



Greenwich - Central Greenwich

Although there were 10 fewer sales in Central Greenwich in the Third Quarter of 2017 than in the Third Quarter of 2016, the average price rose 14%. Overall, there is a 15-month supply of inventory on the market, ranging from 4 months at the low end (under \$1M) to 30 months at the high end (\$5M+). Properties are staying on the market 15% longer.

MARKET OVERVIEW

	3Q 2017	3Q 2016	% CHANGE
Number of Sales	85	95	-11%
Average Sale Price	\$2,885,982	\$2,522,958	14%
Median Sale Price	\$2,025,000	\$2,200,000	-8%
Average Days on Market	195	169	15%
Sale-to-List Price %	94%	94%	0%

ABSORPTION

	SALES LAST 6 MONTHS	ACTIVE LISTINGS	SUPPLY/ABSORPTION RATE
\$0 - \$1M	37	25	4
\$1M - \$2M	55	83	9
\$2M - \$3M	25	85	20
\$3M - \$5M	31	105	20
\$5M+	24	120	30
Total	172	418	15

TOTAL SALES

	3Q 2017	3Q 2016	% CHANGE
\$0 - \$1M	14	13	8%
\$1M - \$2M	28	33	-15%
\$2M - \$3M	16	23	-30%
\$3M - \$5M	15	18	-17%
\$5M+	12	8	50%
Total	85	95	-11%

Cos Cob

Cos Cob saw 55% fewer sales in the Third Quarter of 2017 than in the Third Quarter of 2016, with the largest decrease coming in the under-\$1M range. However, average and median prices increased. There is a 10-month supply overall.

MARKET OVERVIEW

	3Q 2017	3Q 2016	% CHANGE
Number of Sales	13	29	-55%
Average Sale Price	\$1,493,259	\$1,195,973	25%
Median Sale Price	\$1,105,375	\$1,050,000	5%
Average Days on Market	118	152	-22%
Sale-to-List Price %	95%	94%	1%

ABSORPTION

	SALES LAST 6 MONTHS	ACTIVE LISTINGS	SUPPLY/ABSORPTION RATE
\$0 - \$1M	11	9	5
\$1M - \$2M	14	30	13
\$2M - \$3M	4	7	11
\$3M - \$5M	1	6	36
\$5M+	0	0	-
Total	30	52	10

TOTAL SALES

	3Q 2017	3Q 2016	% CHANGE
\$0 - \$1M	3	12	-75%
\$1M - \$2M	8	14	-43%
\$2M - \$3M	1	3	-67%
\$3M - \$5M	1	0	-
\$5M+	0	0	-
Total	13	29	-55%

Riverside

Average and median sale prices dropped in Riverside from the Third Quarter of 2016 and properties are staying on the market 54% longer. There is an 11-month supply in the \$2M - \$3M range, but all other price ranges have 9 months or less.

MARKET OVERVIEW

	3Q 2017	3Q 2016	% CHANGE
Number of Sales	24	32	-25%
Average Sale Price	\$2,106,162	\$2,516,375	-16%
Median Sale Price	\$1,633,000	\$1,875,000	-13%
Average Days on Market	142	92	54%
Sale-to-List Price %	95%	96%	-1%

ABSORPTION

	SALES LAST 6 MONTHS	ACTIVE LISTINGS	SUPPLY/ABSORPTION RATE
\$0 - \$1M	12	5	3
\$1M - \$2M	22	19	5
\$2M - \$3M	11	21	11
\$3M - \$5M	12	17	9
\$5M+	0	14	-
Total	57	76	8

TOTAL SALES

	3Q 2017	3Q 2016	% CHANGE
\$0 - \$1M	6	4	50%
\$1M - \$2M	9	16	-44%
\$2M - \$3M	4	5	-20%
\$3M - \$5M	3	5	-40%
\$5M+	2	2	0%
Total	24	32	-25%

Greenwich - Old Greenwich

Although there were 34% fewer sales in Old Greenwich from the Third Quarter of 2016 to the Third Quarter of 2017, average and median prices rose considerably. Most sales were in the \$1M to \$2M range and this range has a 7 month supply, as compared with a 10-month supply, overall.

MARKET OVERVIEW

	3Q 2017	3Q 2016	% CHANGE
Number of Sales	23	35	-34%
Average Sale Price	\$3,130,375	\$1,868,896	67%
Median Sale Price	\$1,950,000	\$1,550,000	26%
Average Days on Market	105	107	-2%
Sale-to-List Price %	95%	97%	-2%

ABSORPTION

	SALES LAST 6 MONTHS	ACTIVE LISTINGS	SUPPLY/ABSORPTION RATE
\$0 - \$1M	1	1	6
\$1M - \$2M	20	22	7
\$2M - \$3M	11	24	13
\$3M - \$5M	6	17	17
\$5M+	5	9	11
Total	43	73	10

TOTAL SALES

	3Q 2017	3Q 2016	% CHANGE
\$0 - \$1M	0	5	-
\$1M - \$2M	12	21	-43%
\$2M - \$3M	3	5	-40%
\$3M - \$5M	4	3	33%
\$5M+	4	1	300%
Total	23	35	-34%

Stamford

Volume and prices in Stamford remained stable since the Third Quarter of 2016, with days on the market dropping 19%. The overwhelming majority of sales occurred in the under-\$1M range, which saw only a 5% decrease in volume. Overall, there is a 5-month supply.

MARKET OVERVIEW

	3Q 2017	3Q 2016	% CHANGE
Number of Sales	214	227	-6%
Average Sale Price	\$638,825	\$641,361	0%
Median Sale Price	\$575,500	\$585,000	-2%
Average Days on Market	88	108	-19%
Sale-to-List Price %	97%	97%	0%

ABSORPTION

	SALES LAST 6 MONTHS	ACTIVE LISTINGS	SUPPLY/ABSORPTION RATE
\$0 - \$1M	382	249	4
\$1M - \$2M	42	108	15
\$2M - \$3M	2	13	39
\$3M - \$5M	0	4	-
\$5M+	0	3	-
Total	426	377	5

TOTAL SALES

	3Q 2017	3Q 2016	% CHANGE
\$0 - \$1M	194	204	-5%
\$1M - \$2M	19	21	-10%
\$2M - \$3M	1	2	-50%
\$3M - \$5M	0	0	-
\$5M+	0	0	-
Total	214	227	-6%

New Canaan

There were 32% fewer sales in New Canaan in the Third Quarter of 2017 than in the Third Quarter of 2016. However, average and median prices decreased 13%. There is currently a 11-month supply of inventory, ranging from 7 months on the low end, to 35 on the high end.

MARKET OVERVIEW

	3Q 2017	3Q 2016	% CHANGE
Number of Sales	74	52	42%
Average Sale Price	\$1,678,484	\$1,923,588	-13%
Median Sale Price	\$1,477,500	\$1,695,000	-13%
Average Days on Market	136	144	-6%
Sale-to-List Price %	95%	94%	1%

ABSORPTION

	SALES LAST 6 MONTHS	ACTIVE LISTINGS	SUPPLY/ABSORPTION RATE
\$0 - \$1M	37	41	7
\$1M - \$2M	76	104	8
\$2M - \$3M	30	73	15
\$3M - \$5M	9	33	22
\$5M+	4	23	35
Total	156	274	11

TOTAL SALES

	3Q 2017	3Q 2016	% CHANGE
\$0 - \$1M	18	4	350%
\$1M - \$2M	36	31	16%
\$2M - \$3M	14	11	27%
\$3M - \$5M	5	5	0%
\$5M+	1	1	0%
Total	74	52	42%

Darien

Darien saw increases in volume, average and median sale prices since the Third Quarter of 2016. Each value range saw increased volume and there is currently only a 7-month supply of inventory, overall.

MARKET OVERVIEW

	3Q 2017	3Q 2016	% CHANGE
Number of Sales	108	67	61%
Average Sale Price	\$1,650,366	\$1,490,381	11%
Median Sale Price	\$1,450,000	\$1,200,000	21%
Average Days on Market	117	101	16%
Sale-to-List Price %	97%	97%	0%

ABSORPTION

	SALES LAST 6 MONTHS	ACTIVE LISTINGS	SUPPLY/ABSORPTION RATE
\$0 - \$1M	45	22	3
\$1M - \$2M	98	102	6
\$2M - \$3M	41	48	7
\$3M - \$5M	10	25	15
\$5M+	2	19	57
Total	196	216	7

TOTAL SALES

	3Q 2017	3Q 2016	% CHANGE
\$0 - \$1M	25	20	25%
\$1M - \$2M	54	35	54%
\$2M - \$3M	22	8	175%
\$3M - \$5M	6	3	100%
\$5M+	1	1	0%
Total	108	67	61%

Rowayton

While sales volume was stable in Rowayton over the last year, average and median sale prices increased 21% and 36%, respectively. Most activity occurred in the \$2M and under range and there is currently a 6-month supply, overall.

MARKET OVERVIEW

	3Q 2017	3Q 2016	% CHANGE
Number of Sales	25	23	9%
Average Sale Price	\$1,481,107	\$1,220,065	21%
Median Sale Price	\$1,435,000	\$1,053,000	36%
Average Days on Market	87	157	-45%
Sale-to-List Price %	96%	95%	1%

ABSORPTION

	SALES LAST 6 MONTHS	ACTIVE LISTINGS	SUPPLY/ABSORPTION RATE
\$0 - \$1M	26	17	4
\$1M - \$2M	17	22	8
\$2M - \$3M	4	9	14
\$3M - \$5M	2	5	15
\$5M+	1	1	6
Total	50	54	6

TOTAL SALES

	3Q 2017	3Q 2016	% CHANGE
\$0 - \$1M	8	10	-20%
\$1M - \$2M	14	11	27%
\$2M - \$3M	2	2	0%
\$3M - \$5M	0	0	-
\$5M+	1	0	-
Total	25	23	9%

Norwalk

Norwalk saw a small drop in volume (13%) and a small increase in average sale price (13%) from the Third Quarter of 2016. Supply is low, particularly under \$1M (4 months), contributing to an overall supply of overall 4 months.

MARKET OVERVIEW

	3Q 2017	3Q 2016	% CHANGE
Number of Sales	185	212	-13%
Average Sale Price	\$629,024	\$557,927	13%
Median Sale Price	\$467,500	\$440,000	6%
Average Days on Market	81	89	-9%
Sale-to-List Price %	97%	98%	-1%

ABSORPTION

	SALES LAST 6 MONTHS	ACTIVE LISTINGS	SUPPLY/ABSORPTION RATE
\$0 - \$1M	341	214	4
\$1M - \$2M	28	39	8
\$2M - \$3M	5	12	14
\$3M - \$5M	5	6	7
\$5M+	3	3	6
Total	382	274	4

TOTAL SALES

	3Q 2017	3Q 2016	% CHANGE
\$0 - \$1M	167	193	-13%
\$1M - \$2M	14	16	-13%
\$2M - \$3M	2	3	-33%
\$3M - \$5M	0	0	-
\$5M+	2	0	-
Total	185	212	-13%

Wilton

Overall sales volume and prices remained relatively level in Wilton from the Third Quarter of 2016 to the Third Quarter of 2017. Properties under \$1M saw a modest 15% decrease in sales, while properties over \$1M saw an increase of 17% in volume. The overall supply is 9 months, with the primary range of under-\$1M 7 months.

MARKET OVERVIEW

	3Q 2017	3Q 2016	% CHANGE
Number of Sales	66	72	-8%
Average Sale Price	\$828,890	\$793,106	5%
Median Sale Price	\$753,000	\$744,500	1%
Average Days on Market	117	115	2%
Sale-to-List Price %	96%	96%	0%

ABSORPTION

	SALES LAST 6 MONTHS	ACTIVE LISTINGS	SUPPLY/ABSORPTION RATE
\$0 - \$1M	112	127	7
\$1M - \$2M	24	63	16
\$2M - \$3M	1	9	54
\$3M - \$5M	0	3	-
\$5M+	0	1	-
Total	137	203	9

TOTAL SALES

	3Q 2017	3Q 2016	% CHANGE
\$0 - \$1M	51	60	-15%
\$1M - \$2M	14	12	17%
\$2M - \$3M	1	0	-
\$3M - \$5M	0	0	-
\$5M+	0	0	-
Total	66	72	-8%

Weston

Weston saw a 37% decrease in sales volume from the Third Quarter of 2016 to the Third Quarter of 2017, with prices and marketing time remaining relatively stable. Most sales occurred in the under-\$1M sector, where there is a supply of 6 months.

MARKET OVERVIEW

	3Q 2017	3Q 2016	% CHANGE
Number of Sales	41	65	-37%
Average Sale Price	\$844,651	\$872,759	-3%
Median Sale Price	\$809,520	\$795,000	2%
Average Days on Market	120	114	5%
Sale-to-List Price %	96%	96%	0%

ABSORPTION

	SALES LAST 6 MONTHS	ACTIVE LISTINGS	SUPPLY/ABSORPTION RATE
\$0 - \$1M	74	72	6
\$1M - \$2M	23	60	16
\$2M - \$3M	4	8	12
\$3M - \$5M	0	1	-
\$5M+	0	0	-
Total	101	141	8

TOTAL SALES

	3Q 2017	3Q 2016	% CHANGE
\$0 - \$1M	31	45	-31%
\$1M - \$2M	9	20	-55%
\$2M - \$3M	1	0	-
\$3M - \$5M	0	0	-
\$5M+	0	0	-
Total	41	65	-37%

Westport

Aside from a 25% increase in volume, overall statistics in Westport were similar in the Third Quarter of 2017 as they were in the Third Quarter of 2016. Each value range saw an increase in volume, with the exception of \$3M - \$5M, which was virtually unchanged. Overall supply is at 8 months.

MARKET OVERVIEW

	3Q 2017	3Q 2016	% CHANGE
Number of Sales	133	106	25%
Average Sale Price	\$1,460,861	\$1,496,000	-2%
Median Sale Price	\$1,267,550	\$1,284,000	-1%
Average Days on Market	113	101	12%
Sale-to-List Price %	96%	95%	1%

ABSORPTION

	SALES LAST 6 MONTHS	ACTIVE LISTINGS	SUPPLY/ABSORPTION RATE
\$0 - \$1M	88	80	5
\$1M - \$2M	126	132	6
\$2M - \$3M	39	67	10
\$3M - \$5M	13	53	24
\$5M+	6	13	13
Total	272	345	8

TOTAL SALES

	3Q 2017	3Q 2016	% CHANGE
\$0 - \$1M	48	34	41%
\$1M - \$2M	61	54	13%
\$2M - \$3M	18	11	64%
\$3M - \$5M	4	5	-20%
\$5M+	2	2	0%
Total	133	106	25%

Fairfield

Overall statistics in Fairfield were stable from the Third Quarter of 2016 to the Third Quarter of 2017. There were only slight changes in volume and price. The overall inventory supply is 5 months.

MARKET OVERVIEW

	3Q 2017	3Q 2016	% CHANGE
Number of Sales	247	227	9%
Average Sale Price	\$717,338	\$726,508	-1%
Median Sale Price	\$585,000	\$630,000	-7%
Average Days on Market	95	92	3%
Sale-to-List Price %	97%	97%	0%

ABSORPTION

	SALES LAST 6 MONTHS	ACTIVE LISTINGS	SUPPLY/ABSORPTION RATE
\$0 - \$1M	399	270	4
\$1M - \$2M	89	103	7
\$2M - \$3M	8	32	24
\$3M - \$5M	0	16	-
\$5M+	0	5	-
Total	496	426	5

TOTAL SALES

	3Q 2017	3Q 2016	% CHANGE
\$0 - \$1M	198	182	9%
\$1M - \$2M	44	43	2%
\$2M - \$3M	5	2	150%
\$3M - \$5M	0	0	-
\$5M+	0	0	-
Total	247	227	9%



OFFICES

MANHATTAN

PARK AVENUE

499 Park Avenue
New York, NY 10022
212.734.0010

EAST SIDE

770 Lexington Avenue
New York, NY 10065
212.317.7800

WEST SIDE

408 Columbus Avenue
New York, NY 10024
212.769.3000

VILLAGE

831 Broadway
New York, NY 10003
212.381.6500

SOHO

451 West Broadway
New York, NY 10012
212.381.4200

HARLEM

2169 Frederick Douglass Boulevard
New York, NY 10026
212.381.2570

WASHINGTON HEIGHTS

819 West 187th Street
New York, NY 10033
212.381.2452

RIVERDALE

RIVERDALE JOHNSON

3531 Johnson Avenue
Riverdale, NY 10463
718.878.1700

RIVERDALE MOSHOLU

5626 Mosholu Avenue
Riverdale, NY 10471
718.549.4116

BROOKLYN

BROOKLYN HEIGHTS

122 Montague Street
Brooklyn, NY 11201
718.613.2000

NORTH SLOPE

76 Seventh Avenue
Brooklyn, NY 11217
718.399.2222

PARK SLOPE

160 7th Avenue
Brooklyn, NY 11215
718.878.1960

COBBLE HILL

162 Court Street
Brooklyn, NY 11201
718.613.2020

BEDFORD STUYVESANT

316 Stuyvesant Avenue
Brooklyn, NY 11233
718.613.2800

SOUTH SLOPE

1214 8th Avenue
Brooklyn, NY 11215
718.878.1888

FORT GREENE

725 Fulton Street
Brooklyn, NY 1127
718.613.2800

HUDSON VALLEY

HUDSON

526 Warren Street
Hudson, NY 12534
518.828.0181

CONNECTICUT

DARIEN

671 Boston Post Road
Darien, CT 06820
203.655.1418

NEW CANAAN - ELM STREET

183 Elm Street
New Canaan, CT 06840
203.966.7800

NEW CANAAN - SOUTH AVENUE

6 South Avenue
New Canaan, CT 06840
203.966.7772

ROWAYTON

140 Rowayton Avenue
Rowayton, CT 06853
203.655.1418

GREENWICH

125 Mason Street
Greenwich, CT 06830
203.869.8100

STAMFORD

1099 High Ridge Road
Stamford, CT 06905
203.329.8801

WESTPORT

379 Post Road East
Westport, CT 06880
203.221.0666

WILTON

21 River Road
Wilton, CT 06897
203.762.8118

QUEENS

LONG ISLAND CITY

47-12 Vernon Boulevard
Queens, NY 1110
718.878.1800

FOREST HILLS

108-23 Ascan Avenue
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NEW JERSEY

HOBOKEN

200 Washington Street
Hoboken, NJ 07030
201.478.6700

MONTCLAIR

635 Valley Road,
Montclair, NJ 07030
973.744.6033

HAMPTONS

EAST HAMPTON

2 Newtown Lane
East Hampton, NY 11937
631.324.6100

SOUTHAMPTON

31 Main Street
Southampton, NY 11968
631.283.2883

CORPORATE

COMMERCIAL SALES

770 Lexington Avenue
New York, NY 10065
212.381.3208

DEVELOPMENT MARKETING

445 Park Avenue
New York, NY 10022
212.521.5703

GLOBAL SERVICES

770 Lexington Avenue
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MANAGEMENT COMPANY

770 Lexington Avenue, 7th floor
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