

# Westport

YEAR END 2021 MARKET REPORT



**BHS** THE Craft of Research



Year End 2021

# Westport Overview

Throughout 2021 Westport saw high demand and low inventory. There were 558 house closings, a 13% year-over-year decrease but still the second-most number of closings for a year in the past two decades. Meanwhile, on December 31 there were just 90 active houses on the market, 24% fewer than the same time a year ago. The high demand and low inventory helped to create a strong seller's market. For 2021, the average cumulative days on the market for house closings was just 77 days, 55% fewer days than in 2020. Across the year houses on average sold for 101% of the list price, averaging over 100% for the first time in at least two decades.

## Single Family Houses

	2021	2020	% CHANGE
Houses: Closings in Fourth Quarter	102	173	-41%
Houses: Average Closing Price Fourth Quarter	\$1,753,614	\$1,647,517	+6.4%
Houses: Closings Full Year	558	638	-12.5%
Houses: Average Closing Price Full Year	\$1,835,224	\$1,595,840	+15%
Houses: Pending on December 31st	62	72	-13.9%
Houses: Inventory on December 31st	90	119	-24.4%
Condos: Closings Full Year	49	49	0%
Condos: Average Closing Price Full Year	\$739,624	\$595,426	+24.2%
Condos: Inventory on December 31st	17	25	-32%

## Single Family Houses

### Number of Solds Q4

2021 vs. 2020

↓ 41%

### Average Sold Price Q4

2021 vs. 2020

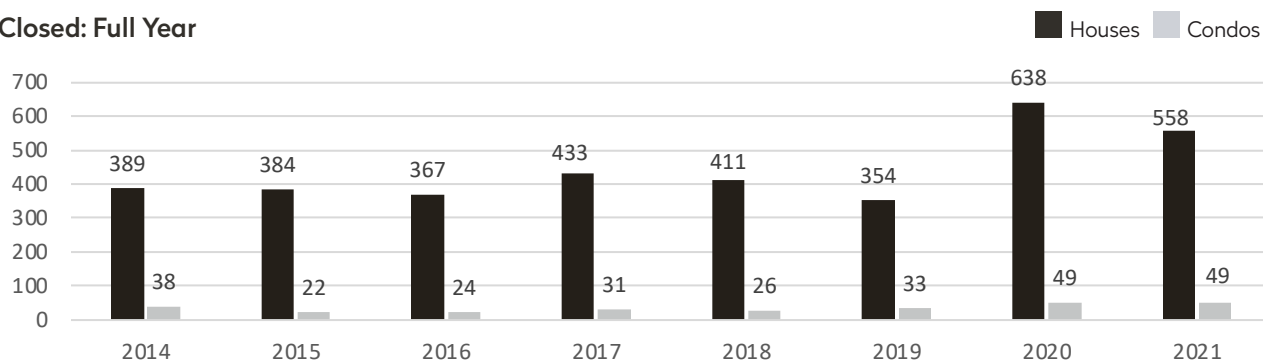
↑ 6%

### Dec. 31 Inventory

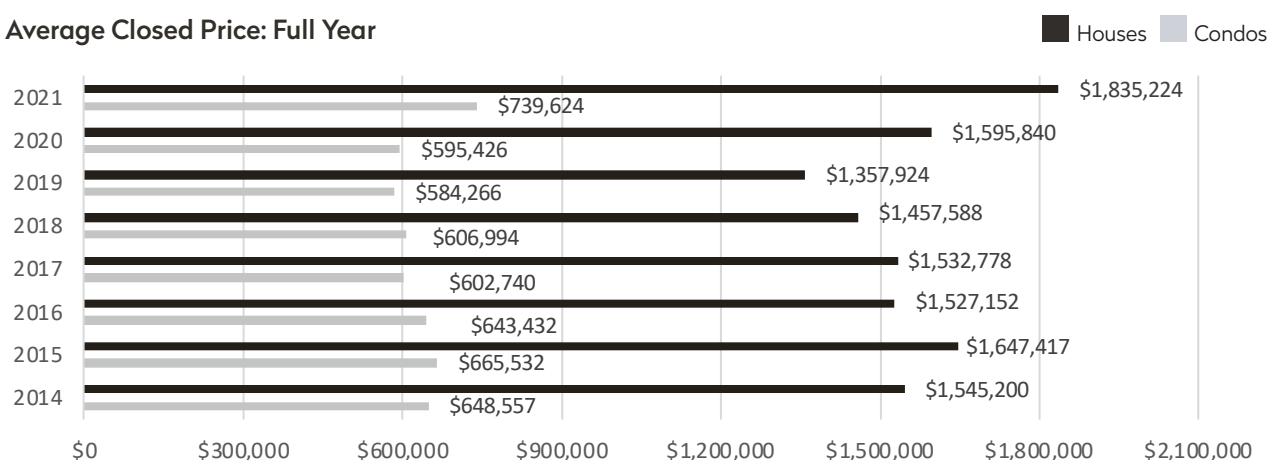
vs. Dec. 31, 2020

↓ 24%

## Closed: Full Year



## Average Closed Price: Full Year



Year End 2021

# Westport

## Single Family Houses

### Active House Listings as of Dec. 31

	2021	2020	% CHANGE
Under \$750K	3	7	-57.1%
\$750K-\$1M	5	9	-44.4%
\$1M-\$1.2M	4	12	-66.7%
\$1.2M-\$1.5M	10	13	-23.1%
\$1.5M-\$2M	5	16	-68.8%
\$2M-\$2.5M	9	8	+12.5%
\$2.5M-\$3M	8	11	-27.3%
\$3M-\$4M	19	16	+18.8%
\$4M-\$5M	8	7	+14.3%
Over \$5M	19	20	-5%

### Number of Houses Closed: Full Year

	2021	2020	%
Under \$750K	40	85	-52.9%
\$750K-\$1M	86	113	-23.9%
\$1M-\$1.2M	50	64	-21.9%
\$1.2M-\$1.5M	80	111	-27.9%
\$1.5M-\$2M	102	117	-12.8%
\$2M-\$2.5M	88	62	+41.9%
\$2.5M-\$3M	45	35	+28.6%
\$3M-\$4M	45	32	+40.6%
\$4M-\$5M	11	10	+10%
Over \$5M	11	9	+22.2%

### Average List-to-Sale-Price Ratio: Houses

Based on Closings in 2021

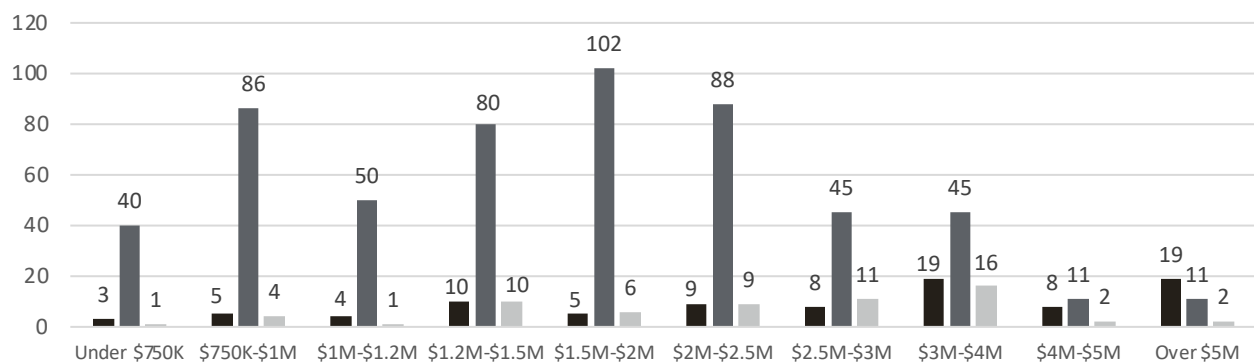
UNDER \$750K	\$750K-\$1M	\$1M-\$1.2M	\$1.2M-\$1.5M	\$1.5M-\$2M	\$2M-\$2.5M	\$2.5M-\$3M	\$3M-\$4M	\$4M-\$5M	OVER \$5M
99.3%	98.5%	100.8%	101.5%	103.2%	102.5%	101.5%	100.1%	99.6%	96.0%

Average for all price points: 101%

### Houses: Active/Closed/Pending

Active/Pending as of December 31; Closed: Full Year 2021

Active Closed Pending

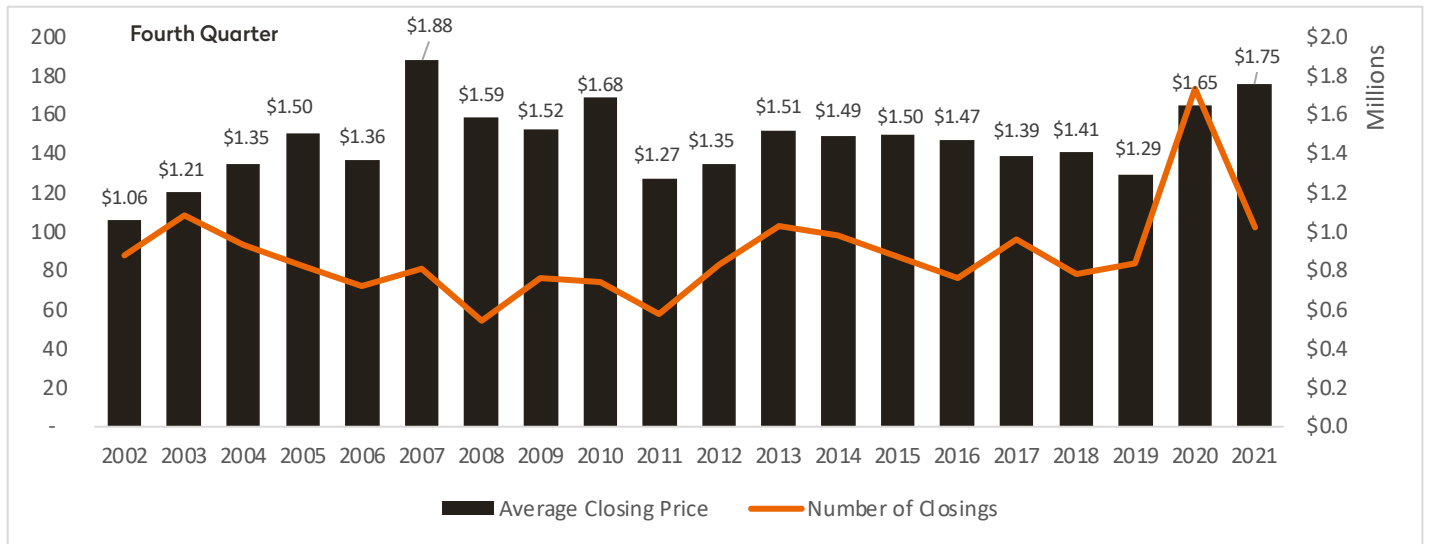


# Westport

## Single Family Houses

### Fourth Quarter: 2002 -2021

#### Average Closing Price/Number of Closings - Westport Houses



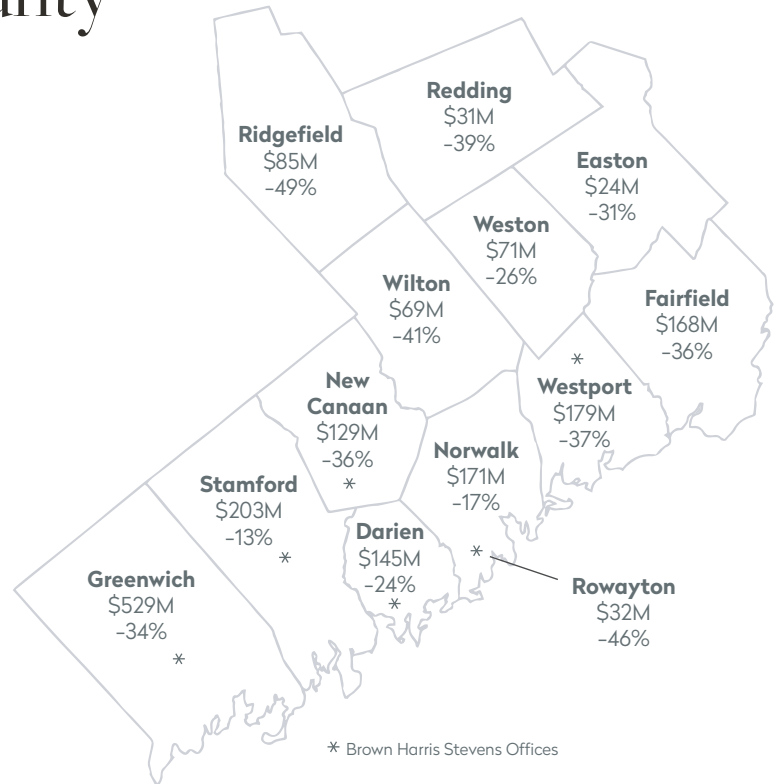
FOURTH QUARTER	AVERAGE CLOSING PRICE	AVG. CLOSING PRICE % CHANGE YEAR-OVER-YEAR	# OF CLOSINGS	# OF CLOSINGS % CHANGE YEAR-OVER-YEAR	AVERAGE CDOM
2002	\$1,061,109	+16.4%	88	+3.5%	88
2003	\$1,205,208	+13.6%	108	+22.7%	89
2004	\$1,347,057	+11.8%	93	-13.9%	84
2005	\$1,504,493	+11.7%	82	-11.8%	83
2006	\$1,363,571	-9.4%	72	-12.2%	110
2007	\$1,877,021	+37.7%	81	+12.5%	119
2008	\$1,587,405	-15.4%	54	-33.3%	187
2009	\$1,524,849	-3.9%	76	+40.7%	270
2010	\$1,684,312	+10.5%	74	-2.6%	234
2011	\$1,269,923	-24.6%	58	-21.6%	189
2012	\$1,345,030	+5.9%	83	+43.1%	222
2013	\$1,514,169	+12.6%	103	+24.1%	164
2014	\$1,486,781	-1.8%	98	-4.9%	166
2015	\$1,498,133	+0.8%	87	-11.2%	184
2016	\$1,470,192	-1.9%	76	-12.6%	229
2017	\$1,385,926	-5.7%	96	+26.3%	186
2018	\$1,406,052	+1.5%	78	-18.8%	169
2019	\$1,291,925	-8.1%	84	+7.7%	204
2020	\$1,647,517	+27.5%	173	+106%	131
2021	\$1,753,614	+6.4%	102	-41%	92

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# Lower Fairfield County

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

To the right is a look at the total dollar volume of house sales for each town for the fourth quarter of 2021 and the percentage change as it compares to the same time frame in 2020. Collectively, the dollar volume of closings in the fourth quarter of 2021 for Lower Fairfield County was \$1.8 billion, a decrease of 32% vs. the fourth quarter of 2020.



### Town Comparison: Sold Houses – Fourth Quarter

Town	# of Closed Houses		% change	Average Closing Price		% change
	2021	2020		2021	2020	
Darien	72	109	-33.9%	\$2,015,903	\$1,759,616	+14.6%
Easton	31	47	-34%	\$778,458	\$748,234	+4%
Fairfield	191	287	-33.4%	\$880,140	\$915,402	-3.9%
All of Greenwich	171	282	-39.4%	\$3,095,151	\$2,849,499	+8.6%
New Canaan	64	118	-45.8%	\$2,020,508	\$1,700,904	+18.8%
Norwalk	218	264	-17.4%	\$784,183	\$779,396	+0.6%
Redding	44	65	-32.3%	\$694,985	\$767,557	-9.5%
Ridgefield	89	193	-53.9%	\$960,421	\$866,551	+10.8%
Rowayton*	16	38	-57.9%	\$2,019,398	\$1,583,827	+27.5%
Stamford	236	300	-21.3%	\$860,146	\$777,871	+10.6%
Weston	58	95	-38.9%	\$1,230,309	\$1,012,385	+21.5%
Westport	102	173	-41%	\$1,753,614	\$1,647,517	+6.4%
Wilton	64	125	-48.8%	\$1,074,550	\$933,563	+15.1%

\*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 2021 Market Report

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### Connecticut

#### Greenwich

125 Mason Street  
Greenwich, CT 06830  
203.869.8100

#### Darien Office

671 Boston Post Road  
Darien, CT 06820  
203.655.1418

#### Rowayton

140 Rowayton Avenue  
Rowayton, CT 06853  
203.853.1419

#### New Canaan

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New Canaan, CT 06840  
203.966.7800

#### Stamford

1099 High Ridge Road  
Stamford, CT 06905  
203.329.8801

#### Westport

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# Contact Us

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