

Jan

2025

CONNECTICUT
MARKET
REPORT

CONNECTICUT

Brown Harris Stevens THE Craft of Research

3 CONTENTMENT ISLAND ROAD, DARIEN

Lower Fairfield County

Brown Harris Stevens

JANUARY 2025 OVERVIEW

In many areas of the country we are beginning to see rising inventory levels and even softening prices. Not so in most of the Northeast, and especially not in Lower Fairfield County, where inventory remains exceptionally tight. This scarcity continues to drive strong competition among buyers and edge home values higher.

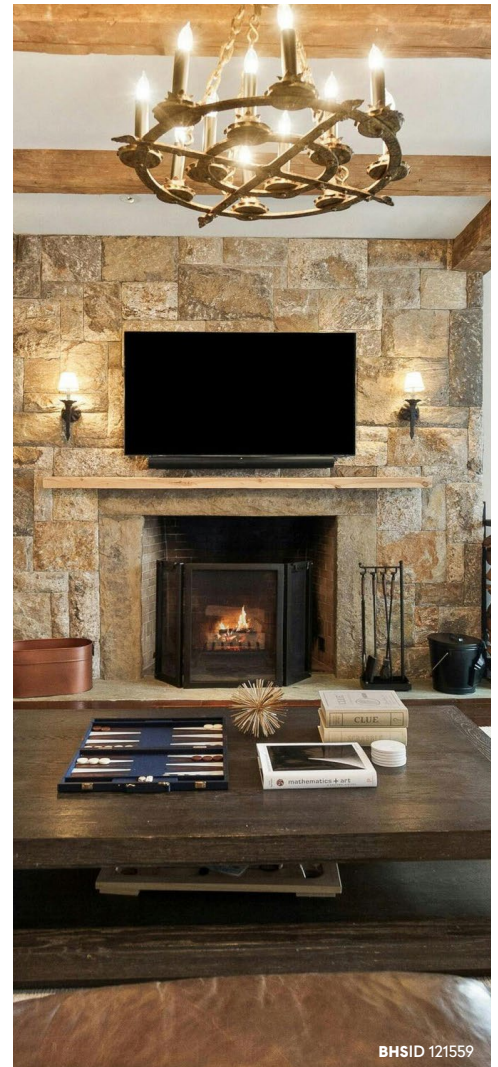
Starting with home values, according to Zillow's Home Values Index, Fairfield County homes rose by 4.8% in 2024, with an additional 4.1% increase projected for 2025. This places Fairfield County tied for 21st among the nation's 100 largest metro areas in terms of projected home value growth.

The median sale price for Lower Fairfield County's closed homes in January climbed to \$1.03 million, marking a 21% increase from the previous year. Homes selling for under \$1M accounted for just 49% of January closings, down from 59% the previous year. Additionally, the luxury market remains strong with 14 house closings over \$5 million in January—the highest number for this price point in the month on record.

The pace of the overall market is also impressive. The average days on market for house closings in January was just 64, down 18% from the previous year. Condos were even quicker to close, averaging 37 days on market, a 45% reduction year-over-year. Further, both houses and condos had an average list-to-sale price ratio of 101.3%, with nearly half of all transactions closing above the asking price, highlighting the continued competition among buyers.

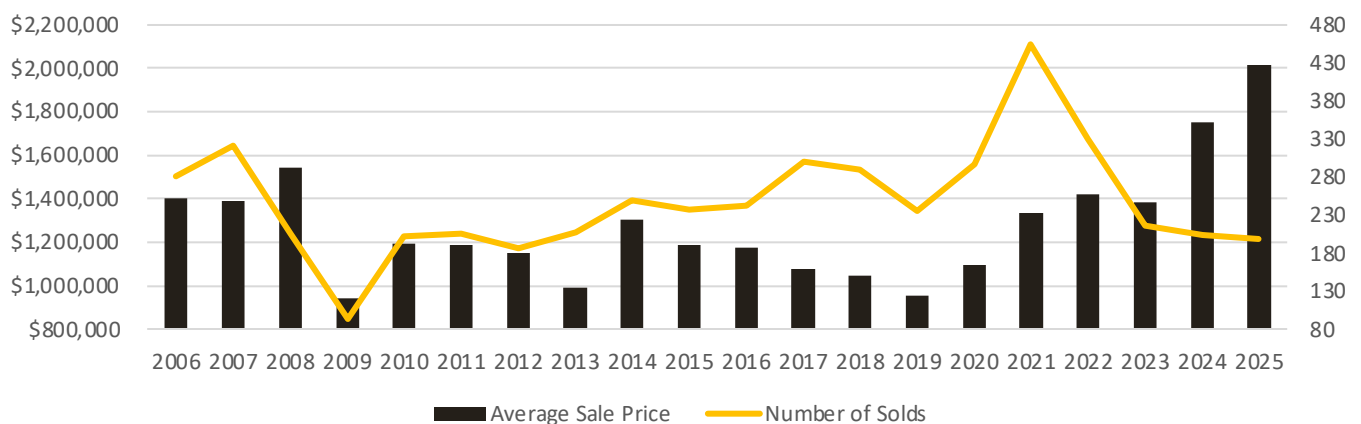
Inventory, on the other hand, remains notably low. At the end of January, there were only 659 active listings in Lower Fairfield County, down 13% year-over-year and 80% lower than in January 2019. This scarcity has constrained sales, with the total number of closings in January down 4% from last year and at the lowest for the month since 2012. However, there was an uptick in houses under contract, totaling 220 at the end of the month.

While we move further into the year, we will keep our eye on mortgage rates, which are expected to be less volatile than last year, which could help the market. They are currently hovering in the high 6% range (for a 30-year fixed rate) and not anticipated to change much in the coming months.



BHSID 121559

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

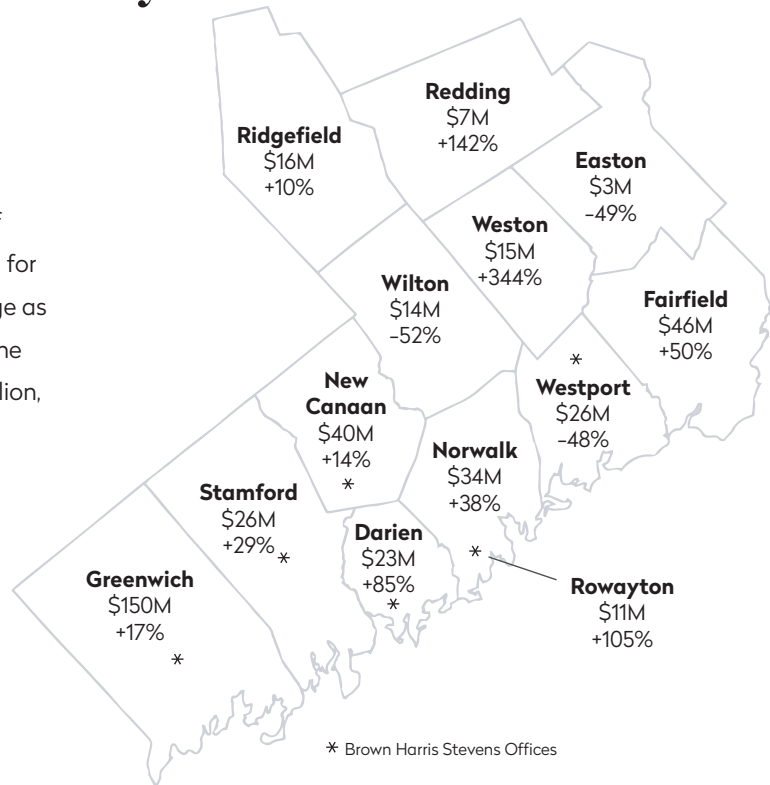


YTD 1.31.2025

Lower Fairfield County

DOLLAR VOLUME OF HOUSE SALES IN JANUARY 2025 VS. 2024

To the right is a look at the total dollar volume of house sales for each Lower Fairfield County town for the month of January and the percentage change as it compares to January of 2024. For the month, the collective dollar volume of closings was \$400 million, an increase of 12% vs. January 2024



TOWN COMPARISON: SOLD HOUSES - JANUARY

Town	# of Closed Houses		% change	Average Closing Price		% change
	2025	2024		2025	2024	
Darien	11	4	+175%	\$2,068,636	\$3,081,500	-32.9%
Easton	3	6	-50%	\$1,013,333	\$984,317	+2.9%
Fairfield	27	32	-15.6%	\$1,705,074	\$956,483	+78.3%
All of Greenwich	30	28	+7.1%	\$5,012,659	\$4,575,429	+9.6%
New Canaan	17	14	+21.4%	\$2,333,294	\$2,488,357	-6.2%
Norwalk	36	33	+9.1%	\$949,299	\$751,015	+26.4%
Redding	4	3	+33.3%	\$1,748,750	\$962,000	+81.8%
Ridgefield	9	12	-25%	\$1,786,389	\$1,215,408	+47%
Rowayton*	4	4	0%	\$2,767,625	\$1,350,000	+105%
Stamford	26	23	+13%	\$987,931	\$863,522	+14.4%
Weston	10	2	+400%	\$1,539,753	\$1,735,000	-11.3%
Westport	14	20	-30%	\$1,892,679	\$2,542,650	-25.6%
Wilton	12	27	-55.6%	\$1,145,625	\$1,053,482	+8.7%

*Rowayton solds data also included in Norwalk.

All data sourced from Connecticut Smart MLS and Greenwich MLS. Actives from the Connecticut Smart MLS include Active and Show status. Actives from the Greenwich MLS include Active and Contingent Contract status. Condos in report include Condos and Co-Ops.

All of Greenwich

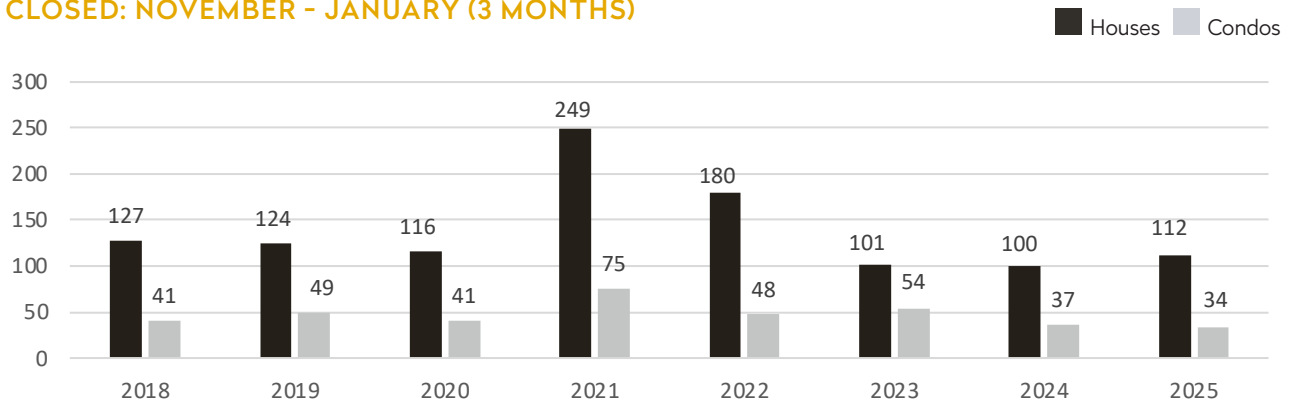
JANUARY 2025

Closings: All of Greenwich (including Greenwich, Cos Cob, Old Greenwich, and Riverside) saw 30 house closings in January, a slight increase from the previous year. The high-end market continues to be strong, with 11 closings over \$5M—the most ever for January. Additionally, at the end of the month, 27 houses were under contract, including 13 listed over \$5M, up from five a year ago.

Inventory: At the end of January, All of Greenwich had 100 active houses, a 16% decrease from the same time last year and an 81% drop from January 2019. There were only 34 active houses with a list price below \$3M, down from 51 at the same time a year ago.



CLOSED: NOVEMBER - JANUARY (3 MONTHS)



OF HOUSES CLOSED: NOV. - JAN. (3 MOS.)

	2025	2024	%		2025	2024	%	CHANGE
Under \$1M	8	9	-11.1%	Houses: Closings in January	30	28		+7.1%
\$1M-\$1.5M	10	11	-9.1%	Houses: Average Closing Price in January	\$5,012,659	\$4,575,429		+9.6%
\$1.5M-\$2M	16	16	0%	Houses: Closings Nov. - Jan. (3 mos.)	112	100		+12%
\$2M-\$2.5M	14	13	+7.7%	Houses: Average Closing Price Nov. - Jan. (3 mos.)	\$3,743,049	\$3,394,926		+10.3%
\$2.5M-\$3M	16	8	+100%	Houses: Pending on January 31	27	26		+3.8%
\$3M-\$4M	10	10	0%	Houses: Active Inventory on January 31	100	119		-16%
\$4M-\$5M	14	13	+7.7%	Condos: Closings Nov. - Jan. (3 mos.)	34	37		-8.1%
\$5M-\$7M	13	12	+8.3%	Condos: Average Closing Price Nov. - Jan. (3 mos.)	\$1,165,412	\$1,323,450		-11.9%
Over \$7M	11	8	+37.5%	Condos: Active Inventory on January 31	31	32		-3.1%
				House & Condo \$ Volume of Closings Nov. - Jan.	\$458,845,528	\$388,460,297		+18.1%

Houses & Condos

Greenwich

JANUARY 2025

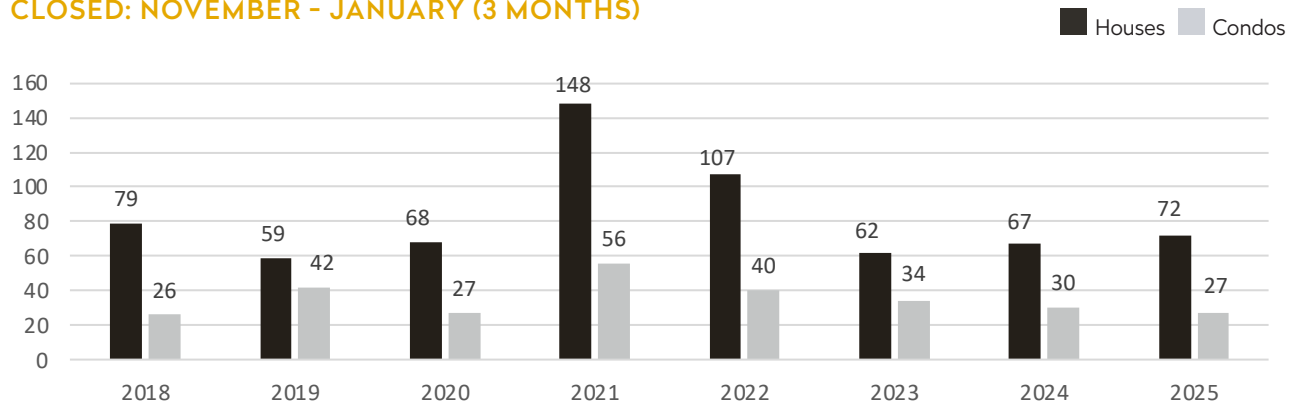
Houses: Over the last three months (Nov. – Jan.), Greenwich had 72 house closings, the highest total for this period in the past two years. The average closing price was \$4.2M, an 11% increase from the previous year. This average was influenced by 11 closings over \$7M, up from 7 last year and matching the record high for this three-month span.

Condos: Greenwich's condo market remains in high demand. There were 27 condo closings over the past three months, with properties spending an average of just 46 days on market, a 40% decrease from a year ago. The average list-to-close price ratio was 101.3%, with 59% of closings going above the asking price. Additionally, the closing price per square foot rose to \$794, a 12% increase year-over-year.



BHSID 119098

CLOSED: NOVEMBER - JANUARY (3 MONTHS)



OF HOUSES CLOSED: NOV. - JAN. (3 MOS.)

	2025	2024	%
Under \$1M	7	7	0%
\$1M-\$1.5M	5	7	-28.6%
\$1.5M-\$2M	8	12	-33.3%
\$2M-\$2.5M	11	4	+175%
\$2.5M-\$3M	8	2	+300%
\$3M-\$4M	5	8	-37.5%
\$4M-\$5M	9	8	+12.5%
\$5M-\$7M	8	12	-33.3%
Over \$7M	11	7	+57.1%

	2025	2024	% CHANGE
Houses: Closings in January	20	21	-4.8%
Houses: Average Closing Price in January	\$5,970,539	\$5,165,476	+15.6%
Houses: Closings Nov. - Jan. (3 mos.)	72	67	+7.5%
Houses: Average Closing Price Nov. - Jan. (3 mos.)	\$4,151,414	\$3,749,187	+10.7%
Houses: Pending on January 31	20	16	+25%
Houses: Active Inventory on January 31	68	87	-21.8%
Condos: Closings Nov. - Jan. (3 mos.)	27	30	-10%
Condos: Average Closing Price Nov. - Jan. (3 mos.)	\$1,208,463	\$1,460,256	-17.2%
Condos: Active Inventory on January 31	25	21	+19%
House & Condo \$ Volume of Closings Nov. - Jan.	\$331,530,277	\$295,003,211	+12.4%

Houses & Condos

Cos Cob

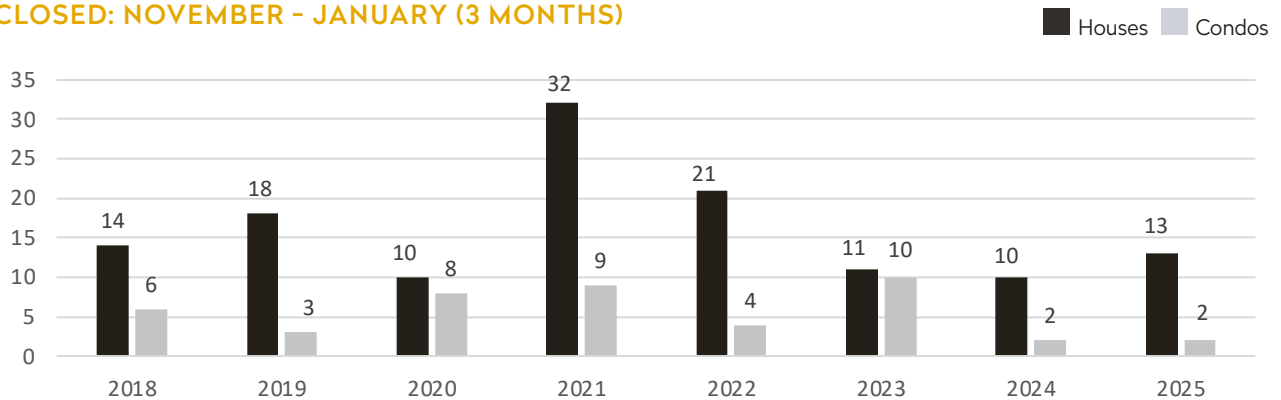
JANUARY 2025

Closings: Over the past three months (Nov.-Jan.), Cos Cob had 13 house closings, a slight increase from the previous two years. The average closing price rose to \$2.4M, up 33% year-over-year, boosted by six closings above \$2.5M, compared to just two during the same period last year. The pace of the overall market also increased. The average days on market for all closings was 62, down 34% from the previous year.

Inventory: As of the end of January, Cos Cob had only 10 active houses and condos on the market, less than half the number available at the same time last year and 84% below January 2019 levels. The absorption rate—the time it would take to sell all inventory at the current pace of sales—dropped to 1.7 months from 2.7 months in January 2024, reflecting a stronger seller's market.



CLOSED: NOVEMBER - JANUARY (3 MONTHS)



OF HOUSES CLOSED: NOV. - JAN. (3 MOS.)

	2025	2024	%		2025	2024	% CHANGE
Under \$1M	0	0	NA	Houses: Closings in January	4	3	+33.3%
\$1M-\$1.5M	2	4	-50%	Houses: Average Closing Price in January	\$2,541,250	\$1,548,333	+64.1%
\$1.5M-\$2M	3	2	+50%	Houses: Closings Nov. - Jan. (3 mos.)	13	10	+30%
\$2M-\$2.5M	2	2	0%	Houses: Average Closing Price Nov. - Jan. (3 mos.)	\$2,438,096	\$1,828,250	+33.4%
\$2.5M-\$3M	4	2	+100%	Houses: Pending on January 31	2	6	-66.7%
Over \$3M	2	0	NA	Houses: Active Inventory on January 31	8	15	-46.7%
				Condos: Closings Nov. - Jan. (3 mos.)	2	2	0%
				Condos: Average Closing Price Nov. - Jan. (3 mos.)	\$1,015,250	\$822,500	+23.4%
				Condos: Active Inventory on January 31	2	6	-66.7%
				House & Condo \$ Volume of Closings Nov. - Jan.	\$33,725,751	\$19,927,500	+69.2%

Houses & Condos

Riverside

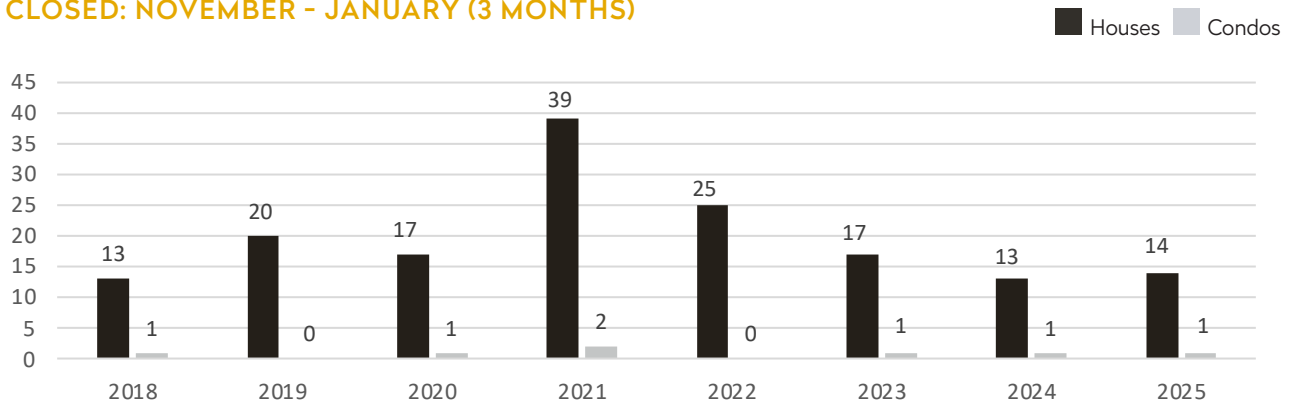
JANUARY 2025

Closings: Over the past three months (Nov.-Jan.), Riverside saw 14 house closings, showing relatively stable activity compared to 13 last year and 17 the year before. The average closing price was \$3.4M, with six out of the 14 ranging between \$4M and \$6.5M. Closings had an average time on market of 67 days, up from 46 during the same period last year but still reflecting a relatively fast-paced market. The average list-to-close price ratio stood at 98.9%, with 6 closings going above the asking price.

Inventory: As of the end of January, Riverside had 12 active houses on the market, similar to last year but still 77% below January 2019 levels. The absorption rate—the time it would take to sell all inventory at the current pace of sales—was 2 months, reflecting a continued very strong seller's market.



CLOSED: NOVEMBER - JANUARY (3 MONTHS)



OF HOUSES CLOSED: NOV. - JAN. (3 MOS.)

	2025	2024	%
Under \$1M	0	1	-100%
\$1M-\$1.5M	2	0	NA
\$1.5M-\$2M	3	2	+50%
\$2M-\$2.5M	1	4	-75%
\$2.5M-\$3M	1	2	-50%
\$3M-\$4M	1	0	NA
\$4M-\$5M	3	3	0%
Over \$5M	3	1	+200%

	2025	2024	% CHANGE
Houses: Closings in January	4	2	+100%
Houses: Average Closing Price in January	\$3,005,750	\$3,930,000	-23.5%
Houses: Closings Nov. - Jan. (3 mos.)	14	13	+7.7%
Houses: Average Closing Price Nov. - Jan. (3 mos.)	\$3,420,429	\$3,269,872	+4.6%
Houses: Pending on January 31	4	2	+100%
Houses: Active Inventory on January 31	12	11	+9.1%
Condos: Closings Nov. - Jan. (3 mos.)	1	1	0%
Condos: Average Closing Price Nov. - Jan. (3 mos.)	\$1,205,000	\$750,000	+60.7%
Condos: Active Inventory on January 31	0	0	NA
House & Condo \$ Volume of Closings Nov. - Jan.	\$49,091,000	\$43,258,336	+13.5%

Houses & Condos

Old Greenwich

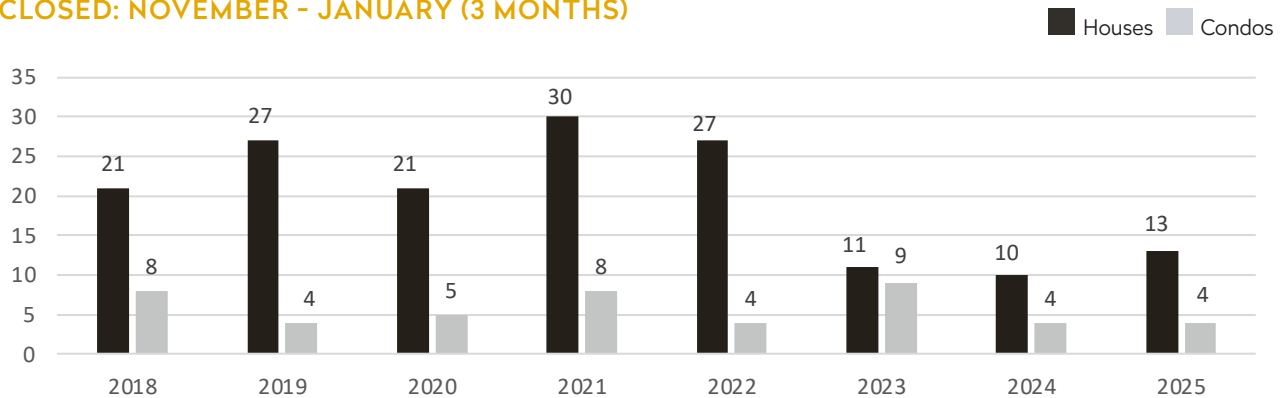
JANUARY 2025

Closings: Over the past three months (Nov.-Jan.), Old Greenwich had 13 house closings, a slight increase from the previous two years. Low available inventory has kept the market highly competitive for buyers. The average days on market for closings was 42, a 7% decrease from last year and a record low for this period. The average list-to-close price ratio was 105.4%, with 9 of the 13 closings going above the asking price.

Inventory: As of the end of January, Old Greenwich had 12 active houses on the market, double the number from last year but still 76% below January 2019 levels. The absorption rate—the time it would take to sell all inventory at the current pace of sales—was 2.1 months, reflecting an exceptionally strong seller’s market.



CLOSED: NOVEMBER - JANUARY (3 MONTHS)



OF HOUSES CLOSED: NOV. - JAN. (3 MOS.)

	2025	2024	%
Under \$1M	1	1	0%
\$1M-\$1.5M	1	0	NA
\$1.5M-\$2M	2	0	NA
\$2M-\$2.5M	0	3	-100%
\$2.5M-\$3M	3	2	+50%
\$3M-\$4M	3	2	+50%
\$4M-\$5M	1	2	-50%
Over \$5M	2	0	NA

	2025	2024	% CHANGE
Houses: Closings in January	2	2	0%
Houses: Average Closing Price in January	\$4,390,500	\$3,566,000	+23.1%
Houses: Closings Nov. - Jan. (3 mos.)	13	10	+30%
Houses: Average Closing Price Nov. - Jan. (3 mos.)	\$3,133,731	\$2,750,625	+13.9%
Houses: Pending on January 31	1	2	-50%
Houses: Active Inventory on January 31	12	6	+100%
Condos: Closings Nov. - Jan. (3 mos.)	4	4	0%
Condos: Average Closing Price Nov. - Jan. (3 mos.)	\$940,000	\$691,250	+36%
Condos: Active Inventory on January 31	4	5	-20%
House & Condo \$ Volume of Closings Nov. - Jan.	\$44,498,500	\$30,271,250	+47%

Houses & Condos

Stamford

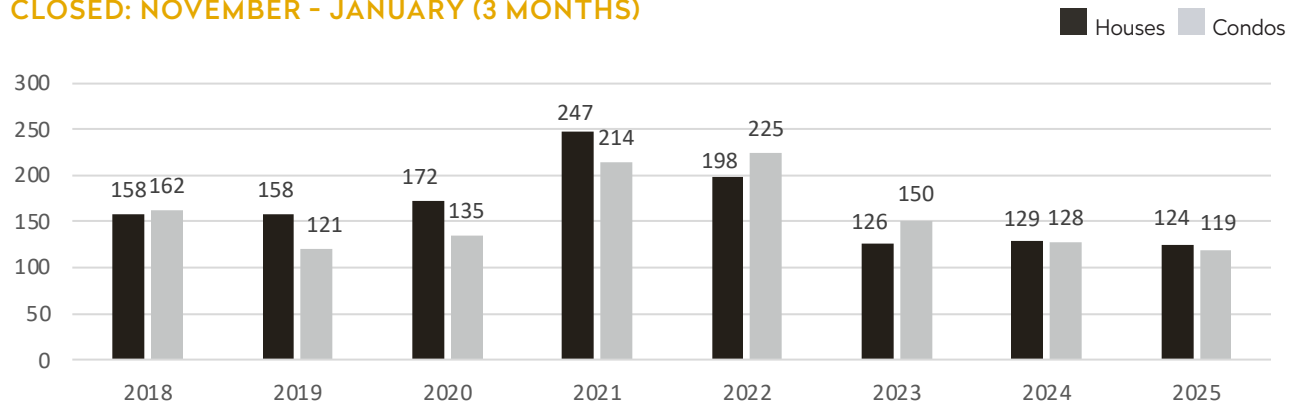
JANUARY 2025

Closings: Over the past three months (Nov.-Jan.), Stamford had 124 house closings, only a slight decrease from last year but still the fewest for this period since 2012. Low available inventory has kept the market highly competitive for buyers. The average days on market for closings was 39, a 29% decrease from last year. The average list-to-close price ratio stood at 103.8%, with 67% of closings going above the asking price.

Inventory: At the end of January, Stamford had 140 active houses and condos, an 11% decrease from last year and a 77% drop from January 2019 levels. Notably, the inventory of condos priced below \$500K is particularly low, with just 37 properties available, compared to 69 at the same time a year ago.



CLOSED: NOVEMBER - JANUARY (3 MONTHS)



OF HOUSES CLOSED: NOV. - JAN. (3 MOS.)

	2025	2024	%		2025	2024	% CHANGE
Under \$400K	0	3	-100%	Houses: Closings in January	26	23	+13%
\$400K-500K	3	6	-50%	Houses: Average Closing Price in January	\$987,931	\$863,522	+14.4%
\$500K-\$600K	8	17	-52.9%	Houses: Closings Nov. - Jan. (3 mos.)	124	129	-3.9%
\$600K-\$700K	28	12	+133.3%	Houses: Average Closing Price Nov. - Jan. (3 mos.)	\$939,556	\$986,481	-4.8%
\$700K-\$800K	22	26	-15.4%	Houses: Pending on January 31	38	32	+18.8%
\$800K-\$1M	29	22	+31.8%	Houses: Active Inventory on January 31	77	77	0%
\$1M-\$1.2M	15	12	+25%	Condos: Closings Nov. - Jan. (3 mos.)	119	128	-7%
\$1.2M-\$1.5M	3	12	-75%	Condos: Average Closing Price Nov. - Jan. (3 mos.)	\$440,648	\$417,902	+5.4%
\$1.5M-\$2M	12	13	-7.7%	Condos: Active Inventory on January 31	63	80	-21.3%
Over \$2M	4	6	-33.3%	House & Condo \$ Volume of Closings Nov. - Jan.	\$168,942,139	\$180,747,532	-6.5%

Houses & Condos

Darien

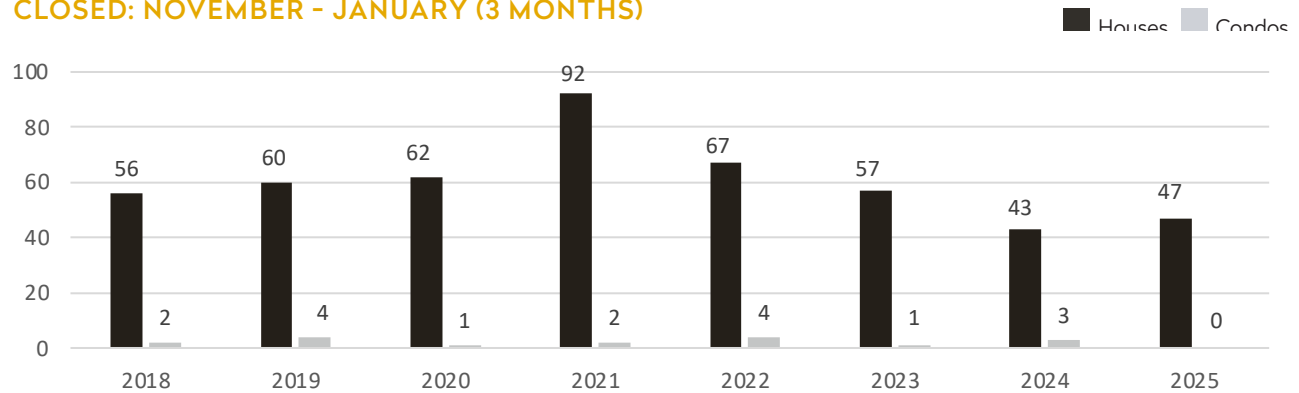
JANUARY 2025

Closings: Over the past three months (Nov.-Jan.), Darien had 47 house closings, a slight increase from last year but still the fewest for this period since 2015. With available properties remaining low—inventory levels at the end of January were 88% below those of January 2019—the market continues to be highly competitive for buyers. The average list-to-close price ratio for this period stood at 106.1%, with 64% of closings going above the asking price.

Pending Sales: Reflecting the strength of the high-end market, the 10 Darien houses under contract at the end of January had an average list price of \$4.1M, with four properties having a list price above \$4.5M. Notably, the average time to contract for these pending sales was just 35 days, reflecting the market's fast pace.



CLOSED: NOVEMBER - JANUARY (3 MONTHS)



OF HOUSES CLOSED: NOV. - JAN. (3 MOS.)

	2025	2024	%		2025	2024	%
			CHANGE				CHANGE
Under \$1M	8	4	+100%	Houses: Closings in January	11	4	+175%
\$1M-\$1.5M	6	7	-14.3%	Houses: Average Closing Price in January	\$2,068,636	\$3,081,500	-32.9%
\$1.5M-\$2M	9	8	+12.5%	Houses: Closings Nov. - Jan. (3 mos.)	47	43	+9.3%
\$2M-\$2.5M	6	8	-25%	Houses: Average Closing Price Nov. - Jan. (3 mos.)	\$2,306,225	\$2,384,942	-3.3%
\$2.5M-\$3M	8	3	+166.7%	Houses: Pending on January 31	10	13	-23.1%
\$3M-\$4M	6	8	-25%	Houses: Active Inventory on January 31	23	22	+4.5%
\$4M-\$5M	3	2	+50%	Condos: Closings Nov. - Jan. (3 mos.)	0	3	NA
Over \$5M	1	3	-66.7%	Condos: Average Closing Price Nov. - Jan. (3 mos.)	NA	\$1,180,000	NA
				Condos: Active Inventory on January 31	3	3	0%
				House & Condo \$ Volume of Closings Nov. - Jan.	\$108,392,596	\$106,092,500	+2.2%

Houses & Condos

New Canaan

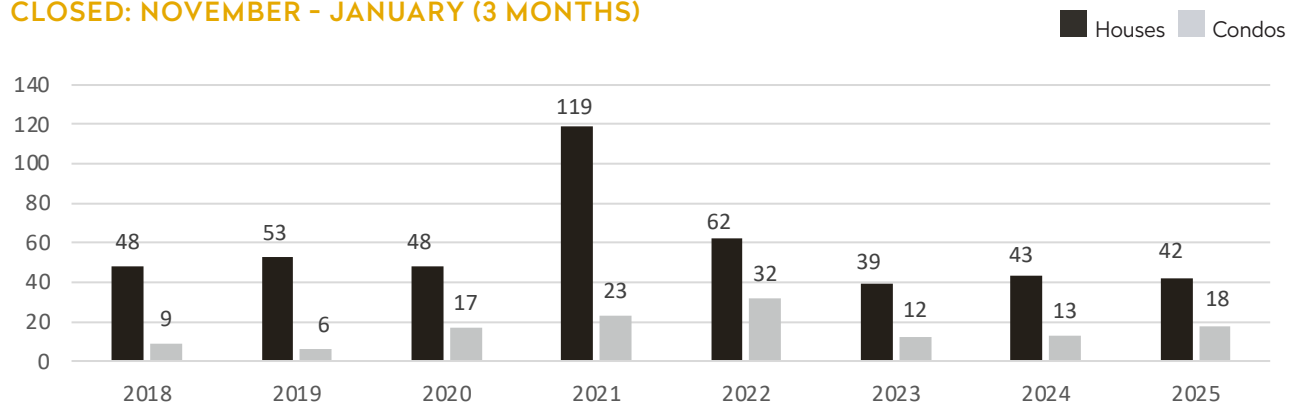
JANUARY 2025

Houses: Over the past three months (Nov.-Jan.), New Canaan had 42 house closings, nearly matching last year's total of 43. With available properties remaining low—inventory levels at the end of January were 82% below those of January 2019—the market continues to be highly competitive for buyers. The average list-to-close price ratio during this period stood at 101.8%, 2.8 percentage points higher than last year, with 57% of closings going at or above the asking price.

Condos: During this three-month period, New Canaan also saw 18 condo sales, a 39% increase from the previous year. The average closing price per square foot rose to \$632, up 7% from a year ago.



CLOSED: NOVEMBER - JANUARY (3 MONTHS)



OF HOUSES CLOSED: NOV. - JAN. (3 MOS.)

	2025	2024	%		2025	2024	% CHANGE
Under \$1M	6	1	+500%	Houses: Closings in January	17	14	+21.4%
\$1M-\$1.5M	5	12	-58.3%	Houses: Average Closing Price in January	\$2,333,294	\$2,488,357	-6.2%
\$1.5M-\$2M	10	8	+25%	Houses: Closings Nov. - Jan. (3 mos.)	42	43	-2.3%
\$2M-\$2.5M	6	6	0%	Houses: Average Closing Price Nov. - Jan. (3 mos.)	\$2,443,786	\$2,475,924	-1.3%
\$2.5M-\$3M	4	5	-20%	Houses: Pending on January 31	17	16	+6.3%
\$3M-\$4M	5	5	0%	Houses: Active Inventory on January 31	38	43	-11.6%
\$4M-\$5M	3	2	+50%	Condos: Closings Nov. - Jan. (3 mos.)	18	13	+38.5%
\$5M-\$7M	2	3	-33.3%	Condos: Average Closing Price Nov. - Jan. (3 mos.)	\$1,270,639	\$1,188,432	+6.9%
Over \$7M	1	1	0%	Condos: Active Inventory on January 31	9	12	-25%
				House & Condo \$ Volume of Closings Nov. - Jan.	\$125,510,500	\$121,914,337	+2.9%

Houses & Condos

Norwalk

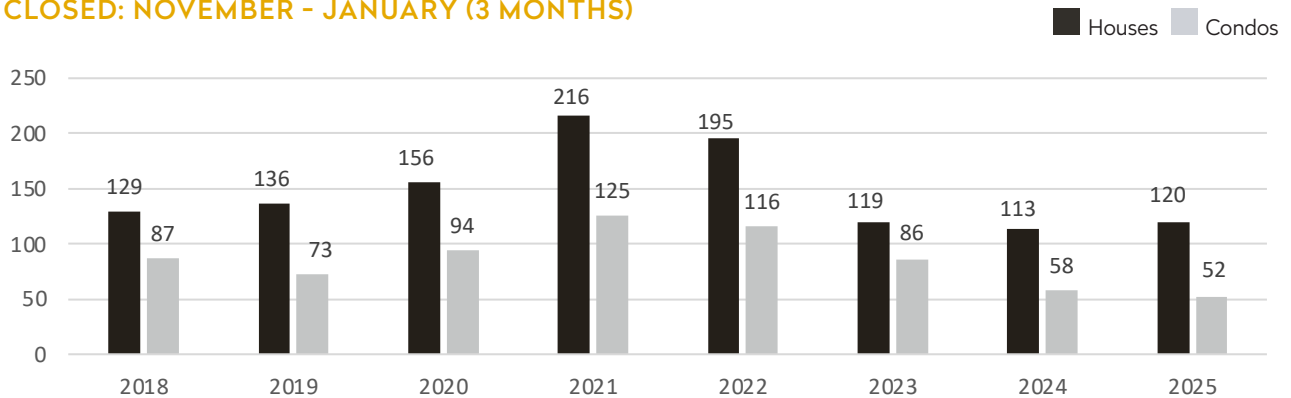
JANUARY 2025

Closings: Over the past three months (Nov.-Jan.), Norwalk had 120 house closings, a slight increase from the previous two years. The average closing price jumped to \$1.08M, up 41% year-over-year, influenced by six closings above \$3M, compared to none in that price range during the same period last year. The average list-to-close price ratio during this period stood at 103.6%, with 65% of closings going above the asking price.

Inventory: As of the end of January, Norwalk had 55 active houses on the market, similar to last year but still 84% below January 2019 levels. The absorption rate—the time it would take to sell all inventory at the current pace of sales—stood at 1.3 months, matching last year’s number and reflecting a continued very strong seller’s market.



CLOSED: NOVEMBER - JANUARY (3 MONTHS)



OF HOUSES CLOSED: NOV. - JAN. (3 MOS.)

	2025	2024	%		2025	2024	% CHANGE
Under \$300K	0	1	-100%	Houses: Closings in January	36	33	+9.1%
\$300K-\$400K	1	3	-66.7%	Houses: Average Closing Price in January	\$949,299	\$751,015	+26.4%
\$400K-\$500K	8	10	-20%	Houses: Closings Nov. - Jan. (3 mos.)	120	113	+6.2%
\$500K-\$600K	12	23	-47.8%	Houses: Average Closing Price Nov. - Jan. (3 mos.)	\$1,084,766	\$768,233	+41.2%
\$600K-\$800K	44	43	+2.3%	Houses: Pending on January 31	25	28	-10.7%
\$800K-\$1M	20	16	+25%	Houses: Active Inventory on January 31	55	57	-3.5%
\$1M-\$1.5M	16	10	+60%	Condos: Closings Nov. - Jan. (3 mos.)	52	58	-10.3%
\$1.5M-\$2M	8	5	+60%	Condos: Average Closing Price Nov. - Jan. (3 mos.)	\$445,606	\$416,579	+7%
\$2M-\$3M	5	2	+150%	Condos: Active Inventory on January 31	34	39	-12.8%
Over \$3M	6	0	NA	House & Condo \$ Volume of Closings Nov. - Jan.	\$153,343,418	\$110,971,903	+38.2%

Houses & Condos

Rowayton

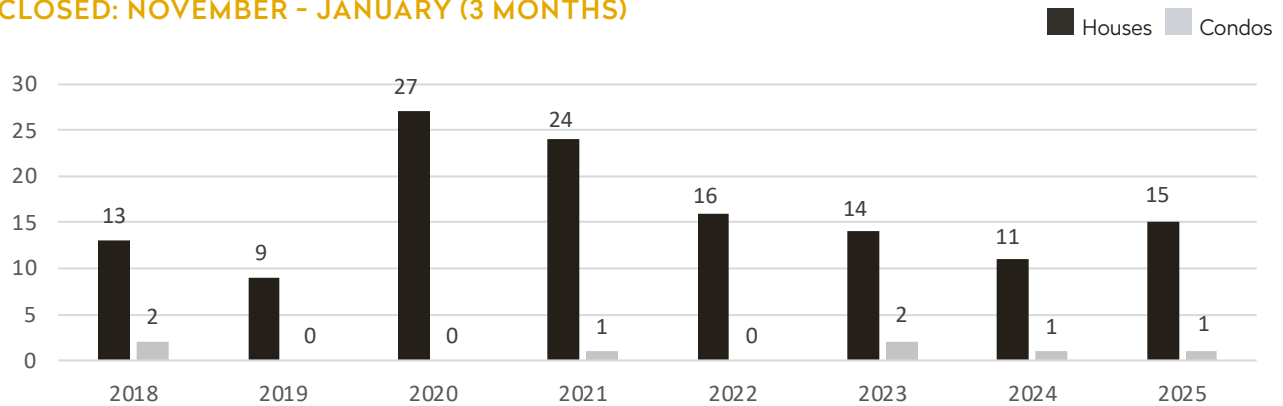
JANUARY 2025

Closings: Over the past three months (Nov.-Jan.), Rowayton saw 15 house closings, up from 11 last year. The average closing price jumped to \$2.8M, bolstered by five sales over \$3M compared to zero in that price range over the same period last year. A further sign of the strength of the high-end market, the six Rowayton houses under contract at the end of January had an average list price of \$2.4M, with five of the properties having gone to contract in 17 days or less.

Inventory: At the end of January, Rowayton had just four active houses on the market, less than one-tenth of the inventory levels in January 2019. The absorption rate—the time it would take to sell all inventory at the current pace of sales—was less than one month—reflecting the exceptionally strong seller’s market.



CLOSED: NOVEMBER - JANUARY (3 MONTHS)



OF HOUSES CLOSED: NOV. - JAN. (3 MOS.)

	2025	2024	%
Under \$600K	0	0	NA
\$600K-\$1M	0	3	-100%
\$1M-\$1.5M	2	4	-50%
\$1.5M-\$2M	4	3	+33.3%
\$2M-\$3M	4	1	+300%
Over \$3M	5	0	NA

	2025	2024	% CHANGE
Houses: Closings in January	4	4	0%
Houses: Average Closing Price in January	\$2,767,625	\$1,350,000	+105%
Houses: Closings Nov. - Jan. (3 mos.)	15	11	+36.4%
Houses: Average Closing Price Nov. - Jan. (3 mos.)	\$2,758,258	\$1,319,545	+109%
Houses: Pending on January 31	6	3	+100%
Houses: Active Inventory on January 31	4	8	-50%
Condos: Closings Nov. - Jan. (3 mos.)	1	1	0%
Condos: Average Closing Price Nov. - Jan. (3 mos.)	\$2,100,000	\$2,900,000	-27.6%
Condos: Active Inventory on January 31	2	4	-50%
House & Condo \$ Volume of Closings Nov. - Jan.	\$43,473,875	\$17,415,000	+149.6%

Houses & Condos

Wilton

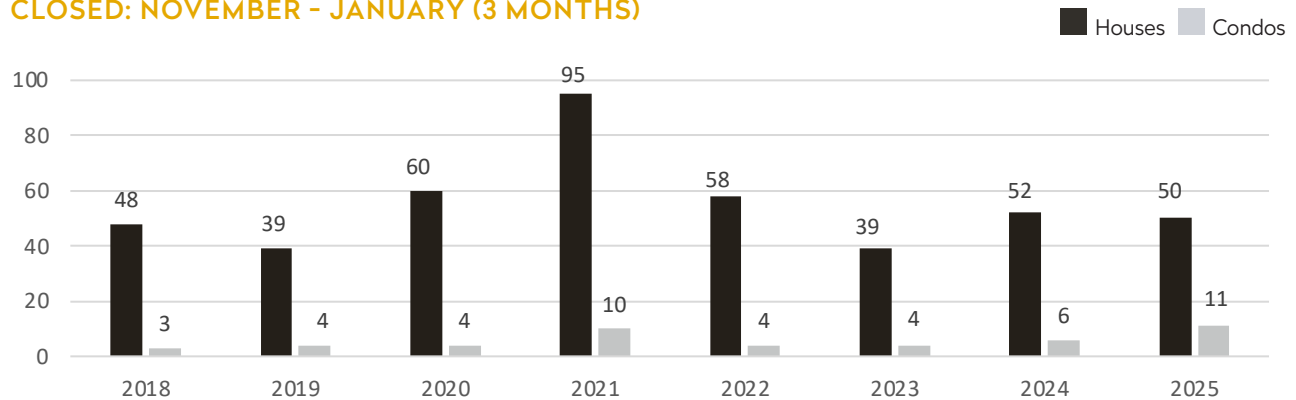
JANUARY 2025

Houses: Over the past three months (Nov.-Jan.), Wilton had 50 house closings, aligning with historical averages for this period. The average sale price reached a record-high of \$1.36M, influenced by eight sales over \$2M. With inventory levels at the end of January still 89% below those of January 2019, the market remains highly competitive for buyers. The average list-to-sale price ratio during this period stood at 102.9%, with 60% of closings going above the asking price.

Condos: Over the past three months, Wilton had 11 condo sales, the most for this period since 2014. The average closing price increased by 10% year-over-year to \$650K. However, the average price per square foot saw a decrease of 3%, dropping to \$410.



CLOSED: NOVEMBER - JANUARY (3 MONTHS)



OF HOUSES CLOSED: NOV. - JAN. (3 MOS.)

	2025	2024	%
Under \$500K	1	0	NA
\$500K-\$700K	5	8	-37.5%
\$700K-\$800K	6	6	0%
\$800K-\$900K	4	7	-42.9%
\$900K-\$1M	3	6	-50%
\$1M-\$1.2M	2	3	-33.3%
\$1.2M-\$1.5M	13	14	-7.1%
\$1.5M-\$2M	8	8	0%
Over \$2M	8	0	NA

	2025	2024	% CHANGE
Houses: Closings in January	12	27	-55.6%
Houses: Average Closing Price in January	\$1,145,625	\$1,053,482	+8.7%
Houses: Closings Nov. - Jan. (3 mos.)	50	52	-3.8%
Houses: Average Closing Price Nov. - Jan. (3 mos.)	\$1,364,820	\$1,073,470	+27.1%
Houses: Pending on January 31	5	15	-66.7%
Houses: Active Inventory on January 31	16	10	+60%
Condos: Closings Nov. - Jan. (3 mos.)	11	6	+83.3%
Condos: Average Closing Price Nov. - Jan. (3 mos.)	\$650,169	\$590,500	+10.1%
Condos: Active Inventory on January 31	2	2	0%
House & Condo \$ Volume of Closings Nov. - Jan.	\$75,392,860	\$59,363,422	+27%

Houses & Condos

Westport

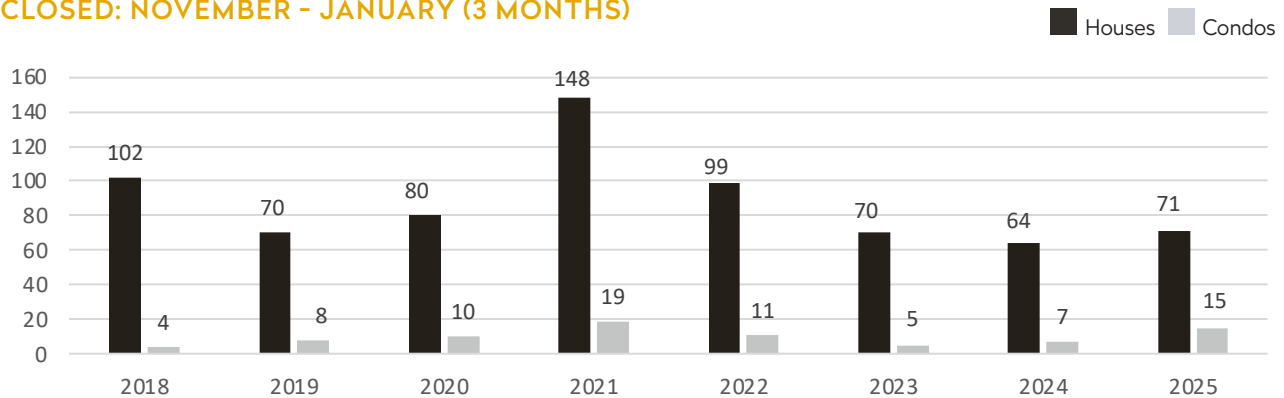
JANUARY 2025

Closings: Over the past three months (Nov.-Jan.), Westport had 71 house closings, an 11% increase from last year. The average closing price jumped to \$2.6M, a 22% rise year-over-year and a record high. Notably, there were 15 closings above \$4M, tripling the number during the same period last year. The pace of sales also quickened, with the average time on market for closings at 61 days, down 25% from the previous year.

Condos: During this three-month period, Westport saw 15 condo sales, more than doubling the previous year's total. The average closing price for condos rose 13% year-over-year to \$1.56M, also a record high. Of these, 12 condos closed above \$1M compared to just three in that price range over the same period a year ago.



CLOSED: NOVEMBER - JANUARY (3 MONTHS)



OF HOUSES CLOSED: NOV. - JAN. (3 MOS.)

	2025	2024	%		2025	2024	% CHANGE
Under \$750K	1	1	0%	Houses: Closings in January	14	20	-30%
\$750K-\$1M	9	3	+200%	Houses: Average Closing Price in January	\$1,892,679	\$2,542,650	-25.6%
\$1M-\$1.2M	6	8	-25%	Houses: Closings Nov. - Jan. (3 mos.)	71	64	+10.9%
\$1.2M-\$1.5M	5	9	-44.4%	Houses: Average Closing Price Nov. - Jan. (3 mos.)	\$2,603,942	\$2,143,547	+21.5%
\$1.5M-\$2M	12	18	-33.3%	Houses: Pending on January 31	26	21	+23.8%
\$2M-\$2.5M	6	5	+20%	Houses: Active Inventory on January 31	48	70	-31.4%
\$2.5M-\$3M	5	8	-37.5%	Condos: Closings Nov. - Jan. (3 mos.)	15	7	+114.3%
\$3M-\$4M	12	7	+71.4%	Condos: Average Closing Price Nov. - Jan. (3 mos.)	\$1,559,867	\$1,379,714	+13.1%
\$4M-\$5M	9	3	+200%	Condos: Active Inventory on January 31	13	16	-18.8%
Over \$5M	6	2	+200%	House & Condo \$ Volume of Closings Nov. - Jan.	\$208,277,863	\$146,845,000	+41.8%

Houses & Condos

Weston

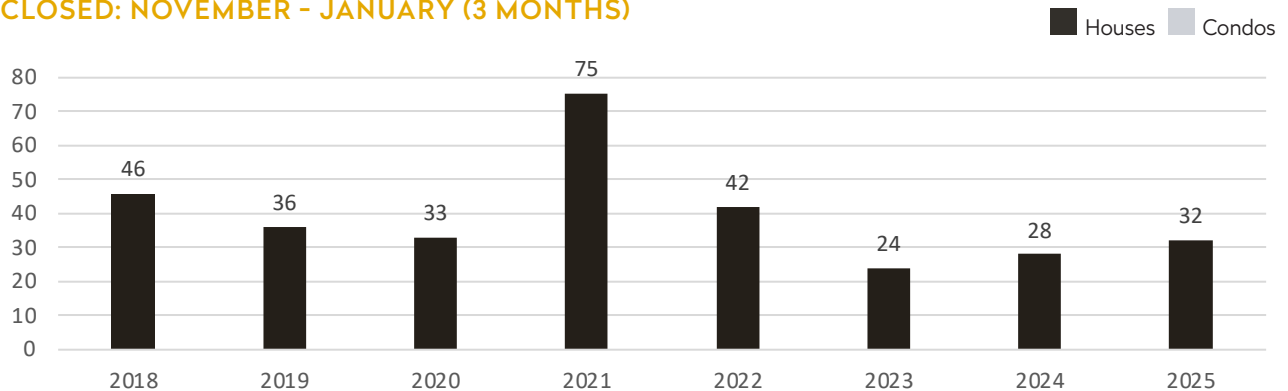
JANUARY 2025

Closings: Over the past three months (Nov.-Jan.), Weston had 32 house closings, up from 28 last year. The average sale price reached \$1.36M, fractionally higher than the previous year but still a record high. With available inventory remaining low, the market continues to be highly competitive for buyers.

Inventory: At the end of January, Weston had just 11 active houses, a 62% decrease from the same time last year and a 91% drop from January 2019 levels. The supply in the high-end market was particularly tight with just two active house listings over \$2M, down from 13 at the same time a year ago. The absorption rate—the time it would take to sell all inventory at the current pace of sales—was just 0.9 months, reflecting a continued extremely strong seller’s market.



CLOSED: NOVEMBER - JANUARY (3 MONTHS)



OF HOUSES CLOSED: NOV. - JAN. (3 MOS.)

	2025	2024	%		2025	2024	%
			CHANGE				CHANGE
Under \$500K	0	1	-100%	Houses: Closings in January	10	2	+400%
\$500K-\$700K	1	3	-66.7%	Houses: Average Closing Price in January	\$1,539,753	\$1,735,000	-11.3%
\$700K-\$900K	6	4	+50%	Houses: Closings Nov. - Jan. (3 mos.)	32	28	+14.3%
\$900K-\$1.2M	9	8	+12.5%	Houses: Average Closing Price Nov. - Jan. (3 mos.)	\$1,363,282	\$1,360,077	+0.2%
\$1.2M-\$1.5M	9	3	+200%	Houses: Pending on January 31	13	7	+85.7%
\$1.5M-\$2M	4	5	-20%	Houses: Active Inventory on January 31	11	29	-62.1%
Over \$2M	3	4	-25%	House \$ Volume of Closings Nov. - Jan. (3 mos.)	\$43,625,028	\$38,082,156	+14.6%

Houses & Condos

Fairfield

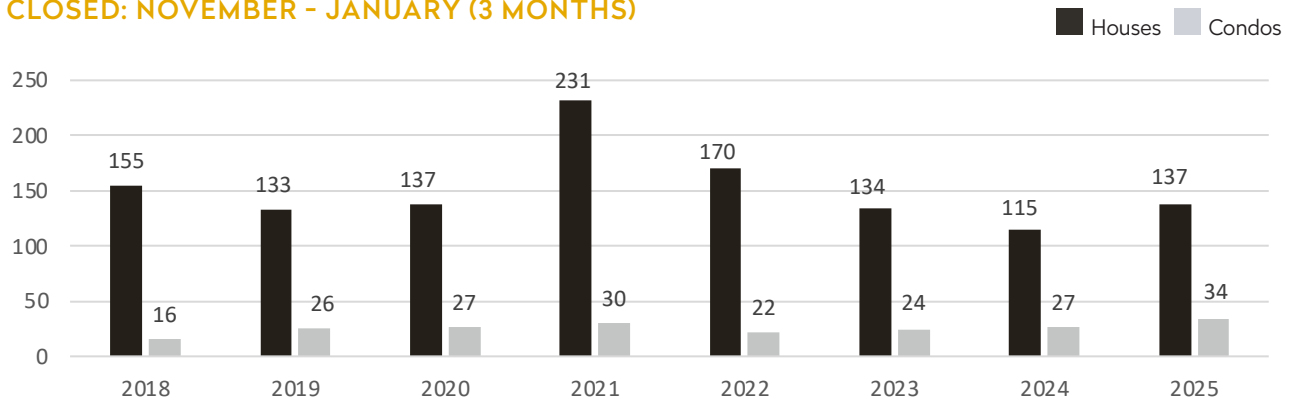
JANUARY 2025

Houses: Over the past three months (Nov.-Jan.), Fairfield had 137 house closings, a 19% increase from the previous year. The average sale price reached a record-high of \$1.34M, influenced by two sales over \$10M. With inventory levels at the end of January 85% below those of January 2019, the market remains highly competitive for buyers. The average list-to-sale price ratio during this period stood at 102.3%, with 53% of closings going above the asking price.

Condos: During this three-month period, Fairfield saw 34 condo sales, a 26% increase from the previous year. The average closing price rose to \$867K, with 11 sales over \$1M compared to just four in that price range a year ago.



CLOSED: NOVEMBER - JANUARY (3 MONTHS)



OF HOUSES CLOSED: NOV. - JAN. (3 MOS.)

	2025	2024	%		2025	2024	%
			CHANGE				CHANGE
Under \$300K	0	2	-100%	Houses: Closings in January	27	32	-15.6%
\$300K-\$400K	2	6	-66.7%	Houses: Average Closing Price in January	\$1,705,074	\$956,483	+78.3%
\$400K-\$500K	9	8	+12.5%	Houses: Closings Nov. - Jan. (3 mos.)	137	115	+19.1%
\$500K-\$600K	8	6	+33.3%	Houses: Average Closing Price Nov. - Jan. (3 mos.)	\$1,341,895	\$1,019,934	+31.6%
\$600K-\$700K	21	16	+31.3%	Houses: Pending on January 31	33	23	+43.5%
\$700K-\$800K	13	17	-23.5%	Houses: Active Inventory on January 31	63	71	-11.3%
\$800K-\$1M	19	16	+18.8%	Condos: Closings Nov. - Jan. (3 mos.)	34	27	+25.9%
\$1M-\$1.2M	14	11	+27.3%	Condos: Average Closing Price Nov. - Jan. (3 mos.)	\$867,390	\$610,130	+42.2%
\$1.2M-\$1.5M	19	12	+58.3%	Condos: Active Inventory on January 31	13	12	+8.3%
\$1.5M-\$2M	14	13	+7.7%	House & Condo \$ Volume of Closings Nov. - Jan.	\$213,330,923	\$133,765,898	+59.5%
Over \$2M	18	8	+125%				

Houses & Condos

Ridgefield

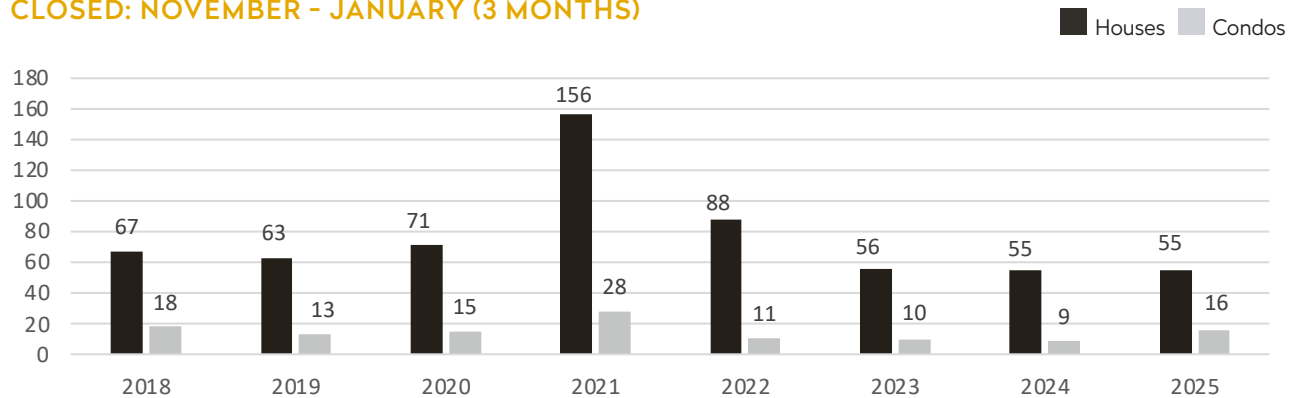
JANUARY 2025

Houses: Over the past three months (Nov.-Jan.), Ridgefield had 55 house closings, matching last year's total. However, the average sale price increased 19% to a record-high of \$1.25M, driven by two sales over \$3M, the most ever in this price range for this period. With inventory levels at the end of January 88% below those of January 2019, the market remains highly competitive for buyers. The average list-to-sale price ratio stood at 101.7%, with 38% of closings going above the asking price.

Condos: During this three-month period, Ridgefield saw 16 condo sales, up from 11 last year. The average closing price held steady at \$503K, while the average price per square foot rose 5% year-over-year to \$350.



CLOSED: NOVEMBER - JANUARY (3 MONTHS)



OF HOUSES CLOSED: NOV. - JAN. (3 MOS.)

	2025	2024	%		2025	2024	% CHANGE
Under \$400K	0	1	-100%	Houses: Closings in January	9	12	-25%
\$400K-\$500K	1	1	0%	Houses: Average Closing Price in January	\$1,786,389	\$1,215,408	+47%
\$500K-\$600K	1	4	-75%	Houses: Closings Nov. - Jan. (3 mos.)	55	55	0%
\$600K-\$700K	4	4	0%	Houses: Average Closing Price Nov. - Jan. (3 mos.)	\$1,253,433	\$1,057,509	+18.5%
\$700K-\$800K	7	7	0%	Houses: Pending on January 31	12	17	-29.4%
\$800K-\$1M	12	12	0%	Houses: Active Inventory on January 31	24	26	-7.7%
\$1M-\$1.5M	19	18	+5.6%	Condos: Closings Nov. - Jan. (3 mos.)	16	9	+77.8%
\$1.5M-\$2M	7	6	+16.7%	Condos: Average Closing Price Nov. - Jan. (3 mos.)	\$503,375	\$507,222	-0.8%
Over \$2M	4	2	+100%	Condos: Active Inventory on January 31	9	2	+350%
				House & Condo \$ Volume of Closings Nov. - Jan.	\$76,992,798	\$62,728,000	+22.7%

Houses & Condos

Redding

JANUARY 2025

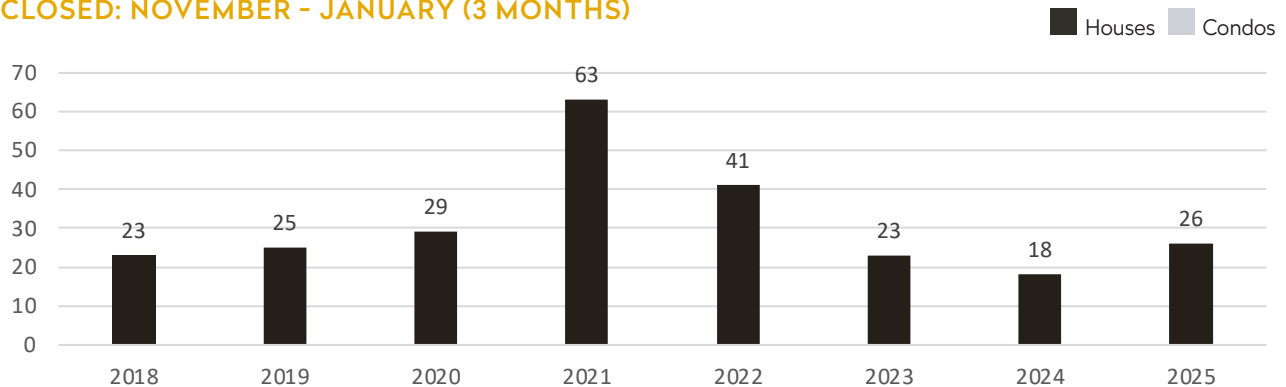
Closings: Over the past three months (Nov.-Jan.), Redding had 26 house closings, up from 18 last year. The average sale price declined 5% to \$970K, while the median price rose 8% to \$873K, driven by 10 closings over \$1M—more than double last year’s four in this price range. The pace of the market increased significantly, with the average time on market for closings at 36 days, down 68% from the previous year.

Inventory: At the end of January, Redding had 18 active houses on the market, slightly fewer than the same time last year and a 76% drop from January 2019 levels. The absorption rate—the time it takes to sell all inventory at the current pace of sales—fell to 1.9 months, down from 2.4 months in January last year and reflecting the extremely strong seller’s market.



BHSiD 24067741

CLOSED: NOVEMBER - JANUARY (3 MONTHS)



OF HOUSES CLOSED: NOV. - JAN. (3 MOS.)

	2025	2024	%		2025	2024	%
Under \$250K	0	0	NA	Houses: Closings in January	4	3	+33.3%
\$250K-\$400K	0	1	-100%	Houses: Average Closing Price in January	\$1,748,750	\$962,000	+81.8%
\$400K-\$500K	3	2	+50%	Houses: Closings Nov. - Jan. (3 mos.)	26	18	+44.4%
\$500K-\$600K	1	0	NA	Houses: Average Closing Price Nov. - Jan. (3 mos.)	\$969,750	\$1,017,611	-4.7%
\$600K-\$800K	8	6	+33.3%	Houses: Pending on January 31	7	13	-46.2%
\$800K-\$1M	4	5	-20%	Houses: Active Inventory on January 31	18	21	-14.3%
Over \$1M	10	4	+150%	House & Condo \$ Volume of Closings Nov. - Jan.	\$25,213,501	\$18,317,000	+37.7%

Houses & Condos

Easton

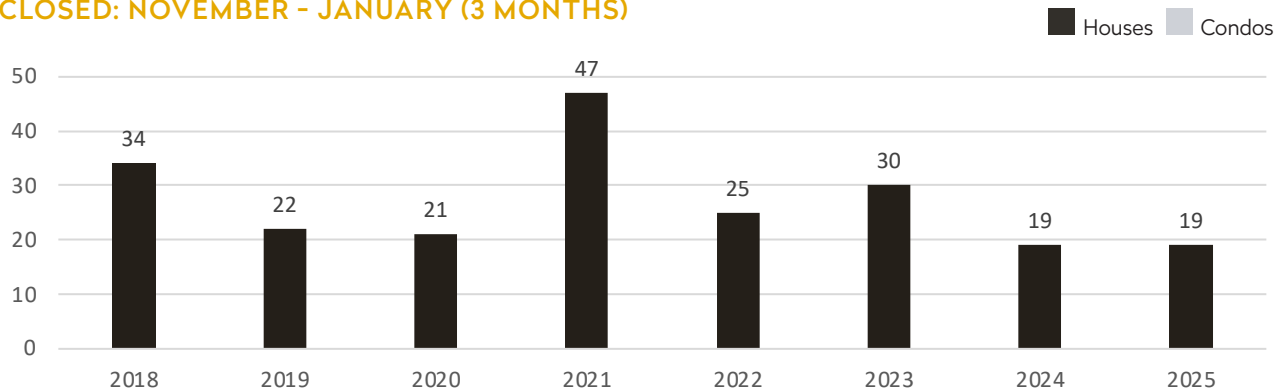
JANUARY 2025

Closings: Over the past three months (Nov.-Jan.), Easton had 19 house closings, matching last year's total. The average sale price soared, driven by a \$4.8M sale in December, while the median sale price rose a more modest 3% to \$950K.

Inventory: At the end of January, Easton had just six active houses on the market, a 67% decrease from the same time last year and less than one-tenth of January 2019 levels. Supply below \$1.5M was particularly tight with just two active listings, down from 14 at the same time a year ago. The absorption rate—the time it would take to sell all inventory at the current pace of sales—fell to 0.9 months, down from 2.3 months at the same time last year, reflecting a continued exceptionally strong seller's market.



CLOSED: NOVEMBER - JANUARY (3 MONTHS)



OF HOUSES CLOSED: NOV. - JAN. (3 MOS.)

	2025	2024	%		2025	2024	%
			CHANGE				CHANGE
Under \$400K	0	0	NA	Houses: Closings in January	3	6	-50%
\$400K-\$500K	0	0	NA	Houses: Average Closing Price in January	\$1,013,333	\$984,317	+2.9%
\$500K-\$600K	1	0	NA	Houses: Closings Nov. - Jan. (3 mos.)	19	19	0%
\$600K-\$700K	1	4	-75%	Houses: Average Closing Price Nov. - Jan. (3 mos.)	\$1,235,579	\$946,995	+30.5%
\$700K-\$1M	8	9	-11.1%	Houses: Pending on January 31	7	6	+16.7%
\$1M-\$1.5M	6	5	+20%	Houses: Active Inventory on January 31	6	18	-66.7%
Over \$1.5M	3	1	+200%	House \$ Volume of Closings Nov. - Jan. (3 mos.)	\$23,476,000	\$17,992,900	+30.5%

Contact Us

January 2025

CONNECTICUT MARKET REPORT

Greenwich

125 Mason Street
Greenwich, CT 06830
203.869.8100

Stamford

1099 High Ridge Road
Stamford, CT 06905
203.329.8801

Darien

671 Boston Post Road
Darien, CT 06820
203.655.1418

Westport

56 Post Road East
Westport, CT 06880
203.221.0666

Rowayton

140 Rowayton Avenue
Rowayton, CT 06853
203.853.1419

Southport

167 Old Post Road
Southport, CT 06890
203.254.1500

New Canaan

93 Cherry Street
New Canaan, CT 06840
203.966.7800

BHS Relocation Services

445 Park Avenue, 10th Floor
New York, NY 10022
212-381-6521

BHS THE Craft OF Research

©2025 by Brown Harris Stevens. All Rights Reserved. This information may not be copied, used or distributed without Brown Harris Stevens' consent. While information is believed true, no guaranty is made of accuracy. Report prepared by Brian Cleary, Brown Harris Stevens