



HALSTEAD
REAL ESTATE

Cos Cob
Market Report 2020
First Quarter 2020

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HALSTEAD CONNECTICUT, LLC

Cos Cob Overview



Single Family Houses

Number of Solds Q1
2020 Vs. 2019

↑ 33.3%

Average Sold Price Q1
2020 Vs. 2019

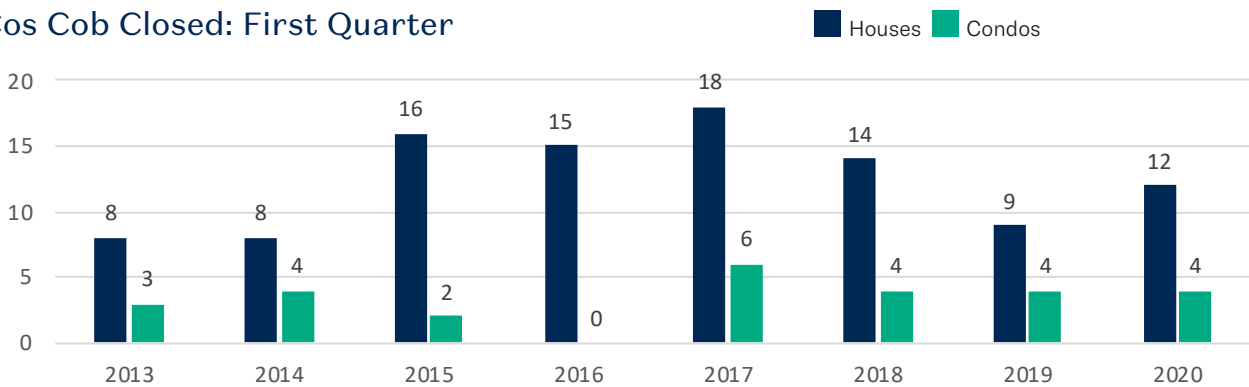
↓ 23%

March 31 Inventory
Vs. March 31, 2019

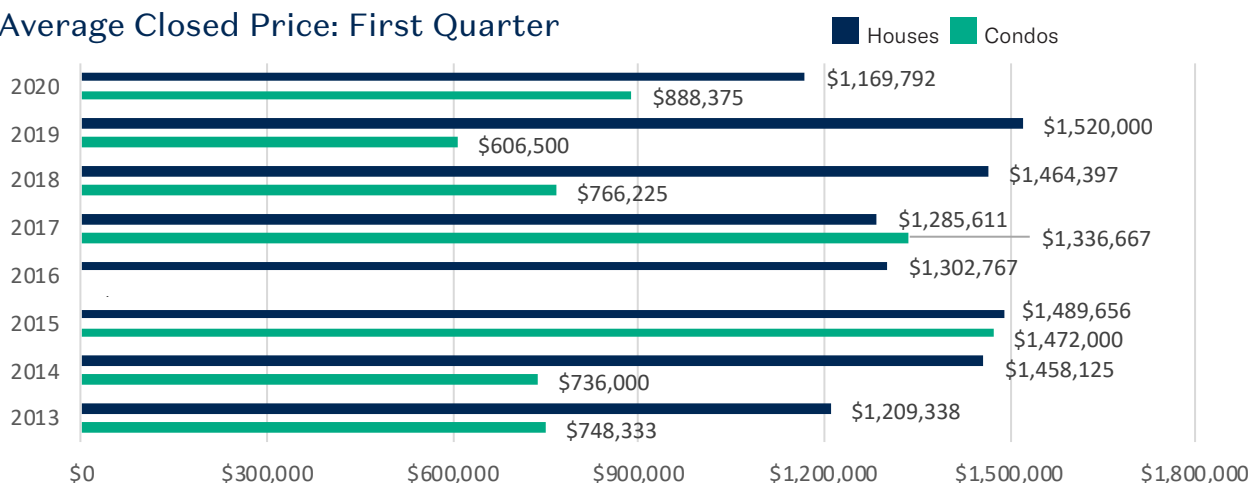
↑ 4.1%

	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





Active House Listings as of March 31st

	2020	2019	% CHANGE
Under \$1M	13	10	+30%
\$1M-\$1.5M	15	16	-6.3%
\$1.5M-\$2M	8	12	-33.3%
\$2M-\$2.5M	10	7	+42.9%
\$2.5M-\$3M	3	2	+50%
Over \$3M	2	2	0%

Number of Houses Closed: First Quarter

	2020	2019	%
Under \$1M	6	2	+200%
\$1M-\$1.5M	4	4	0%
\$1.5M-\$2M	1	0	NA
\$2M-\$2.5M	0	2	-100%
\$2.5M-\$3M	1	0	NA
Over \$3M	0	1	-100%

Average List-to-Sale-Price Ratio: Houses

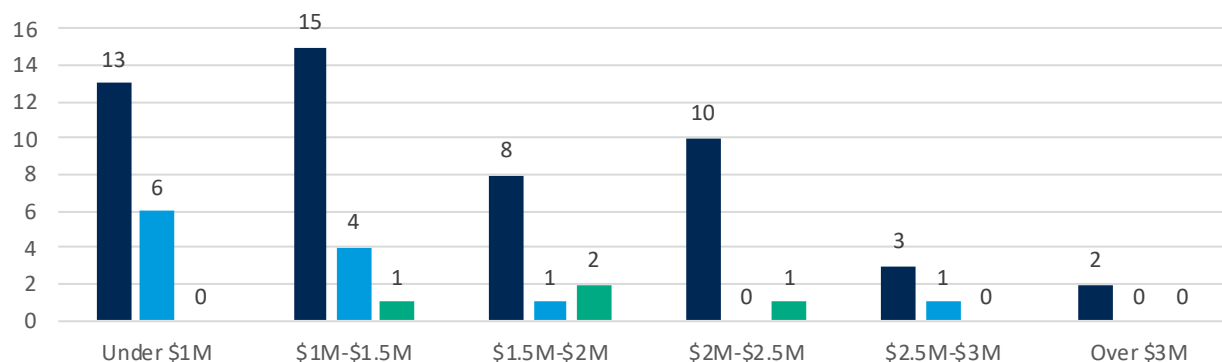
Based on closing from October 2019-March 2020 (six months)

UNDER \$1M	\$1M-\$1.5M	\$1.5M-\$2M	\$2M-\$2.5M	\$2.5M-\$3M	OVER \$3M
94.7%	95.8%	93.7%	N/A	93.2%	N/A
Average for all price points: 95.0%					

Houses: Active/Closed/Pending

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

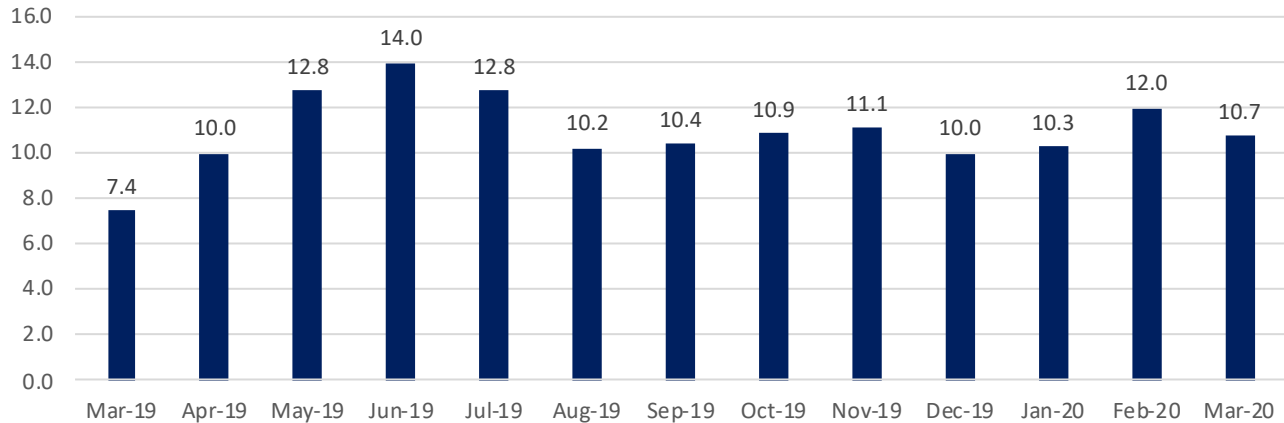
Active Closed Pending



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



	MARCH 2020		SEPTEMBER 2019		MARCH 2019	
	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE
Under \$1M	13	6.8	16	8.7	10	6.3
\$1M-\$1.5M	15	8.2	17	9.3	16	7.1
\$1.5M-\$2M	8	12.0	10	17.1	12	9.0
\$2M-\$2.5M	10	120.0	5	20.0	7	12.0
\$2.5M-\$3M	3	12.0	3	12.0	2	12.0
Over \$3M	2	--	1	4.0	2	3.0

Cos Cob had a **10.7**-month supply of houses for sale in March 2020, 45% higher than the same time last year, when the absorption rate was 7.4 months. From March 2019 to March 2020 Cos Cob averaged having an **11**-month supply of houses.



17 Cottontail Road, Cos Cob. \$2,595,000. Web# 170278376

Lower Fairfield County

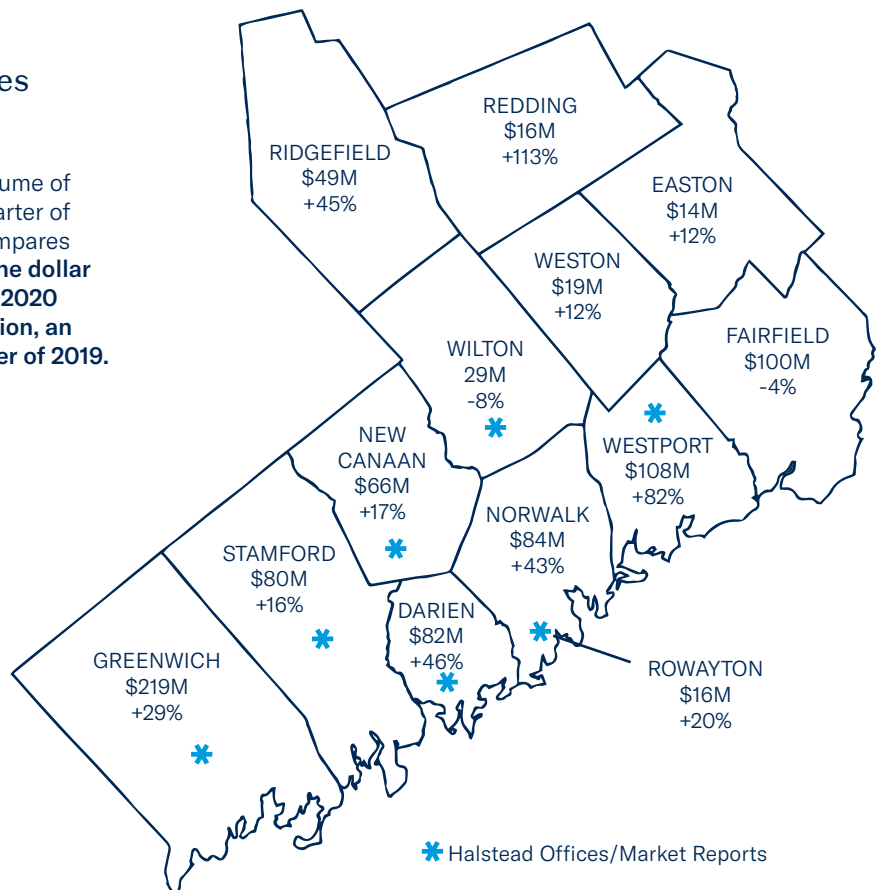
Town Comparison: Sold Houses - First Quarter

Town	# of Closed Houses		% change	Average 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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