



HALSTEAD
REAL ESTATE

Fairfield
Market Report
First Half 2019 **2019**

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

 **MAYFAIR**
International Realty

LUXURY
PORTFOLIO
INTERNATIONAL®

Leading
REAL ESTATE COMPANIES
OF THE WORLD

halstead.com

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

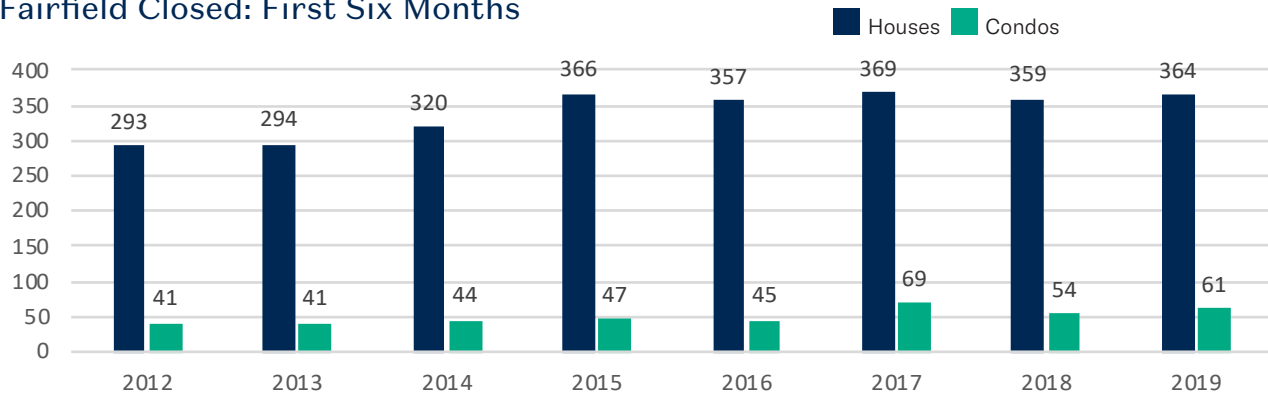
HALSTEAD CONNECTICUT, LLC

Fairfield Overview

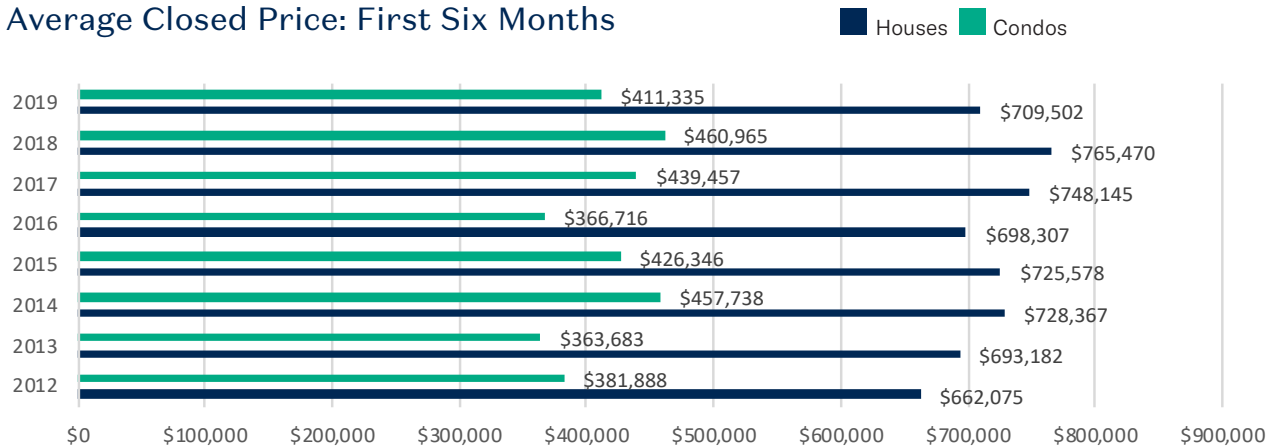


	2019	2018	% CHANGE
Houses: Closings in First Six Months	364	359	+1.4%
Houses: Average Closing Price First Six Months	\$709,502	\$765,470	-7.3%
Houses: Pending on June 30th	95	101	-5.9%
Houses: Inventory on June 30th	564	564	0%
Condos: Closings First Six Months	61	54	+13%
Condos: Average Closing Price First Six Months	\$411,335	\$460,965	-10.8%
Condos: Inventory on June 30th	64	64	0%

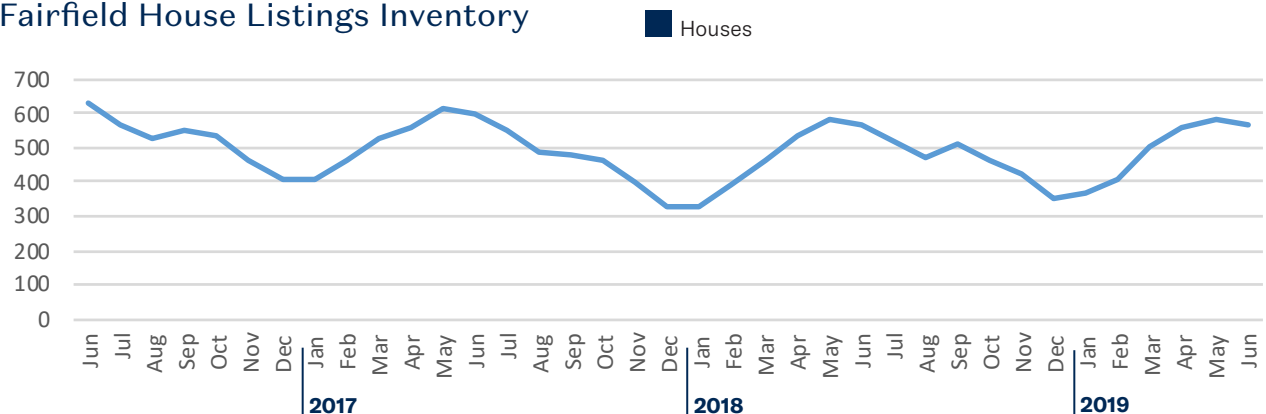
Fairfield Closed: First Six Months



Average Closed Price: First Six Months



Fairfield House Listings Inventory





Active House Listings as of June 30th

	2019	2018	%
Under \$300K	7	21	-66.7%
\$300K-\$400K	36	47	-23.4%
\$400K-\$500K	71	56	+26.8%
\$500K-\$600K	65	58	+12.1%
\$600K-\$700K	58	55	+5.5%
\$700K-\$800K	57	58	-1.7%
\$800K-\$1M	77	76	+1.3%
\$1M-\$1.2M	52	45	+15.6%
\$1.2M-\$1.5M	42	43	-2.3%
\$1.5M-\$2M	47	52	-9.6%
Over \$2M	52	53	-1.9%

Number of Houses Closed: First Six Months

	2019	2018	%
Under \$300K	19	15	+26.7%
\$300K-\$400K	49	53	-7.5%
\$400K-\$500K	63	56	+12.5%
\$500K-\$600K	57	50	+14%
\$600K-\$700K	41	38	+7.9%
\$700K-\$800K	29	37	-21.6%
\$800K-\$1M	42	40	+5%
\$1M-\$1.2M	25	21	+19%
\$1.2M-\$1.5M	22	25	-12%
\$1.5M-\$2M	10	9	+11.1%
Over \$2M	7	15	-53.3%

Average List-to-Sale-Price Ratio: Houses

Based on closing from First Six Months 2019

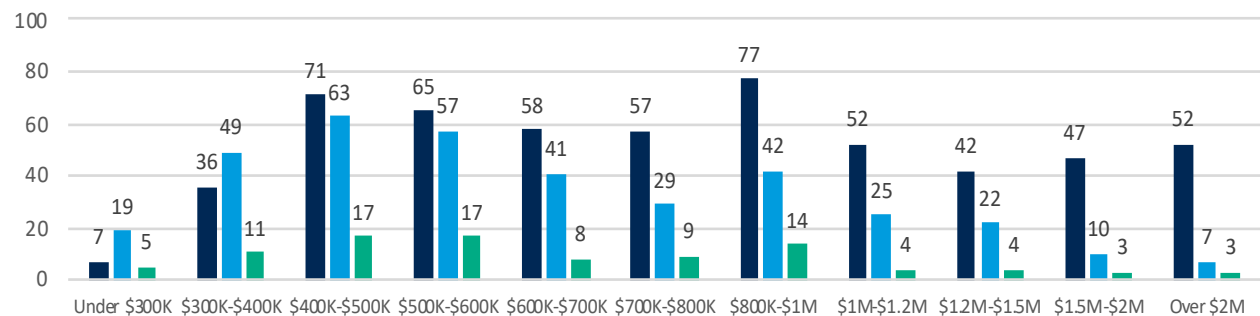
UNDER \$300K	\$300K-\$400K	\$400K-\$500K	\$500K-\$600K	\$600K-\$700K	\$700K-\$800K	\$800K-\$1M	\$1M-\$1.2M	\$1.2M-\$1.5M	\$1.5M-\$2M	OVER \$2M
95.3%	96.0%	96.8%	96.4%	96.7%	96.8%	96.3%	94.6%	93.3%	94.6%	91.3%

Average for all price points: 96.0%

Houses: Active/Closed/Pending

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

Active Closed Pending





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

	2019	2018	%
Under \$300K	13	17	-23.5%
\$300K-\$400K	9	15	-40%
\$400K-\$500K	9	7	+28.6%
\$500K-\$600K	6	6	0%
\$600K-\$700K	7	4	+75%
\$700K-\$800K	5	4	+25%
\$800K-\$1M	11	7	+57.1%
Over \$1M	4	4	0%

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

	2019	2018	%
Under \$300K	20	19	+5.3%
\$300K-\$400K	17	12	+41.7%
\$400K-\$500K	10	6	+66.7%
\$500K-\$600K	6	0	NA
\$600K-\$700K	2	5	-60%
\$700K-\$800K	2	7	-71.4%
\$800K-\$1M	2	1	+100%
Over \$1M	2	4	-50%

Average List-to-Sale-Price Ratio: Condos

Based on closing from First Six Months 2019

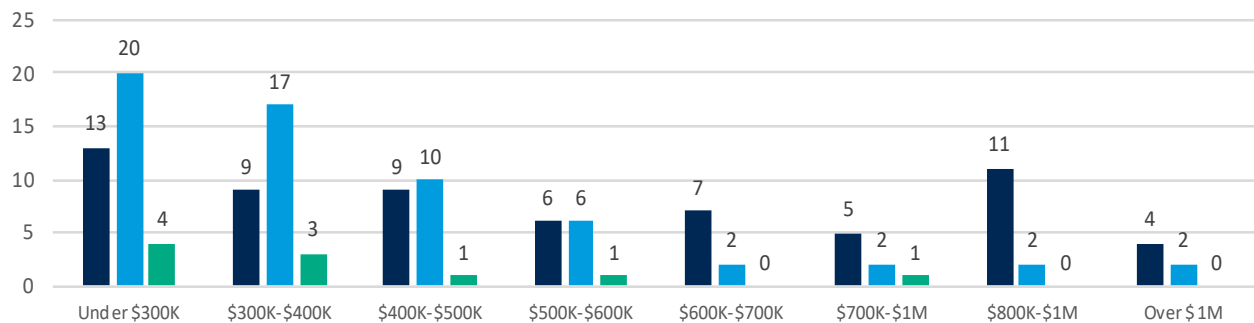
UNDER \$300K	\$300K-\$400K	\$400K-\$500K	\$500K-\$600K	\$600K-\$700K	\$700K-\$1M	\$800K-\$1M	OVER \$1M
94.7%	96.4%	95.5%	96.1%	95.2%	93.0%	98.0%	94.4%

Average for all price points: 95.5%

Condos/Co-Ops: Active/Closed/Pending

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

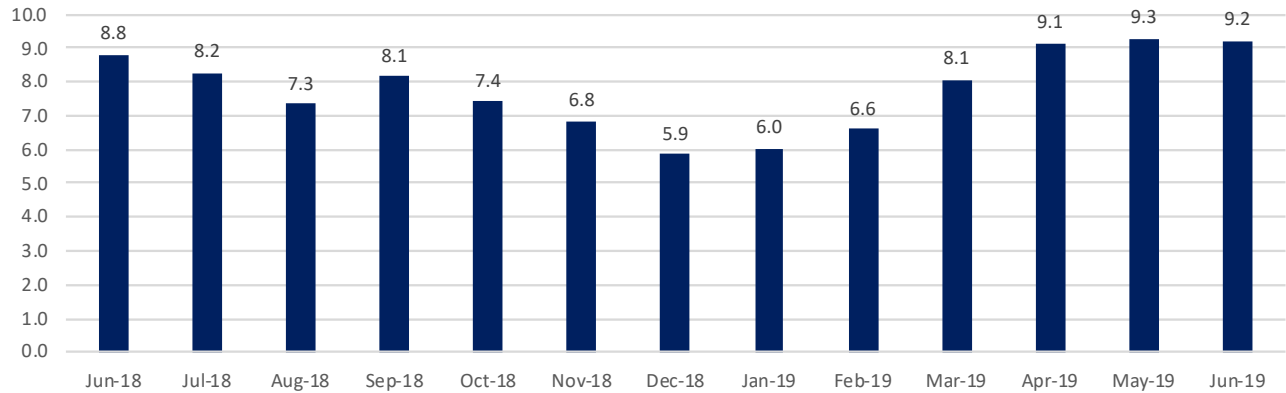
Active Closed Pending



Fairfield 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 \$300K	7	2.0	13	4.0	21	5.3
\$300K-\$400K	36	4.5	28	3.4	47	5.3
\$400K-\$500K	71	7.3	46	5.1	56	5.6
\$500K-\$600K	65	8.2	45	6.1	58	6.1
\$600K-\$700K	58	7.8	35	4.9	55	8.4
\$700K-\$800K	57	10.2	26	4.2	58	9.8
\$800K-\$1M	77	10.5	42	5.9	76	11.4
\$1M-\$1.2M	52	12.7	28	7.5	45	9.6
\$1.2M-\$1.5M	42	12.9	31	8.9	43	10.5
\$1.5M-\$2M	47	17.6	22	8.5	52	29.7
Over \$2M	52	31.2	40	17.1	53	24.5

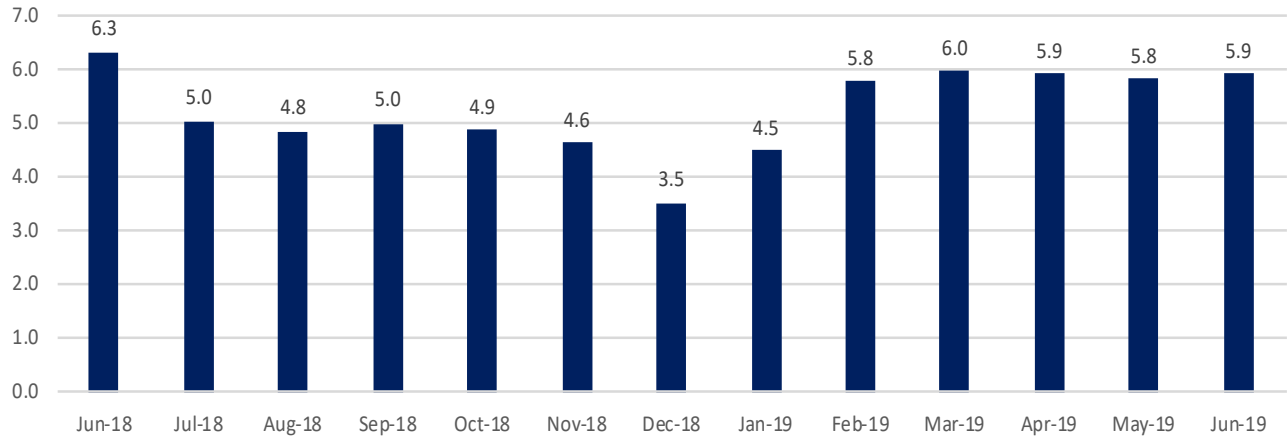
Fairfield had a **9.2**-month supply of houses for sale in June, similar to the same time last year, when the absorption rate was 8.8 months. The tightest price ranges were under \$400,000 where the average was a **3.2**-month supply of houses.



1053 Fairfield Beach Road, Fairfield. \$2,450,000 WEB #170173312

Fairfield Absorption Rate: Condos

Absorption Rate in Months: Condos



	JUNE 2019		DECEMBER 2018		JUNE 2018	
	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE
Under \$300K	13	3.9	7	2.2	17	4.7
\$300K-\$400K	9	3.0	5	1.9	15	6.0
\$400K-\$500K	9	6.0	4	3.4	7	9.3
\$500K-\$600K	6	6.0	6	12.0	6	10.3
\$600K-\$700K	7	14.0	3	4.0	4	3.4
\$700K-\$1M	5	15.0	5	6.7	4	6.0
\$800K-\$1M	11	26.4	4	12.0	7	12.0
Over \$1M	4	5.3	2	2.2	4	12.0

Fairfield had a **5.9**-month supply of condos for sale in June, 6% lower than the same time last year, when the absorption rate was 6.3 months. For price ranges under \$600,000 the average was a **4.7**-month supply of condos.



120 Welch Terrace, Unit# 120, Fairfield. \$839,000 Web# 170189098

Lower Fairfield County

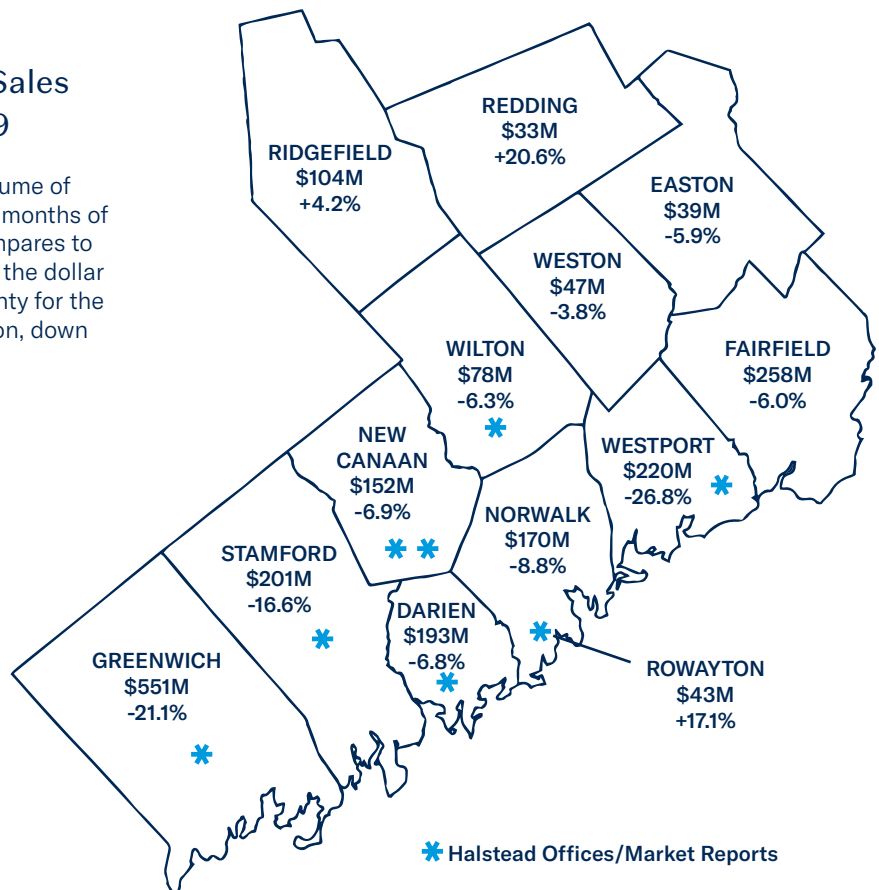
Town Comparison: Sold Houses - First Six Months

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.

©2019 Halstead Connecticut, LLC.

All Rights Reserved. This information may not be copied, commercially used or distributed without Halstead's prior consent. While information is believed true, no guaranty is made of accuracy.

* Halstead Offices/Market Reports