

YTD Through January 2021
Connecticut Market Report

Connecticut

Brown Harris Stevens

Brown Harris Stevens

Stronger Together

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

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



BHSID 170355560

Houses & Condos

All of Greenwich

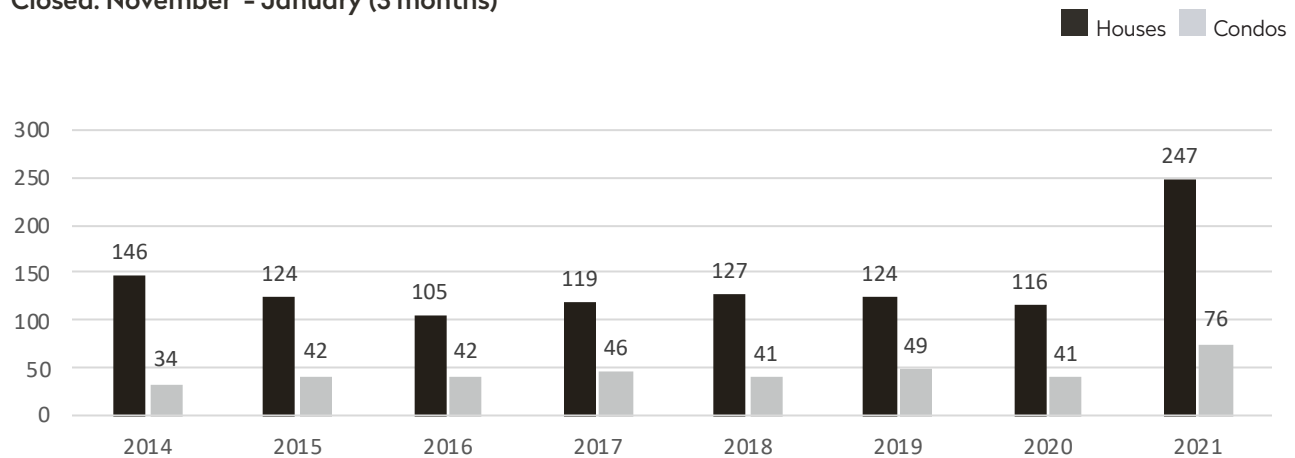
Year to Date Through January 2021

Ninety-two houses and condos closed in January across All of Greenwich (Greenwich, Cos Cob, Riverside, and Old Greenwich), the most combined house and condo closing for the month since at least 2014. The average house closing price across the four sections in January rose to \$3.2M, a 38% increase from the same period last year and also the highest since at least 2014.

At the end of January, there were 77 houses with signed contracts (pending) compared to 28 at the same time last year. The pending houses had an average list price of \$3.6M.



Closed: November - January (3 months)



of Houses Closed: Nov. - Jan. (3 mos.)

	2021	2020	%
Under \$1M	31	23	+34.8%
\$1M-\$1.5M	47	27	+74.1%
\$1.5M-\$2M	46	18	+155.6%
\$2M-\$2.5M	34	8	+325%
\$2.5M-\$3M	17	10	+70%
\$3M-\$4M	32	16	+100%
\$4M-\$5M	15	7	+114.3%
\$5M-\$7M	14	5	+180%
Over \$7M	11	2	+450%

	2021	2020	% CHANGE
Houses: Closings in January	64	38	+68.4%
Houses: Average Closing Price in January	\$3,187,273	\$2,308,950	+38%
Houses: Closings Nov. - Jan. (3 mos.)	247	116	+112.9%
Houses: Average Closing Price Nov. - Jan. (3 mos.)	\$2,815,320	\$2,268,121	+24.1%
Houses: Pending on January 31	77	28	+175%
Houses: Active Inventory on January 31	344	513	-32.9%
Condos: Closings Nov. - Jan. (3 mos.)	76	41	+85.4%
Condos: Average Closing Price Nov. - Jan. (3 mos.)	\$1,122,717	\$890,024	+26.1%
Condos: Active Inventory on January 31	103	159	-35.2%
House & Condo \$ Volume of Closings Nov. - Jan.	\$780,710,520	\$299,593,088	+160.6%

Houses & Condos

Greenwich

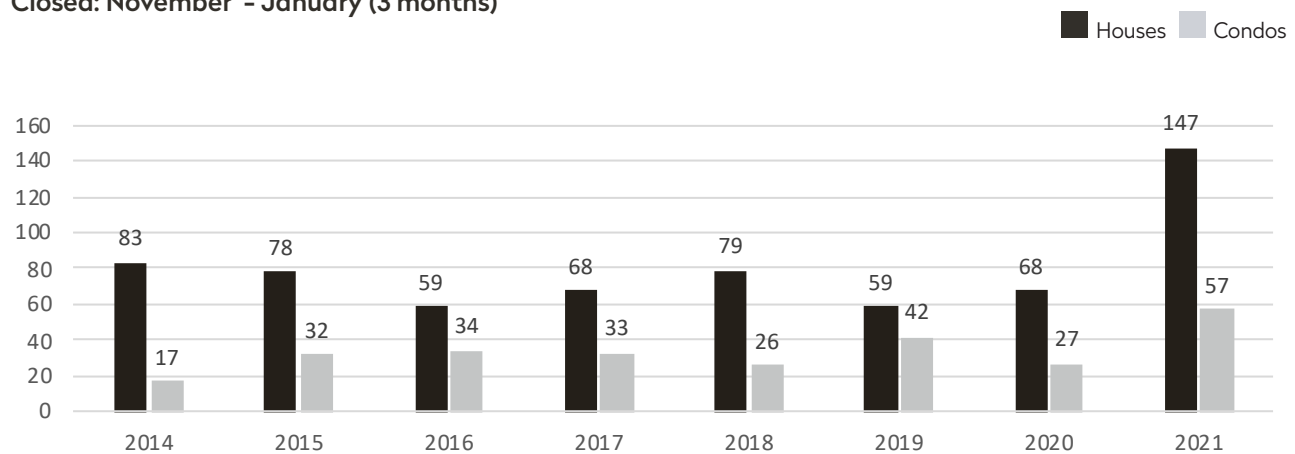
Year to Date Through January 2021

Thirty-six houses closed in Greenwich in January, highlighted by 30 John Street, an estate owned by fashion designer Tommy Hilfiger, which sold for \$45M. There were also 57 Greenwich houses pending (houses with signed contracts) at the end of the month compared to 27 at the same time last year. The pending houses had an average list price of \$4M, with four having a list price of \$10M or over.



Twenty-three condos closed in Greenwich in January, a 156% increase from January of 2020.

Closed: November - January (3 months)



of Houses Closed: Nov. - Jan. (3 mos.)

	2021	2020	%		2021	2020	% CHANGE
Under \$1M	17	11	+54.5%	Houses: Closings in January	36	25	+44%
\$1M-\$1.5M	17	18	-5.6%	Houses: Average Closing Price in January	\$4,156,917	\$2,290,700	+81.5%
\$1.5M-\$2M	25	9	+177.8%	Houses: Closings Nov. - Jan. (3 mos.)	147	68	+116.2%
\$2M-\$2.5M	21	6	+250%	Houses: Average Closing Price Nov. - Jan. (3 mos.)	\$3,262,531	\$2,385,551	+36.8%
\$2.5M-\$3M	14	5	+180%	Houses: Pending on January 31	57	18	+216.7%
\$3M-\$4M	21	10	+110%	Houses: Active Inventory on January 31	259	337	-23.1%
\$4M-\$5M	13	5	+160%	Condos: Closings Nov. - Jan. (3 mos.)	57	27	+111.1%
\$5M-\$7M	10	2	+400%	Condos: Average Closing Price Nov. - Jan. (3 mos.)	\$1,291,050	\$974,537	+32.5%
Over \$7M	9	2	+350%	Condos: Active Inventory on January 31	75	116	-35.3%
				House & Condo \$ Volume of Closings Nov. - Jan.	\$553,181,895	\$188,530,000	+193.4%

Houses & Condos

Cos Cob

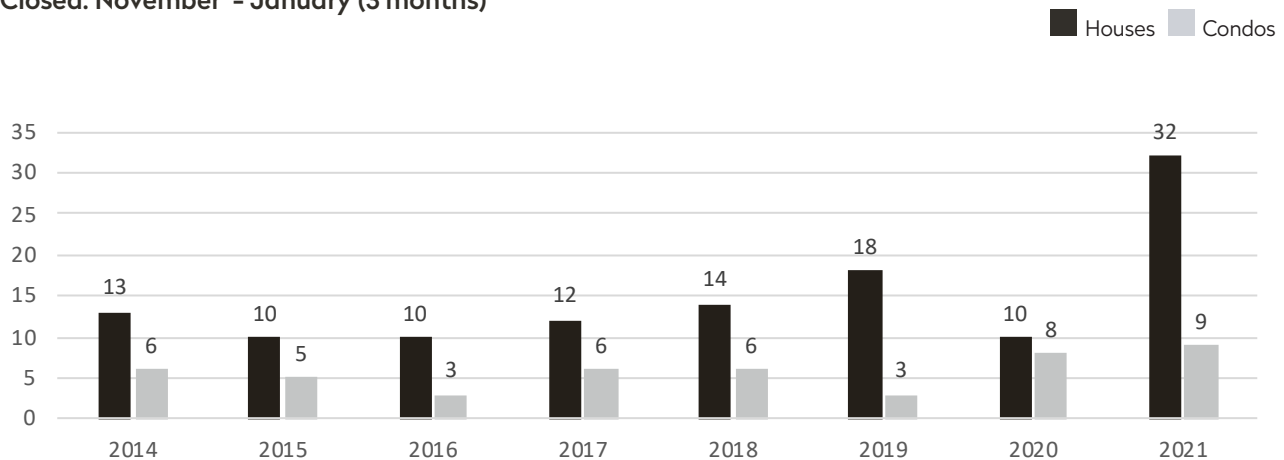
Year to Date Through January 2021

Over the past three months (November 2020 through January 2021) 32 houses closed in Cos Cob, a 220% increase from the same three months a year ago, while the average closing price was up 30 percent to \$1.3M. Sixteen of the houses had a closing price in the \$1M- \$1.5M price point as compared to just one in that price range over the same period a year ago.

In January 31 Cos Cob had 24 active houses on the market, a 49% decrease from the end of January 2020.



Closed: November - January (3 months)



of Houses Closed: Nov. -Jan. (3 mos.)

	2021	2020	%
Under \$1M	7	7	0%
\$1M-\$1.5M	16	1	+1500%
\$1.5M-\$2M	6	2	+200%
\$2M-\$2.5M	3	0	NA
\$2.5M-\$3M	0	0	NA
Over \$3M	0	0	NA

	2021	2020	% CHANGE
Houses: Closings in January	10	2	+400%
Houses: Average Closing Price in January	\$1,253,900	\$825,000	+52%
Houses: Closings Nov. - Jan. (3 mos.)	32	10	+220%
Houses: Average Closing Price Nov. - Jan. (3 mos.)	\$1,316,500	\$1,013,450	+29.9%
Houses: Pending on January 31	5	2	+150%
Houses: Active Inventory on January 31	24	47	-48.9%
Condos: Closings Nov. - Jan. (3 mos.)	9	8	+12.5%
Condos: Average Closing Price Nov. - Jan. (3 mos.)	\$628,889	\$806,813	-22.1%
Condos: Active Inventory on January 31	14	14	0%
House & Condo \$ Volume of Closings Nov. - Jan.	\$47,788,000	\$16,589,000	+188.1%

Houses & Condos

Riverside

Year to Date Through January 2021

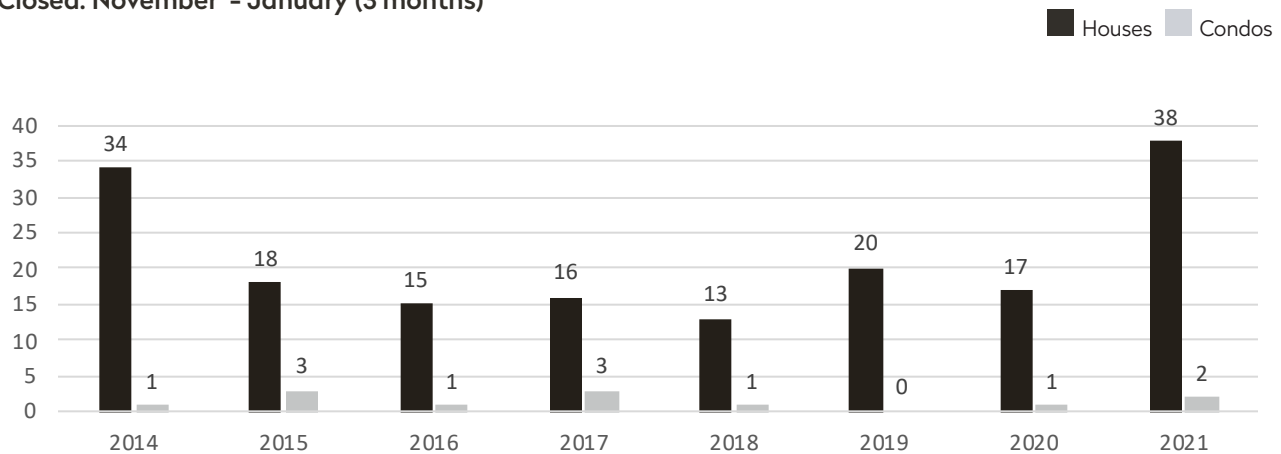
Thirteen houses closed in Riverside in January, a 117% increase from January 2020. There were also 11 houses pending (houses with signed contracts) on January 31 compared to 4 a year ago. The pending houses ranged in price from \$899K to \$6.99M with an average list price of \$2.8M.

The number of active houses on the market in Riverside dropped to 29 on January 31, a 43% decrease from a year ago. Ten active houses were priced under \$2M compared to 23 at the same time last year, an 56% decrease.



BHSID 170360118

Closed: November - January (3 months)



of Houses Closed: Nov. - Jan. (3 mos.)

	2021	2020	%
Under \$1M	3	3	0%
\$1M-\$1.5M	8	2	+300%
\$1.5M-\$2M	8	5	+60%
\$2M-\$2.5M	7	1	+600%
\$2.5M-\$3M	0	2	-100%
\$3M-\$4M	8	2	+300%
\$4M-\$5M	1	1	0%
Over \$5M	3	1	+200%

	2021	2020	% CHANGE
Houses: Closings in January	13	6	+116.7%
Houses: Average Closing Price in January	\$2,341,962	\$2,621,250	-10.7%
Houses: Closings Nov. - Jan. (3 mos.)	38	17	+123.5%
Houses: Average Closing Price Nov. - Jan. (3 mos.)	\$2,607,684	\$2,263,971	+15.2%
Houses: Pending on January 31	11	4	+175%
Houses: Active Inventory on January 31	29	51	-43.1%
Condos: Closings Nov. - Jan. (3 mos.)	2	1	+100%
Condos: Average Closing Price Nov. - Jan. (3 mos.)	\$727,500	\$850,000	-14.4%
Condos: Active Inventory on January 31	2	4	-50%
House & Condo \$ Volume of Closings Nov. - Jan.	\$100,547,000	\$39,337,500	+155.6%

Houses & Condos

Old Greenwich

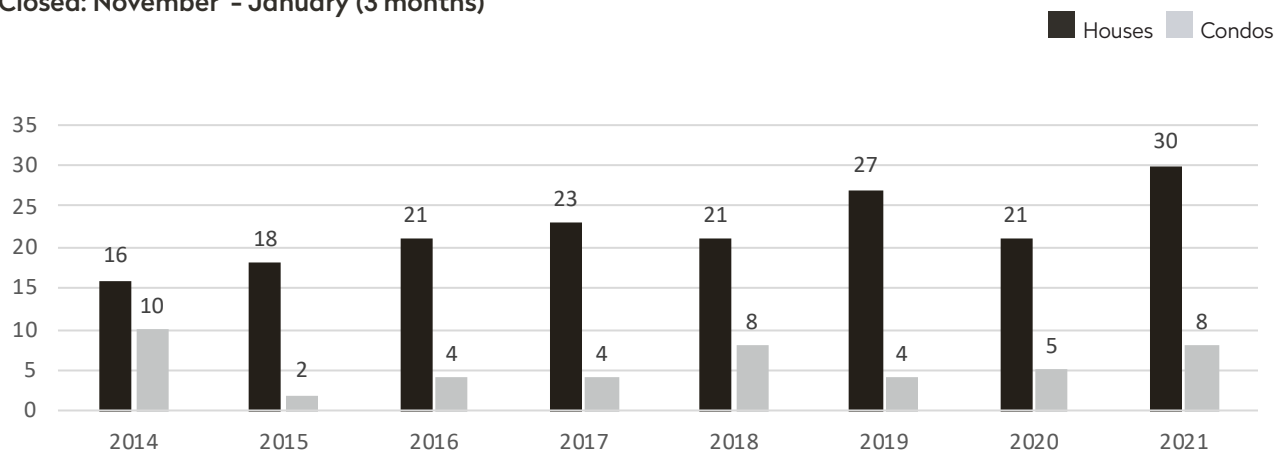
Year to Date Through January 2021

Over the past three months (November 2020 through January 2021) 30 houses closed in Old Greenwich, a 43% increase from the same three-month period a year ago. The average cumulative days on the market for the 30 closings was 106 days, a year-over-year decrease of 43%.

The number of active houses on the market in Old Greenwich on January 31 fell to 32 houses, down 36% from a year ago. Sixteen of the houses were priced under \$2.5M compared to 31 at the same time in 2020.



Closed: November - January (3 months)



of Houses Closed: Nov. - Jan. (3 mos.)

	2021	2020	%
Under \$1M	4	2	+100%
\$1M-\$1.5M	6	6	0%
\$1.5M-\$2M	7	2	+250%
\$2M-\$2.5M	3	1	+200%
\$2.5M-\$3M	3	3	0%
\$3M-\$4M	3	4	-25%
\$4M-\$5M	1	1	0%
Over \$5M	3	2	+50%

	2021	2020	% CHANGE
Houses: Closings in January	5	5	0%
Houses: Average Closing Price in January	\$2,270,400	\$2,619,018	-13.3%
Houses: Closings Nov. - Jan. (3 mos.)	30	21	+42.9%
Houses: Average Closing Price Nov. - Jan. (3 mos.)	\$2,485,733	\$2,488,695	-0.1%
Houses: Pending on January 31	4	4	0%
Houses: Active Inventory on January 31	32	50	-36%
Condos: Closings Nov. - Jan. (3 mos.)	8	5	+60%
Condos: Average Closing Price Nov. - Jan. (3 mos.)	\$577,703	\$574,800	+0.5%
Condos: Active Inventory on January 31	12	12	0%
House & Condo \$ Volume of Closings Nov. - Jan.	\$79,193,625	\$55,136,588	+43.6%

Houses & Condos

Stamford

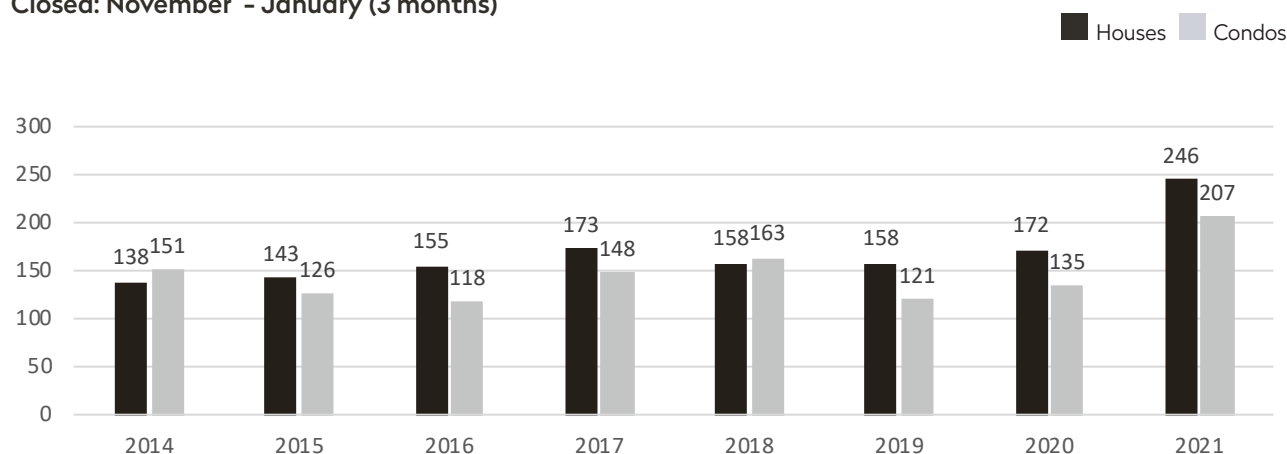
Year to Date Through January 2021

Seventy houses closed in Stamford in January, a 49% increase from January 2020, while the average closing price was up 19 percent to \$755K. There were also 68 Stamford condo closings in January, an 84% increase from a year ago.

The number of active houses on the market in Stamford dropped to 180 on January 31, a 47% decrease from the end of January last year. Fifty-six of the active houses had a list price under \$600K compared to 137 at the same time in 2020, an 59% decrease.



Closed: November - January (3 months)



of Houses Closed: Nov. -Jan. (3 mos.)

	2021	2020	%
Under \$400K	18	20	-10%
\$400K-\$500K	41	39	+5.1%
\$500K-\$600K	45	40	+12.5%
\$600K-\$700K	43	28	+53.6%
\$700K-\$800K	24	18	+33.3%
\$800K-\$1M	36	15	+140%
\$1M-\$1.2M	13	8	+62.5%
\$1.2M-\$1.5M	13	2	+550%
\$1.5M-\$2M	8	1	+700%
Over \$2M	5	1	+400%

	2021	2020	% CHANGE
Houses: Closings in January	70	47	+48.9%
Houses: Average Closing Price in January	\$754,559	\$632,421	+19.3%
Houses: Closings Nov. - Jan. (3 mos.)	246	172	+43%
Houses: Average Closing Price Nov. - Jan. (3 mos.)	\$751,723	\$629,246	+19.5%
Houses: Pending on January 31	76	62	+22.6%
Houses: Active Inventory on January 31	180	337	-46.6%
Condos: Closings Nov. - Jan. (3 mos.)	207	135	+53.3%
Condos: Average Closing Price Nov. - Jan. (3 mos.)	\$352,697	\$332,420	+6.1%
Condos: Active Inventory on January 31	232	274	-15.3%
House & Condo \$ Volume of Closings Nov. - Jan.	\$257,932,351	\$153,107,007	+68.5%

Darien

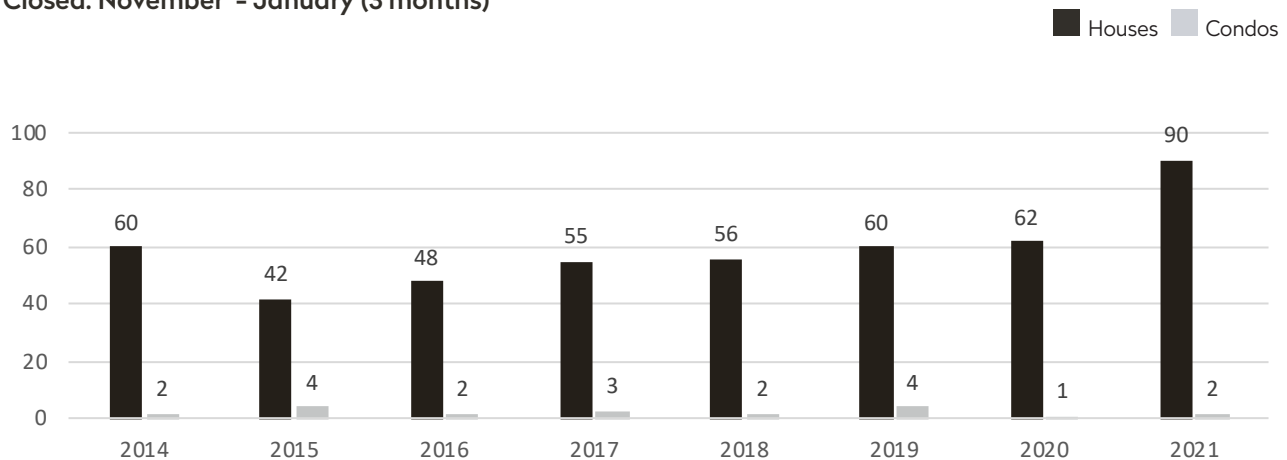
Year to Date Through January 2021

Twenty-six houses closed in Darien in January, a 13% increase from January 2020, while the average closing price was up 16 percent to \$1.48M. Meanwhile, the average cumulative days on the market for January house closings was just 90 days, down 57% from the same period last year.

There were 93 active houses on the market in Darien on January 31, a 50% decrease from the same time in 2020. Fifty-two active houses were priced under \$2M compared to 125 at this time last year, a 58% decrease.



Closed: November - January (3 months)



of Houses Closed: Nov. - Jan. (3 mos.)

	2021	2020	%		2021	2020	% CHANGE
Under \$1M	19	18	+5.6%	Houses: Closings in January	26	23	+13%
\$1M-\$1.5M	30	14	+114.3%	Houses: Average Closing Price in January	\$1,481,333	\$1,270,511	+16.6%
\$1.5M-\$2M	15	17	-11.8%	Houses: Closings Nov. - Jan. (3 mos.)	90	62	+45.2%
\$2M-\$2.5M	11	6	+83.3%	Houses: Average Closing Price Nov. - Jan. (3 mos.)	\$1,702,731	\$1,663,165	+2.4%
\$2.5M-\$3M	7	2	+250%	Houses: Pending on January 31	36	16	+125%
\$3M-\$4M	7	2	+250%	Houses: Active Inventory on January 31	93	185	-49.7%
\$4M-\$5M	0	0	NA	Condos: Closings Nov. - Jan. (3 mos.)	2	1	+100%
Over \$5M	1	3	-66.7%	Condos: Average Closing Price Nov. - Jan. (3 mos.)	\$1,110,000	\$1,333,000	-16.7%
				Condos: Active Inventory on January 31	4	14	-71.4%
				House & Condo \$ Volume of Closings Nov. - Jan.	\$155,465,745	\$104,449,250	+48.8%

Houses & Condos

New Canaan

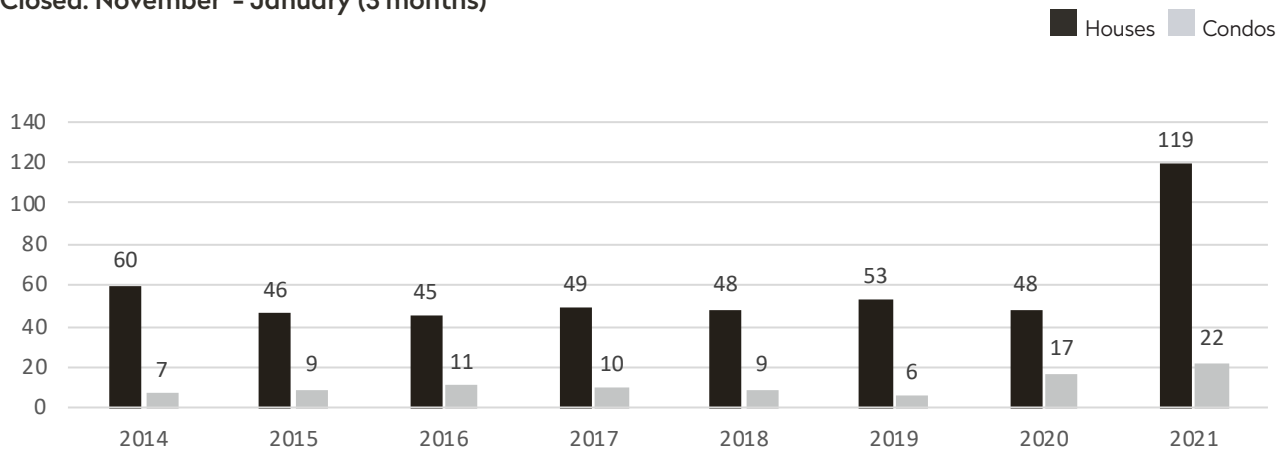
Year to Date Through January 2021

Thirty-one houses closed in New Canaan in January, a 121% increase from January 2020, while the average closing price rose 14 percent to \$1.85M. The average cumulative days on the market for January house closings dropped to 126 days, 42% lower than the same time last year.

There were 116 active houses on the market in New Canaan on January 31, a 44% decrease from a year ago. There were just 49 active houses with a list price under \$2M compared to 130 at the same time last year, a 62% decrease.



Closed: November - January (3 months)



of Houses Closed: Nov. - Jan. (3 mos.)

	2021	2020	%
Under \$1M	15	15	0%
\$1M-\$1.5M	48	14	+242.9%
\$1.5M-\$2M	26	8	+225%
\$2M-\$2.5M	10	2	+400%
\$2.5M-\$3M	8	3	+166.7%
\$3M-\$4M	7	6	+16.7%
\$4M-\$5M	5	0	NA
\$5M-\$7M	0	0	NA
Over \$7M	0	0	NA

	2021	2020	% CHANGE
Houses: Closings in January	31	14	+121.4%
Houses: Average Closing Price in January	\$1,845,597	\$1,616,821	+14.1%
Houses: Closings Nov. - Jan. (3 mos.)	119	48	+147.9%
Houses: Average Closing Price Nov. - Jan. (3 mos.)	\$1,723,355	\$1,580,730	+9%
Houses: Pending on January 31	46	10	+360%
Houses: Active Inventory on January 31	116	207	-44%
Condos: Closings Nov. - Jan. (3 mos.)	22	17	+29.4%
Condos: Average Closing Price Nov. - Jan. (3 mos.)	\$751,199	\$650,735	+15.4%
Condos: Active Inventory on January 31	63	26	+142.3%
House & Condo \$ Volume of Closings Nov. - Jan.	\$221,605,625	\$86,937,544	+154.9%

Houses & Condos

New Canaan

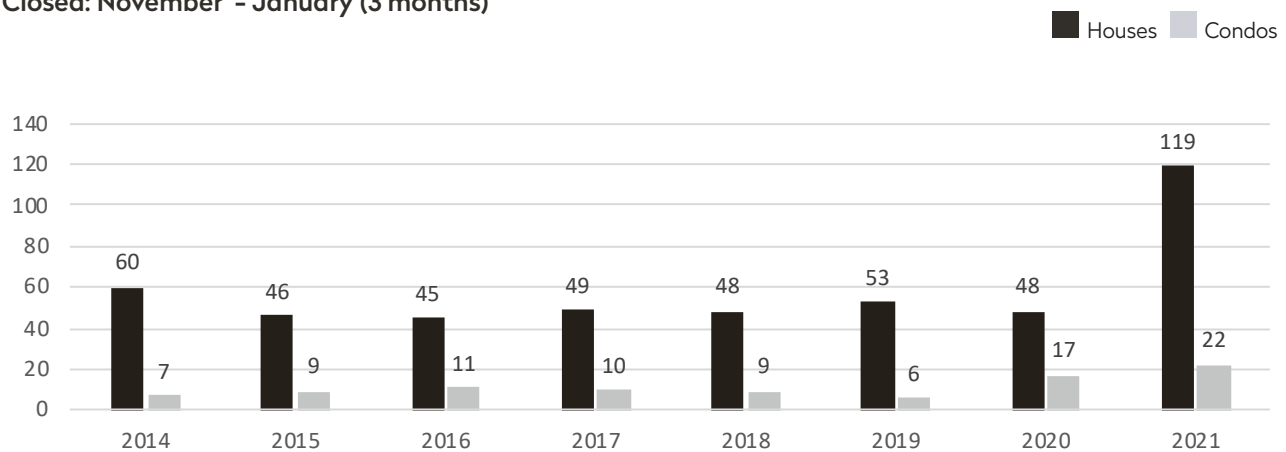
Year to Date Through January 2021

Thirty-one houses closed in New Canaan in January, a 121% increase from January 2020, while the average closing price rose 14 percent to \$1.85M. The average cumulative days on the market for January house closings dropped to 126 days, 42% lower than the same time last year.

There were 116 active houses on the market in New Canaan on January 31, a 44% decrease from a year ago. There were just 49 active houses with a list price under \$2M compared to 130 at the same time last year, an 62% decrease.



Closed: November - January (3 months)



of Houses Closed: Nov. - Jan. (3 mos.)

	2021	2020	%
Under \$1M	15	15	0%
\$1M-\$1.5M	48	14	+242.9%
\$1.5M-\$2M	26	8	+225%
\$2M-\$2.5M	10	2	+400%
\$2.5M-\$3M	8	3	+166.7%
\$3M-\$4M	7	6	+16.7%
\$4M-\$5M	5	0	NA
\$5M-\$7M	0	0	NA
Over \$7M	0	0	NA

	2021	2020	% CHANGE
Houses: Closings in January	31	14	+121.4%
Houses: Average Closing Price in January	\$1,845,597	\$1,616,821	+14.1%
Houses: Closings Nov. - Jan. (3 mos.)	119	48	+147.9%
Houses: Average Closing Price Nov. - Jan. (3 mos.)	\$1,723,355	\$1,580,730	+9%
Houses: Pending on January 31	46	10	+360%
Houses: Active Inventory on January 31	116	207	-44%
Condos: Closings Nov. - Jan. (3 mos.)	22	17	+29.4%
Condos: Average Closing Price Nov. - Jan. (3 mos.)	\$751,199	\$650,735	+15.4%
Condos: Active Inventory on January 31	63	26	+142.3%
House & Condo \$ Volume of Closings Nov. - Jan.	\$221,605,625	\$86,937,544	+154.9%

Houses & Condos

Norwalk

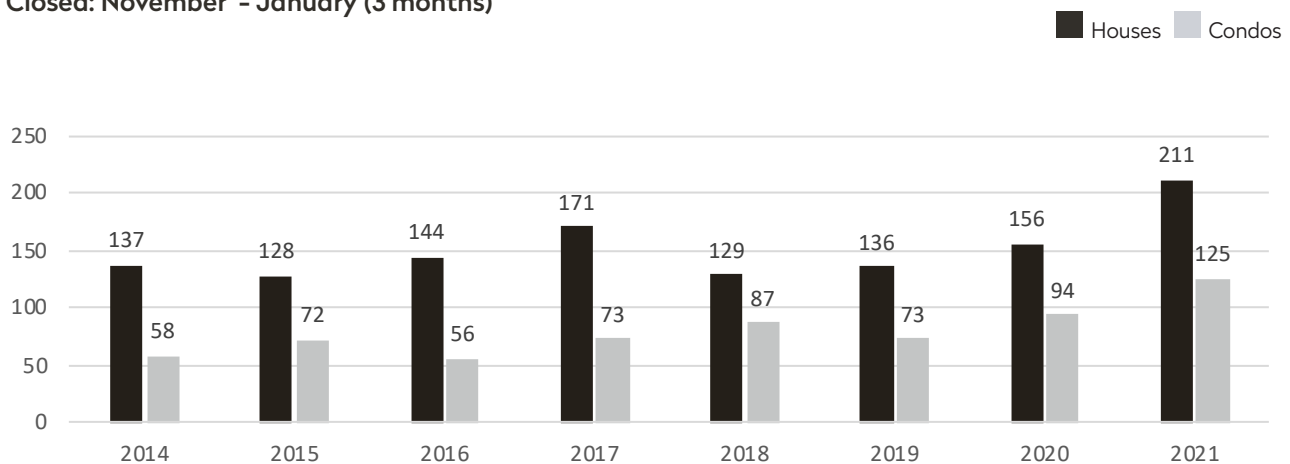
Year to Date Through January 2021

Sixty houses closed in Norwalk in January, a 20% increase from January 2020, while the average closing price was up 3 percent to \$639K. Across the 60 sold houses, the average closing price was 99.5% of the list price. Meanwhile, the average cumulative days on the market for January house closings fell to 77 days, a 41% decrease from the same time last year.

There were 126 active houses on the market in Norwalk on January 31, a 56% decrease from a year ago.



Closed: November - January (3 months)



of Houses Closed: Nov. -Jan. (3 mos.)

	2021	2020	%
Under \$300K	1	9	-88.9%
\$300K-\$400K	23	30	-23.3%
\$400K-\$500K	66	42	+57.1%
\$500K-\$600K	46	27	+70.4%
\$600K-\$800K	35	25	+40%
\$800K-\$1M	13	4	+225%
\$1M-\$1.5M	11	8	+37.5%
\$1.5M-\$2M	8	8	0%
\$2M-\$3M	6	1	+500%
Over \$3M	2	2	0%

	2021	2020	% CHANGE
Houses: Closings in January	60	50	+20%
Houses: Average Closing Price in January	\$639,355	\$618,252	+3.4%
Houses: Closings Nov. - Jan. (3 mos.)	211	156	+35.3%
Houses: Average Closing Price Nov. - Jan. (3 mos.)	\$710,167	\$641,950	+10.6%
Houses: Pending on January 31	63	45	+40%
Houses: Active Inventory on January 31	126	286	-55.9%
Condos: Closings Nov. - Jan. (3 mos.)	125	94	+33%
Condos: Average Closing Price Nov. - Jan. (3 mos.)	\$308,092	\$297,567	+3.5%
Condos: Active Inventory on January 31	98	115	-14.8%
House & Condo \$ Volume of Closings Nov. - Jan.	\$188,356,773	\$128,115,426	+47%

Houses & Condos

Rowayton

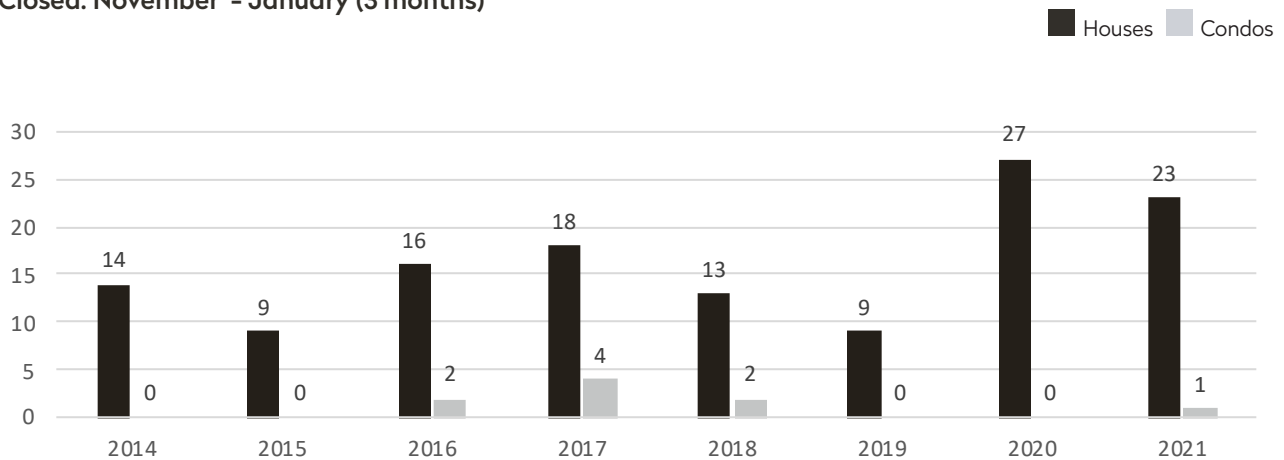
Year to Date Through January 2021

Six houses closed in Rowayton in January with an average closing price of \$1.4M, the latter a 55 percent increase from a year ago. Across the six sold houses, the average closing price was 101% of the list price.

There were 9 active houses on the market in Rowayton on January 31, an 80% decrease from a year ago. Three active houses were priced under \$1.5M compared to 28 at the same time last year.



Closed: November - January (3 months)



of Houses Closed: Nov. -Jan. (3 mos.)

	2021	2020	%		2021	2020	% CHANGE
Under \$600K	2	7	-71.4%	Houses: Closings in January	6	10	-40%
\$600K-\$1M	8	6	+33.3%	Houses: Average Closing Price in January	\$1,357,917	\$876,310	+55%
\$1M-\$1.5M	4	5	-20%	Houses: Closings Nov. - Jan. (3 mos.)	23	27	-14.8%
\$1.5M-\$2M	4	7	-42.9%	Houses: Average Closing Price Nov. - Jan. (3 mos.)	\$1,526,409	\$1,239,689	+23.1%
\$2M-\$3M	4	0	NA	Houses: Pending on January 31	11	1	+1000%
Over \$3M	1	2	-50%	Houses: Active Inventory on January 31	9	46	-80.4%
				Condos: Closings Nov. - Jan. (3 mos.)	1	0	NA
				Condos: Average Closing Price Nov. - Jan. (3 mos.)	\$400,000	\$0	NA
				Condos: Active Inventory on January 31	5	5	0%
				House & Condo \$ Volume of Closings Nov. - Jan.	\$35,507,418	\$33,471,600	+6.1%

Houses & Condos

Wilton

Year to Date Through January 2021

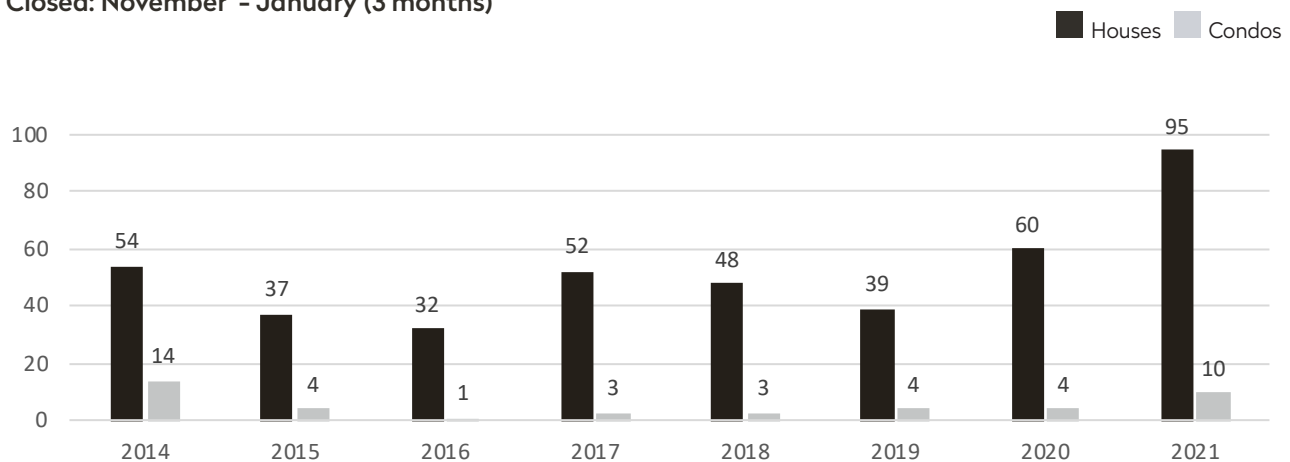
In the past three month (November 2020 to January 2021), 95 houses closed in Wilton, a 58% increase from the same period a year ago, while the average closing price was up 38 percent to \$945K.

There were 25 houses pending (properties with signed contracts) on January 31 compared to 9 a year ago. The pending houses ranged from \$3,999,999 to \$190,000 with an average list price of \$885K.



BHSD 170356388

Closed: November - January (3 months)



of Houses Closed: Nov. - Jan. (3 mos.)

	2021	2020	%
Under \$500K	6	16	-62.5%
\$500K-\$700K	20	18	+11.1%
\$700K-\$800K	13	9	+44.4%
\$800K-\$900K	13	7	+85.7%
\$900K-\$1M	9	4	+125%
\$1M-\$1.2M	16	5	+220%
\$1.2M-\$1.5M	10	0	NA
\$1.5M-\$2M	5	0	NA
Over \$2M	3	1	+200%

	2021	2020	% CHANGE
Houses: Closings in January	17	19	-10.5%
Houses: Average Closing Price in January	\$1,040,672	\$762,232	+36.5%
Houses: Closings Nov. - Jan. (3 mos.)	95	60	+58.3%
Houses: Average Closing Price Nov. - Jan. (3 mos.)	\$945,056	\$686,088	+37.7%
Houses: Pending on January 31	25	9	+177.8%
Houses: Active Inventory on January 31	73	143	-49%
Condos: Closings Nov. - Jan. (3 mos.)	10	4	+150%
Condos: Average Closing Price Nov. - Jan. (3 mos.)	\$442,150	\$507,750	-12.9%
Condos: Active Inventory on January 31	5	16	-68.8%
House & Condo \$ Volume of Closings Nov. - Jan.	\$94,201,830	\$43,196,300	+118.1%

Houses & Condos

Westport

Year to Date Through January 2021

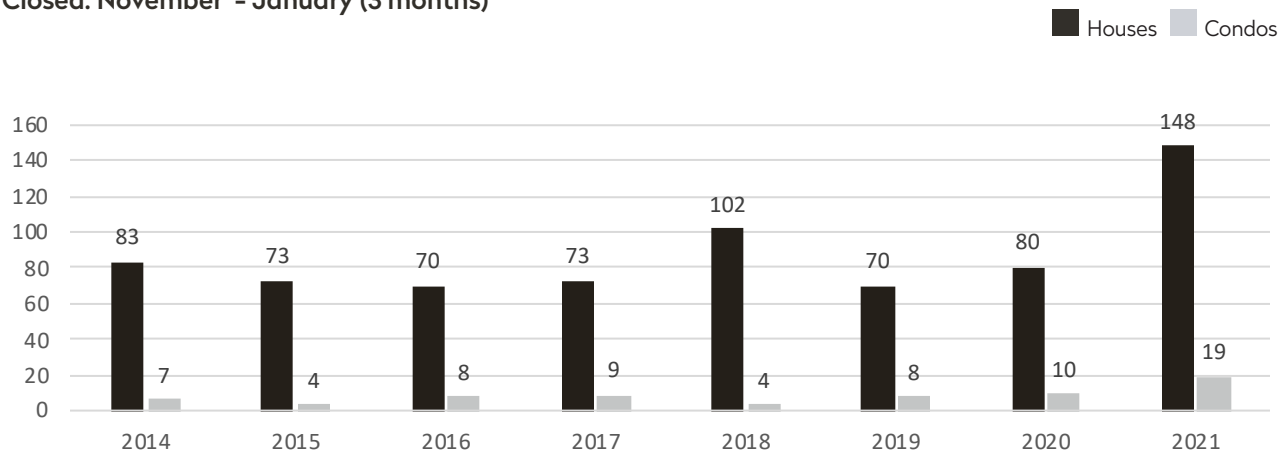
Thirty-three houses closed in Westport in January, a 50% increase from January 2020. Meanwhile, the average cumulative days on the market for closings for the month was just 120 days, down 47% from a year ago.

The number of active houses on the market in Westport dropped to 126 on January 31, a 58% year-over-year decrease. Fifteen active houses were priced under \$1M compared to 104 in that price range at the same time last year, an 86% decrease.



BHSD 170367908

Closed: November - January (3 months)



of Houses Closed: Nov. - Jan. (3 mos.)

	2021	2020	%		2021	2020	% CHANGE
Under \$750K	18	20	-10%	Houses: Closings in January	33	22	+50%
\$750K-\$1M	26	13	+100%	Houses: Average Closing Price in January	\$1,976,121	\$1,469,402	+34.5%
\$1M-\$1.2M	14	12	+16.7%	Houses: Closings Nov. - Jan. (3 mos.)	148	80	+85%
\$1.2M-\$1.5M	20	10	+100%	Houses: Average Closing Price Nov. - Jan. (3 mos.)	\$1,668,547	\$1,407,094	+18.6%
\$1.5M-\$2M	30	9	+233.3%	Houses: Pending on January 31	77	26	+196.2%
\$2M-\$2.5M	13	6	+116.7%	Houses: Active Inventory on January 31	126	298	-57.7%
\$2.5M-\$3M	11	4	+175%	Condos: Closings Nov. - Jan. (3 mos.)	19	10	+90%
\$3M-\$4M	11	5	+120%	Condos: Average Closing Price Nov. - Jan. (3 mos.)	\$677,968	\$737,300	-8%
\$4M-\$5M	3	0	NA	Condos: Active Inventory on January 31	22	26	-15.4%
Over \$5M	2	1	+100%	House & Condo \$ Volume of Closings Nov. - Jan.	\$259,826,377	\$119,940,536	+116.6%

Houses

Weston

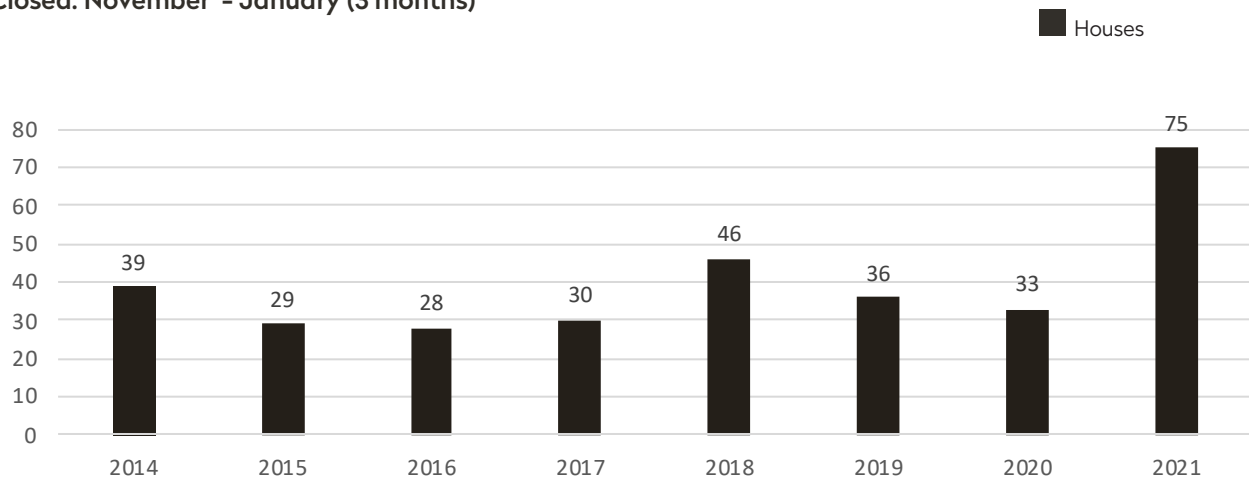
Year to Date Through January 2021

Sixteen houses closed in Weston in January, a 100% increase from January 2020, while the average closing price was up 48 percent to \$1.09M. The average cumulative days on the market for January house closings was just 60 days, down 75% from the same time last year.

The number of active houses on the market in Weston dropped to 49 on January 31, a 60% decrease from a year ago. Eleven active houses were priced under \$900K compared to 76 at the same time last year, an 86% decrease.



Closed: November - January (3 months)



of Houses Closed: Nov. - Jan. (3 mos.)

	2021	2020	%
Under \$500K	4	7	-42.9%
\$500K-\$700K	11	10	+10%
\$700K-\$900K	22	6	+266.7%
\$900K-\$1.2M	17	6	+183.3%
\$1.2M-\$1.5M	12	4	+200%
\$1.5M-\$2M	7	0	NA
Over \$2M	2	0	NA

	2021	2020	% CHANGE
Houses: Closings in January	16	8	+100%
Houses: Average Closing Price in January	\$1,088,625	\$738,125	+47.5%
Houses: Closings Nov. - Jan. (3 mos.)	75	33	+127.3%
Houses: Average Closing Price Nov. - Jan. (3 mos.)	\$1,035,845	\$767,674	+34.9%
Houses: Pending on January 31	21	9	+133.3%
Houses: Active Inventory on January 31	49	121	-59.5%
House & Condo \$ Volume of Closings Nov. - Jan.	\$77,688,393	\$25,333,250	+206.7%

Houses & Condos

Fairfield

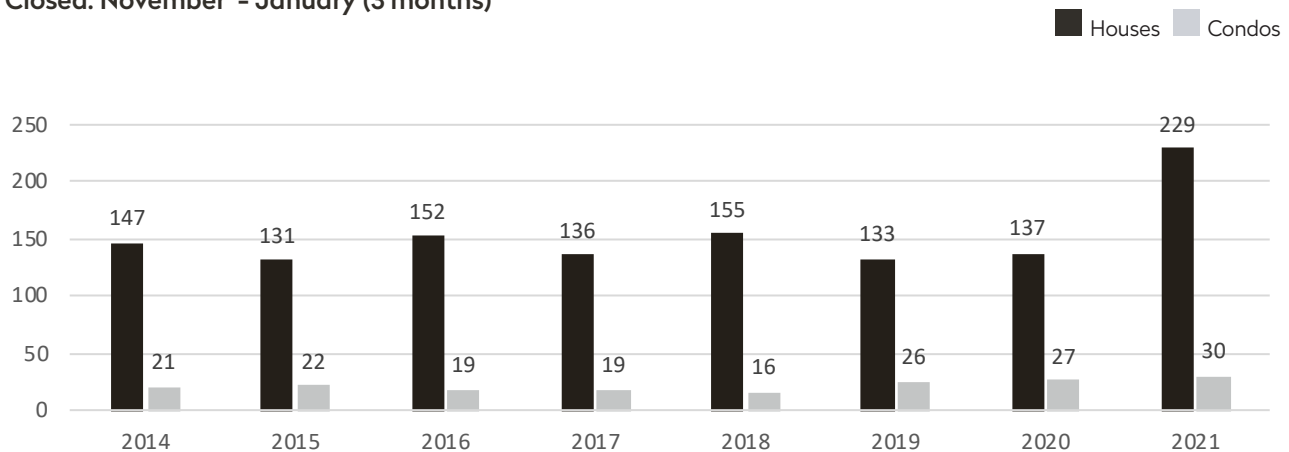
Year to Date Through January 2021

Sixty-two houses closed in Fairfield in January, a 77% increase from January 2020, while the average closing price dropped 32% to \$825K. The average cumulative days on the market for January house closings was just 97 days, 40% fewer than January last year.

There were 175 active houses on the market in Fairfield on January 31, a 59% decrease from a year ago. The number of active houses with a list price under \$600K fell to 55 compared to 161 at the same time last year, an 66% decrease.



Closed: November - January (3 months)



of Houses Closed: Nov. - Jan. (3 mos.)

	2021	2020	%
Under \$300K	7	10	-30%
\$300K-\$400K	11	16	-31.3%
\$400K-\$500K	30	25	+20%
\$500K-\$600K	34	16	+112.5%
\$600K-\$700K	25	11	+127.3%
\$700K-\$800K	30	14	+114.3%
\$800K-\$1M	41	19	+115.8%
\$1M-\$1.2M	11	11	0%
\$1.2M-\$1.5M	12	7	+71.4%
\$1.5M-\$2M	14	2	+600%
Over \$2M	14	6	+133.3%

	2021	2020	% CHANGE
Houses: Closings in January	62	35	+77.1%
Houses: Average Closing Price in January	\$825,171	\$1,217,461	-32.2%
Houses: Closings Nov. - Jan. (3 mos.)	229	137	+67.2%
Houses: Average Closing Price Nov. - Jan. (3 mos.)	\$888,140	\$845,839	+5%
Houses: Pending on January 31	79	43	+83.7%
Houses: Active Inventory on January 31	175	426	-58.9%
Condos: Closings Nov. - Jan. (3 mos.)	30	27	+11.1%
Condos: Average Closing Price Nov. - Jan. (3 mos.)	\$509,250	\$419,315	+21.4%
Condos: Active Inventory on January 31	23	37	-37.8%
House & Condo \$ Volume of Closings Nov. - Jan.	\$218,661,660	\$127,201,386	+71.9%

Houses & Condos

Ridgefield

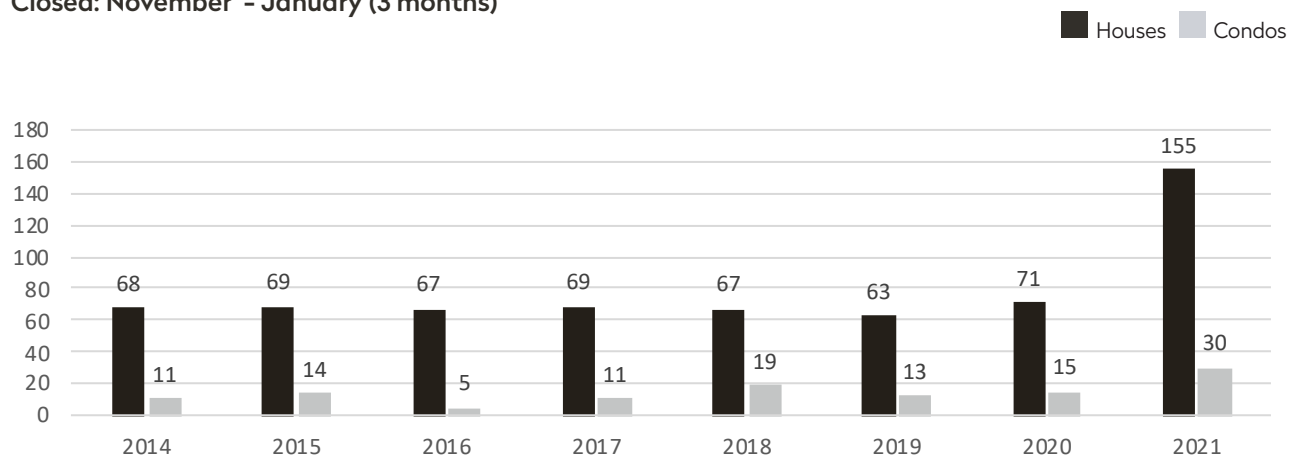
Year to Date Through January 2021

Thirty-three houses closed in Ridgefield in January, a 44% increase from January 2020. There were also 56 Ridgefield houses pending (houses with signed contracts) at the end of the month compared to 25 at the same time a year ago. The pending houses ranged in price from \$225K to \$2.995M, with an average list price of \$1.04M.

There were 89 active houses on the market in Ridgefield on January 31, 57% fewer houses than at the same time in 2020.



Closed: November - January (3 months)



of Houses Closed: Nov. - Jan. (3 mos.)

	2021	2020	%
Under \$400K	12	13	-7.7%
\$400K-\$500K	19	11	+72.7%
\$500K-\$600K	16	8	+100%
\$600K-\$700K	19	12	+58.3%
\$700K-\$800K	14	7	+100%
\$800K-\$1M	32	9	+255.6%
\$1M-\$1.5M	31	5	+520%
\$1.5M-\$2M	8	5	+60%
Over \$2M	4	1	+300%

	2021	2020	% CHANGE
Houses: Closings in January	33	23	+43.5%
Houses: Average Closing Price in January	\$890,803	\$854,696	+4.2%
Houses: Closings Nov. - Jan. (3 mos.)	155	71	+118.3%
Houses: Average Closing Price Nov. - Jan. (3 mos.)	\$873,717	\$730,975	+19.5%
Houses: Pending on January 31	56	25	+124%
Houses: Active Inventory on January 31	89	205	-56.6%
Condos: Closings Nov. - Jan. (3 mos.)	30	15	+100%
Condos: Average Closing Price Nov. - Jan. (3 mos.)	\$289,991	\$233,734	+24.1%
Condos: Active Inventory on January 31	9	31	-71%
House & Condo \$ Volume of Closings Nov. - Jan.	\$144,125,829	\$55,405,206	+160.1%

Houses & Condos

Redding

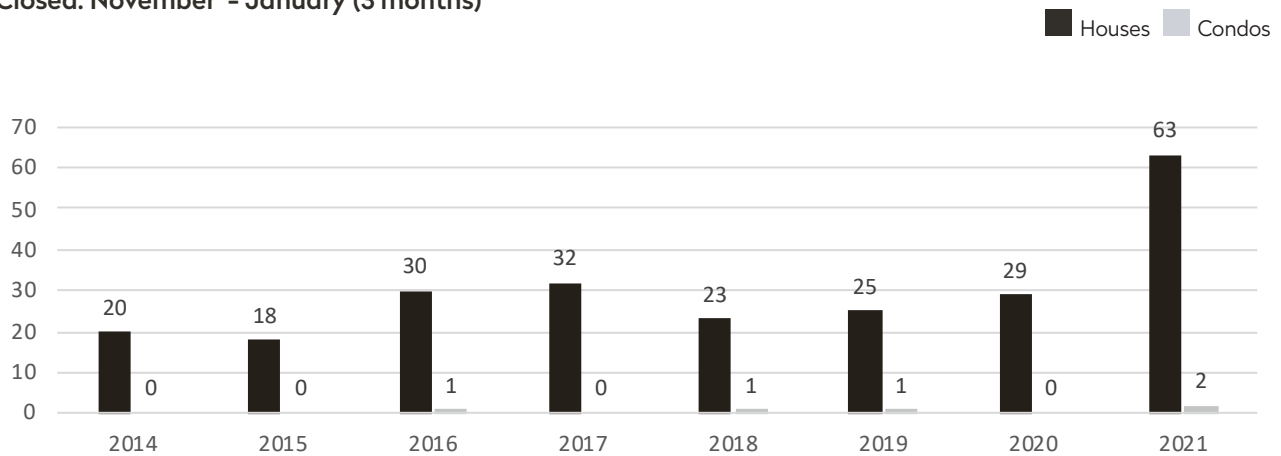
Year to Date Through January 2021

Sixteen houses closed in Redding in January, a 60% increase from January 2020, while the average closing price was up 3 percent to \$522K. The average cumulative days on the market for January house closings was just 107 days, a decrease of 38% from a year ago.

There were 47 active houses on the market in Redding on January 31, down 37% from the same time last year. Five active houses were priced under \$500K compared to 23 at the end of January 2020, a 78% decrease.



Closed: November - January (3 months)



of Houses Closed: Nov. -Jan. (3 mos.)

	2021	2020	%		2021	2020	% CHANGE
Under \$250K	2	0	NA	Houses: Closings in January	16	10	+60%
\$250K-\$400K	10	9	+11.1%	Houses: Average Closing Price in January	\$522,250	\$504,400	+3.5%
\$400K-\$500K	14	9	+55.6%	Houses: Closings Nov. - Jan. (3 mos.)	63	29	+117.2%
\$500K-\$600K	6	6	0%	Houses: Average Closing Price Nov. - Jan. (3 mos.)	\$666,856	\$530,192	+25.8%
\$600K-\$800K	17	2	+750%	Houses: Pending on January 31	14	10	+40%
\$800K-\$1M	7	2	+250%	Houses: Active Inventory on January 31	47	75	-37.3%
Over \$1M	7	1	+600%	Condos: Closings Nov. - Jan. (3 mos.)	2	0	NA
				Condos: Average Closing Price Nov. - Jan. (3 mos.)	\$257,500	NA	NA
				Condos: Active Inventory on January 31	0	2	-100%
				House & Condo \$ Volume of Closings Nov. - Jan.	\$42,526,908	\$15,375,560	+176.6%

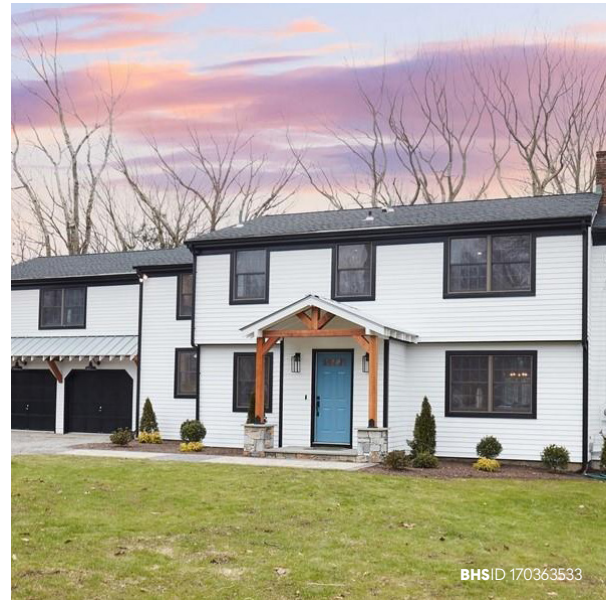
Houses

Easton

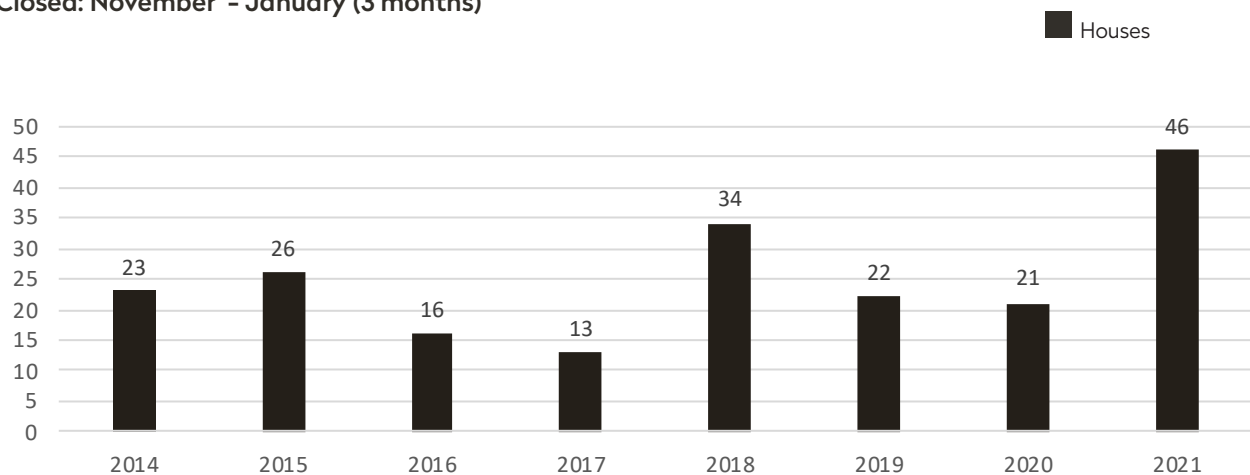
Year to Date Through January 2021

Twelve houses closed in Easton in January, a 71% increase from January 2020, while the average closing price was up 33 percent to \$787K. The average cumulative days on the market for January house closings fell to 88 days, down 41% year-over-year.

There were 42 active houses on the market in Easton on January 31, a decrease of 41% from a year ago. The number of active houses priced under \$1M dropped to 25 compared to 62 at this time in 2020, a 60% decrease.



Closed: November - January (3 months)



of Houses Closed: Nov. - Jan. (3 mos.)

	2021	2020	%
Under \$400K	3	4	-25%
\$400K-\$500K	4	2	+100%
\$500K-\$600K	4	8	-50%
\$600K-\$700K	12	0	NA
\$700K-\$1M	12	6	+100%
\$1M-\$1.5M	10	1	+900%
Over \$1.5M	1	0	NA

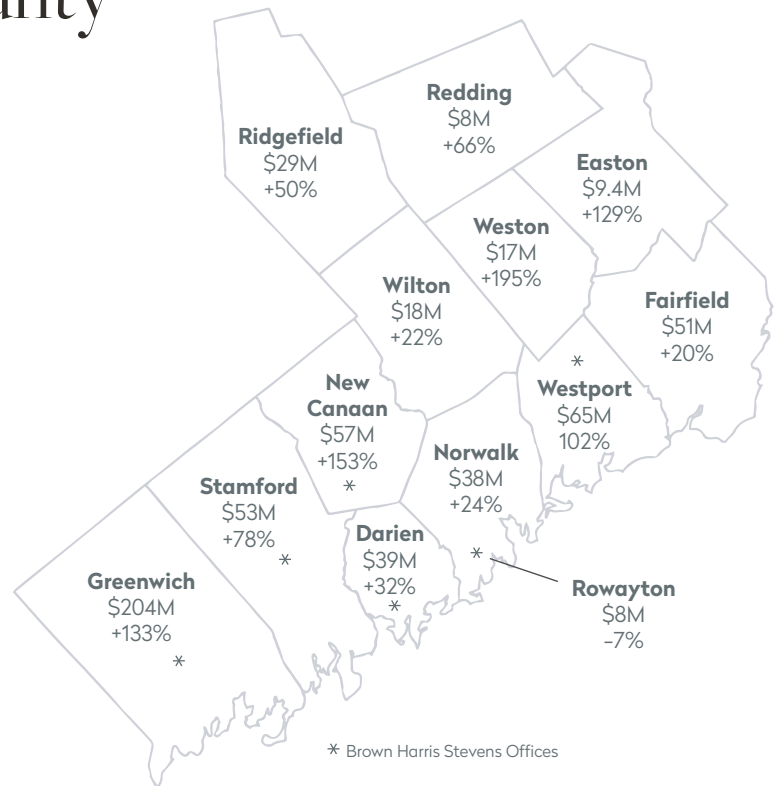
	2021	2020	% CHANGE
Houses: Closings in January	12	7	+71.4%
Houses: Average Closing Price in January	\$787,250	\$590,671	+33.3%
Houses: Closings Nov. - Jan. (3 mos.)	46	21	+119%
Houses: Average Closing Price Nov. - Jan. (3 mos.)	\$784,011	\$623,271	+25.8%
Houses: Pending on January 31	12	10	+20%
Houses: Active Inventory on January 31	42	71	-40.8%
House \$ Volume of Closings Nov. - Jan.	\$36,064,500	\$13,088,700	+175.5%

YTD 1.31.2021

Lower Fairfield County

Dollar Volume of House Sales In January: 2021 vs. 2020

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 2020. Collectively, the dollar volume of closings was \$590 million, an increase of 82% vs. January of 2020.



House Closings in January

Town	# of Closed Houses		% change	Average Closing Price		% change
	2021	2020		2021	2020	
Darien	26	23	+13%	\$1,481,333	\$1,270,511	+16.6%
Easton	12	7	+71.4%	\$787,250	\$590,671	+33.3%
Fairfield	62	35	+77.1%	\$825,171	\$1,217,461	-32.2%
All of Greenwich	64	38	+68.4%	\$3,187,273	\$2,308,950	+38%
New Canaan	31	14	+121.4%	\$1,845,597	\$1,616,821	+14.1%
Norwalk	60	50	+20%	\$639,355	\$618,252	+3.4%
Redding	16	10	+60%	\$522,250	\$504,400	+3.5%
Ridgefield	33	23	+43.5%	\$890,803	\$854,696	+4.2%
Rowayton*	6	10	-40%	\$1,357,917	\$876,310	+55%
Stamford	70	47	+48.9%	\$754,559	\$632,421	+19.3%
Weston	16	8	+100%	\$1,088,625	\$738,125	+47.5%
Westport	33	22	+50%	\$1,976,121	\$1,469,402	+34.5%
Wilton	17	19	-10.5%	\$1,040,672	\$762,232	+36.5%

*Rowayton closing data also included in Norwalk.

Year To Date Through January 2021 Connecticut Market Report

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Stamford

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Westport

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