

Q4 2020

Connecticut Market Report

COMPASS



Year 2020 is one that we will never forget. When life was turned upside down, our priorities changed and the place we call 'home' took on a whole new meaning: becoming a place of work, school and a sanctuary among many other things.

The mass migration to Connecticut began upon the shutdown of New York City in early March, and as the numbers show, have continued in full force since that time. Connecticut offers space, both internally and

externally, with waterfronts to the East on the Long Island Sound coupled with open vistas to the West in Litchfield County. With so much to offer in the Nutmeg State, it is no surprise that we have seen average price, volume of sales and median price skyrocket in many towns as more people are working from home and are likely to continue after the vaccine is rolled out.

In Q4 of 2020, total sales were up over 47 percent throughout the state and the total volume of sales

up 99.99 percent over the previous Q4 of 2019. This growth was found all over the state in areas such as Darien where median price was up 26.6 percent and Roxbury in Litchfield County with an average price jump of 52.2 percent.

While we don't have a crystal ball, it is clear that the desire to live in Connecticut is stronger than ever and more and more people are discovering the incredible state we call home.

GREENWICH SALES MANAGER

Barb McKee

PRESIDENT, COMPASS TRI-STATE

Rory Golod

SENIOR MANAGING DIRECTOR

Elizabeth Ann
Stribling-Kivlan

Compass Connecticut

Greenwich

200 Greenwich Ave
Greenwich, CT

Darien

320 Boston Post Rd, Ste 180
Darien, CT

New Canaan

111 Cherry Street
New Canaan, CT

Westport

54 Wilton Rd
Westport, CT

Westchester

Armonk

387 Main St
Armonk, NY

Bronxville

130 Pondfield Rd, Ste 10
Bronxville, NY

Chappaqua

480 Bedford Rd
Chappaqua, NY

Dobbs Ferry

2 Ashford Ave
Dobbs Ferry, NY

Hastings-On- Hudson

36 Main St
Hastings-On-Hudson, NY

Larchmont

140 Larchmont Ave
Larchmont, NY

Rye Brook

138A South Ridge St
Brook, NY

Rye

80 Theodore Fremd Ave
Rye, NY

Scarsdale

1082 Wilmot Rd
Scarsdale, NY

Yorktown Heights

1857 Commerce St
Yorktown Heights, NY

Key Highlights

Enclosed please find our most recent quarterly report. Here are a few notable data points that we think you might find interesting.

\$1,775,000

Greater Greenwich
Median Price

\$1,352,500

New Canaan
Median Price

\$1,506,250

Darien
Median Price

231%

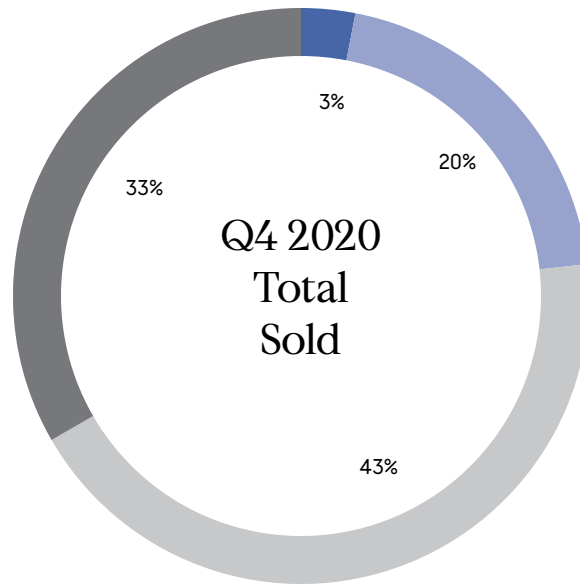
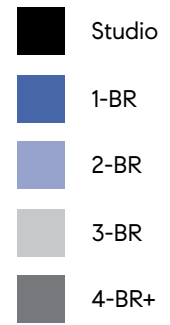
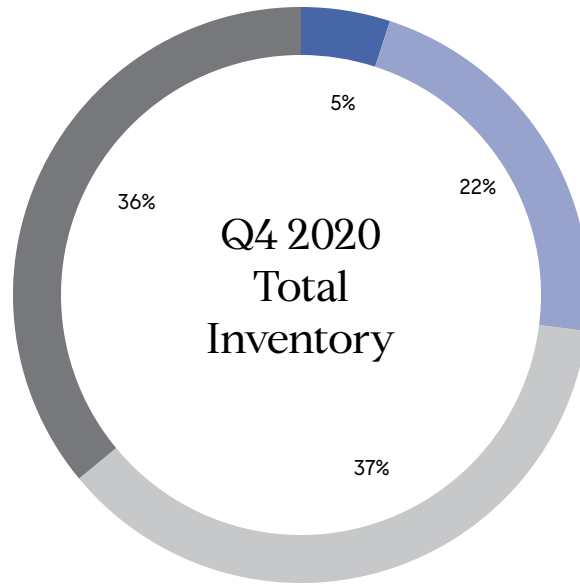
Wilton Change In
Sales Volume

77%

Fairfield Change In
Q4 Sales

21%

Newtown Change In
Median Price



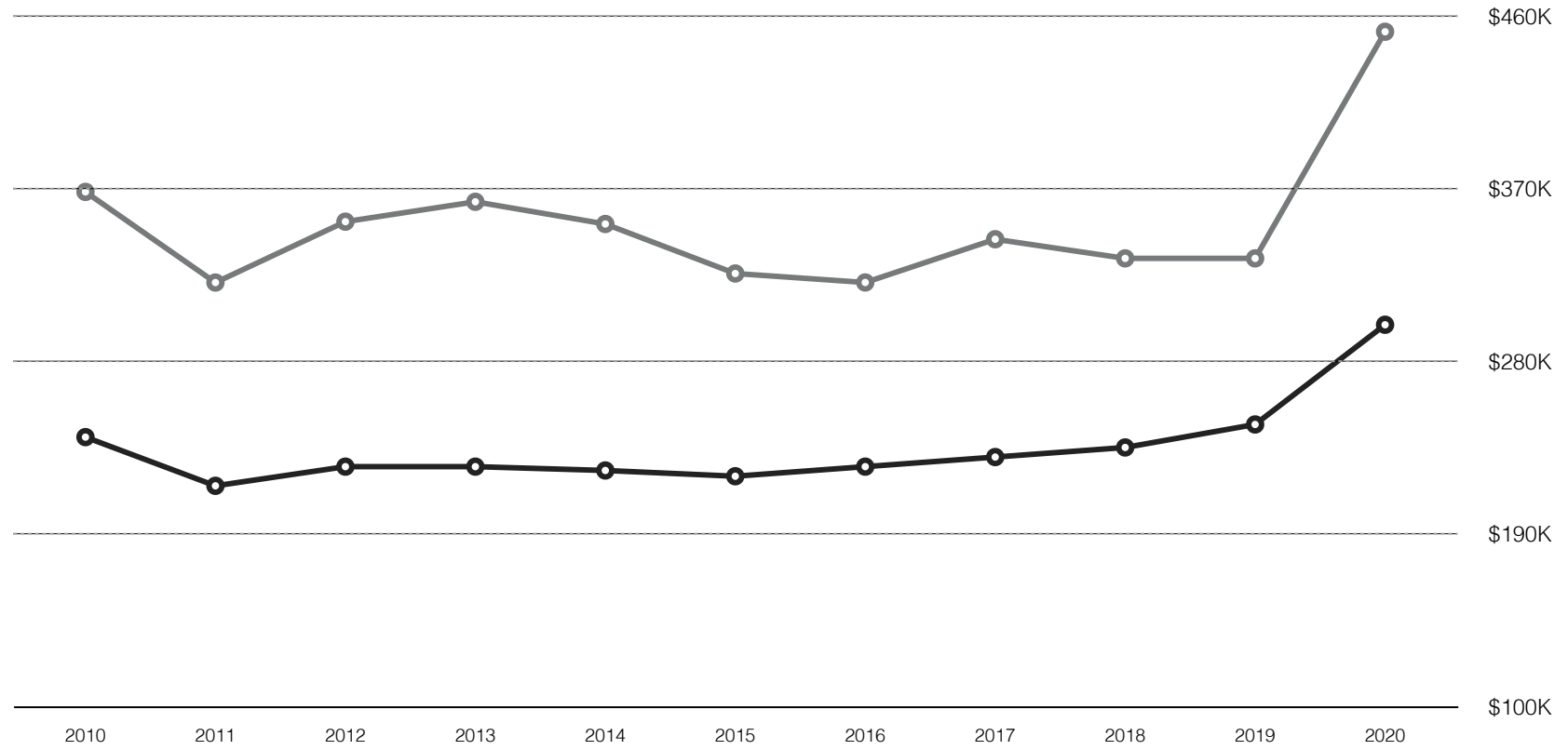
Market Overview

		Q4 2019	Q4 2020	% Change
Overall	# OF SALES	10,926	16,125	48%
	SALES VOLUME	\$3,645,189,821	\$7,285,621,486	100%
	MEDIAN PRICE	\$247,000	\$299,000	21%
	AVERAGE PRICE	\$333,625	\$451,821	35%
	AVERAGE DOM	78	56	-28%
Single-Family	# OF SALES	8,660	12,994	50%
	SALES VOLUME	\$3,129,613,261	\$6,473,533,951	107%
	MEDIAN PRICE	\$260,150	\$323,000	24%
	AVERAGE PRICE	\$361,387	\$498,194	38%
	AVERAGE DOM	78	55	-30%
Condos & Co-ops	# OF SALES	2,266	3,131	38%
	SALES VOLUME	\$515,576,560	\$812,087,535	58%
	MEDIAN PRICE	\$175,000	\$195,000	11%
	AVERAGE PRICE	\$227,527	\$259,370	14%
	AVERAGE DOM	75	60	-19%

Market Overview

Q4 Historic Sales

● Median Price ● Average Price



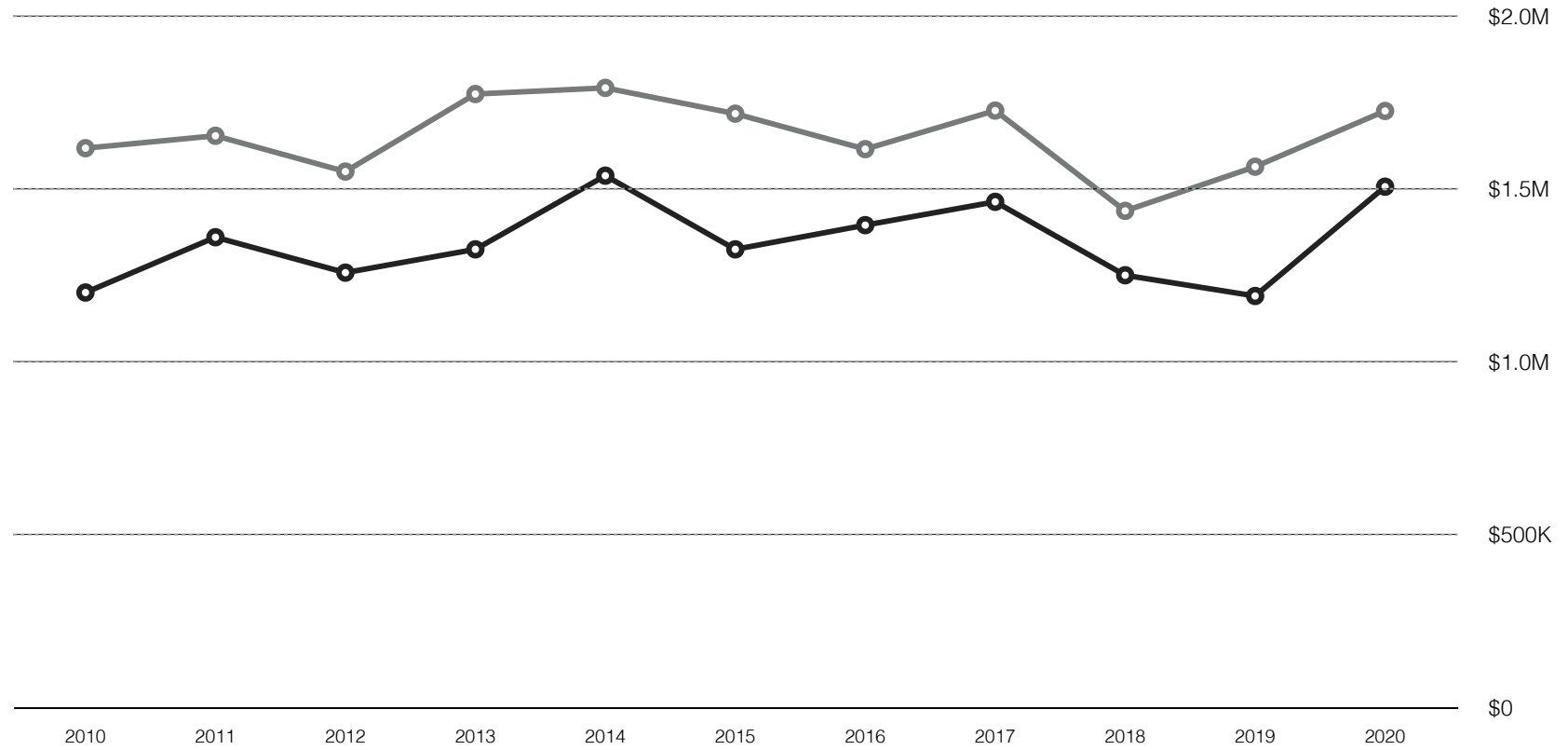
Darien

		Q4 2019	Q4 2020	% Change
Overall	# OF SALES	56	114	104%
	SALES VOLUME	\$87,588,750	\$196,698,100	125%
	MEDIAN PRICE	\$1,190,000	\$1,506,250	27%
	AVERAGE PRICE	\$1,564,085	\$1,725,422	10%
	AVERAGE DOM	132	111	-16%
Single-Family	# OF SALES	50	109	118%
	SALES VOLUME	\$83,552,500	\$191,798,100	130%
	MEDIAN PRICE	\$1,293,250	\$1,525,000	18%
	AVERAGE PRICE	\$1,671,050	\$1,759,616	5.3%
	AVERAGE DOM	132	113	-15%
Condos & Co-ops	# OF SALES	6	5	-17%
	SALES VOLUME	\$4,036,250	\$4,900,000	21%
	MEDIAN PRICE	\$523,625	\$755,000	44%
	AVERAGE PRICE	\$672,708	\$980,000	46%
	AVERAGE DOM	133	75	-43%

Darien

Q4 Historic Sales

● Median Price ● Average Price



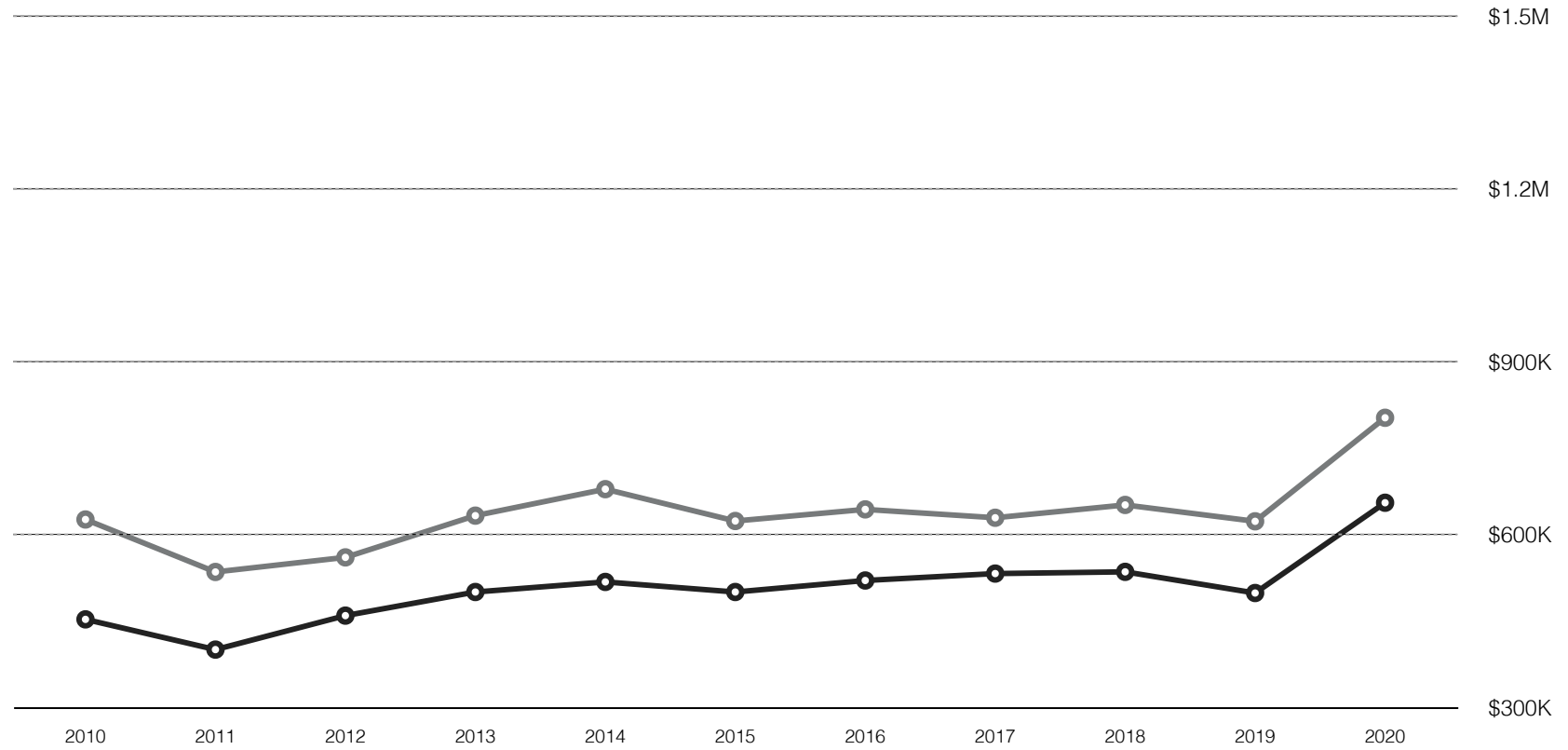
Fairfield

		Q4 2019	Q4 2020	% Change
Overall	# OF SALES	160	283	77%
	SALES VOLUME	\$99,640,296	\$227,116,785	128%
	MEDIAN PRICE	\$498,250	\$655,000	31%
	AVERAGE PRICE	\$622,752	\$802,533	29%
	AVERAGE DOM	110	67	-39%
Single-Family	# OF SALES	137	255	86%
	SALES VOLUME	\$91,247,395	\$214,225,785	135%
	MEDIAN PRICE	\$525,000	\$681,000	30%
	AVERAGE PRICE	\$666,039	\$840,101	26%
	AVERAGE DOM	114	68	-40%
Condos & Co-ops	# OF SALES	23	28	22%
	SALES VOLUME	\$8,392,901	\$12,891,000	54%
	MEDIAN PRICE	\$298,000	\$457,250	53%
	AVERAGE PRICE	\$364,909	\$460,393	26%
	AVERAGE DOM	84	61	-27%

Fairfield

Q4 Historic Sales

● Median Price ● Average Price



Greater Greenwich

		Q4 2019	Q4 2020	% Change
Overall	# OF SALES	159	361	127%
	SALES VOLUME	\$291,457,466	\$889,450,245	205%
	MEDIAN PRICE	\$1,300,000	\$1,775,000	37%
	AVERAGE PRICE	\$1,833,066	\$2,463,851	34%
	AVERAGE DOM	173	152	-12%
Single-Family	# OF SALES	118	282	139%
	SALES VOLUME	\$255,881,466	\$803,558,620	214%
	MEDIAN PRICE	\$1,747,500	\$2,050,000	17%
	AVERAGE PRICE	\$2,168,487	\$2,849,499	31%
	AVERAGE DOM	190	150	-21%
Condos & Co-ops	# OF SALES	41	79	93%
	SALES VOLUME	\$35,576,000	\$85,891,625	141%
	MEDIAN PRICE	\$685,000	\$780,000	14%
	AVERAGE PRICE	\$867,707	\$1,087,236	25%
	AVERAGE DOM	123	158	28%

Greater Greenwich

Q4 Historic Sales



Kent

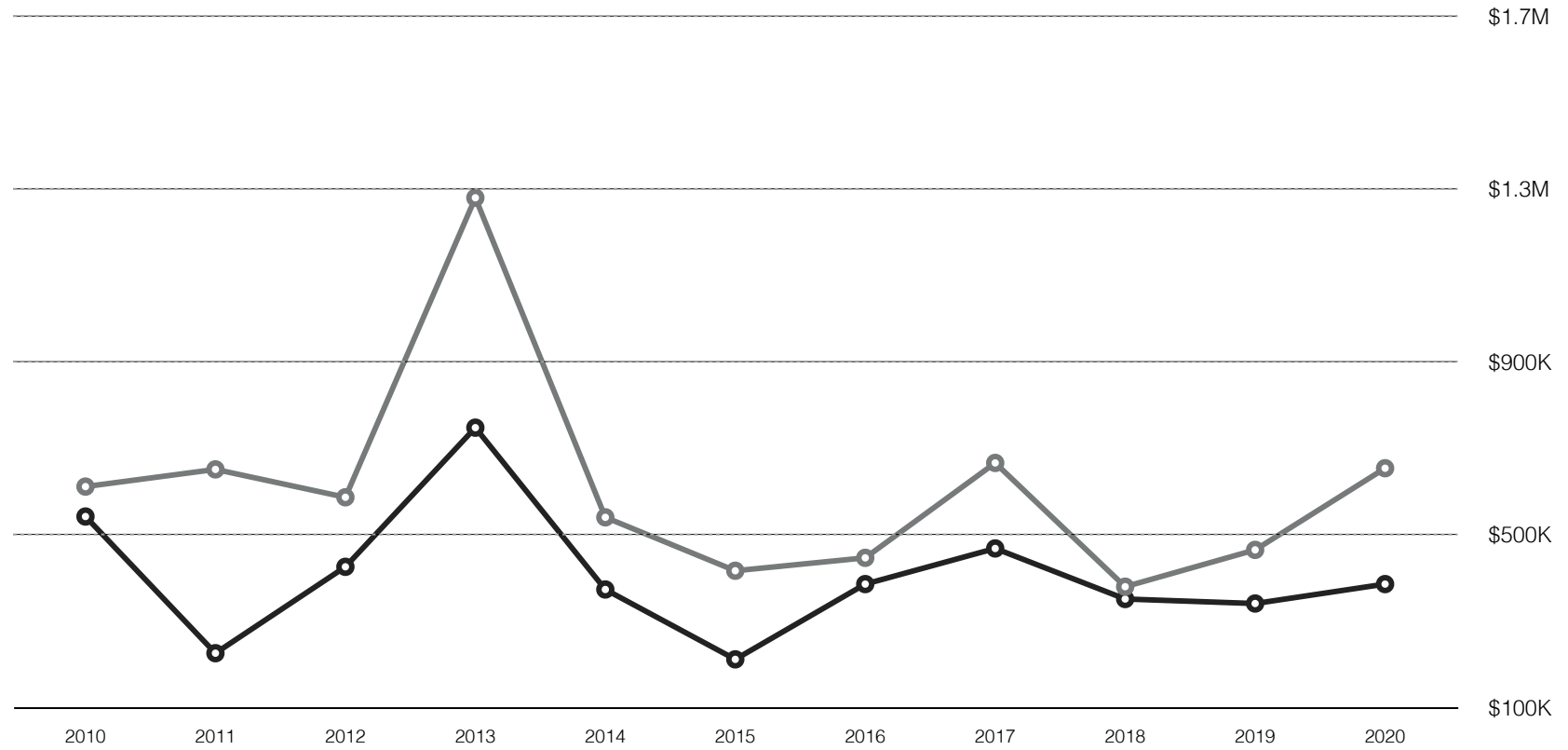
		Q4 2019	Q4 2020	% Change
Overall	# OF SALES	19	31	63%
	SALES VOLUME	\$8,819,756	\$20,250,688	130%
	MEDIAN PRICE	\$340,000	\$385,000	13%
	AVERAGE PRICE	\$464,198	\$653,248	41%
	AVERAGE DOM	108	126	17%
Single-Family	# OF SALES	18	29	61%
	SALES VOLUME	\$8,639,756	\$19,775,688	129%
	MEDIAN PRICE	\$350,000	\$410,000	17%
	AVERAGE PRICE	\$479,986	\$681,920	42%
	AVERAGE DOM	111	116	4.8%
Condos & Co-ops	# OF SALES	1	2	100%
	SALES VOLUME	\$180,000	\$475,000	164%
	MEDIAN PRICE	\$180,000	\$237,500	32%
	AVERAGE PRICE	\$180,000	\$237,500	32%
	AVERAGE DOM	48	259	439%

Kent

Q4 Historic Sales

● Median Price

○ Average Price



Litchfield

		Q4 2019	Q4 2020	% Change
Overall	# OF SALES	36	61	69%
	SALES VOLUME	\$12,311,900	\$32,193,349	161%
	MEDIAN PRICE	\$272,500	\$375,000	38%
	AVERAGE PRICE	\$341,997	\$527,760	54%
	AVERAGE DOM	142	66	-53%
Single-Family	# OF SALES	33	59	79%
	SALES VOLUME	\$11,347,000	\$31,434,945	177%
	MEDIAN PRICE	\$249,000	\$375,000	51%
	AVERAGE PRICE	\$343,848	\$532,796	55%
	AVERAGE DOM	142	68	-52%
Condos & Co-ops	# OF SALES	3	2	-33%
	SALES VOLUME	\$964,900	\$758,404	-21%
	MEDIAN PRICE	\$309,900	\$379,202	22%
	AVERAGE PRICE	\$321,633	\$379,202	18%
	AVERAGE DOM	137	9	-94%

Litchfield

Q4 Historic Sales



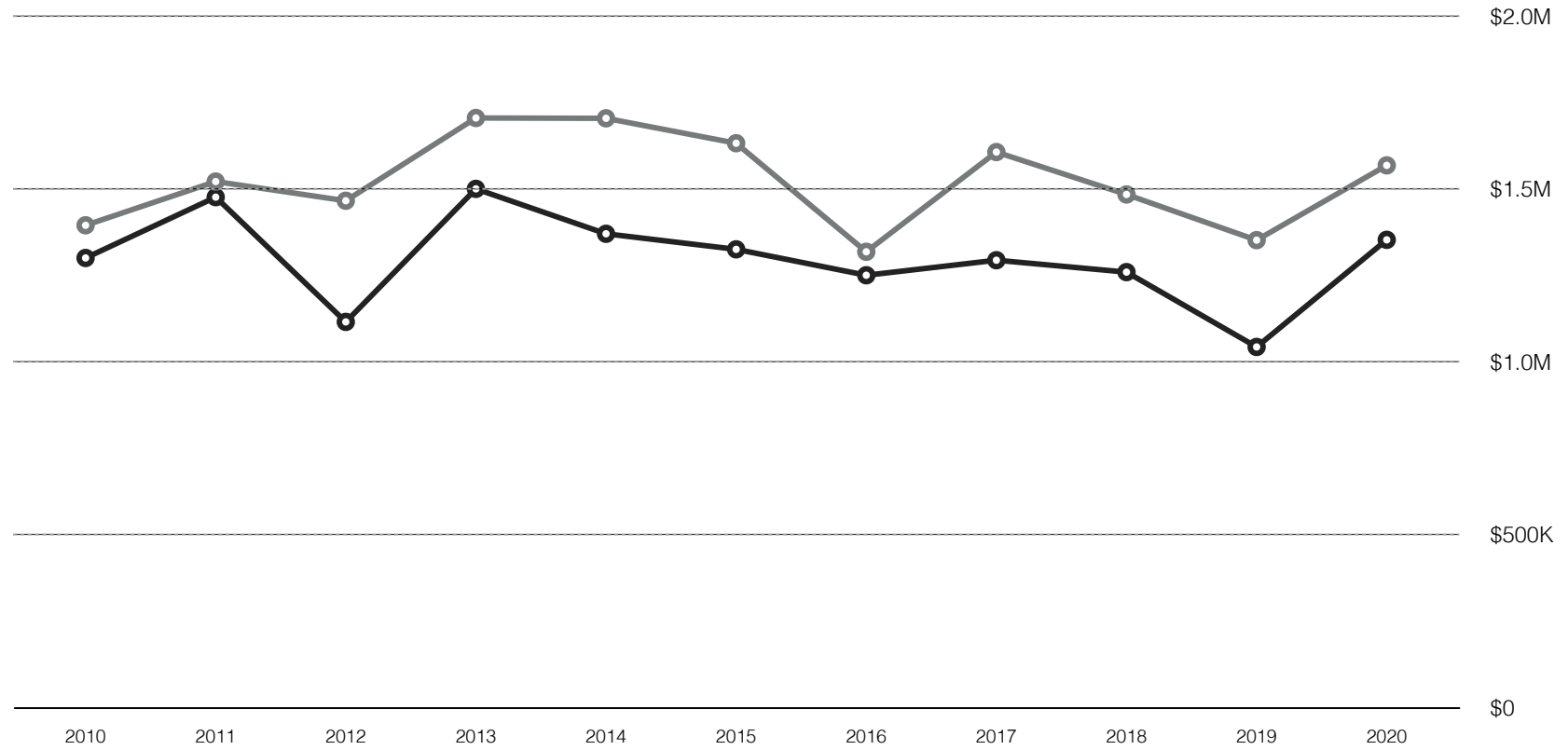
New Canaan

		Q4 2019	Q4 2020	% Change
Overall	# OF SALES	68	140	106%
	SALES VOLUME	\$91,906,544	\$219,524,069	139%
	MEDIAN PRICE	\$1,042,500	\$1,352,500	30%
	AVERAGE PRICE	\$1,351,567	\$1,568,029	16%
	AVERAGE DOM	171	106	-38%
Single-Family	# OF SALES	50	118	136%
	SALES VOLUME	\$77,994,544	\$200,706,694	157%
	MEDIAN PRICE	\$1,400,000	\$1,468,000	4.9%
	AVERAGE PRICE	\$1,559,891	\$1,700,904	9.0%
	AVERAGE DOM	185	116	-37%
Condos & Co-ops	# OF SALES	18	22	22%
	SALES VOLUME	\$13,912,000	\$18,817,375	35%
	MEDIAN PRICE	\$782,500	\$811,250	3.7%
	AVERAGE PRICE	\$772,889	\$855,335	11%
	AVERAGE DOM	132	58	-56%

New Canaan

Q4 Historic Sales

● Median Price ● Average Price

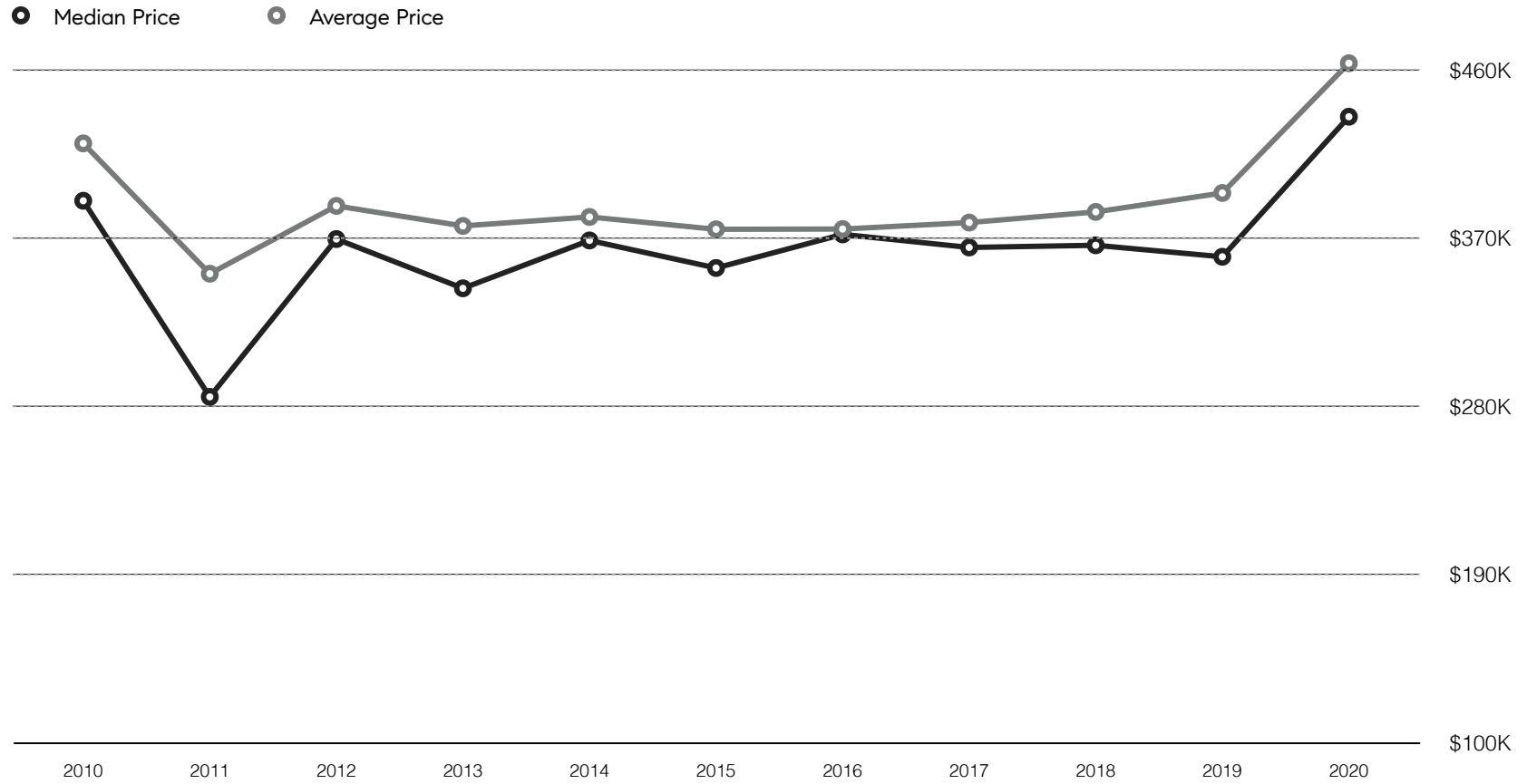


Newtown

		Q4 2019	Q4 2020	% Change
Overall	# OF SALES	109	202	85%
	SALES VOLUME	\$42,963,567	\$93,654,662	118%
	MEDIAN PRICE	\$360,000	\$435,000	21%
	AVERAGE PRICE	\$394,161	\$463,637	18%
	AVERAGE DOM	92	76	-16%
Single-Family	# OF SALES	96	183	91%
	SALES VOLUME	\$38,057,172	\$86,553,043	127%
	MEDIAN PRICE	\$365,000	\$449,000	23%
	AVERAGE PRICE	\$396,429	\$472,967	19%
	AVERAGE DOM	85	72	-15%
Condos & Co-ops	# OF SALES	13	19	46%
	SALES VOLUME	\$4,906,395	\$7,101,619	45%
	MEDIAN PRICE	\$359,654	\$359,995	0.1%
	AVERAGE PRICE	\$377,415	\$373,769	-1.0%
	AVERAGE DOM	142	121	-14%

Newtown

Q4 Historic Sales



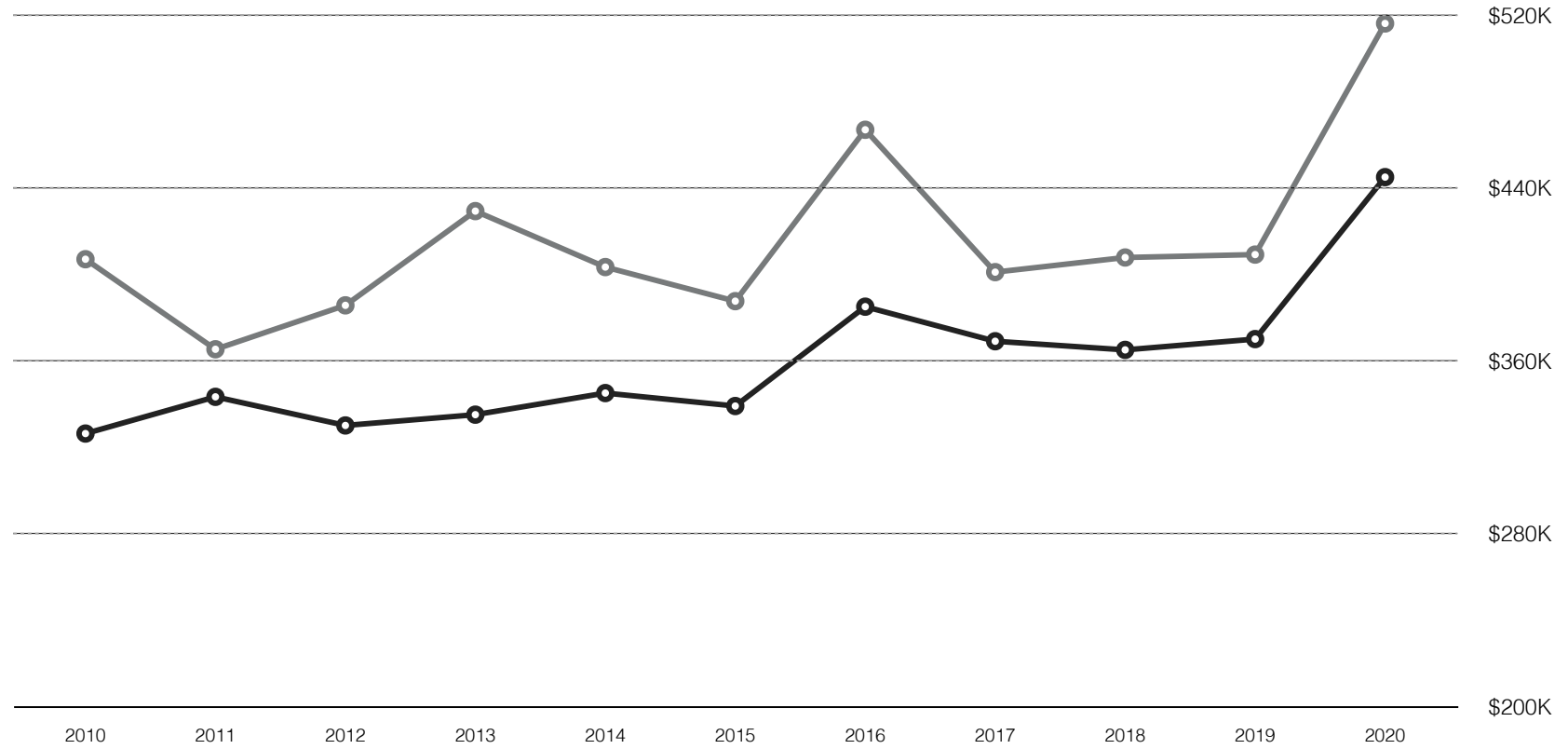
Norwalk

		Q4 2019	Q4 2020	% Change
Overall	# OF SALES	225	363	61%
	SALES VOLUME	\$92,053,355	\$187,364,570	104%
	MEDIAN PRICE	\$370,000	\$445,000	20%
	AVERAGE PRICE	\$409,126	\$516,156	26%
	AVERAGE DOM	82	60	-27%
Single-Family	# OF SALES	125	225	80%
	SALES VOLUME	\$63,252,146	\$145,188,092	130%
	MEDIAN PRICE	\$455,000	\$520,000	14%
	AVERAGE PRICE	\$506,017	\$645,280	28%
	AVERAGE DOM	80	56	-30%
Condos & Co-ops	# OF SALES	100	138	38%
	SALES VOLUME	\$28,801,209	\$42,176,478	46%
	MEDIAN PRICE	\$270,000	\$276,750	2.5%
	AVERAGE PRICE	\$288,012	\$305,627	6.1%
	AVERAGE DOM	84	66	-21%

Norwalk

Q4 Historic Sales

● Median Price ● Average Price



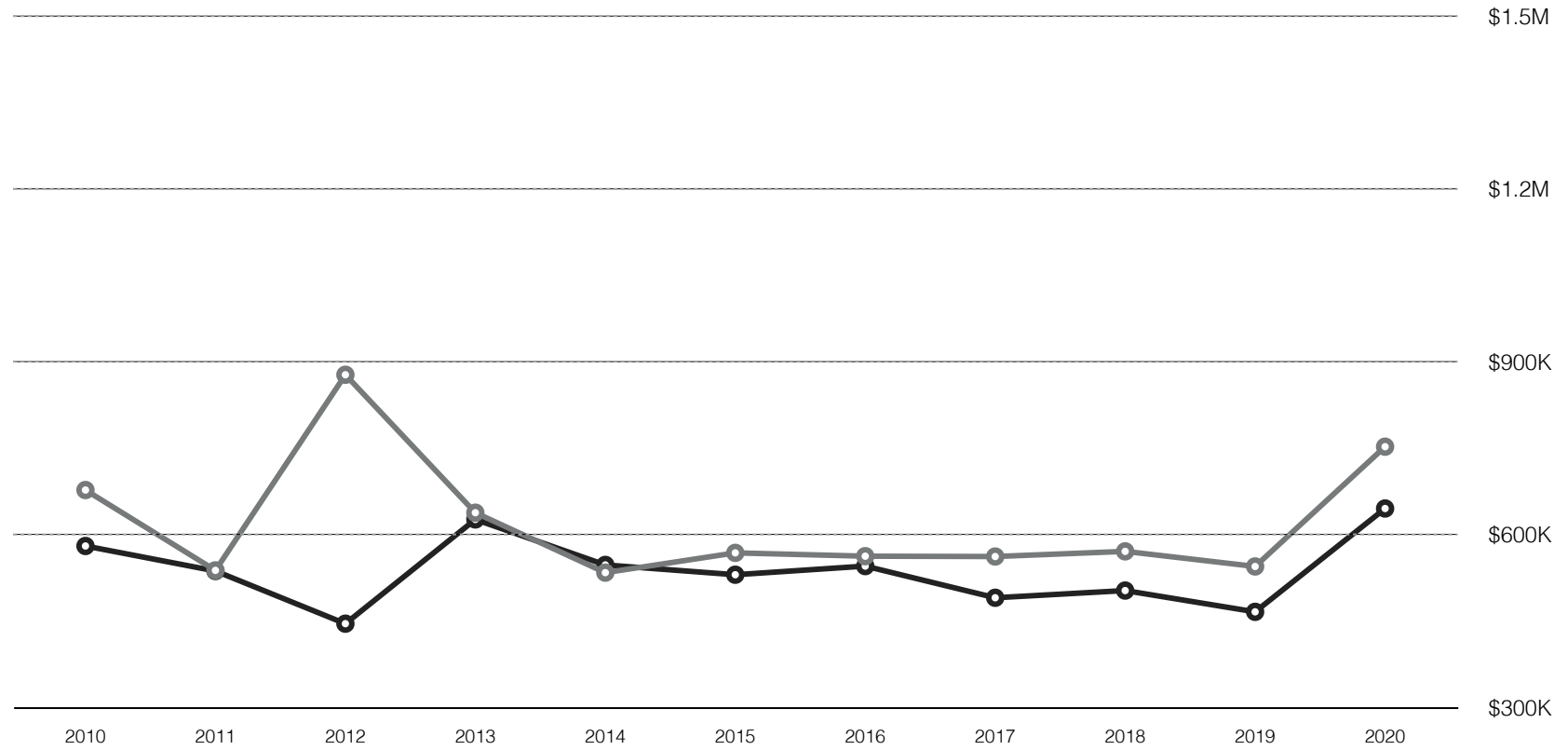
Redding

		Q4 2019	Q4 2020	% Change
Overall	# OF SALES	33	67	103%
	SALES VOLUME	\$17,963,560	\$50,406,207	181%
	MEDIAN PRICE	\$465,560	\$645,000	39%
	AVERAGE PRICE	\$544,350	\$752,331	38%
	AVERAGE DOM	127	108	-15%
Single-Family	# OF SALES	33	65	97%
	SALES VOLUME	\$17,963,560	\$49,891,207	178%
	MEDIAN PRICE	\$465,560	\$647,000	39%
	AVERAGE PRICE	\$544,350	\$767,557	41%
	AVERAGE DOM	127	108	-15%
Condos & Co-ops	# OF SALES	0	2	0.0%
	SALES VOLUME	\$0	\$515,000	0.0%
	MEDIAN PRICE	\$0	\$257,500	0.0%
	AVERAGE PRICE	\$0	\$257,500	0.0%
	AVERAGE DOM	0	111	0.0%

Redding

Q4 Historic Sales

● Median Price ● Average Price



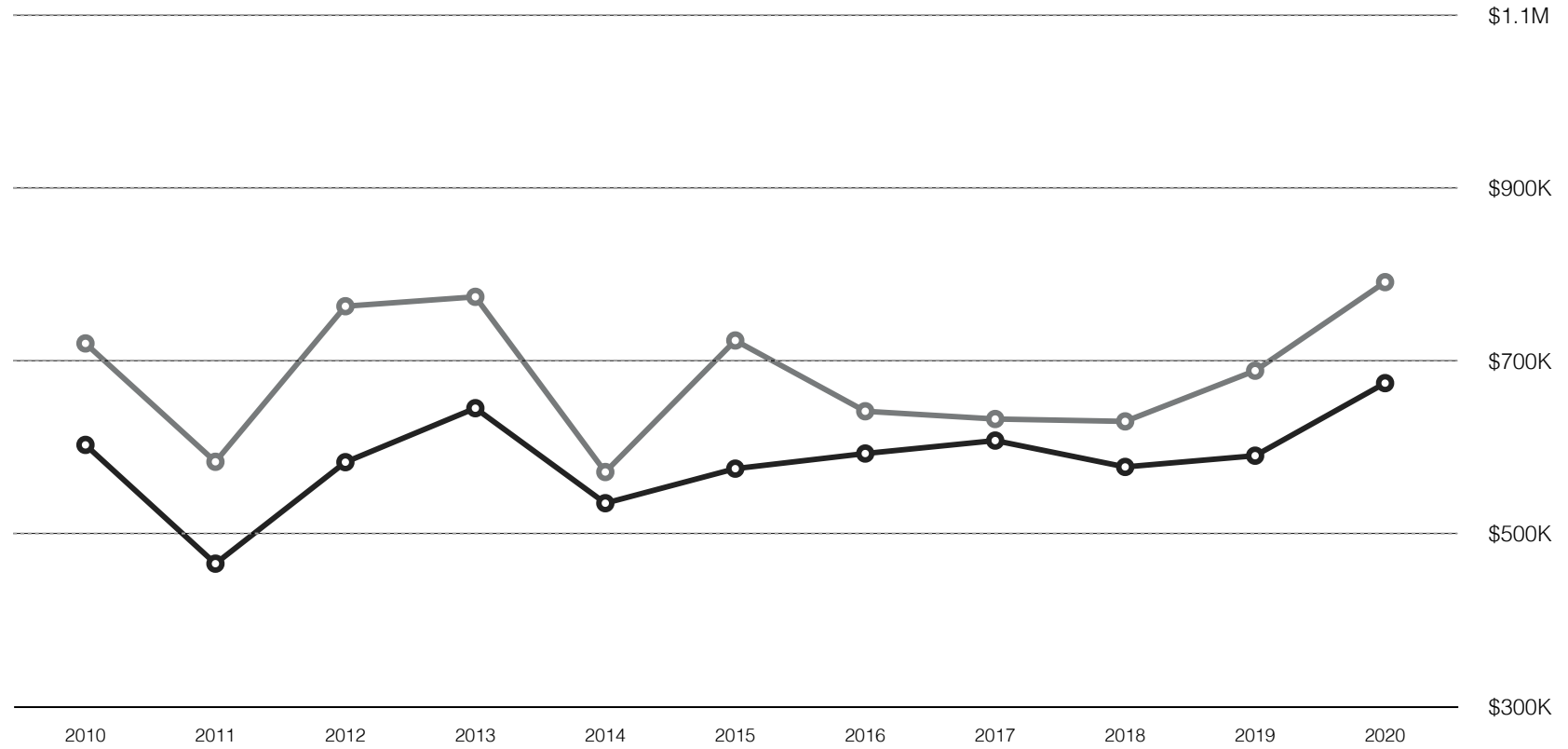
Ridgefield

		Q4 2019	Q4 2020	% Change
Overall	# OF SALES	81	224	177%
	SALES VOLUME	\$55,760,156	\$177,167,462	218%
	MEDIAN PRICE	\$590,000	\$674,000	14%
	AVERAGE PRICE	\$688,397	\$790,926	15%
	AVERAGE DOM	117	85	-27%
Single-Family	# OF SALES	70	193	176%
	SALES VOLUME	\$53,072,650	\$167,339,413	215%
	MEDIAN PRICE	\$622,500	\$750,024	20%
	AVERAGE PRICE	\$758,181	\$867,044	14%
	AVERAGE DOM	121	89	-26%
Condos & Co-ops	# OF SALES	11	31	182%
	SALES VOLUME	\$2,687,506	\$9,828,049	266%
	MEDIAN PRICE	\$225,000	\$256,000	14%
	AVERAGE PRICE	\$244,319	\$317,034	30%
	AVERAGE DOM	91	62	-32%

Ridgefield

Q4 Historic Sales

● Median Price ● Average Price



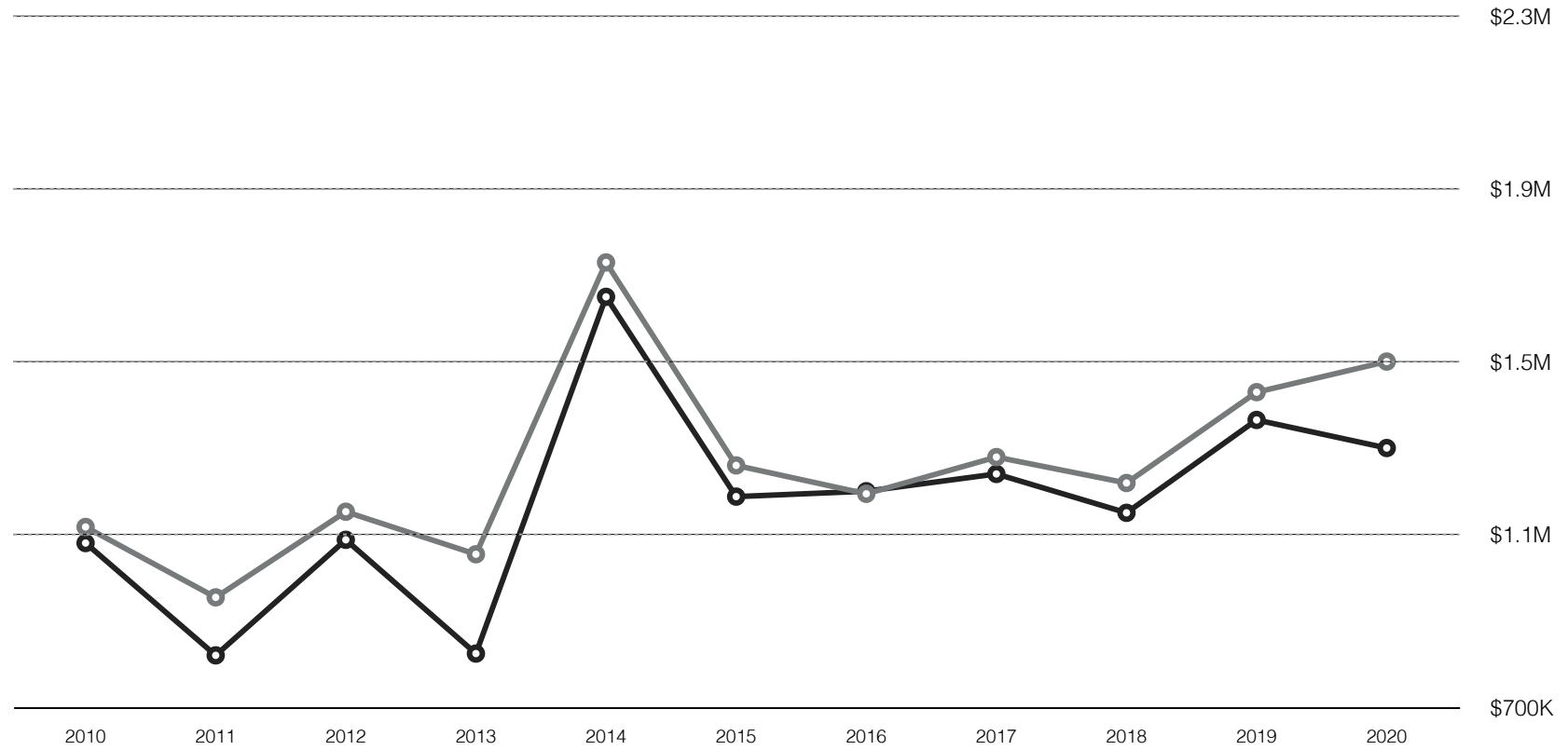
Rowayton

		Q4 2019	Q4 2020	% Change
Overall	# OF SALES	25	43	72%
	SALES VOLUME	\$35,733,500	\$64,505,418	81%
	MEDIAN PRICE	\$1,365,000	\$1,300,000	-4.8%
	AVERAGE PRICE	\$1,429,340	\$1,500,126	5.0%
	AVERAGE DOM	120	113	-5.6%
Single-Family	# OF SALES	24	39	63%
	SALES VOLUME	\$33,133,500	\$61,710,418	86%
	MEDIAN PRICE	\$1,290,250	\$1,371,000	6.3%
	AVERAGE PRICE	\$1,380,563	\$1,582,318	15%
	AVERAGE DOM	118	106	-9.5%
Condos & Co-ops	# OF SALES	1	4	300%
	SALES VOLUME	\$2,600,000	\$2,795,000	7.5%
	MEDIAN PRICE	\$2,600,000	\$390,000	-85%
	AVERAGE PRICE	\$2,600,000	\$698,750	-73%
	AVERAGE DOM	176	179	1.7%

Rowayton

Q4 Historic Sales

● Median Price ● Average Price



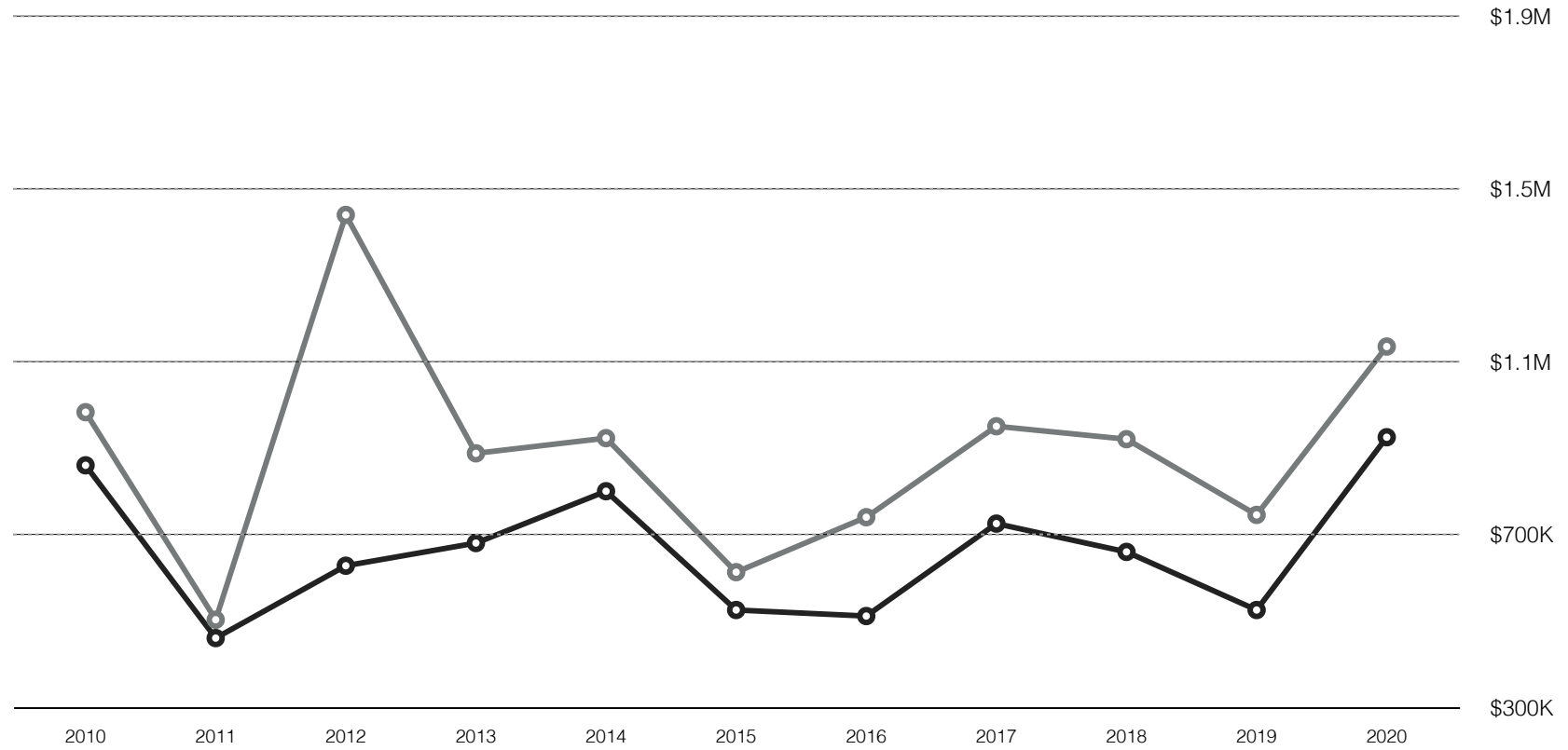
Roxbury

		Q4 2019	Q4 2020	% Change
Overall	# OF SALES	11	19	73%
	SALES VOLUME	\$8,197,250	\$21,563,750	163%
	MEDIAN PRICE	\$525,000	\$925,000	76%
	AVERAGE PRICE	\$745,205	\$1,134,934	52%
	AVERAGE DOM	240	138	-43%
Single-Family	# OF SALES	11	19	73%
	SALES VOLUME	\$8,197,250	\$21,563,750	163%
	MEDIAN PRICE	\$525,000	\$925,000	76%
	AVERAGE PRICE	\$745,205	\$1,134,934	52%
	AVERAGE DOM	240	138	-43%
Condos & Co-ops	# OF SALES	0	0	0.0%
	SALES VOLUME	\$0	\$0	0.0%
	MEDIAN PRICE	\$0	\$0	0.0%
	AVERAGE PRICE	\$0	\$0	0.0%
	AVERAGE DOM	0	0	0.0%

Roxbury

Q4 Historic Sales

● Median Price ● Average Price



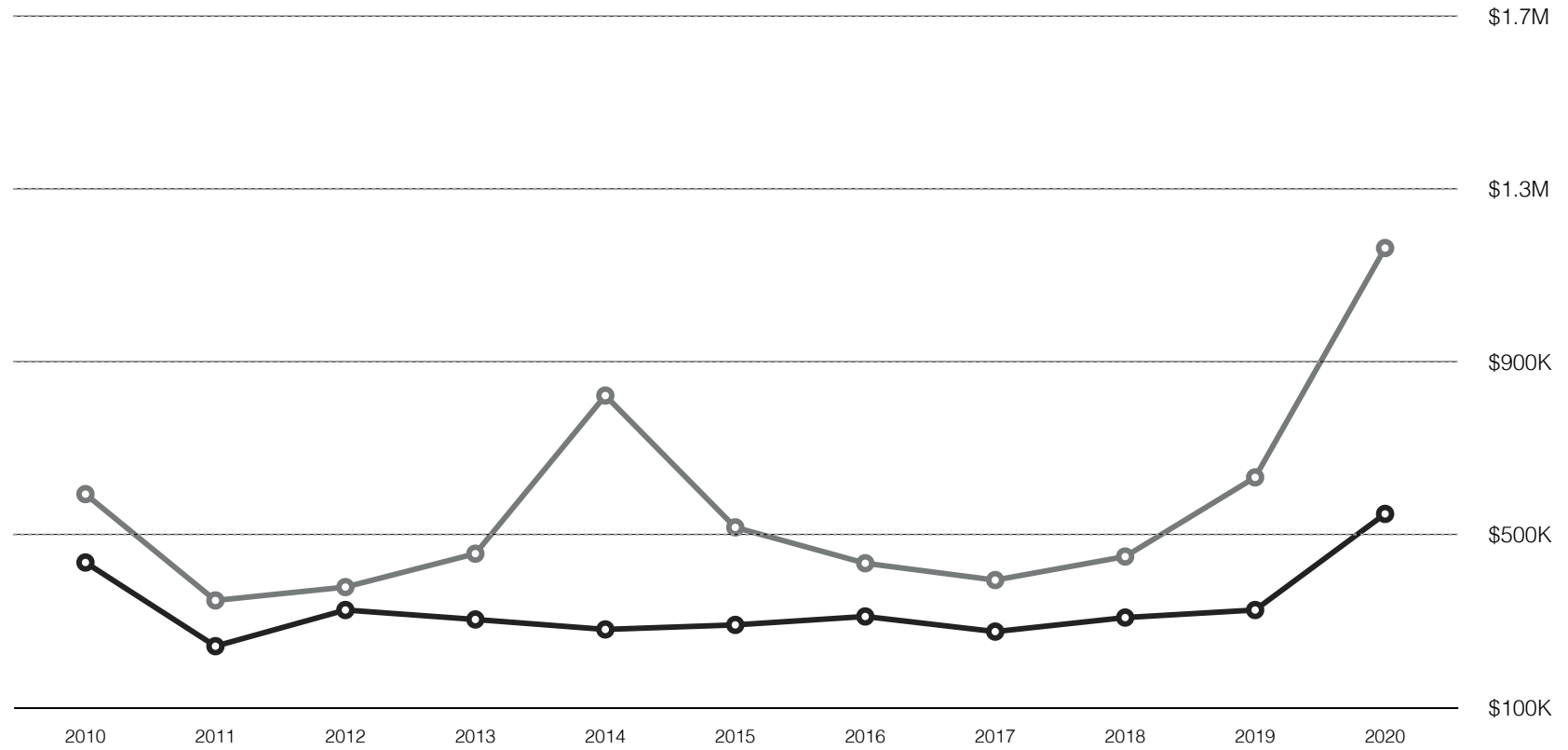
Sharon

		Q4 2019	Q4 2020	% Change
Overall	# OF SALES	13	22	69%
	SALES VOLUME	\$8,217,000	\$25,586,000	211%
	MEDIAN PRICE	\$325,000	\$547,500	68%
	AVERAGE PRICE	\$632,077	\$1,163,000	84%
	AVERAGE DOM	319	78	-76%
Single-Family	# OF SALES	13	20	54%
	SALES VOLUME	\$8,217,000	\$25,156,000	206%
	MEDIAN PRICE	\$325,000	\$615,000	89%
	AVERAGE PRICE	\$632,077	\$1,257,800	99%
	AVERAGE DOM	319	82	-74%
Condos & Co-ops	# OF SALES	0	2	0.0%
	SALES VOLUME	\$0	\$430,000	0.0%
	MEDIAN PRICE	\$0	\$215,000	0.0%
	AVERAGE PRICE	\$0	\$215,000	0.0%
	AVERAGE DOM	0	36	0.0%

Sharon

Q4 Historic Sales

● Median Price ● Average Price



Southport

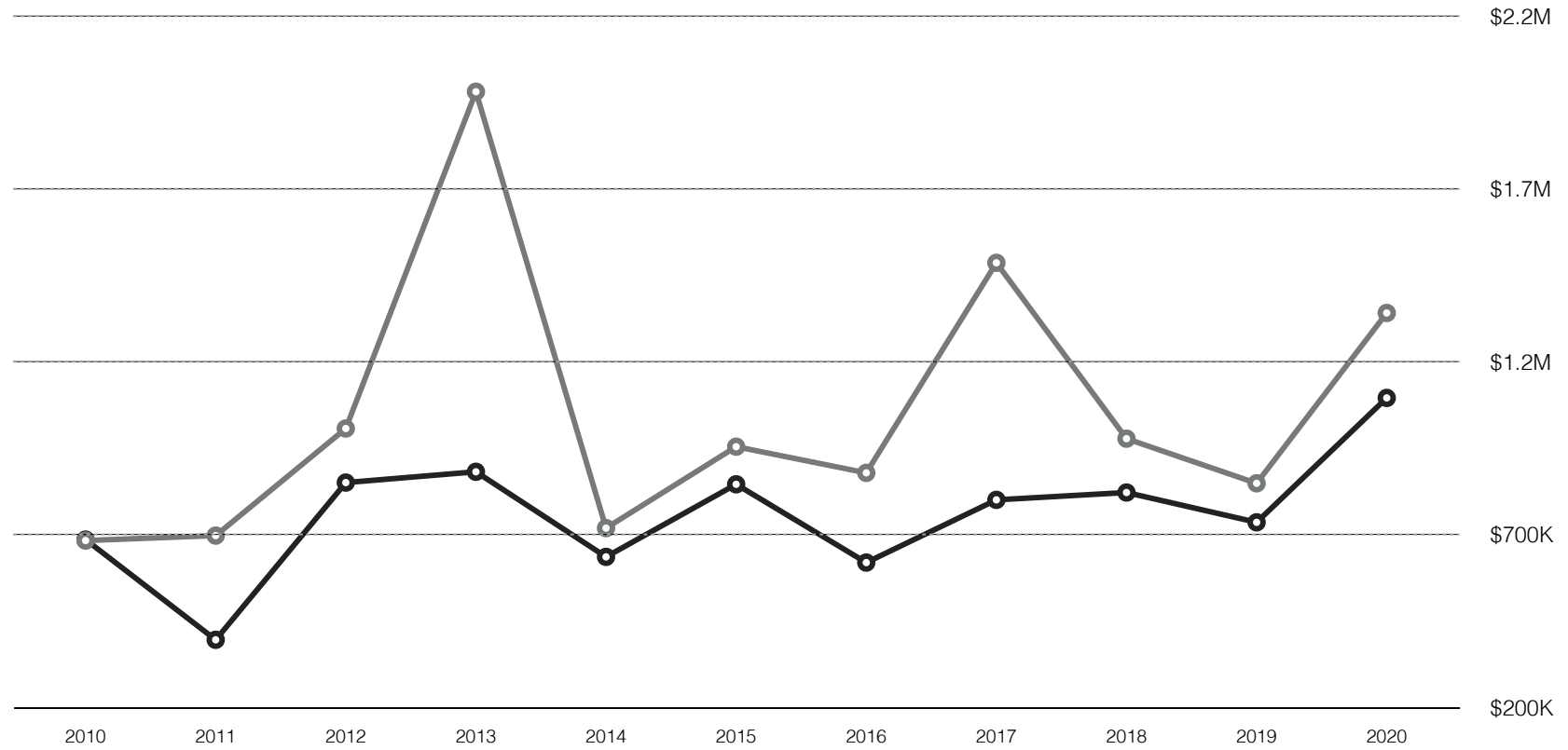
		Q4 2019	Q4 2020	% Change
Overall	# OF SALES	21	39	86%
	SALES VOLUME	\$17,805,000	\$52,292,100	194%
	MEDIAN PRICE	\$735,000	\$1,095,000	49%
	AVERAGE PRICE	\$847,857	\$1,340,823	58%
	AVERAGE DOM	107	101	-6.0%
Single-Family	# OF SALES	14	32	129%
	SALES VOLUME	\$14,420,000	\$48,494,600	236%
	MEDIAN PRICE	\$935,000	\$1,285,000	37%
	AVERAGE PRICE	\$1,030,000	\$1,515,456	47%
	AVERAGE DOM	88	111	27%
Condos & Co-ops	# OF SALES	7	7	0.0%
	SALES VOLUME	\$3,385,000	\$3,797,500	12%
	MEDIAN PRICE	\$470,000	\$410,000	-13%
	AVERAGE PRICE	\$483,571	\$542,500	12%
	AVERAGE DOM	147	54	-63%

Southport

Q4 Historic Sales

● Median Price

○ Average Price



Stamford

		Q4 2019	Q4 2020	% Change
Overall	# OF SALES	342	515	51%
	SALES VOLUME	\$167,399,504	\$313,285,440	87%
	MEDIAN PRICE	\$446,000	\$525,000	18%
	AVERAGE PRICE	\$489,472	\$608,321	24%
	AVERAGE DOM	99	75	-24%
Single-Family	# OF SALES	183	299	63%
	SALES VOLUME	\$115,235,574	\$232,882,410	102%
	MEDIAN PRICE	\$556,500	\$655,000	18%
	AVERAGE PRICE	\$629,703	\$778,871	24%
	AVERAGE DOM	96	69	-28%
Condos & Co-ops	# OF SALES	159	216	36%
	SALES VOLUME	\$52,163,930	\$80,403,030	54%
	MEDIAN PRICE	\$298,000	\$336,750	13%
	AVERAGE PRICE	\$328,075	\$372,236	13%
	AVERAGE DOM	102	82	-19%

Stamford

Q4 Historic Sales



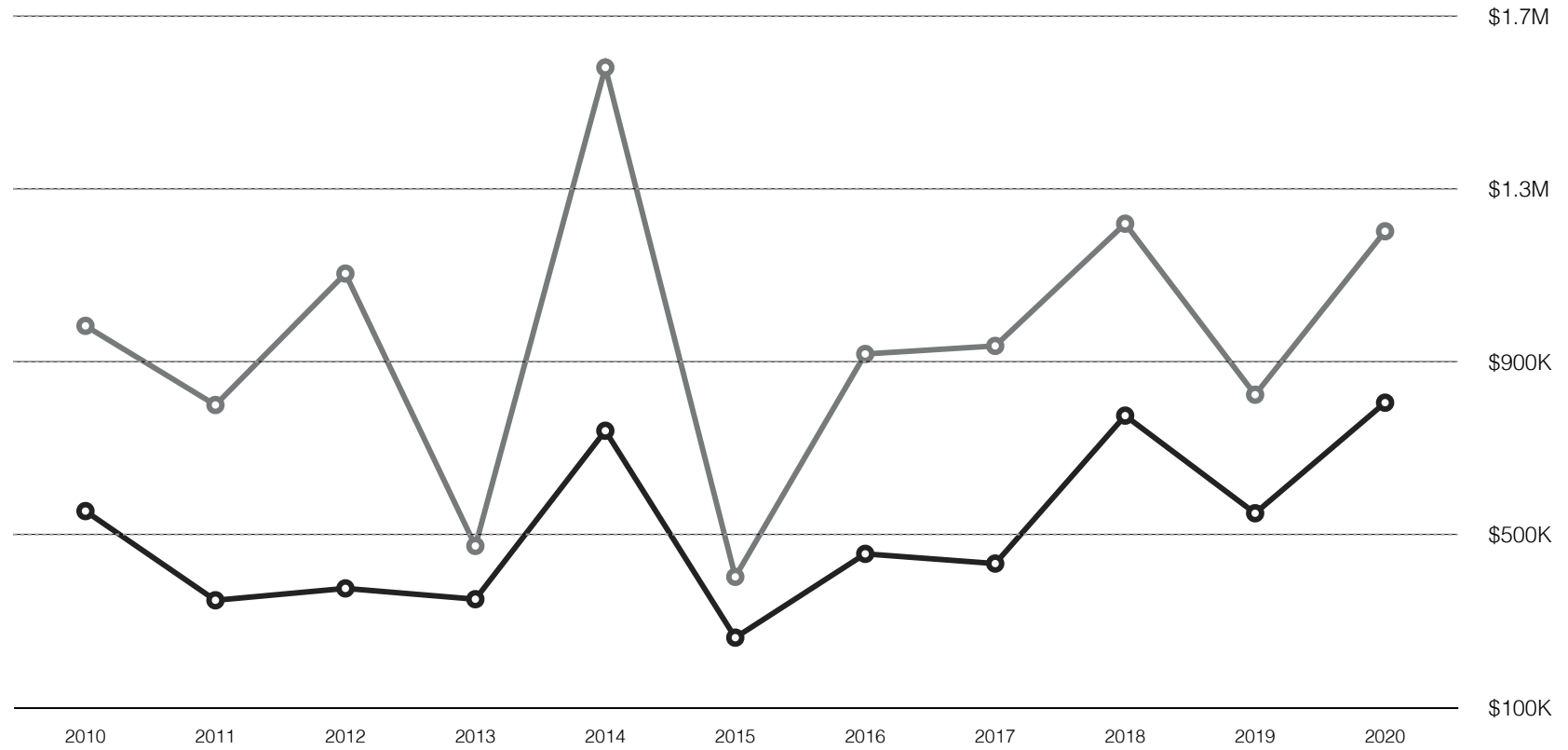
Washington

		Q4 2019	Q4 2020	% Change
Overall	# OF SALES	15	35	133%
	SALES VOLUME	\$12,351,450	\$42,064,150	241%
	MEDIAN PRICE	\$549,000	\$805,000	47%
	AVERAGE PRICE	\$823,430	\$1,201,833	46%
	AVERAGE DOM	210	161	-23%
Single-Family	# OF SALES	13	34	162%
	SALES VOLUME	\$11,751,450	\$41,445,150	253%
	MEDIAN PRICE	\$863,000	\$822,500	-4.7%
	AVERAGE PRICE	\$903,958	\$1,218,975	35%
	AVERAGE DOM	227	165	-28%
Condos & Co-ops	# OF SALES	2	1	-50%
	SALES VOLUME	\$600,000	\$619,000	3.2%
	MEDIAN PRICE	\$300,000	\$619,000	106%
	AVERAGE PRICE	\$300,000	\$619,000	106%
	AVERAGE DOM	95	47	-50%

Washington

Q4 Historic Sales

● Median Price ● Average Price



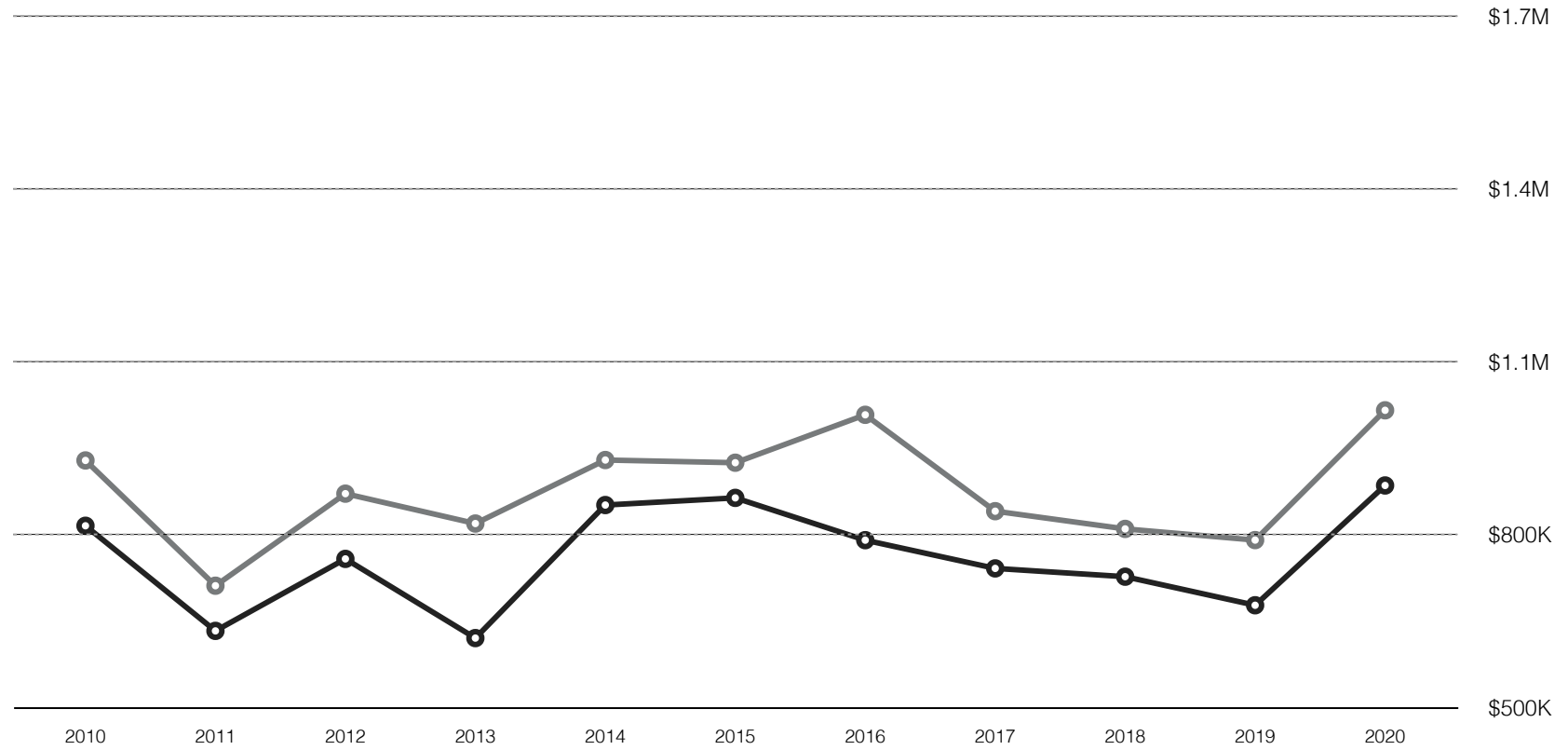
Weston

		Q4 2019	Q4 2020	% Change
Overall	# OF SALES	35	94	169%
	SALES VOLUME	\$27,655,250	\$95,456,537	245%
	MEDIAN PRICE	\$677,000	\$884,984	31%
	AVERAGE PRICE	\$790,150	\$1,015,495	29%
	AVERAGE DOM	152	100	-34%
Single-Family	# OF SALES	35	94	169%
	SALES VOLUME	\$27,655,250	\$95,456,537	245%
	MEDIAN PRICE	\$677,000	\$884,984	31%
	AVERAGE PRICE	\$790,150	\$1,015,495	29%
	AVERAGE DOM	152	100	-34%
Condos & Co-ops	# OF SALES	0	0	0.0%
	SALES VOLUME	\$0	\$0	0.0%
	MEDIAN PRICE	\$0	\$0	0.0%
	AVERAGE PRICE	\$0	\$0	0.0%
	AVERAGE DOM	0	0	0.0%

Weston

Q4 Historic Sales

● Median Price ● Average Price



Westport

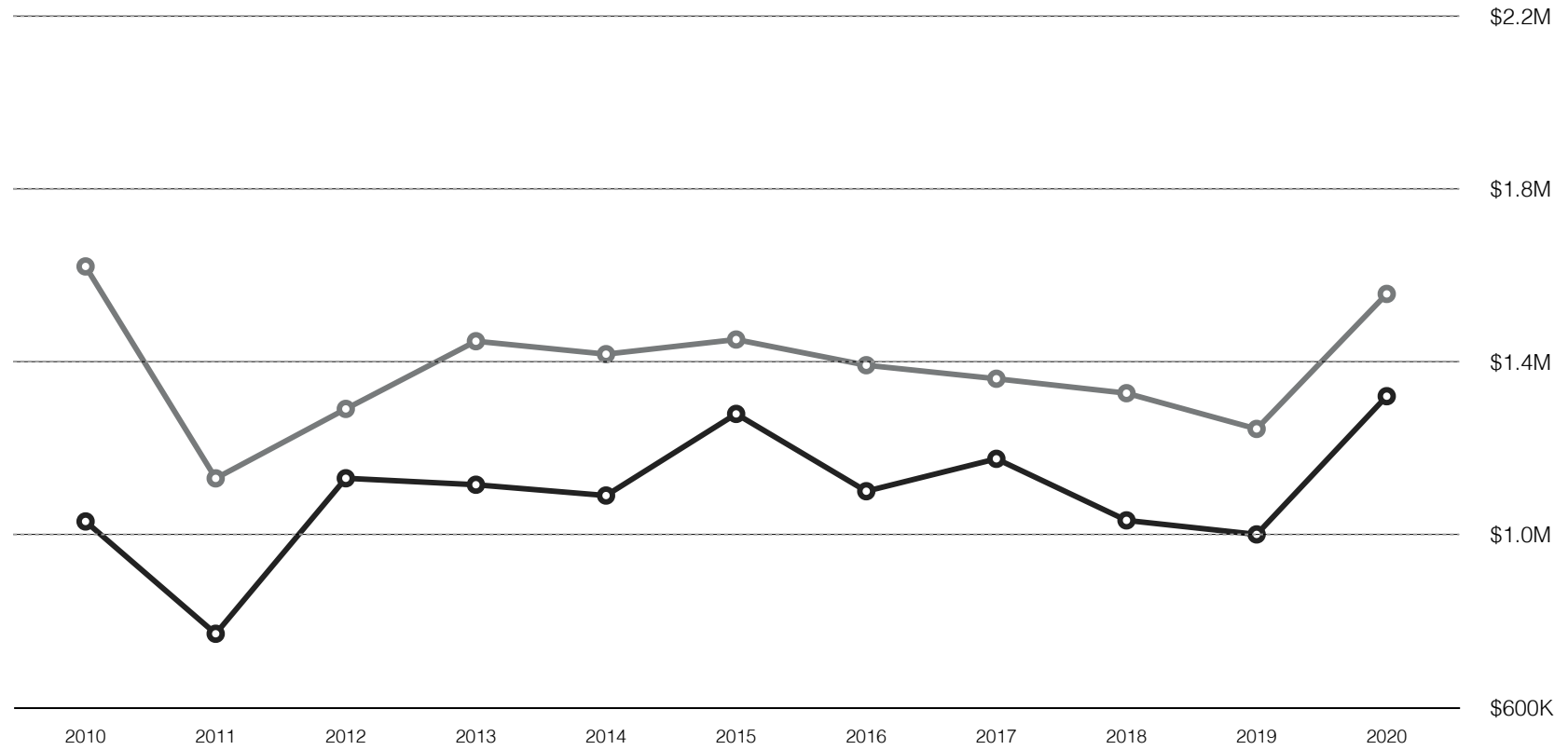
		Q4 2019	Q4 2020	% Change
Overall	# OF SALES	93	190	104%
	SALES VOLUME	\$115,713,690	\$295,788,842	156%
	MEDIAN PRICE	\$1,000,000	\$1,320,000	32%
	AVERAGE PRICE	\$1,244,233	\$1,556,783	25%
	AVERAGE DOM	130	86	-34%
Single-Family	# OF SALES	84	173	106%
	SALES VOLUME	\$108,521,690	\$285,020,442	163%
	MEDIAN PRICE	\$1,027,500	\$1,399,000	36%
	AVERAGE PRICE	\$1,291,925	\$1,647,517	28%
	AVERAGE DOM	138	86	-38%
Condos & Co-ops	# OF SALES	9	17	89%
	SALES VOLUME	\$7,192,000	\$10,768,400	50%
	MEDIAN PRICE	\$720,000	\$535,000	-26%
	AVERAGE PRICE	\$799,111	\$633,435	-21%
	AVERAGE DOM	50	89	77%

Westport

Q4 Historic Sales

● Median Price

○ Average Price



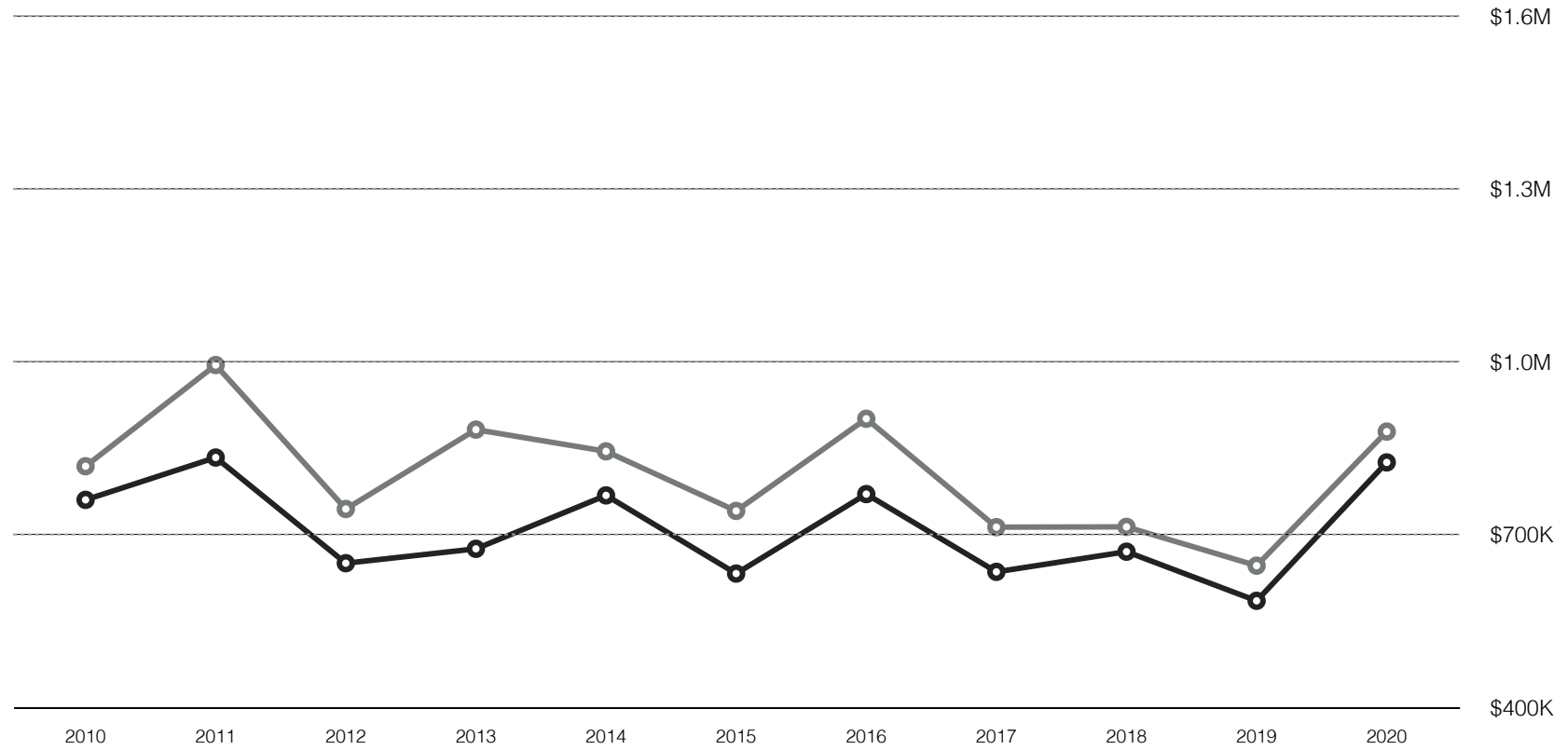
Wilton

		Q4 2019	Q4 2020	% Change
Overall	# OF SALES	58	141	143%
	SALES VOLUME	\$37,451,825	\$123,872,400	231%
	MEDIAN PRICE	\$584,713	\$825,000	41%
	AVERAGE PRICE	\$645,721	\$878,528	36%
	AVERAGE DOM	127	87	-32%
Single-Family	# OF SALES	54	125	131%
	SALES VOLUME	\$35,413,825	\$116,695,400	230%
	MEDIAN PRICE	\$584,713	\$859,000	47%
	AVERAGE PRICE	\$655,812	\$933,563	42%
	AVERAGE DOM	124	86	-30%
Condos & Co-ops	# OF SALES	4	16	300%
	SALES VOLUME	\$2,038,000	\$7,177,000	252%
	MEDIAN PRICE	\$550,000	\$417,500	-24%
	AVERAGE PRICE	\$509,500	\$448,563	-12%
	AVERAGE DOM	165	89	-46%

Wilton

Q4 Historic Sales

● Median Price ● Average Price



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