

Market Trends Report

July 2025

 Property Type

Single Family

 Date Range

August 2022 - July 2025

 Price Range

\$0 - \$999,999,999

 Location

CITY
New Canaan



Judy Michaelis

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Overview

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

Overview	Monthly Trends				
	YTD Avg.	July	June	Apr. - Jun.	Jul. 2024
New Listings	176	16	34	33	18
Average Sales Price per Square Foot	575	592	593	590	529
Average Days on Market	52	36	21	53	38
Number of Properties for Sale	343	44	59	56	73
Average List Price	\$4,370,956	\$4,425,495	\$3,736,405	\$4,183,346	\$3,985,684
Median List Price	\$3,528,429	\$3,622,500	\$2,750,000	\$3,231,667	\$3,650,000
Average Sales Price	\$2,975,598	\$3,356,293	\$2,749,604	\$3,013,463	\$2,683,069
Median Sales Price	\$2,560,562	\$2,541,000	\$2,550,000	\$2,774,167	\$2,500,000
Sales Price / List Price Ratio	104.16%	106.49%	106.71%	106.26%	103.6%
Number of Properties Sold	115	23	24	19	29
Month's Supply of Inventory	3.34	1.91	2.46	3.05	2.52
Absorption Rate	0.33	0.52	0.41	0.34	0.4



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Average & Median Sales Price

The median sales price in July 2025 was \$2,541,000, equal to the previous month and 1.64% higher than \$2,500,000 from July 2024. The July 2025 median sales price was at its highest level compared to July 2024 and 2023. The average sales price in July 2025 was \$3,356,293, up 22.06% from \$2,749,604 from the previous month and 25.09% higher than \$2,683,069 from July 2024. The July 2025 average sale price was at its highest level compared to July 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 July 2025 sales price/list price ratio was 106.49%, equal to the previous month and up from 103.6% from July 2024.





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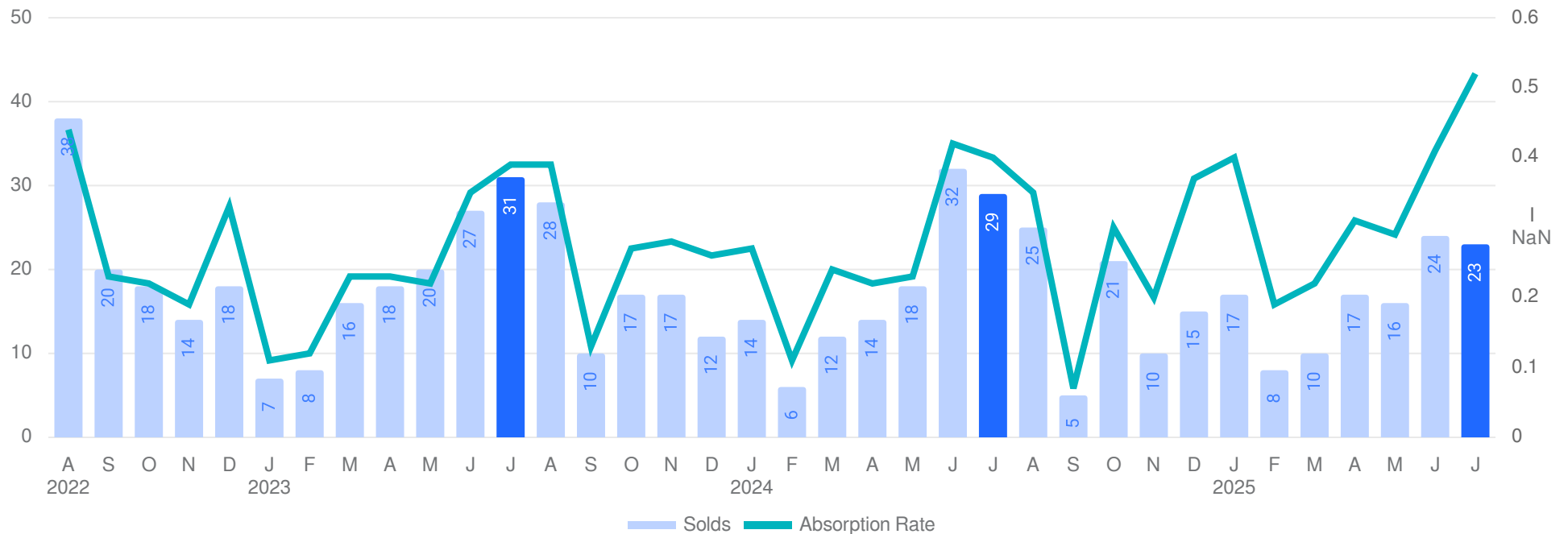
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Number of Properties Sold & Absorption Rate

The number of properties sold in July 2025 was 23, down -4.17% from 24 from the previous month and -20.69% lower than 29 from July 2024. The July 2025 sales were at its lowest level compared to July 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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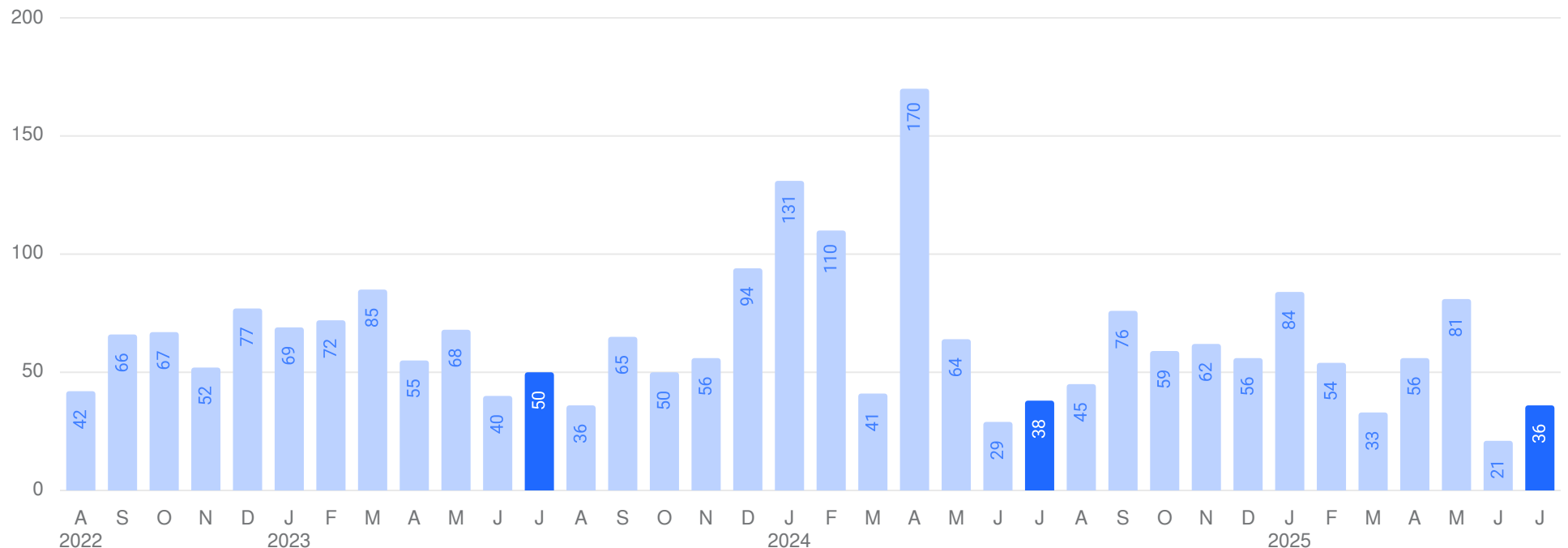
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Average Days on Market

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 July 2025 was 36 days, up 71.43% from 21 days from the previous month and -5.26% lower than 38 days from July 2024. The July 2025 DOM was at its lowest level compared with July 2024 and 2023.





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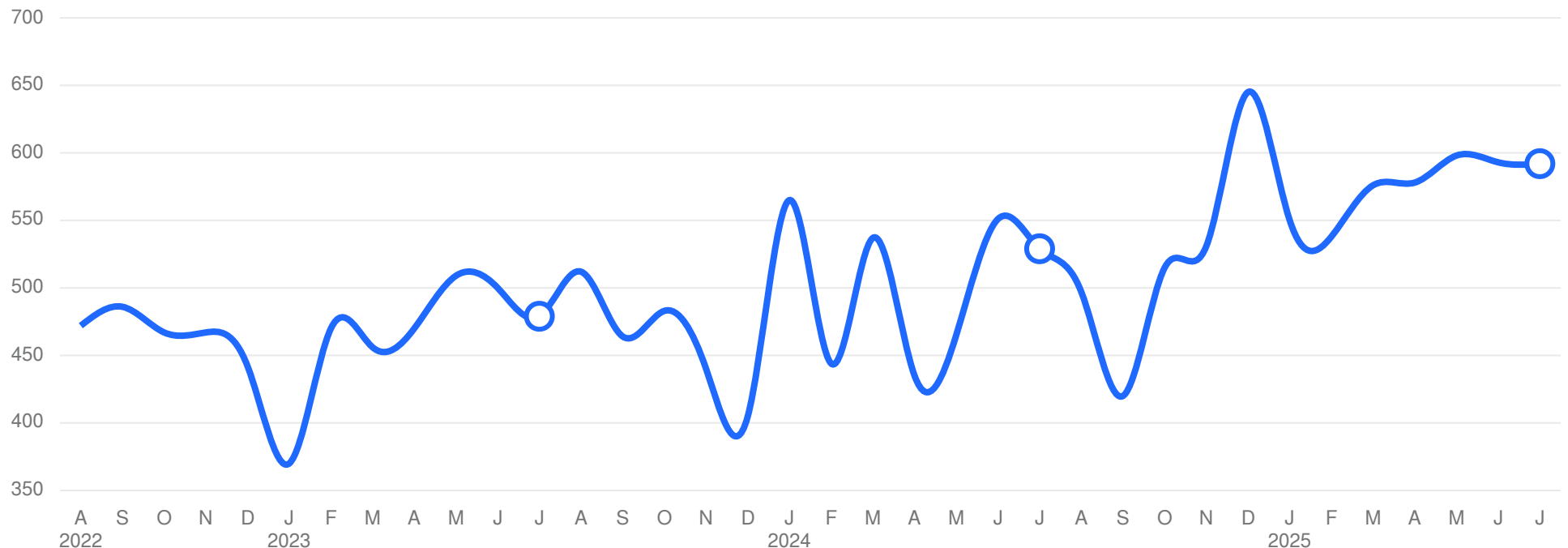
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Average Sales Price per Square Foot

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 July 2025 was \$592, equal to the previous month and 11.91% higher than \$529 from July 2024.





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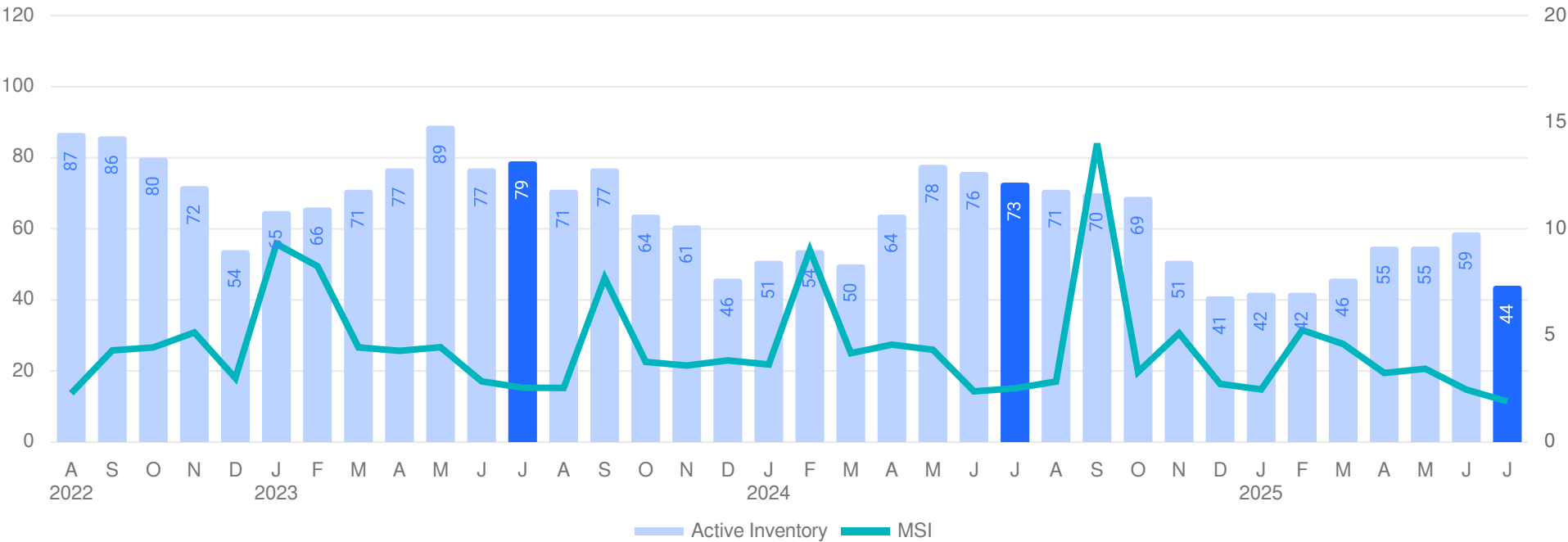
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Inventory & MSI

The number of properties for sale in July 2025 was 44, down -25.42% from 59 from the previous month and -39.73% lower than 73 from July 2024. The July 2025 inventory was at its lowest level compared with July 2024 and 2023. A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2025 MSI of 1.91 months was at its lowest level compared with July 2024 and 2023.



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New Listings

The number of new listings in July 2025 was 16, down -52.94% from 34 from the previous month and -11.11% lower than 18 from July 2024. The July 2025 listings were at its lowest level compared to July 2024 and 2023.

