

Market Trends Report

September 2025

 Property Type

Single Family

 Date Range

October 2022 - September 2025

 Price Range

\$0 - \$999,999,999

 Location

CITY
Wilton



Judy Michaelis

Broker Lic#: 0750642

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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.

Overview	Monthly Trends				
	YTD Avg.	September	August	Jun. - Aug.	Sep. 2024
New Listings	213	21	10	22	27
Average Sales Price per Square Foot	400	376	427	421	351
Average Days on Market	50	46	39	38	46
Number of Properties for Sale	383	23	32	49	55
Average List Price	\$1,463,186	\$1,291,009	\$1,361,822	\$1,440,137	\$1,485,009
Median List Price	\$1,283,611	\$1,275,000	\$1,290,000	\$1,294,000	\$1,280,000
Average Sales Price	\$1,508,999	\$1,574,619	\$1,509,045	\$1,471,095	\$1,296,286
Median Sales Price	\$1,352,639	\$1,300,000	\$1,410,000	\$1,392,333	\$1,110,000
Sales Price / List Price Ratio	106.35%	101.48%	106.2%	107.71%	102.58%
Number of Properties Sold	164	21	22	27	14
Month's Supply of Inventory	3.06	1.1	1.45	1.83	3.93
Absorption Rate	0.46	0.91	0.69	0.59	0.25



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Average & Median Sales Price

The median sales price in September 2025 was \$1,300,000, down -7.80% from \$1,410,000 from the previous month and 17.12% higher than \$1,110,000 from September 2024. The September 2025 median sales price was at its highest level compared to September 2024 and 2023. The average sales price in September 2025 was \$1,574,619, up 4.35% from \$1,509,045 from the previous month and 21.47% higher than \$1,296,286 from September 2024. The September 2025 average sale price was at its highest level compared to September 2024 and 2023.





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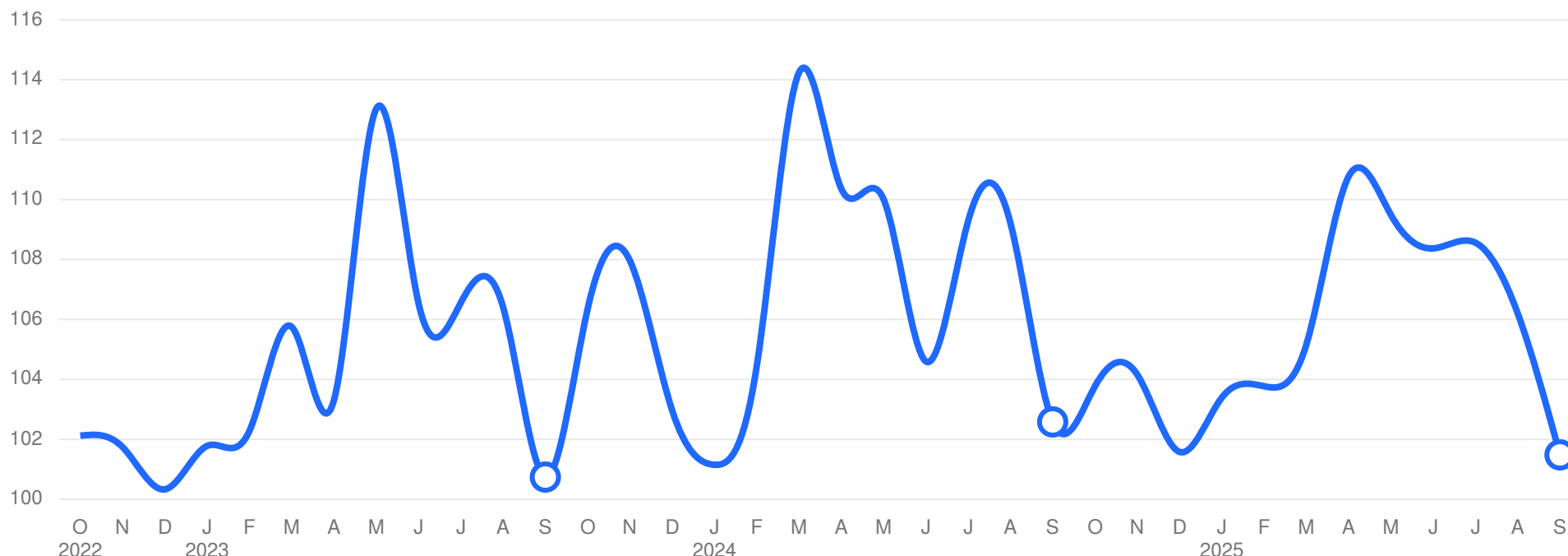
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Sales Price / List Price Ratio

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 101.48%, down from 106.2% from the previous month and down from 102.58% from September 2024.





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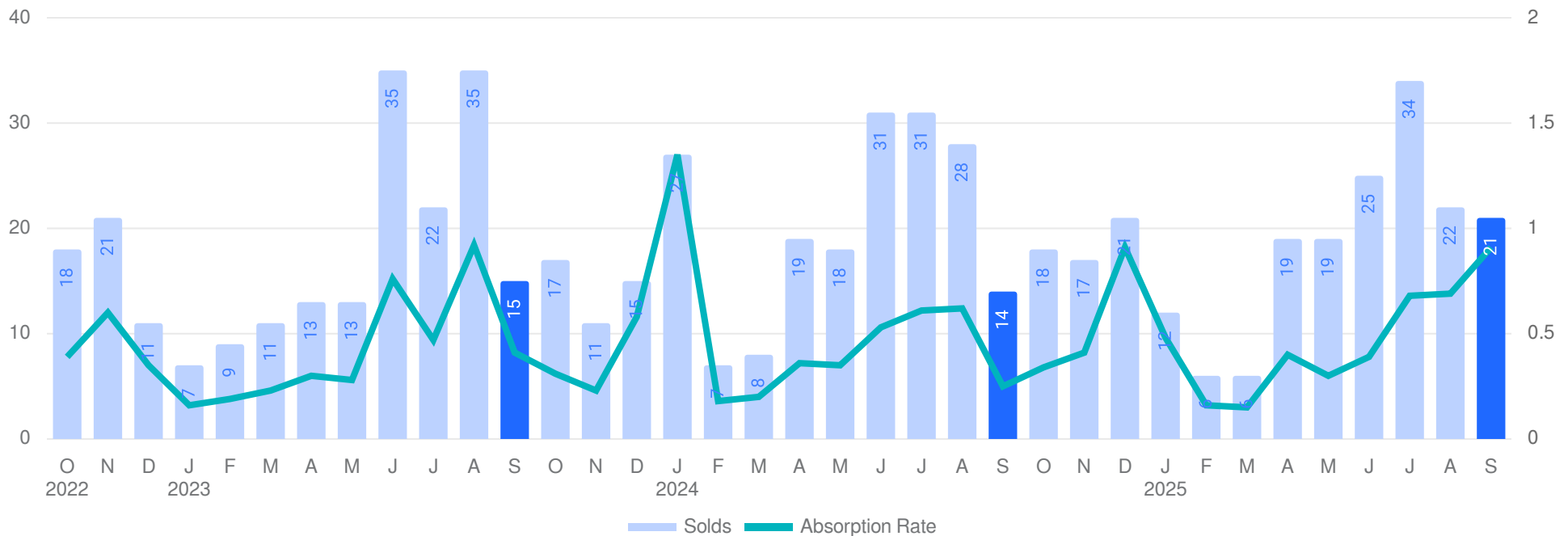
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Number of Properties Sold & Absorption Rate

The number of properties sold in September 2025 was 21, down -4.55% from 22 from the previous month and 50.0% higher than 14 from September 2024. The September 2025 sales were at its highest 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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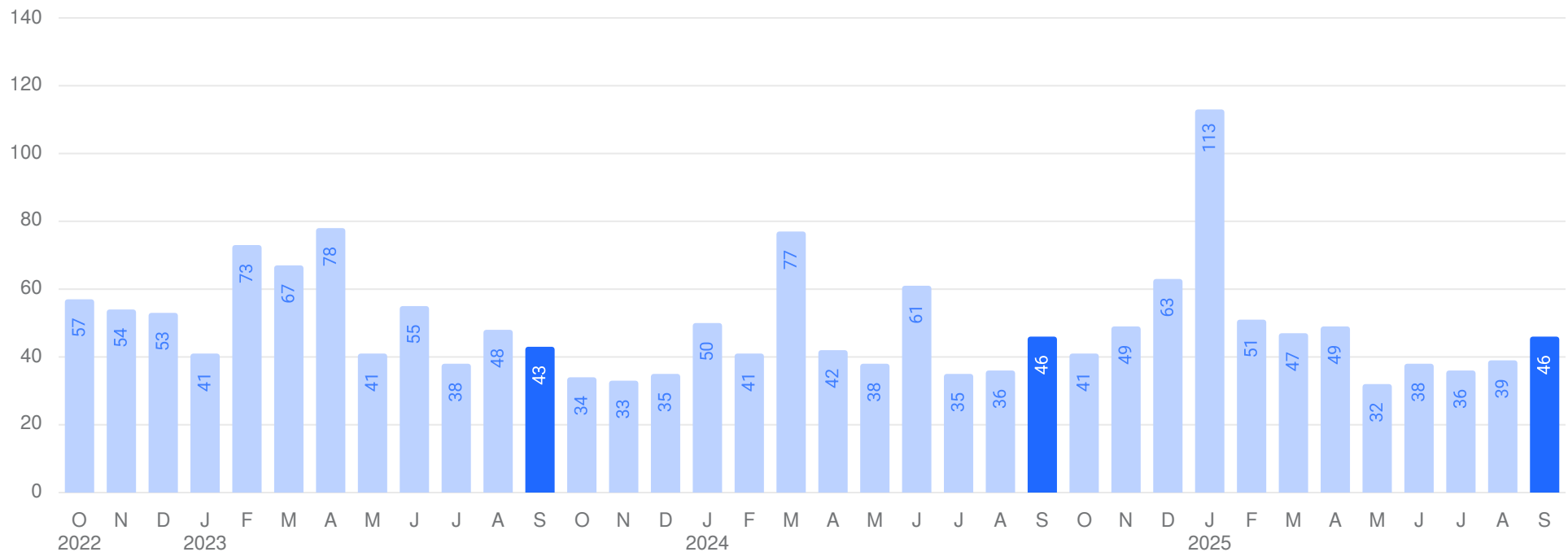
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Average Days on Market

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 46 days, up 17.95% from 39 days from the previous month and equal to 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 \$376, down -11.94% from \$427 from the previous month and 7.12% higher than \$351 from September 2024.





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Inventory & MSI

The number of properties for sale in September 2025 was 23, down -28.12% from 32 from the previous month and -58.18% lower than 55 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 1.1 months was at its lowest level compared with September 2024 and 2023.





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New Listings

The number of new listings in September 2025 was 21, up 110.0% from 10 from the previous month and -22.22% lower than 27 from September 2024. The September 2025 listings were at a mid level compared to September 2024 and 2023.

