



**HALSTEAD**  
REAL ESTATE

# Weston Market Report First Half 2019 **2019**

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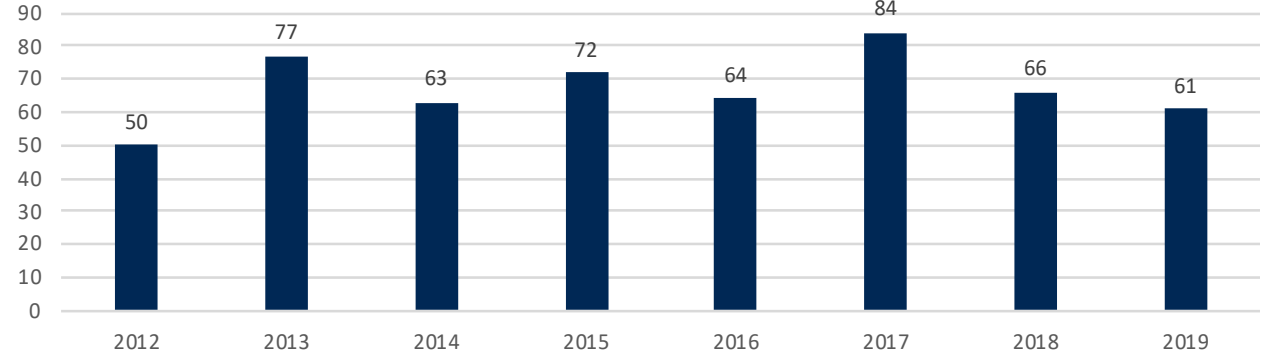
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**HALSTEAD CONNECTICUT, LLC**

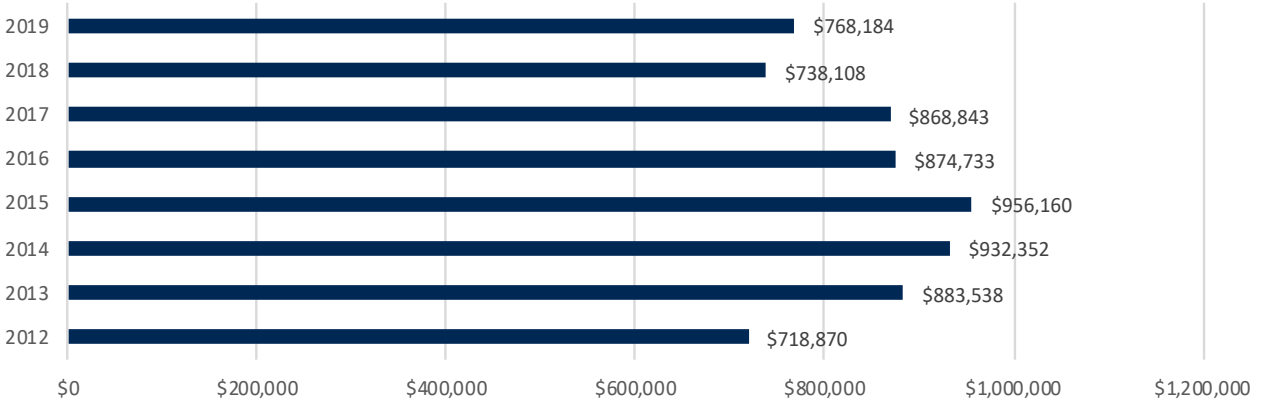
# Weston Overview

	2019	2018	% CHANGE
Houses: Closings in First Six Months	61	66	-7.6%
Houses: Average Closing Price First Six Months	\$768,184	\$738,108	+4.1%
Houses: Pending on June 30th	29	31	-6.5%
Houses: Inventory on June 30th	182	187	-2.7%

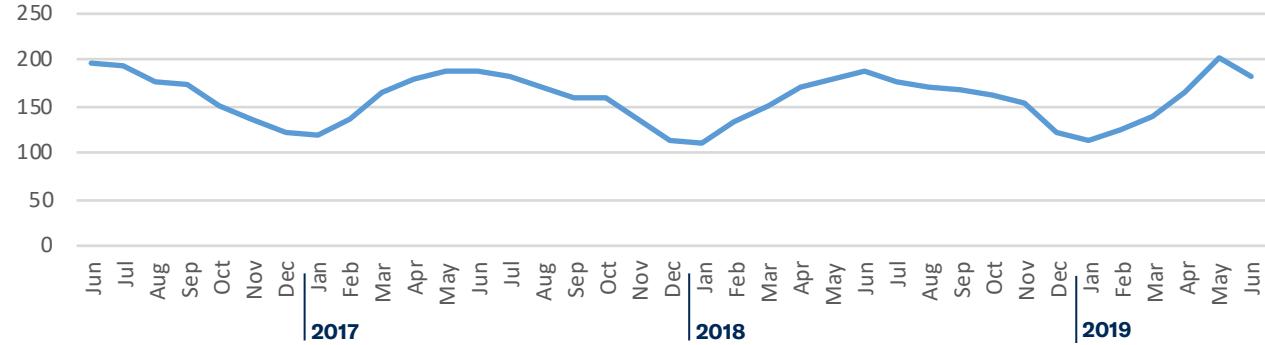
Weston Closed: First Six Months ■ Houses



Average Closed Price: First Six Months ■ Houses



Weston House Listings Inventory ■ Houses



# Weston

## Active House Listings as of June 30th

	2019	2018	%
Under \$500K	18	17	+5.9%
\$500K-\$700K	48	46	+4.3%
\$700K-\$900K	39	44	-11.4%
\$900K-\$1.2M	34	30	+13.3%
\$1.2M-\$1.5M	18	24	-25%
\$1.5M-\$2M	18	16	+12.5%
Over \$2M	7	10	-30%

## Number of Houses Closed: First Six Months

	2019	2018	%
Under \$500K	12	13	-7.7%
\$500K-\$700K	22	26	-15.4%
\$700K-\$900K	12	11	+9.1%
\$900K-\$1.2M	5	8	-37.5%
\$1.2M-\$1.5M	8	6	+33.3%
\$1.5M-\$2M	1	2	-50%
Over \$2M	1	0	NA

## Average List-to-Sale-Price Ratio: Houses

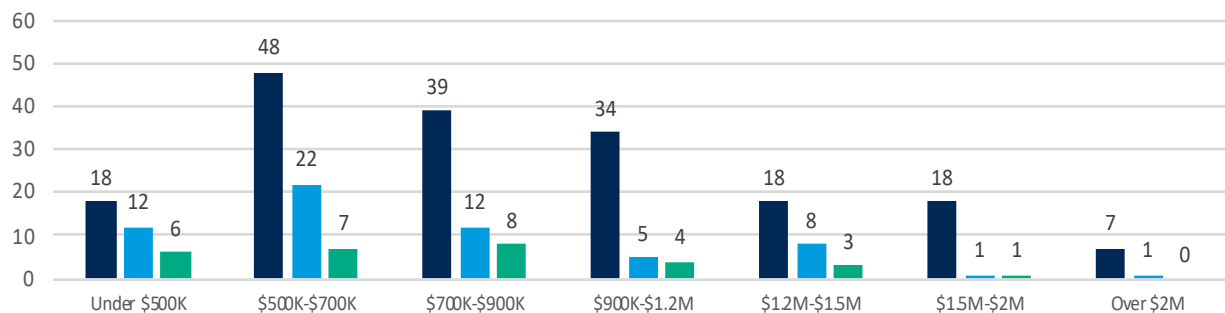
Based on closing from First Six Months 2019

UNDER \$500K	\$500K-\$700K	\$700K-\$900K	\$900K-\$1.2M	\$1.2M-\$1.5M	\$1.5M-\$2M	OVER \$2M
95.5%	96.2%	96.3%	95.9%	95.1%	97.2%	87.1%
Average for all price points: 95.8%						

## Houses: Active/Closed/Pending

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

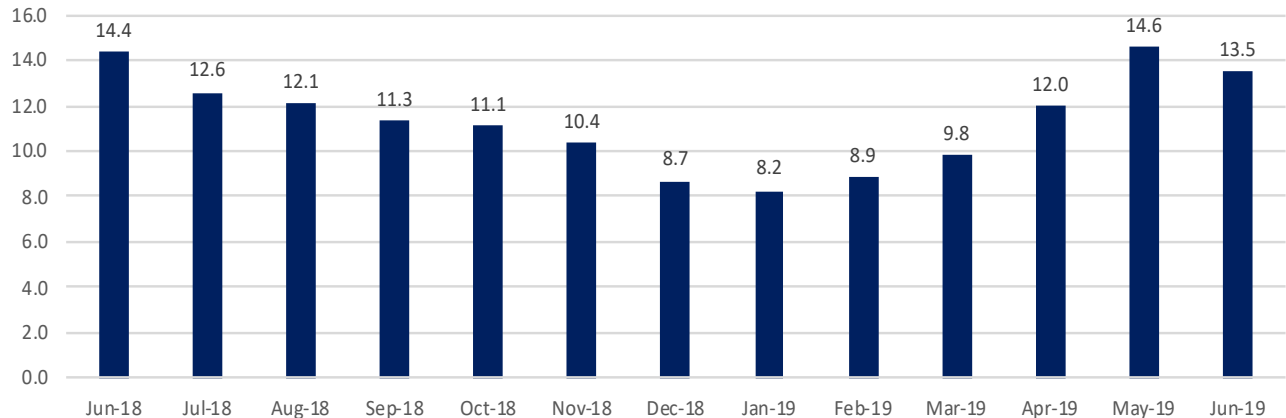
■ Active ■ Closed ■ Pending



# Weston 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 \$500K	18	8.6	12	5.5	17	7.8
\$500K-\$700K	48	11.1	28	6.0	46	12.3
\$700K-\$900K	39	12.0	23	7.3	44	13.2
\$900K-\$1.2M	34	29.1	20	14.1	30	15.7
\$1.2M-\$1.5M	18	9.4	22	12.6	24	19.2
\$1.5M-\$2M	18	36.0	7	12.0	16	32.0
Over \$2M	7	28.0	9	54.0	10	120.0

Weston had a **13.5**-month supply of houses for sale in June, 6% lower than the same time last year, when the absorption rate was 14.4 months. Price ranges under \$900,000 averaged having an **10.6**-month supply of houses.



158 Georgetown Road, Weston. \$766,950 Web# 170193286

# Lower Fairfield County

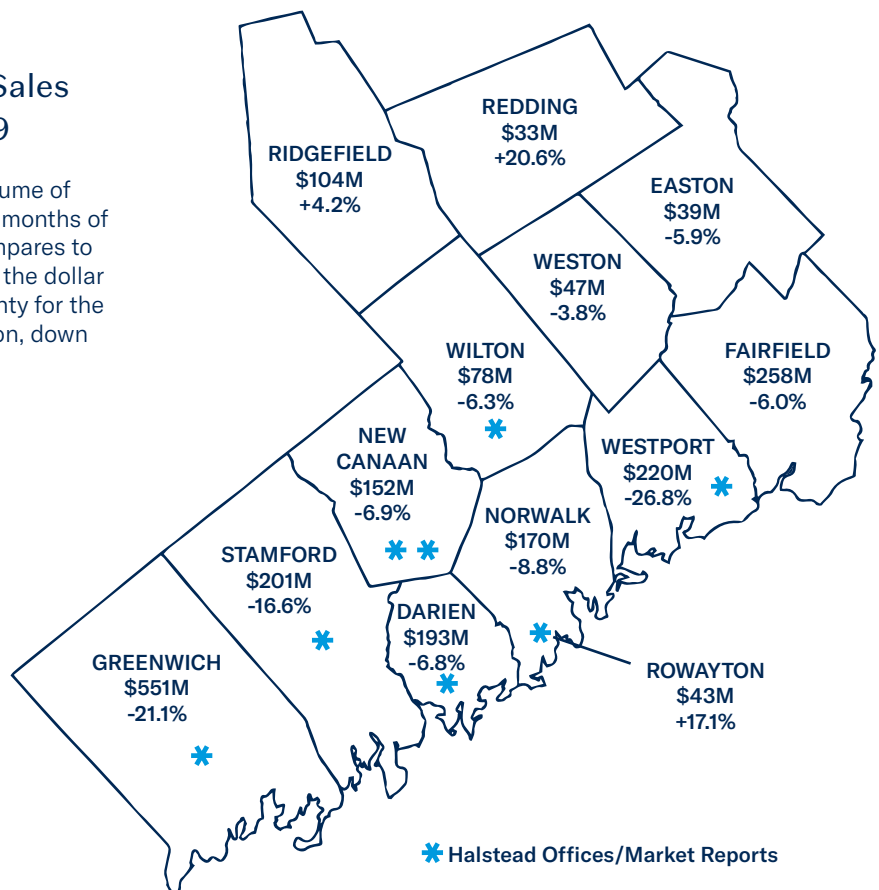
## Town Comparison: Sold Houses - First Six Months

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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