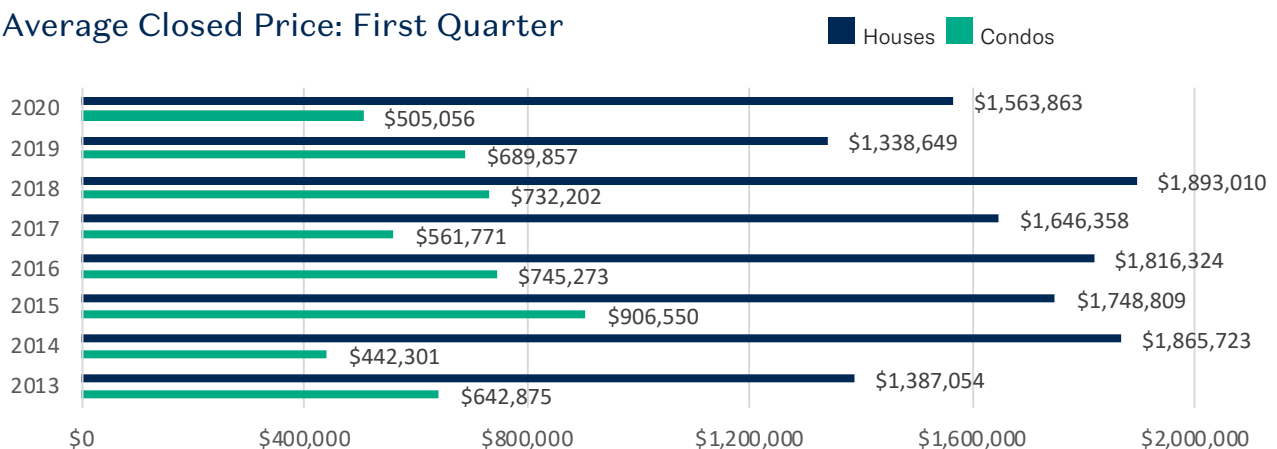
↓29.6%

	2020	2019	% CHANGE
Houses: Closings in March	21	13	+61.5%
Houses: Average Closing Price in March	\$1,494,976	\$1,513,957	-1.3%
Houses: Closings in First Quarter	42	42	0%
Houses: Average Closing Price First Quarter	\$1,563,863	\$1,338,649	+16.8%
Houses: Pending on March 31st	35	22	+59.1%
Houses: Inventory on March 31st	212	301	-29.6%
Condos: Closings First Quarter	9	7	+28.6%
Condos: Average Closing Price First Quarter	\$505,056	\$689,857	-26.8%
Condos: Inventory on March 31st	32	41	-22%

New Canaan Closed: First Quarter



Average Closed Price: First Quarter



Norwalk Overview



Single Family Houses

Number of Solds Q1
2020 Vs. 2019

↑ 46.1%

Average Sold Price Q1
2020 Vs. 2019

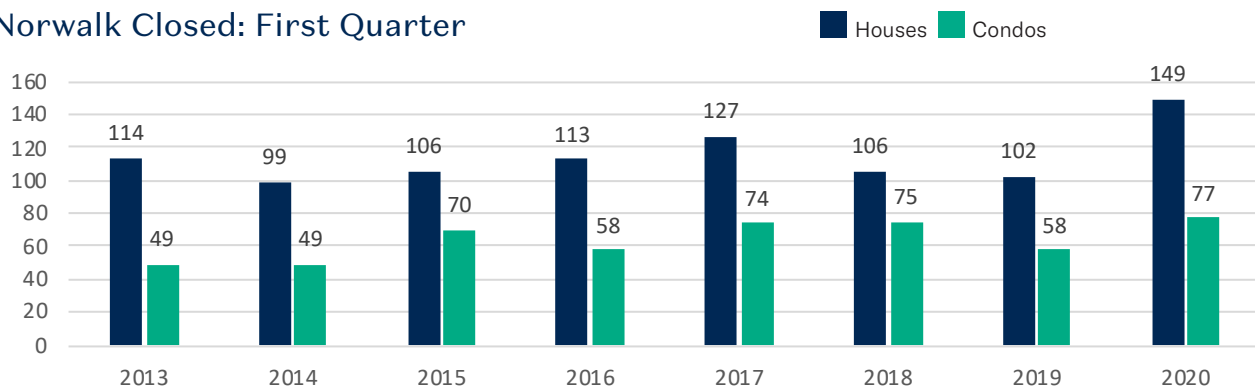
↓ 2.2%

March 31 Inventory
Vs. March 31, 2019

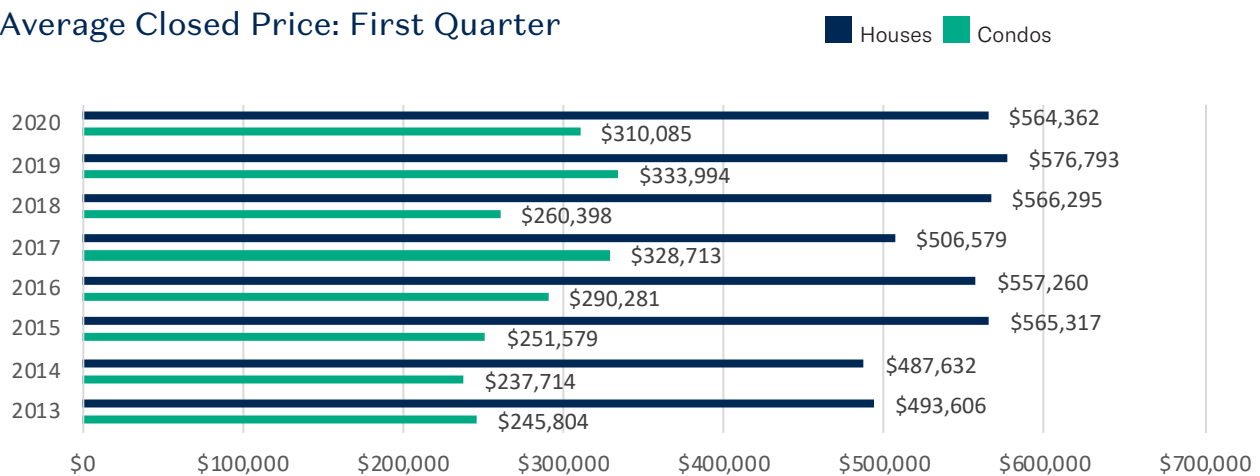
↓ 26.3%

	2020	2019	% CHANGE
Houses: Closings in March	56	39	+43.6%
Houses: Average Closing Price in March	\$565,880	\$665,148	-14.9%
Houses: Closings in First Quarter	149	102	+46.1%
Houses: Average Closing Price First Quarter	\$564,362	\$576,793	-2.2%
Houses: Pending on March 31st	62	43	+44.2%
Houses: Inventory on March 31st	247	335	-26.3%
Condos: Closings First Quarter	77	58	+32.8%
Condos: Average Closing Price First Quarter	\$310,085	\$333,994	-7.2%
Condos: Inventory on March 31st	97	98	-1%

Norwalk Closed: First Quarter



Average Closed Price: First Quarter



Rowayton Overview



Single Family Houses

Number of Solds Q1
2020 Vs. 2019

↑ 45.5%

Average Sold Price Q1
2020 Vs. 2019

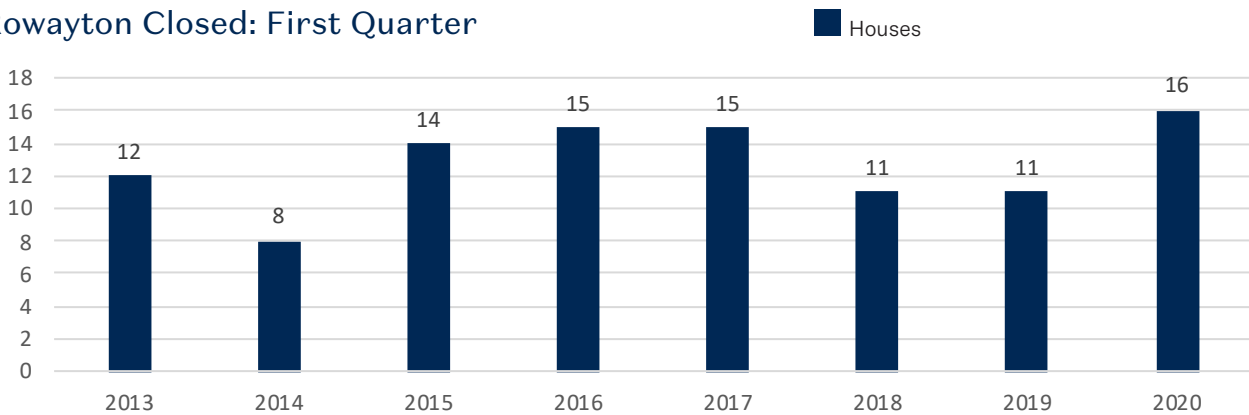
↓ 17.3%

March 31 Inventory
Vs. March 31, 2019

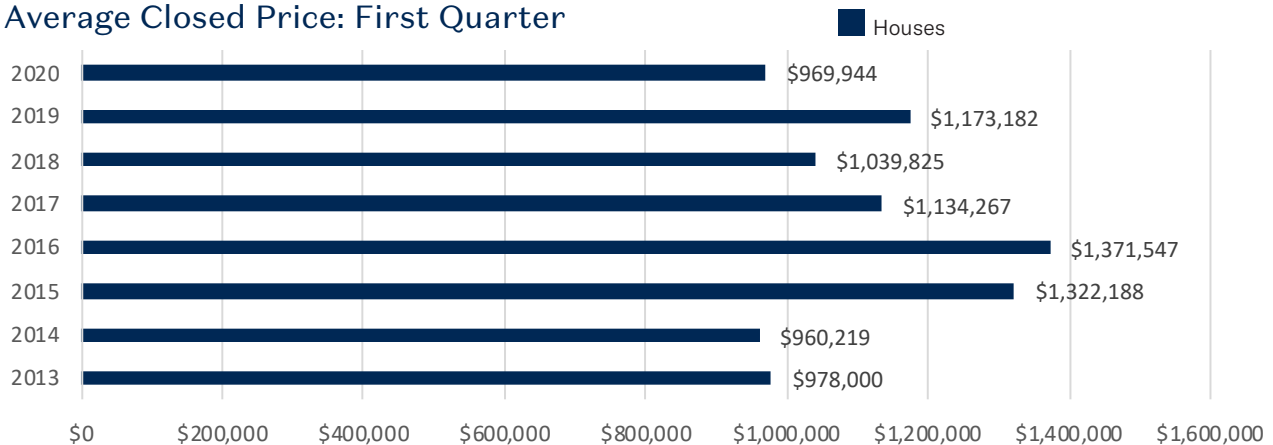
↓ 26.2%

	2020	2019	% CHANGE
Houses: Closings in March	5	7	-28.6%
Houses: Average Closing Price in March	\$1,187,400	\$1,297,857	-8.5%
Houses: Closings in First Quarter	16	11	+45.5%
Houses: Average Closing Price First Quarter	\$969,944	\$1,173,182	-17.3%
Houses: Pending on March 31st	8	5	+60%
Houses: Inventory on March 31st	48	65	-26.2%
Condos: Closings First Quarter	1	3	-66.7%
Condos: Average Closing Price First Quarter	\$280,000	\$1,030,000	-72.8%
Condos: Inventory on March 31st	7	3	+133.3%

Rowayton Closed: First Quarter



Average Closed Price: First Quarter



Wilton Overview



Single Family Houses

Number of Solds Q1
2020 Vs. 2019

↓ 4.9%

Average Sold Price Q1
2020 Vs. 2019

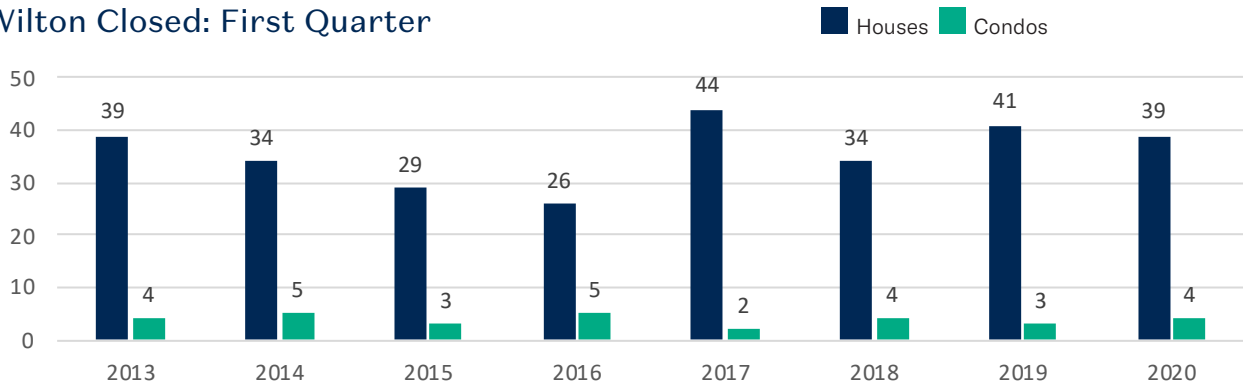
↓ 3%

March 31 Inventory
Vs. March 31, 2019

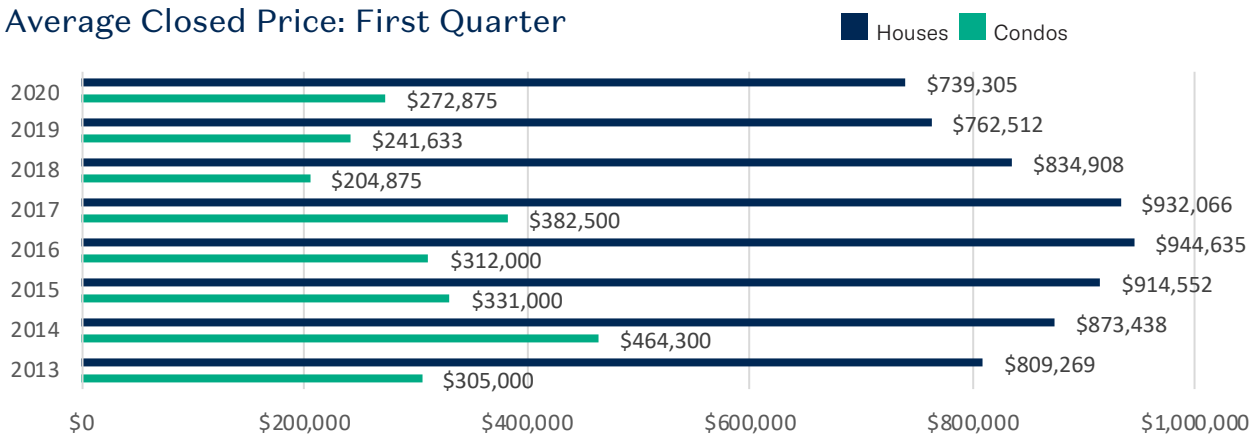
↓ 15.9%

	2020	2019	% CHANGE
Houses: Closings in March	14	15	-6.7%
Houses: Average Closing Price in March	\$750,964	\$797,133	-5.8%
Houses: Closings in First Quarter	39	41	-4.9%
Houses: Average Closing Price First Quarter	\$739,305	\$762,512	-3%
Houses: Pending on March 31st	12	15	-20%
Houses: Inventory on March 31st	175	208	-15.9%
Condos: Closings First Quarter	4	3	+33.3%
Condos: Average Closing Price First Quarter	\$272,875	\$241,633	+12.9%
Condos: Inventory on March 31st	19	14	+35.7%

Wilton Closed: First Quarter



Average Closed Price: First Quarter



Westport Overview



Single Family Houses

Number of Solds Q1
2020 Vs. 2019

↑ 69.6%

Average Sold Price Q1
2020 Vs. 2019

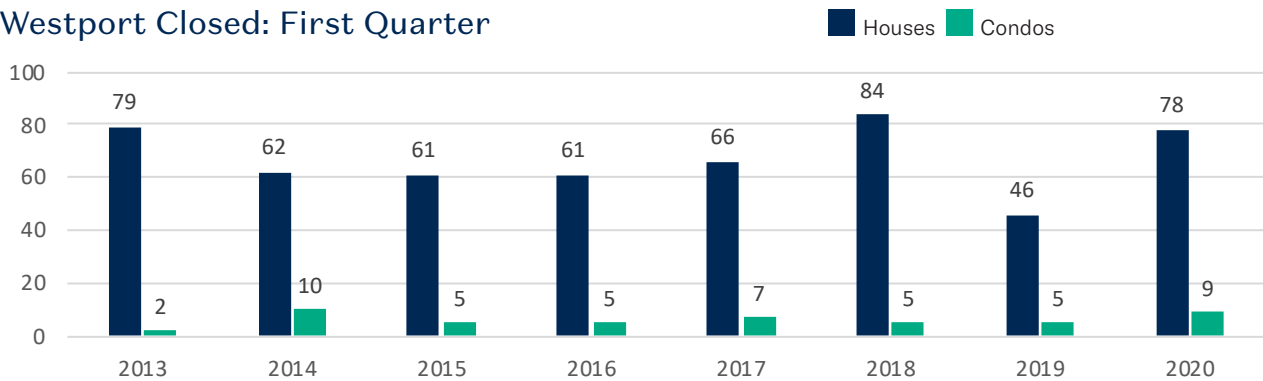
↑ 7.6%

March 31 Inventory
Vs. March 31, 2019

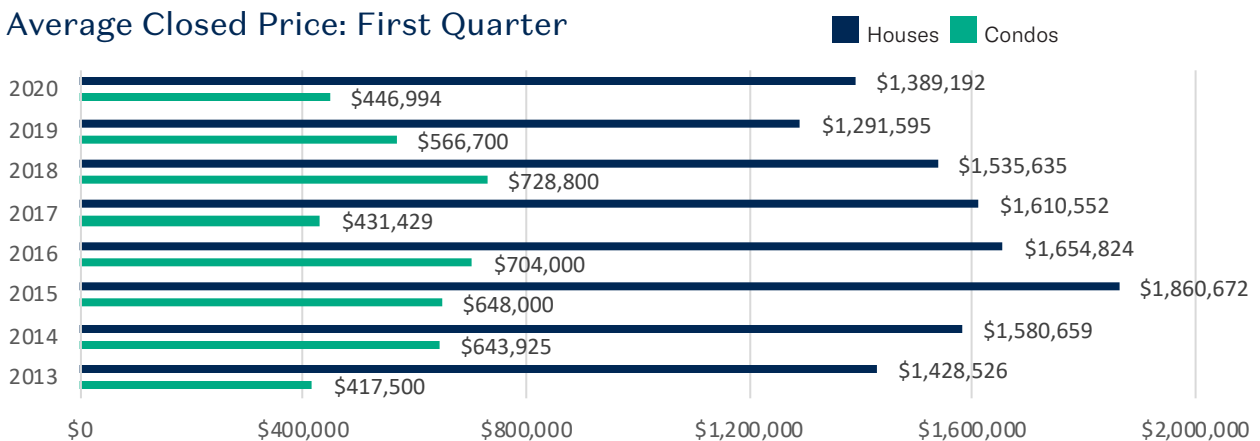
↓ 30.1%

	2020	2019	% CHANGE
Houses: Closings in March	31	18	+72.2%
Houses: Average Closing Price in March	\$1,464,809	\$1,398,639	+4.7%
Houses: Closings in First Quarter	78	46	+69.6%
Houses: Average Closing Price First Quarter	\$1,389,192	\$1,291,595	+7.6%
Houses: Pending on March 31st	48	39	+23.1%
Houses: Inventory on March 31st	256	366	-30.1%
Condos: Closings First Quarter	9	5	+80%
Condos: Average Closing Price First Quarter	\$446,994	\$566,700	-21.1%
Condos: Inventory on March 31st	28	17	+64.7%

Westport Closed: First Quarter



Average Closed Price: First Quarter



Weston Overview



Single Family Houses

Number of Solds Q1
2020 Vs. 2019

0%

Average Sold Price Q1
2020 Vs. 2019

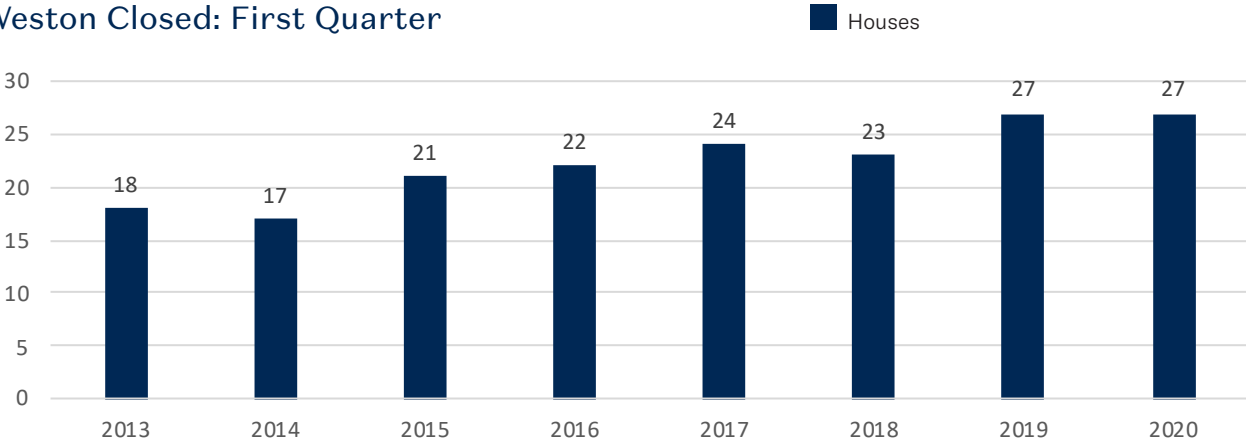
↑11.9%

March 31 Inventory
Vs. March 31, 2019

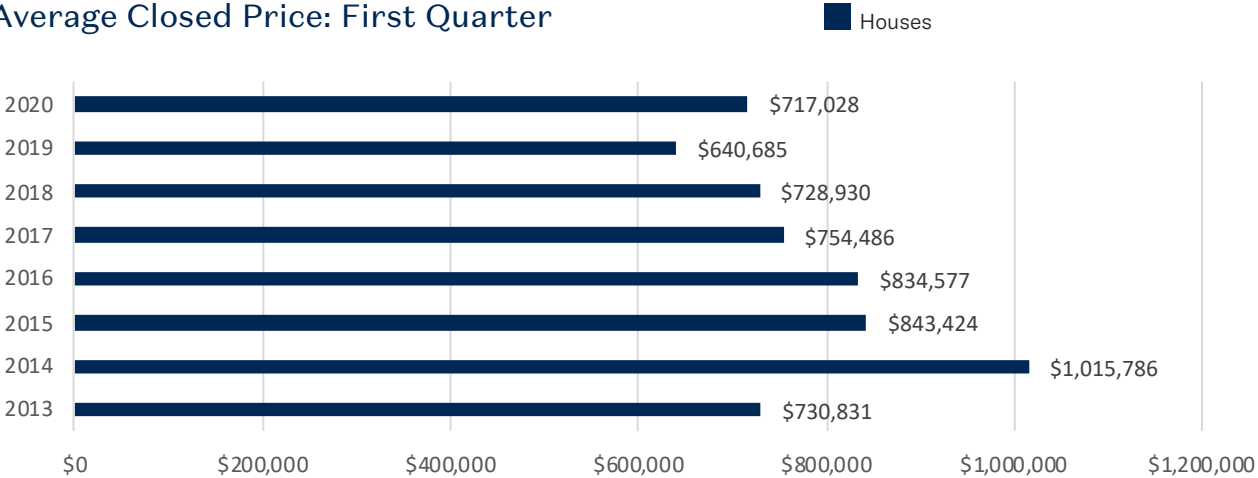
↓20%

	2020	2019	% CHANGE
Houses: Closings in March	8	12	-33.3%
Houses: Average Closing Price in March	\$708,500	\$615,259	+15.2%
Houses: Closings in First Quarter	27	27	0%
Houses: Average Closing Price First Quarter	\$717,028	\$640,685	+11.9%
Houses: Pending on March 31st	24	16	+50%
Houses: Inventory on March 31st	112	140	-20%

Weston Closed: First Quarter



Average Closed Price: First Quarter



Fairfield Overview



Single Family Houses

Number of Solds Q1
2020 Vs. 2019

↓14.5%

Average Sold Price Q1
2020 Vs. 2019

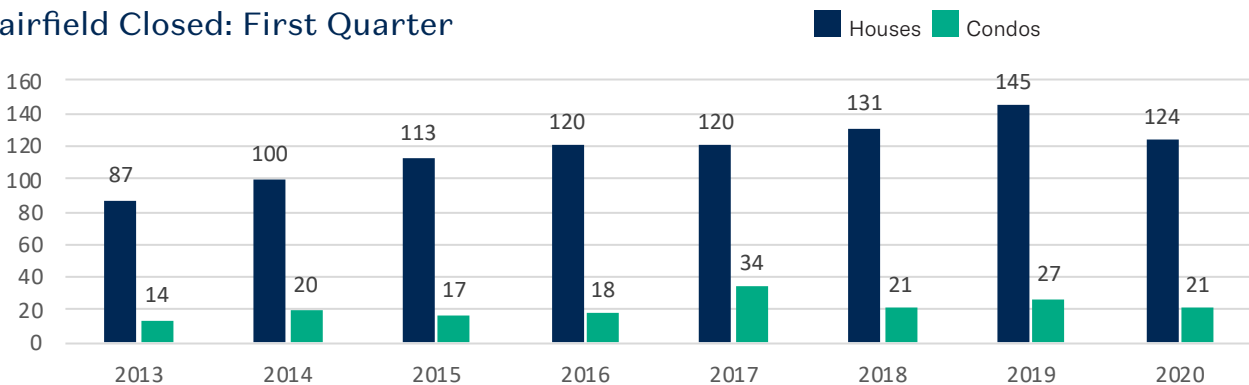
↑12.2%

March 31 Inventory
Vs. March 31, 2019

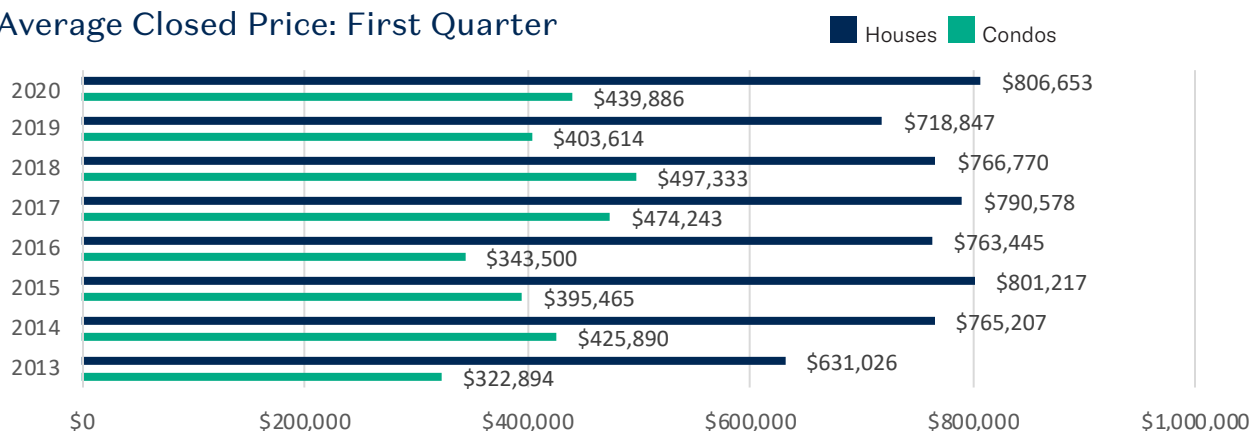
↓14.2%

	2020	2019	% CHANGE
Houses: Closings in March	53	52	+1.9%
Houses: Average Closing Price in March	\$686,008	\$702,356	-2.3%
Houses: Closings in First Quarter	124	145	-14.5%
Houses: Average Closing Price First Quarter	\$806,653	\$718,847	+12.2%
Houses: Pending on March 31st	67	68	-1.5%
Houses: Inventory on March 31st	429	500	-14.2%
Condos: Closings First Quarter	21	27	-22.2%
Condos: Average Closing Price First Quarter	\$439,886	\$403,614	+9%
Condos: Inventory on March 31st	43	64	-32.8%

Fairfield Closed: First Quarter



Average Closed Price: First Quarter



Ridgefield Overview



Single Family Houses

Number of Solds Q1
2020 Vs. 2019

↑43.8%

Average Sold Price Q1
2020 Vs. 2019

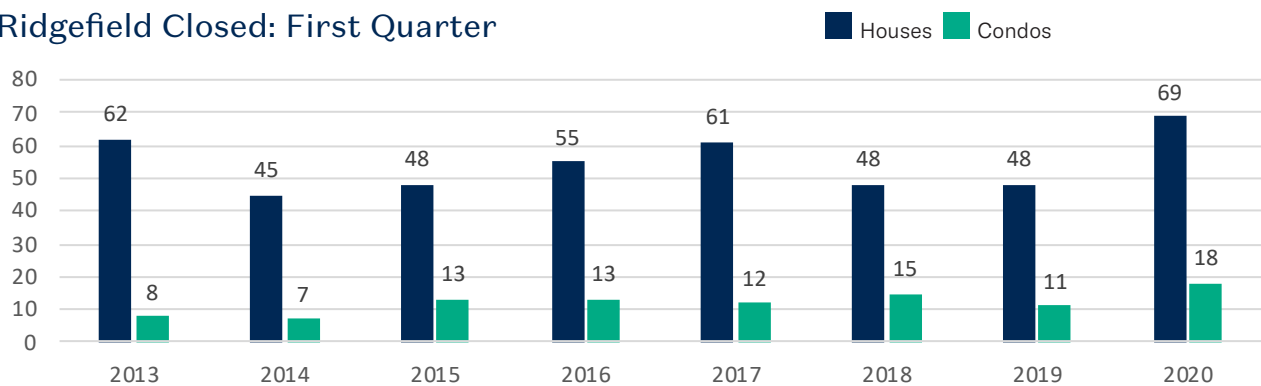
↑0.9%

March 31 Inventory
Vs. March 31, 2019

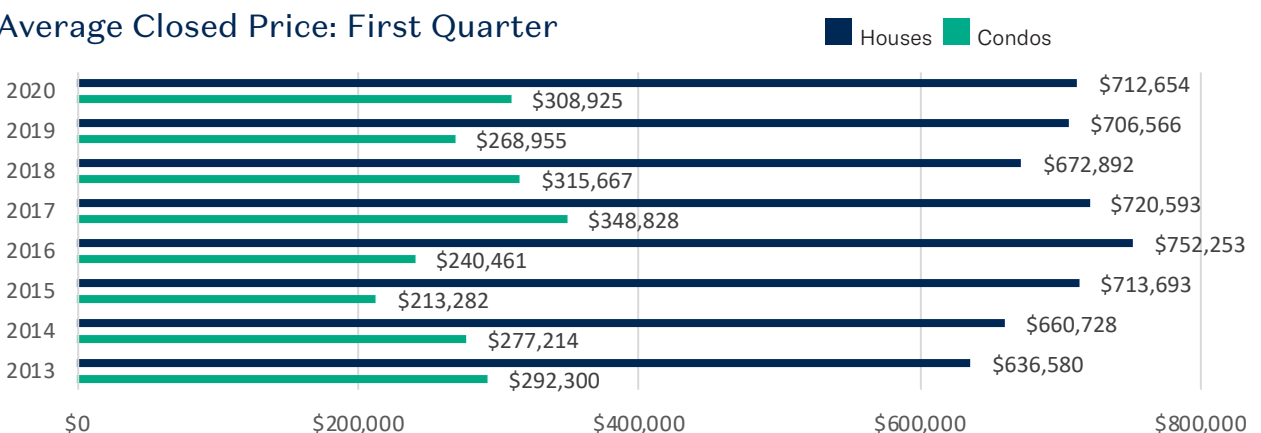
↓10.2%

	2020	2019	% CHANGE
Houses: Closings in March	28	21	+33.3%
Houses: Average Closing Price in March	\$640,027	\$662,912	-3.5%
Houses: Closings in First Quarter	69	48	+43.8%
Houses: Average Closing Price First Quarter	\$712,654	\$706,566	+0.9%
Houses: Pending on March 31st	31	28	+10.7%
Houses: Inventory on March 31st	203	226	-10.2%
Condos: Closings First Quarter	18	11	+63.6%
Condos: Average Closing Price First Quarter	\$308,925	\$268,955	+14.9%
Condos: Inventory on March 31st	28	32	-12.5%

Ridgefield Closed: First Quarter



Average Closed Price: First Quarter



Redding Overview



Single Family Houses

Number of Solds Q1
2020 Vs. 2019

↑ 76.5%

Average Sold Price Q1
2020 Vs. 2019

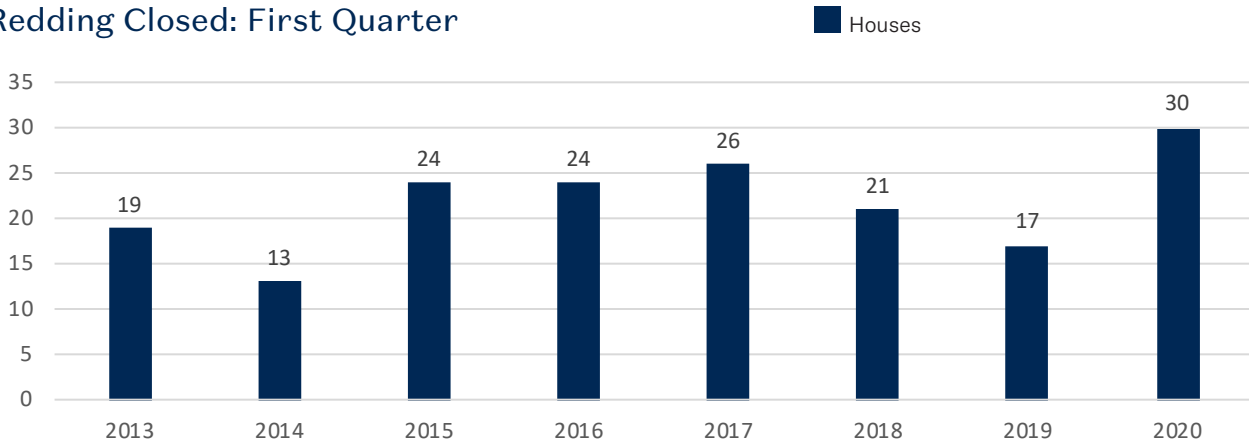
↑ 20.9%

March 31 Inventory
Vs. March 31, 2019

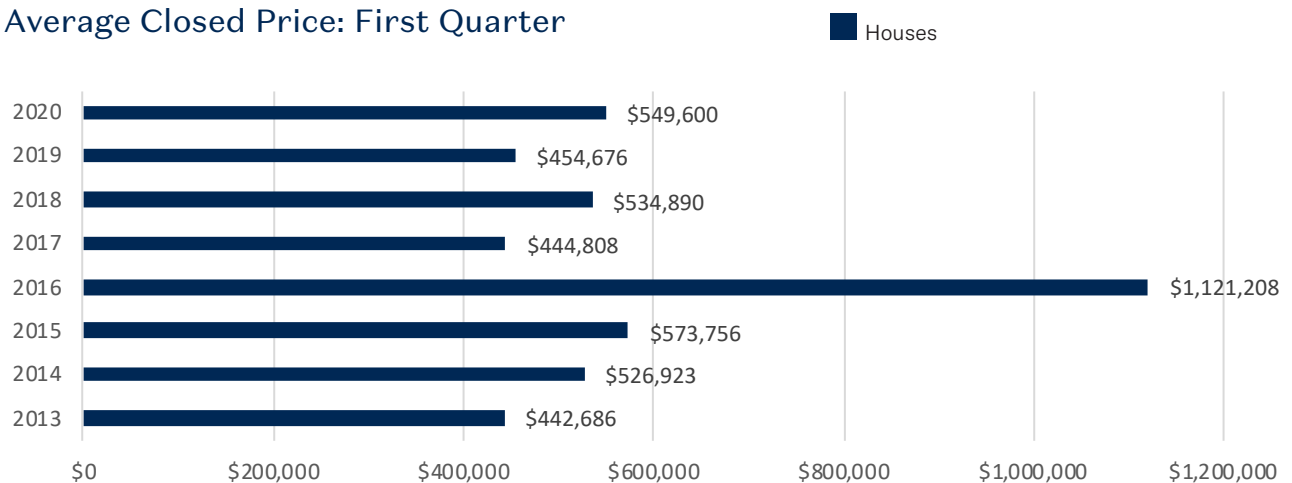
↓ 2.4%

	2020	2019	% CHANGE
Houses: Closings in March	12	10	+20%
Houses: Average Closing Price in March	\$452,167	\$416,720	+8.5%
Houses: Closings in First Quarter	30	17	+76.5%
Houses: Average Closing Price First Quarter	\$549,600	\$454,676	+20.9%
Houses: Pending on March 31st	10	17	-41.2%
Houses: Inventory on March 31st	82	84	-2.4%

Redding Closed: First Quarter



Average Closed Price: First Quarter



Easton Overview



Single Family Houses

Number of Solds Q1
2020 Vs. 2019

↑ 28.6%

Average Sold Price Q1
2020 Vs. 2019

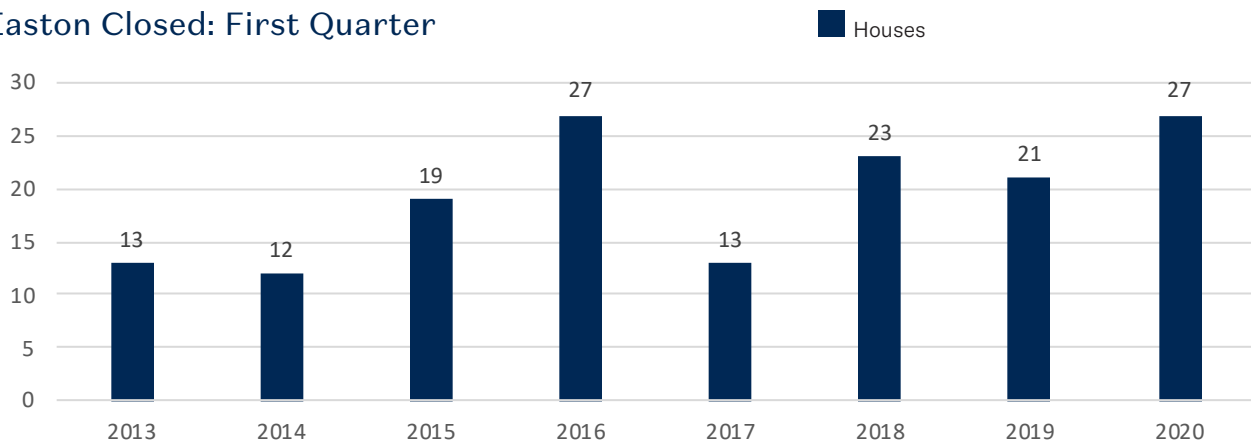
↓ 13.2%

March 31 Inventory
Vs. March 31, 2019

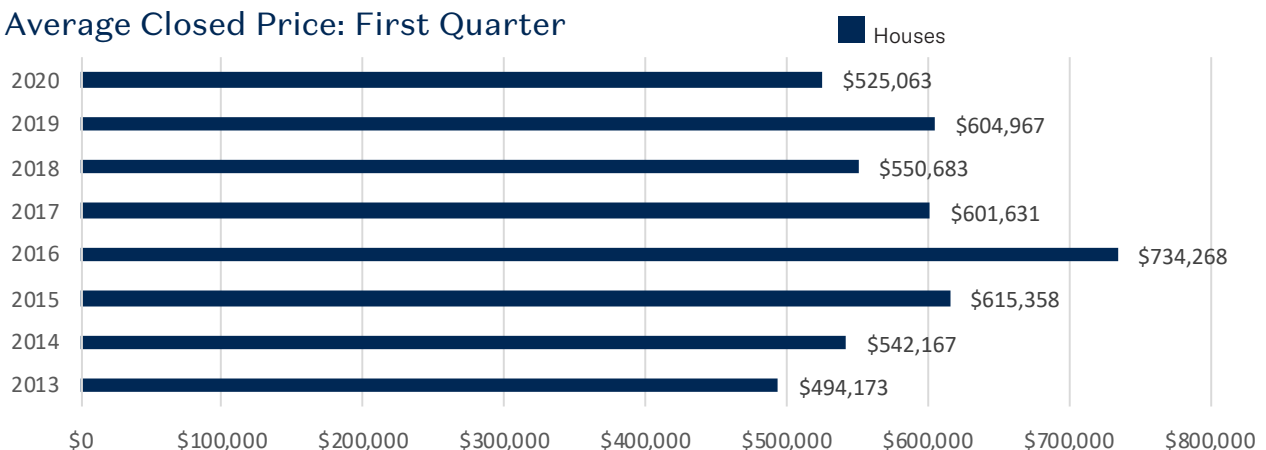
↓ 14.1%

	2020	2019	% CHANGE
Houses: Closings in March	11	8	+37.5%
Houses: Average Closing Price in March	\$510,545	\$555,032	-8%
Houses: Closings in First Quarter	27	21	+28.6%
Houses: Average Closing Price First Quarter	\$525,063	\$604,967	-13.2%
Houses: Pending on March 31st	9	14	-35.7%
Houses: Inventory on March 31st	67	78	-14.1%

Easton Closed: First Quarter



Average Closed Price: First Quarter



Lower Fairfield County

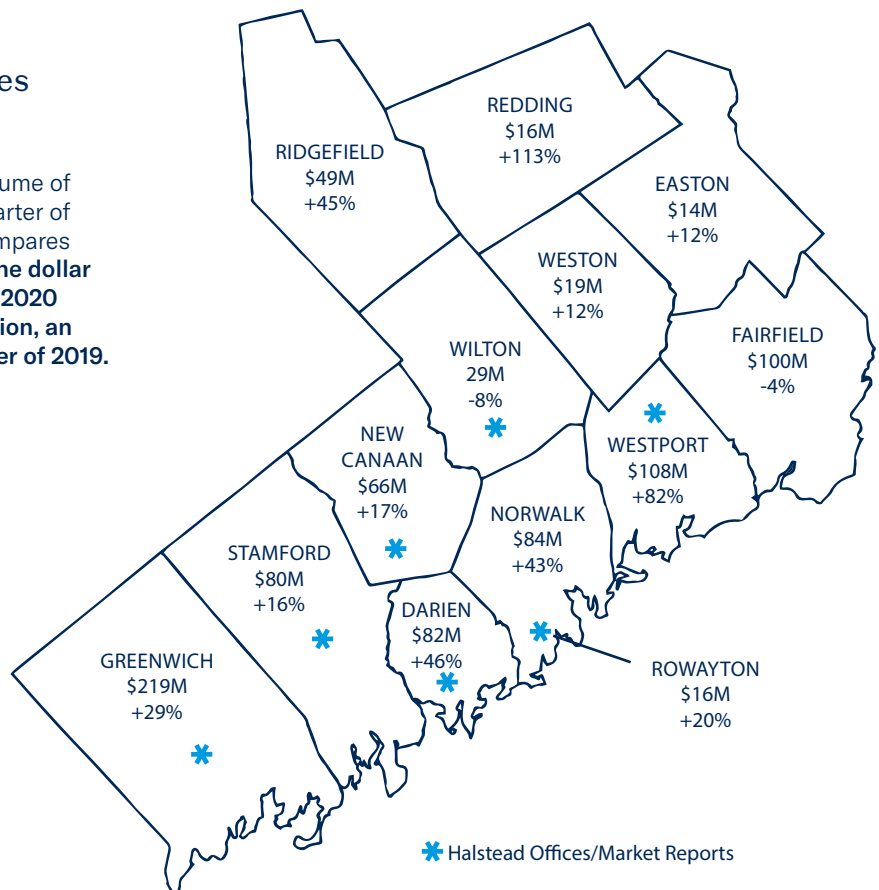
Town Comparison: Sold Houses - First Quarter

Town	# of Closed Houses		% change	Median Closing Price		% change
	2020	2019		2020	2019	
Darien	60	42	+42.9%	\$1,359,488	\$1,335,018	+1.8%
Easton	27	21	+28.6%	\$525,063	\$604,967	-13.2%
Fairfield	124	145	-14.5%	\$806,653	\$718,847	+12.2%
All of Greenwich	102	74	+37.8%	\$2,146,639	\$2,302,406	-6.8%
New Canaan	42	42	0%	\$1,563,863	\$1,338,649	+16.8%
Norwalk	149	102	+46.1%	\$564,362	\$576,793	-2.2%
Redding	30	17	+76.5%	\$549,600	\$454,676	+20.9%
Ridgefield	69	48	+43.8%	\$712,654	\$706,566	+0.9%
Rowayton*	16	11	+45.5%	\$969,944	\$1,173,182	-17.3%
Stamford	131	122	+7.4%	\$610,115	\$563,522	+8.3%
Weston	27	27	0%	\$717,028	\$640,685	+11.9%
Westport	78	46	+69.6%	\$1,389,192	\$1,291,595	+7.6%
Wilton	39	41	-4.9%	\$739,305	\$762,512	-3%

*Rowayton closing data also included in Norwalk.

Dollar Volume of House Sales First Quarter 2020 vs. 2019

To the right is a look at the total dollar volume of house sales for each town for the first quarter of 2020 and the percentage change as it compares to the first quarter of 2019. **Collectively, the dollar volume of closings in the first quarter of 2020 for Lower Fairfield County was \$867 million, an increase of 28 percent vs. the first quarter 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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