



HALSTEAD
REAL ESTATE

Cos Cob
Market Report
Year End 2019 **2019**

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

 **MAYFAIR**
International Realty

 **LUXURY**
PORTFOLIO
INTERNATIONAL

Leading
REAL ESTATE COMPANIES
OF THE WORLD

halstead.com

125 MASON STREET, GREENWICH, CT 06830 | 203.869.8100

HALSTEAD CONNECTICUT, LLC

Cos Cob Overview



Single Family Houses

Number of Solds Q4
2019 Vs. 2018

↓ 31.8%

Average Sold Price Q4
2019 Vs. 2018

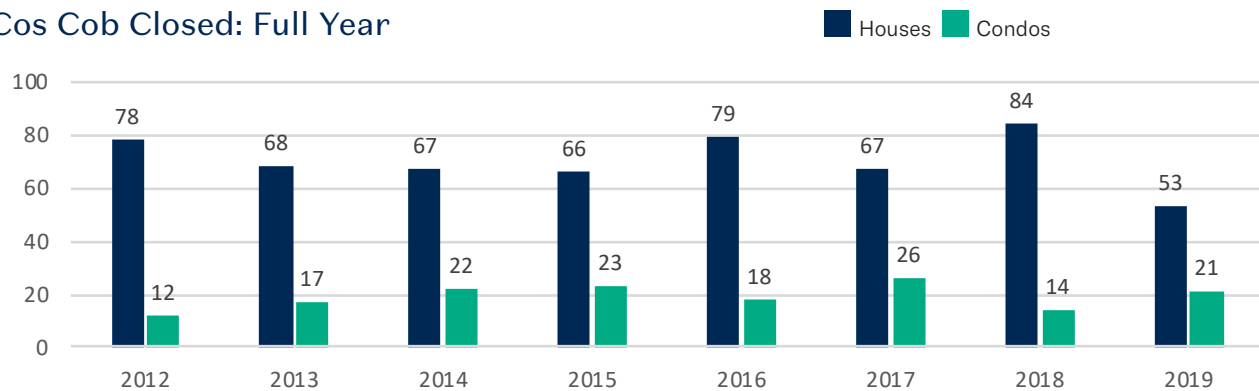
↓ 27.4%

Dec. 31 Inventory
Vs. Dec. 31, 2018

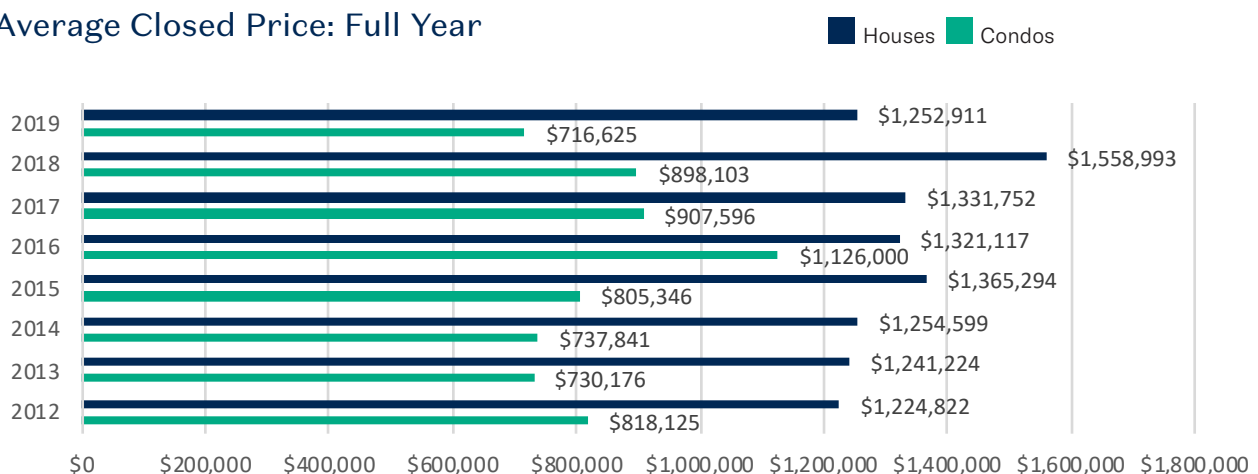
↑ 18.4%

	2019	2018	% CHANGE
Houses: Closings in Fourth Quarter	15	22	-31.8%
Houses: Average Closing Price Fourth Quarter	\$973,353	\$1,340,047	-27.4%
Houses: Closings Full Year	53	84	-36.9%
Houses: Average Closing Price Full Year	\$1,252,911	\$1,558,993	-19.6%
Houses: Pending on December 31st	3	2	+50%
Houses: Inventory on December 31st	45	38	+18.4%
Condos: Closings Full Year	21	14	+50%
Condos: Average Closing Price Full Year	\$716,625	\$898,103	-20.2%
Condos: Inventory on December 31st	12	12	0%

Cos Cob Closed: Full Year



Average Closed Price: Full Year





Active House Listings as of December 31st

	2019	2018	%
Under \$1M	13	6	+116.7%
\$1M-\$1.5M	15	15	0%
\$1.5M-\$2M	6	7	-14.3%
\$2M-\$2.5M	6	7	-14.3%
\$2.5M-\$3M	4	2	+100%
Over \$3M	1	1	0%

Number of Houses Closed: Full Year

	2019	2018	%
Under \$1M	19	22	-13.6%
\$1M-\$1.5M	22	27	-18.5%
\$1.5M-\$2M	6	18	-66.7%
\$2M-\$2.5M	3	6	-50%
\$2.5M-\$3M	2	3	-33.3%
Over \$3M	1	8	-87.5%

Average List-to-Sale-Price Ratio: Houses

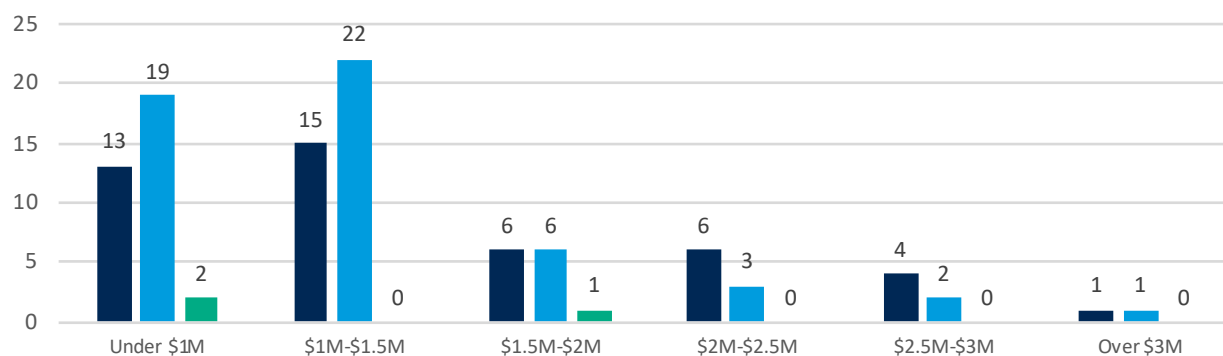
Based on closings in 2019.

UNDER \$1M	\$1M-\$1.5M	\$1.5M-\$2M	\$2M-\$2.5M	\$2.5M-\$3M	OVER \$3M
94.0%	94.9%	95.7%	95.7%	88.2%	97.3%
Average for all price points: 94.5%					

Houses: Active/Closed/Pending

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

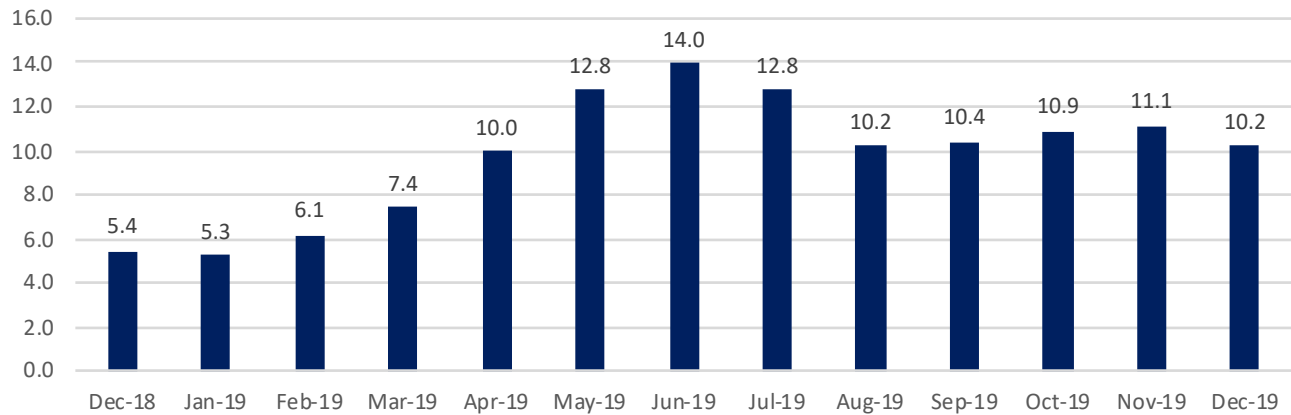
Active Closed Pending



Cos Cob Absorption Rate: Houses

Absorption Rate: How many months it would take to sell all active listings in a given market or price range. We calculate it by taking the average number of closings over the prior 12 months and multiplying that by the number of active listings.

Absorption Rate in Months: Houses



	DECEMBER 2019		JUNE 2019		DECEMBER 2018	
	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE
Under \$1M	13	8.2	23	17.3	6	3.3
\$1M-\$1.5M	15	8.2	19	9.9	15	6.7
\$1.5M-\$2M	6	12.0	15	13.8	7	4.7
\$2M-\$2.5M	6	24.0	7	21.0	7	14.0
\$2.5M-\$3M	4	24.0	4	24.0	2	8.0
Over \$3M	1	12.0	3	12.0	1	1.5

Cos Cob had a **10.2**-month supply of houses for sale in December 2019, 89% higher than the same time last year, when the absorption rate was 5.4 months. From December 2018 to December 2019 this section of Greenwich averaged a **9.7**-month supply of houses.

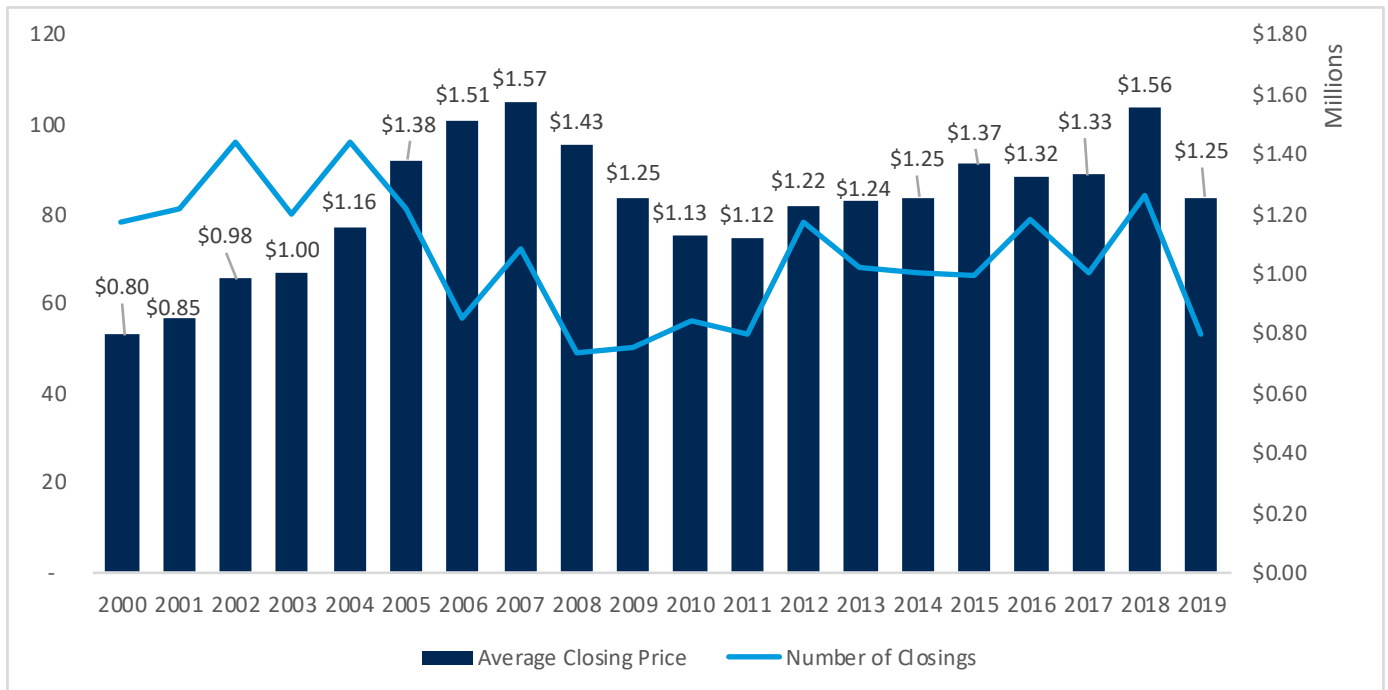


17 Cottontail, Cos Cob. \$2,695,000. Web# 170237565.



House Closings: 2000-2019

Average Closing Price/Number of Closings - Cos Cob Houses



YEAR	AVERAGE CLOSING PRICE	AVG. CLOSING PRICE % CHANGE YEAR-OVER-YEAR	# OF CLOSINGS	# OF CLOSINGS % CHANGE YEAR-OVER-YEAR	AVERAGE CDOM
2000	\$795,329		78		95
2001	\$847,476	+6.6%	81	+3.8%	91
2002	\$982,626	+15.9%	96	+18.5%	85
2003	\$1,002,279	+2%	80	-16.7%	76
2004	\$1,156,799	+15.4%	96	+20%	66
2005	\$1,381,640	+19.4%	81	-15.6%	74
2006	\$1,513,291	+9.5%	57	-29.6%	102
2007	\$1,573,462	+4%	72	+26.3%	115
2008	\$1,429,370	-9.2%	49	-31.9%	106
2009	\$1,254,122	-12.3%	50	+2%	165
2010	\$1,128,900	-10%	56	+12%	145
2011	\$1,116,709	-1.1%	53	-5.4%	141
2012	\$1,224,822	+9.7%	78	+47.2%	153
2013	\$1,241,224	+1.3%	68	-12.8%	131
2014	\$1,254,599	+1.1%	67	-1.5%	103
2015	\$1,365,294	+8.8%	66	-1.5%	143
2016	\$1,321,117	-3.2%	79	+19.7%	162
2017	\$1,331,752	+0.8%	67	-15.2%	150
2018	\$1,558,993	+17.1%	84	+25.4%	163
2019	\$1,252,911	-19.6%	53	-36.9%	163

Lower Fairfield County

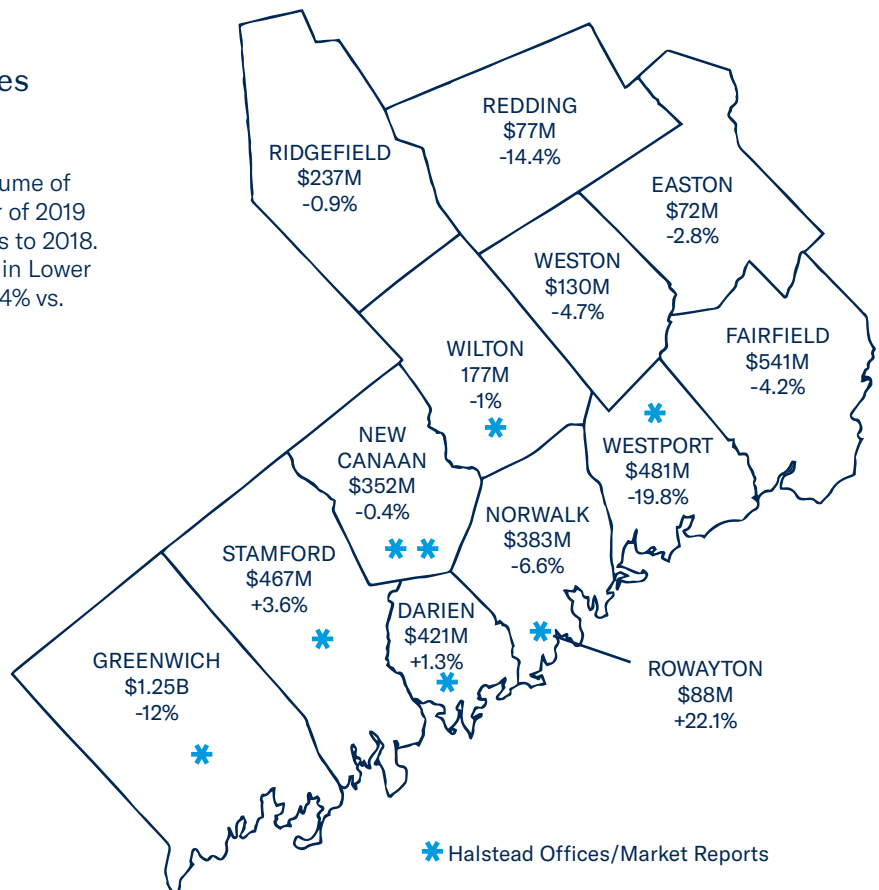
Town Comparison: Sold Houses - Full Year

Town	# of Closed Houses		% change	Median Closing Price		% change
	2019	2018		2019	2018	
Darien	275	260	+5.8%	\$1,240,000	\$1,350,000	-8.1%
Easton	119	123	-3.3%	\$562,500	\$595,000	-5.5%
Fairfield	765	729	+4.9%	\$585,000	\$630,000	-7.1%
All of Greenwich	525	593	-11.5%	\$1,880,000	\$1,765,000	+6.5%
New Canaan	246	217	+13.4%	\$1,243,750	\$1,341,500	-7.3%
Norwalk	638	676	-5.6%	\$488,445	\$487,500	+0.2%
Redding	122	130	-6.2%	\$522,750	\$548,250	-4.7%
Ridgefield	327	330	-0.9%	\$630,000	\$640,630	-1.7%
Rowayton*	84	69	+21.7%	\$1,207,750	\$975,000	+23.9%
Stamford	754	724	+4.1%	\$575,000	\$580,000	-0.9%
Weston	163	167	-2.4%	\$685,000	\$703,210	-2.6%
Westport	354	411	-13.9%	\$1,110,000	\$1,220,000	-9%
Wilton	233	206	+13.1%	\$690,000	\$785,000	-12.1%

*Rowayton closing data also included in Norwalk.

Dollar Volume of House Sales 2019 vs. 2018

To the right is a look at the total dollar volume of house sales for each town for the full year of 2019 and the percentage change as it compares to 2018. Collectively, the dollar volume of closings in Lower Fairfield County was \$4.7 billion, down 6.4% vs. 2018.



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.

Condos in report include Condos and Co-Ops.

©2020 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.

* Halstead Offices/Market Reports