



**HALSTEAD**  
REAL ESTATE

Connecticut  
**Market Report** 2018  
Third Quarter 2018

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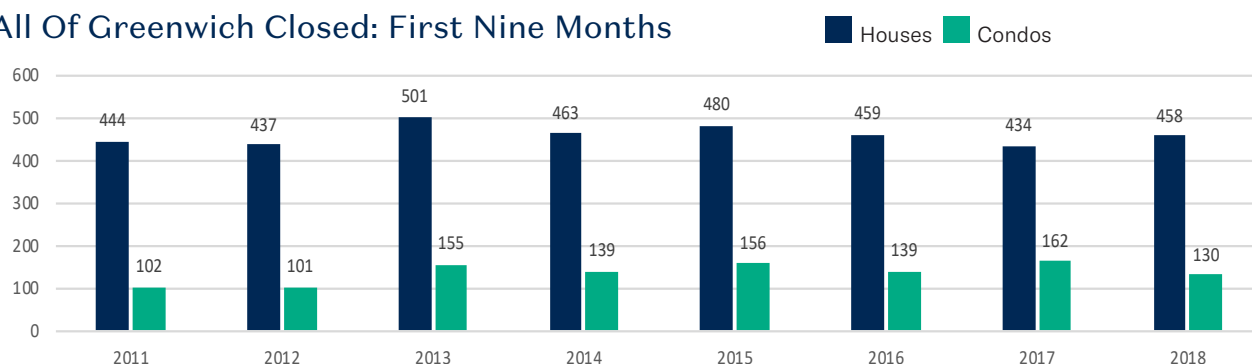
HALSTEAD CONNECTICUT, LLC

# All of Greenwich Overview

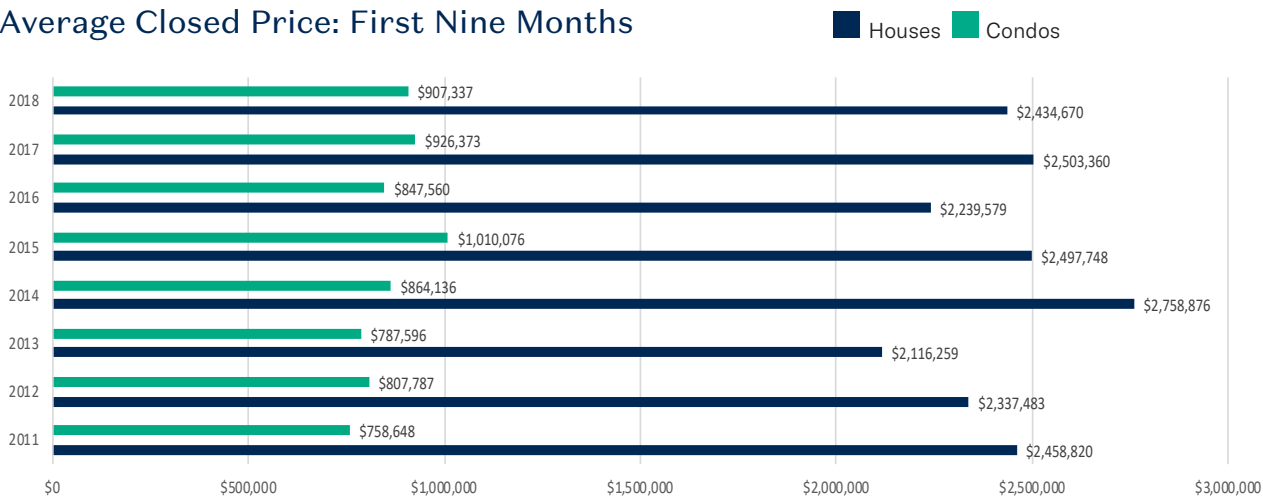


	2018	2017	% CHANGE
Houses: Closings in Third Quarter	183	145	+26.2%
Houses: Closings First Nine Months	458	434	+5.5%
Houses: Median Closing Price First Nine Months	\$1,848,750	\$1,804,500	+2.5%
Houses: Average Closing Price First Nine Months	\$2,434,670	\$2,503,360	-2.7%
Houses: Active Inventory Sept. 30th	662	643	+3%
Condos: Closings First Nine Months	130	162	-19.8%
Condos: Average Closing Price First Nine Months	\$907,337	\$926,373	-2.1%
Condos: Active Inventory Sept. 30th	134	135	-0.7%

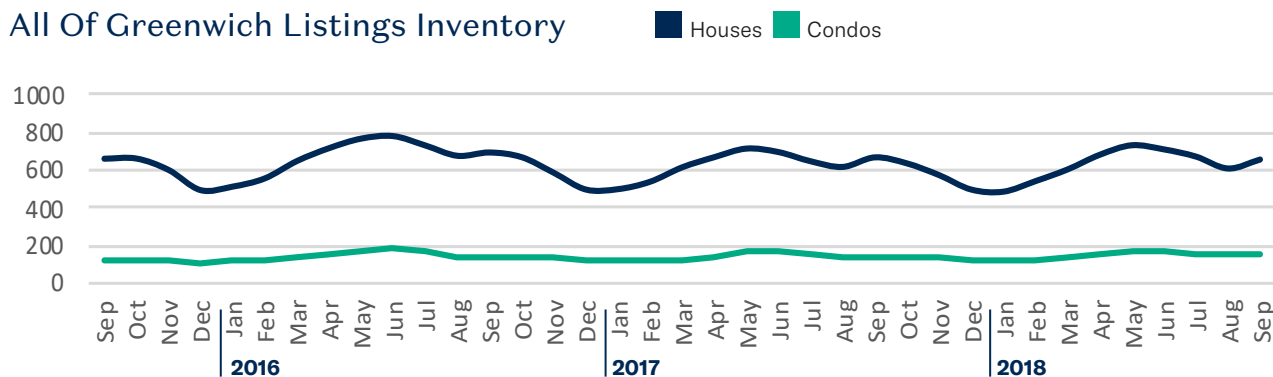
## All Of Greenwich Closed: First Nine Months



## Average Closed Price: First Nine Months



## All Of Greenwich Listings Inventory



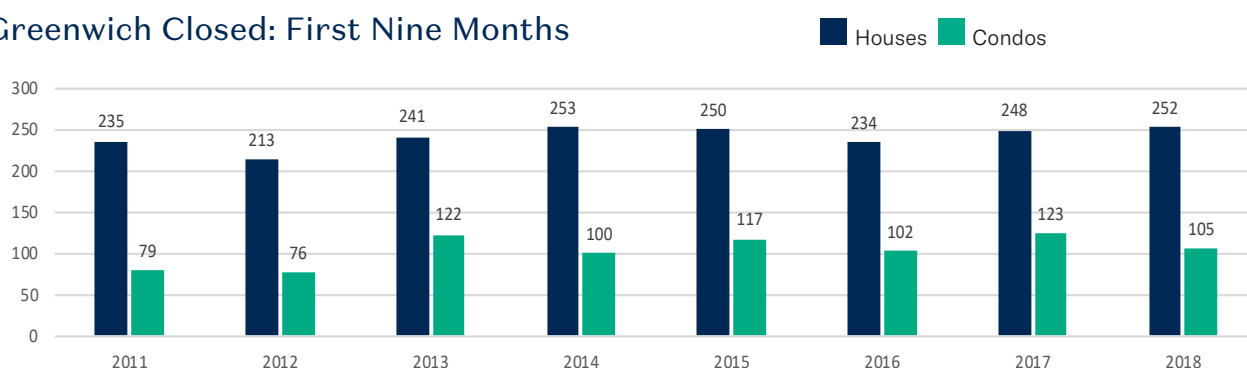
Active inventory from Greenwich MLS includes Active and Contingent Contract status.

# Greenwich Overview

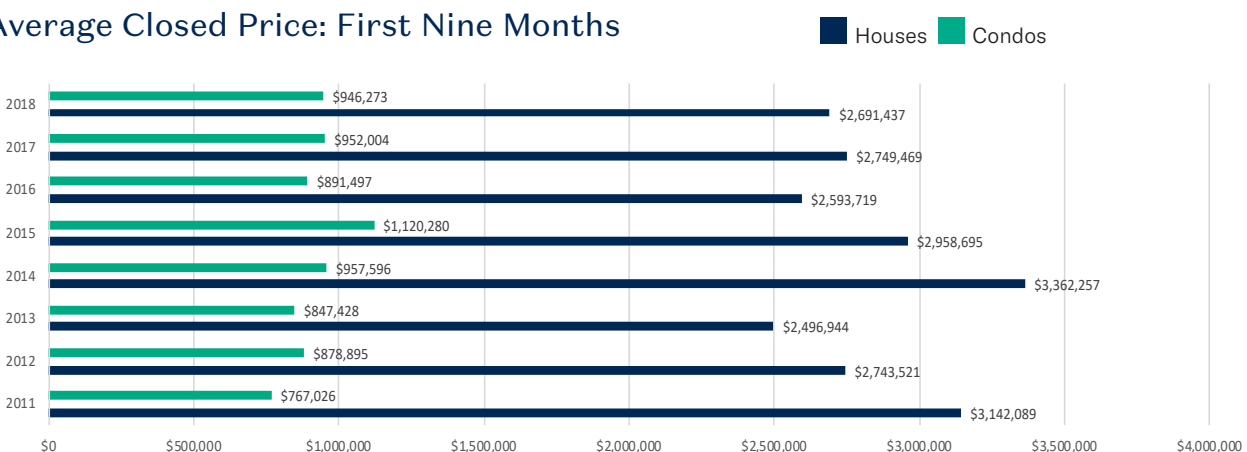


	2018	2017	% CHANGE
Houses: Closings in Third Quarter	109	85	+28.2%
Houses: Closings First Nine Months	252	248	+1.6%
Houses: Median Closing Price First Nine Months	\$1,997,500	\$1,900,000	+5.1%
Houses: Average Closing Price First Nine Months	\$2,691,437	\$2,749,469	-2.1%
Houses: Active Inventory Sept. 30th	432	433	-0.2%
Condos: Closings First Nine Months	105	123	-14.6%
Condos: Average Closing Price First Nine Months	\$946,273	\$952,004	-0.6%
Condos: Active Inventory Sept. 30th	105	103	+1.9%

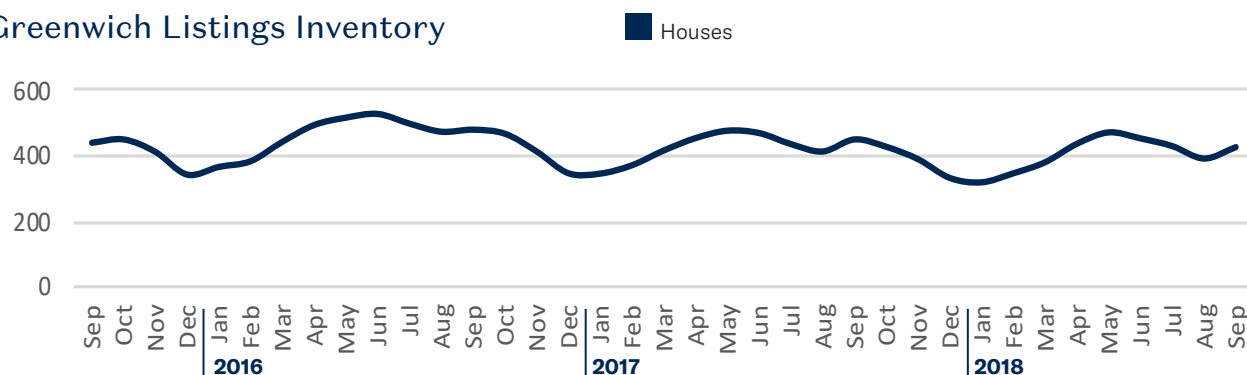
## Greenwich Closed: First Nine Months



## Average Closed Price: First Nine Months



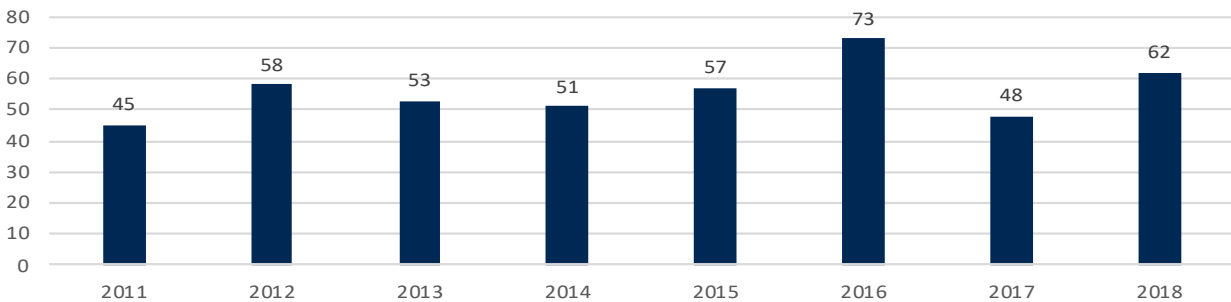
## Greenwich Listings Inventory



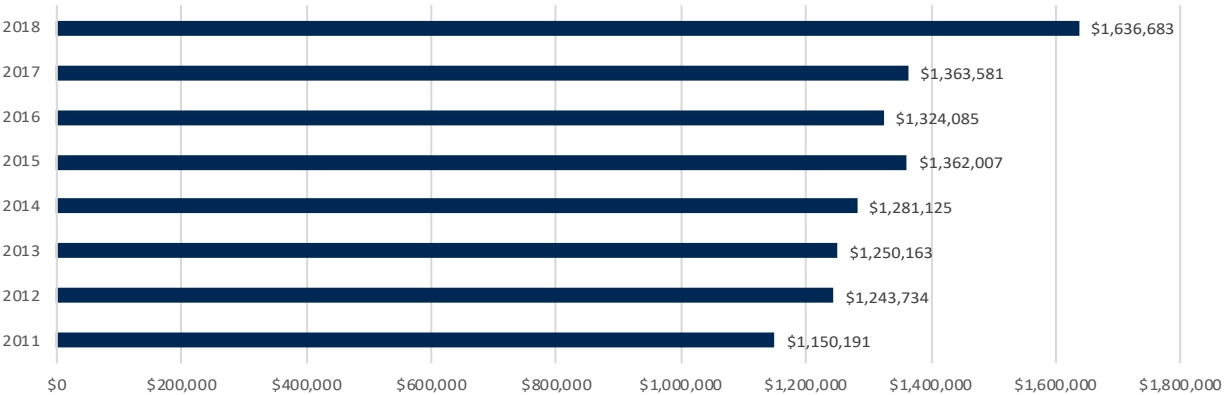
# Cos Cob Overview

	2018	2017	% CHANGE
Houses: Closings in Third Quarter	19	13	+46.2%
Houses: Closings First Nine Months	62	48	+29.2%
Houses: Median Closing Price First Nine Months	\$1,475,500	\$1,240,000	+19%
Houses: Average Closing Price First Nine Months	\$1,636,683	\$1,363,581	+20%
Houses: Active Inventory Sept. 30th	60	54	+11.1%
Condos: Closings First Nine Months	12	21	-42.9%
Condos: Average Closing Price First Nine Months	\$946,954	\$976,429	-3%
Condos: Active Inventory Sept. 30th	14	20	-30%

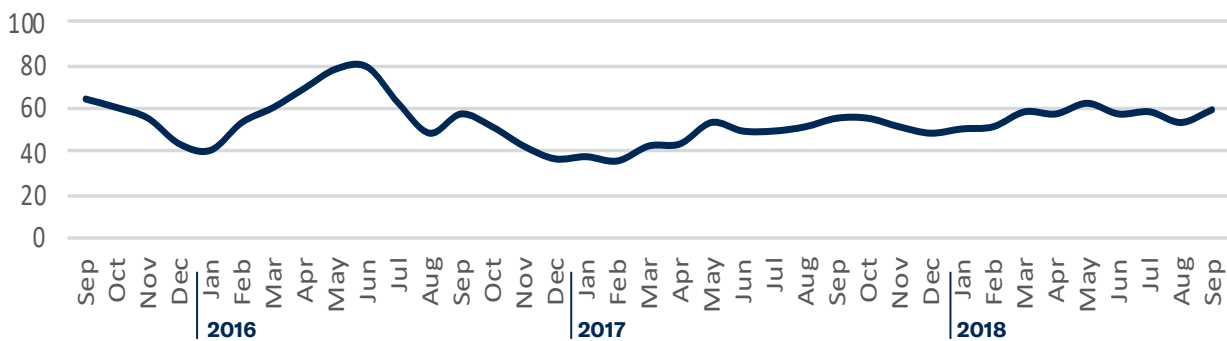
## Cos Cob Closed: First Nine Months ■ Houses



## Average Closed Price: First Nine Months ■ Houses



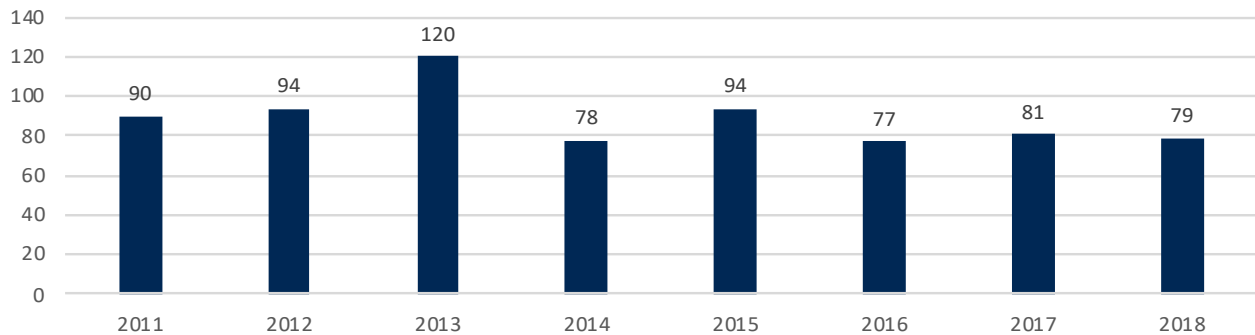
## Cos Cob Listings Inventory ■ Houses



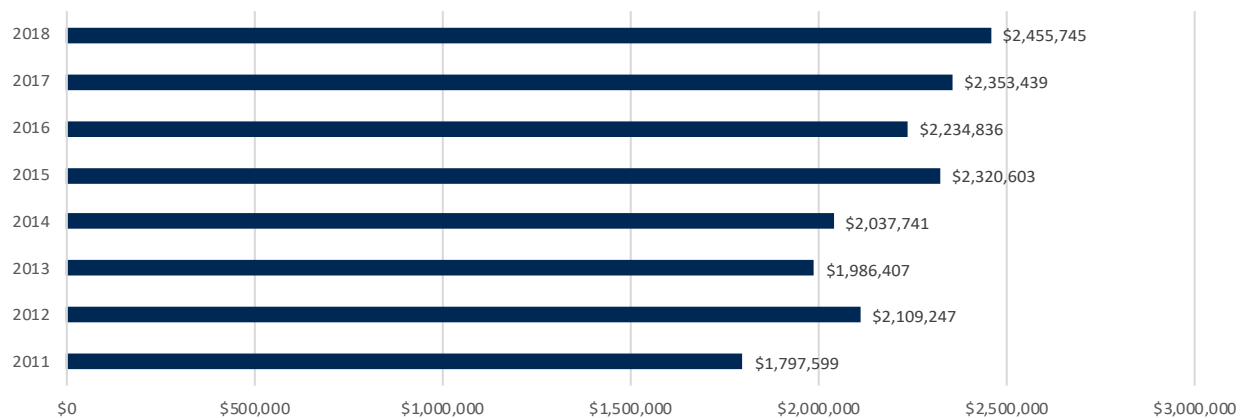
# Riverside Overview

	2018	2017	% CHANGE
Houses: Closings in Third Quarter	30	24	+25%
Houses: Closings First Nine Months	79	81	-2.5%
Houses: Median Closing Price First Nine Months	\$1,875,000	\$1,785,000	+5%
Houses: Average Closing Price First Nine Months	\$2,455,745	\$2,353,439	+4.3%
Houses: Active Inventory Sept. 30th	98	78	+25.6%

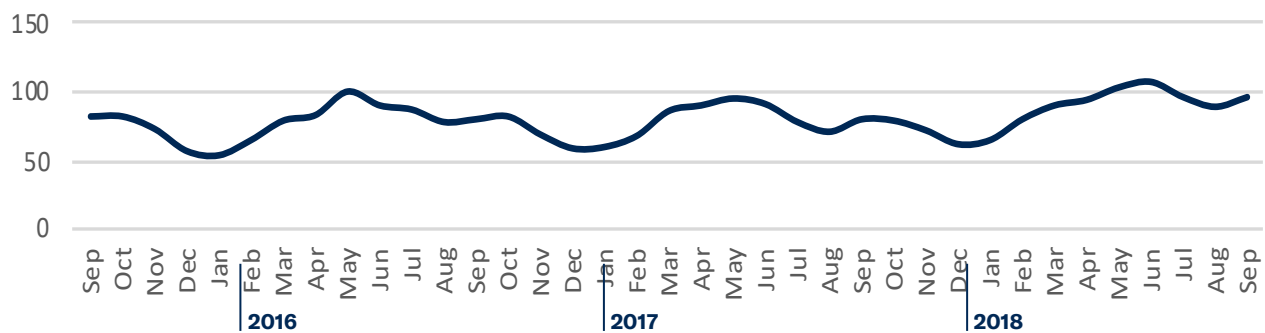
Riverside Closed: First Nine Months ■ Houses



Average Closed Price: First Nine Months ■ Houses



Riverside Listings Inventory ■ Houses

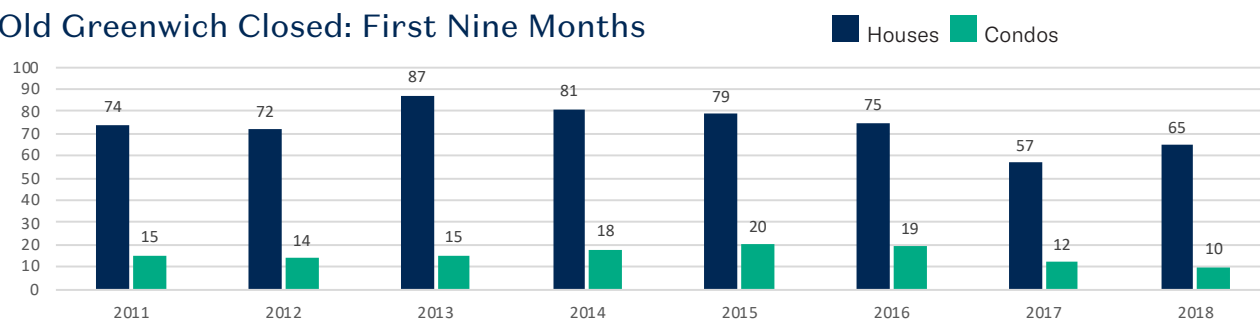


# Old Greenwich Overview

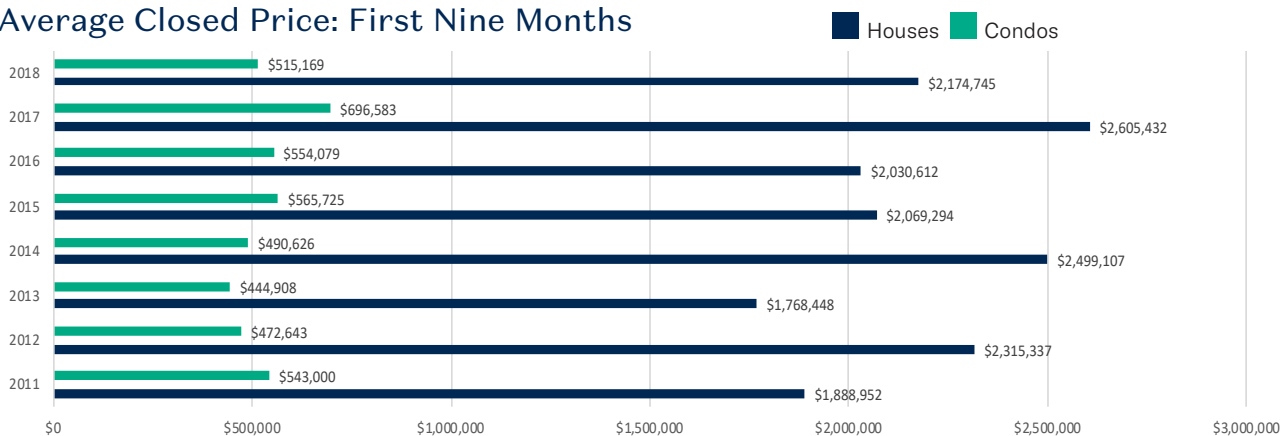


	2018	2017	% CHANGE
Houses: Closings in Third Quarter	25	23	+8.7%
Houses: Closings First Nine Months	65	57	+14%
Houses: Median Closing Price First Nine Months	\$1,850,000	\$2,125,000	-12.9%
Houses: Average Closing Price First Nine Months	\$2,174,745	\$2,605,432	-16.5%
Houses: Active Inventory Sept. 30th	72	78	-7.7%
Condos: Closings First Nine Months	10	12	-16.7%
Condos: Average Closing Price First Nine Months	\$515,169	\$696,583	-26%
Condos: Active Inventory Sept. 30th	11	10	+10%

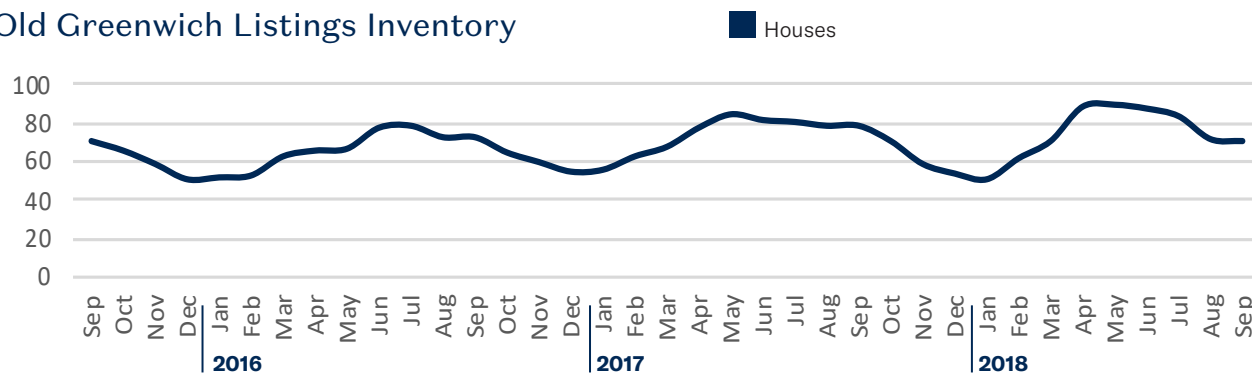
## Old Greenwich Closed: First Nine Months



## Average Closed Price: First Nine Months



## Old Greenwich Listings Inventory

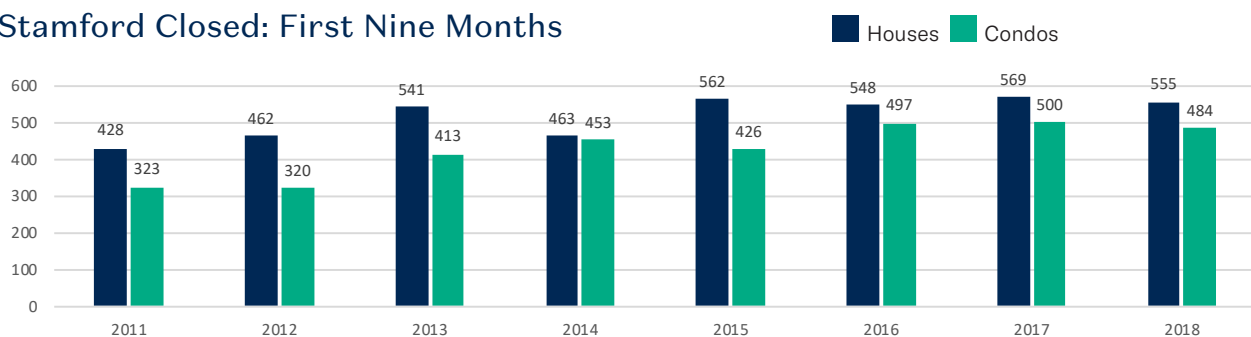


# Stamford Overview

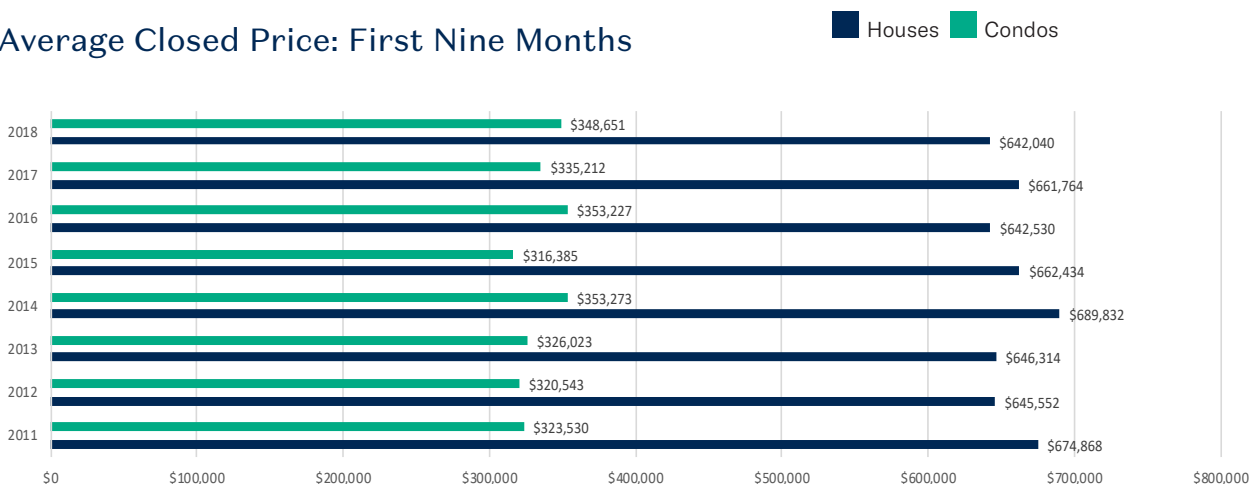


	2018	2017	% CHANGE
Houses: Closings in Third Quarter	186	215	-13.5%
Houses: Closings First Nine Months	555	569	-2.5%
Houses: Median Closing Price First Nine Months	\$583,000	\$585,000	-0.3%
Houses: Average Closing Price First Nine Months	\$642,040	\$661,764	-3%
Houses: Active Inventory Sept. 30th	434	446	-2.7%
Condos: Closings First Nine Months	484	500	-3.2%
Condos: Average Closing Price First Nine Months	\$348,651	\$335,212	+4%
Condos: Active Inventory Sept. 30th	242	303	-20.1%

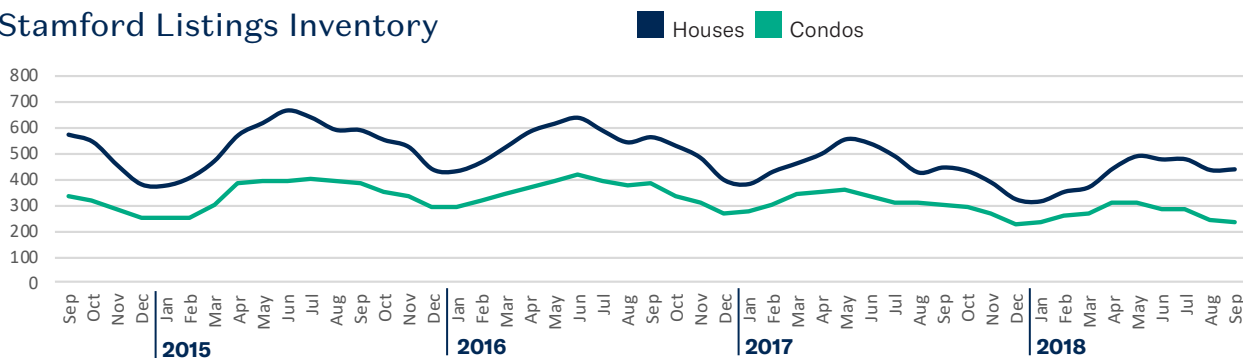
## Stamford Closed: First Nine Months



## Average Closed Price: First Nine Months



## Stamford Listings Inventory



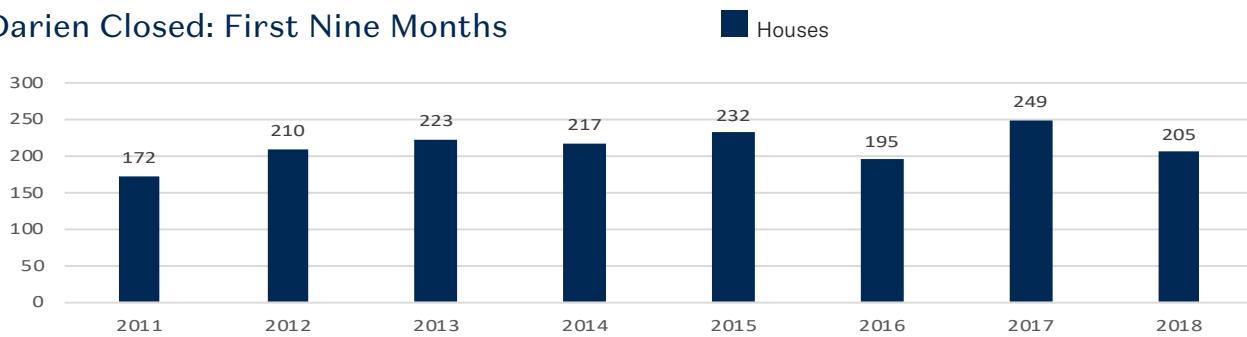
Active inventory from Connecticut Smart MLS and includes Active and Show status.

Third Quarter 2018

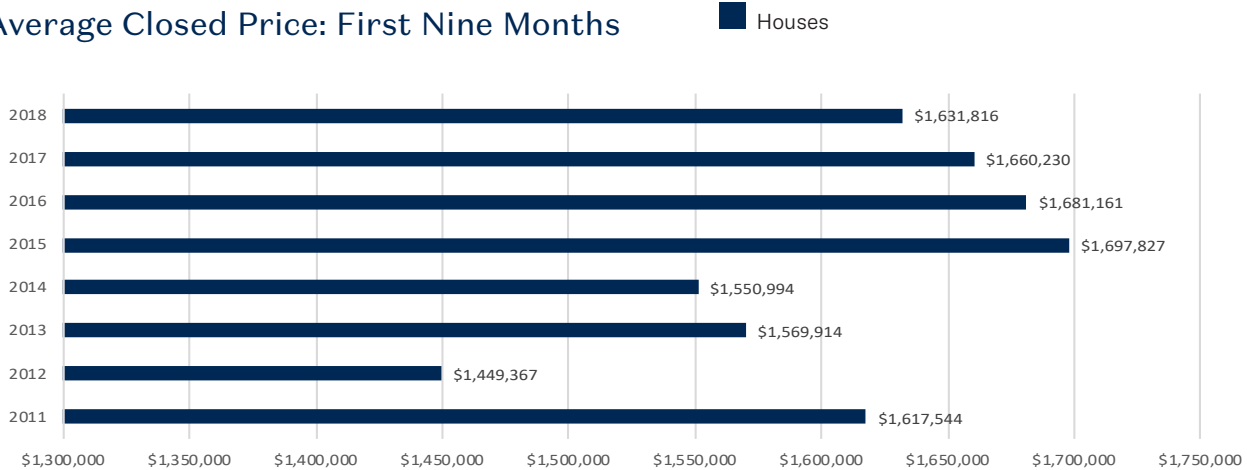
# Darien Overview

	2018	2017	% CHANGE
Houses: Closings in Third Quarter	82	111	-26.1%
Houses: Closings First Nine Months	205	249	-17.7%
Houses: Median Closing Price First Nine Months	\$1,385,000	\$1,425,000	-2.8%
Houses: Average Closing Price First Nine Months	\$1,631,816	\$1,660,230	-1.7%
Houses: Active Inventory Sept. 30th	250	225	+11.1%
Condos: Closings First Nine Months	7	16	-56.3%
Condos: Average Closing Price First Nine Months	\$1,010,357	\$1,043,331	-3.2%
Condos: Active Inventory Sept. 30th	18	19	-5.3%

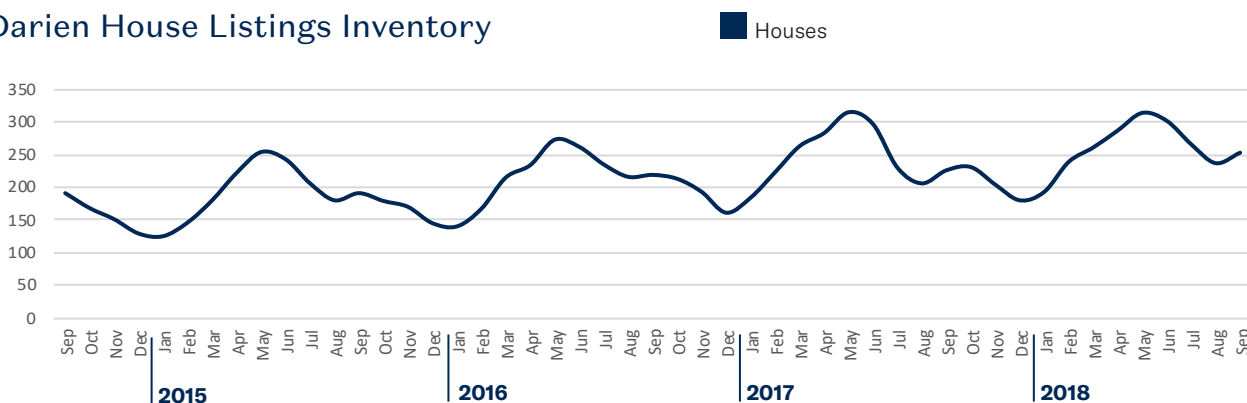
## Darien Closed: First Nine Months



## Average Closed Price: First Nine Months



## Darien House Listings Inventory



Active inventory from Connecticut Smart MLS and includes Active and Show status.

Third Quarter 2018

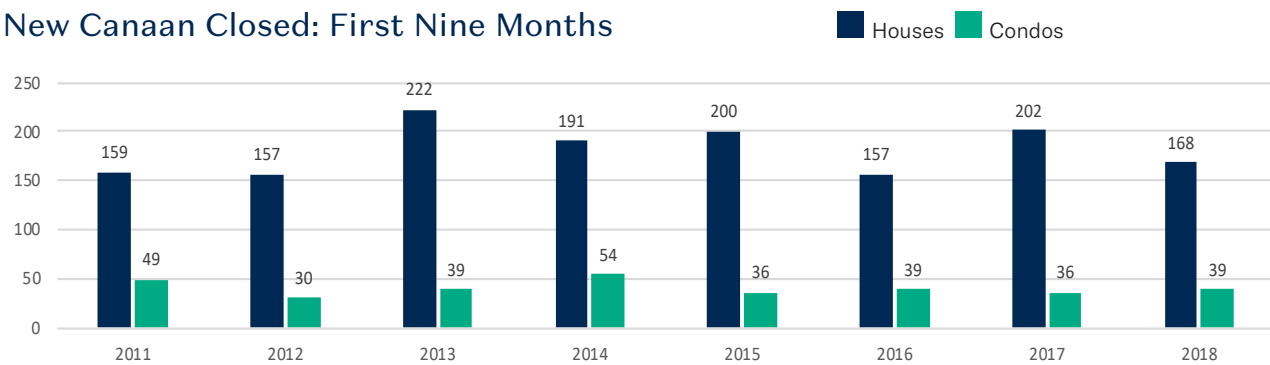


# New Canaan Overview

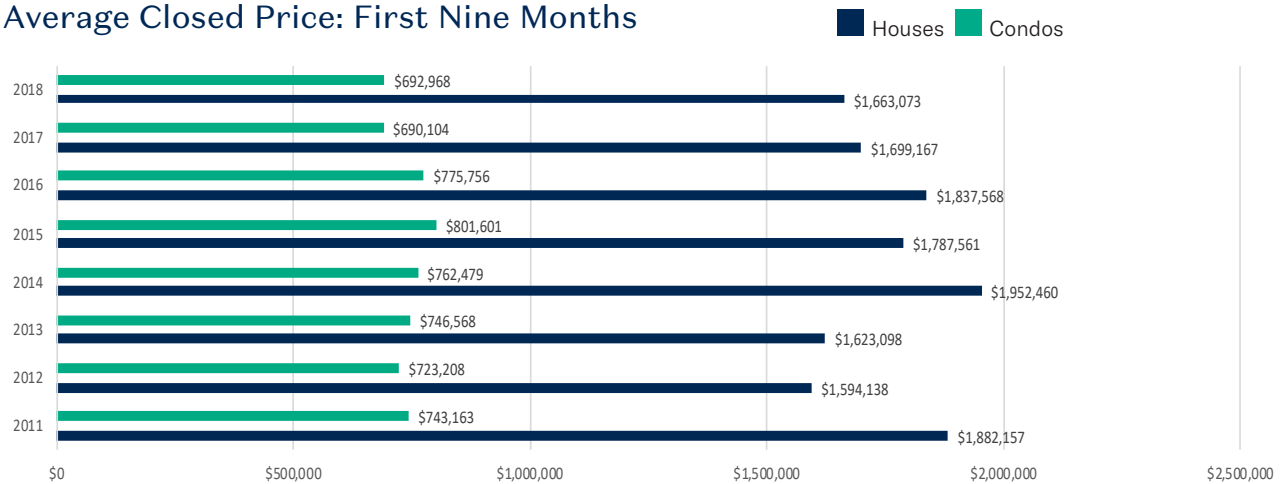


	2018	2017	% CHANGE
Houses: Closings in Third Quarter	71	74	-4.1%
Houses: Closings First Nine Months	168	202	-16.8%
Houses: Median Closing Price First Nine Months	\$1,355,000	\$1,465,500	-7.5%
Houses: Average Closing Price First Nine Months	\$1,663,073	\$1,699,167	-2.1%
Houses: Active Inventory Sept. 30th	323	283	+14.1%
Condos: Closings First Nine Months	39	36	+8.3%
Condos: Average Closing Price First Nine Months	\$692,968	\$690,104	+0.4%
Condos: Active Inventory Sept. 30th	42	51	-17.6%

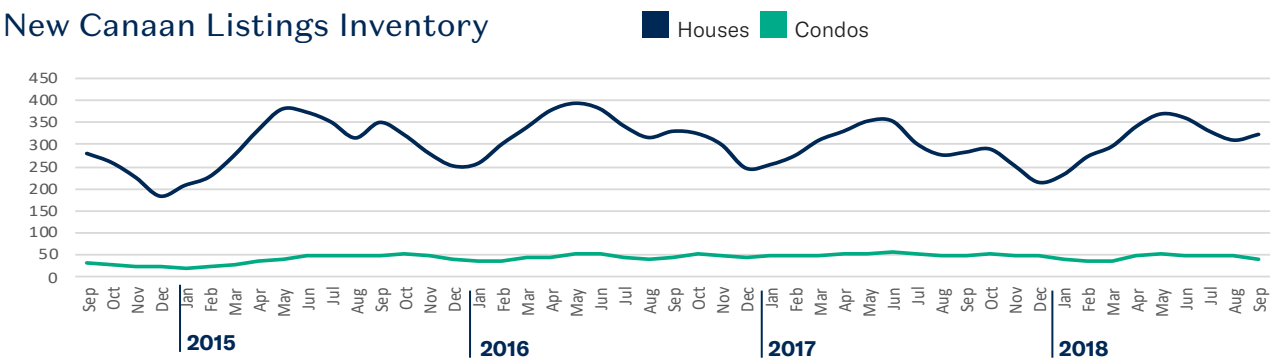
## New Canaan Closed: First Nine Months



## Average Closed Price: First Nine Months



## New Canaan Listings Inventory



Active inventory from Connecticut Smart MLS and includes Active and Show status.

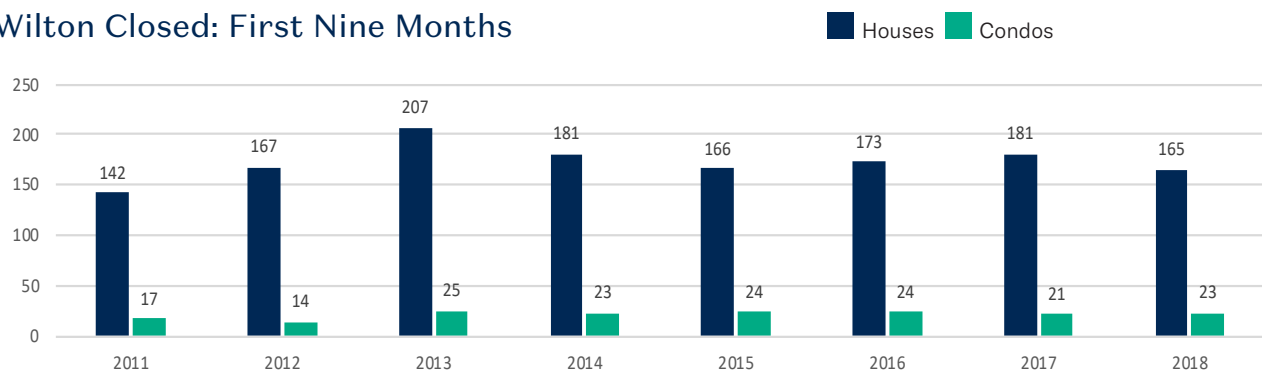
Third Quarter 2018

# Wilton Overview

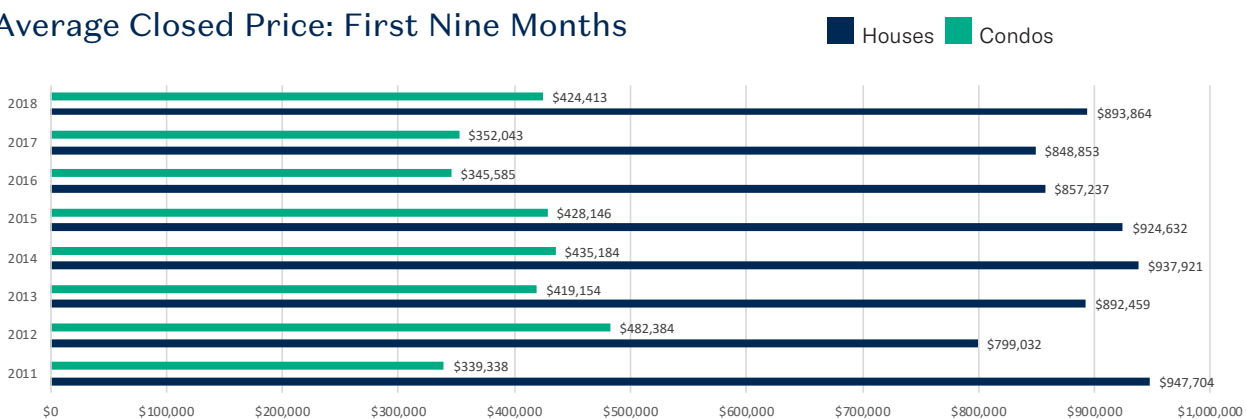


	2018	2017	% CHANGE
Houses: Closings in Third Quarter	74	66	+12.1%
Houses: Closings First Nine Months	165	181	-8.8%
Houses: Median Closing Price First Nine Months	\$822,500	\$762,500	+7.9%
Houses: Average Closing Price First Nine Months	\$893,864	\$848,853	+5.3%
Houses: Active Inventory Sept. 30th	219	215	+1.9%
Condos: Closings First Nine Months	23	21	+9.5%
Condos: Average Closing Price First Nine Months	\$424,413	\$352,043	+20.6%
Condos: Active Inventory Sept. 30th	17	11	+54.5%

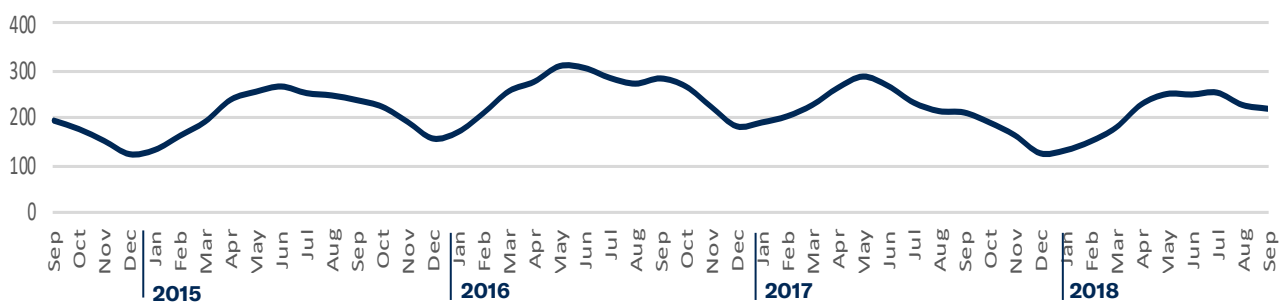
## Wilton Closed: First Nine Months



## Average Closed Price: First Nine Months



## Wilton House Listings Inventory



Active inventory from Connecticut Smart MLS and includes Active and Show status.

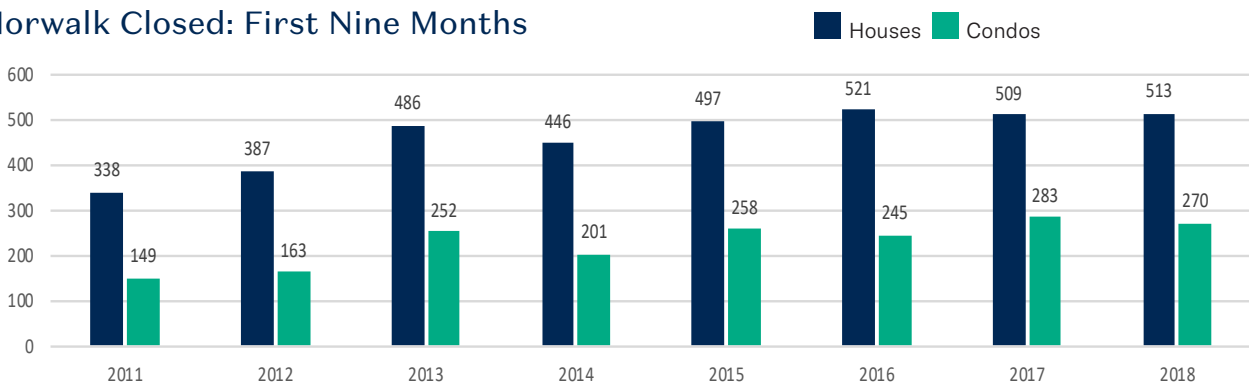
Third Quarter 2018

# Norwalk Overview

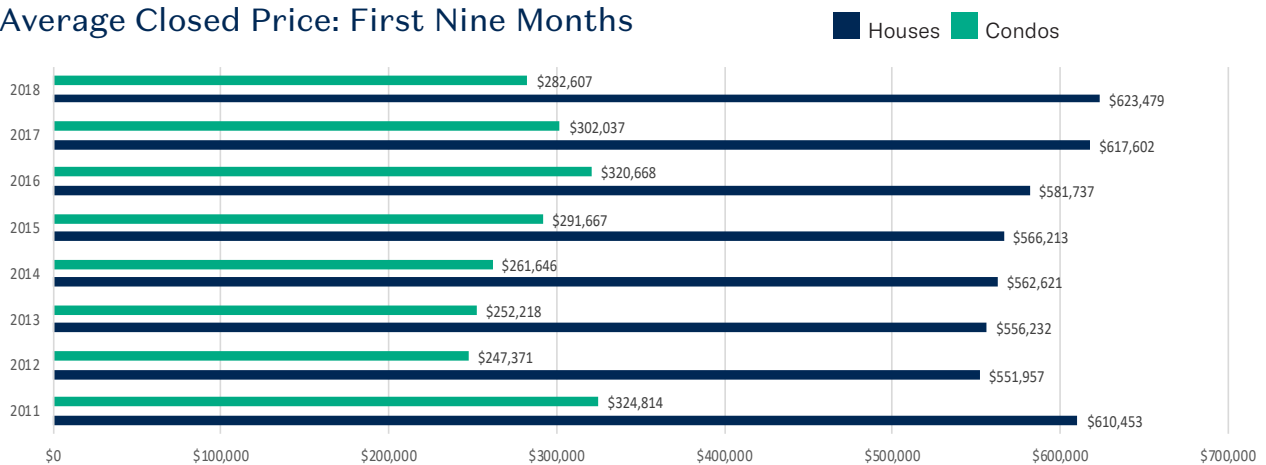


	2018	2017	% CHANGE
Houses: Closings in Third Quarter	204	187	+9.1%
Houses: Closings First Nine Months	513	509	+0.8%
Houses: Median Closing Price First Nine Months	\$510,000	\$470,000	+8.5%
Houses: Average Closing Price First Nine Months	\$623,479	\$617,602	+1%
Houses: Active Inventory Sept. 30th	353	336	+5.1%
Condos: Closings First Nine Months	270	283	-4.6%
Condos: Average Closing Price First Nine Months	\$282,607	\$302,037	-6.4%
Condos: Active Inventory Sept. 30th	123	149	-17.4%

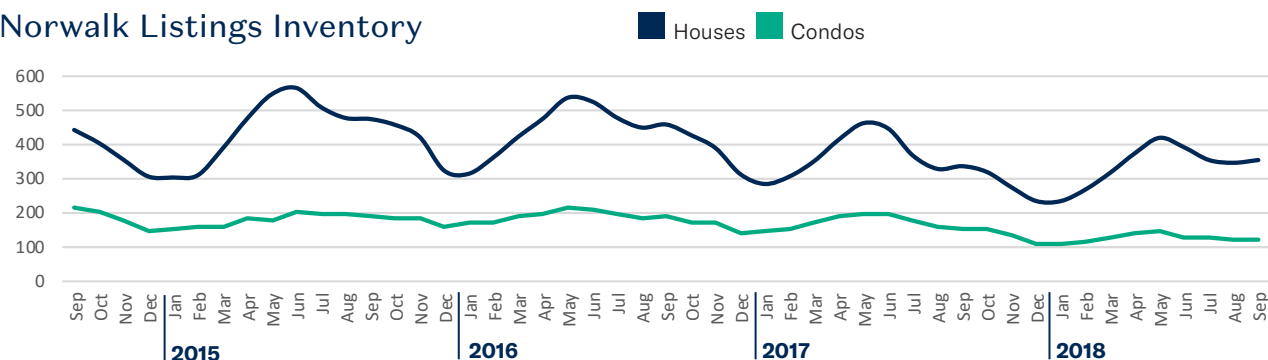
## Norwalk Closed: First Nine Months



## Average Closed Price: First Nine Months



## Norwalk Listings Inventory



Active inventory from Connecticut Smart MLS and includes Active and Show status.

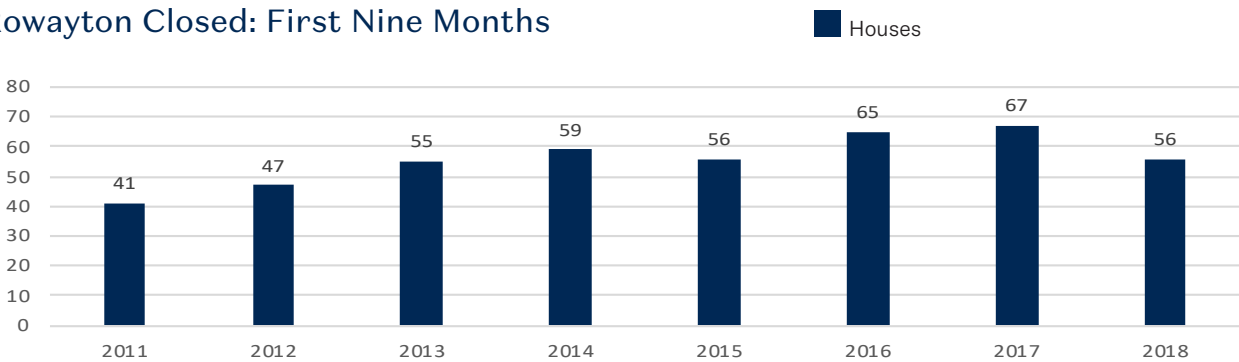
Third Quarter 2018

# Rowayton Overview

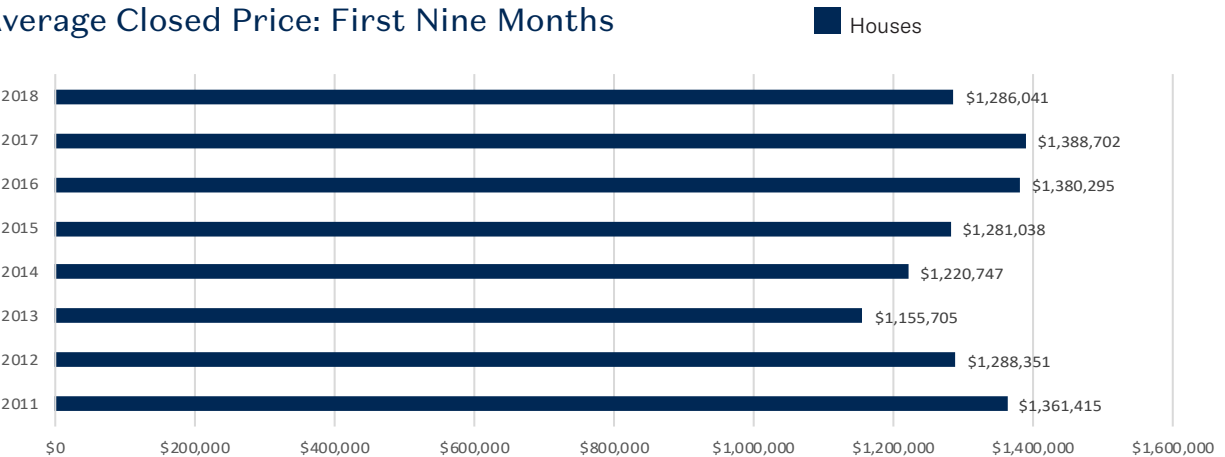


	2018	2017	% CHANGE
Houses: Closings in Third Quarter	24	26	-7.7%
Houses: Closings First Nine Months	56	67	-16.4%
Houses: Median Closing Price First Nine Months	\$925,000	\$1,360,000	-32%
Houses: Average Closing Price First Nine Months	\$1,286,041	\$1,388,702	-7.4%
Houses: Active Inventory Sept. 30th	64	62	+3.2%
Condos: Closings First Nine Months	2	8	-75%
Condos: Average Closing Price First Nine Months	\$316,000	\$1,410,625	-77.6%
Condos: Active Inventory Sept. 30th	2	7	-71.4%

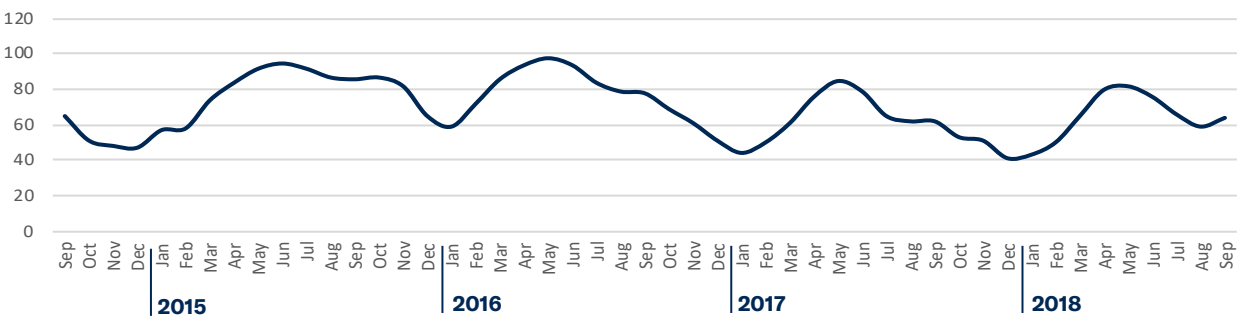
## Rowayton Closed: First Nine Months



## Average Closed Price: First Nine Months



## Rowayton House Listings Inventory



Active inventory from Connecticut Smart MLS and includes Active and Show status.

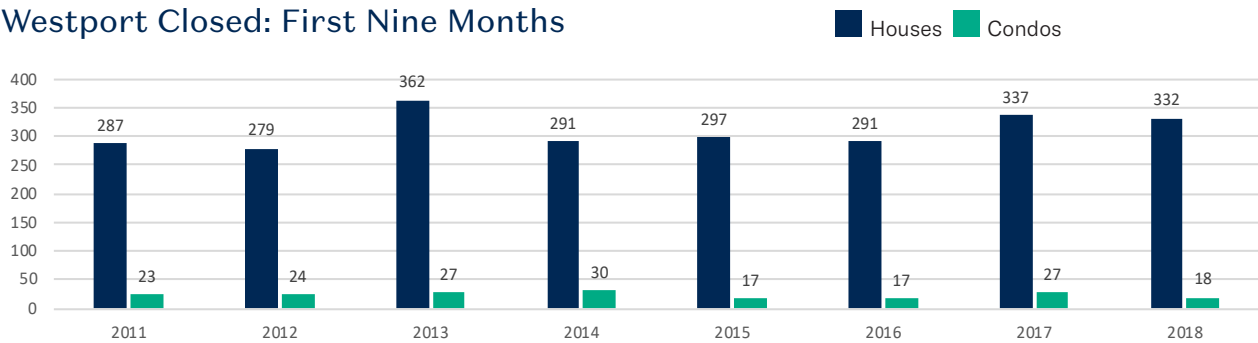
Third Quarter 2018

# Westport Overview

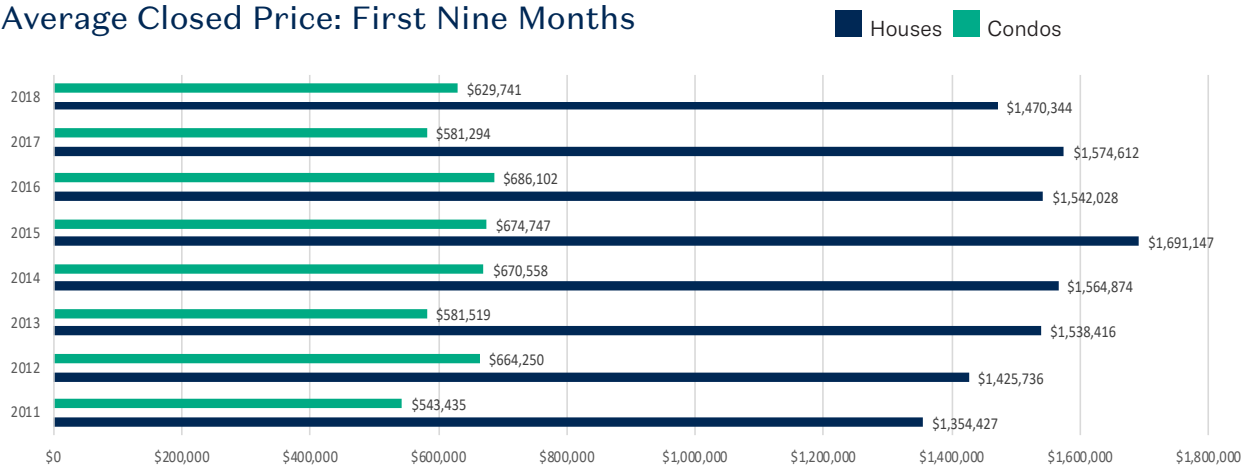


	2018	2017	% CHANGE
Houses: Closings in Third Quarter	130	132	-1.5%
Houses: Closings First Nine Months	332	337	-1.5%
Houses: Median Closing Price First Nine Months	\$1,232,500	\$1,325,000	-7%
Houses: Average Closing Price First Nine Months	\$1,470,344	\$1,574,612	-6.6%
Houses: Active Inventory Sept. 30th	354	381	-7.1%
Condos: Closings First Nine Months	18	27	-33.3%
Condos: Average Closing Price First Nine Months	\$629,741	\$581,294	+8.3%
Condos: Active Inventory Sept. 30th	15	12	+25%

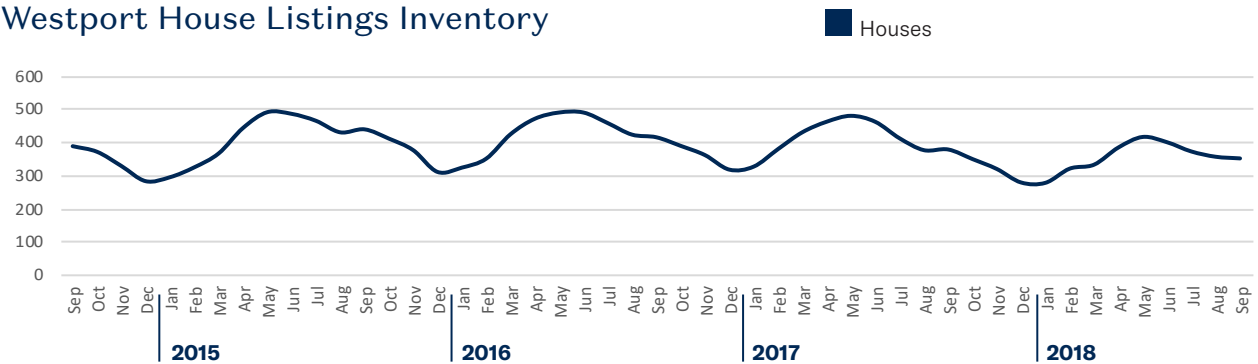
## Westport Closed: First Nine Months



## Average Closed Price: First Nine Months



## Westport House Listings Inventory



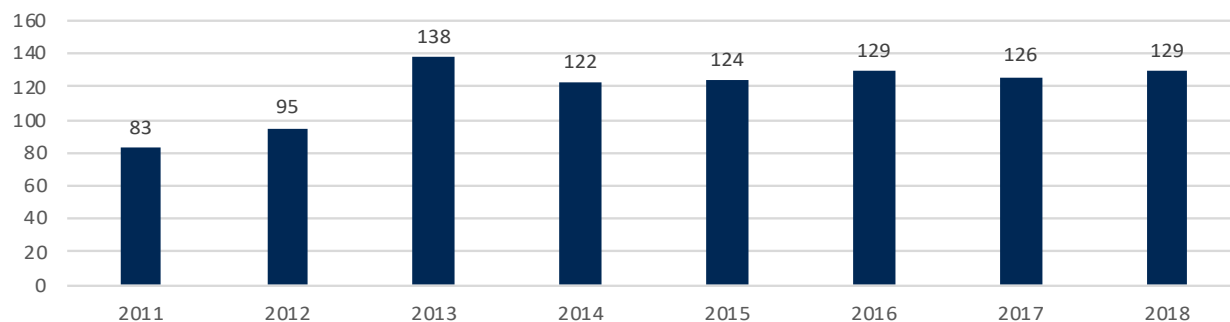
Active inventory from Connecticut Smart MLS and includes Active and Show status.

Third Quarter 2018

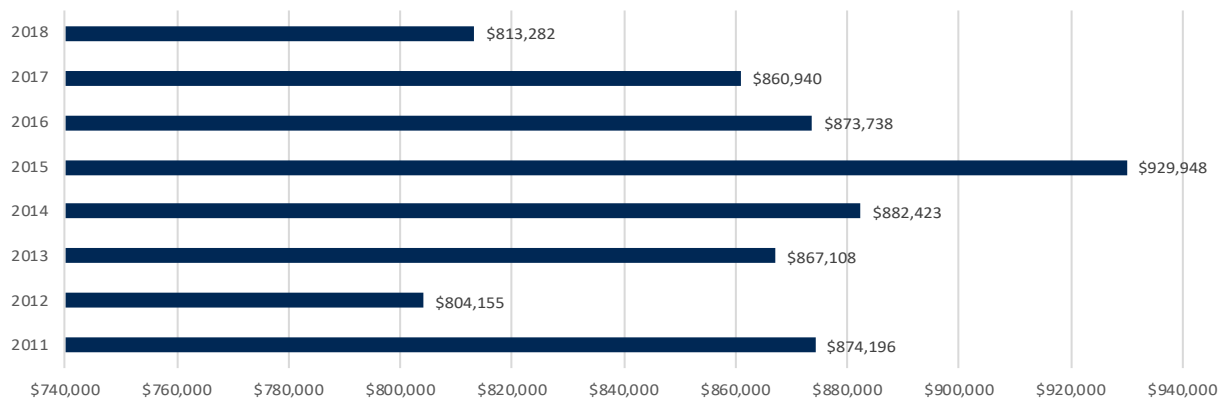
# Weston Overview

	2018	2017	% CHANGE
Houses: Closings in Third Quarter	63	42	+50%
Houses: Closings First Nine Months	129	126	+2.4%
Houses: Median Closing Price First Nine Months	\$700,000	\$799,500	-12.4%
Houses: Average Closing Price First Nine Months	\$813,282	\$860,940	-5.5%
Houses: Active Inventory Sept. 30th	169	159	+6.3%

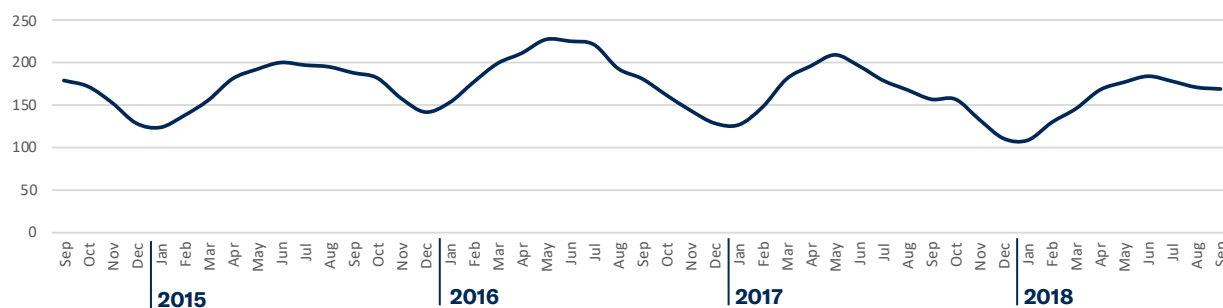
## Weston Closed: First Nine Months ■ Houses



## Average Closed Price: First Nine Months ■ Houses



## Weston House Listings Inventory ■ Houses



Active inventory from Connecticut Smart MLS and includes Active and Show status.

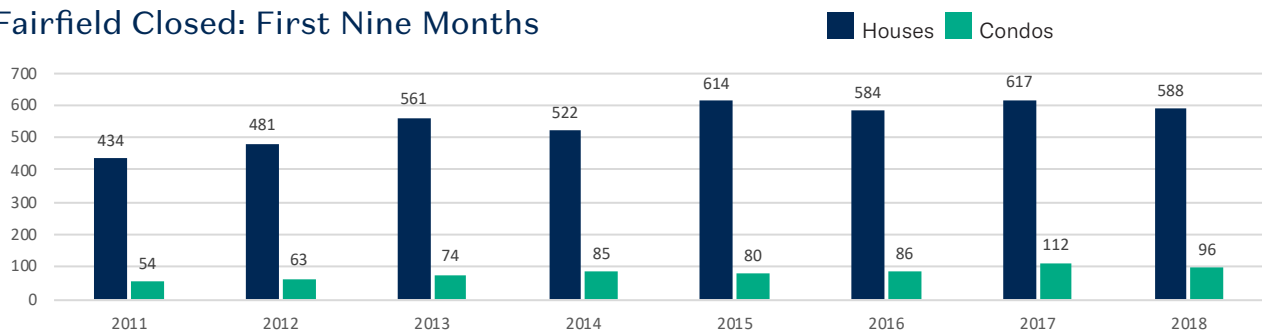
Third Quarter 2018

# Fairfield Overview

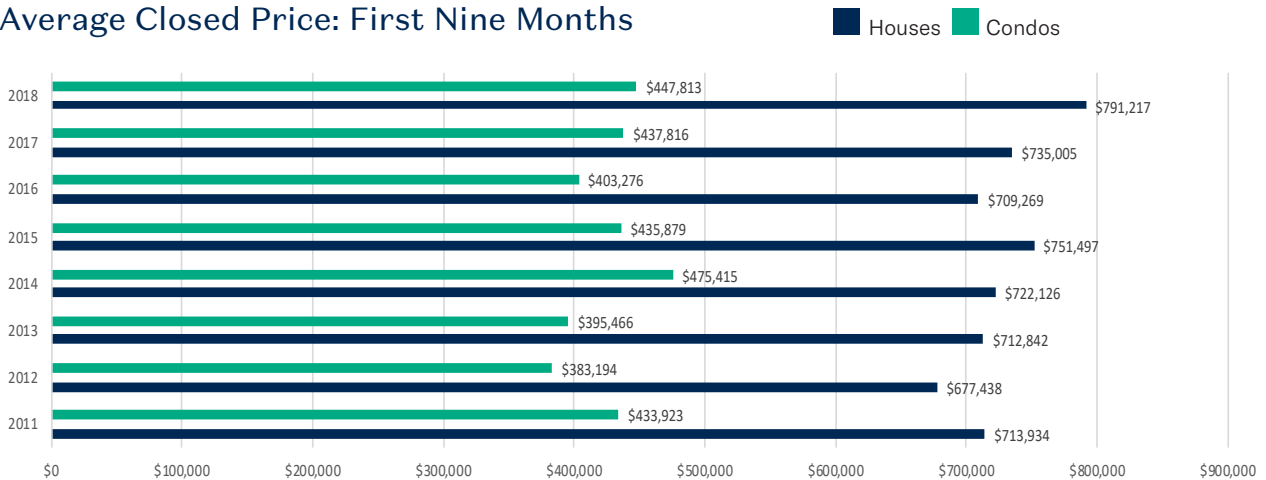


	2018	2017	% CHANGE
Houses: Closings in Third Quarter	229	248	-7.7%
Houses: Closings First Nine Months	588	617	-4.7%
Houses: Median Closing Price First Nine Months	\$640,000	\$605,000	+5.8%
Houses: Average Closing Price First Nine Months	\$791,217	\$735,005	+7.6%
Houses: Active Inventory Sept. 30th	508	478	+6.3%
Condos: Closings First Nine Months	96	112	-14.3%
Condos: Average Closing Price First Nine Months	\$447,813	\$437,816	+2.3%
Condos: Active Inventory Sept. 30th	52	63	-17.5%

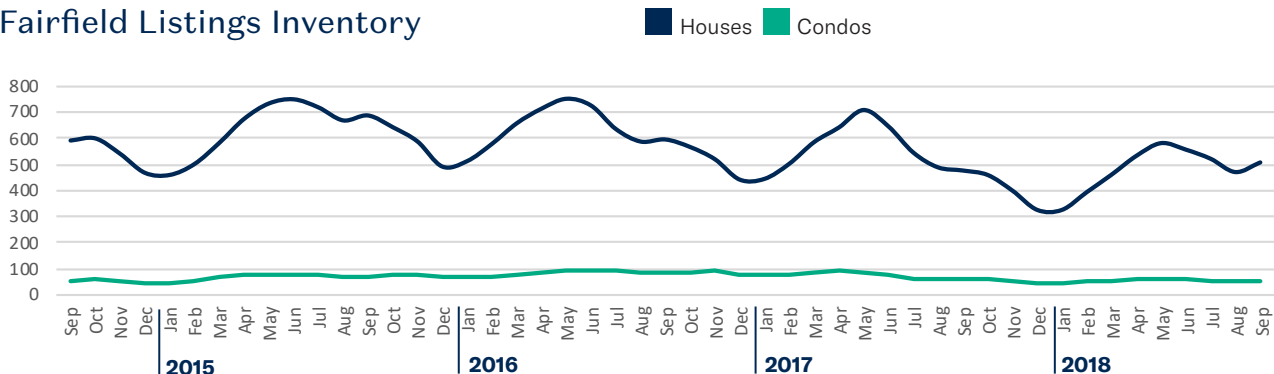
## Fairfield Closed: First Nine Months



## Average Closed Price: First Nine Months



## Fairfield Listings Inventory



Active inventory from Connecticut Smart MLS and includes Active and Show status.

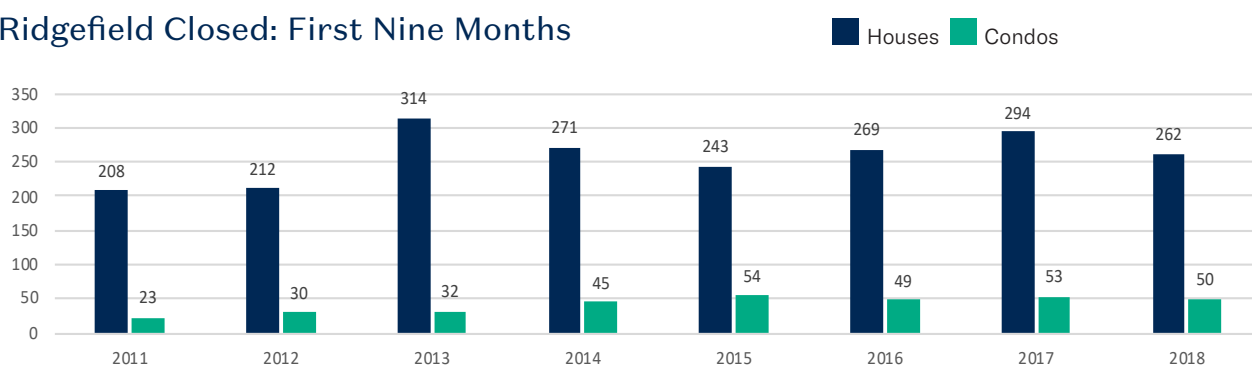
Third Quarter 2018

# Ridgefield Overview

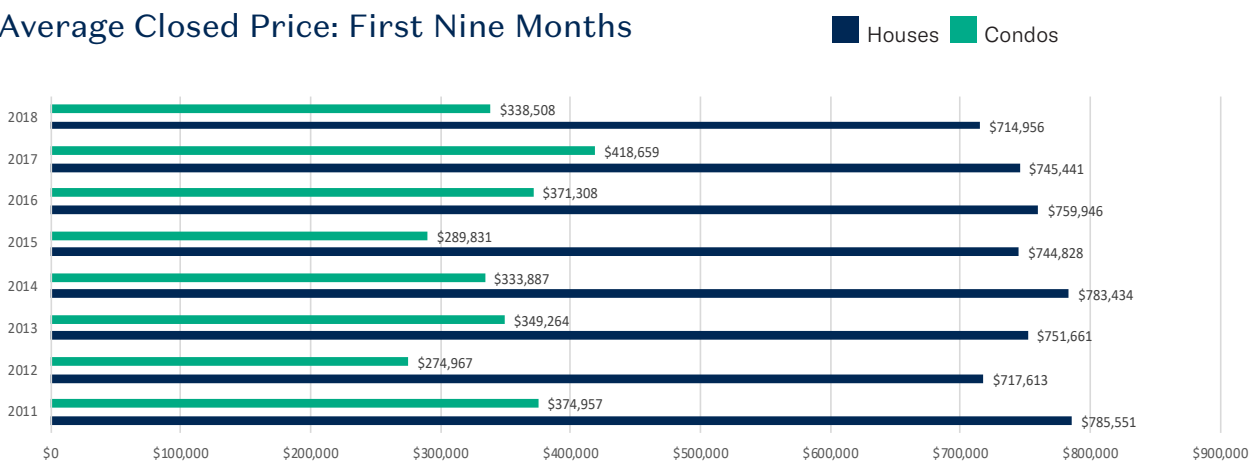


	2018	2017	% CHANGE
Houses: Closings in Third Quarter	113	116	-2.6%
Houses: Closings First Nine Months	262	294	-10.9%
Houses: Median Closing Price First Nine Months	\$640,630	\$640,000	+0.1%
Houses: Average Closing Price First Nine Months	\$714,956	\$745,441	-4.1%
Houses: Active Inventory Sept. 30th	246	268	-8.2%
Condos: Closings First Nine Months	50	53	-5.7%
Condos: Average Closing Price First Nine Months	\$338,508	\$418,659	-19.1%
Condos: Active Inventory Sept. 30th	27	26	+3.8%

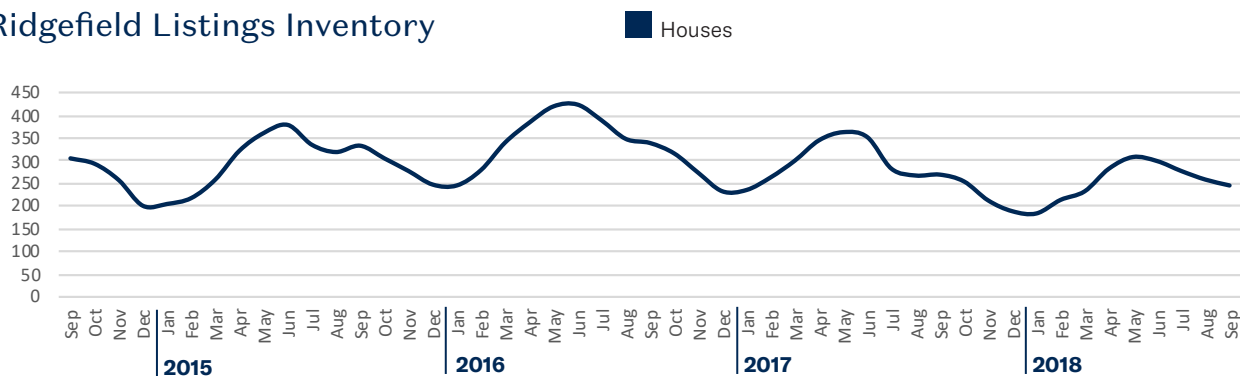
## Ridgefield Closed: First Nine Months



## Average Closed Price: First Nine Months



## Ridgefield Listings Inventory



Active inventory from Connecticut Smart MLS and includes Active and Show status.

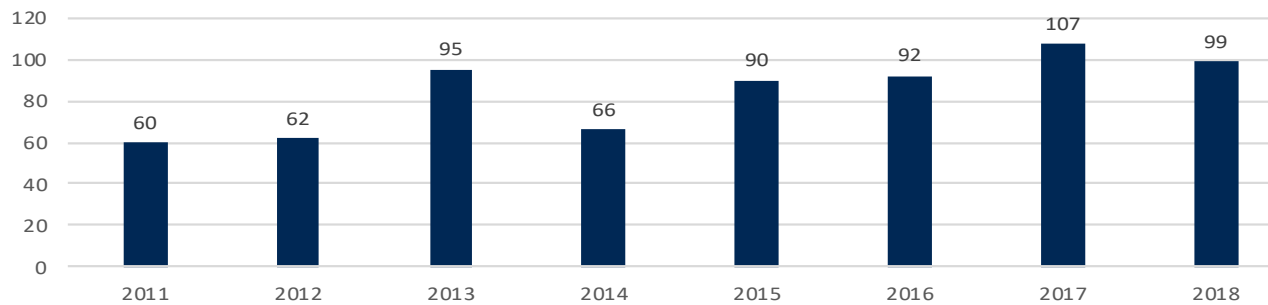
Third Quarter 2018



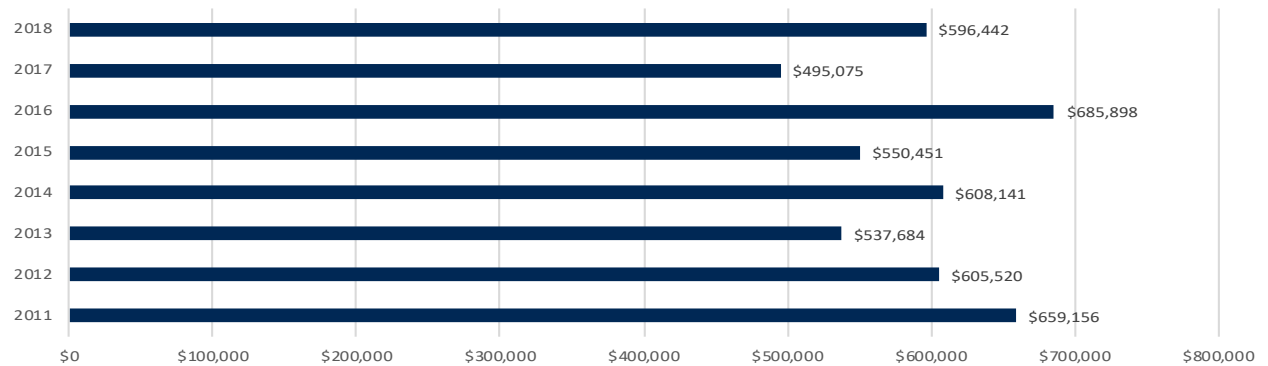
# Redding Overview

	2018	2017	% CHANGE
Houses: Closings in Third Quarter	1	32	+53.1%
Houses: Closings First Nine Months	99	107	-7.5%
Houses: Median Closing Price First Nine Months	\$560,000	\$485,000	+15.5%
Houses: Average Closing Price First Nine Months	\$596,442	\$495,075	+20.5%
Houses: Active Inventory Sept. 30th	109	113	-3.5%

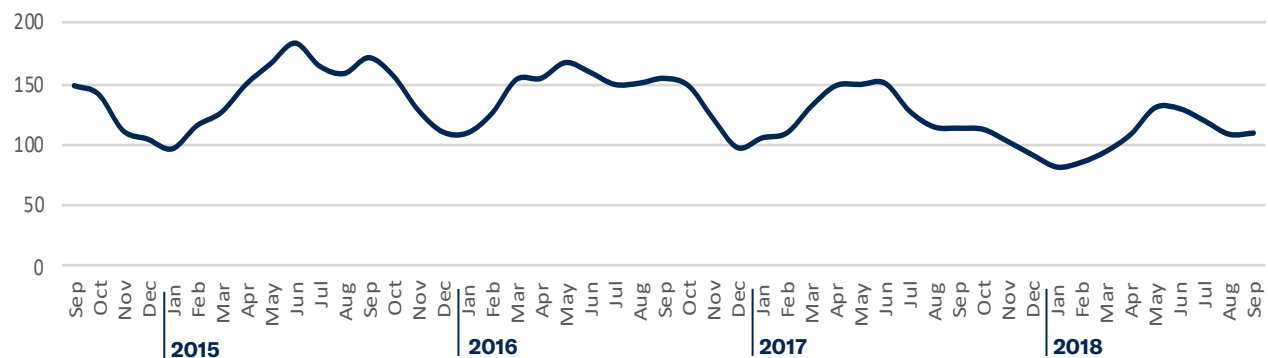
## Redding Closed: First Nine Months ■ Houses



## Average Closed Price: First Nine Months ■ Houses



## Redding House Listings Inventory



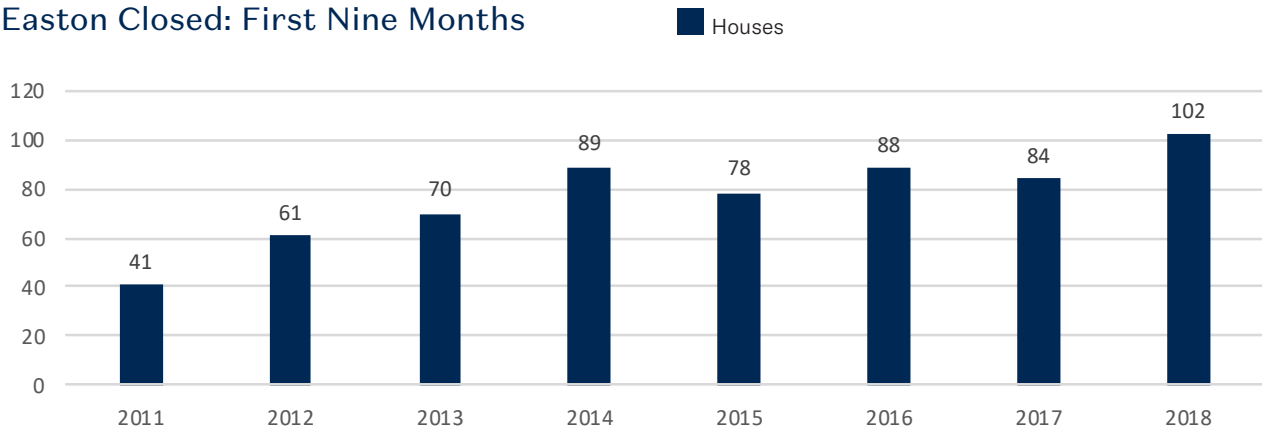
Active inventory from Connecticut Smart MLS and includes Active and Show status.

Third Quarter 2018

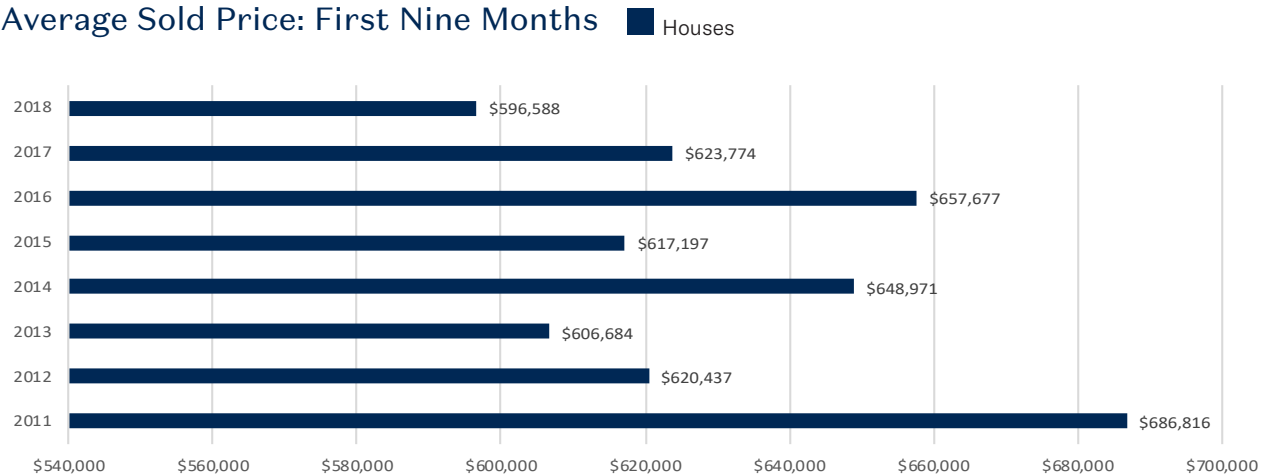
# Easton Overview

	2018	2017	% CHANGE
Houses: Closings in Third Quarter	33	33	0%
Houses: Closings First Nine Months	102	84	+21.4%
Houses: Median Closing Price First Nine Months	\$578,500	\$607,500	-4.8%
Houses: Average Closing Price First Nine Months	\$596,588	\$623,774	-4.4%
Houses: Active Inventory Sept. 30th	102	131	-22.1%

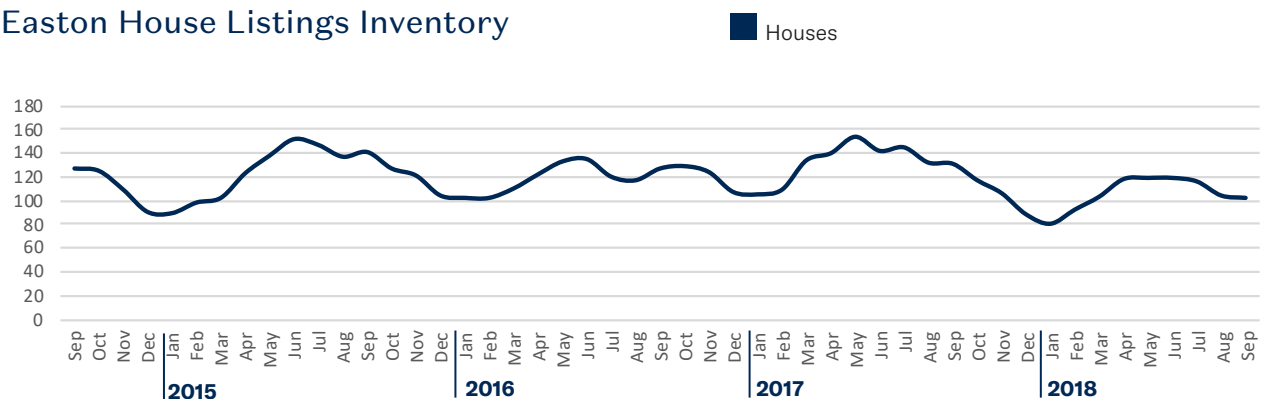
## Easton Closed: First Nine Months



## Average Sold Price: First Nine Months



## Easton House Listings Inventory



Active inventory from Connecticut Smart MLS and includes Active and Show status.

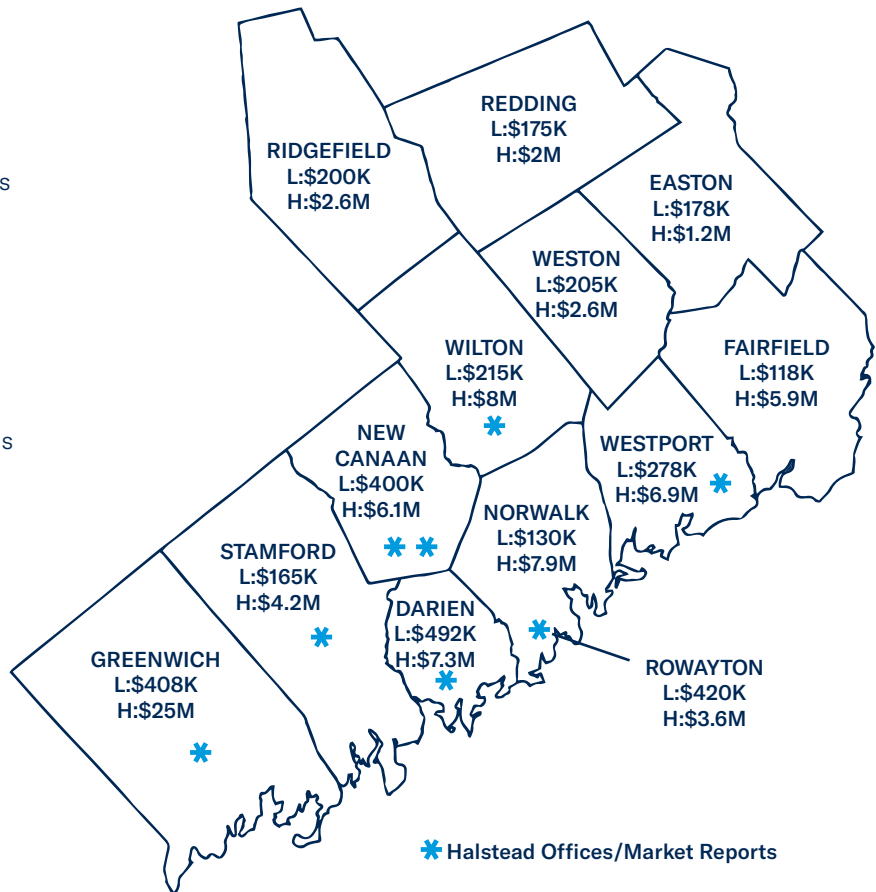
# Lower Fairfield County

## Town Comparison: First Nine Months (Single Family Homes)

Town	# of Sold Houses		% change	Median Selling Price		% change
	2018	2017		2018	2017	
Darien	205	249	-17.7%	\$1,385,000	\$1,425,000	-2.8%
Easton	102	84	+21.4%	\$578,500	\$607,500	-4.8%
Fairfield	588	617	-4.7%	\$640,000	\$605,000	+5.8%
All of Greenwich	458	434	+5.5%	\$1,848,750	\$1,804,500	+1.9%
New Canaan	168	202	-16.8%	\$1,355,000	\$1,465,500	-7.5%
Norwalk	513	509	+0.8%	\$510,000	\$470,000	+8.5%
Redding	99	107	-7.5%	\$560,000	\$485,000	+15.5%
Ridgefield	262	294	-10.9%	\$640,630	\$640,000	+0.1%
Rowayton	56	67	-16.4%	\$925,000	\$1,360,000	-32%
Stamford	555	569	-2.5%	\$583,000	\$585,000	-0.3%
Weston	129	126	+2.4%	\$700,000	\$799,500	-12.4%
Westport	332	337	-1.5%	\$1,232,500	\$1,325,000	-7%
Wilton	165	181	-8.8%	\$822,500	\$762,500	+7.9%

### Low & High House Selling Price, Past 12 Months

To the right are the high and low selling prices for houses in each town in Lower Fairfield County during the past 12 months (Oct. 1, 2017 through Sept. 30, 2018). The highest selling price was the \$25 million commanded by a spectacular 19-acre estate in backcountry Greenwich. In all, in the last 12 months there were 77 houses that sold for over \$5 million: 55 in Greenwich, 7 in Darien, 5 in both New Canaan and Westport, 3 in Fairfield and one in both Wilton and Norwalk. There was at least one house that closed for under \$500,000 in each town, and collectively there were 1,103 houses sold in this price point.



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.

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