

LUX

Q1 2026

CONNECTICUT
LUXURY REPORT

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Brown Harris Stevens THE Craft of Research

Under Contract: 34 Cedarwood Drive Greenwich



11 Beachside Common, Westport

Lower Fairfield County

Luxury Market Update – Q1 2026

Lower Fairfield County's luxury market hit several milestones in the first quarter, including record dollar volume, a new high for sales above \$5 million, and the highest share of closings at or above asking price on record.

Sales: There were 100 luxury sales* in Q1 2026, up from 96 a year ago. Of those, 35 closed above \$5 million, up from 29 a year ago, and 11 closed above \$10 million, up from nine. The total luxury dollar volume reached \$508 million, an 11% increase from last year.

Prices: Looking at the past six months (Q4–Q1) for a more robust sample size, seven of 12 towns saw year-over-year increases in their median luxury sale price, while the Lower Fairfield County average sale price rose 7% to \$5.1M. The top sale of the quarter was 45 Binney Lane in Old Greenwich at \$27.8M, Old Greenwich's highest-priced sale on record. The quarter also saw Old Greenwich's third-highest sale of all time with 25 West Way, represented by Brown Harris Stevens, closing for \$14.25M.

Luxury Market Indicators Q1 2026	Most Recent YOY Change
S&P 500 (March. avg)	+17%
Nasdaq Composite (March. avg)	+24%
U.S. Household Net Worth – (Q4)	+9%

Market Conditions: In the first quarter, 57% of luxury sales closed at or above asking price, up from 50% a year ago, while the average list-to-sale ratio reached 100.9%. Notably, Wilton has seen all eight of its luxury closings over the past two quarters (Q4 and Q1) close over ask.

At the end of March, there were 183 luxury active listings across the county, down 10% from the same time a year ago even as sales rose 4%. With inventory tightening and demand holding steady, competitive conditions for buyers are likely to carry into Q2.

*See page three for the luxury price points used in this report.



1131 Sasco Hill Road, Fairfield

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What Defines Luxury?

Luxury price thresholds vary widely across Lower Fairfield County. The price points below are the thresholds used in this report, each representing the top 15% to 20% of sales in its respective town.

Note: Town-level luxury thresholds are based on a trailing six-month window to ensure adequate sample sizes.

Luxury Market

Greenwich	\$6M+
Westport	\$4M+
Darien	\$4M+
New Canaan	\$4M+
Weston	\$2M+
Wilton	\$2M+
Fairfield	\$2M+
Norwalk	\$1.5M+
Ridgefield	\$1.7M+
Stamford	\$1.5M+
Redding	\$1.6M+
Easton	\$1.5M+

A Relative Look at the Upper End: The report's main figures use fixed luxury thresholds. The numbers below instead look at the top 15% of sales in each period to show how the upper end has changed over time.

\$5M

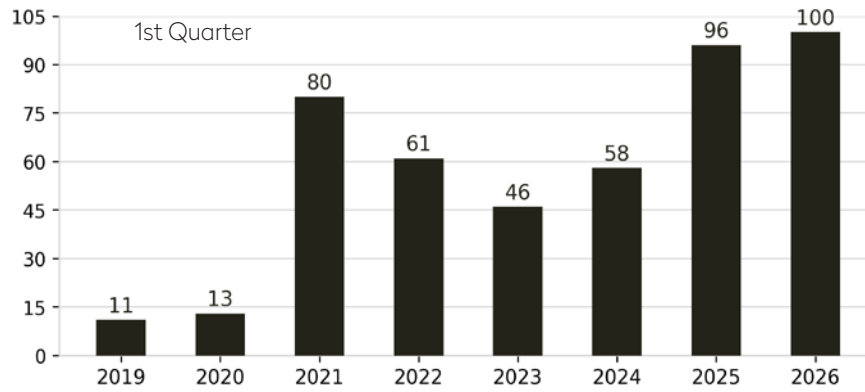
Median sale price of the top 15% of Q1 sales in Lower Fairfield County, up 11% from last year and 152% from \$2.0M in 2019.

64

Median days on market for the top 15% of first-quarter sales, in line with the past four years but down 71% from Q1 2019 and 2020, when the median was well over 200 days.

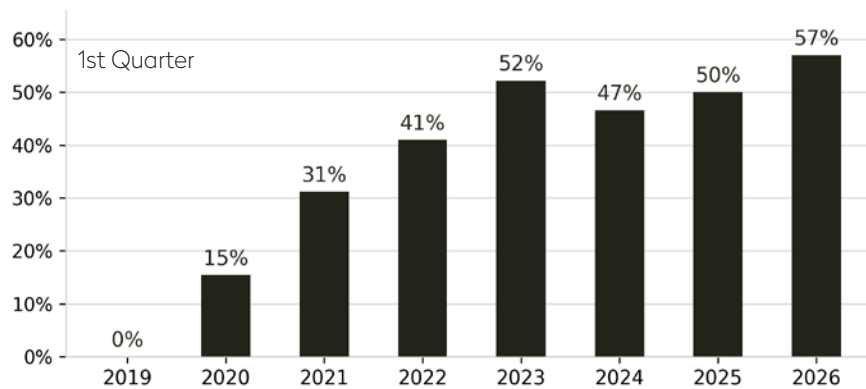
99.4%

Average list-to-sale ratio for the top 15% of Q1 sales, up from 98.1% a year ago and 93.3% in Q1 2019. 45% sold above asking price, up from 5% in Q1 2019.



TOTAL NUMBER OF LUXURY SALES IN Q1

Q1 2026 had 100 luxury sales, up from 96 last year and nearly eight times the Q1 average from 2019 and 2020.



% of Luxury Sales Over Asking Price in Q1

In Q1 2026, 57% of luxury sales closed at or above asking price, the highest share on record. That share has now held above 40% for four straight years.



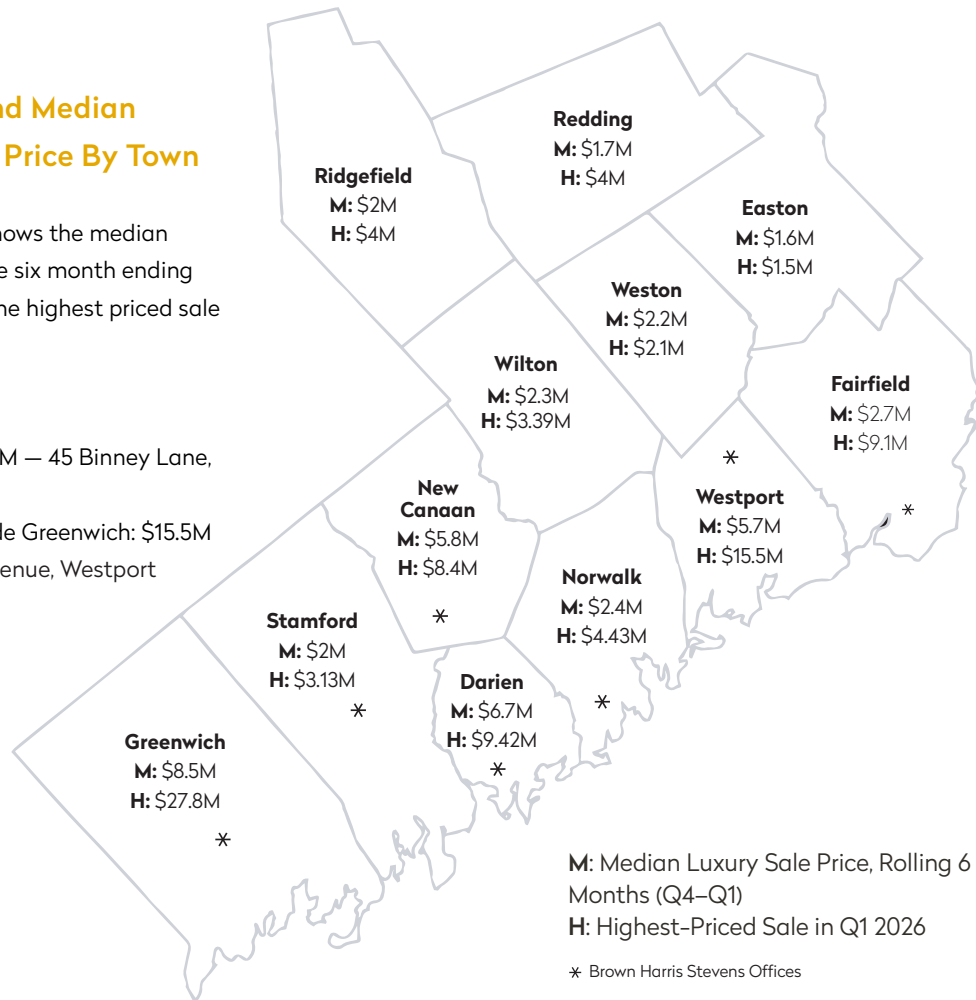
Under Contract: 584 West Road, New Canaan

Highest and Median Luxury Closing Price By Town

The map to the right shows the median luxury sale prices for the six month ending with March 2026, and the highest priced sale in Q1 2026, by town.

Q1 LFC Highlights:

- Highest sale: \$27.8M — 45 Binney Lane, Old Greenwich
- Highest sale outside Greenwich: \$15.5M — 92 Beachside Avenue, Westport



2026 Luxury Home Sales, by Price Point

In Q1 2026 there were 24 sales over \$7M, up from 18 a year ago. The \$7–10M tier saw the largest percentage gain at 44%.

PRICE RANGE	NUMBER OF LUXURY SALES			2025 FULL YEAR	2024 FULL YEAR	% CHANGE
	Q1 2026	Q1 2025	% CHANGE			
\$1.5M–\$2M	19	20	–5%	151	105	44%
\$2M–\$3M	29	26	12%	198	147	35%
\$3M–\$4M	6	8	–25%	41	34	21%
\$4M–\$5M	11	13	–15%	84	61	38%
\$5M–\$7M	11	11	0	75	66	14%
\$7M–\$10M	13	9	44%	50	34	47%
>\$10M	11	9	22%	46	22	109%
Total	100	96	4%	645	469	38%

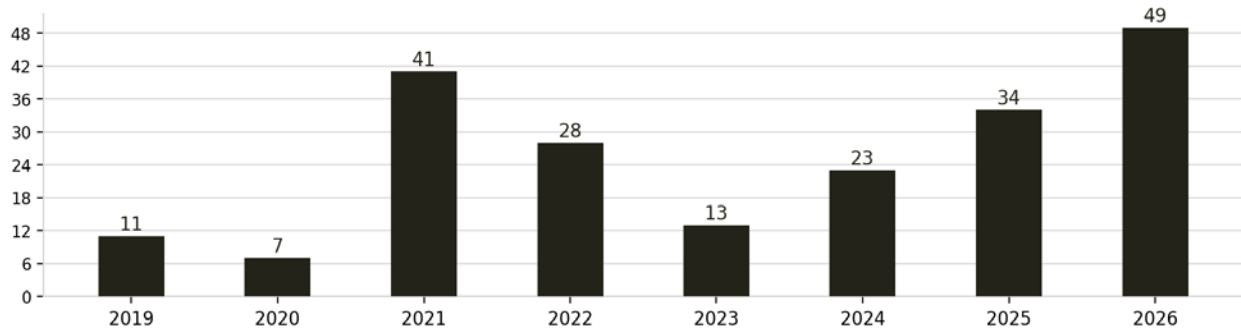
Greenwich Luxury Houses \$6M+

Rolling 6 Months (Q4-Q1)	2026	2025	% CHANGE
Number of Luxury Closings	49	34	+44%
Median Luxury Sale Price	\$8,450,000	\$7,925,000	+7%
Average Luxury Sale Price	\$11,036,971	\$10,593,235	+4%
Median DOM for Closings	96	96	0%
% of Sales over Ask	36.7%	38.2%	-1.5 pts
Avg. List-to-Sale Price Ratio	97.1%	97.7%	-0.6 pts

\$27.8M

Highest Sale Price
Q1 2026
45 Binney Lane
Old Greenwich

Number of Luxury Closings (\$6M+): Rolling 6 Months (Q4-Q1)



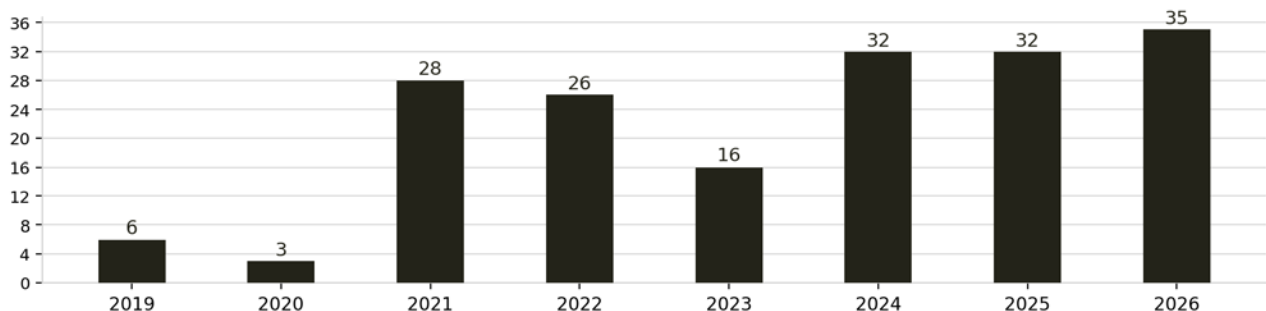
Stamford Luxury Houses \$1.5M+

Rolling 6 Months (Q4-Q1)	2026	2025	% CHANGE
Number of Luxury Closings	35	32	+9%
Median Luxury Sale Price	\$2,000,000	\$1,718,759	+16%
Average Luxury Sale Price	\$2,122,863	\$1,982,194	+7%
Median DOM for Closings	14	47	-70%
% of Sales over Ask	80.0%	50.0%	+30 pts
Avg. List-to-Sale Price Ratio	106.6%	101.7%	+4.9 pts

\$3.125M

Highest Sale Price
Q1 2026
177 Long Close Road

Number of Luxury Closings (\$1.5M+): Rolling 6 Months (Q4-Q1)



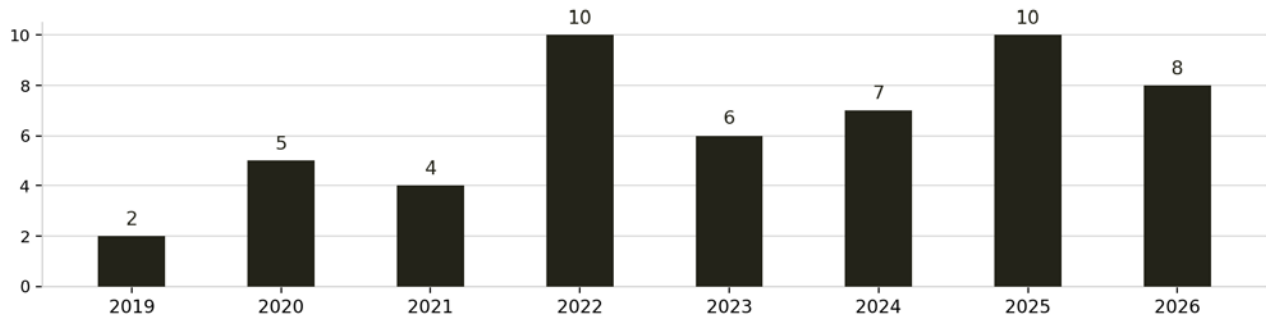
Darien Luxury Houses \$4M+

Rolling 6 Months (Q4-Q1)	2026	2025	% CHANGE
Number of Luxury Closings	8	10	-20%
Median Luxury Sale Price	\$6,747,500	\$4,974,500	+36%
Average Luxury Sale Price	\$8,933,125	\$5,488,900	+63%
Median DOM for Closings	25	40	-38%
% of Sales over Ask	50.0%	50.0%	0pts
Avg. List-to-Sale Price Ratio	100.3%	97.8%	+2.5 pts

\$9.42M

Highest Sale Price
Q1 2026
17 Contentment Island Road

Number of Luxury Closings (\$4M+): Rolling 6 Months (Q4-Q1)



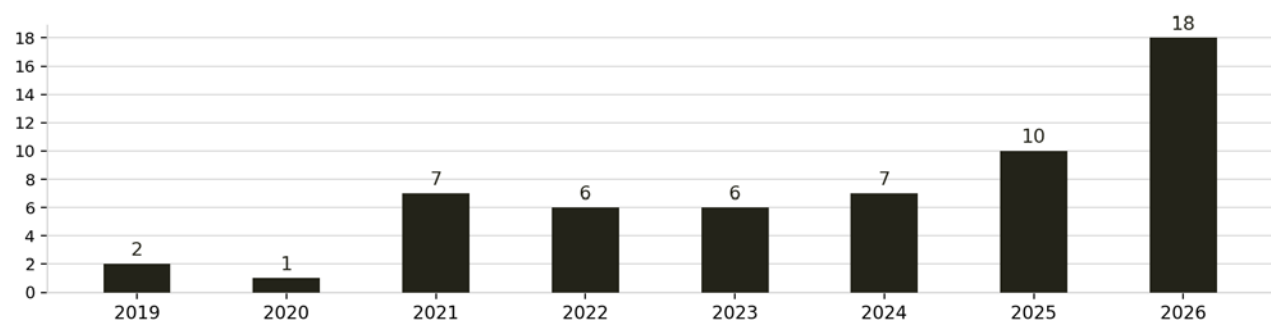
New Canaan Luxury Houses \$4M+

Rolling 6 Months (Q4-Q1)	2026	2025	% CHANGE
Number of Luxury Closings	18	10	+80%
Median Luxury Sale Price	\$5,762,500	\$5,747,000	+0%
Average Luxury Sale Price	\$6,158,611	\$5,745,900	+7%
Median DOM for Closings	95	75	+26%
% of Sales over Ask	44.4%	70.0%	-25.6 pts
Avg. List-to-Sale Price Ratio	97.4%	99.2%	-1.8 pts

\$8.4M

Highest Sale Price
Q1 2026
1123 Oenoke Ridge

Number of Luxury Closings (\$4.5M+): Rolling 6 Months (Q4-Q1)



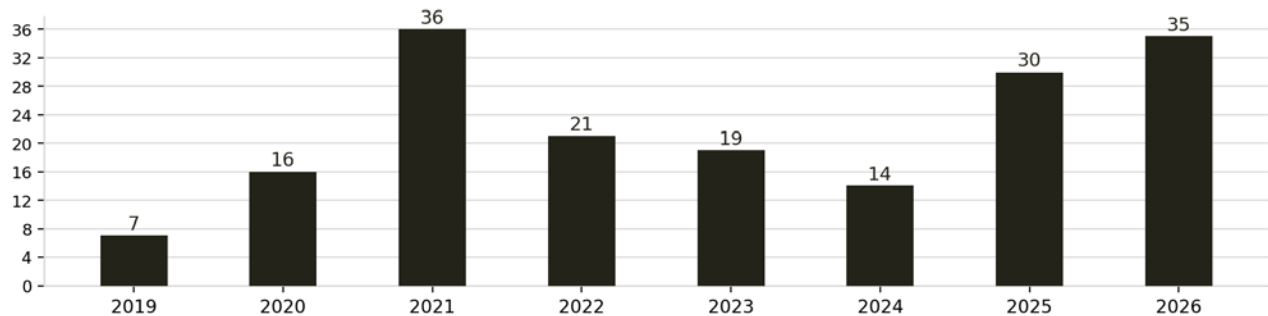
Norwalk Luxury Houses \$1.5M+

Rolling 6 Months (Q4-Q1)	2026	2025	% CHANGE
Number of Luxury Closings	35	30	+17%
Median Luxury Sale Price	\$2,350,000	\$2,208,500	+6%
Average Luxury Sale Price	\$2,476,429	\$2,596,617	-5%
Median DOM for Closings	38	12	+217%
% of Sales over Ask	65.7%	76.7%	-11 pts
Avg. List-to-Sale Price Ratio	102.7%	103.2%	-0.5 pts

\$4.425M

Highest Sale Price
Q1 2026
13 Farm Creek Road

Number of Luxury Closings (\$1.5M+): Rolling 6 Months (Q4-Q1)



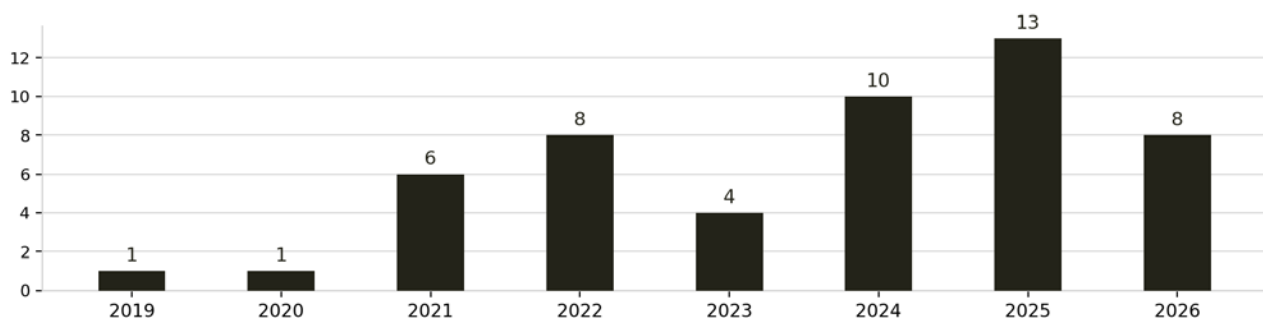
Wilton Luxury Houses \$2M+

Rolling 6 Months (Q4-Q1)	2026	2025	% CHANGE
Number of Luxury Closings	8	13	-38%
Median Luxury Sale Price	\$2,255,000	\$2,690,000	-16%
Average Luxury Sale Price	\$2,427,639	\$2,815,231	-14%
Median DOM for Closings	21	50	-58%
% of Sales over Ask	100.0%	61.5%	+38.5 pts
Avg. List-to-Sale Price Ratio	106.5%	100.9%	+5.6 pts

\$3.385M

Highest Sale Price
Q1 2026
76 Sturges Ridge Road

Number of Luxury Closings (\$2M+): Rolling 6 Months (Q4-Q1)



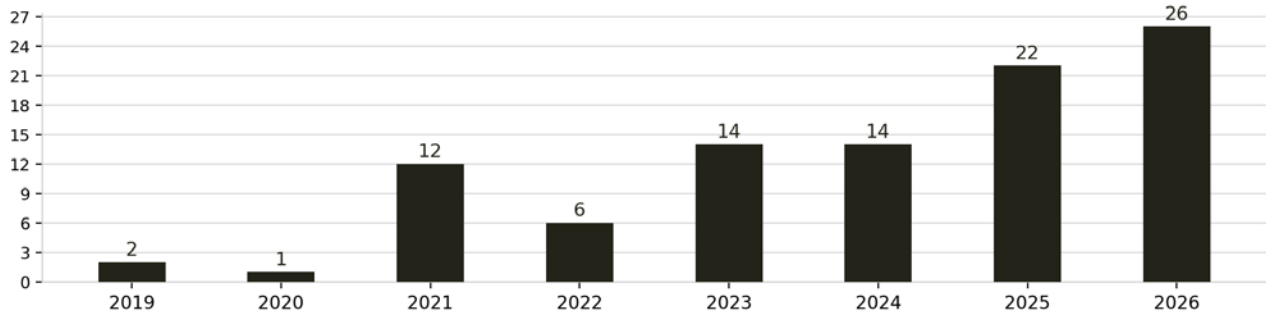
Westport Luxury Houses \$4M+

Rolling 6 Months (Q4-Q1)	2026	2025	% CHANGE
Number of Luxury Closings	26	22	+18%
Median Luxury Sale Price	\$5,699,000	\$4,562,500	+25%
Average Luxury Sale Price	\$7,640,572	\$4,814,183	+59%
Median DOM for Closings	73	61	+20%
% of Sales over Ask	34.6%	45.5%	-10.8 pts
Avg. List-to-Sale Price Ratio	97.0%	100.0%	-3pts

\$15.5M

Highest Sale Price
Q1 2026
92 Beachside Aveue

Number of Luxury Closings (\$4M+): Rolling 6 Months (Q4-Q1)



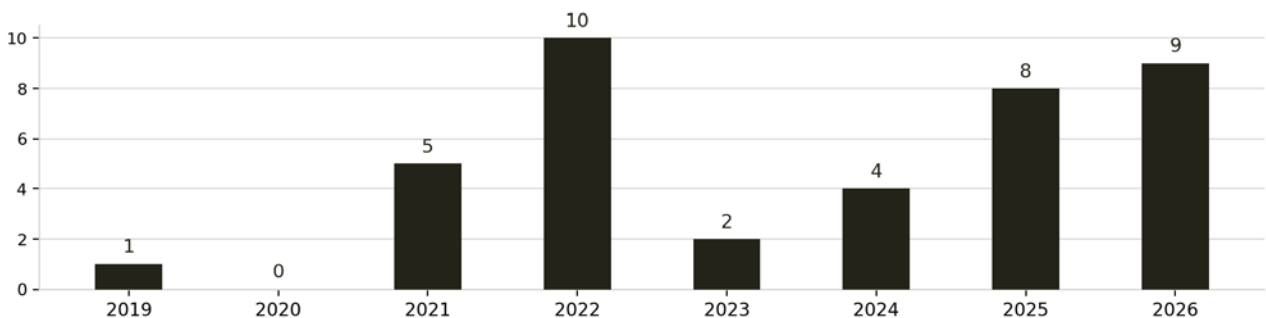
Weston Luxury Houses \$2M+

Rolling 6 Months (Q4-Q1)	2026	2025	% CHANGE
Number of Luxury Closings	9	8	+13%
Median Luxury Sale Price	\$2,170,000	\$2,330,000	-7%
Average Luxury Sale Price	\$2,504,444	\$2,596,438	-4%
Median DOM for Closings	43	87	-50%
% of Sales over Ask	55.6%	50.0%	+5.6 pts
Avg. List-to-Sale Price Ratio	100.7%	99.1%	+1.5 pts

\$2.1M

Highest Sale Price
Q1 2026
3 Mayflower Lane

Number of Luxury Closings (\$2M+): Rolling 6 Months (Q4-Q1)



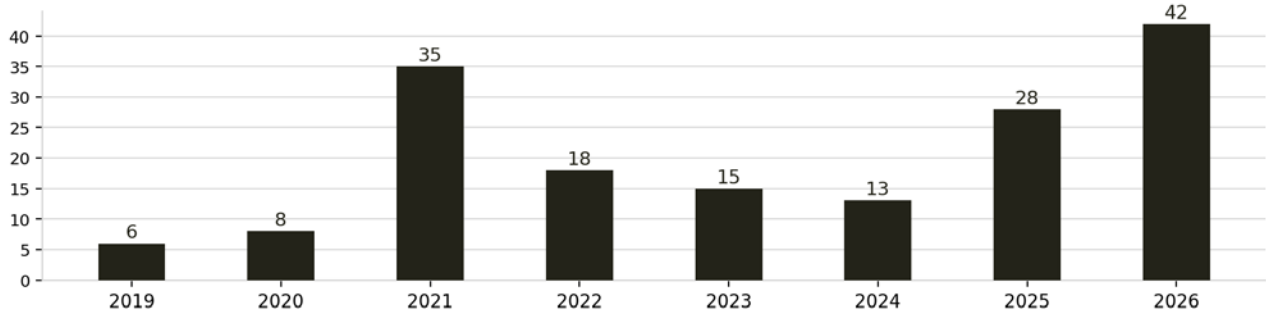
Fairfield Luxury Houses \$2M+

Rolling 6 Months (Q4-Q1)	2026	2025	% CHANGE
Number of Luxury Closings	42	28	+50%
Median Luxury Sale Price	\$2,650,000	\$2,407,500	+10%
Average Luxury Sale Price	\$3,164,655	\$3,490,135	-9%
Median DOM for Closings	40	38	+4%
% of Sales over Ask	71.4%	50.0%	+21.4 pts
Avg. List-to-Sale Price Ratio	101.8%	99.6%	+2.2 pts

\$9.05M

Highest Sale Price
Q1 2026
828 Sasco Hill Road

Number of Luxury Closings (\$2M+): Rolling 6 Months (Q4-Q1)



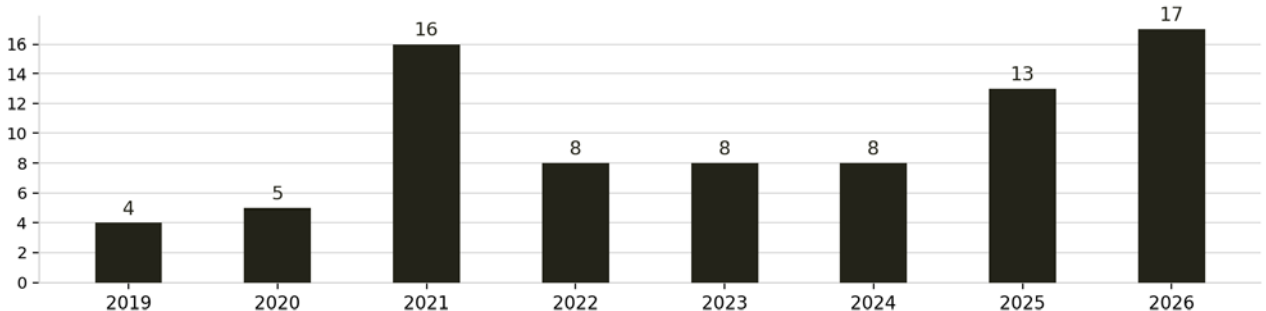
Ridgefield Luxury Houses \$1.7M+

Rolling 6 Months (Q4-Q1)	2026	2025	% CHANGE
Number of Luxury Closings	17	13	+31%
Median Luxury Sale Price	\$2,000,000	\$2,150,000	-7%
Average Luxury Sale Price	\$2,306,963	\$2,632,269	-12%
Median DOM for Closings	103	37	+178%
% of Sales over Ask	35.3%	46.2%	-10.9 pts
Avg. List-to-Sale Price Ratio	99.2%	100.4%	-1.2 pts

\$4M

Highest Sale Price
Q1 2026
88 Main Street

Number of Luxury Closings (\$2M+): Rolling 6 Months (Q4-Q1)



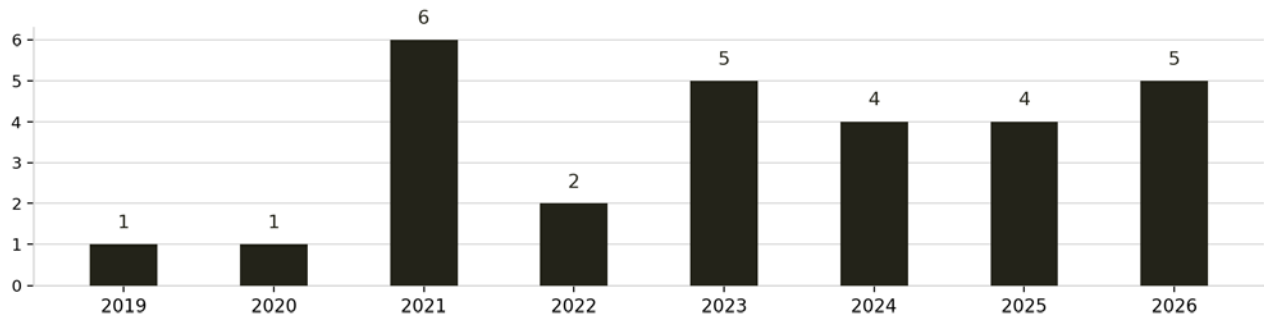
Redding Luxury Houses \$1.6M+

Rolling 6 Months (Q4-Q1)	2026	2025	% CHANGE
Number of Luxury Closings	5	4	+25%
Median Luxury Sale Price	\$1,700,000	\$2,050,000	-17%
Average Luxury Sale Price	\$2,139,800	\$2,050,000	+4%
Median DOM for Closings	25	48	-48%
% of Sales over Ask	60.0%	75.0%	-15.0 pts
Avg. List-to-Sale Price Ratio	102.5%	98.3%	+4.2 pts

\$4M

Highest Sale Price
Q1 2026
241 Black Rock Tpke

Number of Luxury Closings (\$1.5M+): Rolling 6 Months (Q4-Q1)



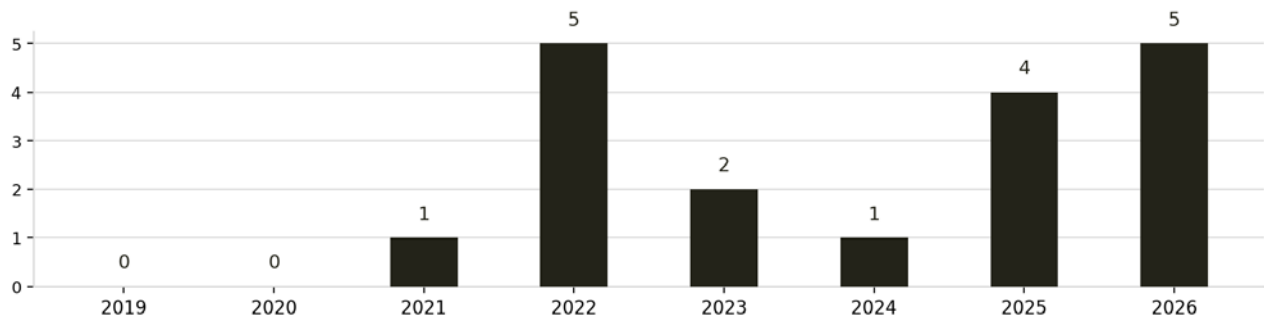
Easton Luxury Houses \$1.5M+

Rolling 6 Months (Q4-Q1)	2026	2025	% CHANGE
Number of Luxury Closings	5	4	+25%
Median Luxury Sale Price	\$1,550,000	\$1,764,500	-12%
Average Luxury Sale Price	\$1,784,000	\$2,457,250	-27%
Median DOM for Closings	152	84	+82%
% of Sales over Ask	20.0%	25.0%	-5.0 pts
Avg. List-to-Sale Price Ratio	96.6%	97.4%	-0.8 pts

\$1.5M

Highest Sale Price
Q1 2026
18 Wells Hill Road

Number of Luxury Closings (\$1.5M+): Rolling 6 Months (Q4-Q1)



Contact Us

Q1 2026

Connecticut Luxury Market Report

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