



**HALSTEAD**  
REAL ESTATE

# Connecticut Market Report Year End 2019 **2019**

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**HALSTEAD CONNECTICUT, LLC**

# Greenwich Overview



## Single Family Houses

Number of Solds Q4  
2019 Vs. 2018

↓1.6%

Average Sold Price Q4  
2019 Vs. 2018

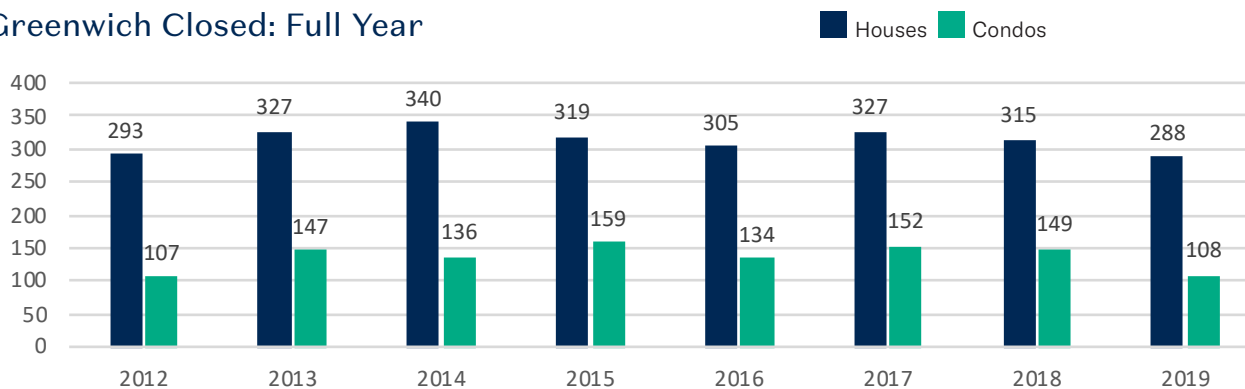
↓10.3%

Dec. 31 Inventory  
Vs. Dec. 31, 2018

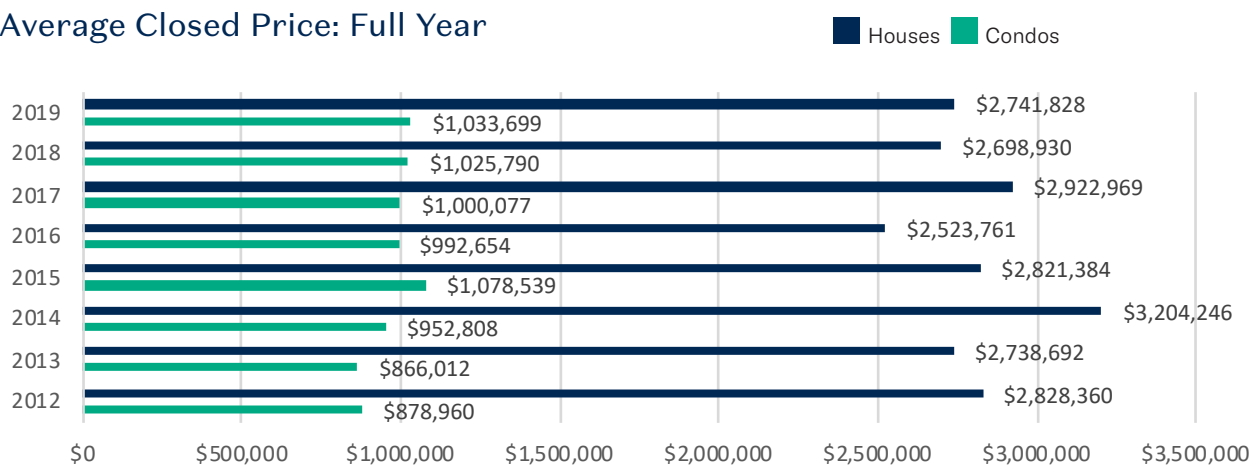
↓1.2%

	2019	2018	% CHANGE
Houses: Closings in Fourth Quarter	61	62	-1.6%
Houses: Average Closing Price Fourth Quarter	\$2,479,699	\$2,763,805	-10.3%
Houses: Closings Full Year	288	315	-8.6%
Houses: Average Closing Price Full Year	\$2,741,828	\$2,698,930	+1.6%
Houses: Pending on December 31st	19	17	+11.8%
Houses: Inventory on December 31st	338	342	-1.2%
Condos: Closings Full Year	108	149	-27.5%
Condos: Average Closing Price Full Year	\$1,033,699	\$1,025,790	+0.8%
Condos: Inventory on December 31st	120	96	+25%

## Greenwich Closed: Full Year



## Average Closed Price: Full Year



# Cos Cob Overview



## Single Family Houses

Number of Solds Q4  
2019 Vs. 2018

↓ 31.8%

Average Sold Price Q4  
2019 Vs. 2018

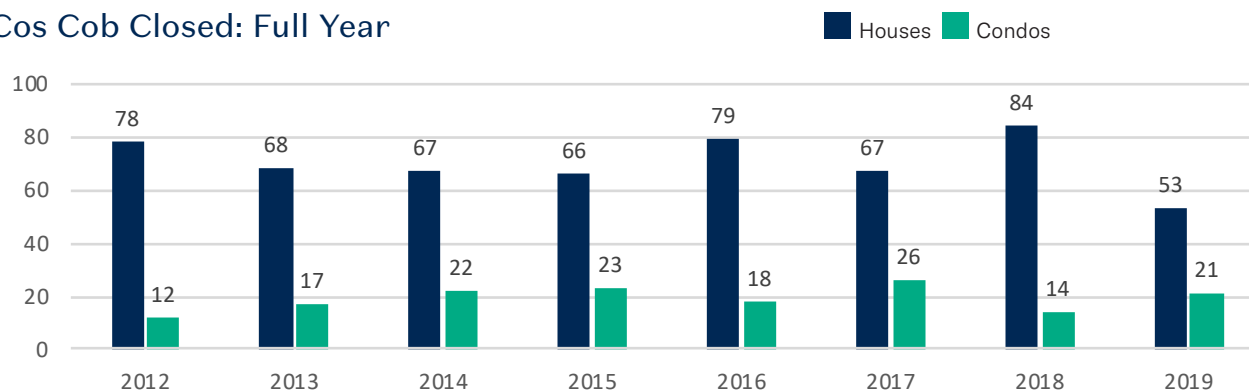
↓ 27.4%

Dec. 31 Inventory  
Vs. Dec. 31, 2018

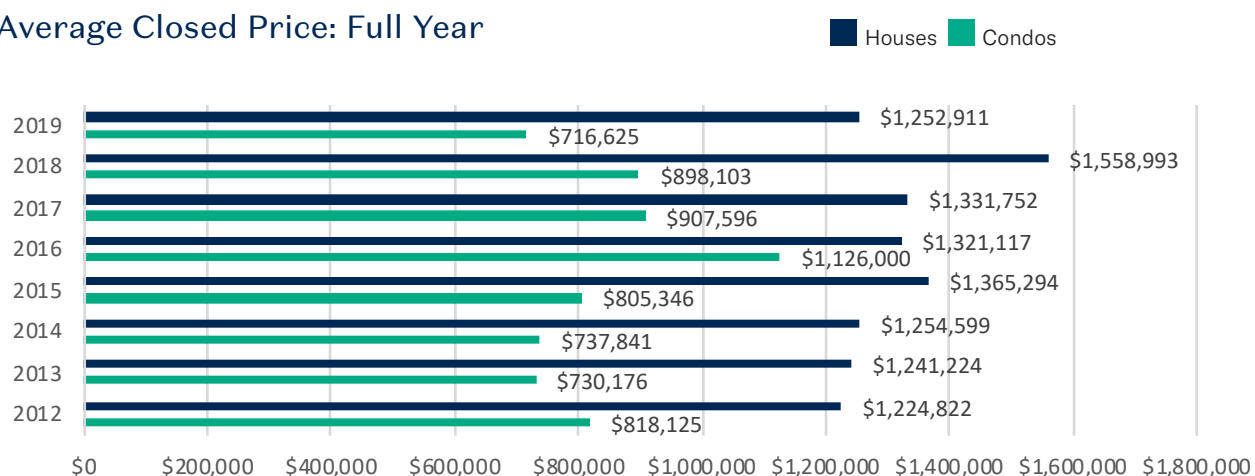
↑ 18.4%

	2019	2018	% CHANGE
Houses: Closings in Fourth Quarter	15	22	-31.8%
Houses: Average Closing Price Fourth Quarter	\$973,353	\$1,340,047	-27.4%
Houses: Closings Full Year	53	84	-36.9%
Houses: Average Closing Price Full Year	\$1,252,911	\$1,558,993	-19.6%
Houses: Pending on December 31st	3	2	+50%
Houses: Inventory on December 31st	45	38	+18.4%
Condos: Closings Full Year	21	14	+50%
Condos: Average Closing Price Full Year	\$716,625	\$898,103	-20.2%
Condos: Inventory on December 31st	12	12	0%

## Cos Cob Closed: Full Year



## Average Closed Price: Full Year



# Riverside Overview



## Single Family Houses

Number of Solds Q4  
2019 Vs. 2018

↓42.9%

Average Sold Price Q4  
2019 Vs. 2018

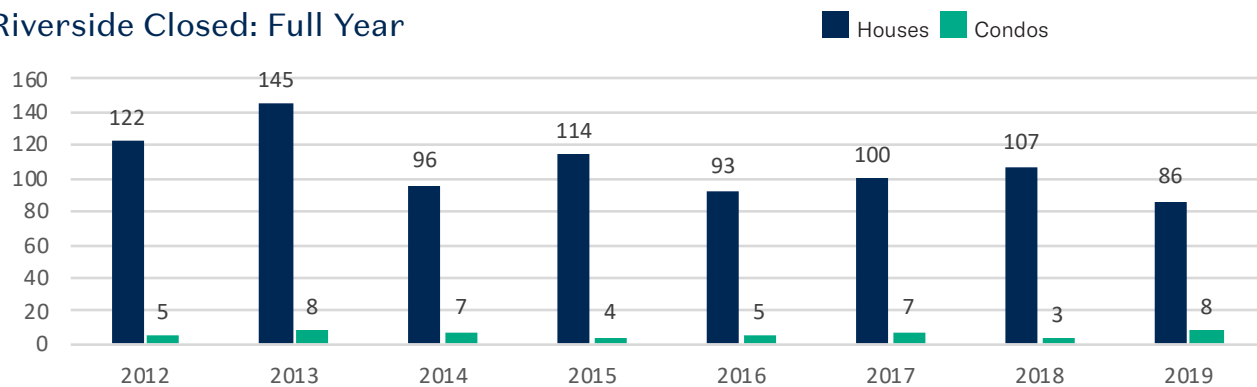
↑5.1%

Dec. 31 Inventory  
Vs. Dec. 31, 2018

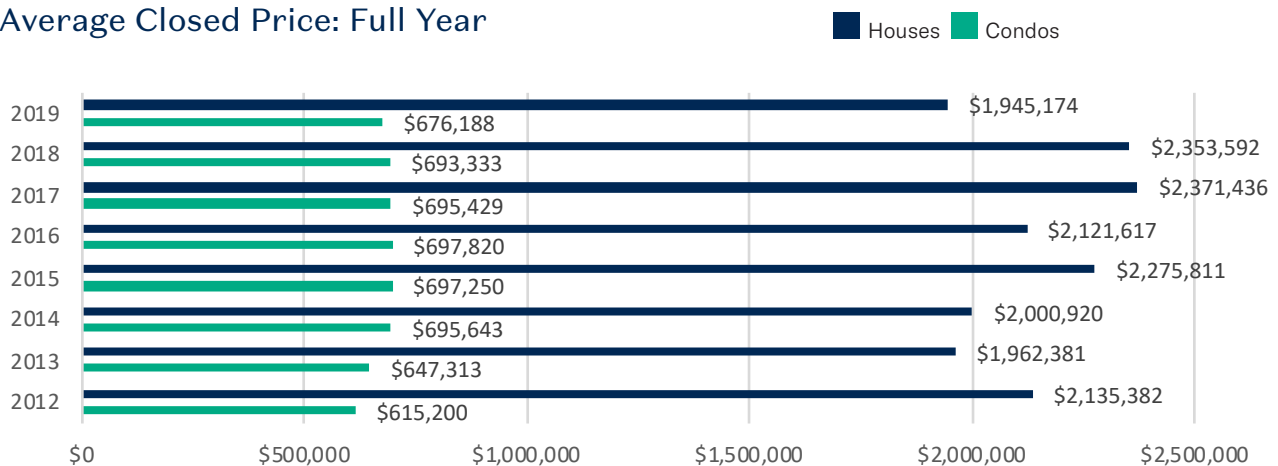
↓14.5%

	2019	2018	% CHANGE
Houses: Closings in Fourth Quarter	16	28	-42.9%
Houses: Average Closing Price Fourth Quarter	\$2,170,625	\$2,065,375	+5.1%
Houses: Closings Full Year	86	107	-19.6%
Houses: Average Closing Price Full Year	\$1,945,174	\$2,353,592	-17.4%
Houses: Pending on December 31st	4	2	+100%
Houses: Inventory on December 31st	47	55	-14.5%
Condos: Closings Full Year	8	3	+166.7%
Condos: Average Closing Price Full Year	\$676,188	\$693,333	-2.5%
Condos: Inventory on December 31st	5	7	-28.6%

### Riverside Closed: Full Year



### Average Closed Price: Full Year



# Old Greenwich Overview



## Single Family Houses

Number of Solds Q4  
2019 Vs. 2018

↑13.6%

Average Sold Price Q4  
2019 Vs. 2018

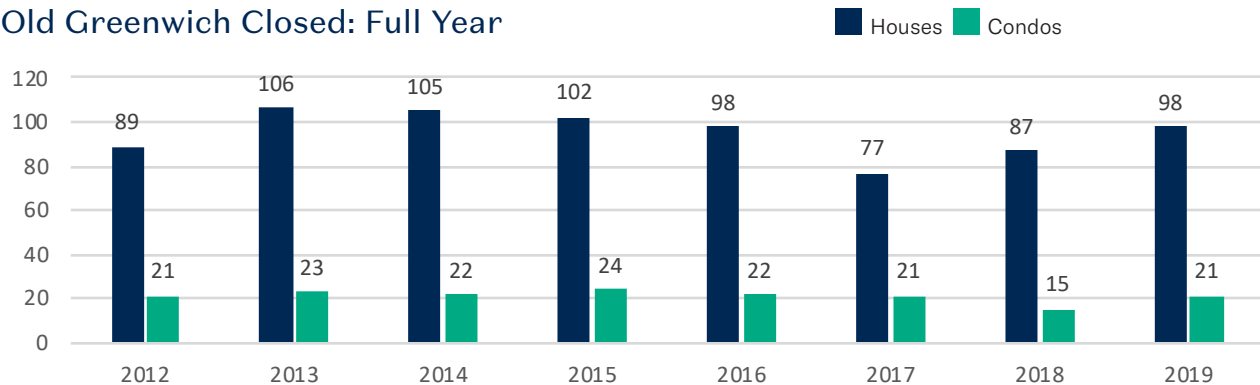
↓0.5%

Dec. 31 Inventory  
Vs. Dec. 31, 2018

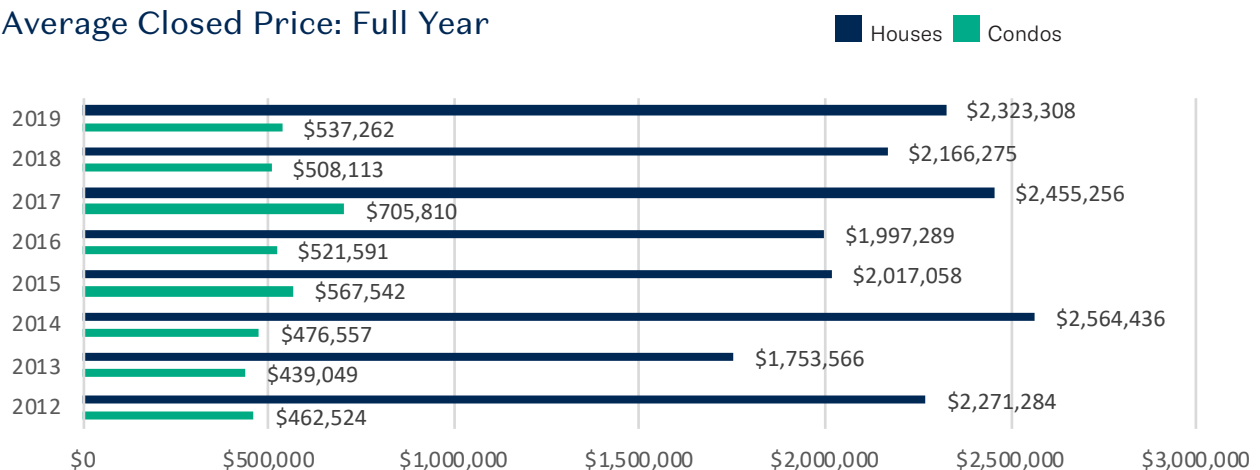
↓2.2%

	2019	2018	% CHANGE
Houses: Closings in Fourth Quarter	25	22	+13.6%
Houses: Average Closing Price Fourth Quarter	\$2,130,180	\$2,141,250	-0.5%
Houses: Closings Full Year	98	87	+12.6%
Houses: Average Closing Price Full Year	\$2,323,308	\$2,166,275	+7.2%
Houses: Pending on December 31st	5	9	-44.4%
Houses: Inventory on December 31st	44	45	-2.2%
Condos: Closings Full Year	21	15	+40%
Condos: Average Closing Price Full Year	\$537,262	\$508,113	+5.7%
Condos: Inventory on December 31st	9	5	+80%

## Old Greenwich Closed: Full Year



## Average Closed Price: Full Year



# Stamford Overview



## Single Family Houses

Number of Solds Q4  
2019 Vs. 2018

↑ 7.1%

Average Sold Price Q4  
2019 Vs. 2018

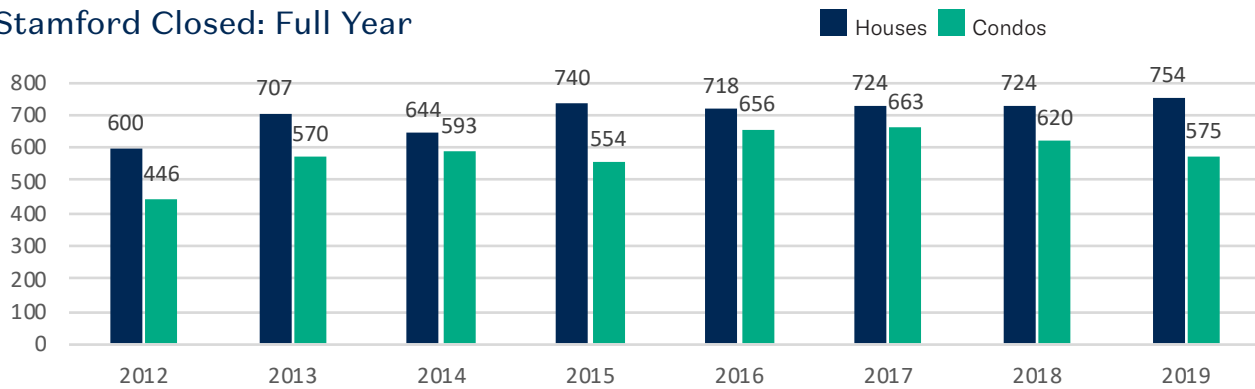
↓ 2.6%

Dec. 31 Inventory  
Vs. Dec. 31, 2018

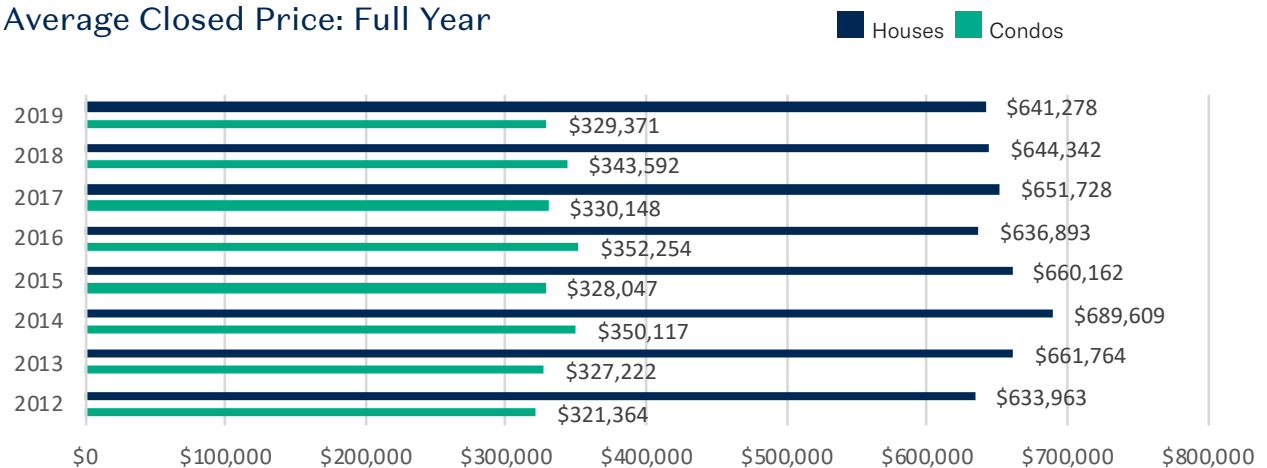
↓ 2.7%

	2019	2018	% CHANGE
Houses: Closings in Fourth Quarter	180	168	+7.1%
Houses: Average Closing Price Fourth Quarter	\$633,300	\$650,498	-2.6%
Houses: Closings Full Year	754	724	+4.1%
Houses: Average Closing Price Full Year	\$641,278	\$644,342	-0.5%
Houses: Pending on December 31st	55	47	+17%
Houses: Inventory on December 31st	286	294	-2.7%
Condos: Closings Full Year	575	620	-7.3%
Condos: Average Closing Price Full Year	\$329,371	\$343,592	-4.1%
Condos: Inventory on December 31st	210	218	-3.7%

### Stamford Closed: Full Year



### Average Closed Price: Full Year



# Darien Overview



## Single Family Houses

Number of Solds Q4  
2019 Vs. 2018

↓ 7.4%

Average Sold Price Q4  
2019 Vs. 2018

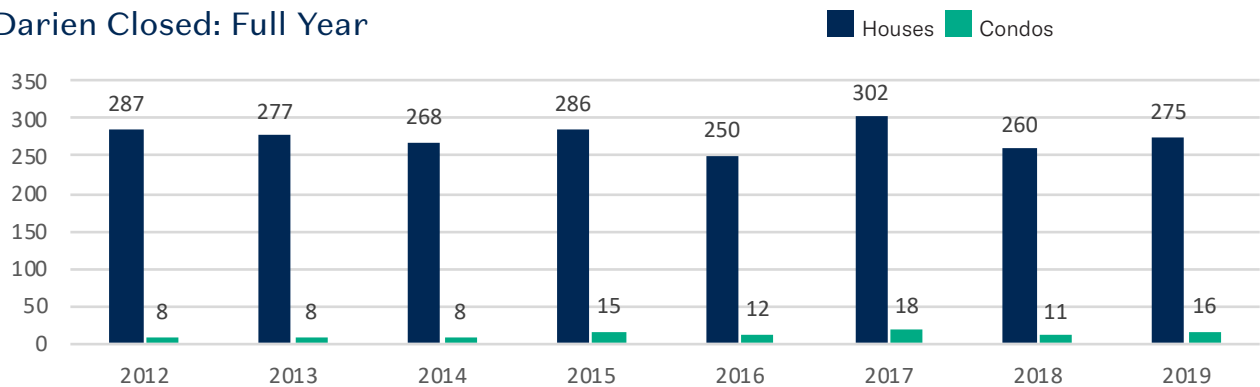
↑ 13.7%

Dec. 31 Inventory  
Vs. Dec. 31, 2018

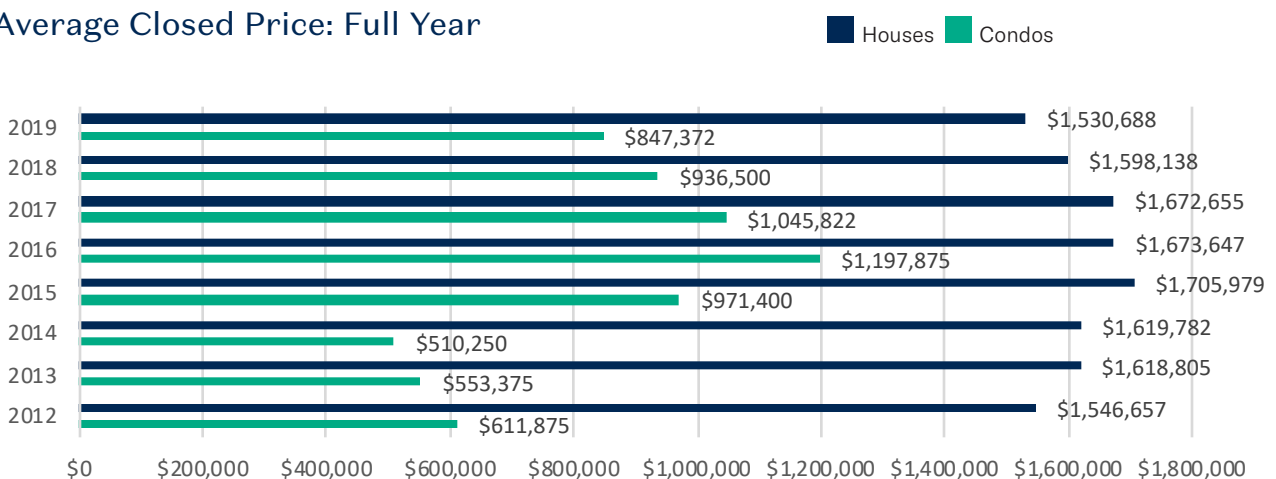
↓ 16.9%

	2019	2018	% CHANGE
Houses: Closings in Fourth Quarter	50	54	-7.4%
Houses: Average Closing Price Fourth Quarter	\$1,671,050	\$1,469,418	+13.7%
Houses: Closings Full Year	275	260	+5.8%
Houses: Average Closing Price Full Year	\$1,530,688	\$1,598,138	-4.2%
Houses: Pending on December 31st	24	18	+33.3%
Houses: Inventory on December 31st	152	183	-16.9%
Condos: Closings Full Year	16	11	+45.5%
Condos: Average Closing Price Full Year	\$847,372	\$936,500	-9.5%
Condos: Inventory on December 31st	12	15	-20%

## Darien Closed: Full Year



## Average Closed Price: Full Year



# New Canaan Overview



## Single Family Houses

Number of Solds Q4  
2019 Vs. 2018

0%

Average Sold Price Q4  
2019 Vs. 2018

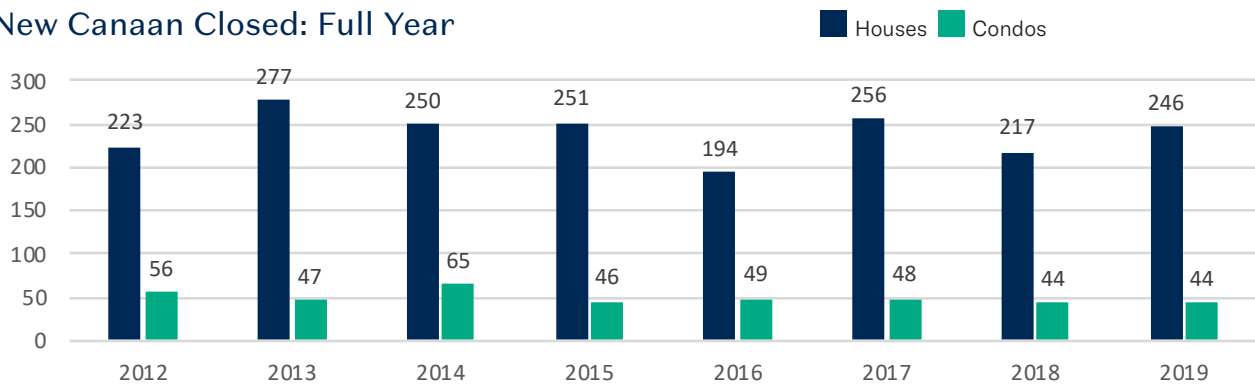
↑ 4.6%

Dec. 31 Inventory  
Vs. Dec. 31, 2018

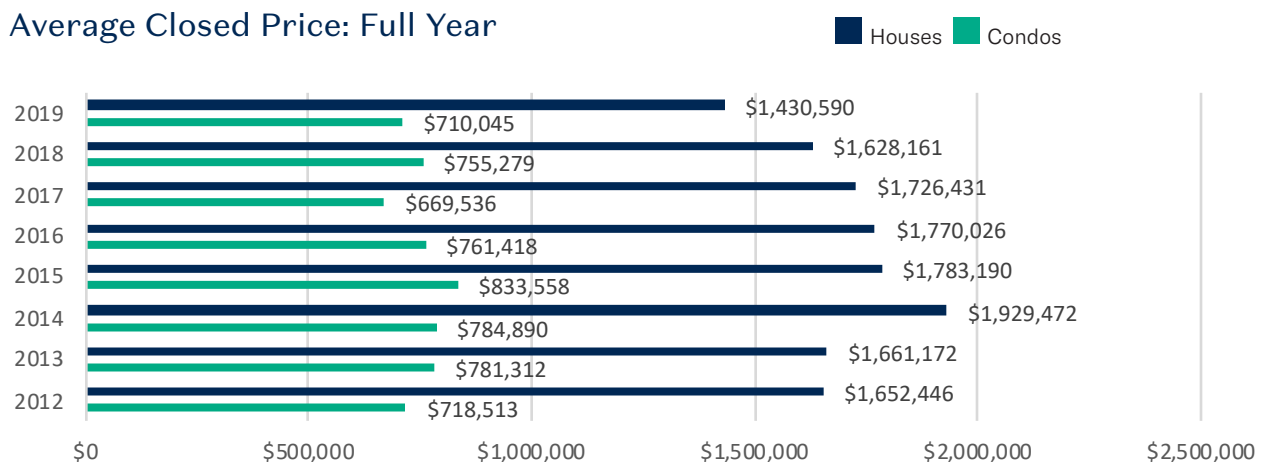
↓ 30.4%

	2019	2018	% CHANGE
Houses: Closings in Fourth Quarter	49	49	0%
Houses: Average Closing Price Fourth Quarter	\$1,578,460	\$1,508,461	+4.6%
Houses: Closings Full Year	246	217	+13.4%
Houses: Average Closing Price Full Year	\$1,430,590	\$1,628,161	-12.1%
Houses: Pending on December 31st	14	22	-36.4%
Houses: Inventory on December 31st	167	240	-30.4%
Condos: Closings Full Year	44	44	0%
Condos: Average Closing Price Full Year	\$710,045	\$755,279	-6%
Condos: Inventory on December 31st	27	33	-18.2%

## New Canaan Closed: Full Year



## Average Closed Price: Full Year





# Norwalk Overview



## Single Family Houses

Number of Solds Q4  
2019 Vs. 2018

↓ 8.7%

Average Sold Price Q4  
2019 Vs. 2018

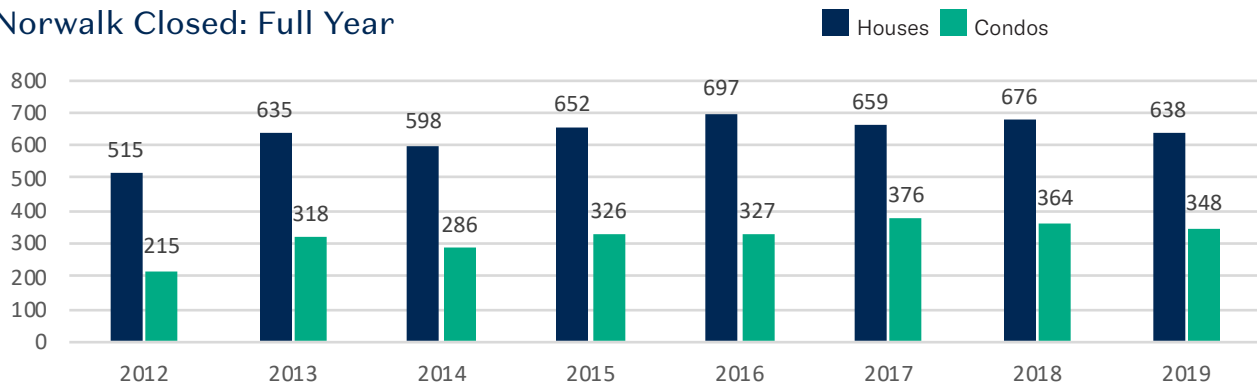
↑ 17.4%

Dec. 31 Inventory  
Vs. Dec. 31, 2018

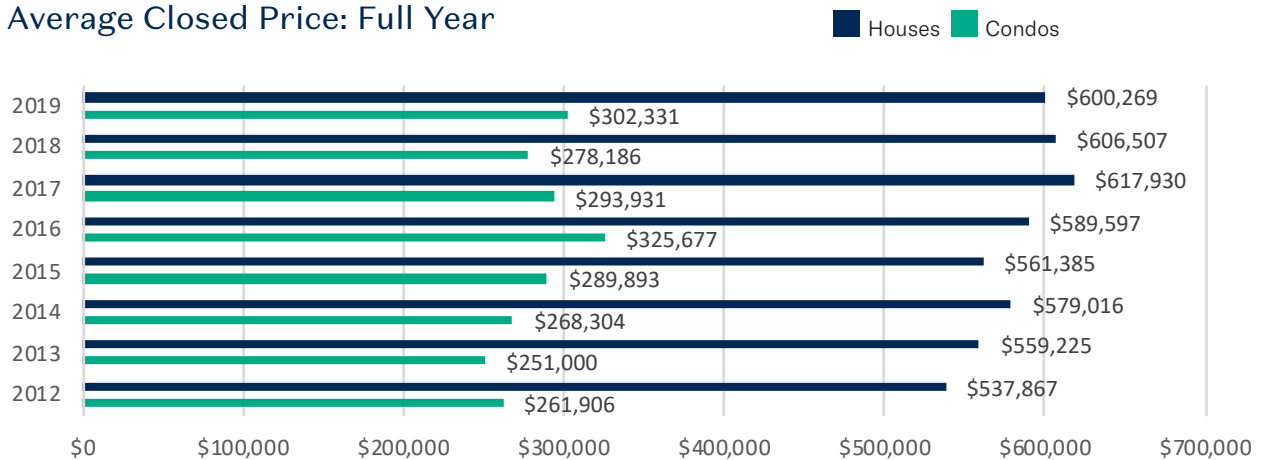
↑ 0.4%

	2019	2018	% CHANGE
Houses: Closings in Fourth Quarter	147	161	-8.7%
Houses: Average Closing Price Fourth Quarter	\$650,413	\$554,218	+17.4%
Houses: Closings Full Year	638	676	-5.6%
Houses: Average Closing Price Full Year	\$600,269	\$606,507	-1%
Houses: Pending on December 31st	52	54	-3.7%
Houses: Inventory on December 31st	232	231	+0.4%
Condos: Closings Full Year	348	364	-4.4%
Condos: Average Closing Price Full Year	\$302,331	\$278,186	+8.7%
Condos: Inventory on December 31st	93	72	+29.2%

## Norwalk Closed: Full Year



## Average Closed Price: Full Year



# Rowayton Overview



## Single Family Houses

Number of Solds Q4  
2019 Vs. 2018

↑84.6%

Average Sold Price Q4  
2019 Vs. 2018

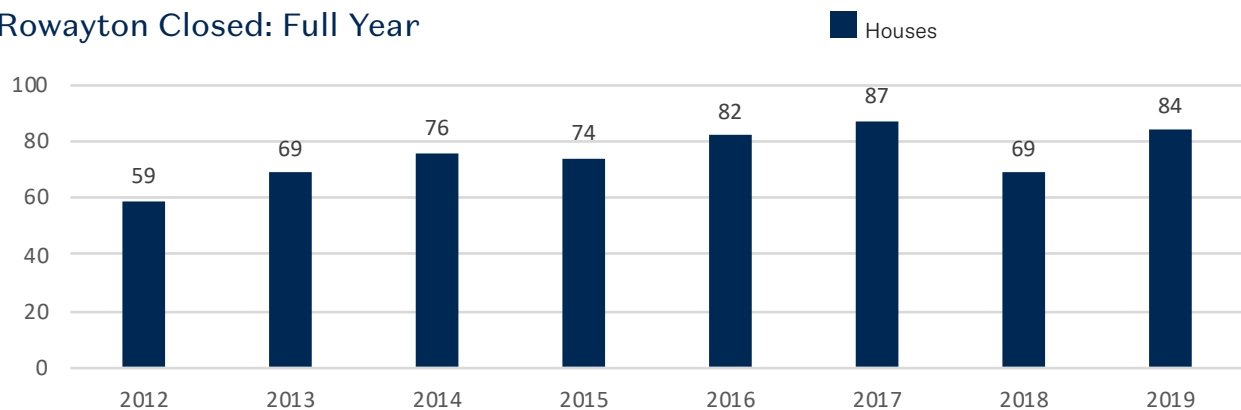
↑13.3%

Dec. 31 Inventory  
Vs. Dec. 31, 2018

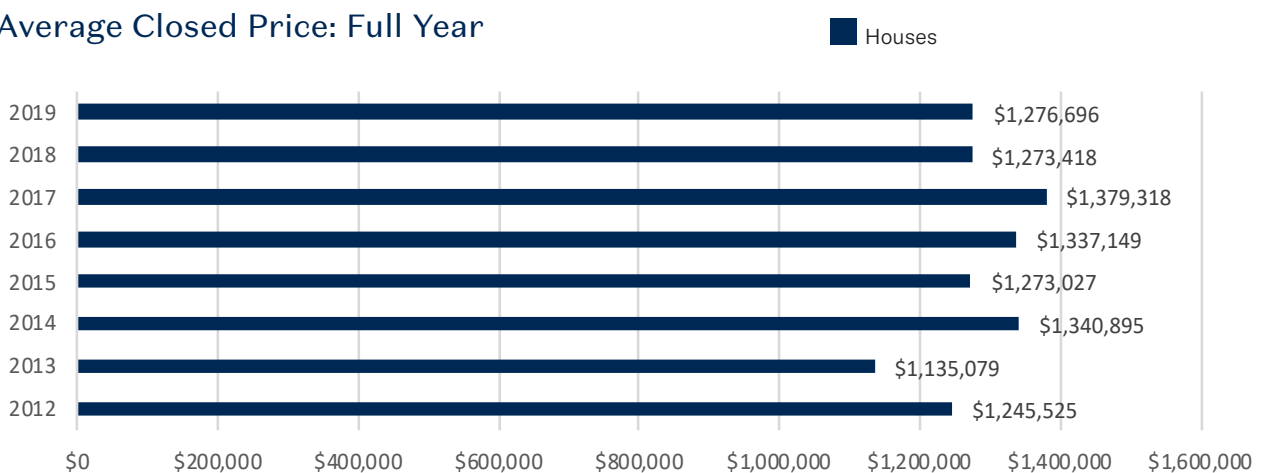
0%

	2019	2018	% CHANGE
Houses: Closings in Fourth Quarter	24	13	+84.6%
Houses: Average Closing Price Fourth Quarter	\$1,380,563	\$1,219,038	+13.3%
Houses: Closings Full Year	84	69	+21.7%
Houses: Average Closing Price Full Year	\$1,276,696	\$1,273,418	+0.3%
Houses: Pending on December 31st	7	6	+16.7%
Houses: Inventory on December 31st	41	41	0%
Condos: Closings Full Year	7	2	+250%
Condos: Average Closing Price Full Year	\$1,133,571	\$316,000	+258.7%
Condos: Inventory on December 31st	4	6	-33.3%

### Rowayton Closed: Full Year



### Average Closed Price: Full Year



# Wilton Overview



## Single Family Houses

Number of Solds Q4  
2019 Vs. 2018

↑ 31.7%

Average Sold Price Q4  
2019 Vs. 2018

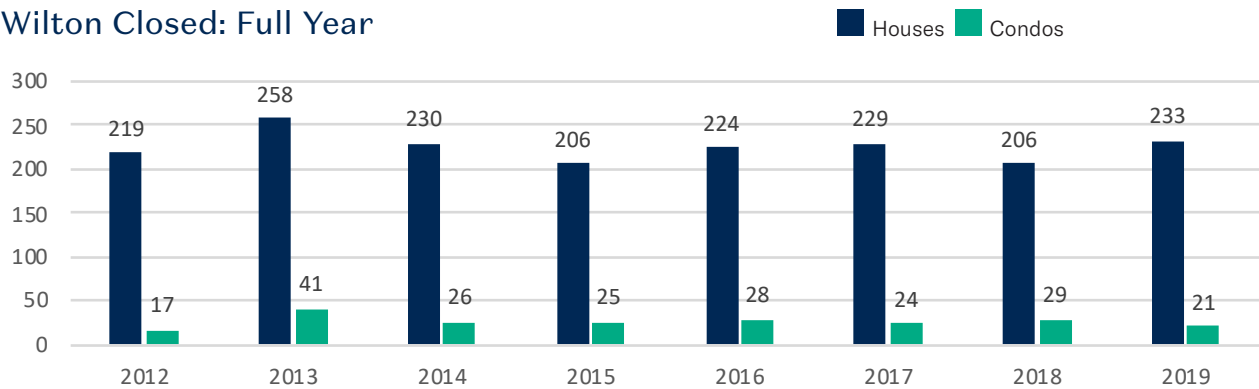
↓ 13.7%

Dec. 31 Inventory  
Vs. Dec. 31, 2018

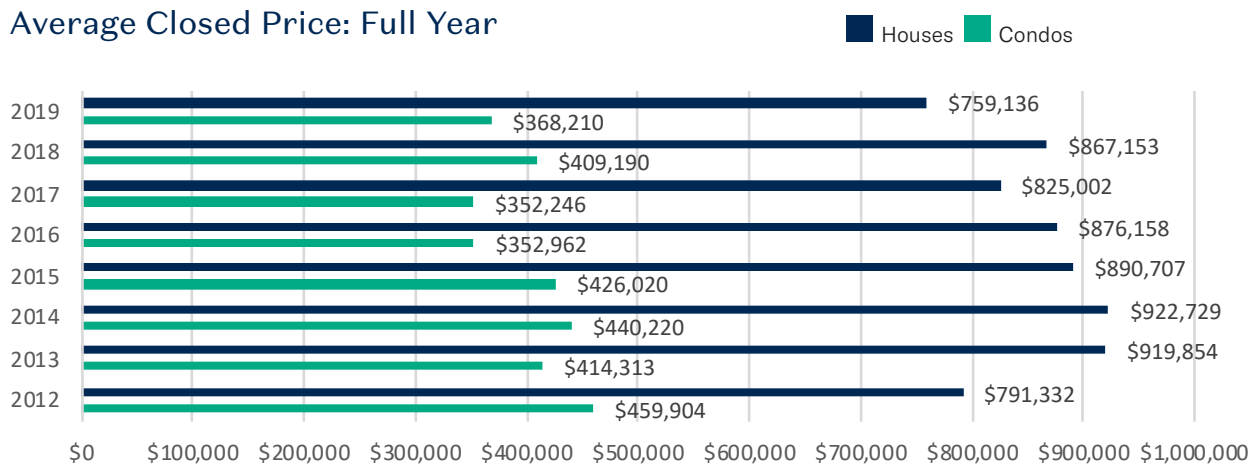
↓ 26%

	2019	2018	% CHANGE
Houses: Closings in Fourth Quarter	54	41	+31.7%
Houses: Average Closing Price Fourth Quarter	\$655,812	\$759,659	-13.7%
Houses: Closings Full Year	233	206	+13.1%
Houses: Average Closing Price Full Year	\$759,136	\$867,153	-12.5%
Houses: Pending on December 31st	18	10	+80%
Houses: Inventory on December 31st	114	154	-26%
Condos: Closings Full Year	21	29	-27.6%
Condos: Average Closing Price Full Year	\$368,210	\$409,190	-10%
Condos: Inventory on December 31st	10	7	+42.9%

### Wilton Closed: Full Year



### Average Closed Price: Full Year



# Westport Overview



## Single Family Houses

Number of Solds Q4  
2019 Vs. 2018

↑ 7.7%

Average Sold Price Q4  
2019 Vs. 2018

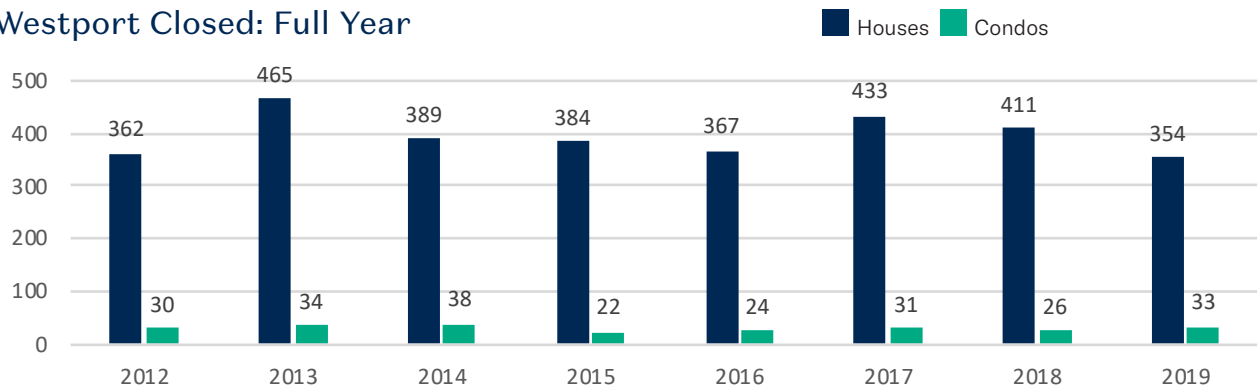
↓ 8.1%

Dec. 31 Inventory  
Vs. Dec. 31, 2018

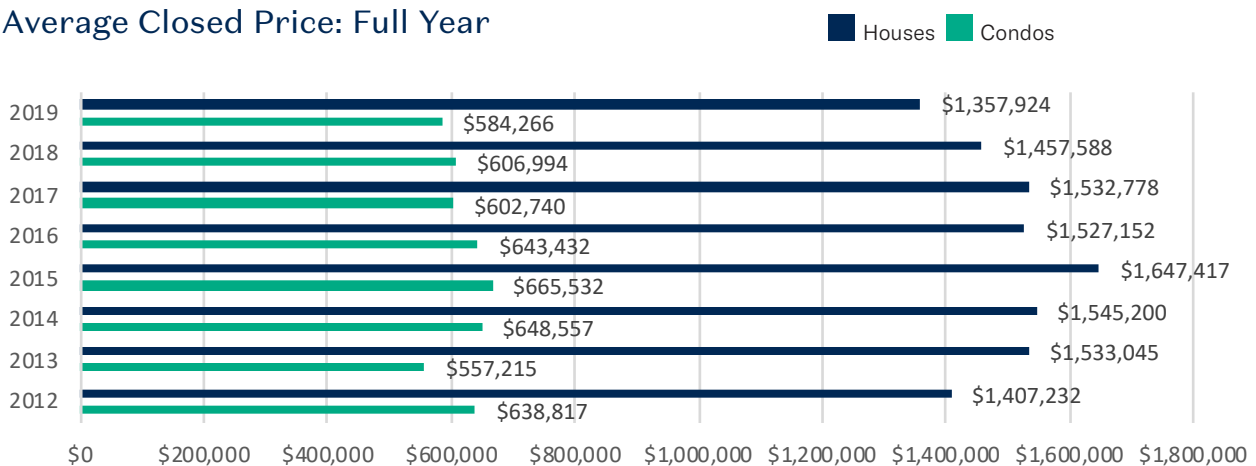
↓ 23.2%

	2019	2018	% CHANGE
Houses: Closings in Fourth Quarter	84	78	+7.7%
Houses: Average Closing Price Fourth Quarter	\$1,291,925	\$1,406,052	-8.1%
Houses: Closings Full Year	354	411	-13.9%
Houses: Average Closing Price Full Year	\$1,357,924	\$1,457,588	-6.8%
Houses: Pending on December 31st	22	18	+22.2%
Houses: Inventory on December 31st	241	314	-23.2%
Condos: Closings Full Year	33	26	+26.9%
Condos: Average Closing Price Full Year	\$584,266	\$606,994	-3.7%
Condos: Inventory on December 31st	24	10	+140%

### Westport Closed: Full Year



### Average Closed Price: Full Year



# Weston Overview



## Single Family Houses

Number of Solds Q4  
2019 Vs. 2018

↓ 5.4%

Average Sold Price Q4  
2019 Vs. 2018

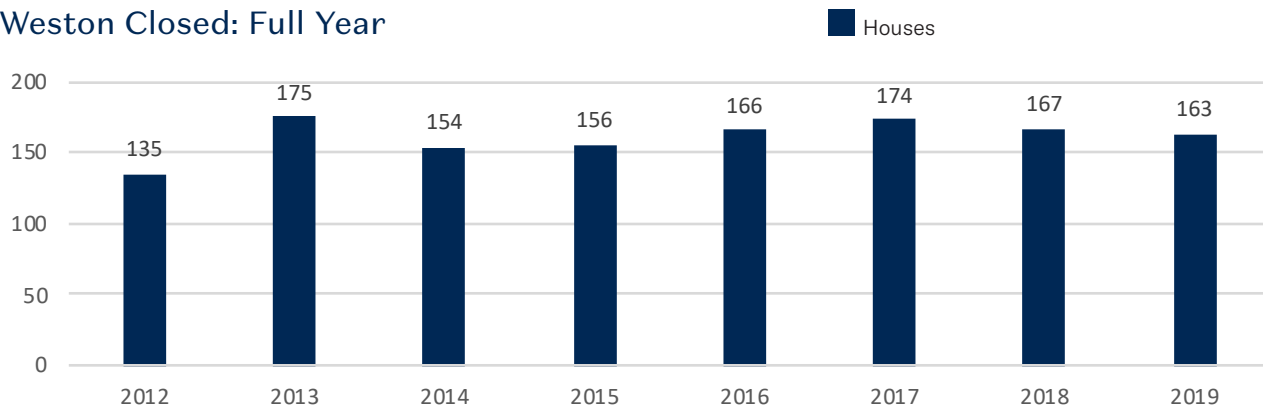
↓ 3.7%

Dec. 31 Inventory  
Vs. Dec. 31, 2018

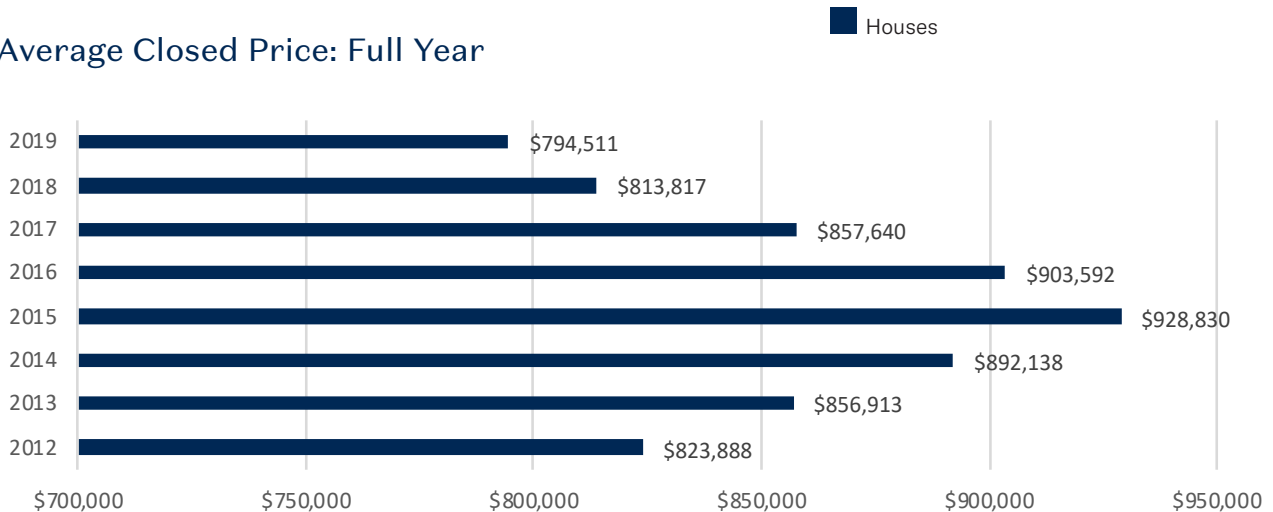
↓ 9.9%

	2019	2018	% CHANGE
Houses: Closings in Fourth Quarter	35	37	-5.4%
Houses: Average Closing Price Fourth Quarter	\$790,150	\$820,650	-3.7%
Houses: Closings Full Year	163	167	-2.4%
Houses: Average Closing Price Full Year	\$794,511	\$813,817	-2.4%
Houses: Pending on December 31st	9	17	-47.1%
Houses: Inventory on December 31st	109	121	-9.9%

### Weston Closed: Full Year



### Average Closed Price: Full Year



# Fairfield Overview



## Single Family Houses

Number of Solds Q4  
2019 Vs. 2018

↑7.1%

Average Sold Price Q4  
2019 Vs. 2018

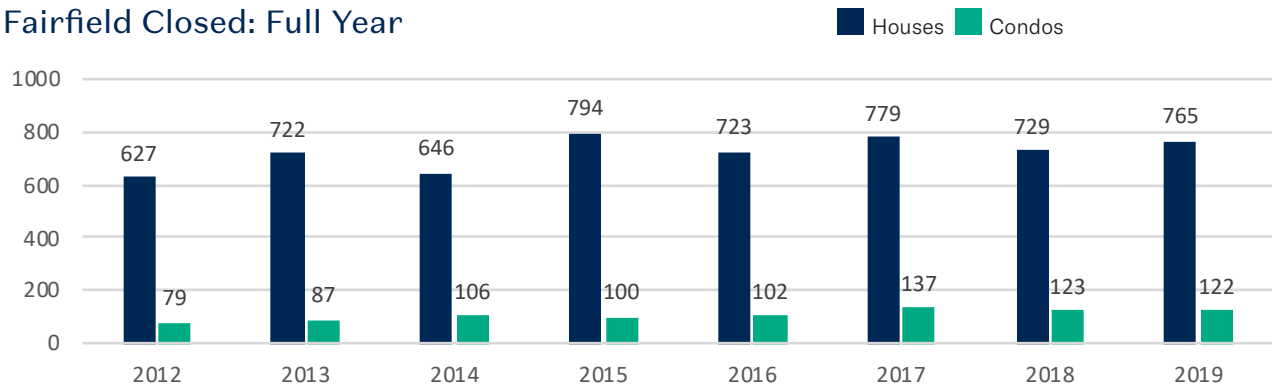
↓2.3%

Dec. 31 Inventory  
Vs. Dec. 31, 2018

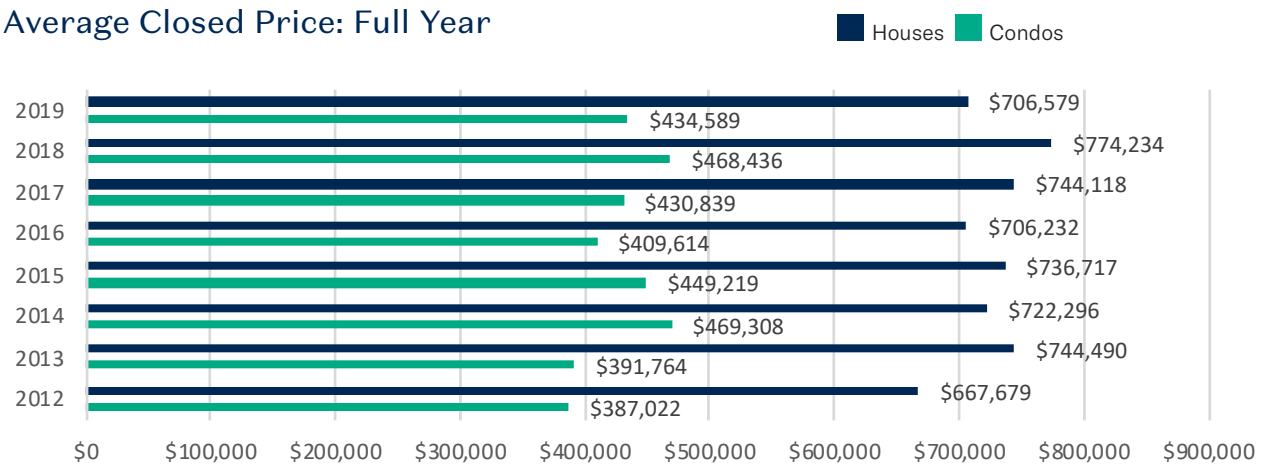
↓7.0%

	2019	2018	% CHANGE
Houses: Closings in Fourth Quarter	150	140	+7.1%
Houses: Average Closing Price Fourth Quarter	\$689,616	\$705,972	-2.3%
Houses: Closings Full Year	765	729	+4.9%
Houses: Average Closing Price Full Year	\$706,579	\$774,234	-8.7%
Houses: Pending on December 31st	43	44	-2.3%
Houses: Inventory on December 31st	331	356	-7%
Condos: Closings Full Year	122	123	-0.8%
Condos: Average Closing Price Full Year	\$434,589	\$468,436	-7.2%
Condos: Inventory on December 31st	34	36	-5.6%

### Fairfield Closed: Full Year



### Average Closed Price: Full Year



# Ridgefield Overview



## Single Family Houses

Number of Solds Q4  
2019 Vs. 2018

↑2.9%

Average Sold Price Q4  
2019 Vs. 2018

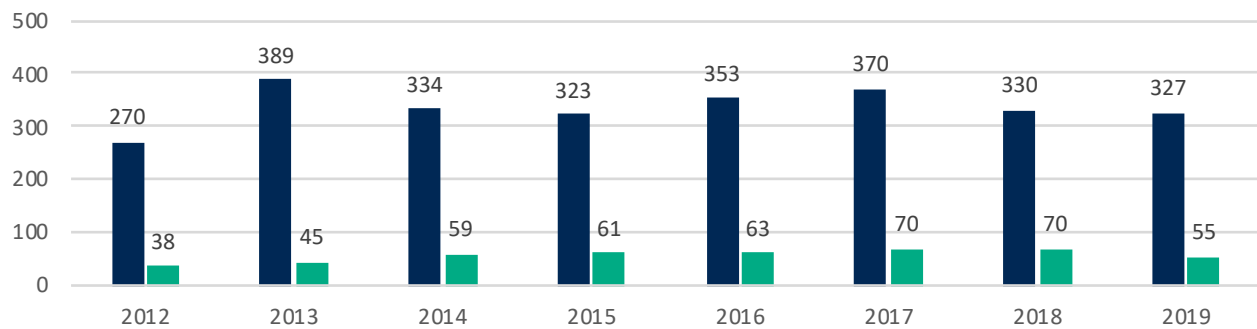
↑4.7%

Dec. 31 Inventory  
Vs. Dec. 31, 2018

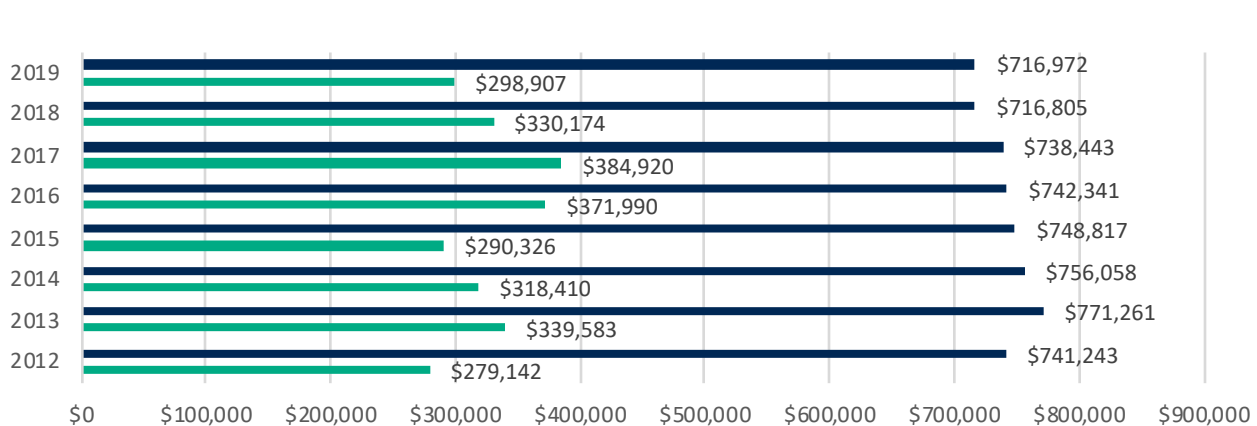
↑7.7%

	2019	2018	% CHANGE
Houses: Closings in Fourth Quarter	70	68	+2.9%
Houses: Average Closing Price Fourth Quarter	\$758,181	\$723,929	+4.7%
Houses: Closings Full Year	327	330	-0.9%
Houses: Average Closing Price Full Year	\$716,972	\$716,805	+0%
Houses: Pending on December 31st	29	20	+45%
Houses: Inventory on December 31st	181	168	+7.7%
Condos: Closings Full Year	55	70	-21.4%
Condos: Average Closing Price Full Year	\$298,907	\$330,174	-9.5%
Condos: Inventory on December 31st	24	17	+41.2%

## Ridgefield Closed: Full Year



## Average Closed Price: Full Year



# Redding Overview



## Single Family Houses

Number of Solds Q4  
2019 Vs. 2018

↑3.2%

Average Sold Price Q4  
2019 Vs. 2018

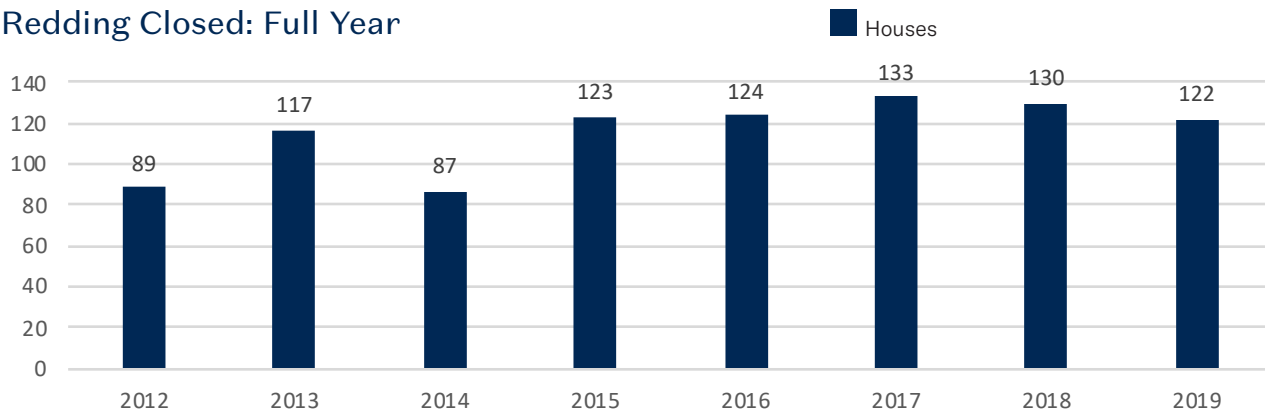
↓7.6%

Dec. 31 Inventory  
Vs. Dec. 31, 2018

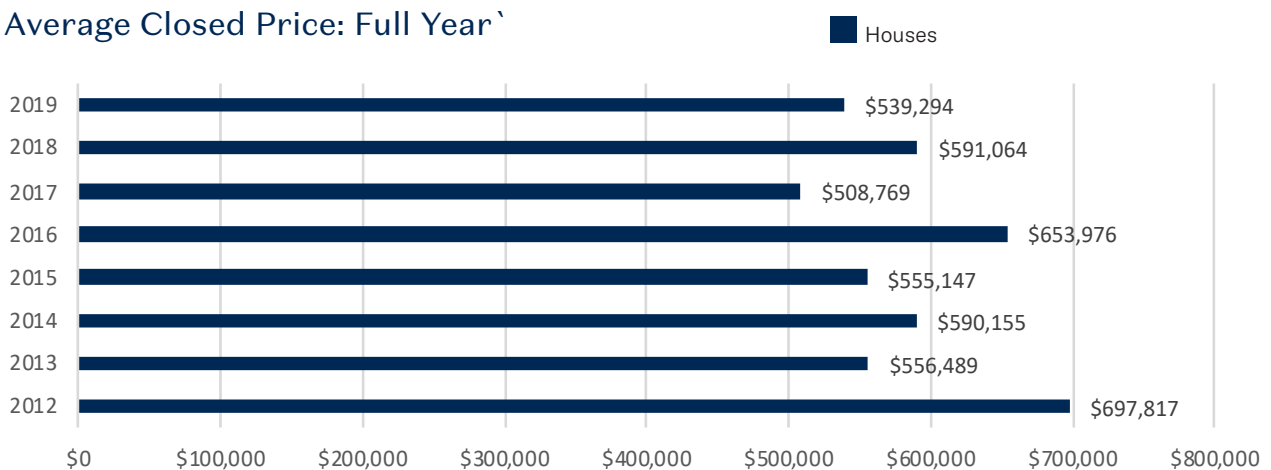
0%

	2019	2018	% CHANGE
Houses: Closings in Fourth Quarter	32	31	+3.2%
Houses: Average Closing Price Fourth Quarter	\$530,143	\$573,887	-7.6%
Houses: Closings Full Year	122	130	-6.2%
Houses: Average Closing Price Full Year	\$539,294	\$591,064	-8.8%
Houses: Pending on December 31st	12	7	+71.4%
Houses: Inventory on December 31st	72	72	0%
Condos: Closings Full Year	4	3	+33.3%
Condos: Average Closing Price Full Year	\$387,500	\$479,000	-19.1%
Condos: Inventory on December 31st	2	2	0%

## Redding Closed: Full Year



## Average Closed Price: Full Year`





# Easton Overview



## Single Family Houses

Number of Solds Q4  
2019 Vs. 2018

↑ 10%

Average Sold Price Q4  
2019 Vs. 2018

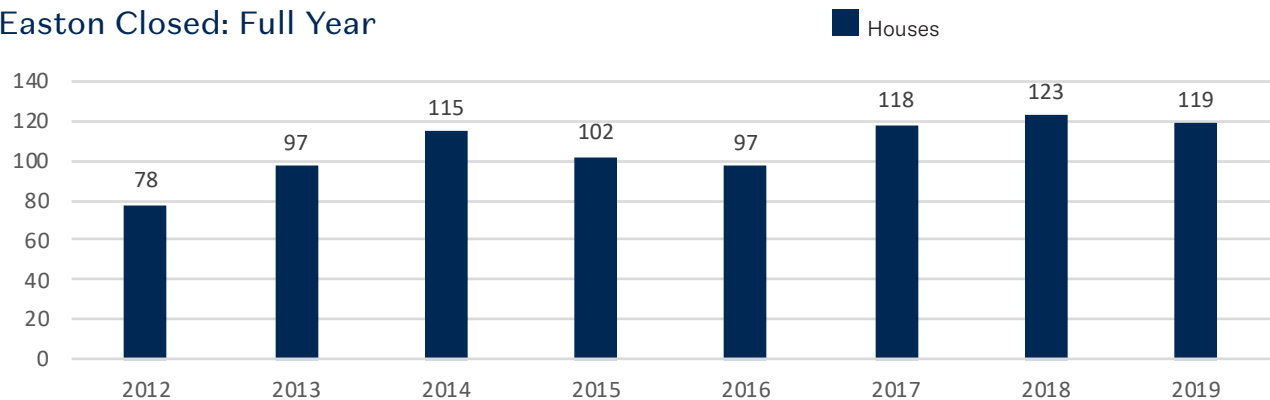
↓ 5.1%

Dec. 31 Inventory  
Vs. Dec. 31, 2018

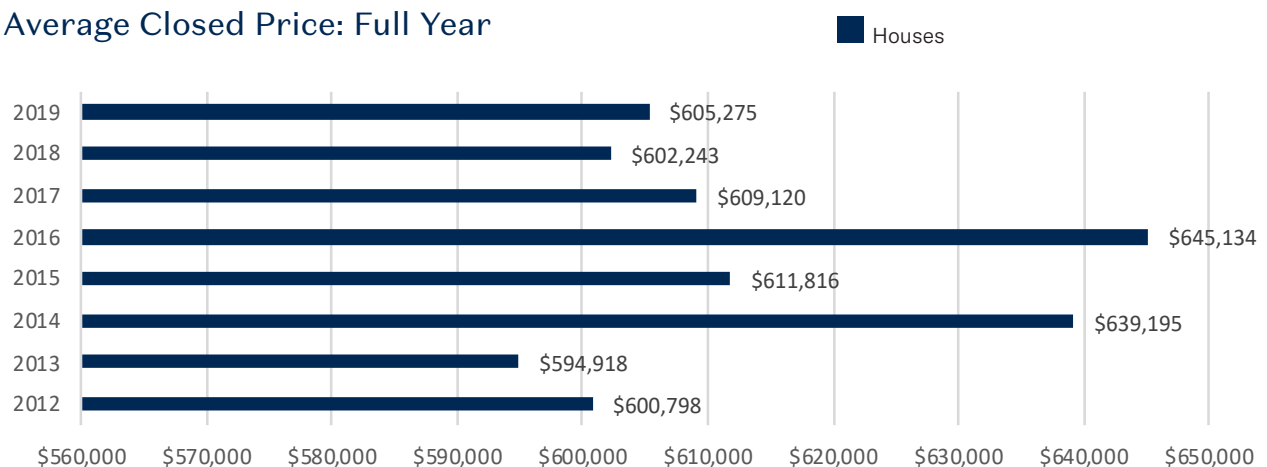
↓ 26.3%

	2019	2018	% CHANGE
Houses: Closings in Fourth Quarter	22	20	+10%
Houses: Average Closing Price Fourth Quarter	\$614,261	\$647,200	-5.1%
Houses: Closings Full Year	119	123	-3.3%
Houses: Average Closing Price Full Year	\$605,275	\$602,243	+0.5%
Houses: Pending on December 31st	11	10	+10%
Houses: Inventory on December 31st	59	80	-26.3%

### Easton Closed: Full Year



### Average Closed Price: Full Year



# Lower Fairfield County

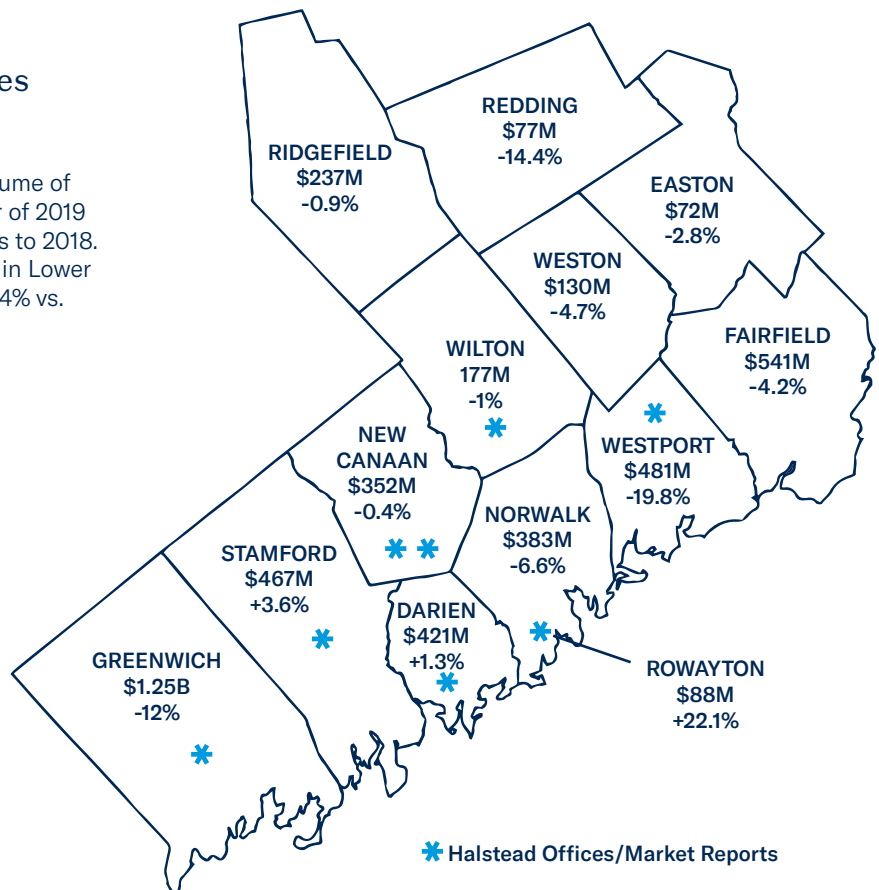
## Town Comparison: Sold Houses - Full Year

Town	# of Closed Houses		% change	Median Closing Price		% change
	2019	2018		2019	2018	
Darien	275	260	+5.8%	\$1,240,000	\$1,350,000	-8.1%
Easton	119	123	-3.3%	\$562,500	\$595,000	-5.5%
Fairfield	765	729	+4.9%	\$585,000	\$630,000	-7.1%
All of Greenwich	525	593	-11.5%	\$1,880,000	\$1,765,000	+6.5%
New Canaan	246	217	+13.4%	\$1,243,750	\$1,341,500	-7.3%
Norwalk	638	676	-5.6%	\$488,445	\$487,500	+0.2%
Redding	122	130	-6.2%	\$522,750	\$548,250	-4.7%
Ridgefield	327	330	-0.9%	\$630,000	\$640,630	-1.7%
Rowayton*	84	69	+21.7%	\$1,207,750	\$975,000	+23.9%
Stamford	754	724	+4.1%	\$575,000	\$580,000	-0.9%
Weston	163	167	-2.4%	\$685,000	\$703,210	-2.6%
Westport	354	411	-13.9%	\$1,110,000	\$1,220,000	-9%
Wilton	233	206	+13.1%	\$690,000	\$785,000	-12.1%

\*Rowayton closing data also included in Norwalk.

## Dollar Volume of House Sales 2019 vs. 2018

To the right is a look at the total dollar volume of house sales for each town for the full year of 2019 and the percentage change as it compares to 2018. Collectively, the dollar volume of closings in Lower Fairfield County was \$4.7 billion, down 6.4% vs. 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.

Condos in report include Condos and Co-Ops.

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