

**2020 Waterfront Report**  
Lower Fairfield County

# Waterfront Report

**Brown Harris Stevens**

BHSID 170184015



2020

# Waterfront Report

Houses in Lower Fairfield County with direct access to the Long Island Sound are always in high demand, but never more so than in 2020. One hundred and twenty L.I. Sound waterfront houses sold this year, up 69% compared to 2019, and the highest number of waterfront closings in Lower Fairfield County for a year since at least 2011. L.I. Sound waterfront properties reached a total sales volume of \$499 million in 2020, also the highest since 2011, with an average closing price of \$4.2 million.

Brown Harris Stevens' 2020 Waterfront Report looks at single family houses that have direct access to the L.I. Sound. The 2020 sales data is based on the time period between January 1st and December 21st, while the sales data from 2011-2020 includes closings for the full calendar year.

The number of Lower Fairfield County waterfront properties in 2020 that closed for \$15 million or more, the most waterfront closings at this price point in the past decade. Of the 7 houses, 4 were in Greenwich, 2 in Fairfield, and 1 in Westport.

7



**Sold:** 25 Butlers Island Road in Darien, listed by Brown Harris Stevens, closed in July for \$10.5 million after just 48 days on the market. The spectacular property is set on 1.2 acres, with 550 feet of Long Island Sound frontage, heated pool with spa, and dock.



2020

# Waterfront Report

## Brown Harris Stevens 2020 Waterfront Listing Highlights

**\$6.625 Million** The closing price in November for the Brown Harris Stevens waterfront listing at 57 Rowayton Avenue in Rowayton, the highest sold price ever for a home in this coastal section of Norwalk. The property has a dock, multiple decks overlooking the water, and a spectacular living room with nano-doors opening to the deck and water.

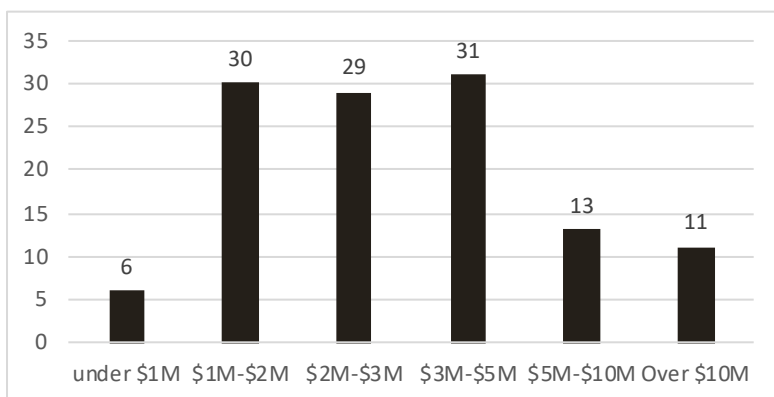
**\$5.4 Million** The closing price in October for the Brown Harris Stevens-listed waterfront listing at 236 Davenport Drive in Stamford, the highest closed price for a waterfront home in Stamford since 2006. The property, which sold after just 28 days on the market, is set on 1.3 acres with 270-degree panoramic views of the Long Island Sound, a private dock and direct access to a secluded beach.

**\$10.5 Million** The closing price in August for the Brown Harris Stevens waterfront listing at 25 Butler's Island in Darien, the highest sold price in Darien in 2020. The spectacular waterfront home closed after just 48 days on the market.



The view from the pool at 18 Wallacks Drive in Stamford, a 6.2-acre waterfront compound with dock, two coastal homes and five cottages. Listed at \$9,800,000.

### 2020 Lower Fairfield County L.I. Sound Waterfront Closings - By Price Range



The number of Long Island Sound waterfront closings in Lower Fairfield County in the second half of 2020, a 90% increase from 2019 and the most for this time period since 2011.

93

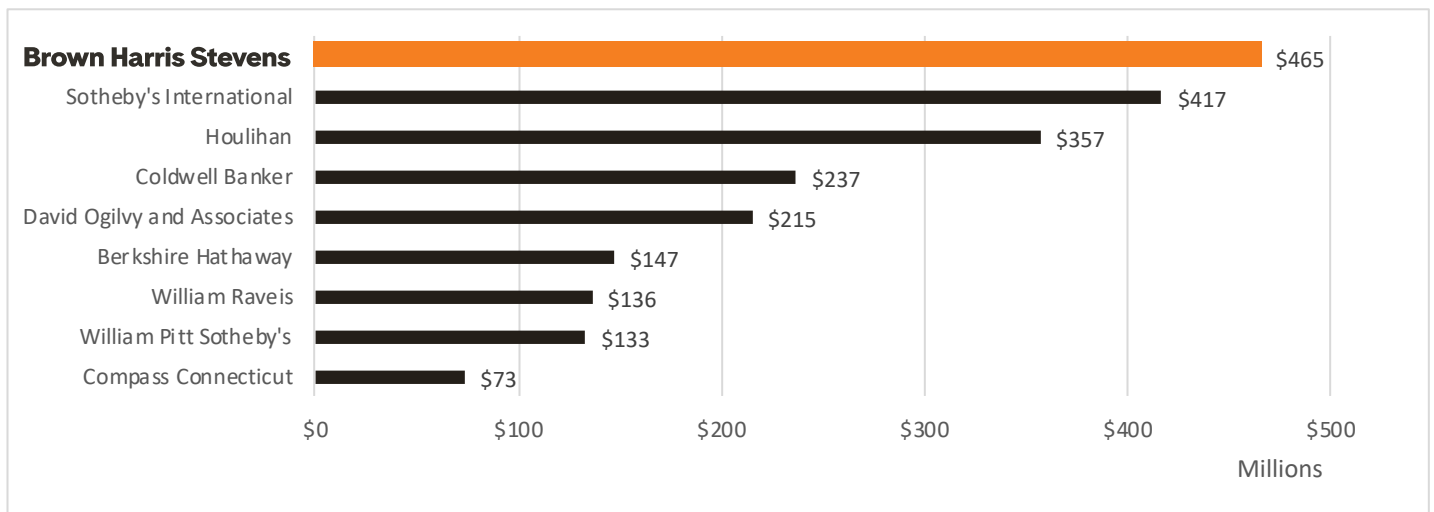
The average closing to list price percentage for a waterfront house in the second half of 2020, 3.9% higher than the same time period in 2019, when the average closing to list price percentage was 91.2%.

95.1%

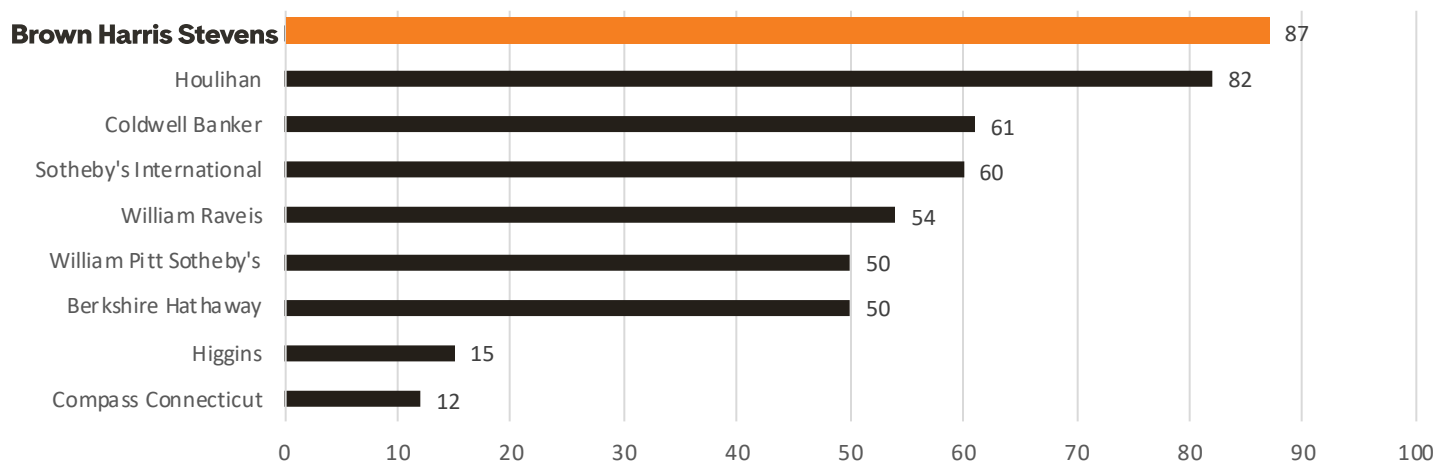
# Waterfront Report

## Brown Harris Stevens Is The Leader In Waterfront Real Estate In Southern Fairfield County

**Dollar Volume of Closed L. I. Sound Waterfront Listings in Southern Fairfield County, 2011-2020\***



**Number of Closed L. I. Sound Waterfront Listings in Southern Fairfield County, 2011-2020\***



\* 2020 Through Dec. 21.

Southern Fairfield County includes: Greenwich, Stamford, Darien, and Norwalk.

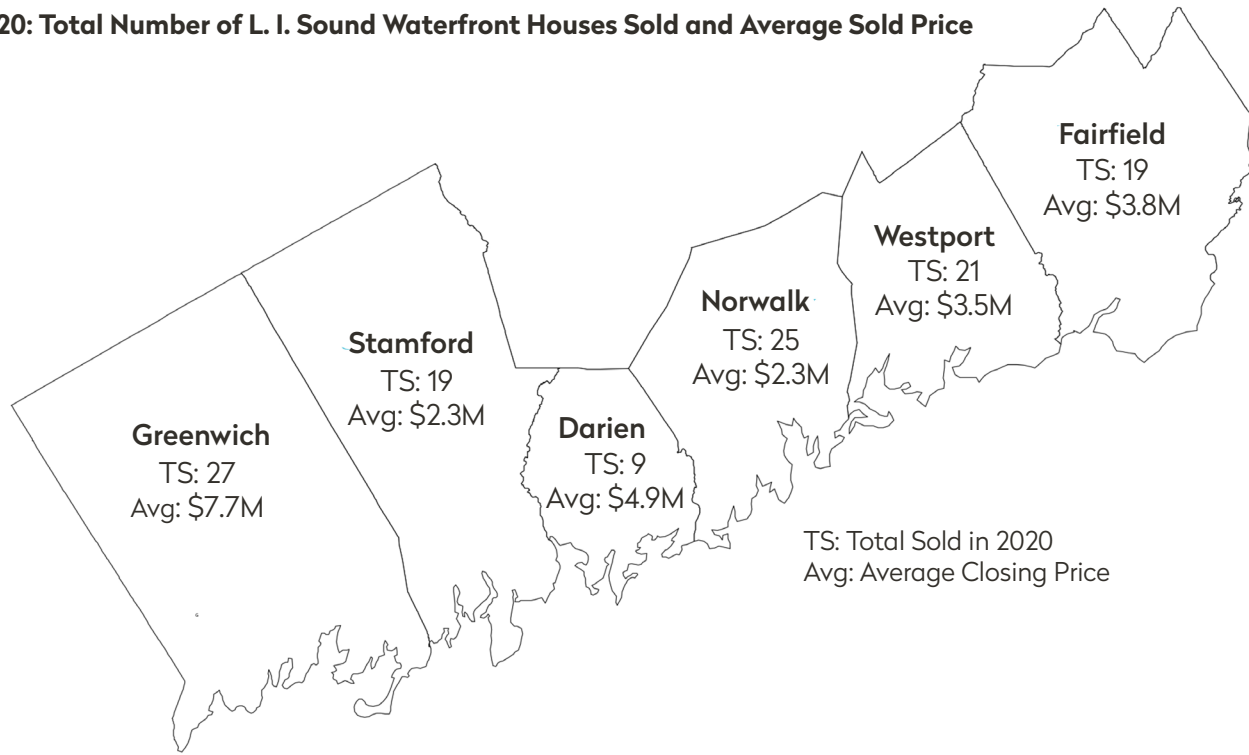
Data in report sourced from the Smart, Greenwich, and Darien MLS, and includes Brown Harris Stevens off-market closings.



2020

# Waterfront Report

## 2020: Total Number of L. I. Sound Waterfront Houses Sold and Average Sold Price

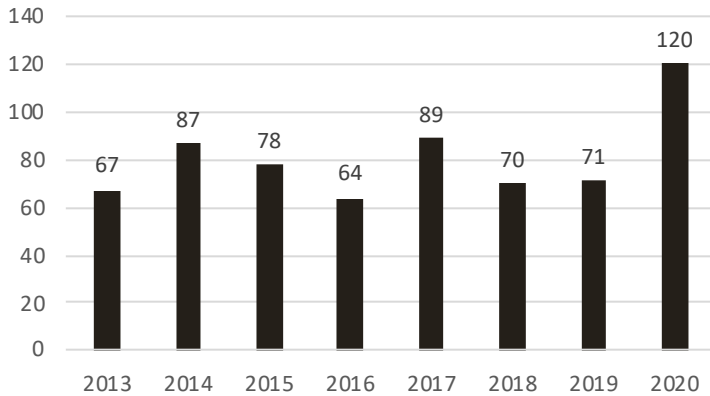


The bluestone terrace, overlooking the pool, water, and dock, at 2 Vista Drive in Greenwich. Listed by Brown Harris Stevens at \$6,999,000, the property is set on 1.9-acres in the Indian Harbor Association, with over 290 feet of L. I. Sound frontage.

BHSID 170354018

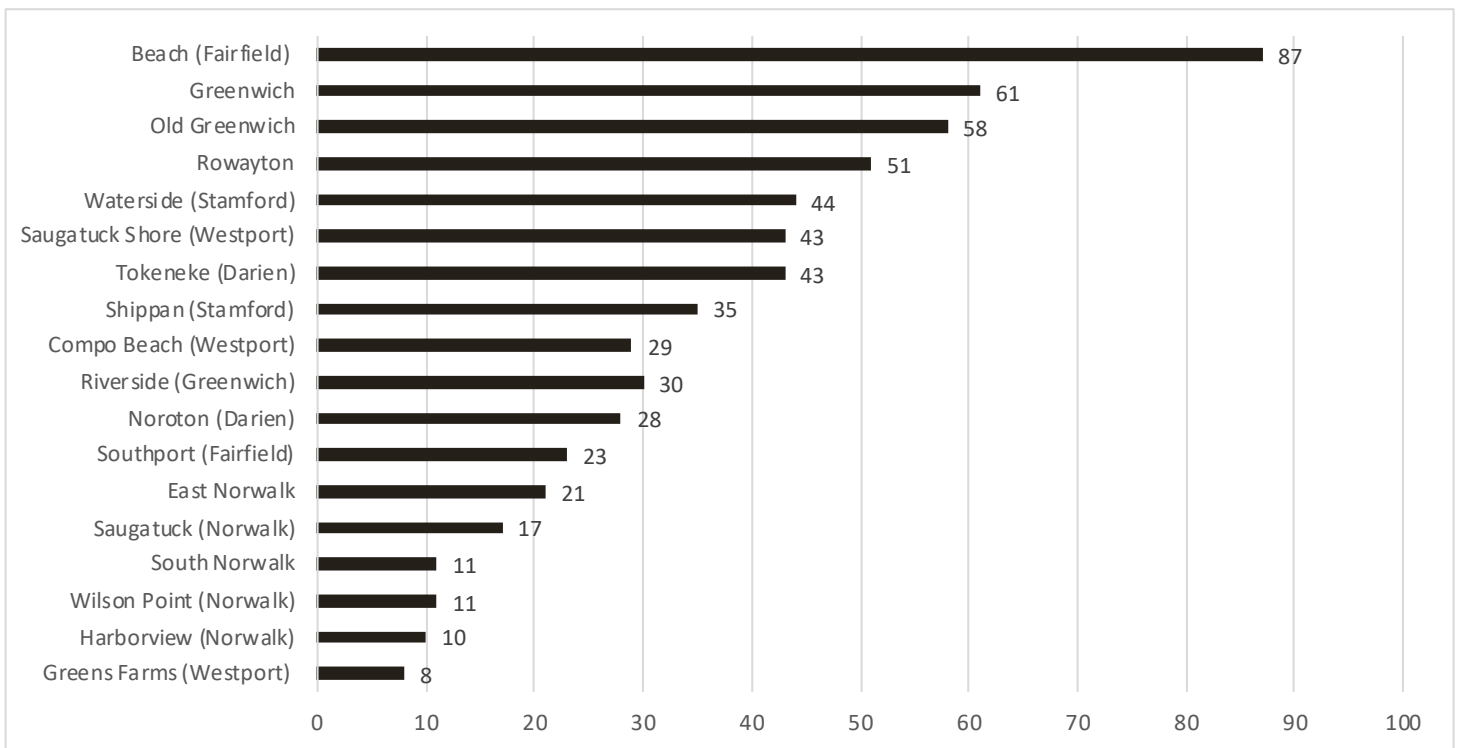
# Historical Perspective 2013-2020

**Number of Closed L.I. Sound Waterfront Houses  
Lower Fairfield County, 2013-2020**



5 North Road in Darien, set on 1.2 acres in the prestigious Butler's Island neighborhood. Listed at \$6,750,000.

**Number of Waterfront House Closing, 2013-2020, by Neighborhood\***

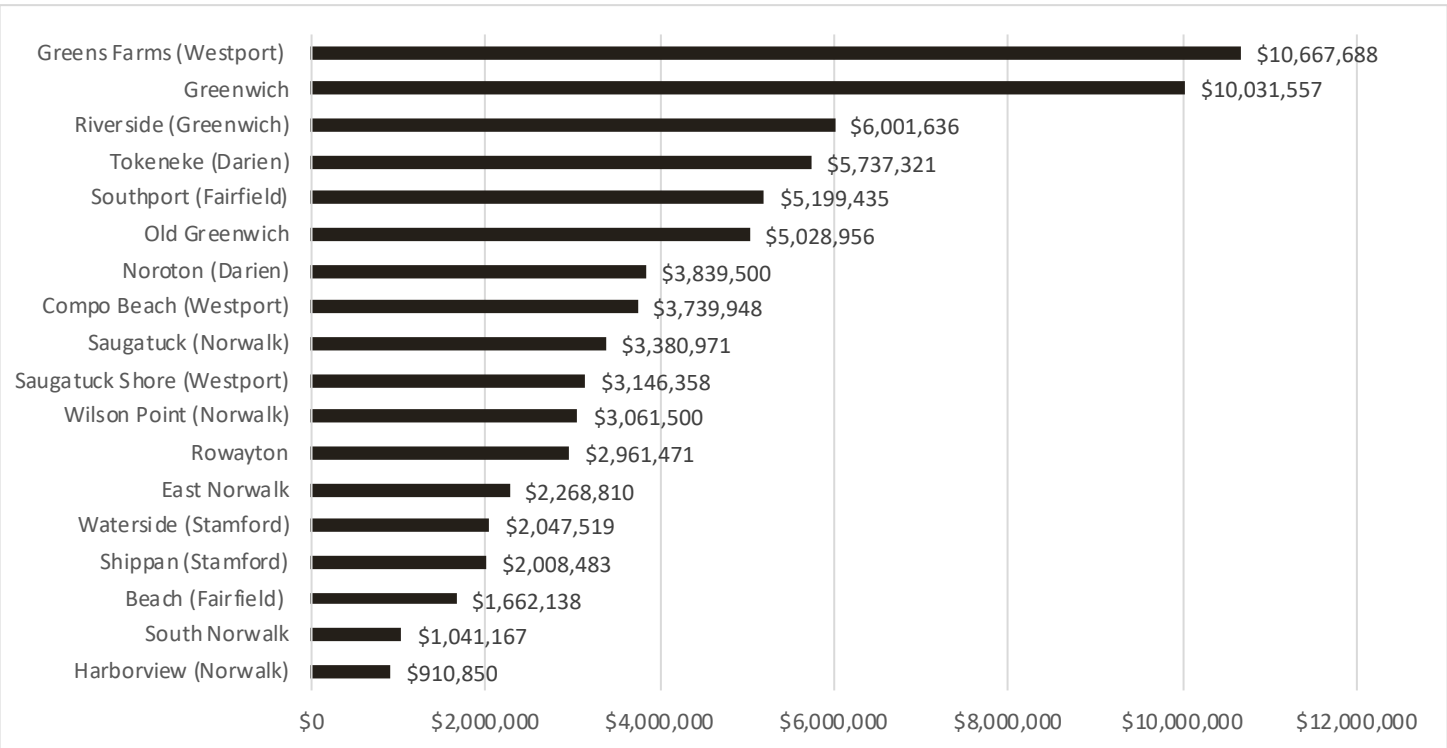


\*Includes neighborhoods with at least 8 closings.



# Historical Perspective 2013-2020

**Average Closing Price for Waterfront Houses, 2013-2020, by Neighborhood\***



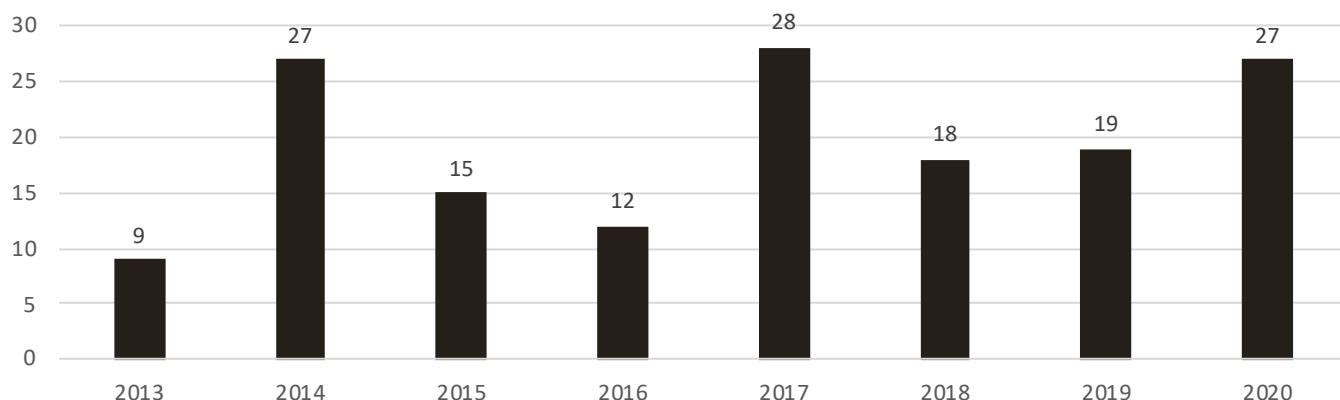
\*Includes neighborhoods with at least 8 closings.



**Sold:** 57 Rowayton Avenue in Rowayton, listed by Brown Harris Stevens, closed in November for \$6.625 million after just 27 days on the market, the highest closing price ever for a house in Rowayton.

# Greenwich Houses

## Number of Waterfront House Closings - All of Greenwich



## 2020 Significant Stats - All of Greenwich

**\$21.75 Million** The highest closing price for a waterfront home in Greenwich (and Lower Fairfield County) in 2020, for a 12,000+ sq. ft. home in an exclusive, 24-hour guard-gated community, with 2.4 acres, pool, and private beach. It was the fifth highest closing price for a Greenwich Long Island Sound waterfront home in the past 10 years.

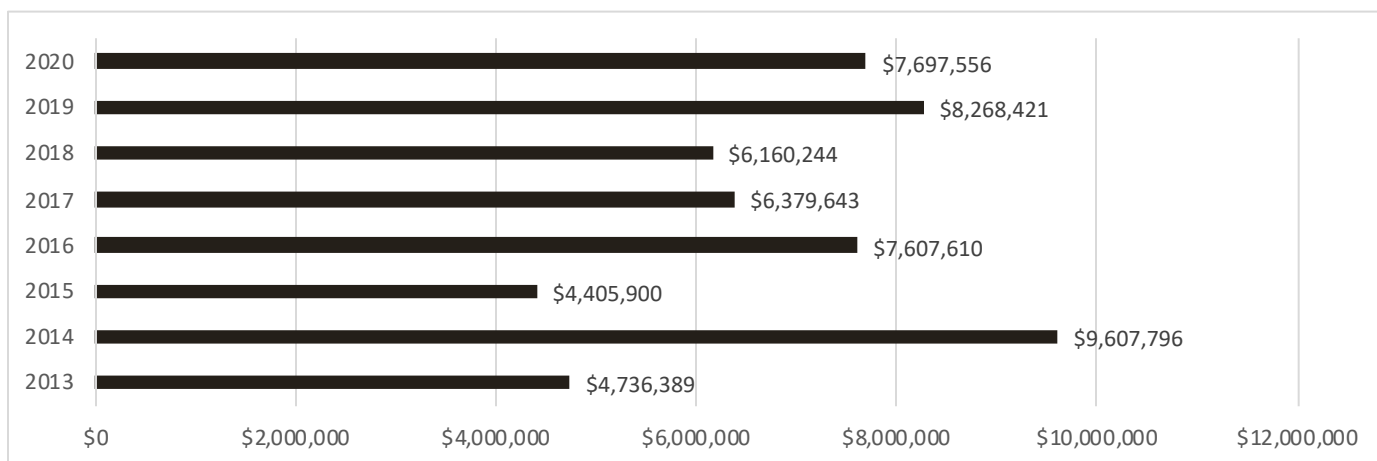
**4** The number of Greenwich L.I. Sound waterfront houses that sold for over \$15 million in 2020, the most at this price point in at least the last 10 years.

**\$1.5 Million** The lowest closing price for L.I. Sound waterfront in Greenwich in 2020, for a 2,300 sq. ft., 4-bedroom colonial in Riverside on .39 acres, with beautiful water views from the home's deck.

**\$1,259** The average closing-price-per-square-foot in Greenwich in 2020 for a L.I. Sound waterfront house, the second highest in Greenwich since 2011.

**\$208 Million** The dollar volume of L.I. Sound waterfront house closings in Greenwich in 2020, second highest total since 2011.

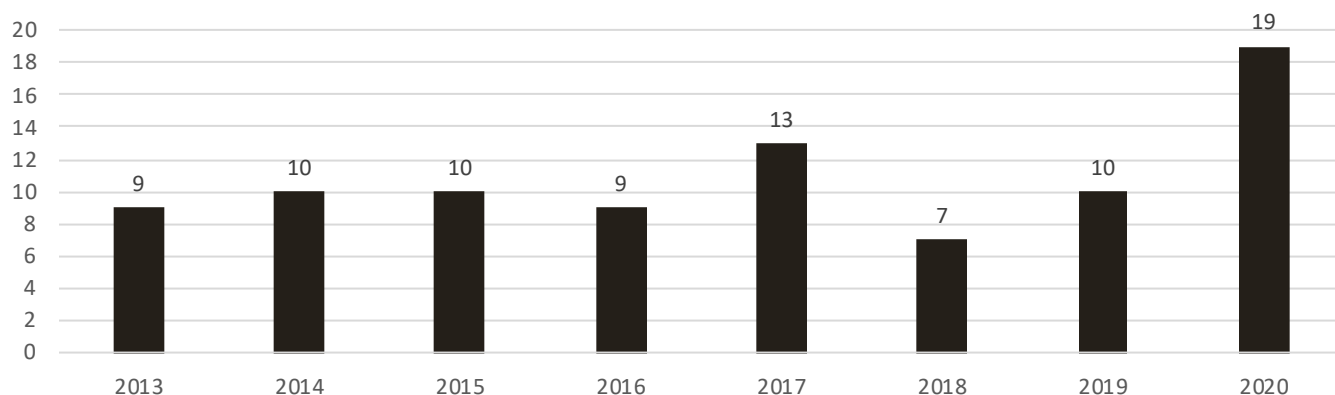
## Average Closing Price for Waterfront Houses - All of Greenwich





# Stamford Houses

## Number of Waterfront House Closings - Stamford



## 2020 Significant Stats - Stamford

**\$5.4 Million** The closing price in October for a Brown Harris Stevens-listed waterfront home on Davenport Road in Stamford, the highest sold price for a waterfront home in Stamford since 2006.

**4** The number of waterfront houses in Stamford that sold for over \$3 million, the most since 2011. The four properties averaged just 82 cumulative days on the market.

**\$2.26 Million** The average closing price of a Stamford L.I. Sound waterfront home in 2020, the highest for waterfront in Stamford since 2015.

**99.4%** The average closing to list price percentage of the seven waterfront houses sold in the Shippan section of Stamford in 2020, 10.3% higher than 2019, when the average closing to list price percentage was 89.1%.

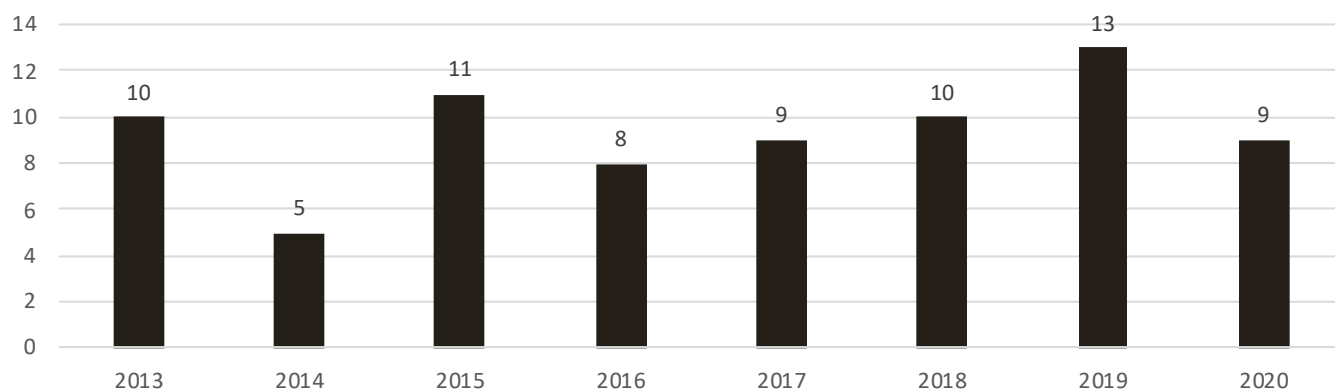
**7** The number of waterfront closings in the popular Dolphin Cove community in 2020. These properties had an average closing price of \$1.63 million. Five had cumulative days on market of 90 days or less.

## Average Closing Price for Waterfront Houses - Stamford



# Darien Houses

## Number of Waterfront House Closings - Darien



## 2020 Significant Stats - Darien

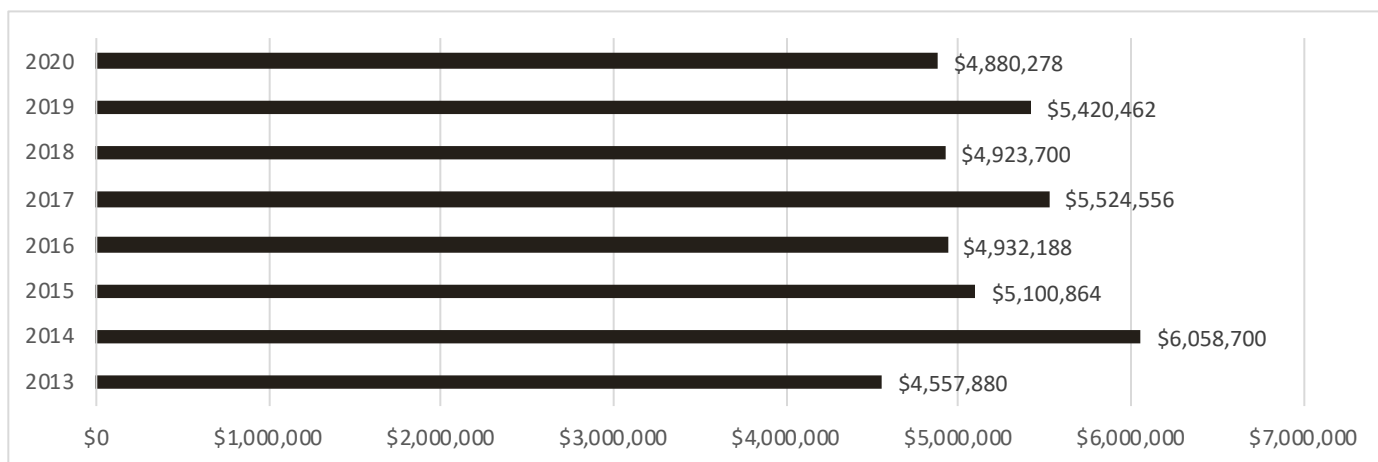
**\$10.5 Million** The closing price in August for a Brown Harris Stevens-listed waterfront home on Butler's Island in Darien, the highest sold price for any house in Darien in 2020. The spectacular waterfront home closed after just 48 days on the market.

**121** The cumulative days on market for a waterfront house closing in Darien in 2020, down 53% from the 260-day average of the previous nine years.

**\$2.55 Million** The lowest closing price for a L.I. Sound waterfront home in Darien in 2020, for a 4-bedroom contemporary on the Goodwives River, with direct access to the Long Island Sound. The property has 1.7 acres, sweeping lawns, a dock and a deck overlooking the water.

**3** The number of waterfront homes sold on Darien's Five Mile River Road in 2020. The properties closed at an average price of \$3.7 million and spent an average of just 115 cumulative days on the market.

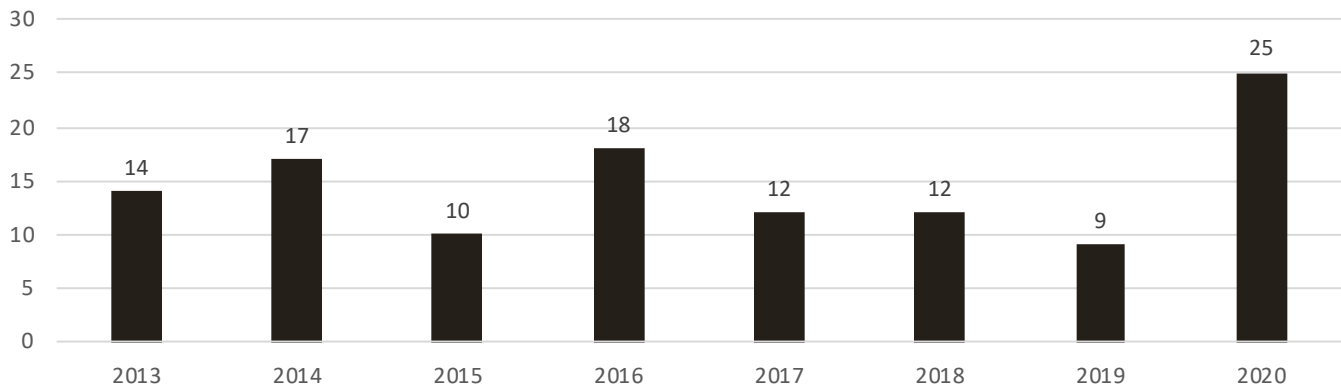
## Average Closing Price for Waterfront Houses - Darien





# Norwalk Houses

## Number of Waterfront House Closings - Norwalk



## 2020 Significant Stats - Norwalk

**\$6.625 Million** The closing price in November for a Brown Harris Stevens-listed waterfront house set along the Five Mile River in Rowayton, the highest sold price ever for a house in this coastal section of Norwalk.

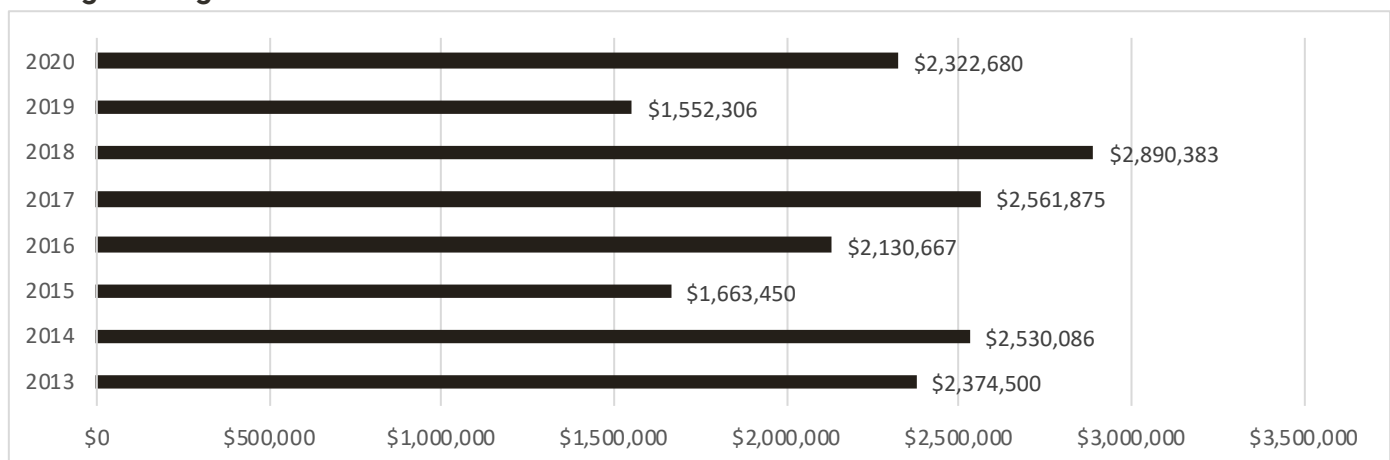
**7** The number of Norwalk L.I. Sound waterfront houses that sold for over \$3 million in 2020, the most in this price point since 2014.

**166** The average cumulative days on the market for sold waterfront houses in Norwalk in 2020, second lowest average of the past 10 years. The average cumulative days on market between 2011 and 2019 was 226 days.

**705K** The lowest closing price in Norwalk in 2020 for a L.I. Sound waterfront house. Located on Sable Street, the renovated, 1,400 square-foot home a private dock and has floor-to-ceiling windows that enhance the homes beautiful water views.

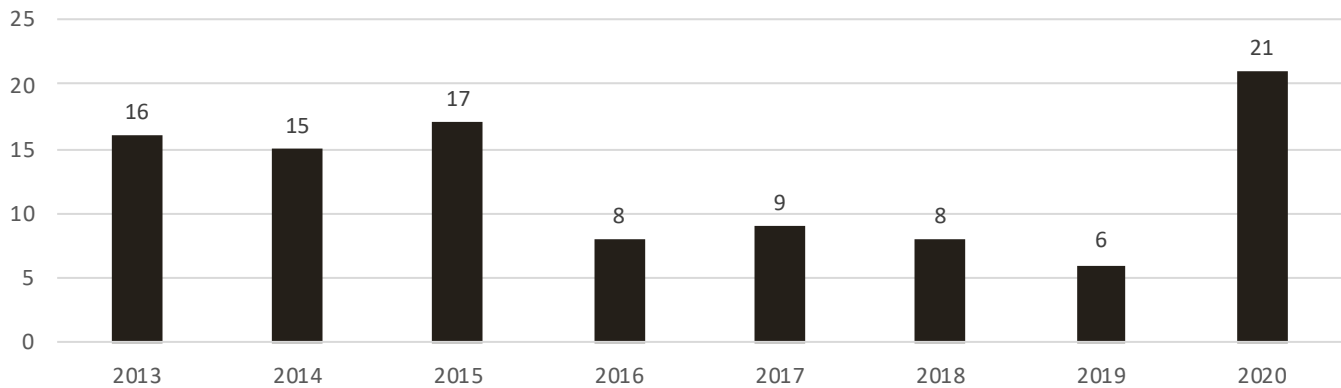
**10** The number of L.I. Sound waterfront house closings in the Rowayton section of Norwalk in 2020, the highest total of the past 10 years. The average closing price for waterfront in Rowayton in 2020 was \$2.9 million, the second highest for waterfront in Rowayton since 2015.

## Average Closing Price for Waterfront Houses - Norwalk



# Westport Houses

## Number of Waterfront House Closings - Westport



## 2020 Significant Stats - Westport

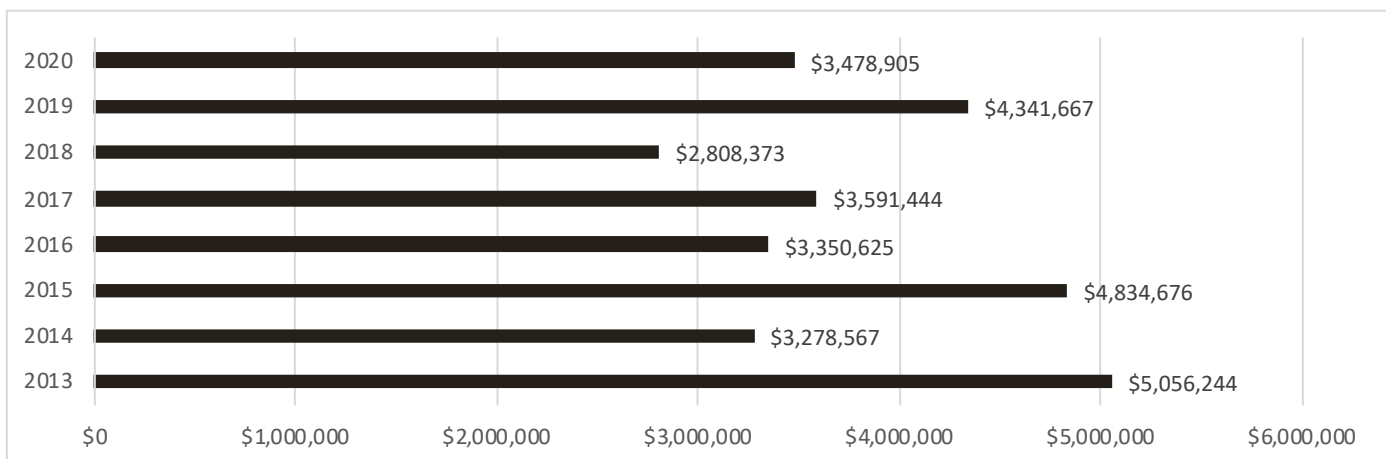
**\$16.5 Million** The highest closing price in Westport in 2020, for a 7.7-acre estate, comprised of three lots, with a total of 365 feet of water frontage. It was the second highest closing price for a Westport Long Island Sound waterfront home in the past 10 years.

**15** The number of waterfront houses in Westport that sold for under \$3 million, a 400% increase from 2019 and the most in this price point in the past 10 years. The 15 properties had an average price per square foot of \$619.

**\$1.382 Million** The lowest closing price for a L.I. Sound waterfront home in Westport in 2020, for a 4-bedroom, 2,778 sq. ft. house in the Saugatuck Shore section with dock and panoramic water views.

**8** The number of waterfront closings in the Saugatuck Shore neighborhood in 2020, the most of any section of Westport. The eight properties closed at an average price of \$2.2 million and a price per square foot of \$657. Since 2011, 58 waterfront houses have closed in the Saugatuck Shore neighborhood, with an average closing price of \$2.9 million.

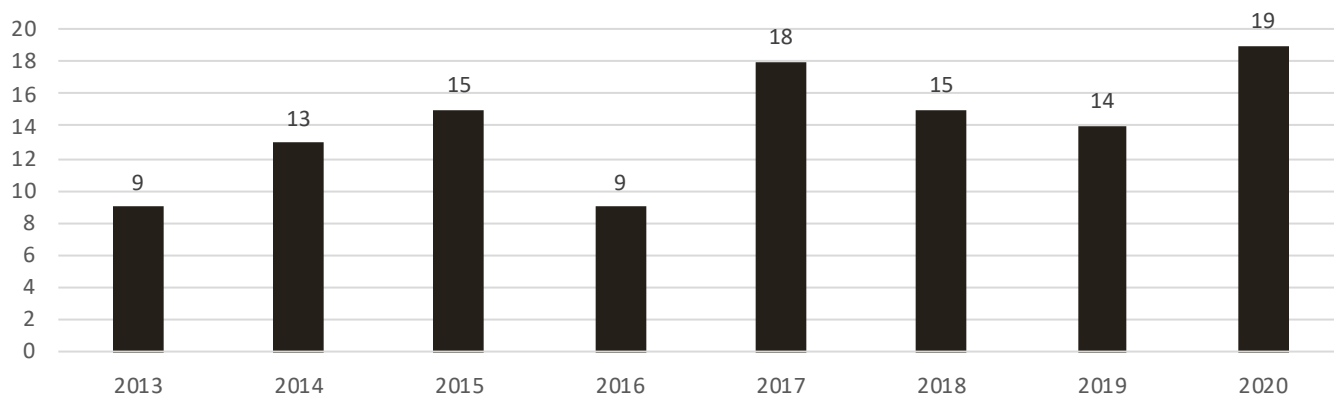
## Average Closing Price for Waterfront Houses - Westport





# Fairfield Houses

## Number of Waterfront House Closings - Fairfield



## 2020 Significant Stats - Fairfield

**\$16.5 Million** The highest sold price for waterfront in Fairfield in 2020, for a house on Pequot Avenue in Southport. The 9,760 sq. ft., European-style home, which sold at its list price, is set on 3.4 acres and includes a guest house, pool with spa, sweeping lawns, and a private beach.

**2** The number of waterfront houses in Fairfield that sold for over \$16 million in 2020, the only two Fairfield waterfront houses to sell at this price point over the past 10 years.

**15** The number of waterfront houses that closed in the Beach section of Fairfield, the most for a year in this popular beach community since at least 2011. These houses sold for an average of \$2.35 million, higher than any year in the past decade, and spent an average of 109 cumulative days on the market, the second lowest of the past 10 years.

**95.9%** The closed-to-list-price percentage for waterfront house closings in Fairfield in 2020, the highest of any year since 2011.

**\$783** The average price-per-square-foot for waterfront house closings in Fairfield in 2020, the second highest of any year since 2011.

## Average Closing Price for Waterfront Houses - Fairfield

