

Monthly Indicators

Greater Hartford Association of REALTORS®



July 2025

U.S. existing-home sales fell 2.7% from the previous month to a seasonally adjusted annual rate of 3.93 million, according to the National Association of REALTORS® (NAR). Sales were unchanged from one year earlier. Regionally, monthly sales declined in the Midwest, Northeast, and South but rose in the West. Year-over-year, sales decreased in the Northeast and West but increased in the South and Midwest.

New Listings decreased 1.0 percent for Single Family homes but increased 21.0 percent for Townhouse/Condo homes. Pending Sales decreased 2.0 percent for Single Family homes but increased 23.4 percent for Townhouse/Condo homes. Inventory increased 3.3 percent for Single Family homes and 43.0 percent for Townhouse/Condo homes.

Median Sales Price increased 3.5 percent to \$440,000 for Single Family homes and 3.4 percent to \$303,000 for Townhouse/Condo homes. Days on Market decreased 18.8 percent for Single Family homes and 8.3 percent for Townhouse/Condo homes. Months Supply of Inventory increased 5.3 percent for Single Family homes and 50.0 percent for Townhouse/Condo homes.

Nationally, the median existing-home sales price rose 2.0% year-over-year to \$435,300, a new monthly high and the 24th consecutive month of annual price gains, according to NAR. Slower sales activity has contributed to rising inventory this year, with 1.53 million properties listed for sale heading into July, a 15.9% increase from the same time last year and equivalent to a 4.7-month supply at the current sales pace.

Quick Facts

+ 2.3%

Change in
Closed Sales
All Properties

+ 3.0%

Change in
Median Sales Price
All Properties

+ 9.9%

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					7-2024	7-2025	% Change	YTD 2024	YTD 2025	% Change
	7-2023	1-2024	7-2024	1-2025	7-2025						
New Listings						589	583	- 1.0%	3,424	3,452	+ 0.8%
Pending Sales						511	501	- 2.0%	2,812	2,843	+ 1.1%
Closed Sales						516	516	0.0%	2,583	2,622	+ 1.5%
Days on Market Until Sale						16	13	- 18.8%	22	18	- 18.2%
Median Sales Price						\$425,000	\$440,000	+ 3.5%	\$400,000	\$413,000	+ 3.3%
Average Sales Price						\$495,975	\$506,081	+ 2.0%	\$463,267	\$487,493	+ 5.2%
Percent of List Price Received						107.1%	106.2%	- 0.8%	106.2%	105.8%	- 0.4%
Housing Affordability Index						98	95	- 3.1%	104	101	- 2.9%
Inventory of Homes for Sale						759	784	+ 3.3%	—	—	—
Months Supply of Inventory						1.9	2.0	+ 5.3%	—	—	—

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.



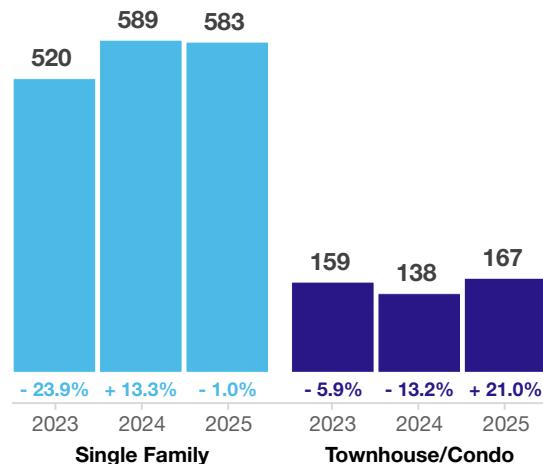
Key Metrics	Historical Sparkbars					7-2024	7-2025	% Change	YTD 2024	YTD 2025	% Change
	7-2023	1-2024	7-2024	1-2025	7-2025						
New Listings						138	167	+ 21.0%	978	993	+ 1.5%
Pending Sales						124	153	+ 23.4%	857	836	- 2.5%
Closed Sales						124	139	+ 12.1%	816	793	- 2.8%
Days on Market Until Sale						12	11	- 8.3%	18	17	- 5.6%
Median Sales Price						\$293,000	\$303,000	+ 3.4%	\$280,000	\$290,000	+ 3.6%
Average Sales Price						\$294,826	\$333,754	+ 13.2%	\$292,513	\$316,325	+ 8.1%
Percent of List Price Received						106.4%	105.0%	- 1.3%	105.1%	103.3%	- 1.7%
Housing Affordability Index						145	140	- 3.4%	151	147	- 2.6%
Inventory of Homes for Sale						151	216	+ 43.0%	—	—	—
Months Supply of Inventory						1.2	1.8	+ 50.0%	—	—	—

New Listings

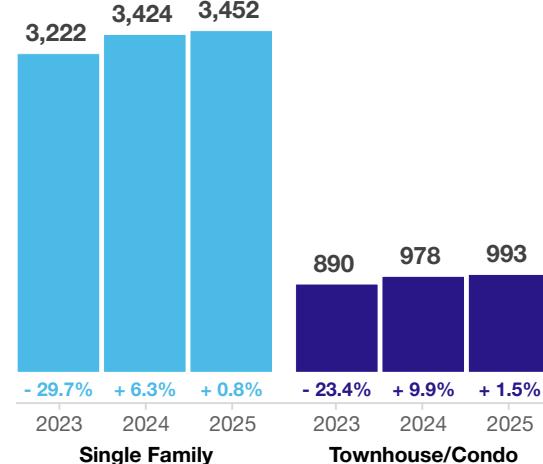
A count of the properties that have been newly listed on the market in a given month.



July

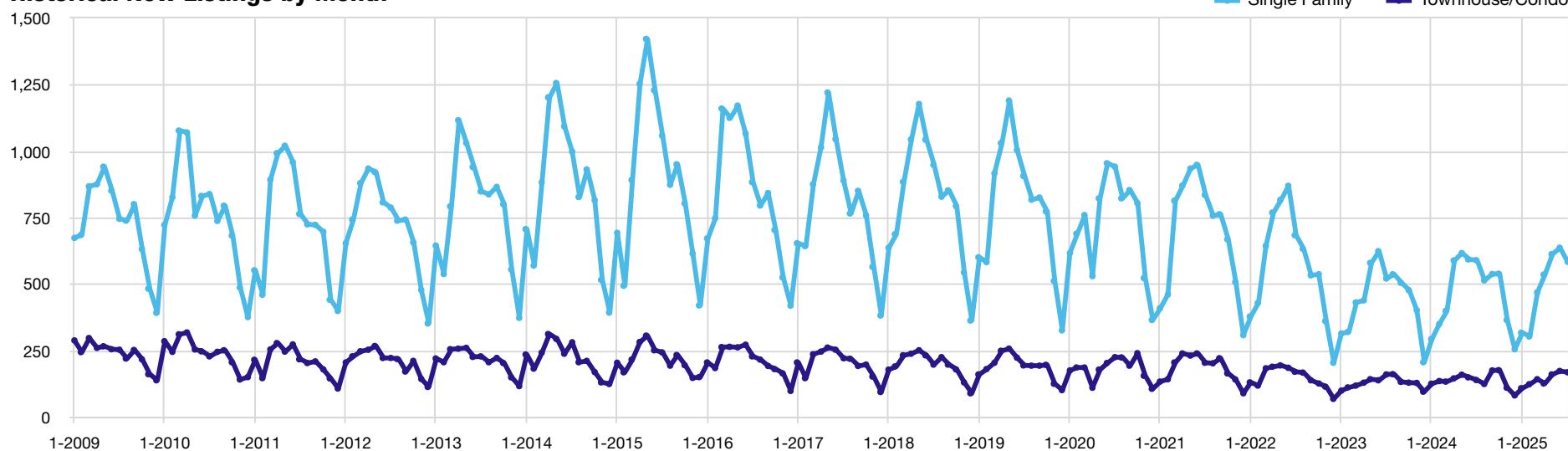


Year to Date



	New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Aug-2024	513		- 4.3%	123	- 23.1%
Sep-2024	537		+ 6.5%	174	+ 32.8%
Oct-2024	538		+ 13.0%	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	302		- 13.5%	122	- 9.0%
Mar-2025	468		+ 17.6%	141	+ 6.8%
Apr-2025	535		- 9.0%	125	- 13.2%
May-2025	612		- 0.6%	159	+ 0.6%
Jun-2025	636		+ 7.4%	172	+ 16.2%
Jul-2025	583		- 1.0%	167	+ 21.0%
12-Month Avg	472		+ 2.2%	138	+ 2.2%

Historical New Listings by Month

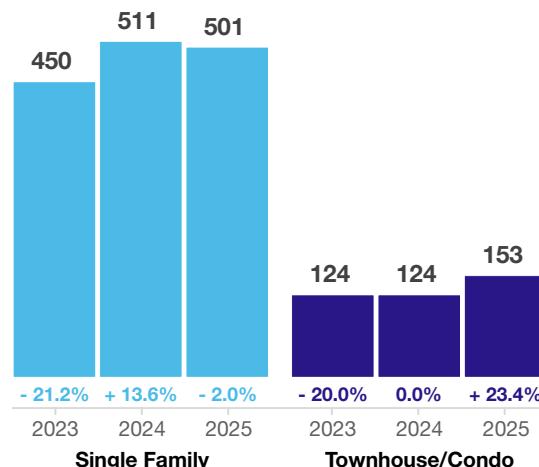


Pending Sales

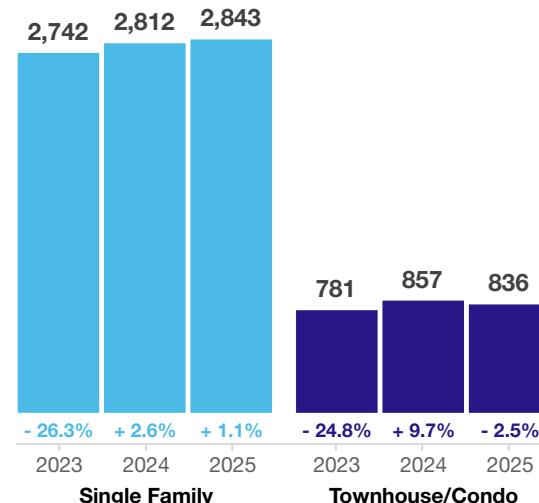
A count of the properties on which offers have been accepted in a given month.



July

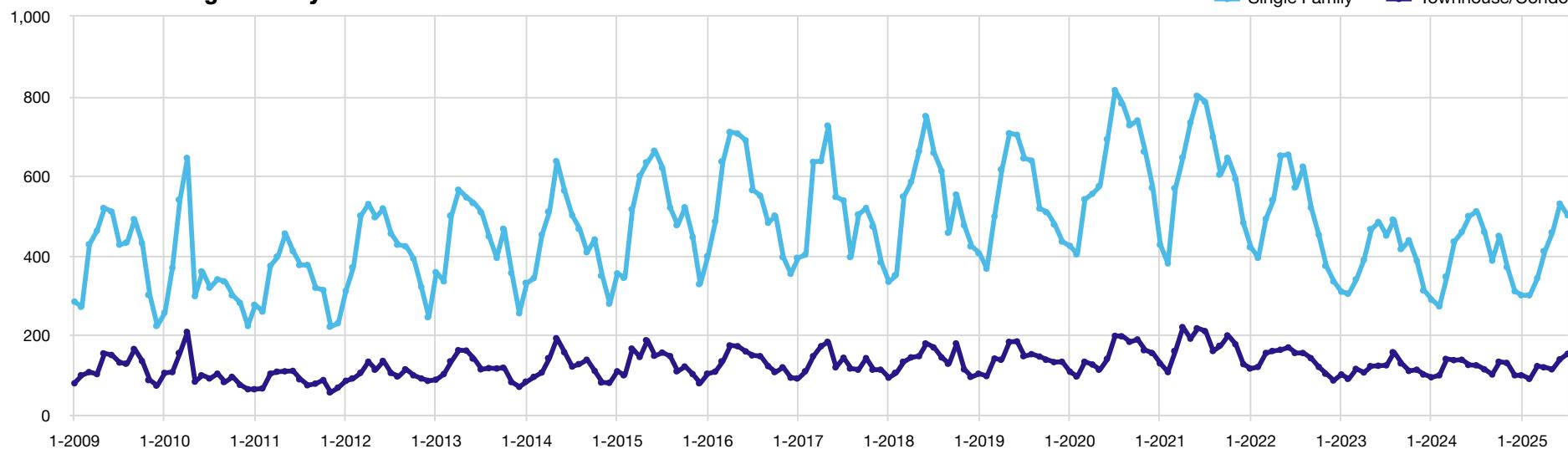


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	411	- 5.5%	119	- 13.1%
May-2025	458	- 0.2%	114	- 17.4%
Jun-2025	530	+ 6.2%	139	+ 11.2%
Jul-2025	501	- 2.0%	153	+ 23.4%
12-Month Avg	402	- 0.7%	118	- 3.3%

Historical Pending Sales by Month

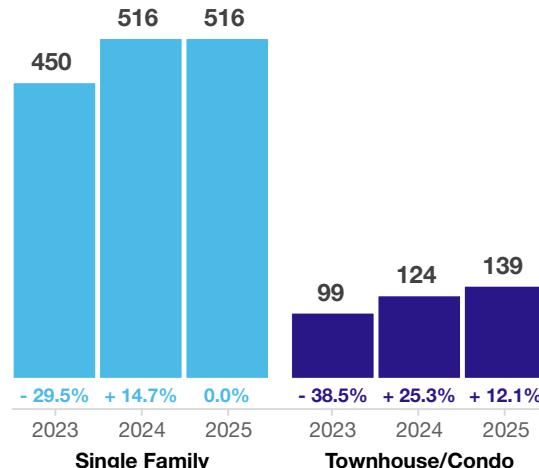


Closed Sales

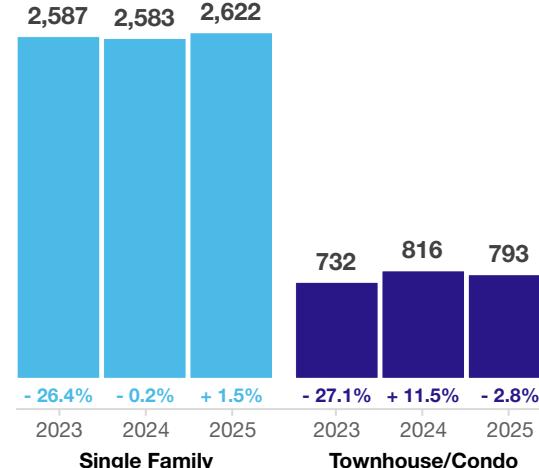
A count of the actual sales that closed in a given month.



July

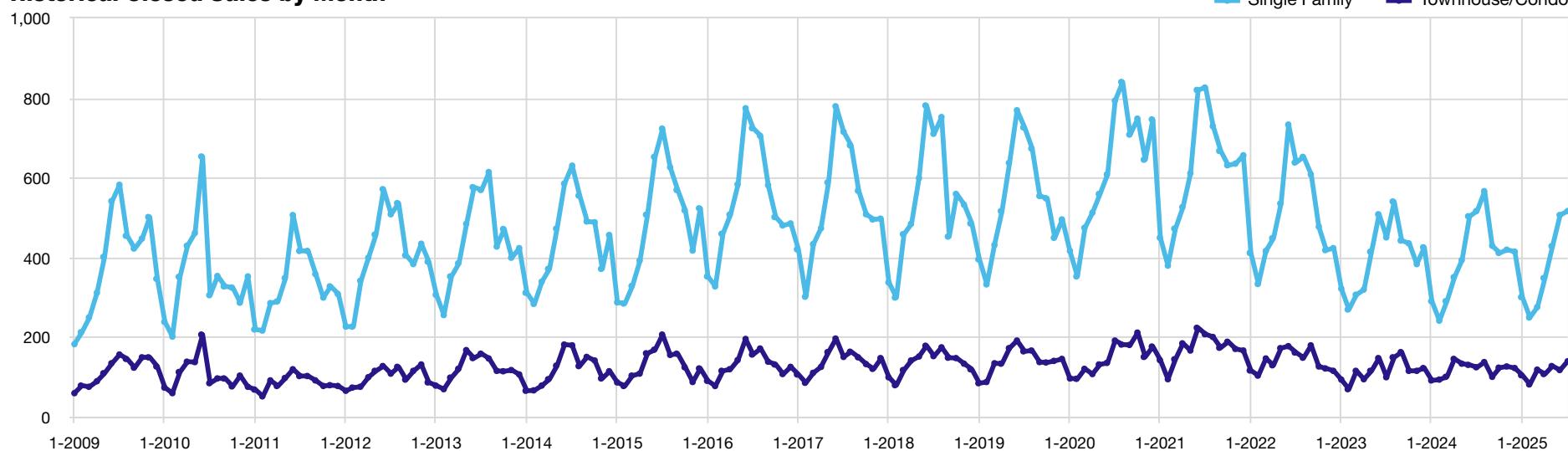


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%	107	- 26.2%
May-2025	428	+ 8.9%	127	- 4.5%
Jun-2025	506	+ 0.6%	117	- 10.0%
Jul-2025	516	0.0%	139	+ 12.1%
12-Month Avg	405	+ 1.0%	117	- 4.9%

Historical Closed Sales by Month

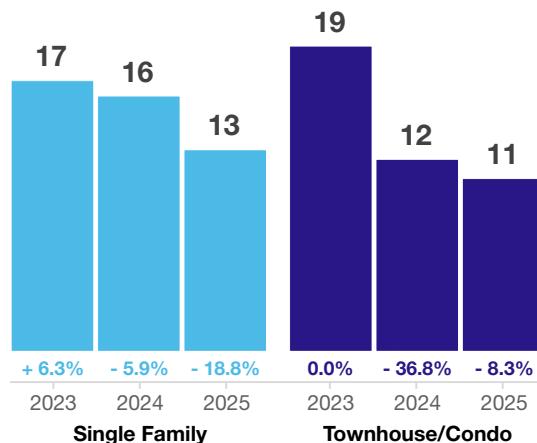


Days on Market Until Sale

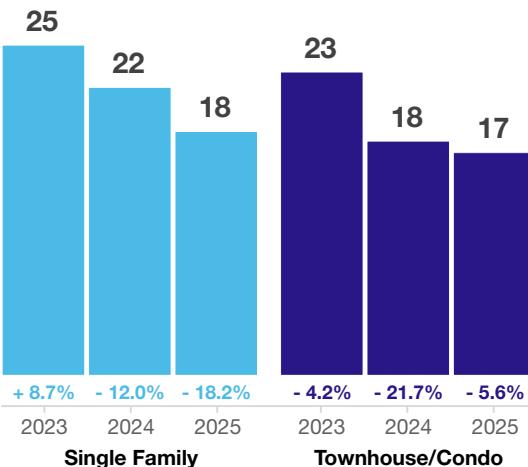
Average number of days between when a property is listed and when an offer is accepted in a given month.



July



Year to Date

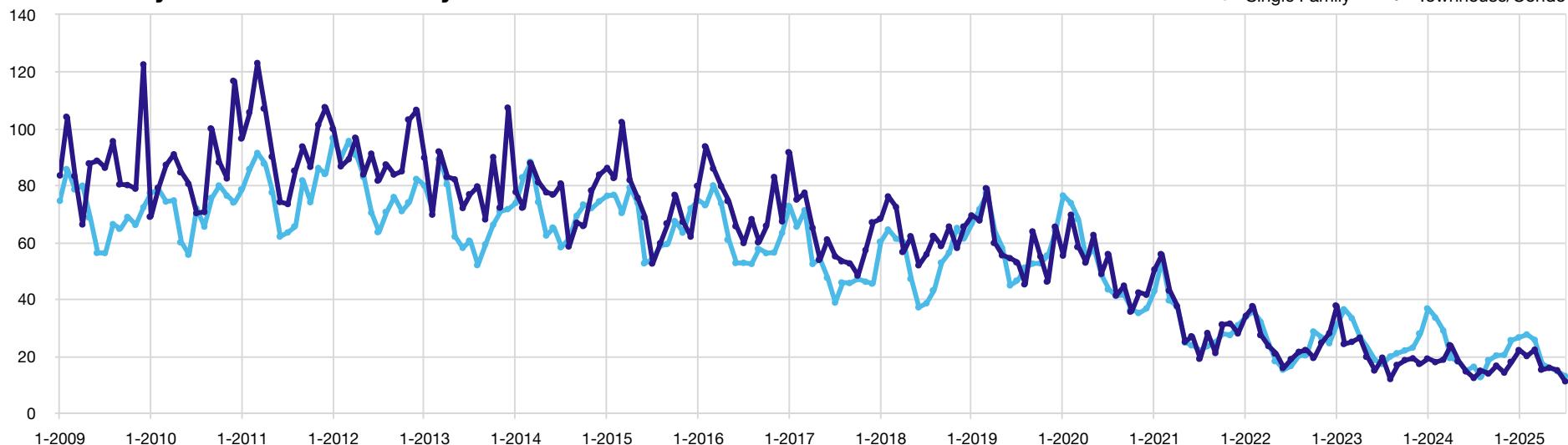


Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Aug-2024	12	- 40.0%	15	+ 25.0%
Sep-2024	18	- 14.3%	14	- 17.6%
Oct-2024	20	- 9.1%	16	- 11.1%
Nov-2024	20	- 13.0%	14	- 26.3%
Dec-2024	25	- 10.7%	18	+ 5.9%
Jan-2025	26	- 29.7%	22	+ 15.8%
Feb-2025	27	- 18.2%	20	+ 11.1%
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%	15	+ 7.1%
Jul-2025	13	- 18.8%	11	- 8.3%
12-Month Avg*	19	- 15.8%	16	- 5.3%

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

Single Family Townhouse/Condo

Historical Days on Market Until Sale by Month

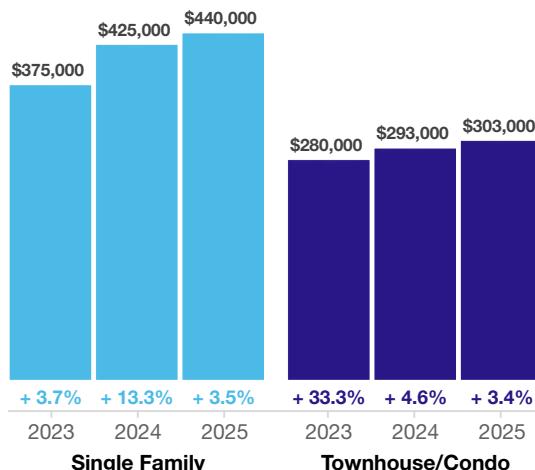


Median Sales Price

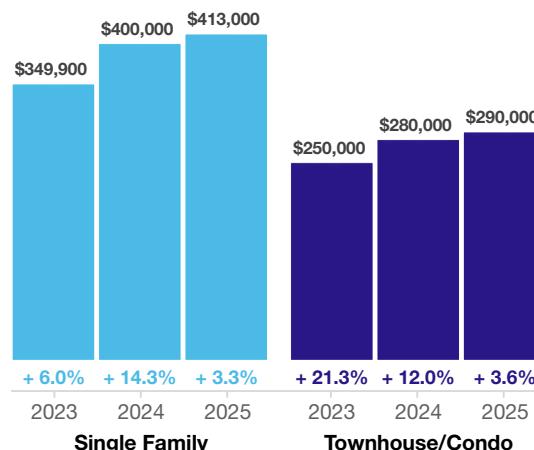
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



July



Year to Date

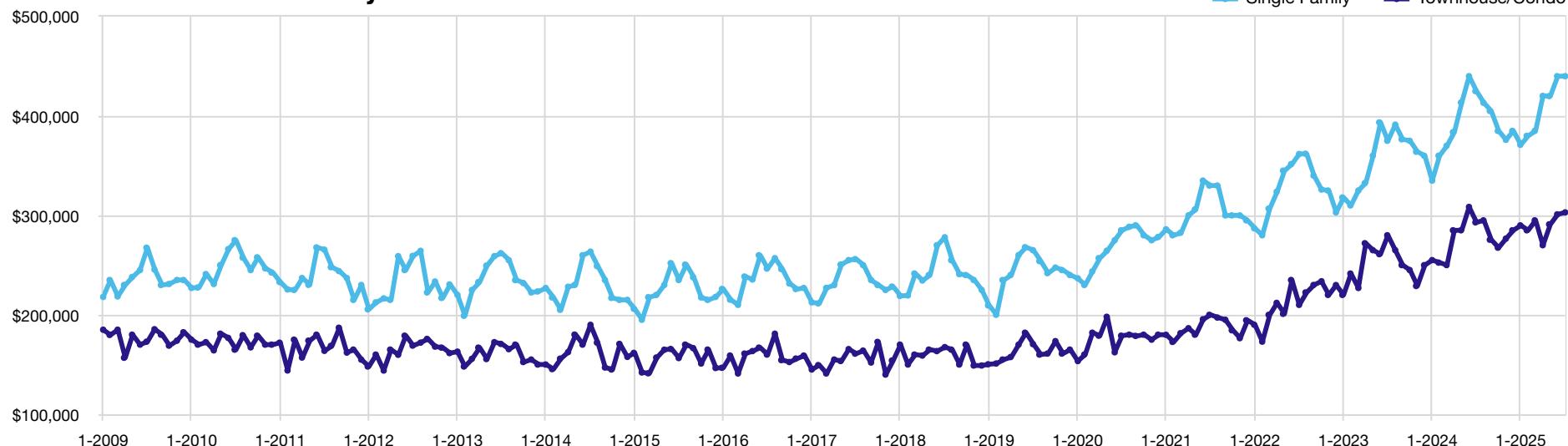


	Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Aug-2024	\$413,250		+ 5.6%	\$295,000	+ 11.3%
Sep-2024	\$405,000		+ 7.6%	\$275,500	+ 10.2%
Oct-2024	\$385,000		+ 2.7%	\$267,500	+ 9.2%
Nov-2024	\$376,000		+ 3.3%	\$276,625	+ 20.8%
Dec-2024	\$385,000		+ 6.9%	\$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%	\$270,000	- 5.3%
May-2025	\$420,000		+ 1.6%	\$291,000	+ 2.1%
Jun-2025	\$440,000		0.0%	\$301,000	- 2.4%
Jul-2025	\$440,000		+ 3.5%	\$303,000	+ 3.4%
12-Month Avg*	\$403,250		+ 4.7%	\$285,000	+ 9.2%

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

Single Family Townhouse/Condo

Historical Median Sales Price by Month

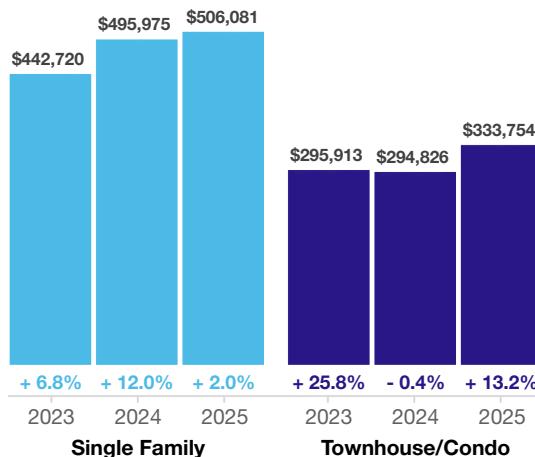


Average Sales Price

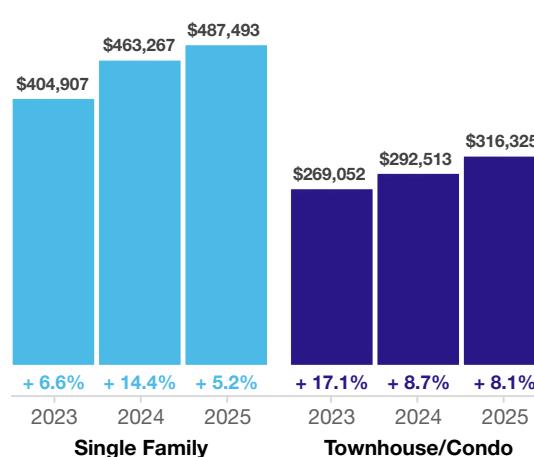
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



July



Year to Date

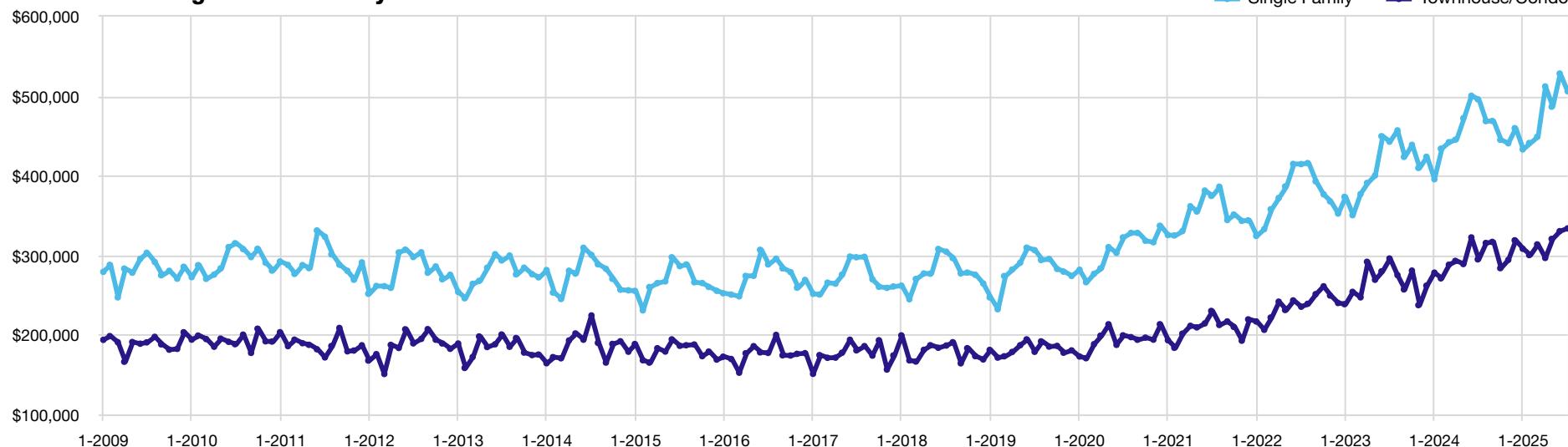


	Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Aug-2024	\$468,541		+ 2.5%	\$315,394	+ 14.7%
Sep-2024	\$468,775		+ 10.7%	\$316,780	+ 23.2%
Oct-2024	\$445,134		+ 1.5%	\$283,744	+ 1.1%
Nov-2024	\$440,725		+ 7.6%	\$294,136	+ 24.0%
Dec-2024	\$459,725		+ 8.5%	\$318,796	+ 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%	\$296,587	+ 1.3%
May-2025	\$486,703		+ 3.1%	\$320,529	+ 10.9%
Jun-2025	\$528,365		+ 5.6%	\$330,258	+ 2.4%
Jul-2025	\$506,081		+ 2.0%	\$333,754	+ 13.2%
12-Month Avg*	\$473,654		+ 5.5%	\$311,625	+ 11.6%

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

— Single Family — Townhouse/Condo

Historical Average Sales Price by Month

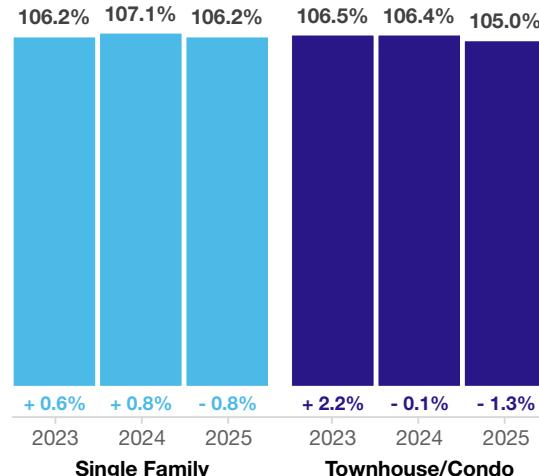


Percent of List Price Received

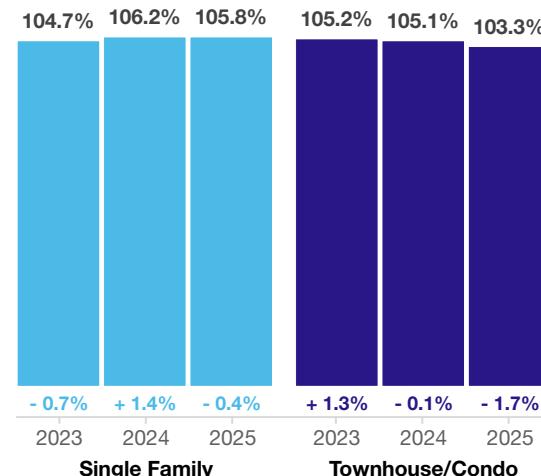
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



July



Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%	102.8%	- 1.9%
May-2025	106.8%	- 0.5%	104.0%	- 1.4%
Jun-2025	107.2%	- 0.3%	103.9%	- 0.9%
Jul-2025	106.2%	- 0.8%	105.0%	- 1.3%
12-Month Avg*	105.1%	- 0.6%	103.7%	- 1.4%

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

— Single Family — Townhouse/Condo

Historical Percent of List Price Received by Month

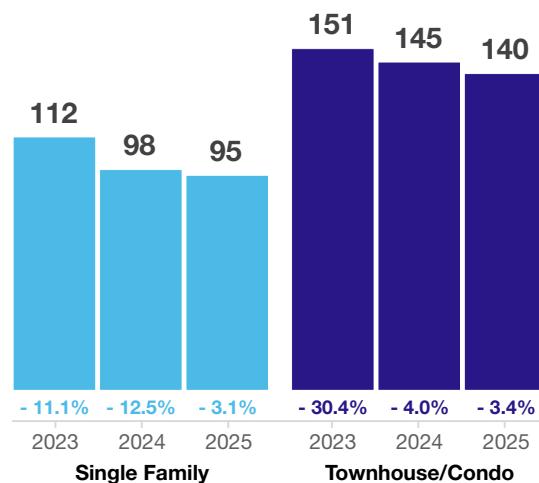


Housing Affordability Index

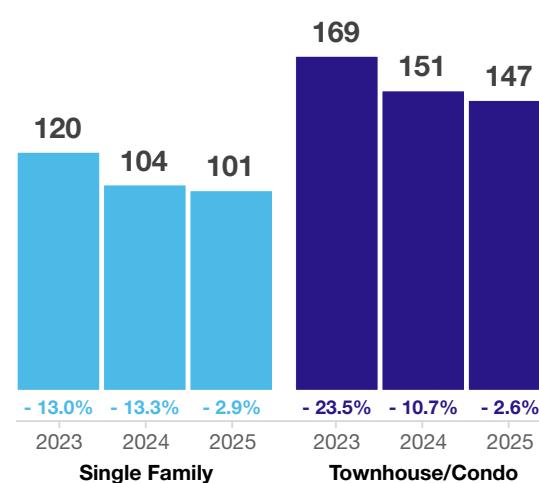
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



July

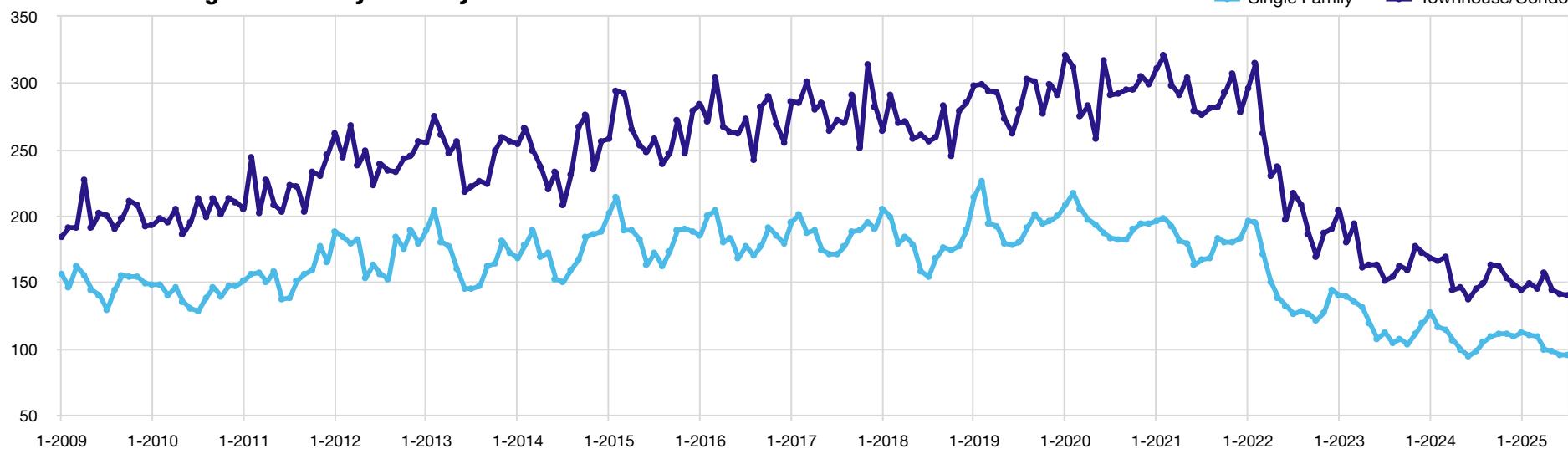


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%	157	+ 9.0%
May-2025	98	- 1.0%	144	- 1.4%
Jun-2025	95	+ 1.1%	141	+ 2.9%
Jul-2025	95	- 3.1%	140	- 3.4%
12-Month Avg	105	- 2.8%	150	- 5.1%

Historical Housing Affordability Index by Month

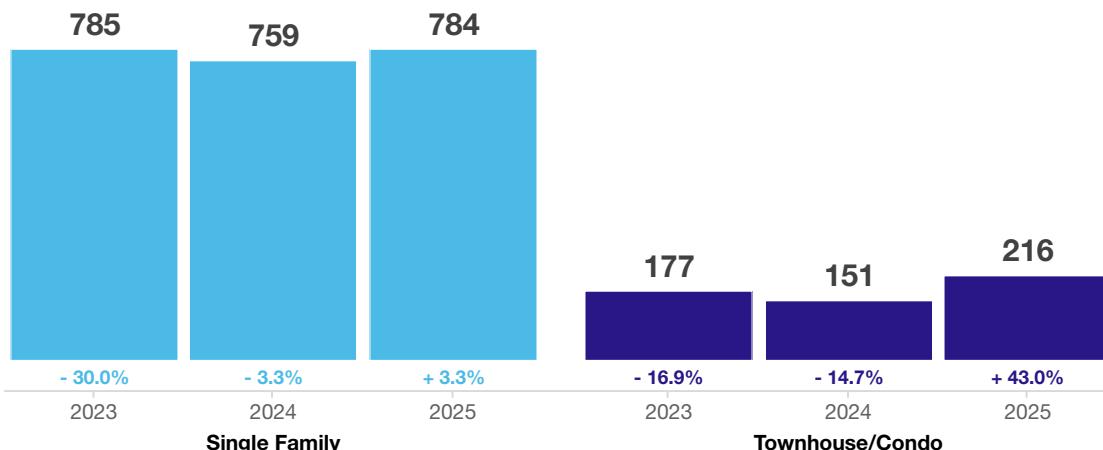


Inventory of Homes for Sale

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

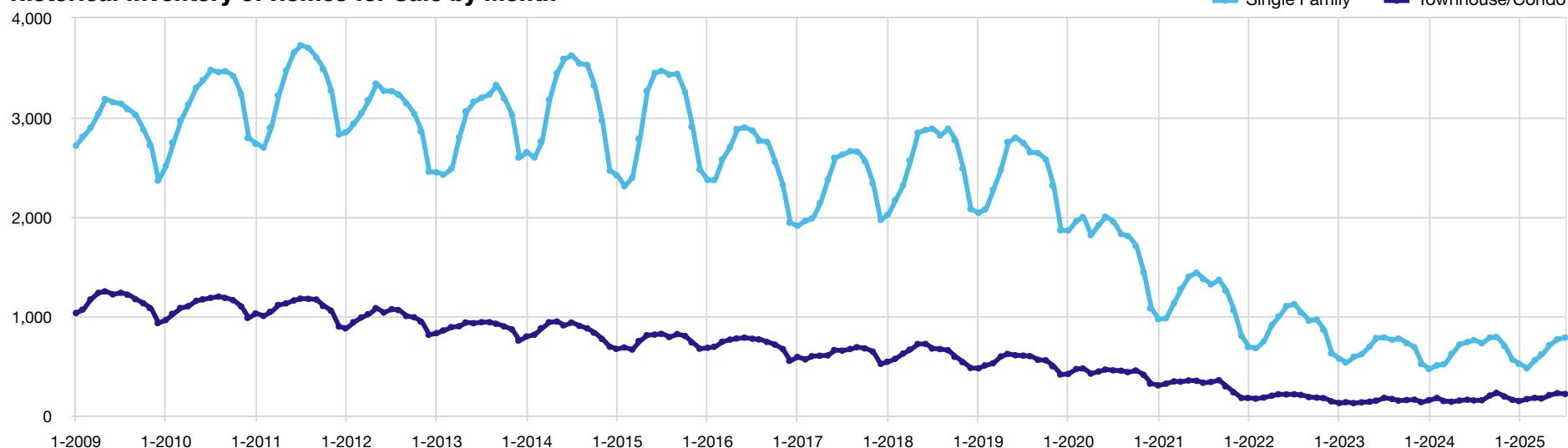


July



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	700	+ 2.0%	191	+ 20.1%
Dec-2024	563	+ 8.5%	157	+ 17.2%
Jan-2025	520	+ 11.1%	145	- 5.8%
Feb-2025	475	- 5.9%	165	- 6.3%
Mar-2025	556	+ 8.2%	177	+ 22.1%
Apr-2025	614	- 1.1%	171	+ 23.9%
May-2025	709	- 0.7%	205	+ 36.7%
Jun-2025	766	+ 3.7%	224	+ 41.8%
Jul-2025	784	+ 3.3%	216	+ 43.0%
12-Month Avg	666	+ 2.6%	186	+ 21.6%

Historical Inventory of Homes for Sale by Month

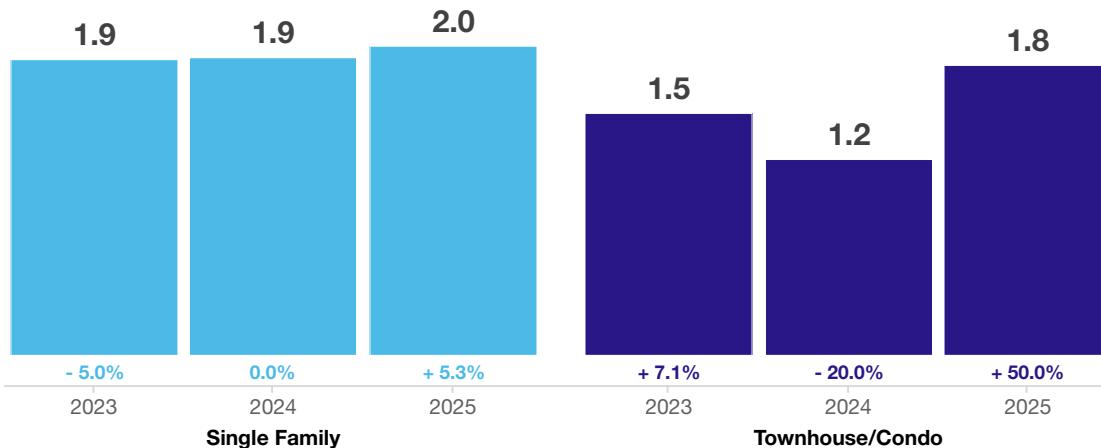


Months Supply of Inventory

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.



July

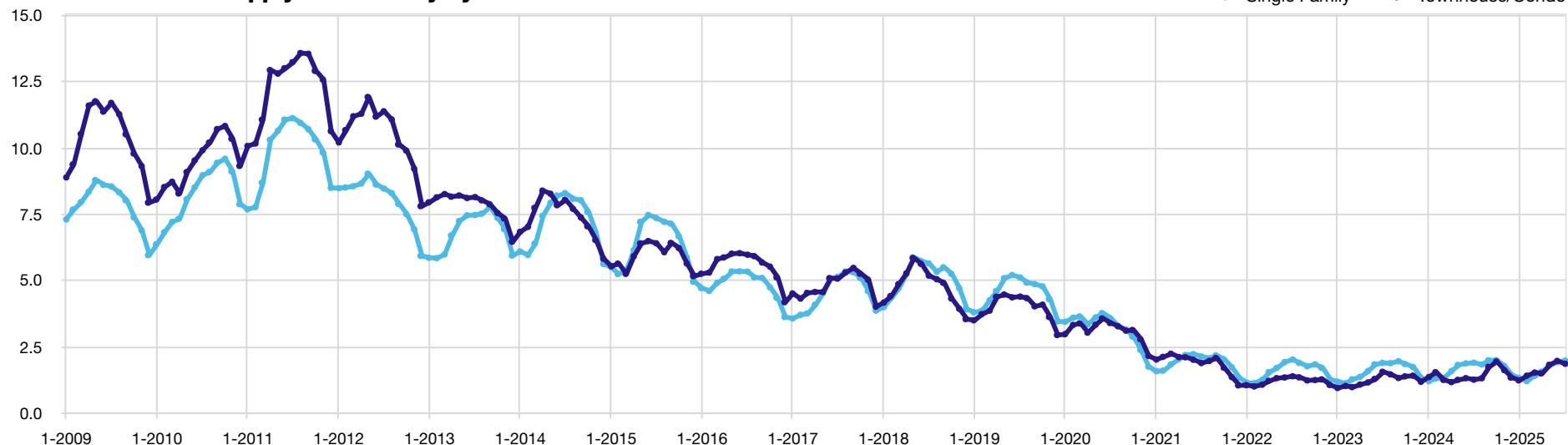


Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Aug-2024	1.8	- 5.3%	1.3	- 7.1%
Sep-2024	2.0	+ 5.3%	1.7	+ 30.8%
Oct-2024	2.0	+ 11.1%	1.9	+ 35.7%
Nov-2024	1.8	+ 5.9%	1.6	+ 14.3%
Dec-2024	1.4	+ 7.7%	1.3	+ 8.3%
Jan-2025	1.3	+ 8.3%	1.2	- 7.7%
Feb-2025	1.2	- 7.7%	1.4	- 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	1.9	+ 5.6%	1.9	+ 46.2%
Jul-2025	2.0	+ 5.3%	1.8	+ 50.0%
12-Month Avg*	1.7	+ 2.4%	1.6	+ 21.5%

* Months Supply for all properties from August 2024 through July 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					7-2024	7-2025	% Change	YTD 2024	YTD 2025	% Change
	7-2023	1-2024	7-2024	1-2025	7-2025						
New Listings						727	750	+ 3.2%	4,402	4,445	+ 1.0%
Pending Sales						635	654	+ 3.0%	3,669	3,679	+ 0.3%
Closed Sales						640	655	+ 2.3%	3,399	3,415	+ 0.5%
Days on Market Until Sale						15	12	- 20.0%	21	18	- 14.3%
Median Sales Price						\$397,950	\$410,000	+ 3.0%	\$365,000	\$385,000	+ 5.5%
Average Sales Price						\$457,003	\$469,511	+ 2.7%	\$422,250	\$447,734	+ 6.0%
Percent of List Price Received						106.9%	105.9%	- 0.9%	105.9%	105.2%	- 0.7%
Housing Affordability Index						105	102	- 2.9%	114	109	- 4.4%
Inventory of Homes for Sale						910	1,000	+ 9.9%	—	—	—
Months Supply of Inventory						1.7	1.9	+ 11.8%	—	—	—