

HALSTEAD *is joining* Brown Harris Stevens

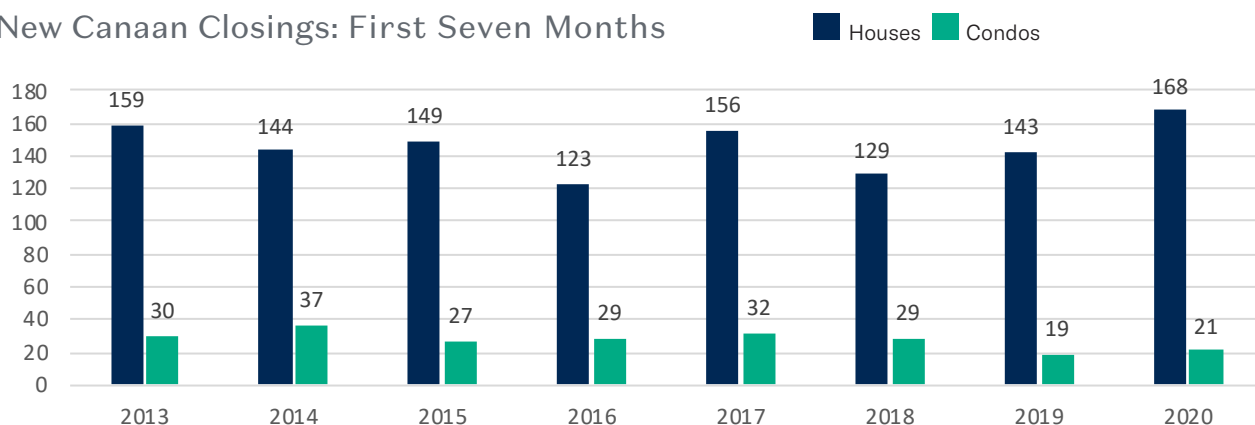
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New Canaan Market Report Year To Date Through July 31, 2020

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

	2020	2019	% CHANGE
Houses: Closings in July	46	32	+43.8%
Houses: Average Closing Price in July	\$1,783,383	\$1,497,031	+19.1%
Houses: Closings First Seven Months	168	143	+17.5%
Houses: Average Closing Price First Seven Months	\$1,617,878	\$1,430,795	+13.1%
Houses: Pending on July 31st	64	29	+120.7%
Houses: Active Inventory on July 31st	230	302	-23.8%
Condos: Closings First Seven Months	21	19	+10.5%
Condos: Average Closing Price First Seven Months	\$586,452	\$734,921	-20.2%
Condos: Active Inventory on July 31st	44	49	-10.2%
House & Condo \$ Volume of Closings First Seven Months	\$284,118,987	\$218,567,122	+30%

New Canaan Closings: First Seven Months



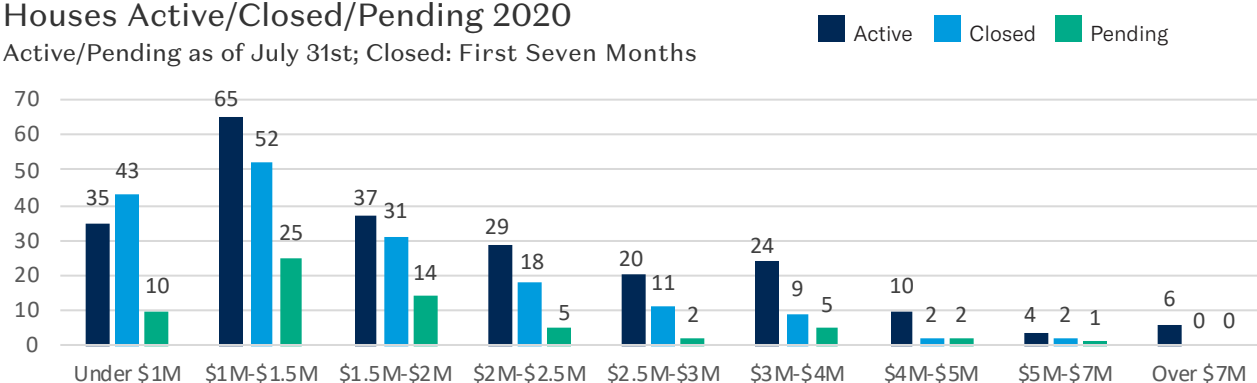
New Canaan

Number of Houses Closed: First Seven Months

	2020	2019	%
Under \$1M	43	48	-10.4%
\$1M-\$1.5M	52	41	+26.8%
\$1.5M-\$2M	31	27	+14.8%
\$2M-\$2.5M	18	11	+63.6%
\$2.5M-\$3M	11	13	-15.4%
\$3M-\$4M	9	2	+350%
\$4M-\$5M	2	1	+100%
\$5M-\$7M	2	0	NA
Over \$7M	0	0	NA

Houses Active/Closed/Pending 2020

Active/Pending as of July 31st; Closed: First Seven Months



Town Comparison: Sold Houses: First Seven Months

Town	# of Closed Houses		% change	Average Closing Price		% change
	2020	2019		2020	2019	
Darien	203	171	+18.7%	\$1,520,678	\$1,491,651	+1.9%
Easton	83	73	+13.7%	\$566,220	\$597,986	-5.3%
Fairfield	489	471	+3.8%	\$780,141	\$720,991	+8.2%
All of Greenwich	351	297	+18.2%	\$2,481,122	\$2,515,574	-1.4%
New Canaan	168	143	+17.5%	\$1,617,878	\$1,430,795	+13.1%
Norwalk	391	372	+5.1%	\$613,827	\$578,299	+6.1%
Redding	90	74	+21.6%	\$584,439	\$544,829	+7.3%
Ridgefield	227	190	+19.5%	\$737,871	\$707,043	+4.4%
Rowayton*	48	43	+11.6%	\$1,175,398	\$1,175,552	0%
Stamford	400	401	-0.2%	\$650,597	\$637,691	+2%
Weston	126	94	+34%	\$822,463	\$781,548	+5.2%
Westport	294	191	+53.9%	\$1,473,229	\$1,348,510	+9.2%
Wilton	164	134	+22.4%	\$843,832	\$794,547	+6.2%

*Rowayton solds data also included in Norwalk.

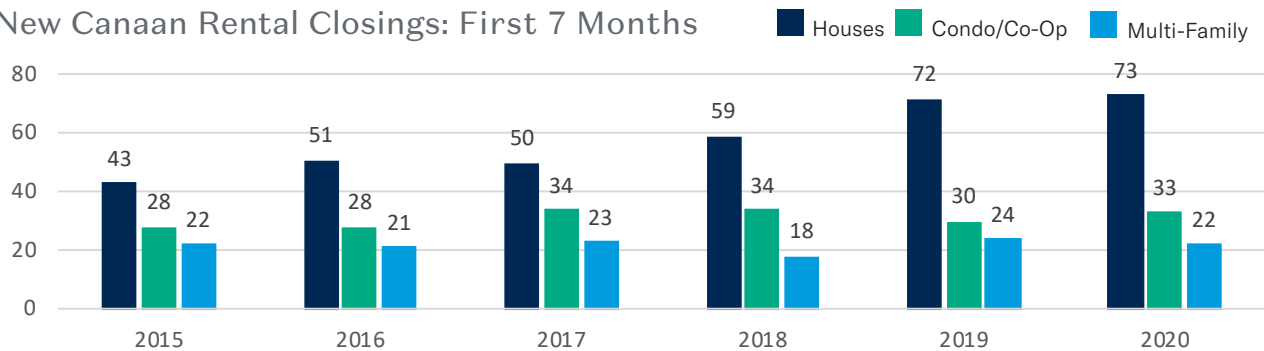
New Canaan Rental Report

Year To Date Through July 31, 2020

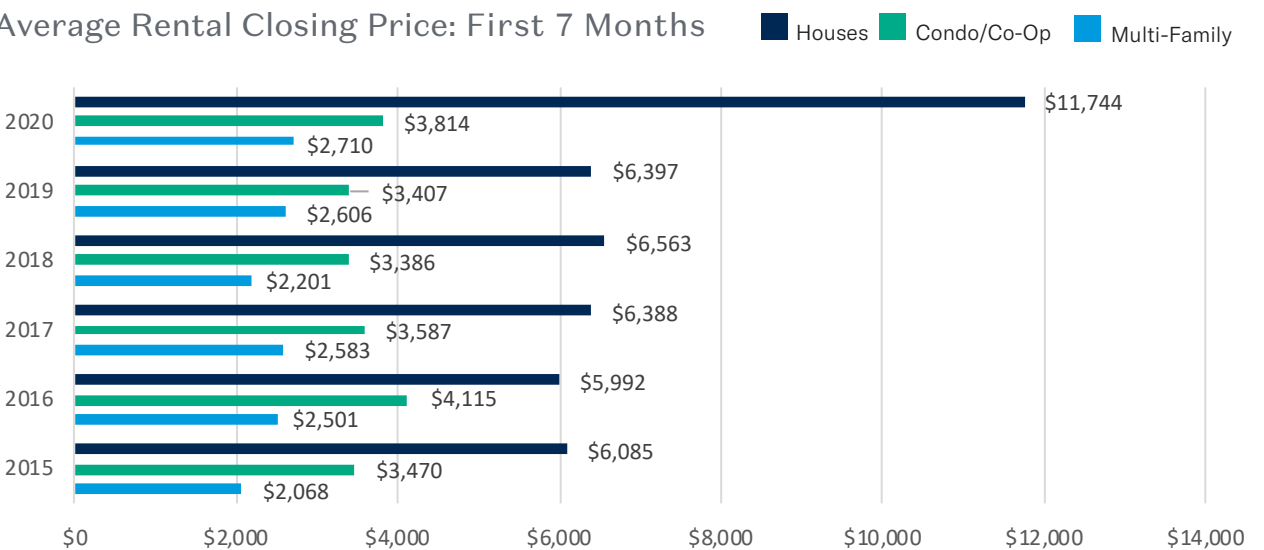
Totals Include Long, Short, and Flexible-Term Rentals

	2020	2019	% CHANGE
SF Houses: Number of Rental Closings First 7 Months	73	72	+1.4%
SF Houses: Average Rental Closing Price	\$11,744	\$6,397	+83.6%
Condo/Co-Op: Number of Rental Closings First 7 Months	33	30	+10%
Condo/Co-Op: Average Rental Closing Price	\$3,814	\$3,407	+12%
Multi-Family: Number of Rental Closings First 7 Months	22	24	-8.3%
Multi-Family: Average Rental Closing Price	\$2,710	\$2,606	+4%

New Canaan Rental Closings: First 7 Months



Average Rental Closing Price: First 7 Months



In New Canaan in the first seven months of 2020 there were 23 houses that rented for \$10,000 per month or more as compared to 8 in the same time frame in 2019, a 188% increase, reflecting the large demand for short-term rentals in 2020.

Lower Fairfield County July Review

Lower Fairfield County: Sold Houses - July

Town	# of Closed Houses		% change	Average Closing Price		% change
	2020	2019		2020	2019	
Darien	52	38	+36.8%	\$1,424,307	\$1,465,500	-2.8%
Easton	24	9	+166.7%	\$542,537	\$617,801	-12.2%
Fairfield	144	101	+42.6%	\$761,621	\$708,746	+7.5%
All of Greenwich	84	71	+18.3%	\$2,135,545	\$2,378,283	-10.2%
New Canaan	46	32	+43.8%	\$1,610,109	\$1,371,791	+17.4%
Norwalk	94	76	+23.7%	\$569,296	\$576,945	-1.3%
Redding	28	12	+133.3%	\$515,772	\$542,584	-4.9%
Ridgefield	70	41	+70.7%	\$720,408	\$706,878	+1.9%
Rowayton*	12	8	+50%	\$1,027,450	\$1,108,604	-7.3%
Stamford	100	78	+28.2%	\$605,182	\$624,601	-3.1%
Weston	34	30	+13.3%	\$836,417	\$785,792	+6.4%
Westport	95	32	+196.9%	\$1,325,873	\$1,344,844	-1.4%
Wilton	57	32	+78.1%	\$774,793	\$764,266	+1.4%

*Rowayton closing data also included in Norwalk.

Dollar Volume of House Sales July 2020

To the right is a look at the total dollar volume of house sales for each Lower Fairfield County town in July of 2020 and the percentage change as it compares to July of 2019, in a historically strong July month. **Collectively, the dollar volume of closings was \$944 million, an increase of 55 percent vs. the same time period in 2019, and the highest dollar volume of closings for July in at least the past 15 years. The number of house closings—828 in Lower Fairfield County in July—was also the highest total in at least the past 15 years.**

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.

Condos in report include Condos and Co-Ops.

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