

# ELLIMAN

## REPORT

**Q3 2019**

**FAIRFIELD COUNTY, CT**

Highlights of the Quarterly Survey of  
Fairfield County, Connecticut Sales

“ Sales saw modest year over year gains as listing inventory slipped. ”

Fairfield County Matrix	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$648,488	1.5%	\$639,033	-1.6%	\$659,259
Average Price per Sq Ft	\$287	0.7%	\$285	-1.7%	\$292
Median Sales Price	\$418,000	-0.5%	\$420,000	-1.6%	\$425,000
Number of Sales (Closed)	3,423	10.5%	3,099	2.5%	3,339
Days on Market (From Last List Date)	106	-12.4%	121	29.3%	82
Listing Discount (From Last List Price)	4.7%		4.2%		4.3%
Listing Inventory (Active)	5,477	-5.7%	5,806	-1.0%	5,535
Months of Supply	4.8	-14.3%	5.6	-4.0%	5.0
Fairfield County Luxury Matrix	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$2,390,091	1.2%	\$2,361,357	-0.3%	\$2,397,890
Average Price Per Square Foot	\$505	1.0%	\$500	0.2%	\$504
Median Sales Price	\$1,825,000	-6.3%	\$1,947,563	-3.9%	\$1,900,000
Number of Sales (Closed)	345	11.3%	310	2.1%	338
Days on Market (From Last List Date)	192	-8.6%	210	31.5%	146
Listing Discount (From Last List Price)	7.0%		6.1%		6.1%
Listing Inventory (Active)	1,259	-13.4%	1,453	-5.9%	1,338
Months of Supply	10.9	-22.7%	14.1	-8.4%	11.9
Entry Threshold	\$1,280,000	1.6%	\$1,260,000	-3.8%	\$1,330,000

The median sales price has declined year over year for the sixth straight quarter as the remaining indicators fell for most of the past year and a half. The countywide median sales price slipped 1.6% to \$418,000 from the same period last year.

The number of sales increased by 2.5% to 3,423, and listing inventory slipped 1% to 5,477 respectively from the same quarter last year.

The months of supply, the number of months to sell all listing inventory at the current rate of sales, was 4.8 months. The pace was 4% faster than the same period last year and 49.5% faster than the ten-year quarterly average of 9.5.

While luxury median sales price declined 3.9% year over year to \$1,825,000, luxury listing inventory also decreased by 5.9% to 1,259 after more than a year of unusual growth.