



HALSTEAD
REAL ESTATE

Darien Market Report **2018**

Year End 2018

Connecticut | Hamptons | New York City | New Jersey | Hudson Valley

 **MAYFAIR**
International Realty

LUXURY
PORTFOLIO
INTERNATIONAL

Leading
REAL ESTATE COMPANIES
OF THE WORLD

halstead.com

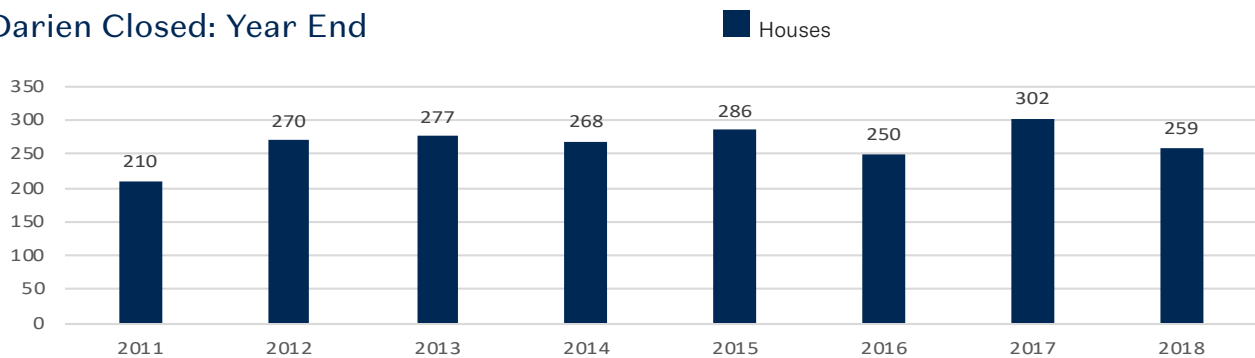
671 BOSTON POST ROAD, DARIEN, CT 06820 | (203) 655-1418

HALSTEAD CONNECTICUT, LLC

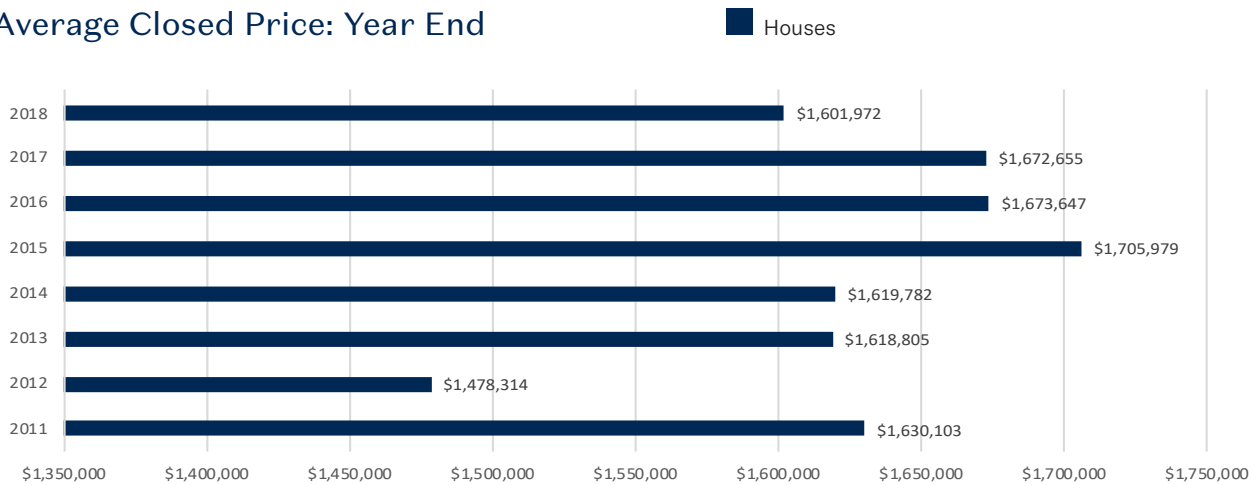
Darien Overview

	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%

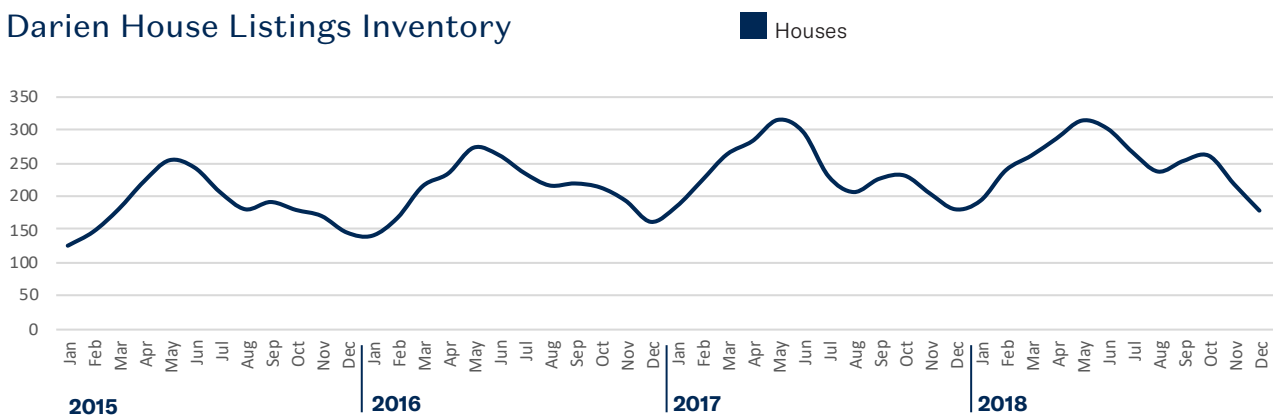
Darien Closed: Year End



Average Closed Price: Year End



Darien House Listings Inventory



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

Year End 2018

Darien

Active House Listings as of December 31st

	2018	2017	%
Under \$1M	31	29	+6.9%
\$1M-\$1.5M	40	29	+37.9%
\$1.5M-\$2M	39	38	+2.6%
\$2M-\$2.5M	18	16	+12.5%
\$2.5M-\$3M	17	14	+21.4%
\$3M-\$4M	14	16	-12.5%
\$4M-\$5M	6	5	+20%
Over \$5M	12	16	-25%

Number of Houses Closed: Year End

	2018	2017	%
Under \$1M	81	68	+19.1%
\$1M-\$1.5M	66	101	-34.7%
\$1.5M-\$2M	58	55	+5.5%
\$2M-\$2.5M	21	42	-50%
\$2.5M-\$3M	11	19	-42.1%
\$3M-\$4M	14	11	+27.3%
\$4M-\$5M	2	1	+100%
Over \$5M	6	5	+20%

Absorption Rate in Months: Houses

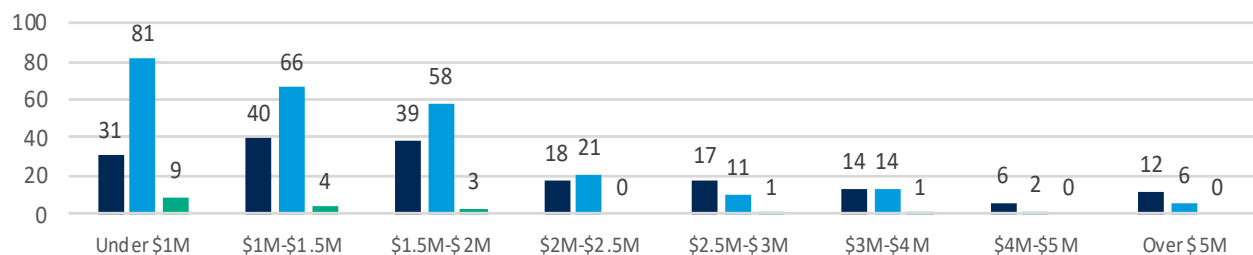
Based on closing for full year and inventory on December 31st

	UNDER \$1M	\$1M-\$1.5M	\$1.5M-\$2M	\$2M-\$2.5M	\$2.5M-\$3M	\$3M-\$4M	\$4M-\$5M	OVER \$5M
2018	4.6	7.3	8.1	10.3	18.5	12	36	24
2017	5.1	3.4	8.3	4.6	8.8	17.5	60	38.4
%	-9.8%	+114.7%	-2.4%	+123.9%	+110.2%	-31.4%	-40%	-37.5%

Houses Active/Closed/Pending

Active/Pending as of Dec. 31st; Closed: Full Year (12 Months)

■ Active ■ Closed ■ Pending



Lower Fairfield County

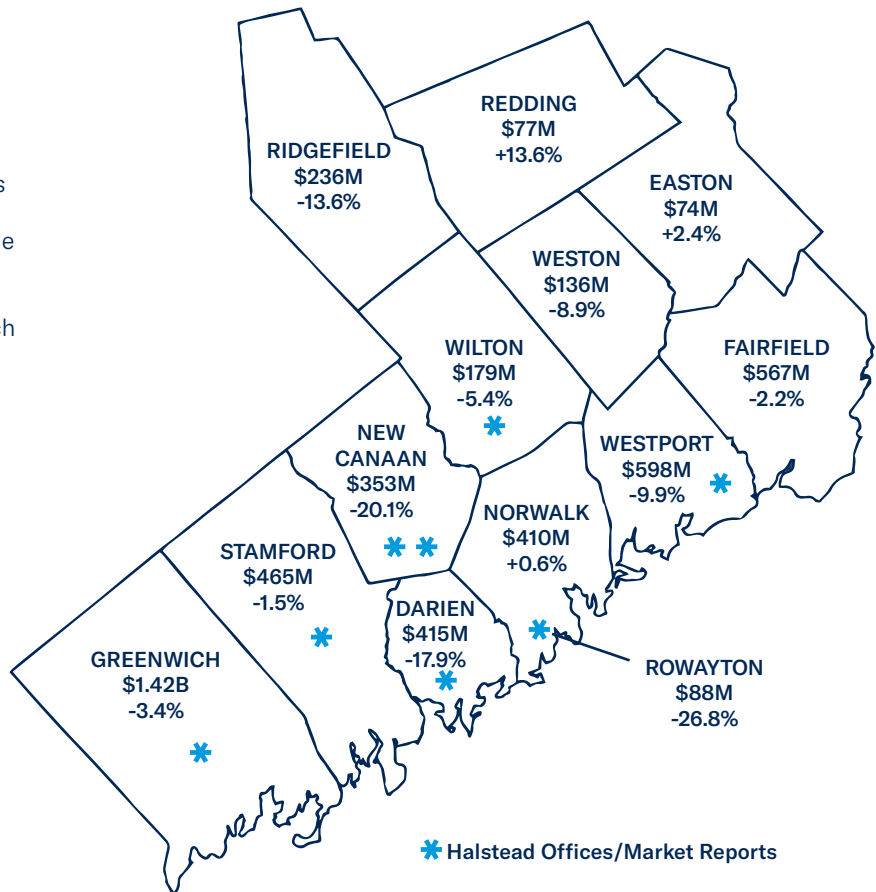
Town Comparison: Year End (Single Family Homes)

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.

©2018 Halstead Connecticut, LLC.

All Rights Reserved. This information may not be copied, commercially used or distributed without Halstead's prior consent. While information is believed true, no guaranty is made of accuracy.