

# Monthly Indicators

Greater Hartford Association of REALTORS®



## November 2025

U.S. sales of existing homes rose 1.2% from the previous month to a seasonally adjusted annual rate of 4.10 million, according to the National Association of REALTORS® (NAR), as buyers took advantage of lower mortgage rates this fall. Sales increased in the Midwest and South, held steady in the Northeast, and edged down in the West. Year-over-year, sales were up 1.7%, with gains in the Northeast, Midwest, and South, while the West posted a decline.

New Listings decreased 1.4 percent for Single Family homes but increased 11.0 percent for Townhouse/Condo homes. Pending Sales increased 0.8 percent for Single Family homes but decreased 16.9 percent for Townhouse/Condo homes. Inventory increased 0.9 percent for Single Family homes and 15.7 percent for Townhouse/Condo homes.

Median Sales Price increased 7.7 percent to \$405,000 for Single Family homes and 1.2 percent to \$280,000 for Townhouse/Condo homes. Days on Market remained flat for Single Family homes but increased 28.6 percent for Townhouse/Condo properties. Months Supply of Inventory remained flat for Single Family homes but increased 18.8 percent for Townhouse/Condo properties.

Nationally, inventory dipped 0.7% month-over-month but rose 10.9% year-over-year, totaling 1.52 million units, according to NAR. At the current sales pace, supply stands at 4.4 months, slightly below last month's level but higher than the 4.1 months recorded a year ago. Supported by modest inventory levels, prices continue to rise, with the national median existing-home price increasing 2.1% year-over-year to \$415,200, marking 28 consecutive months of annual gains.

## Quick Facts

<b>- 17.4%</b>	<b>+ 6.0%</b>	<b>+ 4.0%</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.

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	11-2024	11-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		364	359	- 1.4%	5,376	5,417	+ 0.8%
Pending Sales		371	374	+ 0.8%	4,477	4,500	+ 0.5%
Closed Sales		419	359	- 14.3%	4,408	4,368	- 0.9%
Days on Market Until Sale		20	20	0.0%	20	19	- 5.0%
Median Sales Price		\$376,000	\$405,000	+ 7.7%	\$395,125	\$420,000	+ 6.3%
Average Sales Price		\$440,725	\$482,307	+ 9.4%	\$460,646	\$493,226	+ 7.1%
Percent of List Price Received		103.4%	103.6%	+ 0.2%	105.5%	105.2%	- 0.3%
Housing Affordability Index		111	108	- 2.7%	105	104	- 1.0%
Inventory of Homes for Sale		700	706	+ 0.9%	—	—	—
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.

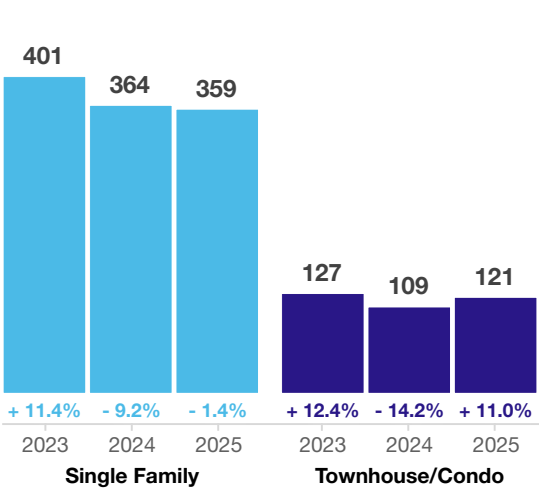


Key Metrics	Historical Sparkbars	11-2024	11-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		109	121	+ 11.0%	1,559	1,576	+ 1.1%
Pending Sales		130	108	- 16.9%	1,335	1,325	- 0.7%
Closed Sales		126	91	- 27.8%	1,302	1,304	+ 0.2%
Days on Market Until Sale		14	18	+ 28.6%	17	17	0.0%
Median Sales Price		\$276,625	\$280,000	+ 1.2%	\$278,250	\$290,000	+ 4.2%
Average Sales Price		\$294,136	\$287,528	- 2.2%	\$296,113	\$311,582	+ 5.2%
Percent of List Price Received		103.9%	101.8%	- 2.0%	104.9%	103.2%	- 1.6%
Housing Affordability Index		153	159	+ 3.9%	152	153	+ 0.7%
Inventory of Homes for Sale		191	221	+ 15.7%	—	—	—
Months Supply of Inventory		1.6	1.9	+ 18.8%	—	—	—

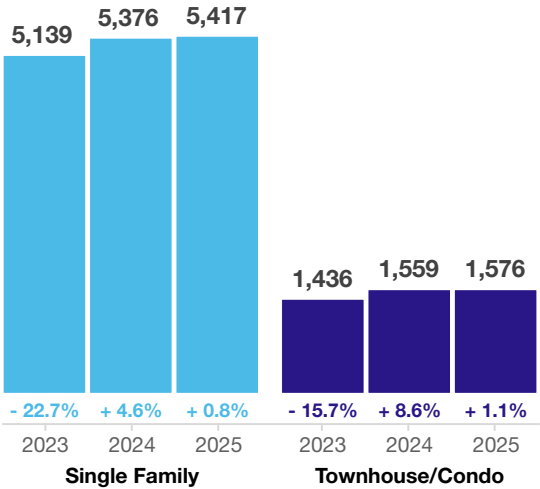
# New Listings

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

## November

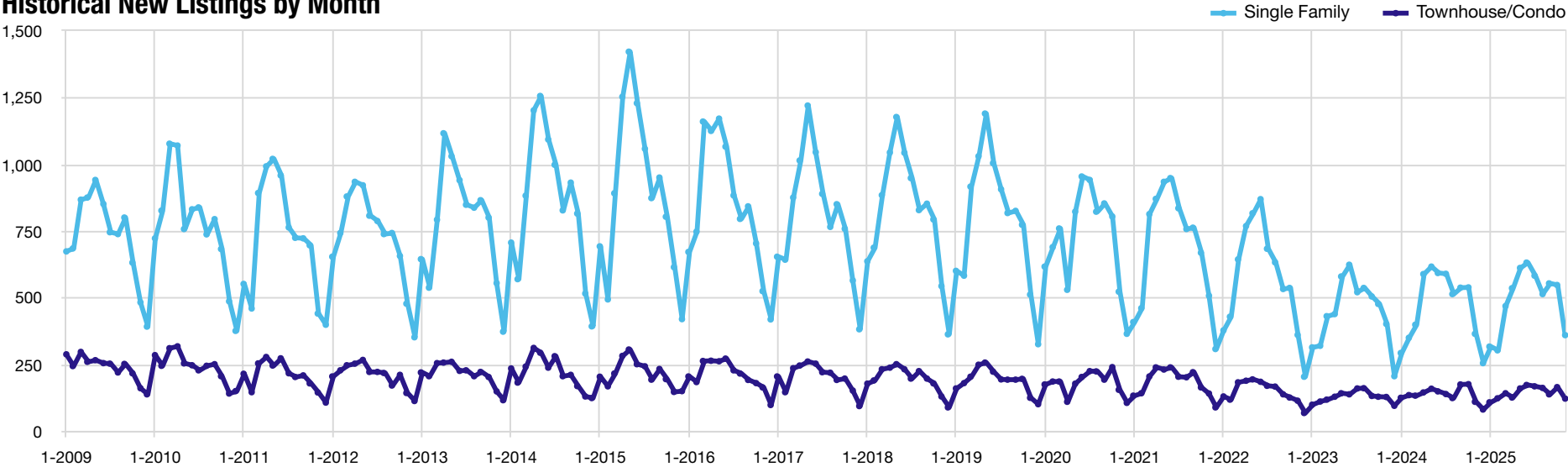


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	631	+ 6.6%	172	+ 16.2%
Jul-2025	582	- 1.2%	167	+ 21.0%
Aug-2025	513	0.0%	161	+ 30.9%
Sep-2025	553	+ 3.0%	137	- 21.3%
Oct-2025	547	+ 1.7%	164	- 6.3%
<b>Nov-2025</b>	<b>359</b>	<b>- 1.4%</b>	<b>121</b>	<b>+ 11.0%</b>
12-Month Avg	473	+ 1.7%	138	0.0%

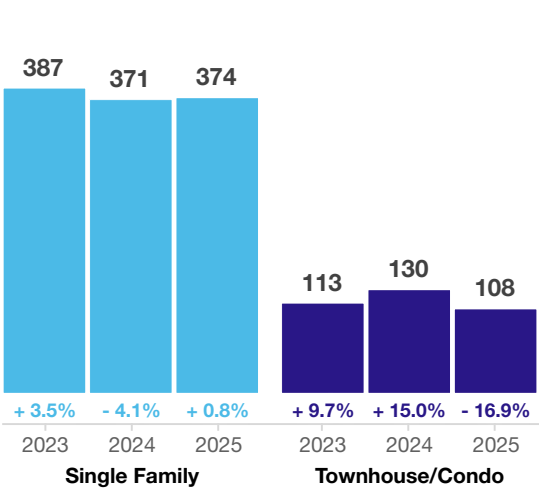
## Historical New Listings by Month



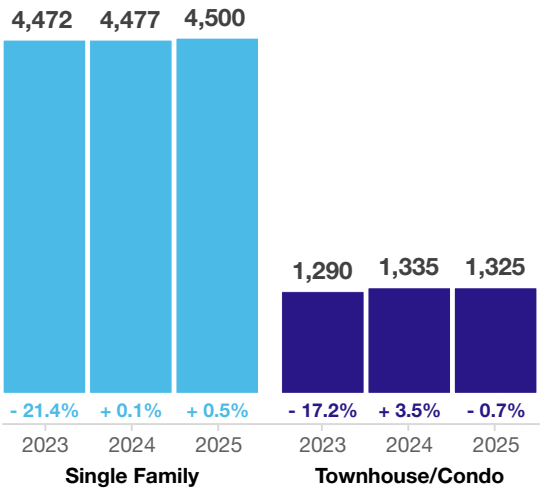
# Pending Sales

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

## November

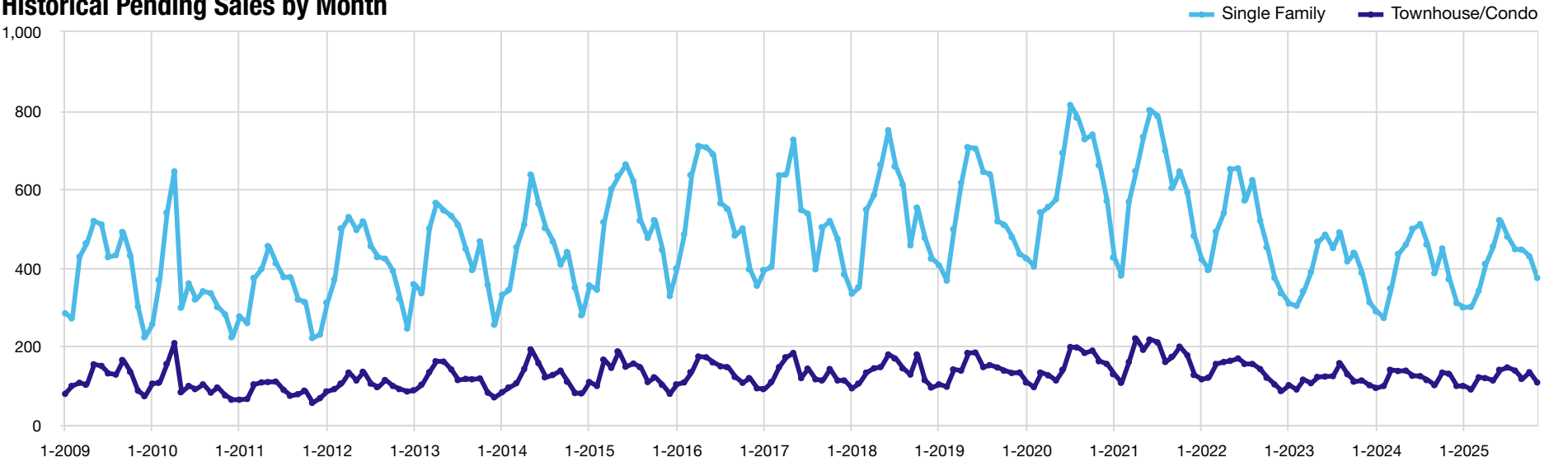


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	447	- 2.6%	138	+ 21.1%
Sep-2025	446	+ 15.5%	117	+ 15.8%
Oct-2025	429	- 4.5%	134	+ 0.8%
Nov-2025	374	+ 0.8%	108	- 16.9%
12-Month Avg	401	+ 0.5%	119	- 0.8%

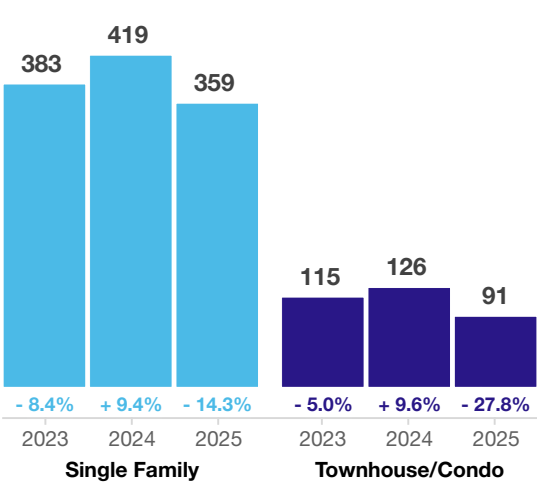
## Historical Pending Sales by Month



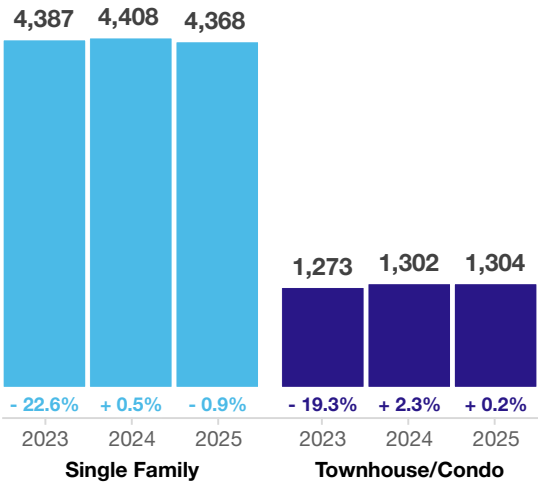
# Closed Sales

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

## November

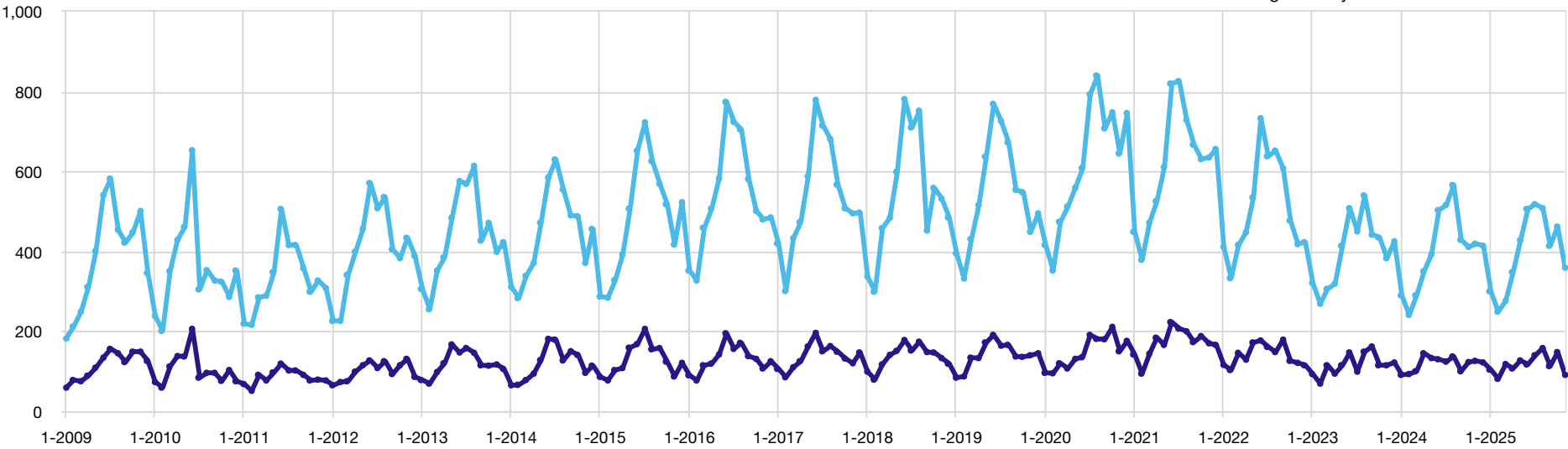


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	462	+ 12.4%	148	+ 20.3%
Nov-2025	359	- 14.3%	91	- 27.8%
12-Month Avg	399	- 1.0%	119	0.0%

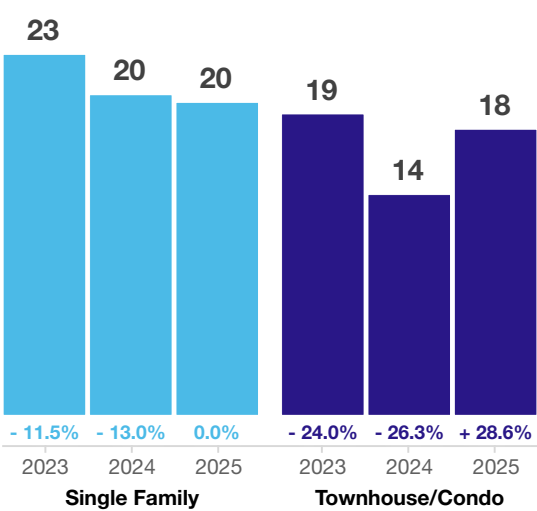
## Historical Closed Sales by Month



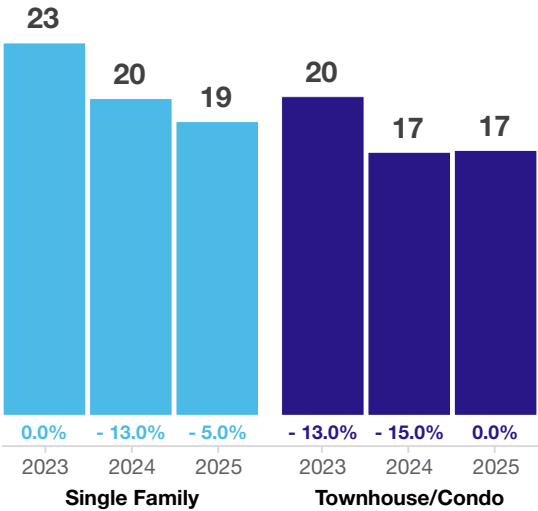
# Days on Market Until Sale

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

## November



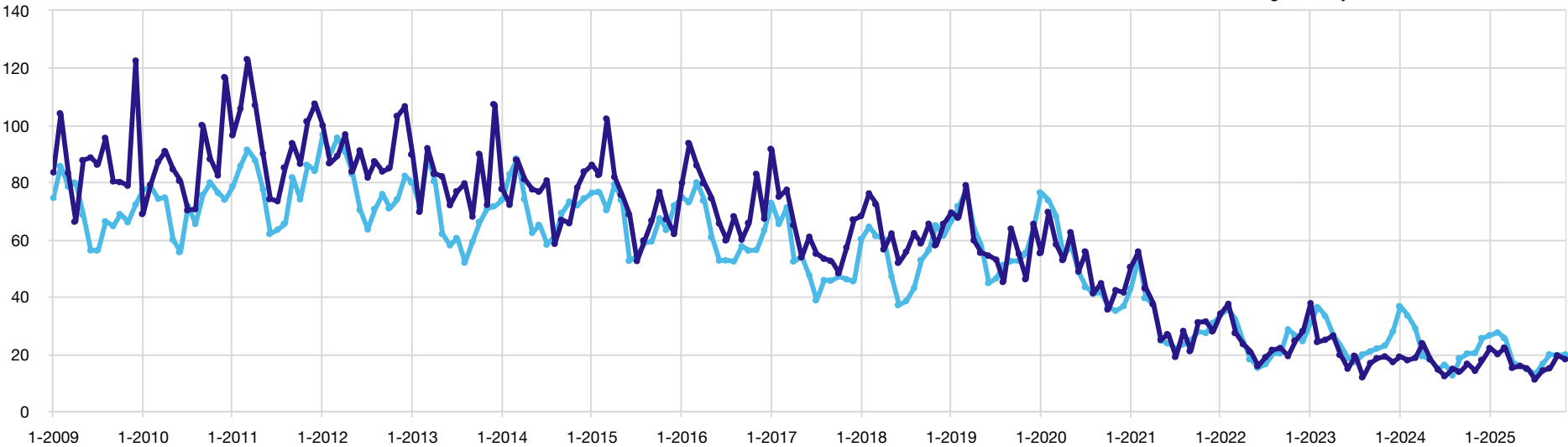
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	19	- 5.0%	19	+ 18.8%
<b>Nov-2025</b>	<b>20</b>	<b>0.0%</b>	<b>18</b>	<b>+ 28.6%</b>
12-Month Avg*	19	- 7.4%	17	+ 1.0%

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

## Historical Days on Market Until Sale by Month

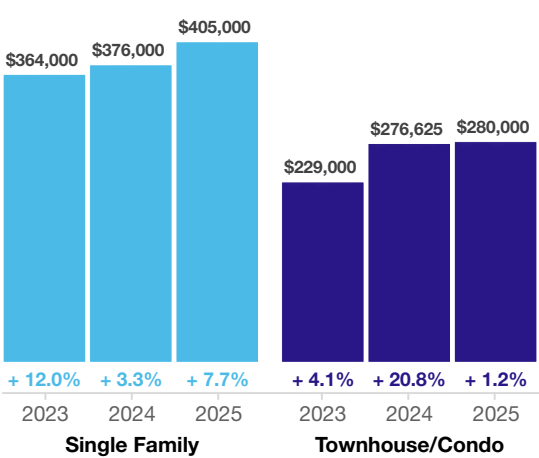


# Median Sales Price

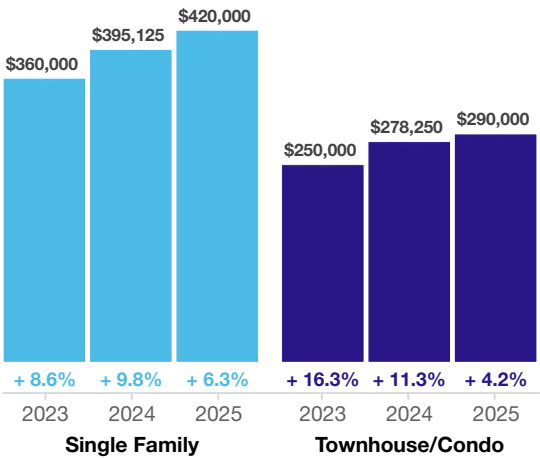
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## November



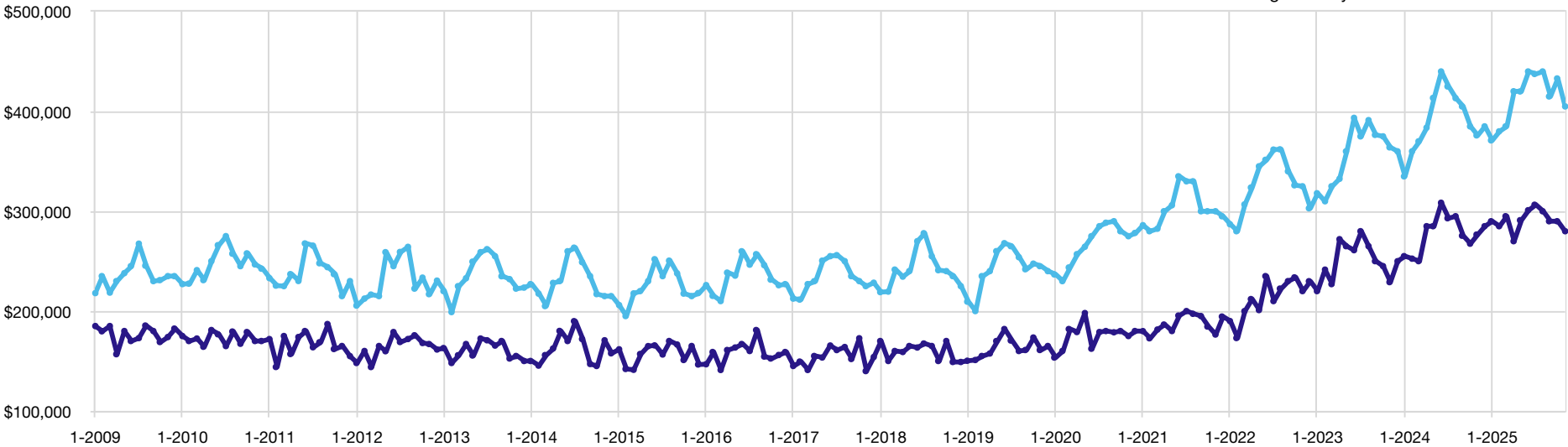
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$433,000	+ 12.5%	\$290,000	+ 8.4%
<b>Nov-2025</b>	<b>\$405,000</b>	<b>+ 7.7%</b>	<b>\$280,000</b>	<b>+ 1.2%</b>
12-Month Avg*	\$415,000	+ 5.3%	\$290,000	+ 5.5%

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

## Historical Median Sales Price by Month



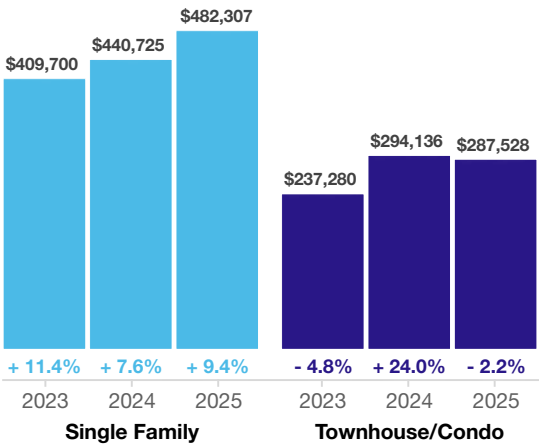


# Average Sales Price

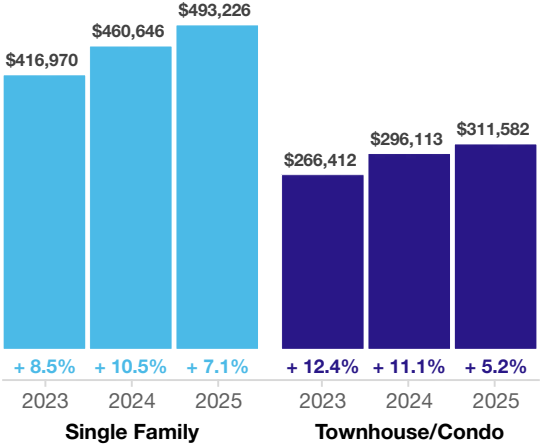
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## November



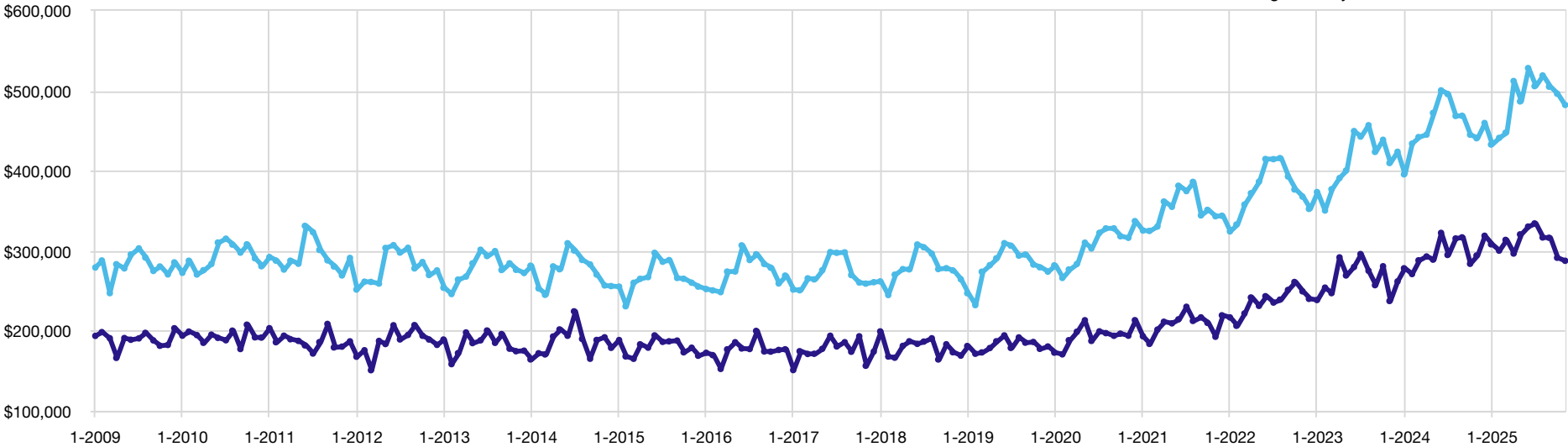
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Dec-2024	\$459,725	+ 8.5%	\$318,796	+ 21.8%
Jan-2025	\$432,829	+ 9.4%	\$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	\$496,360	+ 11.5%	\$291,335	+ 2.7%
<b>Nov-2025</b>	<b>\$482,307</b>	<b>+ 9.4%</b>	<b>\$287,528</b>	<b>- 2.2%</b>
12-Month Avg*	\$490,325	+ 7.2%	\$312,199	+ 6.5%

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

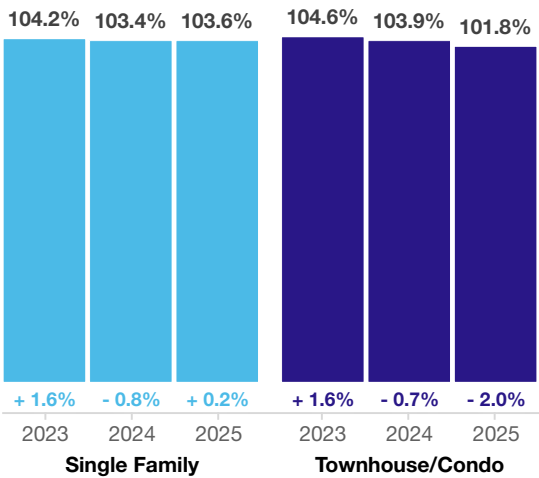
## Historical Average Sales Price by Month



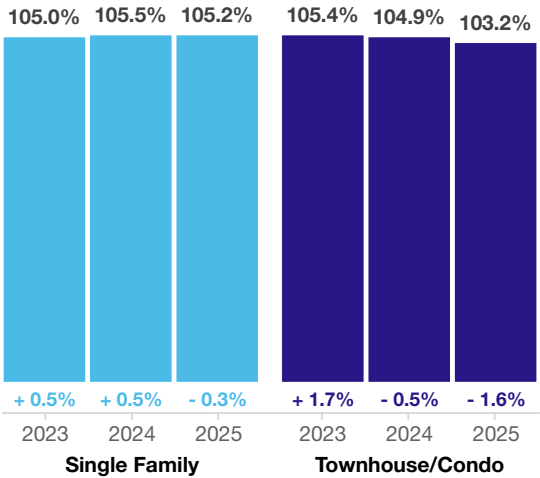
# Percent of List Price Received

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.

## November



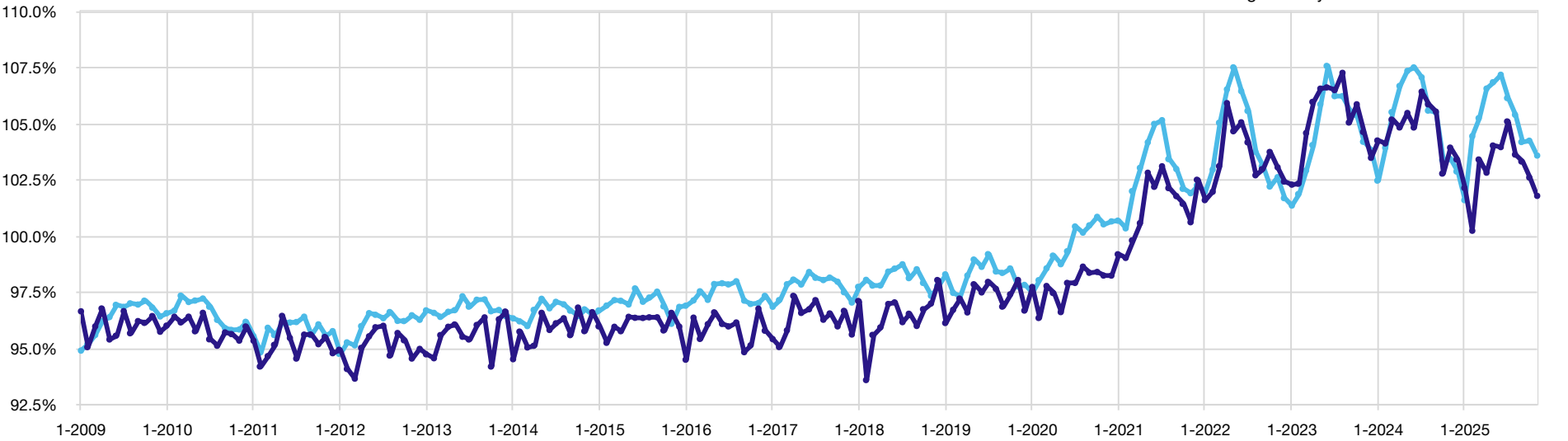
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Dec-2024	102.9%	- 0.9%	103.4%	- 0.1%
Jan-2025	101.6%	- 0.9%	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%
<b>Nov-2025</b>	<b>103.6%</b>	<b>+ 0.2%</b>	<b>101.8%</b>	<b>- 2.0%</b>
12-Month Avg*	105.0%	- 0.3%	103.2%	- 1.5%

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

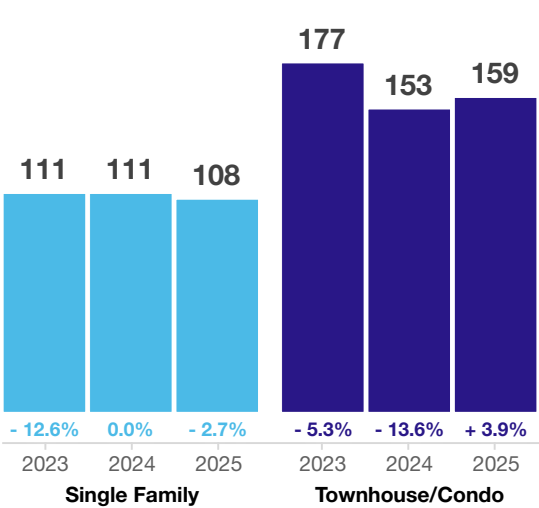
## Historical Percent of List Price Received by Month



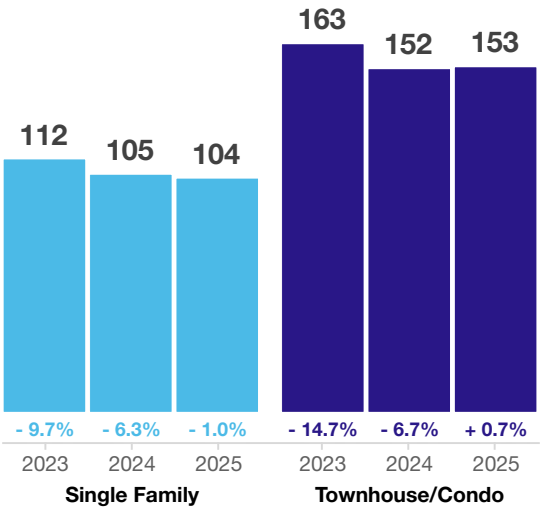
# Housing Affordability Index

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.

## November

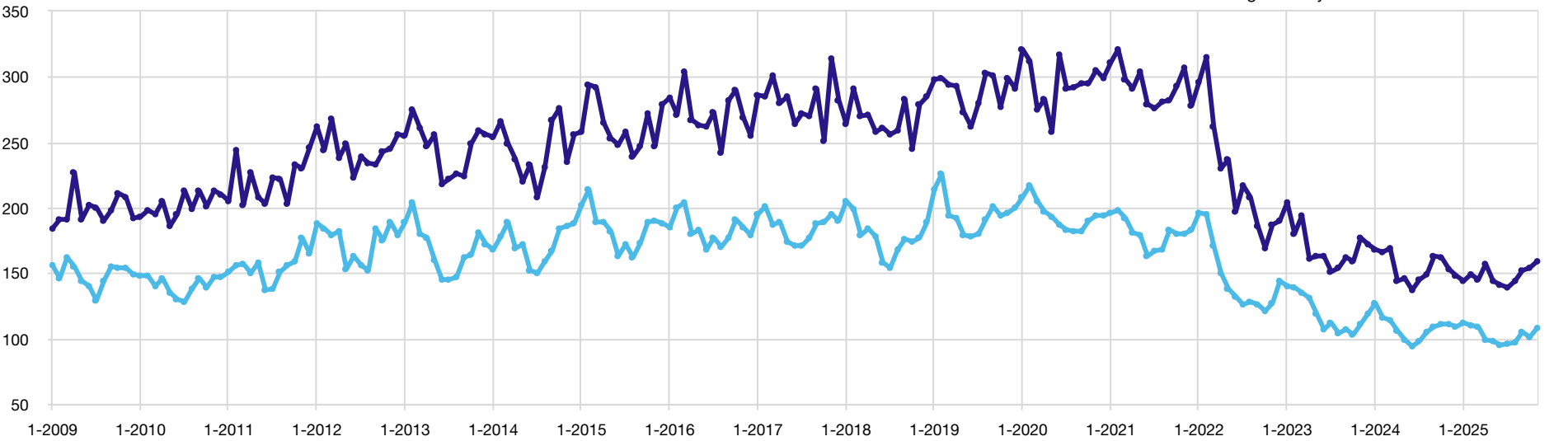


## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	101	- 9.0%	154	- 4.9%
Nov-2025	108	- 2.7%	159	+ 3.9%
12-Month Avg	103	- 5.5%	148	- 5.1%

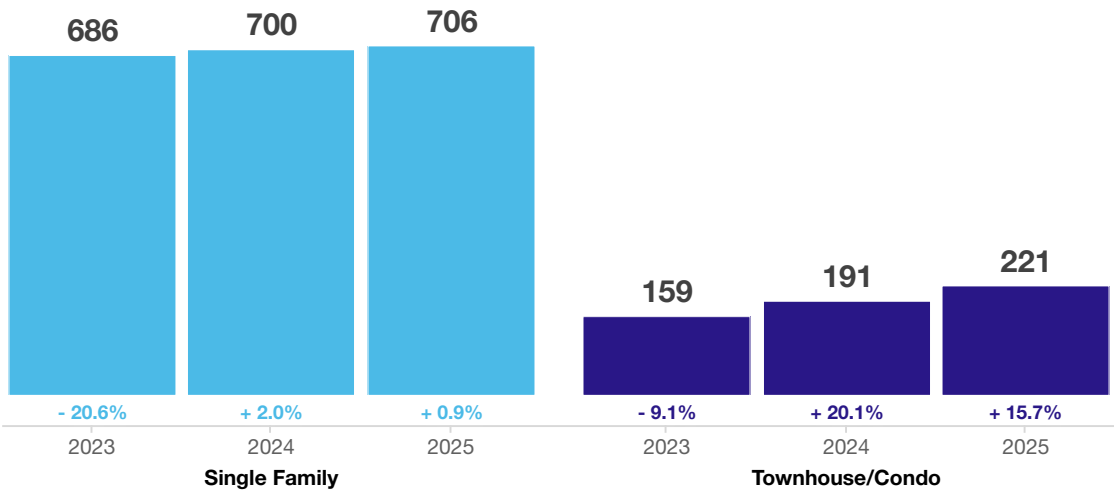
## Historical Housing Affordability Index by Month



# Inventory of Homes for Sale

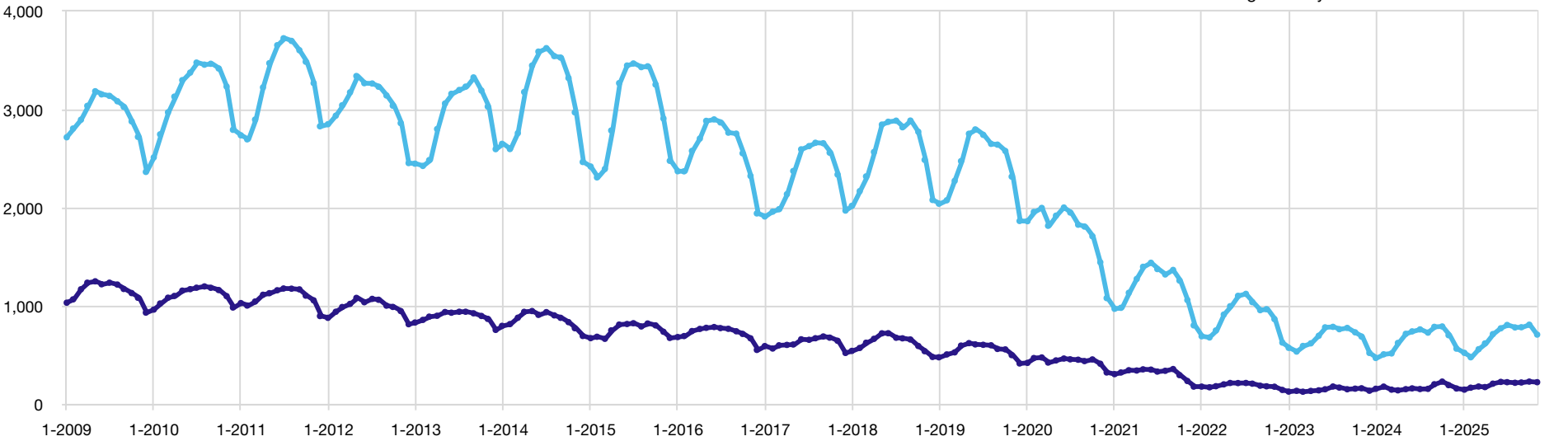
The number of properties available for sale in active status at the end of a given month.

## November



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	711	- 0.4%	206	+ 37.3%
Jun-2025	770	+ 4.2%	224	+ 41.8%
Jul-2025	804	+ 5.9%	221	+ 46.4%
Aug-2025	779	+ 7.3%	215	+ 40.5%
Sep-2025	781	- 0.5%	218	+ 9.0%
Oct-2025	807	+ 2.3%	227	0.0%
<b>Nov-2025</b>	<b>706</b>	<b>+ 0.9%</b>	<b>221</b>	<b>+ 15.7%</b>
12-Month Avg	674	+ 3.2%	196	+ 18.8%

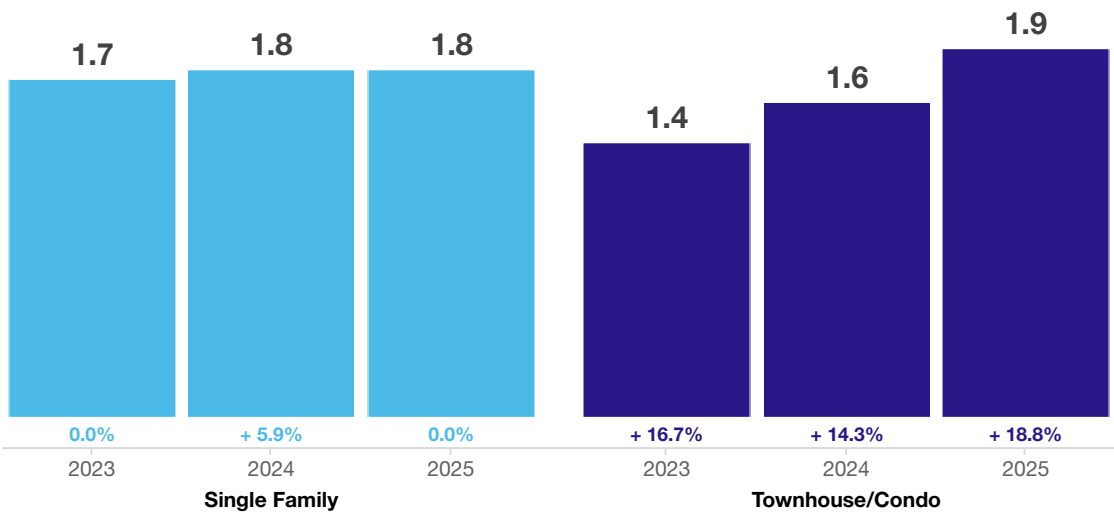
## Historical Inventory of Homes for Sale by Month



# 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.

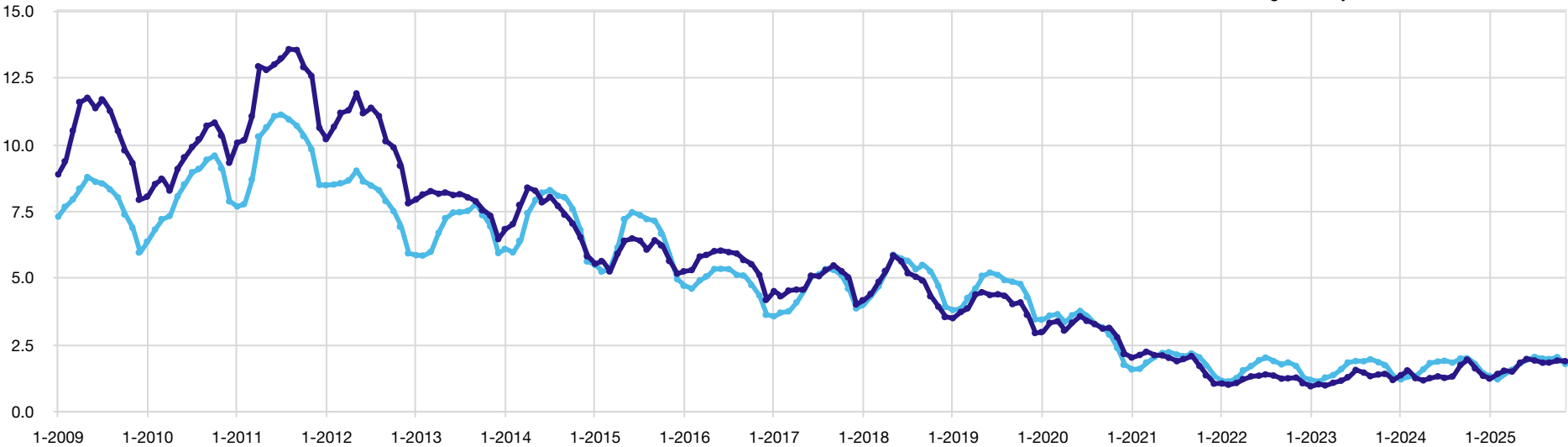
## November



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
Nov-2025	1.8	0.0%	1.9	+ 18.8%
12-Month Avg*	1.7	+ 3.0%	1.7	+ 19.4%

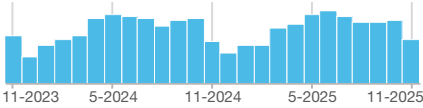
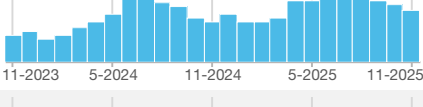
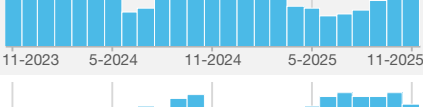
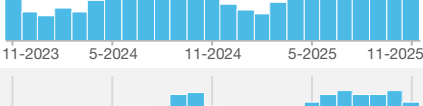

\* Months Supply for all properties from December 2024 through November 2025. This is not the average of the individual figures above.

## 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	11-2024	11-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		473	480	+ 1.5%	6,935	6,993	+ 0.8%
Pending Sales		501	482	- 3.8%	5,812	5,825	+ 0.2%
Closed Sales		545	450	- 17.4%	5,710	5,672	- 0.7%
Days on Market Until Sale		19	19	0.0%	19	18	- 5.3%
Median Sales Price		\$350,000	\$371,051	+ 6.0%	\$367,000	\$387,000	+ 5.4%
Average Sales Price		\$406,835	\$442,918	+ 8.9%	\$423,116	\$451,459	+ 6.7%
Percent of List Price Received		103.5%	103.2%	- 0.3%	105.4%	104.7%	- 0.7%
Housing Affordability Index		119	118	- 0.8%	113	113	0.0%
Inventory of Homes for Sale		891	927	+ 4.0%	—	—	—
Months Supply of Inventory		1.7	1.8	+ 5.9%	—	—	—