



HALSTEAD
REAL ESTATE

Stamford
Market Report
Third Quarter 2019 **2019**

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HALSTEAD CONNECTICUT, LLC

Stamford Overview



Single Family Houses

Number of Solds Q3
Vs. Q3 2018

↑ 33.2%

Average Sold Price Q3
Vs. Q3 2018

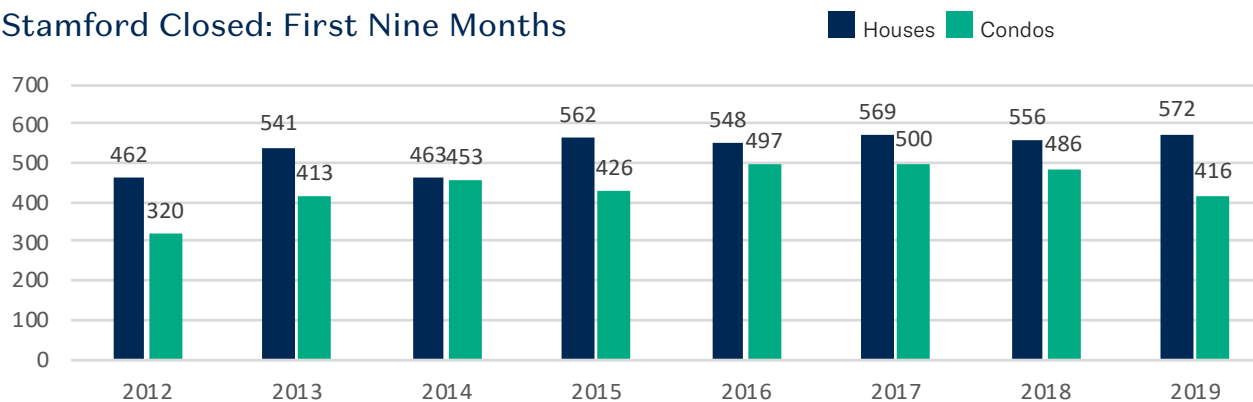
↑ 6.4%

Sept. 30 Inventory
Vs. Sept. 30, 2018

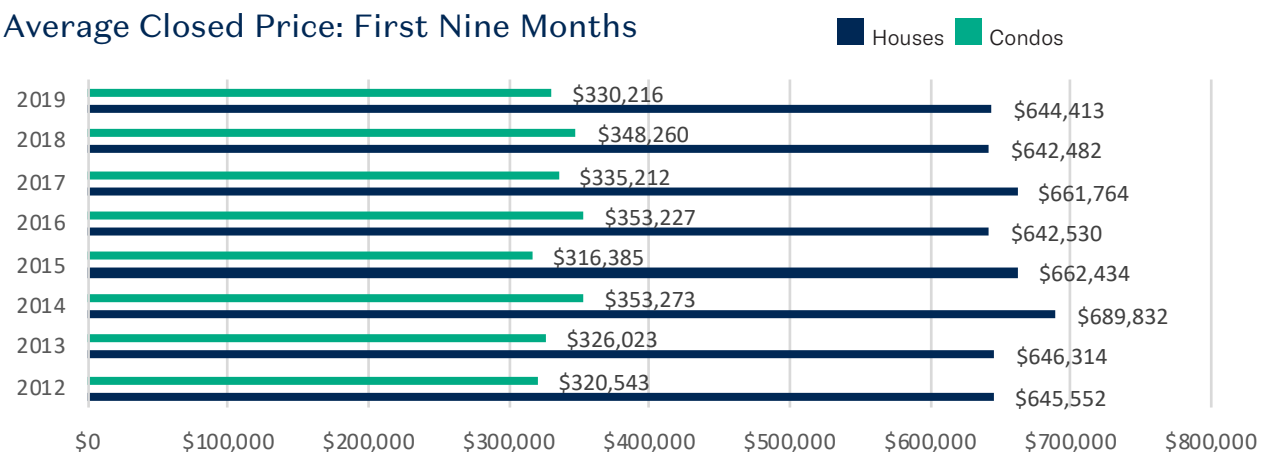
↓ 0.5%

	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





Active House Listings as of September 30th

	2019	2018	%
Under \$400K	26	22	+18.2%
\$400K-\$500K	55	57	-3.5%
\$500K-\$600K	73	66	+10.6%
\$600K-\$700K	70	66	+6.1%
\$700K-\$800K	61	57	+7%
\$800K-\$1M	67	63	+6.3%
\$1M-\$1.2M	35	40	-12.5%
\$1.2M-\$1.5M	28	34	-17.6%
\$1.5M-\$2M	11	23	-52.2%
Over \$2M	12	12	0%

Number of Houses Closed: First Nine Months

	2019	2018	%
Under \$400K	60	58	+3.4%
\$400K-\$500K	114	125	-8.8%
\$500K-\$600K	131	105	+24.8%
\$600K-\$700K	102	98	+4.1%
\$700K-\$800K	69	62	+11.3%
\$800K-\$1M	47	63	-25.4%
\$1M-\$1.2M	21	21	0%
\$1.2M-\$1.5M	18	15	+20%
\$1.5M-\$2M	6	8	-25%
Over \$2M	4	1	+300%

Average List-to-Sale-Price Ratio: Houses

Based on closings from First Nine Months 2019

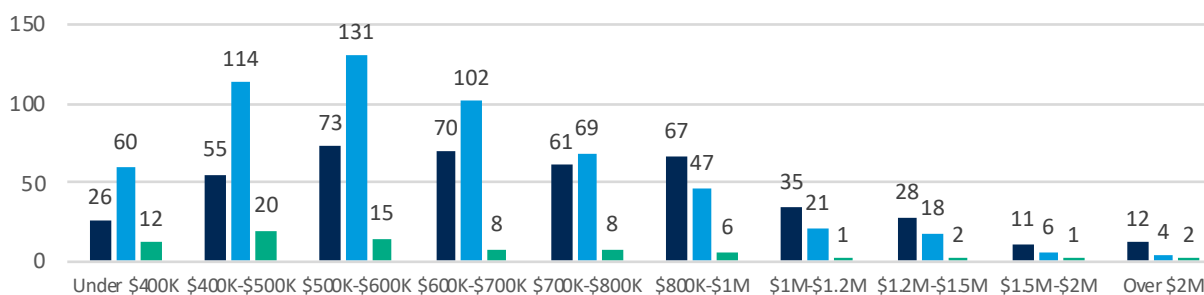
UNDER \$400K	\$400K-\$500K	\$500K-\$600K	\$600K-\$700K	\$700K-\$800K	\$800K-\$1M	\$1M-\$1.2M	\$1.2M-\$1.5M	\$1.5M-\$2M	OVER \$2M
94.1%	96.9%	98.3%	97.9%	97.4%	97.1%	96.0%	94.7%	94.9%	93.1%

Average for all price points: 97.1%

Houses: Active/Closed/Pending

Active/Pending as of September 30th; Closed: First Nine Months

Active Closed Pending





Active Condo/Co-Op Listings as of September 30th

	2019	2018	%
Under \$200K	36	32	+12.5%
\$200K-\$300K	72	73	-1.4%
\$300K-\$400K	63	50	+26%
\$400K-\$500K	56	32	+75%
\$500K-\$600K	32	21	+52.4%
\$600K-\$700K	11	8	+37.5%
\$700K-\$1M	21	17	+23.5%
Over \$1M	5	8	-37.5%

Number of Condos/Co-Ops Closed: First Nine Months

	2019	2018	%
Under \$200K	81	92	-12%
\$200K-\$300K	145	121	+19.8%
\$300K-\$400K	85	132	-35.6%
\$400K-\$500K	55	73	-24.7%
\$500K-\$600K	27	38	-28.9%
\$600K-\$700K	6	12	-50%
\$700K-\$1M	11	13	-15.4%
Over \$1M	6	5	+20%

Average List-to-Sale-Price Ratio: Condos

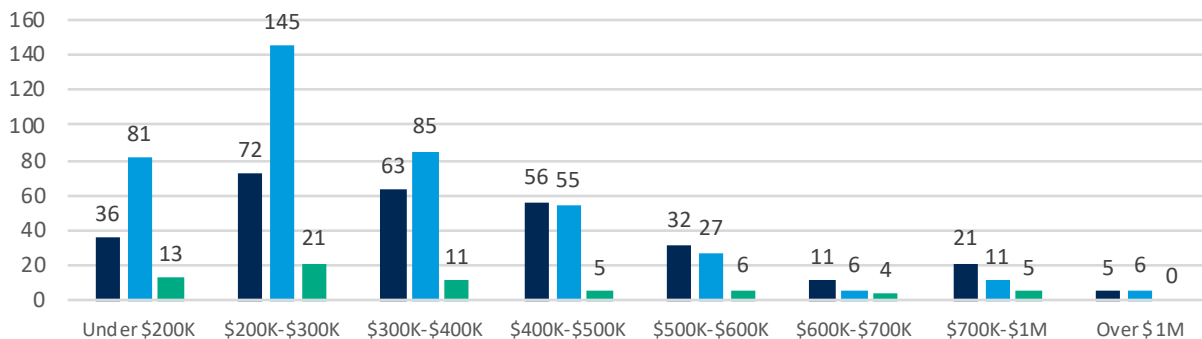
Based on closings from First Nine Months 2019

UNDER \$200K	\$200K-\$300K	\$300K-\$400K	\$400K-\$500K	\$500K-\$600K	\$600K-\$700K	\$700K-\$1M	OVER \$1M
95.6%	97.5%	97.3%	97.8%	98.1%	98.7%	99.8%	91.8%
Average for all price points: 97.2%							

Condos/Co-Ops: Active/Closed/Pending

Active/Pending as of September 30th; Closed: First Nine Months

Active Closed Pending



Stamford Neighborhoods



Number of Houses Sold, First Nine Months: By Neighborhood

	# of Sold Houses			Average House Sale Price			Avg Price Per SQ FT		
	2019	2018	% Change	2019	2018	% Change	2019	2018	% Change
Cove	23	34	-32.4%	\$450,580	\$460,887	-2.2%	\$247	\$236	+4.6%
Glenbrook	36	32	+12.5%	\$450,233	\$471,069	-4.4%	\$226	\$233	-2.9%
Mid City	36	28	+28.6%	\$566,347	\$541,107	+4.7%	\$240	\$217	+10.2%
Mid-Ridges	43	33	+30.3%	\$495,092	\$545,192	-9.2%	\$247	\$254	-2.6%
Newfield	61	62	-1.6%	\$571,923	\$605,769	-5.6%	\$245	\$232	+5.8%
North Stamford	174	158	+10.1%	\$722,285	\$713,969	+1.2%	\$205	\$200	+2.7%
Shippan	27	33	-18.2%	\$944,741	\$892,495	+5.9%	\$285	\$302	-5.7%
Springdale	55	52	+5.8%	\$534,407	\$528,020	+1.2%	\$260	\$251	+3.6%
Turn Of River	19	18	+5.6%	\$532,849	\$505,000	+5.5%	\$255	\$230	+10.7%
Waterside	14	15	-6.7%	\$1,222,621	\$960,533	+27.3%	\$392	\$350	+12%
West Side	5	8	-37.5%	\$375,450	\$347,625	+8%	\$206	\$179	+14.8%
Westover	55	61	-9.8%	\$784,683	\$788,299	-0.5%	\$235	\$224	+4.7%
Other	24	22	+9.1%	--	--	--	--	--	--

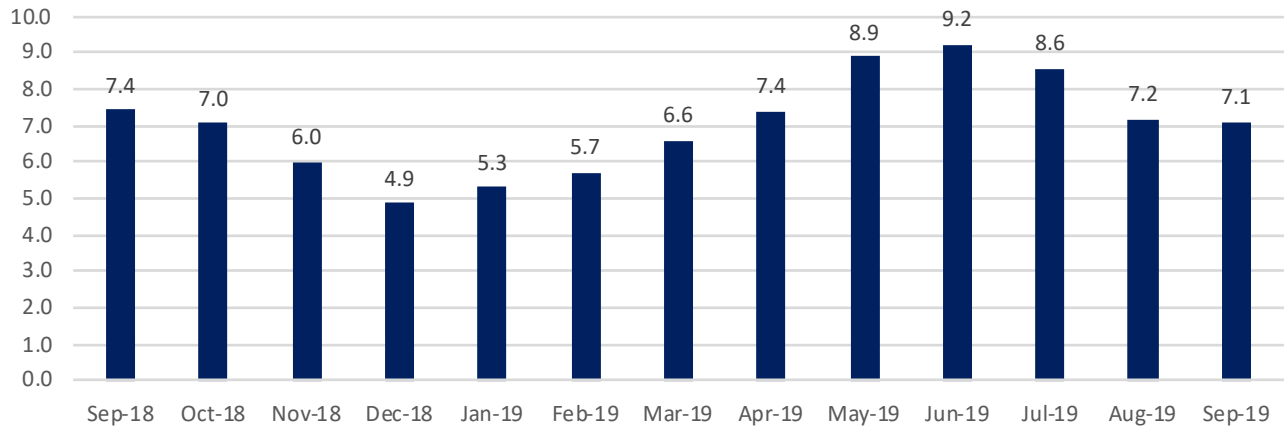
Number of Condos/Co-ops Sold, First Nine Months: By Neighborhood

	# of Sold Houses			Average House Sale Price			Avg Price Per SQ FT		
	2019	2018	% Change	2019	2018	% Change	2019	2018	% Change
Cove	35	45	-22.2%	\$281,845	\$281,135	+0.3%	\$226	\$212	+6.6%
Glenbrook	82	96	-14.6%	\$301,756	\$300,238	+0.5%	\$230	\$228	+1.3%
Mid City	192	212	-9.4%	\$299,120	\$319,390	-6.3%	\$273	\$268	+1.6%
Mid-Ridges	4	7	-42.9%	\$757,000	\$526,157	+43.9%	\$247	\$249	-1%
Newfield	5	2	+150%	\$420,000	\$716,875	-41.4%	\$253	\$241	+5.1%
Shippan	14	11	+27.3%	\$383,150	\$491,045	-22%	\$234	\$276	-15.2%
Springdale	38	47	-19.1%	\$340,145	\$359,697	-5.4%	\$230	\$237	-3%
Turn Of River	2	5	-60%	\$531,500	\$571,200	-7%	\$245	\$253	-3.4%
Waterside	5	10	-50%	\$469,800	\$459,700	+2.2%	\$374	\$330	+13.2%
West Side	12	13	-7.7%	\$343,333	\$296,385	+15.8%	\$221	\$201	+9.9%
Westover	11	17	-35.3%	\$887,000	\$854,412	+3.8%	\$343	\$377	-9%
Other	16	21	-23.8%	--	--	--	--	--	--

Stamford 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



	SEPTEMBER 2019		MARCH 2019		SEPTEMBER 2018	
	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE
Under \$400K	26	3.6	13	1.9	22	3.3
\$400K-\$500K	55	4.5	40	2.9	57	4.0
\$500K-\$600K	73	5.4	70	6.4	66	5.9
\$600K-\$700K	70	6.4	56	5.4	66	6.3
\$700K-\$800K	61	8.9	52	9.2	57	9.8
\$800K-\$1M	67	12.4	63	10.2	63	10.1
\$1M-\$1.2M	35	16.2	27	16.2	40	16.0
\$1.2M-\$1.5M	28	14.0	28	22.4	34	24.0
\$1.5M-\$2M	11	14.7	21	25.2	23	34.5
Over \$2M	12	24.0	10	40.0	12	48.0

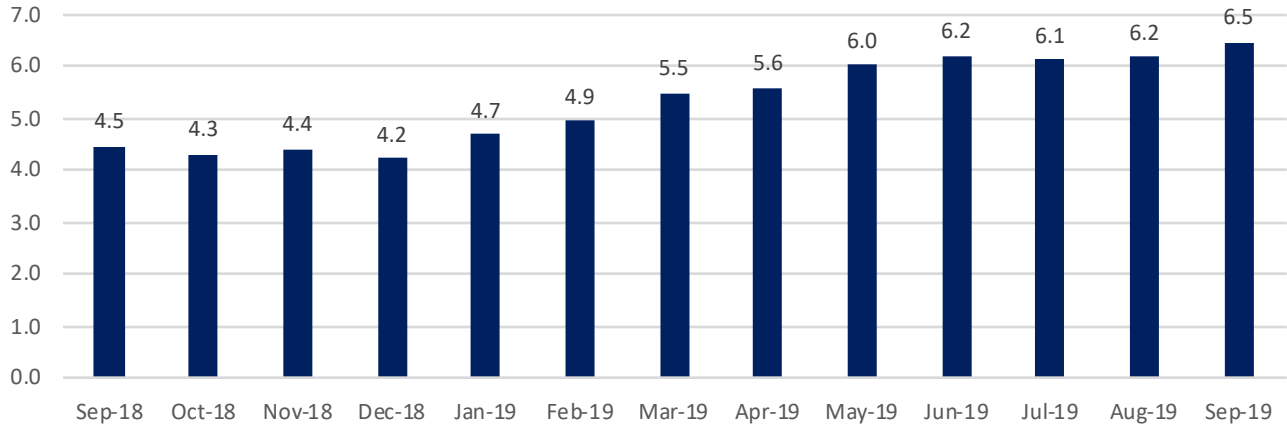
Stamford had a **7.1**-month supply of houses for sale in September, about the same amount as last year, when there was a 7.4-month supply. Price ranges under \$700,000 averaged having a **5**-month supply of houses.



623 Westover Road, Stamford. \$925,000. Web# 170215284

Stamford Absorption Rate: Condos

Absorption Rate in Months: Condos



	SEPTEMBER 2019		MARCH 2019		SEPTEMBER 2018	
	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE
Under \$200K	36	4.0	27	3.1	32	2.9
\$200K-\$300K	72	4.7	83	6.0	73	5.2
\$300K-\$400K	63	6.2	55	4.2	50	3.4
\$400K-\$500K	56	9.3	34	5.0	32	4.3
\$500K-\$600K	32	10.1	30	9.0	21	5.9
\$600K-\$700K	11	16.5	10	13.3	8	6.9
\$700K-\$1M	21	19.4	20	15.0	17	11.3
Over \$1M	5	8.6	6	12.0	8	13.7

Stamford had a **6.5**-month supply of condos for sale in September, 44% higher than the same time last year, when the absorption rate was 4.5 months. From September 2018 to September 2019 Stamford averaged having a **5.3**-month supply of condos.



180 Turn Of River Road, Unit # 17A, Stamford. \$575,000 Web#170230813

Lower Fairfield County

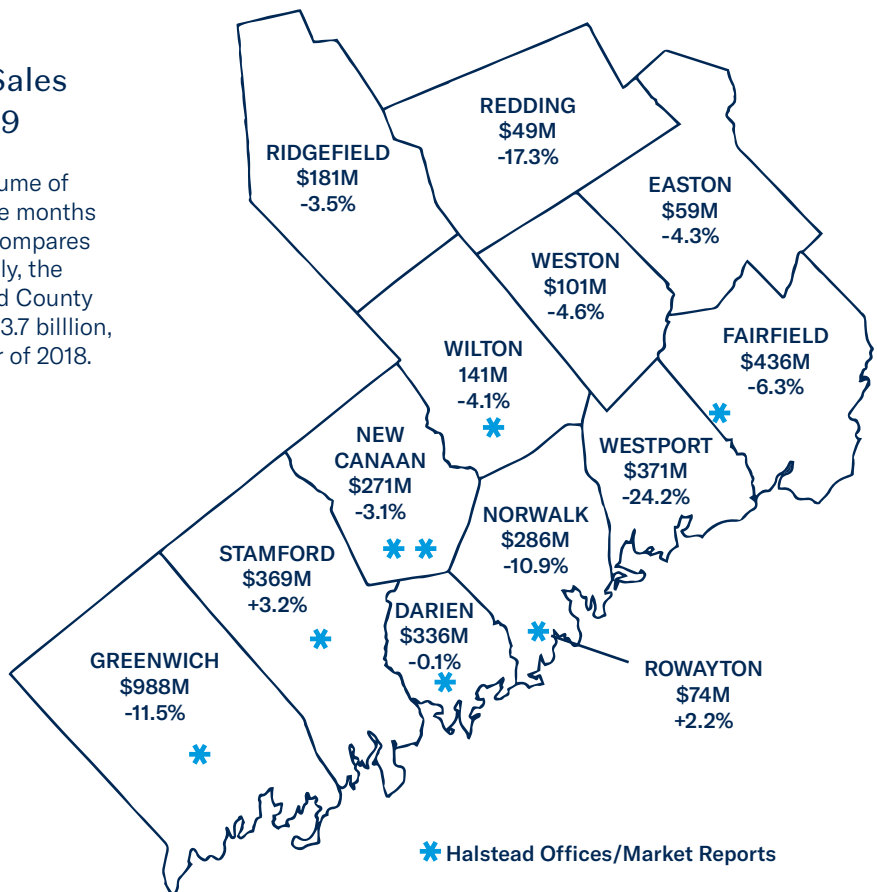
Town Comparison: Sold Houses - First Nine Months

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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