

Monthly Indicators

Greater Hartford Association of REALTORS®



April 2025

U.S. existing-home sales decreased 5.9% month-over-month and 2.4% year-over-year to a seasonally adjusted annual rate of 4.02 million units, according to the National Association of REALTORS® (NAR), as affordability challenges and economic uncertainty weigh on market activity. Sales were down month-over-month in all four regions, with the West experiencing the largest decline, at 9.4%.

New Listings decreased 9.2 percent for Single Family homes and 13.2 percent for Townhouse/Condo homes. Pending Sales decreased 1.4 percent for Single Family homes and 10.9 percent for Townhouse/Condo homes. Inventory decreased 4.5 percent for Single Family homes but increased 23.2 percent for Townhouse/Condo homes.

Median Sales Price increased 9.8 percent to \$421,500 for Single Family homes but decreased 3.5 percent to \$275,000 for Townhouse/Condo homes. Days on Market decreased 10.5 percent for Single Family homes and 37.5 percent for Townhouse/Condo homes. Months Supply of Inventory decreased 6.3 percent for Single Family homes but increased 36.4 percent for Townhouse/Condo homes.

Total housing inventory increased 8.1% month-over-month for a total of 1.33 million units heading into April, equivalent to a 4.0-month supply at the current sales pace, according to NAR. Although inventory is up nearly 20% from the same time last year, the additional supply has had little effect on home prices across much of the country, with the national median existing-home price climbing 2.7% year-over-year to \$403,700 as of last measure.

Quick Facts

- 8.9%

Change in
Closed Sales
All Properties

+ 11.4%

Change in
Median Sales Price
All Properties

+ 0.5%

Change in
Homes for Sale
All Properties

This report covers residential real estate activity in the Greater Hartford Association of REALTORS® Association 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					4-2024	4-2025	% Change	YTD 2024	YTD 2025	% Change
	4-2023	10-2023	4-2024	10-2024	4-2025						
New Listings						588	534	- 9.2%	1,627	1,625	- 0.1%
Pending Sales						435	429	- 1.4%	1,343	1,383	+ 3.0%
Closed Sales						350	344	- 1.7%	1,171	1,167	- 0.3%
Days on Market Until Sale						19	17	- 10.5%	29	24	- 17.2%
Median Sales Price						\$383,727	\$421,500	+ 9.8%	\$360,000	\$390,000	+ 8.3%
Average Sales Price						\$445,222	\$513,122	+ 15.3%	\$429,825	\$461,830	+ 7.4%
Percent of List Price Received						106.7%	106.6%	- 0.1%	104.8%	104.6%	- 0.2%
Housing Affordability Index						106	99	- 6.6%	113	107	- 5.3%
Inventory of Homes for Sale						621	593	- 4.5%	—	—	—
Months Supply of Inventory						1.6	1.5	- 6.3%	—	—	—

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.



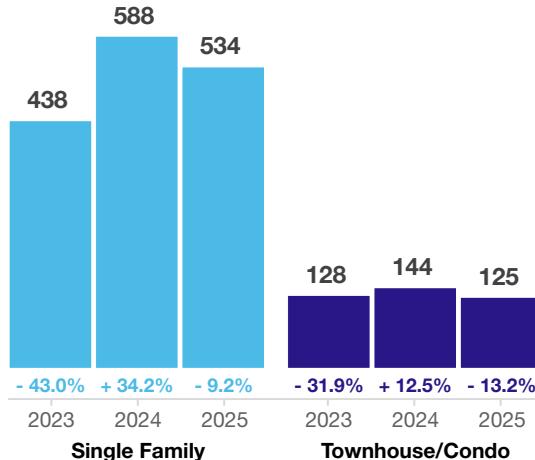
Key Metrics	Historical Sparkbars						4-2024	4-2025	% Change	YTD 2024	YTD 2025	% Change
	4-2023	10-2023	4-2024	10-2024	4-2025							
New Listings							144	125	- 13.2%	534	495	- 7.3%
Pending Sales							137	122	- 10.9%	470	434	- 7.7%
Closed Sales							145	107	- 26.2%	429	410	- 4.4%
Days on Market Until Sale							24	15	- 37.5%	20	20	0.0%
Median Sales Price							\$285,000	\$275,000	- 3.5%	\$260,050	\$285,000	+ 9.6%
Average Sales Price							\$292,908	\$300,284	+ 2.5%	\$283,893	\$306,102	+ 7.8%
Percent of List Price Received							104.8%	103.1%	- 1.6%	104.6%	102.4%	- 2.1%
Housing Affordability Index							144	154	+ 6.9%	158	148	- 6.3%
Inventory of Homes for Sale							138	170	+ 23.2%	—	—	—
Months Supply of Inventory							1.1	1.5	+ 36.4%	—	—	—

New Listings

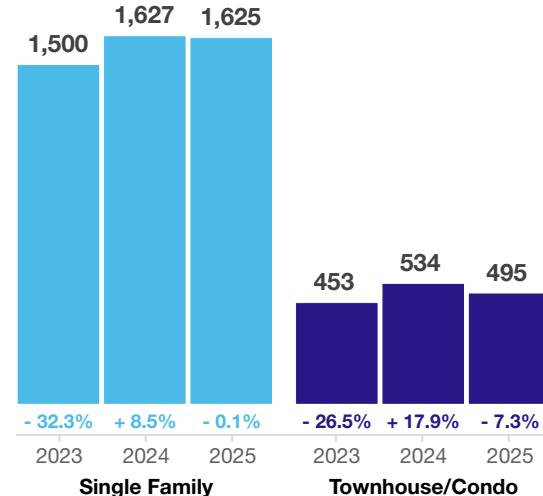
A count of the properties that have been newly listed on the market in a given month.



April

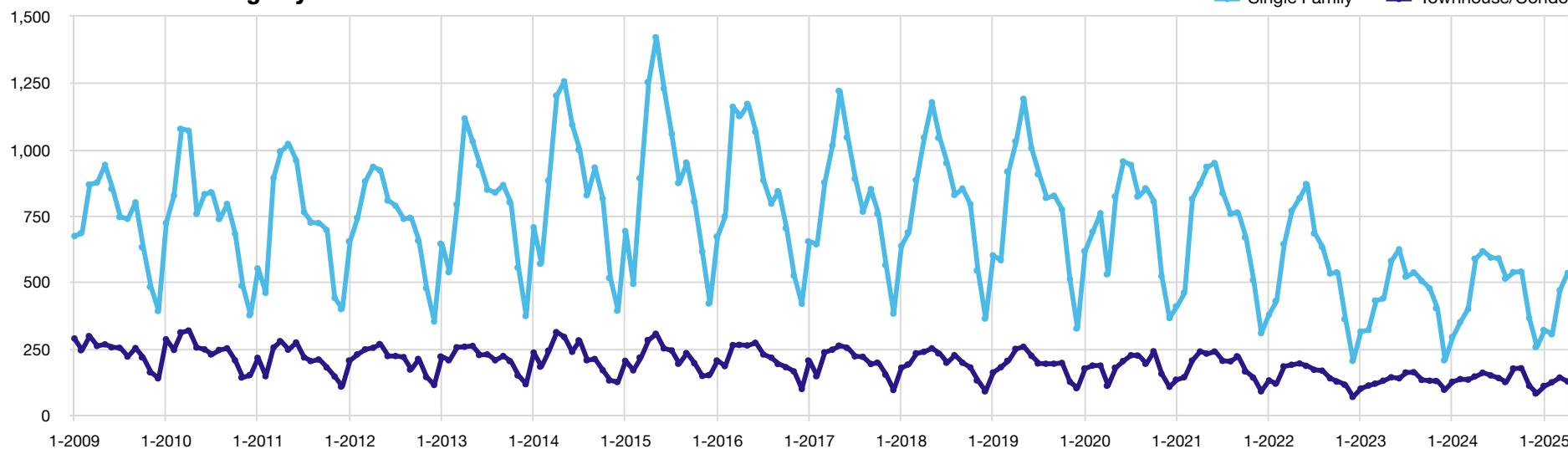


Year to Date



	New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
May-2024	616		+ 6.4%	158	+ 12.1%
Jun-2024	592		- 5.0%	148	+ 8.0%
Jul-2024	589		+ 13.3%	138	- 13.2%
Aug-2024	513		- 4.3%	123	- 23.1%
Sep-2024	537		+ 6.5%	174	+ 32.8%
Oct-2024	539		+ 13.2%	175	+ 36.7%
Nov-2024	364		- 9.2%	109	- 14.2%
Dec-2024	255		+ 24.4%	80	- 14.9%
Jan-2025	319		+ 9.2%	108	- 12.9%
Feb-2025	303		- 13.2%	122	- 9.0%
Mar-2025	469		+ 17.8%	140	+ 6.1%
Apr-2025	534		- 9.2%	125	- 13.2%
12-Month Avg	469		+ 2.9%	133	- 0.7%

Historical New Listings by Month

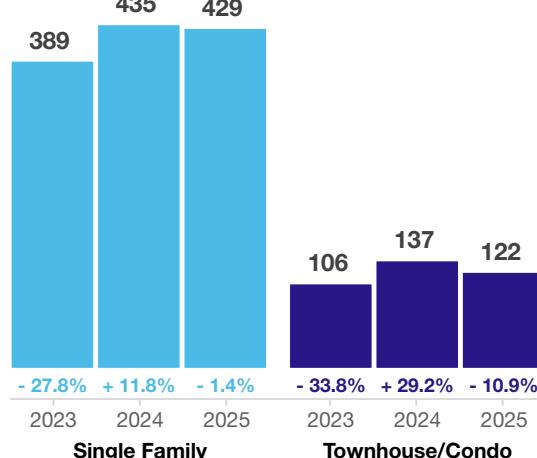


Pending Sales

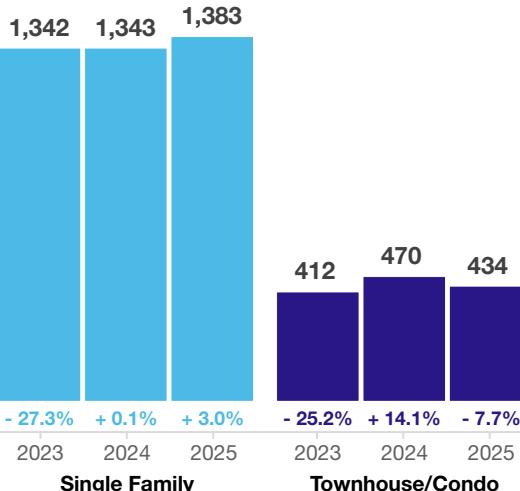
A count of the properties on which offers have been accepted in a given month.



April

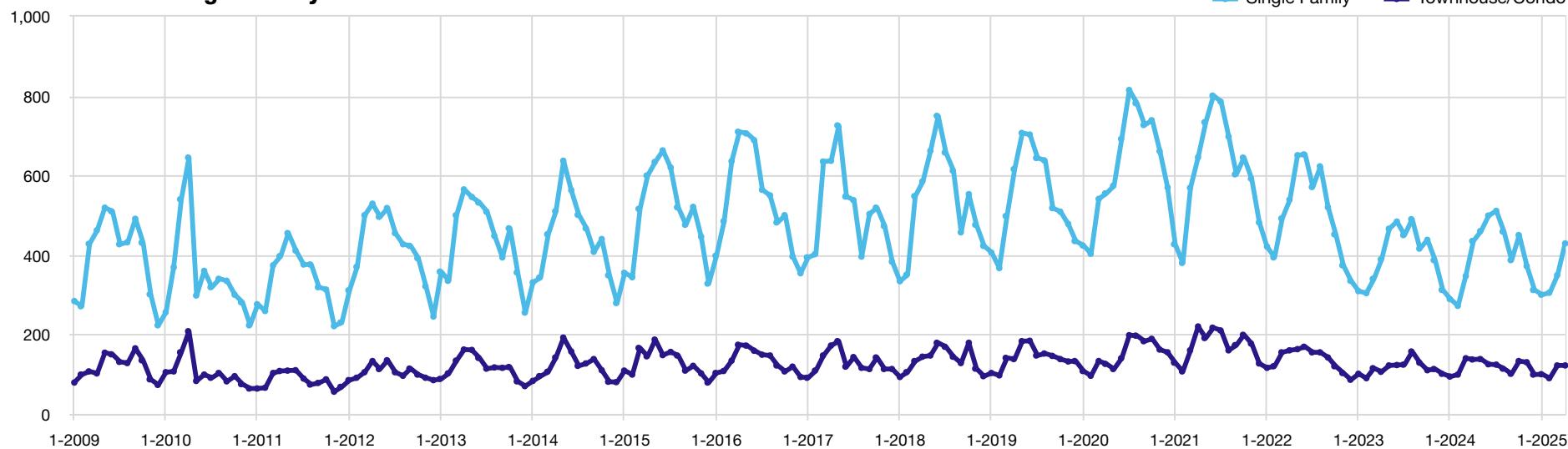


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
May-2024	460	- 1.3%	138	+ 13.1%
Jun-2024	499	+ 3.1%	125	+ 1.6%
Jul-2024	511	+ 13.6%	124	0.0%
Aug-2024	459	- 6.3%	114	- 27.4%
Sep-2024	387	- 7.0%	101	- 21.7%
Oct-2024	450	+ 2.7%	133	+ 20.9%
Nov-2024	372	- 3.9%	130	+ 15.0%
Dec-2024	312	0.0%	99	- 2.0%
Jan-2025	300	+ 3.8%	100	+ 6.4%
Feb-2025	305	+ 12.1%	90	- 9.1%
Mar-2025	349	+ 0.6%	122	- 12.9%
Apr-2025	429	- 1.4%	122	- 10.9%
12-Month Avg	403	+ 1.0%	117	- 3.3%

Historical Pending Sales by Month

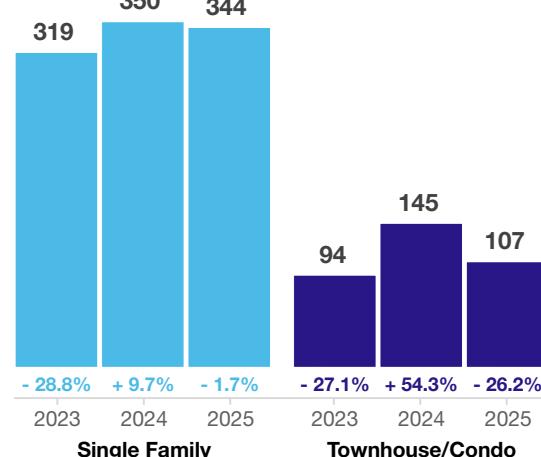


Closed Sales

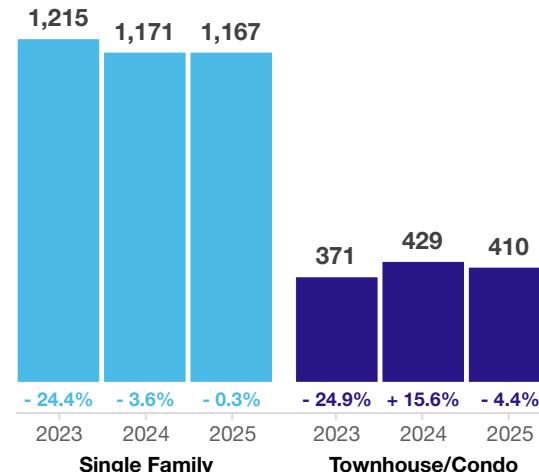
A count of the actual sales that closed in a given month.



April

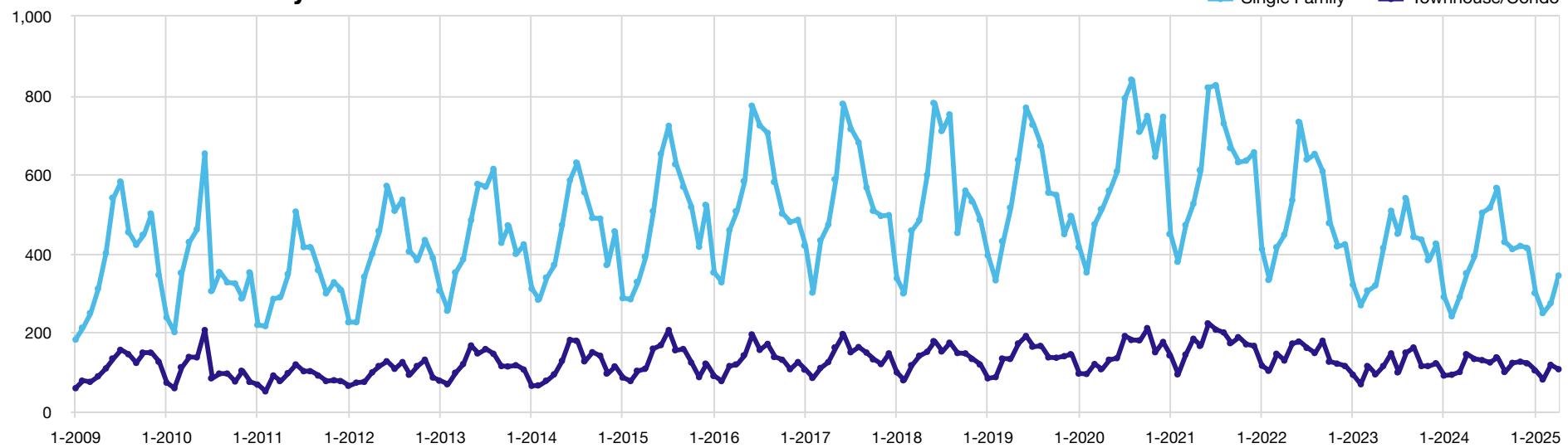


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
May-2024	393	- 5.1%	133	+ 15.7%
Jun-2024	503	- 1.0%	130	- 11.6%
Jul-2024	516	+ 14.7%	124	+ 25.3%
Aug-2024	566	+ 4.8%	137	- 8.1%
Sep-2024	429	- 2.9%	100	- 38.3%
Oct-2024	411	- 5.5%	123	+ 7.0%
Nov-2024	419	+ 9.4%	126	+ 9.6%
Dec-2024	414	- 2.6%	122	0.0%
Jan-2025	300	+ 3.4%	104	+ 14.3%
Feb-2025	249	+ 3.3%	81	- 12.9%
Mar-2025	274	- 5.5%	118	+ 18.0%
Apr-2025	344	- 1.7%	107	- 26.2%
12-Month Avg	402	+ 1.3%	117	- 3.3%

Historical Closed Sales by Month

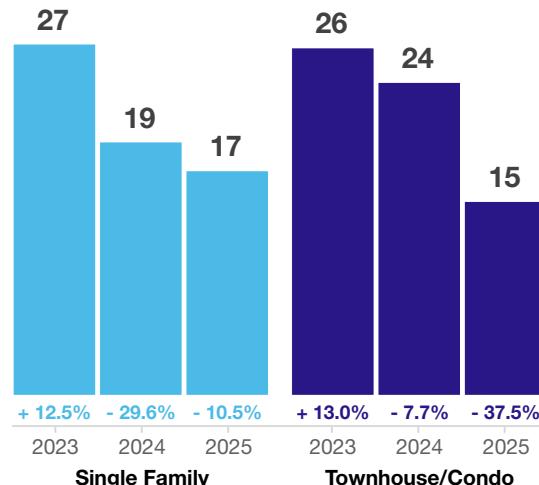


Days on Market Until Sale

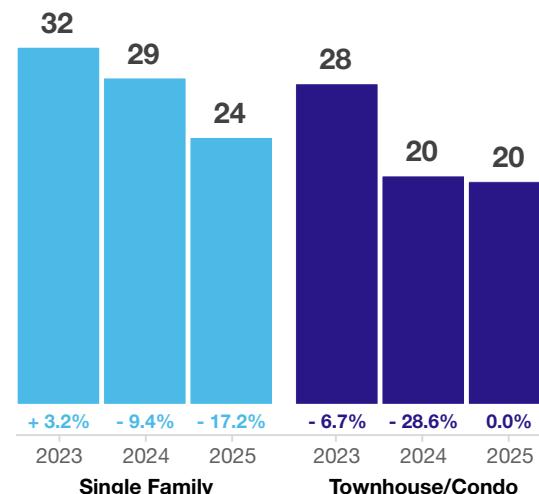
Average number of days between when a property is listed and when an offer is accepted in a given month.



April



Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
May-2024	18	- 21.7%	18	- 10.0%
Jun-2024	15	- 16.7%	14	- 6.7%
Jul-2024	16	- 5.9%	12	- 36.8%
Aug-2024	12	- 40.0%	15	+ 25.0%
Sep-2024	18	- 14.3%	14	- 17.6%
Oct-2024	20	- 9.1%	16	- 11.1%
Nov-2024	20	- 13.0%	14	- 26.3%
Dec-2024	25	- 10.7%	18	+ 5.9%
Jan-2025	26	- 29.7%	22	+ 15.8%
Feb-2025	27	- 18.2%	20	+ 11.1%
Mar-2025	26	- 10.3%	22	+ 15.8%
Apr-2025	17	- 10.5%	15	- 37.5%
12-Month Avg*	19	- 16.9%	17	- 7.1%

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

— Single Family — Townhouse/Condo

Historical Days on Market Until Sale by Month

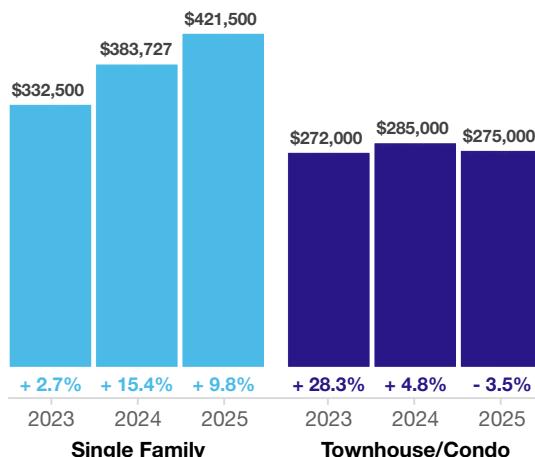


Median Sales Price

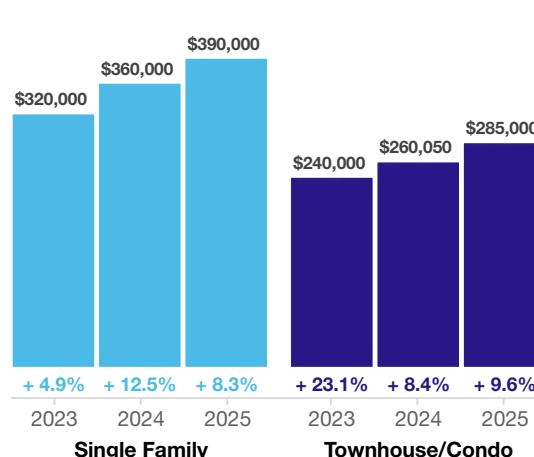
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



April



Year to Date

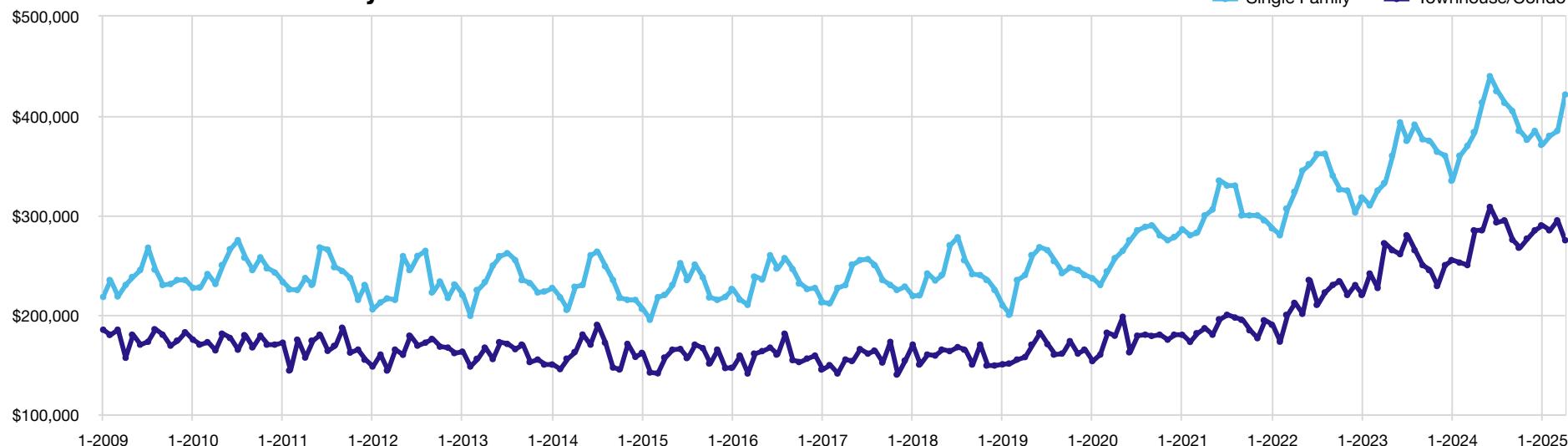


	Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
May-2024	\$413,500		+ 14.9%	\$285,000	+ 7.5%
Jun-2024	\$440,000		+ 11.8%	\$308,500	+ 18.2%
Jul-2024	\$425,000		+ 13.3%	\$293,000	+ 4.6%
Aug-2024	\$413,250		+ 5.6%	\$295,000	+ 11.3%
Sep-2024	\$405,000		+ 7.6%	\$275,500	+ 10.2%
Oct-2024	\$385,000		+ 2.7%	\$267,500	+ 9.2%
Nov-2024	\$376,000		+ 3.3%	\$276,625	+ 20.8%
Dec-2024	\$385,000		+ 6.9%	\$285,000	+ 14.0%
Jan-2025	\$371,000		+ 10.8%	\$289,950	+ 13.7%
Feb-2025	\$380,000		+ 5.6%	\$285,000	+ 12.9%
Mar-2025	\$385,000		+ 4.1%	\$295,000	+ 18.0%
Apr-2025	\$421,500		+ 9.8%	\$275,000	- 3.5%
12-Month Avg*	\$400,000		+ 6.8%	\$285,000	+ 11.8%

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

Single Family Townhouse/Condo

Historical Median Sales Price by Month

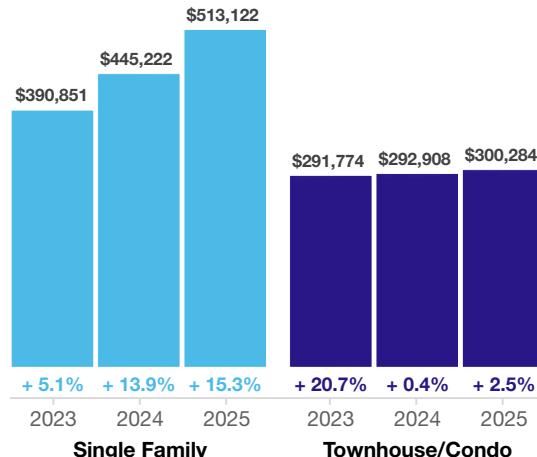


Average Sales Price

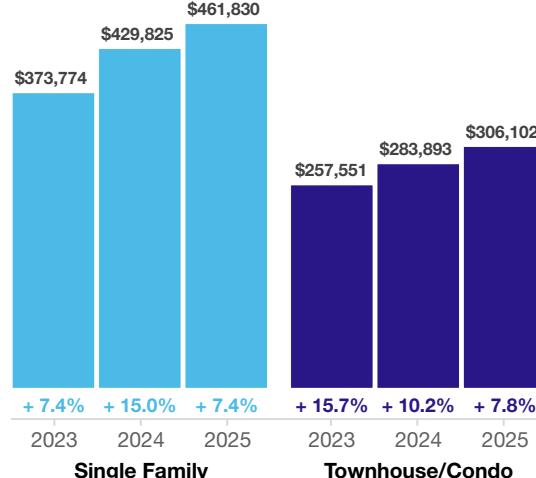
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April



Year to Date

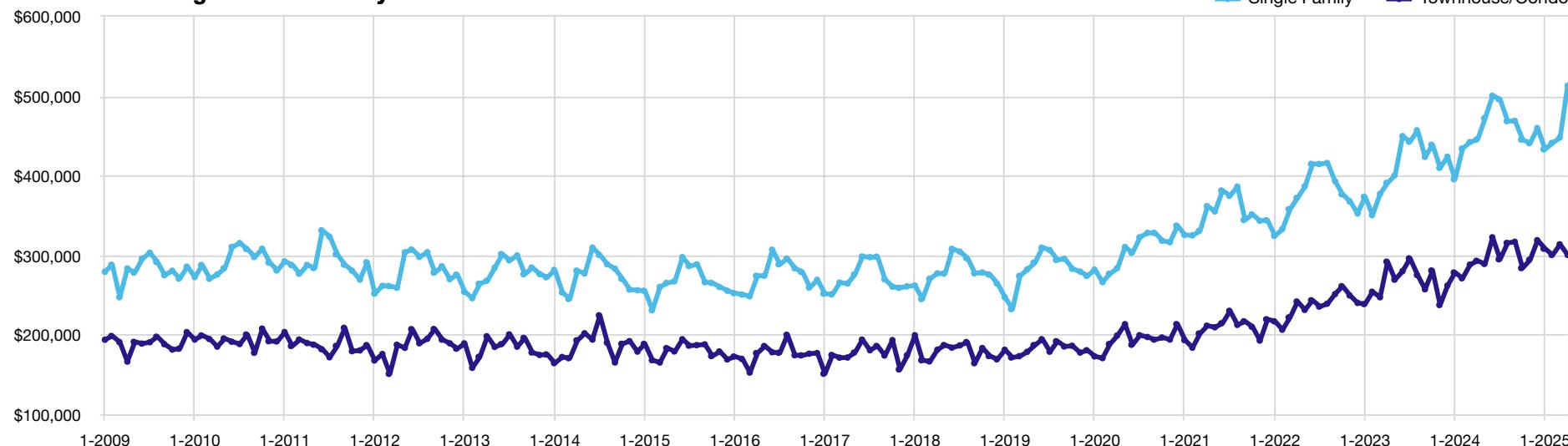


	Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
May-2024	\$472,283		+ 18.0%	\$288,944	+ 7.3%
Jun-2024	\$500,477		+ 11.3%	\$322,404	+ 15.2%
Jul-2024	\$495,975		+ 12.0%	\$294,826	- 0.4%
Aug-2024	\$468,541		+ 2.5%	\$315,394	+ 14.7%
Sep-2024	\$468,775		+ 10.7%	\$316,780	+ 23.2%
Oct-2024	\$445,134		+ 1.5%	\$283,744	+ 1.1%
Nov-2024	\$440,725		+ 7.6%	\$294,136	+ 24.0%
Dec-2024	\$459,725		+ 8.5%	\$318,796	+ 21.8%
Jan-2025	\$433,021		+ 9.5%	\$308,139	+ 10.8%
Feb-2025	\$441,073		+ 1.6%	\$300,208	+ 10.8%
Mar-2025	\$447,840		+ 1.3%	\$313,629	+ 8.9%
Apr-2025	\$513,122		+ 15.3%	\$300,284	+ 2.5%
12-Month Avg*	\$468,340		+ 8.5%	\$304,729	+ 11.4%

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

Single Family Townhouse/Condo

Historical Average Sales Price by Month

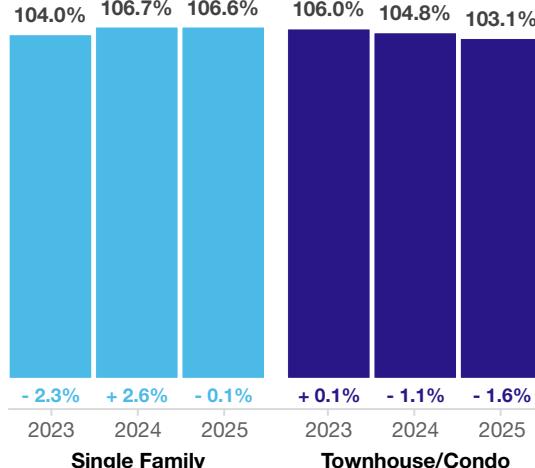


Percent of List Price Received

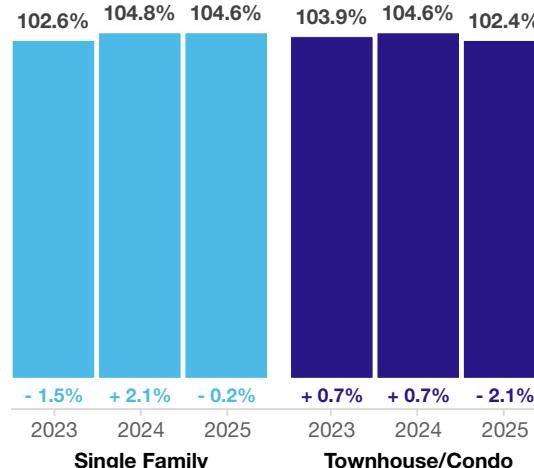
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



April



Year to Date

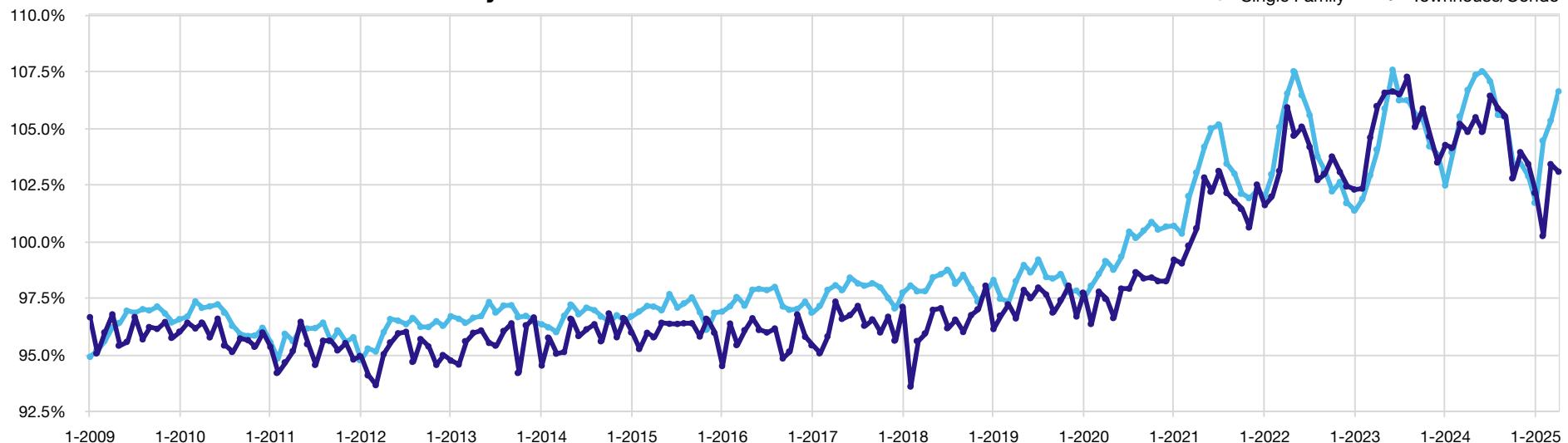


Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
May-2024	107.3%	+ 1.3%	105.5%	- 1.0%
Jun-2024	107.5%	- 0.1%	104.8%	- 1.7%
Jul-2024	107.1%	+ 0.8%	106.4%	- 0.1%
Aug-2024	105.6%	- 0.6%	105.9%	- 1.3%
Sep-2024	105.5%	- 0.1%	105.5%	+ 0.5%
Oct-2024	103.4%	- 1.9%	102.8%	- 2.9%
Nov-2024	103.4%	- 0.8%	103.9%	- 0.7%
Dec-2024	102.9%	- 0.9%	103.4%	- 0.1%
Jan-2025	101.7%	- 0.8%	102.1%	- 2.0%
Feb-2025	104.4%	+ 0.5%	100.2%	- 3.7%
Mar-2025	105.3%	- 0.2%	103.4%	- 1.7%
Apr-2025	106.6%	- 0.1%	103.1%	- 1.6%
12-Month Avg*	105.2%	- 0.2%	104.1%	- 1.3%

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

Single Family Townhouse/Condo

Historical Percent of List Price Received by Month

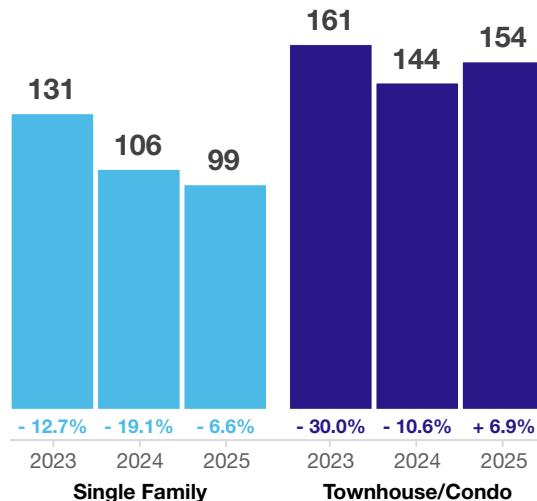


Housing Affordability Index

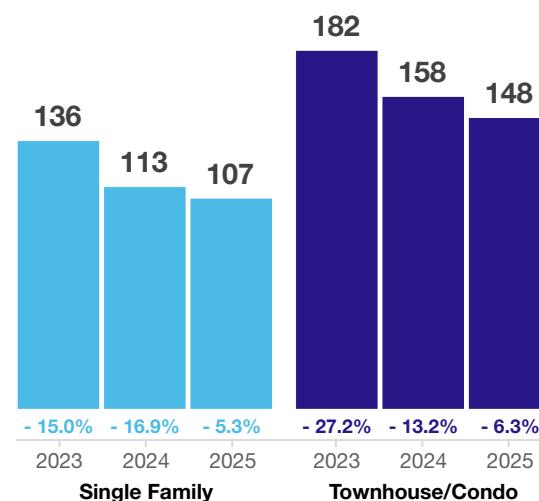
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



April

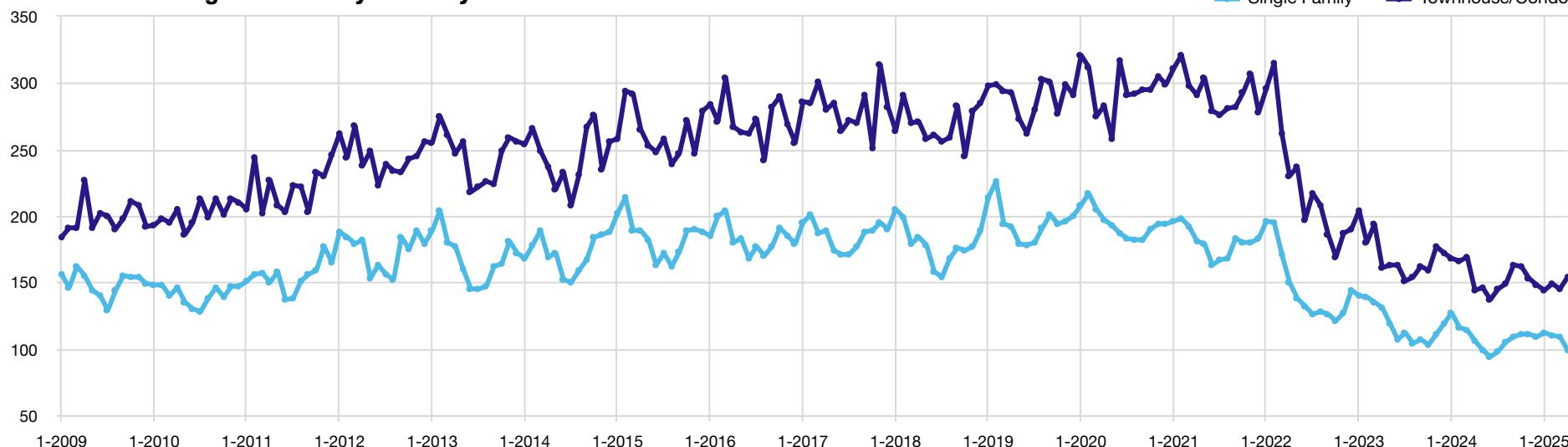


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
May-2024	99	- 16.8%	146	- 10.4%
Jun-2024	94	- 12.1%	137	- 16.0%
Jul-2024	98	- 12.5%	145	- 4.0%
Aug-2024	105	+ 1.0%	149	- 3.2%
Sep-2024	109	+ 1.9%	163	+ 0.6%
Oct-2024	111	+ 7.8%	162	+ 1.9%
Nov-2024	111	0.0%	153	- 13.6%
Dec-2024	109	- 8.4%	148	- 14.0%
Jan-2025	112	- 11.8%	144	- 14.3%
Feb-2025	110	- 5.2%	149	- 10.2%
Mar-2025	109	- 4.4%	145	- 14.2%
Apr-2025	99	- 6.6%	154	+ 6.9%
12-Month Avg	106	- 5.4%	150	- 7.4%

Historical Housing Affordability Index by Month

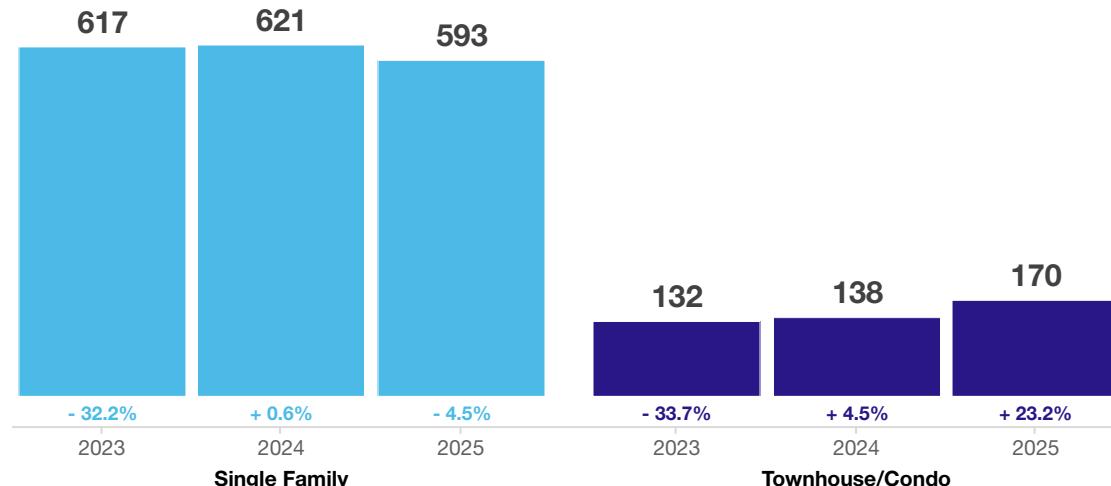


Inventory of Homes for Sale

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

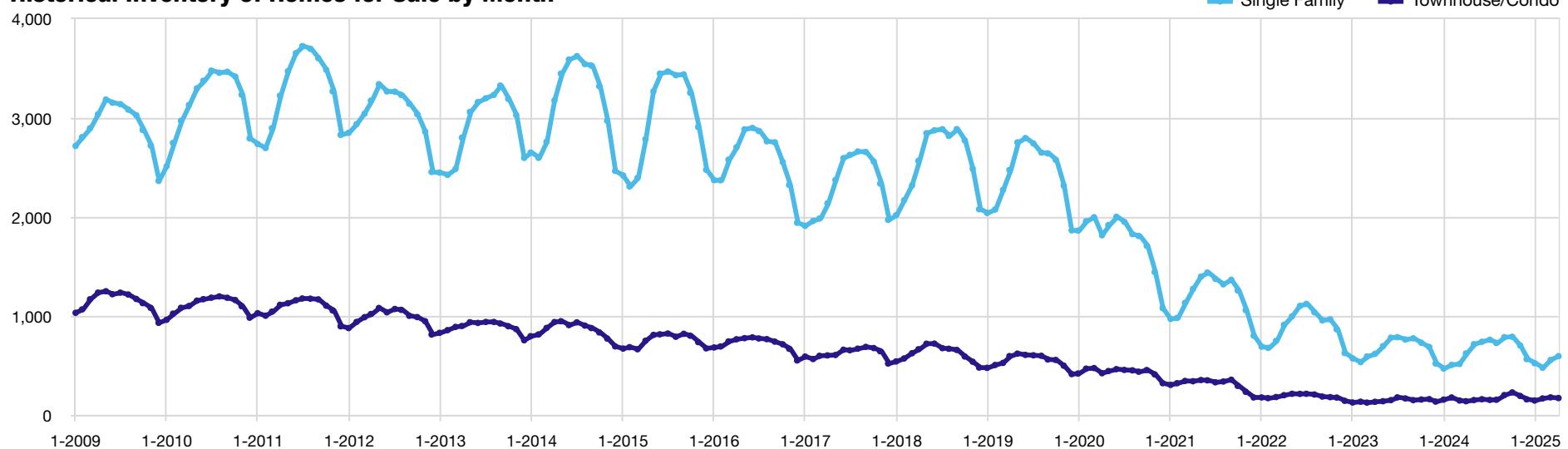


April



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
May-2024	714	+ 2.9%	150	+ 8.7%
Jun-2024	739	- 5.3%	158	+ 6.0%
Jul-2024	759	- 3.3%	151	- 14.7%
Aug-2024	726	- 4.6%	153	- 7.8%
Sep-2024	785	+ 1.4%	200	+ 34.2%
Oct-2024	789	+ 8.2%	227	+ 46.5%
Nov-2024	701	+ 2.2%	191	+ 20.1%
Dec-2024	563	+ 8.5%	157	+ 17.2%
Jan-2025	522	+ 11.5%	145	- 5.8%
Feb-2025	476	- 5.7%	166	- 5.7%
Mar-2025	554	+ 7.8%	177	+ 22.1%
Apr-2025	593	- 4.5%	170	+ 23.2%
12-Month Avg	660	+ 1.1%	170	+ 11.1%

Historical Inventory of Homes for Sale by Month

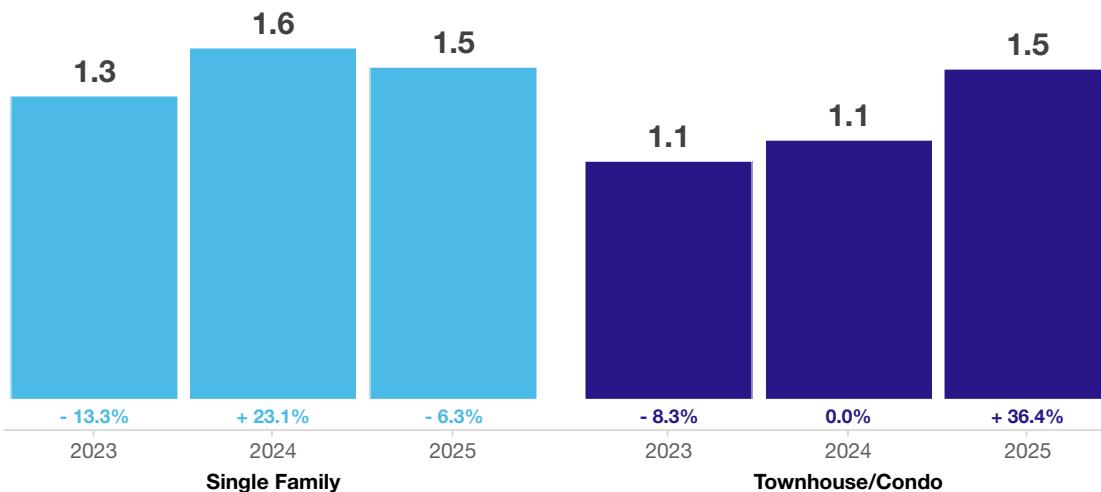


Months Supply of Inventory

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.



April

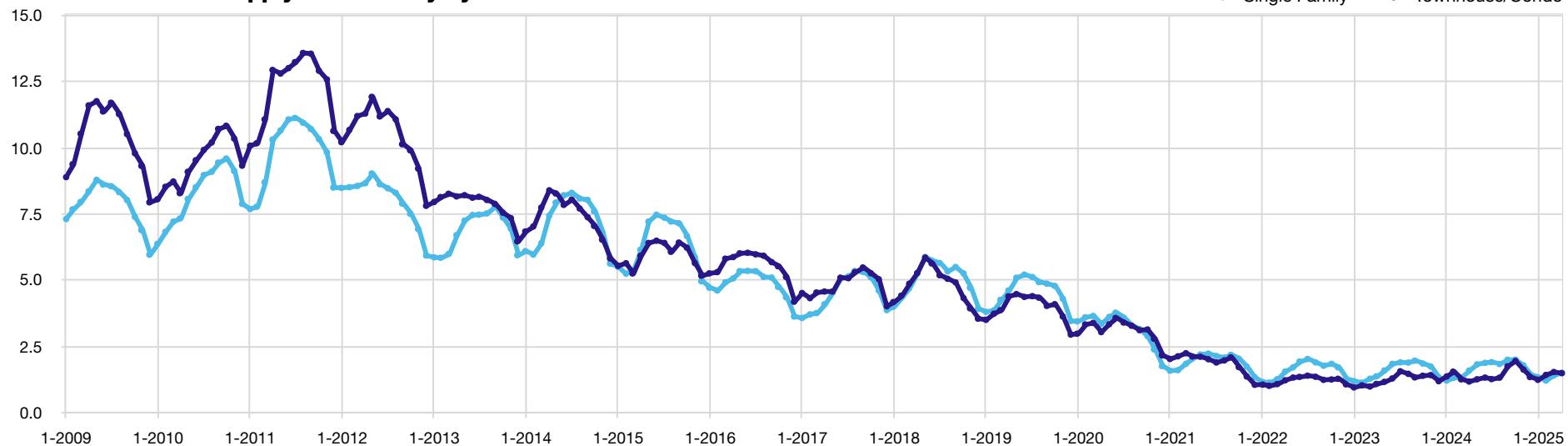


Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
May-2024	1.8	+ 12.5%	1.2	+ 9.1%
Jun-2024	1.8	0.0%	1.3	0.0%
Jul-2024	1.9	0.0%	1.2	- 20.0%
Aug-2024	1.8	- 5.3%	1.3	- 7.1%
Sep-2024	2.0	+ 5.3%	1.7	+ 30.8%
Oct-2024	2.0	+ 11.1%	1.9	+ 35.7%
Nov-2024	1.8	+ 5.9%	1.6	+ 14.3%
Dec-2024	1.4	+ 7.7%	1.3	+ 8.3%
Jan-2025	1.3	+ 8.3%	1.2	- 7.7%
Feb-2025	1.2	- 7.7%	1.4	- 6.7%
Mar-2025	1.4	+ 7.7%	1.5	+ 25.0%
Apr-2025	1.5	- 6.3%	1.5	+ 36.4%
12-Month Avg*	1.6	+ 3.0%	1.4	+ 8.7%

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

Single Family Townhouse/Condo

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					4-2024	4-2025	% Change	YTD 2024	YTD 2025	% Change
	4-2023	10-2023	4-2024	10-2024	4-2025						
New Listings						732	659	- 10.0%	2,161	2,120	- 1.9%
Pending Sales						572	551	- 3.7%	1,813	1,817	+ 0.2%
Closed Sales						495	451	- 8.9%	1,600	1,577	- 1.4%
Days on Market Until Sale						20	16	- 20.0%	26	23	- 11.5%
Median Sales Price						\$350,000	\$390,000	+ 11.4%	\$335,000	\$361,000	+ 7.8%
Average Sales Price						\$400,515	\$462,626	+ 15.5%	\$390,672	\$421,343	+ 7.9%
Percent of List Price Received						106.1%	105.8%	- 0.3%	104.7%	104.0%	- 0.7%
Housing Affordability Index						117	107	- 8.5%	122	115	- 5.7%
Inventory of Homes for Sale						759	763	+ 0.5%	—	—	—
Months Supply of Inventory						1.5	1.5	0.0%	—	—	—