

LUX

Q2 2026

CONNECTICUT

LUXURY REPORT

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Brown Harris Stevens THE Craft of Research

37 Burying Hill Road, Greenwich: A back-country lakefront compound. List price: \$19.9M.



82 Arrowhead Way, Darien: Under contract after just eight days on market. List price: \$8.65M.

Lower Fairfield County

Luxury Market Update – Q2 2026

Lower Fairfield County's luxury market continued to accelerate in Q2 2026, with sales up 29% from a year ago and the share of closings at or above asking price reaching its highest level on record.

Sales: There were 224 luxury sales* in Q2 2026, up from 174 a year ago, with nine of 12 towns seeing an increase in their respective high-end activity. The total dollar volume of luxury sales rose 42% to \$896M.

Market Conditions: In the quarter, 72% of luxury sales closed at or above asking price, up from 68% a year ago, while the average list-to-sale ratio rose to 105.8% from 103.4%. Weston saw all seven of its luxury closings go at or above ask, and Stamford (82%) and Norwalk (79%) also stood out.

Prices: With competition high and equity markets remaining robust through the spring, prices continued to rise. There were 71 closings above \$5 million, up from 58 a year ago, and the average luxury sale price rose 10% to \$4.0M. The quarter's top sales also reflected the competitive conditions: 553 Indian Field Road in Greenwich closed at \$19.9M, at full asking price in just four days on market. Outside of Greenwich, the top sale was 260 Willow Street in Fairfield, which sold at its asking price of \$12M, followed by 7 Sandpiper Road in Westport at \$11.89M, which also sold at ask.

With luxury inventory essentially flat from a year ago, competitive conditions show no signs of easing as we move through the second half of the year.

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

Luxury Market Indicators Q2 2026	Most Recent YOY Change
S&P 500 (June Avg)	+24%
Nasdaq Composite (June Avg)	+33%
U.S. Household Net Worth – (Q1)	+8%



4 Sherwood Island Lane, Westport: A 20-acre waterfront estate with a spectacular shoreline setting. Listed at \$15M.

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	\$1.3M+
Easton	\$1.3M+

\$1.55B

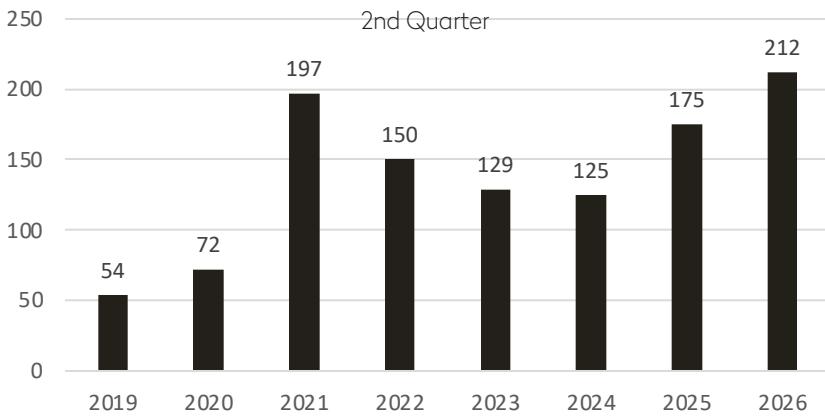
The dollar volume of \$2M-plus sales in Lower Fairfield County in the second quarter, up 25% from last year.

14

The median days on market for a \$3M+ house sale in Q2, down from 16 a year ago, and 28 days in Q2 2024.

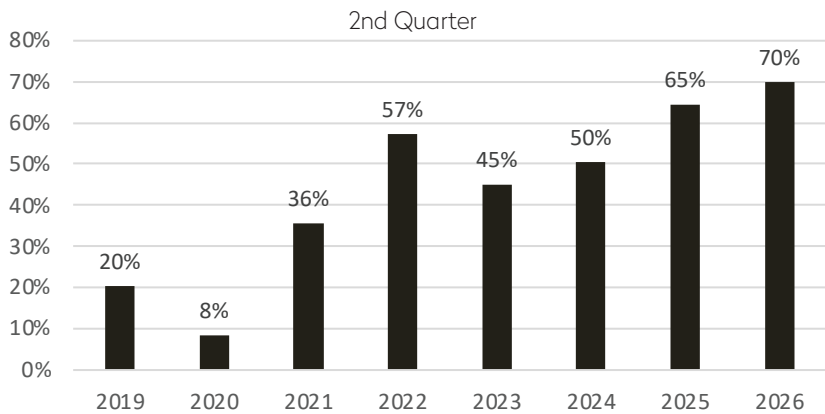
71

The number of \$5M-plus sales in Lower Fairfield County in the second quarter, up from 58 last year and 32 in the second quarter of 2024.



\$3M+ HOUSE SALES IN Q2

Q2 2026 saw 212 house sales above \$3M, the highest second-quarter total on record and a 21% increase from last year's 175.



% of \$3M+ Sales At or Above Ask in Q2

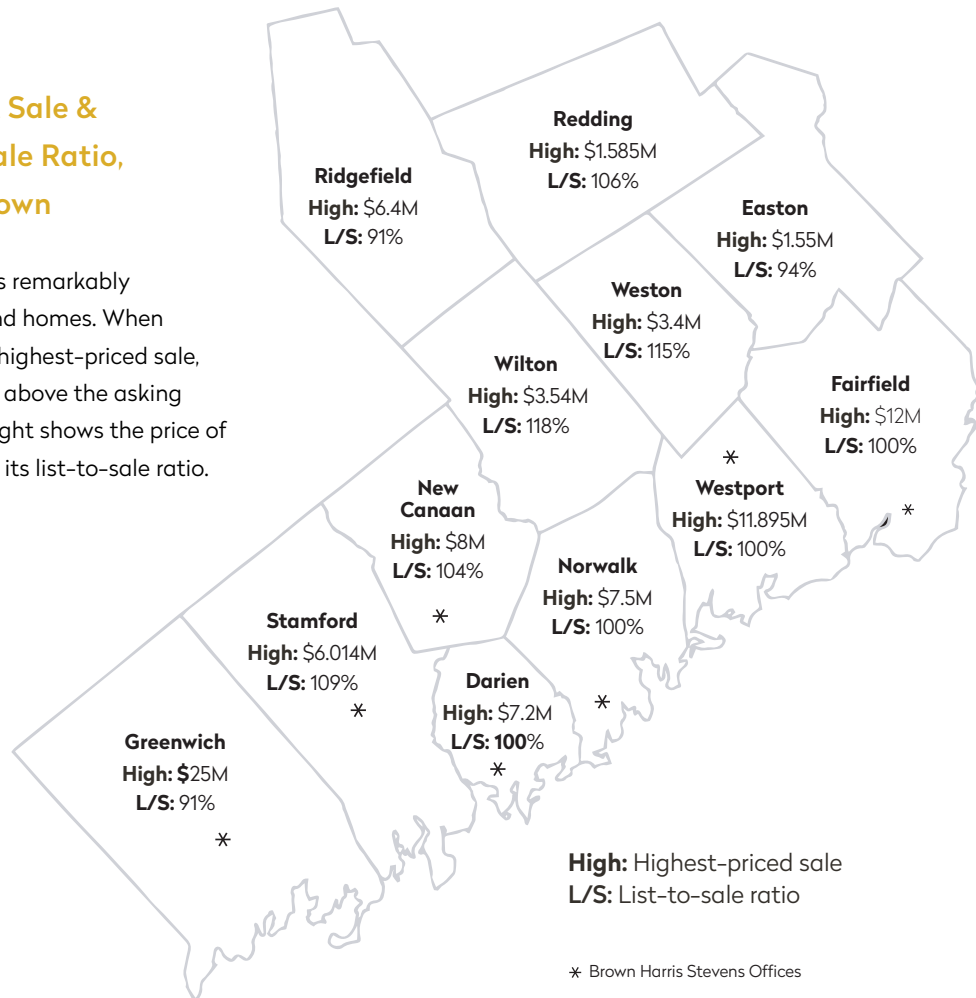
70% of \$3M+ house sales closed at or above asking price in Q2 2026, up from just 8% in 2020 and the highest rate in the eight-year series.



553 Indian Field Road, Greenwich: A one-of-a-kind waterfront home, closed at its \$19.9M asking price in June, after just four days on market.

Highest Sale & List-to-Sale Ratio, by Town

The second quarter was remarkably competitive for high-end homes. When looking at each town's highest-priced sale, nine out of 12 sold at or above the asking price. The map to the right shows the price of the town's top sale and its list-to-sale ratio.



LUXURY SALES OVERVIEW, FIRST HALF 2026

TOWN	THRESHOLD	SALES	MEDIAN DOM	% AT OR OVER ASK	AVG LIST/ SALE	MEDIAN PRICE
Greenwich	\$6M+	50	49	44%	98.8%	\$8,336,250
Westport	\$4M+	24	57	38%	96.9%	\$5,475,000
Darien	\$4M+	19	12	63%	102.5%	\$4,602,000
New Canaan	\$4M+	22	20	64%	103.4%	\$5,125,000
Fairfield	\$2M+	48	26	73%	105.1%	\$2,499,500
Norwalk	\$1.5M+	39	14	80%	109.1%	\$2,066,500
Stamford	\$1.5M+	57	14	83%	108.7%	\$2,000,000
Wilton	\$2M+	19	12	79%	108.9%	\$2,250,000
Weston	\$2M+	9	17	100%	107.7%	\$2,400,000
Ridgefield	\$1.7M+	29	29	66%	102.5%	\$2,100,000
Redding	\$1.3M+	4	336	50%	94.8%	\$1,692,000
Easton	\$1.3M+	9	20	67%	101.6%	\$1,400,000

Greenwich Luxury Houses \$6M+

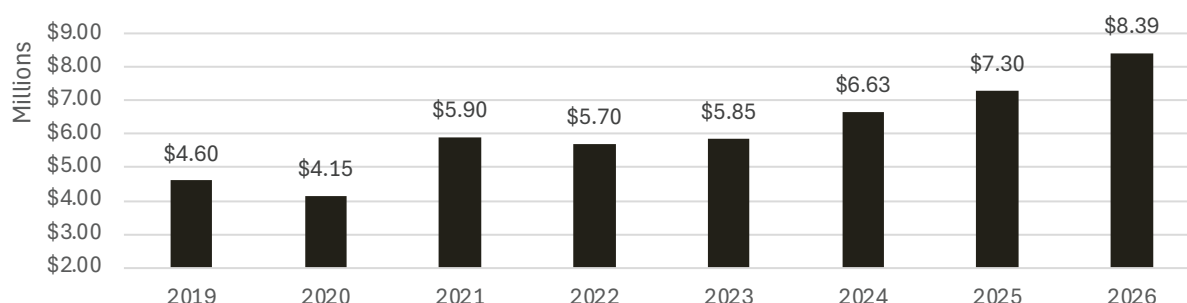
Q1+Q2 (Jan-Jun)	2026	2025	% CHANGE
Number of Luxury Closings (\$6M+)	50	40	25%
% of All Sales Above \$6M	22%	17%	+4 pts
Median DOM for Closings	49	92	-47%
Avg. List-to-Sale Price Ratio (\$6M+)	98.8%	97.2%	+1.6 pts
% of \$6M+ Sales at or over Ask	44%	35%	+9 pts

\$25M

Highest Sale Price
Q2 2026
76 Otter Rock Drive

44% of Greenwich's \$6M+ sales closed at or over ask, tying the highest rate in the last eight years. The chart below shows how the median price of the top 20% of sales has trended over the years.

Median Sale Price, Top 20% of First Half Sales



Stamford Luxury Houses \$1.5M+

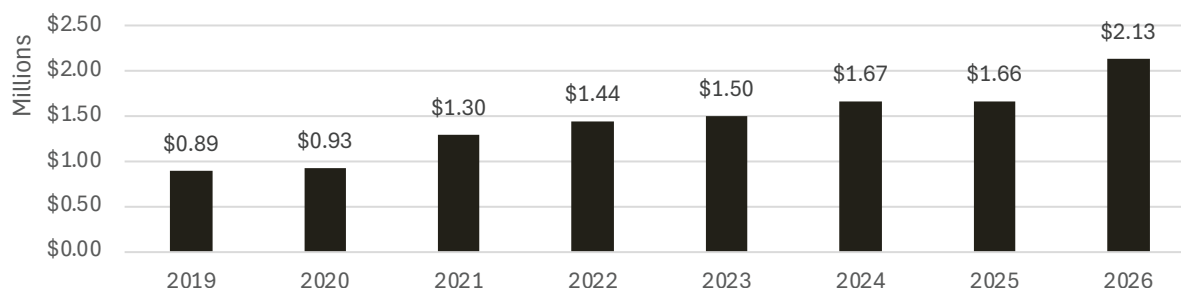
Q1+Q2 (Jan-Jun)	2026	2025	% CHANGE
Number of Luxury Closings (\$1.5M+)	57	53	8%
% of All Sales Above \$1.5M	23%	19%	+4 pts
Median DOM for Closings	14	12	17%
Avg. List-to-Sale Price Ratio (\$1.5M+)	108.7%	107%	+1.7 pts
% of \$1.5M+ Sales at or over Ask	82%	77%	+5 pts

\$6.01M

Highest Sale Price
Q2 2026
250 Davenport Drive

Stamford's 82% at or over-ask rate is the highest of any town with more than 20 luxury closings this period. The chart below shows how the median price of the top 20% of sales has trended over the years.

Median Sale Price, Top 20% of First Half Sales



Darien Luxury Houses \$4M+

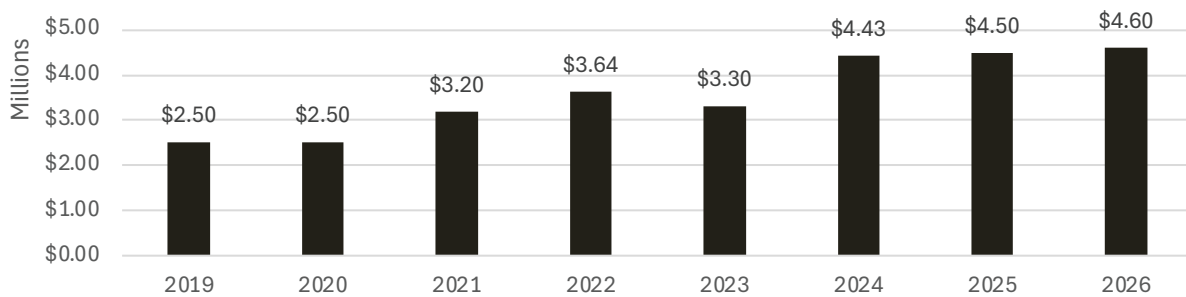
Q1+Q2 (Jan-Jun)	2026	2025	% CHANGE
Number of Luxury Closings (\$4M+)	19	18	6%
% of All Sales Above \$4M	20%	18%	+2 pts
Median DOM for Closings	12	32	-62%
Avg. List-to-Sale Price Ratio (\$4M+)	102.5%	99.4%	+3.1 pts
% of \$4M+ Sales at or over Ask	63%	61%	+2 pts

\$7.2M

Highest Sale Price
Q2 2026
76 Arrowhead Way

Darien's \$4M+ at or over-ask rate of 63% is the highest in the past eight years, and median days on market fell to just 12. The chart below shows how the median price of the top 20% of sales has trended over the years.

Median Sale Price, Top 20% of First Half Sales



New Canaan Luxury Houses \$4M+

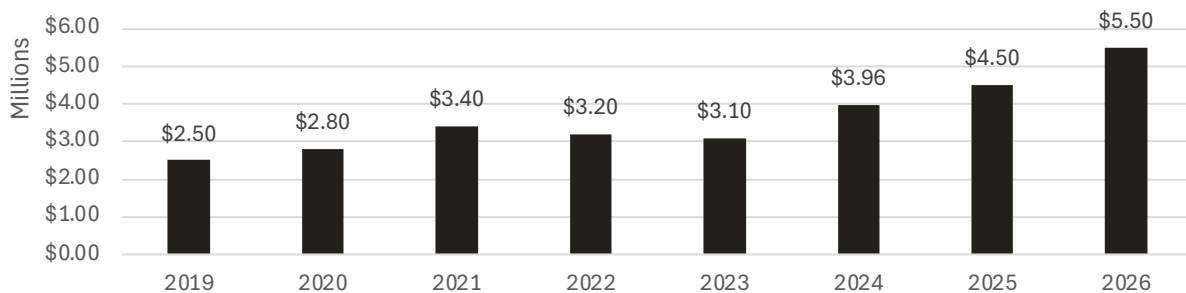
Q1+Q2 (Jan-Jun)	2026	2025	% CHANGE
Number of Luxury Closings (\$4M+)	22	14	57%
% of All Sales Above \$4M	23%	15%	+8 pts
Median DOM for Closings	20	27	-26%
Avg. List-to-Sale Price Ratio (\$4M+)	103.4%	99.8%	+3.6 pts
% of \$4M+ Sales at or over Ask	64%	50%	+14 pts

\$8M

Highest Sale Price
Q2 2026
928 West Road

64% of New Canaan's \$4M+ sales closed at or above ask, the highest in the past eight years, with median days on market falling to 20. The chart below shows how the median price of the top 20% of sales has trended over the

Median Sale Price, Top 20% of First Half Sales



Norwalk Luxury Houses \$1.5M+

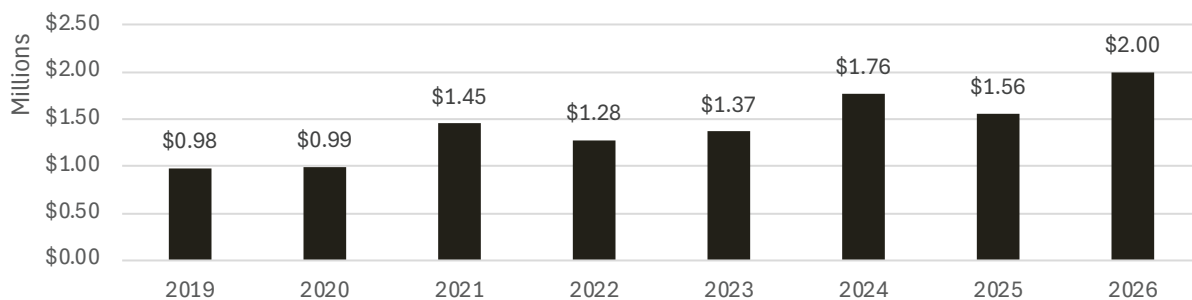
Q1+Q2 (Jan-Jun)	2026	2025	% CHANGE
Number of Luxury Closings (\$1.5M+)	39	26	50%
% of All Sales Above \$1.5M	18%	12%	+6 pts
Median DOM for Closings	14	13	8%
Avg. List-to-Sale Price Ratio (\$1.5M+)	109.1%	104.5%	+4.6 pts
% of \$1.5M+ Sales at or over Ask	80%	69%	+10 pts

\$7.5M

Highest Sale Price
Q2 2026
2 Shorehaven Road

Norwalk's \$1.5M+ segment posted a 109% average list-to-sale ratio, its highest on record, with 80% of sales closing at or above ask. The chart below shows how the median price of the top 20% of sales has trended over the years.

Median Sale Price, Top 20% of First Half Sales



Wilton Luxury Houses \$2M+

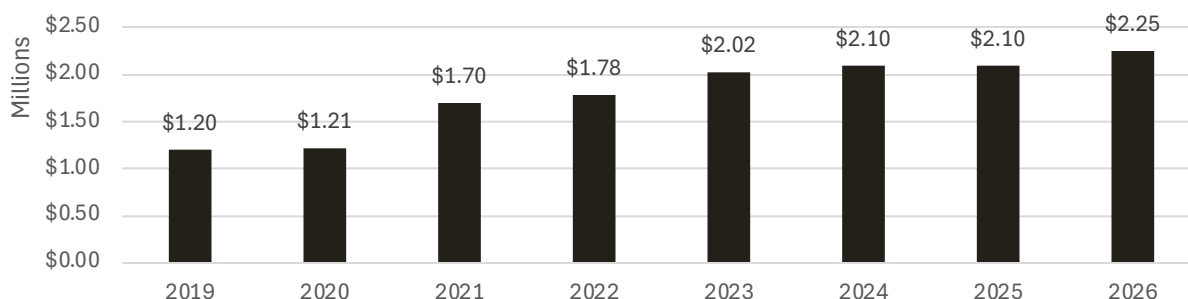
Q1+Q2 (Jan-Jun)	2026	2025	% CHANGE
Number of Luxury Closings (\$2M+)	19	10	90%
% of All Sales Above \$2M	21%	12%	+9 pts
Median DOM for Closings	12	51	-76%
Avg. List-to-Sale Price Ratio (\$2M+)	108.9%	100.4%	+8.5 pts
% of \$2M+ Sales at or over Ask	79%	60%	+19 pts

\$3.54M

Highest Sale Price
Q2 2026
12 Brandon Circle

The median days on market for Wilton's luxury closings fell to 12, while the at or over-ask rate climbed to 79%. The chart below shows how the median price of the top 20% of sales has trended over the years.

Median Sale Price, Top 20% of First Half Sales



Westport Luxury Houses \$4M+

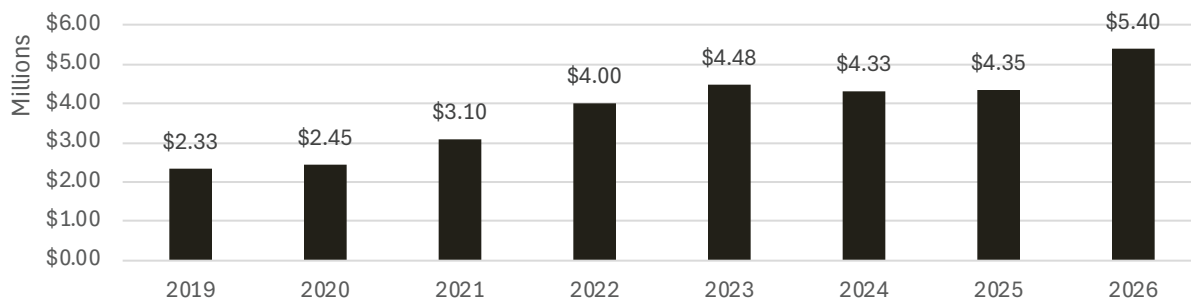
Q1+Q2 (Jan-Jun)	2026	2025	% CHANGE
Number of Luxury Closings (\$4M+)	24	19	26%
% of All Sales Above \$4M	18%	15%	+3 pts
Median DOM for Closings	57	52	10%
Avg. List-to-Sale Price Ratio (\$4M+)	96.9%	98.6%	-1.7 pts
% of \$4M+ Sales at or over Ask	38%	42%	-5 pts

\$11.9M

Highest Sale Price
Q2 2026
7 Sandpiper Road

Westport had four sales above \$10M in the first half of the year, already surpassing the three recorded in all of 2025. The chart below shows how the median price of the top 20% of sales has trended over the years.

Median Sale Price, Top 20% of First Half Sales



Weston Luxury Houses \$2M+

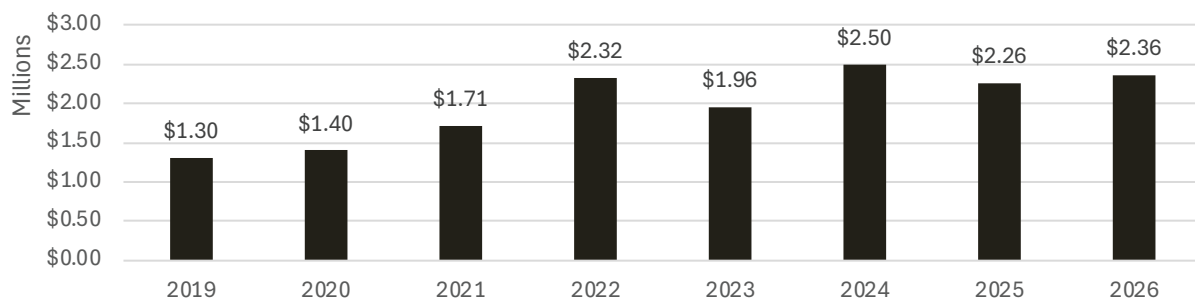
Q1+Q2 (Jan-Jun)	2026	2025	% CHANGE
Number of Luxury Closings (\$2M+)	9	12	-25%
% of All Sales Above \$2M	18%	19%	-1 pts
Median DOM for Closings	17	27	-37%
Avg. List-to-Sale Price Ratio (\$2M+)	107.7%	102.5%	+5.2 pts
% of \$2M+ Sales at or over Ask	100%	58%	+42 pts

\$3.4M

Highest Sale Price
Q2 2026
30 Lords Highway

Every \$2M+ sale in Weston closed at or above asking, while DOM fell to 17. The chart below shows how the median price of the top 20% of sales has trended over the years.

Median Sale Price, Top 20% of First Half Sales



Fairfield Luxury Houses \$2M+

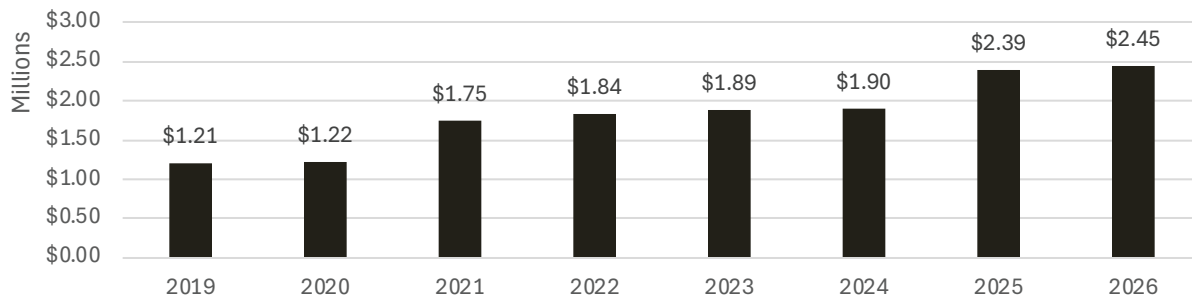
Q1+Q2 (Jan-Jun)	2026	2025	% CHANGE
Number of Luxury Closings (\$2M+)	48	42	14%
% of All Sales Above \$2M	19%	16%	+3 pts
Median DOM for Closings	26	15	73%
Avg. List-to-Sale Price Ratio (\$2M+)	105.1%	100.7%	+4.4 pts
% of \$2M+ Sales at or over Ask	73%	69%	+4 pts

\$12M

Highest Sale Price
Q2 2026
260 Willow Street

Fairfield's list-to-sale ratio hit 105%, with 73% of luxury sales closing at or above ask. The chart below shows how the median price of the top 20% of sales has trended over the years.

Median Sale Price, Top 20% of First Half Sales



Ridgefield Luxury Houses \$1.7M+

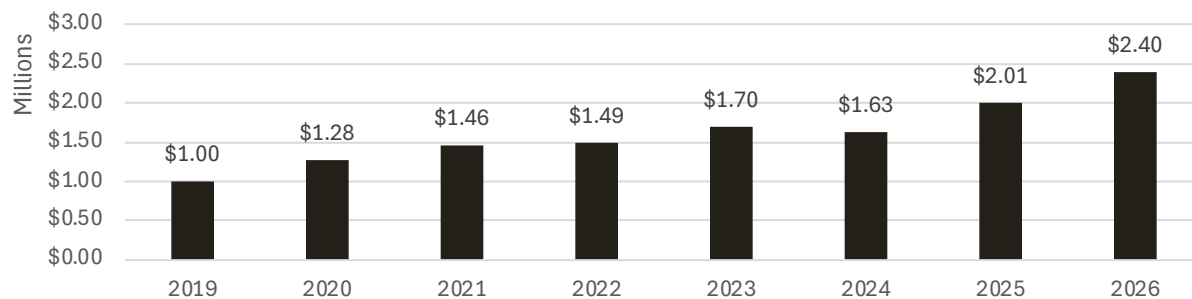
Q1+Q2 (Jan-Jun)	2026	2025	% CHANGE
Number of Luxury Closings (\$1.7M+)	29	19	53%
% of All Sales Above \$1.7M	27%	19%	+7 pts
Median DOM for Closings	29	11	164%
Avg. List-to-Sale Price Ratio (\$1.7M+)	102.5%	107.2%	-4.7 pts
% of \$1.7M+ Sales at or over Ask	66%	84%	-19 pts

\$6.4M

Highest Sale Price
Q2 2026
384 West Ln

Ridgefield's \$1.7M+ at or over-ask rate fell from 84% to 66% after a historically strong 2025, although still well above 50%. The chart below shows how the median price of the top 20% of sales has trended over the years.

Median Sale Price, Top 20% of First Half Sales



Redding Luxury Houses \$1.3M+

Q1+Q2 (Jan-Jun)	2026	2025	% CHANGE
Number of Luxury Closings (\$1.3M+)	4	10	-60%
% of All Sales Above \$1.3M	12%	23%	-10 pts
Median DOM for Closings	336*	54	522%
Avg. List-to-Sale Price Ratio (\$1.3M+)	94.8%	97.8%	-3.0 pts
% of \$1.3M+ Sales at or over Ask	50%	30%	+20 pts

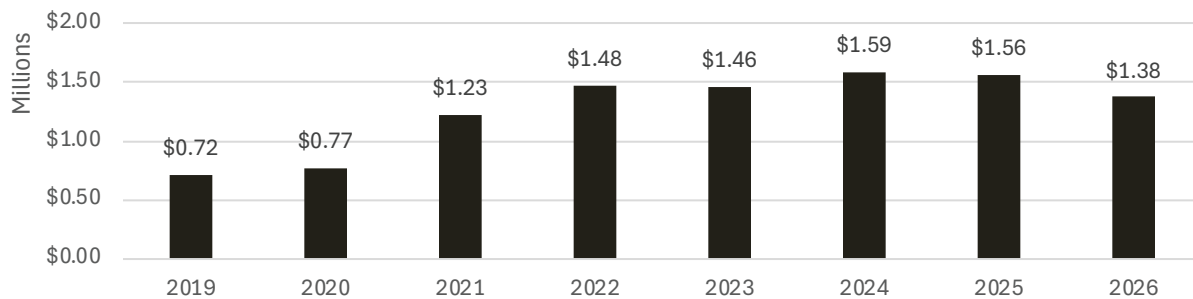
*Based on just 4 sales.

\$1.59M

Highest Sale Price
Q2 2026
36-40 Fox Run Road

In the first half of the year, Redding saw just 4 \$1.3M+ sales, down from 10 over the same period last year. The chart below shows how the median price of the top 20% of sales has trended over the years.

Median Sale Price, Top 20% of First Half Sales



Easton Luxury Houses \$1.3M+

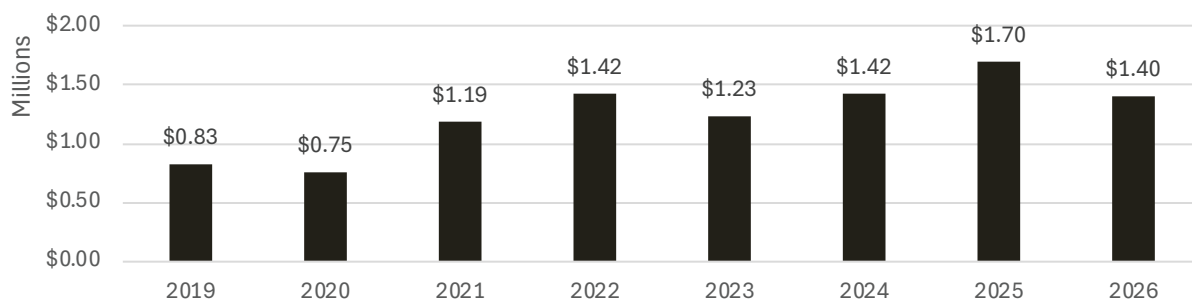
Q1+Q2 (Jan-Jun)	2026	2025	% CHANGE
Number of Luxury Closings (\$1.3M+)	9	13	-31%
% of All Sales Above \$1.3M	28%	30%	-2 pts
Median DOM for Closings	20	22	-9%
Avg. List-to-Sale Price Ratio (\$1.3M+)	101.6%	100.3%	+13 pts
% of \$1.3M+ Sales at or over Ask	67%	69%	-2 pts

\$1.55M

Highest Sale Price
Q2 2026
12 Fox Run Drive

Easton's \$1.3M+ price point held relatively steady, with two-thirds of sales closing at or above ask. The chart below shows how the median price of the top 20% of sales has trended over the years.

Median Sale Price, Top 20% of First Half Sales



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Q2 2026

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