



HALSTEAD
REAL ESTATE

Cos Cob
Market Report
First Half 2019 **2019**

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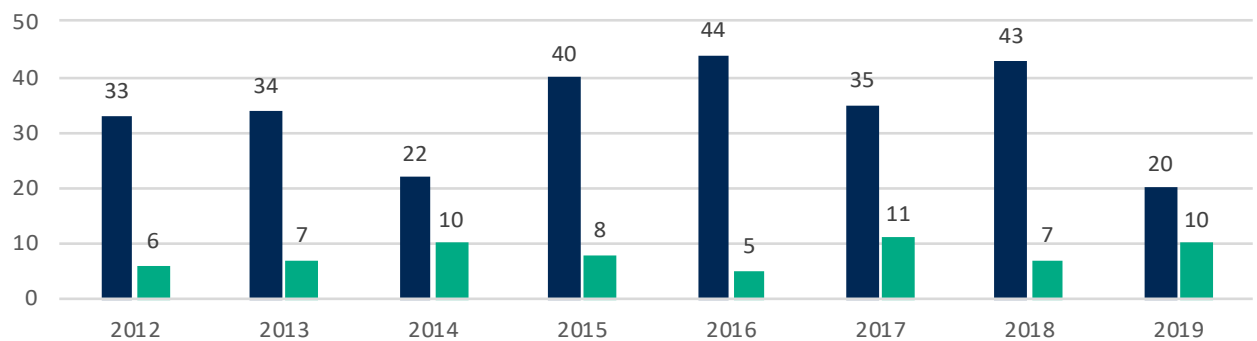
125 MASON STREET, GREENWICH, CT 06830 | (203) 869-8100

HALSTEAD CONNECTICUT, LLC

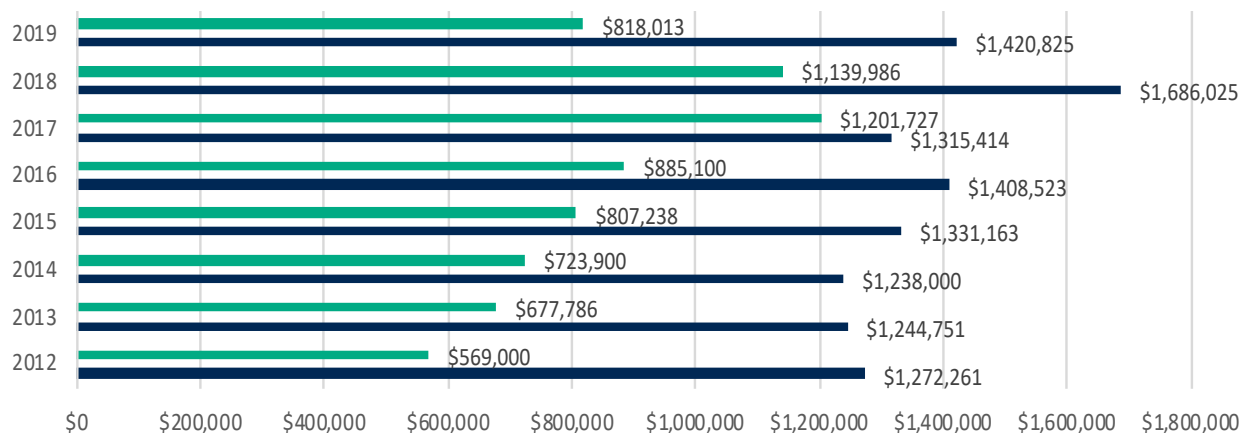
Cos Cob Overview

	2019	2018	% CHANGE
Houses: Closings in First Six Months	20	43	-53.5%
Houses: Average Closing Price First Six Months	\$1,420,825	\$1,686,025	-15.7%
Houses: Pending on June 30th	3	5	-40%
Houses: Inventory on June 30th	71	59	+20.3%
Condos: Closings First Six Months	10	7	+42.9%
Condos: Average Closing Price First Six Months	\$818,013	\$1,139,986	-28.2%
Condos: Inventory on June 30th	16	15	+6.7%

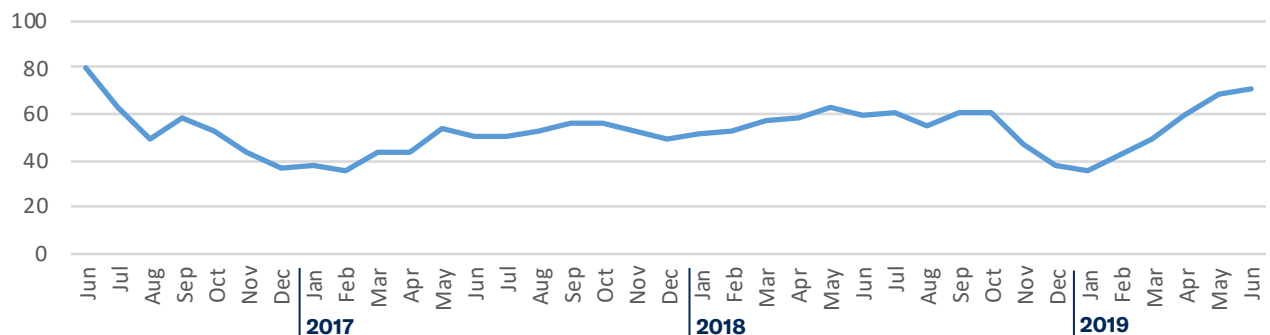
Cos Cob Closed: First Six Months ■ Houses



Average Closed Price: First Six Months ■ Houses



Cos Cob House Listings Inventory ■ Houses



Cos Cob

Active House Listings as of June 30th

	2019	2018	%
Under \$1M	23	9	+155.6%
\$1M-\$1.5M	19	22	-13.6%
\$1.5M-\$2M	15	13	+15.4%
\$2M-\$2.5M	7	7	0%
\$2.5M-\$3M	4	4	0%
Over \$3M	3	4	-25%

Number of Houses Closed: First Six Months

	2019	2018	%
Under \$1M	4	10	-60%
\$1M-\$1.5M	8	12	-33.3%
\$1.5M-\$2M	5	10	-50%
\$2M-\$2.5M	2	4	-50%
\$2.5M-\$3M	0	1	NA
Over \$3M	1	6	-83.3%

Average List-to-Sale-Price Ratio: Houses

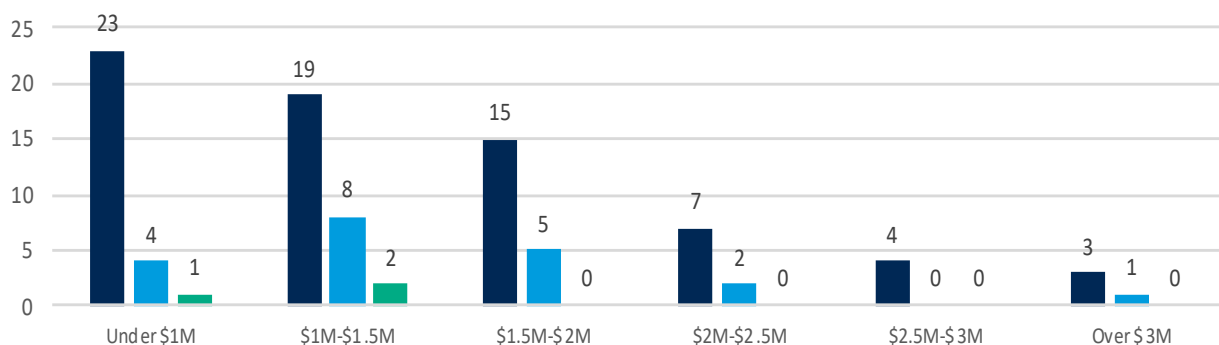
Based on closing from First Six Months 2019

UNDER \$1M	\$1M-\$1.5M	\$1.5M-\$2M	\$2M-\$2.5M	\$2.5M-\$3M	OVER \$3M
93.1%	92.7%	95.8%	93.6%	N/A	97.3%
Average for all price points: 93.9%					

Houses: Active/Closed/Pending

Active/Pending as of June 30th; Closed: First Six Months

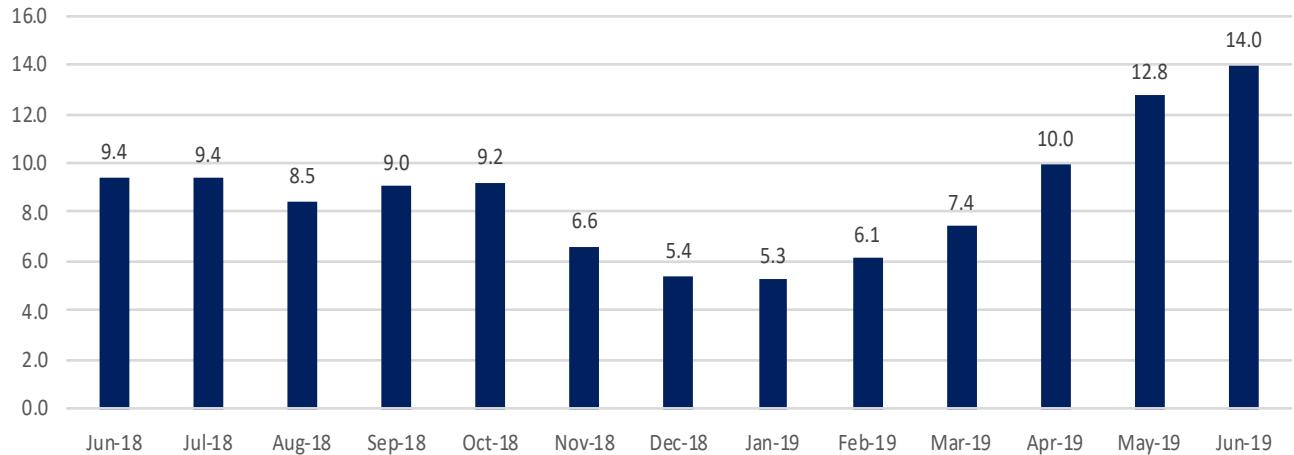
Active Closed Pending



Cos Cob 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



	JUNE 2019		DECEMBER 2018		JUNE 2018	
	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE
Under \$1M	23	17.3	6	3.3	9	6.4
\$1M-\$1.5M	19	9.9	15	6.7	22	9.1
\$1.5M-\$2M	15	13.8	7	4.7	13	9.8
\$2M-\$2.5M	7	21.0	7	14.0	7	16.8
\$2.5M-\$3M	4	24.0	2	8.0	4	48.0
Over \$3M	3	12.0	1	1.5	4	6.9

Cos Cob had a **14**-month supply of houses for sale in June, 49% higher than the same time last year, when the absorption rate was 9.4 months. The tightest price range was \$1 million to \$1.5 million, where there was a **9.9**-month supply of houses.



66 Valleywood Road, Cos Cob. \$1,098,000 Web# 170190103

Lower Fairfield County

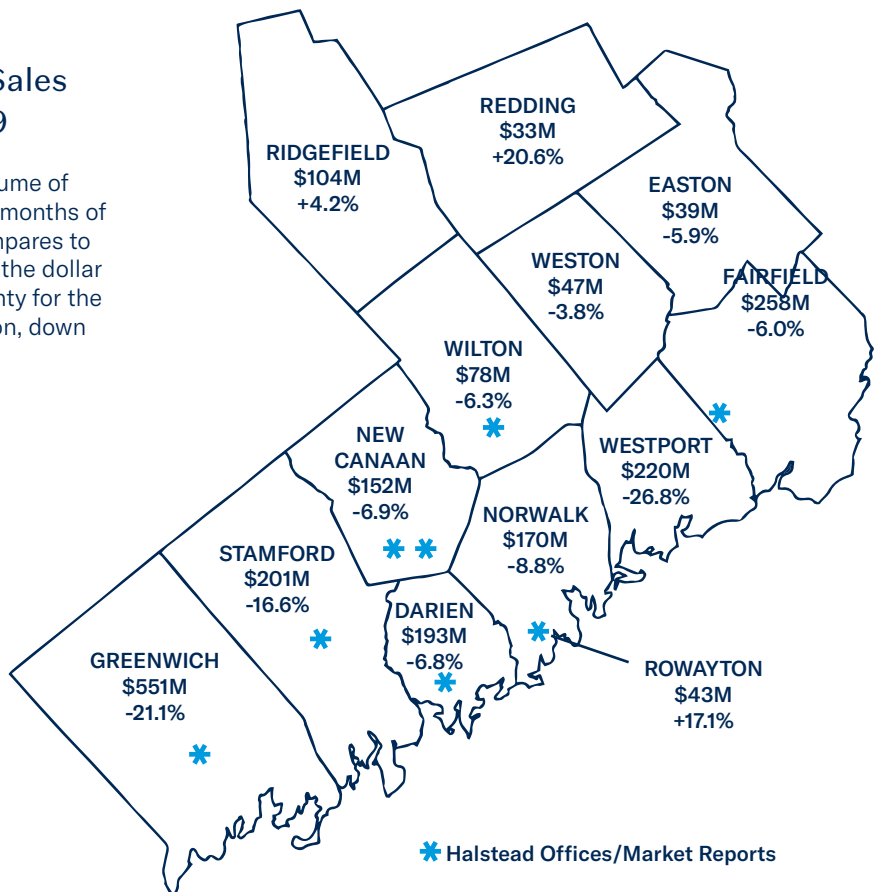
Town Comparison: Sold Houses - First Six Months

Town	# of Closed Houses		% change	Median Closing Price		% change
	2019	2018		2019	2018	
Darien	133	123	+8.1%	\$1,180,000	\$1,485,000	-20.5%
Easton	62	69	-10.1%	\$599,500	\$550,000	+9%
Fairfield	364	359	+1.4%	\$577,500	\$620,000	-6.9%
All of Greenwich	226	275	-17.8%	\$1,950,000	\$1,865,000	+4.6%
New Canaan	108	97	+11.3%	\$1,200,000	\$1,380,000	-13%
Norwalk	290	309	-6.1%	\$486,509	\$499,000	-2.5%
Redding	62	50	+24%	\$522,750	\$540,625	-3.3%
Ridgefield	149	149	0%	\$625,000	\$618,000	+1.1%
Rowayton*	35	32	+9.4%	\$1,217,500	\$810,000	+50.3%
Stamford	318	369	-13.8%	\$581,750	\$596,000	-2.4%
Weston	61	66	-7.6%	\$665,000	\$651,000	+2.2%
Westport	159	202	-21.3%	\$1,220,000	\$1,220,000	0%
Wilton	101	91	+11%	\$712,500	\$795,000	-10.4%

*Rowayton closing data also included in Norwalk.

Dollar Volume of House Sales First Six Months 2019

To the right is a look at the total dollar volume of house sales for each town for the first six 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 six months of the year was \$2.4 billion, down 13% vs. January through June 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.

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* Halstead Offices/Market Reports