

First Half 2021
Connecticut Market Report

Connecticut

Brown Harris Stevens



Message from Bess Freedman

CEO of Brown Harris Stevens

Even by recent standards, the second quarter in Lower Fairfield County* was a remarkably strong seller's market. Fueled by continued buyer demand and low inventory, we saw a record number of closings, with multiple offers on well-priced properties being the norm.

Remarkably, houses on average sold for 101.4% of the listing price – the highest close-to-list price ratio in the past 20 years – and in total, 63% of houses in the quarter (1,194 of 1,909 houses) closed at or above asking price.

The pace of the market was also notable. The average number of cumulative days on market was 84 days for houses and 93 days for condos – the shortest amount of time for both in well over a decade.

In all, 1,909 houses and 623 condos closed. The average closing price for houses was \$1.5M, the highest it's been since at least 2001, while the average closing price for condos of \$481K, the highest since 2018.

Inventory, as it has for much of the past year, remains at unprecedentedly low levels. There were 1,841 houses active at the end of June, which is less than half of what Lower Fairfield County has typically seen at this time of year.

* Lower Fairfield County in this report includes Greenwich, Stamford, Darien, New Canaan, Norwalk, Westport, Wilton, Fairfield, Ridgefield, Weston, Redding, and Easton.



All of Greenwich Overview

All of Greenwich (Greenwich, Cos Cob, Riverside, and Old Greenwich) saw a continued strong seller's market in the second quarter. There were 310 houses and 83 condos that closed, each the most since at least 2001. The average house closing price rose to \$3.04M, also the highest for the quarter in the past 20 years. Closed houses spent on average 137 cumulative days on the market, the fewest since 2007.

Inventory remains at historically low levels, with just 390 active houses in All of Greenwich at the end of June, down 42% from the same time last year.

Single Family Houses

Number of Solds Q2

2021 vs. 2020

↑ **89%**

Average Sold Price Q2

2021 vs. 2020

↑ **12%**

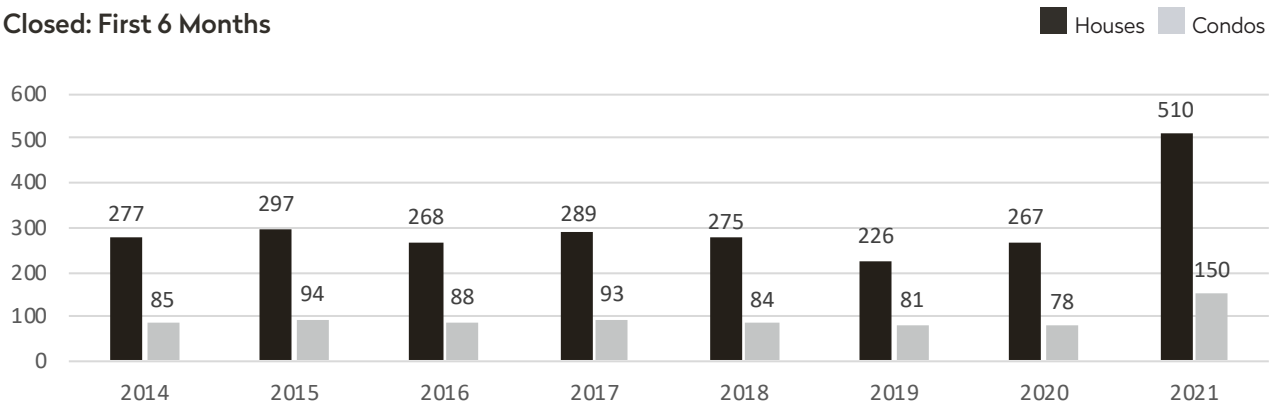
June 30 Inventory vs. June 30, 2020

↓ **42%**

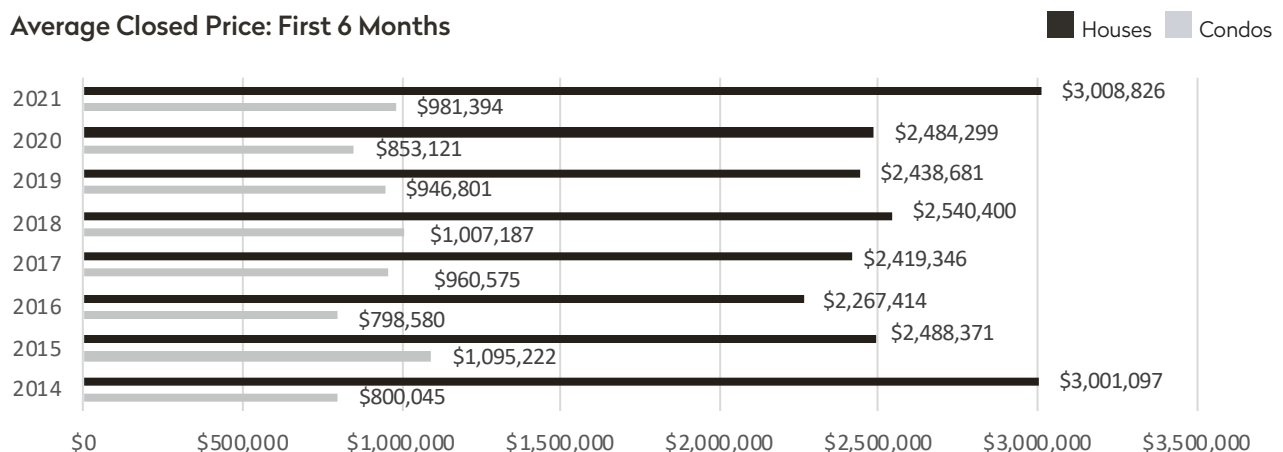
Single Family Houses

	2021	2020	% CHANGE
Houses: Closings in Second Quarter	310	164	+89%
Houses: Average Closing Price Second Quarter	\$3,036,165	\$2,703,186	+12.3%
Houses: Closings First 6 Months	510	267	+91%
Houses: Average Closing Price First 6 Months	\$3,008,826	\$2,484,299	+21.1%
Houses: Pending on June 30th	172	80	+115%
Houses: Inventory on June 30th	390	669	-41.7%
Condos: Closings First 6 Months	150	78	+92.3%
Condos: Average Closing Price First 6 Months	\$981,394	\$853,121	+15%
Condos: Inventory on June 30th	101	155	-34.8%

Closed: First 6 Months



Average Closed Price: First 6 Months



Greenwich Overview

Greenwich's strong seller's market in the second quarter included 173 house closings at an average closing price of \$3.5M, for the quarter the most closings since at least 2001 and the highest average closing price since 2014. The high average sale price reflects a continued strong demand in the higher-end market. Through the first half of 2021, 87 houses have closed in Greenwich for over \$4M, the most at this price point since at least 2001.

The condo market was also strong this quarter with 58 closings, the most since 2006.

Single Family Houses

	2021	2020	% CHANGE
Houses: Closings in Second Quarter	173	90	+92.2%
Houses: Average Closing Price Second Quarter	\$3,532,225	\$2,958,824	+19.4%
Houses: Closings First 6 Months	303	150	+102%
Houses: Average Closing Price First 6 Months	\$3,494,412	\$2,713,900	+28.8%
Houses: Pending on June 30th	98	52	+88.5%
Houses: Inventory on June 30th	277	452	-38.7%
Condos: Closings First 6 Months	109	59	+84.7%
Condos: Average Closing Price First 6 Months	\$1,088,794	\$890,236	+22.3%
Condos: Inventory on June 30th	80	116	-31%

Single Family Houses

Number of Solds Q2

2021 vs. 2020

↑ 92%

Average Sold Price Q2

2021 vs. 2020

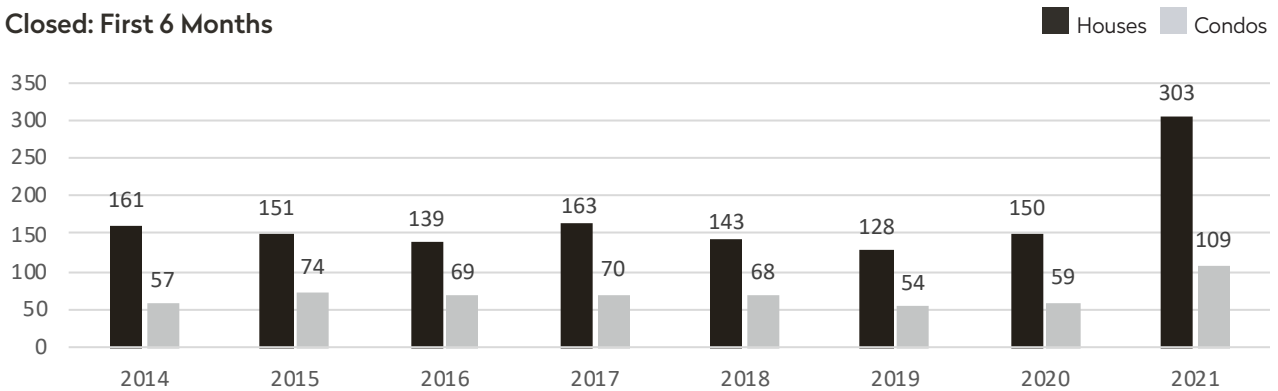
↑ 19%

June 30 Inventory

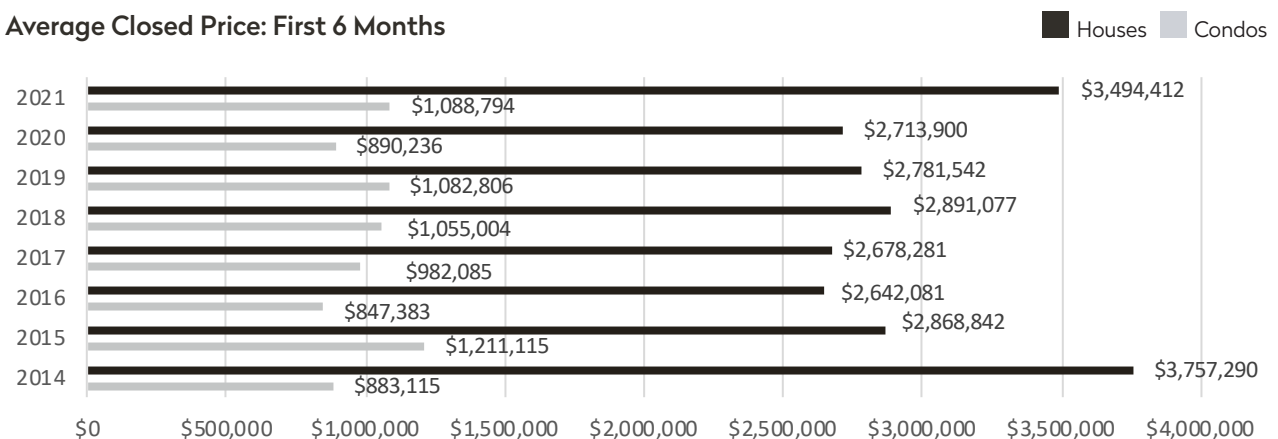
vs. June 30, 2020

↓ 39%

Closed: First 6 Months



Average Closed Price: First 6 Months



Cos Cob Overview

Cos Cob saw 41 combined house and condo closings in the second quarter, the highest number of combined closings for this time period in the past two decades. The average house closing price rose 8.5% over last year, reaching \$1.59M. It was the second-highest closing price in Cos Cob for the quarter since 2007.

At the end of June, there were 37 active houses on the market in Cos Cob, 43% fewer houses than at the same time last year.

Single Family Houses

Number of Solds Q2

2021 vs. 2020

↑ 81%

Average Sold Price Q2

2021 vs. 2020

↑ 9%

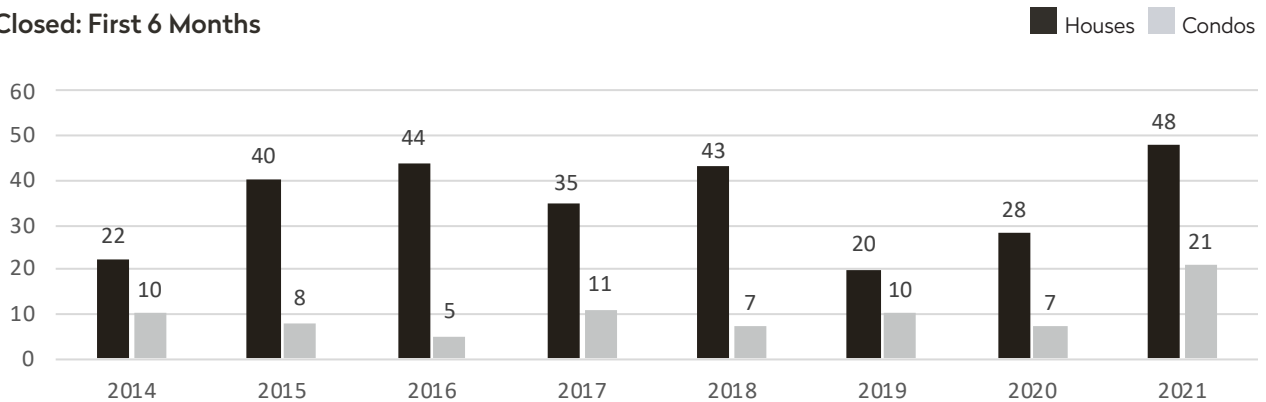
June 30 Inventory
vs. June 30, 2020

↓ 43%

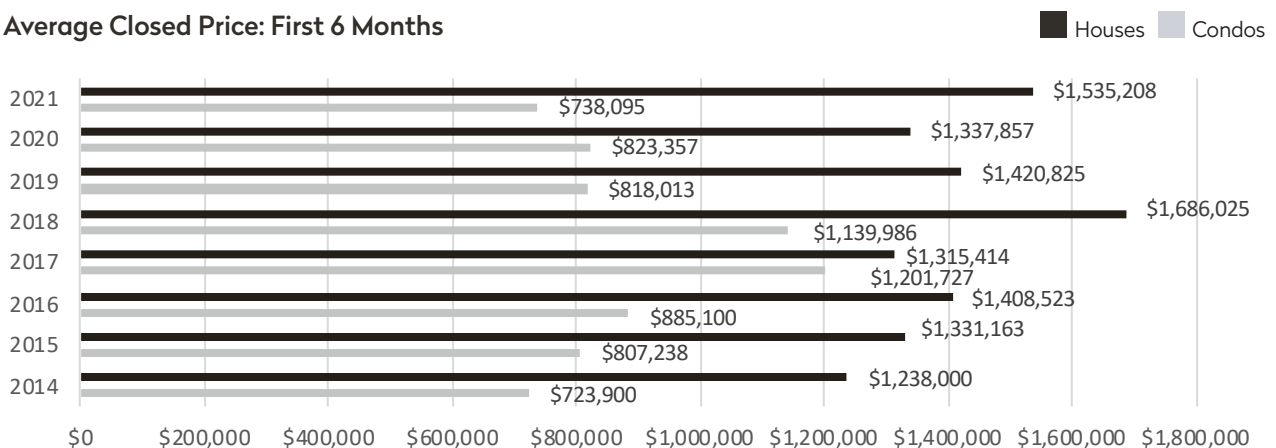
Single Family Houses

	2021	2020	% CHANGE
Houses: Closings in Second Quarter	29	16	+81.3%
Houses: Average Closing Price Second Quarter	\$1,587,655	\$1,463,906	+8.5%
Houses: Closings First 6 Months	48	28	+71.4%
Houses: Average Closing Price First 6 Months	\$1,535,208	\$1,337,857	+14.8%
Houses: Pending on June 30th	15	4	+275%
Houses: Inventory on June 30th	37	65	-43.1%
Condos: Closings First 6 Months	21	7	+200%
Condos: Average Closing Price First 6 Months	\$738,095	\$823,357	-10.4%
Condos: Inventory on June 30th	7	16	-56.3%

Closed: First 6 Months



Average Closed Price: First 6 Months



Riverside Overview

Riverside's strong seller's market in the second quarter included 58 house closings at an average closing price of \$2.7M, for the quarter the most closings in the past two decades and the highest average closing price since 2007. Houses that closed spent on average just 85 cumulative days on the market, under 100 days for the first time in over a decade. Houses also sold for an average of 101% of the list price, a record high since at least 2001. Thirty-five out of the 58 house closings (60%) went for at or above the asking price.

Single Family Houses

	2021	2020	% CHANGE
Houses: Closings in Second Quarter	58	30	+93.3%
Houses: Average Closing Price Second Quarter	\$2,658,974	\$3,084,413	-13.8%
Houses: Closings First 6 Months	89	45	+97.8%
Houses: Average Closing Price First 6 Months	\$2,555,941	\$2,735,108	-6.6%
Houses: Pending on June 30th	27	14	+92.9%
Houses: Inventory on June 30th	37	81	-54.3%
Condos: Closings First 6 Months	4	2	+100%
Condos: Average Closing Price First 6 Months	\$756,250	\$729,000	+3.7%
Condos: Inventory on June 30th	5	8	-37.5%

Single Family Houses

Number of Solds Q2

2021 vs. 2020

↑ 93%

Average Sold Price Q2

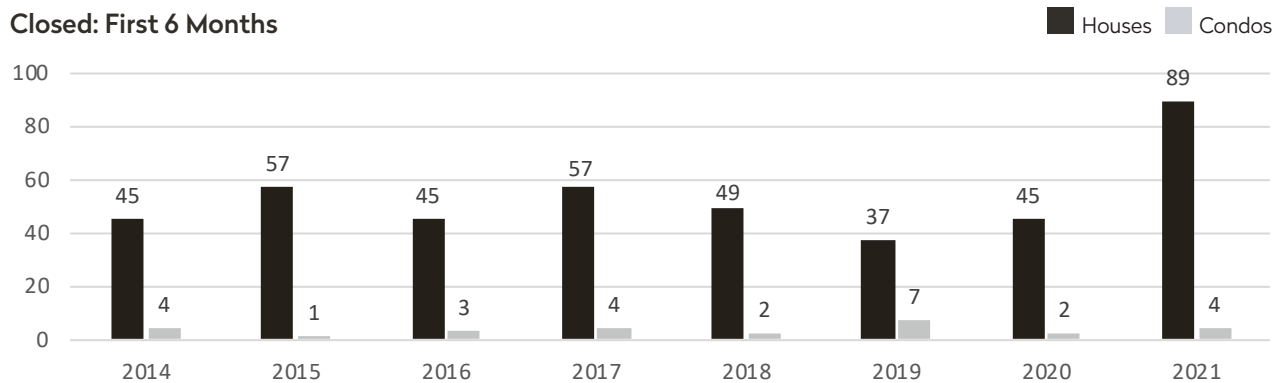
2021 vs. 2020

↓ 14%

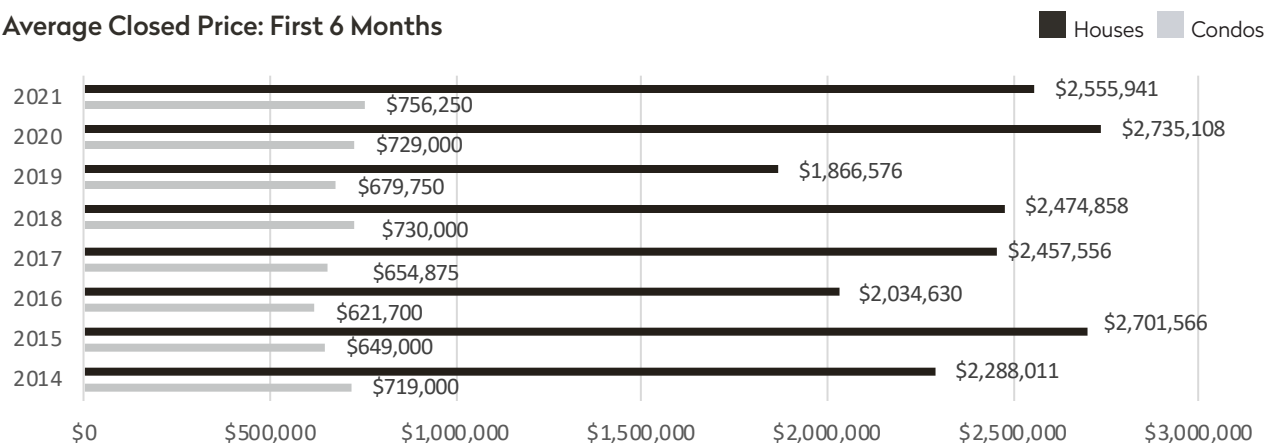
June 30 Inventory vs. June 30, 2020

↓ 54%

Closed: First 6 Months



Average Closed Price: First 6 Months



Old Greenwich Overview

Old Greenwich's strong seller's market in the second quarter included 50 house closings at an average closing price of \$2.6M, the most closings and the highest average closing price in two decades. Houses on average sold for 100.5% of the list price, a record high since at least 2001. Meanwhile, houses that closed spent on average just 62 cumulative days on the market, under 100 days for the first time in over a decade.

Inventory remains at historically low levels, with just 39 active houses at the end of June, about half what Old Greenwich has typically seen for this time of year.

Single Family Houses

Number of Solds Q2

2021 vs. 2020

↑ **79%**

Average Sold Price Q2

2021 vs. 2020

↑ **19%**

June 30 Inventory

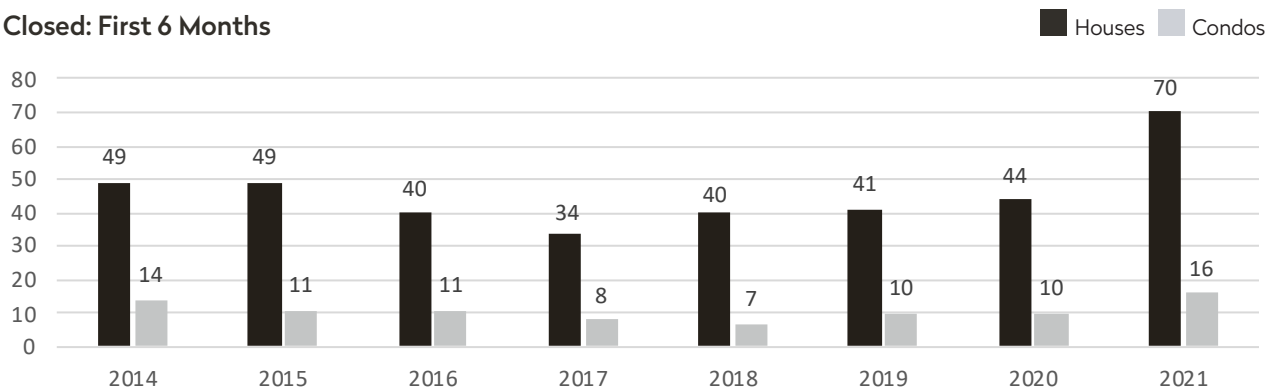
vs. June 30, 2020

↓ **45%**

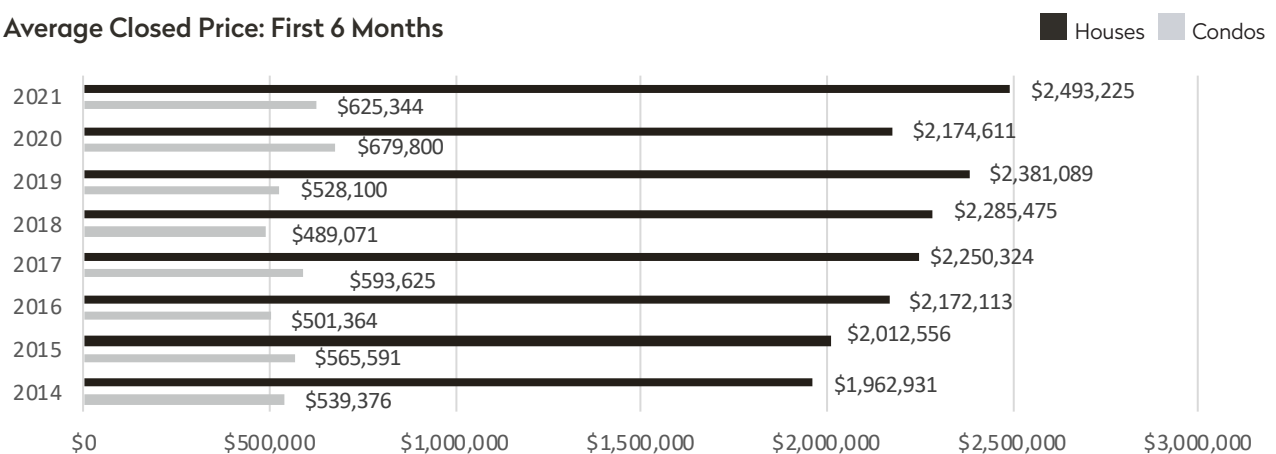
Single Family Houses

	2021	2020	% CHANGE
Houses: Closings in Second Quarter	50	28	+78.6%
Houses: Average Closing Price Second Quarter	\$2,597,471	\$2,181,197	+19.1%
Houses: Closings First 6 Months	70	44	+59.1%
Houses: Average Closing Price First 6 Months	\$2,493,225	\$2,174,611	+14.7%
Houses: Pending on June 30th	32	10	+220%
Houses: Inventory on June 30th	39	71	-45.1%
Condos: Closings First 6 Months	16	10	+60%
Condos: Average Closing Price First 6 Months	\$625,344	\$679,800	-8%
Condos: Inventory on June 30th	9	15	-40%

Closed: First 6 Months



Average Closed Price: First 6 Months



Stamford Overview

Stamford's strong seller's market in the second quarter included 244 house closings at an average closing price of \$839K, for the quarter the most closings since 2005 and the highest average closing price since 2007. 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 on average also sold for 101.8% of the list price, a record since at least 2001. Condo closings were also strong with 265 closings in the second quarter, the most since 2005. House inventory remains at historically low levels, with 245 active houses at the end of June, about half what Stamford has typically seen for this time of year.

Single Family Houses

	2021	2020	% CHANGE
Houses: Closings in Second Quarter	244	167	+46.1%
Houses: Average Closing Price Second Quarter	\$838,657	\$618,755	+35.5%
Houses: Closings First 6 Months	454	300	+51.3%
Houses: Average Closing Price First 6 Months	\$823,516	\$613,502	+34.2%
Houses: Pending on June 30th	158	104	+51.9%
Houses: Inventory on June 30th	245	371	-34%
Condos: Closings First 6 Months	459	245	+87.3%
Condos: Average Closing Price First 6 Months	\$358,804	\$349,805	+2.6%
Condos: Inventory on June 30th	242	246	-1.6%

Single Family Houses

Number of Solds Q2

2021 vs. 2020

↑ 46%

Average Sold Price Q2

2021 vs. 2020

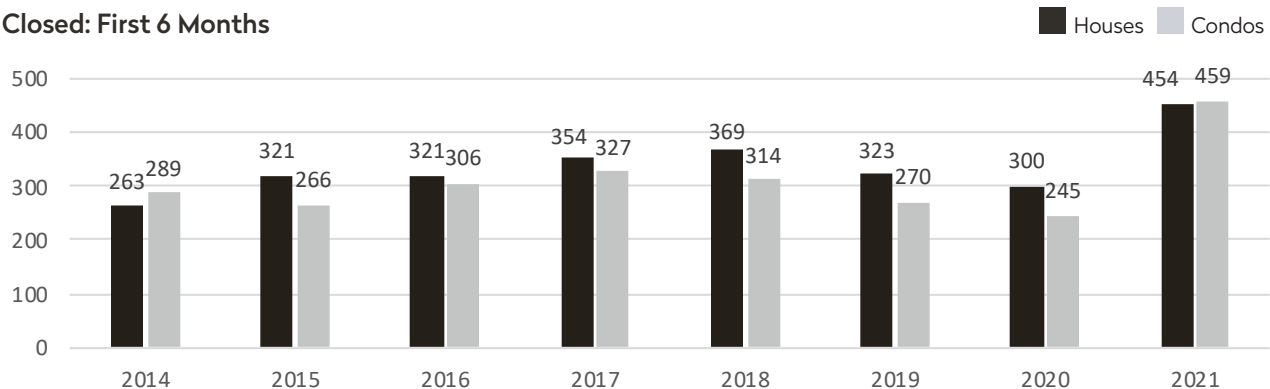
↑ 36%

June 30 Inventory

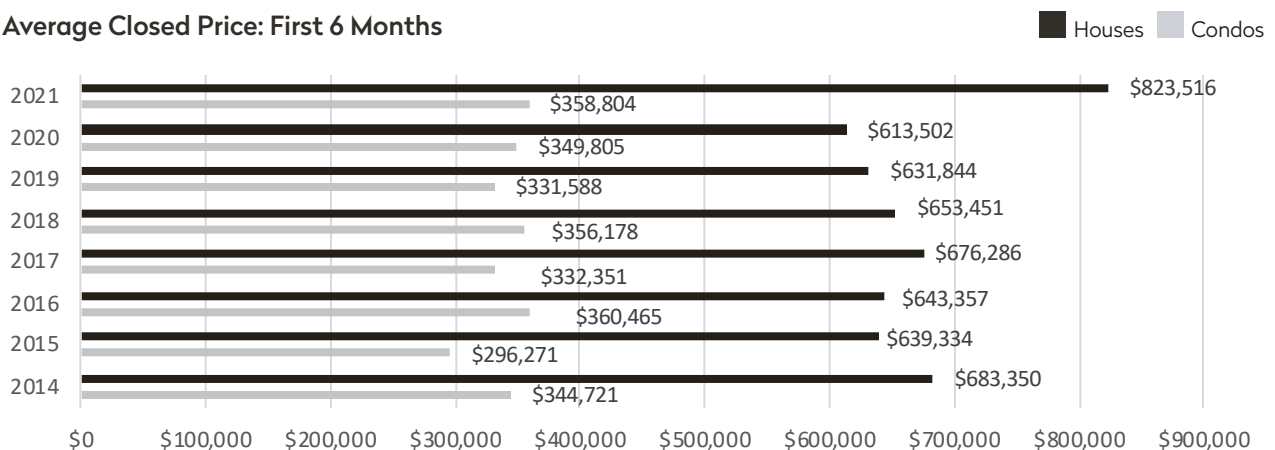
vs. June 30, 2020

↓ 34%

Closed: First 6 Months



Average Closed Price: First 6 Months



Darien Overview

Darien's strong seller's market in the second quarter included 163 house closings at an average closing price of \$1.9M, for the quarter the most closings and the highest closing price since 2001. Houses on average sold for 100.8% of the list price, a record since at least 2001. Meanwhile, houses that closed spent on average 82 cumulative days on the market, under 100 days for the first time in over a decade.

Inventory remains at historically low levels, with just 74 houses active at the end of June, less than half what Darien has typically seen at this time of year.

Single Family Houses

Number of Solds Q2

2021 vs. 2020

↑ **79%**

Average Sold Price Q2

2021 vs. 2020

↑ **27%**

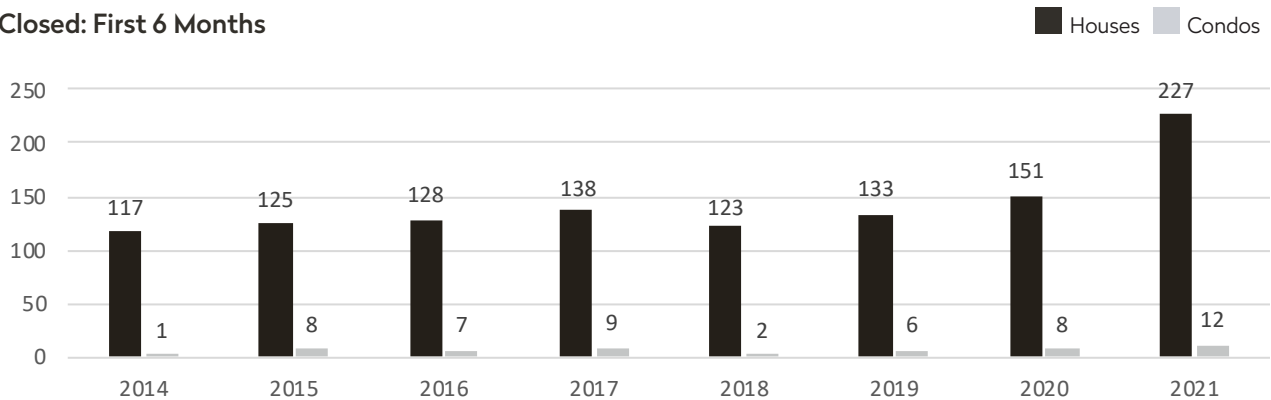
June 30 Inventory vs. June 30, 2020

↓ **68%**

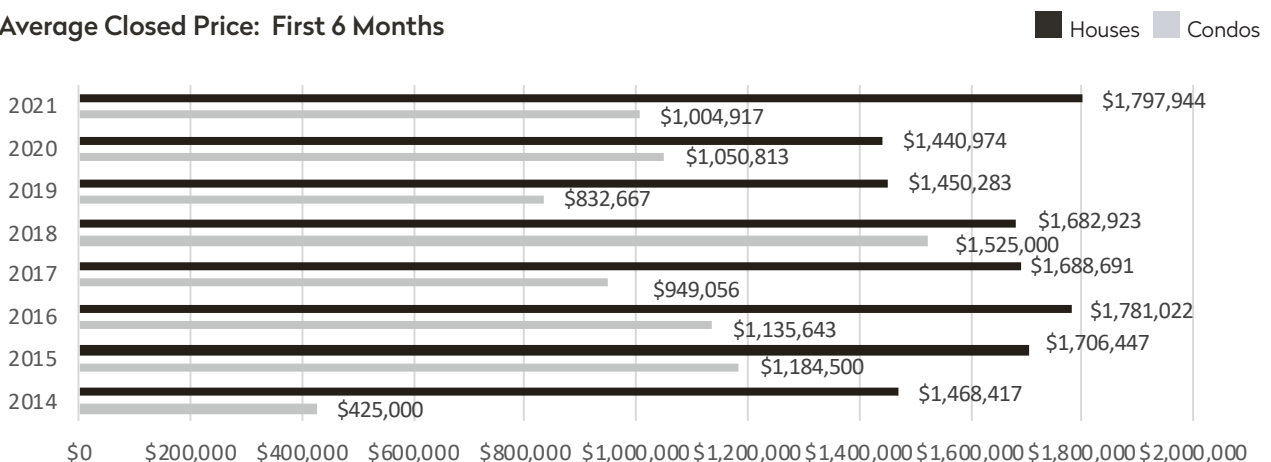
Single Family Houses

	2021	2020	% CHANGE
Houses: Closings in Second Quarter	163	91	+79.1%
Houses: Average Closing Price Second Quarter	\$1,901,179	\$1,494,701	+27.2%
Houses: Closings First 6 Months	227	151	+50.3%
Houses: Average Closing Price First 6 Months	\$1,797,944	\$1,440,974	+24.8%
Houses: Pending on June 30th	94	48	+95.8%
Houses: Inventory on June 30th	74	233	-68.2%
Condos: Closings First 6 Months	12	8	+50%
Condos: Average Closing Price First 6 Months	\$1,004,917	\$1,050,813	-4.4%
Condos: Inventory on June 30th	2	12	-83.3%

Closed: First 6 Months



Average Closed Price: First 6 Months



First Half 2021

New Canaan Overview

New Canaan's strong seller's market in the second quarter included 152 house closings at an average closing price of \$2.1M, for the quarter the most closings in over two decades and the highest average closing price since 2008. Houses on average sold for 100.1% of the list price, a record high for the past two decades. Meanwhile, houses that closed spent on average just 108 cumulative days on the market, the shortest number of days since 2001. Inventory remains at historically low levels, with just 131 houses active at the end of June, about half what New Canaan has typically seen for this time of year.

Single Family Houses

Number of Solds Q2

2021 vs. 2020

↑ 95%

Average Sold Price Q2

2021 vs. 2020

↑ 34%

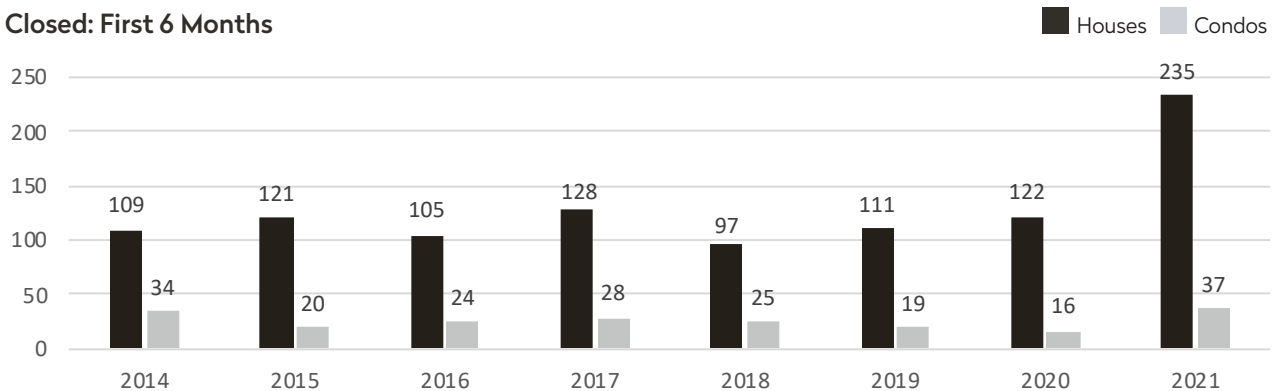
June 30 Inventory
vs. June 30, 2020

↓ 47%

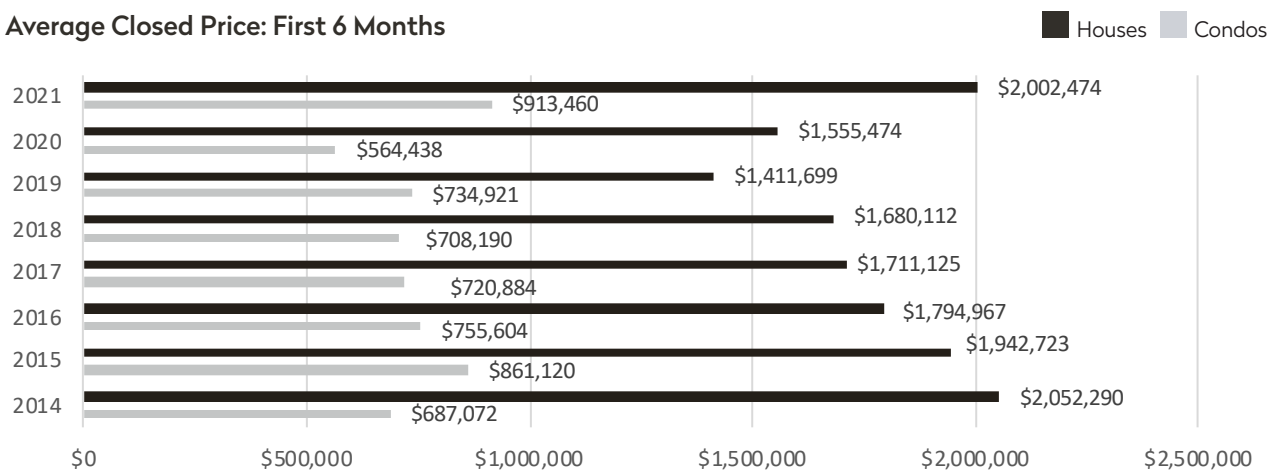
Single Family Houses

	2021	2020	% CHANGE
Houses: Closings in Second Quarter	152	78	+94.9%
Houses: Average Closing Price Second Quarter	\$2,105,242	\$1,573,008	+33.8%
Houses: Closings First 6 Months	235	122	+92.6%
Houses: Average Closing Price First 6 Months	\$2,002,474	\$1,555,474	+28.7%
Houses: Pending on June 30th	89	57	+56.1%
Houses: Inventory on June 30th	131	249	-47.4%
Condos: Closings First 6 Months	37	16	+131.3%
Condos: Average Closing Price First 6 Months	\$913,460	\$564,438	+61.8%
Condos: Inventory on June 30th	57	47	+21.3%

Closed: First 6 Months



Average Closed Price: First 6 Months



Norwalk Overview

Norwalk's strong seller's market in the second quarter included 214 house closings at an average closing price of 798K, for the quarter the most closing since 2005 and the highest closing price in at least the past two decades. Houses on average sold for 102.9% of the list price, a record since at least 2001. Meanwhile, houses that closed spent on average just 57 cumulative days on the market, the shortest time frame in over two decades. Inventory remains at historically low levels, with 202 houses active at the end of June, about half what Norwalk has typically averaged for this time of year.

Single Family Houses

	2021	2020	% CHANGE
Houses: Closings in Second Quarter	214	148	+44.6%
Houses: Average Closing Price Second Quarter	\$798,118	\$621,822	+28.4%
Houses: Closings First 6 Months	375	297	+26.3%
Houses: Average Closing Price First 6 Months	\$754,286	\$592,995	+27.2%
Houses: Pending on June 30th	119	93	+28%
Houses: Inventory on June 30th	202	285	-29.1%
Condos: Closings First 6 Months	247	137	+80.3%
Condos: Average Closing Price First 6 Months	\$345,746	\$291,945	+18.4%
Condos: Inventory on June 30th	128	132	-3%

Single Family Houses

Number of Solds Q2

2021 vs. 2020

↑ 45%

Average Sold Price Q2

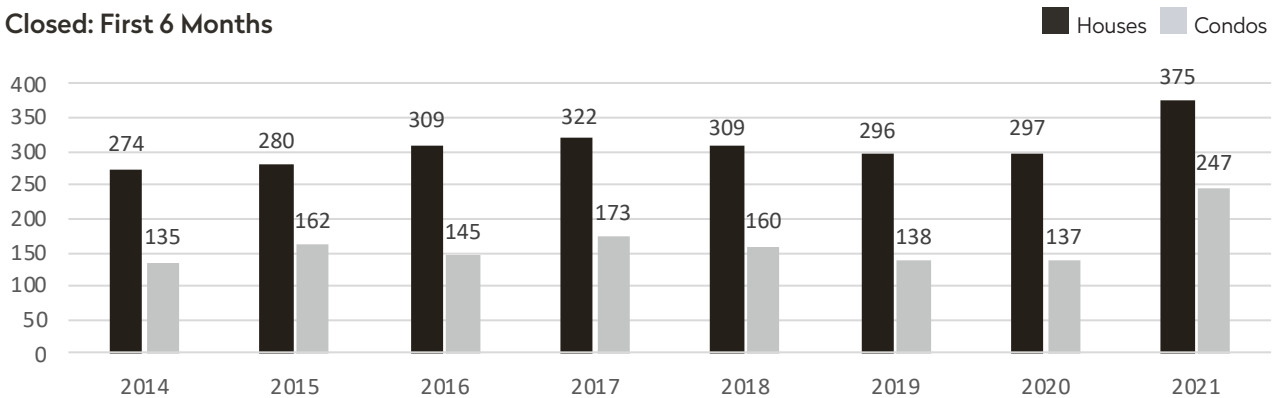
2021 vs. 2020

↑ 28%

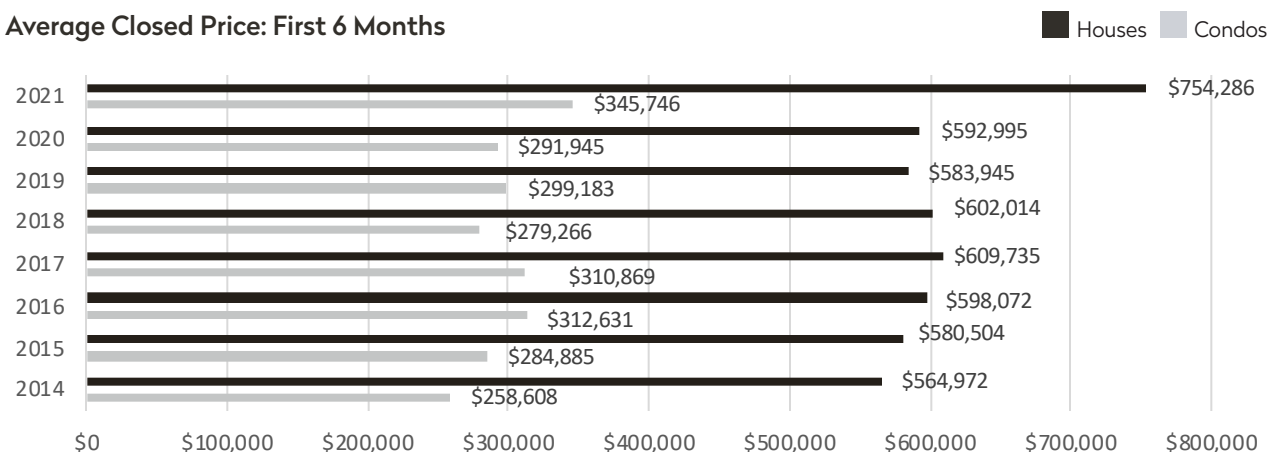
June 30 Inventory vs. June 30, 2020

↓ 29%

Closed: First 6 Months



Average Closed Price: First 6 Months



Rowayton Overview

Rowayton's strong seller's market in the second quarter included 30 house closings at an average closing price of \$1.7M, for the quarter the most closings since 2006 and the highest average closing price in two decades. Houses on average sold for 101.6% of the list price, a record since at least 2001. Meanwhile, houses that closed spent on average just 90 cumulative days on the market, under 100 days for the second time since 2006.

Inventory remains at historically low levels, with just 21 houses active at the end of June, less than half what Rowayton has typically averaged for this time of year.

Single Family Houses

	2021	2020	% CHANGE
Houses: Closings in Second Quarter	30	20	+50%
Houses: Average Closing Price Second Quarter	\$1,734,375	\$1,139,625	+52.2%
Houses: Closings First 6 Months	50	36	+38.9%
Houses: Average Closing Price First 6 Months	\$1,647,768	\$1,064,211	+54.8%
Houses: Pending on June 30th	16	13	+23.1%
Houses: Inventory on June 30th	21	56	-62.5%
Condos: Closings First 6 Months	4	2	+100%
Condos: Average Closing Price First 6 Months	\$2,132,000	\$752,500	+183.3%
Condos: Inventory on June 30th	2	4	-50%

Single Family Houses

Number of Solds Q2

2021 vs. 2020

↑ 50%

Average Sold Price Q2

2021 vs. 2020

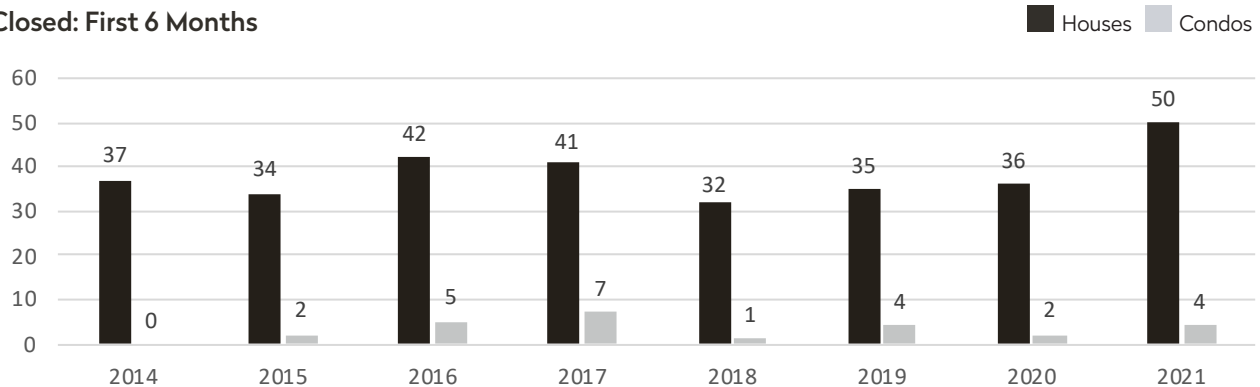
↑ 52%

June 30 Inventory

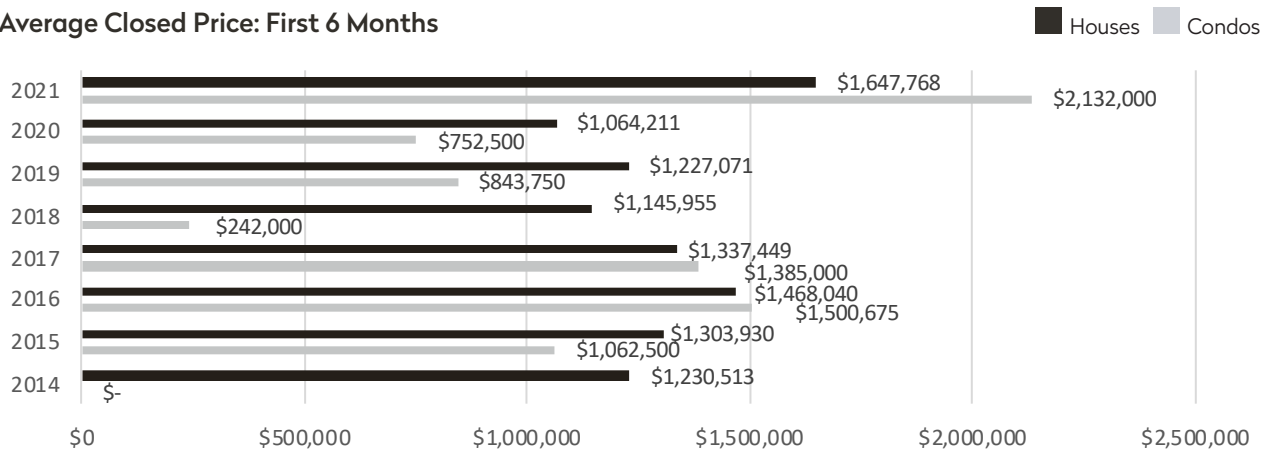
vs. June 30, 2020

↓ 63%

Closed: First 6 Months



Average Closed Price: First 6 Months



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%**

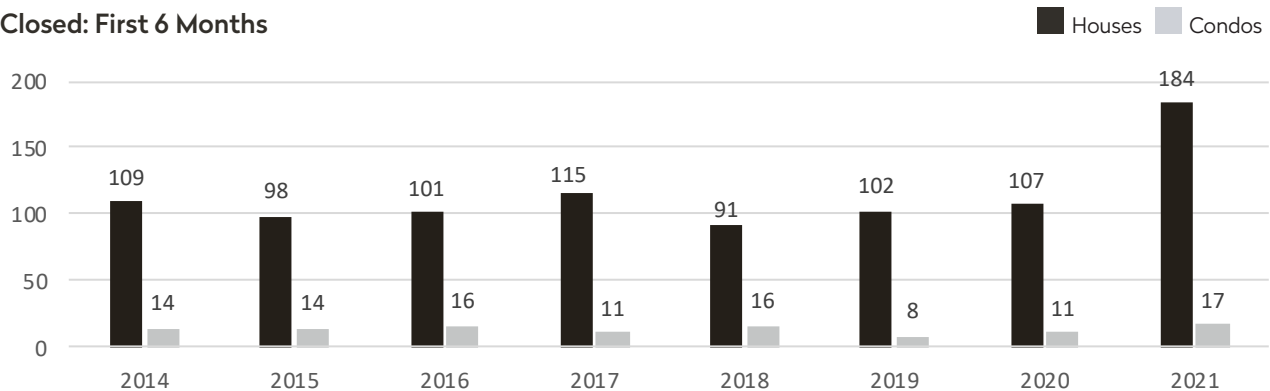
June 30 Inventory vs. June 30, 2020

↓ **51%**

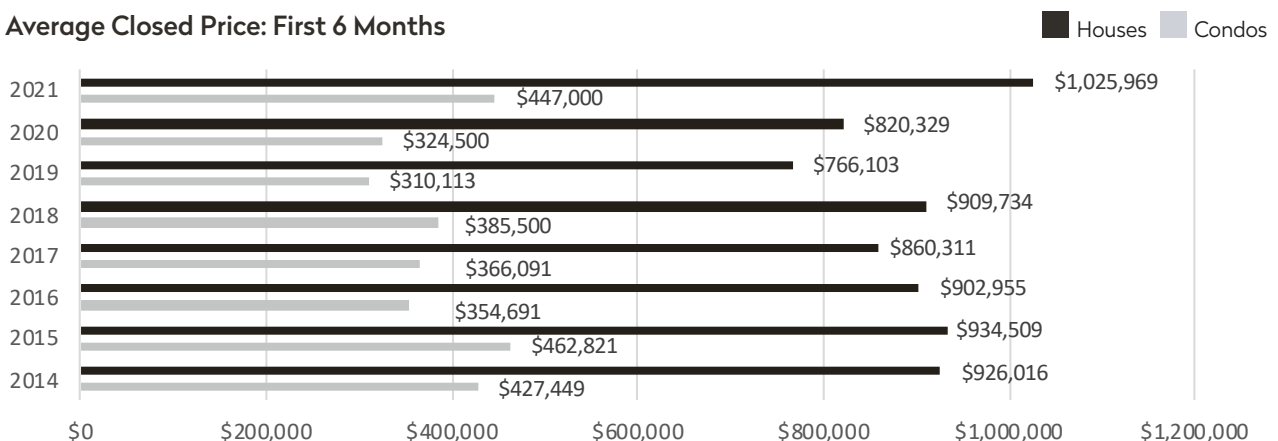
Single Family Houses

	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



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

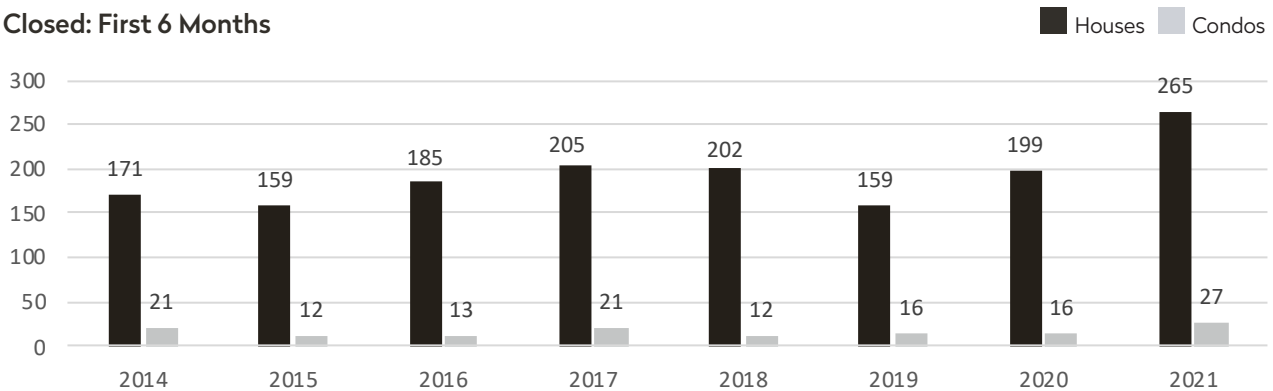
↑ 32%

June 30 Inventory

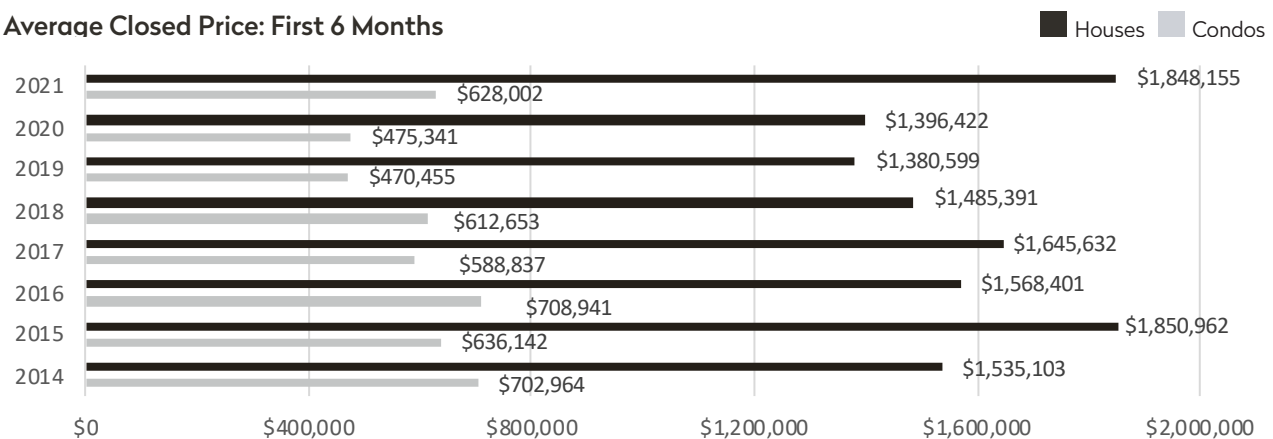
vs. June 30, 2020

↓ 30%

Closed: First 6 Months



Average Closed Price: First 6 Months



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

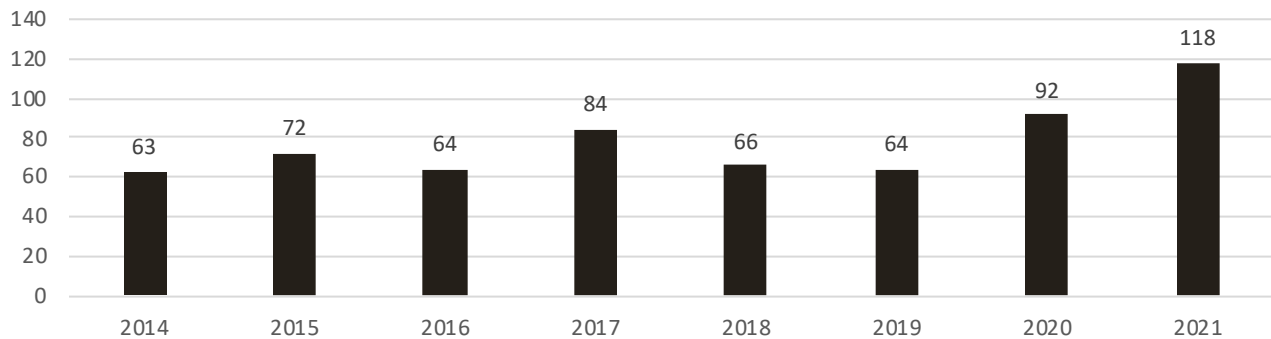
vs. June 30, 2020

↓ **43%**

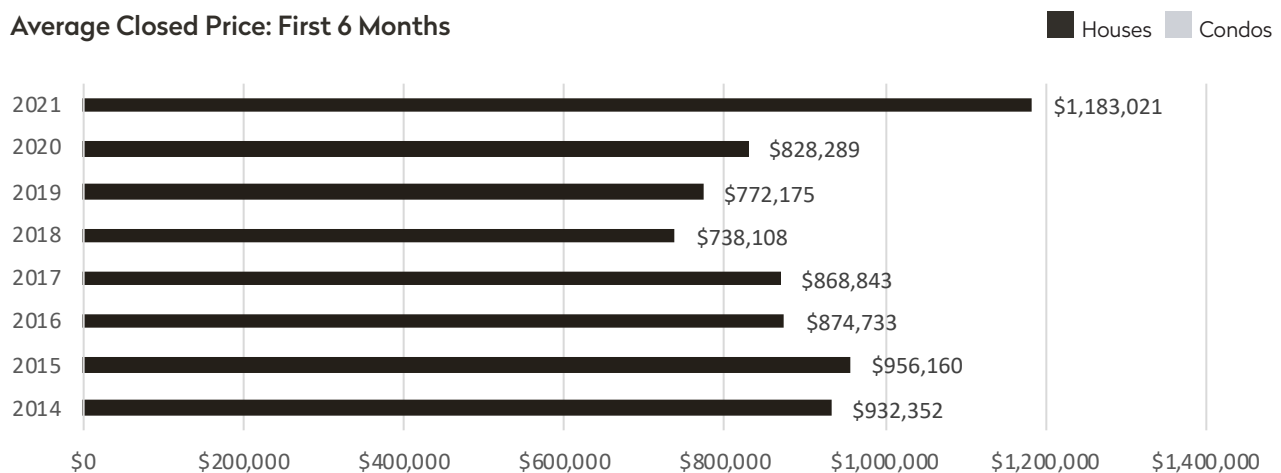
Single Family Houses

	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



Fairfield Overview

Fairfield's strong seller's market in the second quarter included 251 house closings at an average closing price of \$978K, the latter the highest for the quarter since at least 2001. Meanwhile, houses that closed spent on average just 77 cumulative days on the market, under 100 days for the first time in over a decade. Houses also sold for an average of 101.8% of the list price, a record high since at least 2001. One-hundred seventy out of the 251 house closings in the quarter went for at or above the asking price.

Inventory remains at historically low levels, with just 227 active houses at the end of June, less than half what Fairfield has typically seen for this time of year.

Single Family Houses

	2021	2020	% CHANGE
Houses: Closings in Second Quarter	251	220	+14.1%
Houses: Average Closing Price Second Quarter	\$977,730	\$788,972	+23.9%
Houses: Closings First 6 Months	459	345	+33%
Houses: Average Closing Price First 6 Months	\$941,700	\$794,497	+18.5%
Houses: Pending on June 30th	123	124	-0.8%
Houses: Inventory on June 30th	227	438	-48.2%
Condos: Closings First 6 Months	70	40	+75%
Condos: Average Closing Price First 6 Months	\$496,208	\$401,965	+23.4%
Condos: Inventory on June 30th	26	47	-44.7%

Single Family Houses

Number of Solds Q2

2021 vs. 2020

↑ 14%

Average Sold Price Q2

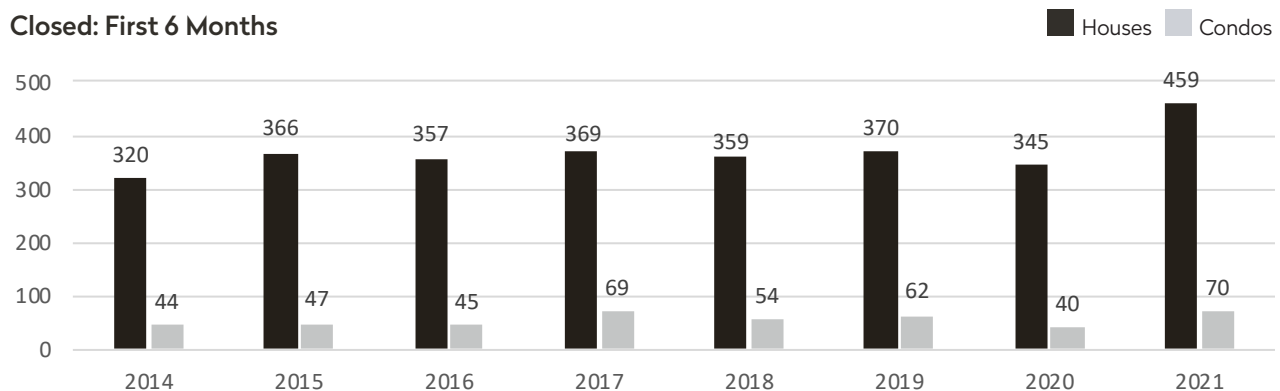
2021 vs. 2020

↑ 24%

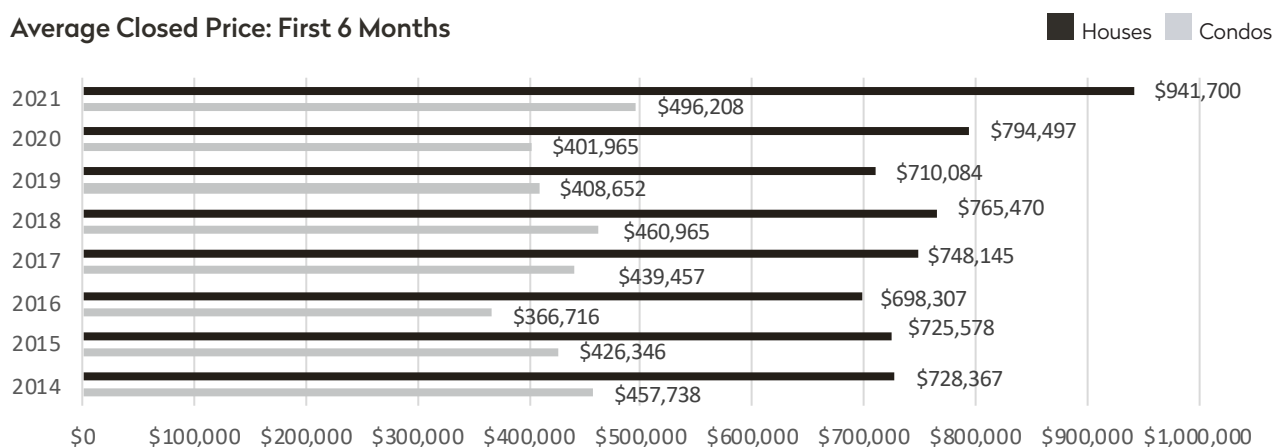
June 30 Inventory vs. June 30, 2020

↓ 48%

Closed: First 6 Months



Average Closed Price: First 6 Months



Ridgefield Overview

Ridgefield's strong seller's market in the second quarter included 128 house closings at an average closing price of \$924K, the most closings since 2005 and the highest average closing price since 2007. Houses on average sold for 101.3% of the list price, a record since at least 2001. 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. Inventory remains at historically low levels, with just 115 active houses at the end of June, less than half what Ridgefield has typically seen for this time of year.

Single Family Houses

Number of Solds Q2

2021 vs. 2020

↑ **47%**

Average Sold Price Q2

2021 vs. 2020

↑ **16%**

June 30 Inventory

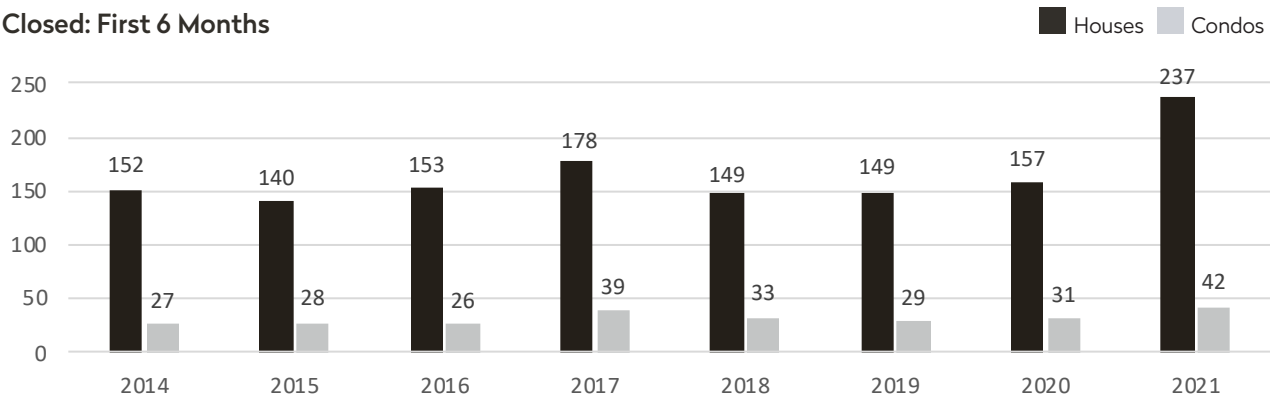
vs. June 30, 2020

↓ **53%**

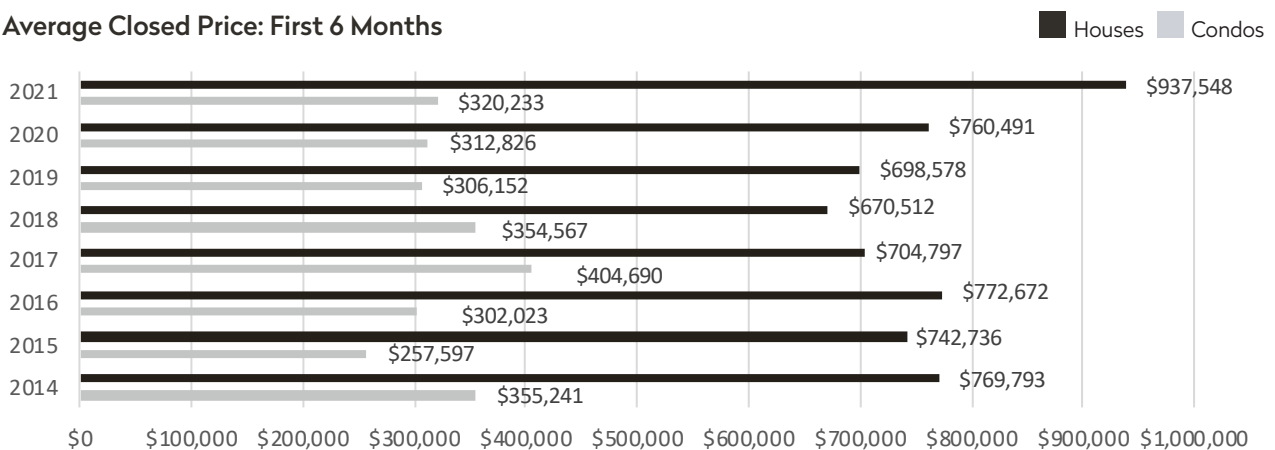
Single Family Houses

	2021	2020	% CHANGE
Houses: Closings in Second Quarter	128	87	+47.1%
Houses: Average Closing Price Second Quarter	\$931,334	\$801,079	+16.3%
Houses: Closings First 6 Months	237	157	+51%
Houses: Average Closing Price First 6 Months	\$937,548	\$760,491	+23.3%
Houses: Pending on June 30th	82	63	+30.2%
Houses: Inventory on June 30th	115	246	-53.3%
Condos: Closings First 6 Months	42	31	+35.5%
Condos: Average Closing Price First 6 Months	\$320,233	\$312,826	+2.4%
Condos: Inventory on June 30th	10	33	-69.7%

Closed: First 6 Months



Average Closed Price: First 6 Months



Redding Overview

Redding's strong seller's market continued in the second quarter with 63 house closings at an average closing price of \$861K, the most closings since 2001 and the highest average closing price since 2007. Houses on average sold for 102.7% of the list price, a record since at least 2001. Forty-four out of the 63 house closings (70%) went for at or above the asking price.

Inventory remains at historically low levels, with just 55 active houses at the end of June, less than half what Redding has typically averaged for this time of year.

Single Family Houses

Number of Solds Q2

2021 vs. 2020

↑ 97%

Average Sold Price Q2

2021 vs. 2020

↑ 70%

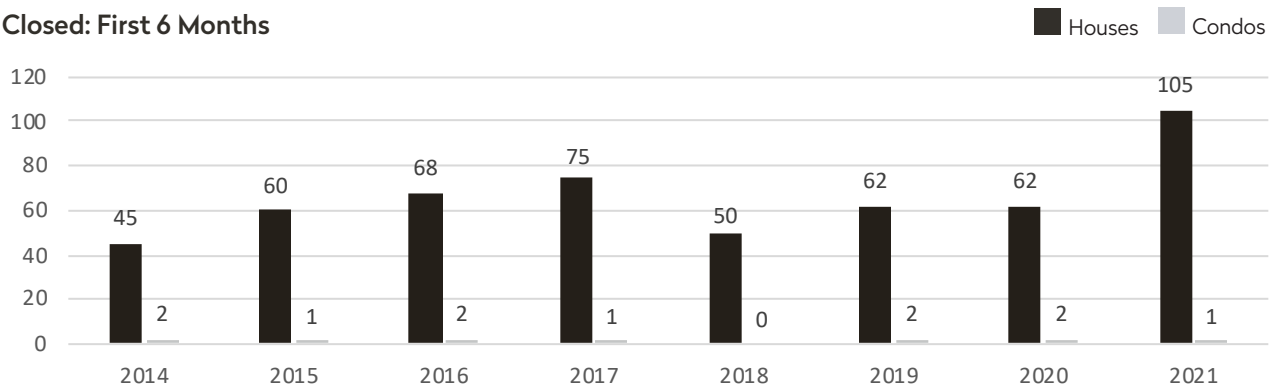
June 30 Inventory vs. June 30, 2020

↓ 38%

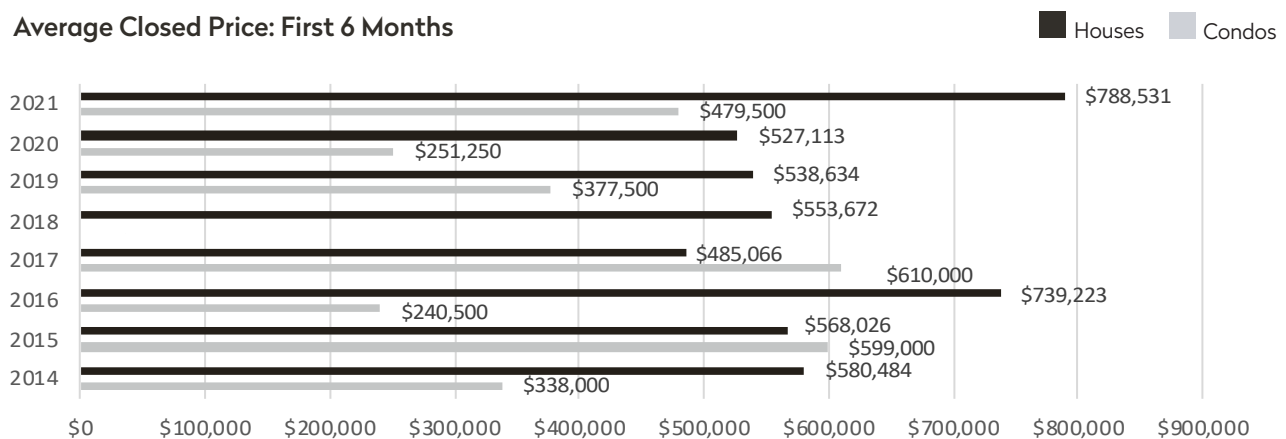
Single Family Houses

	2021	2020	% CHANGE
Houses: Closings in Second Quarter	63	32	+96.9%
Houses: Average Closing Price Second Quarter	\$860,610	\$506,031	+70.1%
Houses: Closings First 6 Months	105	62	+69.4%
Houses: Average Closing Price First 6 Months	\$788,531	\$527,113	+49.6%
Houses: Pending on June 30th	29	25	+16%
Houses: Inventory on June 30th	52	84	-38.1%
Condos: Closings First 6 Months	1	2	-50%
Condos: Average Closing Price First 6 Months	\$479,500	\$251,250	+90.8%
Condos: Inventory on June 30th	0	2	NA

Closed: First 6 Months



Average Closed Price: First 6 Months



Easton Overview

Easton's strong seller's market included 42 house closings in the second quarter at an average closing price of \$856K, the latter the highest for the quarter since 2007. Meanwhile, houses that closed spent on average just 97 cumulative days on the market, under 100 days for the first time in over a decade. Houses on average sold for 100.6% of the list price, a record since at least 2001. Twenty-five out of the 42 house closings (60%) went for at or above the asking price.

Inventory remains at historically low levels, with 44 houses active at the end of June, about half what Easton has typically averaged for this time of year.

Single Family Houses

Number of Solds Q2

2021 vs. 2020

↑ **31%**

Average Sold Price Q2

2021 vs. 2020

↑ **52%**

June 30 Inventory

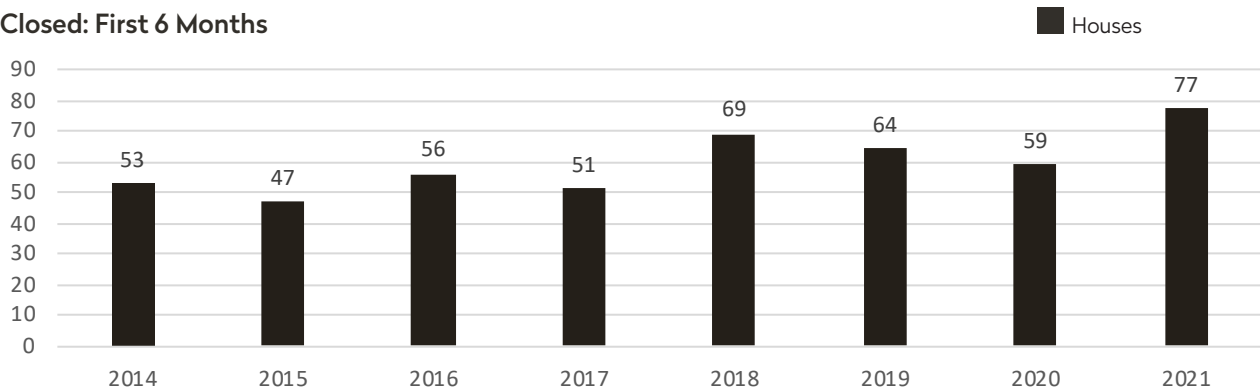
vs. June 30, 2020

↓ **44%**

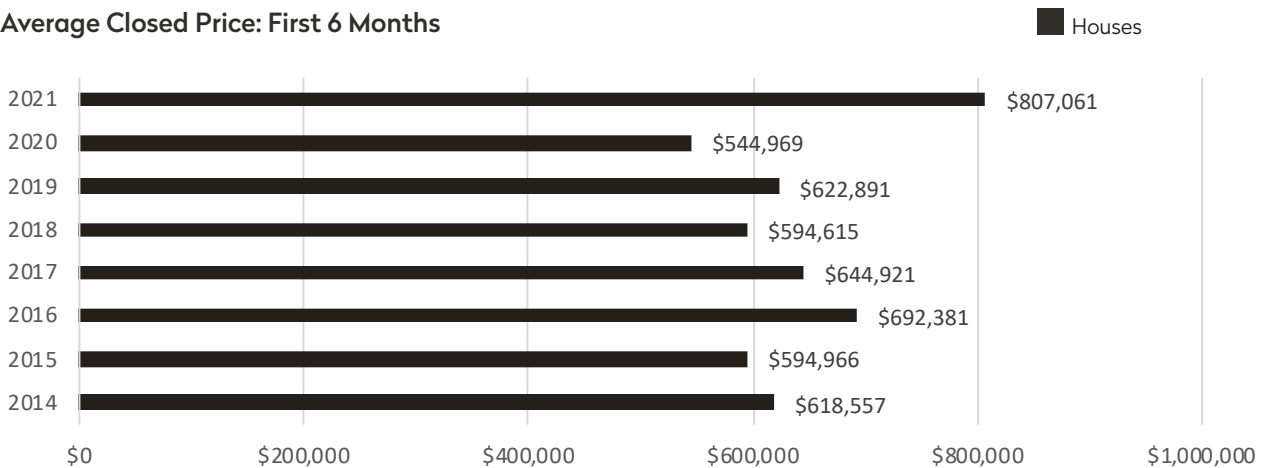
Single Family Houses

	2021	2020	% CHANGE
Houses: Closings in Second Quarter	42	32	+31.3%
Houses: Average Closing Price Second Quarter	\$855,520	\$561,765	+52.3%
Houses: Closings First 6 Months	77	59	+30.5%
Houses: Average Closing Price First 6 Months	\$807,061	\$544,969	+48.1%
Houses: Pending on June 30th	22	18	+22.2%
Houses: Inventory on June 30th	44	79	-44.3%

Closed: First 6 Months



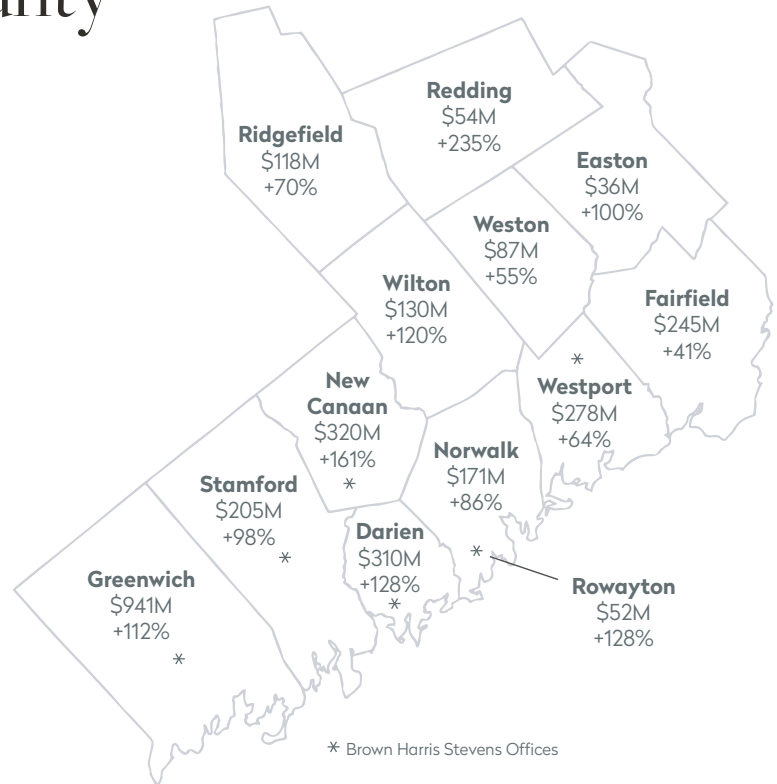
Average Closed Price: First 6 Months



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 Connecticut Market Report

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