



HALSTEAD
REAL ESTATE

Connecticut
Market Report
Year End 2018 **2018**

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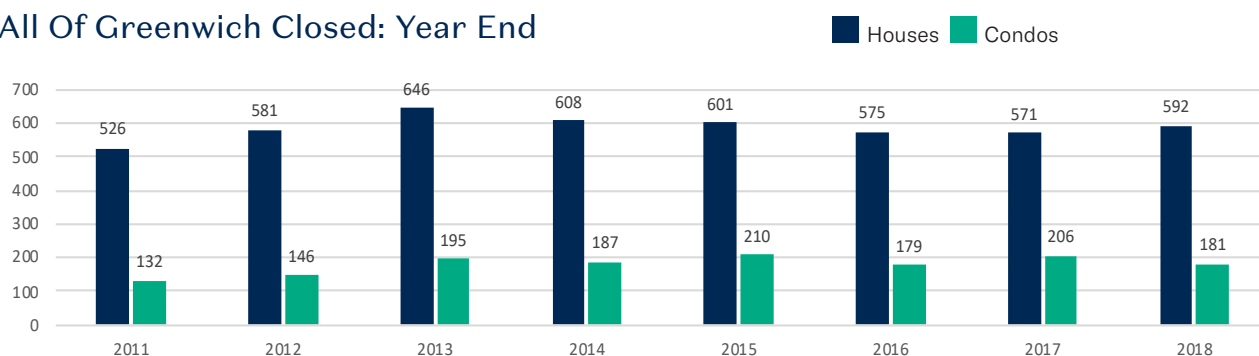
HALSTEAD CONNECTICUT, LLC

All of Greenwich Overview

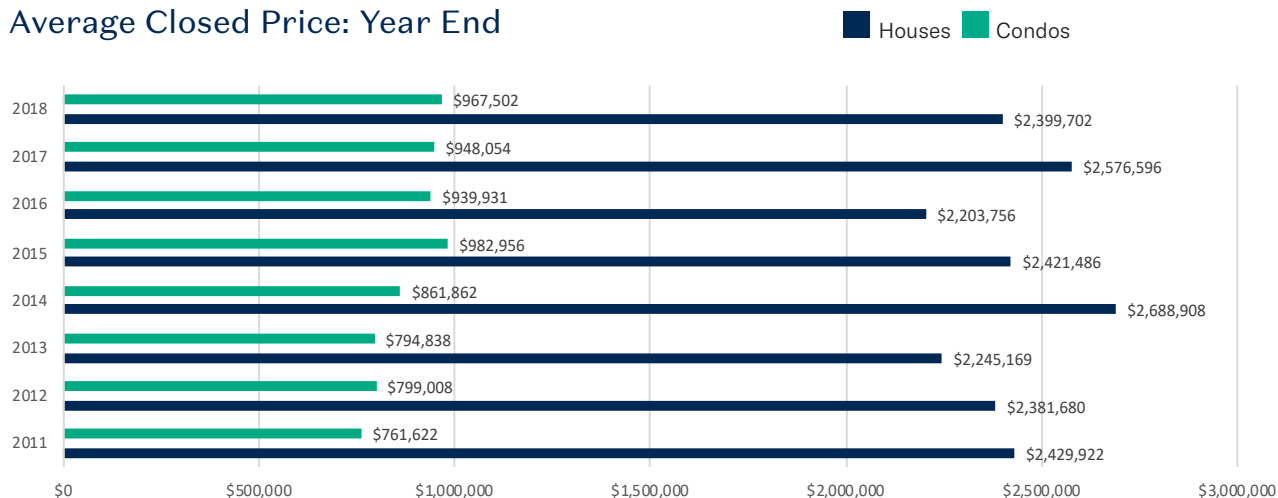


	2018	2017	% CHANGE
Houses: Closings in Fourth Quarter	133	137	-2.9%
Houses: Closings Full Year	592	571	+3.7%
Houses: Average Closing Price Full Year	\$2,399,702	\$2,576,596	-6.9%
Houses: Pending on December 31st	30	41	-26.8%
Houses: Inventory on December 31st	501	501	0%
Condos: Closings Full Year	181	206	-12.1%
Condos: Average Closing Price Full Year	\$967,502	\$948,054	+2.1%
Condos: Inventory on December 31st	122	119	+2.5%

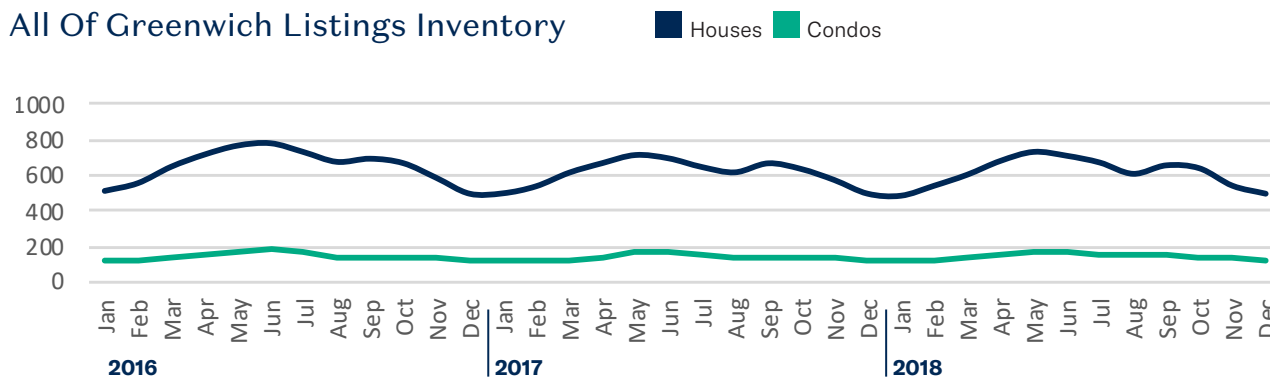
All Of Greenwich Closed: Year End



Average Closed Price: Year End



All Of Greenwich Listings Inventory



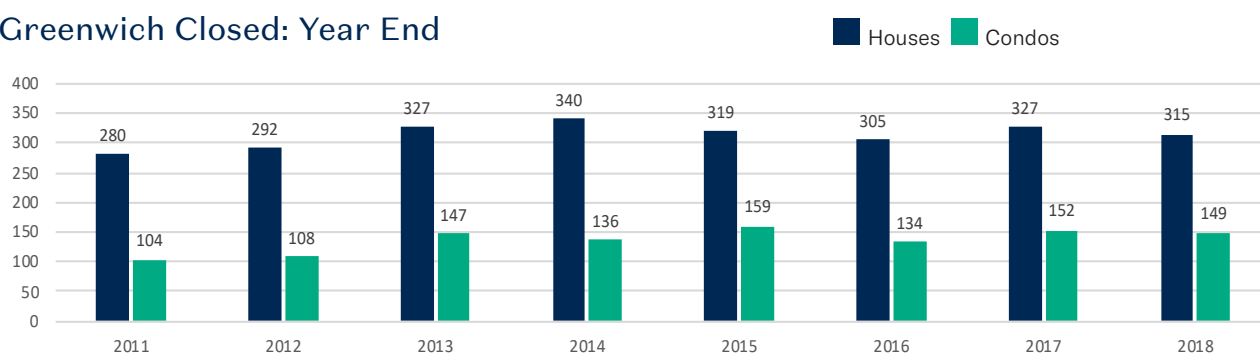
Active inventory from Greenwich MLS includes Active and Contingent Contract status.

Greenwich Overview

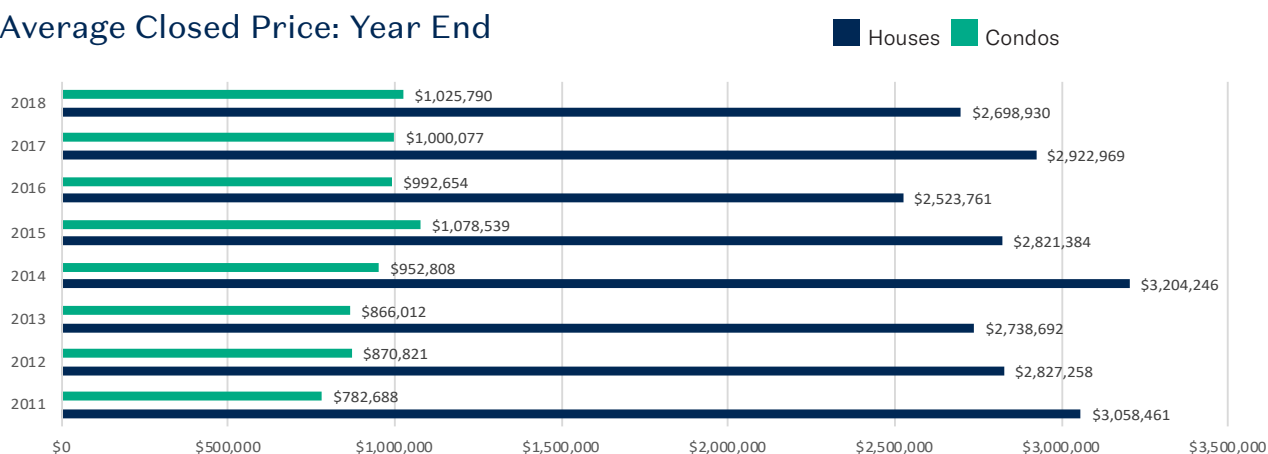


	2018	2017	% CHANGE
Houses: Closings in Fourth Quarter	62	79	-21.5%
Houses: Closings Full Year	315	327	-3.7%
Houses: Average Closing Price Full Year	\$2,698,930	\$2,922,969	-7.7%
Houses: Pending on December 31st	17	27	-37%
Houses: Inventory on December 31st	355	335	+6%
Condos: Closings Full Year	149	152	-2%
Condos: Average Closing Price Full Year	\$1,025,790	\$1,000,077	+2.6%
Condos: Inventory on December 31st	98	100	-2%

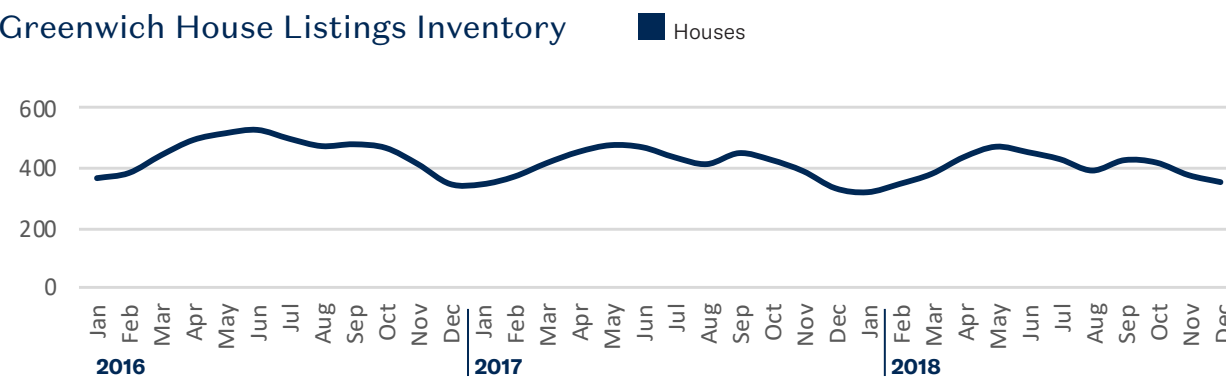
Greenwich Closed: Year End



Average Closed Price: Year End



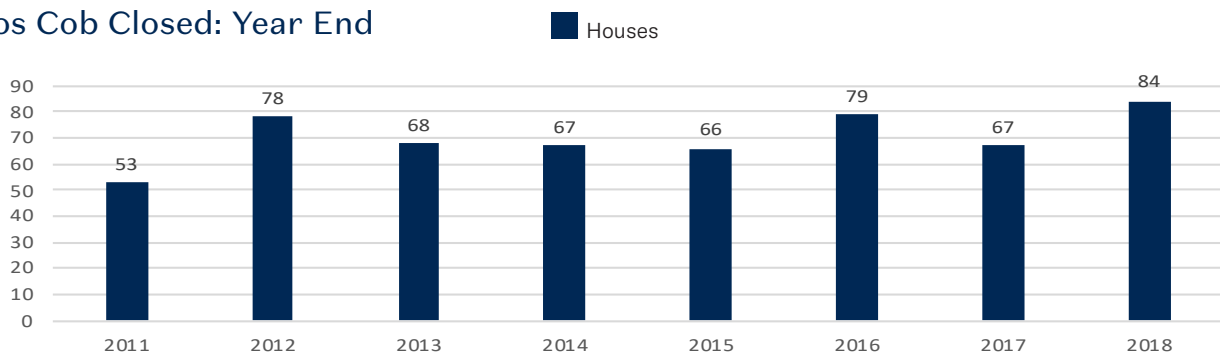
Greenwich House Listings Inventory



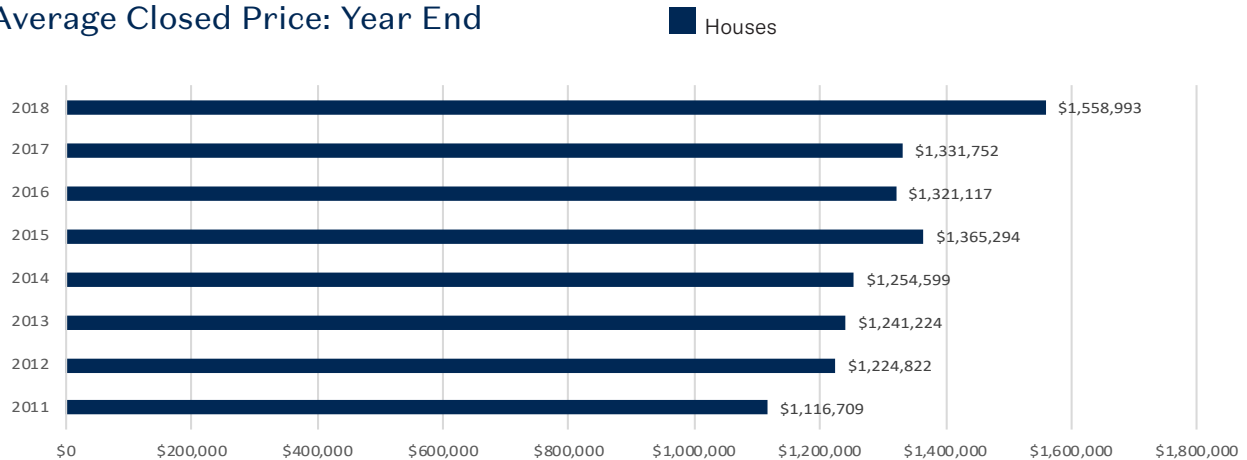
Cos Cob Overview

	2018	2017	% CHANGE
Houses: Closings in Fourth Quarter	22	19	+15.8%
Houses: Closings Full Year	84	67	+25.4%
Houses: Average Closing Price Full Year	\$1,558,993	\$1,331,752	+17.1%
Houses: Pending on December 31st	2	6	-66.7%
Houses: Inventory on December 31st	39	49	-20.4%
Condos: Closings Full Year	14	26	-46.2%
Condos: Average Closing Price Full Year	\$898,103	\$907,596	-1%
Condos: Inventory on December 31st	12	14	-14.3%

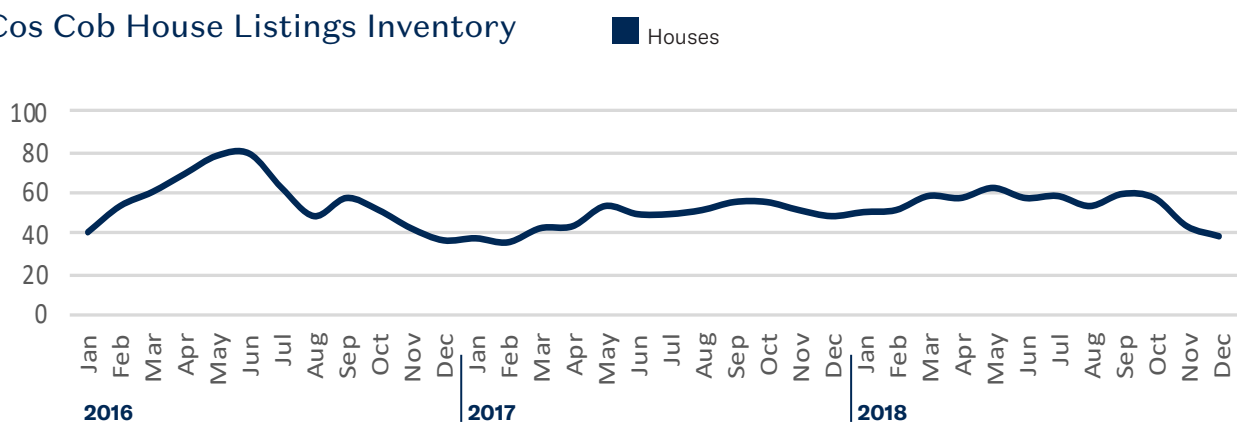
Cos Cob Closed: Year End



Average Closed Price: Year End



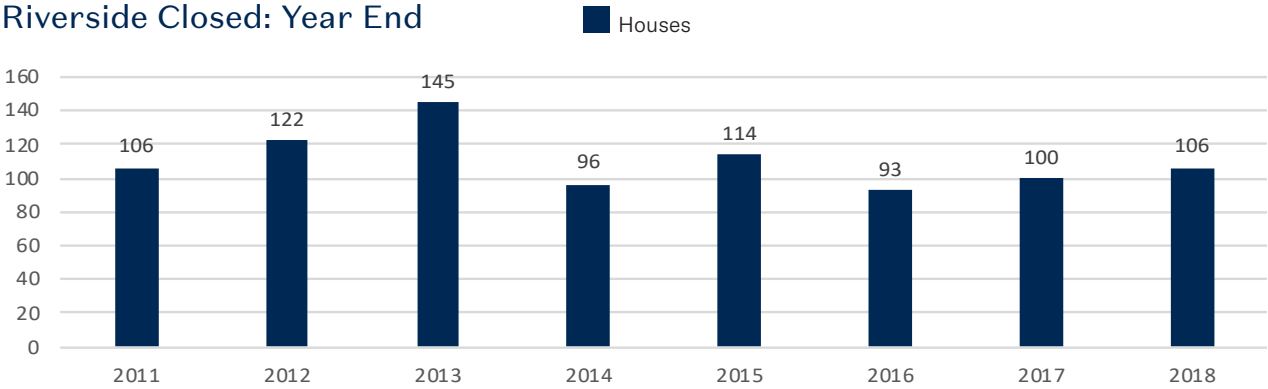
Cos Cob House Listings Inventory



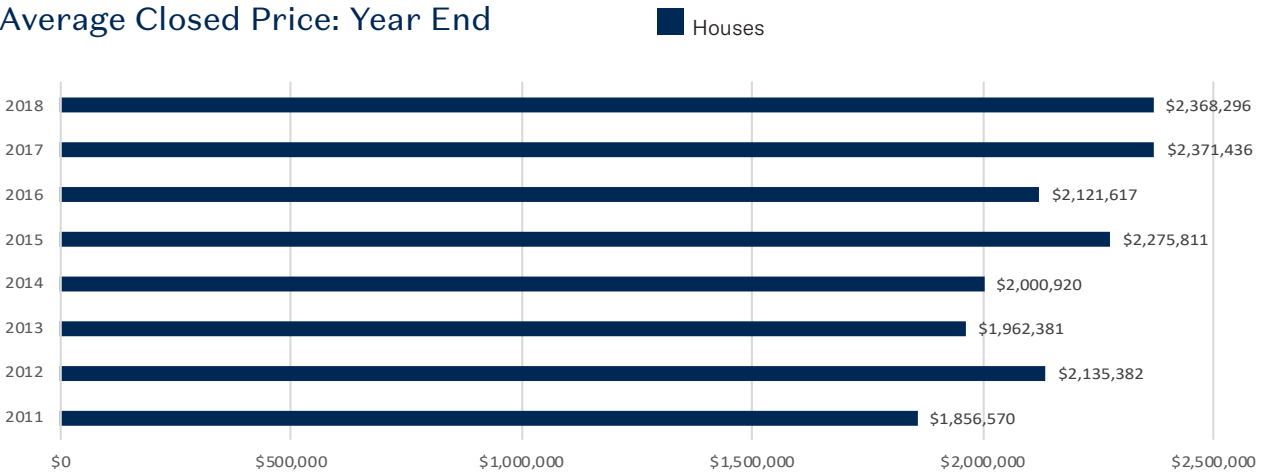
Riverside Overview

	2018	2017	% CHANGE
Houses: Closings in Fourth Quarter	27	19	+42.1%
Houses: Closings Full Year	106	100	+6%
Houses: Average Closing Price Full Year	\$2,368,296	\$2,371,436	-0.1%
Houses: Pending on December 31st	2	4	-50%
Houses: Inventory on December 31st	59	63	-6.3%

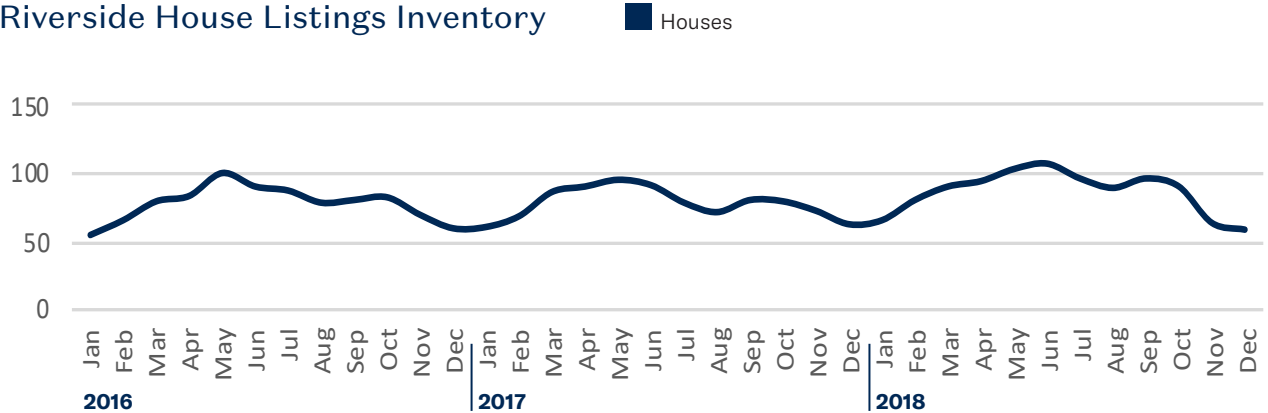
Riverside Closed: Year End



Average Closed Price: Year End



Riverside House Listings Inventory

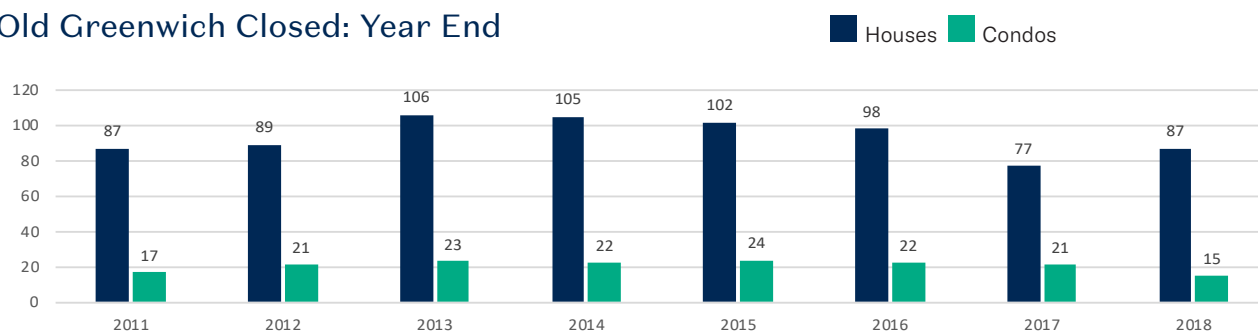


Old Greenwich Overview

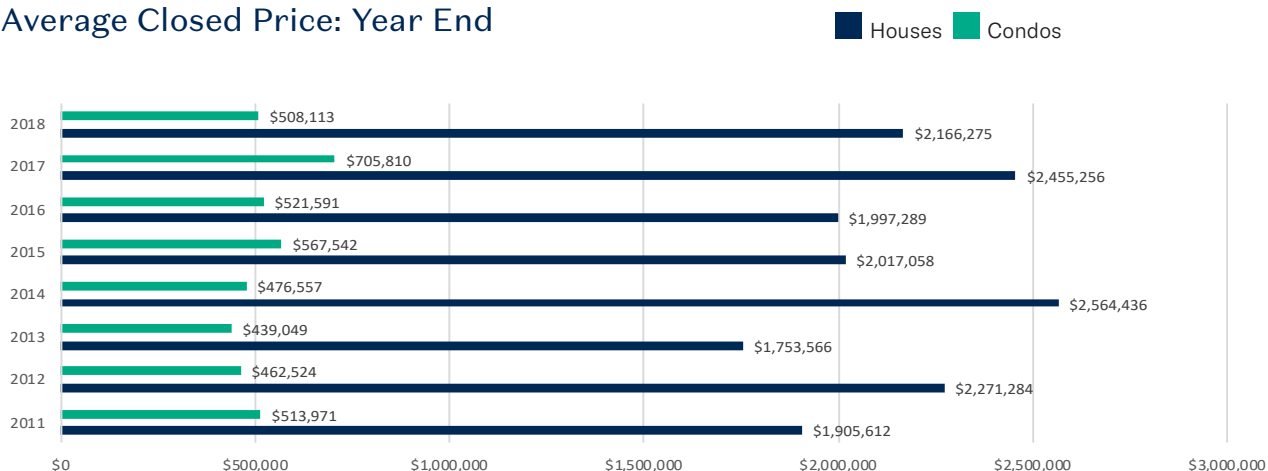


	2018	2017	% CHANGE
Houses: Closings in Fourth Quarter	22	20	+10%
Houses: Closings Full Year	87	77	+13%
Houses: Average Closing Price Full Year	\$2,166,275	\$2,455,256	-11.8%
Houses: Pending on December 31st	9	4	+125%
Houses: Inventory on December 31st	48	54	-11.1%
Condos: Closings Full Year	15	21	-28.6%
Condos: Average Closing Price Full Year	\$508,113	\$705,810	-28%
Condos: Inventory on December 31st	5	3	+66.7%

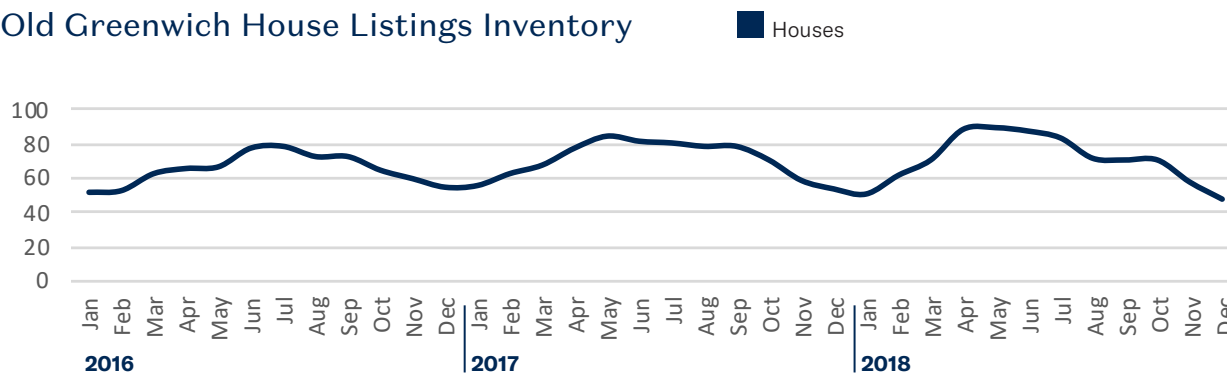
Old Greenwich Closed: Year End



Average Closed Price: Year End



Old Greenwich House Listings Inventory

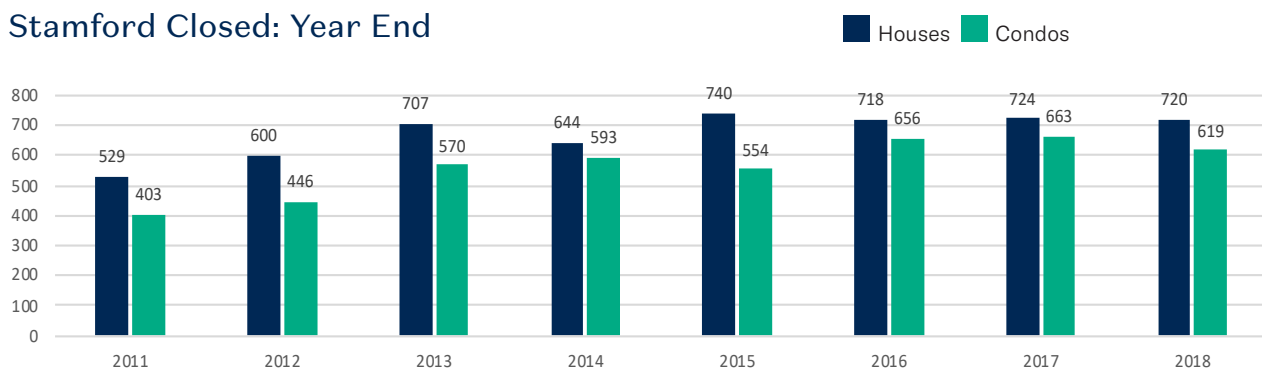


Stamford Overview

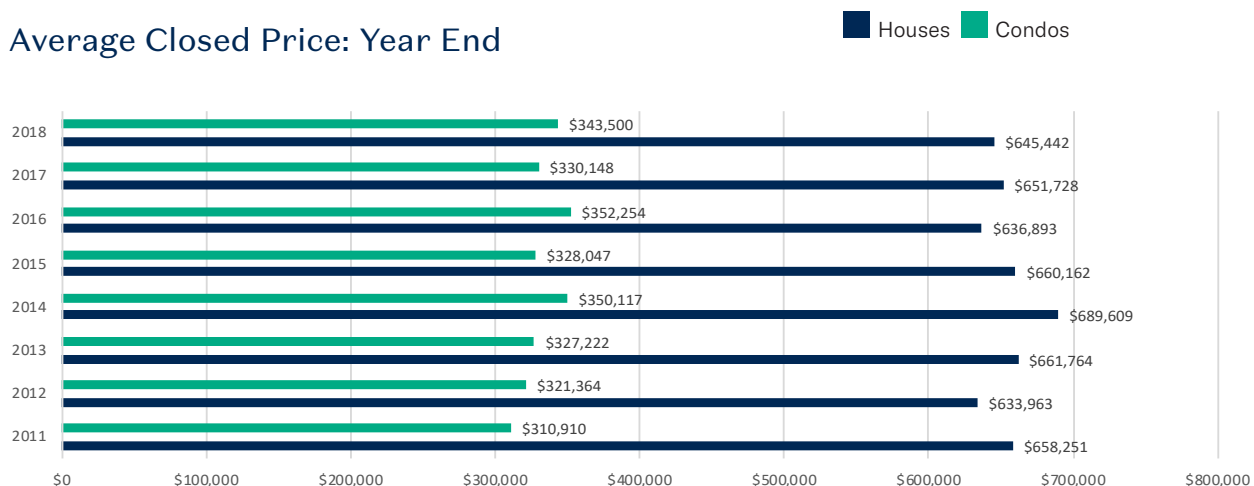


	2018	2017	% CHANGE
Houses: Closings in Fourth Quarter	164	155	+5.8%
Houses: Closings Full Year	720	724	-0.6%
Houses: Average Closing Price Full Year	\$645,442	\$651,728	-1%
Houses: Pending on December 31st	47	61	-23%
Houses: Inventory on December 31st	289	316	-8.5%
Condos: Closings Full Year	619	663	-6.6%
Condos: Average Closing Price Full Year	\$343,500	\$330,148	+4%
Condos: Inventory on December 31st	214	225	-4.9%

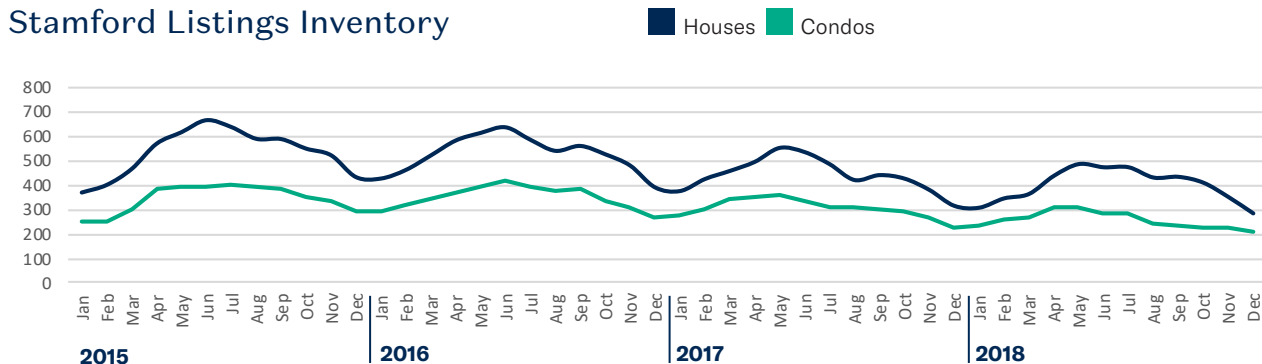
Stamford Closed: Year End



Average Closed Price: Year End



Stamford Listings Inventory



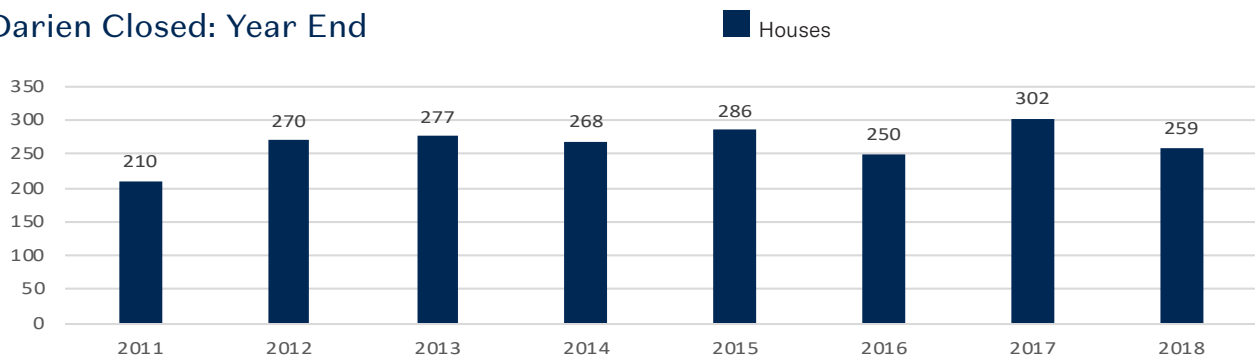
Active inventory from Connecticut Smart MLS and includes Active and Show status.

Year End 2018

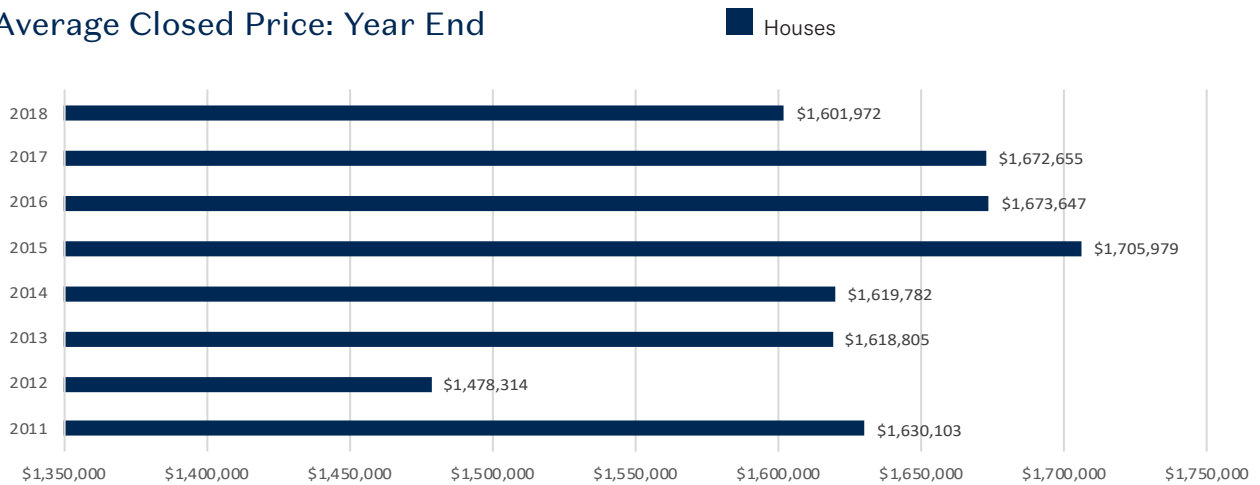
Darien Overview

	2018	2017	% CHANGE
Houses: Closings in Fourth Quarter	53	53	0%
Houses: Closings Full Year	259	302	-14.2%
Houses: Average Closing Price Full Year	\$1,601,972	\$1,672,655	-4.2%
Houses: Pending on December 31st	18	18	0%
Houses: Inventory on December 31st	177	163	+8.6%
Condos: Closings Full Year	11	18	-38.9%
Condos: Average Closing Price Full Year	\$936,500	\$1,045,822	-10.5%
Condos: Inventory on December 31st	15	7	+114.3%

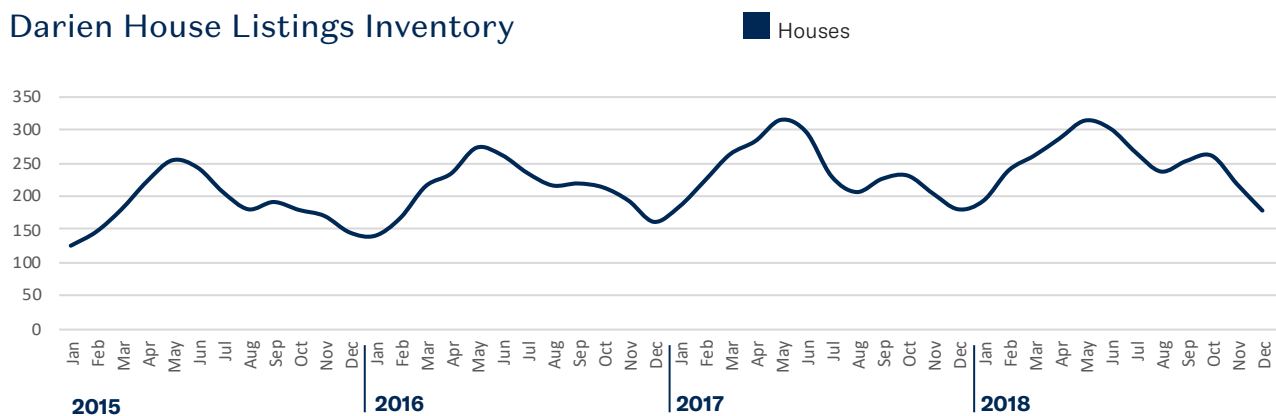
Darien Closed: Year End



Average Closed Price: Year End



Darien House Listings Inventory



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

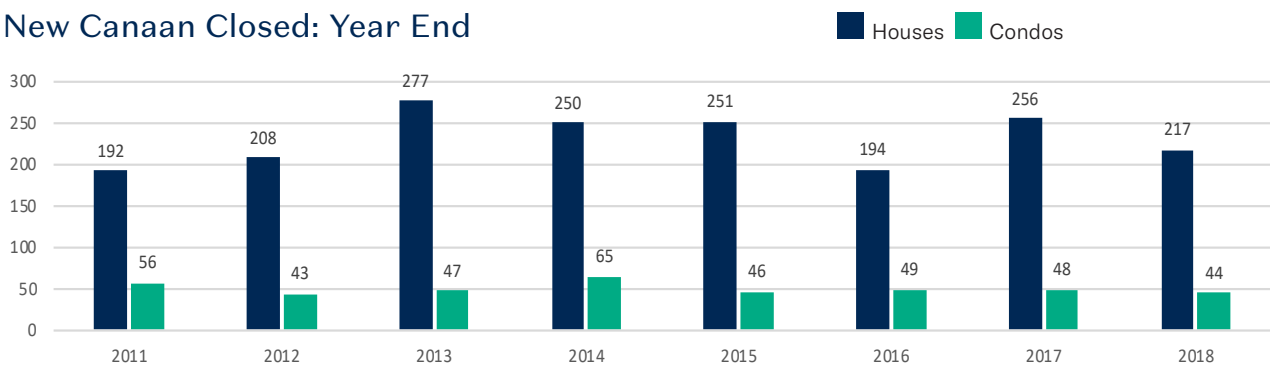
Year End 2018

New Canaan Overview

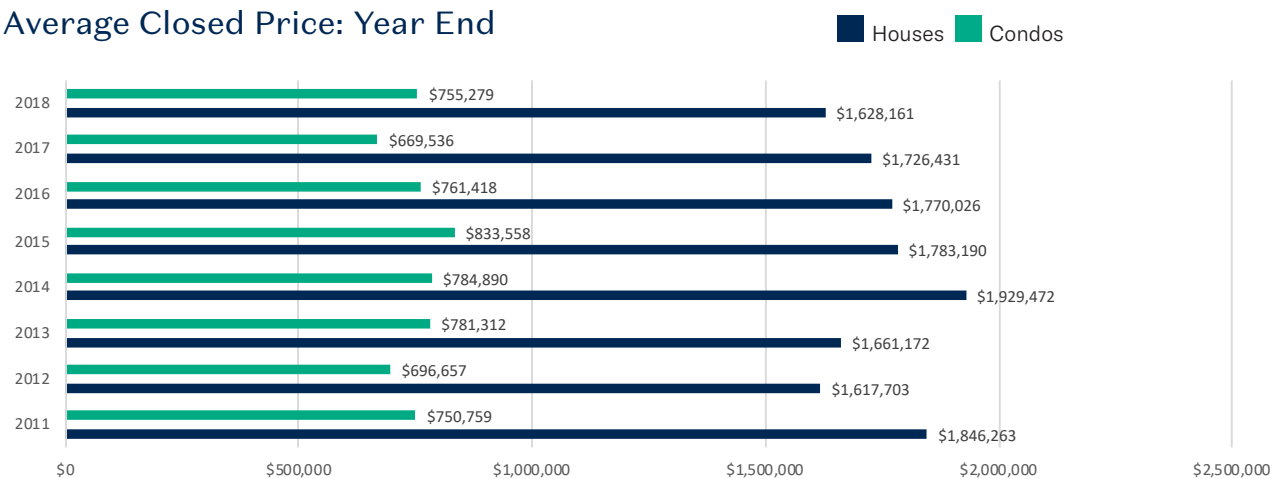


	2018	2017	% CHANGE
Houses: Closings in Fourth Quarter	49	54	-9.3%
Houses: Closings Full Year	217	256	-15.2%
Houses: Average Closing Price Full Year	\$1,628,161	\$1,726,431	-5.7%
Houses: Pending on December 31st	22	19	+15.8%
Houses: Inventory on December 31st	237	214	+10.7%
Condos: Closings Full Year	44	48	-8.3%
Condos: Average Closing Price Full Year	\$755,279	\$669,536	+12.8%
Condos: Inventory on December 31st	36	45	-20%

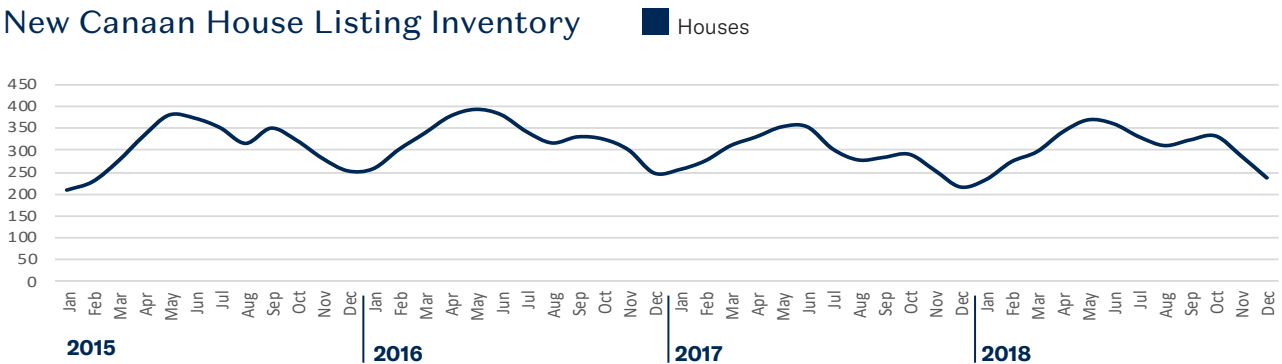
New Canaan Closed: Year End



Average Closed Price: Year End



New Canaan House Listing Inventory



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

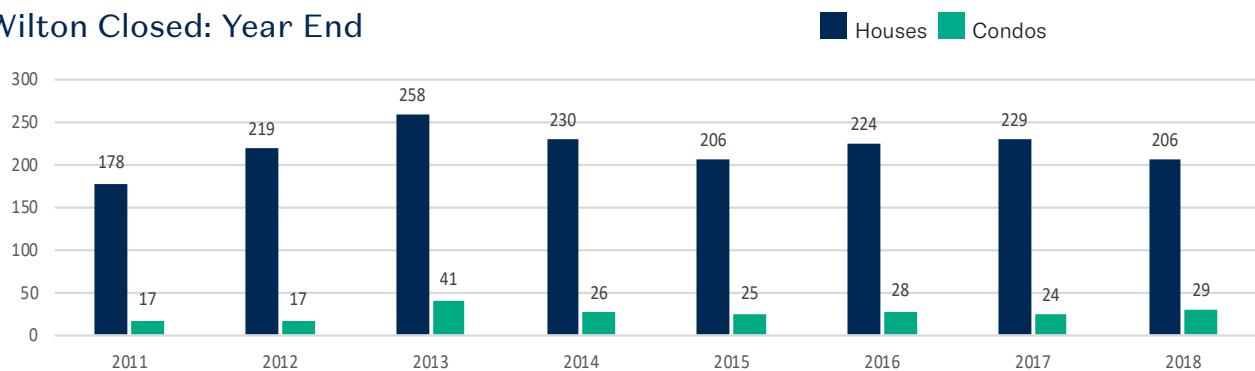
Year End 2018

Wilton Overview

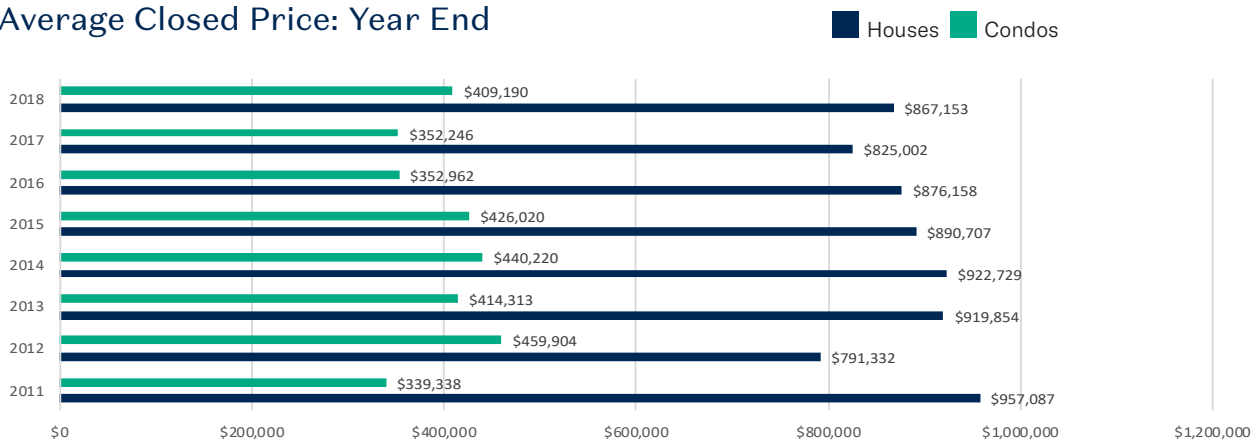


	2018	2017	% CHANGE
Houses: Closings in Fourth Quarter	41	48	-14.6%
Houses: Closings Full Year	206	229	-10%
Houses: Average Closing Price Full Year	\$867,153	\$825,002	+5.1%
Houses: Pending on December 31st	10	15	-33.3%
Houses: Inventory on December 31st	151	126	+19.8%
Condos: Closings Full Year	29	24	+20.8%
Condos: Average Closing Price Full Year	\$409,190	\$352,246	+16.2%
Condos: Inventory on December 31st	7	9	-22.2%

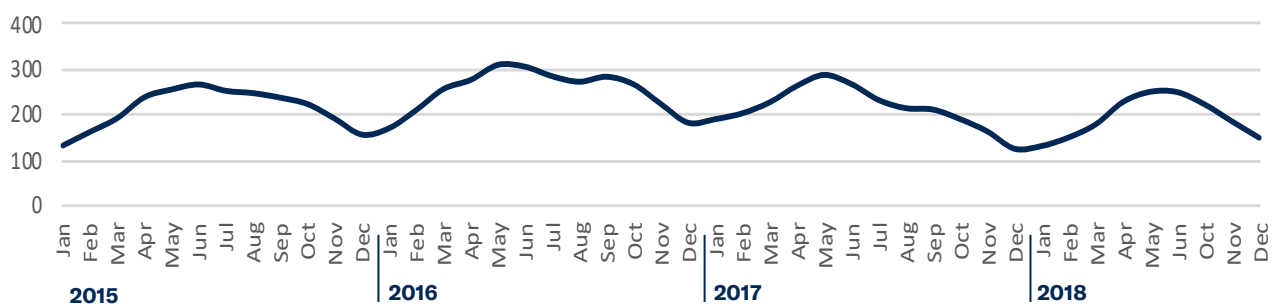
Wilton Closed: Year End



Average Closed Price: Year End



Wilton House Listings Inventory



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

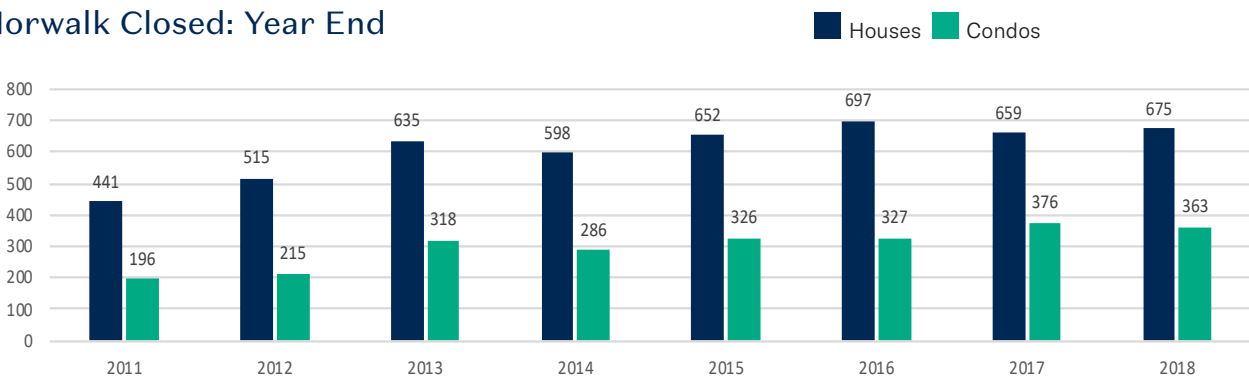
Year End 2018

Norwalk Overview

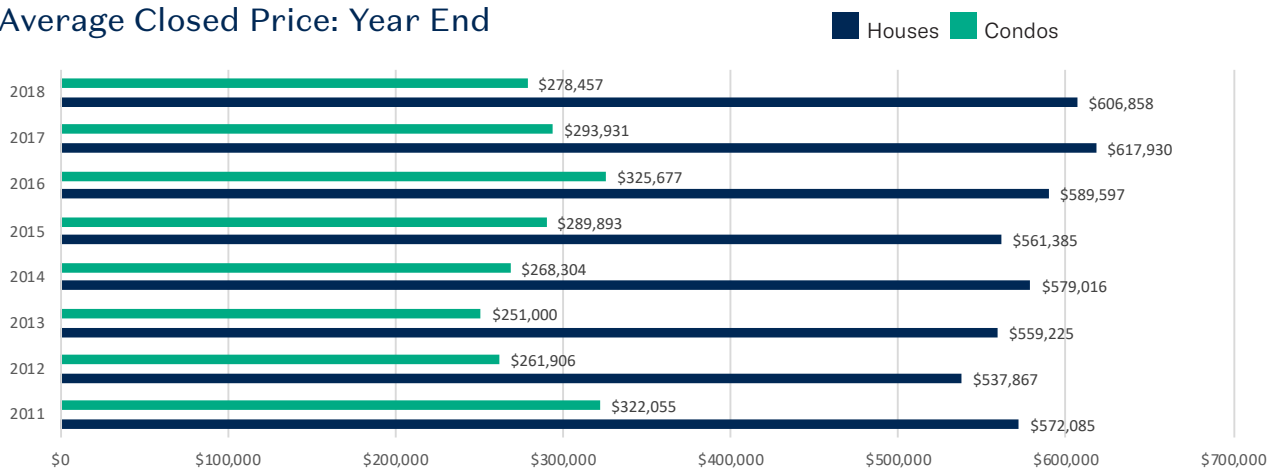


	2018	2017	% CHANGE
Houses: Closings in Fourth Quarter	160	150	+6.7%
Houses: Closings Full Year	675	659	+2.4%
Houses: Average Closing Price Full Year	\$606,858	\$617,930	-1.8%
Houses: Pending on December 31st	54	49	+10.2%
Houses: Inventory on December 31st	224	222	+0.9%
Condos: Closings Full Year	363	376	-3.5%
Condos: Average Closing Price Full Year	\$278,457	\$293,931	-5.3%
Condos: Inventory on December 31st	70	101	-30.7%

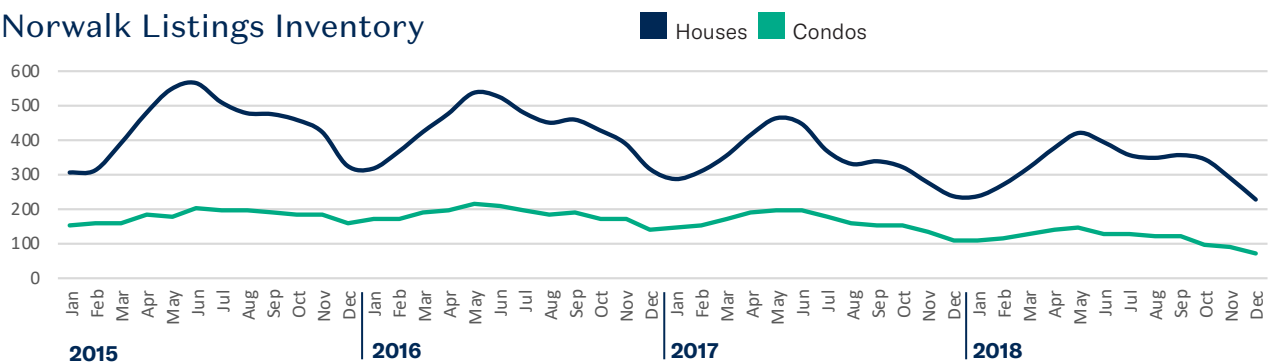
Norwalk Closed: Year End



Average Closed Price: Year End



Norwalk Listings Inventory



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

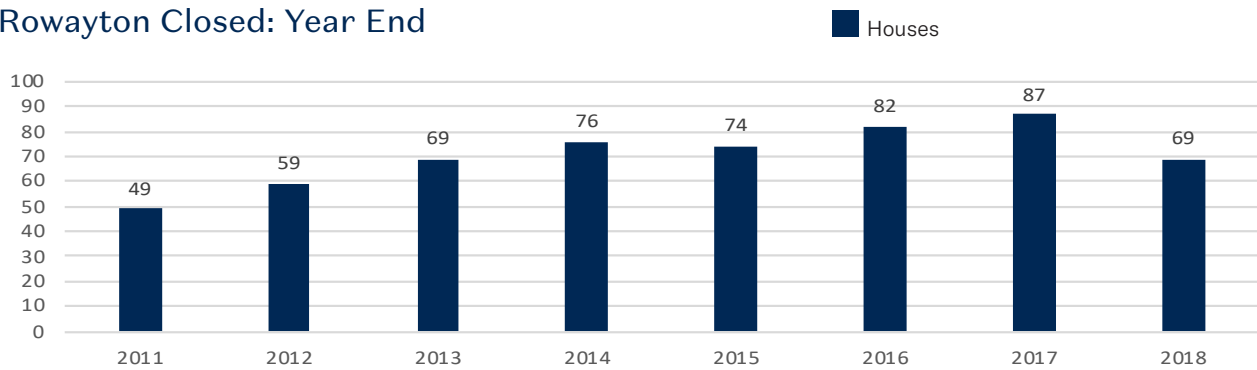
Year End 2018

Rowayton Overview

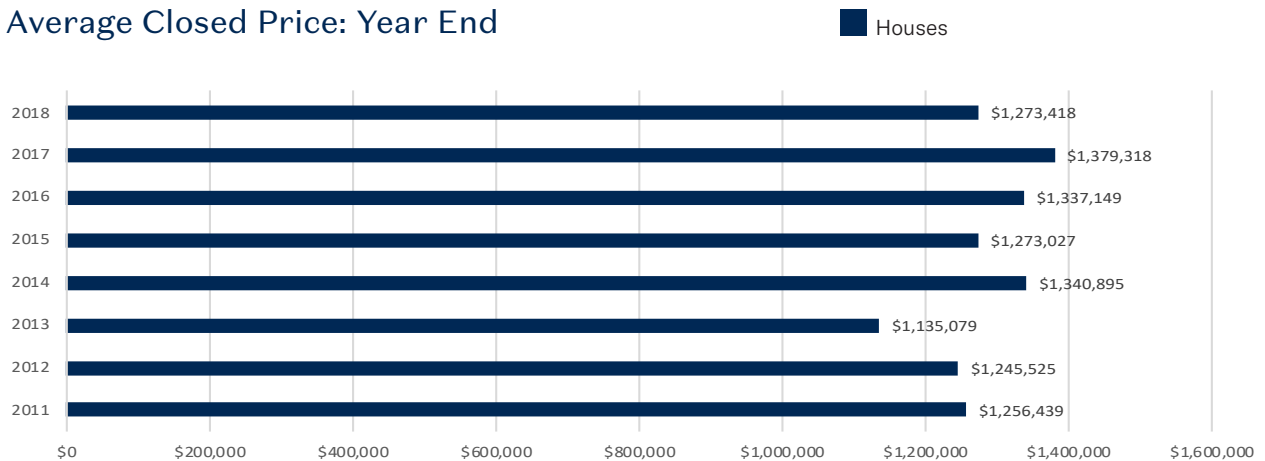


	2018	2017	% CHANGE
Houses: Closings in Fourth Quarter	13	20	-35%
Houses: Closings Full Year	69	87	-20.7%
Houses: Average Closing Price Full Year	\$1,273,418	\$1,379,318	-7.7%
Houses: Pending on December 31st	6	3	+100%
Houses: Inventory on December 31st	41	36	+13.9%
Condos: Closings Full Year	2	11	-81.8%
Condos: Average Closing Price Full Year	\$316,000	\$1,249,545	-74.7%
Condos: Inventory on December 31st	6	4	+50%

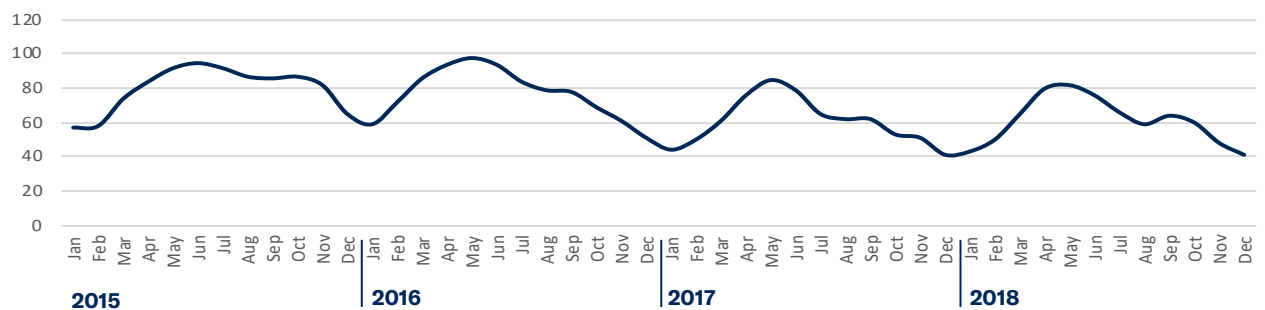
Rowayton Closed: Year End



Average Closed Price: Year End



Rowayton House Listings Inventory



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

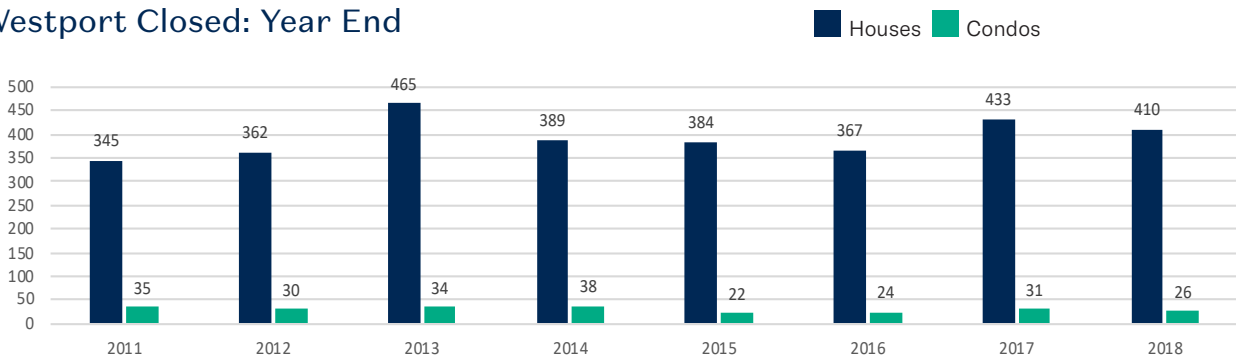
Year End 2018

Westport Overview

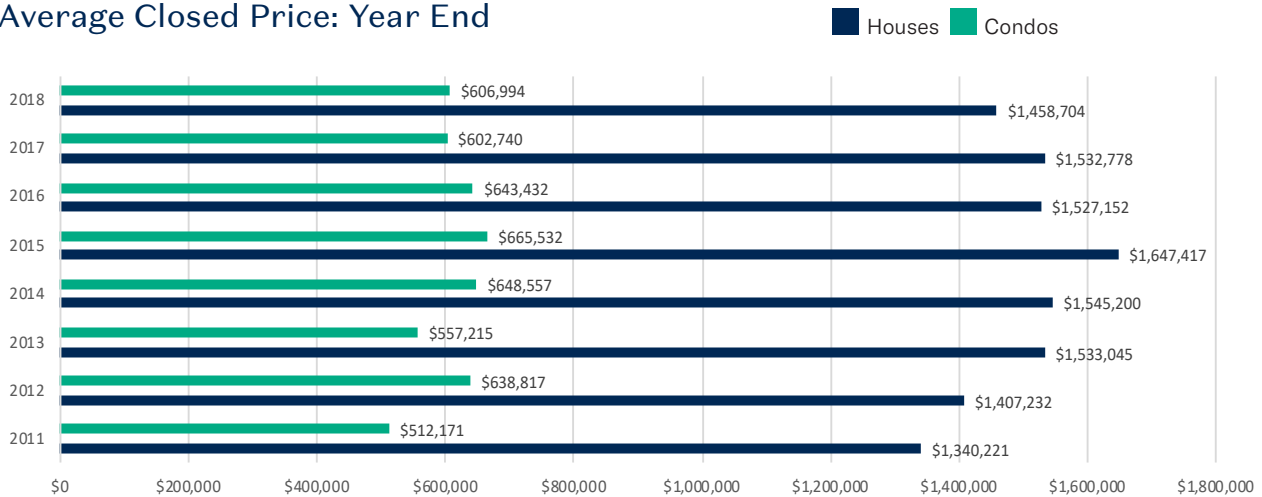


	2018	2017	% CHANGE
Houses: Closings in Fourth Quarter	77	96	-19.8%
Houses: Closings Full Year	410	433	-5.3%
Houses: Average Closing Price Full Year	\$1,458,704	\$1,532,778	-4.8%
Houses: Pending on December 31st	18	30	-40%
Houses: Inventory on December 31st	277	265	+4.5%
Condos: Closings Full Year	26	31	-16.1%
Condos: Average Closing Price Full Year	\$606,994	\$602,740	+0.7%
Condos: Inventory on December 31st	10	8	+25%

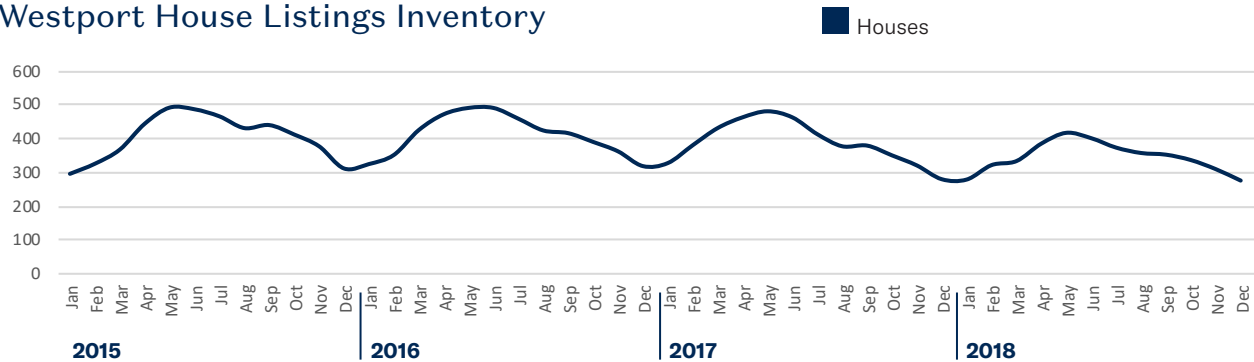
Westport Closed: Year End



Average Closed Price: Year End



Westport House Listings Inventory

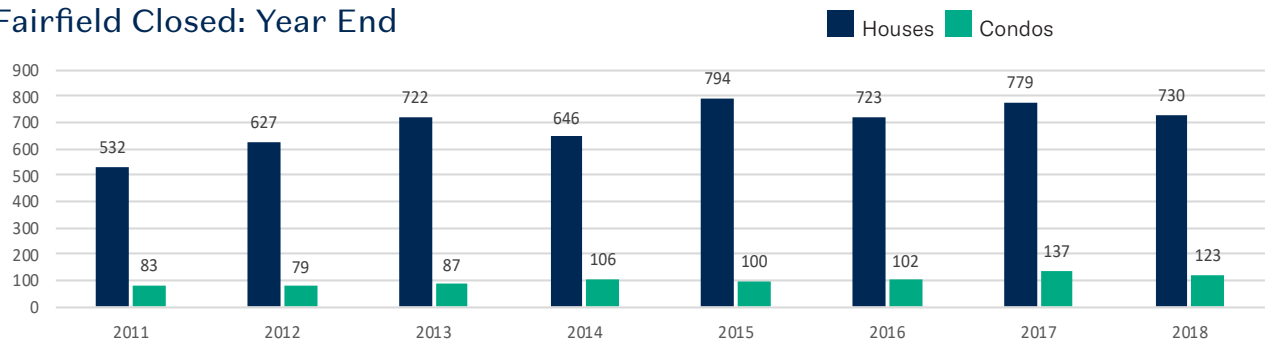


Fairfield Overview

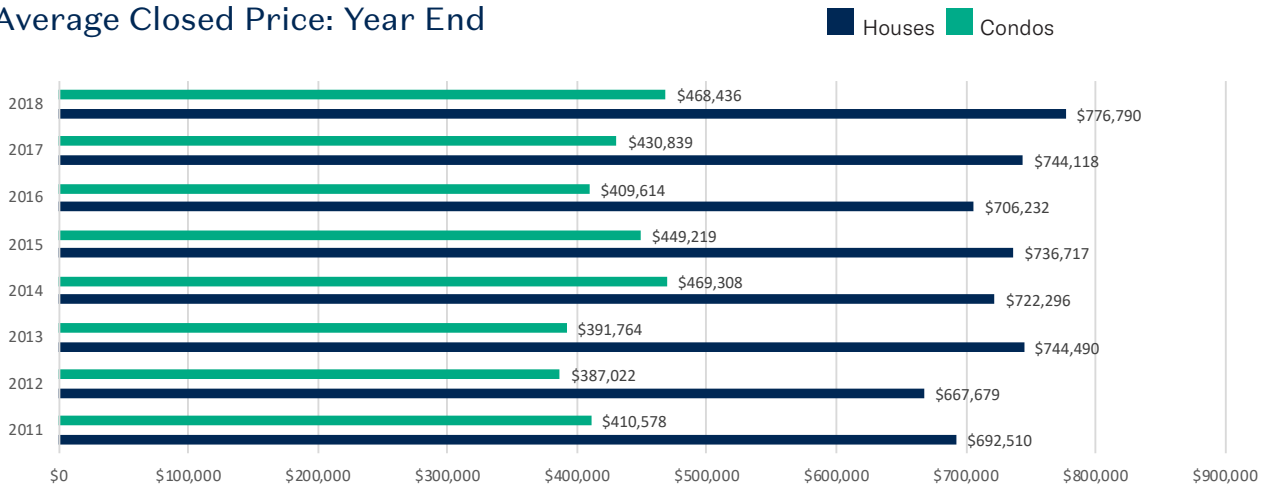


	2018	2017	% CHANGE
Houses: Closings in Fourth Quarter	141	162	-13%
Houses: Closings Full Year	730	779	-6.3%
Houses: Average Closing Price Full Year	\$776,790	\$744,118	+4.4%
Houses: Pending on December 31st	44	49	-10.2%
Houses: Inventory on December 31st	351	317	+10.7%
Condos: Closings Full Year	123	137	-10.2%
Condos: Average Closing Price Full Year	\$468,436	\$430,839	+8.7%
Condos: Inventory on December 31st	37	44	-15.9%

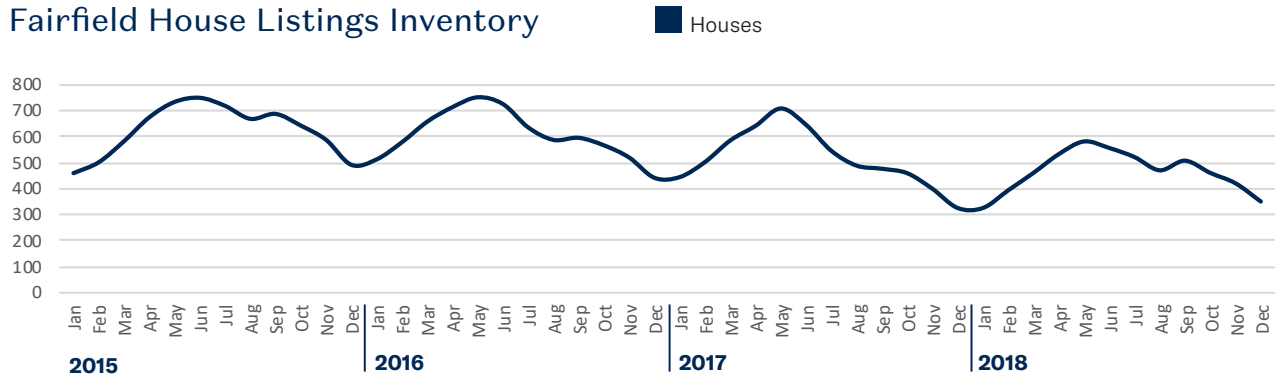
Fairfield Closed: Year End



Average Closed Price: Year End



Fairfield House Listings Inventory

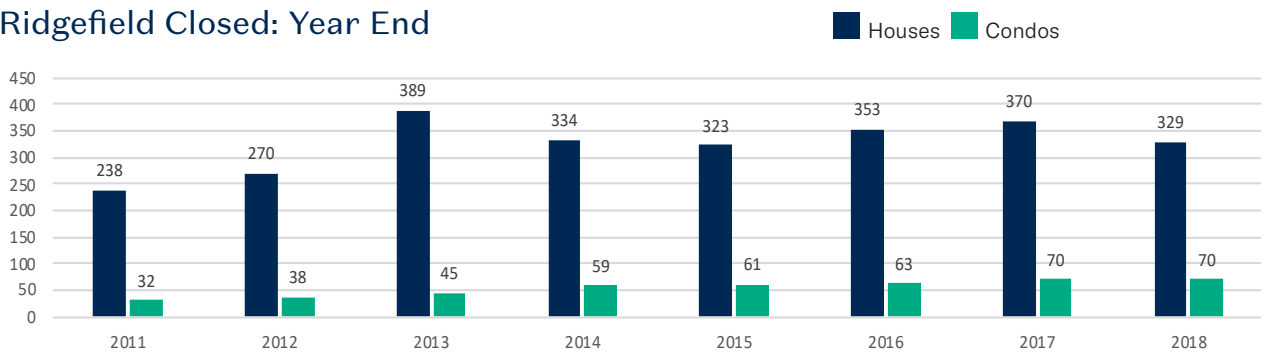


Ridgefield Overview

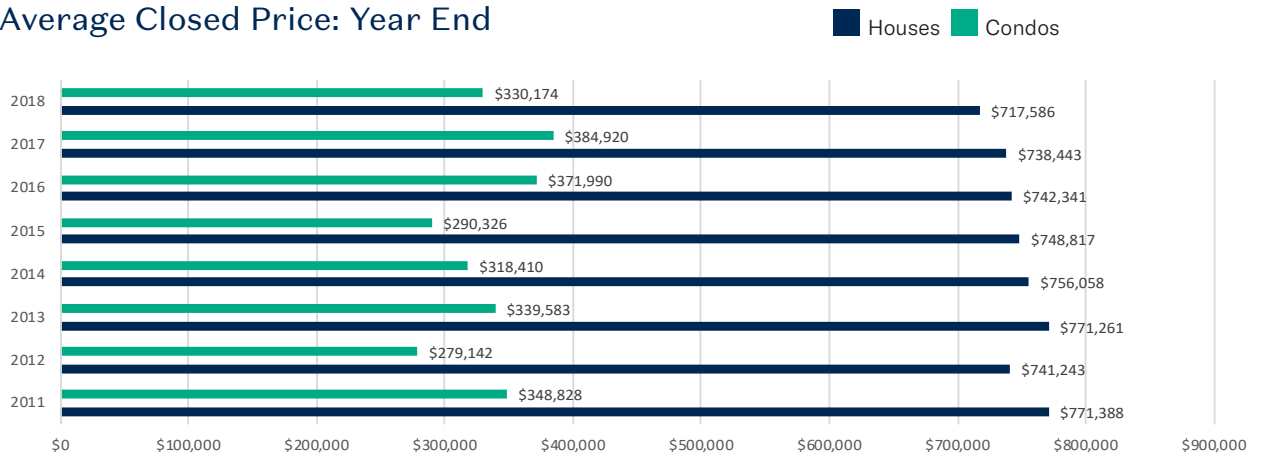


	2018	2017	% CHANGE
Houses: Closings in Fourth Quarter	67	76	-11.8%
Houses: Closings Full Year	329	370	-11.1%
Houses: Average Closing Price Full Year	\$717,586	\$738,443	-2.8%
Houses: Pending on December 31st	20	17	+17.6%
Houses: Inventory on December 31st	165	178	-7.3%
Condos: Closings Full Year	70	70	0%
Condos: Average Closing Price Full Year	\$330,174	\$384,920	-14.2%
Condos: Inventory on December 31st	15	24	-37.5%

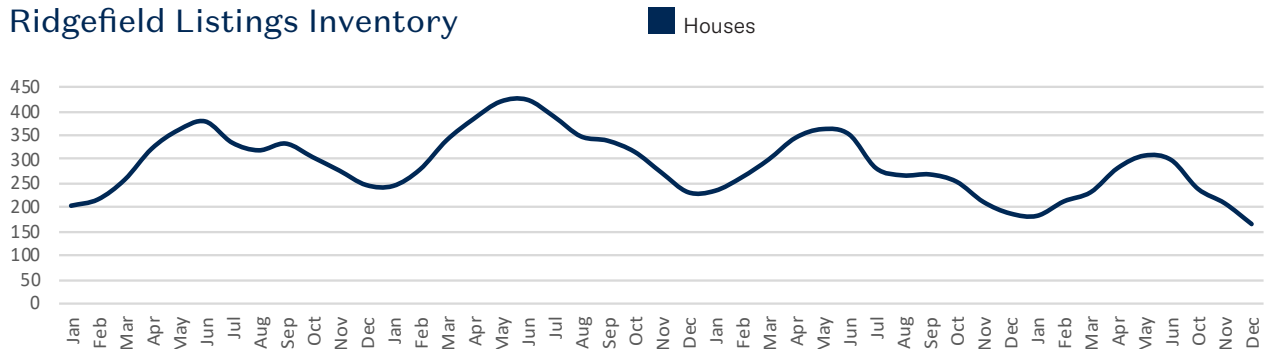
Ridgefield Closed: Year End



Average Closed Price: Year End



Ridgefield Listings Inventory



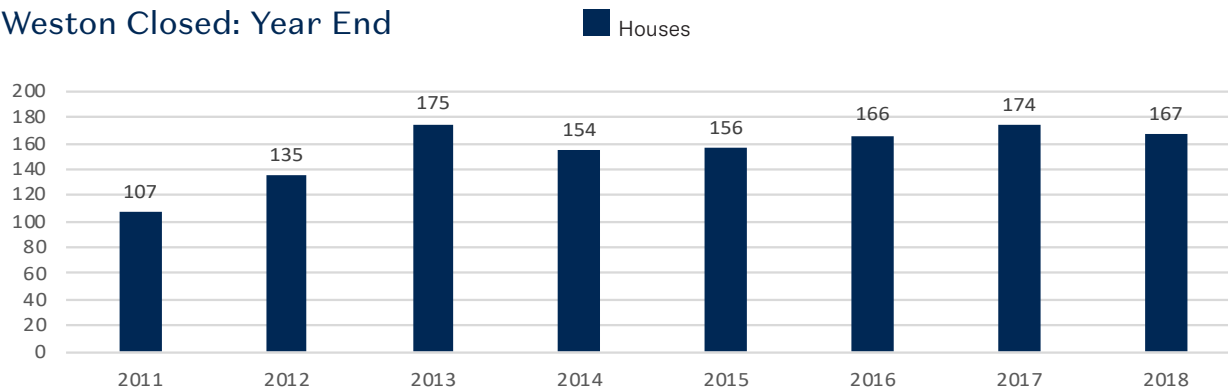
Active inventory from Connecticut Smart MLS and includes Active and Show status.

Year End 2018

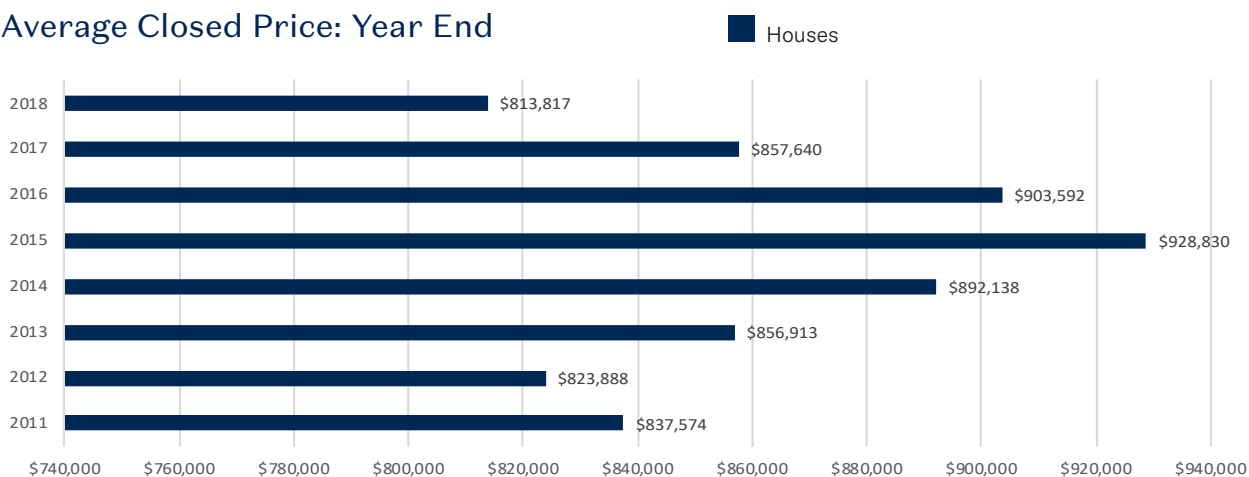
Weston Overview

	2018	2017	% CHANGE
Houses: Closings in Fourth Quarter	37	48	-22.9%
Houses: Closings Full Year	167	174	-4%
Houses: Average Closing Price Full Year	\$813,817	\$857,640	-5.1%
Houses: Pending on December 31st	17	12	+41.7%
Houses: Inventory on December 31st	119	105	+13.3%

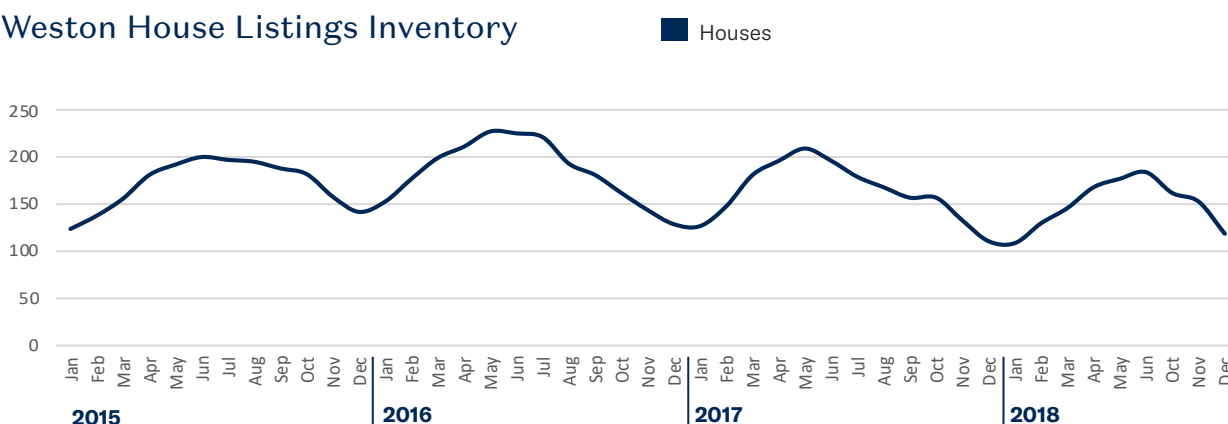
Weston Closed: Year End



Average Closed Price: Year End



Weston House Listings Inventory



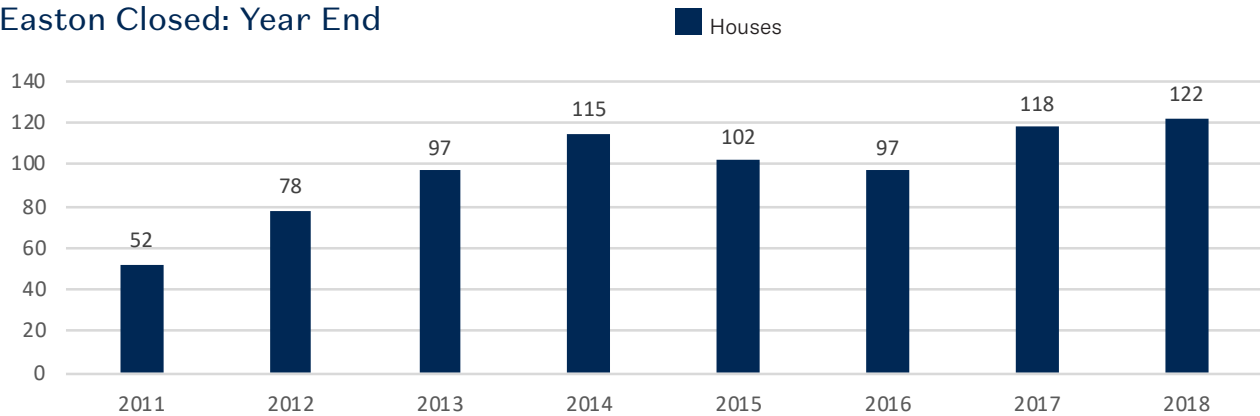
Active inventory from Connecticut Smart MLS and includes Active and Show status.

Year End 2018

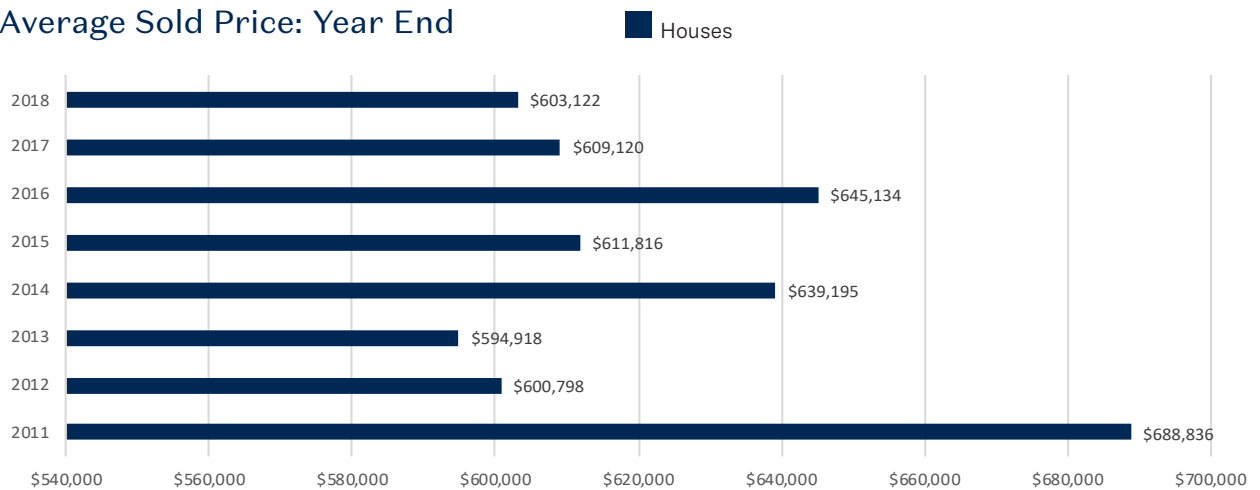
Easton Overview

	2018	2017	% CHANGE
Houses: Closings in Fourth Quarter	19	34	-44.1%
Houses: Closings Full Year	122	118	+3.4%
Houses: Average Closing Price Full Year	\$603,122	\$609,120	-1%
Houses: Pending on December 31st	10	9	+11.1%
Houses: Inventory on December 31st	76	84	-9.5%

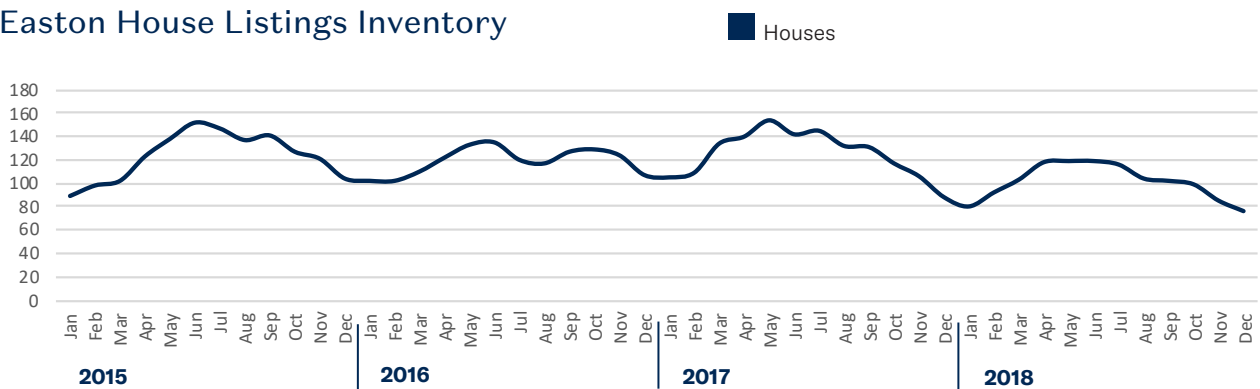
Easton Closed: Year End



Average Sold Price: Year End



Easton House Listings Inventory



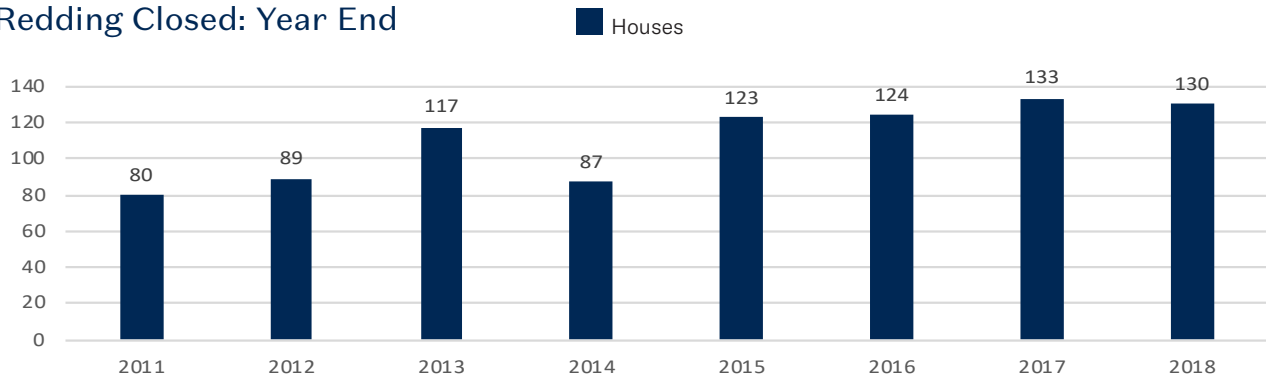
Active inventory from Connecticut Smart MLS and includes Active and Show status.

Year End 2018

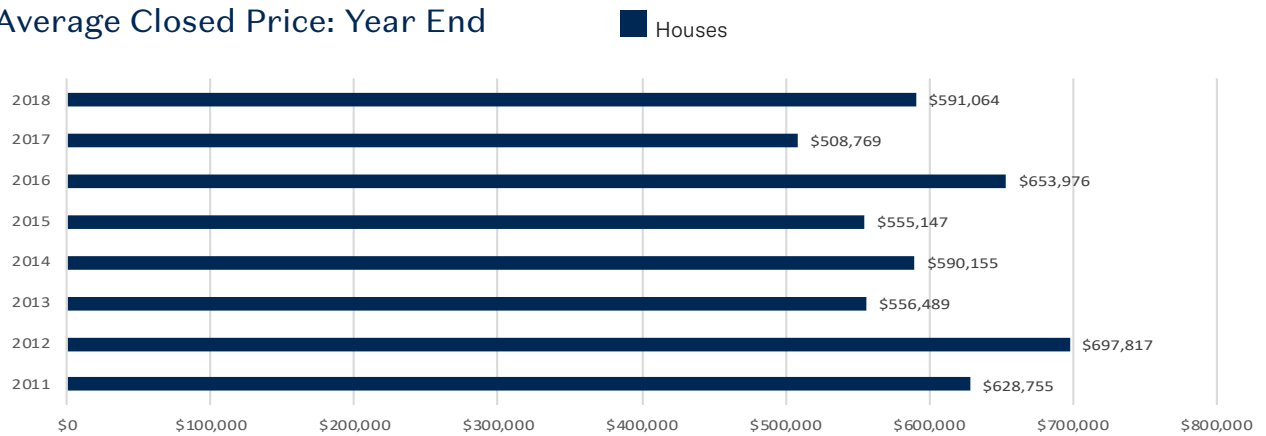
Redding Overview

	2018	2017	% CHANGE
Houses: Closings in Fourth Quarter	31	26	+19.2%
Houses: Closings Full Year	130	133	-2.3%
Houses: Average Closing Price Full Year	\$591,064	\$508,769	+16.2%
Houses: Pending on December 31st	7	8	-12.5%
Houses: Inventory on December 31st	71	86	-17.4%

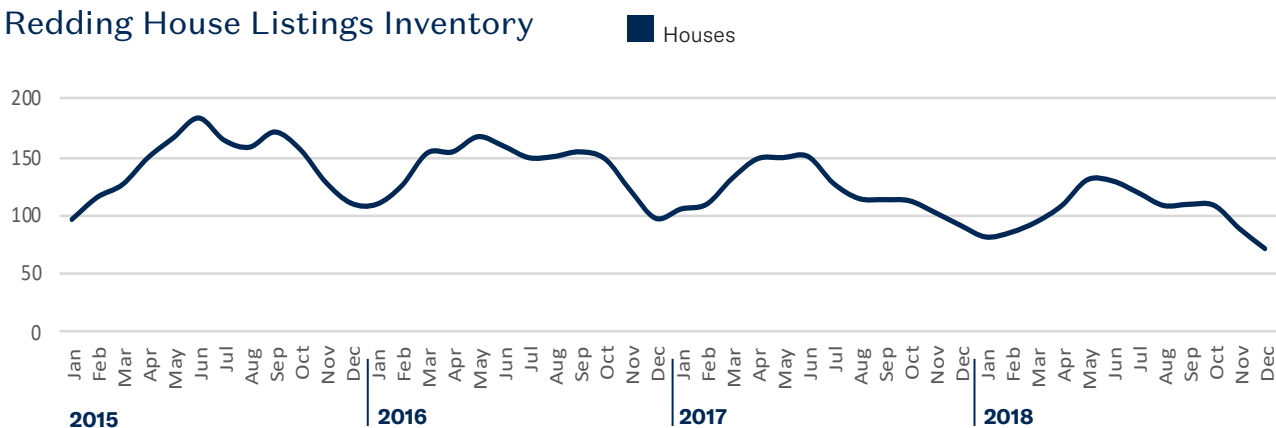
Redding Closed: Year End



Average Closed Price: Year End



Redding House Listings Inventory



Lower Fairfield County

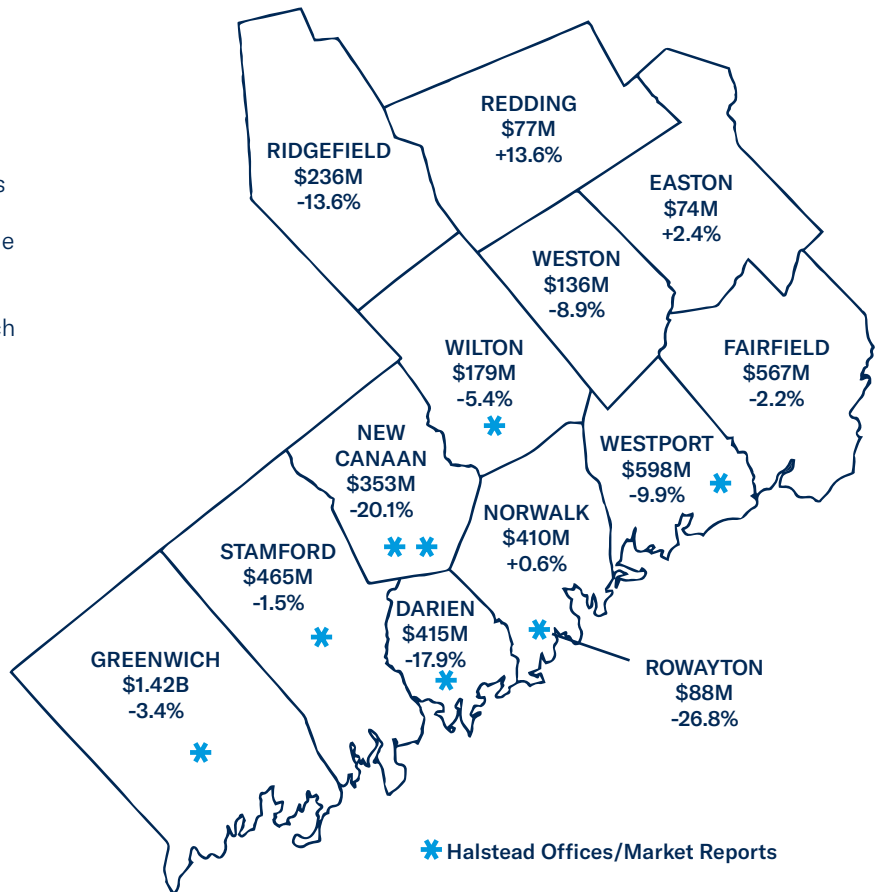
Town Comparison: Year End (Single Family Homes)

Town	# of Sold Houses		% change	Median Selling Price		% change
	2018	2017		2018	2017	
Darien	259	302	-14.2%	\$1,350,000	\$1,420,000	-4.9%
Easton	122	118	+3.4%	\$595,000	\$594,750	+0%
Fairfield	730	779	-6.3%	\$630,000	\$600,000	+5%
All of Greenwich	592	571	+3.7%	\$1,770,000	\$1,800,000	-1.7%
New Canaan	217	256	-15.2%	\$1,341,500	\$1,477,500	-9.2%
Norwalk	675	659	+2.4%	\$488,000	\$462,500	+5.5%
Redding	130	133	-2.3%	\$548,250	\$490,000	+11.9%
Ridgefield	329	370	-11.1%	\$641,260	\$642,500	-0.2%
Rowayton*	69	87	-20.7%	\$975,000	\$1,325,000	-26.4%
Stamford	720	724	-0.6%	\$581,500	\$575,000	+1.1%
Weston	167	174	-4%	\$703,210	\$789,500	-10.9%
Westport	410	433	-5.3%	\$1,220,000	\$1,315,000	-7.2%
Wilton	206	229	-10%	\$785,000	\$730,000	+7.5%

*Rowayton sales data also included in Norwalk.

Dollar Volume of House Sales 2018 vs. 2017

Overall the Lower Fairfield County market was relatively steady in 2018. For all towns taken together the total number of house closings was down slightly at 4.3%, and the dollar volume of closings was down 7.3%. To the right is a look at the total dollar volume of sales for houses in 2018 for each town, and the percentage change as it compares to 2017.



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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