

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

+ 13.3%

Change in
Closed Sales
All Properties

+ 7.2%

Change in
Median Sales Price
All Properties

+ 0.6%

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	10-2024		10-2025	% Change	YTD 2024	YTD 2025	% Change		
		10-2023	4-2024	10-2024	4-2025	10-2025	10-2023	4-2024	10-2024	4-2025
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.



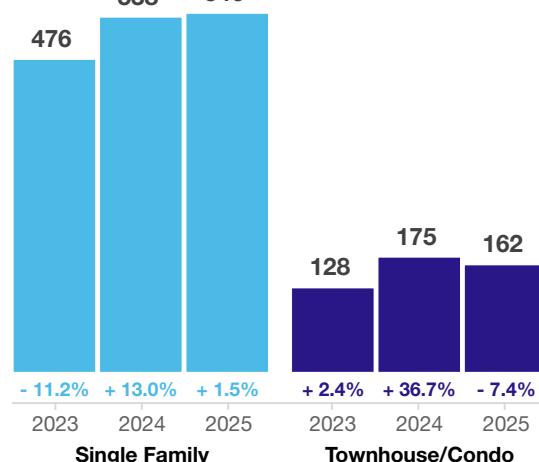
Key Metrics	Historical Sparkbars					10-2024	10-2025	% Change	YTD 2024	YTD 2025	% Change
	10-2023	4-2024	10-2024	4-2025	10-2025						
New Listings						175	162	- 7.4%	1,450	1,454	+ 0.3%
Pending Sales						133	135	+ 1.5%	1,205	1,218	+ 1.1%
Closed Sales						123	148	+ 20.3%	1,176	1,213	+ 3.1%
Days on Market 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

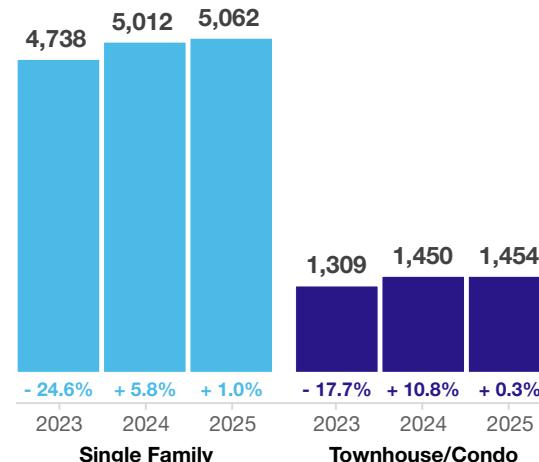
A count of the properties that have been newly listed on the market in a given month.



October

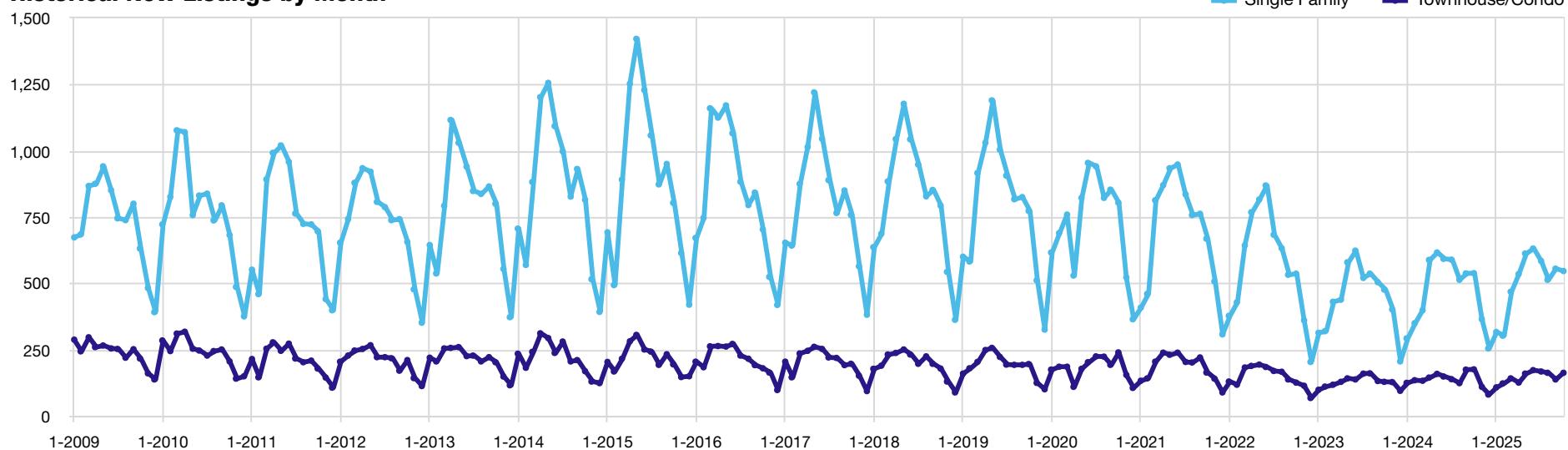


Year to Date



	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

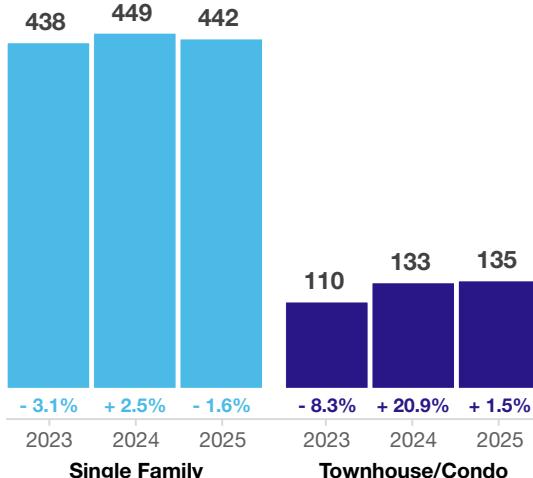


Pending Sales

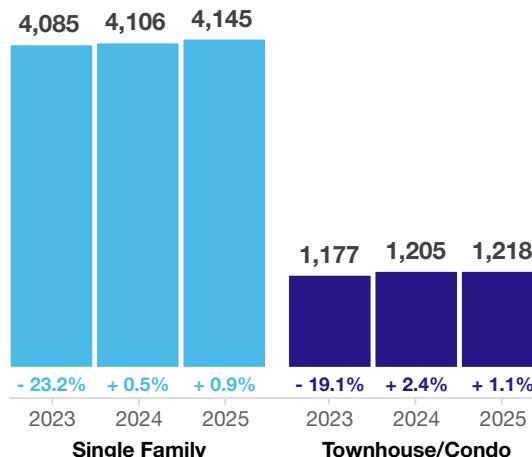
A count of the properties on which offers have been accepted in a given month.



October

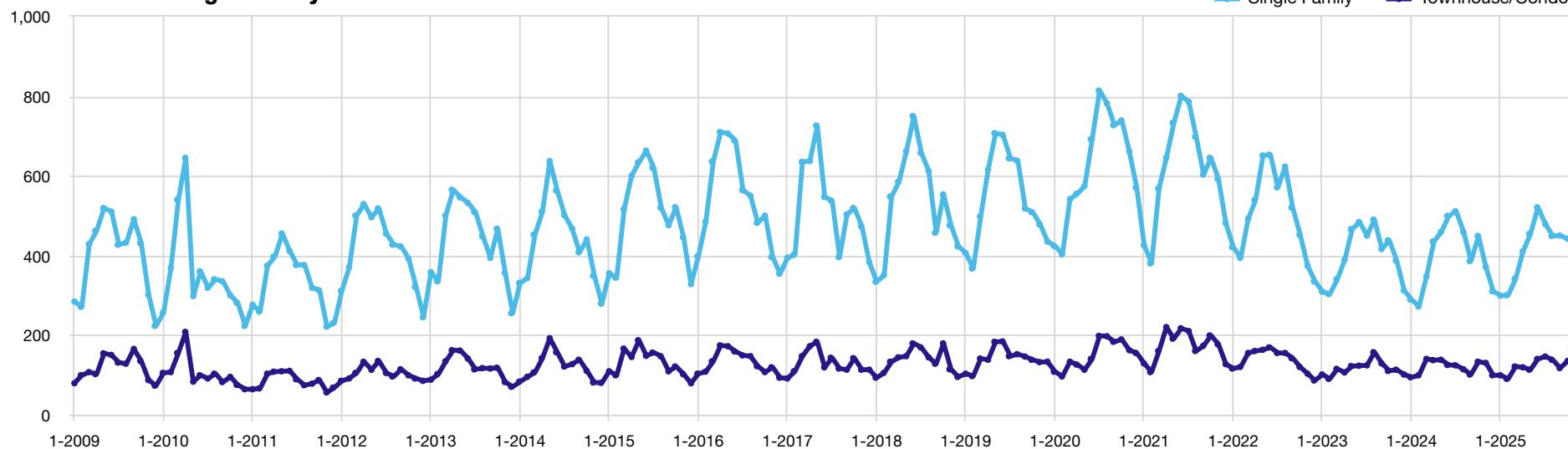


Year to Date



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

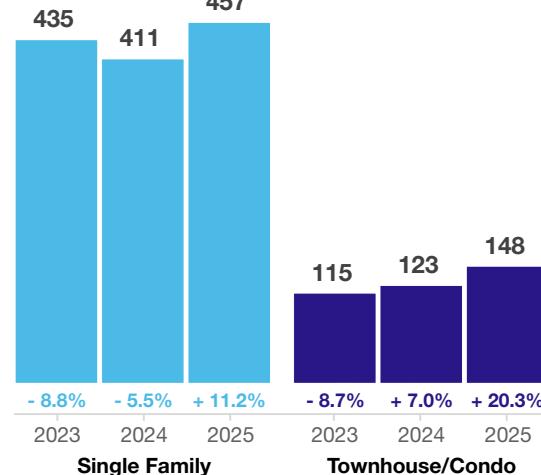


Closed Sales

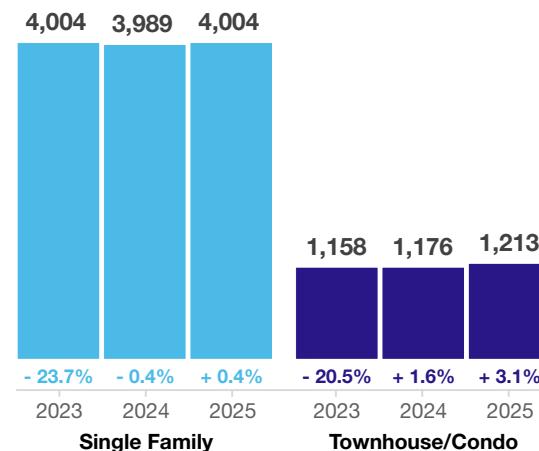
A count of the actual sales that closed in a given month.



October

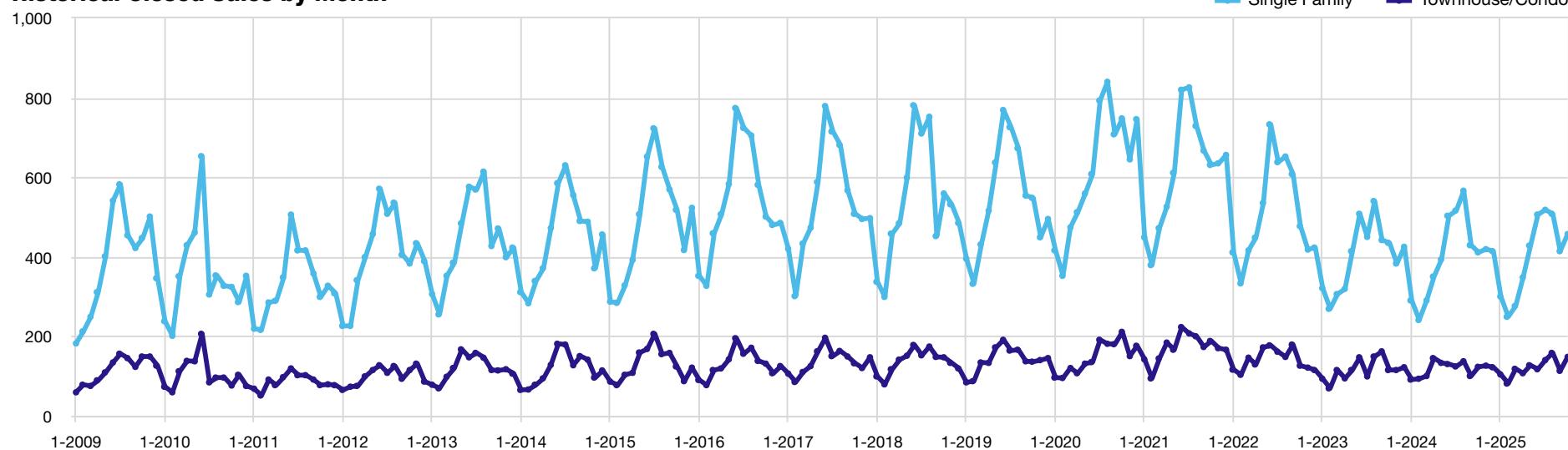


Year to Date



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

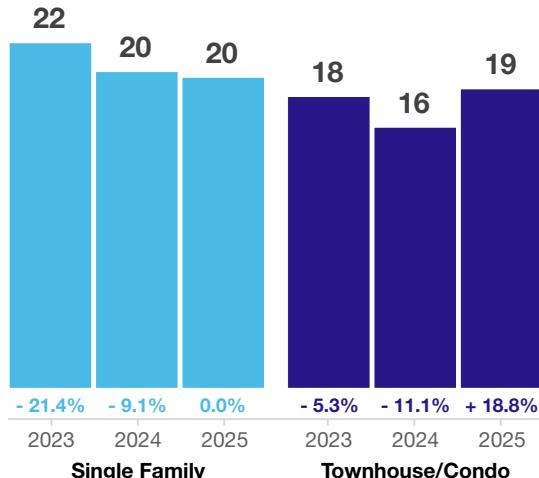


Days on Market Until Sale

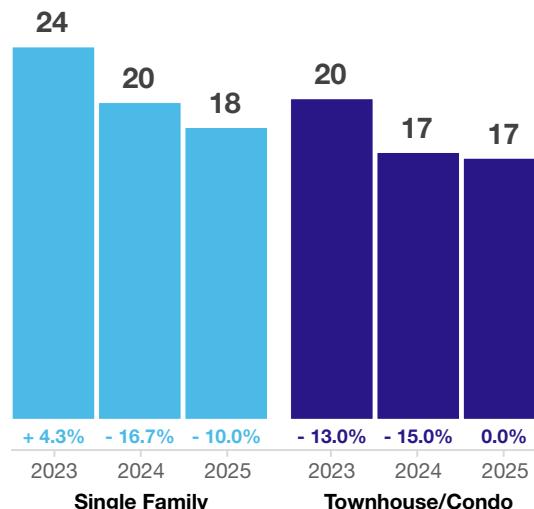
Average number of days between when a property is listed and when an offer is accepted in a given month.



October



Year to Date

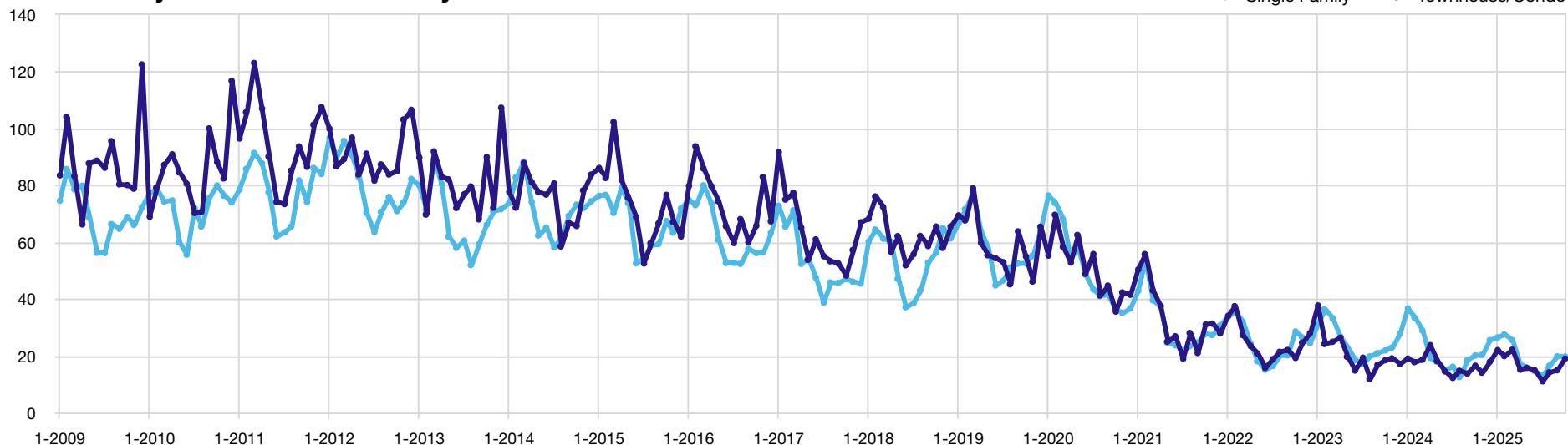


Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Nov-2024	20	-13.0%	14	-26.3%
Dec-2024	25	-10.7%	18	+5.9%
Jan-2025	26	-29.7%	22	+15.8%
Feb-2025	27	-18.2%	20	+11.1%
Mar-2025	25	-13.8%	22	+15.8%
Apr-2025	17	-10.5%	15	-37.5%
May-2025	16	-11.1%	16	-11.1%
Jun-2025	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.

Single Family Townhouse/Condo

Historical Days on Market Until Sale by Month

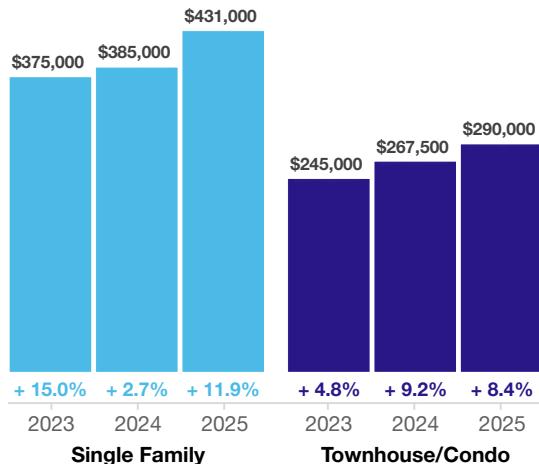


Median Sales Price

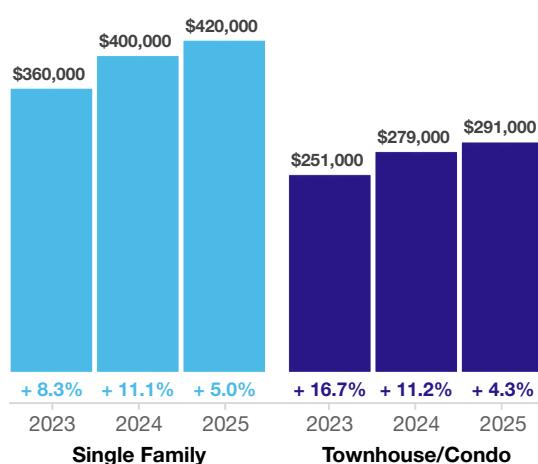
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



October



Year to Date

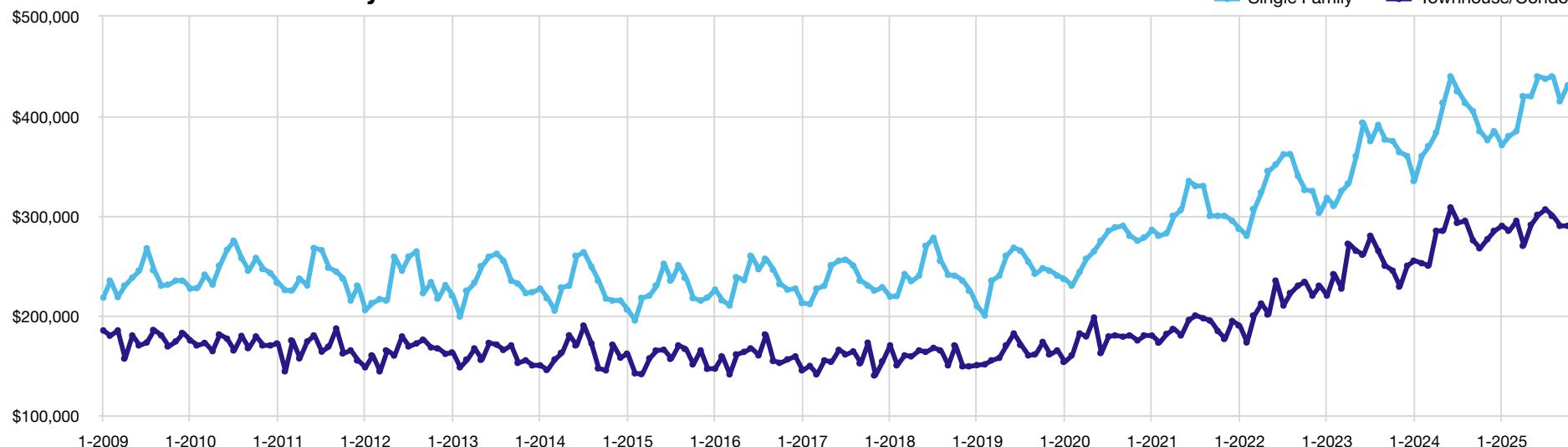


Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Nov-2024	\$376,000	+ 3.3%	\$276,625	+ 20.8%
Dec-2024	\$385,000	+ 6.9%	\$285,000	+ 14.0%
Jan-2025	\$371,000	+ 10.8%	\$289,950	+ 13.7%
Feb-2025	\$380,000	+ 5.6%	\$285,000	+ 12.9%
Mar-2025	\$385,000	+ 4.1%	\$295,000	+ 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.

— Single Family — Townhouse/Condo

Historical Median Sales Price by Month

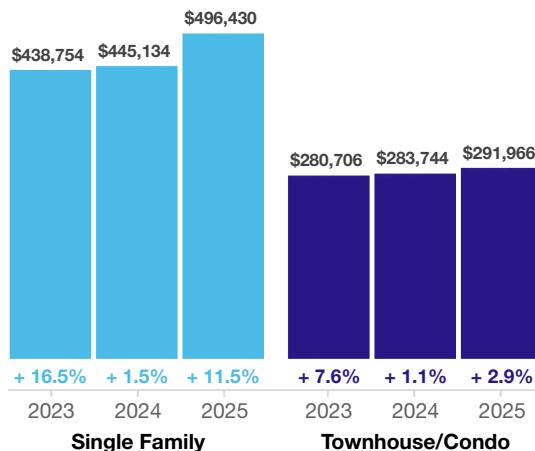


Average Sales Price

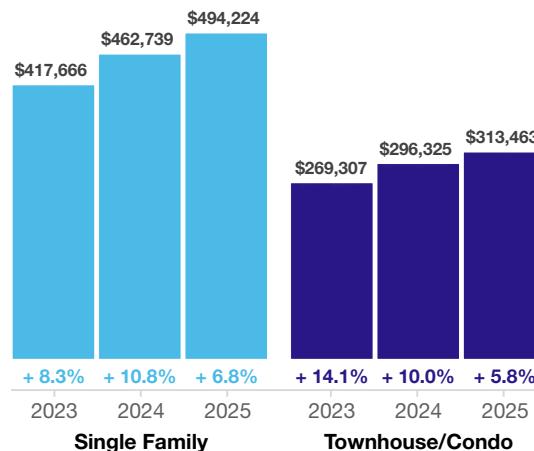
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October



Year to Date

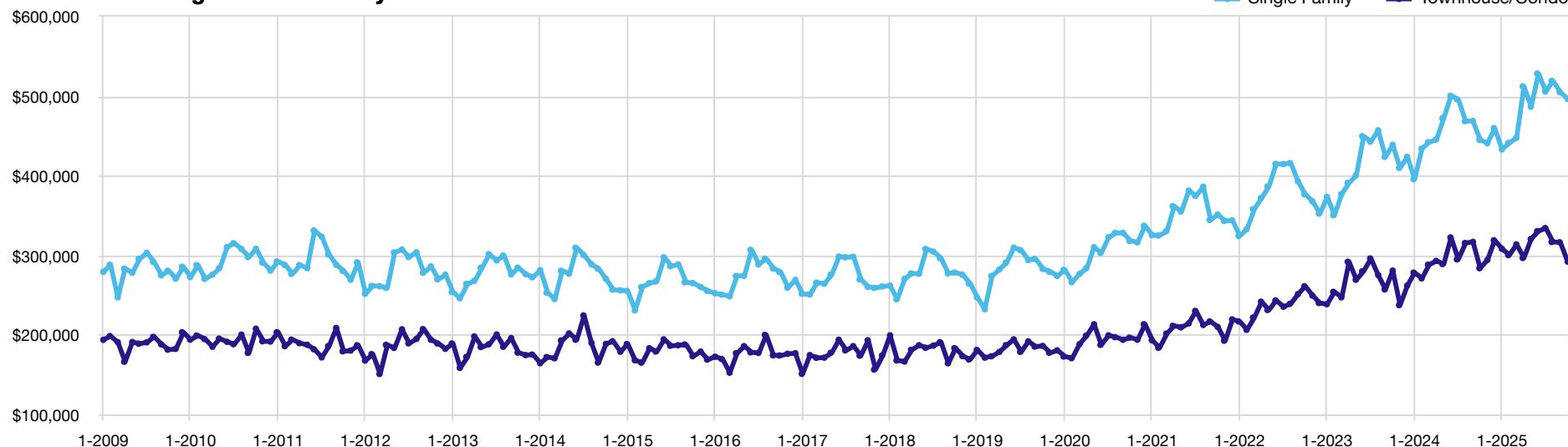


	Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Nov-2024	\$440,725		+ 7.6%	\$294,136	+ 24.0%
Dec-2024	\$459,725		+ 8.5%	\$318,796	+ 21.8%
Jan-2025	\$433,021		+ 9.5%	\$308,139	+ 10.8%
Feb-2025	\$441,073		+ 1.6%	\$300,208	+ 10.8%
Mar-2025	\$447,562		+ 1.2%	\$313,629	+ 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.

— Single Family — Townhouse/Condo

Historical Average Sales Price by Month

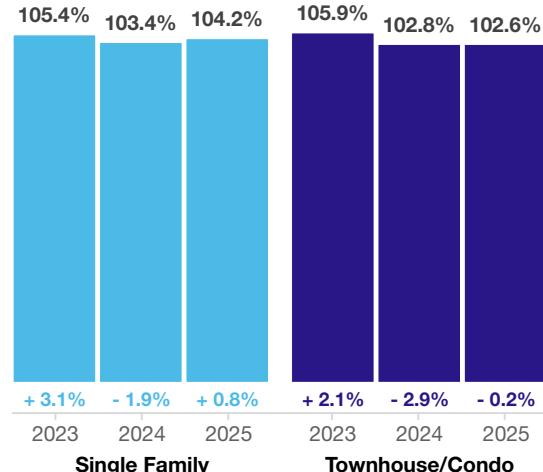


Percent of List Price Received

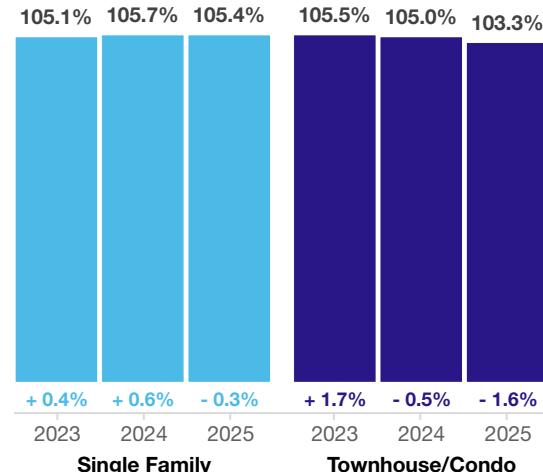
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



October



Year to Date

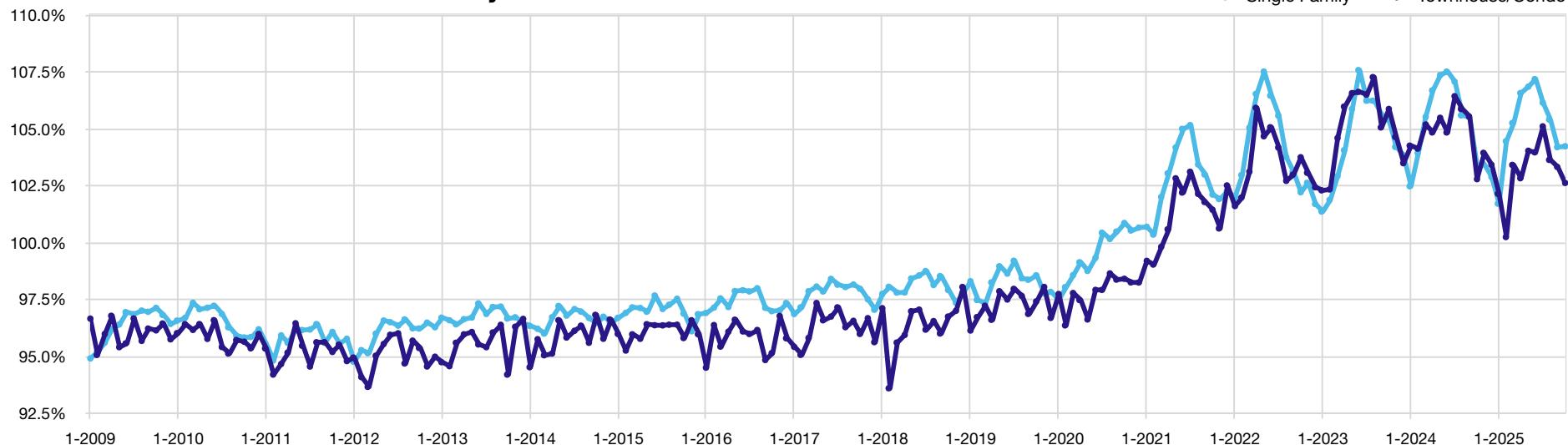


Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Nov-2024	103.4%	- 0.8%	103.9%	- 0.7%
Dec-2024	102.9%	- 0.9%	103.4%	- 0.1%
Jan-2025	101.7%	- 0.8%	102.1%	- 2.0%
Feb-2025	104.4%	+ 0.5%	100.2%	- 3.7%
Mar-2025	105.2%	- 0.3%	103.4%	- 1.7%
Apr-2025	106.6%	- 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.

— Single Family — Townhouse/Condo

Historical Percent of List Price Received by Month

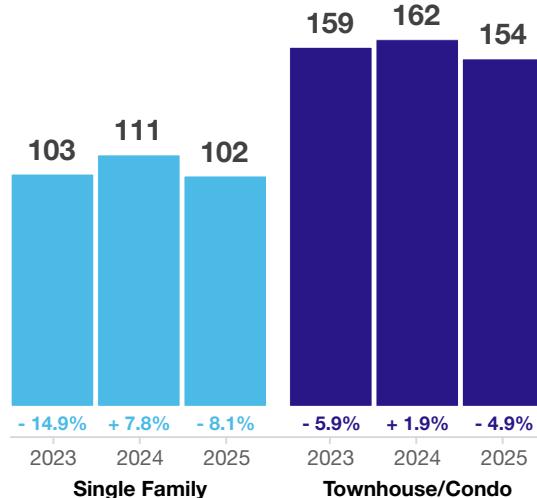


Housing Affordability Index

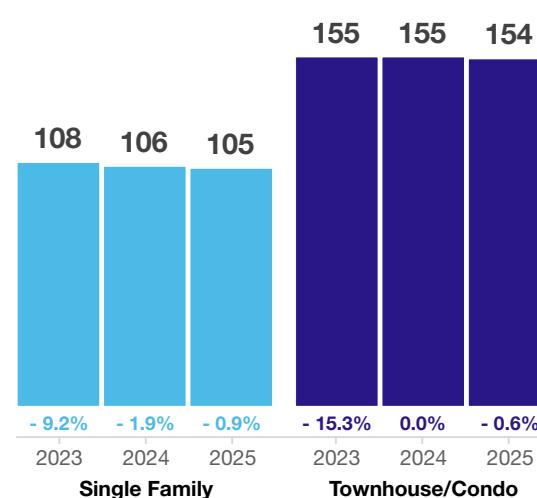
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



October

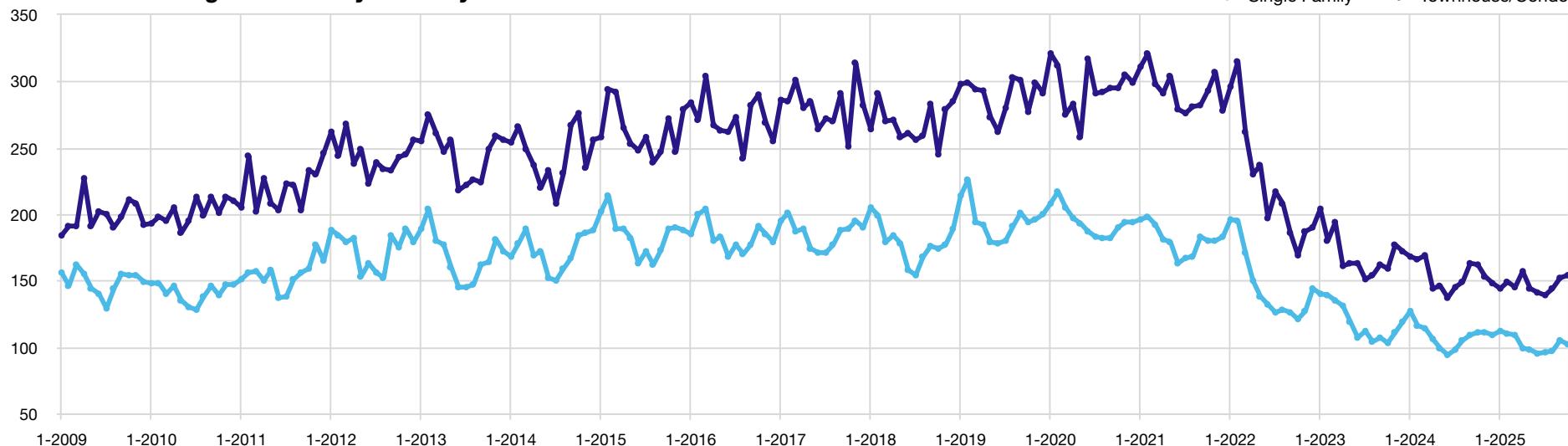


Year to Date



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

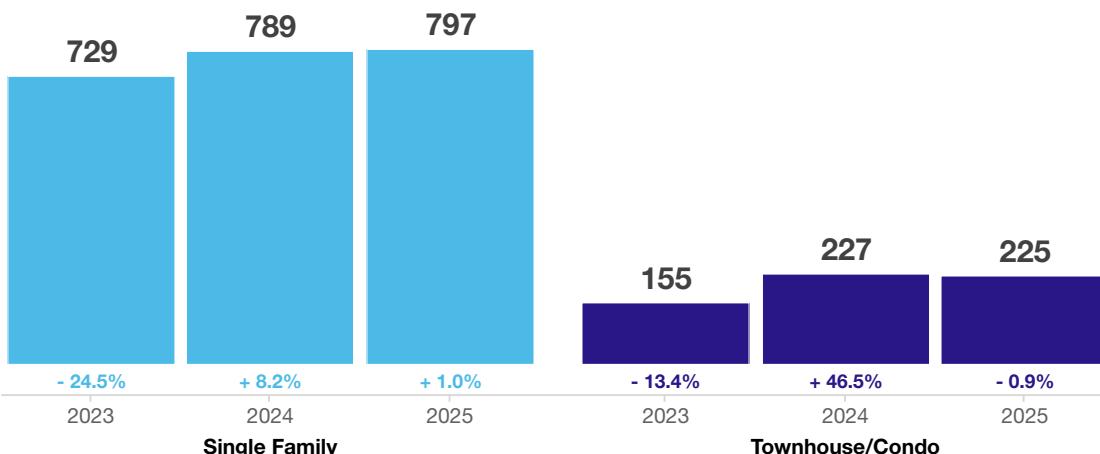


Inventory of Homes for Sale

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

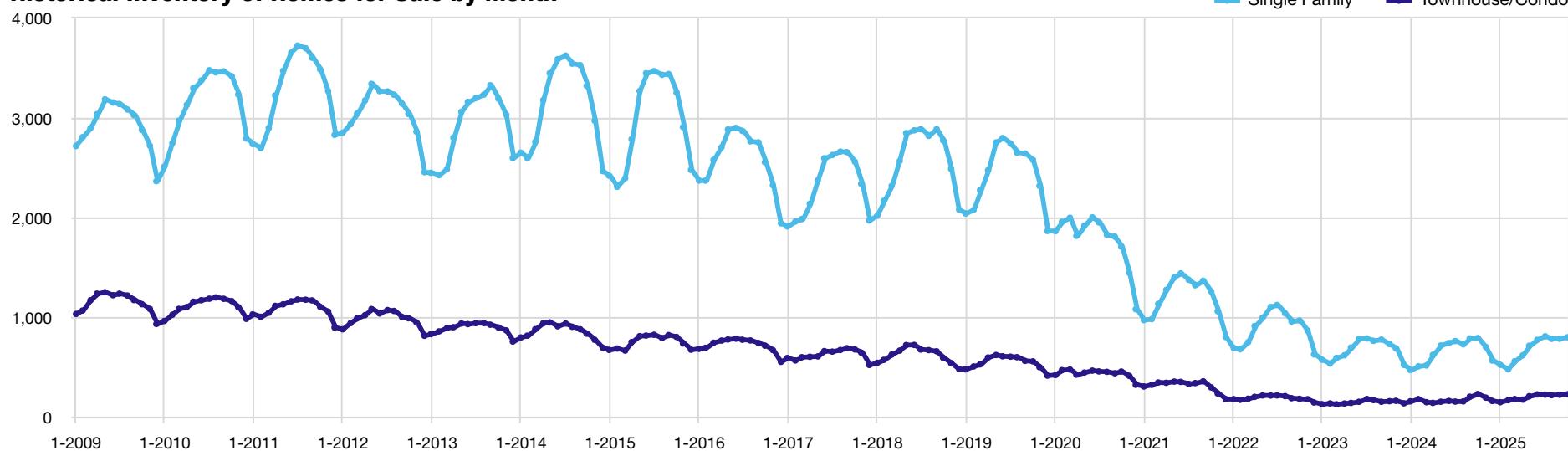


October



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

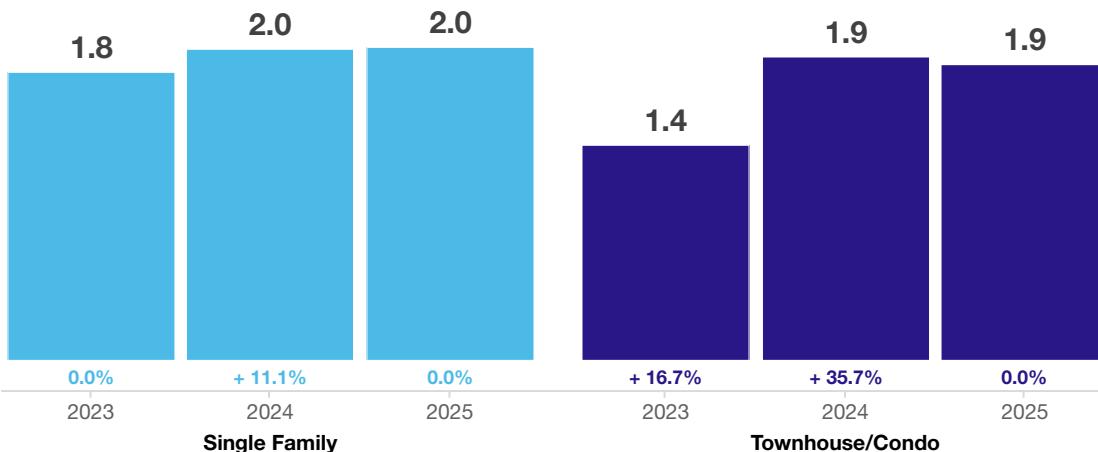


Months Supply of Inventory

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.

— 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	10-2024		10-2025		% Change	YTD 2024		YTD 2025		% Change
		10-2023	4-2024	10-2024	4-2025		YTD 2024	YTD 2025	YTD 2024	YTD 2025	
New Listings		713		708		- 0.7%	6,462	6,516		6,516	+ 0.8%
Pending Sales		582		577		- 0.9%	5,311	5,363		5,363	+ 1.0%
Closed Sales		534		605		+ 13.3%	5,165	5,217		5,217	+ 1.0%
Days on Market Until Sale		19		19		0.0%	19	18		18	- 5.3%
Median Sales Price		\$359,000		\$385,000		+ 7.2%	\$370,000	\$389,900		\$389,900	+ 5.4%
Average Sales Price		\$407,960		\$446,412		+ 9.4%	\$424,834	\$452,187		\$452,187	+ 6.4%
Percent of List Price Received		103.2%		103.8%		+ 0.6%	105.5%	104.9%		104.9%	- 0.6%
Housing Affordability Index		119		114		- 4.2%	115	113		113	- 1.7%
Inventory of Homes for Sale		1,016		1,022		+ 0.6%	—	—		—	—
Months Supply of Inventory		2.0		2.0		0.0%	—	—		—	—