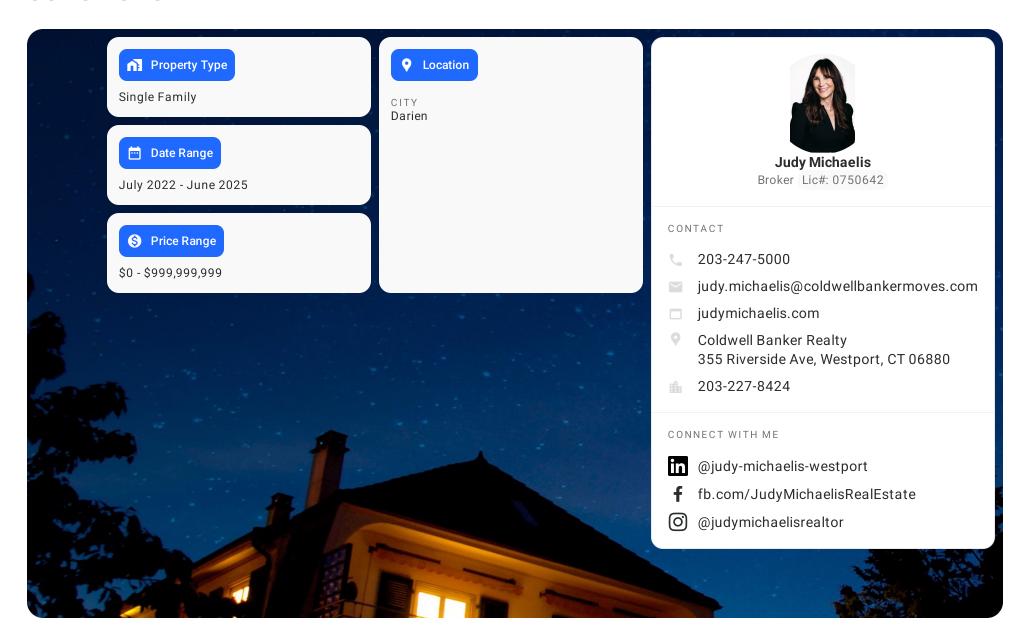


# Market Trends Report June 2025





Judy Michaelis

M: 203-247-5000 Lic#: 0750642 judy.michaelis@coldwellbankermoves.com https://www.judymichaelis.com City: Darien Price Range: \$0 -\$999,999,999

Properties: Single Family

#### Overview

The overview below shows real estate activity from January 2025 to June 2025. You will see data comparisons between June and the previous month, the last three months and June 2024.

| Overview                            |             | Monthly Trends |             |             |             |
|-------------------------------------|-------------|----------------|-------------|-------------|-------------|
|                                     | YTD Avg.    | June           | May         | Mar May.    | Jun. 2024   |
| New Listings                        | 179         | 26             | 38          | 39          | 25          |
| Average Sales Price per Square Foot | 765         | 728            | 829         | 747         | 707         |
| Average Days on Market              | 31          | 28             | 29          | 24          | 36          |
| Number of Properties for Sale       | 189         | 30             | 40          | 38          | 41          |
| Average List Price                  | \$4,464,112 | \$4,278,717    | \$4,006,775 | \$4,668,502 | \$4,225,884 |
| Median List Price                   | \$3,291,083 | \$2,046,500    | \$2,497,500 | \$3,245,000 | \$3,295,000 |
| Average Sales Price                 | \$2,807,173 | \$2,769,685    | \$3,360,430 | \$2,952,128 | \$2,543,005 |
| Median Sales Price                  | \$2,447,333 | \$2,400,000    | \$2,816,500 | \$2,622,167 | \$2,025,000 |
| Sales Price / List Price Ratio      | 106.66%     | 109.26%        | 109.17%     | 109.14%     | 103.97%     |
| Number of Properties Sold           | 101         | 27             | 24          | 19          | 20          |
| Month's Supply of Inventory         | 2.19        | 1.11           | 1.67        | 2.01        | 2.05        |
| Absorption Rate                     | 0.53        | 0.9            | 0.6         | 0.51        | 0.49        |



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## Average & Median Sales Price

The median sales price in June 2025 was \$2,400,000, down -14.79% from \$2,816,500 from the previous month and 18.52% higher than \$2,025,000 from June 2024. The June 2025 median sales price was at its highest level compared to June 2024 and 2023. The average sales price in June 2025 was \$2,769,685, down -17.58% from \$3,360,430 from the previous month and 8.91% higher than \$2,543,005 from June 2024. The June 2025 average sale price was at its highest level compared to June 2024 and 2023.





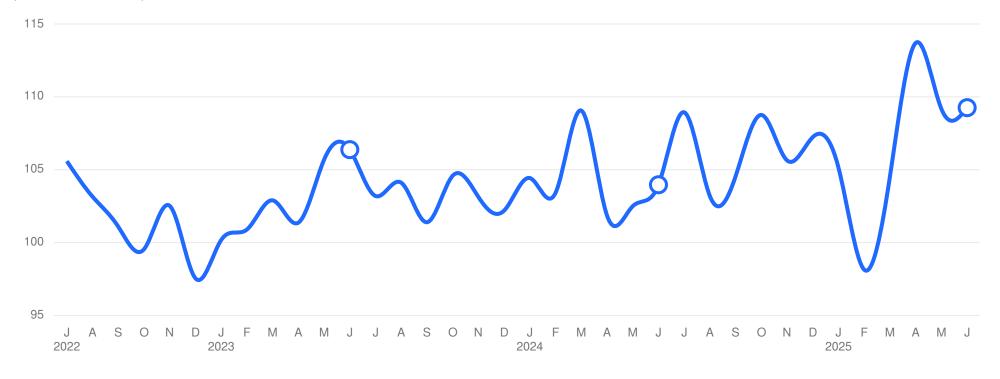


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#### Sales Price / List Price Ratio

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 June 2025 sales price/list price ratio was 109.26%, equal to the previous month and up from 103.97% from June 2024.







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#### Number of Properties Sold & Absorption Rate

The number of properties sold in June 2025 was 27, up 12.50% from 24 from the previous month and 35.00% higher than 20 from June 2024. The June 2025 sales were at a mid level compared to June 2024 and 2023. Absorption rate is the avg number of sales per month divided by the total number of available properties.



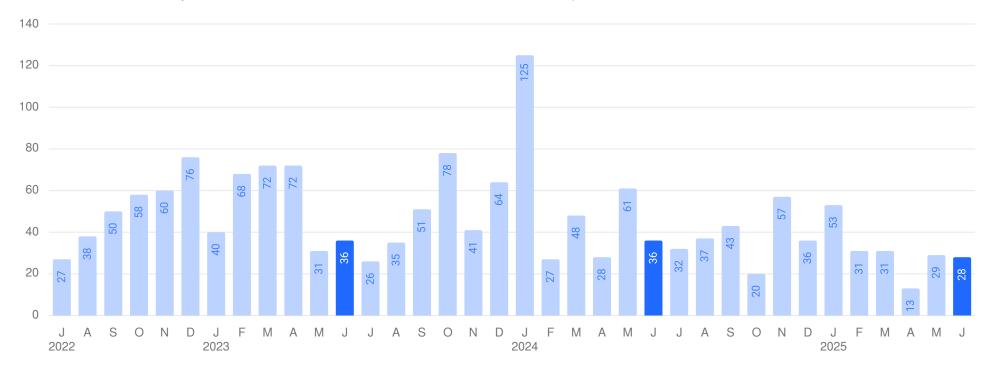


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### Average Days on Market

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 June 2025 was 28 days, down -3.45% from 29 days from the previous month and -22.22% lower than 36 days from June 2024. The June 2025 DOM was at its lowest level compared with June 2024 and 2023.



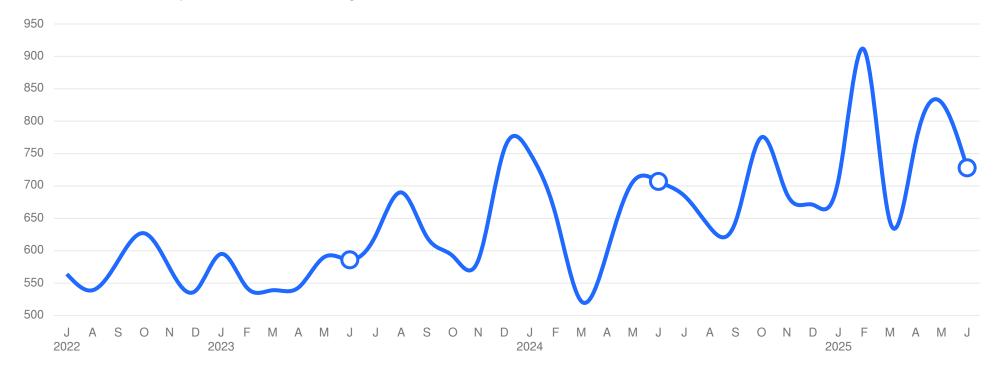


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#### Average Sales Price per Square Foot

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 June 2025 was \$728, down -12.18% from \$829 from the previous month and 2.97% higher than \$707 from June 2024.





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#### Inventory & MSI

The number of properties for sale in June 2025 was 30, down -25.00% from 40 from the previous month and -26.83% lower than 41 from June 2024. The June 2025 inventory was at its lowest level compared with June 2024 and 2023. A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2025 MSI of 1.11 months was at its lowest level compared with June 2024 and 2023.





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#### **New Listings**

The number of new listings in June 2025 was 26, down -31.58% from 38 from the previous month and 4.00% higher than 25 from June 2024. The June 2025 listings were at its highest level compared to June 2024 and 2023.

