



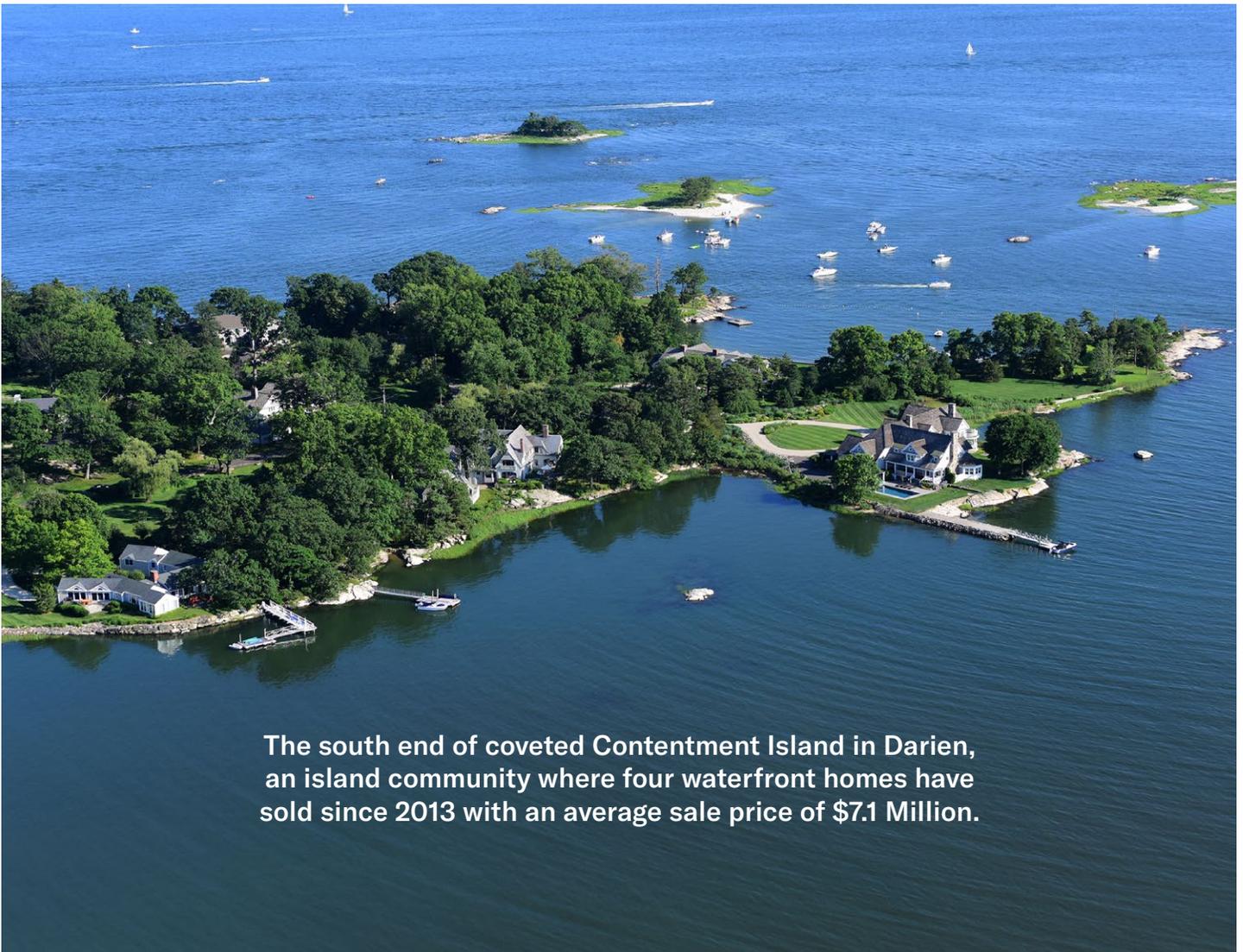
HALSTEAD
REAL ESTATE

Fall 2018 Waterfront Report

Lower Fairfield County

Greenwich • Stamford • Darien • Norwalk • Westport • Fairfield

Long Island Sound Waterfront Single Family Houses



The south end of coveted Contentment Island in Darien, an island community where four waterfront homes have sold since 2013 with an average sale price of \$7.1 Million.

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Long Island Waterfront Single Family Houses

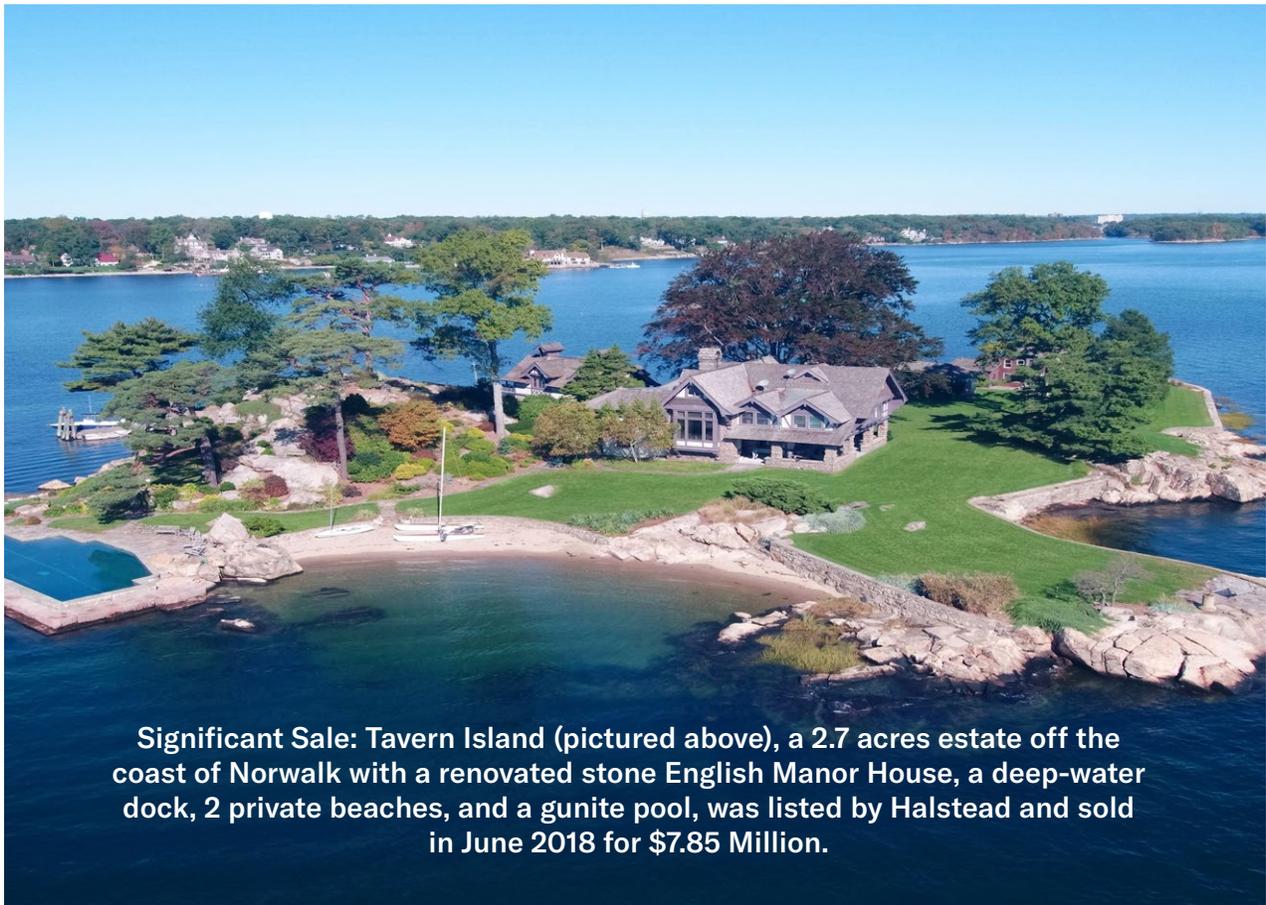
While one of the smaller states in the U.S., Connecticut has the 19th longest shoreline at 618 miles*. Approximately 125 of those shoreline miles are along the coastal towns of Greenwich, Stamford, Darien, Norwalk, Westport and Fairfield. The ability to live on the Sound in these sophisticated and amenity-rich communities, with proximity to New York City and the business centers in Fairfield County, has made this waterside landscape highly sought after. It is also a rare commodity. **In the first 10 months of 2018 just 1.8% of the homes closed in these Lower Fairfield County towns had Long Island Sound frontage.**

\$3.8 Million

The average closing price in 2018 for Long Island Sound waterfront houses in Lower Fairfield County.

Halstead's annual fall waterfront report, looking at L.I. Sound waterfront houses, is released in November and the 2018 sales data is based on the 10-month time period between January and October 2018. Annual data analysis, also included in the report, is based on preceding calendar years and 2018 year to date.

* According to the National Oceanic and Atmospheric Administration.



Significant Sale: Tavern Island (pictured above), a 2.7 acres estate off the coast of Norwalk with a renovated stone English Manor House, a deep-water dock, 2 private beaches, and a gunit pool, was listed by Halstead and sold in June 2018 for \$7.85 Million.



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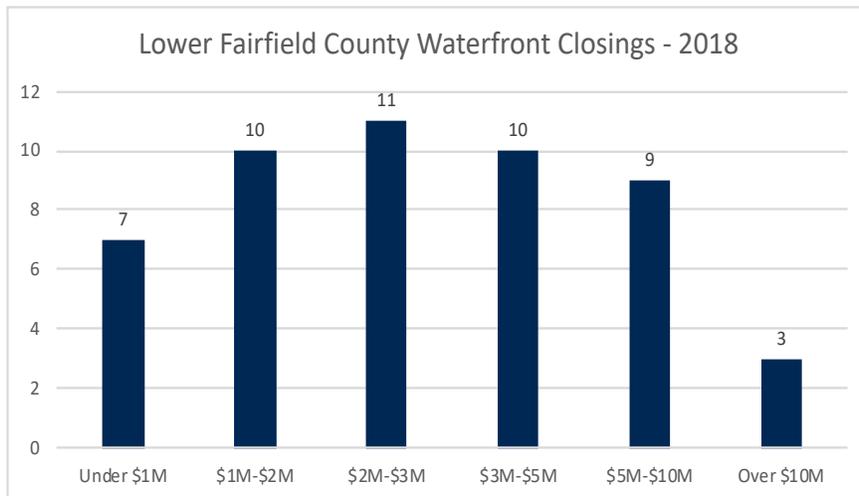
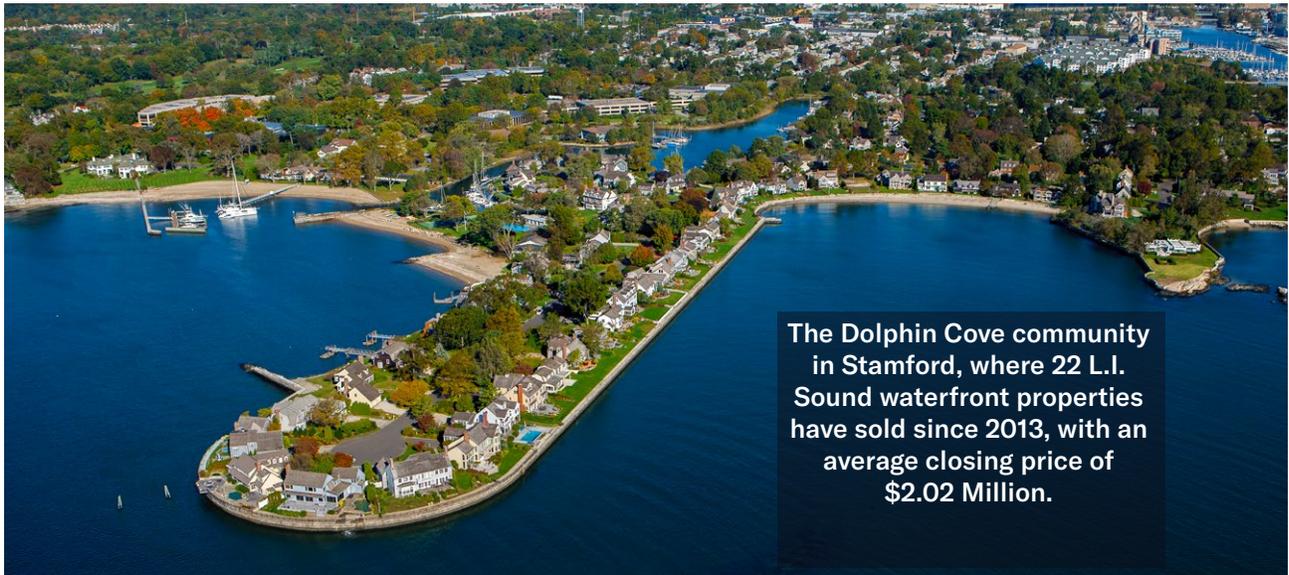
Long Island Waterfront Single Family Houses

2018 Lower Fairfield County Stats

\$17 Million The highest closing price for waterfront in Lower Fairfield County in 2018, for a 3.3-acre estate on Byram Shore Road in Greenwich with 440 feet of water frontage.

\$790,000 The lowest closing price for a waterfront house, for a 2,968 square foot Tudor-style colonial with a private beach in the Shippan section of Stamford.

\$120 Million The highest listing price for a property still on the market in October, for Great Island in Darien, a 63-acre island compound, connected to the mainland by a bridge, with a nine-bedroom main house, an equestrian center, riding trails, private beach, yacht basin and over one mile of coast line.



\$120 Million

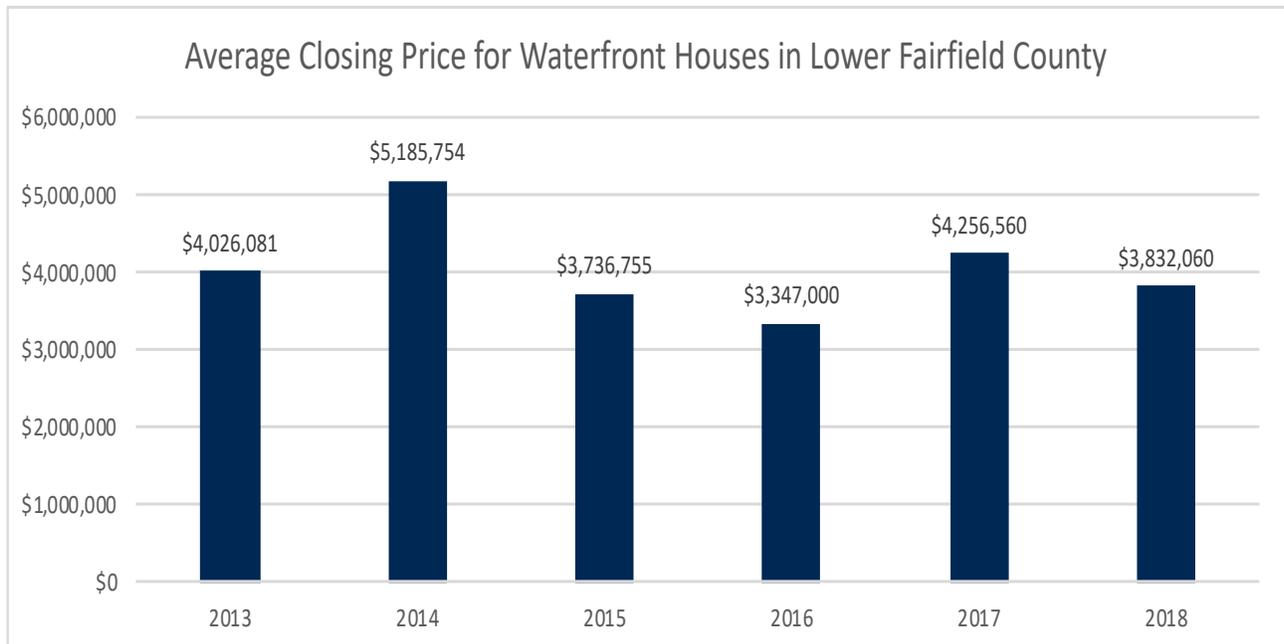
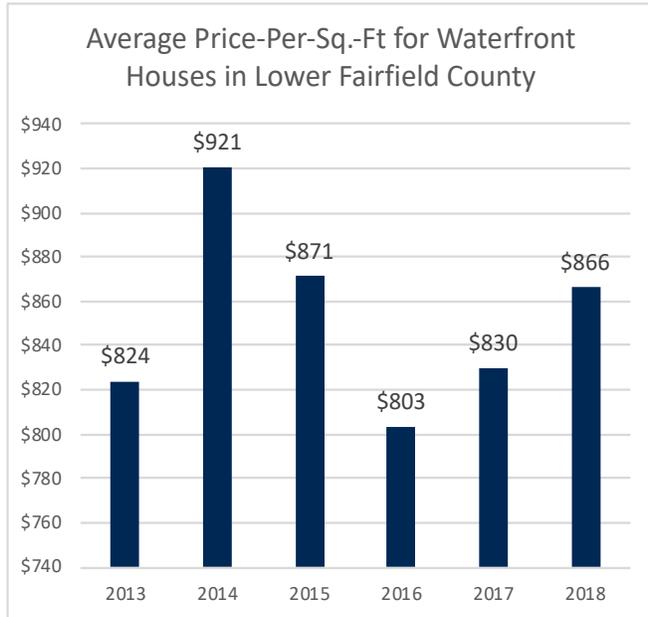
The closing price in April 2014 for Copper Beach Farm, a 50-acre waterfront estate located in the private Mead Point Association of Greenwich, at the time the most expensive recorded home sale in the U.S. The property featured a 13,500 square foot, Victorian-style main house, 4,000 feet of water frontage and two offshore islands.



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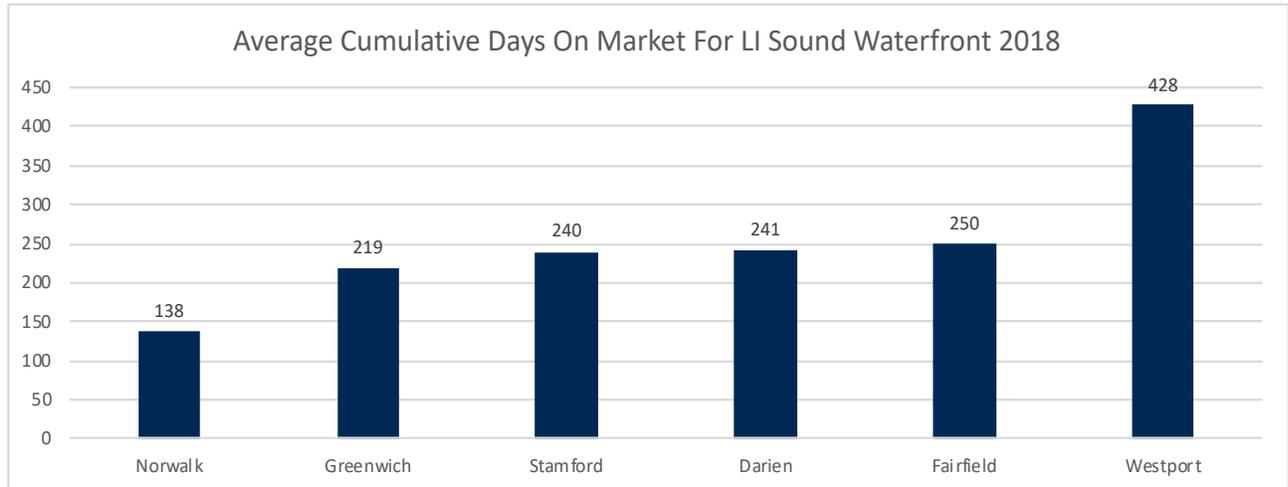
Long Island Waterfront Single Family Houses



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Long Island Waterfront Single Family Houses

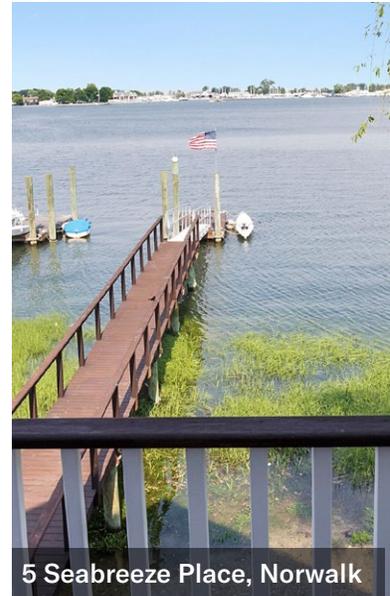
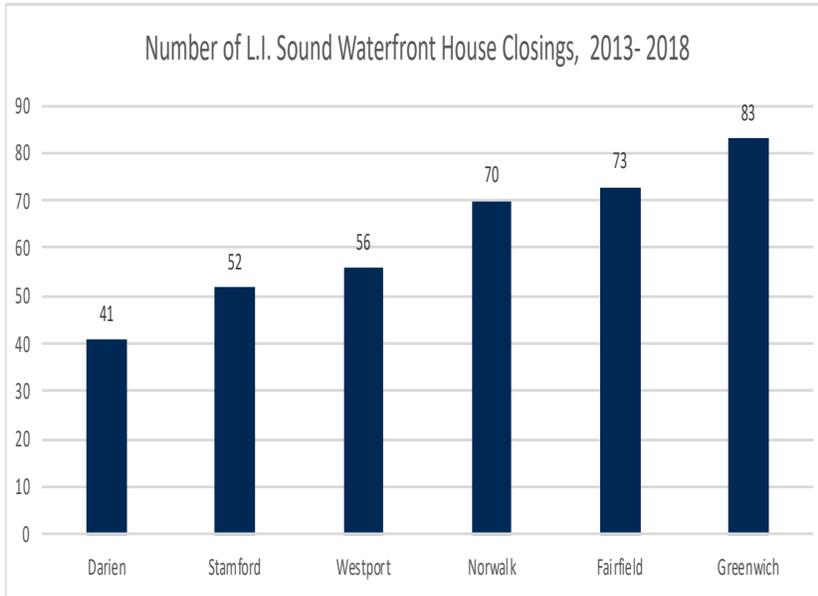


Fall 2018 Waterfront Report

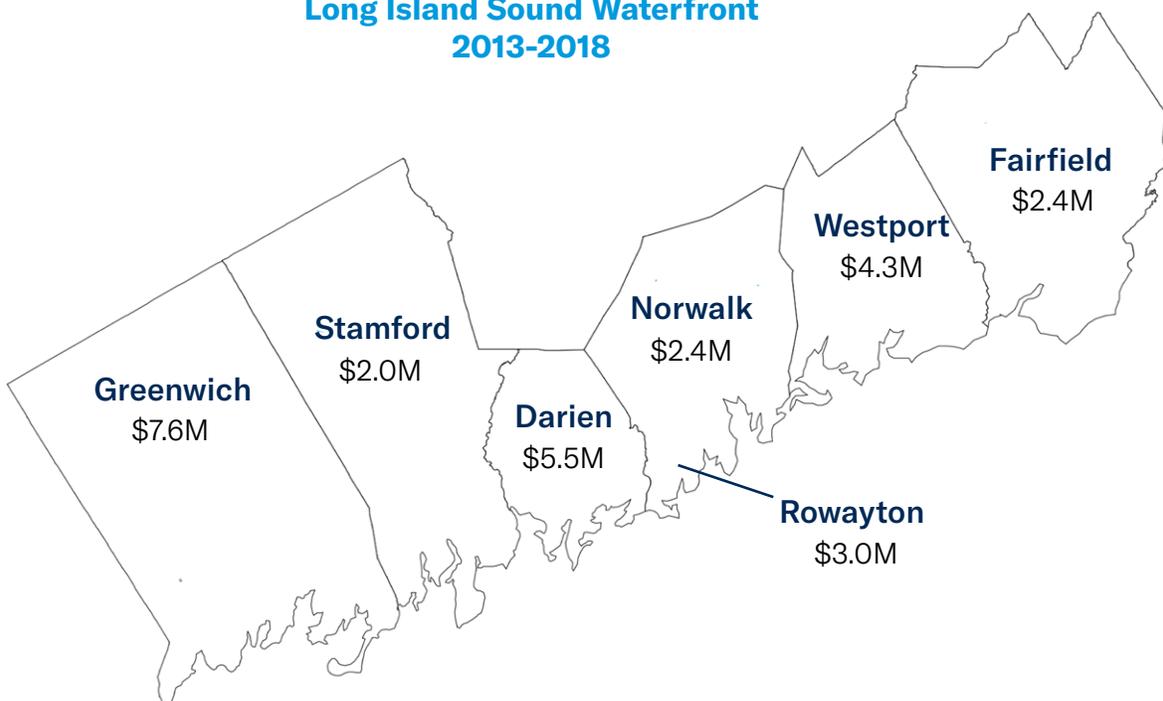
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Waterfront Single Family Houses

Historical Perspective - 2013-2018



Average Closing Price Long Island Sound Waterfront 2013-2018



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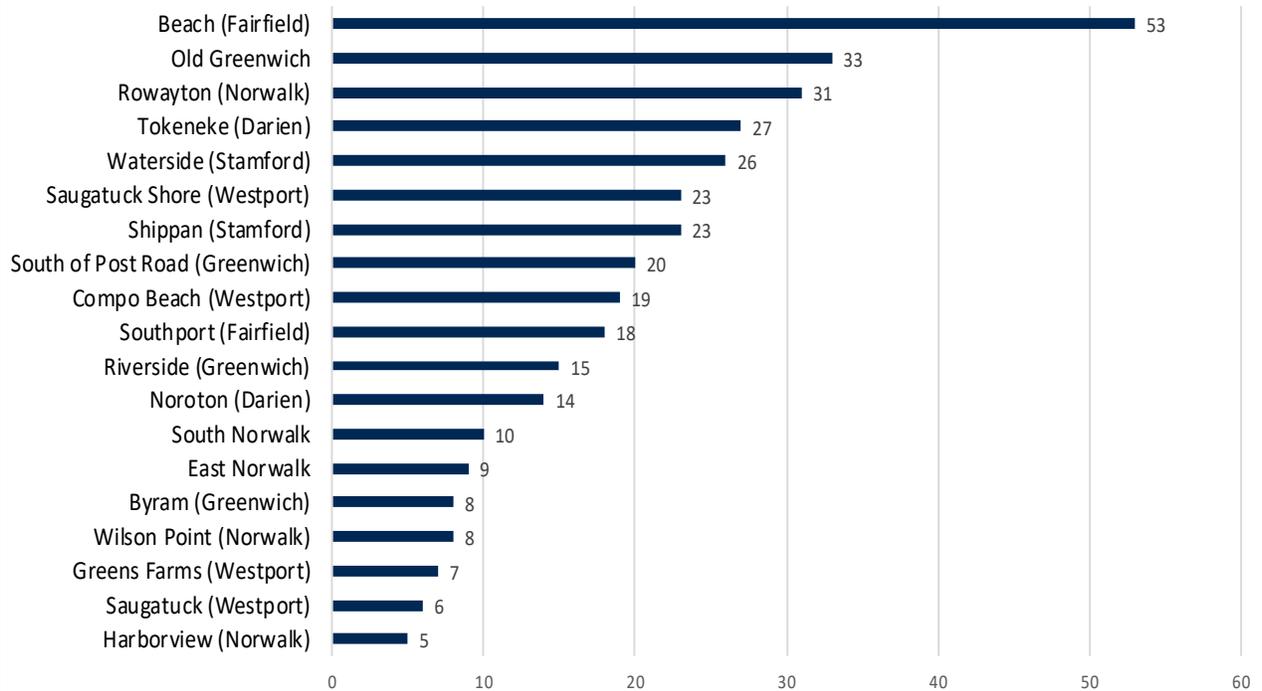
Waterfront Single Family Houses

Historical Perspective - 2013-2018

Closing Price by Town, 2013-2018

Town	Highest Closing Price	# of Closings under \$2M	# of Closings \$2M-\$5M	# of Closings \$5M-\$10M	# of Closings over \$10 Million
Darien	\$18M	12	11	13	5
Fairfield	\$13.9M	45	21	5	2
Greenwich	\$120M	3	8	13	9
Riverside	\$14.5M	2	5	6	2
Old Greenwich	\$13.05M	9	8	14	2
Norwalk	\$7.85M	32	33	5	0
Rowayton	\$7.85M	7	22	2	0
Stamford	\$4.2M	28	24	0	0
Westport	\$20M	15	24	13	4

Most LI Sound Waterfront Closings, by Neighborhood, 2013-2018*

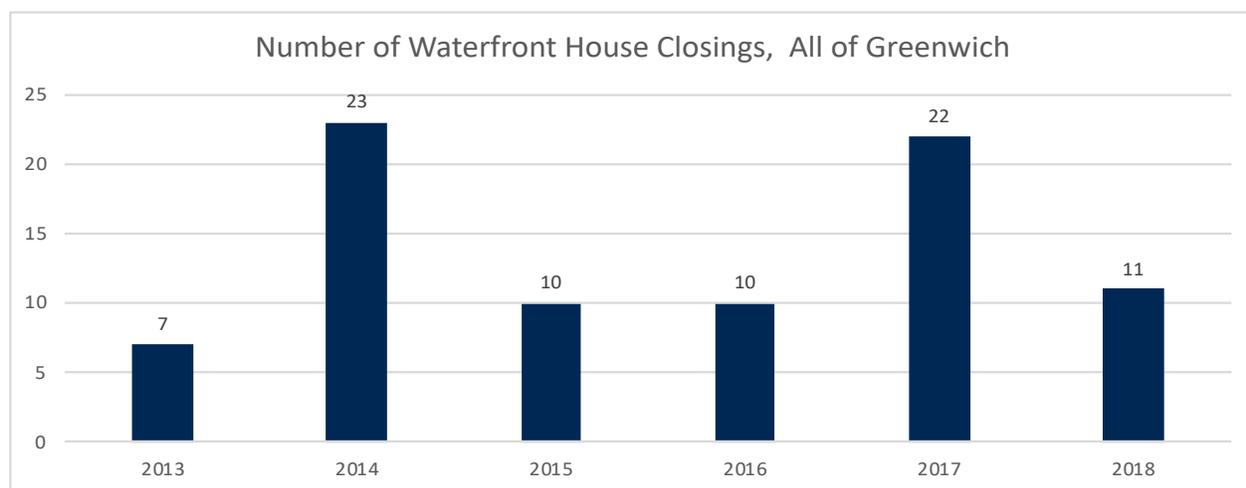


*For areas with five or more closings.



Fall 2018 Waterfront Report

Town Details - Greenwich SF Houses



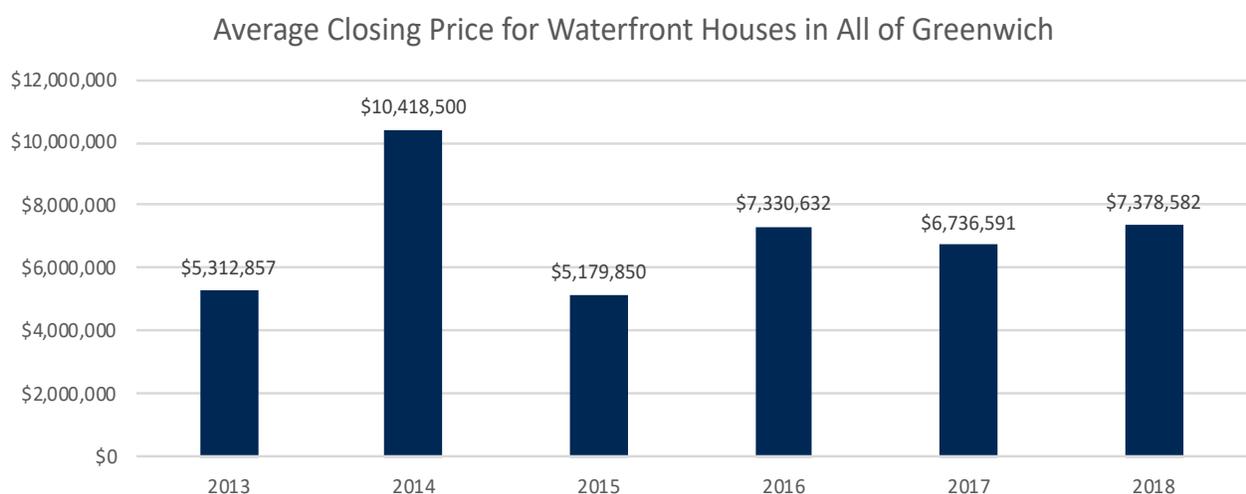
2018 Significant Stats - All of Greenwich

\$17 Million The highest closing price in Greenwich (and Lower Fairfield County) in 2018, for a renovated, 12,974 square foot colonial on Bryam Shore Road with 3.3 acres and 440 feet of water frontage. In all there were four waterfront closings on Bryam Shore Road in 2018, the most of any road in Greenwich.

\$12.9 Million The average closing price for the two waterfront closings in Riverside in 2018, with an average price per square foot of \$1,589.

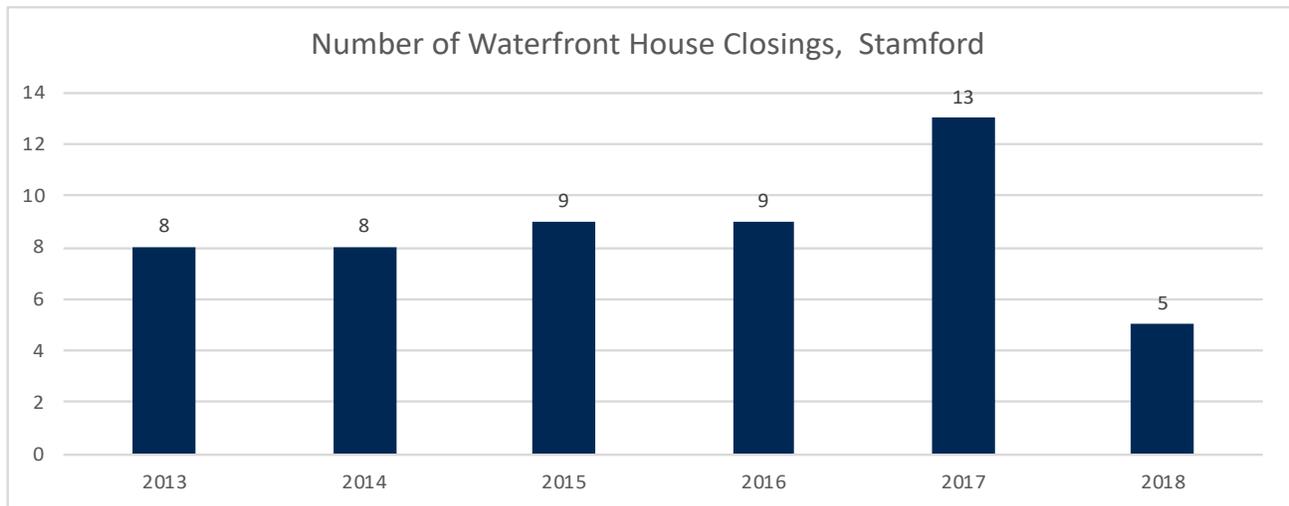
89 The average number of days on market for the three waterfront closings in Old Greenwich, the shortest average days-on-market time period for any section of Greenwich in 2018. The three properties had an average closing price of \$4.8 Million.

\$6.8 Million The average closing price of the six waterfront house closings in the Greenwich section in 2018, with an average days on market of 212 days.



Fall 2018 Waterfront Report

Town Details - Stamford SF Houses



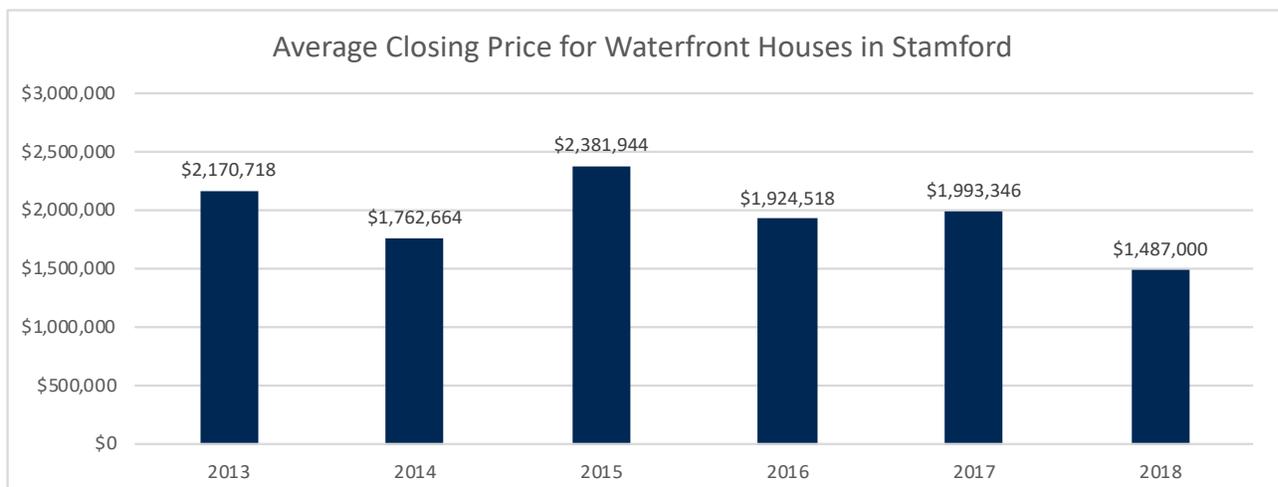
2018 Significant Stats - Stamford

\$2.3 Million The highest closing price for a waterfront property in Stamford in 2018, for a 4,138 square foot colonial in the Dolphin Cove Association. The second highest closing price of \$2.18 Million was also for a house in Dolphin Cove, a waterfront community with amenities that include a pool, deep water docks, tennis and private beach.

\$436 The average price per square foot of the five Stamford waterfront closings in 2018. Between 2013 and 2017 the average price per square foot for waterfront closings was \$557.

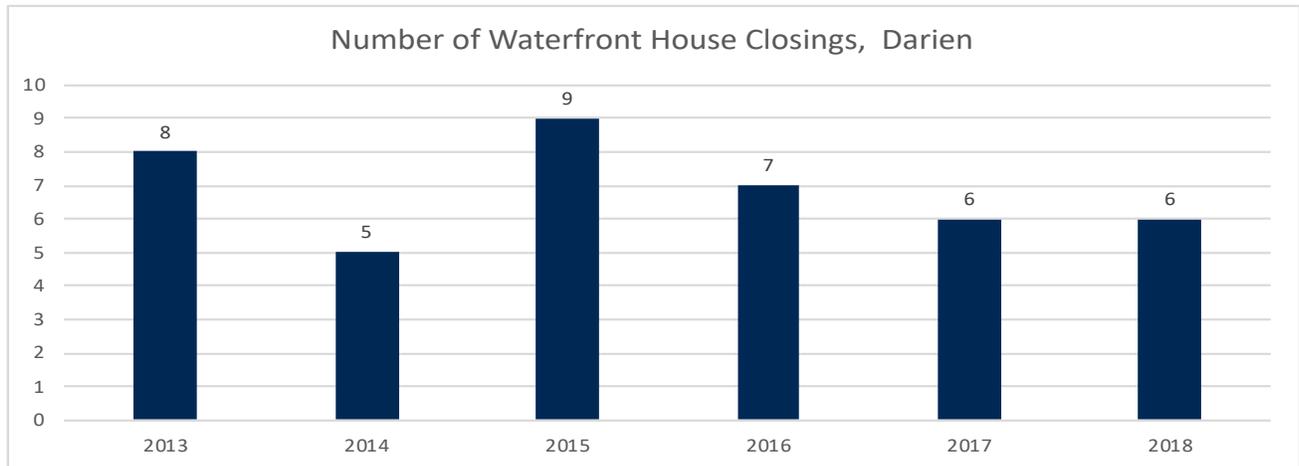
10 The number of Waterfront condo closings in Stamford in 2018, the most of any town in Lower Fairfield County. The condo closings ranged in price from \$355,000 to \$770,000 with an average closing price of \$545,300 and an average price per square foot of \$338.

\$4.16 Million The highest closing price for waterfront in Stamford since 2013, for a Mediterranean-style colonial in the Waterside neighborhood's Southfield Point Association. The property, a former Vanderbilt summer estate, has a dock, deep water mooring, pool and guest cottage.



Fall 2018 Waterfront Report

Town Details - Darien SF Houses



2018 Significant Stats - Darien

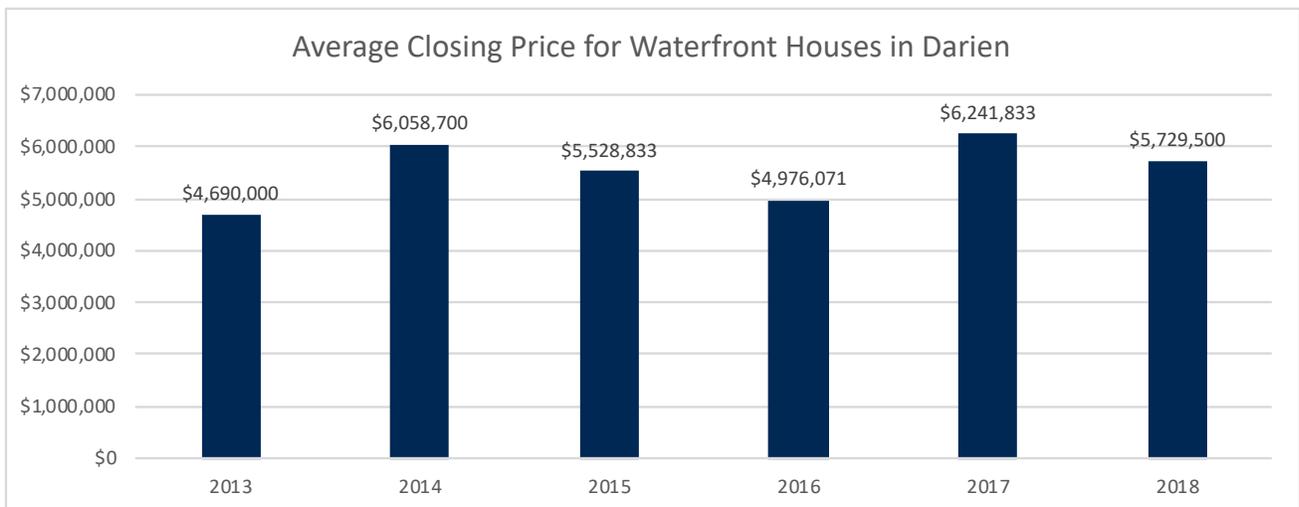
\$7.25 Million The highest closing price for a waterfront home in Darien in 2018, for a 4,006 square foot contemporary home on Contentment Island with 2 acres and 300 feet of waterfront. The property was on the market for the first time in 50 years.

\$1,179 The average price per square foot for the six waterfront closings in 2018, the second highest average sold price per square foot for waterfront in Darien since 2013.

241 The average days on market for the 6 waterfront closings in 2018. Darien waterfront closings since 2013 have had an average days on market of 259 days.

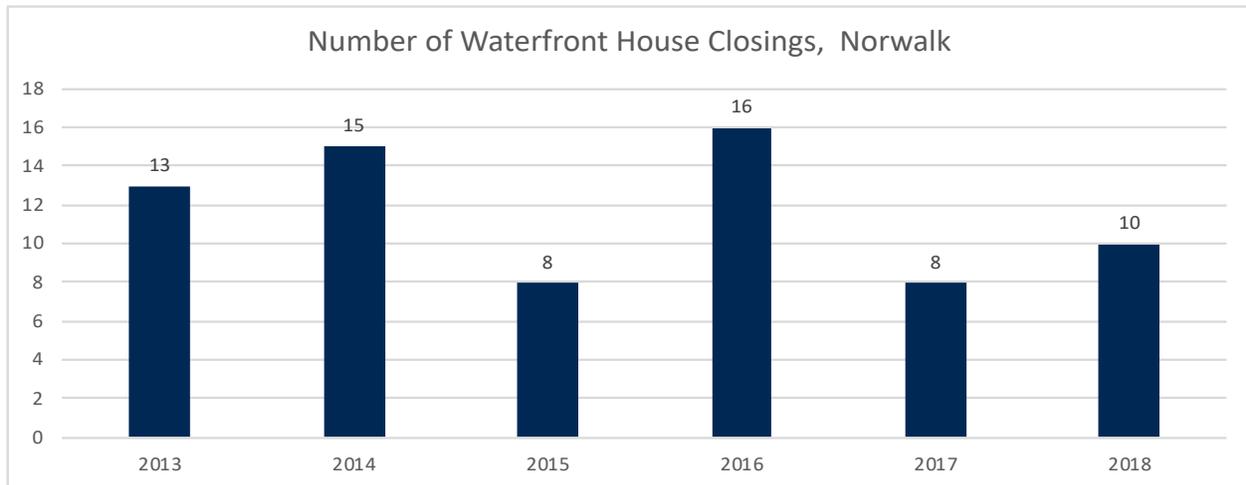
\$4.425 Million The lowest closing price for a waterfront home in Darien in 2018, for a 5,100 square foot colonial in the private Noroton Bay Association with a deep-water dock, salt water pool and spa. It is the second year since 2013 that the lowest closing price has been above \$4 Million.

\$18 Million The highest closing price for waterfront in Darien since 2013, for a 14,250 square foot Mediterranean-style home on Long Neck Point Road with 3.8 acres and 380 feet of shoreline.



Fall 2018 Waterfront Report

Town Details - Norwalk SF Houses



2018 Significant Stats - Norwalk

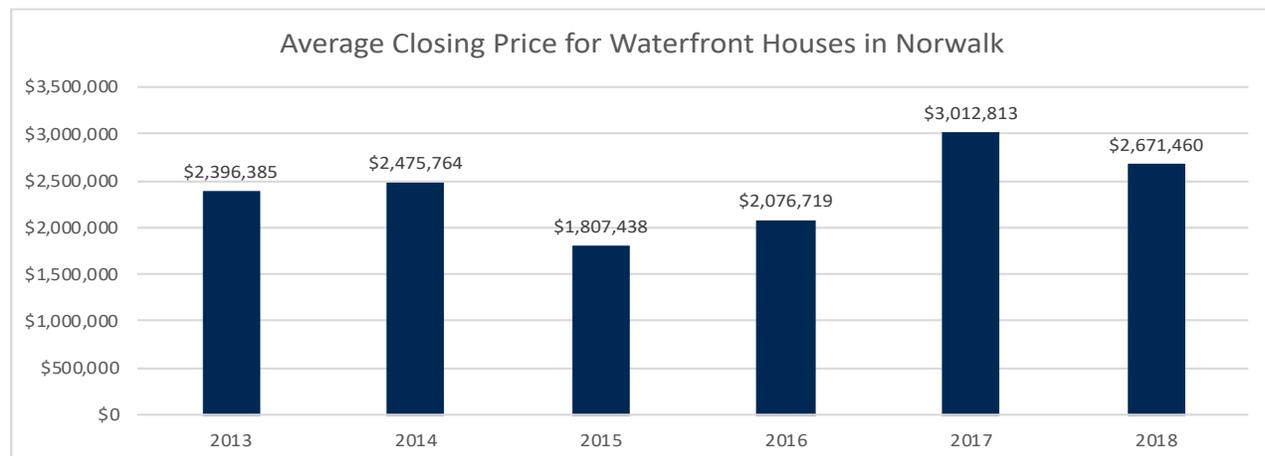
\$7.85 Million The highest closing price for a waterfront home in Norwalk in 2018 (and the highest since 2013) for Tavern Island, a 2.7-acre private island, accessed by boat, featuring a 6,116 square foot, renovated stone English Manor House, floating deep-water dock, 2 private beaches, and a 75-foot gunite pool.

2 The number of Norwalk private islands that sold in 2018. Along with Tavern Island, Wood Island, a 1.6 acre island with a bungalow-style cottage, closed in September for \$800,000.

138 The average days on market for the 10 Norwalk waterfront homes that closed in 2018, the fewest average number of days to close for waterfront for any town in Lower Fairfield County.

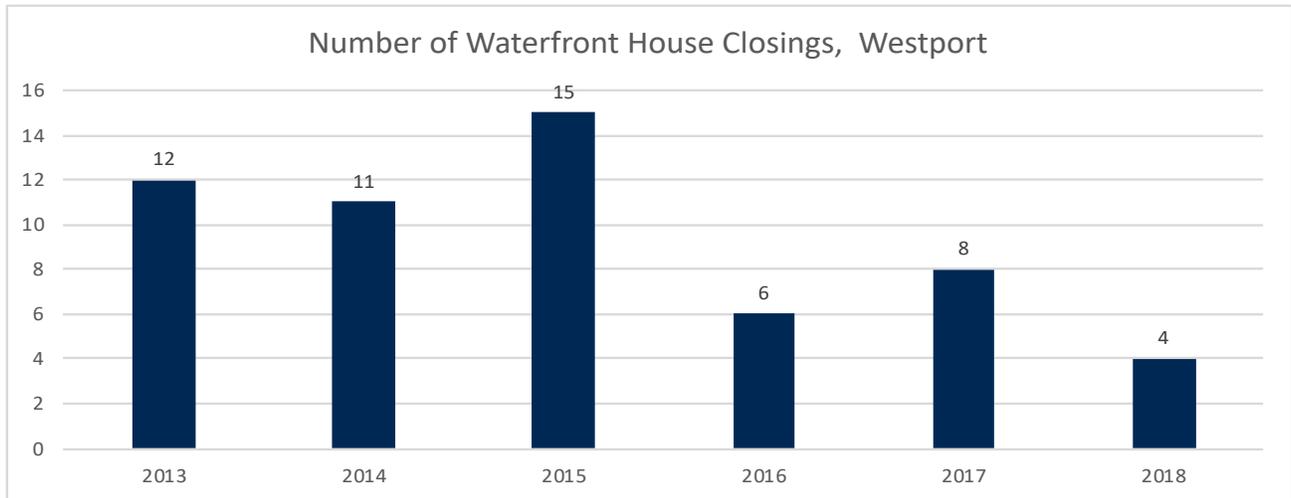
\$3.3 Million The average sale price of the six waterfront homes that closed in Norwalk's Rowayton neighborhood in 2018.

\$850 The sold price per square foot for waterfront houses in Norwalk in 2018, 43% higher than the average sold price per square foot in Norwalk between 2013 and 2017.



Fall 2018 Waterfront Report

Town Details - Westport SF Houses



2018 Significant Stats - Westport

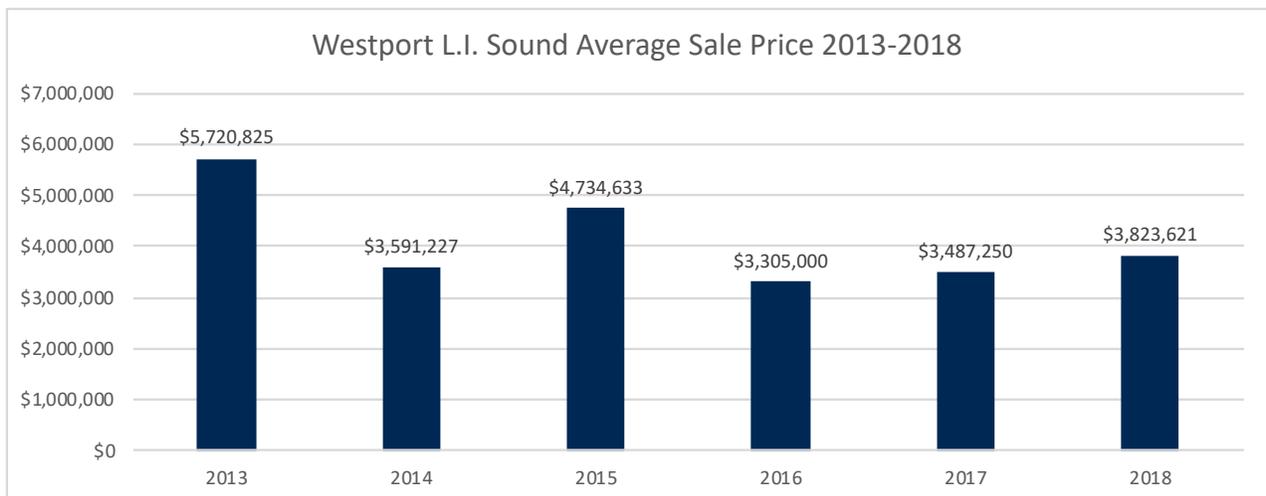
\$6.2 Million The highest sold price for Westport waterfront in 2018, for a new construction colonial with 3,373 square feet in the Compo Beach neighborhood.

\$1.185 Million The lowest closing price in 2018, for a 2 bedroom contemporary-style home in the Saugatuck Shore neighborhood with .50 acres and a private path down to the beach.

94% The average sale-to-list price ratio in 2018 for waterfront houses, the same ratio it had been in 2016 and 2017 for waterfront closings in Westport.

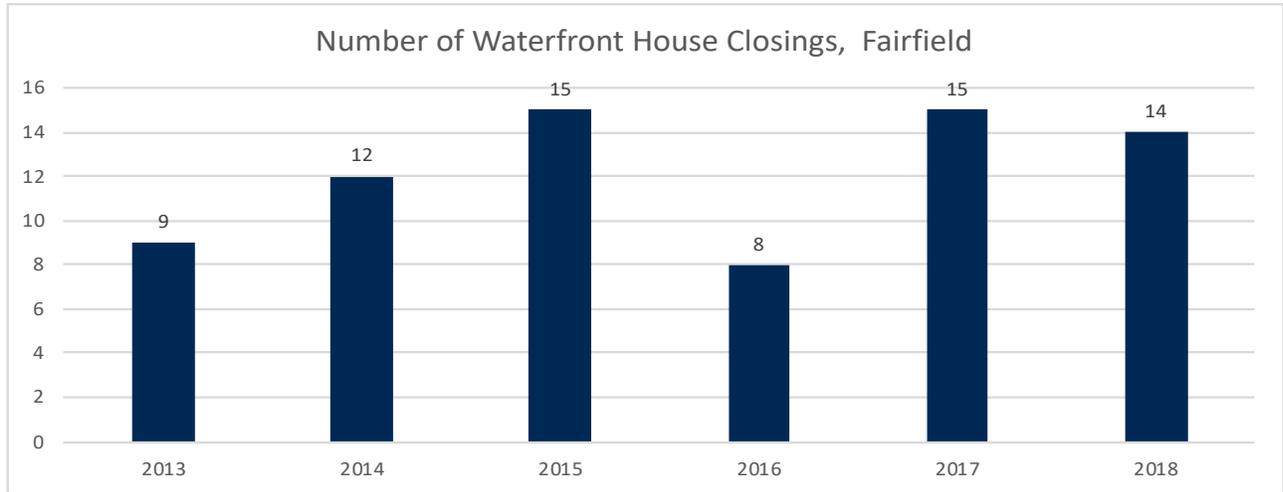
Winter The season three of the four Westport waterfront houses closed in 2018.

\$9.8 Million The average closing price for the 7 waterfront homes that have sold in the Greens Farms section of Westport since 2013.



Fall 2018 Waterfront Report

Town Details - Fairfield SF Houses



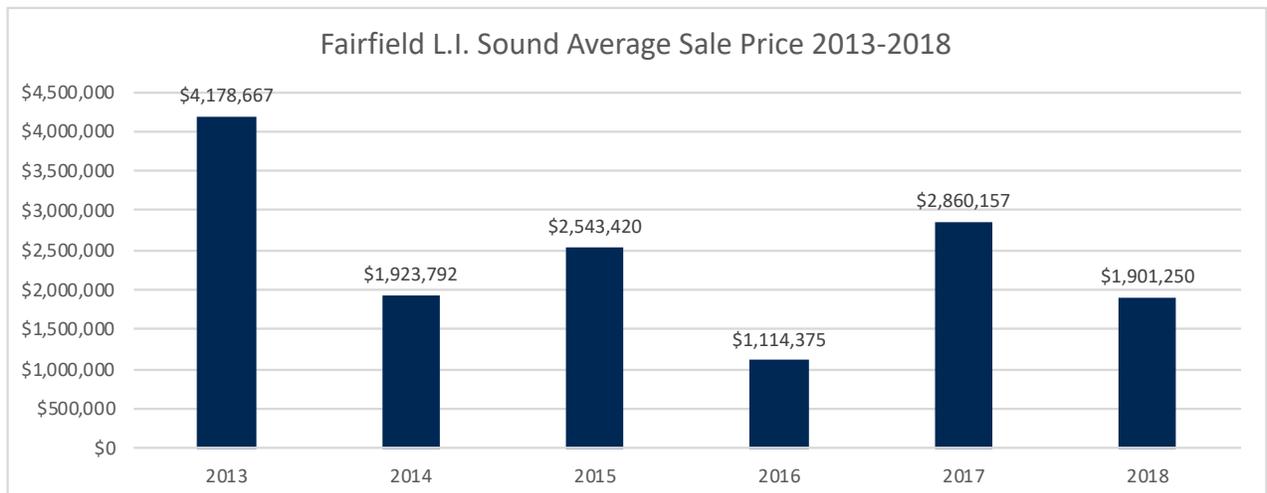
2018 Significant Stats - Fairfield

\$4.2 Million The highest sold price for waterfront in Fairfield in 2018, for a 4,365 square foot colonial in Southport with one acre and over 200 feet of water frontage.

\$670 The average sold price per square foot in Fairfield in 2018. The average sold price per square foot for waterfront in Fairfield has been between \$637 and \$670 each of the last five years.

10 the number of waterfront closings on Beach Road in 2018, the most of any single road or neighborhood in Lower Fairfield County. Closing prices ranged from \$823,000 to \$2.6 Million, with an average of \$1.68 Million.

\$13.9 Million The highest closing price for waterfront in Fairfield since 2013, for an 11+ acre property in the Sasco section of Fairfield with 450 feet of water frontage and a private beach.

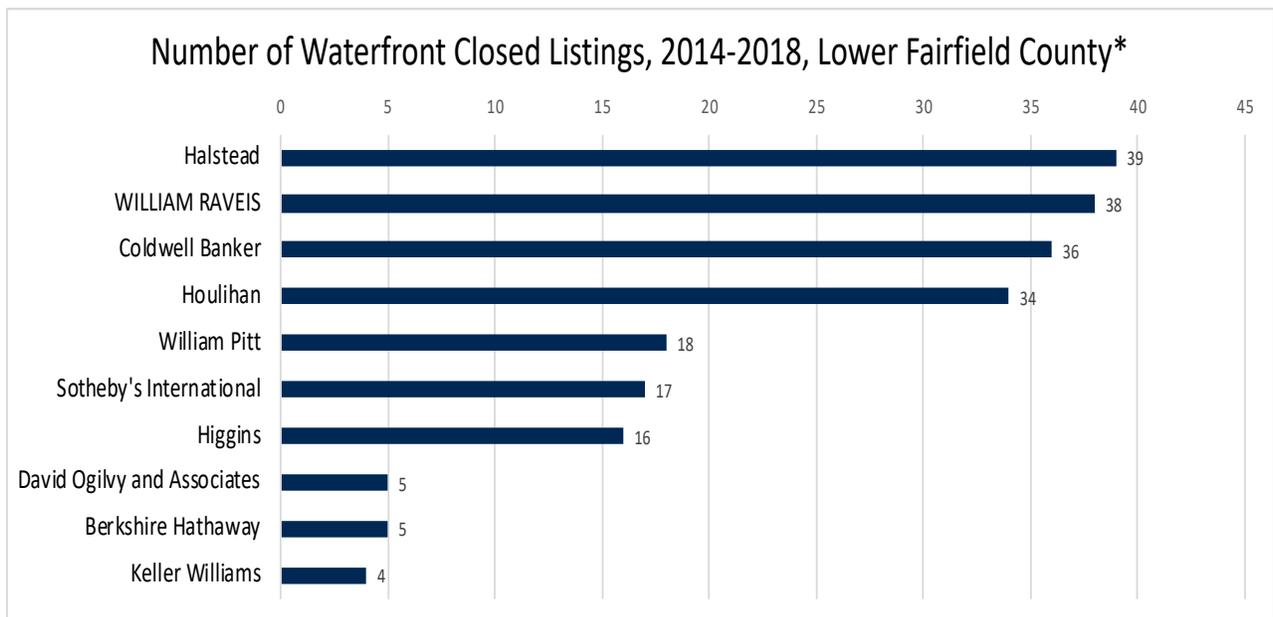
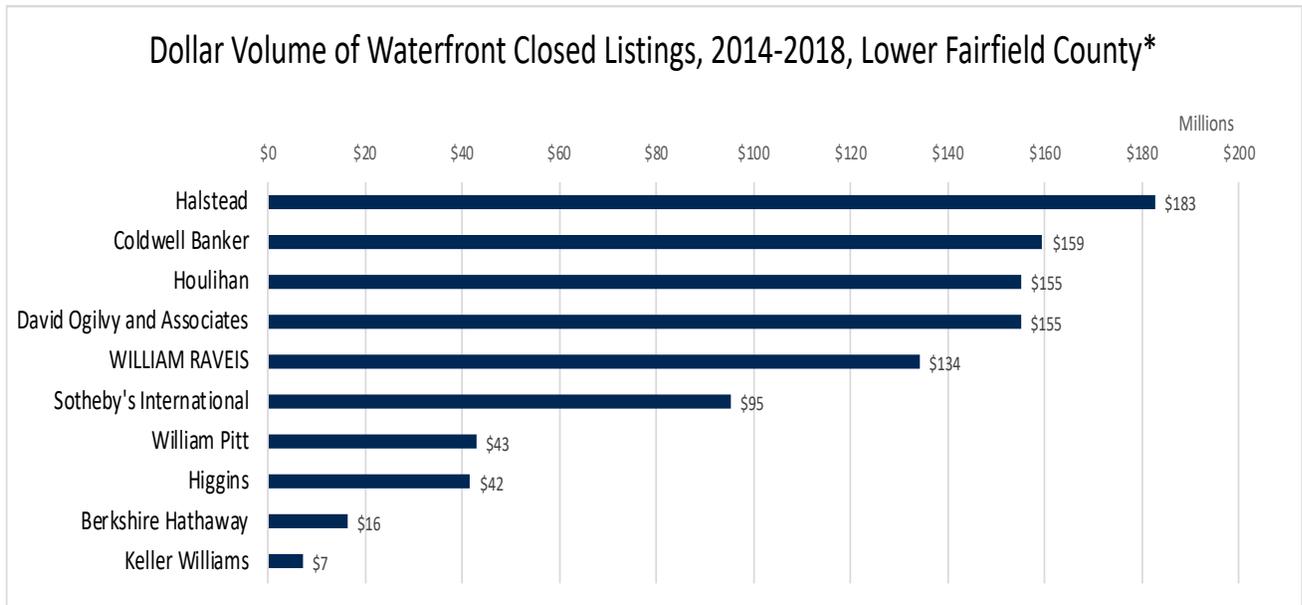


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Waterfront Single Family Houses

Halstead is the Leader in Waterfront Real Estate in Lower Fairfield County*



*Greenwich, Stamford, Darien, Norwalk and Westport.

