

First Half 2021
Westport Market Report

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Westport
Market Report

Brown Harris Stevens

Westport Overview

Westport's strong seller's market in the second quarter included 150 house closings at an average closing price of \$1.9M, for the quarter the most closings since 2007 and the highest average closing price in over two decades. Meanwhile, houses that closed spent on average just 70 cumulative days on the market, under 100 days for the first time in over a decade. Houses also sold for an average of 102% of the list price, a record high since at least 2001. Ninety-nine of the 150 house closings (66%) went for at or above the asking price. Inventory remains at historically low levels, with just 198 active houses at the end of June, about half what Westport has typically seen for this time of year.

Single Family Houses

	2021	2020	% CHANGE
Houses: Closings in Second Quarter	150	121	+24%
Houses: Average Closing Price Second Quarter	\$1,853,367	\$1,401,082	+32.3%
Houses: Closings First 6 Months	265	199	+33.2%
Houses: Average Closing Price First 6 Months	\$1,848,155	\$1,396,422	+32.3%
Houses: Pending on June 30th	115	94	+22.3%
Houses: Inventory on June 30th	198	282	-29.8%
Condos: Closings First 6 Months	27	16	+68.8%
Condos: Average Closing Price First 6 Months	\$628,002	\$475,341	+32.1%
Condos: Inventory on June 30th	15	20	-25%

Single Family Houses

Number of Solds Q2

2021 vs. 2020

↑ 24%

Average Sold Price Q2

2021 vs. 2020

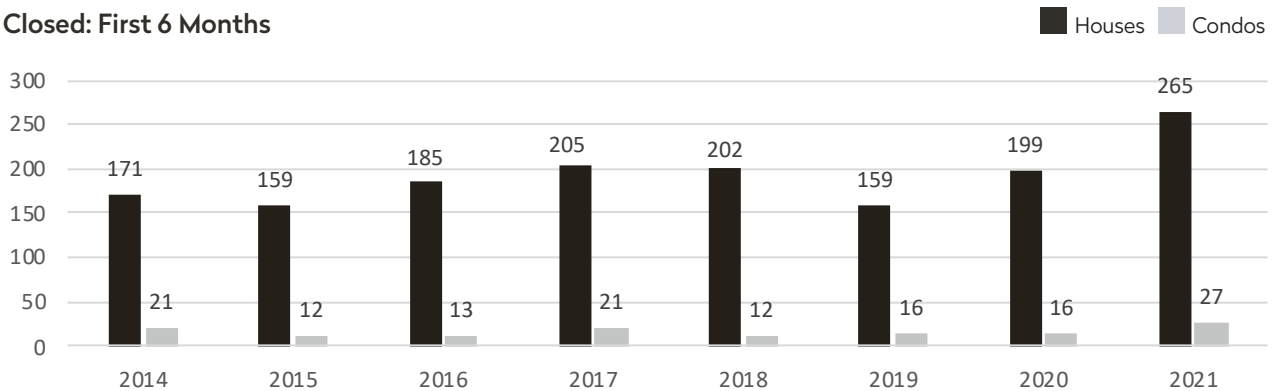
↑ 32%

June 30 Inventory

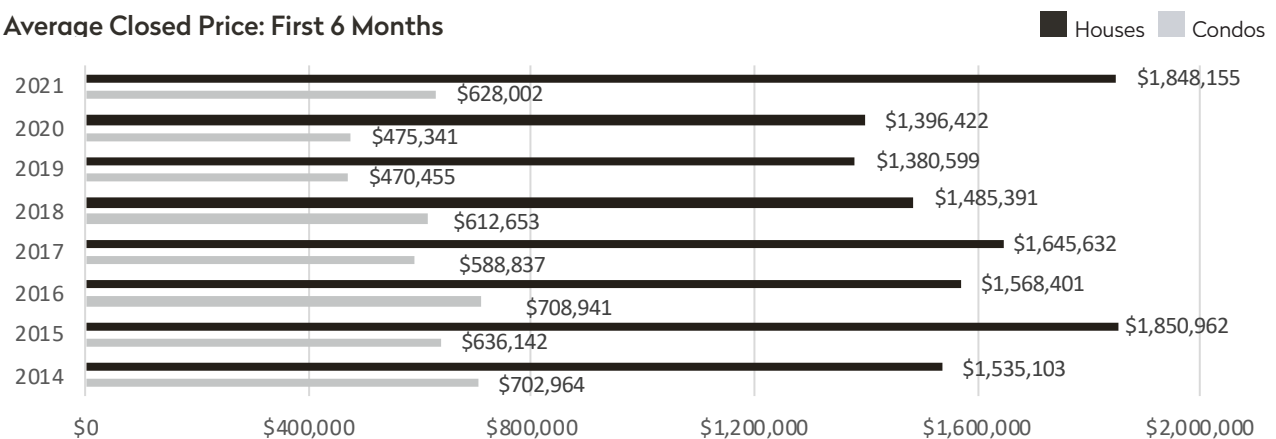
vs. June 30, 2020

↓ 30%

Closed: First 6 Months



Average Closed Price: First 6 Months



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Single Family Houses

Active House Listings as of June 30

	2021	2020	% CHANGE
Under \$750K	10	29	-65.5%
\$750K-\$1M	27	43	-37.2%
\$1M-\$1.2M	9	23	-60.9%
\$1.2M-\$1.5M	18	46	-60.9%
\$1.5M-\$2M	29	46	-37%
\$2M-\$2.5M	19	20	-5%
\$2.5M-\$3M	19	25	-24%
\$3M-\$4M	34	24	+41.7%
\$4M-\$5M	5	7	-28.6%
Over \$5M	28	19	+47.4%

Number of Houses Closed: First 6 Months

	2021	2020	%
Under \$750K	19	36	-47.2%
\$750K-\$1M	37	40	-7.5%
\$1M-\$1.2M	27	22	+22.7%
\$1.2M-\$1.5M	44	33	+33.3%
\$1.5M-\$2M	44	30	+46.7%
\$2M-\$2.5M	42	18	+133.3%
\$2.5M-\$3M	19	9	+111.1%
\$3M-\$4M	20	8	+150%
\$4M-\$5M	7	2	+250%
Over \$5M	6	1	+500%

Average List-to-Sale-Price Ratio: Houses

Based on Closing in First 6 Months of 2021

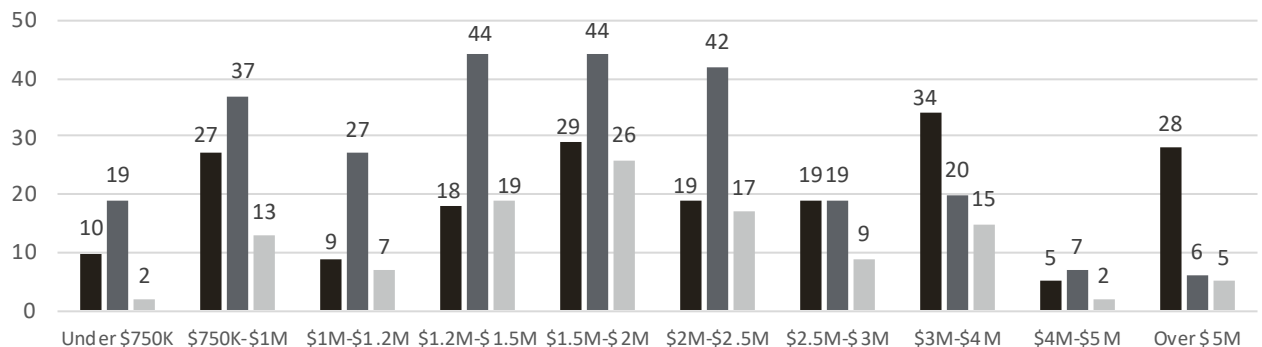
UNDER \$750K	\$750K-\$1M	\$1M-\$1.2M	\$1.2M-\$1.5M	\$1.5M-\$2M	\$2M-\$2.5M	\$2.5M-\$3M	\$3M-\$4M	\$4M-\$5M	OVER \$5M
99.8%	98.8%	101.2%	100.8%	103.2%	101.7%	100.9%	101.8%	101.4%	93.7%

Average for all price points: 101.0%

Houses: Active/Closed/Pending

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

Active Closed Pending

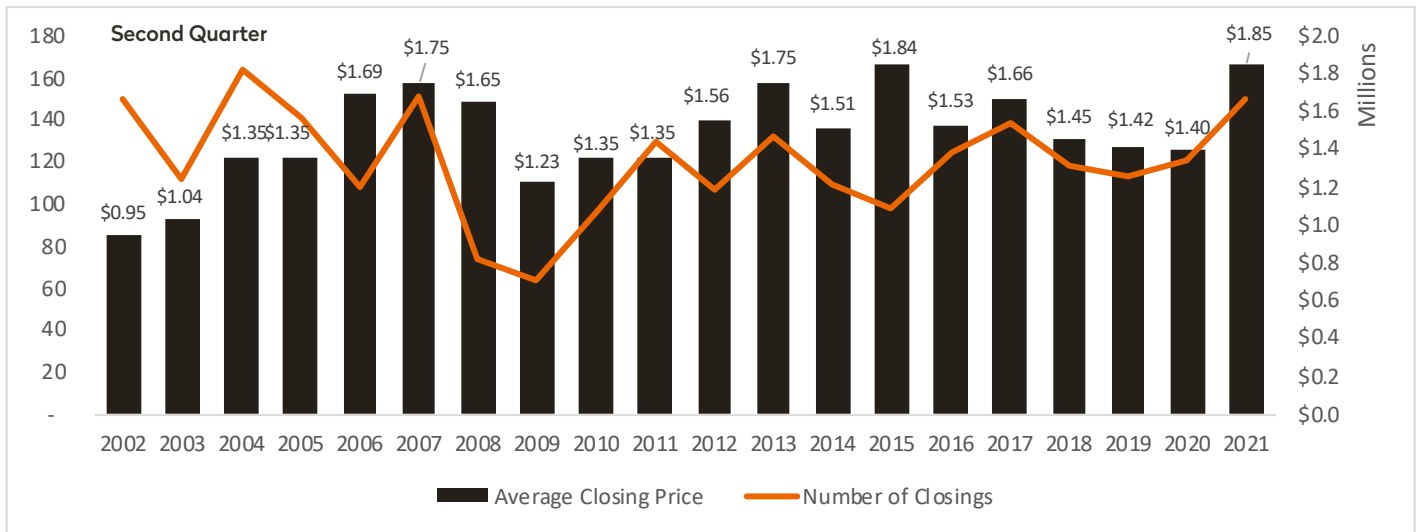


Westport

Single Family Houses

Second Quarter: 2002 -2021

Average Closing Price/Number of Closings - Westport Houses

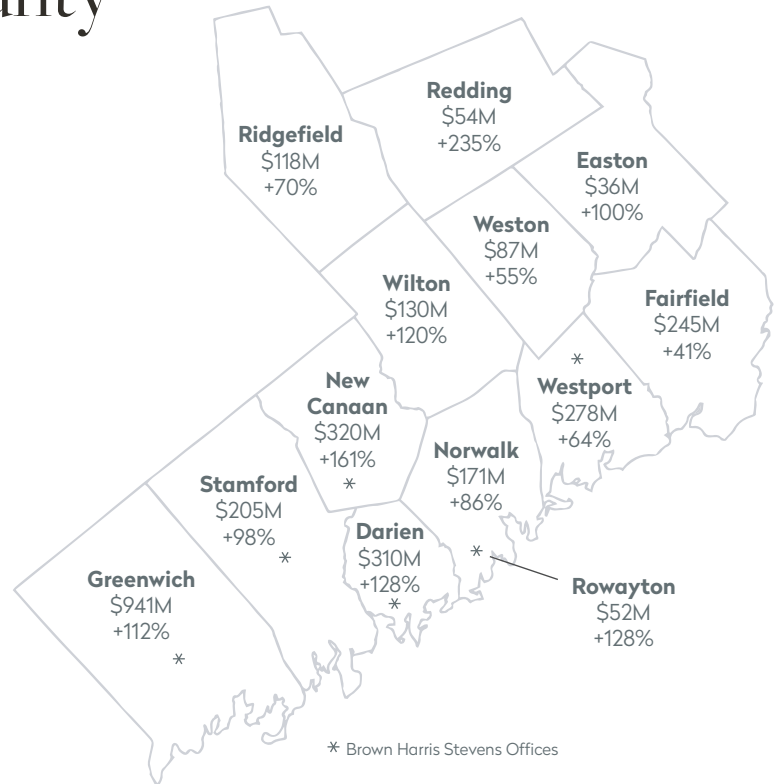


SECOND QUARTER	AVERAGE CLOSING PRICE	AVG. CLOSING PRICE % CHANGE YEAR-OVER-YEAR	# OF CLOSINGS	# OF CLOSINGS % CHANGE YEAR-OVER-YEAR	AVERAGE CDOM
2002	\$951,869	+1%	150	+33.9%	71
2003	\$1,037,803	+9%	112	-25.3%	72
2004	\$1,349,071	+30%	164	+46.4%	64
2005	\$1,351,799	+0.2%	141	-14%	64
2006	\$1,687,326	+24.8%	108	-23.4%	85
2007	\$1,754,101	+4%	151	+39.8%	102
2008	\$1,654,203	-5.7%	74	-51%	169
2009	\$1,232,612	-25.5%	64	-13.5%	211
2010	\$1,353,765	+9.8%	97	+51.6%	191
2011	\$1,354,805	+0.1%	129	+33%	185
2012	\$1,558,727	+15.1%	107	-17.1%	204
2013	\$1,748,279	+12.2%	132	+23.4%	195
2014	\$1,509,191	-13.7%	109	-17.4%	172
2015	\$1,844,918	+22.2%	98	-10.1%	214
2016	\$1,525,887	-17.3%	124	+26.5%	207
2017	\$1,662,289	+8.9%	139	+12.1%	238
2018	\$1,449,625	-12.8%	118	-15.1%	172
2019	\$1,416,831	-2.3%	113	-4.2%	193
2020	\$1,401,082	-1.1%	121	+7.1%	209
2021	\$1,853,367	+32.3%	150	+24%	70

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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