

A modern interior space featuring a fireplace with a tree-shaped fire screen, a large white sculpture, a blue armchair, and a modular white coffee table. The room has a textured wall and a large window looking out onto a garden.

Oct

2025
CONNECTICUT
MARKET
REPORT

NOVEMBER

Brown Harris Stevens THE Craft of Research

897 LAKE AVENUE, GREENWICH

Lower Fairfield County

OCTOBER 2025 OVERVIEW

Brown Harris Stevens

Sales activity rose year-over-year in October, impressive given how limited inventory remains. Both houses and condos saw more closings than a year ago, even though active listings for each were down about 7%. The market's pace also stayed fast, and buyer competition strong.

There were 308 house closings during the month, up 9% year-over-year and the highest October total in three years. Fairfield stood out with 55 closings, up 34% from a year ago, with seven of the 12 Lower Fairfield County towns showing increases. The median sale price reached \$1.34M, up 19% year-over-year.

The higher median price reflected continued strong demand for high-end properties. In October, Greenwich had four closings over \$10M, bringing the year-to-date total to 30, nearly double any prior full-year record with two months still remaining. Outside Greenwich, there were 11 closings over \$5M, up from two a year ago and the most ever for the month.

With inventory tight, the market's fast pace continued. October closings had a median time on market of 22 days, in line with the past two years. The average list-to-sale ratio held steady at 102.3%, with just over half of all houses selling above the asking price.

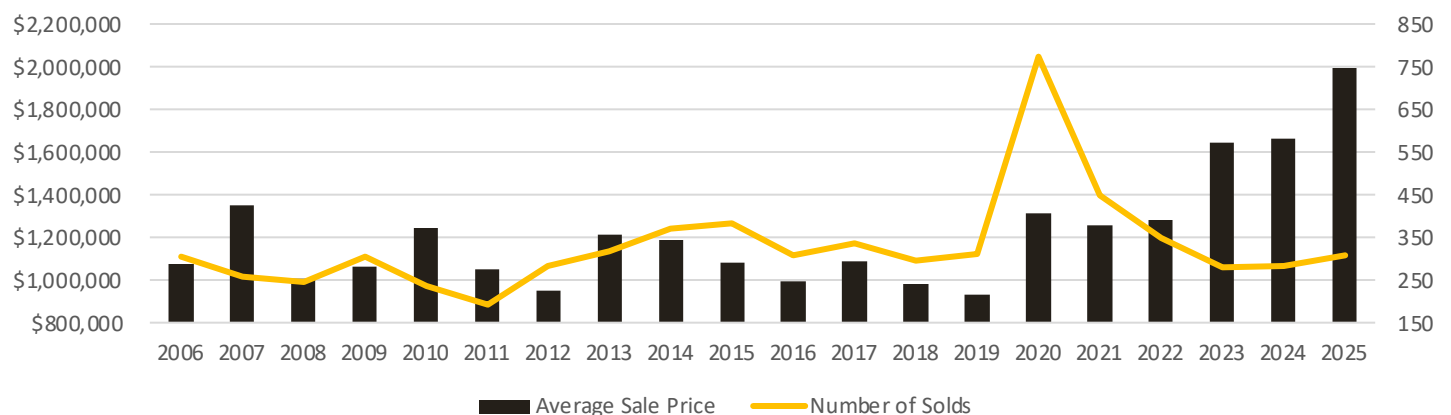
Condos followed a similar path. There were 132 closings in October, up 22% from last year and the highest total for the month in four years. Stamford stood out with 57 closings, up 33% year-over-year. The median sale price rose 16% to \$539K, and the number of \$1M+ closings reached 23, the most ever for October. Condos averaged 102.5% of asking price, slightly higher than for houses, with 55% selling over ask.

Meanwhile, with inventory lower, the absorption rate for houses was 2.4 months, meaning it would take just under two and a half months to sell all active listings at the current sales pace, compared to 2.7 months a year ago. Condo absorption stood at 1.8 months. Pending sales were mixed, with houses down 7% year-over-year and condos up 14%.

With mortgage rates easing — the 30-year fixed rate was down to 6.17% at the end of October, its lowest point in a year — the market enters the final two months of 2025 showing resilience despite limited supply.



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

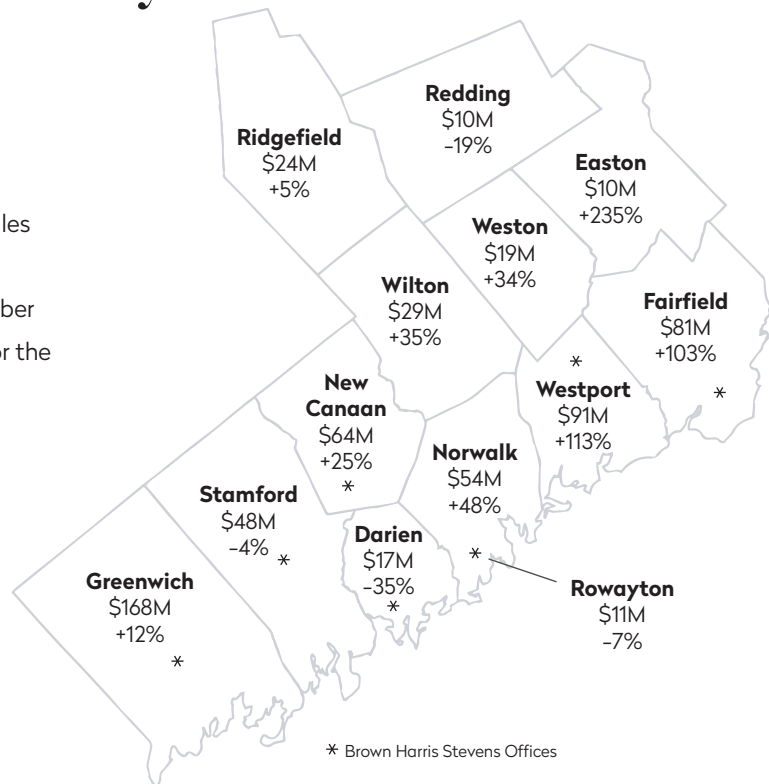


YTD 10.31.2025

Lower Fairfield County

DOLLAR VOLUME OF HOUSE SALES IN OCTOBER 2025 VS. 2024

To the right is the total dollar volume of house sales for each Lower Fairfield County town in October, along with the year-over-year change from October 2024. Collectively, closings totaled \$615 million for the month, up 31% from a year ago.



TOWN COMPARISON: SOLD HOUSES - OCTOBER

Town	# of Closed Houses		% change	Average Closing Price		% change
	2025	2024		2025	2024	
Darien	8	11	-27.3%	\$2,089,125	\$2,338,545	-10.7%
Easton	8	3	+166.7%	\$1,249,063	\$994,000	+25.7%
Fairfield	55	41	+34.1%	\$1,468,904	\$969,440	+51.5%
All of Greenwich	36	34	+5.9%	\$4,677,889	\$4,427,112	+5.7%
New Canaan	20	21	-4.8%	\$3,175,500	\$2,425,524	+30.9%
Norwalk	48	44	+9.1%	\$1,129,946	\$835,087	+35.3%
Redding	9	12	-25%	\$1,103,000	\$1,025,083	+7.6%
Ridgefield	19	20	-5%	\$1,282,495	\$1,166,175	+10%
Rowayton*	5	7	-28.6%	\$2,212,900	\$1,702,857	+30%
Southport*	1	3	-66.7%	\$3,800,000	\$1,013,333	+275%
Stamford	44	46	-4.3%	\$1,092,307	\$1,085,891	+0.6%
Weston	11	10	+10%	\$1,714,455	\$1,408,397	+21.7%
Westport	29	23	+26.1%	\$3,150,658	\$1,862,087	+69.2%
Wilton	21	18	+16.7%	\$1,360,595	\$1,180,111	+15.3%

*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

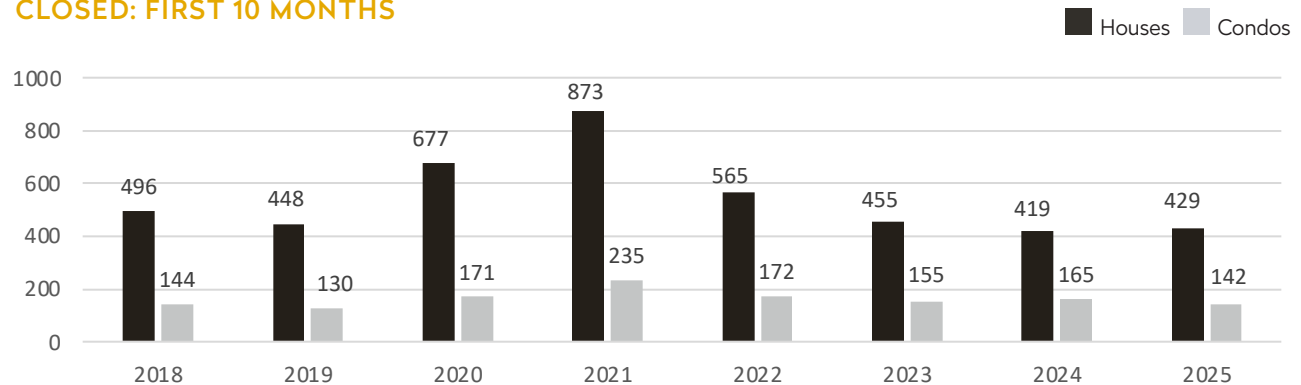
OCTOBER 2025

Houses: All of Greenwich (Greenwich, Cos Cob, Riverside, and Old Greenwich) had 54 house and condo closings in October, up 15% from a year ago. That's notable given inventory has been running about 15% lower than last year since midsummer. Buyer competition remained high, with an average list-to-sale ratio of 102.2%, up nearly two points year-over-year.

High-End: In October, there were four closings over \$10M, including 24 Conyers Farm Drive at \$23M, the second-highest closing of the year. Through October, there have been 30 sales over \$10M, nearly double any prior full-year record, with two months still to go. Additionally, of the houses under contract at month's end, 11 had a list price above \$10 million.



CLOSED: FIRST 10 MONTHS



OF HOUSES CLOSED: FIRST 10 MONTHS

	2025	2024	%		2025	2024	% CHANGE
Under \$1M	12	18	-33.3%	Houses: Closings in October	36	34	+5.9%
\$1M-\$1.5M	42	46	-8.7%	Houses: Average Closing Price in October	\$4,677,889	\$4,427,112	+5.7%
\$1.5M-\$2M	57	64	-10.9%	Houses: Closings First 10 Months	429	419	+2.4%
\$2M-\$2.5M	44	46	-4.3%	Houses: Average Closing Price First 10 Months	\$4,261,730	\$3,638,730	+17.1%
\$2.5M-\$3M	48	39	+23.1%	Houses: Pending on October 31	69	71	-2.8%
\$3M-\$4M	66	74	-10.8%	Houses: Active Inventory on October 31	130	165	-21.2%
\$4M-\$5M	54	51	+5.9%	Condos: Closings First 10 Months	142	165	-13.9%
\$5M-\$7M	52	44	+18.2%	Condos: Average Closing Price First 10 Months	\$1,319,801	\$1,353,899	-2.5%
Over \$7M	54	37	+45.9%	Condos: Active Inventory on October 31	44	36	+22.2%
				House & Condo \$ Volume of Closings First 10 Mos	\$1,828,282,274	\$1,524,627,716	+19.9%

Houses & Condos

Greenwich

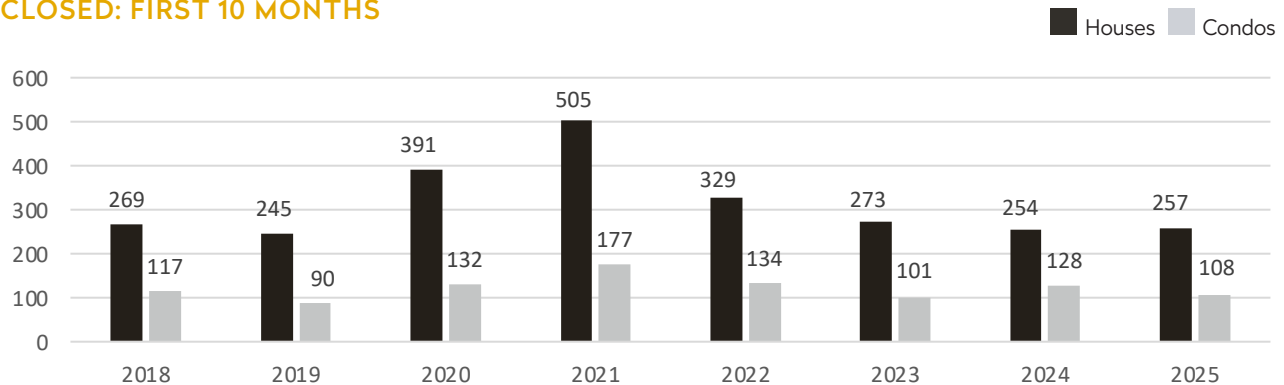
OCTOBER 2025

Houses: Greenwich had 24 house closings in October, up from 21 a year ago and consistent with historical norms. The median sale price reached \$3.7M, lifted by seven closings over \$7M, tying the all-time high for the month at that price point. Homes continued to move quickly, with a median time on market of 38 days, down from 44 last year, while the average list-to-sale price ratio held firm at 101.7%.

Pending Sales: At month's end, 38 houses were under contract, compared with 49 a year earlier. Even with fewer pendings, the mix skewed higher in price: the median list price was \$5.3M, up sharply from \$2.95M last year, including nine listings above \$10M. The median time to contract was 46 days, underscoring the market's continued fast pace.



CLOSED: FIRST 10 MONTHS



OF HOUSES CLOSED: FIRST 10 MONTHS

	2025	2024	%
Under \$1M	10	15	-33.3%
\$1M-\$1.5M	17	21	-19%
\$1.5M-\$2M	26	28	-7.1%
\$2M-\$2.5M	16	23	-30.4%
\$2.5M-\$3M	31	20	+55%
\$3M-\$4M	37	46	-19.6%
\$4M-\$5M	32	37	-13.5%
\$5M-\$7M	39	33	+18.2%
Over \$7M	49	31	+58.1%

	2025	2024	% CHANGE
Houses: Closings in October	24	21	+14.3%
Houses: Average Closing Price in October	\$5,452,396	\$5,280,000	+3.3%
Houses: Closings First 10 Months	257	254	+1.2%
Houses: Average Closing Price First 10 Months	\$5,026,402	\$4,128,490	+21.7%
Houses: Pending on October 31	38	49	-22.4%
Houses: Active Inventory on October 31	96	120	-20%
Condos: Closings First 10 Months	108	128	-15.6%
Condos: Average Closing Price First 10 Months	\$1,425,109	\$1,486,849	-4.2%
Condos: Active Inventory on October 31	37	30	+23.3%
House & Condo \$ Volume of Closings First 10 Mos	\$1,291,785,363	\$1,048,636,420	+23.2%

Houses & Condos

Cos Cob

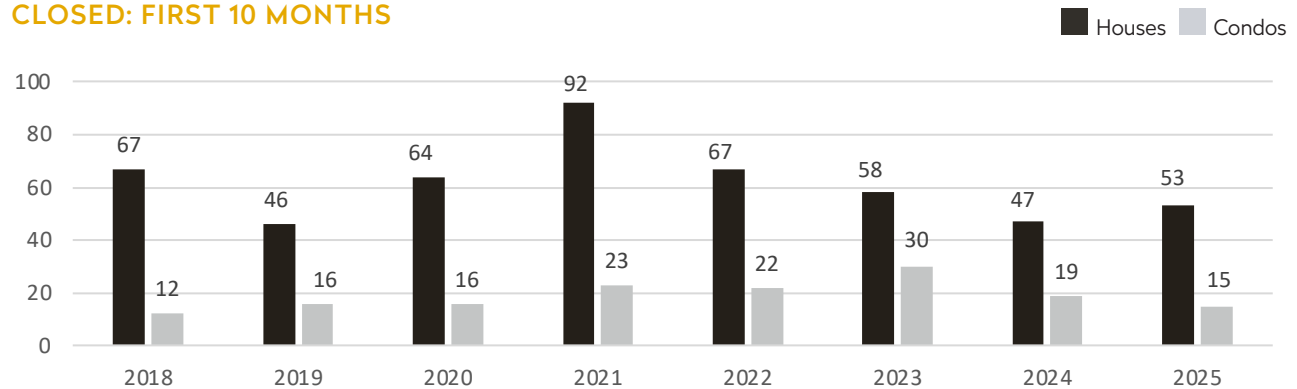
OCTOBER 2025

Houses: Over the past three months (August–October), Cos Cob had 15 house closings, up from 7 a year ago but consistent with typical levels for this period. Record-low inventory—just four houses were on the market at the end of October, down from 11 a year earlier—has kept buyer competition strong. Since August, houses have sold for an average of 103.3% of their list price, with 9 of the 15 closings at or above ask. The median time on market was just 18 days, down slightly from 21 last year.

Prices: House sales since August ranged from \$1.35M to \$4.M, with an average sold price of \$2.09 million, up 3% year-over-year and a record high. The average price per square foot rose 5% to \$735.



CLOSED: FIRST 10 MONTHS



OF HOUSES CLOSED: FIRST 10 MONTHS

	2025	2024	%		2025	2024	% CHANGE
Under \$1M	0	0	NA	Houses: Closings in October	4	4	0%
\$1M-\$1.5M	13	10	+30%	Houses: Average Closing Price in October	\$1,822,500	\$1,926,250	-5.4%
\$1.5M-\$2M	13	19	-31.6%	Houses: Closings First 10 Months	53	47	+12.8%
\$2M-\$2.5M	15	9	+66.7%	Houses: Average Closing Price First 10 Months	\$2,206,939	\$1,983,907	+11.2%
\$2.5M-\$3M	1	5	-80%	Houses: Pending on October 31	6	7	-14.3%
Over \$3M	11	4	+175%	Houses: Active Inventory on October 31	4	11	-63.6%
				Condos: Closings First 10 Months	15	19	-21.1%
				Condos: Average Closing Price First 10 Months	\$1,074,333	\$1,019,664	+5.4%
				Condos: Active Inventory on October 31	3	3	0%
				House & Condo \$ Volume of Closings First 10 Mos	\$116,967,789	\$93,243,619	+25.4%

Houses & Condos

Riverside

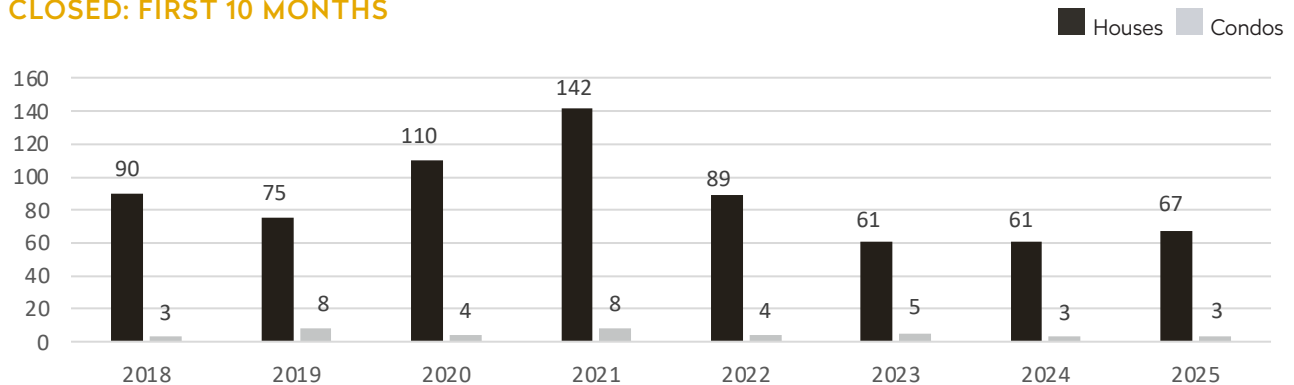
OCTOBER 2025

Sales: Over the past three months (Aug.–Oct.), Riverside had 19 house closings, consistent with the past two years for this stretch. The median sale price was \$2.73M, up 5% year-over-year. Three sales topped \$7M, the most ever for this period, reflecting the strength of the high end across Greenwich. Tight inventory kept competition strong. Closings had an average list-to-sale price ratio of 104.6%, with just over half selling above ask.

Pendings: At month's end, 12 Riverside houses were under contract, up from eight a year earlier. The pending listings ranged from \$850K to \$11.5M, with an average list price of \$4.9M; six were priced above \$5M. The median time to contract was 18 days, highlighting the market's continued fast pace.



CLOSED: FIRST 10 MONTHS



OF HOUSES CLOSED: FIRST 10 MONTHS

	2025	2024	%		2025	2024	%
			CHANGE				CHANGE
Under \$1M	0	2	-100%	Houses: Closings in October	7	5	+40%
\$1M-\$1.5M	8	7	+14.3%	Houses: Average Closing Price in October	\$3,729,501	\$3,265,000	+14.2%
\$1.5M-\$2M	10	8	+25%	Houses: Closings First 10 Months	67	61	+9.8%
\$2M-\$2.5M	8	6	+33.3%	Houses: Average Closing Price First 10 Months	\$3,529,098	\$3,286,853	+7.4%
\$2.5M-\$3M	8	9	-11.1%	Houses: Pending on October 31	12	8	+50%
\$3M-\$4M	12	14	-14.3%	Houses: Active Inventory on October 31	16	15	+6.7%
\$4M-\$5M	7	7	0%	Condos: Closings First 10 Months	3	3	0%
Over \$5M	14	8	+75%	Condos: Average Closing Price First 10 Months	\$921,667	\$956,667	-3.7%
				Condos: Active Inventory on October 31	0	0	NA
				House & Condo \$ Volume of Closings First 10 Mos	\$236,449,593	\$200,498,003	+17.9%

Houses & Condos

Old Greenwich

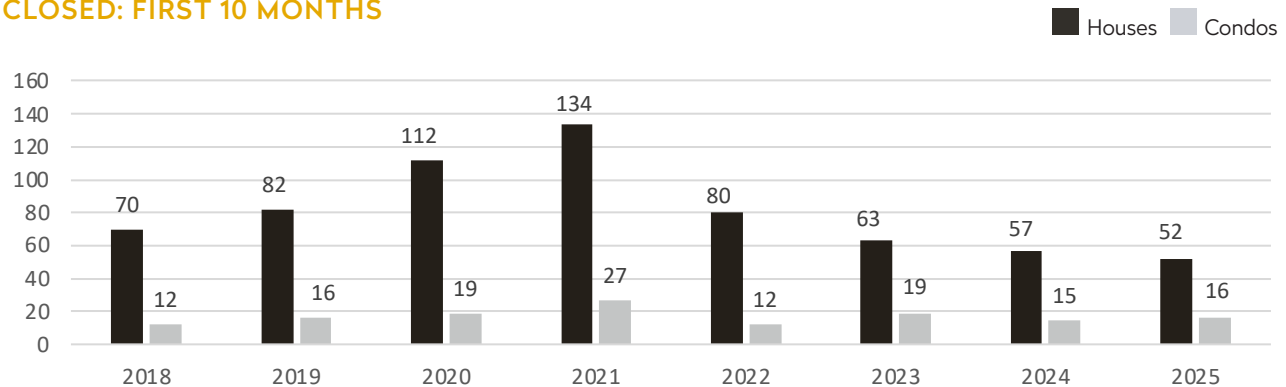
OCTOBER 2025

Sales: Over the past three months (Aug.–Oct.), Old Greenwich had nine house closings, about half as many as last year and the fewest for this period in at least two decades. Low inventory — there were just 14 active listings at the end of October, down 26% year-over-year — continues to restrict sales and fuel strong buyer competition. Closings during this period had an average list-to-sale price ratio of 108.5%, with seven of the nine selling over asking.

Pendings: At month's end, 13 Old Greenwich houses were under contract, up from seven a year earlier. The pending listings ranged from \$2.15M to \$15M, with an average list price of \$5.4M; five were priced above \$5M. The median time to contract was 22 days, underscoring the market's continued fast pace.



CLOSED: FIRST 10 MONTHS



OF HOUSES CLOSED: FIRST 10 MONTHS

	2025	2024	%		2025	2024	% CHANGE
Under \$1M	2	1	+100%	Houses: Closings in October	1	4	-75%
\$1M-\$1.5M	4	8	-50%	Houses: Average Closing Price in October	\$4,150,000	\$3,902,950	+6.3%
\$1.5M-\$2M	8	9	-11.1%	Houses: Closings First 10 Months	52	57	-8.8%
\$2M-\$2.5M	5	8	-37.5%	Houses: Average Closing Price First 10 Months	\$3,520,760	\$3,197,363	+10.1%
\$2.5M-\$3M	8	5	+60%	Houses: Pending on October 31	13	7	+85.7%
\$3M-\$4M	11	10	+10%	Houses: Active Inventory on October 31	14	19	-26.3%
\$4M-\$5M	10	7	+42.9%	Condos: Closings First 10 Months	16	15	+6.7%
Over \$5M	4	9	-55.6%	Condos: Average Closing Price First 10 Months	\$913,750	\$722,200	+26.5%
				Condos: Active Inventory on October 31	4	3	+33.3%
				House & Condo \$ Volume of Closings First 10 Mos	\$183,079,529	\$182,249,674	+0.5%

Houses & Condos

Stamford

OCTOBER 2025

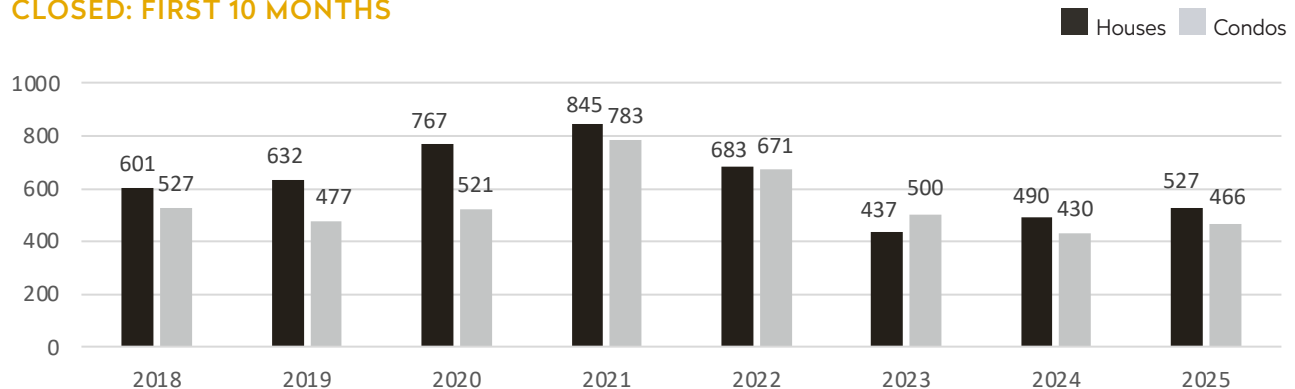
Houses: Stamford's limited inventory — there were just 91 houses on the market at the end of October, down 21% from a year ago — continues to drive strong competition among buyers. The median time on market for house closings in October fell to 18 days, down from 28 a year ago. The average list-to-sale price ratio rose to a record 105.3%, with 68% of sales going above the list price.

Condos: Stamford also had 57 condo closings in October, up from 43 a year earlier. The median sale price increased 22% to \$497K, with 28 properties closing at \$500K or more, double last October's total. Meanwhile, the median time on market held steady at 14 days, reflecting the market's continued fast pace.



BHSID 24123418

CLOSED: FIRST 10 MONTHS



OF HOUSES CLOSED: FIRST 10 MONTHS

	2025	2024	%		2025	2024	% CHANGE
Under \$400K	0	3	-100%	Houses: Closings in October	44	46	-4.3%
\$400K-\$500K	11	23	-52.2%	Houses: Average Closing Price in October	\$1,092,307	\$1,085,891	+0.6%
\$500K-\$600K	28	36	-22.2%	Houses: Closings First 10 Months	527	490	+7.6%
\$600K-\$700K	48	49	-2%	Houses: Average Closing Price First 10 Months	\$1,129,475	\$1,018,738	+10.9%
\$700K-\$800K	75	75	0%	Houses: Pending on October 31	59	55	+7.3%
\$800K-\$1M	118	129	-8.5%	Houses: Active Inventory on October 31	91	115	-20.9%
\$1M-\$1.2M	66	52	+26.9%	Condos: Closings First 10 Months	466	430	+8.4%
\$1.2M-\$1.5M	75	56	+33.9%	Condos: Average Closing Price First 10 Months	\$495,730	\$446,820	+10.9%
\$1.5M-\$2M	75	47	+59.6%	Condos: Active Inventory on October 31	84	99	-15.2%
Over \$2M	31	20	+55%	House & Condo \$ Volume of Closings First 10 Mos	\$595,233,551	\$499,181,672	+19.2%

Houses & Condos

Darien

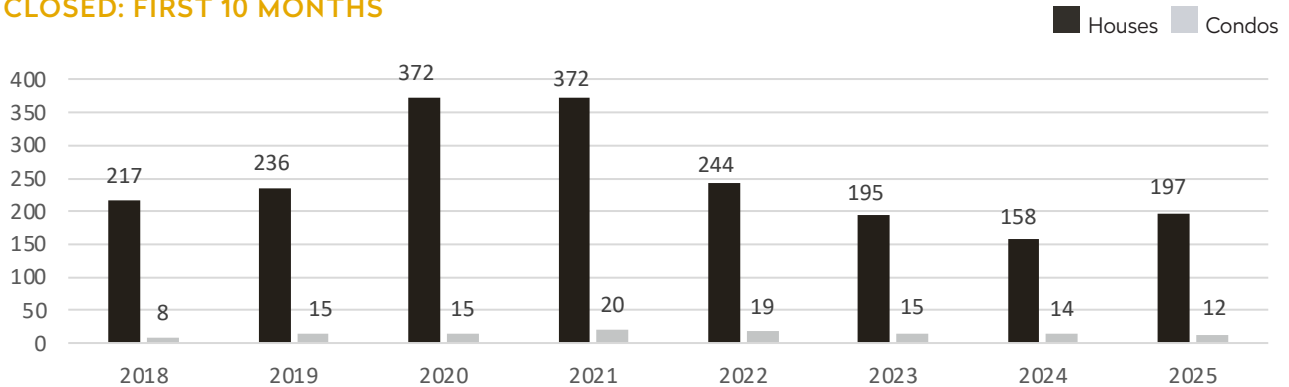
OCTOBER 2025

Houses: Over the past three months (August–October), Darien had 54 house closings, down only slightly from last year but still the fewest for this period in more than a decade. Low inventory has kept competition strong. Since August, houses have sold for an average of 105.3% of the list price, with 61% closing going above ask. The median time on market was just 12 days, down from 23 a year ago. Pending sales also reflected this fast pace: the 25 houses under contract at the end of October had a median time to contract of 11 days.

Prices: House sales since August ranged from \$655,000 to \$6.5 million, with a median sale price of \$2.3 million, up 1% year-over-year. The average closed price per square foot rose 10% to \$739.



CLOSED: FIRST 10 MONTHS



OF HOUSES CLOSED: FIRST 10 MONTHS

	2025	2024	%
Under \$1M	9	15	-40%
\$1M-\$1.5M	24	30	-20%
\$1.5M-\$2M	38	37	+2.7%
\$2M-\$2.5M	33	16	+106.3%
\$2.5M-\$3M	25	10	+150%
\$3M-\$4M	32	25	+28%
\$4M-\$5M	22	12	+83.3%
Over \$5M	14	13	+7.7%

	2025	2024	% CHANGE
Houses: Closings in October	8	11	-27.3%
Houses: Average Closing Price in October	\$2,089,125	\$2,338,545	-10.7%
Houses: Closings First 10 Months	197	158	+24.7%
Houses: Average Closing Price First 10 Months	\$2,801,354	\$2,555,338	+9.6%
Houses: Pending on October 31	25	30	-16.7%
Houses: Active Inventory on October 31	29	27	+7.4%
Condos: Closings First 10 Months	12	14	-14.3%
Condos: Average Closing Price First 10 Months	\$1,218,918	\$1,100,143	+10.8%
Condos: Active Inventory on October 31	1	1	0%
House & Condo \$ Volume of Closings First 10 Mos	\$551,866,655	\$403,743,383	+36.7%

Houses & Condos

New Canaan

OCTOBER 2025

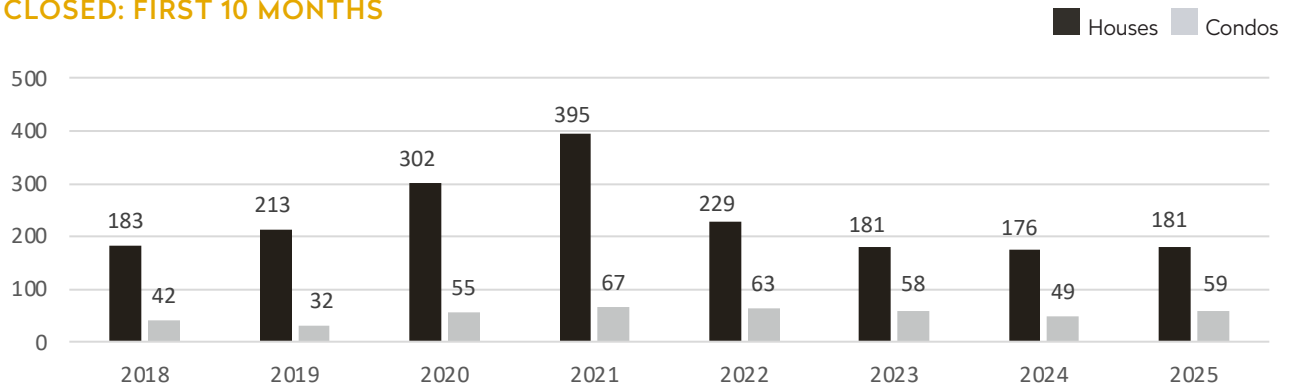
Houses: October closings included two over \$7M, bringing New Canaan's yearly total at that price point to eight, already the most ever in a single year. Over the past three months (Aug.–Oct.), there were 67 house closings, up from 51 during the same period last year. Buyer competition remained strong, with nearly half of all closings selling over the asking price.

Condos: During the same three-month period, New Canaan had 23 condo closings, up from 16 a year ago. The average price per square foot reached \$769, up 13% year-over-year. Condos also showed strong demand, with an average list-to-sale ratio of 103.4% and 56% of sales closing above ask.



BHSD 24134964

CLOSED: FIRST 10 MONTHS



OF HOUSES CLOSED: FIRST 10 MONTHS

	2025	2024	%
Under \$1M	5	10	-50%
\$1M-\$1.5M	16	30	-46.7%
\$1.5M-\$2M	34	29	+17.2%
\$2M-\$2.5M	30	29	+3.4%
\$2.5M-\$3M	31	35	-11.4%
\$3M-\$4M	29	28	+3.6%
\$4M-\$5M	19	4	+375%
\$5M-\$7M	9	10	-10%
Over \$7M	8	1	+700%

	2025	2024	% CHANGE
Houses: Closings in October	20	21	-4.8%
Houses: Average Closing Price in October	\$3,175,500	\$2,425,524	+30.9%
Houses: Closings First 10 Months	181	176	+2.8%
Houses: Average Closing Price First 10 Months	\$2,965,162	\$2,476,351	+19.7%
Houses: Pending on October 31	23	22	+4.5%
Houses: Active Inventory on October 31	42	61	-31.1%
Condos: Closings First 10 Months	59	49	+20.4%
Condos: Average Closing Price First 10 Months	\$1,411,731	\$1,242,414	+13.6%
Condos: Active Inventory on October 31	11	23	-52.2%
House & Condo \$ Volume of Closings First 10 Mos	\$536,694,375	\$435,837,785	+23.1%

Houses & Condos

Norwalk

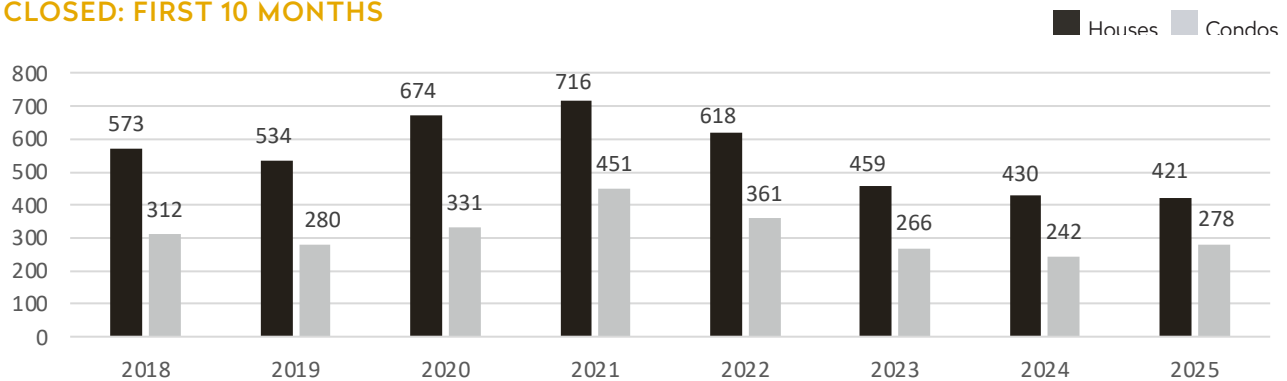
OCTOBER 2025

Houses: Norwalk had 48 house closings in October, up slightly from last year and the most for the month in three years. The average sale price climbed 35% year-over-year to a record \$1.3M, with six sales above \$2M compared to just two a year ago. Buyer competition remained strong: the average list-to-sale ratio was 102.7%, with 58% of closings going above asking.

Condos: Over the past three months (Aug.–Oct.), Norwalk had 89 condo closings, matching last year's total. The average sale price rose 13% year-over-year to \$531K, while the average price per square foot increased 8% to \$426. Condo closings had a median time on market of 19 days, up from 13 a year ago.



CLOSED: FIRST 10 MONTHS



OF HOUSES CLOSED: FIRST 10 MONTHS

	2025	2024	%		2025	2024	% CHANGE
Under \$300K	1	0	NA	Houses: Closings in October	48	44	+9.1%
\$300K-\$400K	4	7	-42.9%	Houses: Average Closing Price in October	\$1,129,946	\$835,087	+35.3%
\$400K-\$500K	16	30	-46.7%	Houses: Closings First 10 Months	421	430	-2.1%
\$500K-\$600K	52	70	-25.7%	Houses: Average Closing Price First 10 Months	\$981,213	\$951,347	+3.1%
\$600K-\$800K	155	142	+9.2%	Houses: Pending on October 31	61	56	+8.9%
\$800K-\$1M	86	80	+7.5%	Houses: Active Inventory on October 31	97	78	+24.4%
\$1M-\$1.5M	55	47	+17%	Condos: Closings First 10 Months	278	242	+14.9%
\$1.5M-\$2M	21	23	-8.7%	Condos: Average Closing Price First 10 Months	\$492,714	\$462,172	+6.6%
\$2M-\$3M	21	19	+10.5%	Condos: Active Inventory on October 31	65	50	+30%
Over \$3M	10	12	-16.7%	House & Condo \$ Volume of Closings First 10 Mos	\$413,090,740	\$409,079,218	+1%

Houses & Condos

Rowayton

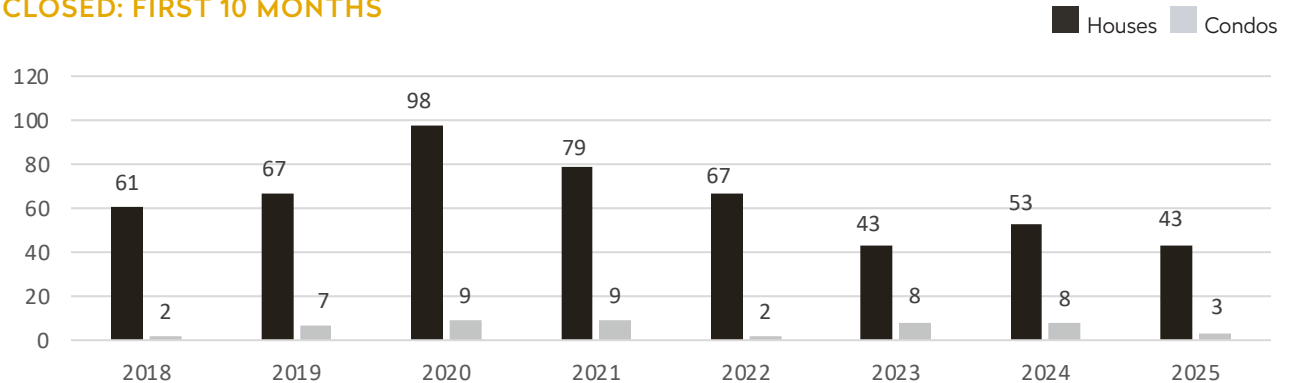
OCTOBER 2025

Sales: In October, 111 Rowayton Avenue, Unit 302, closed for \$4.15M, the second Rowayton condo to sell above \$4M this year. Together, those two sales rank as the highest condo closings in Lower Fairfield County year to date. More broadly, over the past three months (Aug.–Oct.), there were nine house closings, down from 17 a year ago and the fewest for this period since 2011. Low inventory — there were just seven active listings at the end of October, similar to last year but down 91% from 2019 — continues to limit sales totals.

Pendings: At month's end, nine Rowayton houses were under contract, down from 13 a year earlier. The pending listings ranged from \$1.3M to \$4.5M, with an average list price of \$2.8M.



CLOSED: FIRST 10 MONTHS



OF HOUSES CLOSED: FIRST 10 MONTHS

	2025	2024	%		2025	2024	% CHANGE
Under \$600K	1	0	NA	Houses: Closings in October	5	7	-28.6%
\$600K-\$1M	5	10	-50%	Houses: Average Closing Price in October	\$2,212,900	\$1,702,857	+30%
\$1M-\$1.5M	6	11	-45.5%	Houses: Closings First 10 Months	43	53	-18.9%
\$1.5M-\$2M	10	10	0%	Houses: Average Closing Price First 10 Months	\$2,046,920	\$1,972,361	+3.8%
\$2M-\$3M	15	14	+7.1%	Houses: Pending on October 31	9	13	-30.8%
Over \$3M	6	8	-25%	Houses: Active Inventory on October 31	7	4	+75%
				Condos: Closings First 10 Months	3	8	-62.5%
				Condos: Average Closing Price First 10 Months	\$3,512,500	\$1,728,250	+103.2%
				Condos: Active Inventory on October 31	1	3	-66.7%
				House & Condo \$ Volume of Closings First 10 Mos	\$88,017,580	\$104,535,116	-15.8%

Houses & Condos

Wilton

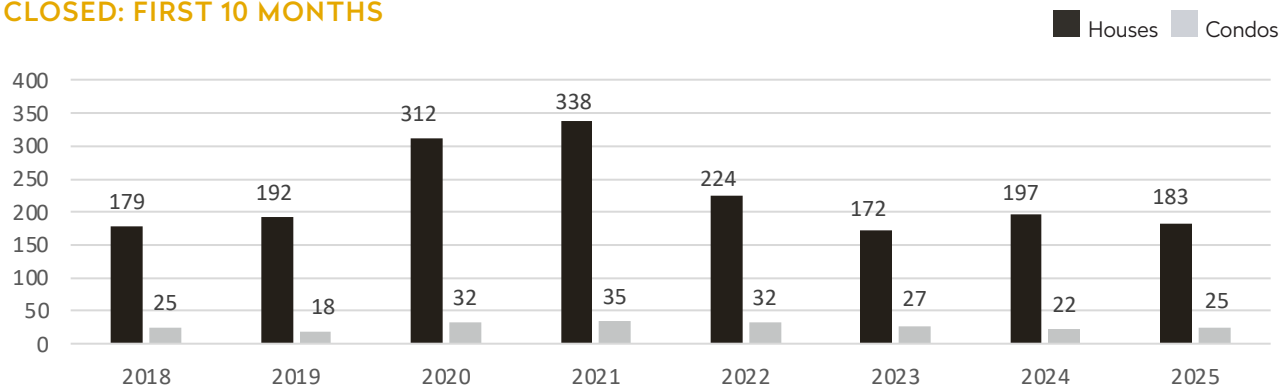
OCTOBER 2025

Houses: Over the past three months (Aug.–Oct.), Wilton had 62 house closings, similar to last year and consistent with typical activity for this period. The average sold price rose to \$1.49M, with 12 closings over \$2M, up from four last year and the most ever for this three-month stretch. Sales also continued to move quickly, with a median time on market of just 19 days. The average list-to-sale ratio held steady at 104.2%.

Condos: Over the same three-month period, Wilton had nine condo closings. The average sale price increased 13% year-over-year to \$841K, while the average price per square foot rose 11% to \$455. Closings had an average list-to-sale price ratio of 108.7%, with six of nine selling above the asking price.



CLOSED: FIRST 10 MONTHS



OF HOUSES CLOSED: FIRST 10 MONTHS

	2025	2024	%
Under \$500K	1	2	-50%
\$500K-\$700K	7	11	-36.4%
\$700K-\$800K	5	18	-72.2%
\$800K-\$900K	12	15	-20%
\$900K-\$1M	8	17	-52.9%
\$1M-\$1.2M	29	34	-14.7%
\$1.2M-\$1.5M	52	43	+20.9%
\$1.5M-\$2M	40	35	+14.3%
Over \$2M	29	22	+31.8%

	2025	2024	% CHANGE
Houses: Closings in October	21	18	+16.7%
Houses: Average Closing Price in October	\$1,360,595	\$1,180,111	+15.3%
Houses: Closings First 10 Months	183	197	-7.1%
Houses: Average Closing Price First 10 Months	\$1,462,578	\$1,319,055	+10.9%
Houses: Pending on October 31	19	22	-13.6%
Houses: Active Inventory on October 31	22	45	-51.1%
Condos: Closings First 10 Months	25	22	+13.6%
Condos: Average Closing Price First 10 Months	\$762,440	\$648,545	+17.6%
Condos: Active Inventory on October 31	3	3	0%
House & Condo \$ Volume of Closings First 10 Mos	\$267,651,789	\$259,853,812	+3%

Houses & Condos

Westport

OCTOBER 2025

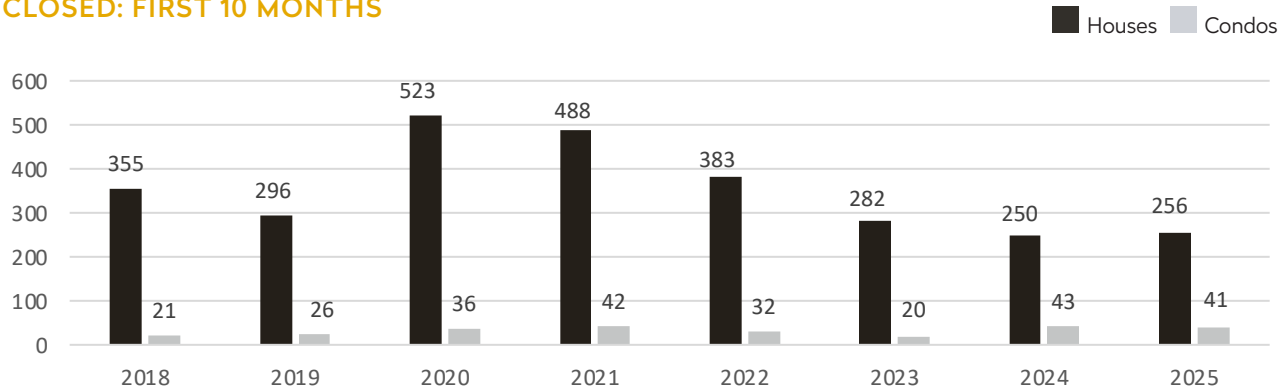
Sales: Westport had 29 house closings in October, up from 23 a year ago and the highest total for the month in four years. Among them was 15 Burritts Landing North, which closed for \$7M, the town's second-highest sale year to date. In total there were seven closings over \$5M, the most ever for October at that price point.

Inventory: Active listings have edged higher, up 26% year-over-year at the end of October, though still low by historical standards. Closings reflected a bit more breathing room for buyers while remaining firmly competitive: for the month, the average list-to-sale price ratio was 100.1%, compared to 102.3% a year ago. The median time on market was 49 days, up from 15 last October.



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CLOSED: FIRST 10 MONTHS



OF HOUSES CLOSED: FIRST 10 MONTHS

	2025	2024	%		2025	2024	% CHANGE
Under \$750K	7	8	-12.5%	Houses: Closings in October	29	23	+26.1%
\$750K-\$1M	9	23	-60.9%	Houses: Average Closing Price in October	\$3,150,658	\$1,862,087	+69.2%
\$1M-\$1.2M	15	17	-11.8%	Houses: Closings First 10 Months	256	250	+2.4%
\$1.2M-\$1.5M	26	21	+23.8%	Houses: Average Closing Price First 10 Months	\$2,646,177	\$2,421,866	+9.3%
\$1.5M-\$2M	49	51	-3.9%	Houses: Pending on October 31	32	44	-27.3%
\$2M-\$2.5M	36	32	+12.5%	Houses: Active Inventory on October 31	83	66	+25.8%
\$2.5M-\$3M	27	36	-25%	Condos: Closings First 10 Months	41	43	-4.7%
\$3M-\$4M	43	28	+53.6%	Condos: Average Closing Price First 10 Months	\$1,426,756	\$1,494,372	-4.5%
\$4M-\$5M	22	20	+10%	Condos: Active Inventory on October 31	11	16	-31.3%
Over \$5M	22	14	+57.1%	House & Condo \$ Volume of Closings First 10 Mos	\$677,421,364	\$605,466,621	+11.9%

Houses & Condos

Weston

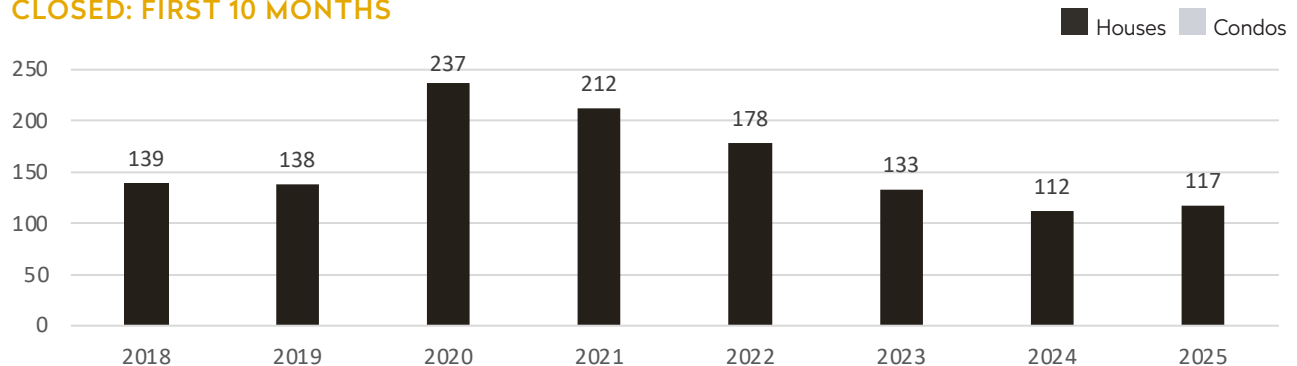
OCTOBER 2025

Sales: In October, 9 Banks Drive closed for \$3.35M, Weston's second-highest sale of the year and the fifth over \$3M, the third most ever for this period. More broadly, over the past three months (Aug.–Oct.), there were 37 house closings, up slightly from a year ago but still a bit lower than typical for this stretch. Much like Westport, closings showed a touch more breathing room for buyers while remaining firmly competitive: over the past three months, the average list-to-sale ratio was 100.1%, compared to 102.5% a year ago. The median time on market was 32 days, up from 20 over the same period last year.

Inventory: There were 36 active listings at the end of October, similar to last year but still down 77% from 2019 levels.



CLOSED: FIRST 10 MONTHS



OF HOUSES CLOSED: FIRST 10 MONTHS

	2025	2024	%		2025	2024	% CHANGE
Under \$500K	0	1	-100%	Houses: Closings in October	11	10	+10%
\$500K-\$700K	4	3	+33.3%	Houses: Average Closing Price in October	\$1,714,455	\$1,408,397	+21.7%
\$700K-\$900K	11	15	-26.7%	Houses: Closings First 10 Months	117	112	+4.5%
\$900K-\$1.2M	24	19	+26.3%	Houses: Average Closing Price First 10 Months	\$1,554,270	\$1,491,634	+4.2%
\$1.2M-\$1.5M	24	27	-11.1%	Houses: Pending on October 31	14	14	0%
\$1.5M-\$2M	28	29	-3.4%	Houses: Active Inventory on October 31	36	34	+5.9%
Over \$2M	26	18	+44.4%	House \$ Volume of Closings First 10 Months	\$181,849,604	\$167,063,048	+8.9%

Houses & Condos

Fairfield

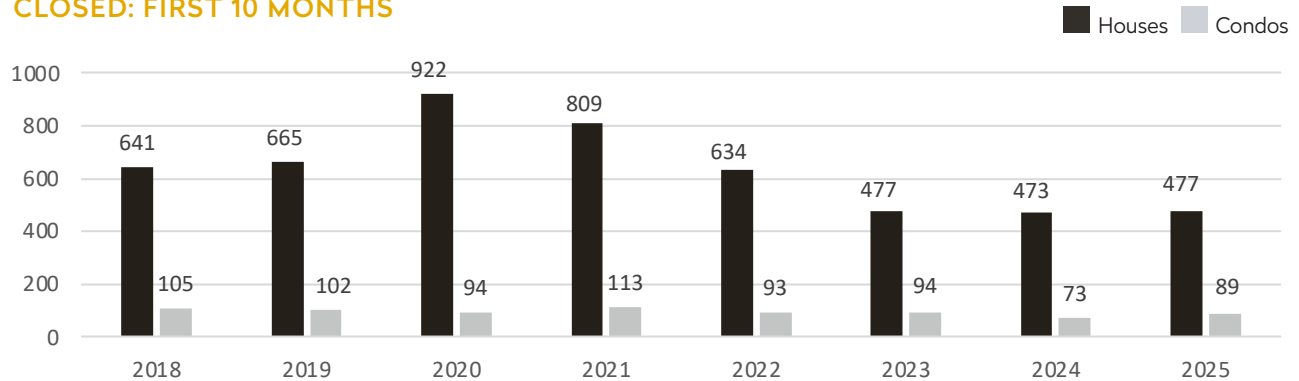
OCTOBER 2025

Sales: Fairfield had 55 house closings in October, the most in the past three years and in line with historical norms. The average sale price reached a record \$1.47M, up 52% year-over-year and the highest ever for October closings. There were 11 sales over \$2M, up from just one last year and the most ever for the month.

Demand: Buyer competition remained intense. The median time on market for closings was 15 days, up slightly from 12 a year ago but still indicative of the fast-moving market. Both house and condo closings had an average list-to-sale price ratio above 103%, with 65% of all closings for the month selling over the asking price.



CLOSED: FIRST 10 MONTHS



OF HOUSES CLOSED: FIRST 10 MONTHS

	2025	2024	%		2025	2024	% CHANGE
Under \$300K	0	0	NA	Houses: Closings in October	55	41	+34.1%
\$300K-\$400K	1	4	-75%	Houses: Average Closing Price in October	\$1,468,904	\$969,440	+51.5%
\$400K-\$500K	16	28	-42.9%	Houses: Closings First 10 Months	477	473	+0.8%
\$500K-\$600K	29	41	-29.3%	Houses: Average Closing Price First 10 Months	\$1,386,033	\$1,182,658	+17.2%
\$600K-\$700K	41	56	-26.8%	Houses: Pending on October 31	49	56	-12.5%
\$700K-\$800K	55	57	-3.5%	Houses: Active Inventory on October 31	122	123	-0.8%
\$800K-\$1M	77	80	-3.8%	Condos: Closings First 10 Months	89	73	+21.9%
\$1M-\$1.2M	38	37	+2.7%	Condos: Average Closing Price First 10 Months	\$799,983	\$745,971	+7.2%
\$1.2M-\$1.5M	57	60	-5%	Condos: Active Inventory on October 31	15	22	-31.8%
\$1.5M-\$2M	86	59	+45.8%	House & Condo \$ Volume of Closings First 10 Mos	\$661,137,863	\$559,397,309	+18.2%
Over \$2M	77	51	+51%				

Houses & Condos

Southport

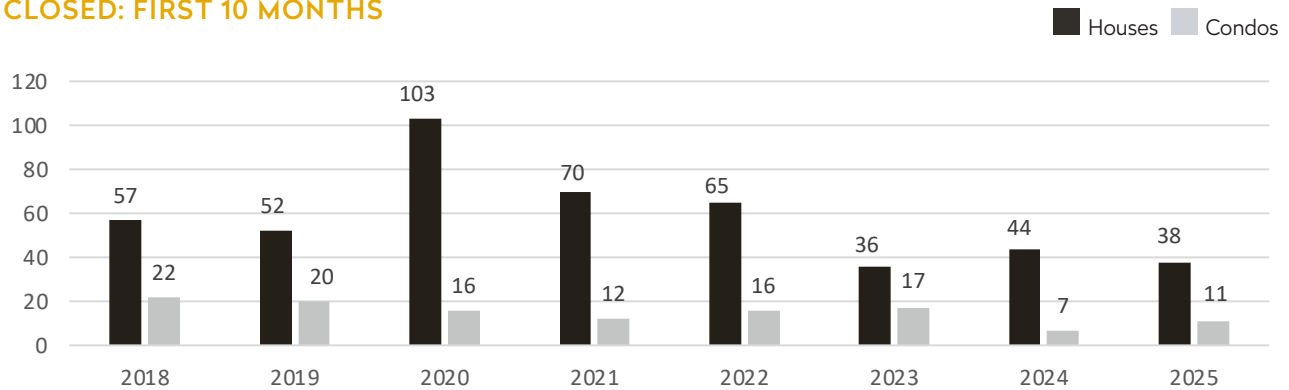
OCTOBER 2025

Sales: Over the past three months (Aug.–Oct.), Southport had 12 house closings, down from 17 a year ago and tied for the fewest for this period since 2011. Low inventory — there were just 12 active listings at the end of October, similar to last year but down roughly 80% from 2019 — continued to limit sales and keep buyer competition strong. Closings during this period had an average list-to-sale price ratio of 105.5%, with nine of the 12 selling over ask. Half had a time on market of seven days or less.

Pendings: At month's end, 12 Southport houses were under contract, consistent with the past two years. The pending listings ranged from \$750K to \$12M, with an average list price of \$3.8M.



CLOSED: FIRST 10 MONTHS



OF HOUSES CLOSED: FIRST 10 MONTHS

	2025	2024	%		2025	2024	% CHANGE
Under \$600K	1	1	0%	Houses: Closings in October	1	3	-66.7%
\$600K-\$1M	7	9	-22.2%	Houses: Average Closing Price in October	\$3,800,000	\$1,013,333	+275%
\$1M-\$1.5M	7	15	-53.3%	Houses: Closings First 10 Months	38	44	-13.6%
\$1.5M-\$2M	4	7	-42.9%	Houses: Average Closing Price First 10 Months	\$2,205,949	\$2,031,182	+8.6%
\$2M-\$3M	10	6	+66.7%	Houses: Pending on October 31	3	7	-57.1%
Over \$3M	9	6	+50%	Houses: Active Inventory on October 31	12	13	-7.7%
				Condos: Closings First 10 Months	11	7	+57.1%
				Condos: Average Closing Price First 10 Months	\$935,864	\$597,714	+56.6%
				Condos: Active Inventory on October 31	2	1	+100%
				House & Condo \$ Volume of Closings First 10 Mos	\$83,826,060	\$89,372,000	-6.2%

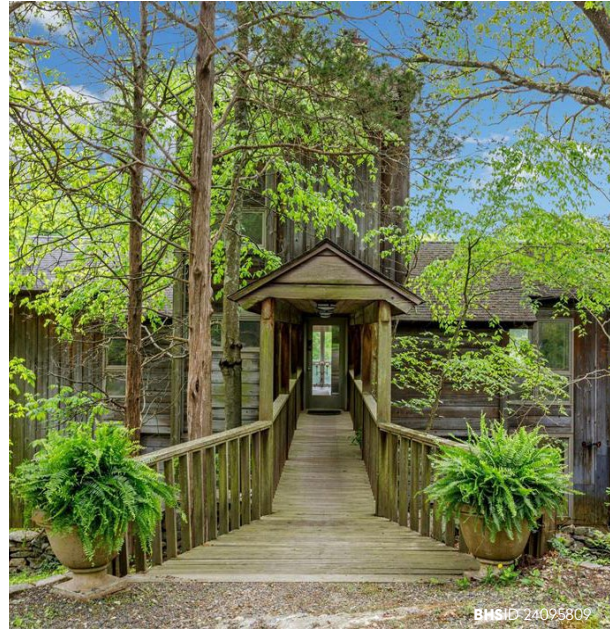
Houses & Condos

Redding

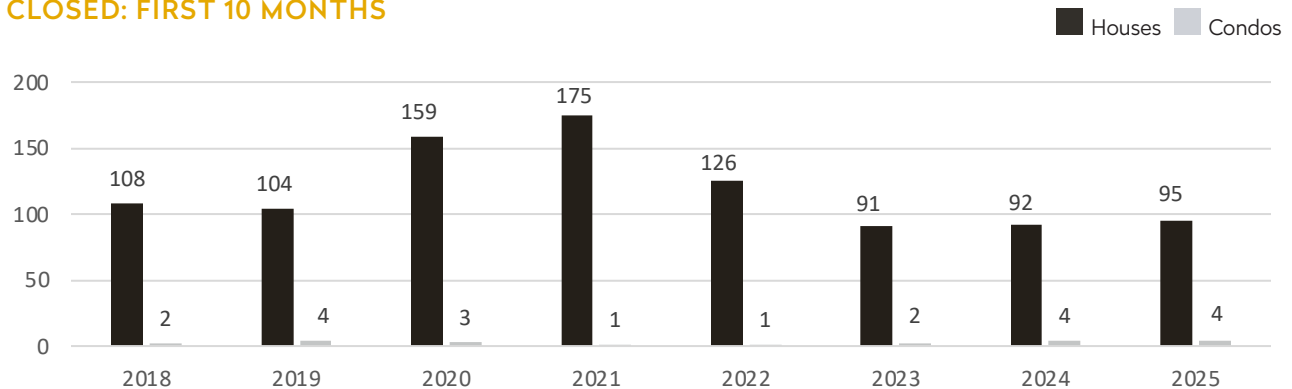
OCTOBER 2025

Sales: Over the past three months (Aug.–Oct.), Redding had 31 house closings, down from 36 a year ago but consistent with typical activity for this period. The average sale price rose to \$1.2M, with nine closings over \$1.5M, up from six last year and the most ever for this three-month stretch. The market continued to move quickly, with a median time on market of 32 days, down from 56 a year ago. The average list-to-sale ratio held steady at 98.4%.

Pending sales: At month's end, 11 Redding houses were under contract, in line with recent years at this time. The pending listings ranged from \$760K to \$1.599M, with an average list price of \$879K. Pending properties had a median days to contract of 28, reflecting a continued fast-paced market.



CLOSED: FIRST 10 MONTHS



OF HOUSES CLOSED: FIRST 10 MONTHS

	2025	2024	%		2025	2024	% CHANGE
Under \$250K	1	0	NA	Houses: Closings in October	9	12	-25%
\$250K-\$400K	2	1	+100%	Houses: Average Closing Price in October	\$1,103,000	\$1,025,083	+7.6%
\$400K-\$500K	0	3	-100%	Houses: Closings First 10 Months	95	92	+3.3%
\$500K-\$600K	6	8	-25%	Houses: Average Closing Price First 10 Months	\$1,127,467	\$1,065,404	+5.8%
\$600K-\$800K	15	23	-34.8%	Houses: Pending on October 31	11	12	-8.3%
\$800K-\$1M	19	21	-9.5%	Houses: Active Inventory on October 31	30	40	-25%
Over \$1M	52	36	+44.4%	Condos: Closings First 10 Months	4	4	0%
				Condos: Average Closing Price First 10 Months	\$775,750	\$459,000	+69%
				Condos: Active Inventory on October 31	0	0	NA
				House & Condo \$ Volume of Closings First 10 Mos	\$107,109,399	\$98,017,150	+9.3%

Houses & Condos

Easton

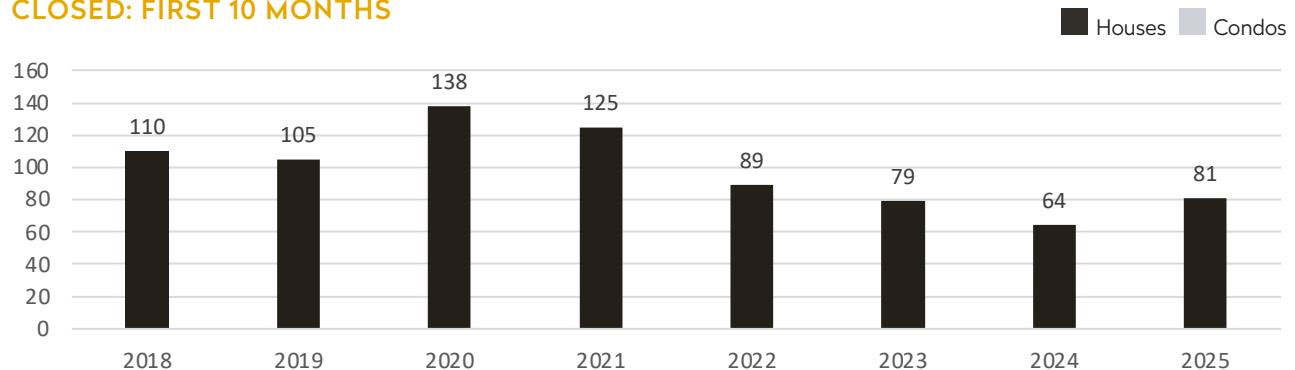
OCTOBER 2025

Sales: October sales in Easton included the \$2.577M closing at 70 Redding Road, the highest sale of the year and the third over \$2M, already the most ever for a single year. More broadly, over the past three months (Aug.–Oct.), the town saw 31 total closings, up from 13 a year ago and the most for this period in four years. The average sale price climbed to a record \$1.06M.

Demand: With inventory tight — the 17 active houses on the market at the end of October was a slight decrease from last year and 80% below 2019 levels— buyer competition remains strong. October closings had a median time on market of 29 days, up from 18 days last year but still indicative of a fast-moving market. The average list-to-sale ratio was 102.2%, with 45% of sales closing over ask.



CLOSED: FIRST 10 MONTHS



OF HOUSES CLOSED: FIRST 10 MONTHS

	2025	2024	%		2025	2024	% CHANGE
Under \$400K	0	0	NA	Houses: Closings in October	8	3	+166.7%
\$400K-\$500K	0	1	-100%	Houses: Average Closing Price in October	\$1,249,063	\$994,000	+25.7%
\$500K-\$600K	3	1	+200%	Houses: Closings First 10 Months	81	64	+26.6%
\$600K-\$700K	6	7	-14.3%	Houses: Average Closing Price First 10 Months	\$1,079,546	\$1,029,408	+4.9%
\$700K-\$1M	37	25	+48%	Houses: Pending on October 31	5	6	-16.7%
\$1M-\$1.5M	23	23	0%	Houses: Active Inventory on October 31	17	21	-19%
Over \$1.5M	12	7	+71.4%	House \$ Volume of Closings First 10 Months	\$87,443,263	\$65,882,099	+32.7%

Houses & Condos

Ridgefield

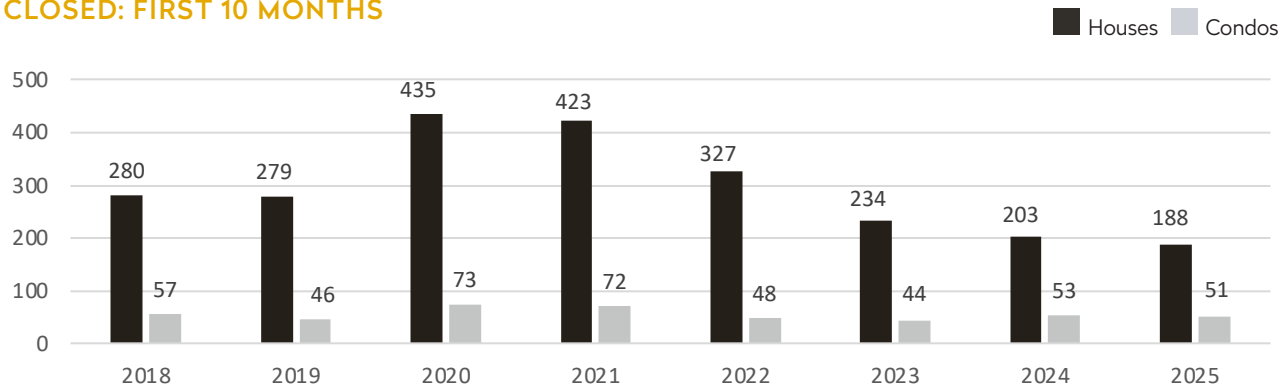
OCTOBER 2025

Sales: Over the past three months (Aug.–Oct.), Ridgefield had 65 house closings, a decrease from last year and the fewest for this period since 2011, with low inventory continuing to restrict sales. The average sale price rose to a record \$1.3M; there were 10 sales over \$2M, up from two last year and the most ever for this period. The market continued to move quickly, with closings having a median time on market of just 14 days, down from 16 a year ago.

Inventory: Ridgefield had 56 active houses on the market at the end of October, a notable increase from last year but still about 80% below 2019 levels. As of the end of the month, 60% of active listings had been on the market for more than 60 days, suggesting that buyer activity remains steady but measured.



CLOSED: FIRST 10 MONTHS



OF HOUSES CLOSED: FIRST 10 MONTHS

	2025	2024	%		2025	2024	% CHANGE
Under \$400K	0	2	-100%	Houses: Closings in October	19	20	-5%
\$400K-\$500K	5	3	+66.7%	Houses: Average Closing Price in October	\$1,282,495	\$1,166,175	+10%
\$500K-\$600K	4	7	-42.9%	Houses: Closings First 10 Months	188	203	-7.4%
\$600K-\$700K	8	14	-42.9%	Houses: Average Closing Price First 10 Months	\$1,284,674	\$1,159,149	+10.8%
\$700K-\$800K	16	22	-27.3%	Houses: Pending on October 31	23	30	-23.3%
\$800K-\$1M	44	45	-2.2%	Houses: Active Inventory on October 31	56	39	+43.6%
\$1M-\$1.5M	61	70	-12.9%	Condos: Closings First 10 Months	51	53	-3.8%
\$1.5M-\$2M	29	25	+16%	Condos: Average Closing Price First 10 Months	\$477,891	\$503,302	-5%
Over \$2M	21	15	+40%	Condos: Active Inventory on October 31	9	10	-10%
				House & Condo \$ Volume of Closings First 10 Mos	\$241,518,805	\$235,307,296	+2.6%

Contact Us

October 2025

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