

Q2

2024
MARKET
REPORT

CONNECTICUT

Brown Harris Stevens THE Craft OF Research

Lower Fairfield County

Second Quarter Overview

The National Association of Realtor’s Chief Economist, Dr. Lawrence Yun, recently described the current housing market as “bizarre.” He highlighted the continued, unusual combination of stagnant sales numbers, tremendous buyer competition, and rising prices—conditions he’s seeing in many markets across the country.

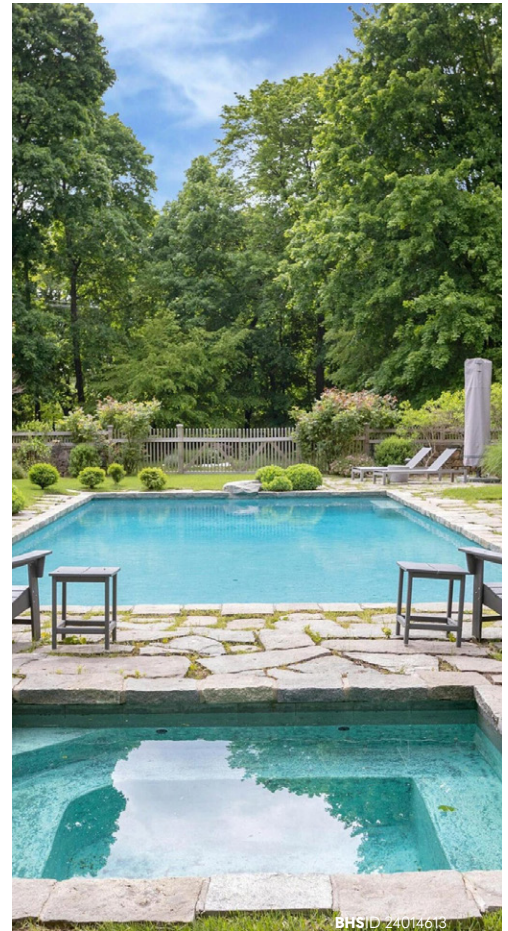
Lower Fairfield County is certainly continuing to see these “bizarre” market conditions, arguably as much as any area in the country. Long-running, record-low inventory levels, coupled with a quick rise in mortgage rates in the latter part of 2021 and into 2022, have helped to reduce sales totals while demand and prices remain as strong as ever.

The scarcity of homes remains the most significant factor. At the end of June, there were 908 active houses on the market, a 5% decrease from the same time last year. While this decline is the smallest year-over-year drop in over a year, inventory levels are still down about 80% from pre-Covid levels. The absorption rate, indicating how quickly all inventory would sell, was 3 months at the end of June, up from 2.7 months at the same time last year but still representing a strong seller’s market.

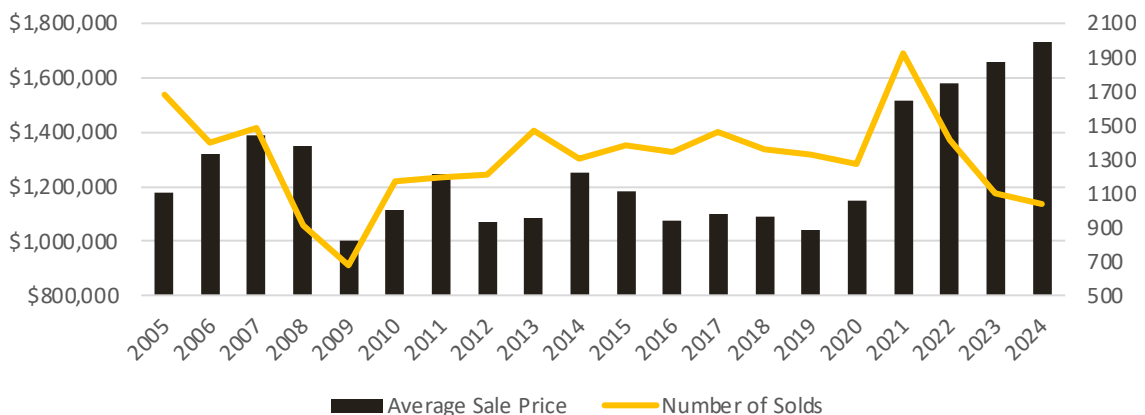
Not helping inventory levels is the fact that mortgage rates in the first half of 2024 averaged 7%, up from 6.5% across the same timeframe last year. This increase has prolonged the lock-in effect, where homeowners delay selling to avoid exchanging their low mortgage rates for higher ones.

As a result, combined house and condo closings were down 6% from the previous year, marking the lowest total for the quarter since 2009. Yet, the market remains as competitive as ever for buyers. House and condo closings in the quarter had an average of just 47 days on market, a 16% decrease from last year and the lowest ever for the quarter. The average list-to-sale price ratio was 104.3%, the third highest for any quarter in Lower Fairfield County, with 59% of sales going over the asking price.

Prices also continue to rise, with the median sale price for houses increasing by 6% year-over-year to \$1,250,000, while condos moved up 8% to \$484,750. Additionally, Zillow’s Home Values Index increased by an average of 4% for Lower Fairfield County towns and cities in the first five months of 2024.



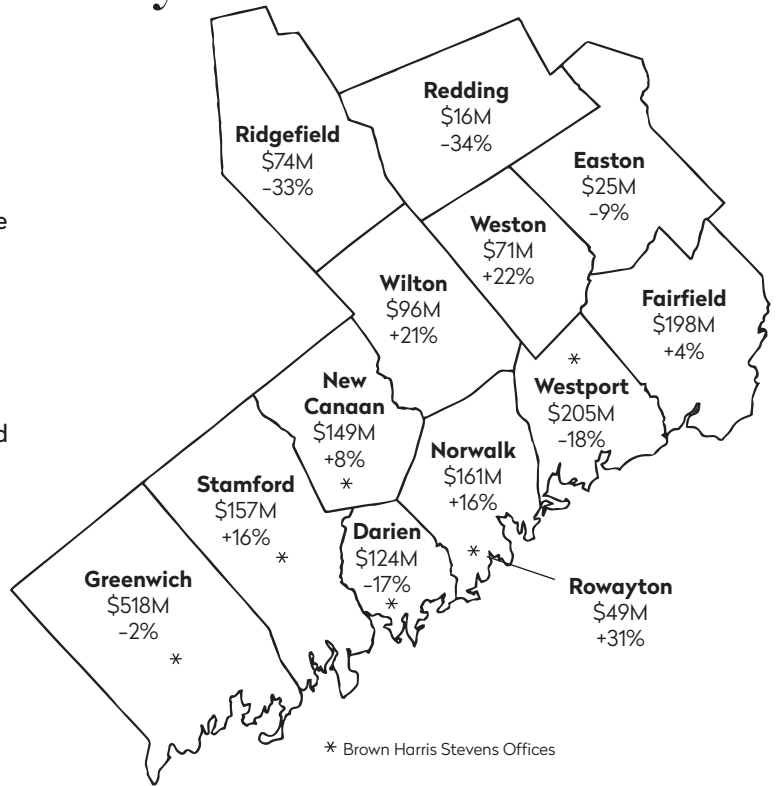
2nd Quarter: Average Closing Price/Number of Closings - Lower Fairfield County Houses



Lower Fairfield County

Dollar Volume of House Sales Second Quarter 2024 vs. 2023

To the right is a look at the total dollar volume of house sales for each town for the second quarter of 2024 and the percentage change as it compares to the same time frame in 2023. Collectively, the dollar volume of closings in the second quarter for Lower Fairfield County was \$1.8 billion, a decrease of 2% vs. the second quarter of 2023.



Town Comparison: Sold Houses – Second Quarter

Town	# of Closed Houses		% change	Average Closing Price		% change
	2024	2023		2024	2023	
Darien	49	73	-32.9%	\$2,538,127	\$2,047,384	+24%
Easton	25	26	-3.8%	\$988,560	\$1,046,433	-5.5%
Fairfield	167	164	+1.8%	\$1,185,952	\$1,166,499	+1.7%
All of Greenwich	149	167	-10.8%	\$3,483,006	\$3,166,005	+10%
New Canaan	61	65	-6.2%	\$2,448,198	\$2,122,362	+15.4%
Norwalk	156	161	-3.1%	\$1,032,330	\$863,709	+19.5%
Redding	15	26	-42.3%	\$1,055,150	\$927,683	+13.7%
Ridgefield	63	77	-18.2%	\$1,180,103	\$1,435,487	-17.8%
Rowayton*	23	16	+43.8%	\$2,114,570	\$2,317,281	-8.7%
Stamford	153	144	+6.3%	\$1,028,447	\$944,910	+8.8%
Weston	45	46	-2.2%	\$1,579,956	\$1,271,818	+24.2%
Westport	86	94	-8.5%	\$2,380,330	\$2,651,315	-10.2%
Wilton	67	61	+9.8%	\$1,431,409	\$1,299,243	+10.2%

*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

A limited number of active houses continues to reduce sales across All of Greenwich (Greenwich, Cos Cob, Riverside, and Old Greenwich). Despite this, the high-end and condo markets remain very strong.

In the second quarter, there were 149 house closings, the lowest for the quarter since 2010. However, there were seven sales over \$10M, the highest ever for the quarter at this price point, helping the average sale price reach a record-high \$3.5M. Meanwhile, 57 condos closed in the quarter, a 27% year-over-year increase. The average condo sale price rose 30% to \$1.47M, with six closings over \$3M compared to zero at that price point a year ago.

	2024	2023	% CHANGE
Houses: Closings in Second Quarter	149	167	-10.8%
Houses: Average Closing Price Second Quarter	\$3,483,006	\$3,166,005	+10%
Houses: Closings First Six Months	226	251	-10%
Houses: Average Closing Price First Six Months	\$3,563,763	\$3,153,332	+13%
Houses: Pending on June 30th	78	93	-16.1%
Houses: Inventory on June 30th	185	166	+11.4%
Condos: Closings First Six Months	95	99	-4%
Condos: Average Closing Price First Six Months	\$1,349,220	\$1,120,253	+20.4%
Condos: Inventory on June 30th	36	51	-29.4%

Single Family Houses

Number of Solds Q2

2024 vs. 2023

↓ 11%

Average Sold Price Q2

2024 vs. 2023

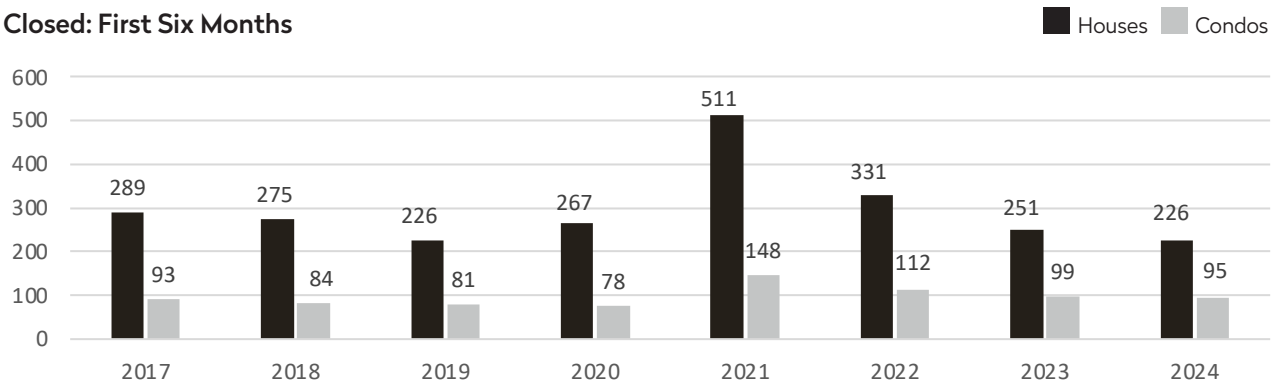
↑ 10%

June 30 Inventory

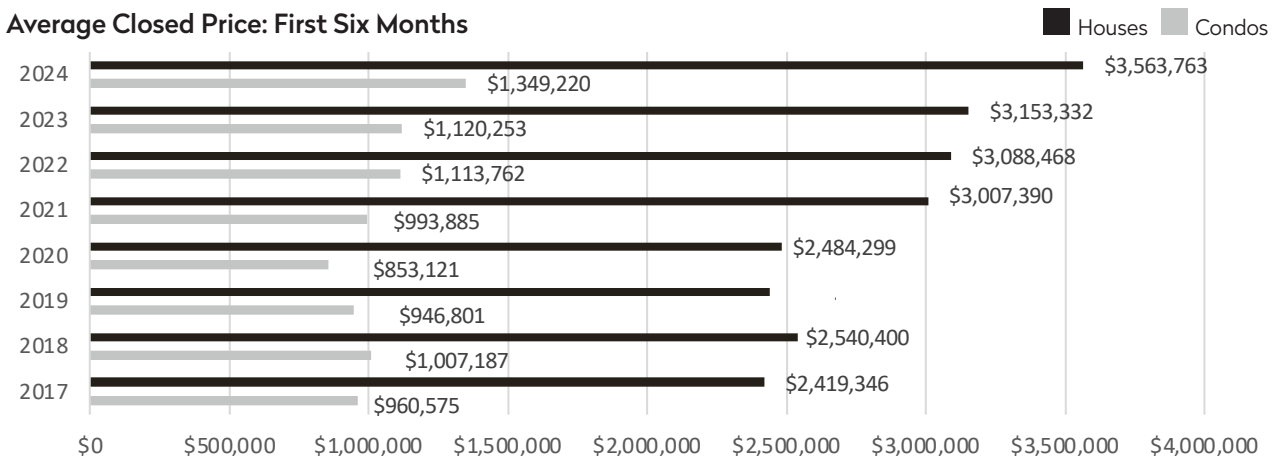
vs. June 30, 2023

↑ 11%

Closed: First Six Months



Average Closed Price: First Six Months



Greenwich Overview

Despite continued record-low inventory, Greenwich saw steady sales in the second quarter, particularly in the high-end market.

There were 128 combined house and condo closings, up 4% from last year and in line with pre-Covid numbers. Notably, there were 12 house closings over \$7 million, tying the record for the most ever in the quarter at this price point. This helped the average house sale price reach \$4.1M, the highest since 2014. Meanwhile, there were six condo closings over \$3M, contributing to a record-high average condo sale price of \$1.6M. For the quarter, the average list-to-close price ratio was 101.7% for houses and 101% for condos.

	2024	2023	% CHANGE
Houses: Closings in Second Quarter	86	97	-11.3%
Houses: Average Closing Price Second Quarter	\$4,133,102	\$3,899,316	+6%
Houses: Closings First Six Months	131	146	-10.3%
Houses: Average Closing Price First Six Months	\$4,204,021	\$3,889,729	+8.1%
Houses: Pending on June 30th	48	53	-9.4%
Houses: Inventory on June 30th	138	121	+14%
Condos: Closings First Six Months	68	64	+6.3%
Condos: Average Closing Price First Six Months	\$1,526,984	\$1,176,594	+29.8%
Condos: Inventory on June 30th	30	35	-14.3%

Single Family Houses

Number of Solds Q2

2024 vs. 2023

↓ 11%

Average Sold Price Q2

2024 vs. 2023

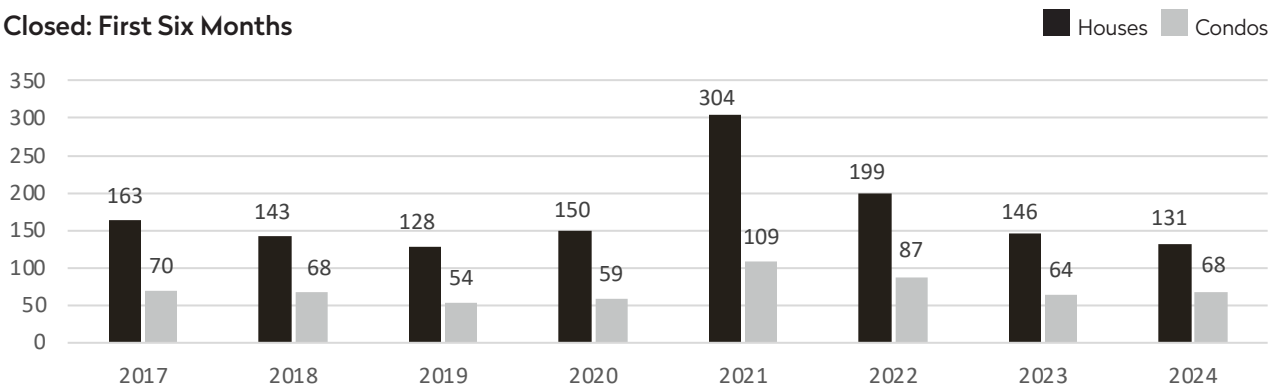
↑ 6%

June 30 Inventory

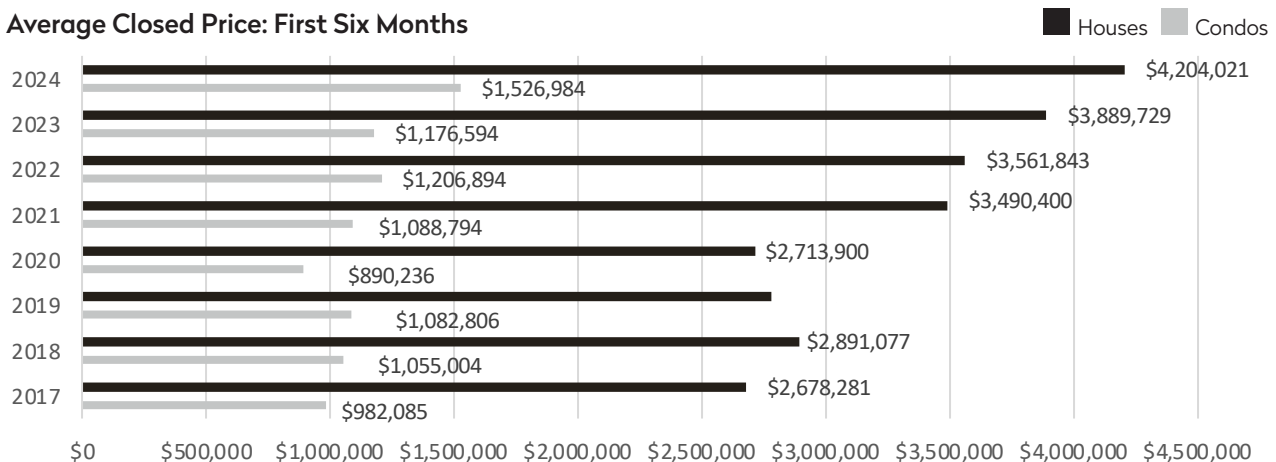
vs. June 30, 2023

↑ 14%

Closed: First Six Months



Average Closed Price: First Six Months



Cos Cob Overview

Despite record-low inventory, the Cos Cob market continues to see strong sales. In the first six months of the year, there were 37 house closings, up 28% from last year. Cos Cob was the only one of the four main areas of Greenwich (including Greenwich, Riverside, and Old Greenwich) to see a year-over-year increase in sales for this period.

Buyer competition remains robust. For closings in the first half of the year, the average days on market was 65, a 12% decrease from last year. The average list-to-sale price ratio was 104.3%, up 2.9 percentage points from a year ago. The absorption rate, which is the time it would take to sell all listings in a given market, was 1.8 month, down 57% from a year ago.

	2024	2023	% CHANGE
Houses: Closings in Second Quarter	20	19	+5.3%
Houses: Average Closing Price Second Quarter	\$2,158,550	\$1,773,178	+21.7%
Houses: Closings First Six Months	37	29	+27.6%
Houses: Average Closing Price First Six Months	\$1,966,287	\$1,642,317	+19.7%
Houses: Pending on June 30th	3	13	-76.9%
Houses: Inventory on June 30th	11	21	-47.6%
Condos: Closings First Six Months	12	21	-42.9%
Condos: Average Closing Price First Six Months	\$1,064,250	\$1,188,429	-10.4%
Condos: Inventory on June 30th	6	6	0%

Single Family Houses

Number of Solds Q2
2024 vs. 2023

↑ 5%

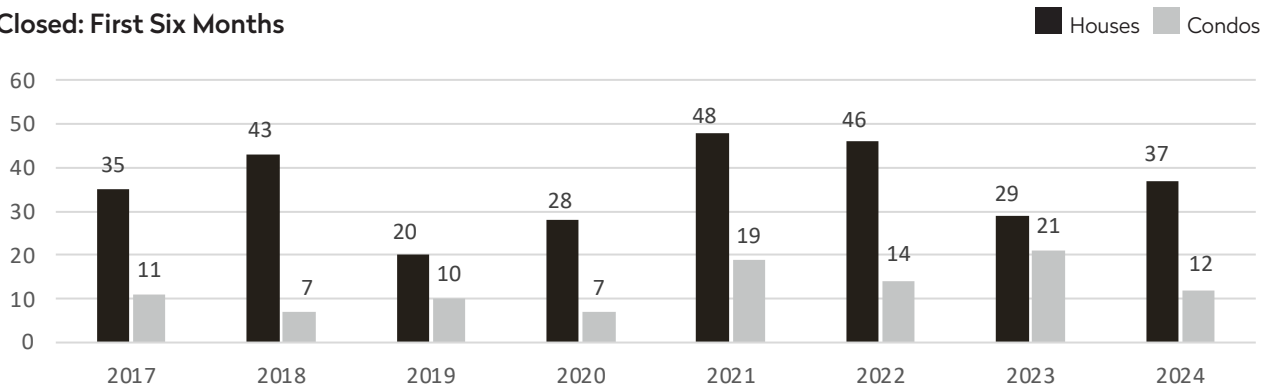
Average Sold Price Q2
2024 vs. 2023

↑ 22%

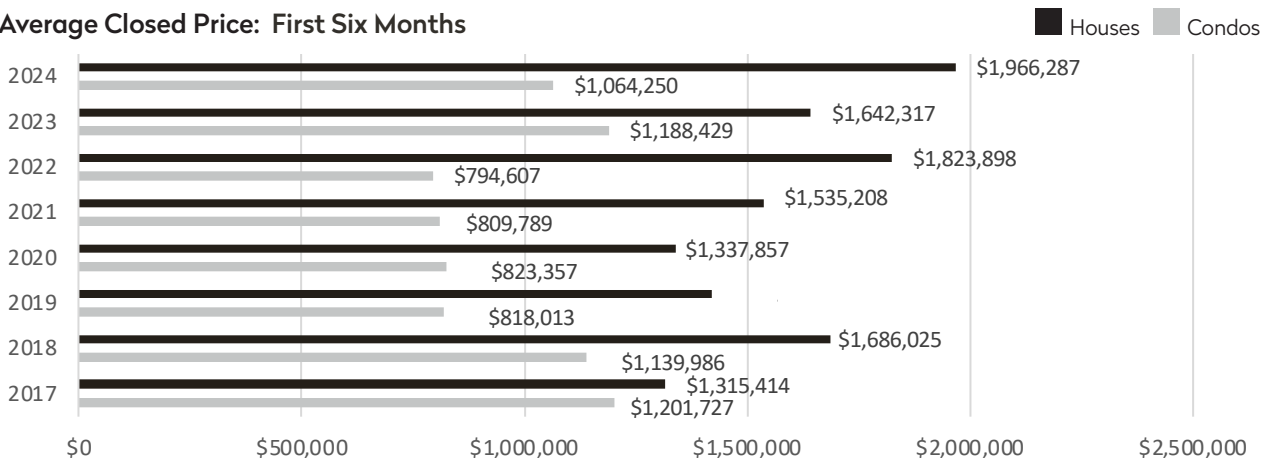
June 30 Inventory
vs. June 30, 2023

↓ 48%

Closed: First Six Months



Average Closed Price: First Six Months



Riverside Overview

Higher borrowing costs and a limited number of active houses continue to reduce the number of sales in Riverside. Despite this, prices and demand remain very strong.

Riverside saw 20 house closings in the second quarter, a 33% decrease from last year and the lowest for the quarter since 2009. There were just 11 closings under \$2.5M compared to 17 a year ago. Competition for homes remained strong, with the average days on market for closings at just 36 days, a record low for this period. The average list-to-sale price ratio was 102.1%, above 100% in Riverside for the 10th consecutive quarter.

	2024	2023	% CHANGE
Houses: Closings in Second Quarter	20	30	-33.3%
Houses: Average Closing Price Second Quarter	\$2,729,051	\$2,490,682	+9.6%
Houses: Closings First Six Months	27	38	-28.9%
Houses: Average Closing Price First Six Months	\$2,894,816	\$2,692,730	+7.5%
Houses: Pending on June 30th	15	14	+7.1%
Houses: Inventory on June 30th	21	9	+133.3%
Condos: Closings First Six Months	2	3	-33.3%
Condos: Average Closing Price First Six Months	\$977,500	\$792,000	+23.4%
Condos: Inventory on June 30th	0	3	NA

Single Family Houses

Number of Solds Q2

2024 vs. 2023

↓ 33%

Average Sold Price Q2

2024 vs. 2023

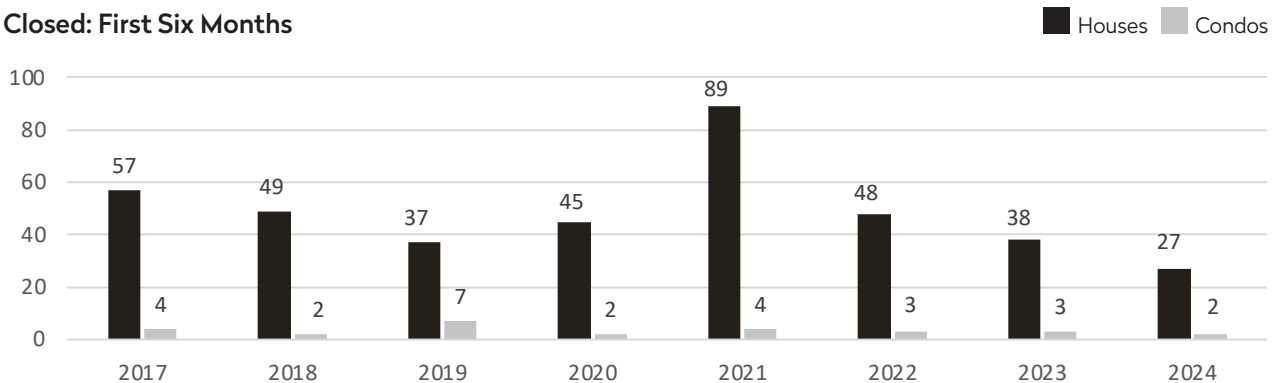
↑ 10%

June 30 Inventory

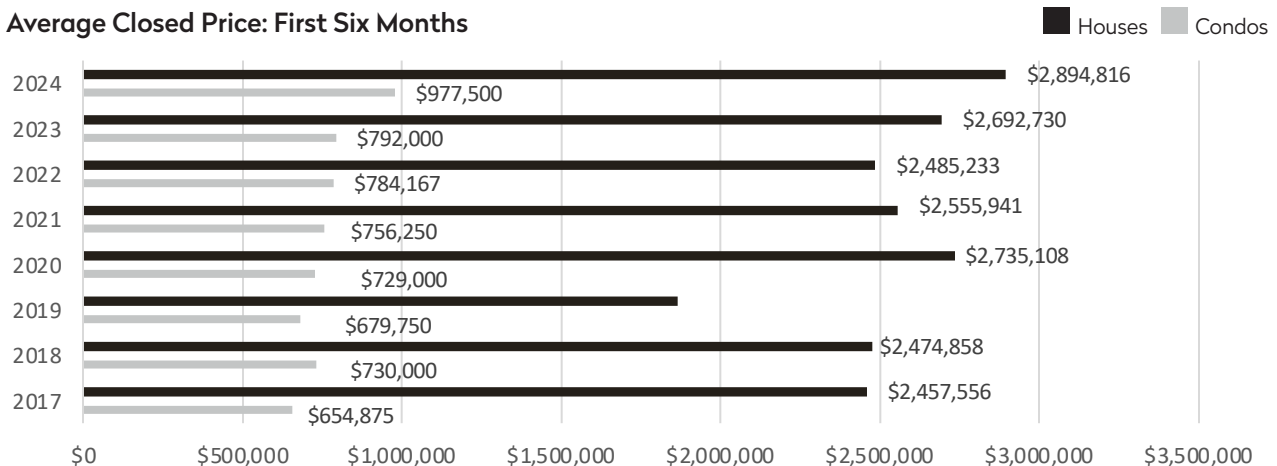
vs. June 30, 2023

↑ 133%

Closed: First Six Months



Average Closed Price: First Six Months



Old Greenwich Overview

Old Greenwich sales totals in the second quarter were consistent with last year and pre-Covid figures. However, with inventory continuing to run about 80% lower than normal, competition for homes increased during this period, and high-end sales remain strong.

There were 23 house closings in the quarter, with an average sale price of \$2.86M, the second highest ever for this period. This was bolstered by four closings over \$4M compared to just one a year ago. The closed houses had an average cumulative days on market of a record low 19. Additionally, the average list-to-close price ratio hit a second-quarter record high of 105.4%, with 16 of the 23 sold houses going for over the asking price.

	2024	2023	% CHANGE
Houses: Closings in Second Quarter	23	21	+9.5%
Houses: Average Closing Price Second Quarter	\$2,859,526	\$2,003,729	+42.7%
Houses: Closings First Six Months	31	38	-18.4%
Houses: Average Closing Price First Six Months	\$3,347,454	\$1,937,764	+72.7%
Houses: Pending on June 30th	12	13	-7.7%
Houses: Inventory on June 30th	15	15	0%
Condos: Closings First Six Months	13	11	+18.2%
Condos: Average Closing Price First Six Months	\$739,615	\$751,818	-1.6%
Condos: Inventory on June 30th	0	7	NA

Single Family Houses

Number of Solds Q2

2024 vs. 2023

↑ 10%

Average Sold Price Q2

2024 vs. 2023

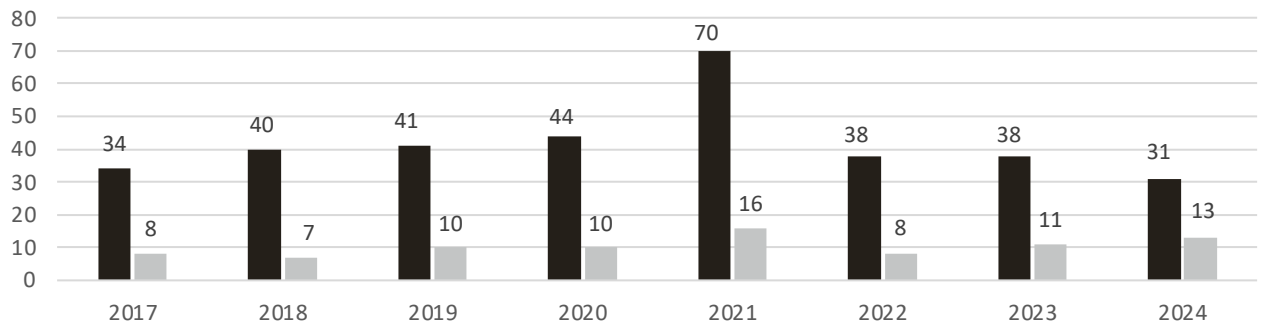
↑ 43%

June 30 Inventory

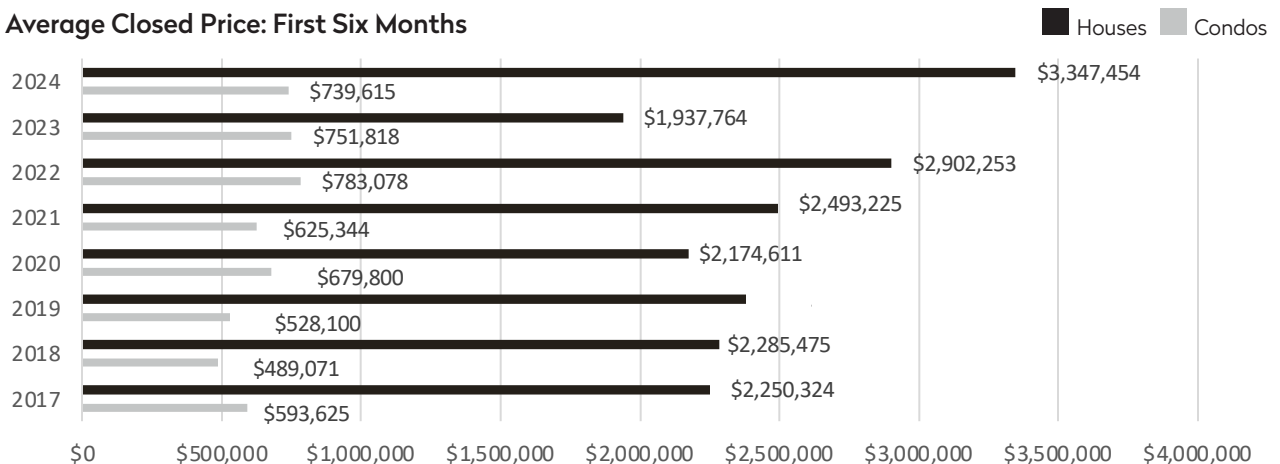
vs. June 30, 2023

0%

Closed: First Six Months



Average Closed Price: First Six Months



Stamford Overview

A limited number of active houses continues to reduce the number of sales in Stamford. Despite this, overall demand, and activity in the high-end market, remains very strong.

In the second quarter, Stamford had 153 house closings, up slightly from last year but still the second lowest for the quarter since 2009. However, there were 25 closings above \$1.5M, the most ever for this period. This helped raise the average sale price to a record-high \$1.03M. Additionally, of the 87 houses pending (houses with signed contracts yet to close) 14 had a list price of over \$1.5M compared to just four at the same time a year ago. High demand in Stamford is also reflected in an average list-to-sale price ratio of 103.9% for combined house and condo closings in the quarter.

	2024	2023	% CHANGE
Houses: Closings in Second Quarter	153	144	+6.3%
Houses: Average Closing Price Second Quarter	\$1,028,447	\$944,910	+8.8%
Houses: Closings First Six Months	241	242	-0.4%
Houses: Average Closing Price First Six Months	\$1,001,776	\$930,986	+7.6%
Houses: Pending on June 30th	87	57	+52.6%
Houses: Inventory on June 30th	133	131	+1.5%
Condos: Closings First Six Months	234	290	-19.3%
Condos: Average Closing Price First Six Months	\$430,421	\$421,140	+2.2%
Condos: Inventory on June 30th	92	94	-2.1%

Single Family Houses

Number of Solds Q2

2024 vs. 2023

↑ 6%

Average Sold Price Q2

2024 vs. 2023

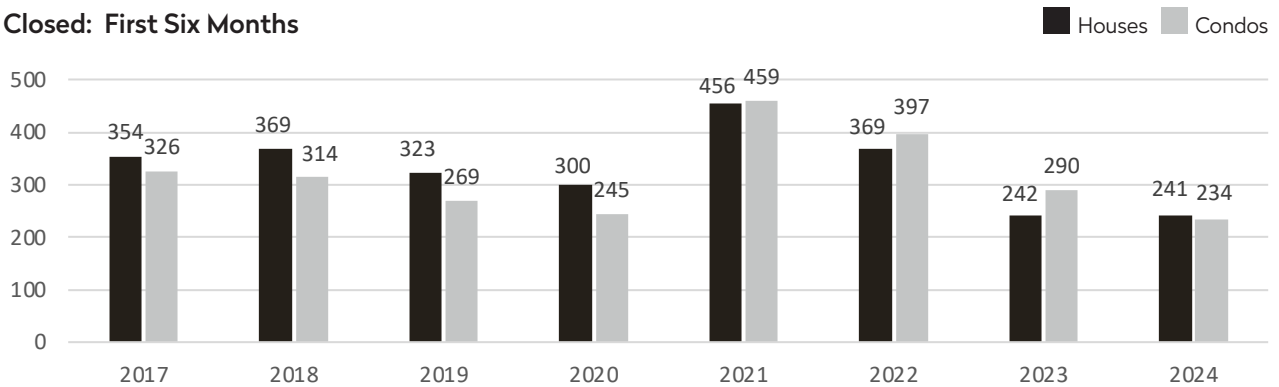
↑ 9%

June 30 Inventory

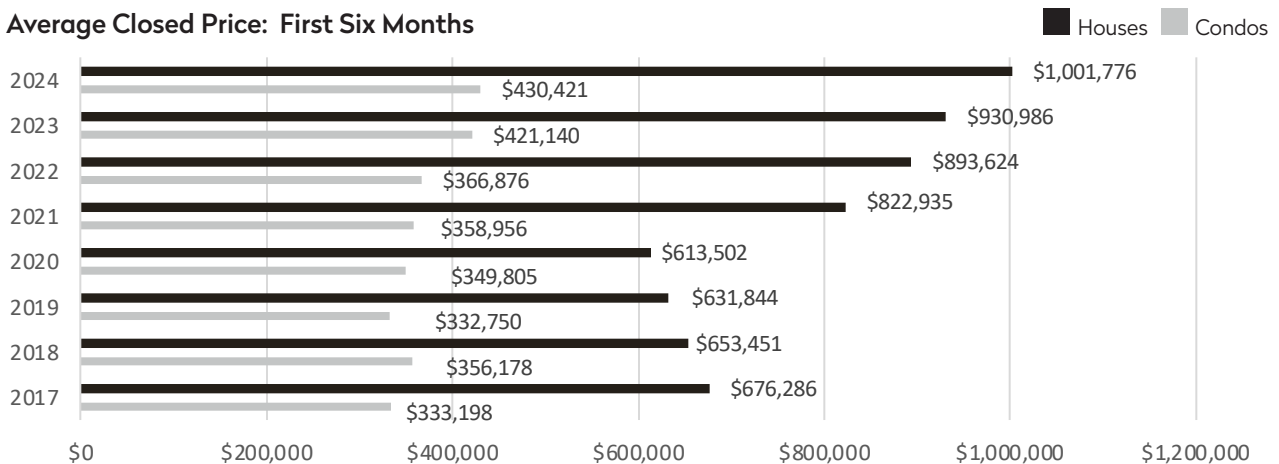
vs. June 30, 2023

↑ 2%

Closed: First Six Months



Average Closed Price: First Six Months



Darien Overview

Record-low inventory continues to keep sales totals lower than usual in Darien. However, the high-end market, and overall demand, remains strong.

In the second quarter, we had 49 house closings, a 33% decrease from last year and well below pre-Covid numbers. Despite this, there were seven closings over \$4 million, the second most ever for this period, helping the average sale price reach a record-high of \$2.5M. Additionally, Zillow's Home Value Index reported a 4% increase for Darien over the first five months of the year. Reflecting the high demand, the quarter's average list-to-close price ratio was 103%, marking the fifth straight quarter this ratio has been at least 103%.

	2024	2023	% CHANGE
Houses: Closings in Second Quarter	49	73	-32.9%
Houses: Average Closing Price Second Quarter	\$2,538,127	\$2,047,384	+24%
Houses: Closings First Six Months	71	107	-33.6%
Houses: Average Closing Price First Six Months	\$2,470,496	\$1,959,945	+26%
Houses: Pending on June 30th	42	50	-16%
Houses: Inventory on June 30th	39	47	-17%
Condos: Closings First Six Months	7	8	-12.5%
Condos: Average Closing Price First Six Months	\$991,571	\$1,344,125	-26.2%
Condos: Inventory on June 30th	2	6	-66.7%

Single Family Houses

Number of Solds Q2

2024 vs. 2023

↓ 33%

Average Sold Price Q2

2024 vs. 2023

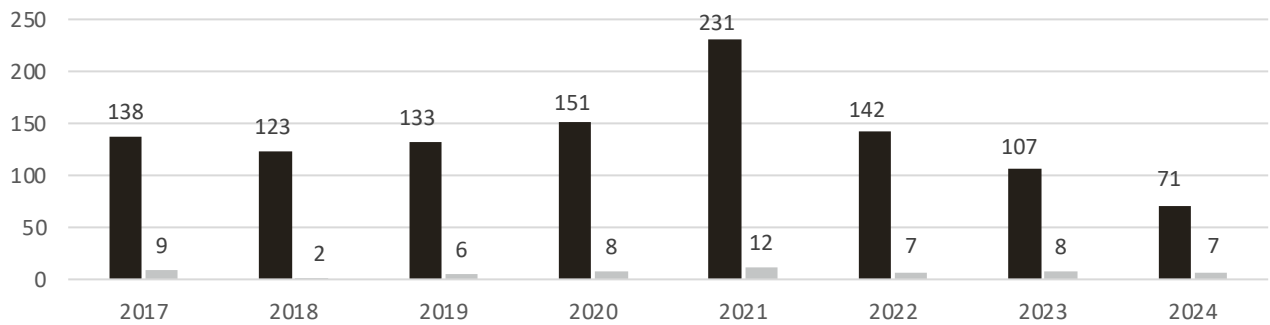
↑ 24%

June 30 Inventory

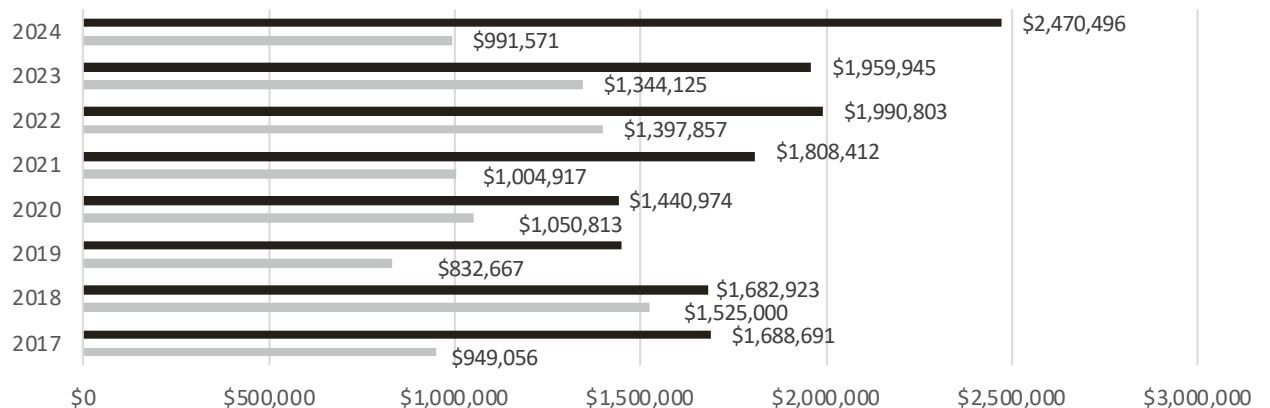
vs. June 30, 2023

↓ 17%

Closed: First Six Months



Average Closed Price: First Six Months



New Canaan Overview

Despite continued record-low inventory, New Canaan saw strong sales in the second quarter, particularly in the high-end market. There were 79 house and condo closings in the quarter, down 5% from last year but in line with pre-Covid numbers. Notably, there were five house closings over \$5 million, tied for the most ever for the quarter at this price point. This helped the average house sale price reach a record-high of \$2.4 million. Additionally, Zillow's Home Values Index reported a 4% increase in New Canaan home values over the first five months of the year. Reflecting high demand, the quarter's average house list-to-close price ratio was 103.1%, the highest for any quarter in New Canaan in the past two years.

	2024	2023	% CHANGE
Houses: Closings in Second Quarter	61	65	-6.2%
Houses: Average Closing Price Second Quarter	\$2,448,198	\$2,122,362	+15.4%
Houses: Closings First Six Months	93	96	-3.1%
Houses: Average Closing Price First Six Months	\$2,440,850	\$2,109,635	+15.7%
Houses: Pending on June 30th	43	45	-4.4%
Houses: Inventory on June 30th	71	73	-2.7%
Condos: Closings First Six Months	27	31	-12.9%
Condos: Average Closing Price First Six Months	\$1,276,582	\$1,178,471	+8.3%
Condos: Inventory on June 30th	17	25	-32%

Single Family Houses

Number of Solds Q2

2024 vs. 2023

↓ 6%

Average Sold Price Q2

2024 vs. 2023

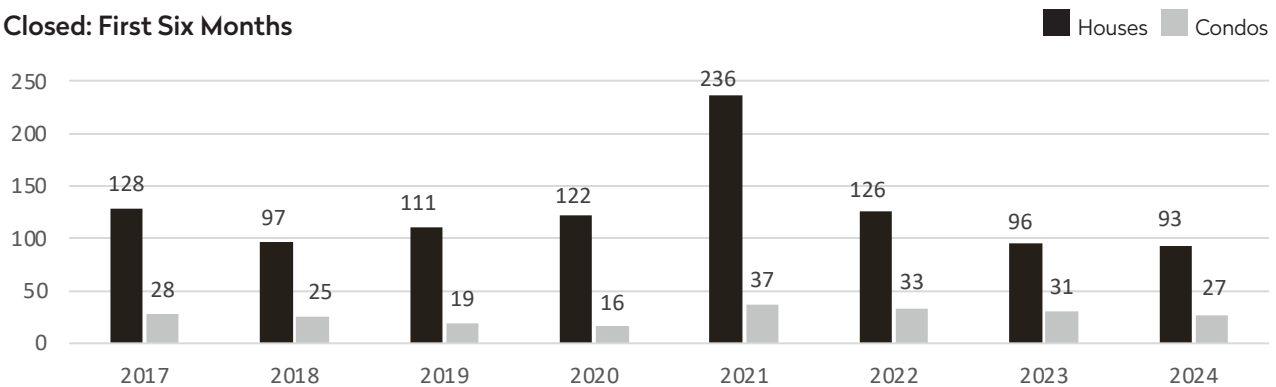
↑ 15%

June 30 Inventory

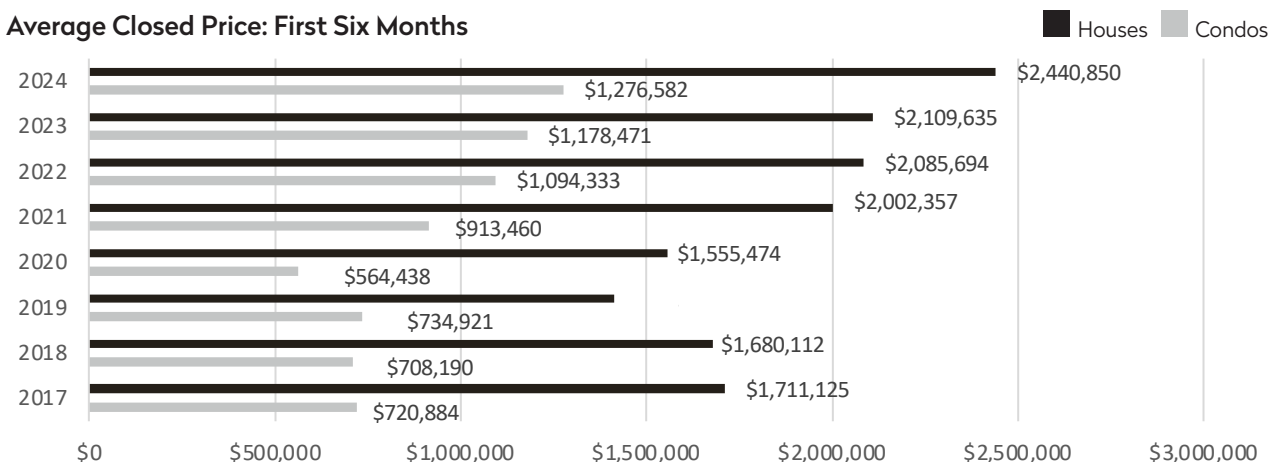
vs. June 30, 2023

↓ 3%

Closed: First Six Months



Average Closed Price: First Six Months



Norwalk Overview

A limited number of active houses continues to reduce sales in Norwalk. Despite this, the high-end market remains very strong, and demand is robust.

There were 156 house closings in the second quarter, down slightly from last year and the second lowest for this period since 2011. However, there were seven sales over \$3M, the most ever for the quarter at this price point. This helped the average house sale price reach a record high of \$1M. For the quarter, the average days on market for closings was just 23, a 45% decrease from a year ago. The average list-to-close price ratio was 106.5%, marking the fifth time in the last six quarters this ratio was above 106%.

	2024	2023	% CHANGE
Houses: Closings in Second Quarter	156	161	-3.1%
Houses: Average Closing Price Second Quarter	\$1,032,330	\$863,709	+19.5%
Houses: Closings First Six Months	240	256	-6.3%
Houses: Average Closing Price First Six Months	\$965,068	\$825,035	+17%
Houses: Pending on June 30th	61	74	-17.6%
Houses: Inventory on June 30th	74	94	-21.3%
Condos: Closings First Six Months	127	157	-19.1%
Condos: Average Closing Price First Six Months	\$425,393	\$439,241	-3.2%
Condos: Inventory on June 30th	41	39	+5.1%

Single Family Houses

Number of Solds Q2
2024 vs. 2023

↓ 3%

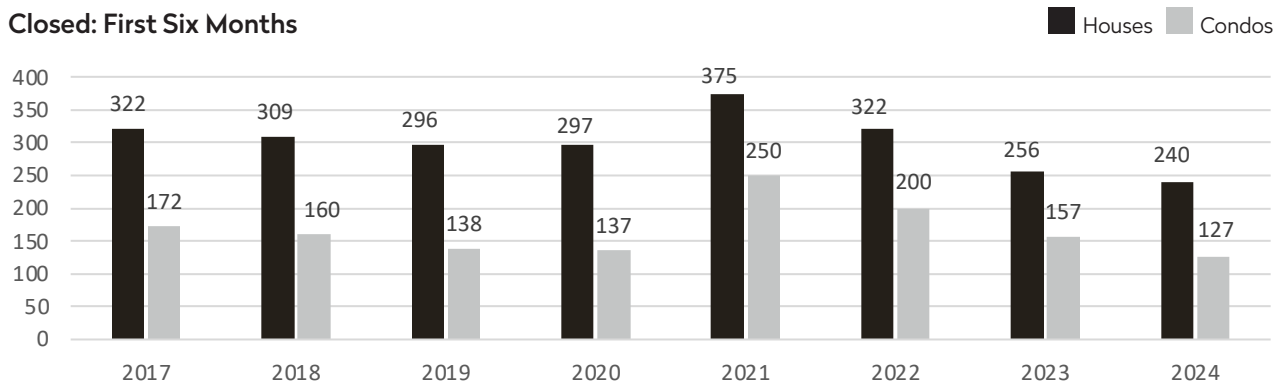
Average Sold Price Q2
2024 vs. 2023

↑ 20%

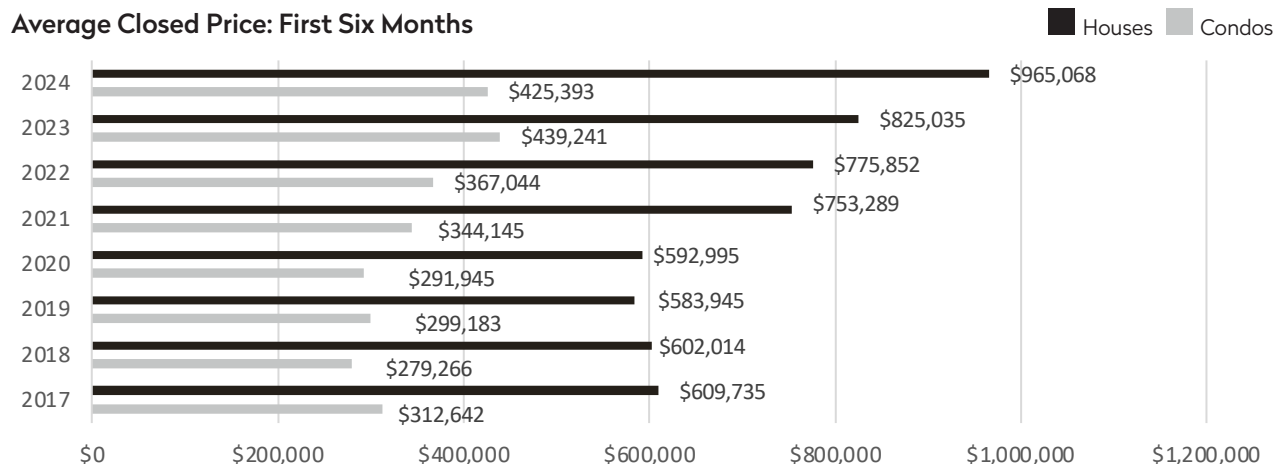
June 30 Inventory
vs. June 30, 2023

↓ 21%

Closed: First Six Months



Average Closed Price: First Six Months



Rowayton Overview

Rowayton sales totals in the second quarter were up 44% from last year and consistent with pre-Covid figures. Meanwhile, with inventory levels continuing to run about 90% lower than normal, competition for homes remained very high, and high-end sales were strong.

There were 23 closings in the quarter, with an average sale price of \$2.1M, the second highest ever for this period. This was bolstered by five closings over \$3M, the most ever for the quarter. The closed houses had a median cumulative days on market of just 19 days. Additionally, the average list-to-close price ratio was a 103.4%, with 13 of the 23 sold houses going for at or over the asking price.

	2024	2023	% CHANGE
Houses: Closings in Second Quarter	23	16	+43.8%
Houses: Average Closing Price Second Quarter	\$2,114,570	\$2,317,281	-8.7%
Houses: Closings First Six Months	33	23	+43.5%
Houses: Average Closing Price First Six Months	\$2,029,367	\$2,101,849	-3.4%
Houses: Pending on June 30th	6	9	-33.3%
Houses: Inventory on June 30th	9	9	0%
Condos: Closings First Six Months	2	7	-71.4%
Condos: Average Closing Price First Six Months	\$465,000	\$1,840,286	-74.7%
Condos: Inventory on June 30th	3	1	+200%

Single Family Houses

Number of Solds Q2
2024 vs. 2023

↑ 44%

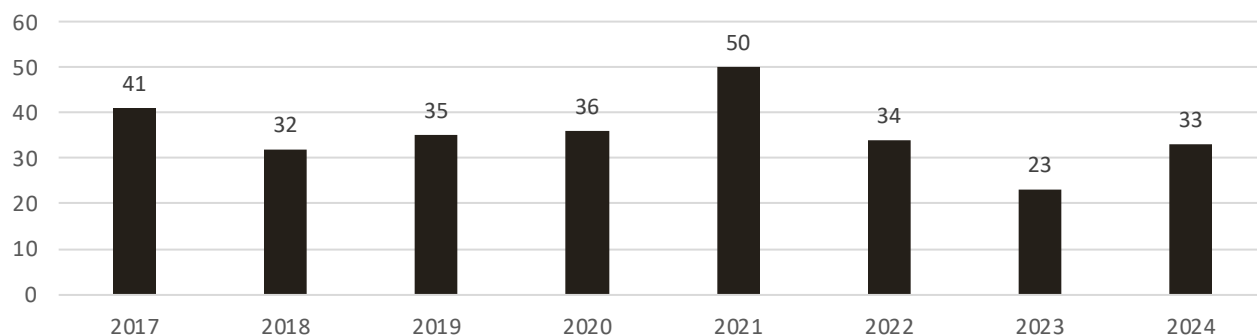
Average Sold Price Q2
2024 vs. 2023

↓ 9%

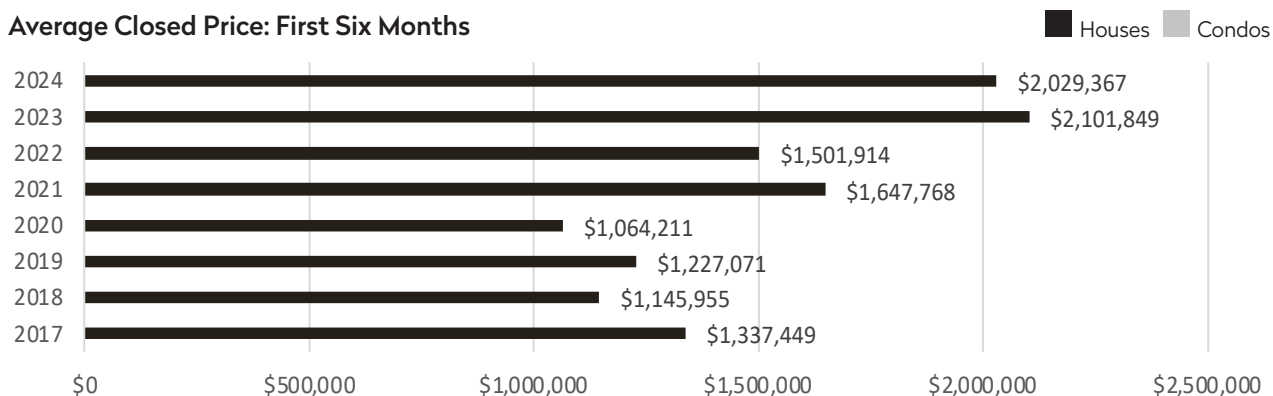
June 30 Inventory
vs. June 30, 2023

0%

Closed: First Six Months



Average Closed Price: First Six Months



Wilton Overview

Despite continued record-low inventory, Wilton saw strong sales in the second quarter, particularly in the high-end market.

There were 67 house closings in the quarter, up 10% from last year and in line with pre-Covid numbers. Notably, there were 10 closings over \$2M, the most ever for the quarter at this price point. This helped the average house sale price reach a record high of \$1.4 million. Competition for homes remained strong, with the average days on market for closings at just 24 days, a 46% decrease from last year and a record low for the quarter. The average list-to-sale price ratio was 107.7%, above 101% in Wilton for the 10th consecutive quarter.

	2024	2023	% CHANGE
Houses: Closings in Second Quarter	67	61	+9.8%
Houses: Average Closing Price Second Quarter	\$1,431,409	\$1,299,243	+10.2%
Houses: Closings First Six Months	109	88	+23.9%
Houses: Average Closing Price First Six Months	\$1,301,284	\$1,243,155	+4.7%
Houses: Pending on June 30th	34	37	-8.1%
Houses: Inventory on June 30th	46	44	+4.5%
Condos: Closings First Six Months	8	10	-20%
Condos: Average Closing Price First Six Months	\$548,250	\$550,200	-0.4%
Condos: Inventory on June 30th	8	8	0%

Single Family Houses

Number of Solds Q2

2024 vs. 2023

↑ 10%

Average Sold Price Q2

2024 vs. 2023

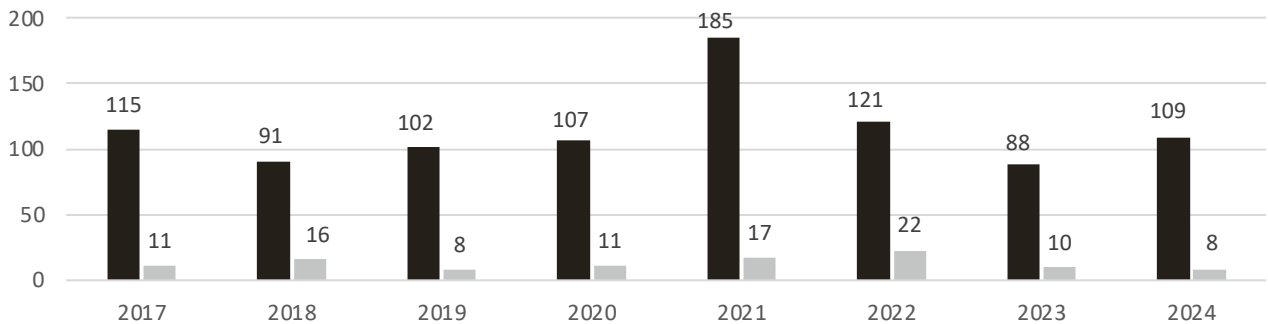
↑ 10%

June 30 Inventory

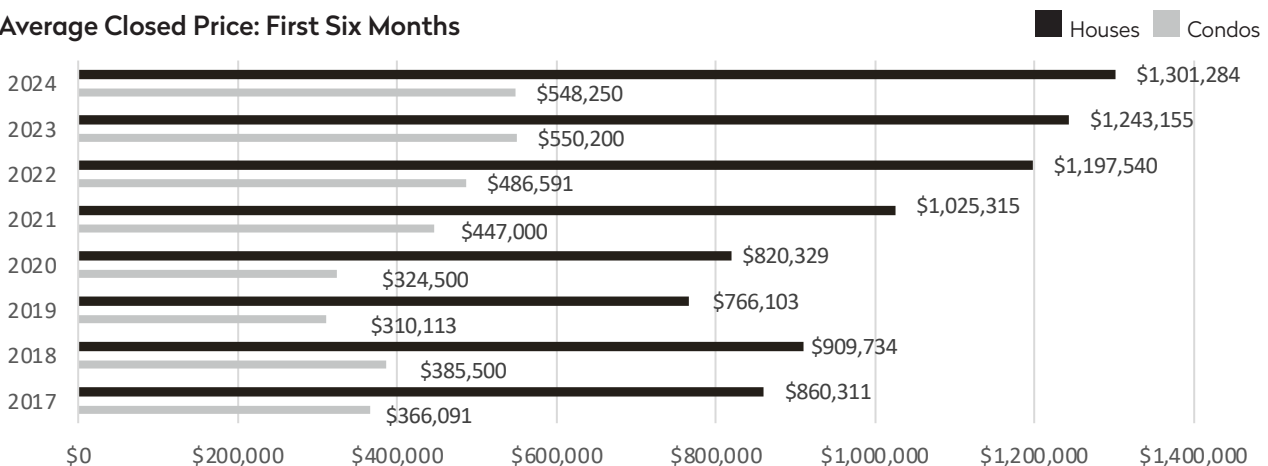
vs. June 30, 2023

↑ 5%

Closed: First Six Months



Average Closed Price: First Six Months



Westport Overview

A limited number of active houses continues to reduce sales in Westport. Despite this, demand and prices remain strong, and the Westport condo market is robust.

In the second quarter, Westport had 86 house closings, the lowest for the quarter since 2009. Although the average sale price was down 10% from last year, it was still the third-highest ever for the quarter. Additionally, Zillow's Home Values Index reports a 4% increase in Westport home values over the first five months of the year. Notably, the Westport condo market is seeing very strong sales, with 17 condo closings in the second quarter, up from just two in the same period last year. Eleven of these condos sold for over \$1M.

	2024	2023	% CHANGE
Houses: Closings in Second Quarter	86	94	-8.5%
Houses: Average Closing Price Second Quarter	\$2,380,330	\$2,651,315	-10.2%
Houses: Closings First Six Months	131	147	-10.9%
Houses: Average Closing Price First Six Months	\$2,412,354	\$2,477,673	-2.6%
Houses: Pending on June 30th	57	78	-26.9%
Houses: Inventory on June 30th	81	103	-21.4%
Condos: Closings First Six Months	26	7	+271.4%
Condos: Average Closing Price First Six Months	\$1,473,731	\$778,643	+89.3%
Condos: Inventory on June 30th	17	18	-5.6%

Single Family Houses

Number of Solds Q2

2024 vs. 2023

↓ 9%

Average Sold Price Q2

2024 vs. 2023

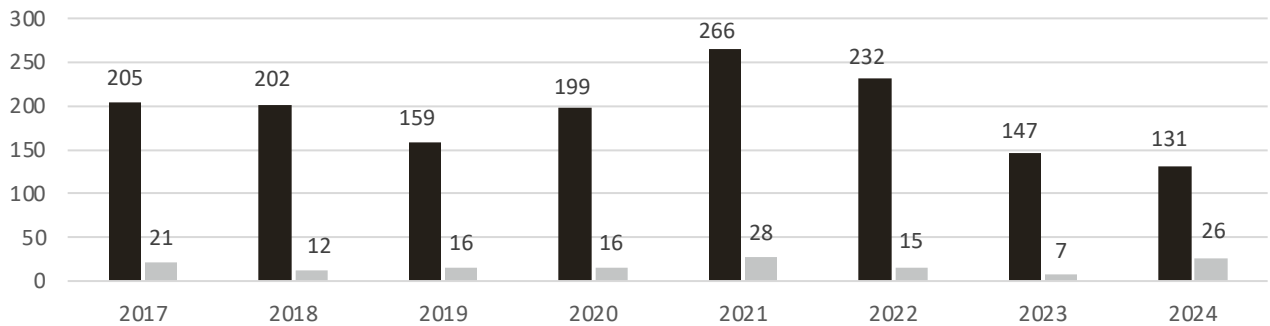
↓ 10%

June 30 Inventory

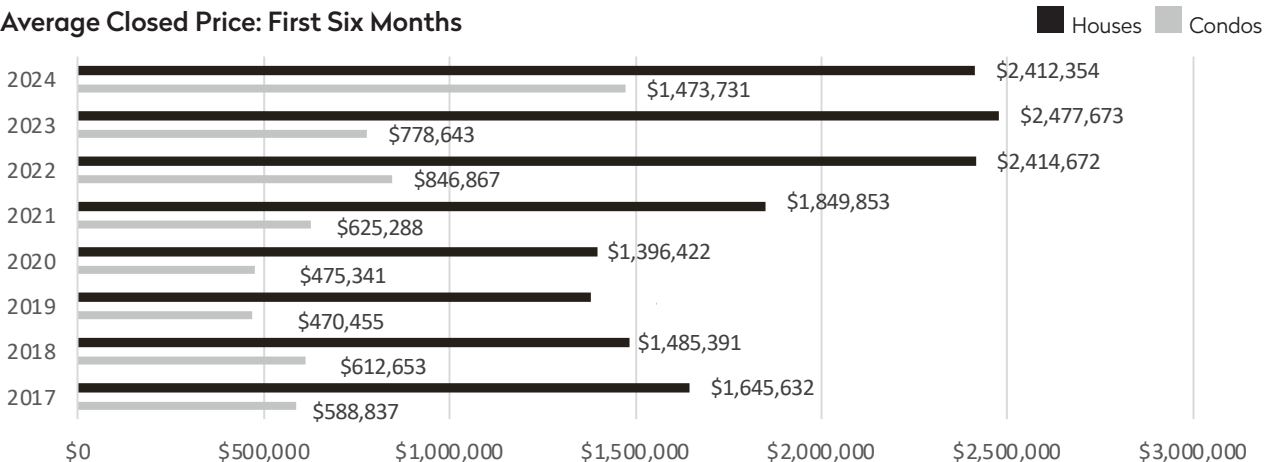
vs. June 30, 2023

↓ 21%

Closed: First Six Months



Average Closed Price: First Six Months



Weston Overview

Weston sales totals in the second quarter were consistent with both last year's and pre-Covid figures. However, with inventory still running about 75% lower than normal, though slightly higher than last year, competition for homes remained strong and high-end sales were robust.

There were 45 closings in the quarter, with an average sale price of \$1.58M, a record high for this period. This was bolstered by nine closings over \$2M, compared to six a year ago. The closed houses had a median cumulative days on market of just 17. Additionally, the average list-to-close price ratio was 105.3%, with 24 of the 45 sales going for over the asking price.

	2024	2023	% CHANGE
Houses: Closings in Second Quarter	45	46	-2.2%
Houses: Average Closing Price Second Quarter	\$1,579,956	\$1,271,818	+24.2%
Houses: Closings First Six Months	62	67	-7.5%
Houses: Average Closing Price First Six Months	\$1,452,228	\$1,218,518	+19.2%
Houses: Pending on June 30th	15	39	-61.5%
Houses: Inventory on June 30th	44	36	+22.2%

Single Family Houses

Number of Solds Q2

2024 vs. 2023

↓ 2%

Average Sold Price Q2

2024 vs. 2023

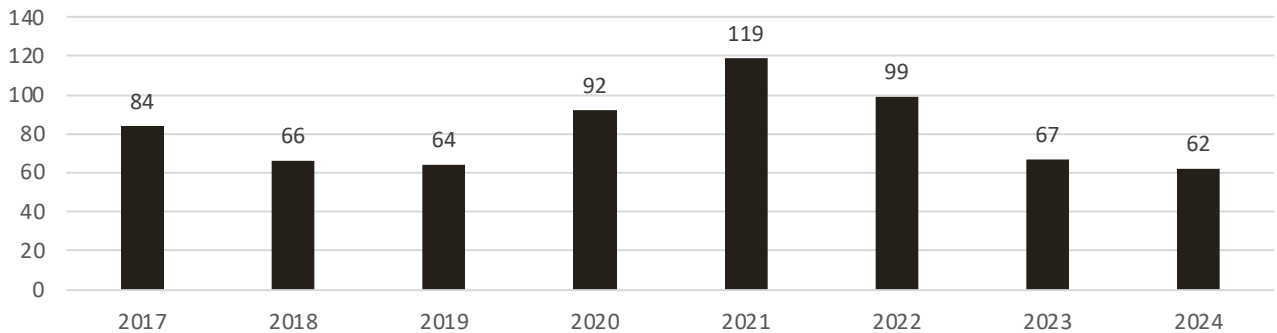
↑ 24%

June 30 Inventory

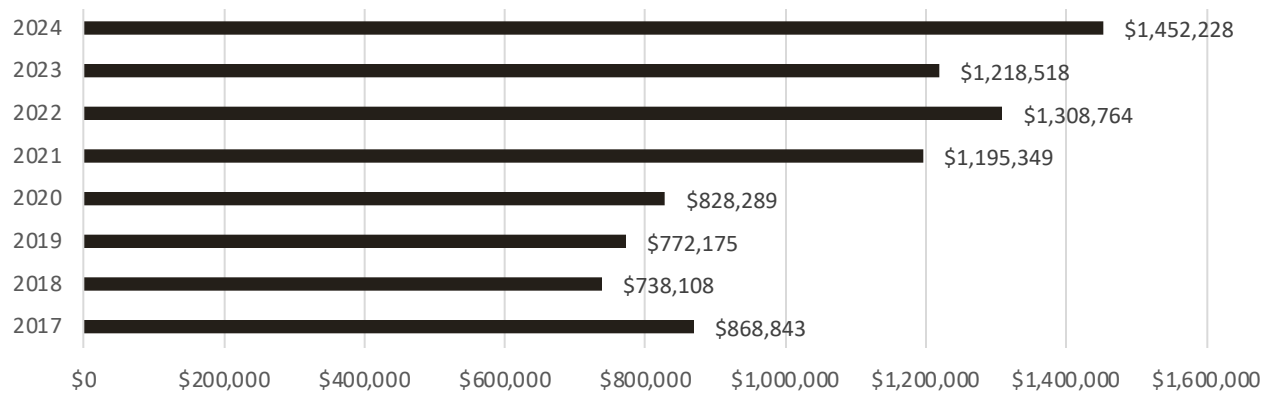
vs. June 30, 2023

↑ 22%

Closed: First Six Months



Average Closed Price: First Six Months



Fairfield Overview

A limited number of active houses—inventory levels are 77% below pre-Covid levels—continues to reduce sales in Ridgefield. Despite this, the high-end market remains very strong, and demand is robust.

There were 167 house closings in the quarter, up slightly from last year but still the second lowest since 2009. Notably, there were seven sales over \$2 million, the second highest ever for the quarter at this price point. This helped the average house sale price reach a \$1.19M. The average days on market for closings was just 28 days, a second quarter record low. The average list-to-close price ratio was 103.9%, with 62% of sales going over the asking price.

	2024	2023	% CHANGE
Houses: Closings in Second Quarter	167	164	+1.8%
Houses: Average Closing Price Second Quarter	\$1,185,952	\$1,166,499	+1.7%
Houses: Closings First Six Months	251	267	-6%
Houses: Average Closing Price First Six Months	\$1,128,047	\$1,055,667	+6.9%
Houses: Pending on June 30th	69	65	+6.2%
Houses: Inventory on June 30th	128	153	-16.3%
Condos: Closings First Six Months	44	50	-12%
Condos: Average Closing Price First Six Months	\$741,514	\$628,708	+17.9%
Condos: Inventory on June 30th	18	18	0%

Single Family Houses

Number of Solds Q2

2024 vs. 2023

↑ 2%

Average Sold Price Q2

2024 vs. 2023

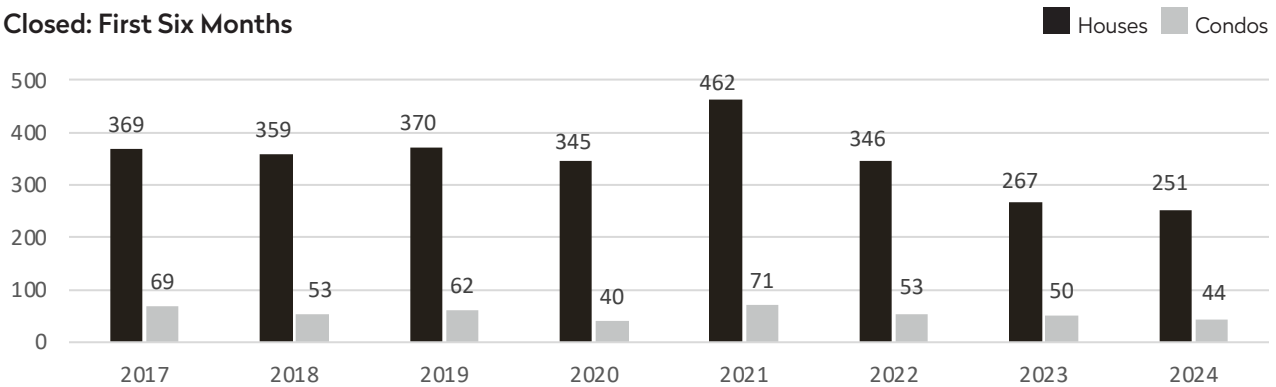
↑ 2%

June 30 Inventory

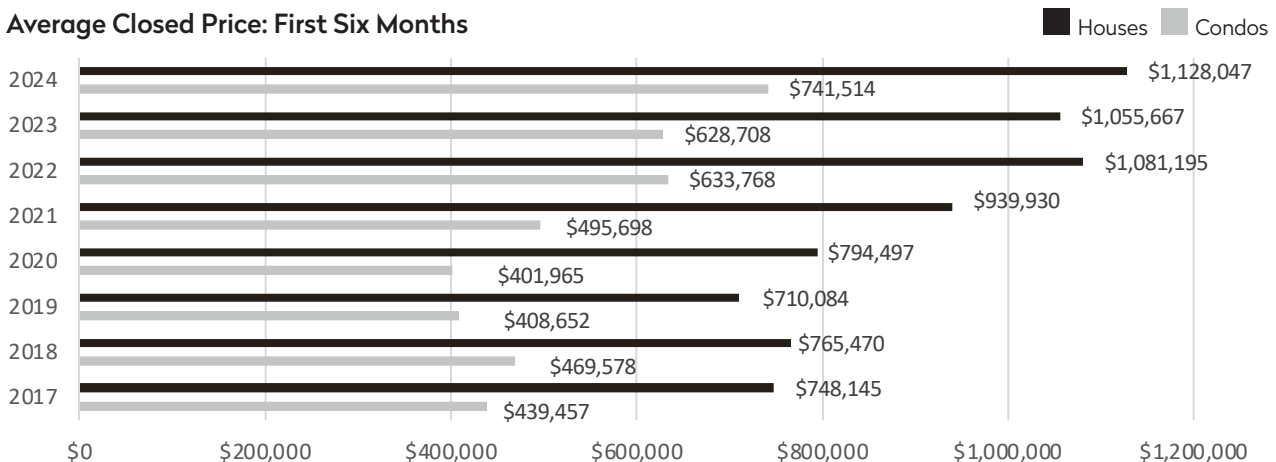
vs. June 30, 2023

↓ 16%

Closed: First Six Months



Average Closed Price: First Six Months



Ridgefield Overview

A limited number of active houses—inventory levels are over 80% below pre-Covid levels—continues to reduce sales in Ridgefield. Despite this, the high-end market remains very strong, and demand is robust.

There were 63 house closings in the quarter, down 18% from last year and the lowest since 2009. Notably, there were five sales over \$2 million, the highest ever for the quarter at this price point. This helped the average house sale price reach \$1.2M, the second highest ever for the quarter. The average days on market for closings was just 23 days, a record low. The average list-to-close price ratio was 105.1%, with 60% of closings going over the asking

	2024	2023	% CHANGE
Houses: Closings in Second Quarter	63	77	-18.2%
Houses: Average Closing Price Second Quarter	\$1,180,103	\$1,435,487	-17.8%
Houses: Closings First Six Months	95	124	-23.4%
Houses: Average Closing Price First Six Months	\$1,124,699	\$1,305,189	-13.8%
Houses: Pending on June 30th	47	41	+14.6%
Houses: Inventory on June 30th	56	57	-1.8%
Condos: Closings First Six Months	29	24	+20.8%
Condos: Average Closing Price First Six Months	\$540,415	\$538,500	+0.4%
Condos: Inventory on June 30th	9	5	+80%

Single Family Houses

Number of Solds Q2

2024 vs. 2023

↓ 18%

Average Sold Price Q2

2024 vs. 2023

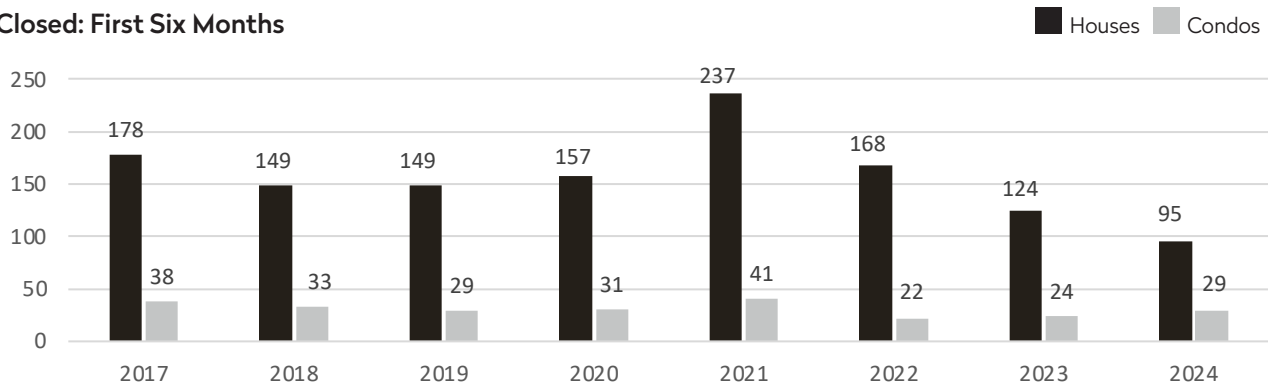
↓ 18%

June 30 Inventory

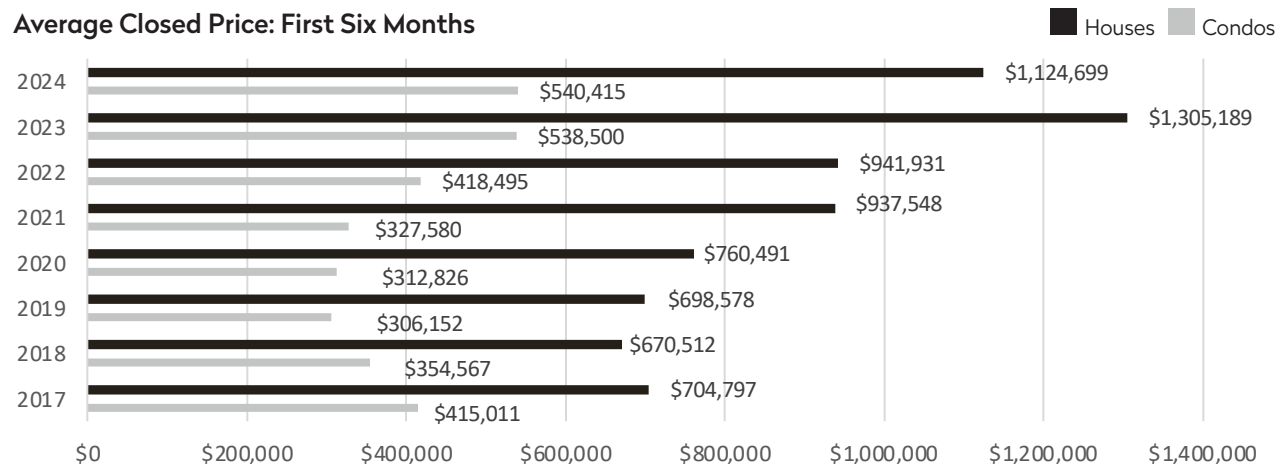
vs. June 30, 2023

↓ 2%

Closed: First Six Months



Average Closed Price: First Six Months



Redding Overview

Record-low inventory continues to keep sales totals lower than usual in Redding. However, the high-end market and overall demand remain strong.

In the first half of the year, we had 41 house closings, similar to last year but still the lowest since 2012. Notably, there were 14 closings over \$1M, up from 10 a year ago. This helped the average sale price reach a record high of \$991K. Additionally, Zillow's Home Value Index reports Redding having a 4% increase in home values over the first five months of 2024. Reflecting the high demand, closings in the first half of the year had an average list-to-close price ratio of 101.4%, with 54% going at or over the list price.

	2023	2022	% CHANGE
Houses: Closings in Second Quarter	15	26	-42.3%
Houses: Average Closing Price Second Quarter	\$1,055,150	\$927,683	+13.7%
Houses: Closings First Six Months	41	42	-2.4%
Houses: Average Closing Price First Six Months	\$990,670	\$872,857	+13.5%
Houses: Pending on June 30th	21	15	+40%
Houses: Inventory on June 30th	32	30	+6.7%
Condos: Closings First Six Months	4	2	+100%
Condos: Average Closing Price First Six Months	\$459,000	\$514,950	-10.9%
Condos: Inventory on June 30th	0	0	NA

Single Family Houses

Number of Solds Q2
2024 vs. 2023

↓ 42%

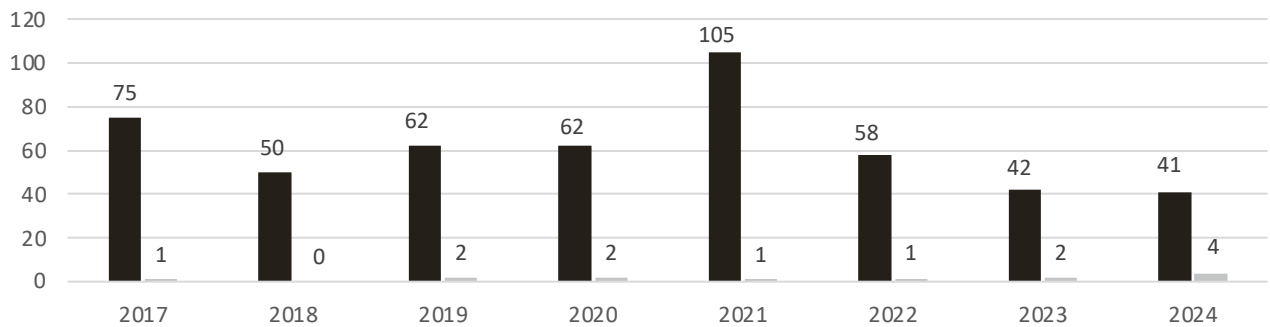
Average Sold Price Q2
2024 vs. 2023

↑ 14%

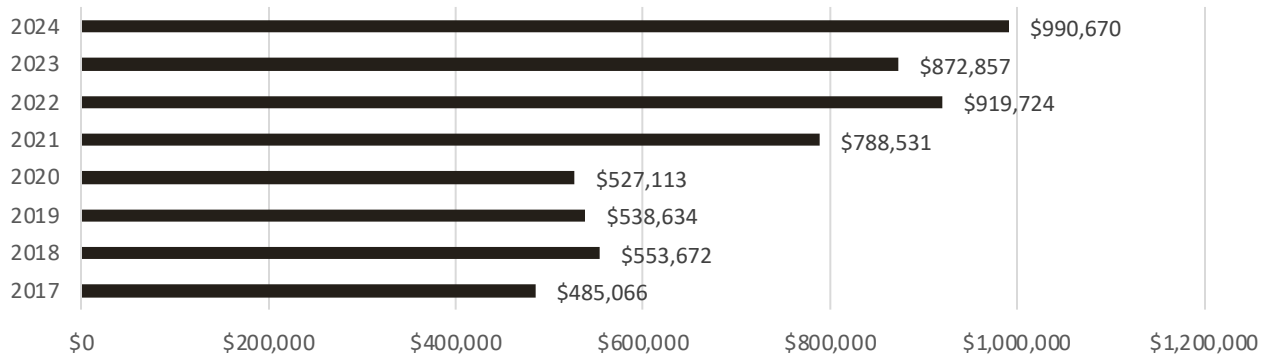
June 30 Inventory
vs. June 30, 2023

↑ 7%

Closed: First Six Months



Average Closed Price: First Six Months



Easton Overview

Higher borrowing costs and a limited number of active houses continue to reduce the number of sales in Easton. Despite this, home values are rising and competition among buyers remains strong.

Easton saw 25 closings in the second quarter, similar to last year but still the lowest for the quarter since 2011. The median sale price increased just 2%. However, the sold price per square foot rose 8% year-over-year, and the Zillow Home Values Index reported Easton as having an 11% increase over the past year. Additionally, competition for homes remains strong with the average days on market at just 63, 24% faster than the previous year.

	2024	2023	% CHANGE
Houses: Closings in Second Quarter	25	26	-3.8%
Houses: Average Closing Price Second Quarter	\$988,560	\$1,046,433	-5.5%
Houses: Closings First Six Months	39	45	-13.3%
Houses: Average Closing Price First Six Months	\$974,228	\$939,839	+3.7%
Houses: Pending on June 30th	11	12	-8.3%
Houses: Inventory on June 30th	19	20	-5%

Single Family Houses

Number of Solds Q2

2024 vs. 2023

↓ 4%

Average Sold Price Q2

2024 vs. 2023

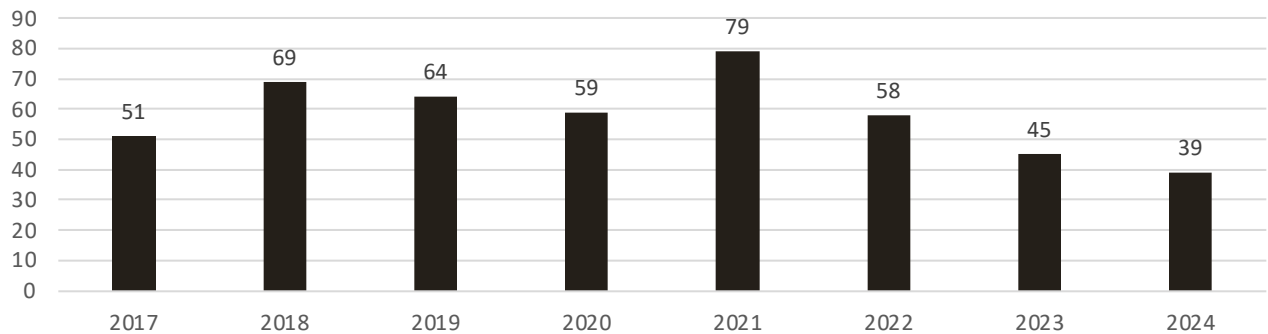
↓ 6%

June 30 Inventory

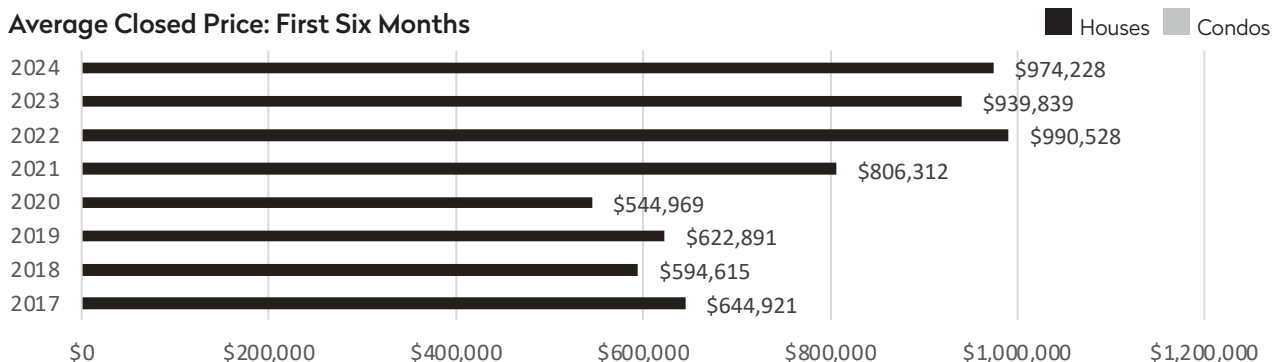
vs. June 30, 2023

↓ 5%

Closed: First Six Months



Average Closed Price: First Six Months



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SECOND QUARTER 2024

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