



**HALSTEAD**  
REAL ESTATE

# Connecticut Market Report 2019 Third Quarter 2019

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**HALSTEAD CONNECTICUT, LLC**

# Greenwich Overview



## Single Family Houses

Number of Solds Q3  
Vs. Q3 2018

↓ 10.9%

Average Sold Price Q3  
Vs. Q3 2018

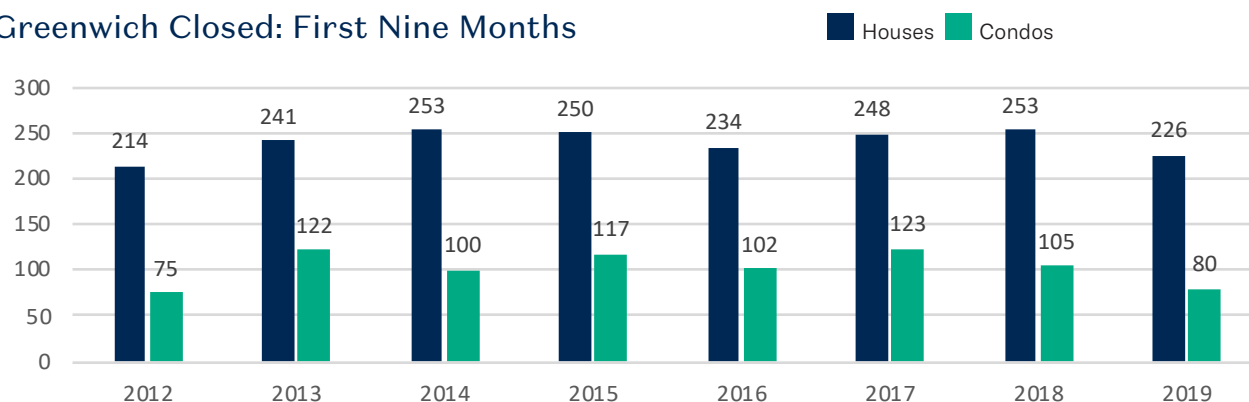
↑ 15.5%

Sept. 30 Inventory  
Vs. Sept. 30, 2018

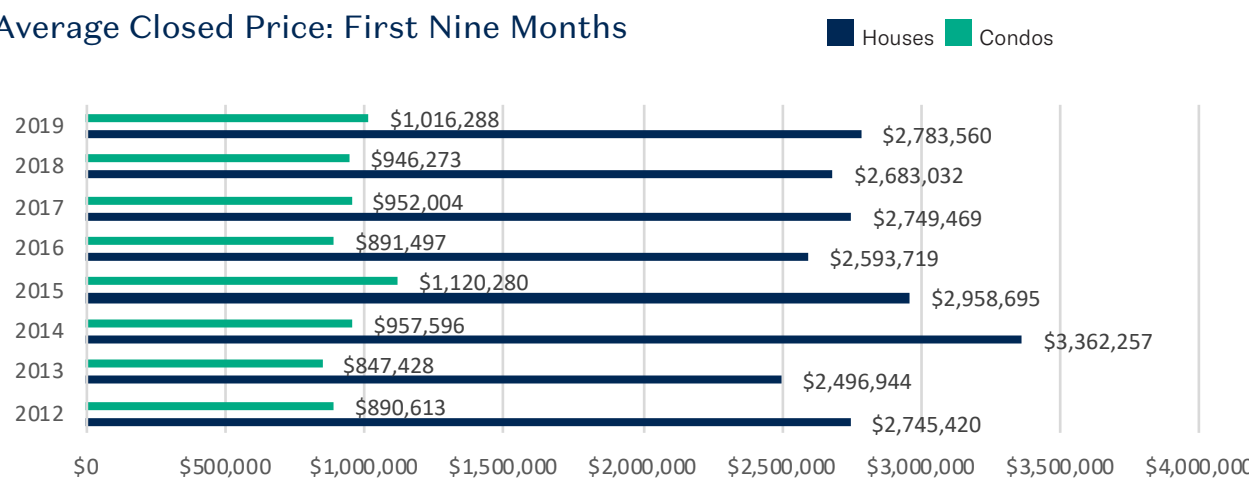
↑ 8.9%

	2019	2018	% CHANGE
Houses: Closings in Third Quarter	98	110	-10.9%
Houses: Average Closing Price Third Quarter	\$2,786,196	\$2,412,574	+15.5%
Houses: Closings First Nine Months	226	253	-10.7%
Houses: Average Closing Price First Nine Months	\$2,783,560	\$2,683,032	+3.7%
Houses: Pending on September 30	15	20	-25%
Houses: Active Inventory Sept. 30th	467	429	+8.9%
Condos: Closings First Nine Months	80	105	-23.8%
Condos: Average Closing Price First Nine Months	\$1,016,288	\$946,273	+7.4%
Condos: Active Inventory Sept. 30th	141	128	+10.2%

## Greenwich Closed: First Nine Months



## Average Closed Price: First Nine Months



# Cos Cob Overview



## Single Family Houses

Number of Solds Q3  
Vs. Q3 2018

↓5.3%

Average Sold Price Q3  
Vs. Q3 2018

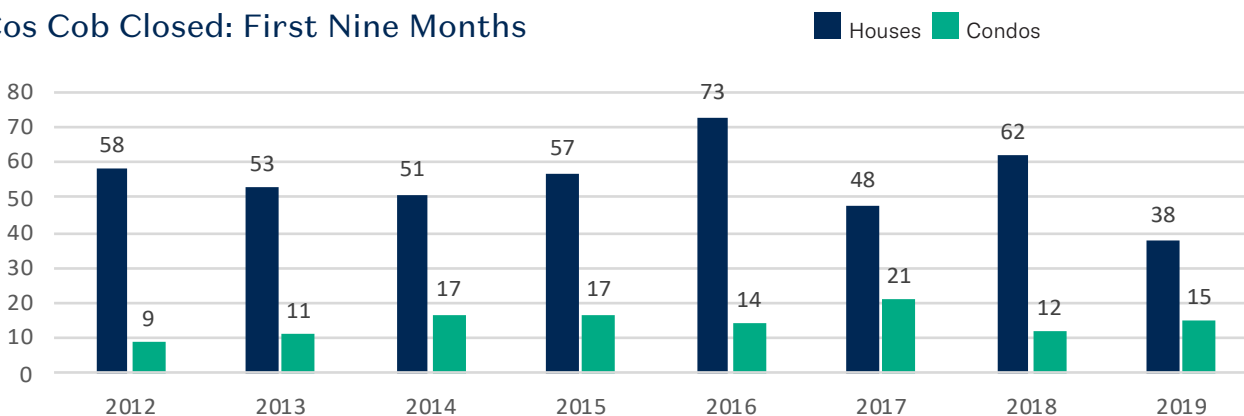
↓14.8%

Sept. 30 Inventory  
Vs. Sept. 30, 2018

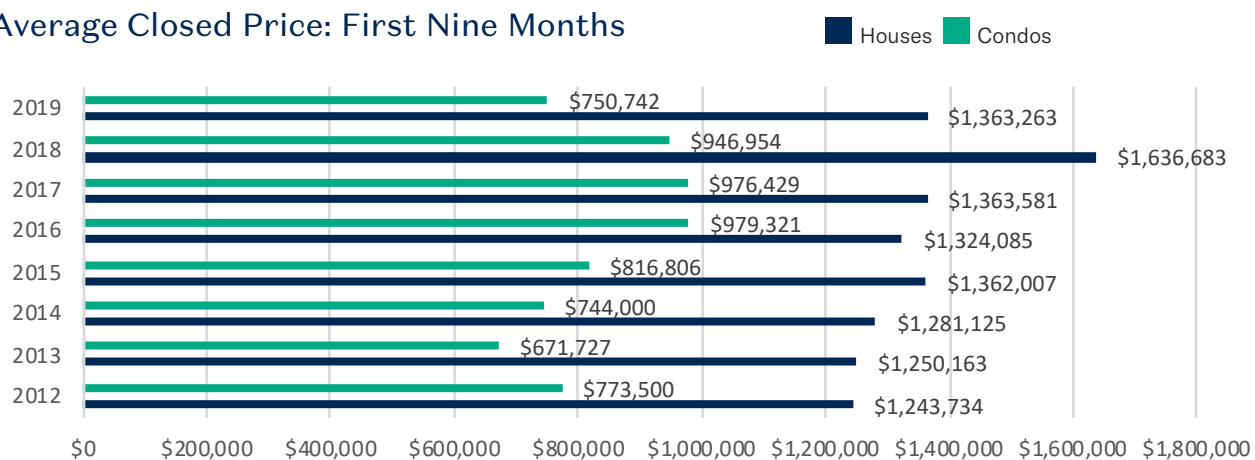
↓14.8%

	2019	2018	% CHANGE
Houses: Closings in Third Quarter	18	19	-5.3%
Houses: Average Closing Price Third Quarter	\$1,299,306	\$1,525,016	-14.8%
Houses: Closings First Nine Months	38	62	-38.7%
Houses: Average Closing Price First Nine Months	\$1,363,263	\$1,636,683	-16.7%
Houses: Pending on September 30	5	5	0%
Houses: Active Inventory Sept. 30th	52	61	-14.8%
Condos: Closings First Nine Months	15	12	+25%
Condos: Average Closing Price First Nine Months	\$750,742	\$946,954	-20.7%
Condos: Active Inventory Sept. 30th	22	14	+57.1%

## Cos Cob Closed: First Nine Months



## Average Closed Price: First Nine Months



# Riverside Overview



## Single Family Houses

Number of Solds Q3  
Vs. Q3 2018

↑10%

Average Sold Price Q3  
Vs. Q3 2018

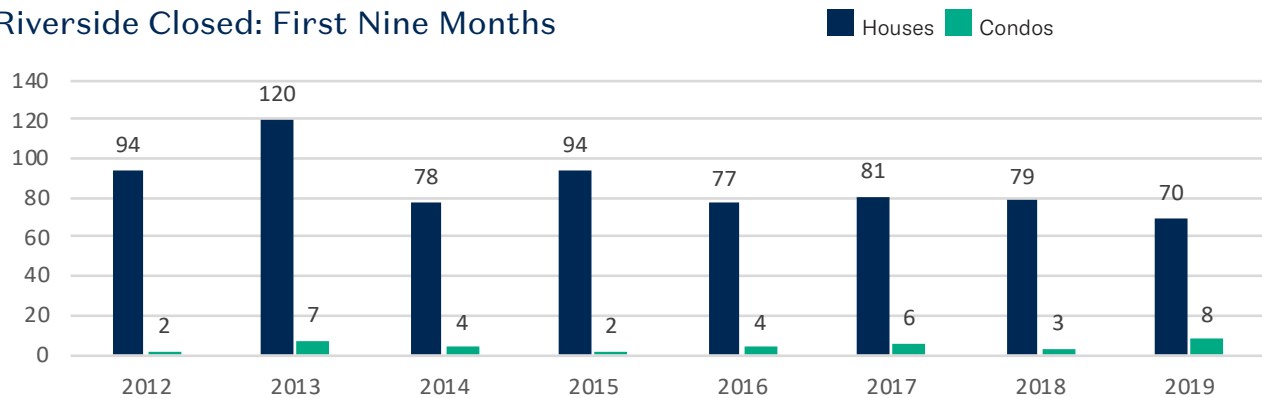
↓20.6%

Sept. 30 Inventory  
Vs. Sept. 30, 2018

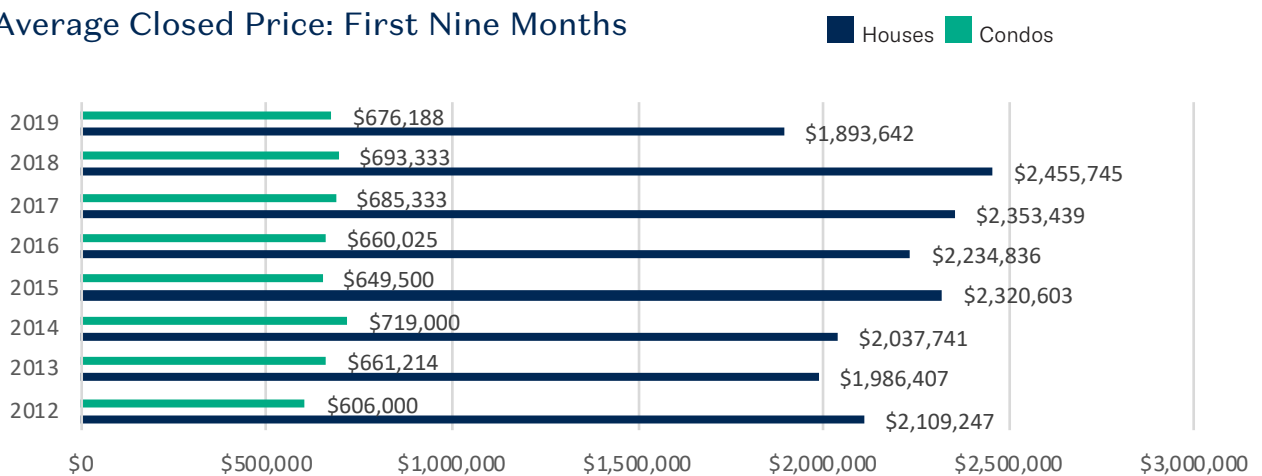
↓27.6%

	2019	2018	% CHANGE
Houses: Closings in Third Quarter	33	30	+10%
Houses: Average Closing Price Third Quarter	\$1,923,989	\$2,424,527	-20.6%
Houses: Closings First Nine Months	70	79	-11.4%
Houses: Average Closing Price First Nine Months	\$1,893,642	\$2,455,745	-22.9%
Houses: Pending on September 30	4	4	0%
Houses: Active Inventory Sept. 30th	71	98	-27.6%
Condos: Closings First Nine Months	8	3	+166.7%
Condos: Average Closing Price First Nine Months	\$676,188	\$693,333	-2.5%
Condos: Active Inventory Sept. 30th	0	4	NA

### Riverside Closed: First Nine Months



### Average Closed Price: First Nine Months



# Old Greenwich Overview



## Single Family Houses

Number of Solds Q3  
Vs. Q3 2018

↑ 28%

Average Sold Price Q3  
Vs. Q3 2018

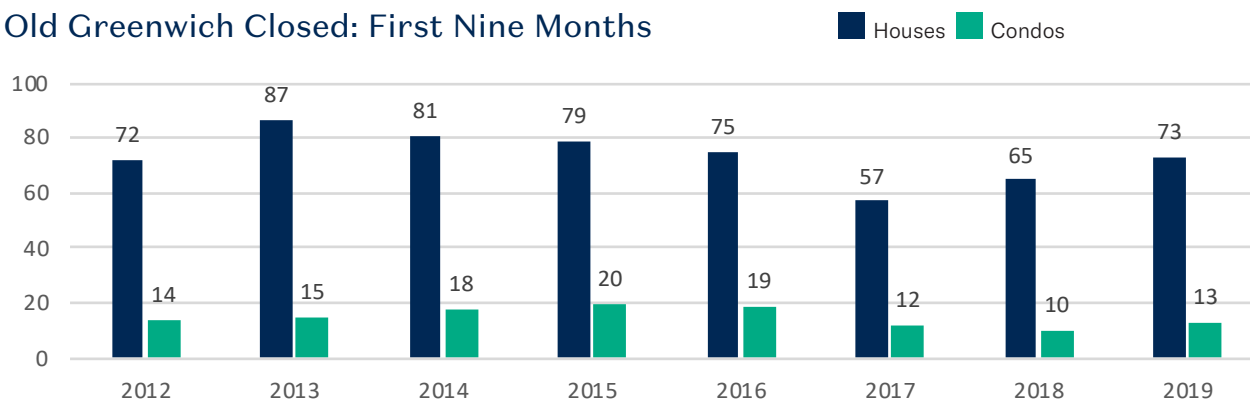
↑ 20.2%

Sept. 30 Inventory  
Vs. Sept. 30, 2018

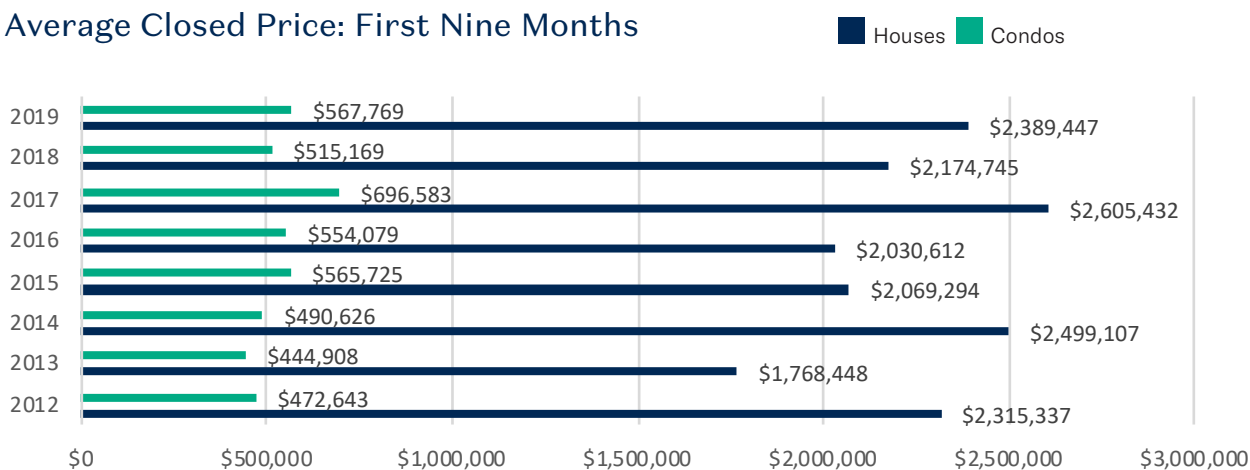
↓ 11%

	2019	2018	% CHANGE
Houses: Closings in Third Quarter	32	25	+28%
Houses: Average Closing Price Third Quarter	\$2,400,156	\$1,997,576	+20.2%
Houses: Closings First Nine Months	73	65	+12.3%
Houses: Average Closing Price First Nine Months	\$2,389,447	\$2,174,745	+9.9%
Houses: Pending on September 30	11	8	+37.5%
Houses: Active Inventory Sept. 30th	65	73	-11%
Condos: Closings First Nine Months	13	10	+30%
Condos: Average Closing Price First Nine Months	\$567,769	\$515,169	+10.2%
Condos: Active Inventory Sept. 30th	12	11	+9.1%

## Old Greenwich Closed: First Nine Months



## Average Closed Price: First Nine Months



# Stamford Overview



## Single Family Houses

Number of Solds Q3  
Vs. Q3 2018

↑ 33.2%

Average Sold Price Q3  
Vs. Q3 2018

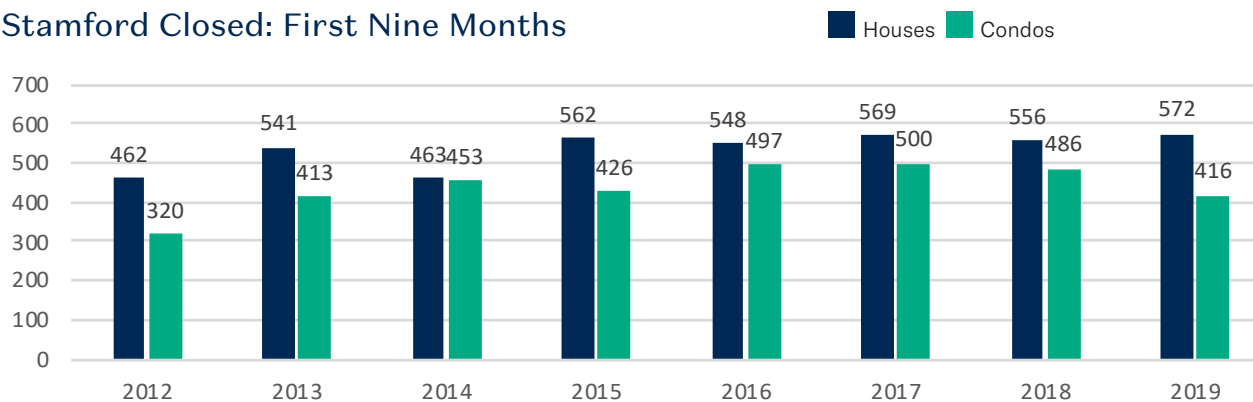
↑ 6.4%

Sept. 30 Inventory  
Vs. Sept. 30, 2018

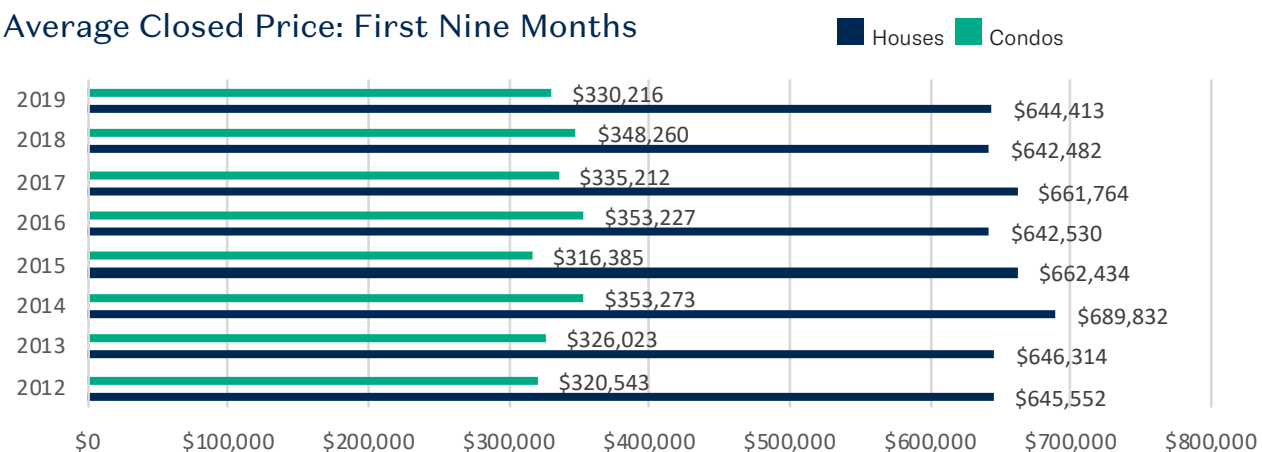
↓ 0.5%

	2019	2018	% CHANGE
Houses: Closings in Third Quarter	249	187	+33.2%
Houses: Average Closing Price Third Quarter	\$660,717	\$620,836	+6.4%
Houses: Closings First Nine Months	572	556	+2.9%
Houses: Average Closing Price First Nine Months	\$644,413	\$642,482	+0.3%
Houses: Pending on September 30	75	64	+17.2%
Houses: Active Inventory Sept. 30th	438	440	-0.5%
Condos: Closings First Nine Months	416	486	-14.4%
Condos: Average Closing Price First Nine Months	\$330,216	\$348,260	-5.2%
Condos: Active Inventory Sept. 30th	296	241	+22.8%

### Stamford Closed: First Nine Months



### Average Closed Price: First Nine Months



# Darien Overview



## Single Family Houses

Number of Solds Q3  
Vs. Q3 2018

↑ 9.6%

Average Sold Price Q3  
Vs. Q3 2018

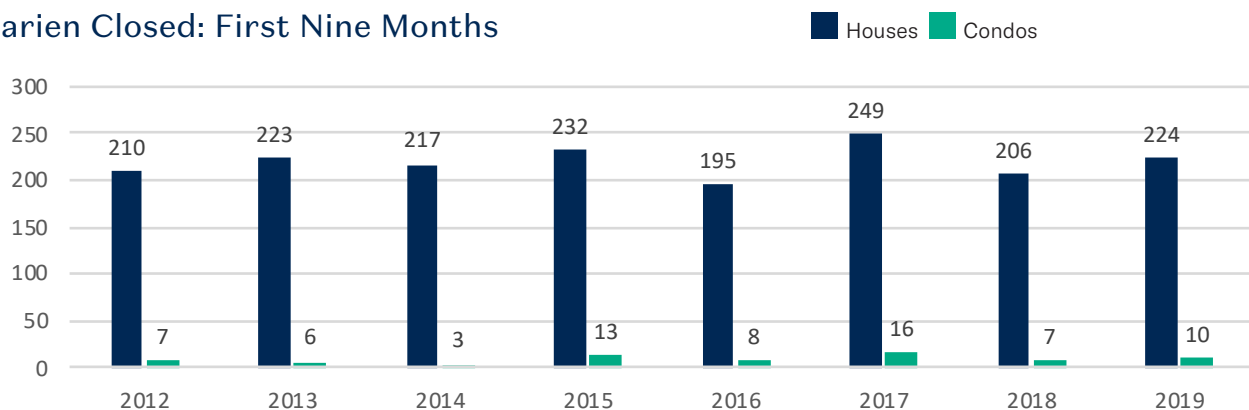
↑ 1%

Sept. 30 Inventory  
Vs. Sept. 30, 2018

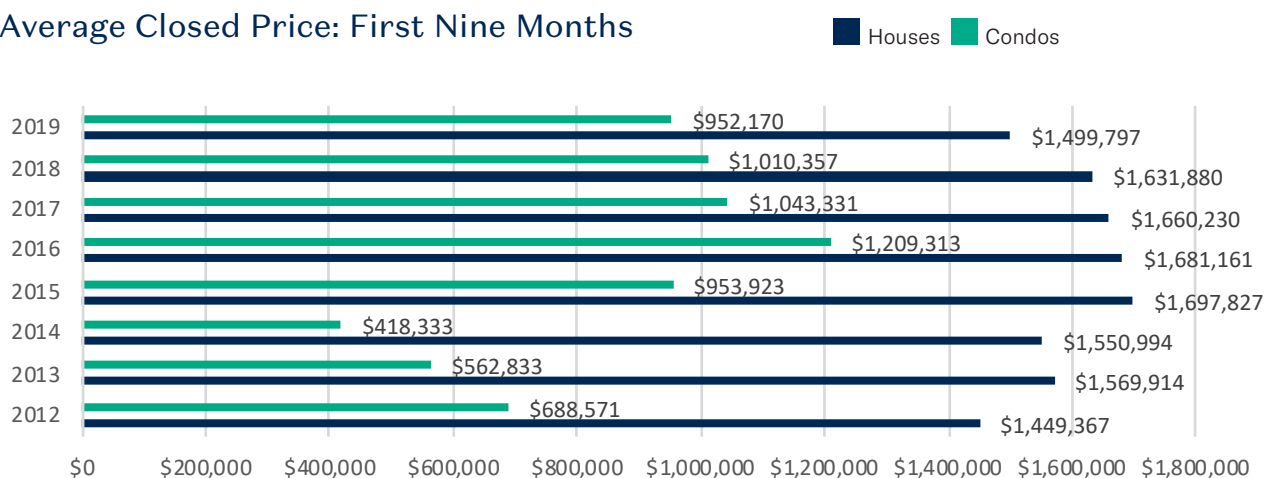
↓ 8.3%

	2019	2018	% CHANGE
Houses: Closings in Third Quarter	91	83	+9.6%
Houses: Average Closing Price Third Quarter	\$1,572,164	\$1,556,238	+1%
Houses: Closings First Nine Months	224	206	+8.7%
Houses: Average Closing Price First Nine Months	\$1,499,797	\$1,631,880	-8.1%
Houses: Pending on September 30	20	12	+66.7%
Houses: Active Inventory Sept. 30th	232	253	-8.3%
Condos: Closings First Nine Months	10	7	+42.9%
Condos: Average Closing Price First Nine Months	\$952,170	\$1,010,357	-5.8%
Condos: Active Inventory Sept. 30th	19	18	+5.6%

## Darien Closed: First Nine Months



## Average Closed Price: First Nine Months



# New Canaan Overview



## Single Family Houses

Number of Solds Q3  
Vs. Q3 2018

↑ 18.3%

Average Sold Price Q3  
Vs. Q3 2018

↓ 17.2%

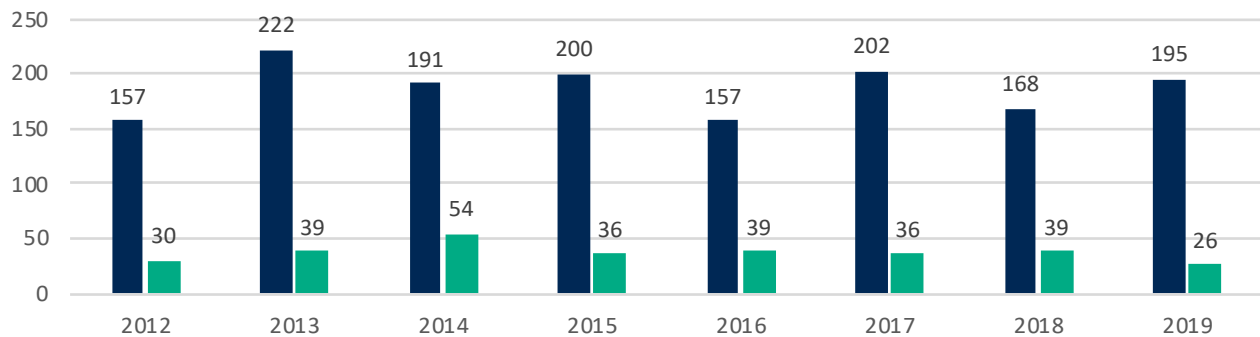
Sept. 30 Inventory  
Vs. Sept. 30, 2018

↓ 19.4%

	2019	2018	% CHANGE
Houses: Closings in Third Quarter	84	71	+18.3%
Houses: Average Closing Price Third Quarter	\$1,357,226	\$1,639,796	-17.2%
Houses: Closings First Nine Months	195	168	+16.1%
Houses: Average Closing Price First Nine Months	\$1,388,234	\$1,663,073	-16.5%
Houses: Pending on September 30	20	28	-28.6%
Houses: Active Inventory Sept. 30th	266	330	-19.4%
Condos: Closings First Nine Months	26	39	-33.3%
Condos: Average Closing Price First Nine Months	\$666,538	\$692,968	-3.8%
Condos: Active Inventory Sept. 30th	43	42	+2.4%

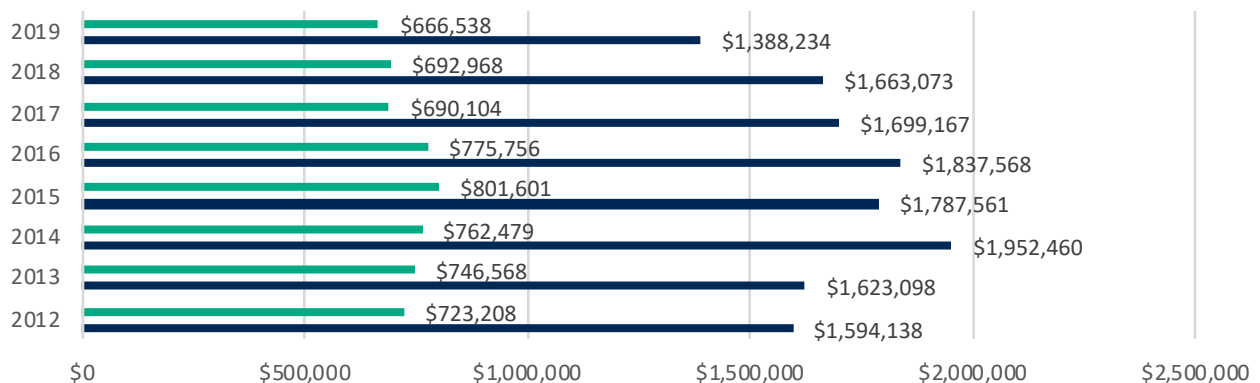
## New Canaan Closed: First Nine Months

■ Houses ■ Condos



## Average Closed Price: First Nine Months

■ Houses ■ Condos





# Norwalk Overview



## Single Family Houses

Number of Solds Q3  
Vs. Q3 2018

↓ 6.8%

Average Sold Price Q3  
Vs. Q3 2018

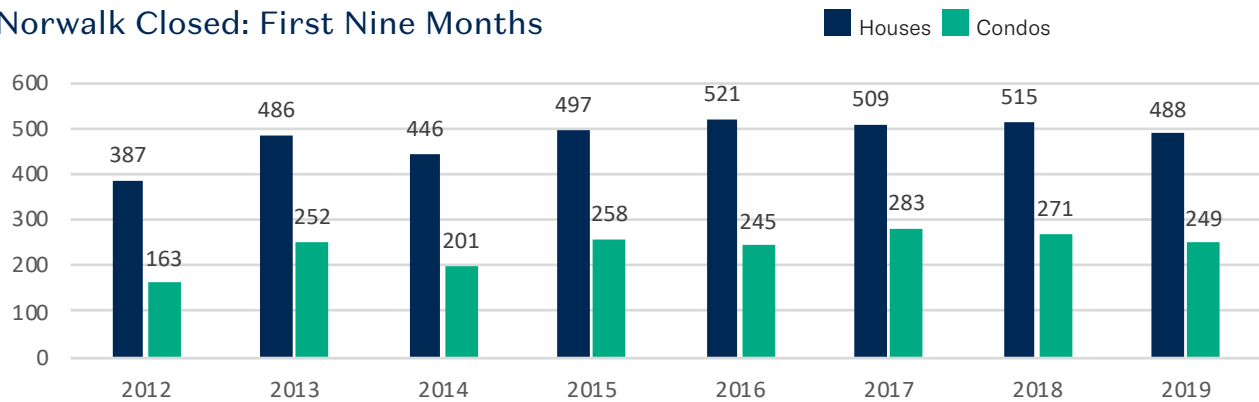
↓ 10.1%

Sept. 30 Inventory  
Vs. Sept. 30, 2018

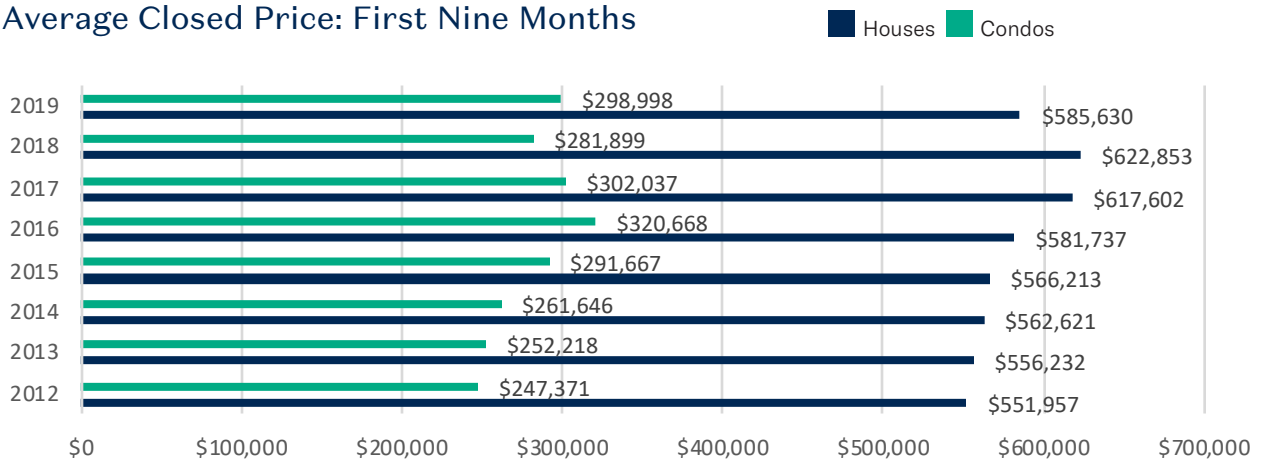
↑ 4.2%

	2019	2018	% CHANGE
Houses: Closings in Third Quarter	192	206	-6.8%
Houses: Average Closing Price Third Quarter	\$588,228	\$654,113	-10.1%
Houses: Closings First Nine Months	488	515	-5.2%
Houses: Average Closing Price First Nine Months	\$585,630	\$622,853	-6%
Houses: Pending on September 30	53	57	-7%
Houses: Active Inventory Sept. 30th	368	353	+4.2%
Condos: Closings First Nine Months	249	271	-8.1%
Condos: Average Closing Price First Nine Months	\$298,998	\$281,899	+6.1%
Condos: Active Inventory Sept. 30th	150	108	+38.9%

## Norwalk Closed: First Nine Months



## Average Closed Price: First Nine Months



# Rowayton Overview



## Single Family Houses

Number of Solds Q3  
Vs. Q3 2018

0%

Average Sold Price Q3  
Vs. Q3 2018

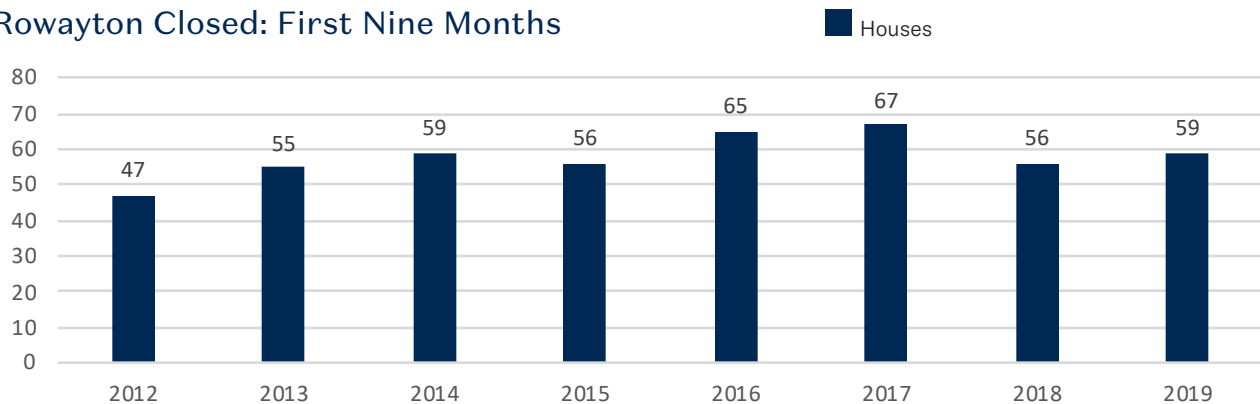
↓ 13.2%

Sept. 30 Inventory  
Vs. Sept. 30, 2018

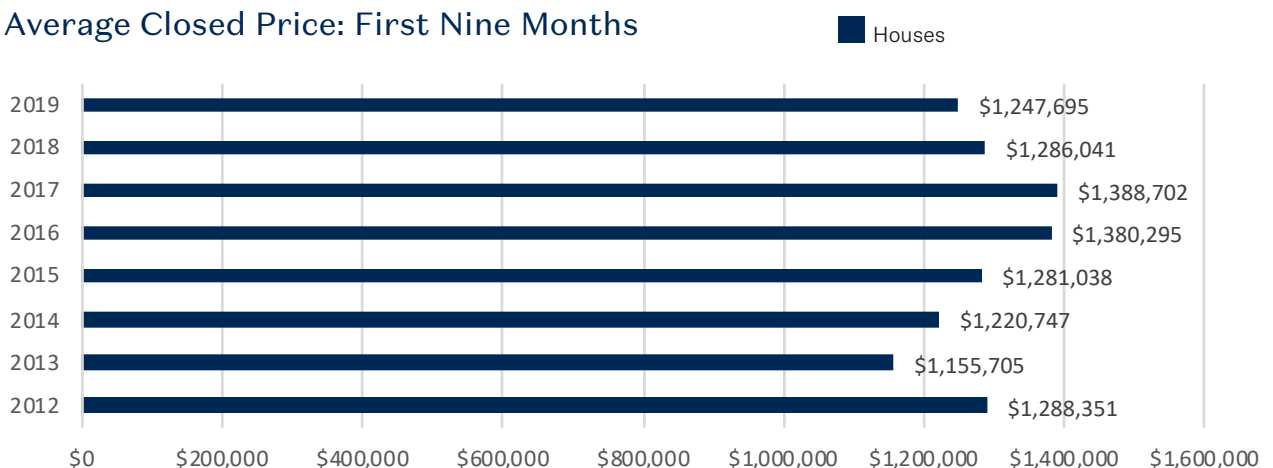
↑ 15.6%

	2019	2018	% CHANGE
Houses: Closings in Third Quarter	24	24	0%
Houses: Average Closing Price Third Quarter	\$1,277,771	\$1,472,823	-13.2%
Houses: Closings First Nine Months	59	56	+5.4%
Houses: Average Closing Price First Nine Months	\$1,247,695	\$1,286,041	-3%
Houses: Pending on September 30	11	5	+120%
Houses: Active Inventory Sept. 30th	74	64	+15.6%
Condos: Closings First Nine Months	6	2	+200%
Condos: Average Closing Price First Nine Months	\$889,167	\$316,000	+181.4%
Condos: Active Inventory Sept. 30th	3	2	+50%

### Rowayton Closed: First Nine Months



### Average Closed Price: First Nine Months



# Wilton Overview



## Single Family Houses

Number of Solds Q3  
Vs. Q3 2018

↑ 4.1%

Average Sold Price Q3  
Vs. Q3 2018

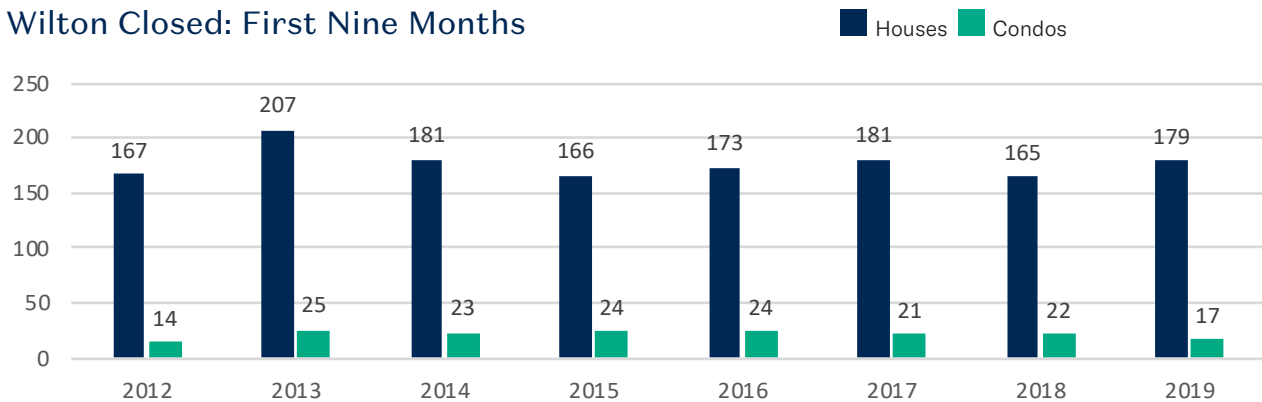
↓ 5.9%

Sept. 30 Inventory  
Vs. Sept. 30, 2018

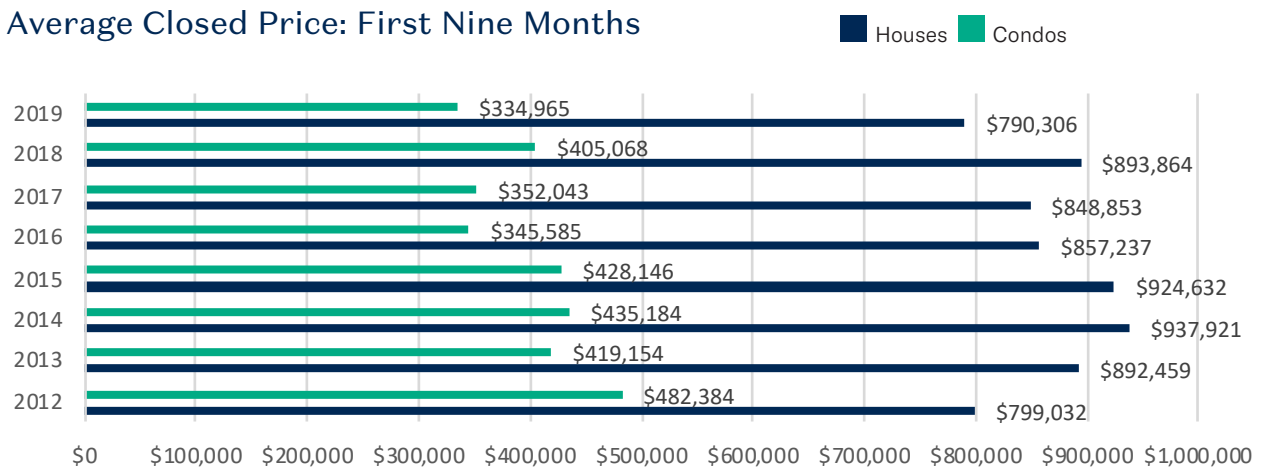
↓ 4.8%

	2019	2018	% CHANGE
Houses: Closings in Third Quarter	77	74	+4.1%
Houses: Average Closing Price Third Quarter	\$822,368	\$874,348	-5.9%
Houses: Closings First Nine Months	179	165	+8.5%
Houses: Average Closing Price First Nine Months	\$790,306	\$893,864	-11.6%
Houses: Pending on September 30	10	16	-37.5%
Houses: Active Inventory Sept. 30th	216	227	-4.8%
Condos: Closings First Nine Months	17	22	-22.7%
Condos: Average Closing Price First Nine Months	\$334,965	\$405,068	-17.3%
Condos: Active Inventory Sept. 30th	17	17	0%

### Wilton Closed: First Nine Months



### Average Closed Price: First Nine Months



# Westport Overview



## Single Family Houses

Number of Solds Q3  
Vs. Q3 2018

↓ 16.8%

Average Sold Price Q3  
Vs. Q3 2018

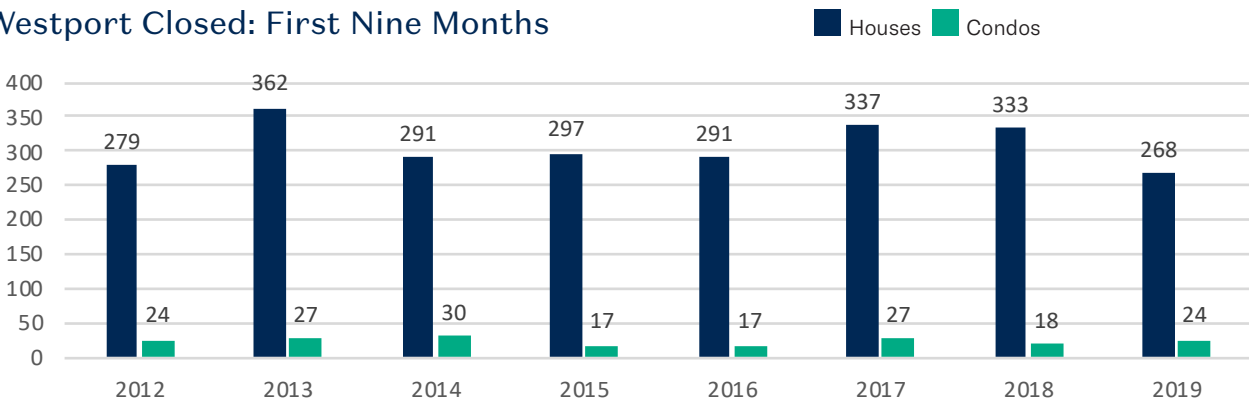
↓ 3.8%

Sept. 30 Inventory  
Vs. Sept. 30, 2018

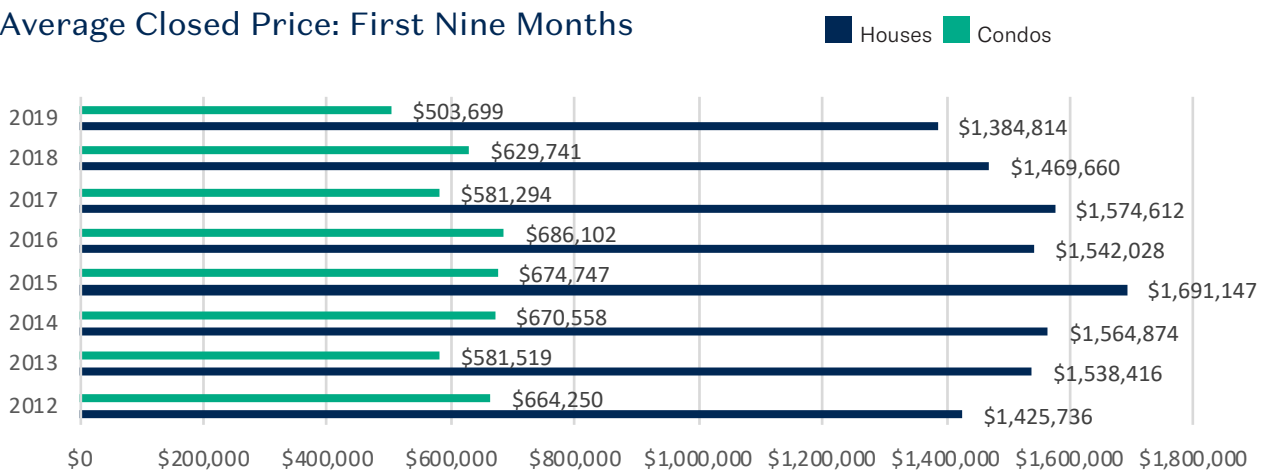
↓ 11.7%

	2019	2018	% CHANGE
Houses: Closings in Third Quarter	109	131	-16.8%
Houses: Average Closing Price Third Quarter	\$1,390,963	\$1,445,402	-3.8%
Houses: Closings First Nine Months	268	333	-19.5%
Houses: Average Closing Price First Nine Months	\$1,384,814	\$1,469,660	-5.8%
Houses: Pending on September 30	28	33	-15.2%
Houses: Active Inventory Sept. 30th	356	403	-11.7%
Condos: Closings First Nine Months	24	18	+33.3%
Condos: Average Closing Price First Nine Months	\$503,699	\$629,741	-20%
Condos: Active Inventory Sept. 30th	27	15	+80%

## Westport Closed: First Nine Months



## Average Closed Price: First Nine Months





## Single Family Houses

Number of Solds Q3  
Vs. Q3 2018

↓ 3.1%

Average Sold Price Q3  
Vs. Q3 2018

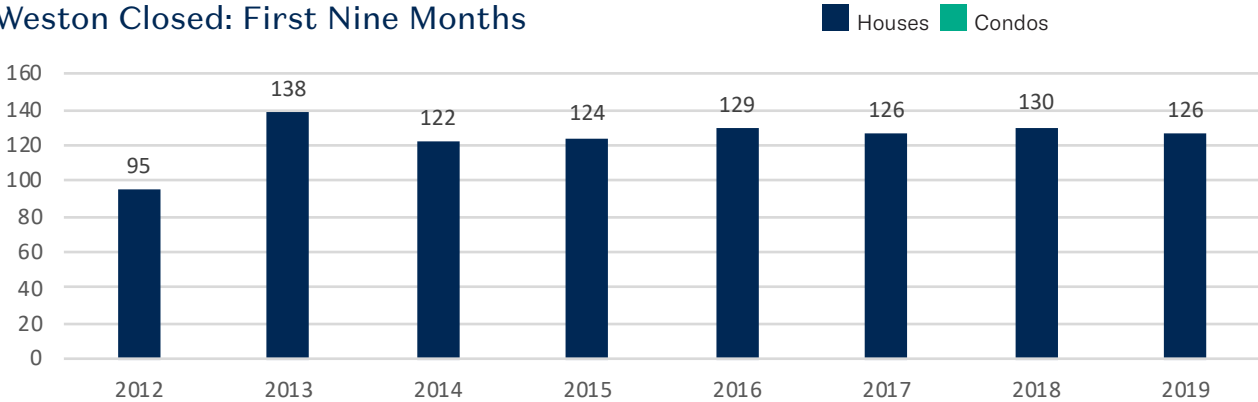
↓ 6.8%

Sept. 30 Inventory  
Vs. Sept. 30, 2018

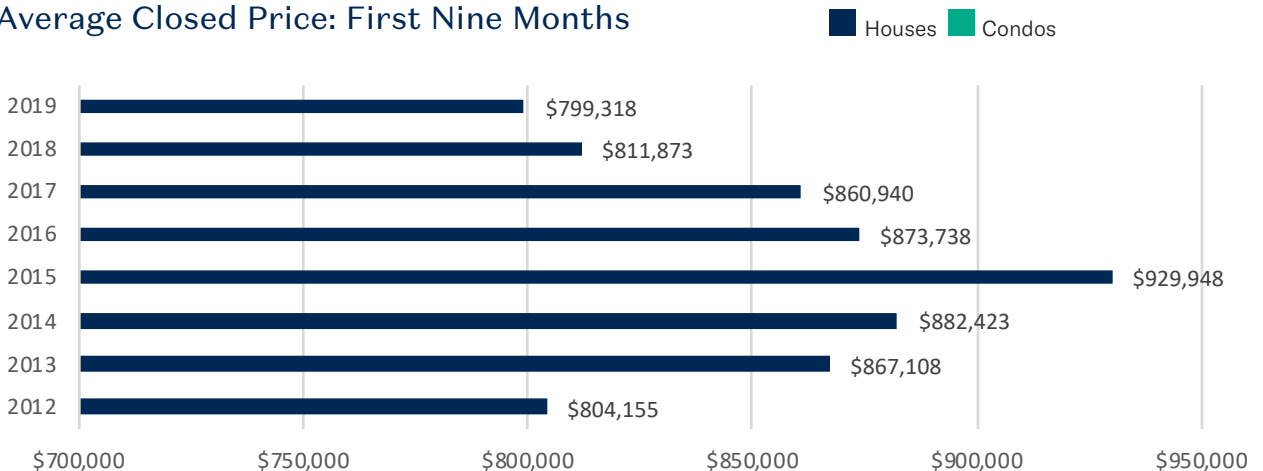
↓ 3.6%

	2019	2018	% CHANGE
Houses: Closings in Third Quarter	62	64	-3.1%
Houses: Average Closing Price Third Quarter	\$827,337	\$887,942	-6.8%
Houses: Closings First Nine Months	126	130	-3.1%
Houses: Average Closing Price First Nine Months	\$799,318	\$811,873	-1.5%
Houses: Pending on September 30	16	9	+77.8%
Houses: Active Inventory Sept. 30th	162	168	-3.6%

## Weston Closed: First Nine Months



## Average Closed Price: First Nine Months



# Fairfield Overview



## Single Family Houses

Number of Solds Q3  
Vs. Q3 2018

↑ 5.7%

Average Sold Price Q3  
Vs. Q3 2018

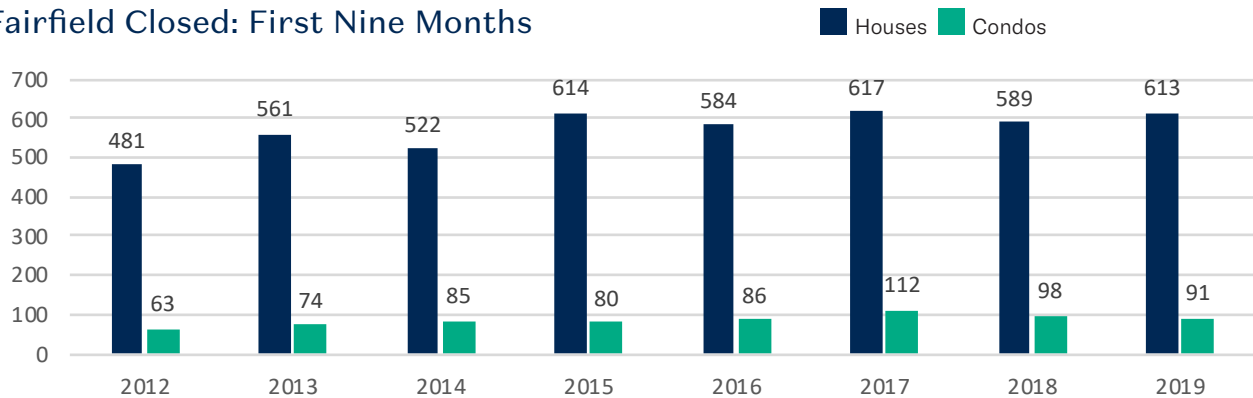
↓ 13.8%

Sept. 30 Inventory  
Vs. Sept. 30, 2018

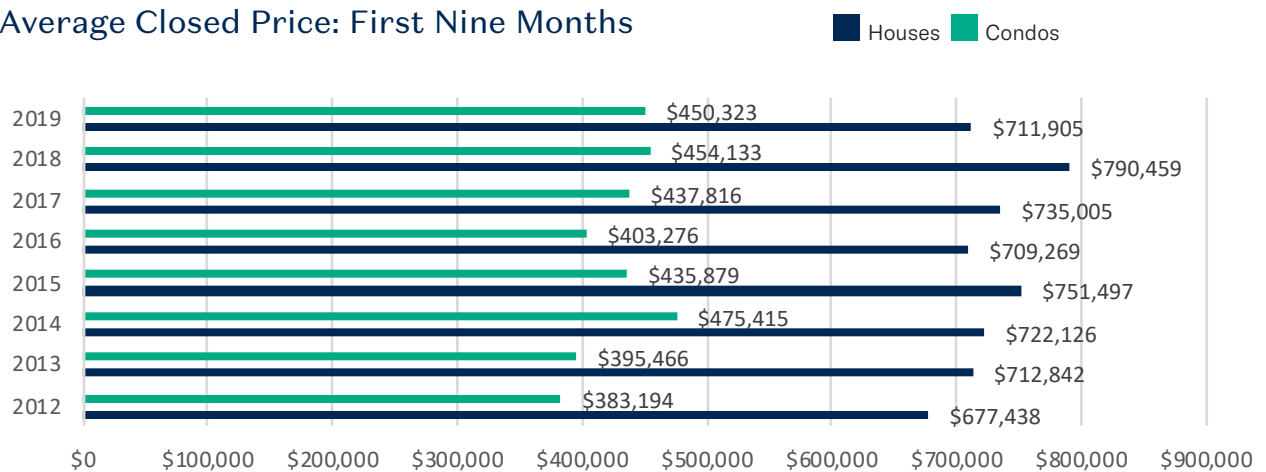
↓ 1.4%

	2019	2018	% CHANGE
Houses: Closings in Third Quarter	243	230	+5.7%
Houses: Average Closing Price Third Quarter	\$714,677	\$829,464	-13.8%
Houses: Closings First Nine Months	613	589	+4.1%
Houses: Average Closing Price First Nine Months	\$711,905	\$790,459	-9.9%
Houses: Pending on September 30	44	57	-22.8%
Houses: Active Inventory Sept. 30th	503	510	-1.4%
Condos: Closings First Nine Months	91	98	-7.1%
Condos: Average Closing Price First Nine Months	\$450,323	\$454,133	-0.8%
Condos: Active Inventory Sept. 30th	68	51	+33.3%

### Fairfield Closed: First Nine Months



### Average Closed Price: First Nine Months



# Ridgefield Overview



## Single Family Houses

Number of Solds Q3  
Vs. Q3 2018

↓ 5.3%

Average Sold Price Q3  
Vs. Q3 2018

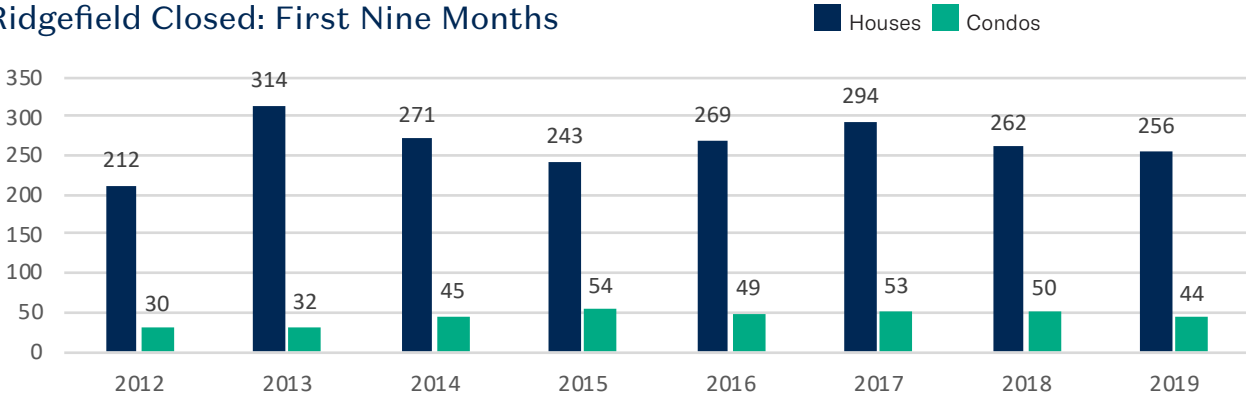
↓ 7.3%

Sept. 30 Inventory  
Vs. Sept. 30, 2018

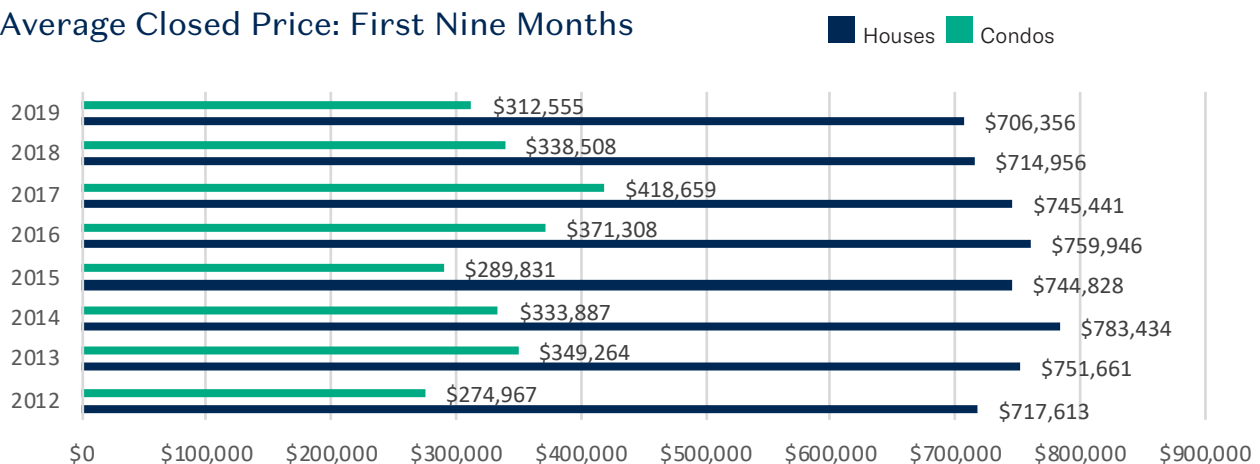
↑ 13.8%

	2019	2018	% CHANGE
Houses: Closings in Third Quarter	107	113	-5.3%
Houses: Average Closing Price Third Quarter	\$717,186	\$773,560	-7.3%
Houses: Closings First Nine Months	256	262	-2.3%
Houses: Average Closing Price First Nine Months	\$706,356	\$714,956	-1.2%
Houses: Pending on September 30	24	22	+9.1%
Houses: Active Inventory Sept. 30th	280	246	+13.8%
Condos: Closings First Nine Months	44	50	-12%
Condos: Average Closing Price First Nine Months	\$312,555	\$338,508	-7.7%
Condos: Active Inventory Sept. 30th	33	27	+22.2%

### Ridgefield Closed: First Nine Months



### Average Closed Price: First Nine Months



# Redding Overview



## Single Family Houses

Number of Solds Q3  
Vs. Q3 2018

↓ 42.9%

Average Sold Price Q3  
Vs. Q3 2018

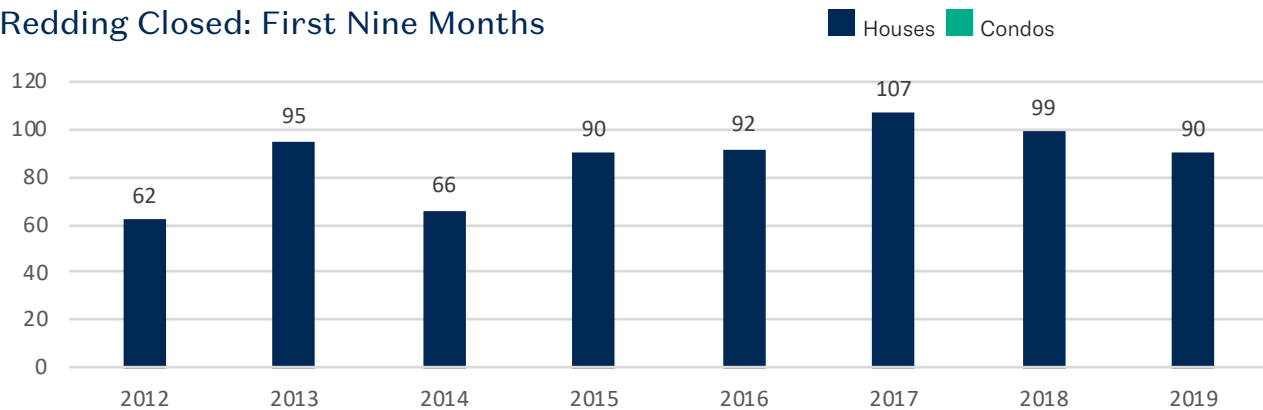
↓ 13.9%

Sept. 30 Inventory  
Vs. Sept. 30, 2018

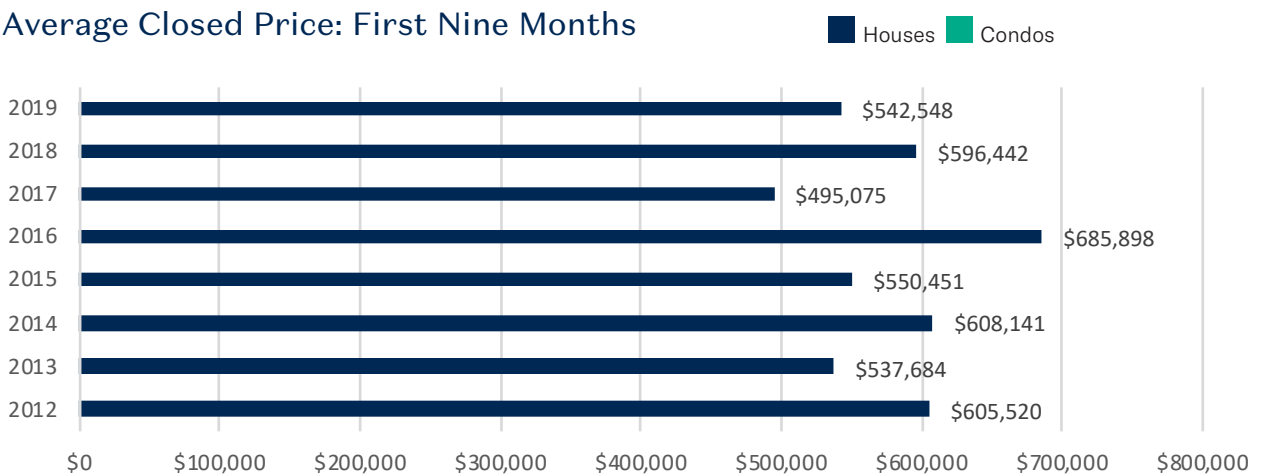
↑ 21.3%

	2019	2018	% CHANGE
Houses: Closings in Third Quarter	28	49	-42.9%
Houses: Average Closing Price Third Quarter	\$551,214	\$640,086	-13.9%
Houses: Closings First Nine Months	90	99	-9.1%
Houses: Average Closing Price First Nine Months	\$542,548	\$596,442	-9%
Houses: Pending on September 30	13	8	+62.5%
Houses: Active Inventory Sept. 30th	131	108	+21.3%
Condos: Closings First Nine Months	4	2	+100%
Condos: Average Closing Price First Nine Months	\$387,500	\$485,000	-20.1%
Condos: Active Inventory Sept. 30th	2	0	NA

## Redding Closed: First Nine Months



## Average Closed Price: First Nine Months





# Easton Overview



## Single Family Houses

Number of Solds Q3  
Vs. Q3 2018

↓ 2.9%

Average Sold Price Q3  
Vs. Q3 2018

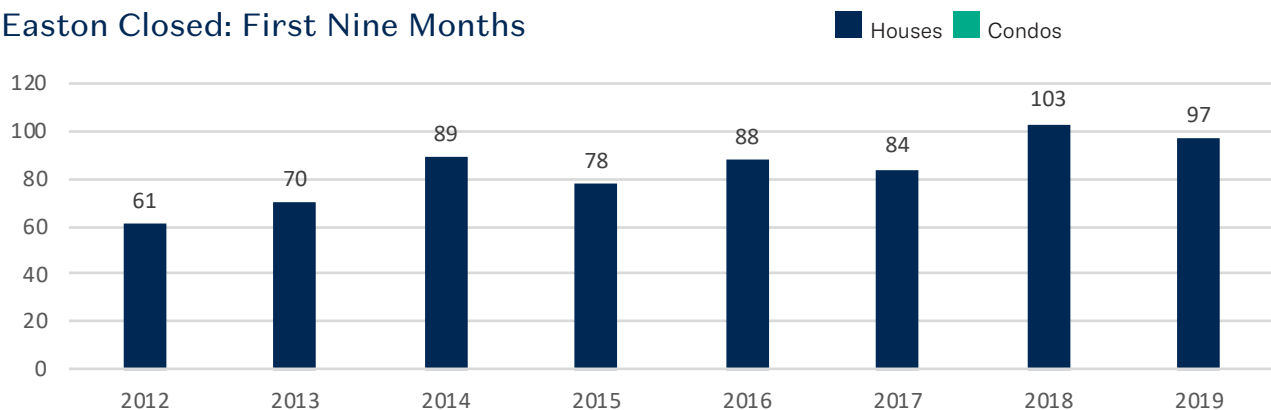
↓ 4.4%

Sept. 30 Inventory  
Vs. Sept. 30, 2018

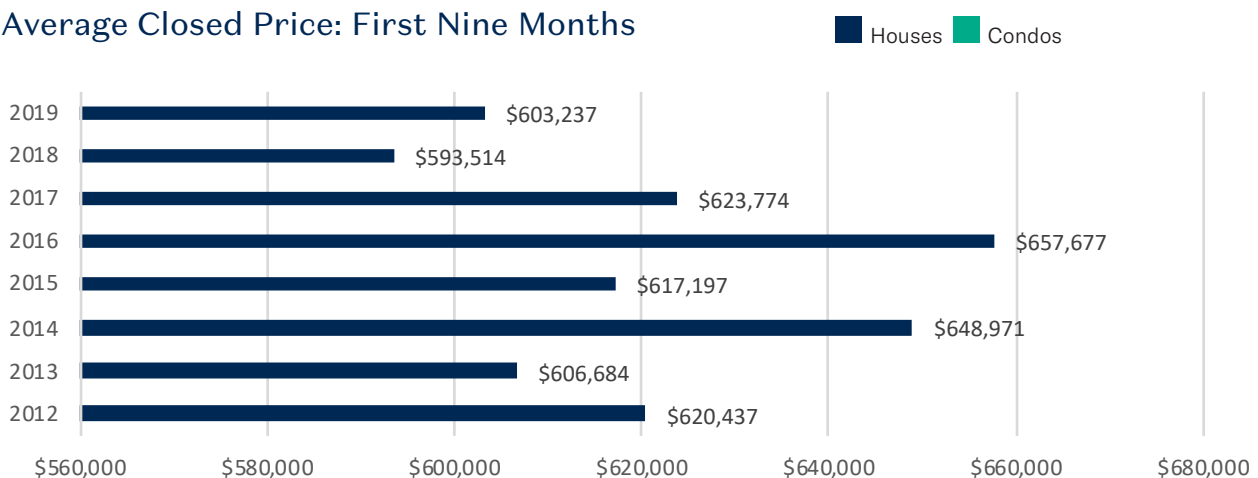
↓ 5.8%

	2019	2018	% CHANGE
Houses: Closings in Third Quarter	33	34	-2.9%
Houses: Average Closing Price Third Quarter	\$565,121	\$591,279	-4.4%
Houses: Closings First Nine Months	97	103	-5.8%
Houses: Average Closing Price First Nine Months	\$603,237	\$593,514	+1.6%
Houses: Pending on September 30	8	7	+14.3%
Houses: Active Inventory Sept. 30th	97	103	-5.8%

## Easton Closed: First Nine Months



## Average Closed Price: First Nine Months



# Lower Fairfield County

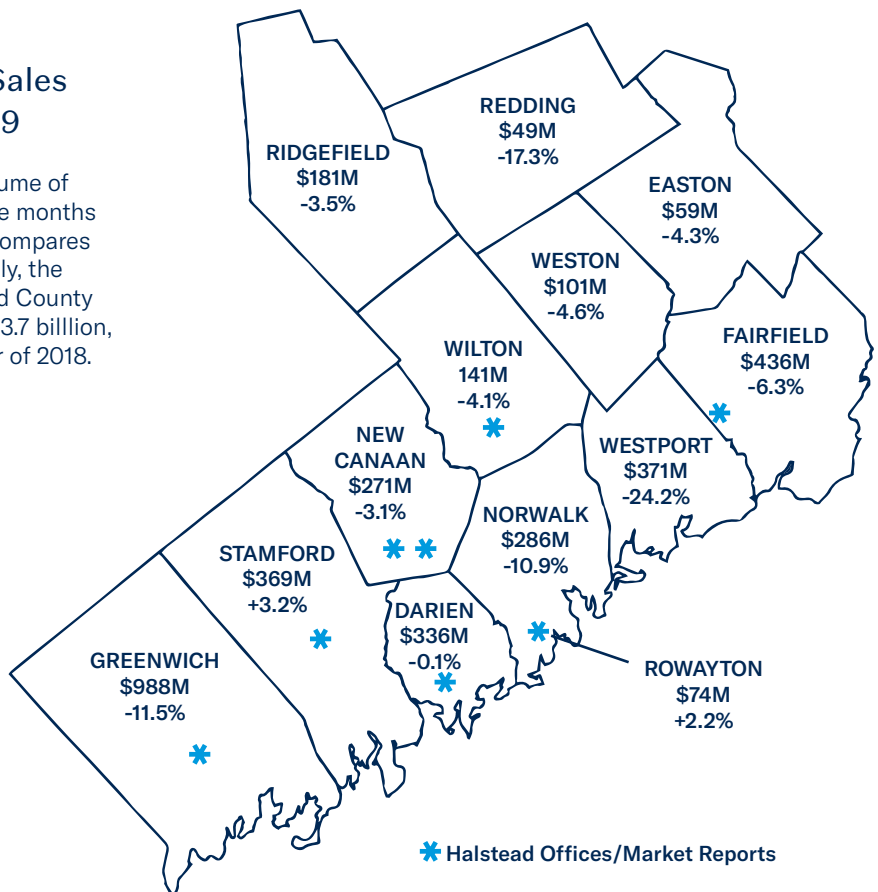
## Town Comparison: Sold Houses - First Nine Months

Town	# of Closed Houses		% change	Median Closing Price		% change
	2019	2018		2019	2018	
Darien	224	206	+8.7%	\$1,239,500	\$1,385,000	-10.5%
Easton	97	103	-5.8%	\$560,000	\$562,000	-0.4%
Fairfield	613	589	+4.1%	\$590,000	\$640,000	-7.8%
All of Greenwich	407	459	-11.3%	\$1,905,000	\$1,847,500	+3.1%
New Canaan	195	168	+16.1%	\$1,200,000	\$1,355,000	-11.4%
Norwalk	488	515	-5.2%	\$486,509	\$510,000	-4.6%
Redding	90	99	-9.1%	\$530,500	\$560,000	-5.3%
Ridgefield	256	262	-2.3%	\$635,000	\$640,630	-0.9%
Rowayton*	59	56	+5.4%	\$1,200,000	\$925,000	+29.7%
Stamford	572	556	+2.9%	\$580,000	\$584,000	-0.7%
Weston	126	130	-3.1%	\$694,000	\$699,500	-0.8%
Westport	268	333	-19.5%	\$1,182,500	\$1,240,000	-4.6%
Wilton	179	165	+8.5%	\$720,000	\$822,500	-12.5%

\*Rowayton closing data also included in Norwalk.

## Dollar Volume of House Sales First Nine Months 2019

To the right is a look at the total dollar volume of house sales for each town for the first nine months of 2019 and the percentage change as it compares to the same time frame in 2018. Collectively, the dollar volume of closings in Lower Fairfield County for the first nine months of the year was \$3.7 billion, down 8.4% vs. January through September of 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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