



HALSTEAD
REAL ESTATE

Greenwich
Market Report
Year End 2019 **2019**

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HALSTEAD CONNECTICUT, LLC

Greenwich Overview



Single Family Houses

Number of Solds Q4
2019 Vs. 2018

↓1.6%

Average Sold Price Q4
2019 Vs. 2018

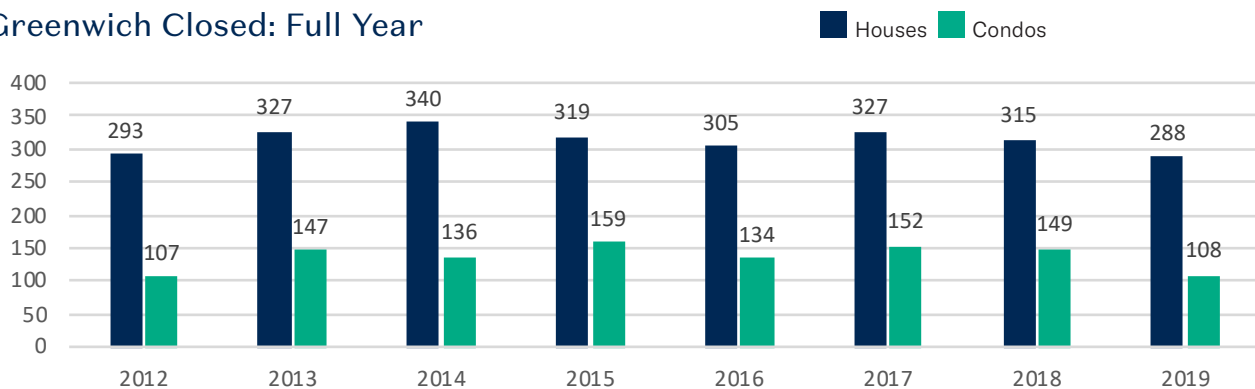
↓10.3%

Dec. 31 Inventory
Vs. Dec. 31, 2018

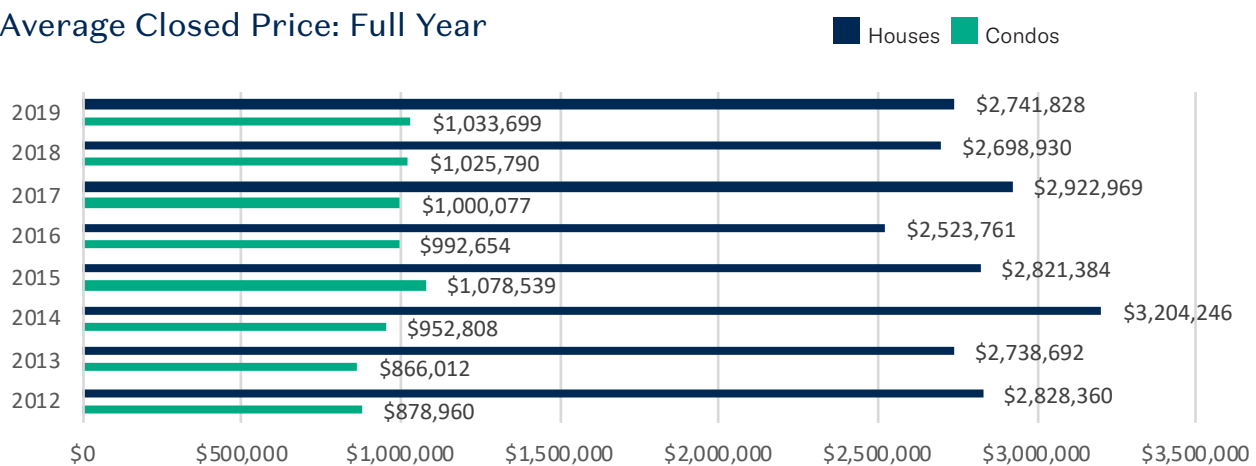
↓1.2%

	2019	2018	% CHANGE
Houses: Closings in Fourth Quarter	61	62	-1.6%
Houses: Average Closing Price Fourth Quarter	\$2,479,699	\$2,763,805	-10.3%
Houses: Closings Full Year	288	315	-8.6%
Houses: Average Closing Price Full Year	\$2,741,828	\$2,698,930	+1.6%
Houses: Pending on December 31st	19	17	+11.8%
Houses: Inventory on December 31st	338	342	-1.2%
Condos: Closings Full Year	108	149	-27.5%
Condos: Average Closing Price Full Year	\$1,033,699	\$1,025,790	+0.8%
Condos: Inventory on December 31st	120	96	+25%

Greenwich Closed: Full Year



Average Closed Price: Full Year





Active House Listings as of December 31st

	2019	2018	%
Under \$1M	28	17	+64.7%
\$1M-\$1.5M	33	16	+106.3%
\$1.5M-\$2M	32	43	-25.6%
\$2M-\$2.5M	33	34	-2.9%
\$2.5M-\$3M	30	32	-6.3%
\$3M-\$4M	62	61	+1.6%
\$4M-\$5M	32	47	-31.9%
\$5M-\$7M	39	42	-7.1%
Over \$7M	49	50	-2%

Number of Houses Closed: Full Year

	2019	2018	%
Under \$1M	52	73	-28.8%
\$1M-\$1.5M	47	48	-2.1%
\$1.5M-\$2M	36	39	-7.7%
\$2M-\$2.5M	43	30	+43.3%
\$2.5M-\$3M	20	24	-16.7%
\$3M-\$4M	37	43	-14%
\$4M-\$5M	19	19	0%
\$5M-\$7M	18	24	-25%
Over \$7M	16	15	+6.7%

Average List-to-Sale-Price Ratio: Houses

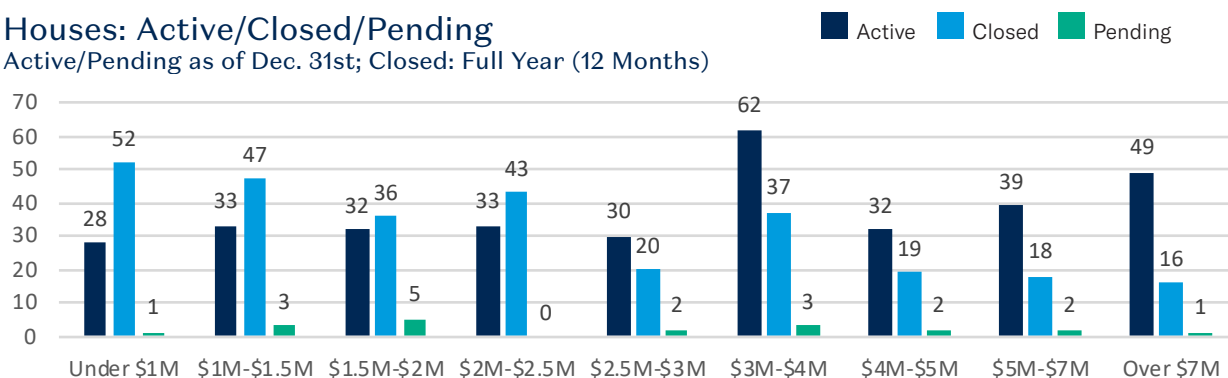
Based on closings in 2019.

UNDER \$1M	\$1M-\$1.5M	\$1.5M-\$2M	\$2M-\$2.5M	\$2.5M-\$3M	\$3M-\$4M	\$4M-\$5M	\$5M-\$7M	OVER \$7M
95.3%	90.1%	92.6%	92.2%	94.0%	93.0%	93.5%	92.3%	89.9%

Average for all price points: 92.7%

Houses: Active/Closed/Pending

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





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

	2019	2018	%
Under \$400K	17	9	+88.9%
\$400K-\$600K	17	12	+41.7%
\$600K-\$800K	25	11	+127.3%
\$800K-\$1M	8	15	-46.7%
\$1M-\$1.5M	14	12	+16.7%
\$1.5M-\$2M	16	6	+166.7%
\$2M-\$3M	9	17	-47.1%
Over \$3M	14	14	0%

Number of Condos/Co-Ops Closed: Full Year

	2019	2018	%
Under \$400K	12	20	-40%
\$400K-\$600K	20	24	-16.7%
\$600K-\$800K	25	34	-26.5%
\$800K-\$1M	17	17	0%
\$1M-\$1.5M	14	25	-44%
\$1.5M-\$2M	8	14	-42.9%
\$2M-\$3M	8	10	-20%
Over \$3M	4	5	-20%

Average List-to-Sale-Price Ratio: Condos

Based on closings in 2019.

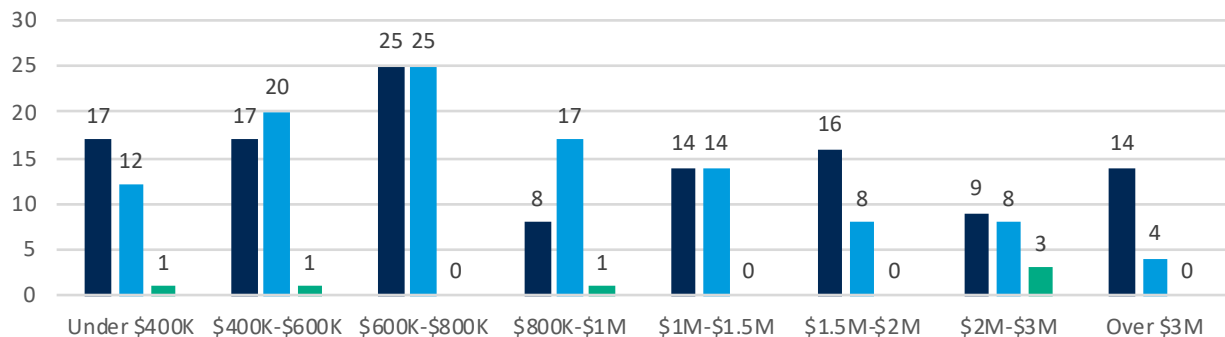
UNDER \$400K	\$400K-\$600K	\$600K-\$800K	\$800K-\$1M	\$1M-\$1.5M	\$1.5M-\$2M	\$2M-\$3M	OVER \$3M
95.1%	96.9%	97.5%	94.9%	94.8%	96.9%	94.1%	93.7%

Average for all price points: 95.9%

Condos/Co-Ops: Active/Closed/Pending

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

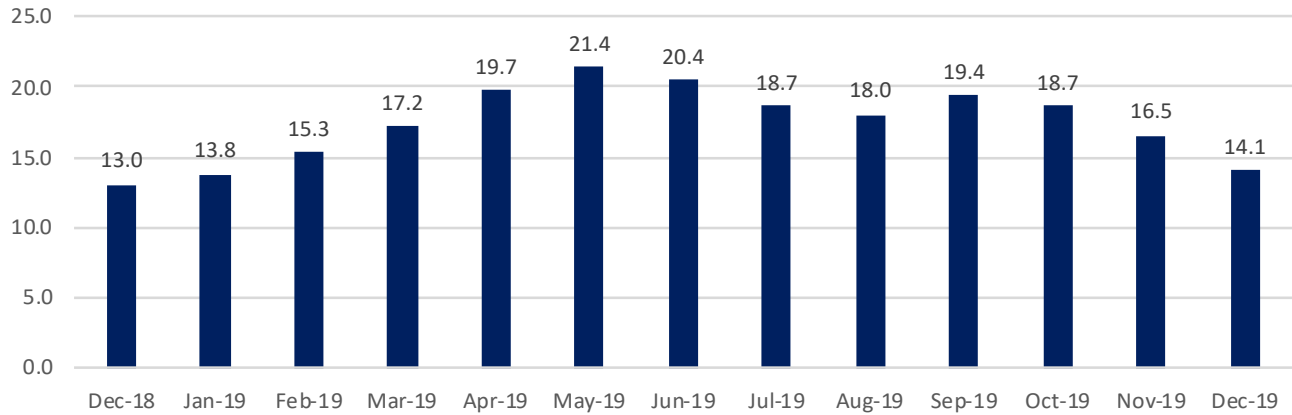
Active Closed Pending



Greenwich 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	28	6.5	29	5.6	17	2.8
\$1M-\$1.5M	33	8.4	45	10.8	16	4.0
\$1.5M-\$2M	32	10.7	64	20.8	43	13.2
\$2M-\$2.5M	33	9.2	46	14.2	34	13.6
\$2.5M-\$3M	30	18.0	46	23.0	32	16.0
\$3M-\$4M	62	20.1	87	27.5	61	17.0
\$4M-\$5M	32	20.2	62	43.8	47	29.7
\$5M-\$7M	39	26.0	61	43.1	42	21.0
Over \$7M	49	36.8	71	53.3	50	40.0

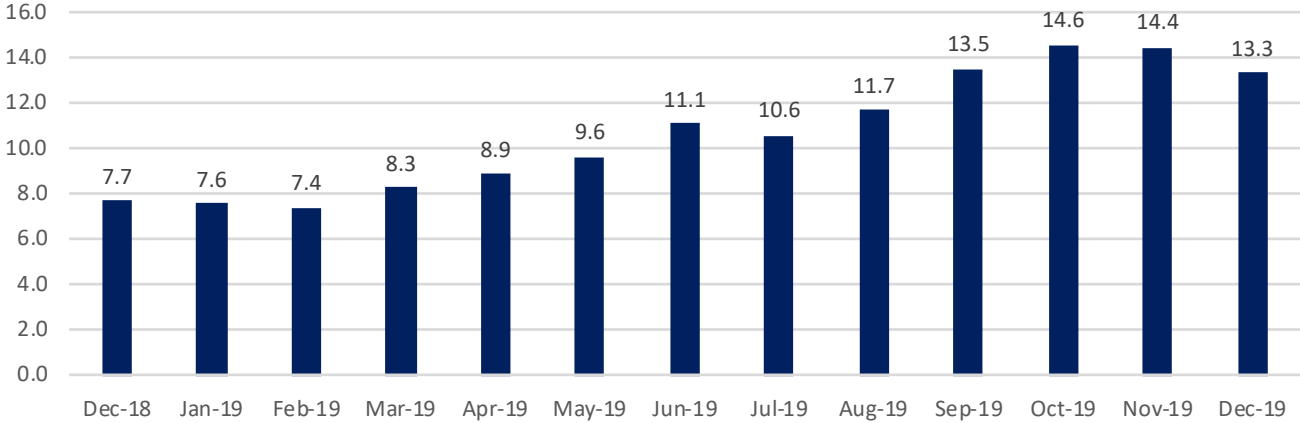
From December 2018 to December 2019 Greenwich averaged having a **17.4**-month supply of houses for sale. For December 2019, price ranges under \$2.5 million averaged having a **8.7**-month supply of houses.



78 Zaccheus Mead Lane, Greenwich. \$7,750,000. Web# 170237570

Greenwich Absorption Rate: Condos

Absorption Rate in Months: Condos



	DECEMBER 2019		JUNE 2019		DECEMBER 2018	
	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE
Under \$500K	17	17.0	12	9.6	9	5.4
\$500K-\$1M	17	10.2	18	8.3	12	6.0
\$1M-\$1.5M	25	12.0	14	5.1	11	3.9
\$1.5M-\$2M	8	5.6	22	14.7	15	10.6
\$2M-\$2.5M	14	12.0	17	10.7	12	5.8
\$2.5M-\$3M	16	24.0	11	22.0	6	5.1
\$3M-\$4M	9	13.5	13	14.2	17	20.4
Over \$4M	14	42.0	18	30.9	14	33.6

Greenwich had a **13.3**-month supply of Condos for sale in December 2019, 73% higher than the same time last year, when the absorption rate was 7.7 months. From December 2018 to December 2019 Greenwich averaged having a **10.7**-month supply of Condos.

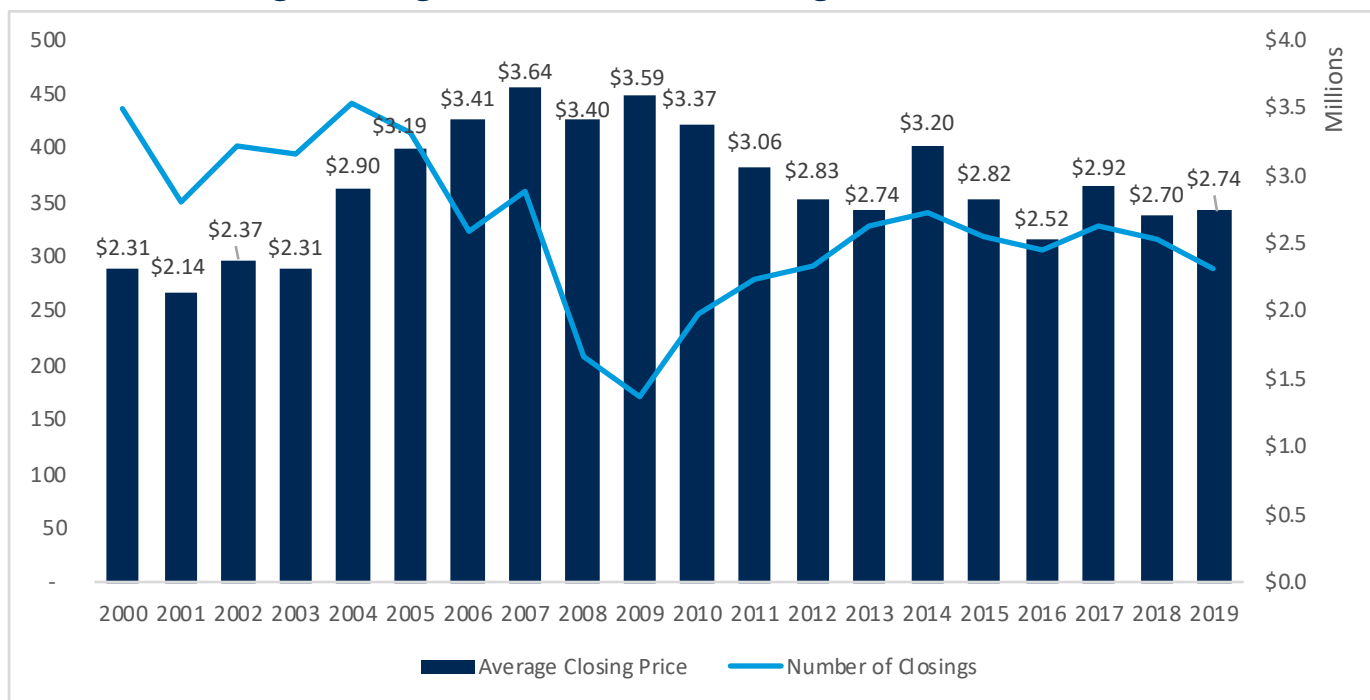


603 Steamboat Road #5, Greenwich. \$2,850,000. Web# 170240995



House Closings: 2000-2019

Average Closing Price/Number of Closings - Greenwich Houses

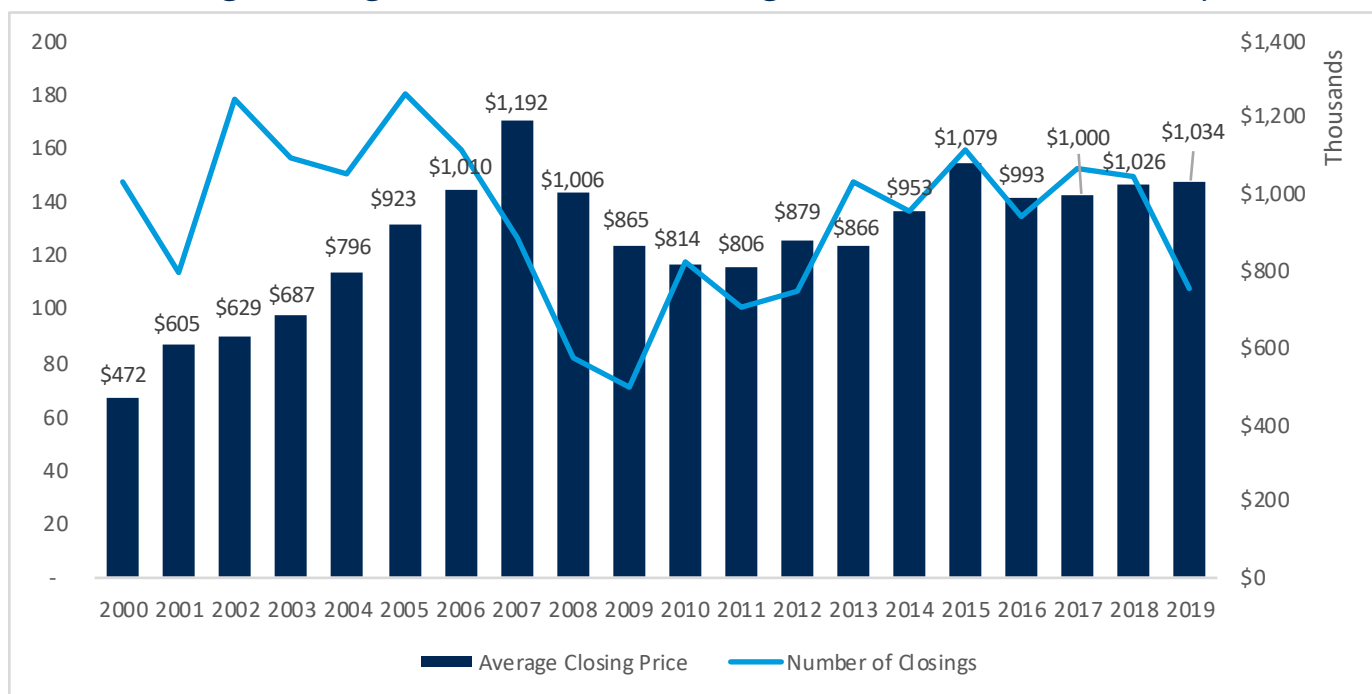


YEAR	AVERAGE CLOSING PRICE	AVG. CLOSING PRICE % CHANGE YEAR-OVER-YEAR	# OF CLOSINGS	# OF CLOSINGS % CHANGE YEAR-OVER-YEAR	AVERAGE CDOM
2000	\$2,311,050		436		115
2001	\$2,135,813	-7.6%	351	-19.5%	105
2002	\$2,369,196	+10.9%	402	+14.5%	103
2003	\$2,309,993	-2.5%	395	-1.7%	105
2004	\$2,895,963	+25.4%	440	+11.4%	95
2005	\$3,192,302	+10.2%	413	-6.1%	109
2006	\$3,406,286	+6.7%	322	-22%	134
2007	\$3,639,373	+6.8%	360	+11.8%	154
2008	\$3,404,354	-6.5%	208	-42.2%	173
2009	\$3,585,601	+5.3%	170	-18.3%	220
2010	\$3,369,726	-6%	247	+45.3%	233
2011	\$3,058,461	-9.2%	280	+13.4%	220
2012	\$2,827,258	-7.6%	292	+4.3%	202
2013	\$2,738,692	-3.1%	327	+12%	189
2014	\$3,204,246	+17%	340	+4%	210
2015	\$2,821,384	-11.9%	319	-6.2%	209
2016	\$2,523,761	-10.5%	305	-4.4%	220
2017	\$2,922,969	+15.8%	327	+7.2%	252
2018	\$2,698,930	-7.7%	315	-3.7%	228
2019	\$2,741,828	+1.6%	288	-8.6%	282



Condo/Co-Op Closings: 2000-2019

Average Closing Price/Number of Closings - Greenwich 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	\$471,735		147		115
2001	\$604,909	+28.2%	114	-22.4%	105
2002	\$628,715	+3.9%	178	+56.1%	103
2003	\$687,210	+9.3%	156	-12.4%	105
2004	\$796,075	+15.8%	150	-3.8%	95
2005	\$922,598	+15.9%	180	+20%	109
2006	\$1,009,581	+9.4%	159	-11.7%	134
2007	\$1,192,426	+18.1%	127	-20.1%	154
2008	\$1,005,656	-15.7%	82	-35.4%	173
2009	\$865,002	-14%	71	-13.4%	220
2010	\$814,396	-5.9%	118	+66.2%	233
2011	\$805,936	-1%	101	-14.4%	220
2012	\$878,960	+9.1%	107	+5.9%	202
2013	\$866,012	-1.5%	147	+37.4%	189
2014	\$952,808	+10%	136	-7.5%	210
2015	\$1,078,539	+13.2%	159	+16.9%	209
2016	\$992,654	-8%	134	-15.7%	220
2017	\$1,000,077	+0.7%	152	+13.4%	252
2018	\$1,025,790	+2.6%	149	-2%	228
2019	\$1,033,699	+0.8%	108	-27.5%	282

Lower Fairfield County

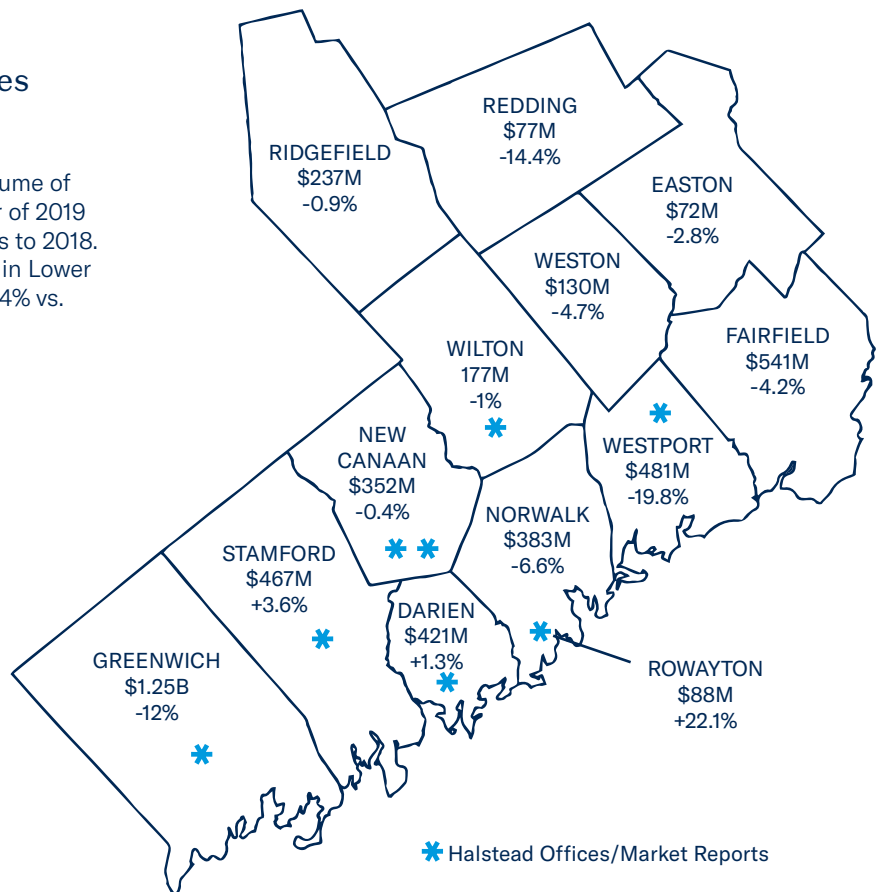
Town Comparison: Sold Houses - Full Year

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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