

**First Half 2021**  
**Weston Market Report**

Real Estate

**Brown Harris Stevens**



# Weston Overview

Weston's strong seller's market in the second quarter included 71 house closings at an average closing price of \$1.2M, the latter the highest average closing price for the quarter since 2008. On average, houses sold for 104.2% of the list price, a record since at least 2001. Meanwhile, houses that closed spent on average just 63 cumulative days on the market, under 100 days for the first time in over a decade.

Inventory remains at historically low levels, with 69 active houses at the end of June, less than half what Weston has typically seen for this time of year.

## Single Family Houses

### Number of Solds Q2

2021 vs. 2020

↑ **11%**

### Average Sold Price Q2

2021 vs. 2020

↑ **39%**

### June 30 Inventory

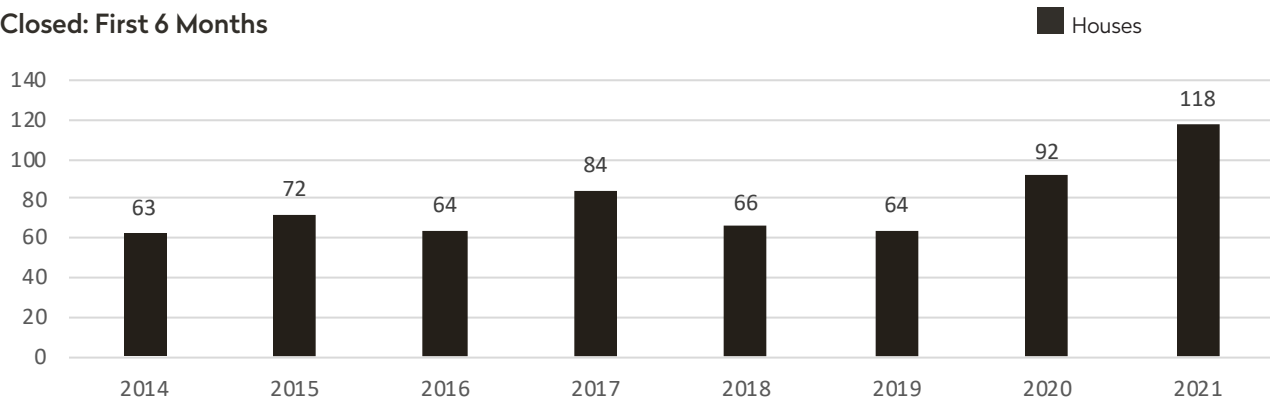
vs. June 30, 2020

↓ **43%**

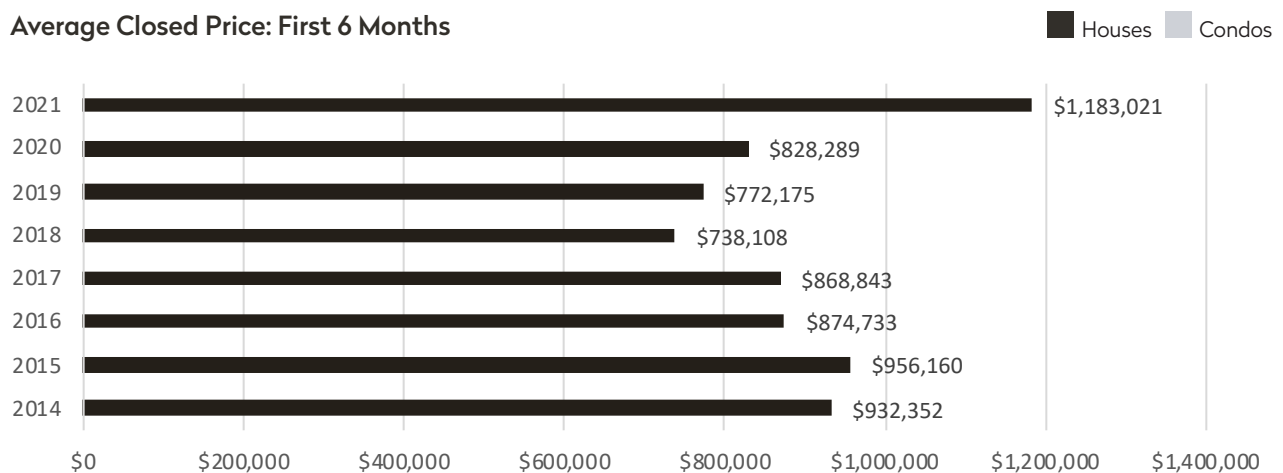
## Single Family Houses

	2021	2020	% CHANGE
Houses: Closings in Second Quarter	71	64	+10.9%
Houses: Average Closing Price Second Quarter	\$1,228,879	\$881,794	+39.4%
Houses: Closings First 6 Months	118	92	+28.3%
Houses: Average Closing Price First 6 Months	\$1,183,021	\$828,289	+42.8%
Houses: Pending on June 30th	37	34	+8.8%
Houses: Inventory on June 30th	69	122	-43.4%

## Closed: First 6 Months



## Average Closed Price: First 6 Months



First Half 2021

# Weston

## Single Family Houses

### Active House Listings as of June 30

	2021	2020	% CHANGE
Under \$500K	2	8	-75%
\$500K-\$700K	7	29	-75.9%
\$700K-\$900K	18	31	-41.9%
\$900K-\$1.2M	9	23	-60.9%
\$1.2M-\$1.5M	8	16	-50%
\$1.5M-\$2M	12	6	+100%
Over \$2M	13	9	+44.4%

### Number of Houses Closed: First 6 Months

	2021	2020	% CHANGE
Under \$500K	4	10	-60%
\$500K-\$700K	13	36	-63.9%
\$700K-\$900K	22	21	+4.8%
\$900K-\$1.2M	30	12	+150%
\$1.2M-\$1.5M	22	7	+214.3%
\$1.5M-\$2M	21	5	+320%
Over \$2M	6	1	+500%

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

Based on Closing in First 6 Months of 2021

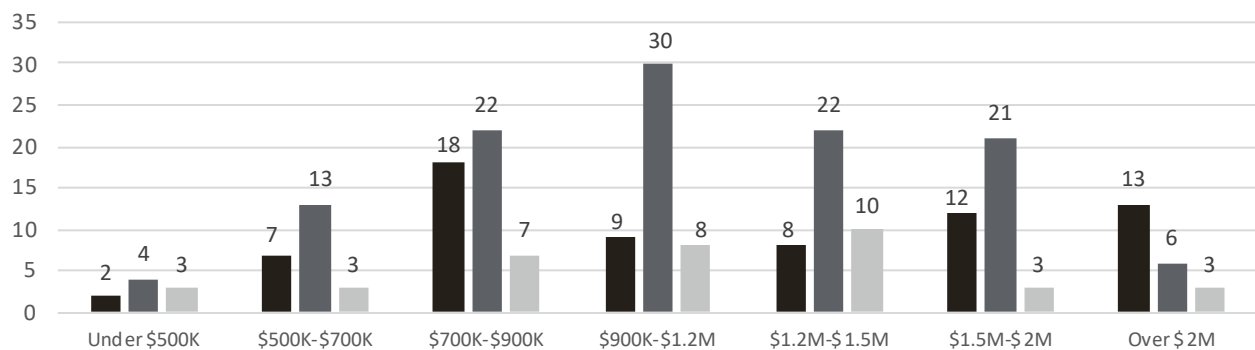
UNDER \$500K	\$500K-\$700K	\$700K-\$900K	\$900K-\$1.2M	\$1.2M-\$1.5M	\$1.5M-\$2M	OVER \$2M
100.5%	101.1%	102.7%	102.4%	102.8%	104.2%	96.5%

Average for all price points: 102.3%

### Houses: Active/Closed/Pending

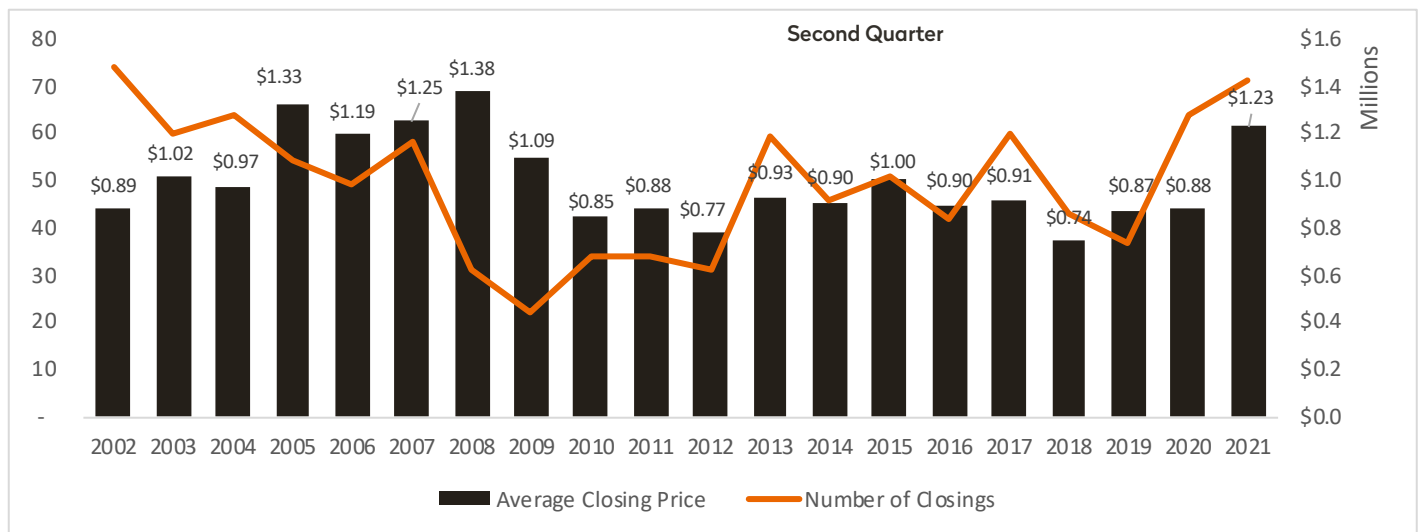
Active/Pending as of June 30; Closed: First 6 Months 2021

■ Active ■ Closed ■ Pending



## Second Quarter: 2002 -2021

### Average Closing Price/Number of Closings - Weston Houses

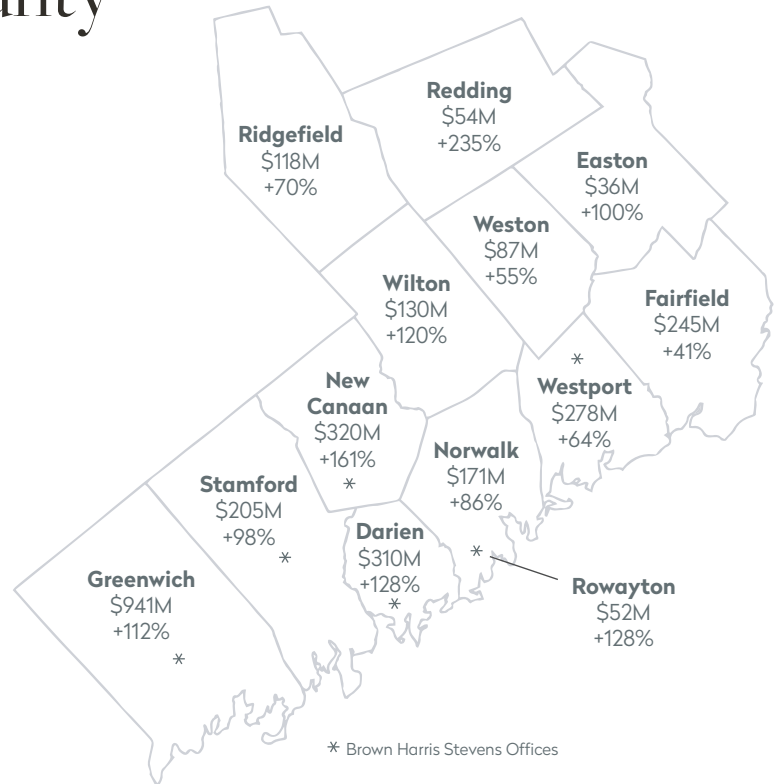


SECOND QUARTER	AVERAGE CLOSING PRICE	AVG. CLOSING PRICE % CHANGE YEAR-OVER-YEAR	# OF CLOSINGS	# OF CLOSINGS % CHANGE YEAR-OVER-YEAR	AVERAGE CDOM
2002	\$886,147	+24.6%	74	+48%	96
2003	\$1,020,530	+15.2%	60	-18.9%	123
2004	\$966,084	-5.3%	64	+6.7%	68
2005	\$1,325,009	+37.2%	54	-15.6%	82
2006	\$1,193,396	-9.9%	49	-9.3%	91
2007	\$1,247,853	+4.6%	58	+18.4%	94
2008	\$1,382,064	+10.8%	31	-46.6%	182
2009	\$1,091,614	-21%	22	-29%	161
2010	\$847,248	-22.4%	34	+54.5%	227
2011	\$876,849	+3.5%	34	0%	202
2012	\$774,137	-11.7%	31	-8.8%	235
2013	\$930,127	+20.2%	59	+90.3%	241
2014	\$901,517	-3.1%	46	-22%	174
2015	\$1,002,581	+11.2%	51	+10.9%	240
2016	\$895,767	-10.7%	42	-17.6%	194
2017	\$914,585	+2.1%	60	+42.9%	220
2018	\$743,017	-18.8%	43	-28.3%	175
2019	\$868,127	+16.8%	37	-14%	170
2020	\$881,794	+1.6%	64	+73%	237
2021	\$1,228,879	+39.4%	71	+10.9%	63

# 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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