

Q4 2021

# Lower Fairfield County Market Report

COMPASS

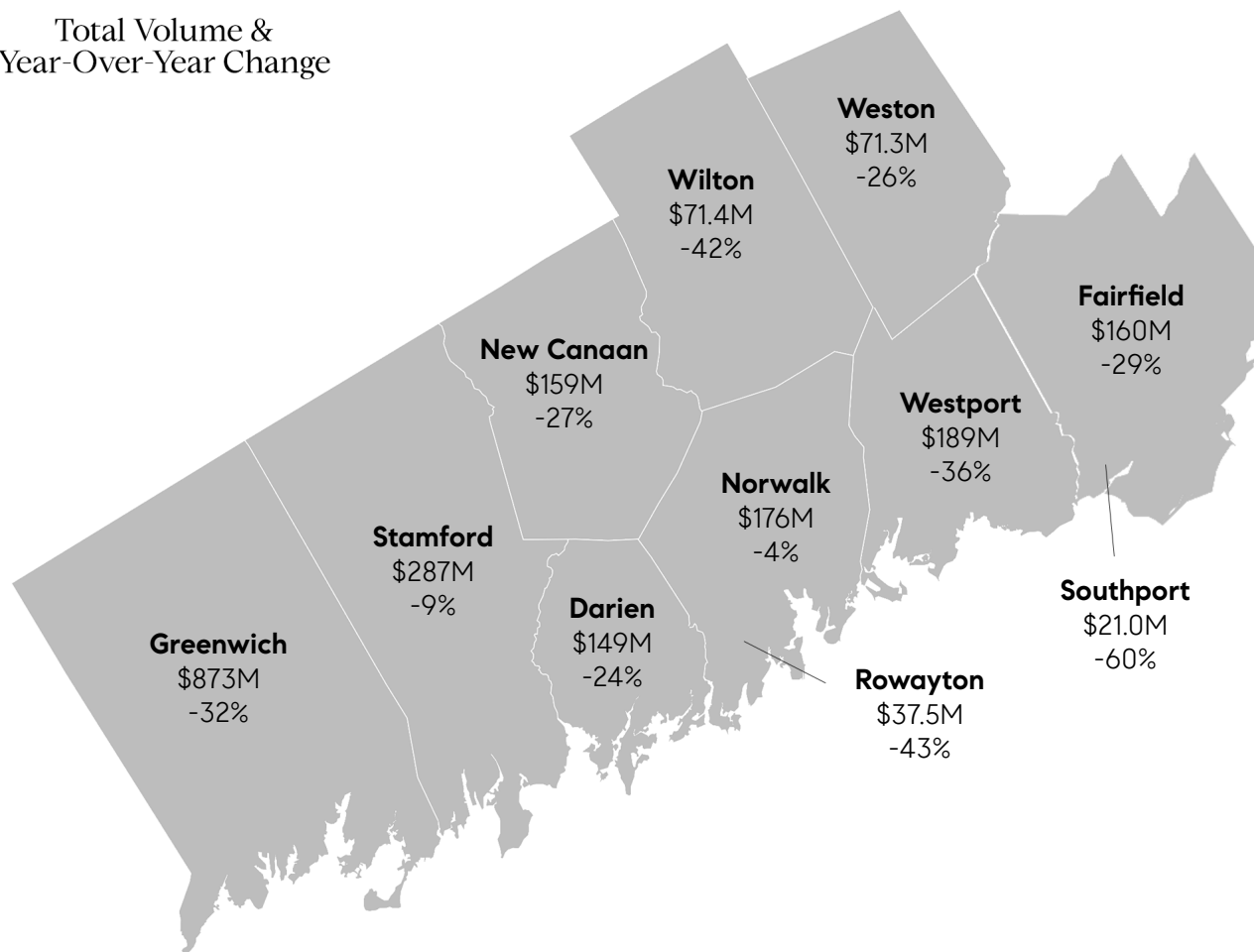


96 Romford Road

# Lower Fairfield County

## Neighborhood Map

Total Volume &  
Year-Over-Year Change

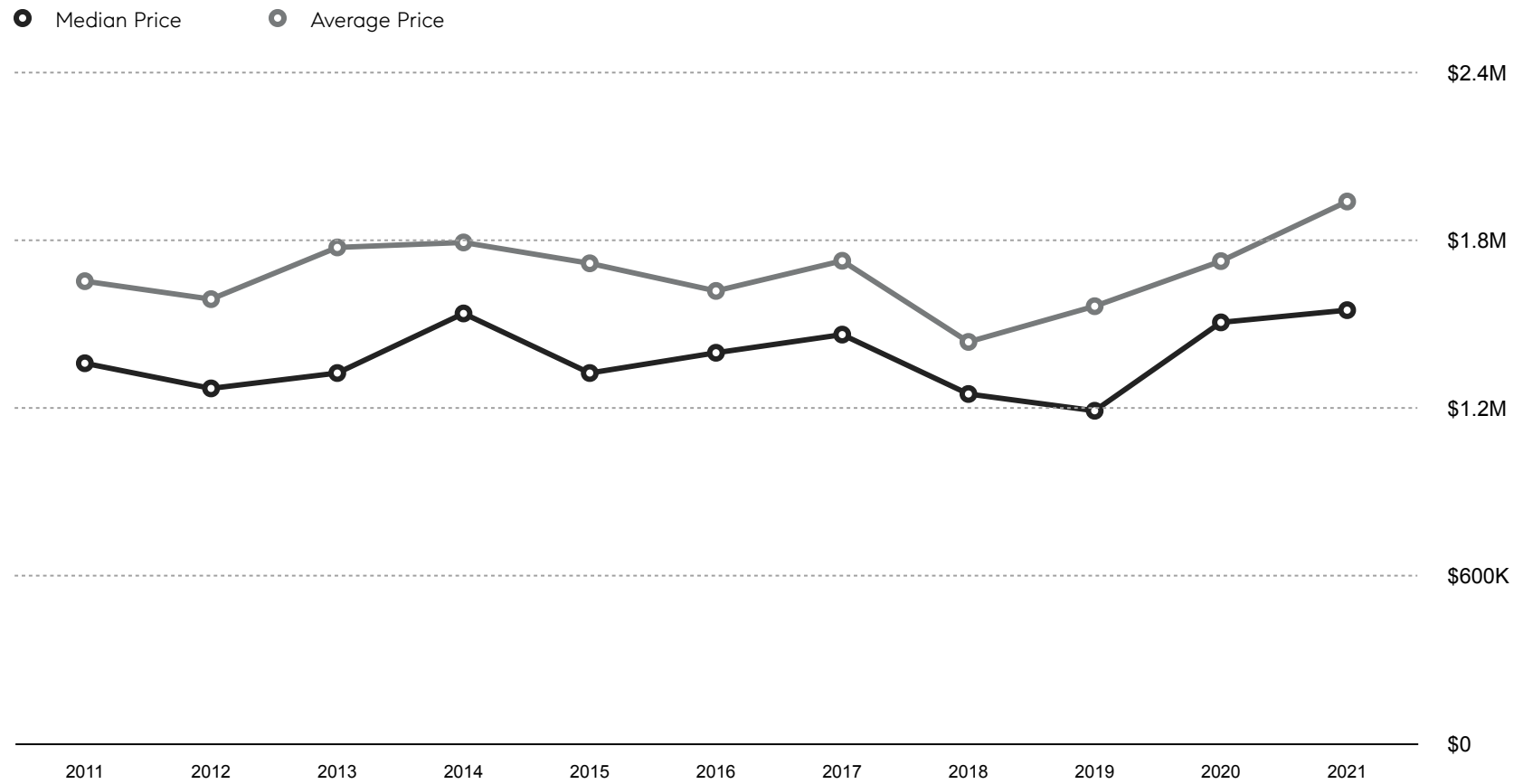


# Darien

		Q4 2020	Q4 2021	% Change	YTD 2020	YTD 2021	% Change
Overall	# OF SALES	114	77	-32.5%	454	447	-1.5%
	SALES VOLUME	\$196,698,100	\$149,279,000	-24.1%	\$739,071,049	\$838,517,712	13.5%
	MEDIAN PRICE	\$1,506,250	\$1,550,000	2.9%	\$1,414,750	\$1,616,000	14.2%
	AVERAGE PRICE	\$1,725,422	\$1,938,688	12.4%	\$1,627,910	\$1,875,879	15.2%
	AVERAGE DOM	111	68	-38.7%	126	70	-44.4%
Single-Family	# OF SALES	109	72	-33.9%	437	422	-3.4%
	SALES VOLUME	\$191,798,100	\$145,145,000	-24.3%	\$723,464,549	\$814,374,712	12.6%
	MEDIAN PRICE	\$1,525,000	\$1,650,000	8.2%	\$1,425,000	\$1,642,000	15.2%
	AVERAGE PRICE	\$1,759,616	\$2,015,903	14.6%	\$1,655,525	\$1,929,798	16.6%
	AVERAGE DOM	113	70	-38.1%	124	70	-43.5%
Condos & Co-ops	# OF SALES	5	5	0.0%	17	25	47.1%
	SALES VOLUME	\$4,900,000	\$4,134,000	-15.6%	\$15,606,500	\$24,143,000	54.7%
	MEDIAN PRICE	\$755,000	\$645,000	-14.6%	\$705,000	\$740,000	5.0%
	AVERAGE PRICE	\$980,000	\$826,800	-15.6%	\$918,029	\$965,720	5.2%
	AVERAGE DOM	75	38	-49.3%	182	74	-59.3%

# Darien

## Q4 Historic Sales

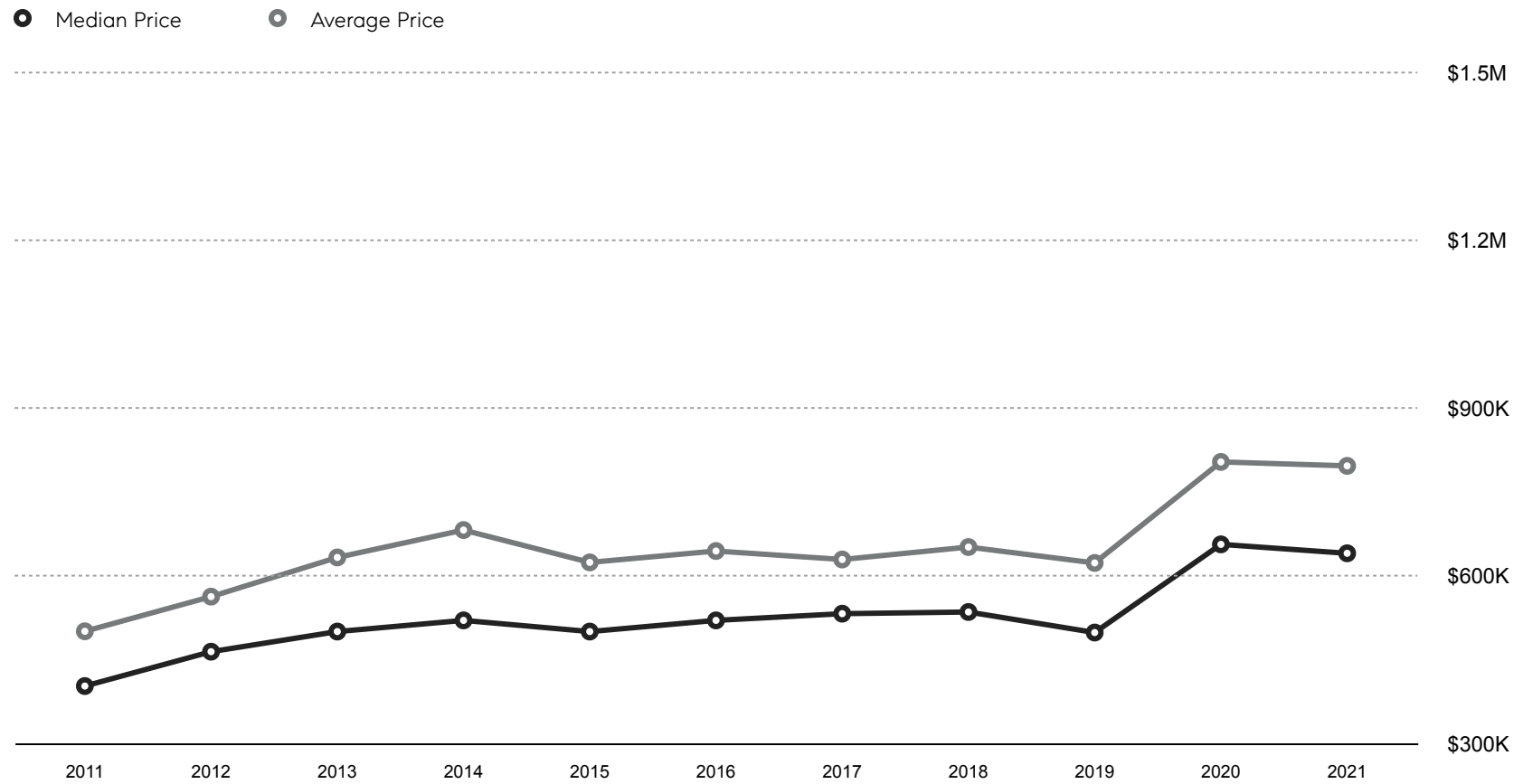


# Fairfield

		Q4 2020	Q4 2021	% Change	YTD 2020	YTD 2021	% Change
Overall	# OF SALES	282	202	-28.4%	1,058	967	-8.6%
	SALES VOLUME	\$226,581,785	\$160,875,218	-29.0%	\$792,148,568	\$825,412,945	4.2%
	MEDIAN PRICE	\$656,000	\$640,000	-2.4%	\$625,000	\$670,000	7.2%
	AVERAGE PRICE	\$803,482	\$796,412	-0.9%	\$748,723	\$853,581	14.0%
	AVERAGE DOM	67	53	-20.9%	84	54	-35.7%
Single-Family	# OF SALES	254	180	-29.1%	962	853	-11.3%
	SALES VOLUME	\$213,690,785	\$151,117,004	-29.3%	\$750,008,568	\$770,563,906	2.7%
	MEDIAN PRICE	\$685,500	\$662,000	-3.4%	\$648,250	\$694,000	7.1%
	AVERAGE PRICE	\$841,302	\$839,539	-0.2%	\$779,635	\$903,357	15.9%
	AVERAGE DOM	68	52	-23.5%	84	53	-36.9%
Condos & Co-ops	# OF SALES	28	22	-21.4%	96	114	18.8%
	SALES VOLUME	\$12,891,000	\$9,758,214	-24.3%	\$42,140,000	\$54,849,039	30.2%
	MEDIAN PRICE	\$457,250	\$375,250	-17.9%	\$354,000	\$416,357	17.6%
	AVERAGE PRICE	\$460,393	\$443,555	-3.7%	\$438,958	\$481,132	9.6%
	AVERAGE DOM	61	60	-1.6%	81	57	-29.6%

# Fairfield

## Q4 Historic Sales



# Greater Greenwich

		Q4 2020	Q4 2021	% Change	YTD 2020	YTD 2021	% Change
Overall	# OF SALES	554	352	-36.5%	585	681	16.4%
	SALES VOLUME	\$1,289,995,022	\$873,880,995	-32.3%	\$1,161,743,716	\$1,499,277,099	29.1%
	MEDIAN PRICE	\$1,700,000	\$1,796,250	5.7%	\$1,500,000	\$1,750,000	16.7%
	AVERAGE PRICE	\$2,328,511	\$2,482,616	6.6%	\$1,985,887	\$2,201,582	10.9%
	AVERAGE DOM	139	92	-33.8%	135	90	-33.3%
Single-Family	# OF SALES	440	267	-39.3%	468	524	12.0%
	SALES VOLUME	\$1,170,934,397	\$774,542,655	-33.9%	\$1,056,345,936	\$1,353,328,035	28.1%
	MEDIAN PRICE	\$1,910,000	\$2,135,000	11.8%	\$1,728,750	\$2,132,500	23.4%
	AVERAGE PRICE	\$2,661,215	\$2,900,909	9.0%	\$2,257,149	\$2,582,687	14.4%
	AVERAGE DOM	138	93	-32.6%	138	88	-36.2%
Condos & Co-ops	# OF SALES	114	85	-25.4%	117	157	34.2%
	SALES VOLUME	\$119,060,625	\$99,338,340	-16.6%	\$105,397,780	\$145,949,064	38.5%
	MEDIAN PRICE	\$785,000	\$825,000	5.1%	\$697,000	\$730,000	4.7%
	AVERAGE PRICE	\$1,044,391	\$1,168,686	11.9%	\$900,836	\$929,612	3.2%
	AVERAGE DOM	140	88	-37.1%	123	97	-21.1%

# Greater Greenwich

## Q4 Historic Sales



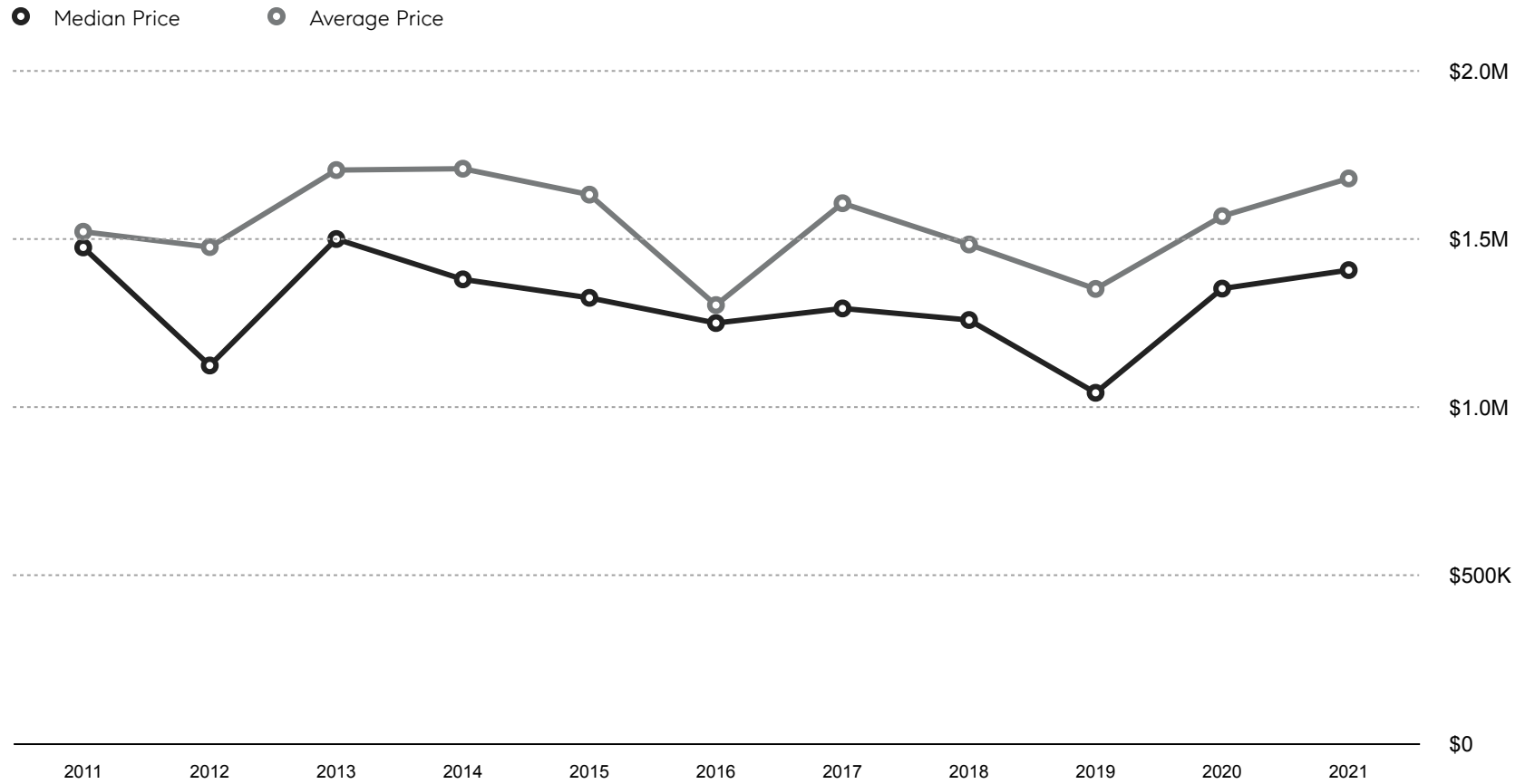


# New Canaan

		Q4 2020	Q4 2021	% Change	YTD 2020	YTD 2021	% Change
Overall	# OF SALES	140	95	-32.1%	459	532	15.9%
	SALES VOLUME	\$219,524,069	\$159,621,150	-27.3%	\$703,382,501	\$972,385,979	38.2%
	MEDIAN PRICE	\$1,352,500	\$1,407,500	4.1%	\$1,292,500	\$1,590,000	23.0%
	AVERAGE PRICE	\$1,568,029	\$1,680,223	7.2%	\$1,532,424	\$1,827,793	19.3%
	AVERAGE DOM	106	81	-23.6%	134	83	-38.1%
Single-Family	# OF SALES	118	64	-45.8%	390	440	12.8%
	SALES VOLUME	\$200,706,694	\$129,312,500	-35.6%	\$651,501,751	\$877,885,309	34.7%
	MEDIAN PRICE	\$1,468,000	\$1,705,500	16.2%	\$1,399,500	\$1,725,000	23.3%
	AVERAGE PRICE	\$1,700,904	\$2,020,508	18.8%	\$1,670,517	\$1,995,194	19.4%
	AVERAGE DOM	116	67	-42.2%	137	81	-40.9%
Condos & Co-ops	# OF SALES	22	31	40.9%	69	92	33.3%
	SALES VOLUME	\$18,817,375	\$30,308,650	61.1%	\$51,880,750	\$94,500,670	82.1%
	MEDIAN PRICE	\$811,250	\$850,500	4.8%	\$730,000	\$955,000	30.8%
	AVERAGE PRICE	\$855,335	\$977,698	14.3%	\$751,895	\$1,027,181	36.6%
	AVERAGE DOM	58	110	89.7%	115	91	-20.9%

# New Canaan

## Q4 Historic Sales

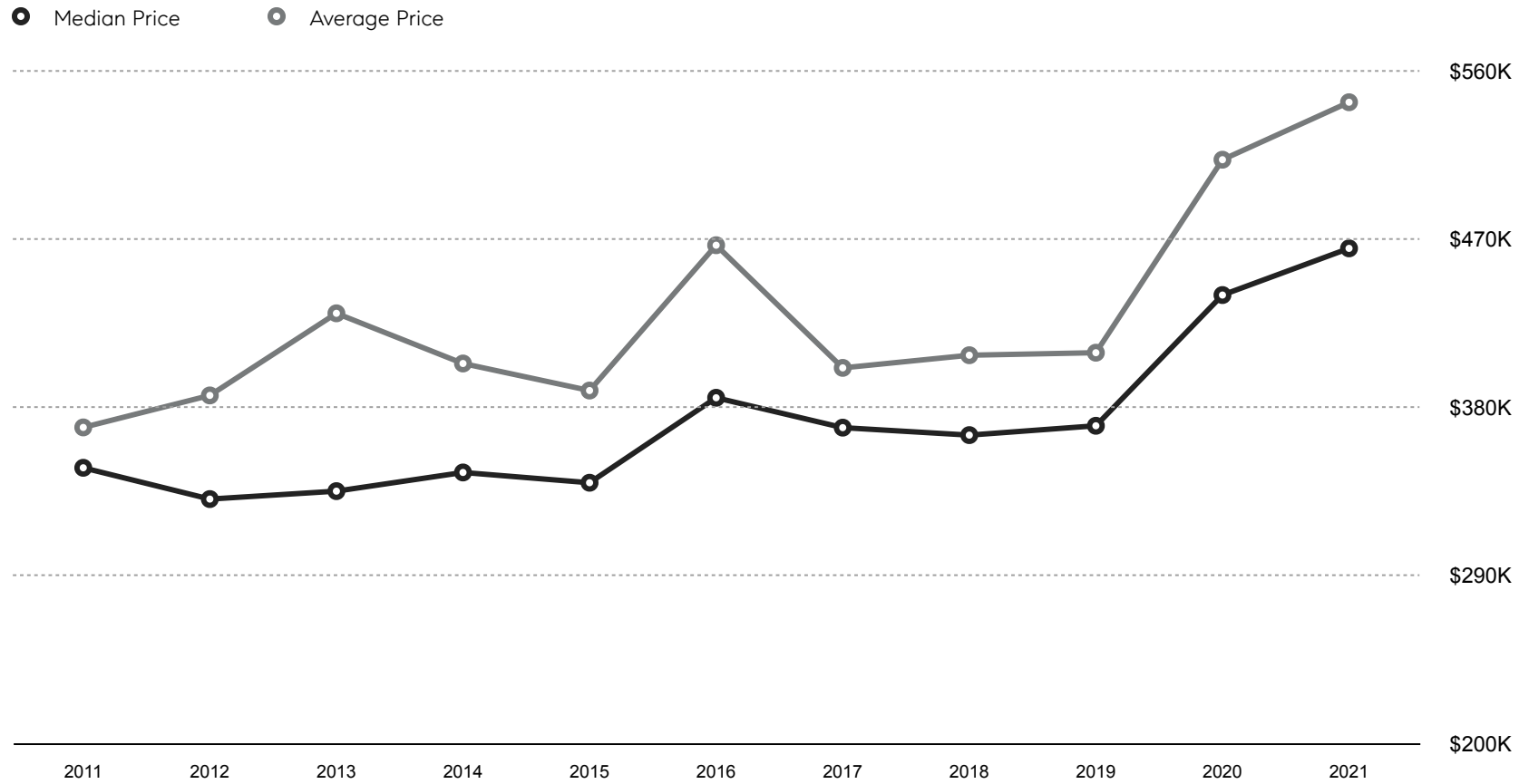


# Norwalk

		Q4 2020	Q4 2021	% Change	YTD 2020	YTD 2021	% Change
Overall	# OF SALES	358	325	-9.2%	1,124	1,291	14.9%
	SALES VOLUME	\$183,464,070	\$176,552,552	-3.8%	\$539,477,777	\$669,550,491	24.1%
	MEDIAN PRICE	\$440,000	\$465,000	5.7%	\$430,000	\$455,000	5.8%
	AVERAGE PRICE	\$512,469	\$543,239	6.0%	\$479,962	\$518,629	8.1%
	AVERAGE DOM	59	51	-13.6%	74	53	-28.4%
Single-Family	# OF SALES	222	202	-9.0%	706	771	9.2%
	SALES VOLUME	\$142,002,592	\$138,641,626	-2.4%	\$413,269,903	\$507,386,437	22.8%
	MEDIAN PRICE	\$519,000	\$565,000	8.9%	\$510,000	\$556,000	9.0%
	AVERAGE PRICE	\$639,651	\$686,345	7.3%	\$585,368	\$658,089	12.4%
	AVERAGE DOM	56	49	-12.5%	74	53	-28.4%
Condos & Co-ops	# OF SALES	136	123	-9.6%	418	520	24.4%
	SALES VOLUME	\$41,461,478	\$37,910,926	-8.6%	\$126,207,874	\$162,164,054	28.5%
	MEDIAN PRICE	\$275,000	\$290,000	5.5%	\$275,000	\$285,000	3.6%
	AVERAGE PRICE	\$304,864	\$308,219	1.1%	\$301,933	\$311,854	3.3%
	AVERAGE DOM	62	55	-11.3%	72	53	-26.4%

# Norwalk

## Q4 Historic Sales

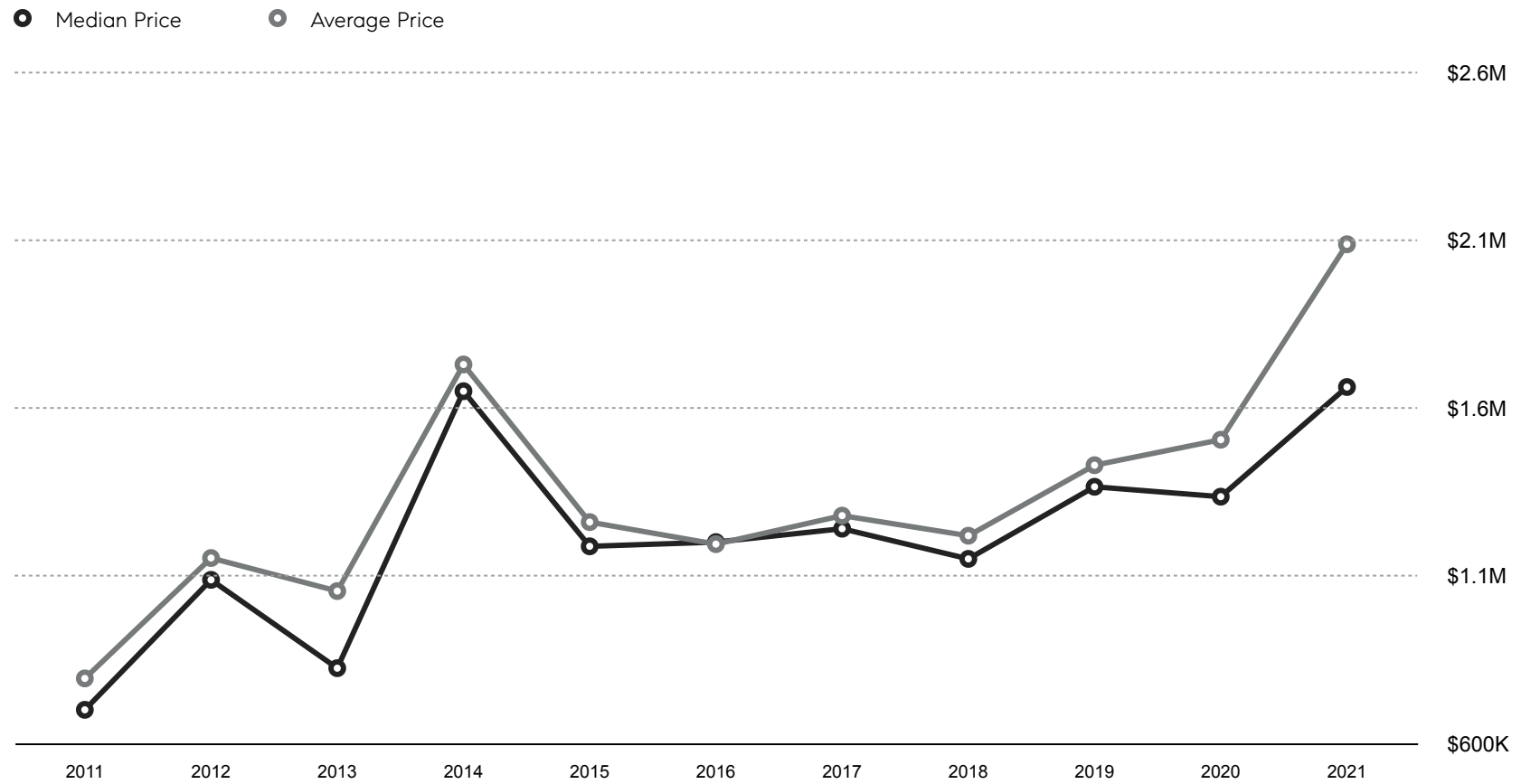


# Rowayton

		Q4 2020	Q4 2021	% Change	YTD 2020	YTD 2021	% Change
Overall	# OF SALES	44	18	-59.1%	127	100	-21.3%
	SALES VOLUME	\$66,235,418	\$37,585,375	-43.3%	\$165,540,518	\$181,984,260	9.9%
	MEDIAN PRICE	\$1,335,500	\$1,662,500	24.5%	\$1,187,500	\$1,650,000	38.9%
	AVERAGE PRICE	\$1,505,350	\$2,088,076	38.7%	\$1,303,469	\$1,819,843	39.6%
	AVERAGE DOM	112	85	-24.1%	118	82	-30.5%
Single-Family	# OF SALES	40	16	-60.0%	116	91	-21.6%
	SALES VOLUME	\$63,440,418	\$32,310,375	-49.1%	\$156,095,518	\$161,461,260	3.4%
	MEDIAN PRICE	\$1,385,000	\$1,662,500	20.0%	\$1,217,000	\$1,610,000	32.3%
	AVERAGE PRICE	\$1,586,010	\$2,019,398	27.3%	\$1,345,651	\$1,774,300	31.9%
	AVERAGE DOM	106	89	-16.0%	110	80	-27.3%
Condos & Co-ops	# OF SALES	4	2	-50.0%	11	9	-18.2%
	SALES VOLUME	\$2,795,000	\$5,275,000	88.7%	\$9,445,000	\$20,523,000	117.3%
	MEDIAN PRICE	\$390,000	\$2,637,500	576.3%	\$975,000	\$1,750,000	79.5%
	AVERAGE PRICE	\$698,750	\$2,637,500	277.5%	\$858,636	\$2,280,333	165.6%
	AVERAGE DOM	179	55	-69.3%	196	101	-48.5%

# Rowayton

## Q4 Historic Sales



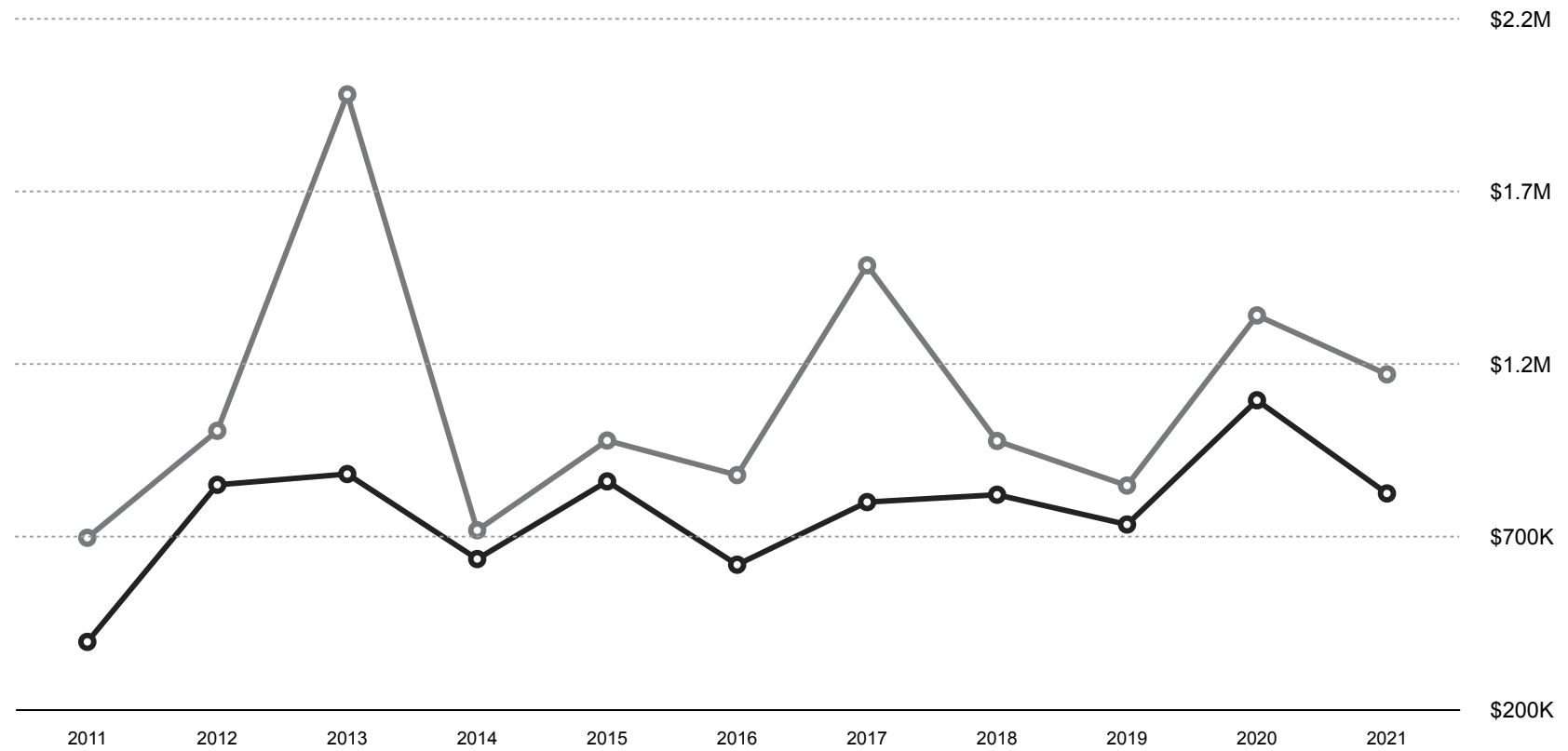
# Southport

		Q4 2020	Q4 2021	% Change	YTD 2020	YTD 2021	% Change
Overall	# OF SALES	39	18	-53.8%	140	96	-31.4%
	SALES VOLUME	\$52,292,100	\$21,060,700	-59.7%	\$198,587,450	\$132,277,388	-33.4%
	MEDIAN PRICE	\$1,095,000	\$825,000	-24.7%	\$967,500	\$1,077,500	11.4%
	AVERAGE PRICE	\$1,340,823	\$1,170,039	-12.7%	\$1,418,482	\$1,377,889	-2.9%
	AVERAGE DOM	101	31	-69.3%	112	67	-40.2%
Single-Family	# OF SALES	32	12	-62.5%	122	80	-34.4%
	SALES VOLUME	\$48,494,600	\$17,521,700	-63.9%	\$189,852,950	\$123,002,500	-35.2%
	MEDIAN PRICE	\$1,285,000	\$1,005,750	-21.7%	\$999,500	\$1,243,000	24.4%
	AVERAGE PRICE	\$1,515,456	\$1,460,142	-3.6%	\$1,556,172	\$1,537,531	-1.2%
	AVERAGE DOM	111	38	-65.8%	116	69	-40.5%
Condos & Co-ops	# OF SALES	7	6	-14.3%	18	16	-11.1%
	SALES VOLUME	\$3,797,500	\$3,539,000	-6.8%	\$8,734,500	\$9,274,888	6.2%
	MEDIAN PRICE	\$410,000	\$485,000	18.3%	\$403,500	\$499,000	23.7%
	AVERAGE PRICE	\$542,500	\$589,833	8.7%	\$485,250	\$579,681	19.5%
	AVERAGE DOM	54	19	-64.8%	82	52	-36.6%

# Southport

## Q4 Historic Sales

● Median Price    ● Average Price



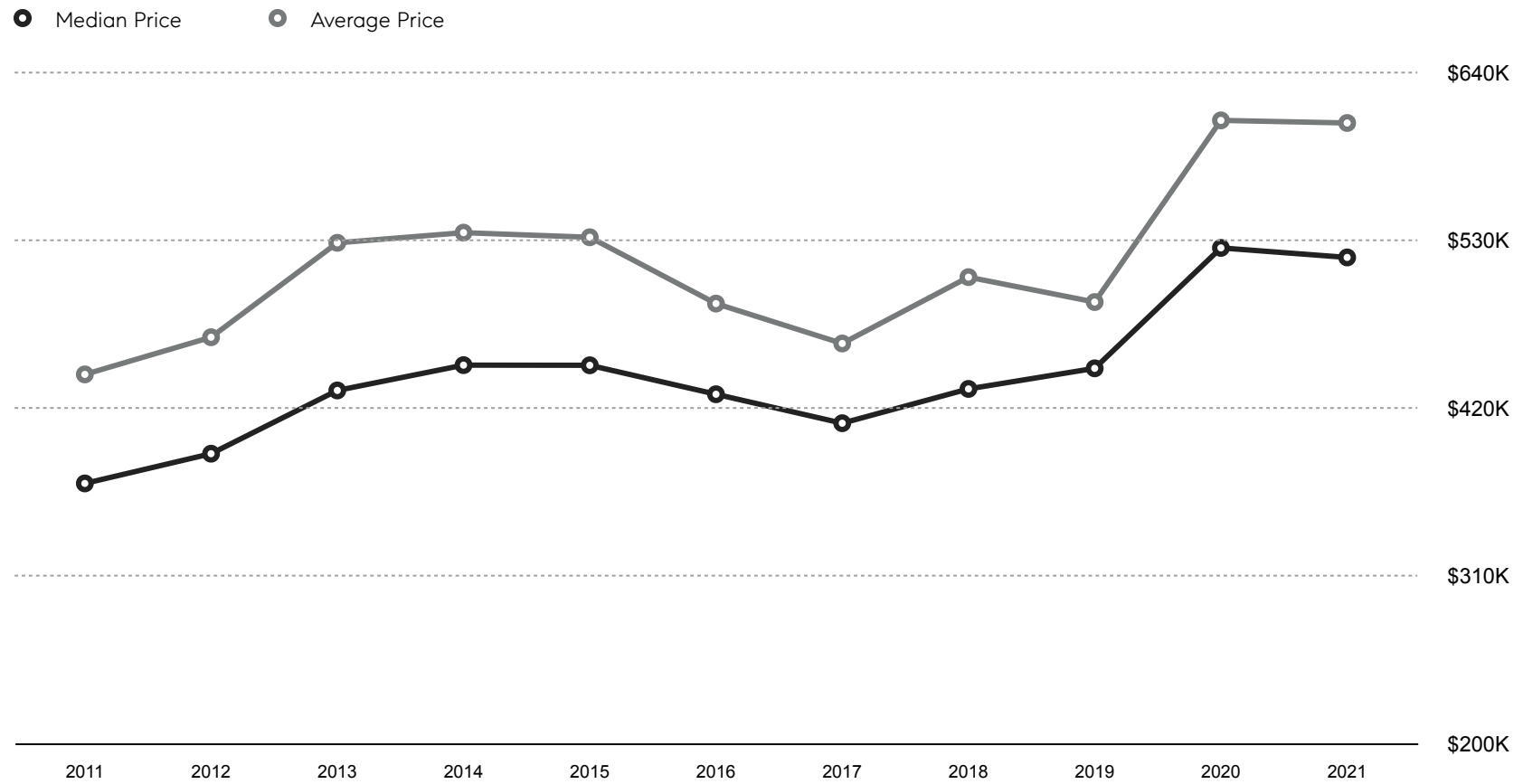


# Stamford

		Q4 2020	Q4 2021	% Change	YTD 2020	YTD 2021	% Change
Overall	# OF SALES	517	474	-8.3%	1,606	1,930	20.2%
	SALES VOLUME	\$314,669,440	\$287,692,099	-8.6%	\$920,465,781	\$1,160,145,458	26.0%
	MEDIAN PRICE	\$525,000	\$518,750	-1.2%	\$510,000	\$525,000	2.9%
	AVERAGE PRICE	\$608,645	\$606,945	-0.3%	\$573,142	\$601,112	4.9%
	AVERAGE DOM	75	66	-12.0%	85	66	-22.4%
Single-Family	# OF SALES	301	236	-21.6%	943	992	5.2%
	SALES VOLUME	\$234,266,410	\$202,994,540	-13.3%	\$680,077,668	\$826,962,474	21.6%
	MEDIAN PRICE	\$655,000	\$727,500	11.1%	\$625,000	\$710,000	13.6%
	AVERAGE PRICE	\$778,294	\$860,146	10.5%	\$721,185	\$833,632	15.6%
	AVERAGE DOM	69	63	-8.7%	84	60	-28.6%
Condos & Co-ops	# OF SALES	216	238	10.2%	663	938	41.5%
	SALES VOLUME	\$80,403,030	\$84,697,559	5.3%	\$240,388,113	\$333,182,984	38.6%
	MEDIAN PRICE	\$336,750	\$336,459	-0.1%	\$320,000	\$327,400	2.3%
	AVERAGE PRICE	\$372,236	\$355,872	-4.4%	\$362,576	\$355,206	-2.0%
	AVERAGE DOM	82	69	-15.9%	85	72	-15.3%

# Stamford

## Q4 Historic Sales

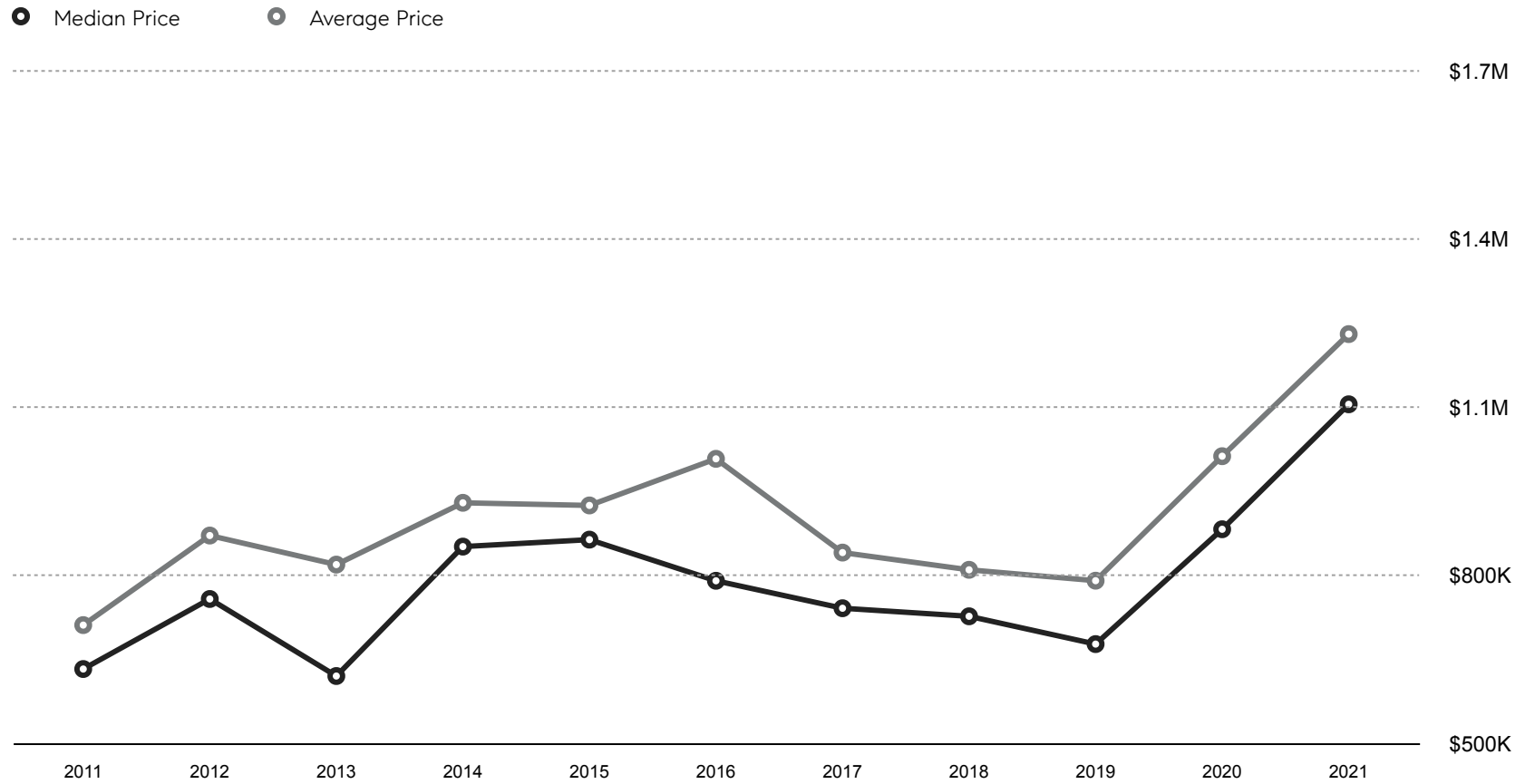


# Weston

		Q4 2020	Q4 2021	% Change	YTD 2020	YTD 2021	% Change
Overall	# OF SALES	95	58	-38.9%	297	244	-17.8%
	SALES VOLUME	\$96,176,537	\$71,357,941	-25.8%	\$270,426,470	\$291,535,317	7.8%
	MEDIAN PRICE	\$881,968	\$1,105,000	25.3%	\$819,000	\$1,105,000	34.9%
	AVERAGE PRICE	\$1,012,385	\$1,230,309	21.5%	\$910,527	\$1,194,817	31.2%
	AVERAGE DOM	99	75	-24.2%	117	57	-51.3%
Single-Family	# OF SALES	95	58	-38.9%	297	244	-17.8%
	SALES VOLUME	\$96,176,537	\$71,357,941	-25.8%	\$270,426,470	\$291,535,317	7.8%
	MEDIAN PRICE	\$881,968	\$1,105,000	25.3%	\$819,000	\$1,105,000	34.9%
	AVERAGE PRICE	\$1,012,385	\$1,230,309	21.5%	\$910,527	\$1,194,817	31.2%
	AVERAGE DOM	99	75	-24.2%	117	57	-51.3%
Condos & Co-ops	# OF SALES	0	0	0.0%	0	0	0.0%
	SALES VOLUME	-	-	-	-	-	-
	MEDIAN PRICE	-	-	-	-	-	-
	AVERAGE PRICE	-	-	-	-	-	-
	AVERAGE DOM	-	-	-	-	-	-

# Weston

## Q4 Historic Sales

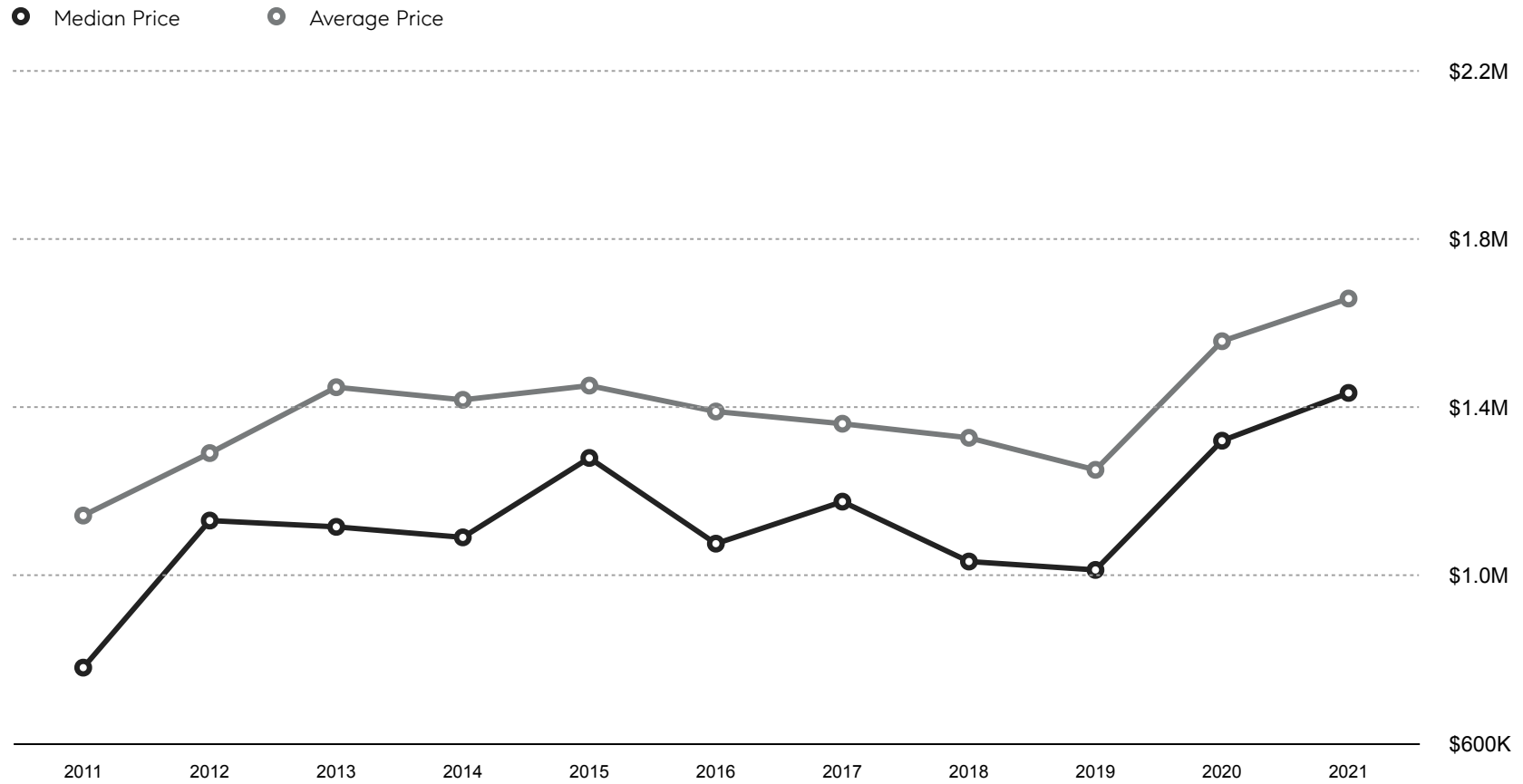


# Westport

		Q4 2020	Q4 2021	% Change	YTD 2020	YTD 2021	% Change
Overall	# OF SALES	190	114	-40.0%	686	604	-12.0%
	SALES VOLUME	\$295,788,842	\$189,057,131	-36.1%	\$1,048,139,109	\$1,054,752,296	0.6%
	MEDIAN PRICE	\$1,320,000	\$1,433,750	8.6%	\$1,299,500	\$1,488,000	14.5%
	AVERAGE PRICE	\$1,556,783	\$1,658,396	6.5%	\$1,527,900	\$1,746,279	14.3%
	AVERAGE DOM	86	60	-30.2%	103	57	-44.7%
Single-Family	# OF SALES	173	101	-41.6%	639	556	-13.0%
	SALES VOLUME	\$285,020,442	\$177,218,631	-37.8%	\$1,019,626,209	\$1,018,905,735	-0.1%
	MEDIAN PRICE	\$1,399,000	\$1,560,000	11.5%	\$1,355,499	\$1,590,500	17.3%
	AVERAGE PRICE	\$1,647,517	\$1,754,640	6.5%	\$1,595,659	\$1,832,564	14.8%
	AVERAGE DOM	86	64	-25.6%	101	56	-44.6%
Condos & Co-ops	# OF SALES	17	13	-23.5%	47	48	2.1%
	SALES VOLUME	\$10,768,400	\$11,838,500	9.9%	\$28,512,900	\$35,846,561	25.7%
	MEDIAN PRICE	\$535,000	\$886,500	65.7%	\$560,000	\$702,500	25.4%
	AVERAGE PRICE	\$633,435	\$910,654	43.8%	\$606,657	\$746,803	23.1%
	AVERAGE DOM	89	31	-65.2%	120	62	-48.3%

# Westport

## Q4 Historic Sales

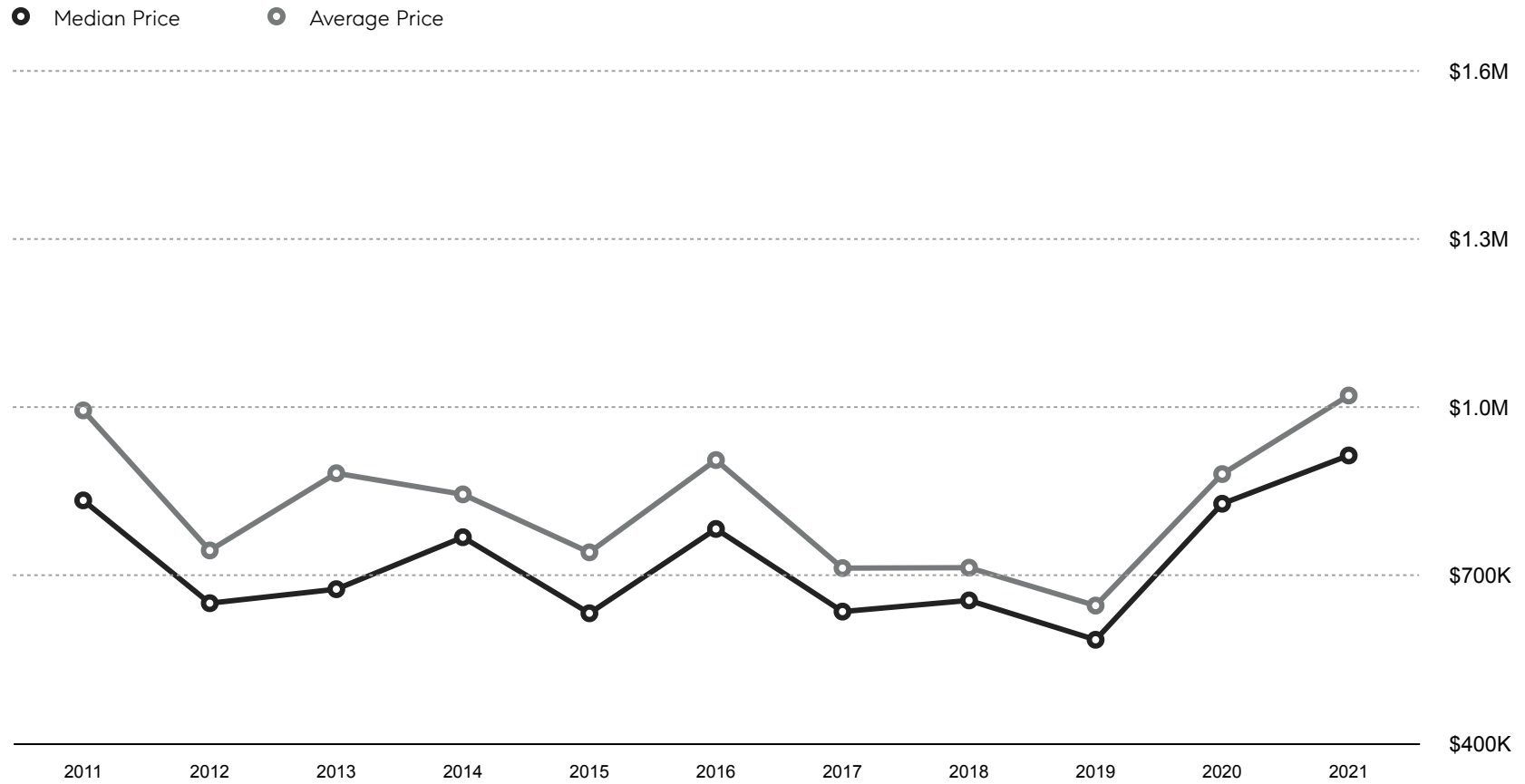


# Wilton

		Q4 2020	Q4 2021	% Change	YTD 2020	YTD 2021	% Change
Overall	# OF SALES	140	70	-50.0%	429	411	-4.2%
	SALES VOLUME	\$123,267,400	\$71,448,195	-42.0%	\$361,333,318	\$415,760,438	15.1%
	MEDIAN PRICE	\$827,500	\$913,698	10.4%	\$782,500	\$875,000	11.8%
	AVERAGE PRICE	\$880,481	\$1,020,689	15.9%	\$842,269	\$1,011,583	20.1%
	AVERAGE DOM	87	59	-32.2%	105	63	-40.0%
Single-Family	# OF SALES	124	64	-48.4%	388	373	-3.9%
	SALES VOLUME	\$116,090,400	\$68,771,195	-40.8%	\$344,237,815	\$398,590,638	15.8%
	MEDIAN PRICE	\$859,500	\$972,500	13.1%	\$810,000	\$936,430	15.6%
	AVERAGE PRICE	\$936,213	\$1,074,550	14.8%	\$887,211	\$1,068,608	20.4%
	AVERAGE DOM	86	60	-30.2%	107	63	-41.1%
Condos & Co-ops	# OF SALES	16	6	-62.5%	41	38	-7.3%
	SALES VOLUME	\$7,177,000	\$2,677,000	-62.7%	\$17,095,503	\$17,169,800	0.4%
	MEDIAN PRICE	\$417,500	\$479,500	14.9%	\$415,000	\$469,500	13.1%
	AVERAGE PRICE	\$448,563	\$446,167	-0.5%	\$416,963	\$451,837	8.4%
	AVERAGE DOM	89	44	-50.6%	89	58	-34.8%

# Wilton

## Q4 Historic Sales





# COMPASS

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