

YTD Through October 2021
Connecticut Market Report

Connecticut

Brown Harris Stevens

Houses & Condos

All of Greenwich

Year to Date Through October 2021

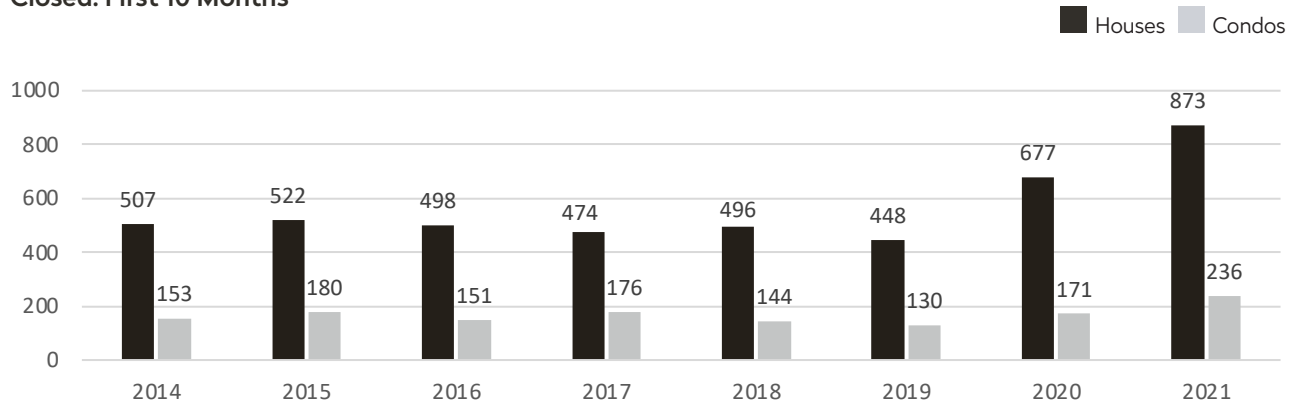
Forty-three houses closed across All of Greenwich (Greenwich, Cos Cob, Riverside, and Old Greenwich) in October, a 57% decrease year-over-year but still about the town's average number of closings for the month over the past decade. Inventory remains a challenge with just 269 active house listings on October 31, less than half of what All of Greenwich has typically seen at this time of year.

The high-end market continues to be strong. Twenty-seven of the 80 houses pending on October 31 were in the over \$4M price point.



BHSID 170445473

Closed: First 10 Months



of Houses Closed: First 10 Months

	2021	2020	%
Under \$1M	91	90	+1.1%
\$1M-\$1.5M	133	117	+13.7%
\$1.5M-\$2M	116	113	+2.7%
\$2M-\$2.5M	137	85	+61.2%
\$2.5M-\$3M	85	71	+19.7%
\$3M-\$4M	134	104	+28.8%
\$4M-\$5M	60	35	+71.4%
\$5M-\$7M	71	35	+102.9%
Over \$7M	46	27	+70.4%

	2021	2020	% CHANGE
Houses: Closings in October	43	99	-56.6%
Houses: Average Closing Price in October	\$2,859,849	\$3,153,132	-9.3%
Houses: Closings First 10 Months	873	677	+29%
Houses: Average Closing Price First 10 Months	\$2,977,167	\$2,671,306	+11.4%
Houses: Pending on October 31	80	103	-22.3%
Houses: Active Inventory on October 31	269	536	-49.8%
Condos: Closings First 10 Months	236	171	+38%
Condos: Average Closing Price First 10 Months	\$1,021,953	\$920,207	+11.1%
Condos: Active Inventory on October 31	75	138	-45.7%
House & Condo \$ Volume of Closings First 10 Mos	2,840,247,888	1,965,829,411	+44.5%

Houses & Condos

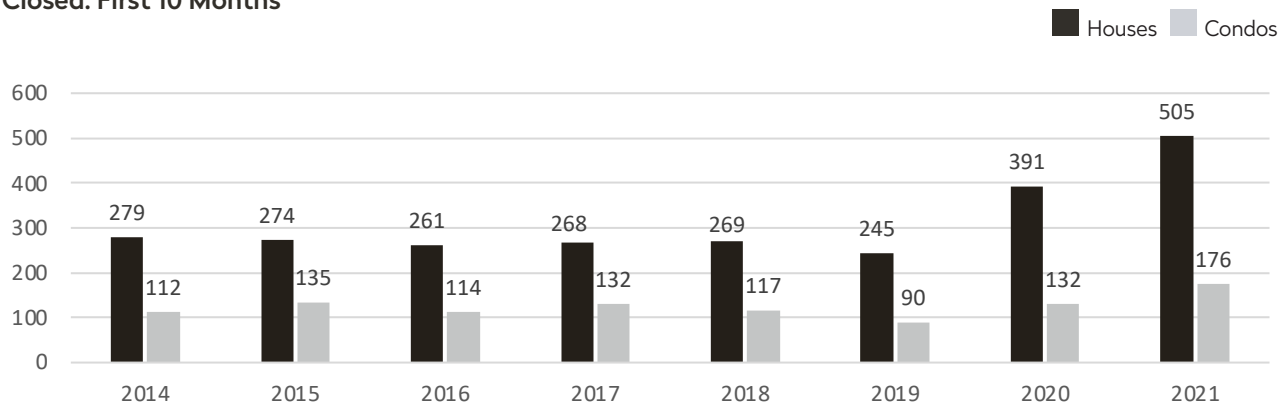
Greenwich

Year to Date Through October 2021

Twenty-nine houses closed in Greenwich in October, a 52% decrease year-over-year but still the second most number of house closings for the month since 2013. The Greenwich condo market continues to be active with 176 condo closings through the year's first 10 months, the highest number of condo closings for this 10-month time period in the past two decades. Low inventory continues to be a challenge. Both the 213 active house listings and 54 active condo listings on October 31 are about half what Greenwich has typically averaged this time of year.



Closed: First 10 Months



of Houses Closed: First 10 Months

	2021	2020	%		2021	2020	% CHANGE
Under \$1M	61	48	+27.1%	Houses: Closings in October	29	60	-51.7%
\$1M-\$1.5M	54	57	-5.3%	Houses: Average Closing Price in October	\$3,132,746	\$3,508,026	-10.7%
\$1.5M-\$2M	46	51	-9.8%	Houses: Closings First 10 Months	505	391	+29.2%
\$2M-\$2.5M	71	49	+44.9%	Houses: Average Closing Price First 10 Months	\$3,430,435	\$3,030,033	+13.2%
\$2.5M-\$3M	49	45	+8.9%	Houses: Pending on October 31	47	56	-16.1%
\$3M-\$4M	82	66	+24.2%	Houses: Active Inventory on October 31	213	391	-45.5%
\$4M-\$5M	45	22	+104.5%	Condos: Closings First 10 Months	176	132	+33.3%
\$5M-\$7M	55	29	+89.7%	Condos: Average Closing Price First 10 Months	\$1,126,715	\$976,856	+15.3%
Over \$7M	42	24	+75%	Condos: Active Inventory on October 31	54	104	-48.1%
				House & Condo \$ Volume of Closings First 10 Mos	1,930,671,621	1,313,688,001	+47%

Houses & Condos

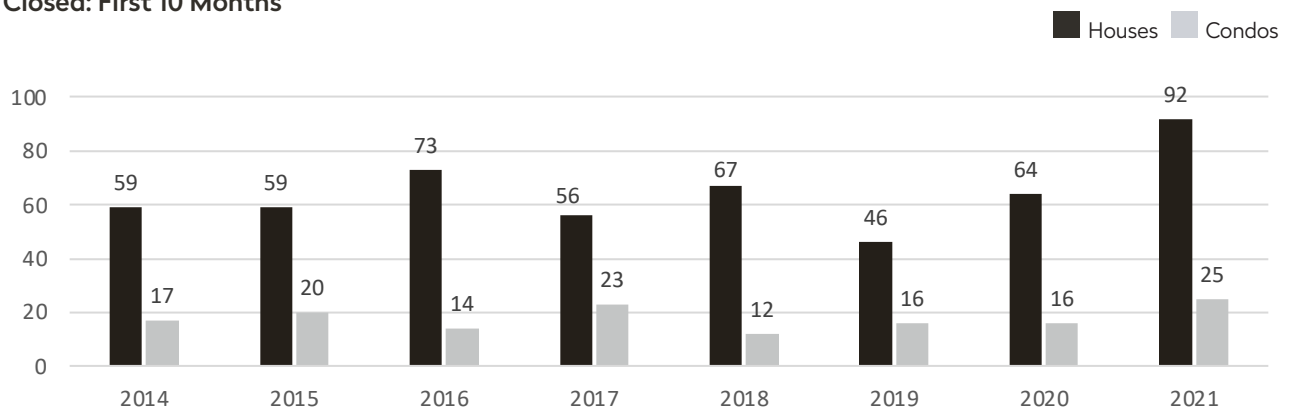
Cos Cob

Year to Date Through October 2021

Ninety-two houses closed in Cos Cob through the first 10 months of 2021, a 44% year-over-year increase and the most for this time period in the past two decades. Low inventory continues to be a challenge. There were just 18 active house listings on October 31, about a third of what Cos Cob has typically averaged this time of year. The low inventory and strong demand continue to drive a sustained seller's market. The absorption rate (the amount of time it would take to sell all inventory at the current rate of sales) for houses in Cos Cob at the end of October stood at 1.9 months.



Closed: First 10 Months



of Houses Closed: First 10 Months

	2021	2020	%
Under \$1M	15	20	-25%
\$1M-\$1.5M	36	17	+111.8%
\$1.5M-\$2M	15	15	0%
\$2M-\$2.5M	16	6	+166.7%
\$2.5M-\$3M	3	4	-25%
Over \$3M	7	2	+250%

	2021	2020	% CHANGE
Houses: Closings in October	5	8	-37.5%
Houses: Average Closing Price in October	\$1,283,400	\$1,420,375	-9.6%
Houses: Closings First 10 Months	92	64	+43.8%
Houses: Average Closing Price First 10 Months	\$1,659,024	\$1,433,223	+15.8%
Houses: Pending on October 31	6	10	-40%
Houses: Active Inventory on October 31	18	49	-63.3%
Condos: Closings First 10 Months	25	16	+56.3%
Condos: Average Closing Price First 10 Months	\$793,820	\$770,313	+3.1%
Condos: Active Inventory on October 31	14	16	-12.5%
House & Condo \$ Volume of Closings First 10 Mos	172,475,724	104,051,250	+65.8%

Houses & Condos

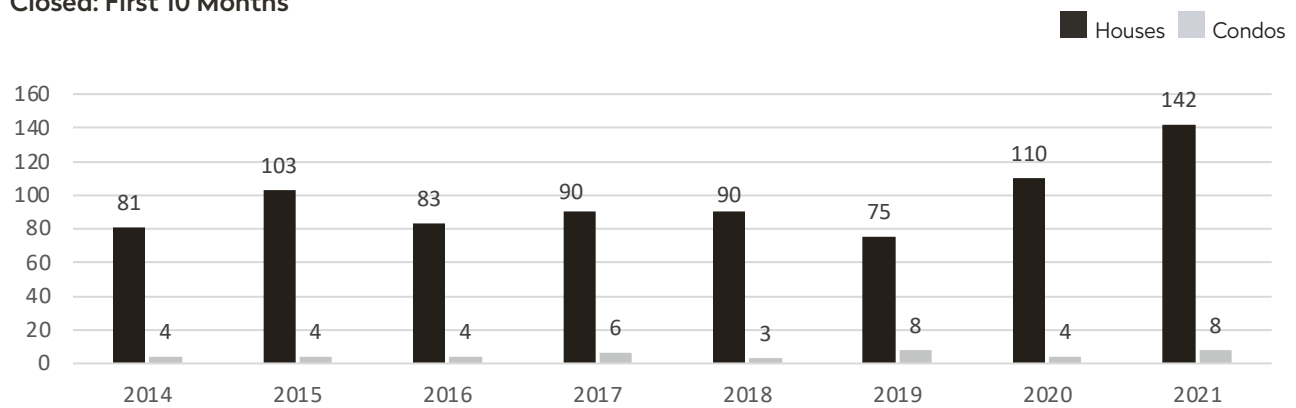
Riverside

Year to Date Through October 2021

One-hundred forty-two houses have closed in Riverside in 2021 through October, up 29% year-over-year and the most closings for this 10-month time period in the past two decades. Inventory remains a challenge with just 20 active house listings on October 31, about one-quarter the number Riverside has typically averaged this time of year. The absorption rate (the amount of time it would take to sell all inventory at the current rate of sales) for houses in Riverside at the end of October stood at 1.4 months.



Closed: First 10 Months



of Houses Closed: First 10 Months

	2021	2020	%
Under \$1M	11	12	-8.3%
\$1M-\$1.5M	22	17	+29.4%
\$1.5M-\$2M	28	24	+16.7%
\$2M-\$2.5M	24	15	+60%
\$2.5M-\$3M	16	10	+60%
\$3M-\$4M	24	21	+14.3%
\$4M-\$5M	7	6	+16.7%
Over \$5M	10	5	+100%

	2021	2020	% CHANGE
Houses: Closings in October	2	14	-85.7%
Houses: Average Closing Price in October	\$1,775,938	\$3,332,571	-46.7%
Houses: Closings First 10 Months	142	110	+29.1%
Houses: Average Closing Price First 10 Months	\$2,538,346	\$2,551,941	-0.5%
Houses: Pending on October 31	14	18	-22.2%
Houses: Active Inventory on October 31	20	52	-61.5%
Condos: Closings First 10 Months	8	4	+100%
Condos: Average Closing Price First 10 Months	\$752,500	\$673,250	+11.8%
Condos: Active Inventory on October 31	4	5	-20%
House & Condo \$ Volume of Closings First 10 Mos	366,465,125	283,406,529	+29.3%

Houses & Condos

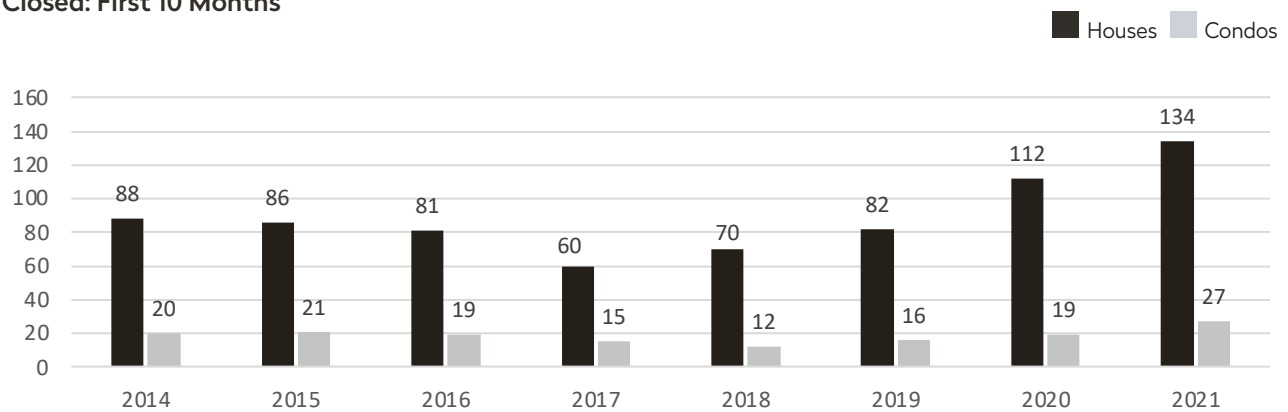
Old Greenwich

Year to Date Through October 2021

Seven houses closed in Old Greenwich in October, a 59% decrease year-over-year but still about the average number of closings for the month over the past decade. Activity in the high-end market remains strong with two house closings in October at over \$6M. Low inventory continues to be a challenge. The 18 active house listings on October 31 is about one-third the number Old Greenwich has typically averaged this time of year.



Closed: First 10 Months



of Houses Closed: First 10 Months

	2021	2020	%
Under \$1M	4	10	-60%
\$1M-\$1.5M	21	26	-19.2%
\$1.5M-\$2M	27	23	+17.4%
\$2M-\$2.5M	26	15	+73.3%
\$2.5M-\$3M	17	12	+41.7%
\$3M-\$4M	22	15	+46.7%
\$4M-\$5M	7	7	0%
Over \$5M	10	4	+150%

	2021	2020	% CHANGE
Houses: Closings in October	7	17	-58.8%
Houses: Average Closing Price in October	\$3,165,000	\$2,568,206	+23.2%
Houses: Closings First 10 Months	134	112	+19.6%
Houses: Average Closing Price First 10 Months	\$2,638,970	\$2,243,671	+17.6%
Houses: Pending on October 31	13	19	-31.6%
Houses: Active Inventory on October 31	18	44	-59.1%
Condos: Closings First 10 Months	27	19	+42.1%
Condos: Average Closing Price First 10 Months	\$630,130	\$704,868	-10.6%
Condos: Active Inventory on October 31	3	13	-76.9%
House & Condo \$ Volume of Closings First 10 Mos	370,635,418	264,683,631	+40%

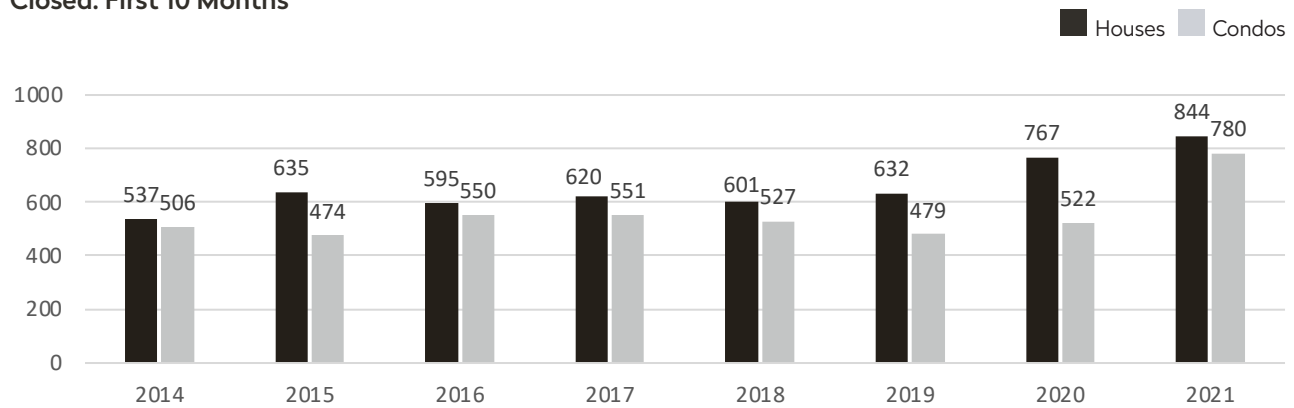
Stamford

Year to Date Through October 2021

Eighty-six houses closed in Stamford in October, a 31% decrease year-over-year but still the second most number of closings for the month in the past two decades. Low inventory continues to be a challenge. There were just 190 active house listings on October 31, less than half what Stamford has typically averaged this time of year. The low inventory and strong demand continue to drive a sustained seller's market. In October, closed houses spent on average just 64 cumulative days on the market, below 100 days for the 10th straight month.



Closed: First 10 Months



of Houses Closed: First 10 Months

	2021	2020	%
Under \$400K	23	62	-62.9%
\$400K-\$500K	85	127	-33.1%
\$500K-\$600K	147	158	-7%
\$600K-\$700K	159	125	+27.2%
\$700K-\$800K	107	103	+3.9%
\$800K-\$1M	163	99	+64.6%
\$1M-\$1.2M	50	38	+31.6%
\$1.2M-\$1.5M	64	35	+82.9%
\$1.5M-\$2M	26	9	+188.9%
Over \$2M	20	11	+81.8%

	2021	2020	% CHANGE
Houses: Closings in October	86	124	-30.6%
Houses: Average Closing Price in October	\$837,190	\$816,586	+2.5%
Houses: Closings First 10 Months	844	767	+10%
Houses: Average Closing Price First 10 Months	\$826,148	\$715,075	+15.5%
Houses: Pending on October 31	85	92	-7.6%
Houses: Active Inventory on October 31	190	290	-34.5%
Condos: Closings First 10 Months	780	522	+49.4%
Condos: Average Closing Price First 10 Months	\$354,740	\$361,620	-1.9%
Condos: Active Inventory on October 31	205	325	-36.9%
House & Condo \$ Volume of Closings First 10 Mos	973,966,154	737,228,320	+32.1%

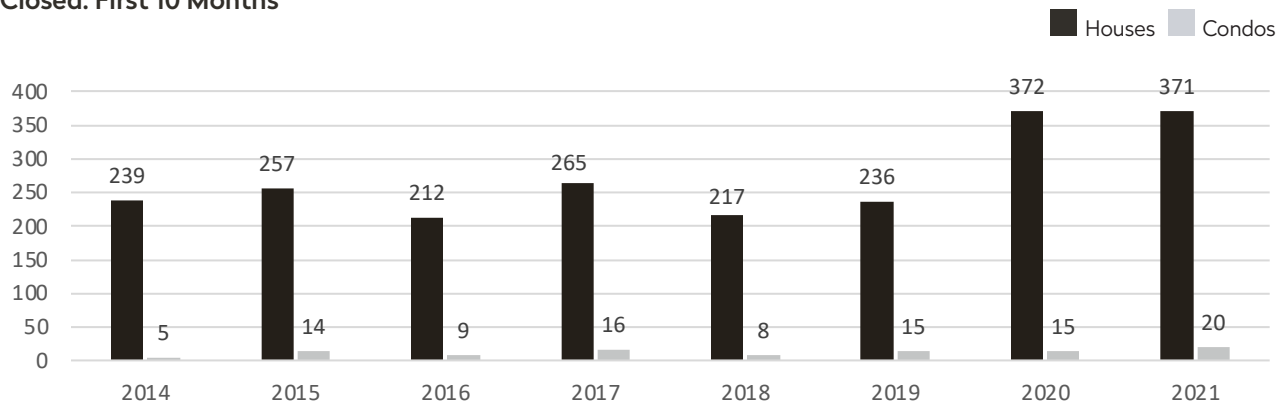
Darien

Year to Date Through October 2021

Twenty-one houses closed in Darien in October, a 53% decrease year-over-year but still the second most number of closings for the month since 2015. Low inventory continues to be a challenge. There were just 58 active house listings on October 31, less than a third of what Darien has typically averaged this time of year. The low inventory and strong demand continue to drive a sustained seller's market. In October, closed houses spent on average just 75 cumulative days on the market, below 100 days for the seventh straight month. Meanwhile, buyers on average paid 101.9% of the list price, above 100% for the fifth time in the last six months.



Closed: First 10 Months



of Houses Closed: First 10 Months

	2021	2020	%		2021	2020	% CHANGE
Under \$1M	63	87	-27.6%	Houses: Closings in October	21	45	-53.3%
\$1M-\$1.5M	100	116	-13.8%	Houses: Average Closing Price in October	\$2,268,214	\$1,712,600	+32.4%
\$1.5M-\$2M	80	83	-3.6%	Houses: Closings First 10 Months	371	372	-0.3%
\$2M-\$2.5M	31	30	+3.3%	Houses: Average Closing Price First 10 Months	\$1,932,243	\$1,632,509	+18.4%
\$2.5M-\$3M	43	29	+48.3%	Houses: Pending on October 31	37	40	-7.5%
\$3M-\$4M	32	17	+88.2%	Houses: Active Inventory on October 31	58	143	-59.4%
\$4M-\$5M	16	9	+77.8%	Condos: Closings First 10 Months	20	15	+33.3%
Over \$5M	6	1	+500%	Condos: Average Closing Price First 10 Months	\$941,925	\$892,433	+5.5%
				Condos: Active Inventory on October 31	0	6	NA
				House & Condo \$ Volume of Closings First 10 Mos	735,700,712	620,679,949	+18.5%

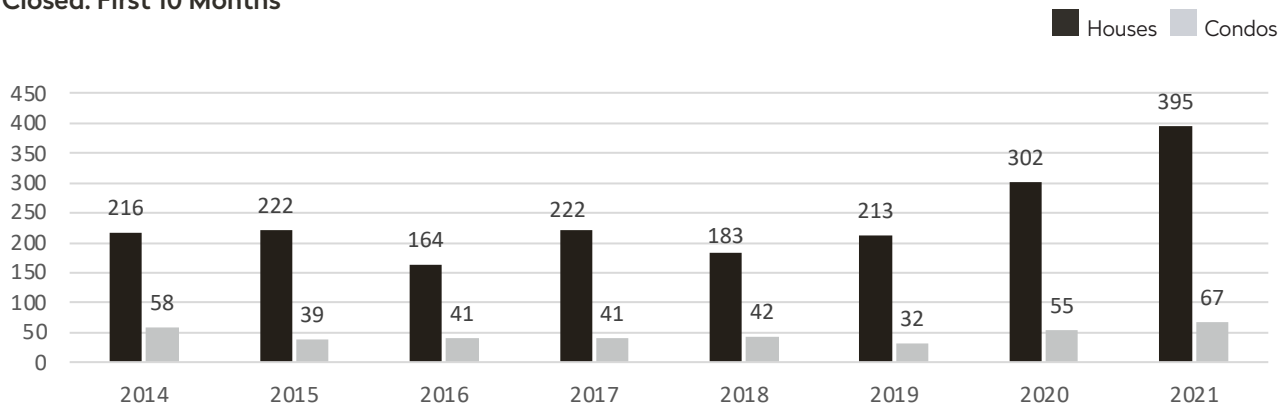
New Canaan

Year to Date Through October 2021

Twenty-three houses closed in New Canaan in October, a 23% decrease year-over-year but still the third most number of closings for the month since at least 2001. Low inventory continues to be a challenge. There were just 91 active house listings on October 31, about a third of what New Canaan has typically averaged this time of year and one of the fewest number of active listings the town has had in 2021. The low inventory and strong demand continue to drive a sustained seller's market. The absorption rate (the amount of time it would take to sell all inventory at the current rate of sales) for houses in New Canaan at the end of October stood at 2.3 months.



Closed: First 10 Months



of Houses Closed: First 10 Months

	2021	2020	%		2021	2020	% CHANGE
Under \$1M	39	69	-43.5%	Houses: Closings in October	23	30	-23.3%
\$1M-\$1.5M	106	101	+5%	Houses: Average Closing Price in October	\$1,862,043	\$1,761,365	+5.7%
\$1.5M-\$2M	95	56	+69.6%	Houses: Closings First 10 Months	395	302	+30.8%
\$2M-\$2.5M	64	30	+113.3%	Houses: Average Closing Price First 10 Months	\$1,976,949	\$1,667,669	+18.5%
\$2.5M-\$3M	38	17	+123.5%	Houses: Pending on October 31	32	63	-49.2%
\$3M-\$4M	36	20	+80%	Houses: Active Inventory on October 31	91	189	-51.9%
\$4M-\$5M	13	6	+116.7%	Condos: Closings First 10 Months	67	55	+21.8%
\$5M-\$7M	3	2	+50%	Condos: Average Closing Price First 10 Months	\$1,050,047	\$761,407	+37.9%
Over \$7M	1	1	0%	Condos: Active Inventory on October 31	52	41	+26.8%
				House & Condo \$ Volume of Closings First 10 Mos	851,247,879	545,513,376	+56%

Houses & Condos

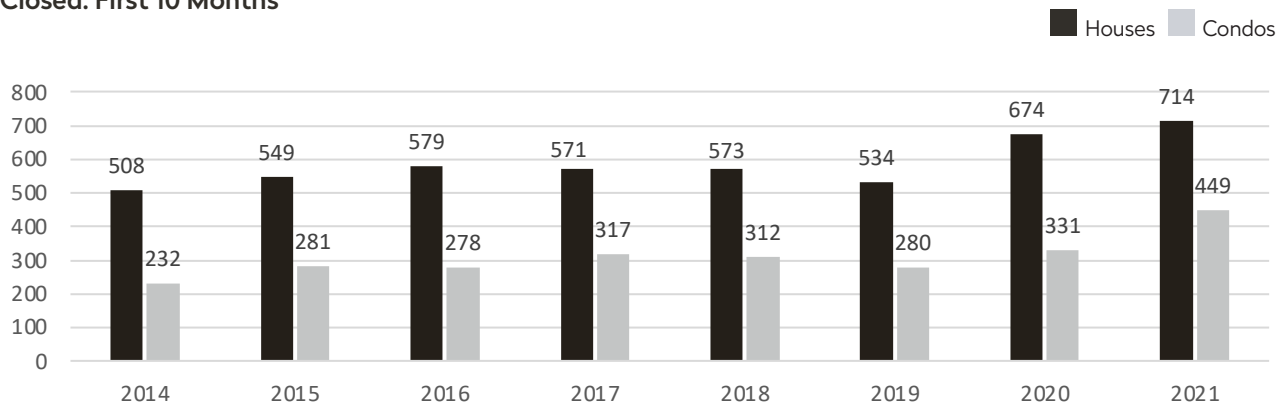
Norwalk

Year to Date Through October 2021

Seventy-one houses closed in Norwalk in October, a 37% decrease year-over-year but still the second most number of closings for the month since 2003. Low inventory continues to be a challenge. There were just 155 active house listings on October 31, about one-half what Norwalk has typically averaged this time of year. The low inventory and strong demand continue to drive a sustained seller's market. In October, closed houses spent on average just 50 cumulative days on the market, below 100 days for the seventh straight month. Meanwhile, buyers on average paid 100.5% of the list price, above 100% for the seventh-straight month.



Closed: First 10 Months



of Houses Closed: First 10 Months

	2021	2020	%		2021	2020	% CHANGE
Under \$300K	3	16	-81.3%	Houses: Closings in October	71	113	-37.2%
\$300K-\$400K	56	82	-31.7%	Houses: Average Closing Price in October	\$775,795	\$834,305	-7%
\$400K-\$500K	163	178	-8.4%	Houses: Closings First 10 Months	714	674	+5.9%
\$500K-\$600K	157	151	+4%	Houses: Average Closing Price First 10 Months	\$773,670	\$680,504	+13.7%
\$600K-\$800K	161	121	+33.1%	Houses: Pending on October 31	87	81	+7.4%
\$800K-\$1M	63	37	+70.3%	Houses: Active Inventory on October 31	155	249	-37.8%
\$1M-\$1.5M	48	53	-9.4%	Condos: Closings First 10 Months	449	331	+35.6%
\$1.5M-\$2M	25	17	+47.1%	Condos: Average Closing Price First 10 Months	\$353,141	\$317,775	+11.1%
\$2M-\$3M	26	13	+100%	Condos: Active Inventory on October 31	90	149	-39.6%
Over \$3M	12	6	+100%	House & Condo \$ Volume of Closings First 10 Mos	710,961,171	563,842,822	+26.1%

Houses & Condos

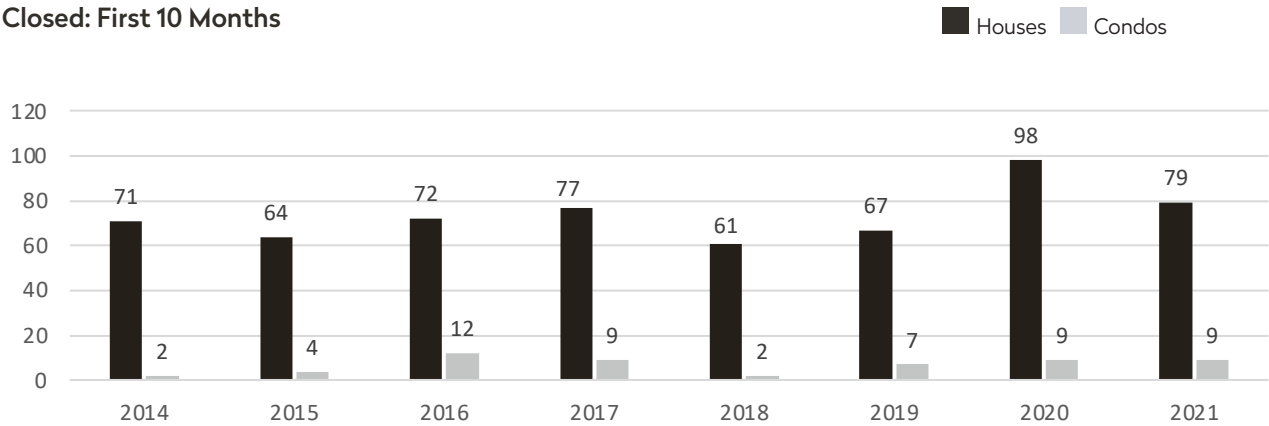
Rowayton

Year to Date Through October 2021

Seventy-nine houses closed in Rowayton in 2021 through October, down 19% year-over-year but still the second-highest number of closings for this 10-month time period since 2006. Inventory remains a challenge with just 10 active house listings on October 31, down 66% from the same time last year and 86% from the end of October in 2019, when there were 76 active houses. The absorption rate (the amount of time it would take to sell all inventory at the current rate of sales) for houses in Rowayton at the end of October stood at 1.3 months.



Closed: First 10 Months



of Houses Closed: First 10 Months

	2021	2020	%
Under \$600K	6	8	-25%
\$600K-\$1M	14	27	-48.1%
\$1M-\$1.5M	15	36	-58.3%
\$1.5M-\$2M	17	14	+21.4%
\$2M-\$3M	19	10	+90%
Over \$3M	8	3	+166.7%

	2021	2020	% CHANGE
Houses: Closings in October	4	21	-81%
Houses: Average Closing Price in October	\$1,766,500	\$1,582,167	+11.7%
Houses: Closings First 10 Months	79	98	-19.4%
Houses: Average Closing Price First 10 Months	\$1,724,391	\$1,296,843	+33%
Houses: Pending on October 31	11	14	-21.4%
Houses: Active Inventory on October 31	10	29	-65.5%
Condos: Closings First 10 Months	9	9	0%
Condos: Average Closing Price First 10 Months	\$2,280,333	\$896,667	+154.3%
Condos: Active Inventory on October 31	0	3	NA
House & Condo \$ Volume of Closings First 10 Mos	156,749,885	135,160,600	+16%

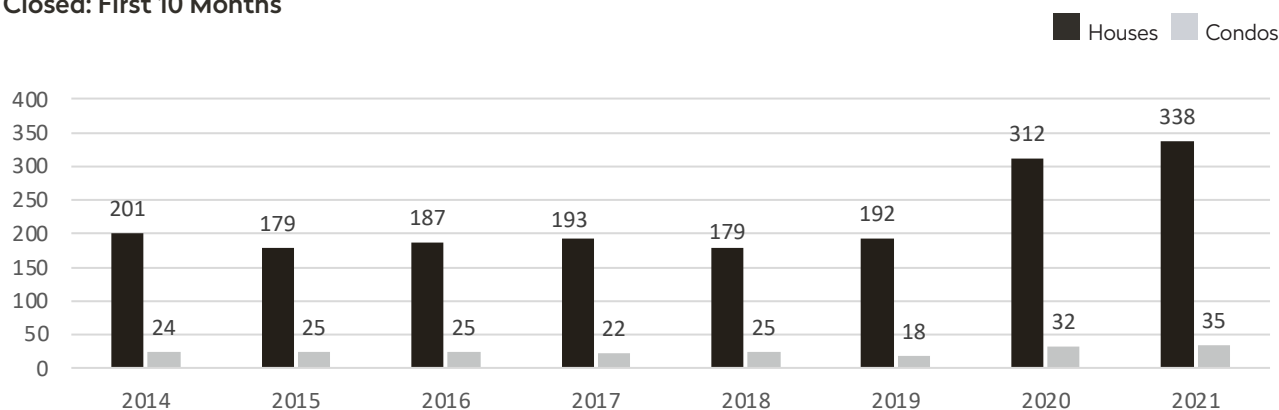
Wilton

Year to Date Through October 2021

Twenty-six houses closed in Wilton in October, a 45% decrease year-over-year but still the second most number of closings for the month since 2003. Low inventory continues to be a challenge. There were just 58 active house listings on October 31, about one-third of what Wilton has typically averaged this time of year. The low inventory and strong demand continue to drive a sustained seller's market. In October, closed houses spent on average just 60 cumulative days on the market, below 100 days for the seventh straight month.



Closed: First 10 Months



of Houses Closed: First 10 Months

	2021	2020	%
Under \$500K	17	22	-22.7%
\$500K-\$700K	43	84	-48.8%
\$700K-\$800K	49	48	+2.1%
\$800K-\$900K	47	42	+11.9%
\$900K-\$1M	35	37	-5.4%
\$1M-\$1.2M	42	28	+50%
\$1.2M-\$1.5M	49	35	+40%
\$1.5M-\$2M	37	14	+164.3%
Over \$2M	19	2	+850%

	2021	2020	% CHANGE
Houses: Closings in October	26	47	-44.7%
Houses: Average Closing Price in October	\$1,162,781	\$949,074	+22.5%
Houses: Closings First 10 Months	338	312	+8.3%
Houses: Average Closing Price First 10 Months	\$1,072,150	\$876,150	+22.4%
Houses: Pending on October 31	23	45	-48.9%
Houses: Active Inventory on October 31	58	125	-53.6%
Condos: Closings First 10 Months	35	32	+9.4%
Condos: Average Closing Price First 10 Months	\$450,594	\$415,281	+8.5%
Condos: Active Inventory on October 31	5	15	-66.7%
House & Condo \$ Volume of Closings First 10 Mos	378,157,543	286,647,918	+31.9%

Houses & Condos

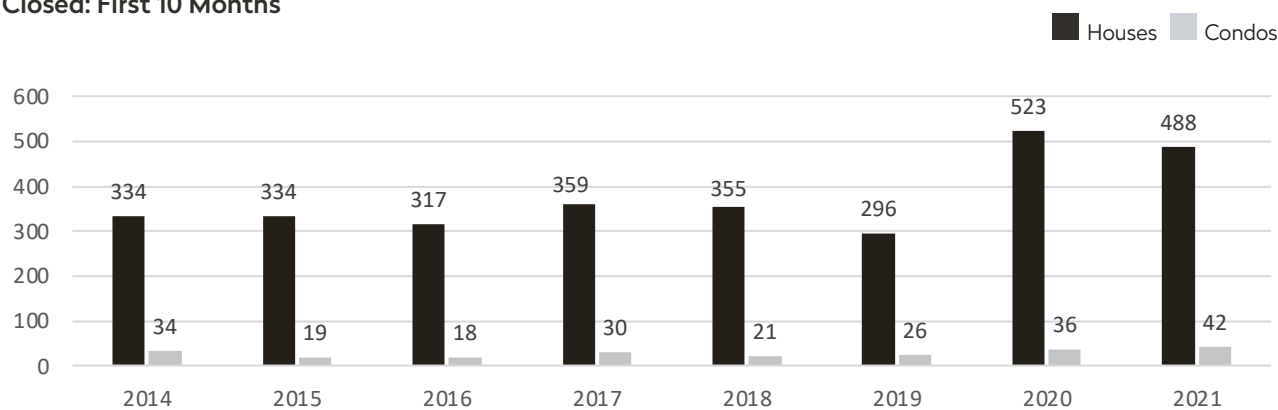
Westport

Year to Date Through October 2021

Thirty-two houses closed in Westport in October, a 45% decrease year-over-year but still the second most number of closings for the month since 2015. Low inventory continues to be a challenge. There were just 143 active house listings on October 31, less than half what Westport has typically averaged this time of year. The low inventory and strong demand continue to drive a sustained seller's market. In October, closed houses spent on average just 87 cumulative days on the market, below 100 days for the eighth straight month. Buyers on average paid 100.3% of the list price, above 100% for the seventh time in the last eight months.



Closed: First 10 Months



of Houses Closed: First 10 Months

	2021	2020	%		2021	2020	% CHANGE
Under \$750K	33	69	-52.2%	Houses: Closings in October	32	58	-44.8%
\$750K-\$1M	76	93	-18.3%	Houses: Average Closing Price in October	\$1,620,367	\$1,780,818	-9%
\$1M-\$1.2M	44	54	-18.5%	Houses: Closings First 10 Months	488	523	-6.7%
\$1.2M-\$1.5M	73	94	-22.3%	Houses: Average Closing Price First 10 Months	\$1,838,192	\$1,599,260	+14.9%
\$1.5M-\$2M	91	91	0%	Houses: Pending on October 31	57	66	-13.6%
\$2M-\$2.5M	75	53	+41.5%	Houses: Active Inventory on October 31	143	221	-35.3%
\$2.5M-\$3M	37	27	+37%	Condos: Closings First 10 Months	42	36	+16.7%
\$3M-\$4M	38	25	+52%	Condos: Average Closing Price First 10 Months	\$733,918	\$575,068	+27.6%
\$4M-\$5M	11	9	+22.2%	Condos: Active Inventory on October 31	16	17	-5.9%
Over \$5M	10	8	+25%	House & Condo \$ Volume of Closings First 10 Mos	927,862,409	857,115,682	+8.3%

Houses

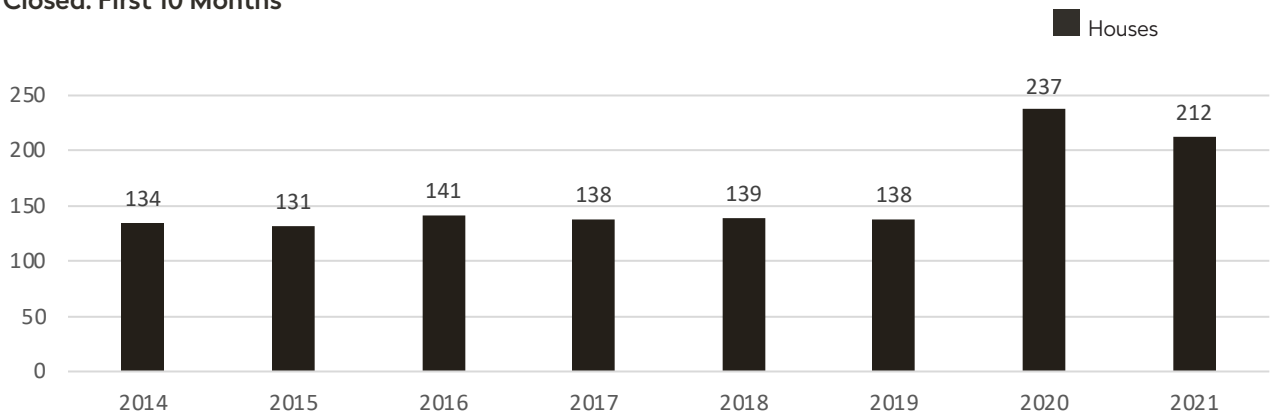
Weston

Year to Date Through October 2021

Twenty-six houses closed in Weston in October, a 28% decrease year-over-year but still the second most number of closings for the month in the past two decades. Low inventory continues to be a challenge. There were just 58 active house listings on October 31, about one-third of what Weston has typically averaged this time of year. The low inventory and strong demand continue to drive a sustained seller's market. In October, closed houses spent on average just 76 cumulative days on the market, below 100 days for the sixth straight month. Meanwhile, buyers on average paid 102.7% of the list price, above 100% for the seventh-straight month.



Closed: First 10 Months



of Houses Closed: First 10 Months

	2021	2020	%		2021	2020	%
			CHANGE				CHANGE
Under \$500K	6	18	-66.7%	Houses: Closings in October	26	36	-27.8%
\$500K-\$700K	21	71	-70.4%	Houses: Average Closing Price in October	\$1,273,453	\$997,393	+27.7%
\$700K-\$900K	42	66	-36.4%	Houses: Closings First 10 Months	212	237	-10.5%
\$900K-\$1.2M	52	44	+18.2%	Houses: Average Closing Price First 10 Months	\$1,194,751	\$882,578	+35.4%
\$1.2M-\$1.5M	44	24	+83.3%	Houses: Pending on October 31	20	35	-42.9%
\$1.5M-\$2M	34	12	+183.3%	Houses: Active Inventory on October 31	58	79	-26.6%
Over \$2M	13	2	+550%	House \$ Volume of Closings First 10 Months	253,287,157	209,171,077	+21.1%

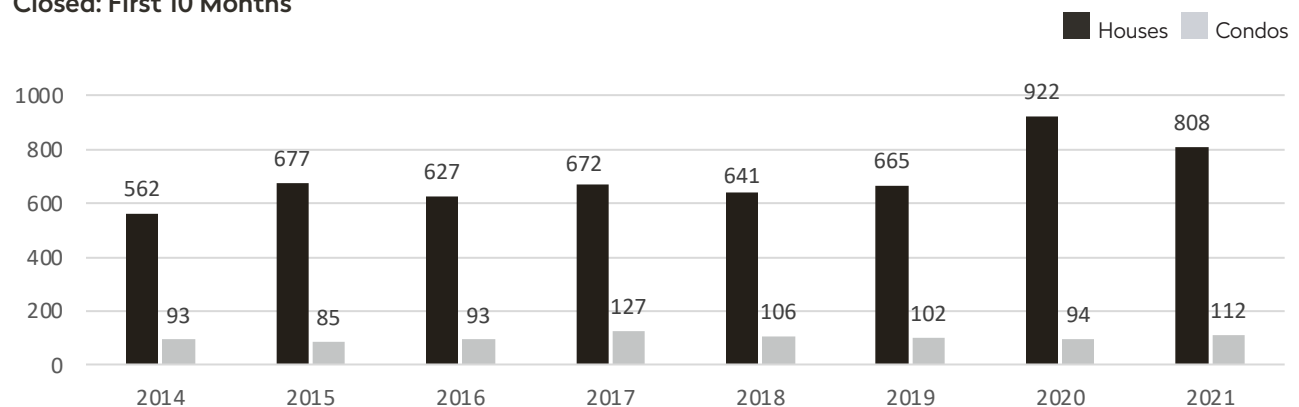
Fairfield

Year to Date Through October 2021

Sixty-six houses closed in Fairfield in October, a 45% decrease year-over-year but still the second most number of closings for the month in the past two decades. Low inventory continues to be a challenge. There were just 169 active house listings on October 31, about one-third of what Fairfield has typically averaged this time of year. The low inventory and strong demand continue to drive a sustained seller's market. In October, closed houses spent on average just 65 cumulative days on the market, below 100 days for the seventh straight month.



Closed: First 10 Months



of Houses Closed: First 10 Months

	2021	2020	%
Under \$300K	7	27	-74.1%
\$300K-\$400K	46	94	-51.1%
\$400K-\$500K	96	136	-29.4%
\$500K-\$600K	104	143	-27.3%
\$600K-\$700K	124	98	+26.5%
\$700K-\$800K	78	100	-22%
\$800K-\$1M	109	122	-10.7%
\$1M-\$1.2M	53	59	-10.2%
\$1.2M-\$1.5M	77	57	+35.1%
\$1.5M-\$2M	54	37	+45.9%
Over \$2M	60	49	+22.4%

	2021	2020	% CHANGE
Houses: Closings in October	66	120	-45%
Houses: Average Closing Price in October	\$902,735	\$920,807	-2%
Houses: Closings First 10 Months	808	922	-12.4%
Houses: Average Closing Price First 10 Months	\$971,886	\$856,852	+13.4%
Houses: Pending on October 31	71	99	-28.3%
Houses: Active Inventory on October 31	169	262	-35.5%
Condos: Closings First 10 Months	112	94	+19.1%
Condos: Average Closing Price First 10 Months	\$497,051	\$441,676	+12.5%
Condos: Active Inventory on October 31	27	46	-41.3%
House & Condo \$ Volume of Closings First 10 Mos	840,953,415	831,535,358	+1.1%

Ridgefield

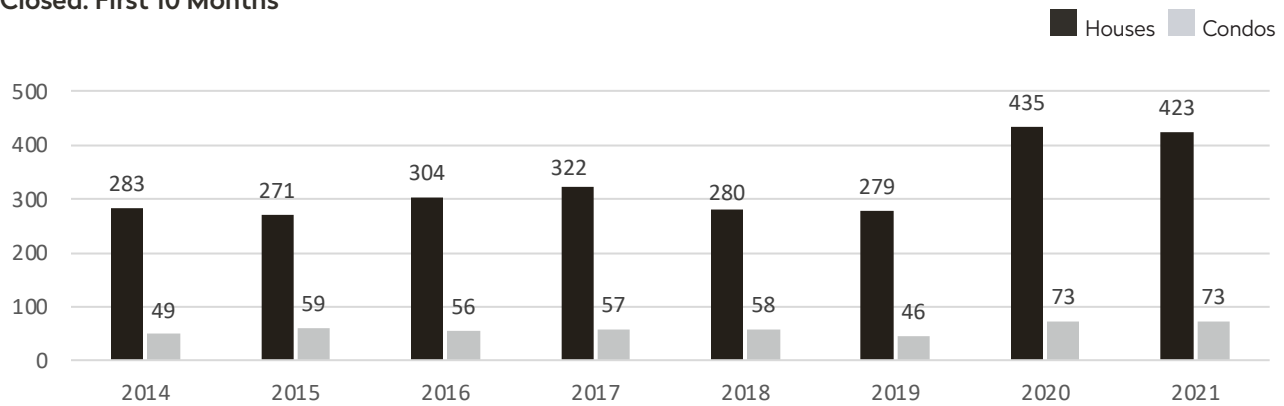
Year to Date Through October 2021

Thirty-one houses closed in Ridgefield in October, a 56% decrease year-over-year but still the third most number of closings for the month since 2007. Low inventory continues to be a challenge. There were just 71 active house listings on October 31, about a third of what Ridgefield has typically averaged this time of year. The low inventory and strong demand continue to drive a sustained seller's market. In October, buyers on average paid 101.1% of the list price, above 100% for the sixth time in the last seven months.



BHSID 170407173

Closed: First 10 Months



of Houses Closed: First 10 Months

	2021	2020	%
Under \$400K	20	44	-54.5%
\$400K-\$500K	23	57	-59.6%
\$500K-\$600K	55	67	-17.9%
\$600K-\$700K	55	54	+1.9%
\$700K-\$800K	51	41	+24.4%
\$800K-\$1M	87	90	-3.3%
\$1M-\$1.5M	93	50	+86%
\$1.5M-\$2M	22	24	-8.3%
Over \$2M	17	8	+112.5%

	2021	2020	% CHANGE
Houses: Closings in October	31	71	-56.3%
Houses: Average Closing Price in October	\$1,009,835	\$862,180	+17.1%
Houses: Closings First 10 Months	423	435	-2.8%
Houses: Average Closing Price First 10 Months	\$938,706	\$795,420	+18%
Houses: Pending on October 31	44	77	-42.9%
Houses: Active Inventory on October 31	76	175	-56.6%
Condos: Closings First 10 Months	73	73	0%
Condos: Average Closing Price First 10 Months	\$347,332	\$333,348	+4.2%
Condos: Active Inventory on October 31	8	17	-52.9%
House & Condo \$ Volume of Closings First 10 Mos	422,428,036	370,342,171	+14.1%

Houses & Condos

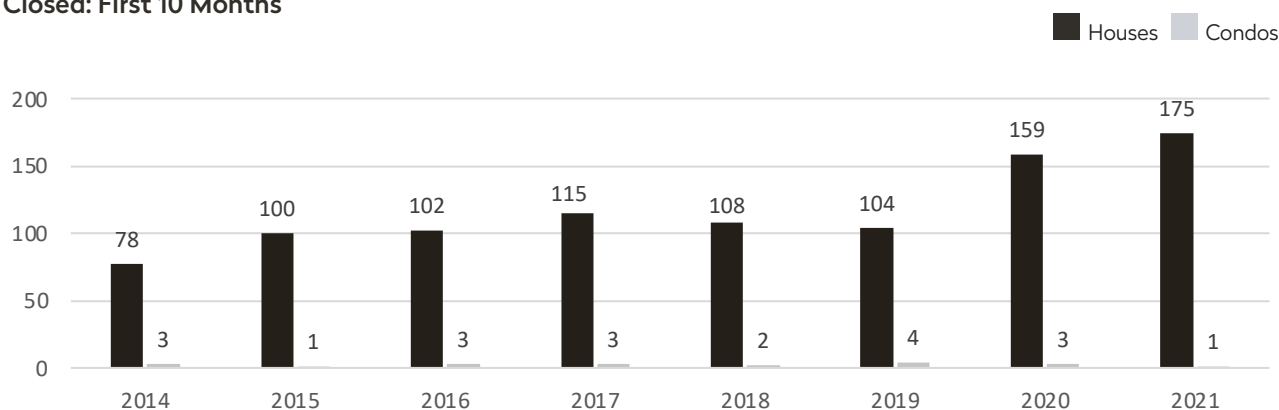
Redding

Year to Date Through October 2021

Eleven houses closed in Redding in October, a 39% decrease year-over-year but still about the average number of closings for the month over the past decade. Low inventory continues to be a challenge. There were just 51 active house listings on October 31, about half of what Redding has typically averaged this time of year. The low inventory and strong demand continue to drive a sustained seller's market. In October, closed houses spent on average just 67 cumulative days on the market, below 100 days for the seventh straight month, and buyers on average paid 99.9% of the list price.



Closed: First 10 Months



of Houses Closed: First 10 Months

	2021	2020	%
Under \$250K	2	3	-33.3%
\$250K-\$400K	16	21	-23.8%
\$400K-\$500K	17	29	-41.4%
\$500K-\$600K	30	38	-21.1%
\$600K-\$800K	55	43	+27.9%
\$800K-\$1M	27	11	+145.5%
Over \$1M	28	14	+100%

	2021	2020	% CHANGE
Houses: Closings in October	11	18	-38.9%
Houses: Average Closing Price in October	\$597,909	\$901,961	-33.7%
Houses: Closings First 10 Months	175	159	+10.1%
Houses: Average Closing Price First 10 Months	\$750,648	\$644,210	+16.5%
Houses: Pending on October 31	14	19	-26.3%
Houses: Active Inventory on October 31	51	82	-37.8%
Condos: Closings First 10 Months	1	3	-66.7%
Condos: Average Closing Price First 10 Months	\$479,500	\$317,500	+51%
Condos: Active Inventory on October 31	0	3	NA
House & Condo \$ Volume of Closings First 10 Mos	131,842,877	103,381,957	+27.5%

Houses

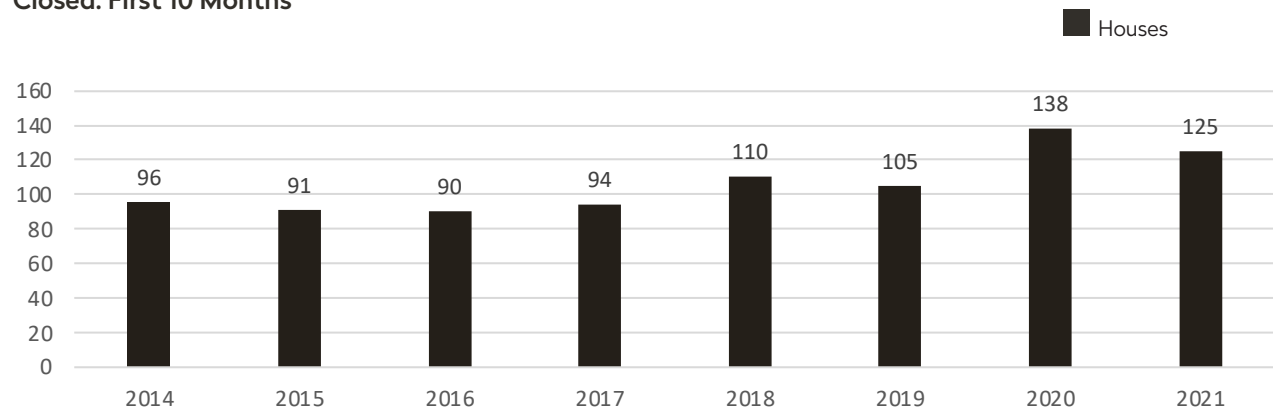
Easton

Year to Date Through October 2021

Ten houses closed in Easton in October, a 23% decrease year-over-year but still about its average for number of closings for the month over the past decade. Low inventory continues to be a challenge. There were just 37 active house listings on October 31, about one-third of what Easton normally sees at this time of year. The low inventory and strong demand continue to drive a sustained seller's market. In October, closed houses spent on average just 85 cumulative days on the market, below 100 days for the sixth straight month.



Closed: First 10 Months



of Houses Closed: First 10 Months

	2021	2020	%
Under \$400K	4	14	-71.4%
\$400K-\$500K	10	28	-64.3%
\$500K-\$600K	21	40	-47.5%
\$600K-\$700K	20	26	-23.1%
\$700K-\$1M	46	24	+91.7%
\$1M-\$1.5M	23	6	+283.3%
Over \$1.5M	1	0	NA

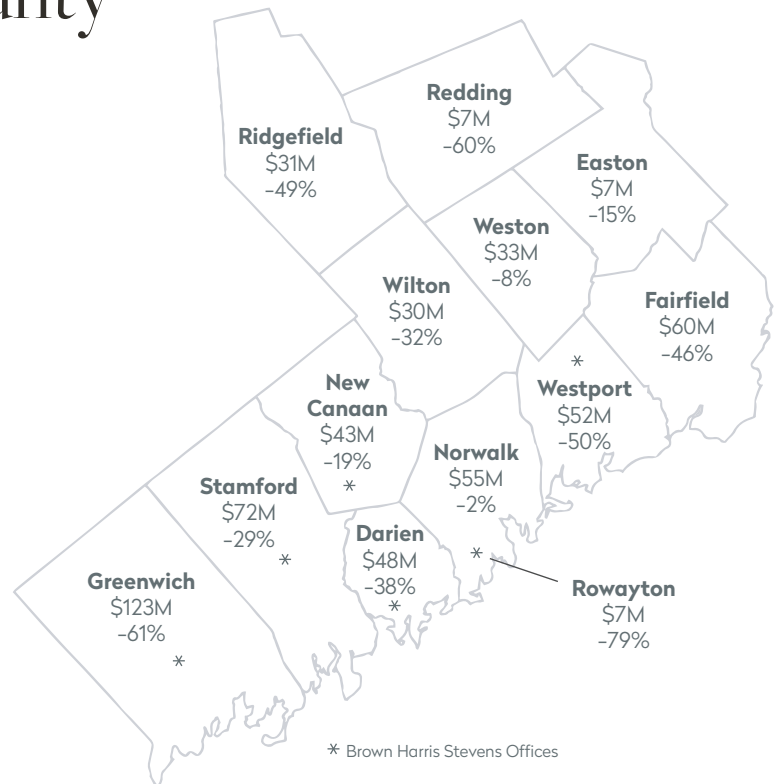
	2021	2020	% CHANGE
Houses: Closings in October	10	13	-23.1%
Houses: Average Closing Price in October	\$724,770	\$657,654	+10.2%
Houses: Closings First 10 Months	125	138	-9.4%
Houses: Average Closing Price First 10 Months	\$782,029	\$598,824	+30.6%
Houses: Pending on October 31	8	15	-46.7%
Houses: Active Inventory on October 31	37	61	-39.3%
House \$ Volume of Closings First 10 Months	97,753,680	82,637,692	+18.3%

YTD 10.31.2021

Lower Fairfield County

Dollar Volume of House Sales In October: 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 October and the percentage change as it compares to October of 2020. Collectively, the dollar volume of closings was \$560 million, a decrease of 45% vs. October of last year.



House Closings in October

Town	# of Closed Houses		% change	Average Closing Price		% change
	2021	2020		2021	2020	
Darien	21	45	-53.3%	\$2,268,214	\$1,712,600	+32.4%
Easton	10	13	-23.1%	\$724,770	\$657,654	+10.2%
Fairfield	66	120	-45%	\$902,735	\$920,807	-2%
All of Greenwich	43	99	-56.6%	\$2,859,849	\$3,153,132	-9.3%
New Canaan	23	30	-23.3%	\$1,862,043	\$1,761,365	+5.7%
Norwalk	71	113	-37.2%	\$775,795	\$834,305	-7%
Redding	11	18	-38.9%	\$597,909	\$901,961	-33.7%
Ridgefield	31	71	-56.3%	\$1,009,835	\$862,180	+17.1%
Rowayton*	4	21	-81%	\$1,766,500	\$1,582,167	+11.7%
Stamford	86	124	-30.6%	\$837,190	\$816,586	+2.5%
Weston	26	36	-27.8%	\$1,273,453	\$997,393	+27.7%
Westport	32	58	-44.8%	\$1,620,367	\$1,780,818	-9%
Wilton	26	47	-44.7%	\$1,162,781	\$949,074	+22.5%

*Rowayton closing data also included in Norwalk.

Year To Date Through October 2021 Connecticut Market Report

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