

# Monthly Indicators

Litchfield County Chapter of GHAR



## October 2025

U.S. existing-home sales climbed 1.5% month-over-month and 4.1% year-over-year, reaching a seasonally adjusted annual rate of 4.06 million units, according to the National Association of REALTORS® (NAR). The increase was partly driven by falling mortgage rates, which recently hit their lowest level in more than a year. Regionally, monthly sales advanced in the Northeast, South, and West, while the Midwest experienced a slight decline.

New Listings increased 4.0 percent for Single Family homes and 58.8 percent for Townhouse/Condo homes. Pending Sales increased 19.6 percent for Single Family homes but decreased 9.5 percent for Townhouse/Condo homes. Inventory increased 7.0 percent for Single Family homes and 28.6 percent for Townhouse/Condo homes.

Median Sales Price increased 0.5 percent to \$387,000 for Single Family homes and 14.3 percent to \$228,500 for Townhouse/Condo homes. Days on Market increased 20.6 percent for Single Family homes and 8.6 percent for Townhouse/Condo homes. Months Supply of Inventory increased 2.6 percent for Single Family homes and 12.0 percent for Townhouse/Condo homes.

Housing inventory edged up 1.3% from the previous month to 1.55 million units, 14.0% higher than the same period last year. This represents a 4.6-month supply at the current sales pace, according to NAR. The median existing-home price grew 2.1% year-over-year to \$415,200, continuing the trend of annual price gains. The Midwest saw the largest year-over-year increase in median sales price, followed by the Northeast and South, while prices remained mostly flat in the West.

## Quick Facts

**+ 1.5%**

Change in  
**Closed Sales**  
All Properties

**+ 4.9%**

Change in  
**Median Sales Price**  
All Properties

**+ 9.2%**

Change in  
**Homes for Sale**  
All Properties

This report covers residential real estate activity in the Litchfield County Chapter of GHAR service area. Percent changes are calculated using rounded figures.

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# Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Single Family properties only.



Key Metrics	Historical Sparkbars	10-2024	10-2025	% Change	YTD 2024	YTD 2025	% Change
<b>New Listings</b>		125	<b>130</b>	+ 4.0%	1,306	<b>1,328</b>	+ 1.7%
<b>Pending Sales</b>		102	<b>122</b>	+ 19.6%	960	<b>967</b>	+ 0.7%
<b>Closed Sales</b>		107	<b>112</b>	+ 4.7%	918	<b>923</b>	+ 0.5%
<b>Days on Market Until Sale</b>		34	<b>41</b>	+ 20.6%	36	<b>40</b>	+ 11.1%
<b>Median Sales Price</b>		\$385,000	<b>\$387,000</b>	+ 0.5%	\$380,000	<b>\$415,000</b>	+ 9.2%
<b>Average Sales Price</b>		\$502,834	<b>\$495,499</b>	- 1.5%	\$522,236	<b>\$540,297</b>	+ 3.5%
<b>Percent of List Price Received</b>		99.6%	<b>98.4%</b>	- 1.2%	100.1%	<b>100.0%</b>	- 0.1%
<b>Housing Affordability Index</b>		105	<b>108</b>	+ 2.9%	107	<b>101</b>	- 5.6%
<b>Inventory of Homes for Sale</b>		359	<b>384</b>	+ 7.0%	—	—	—
<b>Months Supply of Inventory</b>		3.9	<b>4.0</b>	+ 2.6%	—	—	—

# Townhouse/Condo Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Townhouse/Condo properties only.



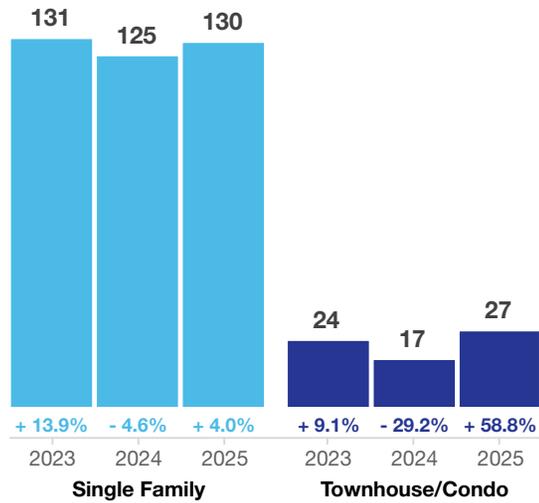
Key Metrics	Historical Sparkbars	10-2024	10-2025	% Change	YTD 2024	YTD 2025	% Change
<b>New Listings</b>		17	<b>27</b>	+ 58.8%	228	<b>267</b>	+ 17.1%
<b>Pending Sales</b>		21	<b>19</b>	- 9.5%	179	<b>205</b>	+ 14.5%
<b>Closed Sales</b>		23	<b>20</b>	- 13.0%	174	<b>202</b>	+ 16.1%
<b>Days on Market Until Sale</b>		35	<b>38</b>	+ 8.6%	35	<b>31</b>	- 11.4%
<b>Median Sales Price</b>		\$200,000	<b>\$228,500</b>	+ 14.3%	\$218,500	<b>\$225,000</b>	+ 3.0%
<b>Average Sales Price</b>		\$247,096	<b>\$297,385</b>	+ 20.4%	\$253,225	<b>\$257,713</b>	+ 1.8%
<b>Percent of List Price Received</b>		98.8%	<b>100.1%</b>	+ 1.3%	102.1%	<b>100.0%</b>	- 2.1%
<b>Housing Affordability Index</b>		202	<b>183</b>	- 9.4%	185	<b>186</b>	+ 0.5%
<b>Inventory of Homes for Sale</b>		42	<b>54</b>	+ 28.6%	—	—	—
<b>Months Supply of Inventory</b>		2.5	<b>2.8</b>	+ 12.0%	—	—	—

# New Listings

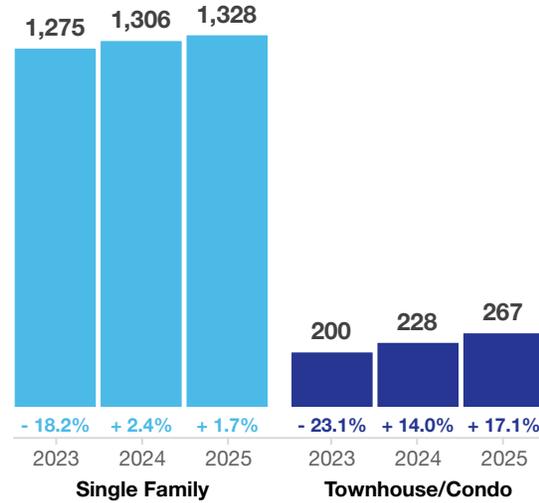
A count of the properties that have been newly listed on the market in a given month.



## October

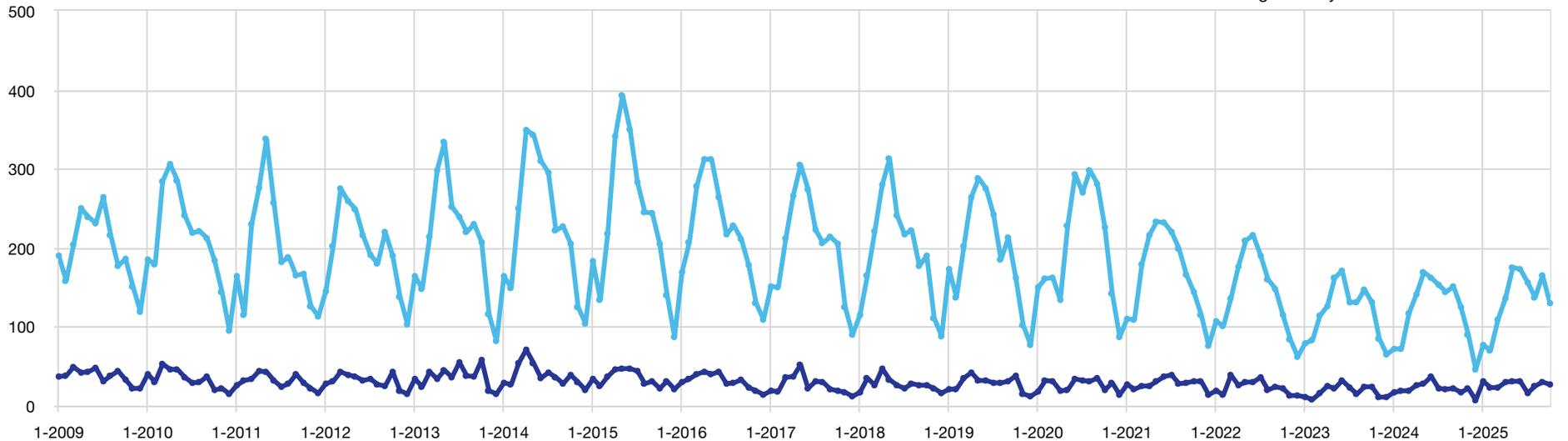


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Nov-2024	90	+ 5.9%	22	+ 100.0%
Dec-2024	46	- 29.2%	7	- 36.4%
Jan-2025	77	+ 6.9%	31	+ 82.4%
Feb-2025	70	- 2.8%	23	+ 21.1%
Mar-2025	109	- 6.8%	23	+ 21.1%
Apr-2025	136	- 3.5%	30	+ 15.4%
May-2025	175	+ 3.6%	31	+ 10.7%
Jun-2025	173	+ 6.8%	31	- 16.2%
Jul-2025	156	+ 2.0%	16	- 27.3%
Aug-2025	137	- 4.9%	25	+ 19.0%
Sep-2025	165	+ 9.3%	30	+ 36.4%
<b>Oct-2025</b>	<b>130</b>	<b>+ 4.0%</b>	<b>27</b>	<b>+ 58.8%</b>
12-Month Avg	122	+ 0.8%	25	+ 19.0%

## Historical New Listings by Month

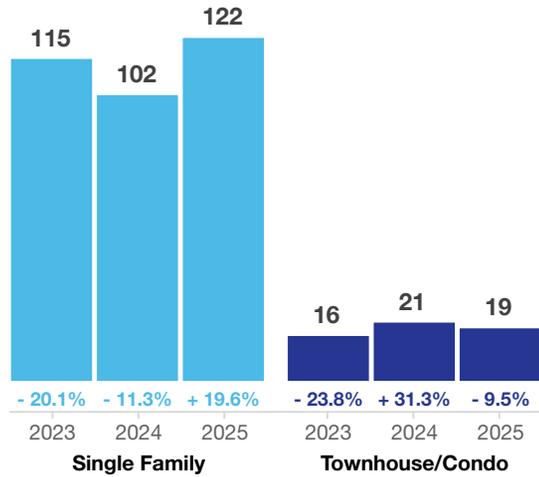


# Pending Sales

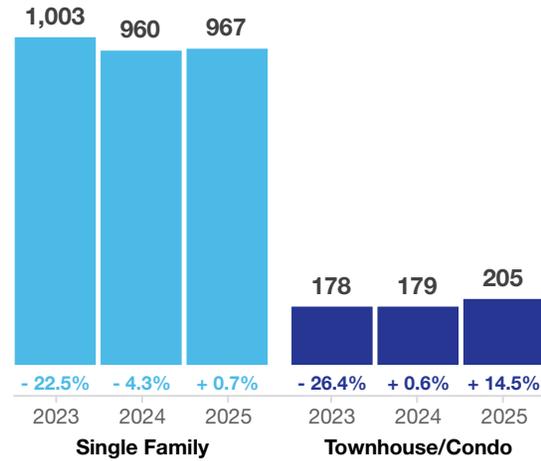
A count of the properties on which offers have been accepted in a given month.



## October

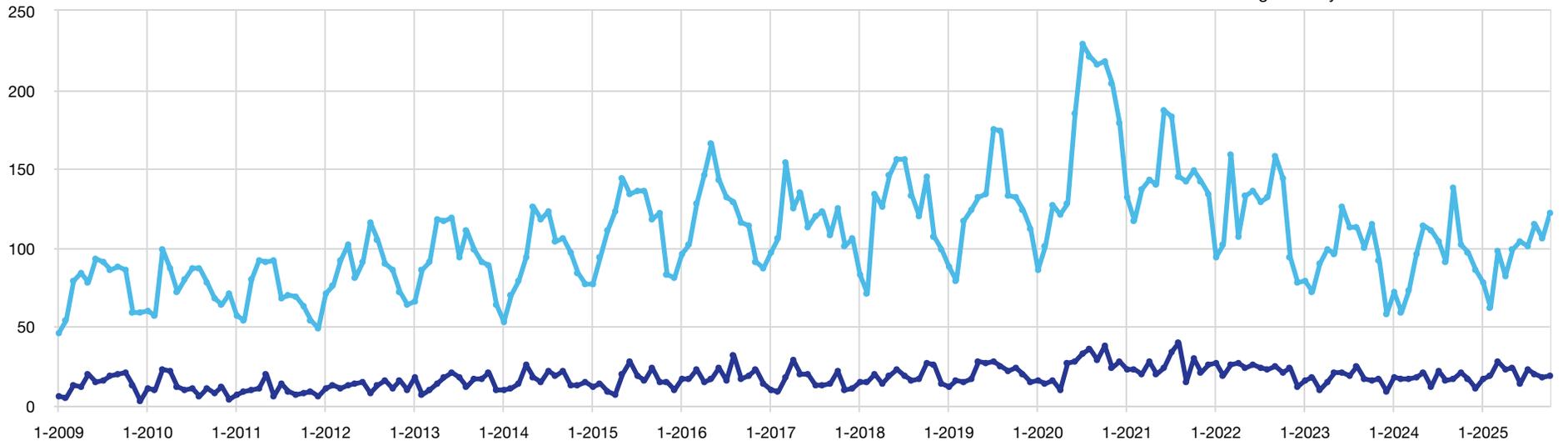


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Nov-2024	97	+ 5.4%	17	0.0%
Dec-2024	86	+ 48.3%	11	+ 22.2%
Jan-2025	78	+ 8.3%	17	- 5.6%
Feb-2025	62	+ 5.1%	19	+ 11.8%
Mar-2025	98	+ 34.2%	28	+ 64.7%
Apr-2025	82	- 14.6%	23	+ 27.8%
May-2025	99	- 13.2%	24	+ 14.3%
Jun-2025	104	- 6.3%	14	+ 16.7%
Jul-2025	101	- 2.9%	23	+ 4.5%
Aug-2025	115	+ 26.4%	20	+ 25.0%
Sep-2025	106	- 23.2%	18	+ 5.9%
<b>Oct-2025</b>	<b>122</b>	<b>+ 19.6%</b>	<b>19</b>	<b>- 9.5%</b>
12-Month Avg	96	+ 3.2%	19	+ 11.8%

## Historical Pending Sales by Month

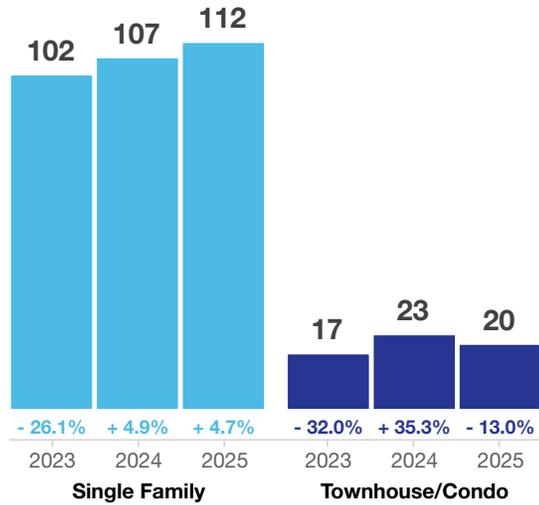


# Closed Sales

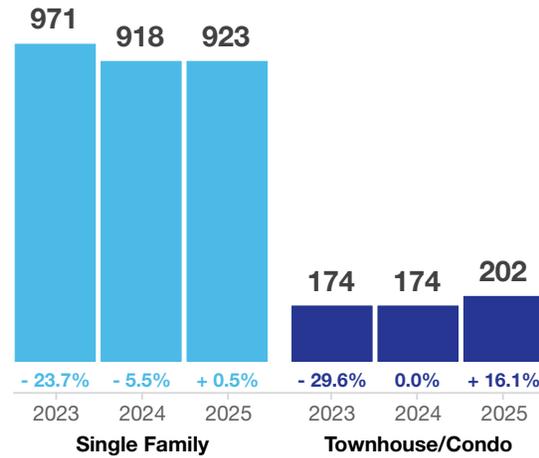
A count of the actual sales that closed in a given month.



## October

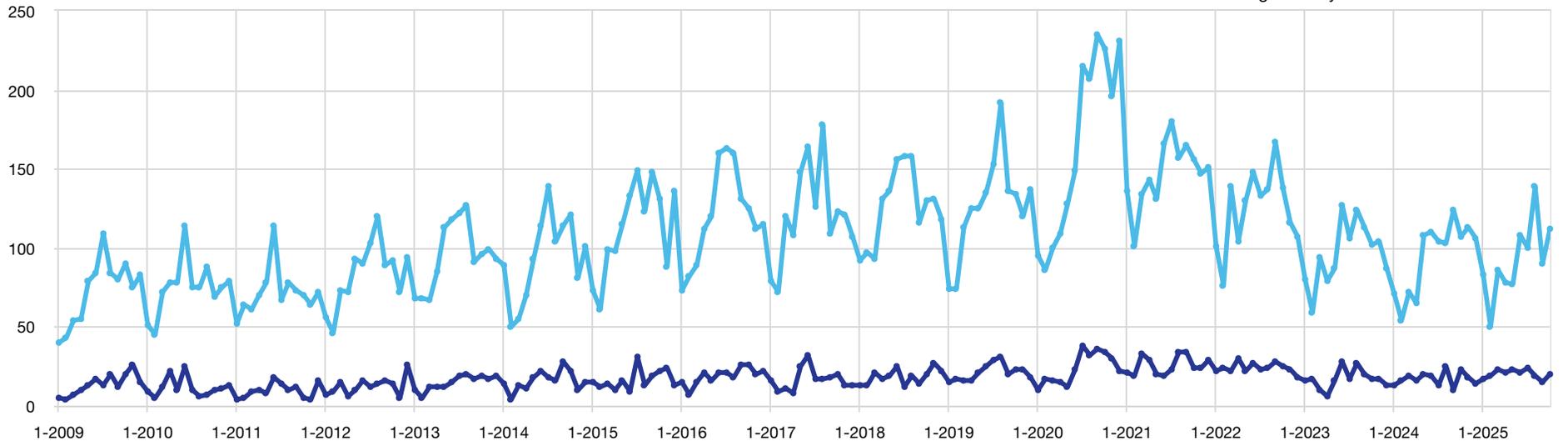


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Nov-2024	113	+ 8.7%	18	+ 5.9%
Dec-2024	106	+ 21.8%	14	+ 7.7%
Jan-2025	83	+ 16.9%	17	+ 30.8%
Feb-2025	50	- 7.4%	19	+ 18.8%
Mar-2025	86	+ 19.4%	23	+ 21.1%
Apr-2025	78	+ 20.0%	21	+ 31.3%
May-2025	77	- 28.7%	23	+ 15.0%
Jun-2025	108	- 1.8%	21	+ 10.5%
Jul-2025	100	- 3.8%	24	+ 84.6%
Aug-2025	139	+ 35.0%	19	- 24.0%
Sep-2025	90	- 27.4%	15	+ 50.0%
<b>Oct-2025</b>	<b>112</b>	<b>+ 4.7%</b>	<b>20</b>	<b>- 13.0%</b>
12-Month Avg	95	+ 3.3%	20	+ 17.6%

## Historical Closed Sales by Month

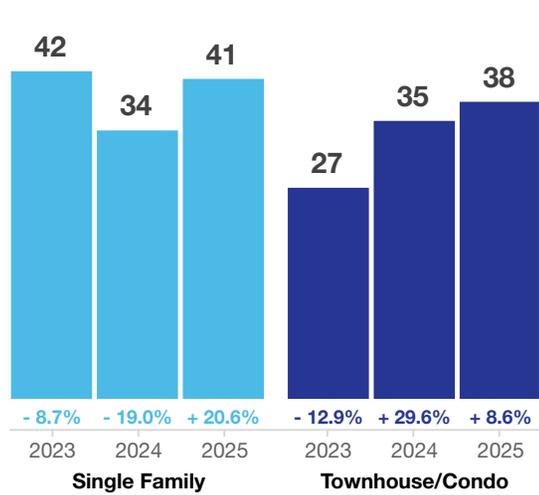


# Days on Market Until Sale

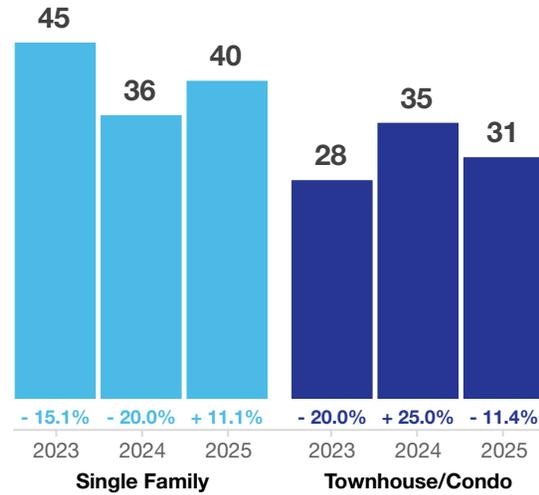
Average number of days between when a property is listed and when an offer is accepted in a given month.



## October



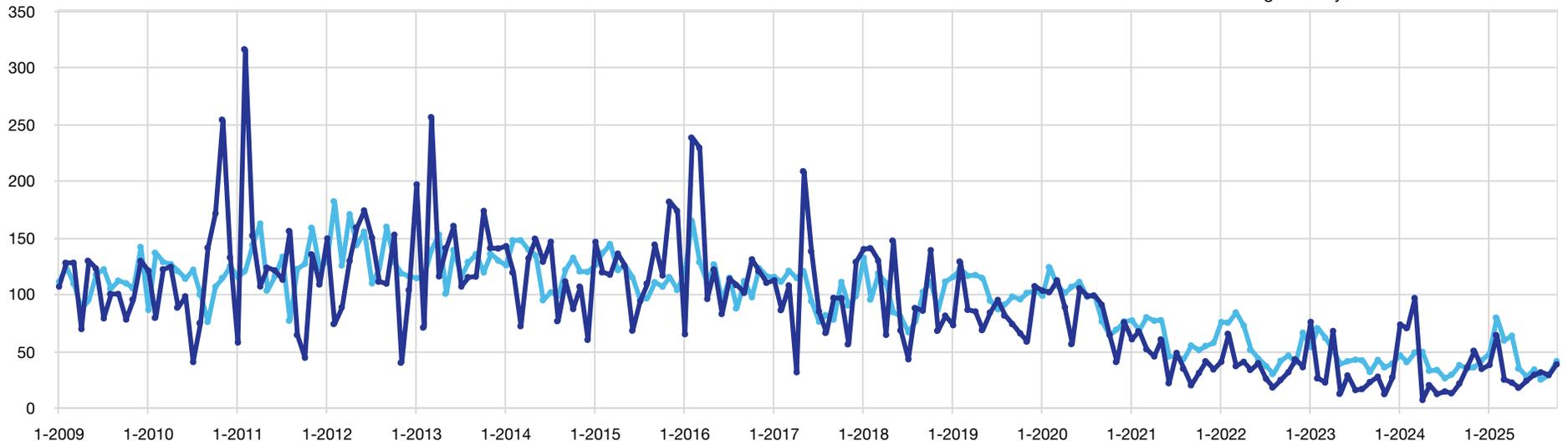
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Nov-2024	35	0.0%	50	+316.7%
Dec-2024	42	+7.7%	34	+30.8%
Jan-2025	47	+2.2%	37	-49.3%
Feb-2025	79	+97.5%	64	-8.6%
Mar-2025	59	+22.9%	24	-75.0%
Apr-2025	63	+28.6%	22	+214.3%
May-2025	34	+6.3%	17	-15.0%
Jun-2025	27	-18.2%	23	+91.7%
Jul-2025	33	+26.9%	29	+107.1%
Aug-2025	24	-17.2%	31	+158.3%
Sep-2025	29	-21.6%	28	+33.3%
<b>Oct-2025</b>	<b>41</b>	<b>+20.6%</b>	<b>38</b>	<b>+8.6%</b>
12-Month Avg*	40	+10.6%	32	-0.9%

\* Days on Market for all properties from November 2024 through October 2025. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

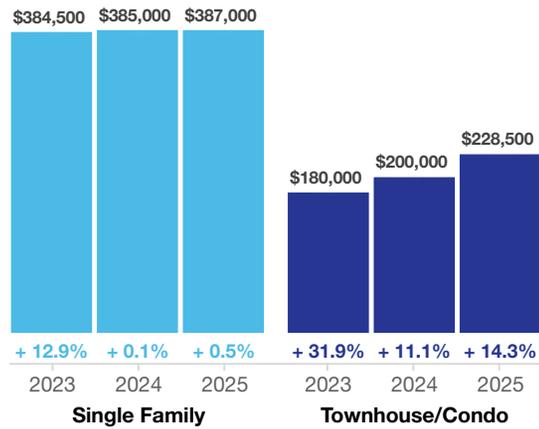


# Median Sales Price

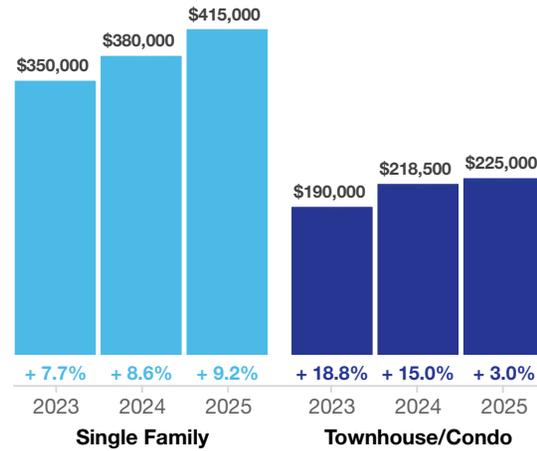
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## October



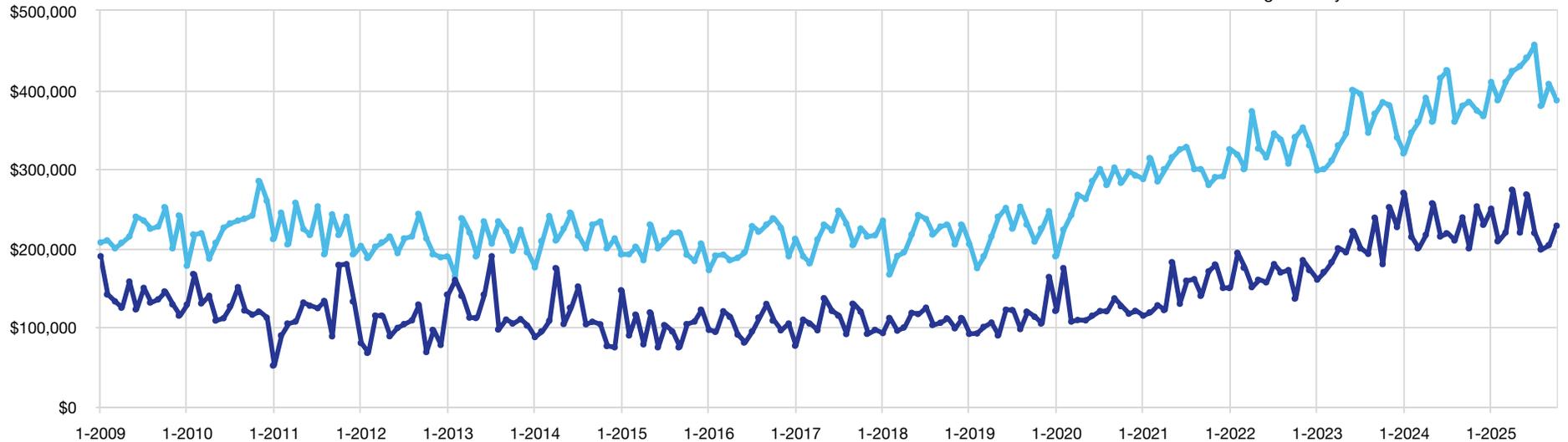
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Nov-2024	\$374,000	- 1.8%	\$252,950	+ 0.4%
Dec-2024	\$367,000	+ 7.9%	\$229,750	+ 1.3%
Jan-2025	\$410,000	+ 28.2%	\$250,000	- 7.4%
Feb-2025	\$387,000	+ 11.8%	\$209,000	- 2.6%
Mar-2025	\$410,000	+ 13.9%	\$220,000	+ 10.0%
Apr-2025	\$424,000	+ 8.7%	\$274,000	+ 26.3%
May-2025	\$430,000	+ 19.4%	\$220,000	- 14.3%
Jun-2025	\$440,778	+ 6.2%	\$268,000	+ 24.7%
Jul-2025	\$457,000	+ 7.5%	\$219,500	+ 0.2%
Aug-2025	\$380,000	+ 5.6%	\$198,600	- 5.4%
Sep-2025	\$407,500	+ 7.2%	\$204,000	- 14.6%
<b>Oct-2025</b>	<b>\$387,000</b>	<b>+ 0.5%</b>	<b>\$228,500</b>	<b>+ 14.3%</b>
12-Month Avg*	\$405,000	+ 8.0%	\$225,788	+ 2.9%

\* Median Sales Price for all properties from November 2024 through October 2025. This is not the average of the individual figures above.

## Historical Median Sales Price by Month

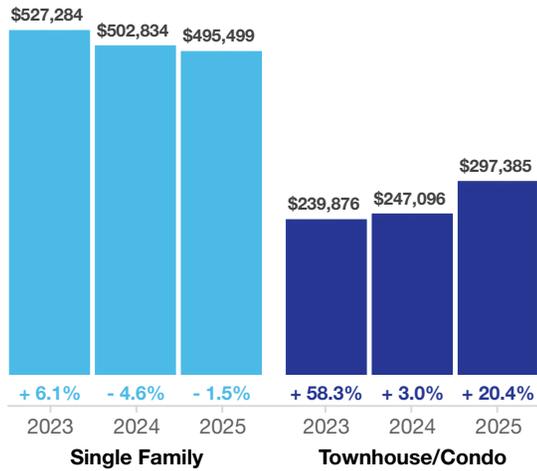


# Average Sales Price

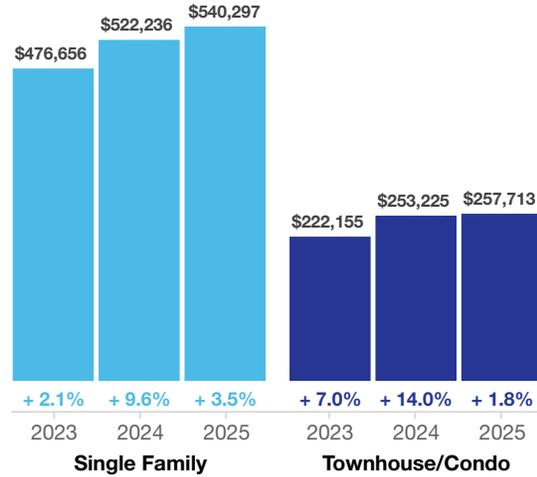
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## October



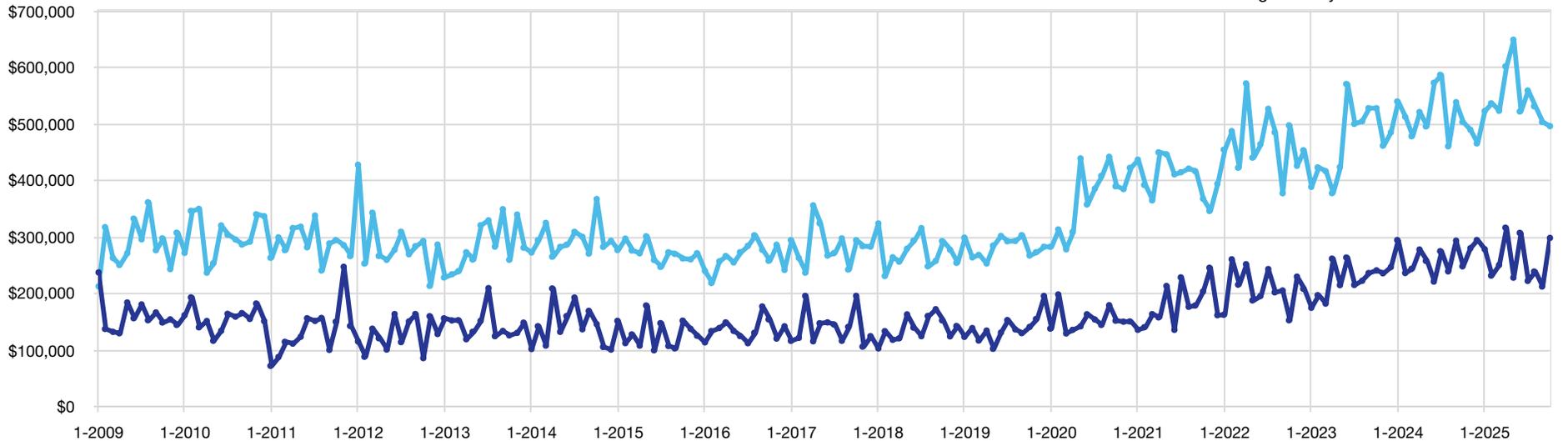
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Nov-2024	\$489,150	+ 6.1%	\$279,206	+ 18.9%
Dec-2024	\$464,889	- 4.0%	\$293,643	+ 19.5%
Jan-2025	\$522,341	- 3.1%	\$277,324	- 5.5%
Feb-2025	\$535,968	+ 4.7%	\$230,639	- 2.0%
Mar-2025	\$522,719	+ 9.4%	\$249,387	+ 2.7%
Apr-2025	\$601,446	+ 15.6%	\$315,543	+ 14.0%
May-2025	\$648,713	+ 31.0%	\$226,977	- 11.6%
Jun-2025	\$521,526	- 8.9%	\$306,329	+ 39.2%
Jul-2025	\$558,658	- 4.7%	\$221,219	- 19.2%
Aug-2025	\$530,704	+ 15.4%	\$237,861	- 0.1%
Sep-2025	\$502,998	- 6.5%	\$211,293	- 27.8%
<b>Oct-2025</b>	<b>\$495,499</b>	<b>- 1.5%</b>	<b>\$297,385</b>	<b>+ 20.4%</b>
12-Month Avg*	\$528,237	+ 2.9%	\$261,516	+ 4.1%

\* Avg. Sales Price for all properties from November 2024 through October 2025. This is not the average of the individual figures above.

## Historical Average Sales Price by Month

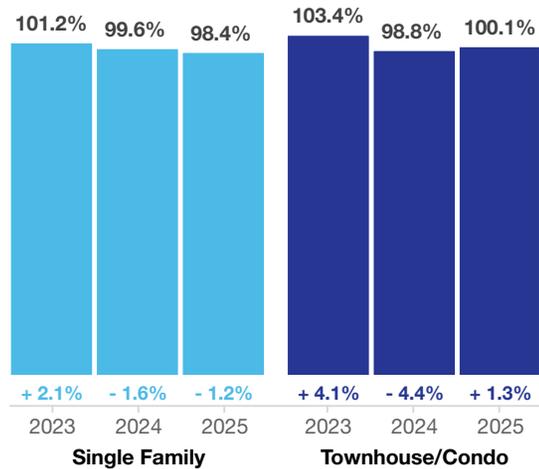


# Percent of List Price Received

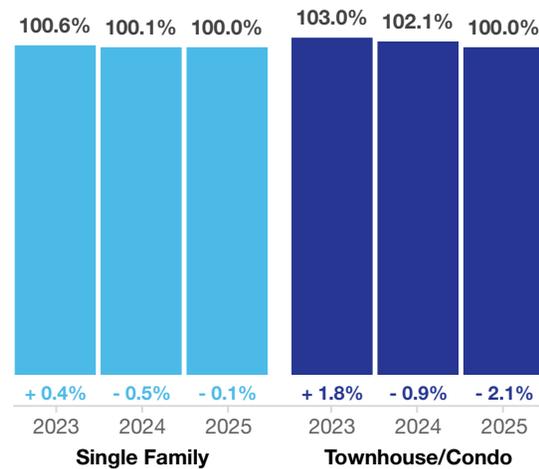
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## October



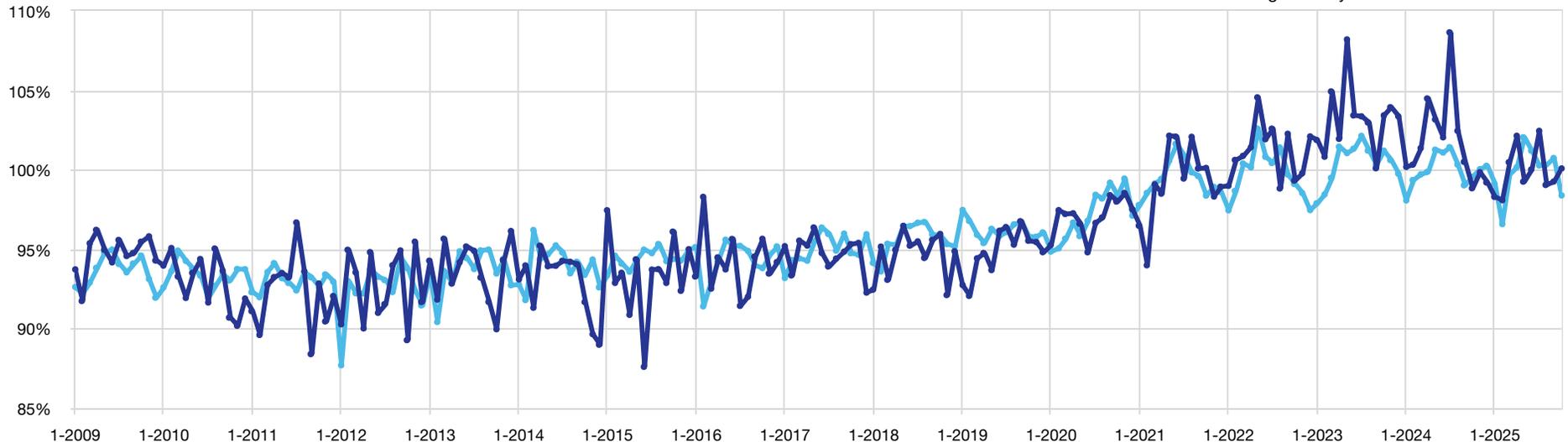
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Nov-2024	100.0%	- 0.6%	99.8%	- 3.9%
Dec-2024	100.2%	+ 0.4%	99.2%	- 4.1%
Jan-2025	99.1%	+ 1.0%	98.3%	- 1.9%
Feb-2025	96.6%	- 2.8%	98.1%	- 2.2%
Mar-2025	99.7%	0.0%	100.5%	- 0.9%
Apr-2025	100.2%	+ 0.3%	102.1%	- 2.3%
May-2025	102.0%	+ 0.7%	99.3%	- 3.8%
Jun-2025	101.2%	+ 0.1%	100.0%	- 2.0%
Jul-2025	100.3%	- 1.1%	102.4%	- 5.7%
Aug-2025	100.3%	0.0%	99.0%	- 3.4%
Sep-2025	100.7%	+ 1.7%	99.3%	- 1.2%
<b>Oct-2025</b>	<b>98.4%</b>	<b>- 1.2%</b>	<b>100.1%</b>	<b>+ 1.3%</b>
12-Month Avg*	100.0%	- 0.1%	100.0%	- 2.3%

\* Pct. of List Price Received for all properties from November 2024 through October 2025. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

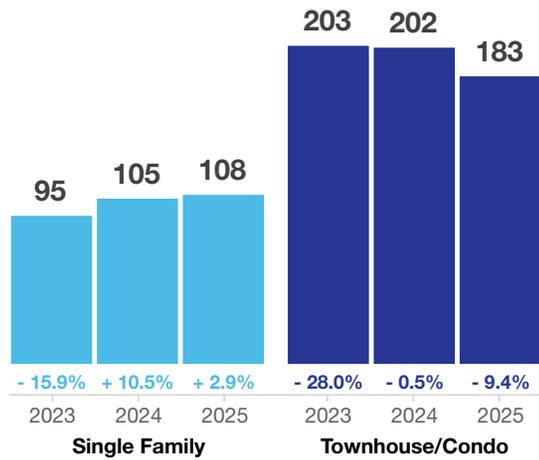


# Housing Affordability Index

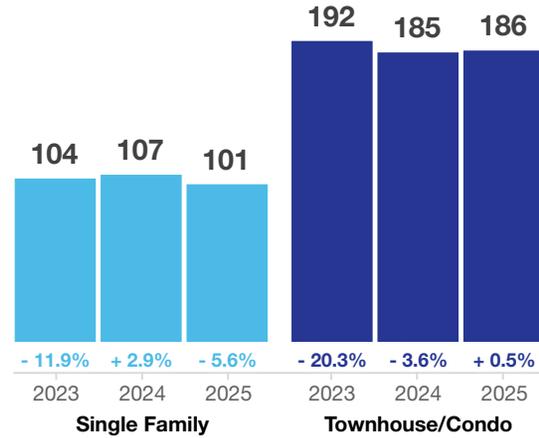
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## October

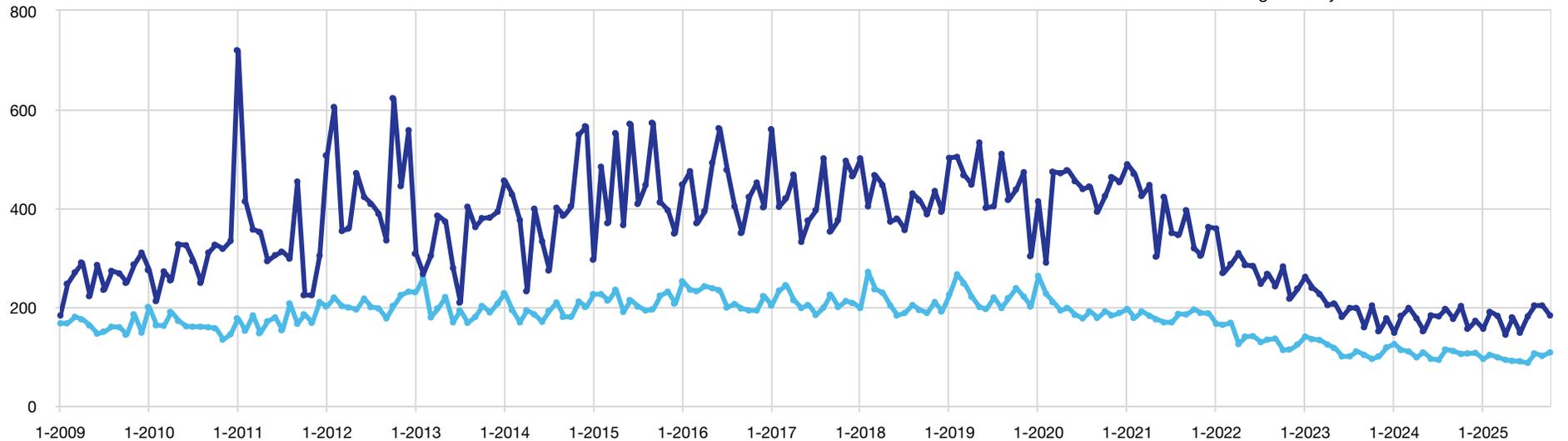


## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Nov-2024	106	+ 6.0%	156	+ 3.3%
Dec-2024	107	- 9.3%	172	- 2.8%
Jan-2025	95	- 24.0%	156	+ 5.4%
Feb-2025	103	- 8.8%	190	+ 4.4%
Mar-2025	98	- 10.9%	182	- 8.1%
Apr-2025	93	- 5.1%	144	- 18.6%
May-2025	91	- 15.7%	179	+ 18.5%
Jun-2025	90	- 5.3%	148	- 19.1%
Jul-2025	87	- 6.5%	181	0.0%
Aug-2025	106	- 7.0%	203	+ 3.6%
Sep-2025	101	- 9.0%	203	+ 15.3%
<b>Oct-2025</b>	<b>108</b>	<b>+ 2.9%</b>	<b>183</b>	<b>- 9.4%</b>
12-Month Avg	99	- 8.3%	175	- 1.1%

## Historical Housing Affordability Index by Month

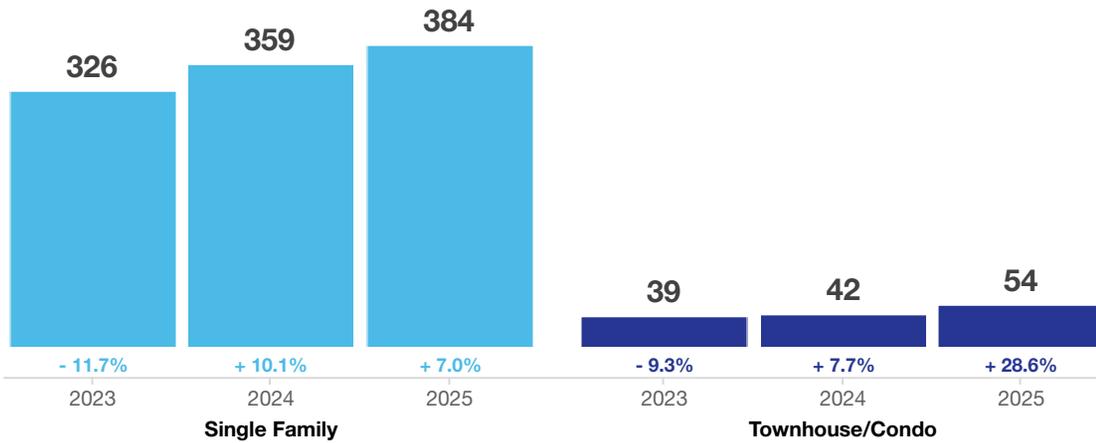


# Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

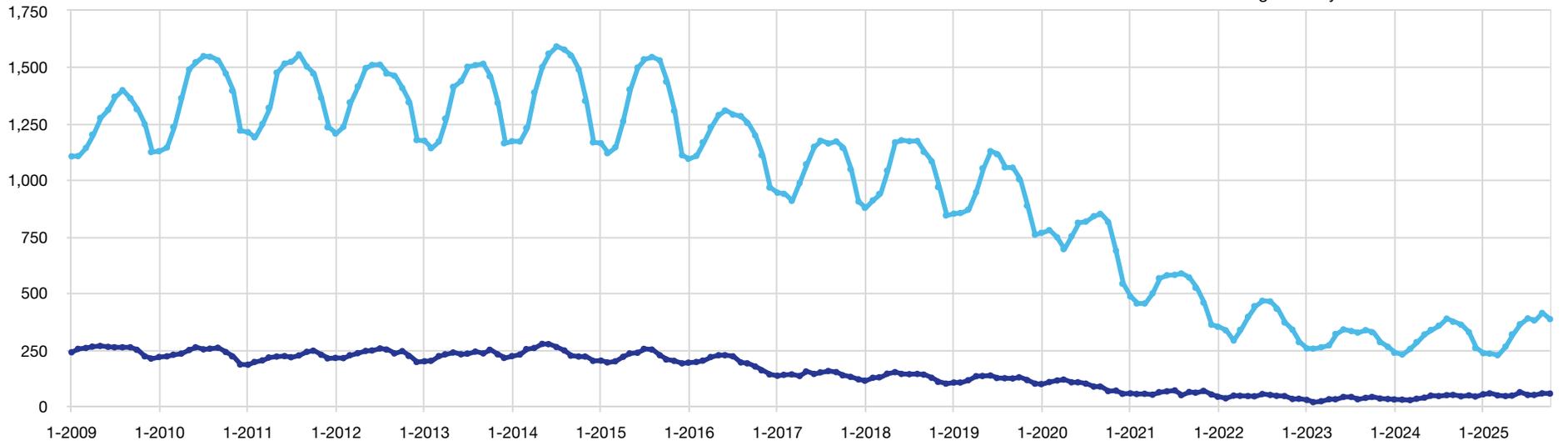


## October



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Nov-2024	326	+ 15.6%	46	+ 43.8%
Dec-2024	256	- 1.9%	41	+ 36.7%
Jan-2025	233	- 0.9%	51	+ 82.1%
Feb-2025	231	+ 1.8%	55	+ 103.7%
Mar-2025	224	- 11.1%	46	+ 84.0%
Apr-2025	262	- 7.1%	43	+ 38.7%
May-2025	316	0.0%	45	+ 25.0%
Jun-2025	361	+ 7.4%	60	+ 33.3%
Jul-2025	387	+ 9.0%	48	+ 11.6%
Aug-2025	378	- 2.1%	48	+ 2.1%
Sep-2025	411	+ 10.5%	55	+ 14.6%
<b>Oct-2025</b>	<b>384</b>	<b>+ 7.0%</b>	<b>54</b>	<b>+ 28.6%</b>
12-Month Avg	314	+ 3.0%	49	+ 36.1%

## Historical Inventory of Homes for Sale by Month

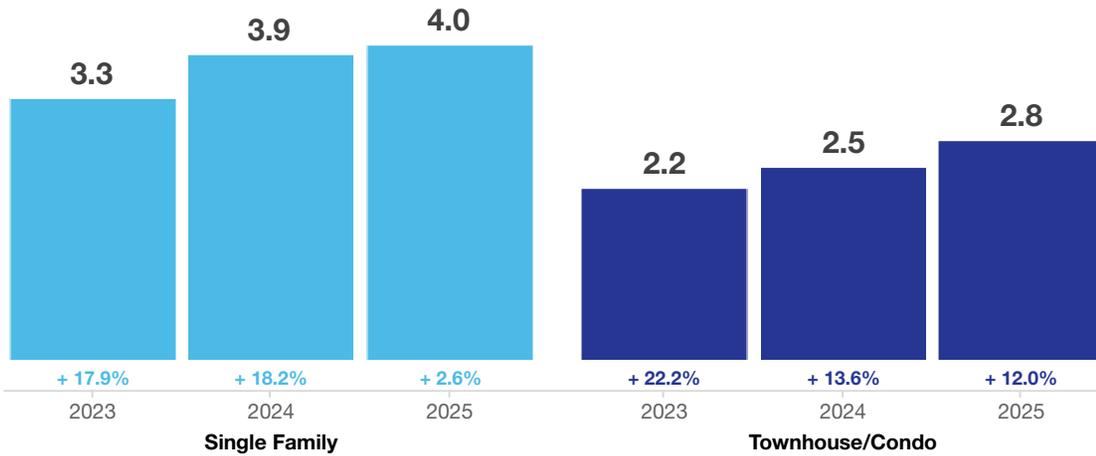


# Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



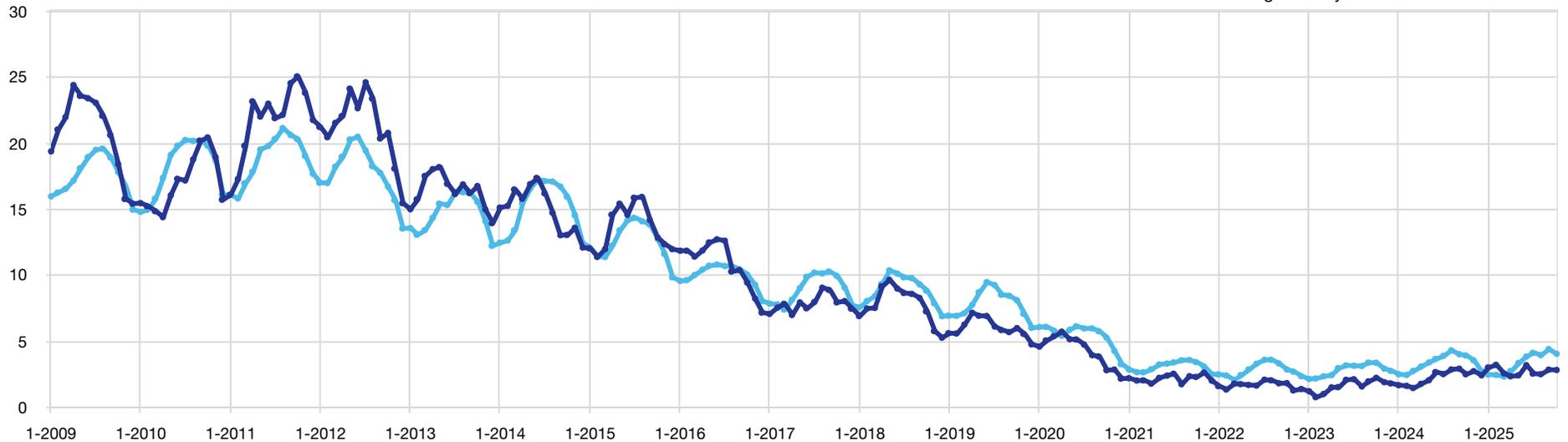
## October



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Nov-2024	3.5	+ 20.7%	2.7	+ 42.1%
Dec-2024	2.7	0.0%	2.4	+ 33.3%
Jan-2025	2.4	- 4.0%	3.0	+ 87.5%
Feb-2025	2.4	0.0%	3.2	+ 100.0%
Mar-2025	2.3	- 14.8%	2.5	+ 78.6%
Apr-2025	2.7	- 10.0%	2.3	+ 35.3%
May-2025	3.3	- 2.9%	2.4	+ 20.0%
Jun-2025	3.8	+ 5.6%	3.1	+ 19.2%
Jul-2025	4.1	+ 7.9%	2.5	0.0%
Aug-2025	3.9	- 9.3%	2.5	- 10.7%
Sep-2025	4.4	+ 10.0%	2.8	- 3.4%
<b>Oct-2025</b>	<b>4.0</b>	<b>+ 2.6%</b>	<b>2.8</b>	<b>+ 12.0%</b>
12-Month Avg*	3.3	+ 0.8%	2.7	+ 27.3%

\* Months Supply for all properties from November 2024 through October 2025. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month



# All Residential Properties Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	10-2024	10-2025	% Change	YTD 2024	YTD 2025	% Change
<b>New Listings</b>		142	<b>157</b>	+ 10.6%	1,534	<b>1,595</b>	+ 4.0%
<b>Pending Sales</b>		123	<b>141</b>	+ 14.6%	1,139	<b>1,172</b>	+ 2.9%
<b>Closed Sales</b>		130	<b>132</b>	+ 1.5%	1,092	<b>1,125</b>	+ 3.0%
<b>Days on Market Until Sale</b>		34	<b>40</b>	+ 17.6%	36	<b>39</b>	+ 8.3%
<b>Median Sales Price</b>		\$360,000	<b>\$377,500</b>	+ 4.9%	\$350,000	<b>\$375,000</b>	+ 7.1%
<b>Average Sales Price</b>		\$457,588	<b>\$465,482</b>	+ 1.7%	\$479,372	<b>\$489,558</b>	+ 2.1%
<b>Percent of List Price Received</b>		99.4%	<b>98.6%</b>	- 0.8%	100.4%	<b>100.0%</b>	- 0.4%
<b>Housing Affordability Index</b>		112	<b>111</b>	- 0.9%	116	<b>111</b>	- 4.3%
<b>Inventory of Homes for Sale</b>		401	<b>438</b>	+ 9.2%	—	—	—
<b>Months Supply of Inventory</b>		3.7	<b>3.8</b>	+ 2.7%	—	—	—