

ELLIMAN

REPORT

Q4
2019

FAIRFIELD COUNTY, CT

Highlights of the Quarterly Survey of
Fairfield County, Connecticut Sales

“Sales continued to rise year over year as listing inventory continued to slip.”

Fairfield County Matrix	Q4-2019	%Δ (QTR)	Q3-2019	%Δ (YR)	Q4-2018
Average Sales Price	\$576,391	-11.1%	\$648,488	-2.8%	\$592,933
Average Price per Sq Ft	\$269	-6.3%	\$287	-4.6%	\$282
Median Sales Price	\$380,000	-9.1%	\$418,000	1.3%	\$375,000
Number of Sales (Closed)	2,741	-19.9%	3,423	4.1%	2,632
Days on Market (From Last List Date)	124	17.0%	106	9.7%	113
Listing Discount (From Last List Price)	5.2%		4.7%		5.0%
Listing Inventory (Active)	3,905	-28.7%	5,477	-6.4%	4,172
Months of Supply	4.3	-10.4%	4.8	-10.4%	4.8
Fairfield County Luxury Matrix	Q4-2019	%Δ (QTR)	Q3-2019	%Δ (YR)	Q4-2018
Average Sales Price	\$2,140,136	-10.5%	\$2,390,091	-7.1%	\$2,303,357
Average Price Per Square Foot	\$473	-6.3%	\$505	-9.7%	\$524
Median Sales Price	\$1,700,000	-6.8%	\$1,825,000	-5.6%	\$1,800,000
Number of Sales (Closed)	275	-20.3%	345	3.0%	267
Days on Market (From Last List Date)	207	7.8%	192	7.3%	193
Listing Discount (From Last List Price)	8.1%		7.0%		7.3%
Listing Inventory (Active)	976	-22.5%	1,259	-12.0%	1,109
Months of Supply	10.6	-2.8%	10.9	-15.2%	12.5
Entry Threshold	\$1,079,000	-15.7%	\$1,280,000	-6.2%	\$1,150,000

Price trend indicators showed strength in the lower to middle markets and weakness in the luxury market. Median sales price edged 1.3% higher to \$380,000 from the year-ago quarter for the first time in five quarters.

The average sales price declined by 2.8% to \$576,391, and the average price per square foot decreased by 4.6% to \$269, respectively, from the same period last year.

There were 2,741 sales in the quarter, up 4.1% from the same period the previous year and the third straight quarter of increases.