

SOUND OFF *Jean O'Neill*

## How did end of 2015 sales compare to the previous year?



**F**or us here in northern Fairfield County, strong overall annual sales in our local housing markets in 2015 led us to end the year on a high note.

The number of single-family home sales in Fairfield County are up 10 percent, their highest levels since 2007 in most areas, and with the improving economy and low interest rates, we expect to continue to see growth across the broad home-buying spectrum throughout 2016.

Specifically, the towns of Bethel, Brookfield, Danbury, New Fairfield, Newtown and Sherman saw 7 percent growth in the number of units sold — 1,383 at year end 2015, as compared to 1,308 for year end 2014.

Pricing remains relatively steady across the board and the general trend for buyers is toward new or like-new properties. Each town can anticipate a busy spring market, which is starting now; the mild winter has had buyers out and about.

In the six towns in the Greater Danbury area, there are currently 879 condominiums and single-family homes actively listed (as early February) and 357 of the same either under deposit or under contract.

Multiple offer situations are not uncommon for homes that are well priced for their segment, and that is generally what it's all about: value. Buyers seek value and sellers who know how their properties measure up in their segment are successful.

For sellers, I recommend listing sooner than later, before the spring influx, as less competition will give a seller an edge. For buyers, knowing their financial picture is key to being prepared to making an acceptable offer.

This new year is already off to a very good start!

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