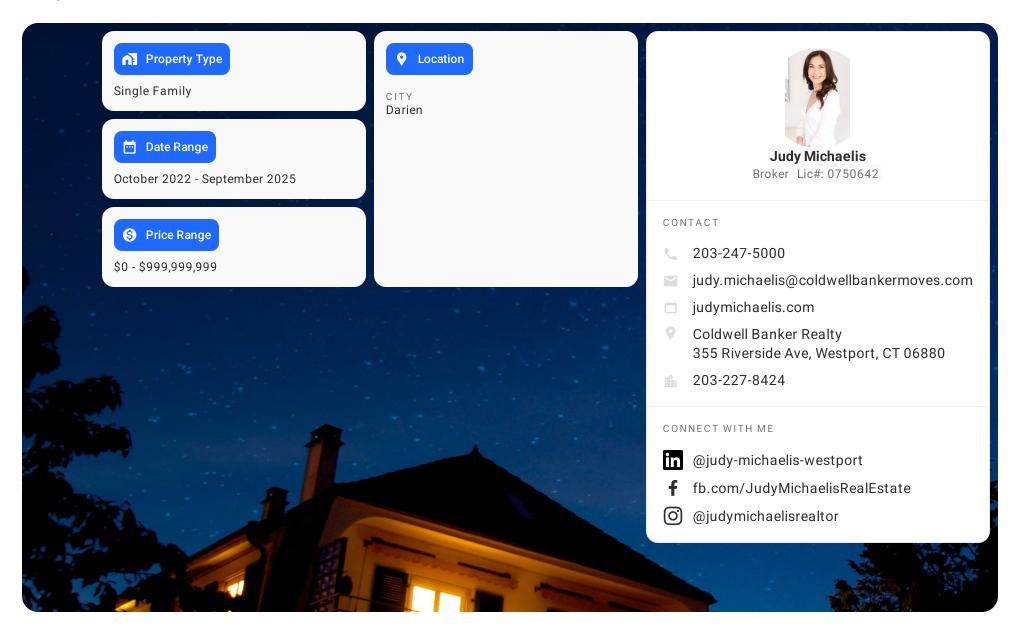


Market Trends Report September 2025





Judy Michaelis Broker

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Properties: Single Family

Overview

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

			Monthly Trends			
Overview	YTD Avg.	September	August	Jun Aug.	Sep. 2024	
New Listings	231	24	12	18	26	
Average Sales Price per Square Foot	746	692	704	720	645	
Average Days on Market	33	51	27	31	43	
Number of Properties for Sale	288	33	25	30	40	
Average List Price	\$4,331,938	\$4,710,305	\$4,403,363	\$4,139,595	\$3,797,922	
Median List Price	\$2,975,222	\$2,995,000	\$2,250,000	\$2,107,833	\$2,745,000	
Average Sales Price	\$2,795,944	\$2,691,734	\$2,495,043	\$2,799,469	\$3,050,950	
Median Sales Price	\$2,437,000	\$2,200,000	\$2,329,000	\$2,483,000	\$3,017,500	
Sales Price / List Price Ratio	106.48%	105.74%	105.56%	107.28%	104.56%	
Number of Properties Sold	189	12	34	34	20	
Month's Supply of Inventory	1.99	2.75	0.74	0.91	2	
Absorption Rate	0.68	0.36	1.36	1.19	0.5	



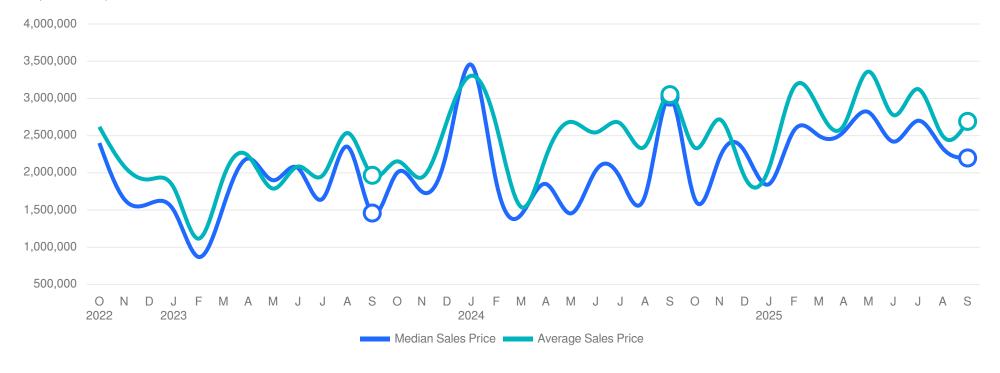


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Average & Median Sales Price

The median sales price in September 2025 was \$2,200,000, down -5.54% from \$2,329,000 from the previous month and -27.09% lower than \$3,017,500 from September 2024. The September 2025 median sales price was at a mid level compared to September 2024 and 2023. The average sales price in September 2025 was \$2,691,734, up 7.88% from \$2,495,043 from the previous month and -11.77% lower than \$3,050,950 from September 2024. The September 2025 average sale price was at a mid level compared to September 2024 and 2023.





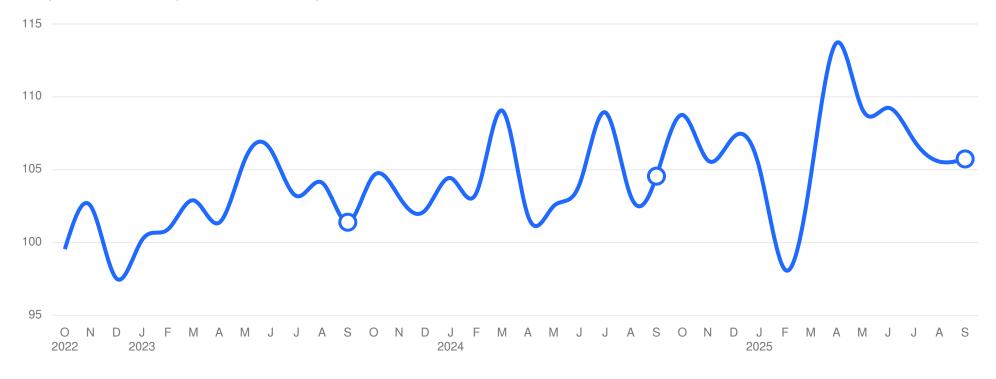


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Sales Price / List Price Ratio

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 September 2025 sales price/list price ratio was 105.74%, equal to the previous month and up from 104.56% from September 2024.





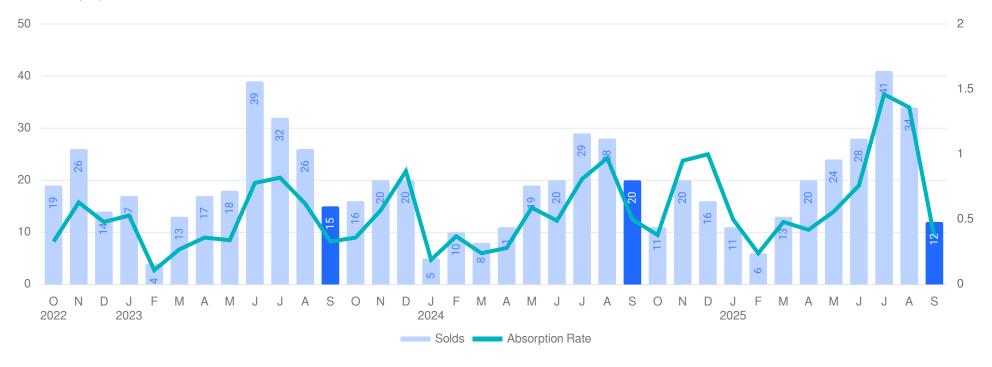


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Number of Properties Sold & Absorption Rate

The number of properties sold in September 2025 was 12, down -64.71% from 34 from the previous month and -40.0% lower than 20 from September 2024. The September 2025 sales were at its lowest level compared to September 2024 and 2023. Absorption rate is the avg number of sales per month divided by the total number of available properties.





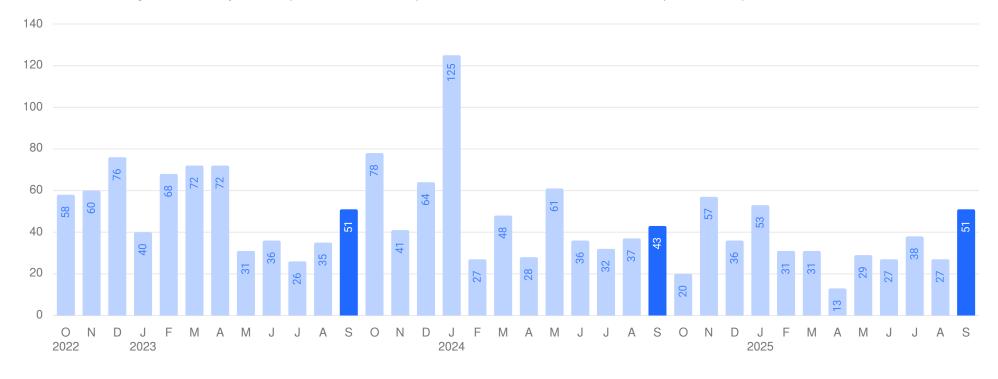


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Average Days on Market

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 September 2025 was 51 days, up 88.89% from 27 days from the previous month and 18.60% higher than 43 days from September 2024. The September 2025 DOM was at a mid level compared with September 2024 and 2023.





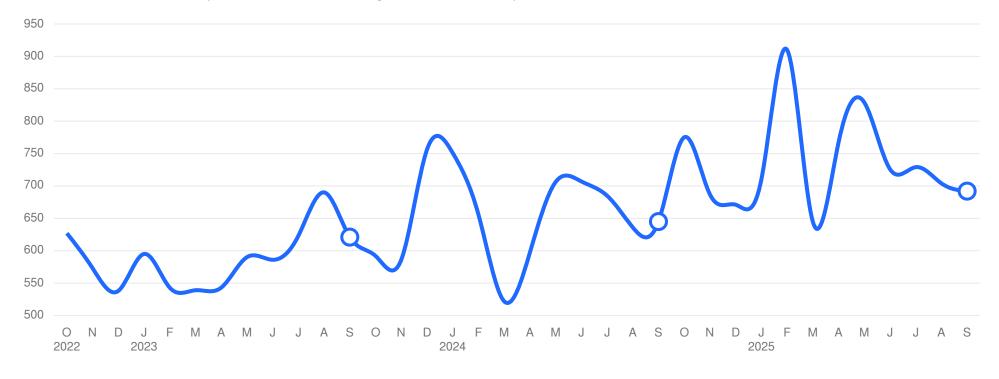


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Average Sales Price per Square Foot

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 September 2025 was \$692, down -1.70% from \$704 from the previous month and 7.29% higher than \$645 from September 2024.



Based on information from SmartMLS for the period 10/01/2022 through 9/30/2025. Source data is deemed reliable but not guaranteed. Real estate agents affiliated with Coldwell Banker Realty are independent contractor sales associates, not employees. ©2025 Coldwell Banker. All Rights Reserved. Coldwell Banker and the Coldwell Banker logos are trademarks of Coldwell Banker Real Estate LLC. The Coldwell Banker. System is comprised of company owned offices which are owned by a subsidiary of Realogy Brokerage Group LLC and franchised offices which are independently owned and operated. The Coldwell Banker System fully supports the principles of the Fair Housing Act and the Equal Opportunity Act.





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Inventory & MSI

The number of properties for sale in September 2025 was 33, up 32.00% from 25 from the previous month and -17.50% lower than 40 from September 2024. The September 2025 inventory was at its lowest level compared with September 2024 and 2023. A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2025 MSI of 2.75 months was at a mid level compared with September 2024 and 2023.







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New Listings

The number of new listings in September 2025 was 24, up 100% from 12 from the previous month and -7.69% lower than 26 from September 2024. The September 2025 listings were at its lowest level compared to September 2024 and 2023.

