

Year End 2020
Connecticut Market Report

Connecticut

Brown Harris Stevens



Message *from* Bess Freedman

CEO of Brown Harris Stevens

Lower Fairfield County* real estate in 2020 will be remembered for its record surge in buyer demand. Fueled largely by New Yorkers moving out of the city in the midst of the pandemic, the market flipped from a long-running buyer's market to a strong seller's market in a matter of months.

A total of 6,794 houses closed this year, the highest total for Lower Fairfield County in at least the past 20 years. The fourth quarter was particularly strong with not only the most house closings in over two decades but over twice the amount as the fourth quarter of 2019. Condos were in high demand, with 1,698 closings in 2020, the most since 2007.

The strength of the market has driven up closing prices, with values increasing along with activity at higher end price points. Houses in 2020 closed at an average of \$1.2M, 19% higher than in 2019. The fourth quarter saw a greater increase with houses closing at an average of \$1.3M, up 30% versus the fourth quarter of 2019.

Meanwhile, the number of active houses on December 31 fell 39% year-over-year. The average absorption rate (how many months it would take to sell all active listings in a given market) in the last three months of the year was down to 4.6 months, 50% lower than that of the final three months of 2019. The conditions continue to be favorable to sellers to a degree that we haven't seen in Lower Fairfield County in quite some time.

It was truly an exceptional year and great to see the wide-scale appreciation for the homes and lifestyle on offer in Lower Fairfield County!

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

Brown Harris Stevens

Stronger Together

With Halstead and Brown Harris Stevens coming together, the new Brown Harris Stevens is now the largest privately held real estate firm in the Northeast and in the Top 10 Firms in the US with over **\$9 billion** in sales volume in 2019 alone. We now have **2,500** agents in **55** offices across key markets in New York City, Connecticut, the Hamptons, New Jersey, Hudson Valley, and South Florida. We are everywhere our clients want to be.

We are here to serve you, and Brown Harris Stevens has never been stronger. We look forward to working together.



BHSID 170343254

All of Greenwich Overview

All of Greenwich (Greenwich, Cos Cob, Riverside, and Old Greenwich) had 282 house closings in the fourth quarter, a 139% increase compared to 2019 and the highest number of houses sold in All of Greenwich in the year's final quarter in at least the past 20 years. The average closing price across the four sections rose to \$2.85M, a 32% increase from the same period last year. Meanwhile, the average cumulative days on the market for closings in the quarter was 171 days, a 23% decrease from a year ago. The 860 house closings for the year in All of Greenwich are the town's highest total for a year in at least the past two decades.

Single Family Houses

	2020	2019	% CHANGE
Houses: Closings in Fourth Quarter	282	118	+139%
Houses: Average Closing Price Fourth Quarter	\$2,849,499	\$2,166,919	+31.5%
Houses: Closings Full Year	860	526	+63.5%
Houses: Average Closing Price Full Year	\$2,674,270	\$2,381,882	+12.3%
Houses: Pending on December 31st	89	31	+187.1%
Houses: Inventory on December 31st	344	474	-27.4%
Condos: Closings Full Year	218	158	+38%
Condos: Average Closing Price Full Year	\$993,377	\$907,472	+9.5%
Condos: Inventory on December 31st	104	146	-28.8%

Single Family Houses

Number of Solds Q4 2020 vs. 2019

↑ 139%

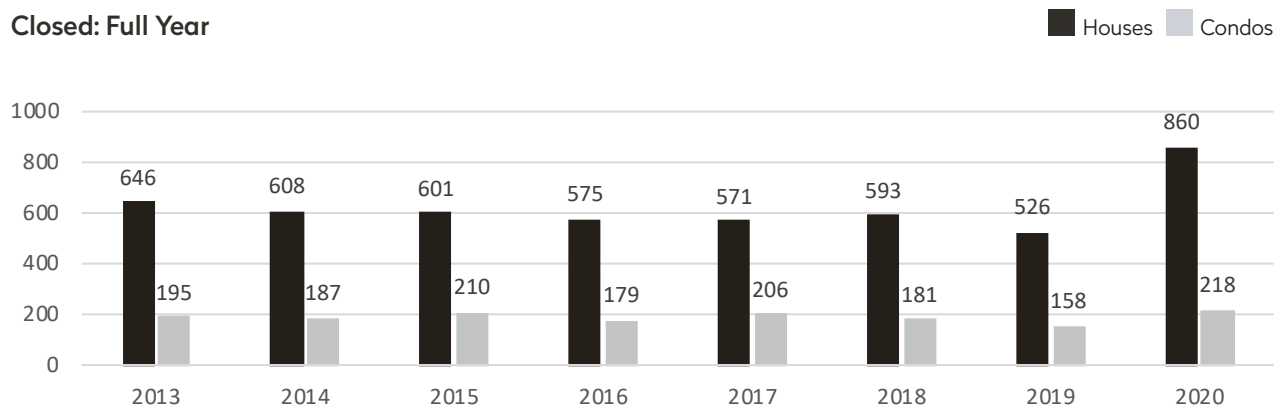
Average Sold Price Q4 2020 vs. 2019

↑ 31.5%

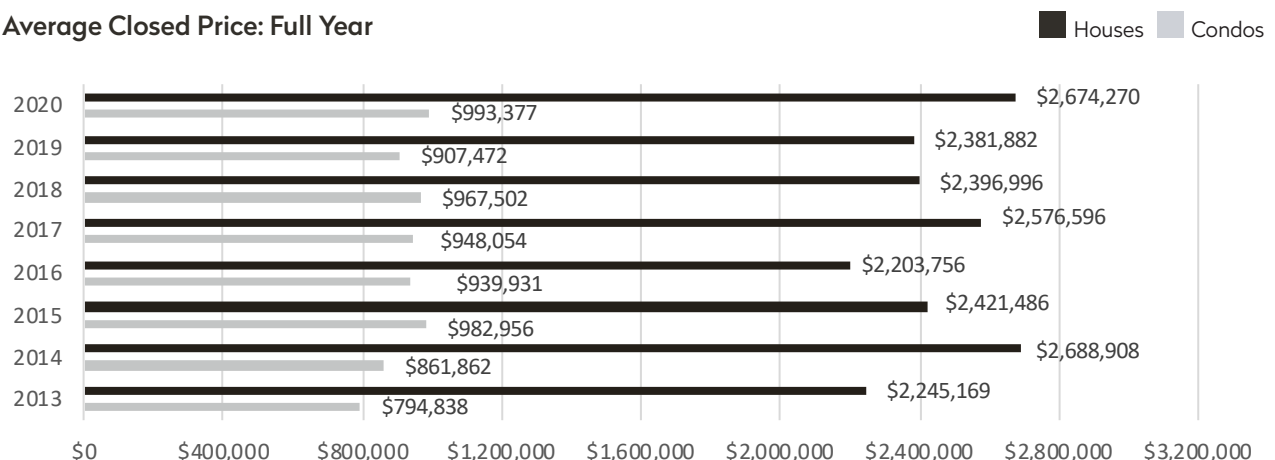
Dec. 31 Inventory vs. Dec. 31, 2019

↓ 27.4%

Closed: Full Year



Average Closed Price: Full Year



Greenwich Overview

Greenwich closed out a remarkable year with a record quarter. One hundred seventy-one houses closed in the fourth quarter, a 180% increase compared to 2019 and the highest number of houses sold in Greenwich in the year's final quarter in at least the past 20 years. The average closing price rose to \$3.16M, a 28% increase from the same period last year. There were also 166 condo closings in the quarter, the most in this time period in Greenwich since 2005. The 502 Greenwich house closings in all of 2020 are the highest total for a year in the town in at least the past two decades.

Single Family Houses

Number of Solds Q4 2020 vs. 2019

↑ **180.3%**

Average Sold Price Q4 2020 vs. 2019

↑ **27.5%**

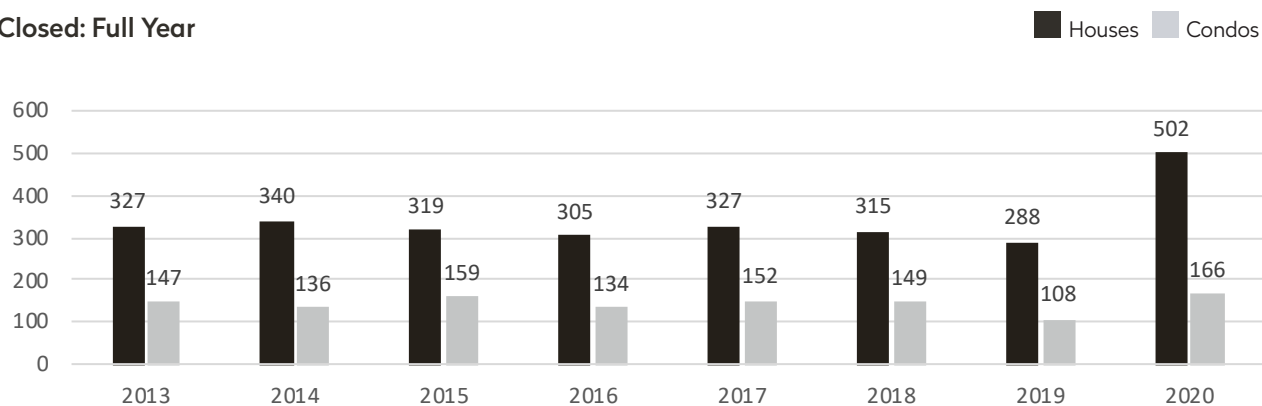
Dec. 31 Inventory vs. Dec. 31, 2019

↓ **23.4%**

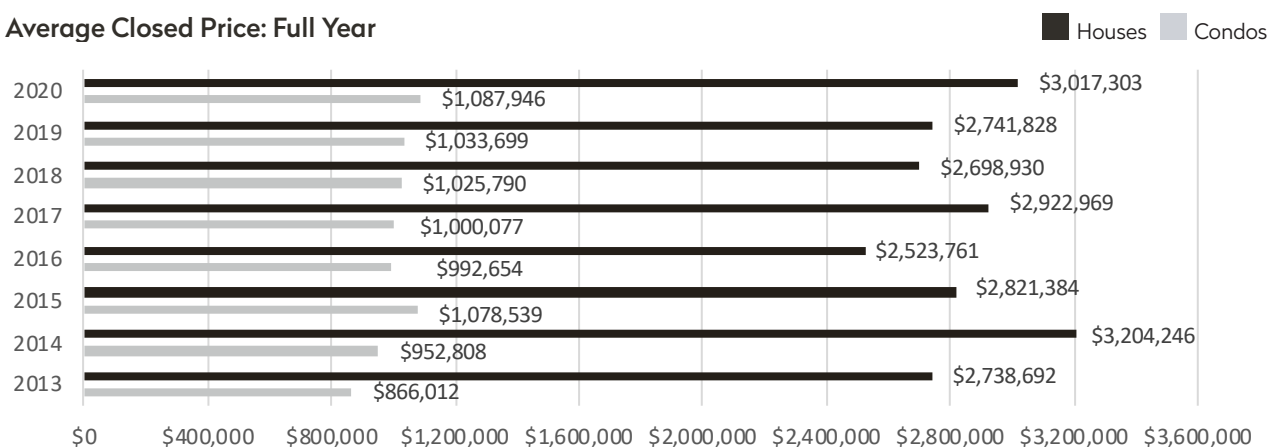
Single Family Houses

	2020	2019	% CHANGE
Houses: Closings in Fourth Quarter	171	61	+180.3%
Houses: Average Closing Price Fourth Quarter	\$3,160,378	\$2,479,699	+27.5%
Houses: Closings Full Year	502	288	+74.3%
Houses: Average Closing Price Full Year	\$3,017,303	\$2,741,828	+10%
Houses: Pending on December 31st	57	19	+200%
Houses: Inventory on December 31st	259	338	-23.4%
Condos: Closings Full Year	166	108	+53.7%
Condos: Average Closing Price Full Year	\$1,087,946	\$1,033,699	+5.2%
Condos: Inventory on December 31st	79	120	-34.2%

Closed: Full Year



Average Closed Price: Full Year



Year End 2020

Cos Cob Overview

Cos Cob closed out a remarkable year with a record quarter. Thirty houses closed in the fourth quarter, a 88% increase compared to 2019 and the highest number of houses sold in Cos Cob in the year's final quarter in at least the past 20 years. The average closing price rose to \$1.37M, a 33% increase from the same period last year. The total dollar volume of closing in the quarter was \$13.95M, a 241% increase from a year ago. The 86 house closings in all of 2020 are Cos Cob's highest total for a year since 2004.

Single Family Houses

Number of Solds Q4 2020 vs. 2019

↑ 87.5%

Average Sold Price Q4 2020 vs. 2019

↑ 32.8%

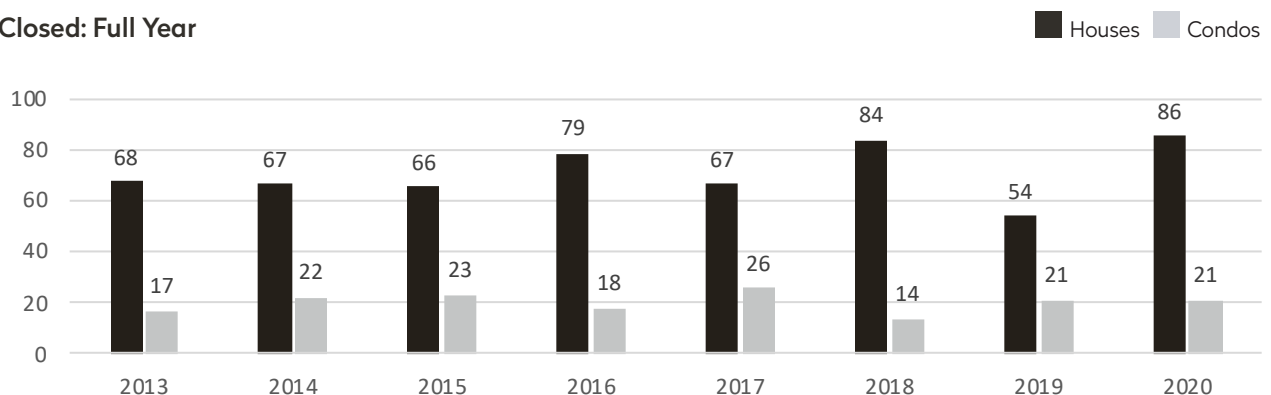
Dec. 31 Inventory vs. Dec. 31, 2019

↓ 42.2%

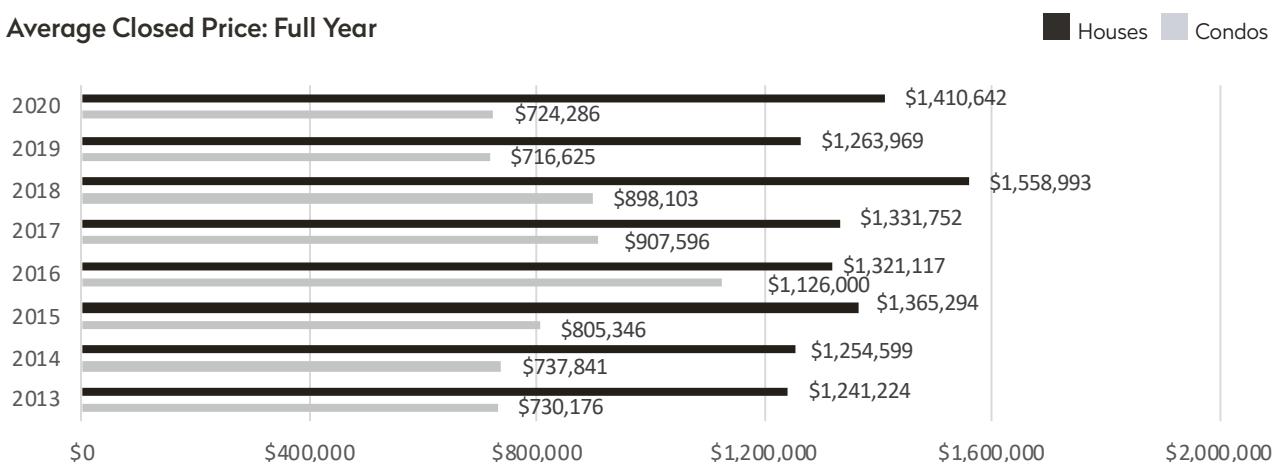
Single Family Houses

	2020	2019	% CHANGE
Houses: Closings in Fourth Quarter	30	16	+87.5%
Houses: Average Closing Price Fourth Quarter	\$1,365,067	\$1,028,144	+32.8%
Houses: Closings Full Year	86	54	+59.3%
Houses: Average Closing Price Full Year	\$1,410,642	\$1,263,969	+11.6%
Houses: Pending on December 31st	12	3	+300%
Houses: Inventory on December 31st	26	45	-42.2%
Condos: Closings Full Year	21	21	0%
Condos: Average Closing Price Full Year	\$724,286	\$716,625	+1.1%
Condos: Inventory on December 31st	10	12	-16.7%

Closed: Full Year



Average Closed Price: Full Year



Year End 2020

Riverside Overview

Riverside closed out a remarkable year with a historically strong quarter. Thirty-nine houses closed in the fourth quarter, a 144% increase compared to 2019 and the highest number of houses sold in Riverside in the year's final quarter in at least the past two decades. The average closing price rose to \$2.96M, a 36% increase from the same period last year and also the highest in the past two decades. Meanwhile, the average cumulative days on the market for closings in the quarter was 63% lower from a year ago at 83 days.

Single Family Houses

Number of Solds Q4 2020 vs. 2019

↑ 143.8%

Average Sold Price Q4 2020 vs. 2019

↑ 36.2%

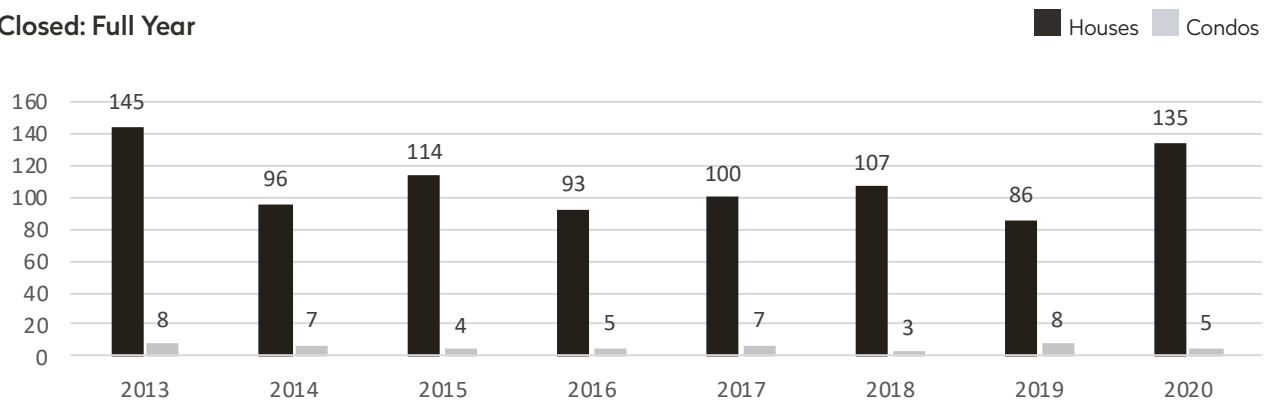
Dec. 31 Inventory vs. Dec. 31, 2019

↓ 42.6%

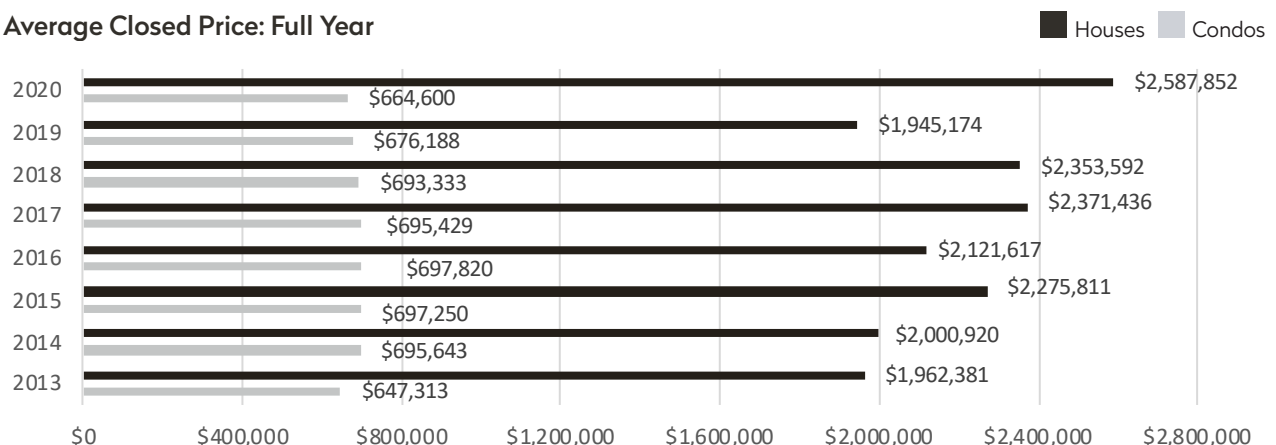
Single Family Houses

	2020	2019	% CHANGE
Houses: Closings in Fourth Quarter	39	16	+143.8%
Houses: Average Closing Price Fourth Quarter	\$2,956,474	\$2,170,625	+36.2%
Houses: Closings Full Year	135	86	+57%
Houses: Average Closing Price Full Year	\$2,587,852	\$1,945,174	+33%
Houses: Pending on December 31st	16	4	+300%
Houses: Inventory on December 31st	27	47	-42.6%
Condos: Closings Full Year	5	8	-37.5%
Condos: Average Closing Price Full Year	\$664,600	\$676,188	-1.7%
Condos: Inventory on December 31st	4	5	-20%

Closed: Full Year



Average Closed Price: Full Year



Old Greenwich Overview

Old Greenwich closed out a remarkable year with a historically strong quarter. Forty-two houses closed in the fourth quarter, a 68% increase compared to 2019 and the highest number of houses sold in Old Greenwich in the year's final quarter in at least the past two decades. The average closing price rose to \$2.54M, a 20% increase from the same period last year. Meanwhile, the average closing price for the quarter was 98% of the list price, 4.1% higher than the fourth quarter of 2019. The 137 Old Greenwich house closings in all of 2020 are the highest total for a year in the town since 2004.

Single Family Houses

Number of Solds Q4

2020 vs. 2019

↑ **68%**

Average Sold Price Q4

2020 vs. 2019

↑ **19.5%**

Dec. 31 Inventory

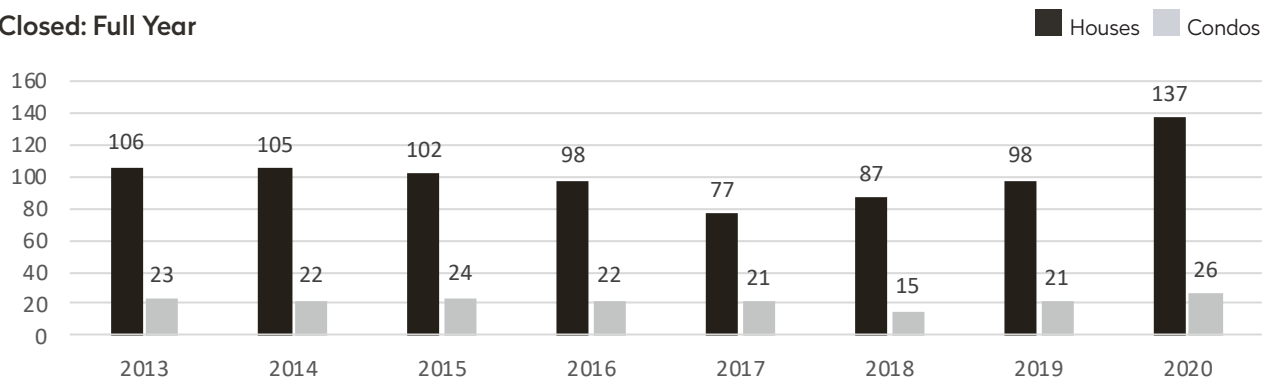
vs. Dec. 31, 2019

↓ **27.3%**

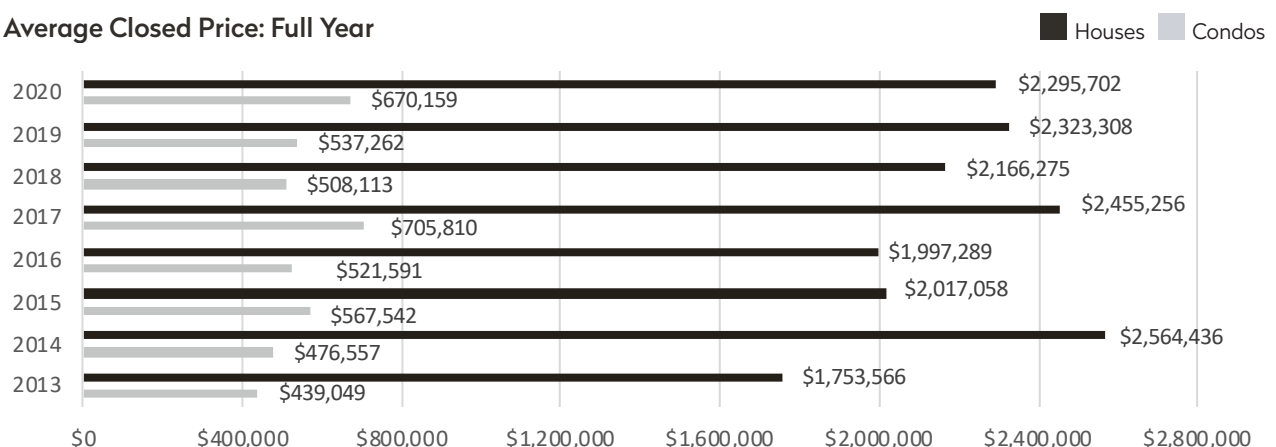
Single Family Houses

	2020	2019	% CHANGE
Houses: Closings in Fourth Quarter	42	25	+68%
Houses: Average Closing Price Fourth Quarter	\$2,544,750	\$2,130,180	+19.5%
Houses: Closings Full Year	137	98	+39.8%
Houses: Average Closing Price Full Year	\$2,295,702	\$2,323,308	-1.2%
Houses: Pending on December 31st	4	5	-20%
Houses: Inventory on December 31st	32	44	-27.3%
Condos: Closings Full Year	26	21	+23.8%
Condos: Average Closing Price Full Year	\$670,159	\$537,262	+24.7%
Condos: Inventory on December 31st	11	9	+22.2%

Closed: Full Year



Average Closed Price: Full Year



Year End 2020

Stamford Overview

Stamford closed out a remarkable year with a record quarter. Two hundred ninety-eight houses closed in the fourth quarter, a 63% increase compared to 2019 and the highest number of houses sold in Stamford in the year's final quarter in at least the past 20 years. The average closing price rose to \$780K, a 24% increase from the same period last year. There were also 216 condo closings in the quarter, the most in this time period in Stamford since 2004. The 941 house closings in all of 2020 are the highest total for a year in Stamford since 2004.

Single Family Houses

Number of Solds Q4
2020 vs. 2019

↑ 62.8%

Average Sold Price Q4
2020 vs. 2019

↑ 23.8%

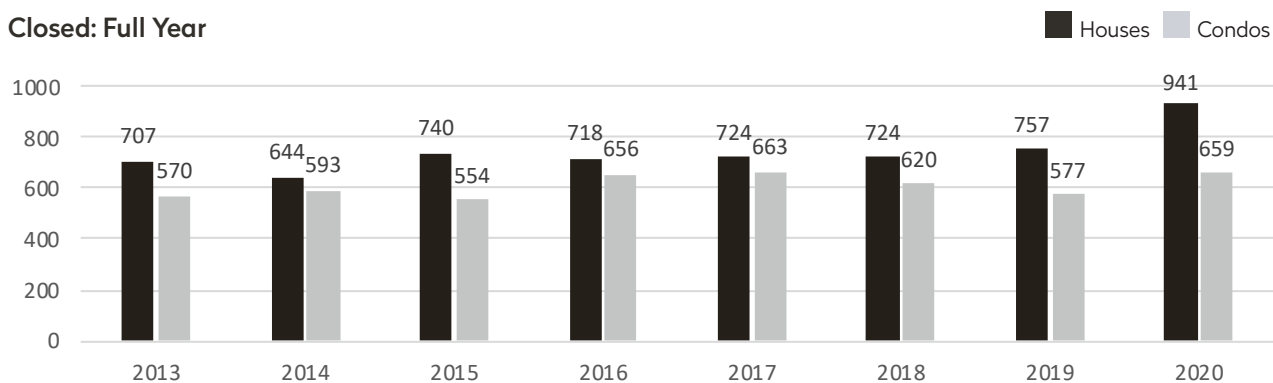
Dec. 31 Inventory
vs. Dec. 31, 2019

↓ 35.7%

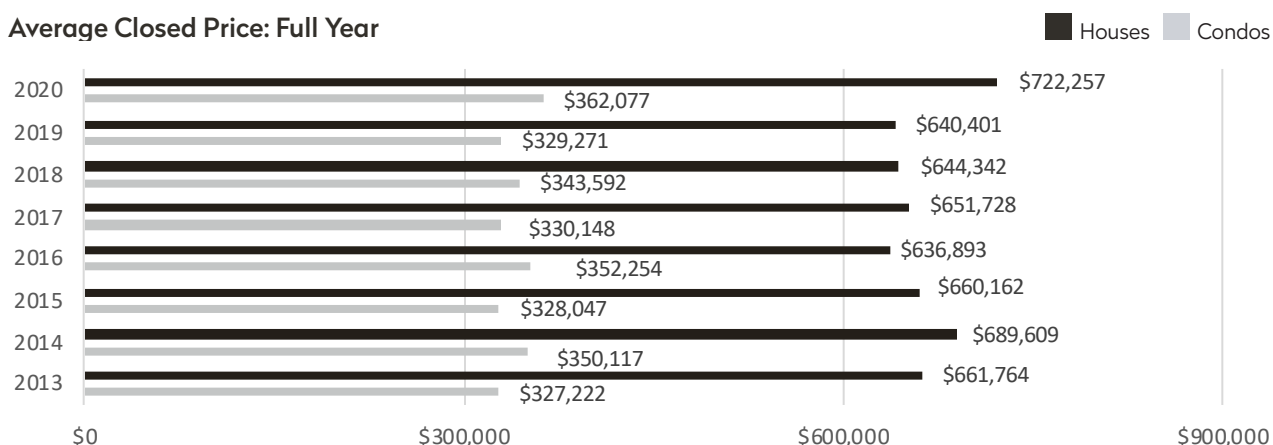
Single Family Houses

	2020	2019	% CHANGE
Houses: Closings in Fourth Quarter	298	183	+62.8%
Houses: Average Closing Price Fourth Quarter	\$779,991	\$629,806	+23.8%
Houses: Closings Full Year	941	757	+24.3%
Houses: Average Closing Price Full Year	\$722,257	\$640,401	+12.8%
Houses: Pending on December 31st	92	55	+67.3%
Houses: Inventory on December 31st	184	286	-35.7%
Condos: Closings Full Year	659	577	+14.2%
Condos: Average Closing Price Full Year	\$362,077	\$329,271	+10%
Condos: Inventory on December 31st	244	210	+16.2%

Closed: Full Year



Average Closed Price: Full Year



Year End 2020

Darien Overview

Darien closed out a remarkable year with a record quarter. One hundred nine houses closed in the fourth quarter, a 118% increase compared to 2019 and the highest number of houses sold in Darien in the year's final quarter in at least the past 20 years. The average closing price rose to \$1.76M, a 5% increase from the same period last year. Average cumulative days on the market for closings in the quarter was 164 days, a 12% decrease from a year ago. The 436 Darien house closings in all of 2020 are also the highest total for a year in Darien in at least the past two decades.

Single Family Houses

Number of Solds Q4

2020 vs. 2019

↑ 118%

Average Sold Price Q4

2020 vs. 2019

↑ 5.3%

Dec. 31 Inventory

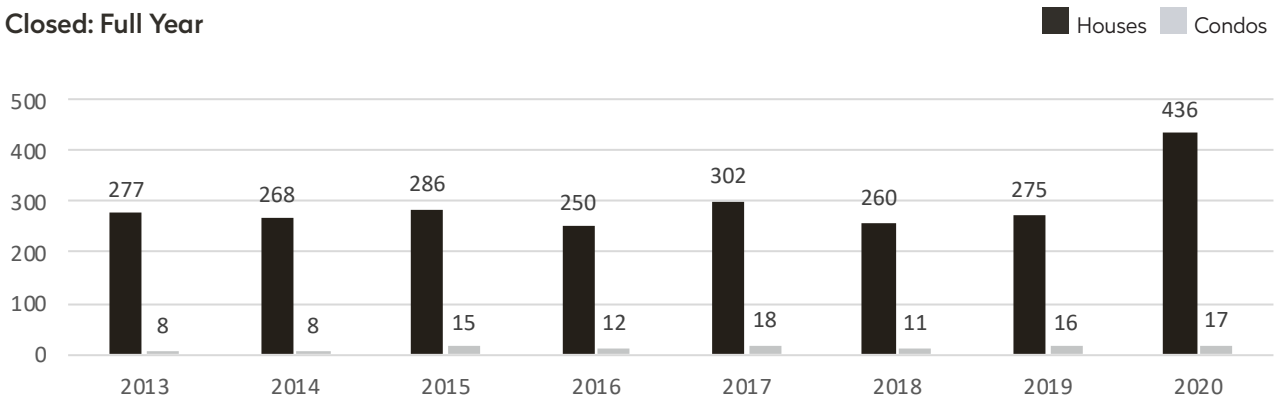
vs. Dec.. 31, 2019

↓ 40.8%

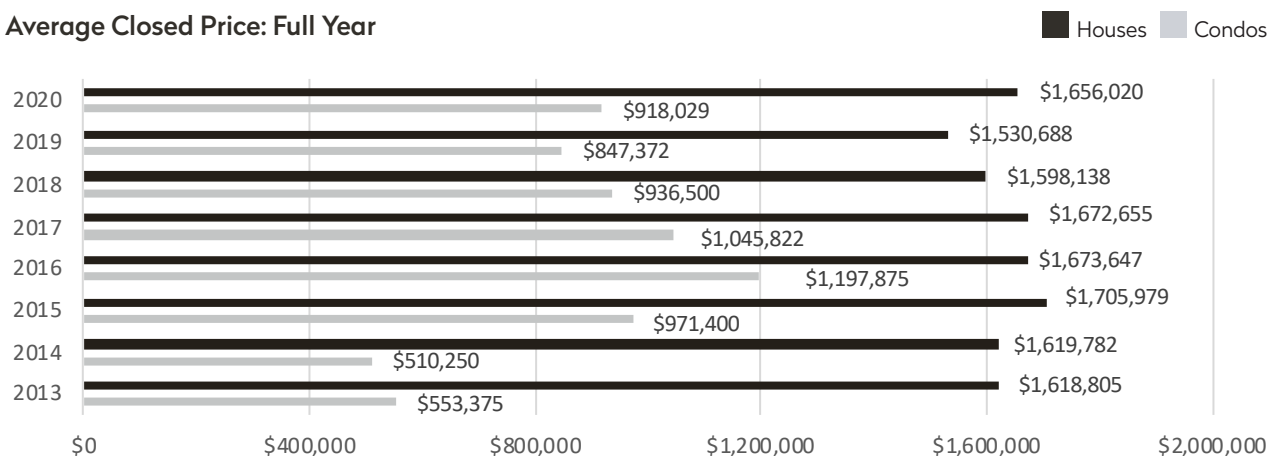
Single Family Houses

	2020	2019	% CHANGE
Houses: Closings in Fourth Quarter	109	50	+118%
Houses: Average Closing Price Fourth Quarter	\$1,759,616	\$1,671,050	+5.3%
Houses: Closings Full Year	436	275	+58.5%
Houses: Average Closing Price Full Year	\$1,656,020	\$1,530,688	+8.2%
Houses: Pending on December 31st	35	24	+45.8%
Houses: Inventory on December 31st	90	152	-40.8%
Condos: Closings Full Year	17	16	+6.3%
Condos: Average Closing Price Full Year	\$918,029	\$847,372	+8.3%
Condos: Inventory on December 31st	4	12	-66.7%

Closed: Full Year



Average Closed Price: Full Year



Year End 2020

New Canaan Overview

New Canaan closed out a remarkable year with a record quarter. One hundred eighteen houses closed in the fourth quarter, a 136% increase compared to 2019 and the highest number of houses sold in New Canaan in the year's final quarter in at least the past 20 years. The average cumulative days on the market for closings in the quarter was 49% lower than a year ago at 141 days. The 390 New Canaan house closings in all of 2020 are the highest total for a year in New Canaan in at least the past two decades, with the average closing price for the year up 17% from 2019.

Single Family Houses

Number of Solds Q4

2020 vs. 2019

↑136%

Average Sold Price Q4

2020 vs. 2019

↑9%

Dec. 31 Inventory

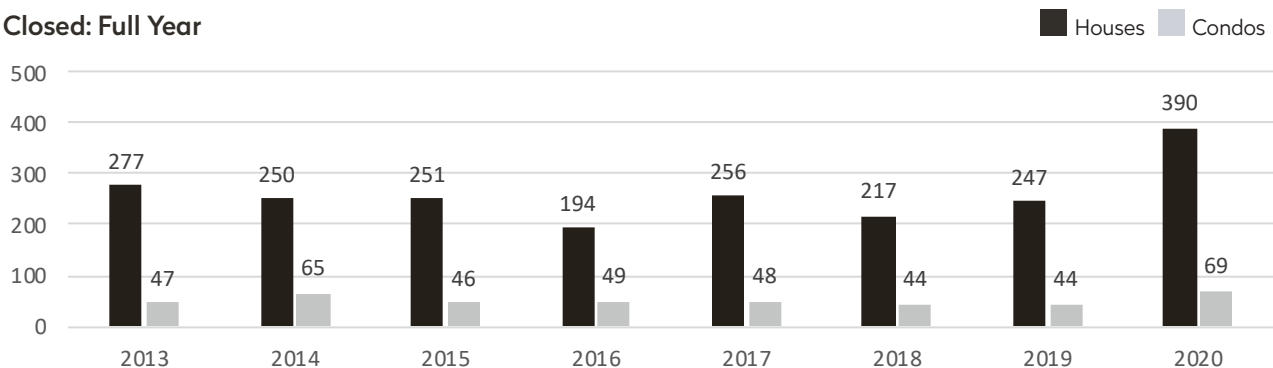
vs. Dec.. 31, 2019

↓34.1%

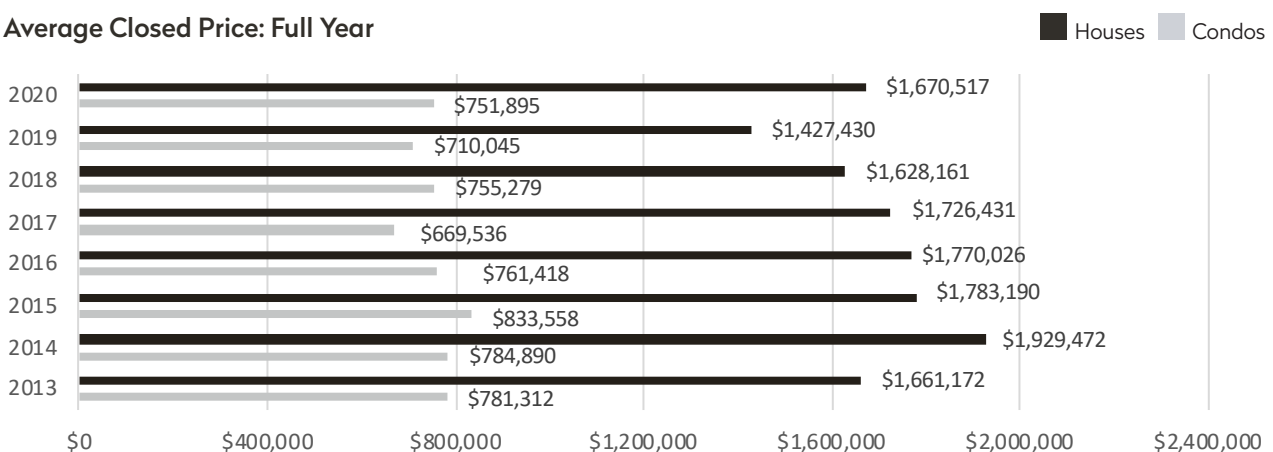
Single Family Houses

	2020	2019	% CHANGE
Houses: Closings in Fourth Quarter	118	50	+136%
Houses: Average Closing Price Fourth Quarter	\$1,700,904	\$1,559,891	+9%
Houses: Closings Full Year	390	247	+57.9%
Houses: Average Closing Price Full Year	\$1,670,517	\$1,427,430	+17%
Houses: Pending on December 31st	46	14	+228.6%
Houses: Inventory on December 31st	110	167	-34.1%
Condos: Closings Full Year	69	44	+56.8%
Condos: Average Closing Price Full Year	\$751,895	\$710,045	+5.9%
Condos: Inventory on December 31st	69	27	+155.6%

Closed: Full Year



Average Closed Price: Full Year



Norwalk Overview

Norwalk closed out a remarkable year with a record quarter. Two hundred sixty-two houses closed in the fourth quarter, a 76% increase compared to 2019 and the highest number of houses sold in Norwalk in the year's final quarter in at least the past 20 years. The average closing price rose to \$781K, a 21% increase from the same period last year. There were also 141 condo closings in the quarter, the most in this time period in Norwalk since 2004. The 823 house closings in all of 2020 are the highest total for a year in Norwalk since 2005.

Single Family Houses

	2020	2019	% CHANGE
Houses: Closings in Fourth Quarter	262	149	+75.8%
Houses: Average Closing Price Fourth Quarter	\$780,987	\$646,884	+20.7%
Houses: Closings Full Year	823	640	+28.6%
Houses: Average Closing Price Full Year	\$691,375	\$599,604	+15.3%
Houses: Pending on December 31st	71	52	+36.5%
Houses: Inventory on December 31st	148	232	-36.2%
Condos: Closings Full Year	428	350	+22.3%
Condos: Average Closing Price Full Year	\$314,911	\$302,374	+4.1%
Condos: Inventory on December 31st	97	93	+4.3%

Single Family Houses

Number of Solds Q4 2020 vs. 2019

↑ 75.8%

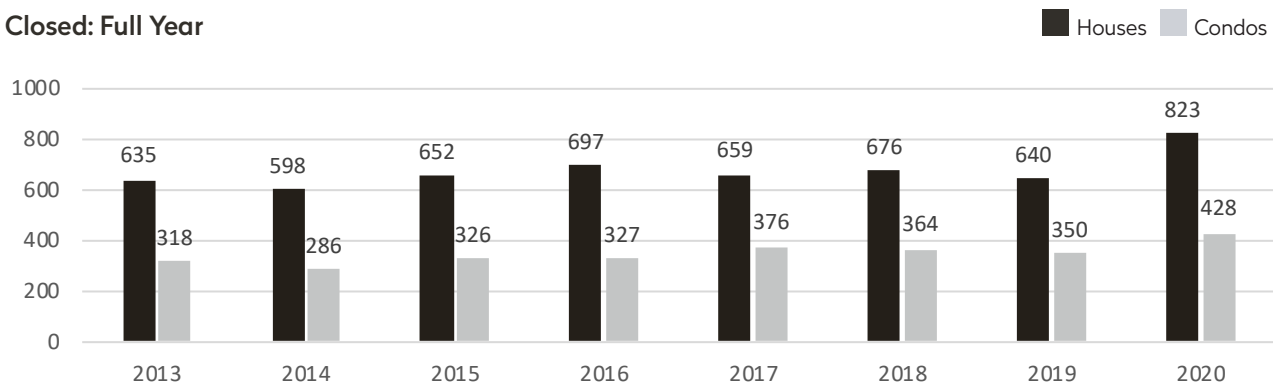
Average Sold Price Q4 2020 vs. 2019

↑ 20.7%

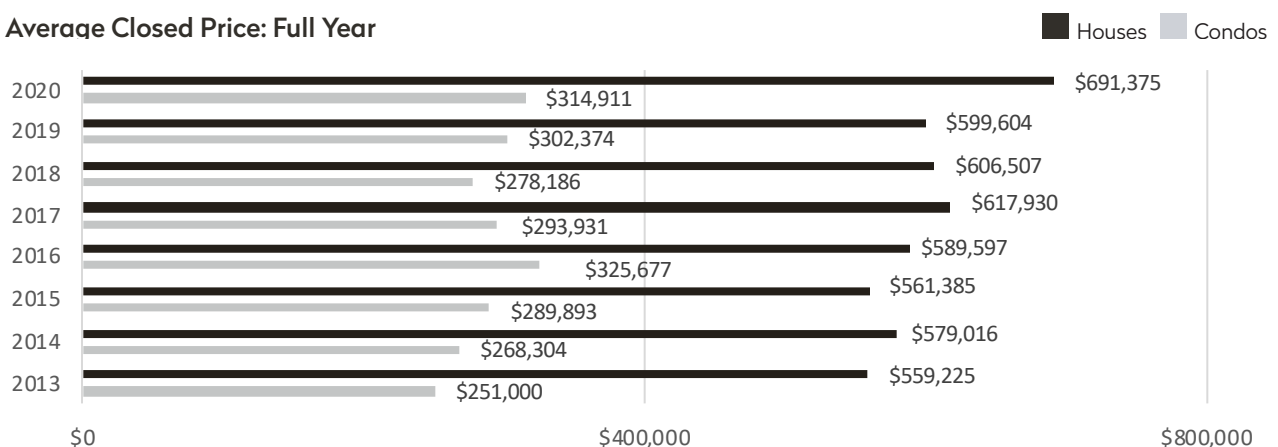
SDec. 31 Inventory vs. Dec. 31, 2019

↓ 36.2%

Closed: Full Year



Average Closed Price: Full Year



Rowayton Overview

Rowayton closed out a record year with a historically strong quarter. Thirty-seven houses closed in the fourth quarter, a 54% increase compared to 2019 and the highest number of houses sold in Rowayton in the year's final quarter since 2006. The average closing price rose to \$1.6M, a 16% increase from the same period last year. Meanwhile, the average cumulative days on the market for closings in the quarter was 12% lower from a year ago at 115 days. For the year, the 114 Rowayton house closings is the highest total for a year in at least the past two decades.

Single Family Houses

Number of Solds Q4

2020 vs. 2019

↑ 54.2%

Average Sold Price Q4

2020 vs. 2019

↑ 16.3%

Dec. 31 Inventory

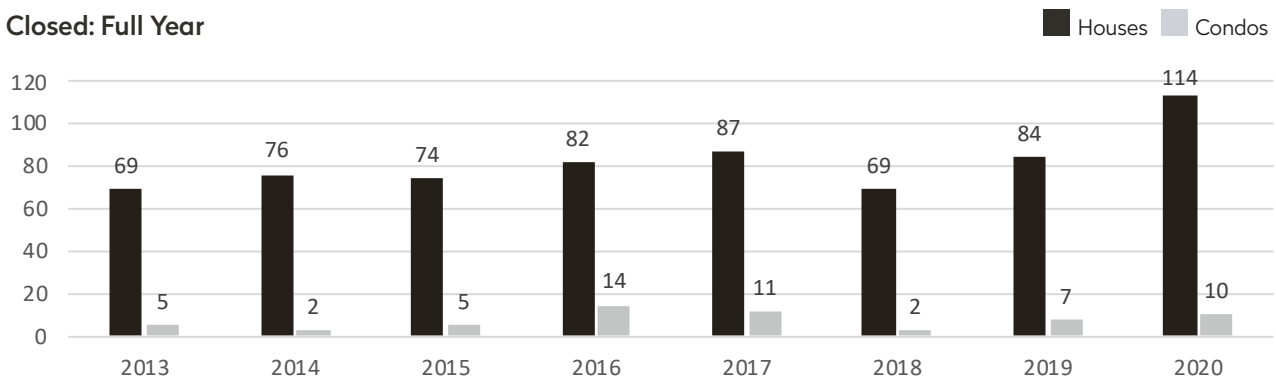
vs. Dec.. 31, 2019

↓ 73.2%

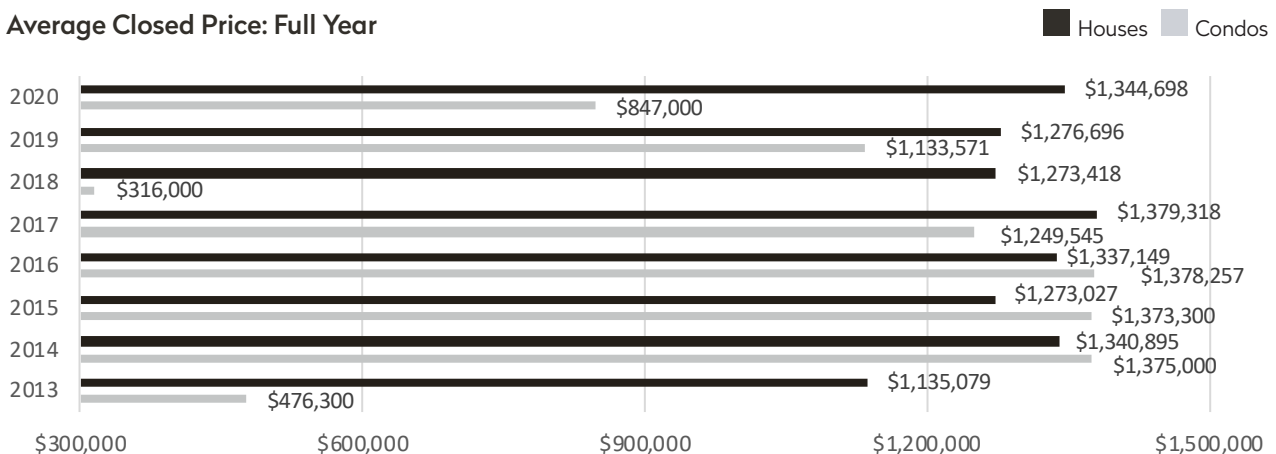
Single Family Houses

	2020	2019	% CHANGE
Houses: Closings in Fourth Quarter	37	24	+54.2%
Houses: Average Closing Price Fourth Quarter	\$1,606,228	\$1,380,563	+16.3%
Houses: Closings Full Year	114	84	+35.7%
Houses: Average Closing Price Full Year	\$1,344,698	\$1,276,696	+5.3%
Houses: Pending on December 31st	12	7	+71.4%
Houses: Inventory on December 31st	11	41	-73.2%
Condos: Closings Full Year	10	7	+42.9%
Condos: Average Closing Price Full Year	\$847,000	\$1,133,571	-25.3%
Condos: Inventory on December 31st	3	4	-25%

Closed: Full Year



Average Closed Price: Full Year



Wilton Overview

Wilton closed out a remarkable year with a record quarter. One hundred twenty-five houses closed in the fourth quarter, a 132% increase compared to 2019 and the highest number of houses sold in Wilton in the year's final quarter in at least the past 20 years. The average closing price rose to \$934K, a 42% increase from the same period last year. Meanwhile, the average cumulative days on the market for closings in the quarter was 39% lower from a year ago at 125 days. The 390 Wilton house closings in all of 2020 are the highest total for a year in Wilton in at least the past two decades.

Single Family Houses

	2020	2019	% CHANGE
Houses: Closings in Fourth Quarter	125	54	+131.5%
Houses: Average Closing Price Fourth Quarter	\$933,563	\$655,812	+42.4%
Houses: Closings Full Year	390	233	+67.4%
Houses: Average Closing Price Full Year	\$885,764	\$759,136	+16.7%
Houses: Pending on December 31st	24	18	+33.3%
Houses: Inventory on December 31st	71	114	-37.7%
Condos: Closings Full Year	41	21	+95.2%
Condos: Average Closing Price Full Year	\$416,963	\$368,210	+13.2%
Condos: Inventory on December 31st	6	10	-40%

Single Family Houses

Number of Solds Q4 2020 vs. 2019

↑ 131.5%

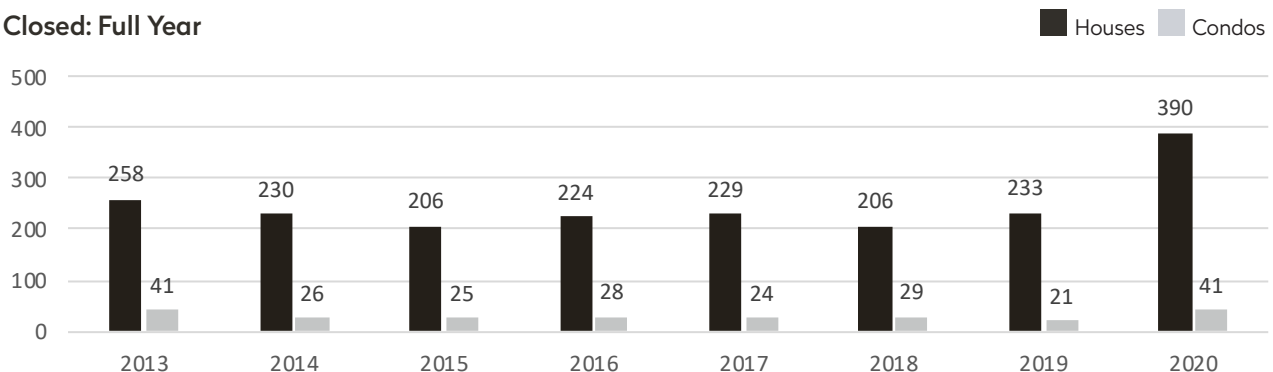
Average Sold Price Q4 2020 vs. 2019

↑ 42.4%

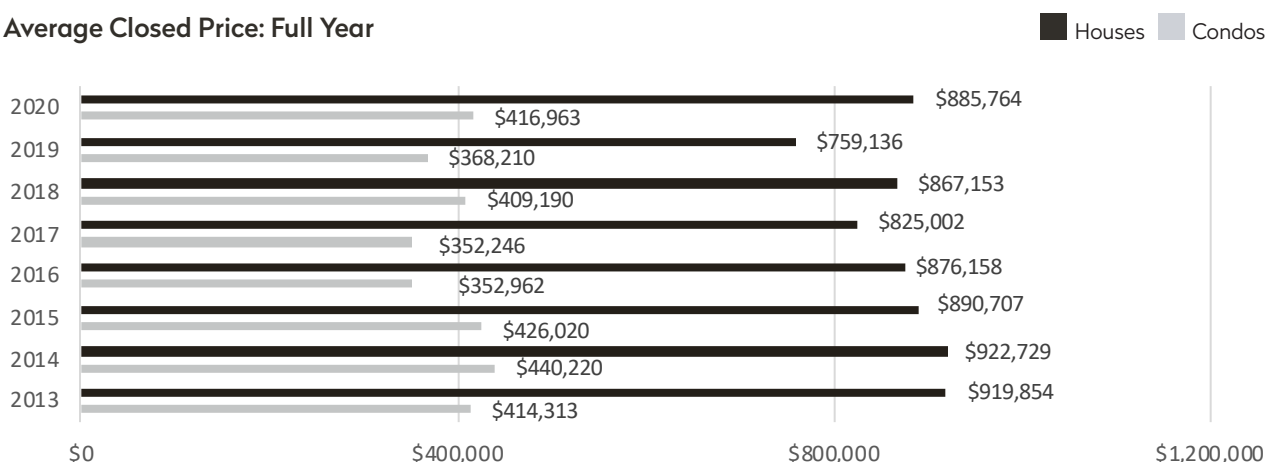
Dec. 31 Inventory vs. Dec. 31, 2019

↓ 37.7%

Closed: Full Year



Average Closed Price: Full Year



Year End 2020

Westport Overview

Westport closed out a remarkable year with a record quarter. One hundred seventy-two houses closed in the fourth quarter, a 105% increase from 2019 and the highest number of houses sold in Westport in the year's final quarter in at least the past 20 years. The average closing price rose to \$1.65M, a 28% increase from the same period last year. Meanwhile, the average cumulative days on the market for closings in the quarter was 35% lower from a year ago at 132 days. The 637 Westport house closings in all of 2020 are the highest total for a year in Westport in at least the past two decades.

Single Family Houses

Number of Solds Q4
2020 vs. 2019

↑ 104.8%

Average Sold Price Q4
2020 vs. 2019

↑ 27.8%

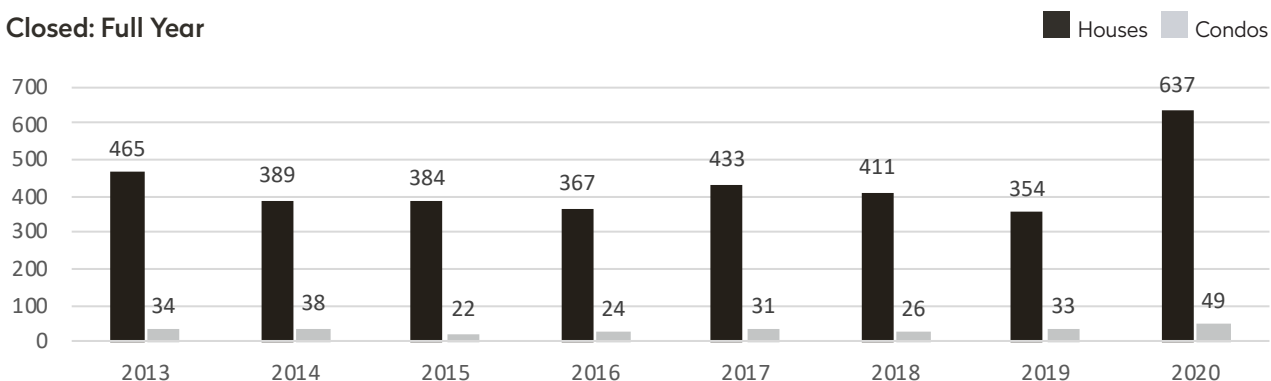
Dec. 31 Inventory
vs. Dec. 31, 2019

↓ 50.6%

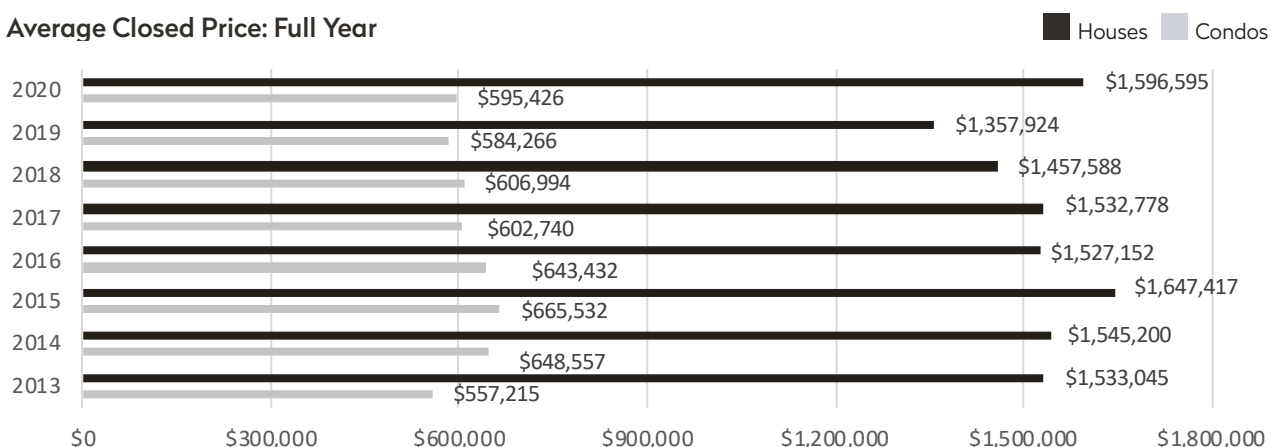
Single Family Houses

	2020	2019	% CHANGE
Houses: Closings in Fourth Quarter	172	84	+104.8%
Houses: Average Closing Price Fourth Quarter	\$1,650,613	\$1,291,925	+27.8%
Houses: Closings Full Year	637	354	+79.9%
Houses: Average Closing Price Full Year	\$1,596,595	\$1,357,924	+17.6%
Houses: Pending on December 31st	72	22	+227.3%
Houses: Inventory on December 31st	119	241	-50.6%
Condos: Closings Full Year	49	33	+48.5%
Condos: Average Closing Price Full Year	\$595,426	\$584,266	+1.9%
Condos: Inventory on December 31st	25	24	+4.2%

Closed: Full Year



Average Closed Price: Full Year



Year End 2020

Weston Overview

Weston closed out a remarkable year with a record quarter. Ninety-four houses closed in the fourth quarter, a 169% increase compared to 2019 and the highest number of houses sold in Weston in the year's final quarter in at least the past 20 years. The average closing price rose to \$1.02M, a 29% increase from the same period last year. Meanwhile, the average cumulative days on the market for closings in the quarter was 48% lower than a year ago at 115 days. The 295 house closings in all of 2020 are the highest total for a year in Weston in at least the past two decades.

Single Family Houses

Number of Solds Q4
2020 vs. 2019

↑168.6%

Average Sold Price Q4
2020 vs. 2019

↑28.5%

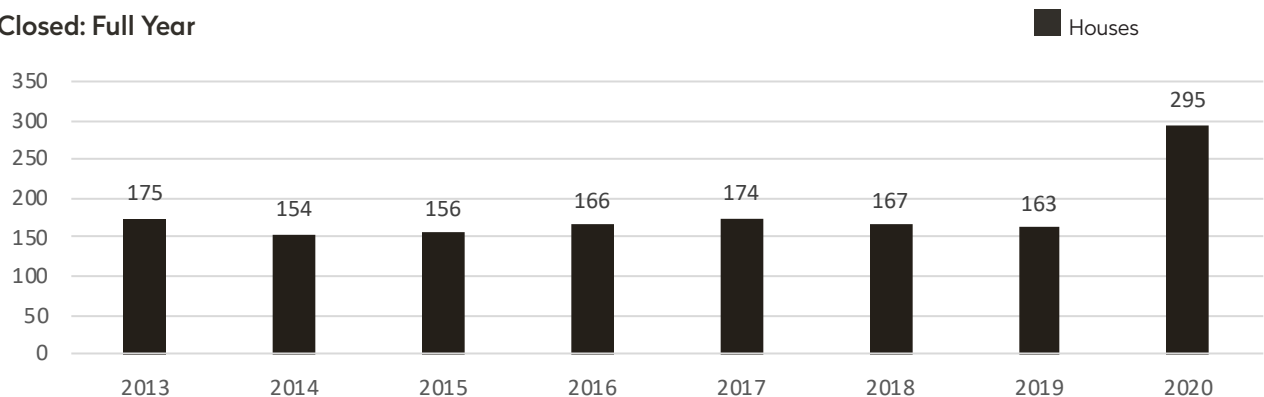
Dec. 31 Inventory
vs. Dec.. 31, 2019

↓61.5%

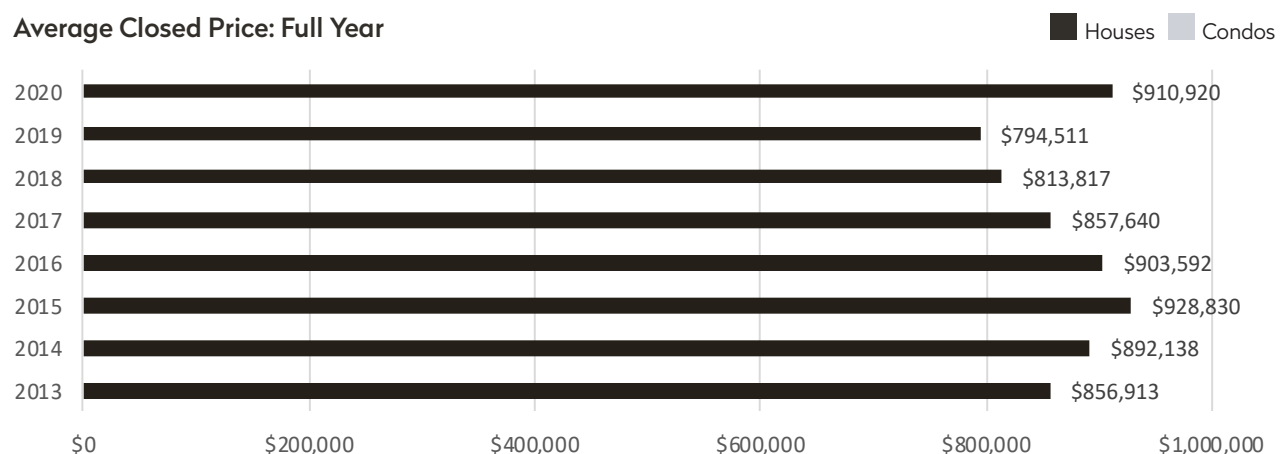
Single Family Houses

	2020	2019	% CHANGE
Houses: Closings in Fourth Quarter	94	35	+168.6%
Houses: Average Closing Price Fourth Quarter	\$1,015,495	\$790,150	+28.5%
Houses: Closings Full Year	295	163	+81%
Houses: Average Closing Price Full Year	\$910,920	\$794,511	+14.7%
Houses: Pending on December 31st	28	9	+211.1%
Houses: Inventory on December 31st	42	109	-61.5%

Closed: Full Year



Average Closed Price: Full Year



Year End 2020

Fairfield Overview

Fairfield closed out a remarkable year with a record quarter. Two hundred eighty-six houses closed in the fourth quarter, a 88% increase compared to 2019 and the highest number of houses sold in Fairfield in the year's final quarter in at least the past 20 years. The average closing price rose to \$916K, a 31% increase from the same period last year. Meanwhile, the average cumulative days on the market for closings in the quarter was 31% lower than a year ago at 117 days. The 1,088 house closings in all of 2020 are the highest total for a year in Fairfield in at least the past two decades.

Single Family Houses

	2020	2019	% CHANGE
Houses: Closings in Fourth Quarter	286	152	+88.2%
Houses: Average Closing Price Fourth Quarter	\$916,173	\$700,443	+30.8%
Houses: Closings Full Year	1088	767	+41.9%
Houses: Average Closing Price Full Year	\$865,392	\$708,680	+22.1%
Houses: Pending on December 31st	73	43	+69.8%
Houses: Inventory on December 31st	189	331	-42.9%
Condos: Closings Full Year	115	122	-5.7%
Condos: Average Closing Price Full Year	\$447,474	\$434,589	+3%
Condos: Inventory on December 31st	29	34	-14.7%

Single Family Houses

Number of Solds Q4
2020 vs. 2019

↑ 88.2%

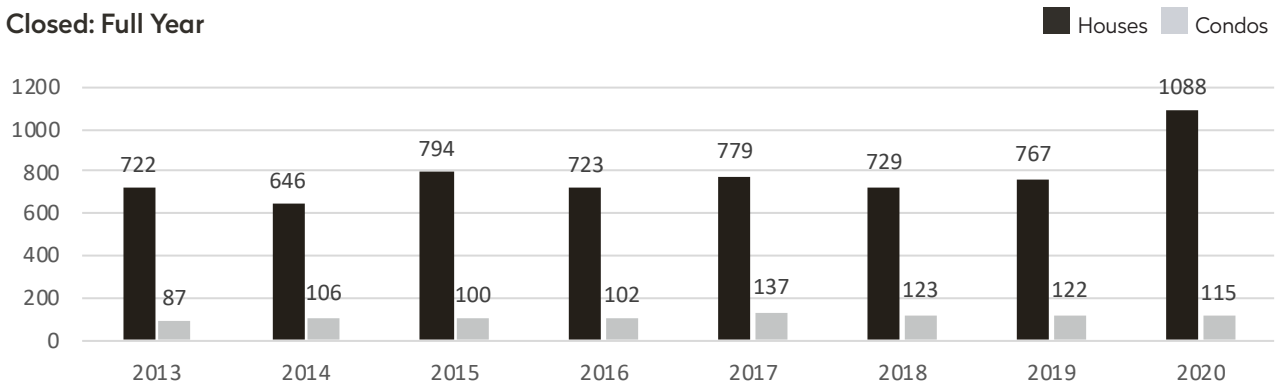
Average Sold Price Q4
2020 vs. 2019

↑ 30.8%

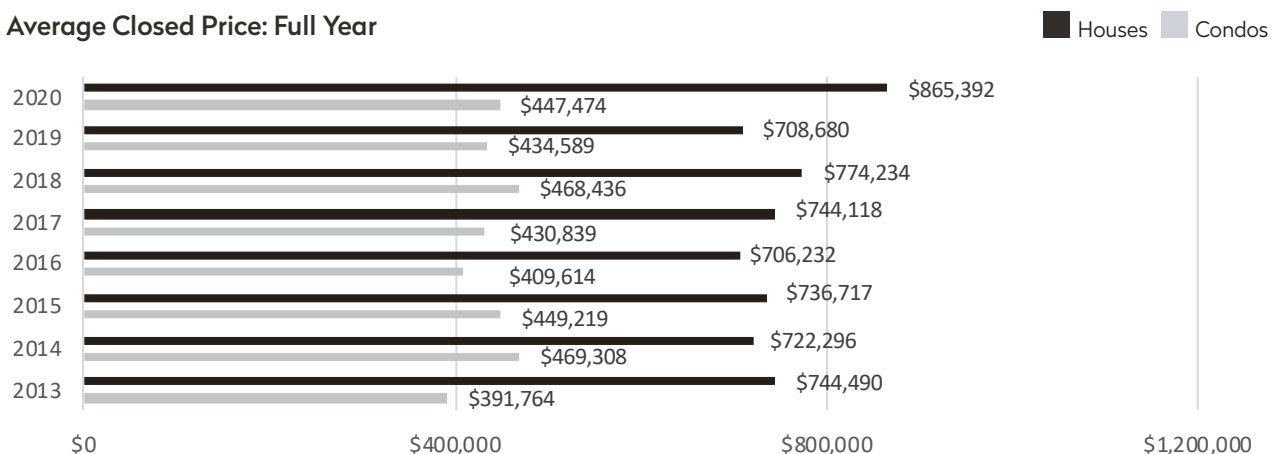
Dec. 31 Inventory
vs. Dec.. 31, 2019

↓ 42.9%

Closed: Full Year



Average Closed Price: Full Year



Year End 2020

Ridgefield Overview

Ridgefield closed out a historically strong year with a record quarter. One hundred ninety-two houses closed in the fourth quarter, a 174% increase compared to 2019 and the highest number of houses sold in Ridgefield in the year's final quarter in at least the past 20 years. The average closing price rose to \$869K, a 15% increase from the same period last year. Meanwhile, the average cumulative days on the market for closings in the quarter was 48% lower from a year ago at 105 days. The 556 house closings in all of 2020 are the highest total for a year in Ridgefield in at least the past two decades.

Single Family Houses

	2020	2019	% CHANGE
Houses: Closings in Fourth Quarter	192	70	+174.3%
Houses: Average Closing Price Fourth Quarter	\$869,229	\$758,181	+14.6%
Houses: Closings Full Year	556	327	+70%
Houses: Average Closing Price Full Year	\$812,383	\$716,972	+13.3%
Houses: Pending on December 31st	61	29	+110.3%
Houses: Inventory on December 31st	88	181	-51.4%
Condos: Closings Full Year	95	55	+72.7%
Condos: Average Closing Price Full Year	\$331,876	\$298,907	+11%
Condos: Inventory on December 31st	15	24	-37.5%

Single Family Houses

Number of Solds Q4 2020 vs. 2019

↑ 174.3%

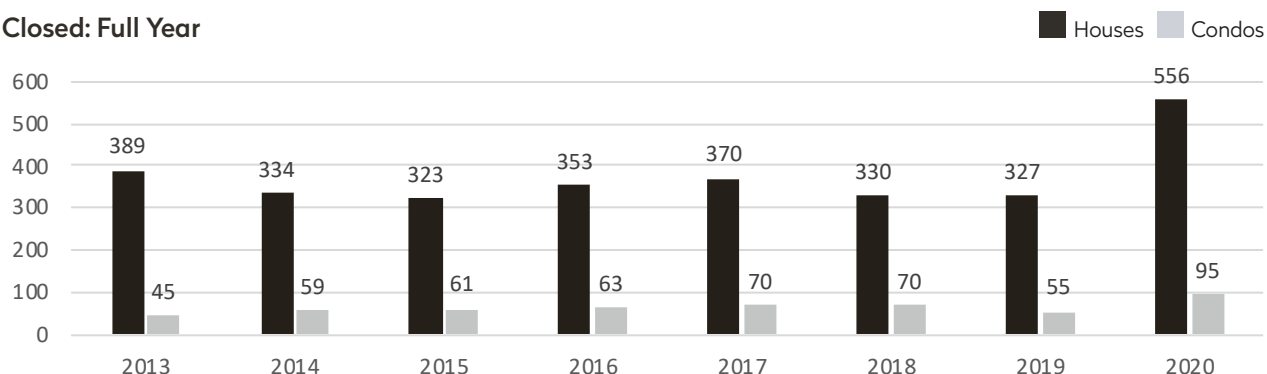
Average Sold Price Q4 2020 vs. 2019

↑ 14.6%

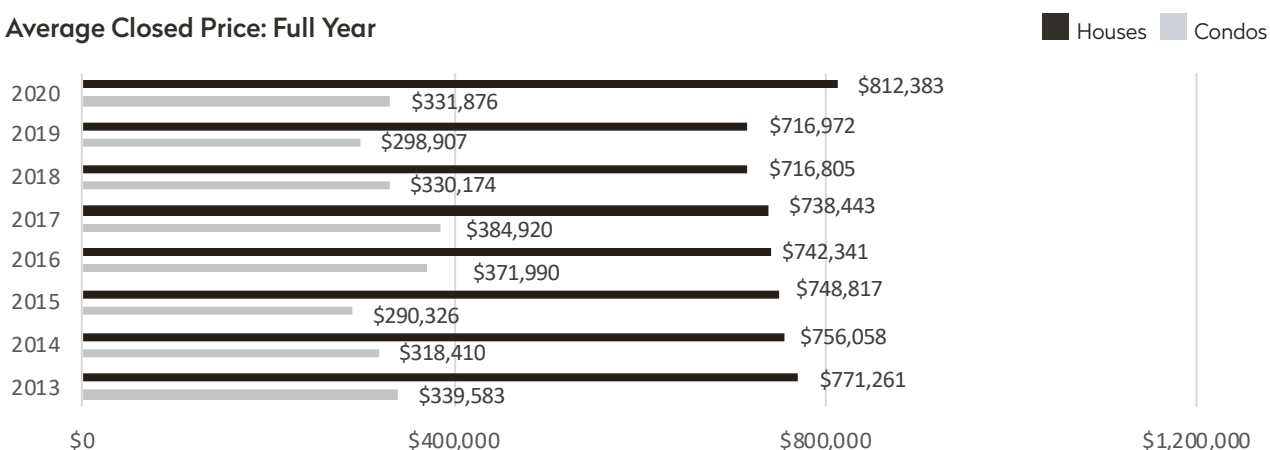
Dec. 31 Inventory vs. Dec. 31, 2019

↓ 51.4%

Closed: Full Year



Average Closed Price: Full Year



Year End 2020

Redding Overview

Redding closed out a remarkable year with a record quarter. Sixty-five houses closed in the fourth quarter, a 97% increase compared to 2019 and the highest number of houses sold in Redding in the year's final quarter in at least the past 20 years. The average closing price rose to \$768K, a 41% increase from the same period last year. Meanwhile, the average cumulative days on the market for closings in the quarter was 27% lower from a year ago at 137 days. The 206 house closings in all of 2020 are the highest total for a year in Redding in at least the past two decades.

Single Family Houses

	2020	2019	% CHANGE
Houses: Closings in Fourth Quarter	65	33	+97%
Houses: Average Closing Price Fourth Quarter	\$767,557	\$544,350	+41%
Houses: Closings Full Year	206	123	+67.5%
Houses: Average Closing Price Full Year	\$660,609	\$543,031	+21.7%
Houses: Pending on December 31st	18	12	+50%
Houses: Inventory on December 31st	52	72	-27.8%
Condos: Closings Full Year	5	4	+25%
Condos: Average Closing Price Full Year	\$293,500	\$387,500	-24.3%
Condos: Inventory on December 31st	0	2	NA

Single Family Houses

Number of Solds Q4

2020 vs. 2019

↑ 97%

Average Sold Price Q4

2020 vs. 2019

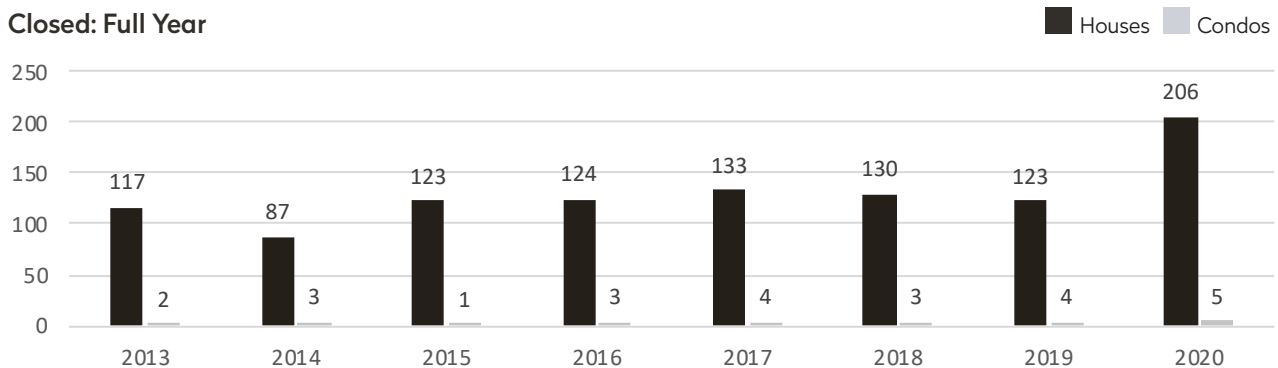
↑ 41%

Dec. 31 Inventory

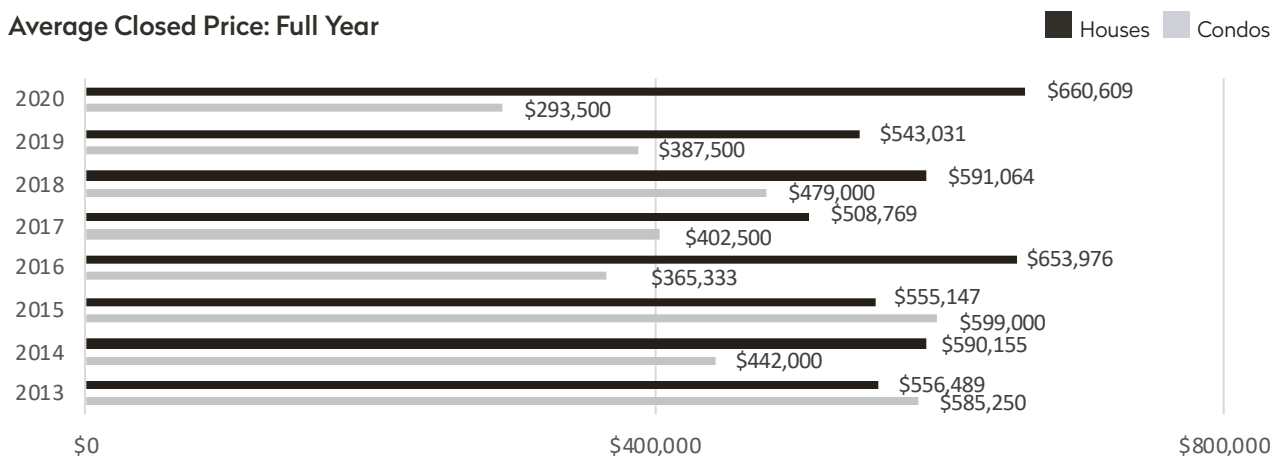
vs. Dec.. 31, 2019

↓ 27.8%

Closed: Full Year



Average Closed Price: Full Year



Year End 2020

Easton Overview

Easton closed out a historically strong year with a record quarter. Forty-seven houses closed in the fourth quarter, a 114% increase compared to 2019 and the highest number of houses sold in Easton in the year's final quarter in at least the past 20 years. The average closing price rose to \$748K, a 21% increase from the same period last year. Meanwhile, the average cumulative days on the market for closings in the quarter was 80 days, a 56% decrease from a year ago. The 172 house closings in 2020 are the highest total for a year in Easton in at least the past two decades.

Single Family Houses

	2020	2019	% CHANGE
Houses: Closings in Fourth Quarter	47	22	+113.6%
Houses: Average Closing Price Fourth Quarter	\$748,234	\$614,261	+21.8%
Houses: Closings Full Year	172	119	+44.5%
Houses: Average Closing Price Full Year	\$635,205	\$605,275	+4.9%
Houses: Pending on December 31st	9	11	-18.2%
Houses: Inventory on December 31st	45	59	-23.7%

Single Family Houses

Number of Solds Q4

2020 vs. 2019

↑ 113.6%

Average Sold Price Q4

2020 vs. 2019

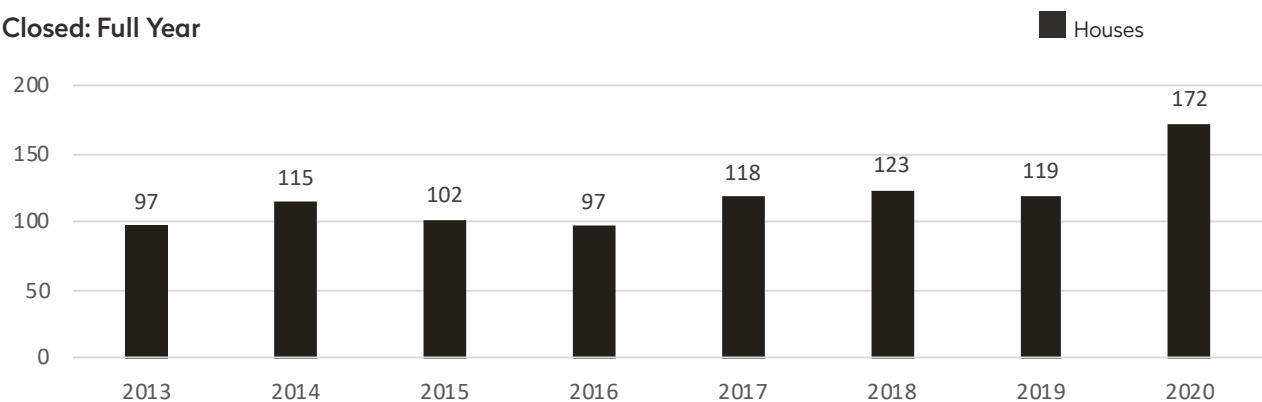
↑ 21.8%

Dec. 31 Inventory

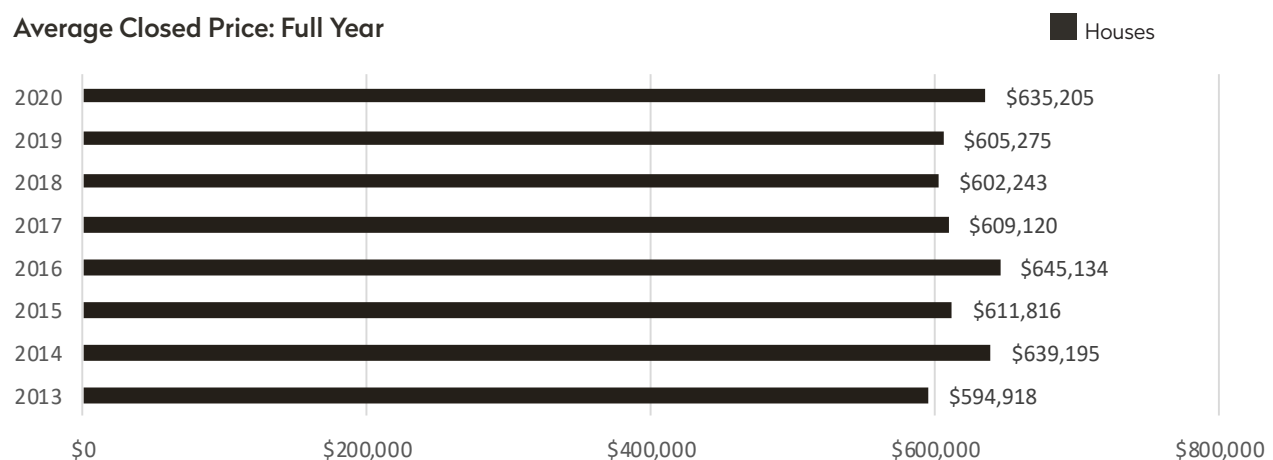
vs. Dec. 31, 2019

↓ 23.7%

Closed: Full Year



Average Closed Price: Full Year

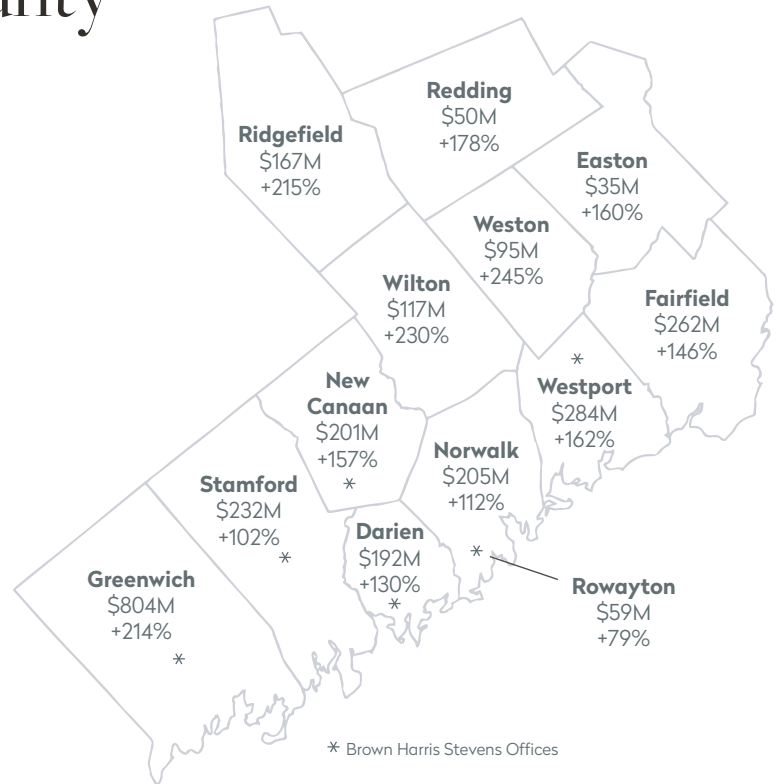


Year End 2020

Lower Fairfield County

Dollar Volume of House Sales Fourth Quarter 2020 vs. 2019

To the right is a look at the total dollar volume of house sales for each town for the fourth quarter of 2020 and the percentage change as it compares to the same time frame in 2019. Collectively, the dollar volume of closings in the fourth quarter of 2020 for Lower Fairfield County was \$2.6 billion, an increase of 167 percent vs. the fourth quarter of 2019.



Town Comparison: Sold Houses - Fourth Quarter

Town	# of Closed Houses		% change	Average Closing Price		% change
	2020	2019		2020	2019	
Darien	109	50	+118%	\$1,759,616	\$1,671,050	+5.3%
Easton	47	22	+113.6%	\$748,234	\$614,261	+21.8%
Fairfield	286	152	+88.2%	\$916,173	\$700,443	+30.8%
All of Greenwich	282	118	+139%	\$2,849,499	\$2,166,919	+31.5%
New Canaan	118	50	+136%	\$1,700,904	\$1,559,891	+9%
Norwalk	262	149	+75.8%	\$780,987	\$646,884	+20.7%
Redding	65	33	+97%	\$767,557	\$544,350	+41%
Ridgefield	192	70	+174.3%	\$869,229	\$758,181	+14.6%
Rowayton*	37	24	+54.2%	\$1,606,228	\$1,380,563	+16.3%
Stamford	298	183	+62.8%	\$779,991	\$629,806	+23.8%
Weston	94	35	+168.6%	\$1,015,495	\$790,150	+28.5%
Westport	172	84	+104.8%	\$1,650,613	\$1,291,925	+27.8%
Wilton	125	54	+131.5%	\$933,563	\$655,812	+42.4%

*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.

Year End 2020 Connecticut Market Report

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