

# ELLIMAN

## REPORT

**Q4**  
**2018**

**FAIRFIELD COUNTY, CT**

Highlights of the Quarterly Survey of  
Fairfield County, Connecticut Sales

“ *Shift towards smaller sized properties as countywide sales slipped.* ”

Fairfield County Matrix	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$592,933	-10.1%	\$659,259	-14.8%	\$696,086
Average Price per Sq Ft	\$282	-3.4%	\$292	-12.1%	\$321
Median Sales Price	\$375,000	-11.8%	\$425,000	-3.8%	\$390,000
Number of Sales (Closed)	2,632	-21.2%	3,339	-4.0%	2,743
Days on Market (From Last List Date)	113	37.8%	82	-12.4%	129
Listing Discount (From Last List Price)	5.0%		4.3%		6.0%
Listing Inventory (Active)	4,172	-24.6%	5,535	8.7%	3,839
Absorption Period (Mos)	4.8	-4.0%	5.0	14.3%	4.2
Fairfield County Luxury Matrix	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$2,303,357	-3.9%	\$2,397,890	-22.9%	\$2,985,638
Average Price Per Square Foot	\$524	4.0%	\$504	-10.3%	\$584
Median Sales Price	\$1,800,000	-5.3%	\$1,900,000	-18.2%	\$2,200,000
Number of Sales (Closed)	267	-21.0%	338	-4.3%	279
Days on Market (From Last List Date)	193	32.2%	146	-18.6%	237
Listing Discount (From Last List Price)	7.3%		6.1%		9.0%
Listing Inventory (Active)	1,109	-17.1%	1,338	23.1%	901
Absorption Period (Mos)	12.5	5.0%	11.9	28.9%	9.7
Entry Threshold	\$1,150,000	-13.5%	\$1,330,000	-17.3%	\$1,390,000

Median sales price slipped 3.8% to \$375,000, consistent with the 3.9% decline in average sales size to 2,085 square feet respectively from the year-ago quarter.

Luxury median sales price declined 18.2% to \$1,800,000 over the same period, the lowest level in two years. The average sales size of a luxury property in the county was 4,442 square feet, down 13.1% over the same period.

The number of sales declined 4% to 2,632 from the prior year quarter, and the fourth consecutive quarterly declined.

Listing inventory rose 8.7% to 4,172 over the same period. As a result, the months to sell metric, the number of months to sell all inventory at the current rate of sales, slowed by 14.3% to 4.8 months over the same period.