

**First Half 2021**  
**Fairfield Market Report**

# Fairfield

**Brown Harris Stevens**



# Fairfield Overview

Fairfield's strong seller's market in the second quarter included 251 house closings at an average closing price of \$978K, the latter the highest for the quarter since at least 2001. Meanwhile, houses that closed spent on average just 77 cumulative days on the market, under 100 days for the first time in over a decade. Houses also sold for an average of 101.8% of the list price, a record high since at least 2001. One-hundred seventy out of the 251 house closings in the quarter went for at or above the asking price.

Inventory remains at historically low levels, with just 227 active houses at the end of June, less than half what Fairfield has typically seen for this time of year.

## Single Family Houses

	2021	2020	% CHANGE
Houses: Closings in Second Quarter	251	220	+14.1%
Houses: Average Closing Price Second Quarter	\$977,730	\$788,972	+23.9%
Houses: Closings First 6 Months	459	345	+33%
Houses: Average Closing Price First 6 Months	\$941,700	\$794,497	+18.5%
Houses: Pending on June 30th	123	124	-0.8%
Houses: Inventory on June 30th	227	438	-48.2%
Condos: Closings First 6 Months	70	40	+75%
Condos: Average Closing Price First 6 Months	\$496,208	\$401,965	+23.4%
Condos: Inventory on June 30th	26	47	-44.7%

## Single Family Houses

### Number of Solds Q2

2021 vs. 2020

↑ 14%

### Average Sold Price Q2

2021 vs. 2020

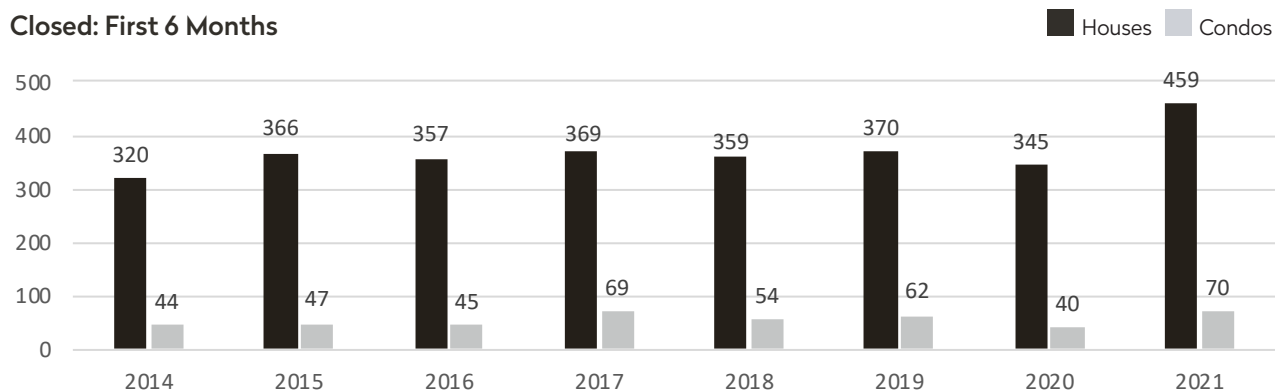
↑ 24%

### June 30 Inventory

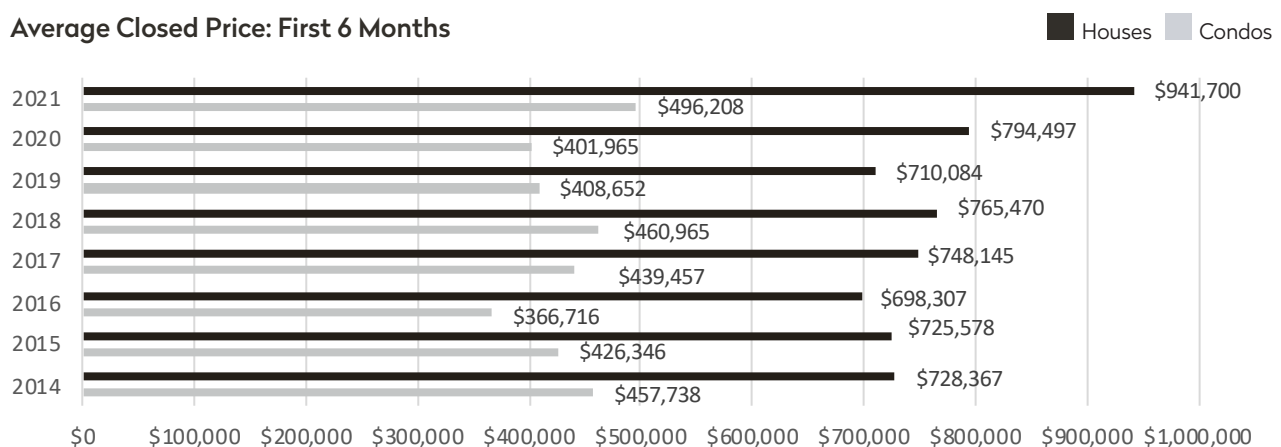
vs. June 30, 2020

↓ 48%

## Closed: First 6 Months



## Average Closed Price: First 6 Months



First Half 2021

# Fairfield

## Single Family Houses

### Active House Listings as of June 30

	2021	2020	% CHANGE
Under \$300K	0	3	-100%
\$300K-\$400K	9	42	-78.6%
\$400K-\$500K	18	45	-60%
\$500K-\$600K	46	53	-13.2%
\$600K-\$700K	28	36	-22.2%
\$700K-\$800K	23	35	-34.3%
\$800K-\$1M	27	69	-60.9%
\$1M-\$1.2M	10	22	-54.5%
\$1.2M-\$1.5M	17	37	-54.1%
\$1.5M-\$2M	14	37	-62.2%
Over \$2M	35	59	-40.7%

### Number of Houses Closed: First 6 Months

	2021	2020	% CHANGE
Under \$300K	6	19	-68.4%
\$300K-\$400K	28	40	-30%
\$400K-\$500K	59	50	+18%
\$500K-\$600K	60	52	+15.4%
\$600K-\$700K	64	42	+52.4%
\$700K-\$800K	48	40	+20%
\$800K-\$1M	63	39	+61.5%
\$1M-\$1.2M	31	25	+24%
\$1.2M-\$1.5M	38	17	+123.5%
\$1.5M-\$2M	26	9	+188.9%
Over \$2M	36	12	+200%

### Average List-to-Sale-Price Ratio: Houses

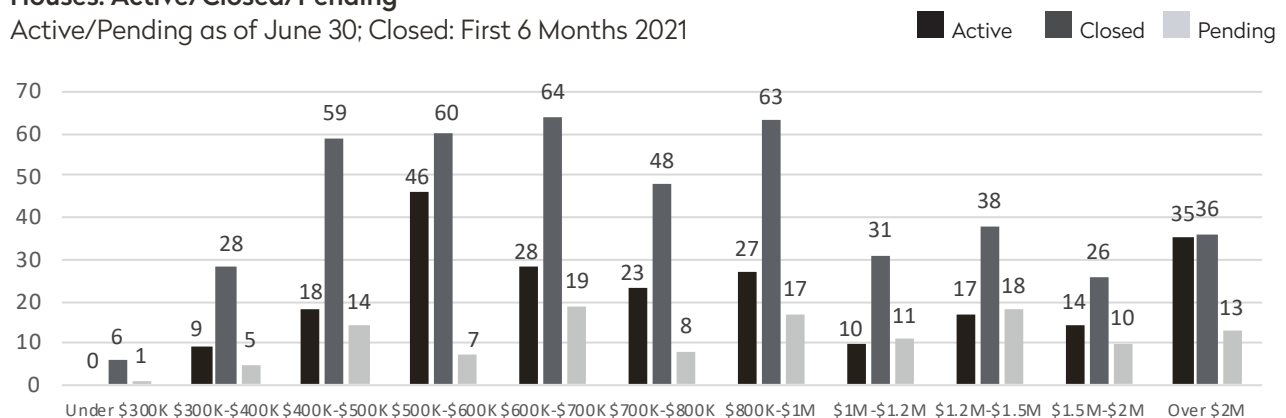
Based on Closing in First 6 Months of 2021

UNDER \$300K	\$300K-\$400K	\$400K-\$500K	\$500K-\$600K	\$600K-\$700K	\$700K-\$800K	\$800K-\$1M	\$1M-\$1.2M	\$1.2M-\$1.5M	\$1.5M-\$2M	OVER \$2M
102.2%	100.6%	100.1%	100.1%	102.5%	100.9%	101.3%	99.1%	102.5%	100.2%	97.0%

Average for all price points: 100.7%

### Houses: Active/Closed/Pending

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



First Half 2021

# Fairfield

## Condos/Co-Ops

### Active Condo/Co-Op Listings as of June 30

	2021	2020	% CHANGE
Under \$300K	7	10	-30%
\$300K-\$400K	5	6	-16.7%
\$400K-\$500K	4	5	-20%
\$500K-\$600K	9	5	+80%
\$600K-\$700K	0	6	-100%
\$700K-\$800K	0	9	-100%
\$800K-\$1M	1	5	-80%
Over \$1M	0	1	-100%

### Number of Condos/Co-Ops Closed: First 6 Months

	2021	2020	% CHANGE
Under \$300K	19	15	+26.7%
\$300K-\$400K	13	9	+44.4%
\$400K-\$500K	8	5	+60%
\$500K-\$600K	8	4	+100%
\$600K-\$700K	4	3	+33.3%
\$700K-\$800K	9	4	+125%
\$800K-\$1M	7	0	NA
Over \$1M	2	0	NA

### Average List-to-Sale-Price Ratio: Condos

Based on Closing in First 6 Months of 2021

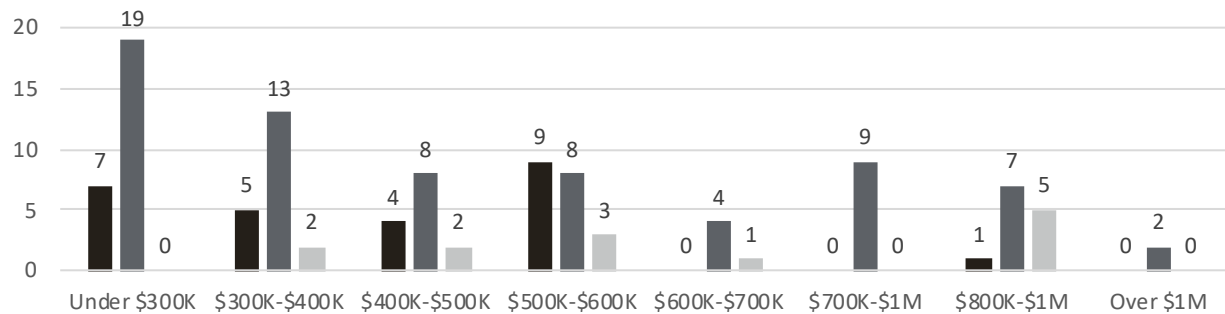
UNDER \$300K	\$300K-\$400K	\$400K-\$500K	\$500K-\$600K	\$600K-\$700K	\$700K-\$800K	\$800K-\$1M	OVER \$1M
99.8%	100.6%	100.2%	97.4%	99.8%	97.3%	101.8%	101.0%

Average for all price points: 99.0%

### Condos/Co-Ops: Active/Closed/Pending

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

Active Closed Pending

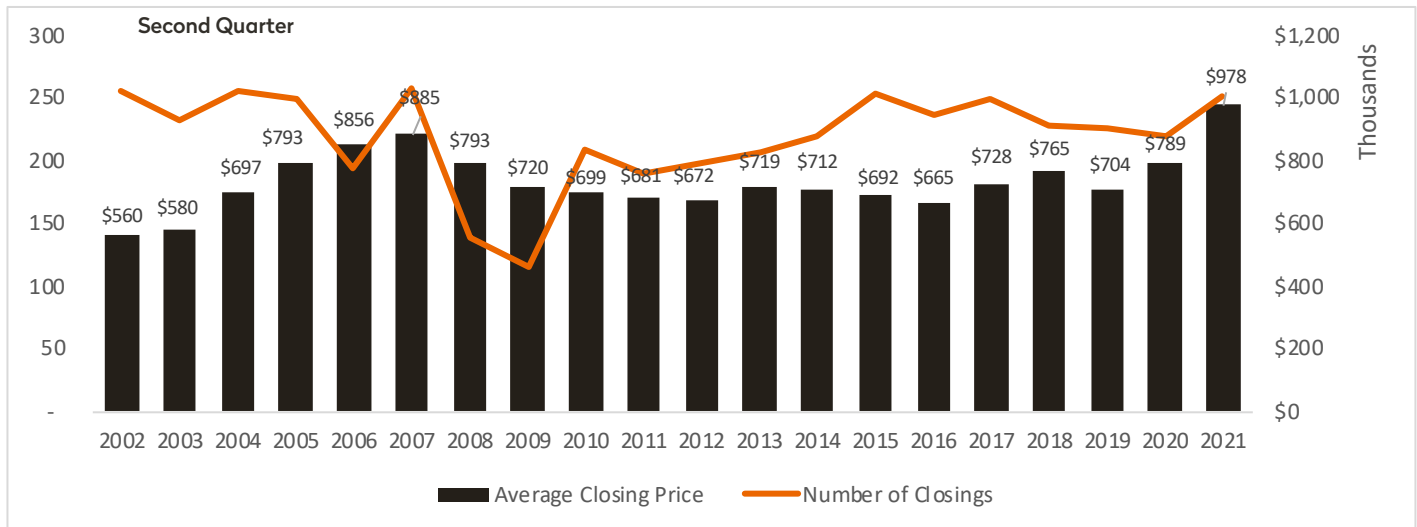


## Fairfield

## Single Family Houses

## Second Quarter: 2002-2021

## Average Closing Price/Number of Closings – Fairfield Houses

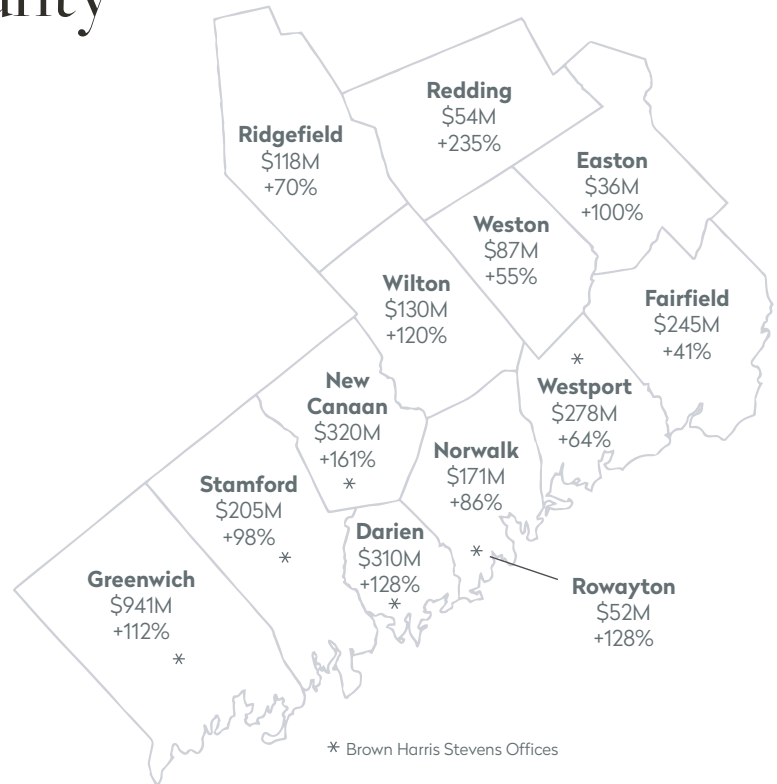


SECOND QUARTER	AVERAGE CLOSING PRICE	AVG. CLOSING PRICE % CHANGE YEAR- OVER-YEAR	# OF CLOSINGS	# OF CLOSINGS % CHANGE YEAR- OVER-YEAR	AVERAGE CDOM
2002	\$559,948	+18.5%	256	+11.3%	78
2003	\$579,958	+3.6%	233	-9%	74
2004	\$696,898	+20.2%	255	+9.4%	78
2005	\$793,065	+13.8%	248	-2.7%	77
2006	\$855,679	+7.9%	193	-22.2%	75
2007	\$884,995	+3.4%	258	+33.7%	89
2008	\$792,752	-10.4%	138	-46.5%	141
2009	\$720,069	-9.2%	115	-16.7%	154
2010	\$698,984	-2.9%	209	+81.7%	190
2011	\$680,600	-2.6%	189	-9.6%	182
2012	\$672,478	-1.2%	198	+4.8%	192
2013	\$719,305	+7%	207	+4.5%	144
2014	\$711,622	-1.1%	220	+6.3%	140
2015	\$691,795	-2.8%	253	+15%	135
2016	\$665,326	-3.8%	237	-6.3%	158
2017	\$727,695	+9.4%	249	+5.1%	145
2018	\$764,723	+5.1%	228	-8.4%	125
2019	\$704,437	-7.9%	225	-1.3%	135
2020	\$788,972	+12%	220	-2.2%	168
2021	\$977,730	+23.9%	251	+14.1%	77

# 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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