

Third Quarter 2020
Cos Cob Market Report

Brown Harris Stevens

Halstead is coming to
Brown Harris Stevens

Third Quarter 2020

Cos Cob Overview

Cos Cob had a very robust third quarter of 2020 with 28 house closings, the most in this period since 2016. The third quarter average house closing price of \$1,532,259 is a 17.9% increase from last year and the highest average closing price for a third-quarter in Cos Cob in the past 20 years.

Over the first 9 months of the year, there have been 14 houses in Cos Cob that closed in the \$1.5 million to \$2 million price range compared to 5 at the same time last year, a 180% increase.

Single Family Houses

	2020	2019	% CHANGE
Houses: Closings in Third Quarter	28	18	+55.6%
Houses: Average Closing Price in Third Quarter	\$1,532,259	\$1,299,306	+17.9%
Houses: Closings First 9 Months	56	38	+47.4%
Houses: Average Closing Price First 9 Months	\$1,435,058	\$1,363,263	+5.3%
Houses: Pending on September 30	7	5	+40%
Houses: Inventory on September 30	52	52	0%
Condos: Closings First 9 Months	13	15	-13.3%
Condos: Average Closing Price First 9 Months	\$854,423	\$750,742	+13.8%
Condos: Inventory on September 30	15	22	-31.8%

Single Family Houses

Number of Solds Q3

2020 vs. 2019

↑ 55.6%

Average Sold Price Q3

2020 vs. 2019

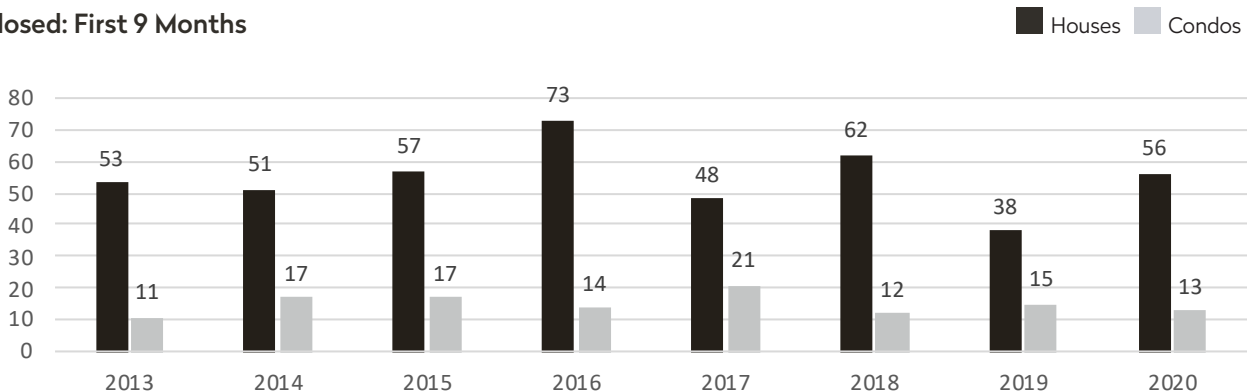
↑ 17.9%

Sept. 30 Inventory

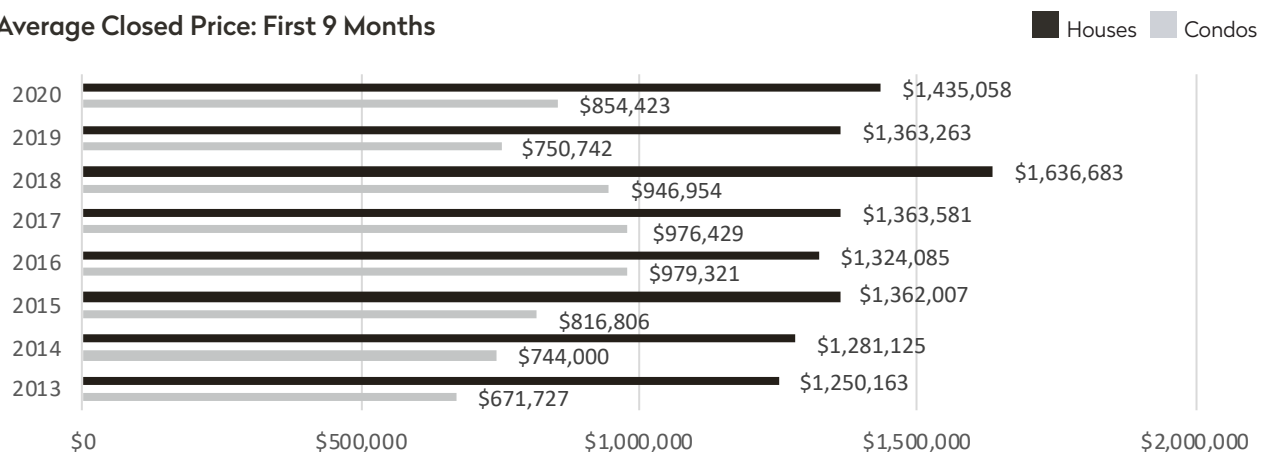
vs. Sept. 30, 2019

0%

Closed: First 9 Months



Average Closed Price: First 9 Months



Third Quarter 2020

Cos Cob

Single Family Houses

Active House Listings as of September 30

	2020	2019	% CHANGE
Under \$1M	13	16	-18.8%
\$1M-\$1.5M	16	17	-5.9%
\$1.5M-\$2M	8	10	-20%
\$2M-\$2.5M	8	5	+60%
\$2.5M-\$3M	1	3	-66.7%
Over \$3M	6	1	+500%

Number of Houses Closed: First 9 Months

	2020	2019	% CHANGE
Under \$1M	18	12	+50%
\$1M-\$1.5M	15	15	0%
\$1.5M-\$2M	14	5	+180%
\$2M-\$2.5M	3	3	0%
\$2.5M-\$3M	4	2	+100%
Over \$3M	2	1	+100%

Average List-to-Sale-Price Ratio: Houses

Based on Closing from First 9 Months of 2020

Under \$1M	\$1M-\$1.5M	\$1.5M-\$2M	\$2M-\$2.5M	\$2.5M-\$3M	Over \$3M
95.7%	95.3%	94.2%	94.4%	95.2%	103.9%*

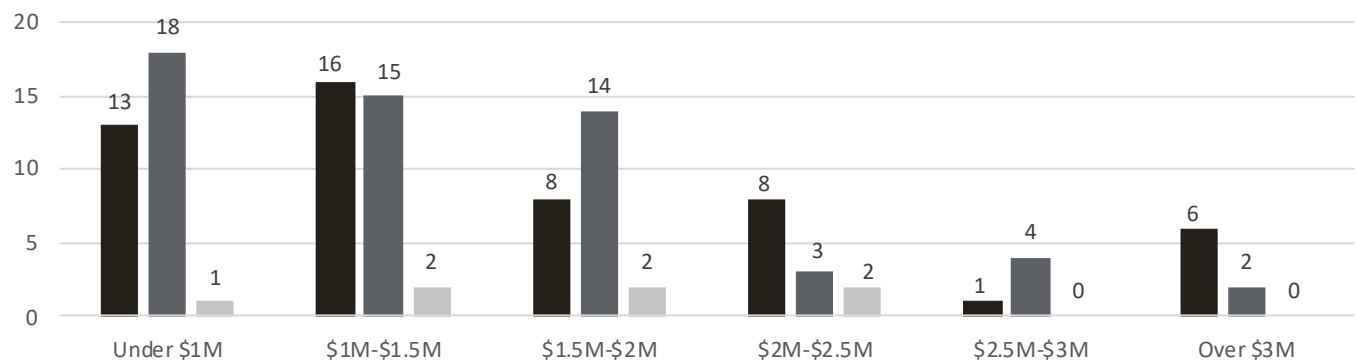
Average for all price points: 95.4%

*Based on two closings in this price range.

Houses: Active/Closed/Pending

Active/Pending as of September 30; Closed: First 9 Months

Active Closed Pending



Third Quarter 2020

Cos Cob Absorption Rate

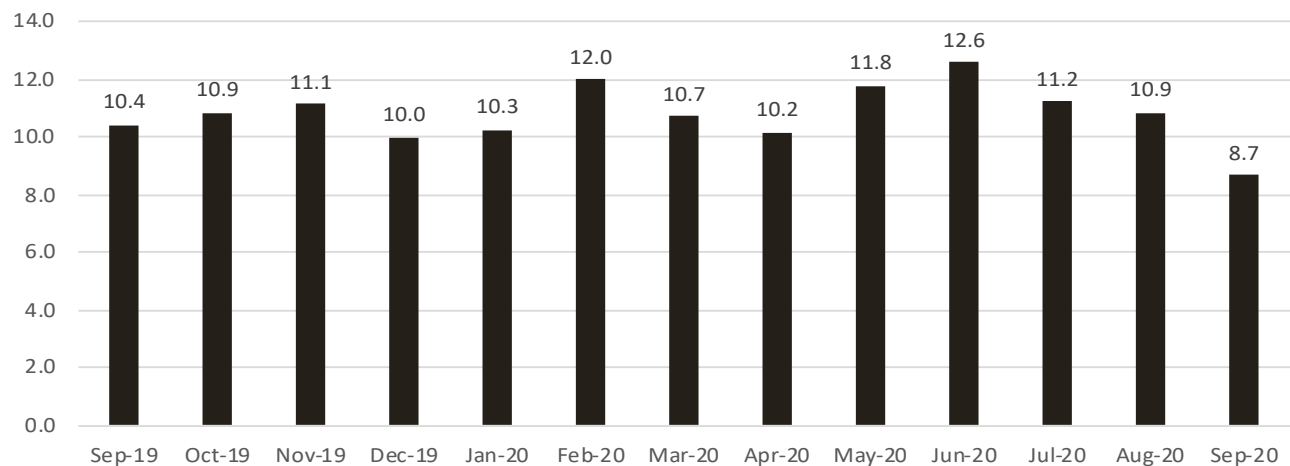
Houses

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.

Cos Cob had a **8.7**-month supply of houses for sale in September 2020, 16% lower than the same time last year, when the absorption rate was 10.4 months.



Absorption Rate in Months: Houses

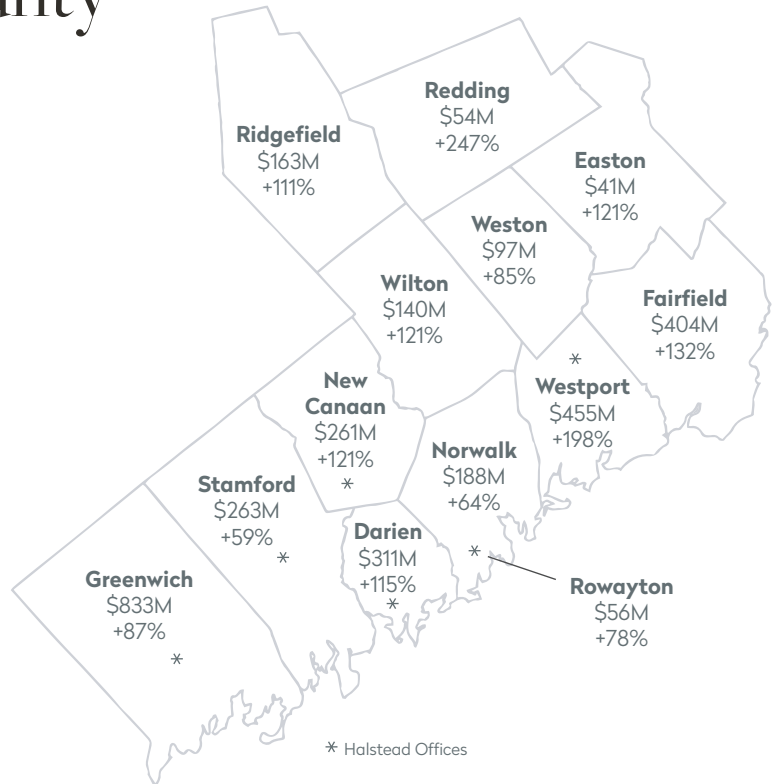


	SEPTEMBER 2020		MARCH 2020		SEPTEMBER 2019	
	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE
Under \$1M	13	6.2	13	6.8	16	8.7
\$1M-\$1.5M	16	8.7	15	8.2	17	9.3
\$1.5M-\$2M	8	6.0	8	12.0	10	17.1
\$2M-\$2.5M	8	32.0	10	120.0	5	20.0
\$2.5M-\$3M	1	3.0	3	12.0	3	12.0
Over \$3M	6	36.0	2	NA	1	4.0

Lower Fairfield County

Dollar Volume of House Sales Third Quarter 2020 vs. 2019

To the right is a look at the total dollar volume of house sales for each town for the third quarter of 2020 and the percentage change as it compares to the same time frame in 2019. Collectively, the dollar volume of closings in the third quarter of 2020 for Lower Fairfield County was \$3.2 billion, an increase of 108 percent vs. the third quarter of 2019.



Town Comparison: Sold Houses - Third Quarter

Town	# of Closed Houses		% change	Average Closing Price		% change
	2020	2019		2020	2019	
Darien	175	92	+90.2%	\$1,775,797	\$1,570,641	+13.1%
Easton	65	33	+97%	\$635,000	\$565,121	+12.4%
Fairfield	454	245	+85.3%	\$889,406	\$711,670	+25%
All of Greenwich	311	182	+70.9%	\$2,678,476	\$2,450,722	+9.3%
New Canaan	150	86	+74.4%	\$1,740,181	\$1,370,721	+27%
Norwalk	263	195	+34.9%	\$713,964	\$587,247	+21.6%
Redding	79	28	+182.1%	\$677,382	\$551,214	+22.9%
Ridgefield	203	108	+88%	\$804,352	\$715,638	+12.4%
Rowayton*	41	25	+64%	\$1,354,963	\$1,246,460	+8.7%
Stamford	343	251	+36.7%	\$767,218	\$659,138	+16.4%
Weston	109	64	+70.3%	\$890,480	\$819,233	+8.7%
Westport	266	111	+139.6%	\$1,711,421	\$1,375,387	+24.4%
Wilton	157	77	+103.9%	\$893,677	\$822,368	+8.7%

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Halstead is coming to **Brown Harris Stevens**

Connecticut

Greenwich

125 Mason Street
Greenwich, CT 06830
203.869.8100

Darien Office

671 Boston Post Road
Darien, CT 06820
203.655.1418

Rowayton

140 Rowayton Avenue
Rowayton, CT 06853
203.655.1419

New Canaan

183 Elm Street
New Canaan, CT 06840
203.966.7800

Stamford

1099 High Ridge Road
Stamford, CT 06905
203.329.8801

Westport

56 Post Road
Westport, CT 06880
203.221.0666

Corporate

Development Marketing

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New York, NY 10022
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