

First Half 2021
Cos Cob Market Report

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Brown Harris Stevens

Cos Cob Overview

Cos Cob saw 41 combined house and condo closings in the second quarter, the highest number of combined closings for this time period in the past two decades. The average house closing price rose 8.5% over last year, reaching \$1.59M. It was the second-highest closing price in Cos Cob for the quarter since 2007.

At the end of June, there were 37 active houses on the market in Cos Cob, 43% fewer houses than at the same time last year.

Single Family Houses

Number of Solds Q2

2021 vs. 2020

↑ 81%

Average Sold Price Q2

2021 vs. 2020

↑ 9%

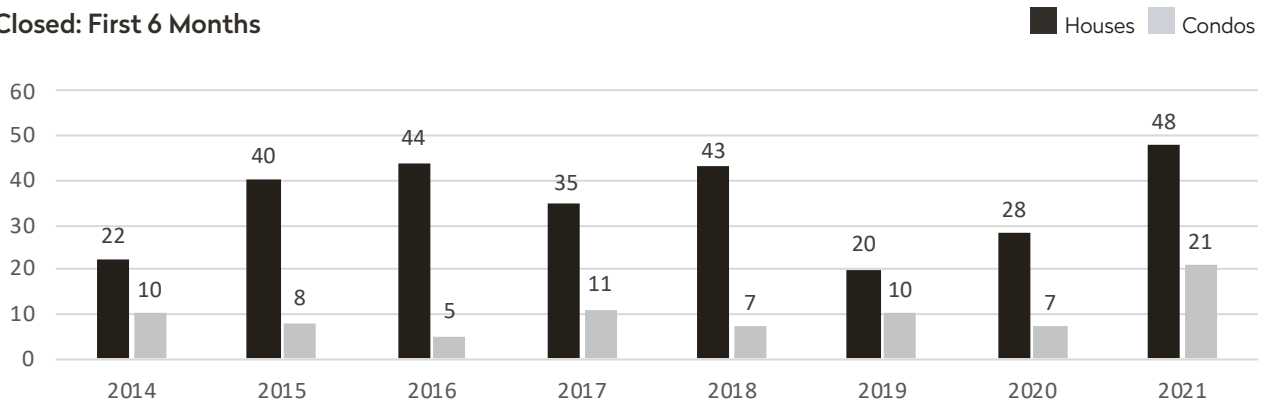
June 30 Inventory
vs. June 30, 2020

↓ 43%

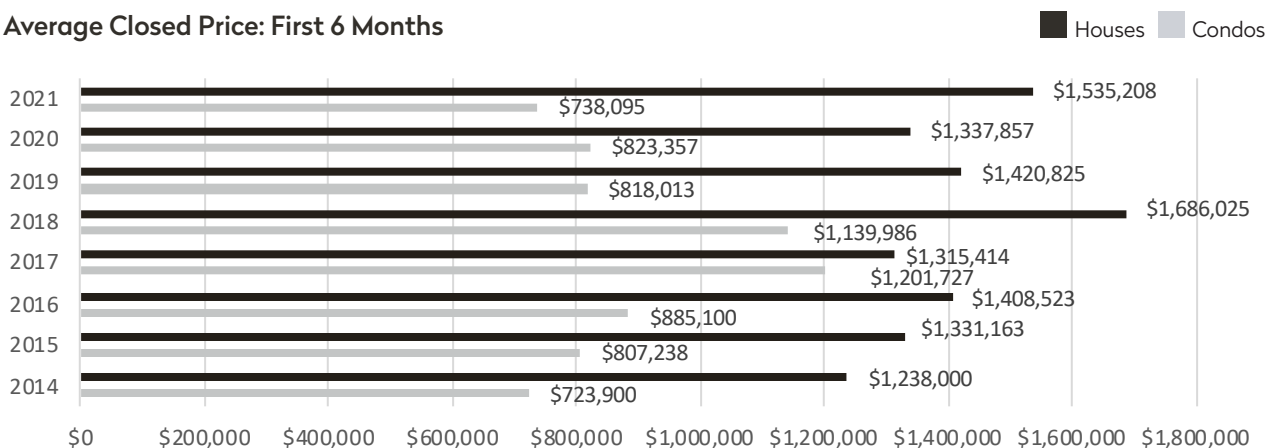
Single Family Houses

	2021	2020	% CHANGE
Houses: Closings in Second Quarter	29	16	+81.3%
Houses: Average Closing Price Second Quarter	\$1,587,655	\$1,463,906	+8.5%
Houses: Closings First 6 Months	48	28	+71.4%
Houses: Average Closing Price First 6 Months	\$1,535,208	\$1,337,857	+14.8%
Houses: Pending on June 30th	15	4	+275%
Houses: Inventory on June 30th	37	65	-43.1%
Condos: Closings First 6 Months	21	7	+200%
Condos: Average Closing Price First 6 Months	\$738,095	\$823,357	-10.4%
Condos: Inventory on June 30th	7	16	-56.3%

Closed: First 6 Months



Average Closed Price: First 6 Months



First Half 2021

Cos Cob

Single Family Houses

Active House Listings as of June 30

	2021	2020	% CHANGE
Under \$1M	8	16	-50%
\$1M-\$1.5M	6	16	-62.5%
\$1.5M-\$2M	10	16	-37.5%
\$2M-\$2.5M	6	10	-40%
\$2.5M-\$3M	3	1	+200%
Over \$3M	4	6	-33.3%

Number of Houses Closed: First 6 Months

	2021	2020	% CHANGE
Under \$1M	7	10	-30%
\$1M-\$1.5M	25	9	+177.8%
\$1.5M-\$2M	8	5	+60%
\$2M-\$2.5M	4	2	+100%
\$2.5M-\$3M	1	2	-50%
Over \$3M	3	0	NA

Average List-to-Sale-Price Ratio: Houses

Based on Closing in First 6 Months of 2021

Under \$1M	\$1M-\$1.5M	\$1.5M-\$2M	\$2M-\$2.5M	\$2.5M-\$3M	Over \$3M
95.7%	98.6%	97.1%	96.5%	97.5%*	96.0%

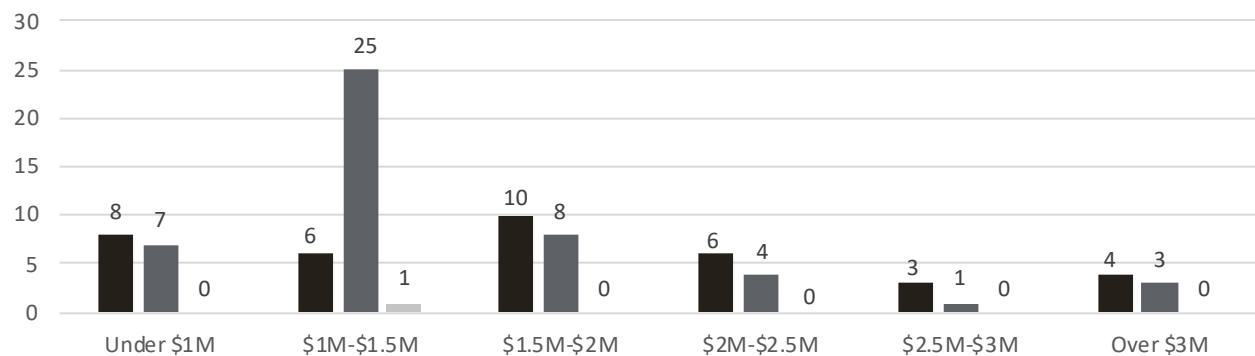
Average for all price points: 97.6%

*Only one closing in this price range.

Houses: Active/Closed/Pending

Active/Pending as of June 30; Closed: First 6 Months 2021

Active Closed Pending

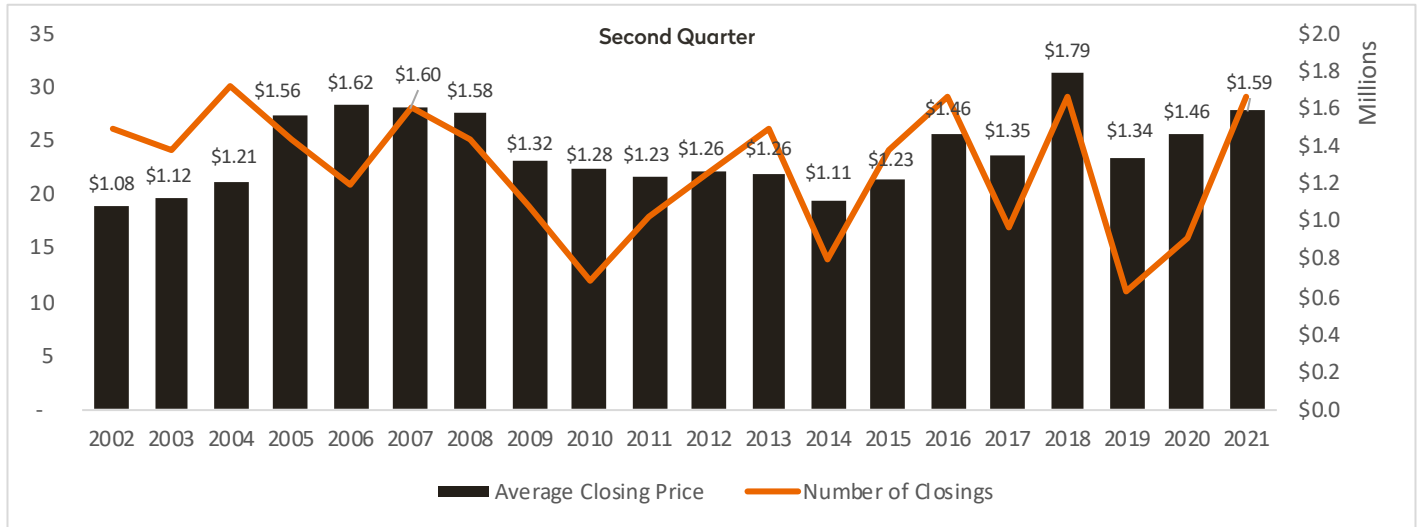


Cos Cob

Single Family Houses

Second Quarter: 2002-2021

Average Closing Price/Number of Closings - Cos Cob Houses

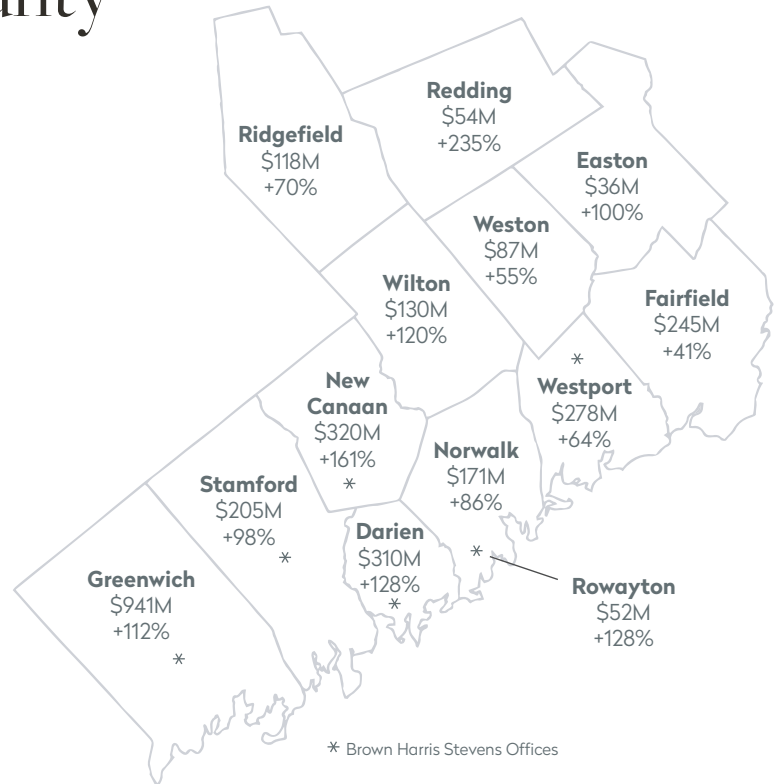


SECOND QUARTER	AVERAGE CLOSING PRICE	AVG. CLOSING PRICE % CHANGE YEAR-OVER-YEAR	# OF CLOSINGS	# OF CLOSINGS % CHANGE YEAR-OVER-YEAR	AVERAGE CDOM
2002	\$1,080,596	+12%	26	+52.9%	79
2003	\$1,124,271	+4%	24	-7.7%	76
2004	\$1,207,383	+7.4%	30	+25%	71
2005	\$1,561,040	+29.3%	25	-16.7%	78
2006	\$1,615,238	+3.5%	21	-16%	102
2007	\$1,596,623	-1.2%	28	+33.3%	135
2008	\$1,582,140	-0.9%	25	-10.7%	120
2009	\$1,316,195	-16.8%	19	-24%	159
2010	\$1,278,577	-2.9%	12	-36.8%	142
2011	\$1,231,248	-3.7%	18	+50%	144
2012	\$1,260,345	+2.4%	22	+22.2%	206
2013	\$1,255,648	-0.4%	26	+18.2%	102
2014	\$1,112,214	-11.4%	14	-46.2%	133
2015	\$1,225,500	+10.2%	24	+71.4%	93
2016	\$1,463,224	+19.4%	29	+20.8%	104
2017	\$1,346,971	-7.9%	17	-41.4%	127
2018	\$1,793,017	+33.1%	29	+70.6%	191
2019	\$1,339,682	-25.3%	11	-62.1%	87
2020	\$1,463,906	+9.3%	16	+45.5%	176
2021	\$1,587,655	+8.5%	29	+81.3%	139

Lower Fairfield County

Dollar Volume of House Sales Second Quarter 2021 vs. 2020

To the right is a look at the total dollar volume of house sales for each town for the second quarter of 2021 and the percentage change as it compares to the same time frame in 2020. Collectively, the dollar volume of closings in the second quarter of 2021 for Lower Fairfield County was \$2.9 billion, an increase of 98 percent vs. the second quarter of 2020.



Town Comparison: Sold Houses – Second Quarter

Town	# of Closed Houses		% change	Average Closing Price		% change
	2021	2020		2021	2020	
Darien	163	91	+79.1%	\$1,901,179	\$1,494,701	+27.2%
Easton	42	32	+31.3%	\$855,520	\$561,765	+52.3%
Fairfield	251	220	+14.1%	\$977,730	\$788,972	+23.9%
All of Greenwich	310	164	+89%	\$3,036,165	\$2,703,186	+12.3%
New Canaan	152	78	+94.9%	\$2,105,242	\$1,573,008	+33.8%
Norwalk	214	148	+44.6%	\$798,118	\$621,822	+28.4%
Redding	63	32	+96.9%	\$860,610	\$506,031	+70.1%
Ridgefield	128	87	+47.1%	\$931,334	\$801,079	+16.3%
Rowayton*	30	20	+50%	\$1,734,375	\$1,139,625	+52.2%
Stamford	244	167	+46.1%	\$838,657	\$618,755	+35.5%
Weston	71	64	+10.9%	\$1,228,879	\$881,794	+39.4%
Westport	150	121	+24%	\$1,853,367	\$1,401,082	+32.3%
Wilton	121	68	+77.9%	\$1,072,842	\$866,799	+23.8%

*Rowayton solds data also included in Norwalk.

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