

Monthly Indicators

Litchfield County Chapter of GHAR



December 2025

U.S. existing home sales ticked up 0.5% from the previous month to a seasonally adjusted annual rate of 4.13 million, marking the third consecutive monthly increase, according to the National Association of REALTORS® (NAR). However, sales were down 1.0% from the same period last year. Regionally, sales rose month-over-month in the Northeast and South, were unchanged in the West, and declined in the Midwest. On a year-over-year basis, sales were flat in the Northeast and South and fell in both the Midwest and West.

New Listings increased 23.9 percent for Single Family homes and 157.1 percent for Townhouse/Condo homes. Pending Sales increased 8.1 percent for Single Family homes and 63.6 percent for Townhouse/Condo homes. Inventory increased 4.7 percent for Single Family homes and 2.4 percent for Townhouse/Condo homes.

Median Sales Price increased 5.6 percent to \$387,500 for Single Family homes but decreased 0.3 percent to \$229,000 for Townhouse/Condo homes. Days on Market decreased 11.9 percent for Single Family homes but increased 17.6 percent for Townhouse/Condo homes. Months Supply of Inventory increased 3.7 percent for Single Family homes but decreased 12.5 percent for Townhouse/Condo homes.

The national median existing-home price continued to climb, rising 1.2% from a year ago to \$409,200, according to NAR. This year-over-year increase—the 29th consecutive monthly gain—reflects ongoing tightness in housing supply. At the end of November, there were 1.43 million units for sale, down 5.9% from the previous month but up 7.5% from the same time last year, representing a 4.2-month supply at the current sales pace.

Quick Facts

+ 16.7%

Change in
Closed Sales
All Properties

+ 5.7%

Change in
Median Sales Price
All Properties

+ 4.4%

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	12-2024	12-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		46	57	+ 23.9%	1,441	1,475	+ 2.4%
Pending Sales		86	93	+ 8.1%	1,143	1,151	+ 0.7%
Closed Sales		106	118	+ 11.3%	1,137	1,128	- 0.8%
Days on Market Until Sale		42	37	- 11.9%	36	40	+ 11.1%
Median Sales Price		\$367,000	\$387,500	+ 5.6%	\$375,000	\$412,500	+ 10.0%
Average Sales Price		\$464,889	\$526,623	+ 13.3%	\$513,602	\$539,275	+ 5.0%
Percent of List Price Received		100.2%	99.4%	- 0.8%	100.1%	99.9%	- 0.2%
Housing Affordability Index		107	108	+ 0.9%	105	101	- 3.8%
Inventory of Homes for Sale		255	267	+ 4.7%	—	—	—
Months Supply of Inventory		2.7	2.8	+ 3.7%	—	—	—

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.



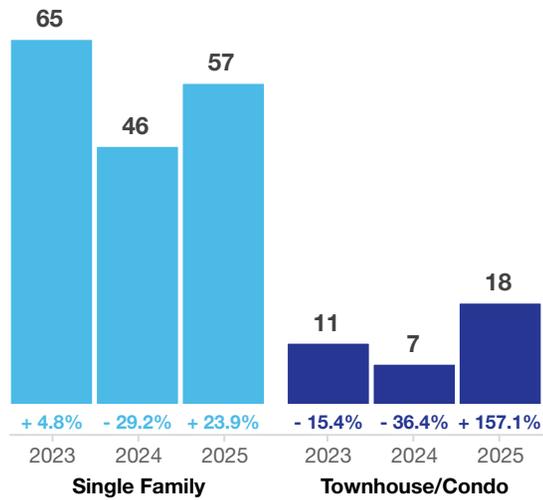
Key Metrics	Historical Sparkbars	12-2024	12-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		7	18	+ 157.1%	257	298	+ 16.0%
Pending Sales		11	18	+ 63.6%	207	237	+ 14.5%
Closed Sales		14	22	+ 57.1%	206	234	+ 13.6%
Days on Market Until Sale		34	40	+ 17.6%	36	31	- 13.9%
Median Sales Price		\$229,750	\$229,000	- 0.3%	\$219,000	\$225,000	+ 2.7%
Average Sales Price		\$293,643	\$249,086	- 15.2%	\$258,242	\$258,115	- 0.0%
Percent of List Price Received		99.2%	98.6%	- 0.6%	101.7%	99.9%	- 1.8%
Housing Affordability Index		172	182	+ 5.8%	180	186	+ 3.3%
Inventory of Homes for Sale		41	42	+ 2.4%	—	—	—
Months Supply of Inventory		2.4	2.1	- 12.5%	—	—	—

New Listings

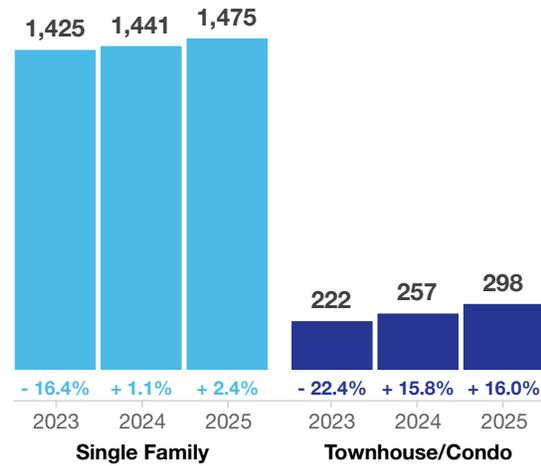
A count of the properties that have been newly listed on the market in a given month.



December

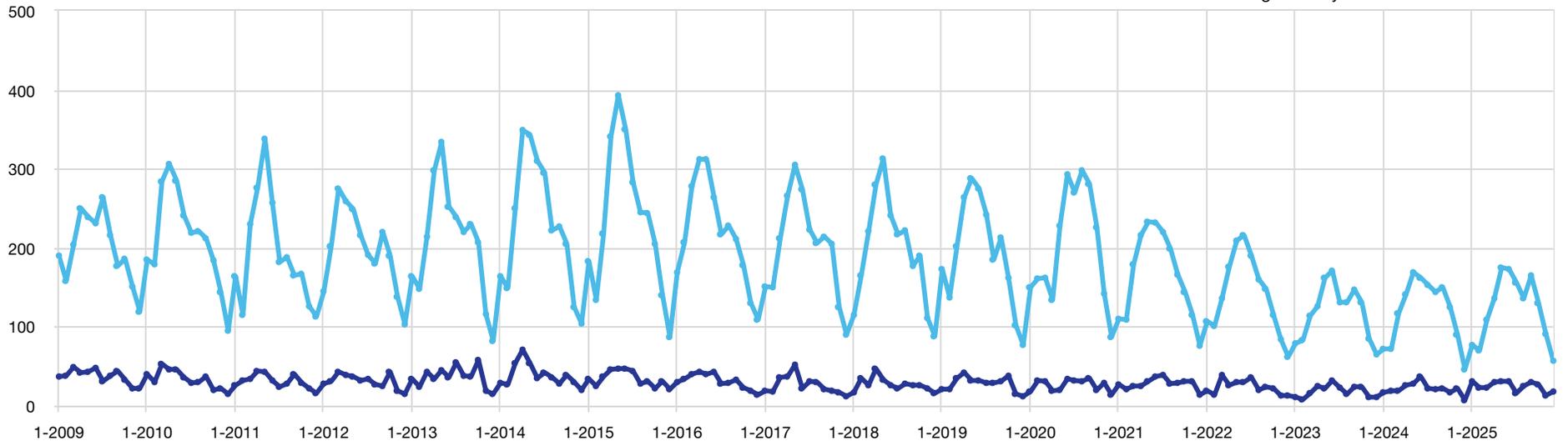


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	136	- 5.6%	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%
Dec-2025	57	+ 23.9%	18	+ 157.1%
12-Month Avg	123	+ 2.5%	25	+ 19.0%

Historical New Listings by Month

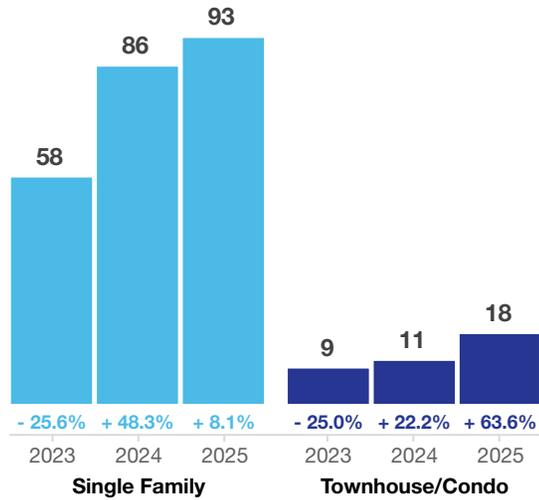


Pending Sales

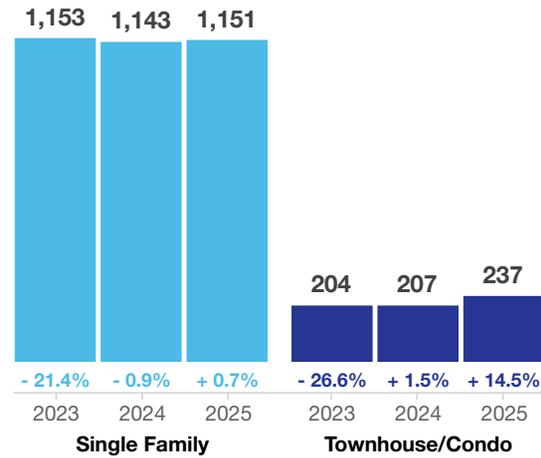
A count of the properties on which offers have been accepted in a given month.



December

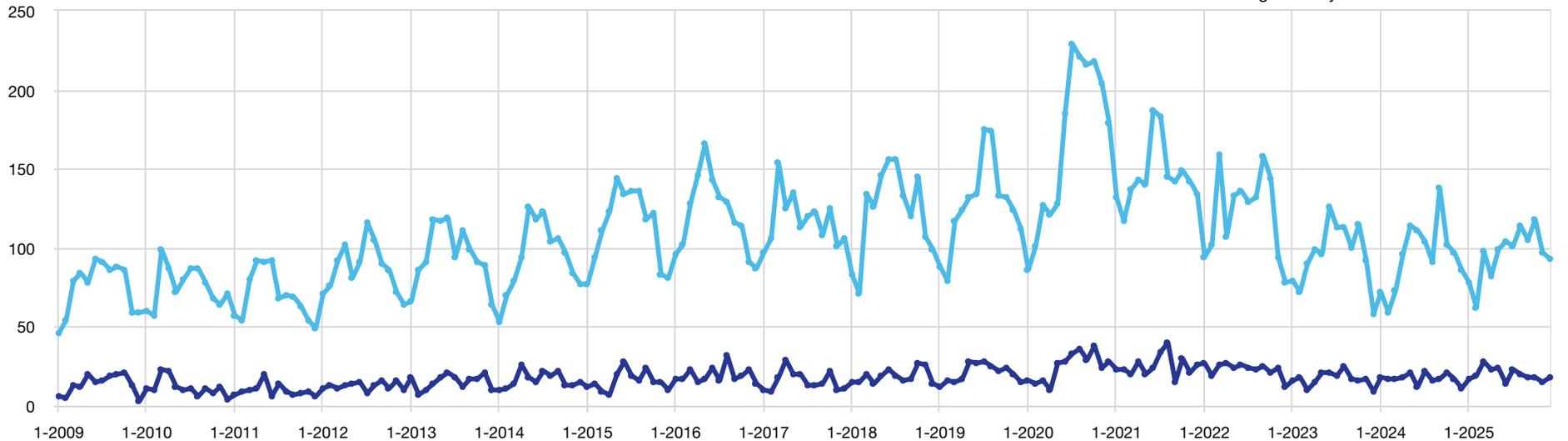


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	105	- 23.9%	18	+ 5.9%
Oct-2025	118	+ 15.7%	18	- 14.3%
Nov-2025	97	0.0%	15	- 11.8%
Dec-2025	93	+ 8.1%	18	+ 63.6%
12-Month Avg	96	+ 1.1%	20	+ 17.6%

Historical Pending Sales by Month

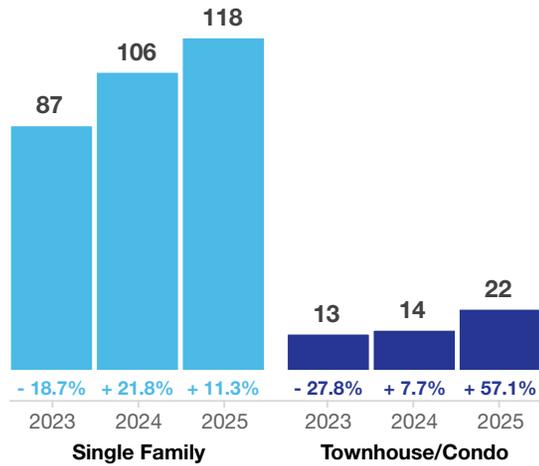


Closed Sales

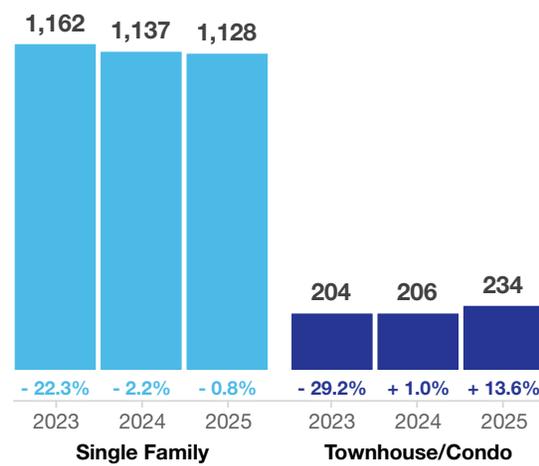
A count of the actual sales that closed in a given month.



December

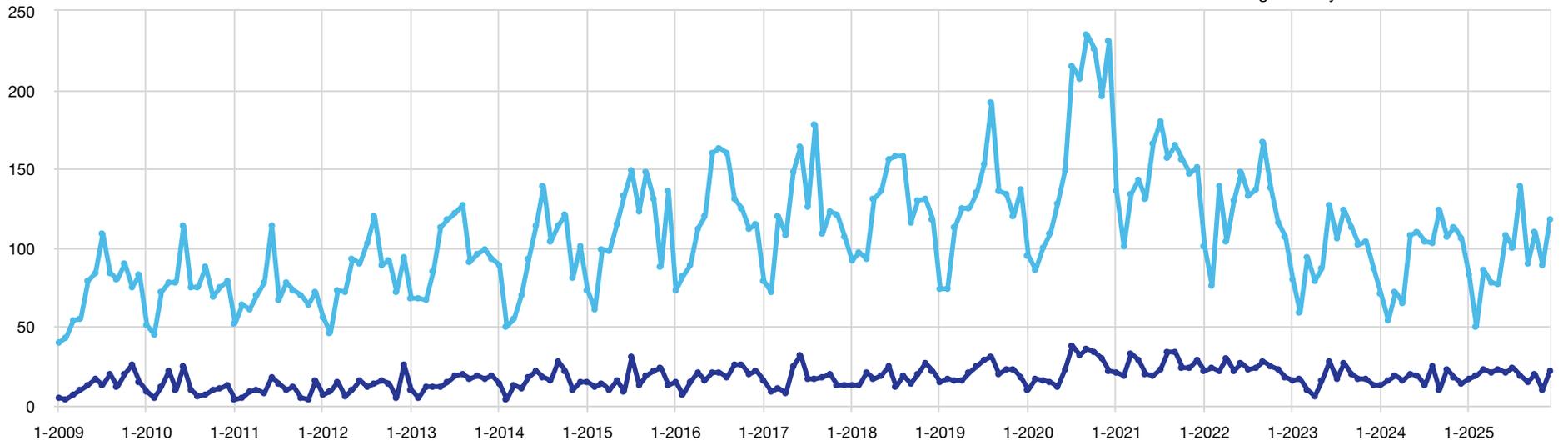


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	110	+ 2.8%	20	- 13.0%
Nov-2025	89	- 21.2%	10	- 44.4%
Dec-2025	118	+ 11.3%	22	+ 57.1%
12-Month Avg	94	- 1.1%	20	+ 17.6%

Historical Closed Sales by Month

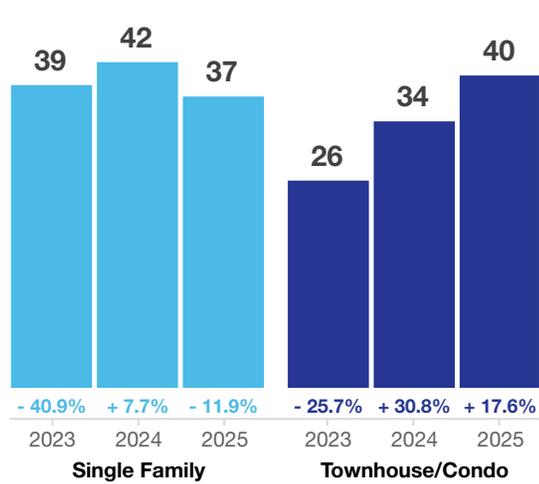


Days on Market Until Sale

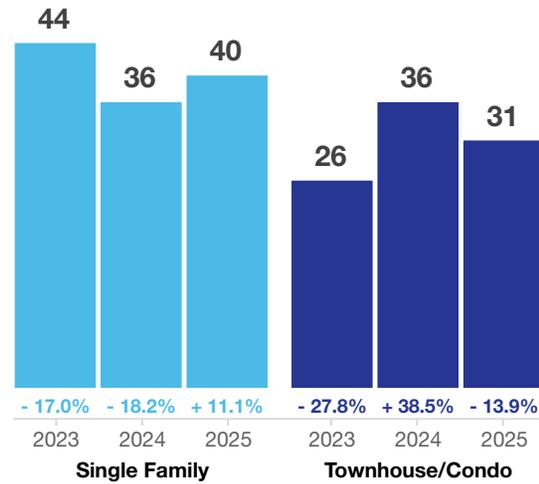
Average number of days between when a property is listed and when an offer is accepted in a given month.



December



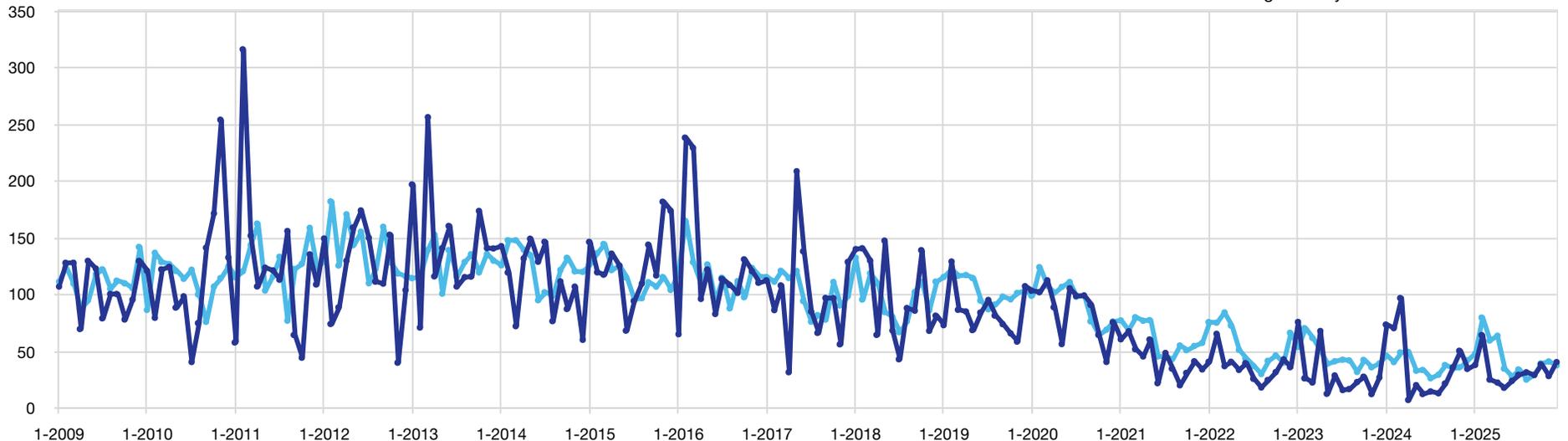
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
Dec-2025	37	- 11.9%	40	+ 17.6%
12-Month Avg*	40	+ 9.3%	31	- 13.6%

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

Historical Days on Market Until Sale by Month

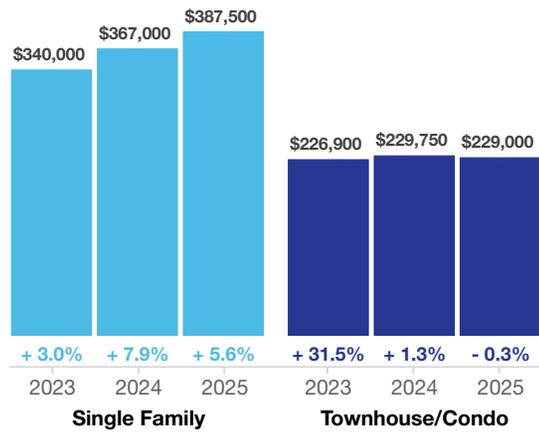


Median Sales Price

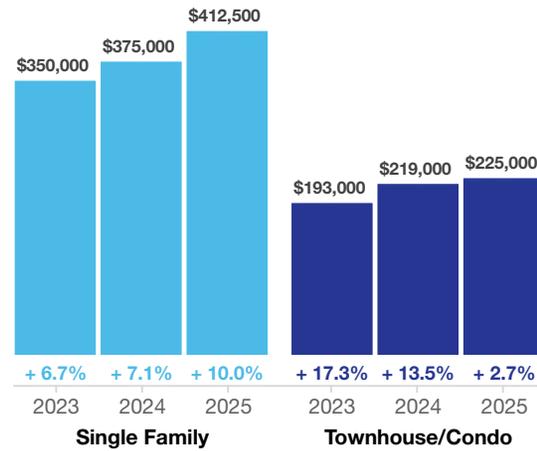
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



December



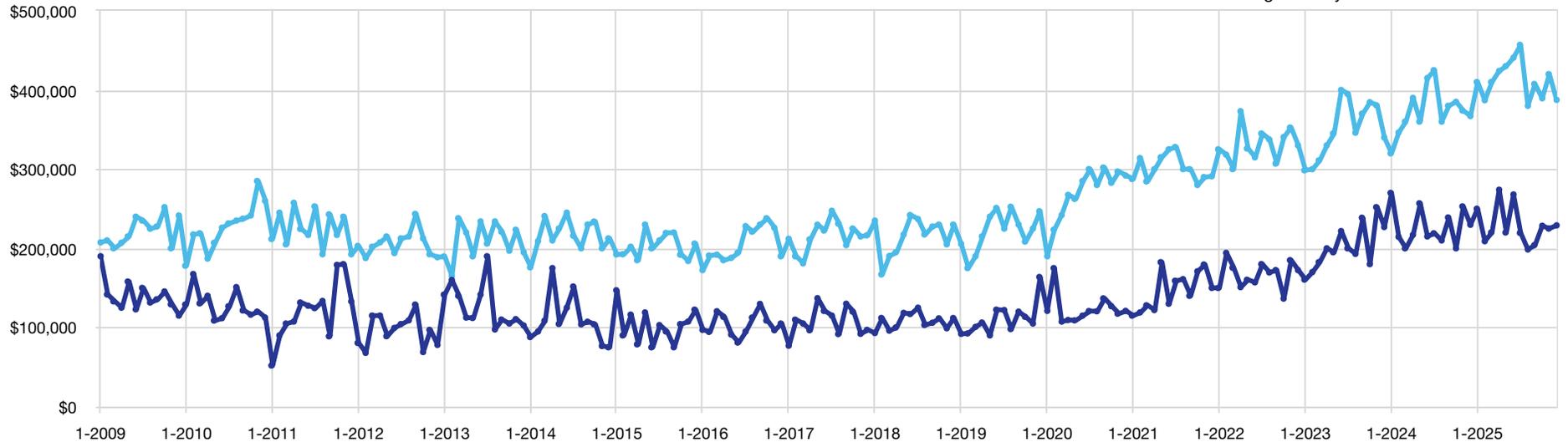
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$389,500	+ 1.2%	\$228,500	+ 14.3%
Nov-2025	\$420,000	+ 12.3%	\$225,000	- 11.0%
Dec-2025	\$387,500	+ 5.6%	\$229,000	- 0.3%
12-Month Avg*	\$412,500	+ 10.0%	\$225,000	+ 2.7%

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

Historical Median Sales Price by Month

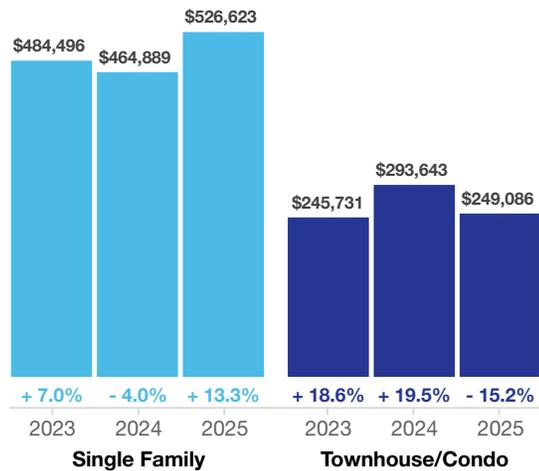


Average Sales Price

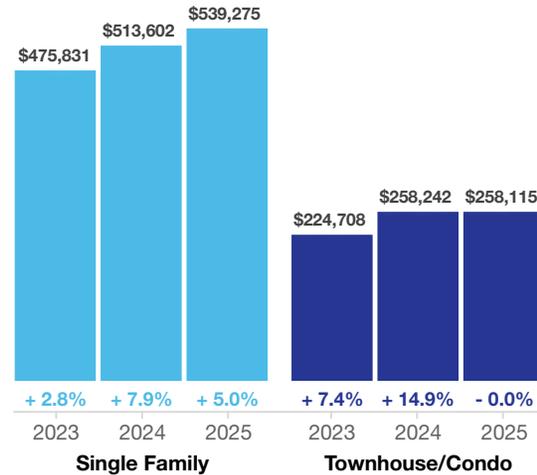
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December



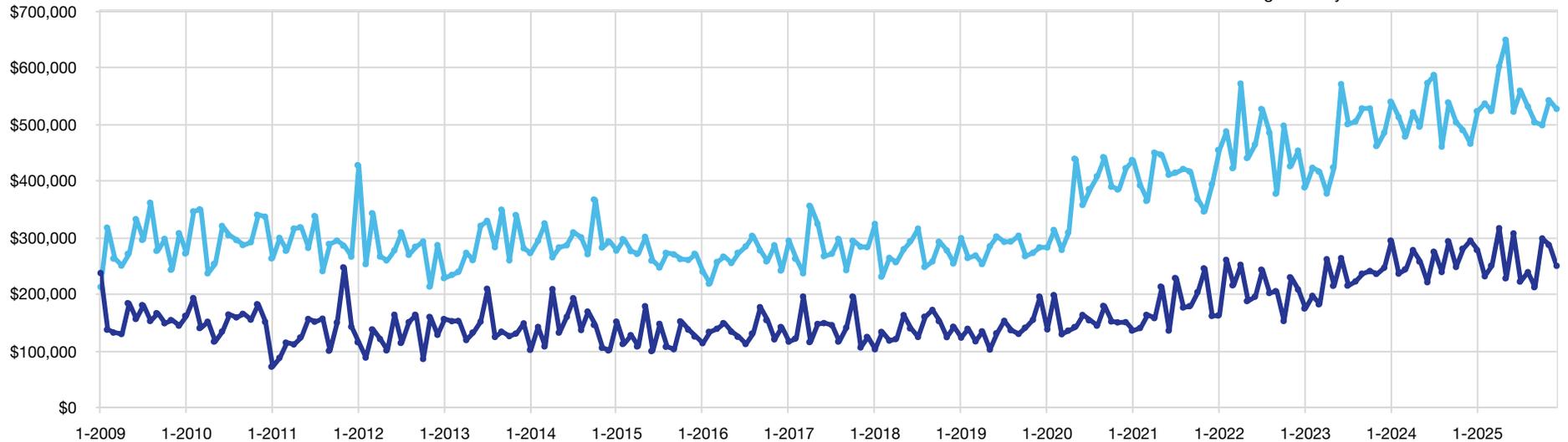
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$497,690	- 1.0%	\$297,385	+ 20.4%
Nov-2025	\$541,764	+ 10.8%	\$286,100	+ 2.5%
Dec-2025	\$526,623	+ 13.3%	\$249,086	- 15.2%
12-Month Avg*	\$539,275	+ 5.0%	\$258,115	- 0.0%

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

Historical Average Sales Price by Month

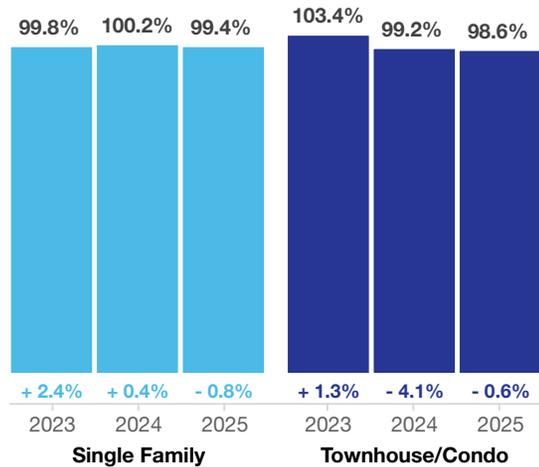


Percent of List Price Received

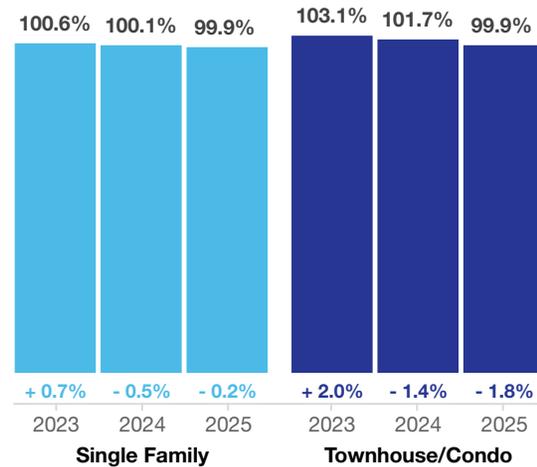
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



December



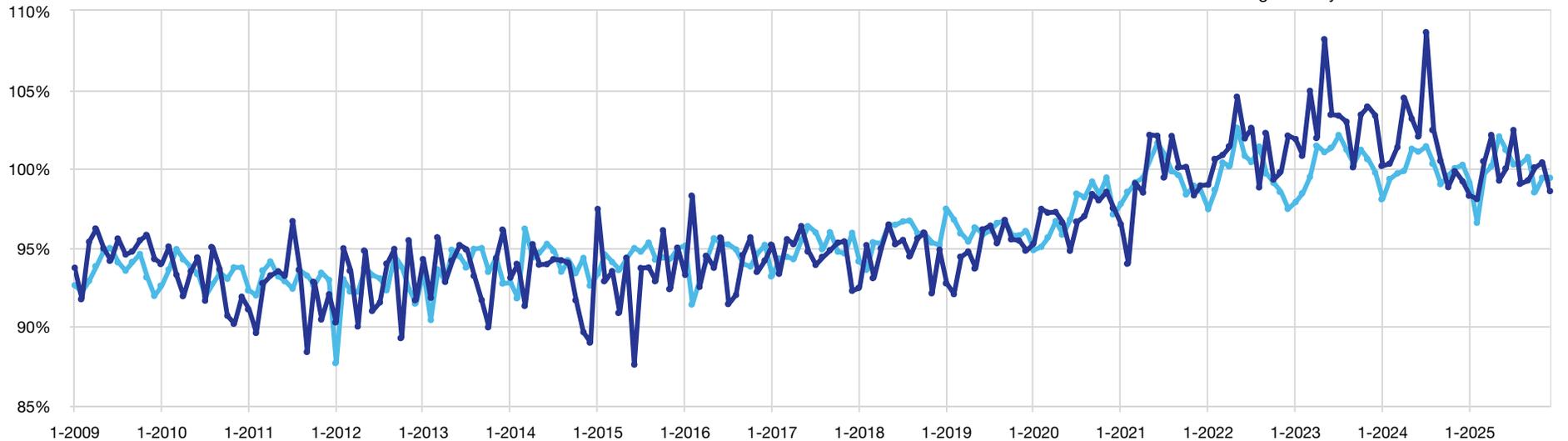
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
Dec-2025	99.4%	- 0.8%	98.6%	- 0.6%
12-Month Avg*	99.9%	- 0.2%	99.9%	- 1.7%

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

Historical Percent of List Price Received by Month

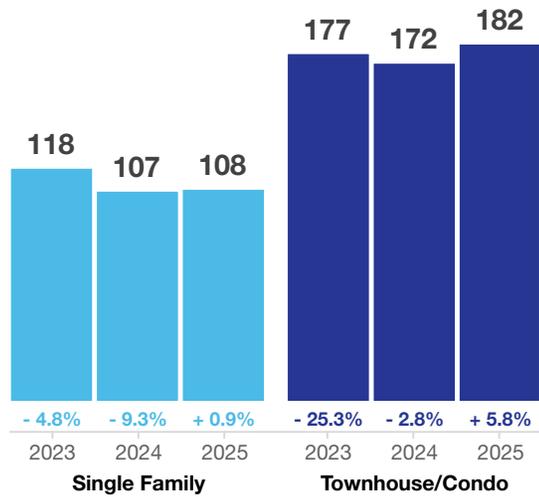


Housing Affordability Index

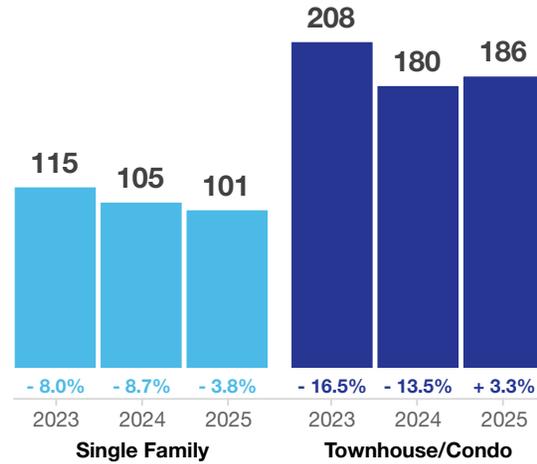
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



December

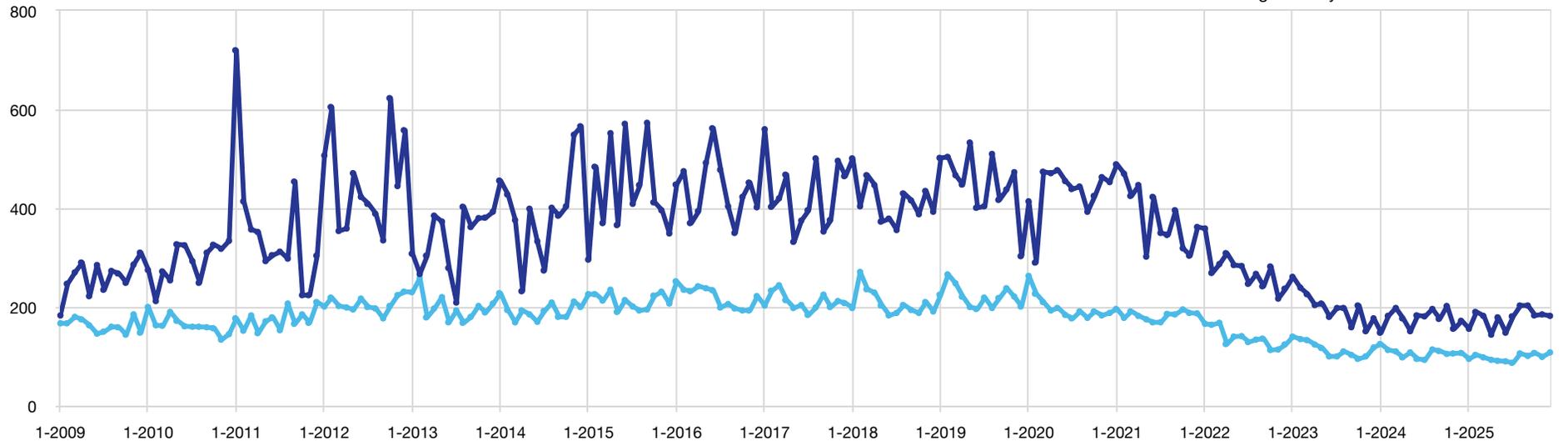


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
Dec-2025	108	+0.9%	182	+5.8%
12-Month Avg	98	-8.4%	178	+0.6%

Historical Housing Affordability Index by Month

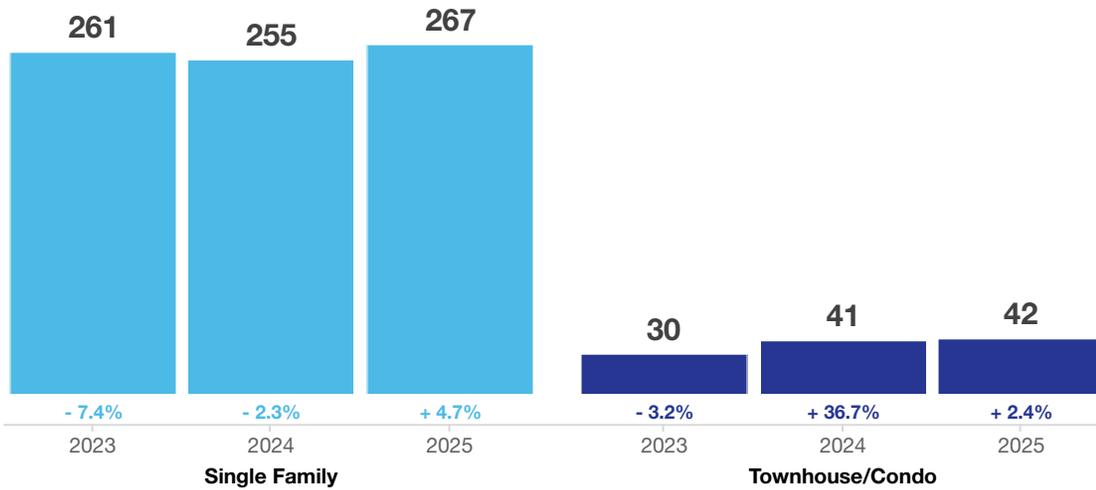


Inventory of Homes for Sale

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

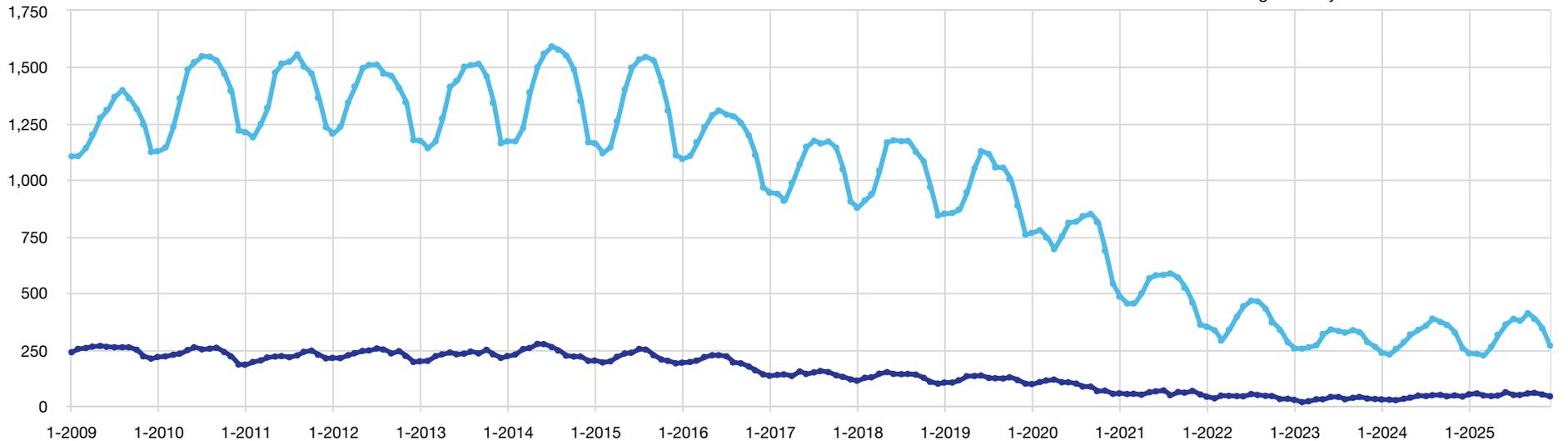


December



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%	50	+ 8.7%
Dec-2025	267	+ 4.7%	42	+ 2.4%
12-Month Avg	316	+ 2.6%	50	+ 31.6%

Historical Inventory of Homes for Sale by Month

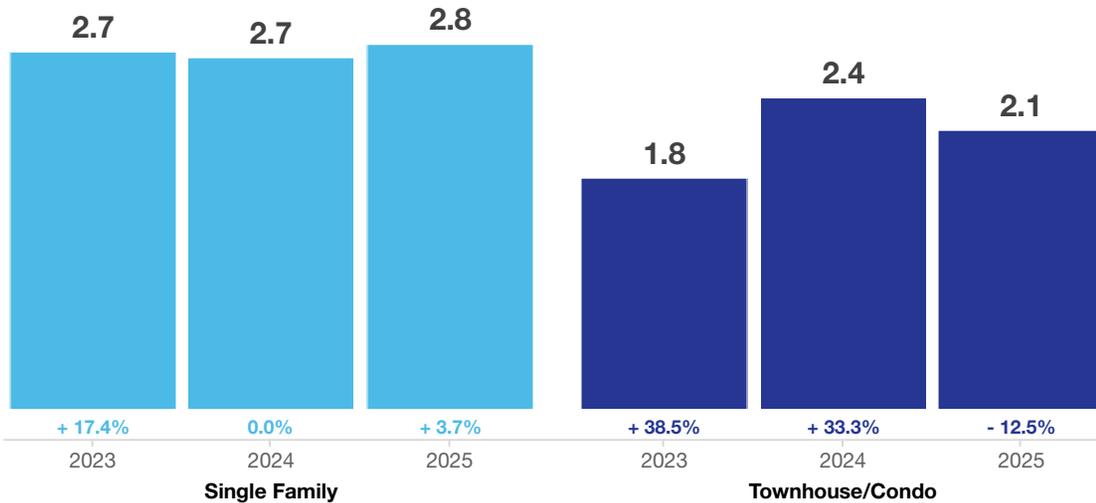


Months Supply of Inventory

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.



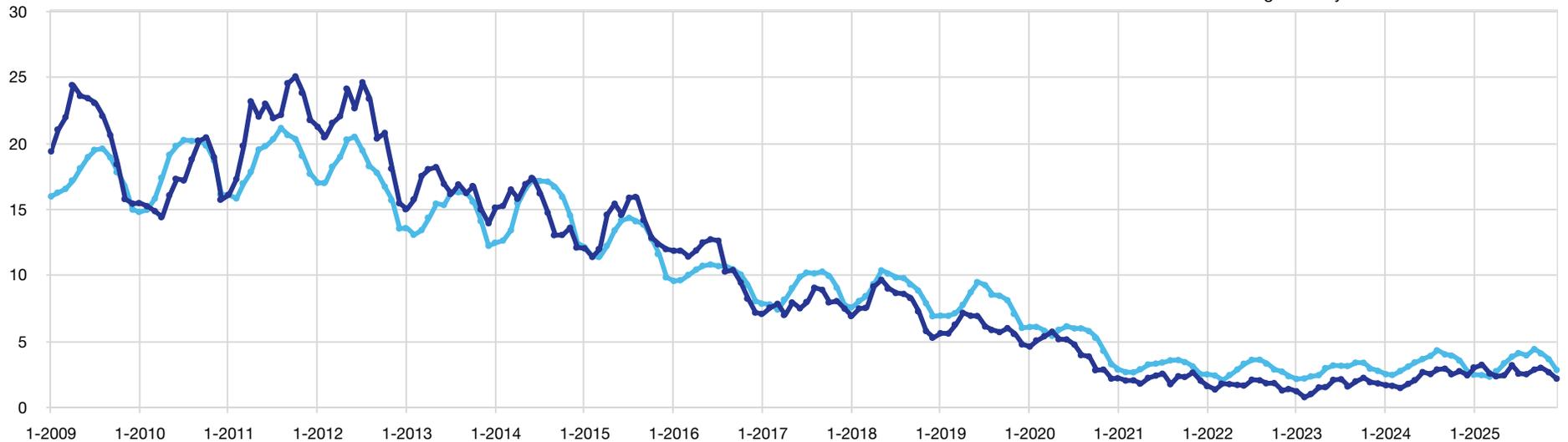
December



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%	2.6	- 3.7%
Dec-2025	2.8	+ 3.7%	2.1	- 12.5%
12-Month Avg*	3.3	- 0.3%	2.7	+ 19.7%

* Months Supply for all properties from January 2025 through December 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	12-2024	12-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		53	75	+ 41.5%	1,698	1,773	+ 4.4%
Pending Sales		97	111	+ 14.4%	1,350	1,388	+ 2.8%
Closed Sales		120	140	+ 16.7%	1,343	1,362	+ 1.4%
Days on Market Until Sale		41	37	- 9.8%	36	38	+ 5.6%
Median Sales Price		\$352,500	\$372,500	+ 5.7%	\$350,000	\$375,000	+ 7.1%
Average Sales Price		\$444,911	\$483,010	+ 8.6%	\$474,433	\$490,970	+ 3.5%
Percent of List Price Received		100.1%	99.3%	- 0.8%	100.3%	99.9%	- 0.4%
Housing Affordability Index		112	112	0.0%	113	111	- 1.8%
Inventory of Homes for Sale		296	309	+ 4.4%	—	—	—
Months Supply of Inventory		2.6	2.7	+ 3.8%	—	—	—