

# Elliman Report

## Q1-2024 New Canaan, CT Sales

### Single Family

#### Dashboard

YEAR-OVER-YEAR

- + 27.5%**  
Prices Median Sales Price
- + 3.2%**  
Sales Closed Sales
- 22.0%**  
Inventory Total Inventory
- + 34 days**  
Marketing Time Days on Market

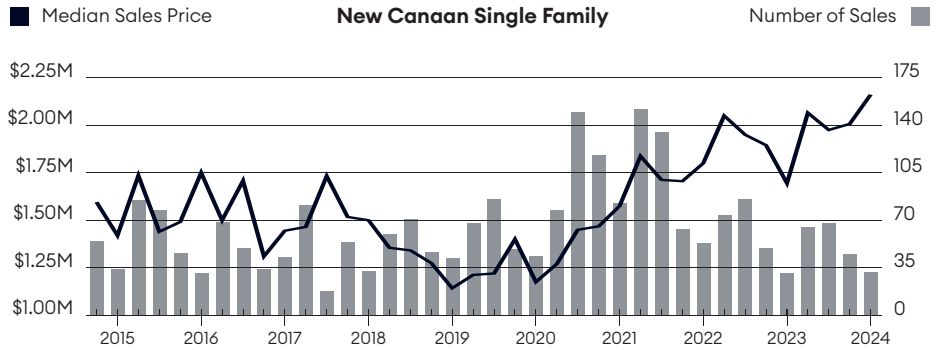
### Condo

#### Dashboard

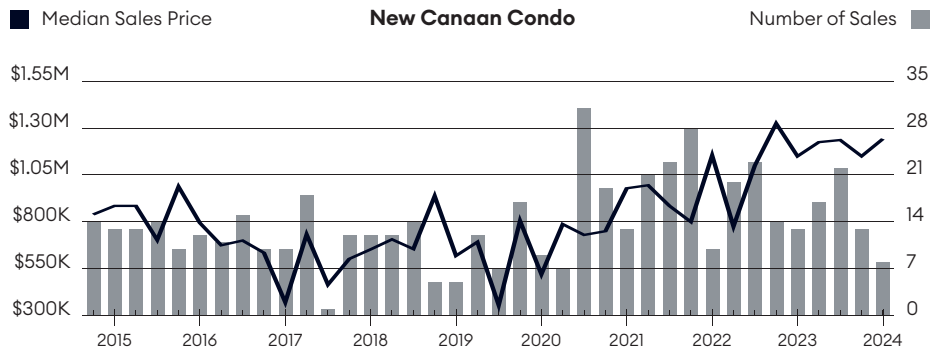
YEAR-OVER-YEAR

- + 8.0%**  
Prices Median Sales Price
- 38.5%**  
Sales Closed Sales
- 61.8%**  
Inventory Total Inventory
- 60 days**  
Marketing Time Days on Market

- Single family median sales price rose year over year for the fourth time
- Single family listing inventory fell annually for the fourth time to the second-lowest on record
- Condo price trend indicators posted annual gains as listing inventory fell sharply



New Canaan Single Family Matrix	Q1-2024	%Δ (qtr)	Q4-2023	%Δ (yr)	Q1-2023
Average Sales Price	\$2,426,844	1.1%	\$2,399,912	16.5%	\$2,082,952
Average Price Per Sq Ft	\$533	-4.0%	\$555	-6.7%	\$571
Median Sales Price	\$2,161,000	7.7%	\$2,007,000	27.5%	\$1,695,000
Number of Sales (Closed)	32	-28.9%	45	3.2%	31
Days on Market (From Last List Date)	107	87.7%	57	46.6%	73
Listing Discount (From Last List Price)	3.0%		0.1%		1.9%
Listing Inventory	46	21.1%	38	-22.0%	59
Months of Supply	4.3	72.0%	2.5	-24.6%	5.7

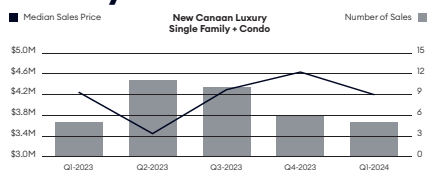


New Canaan Condos Matrix	Q1-2024	%Δ (qtr)	Q4-2023	%Δ (yr)	Q1-2023
Average Sales Price	\$1,206,264	-6.1%	\$1,284,962	12.6%	\$1,071,200
Average Price Per Sq Ft	\$662	-12.0%	\$752	22.1%	\$542
Median Sales Price	\$1,242,500	8.0%	\$1,150,000	8.0%	\$1,150,000
Number of Sales (Closed)	8	-38.5%	13	-38.5%	13
Days on Market (From Last List Date)	65	-57.2%	152	-48.0%	125
Listing Discount (From Last List Price)	-3.4%		-0.6%		1.2%
Listing Inventory	13	8.3%	12	-61.8%	34
Months of Supply	4.9	75.0%	2.8	-37.2%	7.8

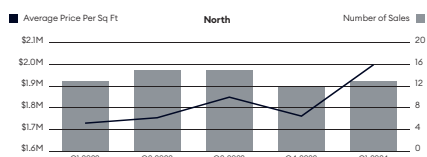


Prepared by Miller Samuel Real Estate Appraisers & Consultants

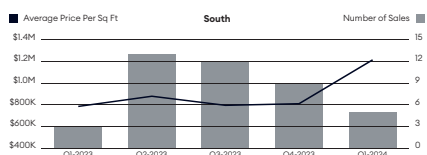
## Luxury



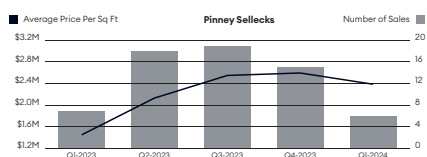
## North



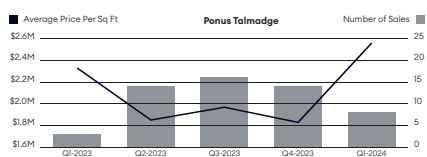
## South



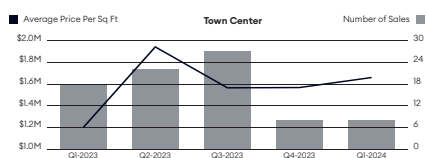
## Pinney Sellecks



## Ponus Talmadge



## Town Center



Luxury Single Family + Condo Matrix (Top 10% of Sales)	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$4,344,500	-11.4%	\$4,904,167	-2.2%	\$4,444,000
Average Price per Sq Ft	\$553	-13.2%	\$637	-16.7%	\$664
Median Sales Price	\$4,200,000	-9.4%	\$4,637,500	-1.2%	\$4,250,000
Number of Sales (Closed)	5	-16.7%	6	0.0%	5
Days on Market (From Last List Date)	184	64.3%	112	38.3%	133
Listing Discount (From Last List Price)	6.4%		1.3%		4.0%
Listing Inventory	28	21.7%	23	-17.6%	34
Months of Supply	16.8	46.1%	11.5	-17.6%	20.4
Entry Price Threshold	\$3,500,000	-1.4%	\$3,550,000	13.8%	\$3,075,000
Average Square Feet	7,856	2.0%	7,699	17.4%	6,693

This sub-category is the analysis of the top ten percent of all single family + condo sales. The data is also contained within the other markets presented.

North Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$2,168,615	3.8%	\$2,088,500	1.8%	\$2,129,615
Average Price Per Sq Ft	\$495	3.3%	\$479	-9.7%	\$548
Median Sales Price	\$2,000,000	13.5%	\$1,762,500	15.6%	\$1,730,000
Number of Sales (Closed)	13	8.3%	12	0.0%	13

North: New York state line, Wilton town line, Norwalk town line, Route 123

South Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$1,035,023	-3.7%	\$1,074,389	49.5%	\$692,333
Average Price Per Sq Ft	\$474	-14.7%	\$556	-10.7%	\$531
Median Sales Price	\$1,215,000	50.0%	\$810,000	54.8%	\$785,000
Number of Sales (Closed)	5	-44.4%	9	66.7%	3

South: Parade Hill Road, Route 124, Main Street, Old Norwalk Road, Route 123

Pinney Sellecks Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$2,537,500	-16.1%	\$3,026,213	4.6%	\$2,426,143
Average Price Per Sq Ft	\$551	4.0%	\$530	-11.1%	\$620
Median Sales Price	\$2,387,500	-8.0%	\$2,595,000	64.3%	\$1,453,000
Number of Sales (Closed)	6	-60.0%	15	-14.3%	7

Pinney Sellecks: New York state line, Route 123, Parade Hill Road, West Road, Weed Street, Wahackme Road, Ponus Ridge Road

Ponus Talmadge Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$2,680,313	32.8%	\$2,018,273	27.7%	\$2,099,667
Average Price Per Sq Ft	\$552	-13.1%	\$635	4.7%	\$527
Median Sales Price	\$2,560,000	40.1%	\$1,827,500	9.9%	\$2,329,000
Number of Sales (Closed)	8	-42.9%	14	166.7%	3

Ponus Talmadge: Wahackme Road, Weed Street, Farm Road, Old Norwalk Road, Norwalk town line, Darien town line, Stamford town line, Ponus Ridge Road

Town Center Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$2,159,313	5.8%	\$2,040,000	52.7%	\$1,414,061
Average Price Per Sq Ft	\$719	-17.2%	\$868	28.2%	\$561
Median Sales Price	\$1,660,000	5.9%	\$1,567,500	38.6%	\$1,197,500
Number of Sales (Closed)	8	0.0%	8	-55.6%	18

Town Center: West Road, Route 124, Main Street, Farm Road, Weed Street

## By Sales Share New Canaan

Finance	Current Quarter	Prior Year Quarter
Single Family Cash	44.4%	45.8%
Single Family Mortgage	55.6%	54.2%
Condo Cash	62.5%	90.0%
Condo Mortgage	37.5%	10.0%

Price	Current Quarter	Prior Year Quarter
Single Family Under \$1M	6.3%	19.4%
Single Family \$1M - \$2M	31.3%	41.9%
Single Family Over \$2M	62.5%	38.7%
Condo Under \$500K	25.0%	30.8%
Condo \$500K - \$1M	75.0%	69.2%
Condo Over \$1M	0.0%	0.0%

Over/Under Last List	Current Quarter	Prior Year Quarter
Single Family Over	20.0%	20.0%
Single Family At	0.0%	20.0%
Single Family Under	80.0%	60.0%
Condo Over	34.4%	35.5%
Condo At	6.3%	16.1%
Condo Under	59.4%	48.4%

Questions or comments? Email report author Jonathan Miller at [jmiller@millersamuel.com](mailto:jmiller@millersamuel.com)  
Methodology: [millersamuel.com/research-reports/methodology](http://millersamuel.com/research-reports/methodology)

Douglas Elliman Real Estate  
199 Elm Street, New Canaan, CT 06840  
203.889.5580 • [elliman.com](http://elliman.com)

Miller Samuel Real Estate Appraisers & Consultants  
21 West 38<sup>th</sup> Street, New York, NY 10018  
212.768.8100 • [millersamuel.com](http://millersamuel.com)