



INTERPRETING THE MARKET

RIDGEFIELD REAL ESTATE REPORT
2025 YEAR IN REVIEW

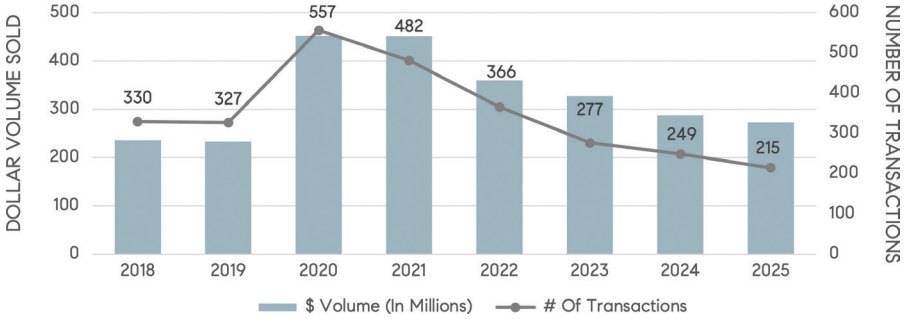
KARLA
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470 Main Street, Ridgefield, CT 06877

Ridgefield Market Snapshot

Ridgefield closed 2025 on a strong note, reinforcing its position as one of Fairfield County's most sought-after residential markets. Home values remained resilient, with stable pricing and sustained demand, particularly in the \$1M+ segment, which accounted for nearly 60% of total unit sales. Persistently limited inventory constrained overall sales volume while preserving seller leverage—a dynamic expected to continue into 2026, as Fairfield County is widely forecasted to be among the nation's most desirable markets.



UNIT SALES VOLUME

Prices remained high even as the number of single family home sales decreased.

+5% Median sales price increased from \$1,050,000 in 2024 to \$1,100,000 in 2025

30 DOM Average days on market remained similar to 2024

-14% Decrease in SFH sales from 249 in 2024 to 215 in 2025

103% List to sales price ratio reflects a competitive market

	MEDIAN SALES PRICE	% CHANGE VS 2025
2025	\$1,100,000	0%
2024	\$1,050,000	+5%
2023	\$1,010,000	+9%
2022	\$870,000	+26%
2021	\$815,000	+35%



In-Town LIST \$750,000 SOLD \$850,000
3 BD | 2 BA | 1,853 SqFt | 1.17 Acres
8 DOM



South LIST \$1,150,000 SOLD 1,255,000
4 BD | 2/2 BA | 3,442 SqFt | 1 Acre
6 DOM

Looking Ahead

Since mid-2020, home values have appreciated significantly, fueled by sustained buyer demand across our local communities-creating highly favorable conditions for sellers. The defining challenge remains a persistent shortage of inventory across all price points, which continues to support strong & stable pricing throughout most market segments. Fairfield County has emerged as an exceptionally desirable destination, offering a sophisticated suburban lifestyle paired with convenient access to NYC. Ridgefield, in particular, continues to thrive, driven by its top-rated schools, vibrant cultural offerings, and appeal to those seeking an active, lifestyle-oriented community. Its dynamic downtown remains a powerful draw for buyers from NYC and beyond. As interest rates trend downward, we anticipate renewed momentum from sellers who have been waiting on the sidelines, while creating expanded opportunities for well-qualified buyers to establish roots in Ridgefield.



South LIST \$1,495,000 SOLD \$1,700,000
5 BD | 3/2 BA | 4,748 SqFt | 1.43 Acres



Farmingville LIST \$1,195,000 SOLD \$1,240,000
5 BD | 3/1 BA | 3,202 SqFt | 1.01 Acres



South LIST \$995,000 SOLD \$1,104,500
4 BD | 3 BA | 2,552 SqFt | 1.28 Acres



In-Town LIST \$635,000 SOLD \$640,000
2 BD | 2/1 BA | 1,456 SqFt | Condo

CONDO SALES

Ridgefield continues to experience a strong demand for Condo living. Whether it is current residents looking to downsize or buyers looking to get a foothold in Ridgefield. It is evident we have a shortage of condominium options as we head into 2026.

+4%

Increase in condo unit sales from 64 in 2024 to 67 in 2025

-2.4%

Median price decreased from \$425,000 in 2024 to \$415,000 in 2025 due to limited inventory

+30%

Average days on market were up from 23 in 2024 to 30 in 2025

Source: Smart-CT-MLS. 1/1/2025 - 12/31/2025

Trends In The Market

Identifying meaningful market trends requires consideration of multiple economic and behavioral factors. Interest rates, consumer confidence, and overall stock market performance continue to play a significant role in shaping buyer and seller activity. While it remains somewhat early to make definitive projections, most major financial institutions and economists anticipate modest interest rate declines extending through 2026, which could provide additional momentum to the housing market.

The most persistent challenge remains the imbalance between supply and demand. Many homeowners are choosing to remain in place, anchored by historically low mortgage rates secured in prior years. However, financial experts increasingly advise that today's strong buyer demand and elevated pricing present an opportunity worth considering—particularly given the option to refinance down the road.

Inventory patterns are also beginning to shift. We are seeing increased sales activity in the \$1M+ segment, which is a result of buyers who most likely started their search in lower Fairfield County and were open to expanding to other towns as they were chasing inventory. The \$1M+ market here in Ridgefield for 2025 represented nearly 60% of overall unit sales versus 21% in 2020. It is fair to say, all price segments continue to experience pronounced supply shortages.

Above all, real estate remains inherently local. Understanding neighborhood-level trends, pricing dynamics, & buyer behavior is essential. Making your next move with a trusted local expert ensures you are positioned to navigate the market with confidence & clarity.

SINGLE FAMILY HOME SALES BY PRICE

PRICE RANGE	2025	2024	2023	2022	2021	2020	2019	2018
Up to \$499,999	5	6	10	25	51	126	89	70
\$500,000 - \$599,999	6	8	17	33	64	81	49	61
\$600,000 - \$699,999	9	18	26	52	60	68	65	63
\$700,000 - \$799,999	19	29	21	48	59	52	42	46
\$800,000 - \$899,999	24	26	39	34	61	80	23	25
\$900,000 - \$999,999	26	28	22	30	37	32	17	17
\$1,000,000 - \$1,249,999	42	50	59	63	70	47	19	23
\$1,250,000 - \$1,499,999	27	36	33	41	36	29	5	15
\$1,500,000 - \$1,749,999	24	26	25	20	18	22	8	5
\$1,750,000 - \$1,999,999	9	5	12	8	7	8	4	2
\$2,000,000 - \$2,999,999	20	15	10	9	15	6	5	2
\$3,000,000+ *	4	2	3	3	4	5	1	0
UNIT SALES BY PRICE	215	249	277	366	482	556	327	329

Source: Smart-CT-MLS. 1/1/2025 - 12/31/2025

The Luxury Market

In 2025, the luxury home market-properties priced above \$1.5 million-outperformed 2024 unit sales by 8%, a trend mirrored across several neighboring towns. Given the discreet nature of this buyer segment, it is essential that luxury listings are presented at the highest level, with homes positioned as turnkey whenever possible. Equally important is gaining access to this exclusive audience through high-level, targeted marketing across multiple platforms designed to reach qualified buyers both locally & beyond. Properties located in and around town continue to be highly sought after, as are estate-style homes offering increased acreage, privacy, & a sense of retreat. As additional luxury inventory is expected to come to market in 2026, current demand suggests this segment will continue to perform well, supported by a discerning yet motivated buyer pool.

27%

Percentage of luxury homes sold as compared to overall sales



Stone Ridge LIST \$1,795,000 SOLD \$2,010,000
4 BD | 2/2 BA | 5,475 SqFt | 1.68 Acres



North Side LIST \$1,950,000 SOLD \$2,600,000
5 BD | 4/2 BA | 4,856 SqFt | 1.76 Acres



In-Town LIST \$2,500,000 SOLD \$2,860,000
5 BD | 6/2 BA | 5,558 SqFt | 1.49 Acres

Source: Smart-CT-MLS. 1/1/2025 - 12/31/2025

30%

Luxury Sales are up nearly 30% since 2021



South LIST \$1,795,000 SOLD \$2,010,000
3 BD | 3 BA | 3,442 SqFt | 5.15 Acres



South LIST \$2,400,000 SOLD \$2,725,000
5 BD | 6/1 BA | 7,361 SqFt | 4.59 Acres



Village LIST \$4,950,000 SOLD \$4,825,000
6 BD | 5/4 BA | 9,410 SqFt | 2.12 Acres

Fairfield County Snapshot

Despite ongoing inventory constraints, Fairfield County continues to attract buyers drawn to its balanced quality of life and exceptional range of amenities. These statistics are indicative of why the Fairfield County market is getting such positive press in terms of one of the top markets to watch in 2026. Both Ridgefield and Wilton experienced a decline in unit sales, largely attributable to limited housing supply. Median prices across all segments rose, reflecting an increasingly competitive purchasing environment.

TOWN	2025 UNIT SALES	2024 UNIT SALES	% CHANGE	2025 MEDIAN SALES PRICE	2024 MEDIAN SALES PRICE	% CHANGE
Darien	224	195	+15%	\$2,420,000	\$1,976,000	+23%
Fairfield	523	524	-0.2%	\$1,000,000	\$864,500	+16%
Greenwich	522	504	+4%	\$3,150,000	\$2,866,300	+10%
New Canaan	212	201	+5.5%	\$2,600,000	\$2,261,000	+15%
Norwalk	464	451	+3%	\$735,000	\$700,000	+5%
Redding	114	114	0%	\$1,025,000	\$875,000	+17%
Ridgefield	215	249	-14%	\$1,100,000	\$1,050,000	+5%
Stamford	621	588	+5%	\$965,000	\$855,750	+13%
Weston	145	135	+7%	\$1,399,000	\$1,350,000	+4%
Westport	297	308	-4%	\$2,300,000	\$2,162,500	+6%
Wilton	206	235	-12%	\$1,350,000	\$1,210,000	+12%



Fairfield LIST \$2,300,000 SOLD \$2,500,000
4 BD | 3 BA | 2,866 SqFt | Condo+



Weston LIST \$2,199,000 SOLD \$2,388,000
6 BD | 5/1 BA | 6,349 SqFt | 2.22 Acres



Wilton LIST \$1,690,000 SOLD \$1,831,000
4 BD | 3/1 BA | 4,017 SqFt | 2 Acres



Fairfield LIST \$699,000 SOLD \$730,000
2 BD | 1/1 BA | 1,510 SqFt | 0.23 Acres

Source: Smart-CT-MLS. 1/1/2025 - 12/31/2025.

*Karla Murtaugh Homes represented the buyer, seller or both for all homes featured in this report

KARLA
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TEAM

Highly Ranked Small Team in Connecticut

RealTrends Verified is the industry's leading real estate performance benchmarking tool, and the only program that independently verifies the performance of all featured brokerages, agents and teams. This data has been meticulously reviewed for accuracy in order to help homebuyers and sellers connect with the nation's top performers, and top performers benchmark their success.



The Karla Murtaugh Homes Team is most grateful to once again be ranked the #1 Team in Ridgefield, Connecticut.

Compass By The Numbers

#1

Brokerage
In Ridgefield

400+

Offices
nationwide

30k+

Agents
nationwide

#1

Brokerage in the US by
sales volume since 2022

Partner With Us

Are you ready for the **Spring Market?** Put our unprecedented market knowledge and dedication to work for you. **Consistently recognized as a top Small Team in CT, Real Trends.** No matter your price point, our team offers the same platinum level of service, and together with COMPASS - we provide a forward-thinking approach to home ownership. We recognize a home is your biggest asset, so whether you're buying or selling, don't settle. Many thanks for making Karla Murtaugh Homes **#1 in Ridgefield** Again.

Contact us today for a private consultation.
203-856-5534 | karla.murtaugh@compass.com

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Please disregard this offer if your property is currently listed with a real estate broker.
It is not our intention to solicit the offerings of other real estate brokers.

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