

Market Trends Report

March 2025

 Property Type

Single Family

 Date Range

April 2022 - March 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 March 2025. You will see data comparisons between March and the previous month, the last three months and March 2024.

Overview	Monthly Trends				
	YTD Avg.	March	February	Dec. - Feb.	Mar. 2024
New Listings	51	25	18	10	19
Average Sales Price per Square Foot	379	372	407	375	425
Average Days on Market	70	47	51	76	77
Number of Properties for Sale	83	27	32	26	41
Average List Price	\$1,635,480	\$1,623,511	\$1,631,022	\$1,576,019	\$1,635,871
Median List Price	\$1,413,667	\$1,299,000	\$1,469,500	\$1,428,167	\$1,279,000
Average Sales Price	\$1,601,830	\$2,362,083	\$1,297,783	\$1,254,374	\$1,210,625
Median Sales Price	\$1,364,583	\$1,751,250	\$1,115,000	\$1,092,500	\$1,062,500
Sales Price / List Price Ratio	104.11%	105.16%	103.77%	102.91%	114.24%
Number of Properties Sold	24	6	6	13	8
Month's Supply of Inventory	3.94	4.5	5.33	2.79	5.12
Absorption Rate	0.3	0.22	0.19	0.55	0.2



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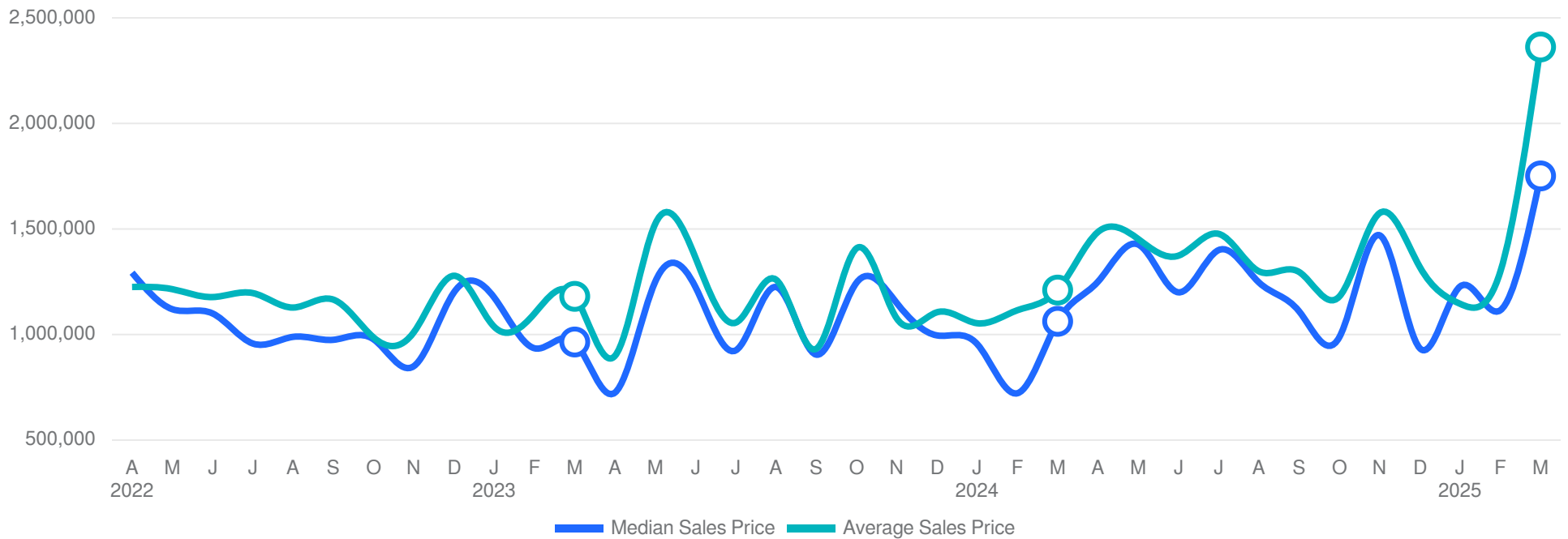
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Average & Median Sales Price

The median sales price in March 2025 was \$1,751,250, up 57.06% from \$1,115,000 from the previous month and 64.82% higher than \$1,062,500 from March 2024. The March 2025 median sales price was at its highest level compared to March 2024 and 2023. The average sales price in March 2025 was \$2,362,083, up 82.01% from \$1,297,783 from the previous month and 95.11% higher than \$1,210,625 from March 2024. The March 2025 average sale price was at its highest level compared to March 2024 and 2023.



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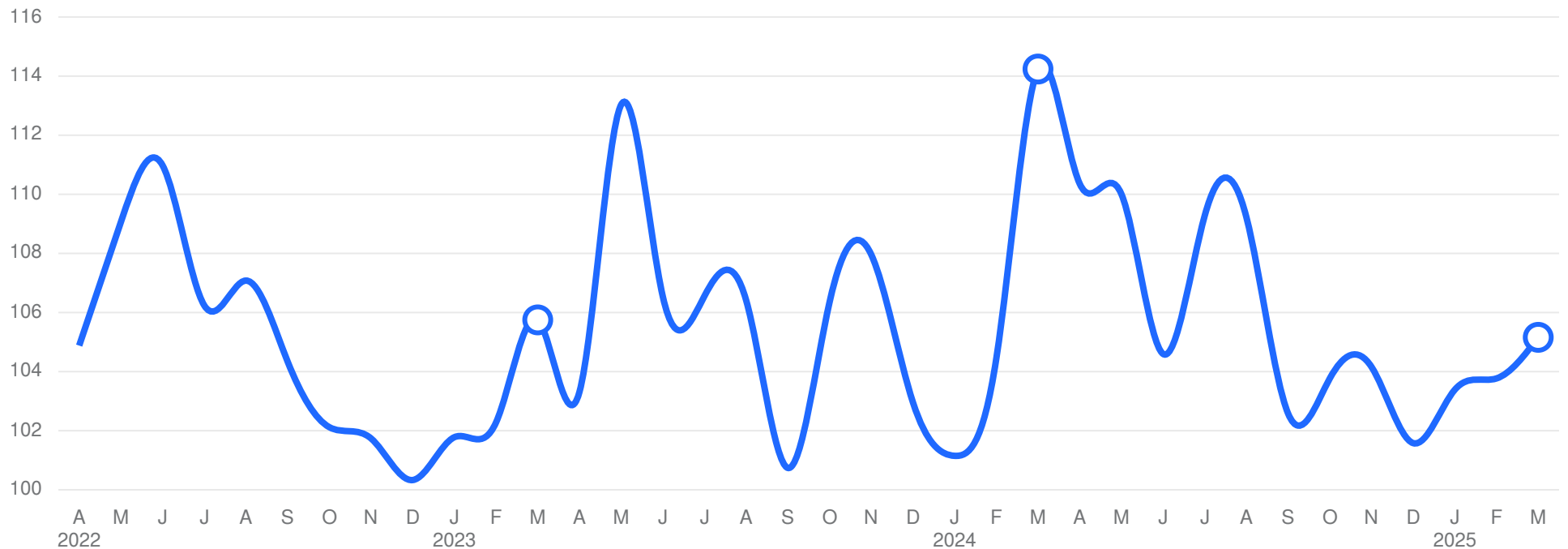
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Sales Price / List Price Ratio

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 March 2025 sales price/list price ratio was 105.16%, up from 103.77% from the previous month and down from 114.24% from March 2024.



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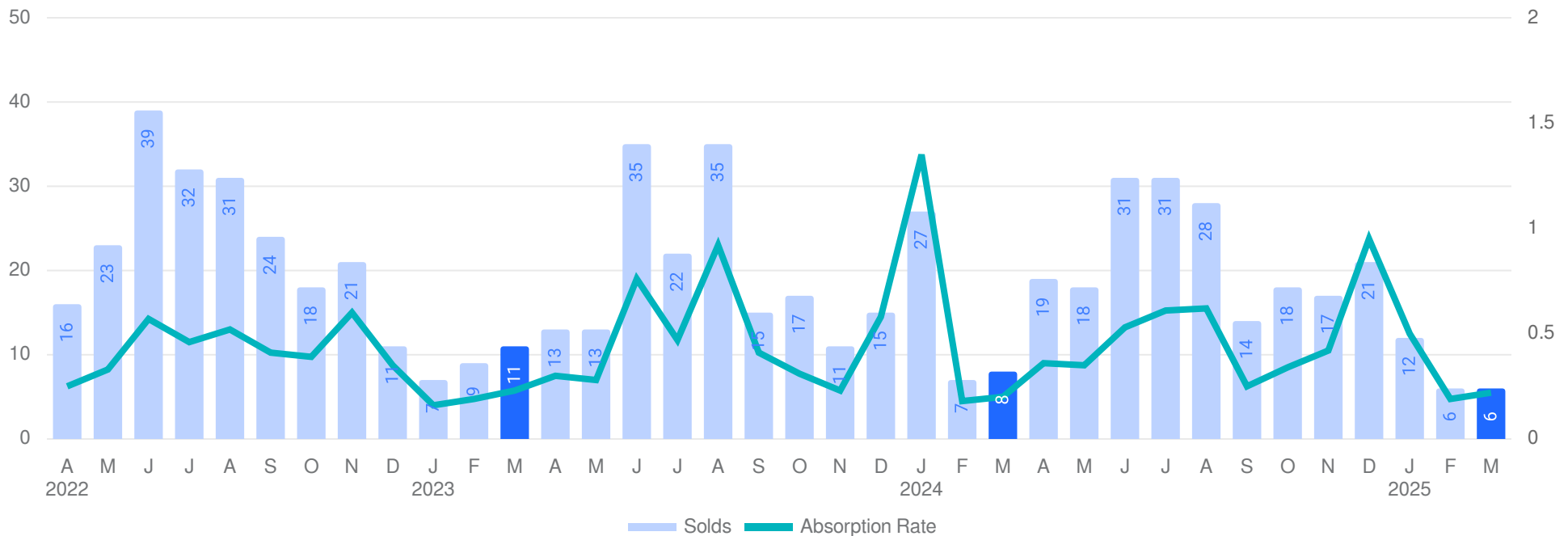
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Number of Properties Sold & Absorption Rate

The number of properties sold in March 2025 was 6, equal to the previous month and -25.00% lower than 8 from March 2024. The March 2025 sales were at its lowest level compared to March 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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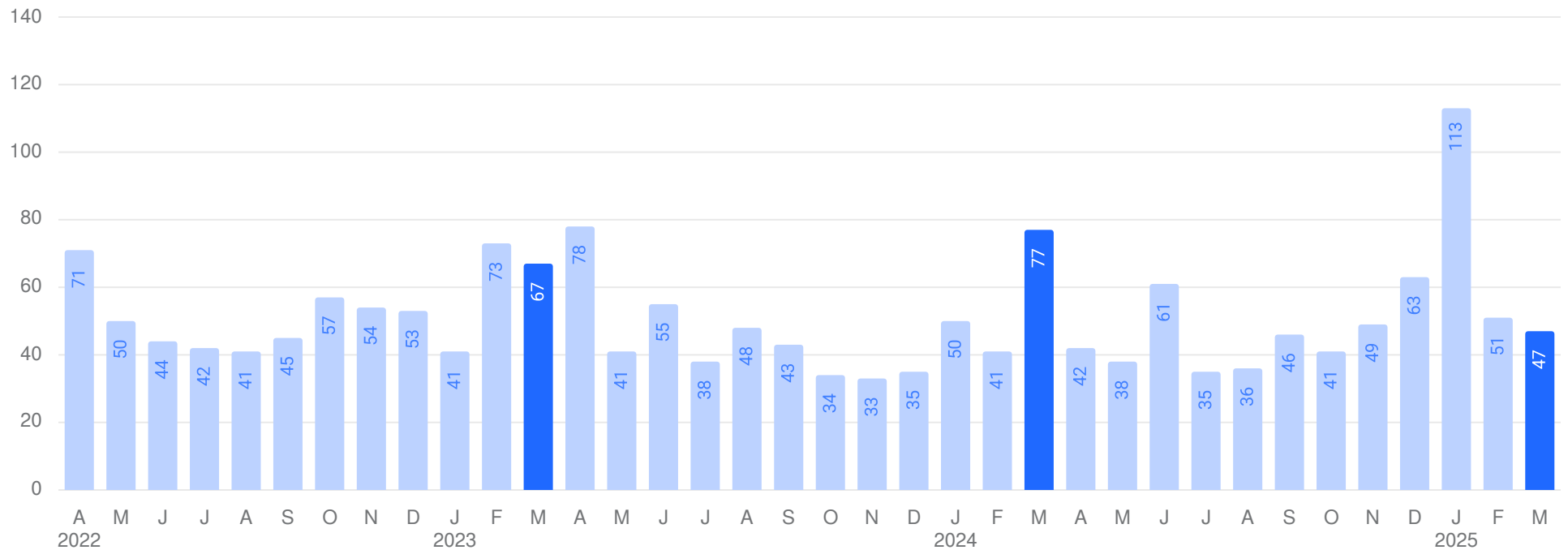
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Average Days on Market

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 March 2025 was 47 days, down -7.84% from 51 days from the previous month and -38.96% lower than 77 days from March 2024. The March 2025 DOM was at its lowest level compared with March 2024 and 2023.



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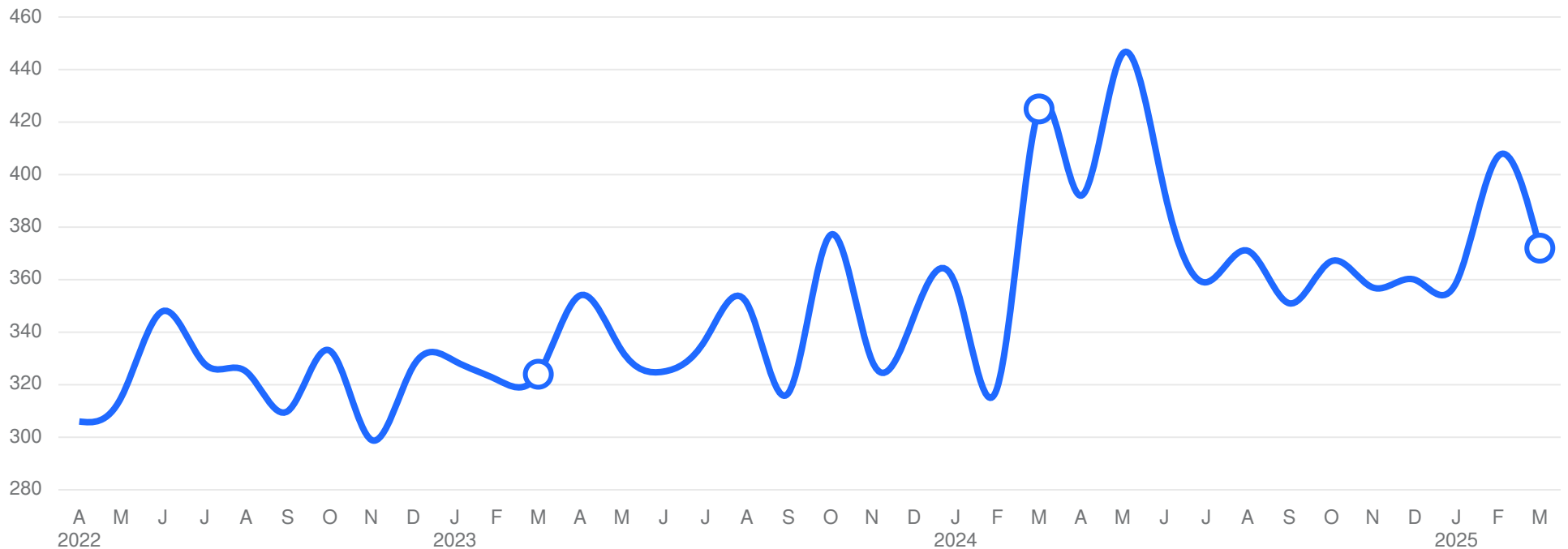
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Average Sales Price per Square Foot

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 March 2025 was \$372, down -8.60% from \$407 from the previous month and -12.47% lower than \$425 from March 2024.



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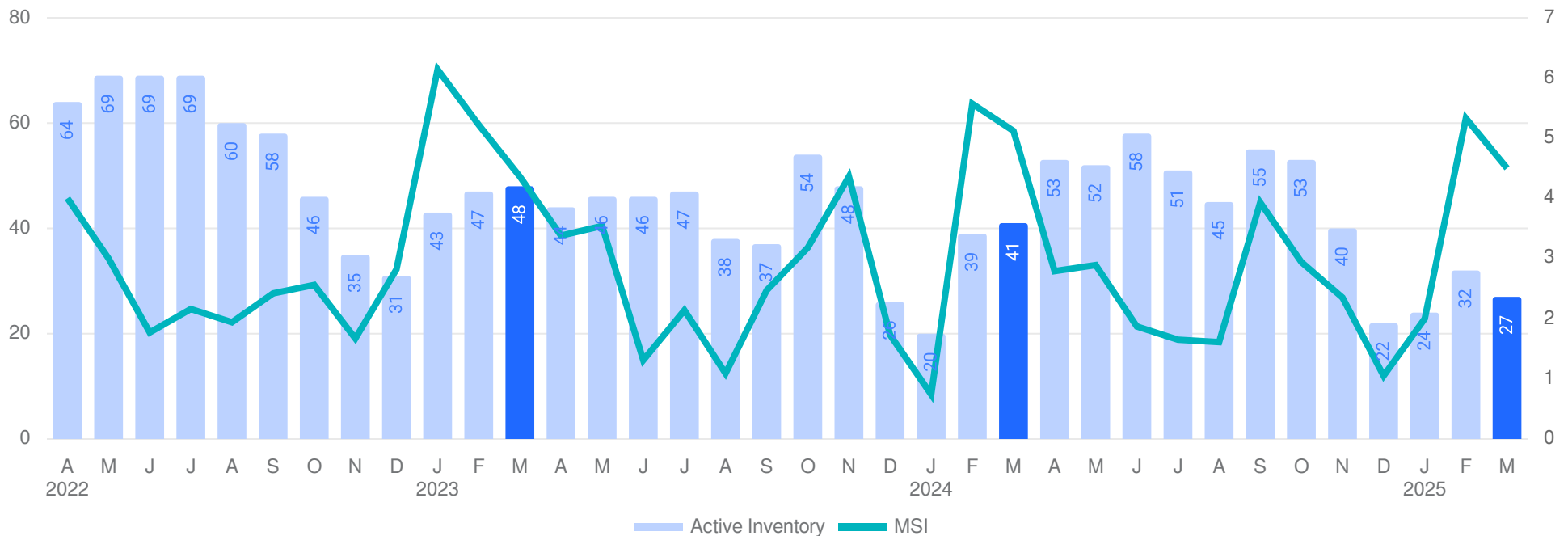
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Inventory & MSI

The number of properties for sale in March 2025 was 27, down -15.62% from 32 from the previous month and -34.15% lower than 41 from March 2024. The March 2025 inventory was at its lowest level compared with March 2024 and 2023. A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2025 MSI of 4.5 months was at a mid level compared with March 2024 and 2023.



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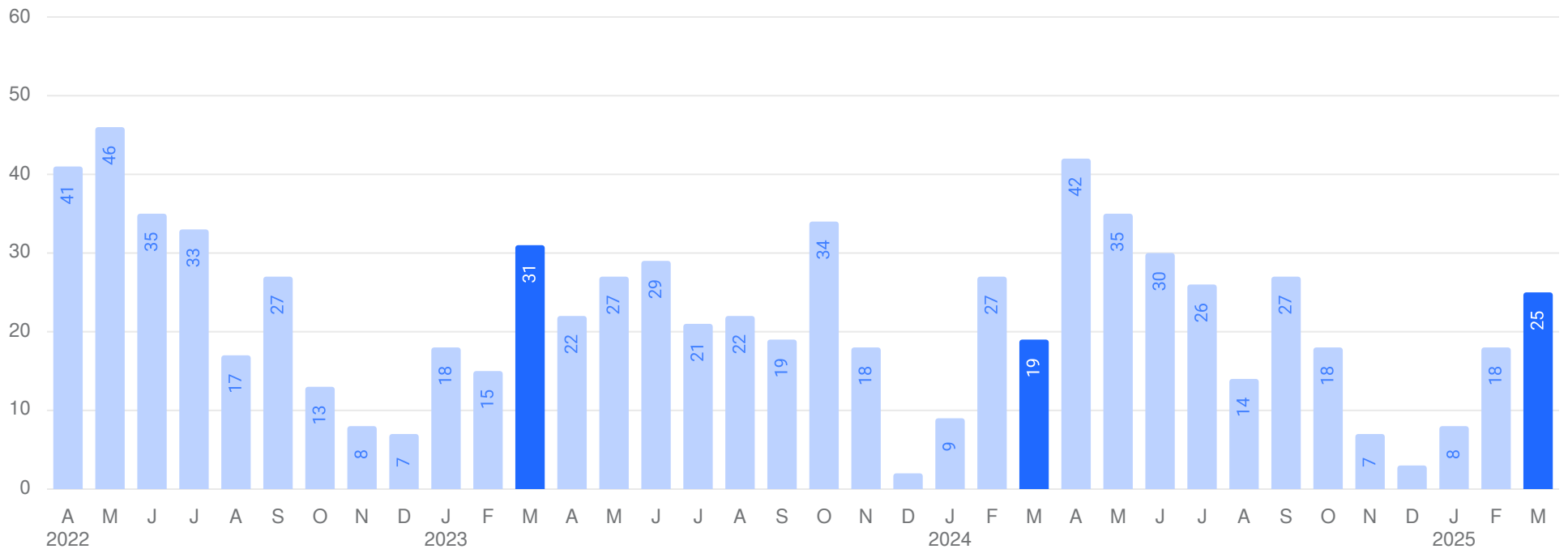
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New Listings

The number of new listings in March 2025 was 25, up 38.89% from 18 from the previous month and 31.58% higher than 19 from March 2024. The March 2025 listings were at a mid level compared to March 2024 and 2023.



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