

First Half 2021
Wilton Market Report

For
the
first
half
of
the
year

Brown Harris Stevens

Wilton Overview

Wilton's strong seller's market in the second quarter included 121 house closings at an average closing price of \$1.07M, for the quarter the most closings since 2001 and the highest average closing price since 2007. Meanwhile, houses that closed spent on average just 66 cumulative days on the market, under 100 days for the first time in over a decade. Houses also sold for an average of 103.8% of the list price, a record high since at least 2001. Eighty-six out of the 121 house closings (71%) went for at or above the asking price.

Single Family Houses

Number of Solds Q2

2021 vs. 2020

↑ **78%**

Average Sold Price Q2

2021 vs. 2020

↑ **24%**

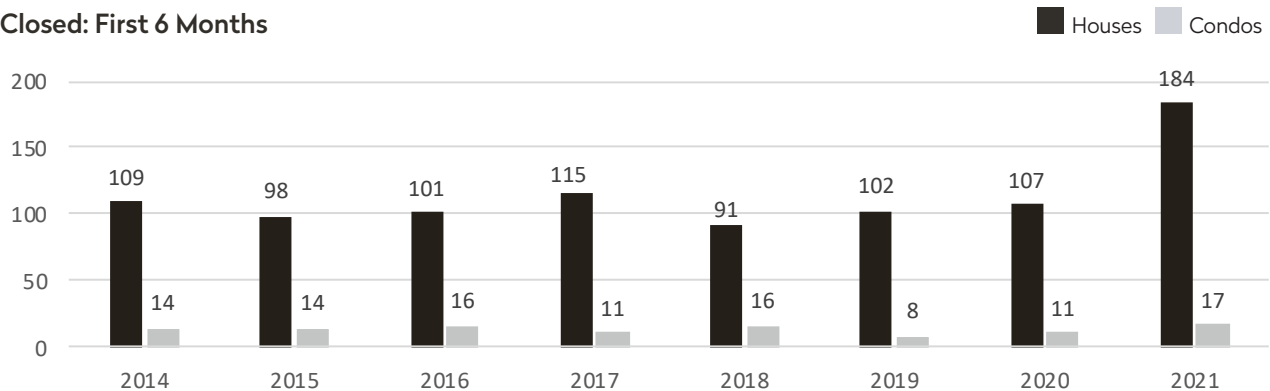
June 30 Inventory vs. June 30, 2020

↓ **51%**

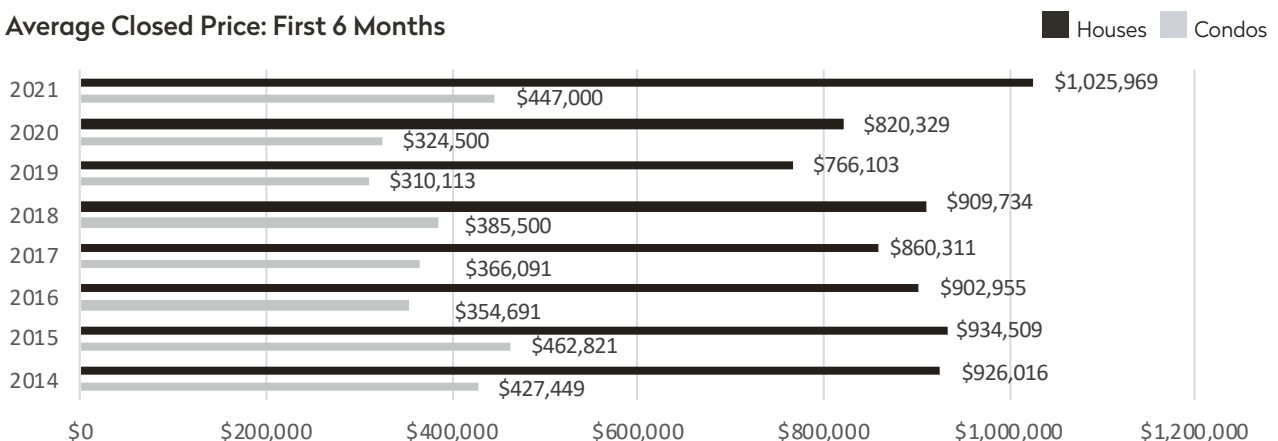
Single Family Houses

	2021	2020	% CHANGE
Houses: Closings in Second Quarter	121	68	+77.9%
Houses: Average Closing Price Second Quarter	\$1,072,842	\$866,799	+23.8%
Houses: Closings First 6 Months	184	107	+72%
Houses: Average Closing Price First 6 Months	\$1,025,969	\$820,329	+25.1%
Houses: Pending on June 30th	66	43	+53.5%
Houses: Inventory on June 30th	94	192	-51%
Condos: Closings First 6 Months	17	11	+54.5%
Condos: Average Closing Price First 6 Months	\$447,000	\$324,500	+37.8%
Condos: Inventory on June 30th	6	23	-73.9%

Closed: First 6 Months



Average Closed Price: First 6 Months



First Half 2021

Wilton

Single Family Houses

Active House Listings as of June 30

	2021	2020	% CHANGE
Under \$500K	4	12	-66.7%
\$500K-\$700K	12	49	-75.5%
\$700K-\$800K	10	19	-47.4%
\$800K-\$900K	20	24	-16.7%
\$900K-\$1M	8	18	-55.6%
\$1M-\$1.2M	8	16	-50%
\$1.2M-\$1.5M	13	33	-60.6%
\$1.5M-\$2M	8	14	-42.9%
Over \$2M	11	7	+57.1%

Number of Houses Closed: First 6 Months

	2021	2020	% CHANGE
Under \$500K	14	14	0%
\$500K-\$700K	30	27	+11.1%
\$700K-\$800K	24	22	+9.1%
\$800K-\$900K	28	14	+100%
\$900K-\$1M	17	10	+70%
\$1M-\$1.2M	23	9	+155.6%
\$1.2M-\$1.5M	23	7	+228.6%
\$1.5M-\$2M	13	3	+333.3%
Over \$2M	12	1	+1100%

Average List-to-Sale-Price Ratio: Houses

Based on Closing in First 6 Months of 2021

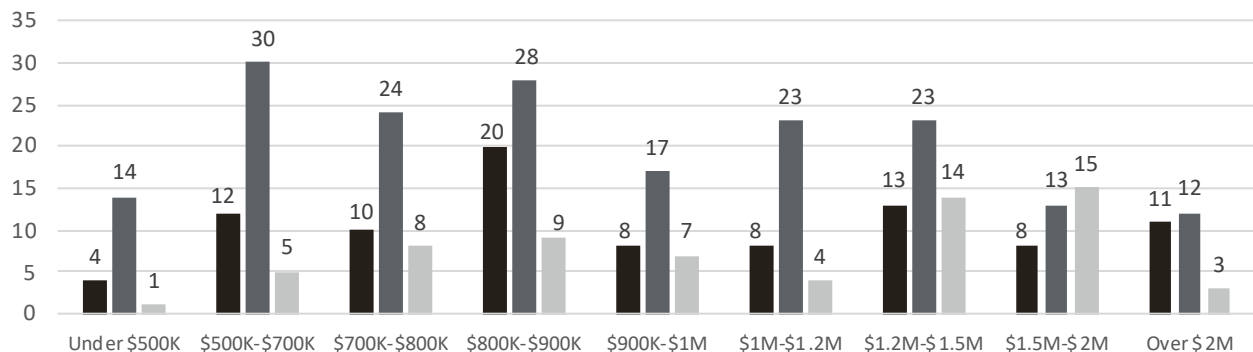
UNDER \$500K	\$500K-\$700K	\$700K-\$800K	\$800K-\$900K	\$900K-\$1M	\$1M-\$1.2M	\$1.2M-\$1.5M	\$1.5M-\$2M	OVER \$2M
101.6%	100.1%	101.9%	101.4%	102.6%	104.0%	104.1%	104.4%	98.8%

Average for all price points: 102.1%

Houses: Active/Closed/Pending

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

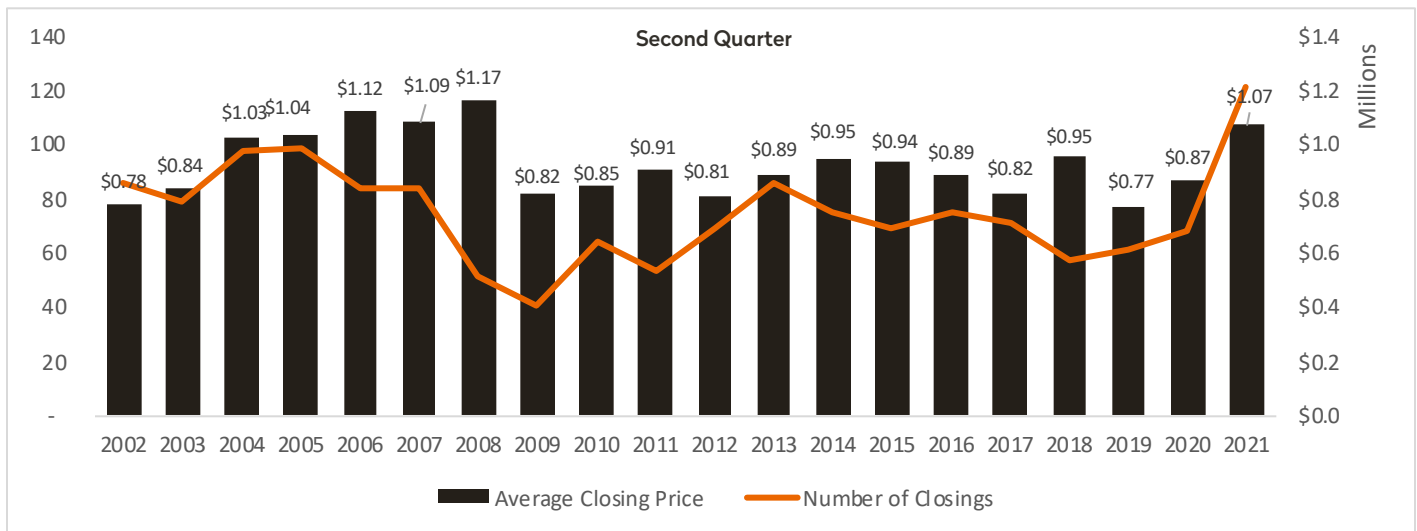
■ Active ■ Closed ■ Pending



Single Family Houses

Second Quarter: 2002 -2021

Average Closing Price/Number of Closings - Wilton Houses

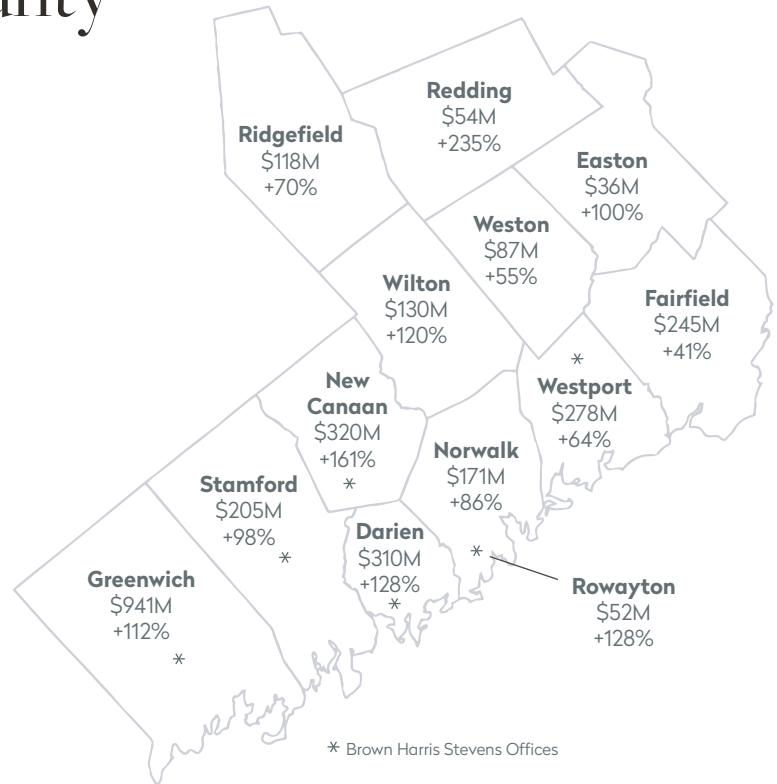


SECOND QUARTER	AVERAGE CLOSING PRICE	AVG. CLOSING PRICE % CHANGE YEAR-OVER-YEAR	# OF CLOSINGS	# OF CLOSINGS % CHANGE YEAR-OVER-YEAR	AVERAGE CDOM
2002	\$780,803	+5.7%	86	0%	67
2003	\$842,384	+7.9%	79	-8.1%	81
2004	\$1,026,140	+21.8%	98	+24.1%	76
2005	\$1,041,270	+1.5%	99	+1%	64
2006	\$1,123,858	+7.9%	84	-15.2%	68
2007	\$1,086,012	-3.4%	84	0%	89
2008	\$1,167,935	+7.5%	51	-39.3%	199
2009	\$819,045	-29.9%	41	-19.6%	191
2010	\$845,055	+3.2%	64	+56.1%	193
2011	\$906,085	+7.2%	53	-17.2%	204
2012	\$812,242	-10.4%	69	+30.2%	195
2013	\$888,909	+9.4%	86	+24.6%	174
2014	\$949,852	+6.9%	75	-12.8%	176
2015	\$942,897	-0.7%	69	-8%	153
2016	\$888,506	-5.8%	75	+8.7%	200
2017	\$815,843	-8.2%	71	-5.3%	230
2018	\$954,367	+17%	57	-19.7%	157
2019	\$768,516	-19.5%	61	+7%	178
2020	\$866,799	+12.8%	68	+11.5%	232
2021	\$1,072,842	+23.8%	121	+77.9%	66

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.

First Half 2021 Wilton Market Report

Brown Harris Stevens

Connecticut

Greenwich

125 Mason Street
Greenwich, CT 06830
203.869.8100

Darien Office

671 Boston Post Road
Darien, CT 06820
203.655.1418

Rowayton

140 Rowayton Avenue
Rowayton, CT 06853
203.655.1419

New Canaan

183 Elm Street
New Canaan, CT 06840
203.966.7800

Stamford

1099 High Ridge Road
Stamford, CT 06905
203.329.8801

Westport

56 Post Road
Westport, CT 06880
203.221.0666

Corporate

Development Marketing

445 Park Avenue
New York, NY 10022
212.521.5757

Contact Us

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