

Monthly Indicators

Litchfield County Chapter of GHAR



January 2026

U.S. existing-home sales climbed 5.1% month-over-month and 1.4% year-over-year to a seasonally adjusted annual rate of 4.35 million units, the strongest pace in nearly three years, according to the National Association of REALTORS® (NAR). Lower mortgage rates and slower home price growth helped spur buyer activity, and sales increased month-over-month in every region. On an annual basis, sales rose in the South, held steady in the West and Midwest, and declined in the Northeast.

New Listings decreased 3.9 percent for Single Family homes and 32.3 percent for Townhouse/Condo homes. Pending Sales decreased 6.4 percent for Single Family homes and 11.8 percent for Townhouse/Condo homes. Inventory remained flat for Single Family homes but decreased 9.8 percent for Townhouse/Condo properties.

Median Sales Price remained flat at \$410,000 for Single Family homes but decreased 7.4 percent to \$231,500 for Townhouse/Condo properties. Days on Market remained flat for Single Family homes but decreased 13.5 percent for Townhouse/Condo properties. Months Supply of Inventory remained flat for Single Family homes but decreased 20.0 percent for Townhouse/Condo properties.

Nationally, there were 1.18 million homes for sale heading into January, an 18.1% decline from the previous month but 3.5% higher compared to the same period last year, representing a 3.3-month supply at the current sales pace, according to NAR. Meanwhile, the median existing-home price rose 0.4% from a year ago to \$405,400, reflecting a continued moderation in national price growth.

Quick Facts

- 7.0%

Change in
Closed Sales
All Properties

+ 1.0%

Change in
Median Sales Price
All Properties

- 1.8%

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	1-2025	1-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		77	74	- 3.9%	77	74	- 3.9%
Pending Sales		78	73	- 6.4%	78	73	- 6.4%
Closed Sales		83	81	- 2.4%	83	81	- 2.4%
Days on Market Until Sale		47	47	0.0%	47	47	0.0%
Median Sales Price		\$410,000	\$410,000	0.0%	\$410,000	\$410,000	0.0%
Average Sales Price		\$522,341	\$590,044	+ 13.0%	\$522,341	\$590,044	+ 13.0%
Percent of List Price Received		99.1%	98.5%	- 0.6%	99.1%	98.5%	- 0.6%
Housing Affordability Index		99	106	+ 7.1%	99	106	+ 7.1%
Inventory of Homes for Sale		232	232	0.0%	—	—	—
Months Supply of Inventory		2.4	2.4	0.0%	—	—	—

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.



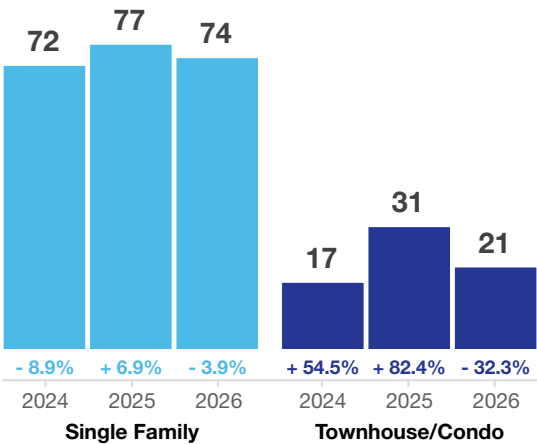
Key Metrics	Historical Sparkbars	1-2025	1-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		31	21	- 32.3%	31	21	- 32.3%
Pending Sales		17	15	- 11.8%	17	15	- 11.8%
Closed Sales		17	12	- 29.4%	17	12	- 29.4%
Days on Market Until Sale		37	32	- 13.5%	37	32	- 13.5%
Median Sales Price		\$250,000	\$231,500	- 7.4%	\$250,000	\$231,500	- 7.4%
Average Sales Price		\$277,324	\$316,875	+ 14.3%	\$277,324	\$316,875	+ 14.3%
Percent of List Price Received		98.3%	97.8%	- 0.5%	98.3%	97.8%	- 0.5%
Housing Affordability Index		162	188	+ 16.0%	162	188	+ 16.0%
Inventory of Homes for Sale		51	46	- 9.8%	—	—	—
Months Supply of Inventory		3.0	2.4	- 20.0%	—	—	—

New Listings

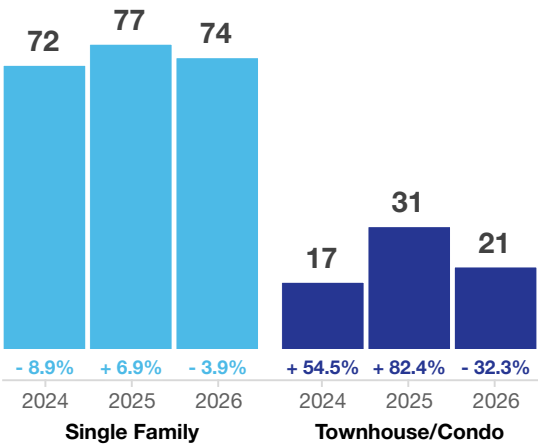
A count of the properties that have been newly listed on the market in a given month.



January

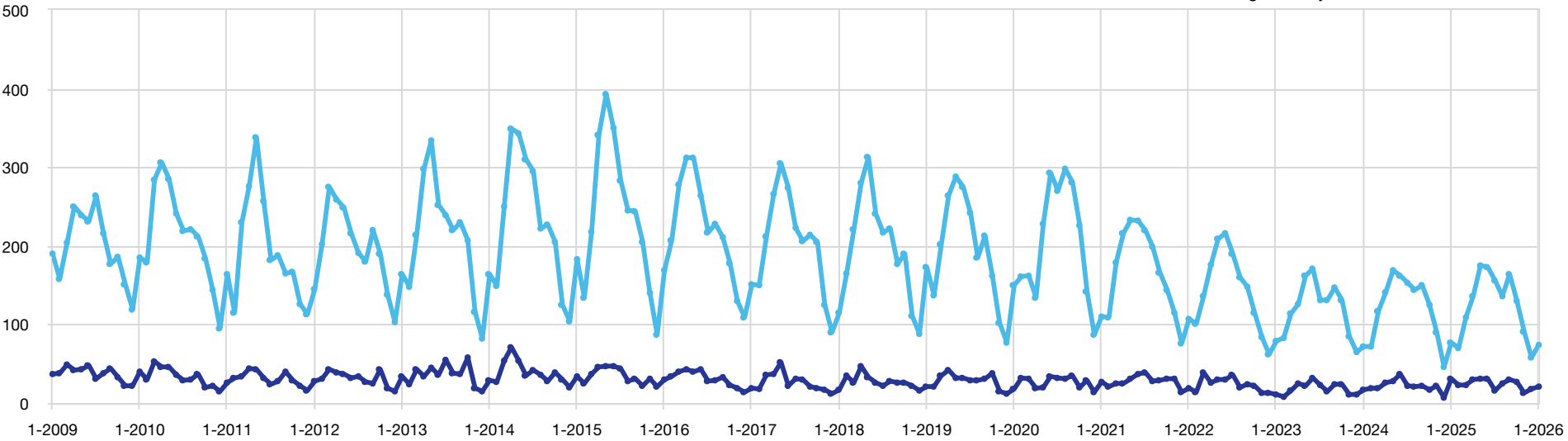


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	164	+ 9.3%	30	+ 36.4%
Oct-2025	130	+ 4.0%	27	+ 58.8%
Nov-2025	91	+ 1.1%	13	- 40.9%
Dec-2025	58	+ 26.1%	18	+ 157.1%
Jan-2026	74	- 3.9%	21	- 32.3%
12-Month Avg	123	+ 1.7%	24	+ 4.3%

Historical New Listings by Month



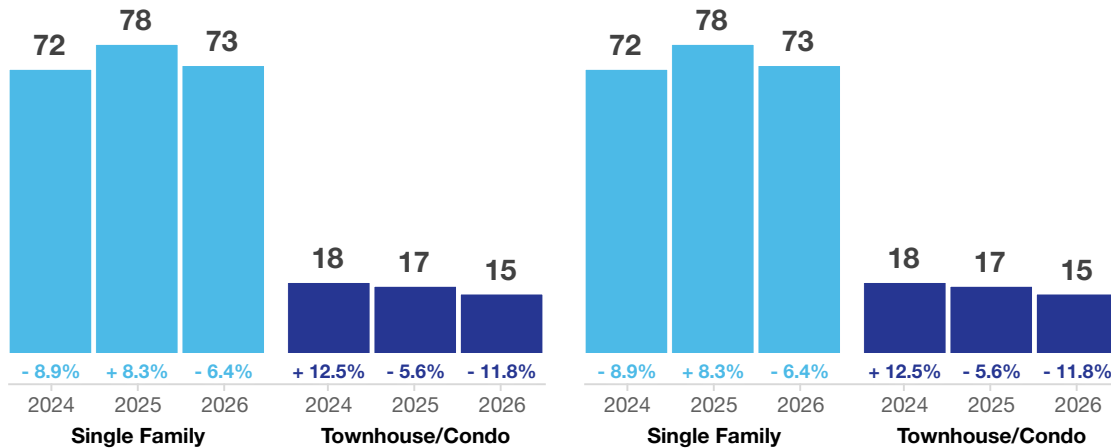
Pending Sales

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



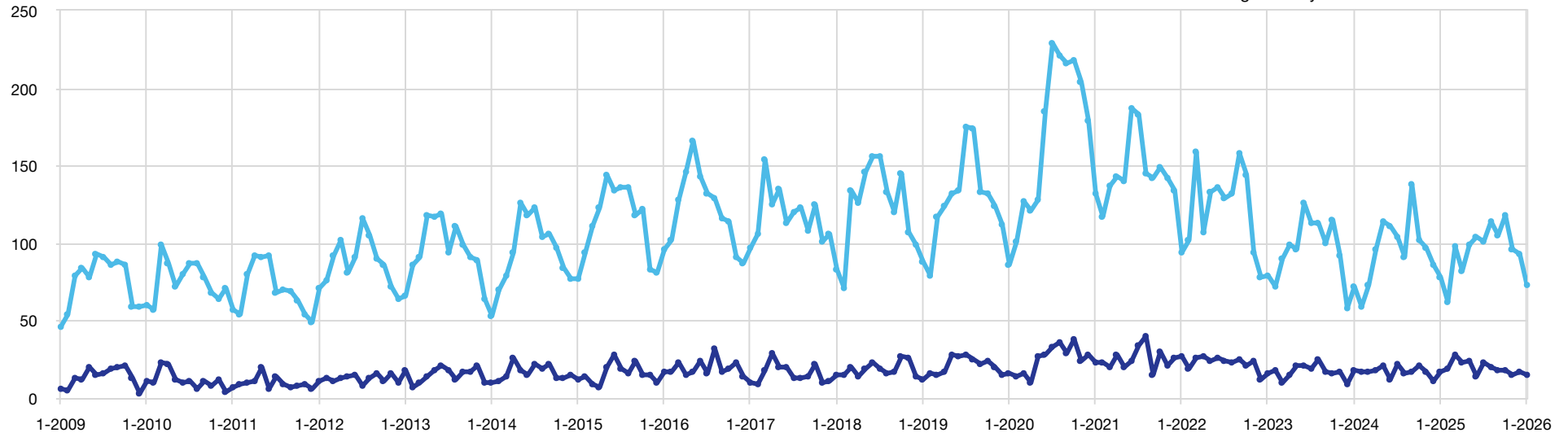
January

Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	96	- 1.0%	15	- 11.8%
Dec-2025	93	+ 8.1%	17	+ 54.5%
Jan-2026	73	- 6.4%	15	- 11.8%
12-Month Avg	95	- 1.0%	20	+ 17.6%

Historical Pending Sales by Month

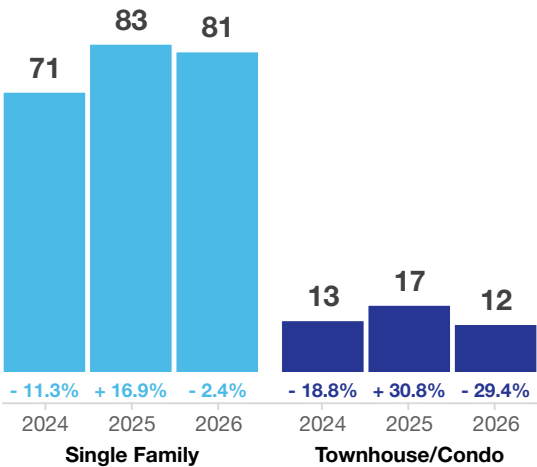


Closed Sales

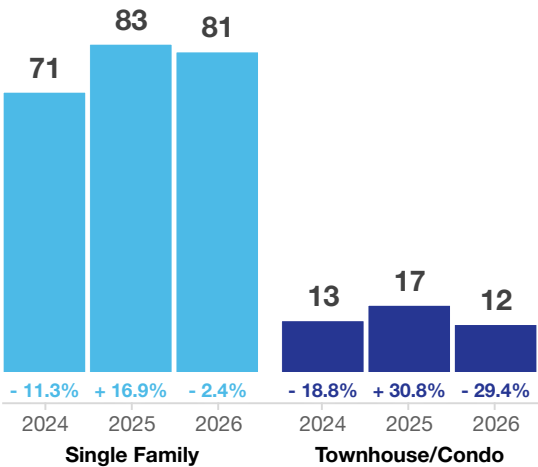
A count of the actual sales that closed in a given month.



January

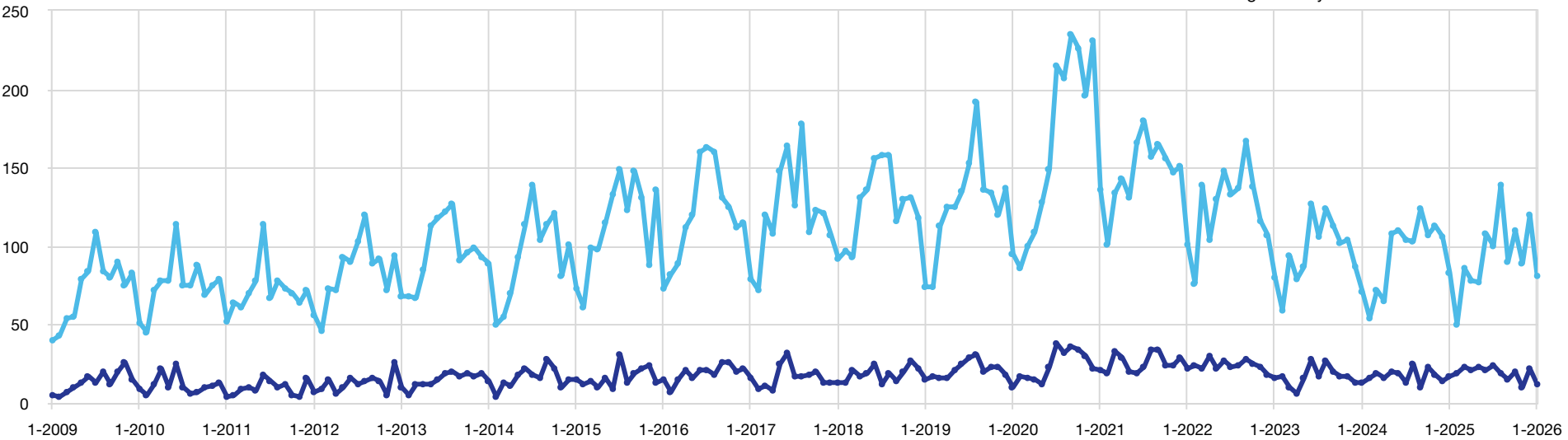


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	120	+ 13.2%	22	+ 57.1%
Jan-2026	81	- 2.4%	12	- 29.4%
12-Month Avg	94	- 2.1%	19	+ 5.6%

Historical Closed Sales by Month

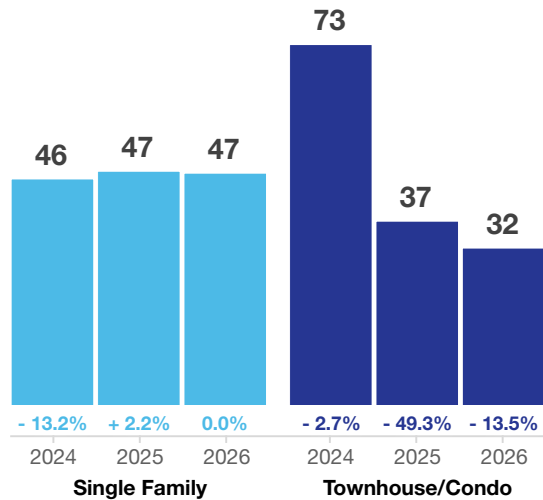


Days on Market Until Sale

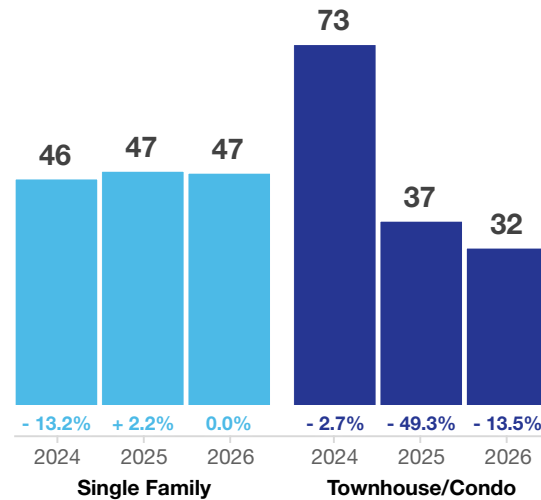
Average number of days between when a property is listed and when an offer is accepted in a given month.



January



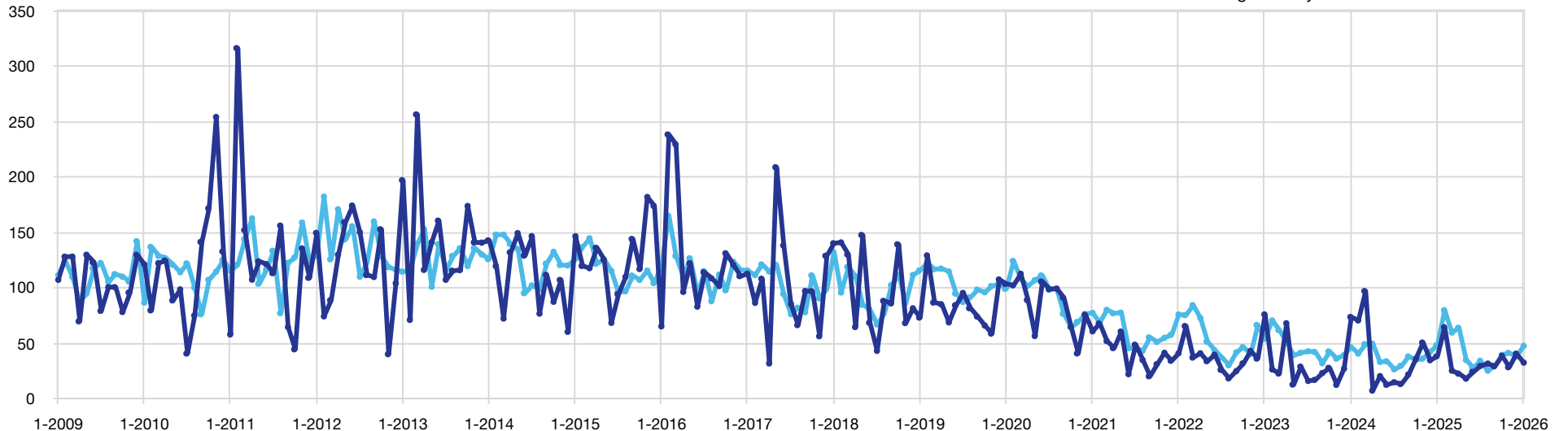
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
Jan-2026	47	0.0%	32	- 13.5%
12-Month Avg*	40	+ 8.5%	31	- 9.3%

* Days on Market for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

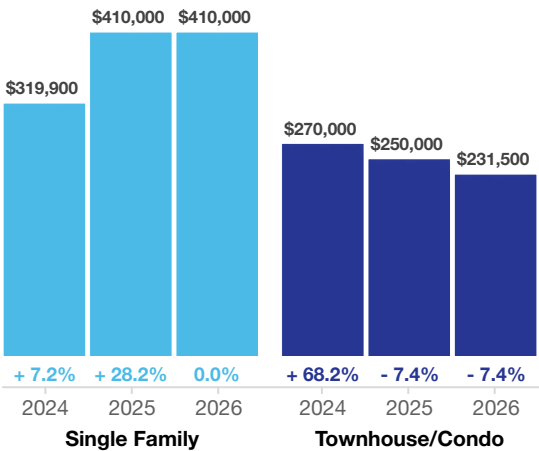


Median Sales Price

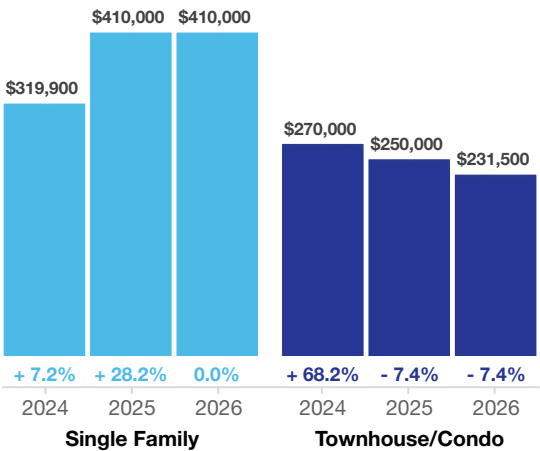
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January



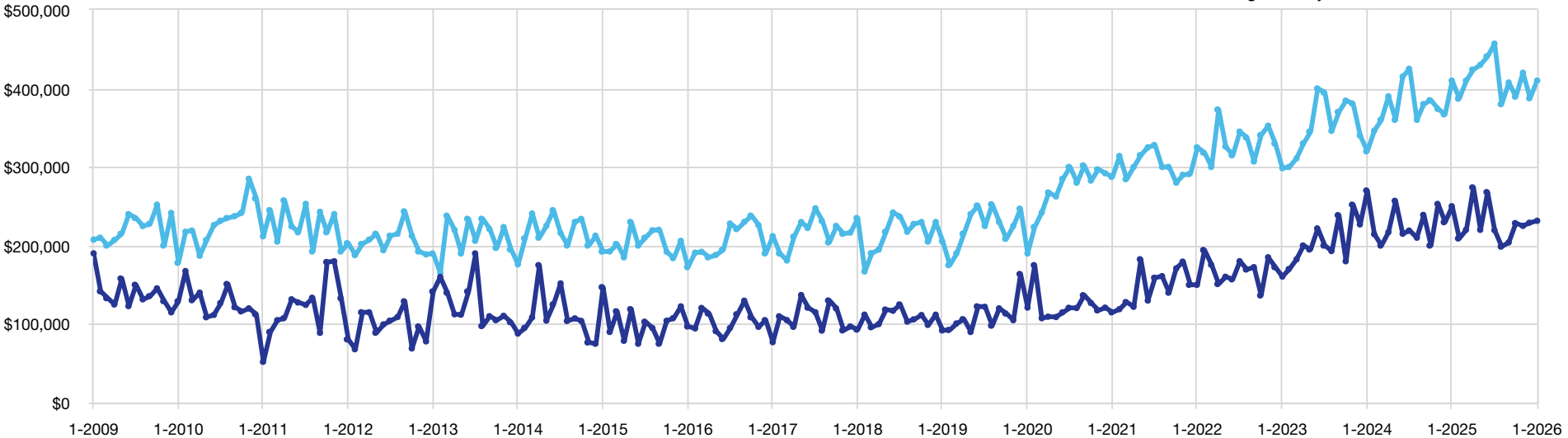
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
Jan-2026	\$410,000	0.0%	\$231,500	- 7.4%
12-Month Avg*	\$412,500	+ 8.6%	\$225,000	+ 2.7%

* Median Sales Price for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Historical Median Sales Price by Month

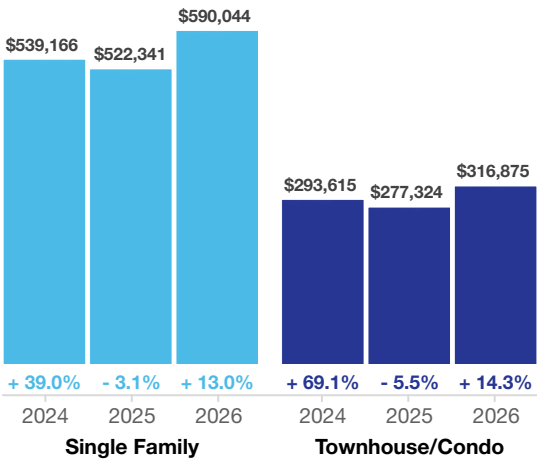


Average Sales Price

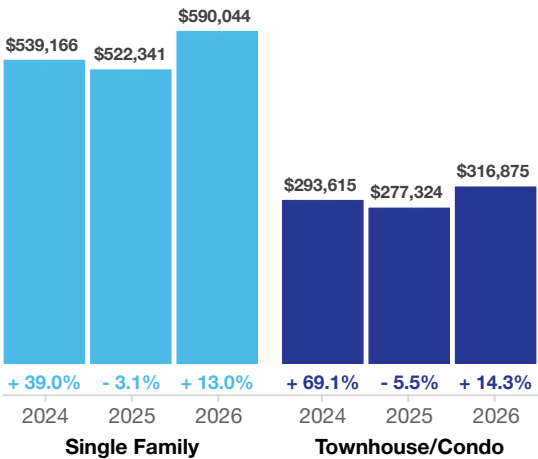
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



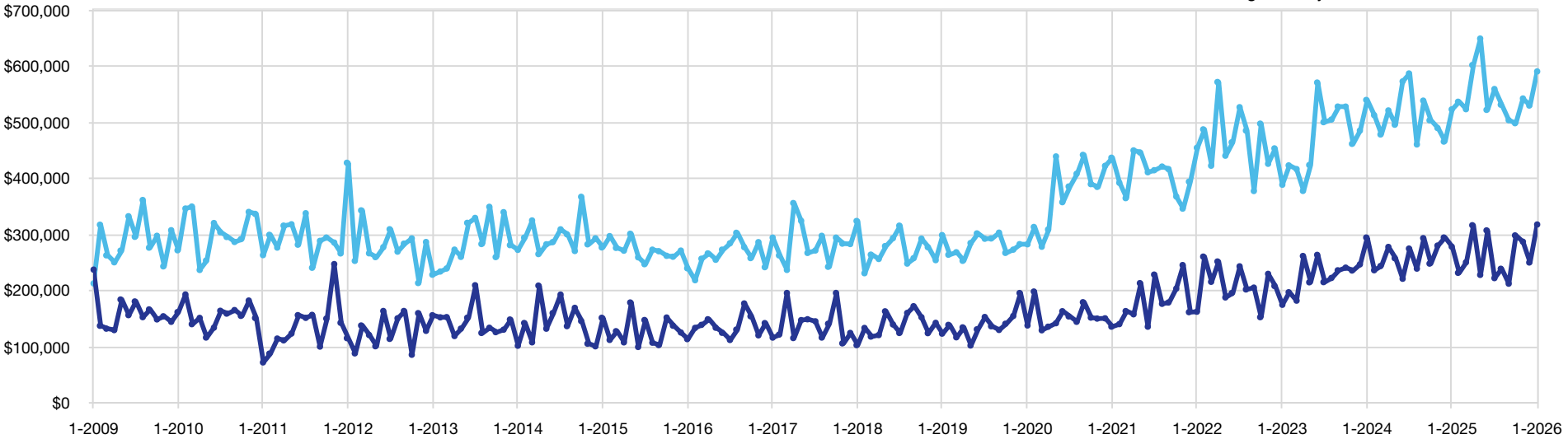
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$529,221	+ 13.8%	\$249,086	- 15.2%
Jan-2026	\$590,044	+ 13.0%	\$316,875	+ 14.3%
12-Month Avg*	\$544,421	+ 6.2%	\$259,768	+ 0.8%

* Avg. Sales Price for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Historical Average Sales Price by Month

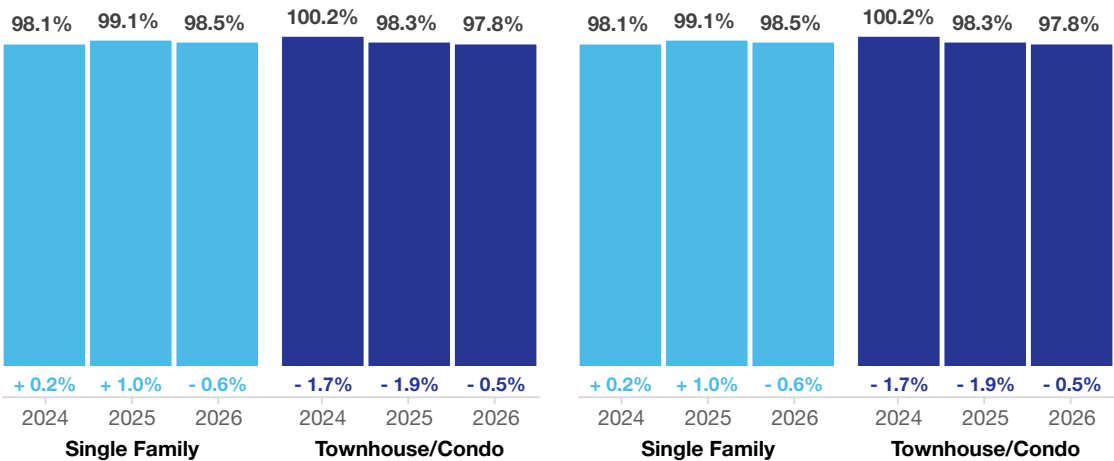


Percent of List Price Received

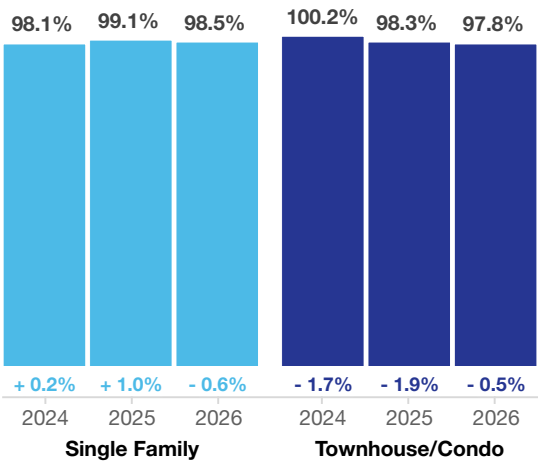
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



January



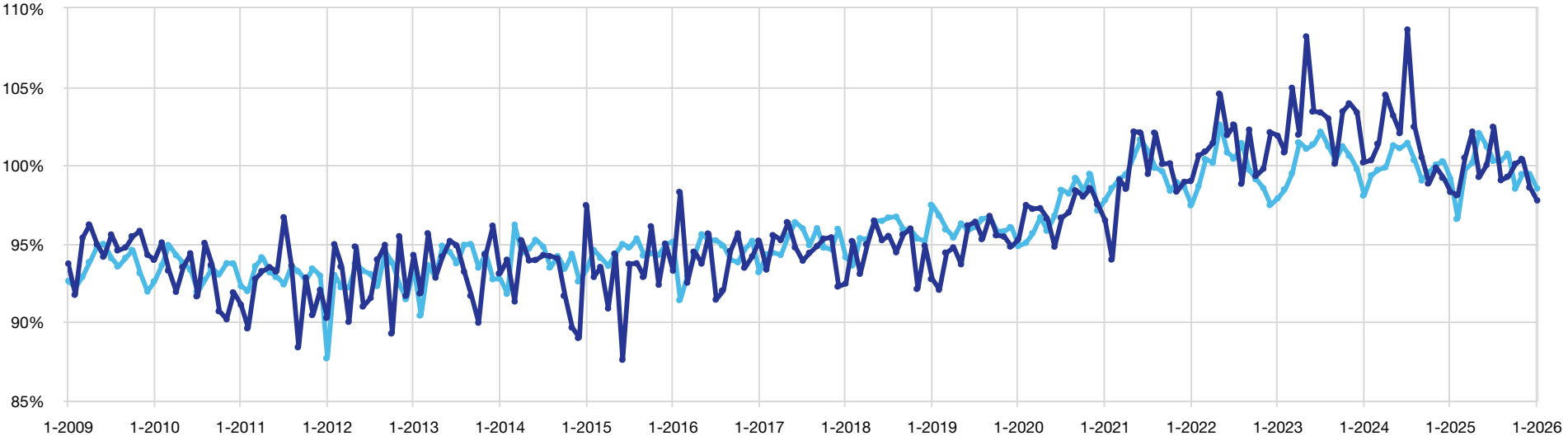
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
Jan-2026	98.5%	- 0.6%	97.8%	- 0.5%
12-Month Avg*	99.9%	- 0.3%	99.9%	- 1.6%

* Pct. of List Price Received for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

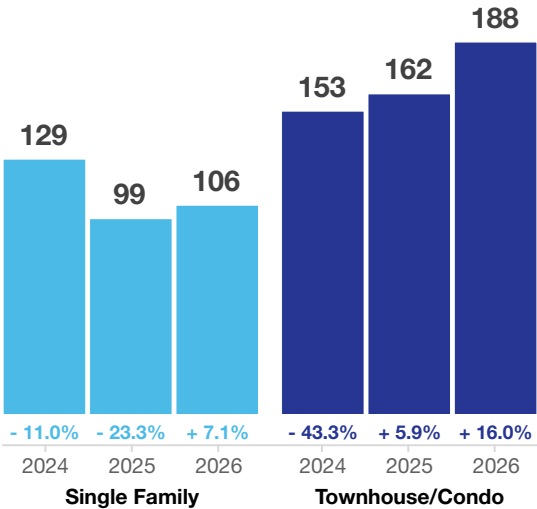


Housing Affordability Index

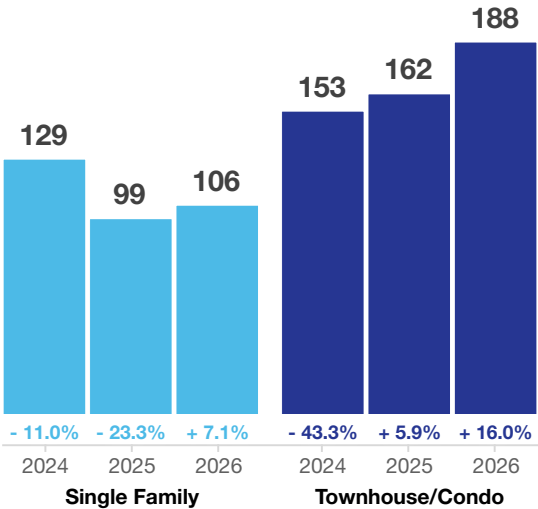
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



January

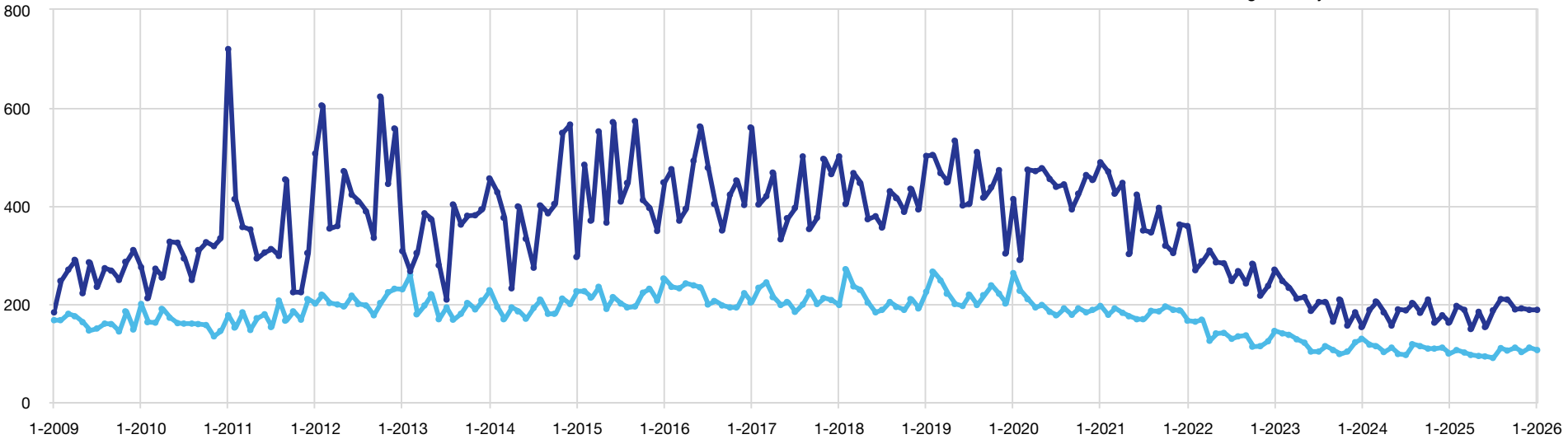


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2025	106	- 9.4%	196	+ 4.3%
Mar-2025	101	- 11.4%	188	- 8.3%
Apr-2025	96	- 5.9%	149	- 18.6%
May-2025	94	- 15.3%	184	+ 17.9%
Jun-2025	93	- 5.1%	153	- 19.0%
Jul-2025	90	- 6.3%	187	0.0%
Aug-2025	110	- 6.8%	210	+ 4.0%
Sep-2025	105	- 7.9%	209	+ 14.8%
Oct-2025	111	+ 1.8%	189	- 9.6%
Nov-2025	102	- 6.4%	191	+ 17.9%
Dec-2025	111	0.0%	188	+ 6.2%
Jan-2026	106	+ 7.1%	188	+ 16.0%
12-Month Avg	102	- 5.6%	186	+ 1.1%

Historical Housing Affordability Index by Month

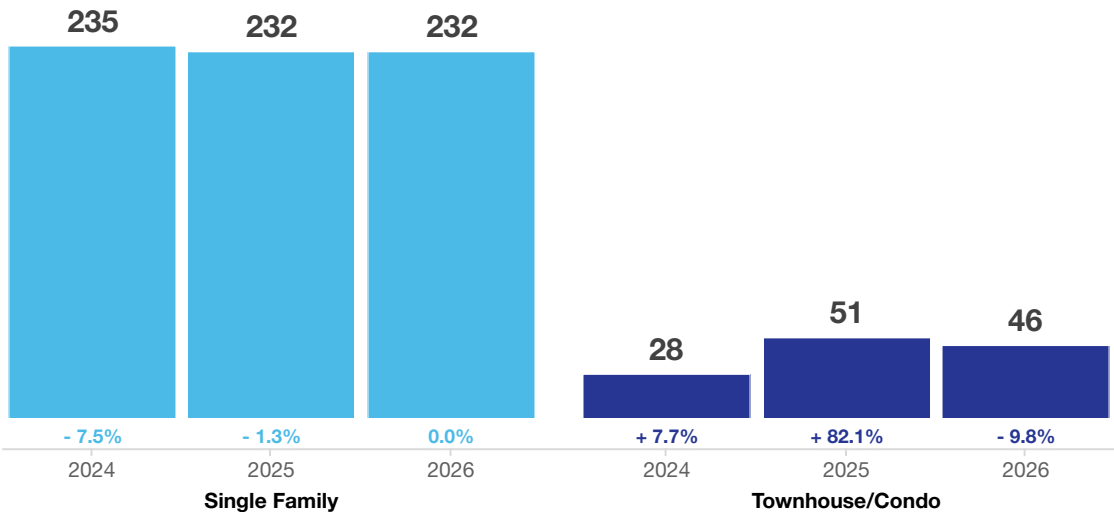


Inventory of Homes for Sale

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

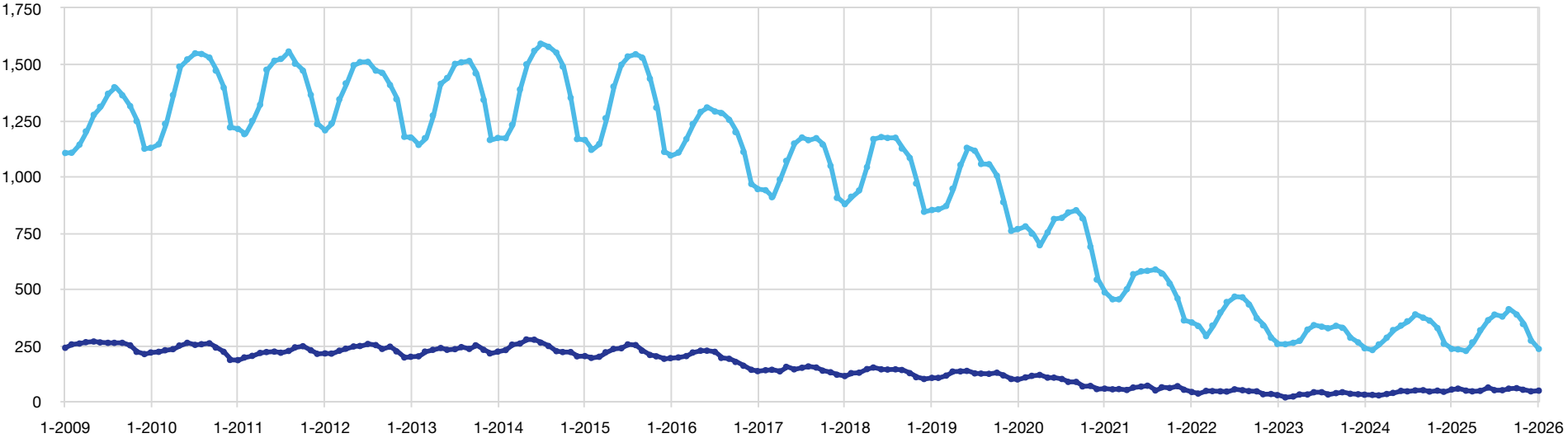


January



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	409	+ 10.2%	55	+ 14.6%
Oct-2025	385	+ 7.5%	57	+ 35.7%
Nov-2025	343	+ 5.5%	50	+ 8.7%
Dec-2025	269	+ 5.5%	43	+ 4.9%
Jan-2026	232	0.0%	46	- 9.8%
12-Month Avg	316	+ 2.6%	50	+ 25.0%

Historical Inventory of Homes for Sale by Month

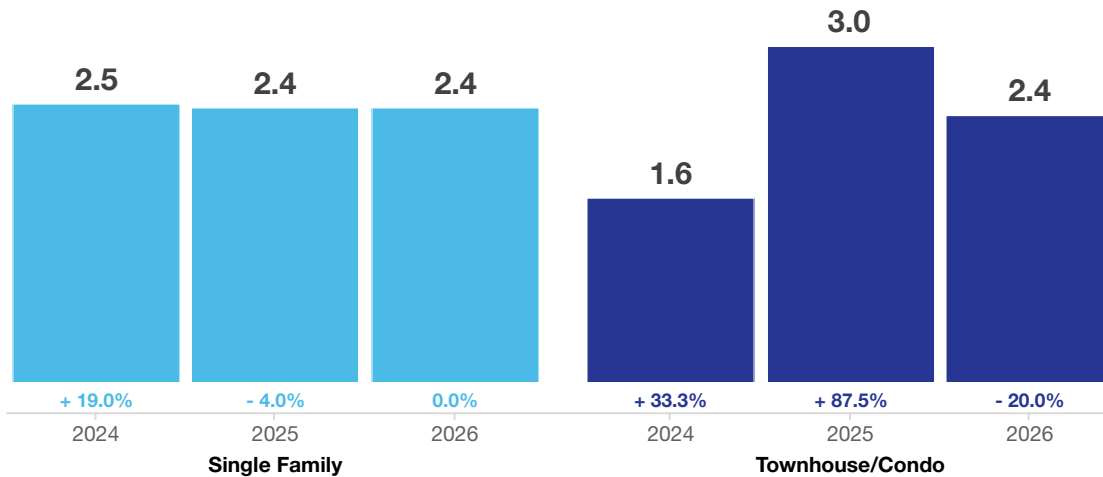


Months Supply of Inventory

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.



January



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%	2.2	- 8.3%
Jan-2026	2.4	0.0%	2.4	- 20.0%
12-Month Avg*	3.3	- 0.1%	2.6	+ 12.0%

* Months Supply for all properties from February 2025 through January 2026. 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	1-2025	1-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		108	95	- 12.0%	108	95	- 12.0%
Pending Sales		95	88	- 7.4%	95	88	- 7.4%
Closed Sales		100	93	- 7.0%	100	93	- 7.0%
Days on Market Until Sale		46	45	- 2.2%	46	45	- 2.2%
Median Sales Price		\$381,000	\$385,000	+ 1.0%	\$381,000	\$385,000	+ 1.0%
Average Sales Price		\$480,688	\$554,796	+ 15.4%	\$480,688	\$554,796	+ 15.4%
Percent of List Price Received		99.0%	98.4%	- 0.6%	99.0%	98.4%	- 0.6%
Housing Affordability Index		106	113	+ 6.6%	106	113	+ 6.6%
Inventory of Homes for Sale		283	278	- 1.8%	—	—	—
Months Supply of Inventory		2.5	2.4	- 4.0%	—	—	—