

**First Quarter 2021**  
**Connecticut Market Report**

Connecticut

**Brown Harris Stevens**



# Message from Bess Freedman

## CEO of Brown Harris Stevens

Lower Fairfield County\* had an extraordinarily strong first quarter of 2021, and it comes on the heels of the equally extraordinary third and fourth quarters of 2020. In fact, for the third straight quarter, Lower Fairfield County had a record number of closings and rising closing prices, all while dealing with extremely low inventory levels.

The number of closings continues to be unprecedented. In the first quarter, there were 1,329 house closings, a jump of 50% from 2020's comparable period and the most closings for the quarter since at least the year 2000. It was also the third quarter in a row when the total number of house closings was the most in over two decades.

Meanwhile, inventory remains low. There were 1,550 active houses on the market on March 31, 46% fewer than we had at the same time last year and the lowest inventory total at this time of the year in at least the past decade.

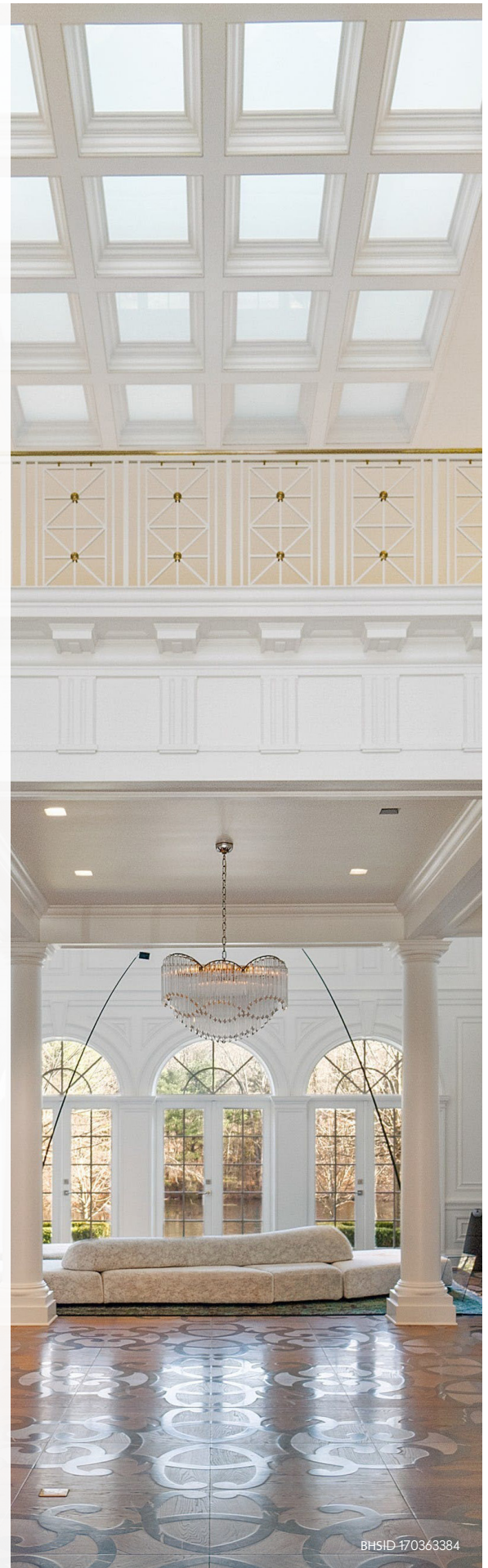
The high demand and low inventory have helped push home values higher. The average sale price for a single-family house in the first quarter was \$1.34 million, a rise of 37% from the first quarter of last year and the highest average closing price for the quarter since 2006. In fact, in each of the past four quarters (Q1 of 2021 and Q2, Q3, and Q4 of 2020) we've seen a quarter-over-quarter increase in the average house closing price.

The energy in the condo market is also high. There were 437 condo closings in the first quarter, up 46% from the first quarter of 2020, while the average closing price was up 19%.

If that wasn't enough, on March 31 there were 904 signed contracts to buy a house or condo in Lower Fairfield County, up 67% from the same time a year ago.

In short, fueled by high buyer demand and low interest rates, the market remains incredibly strong!

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





**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.



BHSID 170367693



First Quarter 2021

# All of Greenwich Overview

All of Greenwich (Greenwich, Cos Cob, Riverside, and Old Greenwich) had 199 house closings in the first quarter, a 93% increase compared to the same time last year. It was the highest number of house closings in All of Greenwich in the first quarter since at least the year 2000. The average closing price across the four sections rose to \$2.97M, up 39% from the same period last year and also the highest average closing price for the quarter since 2000. The 66 condo closings is a 65% increase from last year and the most for a quarter since 2005. At the end of March, there were 450 active houses and condos on the market in All of Greenwich, 36% fewer than the same time a year ago.

## Single Family Houses

	2021	2020	% CHANGE
Houses: Closings in March	70	35	+100%
Houses: Average Closing Price in March	\$2,686,007	\$1,882,030	+42.7%
Houses: Closings First Quarter	199	103	+93.2%
Houses: Average Closing Price First Quarter	\$2,973,021	\$2,135,778	+39.2%
Houses: Pending on March 31st	126	40	+215%
Houses: Inventory on March 31st	358	562	-36.3%
Condos: Closings First Quarter	66	40	+65%
Condos: Average Closing Price First Quarter	\$1,080,009	\$908,273	+18.9%
Condos: Inventory on March 31st	92	144	-36.1%

## Single Family Houses

### Number of Solds Q1

2021 vs. 2020

↑ 93%

### Average Sold Price Q1

2021 vs. 2020

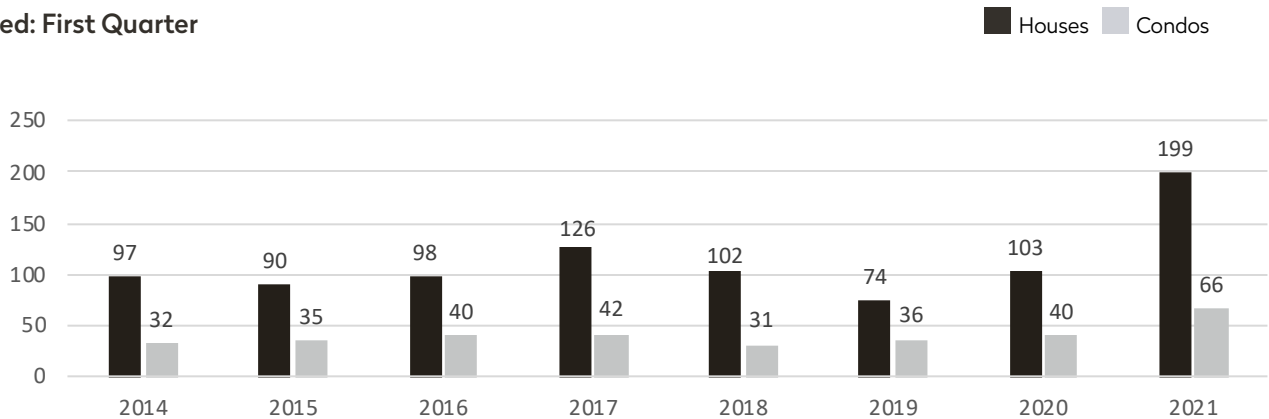
↑ 39%

### March 31 Inventory

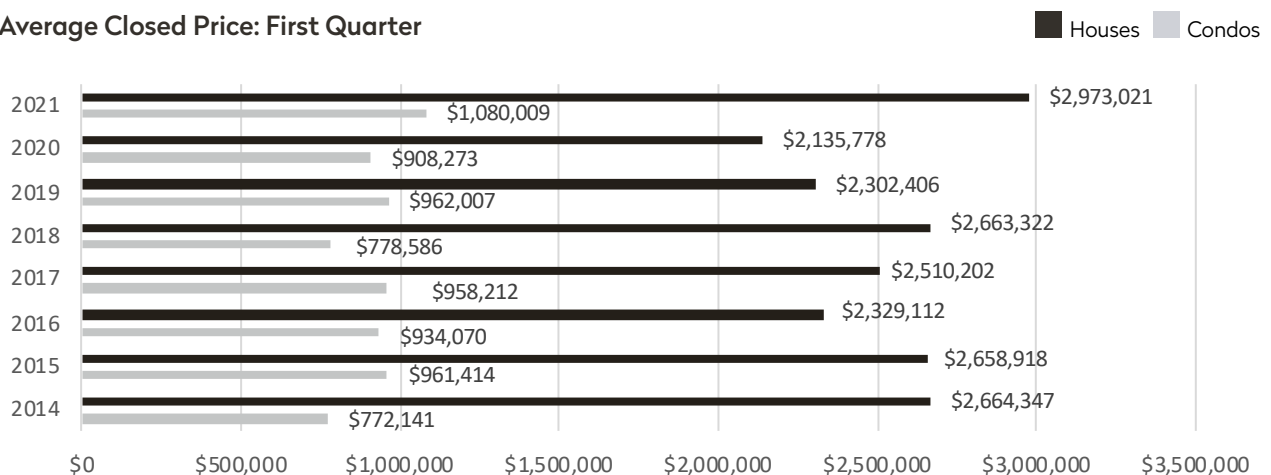
vs. March 31, 2020

↓ 36%

## Closed: First Quarter



## Average Closed Price: First Quarter





# Greenwich Overview

Greenwich's first quarter of 2021 saw a record number of closings, a large jump in the average closing price, all while having to manage with low inventory. There were 130 house closings in the year's first three months, a 117% increase from the first quarter of 2020 and the highest total in Greenwich for the quarter in over two decades. The average house closing price rose 47% from a year ago to \$3.4M. The dollar volume of house closings for the quarter was \$448M, 218% higher than the same time a year ago. Meanwhile, 75 houses were pending (properties with signed contracts) on March 31 compared to 26 a year ago. The pending houses had an average list price of \$4.3M.

## Single Family Houses

	2021	2020	% CHANGE
Houses: Closings in March	49	17	+188.2%
Houses: Average Closing Price in March	\$2,797,046	\$2,487,165	+12.5%
Houses: Closings First Quarter	130	60	+116.7%
Houses: Average Closing Price First Quarter	\$3,444,398	\$2,346,514	+46.8%
Houses: Pending on March 31st	75	26	+188.5%
Houses: Inventory on March 31st	253	386	-34.5%
Condos: Closings First Quarter	50	30	+66.7%
Condos: Average Closing Price First Quarter	\$1,146,522	\$986,580	+16.2%
Condos: Inventory on March 31st	70	112	-37.5%

## Single Family Houses

### Number of Solds Q1

2021 vs. 2020

↑ 117%

### Average Sold Price Q1

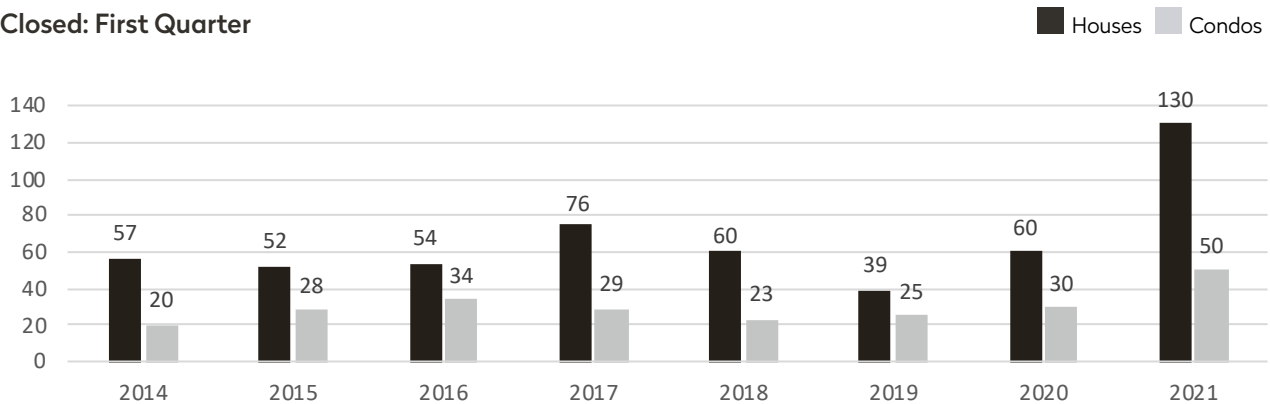
2021 vs. 2020

↑ 47%

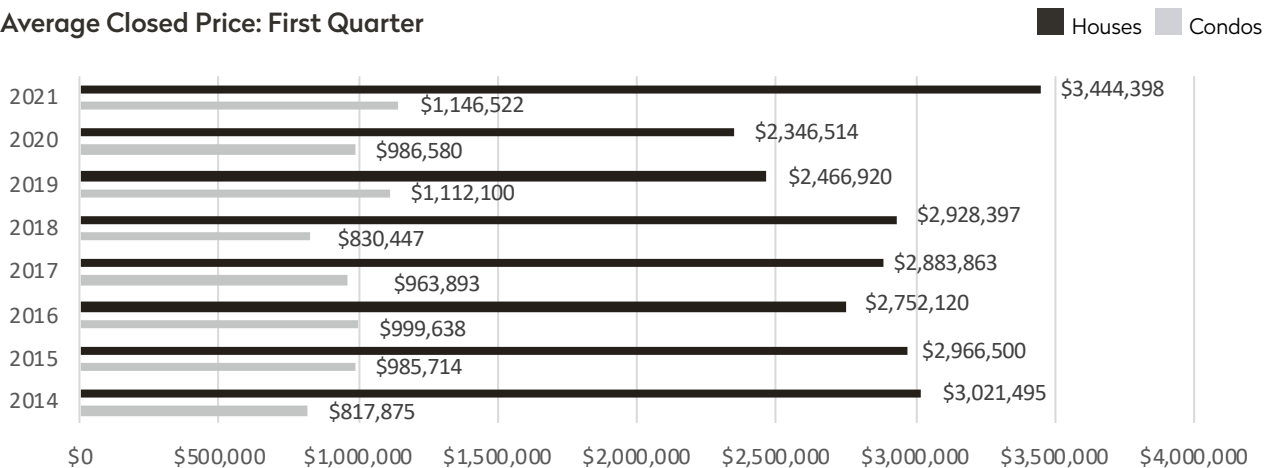
### March 31 Inventory vs. March 31, 2020

↓ 35%

## Closed: First Quarter



## Average Closed Price: First Quarter





# Cos Cob Overview

Cos Cob had a strong first quarter for both houses and condos. There were 28 combined house and condo closings, a 75% increase from a year ago and the highest number of combined house and condo closings for the quarter since at least the year 2000. The dollar volume of house and condo closings was \$40M, 110% higher than the same time a year ago and the highest dollar volume for the first quarter in Cos Cob in over two decades. The average house closing price rose 24% from a year ago to \$1.5M. Meanwhile, the average cumulative days on the market for house closings in the quarter was 142 days, 40% fewer days than a year ago.

## Single Family Houses

	2021	2020	% CHANGE
Houses: Closings in March	4	7	-42.9%
Houses: Average Closing Price in March	\$1,961,250	\$1,351,786	+45.1%
Houses: Closings First Quarter	19	12	+58.3%
Houses: Average Closing Price First Quarter	\$1,455,158	\$1,169,792	+24.4%
Houses: Pending on March 31st	14	4	+250%
Houses: Inventory on March 31st	27	51	-47.1%
Condos: Closings First Quarter	9	4	+125%
Condos: Average Closing Price First Quarter	\$1,029,333	\$888,375	+15.9%
Condos: Inventory on March 31st	11	14	-21.4%

## Single Family Houses

### Number of Solds Q1

2021 vs. 2020

↑ 58%

### Average Sold Price Q1

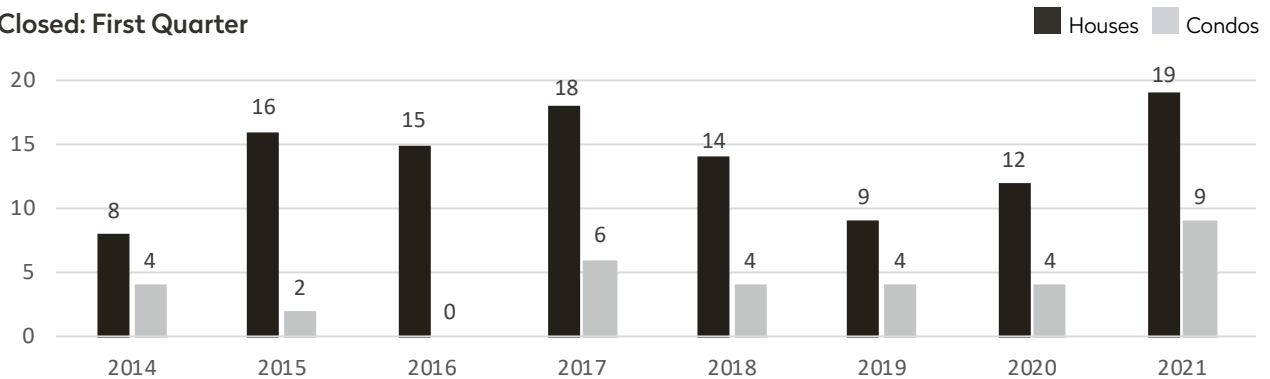
2021 vs. 2020

↑ 24%

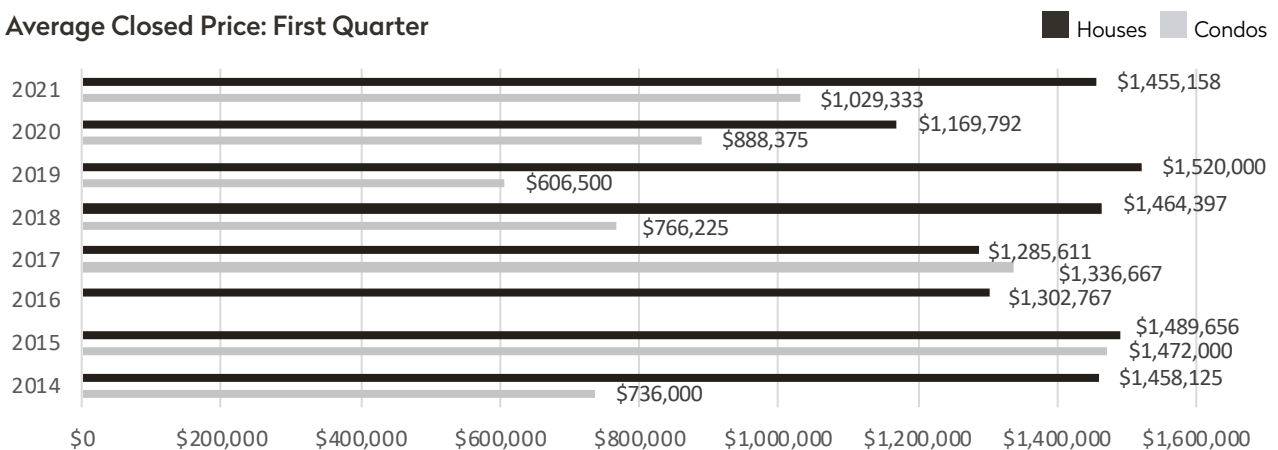
### March 31 Inventory vs. March 31, 2020

↓ 47%

## Closed: First Quarter



## Average Closed Price: First Quarter





# Riverside Overview

In the first quarter of 2021 Riverside had 31 closed houses, an increase of 107% compared to the same time last year, while the average closing price rose 16% to \$2.36M.

Meanwhile, 21 houses were pending (houses with signed contracts) on March 31, a 425% increase from the same time last year and the highest number of pendings at the end of a month in Riverside since at least 2018. The pending houses ranged from \$1.18M to \$7.99M, with an average list price of \$3.2M. At the end of March, there were 46 active houses on the market in Riverside, 22% fewer houses than at the end of March 2020.

## Single Family Houses

### Number of Solds Q1

2021 vs. 2020

↑ **107%**

### Average Sold Price Q1

2021 vs. 2020

↑ **16%**

### March 31 Inventory

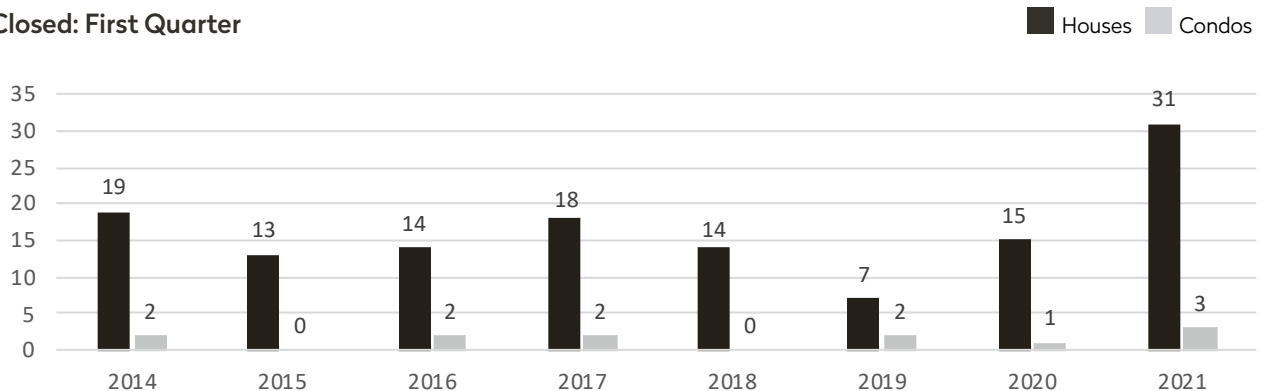
vs. March 31, 2020

↓ **22%**

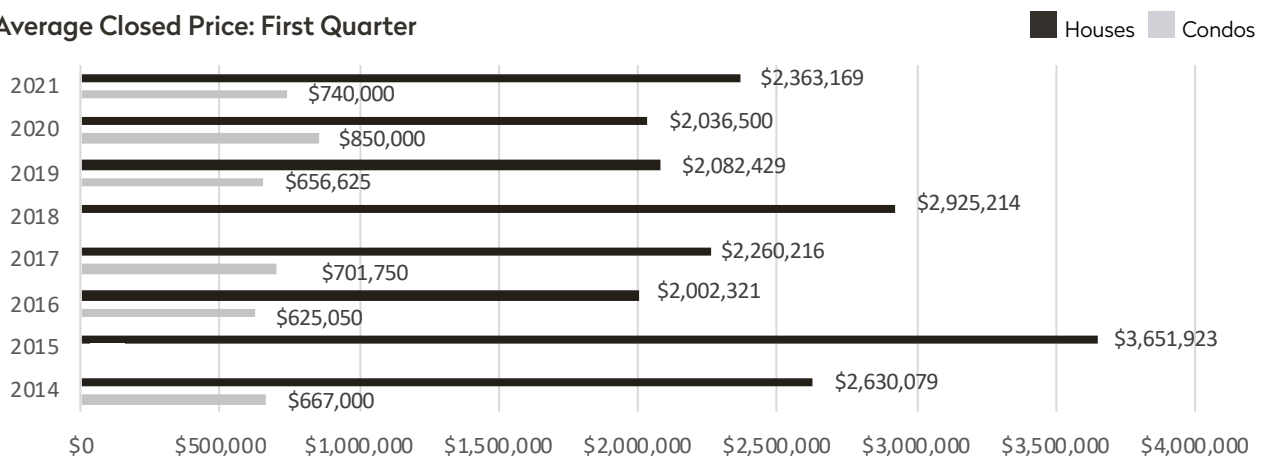
## Single Family Houses

	2021	2020	% CHANGE
Houses: Closings in March	11	4	+175%
Houses: Average Closing Price in March	\$2,710,023	\$950,000	+185.3%
Houses: Closings First Quarter	31	15	+106.7%
Houses: Average Closing Price First Quarter	\$2,363,169	\$2,036,500	+16%
Houses: Pending on March 31st	21	4	+425%
Houses: Inventory on March 31st	46	59	-22%
Condos: Closings First Quarter	3	1	+200%
Condos: Average Closing Price First Quarter	\$740,000	\$850,000	-12.9%
Condos: Inventory on March 31st	2	5	-60%

## Closed: First Quarter



## Average Closed Price: First Quarter





# Old Greenwich Overview

In the first quarter, Old Greenwich saw year-over-year increases in the number of closings and average closing price, all while having an extremely low inventory of active houses. Nineteen houses closed in the quarter, a 19% increase compared to 2020, while the average closing price rose to \$2.26M, up 4.5% from a year ago. The average cumulative days on the market for closings during this time was 95 days, down 57% from the same time last year. At the end of March, there were just 32 active houses on the market in Old Greenwich, 52% fewer houses than at the end of March 2020.

## Single Family Houses

### Number of Solds Q1

2021 vs. 2020

↑ 19%

### Average Sold Price Q1

2021 vs. 2020

↑ 5%

### March 31 Inventory

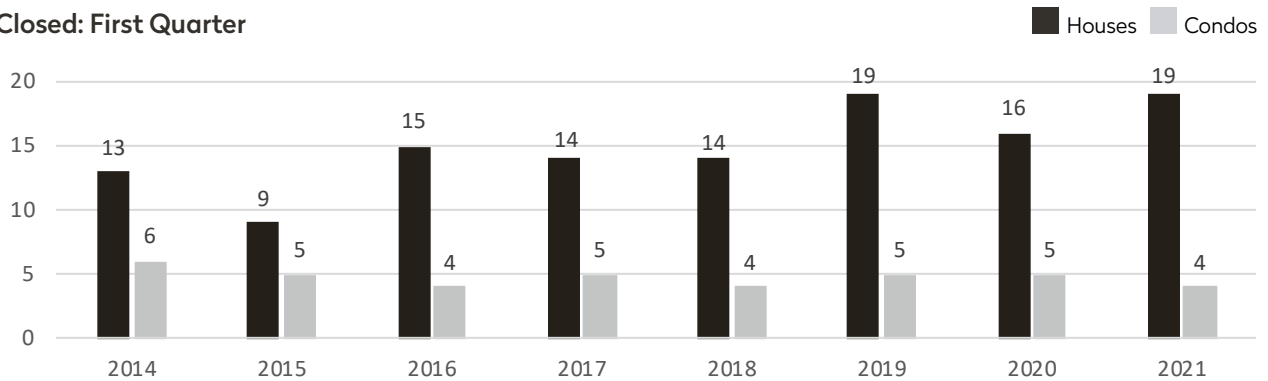
vs. March 31, 2020

↓ 52%

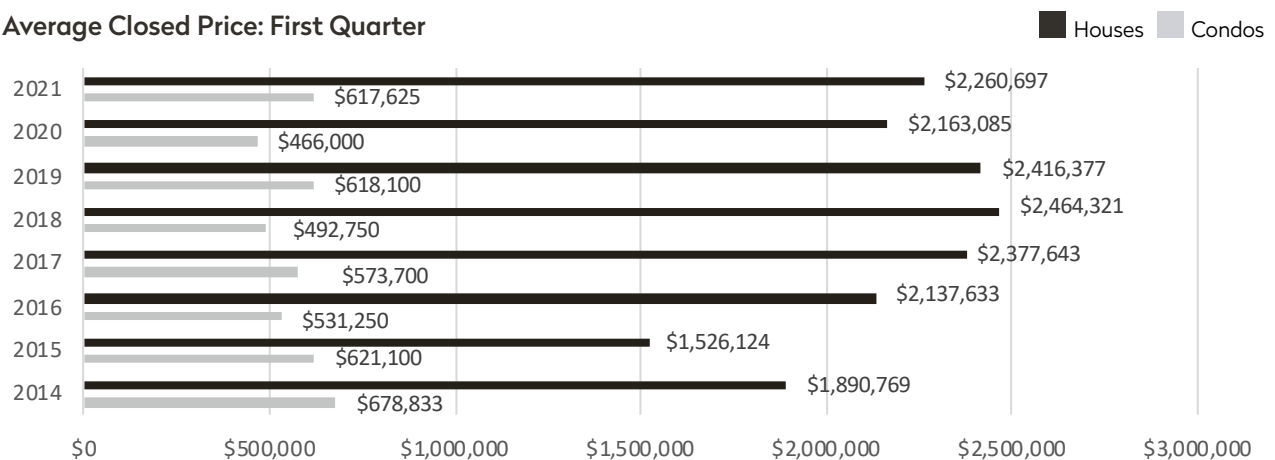
## Single Family Houses

	2021	2020	% CHANGE
Houses: Closings in March	6	7	-14.3%
Houses: Average Closing Price in March	\$2,218,333	\$1,475,250	+50.4%
Houses: Closings First Quarter	19	16	+18.8%
Houses: Average Closing Price First Quarter	\$2,260,697	\$2,163,085	+4.5%
Houses: Pending on March 31st	16	6	+166.7%
Houses: Inventory on March 31st	32	66	-51.5%
Condos: Closings First Quarter	4	5	-20%
Condos: Average Closing Price First Quarter	\$617,625	\$466,000	+32.5%
Condos: Inventory on March 31st	9	13	-30.8%

## Closed: First Quarter



## Average Closed Price: First Quarter





# Stamford Overview

Stamford had 402 combined house and condo closings in the first quarter, a 58% increase from a year ago and the highest number of closings for this time period since 2006. The combined dollar volume of closings was \$234M, 95% higher than the same time a year ago. Meanwhile, the average house closing price rose 33% from a year ago to \$808K. It was the highest closing price in Stamford for the quarter since 2008.

At the end of March, there were just 192 active houses on the market in Stamford, 39% fewer houses than at the end of March 2020.

## Single Family Houses

	2021	2020	% CHANGE
Houses: Closings in March	75	41	+82.9%
Houses: Average Closing Price in March	\$868,433	\$601,933	+44.3%
Houses: Closings First Quarter	208	133	+56.4%
Houses: Average Closing Price First Quarter	\$807,976	\$606,906	+33.1%
Houses: Pending on March 31st	87	77	+13%
Houses: Inventory on March 31st	192	313	-38.7%
Condos: Closings First Quarter	194	121	+60.3%
Condos: Average Closing Price First Quarter	\$339,152	\$326,735	+3.8%
Condos: Inventory on March 31st	247	236	+4.7%

## Single Family Houses

### Number of Solds Q1

2021 vs. 2020

↑ 56%

### Average Sold Price Q1

2021 vs. 2020

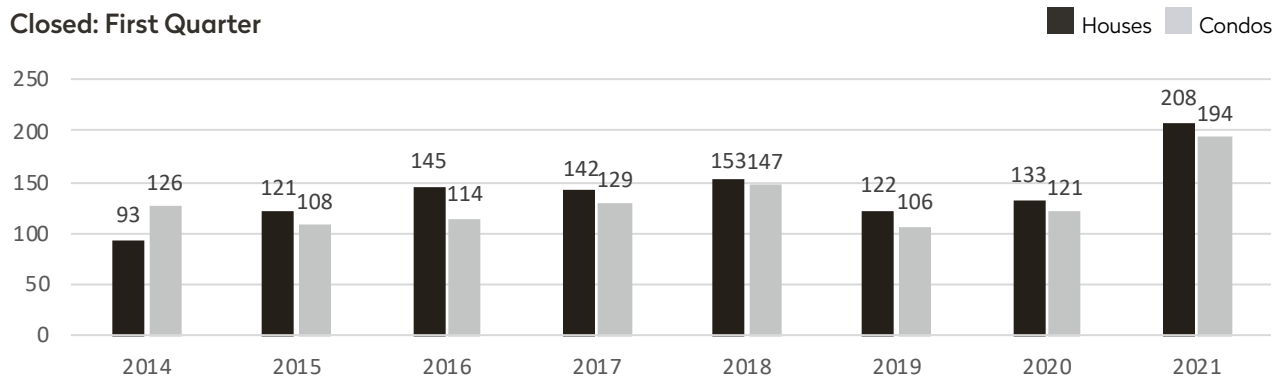
↑ 33%

### March 31 Inventory

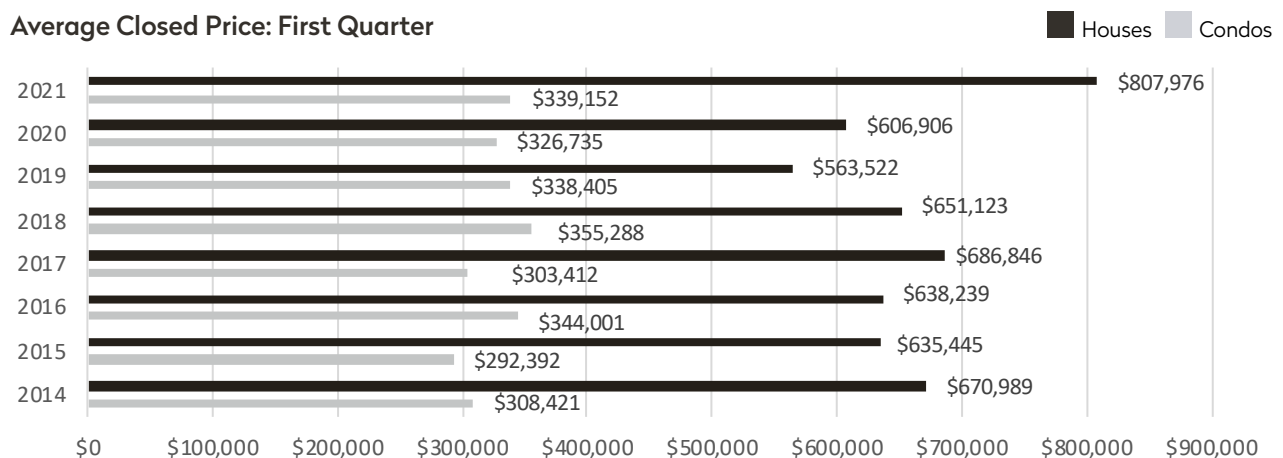
vs. March 31, 2020

↓ 39%

## Closed: First Quarter



## Average Closed Price: First Quarter





First Quarter 2021

# Darien Overview

The first quarter in Darien saw a 7% year-over-year increase in the number of house closings and a 13% rise in the average closing price. Meanwhile, 83 houses were pending (houses with signed contracts) on March 31, a 177% increase from the same time last year and the highest number of pendings at the end of a month in Darien since at least the start of 2018. The pending houses ranged from \$400K to \$5.3M with an average list price of \$2.1M.

Inventory remains low in Darien with 113 active houses on the market on March 31, a 45% decrease from the same time a year ago.

## Single Family Houses

	2021	2020	% CHANGE
Houses: Closings in March	15	25	-40%
Houses: Average Closing Price in March	\$1,748,167	\$1,354,600	+29.1%
Houses: Closings First Quarter	64	60	+6.7%
Houses: Average Closing Price First Quarter	\$1,535,018	\$1,359,488	+12.9%
Houses: Pending on March 31st	83	30	+176.7%
Houses: Inventory on March 31st	113	207	-45.4%
Condos: Closings First Quarter	5	0	NA
Condos: Average Closing Price First Quarter	\$1,153,200	0	NA
Condos: Inventory on March 31st	6	15	-60%

## Single Family Houses

### Number of Solds Q1

2021 vs. 2020

↑ 7%

### Average Sold Price Q1

2021 vs. 2020

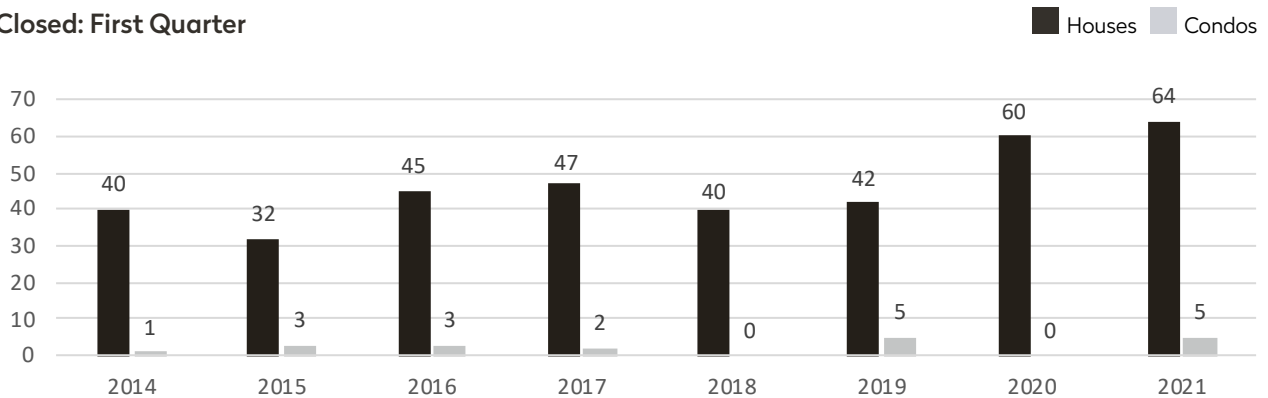
↑ 13%

### March 31 Inventory

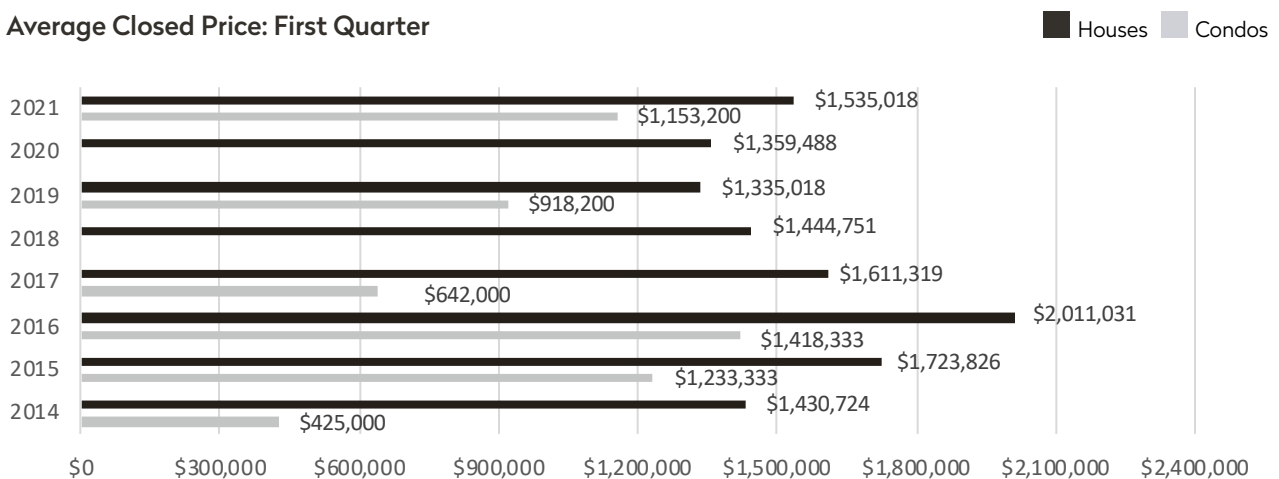
vs. March 31, 2020

↓ 45%

## Closed: First Quarter



## Average Closed Price: First Quarter





First Quarter 2021

# New Canaan Overview

New Canaan's first quarter of 2021 saw a record number of closings, a rising average closing price, and low inventory. There were 83 house closings in the year's first three months, an 89% increase from the first quarter of 2020 and the highest total in New Canaan for the quarter in over two decades. The average house closing price rose 19% from a year ago to \$1.8M. Meanwhile, the average cumulative days on the market for house closings in the quarter was 171 days, 37% lower than a year ago, and the fewest days on market for closings in the quarter since 2006.

## Single Family Houses

### Number of Solds Q1

2021 vs. 2020

↑ 89%

### Average Sold Price Q1

2021 vs. 2020

↑ 19%

### March 31 Inventory

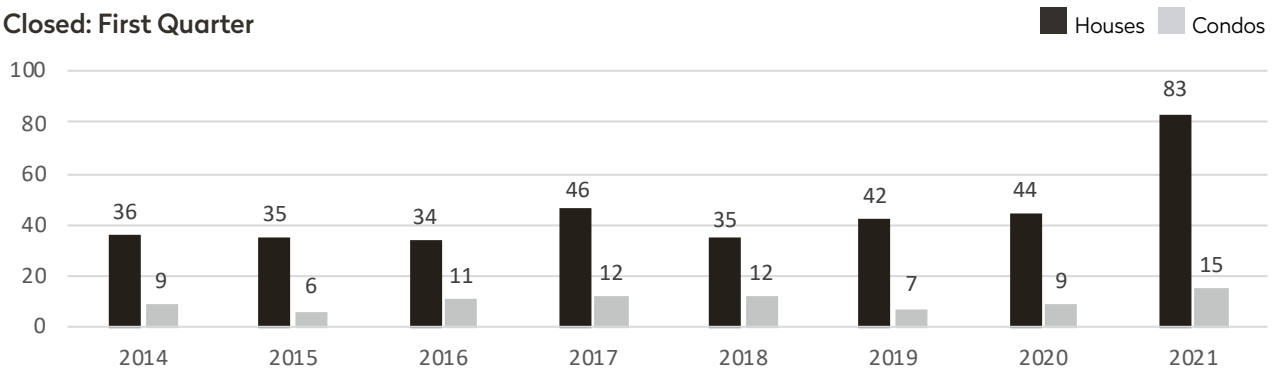
vs. March 31, 2020

↓ 43%

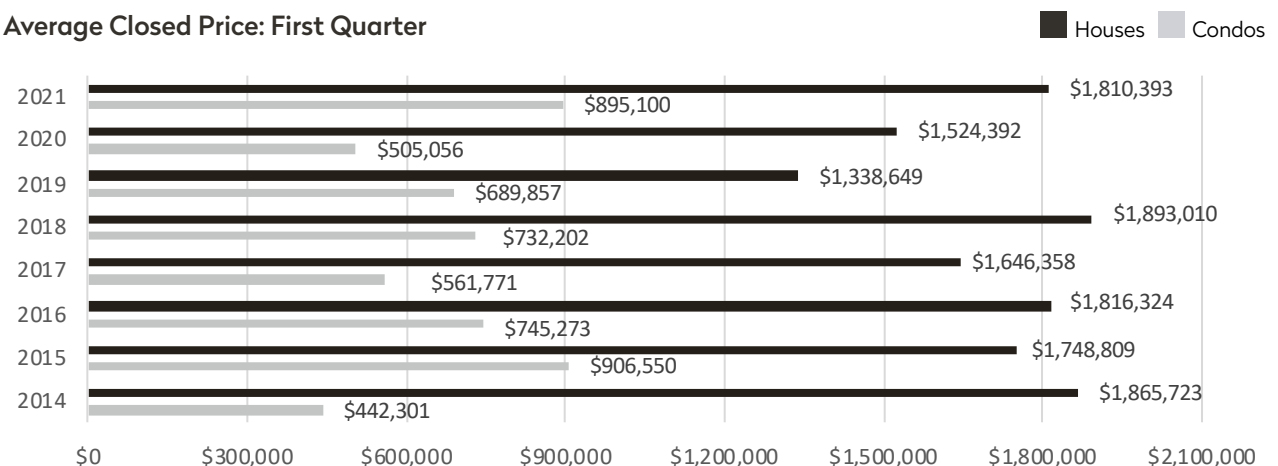
## Single Family Houses

	2021	2020	% CHANGE
Houses: Closings in March	26	23	+13%
Houses: Average Closing Price in March	\$1,825,485	\$1,425,457	+28.1%
Houses: Closings First Quarter	83	44	+88.6%
Houses: Average Closing Price First Quarter	\$1,810,393	\$1,524,392	+18.8%
Houses: Pending on March 31st	78	35	+122.9%
Houses: Inventory on March 31st	120	212	-43.4%
Condos: Closings First Quarter	15	9	+66.7%
Condos: Average Closing Price First Quarter	\$895,100	\$505,056	+77.2%
Condos: Inventory on March 31st	61	32	+90.6%

## Closed: First Quarter



## Average Closed Price: First Quarter





First Quarter 2021

# Norwalk Overview

Norwalk had an exceptionally strong first quarter for both houses and condos. There were 160 house closings, a 7% increase from a year ago and the most for the first quarter in Norwalk since 2006. The average closing price rose 24% to \$697K, the highest for the quarter in the past two decades. Houses on average sold for 99.4% of the list price.

Ninety condos closed in Norwalk in the first quarter, a 15% increase from a year ago and the most condo closings for this time period since 2007.

## Single Family Houses

### Number of Solds Q1

2021 vs. 2020

↑ 7%

### Average Sold Price Q1

2021 vs. 2020

↑ 24%

### March 31 Inventory

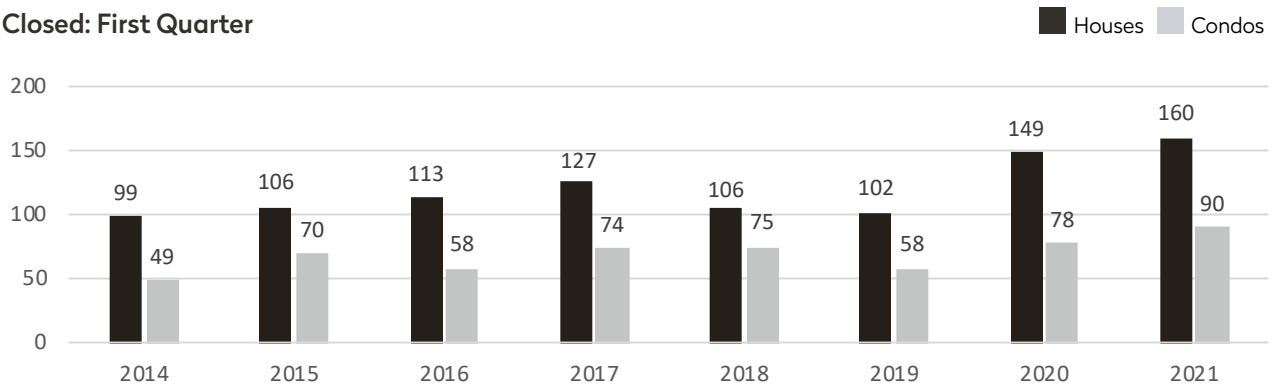
vs. March 31, 2020

↓ 43%

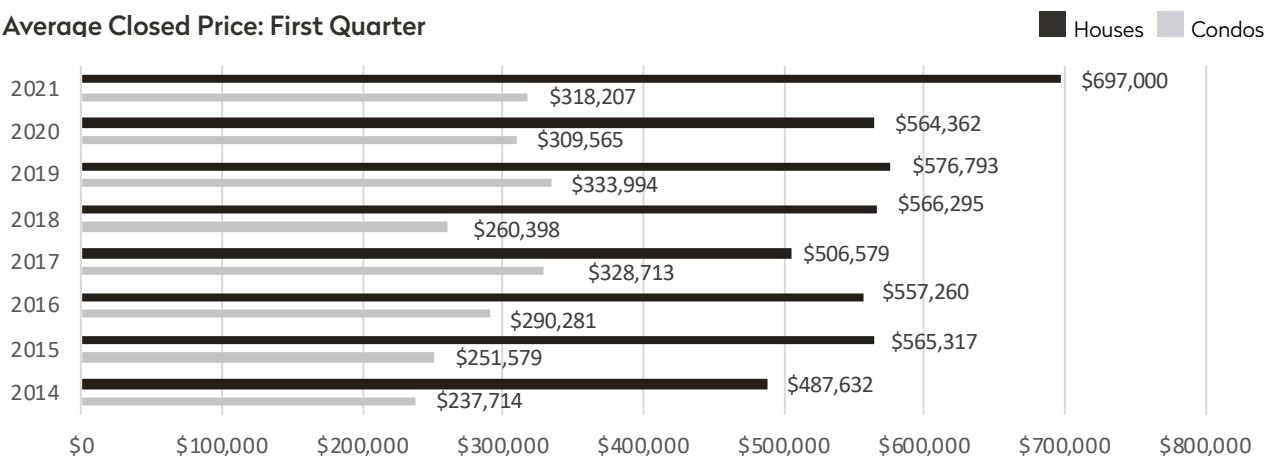
## Single Family Houses

	2021	2020	% CHANGE
Houses: Closings in March	60	56	+7.1%
Houses: Average Closing Price in March	\$623,476	\$565,880	+10.2%
Houses: Closings First Quarter	160	149	+7.4%
Houses: Average Closing Price First Quarter	\$697,000	\$564,362	+23.5%
Houses: Pending on March 31st	71	62	+14.5%
Houses: Inventory on March 31st	140	247	-43.3%
Condos: Closings First Quarter	90	78	+15.4%
Condos: Average Closing Price First Quarter	\$318,207	\$309,565	+2.8%
Condos: Inventory on March 31st	121	97	+24.7%

## Closed: First Quarter



## Average Closed Price: First Quarter





# Rowayton Overview

Rowayton's first quarter of 2021 saw year-over-year increases in the number of house closings and average closing price, all while having an unprecedented low inventory of active houses. The average closing price for a house in Rowayton rose to \$1.63M, up 68% from the same time last year and the highest average closing price in Rowayton for the first quarter in the past two decades. There were nine closings over \$1.5M compared to just two in that price range in the first quarter of 2020. At the end of March, there were just 17 active houses on the market, 65% fewer than the same time a year ago and by far the lowest inventory of houses at this time of the year since at least 2007.

## Single Family Houses

	2021	2020	% CHANGE
Houses: Closings in March	4	5	-20%
Houses: Average Closing Price in March	\$1,782,500	\$1,187,400	+50.1%
Houses: Closings First Quarter	18	16	+12.5%
Houses: Average Closing Price First Quarter	\$1,627,340	\$969,944	+67.8%
Houses: Pending on March 31st	14	8	+75%
Houses: Inventory on March 31st	17	48	-64.6%
Condos: Closings First Quarter	2	1	+100%
Condos: Average Closing Price First Quarter	\$1,064,000	\$280,000	+280%
Condos: Inventory on March 31st	3	7	-57.1%

## Single Family Houses

### Number of Solds Q1

2021 vs. 2020

↑ 13%

### Average Sold Price Q1

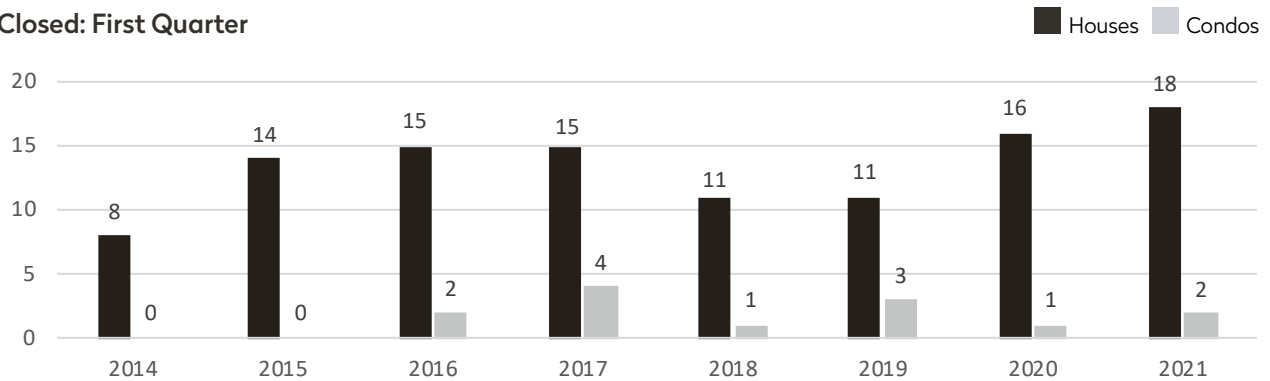
2021 vs. 2020

↑ 68%

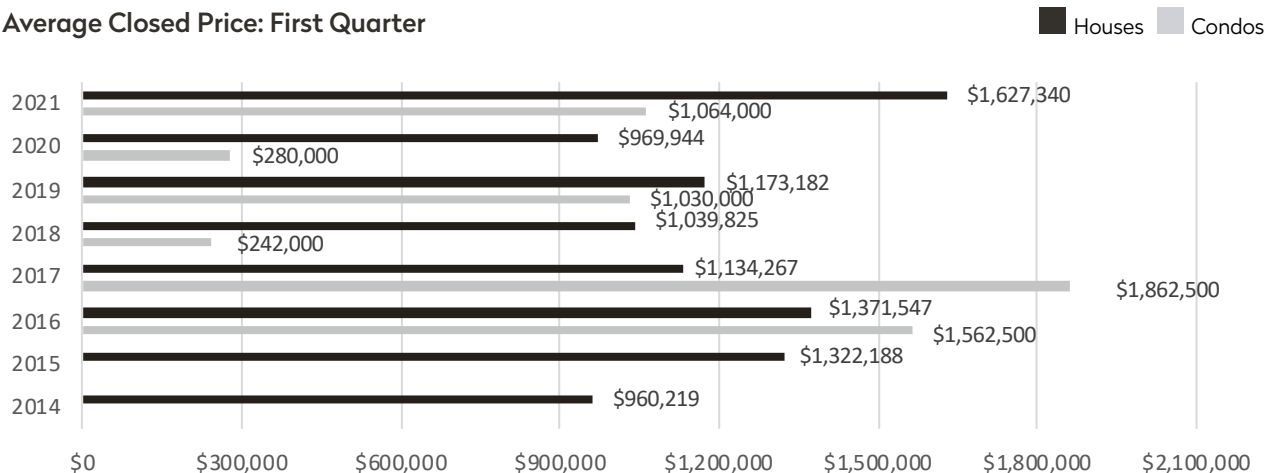
### March 31 Inventory vs. March 31, 2020

↓ 65%

## Closed: First Quarter



## Average Closed Price: First Quarter





# Wilton Overview

Wilton had 63 house closings in the first quarter, a 62% increase from the same time last year and the highest number of houses sold in Wilton in the quarter since at least the year 2000. The average house closing price rose 30% to \$963K. The average cumulative days on the market for house closings in the quarter was 116 days, 44% lower than a year ago. Meanwhile, 38 houses were pending (houses with signed contracts) on March 31 compared to 12 at the same time last year. The pending houses ranged in price from \$399K to \$3.99M with an average list price of \$1.1M.

## Single Family Houses

### Number of Solds Q1

2021 vs. 2020

↑ **62%**

### Average Sold Price Q1

2021 vs. 2020

↑ **30%**

### March 31 Inventory

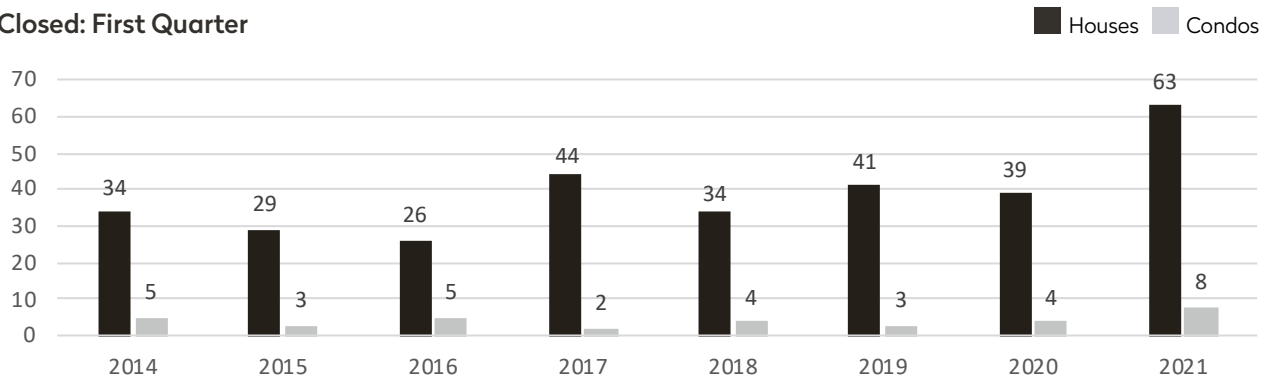
vs. March 31, 2020

↓ **51%**

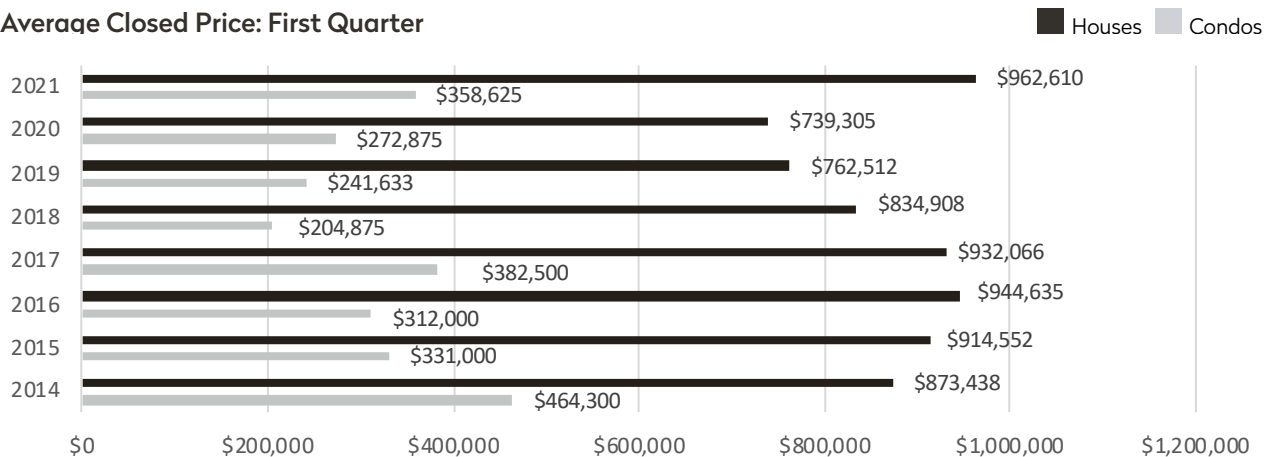
## Single Family Houses

	2021	2020	% CHANGE
Houses: Closings in March	25	14	+78.6%
Houses: Average Closing Price in March	\$1,092,583	\$750,964	+45.5%
Houses: Closings First Quarter	63	39	+61.5%
Houses: Average Closing Price First Quarter	\$962,610	\$739,305	+30.2%
Houses: Pending on March 31st	38	12	+216.7%
Houses: Inventory on March 31st	85	175	-51.4%
Condos: Closings First Quarter	8	4	+100%
Condos: Average Closing Price First Quarter	\$358,625	\$272,875	+31.4%
Condos: Inventory on March 31st	11	19	-42.1%

## Closed: First Quarter



## Average Closed Price: First Quarter





# Westport Overview

In Westport there were 115 house closings in the first quarter, a 47% year-over-year increase and the highest number of houses sold in the quarter since at least the year 2000. The average house closing price rose 33% to \$1.84M, the highest average closing price for the quarter since 2000. Houses on average sold for 99.7% of the list price. Meanwhile, 87 houses were pending (houses with signed contracts) on March 31, an 81% increase from the same time last year. The pending houses ranged from \$565K to \$6.75M with an average list price of \$2.2M.

## Single Family Houses

### Number of Solds Q1

2021 vs. 2020

↑ 47%

### Average Sold Price Q1

2021 vs. 2020

↑ 33%

### March 31 Inventory

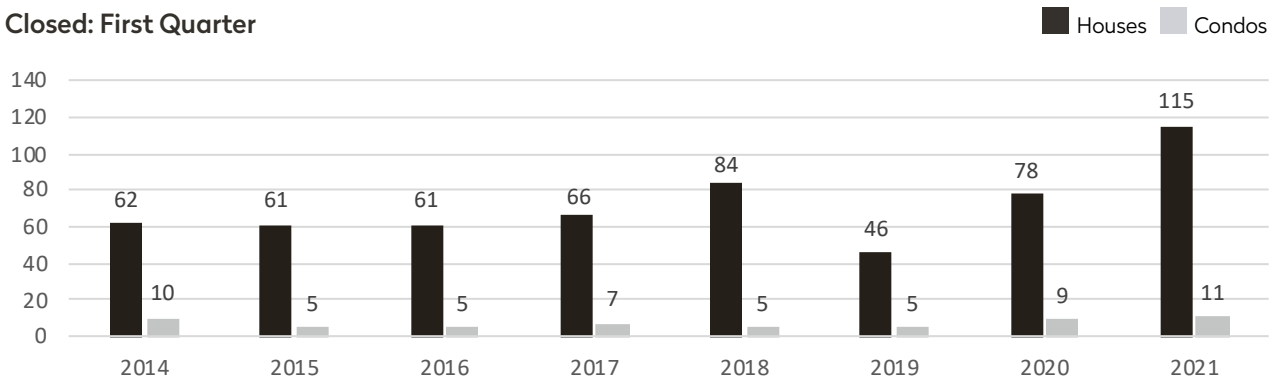
vs. March 31, 2020

↓ 47%

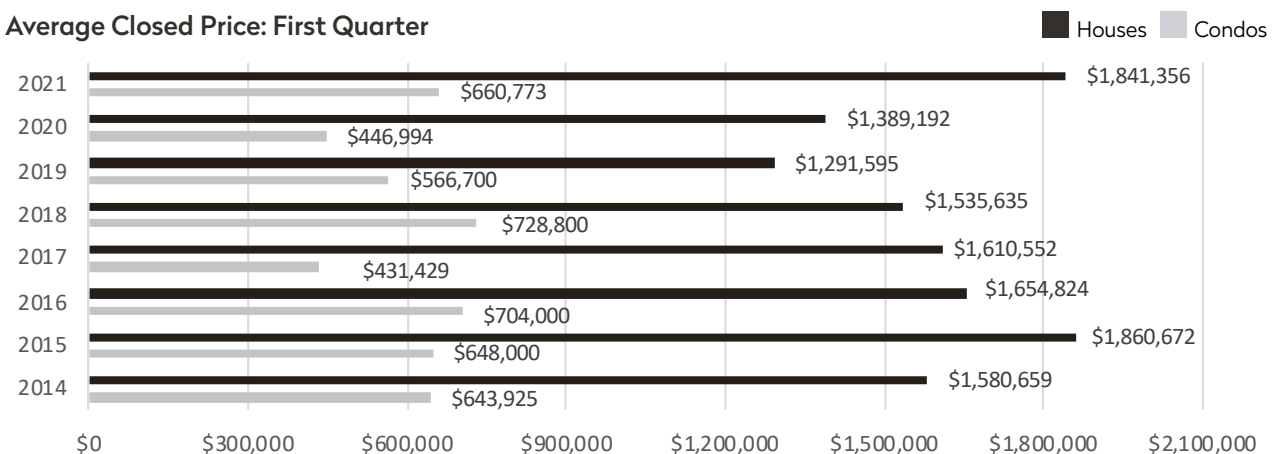
## Single Family Houses

	2021	2020	% CHANGE
Houses: Closings in March	40	31	+29%
Houses: Average Closing Price in March	\$1,733,305	\$1,464,809	+18.3%
Houses: Closings First Quarter	115	78	+47.4%
Houses: Average Closing Price First Quarter	\$1,841,356	\$1,389,192	+32.5%
Houses: Pending on March 31st	87	48	+81.3%
Houses: Inventory on March 31st	135	256	-47.3%
Condos: Closings First Quarter	11	9	+22.2%
Condos: Average Closing Price First Quarter	\$660,773	\$446,994	+47.8%
Condos: Inventory on March 31st	19	28	-32.1%

## Closed: First Quarter



## Average Closed Price: First Quarter





First Quarter 2021

# Weston Overview

Weston had 47 house closings in the first quarter, a 68% increase compared to the same time last year and the highest number of house closings in Weston in the quarter since at least the year 2000. The average house closing price rose 58% to \$1.1M. Houses in the quarter on average sold for 99.5% of the list price.

Meanwhile, the average cumulative days on the market for house closings in the first quarter was just 63 days compared to 261 days over the same time last year, a 76% decrease.

## Single Family Houses

### Number of Solds Q1

2021 vs. 2020

↑ 68%

### Average Sold Price Q1

2021 vs. 2020

↑ 58%

### March 31 Inventory

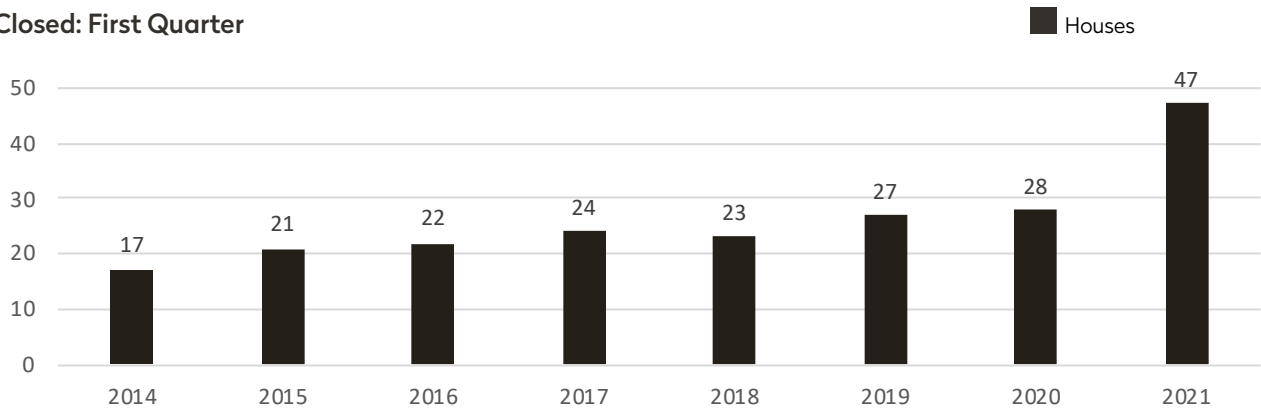
vs. March 31, 2020

↓ 55%

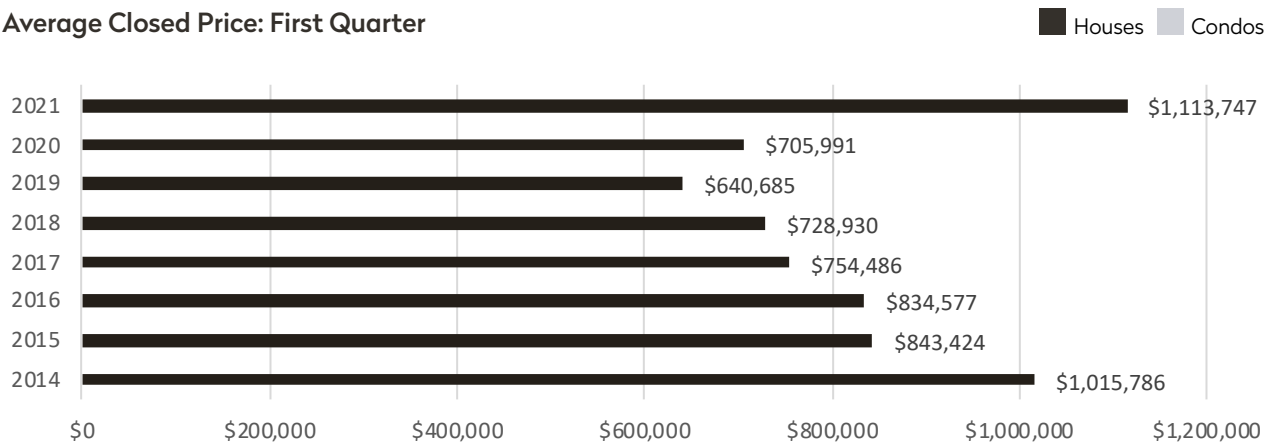
## Single Family Houses

	2021	2020	% CHANGE
Houses: Closings in March	17	9	+88.9%
Houses: Average Closing Price in March	\$1,101,368	\$675,111	+63.1%
Houses: Closings First Quarter	47	28	+67.9%
Houses: Average Closing Price First Quarter	\$1,113,747	\$705,991	+57.8%
Houses: Pending on March 31st	39	24	+62.5%
Houses: Inventory on March 31st	50	112	-55.4%

## Closed: First Quarter



## Average Closed Price: First Quarter





# Fairfield Overview

The first quarter in Fairfield saw a record number of closings and an increase in the average closing price, all while having to manage with unprecedented low inventory. There were 206 house closings, a 65% increase from the first quarter of 2020 and the highest total in Fairfield for the quarter in over two decades. The average house closing price rose 10% from a year ago to \$889K. Houses on average sold for 99.3% of the list price. Meanwhile, at the end of March, there were just 190 active houses on the market, 56% fewer than the same time a year ago, and the lowest inventory of houses in Fairfield at this time of the year since at least 2007.

## Single Family Houses

	2021	2020	% CHANGE
Houses: Closings in March	90	54	+66.7%
Houses: Average Closing Price in March	\$888,170	\$682,609	+30.1%
Houses: Closings First Quarter	206	125	+64.8%
Houses: Average Closing Price First Quarter	\$888,567	\$804,220	+10.5%
Houses: Pending on March 31st	91	67	+35.8%
Houses: Inventory on March 31st	190	429	-55.7%
Condos: Closings First Quarter	30	21	+42.9%
Condos: Average Closing Price First Quarter	\$550,822	\$439,886	+25.2%
Condos: Inventory on March 31st	29	43	-32.6%

## Single Family Houses

### Number of Solds Q1

2021 vs. 2020

↑ **65%**

### Average Sold Price Q1

2021 vs. 2020

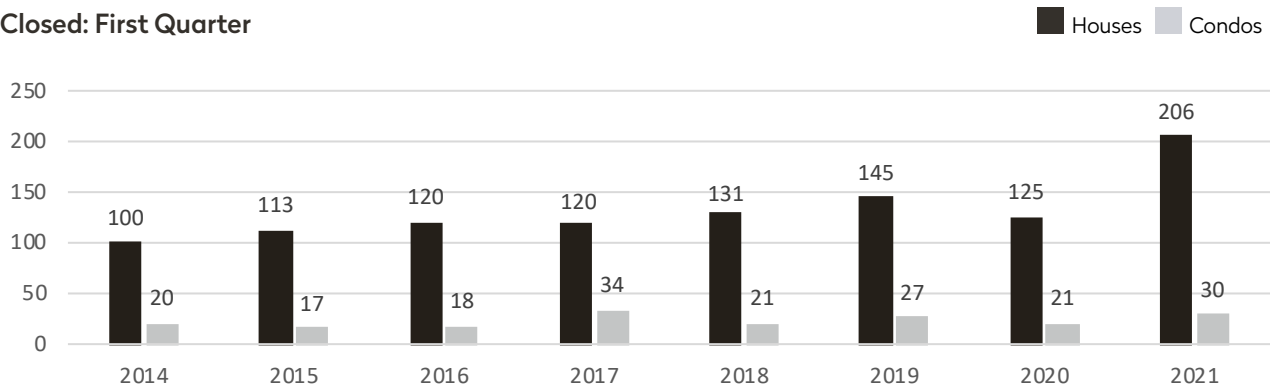
↑ **11%**

### March 31 Inventory

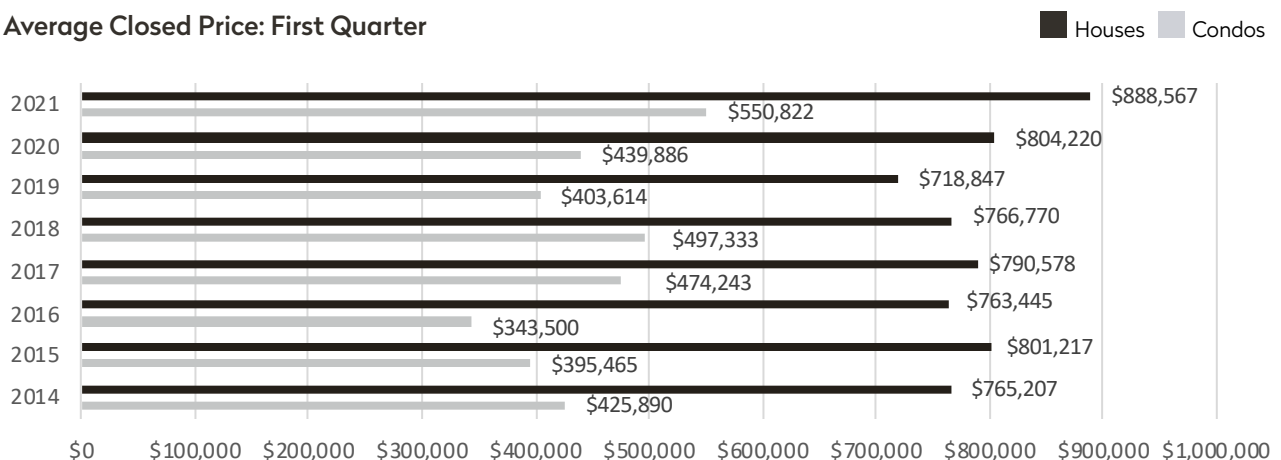
vs. March 31, 2020

↓ **56%**

## Closed: First Quarter



## Average Closed Price: First Quarter





# Ridgefield Overview

Ridgefield's first quarter saw a record number of closings, a large jump in the average closing price, all while having to manage with low inventory. One-hundred nine houses closed in the year's first three months, a 56% increase from the same time last year and the highest total in Ridgefield for the quarter in over two decades. The average closing price rose 33% to \$945K. Houses in the quarter on average sold for 99.3% of the list price. Meanwhile, 62 houses were pending (properties with signed contracts) on March 31 compared to 31 a year ago. The pending houses had an average list price of \$991K.

## Single Family Houses

### Number of Solds Q1

2021 vs. 2020

↑ 56%

### Average Sold Price Q1

2021 vs. 2020

↑ 33%

### March 31 Inventory

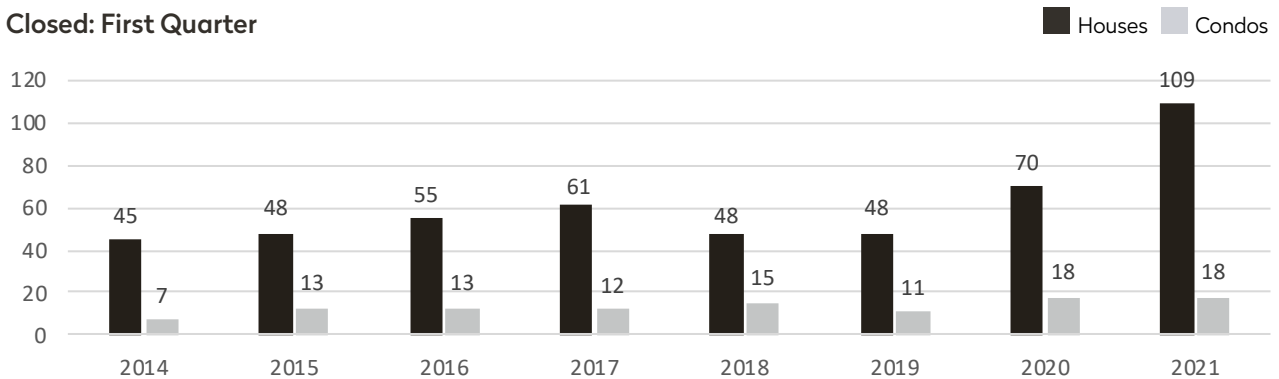
vs. March 31, 2020

↓ 59%

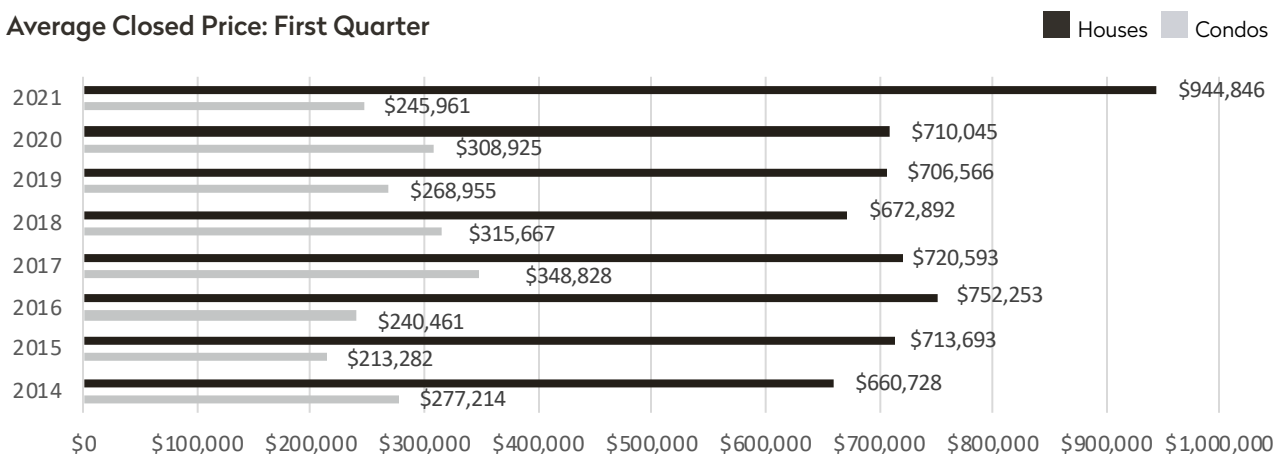
## Single Family Houses

	2021	2020	% CHANGE
Houses: Closings in March	45	29	+55.2%
Houses: Average Closing Price in March	\$978,687	\$636,233	+53.8%
Houses: Closings First Quarter	109	70	+55.7%
Houses: Average Closing Price First Quarter	\$944,846	\$710,045	+33.1%
Houses: Pending on March 31st	62	31	+100%
Houses: Inventory on March 31st	83	203	-59.1%
Condos: Closings First Quarter	18	18	0%
Condos: Average Closing Price First Quarter	\$245,961	\$308,925	-20.4%
Condos: Inventory on March 31st	10	28	-64.3%

## Closed: First Quarter



## Average Closed Price: First Quarter





# Redding Overview

The first quarter in Redding saw a record number of closings, a large jump in the average closing price, all while having to manage with low inventory. There were 42 house closings in the year's first three months, a 40% increase from the first quarter of 2020 and the highest total in Redding for the quarter in over two decades. The average house closing price rose 24% from a year ago to \$680K. Houses in the quarter on average sold for 100.2% of the list price.

Meanwhile, at the end of March, there were just 44 active houses on the market, 46% fewer than the same time a year ago and the lowest inventory of houses in Redding at this time of the year since at least 2007.

## Single Family Houses

	2021	2020	% CHANGE
Houses: Closings in March	10	12	-16.7%
Houses: Average Closing Price in March	\$847,510	\$452,167	+87.4%
Houses: Closings First Quarter	42	30	+40%
Houses: Average Closing Price First Quarter	\$680,412	\$549,600	+23.8%
Houses: Pending on March 31st	17	10	+70%
Houses: Inventory on March 31st	44	82	-46.3%

## Single Family Houses

### Number of Solds Q1

2021 vs. 2020

↑ **40%**

### Average Sold Price Q1

2021 vs. 2020

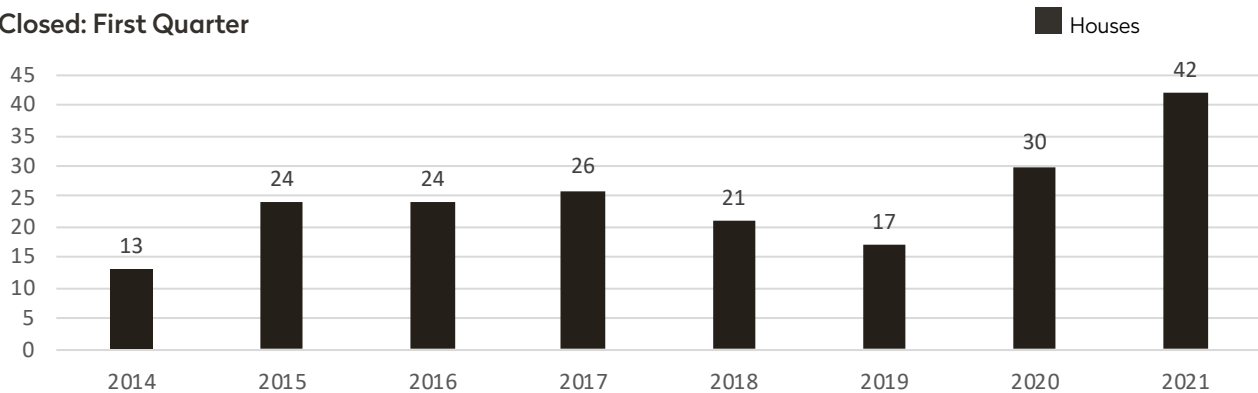
↑ **24%**

### March 31 Inventory

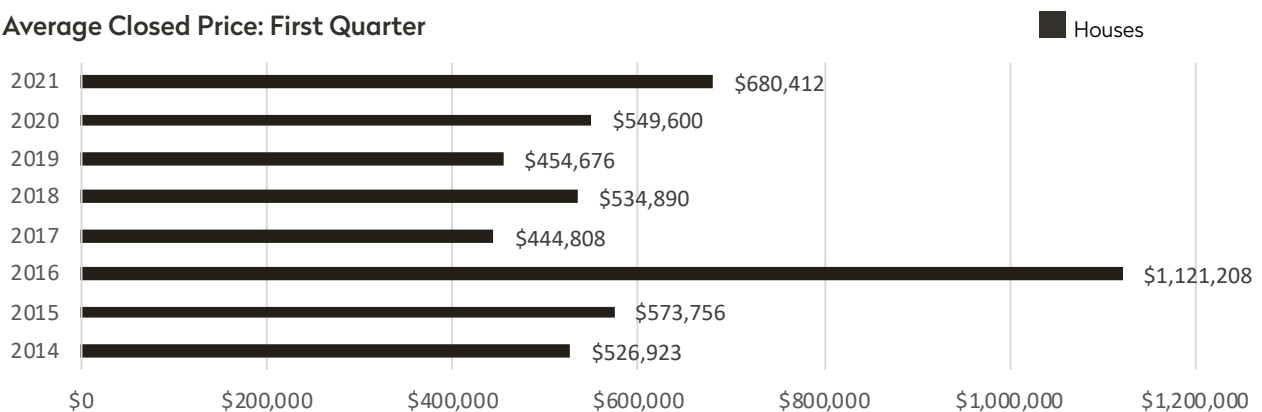
vs. March 31, 2020

↓ **46%**

## Closed: First Quarter



## Average Closed Price: First Quarter





# Easton Overview

The first quarter in Easton saw a record number of closings, a large jump in the average closing price, all while having to manage with low inventory. There were 33 house closings in the year's first three months, a 22% increase from the first quarter of 2020 and the highest total in Easton for the quarter in over two decades. The average house closing price rose 45% from a year ago to \$760K. Houses in the quarter on average sold for 99.8% of the list price.

Meanwhile, at the end of March, there were just 40 active houses on the market, 40% fewer than the same time a year ago and the lowest inventory of houses in Easton at this time of the year since at least 2007.

## Single Family Houses

	2021	2020	% CHANGE
Houses: Closings in March	10	11	-9.1%
Houses: Average Closing Price in March	\$745,309	\$510,545	+46%
Houses: Closings First Quarter	33	27	+22.2%
Houses: Average Closing Price First Quarter	\$760,056	\$525,063	+44.8%
Houses: Pending on March 31st	10	9	+11.1%
Houses: Inventory on March 31st	40	67	-40.3%

## Single Family Houses

### Number of Solds Q1

2021 vs. 2020

↑ 22%

### Average Sold Price Q1

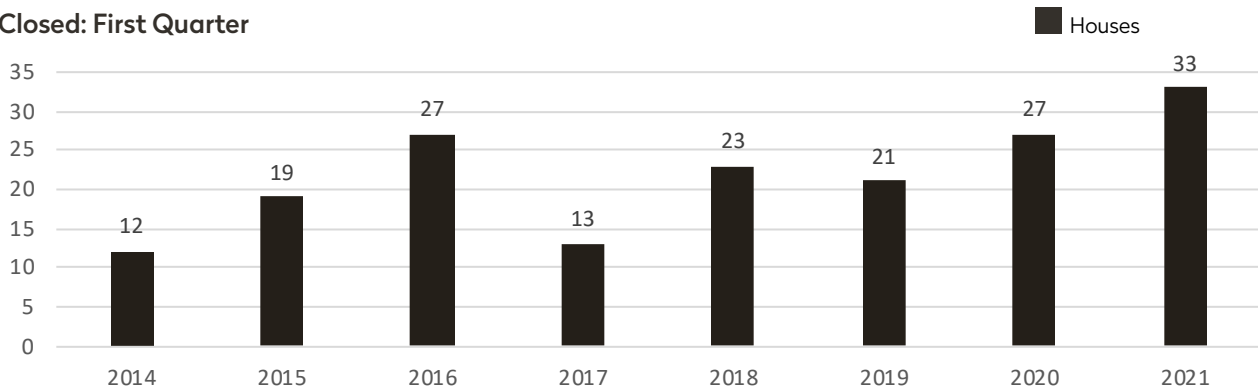
2021 vs. 2020

↑ 45%

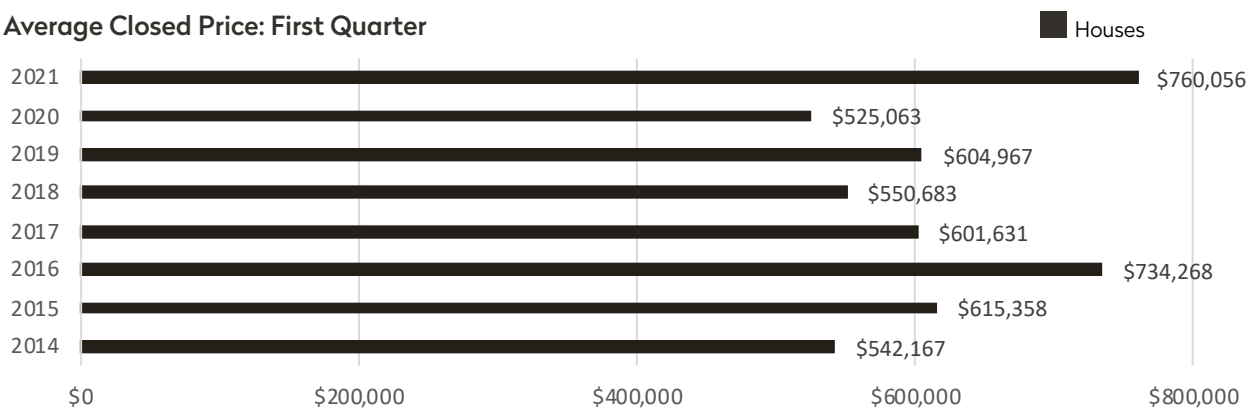
March 31 Inventory  
vs. March 31, 2020 vs.

↓ 40%

## Closed: First Quarter



## Average Closed Price: First Quarter

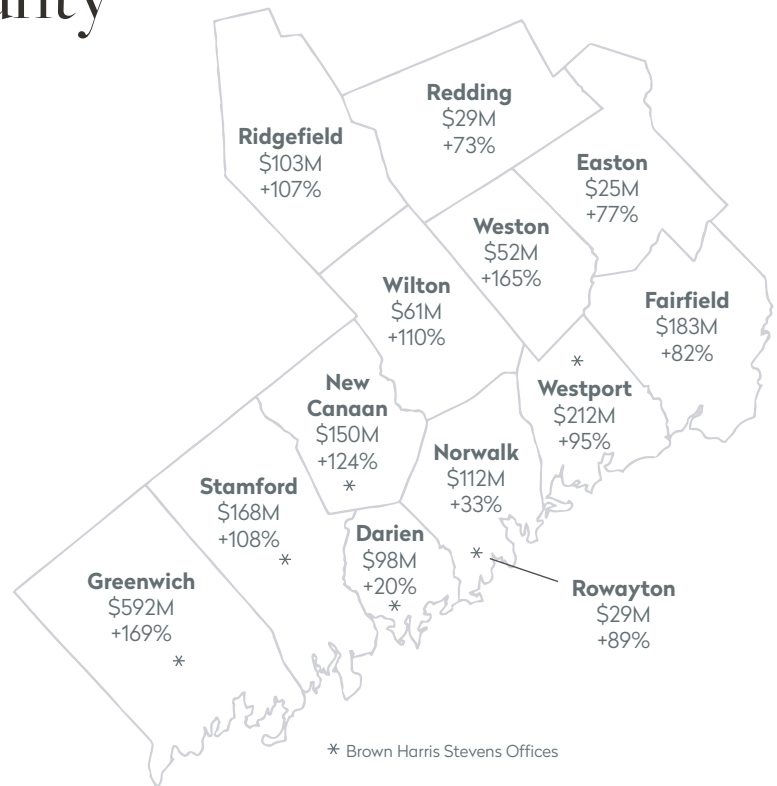




# Lower Fairfield County

## Dollar Volume of House Sales First Quarter 2021 vs. 2020

To the right is a look at the total dollar volume of house sales for each town for the first 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 first quarter of 2021 for Lower Fairfield County was \$1.8 billion, an increase of 105 percent vs. the first quarter of 2020.



### Town Comparison: Sold Houses – First Quarter

Town	# of Closed Houses		% change	Average Closing Price		% change
	2021	2020		2021	2020	
Darien	64	60	+6.7%	\$1,535,018	\$1,359,488	+12.9%
Easton	33	27	+22.2%	\$760,056	\$525,063	+44.8%
Fairfield	206	125	+64.8%	\$888,567	\$804,220	+10.5%
All of Greenwich	199	103	+93.2%	\$2,973,021	\$2,135,778	+39.2%
New Canaan	83	44	+88.6%	\$1,810,393	\$1,524,392	+18.8%
Norwalk	160	149	+7.4%	\$697,000	\$564,362	+23.5%
Redding	42	30	+40%	\$680,412	\$549,600	+23.8%
Ridgefield	109	70	+55.7%	\$944,846	\$710,045	+33.1%
Rowayton*	18	16	+12.5%	\$1,627,340	\$969,944	+67.8%
Stamford	208	133	+56.4%	\$807,976	\$606,906	+33.1%
Weston	47	28	+67.9%	\$1,113,747	\$705,991	+57.8%
Westport	115	78	+47.4%	\$1,841,356	\$1,389,192	+32.5%
Wilton	63	39	+61.5%	\$962,610	\$739,305	+30.2%

\*Rowayton solds data also included in Norwalk.



## First Quarter 2021 Connecticut Market Report

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