

Third Quarter 2020
Wilton Market Report

FOR THE FUTURE

Halstead is coming to
Brown Harris Stevens

Wilton Overview

Wilton had a historically strong third quarter. The 157 houses that closed is a 103.9% increase compared to last year and the most closings for a third-quarter in Wilton in the past 20 years. The dollar volume of those closings was \$140 million, a 122% increase from last year, and also the highest dollar volume in Wilton's third quarter in 20 years.

49 houses had signed contracts (pendings) in Wilton on September 30, a 390% increase compared to the same time in 2019, when there were 10. The pending properties range from \$399,000 to \$1,589,000, with an average list price of \$890,000.

Single Family Houses

	2020	2019	% CHANGE
Houses: Closings in Third Quarter	157	77	+103.9%
Houses: Average Closing Price in Third Quarter	\$893,677	\$822,368	+8.7%
Houses: Closings First 9 Months	264	179	+47.5%
Houses: Average Closing Price First 9 Months	\$863,949	\$790,306	+9.3%
Houses: Pending on September 30	49	10	+390%
Houses: Inventory on September 30	135	216	-37.5%
Condos: Closings First 9 Months	25	17	+47.1%
Condos: Average Closing Price First 9 Months	\$396,740	\$334,965	+18.4%
Condos: Inventory on September 30	18	17	+5.9%

Single Family Houses

Number of Solds Q3

2020 vs. 2019

↑ 103.9%

Average Sold Price Q3

2020 vs. 2019

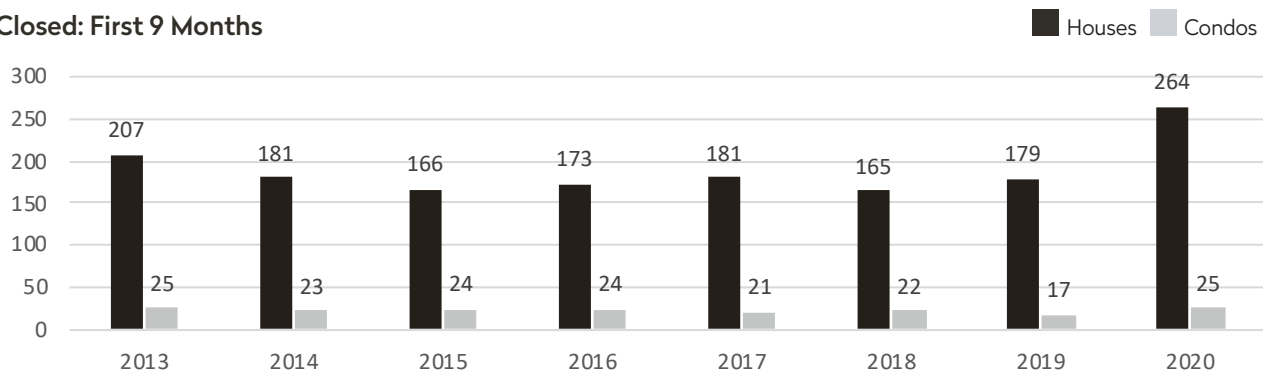
↑ 8.7%

Sept. 30 Inventory

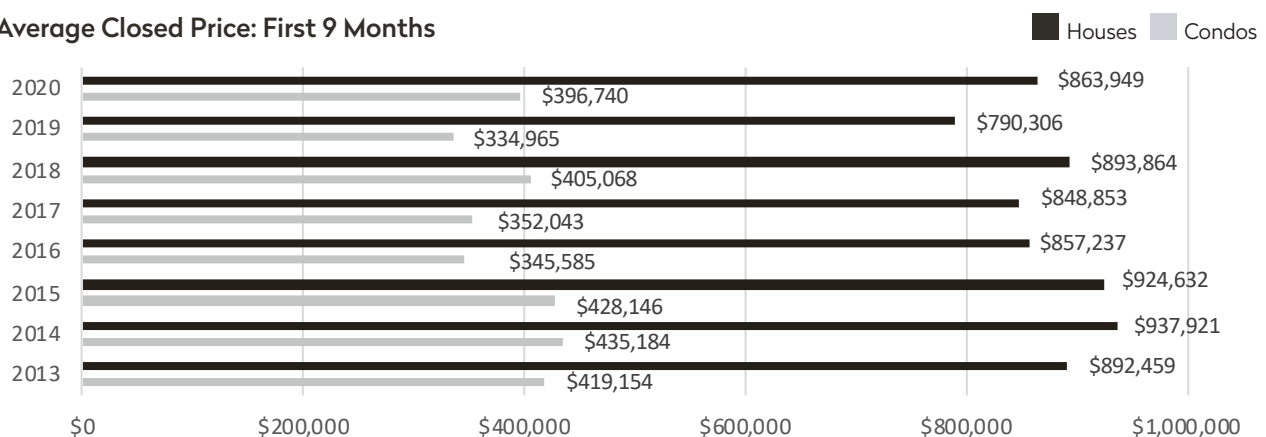
vs. Sept. 30, 2019

↓ 37.5%

Closed: First 9 Months



Average Closed Price: First 9 Months



Third Quarter 2020

Wilton

Single Family Houses

Active House Listings as of September 30

	2020	2019	% CHANGE
Under \$500K	12	20	-40%
\$500K-\$700K	27	57	-52.6%
\$700K-\$800K	15	21	-28.6%
\$800K-\$900K	25	33	-24.2%
\$900K-\$1M	8	25	-68%
\$1M-\$1.2M	13	18	-27.8%
\$1.2M-\$1.5M	17	21	-19%
\$1.5M-\$2M	4	12	-66.7%
Over \$2M	14	9	+55.6%

Number of Houses Closed: First 9 Months

	2020	2019	% CHANGE
Under \$500K	21	27	-22.2%
\$500K-\$700K	73	57	+28.1%
\$700K-\$800K	43	24	+79.2%
\$800K-\$900K	33	23	+43.5%
\$900K-\$1M	31	10	+210%
\$1M-\$1.2M	23	15	+53.3%
\$1.2M-\$1.5M	26	16	+62.5%
\$1.5M-\$2M	13	6	+116.7%
Over \$2M	1	1	0%

Average List-to-Sale-Price Ratio: Houses

Based on Closing from First 9 Months of 2020

UNDER \$500K	\$500K-\$700K	\$700K-\$800K	\$800K-\$900K	\$900K-\$1M	\$1M-\$1.2M	\$1.2M-\$1.5M	\$1.5M-\$2M	OVER \$2M
96.2%	97.5%	97.5%	98.4%	99.6%	96.0%	98.3%	97.8%	77.8%*

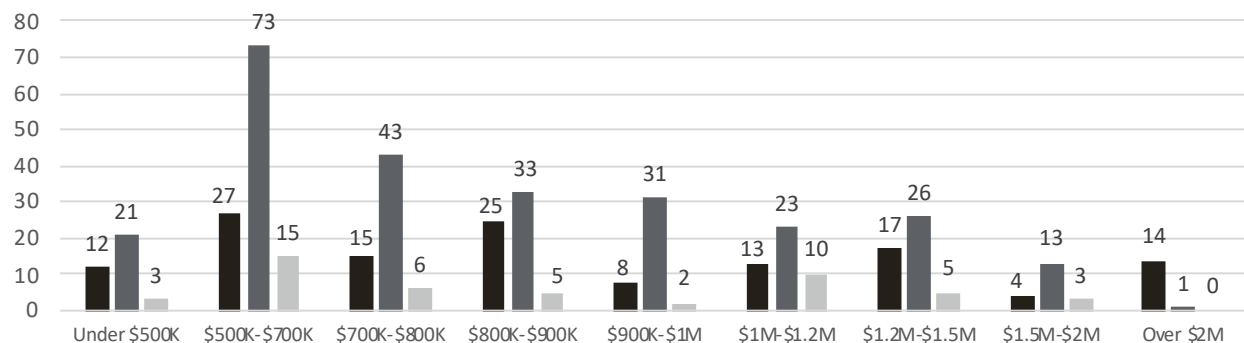
Average for all price points: 97.6%

*Only one closing in this price range.

Houses: Active/Closed/Pending

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

Active Closed Pending



Third Quarter 2020

Wilton Absorption Rate

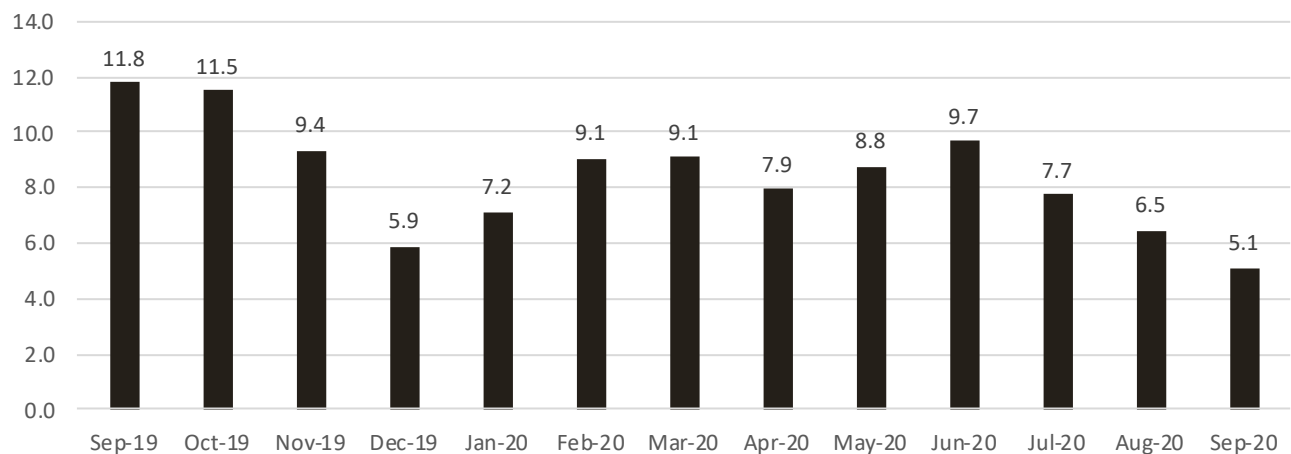
Houses

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.

Wilton had a **5.1**-month supply of houses for sale in September 2020, 57% lower than the same time last year, when the absorption rate was 11.8 months. For September 2020, price ranges under \$800,000 averaged a **3.6**-month supply of houses for sale.



Absorption Rate in Months: Houses



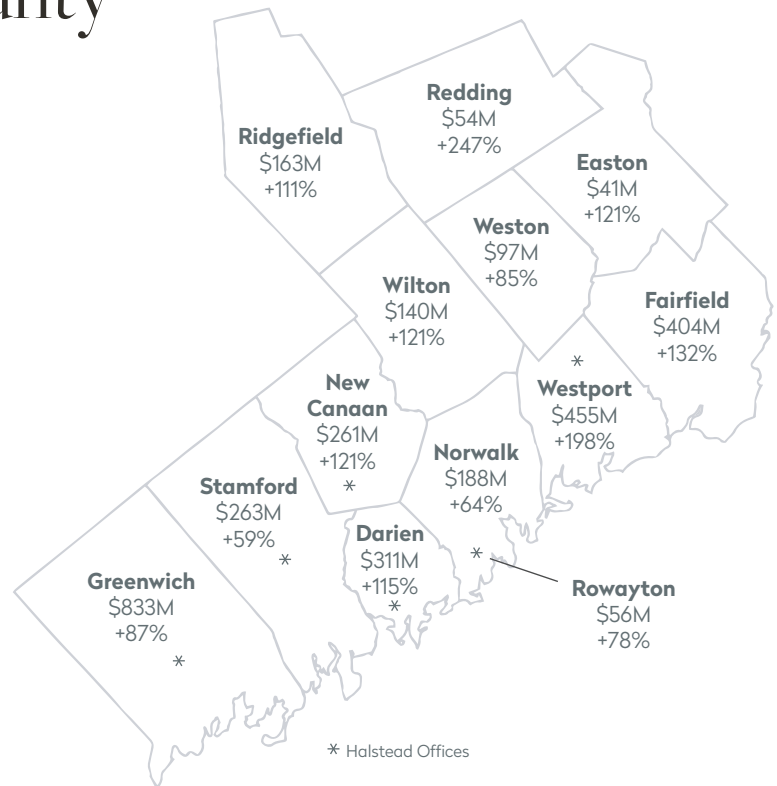
	SEPTEMBER 2020		MARCH 2020		SEPTEMBER 2019	
	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE
Under \$500K	12	3.7	16	4.6	20	6.9
\$500K-\$700K	27	3.6	41	6.7	57	10.1
\$700K-\$800K	15	3.7	25	8.8	21	7.9
\$800K-\$900K	25	8.1	32	12.8	33	13.2
\$900K-\$1M	8	2.8	17	14.6	25	25.0
\$1M-\$1.2M	13	6.0	11	7.3	18	13.5
\$1.2M-\$1.5M	17	7.6	20	18.5	21	14.0
\$1.5M-\$2M	4	3.7	9	21.6	12	20.6
Over \$2M	14	84.0	4	24.0	9	54.0

Third Quarter 2020

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%

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. Condos in report include Condos and Co-Ops.

Third Quarter 2020 Wilton Market Report

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

445 Park Avenue
New York, NY 10022
212.521.5757

Contact Us

©2020 by Brown Harris Stevens. All Rights Reserved. This information may not be copied, used or distributed without Brown Harris Stevens' consent. While information is believed true, no guaranty is made of accuracy.



BrownHarrisStevens.com NEW YORK CITY • HAMPTONS • PALM BEACH • MIAMI • WORLDWIDE

BHS PARTNERING
WORLDWIDE®

LP LUXURY
PORTFOLIO
INTERNATIONAL | *Leading*
REAL ESTATE COMPANIES
IN THE WORLD