



HALSTEAD
REAL ESTATE

Greenwich
Market Report
First Half 2019 **2019**

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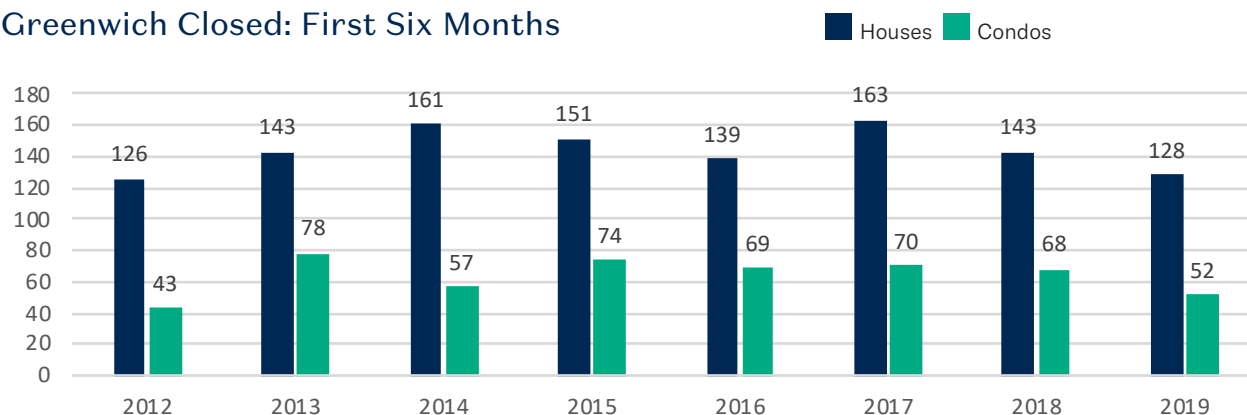
HALSTEAD CONNECTICUT, LLC

Greenwich Overview

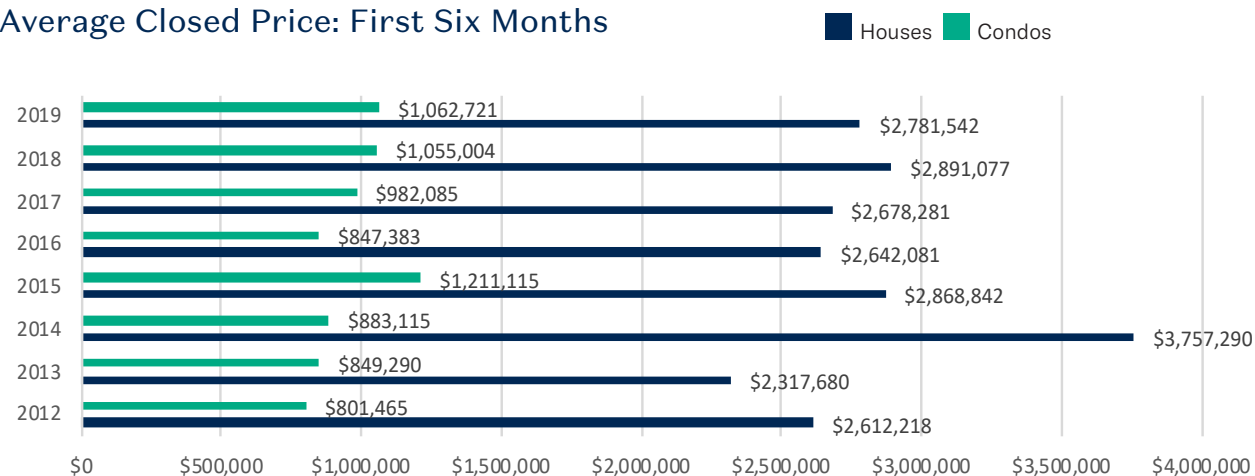


	2019	2018	% CHANGE
Houses: Closings in First Six Months	128	143	-10.5%
Houses: Average Closing Price First Six Months	\$2,781,542	\$2,891,077	-3.8%
Houses: Pending on June 30th	39	44	-11.4%
Houses: Inventory on June 30th	511	452	+13.1%
Condos: Closings First Six Months	52	68	-23.5%
Condos: Average Closing Price First Six Months	\$1,062,721	\$1,055,004	+0.7%
Condos: Inventory on June 30th	125	140	-10.7%

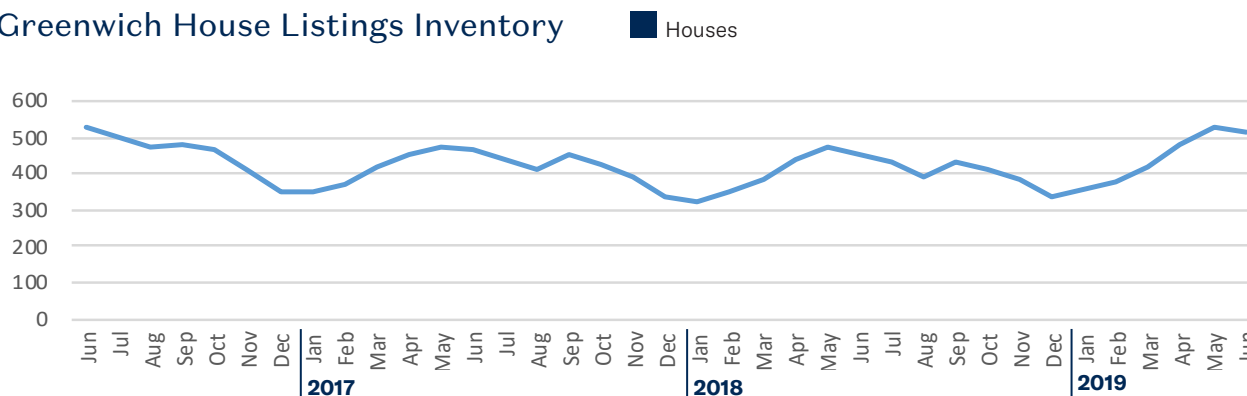
Greenwich Closed: First Six Months



Average Closed Price: First Six Months



Greenwich House Listings Inventory





Active House Listings as of June 30th

	2019	2018	%
Under \$1M	29	41	-29.3%
\$1M-\$1.5M	45	40	+12.5%
\$1.5M-\$2M	64	51	+25.5%
\$2M-\$2.5M	46	35	+31.4%
\$2.5M-\$3M	46	44	+4.5%
\$3M-\$4M	87	81	+7.4%
\$4M-\$5M	62	46	+34.8%
\$5M-\$7M	61	50	+22%
Over \$7M	71	64	+10.9%

Number of Houses Closed: First Six Months

	2019	2018	%
Under \$1M	23	34	-32.4%
\$1M-\$1.5M	17	15	+13.3%
\$1.5M-\$2M	16	18	-11.1%
\$2M-\$2.5M	21	12	+75%
\$2.5M-\$3M	10	10	0%
\$3M-\$4M	17	22	-22.7%
\$4M-\$5M	9	11	-18.2%
\$5M-\$7M	8	15	-46.7%
Over \$7M	7	6	+16.7%

Average List-to-Sale-Price Ratio: Houses

Based on closing from First Six Months 2019

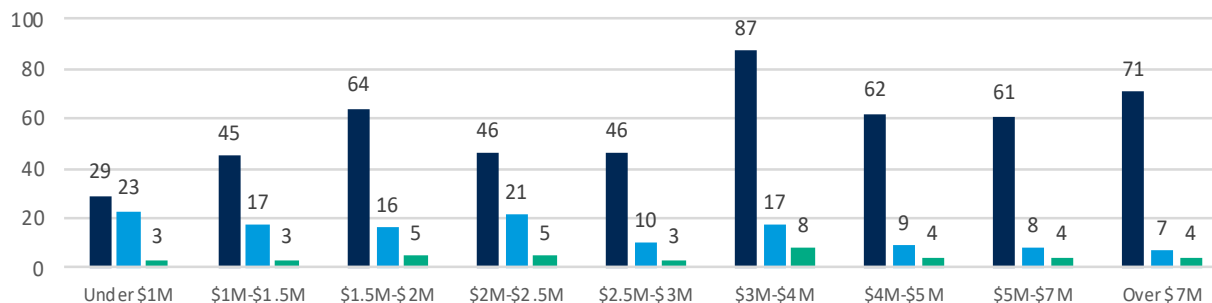
UNDER \$1M	\$1M-\$1.5M	\$1.5M-\$2M	\$2M-\$2.5M	\$2.5M-\$3M	\$3M-\$4M	\$4M-\$5M	\$5M-\$7M	OVER \$7M
96.0%	91.7%	93.7%	91.7%	94.0%	95.0%	93.6%	95.3%	91.1%

Average for all price points: 93.7%

Houses: Active/Closed/Pending

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

Active Closed Pending





Active Condos/Co-Ops Listings as of June 30th

	2019	2018	%
Under \$400K	12	11	+9.1%
\$400K-\$600K	18	24	-25%
\$600K-\$800K	14	25	-44%
\$800K-\$1M	22	21	+4.8%
\$1M-\$1.5M	17	21	-19%
\$1.5M-\$2M	11	6	+83.3%
\$2M-\$3M	13	19	-31.6%
Over \$3M	18	13	+38.5%

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

	2019	2018	%
Under \$400K	5	10	-50%
\$400K-\$600K	10	8	+25%
\$600K-\$800K	13	15	-13.3%
\$800K-\$1M	9	8	+12.5%
\$1M-\$1.5M	5	11	-54.5%
\$1.5M-\$2M	2	10	-80%
\$2M-\$3M	5	5	0%
Over \$3M	3	1	+200%

Average List-to-Sale-Price Ratio: Condos

Based on closing from First Six Months 2019

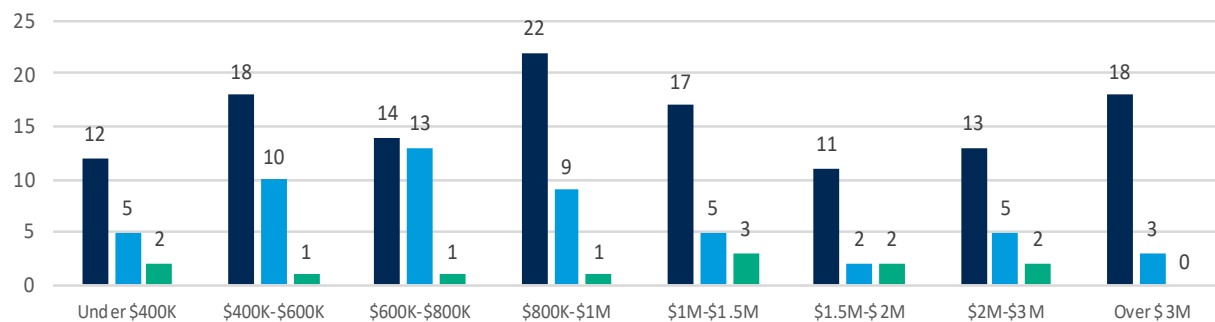
UNDER \$400K	\$400K-\$600K	\$600K-\$800K	\$800K-\$1M	\$1M-\$1.5M	\$1.5M-\$2M	\$2M-\$3M	OVER \$3M
94.1%	97.3%	97.9%	95.3%	94.5%	99.0%	94.1%	92.4%

Average for all price points: 96.0%

Condos/Co-Ops: Active/Closed/Pending

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

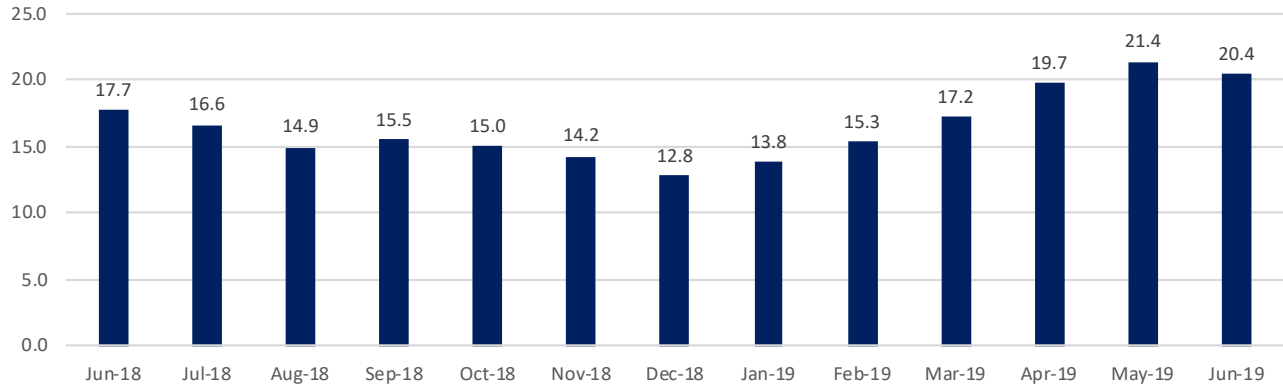
Active Closed Pending



Greenwich 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	29	5.6	17	2.8	41	7.6
\$1M-\$1.5M	45	10.8	16	4.0	40	14.1
\$1.5M-\$2M	64	20.8	43	13.2	51	13.0
\$2M-\$2.5M	46	14.2	34	13.6	35	13.5
\$2.5M-\$3M	46	23.0	32	16.0	44	25.1
\$3M-\$4M	87	27.5	61	17.0	81	22.1
\$4M-\$5M	62	43.8	47	29.7	46	29.1
\$5M-\$7M	61	43.1	42	21.0	50	22.2
Over \$7M	71	53.3	50	40.0	64	40.4

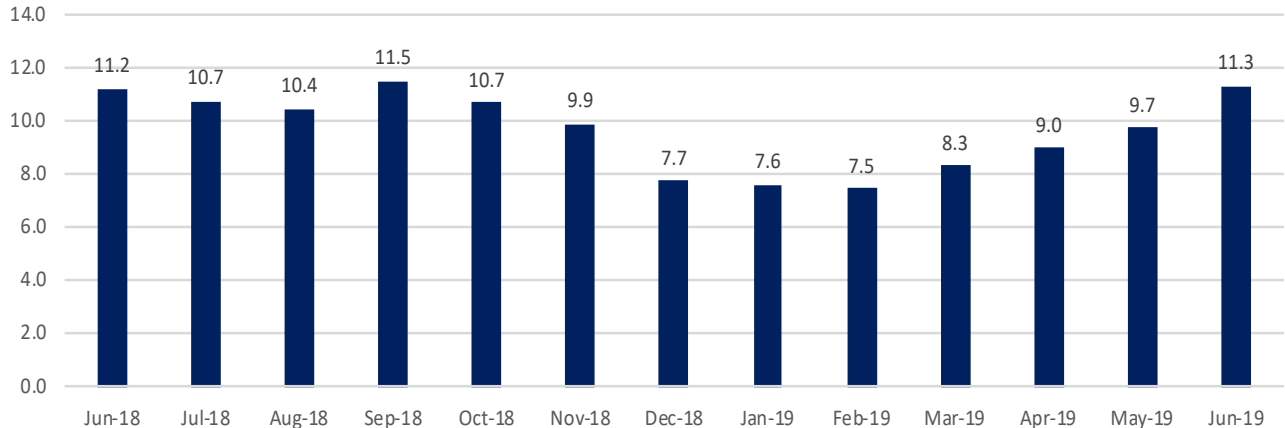
Greenwich had a **20.4**-month supply of houses for sale in June, 15% higher than the same time last year, when the absorption rate was 17.7 months. From June 2018 to June 2019 Greenwich averaged having a **16.5**-month supply of houses for sale.



45 Meadow Wood Drive, Greenwich. \$12,900,000 Web# 170065183

Greenwich Absorption Rate: Condos

Absorption Rate in Months: Condos



	JUNE 2019		DECEMBER 2018		JUNE 2018	
	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE
Under \$500K	12	9.6	9	5.4	11	5.7
\$500K-\$1M	18	8.3	12	6.0	24	13.7
\$1M-\$1.5M	14	5.3	11	3.9	25	8.8
\$1.5M-\$2M	22	14.7	15	10.6	21	12.6
\$2M-\$2.5M	17	10.7	12	5.8	21	11.5
\$2.5M-\$3M	11	22.0	6	5.1	6	5.1
\$3M-\$4M	13	15.6	17	20.4	19	20.7
Over \$4M	18	30.9	14	33.6	13	31.2

Greenwich had an **11.3**-month supply of condos for sale in June, similar to June of 2018 when the absorption rate was 11.2 months. The tightest price points were in the under \$1.5 million range which averaged a 7.7-month supply of condos.



51 Forest Avenue, Unit 34, Greenwich. \$1,399,000 Web# 170203179

Lower Fairfield County

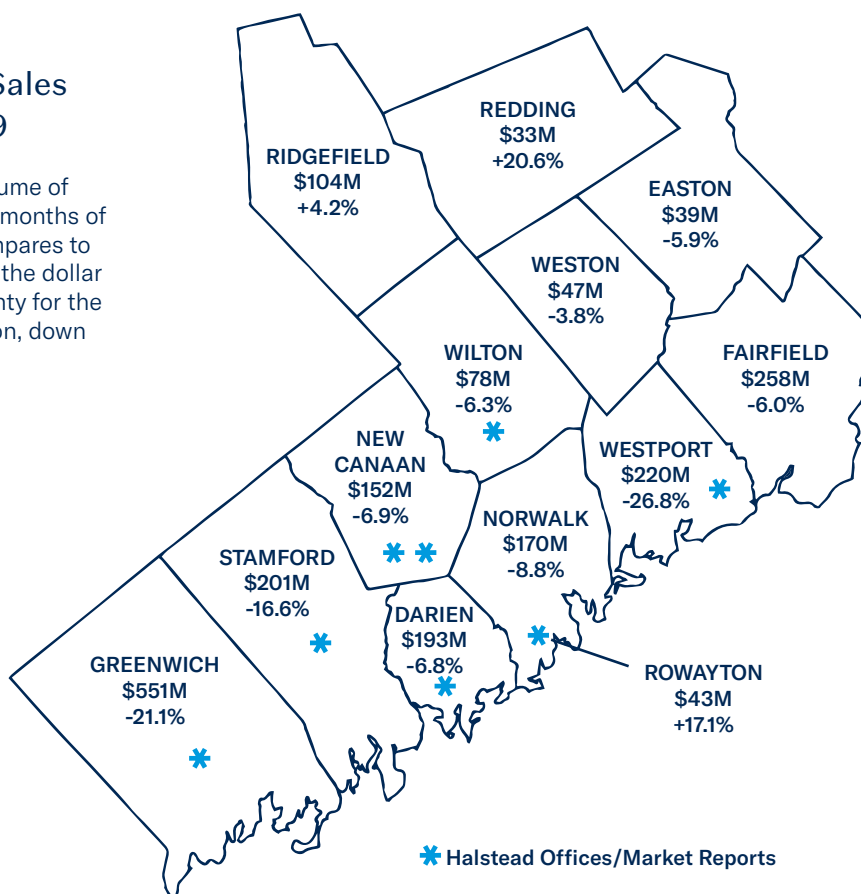
Town Comparison: Sold Houses - First Six Months

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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