



## Greenwich - Central Greenwich

Sales and prices remained relatively stable in Central Greenwich, overall, from the Second Quarter of 2016 to the Second Quarter of 2017. However, this included a 140% increase in sales in the under-\$1M range coupled with a 30% decrease in sales in the \$1M to \$2.5M range. Overall, there is a 16-month supply of inventory on the market, ranging from 5.5 months at the low end (under \$1M) and 35 months at the high end (\$5M+).

### MARKET OVERVIEW

	2Q 2017	2Q 2016	% CHANGE
Number of Sales	88	85	4%
Average Sale Price	\$2,470,350	\$2,572,173	-4%
Median Sale Price	\$1,713,500	\$2,050,000	-16%
Average Days on Market	230	214	7%
Sale-to-List Price %	94%	95%	-1%

### ABSORPTION

	SALES LAST 6 MONTHS	ACTIVE LISTINGS	SUPPLY/ABSORPTION RATE
\$0 - \$1M	36	33	5.50
\$1M - \$2.5M	67	122	10.93
\$2.5M - \$5M	39	153	23.54
\$5M+	22	128	34.91
Total	164	436	15.95

### TOTAL SALES

	2Q 2017	2Q 2016	% CHANGE
\$0 - \$1M	24	10	140%
\$1M - \$2.5M	31	44	-30%
\$2.5M - \$5M	21	21	0%
\$5M+	12	10	20%
Total	88	85	4%

# Cos Cob

Cos Cob saw 41% fewer sales in the Second Quarter of 2017 than in the Second Quarter of 2016, with the largest decrease coming in the \$1M to \$2.5M range. However, average and median prices remained relatively stable and properties are staying on the market 23% longer.

## MARKET OVERVIEW

	2Q 2017	2Q 2016	% CHANGE
Number of Sales	17	29	-41%
Average Sale Price	\$1,346,971	\$1,463,224	-8%
Median Sale Price	\$1,350,000	\$1,310,000	3%
Average Days on Market	127	103	23%
Sale-to-List Price %	95%	99%	-4%

## ABSORPTION

	SALES LAST 6 MONTHS	ACTIVE LISTINGS	SUPPLY/ABSORPTION RATE
\$0 - \$1M	14	2	0.86
\$1M - \$2.5M	19	34	10.74
\$2.5M - \$5M	2	12	36.00
\$5M+	0	0	-
Total	35	48	8.23

## TOTAL SALES

	2Q 2017	2Q 2016	% CHANGE
\$0 - \$1M	8	9	-11%
\$1M - \$2.5M	8	17	-53%
\$2.5M - \$5M	1	3	-67%
\$5M+	0	0	-
Total	17	29	-41%

# Riverside

Average sale price rose 23% in Riverside from the Second Quarter of 2016 to the Second Quarter of 2017, driven by an increase in the number of sales of \$2.5M and higher. Overall, there is a 10-month supply of inventory, however, the under \$2.5M supply is much lower.

## MARKET OVERVIEW

	2Q 2017	2Q 2016	% CHANGE
Number of Sales	38	31	23%
Average Sale Price	\$2,515,705	\$2,049,221	23%
Median Sale Price	\$1,970,750	\$1,690,000	17%
Average Days on Market	160	163	-2%
Sale-to-List Price %	97%	95%	2%

## ABSORPTION

	SALES LAST 6 MONTHS	ACTIVE LISTINGS	SUPPLY/ABSORPTION RATE
\$0 - \$1M	7	5	4.29
\$1M - \$2.5M	29	33	6.83
\$2.5M - \$5M	15	39	15.60
\$5M+	5	16	19.20
Total	56	93	9.96

## TOTAL SALES

	2Q 2017	2Q 2016	% CHANGE
\$0 - \$1M	6	6	0%
\$1M - \$2.5M	18	19	-5%
\$2.5M - \$5M	10	5	100%
\$5M+	4	1	300%
Total	38	31	23%

## Greenwich - Old Greenwich

Number of sales and average sale prices in Old Greenwich remained relatively stable from the Second Quarter of 2016 to the Second Quarter of 2017. The market's primary price range of \$1M to \$2.5M remained stable, while there were 45% fewer sales in the \$2.5M+ range. Overall, there is a 14-month supply of inventory currently available.

### MARKET OVERVIEW

	2Q 2017	2Q 2016	% CHANGE
Number of Sales	20	25	-20%
Average Sale Price	\$2,161,200	\$2,268,220	-5%
Median Sale Price	\$2,095,000	\$2,285,000	-8%
Average Days on Market	198	209	-5%
Sale-to-List Price %	95%	96%	-1%

### ABSORPTION

	SALES LAST 6 MONTHS	ACTIVE LISTINGS	SUPPLY/ABSORPTION RATE
\$0 - \$1M	2	0	0.00
\$1M - \$2.5M	21	39	11.14
\$2.5M - \$5M	9	30	20.00
\$5M+	2	10	30.00
Total	34	79	13.94

### TOTAL SALES

	2Q 2017	2Q 2016	% CHANGE
\$0 - \$1M	1	4	-75%
\$1M - \$2.5M	12	10	20%
\$2.5M - \$5M	6	11	-45%
\$5M+	1	0	-
Total	20	25	-20%

# Stamford

Prices in Stamford remained stable since the Second Quarter of 2016, with the number of sales increasing 20%. The most noticeable increase in volume occurred in the \$1M to \$2.5M range (60%). Supply in this price range is at 16 months, while the overall supply is 7 months.

## MARKET OVERVIEW

	2Q 2017	2Q 2016	% CHANGE
Number of Sales	212	177	20%
Average Sale Price	\$669,213	\$644,423	4%
Median Sale Price	\$618,022	\$570,000	8%
Average Days on Market	91	93	-2%
Sale-to-List Price %	97%	97%	0%

## ABSORPTION

	SALES LAST 6 MONTHS	ACTIVE LISTINGS	SUPPLY/ABSORPTION RATE
\$0 - \$1M	313	277	5.31
\$1M - \$2.5M	40	104	15.60
\$2.5M - \$5M	2	9	27.00
\$5M+	0	0	-
Total	355	390	6.59

## TOTAL SALES

	2Q 2017	2Q 2016	% CHANGE
\$0 - \$1M	188	161	17%
\$1M - \$2.5M	24	15	60%
\$2.5M - \$5M	0	1	-100%
\$5M+	0	0	-
Total	212	177	20%

# New Canaan

New Canaan saw a significant decrease in days on the market (-32%), while sales volume and prices remained relatively level. The under-\$1M range saw the most substantial change in volume, with a 58% increase. There is currently a 15-month supply of inventory, overall.

## MARKET OVERVIEW

	2Q 2017	2Q 2016	% CHANGE
Number of Sales	80	71	13%
Average Sale Price	\$1,692,394	\$1,784,740	-5%
Median Sale Price	\$1,448,500	\$1,500,000	-3%
Average Days on Market	88	130	-32%
Sale-to-List Price %	94%	95%	-1%

## ABSORPTION

	SALES LAST 6 MONTHS	ACTIVE LISTINGS	SUPPLY/ABSORPTION RATE
\$0 - \$1M	34	46	8.12
\$1M - \$2.5M	74	158	12.81
\$2.5M - \$5M	16	82	30.75
\$5M+	3	21	42.00
Total	127	307	14.50

## TOTAL SALES

	2Q 2017	2Q 2016	% CHANGE
\$0 - \$1M	19	12	58%
\$1M - \$2.5M	50	48	4%
\$2.5M - \$5M	9	10	-10%
\$5M+	2	1	100%
Total	80	71	13%

# Darien

Darien sales and prices remained stable from the Second Quarter of 2016 to the Second Quarter of 2017, with a 20% increase in marketing time. There is a 7-8 month supply in the under-\$2.5M range, with a supply of 19 months in the \$2.5M to \$5M range.

## MARKET OVERVIEW

	2Q 2017	2Q 2016	% CHANGE
Number of Sales	85	83	2%
Average Sale Price	\$1,737,568	\$1,656,319	5%
Median Sale Price	\$1,385,000	\$1,400,000	-1%
Average Days on Market	118	98	20%
Sale-to-List Price %	95%	97%	-2%

## ABSORPTION

	SALES LAST 6 MONTHS	ACTIVE LISTINGS	SUPPLY/ABSORPTION RATE
\$0 - \$1M	28	34	7.29
\$1M - \$2.5M	88	117	7.98
\$2.5M - \$5M	16	50	18.75
\$5M+	1	17	102.00
Total	133	218	9.83

## TOTAL SALES

	2Q 2017	2Q 2016	% CHANGE
\$0 - \$1M	19	19	0%
\$1M - \$2.5M	55	50	10%
\$2.5M - \$5M	10	13	-23%
\$5M+	1	1	0%
Total	85	83	2%

# Rowayton

Average sale prices in Rowayton saw a 10% decline from the Second Quarter of 2016 to the Second Quarter of 2017. Volume was relatively level over this time and there is currently a 6-8 month supply of properties available under \$2.5M.

## MARKET OVERVIEW

	2Q 2017	2Q 2016	% CHANGE
Number of Sales	25	28	-11%
Average Sale Price	\$1,358,856	\$1,508,554	-10%
Median Sale Price	\$1,360,000	\$1,400,000	-3%
Average Days on Market	109	135	-19%
Sale-to-List Price %	96%	97%	-1%

## ABSORPTION

	SALES LAST 6 MONTHS	ACTIVE LISTINGS	SUPPLY/ABSORPTION RATE
\$0 - \$1M	18	19	6.33
\$1M - \$2.5M	21	30	8.57
\$2.5M - \$5M	1	10	60.00
\$5M+	0	13	-
Total	40	72	10.80

## TOTAL SALES

	2Q 2017	2Q 2016	% CHANGE
\$0 - \$1M	10	6	67%
\$1M - \$2.5M	14	19	-26%
\$2.5M - \$5M	1	3	-67%
\$5M+	0	0	-
Total	25	28	-11%

# Norwalk

Sales volume and average prices in Norwalk remained relatively level from the Second Quarter of 2016 to the Second Quarter of 2017, with properties spending 14% less time on the market. Supply is low (4.5 months) for properties under \$1M, the market's primary value range, but significantly higher for \$1M+.

## MARKET OVERVIEW

	2Q 2017	2Q 2016	% CHANGE
Number of Sales	191	196	-3%
Average Sale Price	\$662,085	\$621,602	7%
Median Sale Price	\$507,500	\$456,250	11%
Average Days on Market	86	100	-14%
Sale-to-List Price %	97%	97%	0%

## ABSORPTION

	SALES LAST 6 MONTHS	ACTIVE LISTINGS	SUPPLY/ABSORPTION RATE
\$0 - \$1M	289	216	4.48
\$1M - \$2.5M	25	48	11.52
\$2.5M - \$5M	3	12	24.00
\$5M+	1	4	24.00
Total	318	280	5.28

## TOTAL SALES

	2Q 2017	2Q 2016	% CHANGE
\$0 - \$1M	171	173	-1%
\$1M - \$2.5M	16	19	-16%
\$2.5M - \$5M	3	4	-25%
\$5M+	1	0	-
Total	191	196	-3%

# Wilton

Overall sales volume and prices remained relatively level in Wilton from the Second Quarter of 2016 to the Second Quarter of 2017. However, properties under \$1M saw an 11% increase in sales, while properties over \$1M saw a decrease of 50% in volume. The overall supply is at 12 months, with the primary range of under-\$1M at 8 months.

## MARKET OVERVIEW

	2Q 2017	2Q 2016	% CHANGE
Number of Sales	70	75	-7%
Average Sale Price	\$821,662	\$888,506	-8%
Median Sale Price	\$774,000	\$845,000	-8%
Average Days on Market	142	130	9%
Sale-to-List Price %	96%	96%	0%

## ABSORPTION

	SALES LAST 6 MONTHS	ACTIVE LISTINGS	SUPPLY/ABSORPTION RATE
\$0 - \$1M	91	123	8.11
\$1M - \$2.5M	21	84	24.00
\$2.5M - \$5M	2	12	36.00
\$5M+	0	1	-
Total	114	220	11.58

## TOTAL SALES

	2Q 2017	2Q 2016	% CHANGE
\$0 - \$1M	60	54	11%
\$1M - \$2.5M	10	20	-50%
\$2.5M - \$5M	0	1	-100%
\$5M+	0	0	-
Total	70	75	-7%

# Weston

Weston saw a 38% increase in sales volume from the Second Quarter of 2016 to the Second Quarter of 2017, with prices and marketing time remaining relatively stable. The increase in volume was driven by the primary under-\$1M sector, which had an increase of 63%.

## MARKET OVERVIEW

	2Q 2017	2Q 2016	% CHANGE
Number of Sales	58	42	38%
Average Sale Price	\$855,347	\$895,767	-5%
Median Sale Price	\$800,000	\$846,250	-5%
Average Days on Market	138	131	5%
Sale-to-List Price %	97%	96%	1%

## ABSORPTION

	SALES LAST 6 MONTHS	ACTIVE LISTINGS	SUPPLY/ABSORPTION RATE
\$0 - \$1M	63	90	8.57
\$1M - \$2.5M	20	69	20.70
\$2.5M - \$5M	0	1	-
\$5M+	0	0	-
Total	83	160	11.57

## TOTAL SALES

	2Q 2017	2Q 2016	% CHANGE
\$0 - \$1M	44	27	63%
\$1M - \$2.5M	14	15	-7%
\$2.5M - \$5M	0	0	-
\$5M+	0	0	-
Total	58	42	38%

# Westport

Aside from a 10% increase in volume, overall statistics in Westport were similar in the Second Quarter of 2017 as they were in the Second Quarter of 2016. A 33% increase in sales in the \$1M to \$2.5M range was partially off-set by a 17% decrease in the under-\$1M range. Overall supply is at 11 months.

## MARKET OVERVIEW

	2Q 2017	2Q 2016	% CHANGE
Number of Sales	137	124	10%
Average Sale Price	\$1,662,618	\$1,525,887	9%
Median Sale Price	\$1,325,000	\$1,250,000	6%
Average Days on Market	78	90	-13%
Sale-to-List Price %	96%	95%	1%

## ABSORPTION

	SALES LAST 6 MONTHS	ACTIVE LISTINGS	SUPPLY/ABSORPTION RATE
\$0 - \$1M	61	88	8.66
\$1M - \$2.5M	117	196	10.05
\$2.5M - \$5M	23	85	22.17
\$5M+	4	14	21.00
Total	205	383	11.21

## TOTAL SALES

	2Q 2017	2Q 2016	% CHANGE
\$0 - \$1M	40	48	-17%
\$1M - \$2.5M	80	60	33%
\$2.5M - \$5M	14	15	-7%
\$5M+	4	2	100%
Total	138	125	10%

# Fairfield

Fairfield properties spent 16% less time on the market in the Second Quarter of 2017 than in the Second Quarter of 2016. Volume and price figures were relatively level. Overall, there is an 8-month supply of inventory, driven by a 6-month supply in the market's primary under-\$1M range.

## MARKET OVERVIEW

	2Q 2017	2Q 2016	% CHANGE
Number of Sales	244	238	3%
Average Sale Price	\$727,640	\$665,240	9%
Median Sale Price	\$626,250	\$588,500	6%
Average Days on Market	91	108	-16%
Sale-to-List Price %	98%	96%	2%

## ABSORPTION

	SALES LAST 6 MONTHS	ACTIVE LISTINGS	SUPPLY/ABSORPTION RATE
\$0 - \$1M	297	299	6.04
\$1M - \$2.5M	64	143	13.41
\$2.5M - \$5M	3	26	52.00
\$5M+	1	6	36.00
Total	365	474	7.79

## TOTAL SALES

	2Q 2017	2Q 2016	% CHANGE
\$0 - \$1M	197	203	-3%
\$1M - \$2.5M	46	34	35%
\$2.5M - \$5M	1	1	0%
\$5M+	0	0	-
Total	244	238	3%



## OFFICES

### MANHATTAN PARK AVENUE

499 Park Avenue  
New York, NY 10022  
212.734.0010

### EAST SIDE

770 Lexington Avenue  
New York, NY 10065  
212.317.7800

### WEST SIDE

408 Columbus Avenue  
New York, NY 10024  
212.769.3000

### VILLAGE

831 Broadway  
New York, NY 10003  
212.253.9300

### SOHO

451 West Broadway  
New York, NY 10012  
212.253.9300

### HARLEM

2169 Frederick Douglass Boulevard  
New York, NY 10026  
212.381.2570

### WASHINGTON HEIGHTS

819 West 187th Street  
New York, NY 10033  
212.928.3805

### RIVERDALE

#### RIVERDALE JOHNSON

3531 Johnson Avenue  
Riverdale, NY 10463  
718.878.1700

#### RIVERDALE MOSHOLU

5626 Mosholu Avenue  
Riverdale, NY 10471  
718.549.4116

### BROOKLYN BROOKLYN HEIGHTS

150 Montague Street  
Brooklyn, NY 11201  
718.613.2000

### BOERUM HILL

495 Atlantic Avenue  
Brooklyn, NY 11217  
718.613.2090

### PARK SLOPE

76 Seventh Avenue  
Brooklyn, NY 11217  
718.399.2222

### PARK SLOPE

244 Fifth Avenue  
Brooklyn, NY 11215  
718.622.9300

### COBBLE HILL

162 Court Street  
Brooklyn, NY 11201  
718.613.2020

### BEDFORD STUYVESANT

316 Stuyvesant Avenue  
Brooklyn, NY 11233  
718.613.2800

### SOUTH SLOPE

1214 8th Avenue  
Brooklyn, NY 11215  
718.878.1888

### NEW JERSEY

#### HOBOKEN

200 Washington Street  
Hoboken, NJ 07030  
201.478.6700

#### MONTCLAIR

635 Valley Road,  
Montclair, NJ 07030  
973.744.6033

### HUDSON VALLEY HUDSON

526 Warren Street  
Hudson, NY 12534  
518.828.0181

### CONNECTICUT DARIEN

671 Boston Post Road  
Darien, CT 06820  
203.655.1418

### NEW CANAAN - ELM STREET

183 Elm Street  
New Canaan, CT 06840  
203.966.7800

### NEW CANAAN - SOUTH AVENUE

6 South Avenue  
New Canaan, CT 06840  
203.966.7772

### ROWAYTON

140 Rowayton Avenue  
Rowayton, CT 06853  
203.655.1418

### GREENWICH

125 Mason Street  
Greenwich, CT 06830  
203.869.8100

### STAMFORD

1099 High Ridge Road  
Stamford, CT 06905  
203.329.8801

### WESTPORT

379 Post Road East  
Westport, CT 06880  
203.221.0666

### WILTON

21 River Road  
Wilton, CT 06897  
203.762.8118

### QUEENS LONG ISLAND CITY

47-12 Vernon Boulevard  
Queens, NY 1110  
718.878.1800

### HAMPTONS EAST HAMPTON

2 Newtown Lane  
East Hampton, NY 11937  
631.324.6100

### SOUTHAMPTON

31 Main Street  
Southampton, NY 11968  
631.283.2883

### CORPORATE

#### COMMERCIAL SALES

770 Lexington Avenue  
New York, NY 10065  
212.381.3208

#### DEVELOPMENT MARKETING

445 Park Avenue  
New York, NY 10022  
212.253.9300

#### GLOBAL SERVICES

770 Lexington Avenue  
New York, NY 10065  
800.765.2692 x6521

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