



HALSTEAD
REAL ESTATE

2019 Waterfront **Report**

Lower Fairfield County

Greenwich • Stamford • Darien • Norwalk • Westport • Fairfield

Long Island Sound Waterfront Single Family Houses



8 Butlers Island Road in Darien, on the market with Halstead at \$8,495,000, is set on 1.25 acres on Butlers Island, an exclusive island community with just 14 houses in total, all with L.I. Sound frontage. The property has 5 BRs, 7,500+ sq. ft., and its own large, private beach.

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2019 Waterfront Report



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Long Island Sound Waterfront Single Family Houses

In any given year, approximately two percent of the houses for sale in Lower Fairfield County have direct access to the Long Island Sound. It's this scarcity, and the exquisite beauty and lifestyle that waterfront living provides, that makes waterfront homes in such high demand. 2019 was certainly no different. From the \$48 million closing in Greenwich in February to continued high sales volume for popular waterfront communities throughout Lower Fairfield County, it was a robust year for the waterfront market.

Halstead's 2019 Waterfront Report looks at single family houses that have direct access to the L.I. Sound. The 2019 sales data is based on the time period between January 1st and December 15th, while the sales data from 2013-2018 includes closings for the full calendar year.

\$4.4 Million

The average closing price in 2019 for Long Island Sound waterfront houses in Lower Fairfield County, the highest average for a year since 2014.



Pending: 0 Wallacks Point in Stamford, listed by Halstead in April at \$9,800,000, went under contract in August after just 119 days on the market. The 6-acre waterfront compound has two coastal homes, five cottages (two directly on the beach) a 205-foot dock, and over 500 feet of private beaches.

2019 Waterfront Report



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Long Island Sound Waterfront Single Family Houses

2019 Lower Fairfield County - Highlights

7 The number of Lower Fairfield County waterfront properties in 2019 that closed for \$10 million or more, an indication of the continued demand for waterfront luxury homes. Of the four highest-priced closings, one of the properties was a direct sale and the other three each sold in fewer than 100 days.

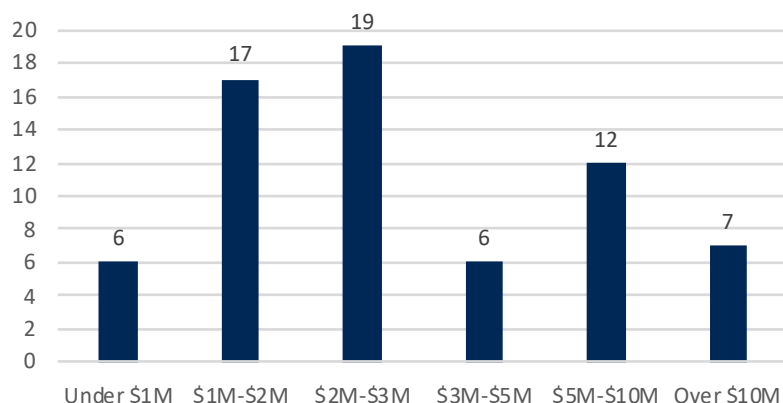
\$48 Million The highest closing price for waterfront since 2014, for a 4-acre Greenwich waterfront home. The property, which closed in February, is in a guard-gated community, with 12,102 sq. ft., a tennis court, pool, and dock. The property was an off-market, Halstead exclusive.

\$829 The average closing price per square foot in 2019 for a L.I. Sound waterfront house in Lower Fairfield County, very similar to the \$827 average of the previous four years.



5 North Crossway, Old Greenwich, listed at \$4,695,000.

2019 Lower Fairfield County L.I. Sound Waterfront Closings - By Price Range



13 The number of waterfront closings in 2019 in the Beach section of Fairfield, the most of any waterfront neighborhood in Lower Fairfield County. Waterfront closings in this popular community had an average closing price of \$1.68 million and an average closing price per square foot of \$623. Since 2013, there have been 72 waterfront closings in the Beach section, also the most of any neighborhood in Lower Fairfield County.

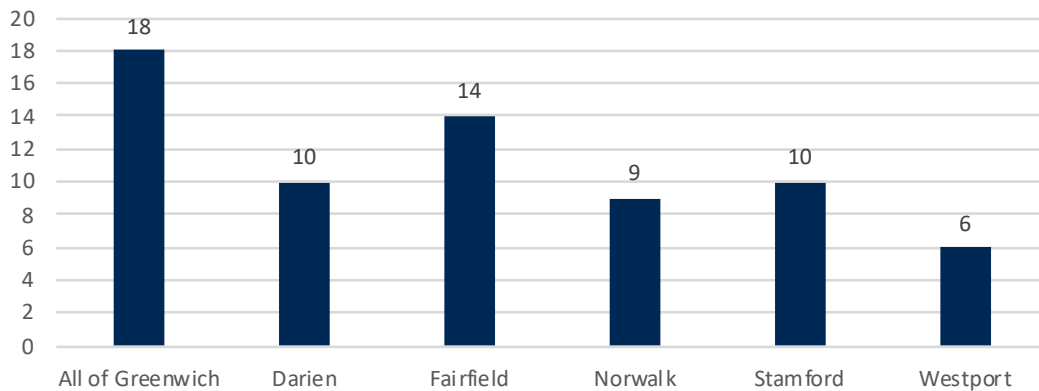
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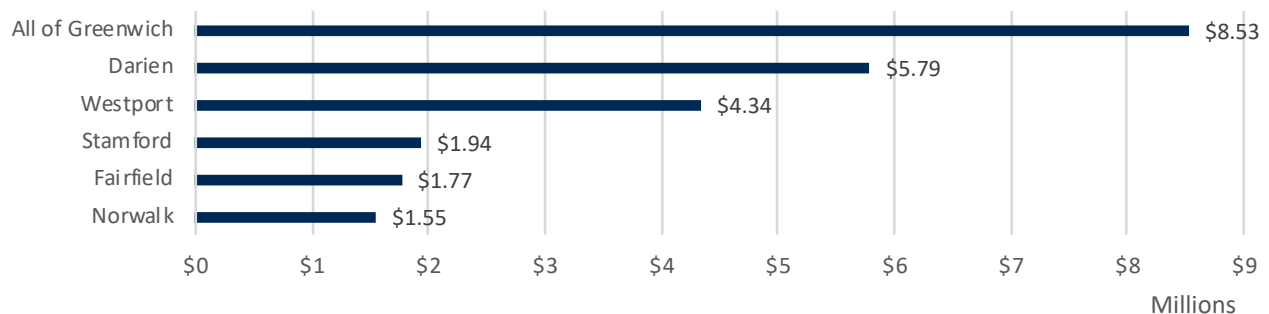
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Long Island Sound Waterfront Single Family Houses

Number of L. I. Sound Waterfront Houses Sold - 2019



Average Closing Price L. I. Sound Waterfront Houses - 2019



The view from the deck of 17 Brush Island in Darien, one of two houses that sold on Brush Island in 2019. Both listed by Halstead, the properties had an average sale price of \$7 million and each sold within 6% of the original list price.

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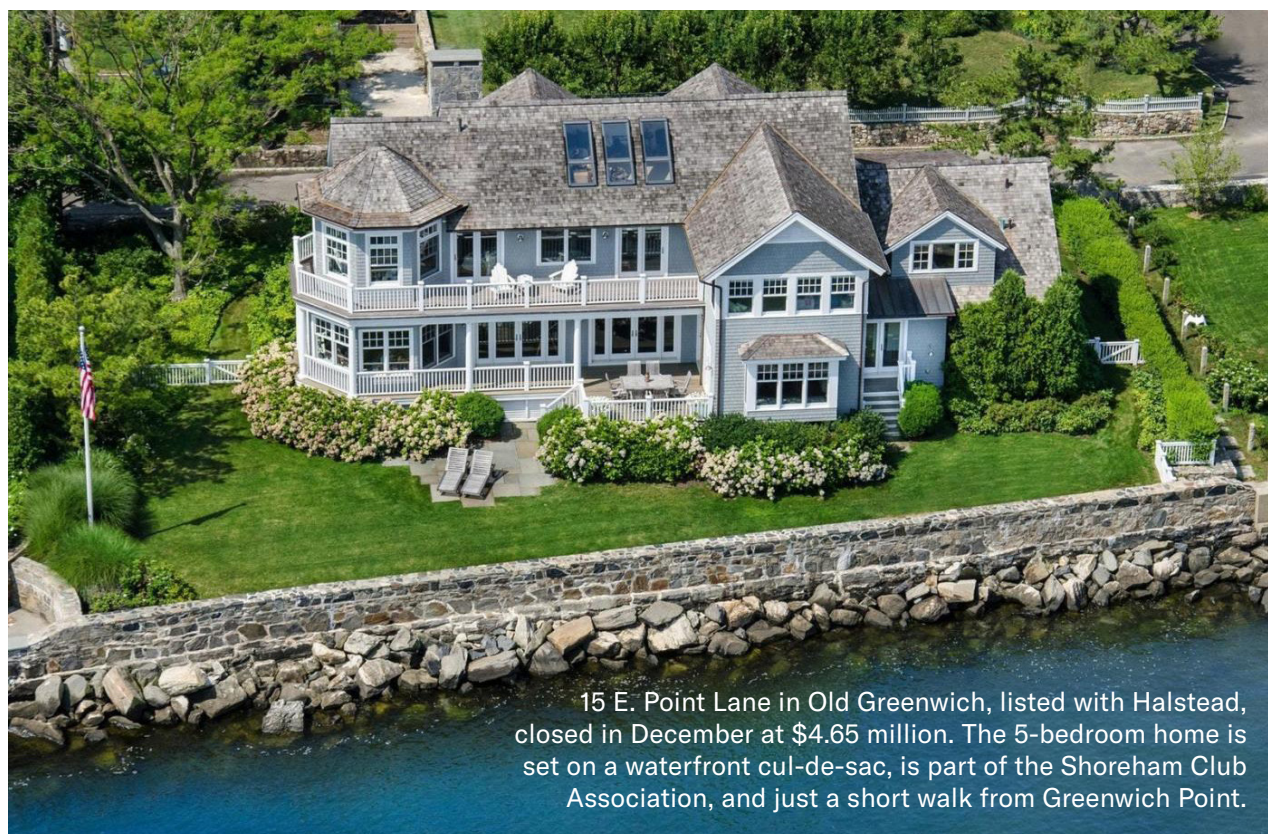
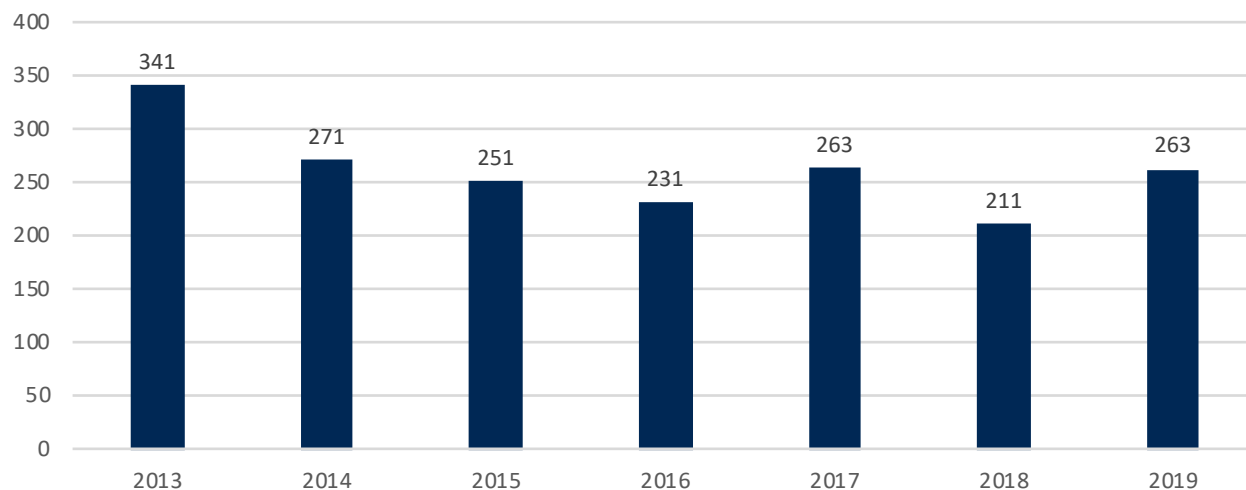


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Long Island Sound Waterfront Single Family Houses

Average Cumulative Days on Market

Lower Fairfield County L. I. Sound Waterfront Houses



15 E. Point Lane in Old Greenwich, listed with Halstead, closed in December at \$4.65 million. The 5-bedroom home is set on a waterfront cul-de-sac, is part of the Shoreham Club Association, and just a short walk from Greenwich Point.

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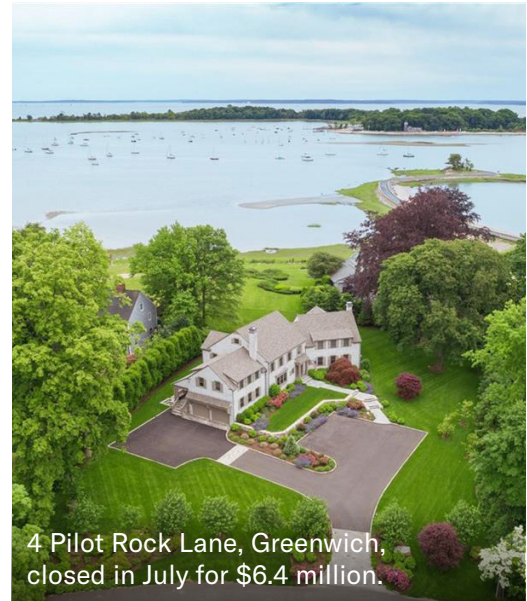
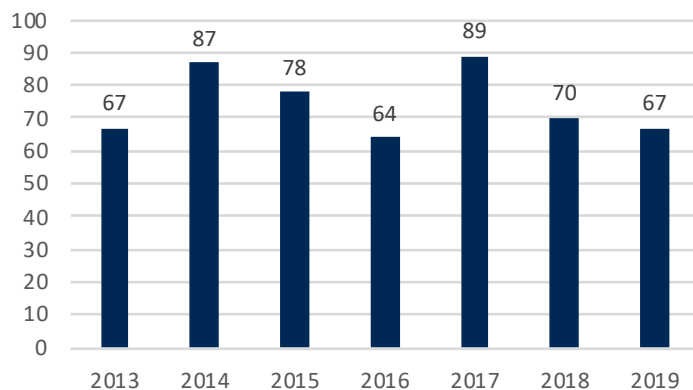


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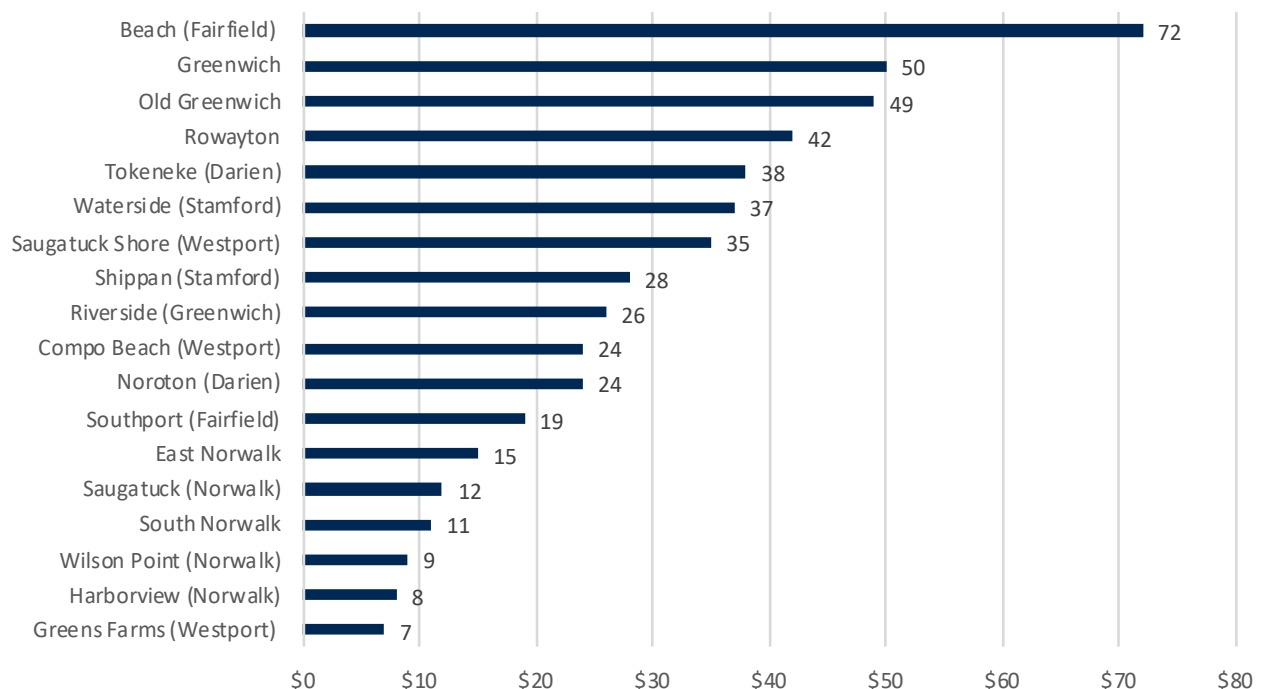
Long Island Sound Waterfront Single Family Houses

Historical Perspective - 2013-2019

Number of Closed L.I. Sound Waterfront Houses
Lower Fairfield County, 2013-2019



Number of Closed Waterfront Houses, 2013-2019, by Neighborhood*



*For areas with over 5 closings.

2019 Waterfront Report

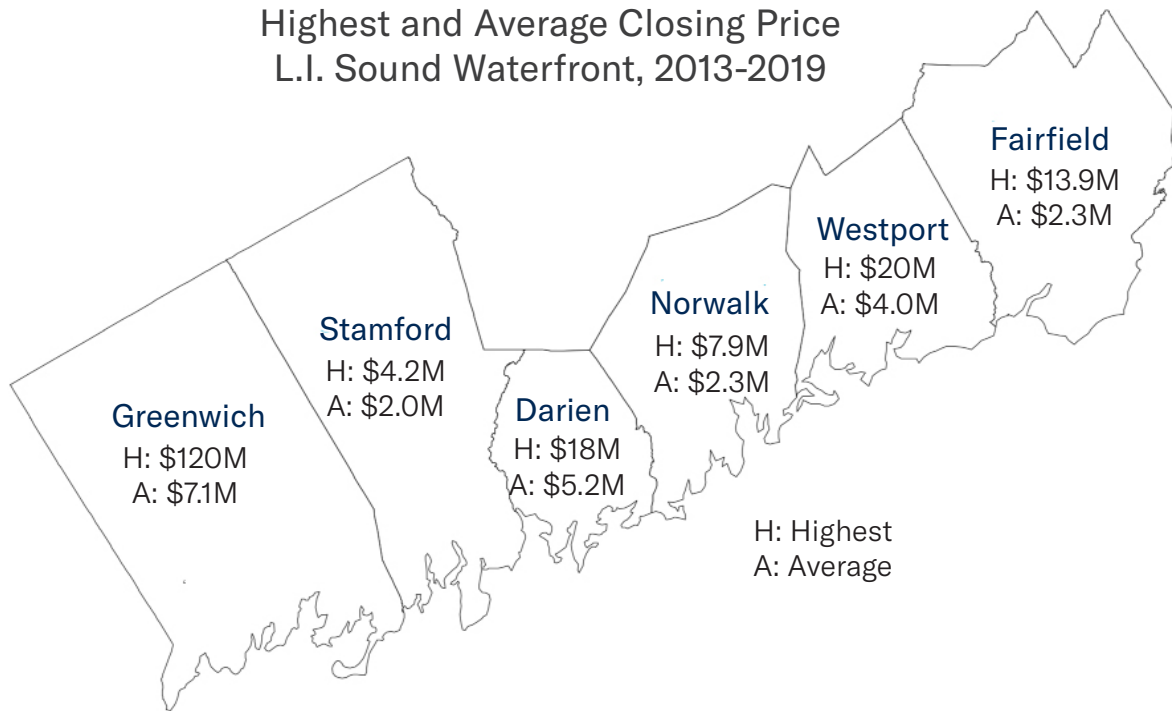


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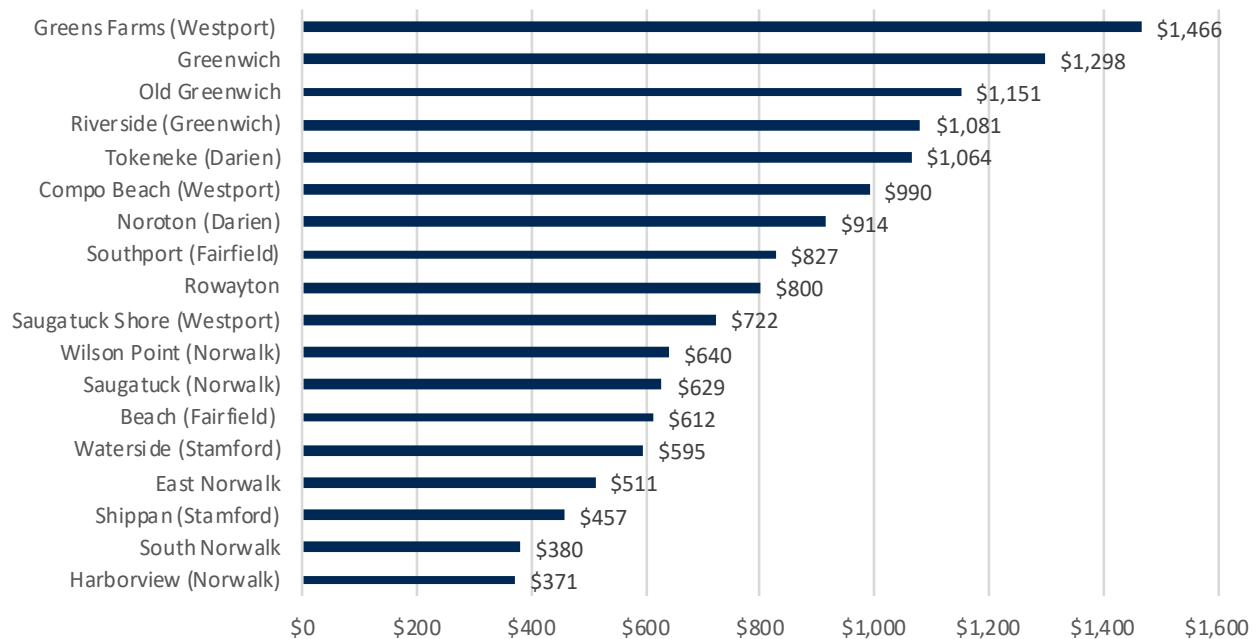
Long Island Sound Waterfront Single Family Houses

Historical Perspective - 2013-2019

Highest and Average Closing Price
L.I. Sound Waterfront, 2013-2019



Closing Price Per Square Foot for Waterfront Houses
2013-2019, by Neighborhood*



*For areas with over 5 closings.

2019 Waterfront Report

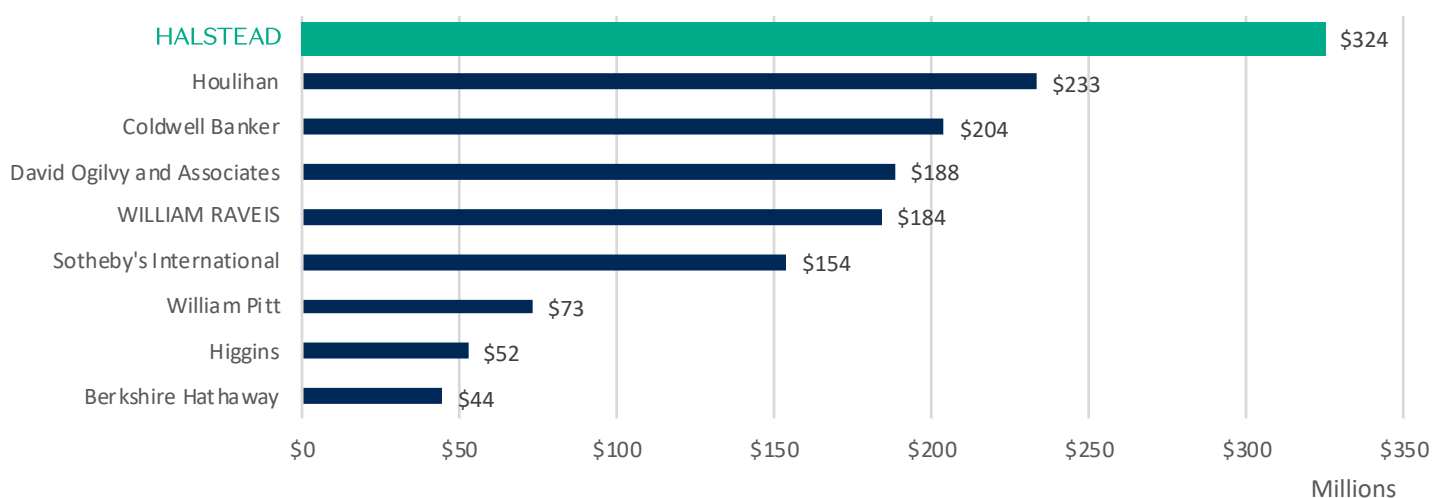


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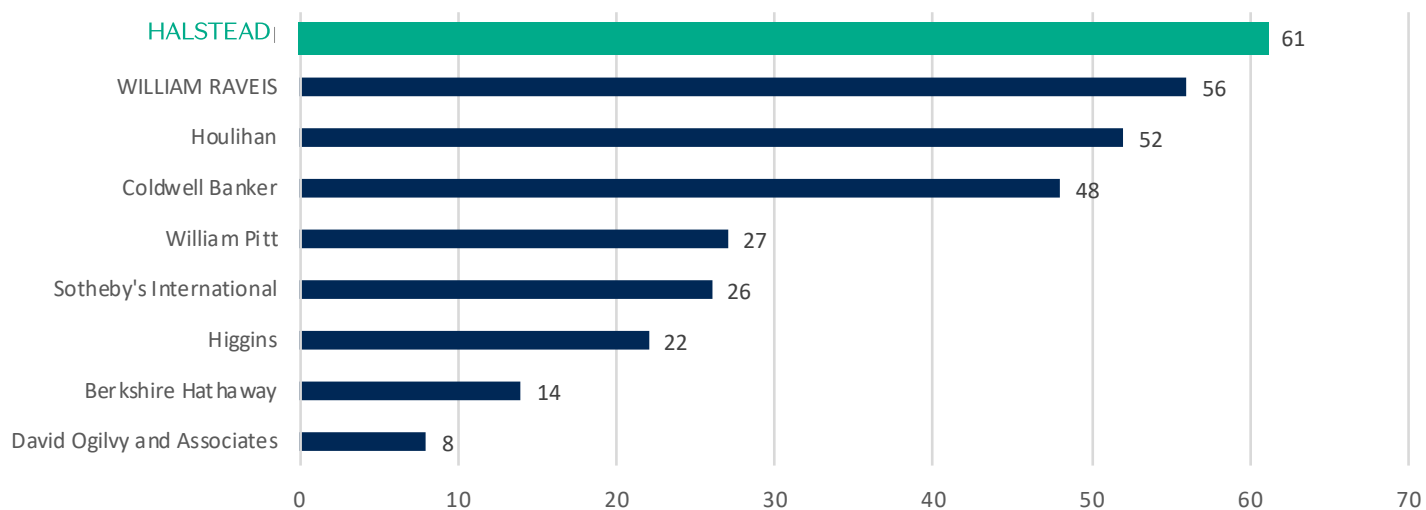
Long Island Sound Waterfront Single Family Houses

Halstead Is The Leader in Waterfront Real Estate in Lower Fairfield County

Dollar Volume of Closed L. I. Sound Waterfront Listings in Lower Fairfield County, 2014-2019*



Number of Closed L. I. Sound Waterfront Listings in Lower Fairfield County, 2014-2019*



* 2019 Through Dec. 15.

Lower Fairfield County includes: Greenwich, Stamford, Darien, Norwalk, and Westport.

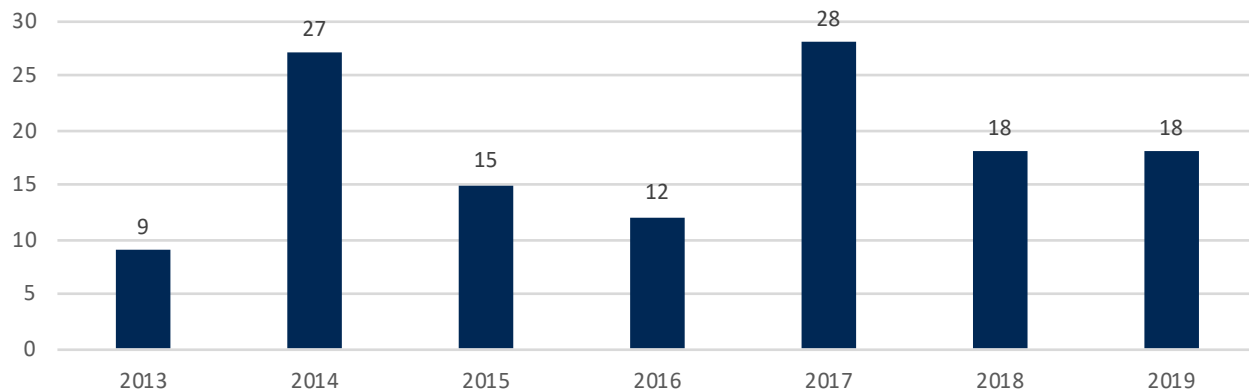
Data in report sourced from the Smart, Greenwich, and Darien MLS, and includes Halstead off-market closings.

2019 Waterfront Report

Town Details - Greenwich Houses



Number of Waterfront House Closings - All of Greenwich



2019 Significant Stats - All of Greenwich

48 Million The highest closing price in Greenwich (and Lower Fairfield County) in 2019, for a 12,102 sq. ft. home set on 4 acres in a guard-gated community, with tennis court, pool, and dock.

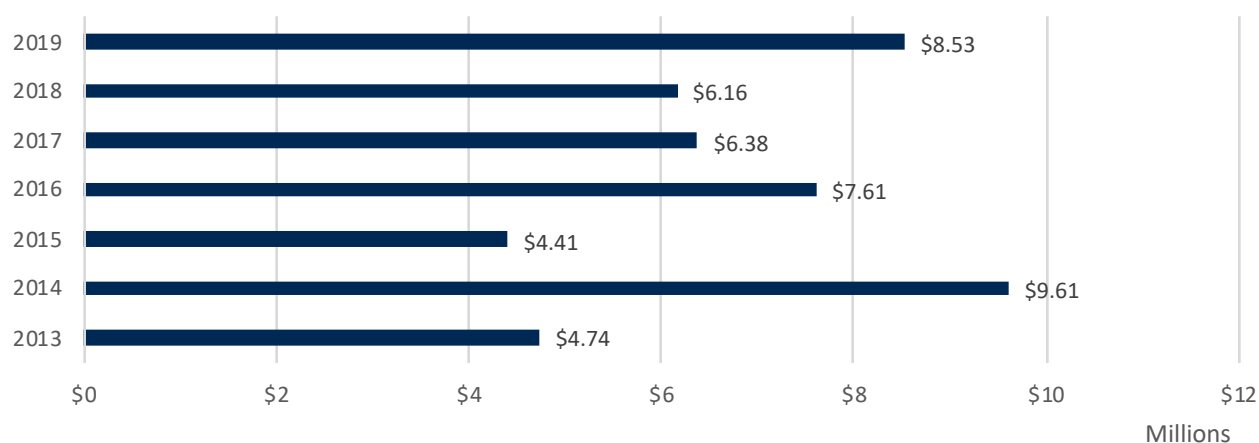
4 The number of Greenwich L.I. Sound waterfront houses that sold for over \$10 million in 2019, the most since 2016 when there were also four closings over \$10 million. Since 2014 there have been 19 waterfront houses in Greenwich that have closed for over \$10 million.

\$1,218 The average closing price per square foot in Greenwich in 2019 for a L.I. Sound waterfront house, the highest in Greenwich since 2016.

211 The average cumulative days on market for waterfront closings in Greenwich in 2019, about the same as the average of the previous six years of 213 days.

\$1,291 The average price per square foot of the four waterfront closings in Old Greenwich in 2019, the highest in Old Greenwich in 7 years. Since 2013, there have been 49 waterfront closings in Old Greenwich with an average closing price per square foot of \$1,151.

Average Closing Price for Waterfront Houses - All of Greenwich

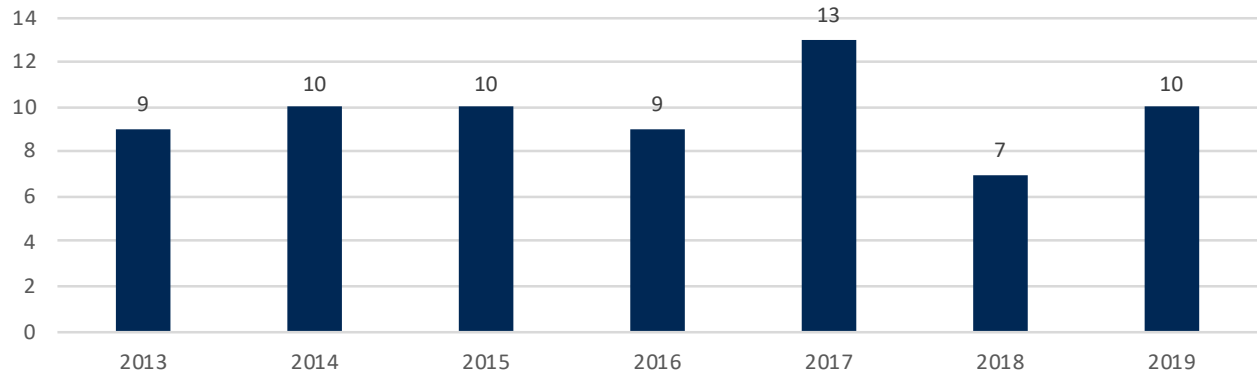


2019 Waterfront Report

Town Details - Stamford Houses



Number of Waterfront House Closings - Stamford



2019 Significant Stats - Stamford

\$3,017,500 The highest closing price for a L.I. Sound waterfront home in Stamford in 2019, a 4,700 sq. ft., renovated home on Sea Beach Drive in the Shippan section. Set on over half an acre, the house has a private dock, two deep-water moorings and magnificent panoramic water views.

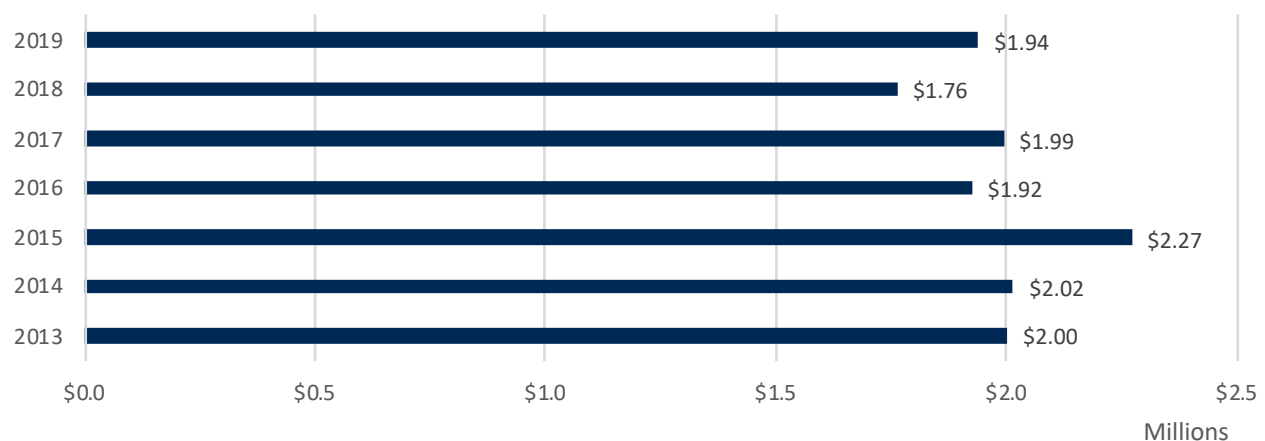
\$2,825,000 Highest closing price in the Waterside section of Stamford in 2019, a 4,400 sq. ft., renovated colonial in the Dolphin Cove community with a 40-foot terrace overlooking the water and a private beach.

5 The number of waterfront closings in the Dolphin Cove community in 2019. The five properties had an average closing price of \$1.97 million and an average closing price per square foot of \$566. Since 2013, 30 waterfront houses have closed in Dolphin Cove, with an average closing price of \$2.03 million.

\$1,150,000 The lowest closing price for L.I. Sound waterfront in Stamford in 2019, for a 3,000 sq. ft., 4-bedroom contemporary, in the Davenport Point Waterfront Association, with deep water dock.

\$495 The average closing price per square foot for a L.I. Sound waterfront home in Stamford in 2019. The average closing price per square foot for the previous six years was \$536.

Average Closing Price for Waterfront Houses - Stamford

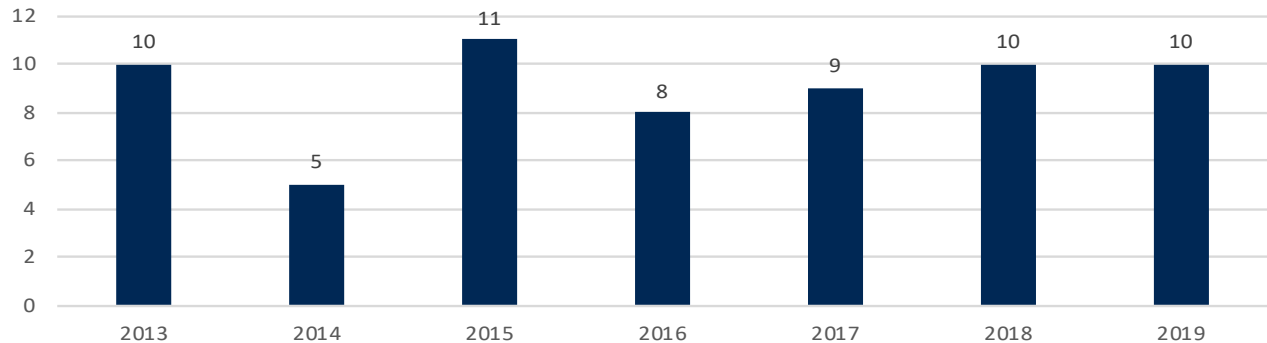


2019 Waterfront Report

Town Details - Darien Houses



Number of Waterfront House Closings - Darien



2019 Significant Stats - Darien

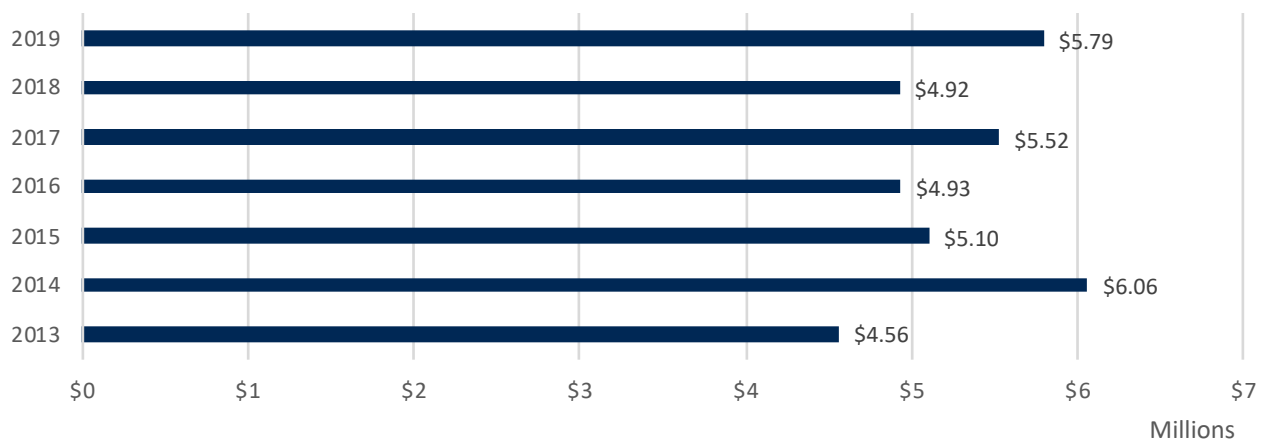
\$12,500,000 The highest closing price for a L.I. Sound waterfront home in Darien in 2019, a 4.22-acre estate on Pear Tree Point Road with a modern, updated interior, open lawns, tennis court, pool, and private dock. It was the third-highest closing price in Darien since 2013 and sold after just 90 days on the market.

\$5.79 Million The average closing price of a Darien L.I. Sound waterfront home in 2019, the highest for waterfront in Darien since 2014.

3 The number of waterfront homes sold on Darien's Pastures Lane in 2019. The properties had an average closing price of \$2.4 million and an average cumulative days on market of just 80 days.

2 The number of new construction waterfront houses that sold on Darien's Brush Island in 2019. The two properties, both listed by Halstead, had an average closing price of \$7 million and an average closing price per square foot of \$969. Both were multiple "HOBI" Award winners, given by the Home Builders & Remodelers Association of Connecticut for excellence in construction.

Average Closing Price for Waterfront Houses - Darien

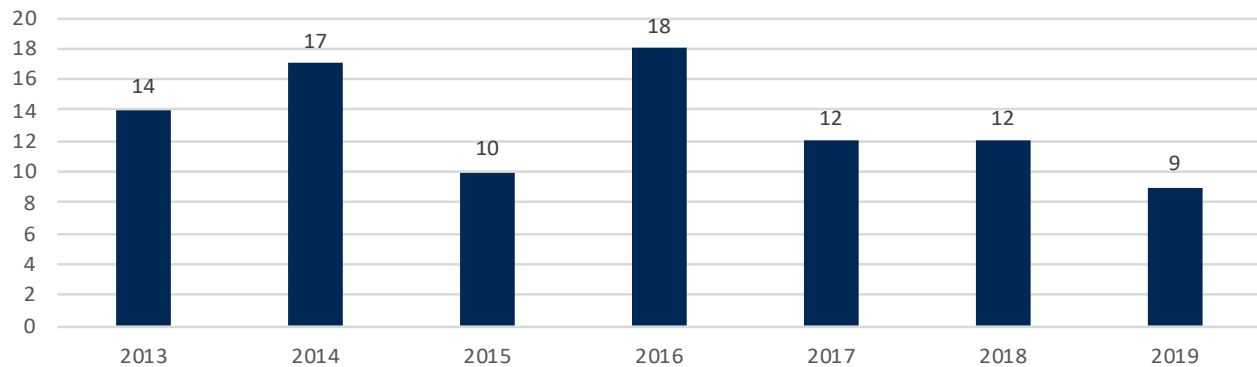


2019 Waterfront Report

Town Details - Norwalk Houses



Number of Waterfront House Closings - Norwalk



2019 Significant Stats - Norwalk

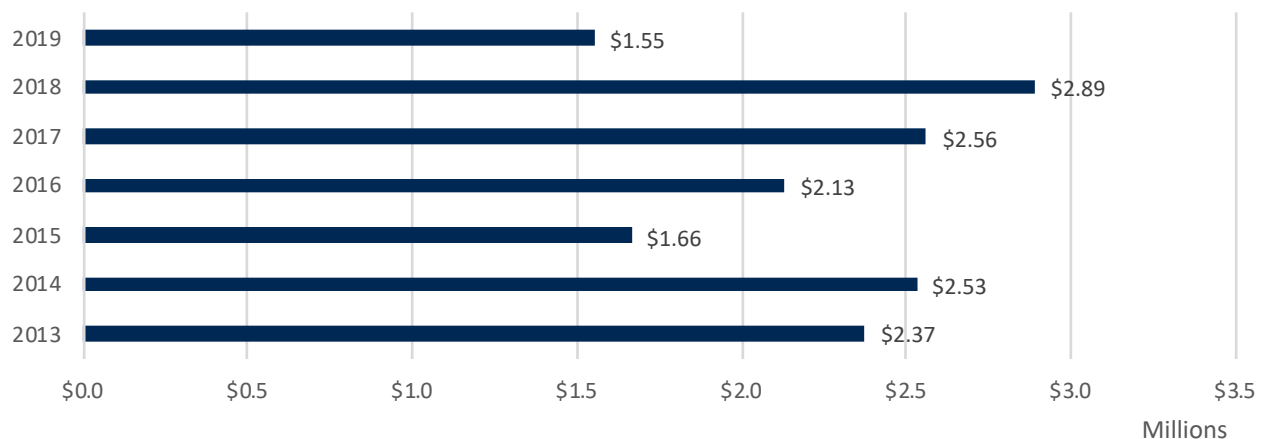
\$2,645,750 The highest closing price for waterfront in Norwalk in 2019, a 2,925 sq. ft. home on Rowayton's Bell Island. The renovated, 5-bedroom home has a balcony, porch, and patio that all look out over the water.

207 The cumulative days on market for a waterfront house sale in Norwalk in 2019, slightly lower than the 217-day average of the previous six years.

4 The number of waterfront houses in Norwalk that sold for under \$1 million, the most since 2016. The four properties had an average price per square foot of \$361.

\$400,000 The lowest closing price in Norwalk in 2019 for a L.I. Sound waterfront home. Located on Old Saugatuck Road, the property is part of Covlee-on-the-Sound, a private association of 47 properties that has a private beach and boat slips for members.

Average Closing Price for Waterfront Houses - Norwalk

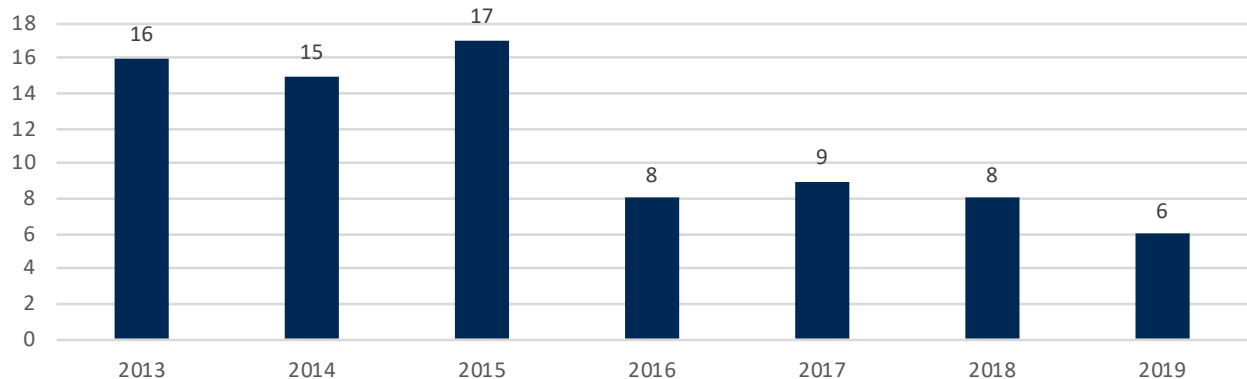




2019 Waterfront Report

Town Details - Westport Houses

Number of Waterfront House Closings - Westport



2019 Significant Stats - Westport

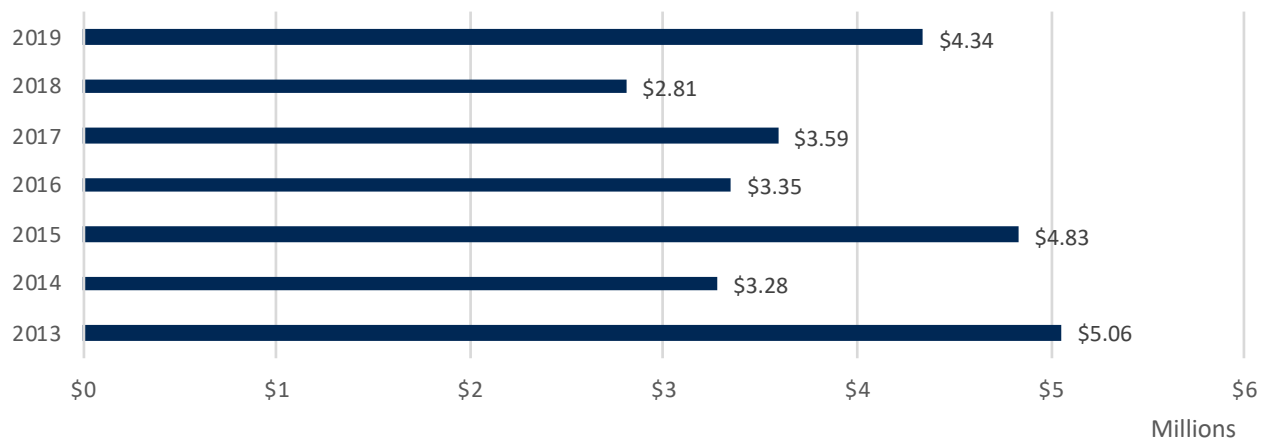
\$10,000,000 The highest sold price for Westport waterfront in 2019, for a contemporary colonial on Hillspoint Road in the Compo Beach neighborhood. The property, set behind stone walls on 1.48 acres, has a private beach, heated pool, and pool house. It was the second-highest closing price in the Compo Beach neighborhood since 2013.

\$4.34 Million The average closing price for L.I. Sound waterfront house closings in Westport in 2019, the town's highest yearly average since 2015.

\$996 The average closing price per square foot for L.I. Sound waterfront in Westport in 2019, the highest since 2015.

\$1,000,000 The lowest closing price for a L.I. Sound waterfront home in Westport in 2019, for a 3-bedroom, 1,134 sq. ft. house on Compo Mill Cove. A unique waterfront community featuring beach homes and cottages, properties on Compo Mill Cove are only assessable by foot, bicycle or cart.

Average Closing Price for Waterfront Houses - Westport

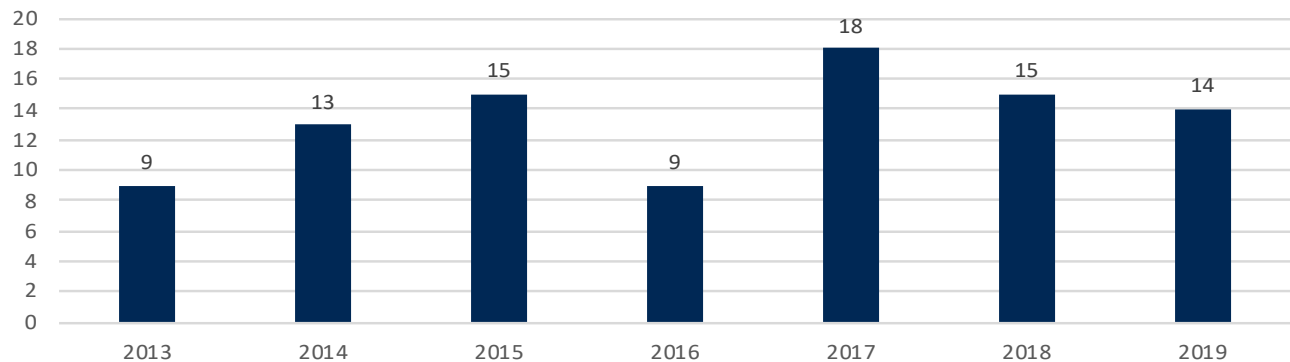


2019 Waterfront Report

Town Details - Fairfield Houses



Number of Waterfront House Closings - Fairfield



2019 Significant Stats - Fairfield

\$3,000,000 The highest sold price for waterfront in Fairfield in 2019, for a house on Harbor Road in Southport. The 4,700 sq. ft., Nantucket-style home is just a short walk from downtown Southport and has a private dock.

\$626 The average price per square foot of waterfront closings in Fairfield in 2019. Since 2013 the average closing price per square foot for a L.I. Sound waterfront house in Fairfield is \$663.

191 The average cumulative days on the market for sold waterfront houses in Fairfield in 2019, the lowest of the past seven years. The average cumulative days on market between 2013 and 2018 was 371 days.

\$1.68 Million The average closing price of a home in the Beach neighborhood of Fairfield, 14% higher than the average of the previous six years of \$1.48 million.

Average Closing Price for Waterfront Houses - Fairfield

