HALSTEAD
REAL ESTATE

All of Greenwich
Market Report
Year End 2018 2018

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

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

Houses ■ Condos ■

Average Closed Price: Year End

Houses ■ Condos ■
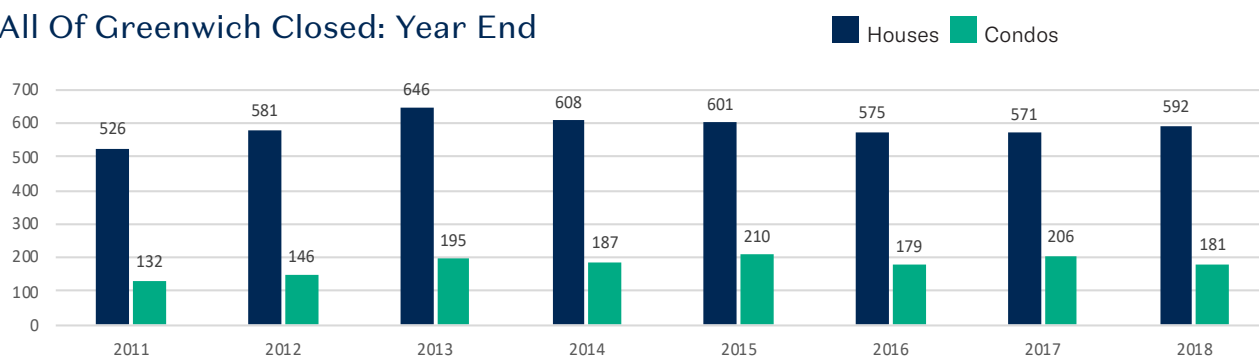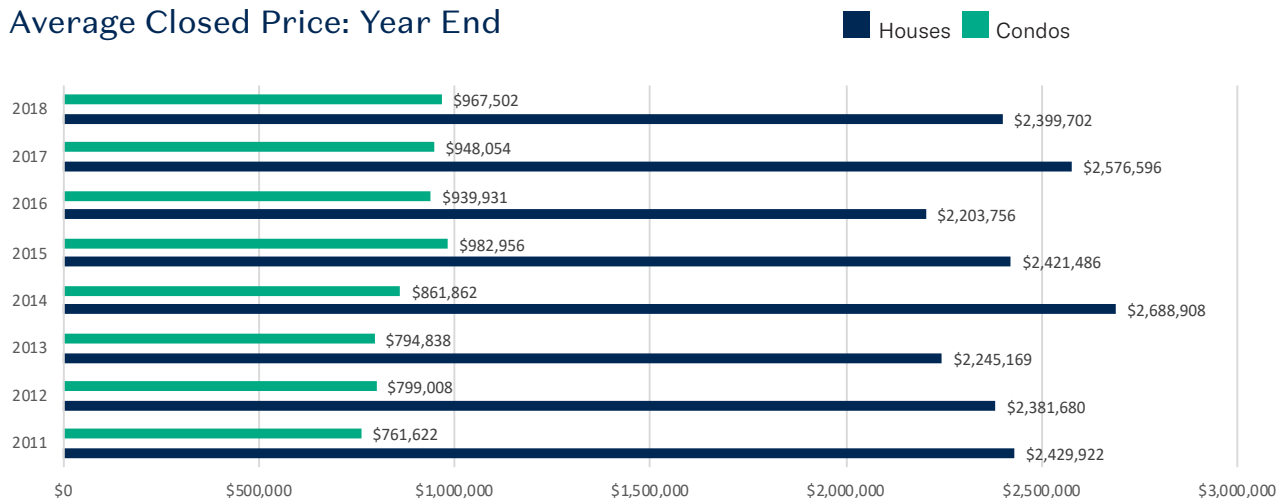
All Of Greenwich Listings Inventory

Houses ■ Condos ■
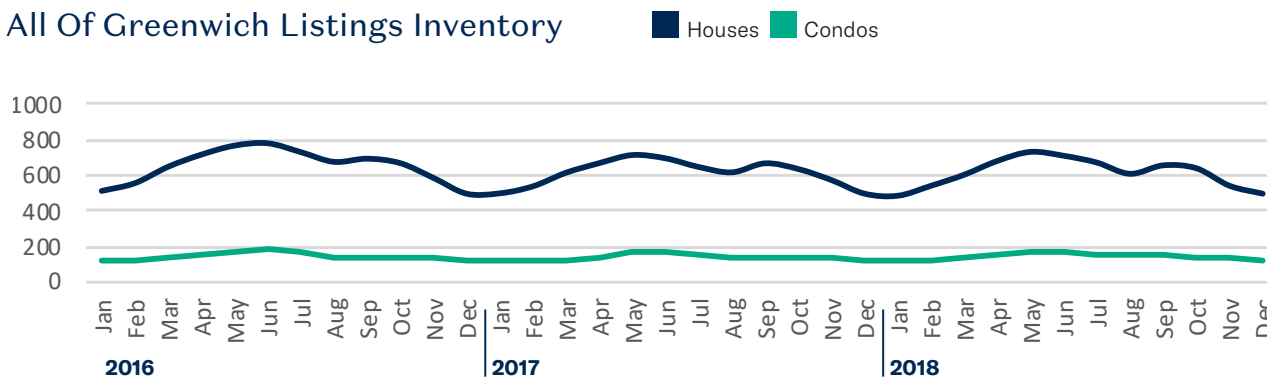
Active inventory from Greenwich MLS includes Active and Contingent Contract status.

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All of Greenwich

Active House Listings as of December 31st

	2018	2017	%
Under $1M	33	44	-25%
$1M-$1.5M	46	59	-22%
$1.5M-$2M	64	57	+12.3%
$2M-$2.5M	47	59	-20.3%
$2.5M-$3M	59	52	+13.5%
$3M-$4M	74	66	+12.1%
$4M-$5M	56	50	+12%
$5M-$7M	62	58	+6.9%
Over $7M	60	56	+7.1%

Number of Houses Closed: Year End

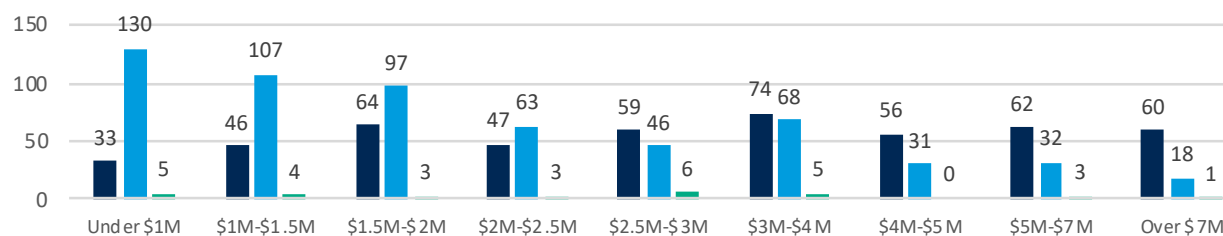|	2018	2017	%
Under $1M	130	107	+21.5%
$1M-$1.5M	107	116	-7.8%
$1.5M-$2M	97	98	-1%
$2M-$2.5M	63	60	+5%
$2.5M-$3M	46	37	+24.3%
$3M-$4M	68	60	+13.3%
$4M-$5M	31	31	0%
$5M-$7M	32	40	-20%
Over $7M	18	22	-18.2%

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	$5M-$7M	OVER $7M
2018	3	5.2	7.9	9	15.4	13.1	21.7	23.3	40
2017	4.9	6.1	7	11.8	16.9	13.2	19.4	17.4	30.5
	-38.8%	-14.8%	+12.9%	-23.7%	-8.9%	-0.8%	+11.9%	+33.9%	+31.1%

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

All of Greenwich

Active Condos/Co-Ops Listings as of December 31st

	2018	2017	%
Under $400K	8	7	+14.3%
$400K-$600K	23	19	+21.1%
$600K-$800K	20	25	-20%
$800K-$1M	16	17	-5.9%
$1M-$1.5M	15	21	-28.6%
$1.5M-$2M	4	13	-69.2%
$2M-$3M	18	10	+80%
Over $3M	18	7	+157.1%

Number of Condos/Co-Ops Closed: Year End

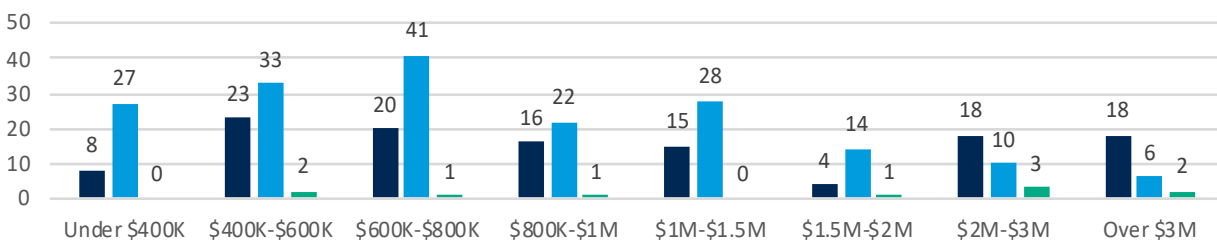|	2018	2017	%
Under $400K	27	26	+3.8%
$400K-$600K	33	46	-28.3%
$600K-$800K	41	56	-26.8%
$800K-$1M	22	20	+10%
$1M-$1.5M	28	25	+12%
$1.5M-$2M	14	14	0%
$2M-$3M	10	12	-16.7%
Over $3M	6	7	-14.3%

Absorption Rate in Months: Condos/Co-Ops
Based on closing for full year and inventory on December 31st

	UNDER $400K	$400K-$600K	$600K-$800K	$800K-$1M	$1M-$1.5M	$1.5M-$2M	$2M-$3M	OVER $3M
2018	3.6	8.4	5.9	8.7	6.4	3.4	21.6	36
2017	3.2	5	5.4	10.2	10.1	11.1	10	12
	+12.5%	+68%	+9.3%	-14.7%	-36.6%	-69.4%	+116%	+200%

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

Active | Closed | Pending

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
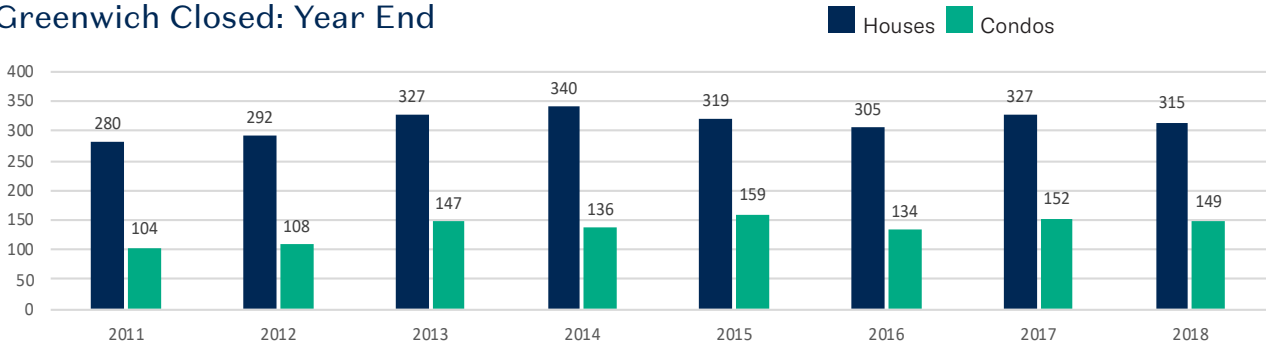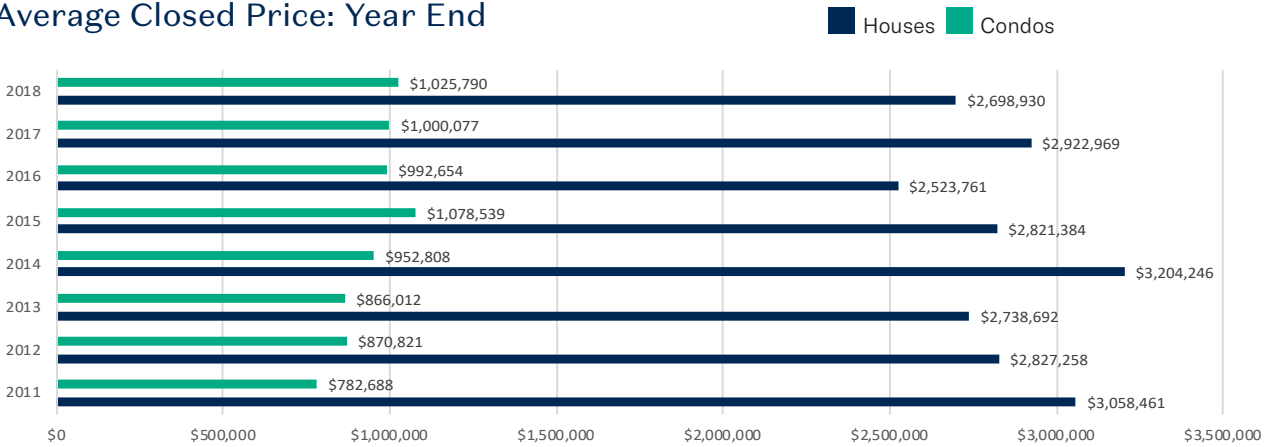
■ Houses ■ Condos

Average Closed Price: Year End

■ Houses ■ Condos

Greenwich House Listings Inventory

■ Houses

Greenwich
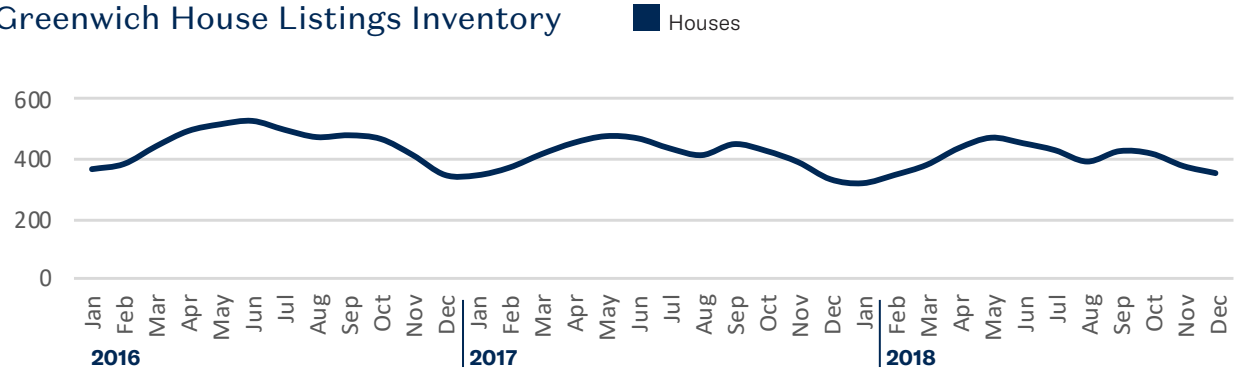
Active House Listings as of December 31st

	2018	2017	%
Under $1M	15	26	-42.3%
$1M-$1.5M	19	30	-36.7%
$1.5M-$2M	40	30	+33.3%
$2M-$2.5M	29	34	-14.7%
$2.5M-$3M	38	35	+8.6%
$3M-$4M	53	45	+17.8%
$4M-$5M	48	38	+26.3%
$5M-$7M	56	45	+24.4%
Over $7M	57	52	+9.6%

Number of Houses Closed: Year End

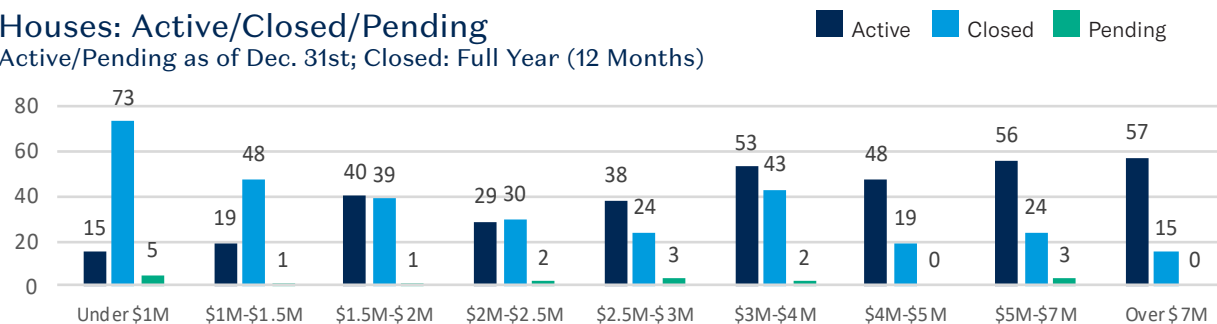|	2018	2017	%
Under $1M	73	66	+10.6%
$1M-$1.5M	48	46	+4.3%
$1.5M-$2M	39	54	-27.8%
$2M-$2.5M	30	34	-11.8%
$2.5M-$3M	24	19	+26.3%
$3M-$4M	43	43	0%
$4M-$5M	19	18	+5.6%
$5M-$7M	24	27	-11.1%
Over $7M	15	20	-25%

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	$5M-$7M	OVER $7M
2018	2.5	4.8	12.3	11.6	19	14.8	30.3	28	45.6
2017	4.7	7.8	6.7	12	22.1	12.6	25.3	20	31.2
%	-46.8%	-38.5%	+83.6%	-3.3%	-14%	+17.5%	+19.8%	+40%	+46.2%

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

Year End 2018

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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 — Houses
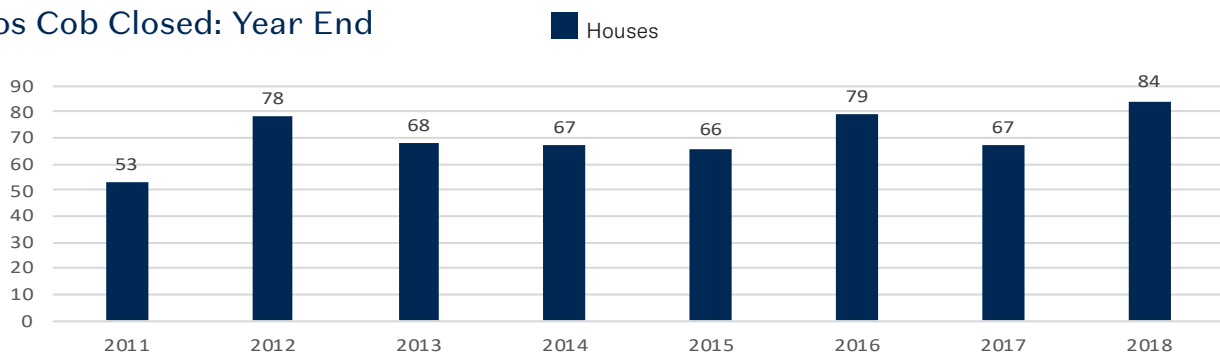
Average Closed Price: Year End — Houses
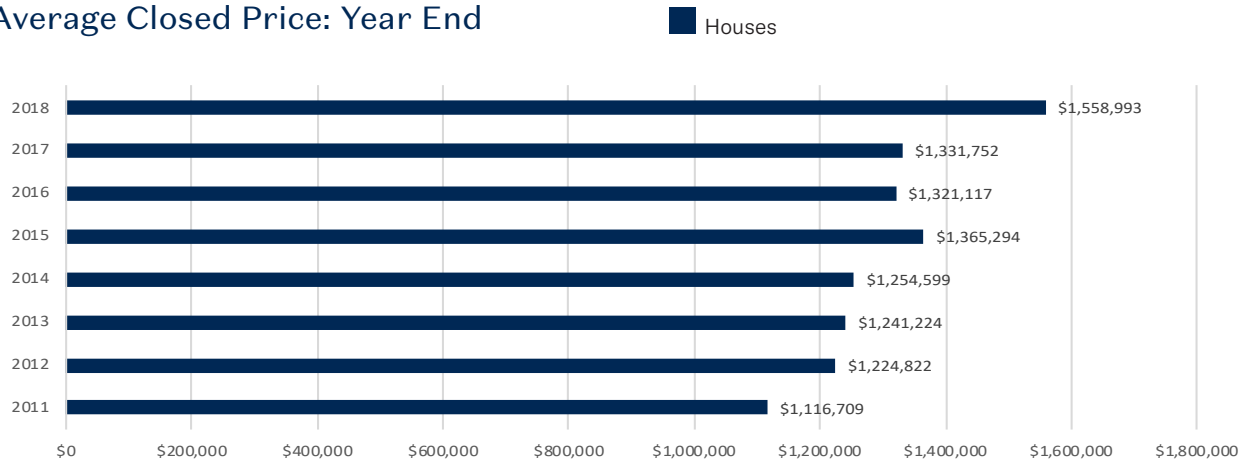
Cos Cob House Listings Inventory — Houses
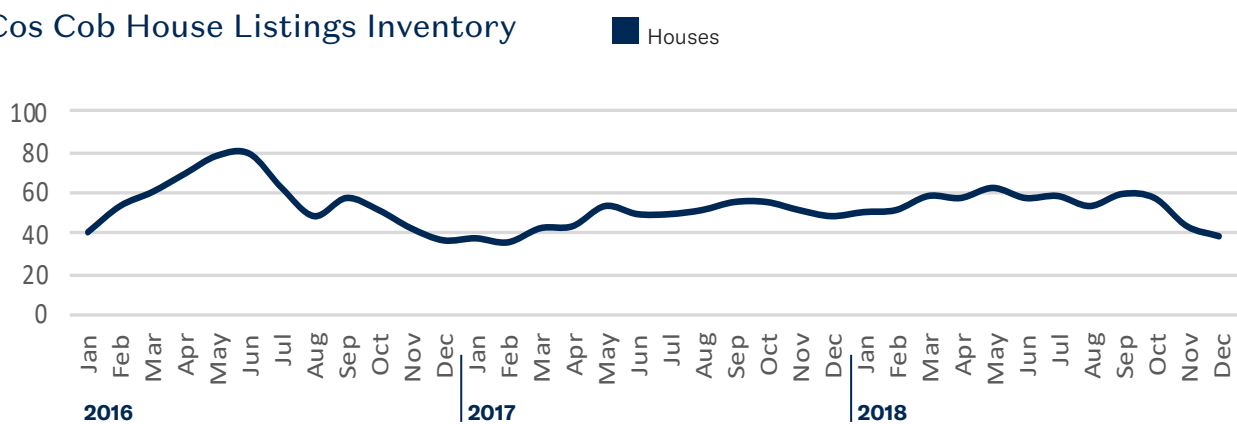
Cos Cob

Active House Listings as of December 31st

	2018	2017	%
Under $1M	5	8	-37.5%
$1M-$1.5M	16	17	-5.9%
$1.5M-$2M	6	12	-50%
$2M-$2.5M	3	4	-25%
$2.5M-$3M	6	4	+50%
Over $3M	3	4	-25%

Number of Houses Closed: Year End

	2018	2017	%
Under $1M	22	21	+4.8%
$1M-$1.5M	27	28	-3.6%
$1.5M-$2M	18	11	+63.6%
$2M-$2.5M	6	4	+50%
$2.5M-$3M	3	2	+50%
Over $3M	8	1	+700%

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	OVER $3M
2018	2.7	7.1	4	6	24	4.5
2017	4.6	7.3	13.1	12	24	48
	-41.3%	-2.7%	-69.5%	-50%	0%	-90.6%

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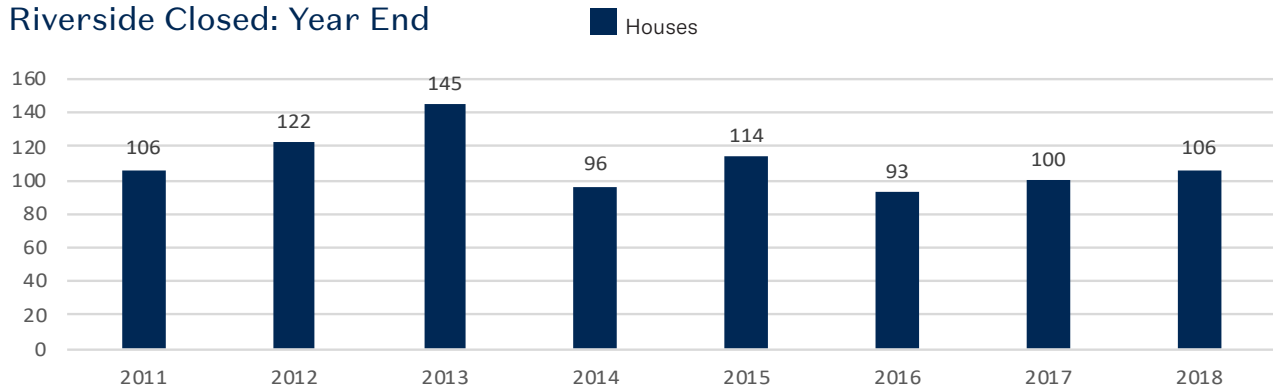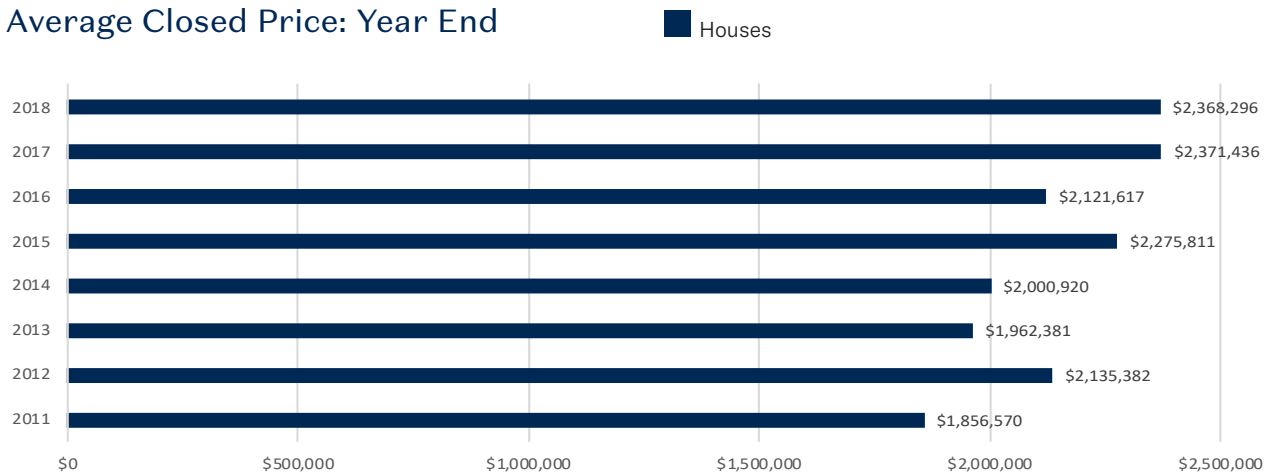
Active   Closed   Pending
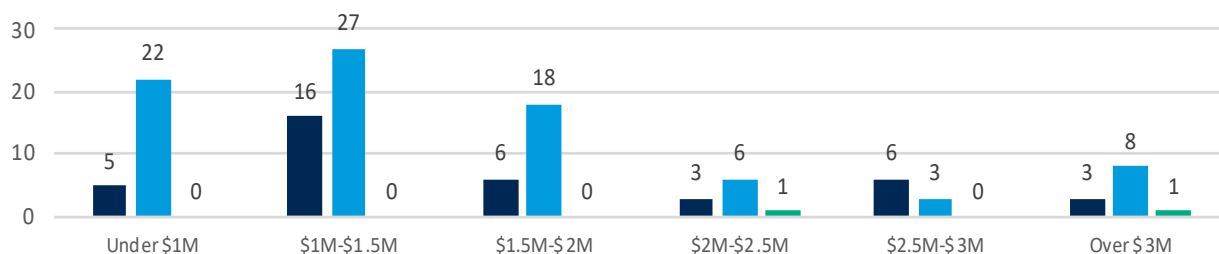
Riverside Overview

	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

■ Houses

Year	Houses
2011	106
2012	122
2013	145
2014	96
2015	114
2016	93
2017	100
2018	106

Average Closed Price: Year End

■ Houses

Year	Houses
2018	$2,368,296
2017	$2,371,436
2016	$2,121,617
2015	$2,275,811
2014	$2,000,920
2013	$1,962,381
2012	$2,135,382
2011	$1,856,570

Riverside House Listings Inventory

■ Houses

2016   2017   2018
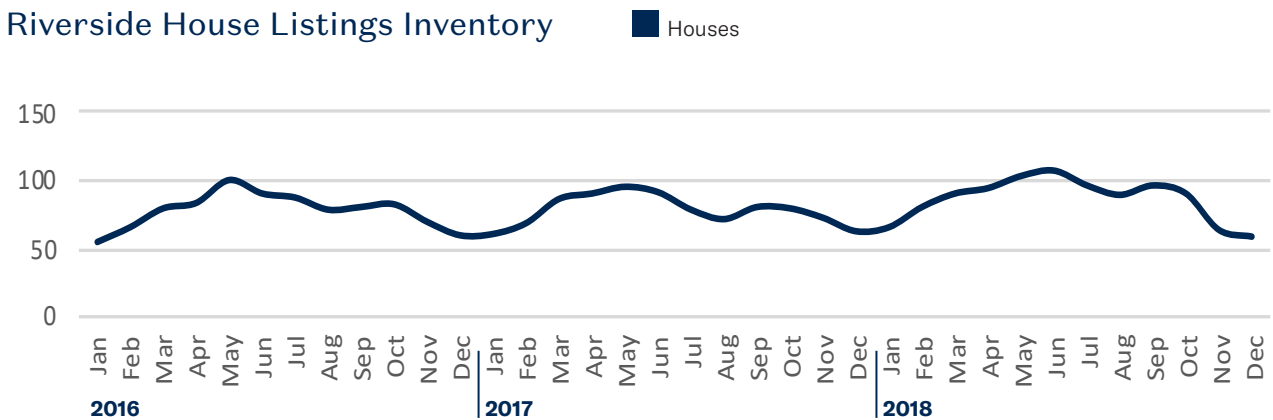
Riverside

Active House Listings as of December 31st

	2018	2017	%
Under $1M	7	9	-22.2%
$1M-$1.5M	4	4	0%
$1.5M-$2M	11	11	0%
$2M-$2.5M	7	10	-30%
$2.5M-$3M	10	3	+233.3%
$3M-$4M	11	8	+37.5%
$4M-$5M	4	7	-42.9%
Over $5M	5	11	-54.5%

Number of Houses Closed: Year End

	2018	2017	%
Under $1M	22	16	+37.5%
$1M-$1.5M	16	23	-30.4%
$1.5M-$2M	21	15	+40%
$2M-$2.5M	12	11	+9.1%
$2.5M-$3M	12	9	+33.3%
$3M-$4M	9	11	-18.2%
$4M-$5M	8	6	+33.3%
Over $5M	6	9	-33.3%

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	3.8	3	6.3	7	10	14.7	6	10
2017	6.8	2.1	8.8	10.9	4	8.7	14	14.7
	-44.1%	+42.9%	-28.4%	-35.8%	+150%	+69%	-57.1%	-32%

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

■ Active ■ Closed ■ Pending

Old Greenwich Overview

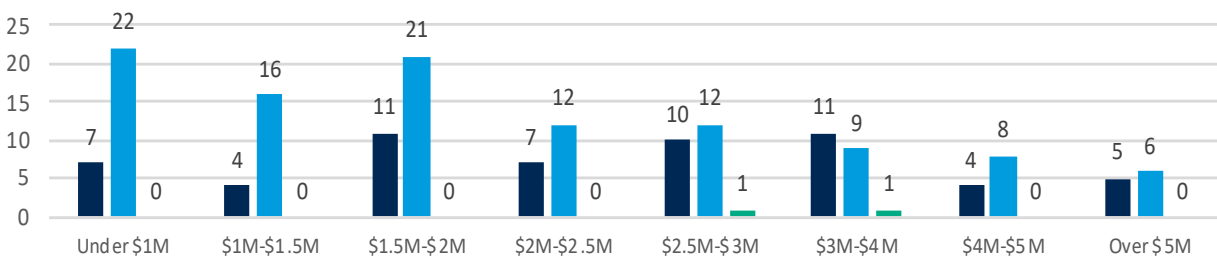|	2018	2017	% CHANGE
Houses: Closings in Fourth Quarter	22	20	+10%
Houses: Closings Full Year	87	77	+13%
Houses: Average Closing Price Full Year	$2,166,275	$2,455,256	-11.8%
Houses: Pending on December 31st	9	4	+125%
Houses: Inventory on December 31st	48	54	-11.1%
Condos: Closings Full Year	15	21	-28.6%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

■ Houses ■ Condos

Average Closed Price: Year End

■ Houses ■ Condos
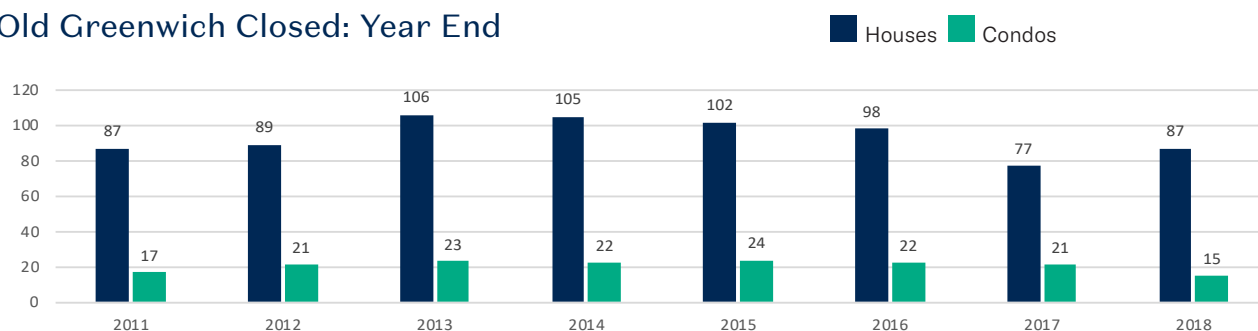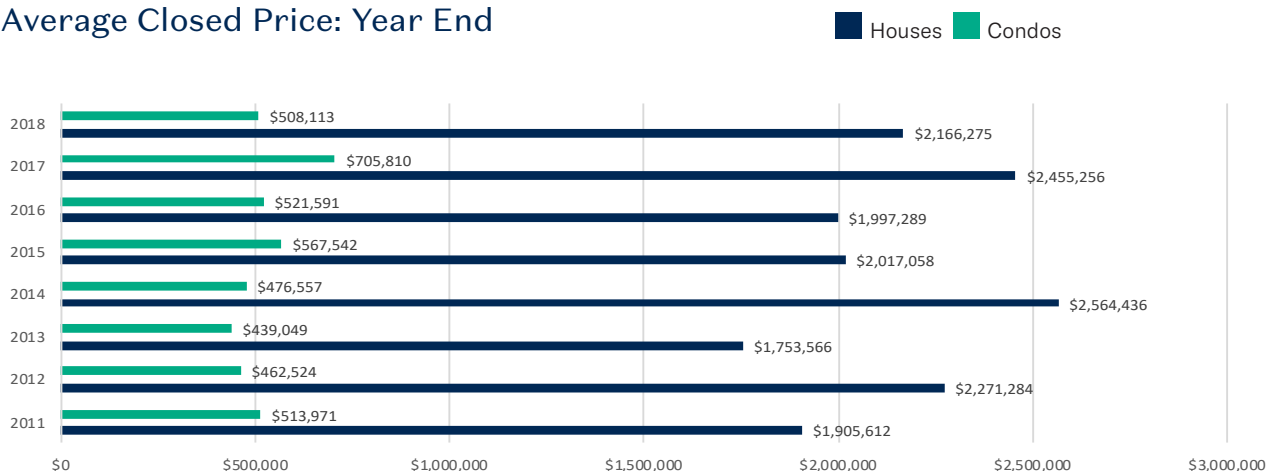
Old Greenwich House Listings Inventory

■ Houses

Old Greenwich
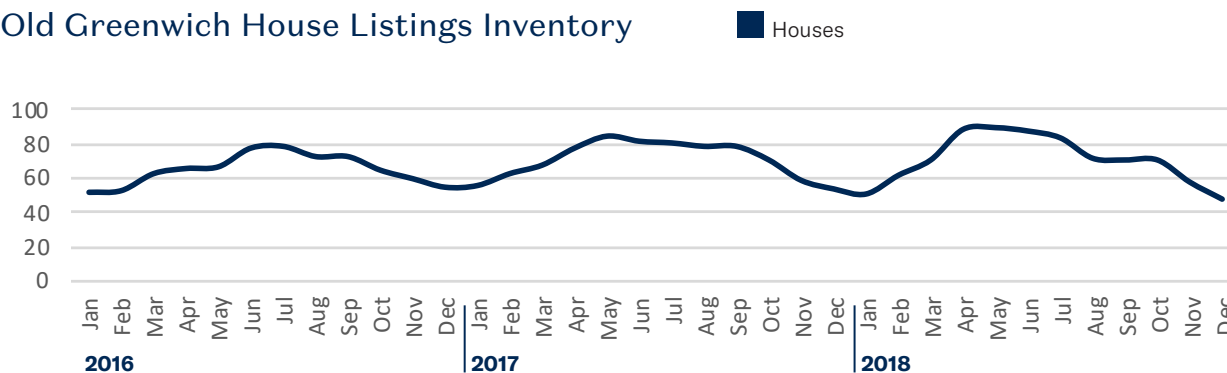
Active House Listings as of December 31st

	2018	2017	%
Under $1M	6	1	+500%
$1M-$1.5M	7	8	-12.5%
$1.5M-$2M	7	4	+75%
$2M-$2.5M	8	11	-27.3%
$2.5M-$3M	5	10	-50%
$3M-$4M	7	9	-22.2%
$4M-$5M	4	5	-20%
Over $5M	4	6	-33.3%

Number of Houses Closed: Year End

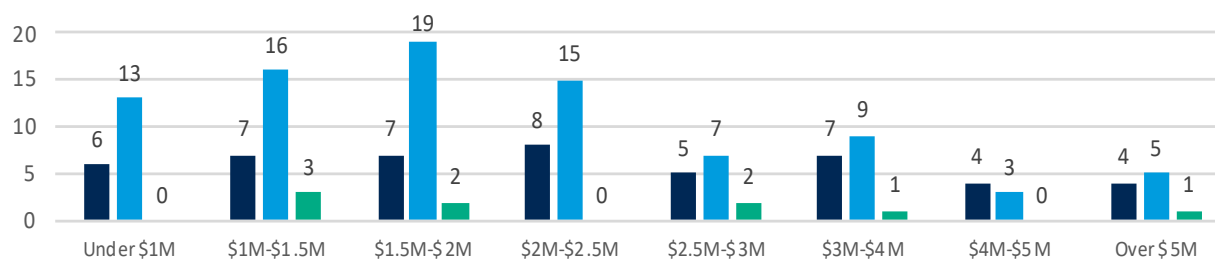|	2018	2017	%
Under $1M	13	4	+225%
$1M-$1.5M	16	19	-15.8%
$1.5M-$2M	19	18	+5.6%
$2M-$2.5M	15	11	+36.4%
$2.5M-$3M	7	7	0%
$3M-$4M	9	6	+50%
$4M-$5M	3	6	-50%
Over $5M	5	6	-16.7%

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	5.5	5.3	4.4	6.4	8.6	9.3	16	9.6
2017	3	5.1	2.7	12	17.1	18	10	12
	+83.3%	+3.9%	+63%	-46.7%	-49.7%	-48.3%	+60%	-20%

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

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 solds 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.
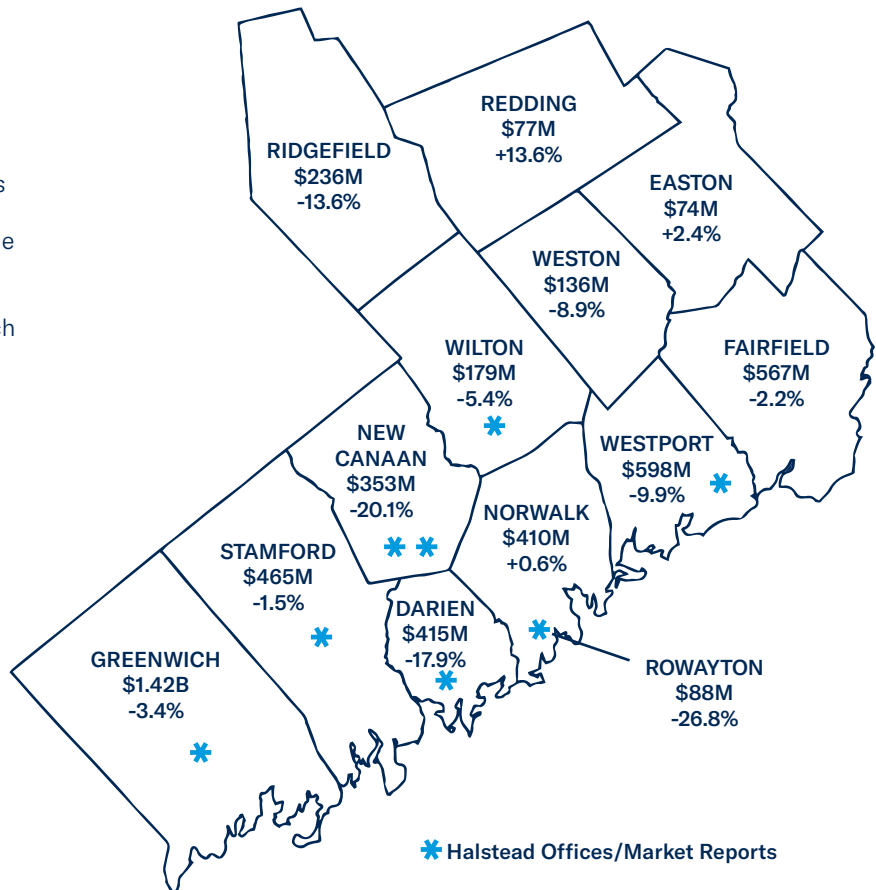
All data sourced from Connecticut Smart MLS and Greenwich MLS.

Actives from the Connecticut Smart MLS include Active and Show status. Actives from the Greenwich MLS include Active and Contingent Contract status.

REDDING $77M +13.6%
RIDGEFIELD $236M -13.6%
EASTON $74M +2.4%
WESTON $136M -8.9%
WILTON $179M -5.4%
FAIRFIELD $567M -2.2%
NEW CANAAN $353M -20.1%
WESTPORT $598M -9.9%
STAMFORD $465M -1.5%
NORWALK $410M +0.6%
DARIEN $415M -17.9%
GREENWICH $1.42B -3.4%
ROWAYTON $88M -26.8%

✳ Halstead Offices/Market Reports