



HALSTEAD
REAL ESTATE

New Canaan **Market Report** 2018

Third Quarter 2018

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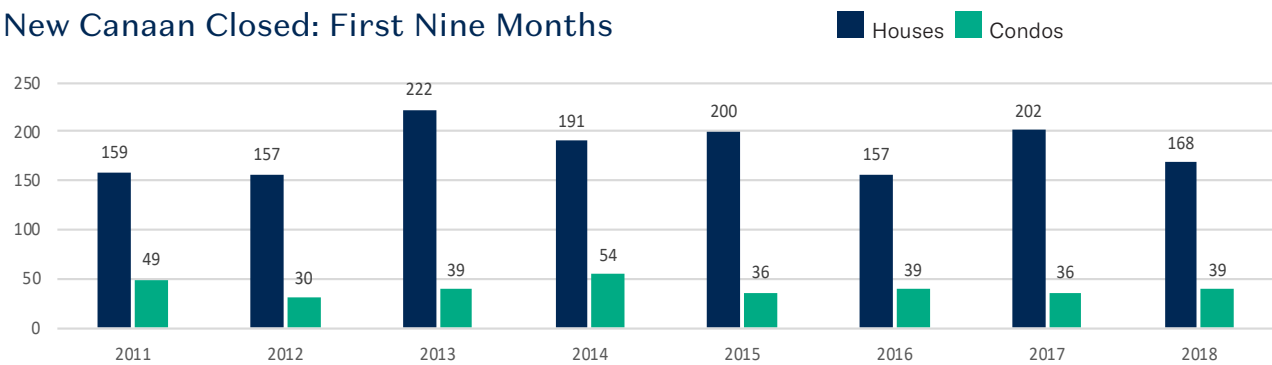
HALSTEAD CONNECTICUT, LLC

New Canaan Overview

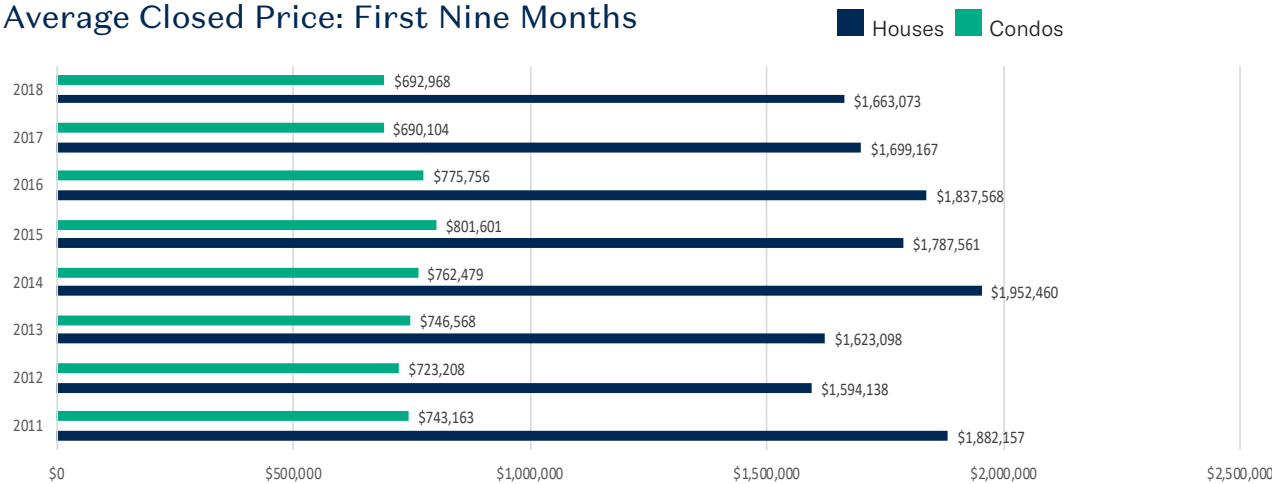


	2018	2017	% CHANGE
Houses: Closings in Third Quarter	71	74	-4.1%
Houses: Closings First Nine Months	168	202	-16.8%
Houses: Median Closing Price First Nine Months	\$1,355,000	\$1,465,500	-7.5%
Houses: Average Closing Price First Nine Months	\$1,663,073	\$1,699,167	-2.1%
Houses: Active Inventory Sept. 30th	323	283	+14.1%
Condos: Closings First Nine Months	39	36	+8.3%
Condos: Average Closing Price First Nine Months	\$692,968	\$690,104	+0.4%
Condos: Active Inventory Sept. 30th	42	51	-17.6%

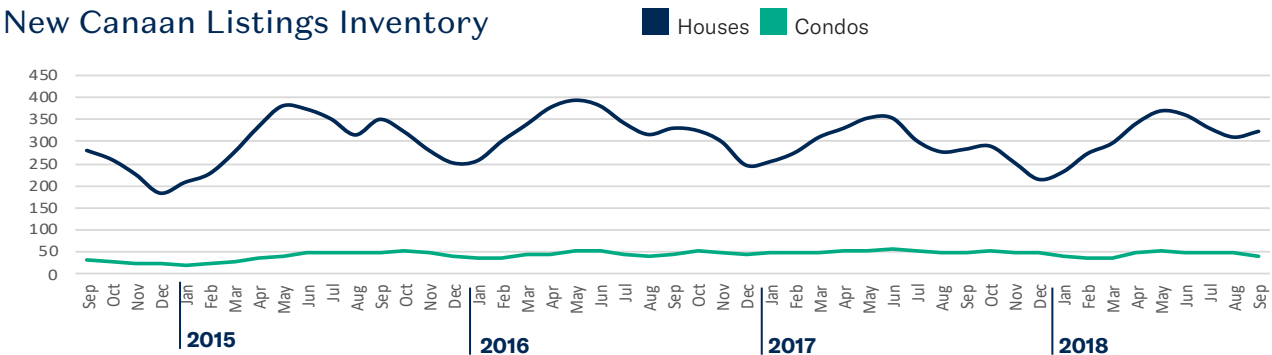
New Canaan Closed: First Nine Months



Average Closed Price: First Nine Months



New Canaan Listings Inventory



Active inventory from Connecticut Smart MLS and includes Active and Show status.

Third Quarter 2018



Active House Listings as of Sept. 30th

	2018	2017	%
Under \$1M	63	47	+34%
\$1M-\$1.5M	86	60	+43.3%
\$1.5M-\$2M	60	53	+13.2%
\$2M-\$2.5M	37	41	-9.8%
\$2.5M-\$3M	18	30	-40%
\$3M-\$4M	27	21	+28.6%
\$4M-\$5M	15	11	+36.4%
\$5M-\$7M	12	14	-14.3%
Over \$7M	5	6	-16.7%

Number of Houses Closed: First Nine Months

	2018	2017	%
Under \$1M	42	51	-17.6%
\$1M-\$1.5M	51	53	-3.8%
\$1.5M-\$2M	30	44	-31.8%
\$2M-\$2.5M	24	25	-4%
\$2.5M-\$3M	7	13	-46.2%
\$3M-\$4M	6	7	-14.3%
\$4M-\$5M	4	4	0%
\$5M-\$7M	4	5	-20%
Over \$7M	0	0	NA

Absorption Rate in Months: Houses

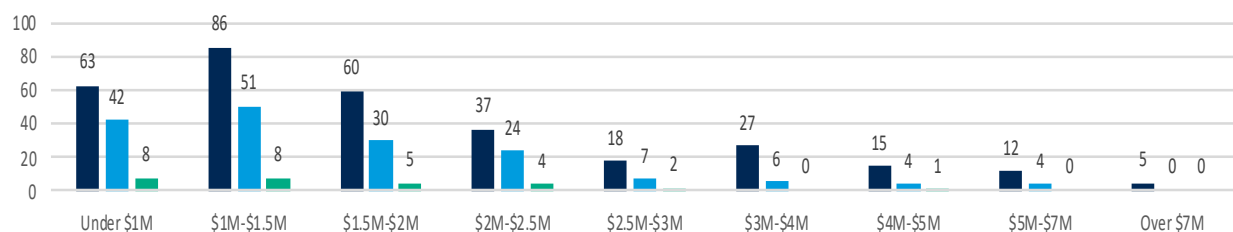
Based on closing in first nine months and inventory on Sept. 30th

	UNDER \$1M	\$1M-\$1.5M	\$1.5M-\$2M	\$2M-\$2.5M	\$2.5M-\$3M	\$3M-\$4M	\$4M-\$5M	\$5M-\$7M	OVER \$7M
2018	13.5	15.2	18	13.9	23.1	40.5	33.8	27	NA
2017	8.3	10.2	10.8	14.8	20.8	27	24.8	25.2	NA
%	+62.7%	+49%	+66.7%	-6.1%	+11.1%	+50%	+36.3%	+7.1%	NA

Houses: Active/Closed/Pending

Active/Pending as of Sept. 30; Closed: first nine months

Active Closed Pending





Active Condo/Co-Op Listings as of Sept. 30th

	2018	2017	%
Under \$500K	7	8	-12.5%
\$500K-\$750K	5	11	-54.5%
\$750K-\$1M	14	12	+16.7%
\$1M-\$1.5M	10	11	-9.1%
Over \$1.5M	6	9	-33.3%

Number of Condos/Co-Ops Closed: First Nine Months

	2018	2017	%
Under \$500K	9	14	-35.7%
\$500K-\$750K	17	9	+88.9%
\$750K-\$1M	7	7	0%
\$1M-\$1.5M	6	4	+50%
Over \$1.5M	0	2	NA

Absorption Rate in Months: Condos/Co-Ops

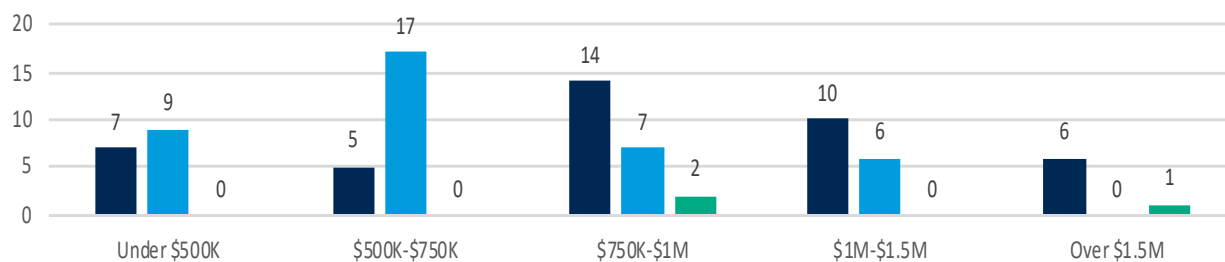
Based on closing in first nine months and inventory on Sept. 30th

	UNDER \$500K	\$500K-\$750K	\$750K-\$1M	\$1M-\$1.5M	OVER \$1.5M
2018	7	2.6	18	15	NA
2017	5.1	11	15.4	24.8	40.5
%	+37.3%	-76.4%	+16.9%	-39.5%	NA

Condos/Co-Ops: Active/Closed/Pending

Active/Pending as of Sept. 30; Closed: first nine months

Active Closed Pending



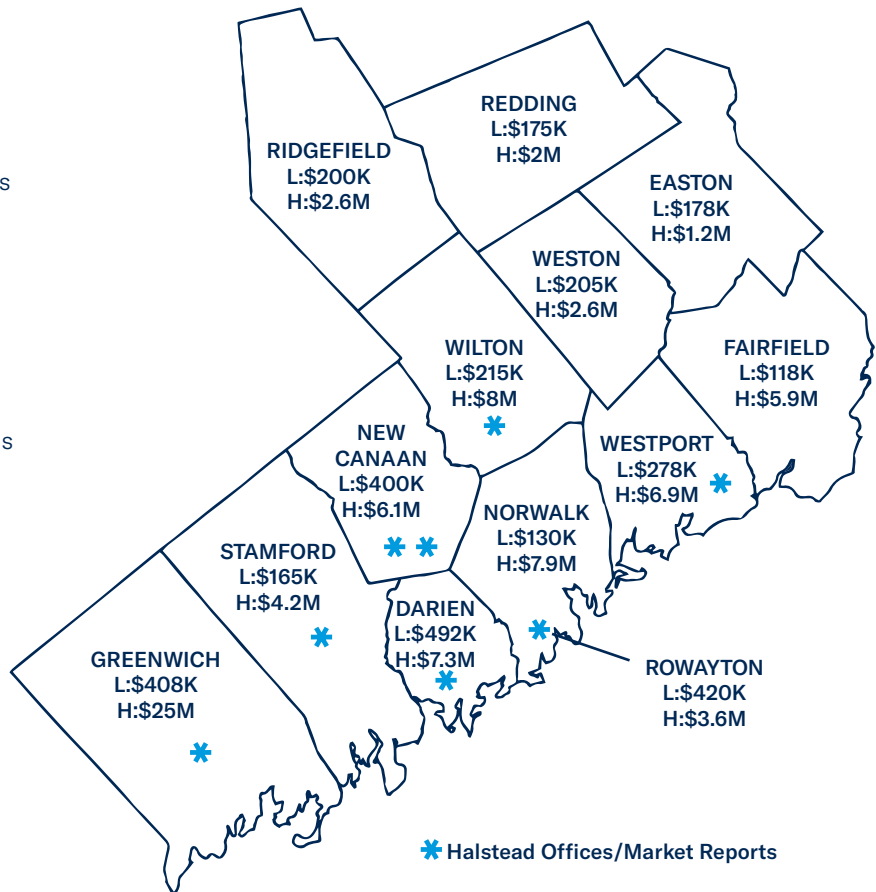
Lower Fairfield County

Town Comparison: First Nine Months (Single Family Homes)

Town	# of Sold Houses		% change	Median Selling Price		% change
	2018	2017		2018	2017	
Darien	205	249	-17.7%	\$1,385,000	\$1,425,000	-2.8%
Easton	102	84	+21.4%	\$578,500	\$607,500	-4.8%
Fairfield	588	617	-4.7%	\$640,000	\$605,000	+5.8%
All of Greenwich	458	434	+5.5%	\$1,848,750	\$1,804,500	+1.9%
New Canaan	168	202	-16.8%	\$1,355,000	\$1,465,500	-7.5%
Norwalk	513	509	+0.8%	\$510,000	\$470,000	+8.5%
Redding	99	107	-7.5%	\$560,000	\$485,000	+15.5%
Ridgefield	262	294	-10.9%	\$640,630	\$640,000	+0.1%
Rowayton	56	67	-16.4%	\$925,000	\$1,360,000	-32%
Stamford	555	569	-2.5%	\$583,000	\$585,000	-0.3%
Weston	129	126	+2.4%	\$700,000	\$799,500	-12.4%
Westport	332	337	-1.5%	\$1,232,500	\$1,325,000	-7%
Wilton	165	181	-8.8%	\$822,500	\$762,500	+7.9%

Low & High House Selling Price, Past 12 Months

To the right are the high and low selling prices for houses in each town in Lower Fairfield County during the past 12 months (Oct. 1, 2017 through Sept. 30, 2018). The highest selling price was the \$25 million commanded by a spectacular 19-acre estate in backcountry Greenwich. In all, in the last 12 months there were 77 houses that sold for over \$5 million: 55 in Greenwich, 7 in Darien, 5 in both New Canaan and Westport, 3 in Fairfield and one in both Wilton and Norwalk. There was at least one house that closed for under \$500,000 in each town, and collectively there were 1,103 houses sold in this price point.



All data sourced from Connecticut Smart MLS and Greenwich MLS.

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

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