

Q3

2025

MARKET  
REPORT

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NO CO

**Brown Harris Stevens** THE Craft of Research

18 Tokeneke Trail, Darien



# Lower Fairfield County

Brown Harris Stevens

## Q3 2025 Overview

Lower Fairfield County's market held relatively steady in the third quarter, with both inventory and sales totals a bit lower year over year, while high-end activity and buyer competition showed notable increases.

The number of sales in the quarter—1,565 combined houses and condos—was essentially even with the past two years, though still about 15% below what we typically saw before Covid. Where sales numbers did rise significantly was at the high end. There were 113 house sales over \$4 million, up from 90 last year and the most ever for a third quarter. Thirteen sales topped \$10 million, more than double the amount we saw a year ago. The condo market showed similar strength at the upper end, with 78 sales above \$1 million compared to 68 a year ago.

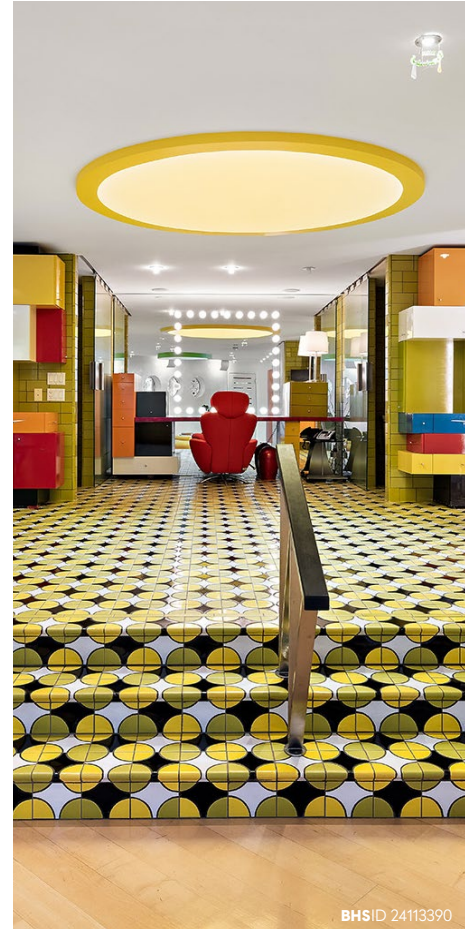
Fueled by this high-end activity, prices continued to move higher. The median house sale price reached \$1.4 million, up from \$1.265 million last year, while the condo median rose to \$515,000 from \$490,000.

Demand continues to run far ahead of supply. Houses in the quarter sold for an average of 103.8% of asking price and condos for 102.4%, marking the 11th straight quarter above 100% for houses and the 10th for condos. Zillow's latest national data underscores how competitive the market is: Fairfield County ranks fifth among the 250 largest U.S. metro areas for list-to-sale ratio, with all five top markets located in Connecticut or New York. The county also placed 13th nationally in Zillow's "Heat Index," which measures the intensity of seller markets.

The pace of sales stayed at or near record levels. Houses closed in a median of 16 days, down from 19 a year ago and the fastest on record for a third quarter. Condos posted a median of 18 days, just slightly above last year's pace.

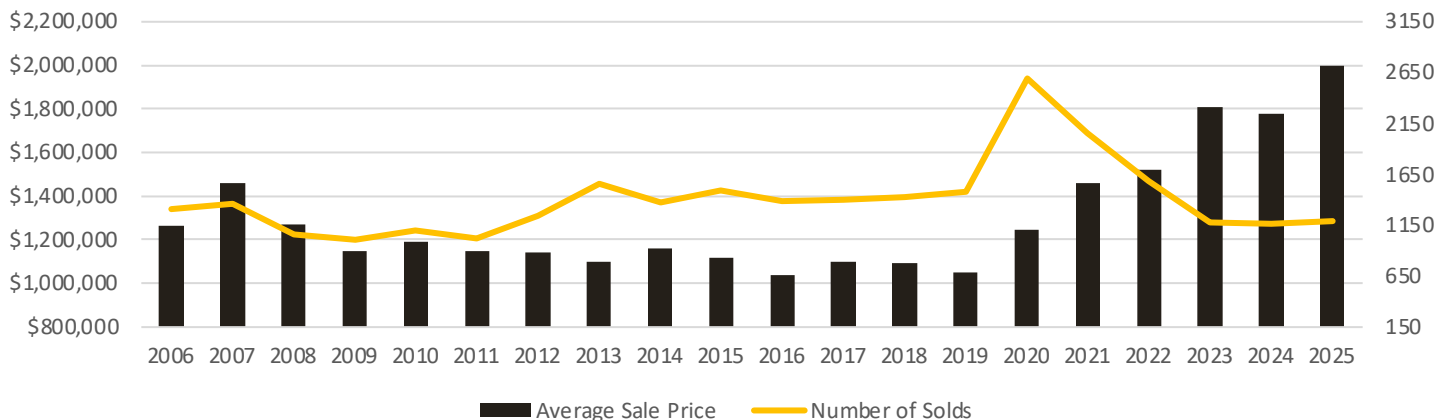
Inventory edged lower. There were 805 active house listings at the end of September, down 9% year over year, while the absorption rate held steady at 2.6 months—meaning it would take about two and a half months to sell all inventory at the current pace of sales. The condo absorption rate was similarly tight at 2.3 months, nearly identical to last year.

We did see some positive movement on mortgage rates in September. The 30-year fixed averaged 6.35%, down from 6.59% in August, with jumbo loans averaging 6.54%. While inflation concerns still leave further near-term declines uncertain, rates appear to be trending in the right direction for our market.



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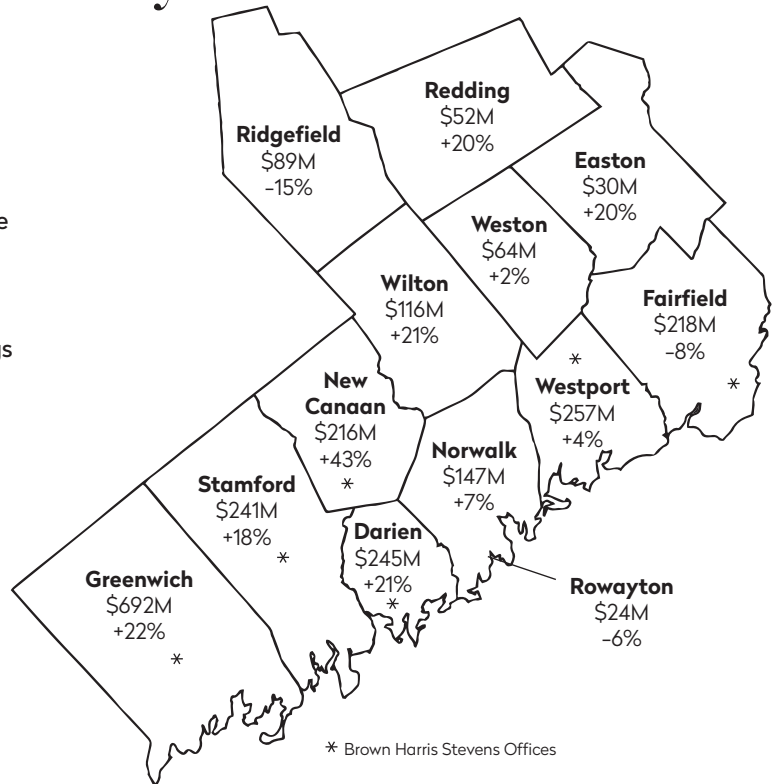
Q3 2025: Average Closing Price/Number of Closings - Lower Fairfield County Houses



# Lower Fairfield County

## Dollar Volume of House Sales Q3 2025 vs. Q3 2024

To the right is a look at the total dollar volume of house sales for each town for the 3rd 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 3rd quarter for Lower Fairfield County was \$2.37 billion, an increase of 14% vs. the 3rd quarter of 2024.



## TOWN COMPARISON: SOLD HOUSES - 3RD QUARTER

Town	# of Closed Houses		% change	Average Closing Price		% change
	2025	2024		2025	2024	
Darien	87	76	+14.5%	\$2,819,249	\$2,665,976	+5.7%
Easton	30	22	+36.4%	\$999,692	\$1,132,055	-11.7%
Fairfield	162	180	-10%	\$1,343,982	\$1,310,641	+2.5%
All of Greenwich	161	159	+1.3%	\$4,297,665	\$3,576,701	+20.2%
New Canaan	70	59	+18.6%	\$3,080,601	\$2,556,910	+20.5%
Norwalk	149	143	+4.2%	\$986,606	\$963,155	+2.4%
Redding	42	37	+13.5%	\$1,235,452	\$1,168,208	+5.8%
Ridgefield	70	88	-20.5%	\$1,270,019	\$1,194,744	+6.3%
Rowayton*	12	13	-7.7%	\$2,005,417	\$1,972,769	+1.7%
Southport*	12	19	-36.8%	\$2,507,838	\$2,613,105	-4%
Stamford	198	200	-1%	\$1,218,967	\$1,023,261	+19.1%
Weston	42	40	+5%	\$1,521,803	\$1,573,524	-3.3%
Westport	98	96	+2.1%	\$2,623,206	\$2,568,440	+2.1%
Wilton	75	69	+8.7%	\$1,548,695	\$1,387,346	+11.6%

\*Sales in Rowayton and Southport are also included in Norwalk and Fairfield totals, respectively.

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:** All of Greenwich (including Cos Cob, Riverside, and Old Greenwich) had 161 house closings in the 3rd quarter, similar to the past three years. High-end activity stood out with 11 sales over \$10M, up from four a year ago. However, with fewer sales between \$3M and \$7M, the median sale price for the quarter held steady at \$3.05M. The median time on market was 28 days, reflecting the fast-moving market.

**Inventory:** At the end of September, we had 130 houses on the market, down 28% year-over-year. The absorption rate was 3.1 months, meaning it would take just over three months to sell all inventory at the current sales pace, down from 4.4 months a year ago.

	2025	2024	% CHANGE
Houses: Closings in Q3	161	159	+1.3%
Houses: Average Closing Price in Q3	\$4,297,665	\$3,576,701	+20.2%
Houses: Closings First 9 Months	393	385	+2.1%
Houses: Average Closing Price First 9 Months	\$4,223,609	\$3,569,106	+18.3%
Houses: Pending on September 30	55	58	-5.2%
Houses: Inventory on September 30	130	180	-27.8%
Condos: Closings First 9 Months	122	152	-19.7%
Condos: Average Closing Price First 9 Months	\$1,379,411	\$1,356,078	+1.7%
Condos: Inventory on September 30	43	34	+26.5%

## Single Family Houses

Number of Solds Q3  
2025 vs. 2024

↑ 1%

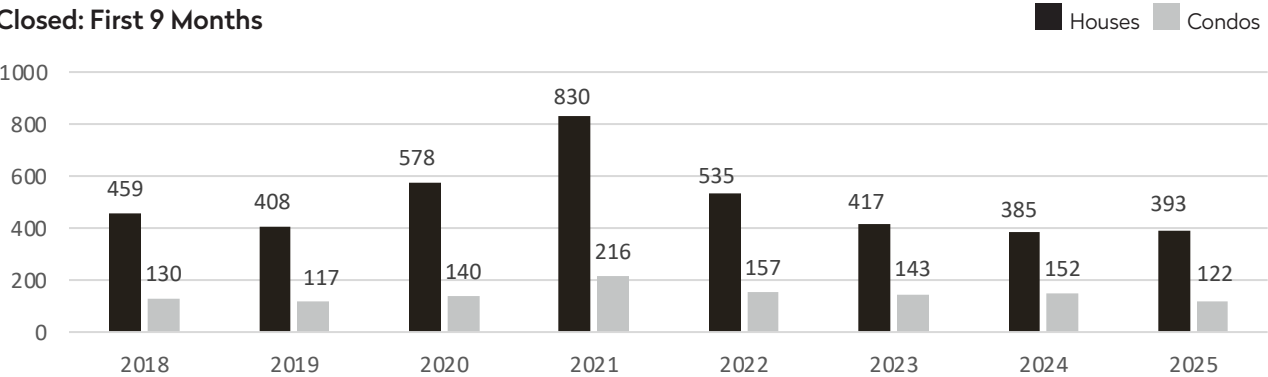
Average Sold Price Q3  
2025 vs. 2024

↑ 20%

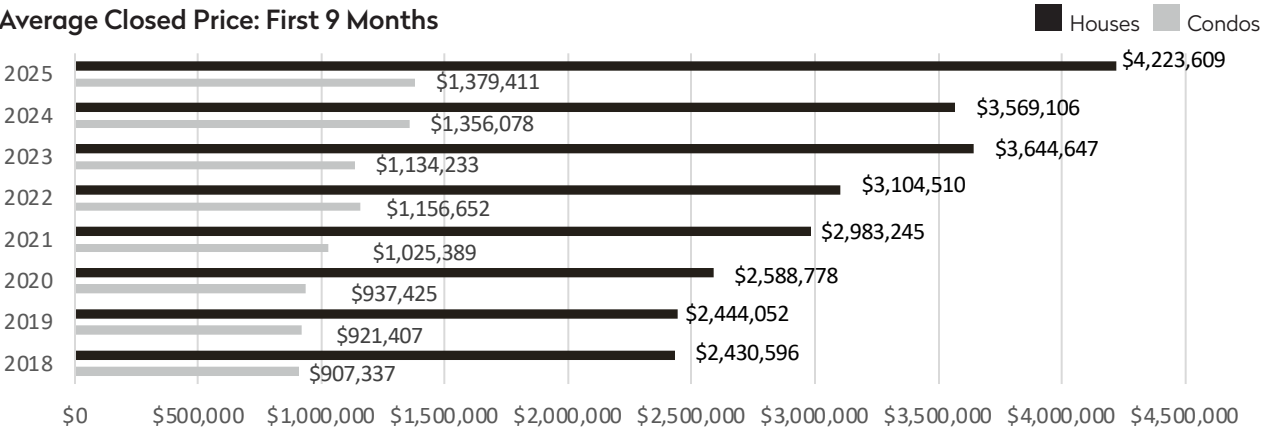
Sept. Inventory  
vs. Sept. 30, 2024

↓ 28%

## Closed: First 9 Months



## Average Closed Price: First 9 Months



# Greenwich Overview

**Sales:** Greenwich had 96 house sales in the third quarter, in line with the previous two years and with totals typically seen prior to COVID. The median sale price was \$3.825M, up 21% year-over-year, with seven closings over \$10M, up from three last year. Pending sales also reflected strong high-end activity: of the 36 houses pending at the end of the month, nine had a list price above \$10M, while three pending condos had a list price above \$3.5M.

**Inventory:** At September's end, Greenwich had 93 active houses, down 32% year-over-year. The absorption rate was 3.6 months, meaning it would take about three and a half months to sell all available houses at the current pace of sales, down from 5.3 months a year ago.

	2025	2024	% CHANGE
Houses: Closings in Q3	96	102	-5.9%
Houses: Average Closing Price in Q3	\$4,930,281	\$3,794,409	+29.9%
Houses: Closings First 9 Months	233	233	0%
Houses: Average Closing Price First 9 Months	\$4,982,523	\$4,024,706	+23.8%
Houses: Pending on September 30	36	39	-7.7%
Houses: Inventory on September 30	93	136	-31.6%
Condos: Closings First 9 Months	93	117	-20.5%
Condos: Average Closing Price First 9 Months	\$1,487,044	\$1,497,070	-0.7%
Condos: Inventory on September 30	31	31	0%

## Single Family Houses

### Number of Solds Q3

2025 vs. 2024

↓6%

### Average Sold Price Q3

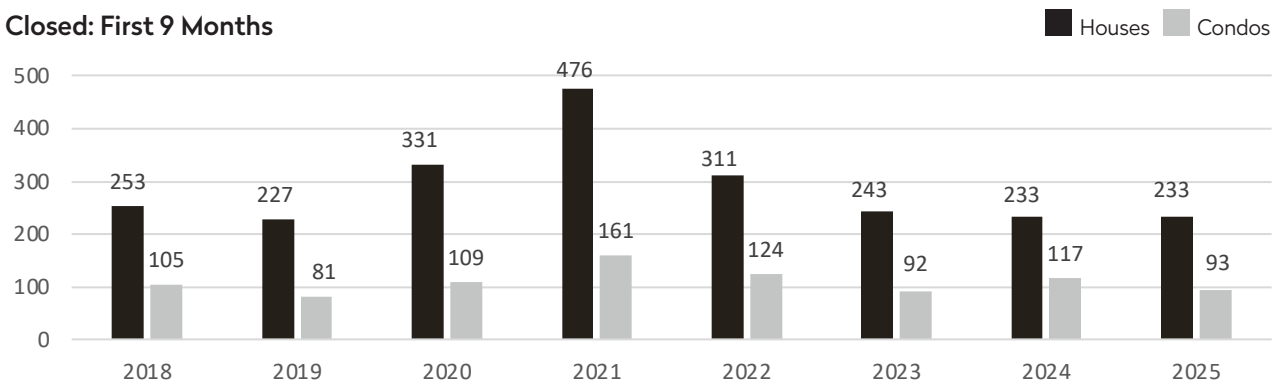
2025 vs. 2024

↑30%

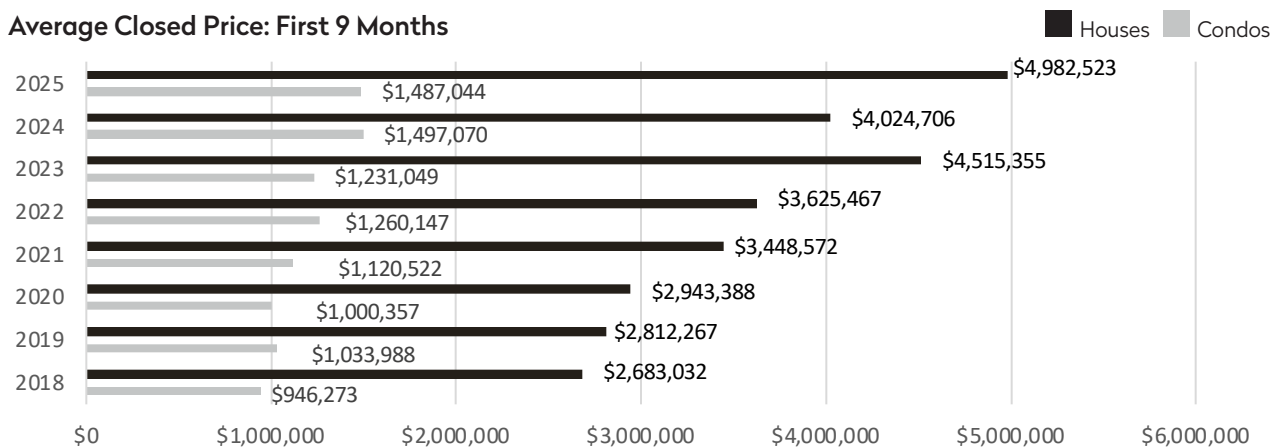
Sept. Inventory  
vs. Sept. 30, 2024

↓32%

## Closed: First 9 Months



## Average Closed Price: First 9 Months



# Cos Cob Overview

**Sales:** Cos Cob saw 21 house closings in the third quarter, up sharply from the 6 we had a year ago but in line with historical norms. This, despite zero closings for the month of September. Buyer competition remained strong: homes sold for 103.7% of the list price on average, the highest Q3 ratio on record and the 10th consecutive quarter in Cos Cob above 101%. The median time on market was just 18 days, reflecting the market's brisk pace.

**Inventory:** At the end of September, there were just 7 houses on the market, down from 11 a year ago. This pushed the absorption rate down to just 1.4 months.

	2025	2024	% CHANGE
Houses: Closings in Q3	21	6	+250%
Houses: Average Closing Price in Q3	\$2,210,430	\$2,131,000	+3.7%
Houses: Closings First 9 Months	49	43	+14%
Houses: Average Closing Price First 9 Months	\$2,238,322	\$1,989,270	+12.5%
Houses: Pending on September 30	4	6	-33.3%
Houses: Inventory on September 30	7	11	-36.4%
Condos: Closings First 9 Months	13	18	-27.8%
Condos: Average Closing Price First 9 Months	\$1,130,000	\$1,000,757	+12.9%
Condos: Inventory on September 30	6	2	+200%

## Single Family Houses

Number of Solds Q3  
2025 vs. 2024

↑ 250%

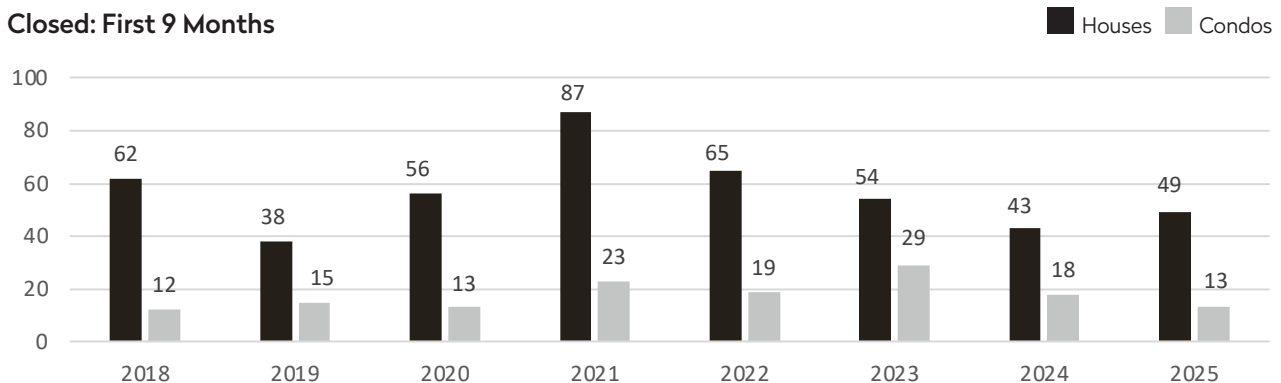
Average Sold Price Q3  
2025 vs. 2024

↑ 4%

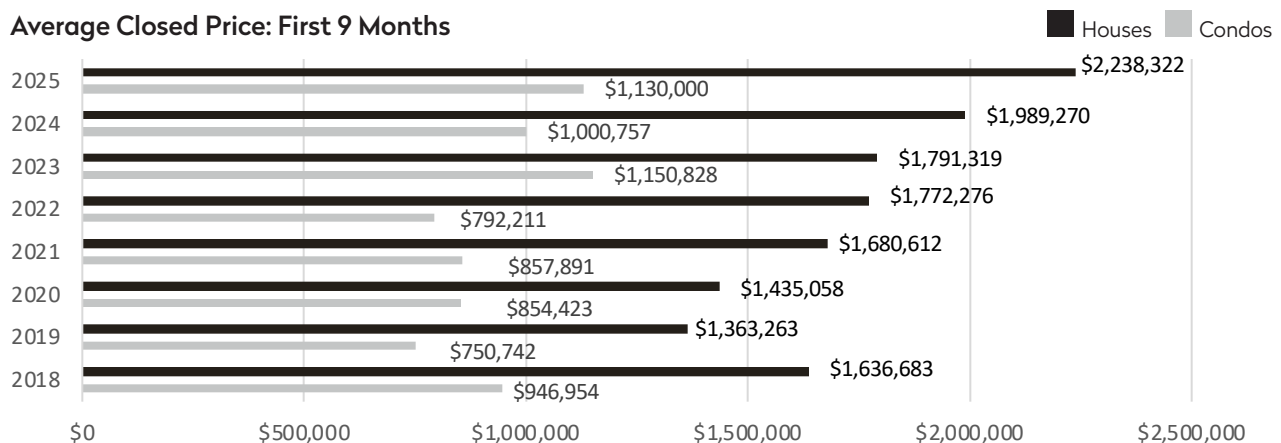
Sept. Inventory  
vs. Sept. 30, 2024

↓ 36%

## Closed: First 9 Months



## Average Closed Price: First 9 Months



# Riverside Overview

**Sales:** Riverside had 29 house closings in the third quarter, about even with the past two years but slightly below what we've typical seen for this period. Among the September closings was 142 Cedar Cliff Road at \$10.25M, the second \$10M+ sale of the quarter. Buyer competition remained strong, with the average list-to-sale ratio for houses and condos at 104.3%, the record high ratio for the third-quarter.

**Inventory:** There were 18 houses on the market at the end of September, up slightly from a year ago but still 75% below 2019 levels. The absorption rate was 2.9 months, up from 2.4 months last year but still reflecting the strong seller's market.

	2025	2024	% CHANGE
Houses: Closings in Q3	28	29	-3.4%
Houses: Average Closing Price in Q3	\$3,718,698	\$3,655,620	+1.7%
Houses: Closings First 9 Months	60	56	+7.1%
Houses: Average Closing Price First 9 Months	\$3,505,718	\$3,288,804	+6.6%
Houses: Pending on September 30	7	7	0%
Houses: Inventory on September 30	18	14	+28.6%
Condos: Closings First 9 Months	3	3	0%
Condos: Average Closing Price First 9 Months	\$921,667	\$956,667	-3.7%
Condos: Inventory on September 30	0	0	NA

## Single Family Houses

Number of Solds Q3  
2025 vs. 2024

↓ 3%

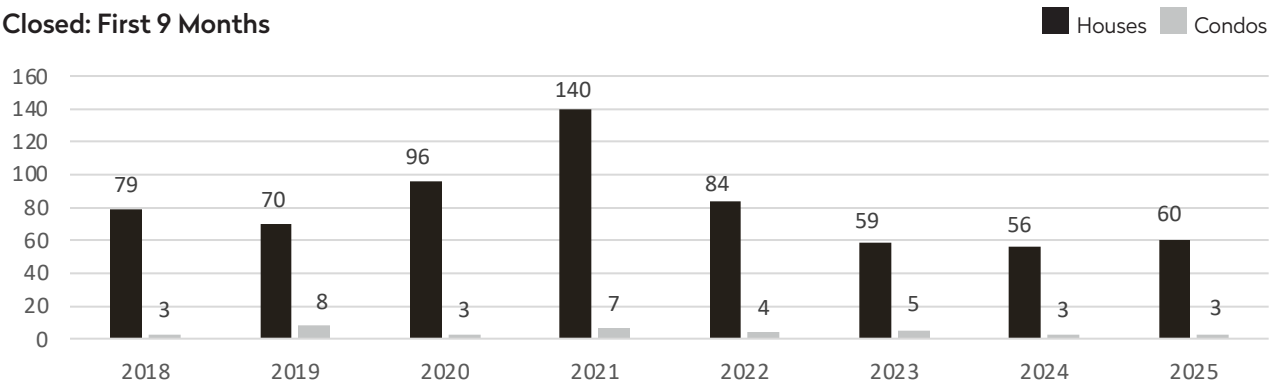
Average Sold Price Q3  
2025 vs. 2024

↑ 2%

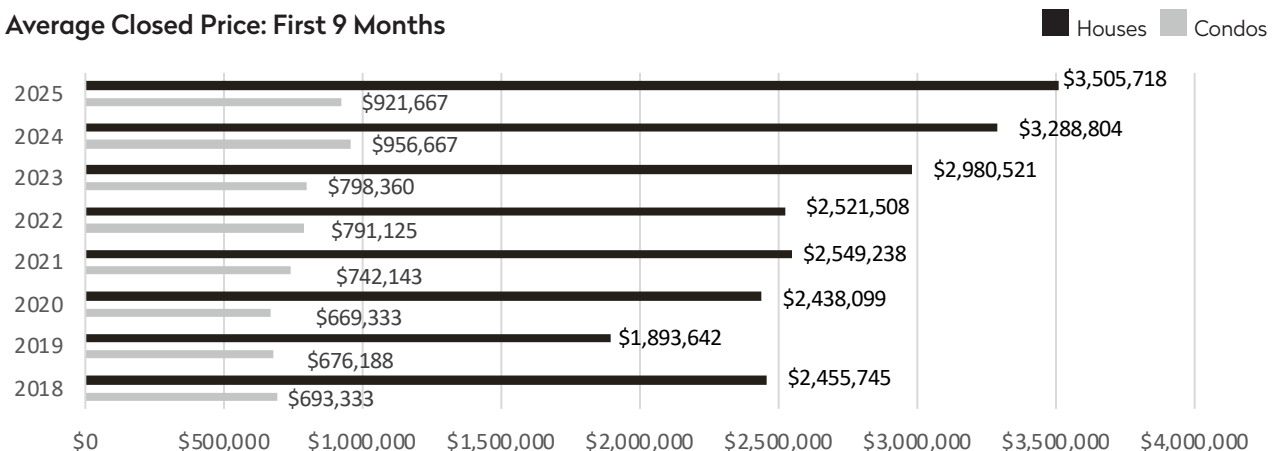
Sept. Inventory  
vs. Sept. 30, 2024

↑ 29%

## Closed: First 9 Months



## Average Closed Price: First 9 Months



# Old Greenwich Overview

**Sales:** Due to continued low inventory, Old Greenwich had just 16 house closings in the third quarter, the fewest for the period in at least two decades. But the quarter will be remembered for its high-end deals: 198 Shore Road closed in August for \$21M, the highest MLS closing in Old Greenwich history, while 6 Tods Driftway closed in July for \$13M, its fourth-highest sale ever. Demand remained strong throughout: 63% of Q3 closings went above the asking price, while the median time on market was just 24 days.

**Inventory:** There were 12 houses on the market at the end of September, down from 19 a year earlier and 83% below 2019 levels.

	2025	2024	% CHANGE
Houses: Closings in Q3	16	22	-27.3%
Houses: Average Closing Price in Q3	\$4,254,658	\$2,857,581	+48.9%
Houses: Closings First 9 Months	51	53	-3.8%
Houses: Average Closing Price First 9 Months	\$3,508,422	\$3,144,111	+11.6%
Houses: Pending on September 30	8	6	+33.3%
Houses: Inventory on September 30	12	19	-36.8%
Condos: Closings First 9 Months	13	14	-7.1%
Condos: Average Closing Price First 9 Months	\$964,462	\$720,214	+33.9%
Condos: Inventory on September 30	6	1	+500%

## Single Family Houses

Number of Solds Q3  
2025 vs. 2024

↓ 27%

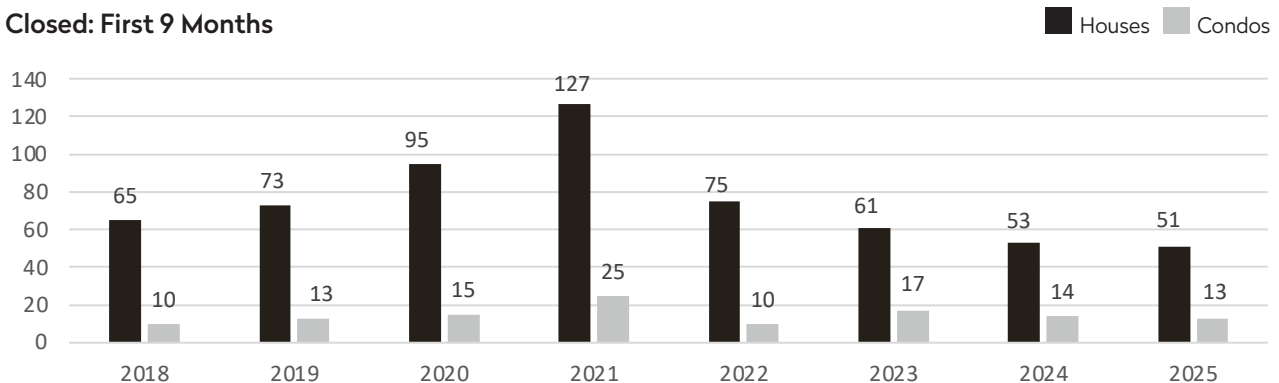
Average Sold Price Q3  
2025 vs. 2024

↑ 49%

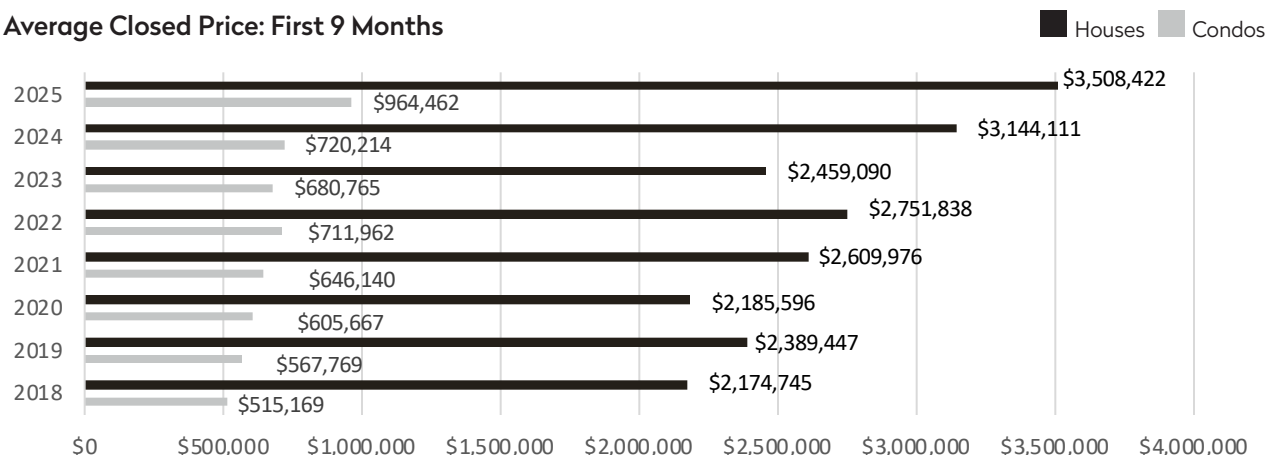
Sept. Inventory  
vs. Sept. 30, 2024

↓ 37%

## Closed: First 9 Months



## Average Closed Price: First 9 Months





# Stamford Overview

**Houses:** Stamford had 198 house closings in the third quarter, similar to last year and in line with pre-COVID levels. The median sale price rose 16% year-over-year to \$1.01M, driven by 49 closings over \$1.5M — more than double the 21 a year ago and easily a record for the quarter. The median time on market was 15 days, down from 21 a year ago and a record low.

**Condos:** Stamford's condos were also in high demand. The 152 condo sales had a median sale price of \$463K, up 7% year-over-year, fueled by nine closings over \$1M compared to three a year ago. Closings had an average list-to-sale ratio of 102.3%, with 57% closing above the asking price.

	2025	2024	% CHANGE
Houses: Closings in Q3	198	200	-1%
Houses: Average Closing Price in Q3	\$1,218,967	\$1,023,261	+19.1%
Houses: Closings First 9 Months	482	444	+8.6%
Houses: Average Closing Price First 9 Months	\$1,134,195	\$1,011,781	+12.1%
Houses: Pending on September 30	43	56	-23.2%
Houses: Inventory on September 30	100	116	-13.8%
Condos: Closings First 9 Months	407	387	+5.2%
Condos: Average Closing Price First 9 Months	\$491,791	\$443,867	+10.8%
Condos: Inventory on September 30	91	88	+3.4%

## Single Family Houses

### Number of Solds Q3

2025 vs. 2024

↓ 1%

### Average Sold Price Q3

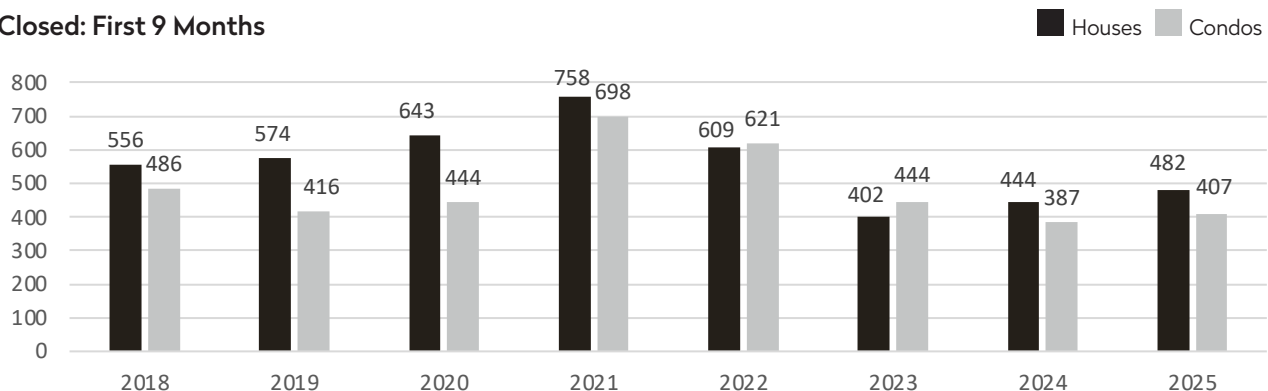
2025 vs. 2024

↑ 19%

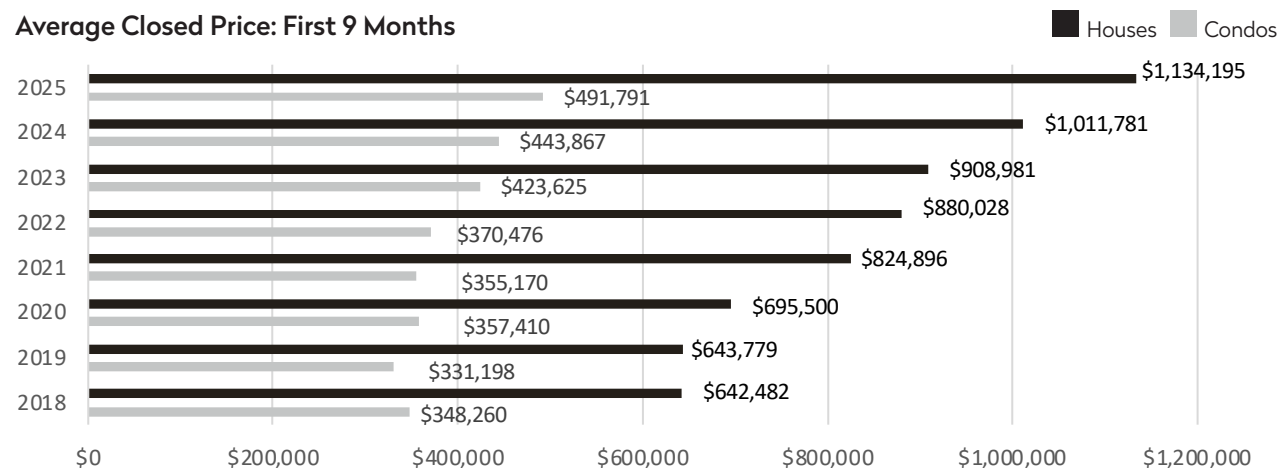
Sept. Inventory  
vs. Sept. 30, 2024

↓ 14%

## Closed: First 9 Months



## Average Closed Price: First 9 Months



# Darien Overview

**Houses:** Darien had 87 house closings in the third quarter — the highest total in four years. With inventory tight, buyer competition remained fierce. The median time on market for Q3 closings was just 13 days, nearly identical to last year’s 14, while the average list-to-sale ratio reached a record 106.3%; 61% of houses sold above the asking price.

**Condos:** Condos remained in high demand. There were four condo closings in the quarter — all above asking — with an average list-to-sale price ratio of 114%. Through the first nine months of the year, Darien has seen 11 condo sales, nine of which closed above the asking price and the other two at ask. The average price per square foot rose 24% to \$787.

	2025	2024	% CHANGE
Houses: Closings in Q3	87	76	+14.5%
Houses: Average Closing Price in Q3	\$2,819,249	\$2,665,976	+5.7%
Houses: Closings First 9 Months	189	147	+28.6%
Houses: Average Closing Price First 9 Months	\$2,831,501	\$2,571,560	+10.1%
Houses: Pending on September 30	16	21	-23.8%
Houses: Inventory on September 30	32	36	-11.1%
Condos: Closings First 9 Months	11	13	-15.4%
Condos: Average Closing Price First 9 Months	\$1,136,546	\$1,134,769	+0.2%
Condos: Inventory on September 30	2	0	NA

## Single Family Houses

Number of Solds Q3  
2025 vs. 2024

↑15%

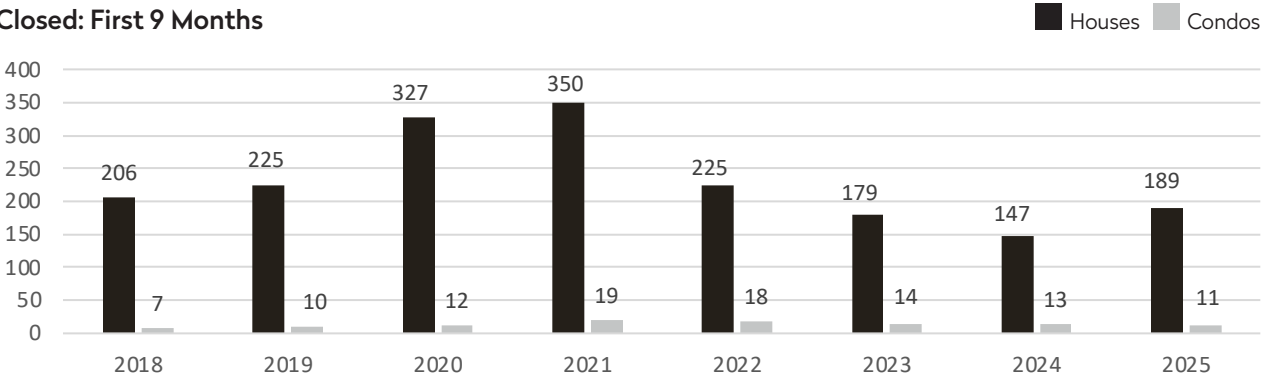
Average Sold Price Q3  
2025 vs. 2024

↑6%

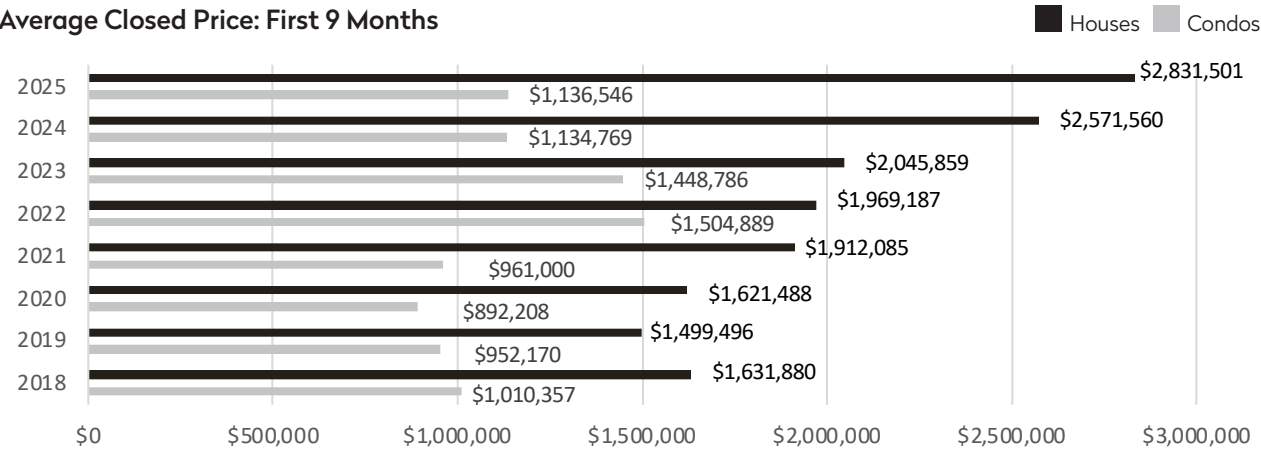
Sept. Inventory  
vs. Sept. 30, 2024

↓11%

## Closed: First 9 Months



## Average Closed Price: First 9 Months



# New Canaan Overview

**Houses:** New Canaan had 70 house closings in the third quarter — the highest total in three years. The high end of the market was very active, with five closings over \$7M — remarkable considering there had been just four at this price point in the previous 10 quarters. With inventory still tight, buyer competition remained fierce. The average list-to-sale ratio reached 103.7%, a record high for the quarter, with 53% of houses selling above the asking price.

**Condos:** We had 22 condo sales in the quarter, up from 16 a year ago. Similar to houses, the high end was strong, with nine sales above \$1.5M compared to four a year ago. Additionally, at the end of September nine of the 11 condos pending had a list price over \$1.5M.

	2025	2024	% CHANGE
Houses: Closings in Q3	70	59	+18.6%
Houses: Average Closing Price in Q3	\$3,080,601	\$2,556,910	+20.5%
Houses: Closings First 9 Months	161	155	+3.9%
Houses: Average Closing Price First 9 Months	\$2,939,033	\$2,483,237	+18.4%
Houses: Pending on September 30	25	29	-13.8%
Houses: Inventory on September 30	49	62	-21%
Condos: Closings First 9 Months	50	44	+13.6%
Condos: Average Closing Price First 9 Months	\$1,325,982	\$1,246,512	+6.4%
Condos: Inventory on September 30	5	20	-75%

## Single Family Houses

Number of Solds Q3  
2025 vs. 2024

↑19%

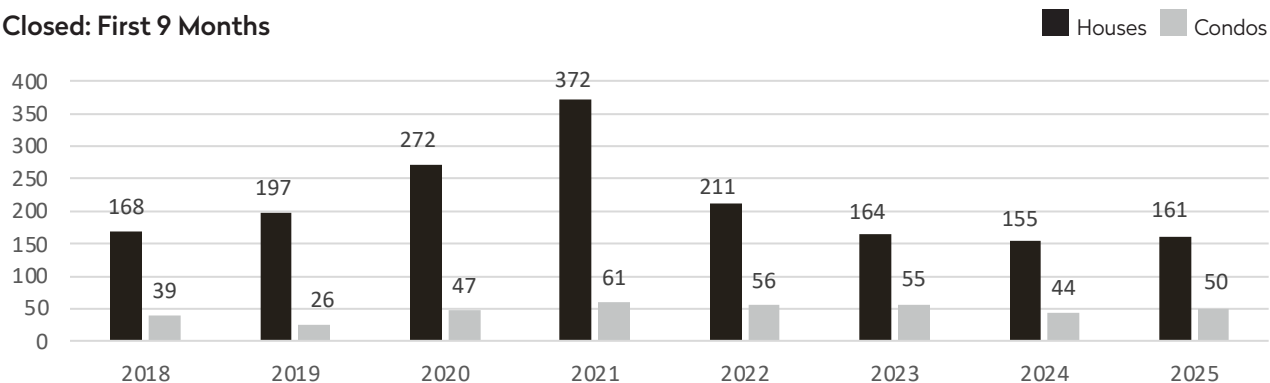
Average Sold Price Q3  
2025 vs. 2024

↑21%

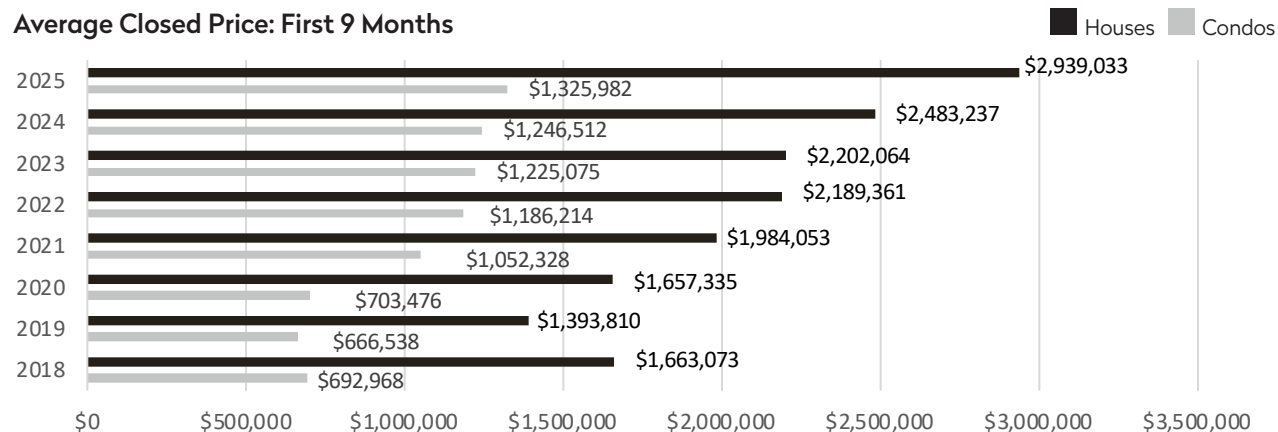
Sept. Inventory  
vs. Sept. 30, 2024

↓21%

## Closed: First 9 Months



## Average Closed Price: First 9 Months



# Norwalk Overview

**Sales:** Norwalk had 149 house closings in the third quarter, up slightly from last year but still the second fewest for this period since 2011, with low inventory continuing to restrict sales. The pace of the market and level of buyer competition remain high. Closings in the quarter had a median time on market of 14 days, down from 16 a year ago and a record low for the quarter. The average list-to-sale ratio was 103.9%, with 65% of houses closing above asking.

**Condos:** Q3 condo sales were strong, with 95 closings, up 12% year-over-year. Condos also moved quickly, with a median time on market for closings of 17 days. Inventory saw a recent boost, with 65 condos on the market at the end of September, up 48% from a year ago.

	2025	2024	% CHANGE
Houses: Closings in Q3	149	143	+4.2%
Houses: Average Closing Price in Q3	\$986,606	\$963,155	+2.4%
Houses: Closings First 9 Months	372	386	-3.6%
Houses: Average Closing Price First 9 Months	\$963,100	\$964,599	-0.2%
Houses: Pending on September 30	62	53	+17%
Houses: Inventory on September 30	101	81	+24.7%
Condos: Closings First 9 Months	253	213	+18.8%
Condos: Average Closing Price First 9 Months	\$476,911	\$473,515	+0.7%
Condos: Inventory on September 30	65	44	+47.7%

## Single Family Houses

Number of Solds Q3  
2025 vs. 2024

↑ 4%

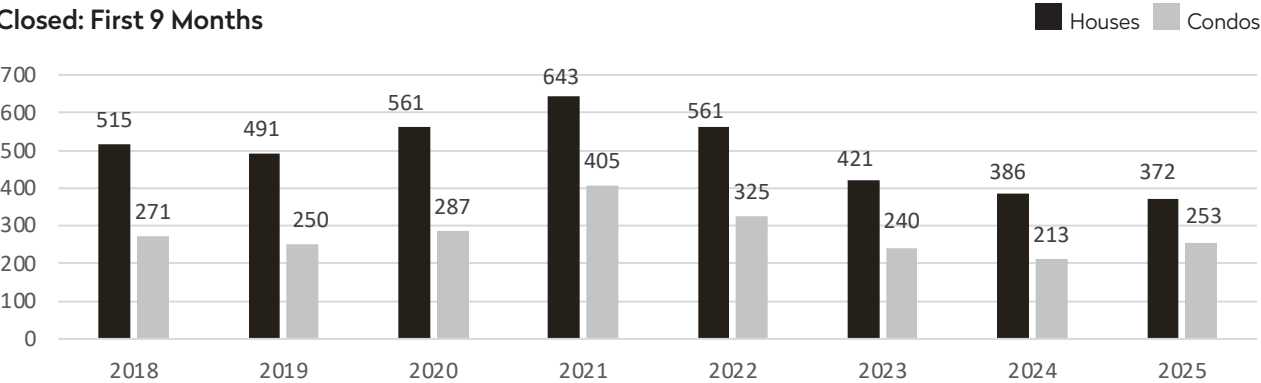
Average Sold Price Q3  
2025 vs. 2024

↑ 2%

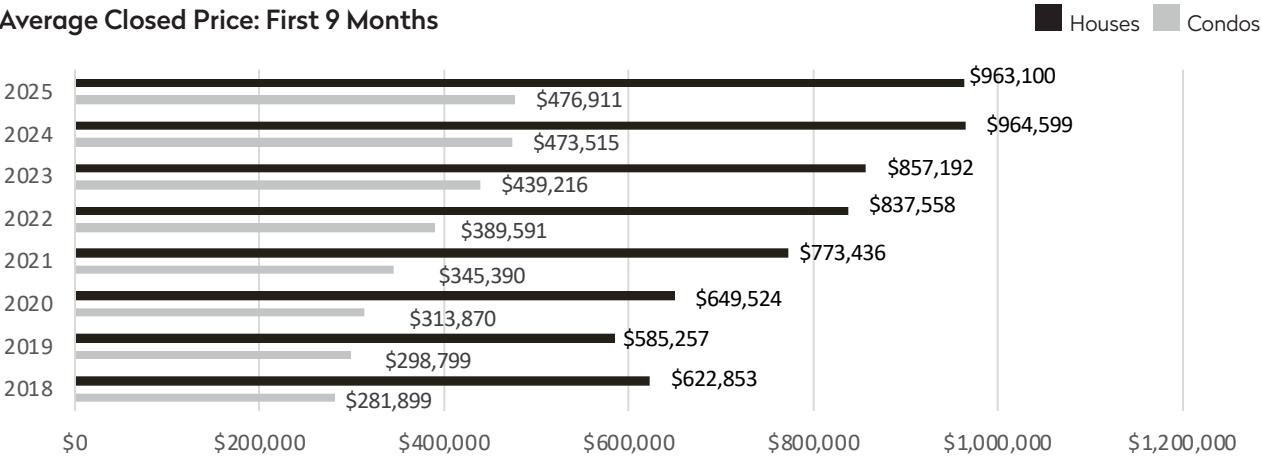
Sept. Inventory  
vs. Sept. 30, 2024

↑ 25%

## Closed: First 9 Months



## Average Closed Price: First 9 Months





# Rowayton Overview

**Sales:** There were 12 house closings in the third quarter, in line with last year but still well below what we saw pre-COVID, as low inventory continues to restrict sales. At the end of September, nine houses were on the market — similar to a year ago and only one-tenth of September 2019. The absorption rate was 1.9 months, meaning it would take just under two months to sell all listings at the current pace, compared to 1.5 months a year ago.

**Demand:** Buyer competition has been strong throughout 2025. Year-to-date, closings have an average list-to-sale ratio of 104.3%, with half going over the asking price. The median time on market was 19 days, down from 38 days during the same period in 2024.

	2025	2024	% CHANGE
Houses: Closings in Q3	12	13	-7.7%
Houses: Average Closing Price in Q3	\$2,005,417	\$1,972,769	+1.7%
Houses: Closings First 9 Months	38	46	-17.4%
Houses: Average Closing Price First 9 Months	\$2,025,081	\$2,013,372	+0.6%
Houses: Pending on September 30	9	12	-25%
Houses: Inventory on September 30	9	7	+28.6%
Condos: Closings First 9 Months	2	7	-71.4%
Condos: Average Closing Price First 9 Months	\$3,193,750	\$1,915,857	+66.7%
Condos: Inventory on September 30	2	1	+100%

## Single Family Houses

Number of Solds Q3  
2025 vs. 2024

↓ 8%

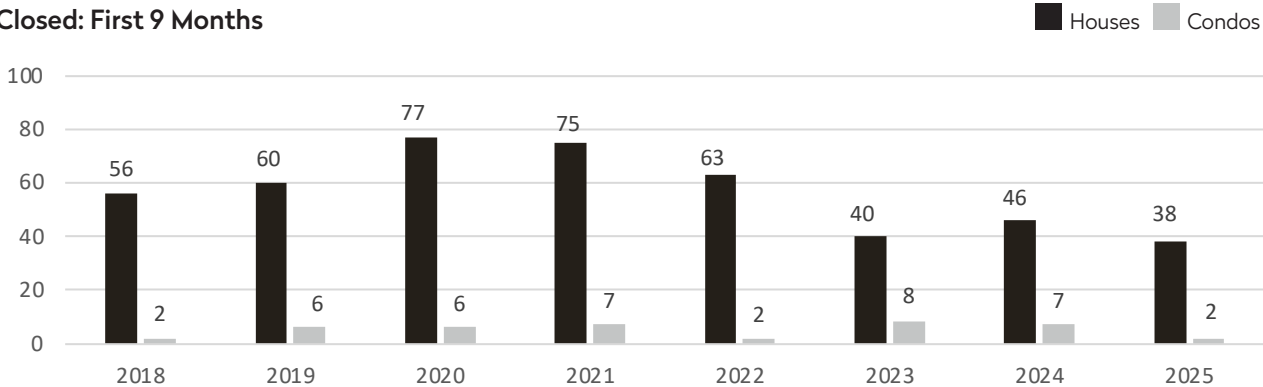
Average Sold Price Q3  
2025 vs. 2024

↑ 2%

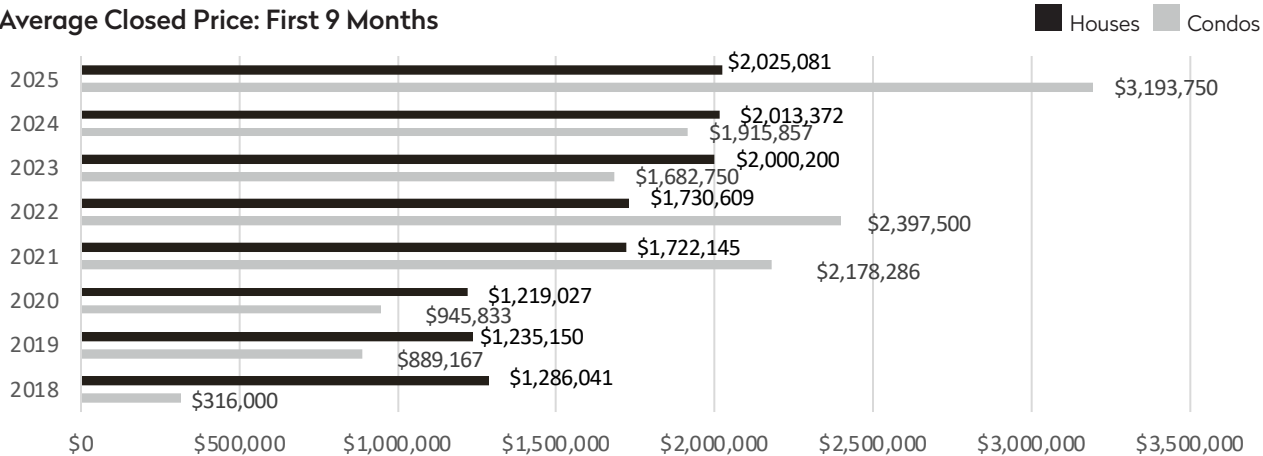
Sept. Inventory  
vs. Sept. 30, 2024

↑ 29%

## Closed: First 9 Months



## Average Closed Price: First 9 Months



# Wilton Overview

**Sales:** Wilton had 75 house closings in the third quarter, the highest total of the past three years. The high end was active, with 18 closings over \$2M compared to six a year ago, driving the median sale price up 12% year-over-year to a record high \$1.55M. Buyer competition was strong: the median list-to-sale ratio was 106.1%, with 61% of sales going over asking. The median days on market for closings was 17, reflecting the fast pace of sales.

**Condos:** Demand for condos was high in the third quarter. Of the nine sales, seven closed above asking, while the median time on market was just 18 days. The median sale price jumped more than 50% year-over-year to a record \$938K, with four closings over \$1M.

	2025	2024	% CHANGE
Houses: Closings in Q3	75	69	+8.7%
Houses: Average Closing Price in Q3	\$1,548,695	\$1,387,346	+11.6%
Houses: Closings First 9 Months	162	179	-9.5%
Houses: Average Closing Price First 9 Months	\$1,475,798	\$1,333,027	+10.7%
Houses: Pending on September 30	17	23	-26.1%
Houses: Inventory on September 30	29	44	-34.1%
Condos: Closings First 9 Months	22	21	+4.8%
Condos: Average Closing Price First 9 Months	\$773,318	\$666,571	+16%
Condos: Inventory on September 30	2	4	-50%

## Single Family Houses

Number of Solds Q3  
2025 vs. 2024

↑ 9%

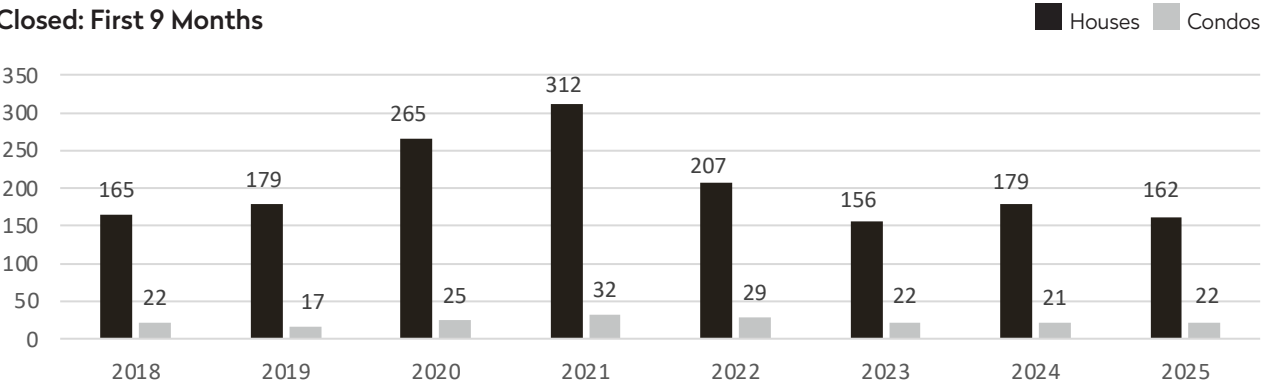
Average Sold Price Q3  
2025 vs. 2024

↑ 12%

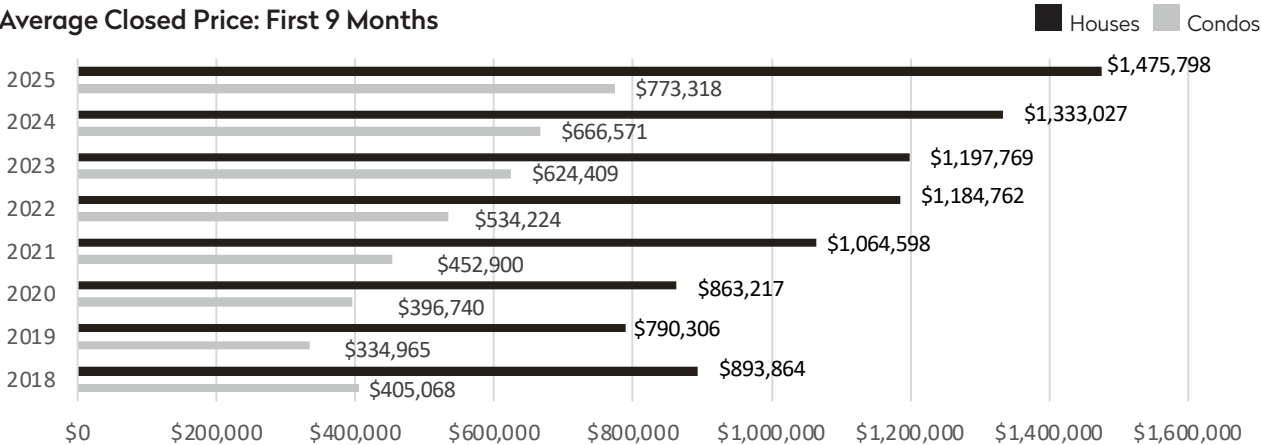
Sept. Inventory  
vs. Sept. 30, 2024

↓ 34%

## Closed: First 9 Months



## Average Closed Price: First 9 Months



# Westport Overview

**Sales:** Westport had 98 house closings in the 3rd quarter, an uptick from last year but still the second fewest since 2009, as low inventory continued to limit sales. The median closing price held steady at \$2.24M, while the price per square foot rose 10% to \$582. Strong buyer competition was evident, with the median days on market at 26, down from 30 a year ago, and the average list-to-sale ratio was 102.1%, with 48% of houses closing above asking.

**Inventory:** At the end of September, Westport’s available house inventory was up from last year but remained 76% below 2019 levels. The absorption rate was 3.3 months, meaning it would take just over three months to sell all inventory at the current pace.

	2025	2024	% CHANGE
Houses: Closings in Q3	98	96	+2.1%
Houses: Average Closing Price in Q3	\$2,623,206	\$2,568,440	+2.1%
Houses: Closings First 9 Months	227	227	0%
Houses: Average Closing Price First 9 Months	\$2,581,728	\$2,478,584	+4.2%
Houses: Pending on September 30	34	39	-12.8%
Houses: Inventory on September 30	85	76	+11.8%
Condos: Closings First 9 Months	38	40	-5%
Condos: Average Closing Price First 9 Months	\$1,459,921	\$1,550,013	-5.8%
Condos: Inventory on September 30	15	12	+25%

## Single Family Houses

Number of Solds Q3  
2025 vs. 2024

↑ 2%

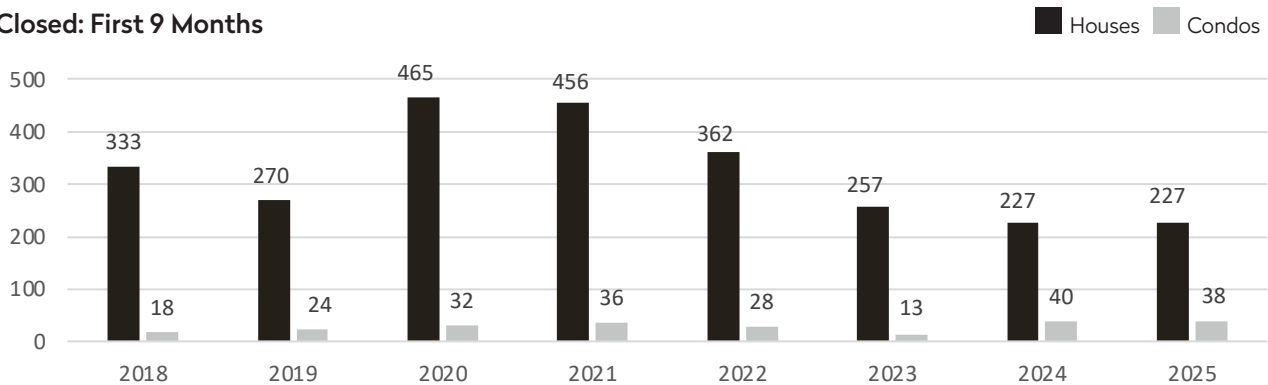
Average Sold Price Q3  
2025 vs. 2024

↑ 2%

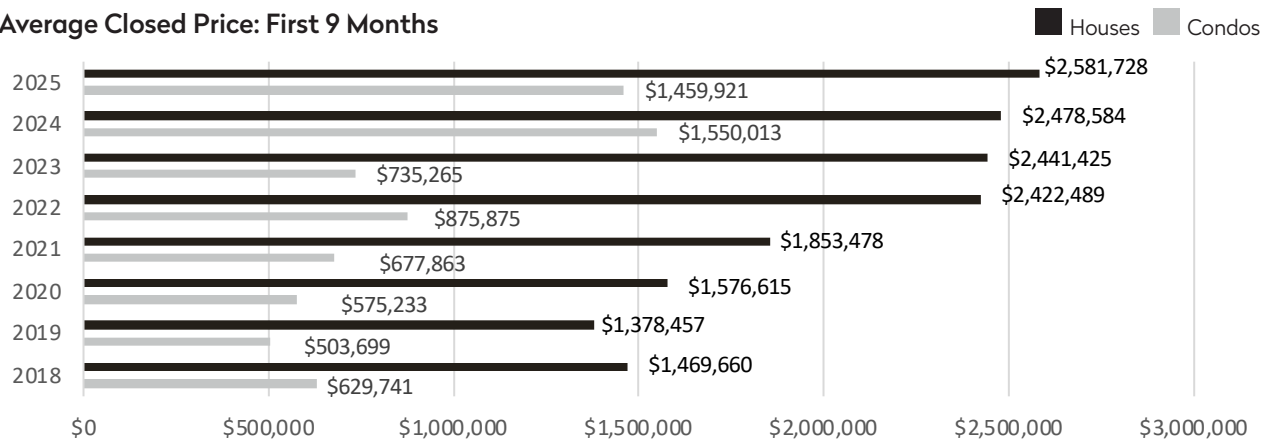
Sept. Inventory  
vs. Sept. 30, 2024

↑ 12%

## Closed: First 9 Months



## Average Closed Price: First 9 Months



# Weston Overview

**Sales:** Weston had 42 house closings in the third quarter, up slightly from last year but still on the low side by historical measure. High-end activity remained strong with 10 closings over \$2M compared to 6 a year ago. Buyer competition eased just a bit, with the average list-to-sale ratio at 101.4%, down from 104.9% a year ago; 40% of closings went above the list price, compared to 62% last year.

**Inventory:** There were 36 houses on the market at the end of September, matching last year's total but still 78% below September 2019 levels. Weston's absorption rate also held steady at 3.1 months, nearly unchanged from a year ago.

	2025	2024	% CHANGE
Houses: Closings in Q3	42	40	+5%
Houses: Average Closing Price in Q3	\$1,521,803	\$1,573,524	-3.3%
Houses: Closings First 9 Months	106	102	+3.9%
Houses: Average Closing Price First 9 Months	\$1,537,647	\$1,499,795	+2.5%
Houses: Pending on September 30	13	14	-7.1%
Houses: Inventory on September 30	36	36	0%

## Single Family Houses

Number of Solds Q3  
2025 vs. 2024

↑ 5%

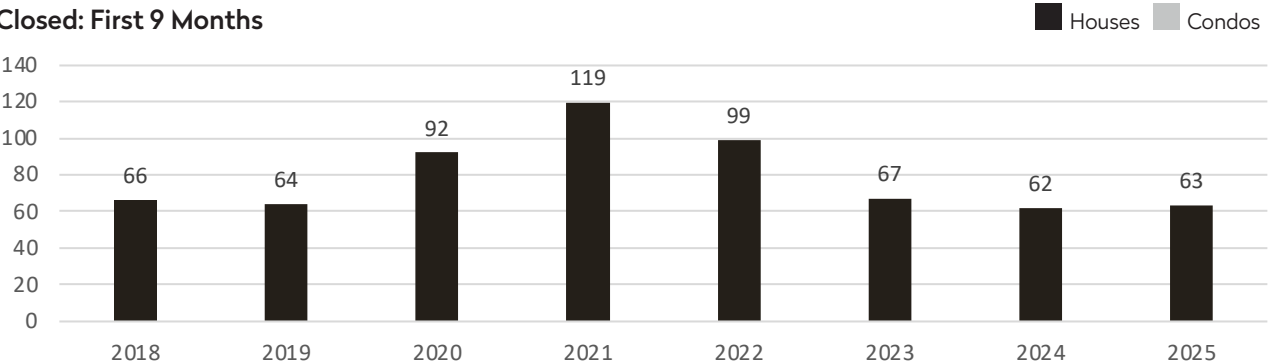
Average Sold Price Q3  
2025 vs. 2024

↓ 3%

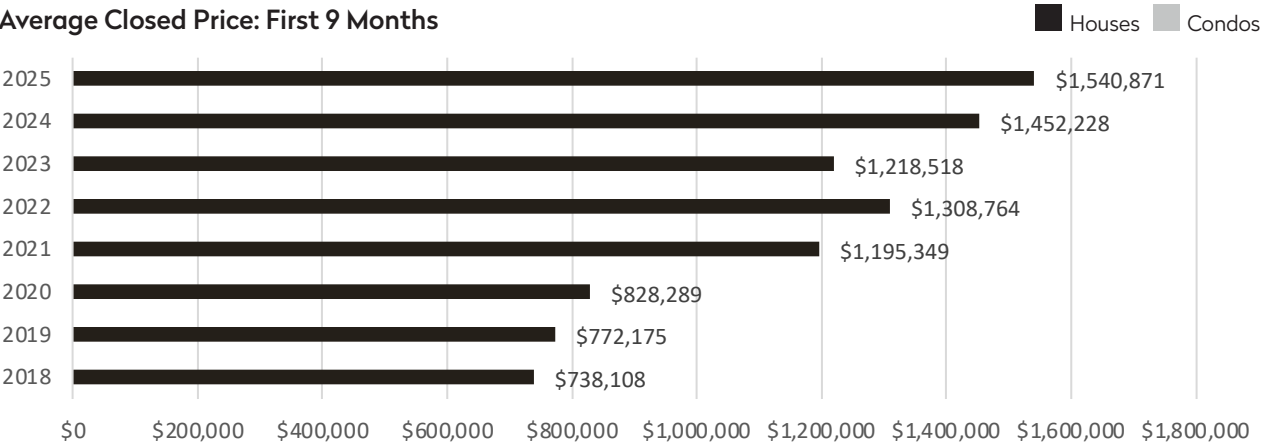
Sept. Inventory  
vs. Sept. 30, 2024

0%

## Closed: First 9 Months



## Average Closed Price: First 9 Months





# Fairfield Overview

**Houses:** Fairfield had 162 house closings in the third quarter, down 10% from last year and the fewest for this period since 2011, the lower sales volume a reflection of limited inventory. Buyer competition, however, remains very high. The median time on market for closings was just 14 days, a record low for the quarter. The average list-to-sale ratio was 104.2%, with 60% of houses closing above asking.

**Condos:** We had 31 condo closings in the quarter, up from 20 a year ago. Ten of those were above \$1M, up from three last year, helping drive the median sale price up 35% year-over-year to \$645K. Condos also moved quickly, with a median time on market of just 16 days.

	2025	2024	% CHANGE
Houses: Closings in Q3	162	180	-10%
Houses: Average Closing Price in Q3	\$1,343,982	\$1,310,641	+2.5%
Houses: Closings First 9 Months	421	432	-2.5%
Houses: Average Closing Price First 9 Months	\$1,377,035	\$1,202,894	+14.5%
Houses: Pending on September 30	41	48	-14.6%
Houses: Inventory on September 30	126	142	-11.3%
Condos: Closings First 9 Months	79	64	+23.4%
Condos: Average Closing Price First 9 Months	\$810,145	\$701,373	+15.5%
Condos: Inventory on September 30	18	18	0%

## Single Family Houses

Number of Solds Q3  
2025 vs. 2024

↓ 10%

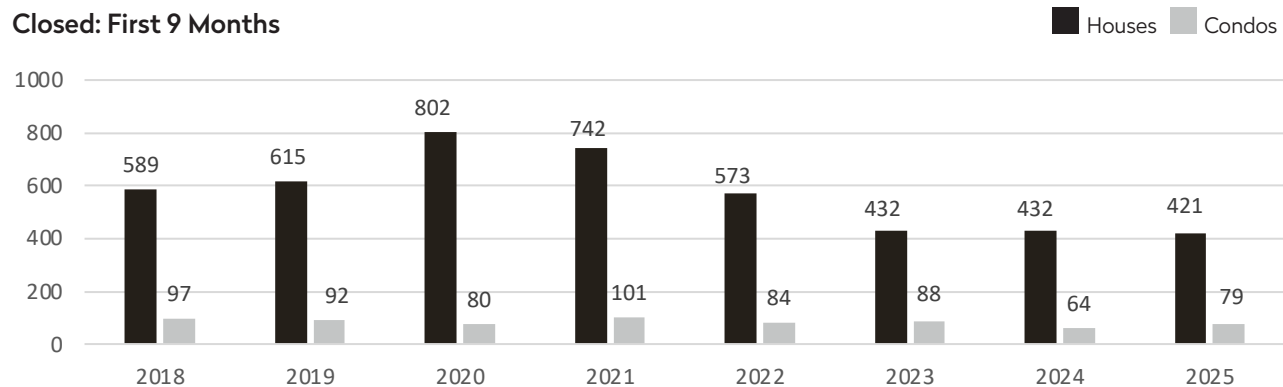
Average Sold Price Q3  
2025 vs. 2024

↑ 3%

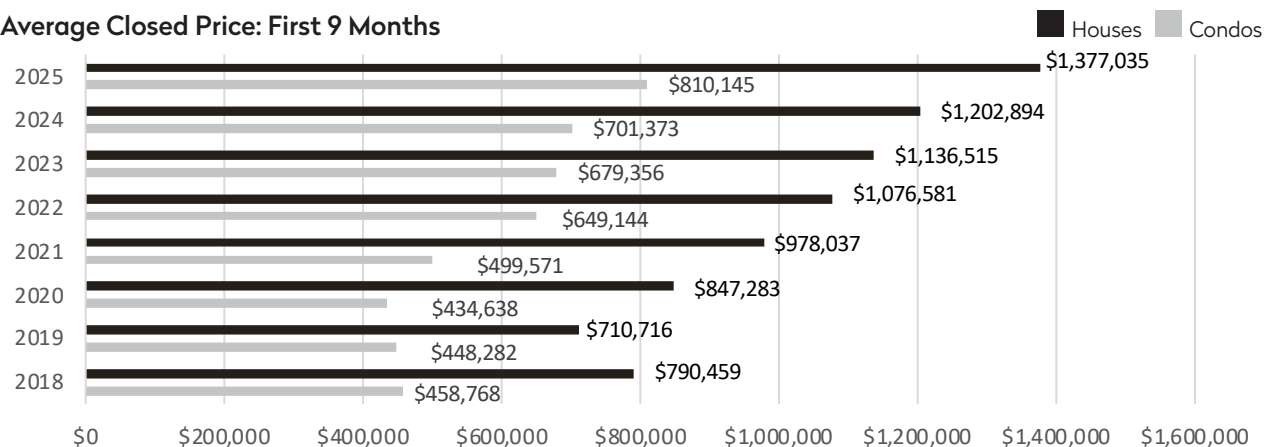
Sept. Inventory  
vs. Sept. 30, 2024

↓ 11%

## Closed: First 9 Months



## Average Closed Price: First 9 Months



# Southport Overview

**Houses:** There were 12 house closings in the 3rd quarter, down from 19 last year and the fewest since 2011, with low inventory continuing to restrict sales. At the end of September, there were eight houses on the market, just one-tenth the level of September 2019, highlighting how limited supply is. This scarcity kept buyer competition strong: the average list-to-sale ratio for Q3 closings was 107%, the highest for any quarter in the past two years, with all seven closings under \$3M selling above the asking price.

**Condos:** We've had 10 condo closings year-to-date, up from six during the same period last year. Four of those sales were above \$1M, compared to none in that range a year ago.

	2025	2024	% CHANGE
Houses: Closings in Q3	12	19	-36.8%
Houses: Average Closing Price in Q3	\$2,507,838	\$2,613,105	-4%
Houses: Closings First 9 Months	37	41	-9.8%
Houses: Average Closing Price First 9 Months	\$2,162,866	\$2,105,659	+2.7%
Houses: Pending on September 30	1	7	-85.7%
Houses: Inventory on September 30	8	12	-33.3%
Condos: Closings First 9 Months	10	6	+66.7%
Condos: Average Closing Price First 9 Months	\$964,450	\$598,167	+61.2%
Condos: Inventory on September 30	2	2	0%

## Single Family Houses

Number of Solds Q3  
2025 vs. 2024

↓ 37%

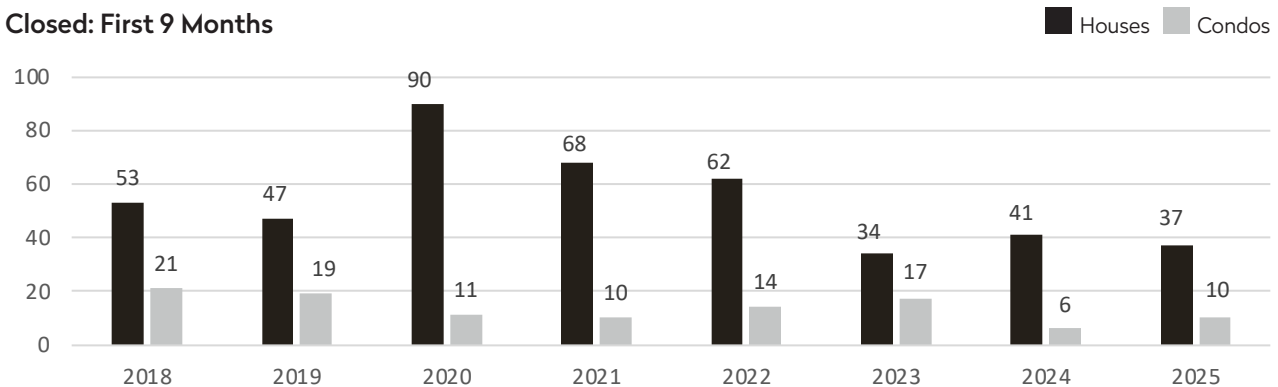
Average Sold Price Q3  
2025 vs. 2024

↓ 4%

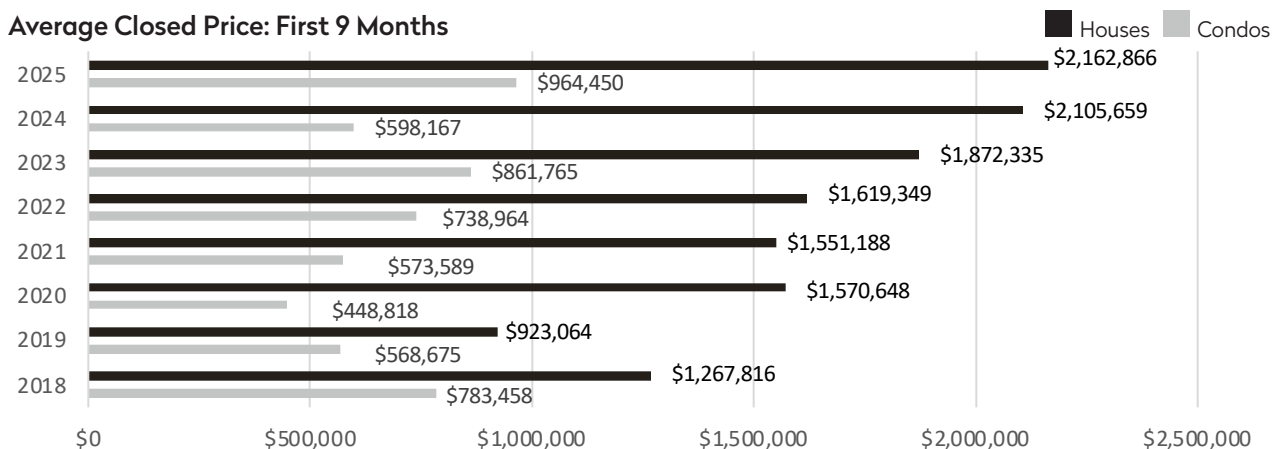
Sept. Inventory  
vs. Sept. 30, 2024

↓ 33%

## Closed: First 9 Months



## Average Closed Price: First 9 Months



# Redding Overview

**Sales:** Redding's 42 house closings in the third quarter is the highest total of the past three years. The average sale price of \$1.235M was a record high for any quarter, helped by 12 sales over \$1.5M, up from 8 last year. The pace of sales was also notably fast; the median days on market for Q3 closings was just 26, down from 50 a year ago.

**Inventory:** Redding had 33 houses on the market at the end of September, even with last year but still 75% below September 2019 levels. The absorption was 3.3 months, meaning it would take just under three months to sell all inventory at the current sales pace, down from 3.7 months a year ago.

	2025	2024	% CHANGE
Houses: Closings in Q3	42	37	+13.5%
Houses: Average Closing Price in Q3	\$1,235,452	\$1,168,208	+5.8%
Houses: Closings First 9 Months	86	80	+7.5%
Houses: Average Closing Price First 9 Months	\$1,130,028	\$1,071,452	+5.5%
Houses: Pending on September 30	9	13	-30.8%
Houses: Inventory on September 30	33	33	0%
Condos: Closings First 9 Months	4	4	0%
Condos: Average Closing Price First 9 Months	\$775,750	\$459,000	+69%
Condos: Inventory on September 30	0	0	NA

## Single Family Houses

Number of Solds Q3  
2025 vs. 2024

↑14%

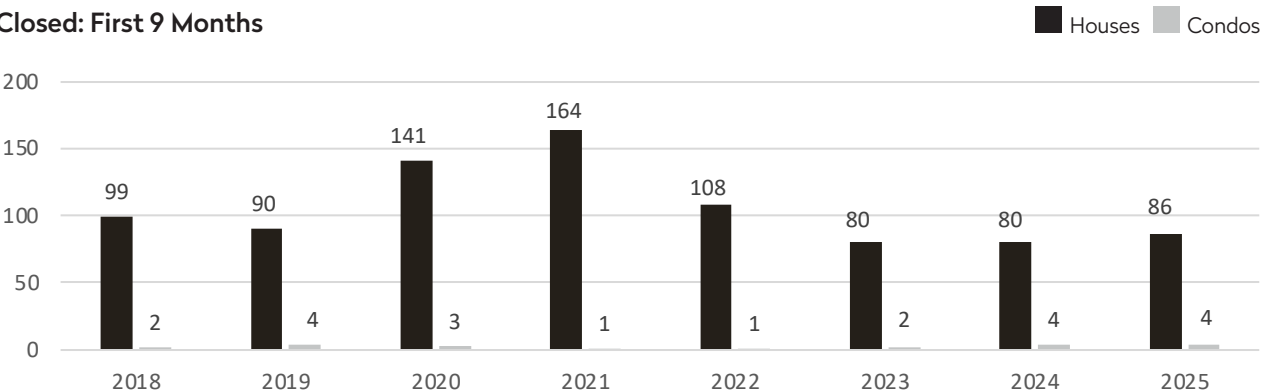
Average Sold Price Q3  
2025 vs. 2024

↑6%

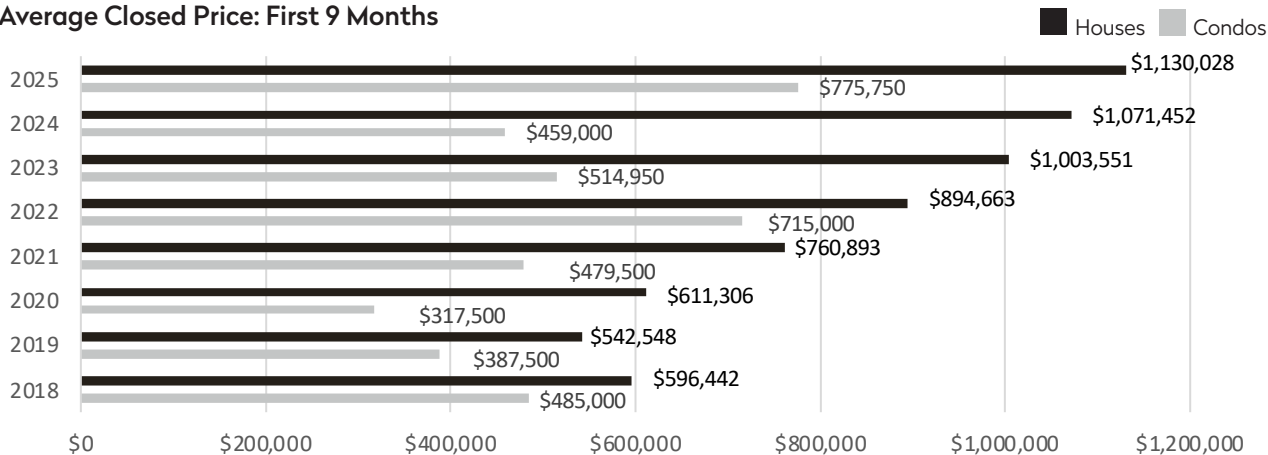
Sept. Inventory  
vs. Sept. 30, 2024

0%

## Closed: First 9 Months



## Average Closed Price: First 9 Months



# Easton Overview

**Sales:** Easton had 30 house closings in the third quarter, up from 22 a year ago and the highest Q3 total in four years. September saw 13 closings versus just 4 last year. Buyer competition remained strong: homes sold for 102.5% of the list price on average, with a median of 15 days on market. The 7 pending sales at the end of September went under contract in a median of 11 days—less than half last year’s time on market.

**Inventory:** There were 22 houses for sale at the end of September, unchanged from a year ago but still 77% below 2019. With sales rising, the absorption rate edged down to 2.9 months, reflecting the strong seller’s market.

	2025	2024	% CHANGE
Houses: Closings in Q3	30	22	+36.4%
Houses: Average Closing Price in Q3	\$999,692	\$1,132,055	-11.7%
Houses: Closings First 9 Months	73	61	+19.7%
Houses: Average Closing Price First 9 Months	\$1,060,969	\$1,031,149	+2.9%
Houses: Pending on September 30	7	5	+40%
Houses: Inventory on September 30	22	22	0%

## Single Family Houses

Number of Solds Q3  
2025 vs. 2024

↑36%

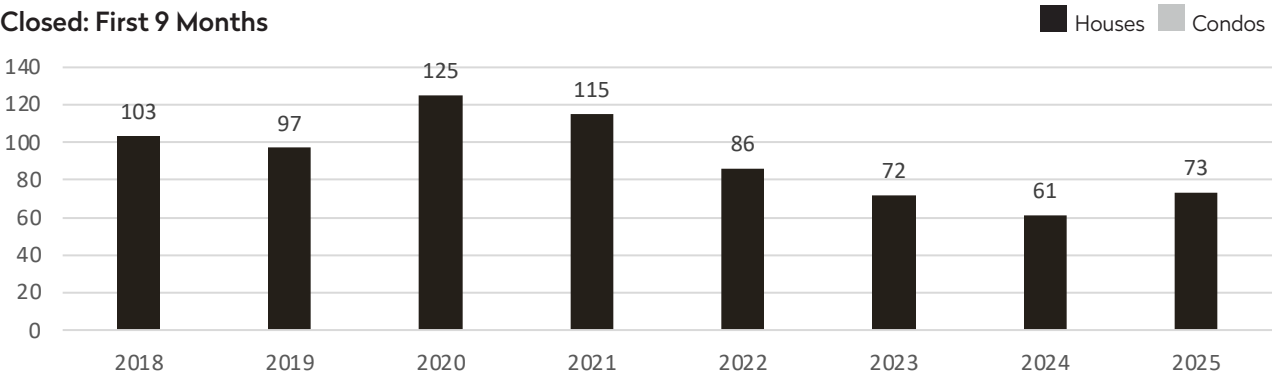
Average Sold Price Q3  
2025 vs. 2024

↓12%

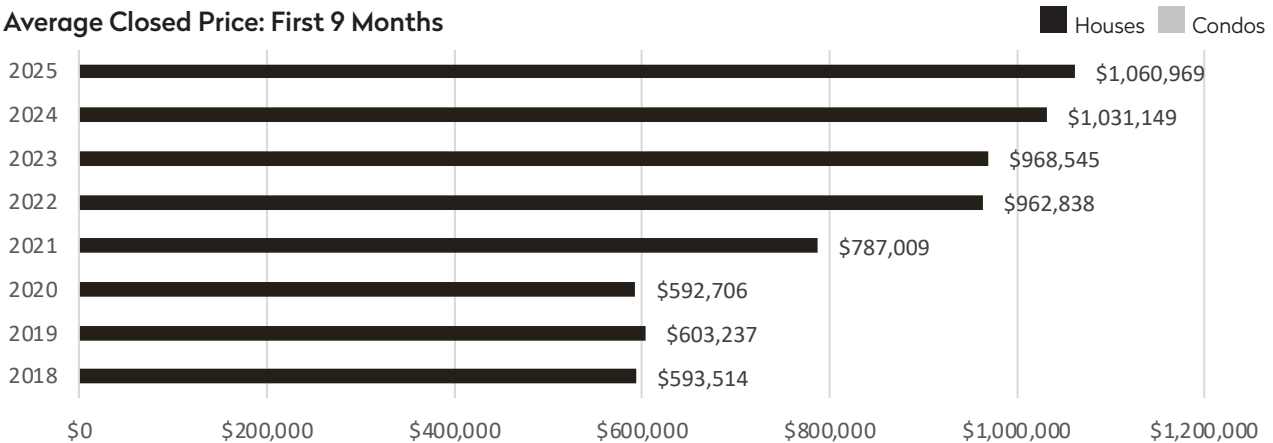
Sept. Inventory  
vs. Sept. 30, 2024

0%

## Closed: First 9 Months



## Average Closed Price: First 9 Months





# Ridgefield Overview

**Sales:** Ridgefield had 70 house closings in the 3rd quarter, down 21% from last year and the fewest for this period in more than two decades, with low inventory continuing to limit sales. Demand, however, remains strong. Sales in the quarter had an average list-to-sale ratio of 105%, with 61% closing above asking. The median time on market for closings dropped to a record low of 10 days, down from 15 a year ago.

**Inventory:** At September's end, inventory was up slightly from last year but still 78% below 2019 levels. The absorption rate was 3.2 months, meaning it would take just over three months to sell all inventory at the current pace, up slightly from 2.6 months a year ago.

	2025	2024	% CHANGE
Houses: Closings in Q3	70	88	-20.5%
Houses: Average Closing Price in Q3	\$1,270,019	\$1,194,744	+6.3%
Houses: Closings First 9 Months	169	183	-7.7%
Houses: Average Closing Price First 9 Months	\$1,284,920	\$1,158,381	+10.9%
Houses: Pending on September 30	16	15	+6.7%
Houses: Inventory on September 30	62	53	+17%
Condos: Closings First 9 Months	43	48	-10.4%
Condos: Average Closing Price First 9 Months	\$492,045	\$496,625	-0.9%
Condos: Inventory on September 30	15	11	+36.4%

## Single Family Houses

Number of Solds Q3  
2025 vs. 2024

↑21%

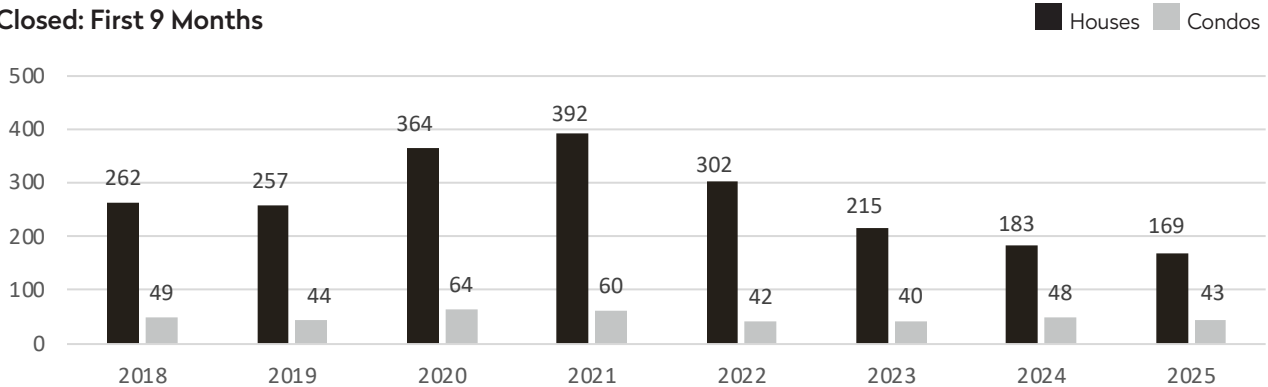
Average Sold Price Q3  
2025 vs. 2024

↑6%

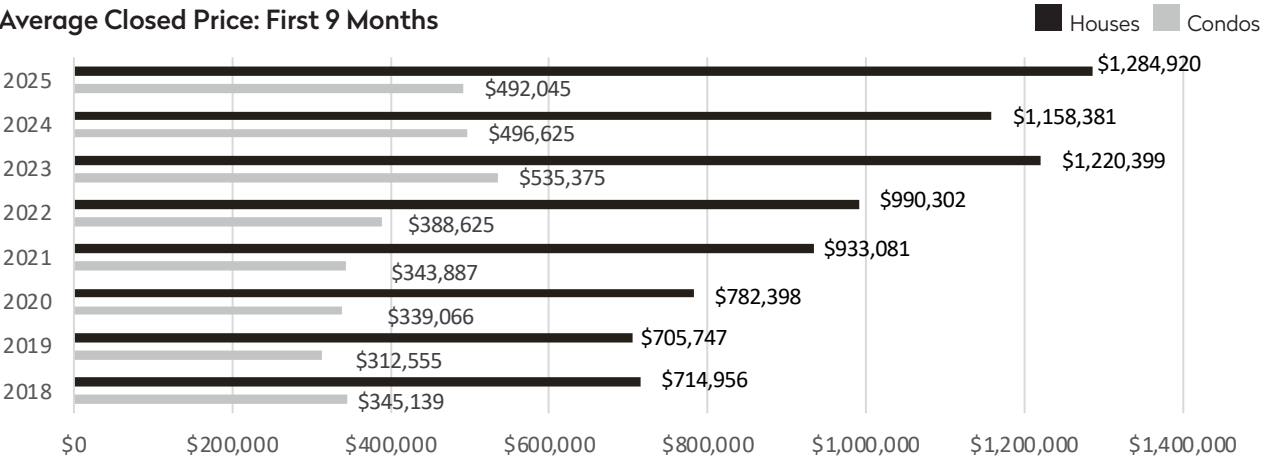
Sept. Inventory  
vs. Sept. 30, 2024

↑17%

## Closed: First 9 Months



## Average Closed Price: First 9 Months



# Contact Us

**Q3 2025**

## Connecticut Market Report

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