



HALSTEAD
REAL ESTATE

New Canaan **Market Report** 2018

Year End 2018

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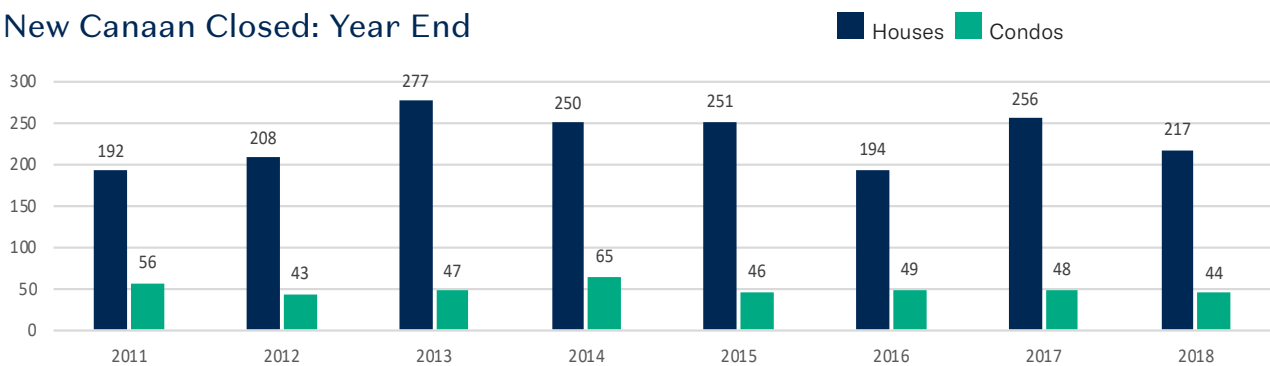
HALSTEAD CONNECTICUT, LLC

New Canaan Overview

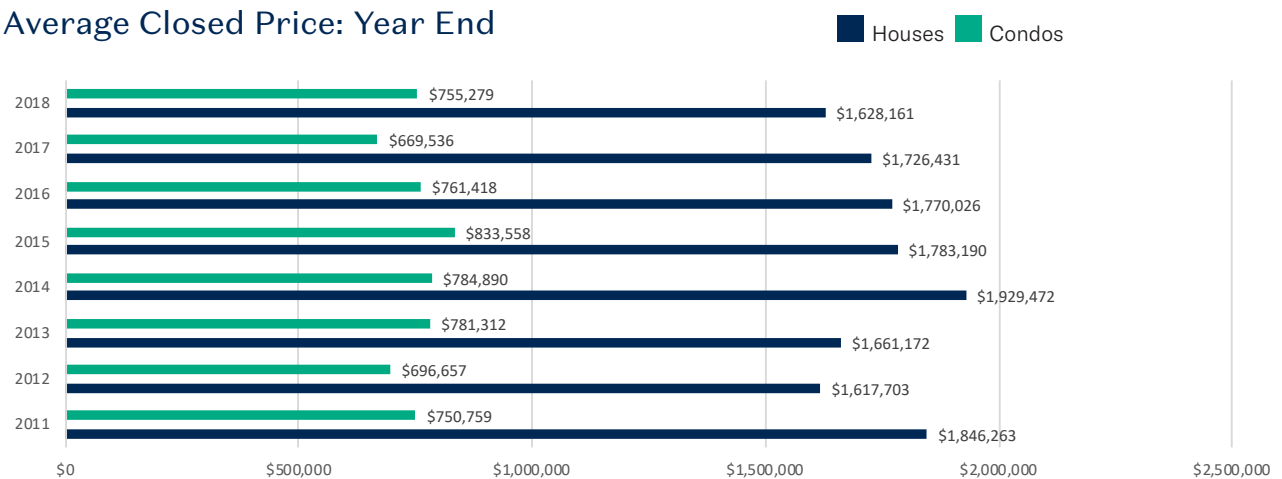


	2018	2017	% CHANGE
Houses: Closings in Fourth Quarter	49	54	-9.3%
Houses: Closings Full Year	217	256	-15.2%
Houses: Average Closing Price Full Year	\$1,628,161	\$1,726,431	-5.7%
Houses: Pending on December 31st	22	19	+15.8%
Houses: Inventory on December 31st	237	214	+10.7%
Condos: Closings Full Year	44	48	-8.3%
Condos: Average Closing Price Full Year	\$755,279	\$669,536	+12.8%
Condos: Inventory on December 31st	36	45	-20%

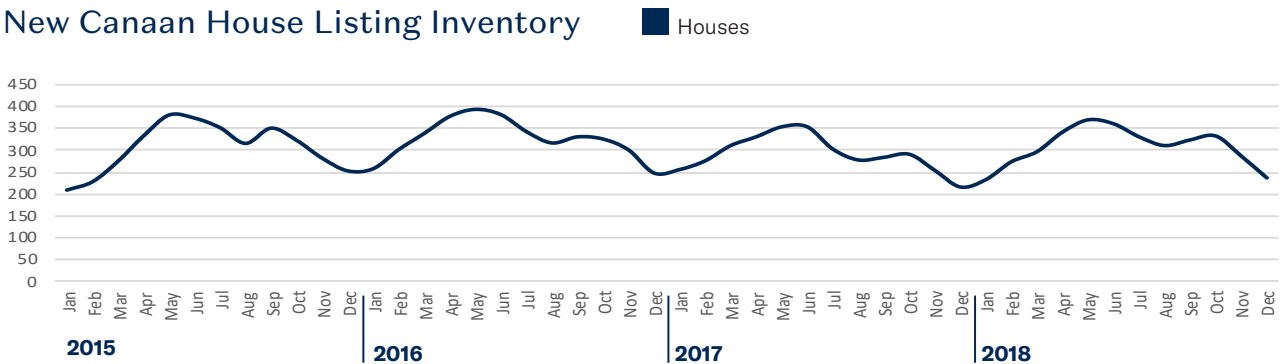
New Canaan Closed: Year End



Average Closed Price: Year End



New Canaan House Listing Inventory



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

Year End 2018



Active House Listings as of December 31st

	2018	2017	%
Under \$1M	48	39	+23.1%
\$1M-\$1.5M	56	45	+24.4%
\$1.5M-\$2M	40	37	+8.1%
\$2M-\$2.5M	24	27	-11.1%
\$2.5M-\$3M	21	17	+23.5%
\$3M-\$4M	19	15	+26.7%
\$4M-\$5M	11	11	0%
\$5M-\$7M	13	14	-7.1%
Over \$7M	5	9	-44.4%

Number of Houses Closed: Year End

	2018	2017	%
Under \$1M	61	62	-1.6%
\$1M-\$1.5M	63	68	-7.4%
\$1.5M-\$2M	35	54	-35.2%
\$2M-\$2.5M	33	31	+6.5%
\$2.5M-\$3M	8	15	-46.7%
\$3M-\$4M	7	15	-53.3%
\$4M-\$5M	6	5	+20%
\$5M-\$7M	4	6	-33.3%
Over \$7M	0	0	NA

Absorption Rate in Months: Houses

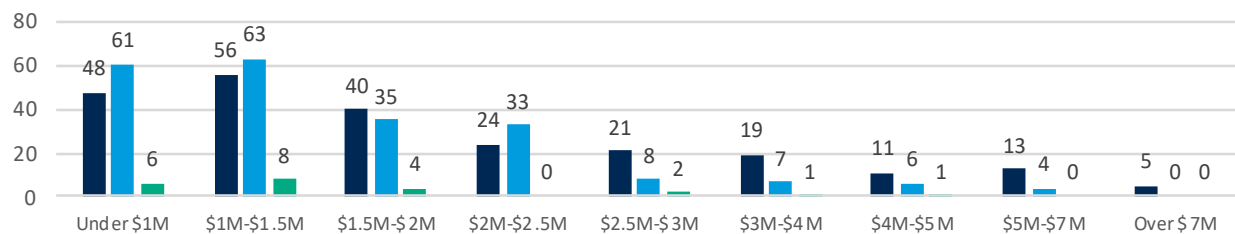
Based on closing for full year and inventory on December 31st

	UNDER \$1M	\$1M-\$1.5M	\$1.5M-\$2M	\$2M-\$2.5M	\$2.5M-\$3M	\$3M-\$4M	\$4M-\$5M	\$5M-\$7M	OVER \$7M
2018	9.4	10.7	13.7	8.7	31.5	32.6	22	39	NA
2017	7.5	7.9	8.2	10.5	13.6	12	26.4	28	NA
%	+25.3%	+35.4%	+67.1%	-17.1%	+131.6%	+171.7%	-16.7%	+39.3%	NA

Houses: Active/Closed/Pending

Active/Pending as of Dec. 31st; Closed: Full Year (12 Months)

Active Closed Pending





Active Condo/Co-Op Listings as of December 31st

	2018	2017	%
Under \$500K	8	5	+60%
\$500K-\$750K	4	9	-55.6%
\$750K-\$1M	9	9	0%
\$1M-\$1.5M	9	10	-10%
Over \$1.5M	6	12	-50%

Number of Condos/Co-Ops Closed: Year End

	2018	2017	%
Under \$500K	9	19	-52.6%
\$500K-\$750K	17	13	+30.8%
\$750K-\$1M	10	8	+25%
\$1M-\$1.5M	7	6	+16.7%
Over \$1.5M	1	2	-50%

Absorption Rate in Months: Condos/Co-Ops

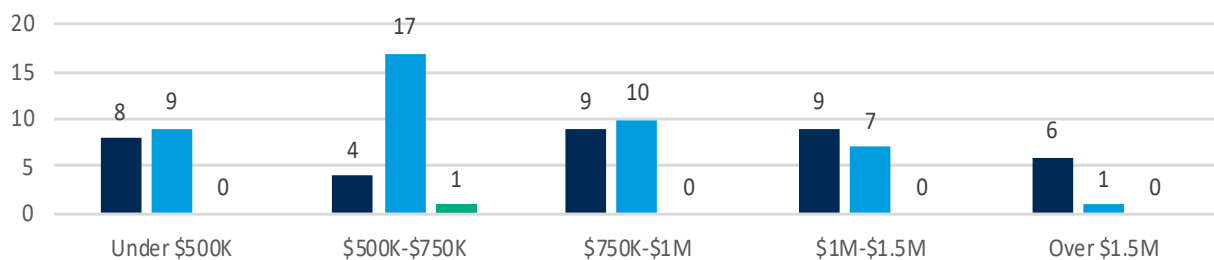
Based on closing for full year and inventory on December 31st

	UNDER \$500K	\$500K-\$750K	\$750K-\$1M	\$1M-\$1.5M	OVER \$1.5M
2018	10.7	2.8	10.8	15.4	72
2017	3.2	8.3	13.5	20	72
%	+234.4%	-66.3%	-20%	-23%	0%

Condos/Co-Ops: Active/Closed/Pending

Active/Pending as of Dec. 31st; Closed: Full Year (12 Months)

Active Closed Pending



Lower Fairfield County

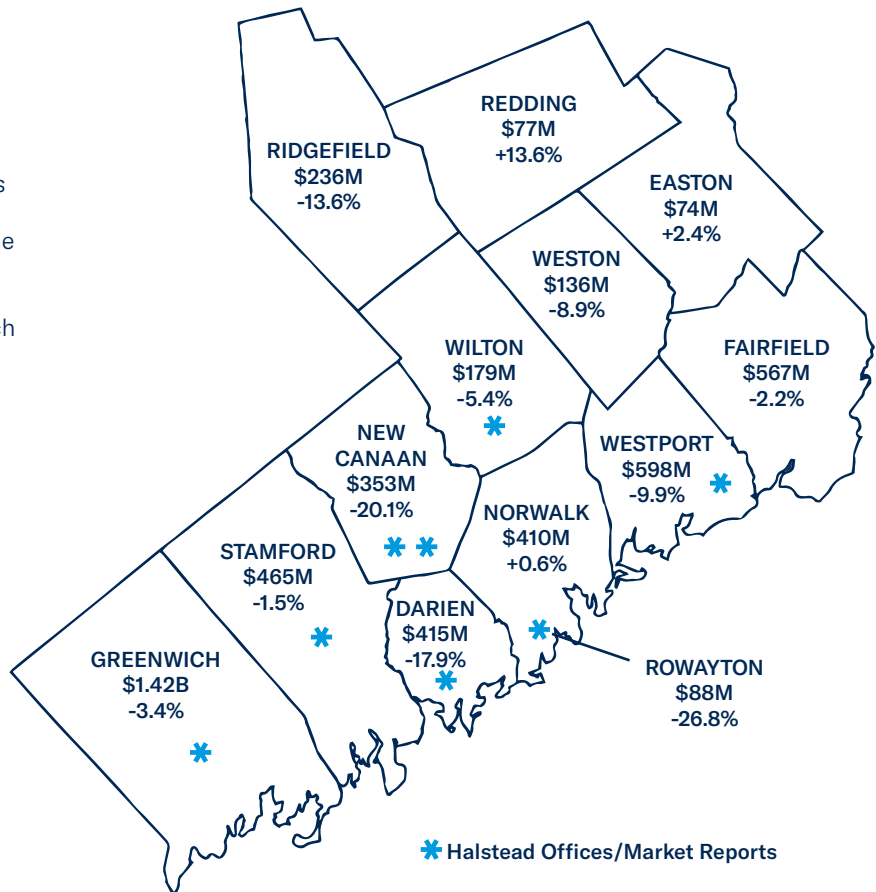
Town Comparison: Year End (Single Family Homes)

Town	# of Sold Houses		% change	Median Selling Price		% change
	2018	2017		2018	2017	
Darien	259	302	-14.2%	\$1,350,000	\$1,420,000	-4.9%
Easton	122	118	+3.4%	\$595,000	\$594,750	+0%
Fairfield	730	779	-6.3%	\$630,000	\$600,000	+5%
All of Greenwich	592	571	+3.7%	\$1,770,000	\$1,800,000	-1.7%
New Canaan	217	256	-15.2%	\$1,341,500	\$1,477,500	-9.2%
Norwalk	675	659	+2.4%	\$488,000	\$462,500	+5.5%
Redding	130	133	-2.3%	\$548,250	\$490,000	+11.9%
Ridgefield	329	370	-11.1%	\$641,260	\$642,500	-0.2%
Rowayton*	69	87	-20.7%	\$975,000	\$1,325,000	-26.4%
Stamford	720	724	-0.6%	\$581,500	\$575,000	+1.1%
Weston	167	174	-4%	\$703,210	\$789,500	-10.9%
Westport	410	433	-5.3%	\$1,220,000	\$1,315,000	-7.2%
Wilton	206	229	-10%	\$785,000	\$730,000	+7.5%

*Rowayton sales data also included in Norwalk.

Dollar Volume of House Sales 2018 vs. 2017

Overall the Lower Fairfield County market was relatively steady in 2018. For all towns taken together the total number of house closings was down slightly at 4.3%, and the dollar volume of closings was down 7.3%. To the right is a look at the total dollar volume of sales for houses in 2018 for each town, and the percentage change as it compares to 2017.



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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