

Q4

2024  
MARKET  
REPORT

CONNECTICUT

**Brown Harris Stevens** THE Craft of Research

21 Vista Drive, Greenwich, which sold in October at \$31.5 million. Represented by Brown Harris Stevens, it was Connecticut's highest priced closing in 2024.

# Lower Fairfield County

## 4th Quarter Overview

In 2024, Lower Fairfield County's real estate market was characterized by record-low inventory and significant competition among buyers, particularly pronounced in the 4th quarter.

Let's begin with the inventory issue, which was the central challenge all year. Despite some recovery earlier in the year, the number of available homes during the 4th quarter ran 8% lower than during the same period last year and 77% below the pre-Covid levels of 2019. Contributing to this was a notable 8% year-over-year drop in new listings. This tightening of inventory wasn't isolated to our area alone; in November, Connecticut was noted as having the largest reduction in inventory since 2019 of any state in the U.S., according to the National Association of Realtors.

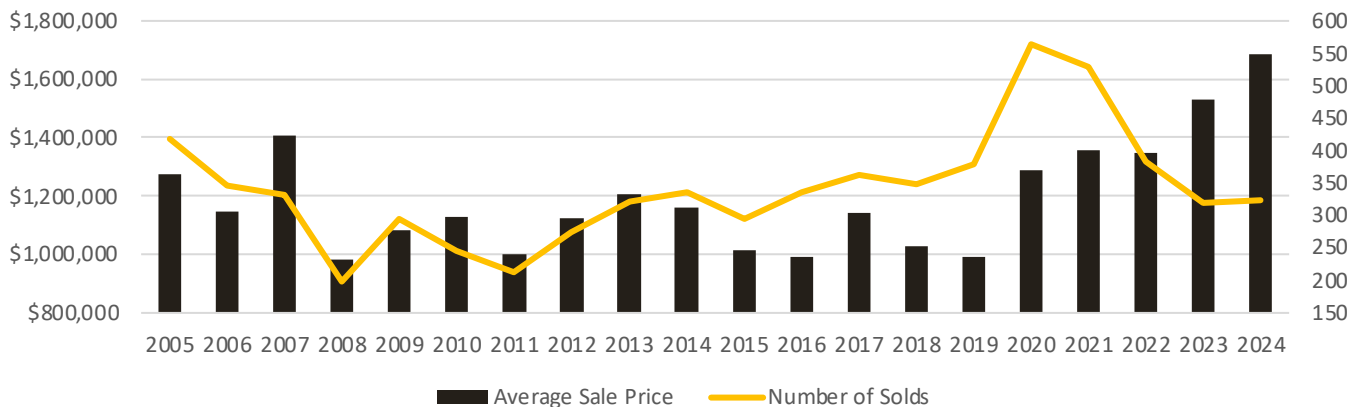
Despite these constraints, Lower Fairfield County saw an increase in sales, a testament to the ongoing demand. The quarter closed with 1,235 house and condo sales, up 5% from last year, though still marking the second-lowest total for a 4th quarter since 2012. The pace of the market actually accelerated, with the average days on market for combined house and condo closings dropping to an all-time 4th-quarter low of 46, down 21% from the previous year. Impressively, over half of these sales (53%) closed above the asking price, with another 11% meeting the asking price.

This buyer competition also pushed prices upward. The median house sale price for the quarter increased by 5% year-over-year to \$1.1M, and condo prices went up by 4% to \$480K. According to the Federal Housing Finance Agency, Fairfield County's home values increased by 7.2% in the third quarter, its most recent home values metric, ranking it as the 20th biggest increase among the nation's 100 largest metro areas.

Looking ahead, mortgage rates continue to be a pivotal factor. The average 30-year fixed mortgage rate in December was 6.72%, up from September's 6.18%, which was a two-year low. However, since October of 2022, the average rate has actually been 6.75%, and many economists now suggest that rates might stabilize in the mid-6% range for much of 2025. If this becomes the 'new normal', it will be interesting to see how this could impact both buying and selling decisions moving forward.



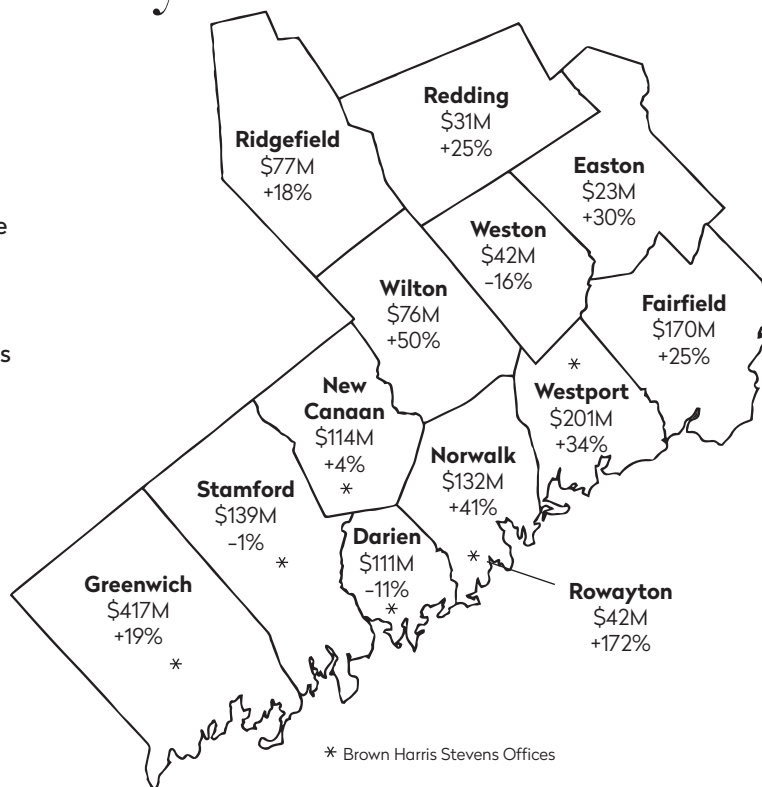
4th Quarter: Average Closing Price/Number of Closings - Lower Fairfield County Houses



# Lower Fairfield County

## Dollar Volume of House Sales Q4 2024 vs. Q4 2023

To the right is a look at the total dollar volume of house sales for each town for the 4th quarter of 2024 and the percentage change as it compares to the same time frame in 2023. Collectively, the dollar volume of closings in the 4th quarter for Lower Fairfield County was \$1.53 billion, an increase of 17% vs. the 4th quarter of 2023.



### Town Comparison: Sold Houses - 4th Quarter

Town	# of Closed Houses		% change	Average Closing Price		% change
	2024	2023		2024	2023	
Darien	47	55	-14.5%	\$2,369,396	\$2,267,264	+4.5%
Easton	19	20	-5%	\$1,232,526	\$898,103	+37.2%
Fairfield	146	128	+14.1%	\$1,165,697	\$1,060,072	+10%
All of Greenwich	115	110	+4.5%	\$3,627,509	\$3,177,806	+14.2%
New Canaan	46	46	0%	\$2,476,283	\$2,377,005	+4.2%
Norwalk	127	118	+7.6%	\$1,038,858	\$790,928	+31.3%
Redding	34	26	+30.8%	\$897,632	\$940,519	-4.6%
Ridgefield	67	62	+8.1%	\$1,147,236	\$1,053,531	+8.9%
Rowayton*	18	10	+80%	\$2,345,743	\$1,554,000	+50.9%
Stamford	142	141	+0.7%	\$979,780	\$992,239	-1.3%
Weston	32	40	-20%	\$1,322,233	\$1,252,504	+5.6%
Westport	80	69	+15.9%	\$2,515,130	\$2,170,004	+15.9%
Wilton	56	41	+36.6%	\$1,352,420	\$1,234,620	+9.5%

\*Rowayton solds data also included in Norwalk.

All data sourced from Connecticut Smart MLS and Greenwich MLS. Actives from the Connecticut Smart MLS include Active and Show status. Actives from the Greenwich MLS include Active and Contingent Contract status. Condos in report include Condos and Co-Ops.

# All of Greenwich Overview

All of Greenwich, including Cos Cob, Riverside, and Old Greenwich, had a steady fourth quarter with 115 house closings, up slightly from last year. The median closing price rose to \$2.8M, up 27% from a year ago, boosted by the \$31.5M sale of 21 Vista Drive—Connecticut’s highest priced closing of the year. The property was represented by Brown Harris Stevens.

Throughout 2024, low inventory kept competition high among buyers. Of the 692 house and condo closings for the year, the average days on market was just 65, marking a 24% decrease from last year and the lowest in the past two decades. The average list-to-sale price ratio stood at 102.3%, with 63% of closings going at or over the asking price.

	2024	2023	% CHANGE
Houses: Closings in 4th Quarter	115	110	+4.5%
Houses: Average Closing Price 4th Quarter	\$3,627,509	\$3,177,806	+14.2%
Houses: Closings Full Year	500	527	-5.1%
Houses: Average Closing Price Full Year	\$3,582,539	\$3,547,204	+1%
Houses: Pending on December 31st	33	36	-8.3%
Houses: Inventory on December 31st	108	110	-1.8%
Condos: Closings Full Year	192	177	+8.5%
Condos: Average Closing Price Full Year	\$1,331,814	\$1,157,472	+15.1%
Condos: Inventory on December 31st	26	28	-7.1%

## Single Family Houses

### Number of Solds Q4

2024 vs. 2023

↑ 5%

### Average Sold Price Q4

2024 vs. 2023

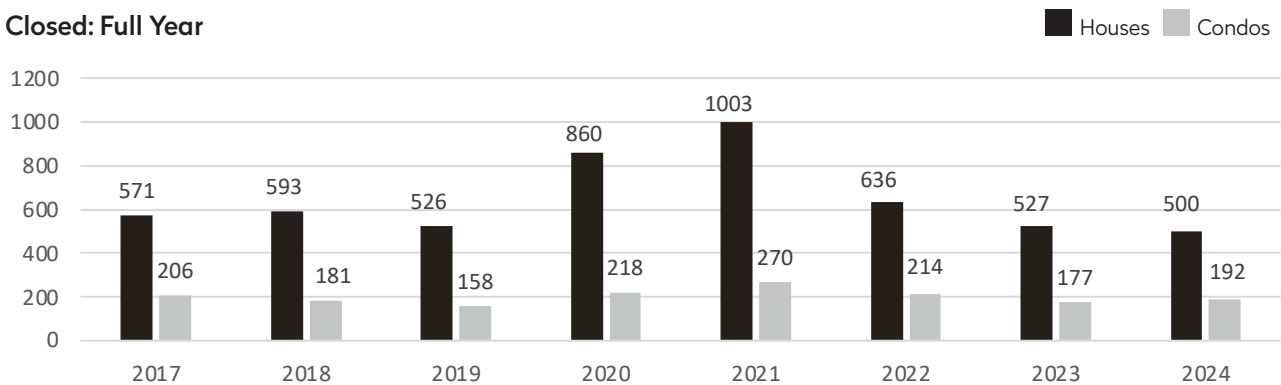
↑ 14%

### Dec. Inventory

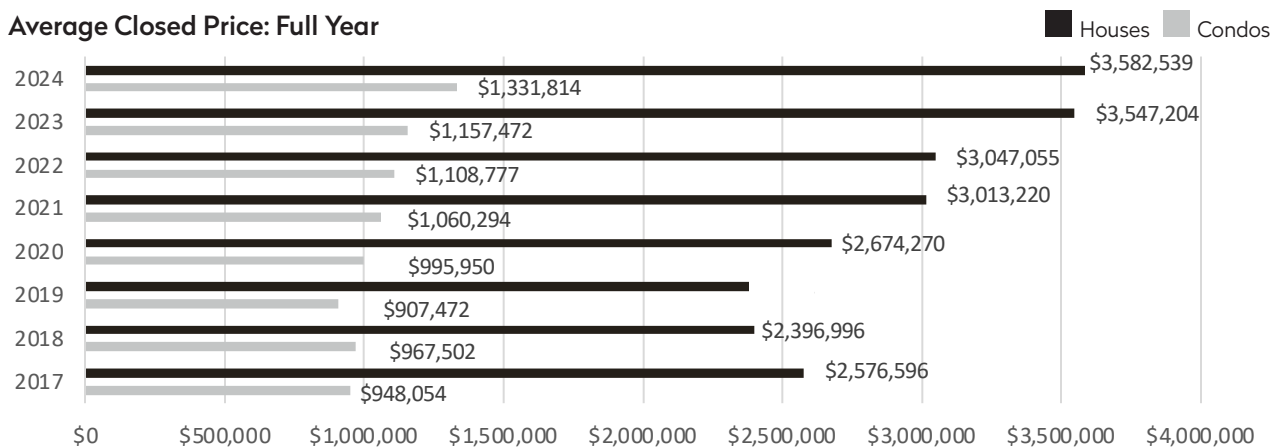
vs. Dec. 31, 2023

↓ 2%

## Closed: Full Year



## Average Closed Price: Full Year



# Greenwich Overview

In the 4th quarter, Greenwich had 72 house closings, similar to last year and aligning with its historical average. The higher end of the market was particularly active, with seven closings over \$9M—the most at this price point since 2005. Additionally, of the 25 houses pending at the end of December, two were listed at over \$15M, indicating sustained high-end momentum.

Greenwich's active inventory remains at record low levels, sustaining a competitive market for buyers. In the 4th quarter, combined house and condo closings had an average list-to-sale price ratio of 101.3%, a record high, with 47% of sales going over the asking price.

	2024	2023	% CHANGE
Houses: Closings in 4th Quarter	72	76	-5.3%
Houses: Average Closing Price 4th Quarter	\$4,002,375	\$3,475,501	+15.2%
Houses: Closings Full Year	305	319	-4.4%
Houses: Average Closing Price Full Year	\$4,019,434	\$4,267,616	-5.8%
Houses: Pending on December 31st	25	27	-7.4%
Houses: Inventory on December 31st	80	89	-10.1%
Condos: Closings Full Year	148	121	+22.3%
Condos: Average Closing Price Full Year	\$1,457,002	\$1,251,807	+16.4%
Condos: Inventory on December 31st	24	18	+33.3%

## Single Family Houses

### Number of Solds Q4

2024 vs. 2023

↓ 5%

### Average Sold Price Q4

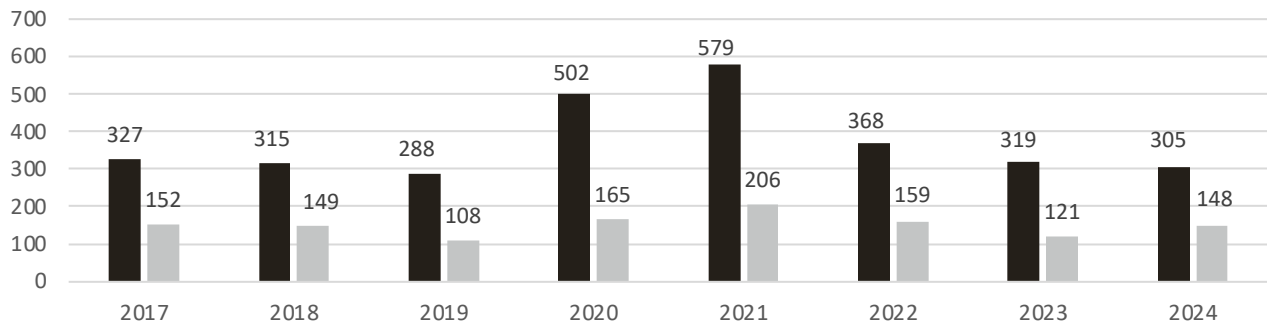
2024 vs. 2023

↑ 15%

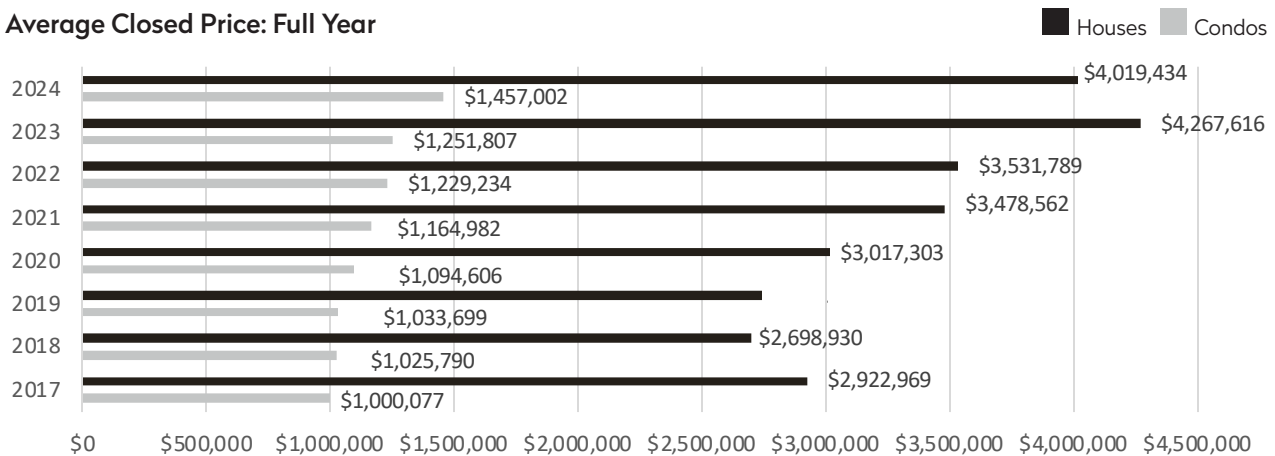
Dec. Inventory vs. Dec. 31, 2023

↓ 10%

## Closed: Full Year



## Average Closed Price: Full Year



# Cos Cob Overview

Cos Cob had a steady 4th quarter with 13 closings, the highest total for the period in the last two years. The average closing price reached \$2.25M, a record high for the quarter, boosted by five closings over \$2.5M, up from two the previous year.

Throughout 2024, low inventory maintained high competition among buyers. Of Cos Cob's 77 house and condo closings for the year, the average days on market was just 53, a 34% decrease from the previous year and a record low. The average list-to-sale price ratio stood at 103.5%, with 61% of closings going at or over the asking price.

	2024	2023	% CHANGE
Houses: Closings in 4th Quarter	13	11	+18.2%
Houses: Average Closing Price 4th Quarter	\$2,248,865	\$1,802,773	+24.7%
Houses: Closings Full Year	56	65	-13.8%
Houses: Average Closing Price Full Year	\$2,049,533	\$1,793,257	+14.3%
Houses: Pending on December 31st	2	3	-33.3%
Houses: Inventory on December 31st	5	10	-50%
Condos: Closings Full Year	21	31	-32.3%
Condos: Average Closing Price Full Year	\$1,019,244	\$1,119,484	-9%
Condos: Inventory on December 31st	1	4	-75%

## Single Family Houses

### Number of Solds Q4

2024 vs. 2023

↑18%

### Average Sold Price Q4

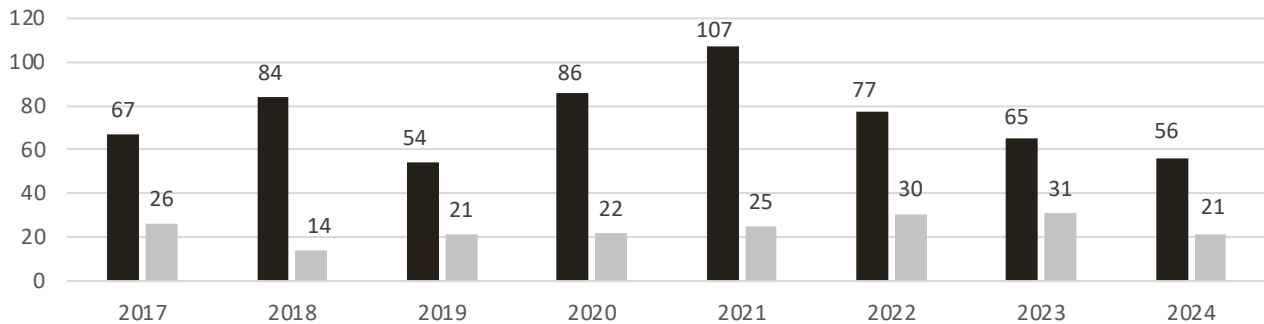
2024 vs. 2023

↑25%

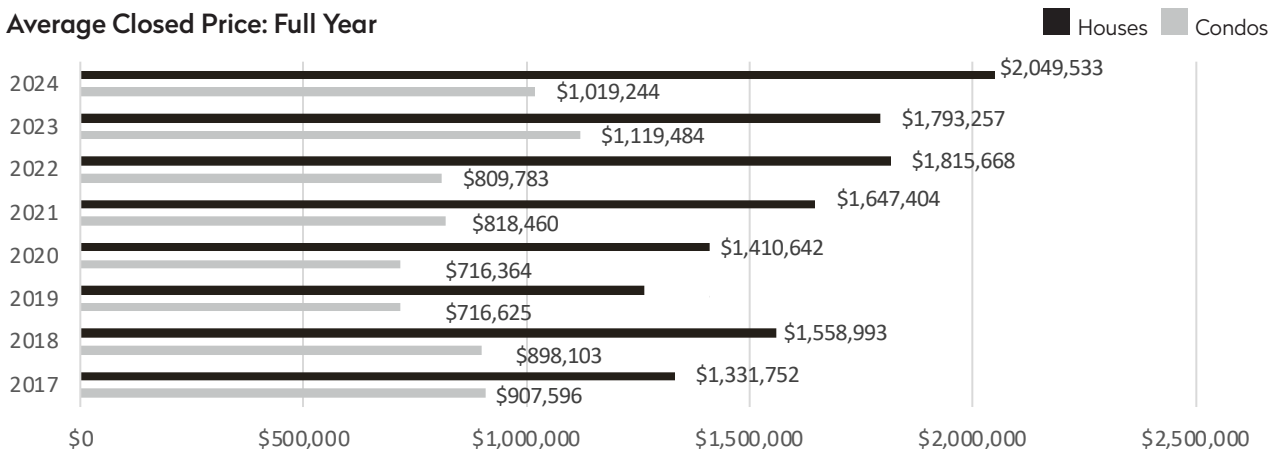
Dec. Inventory vs. Dec. 31, 2023

↓50%

## Closed: Full Year



## Average Closed Price: Full Year



# Riverside Overview

Riverside had a solid second half of the year with 46 closings, up from 36 over the same period last year. The average closing price reached \$3.5M, an 11% year-over-year increase, and a record high for the second half of the year. There were nine \$5M+ closings, up from five last year, and the most ever for this period.

Throughout 2024, low inventory in Riverside kept competition high among buyers. Of the 71 house closings for the year, the average days on market was just 51, similar to last year's record low of 50. The average list-to-sale price ratio for the year stood at 102.1%, with 48% of closings going over the asking price.

	2024	2023	% CHANGE
Houses: Closings in 4th Quarter	15	13	+15.4%
Houses: Average Closing Price 4th Quarter	\$3,479,200	\$2,916,026	+19.3%
Houses: Closings Full Year	71	72	-1.4%
Houses: Average Closing Price Full Year	\$3,329,028	\$2,968,876	+12.1%
Houses: Pending on December 31st	5	4	+25%
Houses: Inventory on December 31st	10	8	+25%
Condos: Closings Full Year	4	5	-20%
Condos: Average Closing Price Full Year	\$1,018,750	\$798,360	+27.6%
Condos: Inventory on December 31st	0	2	NA

## Single Family Houses

### Number of Solds Q4

2024 vs. 2023

↑15%

### Average Sold Price Q4

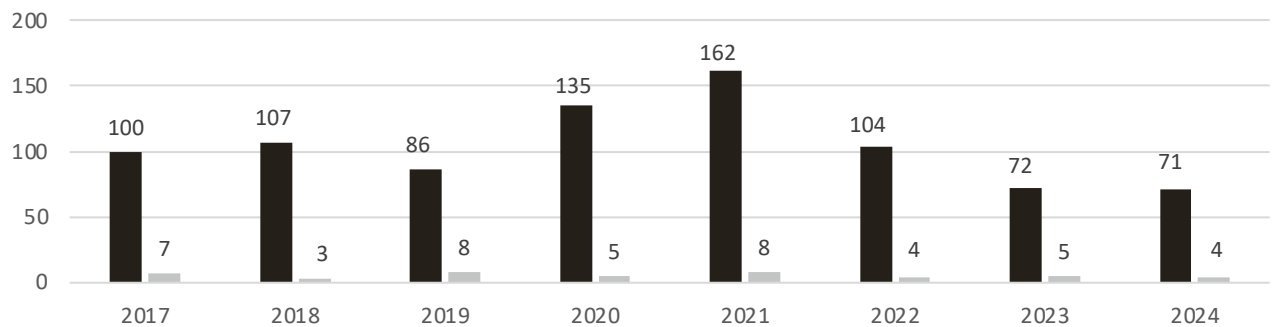
2024 vs. 2023

↑19%

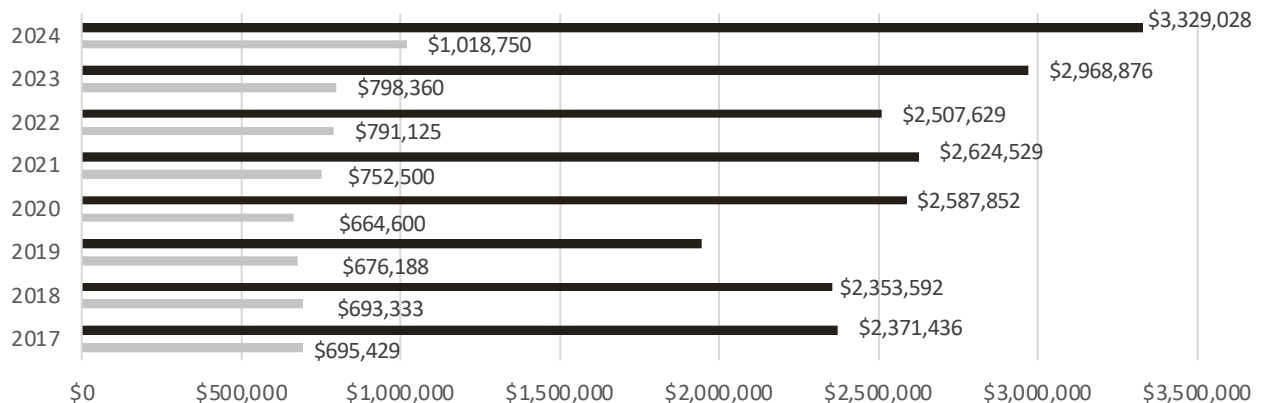
### Dec. Inventory vs. Dec. 31, 2023

↑25%

## Closed: Full Year



## Average Closed Price: Full Year



# Old Greenwich Overview

With continued record-low inventory, Old Greenwich's second half of the year remained highly competitive for buyers. Among the 37 house closings, the average days on market was just 37, a 14% decrease from the previous year. The average list-to-sale price ratio was 103.8%, with 68% of closings going over the asking price.

For the full year, Old Greenwich's average house closing price reached \$3.2M, marking a 26% increase from 2023 and setting a record high. There were 11 closings over \$5M, more than double the five recorded the previous year. Of the \$5M+ closings, seven sold for above the asking price, reflecting the strong competition for Old Greenwich's high-end market.

	2024	2023	% CHANGE
Houses: Closings in 4th Quarter	15	10	+50%
Houses: Average Closing Price 4th Quarter	\$3,171,287	\$2,768,175	+14.6%
Houses: Closings Full Year	68	71	-4.2%
Houses: Average Closing Price Full Year	\$3,150,106	\$2,502,623	+25.9%
Houses: Pending on December 31st	1	2	-50%
Houses: Inventory on December 31st	13	3	+333.3%
Condos: Closings Full Year	19	20	-5%
Condos: Average Closing Price Full Year	\$768,053	\$735,400	+4.4%
Condos: Inventory on December 31st	1	4	-75%

## Single Family Houses

### Number of Solds Q4

2024 vs. 2023

↑50%

### Average Sold Price Q4

2024 vs. 2023

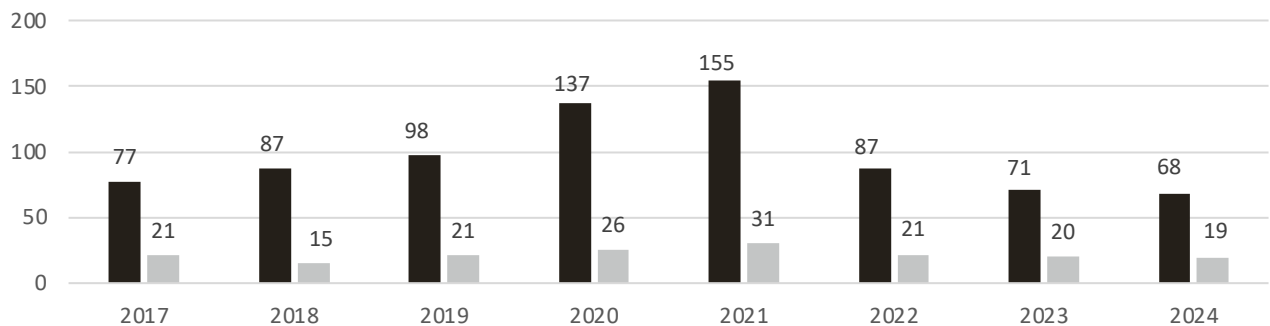
↑15%

### Dec. Inventory

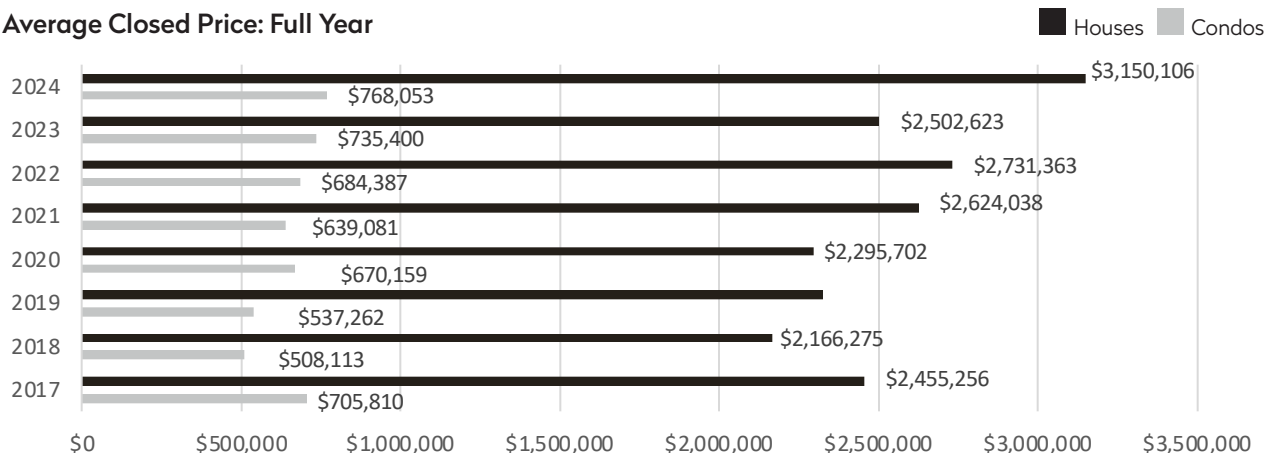
vs. Dec. 31, 2023

↑333%

## Closed: Full Year



## Average Closed Price: Full Year





# Stamford Overview

With continued record-low inventory, Stamford's 4th quarter remained very competitive for buyers. Of the 274 house and condo closings, the average days on market was just 34, marking a 31% decrease from last year and a record low for the quarter. The average list-to-sale price ratio stood at 102.6%, with 60% of closings going over the asking price.

For the full year, Stamford's average house closing price reached \$1 million, up 8% from 2023. There were 77 house closings over \$1.5M compared to 51 last year, representing a 51% increase. For condos, the average closed price per square foot rose to \$350, up 8% from a year ago.

	2024	2023	% CHANGE
Houses: Closings in 4th Quarter	142	141	+0.7%
Houses: Average Closing Price 4th Quarter	\$979,780	\$992,239	-1.3%
Houses: Closings Full Year	586	543	+7.9%
Houses: Average Closing Price Full Year	\$1,004,026	\$930,601	+7.9%
Houses: Pending on December 31st	37	41	-9.8%
Houses: Inventory on December 31st	65	65	0%
Condos: Closings Full Year	519	588	-11.7%
Condos: Average Closing Price Full Year	\$444,791	\$429,080	+3.7%
Condos: Inventory on December 31st	62	79	-21.5%

## Single Family Houses

### Number of Solds Q4

2024 vs. 2023



### Average Sold Price Q4

2024 vs. 2023

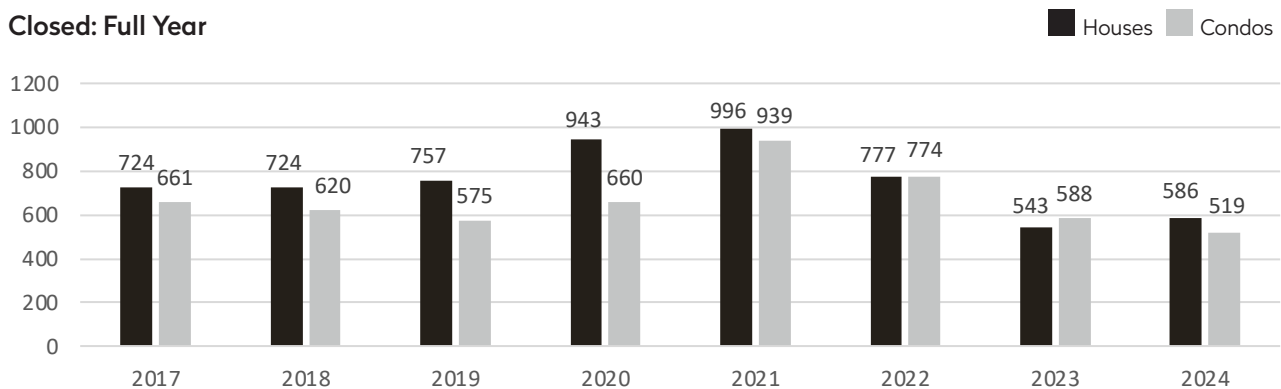


### Dec. Inventory

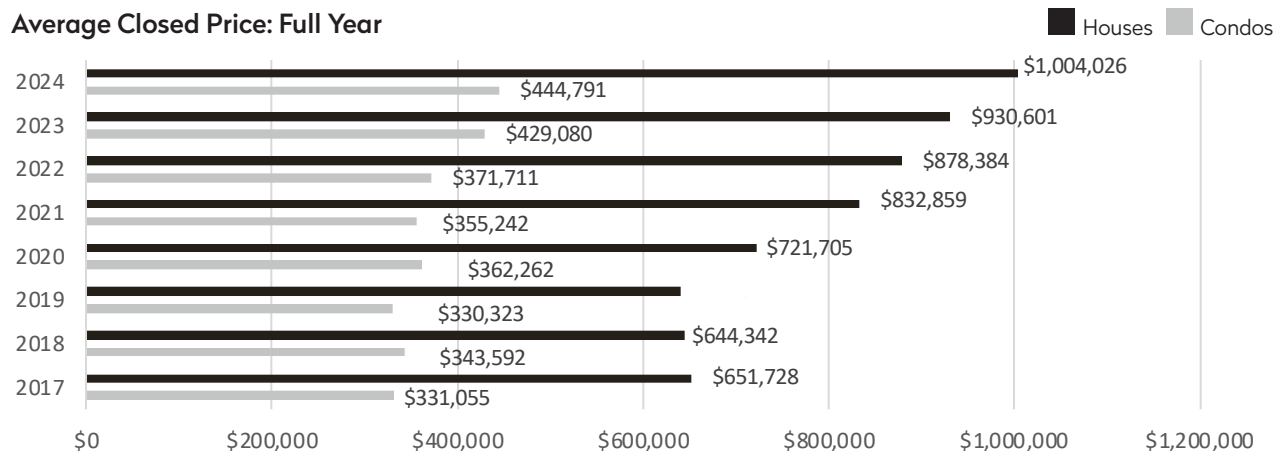
vs. Dec. 31, 2023



## Closed: Full Year



## Average Closed Price: Full Year



# Darien Overview

With continued record-low inventory, Darien's 4th quarter remained very competitive for buyers. Out of 47 house closings, the average days on market was just 37, a 23% decrease from the previous year and a record low for the quarter. The average list-to-sale price ratio was 106.9%, with 64% of closings going over the asking price.

For the full year, Darien's average house closing price reached \$2.5M, up 20% from 2023, boosted by 28 closings over \$4M, double the number from last year. The average price per square foot for houses rose to \$671, a 9% increase from a year ago. For the year's 14 condo closings, the average price per square foot jumped 24% year-over-year to \$648.

	2024	2023	% CHANGE
Houses: Closings in 4th Quarter	47	55	-14.5%
Houses: Average Closing Price 4th Quarter	\$2,369,396	\$2,267,264	+4.5%
Houses: Closings Full Year	194	234	-17.1%
Houses: Average Closing Price Full Year	\$2,522,582	\$2,097,899	+20.2%
Houses: Pending on December 31st	15	14	+7.1%
Houses: Inventory on December 31st	14	16	-12.5%
Condos: Closings Full Year	14	18	-22.2%
Condos: Average Closing Price Full Year	\$1,100,143	\$1,436,000	-23.4%
Condos: Inventory on December 31st	1	1	0%

## Single Family Houses

### Number of Solds Q4

2024 vs. 2023

↓ 15%

### Average Sold Price Q4

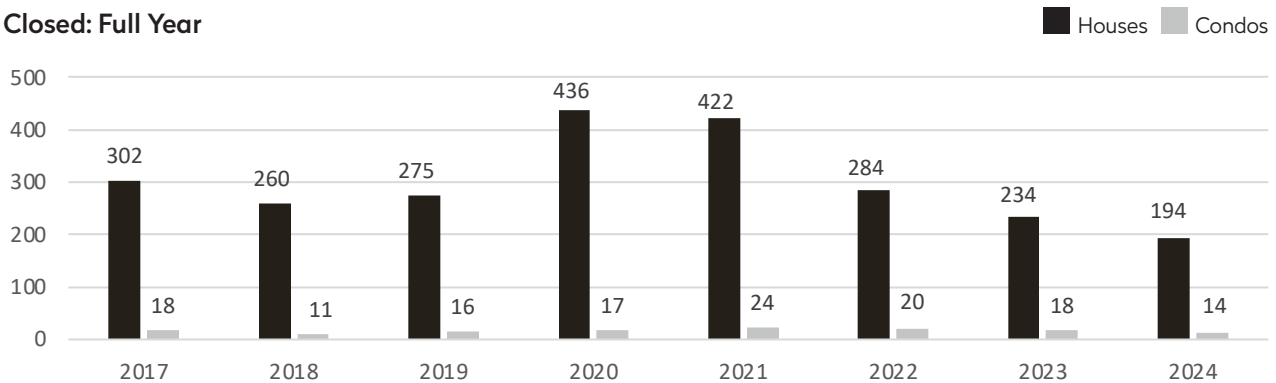
2024 vs. 2023

↑ 5%

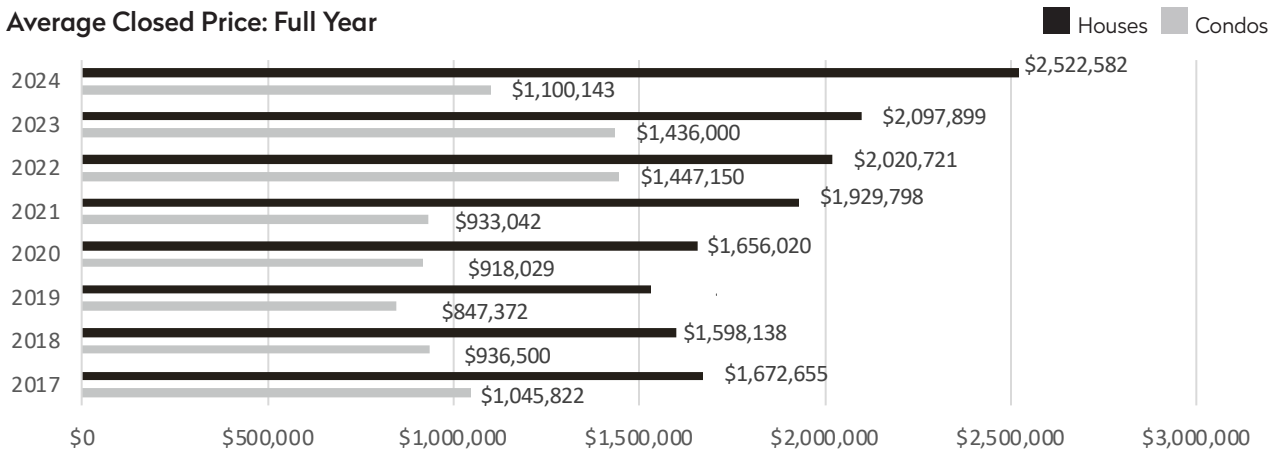
Dec. Inventory vs. Dec. 31, 2023

↓ 13%

## Closed: Full Year



## Average Closed Price: Full Year



# New Canaan Overview

With continued record-low inventory, New Canaan's 4th quarter was highly competitive for buyers. Among the 46 house closings, the average days on market dropped to just 54, a 42% decrease from the previous year and a record low for the quarter. The list-to-sale price ratio averaged 104.6%, with 63% of closings going at or above the asking price.

For the full year, the average closing price for houses reached \$2.48M, an 11% increase from 2023, bolstered by 13 transactions over \$5M compared to seven the previous year. The average price per square foot for houses climbed to \$521, marking a 10% rise from a year ago. For condos, the average price per square foot rose by 7% year-over-year to \$644.

	2024	2023	% CHANGE
Houses: Closings in 4th Quarter	46	46	0%
Houses: Average Closing Price 4th Quarter	\$2,476,283	\$2,377,005	+4.2%
Houses: Closings Full Year	201	210	-4.3%
Houses: Average Closing Price Full Year	\$2,481,646	\$2,240,385	+10.8%
Houses: Pending on December 31st	21	22	-4.5%
Houses: Inventory on December 31st	33	38	-13.2%
Condos: Closings Full Year	60	68	-11.8%
Condos: Average Closing Price Full Year	\$1,215,997	\$1,236,524	-1.7%
Condos: Inventory on December 31st	11	13	-15.4%

## Single Family Houses

Number of Solds Q4  
2024 vs. 2023

0%

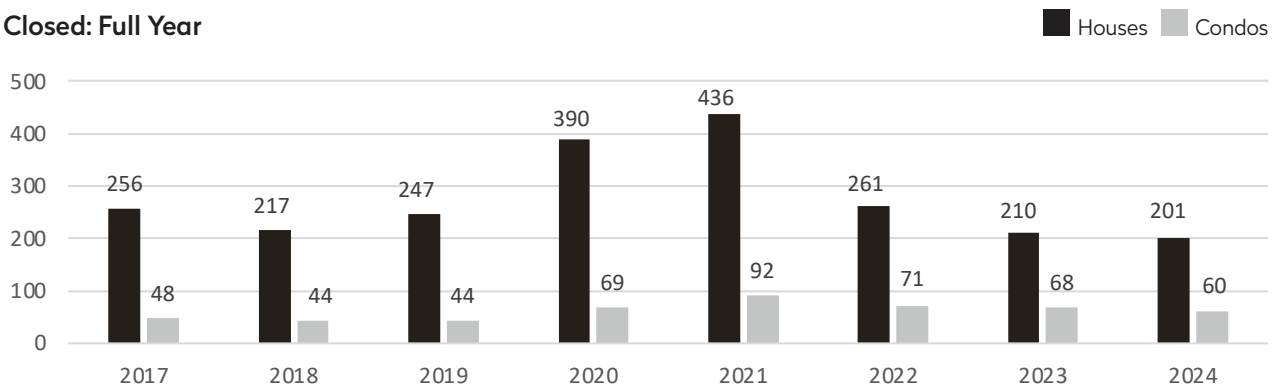
Average Sold Price Q4  
2024 vs. 2023

↑4%

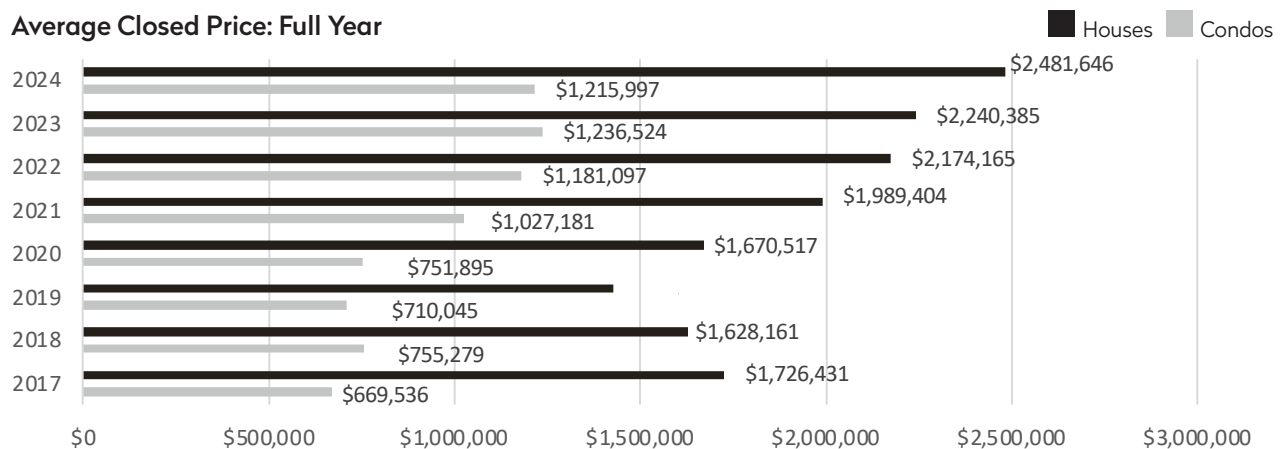
Dec. Inventory  
vs. Dec. 31, 2023

↓13%

## Closed: Full Year



## Average Closed Price: Full Year



# Norwalk Overview

With continued record-low inventory, Norwalk's 4th quarter remained very competitive for buyers. There were 196 house and condo closings, with the average days on market just 34, matching last year's record low for the quarter. The average list-to-sale price ratio stood at 103.7%, with 64% of closings going over the asking price.

For the full year, Norwalk's average house closing price reached \$983K, up 17% from 2023 and a record high. This increase was partially due to a rise in luxury sales, with 40 house closings over \$2M compared to 26 last year. Additionally, for condos, the average closed price per square foot rose to \$381, up 12% from a year ago.

	2024	2023	% CHANGE
Houses: Closings in 4th Quarter	127	118	+7.6%
Houses: Average Closing Price 4th Quarter	\$1,038,858	\$790,928	+31.3%
Houses: Closings Full Year	513	539	-4.8%
Houses: Average Closing Price Full Year	\$982,983	\$842,685	+16.6%
Houses: Pending on December 31st	38	43	-11.6%
Houses: Inventory on December 31st	45	47	-4.3%
Condos: Closings Full Year	282	304	-7.2%
Condos: Average Closing Price Full Year	\$451,295	\$446,080	+1.2%
Condos: Inventory on December 31st	29	33	-12.1%

## Single Family Houses

### Number of Solds Q4

2024 vs. 2023

↑ 8%

### Average Sold Price Q4

2024 vs. 2023

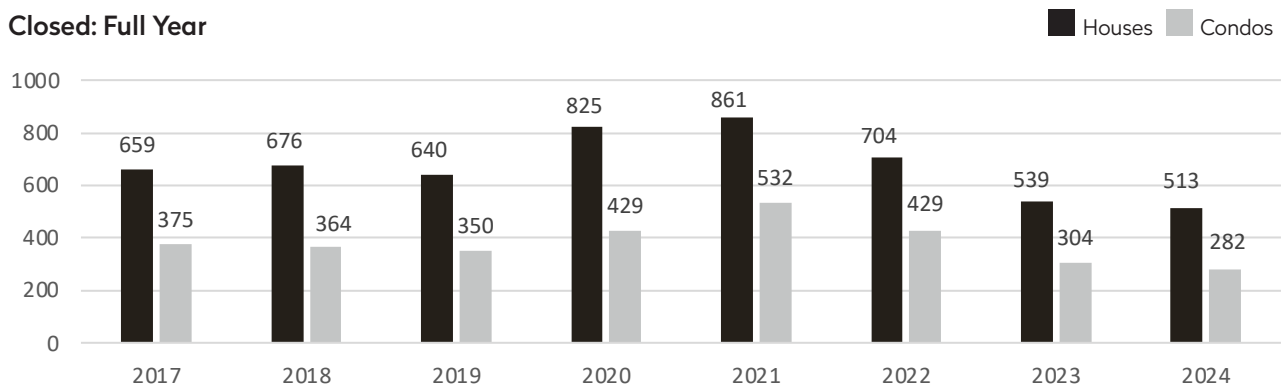
↑ 31%

### Dec. Inventory

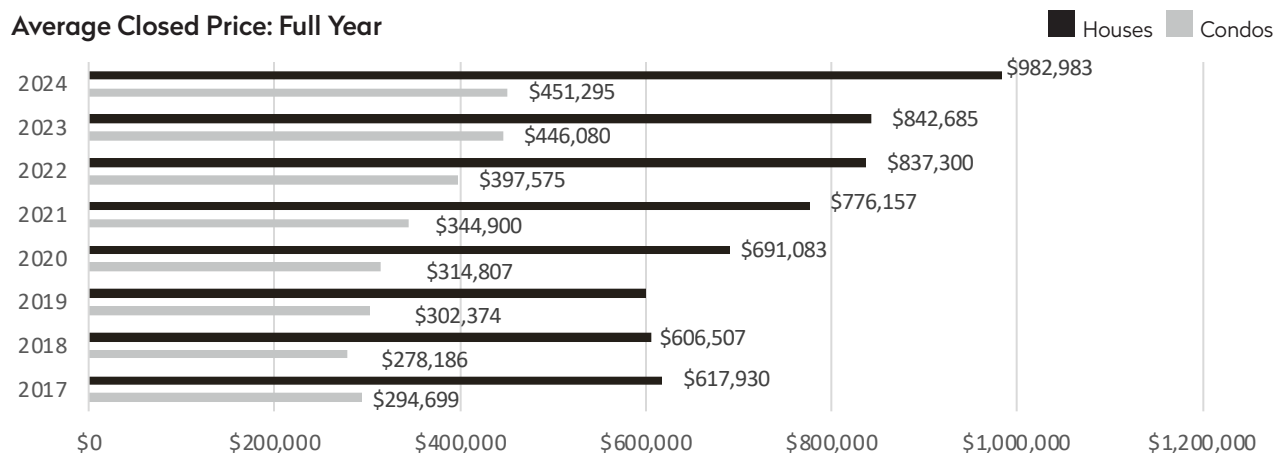
vs. Dec. 31, 2023

↓ 4%

## Closed: Full Year



## Average Closed Price: Full Year



# Rowayton Overview

Rowayton had a solid 4th quarter, despite record-low inventory. For example, there were no active houses on the market at the end of December, down from nine at the same time last year. The quarter saw 18 closings, the highest total for the period of the last three years. Low inventory kept competition high among buyers: the average days on market for closings was just 26, a record low. The average list-to-sale price ratio was 103.5%.

For the full year, Rowayton's average house closing price reached \$2.1M, up 10% from 2023. The average sale price was boosted by 12 closings over \$3M, double the number from last year. Of the 12 closings, seven sold at or over the asking price.

	2024	2023	% CHANGE
Houses: Closings in 4th Quarter	18	10	+80%
Houses: Average Closing Price 4th Quarter	\$2,345,743	\$1,554,000	+50.9%
Houses: Closings Full Year	64	50	+28%
Houses: Average Closing Price Full Year	\$2,106,851	\$1,910,960	+10.3%
Houses: Pending on December 31st	8	4	+100%
Houses: Inventory on December 31st	0	9	-100%
Condos: Closings Full Year	8	9	-11.1%
Condos: Average Closing Price Full Year	\$1,728,250	\$1,818,000	-4.9%
Condos: Inventory on December 31st	2	3	-33.3%

## Single Family Houses

Number of Solds Q4  
2024 vs. 2023

↑ 80%

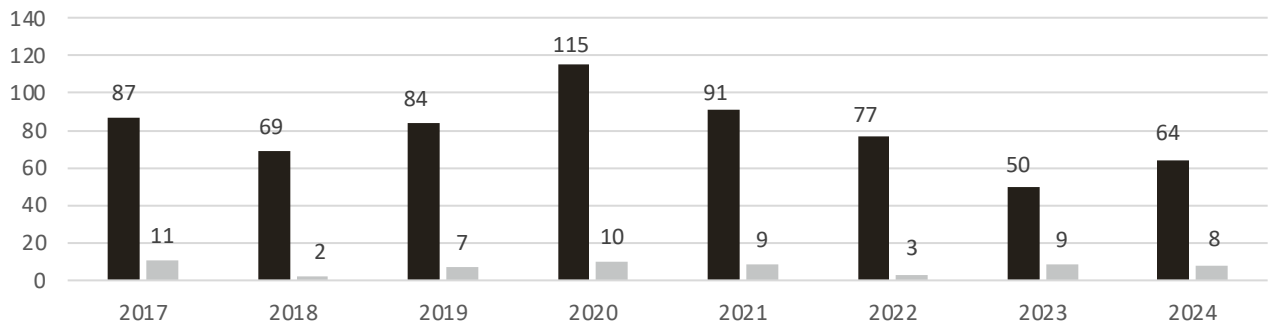
Average Sold Price Q4  
2024 vs. 2023

↑ 51%

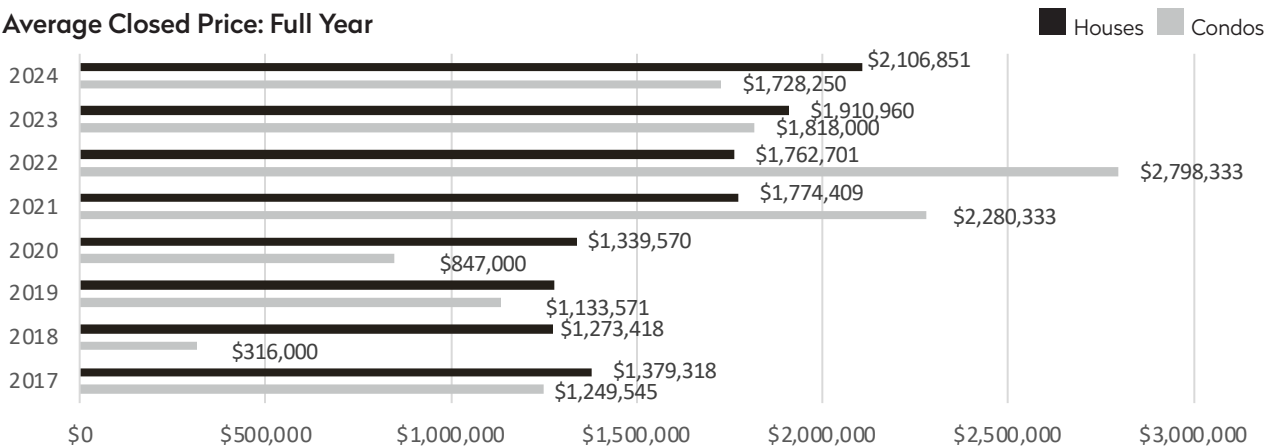
Dec. Inventory  
vs. Dec. 31, 2023

↓ 100%

## Closed: Full Year



## Average Closed Price: Full Year



# Wilton Overview

Wilton had a strong 4th quarter with 56 house closings, up from 41 last year. The average closing price rose to \$1.35M, setting a record high for the quarter, boosted by three closings over \$3M. Throughout the year, Wilton saw seven closings over \$3M compared to a total of four at this price point over the previous six years.

Throughout 2024, low inventory maintained high competition among buyers. Of the 235 house closings for the year, the average days on market was just 35, down 13% year-over-year and marking a record low. The average list-to-sale price ratio stood at 106%, with 66% of closings going over the asking price.

	2024	2023	% CHANGE
Houses: Closings in 4th Quarter	56	41	+36.6%
Houses: Average Closing Price 4th Quarter	\$1,352,420	\$1,234,620	+9.5%
Houses: Closings Full Year	235	197	+19.3%
Houses: Average Closing Price Full Year	\$1,337,648	\$1,205,438	+11%
Houses: Pending on December 31st	14	29	-51.7%
Houses: Inventory on December 31st	14	18	-22.2%
Condos: Closings Full Year	29	32	-9.4%
Condos: Average Closing Price Full Year	\$640,512	\$612,925	+4.5%
Condos: Inventory on December 31st	3	2	+50%

## Single Family Houses

### Number of Solds Q4

2024 vs. 2023

↑ 37%

### Average Sold Price Q4

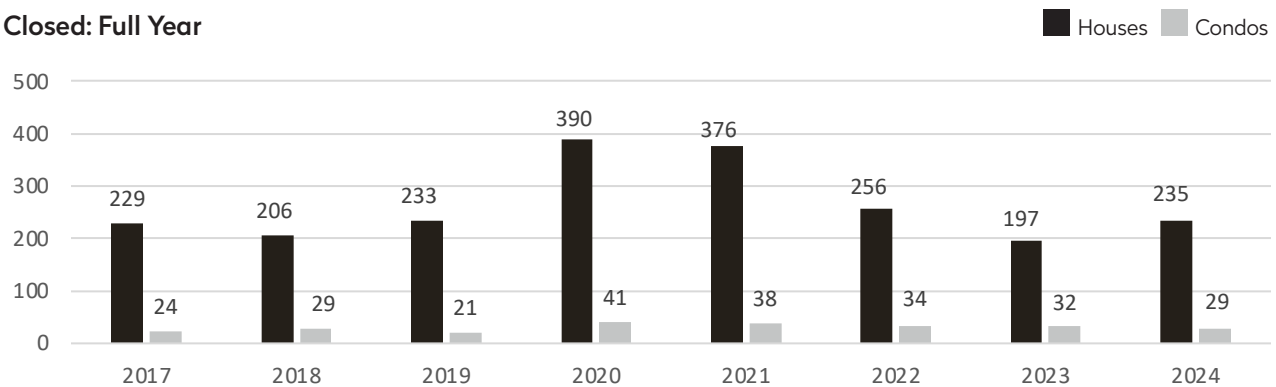
2024 vs. 2023

↑ 10%

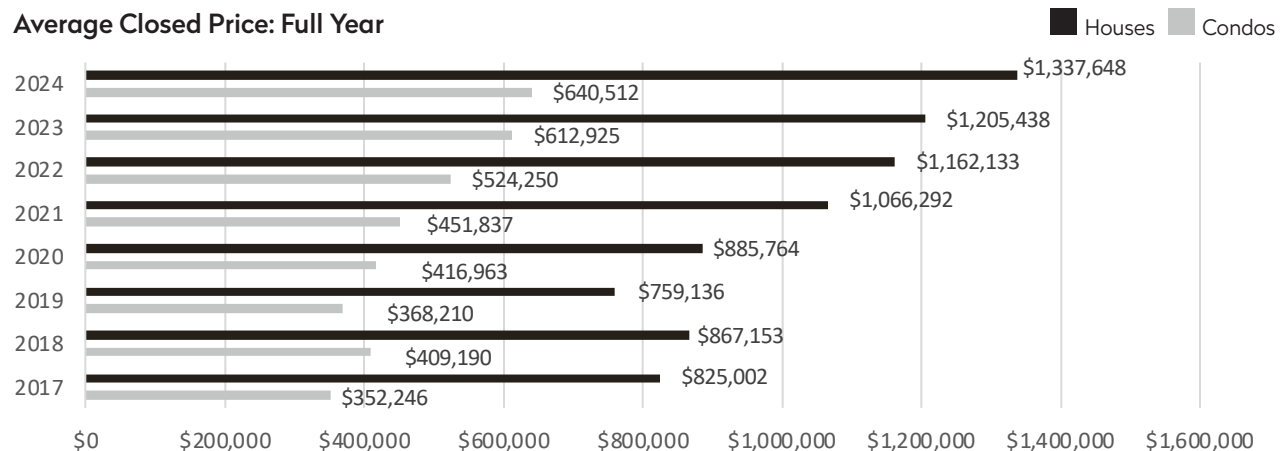
Dec. Inventory vs. Dec. 31, 2023

↓ 22%

## Closed: Full Year



## Average Closed Price: Full Year



# Westport Overview

Westport had a solid fourth quarter with 80 house closings—a 16% increase from the same period last year. The town’s luxury market has been strong throughout 2024. There were 48 house sales over \$4M, a significant rise from 35 in 2023 and the highest annual total at this price point. For condos, the year featured 12 closings exceeding \$2M, more than double the five from the previous year. Before 2023, no condos in Westport had sold at this price level.

Low inventory maintained intense competition among buyers. For the year’s 359 house and condo closings, the average list-to-sale price ratio was 102%, with 59% of transactions closing at or above the asking price.

	2024	2023	% CHANGE
Houses: Closings in 4th Quarter	80	69	+15.9%
Houses: Average Closing Price 4th Quarter	\$2,515,130	\$2,170,004	+15.9%
Houses: Closings Full Year	307	326	-5.8%
Houses: Average Closing Price Full Year	\$2,488,107	\$2,383,977	+4.4%
Houses: Pending on December 31st	27	29	-6.9%
Houses: Inventory on December 31st	42	53	-20.8%
Condos: Closings Full Year	52	24	+116.7%
Condos: Average Closing Price Full Year	\$1,524,365	\$1,370,414	+11.2%
Condos: Inventory on December 31st	12	18	-33.3%

## Single Family Houses

### Number of Solds Q4

2024 vs. 2023

↑16%

### Average Sold Price Q4

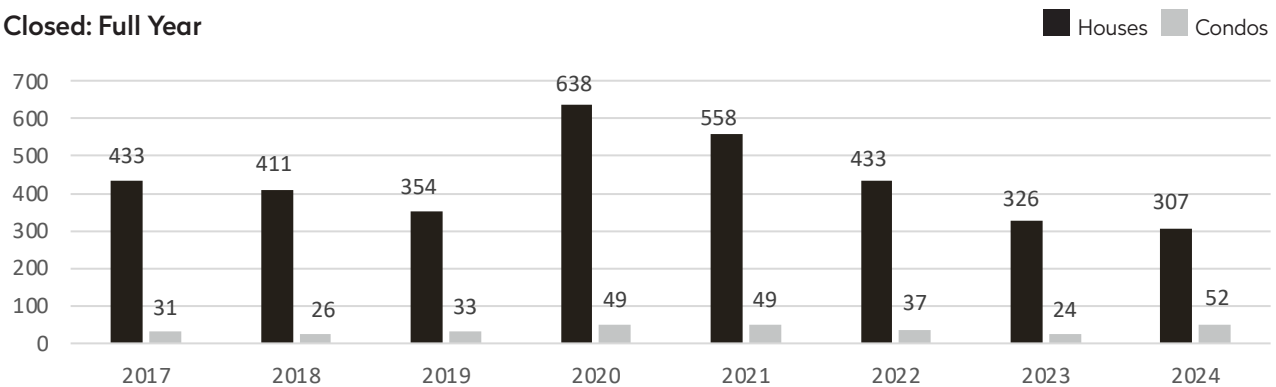
2024 vs. 2023

↑16%

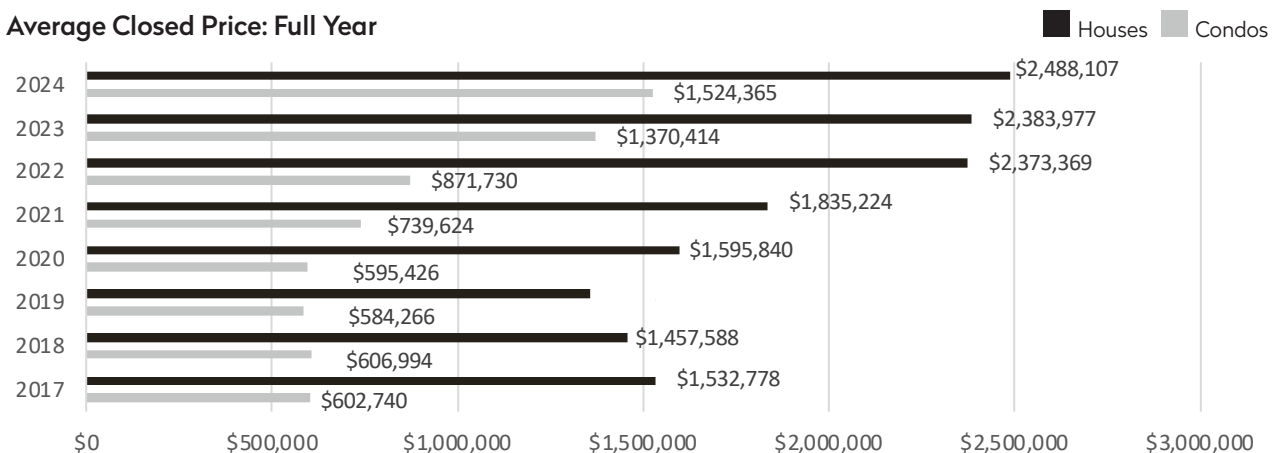
Dec. Inventory vs. Dec. 31, 2023

↓21%

## Closed: Full Year



## Average Closed Price: Full Year



# Weston Overview

Throughout 2024, low inventory constrained sales in Weston, leading to 134 house closings—a 16% decrease from the previous year and the lowest annual total since 2011. The under \$700K segment was particularly tight, with only four closings compared to 19 in 2023. Conversely, the market above \$1.2M remained stable with 85 closings, mirroring the total from the previous year.

This persistent low inventory created a highly competitive market for buyers. For the year, the average list-to-sale price ratio stood at 104.1%, with 54% of transactions closing above the asking price. This competition edged prices upward, with the average closing price for the year rising 10% year-over-year to a record high of \$1.46M.

	2024	2023	% CHANGE
Houses: Closings in 4th Quarter	32	40	-20%
Houses: Average Closing Price 4th Quarter	\$1,322,233	\$1,252,504	+5.6%
Houses: Closings Full Year	134	159	-15.7%
Houses: Average Closing Price Full Year	\$1,457,392	\$1,327,707	+9.8%
Houses: Pending on December 31st	16	5	+220%
Houses: Inventory on December 31st	14	26	-46.2%

## Single Family Houses

Number of Solds Q4  
2024 vs. 2023

↓ 20%

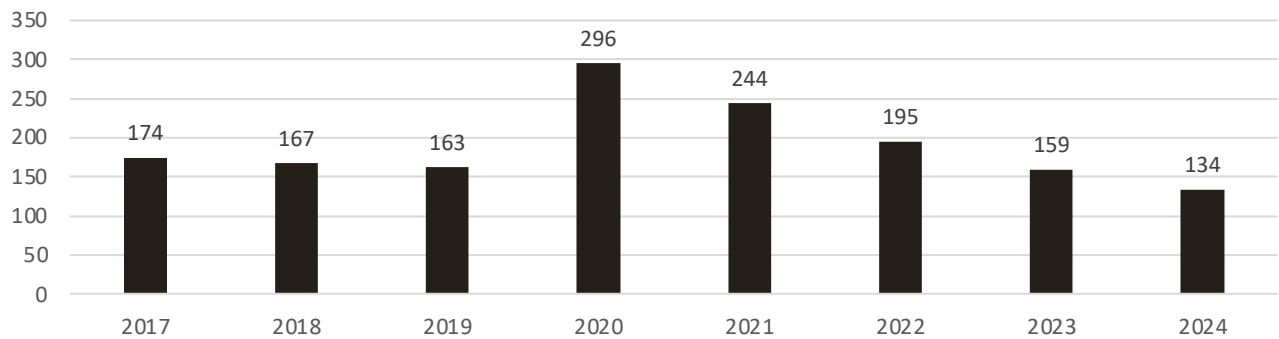
Average Sold Price Q4  
2024 vs. 2023

↑ 6%

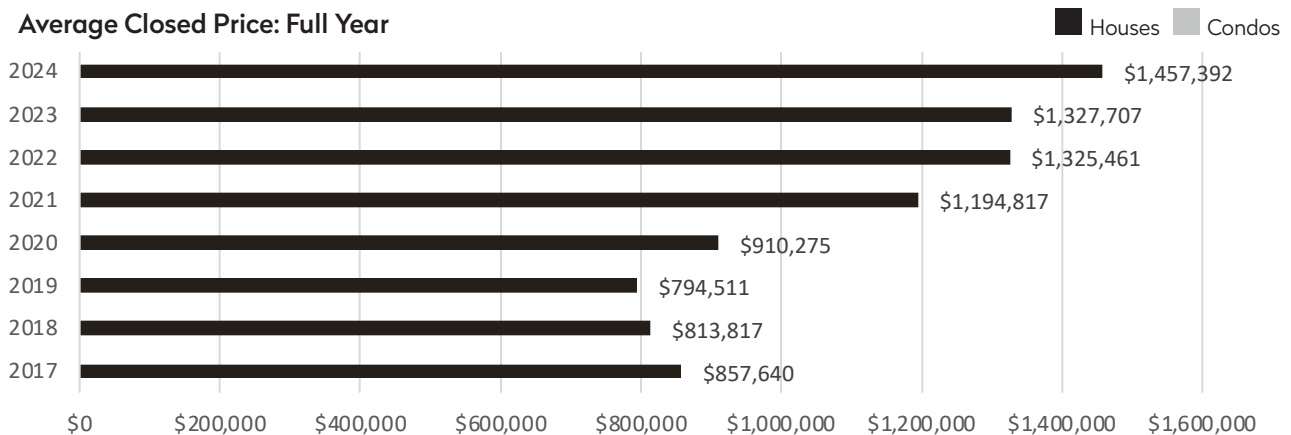
Dec. Inventory  
vs. Dec. 31, 2023

↓ 46%

## Closed: Full Year



## Average Closed Price: Full Year





# Fairfield Overview

Fairfield had a steady fourth quarter with 146 house closings—a 14% increase from the same period last year. The average closing price reached a record-high \$1.17M, boosted by the \$15M sale of 85 Harbor Road in Southport in December, Fairfield's highest priced closing of the year. Fairfield's luxury market has been strong all year with 3 sales over \$9M. Additionally, there was a notable \$10.25M closing at 794 Sasco Hill Road on January 2, 2025. Historically, over the two decades before 2024, Fairfield saw only six sales at this price point.

Low inventory kept competition high among buyers throughout 2024. Of the 673 house and condo closings, the average days on market was just 40, a 27% decrease from 2023.

	2024	2023	% CHANGE
Houses: Closings in 4th Quarter	146	128	+14.1%
Houses: Average Closing Price 4th Quarter	\$1,165,697	\$1,060,072	+10%
Houses: Closings Full Year	578	560	+3.2%
Houses: Average Closing Price Full Year	\$1,193,498	\$1,119,042	+6.7%
Houses: Pending on December 31st	34	37	-8.1%
Houses: Inventory on December 31st	68	58	+17.2%
Condos: Closings Full Year	95	118	-19.5%
Condos: Average Closing Price Full Year	\$753,275	\$660,761	+14%
Condos: Inventory on December 31st	12	12	0%

## Single Family Houses

### Number of Solds Q4

2024 vs. 2023

↑ 14%

### Average Sold Price Q4

2024 vs. 2023

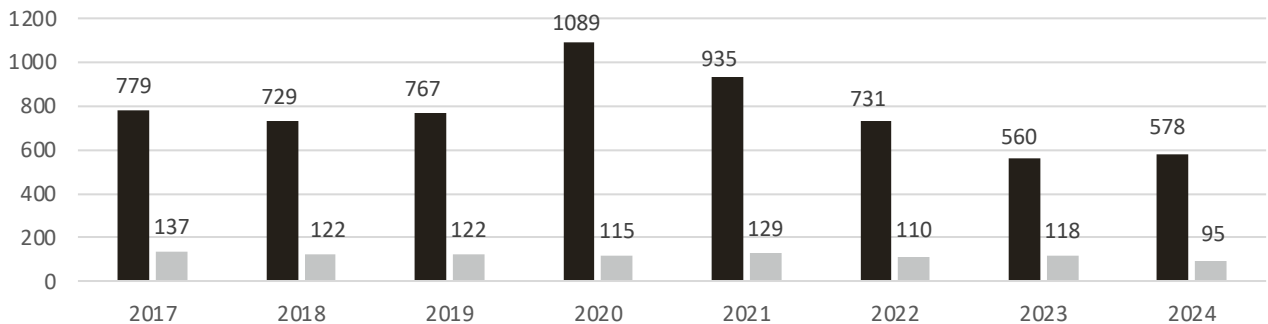
↑ 10%

### Dec. Inventory

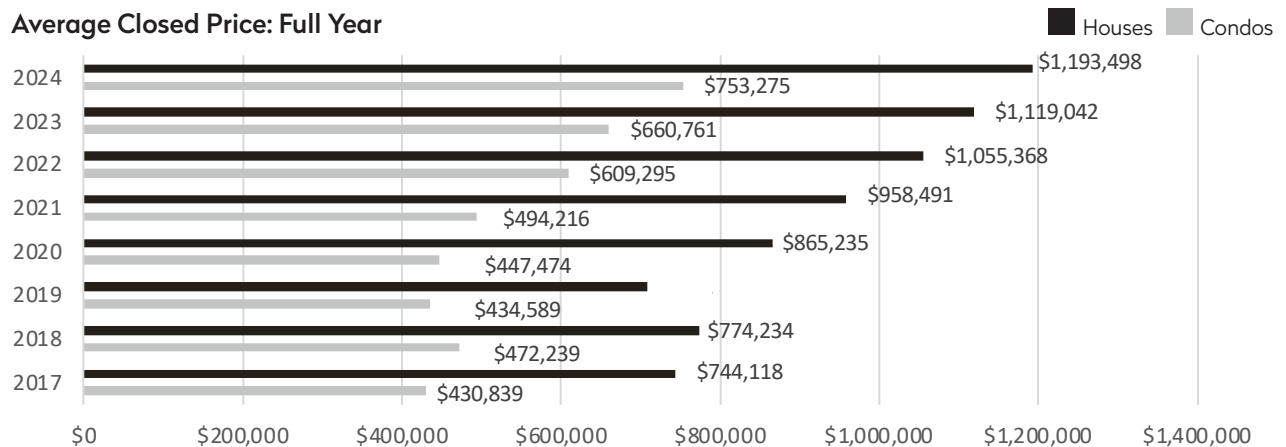
vs. Dec. 31, 2023

↑ 17%

## Closed: Full Year



## Average Closed Price: Full Year



# Ridgefield Overview

Ridgefield had a strong fourth quarter with a combined 82 house and condo closings, the highest total for the quarter in the past two years. The average house sale price reached \$1.15M, up 9% from a year ago, while the average condo closing price rose by 24% to \$549K.

Throughout 2024, low inventory maintained high competition among buyers. Of the 313 combined house and condo closings for the year, the average days on market was just 42, an 18% decrease from 2023 and a record low. The average list-to-sale price ratio stood at 102.9%, with 68% of closings going at or over the asking price.

	2024	2023	% CHANGE
Houses: Closings in 4th Quarter	67	62	+8.1%
Houses: Average Closing Price 4th Quarter	\$1,147,236	\$1,053,531	+8.9%
Houses: Closings Full Year	250	277	-9.7%
Houses: Average Closing Price Full Year	\$1,155,394	\$1,183,049	-2.3%
Houses: Pending on December 31st	15	17	-11.8%
Houses: Inventory on December 31st	16	31	-48.4%
Condos: Closings Full Year	63	49	+28.6%
Condos: Average Closing Price Full Year	\$509,111	\$518,520	-1.8%
Condos: Inventory on December 31st	9	5	+80%

## Single Family Houses

### Number of Solds Q4

2024 vs. 2023

↑ 8%

### Average Sold Price Q4

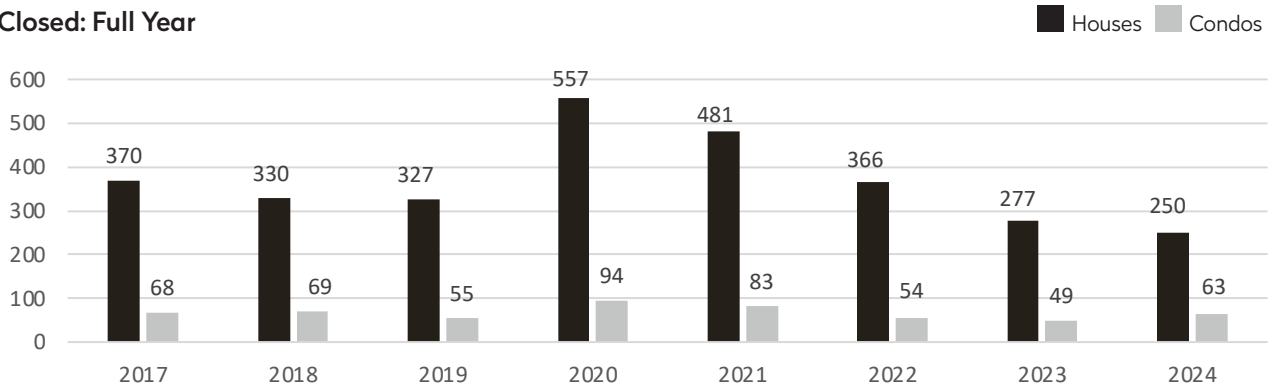
2024 vs. 2023

↑ 9%

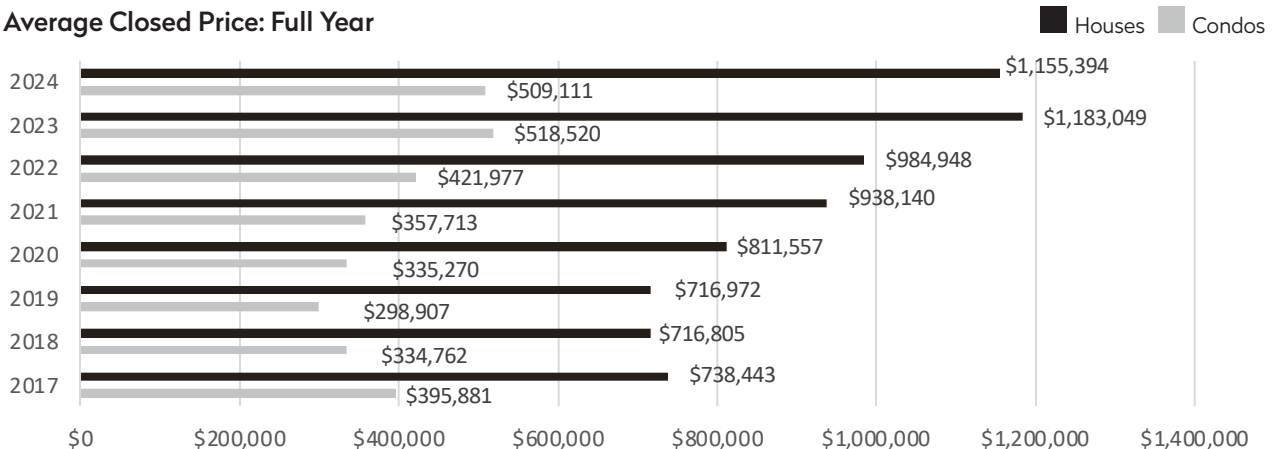
Dec. Inventory vs. Dec. 31, 2023

↓ 48%

## Closed: Full Year



## Average Closed Price: Full Year



# Redding Overview

Redding had a strong fourth quarter with 34 house closings—a 31% increase from the same period last year and exceeding its historical average for the quarter. Sellers showed slightly more flexibility on price, with the average list-to-close price ratio at 98.6%, the second consecutive quarter this ratio was below 100%. However, the pace of the market was extremely fast, with the average days on market just 49, down 38% from last year and a record low for the quarter.

For the year, Redding’s average house sale price reached \$1.02M, a 3% increase over last year. The average sold price per square foot also rose to \$318, up 7% from 2023.

## Single Family Houses

### Number of Solds Q4

2024 vs. 2023

↑ 31%

### Average Sold Price Q4

2024 vs. 2023

↓ 5%

### Dec. Inventory

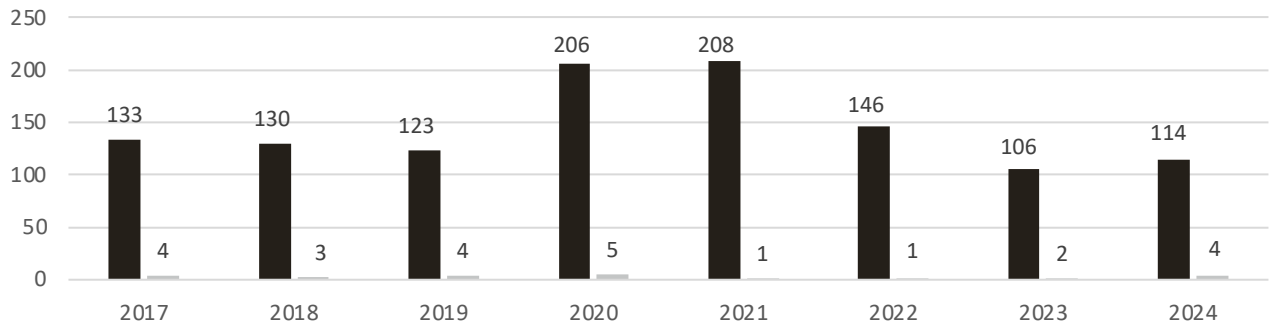
vs. Dec. 31, 2023

↓ 8%

	2023	2022	% CHANGE
Houses: Closings in 4th Quarter	34	26	+30.8%
Houses: Average Closing Price 4th Quarter	\$897,632	\$940,519	-4.6%
Houses: Closings Full Year	114	106	+7.5%
Houses: Average Closing Price Full Year	\$1,019,611	\$988,091	+3.2%
Houses: Pending on December 31st	7	9	-22.2%
Houses: Inventory on December 31st	22	24	-8.3%
Condos: Closings Full Year	4	2	+100%
Condos: Average Closing Price Full Year	\$459,000	\$514,950	-10.9%
Condos: Inventory on December 31st	0	0	NA

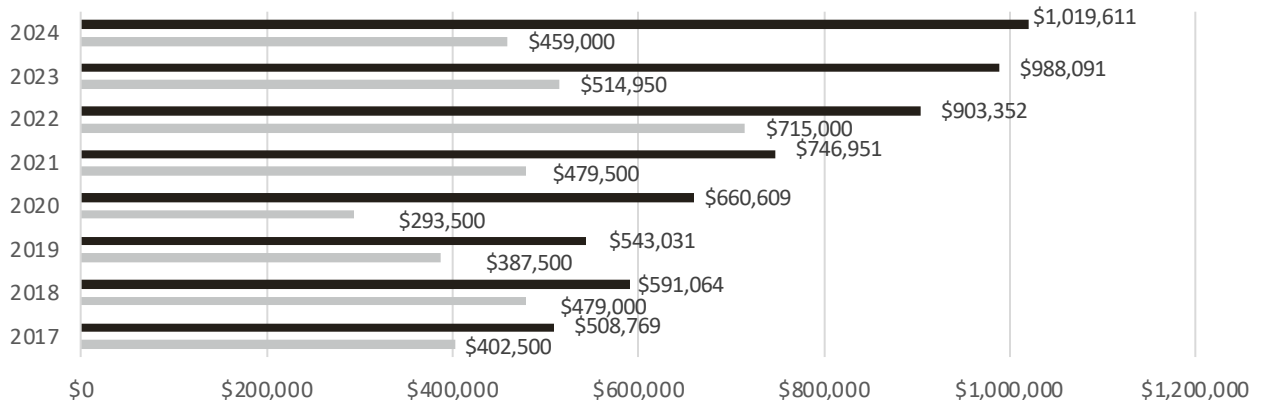
## Closed: Full Year

■ Houses ■ Condos



## Average Closed Price: Full Year

■ Houses ■ Condos



# Easton Overview

Easton had a solid 4th quarter with 19 house closings, in line with historical averages. The average closing price rose to \$1.2M, a 37% year-over-year increase and a record high for any quarter in Easton. December featured Easton's highest-priced closing ever with the sale of 341 Rock House Road for \$4.8M.

Throughout 2024, low inventory kept competition high among buyers. Of the 80 house closings for the year, the average days on market was just 54, down 10% year-over-year and a record low. The average list-to-sale price ratio stood at 100.3%, marking the fourth consecutive year this average has been over 100%.

	2024	2023	% CHANGE
Houses: Closings in 4th Quarter	19	20	-5%
Houses: Average Closing Price 4th Quarter	\$1,232,526	\$898,103	+37.2%
Houses: Closings Full Year	80	92	-13%
Houses: Average Closing Price Full Year	\$1,078,976	\$953,232	+13.2%
Houses: Pending on December 31st	6	7	-14.3%
Houses: Inventory on December 31st	6	19	-68.4%

## Single Family Houses

### Number of Solds Q4

2024 vs. 2023

↓ 5%

### Average Sold Price Q4

2024 vs. 2023

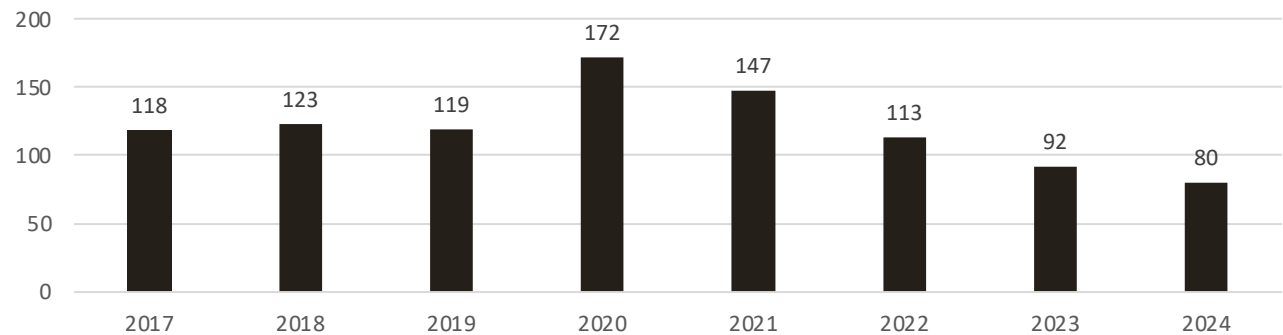
↑ 37%

### Dec. Inventory

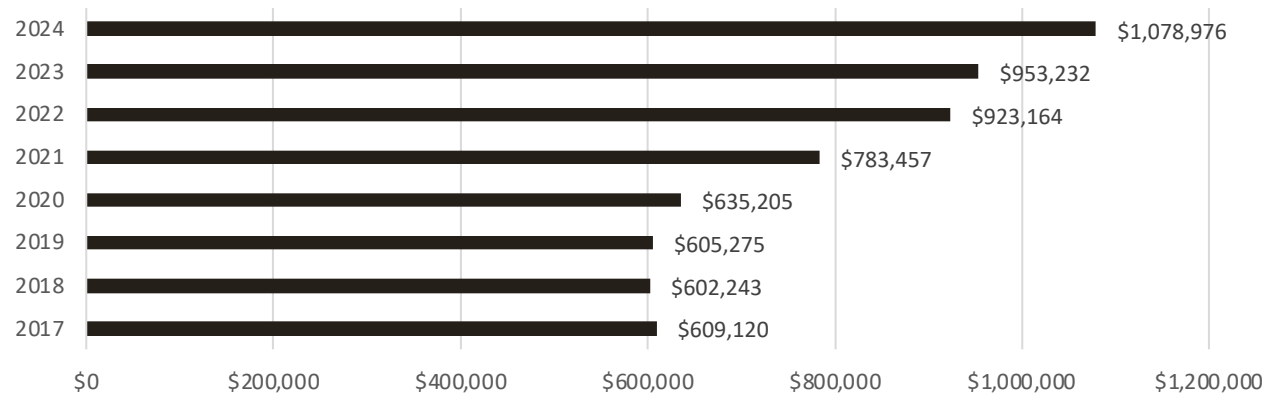
vs. Dec. 31, 2023

↓ 68%

## Closed: Full Year



## Average Closed Price: Full Year



# Contact Us

**Q4 2024**

## Connecticut Market Report

### **Greenwich**

125 Mason Street  
Greenwich, CT 06830  
203.869.8100

### **Stamford**

1099 High Ridge Road  
Stamford, CT 06905  
203.329.8801

### **Darien**

671 Boston Post Road  
Darien, CT 06820  
203.655.1418

### **Westport**

56 Post Road East  
Westport, CT 06880  
203.221.0666

### **Rowayton**

140 Rowayton Avenue  
Rowayton, CT 06853  
203.853.1419

### **BHS Relocation Services**

445 Park Avenue, 10th Floor  
New York, NY 10022  
212-381-6521

### **New Canaan**

93 Cherry Street  
New Canaan, CT 06840  
203.966.7800

**BHS** THE Craft OF Research

©2024 by Brown Harris Stevens. All Rights Reserved. This information may not be copied, used or distributed without Brown Harris Stevens' consent. While information is believed true, no guaranty is made of accuracy. Report prepared by Brian Cleary, Brown Harris Stevens