

Monthly Indicators

Litchfield County Chapter of GHAR



November 2025

U.S. sales of existing homes rose 1.2% from the previous month to a seasonally adjusted annual rate of 4.10 million, according to the National Association of REALTORS® (NAR), as buyers took advantage of lower mortgage rates this fall. Sales increased in the Midwest and South, held steady in the Northeast, and edged down in the West. Year-over-year, sales were up 1.7%, with gains in the Northeast, Midwest, and South, while the West posted a decline.

New Listings increased 1.1 percent for Single Family homes but decreased 40.9 percent for Townhouse/Condo homes. Pending Sales remained flat for Single Family homes but decreased 11.8 percent for Townhouse/Condo properties. Inventory increased 5.5 percent for Single Family homes and 10.9 percent for Townhouse/Condo homes.

Median Sales Price increased 12.3 percent to \$420,000 for Single Family homes but decreased 11.0 percent to \$225,000 for Townhouse/Condo homes. Days on Market increased 17.1 percent for Single Family homes but decreased 44.0 percent for Townhouse/Condo homes. Months Supply of Inventory increased 2.9 percent for Single Family homes but remained flat for Townhouse/Condo homes.

Nationally, inventory dipped 0.7% month-over-month but rose 10.9% year-over-year, totaling 1.52 million units, according to NAR. At the current sales pace, supply stands at 4.4 months, slightly below last month's level but higher than the 4.1 months recorded a year ago. Supported by modest inventory levels, prices continue to rise, with the national median existing-home price increasing 2.1% year-over-year to \$415,200, marking 28 consecutive months of annual gains.

Quick Facts

- 24.4%

Change in
Closed Sales
All Properties

+ 15.4%

Change in
Median Sales Price
All Properties

+ 6.2%

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	11-2024	11-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		90	91	+ 1.1%	1,395	1,419	+ 1.7%
Pending Sales		97	97	0.0%	1,057	1,061	+ 0.4%
Closed Sales		113	89	- 21.2%	1,031	1,011	- 1.9%
Days on Market Until Sale		35	41	+ 17.1%	36	40	+ 11.1%
Median Sales Price		\$374,000	\$420,000	+ 12.3%	\$380,000	\$415,000	+ 9.2%
Average Sales Price		\$489,150	\$541,764	+ 10.8%	\$518,610	\$540,600	+ 4.2%
Percent of List Price Received		100.0%	99.4%	- 0.6%	100.1%	99.9%	- 0.2%
Housing Affordability Index		106	99	- 6.6%	104	100	- 3.8%
Inventory of Homes for Sale		325	343	+ 5.5%	—	—	—
Months Supply of Inventory		3.5	3.6	+ 2.9%	—	—	—

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.



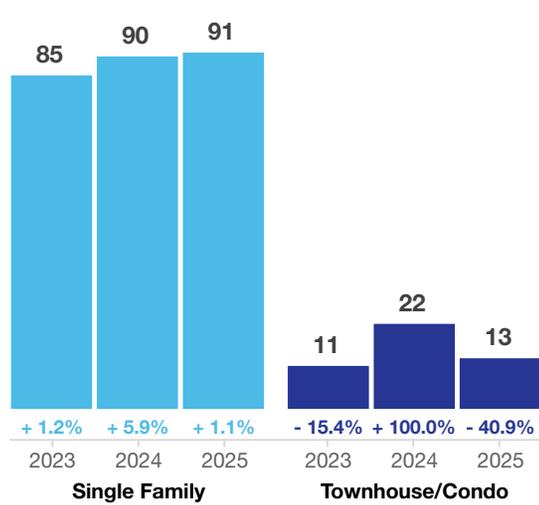
Key Metrics	Historical Sparkbars	11-2024	11-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		22	13	- 40.9%	250	280	+ 12.0%
Pending Sales		17	15	- 11.8%	196	219	+ 11.7%
Closed Sales		18	10	- 44.4%	192	212	+ 10.4%
Days on Market Until Sale		50	28	- 44.0%	37	31	- 16.2%
Median Sales Price		\$252,950	\$225,000	- 11.0%	\$219,000	\$225,000	+ 2.7%
Average Sales Price		\$279,206	\$286,100	+ 2.5%	\$255,661	\$259,052	+ 1.3%
Percent of List Price Received		99.8%	100.4%	+ 0.6%	101.9%	100.0%	- 1.9%
Housing Affordability Index		156	185	+ 18.6%	181	185	+ 2.2%
Inventory of Homes for Sale		46	51	+ 10.9%	—	—	—
Months Supply of Inventory		2.7	2.7	0.0%	—	—	—

New Listings

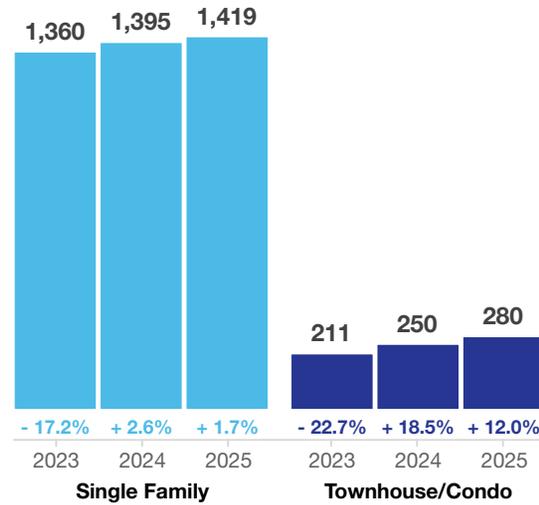
A count of the properties that have been newly listed on the market in a given month.



November

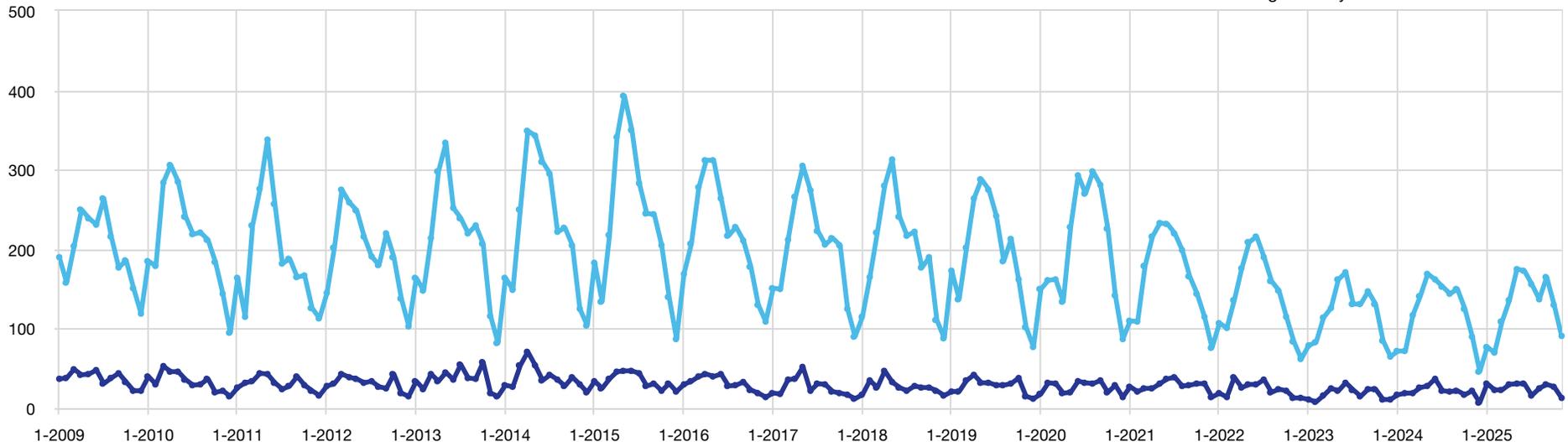


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	+ 10.0%	30	+ 36.4%
Oct-2025	130	+ 4.0%	27	+ 58.8%
Nov-2025	91	+ 1.1%	13	- 40.9%
12-Month Avg	122	0.0%	24	+ 9.1%

Historical New Listings by Month

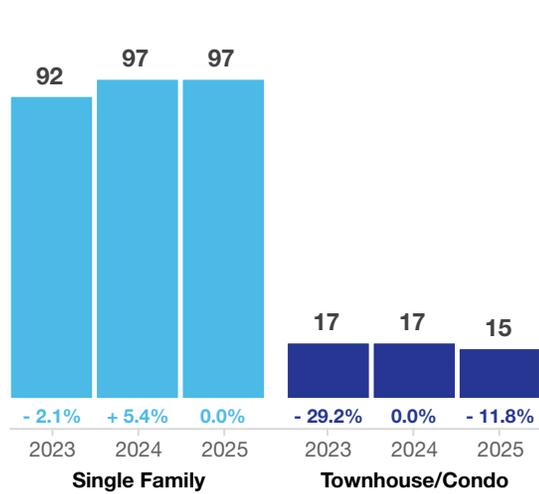


Pending Sales

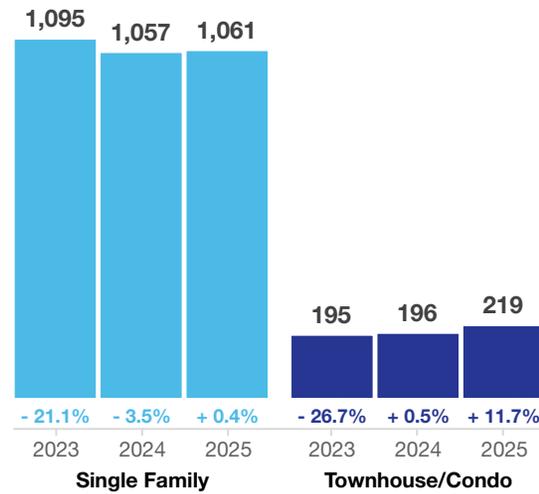
A count of the properties on which offers have been accepted in a given month.



November

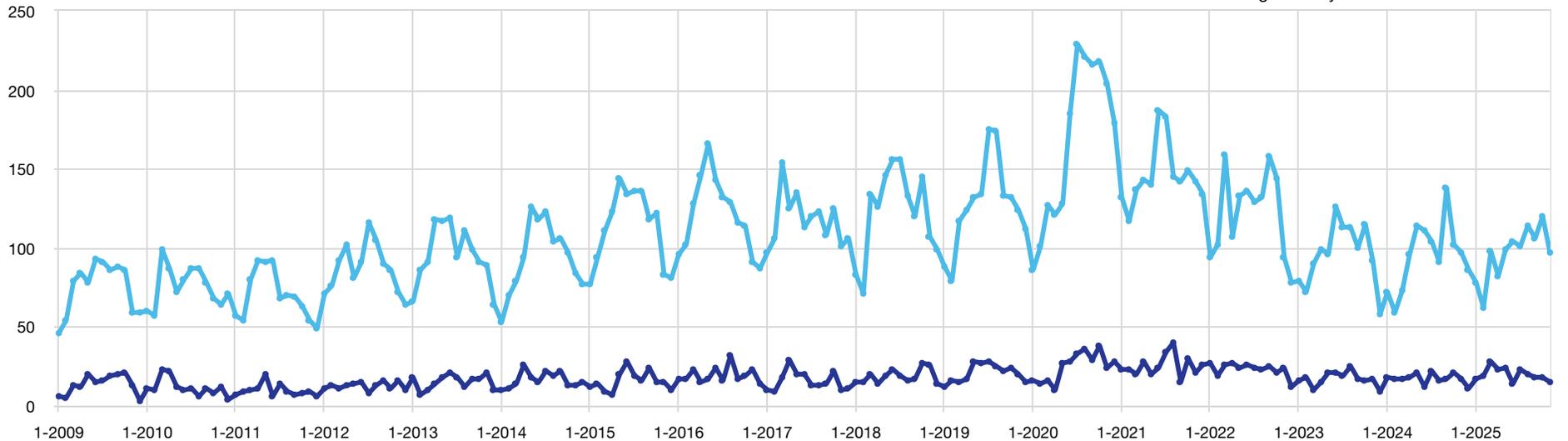


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	114	+ 25.3%	20	+ 25.0%
Sep-2025	106	- 23.2%	18	+ 5.9%
Oct-2025	120	+ 17.6%	18	- 14.3%
Nov-2025	97	0.0%	15	- 11.8%
12-Month Avg	96	+ 3.2%	19	+ 11.8%

Historical Pending Sales by Month

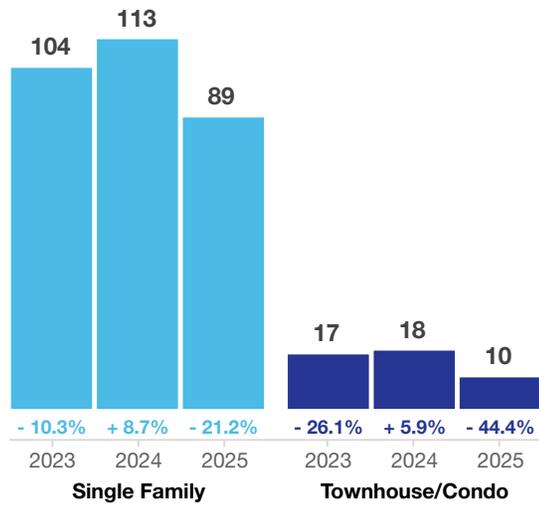


Closed Sales

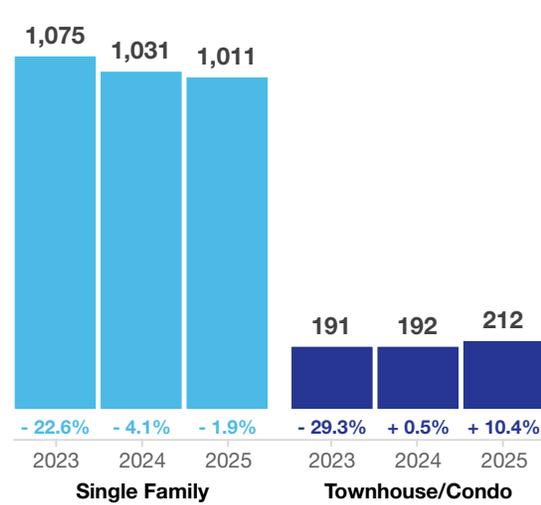
A count of the actual sales that closed in a given month.



November

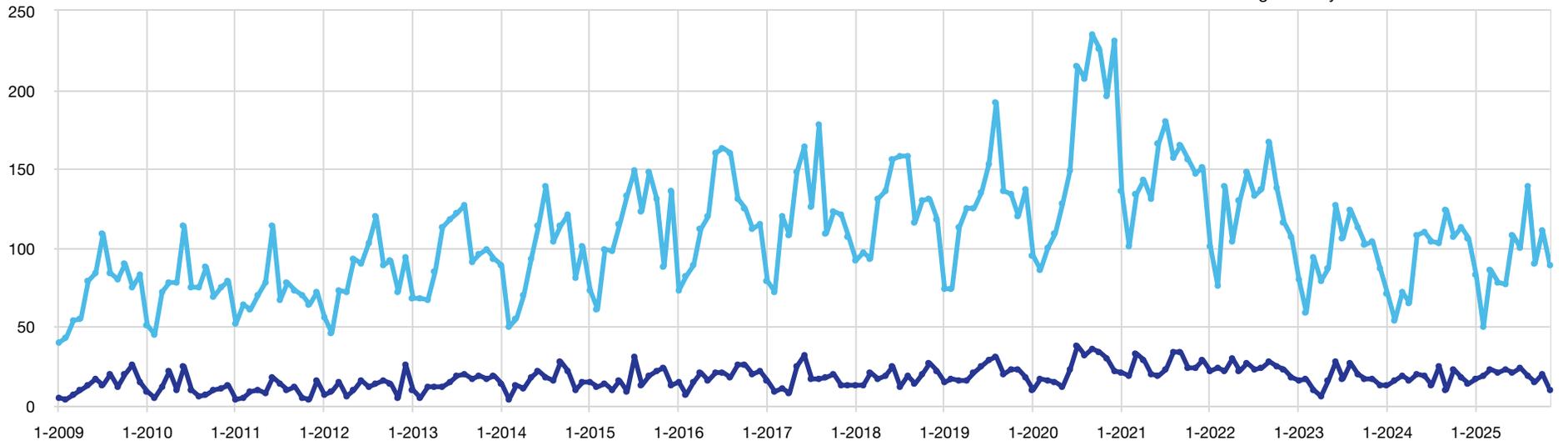


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
Oct-2025	111	+ 3.7%	20	- 13.0%
Nov-2025	89	- 21.2%	10	- 44.4%
12-Month Avg	93	0.0%	19	+ 11.8%

Historical Closed Sales by Month

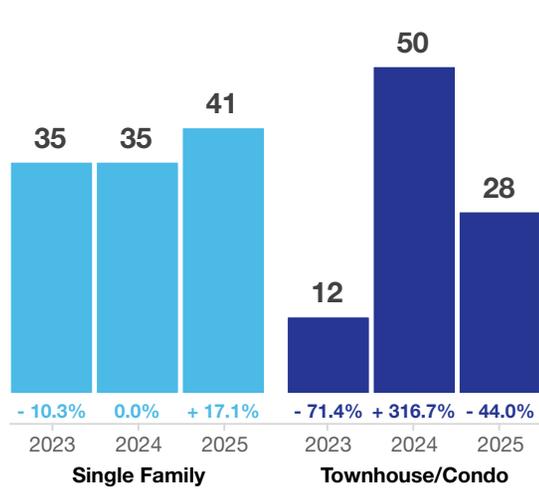


Days on Market Until Sale

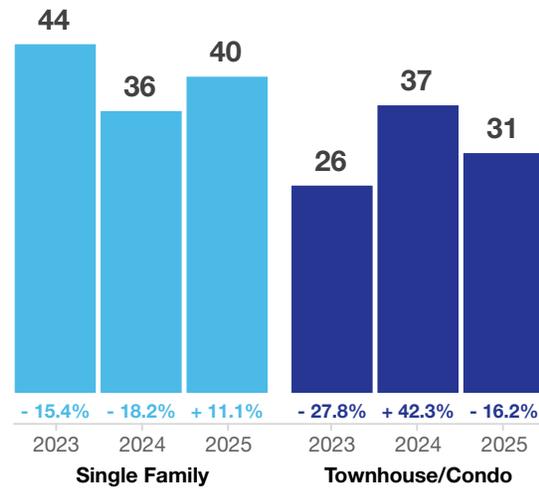
Average number of days between when a property is listed and when an offer is accepted in a given month.



November



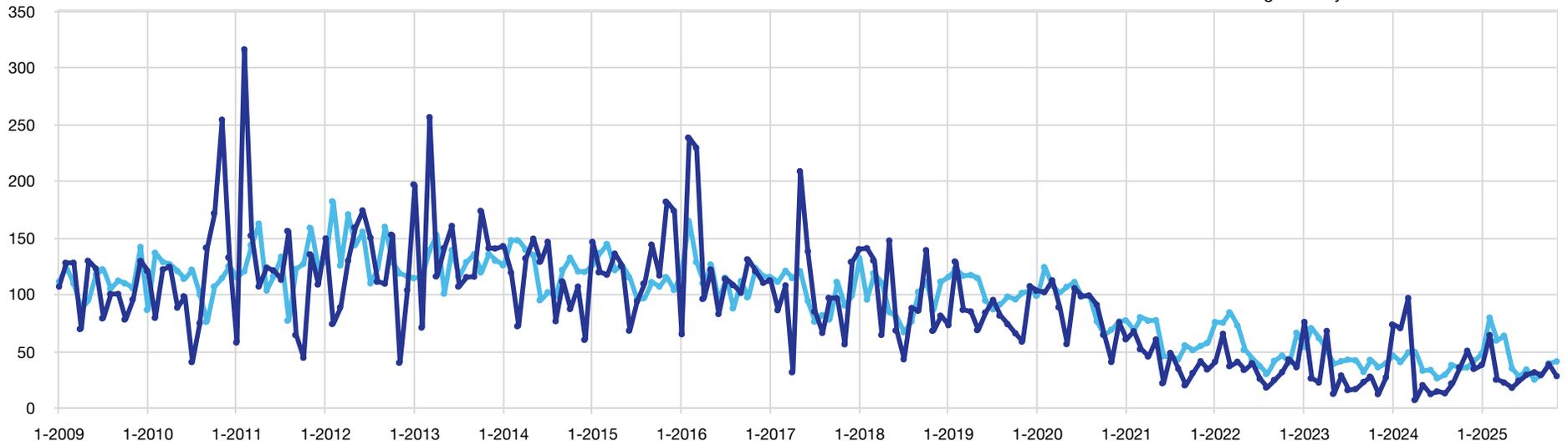
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
Oct-2025	39	+ 14.7%	38	+ 8.6%
Nov-2025	41	+ 17.1%	28	- 44.0%
12-Month Avg*	40	+ 11.5%	31	- 14.3%

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

Historical Days on Market Until Sale by Month

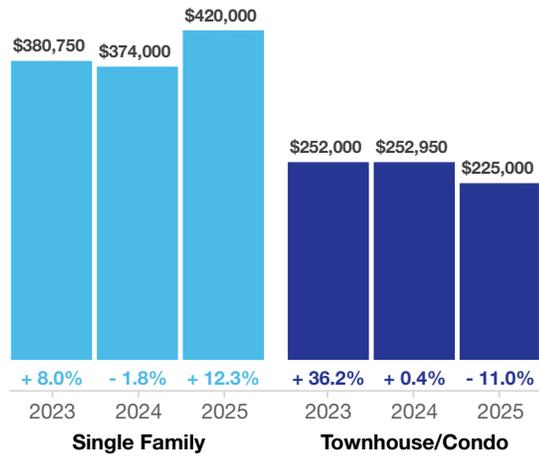


Median Sales Price

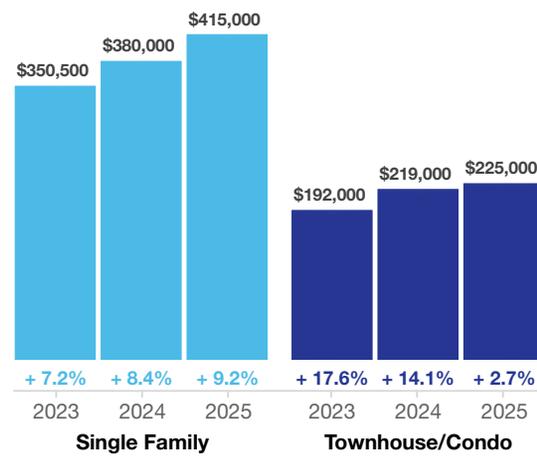
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November



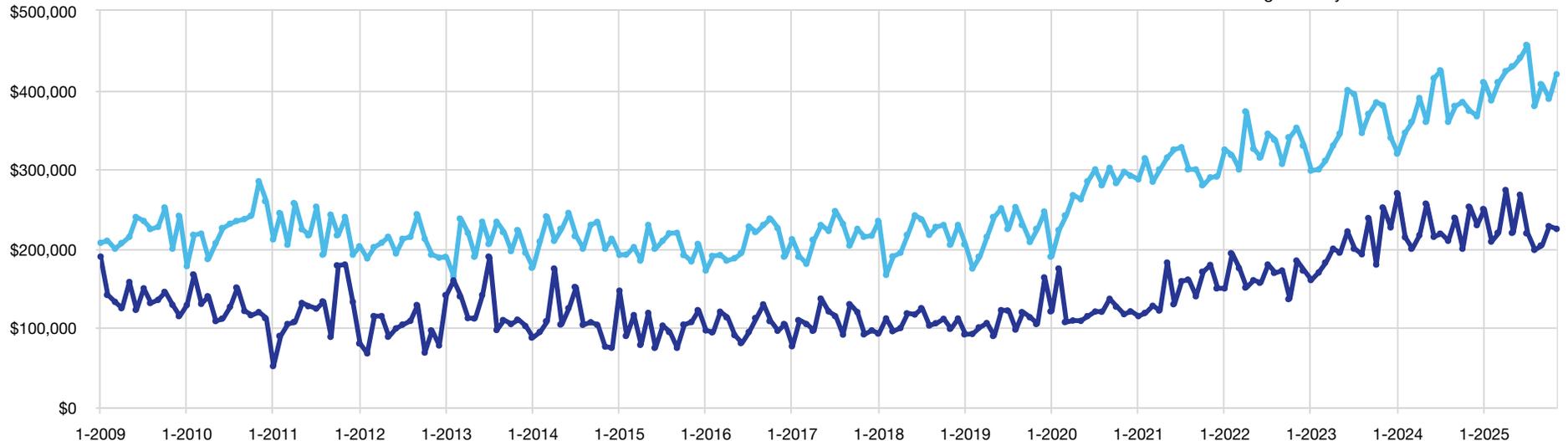
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
Oct-2025	\$389,000	+ 1.0%	\$228,500	+ 14.3%
Nov-2025	\$420,000	+ 12.3%	\$225,000	- 11.0%
12-Month Avg*	\$410,000	+ 9.3%	\$225,000	+ 2.7%

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

Historical Median Sales Price by Month

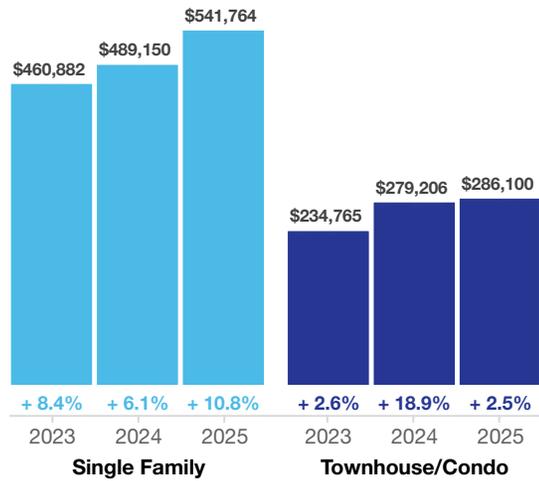


Average Sales Price

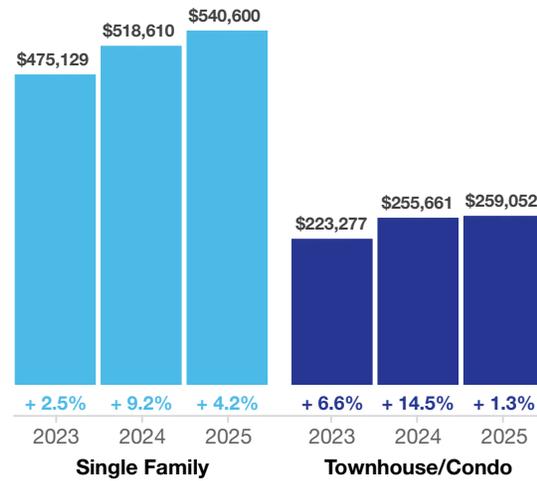
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November



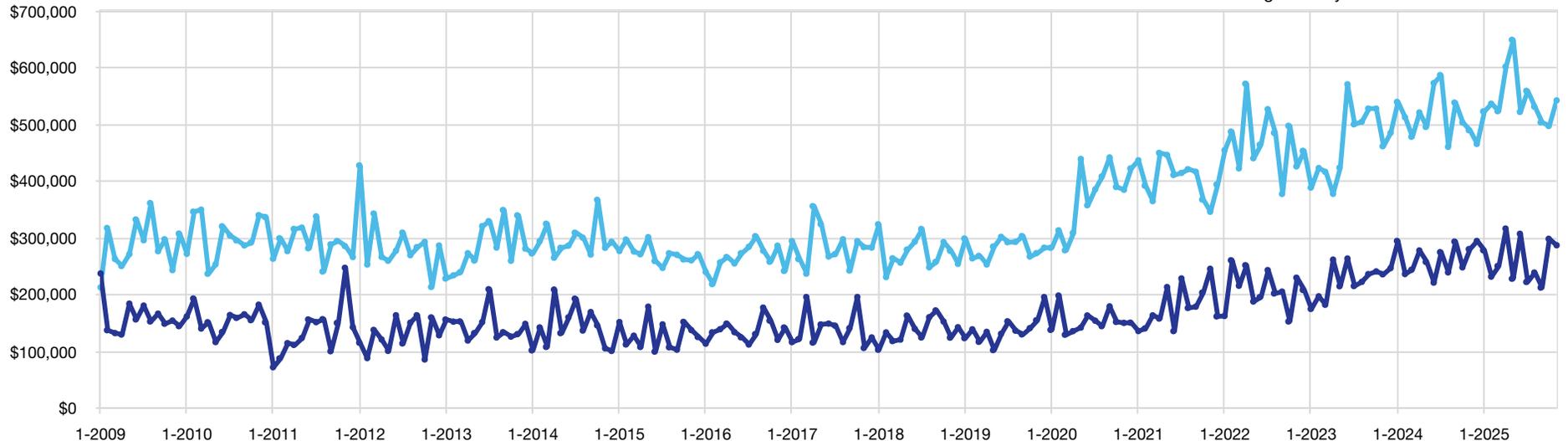
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
Oct-2025	\$496,675	- 1.2%	\$297,385	+ 20.4%
Nov-2025	\$541,764	+ 10.8%	\$286,100	+ 2.5%
12-Month Avg*	\$533,415	+ 3.4%	\$261,195	+ 2.4%

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

Historical Average Sales Price by Month

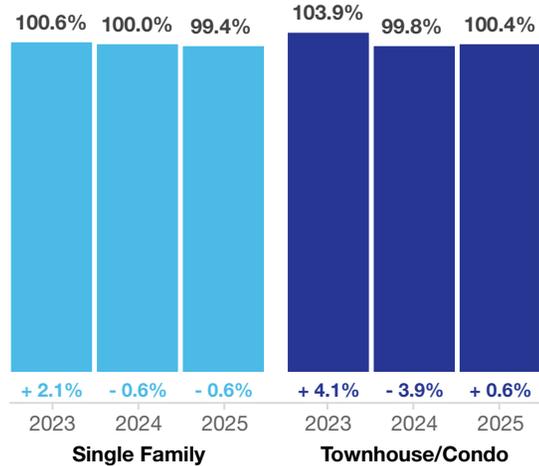


Percent of List Price Received

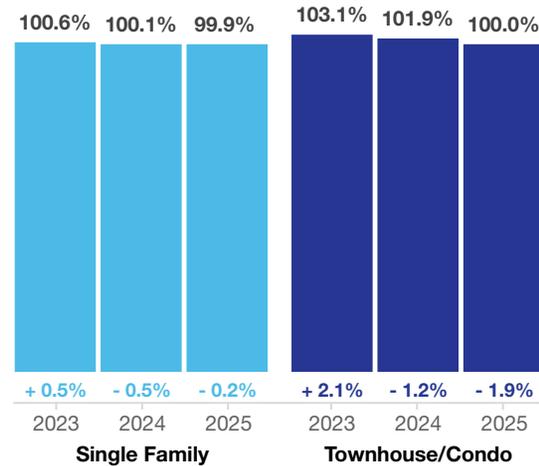
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



November



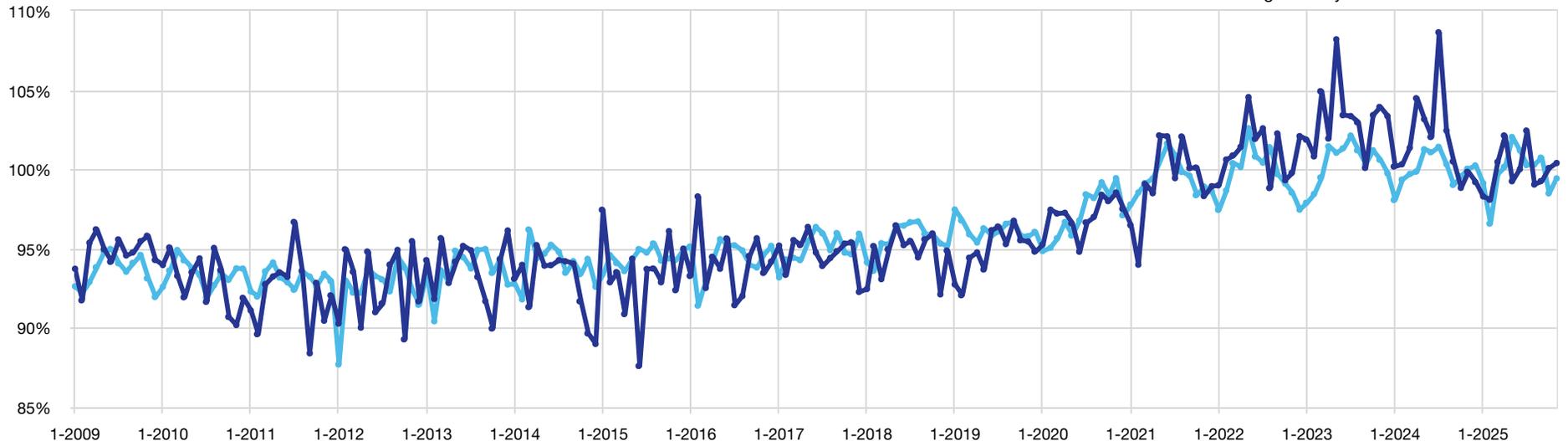
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
Oct-2025	98.5%	- 1.1%	100.1%	+ 1.3%
Nov-2025	99.4%	- 0.6%	100.4%	+ 0.6%
12-Month Avg*	100.0%	- 0.1%	100.0%	- 1.9%

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

Historical Percent of List Price Received by Month

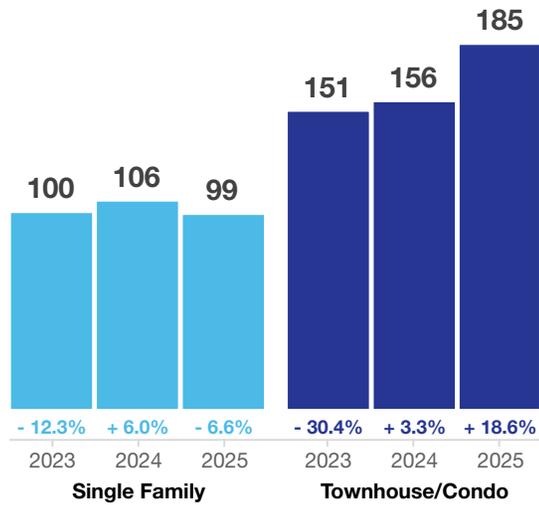


Housing Affordability Index

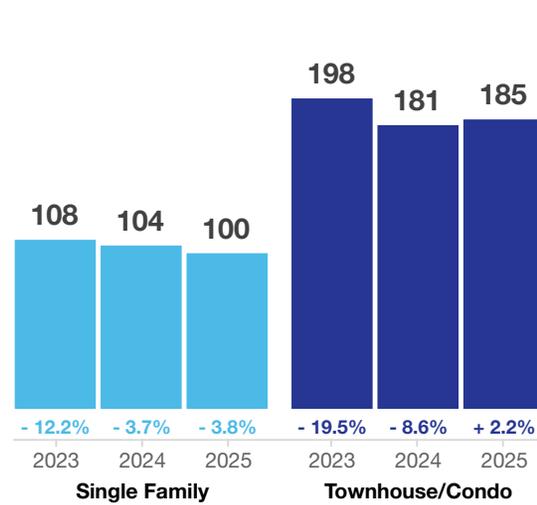
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



November

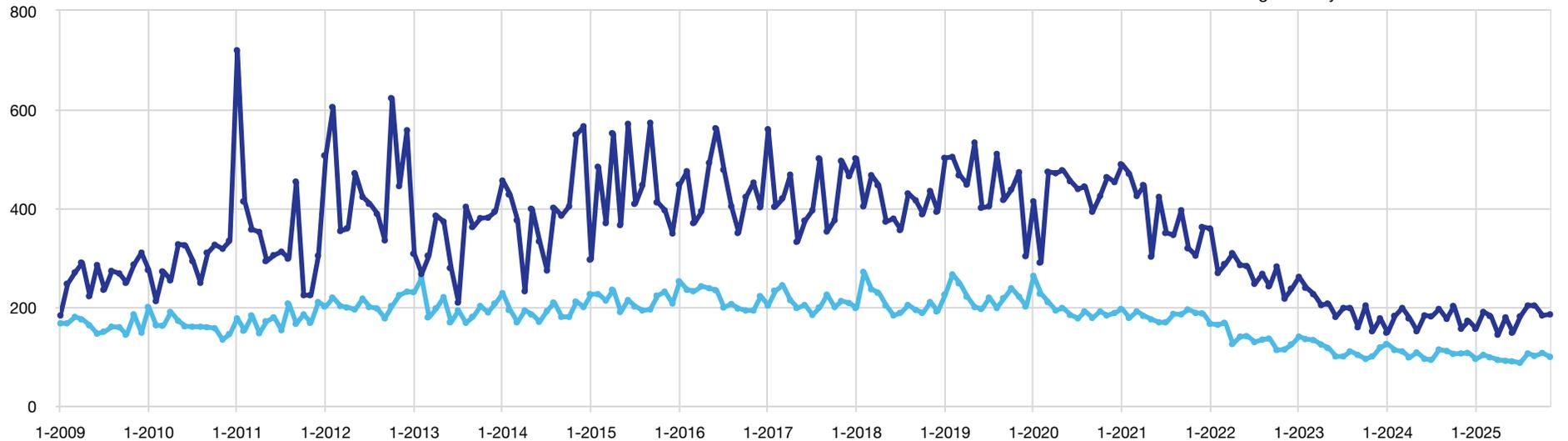


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
Oct-2025	107	+ 1.9%	183	- 9.4%
Nov-2025	99	- 6.6%	185	+ 18.6%
12-Month Avg	98	- 9.3%	177	0.0%

Historical Housing Affordability Index by Month

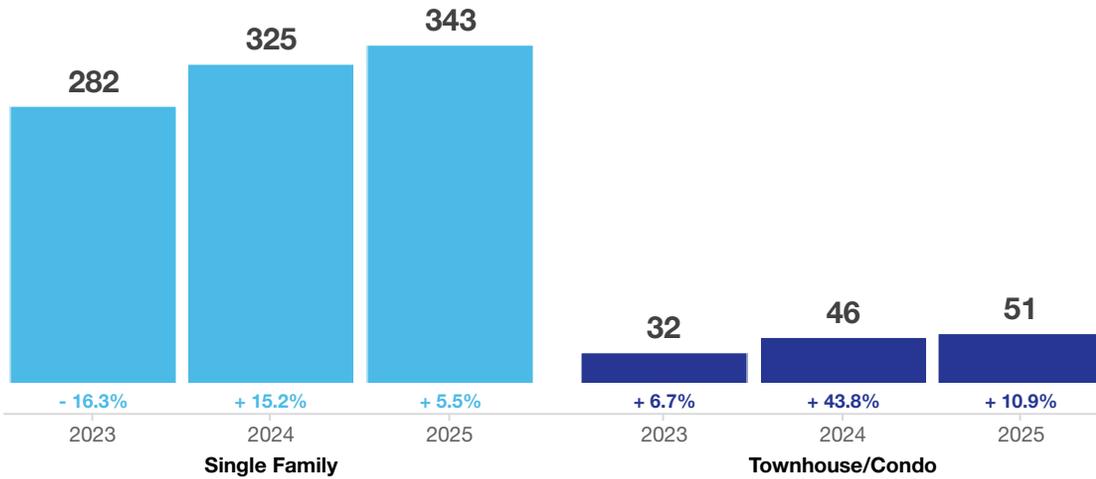


Inventory of Homes for Sale

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

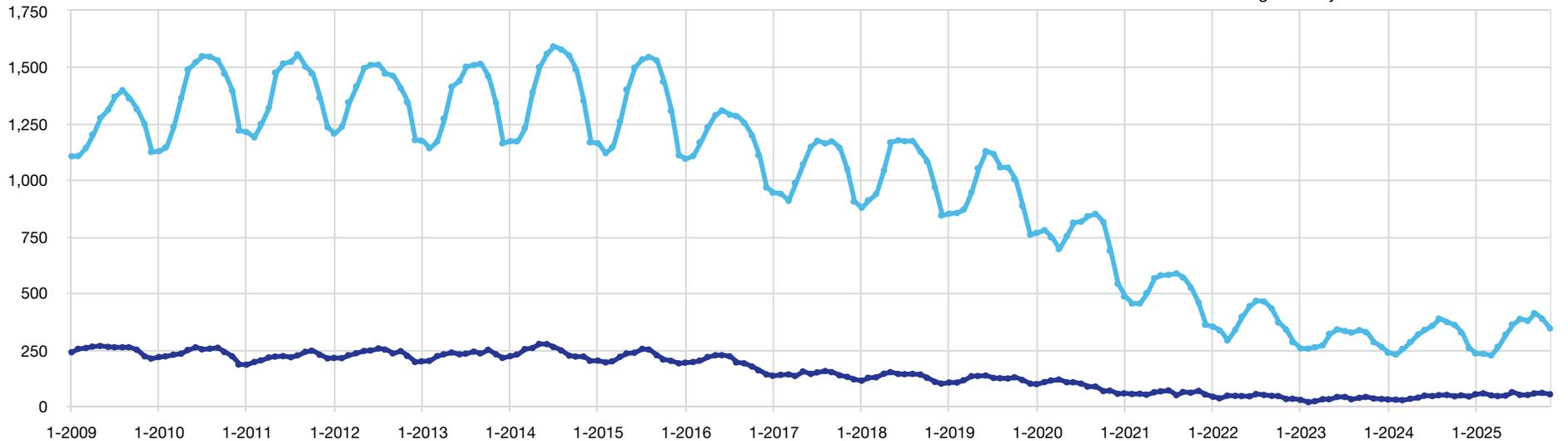


November



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Dec-2024	255	- 2.3%	41	+ 36.7%
Jan-2025	232	- 1.3%	51	+ 82.1%
Feb-2025	230	+ 1.3%	55	+ 103.7%
Mar-2025	223	- 11.5%	46	+ 84.0%
Apr-2025	261	- 7.4%	43	+ 38.7%
May-2025	315	- 0.3%	45	+ 25.0%
Jun-2025	360	+ 7.1%	60	+ 33.3%
Jul-2025	385	+ 8.5%	48	+ 11.6%
Aug-2025	376	- 2.6%	48	+ 2.1%
Sep-2025	410	+ 10.5%	55	+ 14.6%
Oct-2025	385	+ 7.5%	57	+ 35.7%
Nov-2025	343	+ 5.5%	51	+ 10.9%
12-Month Avg	315	+ 1.9%	50	+ 35.1%

Historical Inventory of Homes for Sale by Month

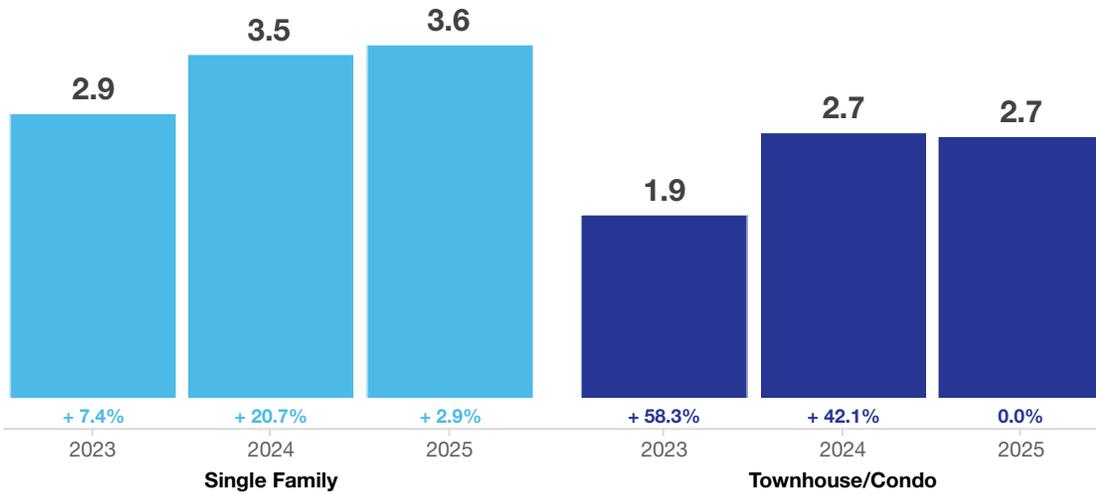


Months Supply of Inventory

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.



November



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
Oct-2025	4.0	+ 2.6%	2.9	+ 16.0%
Nov-2025	3.6	+ 2.9%	2.7	0.0%
12-Month Avg*	3.3	- 0.7%	2.7	+ 23.7%

* Months Supply for all properties from December 2024 through November 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	11-2024	11-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		112	104	- 7.1%	1,645	1,699	+ 3.3%
Pending Sales		114	112	- 1.8%	1,253	1,280	+ 2.2%
Closed Sales		131	99	- 24.4%	1,223	1,223	0.0%
Days on Market Until Sale		37	39	+ 5.4%	36	39	+ 8.3%
Median Sales Price		\$338,000	\$390,000	+ 15.4%	\$350,000	\$375,000	+ 7.1%
Average Sales Price		\$460,303	\$515,939	+ 12.1%	\$477,329	\$491,795	+ 3.0%
Percent of List Price Received		100.0%	99.5%	- 0.5%	100.4%	100.0%	- 0.4%
Housing Affordability Index		117	107	- 8.5%	113	111	- 1.8%
Inventory of Homes for Sale		371	394	+ 6.2%	—	—	—
Months Supply of Inventory		3.4	3.4	0.0%	—	—	—