



HALSTEAD
REAL ESTATE

Stamford
Market Report
Year End 2019 **2019**

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HALSTEAD CONNECTICUT, LLC

Stamford Overview



Single Family Houses

Number of Solds Q4
2019 Vs. 2018

↑ 7.1%

Average Sold Price Q4
2019 Vs. 2018

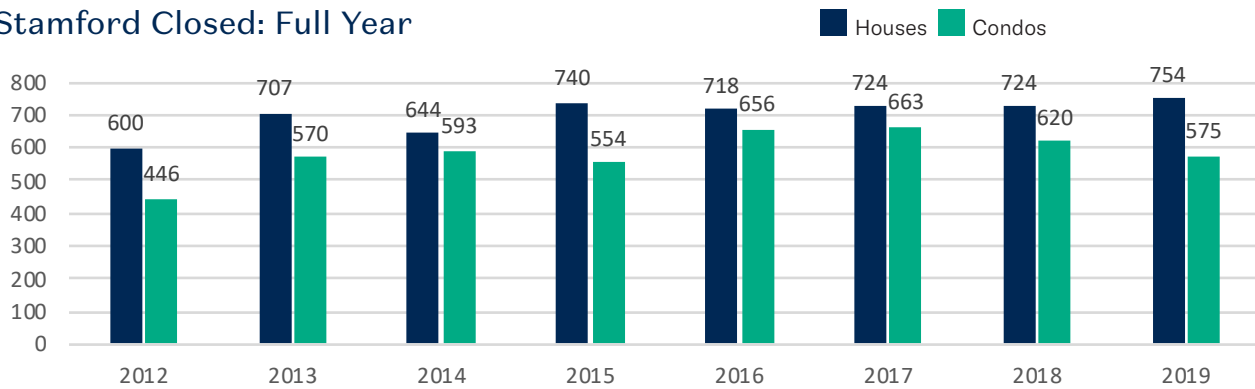
↓ 2.6%

Dec. 31 Inventory
Vs. Dec. 31, 2018

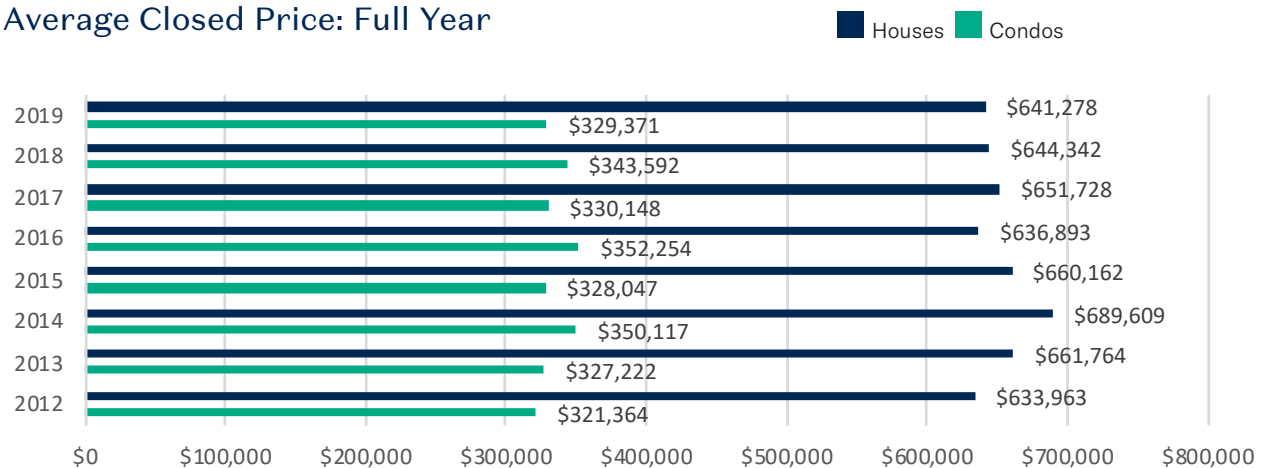
↓ 2.7%

	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





Active House Listings as of December 31st

	2019	2018	%
Under \$400K	16	17	-5.9%
\$400K-\$500K	45	44	+2.3%
\$500K-\$600K	45	48	-6.3%
\$600K-\$700K	39	39	0%
\$700K-\$800K	31	39	-20.5%
\$800K-\$1M	58	36	+61.1%
\$1M-\$1.2M	17	27	-37%
\$1.2M-\$1.5M	19	17	+11.8%
\$1.5M-\$2M	11	19	-42.1%
Over \$2M	5	8	-37.5%

Number of Houses Closed: Full Year

	2019	2018	%
Under \$400K	83	85	-2.4%
\$400K-\$500K	154	159	-3.1%
\$500K-\$600K	174	136	+27.9%
\$600K-\$700K	134	127	+5.5%
\$700K-\$800K	87	75	+16%
\$800K-\$1M	61	81	-24.7%
\$1M-\$1.2M	26	26	0%
\$1.2M-\$1.5M	22	21	+4.8%
\$1.5M-\$2M	7	11	-36.4%
Over \$2M	6	3	+100%

Average List-to-Sale-Price Ratio: Houses

Based on closings in 2019.

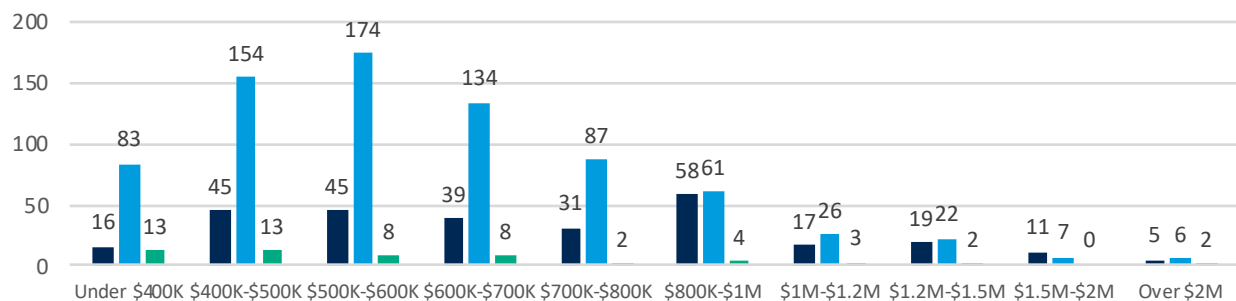
UNDER \$400K	\$400K-\$500K	\$500K-\$600K	\$600K-\$700K	\$700K-\$800K	\$800K-\$1M	\$1M-\$1.2M	\$1.2M-\$1.5M	\$1.5M-\$2M	OVER \$2M
95.8%	97.0%	98.2%	98.0%	97.4%	96.7%	95.1%	94.6%	94.9%	92.0%

Average for all price points: 97.1%

Houses: Active/Closed/Pending

Active/Pending as of Dec. 31st; Closed: Full Year (12 Months)

Active Closed Pending





Active Condo/Co-Op Listings as of December 31st

	2019	2018	%
Under \$200K	27	32	-15.6%
\$200K-\$300K	54	69	-21.7%
\$300K-\$400K	43	35	+22.9%
\$400K-\$500K	23	25	-8%
\$500K-\$600K	29	23	+26.1%
\$600K-\$700K	9	11	-18.2%
\$700K-\$1M	22	15	+46.7%
Over \$1M	3	8	-62.5%

Number of Condos/Co-Ops Closed: Full Year

	2019	2018	%
Under \$200K	116	118	-1.7%
\$200K-\$300K	191	159	+20.1%
\$300K-\$400K	122	169	-27.8%
\$400K-\$500K	77	90	-14.4%
\$500K-\$600K	36	49	-26.5%
\$600K-\$700K	10	14	-28.6%
\$700K-\$1M	17	15	+13.3%
Over \$1M	6	6	0%

Average List-to-Sale-Price Ratio: Condos

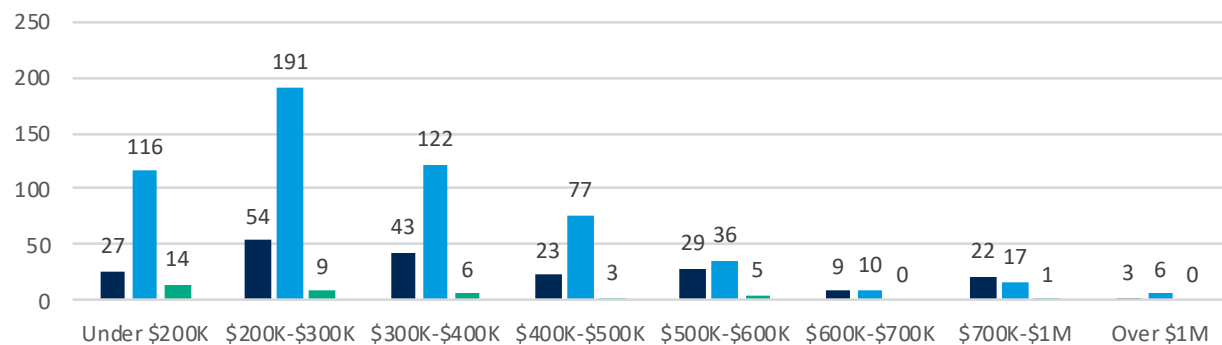
Based on closings in 2019.

UNDER \$200K	\$200K-\$300K	\$300K-\$400K	\$400K-\$500K	\$500K-\$600K	\$600K-\$700K	\$700K-\$1M	OVER \$1M
95.6%	97.1%	97.2%	97.6%	97.7%	96.8%	98.6%	93.4%
Average for all price points: 96.9%							

Condos/Co-Ops: Active/Closed/Pending

Active/Pending as of Dec. 31st; Closed: Full Year (12 Months)

Active Closed Pending



Stamford Neighborhoods



Number of Houses Sold, Full Year: By Neighborhood

	# of Sold Houses			Average House Sale Price			Avg Price Per SQ FT		
	2019	2018	% Change	2019	2018	% Change	2019	2018	% Change
Cove	27	45	-40%	\$442,494	\$453,779	-2.5%	\$256	\$241	+6.4%
Glenbrook	57	40	+42.5%	\$458,665	\$475,350	-3.5%	\$225	\$230	-2%
Mid City	45	42	+7.1%	\$565,856	\$533,250	+6.1%	\$231	\$223	+3.9%
Mid-Ridges	59	46	+28.3%	\$513,957	\$537,554	-4.4%	\$245	\$247	-1%
Newfield	81	82	-1.2%	\$576,633	\$601,246	-4.1%	\$242	\$230	+5.3%
North Stamford	222	209	+6.2%	\$714,514	\$736,134	-2.9%	\$204	\$202	+1.3%
Shippan	39	36	+8.3%	\$1,070,654	\$886,453	+20.8%	\$299	\$302	-1%
Springdale	68	67	+1.5%	\$523,245	\$532,642	-1.8%	\$260	\$244	+6.4%
Turn Of River	24	25	-4%	\$528,798	\$519,320	+1.8%	\$246	\$238	+3.3%
Waterside	19	20	-5%	\$1,054,300	\$1,046,288	+0.8%	\$376	\$364	+3.2%
West Side	6	10	-40%	\$374,542	\$342,200	+9.5%	\$204	\$193	+6.1%
Westover	68	72	-5.6%	\$763,391	\$789,106	-3.3%	\$231	\$224	+3%
Other	39	30	+30%	--	--	--	--	--	--

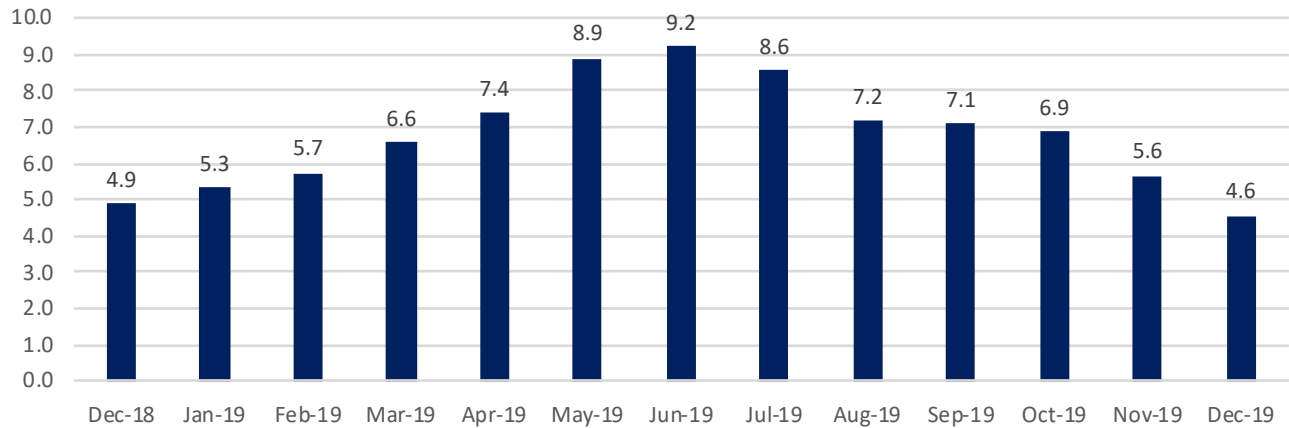
Number of Condos/Co-ops Sold, Full Year: By Neighborhood

	# of Sold Houses			Average House Sale Price			Avg Price Per SQ FT		
	2019	2018	% Change	2019	2018	% Change	2019	2018	% Change
Cove	51	58	-12.1%	\$287,901	\$273,400	+5.3%	\$224	\$212	+5.7%
Glenbrook	116	129	-10.1%	\$315,895	\$296,096	+6.7%	\$236	\$226	+4.1%
Mid City	252	276	-8.7%	\$298,666	\$323,590	-7.7%	\$272	\$269	+1%
Mid-Ridges	5	8	-37.5%	\$732,600	\$622,888	+17.6%	\$244	\$250	-2.4%
Newfield	7	3	+133.3%	\$417,857	\$587,917	-28.9%	\$259	\$248	+4.4%
Shippan	19	14	+35.7%	\$409,979	\$490,464	-16.4%	\$259	\$280	-7.4%
Springdale	53	53	0%	\$317,502	\$345,788	-8.2%	\$231	\$241	-4.2%
Turn Of River	2	5	-60%	\$531,500	\$571,200	-7%	\$245	\$253	-3.4%
Waterside	8	11	-27.3%	\$467,688	\$464,273	+0.7%	\$341	\$334	+1.9%
West Side	20	16	+25%	\$327,091	\$296,125	+10.5%	\$219	\$207	+5.7%
Westover	14	20	-30%	\$834,000	\$835,120	-0.1%	\$318	\$384	-17.2%
Other	28	27	+3.7%	--	--	--	--	--	--

Stamford 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



	DECEMBER 2019		JUNE 2019		DECEMBER 2018	
	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE
Under \$400K	16	2.3	23	3.3	17	2.4
\$400K-\$500K	45	3.5	57	4.9	44	3.3
\$500K-\$600K	45	3.1	103	9.2	48	4.2
\$600K-\$700K	39	3.5	72	6.5	39	3.7
\$700K-\$800K	31	4.3	79	13.0	39	6.2
\$800K-\$1M	58	11.4	73	14.1	36	5.3
\$1M-\$1.2M	17	7.8	39	19.5	27	12.5
\$1.2M-\$1.5M	19	10.4	34	25.5	17	9.7
\$1.5M-\$2M	11	18.9	23	39.4	19	20.7
Over \$2M	5	10.0	18	54.0	8	32.0

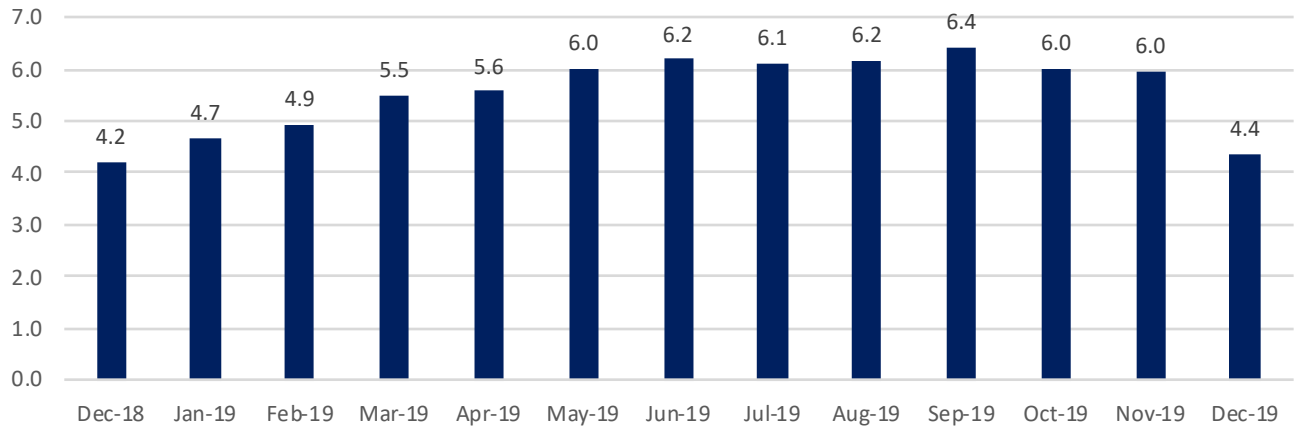
From December 2018 to December 2019 Stamford averaged having a **6.8**-month supply of houses for sale. For December 2019, price ranges under \$800,000 averaged having a **3.3**-month supply of houses.



161 South Lake Drive, Stamford. \$1,549,000. Web# 170218278.

Stamford Absorption Rate: Condos

Absorption Rate in Months: Condos



	DECEMBER 2019		JUNE 2019		DECEMBER 2018	
	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE	LISTINGS	ABSORPTION RATE
Under \$200K	27	2.8	31	3.2	32	3.3
\$200K-\$300K	54	3.4	81	5.3	69	5.2
\$300K-\$400K	43	4.2	65	6.1	35	2.5
\$400K-\$500K	23	3.6	53	8.2	25	3.3
\$500K-\$600K	29	9.7	28	7.6	23	5.6
\$600K-\$700K	9	10.8	15	36.0	11	9.4
\$700K-\$1M	22	15.5	20	14.1	15	12.0
Over \$1M	3	6.0	5	12.0	8	16.0

Stamford had a **4.4**-month supply of condos for sale in December 2019, very similar to December of 2018 when the absorption rate was 4.2 months. From December 2018 to December 2019 the city averaged having a **5.6**-month supply of condos.

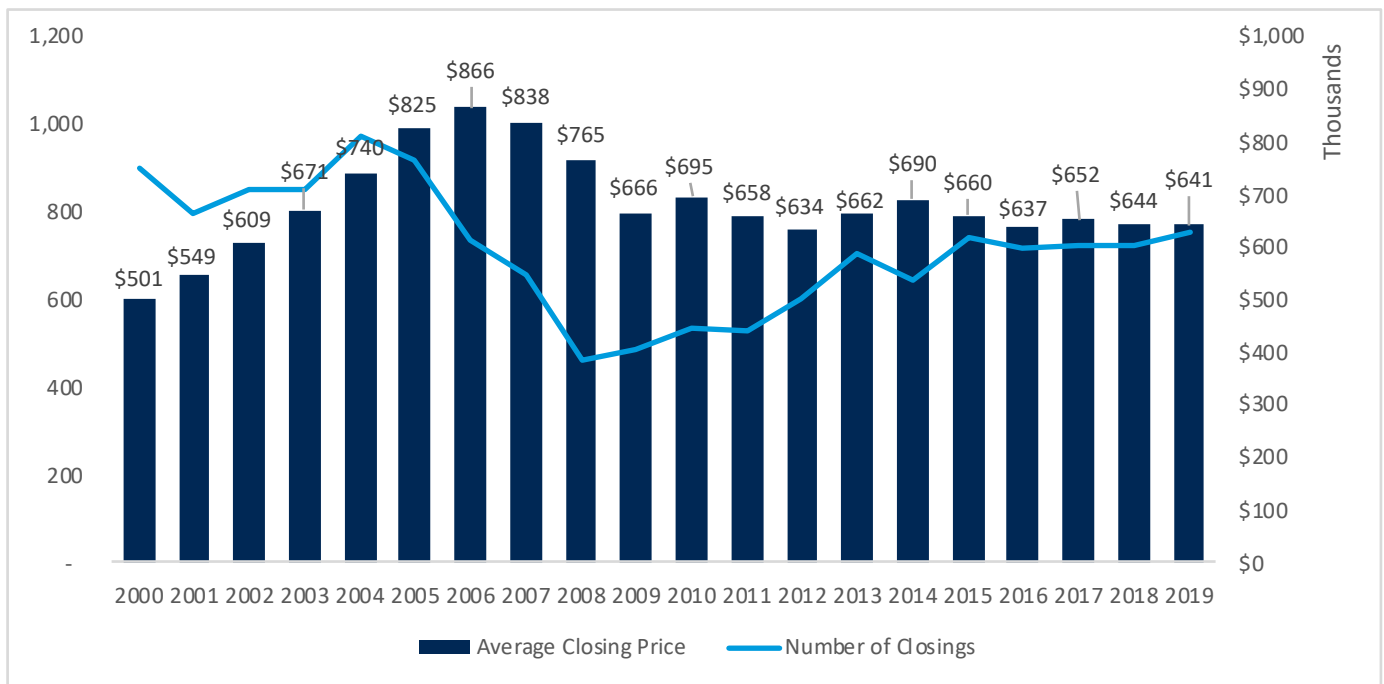


65 Cousins Road, Stamford. \$649,000. Web# 170246767



House Closings: 2000-2019

Average Closing Price/Number of Closings - Stamford Houses

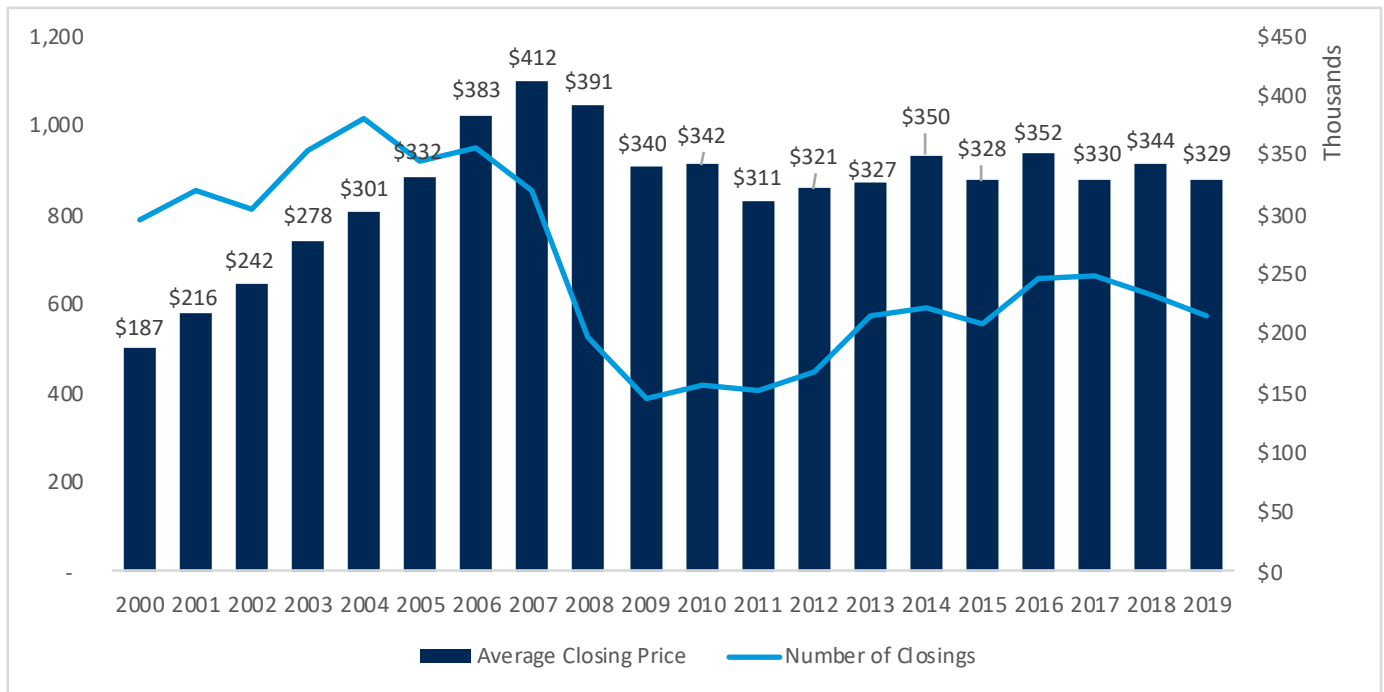


YEAR	AVERAGE CLOSING PRICE	AVG. CLOSING PRICE % CHANGE YEAR-OVER-YEAR	# OF CLOSINGS	# OF CLOSINGS % CHANGE YEAR-OVER-YEAR	AVERAGE CDOM
2000	\$501,035		899		76
2001	\$549,076	+9.6%	797	-11.3%	75
2002	\$609,486	+11%	851	+6.8%	71
2003	\$670,528	+10%	850	-0.1%	76
2004	\$739,981	+10.4%	974	+14.6%	70
2005	\$824,651	+11.4%	916	-6%	69
2006	\$865,846	+5%	738	-19.4%	79
2007	\$838,147	-3.2%	654	-11.4%	90
2008	\$765,410	-8.7%	465	-28.9%	141
2009	\$665,581	-13%	485	+4.3%	156
2010	\$695,349	+4.5%	535	+10.3%	166
2011	\$658,251	-5.3%	529	-1.1%	157
2012	\$633,963	-3.7%	600	+13.4%	152
2013	\$661,764	+4.4%	707	+17.8%	136
2014	\$689,609	+4.2%	644	-8.9%	129
2015	\$660,162	-4.3%	740	+14.9%	128
2016	\$636,893	-3.5%	718	-3%	136
2017	\$651,728	+2.3%	724	+0.8%	124
2018	\$644,342	-1.1%	724	0%	96
2019	\$641,278	-0.5%	754	+4.1%	116



Condo/Co-Op Closings: 2000-2019

Average Closing Price/Number of Closings - Stamford Condo/Co-Ops



YEAR	AVERAGE CLOSING PRICE	AVG. CLOSING PRICE % CHANGE YEAR-OVER-YEAR	# OF CLOSINGS	# OF CLOSINGS % CHANGE YEAR-OVER-YEAR	AVERAGE CDOM
2000	\$187,383		785		61
2001	\$216,077	+15.3%	853	+8.7%	59
2002	\$241,604	+11.8%	810	-5%	62
2003	\$277,837	+15%	946	+16.8%	67
2004	\$301,252	+8.4%	1,017	+7.5%	59
2005	\$332,167	+10.3%	920	-9.5%	56
2006	\$383,039	+15.3%	951	+3.4%	69
2007	\$411,706	+7.5%	851	-10.5%	92
2008	\$391,136	-5%	525	-38.3%	173
2009	\$340,207	-13%	387	-26.3%	199
2010	\$341,728	+0.4%	415	+7.2%	200
2011	\$310,910	-9%	403	-2.9%	208
2012	\$321,364	+3.4%	446	+10.7%	175
2013	\$327,048	+1.8%	571	+28%	135
2014	\$350,117	+7.1%	593	+3.9%	106
2015	\$328,047	-6.3%	554	-6.6%	108
2016	\$352,254	+7.4%	656	+18.4%	120
2017	\$330,148	-6.3%	663	+1.1%	99
2018	\$343,592	+4.1%	620	-6.5%	77
2019	\$329,371	-4.1%	575	-7.3%	103

Lower Fairfield County

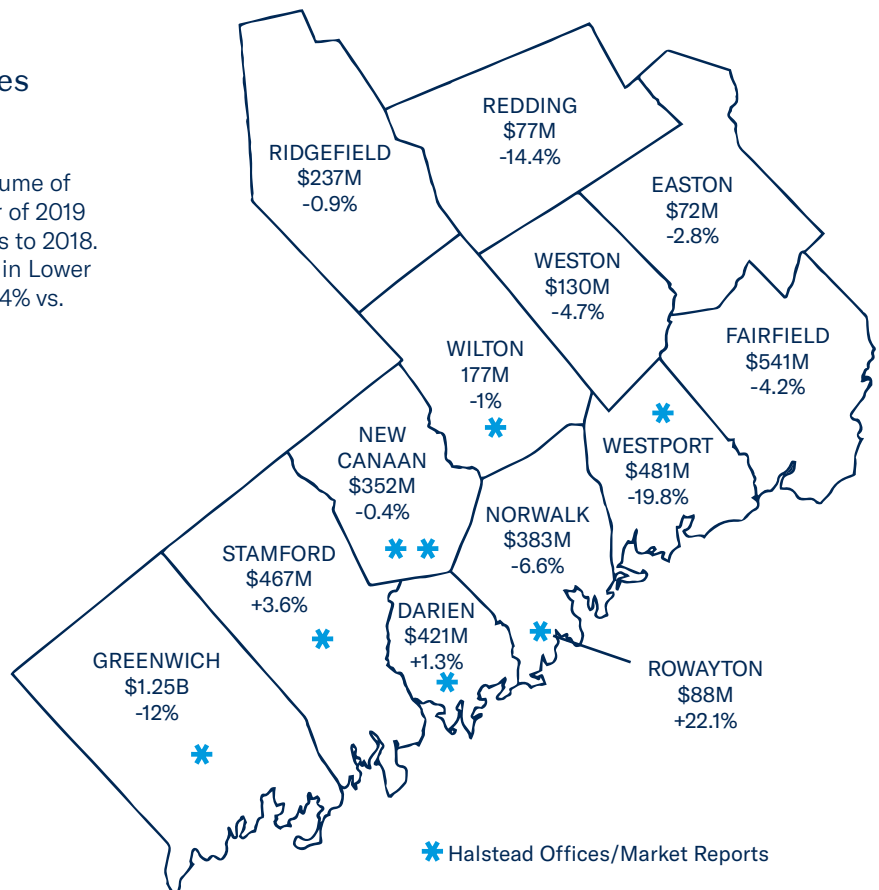
Town Comparison: Sold Houses - Full Year

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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