



**HALSTEAD**  
REAL ESTATE

# Weston Market Report Year End 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](https://www.halstead.com)

379 POST ROAD EAST, WESTPORT, CT 06880 | 203.221.0666

HALSTEAD CONNECTICUT, LLC

# Weston Overview



## Single Family Houses

Number of Solds Q4  
2019 Vs. 2018

↓ 5.4%

Average Sold Price Q4  
2019 Vs. 2018

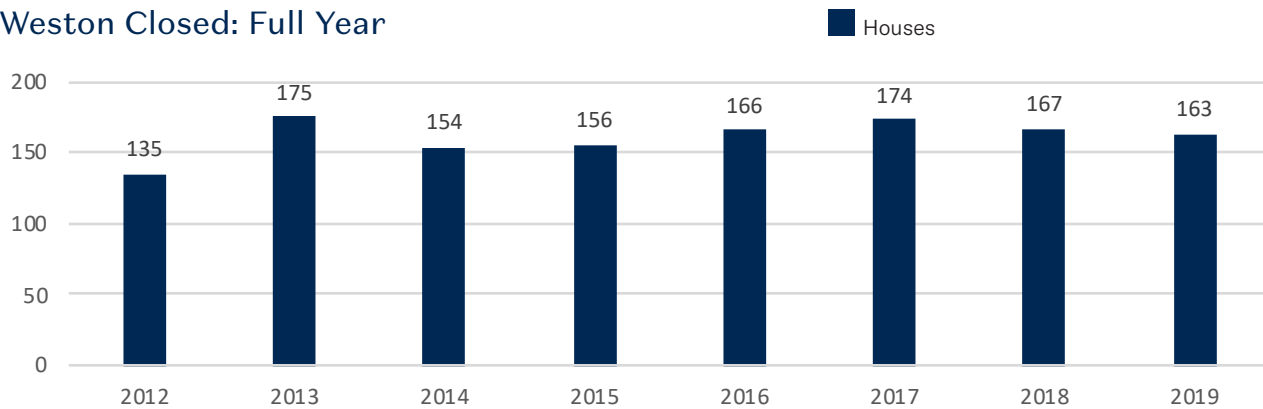
↓ 3.7%

Dec. 31 Inventory  
Vs. Dec. 31, 2018

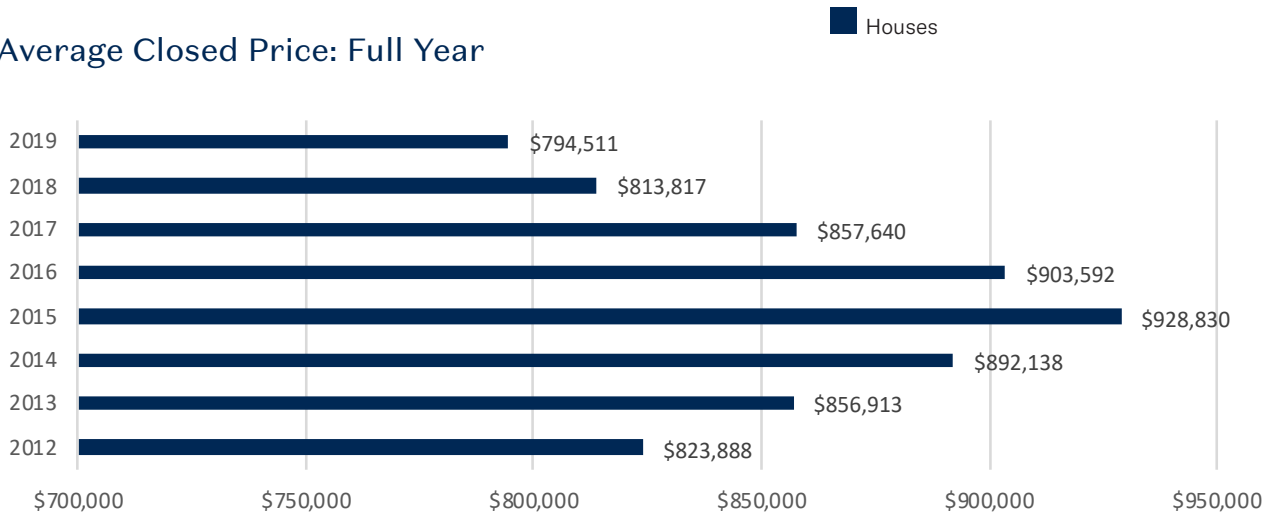
↓ 9.9%

	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





## Active House Listings as of December 31st

	2019	2018	%
Under \$500K	15	12	+25%
\$500K-\$700K	32	28	+14.3%
\$700K-\$900K	21	23	-8.7%
\$900K-\$1.2M	19	20	-5%
\$1.2M-\$1.5M	8	22	-63.6%
\$1.5M-\$2M	10	7	+42.9%
Over \$2M	4	9	-55.6%

## Number of Houses Closed: Full Year

	2019	2018	%
Under \$500K	32	26	+23.1%
\$500K-\$700K	52	56	-7.1%
\$700K-\$900K	30	38	-21.1%
\$900K-\$1.2M	21	17	+23.5%
\$1.2M-\$1.5M	19	21	-9.5%
\$1.5M-\$2M	7	7	0%
Over \$2M	2	2	0%

## Average List-to-Sale-Price Ratio: Houses

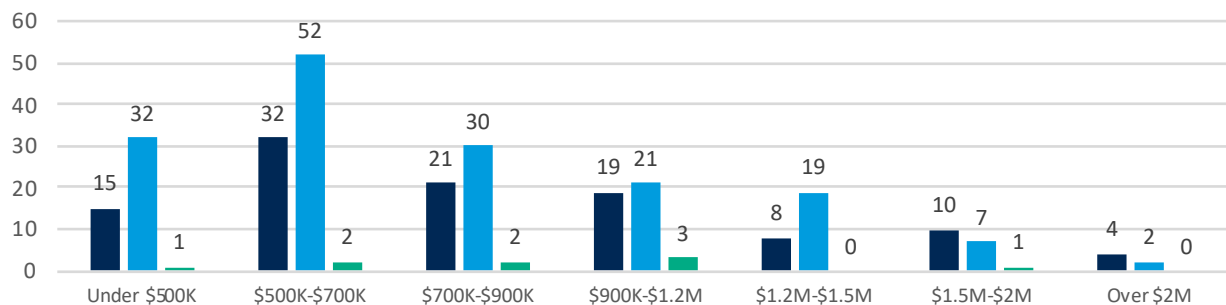
Based on closings in 2019.

UNDER \$500K	\$500K-\$700K	\$700K-\$900K	\$900K-\$1.2M	\$1.2M-\$1.5M	\$1.5M-\$2M	OVER \$2M
96.1%	95.6%	96.9%	94.5%	95.4%	98.5%	89.0%
Average for all price points: 95.8%						

## Houses: Active/Closed/Pending

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

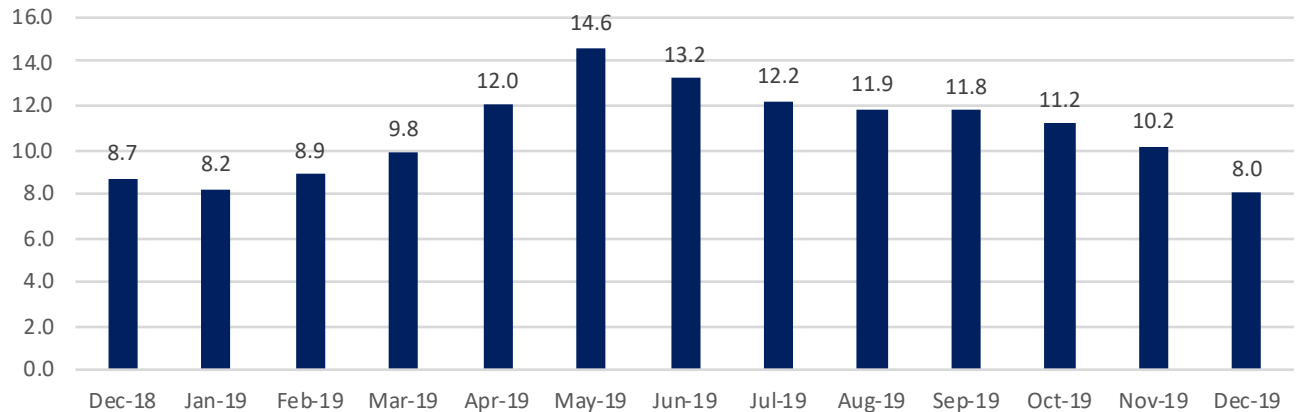
Active Closed Pending



# Weston 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 \$500K	15	5.6	18	8.6	12	5.5
\$500K-\$700K	32	7.4	48	10.9	28	6.0
\$700K-\$900K	21	8.4	39	11.7	23	7.3
\$900K-\$1.2M	19	10.9	34	29.1	20	14.1
\$1.2M-\$1.5M	8	5.1	18	9.0	22	12.6
\$1.5M-\$2M	10	17.1	18	36.0	7	12.0
Over \$2M	4	24.0	7	28.0	9	54.0

Weston had a **8**-month supply of houses for sale in December 2019, 8% lower than the same time last year, when the absorption rate was 8.7 months. From December 2018 to December 2019 the town averaged having an **11**-month supply of houses.

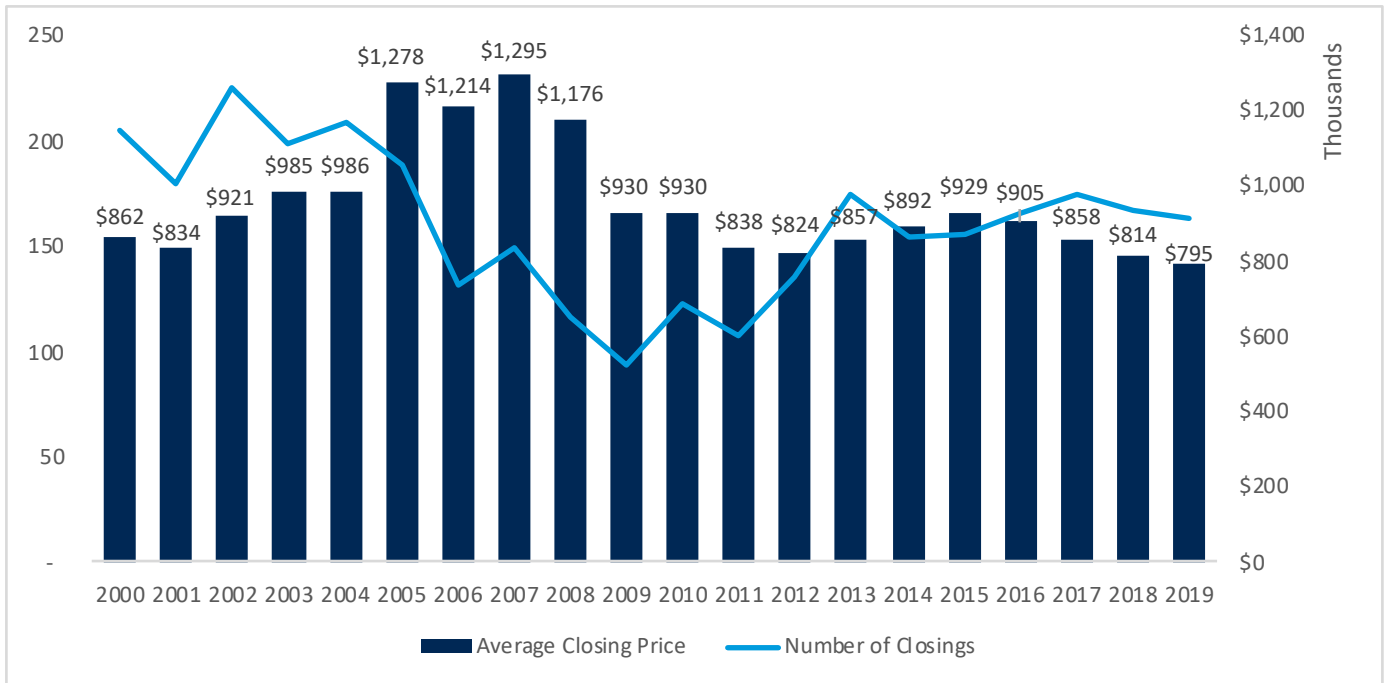


18 Cartbridge Road, Weston. \$579,000. Web# 170248596.



# House Closings: 2000-2019

Average Closing Price/Number of Closings - Weston Houses



YEAR	AVERAGE CLOSING PRICE	AVG. CLOSING PRICE % CHANGE YEAR-OVER-YEAR	# OF CLOSINGS	# OF CLOSINGS % CHANGE YEAR-OVER-YEAR	AVERAGE CDOM
2000	\$862,464		205		113
2001	\$833,909	-3.3%	179	-12.7%	101
2002	\$920,999	+10.4%	225	+25.7%	95
2003	\$984,601	+6.9%	198	-12%	106
2004	\$986,205	+0.2%	209	+5.6%	82
2005	\$1,277,633	+29.6%	188	-10%	88
2006	\$1,214,233	-5%	132	-29.8%	85
2007	\$1,295,047	+6.7%	149	+12.9%	103
2008	\$1,175,978	-9.2%	116	-22.1%	180
2009	\$930,415	-20.9%	94	-19%	220
2010	\$929,973	0%	122	+29.8%	234
2011	\$837,574	-9.9%	107	-12.3%	200
2012	\$823,888	-1.6%	135	+26.2%	215
2013	\$856,913	+4%	175	+29.6%	182
2014	\$892,138	+4.1%	154	-12%	180
2015	\$928,830	+4.1%	156	+1.3%	180
2016	\$905,162	-2.5%	165	+5.8%	199
2017	\$857,640	-5.3%	174	+5.5%	192
2018	\$813,817	-5.1%	167	-4%	163
2019	\$794,511	-2.4%	163	-2.4%	164

# Lower Fairfield County

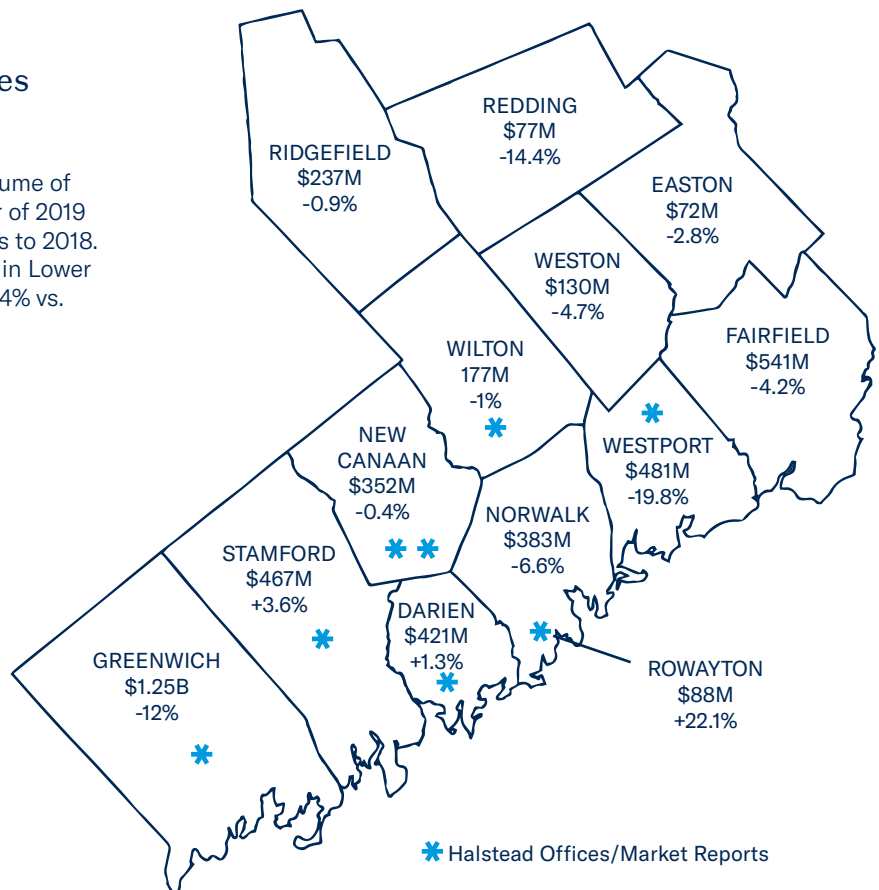
## Town Comparison: Sold Houses - Full Year

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.

©2020 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