



HALSTEAD
REAL ESTATE

Westport Market Report Year End 2019

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Westport Overview



Single Family Houses

Number of Solds Q4
2019 Vs. 2018

↑ 7.7%

Average Sold Price Q4
2019 Vs. 2018

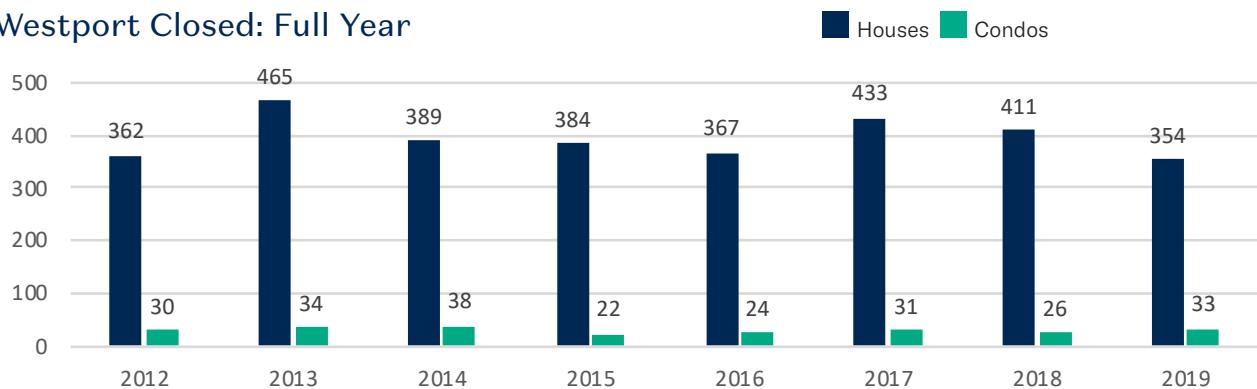
↓ 8.1%

Dec. 31 Inventory
Vs. Dec. 31, 2018

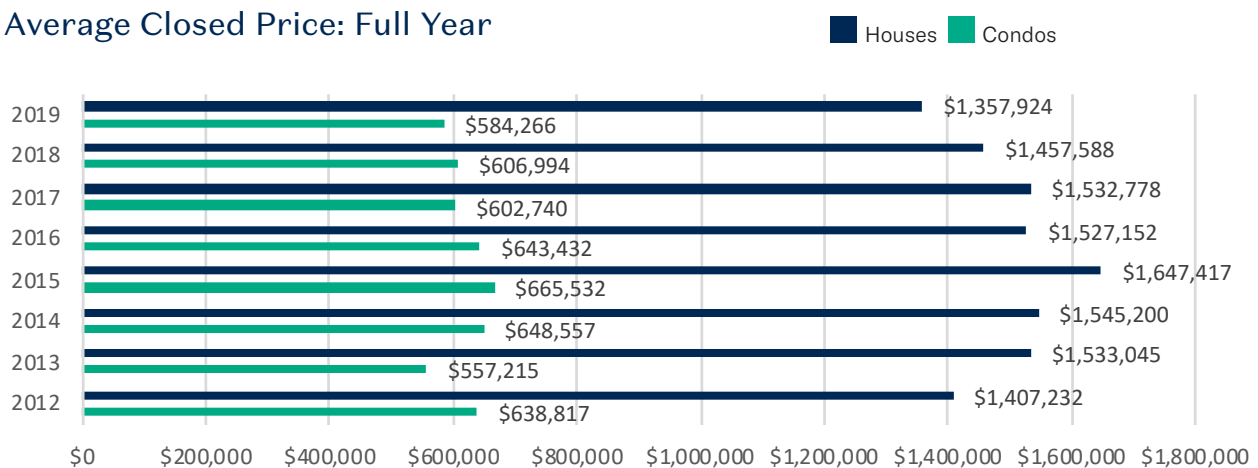
↓ 23.2%

	2019	2018	% CHANGE
Houses: Closings in Fourth Quarter	84	78	+7.7%
Houses: Average Closing Price Fourth Quarter	\$1,291,925	\$1,406,052	-8.1%
Houses: Closings Full Year	354	411	-13.9%
Houses: Average Closing Price Full Year	\$1,357,924	\$1,457,588	-6.8%
Houses: Pending on December 31st	22	18	+22.2%
Houses: Inventory on December 31st	241	314	-23.2%
Condos: Closings Full Year	33	26	+26.9%
Condos: Average Closing Price Full Year	\$584,266	\$606,994	-3.7%
Condos: Inventory on December 31st	24	10	+140%

Westport Closed: Full Year



Average Closed Price: Full Year



Year End 2019



Active House Listings as of December 31st

	2019	2018	%
Under \$750K	37	34	+8.8%
\$750K-\$1M	47	80	-41.3%
\$1M-\$1.2M	25	33	-24.2%
\$1.2M-\$1.5M	29	29	0%
\$1.5M-\$2M	32	47	-31.9%
\$2M-\$2.5M	20	30	-33.3%
\$2.5M-\$3M	15	23	-34.8%
\$3M-\$4M	18	15	+20%
\$4M-\$5M	5	8	-37.5%
Over \$5M	13	15	-13.3%

Number of Houses Closed: Full Year

	2019	2018	%
Under \$750K	82	82	0%
\$750K-\$1M	67	59	+13.6%
\$1M-\$1.2M	43	53	-18.9%
\$1.2M-\$1.5M	47	63	-25.4%
\$1.5M-\$2M	56	82	-31.7%
\$2M-\$2.5M	28	20	+40%
\$2.5M-\$3M	14	22	-36.4%
\$3M-\$4M	13	22	-40.9%
\$4M-\$5M	2	3	-33.3%
Over \$5M	2	5	-60%

Average List-to-Sale-Price Ratio: Houses

Based on closings in 2019.

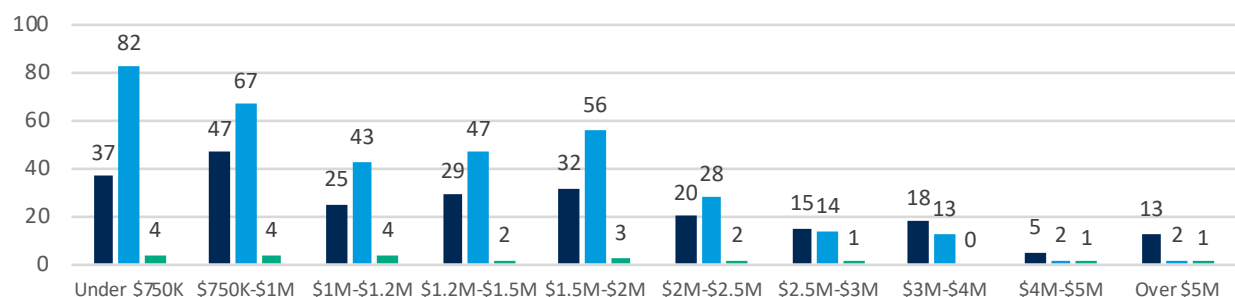
UNDER \$750K	\$750K-\$1M	\$1M-\$1.2M	\$1.2M-\$1.5M	\$1.5M-\$2M	\$2M-\$2.5M	\$2.5M-\$3M	\$3M-\$4M	\$4M-\$5M	OVER \$5M
93.7%	96.0%	93.9%	95.0%	96.3%	94.4%	96.5%	93.0%	97.5%	79.2%

Average for all price points: 94.8%

Houses: Active/Closed/Pending

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

Active Closed Pending



Year End 2019



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

	2019	2018	%
Under \$300K	4	3	+33.3%
\$300K-\$500K	3	1	+200%
\$500K-\$700K	7	1	+600%
\$700K-\$1M	4	4	0%
Over \$1M	6	1	+500%

Number of Condos/Co-Ops Closed: Full Year

	2019	2018	%
Under \$300K	4	4	0%
\$300K-\$500K	8	6	+33.3%
\$500K-\$700K	13	6	+116.7%
\$700K-\$1M	5	8	-37.5%
Over \$1M	3	2	+50%

Average List-to-Sale-Price Ratio: Condos

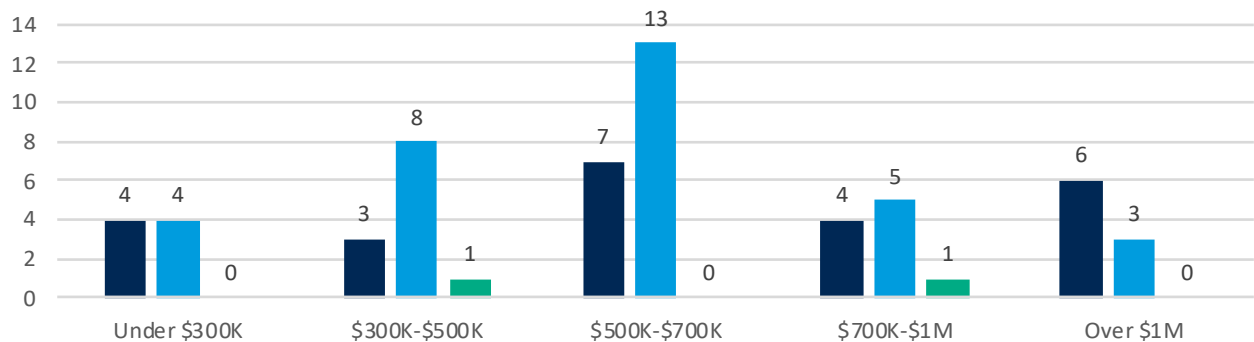
Based on closings in 2019.

UNDER \$300K	\$300K-\$500K	\$500K-\$700K	\$700K-\$1M	OVER \$1M
97.4%	96.3%	95.2%	96.8%	95.6%
Average for all price points: 96%				

Condos/Co-Ops: Active/Closed/Pending

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

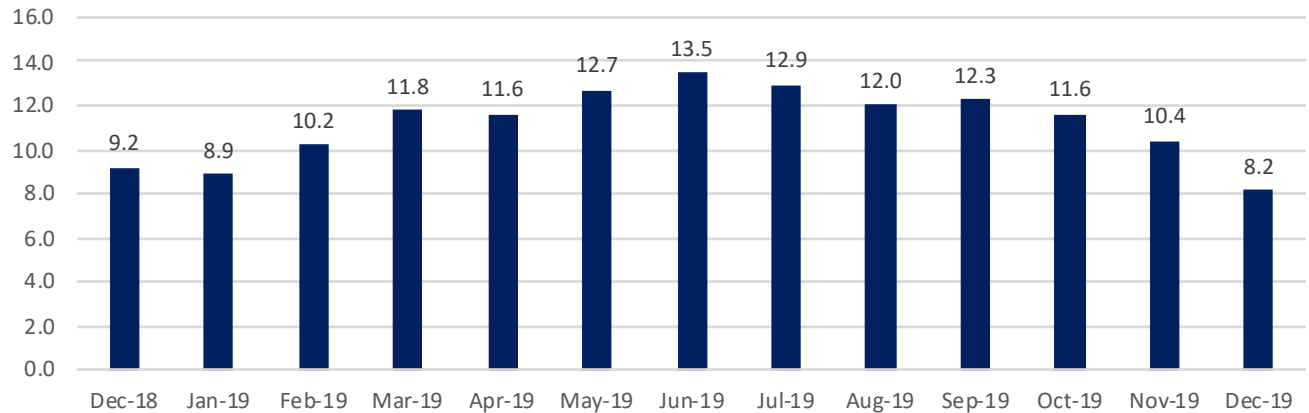
Active Closed Pending



Westport Absorption Rate: Houses

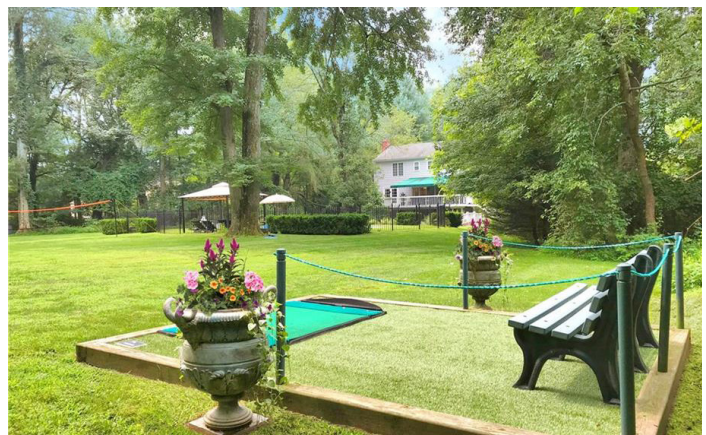
Absorption Rate: How many months it would take to sell all active listings in a given market or price range. We calculate it by taking the average number of closings over the prior 12 months and multiplying that by the number of active listings.

Absorption Rate in Months: Houses



DECEMBER 2019			JUNE 2019		DECEMBER 2018	
	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE
Under \$750K	37	5.4	53	8.6	34	5.0
\$750K-\$1M	47	8.4	71	14.4	80	16.3
\$1M-\$1.2M	25	7.0	37	10.1	33	7.5
\$1.2M-\$1.5M	29	7.4	62	13.5	29	5.5
\$1.5M-\$2M	32	6.9	59	8.9	47	6.9
\$2M-\$2.5M	20	8.6	37	24.7	30	18.0
\$2.5M-\$3M	15	12.9	36	28.8	23	12.5
\$3M-\$4M	18	16.6	32	20.2	15	8.2
\$4M-\$5M	5	30.0	10	120.0	8	32.0
Over \$5M	13	78.0	17	68.0	15	36.0

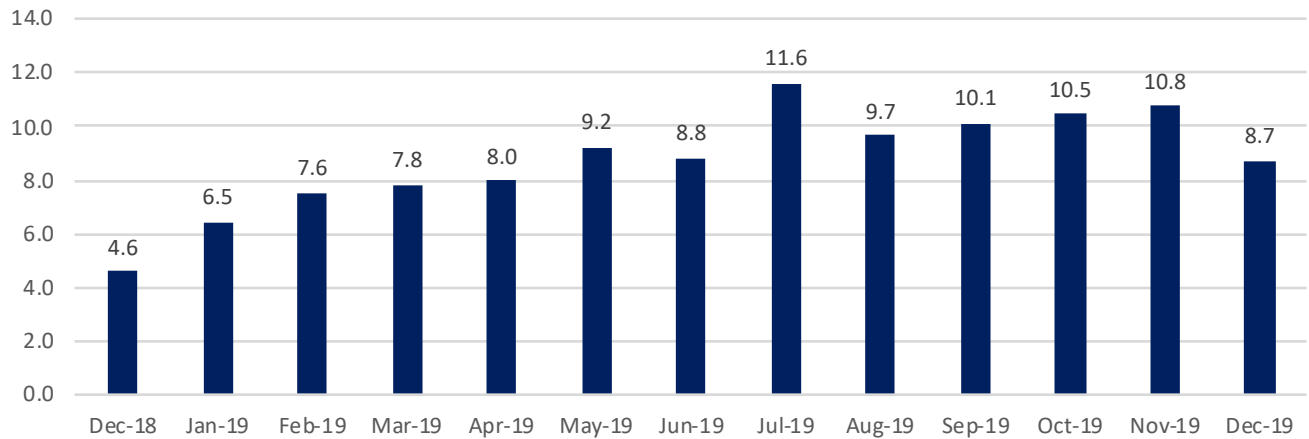
From December 2018 to December 2019 Westport averaged having an **11.2**-month supply of houses for sale. For December 2019, price ranges under \$2 million averaged having a **7**-month supply of houses.



15 Turkey Hill Circle, Westport. \$1,298,000. Web# 170235098.

Westport 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	4	12.0	14	28.0	3	9.0
\$300K-\$500K	3	4.5	6	8.0	1	2.0
\$500K-\$700K	7	6.5	1	2.0	1	2.0
\$700K-\$1M	4	9.6	1	1.3	4	6.0
Over \$1M	6	24.0	0	--	1	6.0

From December 2018 to December 2019 Westport averaged having a **8.8**-month supply of condos for sale. For December 2019, price ranges under \$700,000 averaged having a **7.7**-month supply.

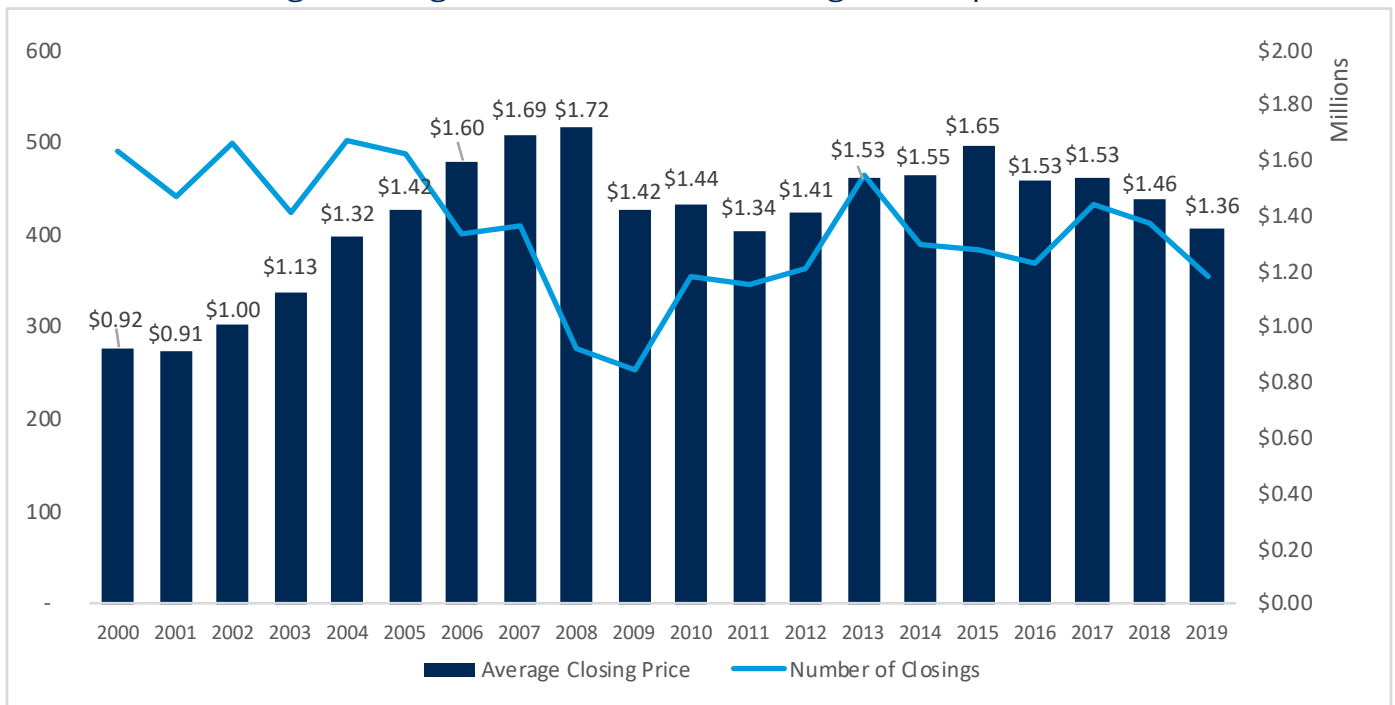


17 Cardinal Lane, Westport. \$999,000. Web# 170202896



House Closings: 2000-2019

Average Closing Price/Number of Closings - Westport Houses

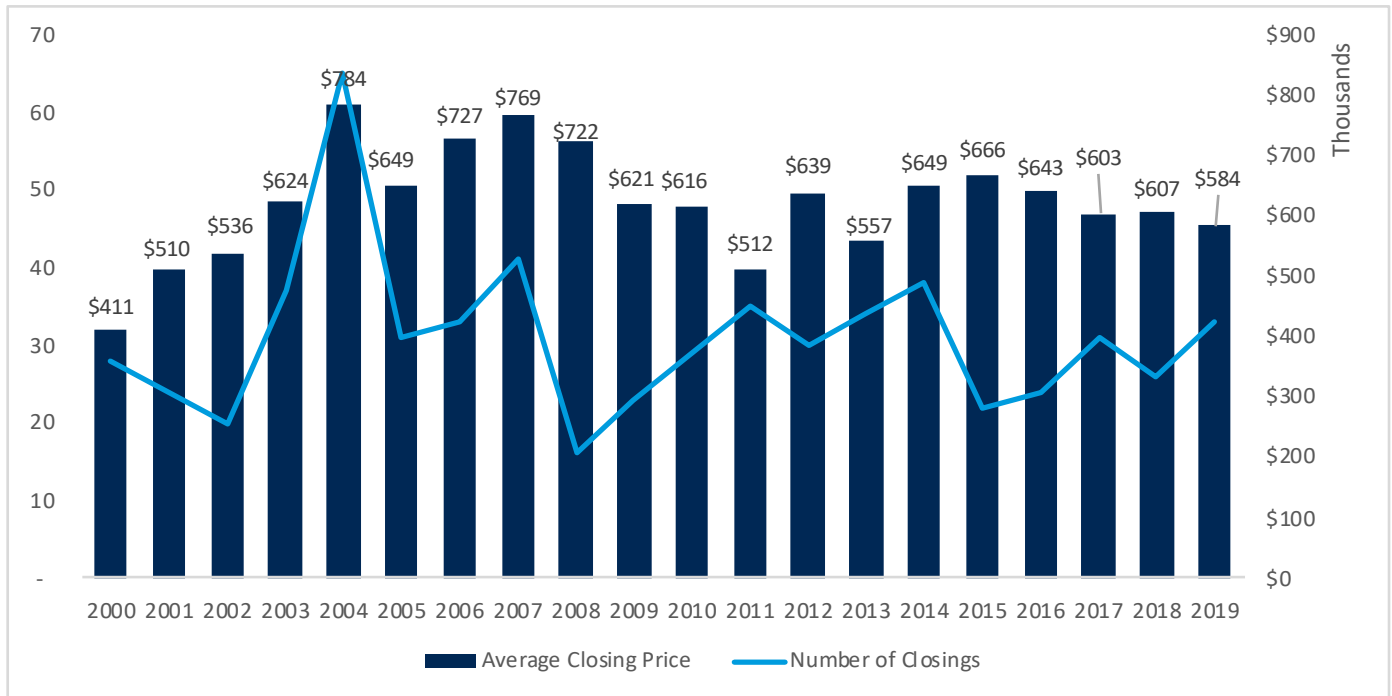


YEAR	AVERAGE CLOSING PRICE	AVG. CLOSING PRICE % CHANGE YEAR-OVER-YEAR	# OF CLOSINGS	# OF CLOSINGS % CHANGE YEAR-OVER-YEAR	AVERAGE CDOM
2000	\$920,601		491		80
2001	\$907,982	-1.4%	441	-10.2%	89
2002	\$1,004,884	+10.7%	497	+12.7%	72
2003	\$1,126,906	+12.1%	424	-14.7%	76
2004	\$1,320,491	+17.2%	501	+18.2%	77
2005	\$1,419,209	+7.5%	487	-2.8%	74
2006	\$1,598,303	+12.6%	400	-17.9%	94
2007	\$1,692,247	+5.9%	410	+2.5%	104
2008	\$1,722,483	+1.8%	275	-32.9%	156
2009	\$1,420,472	-17.5%	252	-8.4%	224
2010	\$1,443,747	+1.6%	353	+40.1%	190
2011	\$1,340,221	-7.2%	345	-2.3%	179
2012	\$1,407,232	+5%	362	+4.9%	202
2013	\$1,533,045	+8.9%	465	+28.5%	165
2014	\$1,545,200	+0.8%	389	-16.3%	165
2015	\$1,647,417	+6.6%	384	-1.3%	178
2016	\$1,527,152	-7.3%	367	-4.4%	200
2017	\$1,532,674	+0.4%	433	+18%	198
2018	\$1,457,544	-4.9%	411	-5.1%	148
2019	\$1,357,924	-6.8%	354	-13.9%	196



Condo Closings: 2000-2019

Average Closing Price/Number of Closings - Westport 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	\$411,314		28		67
2001	\$509,663	+23.9%	24	-14.3%	70
2002	\$536,437	+5.3%	20	-16.7%	54
2003	\$624,376	+16.4%	37	+85%	76
2004	\$783,776	+25.5%	65	+75.7%	79
2005	\$648,690	-17.2%	31	-52.3%	44
2006	\$727,225	+12.1%	33	+6.5%	64
2007	\$768,677	+5.7%	41	+24.2%	96
2008	\$721,625	-6.1%	16	-61%	126
2009	\$621,050	-13.9%	23	+43.8%	183
2010	\$615,701	-0.9%	29	+26.1%	202
2011	\$512,171	-16.8%	35	+20.7%	191
2012	\$638,817	+24.7%	30	-14.3%	152
2013	\$557,215	-12.8%	34	+13.3%	138
2014	\$648,557	+16.4%	38	+11.8%	105
2015	\$665,532	+2.6%	22	-42.1%	142
2016	\$643,432	-3.3%	24	+9.1%	83
2017	\$602,740	-6.3%	31	+29.2%	101
2018	\$606,994	+0.7%	26	-16.1%	154
2019	\$584,266	-3.7%	33	+26.9%	110

Lower Fairfield County

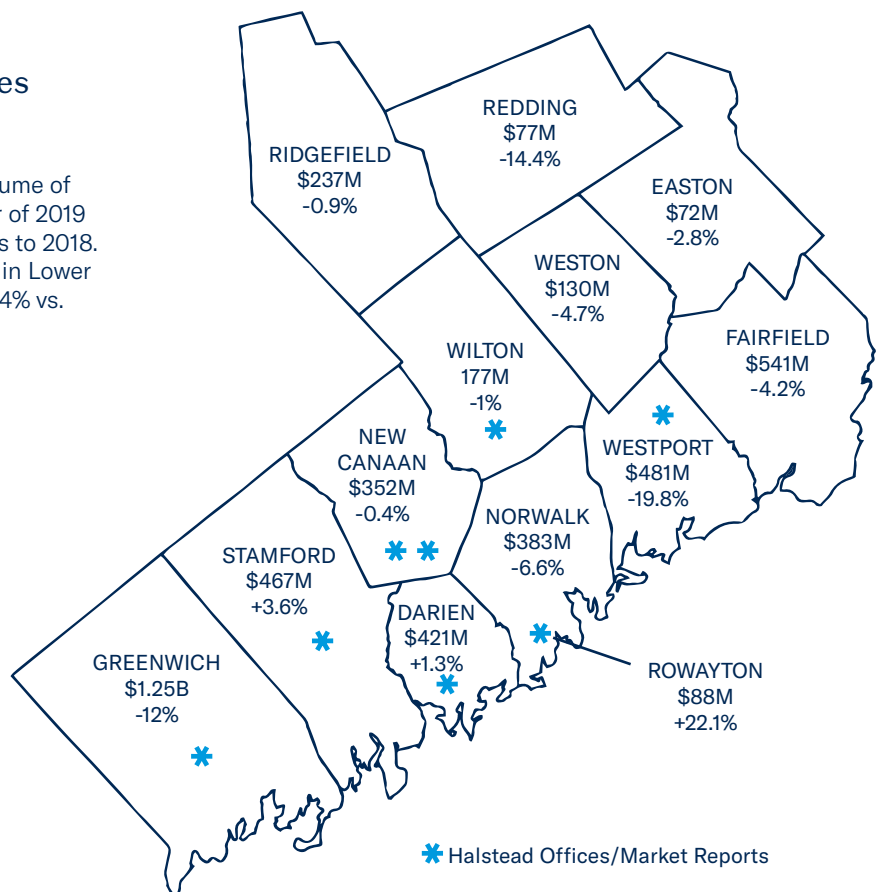
Town Comparison: Sold Houses - Year End

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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