

Monthly Indicators

Greater Hartford Association of REALTORS®



August 2025

U.S. existing-home sales rose 2.0% month-over-month and 0.8% year-over-year to a seasonally adjusted annual rate of 4.01 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast a rate of 3.92 million units. Regionally, sales increased on a monthly basis in the West, South, and Northeast, but declined in the Midwest.

New Listings decreased 0.6 percent for Single Family homes but increased 32.5 percent for Townhouse/Condo homes. Pending Sales increased 1.3 percent for Single Family homes and 25.4 percent for Townhouse/Condo homes. Inventory increased 5.8 percent for Single Family homes and 38.6 percent for Townhouse/Condo homes.

Median Sales Price increased 7.9 percent to \$446,000 for Single Family homes and 1.5 percent to \$299,500 for Townhouse/Condo homes. Days on Market increased 33.3 percent for Single Family homes but decreased 6.7 percent for Townhouse/Condo homes. Months Supply of Inventory increased 5.6 percent for Single Family homes and 38.5 percent for Townhouse/Condo homes.

Nationally, 1.55 million units were listed for sale heading into August, up 0.6% from the previous month and 15.7% higher than the same time last year, representing a 4.6-month supply at the current sales pace, according to NAR. Inventory is now at its highest level since May 2020, a shift that has helped slow price growth in many markets. As a result, the national median existing-home sales price edged up just 0.2% year-over-year to \$422,400.

Quick Facts

- 5.8%

Change in
Closed Sales
All Properties

+ 6.8%

Change in
Median Sales Price
All Properties

+ 11.5%

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.

Single Family Market Overview	2
Townhouse/Condo Market Overview	3
New Listings	4
Pending Sales	5
Closed Sales	6
Days on Market Until Sale	7
Median Sales Price	8
Average Sales Price	9
Percent of List Price Received	10
Housing Affordability Index	11
Inventory of Homes for Sale	12
Months Supply of Inventory	13
All Residential Properties Market Overview	14

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					8-2024	8-2025	% Change	YTD 2024	YTD 2025	% Change
	8-2023	2-2024	8-2024	2-2025	8-2025						
New Listings						513	510	- 0.6%	3,937	3,964	+ 0.7%
Pending Sales						459	465	+ 1.3%	3,271	3,280	+ 0.3%
Closed Sales						566	506	- 10.6%	3,149	3,130	- 0.6%
Days on Market Until Sale						12	16	+ 33.3%	20	18	- 10.0%
Median Sales Price						\$413,250	\$446,000	+ 7.9%	\$400,000	\$420,000	+ 5.0%
Average Sales Price						\$468,541	\$521,504	+ 11.3%	\$464,216	\$492,959	+ 6.2%
Percent of List Price Received						105.6%	105.4%	- 0.2%	106.0%	105.7%	- 0.3%
Housing Affordability Index						105	95	- 9.5%	108	101	- 6.5%
Inventory of Homes for Sale						726	768	+ 5.8%	—	—	—
Months Supply of Inventory						1.8	1.9	+ 5.6%	—	—	—

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.



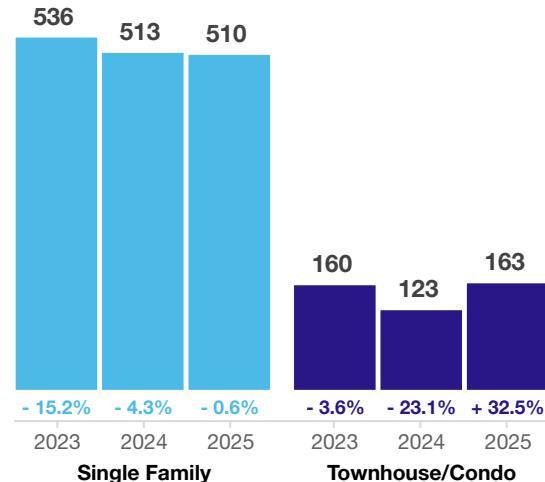
Key Metrics	Historical Sparkbars					8-2024	8-2025	% Change	YTD 2024	YTD 2025	% Change
	8-2023	2-2024	8-2024	2-2025	8-2025						
New Listings						123	163	+ 32.5%	1,101	1,156	+ 5.0%
Pending Sales						114	143	+ 25.4%	971	972	+ 0.1%
Closed Sales						137	156	+ 13.9%	953	950	- 0.3%
Days on Market Until Sale						15	14	- 6.7%	17	16	- 5.9%
Median Sales Price						\$295,000	\$299,500	+ 1.5%	\$280,000	\$292,551	+ 4.5%
Average Sales Price						\$315,394	\$312,982	- 0.8%	\$295,802	\$315,861	+ 6.8%
Percent of List Price Received						105.9%	103.6%	- 2.2%	105.2%	103.4%	- 1.7%
Housing Affordability Index						149	144	- 3.4%	157	148	- 5.7%
Inventory of Homes for Sale						153	212	+ 38.6%	—	—	—
Months Supply of Inventory						1.3	1.8	+ 38.5%	—	—	—

New Listings

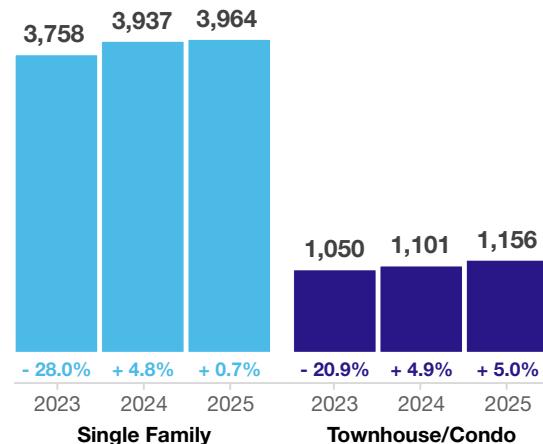
A count of the properties that have been newly listed on the market in a given month.



August

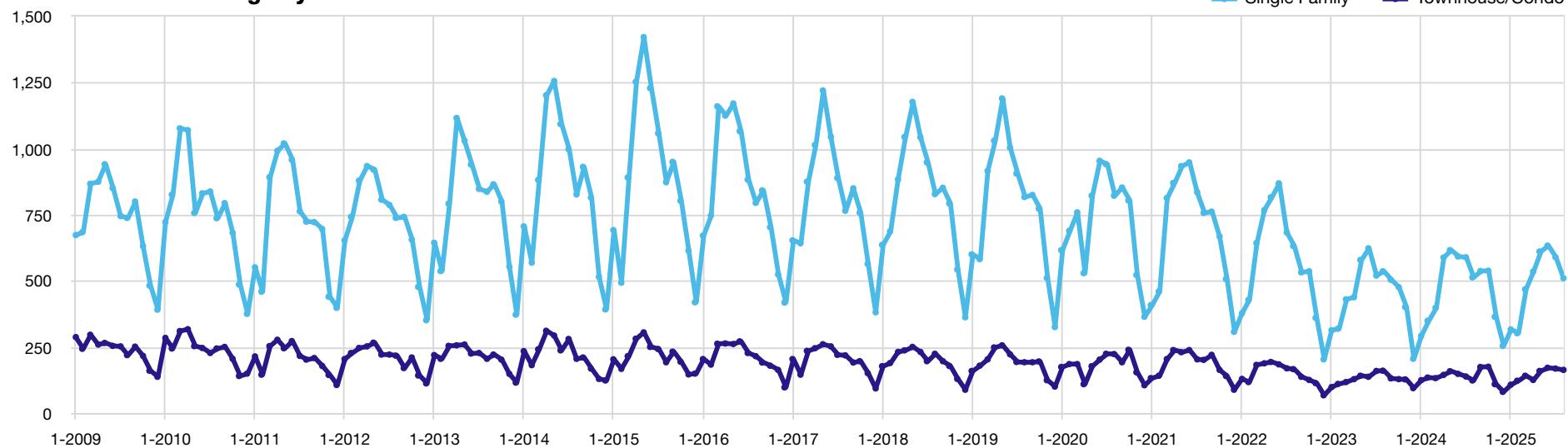


Year to Date



	New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	611		- 0.8%	159	+ 0.6%
Jun-2025	633		+ 6.9%	171	+ 15.5%
Jul-2025	589		0.0%	168	+ 21.7%
Aug-2025	510		- 0.6%	163	+ 32.5%
12-Month Avg	471		+ 2.4%	141	+ 6.8%

Historical New Listings by Month

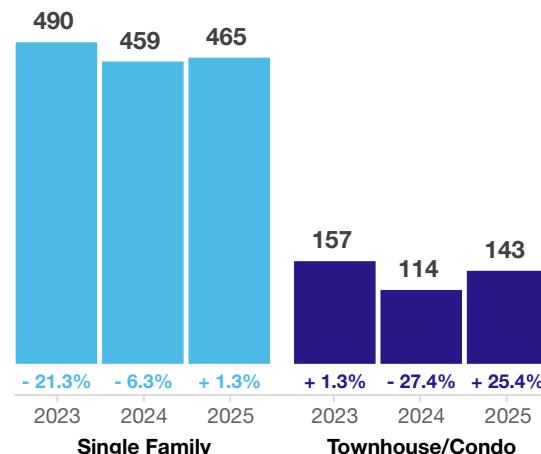


Pending Sales

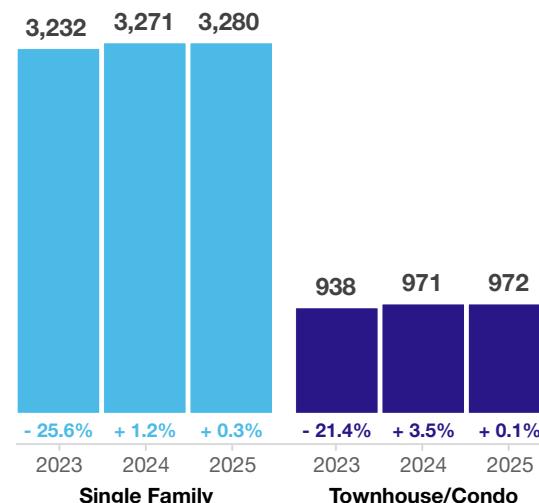
A count of the properties on which offers have been accepted in a given month.



August

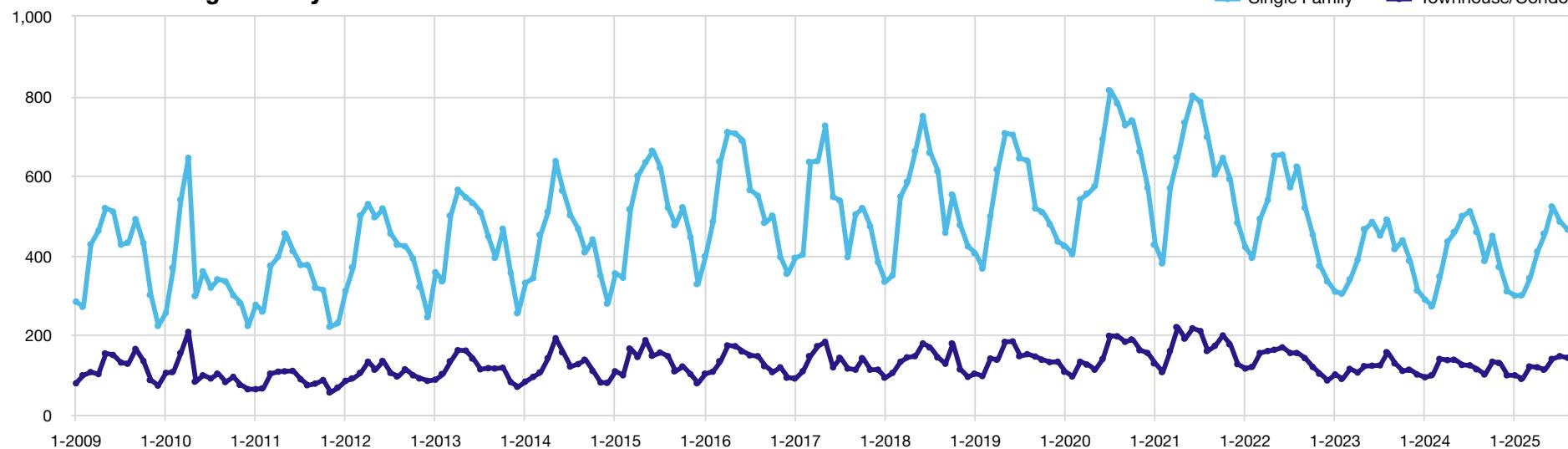


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Sep-2024	386	-7.2%	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	299	+3.5%	99	+5.3%
Feb-2025	300	+10.3%	90	-9.1%
Mar-2025	343	-1.2%	121	-13.6%
Apr-2025	410	-5.7%	119	-13.1%
May-2025	455	-0.9%	113	-18.1%
Jun-2025	523	+4.8%	140	+12.0%
Jul-2025	485	-5.1%	147	+18.5%
Aug-2025	465	+1.3%	143	+25.4%
12-Month Avg	400	-0.5%	120	+0.8%

Historical Pending Sales by Month

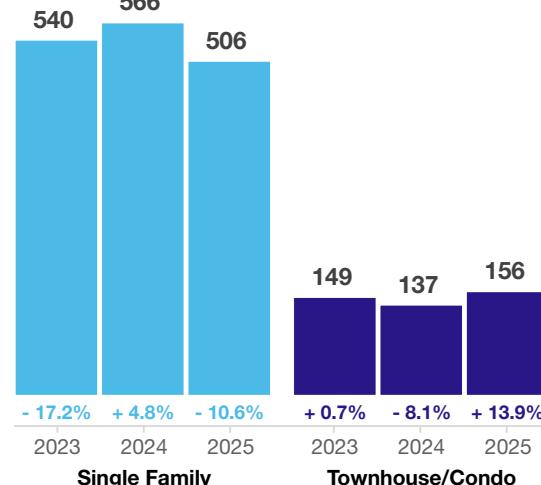


Closed Sales

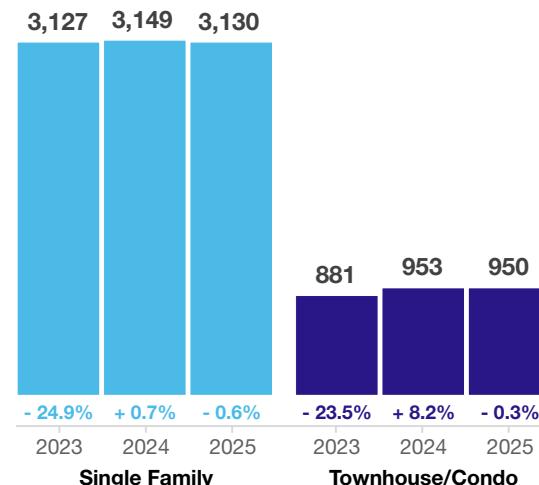
A count of the actual sales that closed in a given month.



August

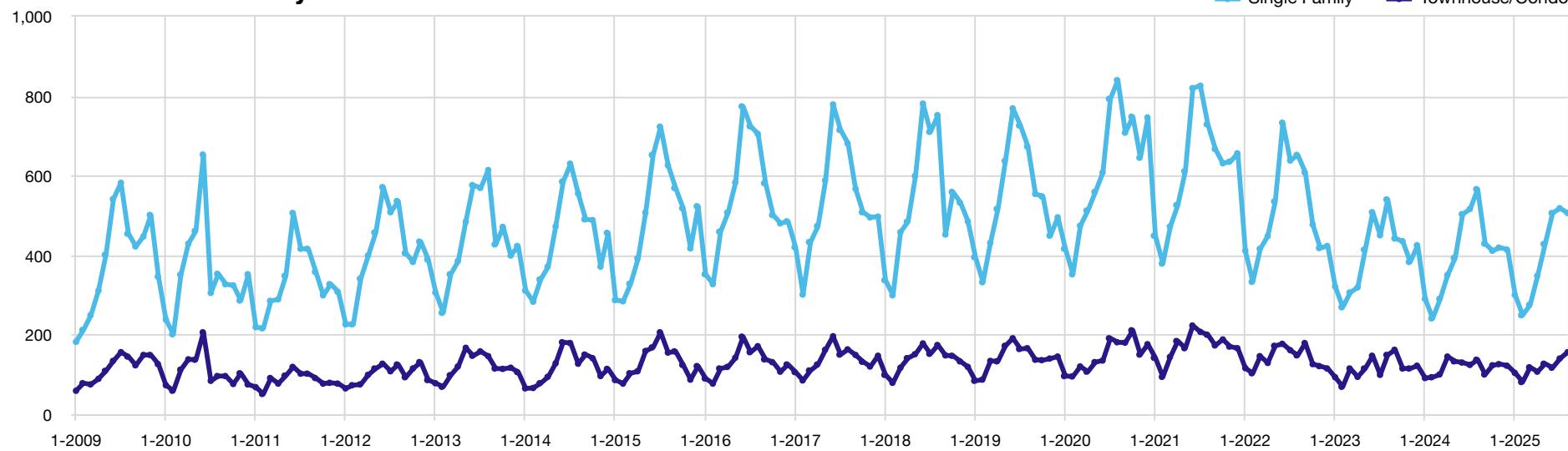


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	518	+0.4%	140	+12.9%
Aug-2025	506	-10.6%	156	+13.9%
12-Month Avg	400	-0.7%	118	-3.3%

Historical Closed Sales by Month

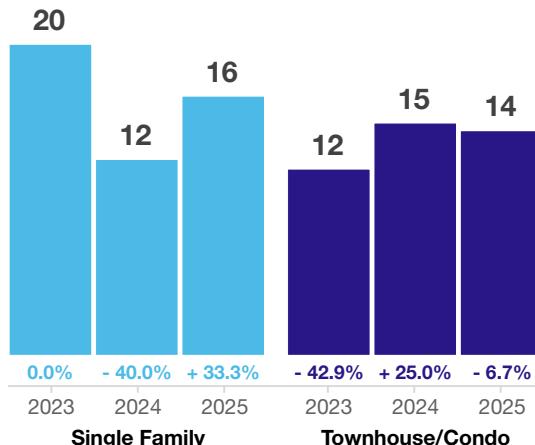


Days on Market Until Sale

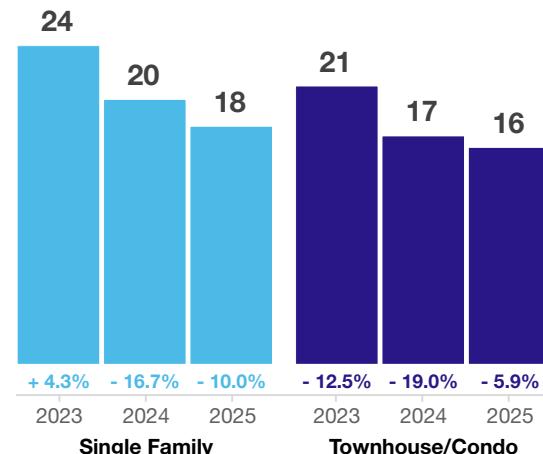
Average number of days between when a property is listed and when an offer is accepted in a given month.



August



Year to Date

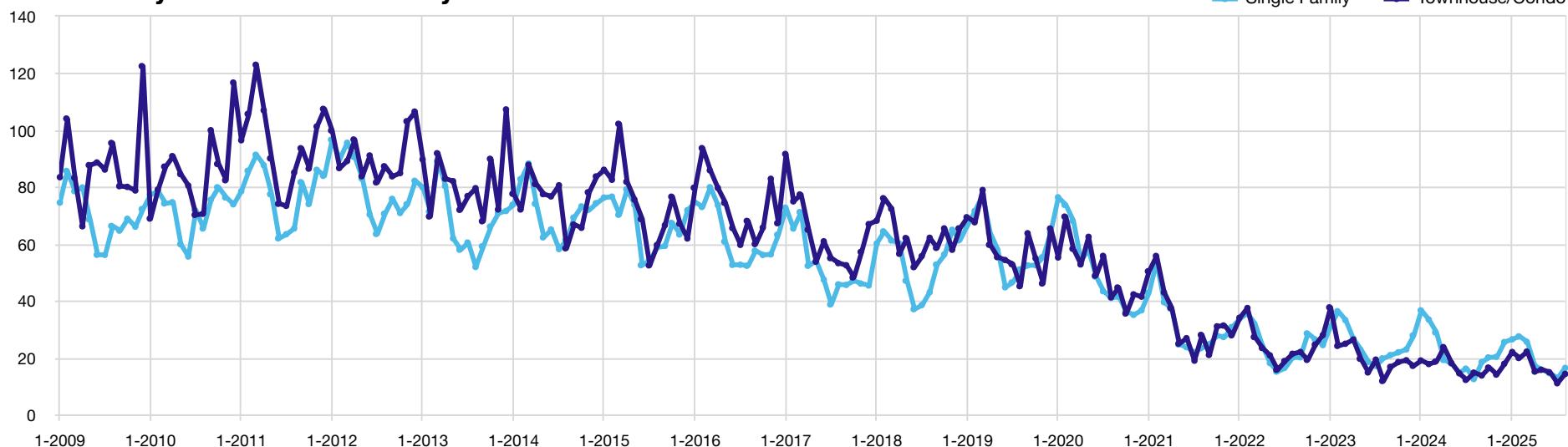


Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Sep-2024	18	-14.3%	14	-17.6%
Oct-2024	20	-9.1%	16	-11.1%
Nov-2024	20	-13.0%	14	-26.3%
Dec-2024	25	-10.7%	18	+5.9%
Jan-2025	26	-29.7%	22	+15.8%
Feb-2025	27	-18.2%	20	+11.1%
Mar-2025	26	-10.3%	22	+15.8%
Apr-2025	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%
Aug-2025	16	+33.3%	14	-6.7%
12-Month Avg*	19	-10.1%	16	-7.4%

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

Single Family Townhouse/Condo

Historical Days on Market Until Sale by Month

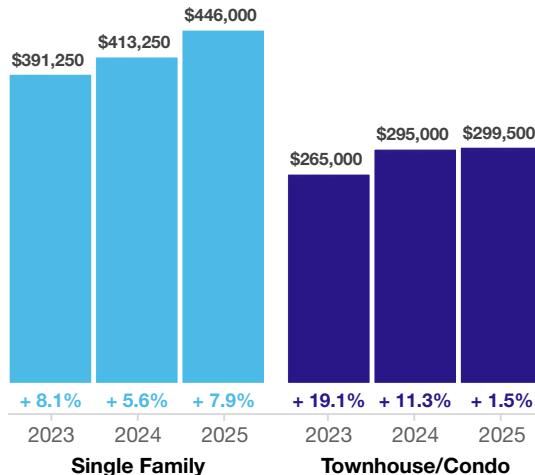


Median Sales Price

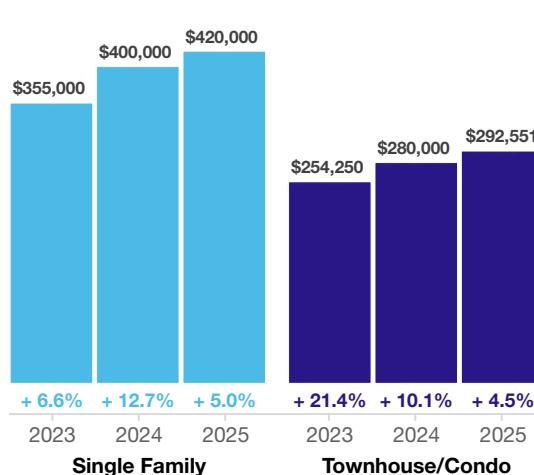
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



August



Year to Date

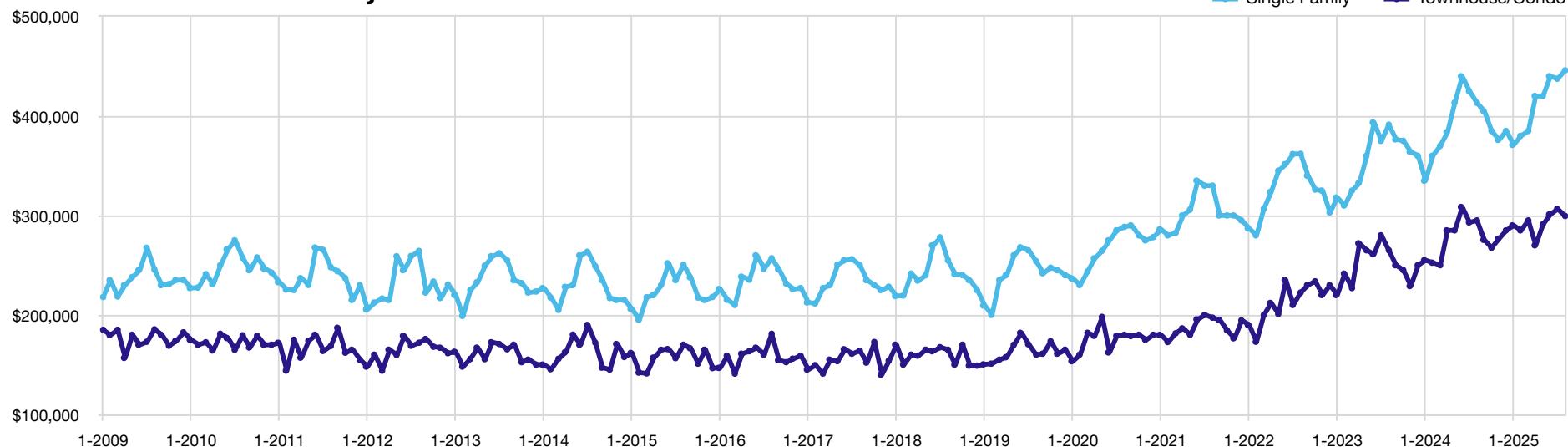


Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Sep-2024	\$405,000	+ 7.6%	\$275,500	+ 10.2%
Oct-2024	\$385,000	+ 2.7%	\$267,500	+ 9.2%
Nov-2024	\$376,000	+ 3.3%	\$276,625	+ 20.8%
Dec-2024	\$385,000	+ 6.9%	\$285,000	+ 14.0%
Jan-2025	\$371,000	+ 10.8%	\$289,950	+ 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	\$437,500	+ 2.9%	\$306,500	+ 4.6%
Aug-2025	\$446,000	+ 7.9%	\$299,500	+ 1.5%
12-Month Avg*	\$408,000	+ 4.6%	\$285,000	+ 7.5%

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

— Single Family — Townhouse/Condo

Historical Median Sales Price by Month

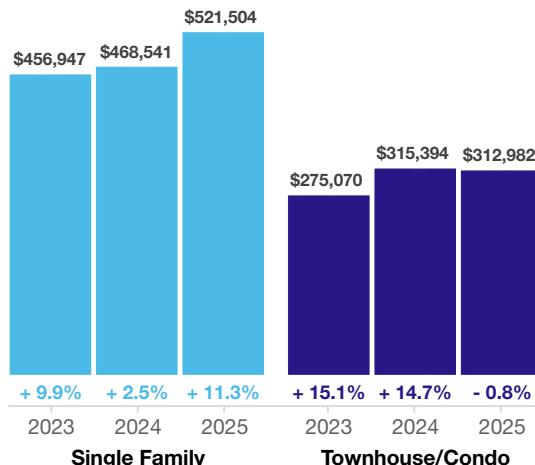


Average Sales Price

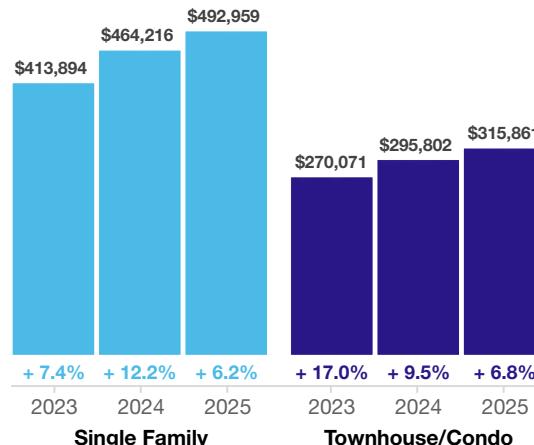
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



August



Year to Date

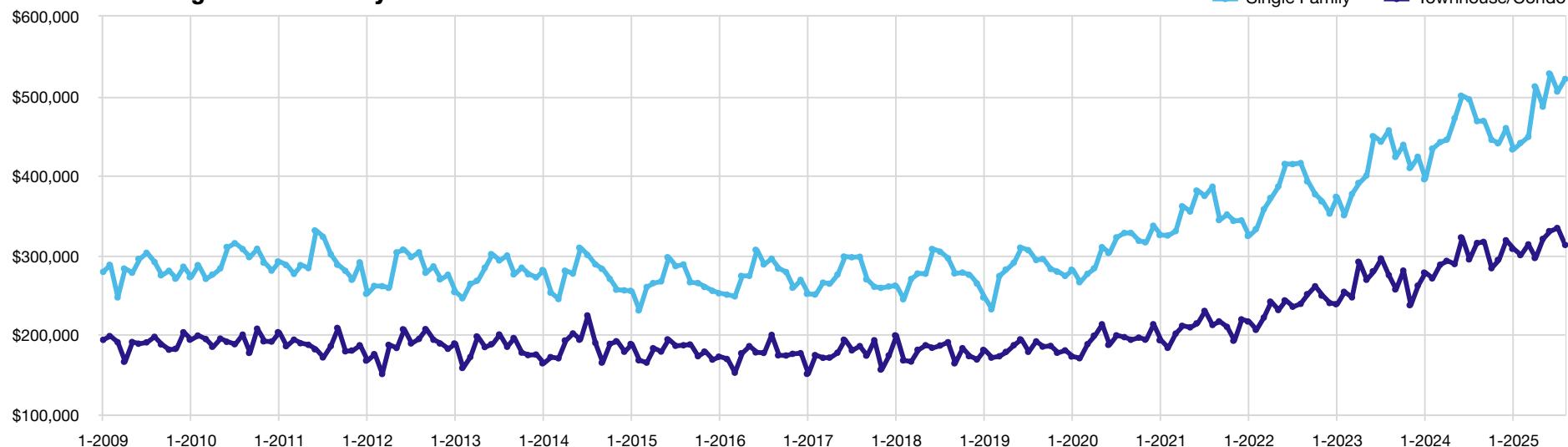


	Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Sep-2024	\$468,775		+ 10.7%	\$316,780	+ 23.2%
Oct-2024	\$445,134		+ 1.5%	\$283,744	+ 1.1%
Nov-2024	\$440,725		+ 7.6%	\$294,136	+ 24.0%
Dec-2024	\$459,725		+ 8.5%	\$318,796	+ 21.8%
Jan-2025	\$433,021		+ 9.5%	\$308,139	+ 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	\$505,807		+ 2.0%	\$334,206	+ 13.4%
Aug-2025	\$521,504	+ 11.3%		\$312,982	- 0.8%
12-Month Avg*	\$479,282		+ 6.4%	\$311,471	+ 10.1%

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

— Single Family — Townhouse/Condo

Historical Average Sales Price by Month

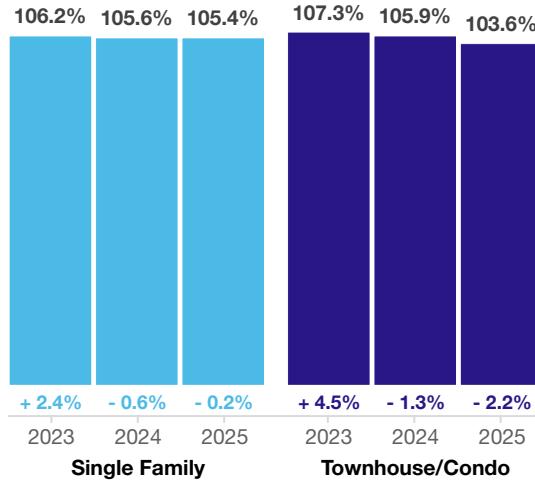


Percent of List Price Received

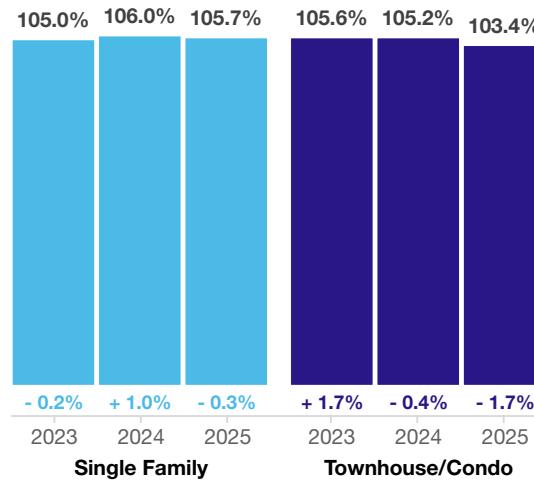
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



August



Year to Date

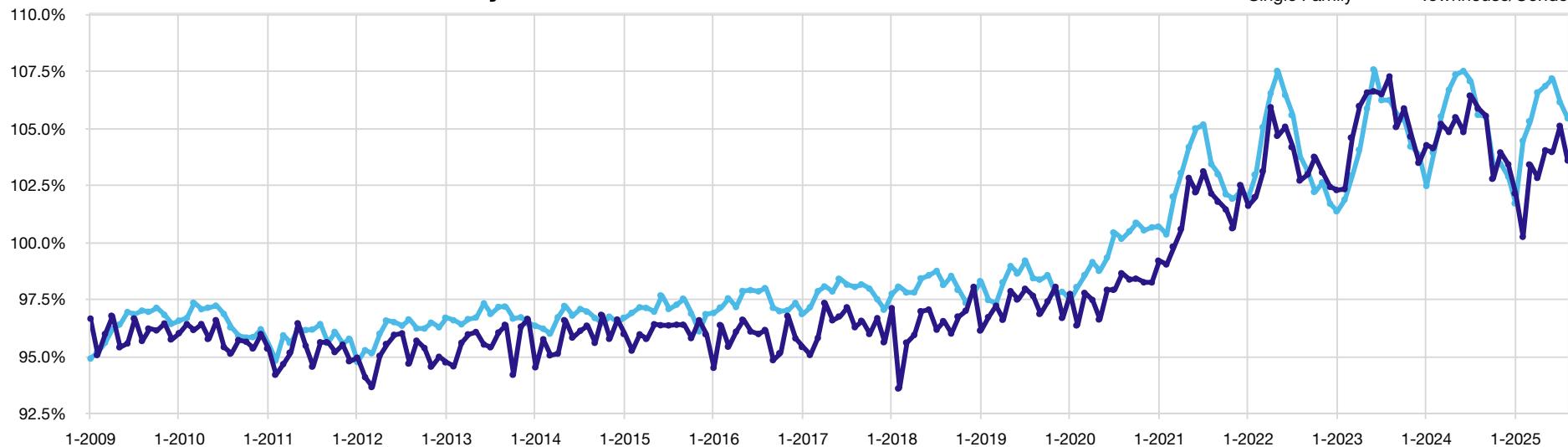


Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Sep-2024	105.5%	- 0.1%	105.5%	+ 0.5%
Oct-2024	103.4%	- 1.9%	102.8%	- 2.9%
Nov-2024	103.4%	- 0.8%	103.9%	- 0.7%
Dec-2024	102.9%	- 0.9%	103.4%	- 0.1%
Jan-2025	101.7%	- 0.8%	102.1%	- 2.0%
Feb-2025	104.4%	+ 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	106.1%	- 0.9%	105.1%	- 1.2%
Aug-2025	105.4%	- 0.2%	103.6%	- 2.2%
12-Month Avg*	105.0%	- 0.5%	103.5%	- 1.5%

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

— Single Family — Townhouse/Condo

Historical Percent of List Price Received by Month

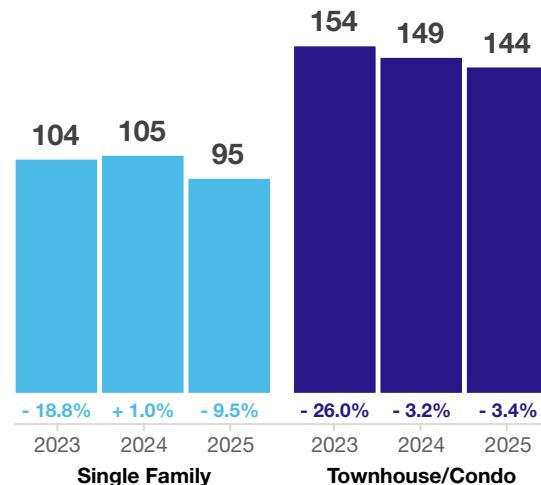


Housing Affordability Index

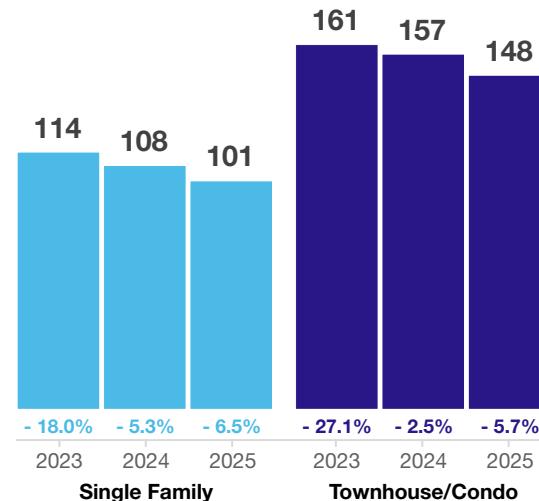
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



August

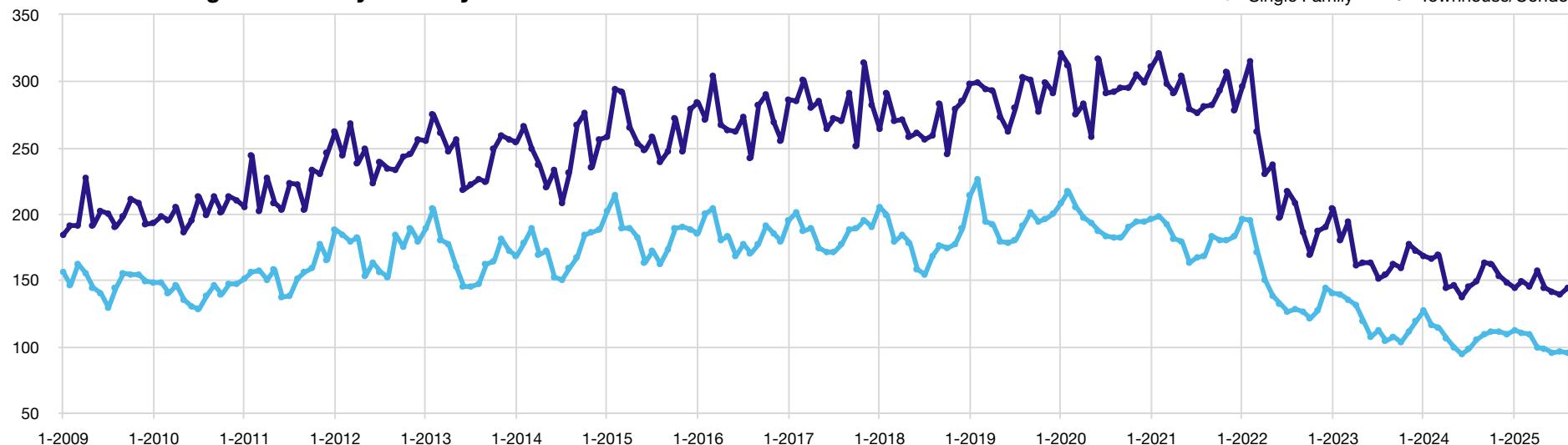


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	96	- 2.0%	139	- 4.1%
Aug-2025	95	- 9.5%	144	- 3.4%
12-Month Avg	105	- 2.8%	149	- 5.7%

Historical Housing Affordability Index by Month

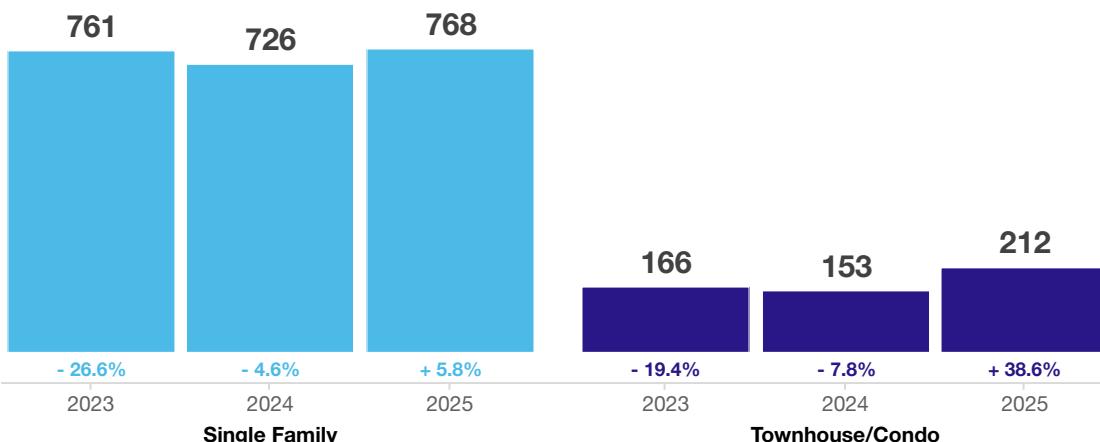


Inventory of Homes for Sale

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

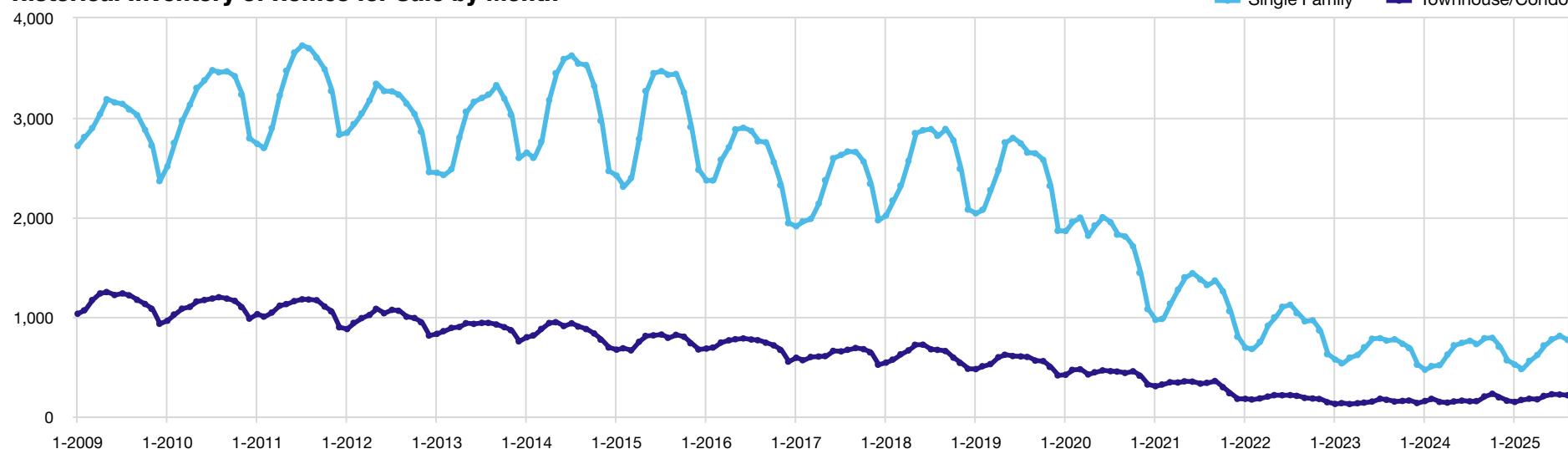


August



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	557	+ 8.4%	177	+ 22.1%
Apr-2025	617	- 0.6%	171	+ 23.9%
May-2025	713	- 0.1%	205	+ 36.7%
Jun-2025	774	+ 4.7%	222	+ 40.5%
Jul-2025	809	+ 6.6%	219	+ 45.0%
Aug-2025	768	+ 5.8%	212	+ 38.6%
12-Month Avg	673	+ 4.2%	191	+ 25.7%

Historical Inventory of Homes for Sale by Month

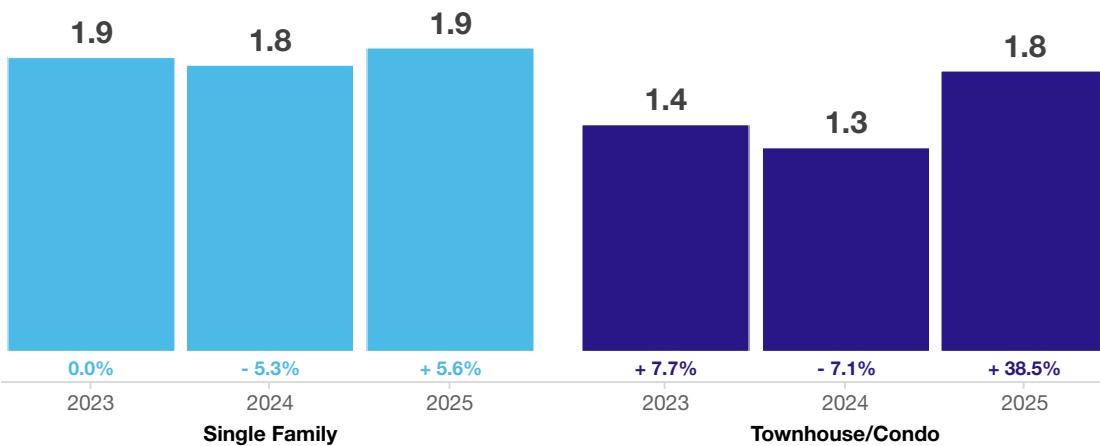


Months Supply of Inventory

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.



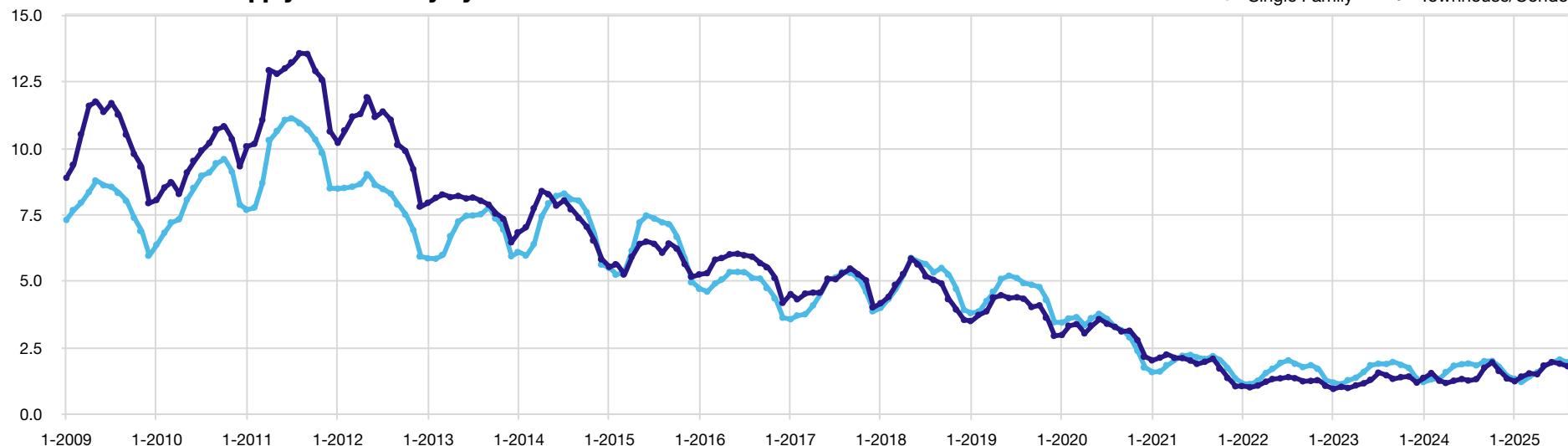
August



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%	1.9	+ 58.3%
Aug-2025	1.9	+ 5.6%	1.8	+ 38.5%
12-Month Avg*	1.7	+ 3.9%	1.6	+ 26.0%

* Months Supply for all properties from September 2024 through August 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					8-2024	8-2025	% Change	YTD 2024	YTD 2025	% Change
	8-2023	2-2024	8-2024	2-2025	8-2025						
New Listings						636	673	+ 5.8%	5,038	5,120	+ 1.6%
Pending Sales						573	608	+ 6.1%	4,242	4,252	+ 0.2%
Closed Sales						703	662	- 5.8%	4,102	4,080	- 0.5%
Days on Market Until Sale						13	16	+ 23.1%	19	18	- 5.3%
Median Sales Price						\$385,000	\$411,000	+ 6.8%	\$370,000	\$390,000	+ 5.4%
Average Sales Price						\$438,696	\$472,366	+ 7.7%	\$425,070	\$451,713	+ 6.3%
Percent of List Price Received						105.6%	105.0%	- 0.6%	105.8%	105.1%	- 0.7%
Housing Affordability Index						112	103	- 8.0%	117	109	- 6.8%
Inventory of Homes for Sale						879	980	+ 11.5%	—	—	—
Months Supply of Inventory						1.7	1.9	+ 11.8%	—	—	—