



**HALSTEAD**  
REAL ESTATE

Darien  
Market Report  
Year End 2019 **2019**

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HALSTEAD CONNECTICUT, LLC

# Darien Overview



## Single Family Houses

Number of Solds Q4  
2019 Vs. 2018

↓ 7.4%

Average Sold Price Q4  
2019 Vs. 2018

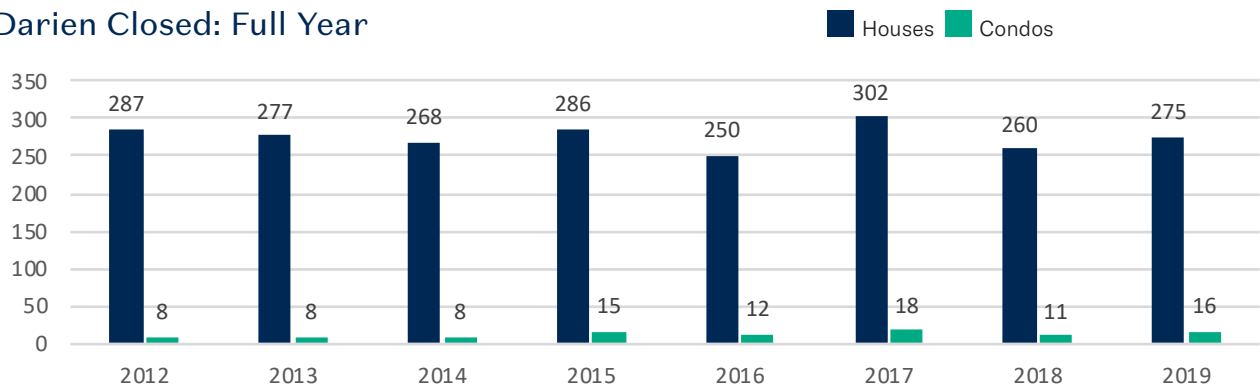
↑ 13.7%

Dec. 31 Inventory  
Vs. Dec. 31, 2018

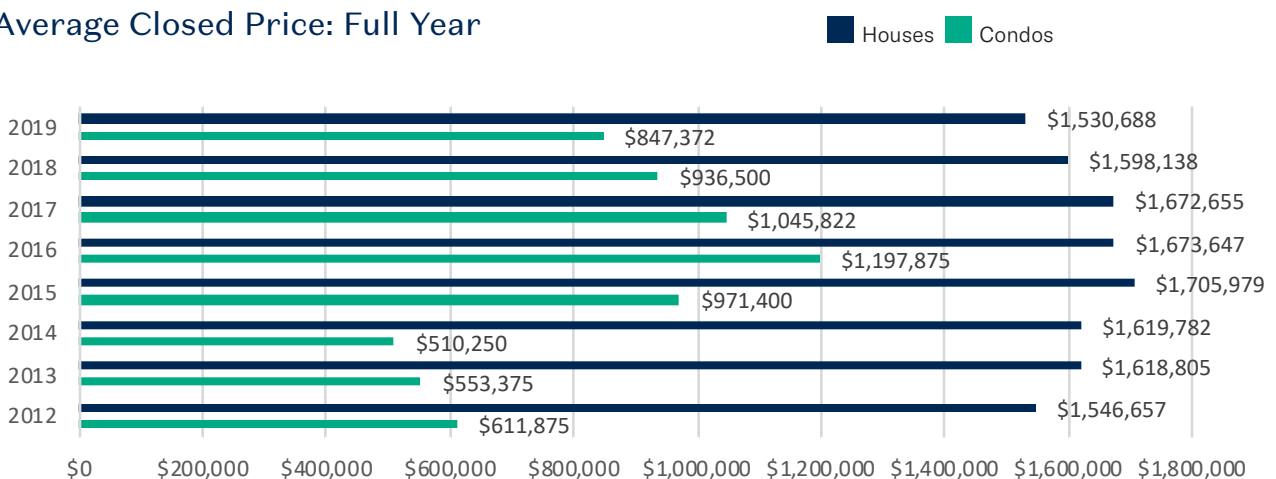
↓ 16.9%

	2019	2018	% CHANGE
Houses: Closings in Fourth Quarter	50	54	-7.4%
Houses: Average Closing Price Fourth Quarter	\$1,671,050	\$1,469,418	+13.7%
Houses: Closings Full Year	275	260	+5.8%
Houses: Average Closing Price Full Year	\$1,530,688	\$1,598,138	-4.2%
Houses: Pending on December 31st	24	18	+33.3%
Houses: Inventory on December 31st	152	183	-16.9%
Condos: Closings Full Year	16	11	+45.5%
Condos: Average Closing Price Full Year	\$847,372	\$936,500	-9.5%
Condos: Inventory on December 31st	12	15	-20%

## Darien Closed: Full Year



## Average Closed Price: Full Year





## Active House Listings as of December 31st

	2019	2018	%
Under \$1M	31	33	-6.1%
\$1M-\$1.5M	38	41	-7.3%
\$1.5M-\$2M	33	42	-21.4%
\$2M-\$2.5M	8	16	-50%
\$2.5M-\$3M	15	17	-11.8%
\$3M-\$4M	8	16	-50%
\$4M-\$5M	7	6	+16.7%
Over \$5M	12	12	0%

## Number of Houses Closed: Full Year

	2019	2018	%
Under \$1M	92	82	+12.2%
\$1M-\$1.5M	83	66	+25.8%
\$1.5M-\$2M	46	58	-20.7%
\$2M-\$2.5M	25	21	+19%
\$2.5M-\$3M	12	11	+9.1%
\$3M-\$4M	9	14	-35.7%
\$4M-\$5M	2	2	0%
Over \$5M	6	6	0%

## Average List-to-Sale-Price Ratio: Houses

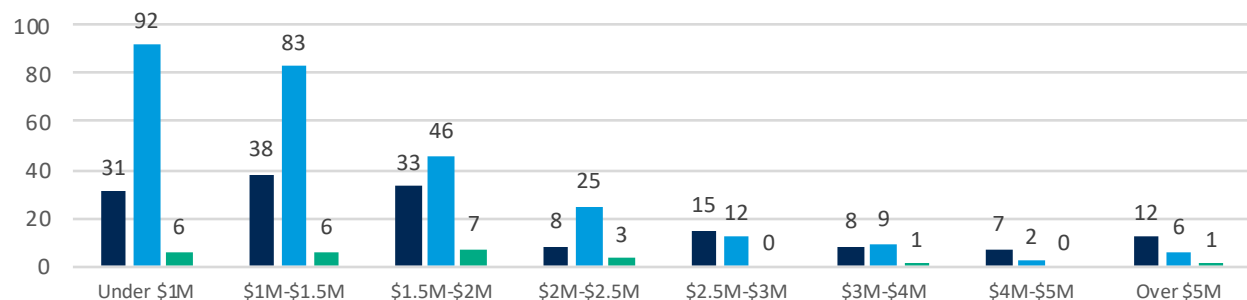
Based on closings in 2019.

UNDER \$1M	\$1M-\$1.5M	\$1.5M-\$2M	\$2M-\$2.5M	\$2.5M-\$3M	\$3M-\$4M	\$4M-\$5M	OVER \$5M
95.7%	95.2%	96.2%	93.3%	94.2%	94.7%	89.2%	89.5%
Average for all price points: 95.1%							

## Houses Active/Closed/Pending

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

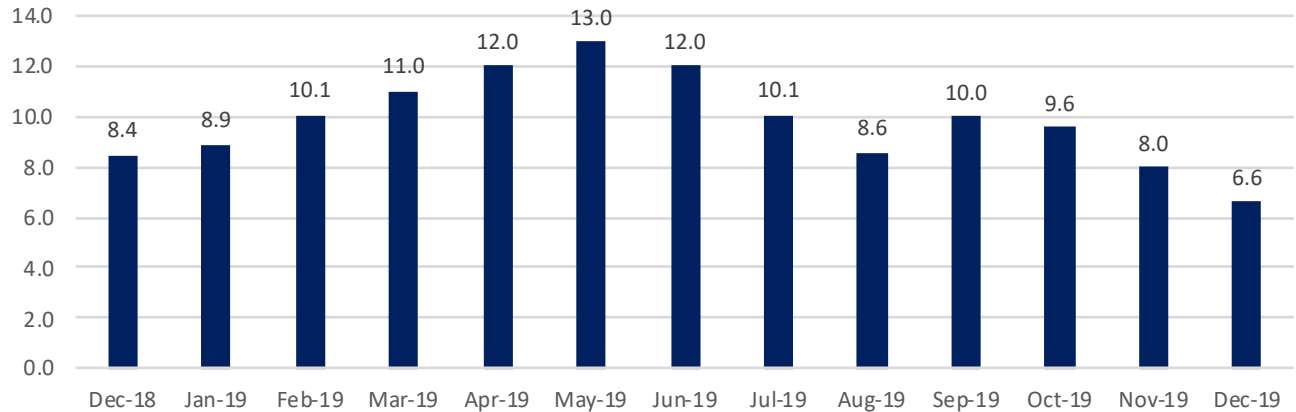
Active Closed Pending



# Darien 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	31	4.0	52	6.7	33	4.8
\$1M-\$1.5M	38	5.5	72	10.9	41	7.5
\$1.5M-\$2M	33	8.6	51	12.5	42	8.7
\$2M-\$2.5M	8	3.8	23	13.8	16	9.1
\$2.5M-\$3M	15	15.0	25	25.0	17	18.5
\$3M-\$4M	8	10.7	17	20.4	16	13.7
\$4M-\$5M	7	42.0	9	36.0	6	36.0
Over \$5M	12	24.0	21	63.0	12	24.0

Darien had an **6.6**-month supply of houses for sale in December 2019, 21% lower than the same time last year, when the absorption rate was 8.4 months. From December 2018 to December 2019 the town averaged having a **9.9**-month supply of houses.

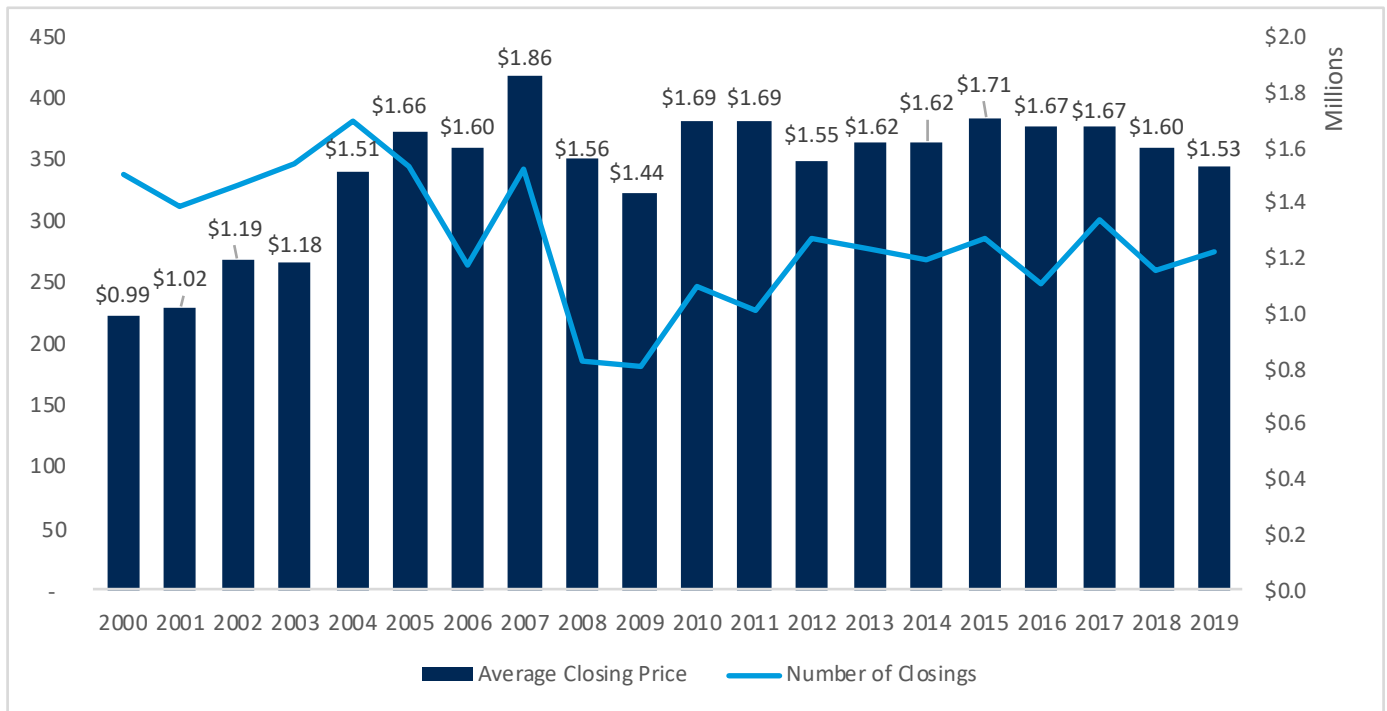


17 Shipway Road, Darien. \$2,795,000. Web# 170257111



# House Closings: 2000-2019

Average Closing Price/Number of Closings - Darien Houses



YEAR	AVERAGE CLOSING PRICE	AVG. CLOSING PRICE % CHANGE YEAR-OVER-YEAR	# OF CLOSINGS	# OF CLOSINGS % CHANGE YEAR-OVER-YEAR	AVERAGE CDOM
2000	\$988,179		339		63
2001	\$1,022,054	+3.4%	312	-8%	76
2002	\$1,194,818	+16.9%	329	+5.4%	105
2003	\$1,183,243	-1%	347	+5.5%	83
2004	\$1,509,843	+27.6%	382	+10.1%	81
2005	\$1,657,431	+9.8%	345	-9.7%	93
2006	\$1,596,223	-3.7%	265	-23.2%	102
2007	\$1,862,018	+16.7%	342	+29.1%	115
2008	\$1,558,477	-16.3%	187	-45.3%	143
2009	\$1,438,205	-7.7%	182	-2.7%	168
2010	\$1,693,593	+17.8%	248	+36.3%	165
2011	\$1,693,347	0%	227	-8.5%	154
2012	\$1,546,657	-8.7%	287	+26.4%	140
2013	\$1,618,805	+4.7%	277	-3.5%	140
2014	\$1,619,782	+0.1%	268	-3.2%	130
2015	\$1,705,979	+5.3%	286	+6.7%	128
2016	\$1,673,647	-1.9%	250	-12.6%	137
2017	\$1,672,655	-0.1%	302	+20.8%	155
2018	\$1,598,138	-4.5%	260	-13.9%	140
2019	\$1,530,688	-4.2%	275	+5.8%	191

Source: Darien MLS (2000-2012) and Smart MLS (2013-2019)

# Lower Fairfield County

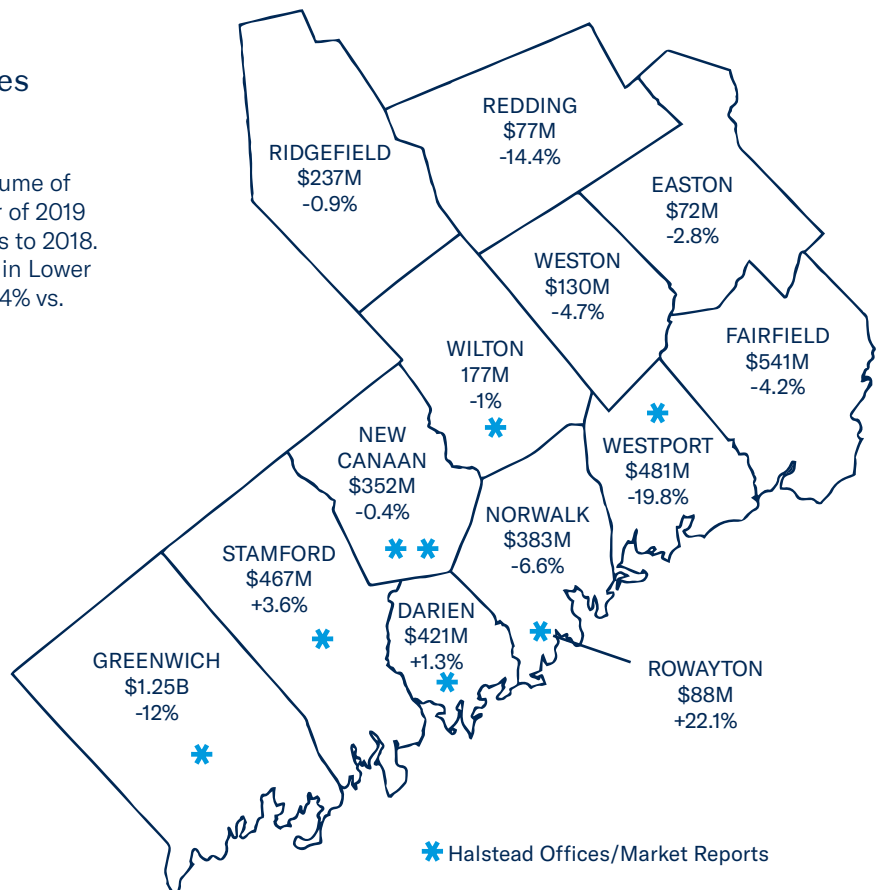
## Town Comparison: Sold Houses - Full Year

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.

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