



**HALSTEAD**  
REAL ESTATE

# New Canaan **Market Report** **2018** First Half 2018

Connecticut | Hamptons | New York City | New Jersey | Hudson Valley

 **MAYFAIR**  
International Realty

**LUXURY**  
*PORTFOLIO*  
INTERNATIONAL®

*Leading*  
REAL ESTATE COMPANIES  
OF THE WORLD

[halstead.com](http://halstead.com)

183 ELM STREET, NEW CANAAN, CT 06840 | (203) 966-7800

6 SOUTH AVENUE, NEW CANAAN, CT 06840 | (203) 966-7772

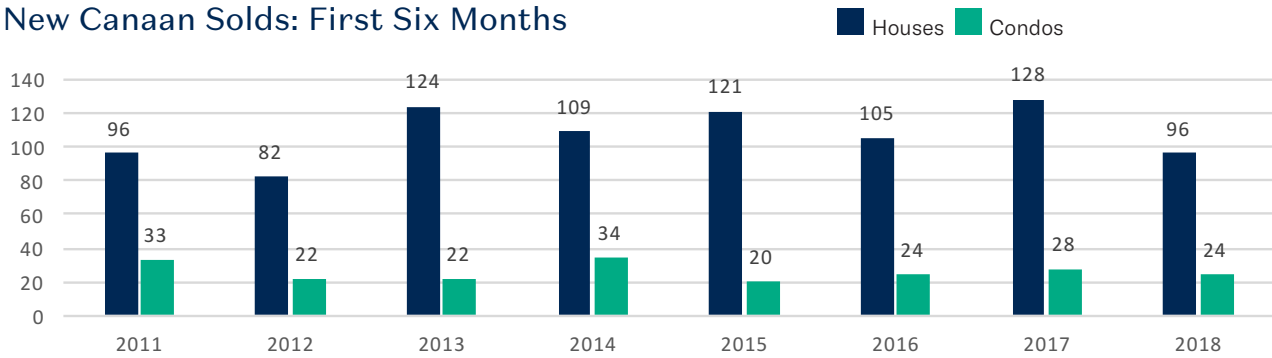
**HALSTEAD CONNECTICUT, LLC**

# New Canaan Overview

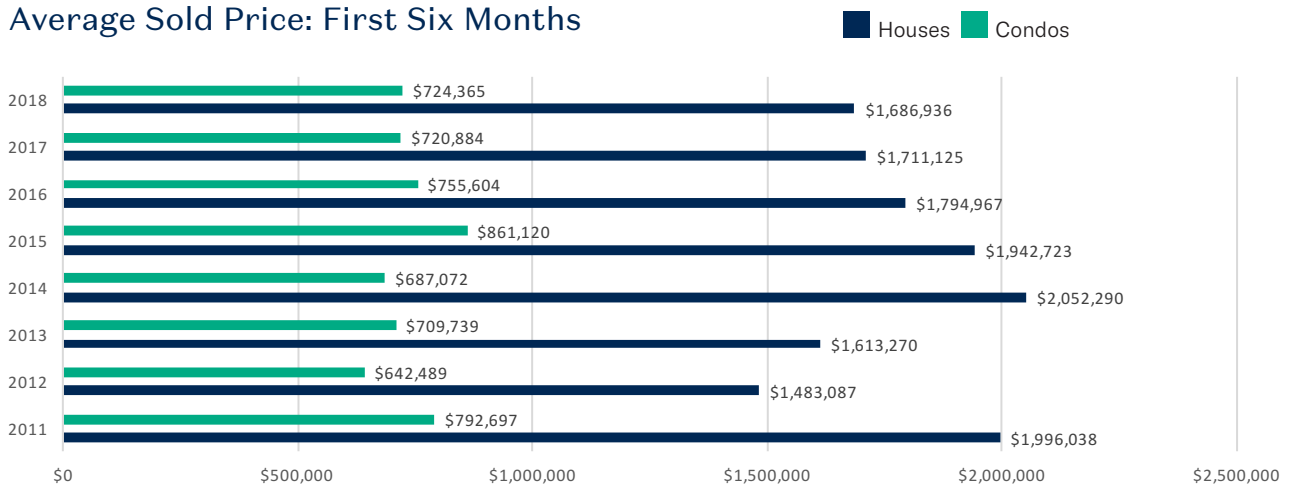


	1H 2018	1H 2017	% CHANGE
Houses: Sold	96	128	-25%
Houses: Median Sale Price	\$1,380,000	\$1,443,000	-4.4%
Houses: Average Sale Price	\$1,686,936	\$1,711,125	-1.4%
House Inventory on June 30th	358	344	+4.1%
Condos/Co-Ops: Sold	24	28	-14.3%
Condos/Co-Ops: Average Sale Price	\$724,365	\$720,884	+0.5%
Condos/Co-Ops: Inventory on June 30th	49	55	-10.9%

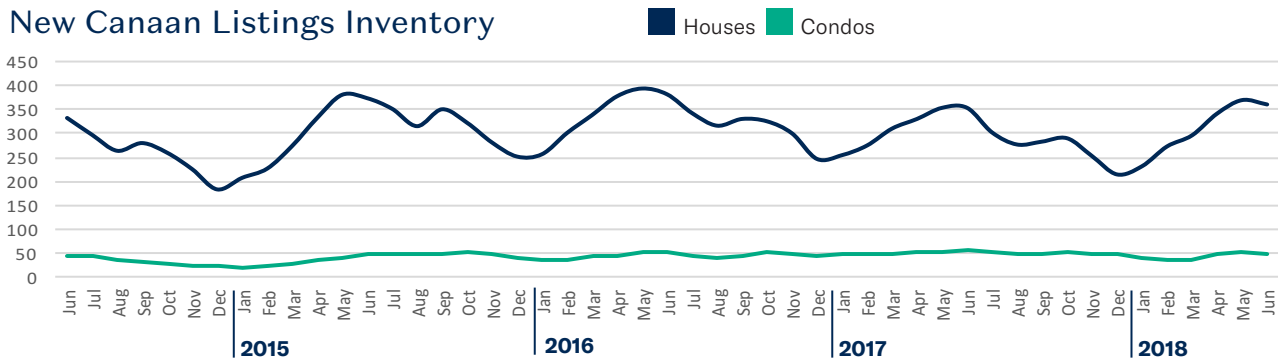
## New Canaan Sold: First Six Months



## Average Sold Price: First Six Months



## New Canaan Listings Inventory





## Active House Listings as of June 30th

	2018	2017	%
Under \$1M	59	62	-4.8%
\$1M-\$1.5M	107	72	+48.6%
\$1.5M-\$2M	63	68	-7.4%
\$2M-\$2.5M	50	47	+6.4%
\$2.5M-\$3M	22	34	-35.3%
\$3M-\$4M	26	26	0%
\$4M-\$5M	13	16	-18.8%
\$5M-\$7M	14	12	+16.7%
Over \$7M	4	7	-42.9%

## Number of Houses Sold: First Six Months

	2018	2017	%
Under \$1M	26	33	-21.2%
\$1M-\$1.5M	28	33	-15.2%
\$1.5M-\$2M	18	28	-35.7%
\$2M-\$2.5M	12	13	-7.7%
\$2.5M-\$3M	2	11	-81.8%
\$3M-\$4M	3	4	-25%
\$4M-\$5M	4	2	+100%
\$5M-\$7M	3	4	-25%
Over \$7M	0	0	NA

## Absorption Rate in Months: Houses

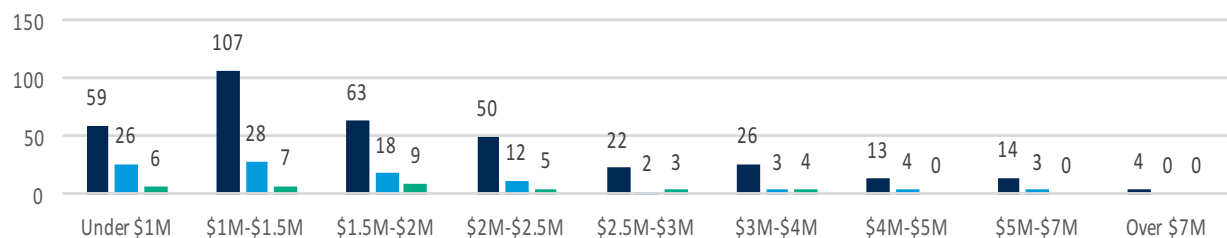
Based on closing in First Six Months and inventory on June 30th

	UNDER \$1M	\$1M-\$1.5M	\$1.5M-\$2M	\$2M-\$2.5M	\$2.5M-\$3M	\$3M-\$4M	\$4M-\$5M	\$5M-\$7M	OVER \$7M
2018	13.6	22.9	21	25	66	52	19.5	28	NA
2017	11.3	13.1	14.6	21.7	18.5	39	48	18	NA
%	+20.4%	+74.8%	+43.8%	+15.2%	+256.8%	+33.3%	-59.4%	+55.6%	NA

## Houses: Active/Sold/Pending

Active/Pending as of June 30th; Sold: First Six Months

Active Sold Pending





## Active Condo/Co-Op Listings as of June 30th

	2018	2017	%
Under \$500K	12	10	+20%
\$500K-\$750K	13	10	+30%
\$750K-\$1M	10	13	-23.1%
\$1M-\$1.5M	8	12	-33.3%
Over \$1.5M	6	10	-40%

## Number of Condos/Co-Ops Sold: First Six Months

	2018	2017	%
Under \$500K	4	10	-60%
\$500K-\$750K	10	6	+66.7%
\$750K-\$1M	6	7	-14.3%
\$1M-\$1.5M	4	3	+33.3%
Over \$1.5M	0	2	NA

## Absorption Rate in Months: Condos/Co-Ops

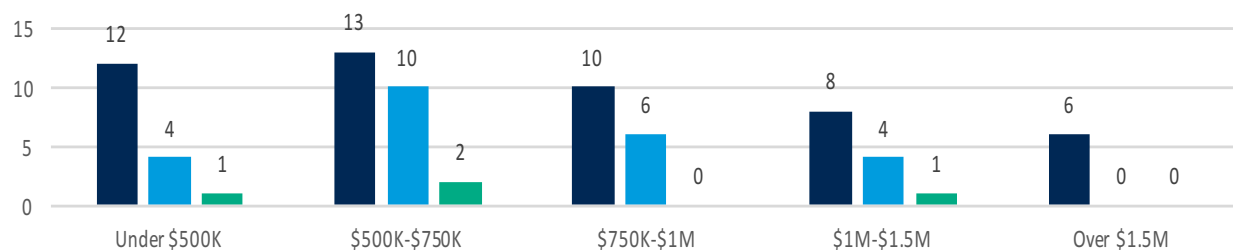
Based on closing in First Six Months and inventory on June 30th

	UNDER \$500K	\$500K-\$750K	\$750K-\$1M	\$1M-\$1.5M	OVER \$1.5M
2018	18	7.8	10	12	NA
2017	6	10	11.1	24	30
%	+200%	-22%	-9.9%	-50%	NA

## Condos/Co-Ops: Active/Sold/Pending

Active/Pending as of June 30th; Sold: First Six Months

■ Active ■ Sold ■ Pending



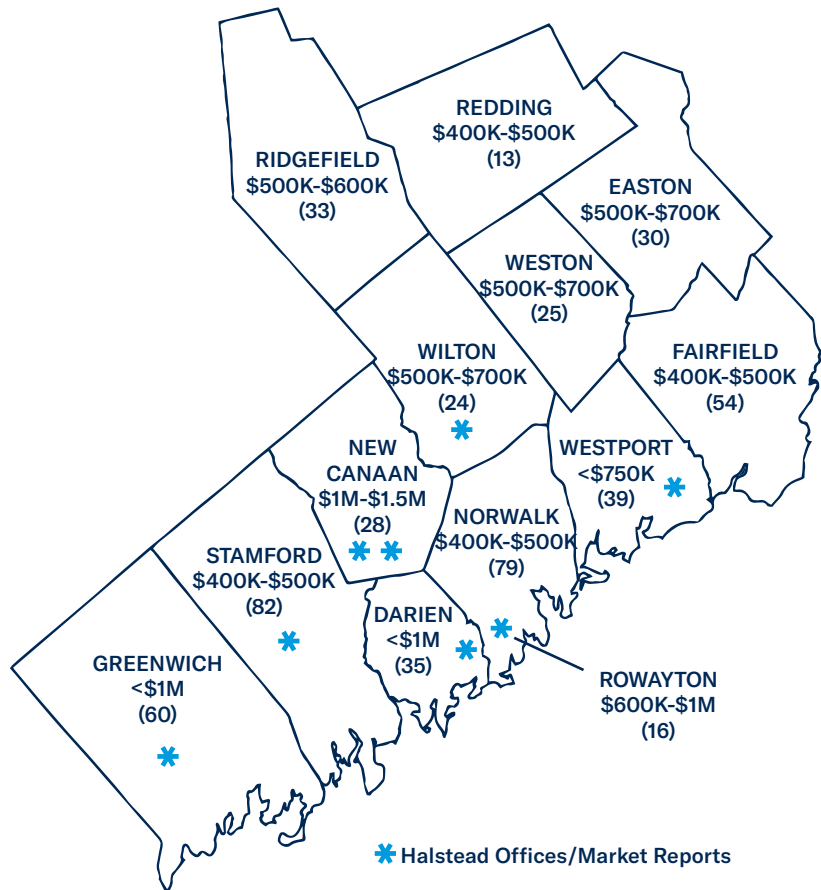
# Lower Fairfield County

## Town Comparison: First Six Months (Single Family Homes)

Town	# of Sold Houses		% change	Median Selling Price		% change
	2018	2017		2018	2017	
Greenwich	274	289	-5.2%	\$ 1,870,000	\$ 1,835,000	+1.9%
Stamford	364	354	+2.8%	\$590,000	\$608,500	-3%
Darien	119	138	-13.8%	\$1,515,000	\$1,395,000	+8.6%
New Canaan	96	128	-25%	\$1,380,000	\$1,443,000	-4.4%
Norwalk	306	322	-5%	\$503,500	\$470,000	+7.1%
Wilton	90	115	-21.7%	\$800,000	\$770,000	+3.9%
Westport	202	205	-1.5%	\$1,220,000	\$1,450,000	-15.9%
Weston	65	84	-22.6%	\$652,000	\$792,750	-17.8%
Ridgefield	145	178	-18.5%	\$625,000	\$627,000	-0.3%
Fairfield	350	369	-5.1%	\$606,250	\$620,000	-2.2%
Easton	67	51	+31.4%	\$555,000	\$645,000	-14%
Redding	50	75	-33.3%	\$540,625	\$495,000	+9.2%

### Most Popular Price Points in First Half of 2018

The map of Lower Fairfield County to the right shows the price range with the most house closings in each town for the first half of the year (and the number of solds in that price point in parenthesis). Collectively, for all 12 towns, these price points accounted for 27% of total house sales during this time. The median selling price for all 12 towns is \$716,000.



All data sourced from Connecticut Smart MLS and Greenwich MLS.

Actives from the Connecticut Smart MLS include Active, Show and TOM status. Actives from the Greenwich MLS include Active and Contingent Contract status.

©2018 Halstead Connecticut, LLC.

All Rights Reserved. This information may not be copied, commercially used or distributed without Halstead's prior consent. While information is believed true, no guaranty is made of accuracy.