

YTD Through April 2021
Connecticut Market Report

Connecticut



Brown Harris Stevens

Brown Harris Stevens

Stronger Together

With Halstead and Brown Harris Stevens coming together, the new Brown Harris Stevens is now the largest privately held real estate firm in the Northeast and in the Top 10 Firms in the US with over **\$9 billion** in sales volume in 2019 alone. We now have **2,500** agents in **55** offices across key markets in New York City, Connecticut, the Hamptons, New Jersey, Hudson Valley, and South Florida. We are everywhere our clients want to be.

We are here to serve you, and Brown Harris Stevens has never been stronger. We look forward to working together.



Houses & Condos

All of Greenwich

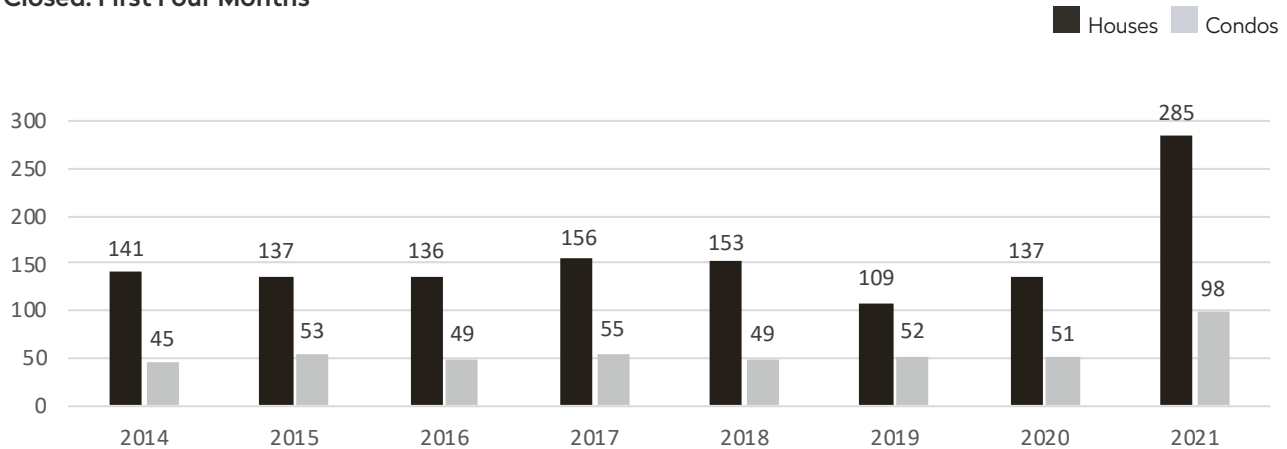
Year to Date Through April 2021

Eighty-five houses closed in April across All of Greenwich (Greenwich, Cos Cob, Riverside, and Old Greenwich), a 150% increase from April 2020, while the closing price for the month rose 67% to \$3.1M. Fourteen houses closed for over \$5M compared to zero in that price range in April of 2020.

One-hundred fifty-five houses were pending (properties with signed contracts yet to close) on April 30 in All of Greenwich compared to 44 a year ago. The pending houses ranged in price from \$450K to \$29.9M with an average list price of \$3.7M.



Closed: First Four Months



of Houses Closed: First Four Months

	2021	2020	%
Under \$1M	32	25	+28%
\$1M-\$1.5M	50	34	+47.1%
\$1.5M-\$2M	34	20	+70%
\$2M-\$2.5M	42	14	+200%
\$2.5M-\$3M	29	17	+70.6%
\$3M-\$4M	43	15	+186.7%
\$4M-\$5M	16	7	+128.6%
\$5M-\$7M	24	5	+380%
Over \$7M	15	0	NA

	2021	2020	% CHANGE
Houses: Closings in April	85	34	+150%
Houses: Average Closing Price in April	\$3,070,243	\$1,841,404	+66.7%
Houses: Closings First Four Months	285	137	+108%
Houses: Average Closing Price First Four Months	\$2,997,407	\$2,062,722	+45.3%
Houses: Pending on April 30	155	44	+252.3%
Houses: Active Inventory on April 30	414	559	-25.9%
Condos: Closings First Four Months	98	51	+92.2%
Condos: Average Closing Price First Four Months	\$1,021,833	\$927,655	+10.2%
Condos: Active Inventory on April 30	96	136	-29.4%
House & Condo \$ Volume of Closings First Four Mo.s	\$954,400,470	\$329,903,292	+189.3%

Houses & Condos

Greenwich

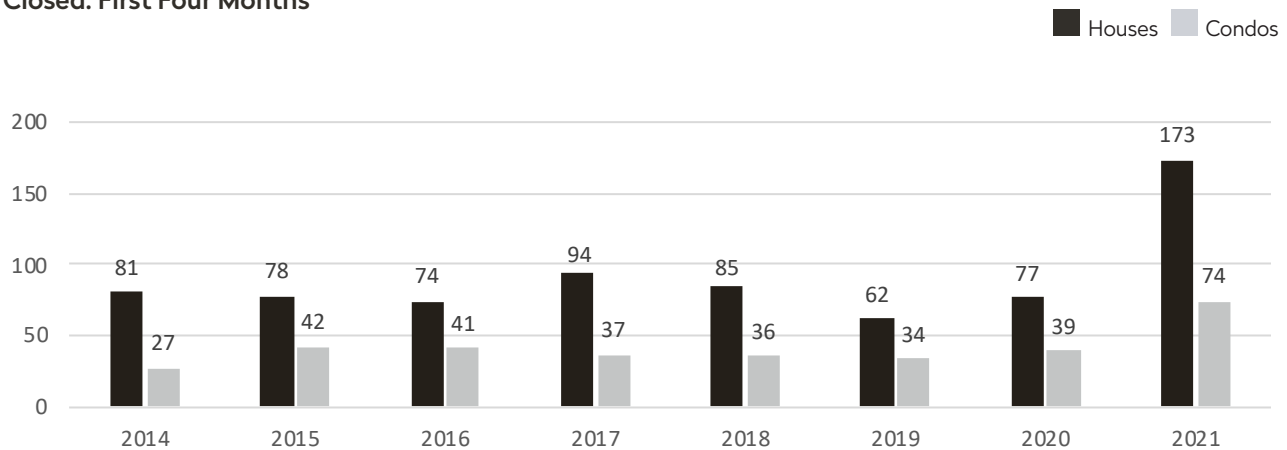
Year to Date Through April 2021

Greenwich had 247 combined house and condo closings through the first four months of the year, a 113% increase from a year ago. The average closing prices for both houses and condos rose as well, with the average house closing price jumping 55% to \$3.49M. The house and condo combined dollar volume of closings was \$685M, 224% higher than the same time a year ago.

The average cumulative days on the market for house closings in Greenwich in the first four months of the year was 198 days, down 32% from the same time a year ago.



Closed: First Four Months



of Houses Closed: First Four Months

	2021	2020	%		2021	2020	% CHANGE
Under \$1M	23	10	+130%	Houses: Closings in April	43	17	+152.9%
\$1M-\$1.5M	19	18	+5.6%	Houses: Average Closing Price in April	\$3,618,085	\$1,884,052	+92%
\$1.5M-\$2M	15	12	+25%	Houses: Closings First Four Months	173	77	+124.7%
\$2M-\$2.5M	25	7	+257.1%	Houses: Average Closing Price First Four Months	\$3,487,337	\$2,244,412	+55.4%
\$2.5M-\$3M	16	13	+23.1%	Houses: Pending on April 30	94	27	+248.1%
\$3M-\$4M	27	9	+200%	Houses: Active Inventory on April 30	295	377	-21.8%
\$4M-\$5M	16	4	+300%	Condos: Closings First Four Months	74	39	+89.7%
\$5M-\$7M	17	4	+325%	Condos: Average Closing Price First Four Months	\$1,105,765	\$984,074	+12.4%
Over \$7M	15	0	NA	Condos: Active Inventory on April 30	74	107	-30.8%
				House & Condo \$ Volume of Closings First Four Mo.s	\$685,135,970	\$211,198,598	+224.4%

Houses & Condos

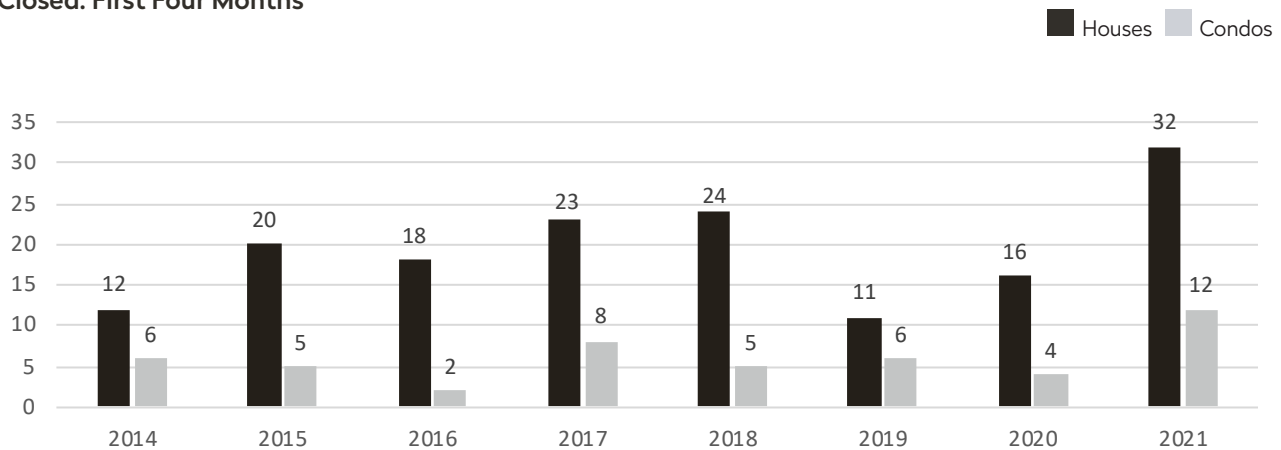
Cos Cob

Year to Date Through April 2021

Thirty-two houses closed in Cos Cob in the first four months of the year, a 100% increase from the same time in 2020, with the average closing price up 29% to \$1.47M. Of the closings, 19 occurred in the \$1m-\$1.5M price range, compared to five in that price range over the same time in 2020, a 280% increase. The average cumulative days on the market for house closings in the year's first four months was 139 days, down 35% from the same time a year ago. There were also 12 condo closings in Cos Cob in the first four months of the year, a 200% increase from a year ago.



Closed: First Four Months



of Houses Closed: First Four Months

	2021	2020	%
Under \$1M	4	8	-50%
\$1M-\$1.5M	19	5	+280%
\$1.5M-\$2M	4	2	+100%
\$2M-\$2.5M	3	0	NA
\$2.5M-\$3M	1	1	0%
Over \$3M	1	0	NA

	2021	2020	% CHANGE
Houses: Closings in April	13	4	+225%
Houses: Average Closing Price in April	\$1,480,769	\$1,033,250	+43.3%
Houses: Closings First Four Months	32	16	+100%
Houses: Average Closing Price First Four Months	\$1,465,563	\$1,135,656	+29%
Houses: Pending on April 30	13	3	+333.3%
Houses: Active Inventory on April 30	37	50	-26%
Condos: Closings First Four Months	12	4	+200%
Condos: Average Closing Price First Four Months	\$921,917	\$888,375	+3.8%
Condos: Active Inventory on April 30	10	15	-33.3%
House & Condo \$ Volume of Closings First Four Mo.s	\$57,961,000	\$21,724,000	+166.8%

Houses & Condos

Riverside

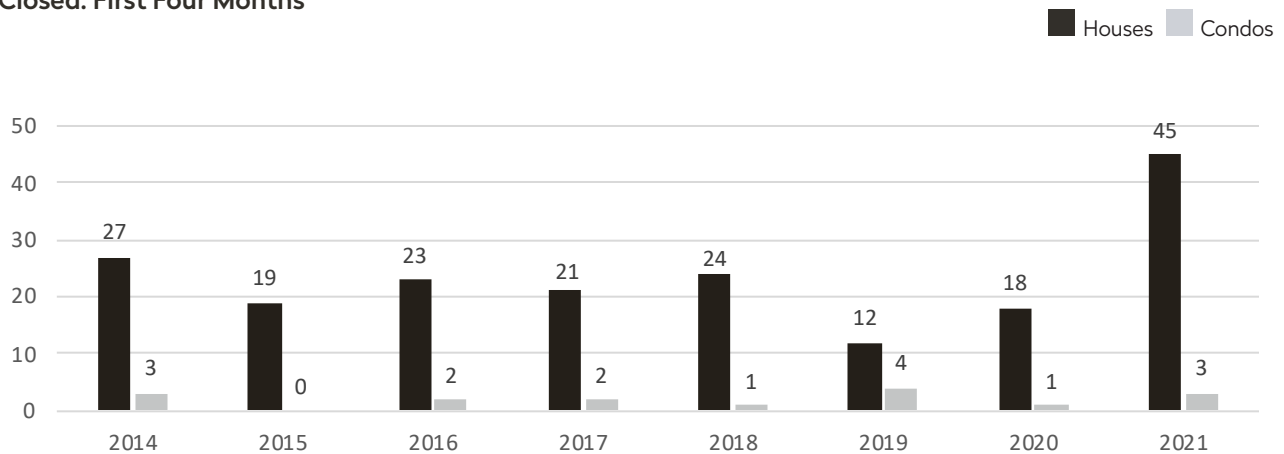
Year to Date Through April 2021

Fourteen houses closed in Riverside in April compared to just 3 in April of 2020, with the average closing price up 6% to \$2.8M. Houses on average sold for 101.1% of the list price, with 10 of the 14 properties selling for at or above the asking price. Meanwhile, the average cumulative days on the market for those closings was 49 days, 80% fewer days than closings in April of last year, when the average was 241 days on market.

Twenty-eight houses were pending (properties with signed contracts yet to close) in Riverside on April 40 compared to 8 a year ago.



Closed: First Four Months



of Houses Closed: First Four Months

	2021	2020	%
Under \$1M	3	4	-25%
\$1M-\$1.5M	10	3	+233.3%
\$1.5M-\$2M	6	2	+200%
\$2M-\$2.5M	7	3	+133.3%
\$2.5M-\$3M	6	1	+500%
\$3M-\$4M	9	3	+200%
\$4M-\$5M	0	2	-100%
Over \$5M	4	0	NA

	2021	2020	% CHANGE
Houses: Closings in April	14	3	+366.7%
Houses: Average Closing Price in April	\$2,844,464	\$2,672,333	+6.4%
Houses: Closings First Four Months	45	18	+150%
Houses: Average Closing Price First Four Months	\$2,512,906	\$2,142,472	+17.3%
Houses: Pending on April 30	28	8	+250%
Houses: Active Inventory on April 30	45	65	-30.8%
Condos: Closings First Four Months	3	1	+200%
Condos: Average Closing Price First Four Months	\$740,000	\$850,000	-12.9%
Condos: Active Inventory on April 30	6	4	+50%
House & Condo \$ Volume of Closings First Four Mo.s	\$115,300,750	\$39,414,500	+192.5%

Houses & Condos

Old Greenwich

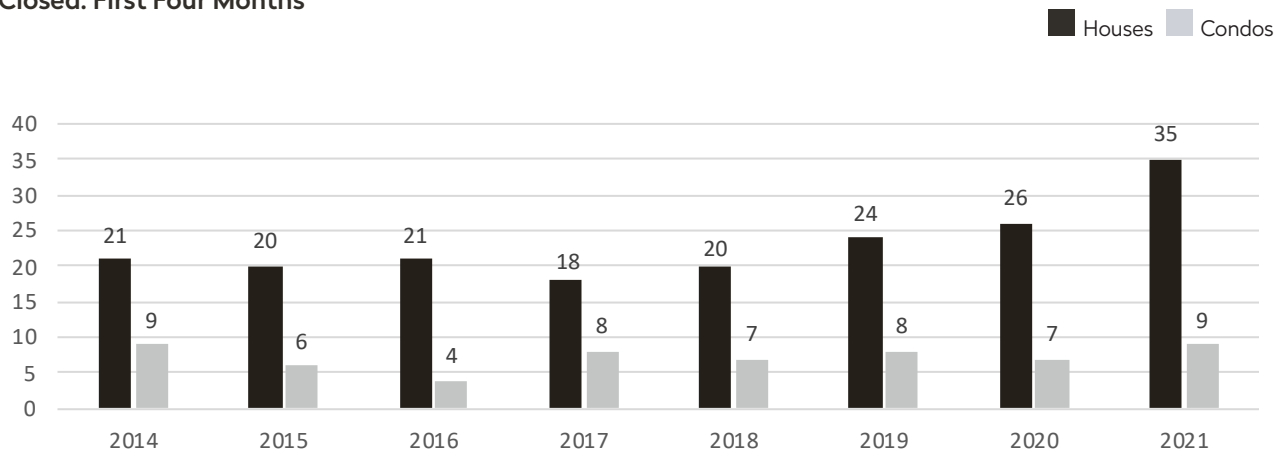
Year to Date Through April 2021

Fifteen houses closed in Old Greenwich in April, a 50% increase from the same time in 2020, with the average closing price up 68% to \$3.1M. Houses on average sold for 100.2% of the list price, with eight of the 15 properties selling for at or above the asking price. Meanwhile, the average cumulative days on the market for those closings was 66 days, a drop of 56% from April of last year.

On April 30, Old Greenwich had 37 active house listings, 45% fewer than at the end of April 2020.



Closed: First Four Months



of Houses Closed: First Four Months

	2021	2020	%
Under \$1M	2	3	-33.3%
\$1M-\$1.5M	2	8	-75%
\$1.5M-\$2M	9	4	+125%
\$2M-\$2.5M	7	4	+75%
\$2.5M-\$3M	6	2	+200%
\$3M-\$4M	6	3	+100%
\$4M-\$5M	0	1	-100%
Over \$5M	3	1	+200%

	2021	2020	% CHANGE
Houses: Closings in April	15	10	+50%
Houses: Average Closing Price in April	\$3,088,033	\$1,842,884	+67.6%
Houses: Closings First Four Months	35	26	+34.6%
Houses: Average Closing Price First Four Months	\$2,599,221	\$2,039,931	+27.4%
Houses: Pending on April 30	20	6	+233.3%
Houses: Active Inventory on April 30	37	67	-44.8%
Condos: Closings First Four Months	9	7	+28.6%
Condos: Average Closing Price First Four Months	\$558,889	\$646,857	-13.6%
Condos: Active Inventory on April 30	6	10	-40%
House & Condo \$ Volume of Closings First Four Mo.s	\$96,002,750	\$57,566,194	+66.8%

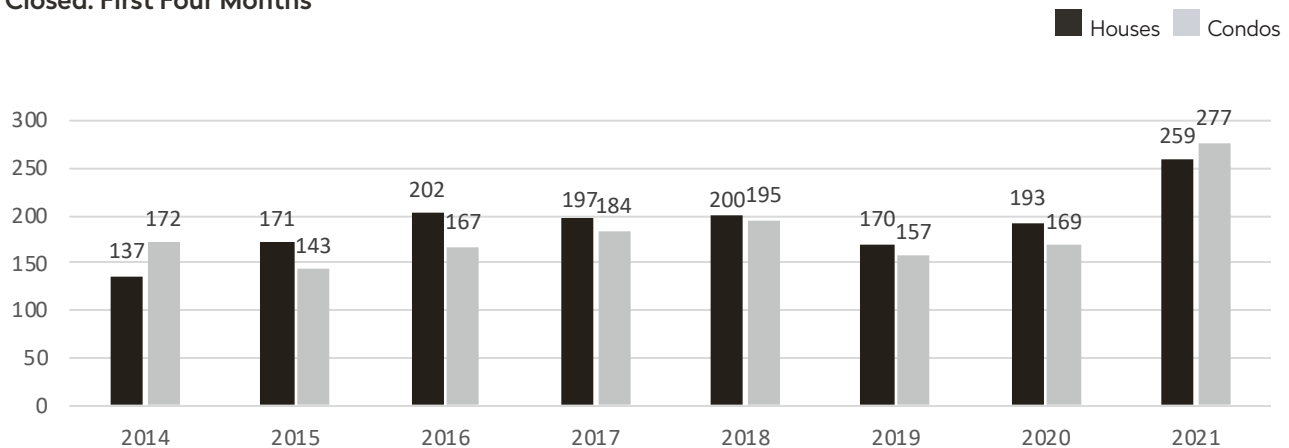
Stamford

Year to Date Through April 2021

Forty-nine houses closed in Stamford in April, an 18% decrease from the same time in 2020, with the average closing price up 13% to \$705K. Houses on average sold for 101.7% of the list price, with 33 of the 49 properties selling for at or above the asking price. Meanwhile, the average cumulative days on the market for the sold houses was 67 days, 53% fewer days than April of last year, when the average was 144 days on market. The Stamford condo market has also been strong. Along with the 83 condo closings in April, at the end of the month there were 91 condos pending (condos with signed contracts yet to close) compared to 44 at the same time a year ago, a 107% increase.



Closed: First Four Months



of Houses Closed: First Four Months

	2021	2020	%
Under \$400K	11	24	-54.2%
\$400K-\$500K	38	51	-25.5%
\$500K-\$600K	50	38	+31.6%
\$600K-\$700K	49	24	+104.2%
\$700K-\$800K	24	23	+4.3%
\$800K-\$1M	48	20	+140%
\$1M-\$1.2M	10	10	0%
\$1.2M-\$1.5M	17	2	+750%
\$1.5M-\$2M	6	0	NA
Over \$2M	6	1	+500%

	2021	2020	% CHANGE
Houses: Closings in April	49	60	-18.3%
Houses: Average Closing Price in April	\$704,802	\$622,222	+13.3%
Houses: Closings First Four Months	259	193	+34.2%
Houses: Average Closing Price First Four Months	\$786,793	\$611,667	+28.6%
Houses: Pending on April 30	115	70	+64.3%
Houses: Active Inventory on April 30	248	266	-6.8%
Condos: Closings First Four Months	277	169	+63.9%
Condos: Average Closing Price First Four Months	\$349,691	\$332,015	+5.3%
Condos: Active Inventory on April 30	263	204	+28.9%
House & Condo \$ Volume of Closings First Four Mo.s	\$300,643,780	\$174,162,298	+72.6%

Darien

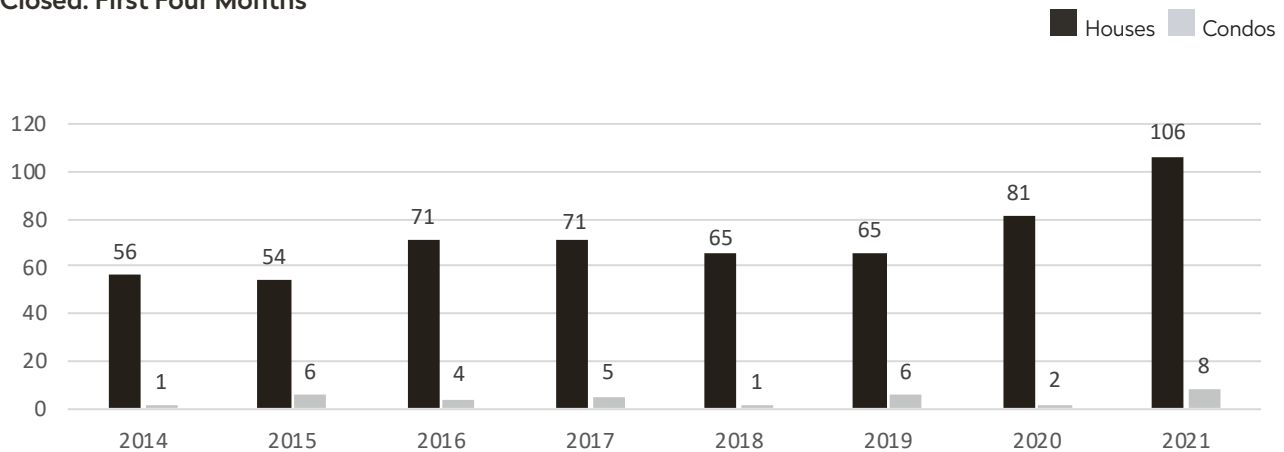
Year to Date Through April 2021

Forty-two houses closed in Darien in April, a 100% increase from April of 2020, with the average closing price up 31% to \$1.96M. Houses on average sold for 99.5% of the list price, with 22 of the 42 properties selling for at or above the asking price. Meanwhile, the average cumulative days on the market for the sold houses was 90 days, a 55% decrease from closings in April of last year, which averaged 201 days on market.

The 101 Darien houses pending (houses with signed contracts yet to close) at the end of the month had an average list price of \$2.03M.



Closed: First Four Months



of Houses Closed: First Four Months

	2021	2020	%		2021	2020	% CHANGE
Under \$1M	23	27	-14.8%	Houses: Closings in April	42	21	+100%
\$1M-\$1.5M	35	25	+40%	Houses: Average Closing Price in April	\$1,957,167	\$1,498,729	+30.6%
\$1.5M-\$2M	19	17	+11.8%	Houses: Closings First Four Months	106	81	+30.9%
\$2M-\$2.5M	9	4	+125%	Houses: Average Closing Price First Four Months	\$1,702,285	\$1,395,587	+22%
\$2.5M-\$3M	9	3	+200%	Houses: Pending on April 30	101	32	+215.6%
\$3M-\$4M	6	3	+100%	Houses: Active Inventory on April 30	115	172	-33.1%
\$4M-\$5M	5	2	+150%	Condos: Closings First Four Months	8	2	+300%
Over \$5M	0	0	NA	Condos: Average Closing Price First Four Months	\$1,198,125	\$902,000	+32.8%
				Condos: Active Inventory on April 30	2	14	-85.7%
				House & Condo \$ Volume of Closings First Four Mo.s	\$190,027,177	\$114,846,550	+65.5%

Houses & Condos

New Canaan

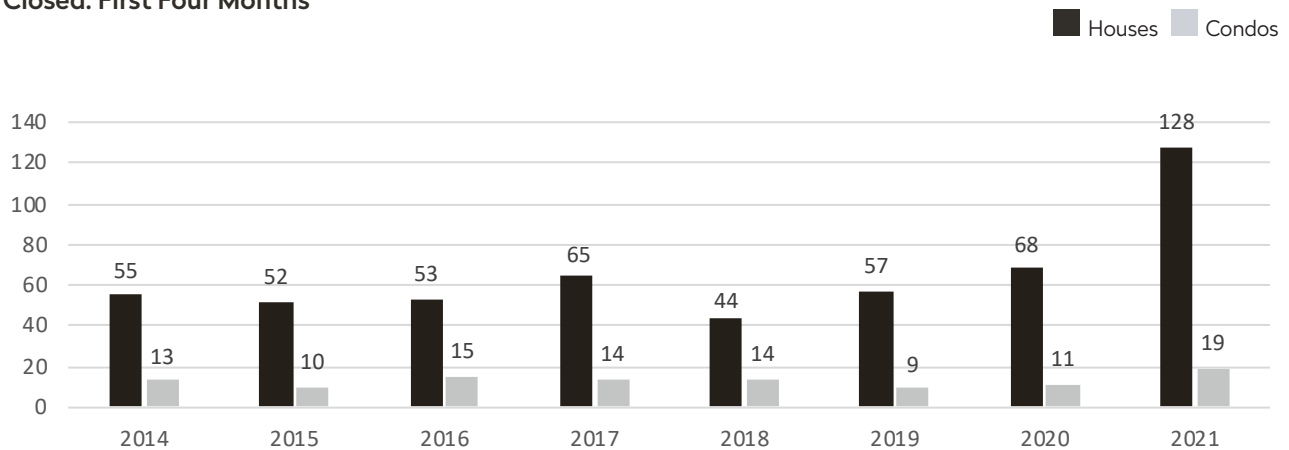
Year to Date Through April 2021

Forty-five houses closed in New Canaan in April, an 88% increase from April of 2020, with the average closing price up 38% to \$2.2M. Eight of the houses sold for \$3.5M or over (compared to two in April of last year) including 358 Lukes Wood Road, which closed for \$7.85M, the fourth-highest house closing price realized in New Canaan since 2008.

The 89 New Canaan houses pending (houses with signed contracts yet to close) at the end of the month had an average list price of \$2.2M.



Closed: First Four Months



of Houses Closed: First Four Months

	2021	2020	%
Under \$1M	23	23	0%
\$1M-\$1.5M	29	21	+38.1%
\$1.5M-\$2M	26	11	+136.4%
\$2M-\$2.5M	19	4	+375%
\$2.5M-\$3M	12	2	+500%
\$3M-\$4M	13	5	+160%
\$4M-\$5M	4	1	+300%
\$5M-\$7M	1	1	0%
Over \$7M	1	0	NA

	2021	2020	% CHANGE
Houses: Closings in April	45	24	+87.5%
Houses: Average Closing Price in April	\$2,218,686	\$1,608,815	+37.9%
Houses: Closings First Four Months	128	68	+88.2%
Houses: Average Closing Price First Four Months	\$1,956,449	\$1,554,188	+25.9%
Houses: Pending on April 30	89	37	+140.5%
Houses: Active Inventory on April 30	131	202	-35.1%
Condos: Closings First Four Months	19	11	+72.7%
Condos: Average Closing Price First Four Months	\$906,684	\$457,773	+98.1%
Condos: Active Inventory on April 30	67	33	+103%
House & Condo \$ Volume of Closings First Four Mo.s	\$267,652,475	\$110,720,287	+141.7%

Houses & Condos

Norwalk

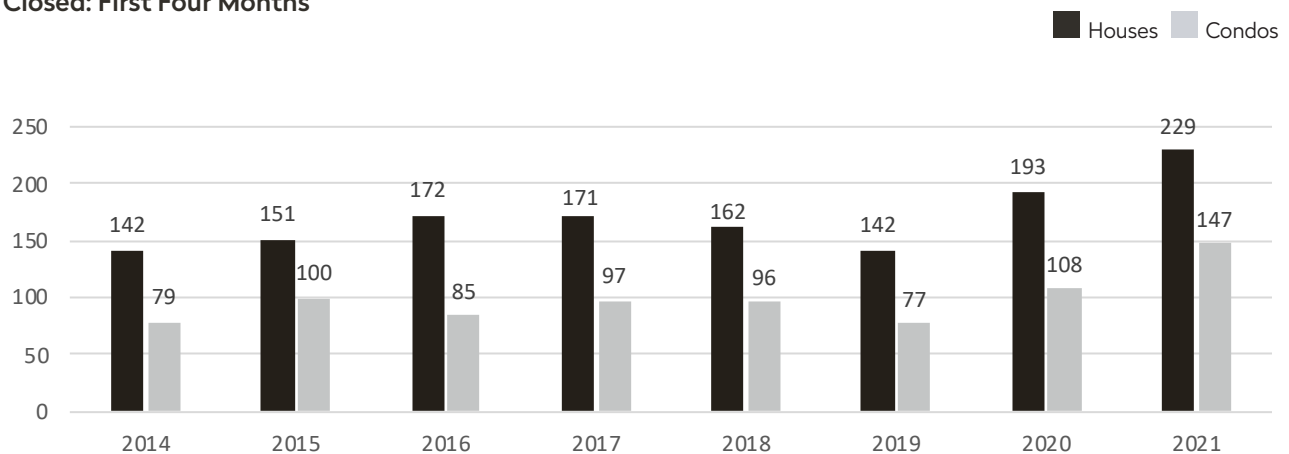
Year to Date Through April 2021

Sixty-eight houses closed in Norwalk in April, a 55% increase from April of 2020, with the average closing price up 32% to \$735K. Houses on average sold for 102.1% of the list price, with 51 of the 68 properties selling for at or above the asking price. Meanwhile, the average cumulative days on the market for the sold houses was 71 days, a decrease of 14% from closings in April of last year, which averaged 83 days on market.

The Norwalk condo market has also been strong. Fifty-six condos closed in April, an 87% increase from April 2020.



Closed: First Four Months



of Houses Closed: First Four Months

	2021	2020	%		2021	2020	% CHANGE
Under \$300K	2	10	-80%	Houses: Closings in April	68	44	+54.5%
\$300K-\$400K	25	36	-30.6%	Houses: Average Closing Price in April	\$735,412	\$559,009	+31.6%
\$400K-\$500K	69	57	+21.1%	Houses: Closings First Four Months	229	193	+18.7%
\$500K-\$600K	44	40	+10%	Houses: Average Closing Price First Four Months	\$707,720	\$563,141	+25.7%
\$600K-\$800K	47	28	+67.9%	Houses: Pending on April 30	81	57	+42.1%
\$800K-\$1M	12	7	+71.4%	Houses: Active Inventory on April 30	176	227	-22.5%
\$1M-\$1.5M	12	10	+20%	Condos: Closings First Four Months	147	108	+36.1%
\$1.5M-\$2M	10	4	+150%	Condos: Average Closing Price First Four Months	\$312,890	\$291,796	+7.2%
\$2M-\$3M	6	1	+500%	Condos: Active Inventory on April 30	118	84	+40.5%
Over \$3M	2	0	NA	House & Condo \$ Volume of Closings First Four Mo.s	\$208,062,800	\$140,200,246	+48.4%

Houses & Condos

Rowayton

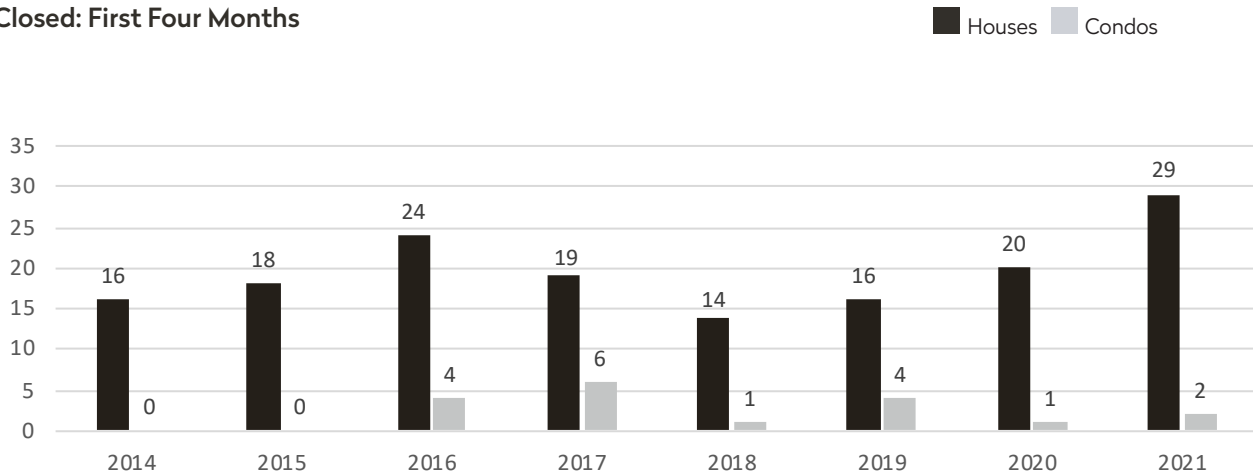
Year to Date Through April 2021

Nine houses closed in Rowayton in April compared to four in April of 2020, with the average closing price up 20% to \$1.49M. Houses on average sold for 102.8% of the list price, with 7 of the 9 properties selling for at or above the asking price. Meanwhile, the average cumulative days on the market for the sold houses was 55 days, a decrease of 45% from closings in April of last year, which averaged 99 days on market.

On April 30, Rowayton had 24 active houses on the market, 44% fewer than at the end of April 2020.



Closed: First Four Months



of Houses Closed: First Four Months

	2021	2020	%
Under \$600K	5	3	+66.7%
\$600K-\$1M	5	8	-37.5%
\$1M-\$1.5M	5	6	-16.7%
\$1.5M-\$2M	8	2	+300%
\$2M-\$3M	5	1	+400%
Over \$3M	1	0	NA

	2021	2020	% CHANGE
Houses: Closings in April	9	4	+125%
Houses: Average Closing Price in April	\$1,492,322	\$1,242,500	+20.1%
Houses: Closings First Four Months	29	20	+45%
Houses: Average Closing Price First Four Months	\$1,509,932	\$1,024,455	+47.4%
Houses: Pending on April 30	13	8	+62.5%
Houses: Active Inventory on April 30	24	43	-44.2%
Condos: Closings First Four Months	2	1	+100%
Condos: Average Closing Price First Four Months	\$1,064,000	\$280,000	+280%
Condos: Active Inventory on April 30	2	7	-71.4%
House & Condo \$ Volume of Closings First Four Mo.s	\$45,916,025	\$20,769,100	+121.1%

Wilton

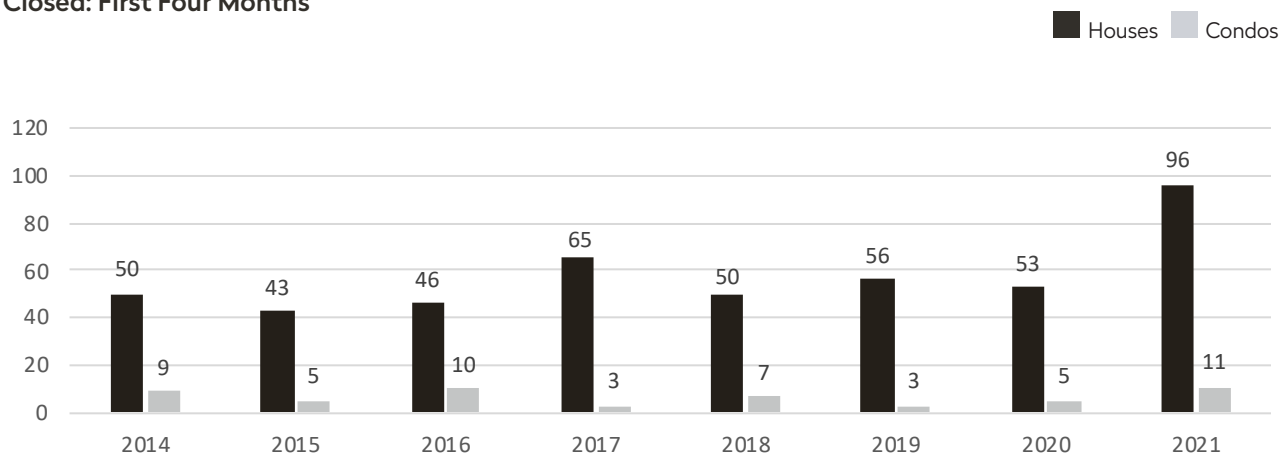
Year to Date Through April 2021

Thirty-three houses closed in Wilton in April, a 136% increase from April of 2020, with the average closing price up 7% to \$952K. Houses on average sold for 102.2% of the list price, with 15 of the 33 properties selling for at or above the asking price. Meanwhile, the average cumulative days on the market for the sold houses was 110 days, a decrease of 35% from closings in April of last year, which averaged 170 days on market.

The 38 Wilton houses pending (houses with signed contracts yet to close) on April 30 had an average list price of \$1.2M.



Closed: First Four Months



of Houses Closed: First Four Months

	2021	2020	%
Under \$500K	10	9	+11.1%
\$500K-\$700K	19	12	+58.3%
\$700K-\$800K	14	12	+16.7%
\$800K-\$900K	16	7	+128.6%
\$900K-\$1M	9	4	+125%
\$1M-\$1.2M	10	4	+150%
\$1.2M-\$1.5M	10	3	+233.3%
\$1.5M-\$2M	3	2	+50%
Over \$2M	5	0	NA

	2021	2020	% CHANGE
Houses: Closings in April	33	14	+135.7%
Houses: Average Closing Price in April	\$951,985	\$886,179	+7.4%
Houses: Closings First Four Months	96	53	+81.1%
Houses: Average Closing Price First Four Months	\$941,457	\$778,102	+21%
Houses: Pending on April 30	38	16	+137.5%
Houses: Active Inventory on April 30	116	152	-23.7%
Condos: Closings First Four Months	11	5	+120%
Condos: Average Closing Price First Four Months	\$413,545	\$264,300	+56.5%
Condos: Active Inventory on April 30	10	21	-52.4%
House & Condo \$ Volume of Closings First Four Mo.s	\$94,928,902	\$42,560,900	+123%

Houses & Condos

Westport

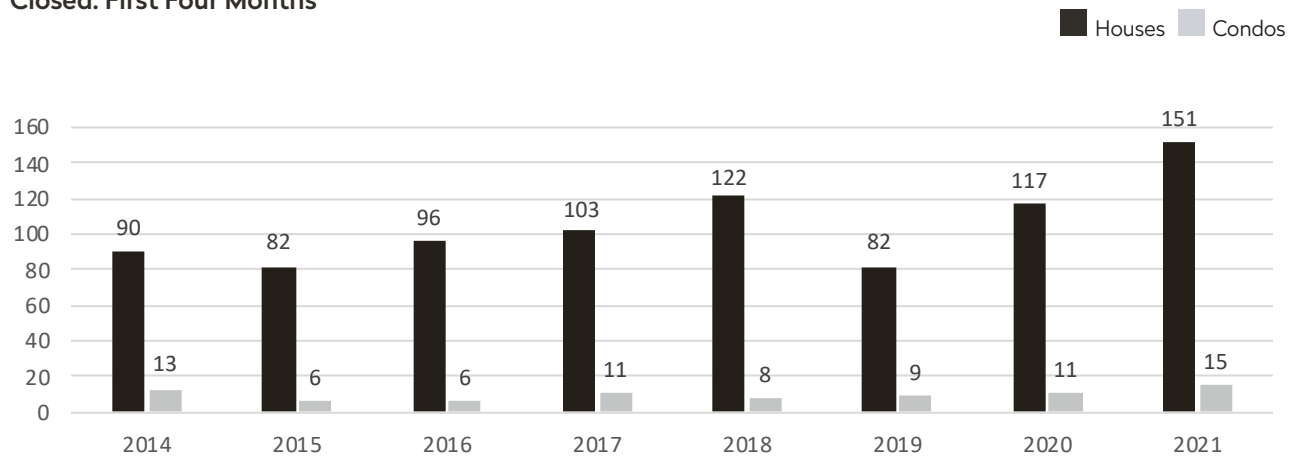
Year to Date Through April 2021

Westport had 151 house closings in the first four months of the year, a 29% increase from the same time last year, while the average closing price was up 38% to \$1.8M.

In April, houses on average sold for 100.7% of the list price, with 23 of the 36 houses selling for at or above the asking price. Meanwhile, the average cumulative days on the market for those closings was 96 days, a drop of 62% from closings in April of last year, which average 253 days on market. At the end of the month, Westport had 104 houses pending (houses with signed contracts yet to close) up 142% from the same time a year ago.



Closed: First Four Months



of Houses Closed: First Four Months

	2021	2020	%		2021	2020	% CHANGE
Under \$750K	10	24	-58.3%	Houses: Closings in April	36	39	-7.7%
\$750K-\$1M	22	21	+4.8%	Houses: Average Closing Price in April	\$1,744,083	\$1,164,459	+49.8%
\$1M-\$1.2M	16	14	+14.3%	Houses: Closings First Four Months	151	117	+29.1%
\$1.2M-\$1.5M	24	23	+4.3%	Houses: Average Closing Price First Four Months	\$1,818,165	\$1,314,281	+38.3%
\$1.5M-\$2M	26	14	+85.7%	Houses: Pending on April 30	104	43	+141.9%
\$2M-\$2.5M	22	13	+69.2%	Houses: Active Inventory on April 30	164	245	-33.1%
\$2.5M-\$3M	12	5	+140%	Condos: Closings First Four Months	15	11	+36.4%
\$3M-\$4M	11	2	+450%	Condos: Average Closing Price First Four Months	\$615,367	\$424,268	+45%
\$4M-\$5M	6	0	NA	Condos: Active Inventory on April 30	20	23	-13%
Over \$5M	2	1	+100%	House & Condo \$ Volume of Closings First Four Mo.s	\$283,773,403	\$158,437,843	+79.1%

Houses

Weston

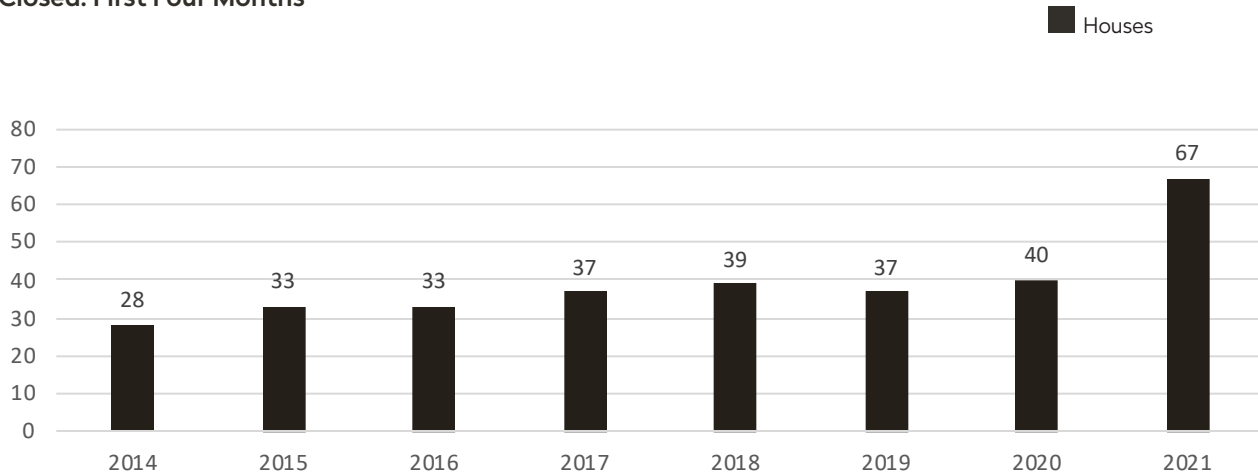
Year to Date Through April 2021

Twenty houses closed in Weston in April, a 67% increase from April of 2020, with the average closing price up 41% to \$1.25M. Houses on average sold for 102.3% of the list price, with 11 of the 20 properties selling for at or above the asking price. Meanwhile, the average cumulative days on the market for the sold houses was 94 days, a decrease of 51% from closings in April of last year, which averaged 191 days on market.

The 41 Weston houses pending (houses with signed contracts yet to close) at the end of the month ranged in price from \$399K to \$2.7M with an average list price of \$1.2M.



Closed: First Four Months



of Houses Closed: First Four Months

	2021	2020	%
Under \$500K	4	6	-33.3%
\$500K-\$700K	11	17	-35.3%
\$700K-\$900K	10	7	+42.9%
\$900K-\$1.2M	16	6	+166.7%
\$1.2M-\$1.5M	13	4	+225%
\$1.5M-\$2M	9	0	NA
Over \$2M	4	0	NA

	2021	2020	% CHANGE
Houses: Closings in April	20	12	+66.7%
Houses: Average Closing Price in April	\$1,252,255	\$890,708	+40.6%
Houses: Closings First Four Months	67	40	+67.5%
Houses: Average Closing Price First Four Months	\$1,155,093	\$761,406	+51.7%
Houses: Pending on April 30	41	25	+64%
Houses: Active Inventory on April 30	56	102	-45.1%
House \$ Volume of Closings First Four Months	\$77,391,225	\$30,456,250	+154.1%

Fairfield

Year to Date Through April 2021

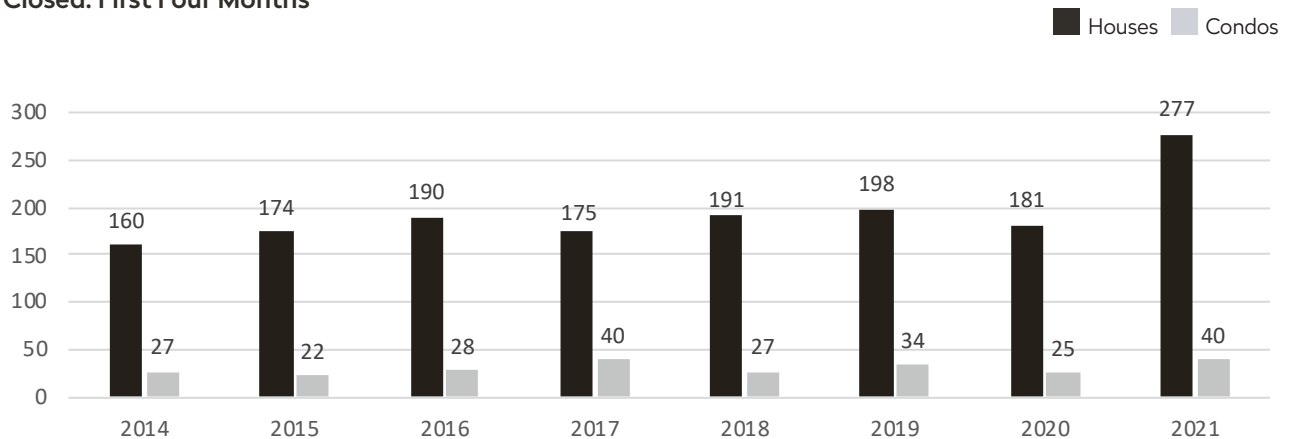
Sixty-nine houses closed in Fairfield in April, a 23% increase from April of 2020, with the average closing price up 33% to \$953K. Houses on average sold for 102% of the list price, with 48 of the 69 properties selling for at or above the asking price. Meanwhile, the average cumulative days on the market for those closings was 80 days, a drop of 59% from closings in April of last year, which averaged 198 days on market.

On April 30, Fairfield had 200 active house listings, 48% fewer than at the end of April of 2020, with the reduction of inventory spread across all price points.



BHSID 170388453

Closed: First Four Months



of Houses Closed: First Four Months

	2021	2020	%
Under \$300K	6	11	-45.5%
\$300K-\$400K	21	24	-12.5%
\$400K-\$500K	40	30	+33.3%
\$500K-\$600K	37	29	+27.6%
\$600K-\$700K	33	17	+94.1%
\$700K-\$800K	32	17	+88.2%
\$800K-\$1M	38	20	+90%
\$1M-\$1.2M	16	14	+14.3%
\$1.2M-\$1.5M	17	14	+21.4%
\$1.5M-\$2M	15	3	+400%
Over \$2M	22	2	+1000%

	2021	2020	% CHANGE
Houses: Closings in April	69	56	+23.2%
Houses: Average Closing Price in April	\$953,133	\$718,717	+32.6%
Houses: Closings First Four Months	277	181	+53%
Houses: Average Closing Price First Four Months	\$911,899	\$777,766	+17.2%
Houses: Pending on April 30	115	84	+36.9%
Houses: Active Inventory on April 30	200	387	-48.3%
Condos: Closings First Four Months	40	25	+60%
Condos: Average Closing Price First Four Months	\$530,070	\$411,004	+29%
Condos: Active Inventory on April 30	33	35	-5.7%
House & Condo \$ Volume of Closings First Four Mo.s	\$273,798,782	\$151,050,771	+81.3%

Houses & Condos

Ridgefield

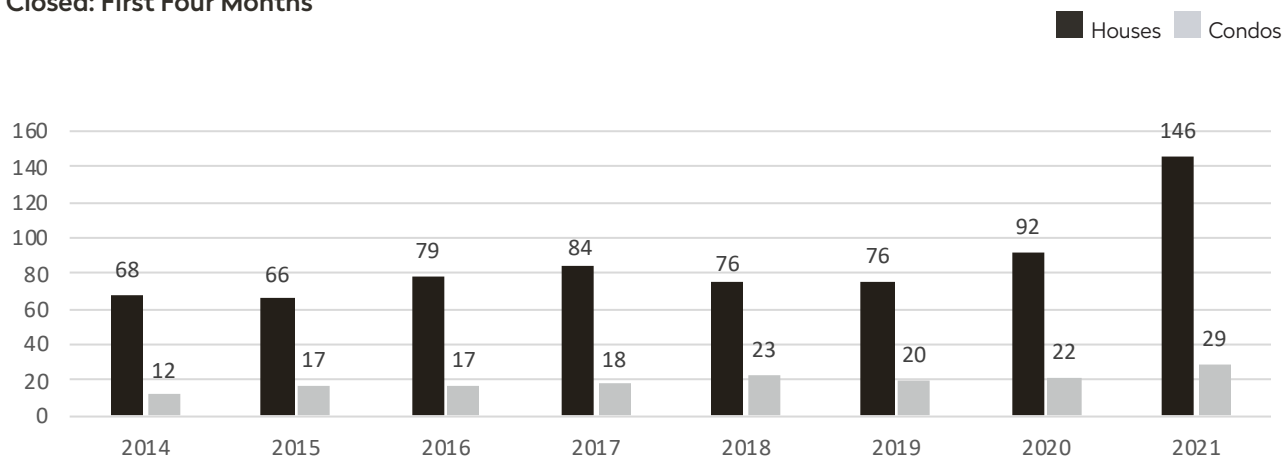
Year to Date Through April 2021

Thirty-seven houses closed in Ridgefield in April, a 68% increase from April of 2020, with the average closing price up 39% to \$941K. Houses on average sold for 101.6% of the list price, with 23 of the 37 properties selling for at or above the asking price. Meanwhile, the average cumulative days on the market for the sold houses was 85 days, a decrease of 35% from closings in April of last year, which averaged 140 days on market.

On April 30, Ridgefield had 104 active house listings, 44% fewer than at the end of April of 2020.



Closed: First Four Months



of Houses Closed: First Four Months

	2021	2020	%
Under \$400K	7	14	-50%
\$400K-\$500K	8	15	-46.7%
\$500K-\$600K	14	16	-12.5%
\$600K-\$700K	22	11	+100%
\$700K-\$800K	16	5	+220%
\$800K-\$1M	33	19	+73.7%
\$1M-\$1.5M	30	7	+328.6%
\$1.5M-\$2M	11	4	+175%
Over \$2M	5	1	+400%

	2021	2020	% CHANGE
Houses: Closings in April	37	22	+68.2%
Houses: Average Closing Price in April	\$941,388	\$677,977	+38.9%
Houses: Closings First Four Months	146	92	+58.7%
Houses: Average Closing Price First Four Months	\$943,969	\$702,377	+34.4%
Houses: Pending on April 30	71	41	+73.2%
Houses: Active Inventory on April 30	104	184	-43.5%
Condos: Closings First Four Months	29	22	+31.8%
Condos: Average Closing Price First Four Months	\$284,493	\$318,277	-10.6%
Condos: Active Inventory on April 30	8	23	-65.2%
House & Condo \$ Volume of Closings First Four Mo.s	\$146,069,838	\$71,620,738	+103.9%

Houses & Condos

Redding

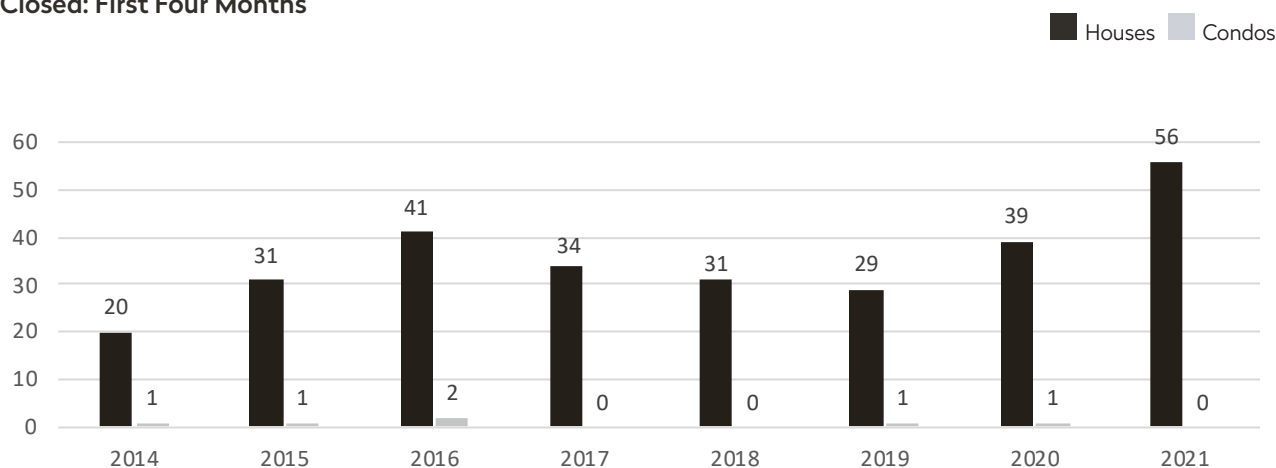
Year to Date Through April 2021

Fourteen houses closed in Redding in April, a 56% increase from April of 2020, with the average closing price up 57% to \$710K. Houses on average sold for 103.8% of the list price, with 10 of the 14 properties selling for at or above the asking price. Meanwhile, the average cumulative days on the market for those closings was 53 days, a drop of 83% from closings in April of last year, which averaged 305 days on market.

The 26 Redding houses pending (houses with signed contracts yet to close) on April 30 had an average list price of \$851K.



Closed: First Four Months



of Houses Closed: First Four Months

	2021	2020	%
Under \$250K	1	2	-50%
\$250K-\$400K	9	7	+28.6%
\$400K-\$500K	6	9	-33.3%
\$500K-\$600K	7	11	-36.4%
\$600K-\$800K	18	8	+125%
\$800K-\$1M	10	1	+900%
Over \$1M	5	1	+400%

	2021	2020	% CHANGE
Houses: Closings in April	14	9	+55.6%
Houses: Average Closing Price in April	\$709,500	\$450,944	+57.3%
Houses: Closings First Four Months	56	39	+43.6%
Houses: Average Closing Price First Four Months	\$687,684	\$526,833	+30.5%
Houses: Pending on April 30	26	13	+100%
Houses: Active Inventory on April 30	43	76	-43.4%
Condos: Closings First Four Months	0	1	NA
Condos: Average Closing Price First Four Months	NA	\$255,000	NA
Condos: Active Inventory on April 30	0	2	NA
House & Condo \$ Volume of Closings First Four Mo.s	\$38,510,299	\$20,801,499	+85.1%

Houses

Easton

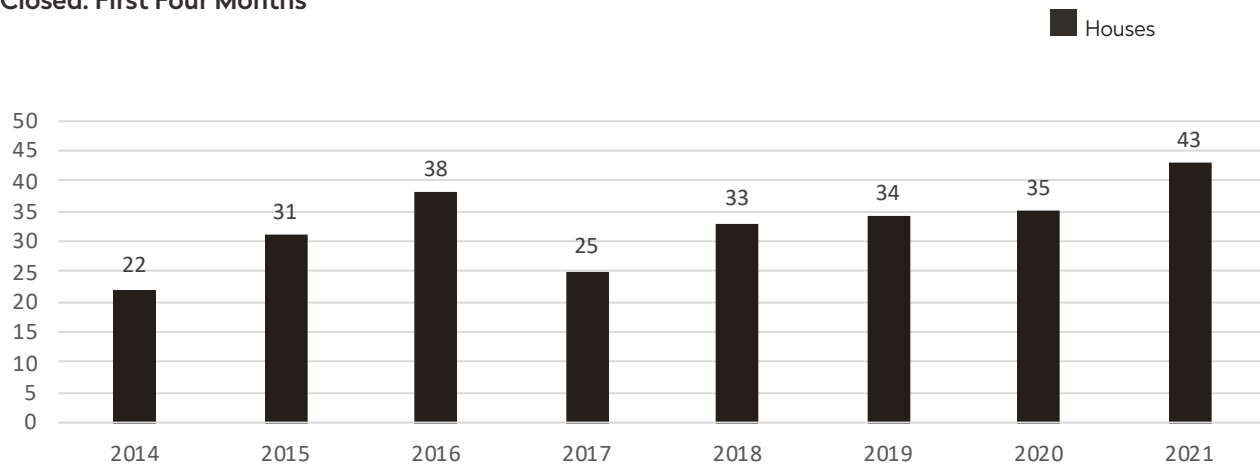
Year to Date Through April 2021

Forty-three houses closed in Easton in the first four months of the year, a 23% increase from the same time in 2020, with the average closing price up 41% to \$756K. Of the closings, 28 occurred in the over \$600K price range, compared to 9 over the same period in 2020, a 211% increase. The average cumulative days on the market for the closings was 115 days, down 23% from a year ago.

On April 30, Easton had 49 active house listings, 25% fewer than at the end of April of 2020.



Closed: First Four Months



of Houses Closed: First Four Months

	2021	2020	%
Under \$400K	1	7	-85.7%
\$400K-\$500K	6	10	-40%
\$500K-\$600K	8	9	-11.1%
\$600K-\$700K	7	3	+133.3%
\$700K-\$1M	12	6	+100%
\$1M-\$1.5M	9	0	NA
Over \$1.5M	0	0	NA

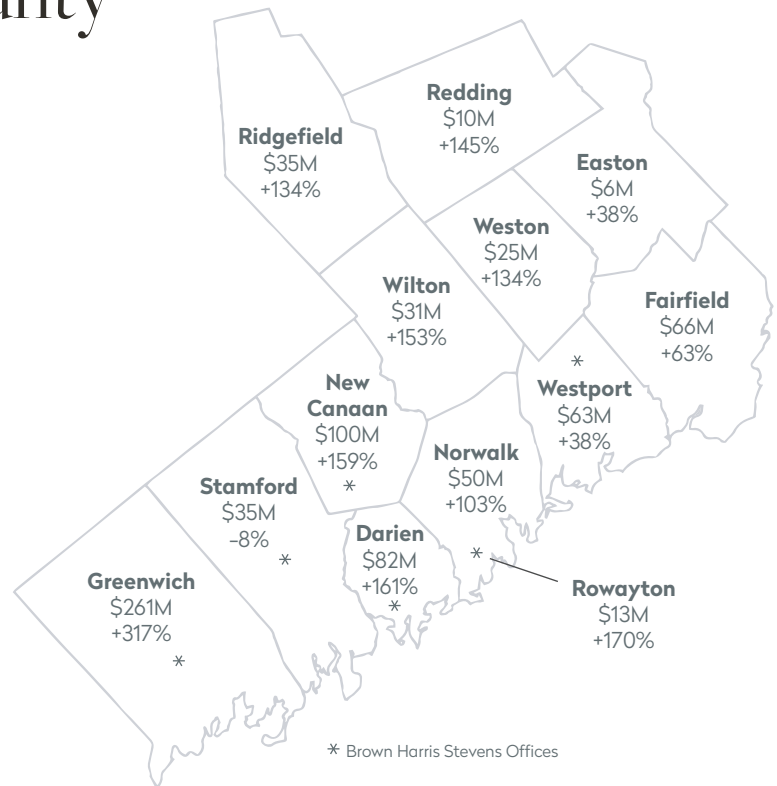
	2021	2020	% CHANGE
Houses: Closings in April	8	8	0%
Houses: Average Closing Price in April	\$789,375	\$571,875	+38%
Houses: Closings First Four Months	43	35	+22.9%
Houses: Average Closing Price First Four Months	\$756,438	\$535,763	+41.2%
Houses: Pending on April 30	16	13	+23.1%
Houses: Active Inventory on April 30	49	65	-24.6%
House \$ Volume of Closings First Four Months	\$32,526,835	\$18,751,700	+73.5%

YTD 4.30.2021

Lower Fairfield County

Dollar Volume of House Sales In April: 2021 vs. 2020

To the right is a look at the total dollar volume of house sales for each Lower Fairfield County town for the month of April and the percentage change as it compares to April of 2020. Collectively, the dollar volume of closings was \$764 million, an increase of 134% vs. April of 2020.



House Closings in April

Town	# of Closed Houses		% change	Average Closing Price		% change
	2021	2020		2021	2020	
Darien	19	12	+58.3%	\$1,400,105	\$1,540,208	-9.1%
Easton	10	9	+11.1%	\$750,675	\$491,778	+52.6%
Fairfield	50	36	+38.9%	\$974,118	\$584,874	+66.6%
All of Greenwich	63	30	+110%	\$3,096,988	\$2,212,467	+40%
New Canaan	26	7	+271.4%	\$1,753,327	\$1,664,604	+5.3%
Norwalk	35	43	-18.6%	\$931,843	\$499,721	+86.5%
Redding	16	8	+100%	\$734,137	\$752,250	-2.4%
Ridgefield	30	18	+66.7%	\$945,192	\$644,133	+46.7%
Rowayton*	7	1	+600%	\$1,860,714	\$819,000	+127.2%
Stamford	62	45	+37.8%	\$799,394	\$584,788	+36.7%
Weston	14	11	+27.3%	\$1,157,491	\$707,886	+63.5%
Westport	42	25	+68%	\$1,838,374	\$1,224,843	+50.1%
Wilton	21	6	+250%	\$744,686	\$639,500	+16.4%

*Rowayton closing data also included in Norwalk.

Year To Date Through April 2021 Connecticut Market Report

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
203.853.1419

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 East
Westport, CT 06880
203.221.0666

Corporate

Development Marketing

445 Park Avenue
New York, NY 10022
212.521.5757

Contact Us

©2020 by Brown Harris Stevens. All Rights Reserved. This information may not be copied, used or distributed without Brown Harris Stevens' consent. While information is believed true, no guaranty is made of accuracy.



BrownHarrisStevens.com NEW YORK CITY • HAMPTONS • PALM BEACH • MIAMI • WORLDWIDE

BHS PARTNERING
WORLDWIDE®



LUXURY
PORTFOLIO
INTERNATIONAL

Leading
REAL ESTATE COMPANIES
IN THE WORLD