

Market Trends Report

December 2025

 Property Type

Single Family

 Date Range

January 2023 - December 2025

 Price Range

\$0 - \$999,999,999

 Location

CITY
Wilton



Judy Michaelis

Broker Lic#: 0750642

CONTACT

-  203-247-5000
-  judy.michaelis@coldwellbankermoves.com
-  judymichaelis.com
-  Coldwell Banker Realty
355 Riverside Ave, Westport, CT 06880
-  203-227-8424

CONNECT WITH ME

-  @judy-michaelis-westport
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-  @judymichaelisrealtor



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Overview

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

Overview	Monthly Trends				
	YTD Avg.	December	November	Sep. - Nov.	Dec. 2024
New Listings	245	6	6	15	3
Average Sales Price per Square Foot	403	403	412	404	360
Average Days on Market	51	35	80	55	63
Number of Properties for Sale	486	24	22	31	23
Average List Price	\$1,503,544	\$1,652,075	\$1,618,491	\$1,493,656	\$1,419,165
Median List Price	\$1,324,917	\$1,597,000	\$1,399,000	\$1,326,000	\$1,285,000
Average Sales Price	\$1,474,642	\$1,418,250	\$1,336,821	\$1,423,694	\$1,319,714
Median Sales Price	\$1,354,375	\$1,330,000	\$1,408,750	\$1,349,583	\$935,000
Sales Price / List Price Ratio	105.99%	107.68%	102.75%	102.83%	101.58%
Number of Properties Sold	207	8	14	19	21
Month's Supply of Inventory	2.91	3	1.57	1.65	1.1
Absorption Rate	0.44	0.33	0.64	0.62	0.91



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Average & Median Sales Price

The median sales price in December 2025 was \$1,330,000, down -5.59% from \$1,408,750 from the previous month and 42.25% higher than \$935,000 from December 2024. The December 2025 median sales price was at its highest level compared to December 2024 and 2023. The average sales price in December 2025 was \$1,418,250, up 6.09% from \$1,336,821 from the previous month and 7.47% higher than \$1,319,714 from December 2024. The December 2025 average sale price was at its highest level compared to December 2024 and 2023.



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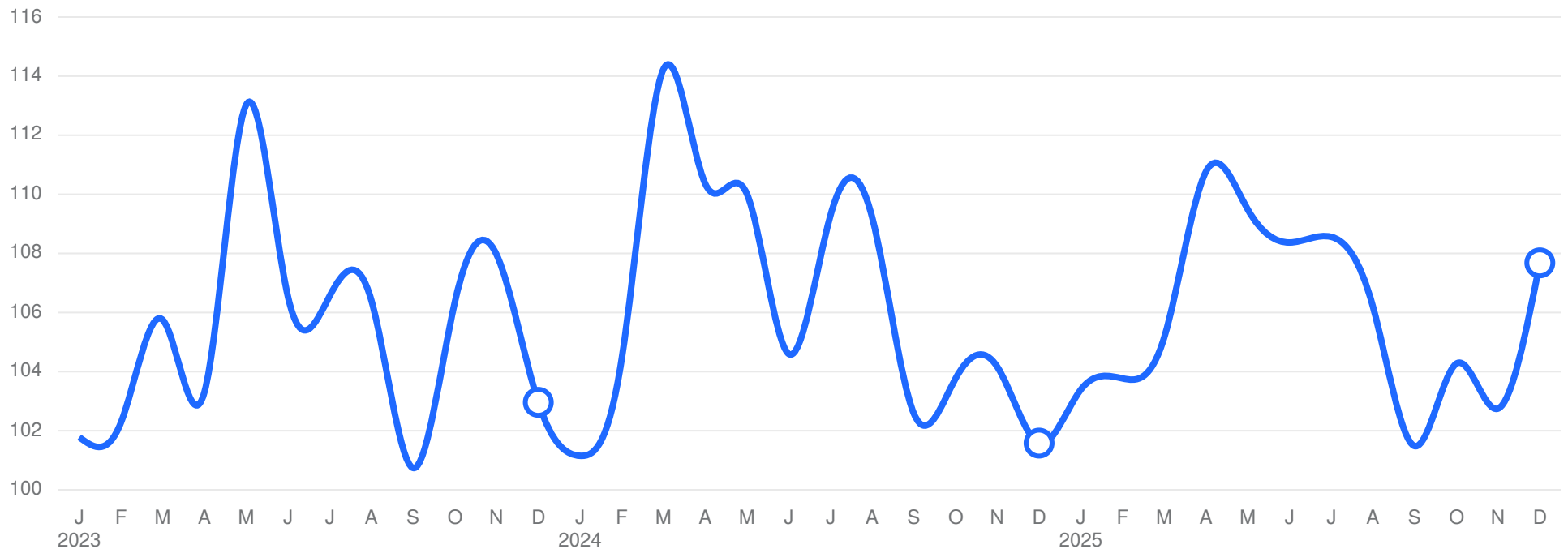
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Sales Price / List Price Ratio

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 December 2025 sales price/list price ratio was 107.68%, up from 102.75% from the previous month and up from 101.58% from December 2024.



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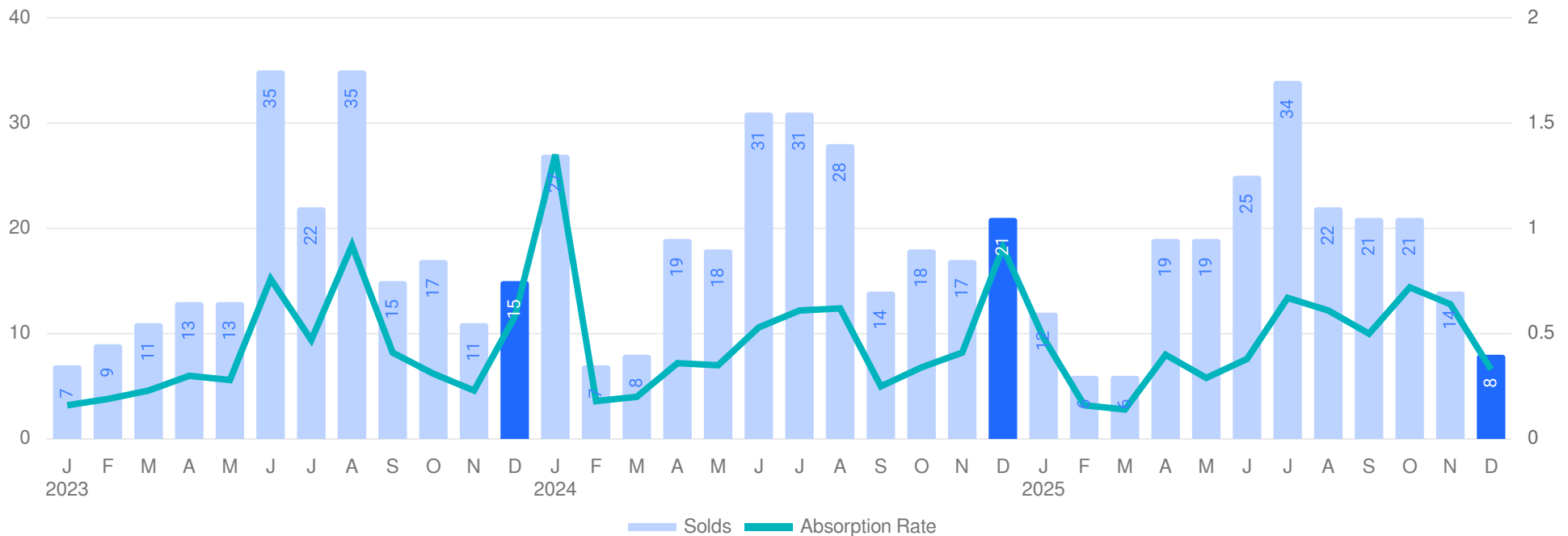
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Number of Properties Sold & Absorption Rate

The number of properties sold in December 2025 was 8, down -42.86% from 14 from the previous month and -61.90% lower than 21 from December 2024. The December 2025 sales were at its lowest level compared to December 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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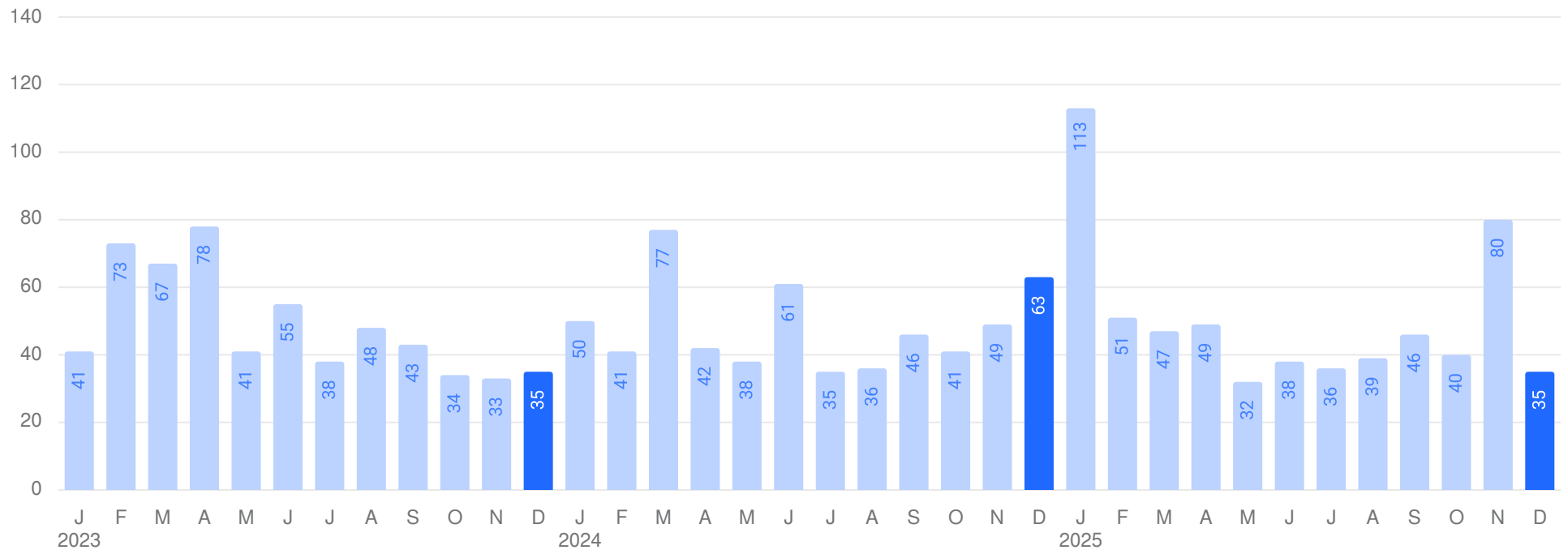
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Average Days on Market

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 December 2025 was 35 days, down -56.25% from 80 days from the previous month and -44.44% lower than 63 days from December 2024. The December 2025 DOM was at its lowest level compared with December 2024 and 2023.



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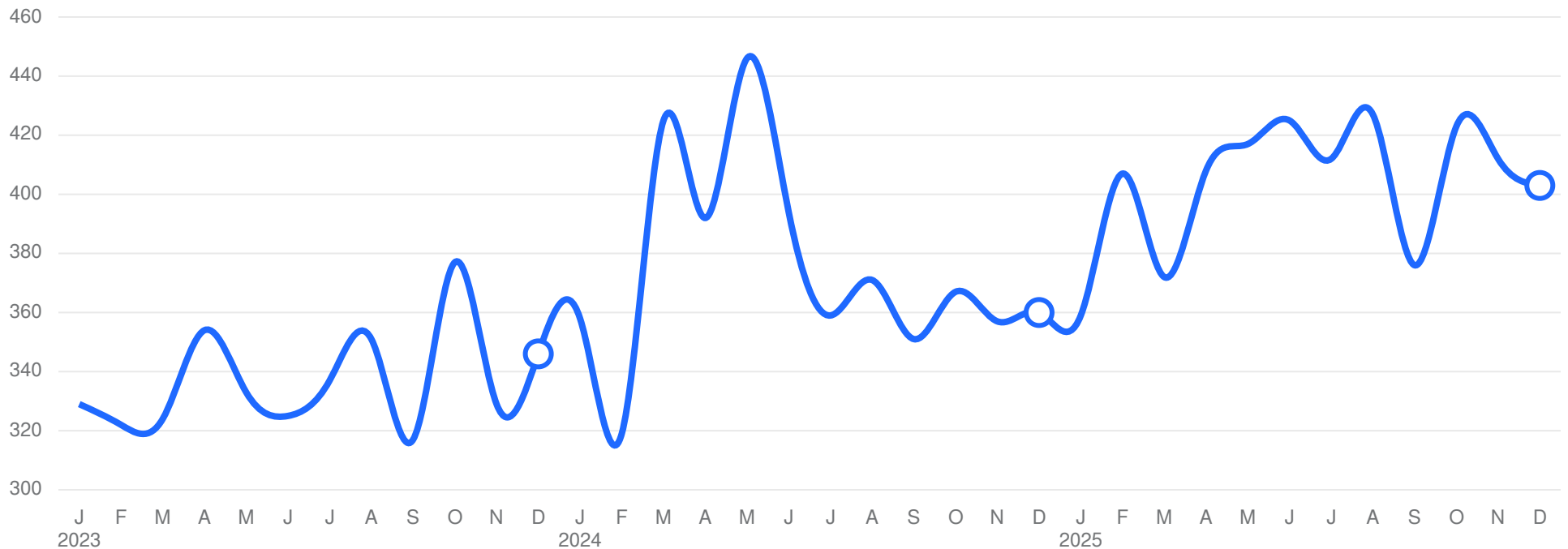
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Average Sales Price per Square Foot

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 December 2025 was \$403, down -2.18% from \$412 from the previous month and 11.94% higher than \$360 from December 2024.



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Inventory & MSI

The number of properties for sale in December 2025 was 24, up 9.09% from 22 from the previous month and 4.35% higher than 23 from December 2024. The December 2025 inventory was at a mid level compared with December 2024 and 2023. A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2025 MSI of 3 months was at its highest level compared with December 2024 and 2023.



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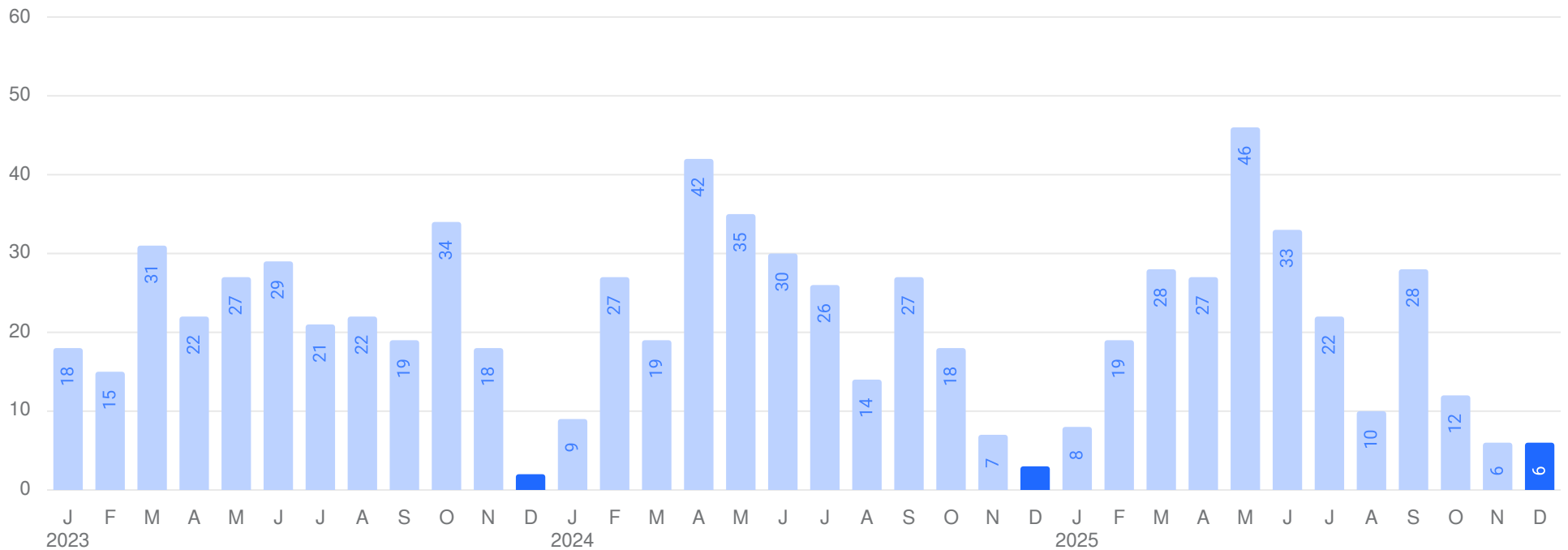
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New Listings

The number of new listings in December 2025 was 6, equal to the previous month and 100% higher than 3 from December 2024. The December 2025 listings were at its highest level compared to December 2024 and 2023.



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