

Monthly Indicators

Greater Hartford Association of REALTORS®



June 2025

U.S. existing-home sales edged up 0.8% month-over-month to a seasonally adjusted annual rate of 4.03 million units, exceeding economists' expectations, although sales were down 0.7% year-over-year, according to the National Association of REALTORS® (NAR). On a monthly basis, sales increased in the Midwest, Northeast, and South but decreased in the West.

New Listings increased 5.1 percent for Single Family homes and 13.5 percent for Townhouse/Condo homes. Pending Sales increased 9.2 percent for Single Family homes and 12.0 percent for Townhouse/Condo homes. Inventory decreased 0.7 percent for Single Family homes but increased 36.1 percent for Townhouse/Condo homes.

Median Sales Price decreased 0.2 percent to \$439,000 for Single Family homes and 2.7 percent to \$300,100 for Townhouse/Condo homes. Days on Market were dead even with last year for both property types. Months Supply of Inventory remained flat for Single Family homes but increased 46.2 percent for Townhouse/Condo properties.

Heading into June, there were 1.54 million units for sale across the country, a 6.2% increase from the previous month and a 20.3% improvement over the same period last year, representing a 4.6-month supply at the current sales pace, according to NAR. Despite the additional supply, home prices have continued to rise nationwide, albeit at a slower pace than during the pandemic, climbing 1.3% year-over-year to \$422,800 as of last measure.

Quick Facts

- 1.9%

Change in
Closed Sales
All Properties

+ 3.2%

Change in
Median Sales Price
All Properties

+ 5.8%

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						6-2024	6-2025	% Change	YTD 2024	YTD 2025	% Change
	6-2023	12-2023	6-2024	12-2024	6-2025							
New Listings							592	622	+ 5.1%	2,835	2,860	+ 0.9%
Pending Sales							499	545	+ 9.2%	2,301	2,367	+ 2.9%
Closed Sales							503	506	+ 0.6%	2,067	2,107	+ 1.9%
Days on Market Until Sale							15	15	0.0%	23	20	- 13.0%
Median Sales Price							\$440,000	\$439,000	- 0.2%	\$390,000	\$408,250	+ 4.7%
Average Sales Price							\$500,477	\$528,552	+ 5.6%	\$455,094	\$482,902	+ 6.1%
Percent of List Price Received							107.5%	107.2%	- 0.3%	105.9%	105.6%	- 0.3%
Housing Affordability Index							94	95	+ 1.1%	106	102	- 3.8%
Inventory of Homes for Sale							739	734	- 0.7%	—	—	—
Months Supply of Inventory							1.8	1.8	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.



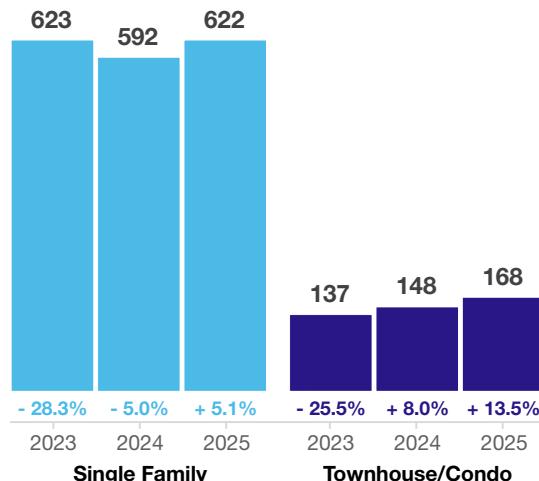
Key Metrics	Historical Sparkbars						6-2024	6-2025	% Change	YTD 2024	YTD 2025	% Change
	6-2023	12-2023	6-2024	12-2024	6-2025							
New Listings							148	168	+ 13.5%	840	822	- 2.1%
Pending Sales							125	140	+ 12.0%	733	686	- 6.4%
Closed Sales							130	115	- 11.5%	692	653	- 5.6%
Days on Market Until Sale							14	14	0.0%	19	18	- 5.3%
Median Sales Price							\$308,500	\$300,100	- 2.7%	\$275,500	\$290,000	+ 5.3%
Average Sales Price							\$322,404	\$330,054	+ 2.4%	\$292,099	\$312,688	+ 7.0%
Percent of List Price Received							104.8%	104.0%	- 0.8%	104.8%	102.9%	- 1.8%
Housing Affordability Index							137	141	+ 2.9%	153	146	- 4.6%
Inventory of Homes for Sale							158	215	+ 36.1%	—	—	—
Months Supply of Inventory							1.3	1.9	+ 46.2%	—	—	—

New Listings

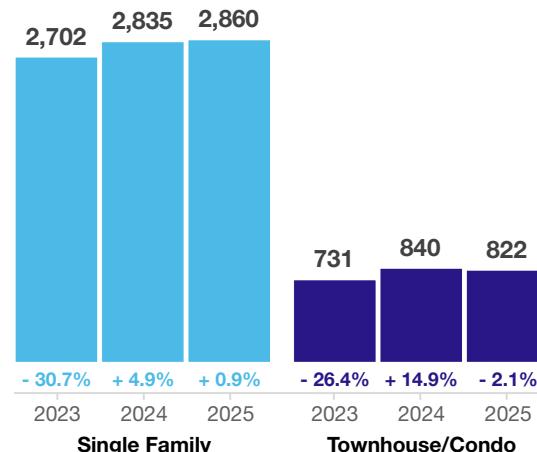
A count of the properties that have been newly listed on the market in a given month.



June

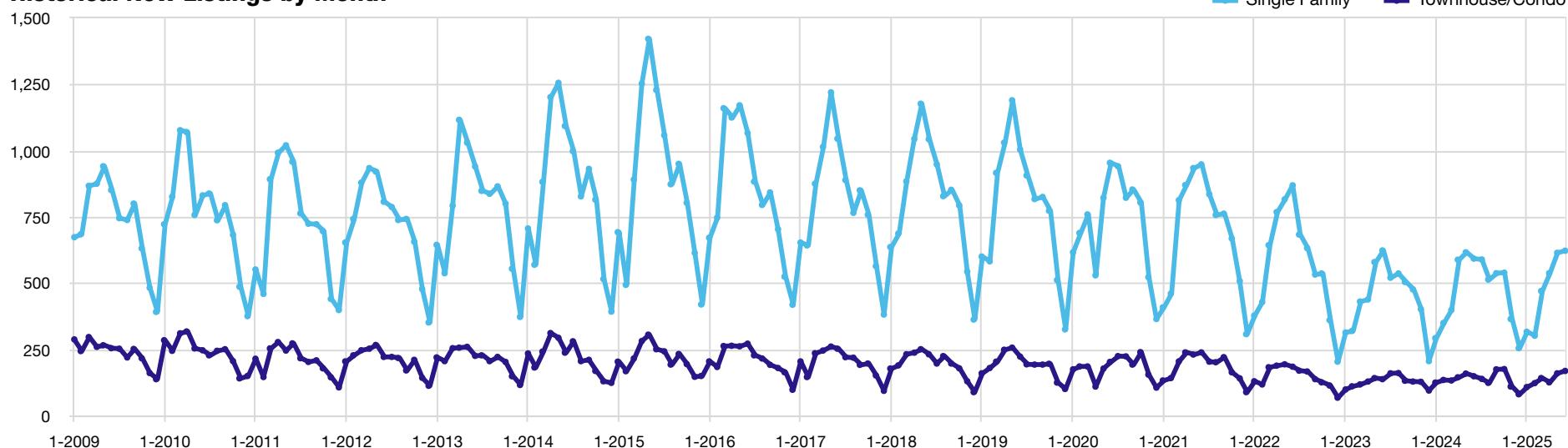


Year to Date



	New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	254		+ 23.9%	80	- 14.9%
Jan-2025	316		+ 8.2%	107	- 13.7%
Feb-2025	301		- 13.8%	122	- 9.0%
Mar-2025	470		+ 18.1%	141	+ 6.8%
Apr-2025	537		- 8.7%	125	- 13.2%
May-2025	614		- 0.3%	159	+ 0.6%
Jun-2025	622		+ 5.1%	168	+ 13.5%
12-Month Avg	471		+ 3.3%	135	- 1.5%

Historical New Listings by Month

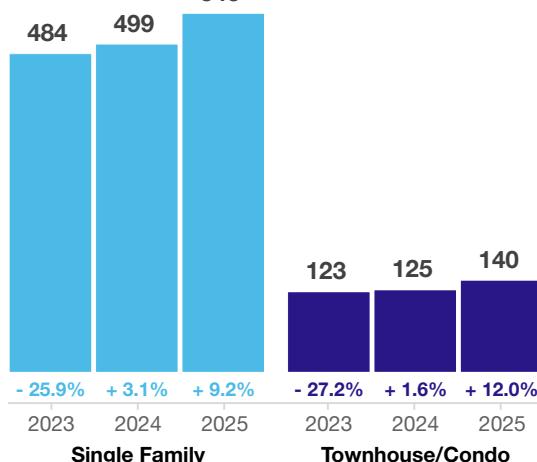


Pending Sales

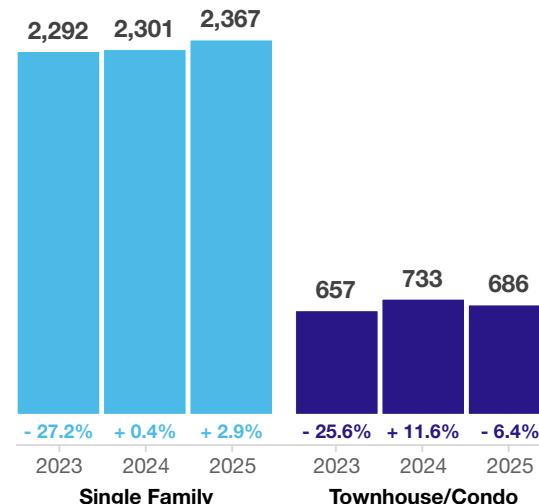
A count of the properties on which offers have been accepted in a given month.



June

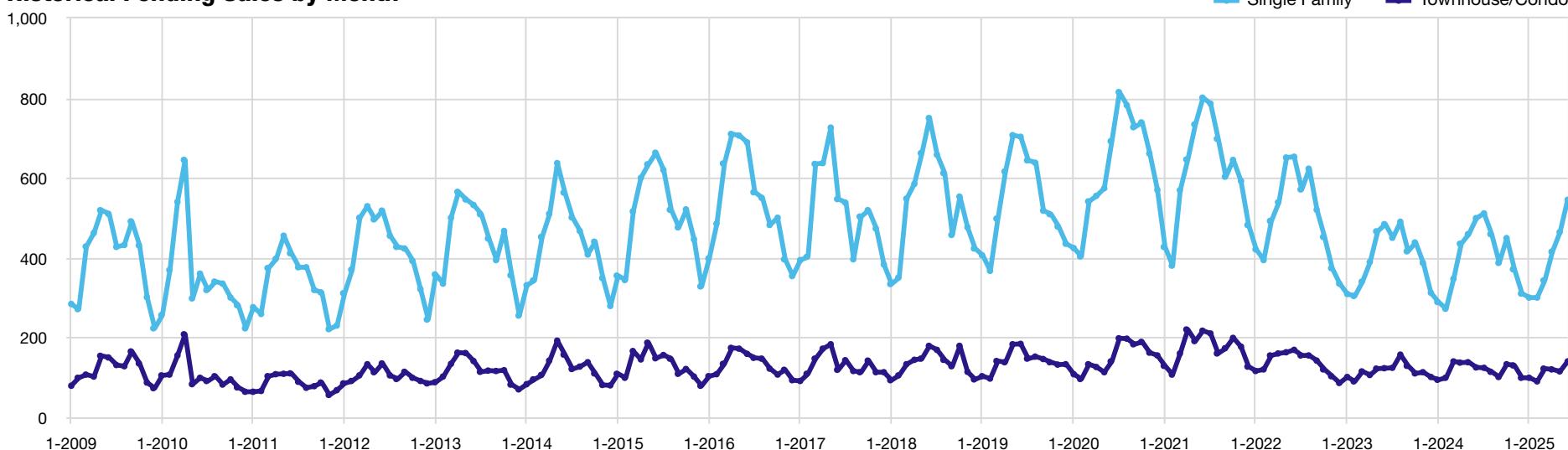


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	449	+ 2.5%	133	+ 20.9%
Nov-2024	371	- 4.1%	130	+ 15.0%
Dec-2024	310	- 0.6%	99	- 2.0%
Jan-2025	300	+ 3.8%	99	+ 5.3%
Feb-2025	300	+ 10.3%	90	- 9.1%
Mar-2025	343	- 1.2%	122	- 12.9%
Apr-2025	415	- 4.6%	120	- 12.4%
May-2025	464	+ 1.1%	115	- 16.7%
Jun-2025	545	+ 9.2%	140	+ 12.0%
12-Month Avg	405	+ 1.3%	116	- 4.9%

Historical Pending Sales by Month

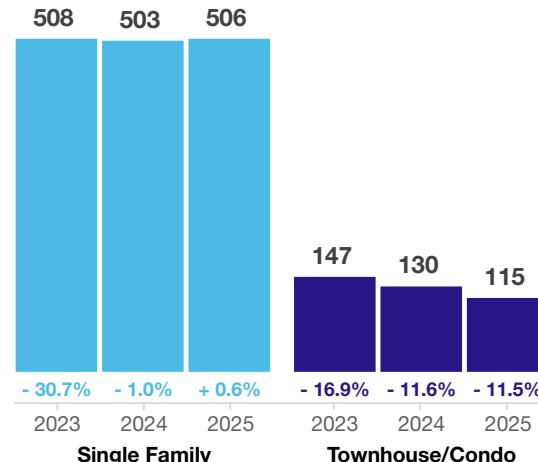


Closed Sales

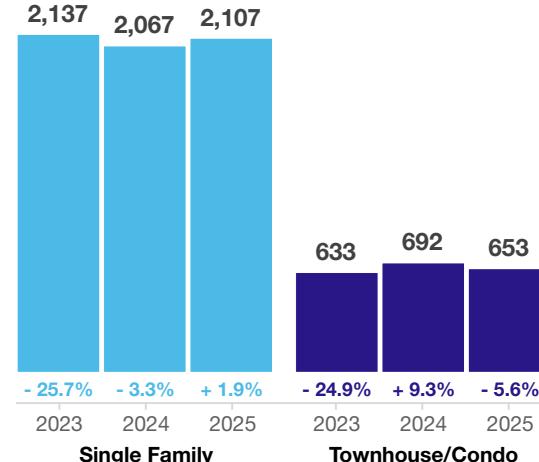
A count of the actual sales that closed in a given month.



June

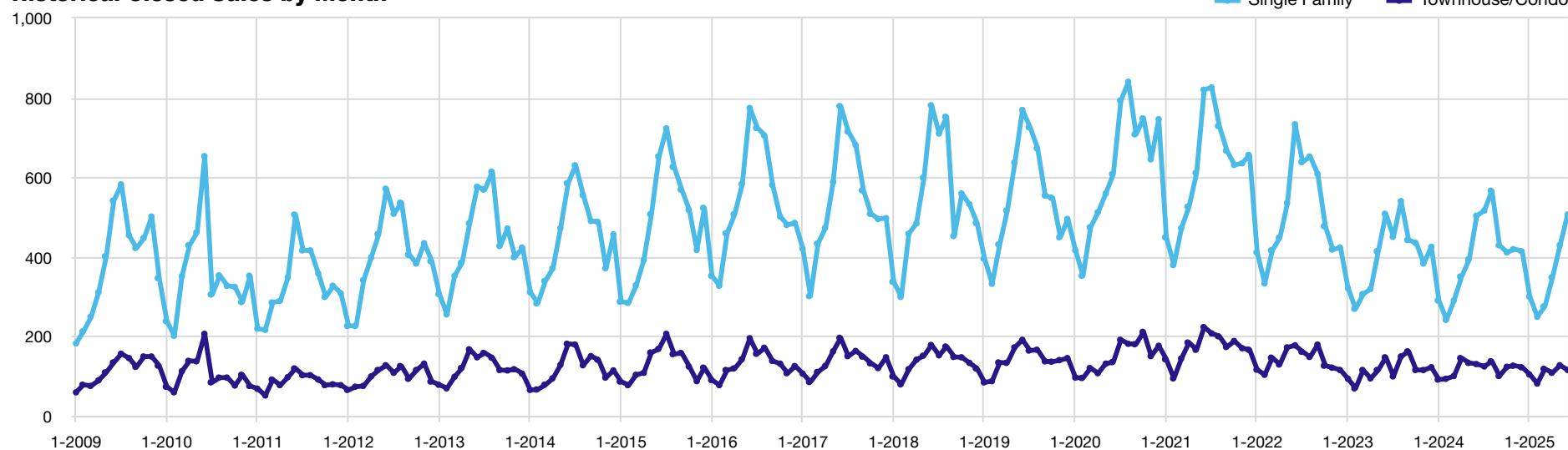


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	275	- 5.2%	118	+ 18.0%
Apr-2025	348	- 0.6%	108	- 25.5%
May-2025	429	+ 9.2%	127	- 4.5%
Jun-2025	506	+ 0.6%	115	- 11.5%
12-Month Avg	405	+ 2.5%	115	- 5.0%

Historical Closed Sales by Month

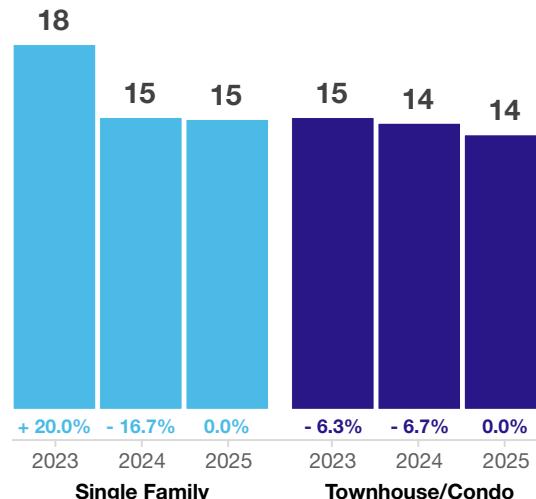


Days on Market Until Sale

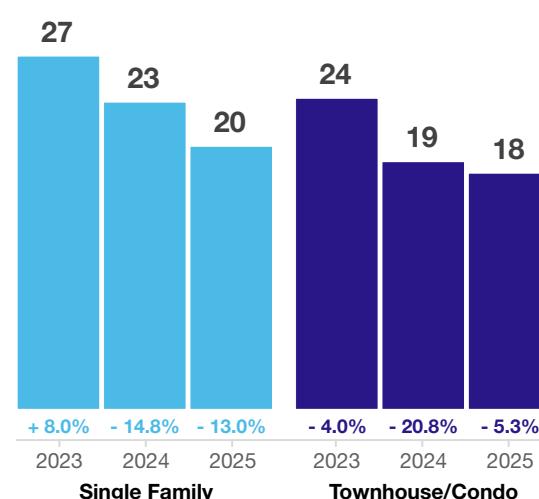
Average number of days between when a property is listed and when an offer is accepted in a given month.



June



Year to Date

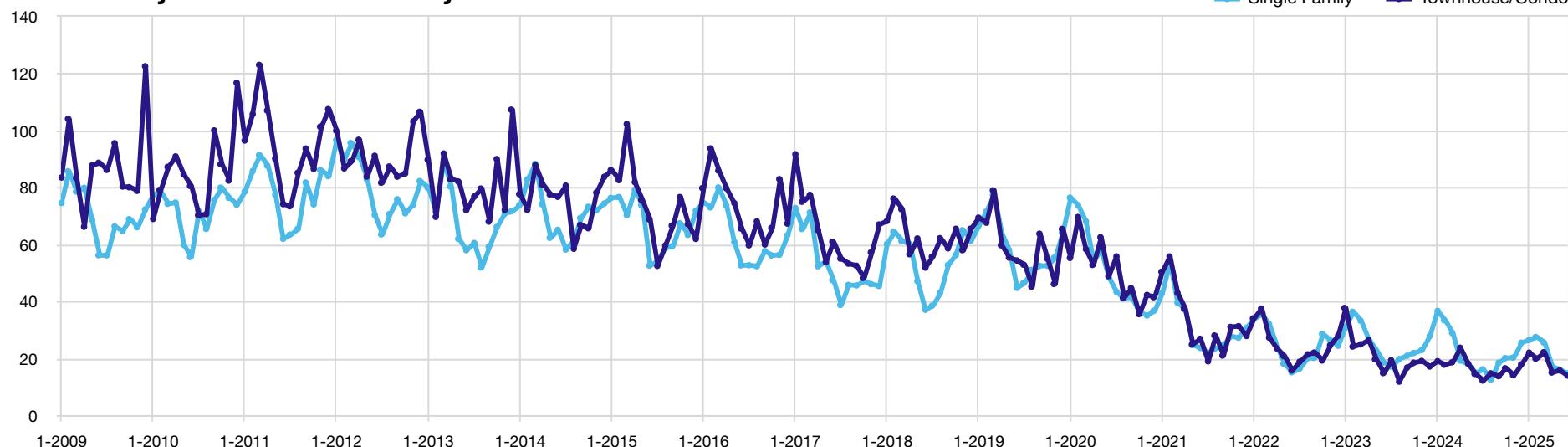


	Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Jul-2024	16		- 5.9%	12	- 36.8%
Aug-2024	12		- 40.0%	15	+ 25.0%
Sep-2024	18		- 14.3%	14	- 17.6%
Oct-2024	20		- 9.1%	16	- 11.1%
Nov-2024	20		- 13.0%	14	- 26.3%
Dec-2024	25		- 10.7%	18	+ 5.9%
Jan-2025	26		- 29.7%	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%
May-2025	16		- 11.1%	16	- 11.1%
Jun-2025	15	0.0%	0.0%	14	0.0%
12-Month Avg*	19		- 14.7%	16	- 7.9%

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

Single Family Townhouse/Condo

Historical Days on Market Until Sale by Month

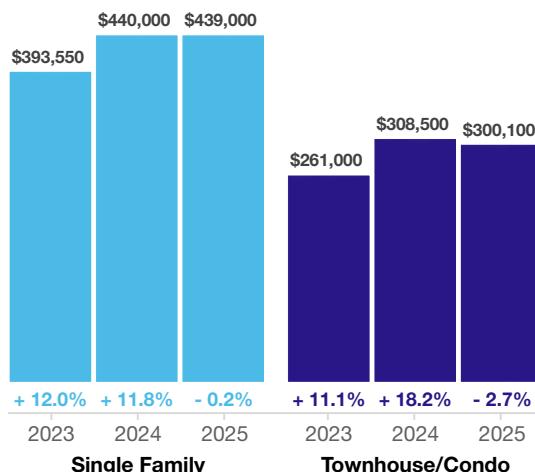


Median Sales Price

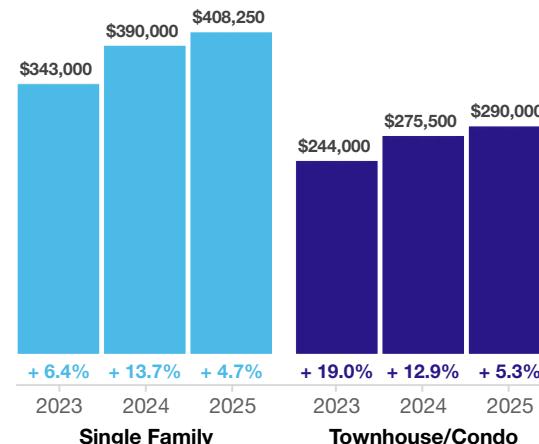
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



June



Year to Date

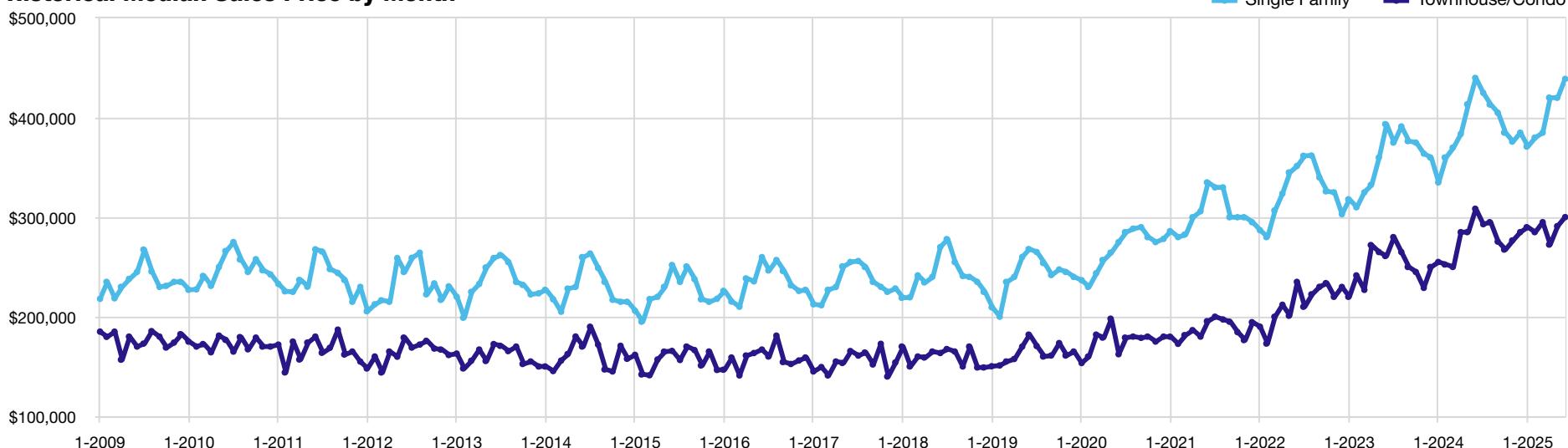


	Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Jul-2024	\$425,000		+ 13.3%	\$293,000	+ 4.6%
Aug-2024	\$413,250		+ 5.6%	\$295,000	+ 11.3%
Sep-2024	\$405,000		+ 7.6%	\$275,500	+ 10.2%
Oct-2024	\$385,000		+ 2.7%	\$267,500	+ 9.2%
Nov-2024	\$376,000		+ 3.3%	\$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	\$420,169		+ 9.5%	\$272,500	- 4.4%
May-2025	\$420,000		+ 1.6%	\$291,000	+ 2.1%
Jun-2025	\$439,000		- 0.2%	\$300,100	- 2.7%
12-Month Avg*	\$400,000		+ 5.3%	\$285,000	+ 9.6%

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

— Single Family — Townhouse/Condo

Historical Median Sales Price by Month

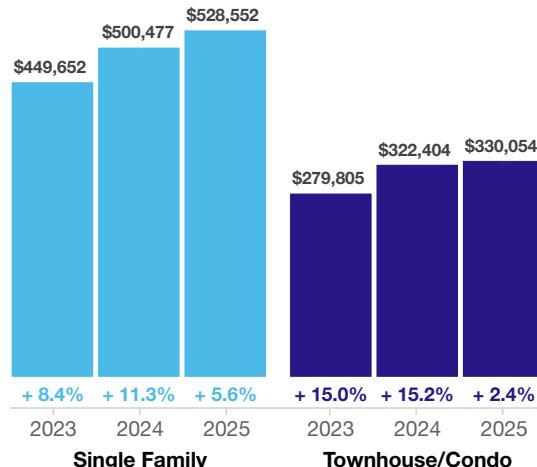


Average Sales Price

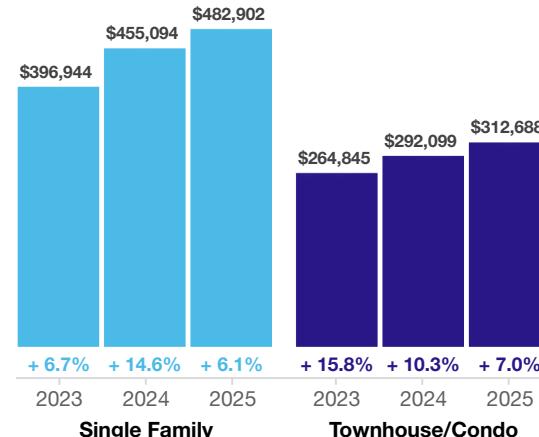
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



June



Year to Date

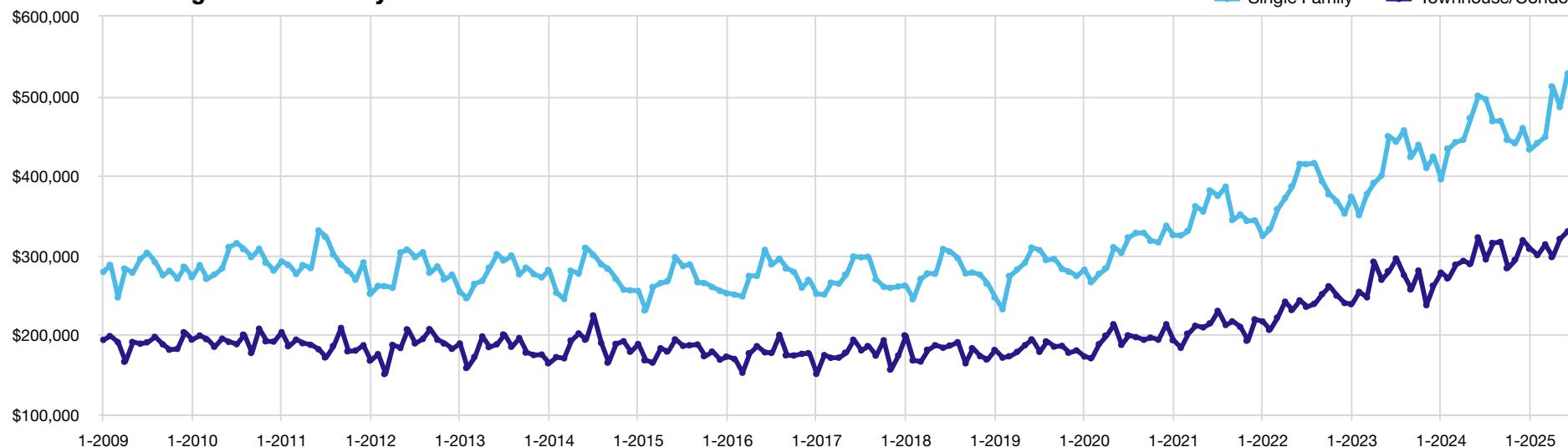


	Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Jul-2024	\$495,975		+ 12.0%	\$294,826	- 0.4%
Aug-2024	\$468,541		+ 2.5%	\$315,394	+ 14.7%
Sep-2024	\$468,775		+ 10.7%	\$316,780	+ 23.2%
Oct-2024	\$445,134		+ 1.5%	\$283,744	+ 1.1%
Nov-2024	\$440,725		+ 7.6%	\$294,136	+ 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	\$448,862		+ 1.5%	\$313,629	+ 8.9%
Apr-2025	\$512,168		+ 15.0%	\$297,688	+ 1.6%
May-2025	\$486,307		+ 3.0%	\$320,529	+ 10.9%
Jun-2025	\$528,552	+ 5.6%		\$330,054	+ 2.4%
12-Month Avg*	\$472,568		+ 6.6%	\$307,932	+ 10.4%

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

— Single Family — Townhouse/Condo

Historical Average Sales Price by Month

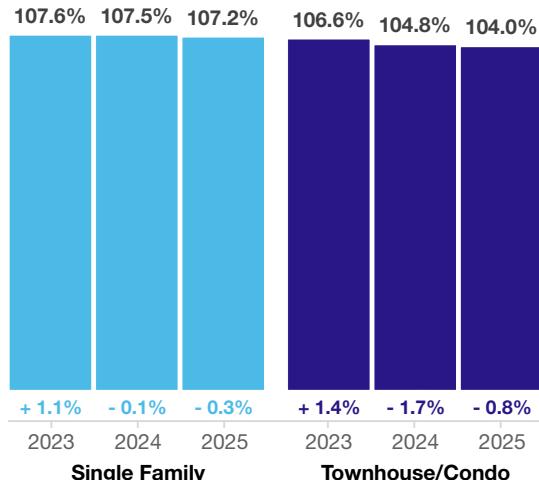


Percent of List Price Received

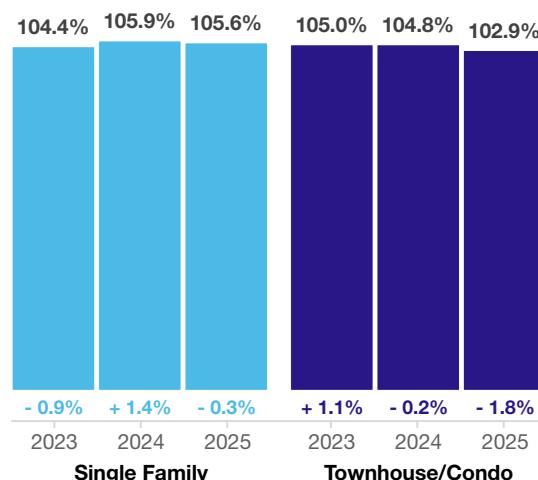
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



June



Year to Date

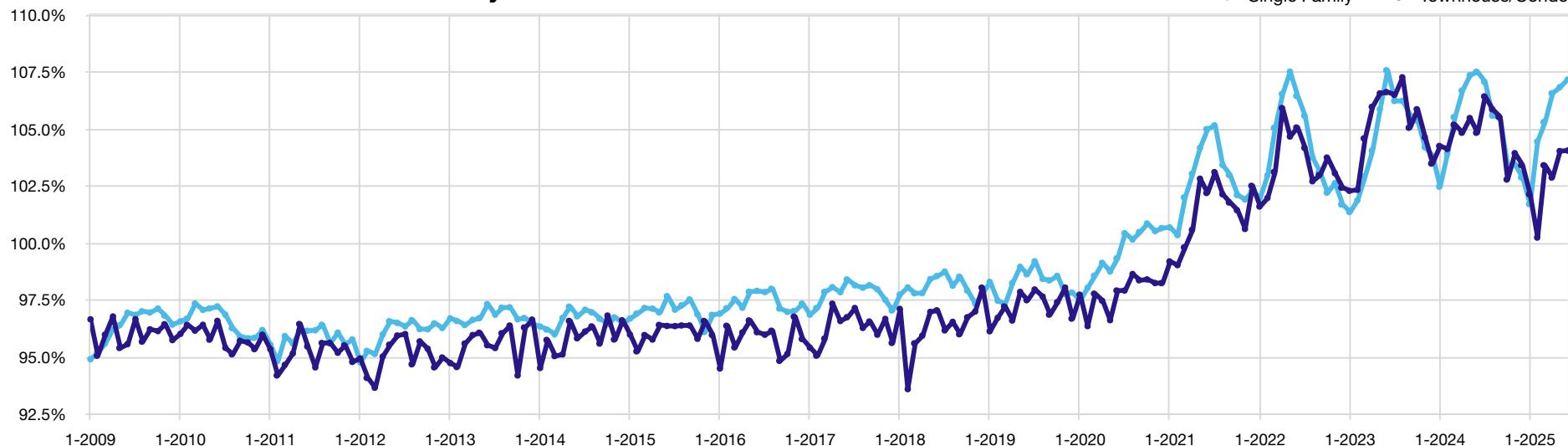


Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Jul-2024	107.1%	+ 0.8%	106.4%	- 0.1%
Aug-2024	105.6%	- 0.6%	105.9%	- 1.3%
Sep-2024	105.5%	- 0.1%	105.5%	+ 0.5%
Oct-2024	103.4%	- 1.9%	102.8%	- 2.9%
Nov-2024	103.4%	- 0.8%	103.9%	- 0.7%
Dec-2024	102.9%	- 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%	102.9%	- 1.8%
May-2025	106.8%	- 0.5%	104.0%	- 1.4%
Jun-2025	107.2%	- 0.3%	104.0%	- 0.8%
12-Month Avg*	105.2%	- 0.4%	103.8%	- 1.3%

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

Single Family Townhouse/Condo

Historical Percent of List Price Received by Month

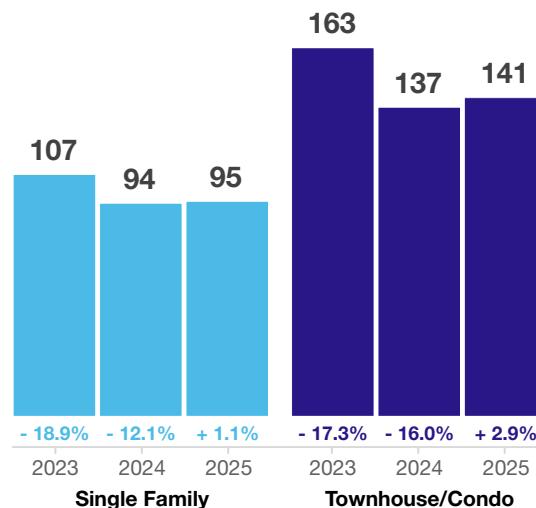


Housing Affordability Index

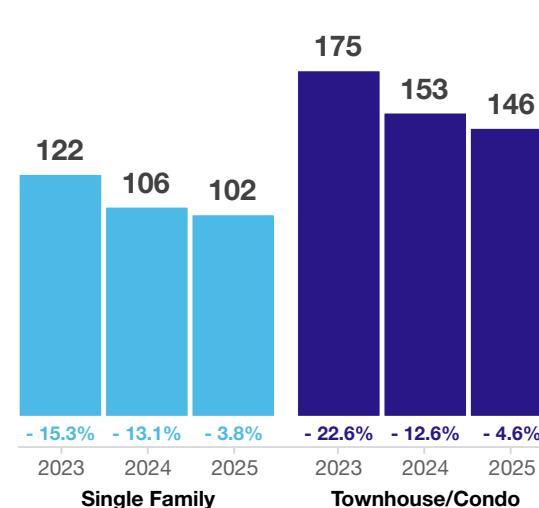
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



June

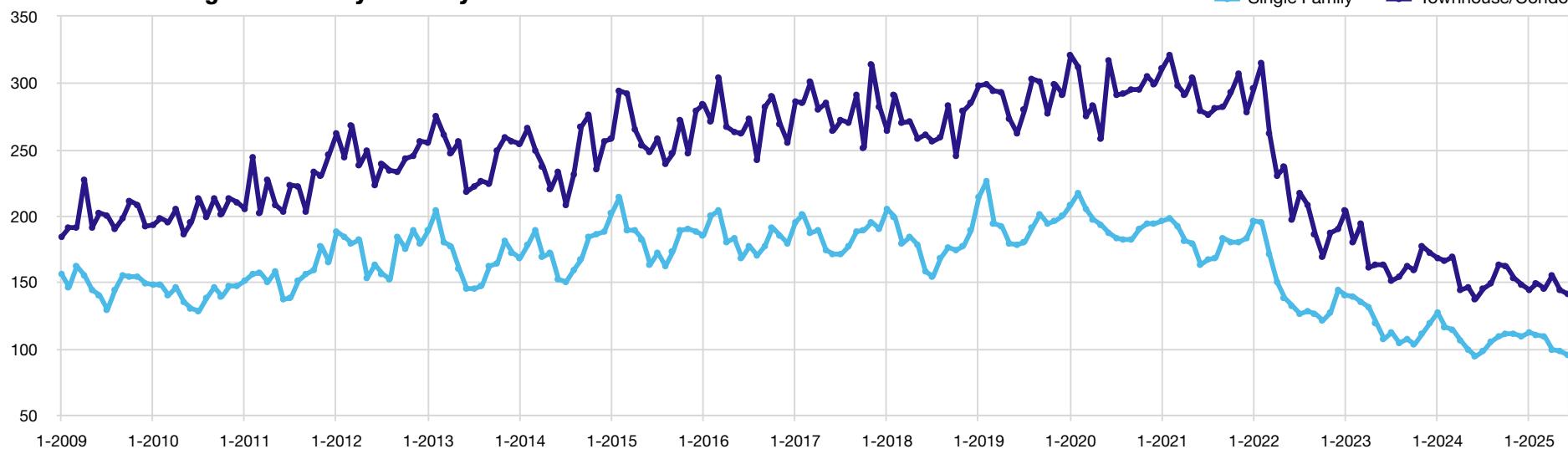


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%	155	+7.6%
May-2025	98	-1.0%	144	-1.4%
Jun-2025	95	+1.1%	141	+2.9%
12-Month Avg	106	-2.8%	150	-5.7%

Historical Housing Affordability Index by Month

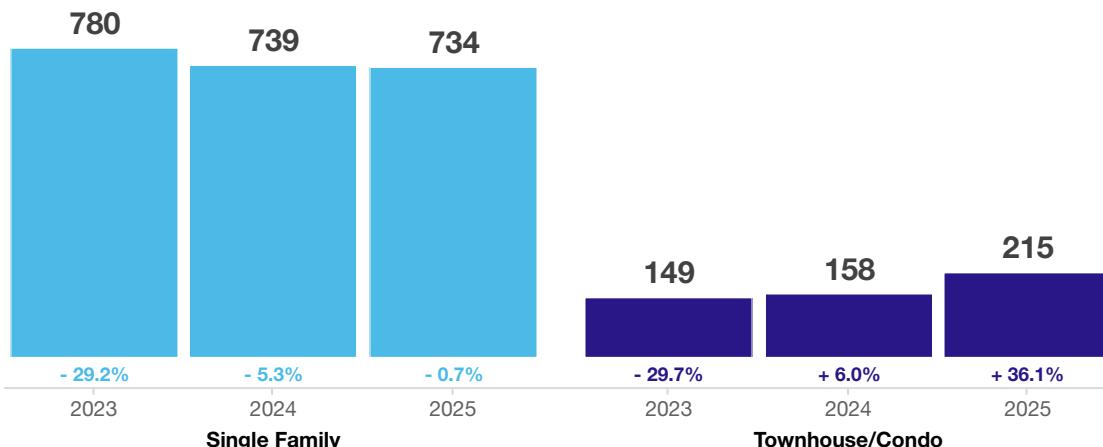


Inventory of Homes for Sale

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

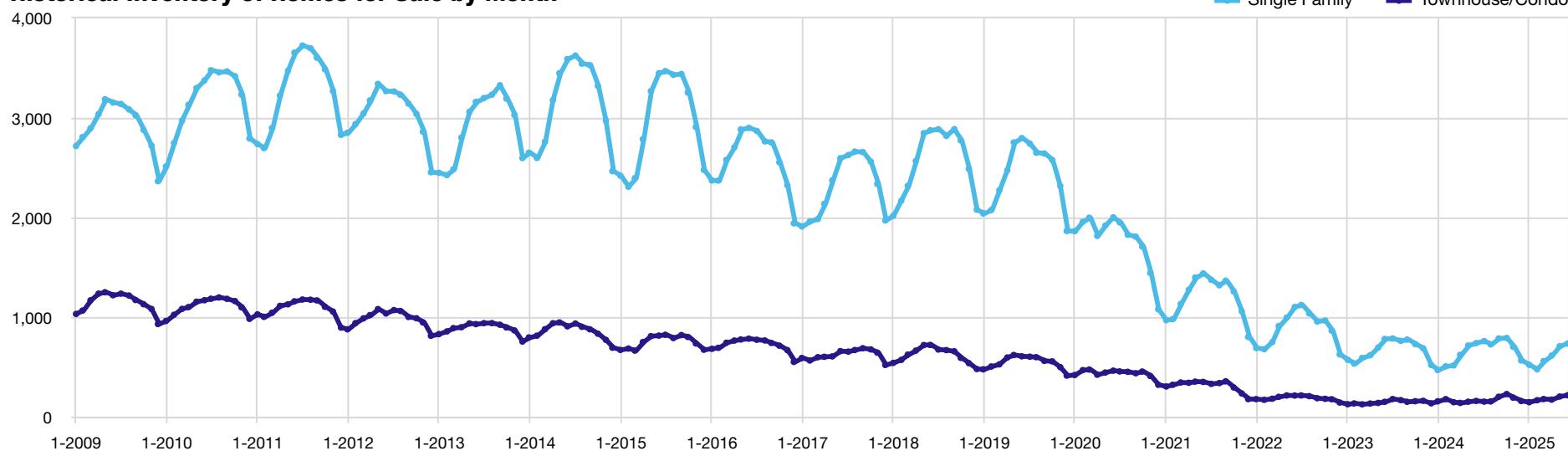


June



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	790	+8.4%	227	+46.5%
Nov-2024	701	+2.2%	191	+20.1%
Dec-2024	564	+8.7%	157	+17.2%
Jan-2025	521	+11.3%	145	-5.8%
Feb-2025	475	-5.9%	165	-6.3%
Mar-2025	558	+8.6%	177	+22.1%
Apr-2025	614	-1.1%	171	+23.9%
May-2025	706	-1.1%	202	+34.7%
Jun-2025	734	-0.7%	215	+36.1%
12-Month Avg	661	+1.5%	180	+16.1%

Historical Inventory of Homes for Sale by Month

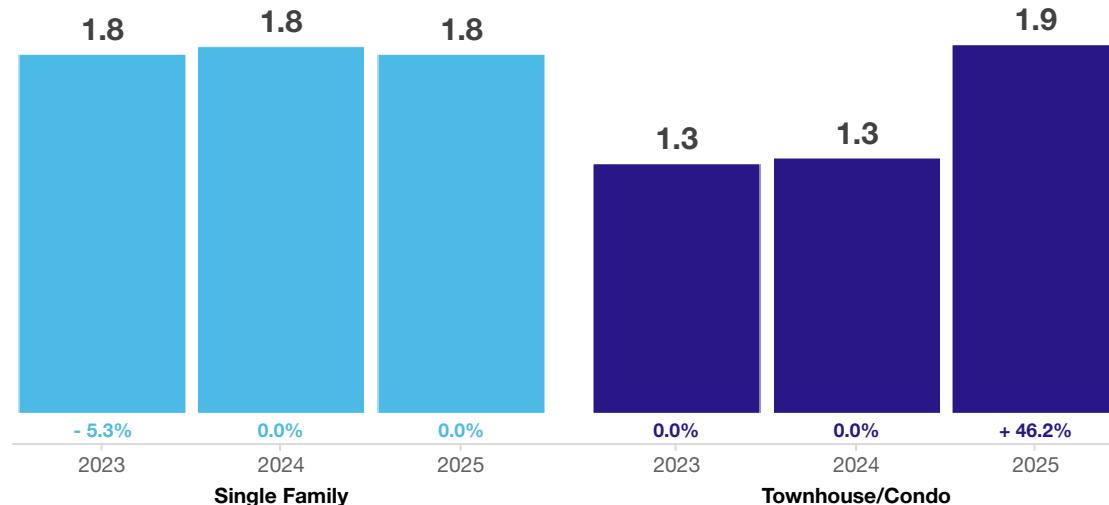


Months Supply of Inventory

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.



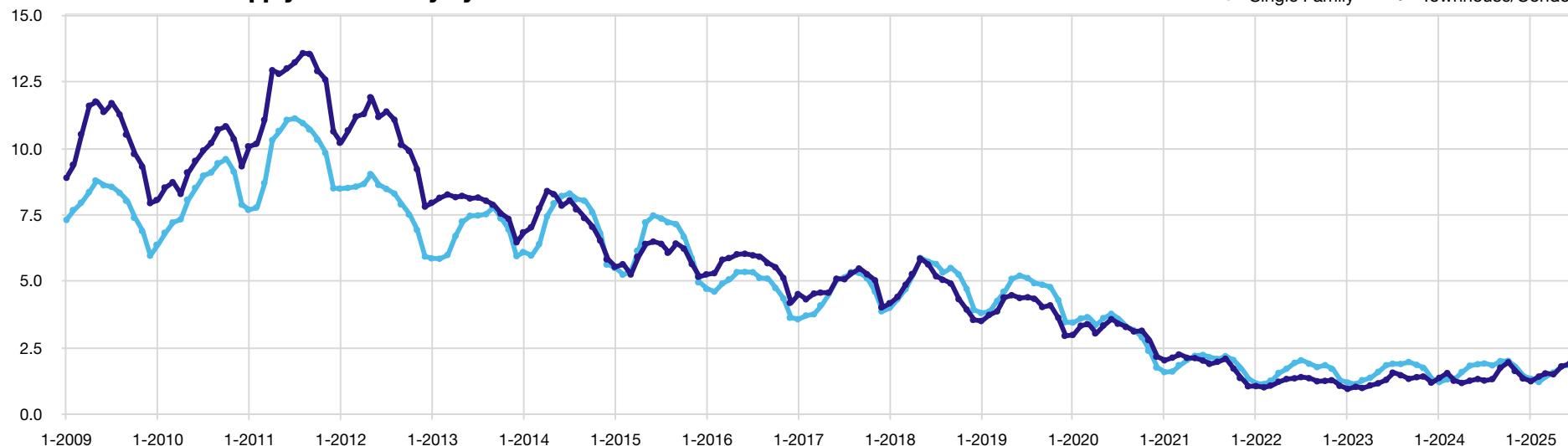
June



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
May-2025	1.8	0.0%	1.8	+ 50.0%
Jun-2025	1.8	0.0%	1.9	+ 46.2%
12-Month Avg*	1.6	+ 1.6%	1.5	+ 14.8%

* Months Supply for all properties from July 2024 through June 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						6-2024	6-2025	% Change	YTD 2024	YTD 2025	% Change
	6-2023	12-2023	6-2024	12-2024	6-2025							
New Listings							740	790	+ 6.8%	3,675	3,682	+ 0.2%
Pending Sales							624	685	+ 9.8%	3,034	3,053	+ 0.6%
Closed Sales							633	621	- 1.9%	2,759	2,760	+ 0.0%
Days on Market Until Sale							15	15	0.0%	22	19	- 13.6%
Median Sales Price							\$403,000	\$416,000	+ 3.2%	\$355,000	\$380,000	+ 7.0%
Average Sales Price							\$463,906	\$491,793	+ 6.0%	\$414,183	\$442,616	+ 6.9%
Percent of List Price Received							107.0%	106.6%	- 0.4%	105.7%	105.0%	- 0.7%
Housing Affordability Index							103	100	- 2.9%	117	110	- 6.0%
Inventory of Homes for Sale							897	949	+ 5.8%	—	—	—
Months Supply of Inventory							1.7	1.8	+ 5.9%	—	—	—