



**HALSTEAD**  
REAL ESTATE

# Weston Market Report **2018**

Year End 2018

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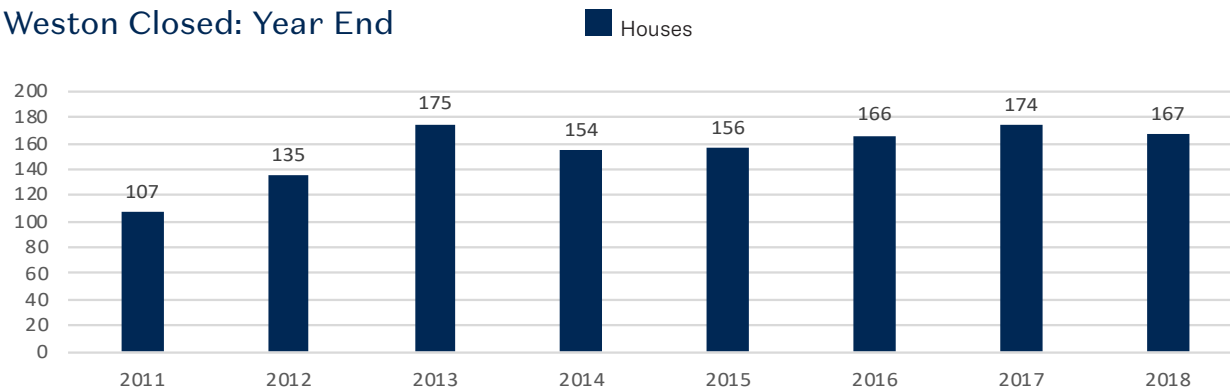
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**HALSTEAD CONNECTICUT, LLC**

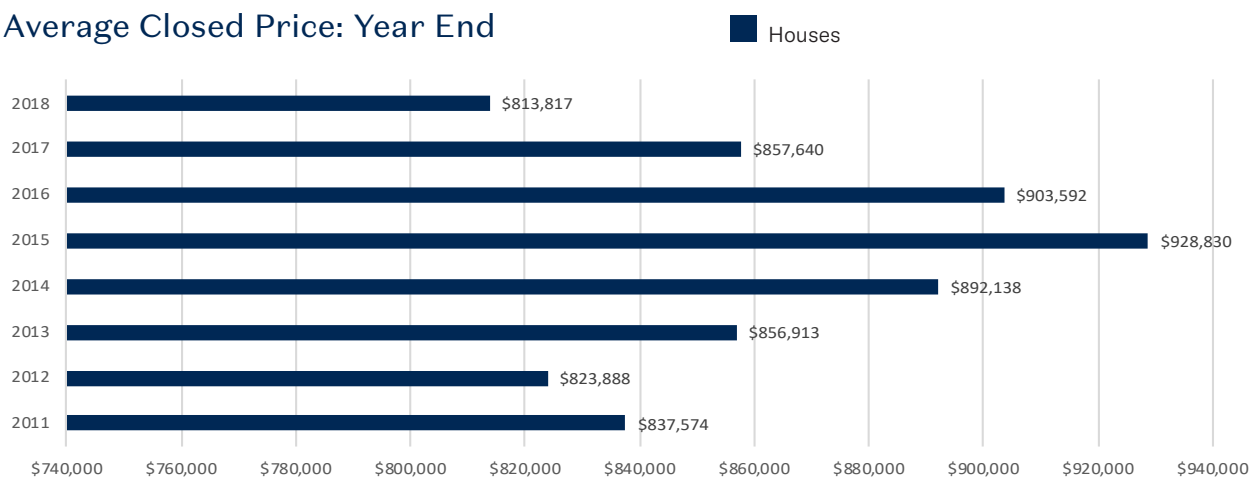
# Weston Overview

	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%

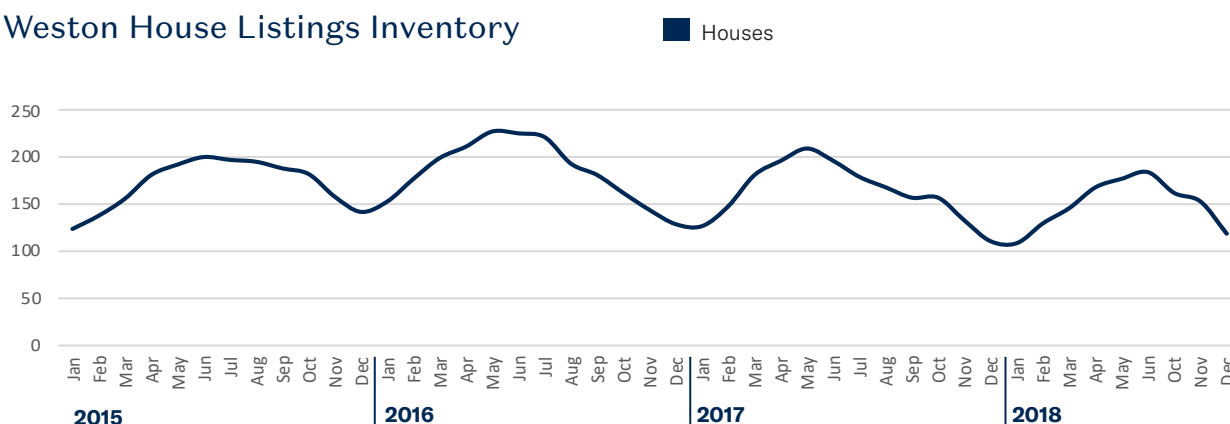
## Weston Closed: Year End



## Average Closed Price: Year End



## Weston House Listings Inventory



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

Year End 2018

# Weston

## Active House Listings as of December 31st

	2018	2017	%
Under \$500K	11	11	0%
\$500K-\$700K	26	26	0%
\$700K-\$900K	25	24	+4.2%
\$900K-\$1.2M	18	12	+50%
\$1.2M-\$1.5M	23	13	+76.9%
\$1.5M-\$2M	7	14	-50%
Over \$2M	9	5	+80%

## Number of Houses Closed: Year End

	2018	2017	%
Under \$500K	26	25	+4%
\$500K-\$700K	56	37	+51.4%
\$700K-\$900K	38	53	-28.3%
\$900K-\$1.2M	17	32	-46.9%
\$1.2M-\$1.5M	21	14	+50%
\$1.5M-\$2M	7	9	-22.2%
Over \$2M	2	4	-50%

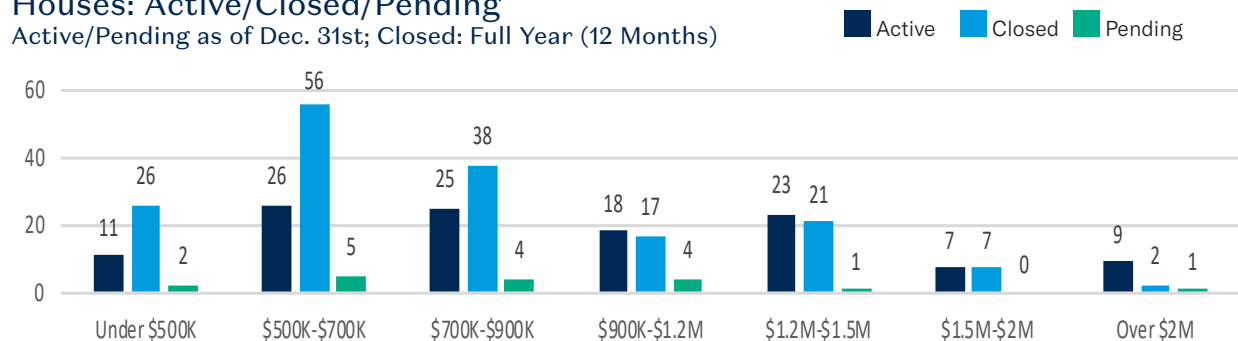
## Absorption Rate in Months: Houses

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

	UNDER \$500K	\$500K-\$700K	\$700K-\$900K	\$900K-\$1.2M	\$1.2M-\$1.5M	\$1.5M-\$2M	OVER \$2M
2018	5.1	5.6	7.9	12.7	13.1	12	54
2017	5.3	8.4	5.4	4.5	11.1	18.7	15
%	-3.8%	-33.3%	+46.3%	+182.2%	+18%	-35.8%	+260%

## Houses: Active/Closed/Pending

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



# Lower Fairfield County

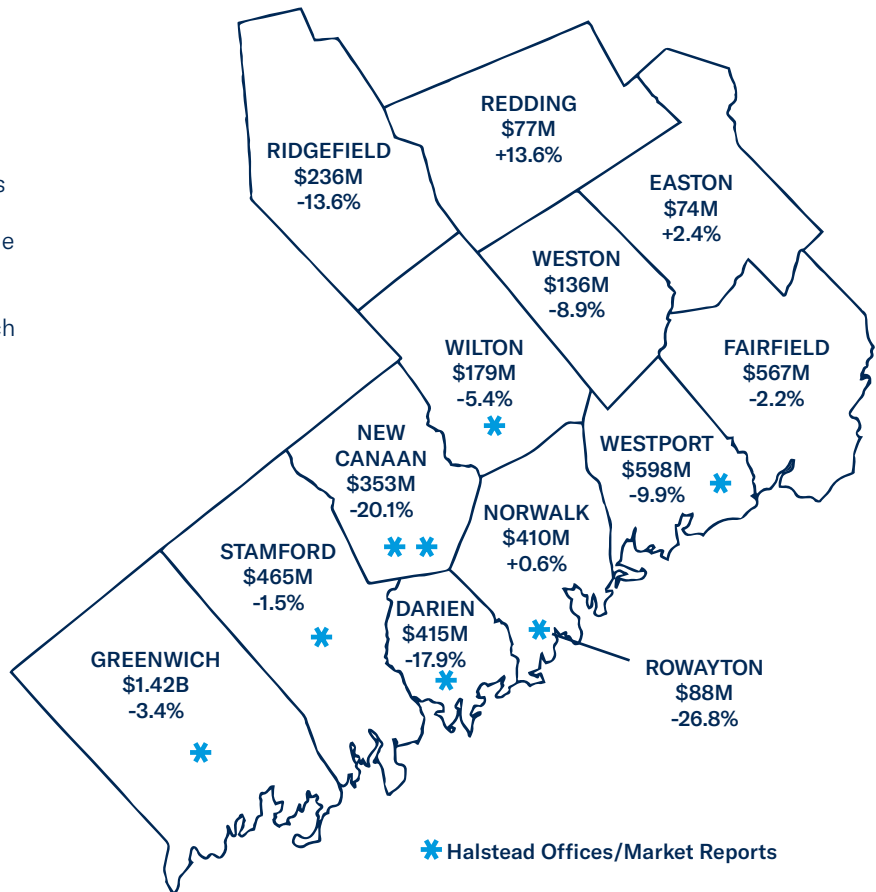
## Town Comparison: Year End (Single Family Homes)

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 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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