

# Monthly Indicators

Greater Hartford Association of REALTORS®



## October 2025

U.S. existing-home sales climbed 1.5% month-over-month and 4.1% year-over-year, reaching a seasonally adjusted annual rate of 4.06 million units, according to the National Association of REALTORS® (NAR). The increase was partly driven by falling mortgage rates, which recently hit their lowest level in more than a year. Regionally, monthly sales advanced in the Northeast, South, and West, while the Midwest experienced a slight decline.

New Listings increased 1.5 percent for Single Family homes but decreased 7.4 percent for Townhouse/Condo homes. Pending Sales decreased 1.6 percent for Single Family homes but increased 1.5 percent for Townhouse/Condo homes. Inventory increased 1.0 percent for Single Family homes but decreased 0.9 percent for Townhouse/Condo homes.

Median Sales Price increased 11.9 percent to \$431,000 for Single Family homes and 8.4 percent to \$290,000 for Townhouse/Condo homes. Days on Market remained flat for Single Family homes but increased 18.8 percent for Townhouse/Condo properties. Months Supply of Inventory were dead even with last year for both property types.

Housing inventory edged up 1.3% from the previous month to 1.55 million units, 14.0% higher than the same period last year. This represents a 4.6-month supply at the current sales pace, according to NAR. The median existing-home price grew 2.1% year-over-year to \$415,200, continuing the trend of annual price gains. The Midwest saw the largest year-over-year increase in median sales price, followed by the Northeast and South, while prices remained mostly flat in the West.

## Quick Facts

<b>+ 13.3%</b>	<b>+ 7.2%</b>	<b>+ 0.6%</b>
Change in <b>Closed Sales</b> All Properties	Change in <b>Median Sales Price</b> All Properties	Change in <b>Homes for Sale</b> 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	10-2024	10-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		538	546	+ 1.5%	5,012	5,062	+ 1.0%
Pending Sales		449	442	- 1.6%	4,106	4,145	+ 0.9%
Closed Sales		411	457	+ 11.2%	3,989	4,004	+ 0.4%
Days on Market Until Sale		20	20	0.0%	20	18	- 10.0%
Median Sales Price		\$385,000	\$431,000	+ 11.9%	\$400,000	\$420,000	+ 5.0%
Average Sales Price		\$445,134	\$496,430	+ 11.5%	\$462,739	\$494,224	+ 6.8%
Percent of List Price Received		103.4%	104.2%	+ 0.8%	105.7%	105.4%	- 0.3%
Housing Affordability Index		111	102	- 8.1%	106	105	- 0.9%
Inventory of Homes for Sale		789	797	+ 1.0%	—	—	—
Months Supply of Inventory		2.0	2.0	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.

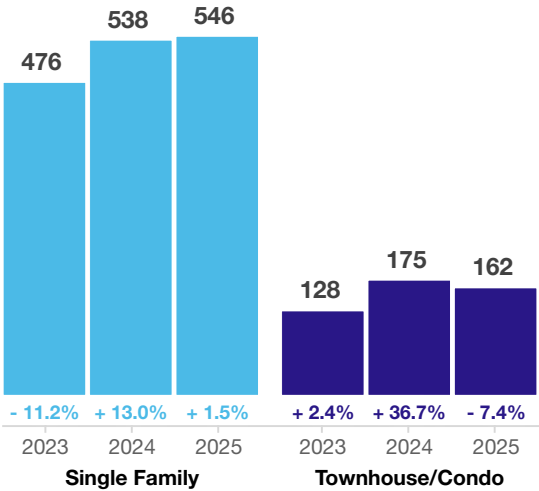


Key Metrics	Historical Sparkbars	10-2024	10-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		175	162	- 7.4%	1,450	1,454	+ 0.3%
Pending Sales		133	135	+ 1.5%	1,205	1,218	+ 1.1%
Closed Sales		123	148	+ 20.3%	1,176	1,213	+ 3.1%
Days on Market Until Sale		16	19	+ 18.8%	17	17	0.0%
Median Sales Price		\$267,500	\$290,000	+ 8.4%	\$279,000	\$291,000	+ 4.3%
Average Sales Price		\$283,744	\$291,966	+ 2.9%	\$296,325	\$313,463	+ 5.8%
Percent of List Price Received		102.8%	102.6%	- 0.2%	105.0%	103.3%	- 1.6%
Housing Affordability Index		162	154	- 4.9%	155	154	- 0.6%
Inventory of Homes for Sale		227	225	- 0.9%	—	—	—
Months Supply of Inventory		1.9	1.9	0.0%	—	—	—

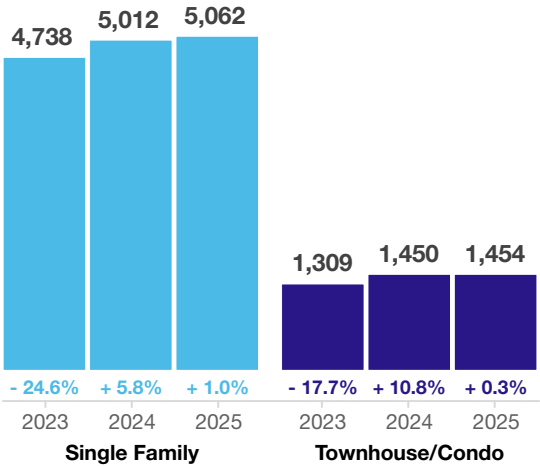
# New Listings

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

## October

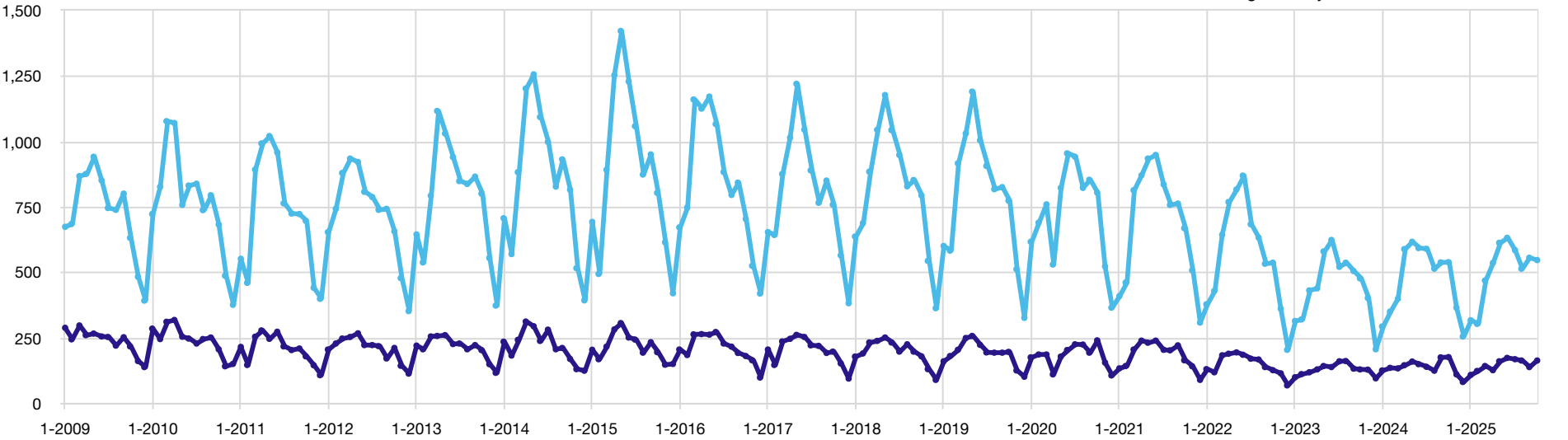


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	631	+ 6.6%	172	+ 16.2%
Jul-2025	584	- 0.8%	167	+ 21.0%
Aug-2025	513	0.0%	162	+ 31.7%
Sep-2025	555	+ 3.4%	137	- 21.3%
Oct-2025	546	+ 1.5%	162	- 7.4%
12-Month Avg	473	+ 1.1%	137	- 1.4%

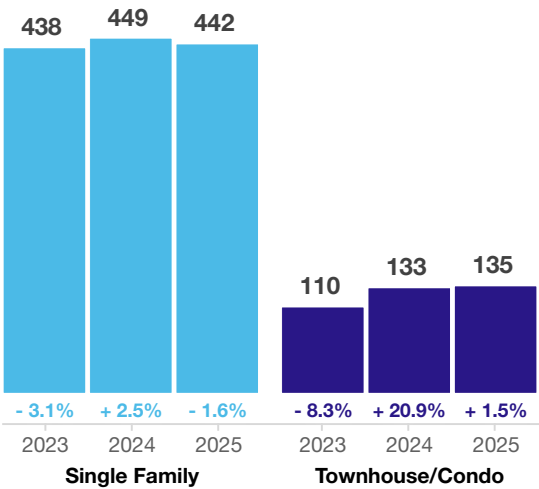
## Historical New Listings by Month



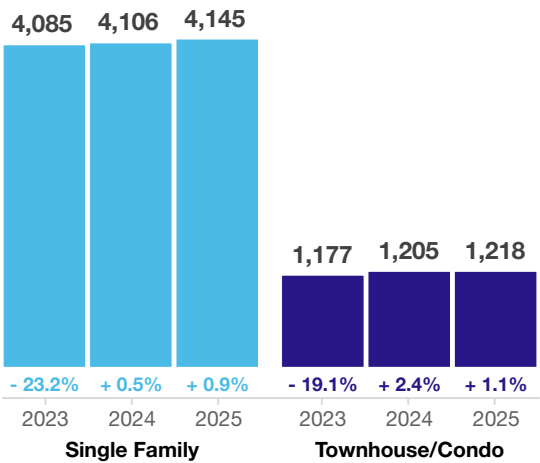
# Pending Sales

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

## October

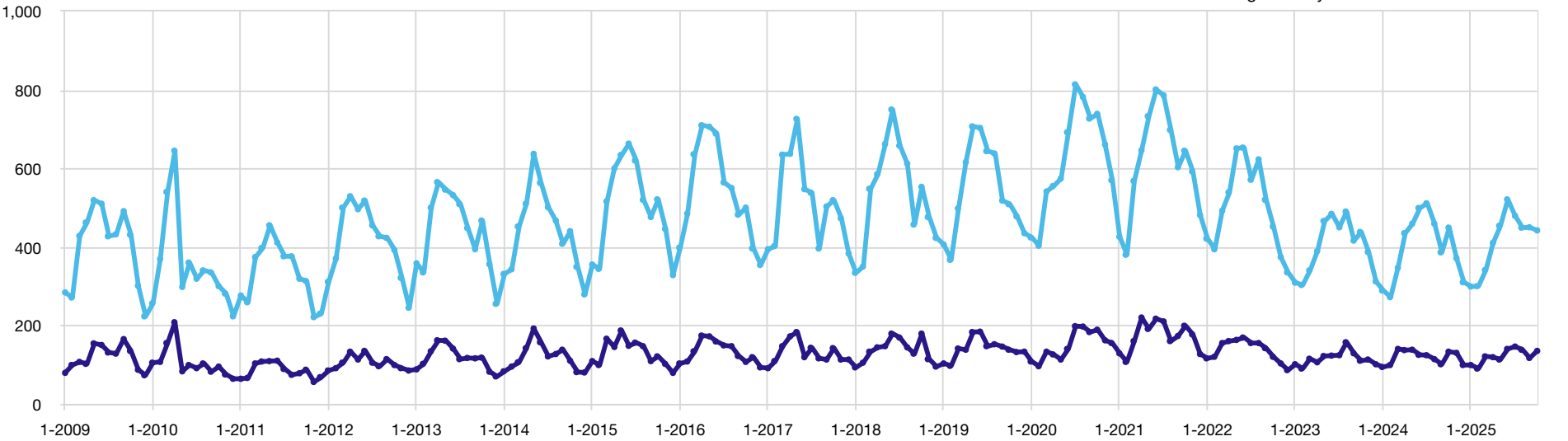


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	341	- 1.7%	121	- 13.6%
Apr-2025	410	- 5.7%	119	- 13.1%
May-2025	454	- 1.1%	113	- 18.1%
Jun-2025	521	+ 4.4%	140	+ 12.0%
Jul-2025	479	- 6.3%	146	+ 17.7%
Aug-2025	449	- 2.2%	138	+ 21.1%
Sep-2025	450	+ 16.6%	117	+ 15.8%
Oct-2025	442	- 1.6%	135	+ 1.5%
12-Month Avg	402	+ 0.5%	121	+ 2.5%

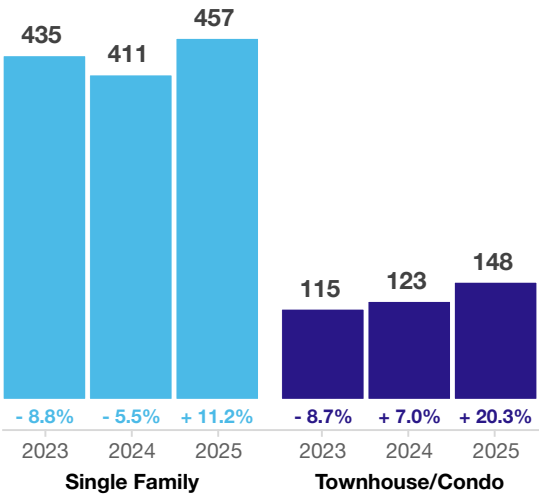
## Historical Pending Sales by Month



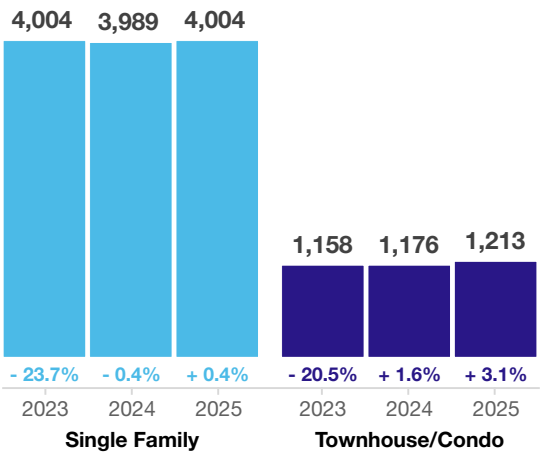
# Closed Sales

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

## October

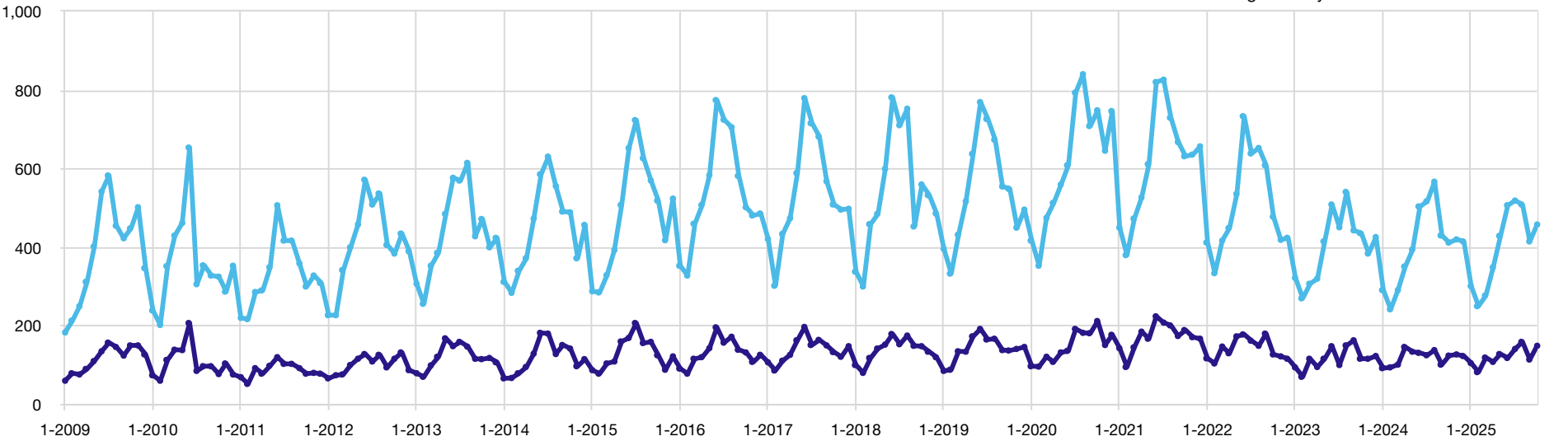


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	276	- 4.8%	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	508	- 10.2%	158	+ 15.3%
Sep-2025	414	- 3.5%	113	+ 13.0%
Oct-2025	457	+ 11.2%	148	+ 20.3%
12-Month Avg	403	+ 0.8%	122	+ 3.4%

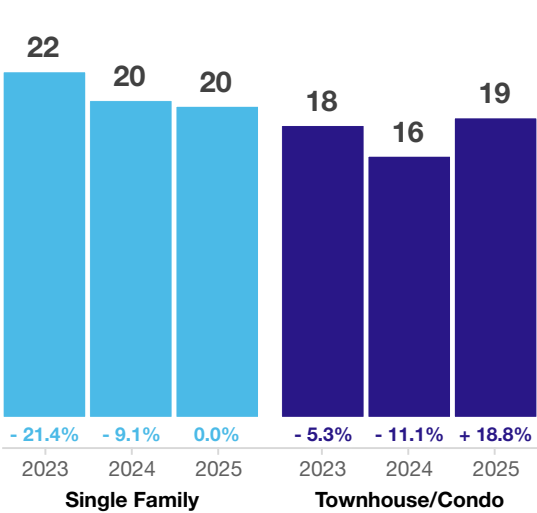
## Historical Closed Sales by Month



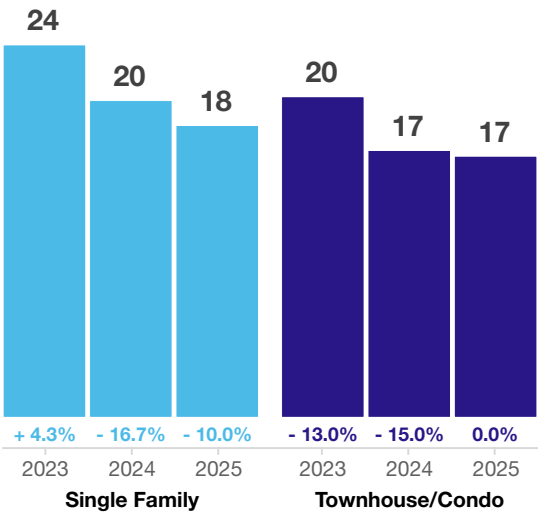
# Days on Market Until Sale

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

## October



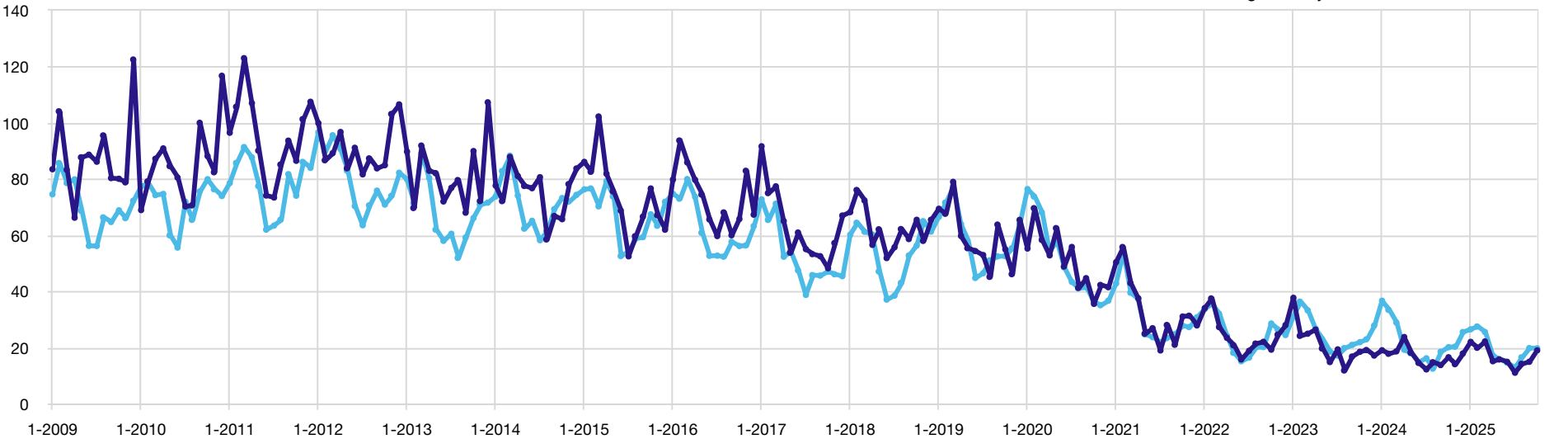
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	25	- 13.8%	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%
Sep-2025	20	+ 11.1%	15	+ 7.1%
Oct-2025	20	0.0%	19	+ 18.8%
12-Month Avg*	19	- 8.0%	16	- 3.7%

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

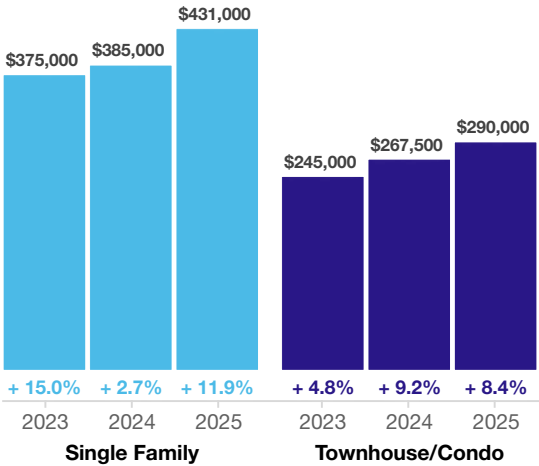
## Historical Days on Market Until Sale by Month



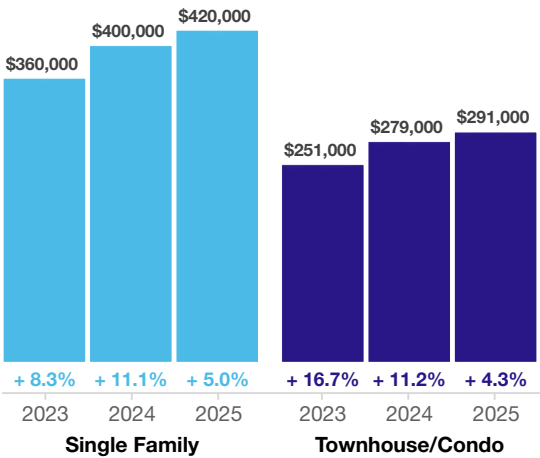
# Median Sales Price

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

## October



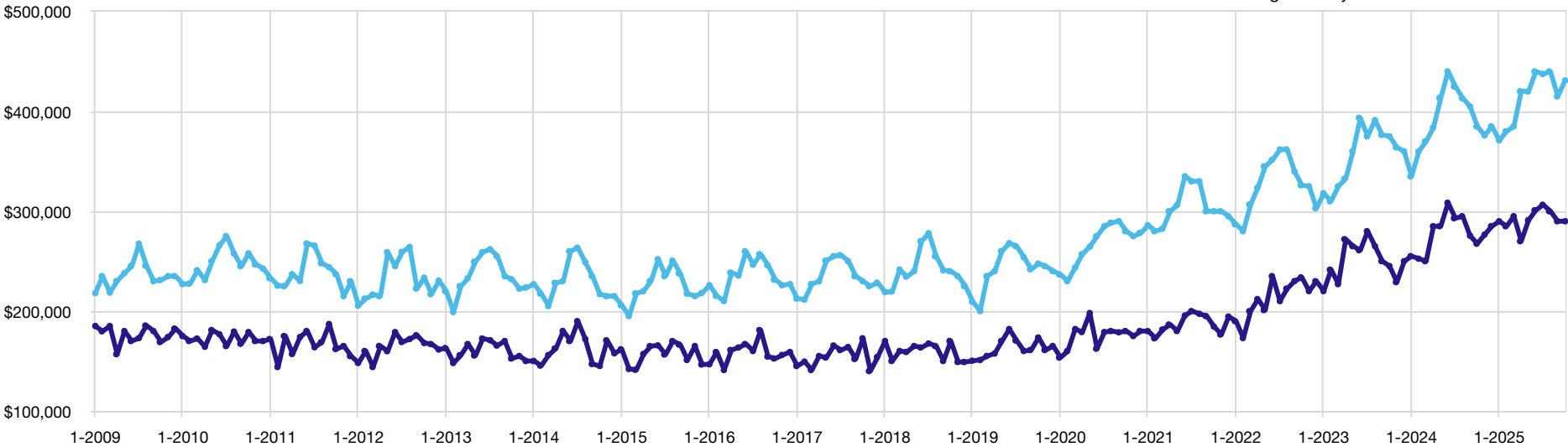
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$440,000	+ 6.5%	\$300,000	+ 1.7%
Sep-2025	\$415,000	+ 2.5%	\$290,000	+ 5.3%
Oct-2025	\$431,000	+ 11.9%	\$290,000	+ 8.4%
12-Month Avg*	\$411,500	+ 5.0%	\$290,000	+ 7.4%

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

## Historical Median Sales Price by Month

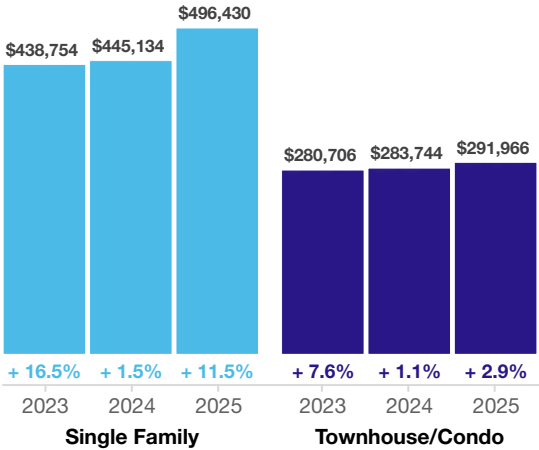




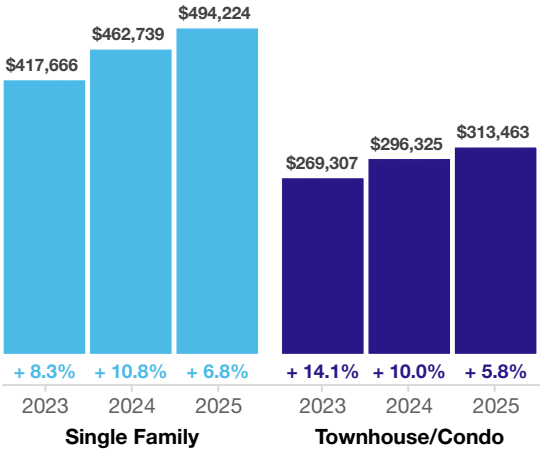
# Average Sales Price

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

## October



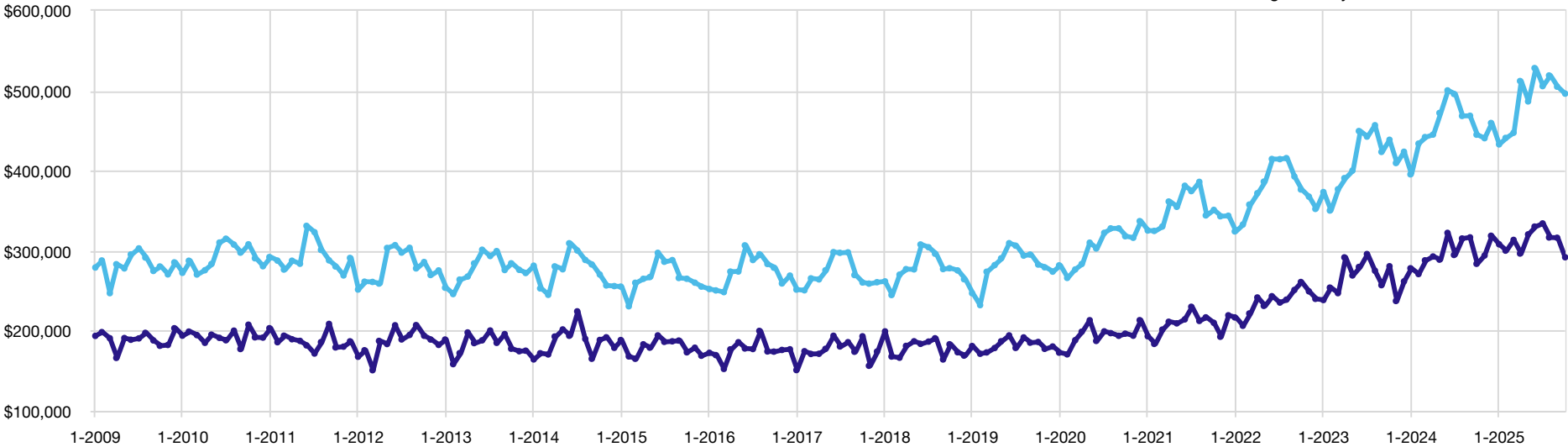
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$447,562	+ 1.2%	\$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	\$519,119	+ 10.8%	\$316,669	+ 0.4%
Sep-2025	\$505,120	+ 7.8%	\$316,314	- 0.1%
Oct-2025	\$496,430	+ 11.5%	\$291,966	+ 2.9%
12-Month Avg*	\$486,635	+ 6.9%	\$312,242	+ 8.2%

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

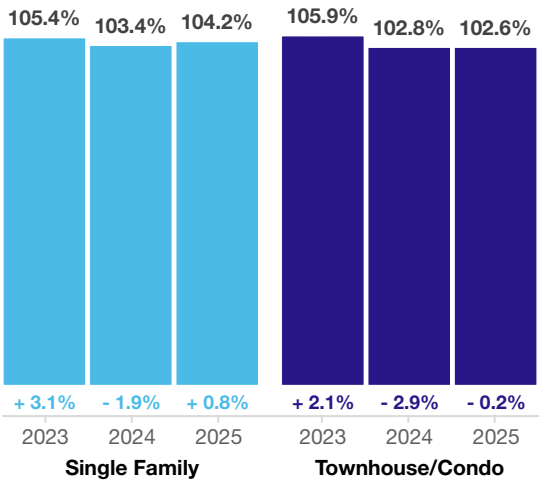
## Historical Average Sales Price by Month



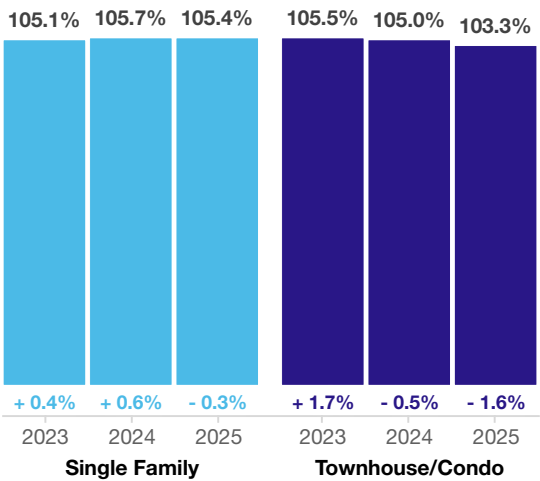
# Percent of List Price Received

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.

## October



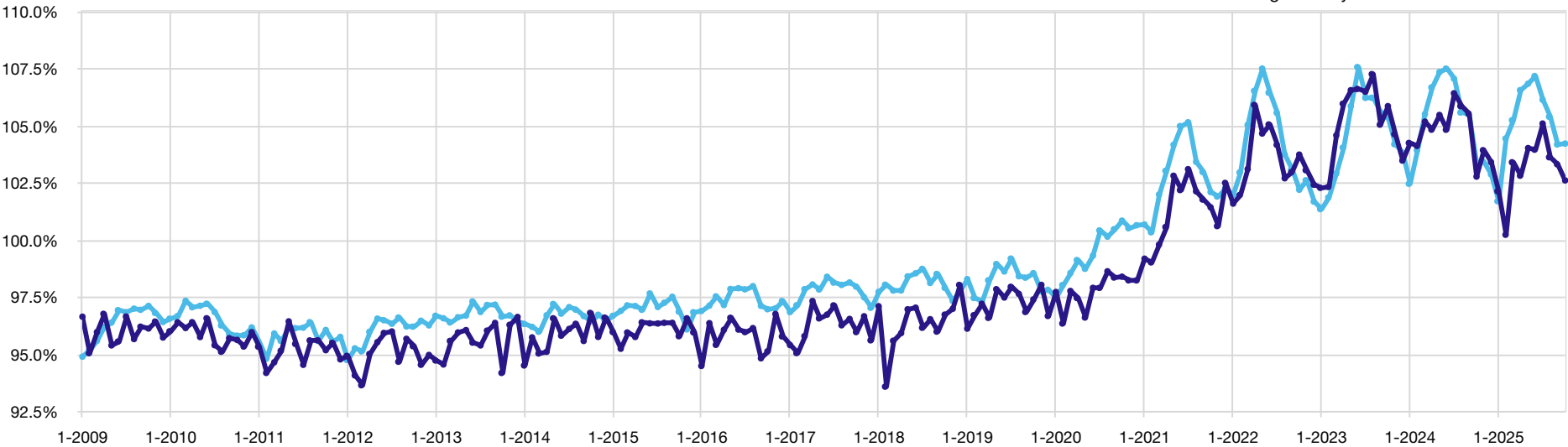
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	105.2%	- 0.3%	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%
Sep-2025	104.2%	- 1.2%	103.3%	- 2.1%
Oct-2025	104.2%	+ 0.8%	102.6%	- 0.2%
12-Month Avg*	105.0%	- 0.4%	103.3%	- 1.4%

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

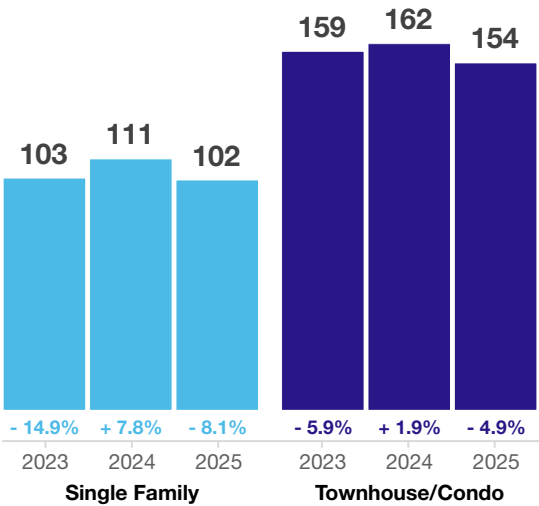
## Historical Percent of List Price Received by Month



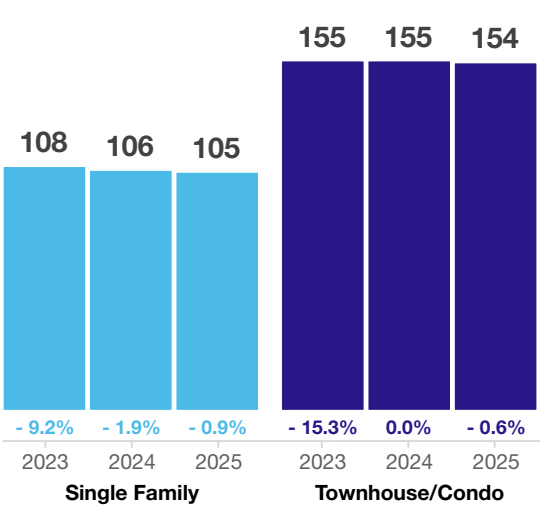
# Housing Affordability Index

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.

## October

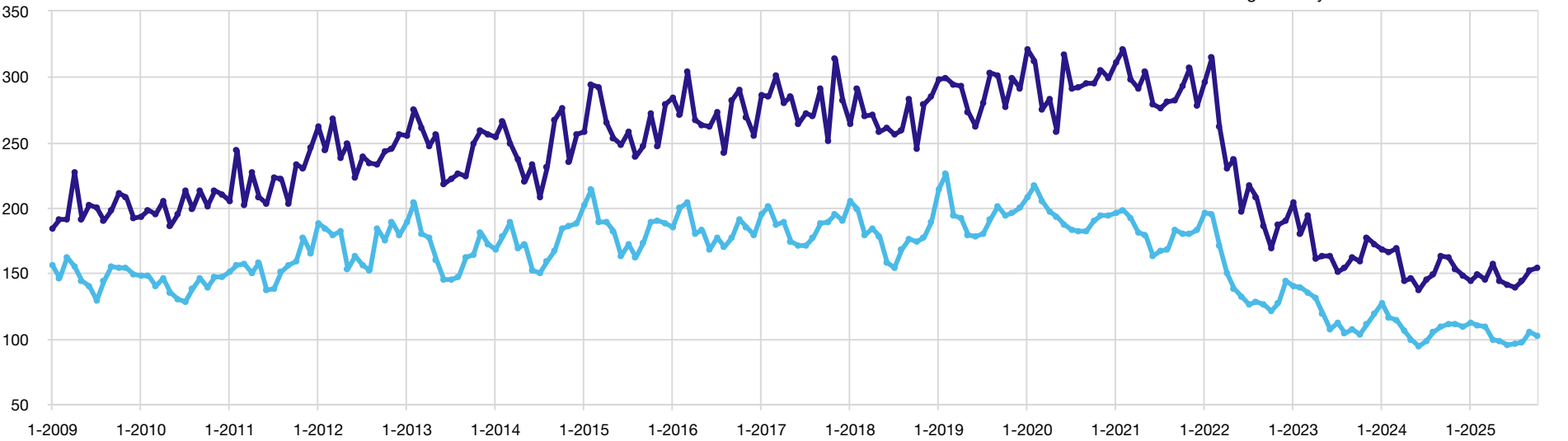


## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	97	- 7.6%	144	- 3.4%
Sep-2025	105	- 3.7%	152	- 6.7%
Oct-2025	102	- 8.1%	154	- 4.9%
12-Month Avg	104	- 4.6%	148	- 6.3%

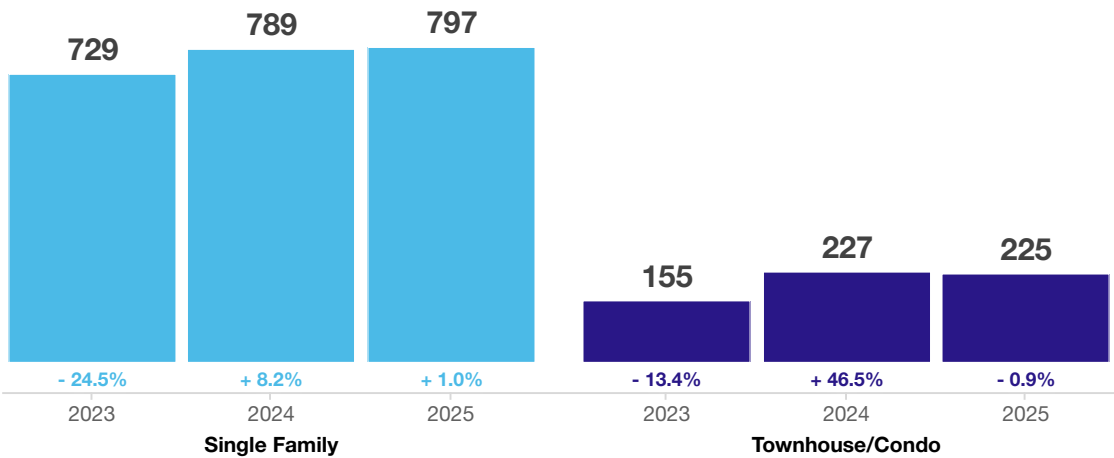
## Historical Housing Affordability Index by Month



# Inventory of Homes for Sale

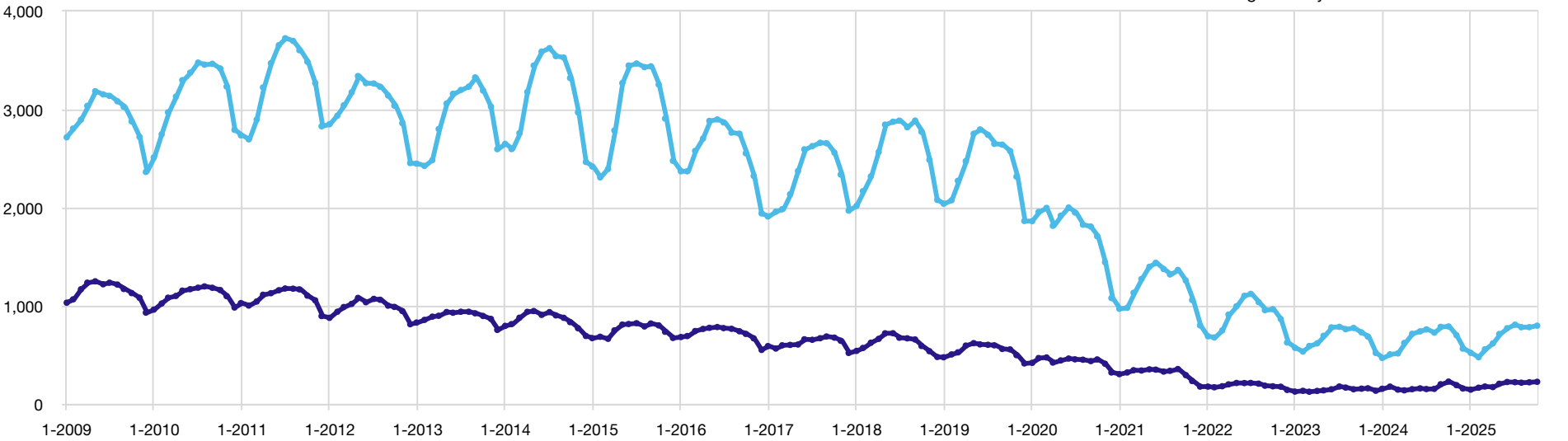
The number of properties available for sale in active status at the end of a given month.

## October



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	616	- 0.8%	171	+ 23.9%
May-2025	712	- 0.3%	205	+ 36.7%
Jun-2025	771	+ 4.3%	223	+ 41.1%
Jul-2025	807	+ 6.3%	221	+ 46.4%
Aug-2025	781	+ 7.6%	216	+ 41.2%
Sep-2025	782	- 0.4%	220	+ 10.0%
Oct-2025	797	+ 1.0%	225	- 0.9%
12-Month Avg	673	+ 3.2%	193	+ 19.1%

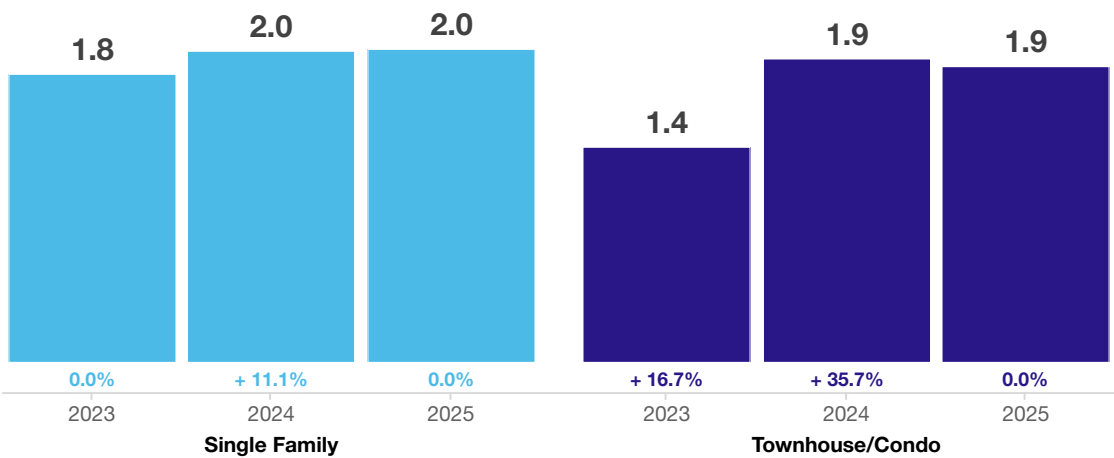
## Historical Inventory of Homes for Sale by Month



# 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.

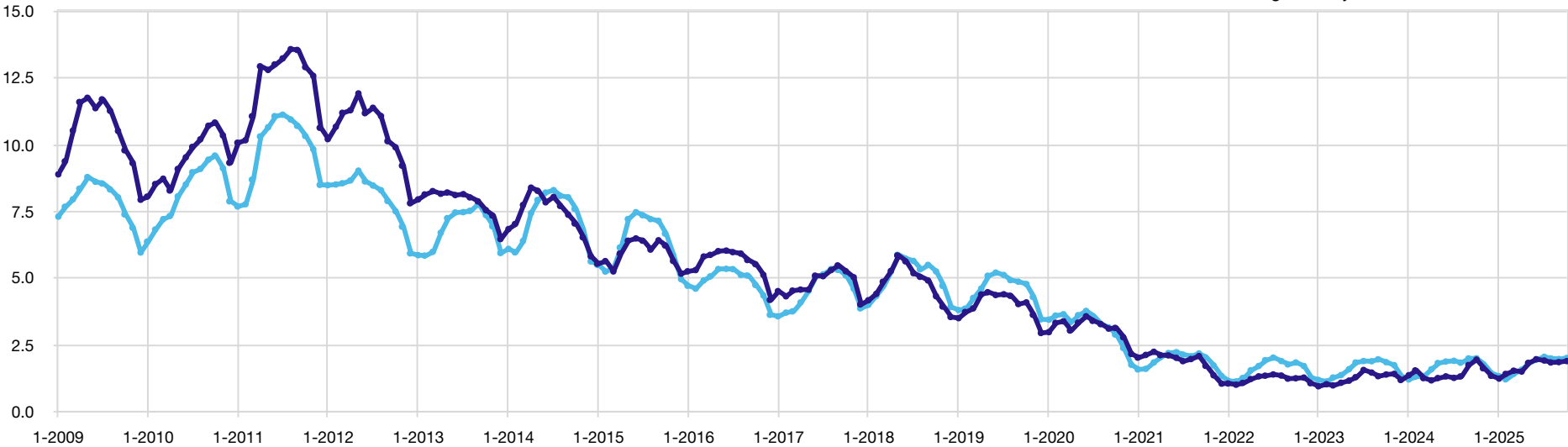
## October



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	2.0	+ 11.1%	1.8	+ 38.5%
Sep-2025	1.9	- 5.0%	1.8	+ 5.9%
Oct-2025	2.0	0.0%	1.9	0.0%
12-Month Avg*	1.7	+ 3.1%	1.6	+ 19.2%


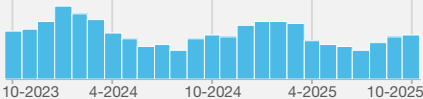
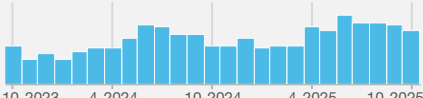
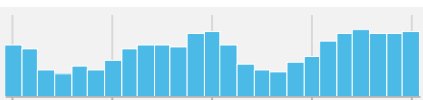
\* Months Supply for all properties from November 2024 through October 2025. This is not the average of the individual figures above.

## 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	10-2024	10-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		713	708	- 0.7%	6,462	6,516	+ 0.8%
Pending Sales		582	577	- 0.9%	5,311	5,363	+ 1.0%
Closed Sales		534	605	+ 13.3%	5,165	5,217	+ 1.0%
Days on Market Until Sale		19	19	0.0%	19	18	- 5.3%
Median Sales Price		\$359,000	\$385,000	+ 7.2%	\$370,000	\$389,900	+ 5.4%
Average Sales Price		\$407,960	\$446,412	+ 9.4%	\$424,834	\$452,187	+ 6.4%
Percent of List Price Received		103.2%	103.8%	+ 0.6%	105.5%	104.9%	- 0.6%
Housing Affordability Index		119	114	- 4.2%	115	113	- 1.7%
Inventory of Homes for Sale		1,016	1,022	+ 0.6%	—	—	—
Months Supply of Inventory		2.0	2.0	0.0%	—	—	—