

Q1

2025
MARKET
REPORT

CONNECTICUT GREENWICH CO



Brown Harris Stevens THE Craft OF Research

Lower Fairfield County

Brown Harris Stevens

Q1 2025 Overview

Despite continued record low inventory—or perhaps because of it—Lower Fairfield County remains one of the nation's hottest seller's markets. This year's first quarter not only saw an uptick in total sales but also a faster pace of sales and a stronger higher-end market.

In the first quarter, we had 826 house and condo closings, a modest 1% increase from a year ago but still the second lowest number for the quarter since 2012. High-end sales, however, reached historic highs, with 60 house closings over \$4M, up from 45 last year and marking the most ever for the quarter. Similarly, condos saw 28 closings over \$1.5M—up from 19 a year ago and also a record high.

Notably, while there was an increase in closings across most price points, the segments under \$1M for houses and under \$500K for condos, where inventory is tightest, each saw a 24% decrease. This, combined with the high-end activity, has driven up the median sale prices: The median house closing price rose 29% year-over-year to \$1.28M, and the median condo closing price jumped 18% to \$515K.

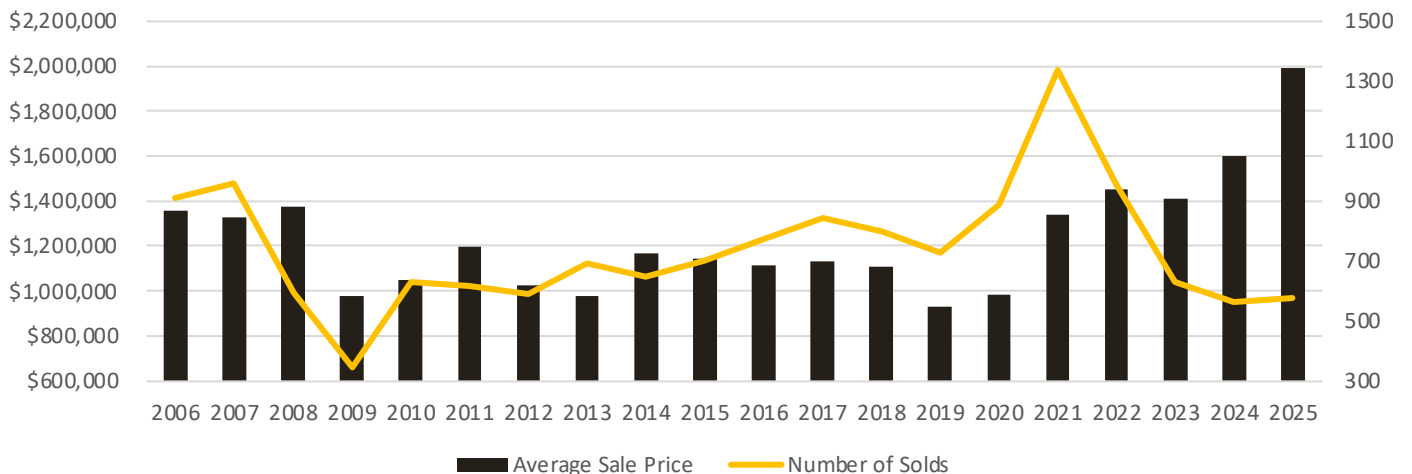
Inventory levels, however, continue to lag behind demand. In fact, in February, Connecticut maintained its place as having the largest inventory deficit, compared to 2019 levels, of any state in the U.S. Lower Fairfield County had 625 active houses on the market at the end of March, down 6% from the same time last year. Although the 218 active condos represented an increase from a year ago, this number also remains well below historical averages.

The scarcity of available homes has increased buyer competition, and sped up the market's pace. The median days on market for closings in the quarter fell to 20, down 41% from a year ago. According to Zillow, Fairfield County is currently the 16th fastest of the 200 largest metro area markets in the U.S., from listing to signed contract. Meanwhile, the average list-to-sale price ratio reached 102.1%, with half of the closings selling above the asking price.

The 30-year fixed mortgage rate stood at 6.64% at the beginning of April, with most indicators suggesting it will remain in the mid-6% range for the foreseeable future. Given that rates hovered above 7% during much of last spring, this relatively lower rate environment could help our markets going forward.



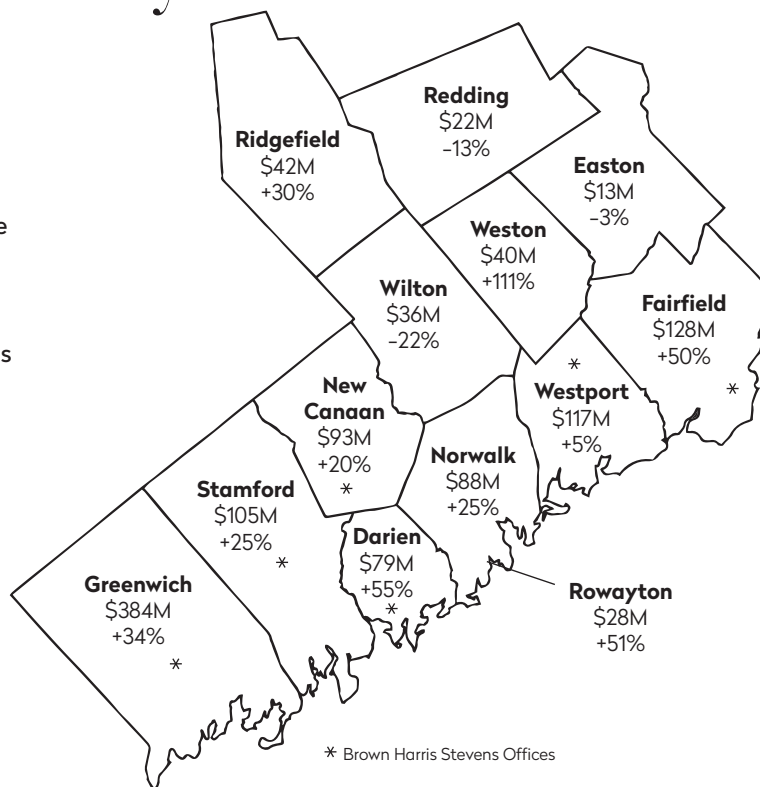
Q1 2025: Average Closing Price/Number of Closings - Lower Fairfield County Houses



Lower Fairfield County

Dollar Volume of House Sales Q1 2025 vs. Q1 2024

To the right is a look at the total dollar volume of house sales for each town for the 1st quarter of 2025 and the percentage change as it compares to the same time frame in 2024. Collectively, the dollar volume of closings in the 1st quarter for Lower Fairfield County was \$1.15 billion, an increase of 27% vs. the 1st quarter of 2024.



Town Comparison: Sold Houses - 1st Quarter

Town	# of Closed Houses		% change	Average Closing Price		% change
	2025	2024		2025	2024	
Darien	30	22	+36.4%	\$2,628,780	\$2,319,864	+13.3%
Easton	13	14	-7.1%	\$995,308	\$948,636	+4.9%
Fairfield	89	84	+6%	\$1,435,854	\$1,012,927	+41.8%
All of Greenwich	74	77	-3.9%	\$5,183,853	\$3,720,033	+39.3%
New Canaan	35	32	+9.4%	\$2,665,666	\$2,426,844	+9.8%
Norwalk	90	84	+7.1%	\$981,672	\$840,152	+16.8%
Redding	19	26	-26.9%	\$1,135,447	\$953,469	+19.1%
Ridgefield	28	32	-12.5%	\$1,507,135	\$1,015,622	+48.4%
Rowayton*	12	10	+20%	\$2,313,458	\$1,833,400	+26.2%
Stamford	103	88	+17%	\$1,023,525	\$955,405	+7.1%
Weston	26	17	+52.9%	\$1,533,136	\$1,114,122	+37.6%
Westport	44	45	-2.2%	\$2,661,269	\$2,473,556	+7.6%
Wilton	24	42	-42.9%	\$1,487,571	\$1,093,703	+36%

*Rowayton solds data also included in Norwalk.

All data sourced from Connecticut Smart MLS and Greenwich MLS. Actives from the Connecticut Smart MLS include Active and Show status. Actives from the Greenwich MLS include Active and Contingent Contract status. Condos in report include Condos and Co-Ops.

All of Greenwich Overview

Sales: In the first quarter, All of Greenwich (Greenwich, Cos Cob, Old Greenwich, and Riverside) had 105 house and condo closings, down slightly from last year but still the fewest since 2009, with sales totals held back by tight inventory. The median closing price across both property types was \$2.71M, a 23% increase year-over-year. There were 15 house closings over \$7M, compared to 6 in the first quarter of 2024.

Inventory: At the end of March, 151 houses and condos were available, a 7% decrease from a year earlier and 80% below 2019 levels. Low inventory kept buyer competition high, with the average list-to-sale price ratio for first-quarter closings at 99.1%.

	2025	2024	% CHANGE
Houses: Closings in March	19	32	-40.6%
Houses: Average Closing Price in March	\$4,901,859	\$3,296,189	+48.7%
Houses: Closings First Quarter	74	77	-3.9%
Houses: Average Closing Price First Quarter	\$5,183,853	\$3,720,033	+39.3%
Houses: Pending on March 31st	65	66	-1.5%
Houses: Inventory on March 31st	123	135	-8.9%
Condos: Closings First Quarter	31	38	-18.4%
Condos: Average Closing Price First Quarter	\$1,374,382	\$1,166,132	+17.9%
Condos: Inventory on March 31st	28	28	0%

Single Family Houses

Number of Solds Q1
2025 vs. 2024

↓ 4%

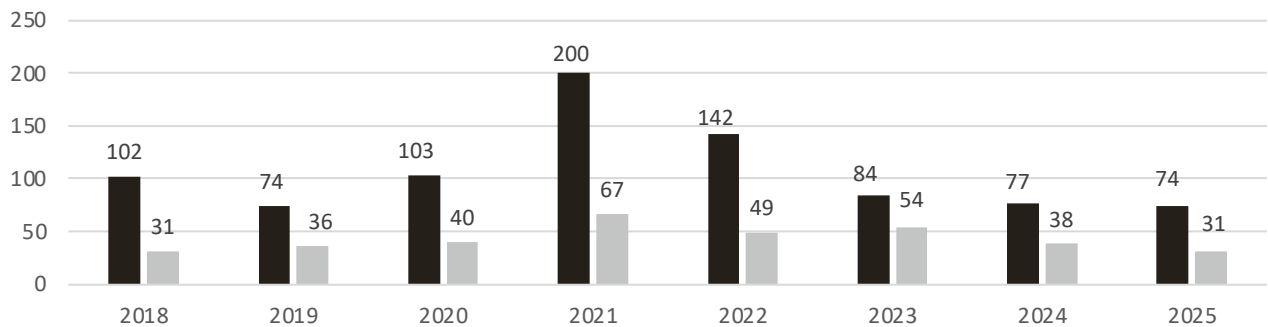
Average Sold Price Q1
2025 vs. 2024

↑ 39%

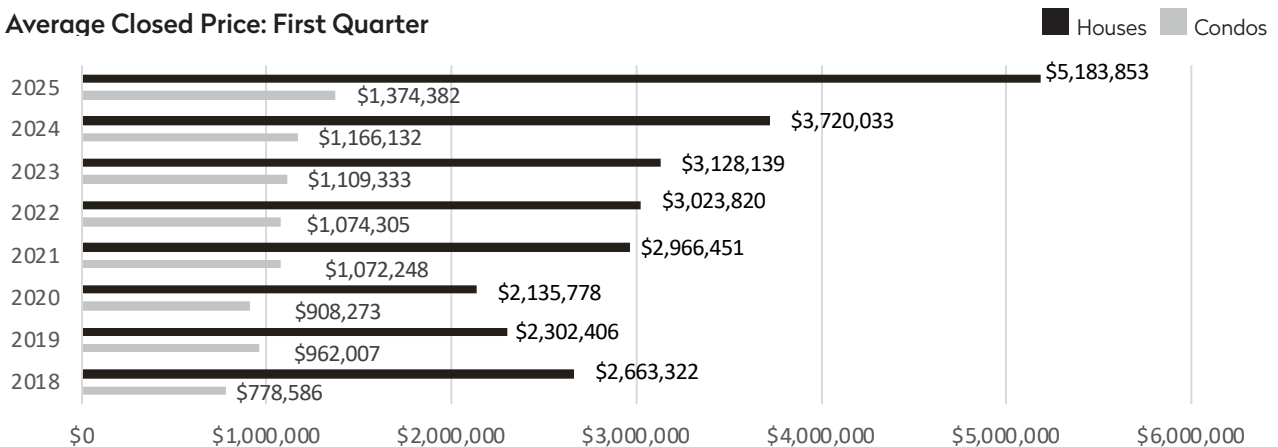
March Inventory
vs. March 31, 2024

↓ 9%

Closed: First Quarter



Average Closed Price: First Quarter



Greenwich Overview

Houses: In the first quarter, Greenwich had 48 house closings, an uptick from last year but still below historical averages, with low inventory holding back sales. The median sale price jumped to \$5.1M, a striking 33% year-over-year increase. There were eight closings over \$10M, up from two a year ago.

Condos: The first quarter saw 27 condo closings, similar to last year. The average closing price was \$1.13M, an 11% increase year-over-year. The median closing price per square foot reached \$753, up 13% from a year ago.

Single Family Houses

Number of Solds Q1

2025 vs. 2024

↑ 7%

Average Sold Price Q1

2025 vs. 2024

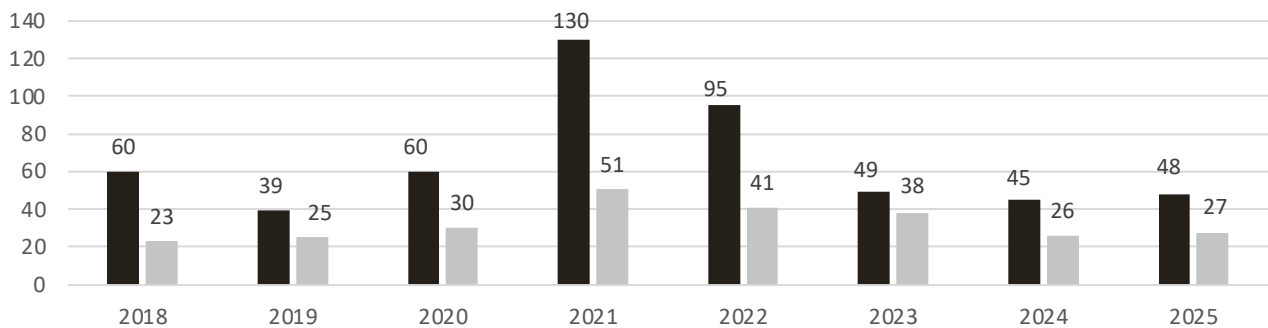
↑ 47%

March Inventory vs. March 31, 2024

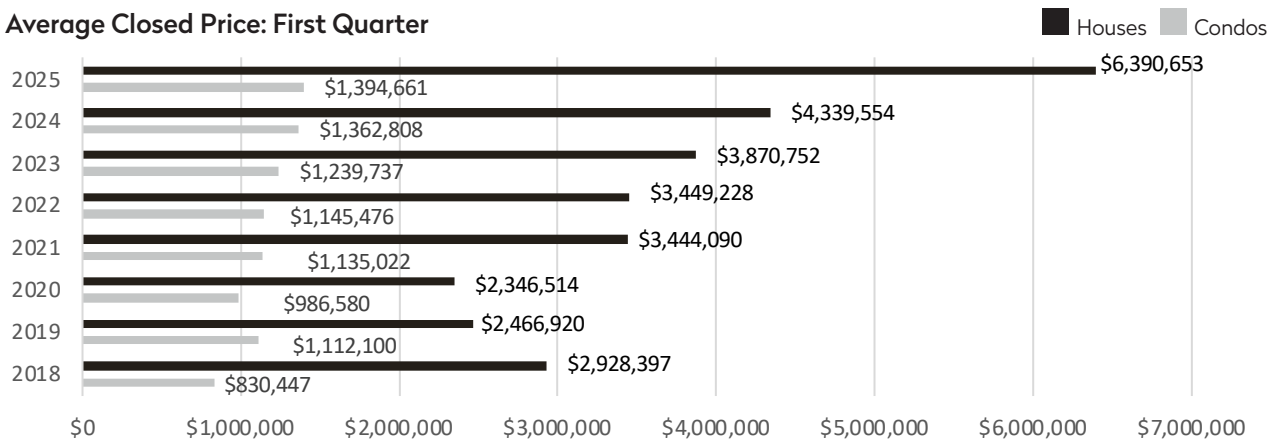
↓ 13%

	2025	2024	% CHANGE
Houses: Closings in March	12	18	-33.3%
Houses: Average Closing Price in March	\$5,805,048	\$3,573,885	+62.4%
Houses: Closings First Quarter	48	45	+6.7%
Houses: Average Closing Price First Quarter	\$6,390,653	\$4,339,554	+47.3%
Houses: Pending on March 31st	34	37	-8.1%
Houses: Inventory on March 31st	87	100	-13%
Condos: Closings First Quarter	27	26	+3.8%
Condos: Average Closing Price First Quarter	\$1,394,661	\$1,362,808	+2.3%
Condos: Inventory on March 31st	22	21	+4.8%

Closed: First Quarter



Average Closed Price: First Quarter



Cos Cob Overview

Sales: In the first quarter, Cos Cob had 10 house closings, down from 17 last year but in line with historical norms. The average closing price was \$2.1M, a 22% increase year over year and a record high for the quarter. We saw three closings above \$2.5M, up from one last year.

Inventory: At the end of March, 10 houses were on the market, double the number from a year ago but still 80% below 2019 levels. With inventory low, competition among buyers remained strong. The average list-to-sale price ratio for the quarter was 101.6%, with six closings going above the asking price.

Single Family Houses

Number of Solds Q1
2025 vs. 2024

↓ 41%

Average Sold Price Q1
2025 vs. 2024

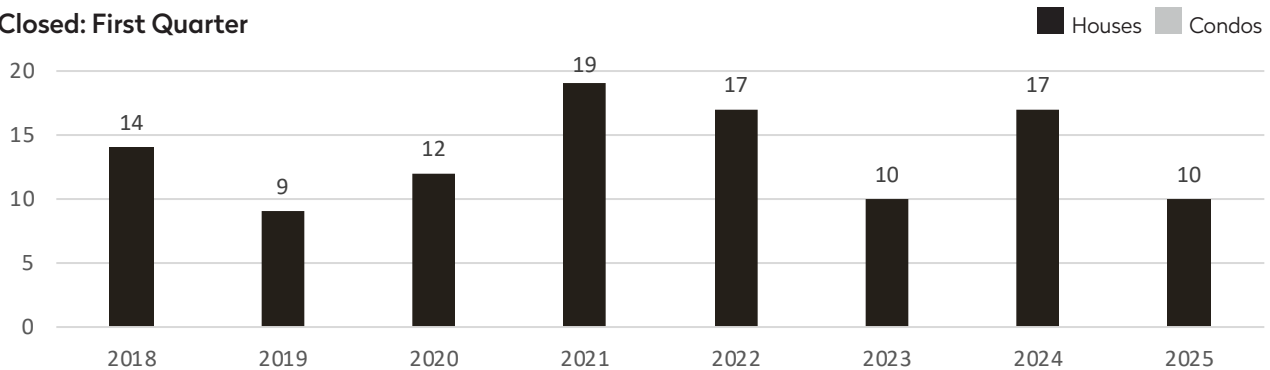
↑ 22%

March Inventory
vs. March 31, 2024

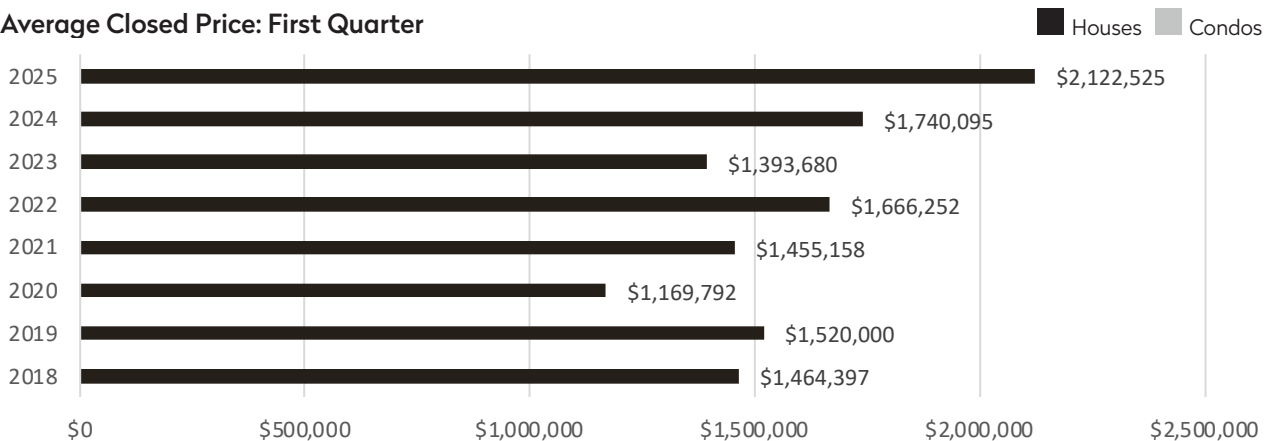
↑ 100%

	2025	2024	% CHANGE
Houses: Closings in March	2	8	-75%
Houses: Average Closing Price in March	\$2,260,125	\$1,584,140	+42.7%
Houses: Closings First Quarter	10	17	-41.2%
Houses: Average Closing Price First Quarter	\$2,122,525	\$1,740,095	+22%
Houses: Pending on March 31st	9	10	-10%
Houses: Inventory on March 31st	10	5	+100%
Condos: Closings First Quarter	0	4	NA
Condos: Average Closing Price First Quarter	\$0	\$1,018,750	NA
Condos: Inventory on March 31st	5	5	0%

Closed: First Quarter



Average Closed Price: First Quarter



Riverside Overview

Sales: In the first quarter, Riverside had 10 house closings, the highest first-quarter total in the past two years. The average closing price was \$3.4M. We saw five closings above \$4M, up from just two last year and the most ever for the quarter.

Inventory: At the end of March, there were 14 houses on the market, similar to the same time last year. However, this year there were just six with a list price below \$5M, half the number we had at the same time last year. The total inventory was also still 84% below 2019 levels. With inventory low, competition among buyers remained strong. The average list-to-close price ratio for the quarter was 102%.

	2025	2024	% CHANGE
Houses: Closings in March	2	2	0%
Houses: Average Closing Price in March	\$4,364,750	\$3,012,500	+44.9%
Houses: Closings First Quarter	10	7	+42.9%
Houses: Average Closing Price First Quarter	\$3,377,250	\$3,368,431	+0.3%
Houses: Pending on March 31st	10	10	0%
Houses: Inventory on March 31st	14	15	-6.7%
Condos: Closings First Quarter	0	1	NA
Condos: Average Closing Price First Quarter	\$0	\$750,000	NA
Condos: Inventory on March 31st	0	0	NA

Single Family Houses

Number of Solds Q1

2025 vs. 2024

↑43%

Average Sold Price Q1

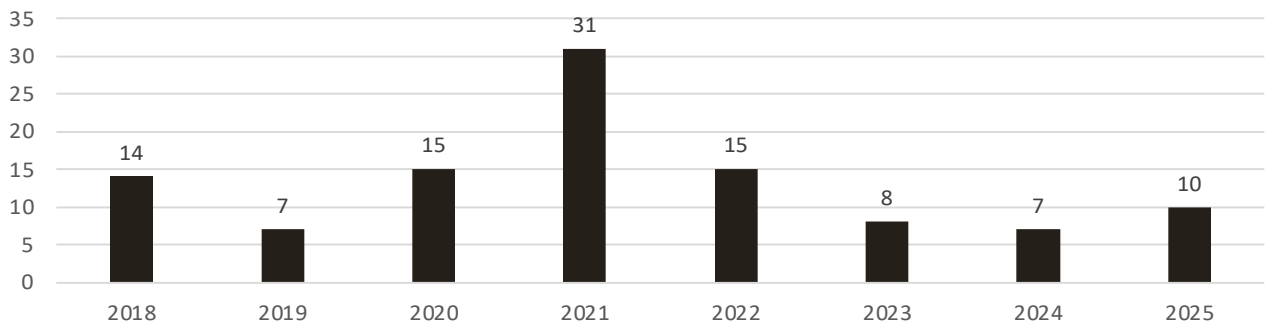
2025 vs. 2024

0%

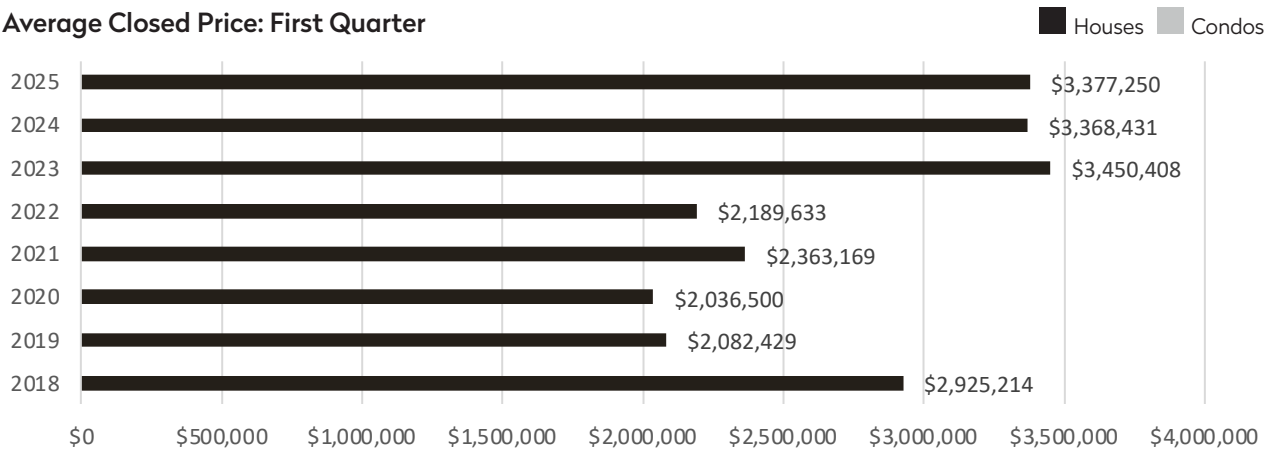
March Inventory vs. March 31, 2024

↓7%

Closed: First Quarter



Average Closed Price: First Quarter



Old Greenwich Overview

Sales: In the first quarter, Old Greenwich had six house closings, down from eight last year and the fewest for the quarter since 2009, as low inventory held back sales. However, there were 12 pending house sales at the end of March, among them the waterfront home at 25 West Way, listed at \$15M. This property is represented by Brown Harris Stevens.

Condos: Old Greenwich had four condo sales in the quarter—two with a closing price over \$1.5M. Over the past two decades, there had been just six condo closings in this price point in Old Greenwich. All four first-quarter condo closings sold at or above the asking price, and the average days on market was just 24.

	2025	2024	% CHANGE
Houses: Closings in March	3	4	-25%
Houses: Average Closing Price in March	\$3,408,333	\$5,612,500	-39.3%
Houses: Closings First Quarter	6	8	-25%
Houses: Average Closing Price First Quarter	\$3,642,667	\$4,750,250	-23.3%
Houses: Pending on March 31st	12	9	+33.3%
Houses: Inventory on March 31st	12	15	-20%
Condos: Closings First Quarter	4	7	-42.9%
Condos: Average Closing Price First Quarter	\$1,237,500	\$579,286	+113.6%
Condos: Inventory on March 31st	1	2	-50%

Single Family Houses

Number of Solds Q1
2025 vs. 2024

↓ 25%

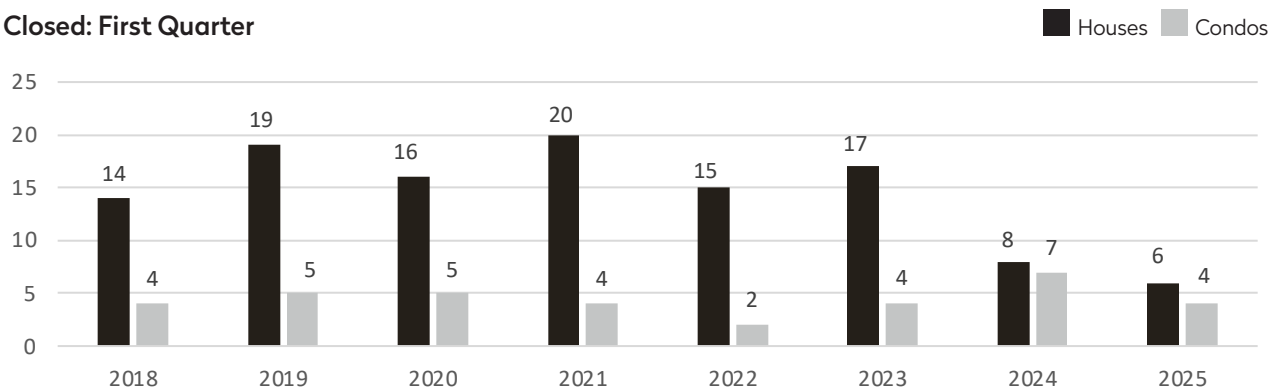
Average Sold Price Q1
2025 vs. 2024

↓ 23%

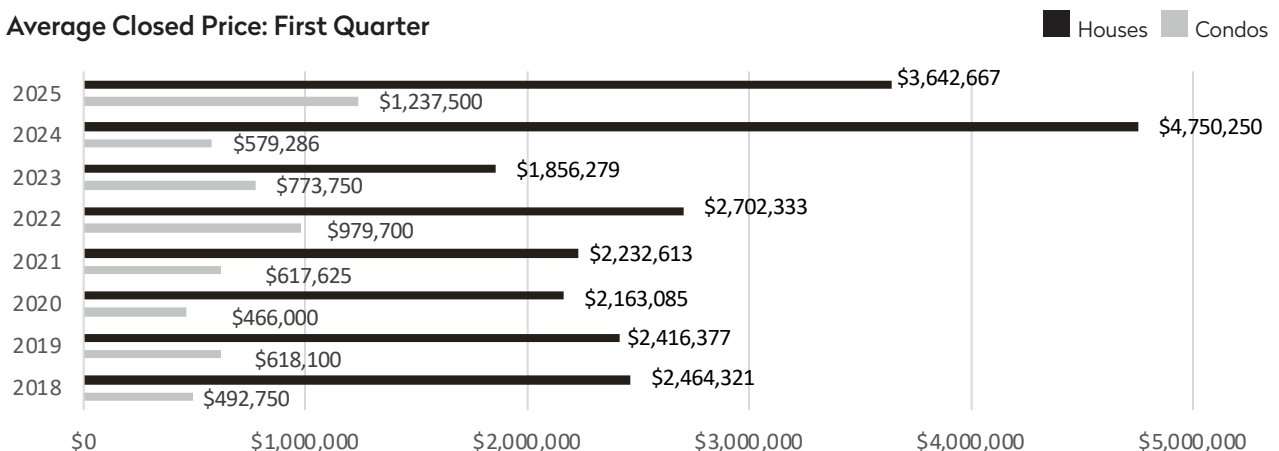
March Inventory
vs. March 31, 2024

↓ 20%

Closed: First Quarter



Average Closed Price: First Quarter



Stamford Overview

Sales: In the first quarter, Stamford had 209 house and condo closings, up slightly from last year but still the second fewest since 2012, with sales totals constrained by limited inventory. The median closing price for combined house and condo closings was \$658K, a 30% increase year-over-year. Both houses and condos saw an increase in high-end closings—there were 44 house closings over \$1M, compared to just 28 in the first quarter of 2024.

Inventory: At the end of March, 155 houses and condos were on the market, an 8% decrease from a year ago and 76% below 2019 levels. With inventory still low, competition among buyers was very strong, with the average days on market for closing in the quarter at just 43, a 16% year-over-year drop and a record low.

	2025	2024	% CHANGE
Houses: Closings in March	43	36	+19.4%
Houses: Average Closing Price in March	\$1,062,764	\$1,016,531	+4.5%
Houses: Closings First Quarter	103	88	+17%
Houses: Average Closing Price First Quarter	\$1,023,525	\$955,405	+7.1%
Houses: Pending on March 31st	76	42	+81%
Houses: Inventory on March 31st	87	102	-14.7%
Condos: Closings First Quarter	106	117	-9.4%
Condos: Average Closing Price First Quarter	\$461,272	\$402,124	+14.7%
Condos: Inventory on March 31st	68	66	+3%

Single Family Houses

Number of Solds Q1
2025 vs. 2024

↑ 17%

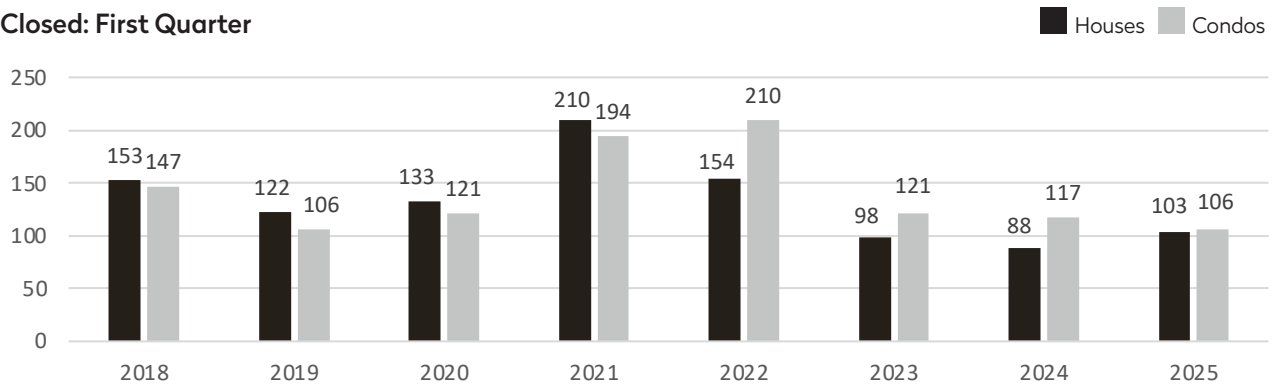
Average Sold Price Q1
2025 vs. 2024

↑ 7%

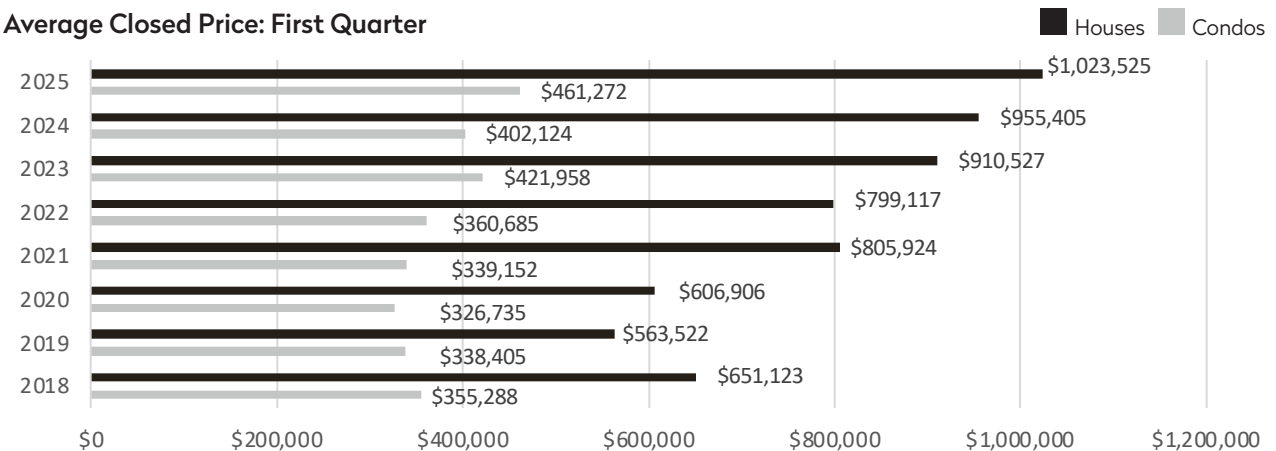
March Inventory
vs. March 31, 2024

↓ 15%

Closed: First Quarter



Average Closed Price: First Quarter



Darien Overview

Sales: In the first quarter, Darien had 30 house closings, up from last year but still a bit below historical norms, as low inventory held back sales. The average closing price was \$2.6M, a 13% increase year over year. We saw six closings above \$4M, the most ever for the quarter. Notably, there were also 36 pending house sales at the end of March—up 50% from the same time a year ago

Inventory: At the end of March, 22 houses were on the market, 91% below 2019 levels. With inventory tight, competition among buyers remained strong. The average list-to-sale price ratio for closings was 103.5%, with just over half going above the asking price.

	2025	2024	% CHANGE
Houses: Closings in March	13	8	+62.5%
Houses: Average Closing Price in March	\$2,862,954	\$1,542,375	+85.6%
Houses: Closings First Quarter	30	22	+36.4%
Houses: Average Closing Price First Quarter	\$2,628,780	\$2,319,864	+13.3%
Houses: Pending on March 31st	36	24	+50%
Houses: Inventory on March 31st	22	28	-21.4%
Condos: Closings First Quarter	4	3	+33.3%
Condos: Average Closing Price First Quarter	\$982,500	\$835,000	+17.7%
Condos: Inventory on March 31st	0	1	NA

Single Family Houses

Number of Solds Q1
2025 vs. 2024

↑ 36%

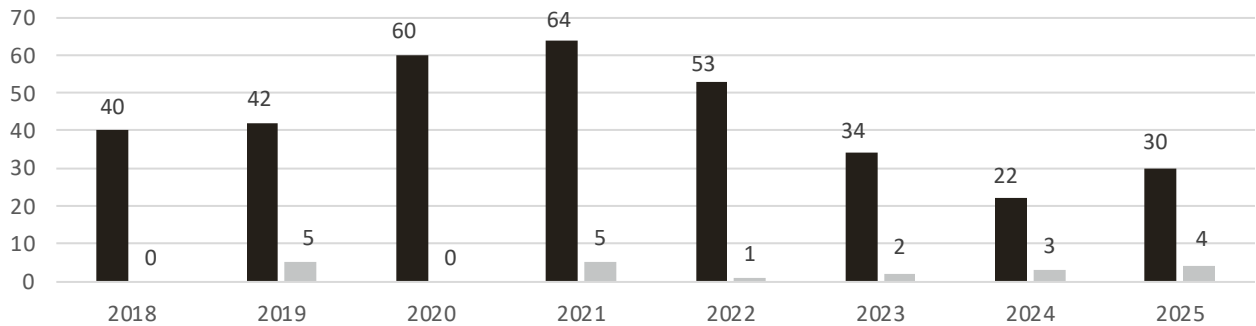
Average Sold Price Q1
2025 vs. 2024

↑ 13%

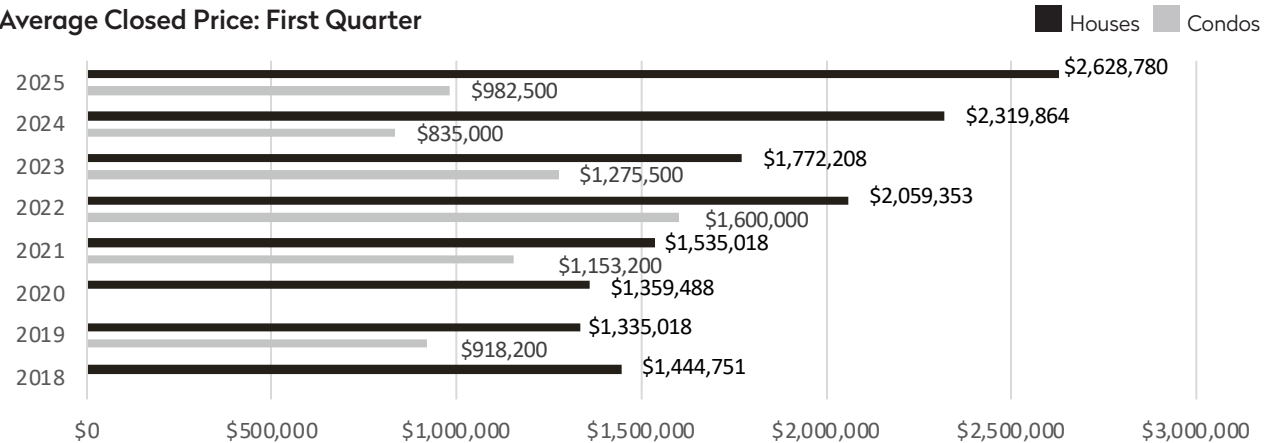
March Inventory
vs. March 31, 2024

↓ 21%

Closed: First Quarter



Average Closed Price: First Quarter



New Canaan Overview

Sales: In the first quarter, New Canaan saw 43 house and condo closings—similar to the past two years yet still below historical norms, as limited inventory continued to hold back overall sales. The median closing price was \$2.1 million, a 5% increase from last year, while the average price per square foot dipped 3% to \$552—yet still the second highest on record.

Inventory: At the end of March, 58 houses and condos were available, an uptick from a year ago but still 83% below 2019 levels. With so few homes on the market, competition among buyers remained very strong. Closings in the quarter had an average list-to-sale price ratio of 100.8%—1.5 percentage points higher than a year ago.

	2025	2024	% CHANGE
Houses: Closings in March	10	12	-16.7%
Houses: Average Closing Price in March	\$2,419,333	\$2,242,667	+7.9%
Houses: Closings First Quarter	35	32	+9.4%
Houses: Average Closing Price First Quarter	\$2,665,666	\$2,426,844	+9.8%
Houses: Pending on March 31st	28	33	-15.2%
Houses: Inventory on March 31st	40	42	-4.8%
Condos: Closings First Quarter	8	9	-11.1%
Condos: Average Closing Price First Quarter	\$1,393,750	\$1,316,679	+5.9%
Condos: Inventory on March 31st	18	13	+38.5%

Single Family Houses

Number of Solds Q1

2025 vs. 2024

↑ 9%

Average Sold Price Q1

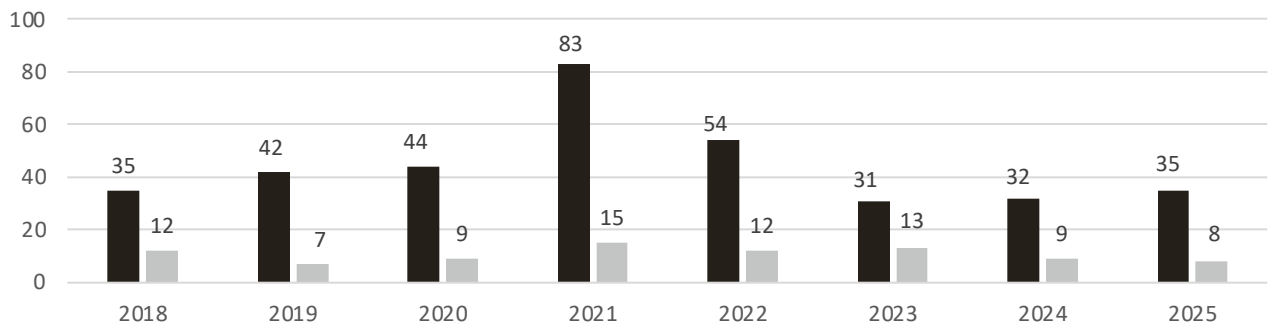
2025 vs. 2024

↑ 10%

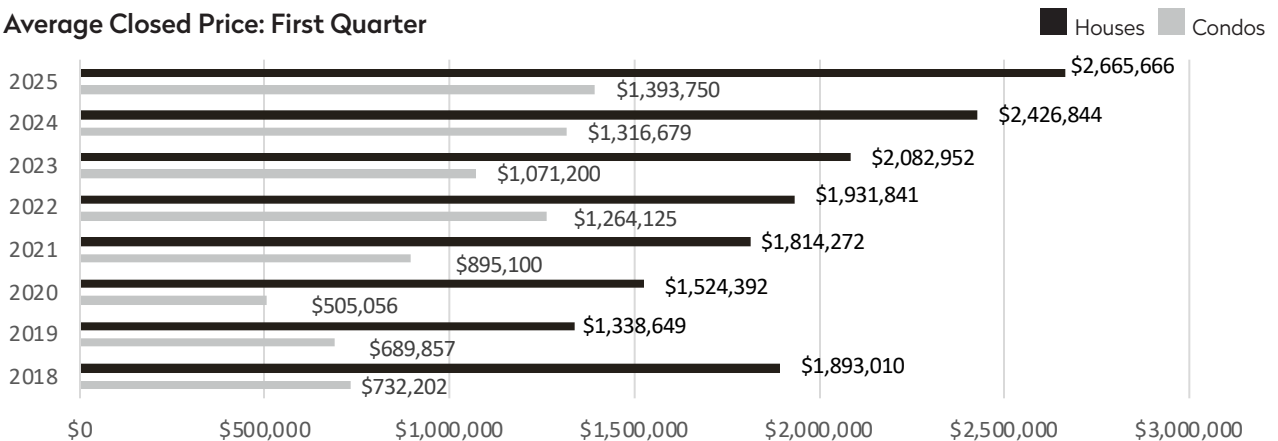
March Inventory vs. March 31, 2024

↓ 5%

Closed: First Quarter



Average Closed Price: First Quarter



Norwalk Overview

Sales: In the first quarter Norwalk had 136 house and condo closings, similar to last year but still the fewest since 2012, with sales totals constrained by limited inventory. The median closing price for combined house and condo closings was \$623K, an 18% increase year-over-year.

Inventory: At the end of March, 127 houses and condos were on the market, a 27% increase from a year ago, largely due to an increase in condo listings. However, that total is still 71% below 2019 levels. Low inventory has kept competition among buyers strong, with the average days on market for Q1 closings at just 33, a 27% year-over-year drop and a record low.

	2025	2024	% CHANGE
Houses: Closings in March	33	27	+22.2%
Houses: Average Closing Price in March	\$968,273	\$885,027	+9.4%
Houses: Closings First Quarter	90	84	+7.1%
Houses: Average Closing Price First Quarter	\$981,672	\$840,152	+16.8%
Houses: Pending on March 31st	43	55	-21.8%
Houses: Inventory on March 31st	71	70	+1.4%
Condos: Closings First Quarter	46	53	-13.2%
Condos: Average Closing Price First Quarter	\$485,263	\$391,150	+24.1%
Condos: Inventory on March 31st	56	30	+86.7%

Single Family Houses

Number of Solds Q1

2025 vs. 2024



Average Sold Price Q1

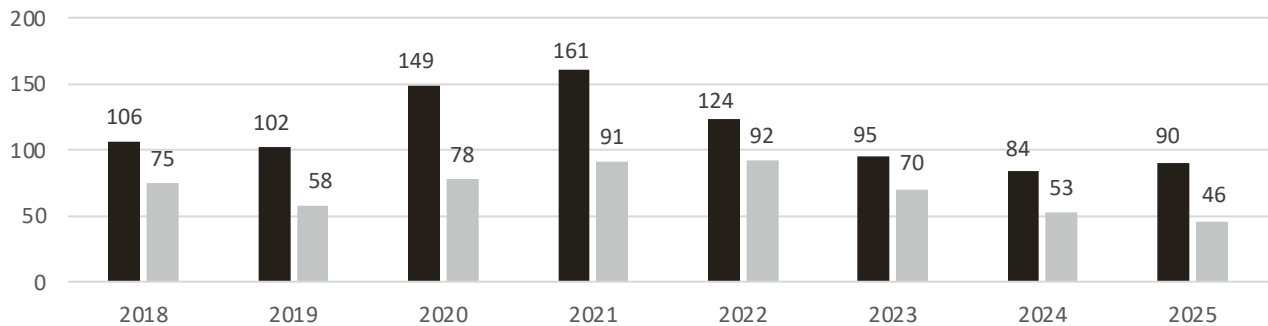
2025 vs. 2024



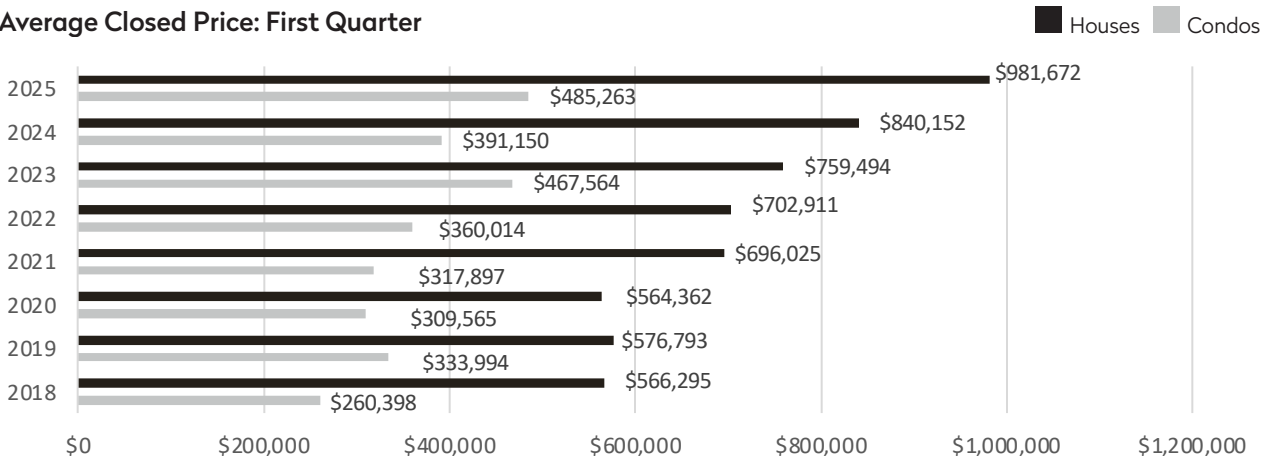
March Inventory vs. March 31, 2024



Closed: First Quarter



Average Closed Price: First Quarter



Rowayton Overview

Sales: In the first quarter, Rowayton had 12 house closings, up from 10 last year and in line with historical norms. The average closing price was \$2.3M, a record high, with three closings above \$3M—the most ever for the quarter.

Inventory: At the end of March, five houses were on the market, half the number from the same time last year and 92% below 2019 levels. With inventory low, competition among buyers remained strong. The average days on market for closings was a record-low of 28, while the average list-to-sale price ratio was 106.9%.

	2025	2024	% CHANGE
Houses: Closings in March	6	1	+500%
Houses: Average Closing Price in March	\$1,936,000	\$3,900,000	-50.4%
Houses: Closings First Quarter	12	10	+20%
Houses: Average Closing Price First Quarter	\$2,313,458	\$1,833,400	+26.2%
Houses: Pending on March 31st	6	13	-53.8%
Houses: Inventory on March 31st	5	10	-50%
Condos: Closings First Quarter	1	2	-50%
Condos: Average Closing Price First Quarter	\$2,100,000	\$465,000	+351.6%
Condos: Inventory on March 31st	2	2	0%

Single Family Houses

Number of Solds Q1

2025 vs. 2024

↑ 20%

Average Sold Price Q1

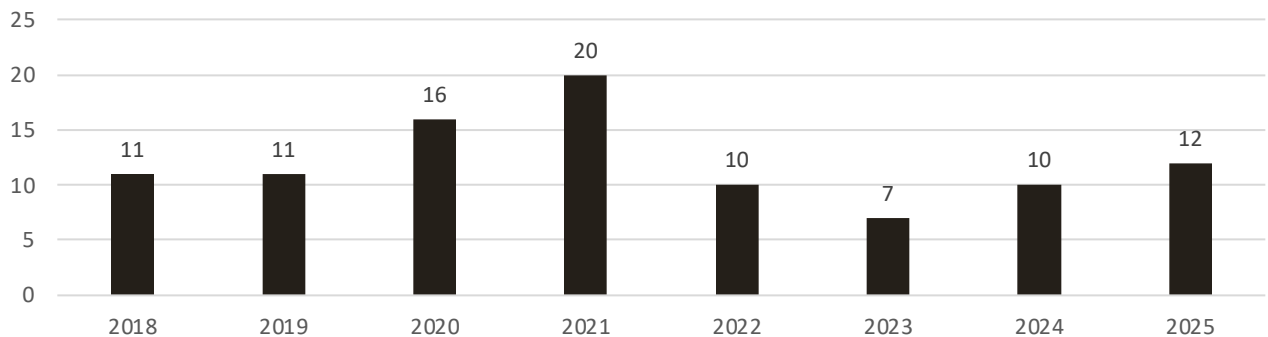
2025 vs. 2024

↑ 26%

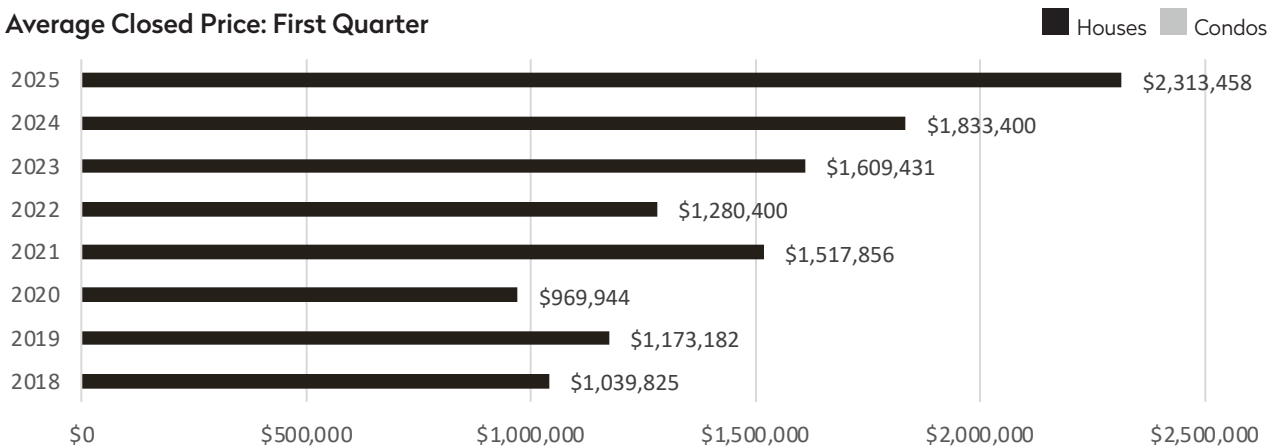
March Inventory vs. March 31, 2024

↓ 50%

Closed: First Quarter



Average Closed Price: First Quarter



Wilton Overview

Houses: In the first quarter, Wilton had 24 house closings, a significant drop from last year and the fewest since 2011, with low inventory holding back sales. In the under \$1M price range, where inventory is tightest, there were just seven closings compared to 24 over the same period last year—a 71% decrease. Buyer competition remained strong, reflected by an average list-to-sale price ratio of 103.9%.

Condos: The first quarter saw nine condo closings, the highest ever for this period. Of those, seven sold for more than \$500K, up from two a year ago. Buyer competition was strong here as well, with closings having an average days on market of just 16.

	2025	2024	% CHANGE
Houses: Closings in March	6	8	-25%
Houses: Average Closing Price in March	\$2,362,083	\$1,210,625	+95.1%
Houses: Closings First Quarter	24	42	-42.9%
Houses: Average Closing Price First Quarter	\$1,487,571	\$1,093,703	+36%
Houses: Pending on March 31st	23	17	+35.3%
Houses: Inventory on March 31st	30	31	-3.2%
Condos: Closings First Quarter	9	3	+200%
Condos: Average Closing Price First Quarter	\$630,222	\$750,333	-16%
Condos: Inventory on March 31st	4	1	+300%

Single Family Houses

Number of Solds Q1
2025 vs. 2024

↓ 43%

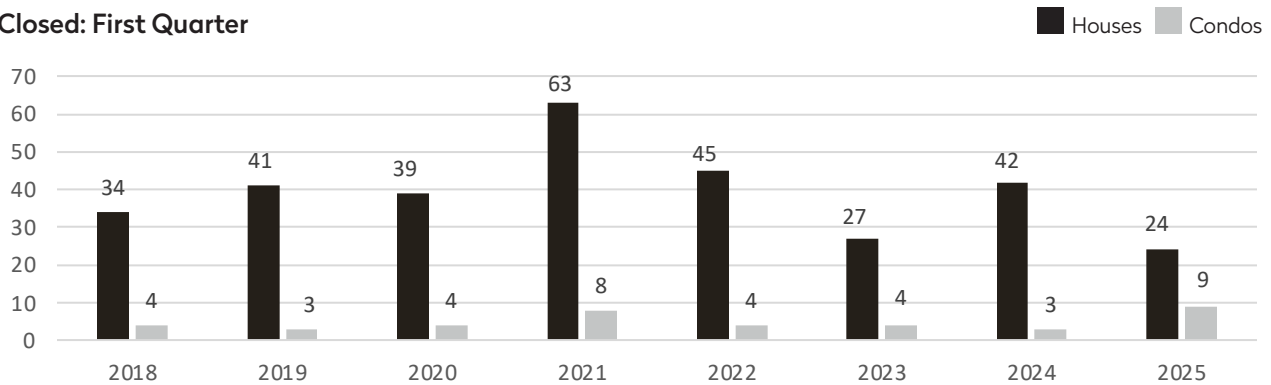
Average Sold Price Q1
2025 vs. 2024

↑ 36%

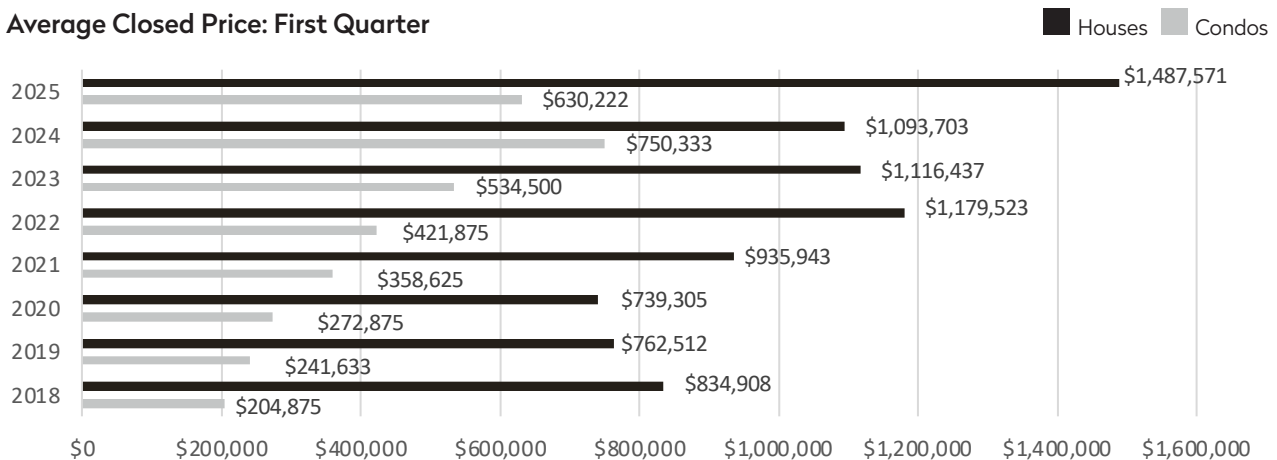
March Inventory
vs. March 31, 2024

↓ 3%

Closed: First Quarter



Average Closed Price: First Quarter



Westport Overview

Houses: In the first quarter Westport had 44 house closings, similar to last year but still well below historical averages, with low inventory holding back sales. The limited supply also kept buyer competition high, with the average list-to-sale price ratio at 102% and just over half of closings going above the asking price.

Condos: The first quarter saw 15 condo closings, the highest ever for this period. Of those, 11 sold over \$1M, up from five a year ago. With only nine active condos on the market at the end of March, the absorption rate (the time it would take to sell all inventory at the current sales pace) stood at just 1.3 months, underscoring the very strong seller's market.

	2025	2024	% CHANGE
Houses: Closings in March	18	16	+12.5%
Houses: Average Closing Price in March	\$3,629,602	\$2,455,156	+47.8%
Houses: Closings First Quarter	44	45	-2.2%
Houses: Average Closing Price First Quarter	\$2,661,269	\$2,473,556	+7.6%
Houses: Pending on March 31st	32	53	-39.6%
Houses: Inventory on March 31st	70	64	+9.4%
Condos: Closings First Quarter	15	9	+66.7%
Condos: Average Closing Price First Quarter	\$1,422,200	\$1,448,889	-1.8%
Condos: Inventory on March 31st	9	14	-35.7%

Single Family Houses

Number of Solds Q1
2025 vs. 2024

↓ 2%

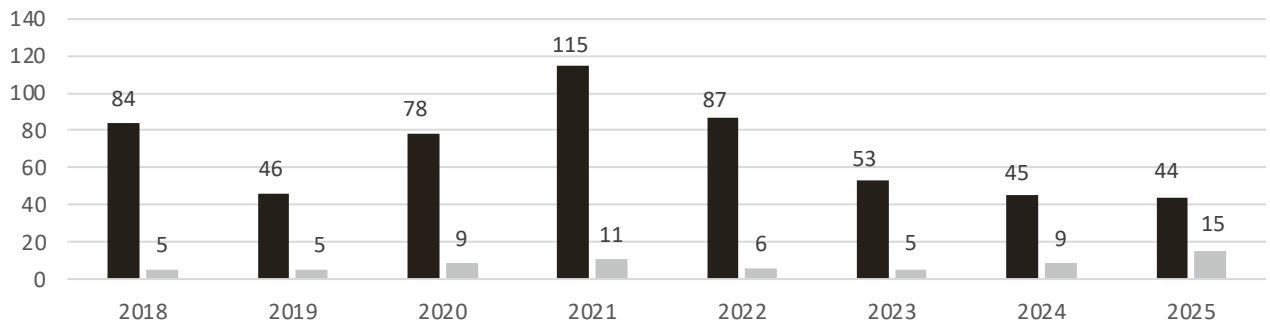
Average Sold Price Q1
2025 vs. 2024

↑ 8%

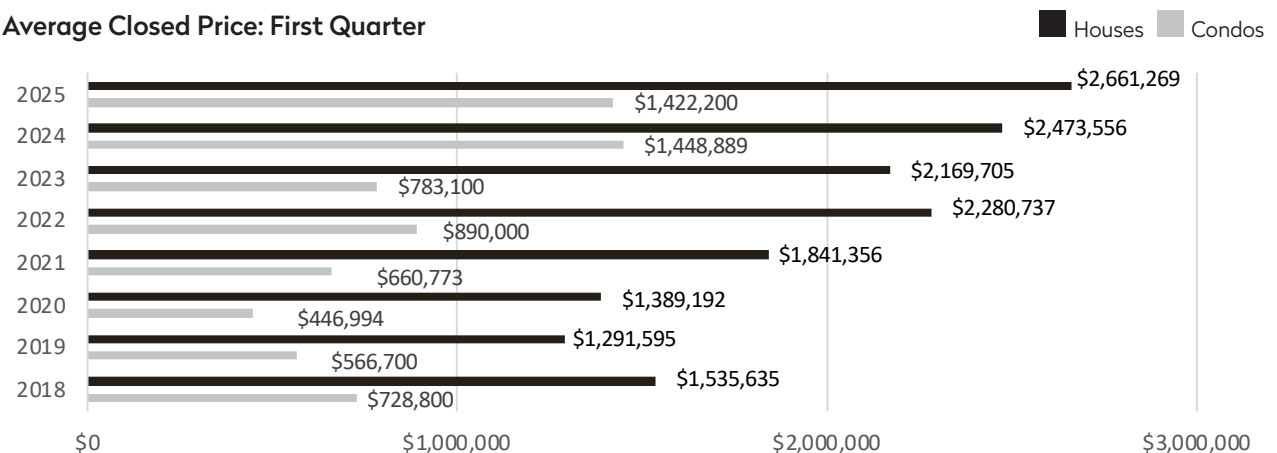
March Inventory
vs. March 31, 2024

↑ 9%

Closed: First Quarter



Average Closed Price: First Quarter



Weston Overview

Sales: In the first quarter, Weston had 26 house closings, the highest total of the past two years and in line with historical norms. The average closing price was \$1.53M, a 38% increase year-over-year. We saw a significant increase in high-end closings with 10 above \$1.5M, compared to four in the first quarter of 2024.

Inventory: At the end of March, 28 houses were on the market, similar to the same time last year yet still an 80% decrease from 2019 levels. With inventory still low, competition among buyers was very strong. The average list-to-sale price ratio for closing was 104%, with 14 of the 26 closings going above the asking price.

	2025	2024	% CHANGE
Houses: Closings in March	6	7	-14.3%
Houses: Average Closing Price in March	\$1,359,833	\$991,797	+37.1%
Houses: Closings First Quarter	26	17	+52.9%
Houses: Average Closing Price First Quarter	\$1,533,136	\$1,114,122	+37.6%
Houses: Pending on March 31st	9	13	-30.8%
Houses: Inventory on March 31st	28	30	-6.7%

Single Family Houses

Number of Solds Q1
2025 vs. 2024

↑ 53%

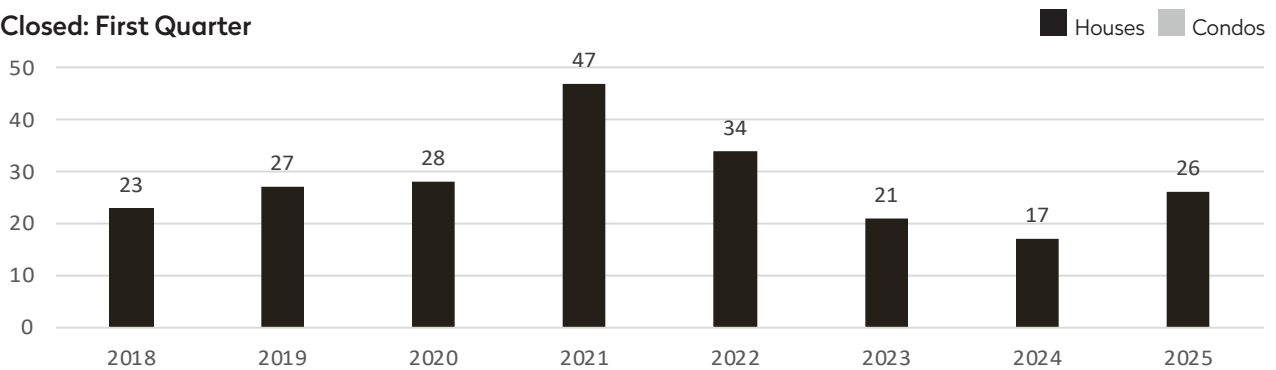
Average Sold Price Q1
2025 vs. 2024

↑ 38%

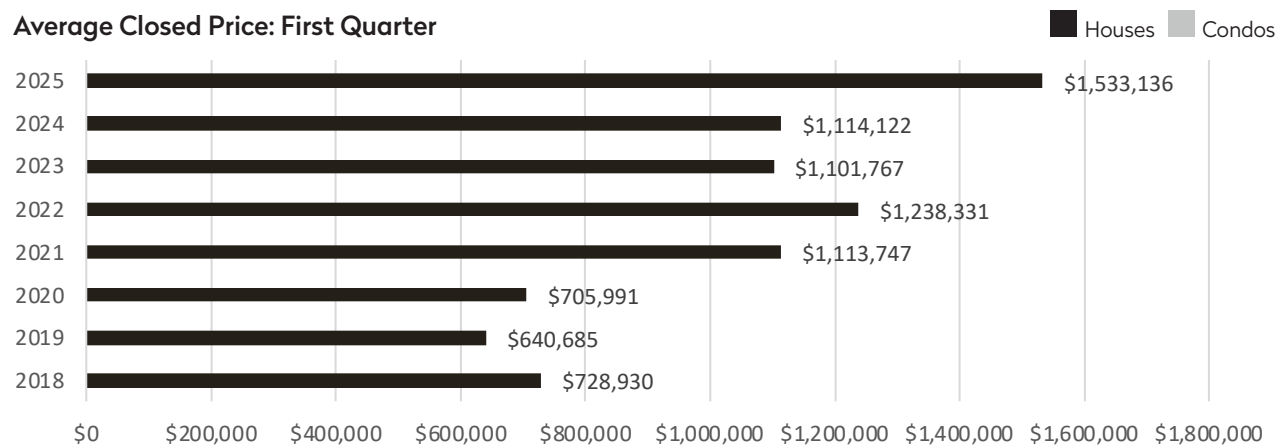
March Inventory
vs. March 31, 2024

↓ 7%

Closed: First Quarter



Average Closed Price: First Quarter



Fairfield Overview

Sales: In the first quarter, Fairfield saw 111 house and condo closings—up from last year but still below historical norms, as limited inventory held back overall sales. The median closing price was \$1.1M, a striking 35% increase from last year. High-end sales were up—there were 14 house closings over \$2M, compared to just four in the first quarter of 2024.

Inventory: At the end of March, 114 houses and condos were available, similar to last year but still 80% below 2019 levels. With so few homes on the market, competition among buyers remained strong. Closings in the quarter had an average list-to-sale price ratio of 101.9%—1.5 percentage points higher than a year ago.

	2025	2024	% CHANGE
Houses: Closings in March	34	35	-2.9%
Houses: Average Closing Price in March	\$1,283,588	\$1,058,671	+21.2%
Houses: Closings First Quarter	89	84	+6%
Houses: Average Closing Price First Quarter	\$1,435,854	\$1,012,927	+41.8%
Houses: Pending on March 31st	54	48	+12.5%
Houses: Inventory on March 31st	90	91	-1.1%
Condos: Closings First Quarter	22	12	+83.3%
Condos: Average Closing Price First Quarter	\$883,173	\$841,000	+5%
Condos: Inventory on March 31st	24	22	+9.1%

Single Family Houses

Number of Solds Q1

2025 vs. 2024

↑6%

Average Sold Price Q1

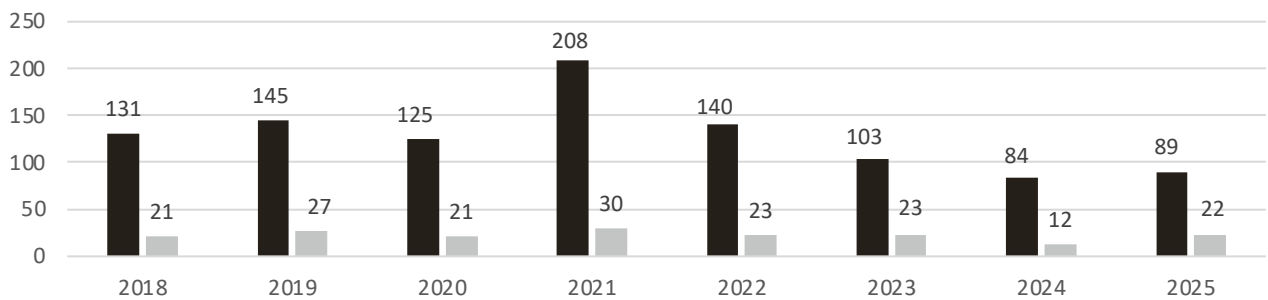
2025 vs. 2024

↑42%

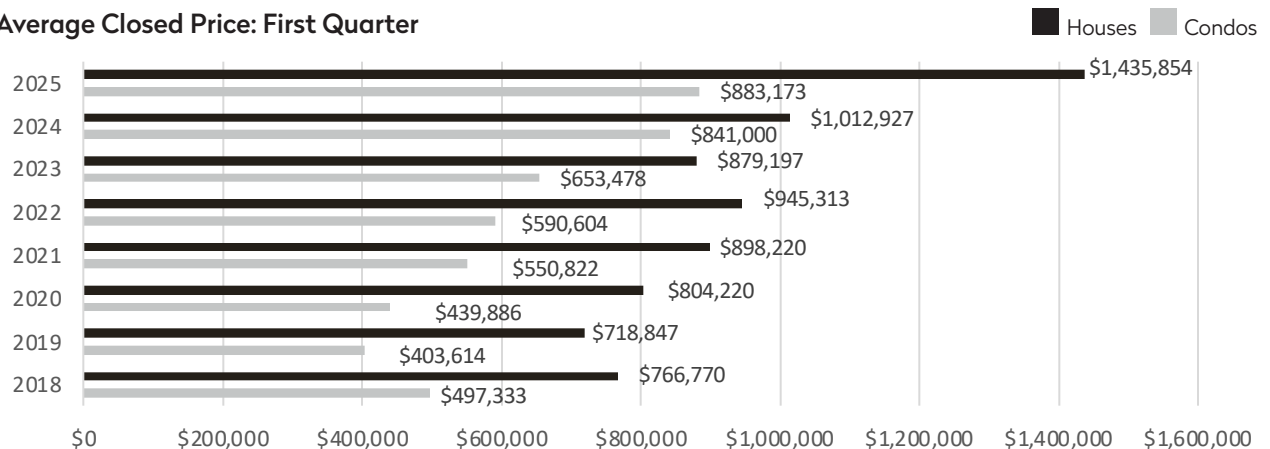
March Inventory vs. March 31, 2024

↓1%

Closed: First Quarter



Average Closed Price: First Quarter



Southport Overview

Houses: In the first quarter, Southport had nine house closings, similar to last year and in line with historical norms. The high-end got off to a very strong start with six closings above \$2M—the most ever for the quarter. In addition, of the four pending house sales at the end of March, two had a list price above \$3.5M.

Condos: All three condo sales in the quarter had a closing price over \$1M—as a comparison there was just one condo sale in this price range in all of 2024. The condo closings had an average list-to-sale price ratio of 111%, with all exceeding the asking price. The average time on market was just 9 days.

	2025	2024	% CHANGE
Houses: Closings in March	6	5	+20%
Houses: Average Closing Price in March	\$1,877,500	\$1,071,500	+75.2%
Houses: Closings First Quarter	9	10	-10%
Houses: Average Closing Price First Quarter	\$2,576,556	\$1,088,750	+136.7%
Houses: Pending on March 31st	4	8	-50%
Houses: Inventory on March 31st	9	8	+12.5%
Condos: Closings First Quarter	3	1	+200%
Condos: Average Closing Price First Quarter	\$1,605,000	\$479,000	+235.1%
Condos: Inventory on March 31st	1	0	NA

Single Family Houses

Number of Solds Q1

2025 vs. 2024

↓ 10%

Average Sold Price Q1

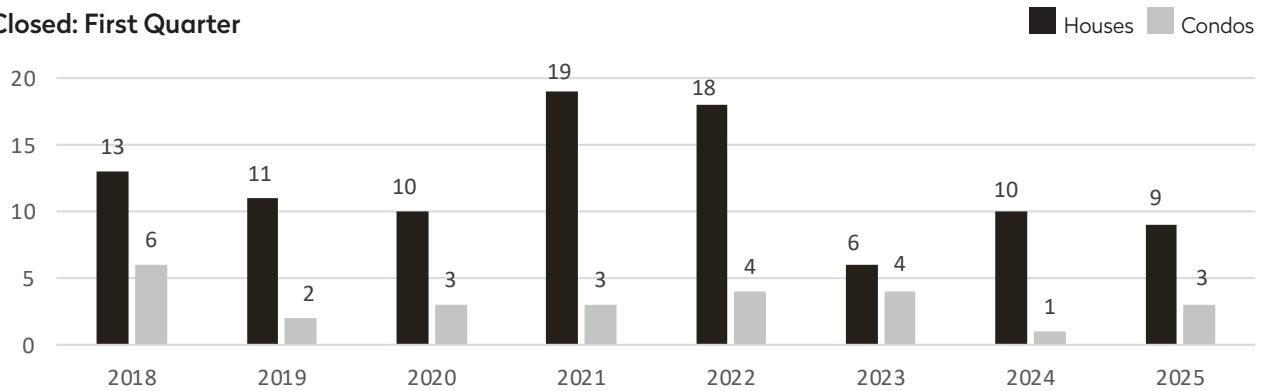
2025 vs. 2024

↑ 137%

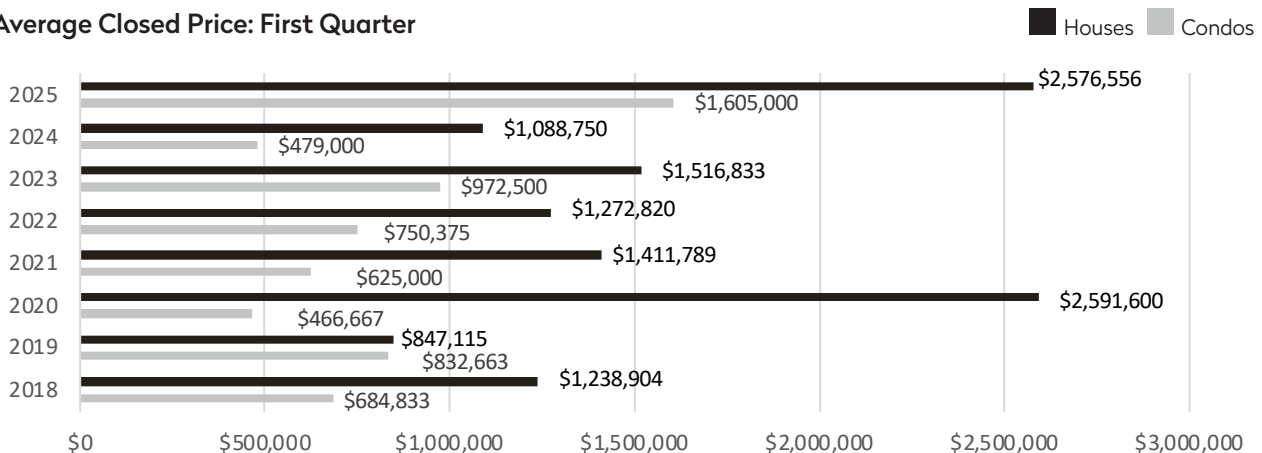
March Inventory vs. March 31, 2024

↓ 13%

Closed: First Quarter



Average Closed Price: First Quarter



Redding Overview

Sales: In the first quarter, Redding had 19 house closings, down from 26 last year but still in line with historical norms. The average closing price was \$1.14M, the highest for the quarter since 2006, with 12 closings above \$1 million—the most ever for the quarter.

Inventory: At the end of March, 24 houses were on the market, up slightly from what we had last year but still 71% below 2019 levels. Despite the low inventory, sellers proved more flexible on price, with the average list-to-sale price ratio at 94.4%—the first time since 2020 that this ratio has been below 100% for the quarter.

Single Family Houses

Number of Solds Q1

2025 vs. 2024

↓ 27%

Average Sold Price Q1

2025 vs. 2024

↑ 19%

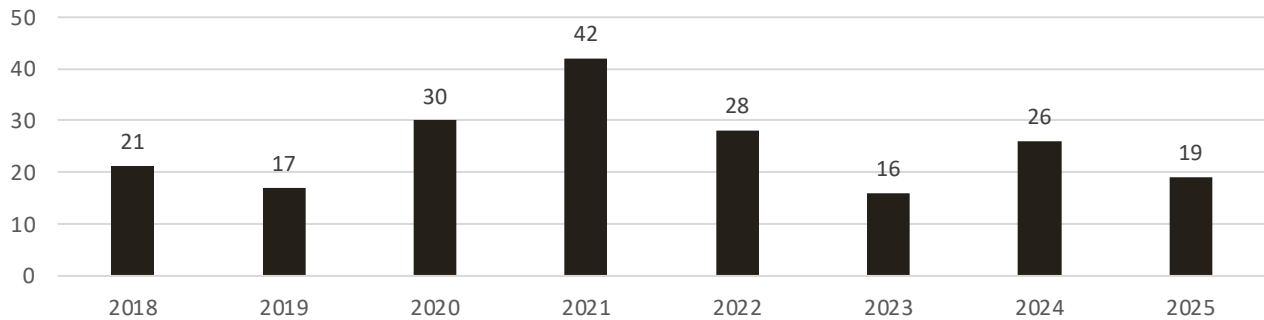
March Inventory vs. March 31, 2024

↑ 20%

	2025	2024	% CHANGE
Houses: Closings in March	7	11	-36.4%
Houses: Average Closing Price in March	\$792,786	\$782,718	+1.3%
Houses: Closings First Quarter	19	26	-26.9%
Houses: Average Closing Price First Quarter	\$1,135,447	\$953,469	+19.1%
Houses: Pending on March 31st	9	8	+12.5%
Houses: Inventory on March 31st	24	20	+20%

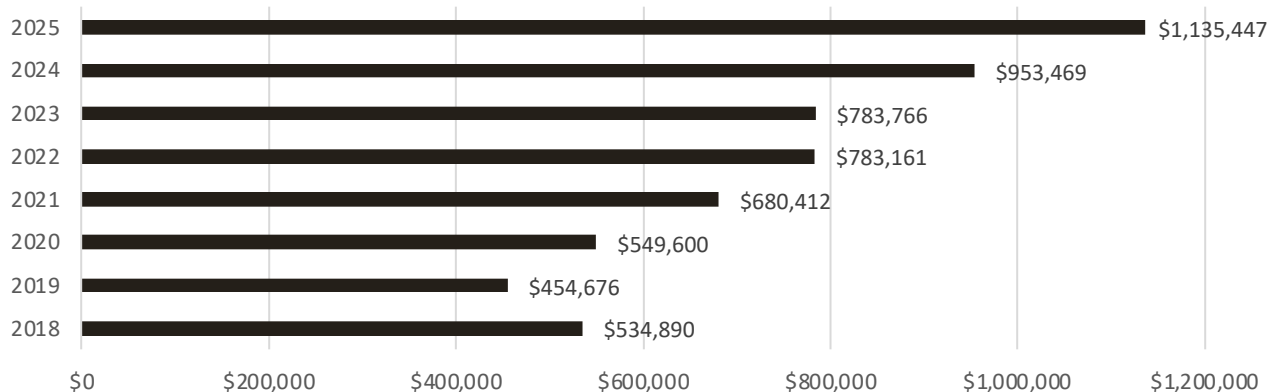
Closed: First Quarter

■ Houses ■ Condos



Average Closed Price: First Quarter

■ Houses ■ Condos



Easton Overview

Sales: In the first quarter, Easton had 13 house closings, similar to last year but still the few-est since 2017, as low inventory continues to hold back sales. The average closing price was \$995K, up 5% from last year, while the average price per square foot reached \$328, a 24% increase from a year ago.

Inventory: At the end of March, 14 houses were on the market, a slight drop from last year and 82% below 2019 levels. With inventory low, competition among buyers remained strong. The average list-to-sale price ratio for closings was 101.7%, up four percentage points from last year, with nine of the closings going at or above the asking price.

	2025	2024	% CHANGE
Houses: Closings in March	5	4	+25%
Houses: Average Closing Price in March	\$967,800	\$931,250	+3.9%
Houses: Closings First Quarter	13	14	-7.1%
Houses: Average Closing Price First Quarter	\$995,308	\$948,636	+4.9%
Houses: Pending on March 31st	9	9	0%
Houses: Inventory on March 31st	14	19	-26.3%

Single Family Houses

Number of Solds Q1
2025 vs. 2024

↓ 7%

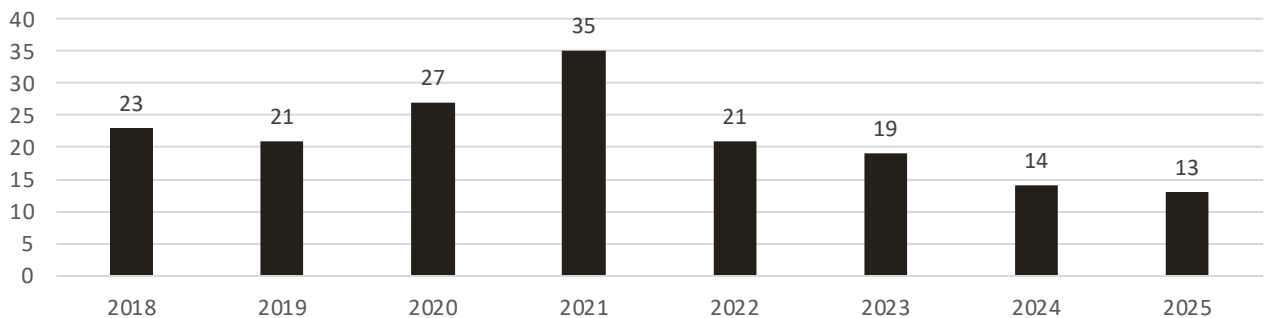
Average Sold Price Q1
2025 vs. 2024

↑ 5%

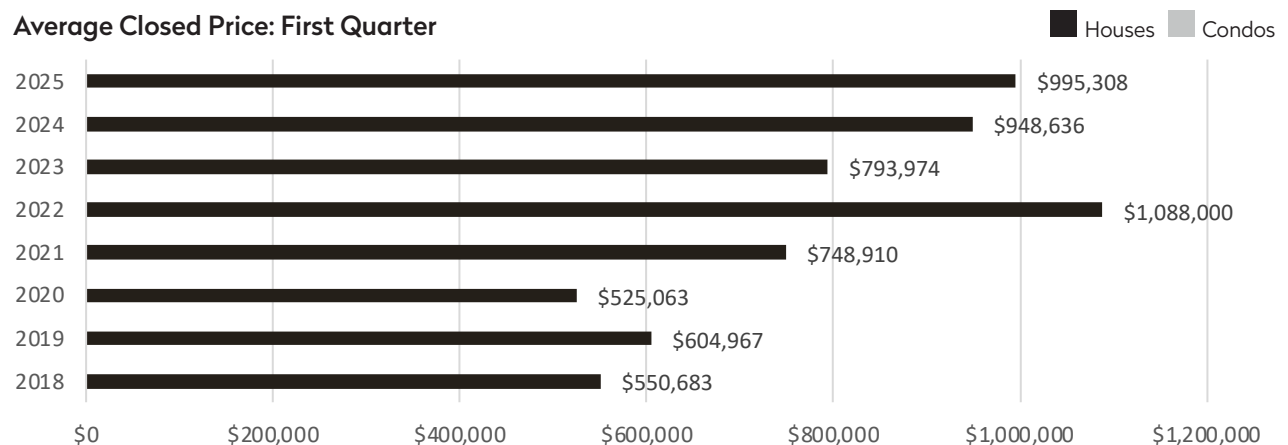
March Inventory
vs. March 31, 2024

↓ 26%

Closed: First Quarter



Average Closed Price: First Quarter



Ridgefield Overview

Sales: In the first quarter, Ridgefield had 28 house closings, down from 32 last year and the fewest for the quarter since 2009, as low inventory held back sales. The median closing price was \$1.28M, a 33% increase year over year, with nine closings above \$1.5M, up from three last year.

Inventory: At the end of March, 26 houses were on the market, a drop from last year and 89% below 2019 levels. With inventory low, competition among buyers remained strong. The average list-to-sale price ratio for closings was 102.8%, with 13 going above the asking price. Meanwhile, the average days on market fell to 49—a 37% decrease from a year ago.

	2025	2024	% CHANGE
Houses: Closings in March	12	13	-7.7%
Houses: Average Closing Price in March	\$1,515,816	\$899,077	+68.6%
Houses: Closings First Quarter	28	32	-12.5%
Houses: Average Closing Price First Quarter	\$1,507,135	\$1,015,622	+48.4%
Houses: Pending on March 31st	27	25	+8%
Houses: Inventory on March 31st	26	36	-27.8%
Condos: Closings First Quarter	9	9	0%
Condos: Average Closing Price First Quarter	\$428,322	\$387,361	+10.6%
Condos: Inventory on March 31st	10	2	+400%

Single Family Houses

Number of Solds Q1
2025 vs. 2024

↓ 13%

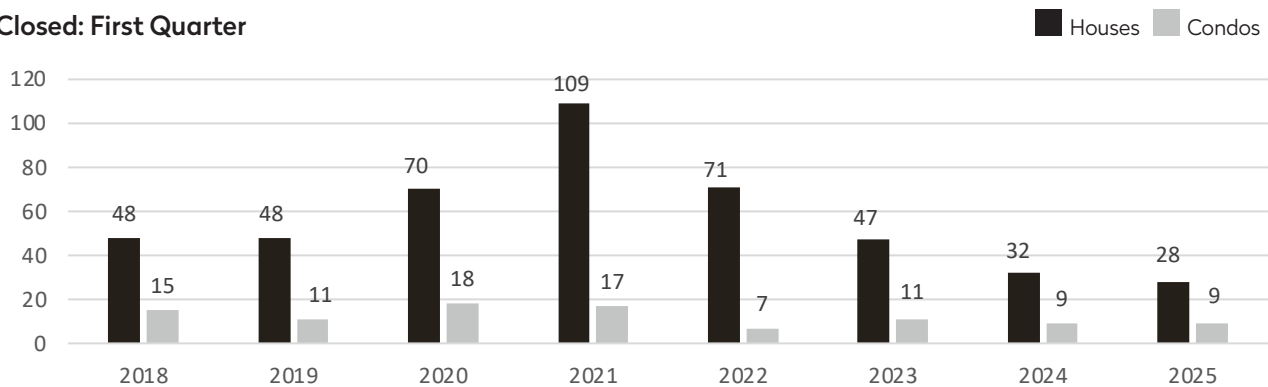
Average Sold Price Q1
2025 vs. 2024

↑ 48%

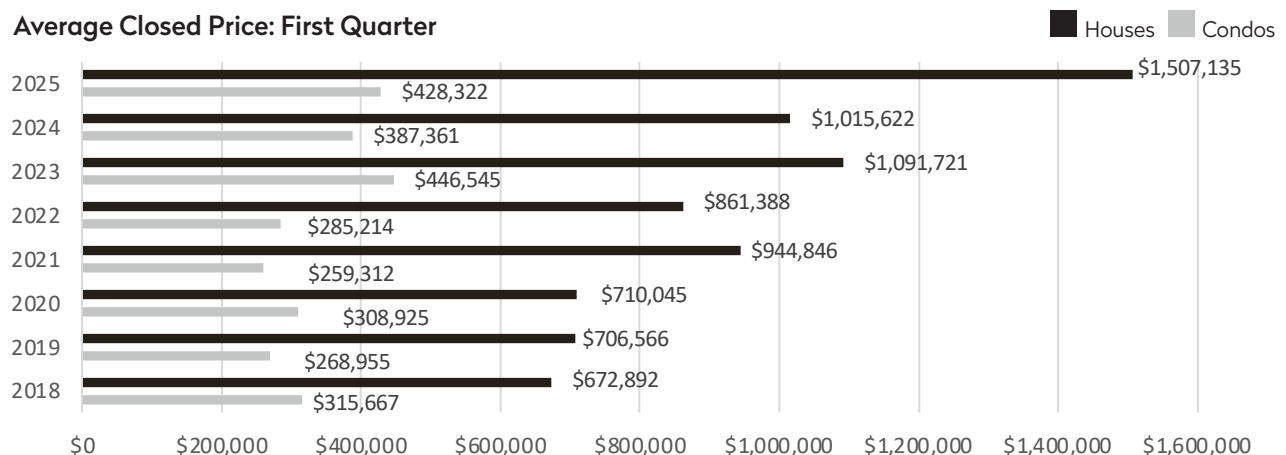
March Inventory
vs. March 31, 2024

↓ 28%

Closed: First Quarter



Average Closed Price: First Quarter



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Q1 2025

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