



COLLEEN ROCK

## October 2016 Market Statistics for New Canaan

	October		
	2015	2016	% Change
<b><u>ACTIVE</u></b>			
Active Residential Listings	310	320	3.2%
Pending Sales	16	12	-25.0%
Avg. List Price of Active	\$2,587,989	\$2,370,210	-8.4%
<b><u>SOLD</u></b>			
Total Residential Sales	20	7	-65.0%
Avg. List Price of Solds	\$1,818,200	\$1,250,428	-31.2%
Avg. Sale Price of Solds	\$1,737,700	\$1,204,428	-30.7%
Sale Price to List Price	95.6%	96.3%	0.8%
Sale Price to Original List Price	91.6%	90.2%	-1.5%
Days on Market	153	149	-2.6%

	Year to Date (through 10/31/16)		
	2015	2016	% Change
<b><u>ACTIVE</u></b>			
Active Residential Listings	379	403	6.3%
Avg. List Price of Active	\$2,601,062	\$2,400,978	-7.7%
Pending Sales YTD	212	162	-23.6%
<b><u>SOLD</u></b>			
Total Residential Sales	217	157	-27.6%
Avg. List Price of Solds	\$1,902,611	\$1,977,149	3.9%
Avg. Sale Price of Solds	\$1,823,848	\$1,853,650	1.6%
Sale Price to List Price	95.9%	93.8%	-2.2%
Sale Price to Original List Price	92.5%	88.1%	-4.8%
Days on Market	169	187	10.7%

## New to Market Residential/Single Family

Street	Style	Sq Ft	Year Built	Beds	Full Baths	Half Baths	Acres	List Price
227 MARVIN RIDGE	Colonial	4435	1985	4	3	2	2.61	1,795,000
20 Lukes Wood	Colonial	7687	1999	5	5	2	2.26	2,799,000
32 SPRING WATER	Cape Cod	3026	1939	4	3		1.16	1,139,000
110 SHADY KNOLL	Colonial	7524	2015	5	6	2	1.37	3,000,000
4 Beacon Hill	Colonial	3913	1928	6	3	1	2.46	1,495,000
103 Clearview	Colonial	6200	1991	5	5	2	4.37	1,975,000
122 Woods End	Modern	5844	1967	5	4	2	4.28	2,695,000
42 Hillcrest	Colonial	6500	2016	5	6	2	1.03	2,999,000
38 WHITNEY	Ranch	2108	1921	4	3		0.28	925,000
17 HANFORD	Contemp	3405	1975	5	4	1	2.23	1,175,000
248 Putnam	Colonial	4405	1976	5	3		1	1,599,000
18 Harrison	Colonial	2248	1929	3	3		0.14	1,150,000
3 LESLIE	Cape Cod	2246	1948	4	2		0.19	780,000
195 DEEP VALLEY	Colonial	2840	1976	4	2	1	4	1,175,000
1 Barnegat	Colonial	5170	1966	4	4	2	2.03	1,824,999
1124 Valley	Antique	3202	1750	4	3		4	1,895,000
360 Greenley	Georgian	6198	1935	6	6	1	3.6	2,695,000
494 Ponus Ridge	Colonial	7701	1997	5	5	2	4.45	4,395,000
89 DABNEY	Colonial	3710	1965	5	3	1	2.25	1,595,000
1277 Smith Ridge	Colonial	4028	1962	5	3	1	2.44	1,659,000
729 Smith Ridge	Colonial	9300	2017	6	7	1	4.33	6,450,000
154 INDIAN WATERS	Cape Cod	2172	1953	4	3	0	1.9	999,500
87 WOODRIDGE	Cape Cod	3380	1960	5	3	1	2.08	1,825,000
587 Brookside	Colonial	5046	1890	5	4	2	1.33	2,695,000
23 Hoyt Farm	Colonial	2914	1983	4	2	1	2	989,000
705 WEST	Colonial	10458	2000	6	9	2	4.01	4,999,000
74 Thayer	Colonial	5865	2010	5	5	3	2.13	2,795,000
148 Ramhorne	Colonial	4634	1967	5	4	1	2	1,975,000
707 SILVERMINE	Colonial	3457	1780	4	3	1	0.59	1,495,000
1018 WEED	Colonial	7039	1936	6	7	2	6.08	5,750,000
879 Valley	Colonial	6329	2001	5	4	3	3.73	2,295,000
183 WEST	Antique	6111	1790	5	6		3.68	6,995,000
192 Brushy Ridge	Colonial	6532	2016	5	5	2	1.02	2,799,000

## New to Market – Condo/Townhomes

Street Name	Style	Sq Ft	Year Built	Beds	Full Baths	Half Baths	Acres	List Price
95 SOUTH	Townhouse	1212	1997	3	2			829,000
80 HERITAGE HILL	Ranch	798	1965	1	1			319,500
14 LAKEVIEW	Colonial	1621	1967	3	2			649,000
12 Lakeview	Colonial	1621	1967	3	2			649,000
94 East	Colonial	1524	1970	3	2	1		675,000
82 HERITAGE HILL	Garden/Ran	970	1965	2	1			415,000
202 PARK	Georgian	902	1956	2	1			369,000
187 Park	Colonial	2234	1981	4	2	1		849,000
179 OENOKE	Townhouse	2692	2011	2	3			1,595,000
179 Oenoke	Ranch	2000	2011	2	2			1,095,000

## Sales – Residential/Single Family

Street	Style	Sq Ft	Year Built	Beds	Full Baths	Half Baths	Acres	List Price	Sold Price
163 POCCONOCK	Colonial	3568	1965	4	4		2	1,369,000	1,310,000
290 Main	Colonial	4024	2005	5	4	2	0.16	1,590,000	1,460,000
100 Orchard	Cape Cod	1584	1948	3	2		0.32	795,000	810,000
137 HARRISON	Colonial	4233	2015	5	4	1	0.18	1,995,000	1,910,000
42 FOX RUN	Col Split	2660	1959	5	3		2.47	759,000	736,000
215 Cross Ridge	Colonial	4761	1957	5	5	1	2.2	1,495,000	1,495,000
102 JELLIFF MILL	Cape Cod	1786	1950	3	2		1	750,000	710,000

## Sales – Condo/Townhomes

House #	Street	Sq Ft	Year Built	Beds	Full Baths	Half Baths	Acres	List Price	Sold Price
80	HERITAGE HILL	798	1965	1	1			319,500	300000
83	Locust	769	1995	1	1			375,000	350000

Town Comparison: SOLDS, First 9 Months 2016 (Single Family Houses)						
TOWN	Houses SOLD	vs. 2015	% change	Average Sold Price	vs. 2015	% change
New Canaan	149	197	-24.4%	\$1,887,195	\$1,832,595	+3.0%
Darien	193	232	-16.81%	\$1,684,821	\$1,674,032	+0.6%
Wilton	171	167	+2.40%	\$875,409	\$908,031	-3.6%
Greenwich	458	480	-4.6%	\$2,244,349	\$2,497,748	-10.1
Stamford	545	562	-3.02%	\$645,989	\$658,373	-1.9%
Norwalk	514	499	+3.01%	\$575,841	\$566,080	+1.7%
Westport	292	296	-1.35%	\$1,549,197	\$1,716,026	-9.7%
Fairfield County	6081	5933	+2.49%	\$665,436	\$693,001	-4.0%

## Colleen's Opinion for this Month

*It's a Buyers Market.* New Canaan's absorption rate is currently at 18.67 months. Historically, an absorption rate between 6-8 months indicates a balanced market. Over 8 months represents a "buyers market". Although this generates great opportunities for buyers, it can prove challenging for home sellers. In addition to high inventory, other factors, such as - buying trends, economic factors and interest rates will shape the market. For specific details or to discuss buying or selling a home, call Colleen.

*What does this mean?*

Buyers, if you're in the market to purchase a home, **YOU SHOULD BE BUYING NOW.** Take advantage of the times; nothing lasts forever.

Sellers, if you're planning on selling your home, price competitively and work with a "full-time" real estate agent that offers a detailed marketing plan (in writing), and has skin in the game.

### How does your home stack up? Get the Most Accurate Assessment of Your Home's Value

This comprehensive assessment of Your Home's Value is provided to you as a complimentary service by Colleen, your New Canaan real estate specialist.

Your home's value will be based on several key factors

- New Canaan Sales for the past 6 months (non-distressed)
- Square footage and lot size
- Views and location
- Special features that differentiate your home from others



- 25+ Years Experience
- Certified Residential Specialist
- In the top 3% of Real Estate Agents Nationally
- Specialize in Luxury Homes, New Construction, Rehab Purchase, and Relocation.



All information is from sources deemed reliable but is subject to errors, changes in price, prior sale or withdrawal without notice. No representation is made as to the accuracy of descriptions. All measurements and square footage are approximate and information should be confirmed independently.