

YTD Through November 30, 2020
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 170336828

Houses & Condos

All of Greenwich

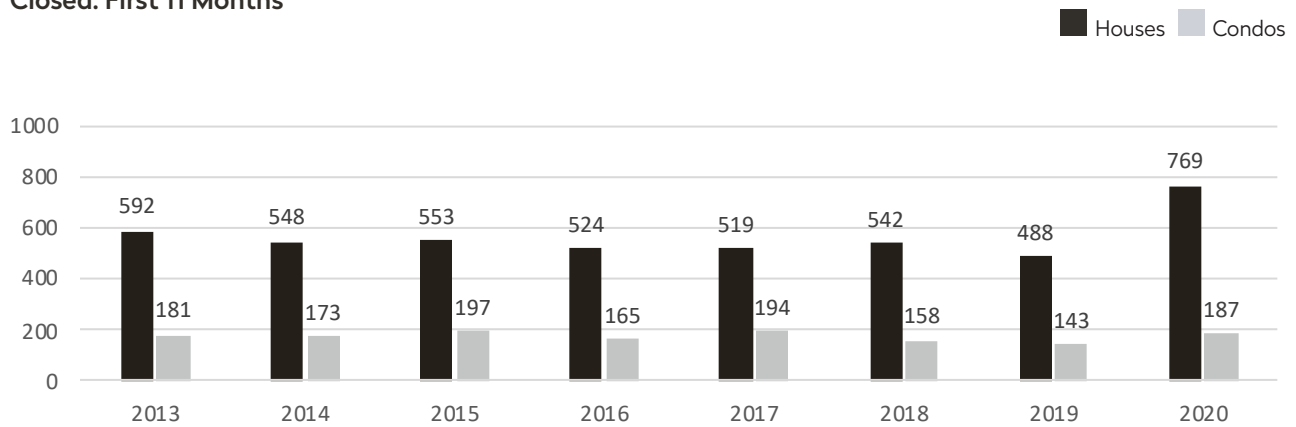
Year to Date Through November 30, 2020

Ninety-two houses closed in November across All of Greenwich (Greenwich, Cos Cob, Riverside, and Old Greenwich) an 130% increase compared to November 2019, while the average house closing price was up 19%. Through the first 11 months of 2020, 227 houses closed at \$3 million or over, an 101% increase compared to the same time frame last year.

With 576 houses, condos and co-ops on the market in All of Greenwich at the end of November, inventory is down 23% compared to the same time last year.



Closed: First 11 Months



of Houses Closed: First 11 Months

	2020	2019	%		2020	2019	% CHANGE
Under \$1M	100	95	+5.3%	Houses: Closings in November	92	40	+130%
\$1M-\$1.5M	135	93	+45.2%	Houses: Average Closing Price in November	\$2,555,726	\$2,143,738	+19.2%
\$1.5M-\$2M	134	77	+74%	Houses: Closings First 11 Months	769	488	+57.6%
\$2M-\$2.5M	94	71	+32.4%	Houses: Average Closing Price First 11 Months	\$2,657,478	\$2,383,724	+11.5%
\$2.5M-\$3M	79	39	+102.6%	Houses: Pending on November 30	91	32	+184.4%
\$3M-\$4M	116	50	+132%	Houses: Active Inventory on November 30	455	566	-19.6%
\$4M-\$5M	42	23	+82.6%	Condos: Closings First 11 Months	187	143	+30.8%
\$5M-\$7M	40	23	+73.9%	Condos: Average Closing Price First 11 Months	\$902,270	\$918,858	-1.8%
Over \$7M	29	17	+70.6%	Condos: Active Inventory on November 30	121	178	-32%
				House & Condo \$ Volume of Closings First 11 Mos	\$2,212,325,161	\$1,294,653,880	+70.9%

Houses & Condos

Greenwich

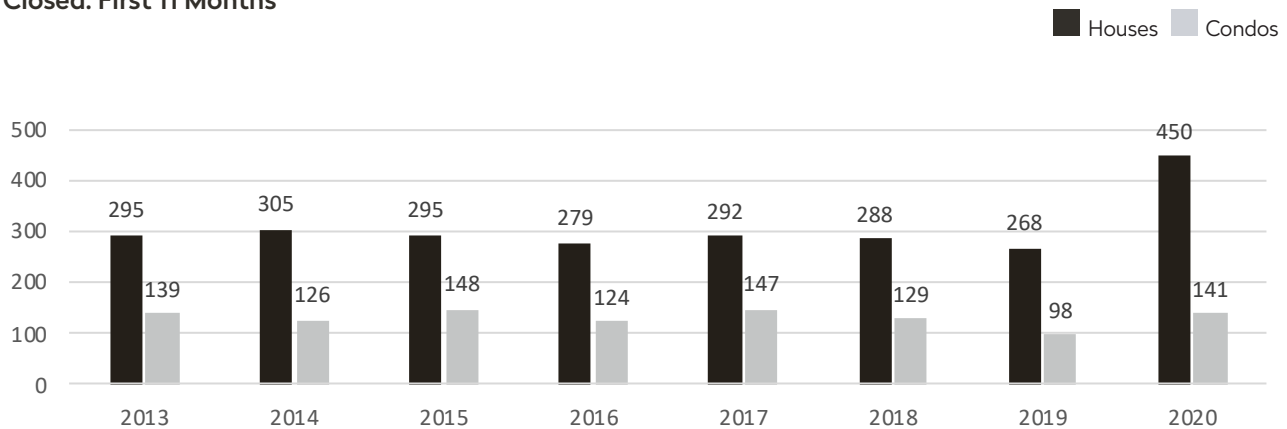
Year to Date Through November 30, 2020

Fifty-six houses closed in Greenwich in November with an average sold price of \$2.9 million, the latter a 30% increase from November 2019. Over the past 3 months (September through November) Greenwich has seen an average closing price of \$3.2 million, again a 30% increase compared to the same time frame in 2019.

The 54 houses pending (houses with signed contracts) at the end of November ranged in price from \$749K to \$47.5M with an average list price of \$4.6 million.



Closed: First 11 Months



of Houses Closed: First 11 Months

	2020	2019	%
Under \$1M	54	49	+10.2%
\$1M-\$1.5M	63	41	+53.7%
\$1.5M-\$2M	65	35	+85.7%
\$2M-\$2.5M	54	41	+31.7%
\$2.5M-\$3M	52	18	+188.9%
\$3M-\$4M	76	34	+123.5%
\$4M-\$5M	27	17	+58.8%
\$5M-\$7M	33	18	+83.3%
Over \$7M	26	15	+73.3%

	2020	2019	% CHANGE
Houses: Closings in November	59	23	+156.5%
Houses: Average Closing Price in November	\$2,916,453	\$2,237,391	+30.4%
Houses: Closings First 11 Months	450	268	+67.9%
Houses: Average Closing Price First 11 Months	\$3,015,142	\$2,746,852	+9.8%
Houses: Pending on November 30	54	19	+184.2%
Houses: Active Inventory on November 30	335	406	-17.5%
Condos: Closings First 11 Months	141	98	+43.9%
Condos: Average Closing Price First 11 Months	\$966,056	\$1,054,240	-8.4%
Condos: Active Inventory on November 30	90	142	-36.6%
House & Condo \$ Volume of Closings First 11 Mos	\$1,493,027,751	\$839,471,833	+77.9%

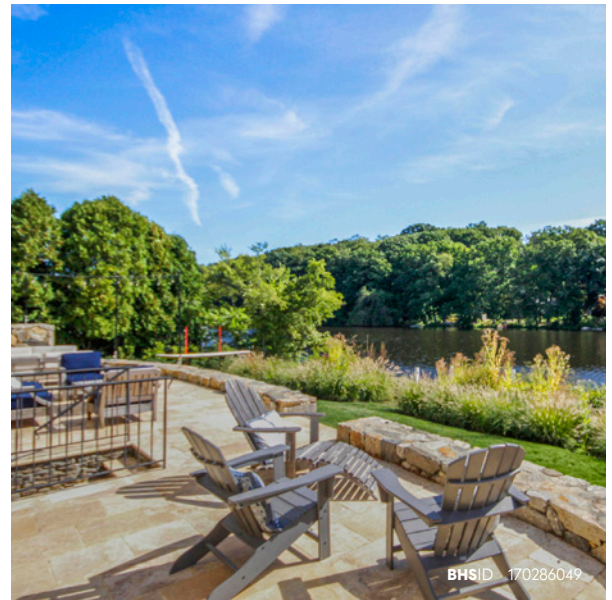
Houses & Condos

Cos Cob

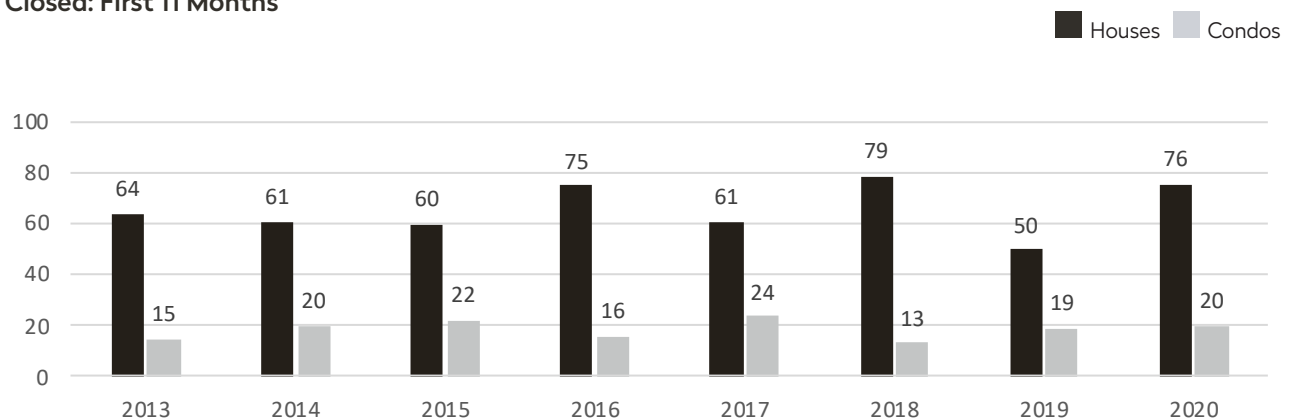
Year to Date Through November 30, 2020

Seventy-six houses closed in Cos Cob during the first 11 months of the year, a 52% increase from the same time frame a year ago. Thirty of these houses closed at \$1.5 million or over compared to 12 during the same time frame in 2019, a 150% increase.

There were 11 houses pending (houses with signed contracts) on November 30, with an average list price of \$1.52 million. Just 2 houses were pending at the same time last year.



Closed: First 11 Months



of Houses Closed: First 11 Months

	2020	2019	%
Under \$1M	23	16	+43.8%
\$1M-\$1.5M	23	22	+4.5%
\$1.5M-\$2M	16	6	+166.7%
\$2M-\$2.5M	8	3	+166.7%
\$2.5M-\$3M	4	2	+100%
Over \$3M	2	1	+100%

	2020	2019	% CHANGE
Houses: Closings in November	12	4	+200%
Houses: Average Closing Price in November	\$1,303,583	\$1,099,250	+18.6%
Houses: Closings First 11 Months	76	50	+52%
Houses: Average Closing Price First 11 Months	\$1,412,753	\$1,283,336	+10.1%
Houses: Pending on November 30	11	2	+450%
Houses: Active Inventory on November 30	36	51	-29.4%
Condos: Closings First 11 Months	20	19	+5.3%
Condos: Average Closing Price First 11 Months	\$733,500	\$710,849	+3.2%
Condos: Active Inventory on November 30	12	18	-33.3%
House & Condo \$ Volume of Closings First 11 Mos	\$122,039,250	\$77,672,925	+57.1%

Houses & Condos

Riverside

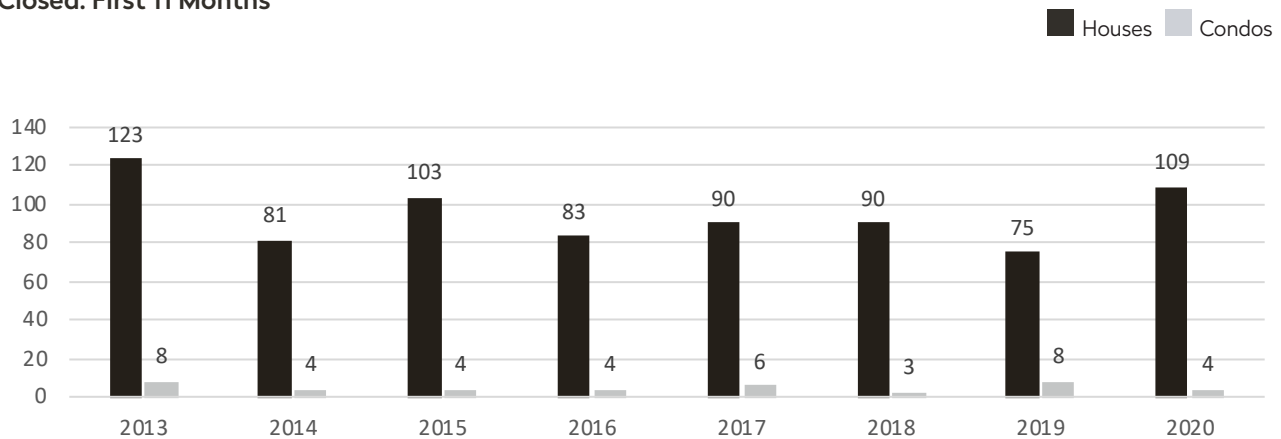
Year to Date Through November 30, 2020

Across the 10 sold Riverside houses in November, the average closing price was 100.8% of the list price. The average cumulative days on the market for November house closings was 77 days, down 44% from November of 2019.

Of the 120 house closing in Riverside through the year's first 11 months, 34 had a closing price of \$3 million or higher compared to 10 in that price point in the same time period in 2019, a 240% increase.



Closed: First 11 Months



of Houses Closed: First 11 Months

	2020	2019	%
Under \$1M	12	13	-7.7%
\$1M-\$1.5M	19	16	+18.8%
\$1.5M-\$2M	28	23	+21.7%
\$2M-\$2.5M	17	12	+41.7%
\$2.5M-\$3M	10	6	+66.7%
\$3M-\$4M	22	7	+214.3%
\$4M-\$5M	7	1	+600%
Over \$5M	5	2	+150%

	2020	2019	% CHANGE
Houses: Closings in November	10	5	+100%
Houses: Average Closing Price in November	\$2,194,400	\$2,290,000	-4.2%
Houses: Closings First 11 Months	120	80	+50%
Houses: Average Closing Price First 11 Months	\$2,522,146	\$1,949,687	+29.4%
Houses: Pending on November 30	14	3	+366.7%
Houses: Active Inventory on November 30	45	58	-22.4%
Condos: Closings First 11 Months	5	8	-37.5%
Condos: Average Closing Price First 11 Months	\$664,600	\$676,188	-1.7%
Condos: Active Inventory on November 30	4	5	-20%
House & Condo \$ Volume of Closings First 11 Mos	\$305,980,529	\$161,384,462	+89.6%

Houses & Condos

Old Greenwich

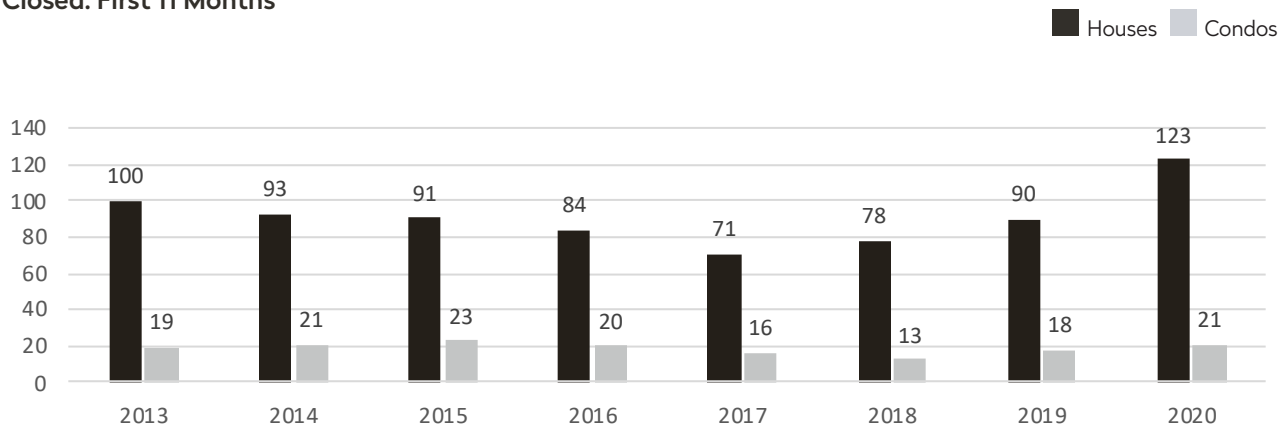
Year to Date Through November 30, 2020

In the first 11 months of the year Old Greenwich had 123 house closings, a 37% increase compared to the same time frame last year. Across the 11 sold houses in November, the average closing price was 100.4% of the list price. The average cumulative days on the market for November house closings was 112 days, down 31% from November of 2019.

The 12 houses pending (properties with signed contracts) as of November 30 had an average list price of \$3.2 million.



Closed: First 11 Months



of Houses Closed: First 11 Months

	2020	2019	%
Under \$1M	11	17	-35.3%
\$1M-\$1.5M	30	14	+114.3%
\$1.5M-\$2M	25	13	+92.3%
\$2M-\$2.5M	15	15	0%
\$2.5M-\$3M	13	13	0%
\$3M-\$4M	16	8	+100%
\$4M-\$5M	8	5	+60%
Over \$5M	5	5	0%

	2020	2019	% CHANGE
Houses: Closings in November	11	8	+37.5%
Houses: Average Closing Price in November	\$2,315,364	\$2,305,313	+0.4%
Houses: Closings First 11 Months	123	90	+36.7%
Houses: Average Closing Price First 11 Months	\$2,250,082	\$2,299,546	-2.2%
Houses: Pending on November 30	12	8	+50%
Houses: Active Inventory on November 30	39	51	-23.5%
Condos: Closings First 11 Months	21	18	+16.7%
Condos: Average Closing Price First 11 Months	\$691,310	\$509,194	+35.8%
Condos: Active Inventory on November 30	15	12	+25%
House & Condo \$ Volume of Closings First 11 Mos	\$291,277,631	\$216,124,660	+34.8%

Houses & Condos

Stamford

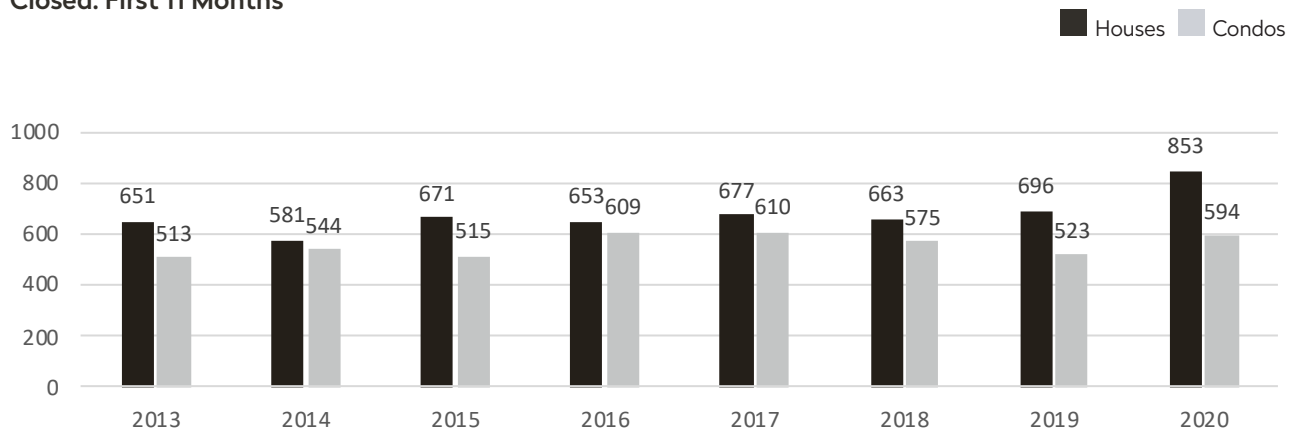
Year to Date Through November 30, 2020

Eight-six houses closed in Stamford in November, a 34% increase from November 2019. Across the 86 sold houses the average closing price was 99.2% of the list price, and the average cumulative days on the market for a house to close was 112 days, 31% less days than house closings in November of 2019.

There were 251 active houses on the market in Stamford on November 30, 30% less than the same time last year.



Closed: First 11 Months



of Houses Closed: First 11 Months

	2020	2019	%
Under \$400K	71	78	-9%
\$400K-\$500K	144	144	0%
\$500K-\$600K	172	153	+12.4%
\$600K-\$700K	138	122	+13.1%
\$700K-\$800K	111	80	+38.8%
\$800K-\$1M	111	59	+88.1%
\$1M-\$1.2M	41	26	+57.7%
\$1.2M-\$1.5M	39	22	+77.3%
\$1.5M-\$2M	13	7	+85.7%
Over \$2M	13	5	+160%

	2020	2019	% CHANGE
Houses: Closings in November	86	64	+34.4%
Houses: Average Closing Price in November	\$741,090	\$652,887	+13.5%
Houses: Closings First 11 Months	853	696	+22.6%
Houses: Average Closing Price First 11 Months	\$717,698	\$643,767	+11.5%
Houses: Pending on November 30	90	65	+38.5%
Houses: Active Inventory on November 30	251	356	-29.5%
Condos: Closings First 11 Months	594	523	+13.6%
Condos: Average Closing Price First 11 Months	\$361,947	\$328,576	+10.2%
Condos: Active Inventory on November 30	287	282	+1.8%
House & Condo \$ Volume of Closings First 11 Mos	\$827,193,420	\$619,907,523	+33.4%

Houses & Condos

Darien

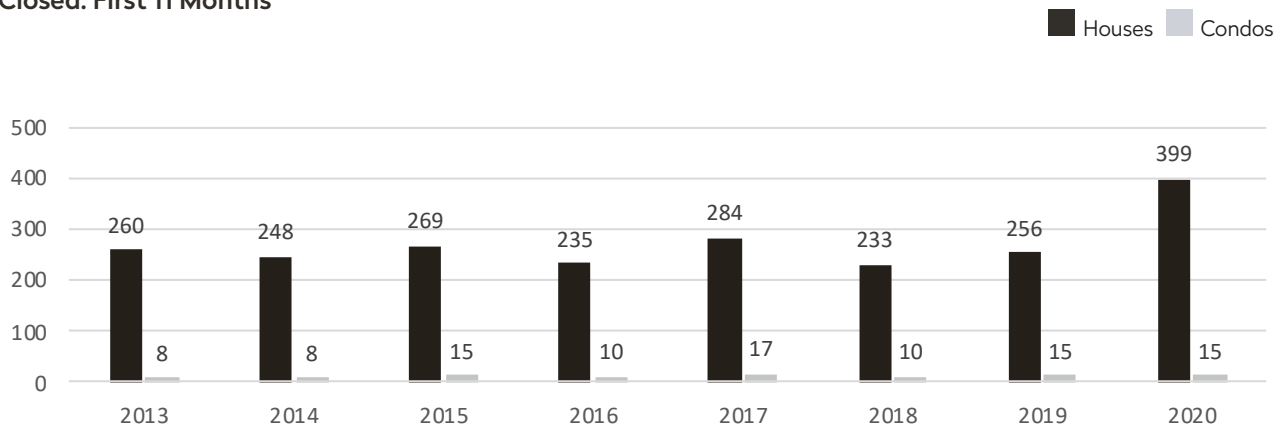
Year to Date Through November 30, 2020

The 399 houses that closed in Darien during the first 11 months of the year is a 56% increase from the same time frame a year ago. Sixty-four of the houses closed at \$2.5 million or over compared to 27 during the same time frame of 2019, a 137% increase.

Over the past three months (September through November) 126 houses closed in Darien, a 168% increase from the same three months in 2019.



Closed: First 11 Months



of Houses Closed: First 11 Months

	2020	2019	%
Under \$1M	92	86	+7%
\$1M-\$1.5M	125	80	+56.3%
\$1.5M-\$2M	87	40	+117.5%
\$2M-\$2.5M	31	23	+34.8%
\$2.5M-\$3M	32	12	+166.7%
\$3M-\$4M	22	8	+175%
\$4M-\$5M	9	2	+350%
Over \$5M	1	5	-80%

	2020	2019	% CHANGE
Houses: Closings in November	27	20	+35%
Houses: Average Closing Price in November	\$1,817,278	\$2,041,700	-11%
Houses: Closings First 11 Months	399	256	+55.9%
Houses: Average Closing Price First 11 Months	\$1,645,012	\$1,515,151	+8.6%
Houses: Pending on November 30	41	28	+46.4%
Houses: Active Inventory on November 30	119	188	-36.7%
Condos: Closings First 11 Months	15	15	0%
Condos: Average Closing Price First 11 Months	\$892,433	\$814,997	+9.5%
Condos: Active Inventory on November 30	4	14	-71.4%
House & Condo \$ Volume of Closings First 11 Mos	\$669,746,449	\$400,103,533	+67.4%

Houses & Condos

New Canaan

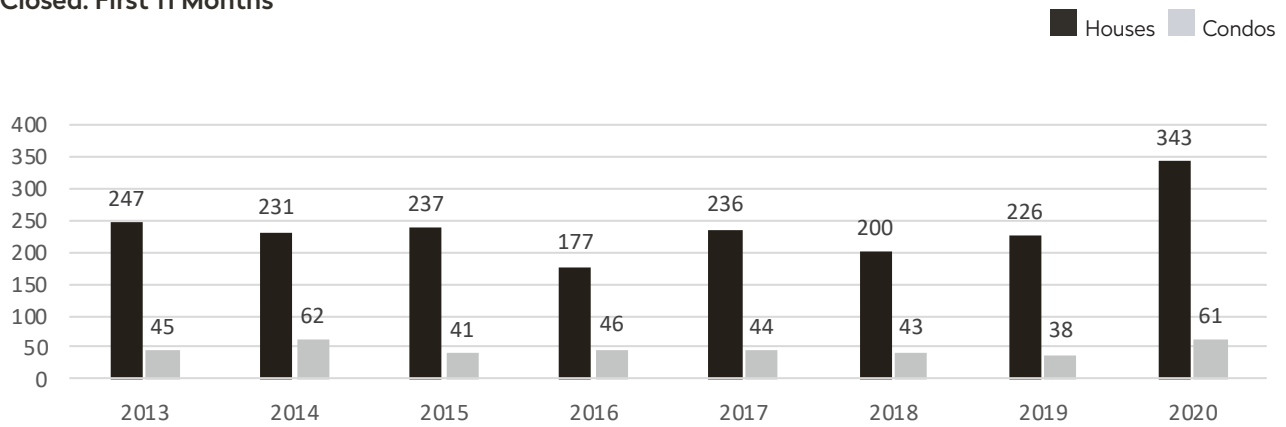
Year to Date Through November 30, 2020

Forty-one houses closed in New Canaan during November, a 215% increase from November 2019. Houses sold during November spent an average of 104 cumulative days on the market compared to 215 days for closings in November 2019, a 52% decrease.

Meanwhile, there were 161 active houses on the market as of November 30, a 32% decrease from the same time a year ago. Of those active houses, 46 had a list price of \$1.5 million or under compared to 104 last year, a 56% decrease.



Closed: First 11 Months



of Houses Closed: First 11 Months

	2020	2019	%
Under \$1M	73	76	-3.9%
\$1M-\$1.5M	123	70	+75.7%
\$1.5M-\$2M	63	41	+53.7%
\$2M-\$2.5M	32	14	+128.6%
\$2.5M-\$3M	20	17	+17.6%
\$3M-\$4M	21	7	+200%
\$4M-\$5M	8	1	+700%
\$5M-\$7M	2	0	NA
Over \$7M	1	0	NA

	2020	2019	% CHANGE
Houses: Closings in November	41	13	+215.4%
Houses: Average Closing Price in November	\$1,671,238	\$1,616,538	+3.4%
Houses: Closings First 11 Months	343	226	+51.8%
Houses: Average Closing Price First 11 Months	\$1,668,095	\$1,417,481	+17.7%
Houses: Pending on November 30	57	19	+200%
Houses: Active Inventory on November 30	161	235	-31.5%
Condos: Closings First 11 Months	61	38	+60.5%
Condos: Average Closing Price First 11 Months	\$759,670	\$728,263	+4.3%
Condos: Active Inventory on November 30	39	37	+5.4%
House & Condo \$ Volume of Closings First 11 Mos	\$618,496,626	\$348,024,622	+77.7%

Houses & Condos

Norwalk

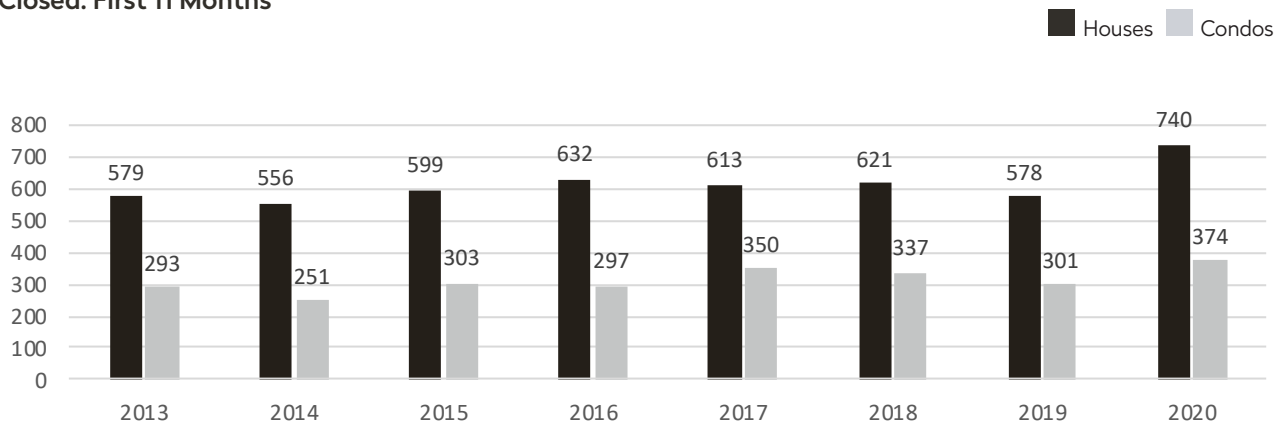
Year to Date Through November 30, 2020

Sixty-six houses closed in Norwalk in November, a 50% increase from November 2019. The average cumulative days on the market for those November closings was 88 days compared to 105 days for closings in November 2019, a 16% decrease.

In the first 11 months of the year, 22 houses closed for over \$2 million compared to 8 during the same time frame in 2019, a 175% increase.



Closed: First 11 Months



of Houses Closed: First 11 Months

	2020	2019	%
Under \$300K	16	35	-54.3%
\$300K-\$400K	90	125	-28%
\$400K-\$500K	201	144	+39.6%
\$500K-\$600K	162	111	+45.9%
\$600K-\$800K	133	76	+75%
\$800K-\$1M	41	31	+32.3%
\$1M-\$1.5M	54	32	+68.8%
\$1.5M-\$2M	21	16	+31.3%
\$2M-\$3M	14	5	+180%
Over \$3M	8	3	+166.7%

	2020	2019	% CHANGE
Houses: Closings in November	66	44	+50%
Houses: Average Closing Price in November	\$782,813	\$721,911	+8.4%
Houses: Closings First 11 Months	740	578	+28%
Houses: Average Closing Price First 11 Months	\$689,628	\$599,099	+15.1%
Houses: Pending on November 30	83	60	+38.3%
Houses: Active Inventory on November 30	217	308	-29.5%
Condos: Closings First 11 Months	374	301	+24.3%
Condos: Average Closing Price First 11 Months	\$318,256	\$304,057	+4.7%
Condos: Active Inventory on November 30	127	135	-5.9%
House & Condo \$ Volume of Closings First 11 Mos	\$629,352,849	\$437,800,483	+43.8%

Houses & Condos

Rowayton

Year to Date Through November 30, 2020

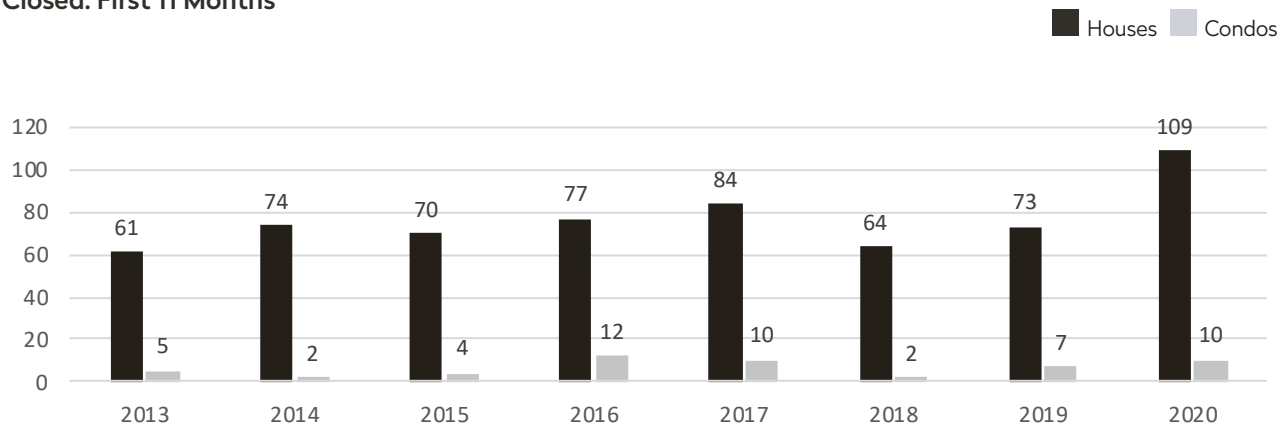
The 109 houses that closed in Rowayton through the first 11 months of the year represent a 49% increase from the same time frame a year ago. Fifteen of these houses closed for \$2 million or over compared to 7 at that price point during the first 11 months of 2019, a 114% increase.

There were 23 active houses on the market on November 30, a 63% decrease from a year ago. Eleven of the active houses were listed at a price between \$1 million and \$3 million, compared to 37 active houses in that price range a year ago.



BHSD 170349932

Closed: First 11 Months



of Houses Closed: First 11 Months

	2020	2019	%		2020	2019	% CHANGE
Under \$600K	8	7	+14.3%	Houses: Closings in November	11	6	+83.3%
\$600K-\$1M	33	20	+65%	Houses: Average Closing Price in November	\$1,742,500	\$2,281,667	-23.6%
\$1M-\$1.5M	36	24	+50%	Houses: Closings First 11 Months	109	73	+49.3%
\$1.5M-\$2M	17	15	+13.3%	Houses: Average Closing Price First 11 Months	\$1,341,817	\$1,318,137	+1.8%
\$2M-\$3M	11	4	+175%	Houses: Pending on November 30	9	5	+80%
Over \$3M	4	3	+33.3%	Houses: Active Inventory on November 30	23	62	-62.9%
				Condos: Closings First 11 Months	10	7	+42.9%
				Condos: Average Closing Price First 11 Months	\$847,000	\$1,133,571	-25.3%
				Condos: Active Inventory on November 30	2	4	-50%
				House & Condo \$ Volume of Closings First 11 Mos	\$154,728,100	\$104,159,000	+48.5%

Houses & Condos

Wilton

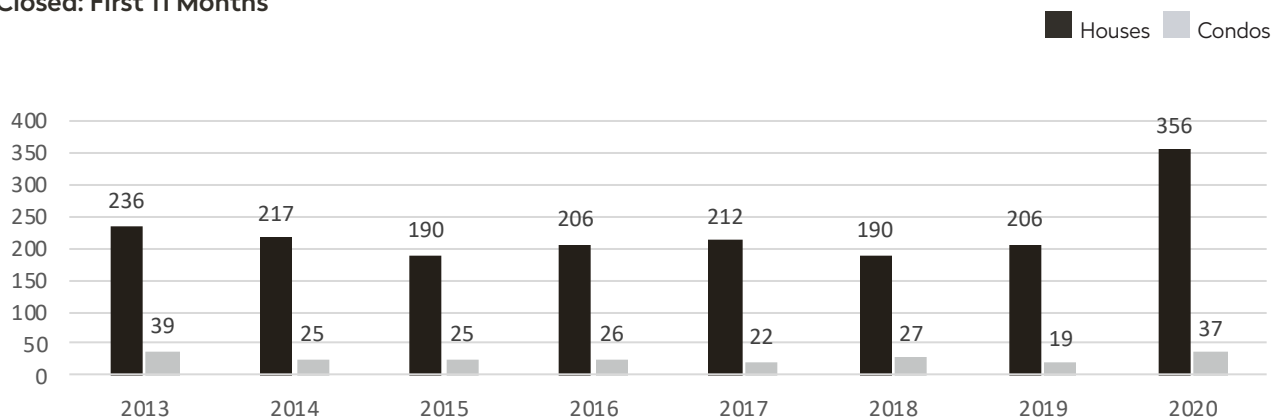
Year to Date Through November 30, 2020

Forty-four houses closed in Wilton during November, a 214% increase from November 2019, while the average closing price was up 53%. Fourteen of the sold houses closed at a price of \$1 million or over compared to zero at that price point in November 2019.

There were 93 active houses on the market in Wilton on November 30, a 46% decrease from a year ago. Fifty-three active houses were priced at \$1 million or under compared to 125 at the same time last year, a 58% decrease.



Closed: First 11 Months



of Houses Closed: First 11 Months

	2020	2019	%
Under \$500K	27	36	-25%
\$500K-\$700K	93	67	+38.8%
\$700K-\$800K	54	27	+100%
\$800K-\$900K	47	24	+95.8%
\$900K-\$1M	42	13	+223.1%
\$1M-\$1.2M	36	15	+140%
\$1.2M-\$1.5M	40	17	+135.3%
\$1.5M-\$2M	15	6	+150%
Over \$2M	2	1	+100%

	2020	2019	% CHANGE
Houses: Closings in November	44	14	+214.3%
Houses: Average Closing Price in November	\$867,214	\$566,429	+53.1%
Houses: Closings First 11 Months	356	206	+72.8%
Houses: Average Closing Price First 11 Months	\$875,046	\$767,601	+14%
Houses: Pending on November 30	34	20	+70%
Houses: Active Inventory on November 30	93	173	-46.2%
Condos: Closings First 11 Months	37	19	+94.7%
Condos: Average Closing Price First 11 Months	\$420,284	\$335,653	+25.2%
Condos: Active Inventory on November 30	6	11	-45.5%
House & Condo \$ Volume of Closings First 11 Mos	\$327,066,818	\$164,503,113	+98.8%

Houses & Condos

Westport

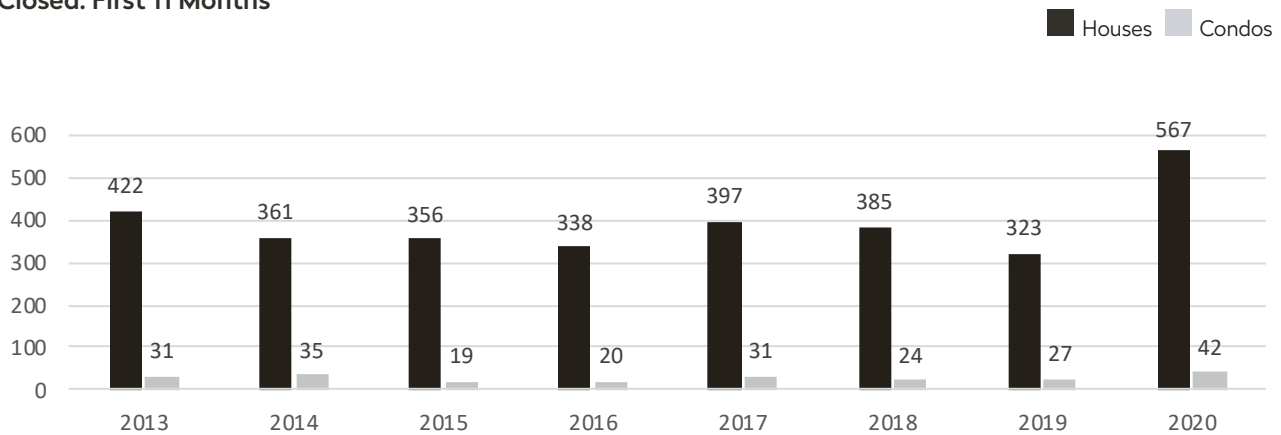
Year to Date Through November 30, 2020

Forty-four houses closed in Westport in November, a 63% increase from November 2019. Across the 44 sold houses, the average closing price was 101.1% of the list price. The average cumulative days on the market for November 2020 house closings was 148 days, down 38% from November of 2019.

There were 72 houses pending (properties with signed contracts) on November 30 with an average list price of \$1.96 million.



Closed: First 11 Months



of Houses Closed: First 11 Months

	2020	2019	%
Under \$750K	77	76	+1.3%
\$750K-\$1M	100	62	+61.3%
\$1M-\$1.2M	60	36	+66.7%
\$1.2M-\$1.5M	101	44	+129.5%
\$1.5M-\$2M	99	54	+83.3%
\$2M-\$2.5M	56	24	+133.3%
\$2.5M-\$3M	30	13	+130.8%
\$3M-\$4M	27	10	+170%
\$4M-\$5M	9	2	+350%
Over \$5M	8	2	+300%

	2020	2019	% CHANGE
Houses: Closings in November	44	27	+63%
Houses: Average Closing Price in November	\$1,427,902	\$1,317,717	+8.4%
Houses: Closings First 11 Months	567	323	+75.5%
Houses: Average Closing Price First 11 Months	\$1,585,963	\$1,349,977	+17.5%
Houses: Pending on November 30	72	30	+140%
Houses: Active Inventory on November 30	194	303	-36%
Condos: Closings First 11 Months	42	27	+55.6%
Condos: Average Closing Price First 11 Months	\$584,508	\$510,214	+14.6%
Condos: Active Inventory on November 30	17	26	-34.6%
House & Condo \$ Volume of Closings First 11 Mos	\$923,790,270	\$449,818,402	+105.4%

Weston

Year to Date Through November 30, 2020

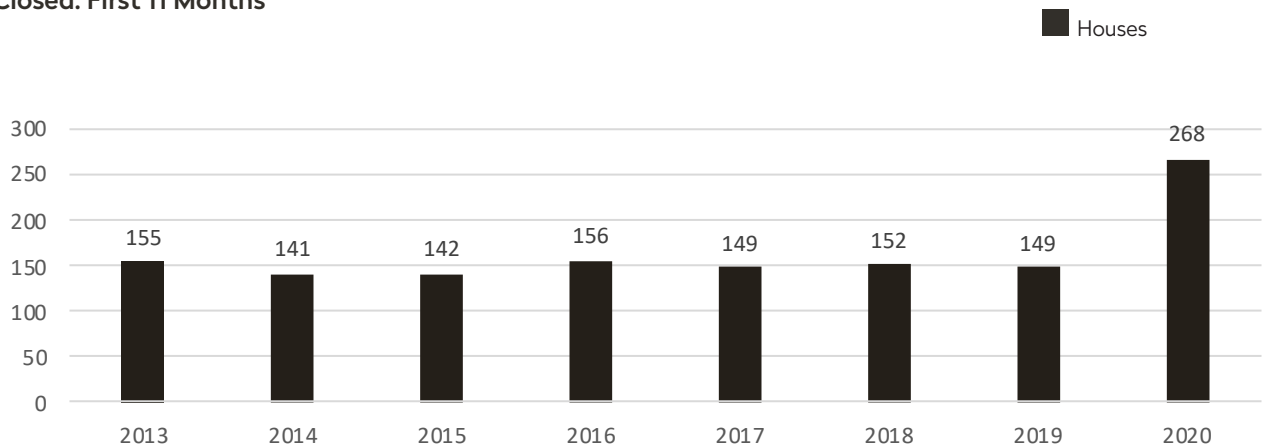
Thirty-one houses closed in Weston during November, an 182% increase from November 2019. Across the 31 sold houses, the average closing price was 101.2% of the list price. The average cumulative days on the market for November house closings was 100 days, down 40% from November of 2019.

There were 60 active houses on the market in Weston on November 30, a 57% decrease from a year ago. Seven active houses were priced under \$700,000 compared to 55 at the same time last year, an 87% decrease.



BHSID 170354471

Closed: First 11 Months



of Houses Closed: First 11 Months

	2020	2019	%
Under \$500K	20	29	-31%
\$500K-\$700K	74	49	+51%
\$700K-\$900K	74	26	+184.6%
\$900K-\$1.2M	53	18	+194.4%
\$1.2M-\$1.5M	30	18	+66.7%
\$1.5M-\$2M	15	7	+114.3%
Over \$2M	2	2	0%

	2020	2019	% CHANGE
Houses: Closings in November	31	11	+181.8%
Houses: Average Closing Price in November	\$990,142	\$766,977	+29.1%
Houses: Closings First 11 Months	268	149	+79.9%
Houses: Average Closing Price First 11 Months	\$895,020	\$795,395	+12.5%
Houses: Pending on November 30	34	13	+161.5%
Houses: Active Inventory on November 30	60	139	-56.8%
Houses \$ Volume of Closings First 11 Mos	\$239,865,465	\$118,513,874	+102.4%

Houses & Condos

Fairfield

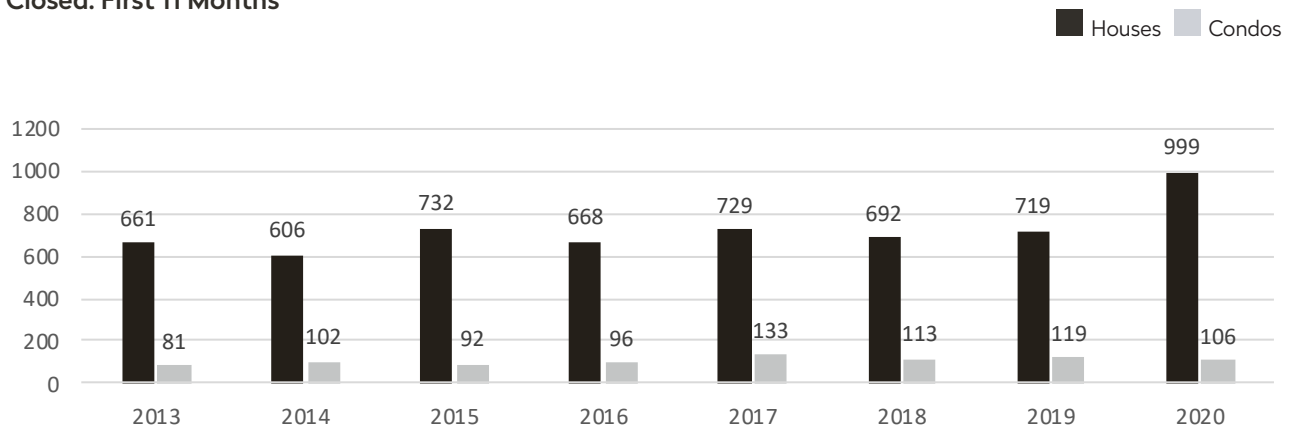
Year to Date Through November 30, 2020

Fairfield had 77 house closings in November, up 43% from November 2019. The average cumulative days on the market for November closings was 96 days compared to 222 days for November 2019 closings, a 57% decrease.

Of the 999 house closings in Fairfield through the first 11 months of the year, 223 sold for \$1 million or over compared to 120 during the same time frame in 2019, an 86% increase.



Closed: First 11 Months



of Houses Closed: First 11 Months

	2020	2019	%
Under \$300K	30	34	-11.8%
\$300K-\$400K	96	91	+5.5%
\$400K-\$500K	147	137	+7.3%
\$500K-\$600K	154	111	+38.7%
\$600K-\$700K	105	80	+31.3%
\$700K-\$800K	107	61	+75.4%
\$800K-\$1M	137	85	+61.2%
\$1M-\$1.2M	64	48	+33.3%
\$1.2M-\$1.5M	65	32	+103.1%
\$1.5M-\$2M	40	24	+66.7%
Over \$2M	54	16	+237.5%

	2020	2019	% CHANGE
Houses: Closings in November	77	54	+42.6%
Houses: Average Closing Price in November	\$926,748	\$715,803	+29.5%
Houses: Closings First 11 Months	999	719	+38.9%
Houses: Average Closing Price First 11 Months	\$862,240	\$707,847	+21.8%
Houses: Pending on November 30	79	40	+97.5%
Houses: Active Inventory on November 30	249	426	-41.5%
Condos: Closings First 11 Months	106	119	-10.9%
Condos: Average Closing Price First 11 Months	\$447,593	\$431,007	+3.8%
Condos: Active Inventory on November 30	36	47	-23.4%
House & Condo \$ Volume of Closings First 11 Mos	\$908,822,268	\$560,232,089	+62.2%

Houses & Condos

Ridgefield

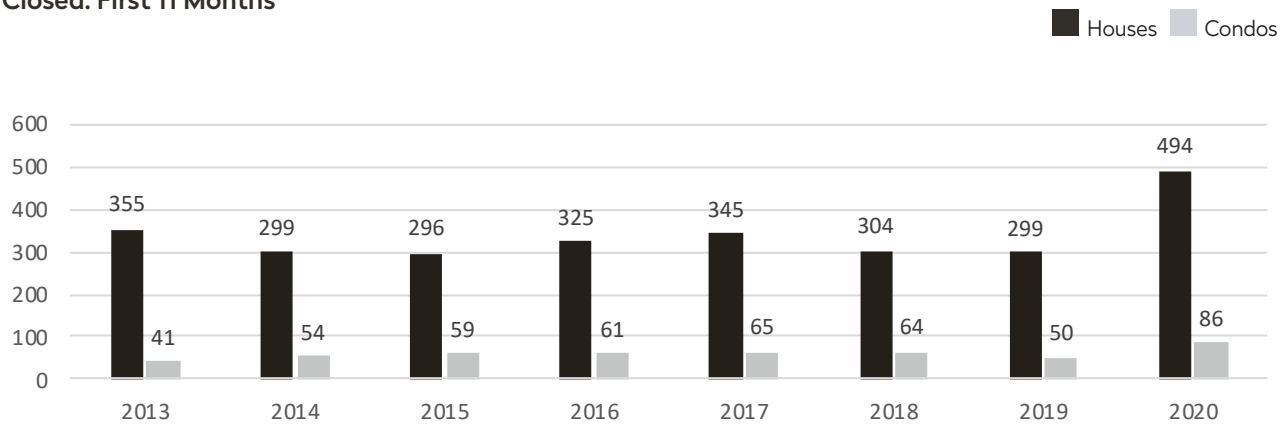
Year to Date Through November 30, 2020

Fifty-nine houses closed in Ridgefield in November, a 195% increase from November 2019. Closed houses spent an average of 97 cumulative days on the market, 45% fewer days than in November 2019.

Seventy-four houses were pending (houses with signed contracts) on November 30 compared to 30 at the same time last year. The pending houses ranged in price from \$225K to \$5.5M with an average list price of \$997 thousand.



Closed: First 11 Months



of Houses Closed: First 11 Months

	2020	2019	%
Under \$400K	52	29	+79.3%
\$400K-\$500K	64	49	+30.6%
\$500K-\$600K	73	48	+52.1%
\$600K-\$700K	59	60	-1.7%
\$700K-\$800K	46	37	+24.3%
\$800K-\$1M	100	38	+163.2%
\$1M-\$1.5M	64	22	+190.9%
\$1.5M-\$2M	26	10	+160%
Over \$2M	10	6	+66.7%

	2020	2019	% CHANGE
Houses: Closings in November	59	20	+195%
Houses: Average Closing Price in November	\$843,171	\$595,060	+41.7%
Houses: Closings First 11 Months	494	299	+65.2%
Houses: Average Closing Price First 11 Months	\$801,123	\$716,086	+11.9%
Houses: Pending on November 30	74	30	+146.7%
Houses: Active Inventory on November 30	128	242	-47.1%
Condos: Closings First 11 Months	86	50	+72%
Condos: Average Closing Price First 11 Months	\$341,029	\$309,163	+10.3%
Condos: Active Inventory on November 30	19	29	-34.5%
House & Condo \$ Volume of Closings First 11 Mos	\$425,083,275	\$229,567,875	+85.2%

Houses & Condos

Redding

Year to Date Through November 30, 2020

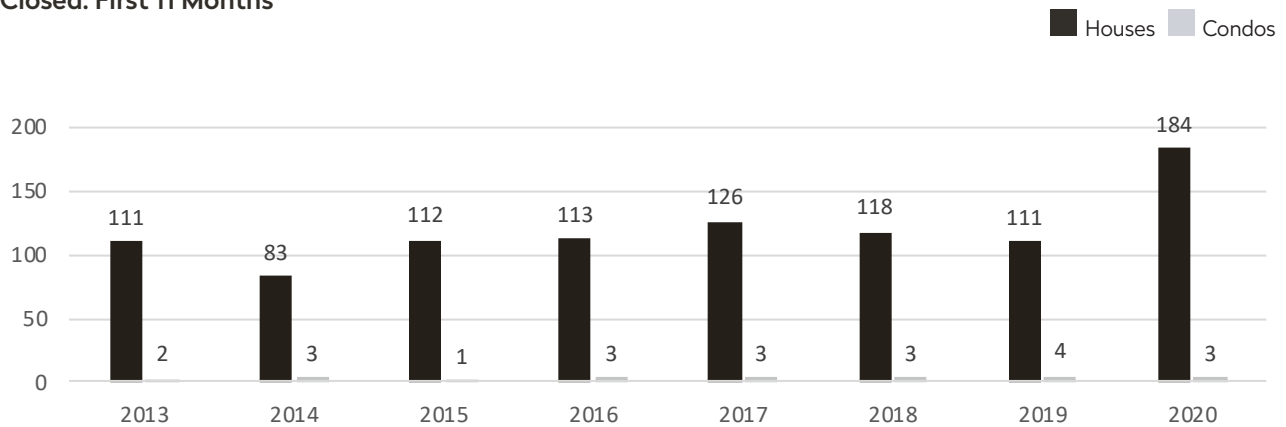
The 184 houses that closed in Redding through the first 11 months of the year represent a 66% increase from the same time frame a year ago. Thirty-one of the houses sold at a price of \$800,000 or over compared to 7 during the same time frame in 2019, a 343% increase.

There were 69 active houses on the market in Redding on November 30, a 30% decrease from a year ago. Ten active houses were priced between \$400k and 600k compared to 42 at the same time last year, a 76% decrease.



BHSID 170311967

Closed: First 11 Months



of Houses Closed: First 11 Months

	2020	2019	%		2020	2019	% CHANGE
Under \$250K	3	4	-25%	Houses: Closings in November	25	7	+257.1%
\$250K-\$400K	24	17	+41.2%	Houses: Average Closing Price in November	\$695,720	\$653,214	+6.5%
\$400K-\$500K	36	26	+38.5%	Houses: Closings First 11 Months	184	111	+65.8%
\$500K-\$600K	41	36	+13.9%	Houses: Average Closing Price First 11 Months	\$651,209	\$549,854	+18.4%
\$600K-\$800K	49	21	+133.3%	Houses: Pending on November 30	22	10	+120%
\$800K-\$1M	14	2	+600%	Houses: Active Inventory on November 30	69	99	-30.3%
Over \$1M	17	5	+240%	Condos: Closings First 11 Months	3	4	-25%
				Condos: Average Closing Price First 11 Months	\$317,500	\$387,500	-18.1%
				Condos: Active Inventory on November 30	2	2	0%
				House & Condo \$ Volume of Closings First 11 Mos	\$120,774,965	\$62,583,810	+93%

Easton

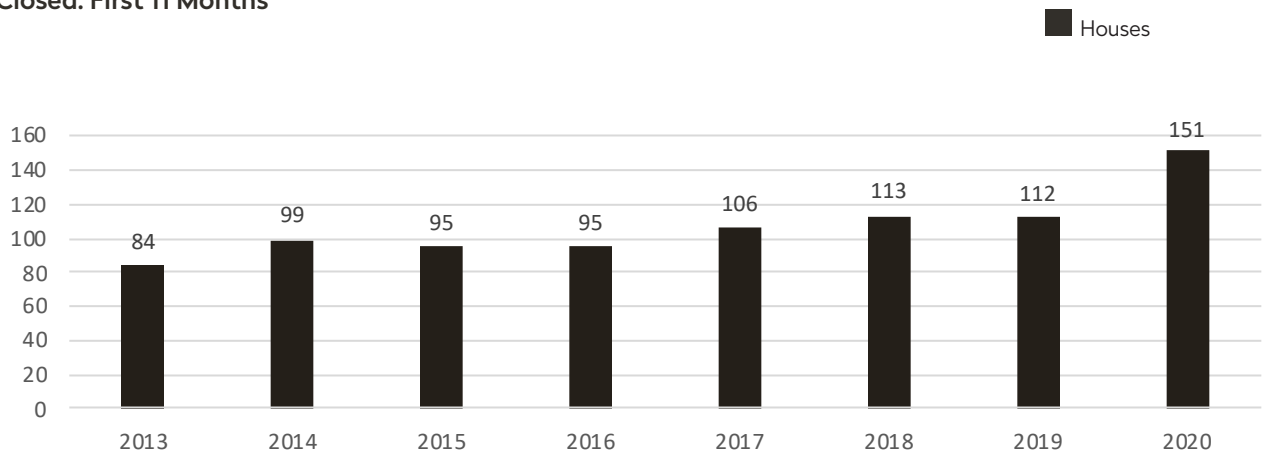
Year to Date Through November 30, 2020

The 13 Easton houses that sold in November had an average closing price of \$790K, 32% higher than November of 2019. Across the 13 sold houses, the average closing price was 99.9% of the list price, with the two highest priced houses both closing for over the list price.

Through the first 11 months of the year 11 houses in Easton closed for over \$1 million as compared to two in that same time frame in 2019.



Closed: First 11 Months



of Houses Closed: First 11 Months

	2020	2019	%
Under \$400K	16	10	+60%
\$400K-\$500K	28	21	+33.3%
\$500K-\$600K	41	32	+28.1%
\$600K-\$700K	30	22	+36.4%
\$700K-\$1M	26	25	+4%
\$1M-\$1.5M	10	1	+900%
Over \$1.5M	0	1	-100%

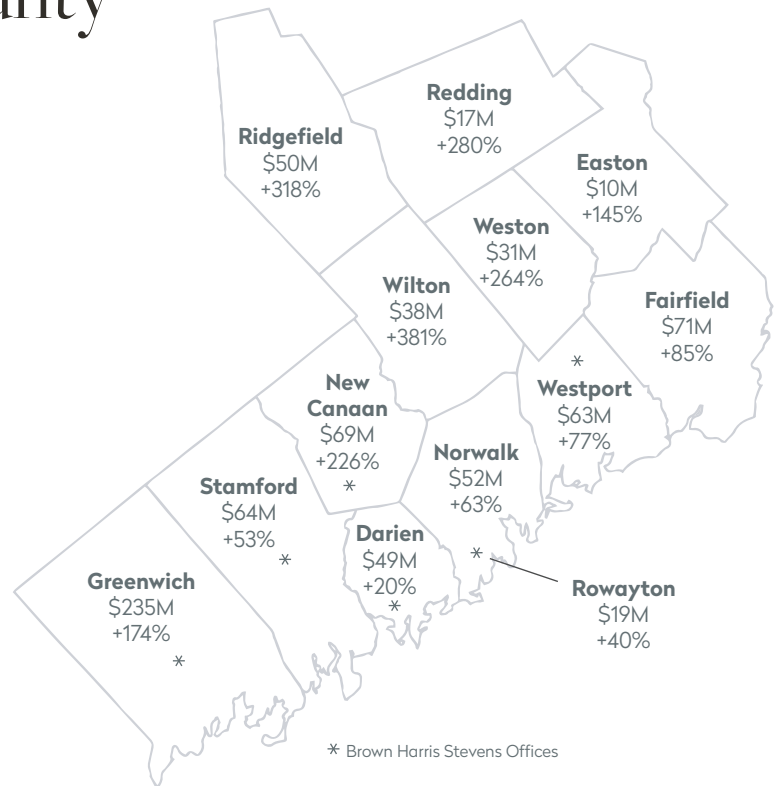
	2020	2019	% CHANGE
Houses: Closings in November	13	7	+85.7%
Houses: Average Closing Price in November	\$789,654	\$599,286	+31.8%
Houses: Closings First 11 Months	151	112	+34.8%
Houses: Average Closing Price First 11 Months	\$615,253	\$600,614	+2.4%
Houses: Pending on November 30	15	7	+114.3%
Houses: Active Inventory on November 30	59	83	-28.9%
Houses \$ Volume of Closings First 11 Mos	\$92,903,192	\$67,268,764	+38.1%

YTD 11.30.2020

Lower Fairfield County

Dollar Volume of House Sales In November: 2020 vs. 2019

To the right is a look at the total dollar volume of house sales for each Lower Fairfield County town for the month of November and the percentage change as it compares to November of 2019. Collectively, the dollar volume of closings was \$749 million, an increase of 125% vs. November of 2019.



House Closings in November

Town	# of Closed Houses		% change	Average Closing Price		% change
	2020	2019		2020	2019	
Darien	27	20	+35%	\$1,817,278	\$2,041,700	-11%
Easton	13	7	+85.7%	\$789,654	\$599,286	+31.8%
Fairfield	77	54	+42.6%	\$926,748	\$715,803	+29.5%
All of Greenwich	92	40	+130%	\$2,555,726	\$2,143,738	+19.2%
New Canaan	41	13	+215.4%	\$1,671,238	\$1,616,538	+3.4%
Norwalk	66	44	+50%	\$782,813	\$721,911	+8.4%
Redding	25	7	+257.1%	\$695,720	\$653,214	+6.5%
Ridgefield	59	20	+195%	\$843,171	\$595,060	+41.7%
Rowayton*	11	6	+83.3%	\$1,742,500	\$2,281,667	-23.6%
Stamford	86	64	+34.4%	\$741,090	\$652,887	+13.5%
Weston	31	11	+181.8%	\$990,142	\$766,977	+29.1%
Westport	44	27	+63%	\$1,427,902	\$1,317,717	+8.4%
Wilton	44	14	+214.3%	\$867,214	\$566,429	+53.1%

*Rowayton closing data also included in Norwalk.

YTD Through November 30, 2020 Connecticut Market Report

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