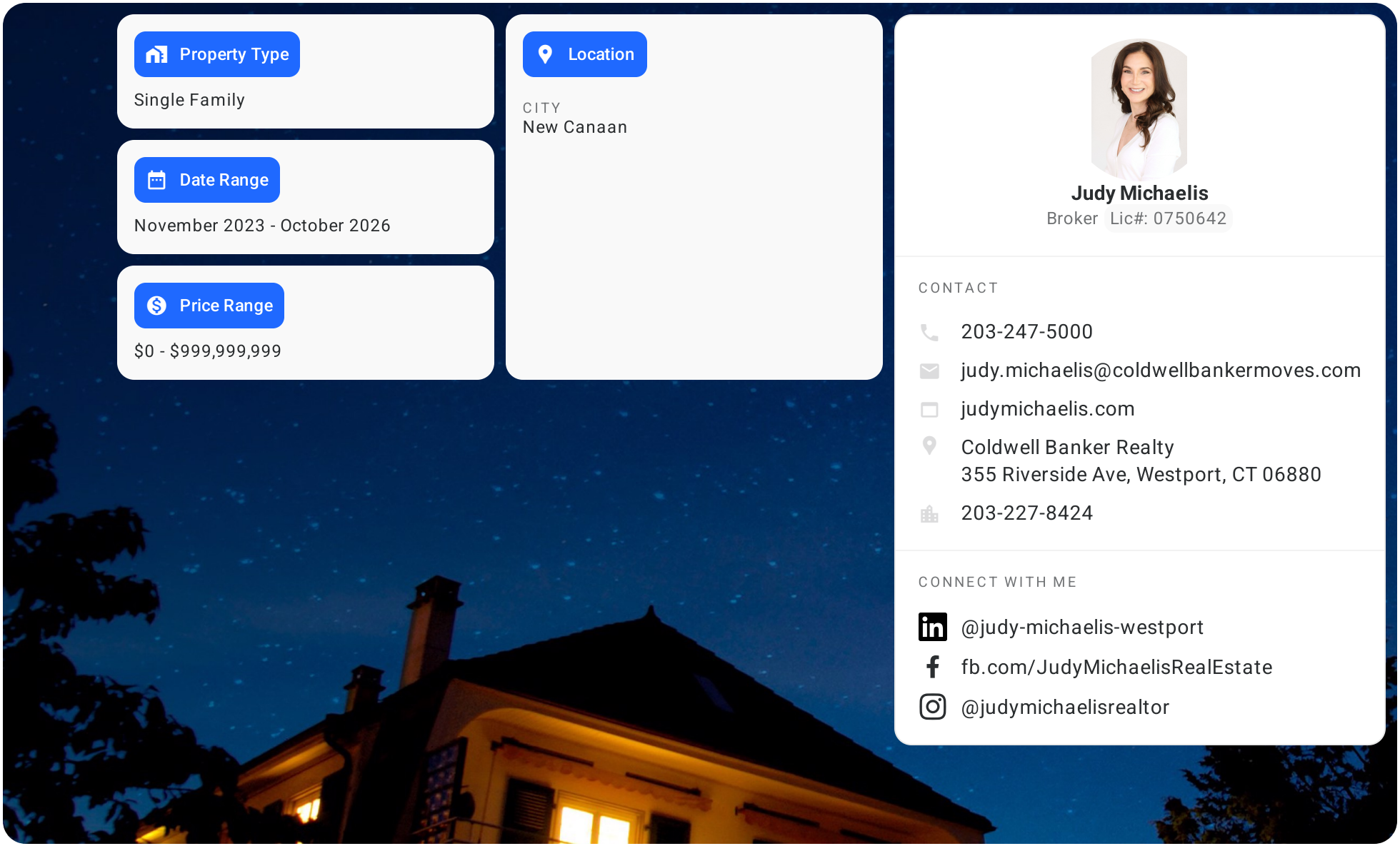
COLDWELL BANKER | REALTY

Market Trends Report
October 2026



Property Type

Single Family

Date Range

November 2023 - October 2026

Price Range

$0 - $999,999,999

Location

CITY
New Canaan

Judy Michaelis
Broker Lic#: 0750642

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Overview

The overview below shows real estate activity from January 2026 to October 2026. You will see data comparisons between October and the previous month, the last three months and October 2025.

		Monthly Trends			
Overview	**YTD Avg.**	**October**	**September**	**Jul. - Sep.**	**Oct. 2025**
New Listings	227	13	29	20	16
Average Sales Price per Square Foot	628	645	599	626	617
Average Days on Market	69	49	37	30	68
Number of Properties for Sale	415	40	52	44	45
Average List Price	$3,960,762	$4,215,888	$3,813,769	$3,904,702	$3,845,998
Median List Price	$2,952,250	$3,097,500	$2,895,000	$2,889,167	$2,850,000
Average Sales Price	$3,312,723	$3,748,333	$2,610,721	$2,918,984	$3,252,857
Median Sales Price	$3,021,117	$3,277,500	$2,297,500	$2,686,667	$2,550,000
Sales Price / List Price Ratio	103.73%	102.86%	102.55%	105.92%	98.93%
Number of Properties Sold	179	12	14	24	21
Month's Supply of Inventory	3.34	3.33	3.71	2.19	2.14
Absorption Rate	0.44	0.3	0.27	0.59	0.47

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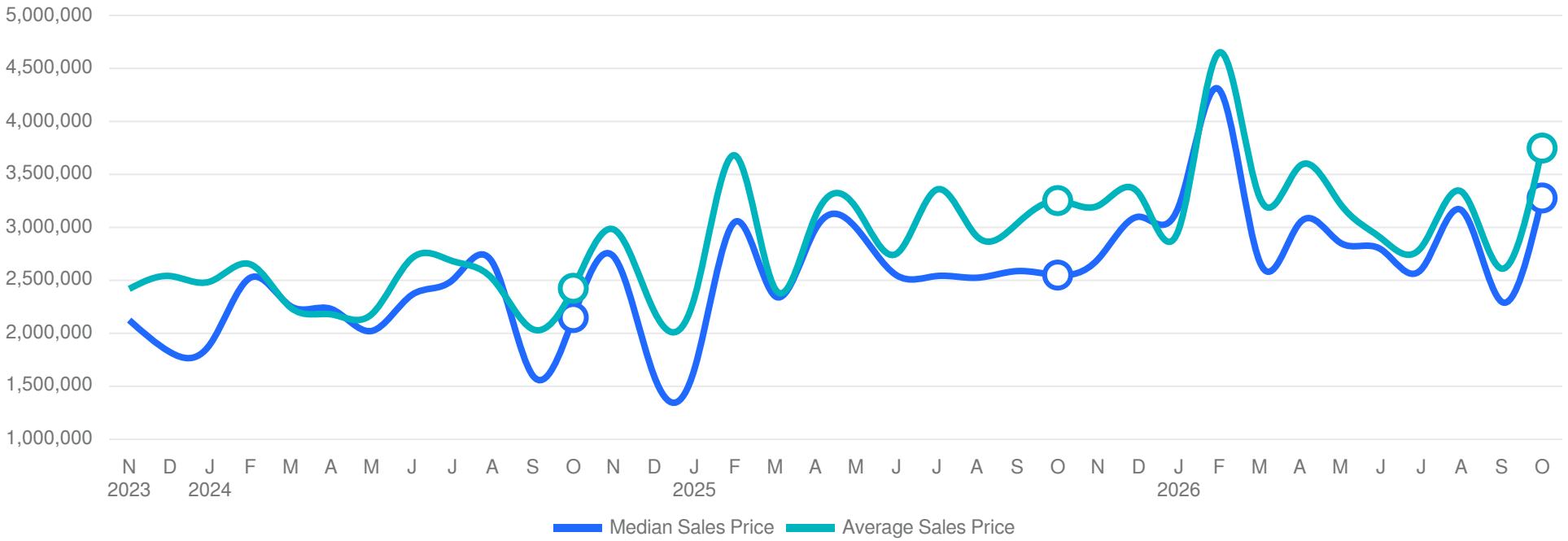
Average & Median Sales Price

The median sales price in October 2026 was $3,277,500, up 42.66% from $2,297,500 from the previous month and 28.53% higher than $2,550,000 from October 2025. The October 2026 median sales price was at its highest level compared to October 2025 and 2024. The average sales price in October 2026 was $3,748,333, up 43.57% from $2,610,721 from the previous month and 15.23% higher than $3,252,857 from October 2025. The October 2026 average sale price was at its highest level compared to October 2025 and 2024.



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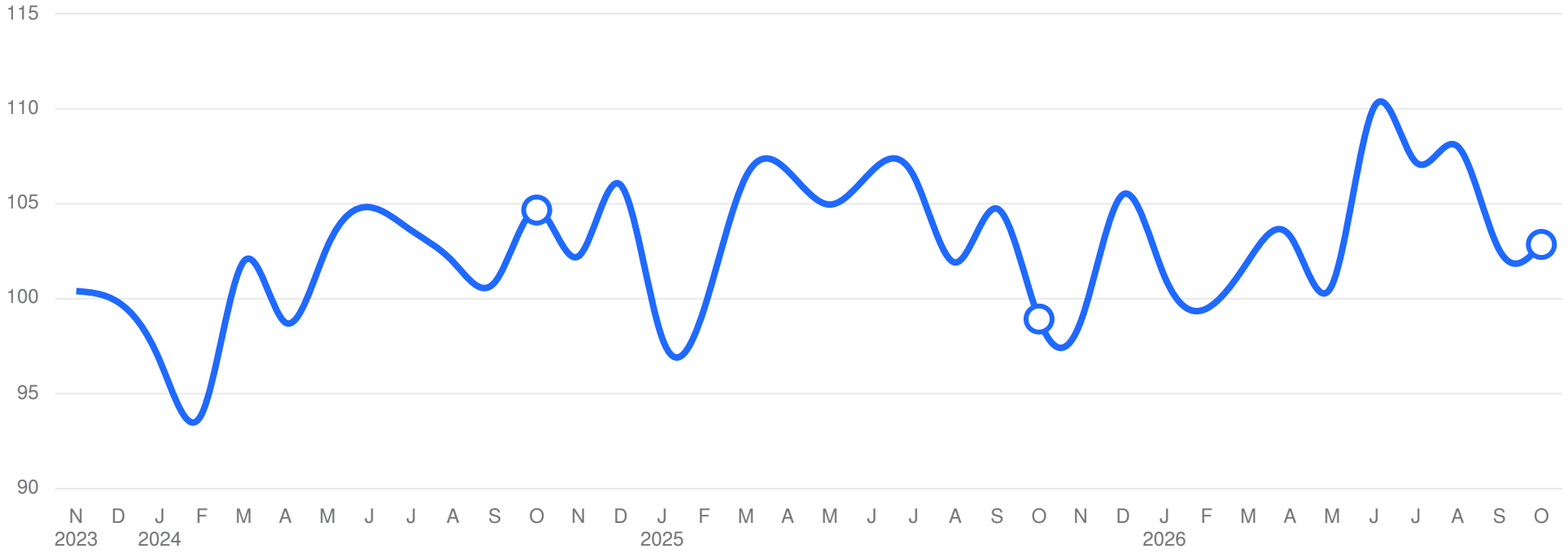
Sales Price / List Price Ratio

The sales price/list price ratio is the average sale price divided by the average list price for sold properties expressed as a percentage. If it is above 100%, homes are selling for more than the list price. If it is less than 100%, homes are selling for less than the list price.The October 2026 sales price/list price ratio was 102.86%, equal to the previous month and up from 98.93% from October 2025.



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Number of Properties Sold & Absorption Rate

The number of properties sold in October 2026 was 12, down -14.29% from 14 from the previous month and -42.86% lower than 21 from October 2025. The October 2026 sales were at its lowest level compared to October 2025 and 2024. Absorption rate is the avg number of sales per month divided by the total number of available properties.



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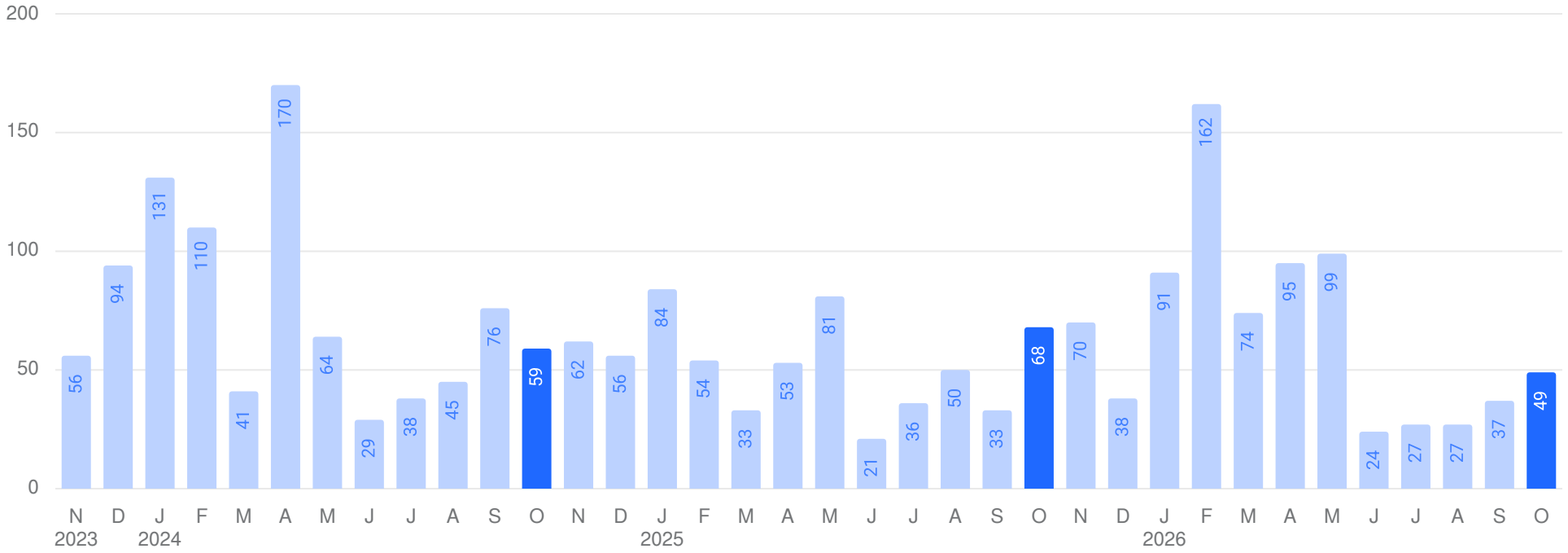
Average Days on Market

The average days on market (DOM) is the number of days a property is on the market before it sells. An upward trend in DOM tends to indicate a move towards a buyer's market, a downward trend tends to indicate a move towards seller's market. The DOM for October 2026 was 49 days, up 32.43% from 37 days from the previous month and -27.94% lower than 68 days from October 2025. The October 2026 DOM was at its lowest level compared with October 2025 and 2024.



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Average Sales Price per Square Foot

The average sales price per square foot is a more normalized indicator for the direction of property value. The sales price per square foot in October 2026 was $645, up 7.68% from $599 from the previous month and 4.54% higher than $617 from October 2025.



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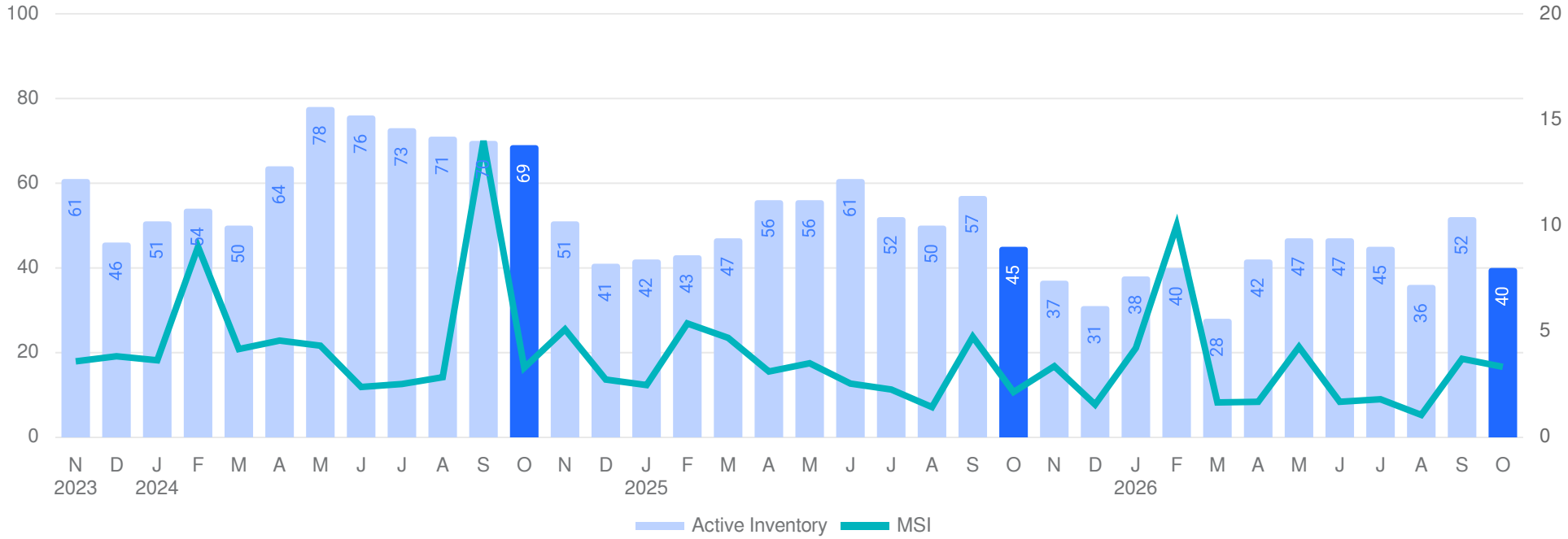
Inventory & MSI

The number of properties for sale in October 2026 was 40, down -23.08% from 52 from the previous month and -11.11% lower than 45 from October 2025. The October 2026 inventory was at its lowest level compared with October 2025 and 2024. A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2026 MSI of 3.33 months was at its highest level compared with October 2025 and 2024.



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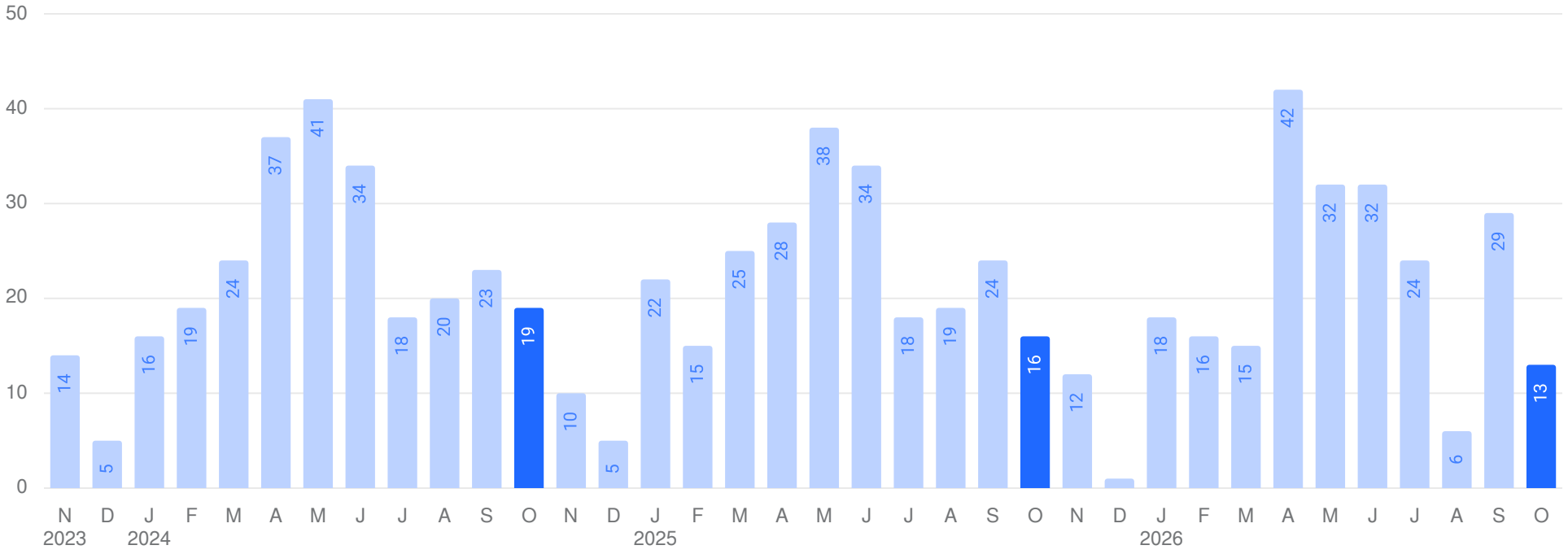
New Listings

The number of new listings in October 2026 was 13, down -55.17% from 29 from the previous month and -18.75% lower than 16 from October 2025. The October 2026 listings were at its lowest level compared to October 2025 and 2024.



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