



HALSTEAD

REAL ESTATE

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

Cos Cob Market Report

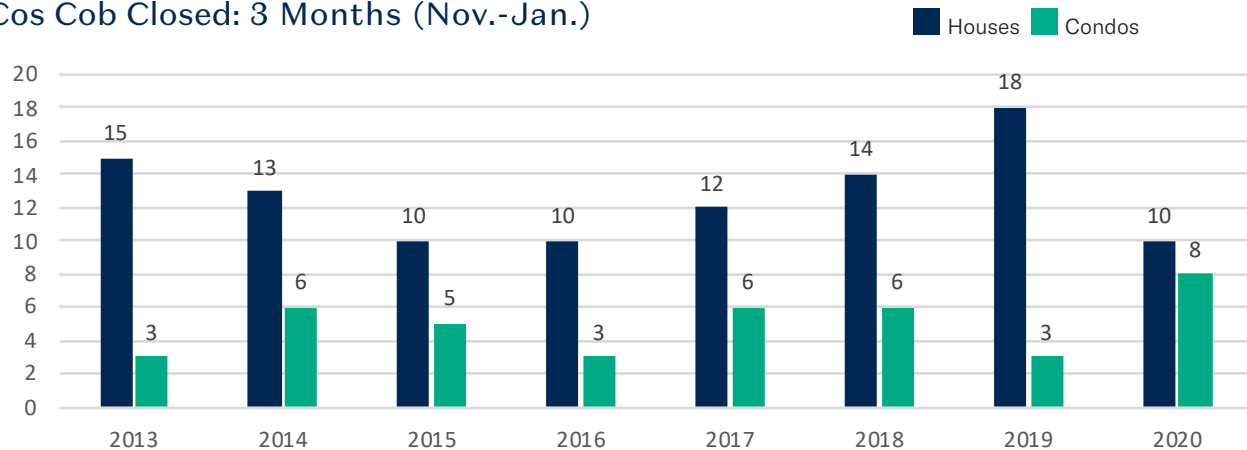
Year To Date Through January 31st, 2020

125 MASON STREET, GREENWICH, CT 06830 | (203) 869-8100

HALSTEAD CONNECTICUT, LLC

| | 2020 | 2019 | % CHANGE |
|--|--------------|--------------|----------|
| Houses: Closings in January | 2 | 1 | +100% |
| Houses: Closings Nov. - Jan. (3 months) | 10 | 18 | -44.4% |
| Houses: Average Closing Price Nov. - Jan. (3 months) | \$1,013,450 | \$1,418,987 | -28.6% |
| Houses: Pending on January 31st | 2 | 5 | -60% |
| Houses: Active Inventory on January 31st | 47 | 36 | +30.6% |
| Condos: Closings Nov. - Jan. (3 months) | 8 | 3 | +166.7% |
| Condos: Average Closing Price Nov. - Jan. (3 months) | \$806,813 | \$578,333 | +39.5% |
| Condos: Active Inventory on January 31st | 14 | 14 | 0% |
| House & Condo \$ Volume of Closings Nov. - Jan. (3 months) | \$16,589,000 | \$27,276,762 | -39.2% |

Cos Cob Closed: 3 Months (Nov.-Jan.)



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Data sourced from Greenwich MLS and Connecticut Smart MLS. Active Inventory includes Active and Contingent Contract status. Closings do not include non-mls, multi-family or land properties.



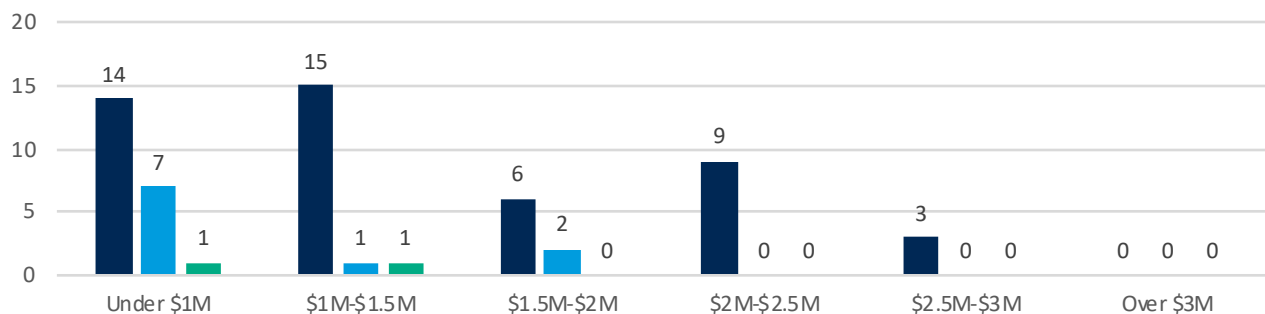
Number of Houses Closed: 3 Months (Nov.-Jan.)

| | 2020 | 2019 | % |
|-------------|------|------|--------|
| Under \$1M | 7 | 8 | -12.5% |
| \$1M-\$1.5M | 1 | 5 | -80% |
| \$1.5M-\$2M | 2 | 2 | 0% |
| \$2M-\$2.5M | 0 | 0 | NA |
| \$2.5M-\$3M | 0 | 1 | NA |
| Over \$3M | 0 | 2 | NA |

Houses Active/Closed/Pending 2020

Active/Pending as of January 31st; 3 Months (Nov.-Jan.)

Active Closed Pending



Town Comparison: Closed Houses - 3 Months (Nov.-Jan.)

| Town | # of Closed Houses | | % change | Average Closing Price | | % change |
|------------------|--------------------|------|----------|-----------------------|-------------|----------|
| | 2020 | 2019 | | 2020 | 2019 | |
| Darien | 62 | 60 | +3.3% | \$1,663,165 | \$1,279,884 | +29.9% |
| Easton | 21 | 22 | -4.5% | \$623,271 | \$681,093 | -8.5% |
| Fairfield | 137 | 133 | +3% | \$845,839 | \$730,503 | +15.8% |
| All of Greenwich | 116 | 124 | -6.5% | \$2,268,466 | \$2,301,022 | -1.4% |
| New Canaan | 47 | 53 | -11.3% | \$1,592,448 | \$1,472,042 | +8.2% |
| Norwalk | 155 | 136 | +14% | \$643,543 | \$548,163 | +17.4% |
| Redding | 29 | 25 | +16% | \$530,192 | \$619,192 | -14.4% |
| Ridgefield | 71 | 63 | +12.7% | \$730,975 | \$714,624 | +2.3% |
| Rowayton* | 27 | 9 | +200% | \$1,239,689 | \$1,009,833 | +22.8% |
| Stamford | 168 | 158 | +6.3% | \$631,958 | \$621,888 | +1.6% |
| Weston | 33 | 36 | -8.3% | \$767,674 | \$833,913 | -7.9% |
| Westport | 80 | 70 | +14.3% | \$1,407,094 | \$1,344,897 | +4.6% |
| Wilton | 60 | 39 | +53.8% | \$686,088 | \$755,269 | -9.2% |

*Rowayton solds data also included in Norwalk.