



HALSTEAD
REAL ESTATE

Connecticut
Market Report
1st Quarter 2018 **2018**

New York City | Hamptons | Connecticut | New Jersey | Hudson Valley

 **MAYFAIR**
International Realty

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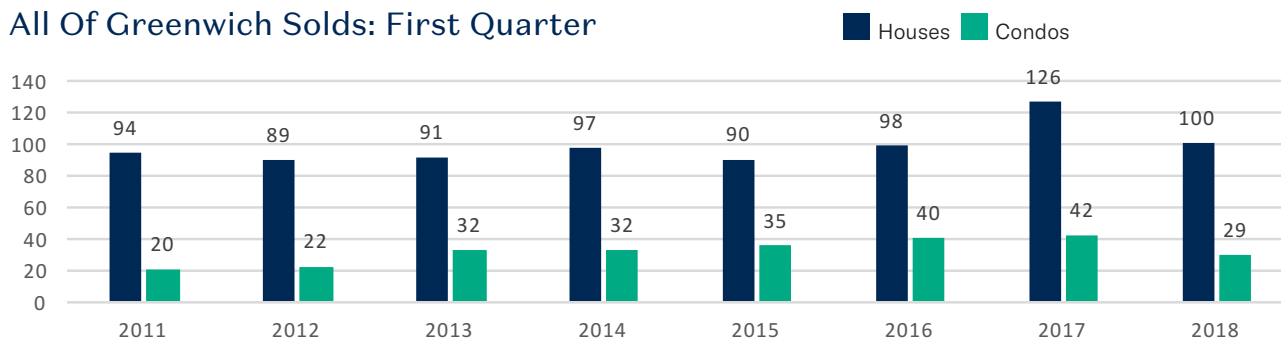
HALSTEAD CONNECTICUT, LLC

All of Greenwich Overview

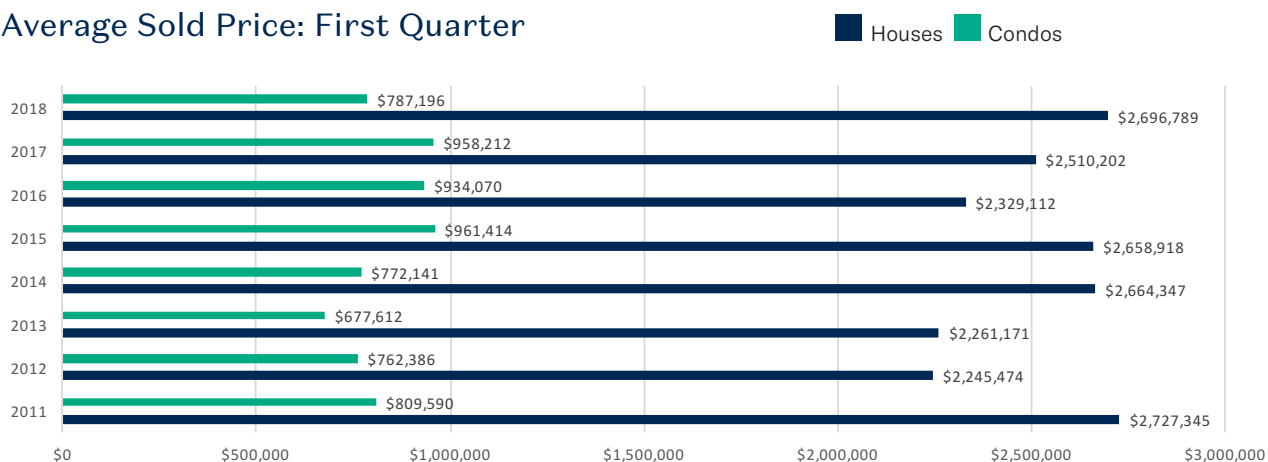


| | Q1 2018 | Q1 2017 | % CHANGE |
|--|-------------|-------------|----------|
| Houses: Sold | 100 | 126 | -20.6% |
| Houses: Median Sale Price | \$2,000,000 | \$1,870,000 | +7% |
| Houses: Average Sale Price | \$2,696,789 | \$2,510,202 | +7.4% |
| House Inventory on March 31st | 604 | 603 | +0.2% |
| Condos/Co-Ops: Sold | 29 | 42 | -31% |
| Condos/Co-Ops: Average Sale Price | \$787,196 | \$958,212 | -17.8% |
| Condos/Co-Ops: Inventory on March 31st | 140 | 124 | +12.9% |

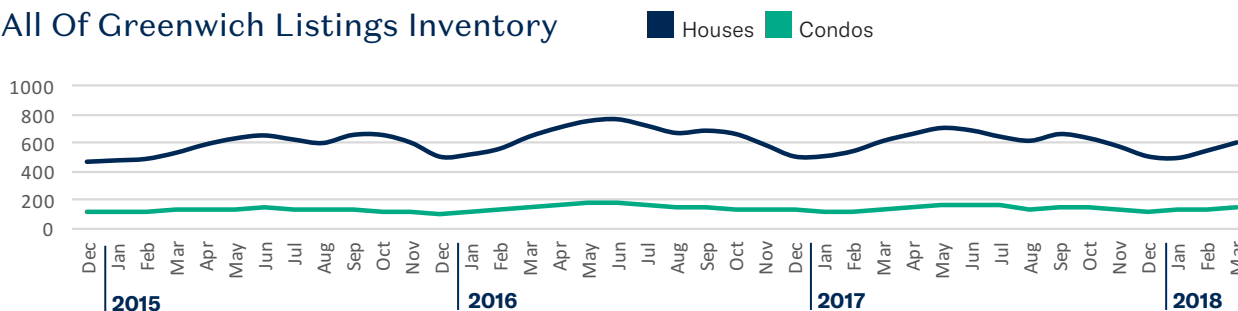
All Of Greenwich Sold: First Quarter



Average Sold Price: First Quarter



All Of Greenwich Listings Inventory

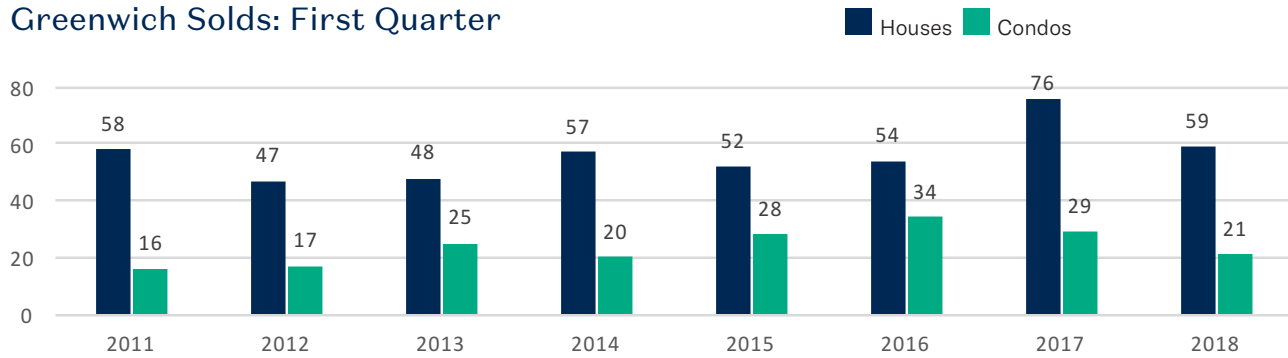


Greenwich Overview

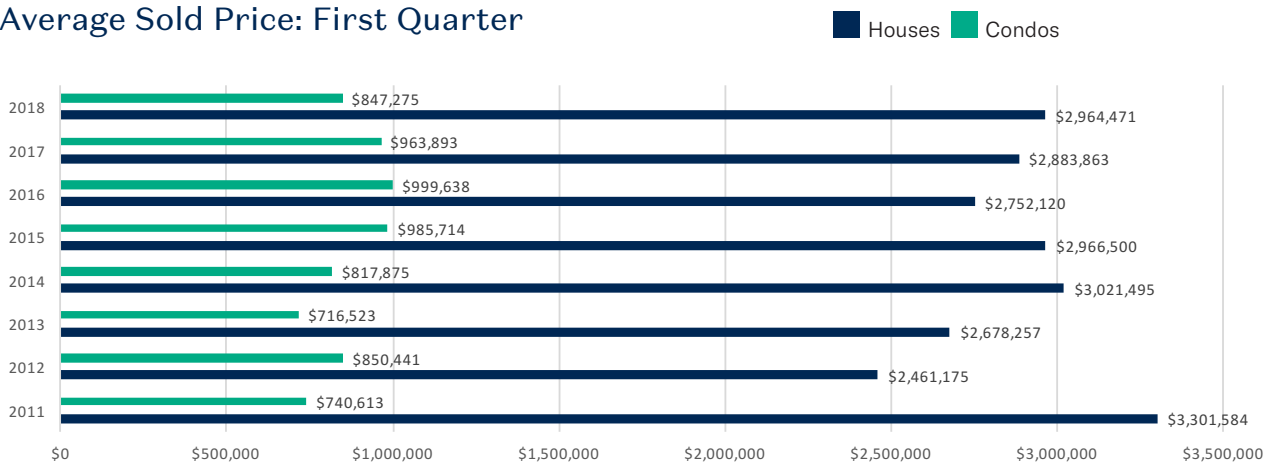


| | Q1 2018 | Q1 2017 | % CHANGE |
|--|-------------|-------------|----------|
| Houses: Sold | 59 | 76 | -22.4% |
| Houses: Median Sale Price | \$2,270,000 | \$2,050,000 | +10.7% |
| Houses: Average Sale Price | \$2,964,471 | \$2,883,863 | +2.8% |
| House Inventory on March 31st | 383 | 383 | 0% |
| Condos/Co-Ops: Sold | 21 | 29 | -27.6% |
| Condos/Co-Ops: Average Sale Price | \$847,275 | \$963,893 | -12.1% |
| Condos/Co-Ops: Inventory on March 31st | 114 | 109 | +4.6% |

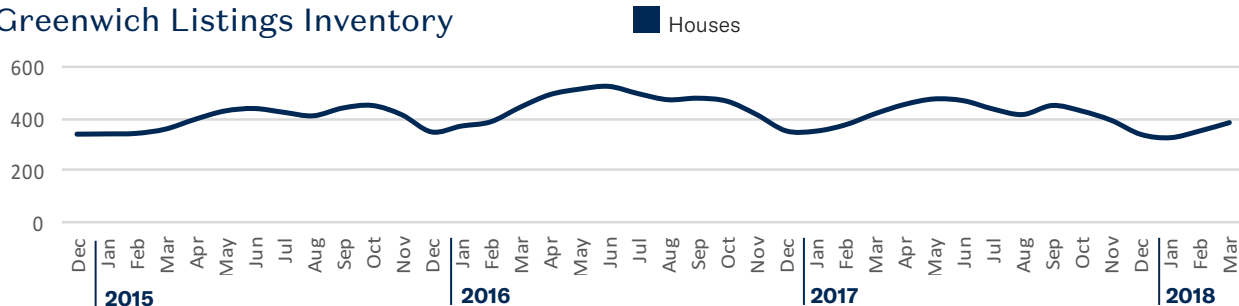
Greenwich Sold: First Quarter



Average Sold Price: First Quarter



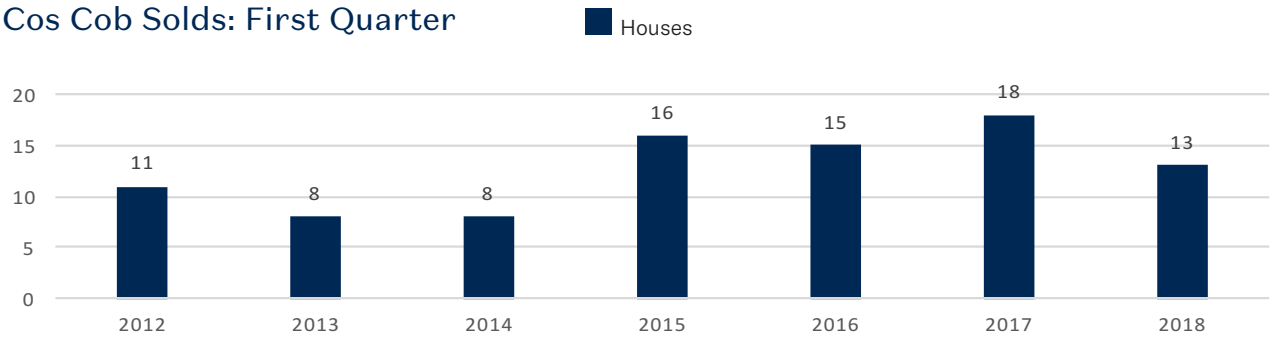
Greenwich Listings Inventory



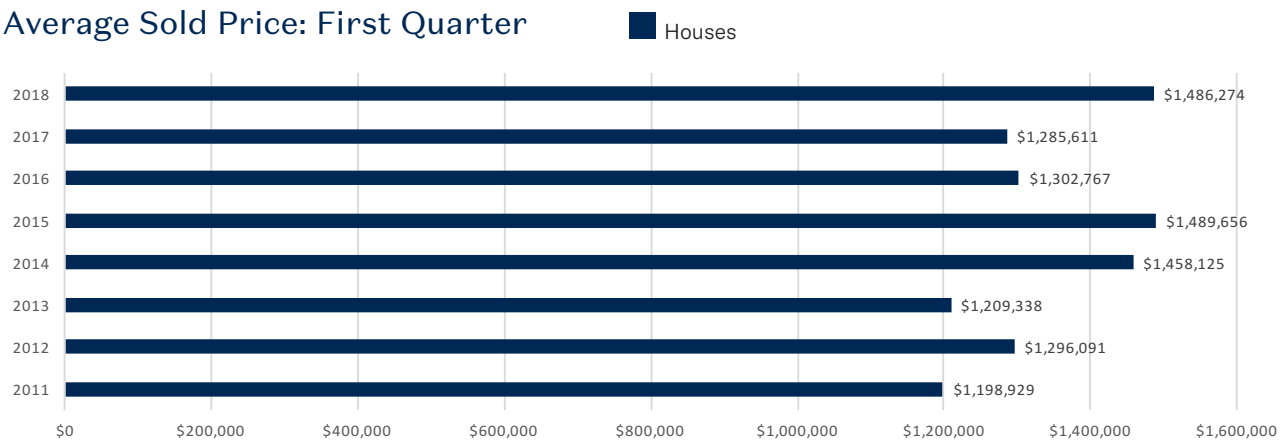
Cos Cob Overview

| | Q1 2018 | Q1 2017 | % CHANGE |
|--|-------------|-------------|----------|
| Houses: Sold | 13 | 18 | -27.8% |
| Houses: Median Sale Price | \$1,275,000 | \$1,240,000 | +2.8% |
| Houses: Average Sale Price | \$1,486,274 | \$1,285,611 | +15.6% |
| House Inventory on March 31st | 59 | 58 | +1.7% |
| Condos/Co-Ops: Sold | 4 | 6 | -33.3% |
| Condos/Co-Ops: Average Sale Price | \$766,225 | \$1,336,667 | -42.7% |
| Condos/Co-Ops: Inventory on March 31st | 12 | 8 | +50% |

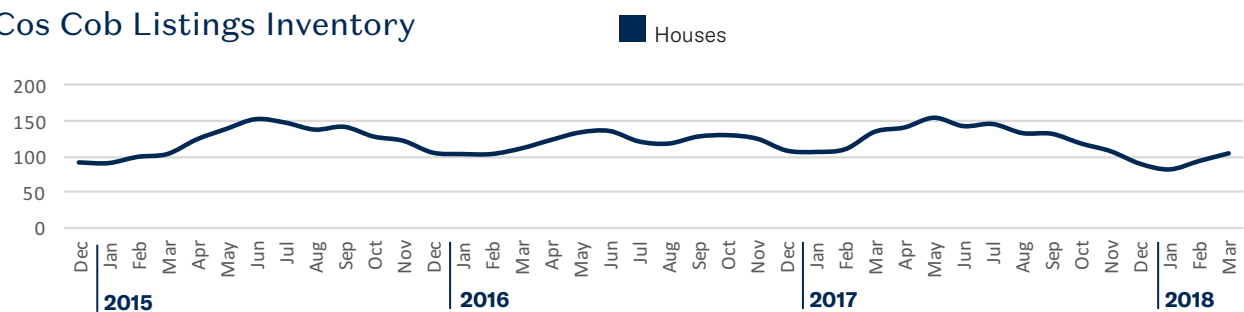
Cos Cob Sold: First Quarter



Average Sold Price: First Quarter



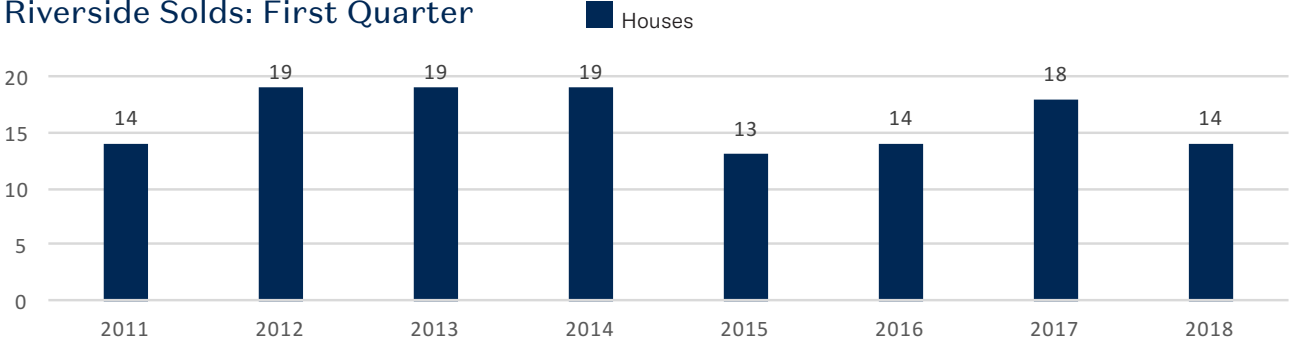
Cos Cob Listings Inventory



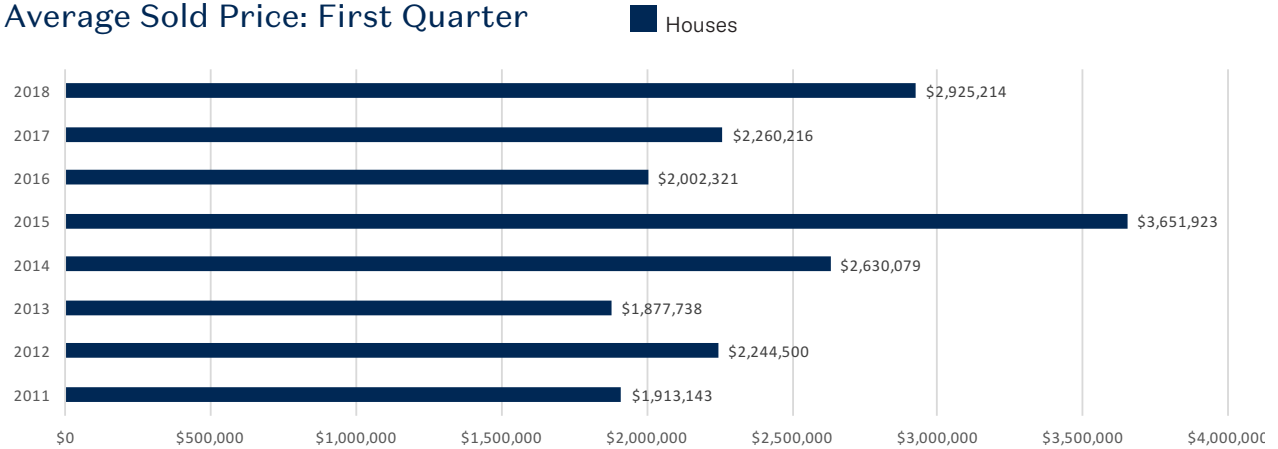
Riverside Overview

| | Q1 2018 | Q1 2017 | % CHANGE |
|-------------------------------|-------------|-------------|----------|
| Houses: Sold | 14 | 18 | -22.2% |
| Houses: Median Sale Price | \$1,997,500 | \$1,880,000 | +6.3% |
| Houses: Average Sale Price | \$2,925,214 | \$2,260,216 | +29.4% |
| House Inventory on March 31st | 91 | 90 | +1.1% |

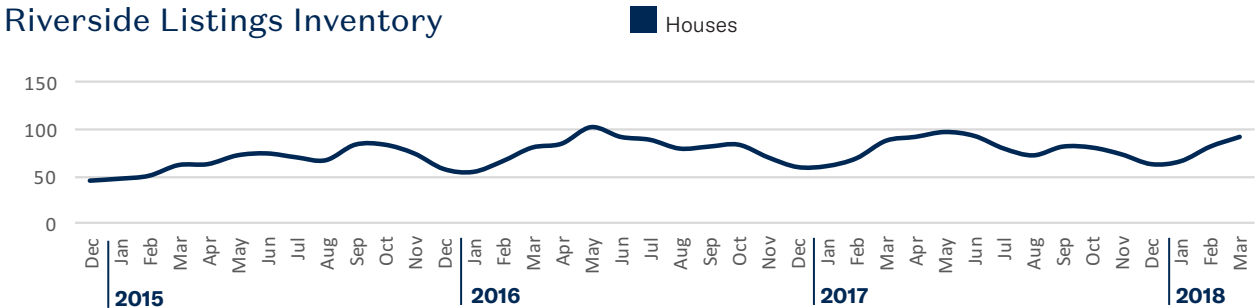
Riverside Solds: First Quarter



Average Sold Price: First Quarter



Riverside Listings Inventory

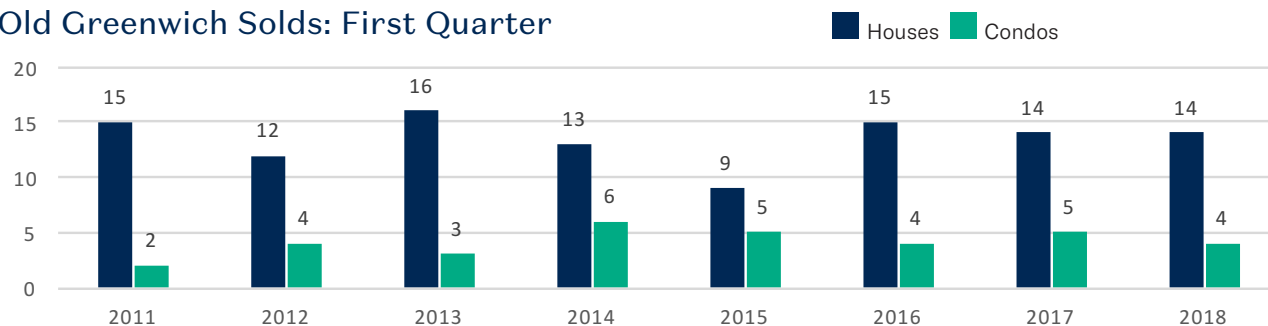


Old Greenwich Overview

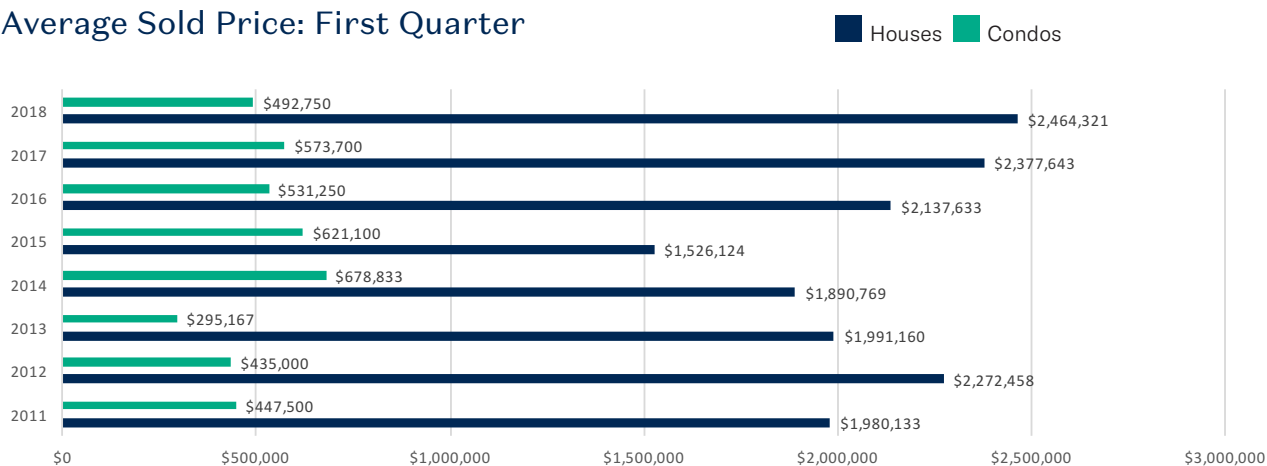


| | Q1 2018 | Q1 2017 | % CHANGE |
|--|-------------|-------------|----------|
| Houses: Sold | 14 | 14 | 0% |
| Houses: Median Sale Price | \$2,029,000 | \$2,137,500 | -5.1% |
| Houses: Average Sale Price | \$2,464,321 | \$2,377,643 | +3.6% |
| House Inventory on March 31st | 71 | 72 | -1.4% |
| Condos/Co-Ops: Sold | 4 | 5 | -20% |
| Condos/Co-Ops: Average Sale Price | \$492,750 | \$573,700 | -14.1% |
| Condos/Co-Ops: Inventory on March 31st | 10 | 6 | +66.7% |

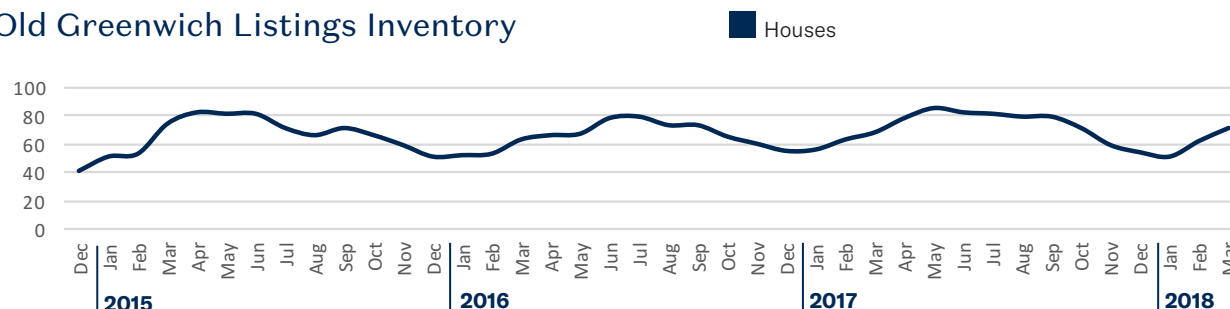
Old Greenwich Solds: First Quarter



Average Sold Price: First Quarter



Old Greenwich Listings Inventory

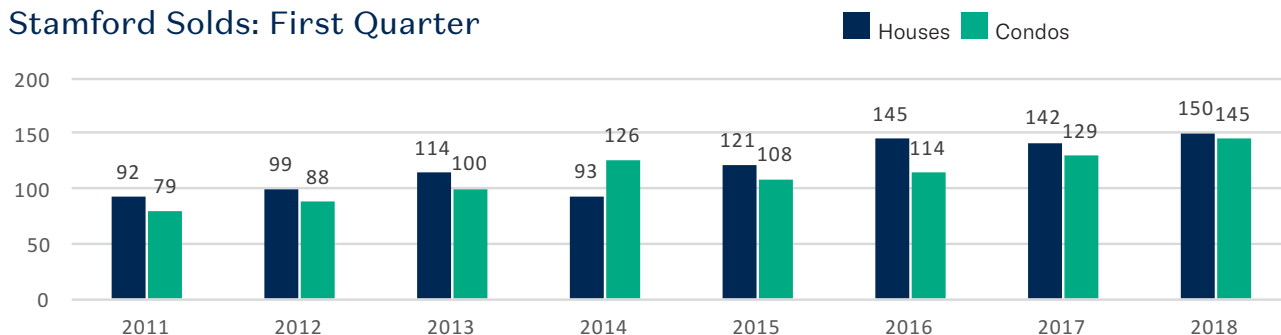


Stamford Overview

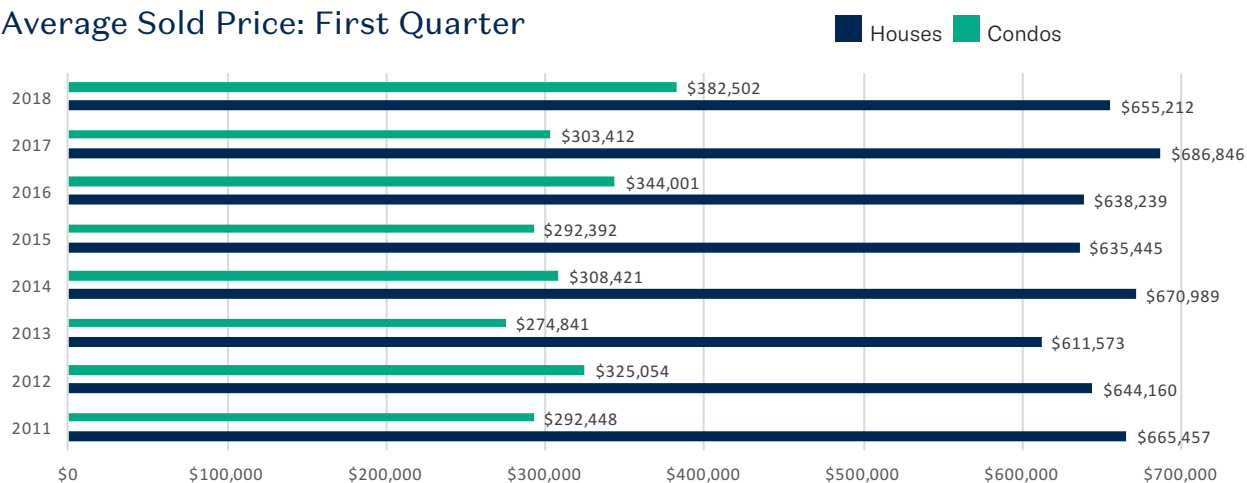


| | Q1 2018 | Q1 2017 | % CHANGE |
|--|-----------|-----------|----------|
| Houses: Sold | 150 | 142 | +5.6% |
| Houses: Median Sale Price | \$606,000 | \$590,500 | +2.6% |
| Houses: Average Sale Price | \$655,212 | \$686,846 | -4.6% |
| House Inventory on March 31st | 370 | 462 | -19.9% |
| Condos/Co-Ops: Sold | 145 | 129 | +12.4% |
| Condos/Co-Ops: Average Sale Price | \$382,502 | \$303,412 | +26.1% |
| Condos/Co-Ops: Inventory on March 31st | 269 | 343 | -21.6% |

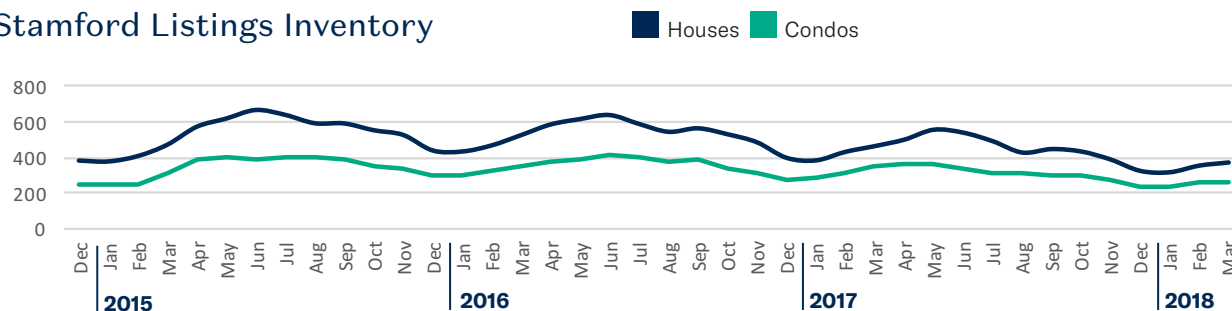
Stamford Solds: First Quarter



Average Sold Price: First Quarter



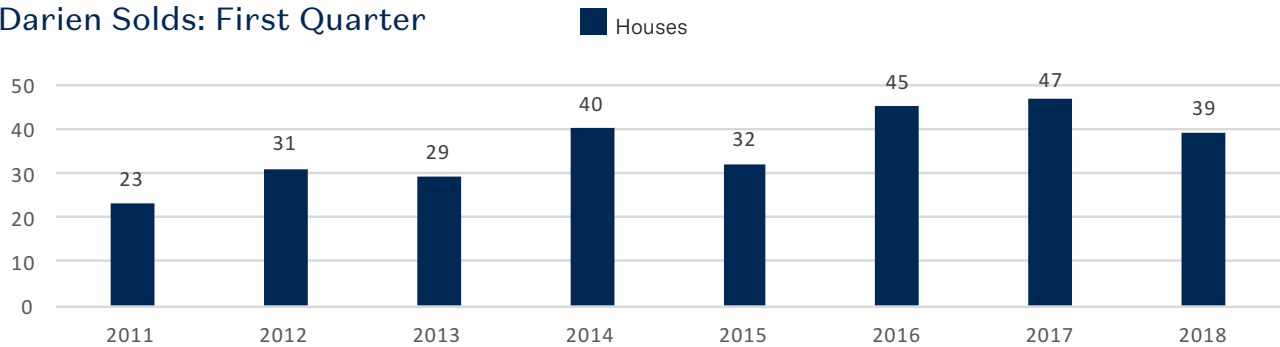
Stamford Listings Inventory



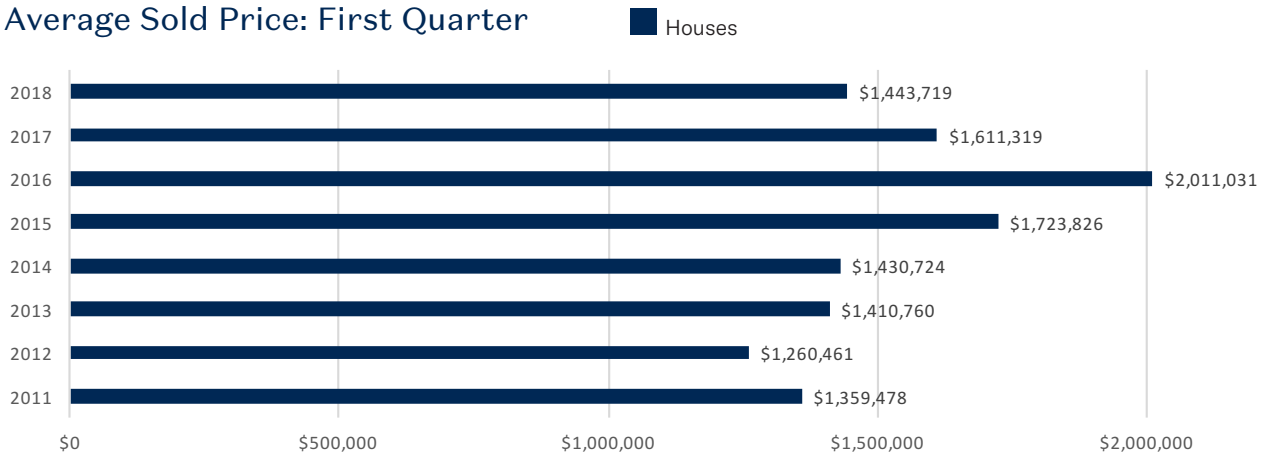
Darien Overview

| | Q1 2018 | Q1 2017 | % CHANGE |
|-------------------------------|-------------|-------------|----------|
| Houses: Sold | 39 | 47 | -17% |
| Houses: Median Sale Price | \$1,127,500 | \$1,440,000 | -21.7% |
| Houses: Average Sale Price | \$1,443,719 | \$1,611,319 | -10.4% |
| House Inventory on March 31st | 259 | 262 | -1.1% |

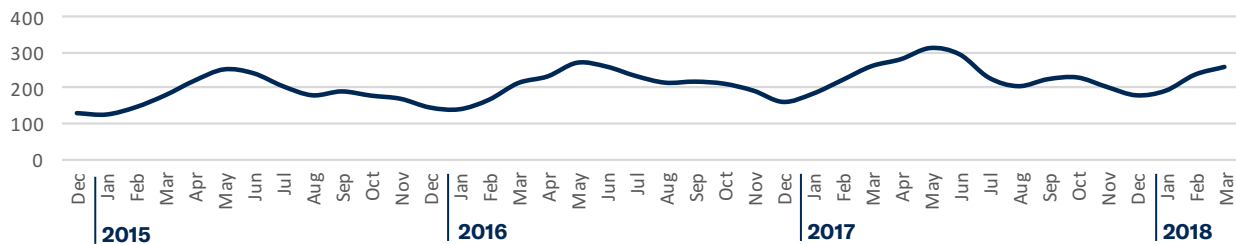
Darien Sold: First Quarter



Average Sold Price: First Quarter



Darien House Listings Inventory

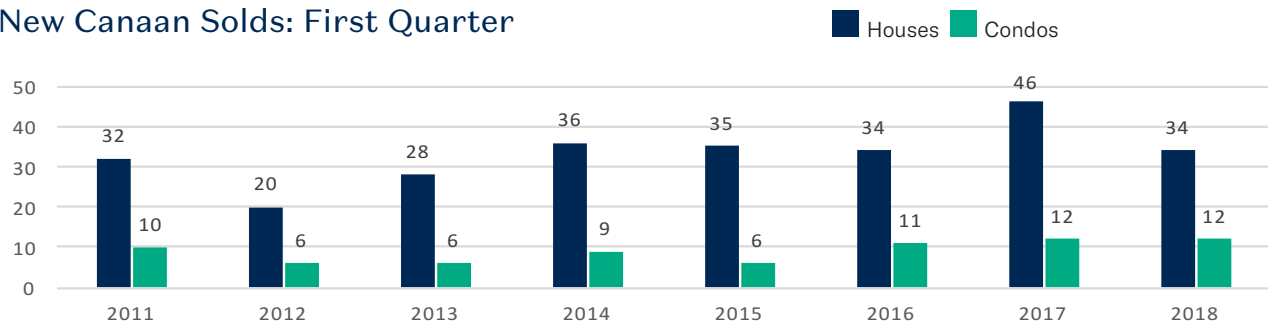


New Canaan Overview

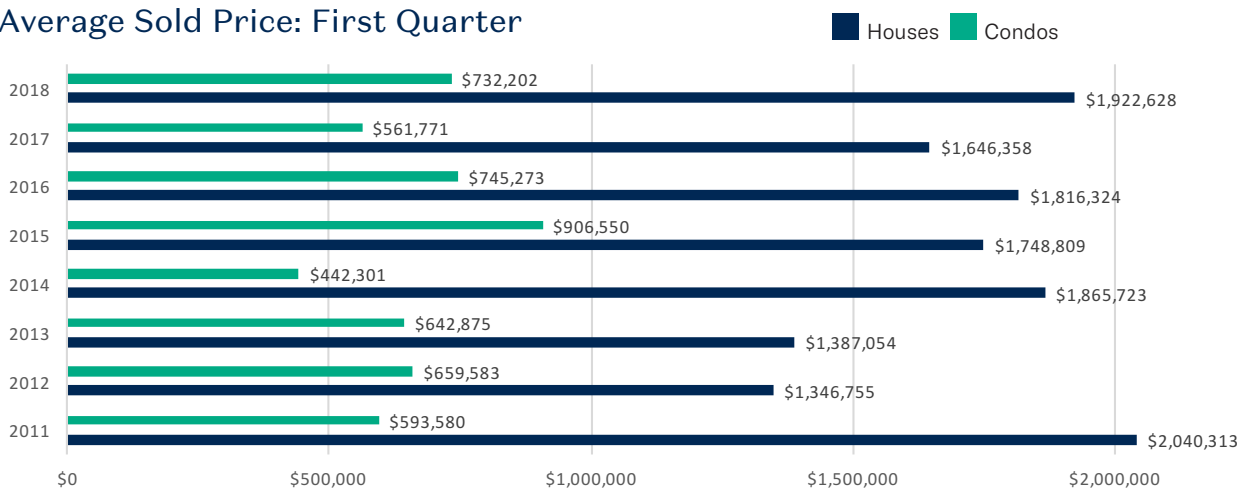


| | Q1 2018 | Q1 2017 | % CHANGE |
|--|-------------|-------------|----------|
| Houses: Sold | 34 | 46 | -26.1% |
| Houses: Median Sale Price | \$1,550,000 | \$1,406,250 | +10.2% |
| Houses: Average Sale Price | \$1,922,628 | \$1,646,358 | +16.8% |
| House Inventory on March 31st | 297 | 311 | -4.5% |
| Condos/Co-Ops: Sold | 12 | 12 | 0% |
| Condos/Co-Ops: Average Sale Price | \$732,202 | \$561,771 | +30.3% |
| Condos/Co-Ops: Inventory on March 31st | 39 | 47 | -17% |

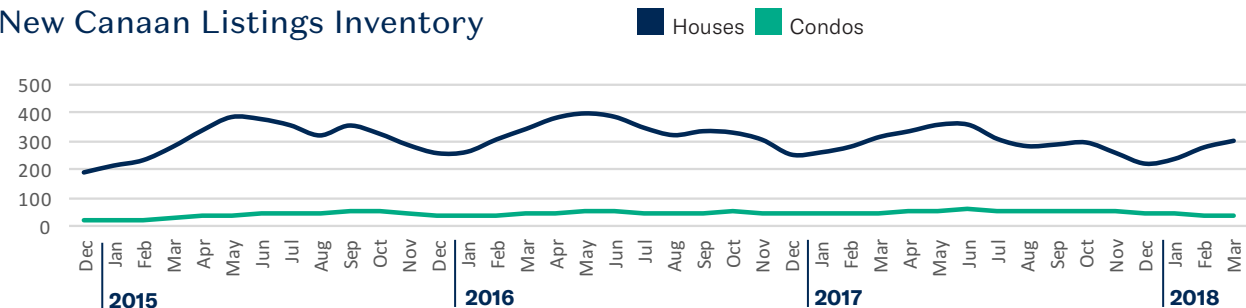
New Canaan Sold: First Quarter



Average Sold Price: First Quarter



New Canaan Listings Inventory

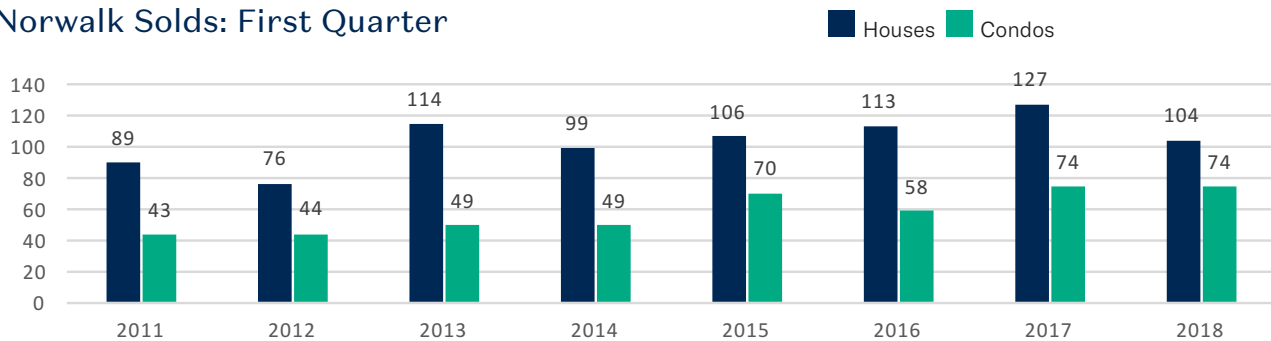


Norwalk Overview

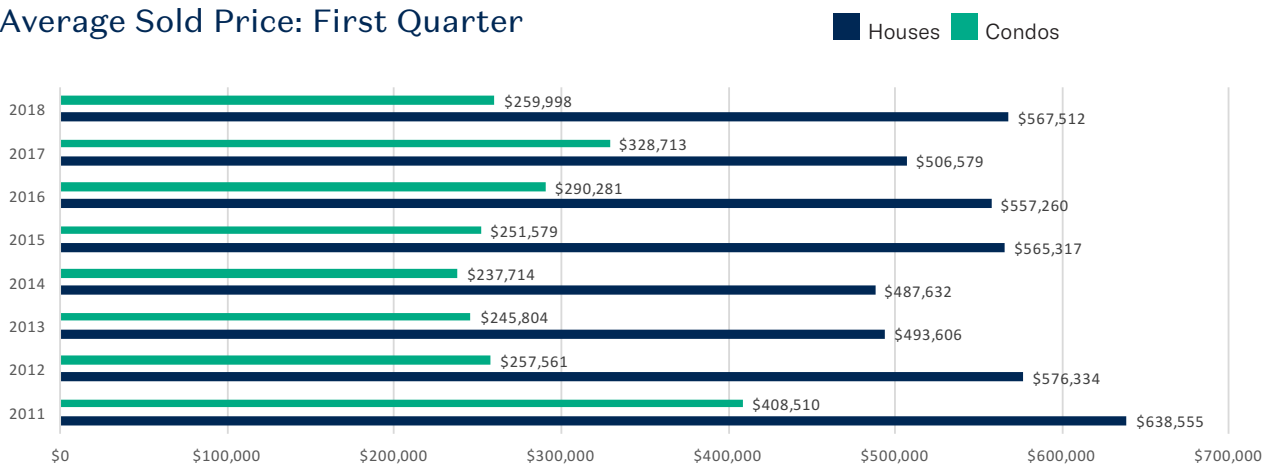


| | Q1 2018 | Q1 2017 | % CHANGE |
|--|-----------|-----------|----------|
| Houses: Sold | 104 | 127 | -18.1% |
| Houses: Median Sale Price | \$501,000 | \$415,000 | +20.7% |
| Houses: Average Sale Price | \$567,512 | \$506,579 | +12% |
| House Inventory on March 31st | 314 | 351 | -10.5% |
| Condos/Co-Ops: Sold | 74 | 74 | 0% |
| Condos/Co-Ops: Average Sale Price | \$259,998 | \$328,713 | -20.9% |
| Condos/Co-Ops: Inventory on March 31st | 132 | 172 | -23.3% |

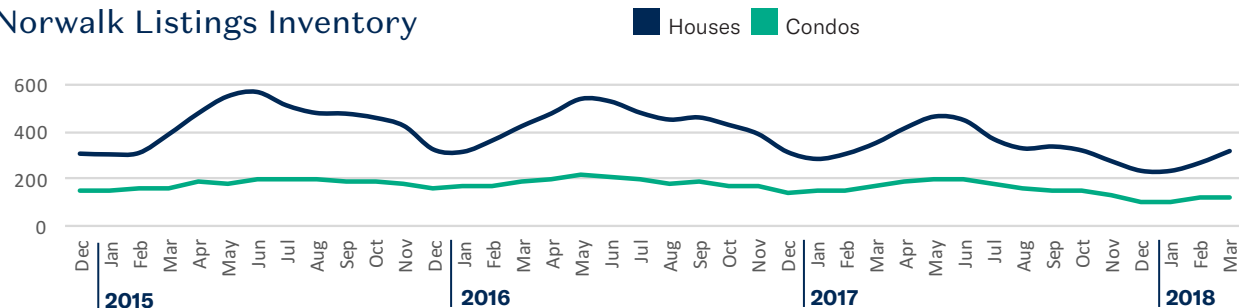
Norwalk Sold: First Quarter



Average Sold Price: First Quarter



Norwalk Listings Inventory

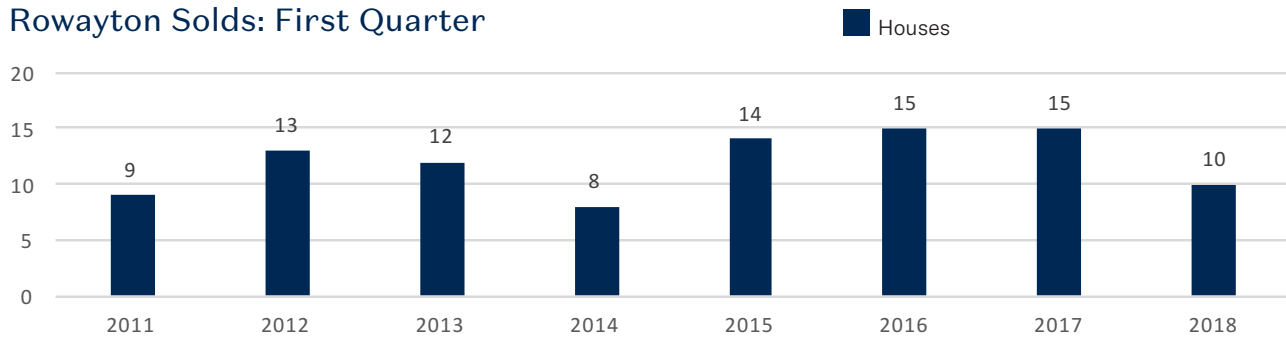


Rowayton Overview

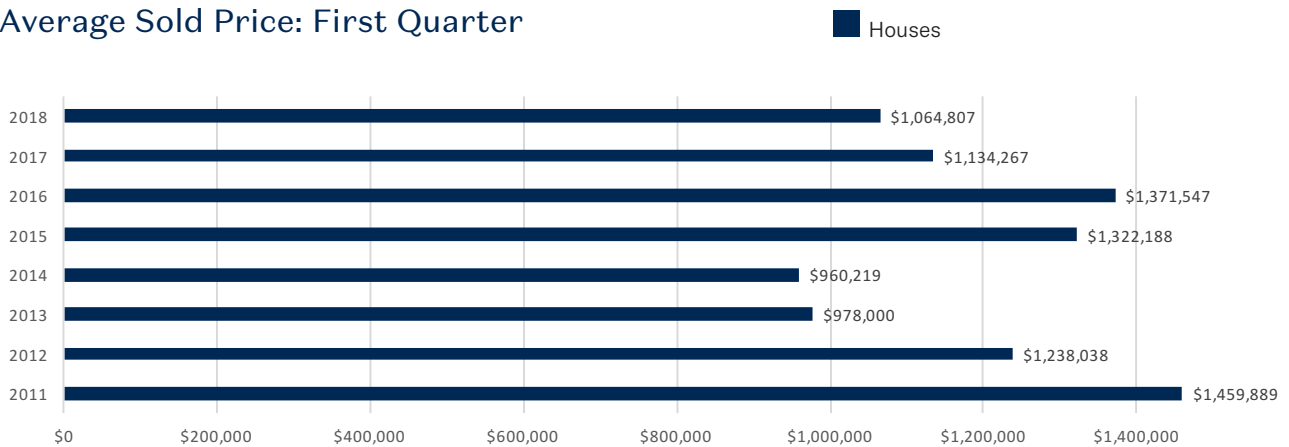


| | Q1 2018 | Q1 2017 | % CHANGE |
|--|-------------|-------------|----------|
| Houses: Sold | 10 | 15 | -33.3% |
| Houses: Median Sale Price | \$811,662 | \$915,000 | -11.3% |
| Houses: Average Sale Price | \$1,064,807 | \$1,134,267 | -6.1% |
| House Inventory on March 31st | 65 | 61 | +6.6% |
| Condos/Co-Ops: Sold | 1 | 4 | -75% |
| Condos/Co-Ops: Average Sale Price | \$242,000 | \$1,862,500 | -87% |
| Condos/Co-Ops: Inventory on March 31st | 4 | 4 | 0% |

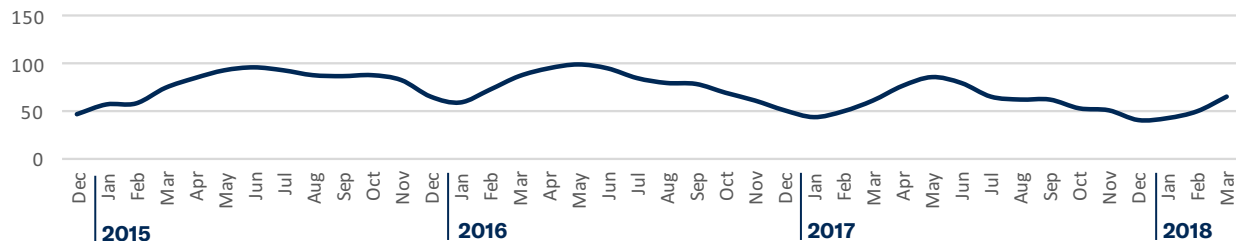
Rowayton Solds: First Quarter



Average Sold Price: First Quarter



Rowayton House Listings Inventory

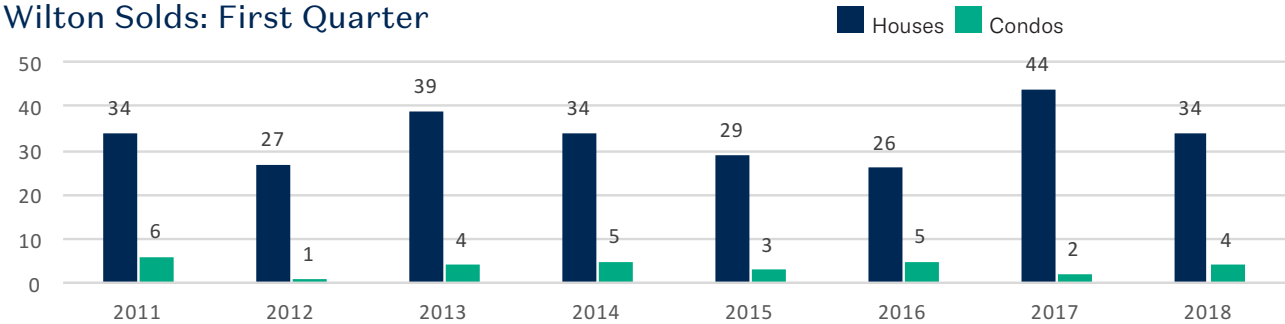


Wilton Overview

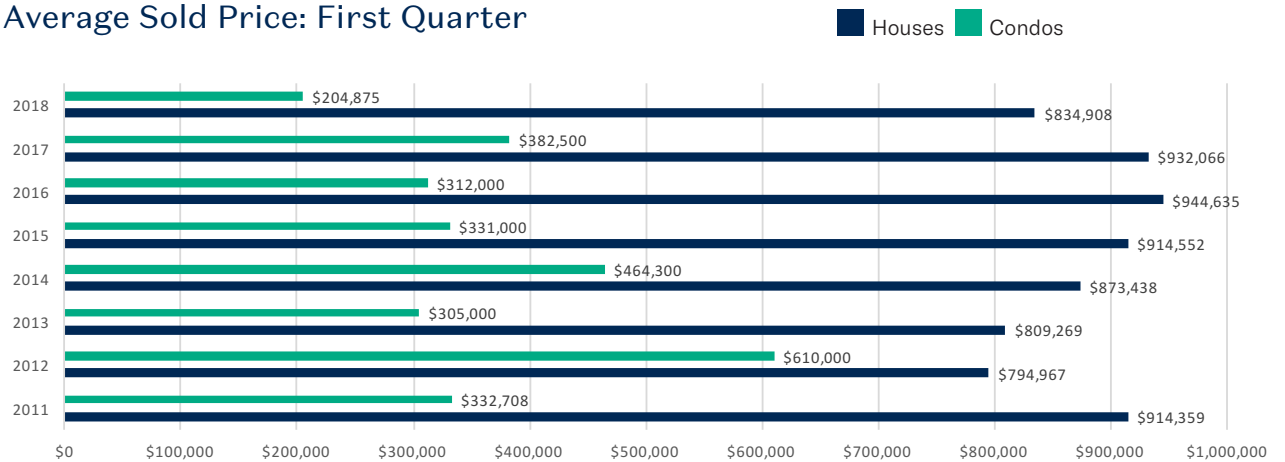


| | Q1 2018 | Q1 2017 | % CHANGE |
|--|-----------|-----------|----------|
| Houses: Sold | 34 | 44 | -22.7% |
| Houses: Median Sale Price | \$745,000 | \$735,000 | +1.4% |
| Houses: Average Sale Price | \$834,908 | \$932,066 | -10.4% |
| House Inventory on March 31st | 175 | 229 | -23.6% |
| Condos/Co-Ops: Sold | 4 | 2 | +100% |
| Condos/Co-Ops: Average Sale Price | \$204,875 | \$382,500 | -46.4% |
| Condos/Co-Ops: Inventory on March 31st | 9 | 19 | -52.6% |

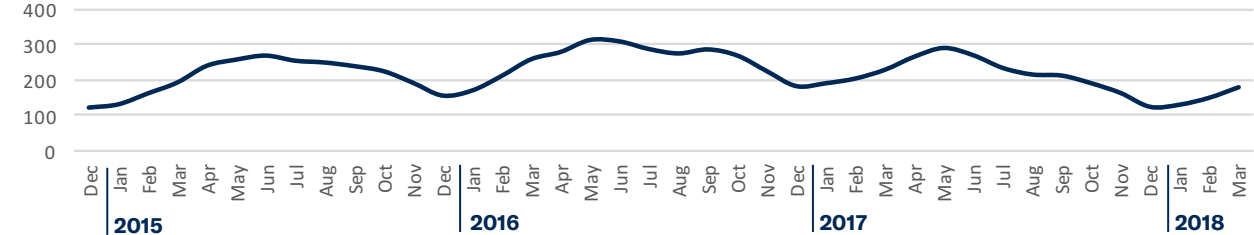
Wilton Solds: First Quarter



Average Sold Price: First Quarter



Wilton House Listings Inventory

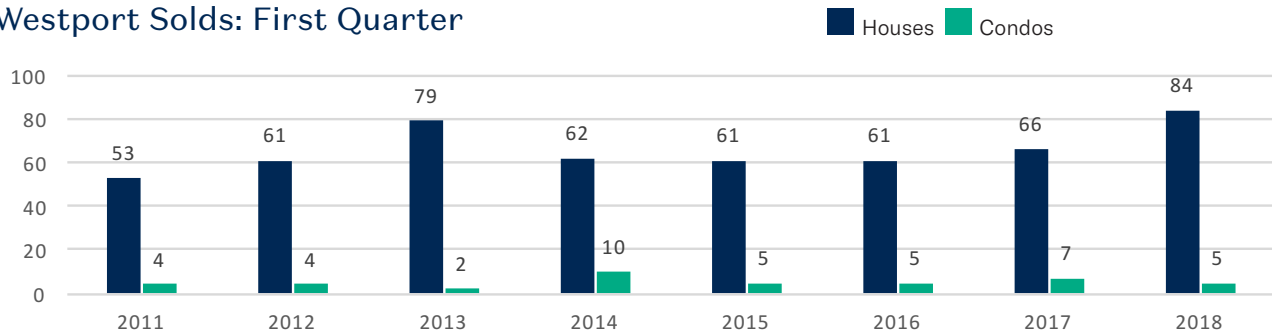


Westport Overview

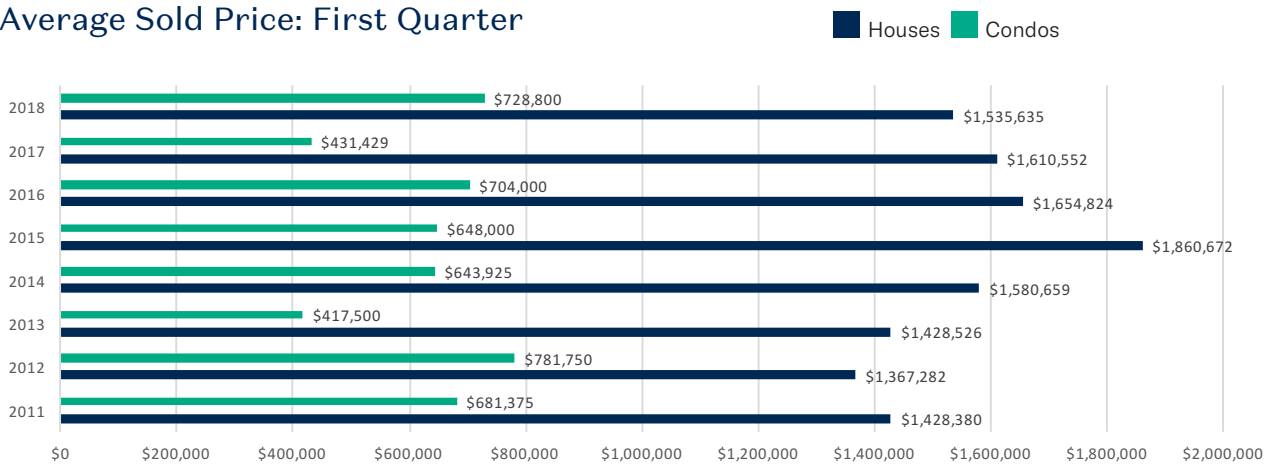


| | Q1 2018 | Q1 2017 | % CHANGE |
|--|-------------|-------------|----------|
| Houses: Sold | 84 | 66 | +27.3% |
| Houses: Median Sale Price | \$1,402,500 | \$1,620,625 | -13.5% |
| Houses: Average Sale Price | \$1,535,635 | \$1,610,552 | -4.7% |
| House Inventory on March 31st | 334 | 433 | -22.9% |
| Condos/Co-Ops: Sold | 5 | 7 | -28.6% |
| Condos/Co-Ops: Average Sale Price | \$728,800 | \$431,429 | +68.9% |
| Condos/Co-Ops: Inventory on March 31st | 11 | 21 | -47.6% |

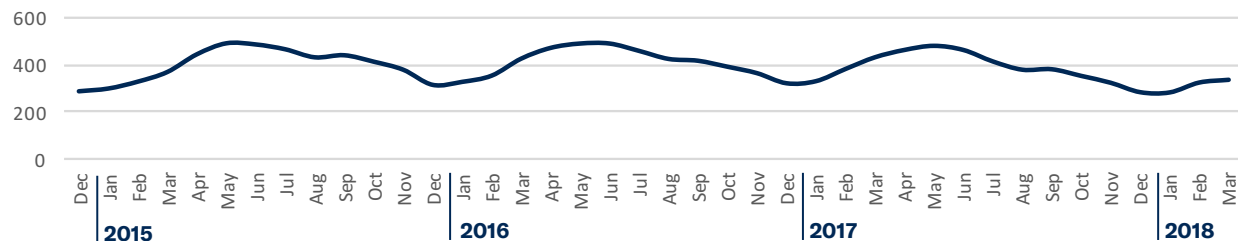
Westport Solds: First Quarter



Average Sold Price: First Quarter



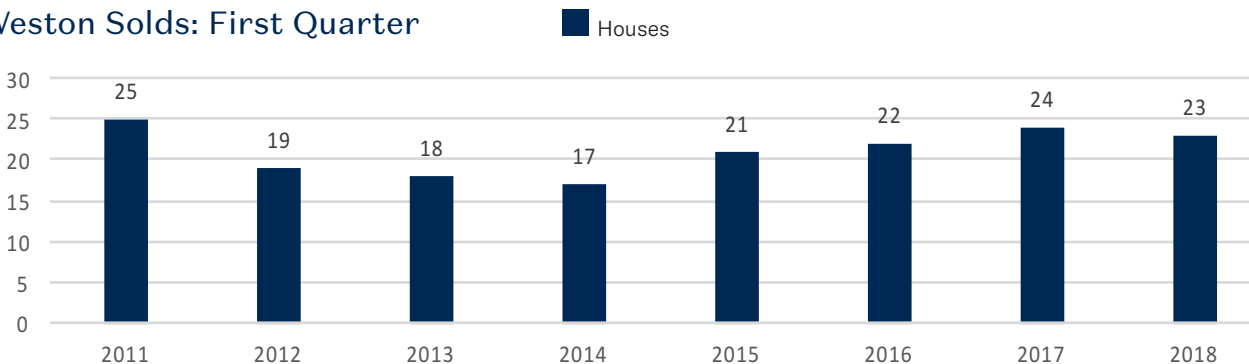
Westport House Listings Inventory



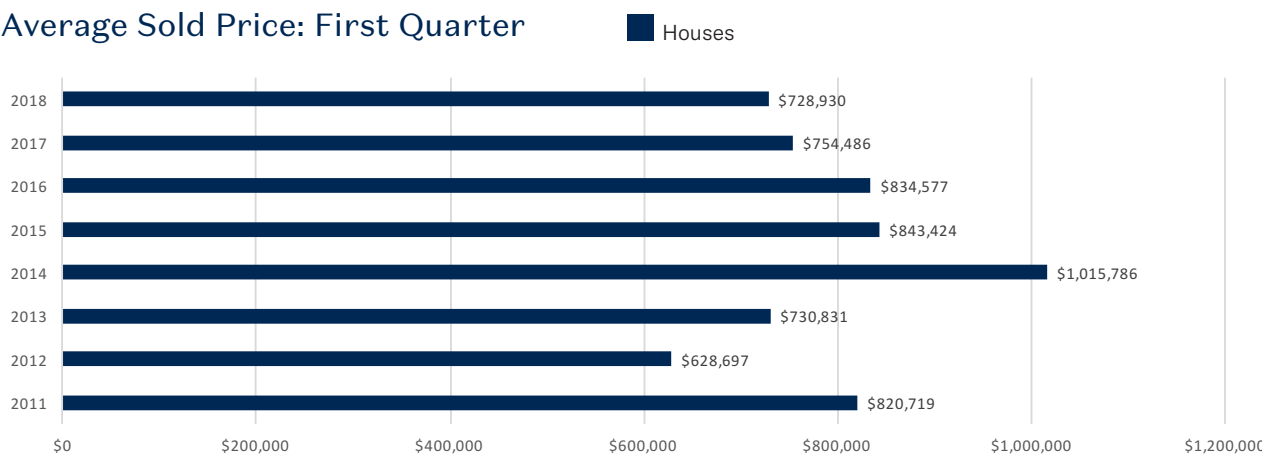
Weston Overview

| | Q1 2018 | Q1 2017 | % CHANGE |
|-------------------------------|-----------|-----------|----------|
| Houses: Sold | 23 | 24 | -4.2% |
| Houses: Median Sale Price | \$690,000 | \$627,500 | +10% |
| Houses: Average Sale Price | \$728,930 | \$754,486 | -3.4% |
| House Inventory on March 31st | 146 | 181 | -19.3% |

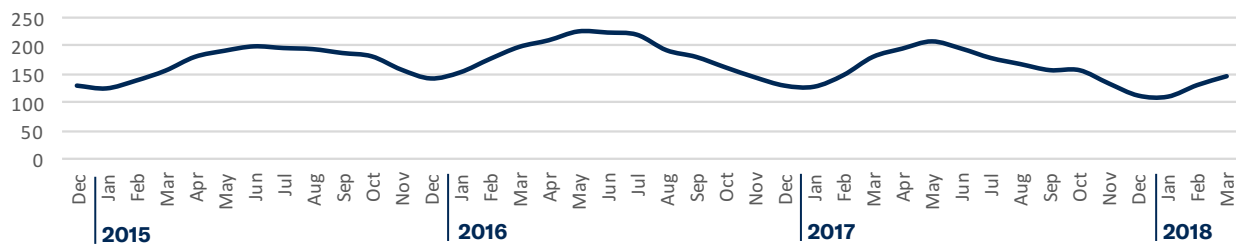
Weston Solds: First Quarter



Average Sold Price: First Quarter



Weston House Listings Inventory

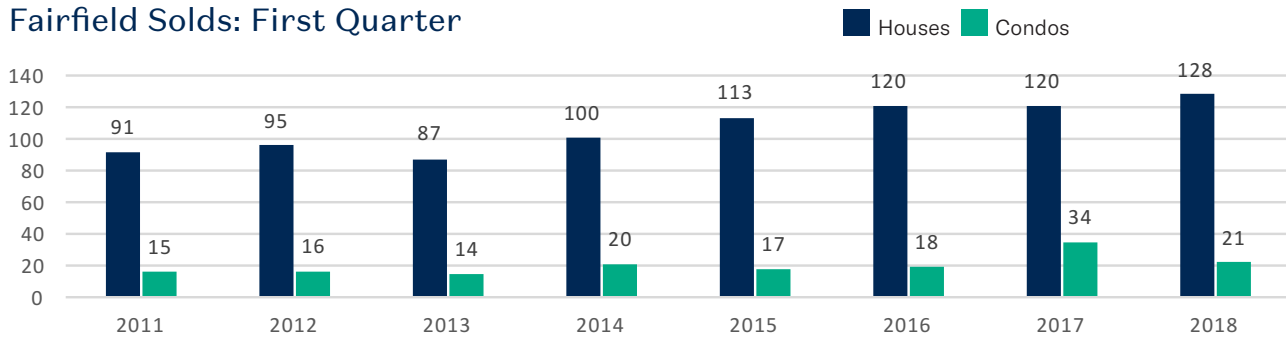


Fairfield Overview

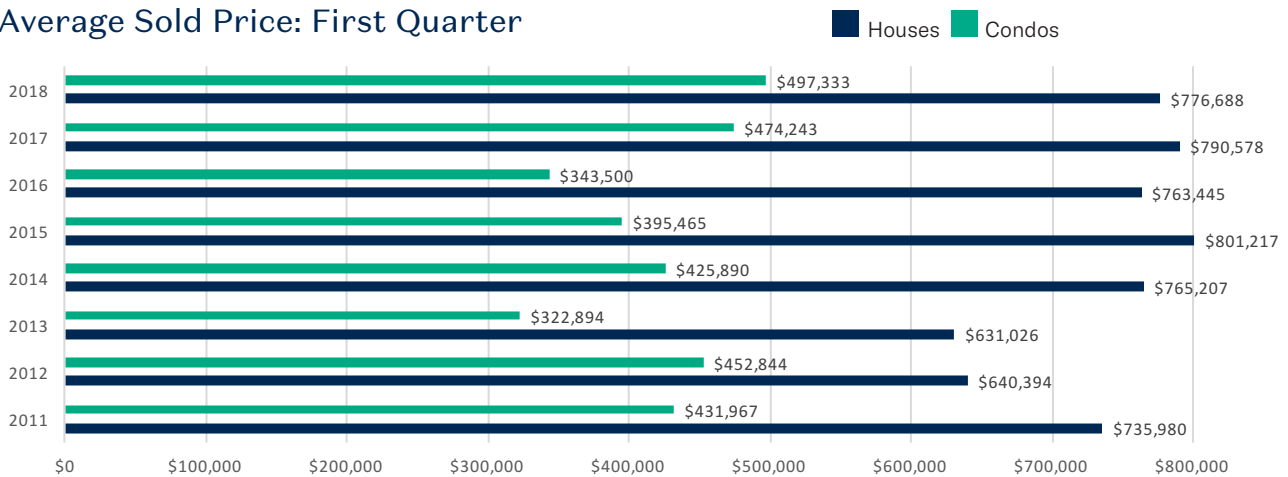


| | Q1 2018 | Q1 2017 | % CHANGE |
|--|-----------|-----------|----------|
| Houses: Sold | 128 | 120 | +6.7% |
| Houses: Median Sale Price | \$570,000 | \$615,000 | -7.3% |
| Houses: Average Sale Price | \$776,688 | \$790,578 | -1.8% |
| House Inventory on March 31st | 461 | 586 | -21.3% |
| Condos/Co-Ops: Sold | 21 | 34 | -38.2% |
| Condos/Co-Ops: Average Sale Price | \$497,333 | \$474,243 | +4.9% |
| Condos/Co-Ops: Inventory on March 31st | 57 | 88 | -35.2% |

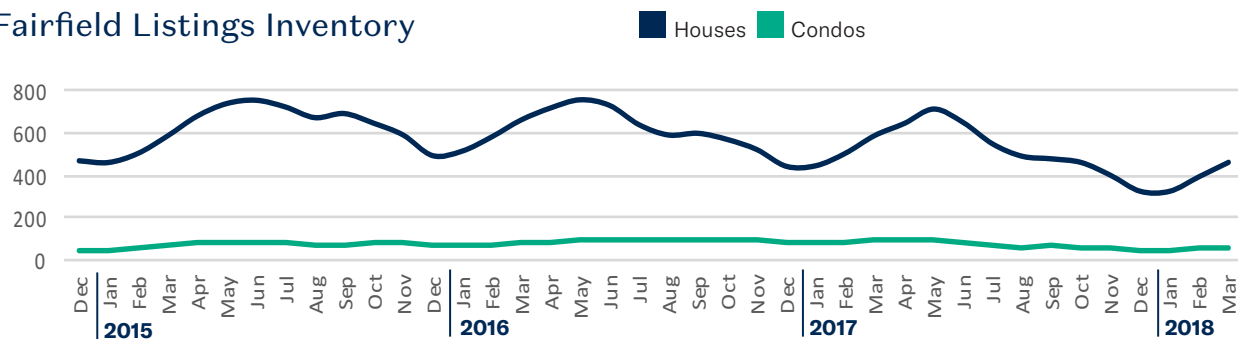
Fairfield Solds: First Quarter



Average Sold Price: First Quarter



Fairfield Listings Inventory

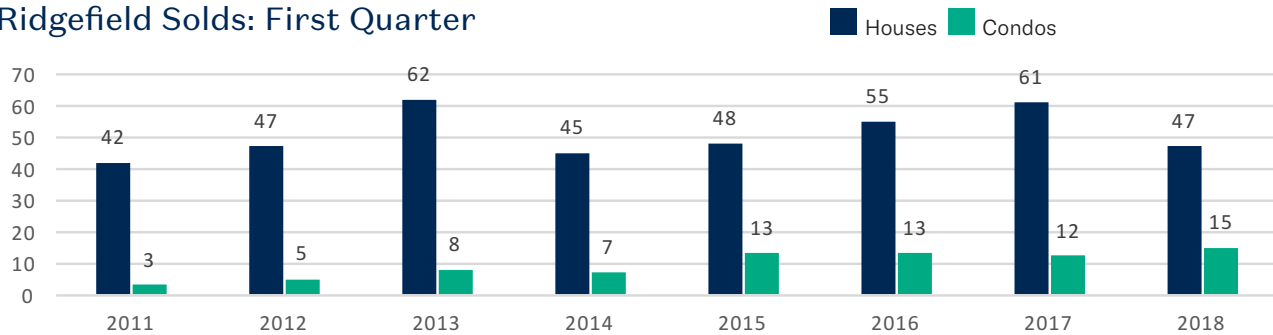


Ridgefield Overview

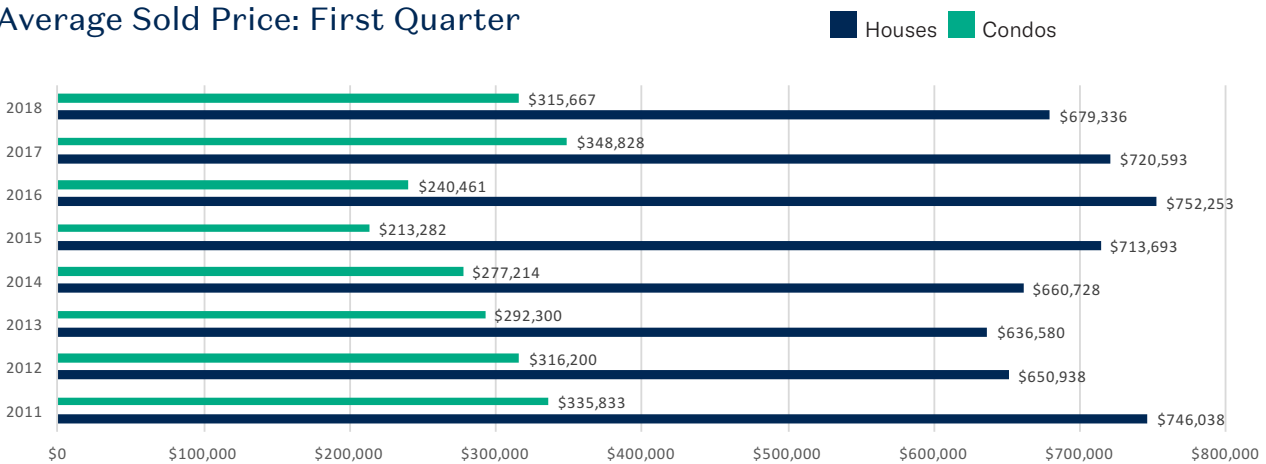


| | Q1 2018 | Q1 2017 | % CHANGE |
|--|-----------|-----------|----------|
| Houses: Sold | 47 | 61 | -23% |
| Houses: Median Sale Price | \$627,500 | \$606,000 | +3.5% |
| Houses: Average Sale Price | \$679,336 | \$720,593 | -5.7% |
| House Inventory on March 31st | 232 | 299 | -22.4% |
| Condos/Co-Ops: Sold | 15 | 12 | +25% |
| Condos/Co-Ops: Average Sale Price | \$315,667 | \$348,828 | -9.5% |
| Condos/Co-Ops: Inventory on March 31st | 25 | 45 | -44.4% |

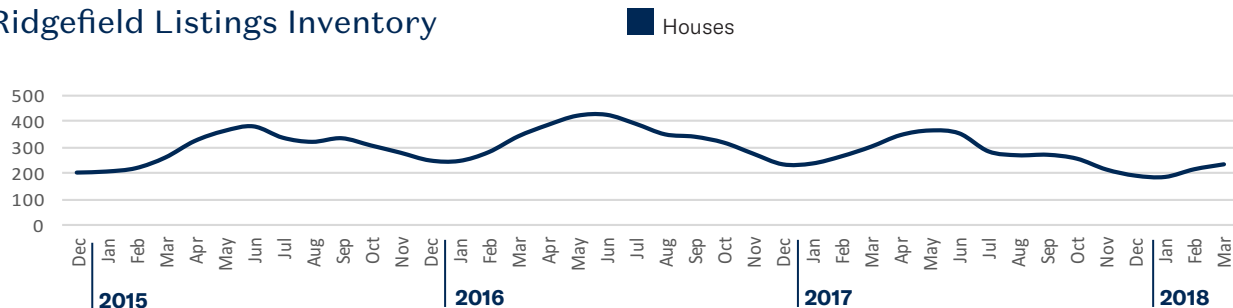
Ridgefield Solds: First Quarter



Average Sold Price: First Quarter



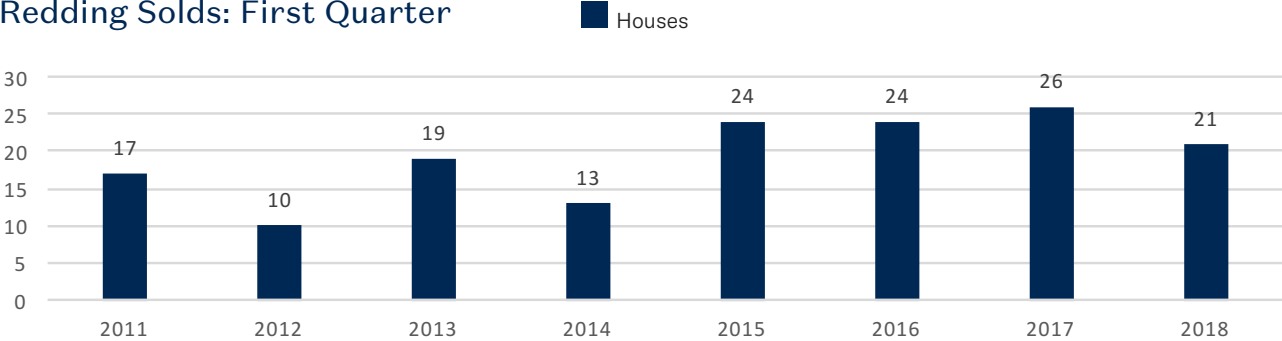
Ridgefield Listings Inventory



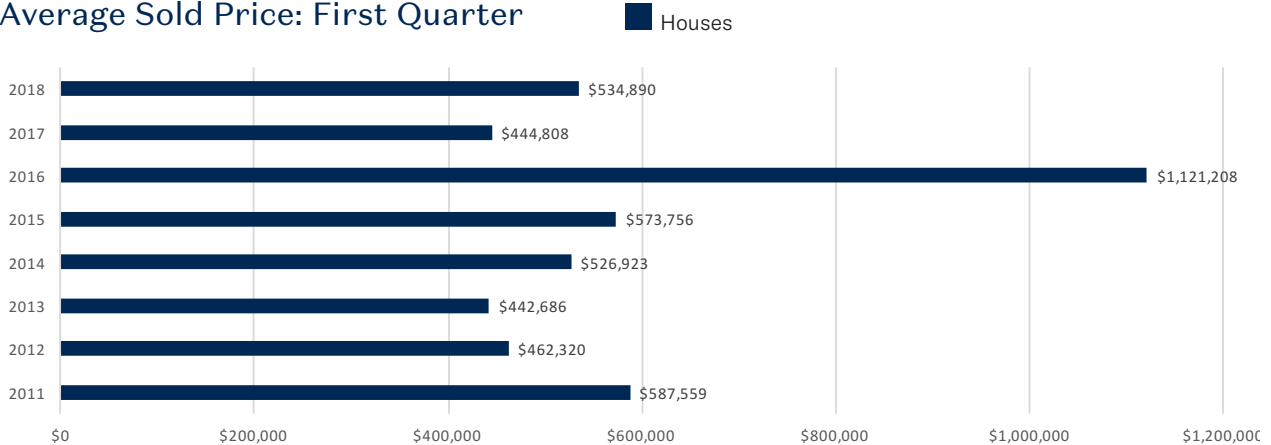
Redding Overview

| | Q1 2018 | Q1 2017 | % CHANGE |
|-------------------------------|-----------|-----------|----------|
| Houses: Sold | 21 | 26 | -19.2% |
| Houses: Median Sale Price | \$534,000 | \$420,000 | +27.1% |
| Houses: Average Sale Price | \$534,890 | \$444,808 | +20.3% |
| House Inventory on March 31st | 94 | 131 | -28.2% |

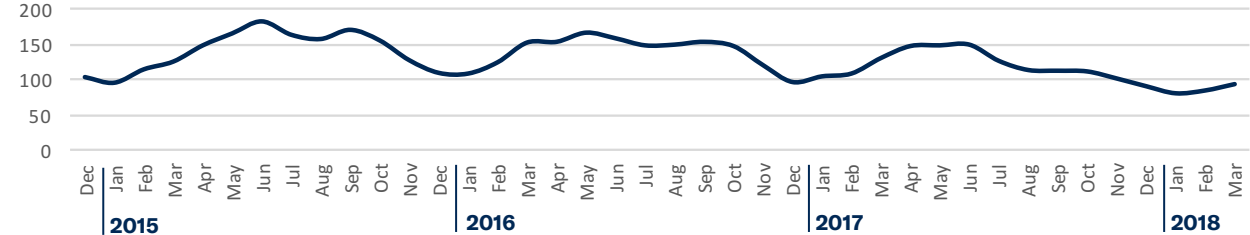
Redding Solds: First Quarter



Average Sold Price: First Quarter



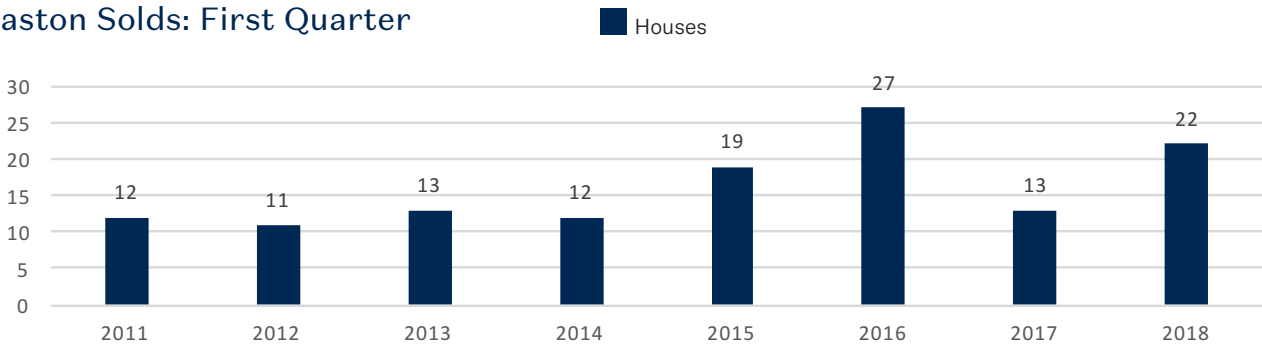
Redding House Listings Inventory



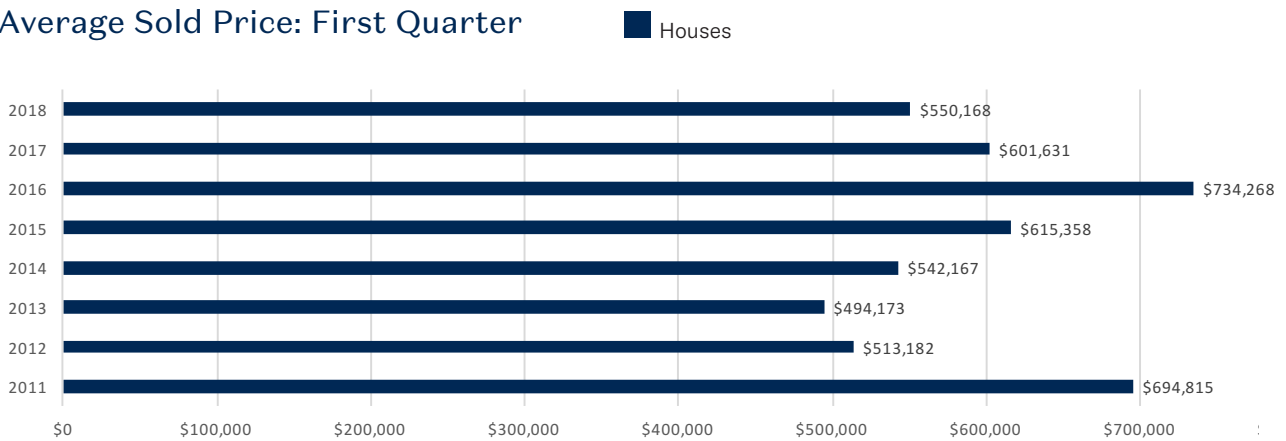
Easton Overview

| | Q1 2018 | Q1 2017 | % CHANGE |
|-------------------------------|-----------|-----------|----------|
| Houses: Sold | 22 | 13 | +69.2% |
| Houses: Median Sale Price | \$508,500 | \$500,000 | +1.7% |
| Houses: Average Sale Price | \$550,168 | \$601,631 | -8.6% |
| House Inventory on March 31st | 105 | 134 | -21.6% |

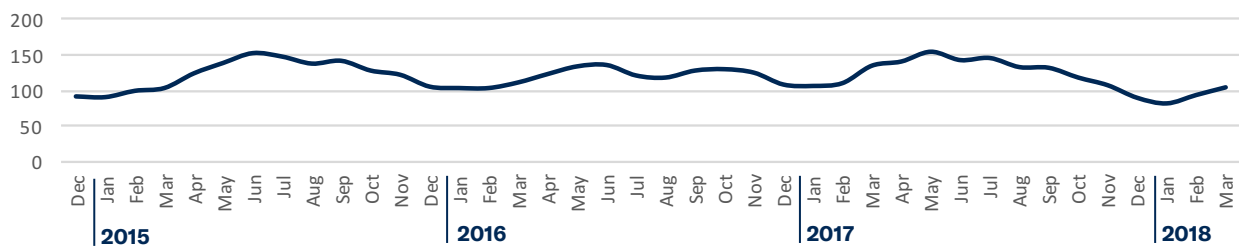
Easton Sold: First Quarter



Average Sold Price: First Quarter



Easton House Listings Inventory



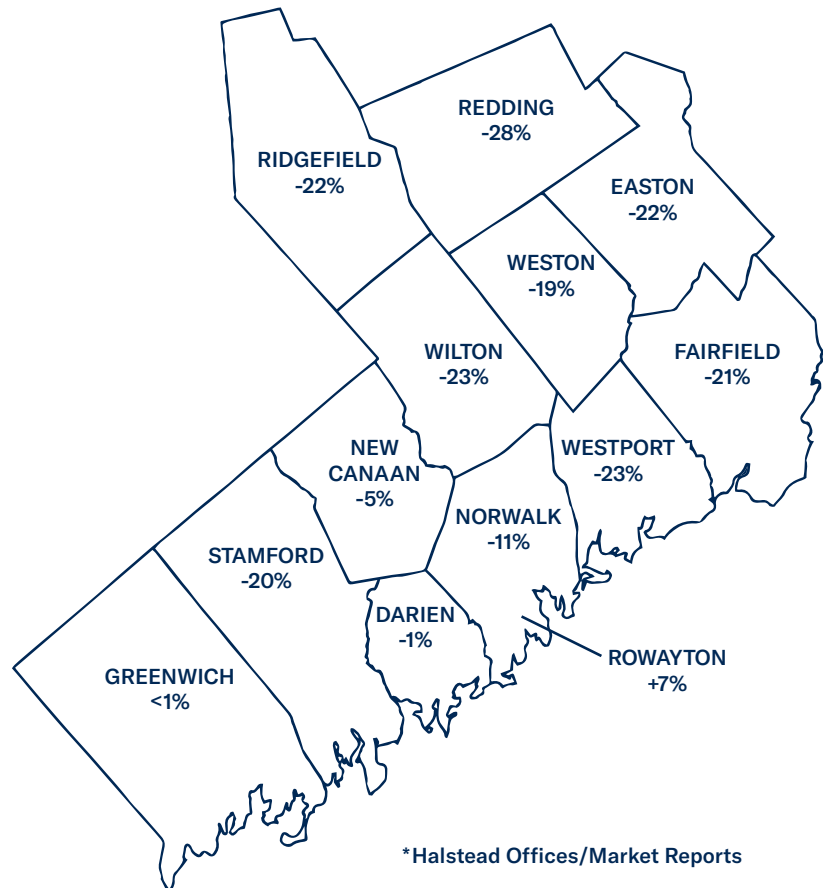
Lower Fairfield County

Town Comparison: First Quarter (Single Family Homes)

| Town | # of Sold Houses | | % change | Average Selling Price | | % change |
|------------|------------------|------|----------|-----------------------|-------------|----------|
| | 2018 | 2017 | | 2018 | 2017 | |
| Greenwich | 100 | 126 | -20.6% | \$2,696,789 | \$2,510,202 | +7.4% |
| Stamford | 150 | 142 | +5.6% | \$655,212 | \$686,846 | -4.6% |
| Darien | 39 | 47 | -17% | \$1,443,719 | \$1,611,319 | -10.4% |
| New Canaan | 34 | 46 | -26.1% | \$1,922,628 | \$1,646,358 | +16.8% |
| Norwalk | 104 | 127 | -18.1% | \$567,512 | \$506,579 | +12% |
| Wilton | 34 | 44 | -22.7% | \$834,908 | \$932,066 | -10.4% |
| Westport | 84 | 66 | +27.3% | \$1,535,635 | \$1,610,552 | -4.7% |
| Weston | 23 | 24 | -4.2% | \$728,930 | \$754,486 | -3.4% |
| Ridgefield | 47 | 61 | -23% | \$679,336 | \$720,593 | -5.7% |
| Fairfield | 128 | 120 | +6.7% | \$776,688 | \$790,578 | -1.8% |
| Easton | 22 | 13 | +69.2% | \$550,168 | \$601,631 | -8.6% |
| Redding | 21 | 26 | -19.2% | \$534,890 | \$444,808 | +20.3% |

SF House Inventory Supply March 2018 vs. March 2017

At the end of March the supply of active single family homes was down significantly in Lower Fairfield County. As shown in the map to the right, 11 of the 12 towns had a year-over-year percentage decrease in on-market houses, with the collective inventory for all towns down 15%. Fairfield County as a whole is seeing a similar trend, with inventory levels for the broader county down 20%. The map to the right represents the change in number of active houses for each town at the end of March as it compares to March, 2017.



All data sourced from Connecticut Smart MLS and Greenwich MLS.

Actives from the Connecticut Smart MLS include Active, Show and TOM status.

Actives from the Greenwich MLS include Active and Contingent Contract status.

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