

HALSTEAD *is joining* Brown Harris Stevens

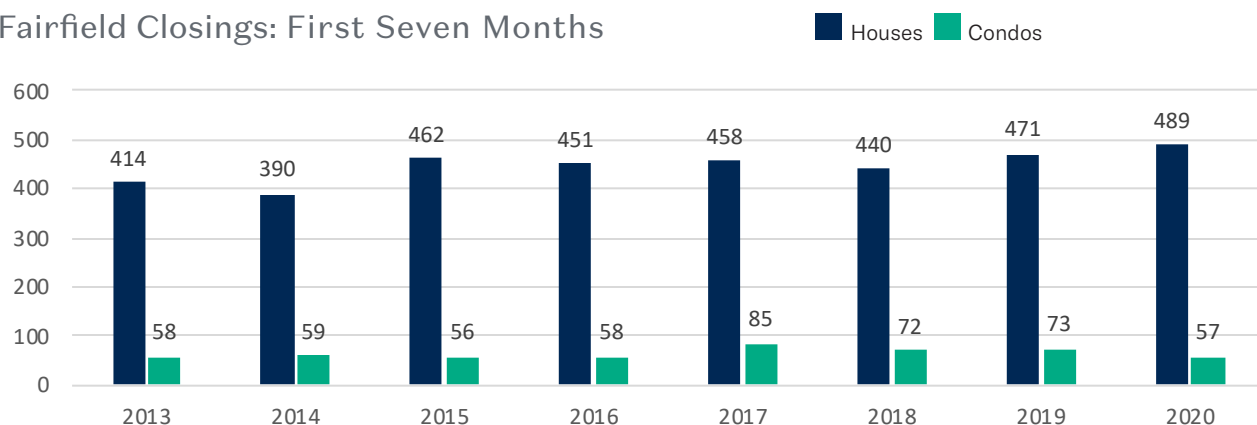
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Fairfield Market Report Year To Date Through July 31, 2020

379 POST ROAD EAST, WESTPORT, CT 06880 | (203) 221-0666
HALSTEAD CONNECTICUT, LLC

	2020	2019	% CHANGE
Houses: Closings in July	144	101	+42.6%
Houses: Average Closing Price in July	\$745,748	\$760,949	-2%
Houses: Closings First Seven Months	489	471	+3.8%
Houses: Average Closing Price First Seven Months	\$780,141	\$720,991	+8.2%
Houses: Pending on July 31st	146	65	+124.6%
Houses: Active Inventory on July 31st	415	545	-23.9%
Condos: Closings First Seven Months	57	73	-21.9%
Condos: Average Closing Price First Seven Months	\$405,198	\$424,259	-4.5%
Condos: Active Inventory on July 31st	49	55	-10.9%
House & Condo \$ Volume of Closings First Seven Months	\$404,585,458	\$370,557,892	+9.2%

Fairfield Closings: First Seven Months



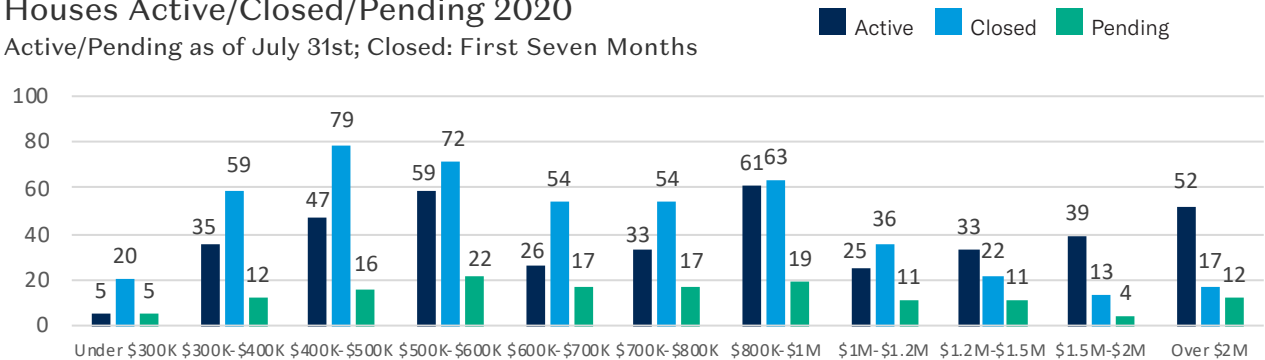
Fairfield

Number of Houses Closed: First Seven Months

	2020	2019	%
Under \$300K	20	23	-13%
\$300K-\$400K	59	61	-3.3%
\$400K-\$500K	79	83	-4.8%
\$500K-\$600K	72	73	-1.4%
\$600K-\$700K	54	50	+8%
\$700K-\$800K	54	42	+28.6%
\$800K-\$1M	63	56	+12.5%
\$1M-\$1.2M	36	29	+24.1%
\$1.2M-\$1.5M	22	27	-18.5%
\$1.5M-\$2M	13	16	-18.8%
Over \$2M	17	11	+54.5%

Houses Active/Closed/Pending 2020

Active/Pending as of July 31st; Closed: First Seven Months



Town Comparison: Sold Houses: First Seven Months

Town	# of Closed Houses		% change	Average Closing Price		% change
	2020	2019		2020	2019	
Darien	203	171	+18.7%	\$1,520,678	\$1,491,651	+1.9%
Easton	83	73	+13.7%	\$566,220	\$597,986	-5.3%
Fairfield	489	471	+3.8%	\$780,141	\$720,991	+8.2%
All of Greenwich	351	297	+18.2%	\$2,481,122	\$2,515,574	-1.4%
New Canaan	168	143	+17.5%	\$1,617,878	\$1,430,795	+13.1%
Norwalk	391	372	+5.1%	\$613,827	\$578,299	+6.1%
Redding	90	74	+21.6%	\$584,439	\$544,829	+7.3%
Ridgefield	227	190	+19.5%	\$737,871	\$707,043	+4.4%
Rowayton*	48	43	+11.6%	\$1,175,398	\$1,175,552	0%
Stamford	400	401	-0.2%	\$650,597	\$637,691	+2%
Weston	126	94	+34%	\$822,463	\$781,548	+5.2%
Westport	294	191	+53.9%	\$1,473,229	\$1,348,510	+9.2%
Wilton	164	134	+22.4%	\$843,832	\$794,547	+6.2%

*Rowayton solds data also included in Norwalk.

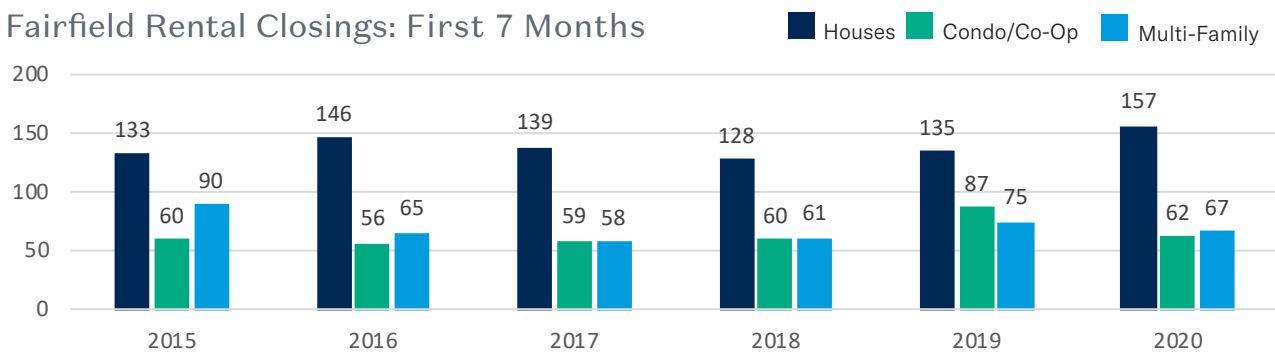
Fairfield Rental Report

Year To Date Through July 31, 2020

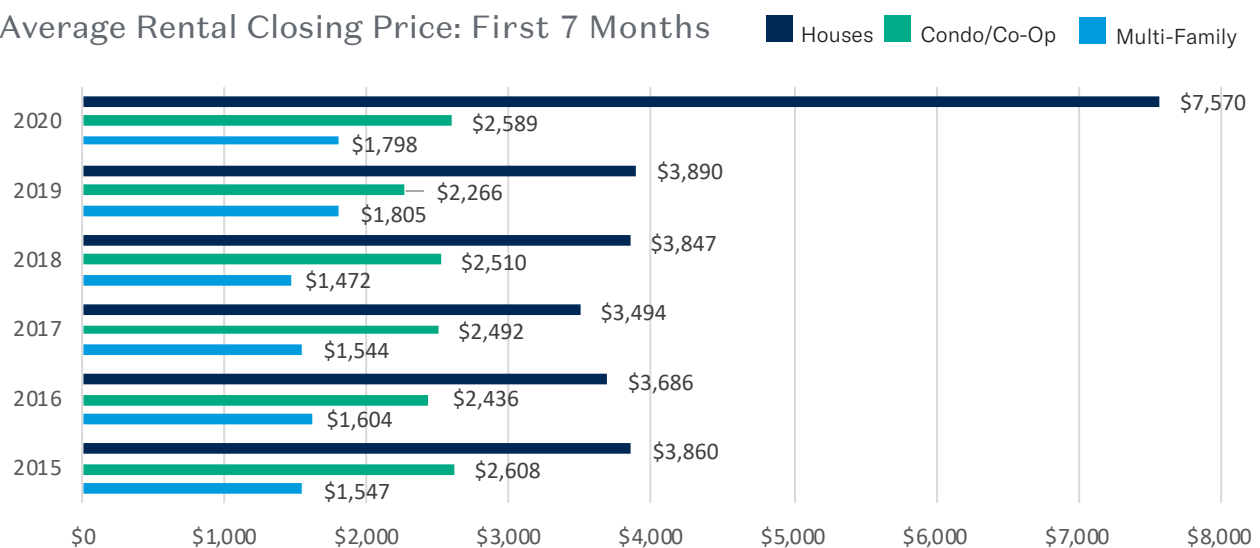
Totals Include Long, Short, and Flexible-Term Rentals

	2020	2019	% CHANGE
SF Houses: Number of Rental Closings First 7 Months	157	135	+16.3%
SF Houses: Average Rental Closing Price	\$7,570	\$3,890	+94.6%
Condo/Co-Op: Number of Rental Closings First 7 Months	62	87	-28.7%
Condo/Co-Op: Average Rental Closing Price	\$2,589	\$2,266	+14.2%
Multi-Family: Number of Rental Closings First 7 Months	67	75	-10.7%
Multi-Family: Average Rental Closing Price	\$1,798	\$1,805	-0.4%

Fairfield Rental Closings: First 7 Months



Average Rental Closing Price: First 7 Months



In Fairfield in the first seven months of 2020 there were 33 houses that rented for \$10,000 per month or more as compared to 5 in the same time frame in 2019, a 560% increase, reflecting the large demand for short-term rentals in 2020.

Lower Fairfield County July Review

Lower Fairfield County: Sold Houses - July

Town	# of Closed Houses		% change	Average Closing Price		% change
	2020	2019		2020	2019	
Darien	52	38	+36.8%	\$1,424,307	\$1,465,500	-2.8%
Easton	24	9	+166.7%	\$542,537	\$617,801	-12.2%
Fairfield	144	101	+42.6%	\$761,621	\$708,746	+7.5%
All of Greenwich	84	71	+18.3%	\$2,135,545	\$2,378,283	-10.2%
New Canaan	46	32	+43.8%	\$1,610,109	\$1,371,791	+17.4%
Norwalk	94	76	+23.7%	\$569,296	\$576,945	-1.3%
Redding	28	12	+133.3%	\$515,772	\$542,584	-4.9%
Ridgefield	70	41	+70.7%	\$720,408	\$706,878	+1.9%
Rowayton*	12	8	+50%	\$1,027,450	\$1,108,604	-7.3%
Stamford	100	78	+28.2%	\$605,182	\$624,601	-3.1%
Weston	34	30	+13.3%	\$836,417	\$785,792	+6.4%
Westport	95	32	+196.9%	\$1,325,873	\$1,344,844	-1.4%
Wilton	57	32	+78.1%	\$774,793	\$764,266	+1.4%

*Rowayton closing data also included in Norwalk.

Dollar Volume of House Sales July 2020

To the right is a look at the total dollar volume of house sales for each Lower Fairfield County town in July of 2020 and the percentage change as it compares to July of 2019, in a historically strong July month. **Collectively, the dollar volume of closings was \$944 million, an increase of 55 percent vs. the same time period in 2019, and the highest dollar volume of closings for July in at least the past 15 years. The number of house closings—828 in Lower Fairfield County in July—was also the highest total in at least the past 15 years.**

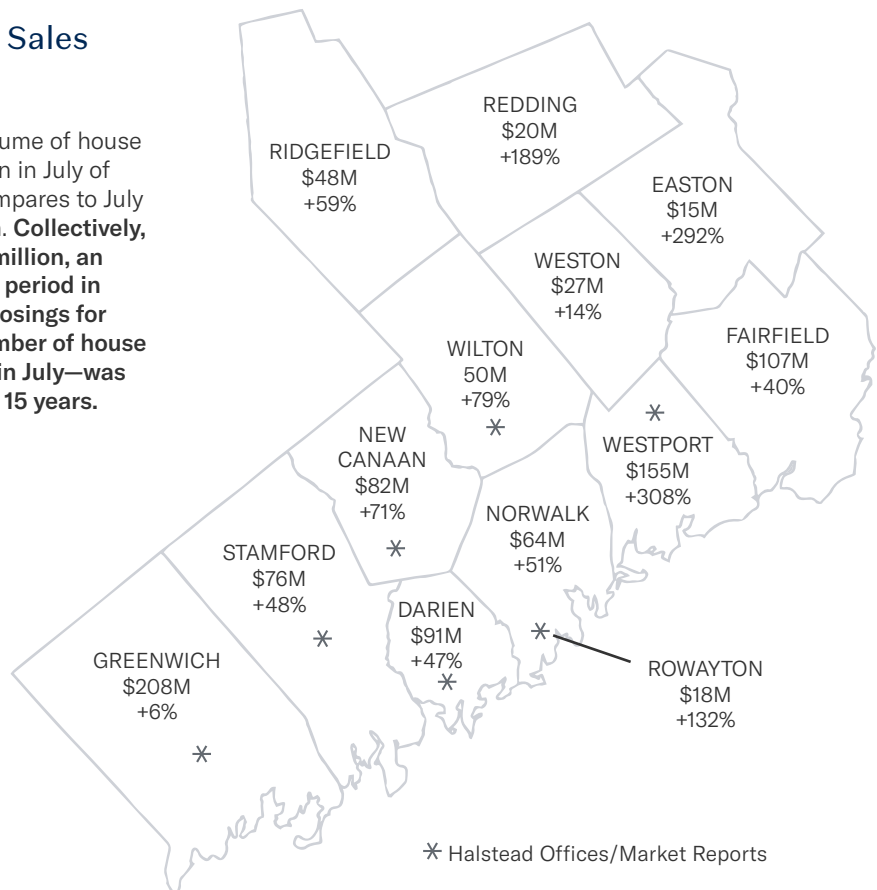
All data sourced from Connecticut Smart MLS and Greenwich MLS.

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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