



HALSTEAD
REAL ESTATE

Old Greenwich
Market Report
Year End 2019 **2019**

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Old Greenwich Overview



Single Family Houses

Number of Solds Q4
2019 Vs. 2018

↑13.6%

Average Sold Price Q4
2019 Vs. 2018

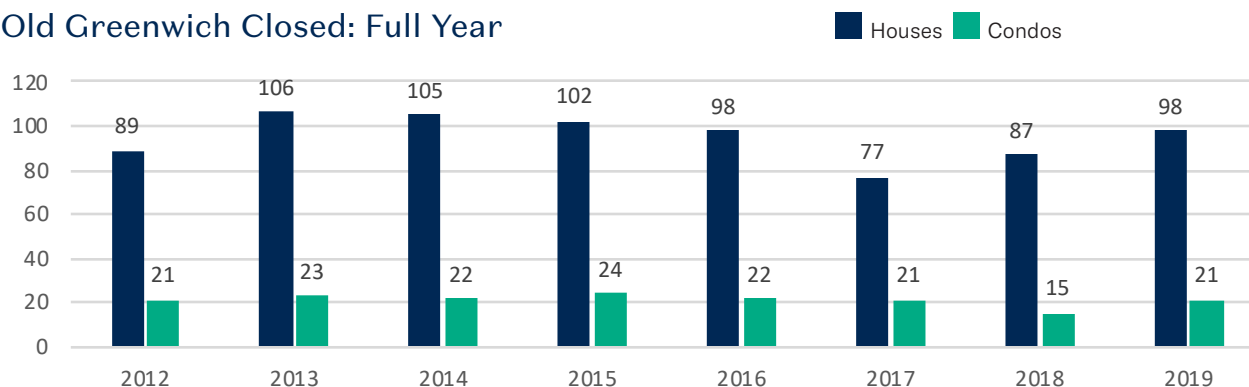
↓0.5%

Dec. 31 Inventory
Vs. Dec. 31, 2018

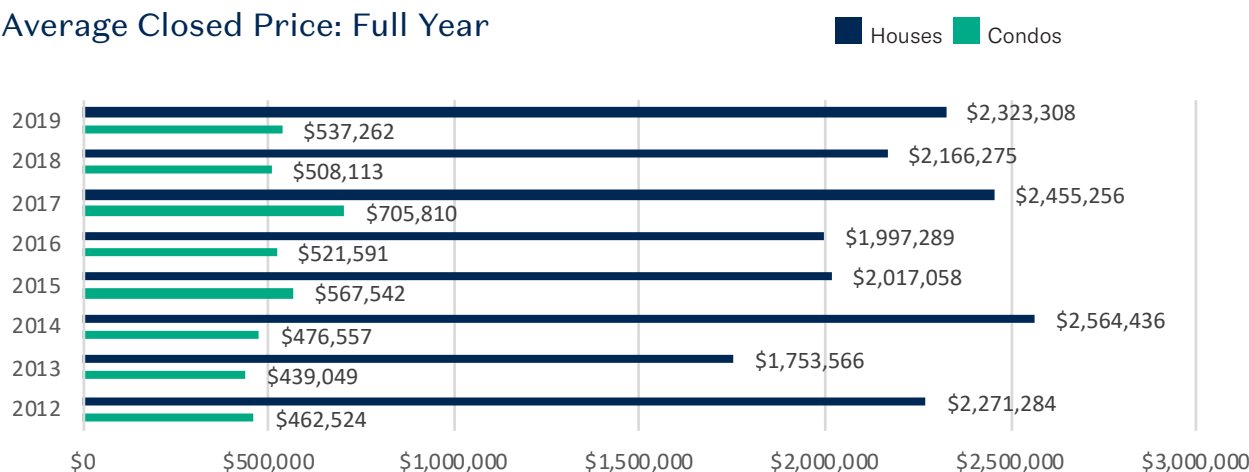
↓2.2%

	2019	2018	% CHANGE
Houses: Closings in Fourth Quarter	25	22	+13.6%
Houses: Average Closing Price Fourth Quarter	\$2,130,180	\$2,141,250	-0.5%
Houses: Closings Full Year	98	87	+12.6%
Houses: Average Closing Price Full Year	\$2,323,308	\$2,166,275	+7.2%
Houses: Pending on December 31st	5	9	-44.4%
Houses: Inventory on December 31st	44	45	-2.2%
Condos: Closings Full Year	21	15	+40%
Condos: Average Closing Price Full Year	\$537,262	\$508,113	+5.7%
Condos: Inventory on December 31st	9	5	+80%

Old Greenwich Closed: Full Year



Average Closed Price: Full Year



Old Greenwich



Active House Listings as of December 31st

	2019	2018	%
Under \$1M	5	6	-16.7%
\$1M-\$1.5M	7	7	0%
\$1.5M-\$2M	7	6	+16.7%
\$2M-\$2.5M	7	7	0%
\$2.5M-\$3M	5	7	-28.6%
\$3M-\$4M	4	5	-20%
\$4M-\$5M	5	4	+25%
Over \$5M	4	3	+33.3%

Number of Houses Closed: Full Year

	2019	2018	%
Under \$1M	17	13	+30.8%
\$1M-\$1.5M	16	16	0%
\$1.5M-\$2M	14	19	-26.3%
\$2M-\$2.5M	16	15	+6.7%
\$2.5M-\$3M	14	7	+100%
\$3M-\$4M	10	9	+11.1%
\$4M-\$5M	6	3	+100%
Over \$5M	5	5	0%

Average List-to-Sale-Price Ratio: Houses

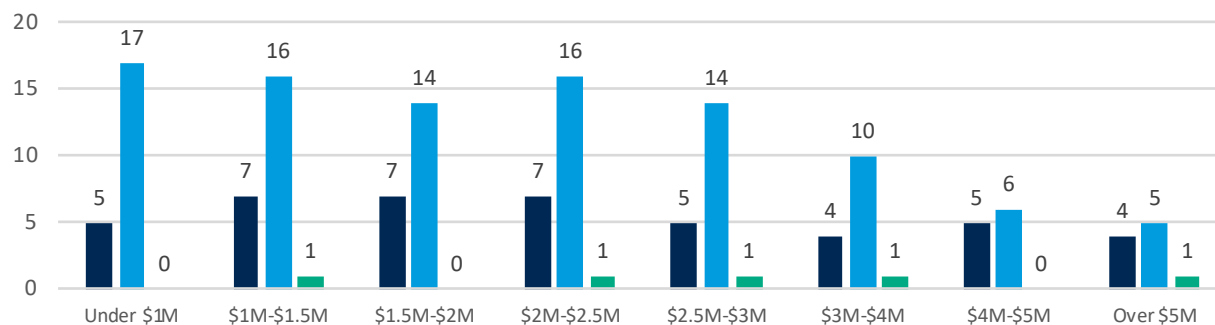
Based on closings in 2019.

UNDER \$1M	\$1M-\$1.5M	\$1.5M-\$2M	\$2M-\$2.5M	\$2.5M-\$3M	\$3M-\$4M	\$4M-\$5M	OVER \$5M
95.8%	95.9%	97.3%	94.9%	94.2%	93.7%	93.5%	91.3%
Average for all price points: 95.1%							

Houses: Active/Closed/Pending

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

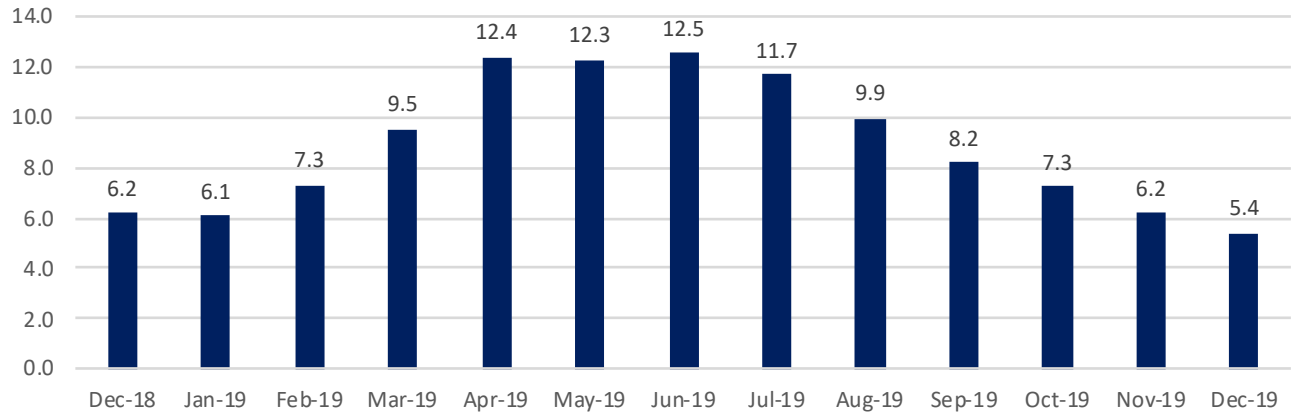
Active Closed Pending



Old 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	5	3.5	12	9.0	6	5.5
\$1M-\$1.5M	7	5.3	10	6.7	7	5.3
\$1.5M-\$2M	7	6.0	24	24.0	6	3.8
\$2M-\$2.5M	7	5.3	16	13.7	7	5.6
\$2.5M-\$3M	5	4.3	12	13.1	7	12.0
\$3M-\$4M	4	4.8	10	15.0	5	6.7
\$4M-\$5M	5	10.0	5	15.0	4	16.0
Over \$5M	4	9.6	3	7.2	3	7.2

From December 2018 to December 2019 Old Greenwich averaged having a **8.8**-month supply of houses for sale. For December 2019, there were no price ranges with over a **10**-month supply of houses.

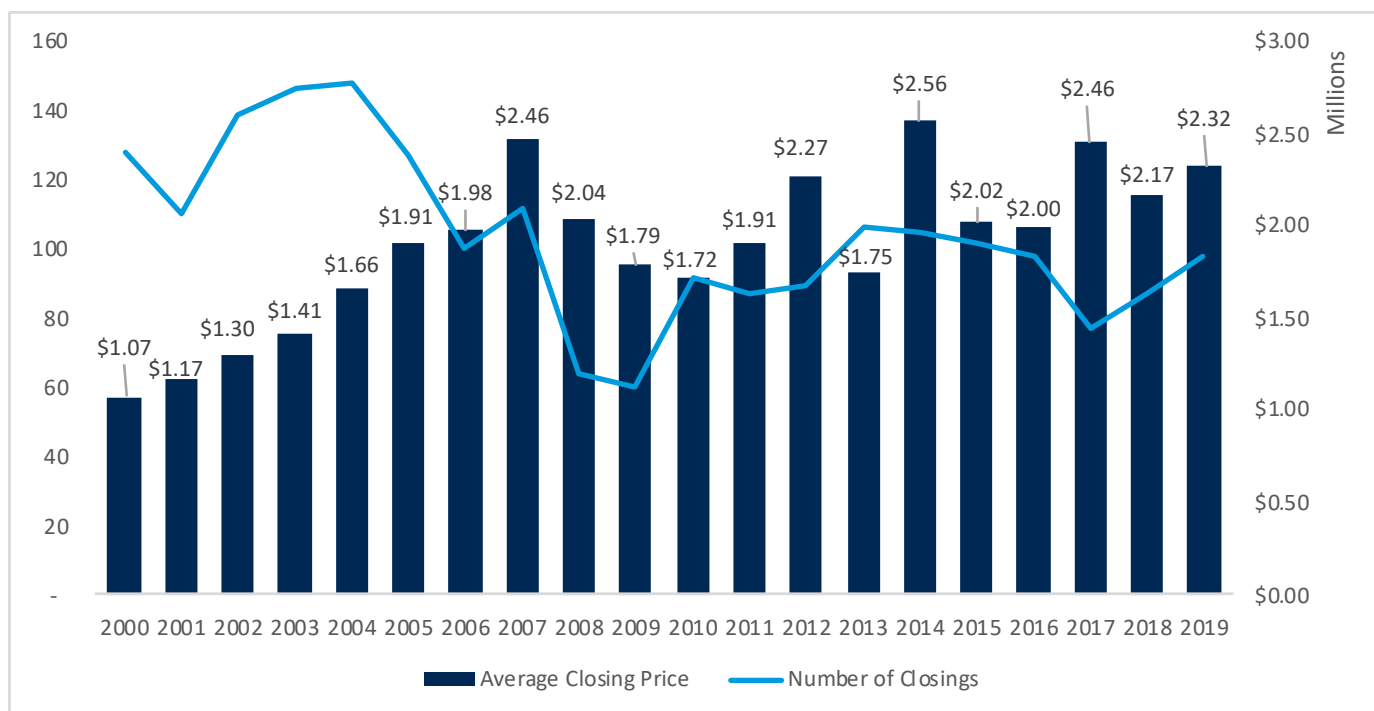


194 Shore Road, Old Greenwich. \$2,775,000. Web# 170240991



House Closings: 2000-2019

Average Closing Price/Number of Closings - Old Greenwich Houses



YEAR	AVERAGE CLOSING PRICE	AVG. CLOSING PRICE % CHANGE YEAR-OVER-YEAR	# OF CLOSINGS	# OF CLOSINGS % CHANGE YEAR-OVER-YEAR	AVERAGE CDOM
2000	\$1,072,436		128		54
2001	\$1,171,272	+9.2%	110	-14.1%	63
2002	\$1,304,916	+11.4%	139	+26.4%	69
2003	\$1,411,948	+8.2%	146	+5%	76
2004	\$1,659,168	+17.5%	148	+1.4%	55
2005	\$1,912,673	+15.3%	127	-14.2%	50
2006	\$1,977,818	+3.4%	100	-21.3%	101
2007	\$2,463,396	+24.6%	112	+12%	109
2008	\$2,041,163	-17.1%	64	-42.9%	125
2009	\$1,785,979	-12.5%	60	-6.3%	147
2010	\$1,724,329	-3.5%	92	+53.3%	118
2011	\$1,905,612	+10.5%	87	-5.4%	105
2012	\$2,271,284	+19.2%	89	+2.3%	165
2013	\$1,753,566	-22.8%	106	+19.1%	103
2014	\$2,564,436	+46.2%	105	-0.9%	116
2015	\$2,017,058	-21.3%	102	-2.9%	157
2016	\$1,997,289	-1%	98	-3.9%	149
2017	\$2,455,256	+22.9%	77	-21.4%	184
2018	\$2,166,275	-11.8%	87	+13%	176
2019	\$2,323,308	+7.2%	98	+12.6%	170

Lower Fairfield County

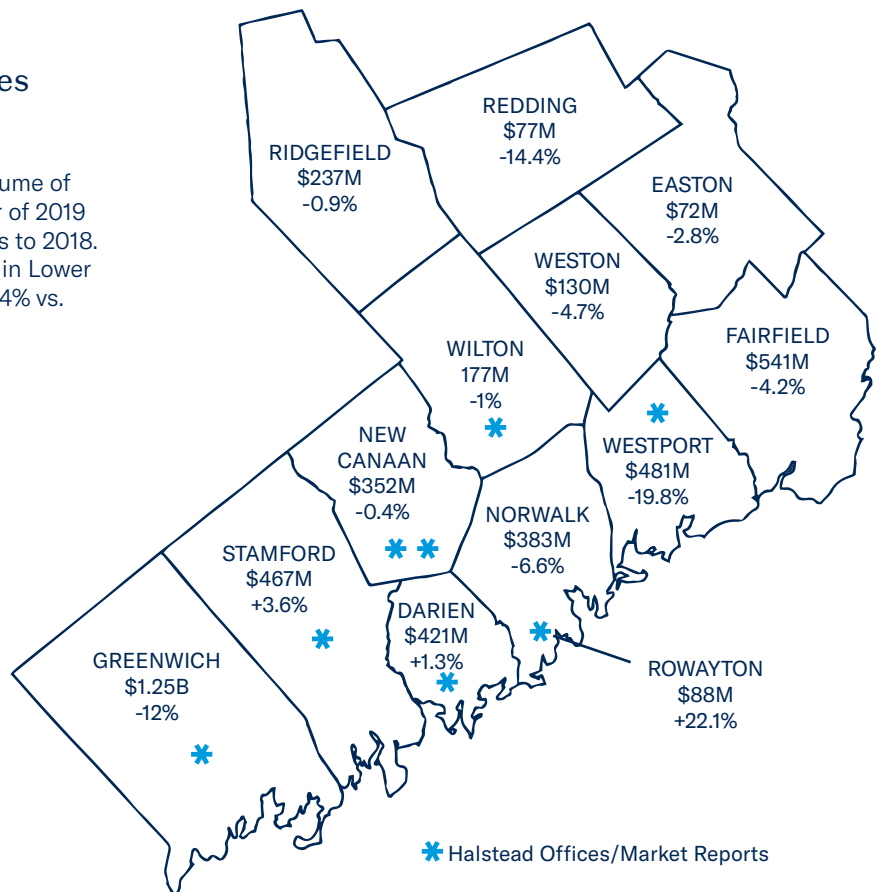
Town Comparison: Sold Houses - Full Year

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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