

An aerial photograph of a large, luxurious estate. The property features a large brick house with a blue roof, a swimming pool, and a large lawn. The estate is surrounded by dense green trees and is situated on a peninsula with a lake. In the background, a harbor with many sailboats and a distant shoreline with houses are visible.

# Aug

2025  
CONNECTICUT  
MARKET  
REPORT

# to C O N F E R E N C E

**Brown Harris Stevens** THE Craft of Research

UNDER CONTRACT: 101 LONG NECK POINT ROAD, DARIEN



# Lower Fairfield County

## AUGUST 2025 OVERVIEW

Brown Harris Stevens

August showed a familiar theme in Lower Fairfield County: sales totals dipped, but buyers moved quickly and prices pushed higher. There were 429 house closings for the month, down 5% from last year and the lowest August level since 2011. Condo closings fell more sharply, to 108 from 144 a year ago. Yet the market stayed energized, driven by a record-fast pace and a busy high end.

The median house sale price rose 15% year-over-year to \$1.42 million, helped by 17 closings over \$6 million compared to 12 the previous August. Among them was 214 Clapboard Ridge Road in Greenwich, which closed at \$43.5 million, the highest price in Connecticut so far this year. Condos also posted a 15% median gain, reaching \$548,000.

Perhaps most notable was the speed of the market. Houses sold in a median of just 16 days, down from 37 last year and the fastest for August in at least two decades. Condos also set a record low for August at 20 days, down from 26 a year ago. Buyers remained competitive: houses closed at an average of 103.6% of asking price, essentially unchanged from last year, while condos averaged 102.3%. In all, 57% of closings went above the asking price.

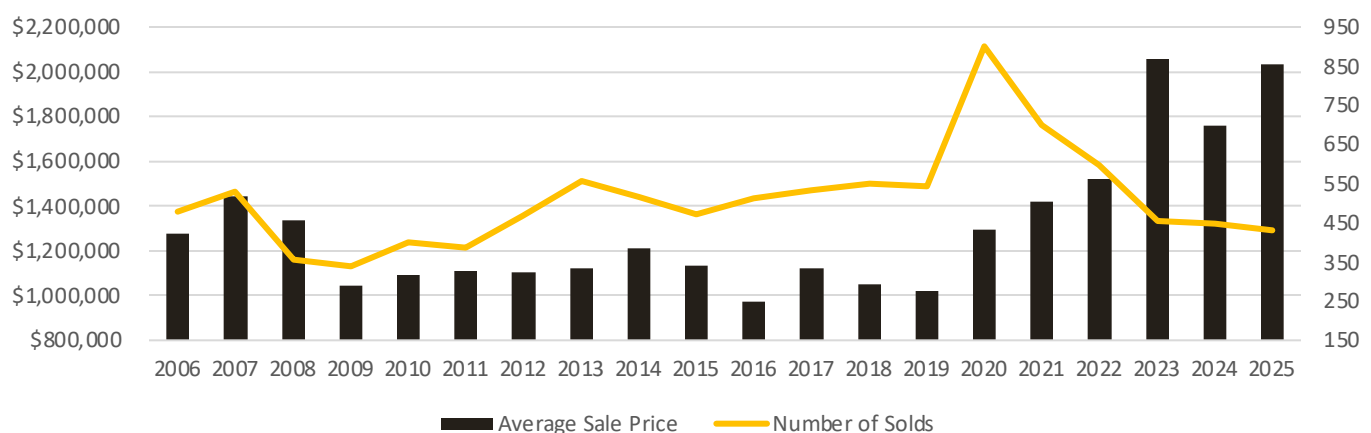
However, inventory was a slight disappointment. After modest spring increases had hinted at improvement, August marked the second straight month of year-over-year declines, with 690 houses on the market at month's end, down 7% from last year and far below pre-pandemic levels. A larger share of listings are also lingering: 55% had been on the market more than 60 days, up from 50% a year ago, suggesting well-priced homes still move quickly while others stall. Lower Fairfield County's house absorption rate stood at 2.2 months—meaning all houses would sell in just over two months at the current pace of sales—slightly tighter than last year's 2.4.

Contract signings were also lower. There were 324 houses under contract at the end of August, down 12% from last year and the lowest the lowest end-of-August total in at least seven years. Even so, pendings that did go under contract moved quickly, with a median of 28 days, essentially unchanged from the past two years.

The 30-year fixed mortgage rate averaged 6.59% in August, down from 6.72% in July but within this year's typical range. With rates holding steady for now, low inventory and quick sales are likely to carry into the fall.



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

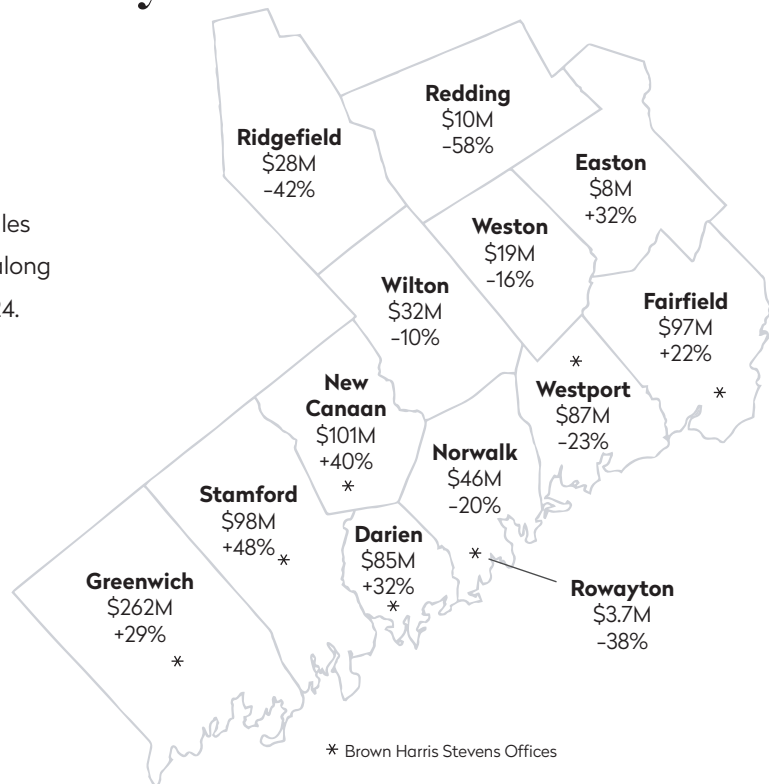


YTD 8.31.2025

# Lower Fairfield County

## DOLLAR VOLUME OF HOUSE SALES IN AUGUST 2025 VS. 2024

To the right is the total dollar volume of house sales for each Lower Fairfield County town in August, along with the year-over-year change from August 2024. Collectively, closings totaled \$872 million for the month, up 10% from a year ago.



## TOWN COMPARISON: SOLD HOUSES - AUGUST

Town	# of Closed Houses		% change	Average Closing Price		% change
	2025	2024		2025	2024	
Darien	34	27	+25.9%	\$2,495,043	\$2,383,032	+4.7%
Easton	9	6	+50%	\$931,694	\$1,060,667	-12.2%
Fairfield	65	60	+8.3%	\$1,492,378	\$1,329,313	+12.3%
All of Greenwich	58	62	-6.5%	\$4,522,680	\$3,284,965	+37.7%
New Canaan	34	28	+21.4%	\$2,958,603	\$2,560,204	+15.6%
Norwalk	52	58	-10.3%	\$880,196	\$980,129	-10.2%
Redding	9	17	-47.1%	\$1,072,667	\$1,355,206	-20.8%
Ridgefield	24	39	-38.5%	\$1,182,191	\$1,243,756	-4.9%
Rowayton*	3	3	0%	\$1,243,333	\$2,000,333	-37.8%
Southport*	7	9	-22.2%	\$2,545,000	\$2,975,556	-14.5%
Stamford	78	71	+9.9%	\$1,251,244	\$930,228	+34.5%
Weston	14	16	-12.5%	\$1,323,194	\$1,383,969	-4.4%
Westport	31	38	-18.4%	\$2,807,781	\$2,979,564	-5.8%
Wilton	21	27	-22.2%	\$1,510,667	\$1,299,167	+16.3%

\*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.

## Houses & Condos

# All of Greenwich

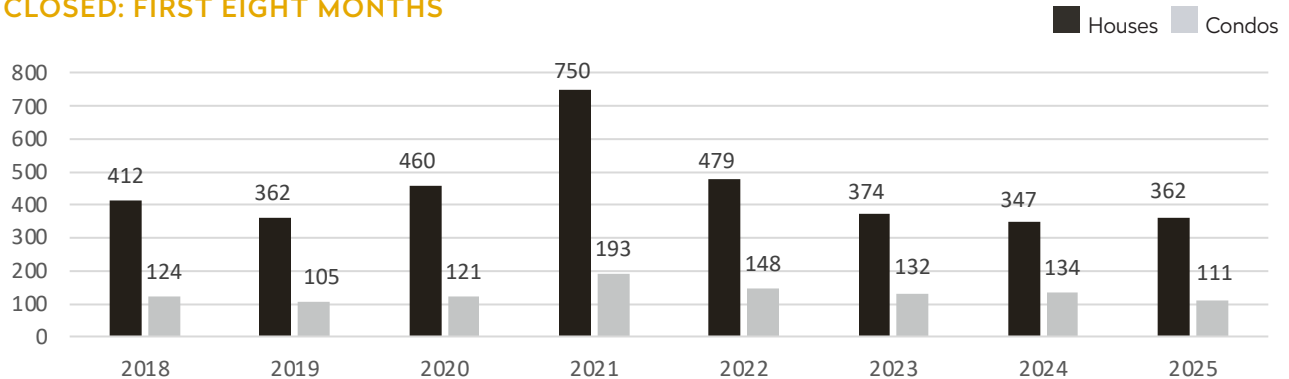
## AUGUST 2025

**Houses:** All of Greenwich (Greenwich, Cos Cob, Riverside, and Old Greenwich) had 58 house closings in August, down slightly from last year and the fewest for the month since 2017, as low inventory continues to limit activity. The average sale price jumped 38% year-over-year to \$4.52M, fueled by two closings over \$20M, including 214 Clapboard Ridge Road at \$43.5M—the highest closing price in Connecticut so far this year. Buyer competition remained steady with the average list-to-sale ratio at 102.6%, just below last year's 103.2%.

**Condos:** There were 19 condo closings in August, slightly below the 21 a year ago but in line with historical levels. The median days on market was 27, nearly identical to the 25 for houses.



## CLOSED: FIRST EIGHT MONTHS



## # OF HOUSES CLOSED: FIRST EIGHT MONTHS

	2025	2024	%		2025	2024	% CHANGE
Under \$1M	10	16	-37.5%	Houses: Closings in August	58	62	-6.5%
\$1M-\$1.5M	35	38	-7.9%	Houses: Average Closing Price in August	\$4,522,680	\$3,284,965	+37.7%
\$1.5M-\$2M	46	54	-14.8%	Houses: Closings First 8 Months	362	347	+4.3%
\$2M-\$2.5M	36	40	-10%	Houses: Average Closing Price First 8 Months	\$4,292,708	\$3,538,178	+21.3%
\$2.5M-\$3M	40	37	+8.1%	Houses: Pending on August 31	38	52	-26.9%
\$3M-\$4M	57	56	+1.8%	Houses: Active Inventory on August 31	107	147	-27.2%
\$4M-\$5M	46	40	+15%	Condos: Closings First 8 Months	111	134	-17.2%
\$5M-\$7M	49	38	+28.9%	Condos: Average Closing Price First 8 Months	\$1,407,641	\$1,405,353	+0.2%
Over \$7M	43	28	+53.6%	Condos: Active Inventory on August 31	40	35	+14.3%
				House & Condo \$ Volume of Closings First 8 Mo.s	\$1,710,208,416	\$1,416,064,863	+20.8%

## Houses & Condos

# Greenwich

## AUGUST 2025

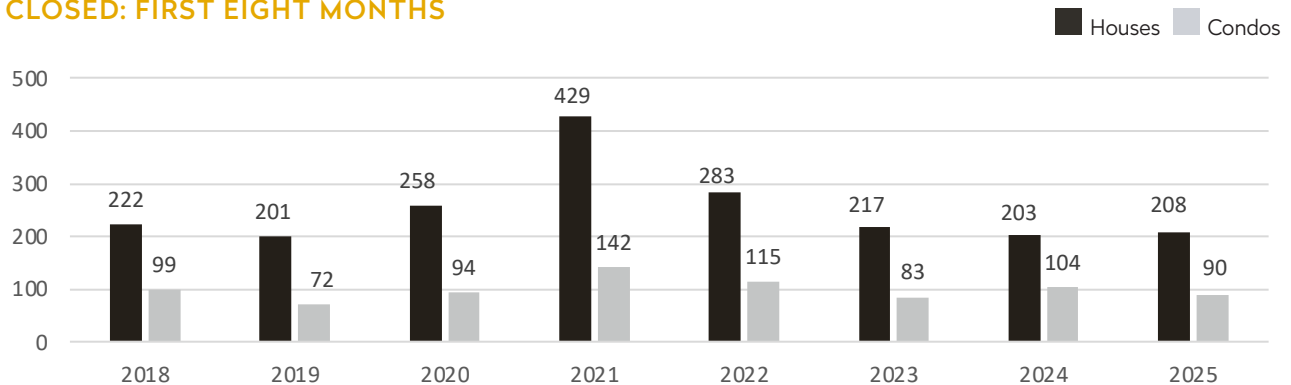
**Sales:** Greenwich had 33 house closings in August, down from 38 last year but in line with historical norms. The average sale price reached a record \$5.27M, fueled not only by two closings over \$20M but also by 11 above \$5M, up from eight a year ago. The median time on market was 33 days, up from 19 last year, while the average list-to-sale ratio was 99.1%, down from 102.8%.

**Inventory:** Greenwich had 80 house listings on the market at the end of August, down 29% from August 2024. The absorption rate fell to 3.1 months—meaning it would take just over three months to sell all houses at the current sales pace—compared to 4.4 months at the same time last year.



BHSID 123006

## CLOSED: FIRST EIGHT MONTHS



## # OF HOUSES CLOSED: FIRST EIGHT MONTHS

	2025	2024	%
Under \$1M	8	13	-38.5%
\$1M-\$1.5M	11	17	-35.3%
\$1.5M-\$2M	20	22	-9.1%
\$2M-\$2.5M	12	19	-36.8%
\$2.5M-\$3M	24	20	+20%
\$3M-\$4M	30	32	-6.3%
\$4M-\$5M	27	28	-3.6%
\$5M-\$7M	36	28	+28.6%
Over \$7M	40	24	+66.7%

	2025	2024	% CHANGE
Houses: Closings in August	33	38	-13.2%
Houses: Average Closing Price in August	\$5,269,091	\$3,504,286	+50.4%
Houses: Closings First 8 Months	208	203	+2.5%
Houses: Average Closing Price First 8 Months	\$5,194,567	\$4,038,985	+28.6%
Houses: Pending on August 31	28	41	-31.7%
Houses: Active Inventory on August 31	80	113	-29.2%
Condos: Closings First 8 Months	90	104	-13.5%
Condos: Average Closing Price First 8 Months	\$1,509,001	\$1,555,896	-3%
Condos: Active Inventory on August 31	30	29	+3.4%
House & Condo \$ Volume of Closings First 8 Mo.s	\$1,216,280,013	\$981,727,153	+23.9%



## Houses & Condos

# Cos Cob

## AUGUST 2025

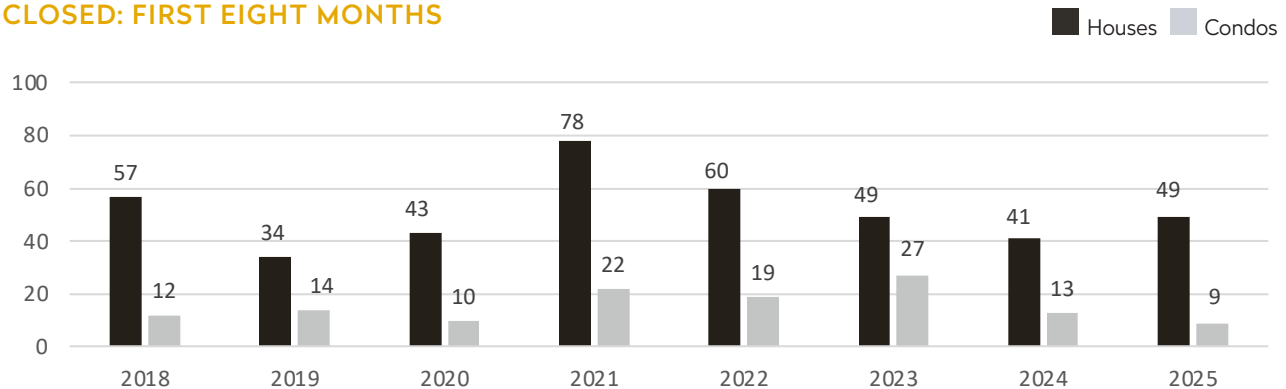
**Houses:** Cos Cob had 11 house closings in August, a sharp increase from just one a year ago. Looking at the summer as a whole (June–August), there were 24 closings, more than double last year's 11. The average sale price over the three months rose 16% year-over-year to \$2.29M, with six closings over \$3M compared to two a year ago. Homes moved quickly, although slightly longer than last year, with a median of 21 days on market compared to 9 a year ago. The average list-to-sale ratio was 103.8%.

**Inventory:** Cos Cob had just 5 active house listings at the end of August, down from 9 a year ago. The absorption rate fell to 0.9 months, meaning it would take less than a month to sell all available houses at the current sales pace, compared to 1.9 months last year.



BHSID 122947

## CLOSED: FIRST EIGHT MONTHS



## # OF HOUSES CLOSED: FIRST EIGHT MONTHS

	2025	2024	%		2025	2024	% CHANGE
Under \$1M	0	0	NA	Houses: Closings in August	11	1	+1000%
\$1M-\$1.5M	12	8	+50%	Houses: Average Closing Price in August	\$2,186,899	\$1,930,000	+13.3%
\$1.5M-\$2M	11	17	-35.3%	Houses: Closings First 8 Months	49	41	+19.5%
\$2M-\$2.5M	14	9	+55.6%	Houses: Average Closing Price First 8 Months	\$2,238,322	\$1,975,332	+13.3%
\$2.5M-\$3M	1	4	-75%	Houses: Pending on August 31	1	3	-66.7%
Over \$3M	11	3	+266.7%	Houses: Active Inventory on August 31	5	9	-44.4%
				Condos: Closings First 8 Months	9	13	-30.8%
				Condos: Average Closing Price First 8 Months	\$1,003,333	\$1,042,385	-3.7%
				Condos: Active Inventory on August 31	6	3	+100%
				House & Condo \$ Volume of Closings First 8 Mo.s	\$118,707,789	\$94,539,619	+25.6%

## Houses & Condos

# Riverside

## AUGUST 2025

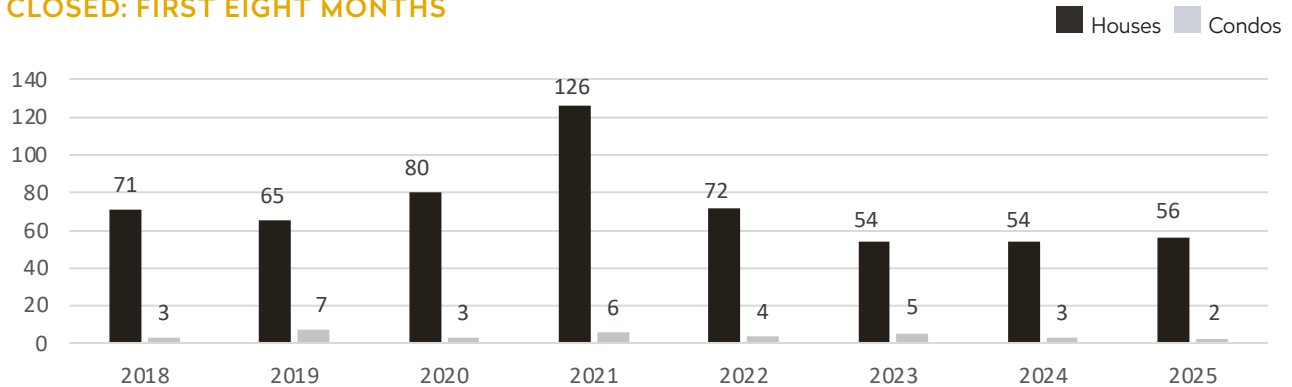
**Sales:** In August, Riverside had eight closings, including 88 Cedar Cliff Road, which sold for \$13.25M—the highest sale price in Riverside in the past two years. Over the summer months (June–August), Riverside recorded 31 house closings, down from 39 a year ago. The market moved quickly, with closings having a median of 11 days on market, down from 17 last year. The average list-to-sale ratio over the summer was 104.6%, up from 102.9% a year ago.

**Inventory:** At the end of August, Riverside had 11 houses on the market, unchanged from last year. The absorption rate stood at 1.8 months—meaning it would take less than two months to sell all houses at the current pace of sales—virtually identical to a year ago.



BHSID 123060

## CLOSED: FIRST EIGHT MONTHS



## # OF HOUSES CLOSED: FIRST EIGHT MONTHS

	2025	2024	%
Under \$1M	0	2	-100%
\$1M-\$1.5M	8	7	+14.3%
\$1.5M-\$2M	7	7	0%
\$2M-\$2.5M	6	5	+20%
\$2.5M-\$3M	7	8	-12.5%
\$3M-\$4M	10	12	-16.7%
\$4M-\$5M	6	6	0%
Over \$5M	12	7	+71.4%

	2025	2024	% CHANGE
Houses: Closings in August	8	13	-38.5%
Houses: Average Closing Price in August	\$4,100,254	\$3,015,692	+36%
Houses: Closings First 8 Months	56	54	+3.7%
Houses: Average Closing Price First 8 Months	\$3,428,269	\$3,174,500	+8%
Houses: Pending on August 31	5	4	+25%
Houses: Active Inventory on August 31	11	11	0%
Condos: Closings First 8 Months	2	3	-33.3%
Condos: Average Closing Price First 8 Months	\$912,500	\$956,667	-4.6%
Condos: Active Inventory on August 31	1	0	NA
House & Condo \$ Volume of Closings First 8 Mo.s	\$193,808,085	\$174,293,003	+11.2%

## Houses & Condos

# Old Greenwich

## AUGUST 2025

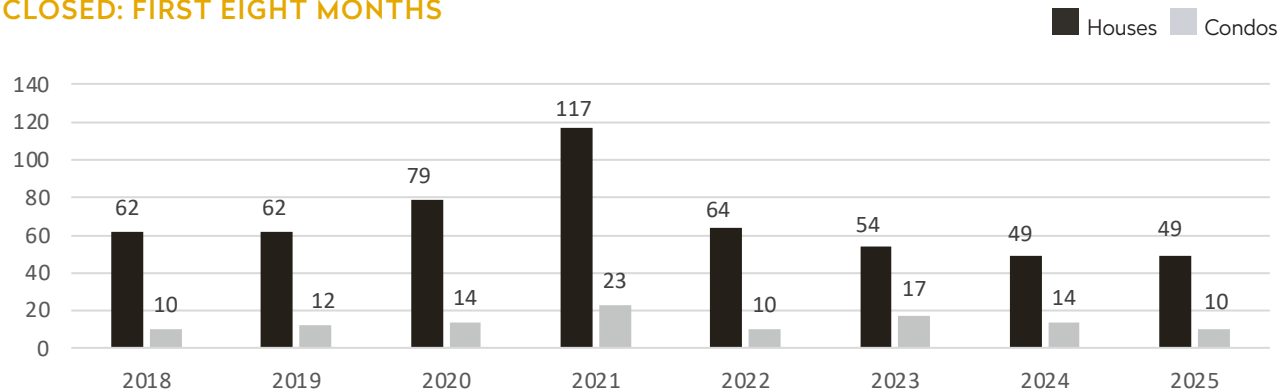
**Sales:** In August, Old Greenwich had six house closings, including the waterfront property at 198 Short Road, which closed at \$21M—a record for Old Greenwich. Over the summer months (June–August), the town recorded 24 house closings, down from 27 last year. Homes moved slightly more slowly than a year ago, with a median of 21 days on market compared to 11 a year ago. Sellers retained leverage: the average list-to-sale ratio for the summer was 108.2%, with 71% of homes closing over the asking price.

**Inventory:** House inventory fell to 11 listings at the end of August, down from 14 last year. The absorption rate was 1.9 months, meaning it would take just under two months to sell all houses at the current pace of sales, compared to 2.5 months last year.



BHSD 123386

## CLOSED: FIRST EIGHT MONTHS



## # OF HOUSES CLOSED: FIRST EIGHT MONTHS

	2025	2024	%		2025	2024	% CHANGE
Under \$1M	2	1	+100%	Houses: Closings in August	6	10	-40%
\$1M-\$1.5M	4	6	-33.3%	Houses: Average Closing Price in August	\$5,262,920	\$2,937,100	+79.2%
\$1.5M-\$2M	8	8	0%	Houses: Closings First 8 Months	49	49	0%
\$2M-\$2.5M	4	7	-42.9%	Houses: Average Closing Price First 8 Months	\$3,506,725	\$3,171,879	+10.6%
\$2.5M-\$3M	8	5	+60%	Houses: Pending on August 31	4	4	0%
\$3M-\$4M	11	9	+22.2%	Houses: Active Inventory on August 31	11	14	-21.4%
\$4M-\$5M	8	6	+33.3%	Condos: Closings First 8 Months	10	14	-28.6%
Over \$5M	4	7	-42.9%	Condos: Average Closing Price First 8 Months	\$958,300	\$720,214	+33.1%
				Condos: Active Inventory on August 31	3	3	0%
				House & Condo \$ Volume of Closings First 8 Mo.s	\$181,412,529	\$165,505,088	+9.6%



## Houses & Condos

# Stamford

**AUGUST 2025**

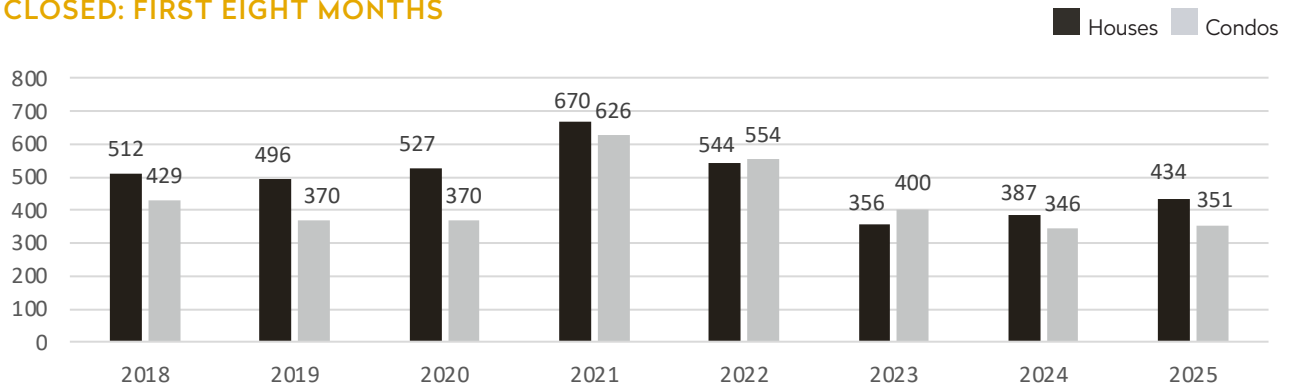
**Houses:** Stamford had 78 house closings in August, up slightly from last year and the highest total of the past three years. The average sale price rose 35% year-over-year to \$1.25M, driven by 16 closings over \$1.5M compared to three a year ago. The market moved quickly, with closings having a median time on market of just 16 days, down from 62 a year ago. Buyer competition remained elevated: the average list-to-sale ratio was 104.3%, with two out of every three closings going over the asking price.

**Inventory:** Stamford had 73 houses on the market at the end of August, down 29% from the same time last year. The absorption rate stood at 1.4 months, meaning it would take less than a month and a half to sell all houses at the current pace of sales.



BHSID 24100729

## CLOSED: FIRST EIGHT MONTHS



## # OF HOUSES CLOSED: FIRST EIGHT MONTHS

	2025	2024	%		2025	2024	% CHANGE
Under \$400K	0	2	-100%	Houses: Closings in August	78	71	+9.9%
\$400K-\$500K	9	18	-50%	Houses: Average Closing Price in August	\$1,251,244	\$930,228	+34.5%
\$500K-\$600K	24	29	-17.2%	Houses: Closings First 8 Months	434	387	+12.1%
\$600K-\$700K	40	38	+5.3%	Houses: Average Closing Price First 8 Months	\$1,119,712	\$1,001,362	+11.8%
\$700K-\$800K	69	54	+27.8%	Houses: Pending on August 31	54	64	-15.6%
\$800K-\$1M	95	108	-12%	Houses: Active Inventory on August 31	73	103	-29.1%
\$1M-\$1.2M	51	42	+21.4%	Condos: Closings First 8 Months	351	346	+1.4%
\$1.2M-\$1.5M	58	43	+34.9%	Condos: Average Closing Price First 8 Months	\$490,350	\$441,693	+11%
\$1.5M-\$2M	65	40	+62.5%	Condos: Active Inventory on August 31	79	71	+11.3%
Over \$2M	23	13	+76.9%	House & Condo \$ Volume of Closings First 8 Mo.s	\$658,067,517	\$540,352,791	+21.8%

## Houses & Condos

# Darien

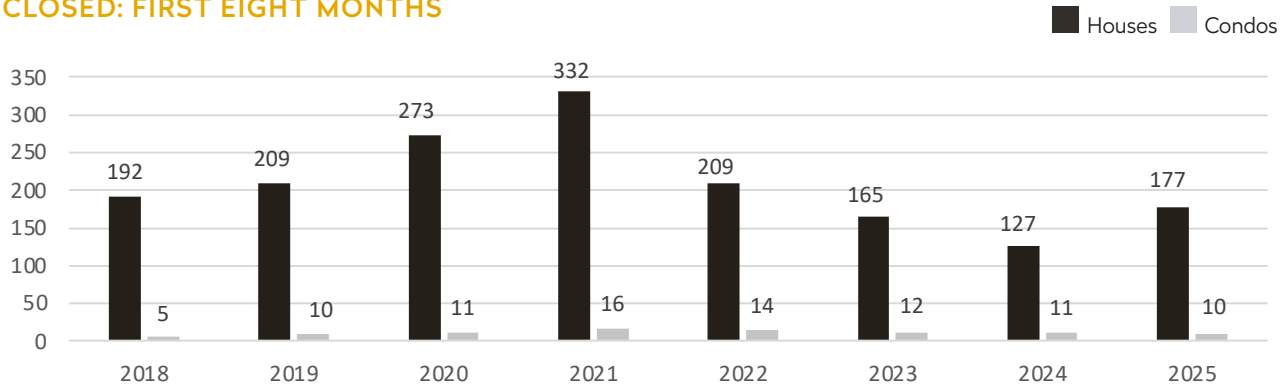
## AUGUST 2025

**Sales:** Darien saw 34 house closings in August, up from 27 last year and the highest total for the month in the past four years. Twenty of those sales were above \$2M, nearly double the amount a year ago. Homes also moved quickly: the median days on market was 11, down sharply from 80 in August last year. Buyer competition remained intense, with houses selling for an average of 105.6% of the list price.

**Inventory:** At the end of August, Darien had 21 houses on the market, down slightly from last year and 89% below August 2019 levels. The absorption rate was just 1 month, meaning it would take about a month to sell all house inventory at the current pace of sales. That's down from 1.5 months a year ago and reflects the very strong seller's market.



## CLOSED: FIRST EIGHT MONTHS



## # OF HOUSES CLOSED: FIRST EIGHT MONTHS

	2025	2024	%
Under \$1M	8	15	-46.7%
\$1M-\$1.5M	20	24	-16.7%
\$1.5M-\$2M	34	32	+6.3%
\$2M-\$2.5M	30	11	+172.7%
\$2.5M-\$3M	23	9	+155.6%
\$3M-\$4M	29	15	+93.3%
\$4M-\$5M	19	12	+58.3%
Over \$5M	14	9	+55.6%

	2025	2024	% CHANGE
Houses: Closings in August	34	27	+25.9%
Houses: Average Closing Price in August	\$2,495,043	\$2,383,032	+4.7%
Houses: Closings First 8 Months	177	127	+39.4%
Houses: Average Closing Price First 8 Months	\$2,840,977	\$2,496,066	+13.8%
Houses: Pending on August 31	15	27	-44.4%
Houses: Active Inventory on August 31	21	24	-12.5%
Condos: Closings First 8 Months	10	11	-9.1%
Condos: Average Closing Price First 8 Months	\$1,025,201	\$1,216,545	-15.7%
Condos: Active Inventory on August 31	1	0	NA
House & Condo \$ Volume of Closings First 8 Mo.s	\$513,104,853	\$330,382,383	+55.3%



## Houses & Condos

# New Canaan

## AUGUST 2025

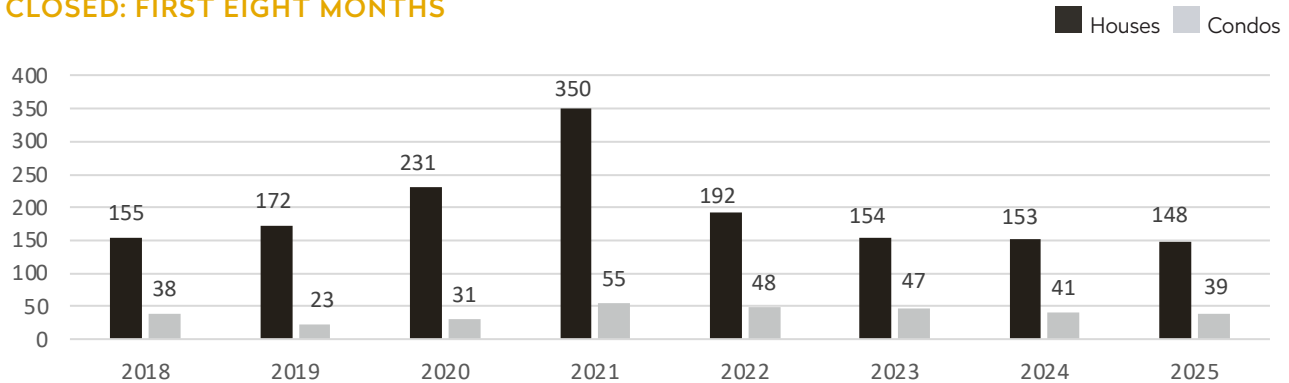
**Sales:** New Canaan had 34 house closings in August, up from 28 last year and the highest August total in three years. The average sale price reached \$2.96M, a record for the month, driven by two sales above \$7.5M, including 266 Michigan Road at \$8.586M, the town's highest closing in three years. Inventory tightened further, with just 36 houses available at month's end, down 39% year-over-year.

**Pendings:** At the end of August, there were 16 condos pending, quadruple the amount at the same time last year. On the single-family side, 22 houses were under contract, up from 19 a year ago. The houses pending ranged in price from \$1.299M to \$7.695M, with an average list price of \$2.9M.



BHSID: 24113848

## CLOSED: FIRST EIGHT MONTHS



## # OF HOUSES CLOSED: FIRST EIGHT MONTHS

	2025	2024	%
Under \$1M	4	8	-50%
\$1M-\$1.5M	11	27	-59.3%
\$1.5M-\$2M	27	23	+17.4%
\$2M-\$2.5M	27	23	+17.4%
\$2.5M-\$3M	25	32	-21.9%
\$3M-\$4M	28	26	+7.7%
\$4M-\$5M	13	4	+225%
\$5M-\$7M	8	10	-20%
Over \$7M	5	0	NA

	2025	2024	% CHANGE
Houses: Closings in August	34	28	+21.4%
Houses: Average Closing Price in August	\$2,958,603	\$2,560,204	+15.6%
Houses: Closings First 8 Months	148	153	-3.3%
Houses: Average Closing Price First 8 Months	\$2,941,416	\$2,506,789	+17.3%
Houses: Pending on August 31	22	19	+15.8%
Houses: Active Inventory on August 31	36	59	-39%
Condos: Closings First 8 Months	39	41	-4.9%
Condos: Average Closing Price First 8 Months	\$1,167,823	\$1,232,599	-5.3%
Condos: Active Inventory on August 31	4	13	-69.2%
House & Condo \$ Volume of Closings First 8 Mo.s	\$480,874,675	\$434,075,326	+10.8%

## Houses & Condos

# Norwalk

## AUGUST 2025

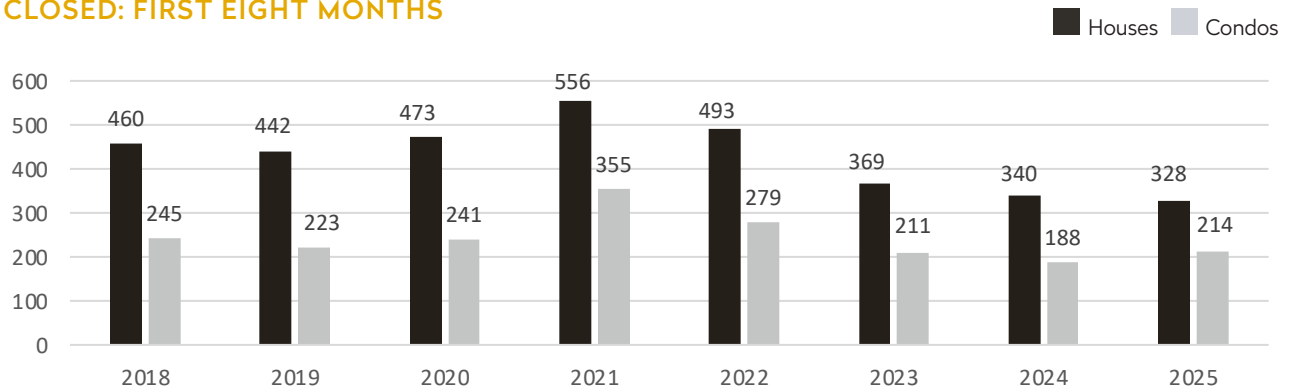
**Houses:** Norwalk had 101 houses on the market at the end of August, up from 74 a year earlier. While that represents progress, inventory remains low by historical standards, and the limited supply continues to hold back sales. There were 52 house closings in August, the fewest for the month since 2012 and down from 58 a year ago. Demand remained strong, with an average list-to-sale price ratio of 102.9% and 58% of closings going above the asking price.

**Condos:** Condo activity was stronger over the summer. Over the past three months (June–August) Norwalk saw 95 closings, the highest total for that period in the past three years. The median sale price per square foot rose just 1% year-over-year to \$397.



BHSID 24110027

## CLOSED: FIRST EIGHT MONTHS



## # OF HOUSES CLOSED: FIRST EIGHT MONTHS

	2025	2024	%		2025	2024	% CHANGE
Under \$300K	1	0	NA	Houses: Closings in August	52	58	-10.3%
\$300K-\$400K	4	7	-42.9%	Houses: Average Closing Price in August	\$880,196	\$980,129	-10.2%
\$400K-\$500K	14	21	-33.3%	Houses: Closings First 8 Months	328	340	-3.5%
\$500K-\$600K	42	51	-17.6%	Houses: Average Closing Price First 8 Months	\$962,146	\$974,696	-1.3%
\$600K-\$800K	120	113	+6.2%	Houses: Pending on August 31	37	55	-32.7%
\$800K-\$1M	66	65	+1.5%	Houses: Active Inventory on August 31	101	74	+36.5%
\$1M-\$1.5M	44	40	+10%	Condos: Closings First 8 Months	214	188	+13.8%
\$1.5M-\$2M	15	16	-6.3%	Condos: Average Closing Price First 8 Months	\$475,244	\$481,401	-1.3%
\$2M-\$3M	15	15	0%	Condos: Active Inventory on August 31	49	49	0%
Over \$3M	7	12	-41.7%	House & Condo \$ Volume of Closings First 8 Mo.s	\$417,285,991	\$421,899,936	-1.1%



## Houses & Condos

# Rowayton

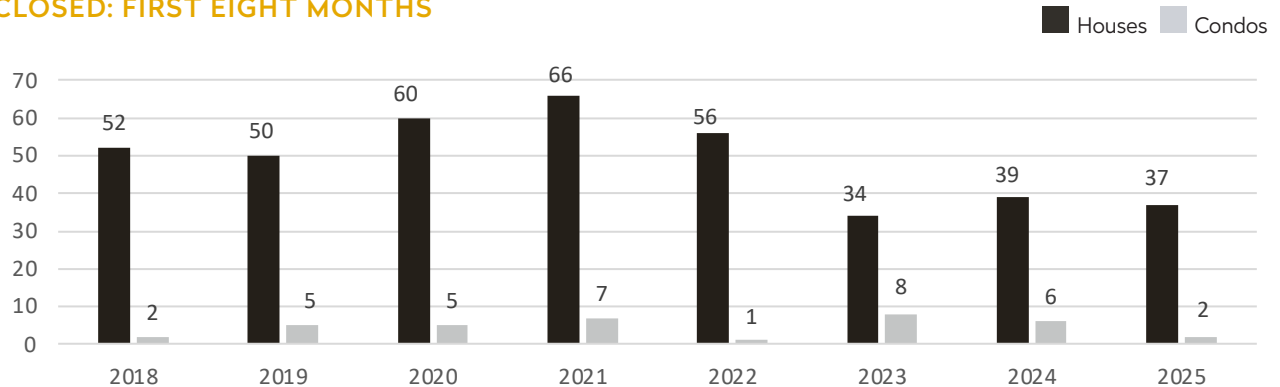
**AUGUST 2025**

**Sales:** Rowayton had 34 house closings through the first seven months of the year, in line with the same period last year. Buyer competition has been a bit stronger this year, with an average list-to-sale price ratio of 105.5%, up four percentage points year-over-year. Just over half of the closings went above the asking price. The median days on market was 17, down from 31 a year ago.

**Inventory:** There were 11 houses on the market at the end of July, similar to the past two Julys but still 87% below pre-Covid levels. That said, higher-end inventory has expanded: nine active listings were priced above \$2M, compared to just three at the same time last year.



## CLOSED: FIRST EIGHT MONTHS



## # OF HOUSES CLOSED: FIRST EIGHT MONTHS

	2025	2024	%		2025	2024	% CHANGE
Under \$600K	1	0	NA	Houses: Closings in August	3	3	0%
\$600K-\$1M	5	8	-37.5%	Houses: Average Closing Price in August	\$1,243,333	\$2,000,333	-37.8%
\$1M-\$1.5M	6	7	-14.3%	Houses: Closings First 8 Months	37	39	-5.1%
\$1.5M-\$2M	8	6	+33.3%	Houses: Average Closing Price First 8 Months	\$2,019,813	\$2,053,157	-1.6%
\$2M-\$3M	11	10	+10%	Houses: Pending on August 31	2	9	-77.8%
Over \$3M	6	8	-25%	Houses: Active Inventory on August 31	7	9	-22.2%
				Condos: Closings First 8 Months	2	6	-66.7%
				Condos: Average Closing Price First 8 Months	\$3,193,750	\$2,206,000	+44.8%
				Condos: Active Inventory on August 31	1	3	-66.7%
				House & Condo \$ Volume of Closings First 8 Mo.s	\$81,120,580	\$93,309,116	-13.1%

## Houses & Condos

# Wilton

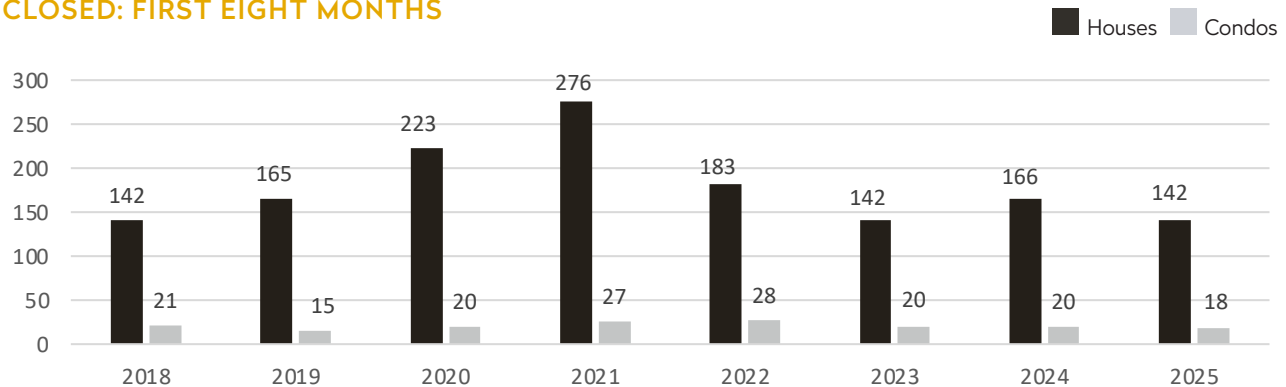
## AUGUST 2025

**Houses:** Wilton had 21 house closings in August, down from 27 last year and the fewest for the month since 2010, as low inventory continues to limit activity. The average sale price rose 16% year-over-year to \$1.51M, fueled by five closings over \$2M compared to one a year ago. Homes sold fast, with a median of 16 days on market, similar to last year, and it remains a very competitive market for buyers—August closings had an average list-to-sale ratio of 105.8%.

**Inventory:** House inventory dropped to 25 listings at the end of August, down from 34 a year ago. The absorption rate was 1.4 months—meaning it would take about a month and a half to sell all houses at the current pace—compared to 1.8 months last year.



## CLOSED: FIRST EIGHT MONTHS



## # OF HOUSES CLOSED: FIRST EIGHT MONTHS

	2025	2024	%
Under \$500K	1	2	-50%
\$500K-\$700K	5	10	-50%
\$700K-\$800K	4	14	-71.4%
\$800K-\$900K	10	11	-9.1%
\$900K-\$1M	7	12	-41.7%
\$1M-\$1.2M	21	27	-22.2%
\$1.2M-\$1.5M	39	39	0%
\$1.5M-\$2M	33	32	+3.1%
Over \$2M	22	19	+15.8%

	2025	2024	% CHANGE
Houses: Closings in August	21	27	-22.2%
Houses: Average Closing Price in August	\$1,510,667	\$1,299,167	+16.3%
Houses: Closings First 8 Months	142	166	-14.5%
Houses: Average Closing Price First 8 Months	\$1,456,340	\$1,333,848	+9.2%
Houses: Pending on August 31	19	21	-9.5%
Houses: Active Inventory on August 31	25	34	-26.5%
Condos: Closings First 8 Months	18	20	-10%
Condos: Average Closing Price First 8 Months	\$806,667	\$652,150	+23.7%
Condos: Active Inventory on August 31	3	2	+50%
House & Condo \$ Volume of Closings First 8 Mo.s	\$221,320,289	\$234,461,812	-5.6%



## Houses & Condos

# Westport

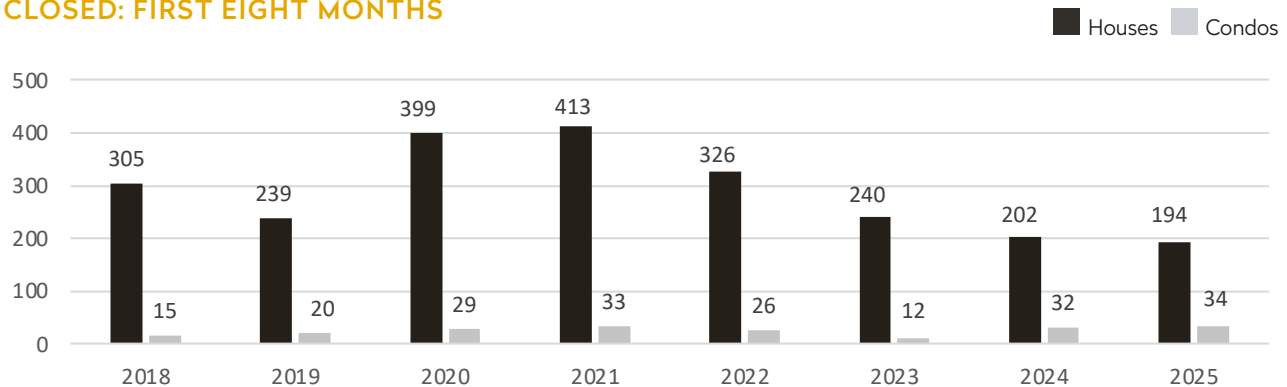
**AUGUST 2025**

**Houses:** Westport had 31 house closings in August, down from 38 a year ago and the fewest for the month since 2009, as low inventory continues to hold back activity. The average sale price was \$2.81M, the second-highest ever for August. No homes closed under \$1.2M this year, compared to eight last August. Homes moved quickly, with a median of 24 days on market versus 53 a year ago. Sellers retained leverage, with an average list-to-sale ratio of 103% and just over half of closings above asking.

**Pendings:** At the end of August, 37 houses were pending (signed contracts yet to close), matching last year's total. The high end was particularly active, with seven pending sales above \$5M compared to three a year ago.



## CLOSED: FIRST EIGHT MONTHS



## # OF HOUSES CLOSED: FIRST EIGHT MONTHS

	2025	2024	%		2025	2024	% CHANGE
Under \$750K	4	5	-20%	Houses: Closings in August	31	38	-18.4%
\$750K-\$1M	6	17	-64.7%	Houses: Average Closing Price in August	\$2,807,781	\$2,979,564	-5.8%
\$1M-\$1.2M	10	9	+11.1%	Houses: Closings First 8 Months	194	202	-4%
\$1.2M-\$1.5M	19	17	+11.8%	Houses: Average Closing Price First 8 Months	\$2,617,061	\$2,529,322	+3.5%
\$1.5M-\$2M	40	46	-13%	Houses: Pending on August 31	37	37	0%
\$2M-\$2.5M	30	27	+11.1%	Houses: Active Inventory on August 31	85	69	+23.2%
\$2.5M-\$3M	21	26	-19.2%	Condos: Closings First 8 Months	34	32	+6.3%
\$3M-\$4M	35	23	+52.2%	Condos: Average Closing Price First 8 Months	\$1,467,706	\$1,540,891	-4.7%
\$4M-\$5M	16	19	-15.8%	Condos: Active Inventory on August 31	9	15	-40%
Over \$5M	13	13	0%	House & Condo \$ Volume of Closings First 8 Mo.s	\$557,611,854	\$560,231,621	-0.5%

## Houses & Condos

# Weston

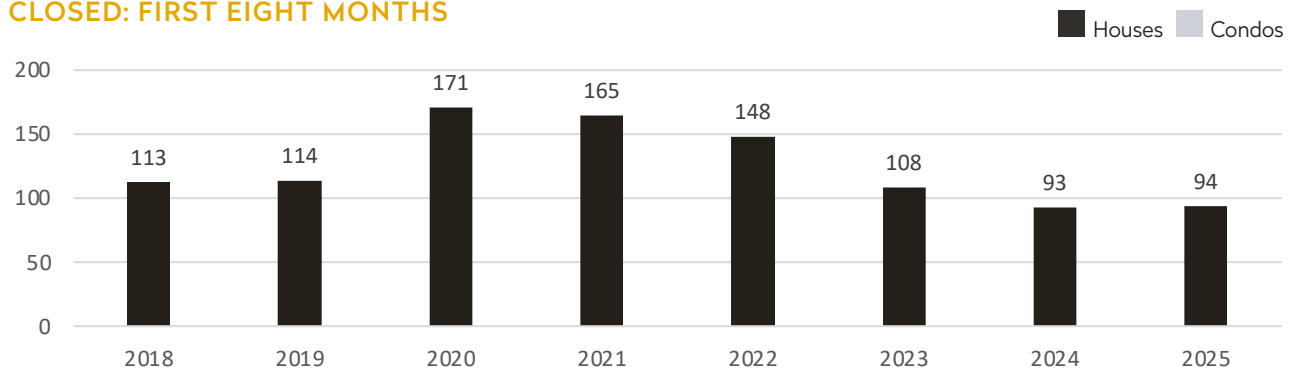
## AUGUST 2025

**Sales:** Over the summer months (June–August), Weston had 53 house closings, in line with the levels of the past two years. The average sale price rose 5% year-over-year to a record \$1.59M, with 12 closings over \$2M, up from nine a year ago. Houses continued to sell at a fast clip, with a median time on market of 20 days, similar to 21 last year. Buyer competition also remained strong—the average list-to-sale ratio was 103%, with just over half of closings above the asking price.

**Inventory:** At the end of August, Weston had 32 houses listed for sale, up from 28 a year ago. The absorption rate was 2.8 months—meaning it would take just under three months to sell all houses at the current pace—compared to 2.3 months last year.



## CLOSED: FIRST EIGHT MONTHS



## # OF HOUSES CLOSED: FIRST EIGHT MONTHS

	2025	2024	%		2025	2024	% CHANGE
Under \$500K	0	1	-100%	Houses: Closings in August	14	16	-12.5%
\$500K-\$700K	3	2	+50%	Houses: Average Closing Price in August	\$1,323,194	\$1,383,969	-4.4%
\$700K-\$900K	9	14	-35.7%	Houses: Closings First 8 Months	94	93	+1.1%
\$900K-\$1.2M	16	16	0%	Houses: Average Closing Price First 8 Months	\$1,547,730	\$1,442,458	+7.3%
\$1.2M-\$1.5M	22	22	0%	Houses: Pending on August 31	13	14	-7.1%
\$1.5M-\$2M	24	25	-4%	Houses: Active Inventory on August 31	32	28	+14.3%
Over \$2M	20	13	+53.8%	House \$ Volume of Closings First Eight Months	\$145,486,602	\$134,148,622	+8.5%



## Houses & Condos

# Fairfield

## AUGUST 2025

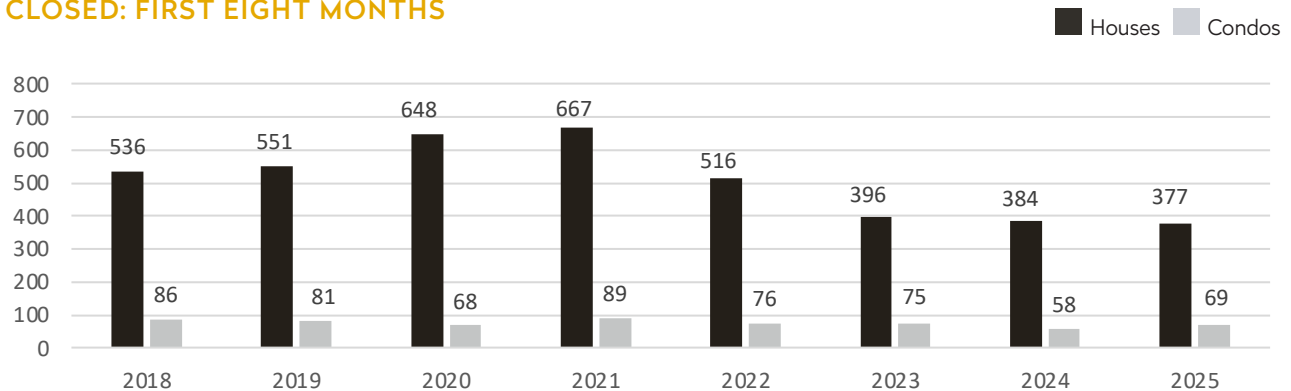
**Houses:** Fairfield had 65 house closings in August, up from last year but still the second-fewest for the month since 2011, as low inventory continues to constrain activity. The average sale price rose 12% to \$1.49M, driven by 13 sales over \$2M — more than double last August and the most ever for the month. Homes moved quickly, with a median of just 14 days on market, less than half the time of a year ago. Buyer competition also remained strong, with houses closing having an average list-to-sale price ratio of 105.1%, up two percentage points year-over-year.

**Condos:** The 11 condo sales in August had an average sale price of \$961K, up 80% from a year ago. Five of the sales were over \$1M, the most ever for the month.



BHSD 24114747

## CLOSED: FIRST EIGHT MONTHS



## # OF HOUSES CLOSED: FIRST EIGHT MONTHS

	2025	2024	%		2025	2024	% CHANGE
Under \$300K	0	0	NA	Houses: Closings in August	65	60	+8.3%
\$300K-\$400K	1	3	-66.7%	Houses: Average Closing Price in August	\$1,492,378	\$1,329,313	+12.3%
\$400K-\$500K	12	22	-45.5%	Houses: Closings First 8 Months	377	384	-1.8%
\$500K-\$600K	20	34	-41.2%	Houses: Average Closing Price First 8 Months	\$1,393,698	\$1,199,721	+16.2%
\$600K-\$700K	31	42	-26.2%	Houses: Pending on August 31	44	48	-8.3%
\$700K-\$800K	45	42	+7.1%	Houses: Active Inventory on August 31	93	116	-19.8%
\$800K-\$1M	60	66	-9.1%	Condos: Closings First 8 Months	69	58	+19%
\$1M-\$1.2M	34	31	+9.7%	Condos: Average Closing Price First 8 Months	\$804,065	\$688,819	+16.7%
\$1.2M-\$1.5M	45	50	-10%	Condos: Active Inventory on August 31	13	14	-7.1%
\$1.5M-\$2M	69	50	+38%	House & Condo \$ Volume of Closings First 8 Mo.s	\$580,904,564	\$500,644,276	+16%
Over \$2M	60	44	+36.4%				

# Southport

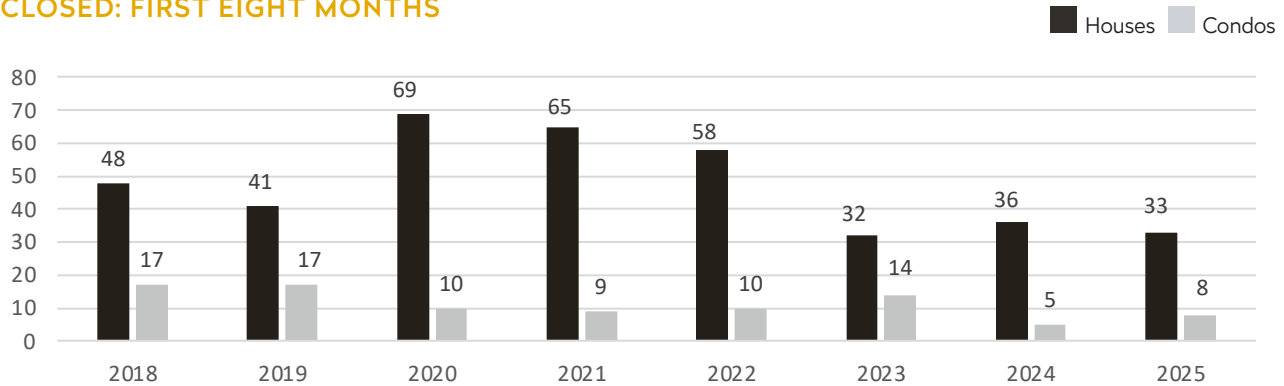
## AUGUST 2025

**Houses:** Over the summer months (June–August), Southport had 12 house closings, down from 17 last year and the fewest for this stretch in more than twenty years, as low inventory continues to limit activity. The average sale price was \$2.11M, down 17% year-over-year but still the second-highest on record for the period. Sellers continued to benefit from strong competition: the average list-to-sale price ratio was 106.3%, with 75% closing above asking.

**Inventory:** At the end of August, 5 houses were listed for sale, compared to 11 on the market a year ago. The absorption rate was 1.1 months—meaning it would take just over a month to sell all homes at the current pace of sales, compared to 2.8 months last year.



### CLOSED: FIRST EIGHT MONTHS



### # OF HOUSES CLOSED: FIRST EIGHT MONTHS

	2025	2024	%		2025	2024	% CHANGE
Under \$600K	1	1	0%	Houses: Closings in August	7	9	-22.2%
\$600K-\$1M	6	6	0%	Houses: Average Closing Price in August	\$2,545,000	\$2,975,556	-14.5%
\$1M-\$1.5M	7	12	-41.7%	Houses: Closings First 8 Months	33	36	-8.3%
\$1.5M-\$2M	3	6	-50%	Houses: Average Closing Price First 8 Months	\$2,083,788	\$1,990,639	+4.7%
\$2M-\$3M	10	6	+66.7%	Houses: Pending on August 31	4	8	-50%
Over \$3M	6	5	+20%	Houses: Active Inventory on August 31	5	11	-54.5%
				Condos: Closings First 8 Months	8	5	+60%
				Condos: Average Closing Price First 8 Months	\$1,058,688	\$597,800	+77.1%
				Condos: Active Inventory on August 31	0	1	NA
				House & Condo \$ Volume of Closings First 8 Mo.s	\$77,234,500	\$74,652,000	+3.5%

## Houses & Condos

# Redding

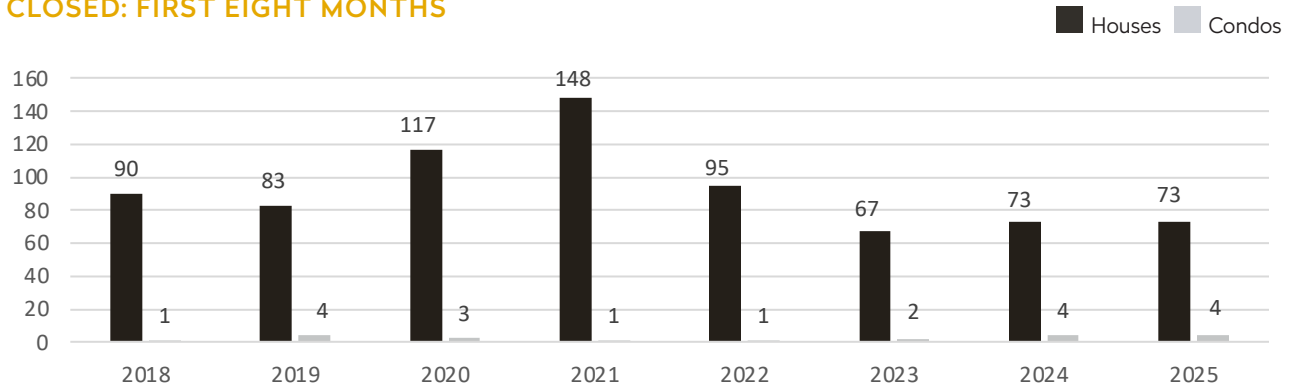
**AUGUST 2025**

**Sales:** Over the summer months (June–August), Redding had 40 house closings, up from 37 a year ago. The average sale price was \$1.13M, down 7% year-over-year but still the second-highest on record, with seven closings over \$1.5M. Homes sold significantly faster than a year ago, with a median time on market of 22 days, down from 96. Buyer competition remained strong, with the average list-to-sale ratio at 103.3%, up from 99.8% last year.

**Inventory:** At the end of August, Redding had 36 houses listed for sale, up from 31 a year ago. The absorption rate was 3.8 months—meaning it would take nearly four months to sell all houses at the current pace—compared to 3.3 months last year.



## CLOSED: FIRST EIGHT MONTHS



## # OF HOUSES CLOSED: FIRST EIGHT MONTHS

	2025	2024	%		2025	2024	% CHANGE
Under \$250K	1	0	NA	Houses: Closings in August	9	17	-47.1%
\$250K-\$400K	2	1	+100%	Houses: Average Closing Price in August	\$1,072,667	\$1,355,206	-20.8%
\$400K-\$500K	0	3	-100%	Houses: Closings First 8 Months	73	73	0%
\$500K-\$600K	4	7	-42.9%	Houses: Average Closing Price First 8 Months	\$1,091,601	\$1,093,473	-0.2%
\$600K-\$800K	12	15	-20%	Houses: Pending on August 31	10	10	0%
\$800K-\$1M	15	17	-11.8%	Houses: Active Inventory on August 31	36	31	+16.1%
Over \$1M	39	30	+30%	Condos: Closings First 8 Months	4	4	0%
				Condos: Average Closing Price First 8 Months	\$775,750	\$459,000	+69%
				Condos: Active Inventory on August 31	0	0	NA
				House & Condo \$ Volume of Closings First 8 Mo.s	\$82,789,899	\$81,659,500	+1.4%



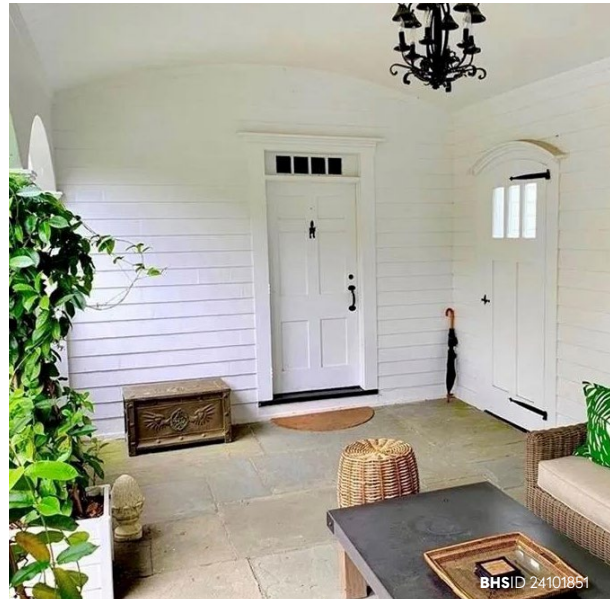
## Houses & Condos

# Easton

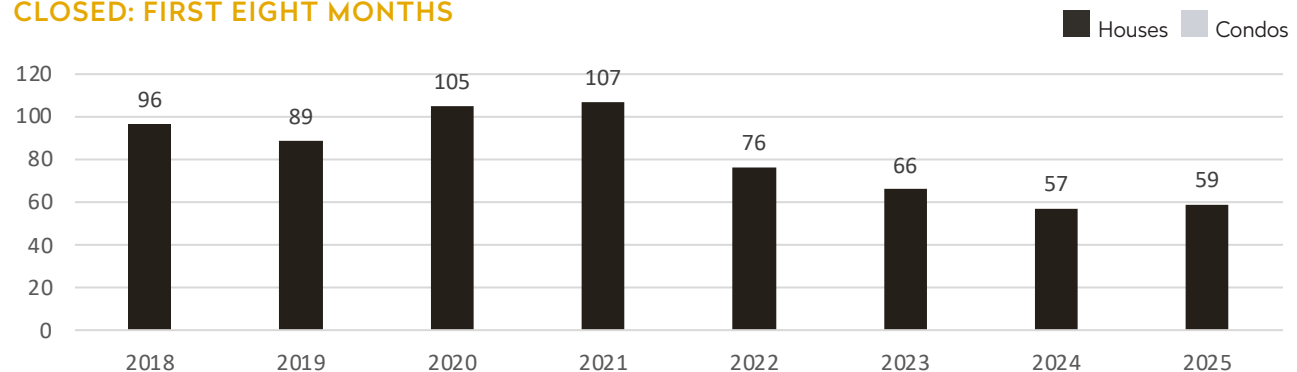
## AUGUST 2025

**Sales:** Over the summer months (June–August), Easton had 31 house closings, up from 29 last year but still the second fewest since 2013, as low inventory continues to limit activity. The average sale price was \$1.08M, the second-highest on record, with five closings over \$1.5M, matching last year's total. Homes sold more quickly this year than last, with a median of 37 days on market compared to 59 last year. The average list-to-sale ratio was 101.5%—just over half of closings went above the asking price.

**Inventory:** At the end of August, Easton had 29 active listings, up from 19 a year ago. This increase pushed the absorption rate up to 4.2 months, meaning it would take just over four months to sell all houses at the current pace, compared to 2.7 months last year.



## CLOSED: FIRST EIGHT MONTHS



## # OF HOUSES CLOSED: FIRST EIGHT MONTHS

	2025	2024	%		2025	2024	%
							CHANGE
Under \$400K	0	0	NA	Houses: Closings in August	9	6	+50%
\$400K-\$500K	0	1	-100%	Houses: Average Closing Price in August	\$931,694	\$1,060,667	-12.2%
\$500K-\$600K	1	1	0%	Houses: Closings First 8 Months	59	57	+3.5%
\$600K-\$700K	3	6	-50%	Houses: Average Closing Price First 8 Months	\$1,066,954	\$1,046,107	+2%
\$700K-\$1M	31	21	+47.6%	Houses: Pending on August 31	10	3	+233.3%
\$1M-\$1.5M	15	21	-28.6%	Houses: Active Inventory on August 31	29	19	+52.6%
Over \$1.5M	9	7	+28.6%	House \$ Volume of Closings First Eight Months	\$62,950,263	\$59,628,100	+5.6%

## Houses & Condos

# Ridgefield

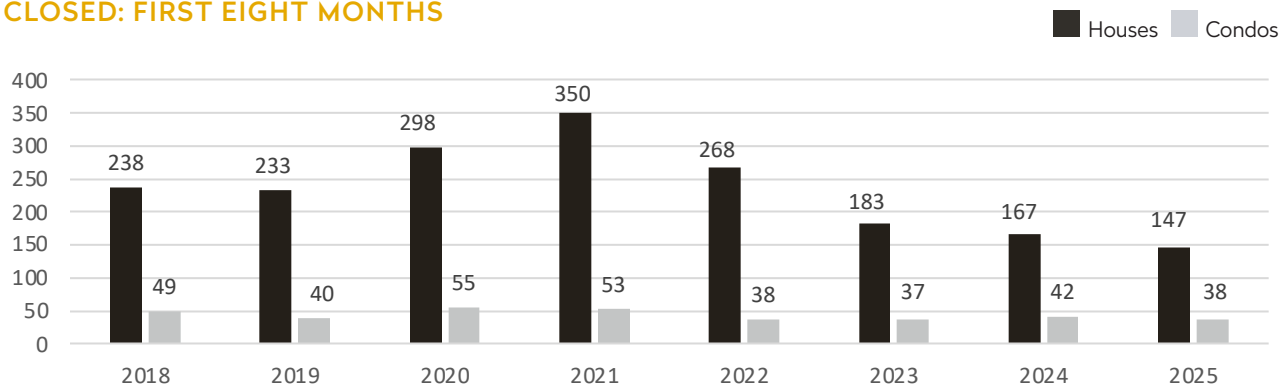
## AUGUST 2025

**Houses:** Ridgefield had 24 house closings in August, down from 39 a year ago and the fewest for the month since 2009, as inventory remains low by historical norms, limiting activity. The average sale price was \$1.18M, down 5% year-over-year but still the second highest for August in at least two decades. Homes sold faster than last year, with a median of 15 days on market compared to 34 a year ago, and the average list-to-sale ratio rose to 104.2%, up from 102%.

**Pending Sales:** The pipeline looks stronger than last year, with 25 houses under contract at the end of August versus 17 in August 2024. Prices ranged from \$579K to \$4.95M, with an average list price of \$1.6M. Six had a list price above \$2M compared to just one a year ago.



## CLOSED: FIRST EIGHT MONTHS



## # OF HOUSES CLOSED: FIRST EIGHT MONTHS

	2025	2024	%		2025	2024	% CHANGE
Under \$400K	0	2	-100%	Houses: Closings in August	24	39	-38.5%
\$400K-\$500K	4	3	+33.3%	Houses: Average Closing Price in August	\$1,182,191	\$1,243,756	-4.9%
\$500K-\$600K	3	3	0%	Houses: Closings First 8 Months	147	167	-12%
\$600K-\$700K	6	9	-33.3%	Houses: Average Closing Price First 8 Months	\$1,246,603	\$1,184,872	+5.2%
\$700K-\$800K	15	18	-16.7%	Houses: Pending on August 31	25	17	+47.1%
\$800K-\$1M	34	39	-12.8%	Houses: Active Inventory on August 31	52	37	+40.5%
\$1M-\$1.5M	49	58	-15.5%	Condos: Closings First 8 Months	38	42	-9.5%
\$1.5M-\$2M	22	21	+4.8%	Condos: Average Closing Price First 8 Months	\$516,551	\$479,024	+7.8%
Over \$2M	14	14	0%	Condos: Active Inventory on August 31	15	11	+36.4%
				House & Condo \$ Volume of Closings First 8 Mo.s	\$202,879,531	\$217,992,658	-6.9%

# Contact Us

August 2025

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