



HALSTEAD
REAL ESTATE

Fairfield
Market Report
Year End 2019 **2019**

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Fairfield Overview



Single Family Houses

Number of Solds Q4
2019 Vs. 2018

↑7.1%

Average Sold Price Q4
2019 Vs. 2018

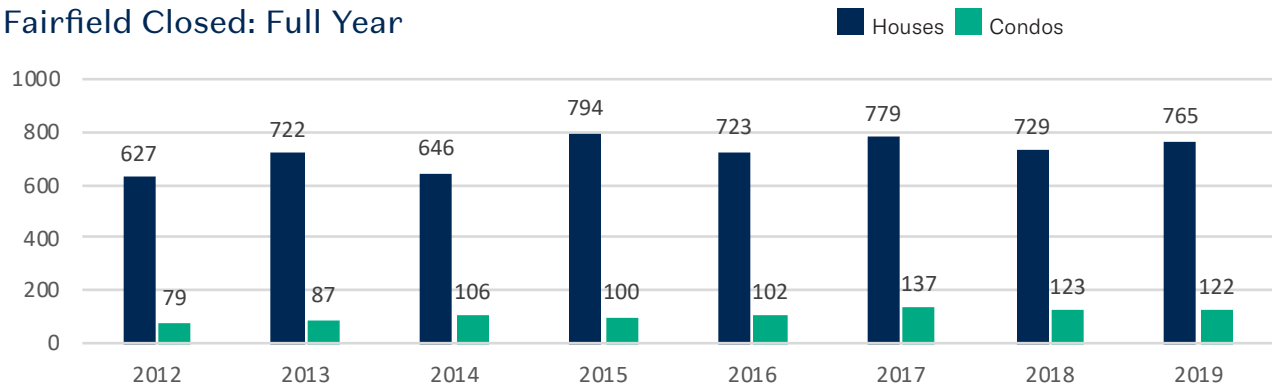
↓2.3%

Dec. 31 Inventory
Vs. Dec. 31, 2018

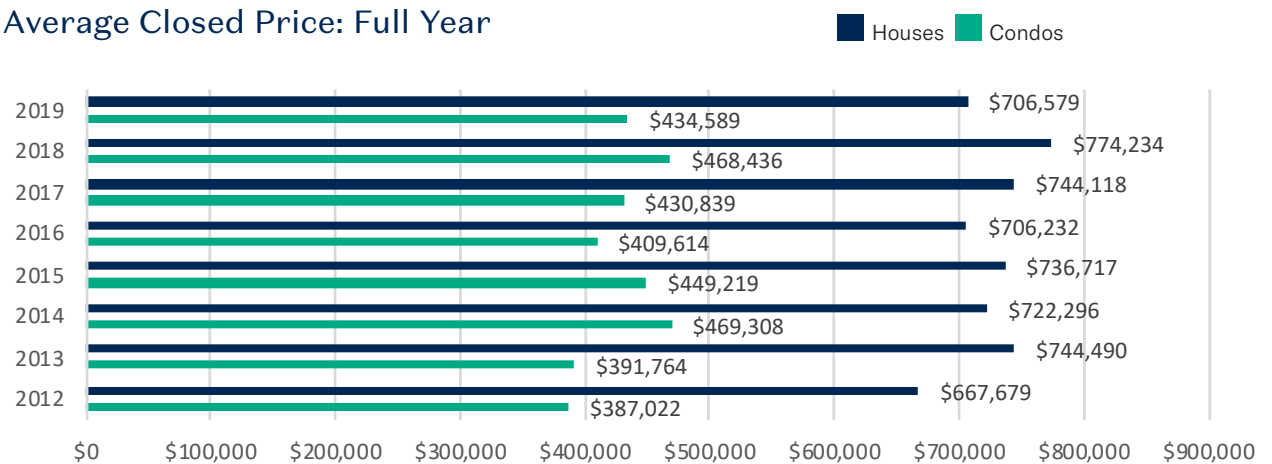
↓7.0%

	2019	2018	% CHANGE
Houses: Closings in Fourth Quarter	150	140	+7.1%
Houses: Average Closing Price Fourth Quarter	\$689,616	\$705,972	-2.3%
Houses: Closings Full Year	765	729	+4.9%
Houses: Average Closing Price Full Year	\$706,579	\$774,234	-8.7%
Houses: Pending on December 31st	43	44	-2.3%
Houses: Inventory on December 31st	331	356	-7%
Condos: Closings Full Year	122	123	-0.8%
Condos: Average Closing Price Full Year	\$434,589	\$468,436	-7.2%
Condos: Inventory on December 31st	34	36	-5.6%

Fairfield Closed: Full Year



Average Closed Price: Full Year





Active House Listings as of December 31st

	2019	2018	%
Under \$300K	9	13	-30.8%
\$300K-\$400K	29	28	+3.6%
\$400K-\$500K	30	46	-34.8%
\$500K-\$600K	49	45	+8.9%
\$600K-\$700K	27	35	-22.9%
\$700K-\$800K	30	26	+15.4%
\$800K-\$1M	39	42	-7.1%
\$1M-\$1.2M	25	28	-10.7%
\$1.2M-\$1.5M	17	31	-45.2%
\$1.5M-\$2M	34	22	+54.5%
Over \$2M	42	40	+5%

Number of Houses Closed: Full Year

	2019	2018	%
Under \$300K	38	39	-2.6%
\$300K-\$400K	97	100	-3%
\$400K-\$500K	142	109	+30.3%
\$500K-\$600K	115	88	+30.7%
\$600K-\$700K	84	86	-2.3%
\$700K-\$800K	68	75	-9.3%
\$800K-\$1M	92	86	+7%
\$1M-\$1.2M	55	45	+22.2%
\$1.2M-\$1.5M	34	42	-19%
\$1.5M-\$2M	24	31	-22.6%
Over \$2M	16	28	-42.9%

Average List-to-Sale-Price Ratio: Houses

Based on closings in 2019.

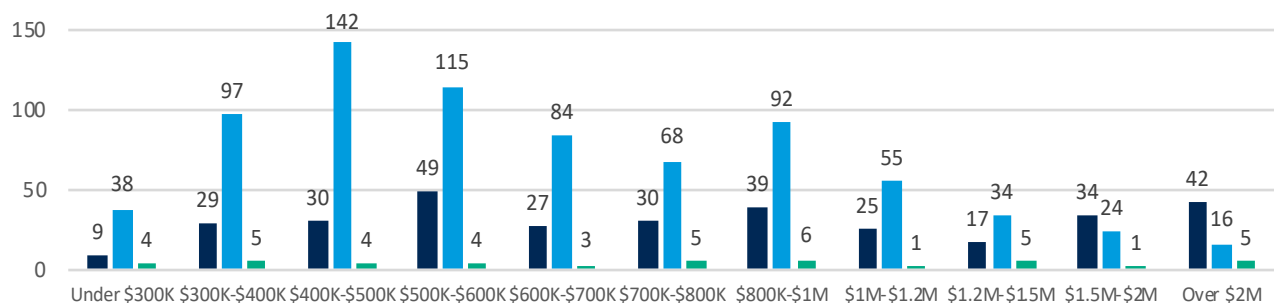
UNDER \$300K	\$300K-\$400K	\$400K-\$500K	\$500K-\$600K	\$600K-\$700K	\$700K-\$800K	\$800K-\$1M	\$1M-\$1.2M	\$1.2M-\$1.5M	\$1.5M-\$2M	OVER \$2M
94.1%	96.0%	96.4%	97.2%	96.6%	96.4%	95.8%	95.0%	94.1%	95.5%	95.0%

Average for all price points: 96.0%

Houses: Active/Closed/Pending

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

Active Closed Pending





Active Condo/Co-Op Listings as of December 31st

	2019	2018	%
Under \$300K	9	7	+28.6%
\$300K-\$400K	6	5	+20%
\$400K-\$500K	4	4	0%
\$500K-\$600K	6	6	0%
\$600K-\$700K	4	3	+33.3%
\$700K-\$800K	4	5	-20%
\$800K-\$1M	1	4	-75%
Over \$1M	0	2	NA

Number of Condos/Co-Ops Closed: Full Year

	2019	2018	%
Under \$300K	45	39	+15.4%
\$300K-\$400K	29	31	-6.5%
\$400K-\$500K	16	14	+14.3%
\$500K-\$600K	9	6	+50%
\$600K-\$700K	5	9	-44.4%
\$700K-\$800K	5	9	-44.4%
\$800K-\$1M	7	4	+75%
Over \$1M	6	11	-45.5%

Average List-to-Sale-Price Ratio: Condos

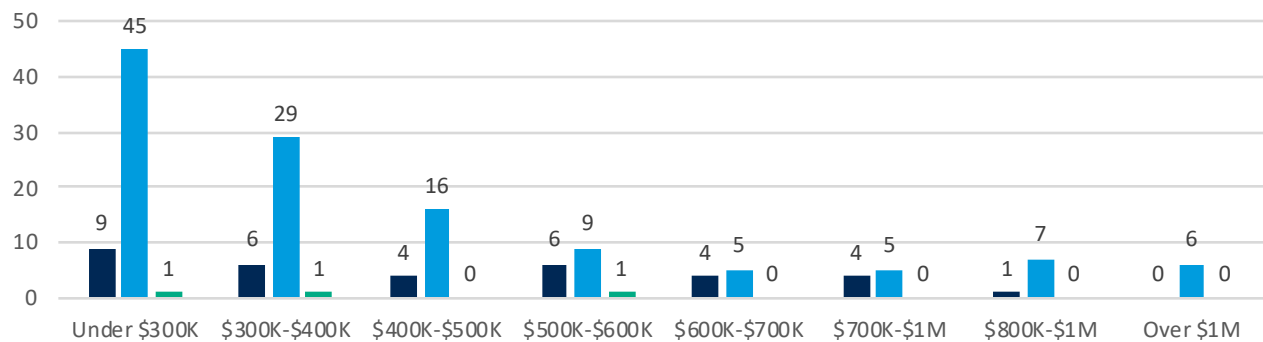
Based on closings in 2019.

UNDER \$300K	\$300K-\$400K	\$400K-\$500K	\$500K-\$600K	\$600K-\$700K	\$700K-\$1M	\$800K-\$1M	OVER \$1M
95.5%	96.8%	95.8%	96.6%	98.0%	94.5%	97.0%	95.4%
Average for all price points: 96.1%							

Condos/Co-Ops: Active/Closed/Pending

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

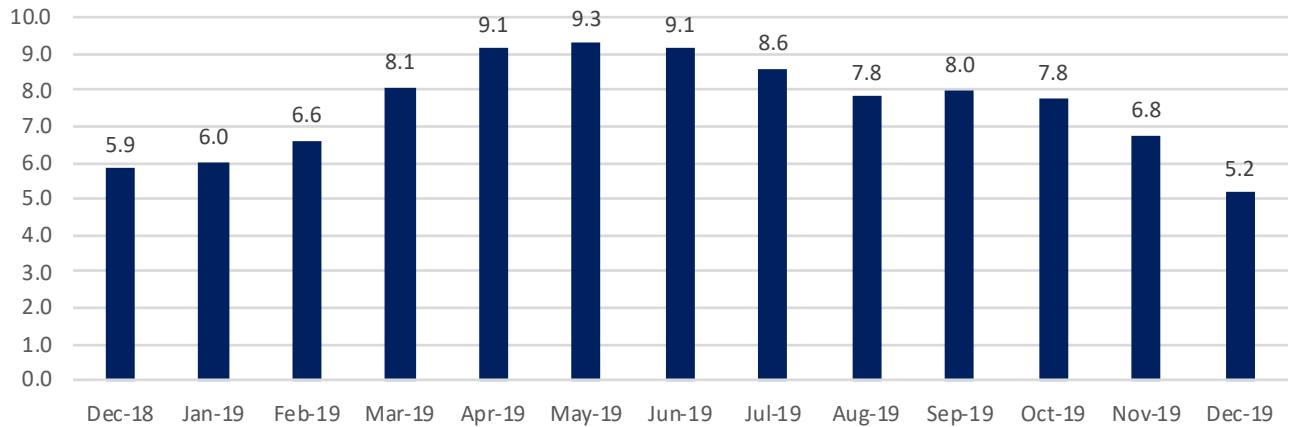
Active Closed Pending



Fairfield 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 \$300K	9	2.8	7	1.9	13	4.0
\$300K-\$400K	29	3.6	36	4.4	28	3.4
\$400K-\$500K	30	2.5	71	7.4	46	5.1
\$500K-\$600K	49	5.1	65	8.0	45	6.1
\$600K-\$700K	27	3.9	58	7.7	35	4.9
\$700K-\$800K	30	5.3	57	10.2	26	4.2
\$800K-\$1M	39	5.1	77	10.5	42	5.9
\$1M-\$1.2M	25	5.5	52	12.7	28	7.5
\$1.2M-\$1.5M	17	6.0	42	12.9	31	8.9
\$1.5M-\$2M	34	17.0	47	17.6	22	8.5
Over \$2M	42	31.5	52	29.7	40	17.1

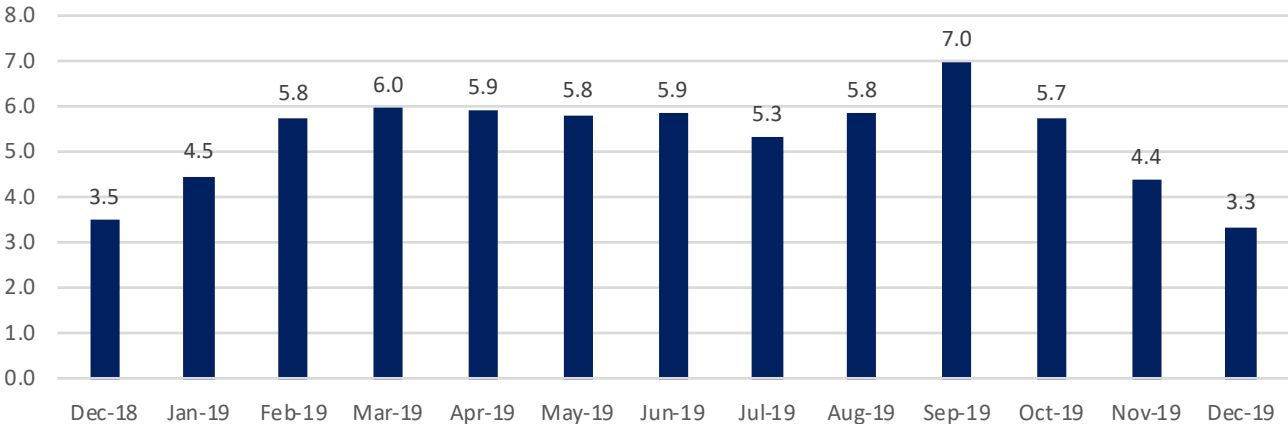
From December 2018 to December 2019 Fairfield averaged having a **7.6**-month supply of houses for sale. For December 2019, price ranges under \$1.5 million averaged having a **4.4**-month supply of houses.



157 Tanglewood Lane, Fairfield. \$639,000. Web# 170239988

Fairfield Absorption Rate: Condos

Absorption Rate in Months: Condos



	DECEMBER 2019		JUNE 2019		DECEMBER 2018	
	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE
Under \$300K	9	2.4	13	3.8	7	2.2
\$300K-\$400K	6	2.5	9	3.0	5	1.9
\$400K-\$500K	4	3.0	9	6.0	4	3.4
\$500K-\$600K	6	8.0	6	6.0	6	12.0
\$600K-\$700K	4	9.6	7	14.0	3	4.0
\$700K-\$1M	4	9.6	5	15.0	5	6.7
\$800K-\$1M	1	1.7	11	26.4	4	12.0
Over \$1M	0	--	4	5.3	2	2.2

Fairfield had a **3.3**-month supply of condos for sale in December 2019, very similar to the same time last year, when the absorption rate was 3.5 months. From December 2018 to December 2019 the town averaged having a **5.3**-month supply of condos.

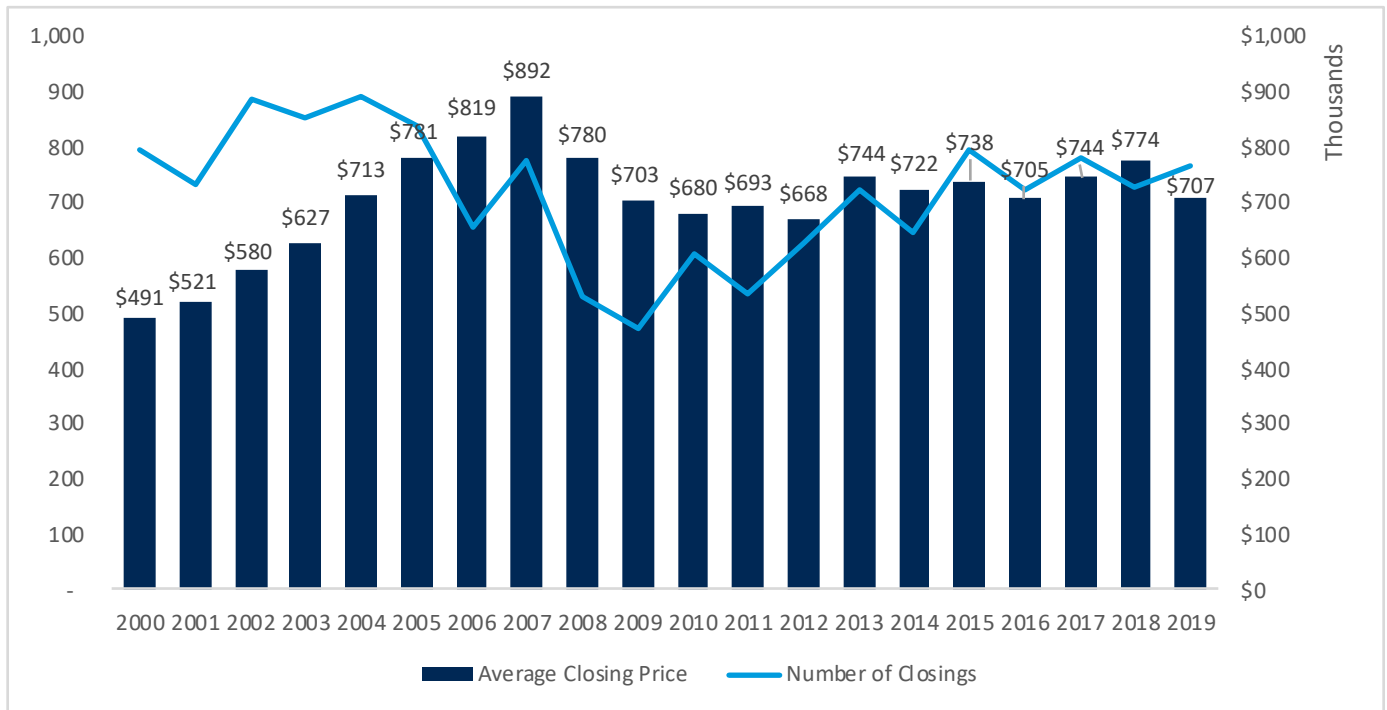


344 Crestwood Road, Fairfield. \$729,000. Web# 170059689



House Closings: 2000-2019

Average Closing Price/Number of Closings - Fairfield Houses

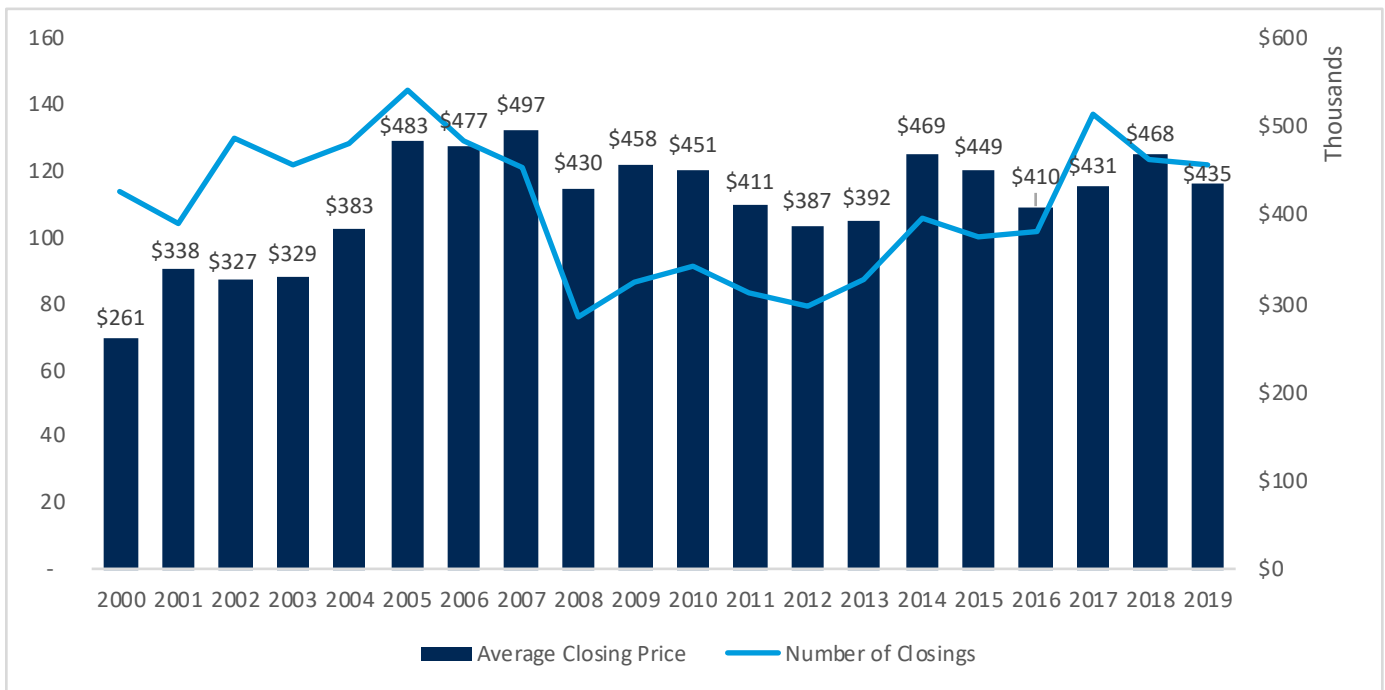


YEAR	AVERAGE CLOSING PRICE	AVG. CLOSING PRICE % CHANGE YEAR-OVER-YEAR	# OF CLOSINGS	# OF CLOSINGS % CHANGE YEAR-OVER-YEAR	AVERAGE CDOM
2000	\$491,354		795		71
2001	\$520,873	+6%	733	-7.8%	71
2002	\$580,055	+11.4%	887	+21%	72
2003	\$626,726	+8%	854	-3.7%	76
2004	\$713,052	+13.8%	890	+4.2%	74
2005	\$781,305	+9.6%	837	-6%	70
2006	\$819,213	+4.9%	656	-21.6%	82
2007	\$892,146	+8.9%	775	+18.1%	90
2008	\$779,599	-12.6%	528	-31.9%	141
2009	\$703,437	-9.8%	470	-11%	165
2010	\$680,373	-3.3%	608	+29.4%	164
2011	\$692,510	+1.8%	532	-12.5%	175
2012	\$667,679	-3.6%	627	+17.9%	176
2013	\$744,490	+11.5%	722	+15.2%	139
2014	\$722,296	-3%	646	-10.5%	140
2015	\$737,642	+2.1%	793	+22.8%	144
2016	\$705,408	-4.4%	724	-8.7%	161
2017	\$744,118	+5.5%	779	+7.6%	147
2018	\$774,234	+4%	729	-6.4%	115
2019	\$706,579	-8.7%	765	+4.9%	140



Condo Closings: 2000-2019

Average Closing Price/Number of Closings - Fairfield Condo/Co-Ops



YEAR	AVERAGE CLOSING PRICE	AVG. CLOSING PRICE % CHANGE YEAR-OVER-YEAR	# OF CLOSINGS	# OF CLOSINGS % CHANGE YEAR-OVER-YEAR	AVERAGE CDOM
2000	\$260,718		114		62
2001	\$337,522	+29.5%	104	-8.8%	76
2002	\$326,896	-3.1%	130	+25%	52
2003	\$328,707	+0.6%	122	-6.2%	62
2004	\$383,187	+16.6%	128	+4.9%	64
2005	\$482,668	+26%	144	+12.5%	86
2006	\$476,537	-1.3%	129	-10.4%	88
2007	\$496,921	+4.3%	121	-6.2%	93
2008	\$430,067	-13.5%	76	-37.2%	151
2009	\$457,666	+6.4%	86	+13.2%	175
2010	\$451,135	-1.4%	91	+5.8%	192
2011	\$410,578	-9%	83	-8.8%	209
2012	\$387,022	-5.7%	79	-4.8%	183
2013	\$391,764	+1.2%	87	+10.1%	114
2014	\$469,308	+19.8%	106	+21.8%	124
2015	\$449,219	-4.3%	100	-5.7%	137
2016	\$409,614	-8.8%	102	+2%	156
2017	\$430,839	+5.2%	137	+34.3%	132
2018	\$468,436	+8.7%	123	-10.2%	99
2019	\$434,589	-7.2%	122	-0.8%	114

Lower Fairfield County

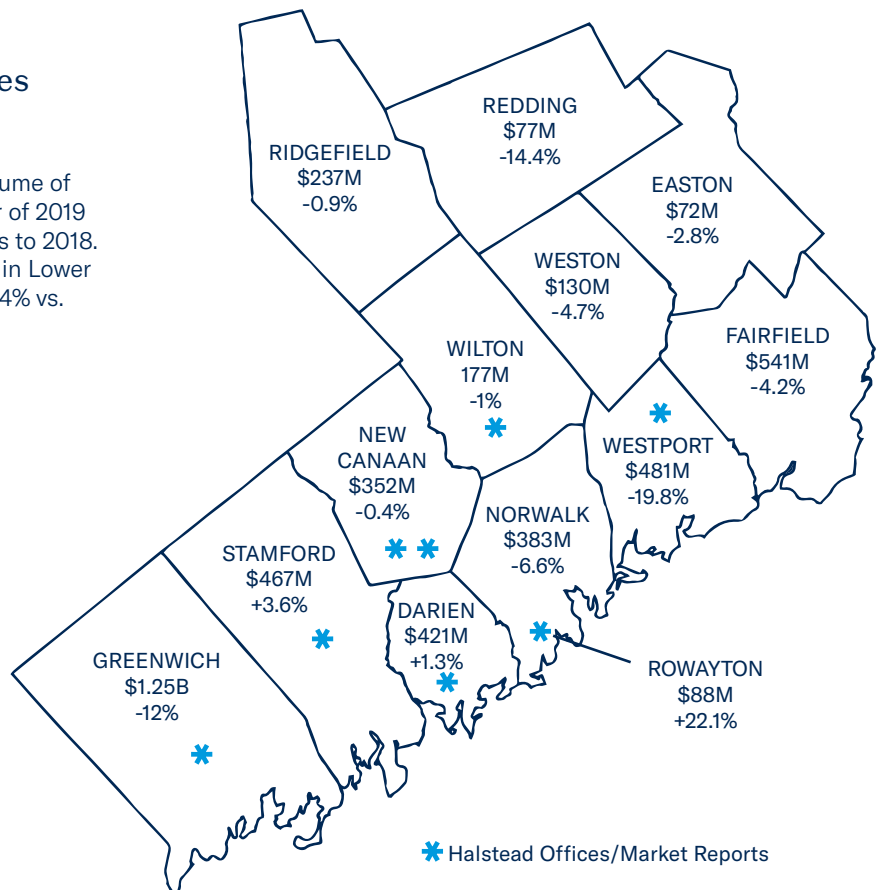
Town Comparison: Sold Houses - Full Year

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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