

YTD Through August 31, 2020
Connecticut Market Report

Connecticut

Halstead is coming to
Brown Harris Stevens

Brown Harris Stevens

We're growing!

Halstead is joining Brown Harris Stevens - which means BHS now has **2,500** agents and **55** offices in luxury markets across NYC, the Tristate area, the Hamptons, Palm Beach, and Miami.

Historically ranked among the nation's top residential firms, in 2019 both firms combined closed **6,000** transactions totaling more than **\$9 billion**.

Simply put, we have more resources than ever to support our trusted clients.

We are here to serve you, and Brown Harris Stevens has never been stronger. We look forward to working together.





Message *from* Bess Freedman

CEO of Brown Harris Stevens

It's been a remarkable summer in Lower Fairfield County* real estate, with tremendous buyer demand, spurred on in part by New Yorkers moving out from the city in response to the coronavirus pandemic. Among the key stats that reflect the current conditions are:

1. In August there were 880 house closings in Lower Fairfield County, a 62% increase from August of 2019, and the highest total in at least the past 15 years.
2. The average house closing price in August was \$1,299,691, 28% higher than August of 2019, and the highest average house closing price of the past 8 years.
3. In August there were 191 condo closings, a 42% increase from August of 2019, and the most condo closings in Lower Fairfield County for this month in the past 8 years.
4. 831 houses were pending in Lower Fairfield County on August 31 as compared to 396 at the end of August 2019, a 110% increase.

The high number of pendings at the end of the month is a good indication of the strength of the market.

* Lower Fairfield County in this report includes Greenwich, Stamford, Darien, New Canaan, Norwalk, Westport, Wilton, Fairfield, Ridgefield, Weston, Redding, and Easton.

YTD 8.31.2020

All of Greenwich

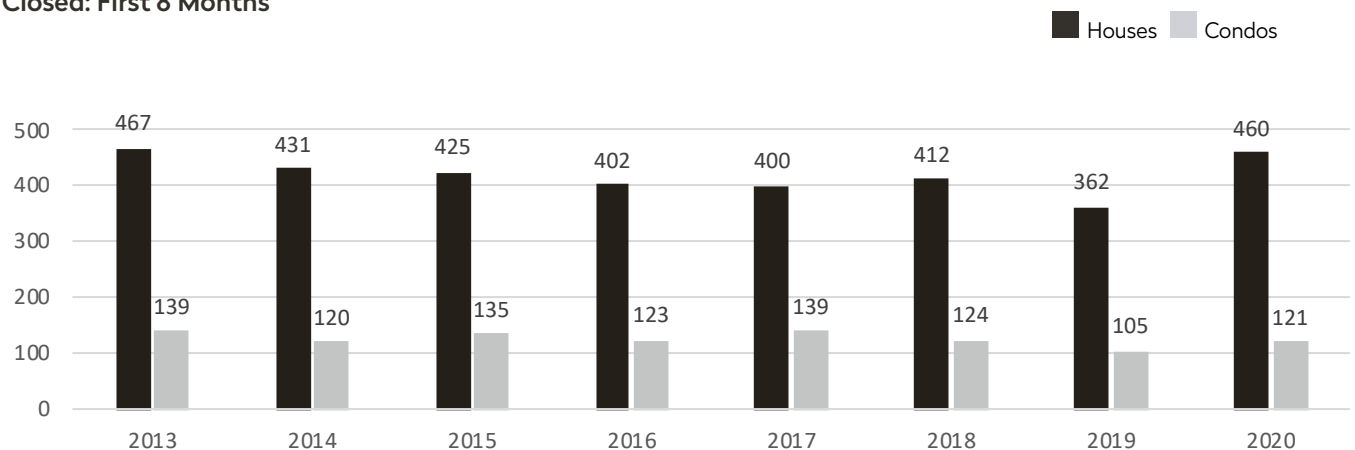
Houses and Condos

All of Greenwich (Greenwich, Cos Cob, Riverside, and Old Greenwich) had 108 house closings in August, up 66% as compared to August of 2019. The average closing price was 28% higher as well. The 116 houses pending on August 31 show a 205% increase over the same time a year ago.

Condo closings have also been strong with 121 in the first eight months of the year, 15% higher than the first eight months of 2019.



Closed: First 8 Months



of Houses Closed: First 8 Months

	2020	2019	%
Under \$1M	62	64	-3.1%
\$1M-\$1.5M	87	68	+27.9%
\$1.5M-\$2M	75	56	+33.9%
\$2M-\$2.5M	56	56	0%
\$2.5M-\$3M	53	29	+82.8%
\$3M-\$4M	68	42	+61.9%
\$4M-\$5M	25	16	+56.3%
\$5M-\$7M	19	19	0%
Over \$7M	15	12	+25%

	2020	2019	% CHANGE
Houses: Closings in August	108	65	+66.2%
Houses: Average Closing Price in August	\$2,812,343	\$2,191,400	+28.3%
Houses: Closings First 8 Months	460	362	+27.1%
Houses: Average Closing Price First 8 Months	\$2,558,519	\$2,457,366	+4.1%
Houses: Pending on August 31	116	38	+205.3%
Houses: Active Inventory on August 31	589	632	-6.8%
Condos: Closings First 8 Months	121	105	+15.2%
Condos: Average Closing Price First 8 Months	\$936,190	\$902,594	+3.7%
Condos: Active Inventory on August 31	147	153	-3.9%
House & Condo \$ Volume of Closings First 8 Mos	\$1,290,197,858	\$984,338,774	+31.1%

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Greenwich

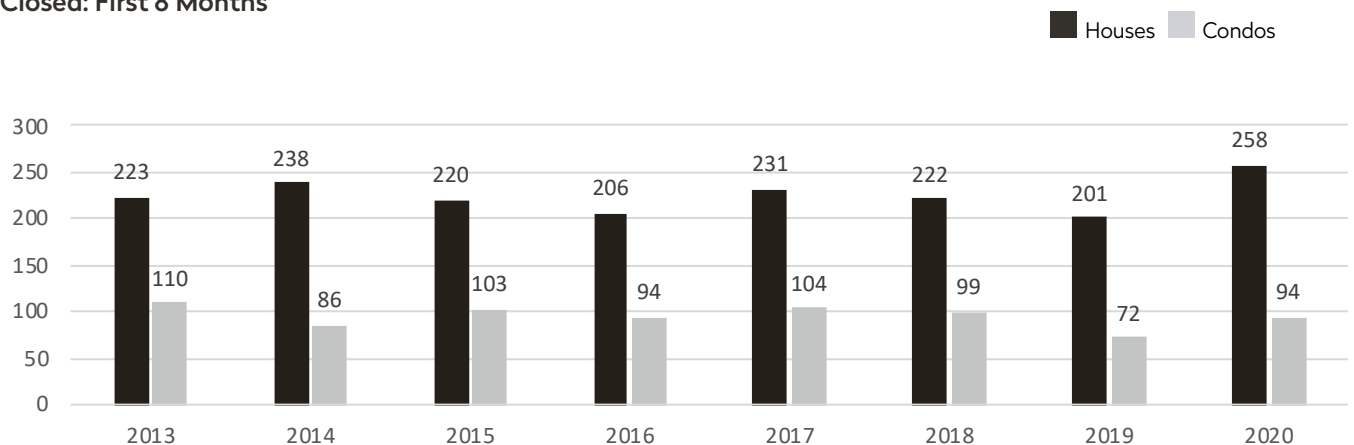
Houses and Condos

Greenwich's 66 house closings in August are more than double the number in August of 2019 while the average house closing price, at \$3,309,735, was up 37% as compared to August 2019. There were also 75 houses pending on August 31, 200% more than a year ago. The pending houses had an average list price of \$3.48 million.

The 258 Greenwich house closings through the first eight months of 2020 show a 28% increase as compared to 2019 and the highest amount for this time period in the past eight years.



Closed: First 8 Months



of Houses Closed: First 8 Months

	2020	2019	%
Under \$1M	31	37	-16.2%
\$1M-\$1.5M	44	27	+63%
\$1.5M-\$2M	31	27	+14.8%
\$2M-\$2.5M	33	30	+10%
\$2.5M-\$3M	32	13	+146.2%
\$3M-\$4M	43	28	+53.6%
\$4M-\$5M	17	12	+41.7%
\$5M-\$7M	14	16	-12.5%
Over \$7M	13	11	+18.2%

	2020	2019	% CHANGE
Houses: Closings in August	66	32	+106.3%
Houses: Average Closing Price in August	\$3,309,735	\$2,415,266	+37%
Houses: Closings First 8 Months	258	201	+28.4%
Houses: Average Closing Price First 8 Months	\$2,890,558	\$2,843,363	+1.7%
Houses: Pending on August 31	75	25	+200%
Houses: Active Inventory on August 31	411	440	-6.6%
Condos: Closings First 8 Months	94	72	+30.6%
Condos: Average Closing Price First 8 Months	\$992,946	\$1,003,847	-1.1%
Condos: Active Inventory on August 31	114	119	-4.2%
House & Condo \$ Volume of Closings First 8 Mos	\$839,100,902	\$643,792,917	+30.3%

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Cos Cob

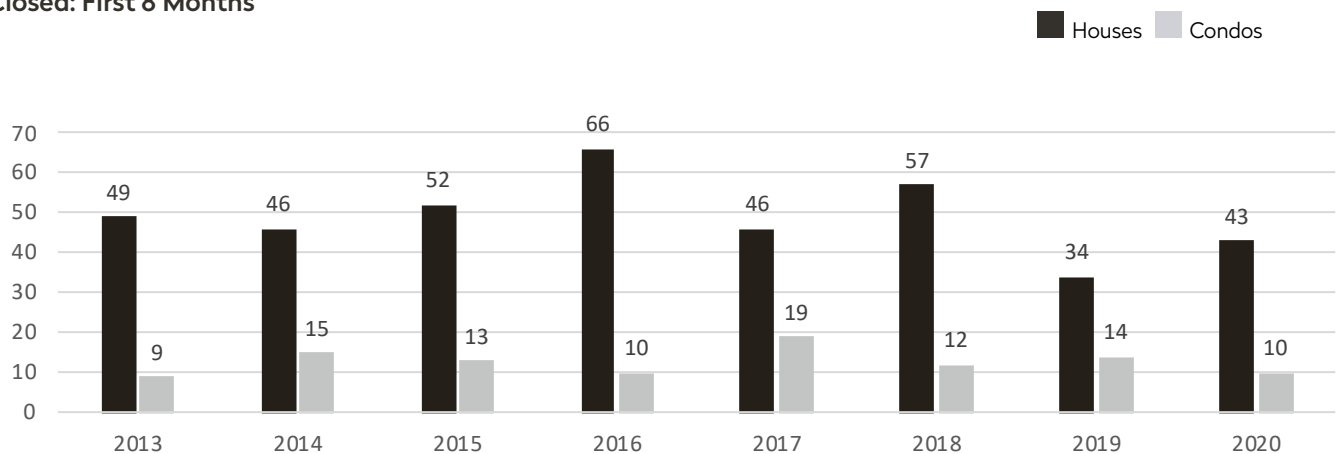
Houses and Condos

Through the year's first eight months Cos Cob had 43 house closings, a 27% increase as compared to the same time period in 2019. It has also seen an increase in the average sale price for both houses (+5.7%) and condos (+18.5%). The average house closing price in July and August this year was \$1,800,183, 27% higher than July and August of last year.

The dollar volume of house and condo closings for the year is up 24.7% as compared to the first eight months of 2019.



Closed: First 8 Months



of Houses Closed: First 8 Months

	2020	2019	%		2020	2019	% CHANGE
Under \$1M	11	8	+37.5%	Houses: Closings in August	7	5	+40%
\$1M-\$1.5M	13	15	-13.3%	Houses: Average Closing Price in August	\$1,864,857	\$1,460,500	+27.7%
\$1.5M-\$2M	11	5	+120%	Houses: Closings First 8 Months	43	34	+26.5%
\$2M-\$2.5M	3	3	0%	Houses: Average Closing Price First 8 Months	\$1,499,134	\$1,418,647	+5.7%
\$2.5M-\$3M	4	2	+100%	Houses: Pending on August 31	10	5	+100%
Over \$3M	1	1	0%	Houses: Active Inventory on August 31	57	52	+9.6%
				Condos: Closings First 8 Months	10	14	-28.6%
				Condos: Average Closing Price First 8 Months	\$916,600	\$773,652	+18.5%
				Condos: Active Inventory on August 31	14	18	-22.2%
				House & Condo \$ Volume of Closings First 8 Mos	\$73,628,750	\$59,065,125	+24.7%

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Riverside

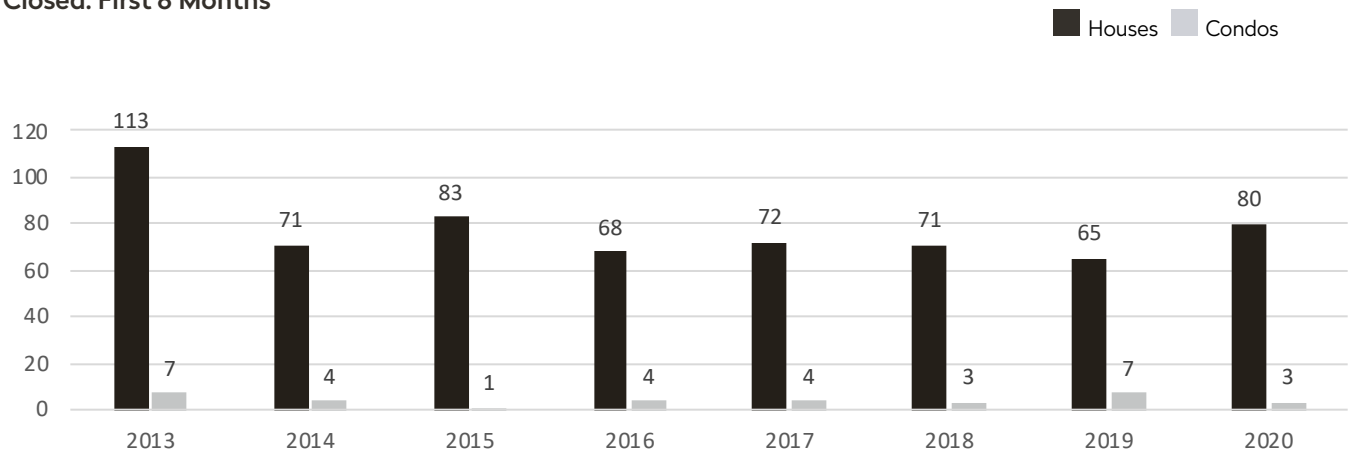
Houses and Condos

There were 80 house closings in Riverside in the first eight months of 2020, a 23% increase as compared to the same time period in 2019. Of those 80 closings, 32 had a closing price of \$2.5 million or higher as compared to 13 in this price range in the first eight months of 2019. This is a reflection of the strong demand in the high-end market in Riverside. The average closing price of \$2,470,679 was 27% higher than the first eight months of 2019.

19 houses were pending at the end of August as compared to just 2 at the same time in 2019.



Closed: First 8 Months



of Houses Closed: First 8 Months

	2020	2019	%
Under \$1M	12	10	+20%
\$1M-\$1.5M	8	14	-42.9%
\$1.5M-\$2M	18	17	+5.9%
\$2M-\$2.5M	10	11	-9.1%
\$2.5M-\$3M	9	5	+80%
\$3M-\$4M	15	6	+150%
\$4M-\$5M	4	1	+300%
Over \$5M	4	1	+300%

	2020	2019	% CHANGE
Houses: Closings in August	18	17	+5.9%
Houses: Average Closing Price in August	\$2,051,806	\$2,059,706	-0.4%
Houses: Closings First 8 Months	80	65	+23.1%
Houses: Average Closing Price First 8 Months	\$2,470,679	\$1,941,951	+27.2%
Houses: Pending on August 31	19	2	+850%
Houses: Active Inventory on August 31	60	68	-11.8%
Condos: Closings First 8 Months	3	7	-57.1%
Condos: Average Closing Price First 8 Months	\$669,333	\$679,750	-1.5%
Condos: Active Inventory on August 31	7	2	+250%
House & Condo \$ Volume of Closings First 8 Mos	\$199,662,325	\$130,985,072	+52.4%

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Old Greenwich

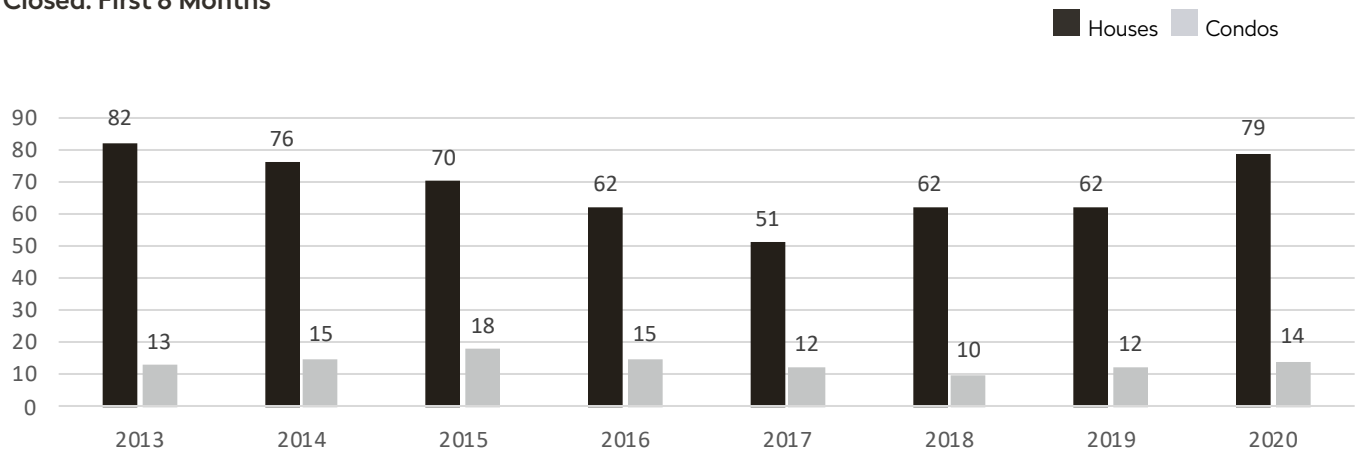
Houses and Condos

There were 79 house closings in Old Greenwich in the first eight months of the year, a 27% increase as compared to the same time frame in 2019. The biggest increase in closings came in the \$1 million to \$2 million price range, where there were 37 closings this year as compared to 19 in the first eight months of 2019, a 95% increase.

The 12 houses pending on August 31 is double the amount at the same time last year. The 12 pendings had an average list price of \$3.3 million.



Closed: First 8 Months



of Houses Closed: First 8 Months

	2020	2019	%
Under \$1M	8	9	-11.1%
\$1M-\$1.5M	22	12	+83.3%
\$1.5M-\$2M	15	7	+114.3%
\$2M-\$2.5M	10	12	-16.7%
\$2.5M-\$3M	8	9	-11.1%
\$3M-\$4M	9	7	+28.6%
\$4M-\$5M	4	3	+33.3%
Over \$5M	3	3	0%

	2020	2019	% CHANGE
Houses: Closings in August	17	11	+54.5%
Houses: Average Closing Price in August	\$2,076,706	\$2,075,909	+0%
Houses: Closings First 8 Months	79	62	+27.4%
Houses: Average Closing Price First 8 Months	\$2,139,720	\$2,315,962	-7.6%
Houses: Pending on August 31	12	6	+100%
Houses: Active Inventory on August 31	61	72	-15.3%
Condos: Closings First 8 Months	14	12	+16.7%
Condos: Average Closing Price First 8 Months	\$626,286	\$575,500	+8.8%
Condos: Active Inventory on August 31	12	14	-14.3%
House & Condo \$ Volume of Closings First 8 Mos	\$177,805,881	\$150,495,660	+18.1%

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Stamford

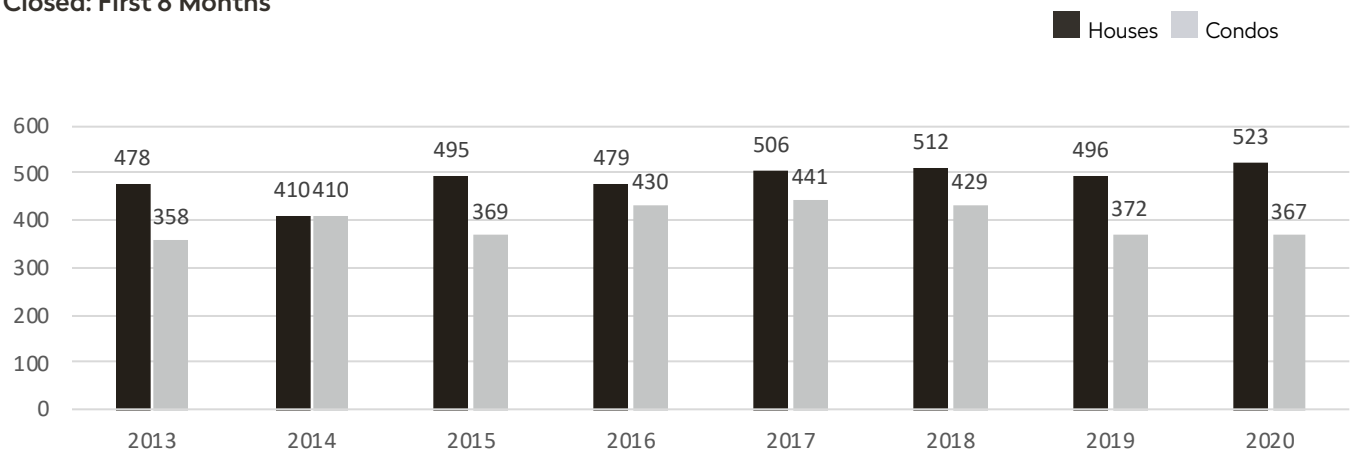
Houses and Condos

Stamford had 120 house closings in August, a 26% increase as compared to August of 2019. The average sale price also increased by 8% to \$741,027.

House and condo pendings were also both up considerably this past month. On August 31 there were 131 houses pending, a 47% increase from the same time in 2019. There were also 73 condos pending at the end of August, a year-over-year increase of 52% .



Closed: First 8 Months



of Houses Closed: First 8 Months

	2020	2019	%
Under \$400K	49	45	+8.9%
\$400K-\$500K	101	98	+3.1%
\$500K-\$600K	110	113	-2.7%
\$600K-\$700K	86	96	-10.4%
\$700K-\$800K	67	65	+3.1%
\$800K-\$1M	61	37	+64.9%
\$1M-\$1.2M	26	17	+52.9%
\$1.2M-\$1.5M	15	16	-6.3%
\$1.5M-\$2M	3	6	-50%
Over \$2M	5	3	+66.7%

	2020	2019	% CHANGE
Houses: Closings in August	120	95	+26.3%
Houses: Average Closing Price in August	\$741,027	\$688,525	+7.6%
Houses: Closings First 8 Months	523	496	+5.4%
Houses: Average Closing Price First 8 Months	\$670,954	\$647,427	+3.6%
Houses: Pending on August 31	131	89	+47.2%
Houses: Active Inventory on August 31	346	423	-18.2%
Condos: Closings First 8 Months	367	372	-1.3%
Condos: Average Closing Price First 8 Months	\$356,394	\$329,202	+8.3%
Condos: Active Inventory on August 31	315	290	+8.6%
House & Condo \$ Volume of Closings First 8 Mos	\$481,705,585	\$443,587,034	+8.6%

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Darien

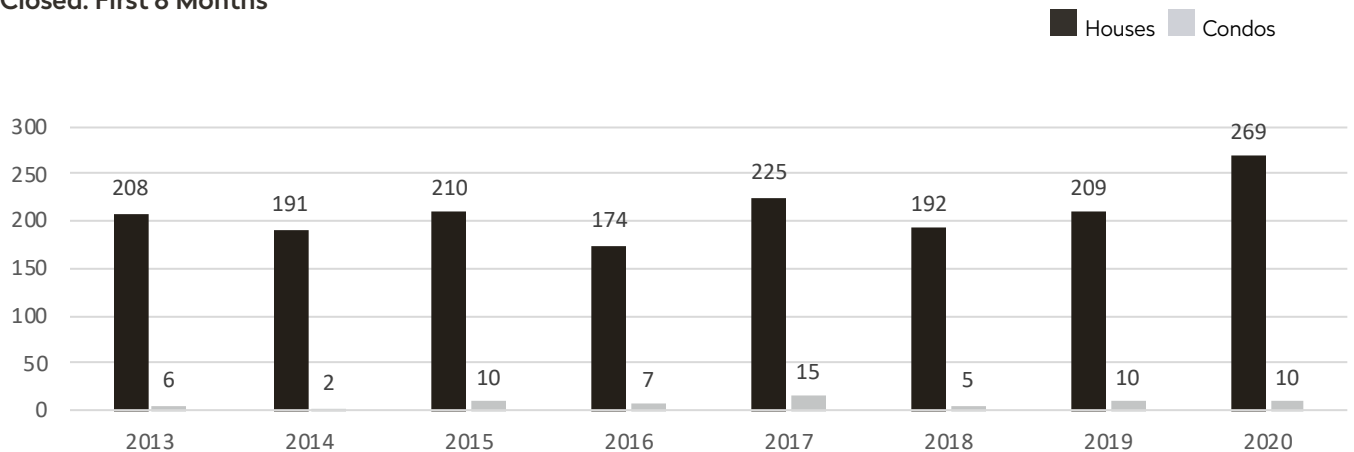
Houses and Condos

Darien had 61 house closings in August, a 61% increase as compared to August of 2019. Looking at July and August combined, there were 118 house closings, a 55% increase as compared to the same time frame in 2019.

47 houses were pending in Darien on August 31, a 135% increase as compared to the end of August 2019. Pending ranged in price from \$400,000 to \$5,395,000 with an average list price of \$1,876,000.



Closed: First 8 Months



of Houses Closed: First 8 Months

	2020	2019	%
Under \$1M	68	64	+6.3%
\$1M-\$1.5M	91	70	+30%
\$1.5M-\$2M	57	35	+62.9%
\$2M-\$2.5M	17	18	-5.6%
\$2.5M-\$3M	19	10	+90%
\$3M-\$4M	12	7	+71.4%
\$4M-\$5M	4	2	+100%
Over \$5M	1	3	-66.7%

	2020	2019	% CHANGE
Houses: Closings in August	61	38	+60.5%
Houses: Average Closing Price in August	\$1,715,387	\$1,681,283	+2%
Houses: Closings First 8 Months	269	209	+28.7%
Houses: Average Closing Price First 8 Months	\$1,564,856	\$1,526,130	+2.5%
Houses: Pending on August 31	47	20	+135%
Houses: Active Inventory on August 31	182	198	-8.1%
Condos: Closings First 8 Months	10	10	0%
Condos: Average Closing Price First 8 Months	\$953,650	\$952,170	+0.2%
Condos: Active Inventory on August 31	11	21	-47.6%
House & Condo \$ Volume of Closings First 8 Mos	\$430,482,673	\$328,482,783	+31.1%

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New Canaan

Houses and Condos

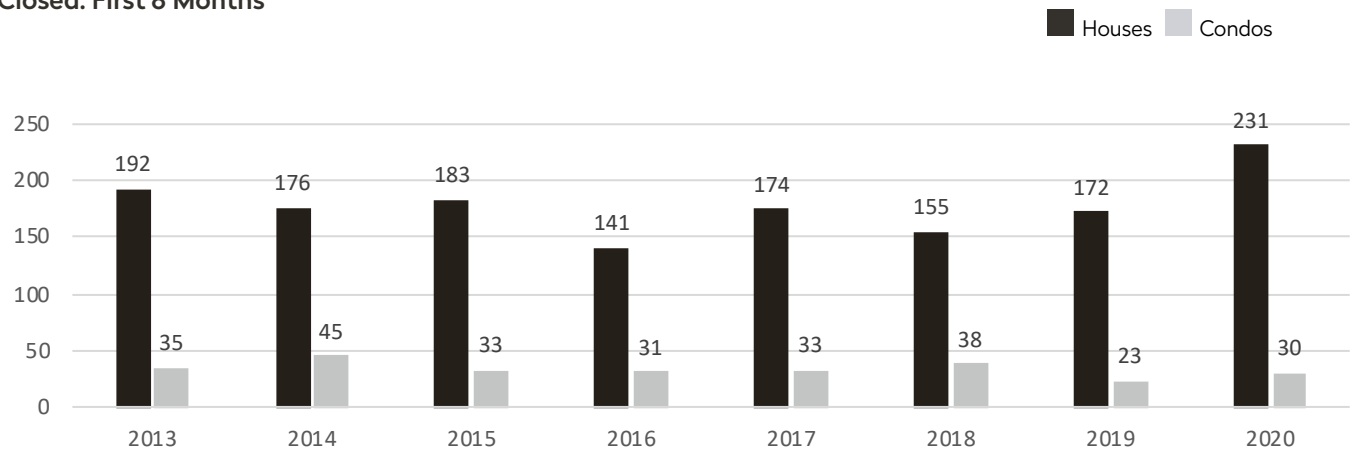
New Canaan had 59 house closings in August, more than double the amount in August of 2019. The average sale price was \$1,664,678, a year-over-year increase of 27%.

Through the year's first eight months the average sale price is up 15% , with 18 house closings of \$3 million or over as compared to just 4 in that price range in 2019.

16 New Canaan condos were pending on August 31 as compared to 4 at the same time in 2019, a 300% increase.



Closed: First 8 Months



of Houses Closed: First 8 Months

	2020	2019	%
Under \$1M	55	59	-6.8%
\$1M-\$1.5M	80	51	+56.9%
\$1.5M-\$2M	43	32	+34.4%
\$2M-\$2.5M	22	11	+100%
\$2.5M-\$3M	13	15	-13.3%
\$3M-\$4M	12	3	+300%
\$4M-\$5M	3	1	+200%
\$5M-\$7M	2	0	NA
Over \$7M	1	0	NA

	2020	2019	% CHANGE
Houses: Closings in August	59	29	+103.4%
Houses: Average Closing Price in August	\$1,664,678	\$1,316,224	+26.5%
Houses: Closings First 8 Months	231	172	+34.3%
Houses: Average Closing Price First 8 Months	\$1,620,989	\$1,411,477	+14.8%
Houses: Pending on August 31	44	23	+91.3%
Houses: Active Inventory on August 31	211	262	-19.5%
Condos: Closings First 8 Months	30	23	+30.4%
Condos: Average Closing Price First 8 Months	\$621,117	\$704,609	-11.8%
Condos: Active Inventory on August 31	39	48	-18.8%
House & Condo \$ Volume of Closings First 8 Mos	\$393,081,987	\$258,980,122	+51.8%

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Norwalk

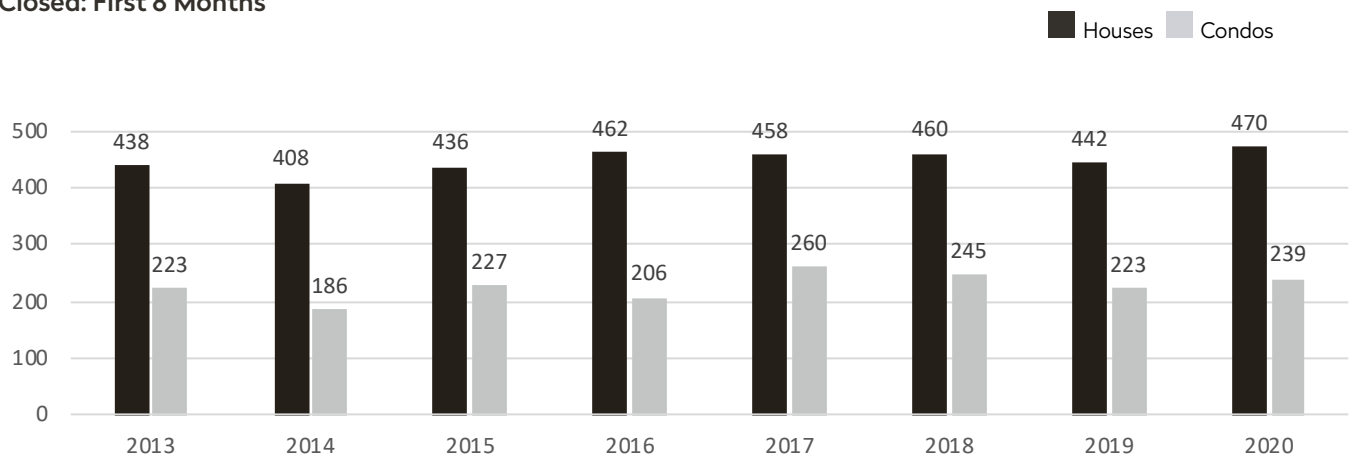
Houses and Condos

Norwalk's average house closing price in August was \$722,268, 30% higher than August of 2019. Through the first eight months of the year, the average house closing price was \$631,570, the highest average closing price in this time period in the past eight years.

Norwalk had 98 houses pending on August 31, a 61% increase from the same time in 2019. There were also 36 condos pending, a year-over-year increase of 71% .



Closed: First 8 Months



of Houses Closed: First 8 Months

	2020	2019	%
Under \$300K	13	27	-51.9%
\$300K-\$400K	63	95	-33.7%
\$400K-\$500K	132	109	+21.1%
\$500K-\$600K	112	84	+33.3%
\$600K-\$800K	74	65	+13.8%
\$800K-\$1M	20	25	-20%
\$1M-\$1.5M	39	24	+62.5%
\$1.5M-\$2M	11	9	+22.2%
\$2M-\$3M	5	4	+25%
Over \$3M	1	0	NA

	2020	2019	% CHANGE
Houses: Closings in August	71	70	+1.4%
Houses: Average Closing Price in August	\$722,268	\$554,015	+30.4%
Houses: Closings First 8 Months	470	442	+6.3%
Houses: Average Closing Price First 8 Months	\$631,570	\$574,453	+9.9%
Houses: Pending on August 31	98	61	+60.7%
Houses: Active Inventory on August 31	264	344	-23.3%
Condos: Closings First 8 Months	239	223	+7.2%
Condos: Average Closing Price First 8 Months	\$317,001	\$306,577	+3.4%
Condos: Active Inventory on August 31	149	149	0%
House & Condo \$ Volume of Closings First 8 Mos	\$372,601,130	\$322,274,763	+15.6%

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Rowayton

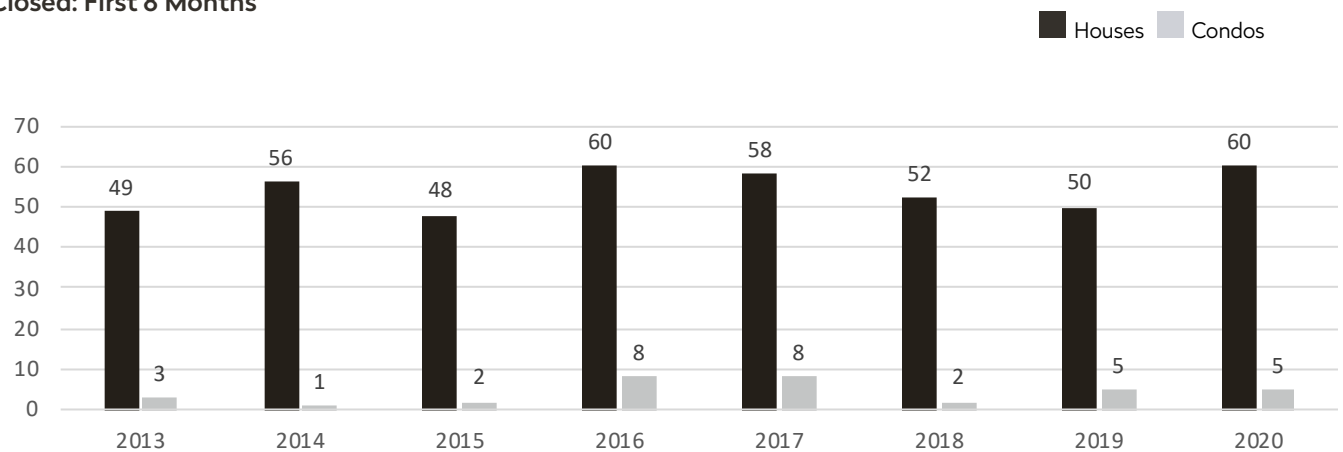
Houses and Condos

Rowayton had 60 house closings through the first eight months of the year, 20% higher than the same time period in 2019. There were also 21 houses pending at the end of August as compared to 9 at the end of August 2019.

There were 42 active houses in Rowayton at the end of August, 43% less than the same time last year.



Closed: First 8 Months



of Houses Closed: First 8 Months

	2020	2019	%
Under \$600K	7	4	+75%
\$600K-\$1M	13	16	-18.8%
\$1M-\$1.5M	28	18	+55.6%
\$1.5M-\$2M	8	9	-11.1%
\$2M-\$3M	3	3	0%
Over \$3M	1	0	NA

	2020	2019	% CHANGE
Houses: Closings in August	10	7	+42.9%
Houses: Average Closing Price in August	\$1,329,700	\$1,161,786	+14.5%
Houses: Closings First 8 Months	60	50	+20%
Houses: Average Closing Price First 8 Months	\$1,203,102	\$1,173,625	+2.5%
Houses: Pending on August 31	21	9	+133.3%
Houses: Active Inventory on August 31	42	74	-43.2%
Condos: Closings First 8 Months	5	5	0%
Condos: Average Closing Price First 8 Months	\$1,058,000	\$1,030,000	+2.7%
Condos: Active Inventory on August 31	4	3	+33.3%
House & Condo \$ Volume of Closings First 8 Mos	\$77,476,100	\$63,831,250	+21.4%

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Wilton

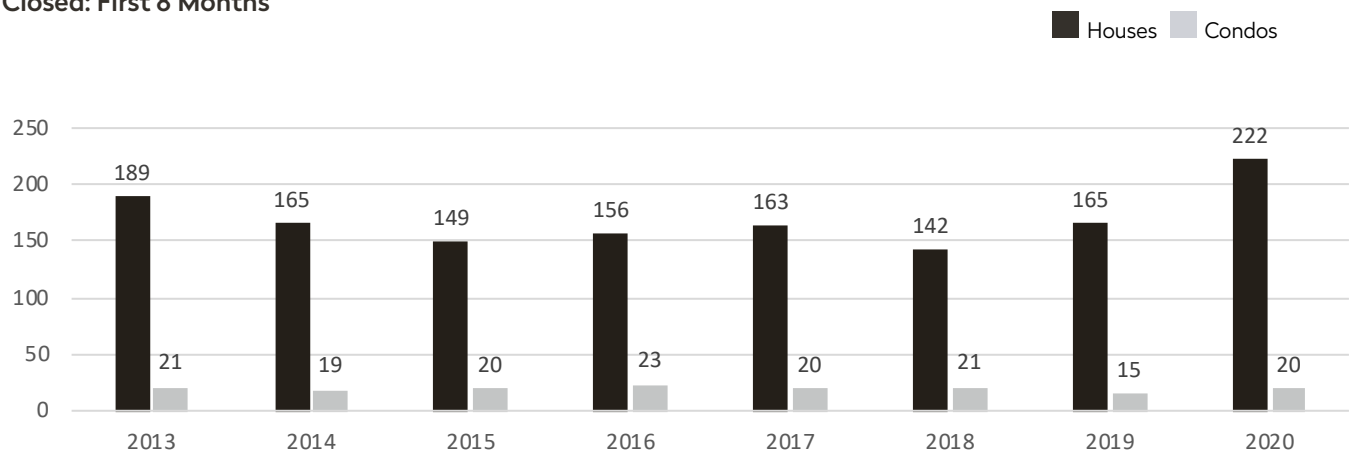
Houses and Condos

There were 56 Wilton house closings in August, an 81% increase as compared to August of 2019. The average sale price was \$885,886, an increase of 17% . The dollar volume of house and condo closings through the year's first eight months is \$197 million, up 46% from the same time frame a year ago.

42 Wilton houses were pending at the end of August, a 200% increase from the same time a year ago.



Closed: First 8 Months



of Houses Closed: First 8 Months

	2020	2019	%
Under \$500K	20	24	-16.7%
\$500K-\$700K	63	53	+18.9%
\$700K-\$800K	37	23	+60.9%
\$800K-\$900K	30	20	+50%
\$900K-\$1M	21	10	+110%
\$1M-\$1.2M	19	14	+35.7%
\$1.2M-\$1.5M	19	16	+18.8%
\$1.5M-\$2M	12	4	+200%
Over \$2M	1	1	0%

	2020	2019	% CHANGE
Houses: Closings in August	56	31	+80.6%
Houses: Average Closing Price in August	\$885,886	\$757,574	+16.9%
Houses: Closings First 8 Months	222	165	+34.5%
Houses: Average Closing Price First 8 Months	\$853,794	\$787,600	+8.4%
Houses: Pending on August 31	42	14	+200%
Houses: Active Inventory on August 31	157	196	-19.9%
Condos: Closings First 8 Months	20	15	+33.3%
Condos: Average Closing Price First 8 Months	\$365,175	\$329,127	+11%
Condos: Active Inventory on August 31	18	16	+12.5%
House & Condo \$ Volume of Closings First 8 Mos	\$196,845,802	\$134,890,938	+45.9%

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Westport

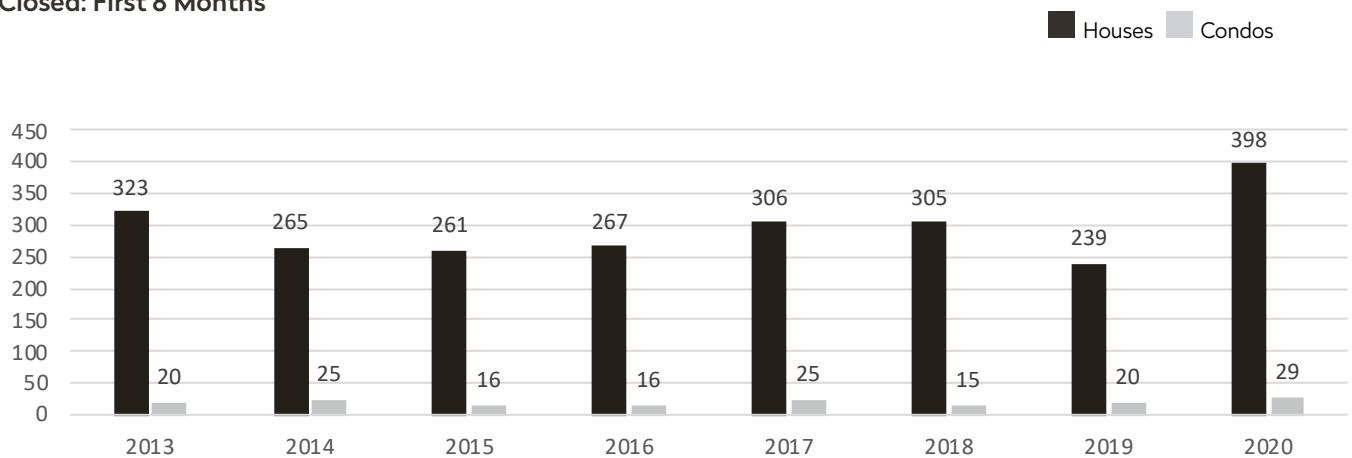
Houses and Condos

Westport continues to be one of the hottest markets in the tri-state area. The 103 house closings in August is more than double the number sold in August 2019, while the average sale price was up 25% . Looking at July and August combined, there were 199 Westport house closings, a 149% increase over the same time period of a year ago.

74 houses were pending at the end of August, more than double the number at this same time period in 2019.



Closed: First 8 Months



of Houses Closed: First 8 Months

	2020	2019	%		2020	2019	% CHANGE
Under \$750K	58	50	+16%	Houses: Closings in August	103	48	+114.6%
\$750K-\$1M	72	42	+71.4%	Houses: Average Closing Price in August	\$1,736,437	\$1,394,287	+24.5%
\$1M-\$1.2M	42	28	+50%	Houses: Closings First 8 Months	398	239	+66.5%
\$1.2M-\$1.5M	69	35	+97.1%	Houses: Average Closing Price First 8 Months	\$1,540,094	\$1,357,704	+13.4%
\$1.5M-\$2M	68	47	+44.7%	Houses: Pending on August 31	74	36	+105.6%
\$2M-\$2.5M	43	18	+138.9%	Houses: Active Inventory on August 31	231	346	-33.2%
\$2.5M-\$3M	19	10	+90%	Condos: Closings First 8 Months	29	20	+45%
\$3M-\$4M	19	7	+171.4%	Condos: Average Closing Price First 8 Months	\$549,567	\$479,939	+14.5%
\$4M-\$5M	4	1	+300%	Condos: Active Inventory on August 31	19	25	-24%
Over \$5M	4	1	+300%	House & Condo \$ Volume of Closings First 8 Mos	\$628,894,717	\$334,090,045	+88.2%

YTD 8.31.2020

Weston

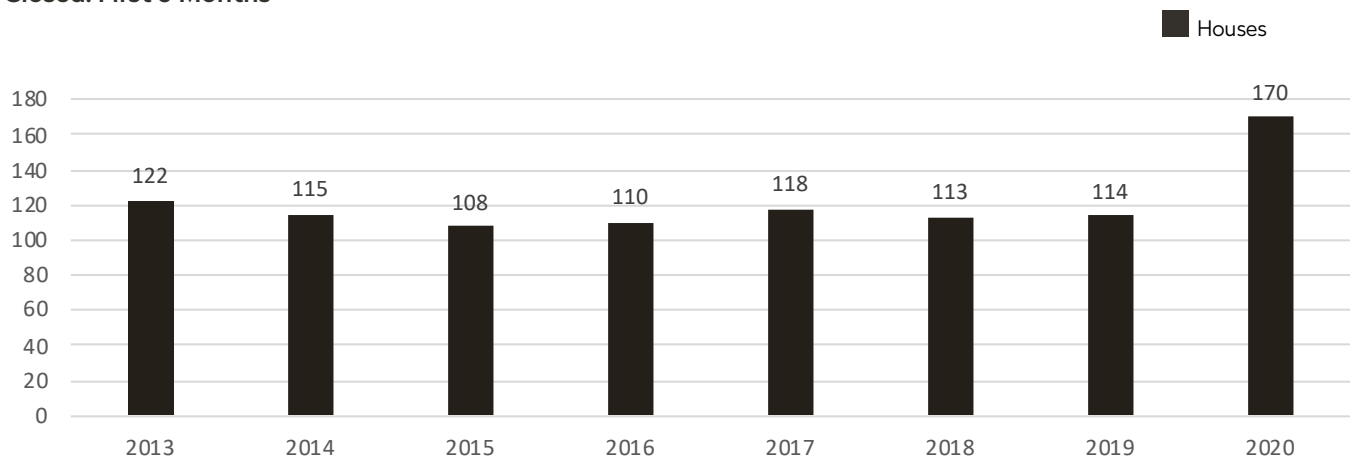
Houses

There were 43 Weston house closings in August, a 115% increase as compared to August of 2019. The average sale price was \$916,795, up 7% from August of last year. Through the year's first eight months there were 170 house closings, 49% more than the same time frame in 2019.

At the end of August, there were 29 houses pending, more than double the amount compared to the same time a year ago.



Closed: First 8 Months



of Houses Closed: First 8 Months

	2020	2019	%
Under \$500K	14	19	-26.3%
\$500K-\$700K	57	39	+46.2%
\$700K-\$900K	46	23	+100%
\$900K-\$1.2M	30	13	+130.8%
\$1.2M-\$1.5M	14	15	-6.7%
\$1.5M-\$2M	8	4	+100%
Over \$2M	1	1	0%

	2020	2019	% CHANGE
Houses: Closings in August	43	20	+115%
Houses: Average Closing Price in August	\$916,795	\$861,174	+6.5%
Houses: Closings First 8 Months	170	114	+49.1%
Houses: Average Closing Price First 8 Months	\$846,073	\$795,518	+6.4%
Houses: Pending on August 31	29	14	+107.1%
Houses: Active Inventory on August 31	105	166	-36.7%
Houses: \$ Volume of Closings First 8 Mos	\$143,832,483	\$90,688,999	+58.6%

YTD 8.31.2020

Fairfield

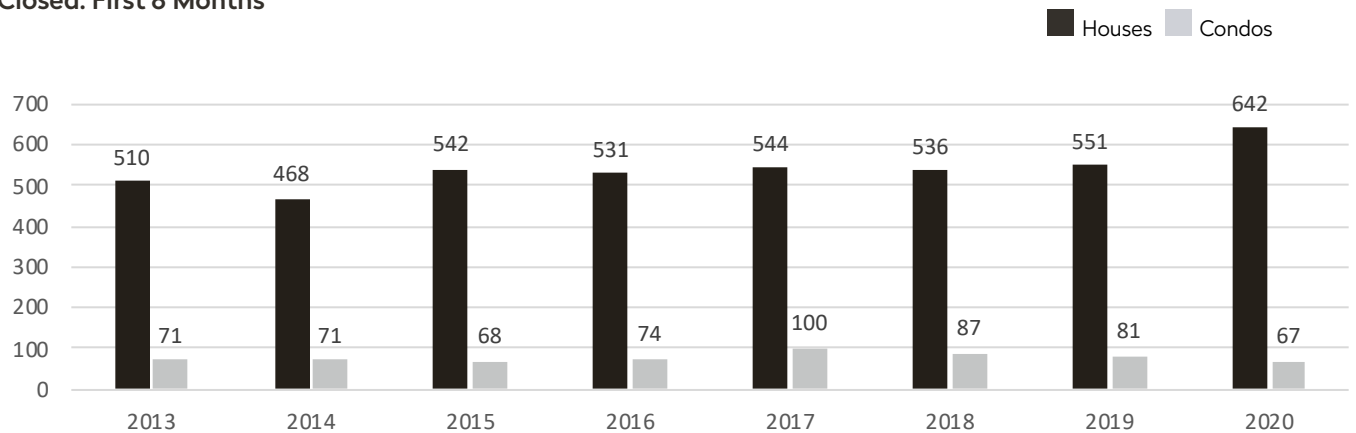
Houses and Condos

In August there were 146 Fairfield house closings, an 83% increase from August of 2019. The average sale price was \$950,214, 47% higher than August of 2019.

138 Fairfield houses were pending on August 31, over double the number at the same time a year ago. The pending houses ranged in price from \$189,900 to \$5,700,000 with an average list price of \$1.1 million.



Closed: First 8 Months



of Houses Closed: First 8 Months

	2020	2019	%
Under \$300K	22	26	-15.4%
\$300K-\$400K	72	70	+2.9%
\$400K-\$500K	91	100	-9%
\$500K-\$600K	98	88	+11.4%
\$600K-\$700K	76	59	+28.8%
\$700K-\$800K	69	50	+38%
\$800K-\$1M	93	66	+40.9%
\$1M-\$1.2M	45	35	+28.6%
\$1.2M-\$1.5M	33	27	+22.2%
\$1.5M-\$2M	19	19	0%
Over \$2M	24	11	+118.2%

	2020	2019	% CHANGE
Houses: Closings in August	146	80	+82.5%
Houses: Average Closing Price in August	\$950,214	\$646,535	+47%
Houses: Closings First 8 Months	642	551	+16.5%
Houses: Average Closing Price First 8 Months	\$818,400	\$710,181	+15.2%
Houses: Pending on August 31	138	61	+126.2%
Houses: Active Inventory on August 31	345	486	-29%
Condos: Closings First 8 Months	67	81	-17.3%
Condos: Average Closing Price First 8 Months	\$442,048	\$435,863	+1.4%
Condos: Active Inventory on August 31	39	57	-31.6%
House & Condo \$ Volume of Closings First 8 Mos	\$555,030,110	\$426,614,682	+30.1%

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Ridgefield

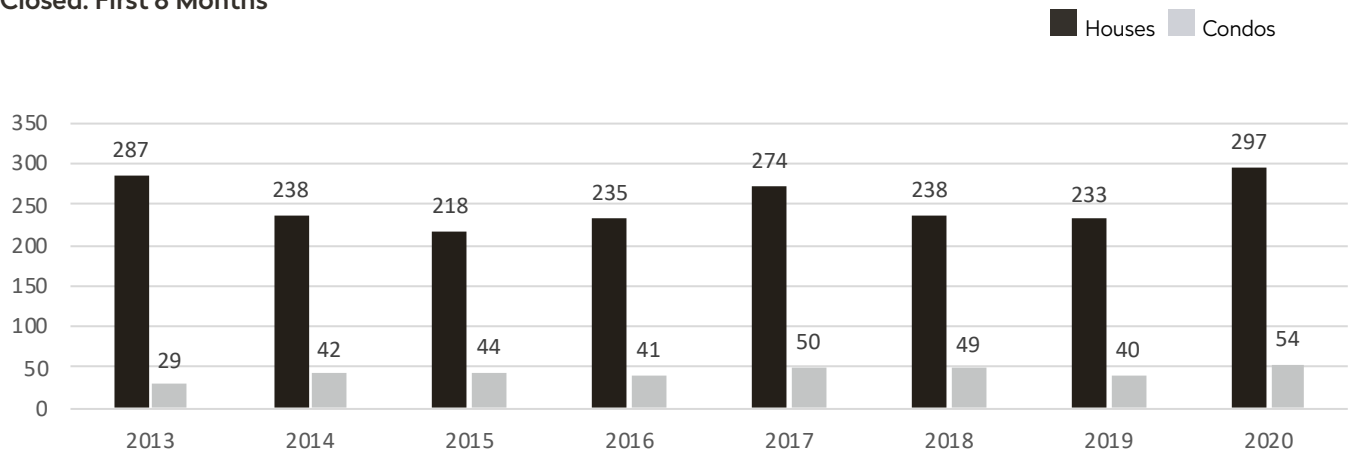
Houses and Condos

In August there were 68 Ridgefield house closings, a 58% increase from August of 2019. The average sale price was \$876,201, 18% higher than August of 2019. There were 77 houses pending on August 31, as compared to 23 at the same time a year ago, a 235% increase.

Through the year's first eight months there have been 351 house and condo closings, a 29% increase from the same time a year ago.



Closed: First 8 Months



of Houses Closed: First 8 Months

	2020	2019	%
Under \$400K	32	19	+68.4%
\$400K-\$500K	49	38	+28.9%
\$500K-\$600K	48	38	+26.3%
\$600K-\$700K	34	50	-32%
\$700K-\$800K	24	30	-20%
\$800K-\$1M	60	29	+106.9%
\$1M-\$1.5M	28	17	+64.7%
\$1.5M-\$2M	16	9	+77.8%
Over \$2M	6	3	+100%

	2020	2019	% CHANGE
Houses: Closings in August	68	43	+58.1%
Houses: Average Closing Price in August	\$876,201	\$741,772	+18.1%
Houses: Closings First 8 Months	297	233	+27.5%
Houses: Average Closing Price First 8 Months	\$772,368	\$713,452	+8.3%
Houses: Pending on August 31	77	23	+234.8%
Houses: Active Inventory on August 31	215	277	-22.4%
Condos: Closings First 8 Months	54	40	+35%
Condos: Average Closing Price First 8 Months	\$333,084	\$320,960	+3.8%
Condos: Active Inventory on August 31	24	28	-14.3%
House & Condo \$ Volume of Closings First 8 Mos	\$247,379,953	\$179,072,802	+38.1%

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Redding

Houses and Condos

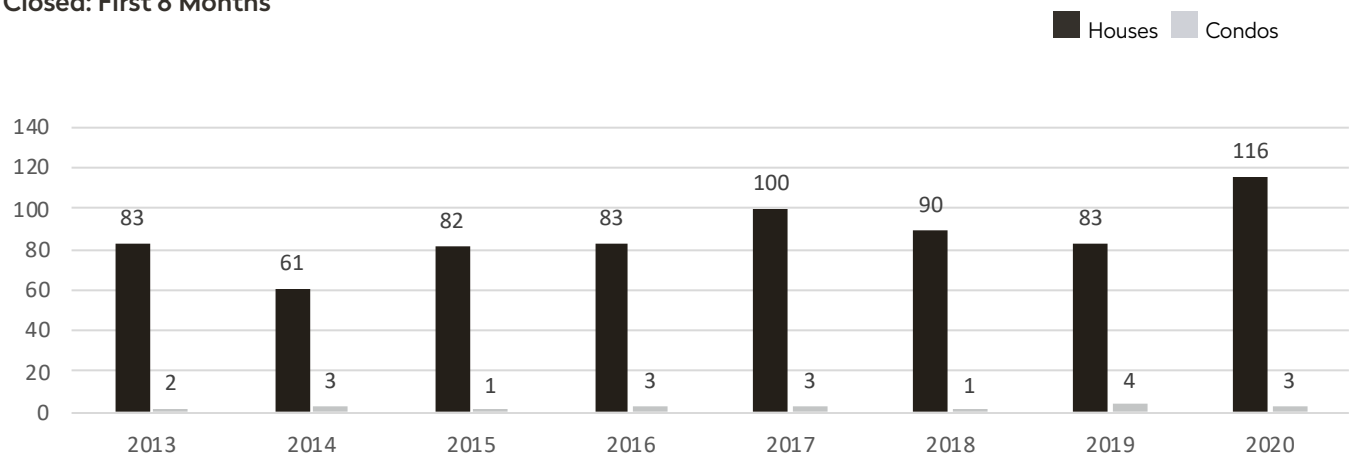
In August there were 26 Redding house closings, a 189% increase from August of 2019. The average sale price was \$676,090, 18% higher than August of 2019. Looking at July and August combined, there were 54 Redding house closings, a 157% increase over the same time period of a year ago.

There were 85 active houses in Redding on August 31, a 32% decrease in inventory from the same time a year ago.



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Closed: First 8 Months



of Houses Closed: First 8 Months

	2020	2019	%
Under \$250K	3	4	-25%
\$250K-\$400K	13	10	+30%
\$400K-\$500K	25	18	+38.9%
\$500K-\$600K	28	30	-6.7%
\$600K-\$800K	31	17	+82.4%
\$800K-\$1M	8	1	+700%
Over \$1M	8	3	+166.7%

	2020	2019	% CHANGE
Houses: Closings in August	26	9	+188.9%
Houses: Average Closing Price in August	\$676,090	\$530,278	+27.5%
Houses: Closings First 8 Months	116	83	+39.8%
Houses: Average Closing Price First 8 Months	\$606,610	\$543,251	+11.7%
Houses: Pending on August 31	22	10	+120%
Houses: Active Inventory on August 31	85	125	-32%
Condos: Closings First 8 Months	3	4	-25%
Condos: Average Closing Price First 8 Months	\$317,500	\$387,500	-18.1%
Condos: Active Inventory on August 31	2	2	0%
House & Condo \$ Volume of Closings First 8 Mos	\$71,319,249	\$46,639,810	+52.9%

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Easton

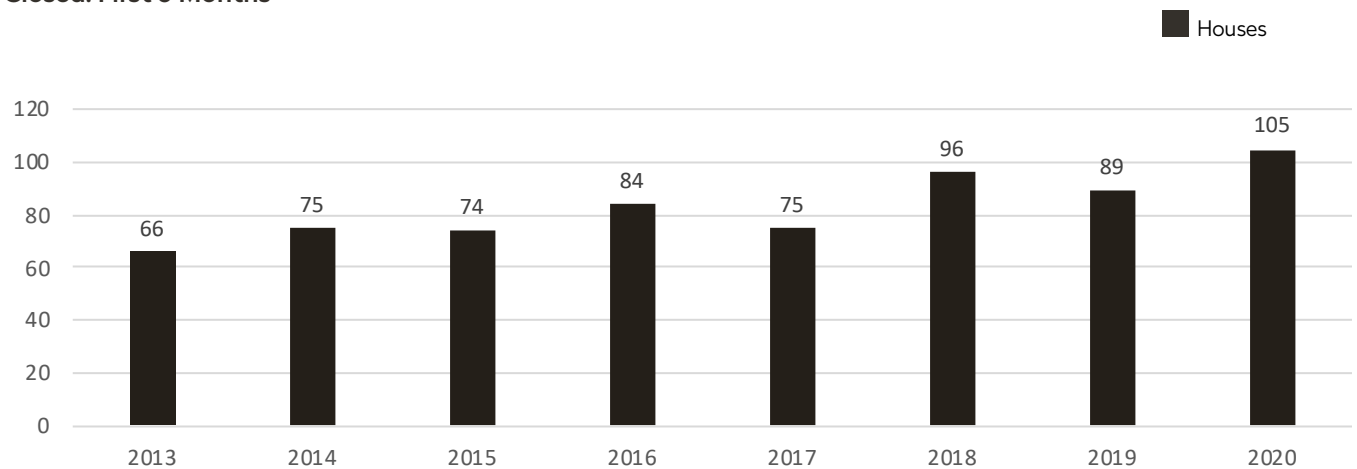
Houses

There were 19 Easton house closings in August, a 19% increase from August of 2019. The average sale price was \$692,626, up 16% from August of last year. Through the year's first eight months there were 105 house closings, 18% more than the same time frame in 2019.

Pending houses were also up in Easton with 13 on August 31, 86% higher than a year ago.



Closed: First 8 Months



of Houses Closed: First 8 Months

	2020	2019	%
Under \$400K	11	7	+57.1%
\$400K-\$500K	25	19	+31.6%
\$500K-\$600K	32	24	+33.3%
\$600K-\$700K	16	17	-5.9%
\$700K-\$1M	17	21	-19%
\$1M-\$1.5M	4	0	NA
Over \$1.5M	0	1	-100%

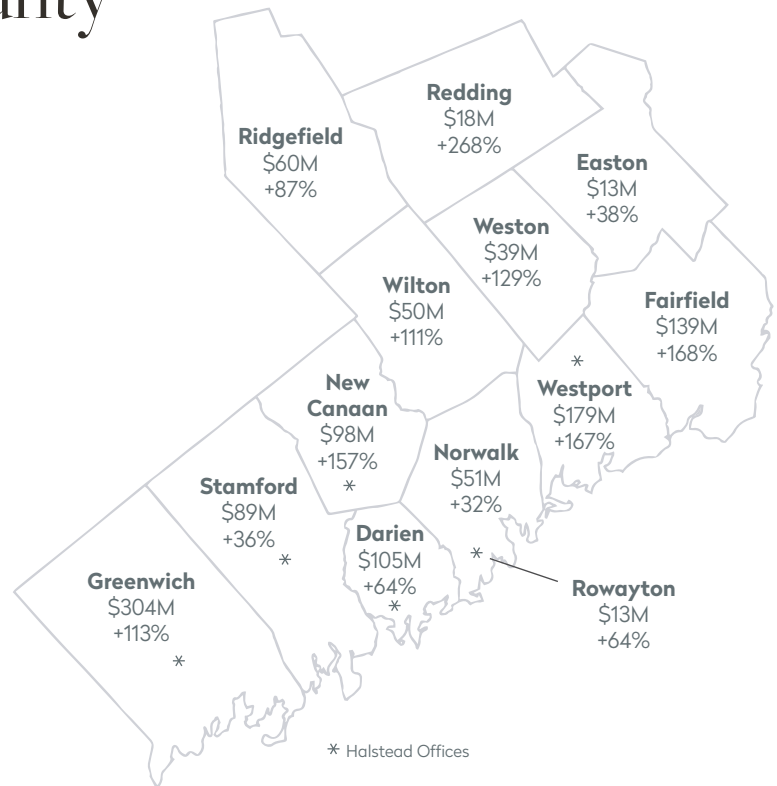
	2020	2019	% CHANGE
Houses: Closings in August	19	16	+18.8%
Houses: Average Closing Price in August	\$692,626	\$597,625	+15.9%
Houses: Closings First 8 Months	105	89	+18%
Houses: Average Closing Price First 8 Months	\$585,259	\$597,922	-2.1%
Houses: Pending on August 31	13	7	+85.7%
Houses: Active Inventory on August 31	61	86	-29.1%
Houses: \$ Volume of Closings First 8 Mos	\$61,452,192	\$53,215,014	+15.5%

YTD 8.31.2020

Lower Fairfield County

Dollar Volume of House Sales In August: 2020 vs. 2019

To the right is a look at the total dollar volume of house sales for each Lower Fairfield County town for the month of August and the percentage change as it compares to August of 2019. Collectively, the dollar volume of closings was \$1.1 billion, an increase of 106% vs. August of 2019.



House Closings in August

Town	# of Closed Houses		% change	Average Closing Price		% change
	2020	2019		2020	2019	
Darien	61	38	+60.5%	\$1,715,387	\$1,681,283	+2%
Easton	19	16	+18.8%	\$692,626	\$597,625	+15.9%
Fairfield	146	80	+82.5%	\$950,214	\$646,535	+47%
All of Greenwich	108	65	+66.2%	\$2,812,343	\$2,191,400	+28.3%
New Canaan	59	29	+103.4%	\$1,664,678	\$1,316,224	+26.5%
Norwalk	71	70	+1.4%	\$722,268	\$554,015	+30.4%
Redding	26	9	+188.9%	\$676,090	\$530,278	+27.5%
Ridgefield	68	43	+58.1%	\$876,201	\$741,772	+18.1%
Rowayton*	10	7	+42.9%	\$1,329,700	\$1,161,786	+14.5%
Stamford	120	95	+26.3%	\$741,027	\$688,525	+7.6%
Weston	43	20	+115%	\$916,795	\$861,174	+6.5%
Westport	103	48	+114.6%	\$1,736,437	\$1,394,287	+24.5%
Wilton	56	31	+80.6%	\$885,886	\$757,574	+16.9%

*Rowayton closing data also included in Norwalk.

YTD Through August 31, 2020 Connecticut Market Report

Halstead is coming to **Brown Harris Stevens**

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Rowayton, CT 06853
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New Canaan

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New Canaan, CT 06840
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Stamford

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Stamford, CT 06905
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Westport

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