



HALSTEAD
REAL ESTATE

Cos Cob
Market Report 2019
Third Quarter 2019

Connecticut | New York City | Hamptons | New Jersey | Hudson Valley

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HALSTEAD CONNECTICUT, LLC

Cos Cob Overview



Single Family Houses

Number of Solds Q3
Vs. Q3 2018

↓5.3%

Average Sold Price Q3
Vs. Q3 2018

↓14.8%

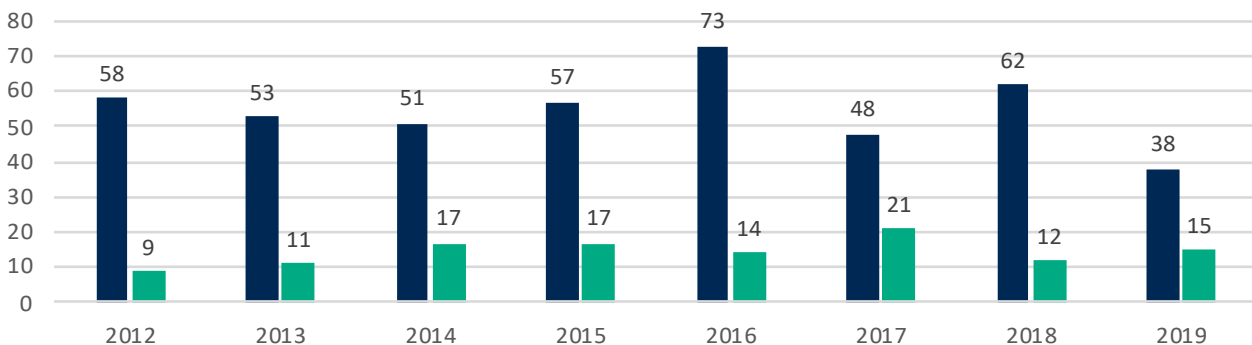
Sept. 30 Inventory
Vs. Sept. 30, 2018

↓14.8%

| | 2019 | 2018 | % CHANGE |
|---|-------------|-------------|----------|
| Houses: Closings in Third Quarter | 18 | 19 | -5.3% |
| Houses: Average Closing Price Third Quarter | \$1,299,306 | \$1,525,016 | -14.8% |
| Houses: Closings First Nine Months | 38 | 62 | -38.7% |
| Houses: Average Closing Price First Nine Months | \$1,363,263 | \$1,636,683 | -16.7% |
| Houses: Pending on September 30 | 5 | 5 | 0% |
| Houses: Active Inventory Sept. 30th | 52 | 61 | -14.8% |
| Condos: Closings First Nine Months | 15 | 12 | +25% |
| Condos: Average Closing Price First Nine Months | \$750,742 | \$946,954 | -20.7% |
| Condos: Active Inventory Sept. 30th | 22 | 14 | +57.1% |

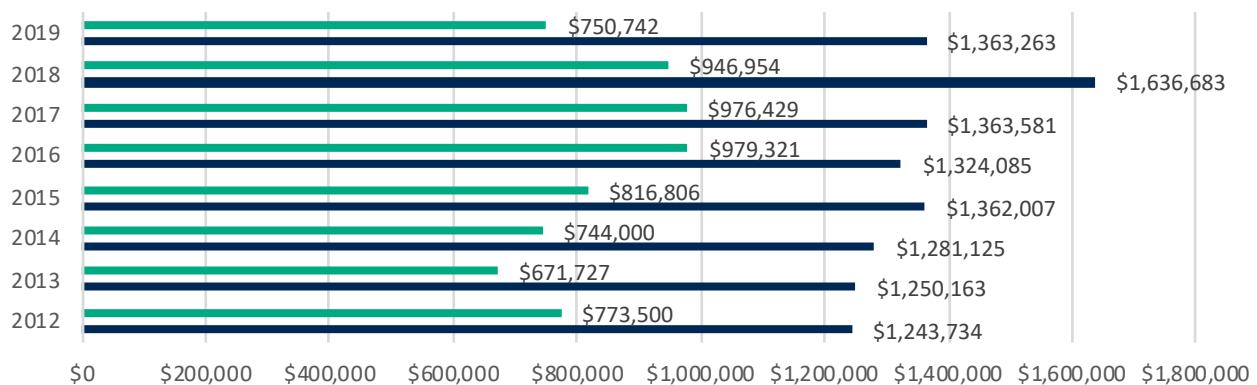
Cos Cob Closed: First Nine Months

■ Houses ■ Condos



Average Closed Price: First Nine Months

■ Houses ■ Condos





Active House Listings as of September 30th

| | 2019 | 2018 | % |
|-------------|------|------|--------|
| Under \$1M | 16 | 12 | +33.3% |
| \$1M-\$1.5M | 17 | 22 | -22.7% |
| \$1.5M-\$2M | 10 | 10 | 0% |
| \$2M-\$2.5M | 5 | 9 | -44.4% |
| \$2.5M-\$3M | 3 | 3 | 0% |
| Over \$3M | 1 | 5 | -80% |

Number of Houses Closed: First Nine Months

| | 2019 | 2018 | % |
|-------------|------|------|--------|
| Under \$1M | 12 | 12 | 0% |
| \$1M-\$1.5M | 15 | 20 | -25% |
| \$1.5M-\$2M | 5 | 16 | -68.8% |
| \$2M-\$2.5M | 3 | 6 | -50% |
| \$2.5M-\$3M | 2 | 2 | 0% |
| Over \$3M | 1 | 6 | -83.3% |

Average List-to-Sale-Price Ratio: Houses

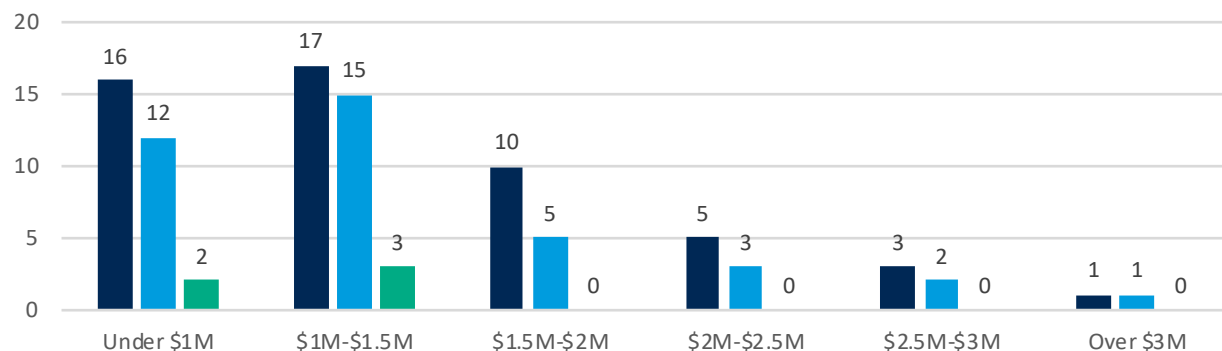
Based on closings from First Nine Months 2019

| UNDER \$1M | \$1M-\$1.5M | \$1.5M-\$2M | \$2M-\$2.5M | \$2.5M-\$3M | OVER \$3M |
|-------------------------------------|-------------|-------------|-------------|-------------|-----------|
| 96.3% | 95.6% | 95.8% | 100.0% | 88.2% | N/A |
| Average for all price points: 95.5% | | | | | |

Houses: Active/Closed/Pending

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

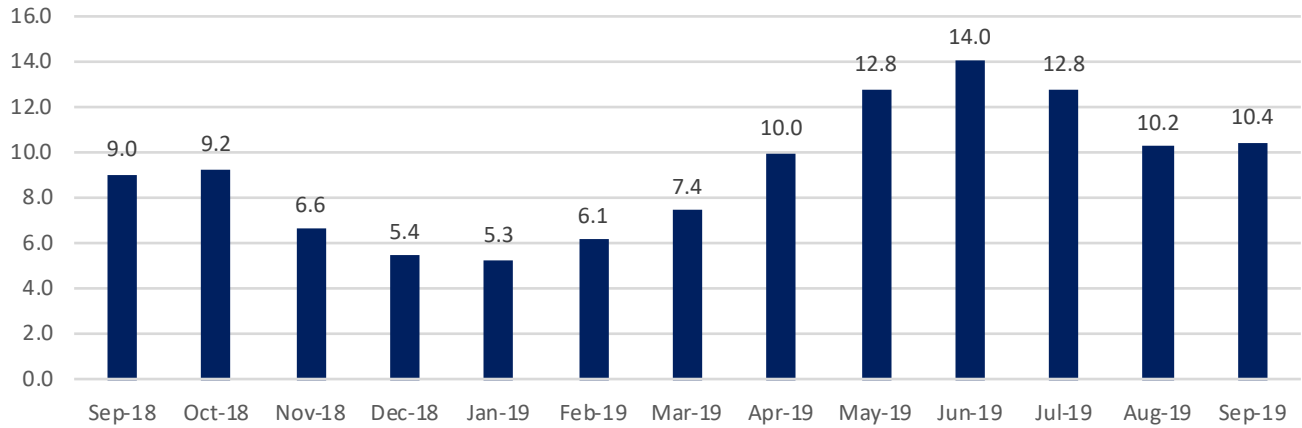
Active Closed Pending



Cos Cob 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



| | SEPTEMBER 2019 | | MARCH 2019 | | SEPTEMBER 2018 | |
|-------------|----------------|-----------------|------------|-----------------|----------------|-----------------|
| | LISTINGS | ABSORPTION RATE | LISTINGS | ABSORPTION RATE | LISTINGS | ABSORPTION RATE |
| Under \$1M | 16 | 8.7 | 10 | 6.3 | 12 | 9.0 |
| \$1M-\$1.5M | 17 | 9.3 | 16 | 7.1 | 22 | 8.5 |
| \$1.5M-\$2M | 10 | 17.1 | 12 | 9.0 | 10 | 6.0 |
| \$2M-\$2.5M | 5 | 20.0 | 7 | 12.0 | 9 | 18.0 |
| \$2.5M-\$3M | 3 | 12.0 | 2 | 12.0 | 3 | 18.0 |
| Over \$3M | 1 | 4.0 | 2 | 3.0 | 5 | 10.0 |

Cos Cob had a **10.4**-month supply of houses for sale in September, 16% higher than the same time last year, when the absorption rate was 9 months. From September 2018 to September 2019 Cos Cob averaged having a 9.2-month supply of houses for sale.



66 Valleywood Road, Cos Cob. \$1,098,000. Web#170190103

Lower Fairfield County

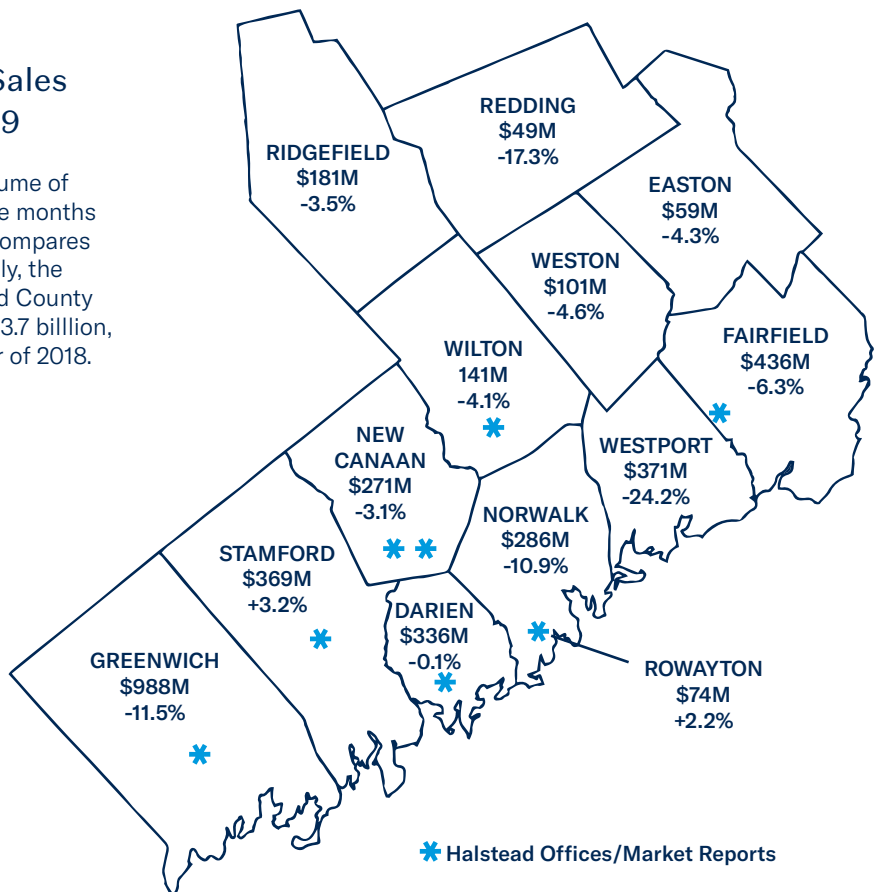
Town Comparison: Sold Houses - First Nine Months

| Town | # of Closed Houses | | % change | Median Closing Price | | % change |
|------------------|--------------------|------|----------|----------------------|-------------|----------|
| | 2019 | 2018 | | 2019 | 2018 | |
| Darien | 224 | 206 | +8.7% | \$1,239,500 | \$1,385,000 | -10.5% |
| Easton | 97 | 103 | -5.8% | \$560,000 | \$562,000 | -0.4% |
| Fairfield | 613 | 589 | +4.1% | \$590,000 | \$640,000 | -7.8% |
| All of Greenwich | 407 | 459 | -11.3% | \$1,905,000 | \$1,847,500 | +3.1% |
| New Canaan | 195 | 168 | +16.1% | \$1,200,000 | \$1,355,000 | -11.4% |
| Norwalk | 488 | 515 | -5.2% | \$486,509 | \$510,000 | -4.6% |
| Redding | 90 | 99 | -9.1% | \$530,500 | \$560,000 | -5.3% |
| Ridgefield | 256 | 262 | -2.3% | \$635,000 | \$640,630 | -0.9% |
| Rowayton* | 59 | 56 | +5.4% | \$1,200,000 | \$925,000 | +29.7% |
| Stamford | 572 | 556 | +2.9% | \$580,000 | \$584,000 | -0.7% |
| Weston | 126 | 130 | -3.1% | \$694,000 | \$699,500 | -0.8% |
| Westport | 268 | 333 | -19.5% | \$1,182,500 | \$1,240,000 | -4.6% |
| Wilton | 179 | 165 | +8.5% | \$720,000 | \$822,500 | -12.5% |

*Rowayton closing data also included in Norwalk.

Dollar Volume of House Sales First Nine Months 2019

To the right is a look at the total dollar volume of house sales for each town for the first nine months of 2019 and the percentage change as it compares to the same time frame in 2018. Collectively, the dollar volume of closings in Lower Fairfield County for the first nine months of the year was \$3.7 billion, down 8.4% vs. January through September of 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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