



HALSTEAD
REAL ESTATE

Westport
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

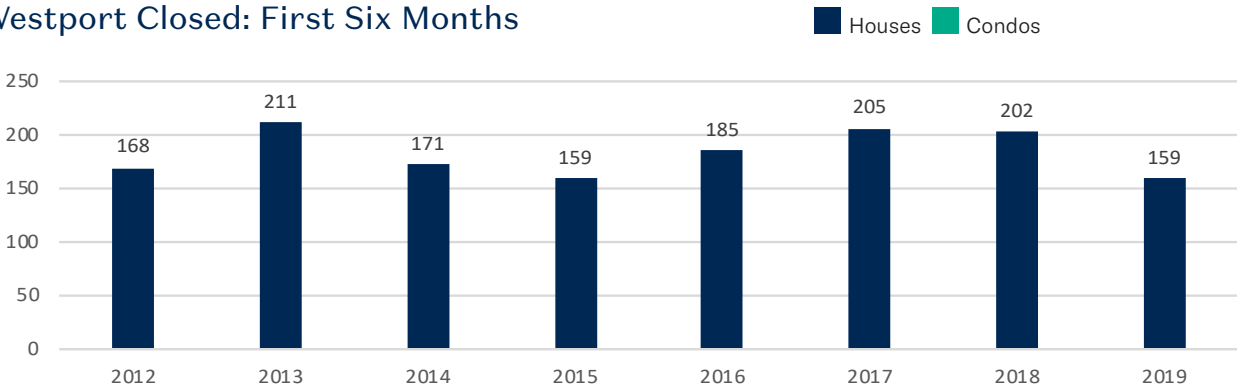
HALSTEAD CONNECTICUT, LLC

Westport Overview

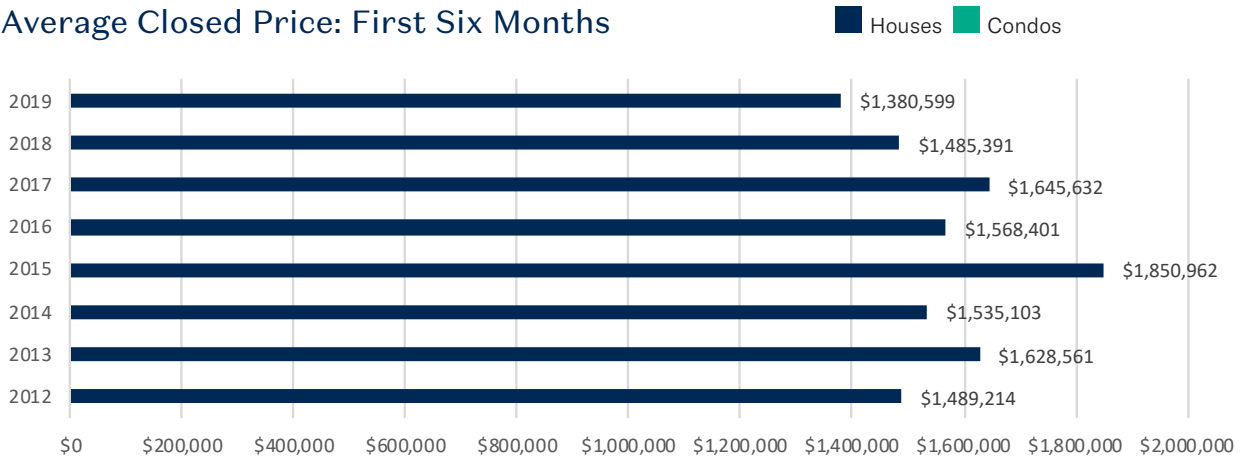


	2019	2018	% CHANGE
Houses: Closings in First Six Months	159	202	-21.3%
Houses: Average Closing Price First Six Months	\$1,380,599	\$1,485,391	-7.1%
Houses: Pending on June 30th	29	56	-48.2%
Houses: Inventory on June 30th	414	459	-9.8%
Condos: Closings First Six Months	16	12	+33.3%
Condos: Average Closing Price First Six Months	\$470,455	\$612,653	-23.2%
Condos: Inventory on June 30th	22	18	+22.2%

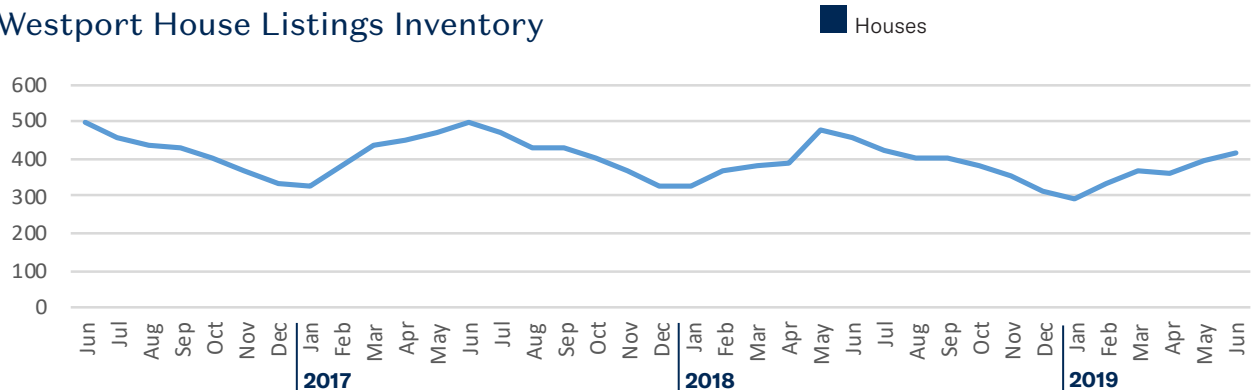
Westport Closed: First Six Months



Average Closed Price: First Six Months



Westport House Listings Inventory





Active House Listings as of June 30th

	2019	2018	%
Under \$750K	53	54	-1.9%
\$750K-\$1M	71	114	-37.7%
\$1M-\$1.2M	37	38	-2.6%
\$1.2M-\$1.5M	62	51	+21.6%
\$1.5M-\$2M	59	78	-24.4%
\$2M-\$2.5M	37	41	-9.8%
\$2.5M-\$3M	36	29	+24.1%
\$3M-\$4M	32	28	+14.3%
\$4M-\$5M	10	14	-28.6%
Over \$5M	17	12	+41.7%

Number of Houses Closed: First Six Months

	2019	2018	%
Under \$750K	31	39	-20.5%
\$750K-\$1M	27	27	0%
\$1M-\$1.2M	19	28	-32.1%
\$1.2M-\$1.5M	24	32	-25%
\$1.5M-\$2M	33	35	-5.7%
\$2M-\$2.5M	11	13	-15.4%
\$2.5M-\$3M	7	14	-50%
\$3M-\$4M	6	9	-33.3%
\$4M-\$5M	0	2	NA
Over \$5M	1	3	-66.7%

Average List-to-Sale-Price Ratio: Houses

Based on closing from First Six Months 2019

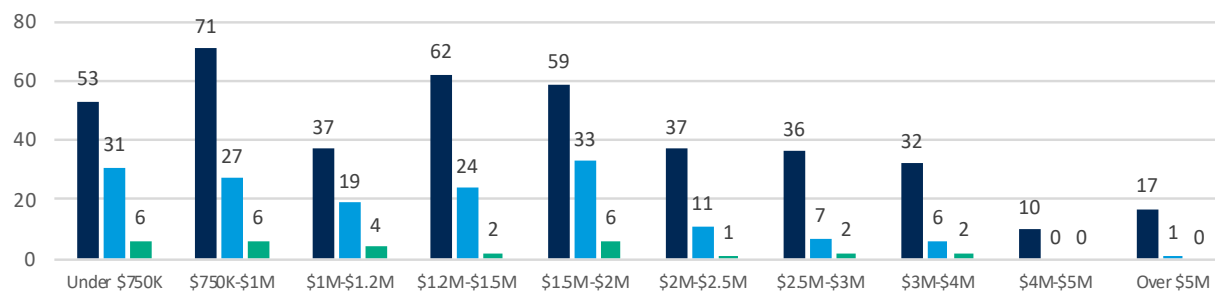
UNDER \$750K	\$750K-\$1M	\$1M-\$1.2M	\$1.2M-\$1.5M	\$1.5M-\$2M	\$2M-\$2.5M	\$2.5M-\$3M	\$3M-\$4M	\$4M-\$5M	OVER \$5M
93.7%	95.8%	94.6%	94.9%	96.9%	93.2%	96.2%	95.1%	N/A	91.3%

Average for all price points: 95.1%

Houses: Active/Closed/Pending

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

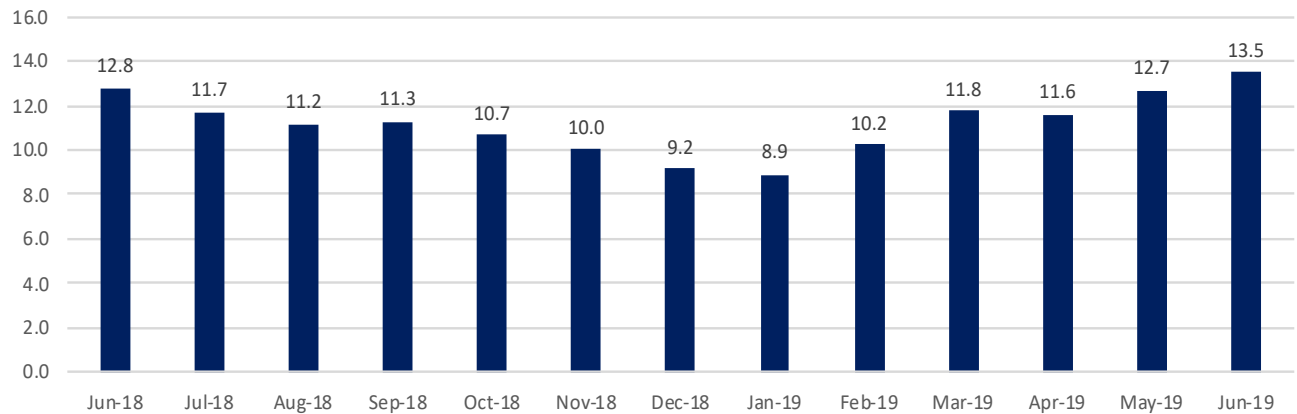
Active Closed Pending



Westport 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 \$750K	53	8.6	34	5.0	54	7.8
\$750K-\$1M	71	14.4	80	16.3	114	19.0
\$1M-\$1.2M	37	10.1	33	7.5	38	9.9
\$1.2M-\$1.5M	62	13.5	29	5.5	51	9.1
\$1.5M-\$2M	59	8.9	47	6.9	78	11.7
\$2M-\$2.5M	37	24.7	30	18.0	41	15.9
\$2.5M-\$3M	36	28.8	23	12.5	29	12.9
\$3M-\$4M	32	20.2	15	8.2	28	22.4
\$4M-\$5M	10	120.0	8	32.0	14	56.0
Over \$5M	17	68.0	15	36.0	12	24.0

Westport had a **13.5**-month supply of houses for sale in June, 5% higher than the same time last year, when the absorption rate was 12.8 months. Price ranges under \$2 million averaged having an **11.1**-month supply of houses.



9 Stony Point Road, Westport. \$4,450,000 Web# 170156420

Lower Fairfield County

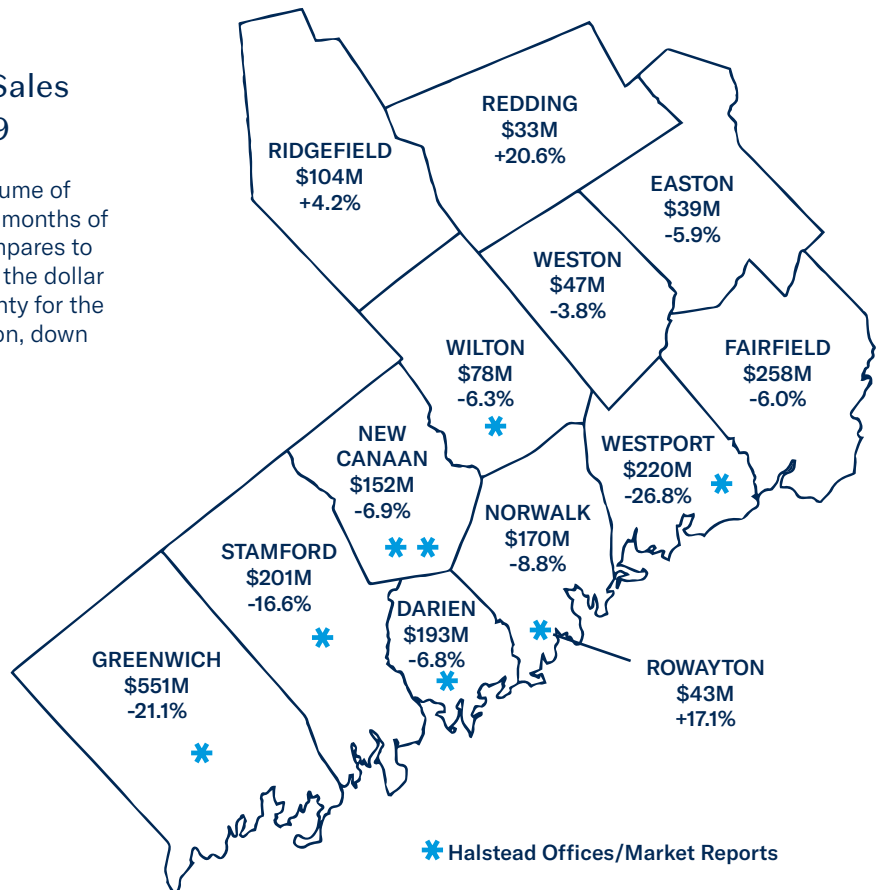
Town Comparison: Sold Houses - First Six Months

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