

First Half 2021
Darien Market Report

Real Estate

Brown Harris Stevens

Darien Overview

Darien's strong seller's market in the second quarter included 163 house closings at an average closing price of \$1.9M, for the quarter the most closings and the highest closing price since 2001. Houses on average sold for 100.8% of the list price, a record since at least 2001. Meanwhile, houses that closed spent on average 82 cumulative days on the market, under 100 days for the first time in over a decade.

Inventory remains at historically low levels, with just 74 houses active at the end of June, less than half what Darien has typically seen at this time of year.

Single Family Houses

Number of Solds Q2

2021 vs. 2020

↑ **79%**

Average Sold Price Q2

2021 vs. 2020

↑ **27%**

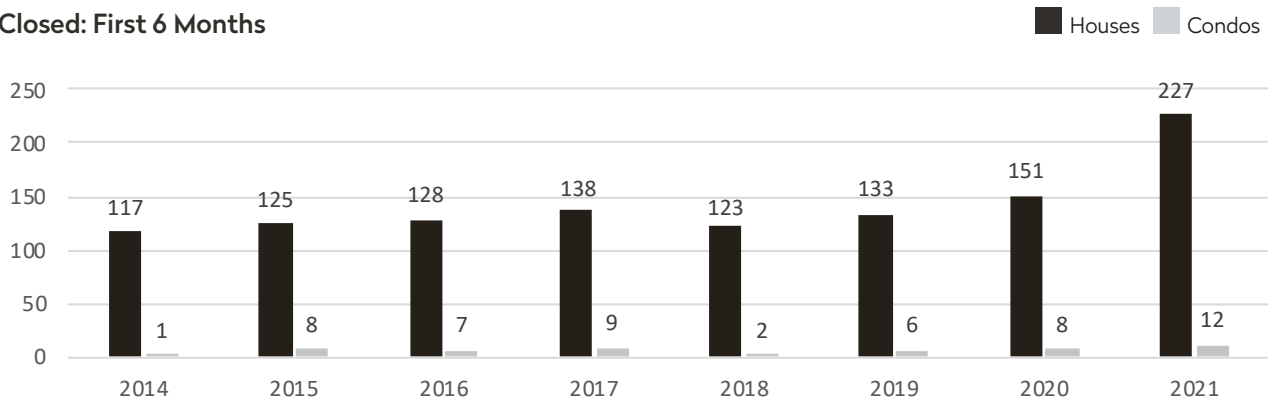
June 30 Inventory vs. June 30, 2020

↓ **68%**

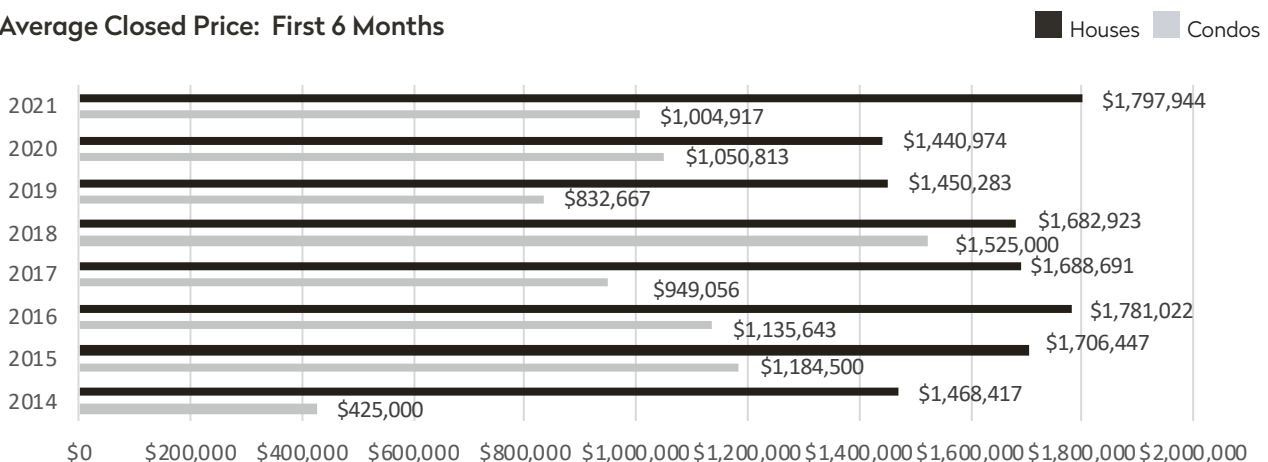
Single Family Houses

	2021	2020	% CHANGE
Houses: Closings in Second Quarter	163	91	+79.1%
Houses: Average Closing Price Second Quarter	\$1,901,179	\$1,494,701	+27.2%
Houses: Closings First 6 Months	227	151	+50.3%
Houses: Average Closing Price First 6 Months	\$1,797,944	\$1,440,974	+24.8%
Houses: Pending on June 30th	94	48	+95.8%
Houses: Inventory on June 30th	74	233	-68.2%
Condos: Closings First 6 Months	12	8	+50%
Condos: Average Closing Price First 6 Months	\$1,004,917	\$1,050,813	-4.4%
Condos: Inventory on June 30th	2	12	-83.3%

Closed: First 6 Months



Average Closed Price: First 6 Months



First Half 2021

Darien

Single Family Houses

Active House Listings as of June 30

	2021	2020	% CHANGE
Under \$1M	10	45	-77.8%
\$1M-\$1.5M	15	52	-71.2%
\$1.5M-\$2M	17	43	-60.5%
\$2M-\$2.5M	4	17	-76.5%
\$2.5M-\$3M	6	25	-76%
\$3M-\$4M	6	23	-73.9%
\$4M-\$5M	9	19	-52.6%
Over \$5M	7	9	-22.2%

Number of Houses Closed: First 6 Months

	2021	2020	% CHANGE
Under \$1M	46	47	-2.1%
\$1M-\$1.5M	70	50	+40%
\$1.5M-\$2M	40	29	+37.9%
\$2M-\$2.5M	17	9	+88.9%
\$2.5M-\$3M	26	8	+225%
\$3M-\$4M	18	5	+260%
\$4M-\$5M	9	3	+200%
Over \$5M	1	0	NA

Average List-to-Sale-Price Ratio: Houses Based on Closing in First 6 Months of 2021

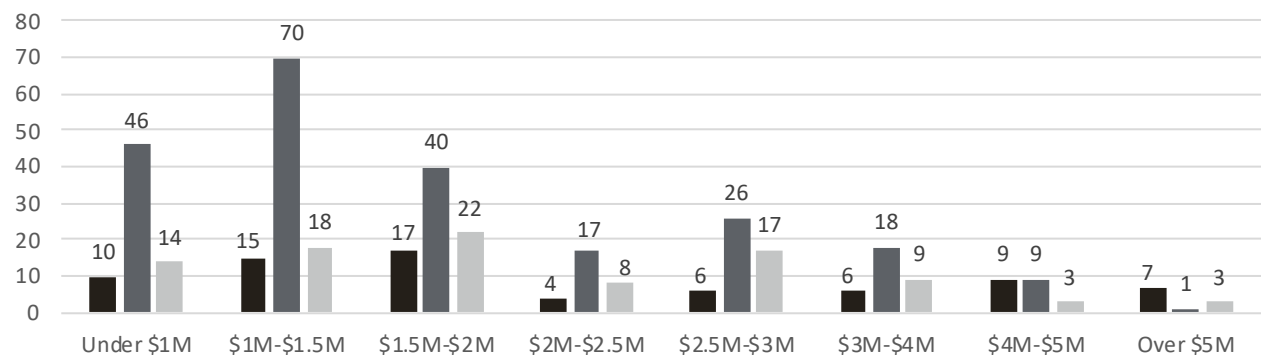
Under \$1M	\$1M-\$1.5M	\$1.5M-\$2M	\$2M-\$2.5M	\$2.5M-\$3M	\$3M-\$4M	\$4M-\$5M	Over \$5M
99.4%	100.8%	100.9%	96.7%	101.8%	98.0%	95.1%	90.9%

Average for all price points: 99.9%

Houses: Active/Closed/Pending

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

Active Closed Pending

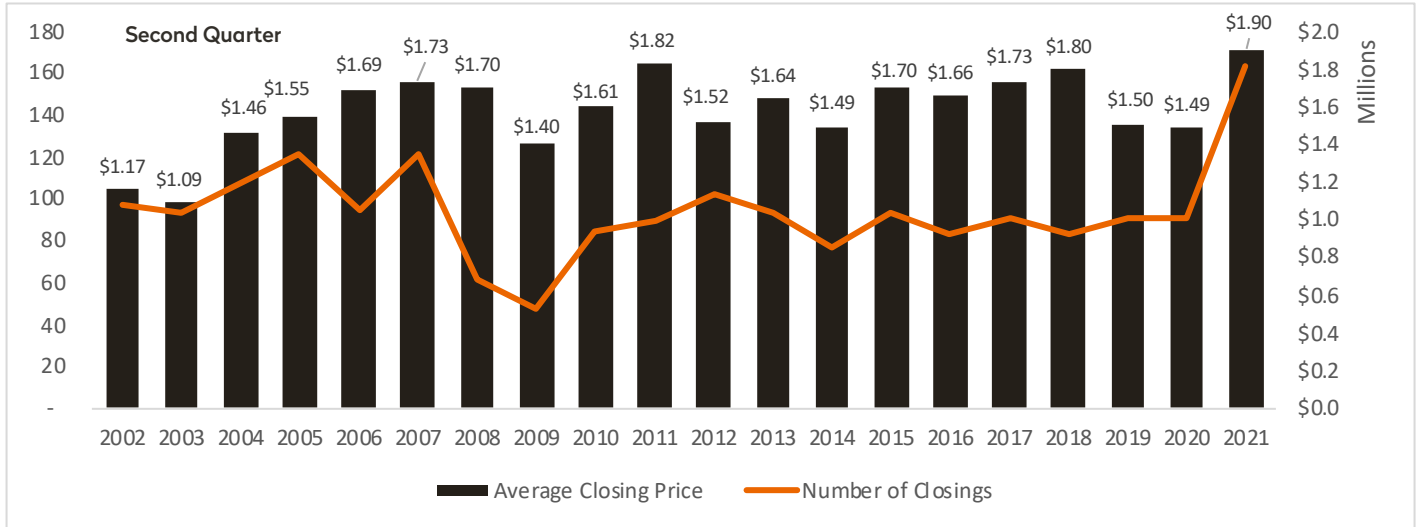


Darien

Single Family Houses

Second Quarter: 2002-2021

Average Closing Price/Number of Closings - Darien Houses



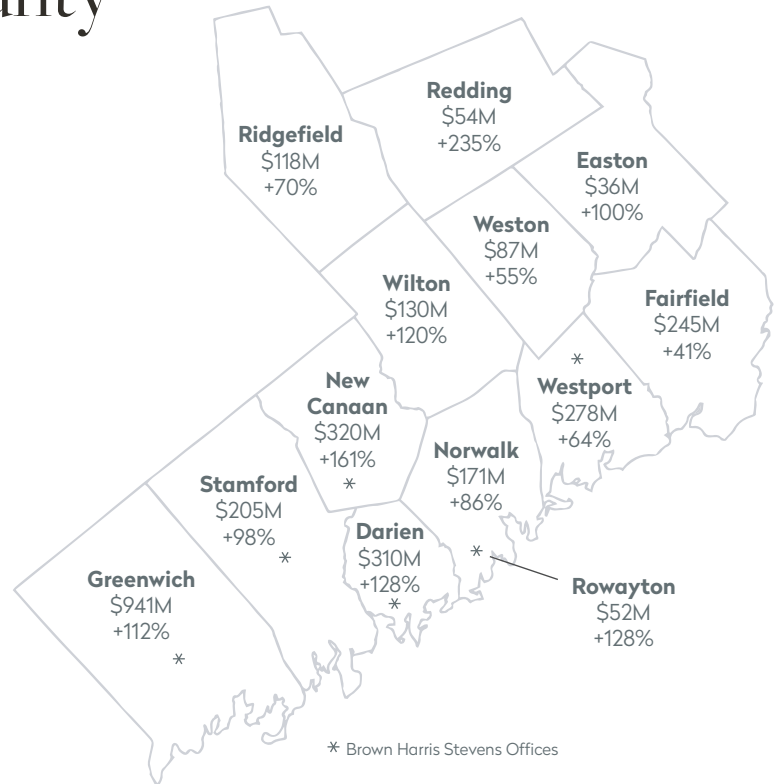
SECOND QUARTER	AVERAGE CLOSING PRICE	AVG. CLOSING PRICE % CHANGE YEAR-OVER-YEAR	# OF CLOSINGS	# OF CLOSINGS % CHANGE YEAR-OVER-YEAR	AVERAGE CDOM
2002	\$1,168,418	+10.1%	97	+3.2%	99
2003	\$1,093,195	-6.4%	93	-4.1%	83
2004	\$1,462,249	+33.8%	107	+15.1%	82
2005	\$1,553,656	+6.3%	121	+13.1%	82
2006	\$1,691,417	+8.9%	95	-21.5%	120
2007	\$1,734,088	+2.5%	121	+27.4%	116
2008	\$1,700,871	-1.9%	62	-48.8%	136
2009	\$1,398,464	-17.8%	48	-22.6%	140
2010	\$1,605,185	+14.8%	85	+77.1%	187
2011	\$1,823,798	+13.6%	89	+4.7%	163
2012	\$1,518,758	-16.7%	102	+14.6%	123
2013	\$1,641,814	+8.1%	93	-8.8%	150
2014	\$1,487,998	-9.4%	77	-17.2%	137
2015	\$1,700,468	+14.3%	93	+20.8%	132
2016	\$1,656,319	-2.6%	83	-10.8%	123
2017	\$1,728,652	+4.4%	91	+9.6%	148
2018	\$1,797,704	+4%	83	-8.8%	146
2019	\$1,503,482	-16.4%	91	+9.6%	232
2020	\$1,494,701	-0.6%	91	0%	204
2021	\$1,901,179	+27.2%	163	+79.1%	82

Source: Darien MLS (2001-2012) and Smart MLS (2013-2020)

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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