

First Half 2021
Rowayton Market Report

Rowayton

Brown Harris Stevens

Rowayton Overview

Rowayton's strong seller's market in the second quarter included 30 house closings at an average closing price of \$1.7M, for the quarter the most closings since 2006 and the highest average closing price in two decades. Houses on average sold for 101.6% of the list price, a record since at least 2001. Meanwhile, houses that closed spent on average just 90 cumulative days on the market, under 100 days for the second time since 2006.

Inventory remains at historically low levels, with just 21 houses active at the end of June, less than half what Rowayton has typically averaged for this time of year.

Single Family Houses

	2021	2020	% CHANGE
Houses: Closings in Second Quarter	30	20	+50%
Houses: Average Closing Price Second Quarter	\$1,734,375	\$1,139,625	+52.2%
Houses: Closings First 6 Months	50	36	+38.9%
Houses: Average Closing Price First 6 Months	\$1,647,768	\$1,064,211	+54.8%
Houses: Pending on June 30th	16	13	+23.1%
Houses: Inventory on June 30th	21	56	-62.5%
Condos: Closings First 6 Months	4	2	+100%
Condos: Average Closing Price First 6 Months	\$2,132,000	\$752,500	+183.3%
Condos: Inventory on June 30th	2	4	-50%

Single Family Houses

Number of Solds Q2

2021 vs. 2020

↑ 50%

Average Sold Price Q2

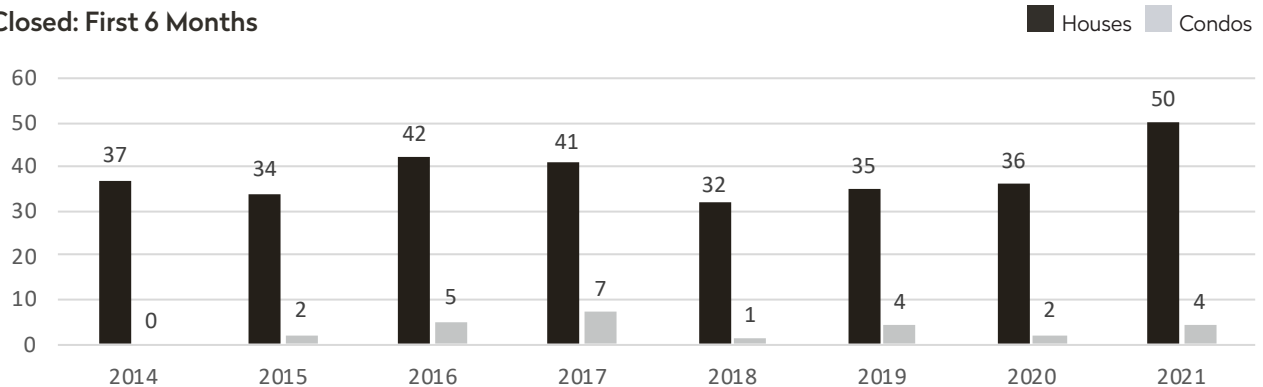
2021 vs. 2020

↑ 52%

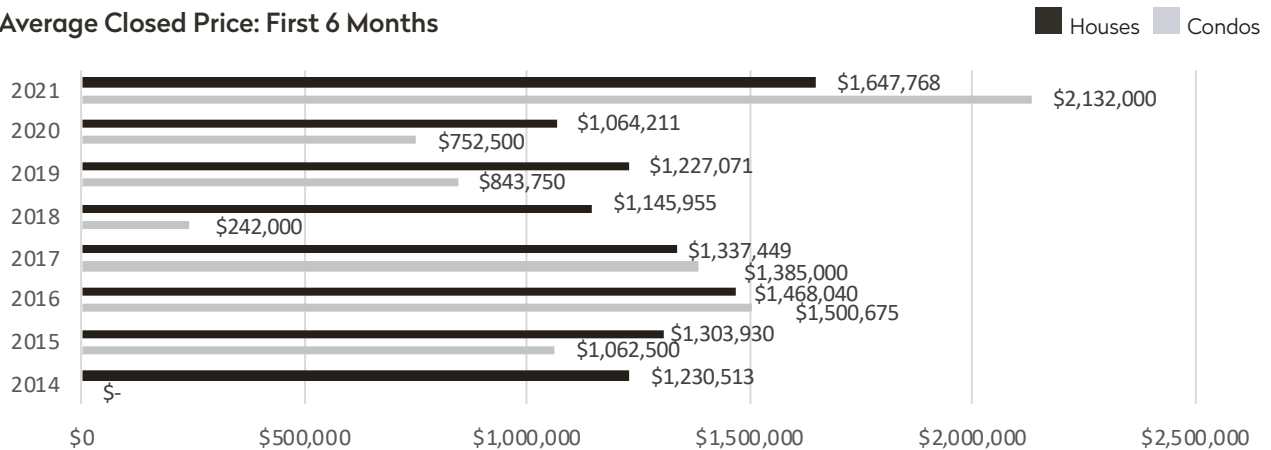
June 30 Inventory vs. June 30, 2020

↓ 63%

Closed: First 6 Months



Average Closed Price: First 6 Months



First Half 2021

Rowayton

Single Family Houses

Active House Listings as of June 30

	2021	2020	% CHANGE
Under \$600K	0	1	-100%
\$600K-\$1M	4	21	-81%
\$1M-\$1.5M	4	12	-66.7%
\$1.5M-\$2M	4	13	-69.2%
\$2M-\$3M	3	8	-62.5%
Over \$3M	6	1	+500%

Number of Houses Closed: First 6 Months

	2021	2020	% CHANGE
Under \$600K	6	7	-14.3%
\$600K-\$1M	9	10	-10%
\$1M-\$1.5M	8	13	-38.5%
\$1.5M-\$2M	12	5	+140%
\$2M-\$3M	10	1	+900%
Over \$3M	5	0	NA

Average List-to-Sale-Price Ratio: Houses

Based on Closing in First 6 Months of 2021

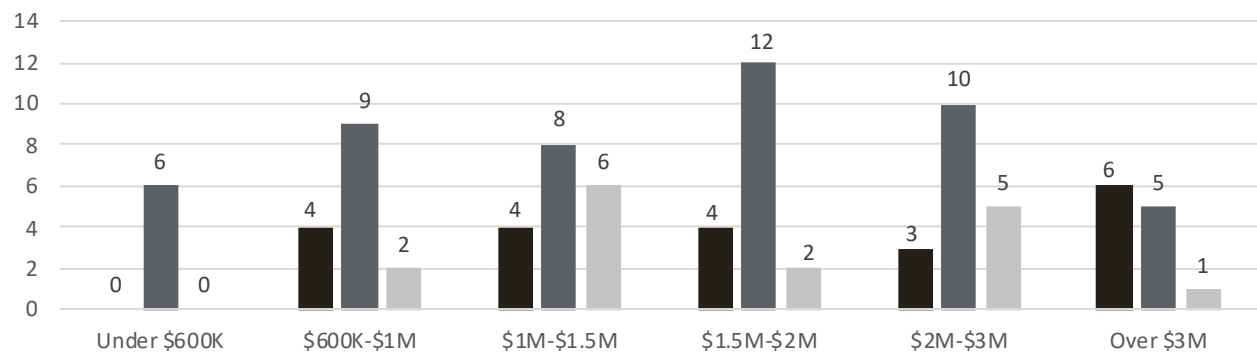
UNDER \$600K	\$600K-\$1M	\$1M-\$1.5M	\$1.5M-\$2M	\$2M-\$3M	OVER \$3M
99.0%	98.3%	103.8%	101.8%	101.2%	97.1%

Average for all price points: 100.5%

Houses: Active/Closed/Pending

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

Active Closed Pending

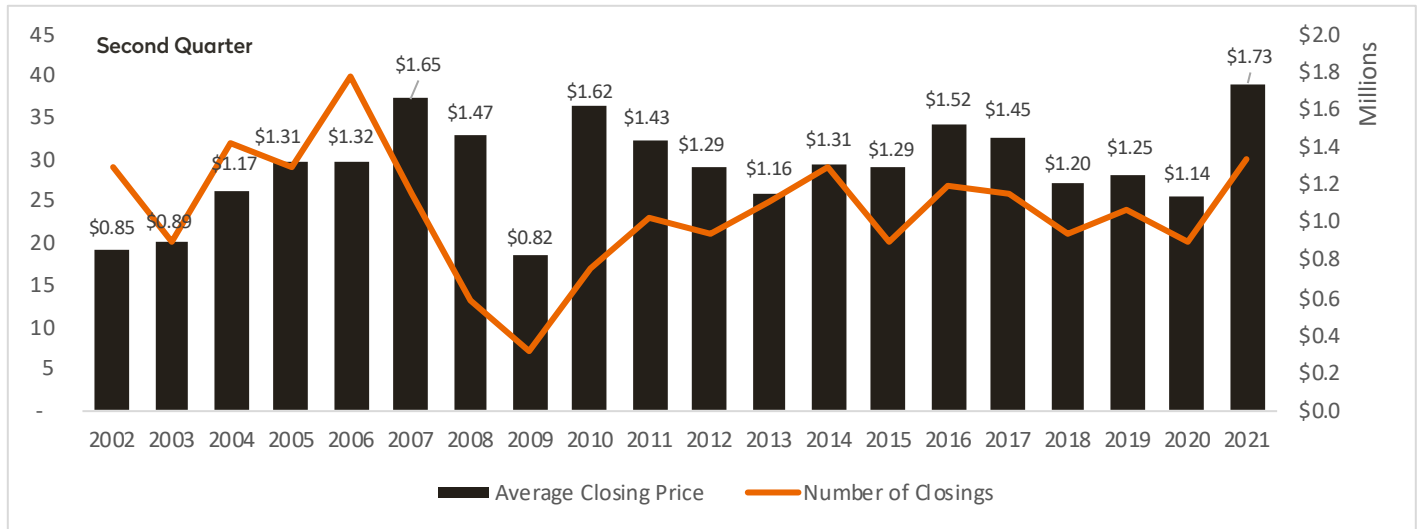


Rowayton

Single Family Houses

Second Quarter: 2002-2021

Average Closing Price/Number of Closings - Rowayton Houses

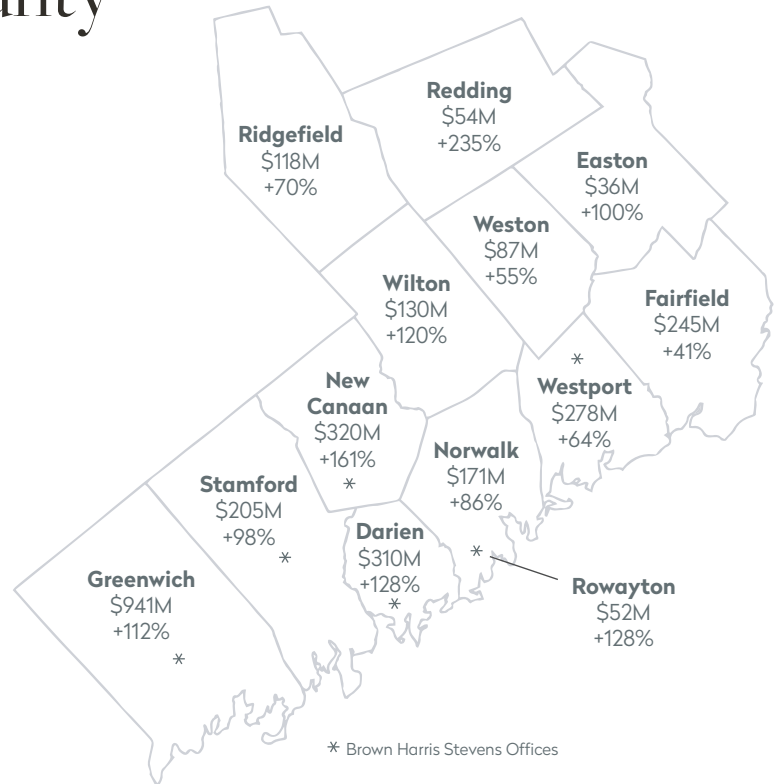


SECOND QUARTER	AVERAGE CLOSING PRICE	AVG. CLOSING PRICE % CHANGE YEAR-OVER-YEAR	# OF CLOSINGS	# OF CLOSINGS % CHANGE YEAR-OVER-YEAR	AVERAGE CDOM
2002	\$853,234	+25.9%	29	+11.5%	89
2003	\$890,700	+4.4%	20	-31%	139
2004	\$1,170,971	+31.5%	32	+60%	91
2005	\$1,313,345	+12.2%	29	-9.4%	71
2006	\$1,322,781	+0.7%	40	+37.9%	66
2007	\$1,652,981	+25%	26	-35%	127
2008	\$1,466,962	-11.3%	13	-50%	227
2009	\$823,929	-43.8%	7	-46.2%	210
2010	\$1,621,765	+96.8%	17	+142.9%	296
2011	\$1,428,304	-11.9%	23	+35.3%	146
2012	\$1,285,500	-10%	21	-8.7%	161
2013	\$1,155,790	-10.1%	25	+19%	139
2014	\$1,305,077	+12.9%	29	+16%	118
2015	\$1,291,149	-1.1%	20	-31%	165
2016	\$1,521,648	+17.9%	27	+35%	164
2017	\$1,454,669	-4.4%	26	-3.7%	140
2018	\$1,201,548	-17.4%	21	-19.2%	94
2019	\$1,251,771	+4.2%	24	+14.3%	146
2020	\$1,139,625	-9%	20	-16.7%	184
2021	\$1,734,375	+52.2%	30	+50%	90

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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