

# 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

**- 17.4%** **+ 6.0%** **+ 4.0%**

Change in  
**Closed Sales**  
All Properties

Change in  
**Median Sales Price**  
All Properties

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	11-2024		11-2025	% Change	YTD 2024	YTD 2025	% Change		
		11-2023	5-2024	11-2024	5-2025	11-2025	11-2023	5-2024	11-2024	5-2025
<b>New Listings</b>		364	359	- 1.4%	5,376	5,417	+ 0.8%			
<b>Pending Sales</b>		371	374	+ 0.8%	4,477	4,500	+ 0.5%			
<b>Closed Sales</b>		419	359	- 14.3%	4,408	4,368	- 0.9%			
<b>Days on Market Until Sale</b>		20	20	0.0%	20	19	- 5.0%			
<b>Median Sales Price</b>		\$376,000	\$405,000	+ 7.7%	\$395,125	\$420,000	+ 6.3%			
<b>Average Sales Price</b>		\$440,725	\$482,307	+ 9.4%	\$460,646	\$493,226	+ 7.1%			
<b>Percent of List Price Received</b>		103.4%	103.6%	+ 0.2%	105.5%	105.2%	- 0.3%			
<b>Housing Affordability Index</b>		111	108	- 2.7%	105	104	- 1.0%			
<b>Inventory of Homes for Sale</b>		700	706	+ 0.9%	—	—	—			
<b>Months Supply of Inventory</b>		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.



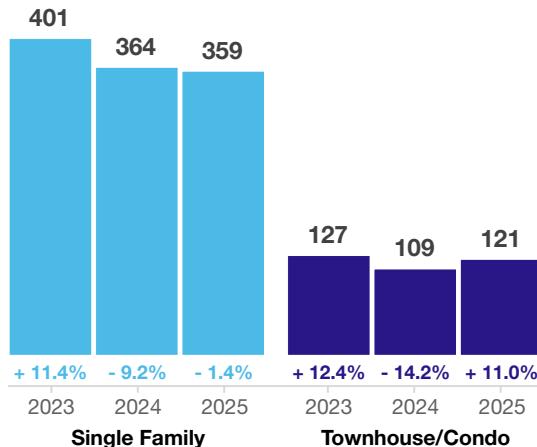
Key Metrics	Historical Sparkbars					11-2024	11-2025	% Change	YTD 2024	YTD 2025	% Change
	11-2023	5-2024	11-2024	5-2025	11-2025						
<b>New Listings</b>						109	121	+ 11.0%	1,559	1,576	+ 1.1%
<b>Pending Sales</b>						130	108	- 16.9%	1,335	1,325	- 0.7%
<b>Closed Sales</b>						126	91	- 27.8%	1,302	1,304	+ 0.2%
<b>Days on Market Until Sale</b>						14	18	+ 28.6%	17	17	0.0%
<b>Median Sales Price</b>						\$276,625	\$280,000	+ 1.2%	\$278,250	\$290,000	+ 4.2%
<b>Average Sales Price</b>						\$294,136	\$287,528	- 2.2%	\$296,113	\$311,582	+ 5.2%
<b>Percent of List Price Received</b>						103.9%	101.8%	- 2.0%	104.9%	103.2%	- 1.6%
<b>Housing Affordability Index</b>						153	159	+ 3.9%	152	153	+ 0.7%
<b>Inventory of Homes for Sale</b>						191	221	+ 15.7%	—	—	—
<b>Months Supply of Inventory</b>						1.6	1.9	+ 18.8%	—	—	—

# New Listings

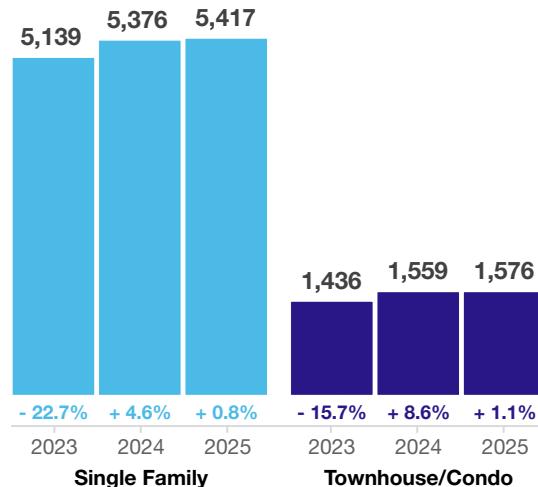
A count of the properties that have been newly listed on the market in a given month.



## November

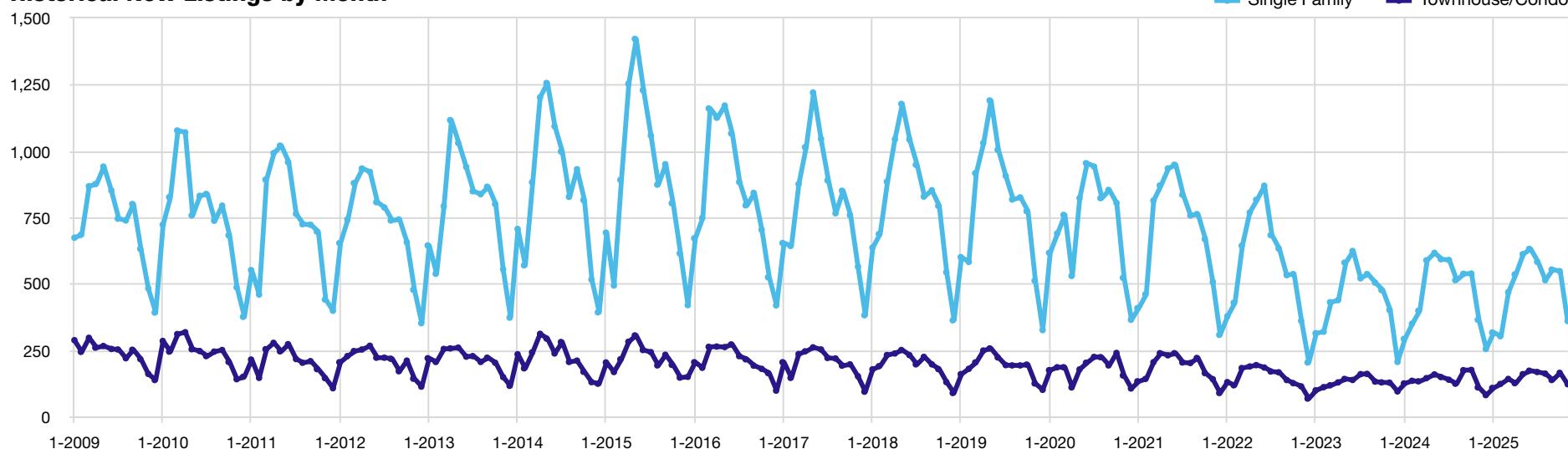


## Year to Date



	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

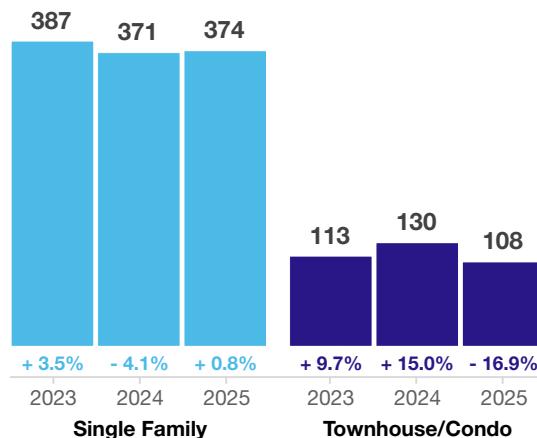


# Pending Sales

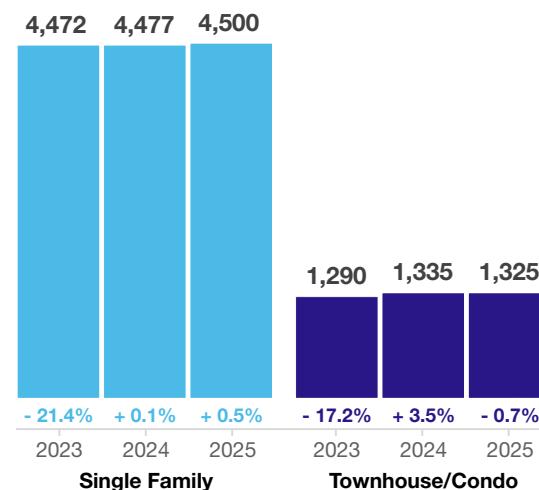
A count of the properties on which offers have been accepted in a given month.



## November

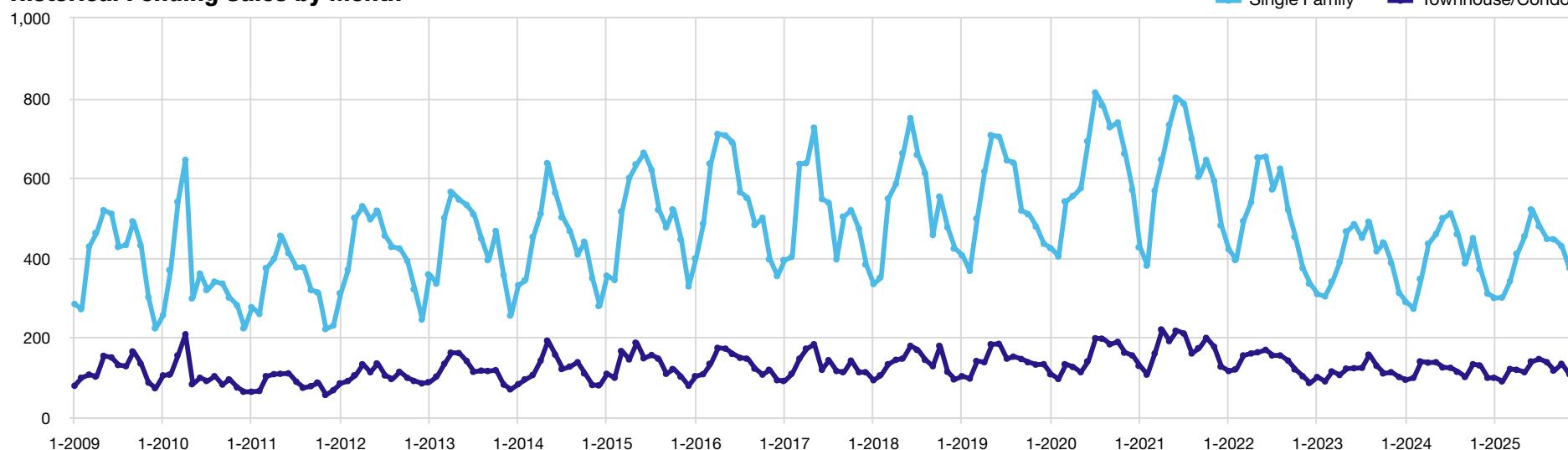


## Year to Date



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%
<b>Nov-2025</b>	<b>374</b>	<b>+ 0.8%</b>	<b>108</b>	<b>- 16.9%</b>
12-Month Avg	401	+ 0.5%	119	- 0.8%

## Historical Pending Sales by Month

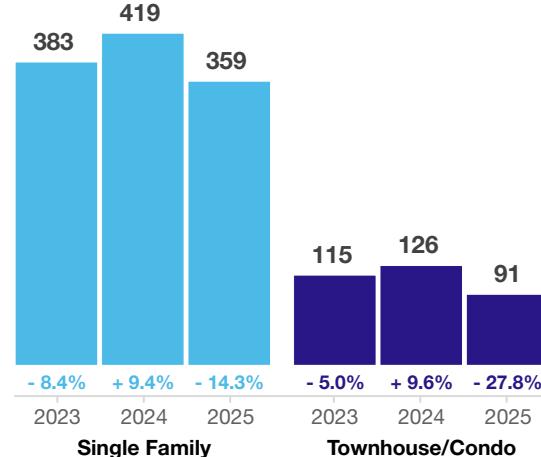


# Closed Sales

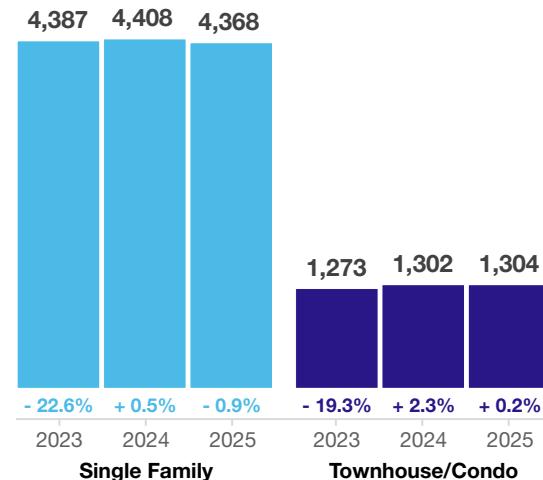
A count of the actual sales that closed in a given month.



## November

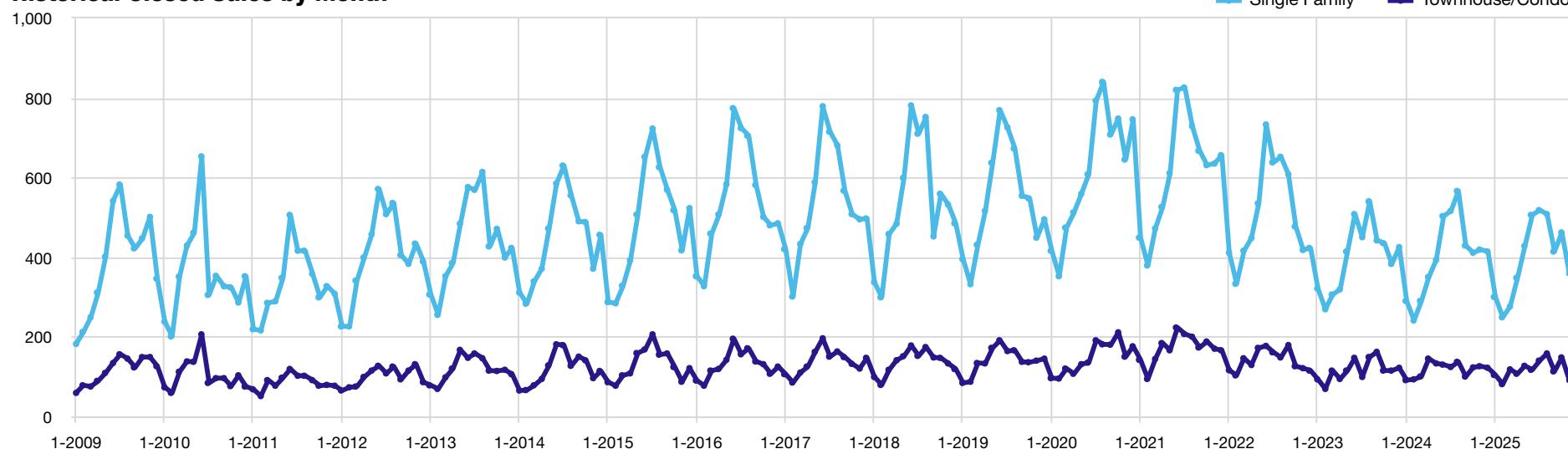


## Year to Date



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%
<b>Nov-2025</b>	<b>359</b>	<b>-14.3%</b>	<b>91</b>	<b>-27.8%</b>
12-Month Avg	399	-1.0%	119	0.0%

## Historical Closed Sales by Month

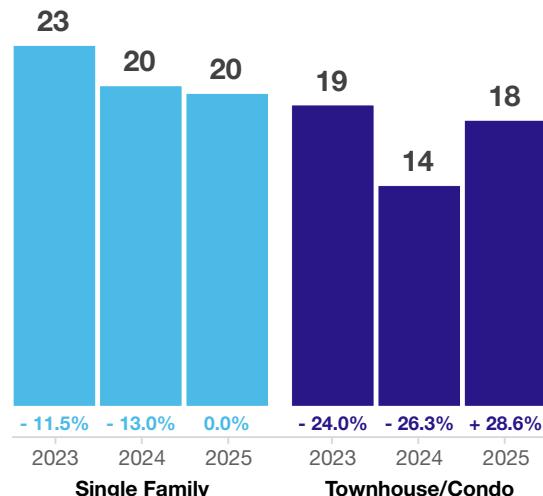


# Days on Market Until Sale

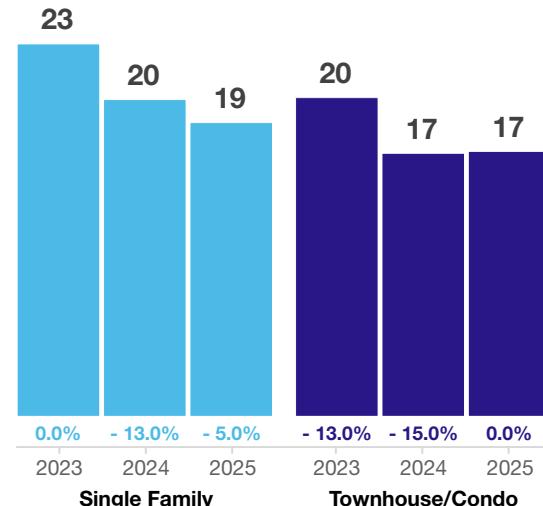
Average number of days between when a property is listed and when an offer is accepted in a given month.



## November



## Year to Date

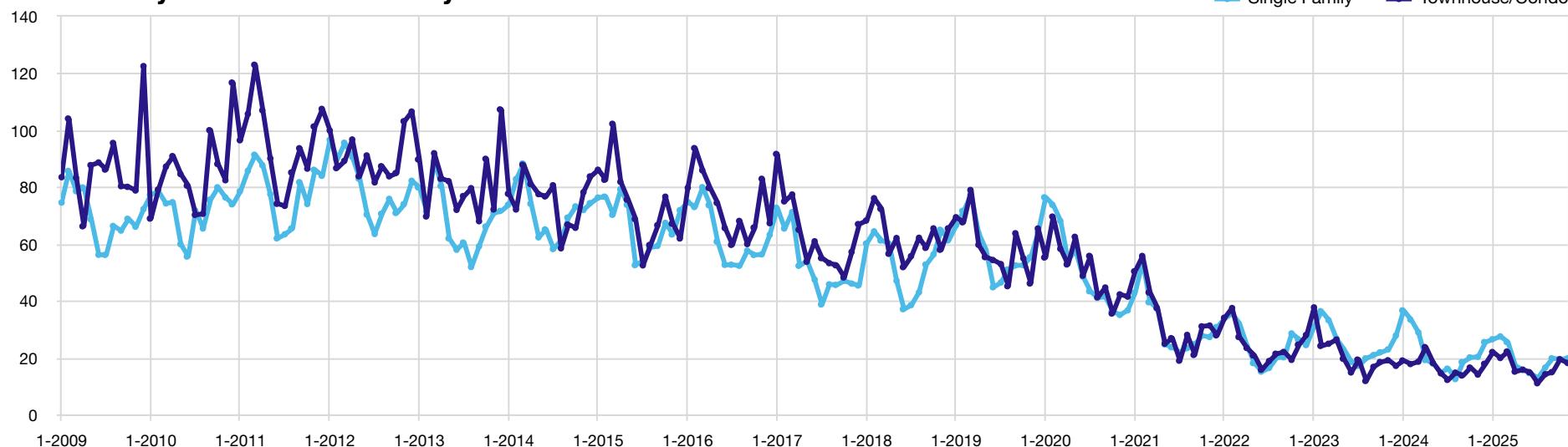


Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Dec-2024	25	-10.7%	18	+5.9%
Jan-2025	26	-29.7%	22	+15.8%
Feb-2025	27	-18.2%	20	+11.1%
Mar-2025	25	-13.8%	22	+15.8%
Apr-2025	17	-10.5%	15	-37.5%
May-2025	16	-11.1%	16	-11.1%
Jun-2025	15	0.0%	15	+7.1%
Jul-2025	13	-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.

Single Family      Townhouse/Condo

## Historical Days on Market Until Sale by Month

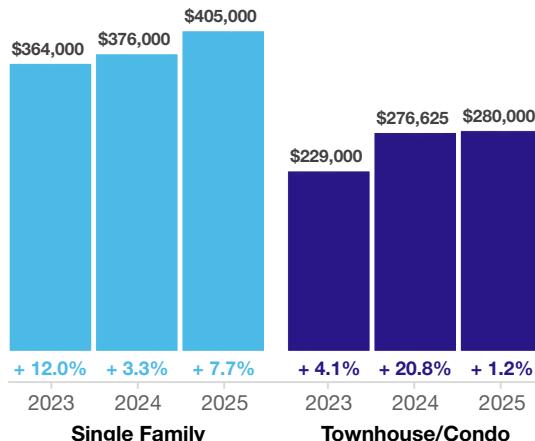


# Median Sales Price

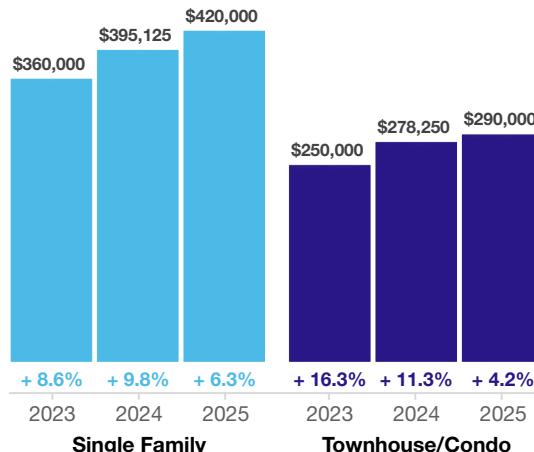
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## November



## Year to Date

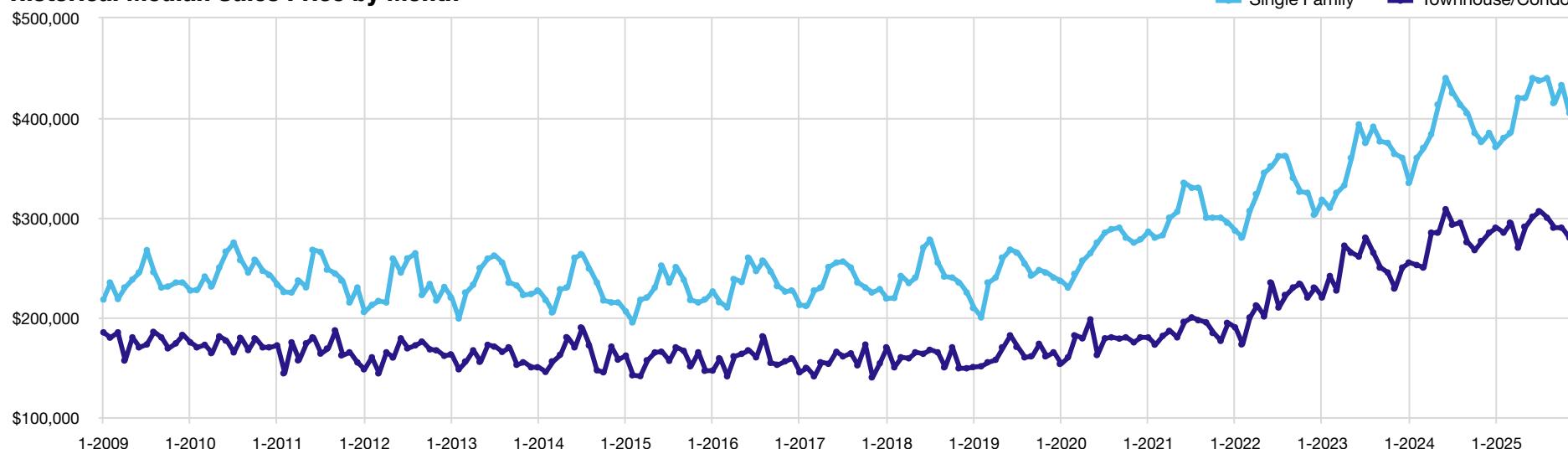


	Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Dec-2024	\$385,000		+ 6.9%	\$285,000	+ 14.0%
Jan-2025	\$371,000		+ 10.8%	\$289,950	+ 13.7%
Feb-2025	\$380,000		+ 5.6%	\$285,000	+ 12.9%
Mar-2025	\$385,000		+ 4.1%	\$295,000	+ 18.0%
Apr-2025	\$420,169		+ 9.5%	\$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.

Single Family      Townhouse/Condo

## Historical Median Sales Price by Month

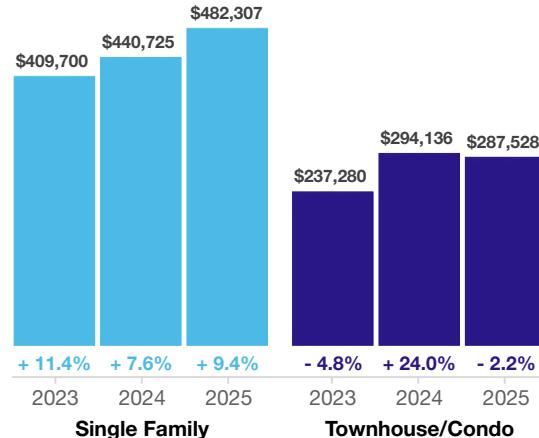


# Average Sales Price

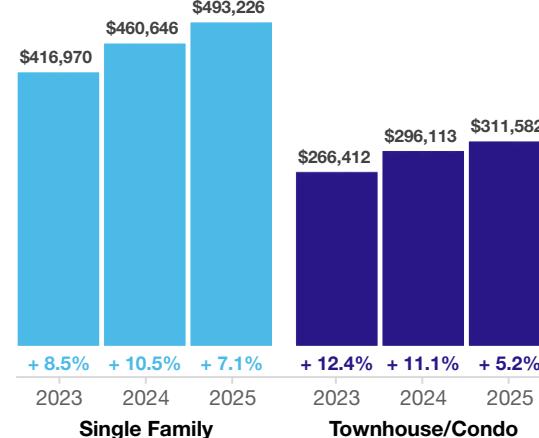
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## November



## Year to Date

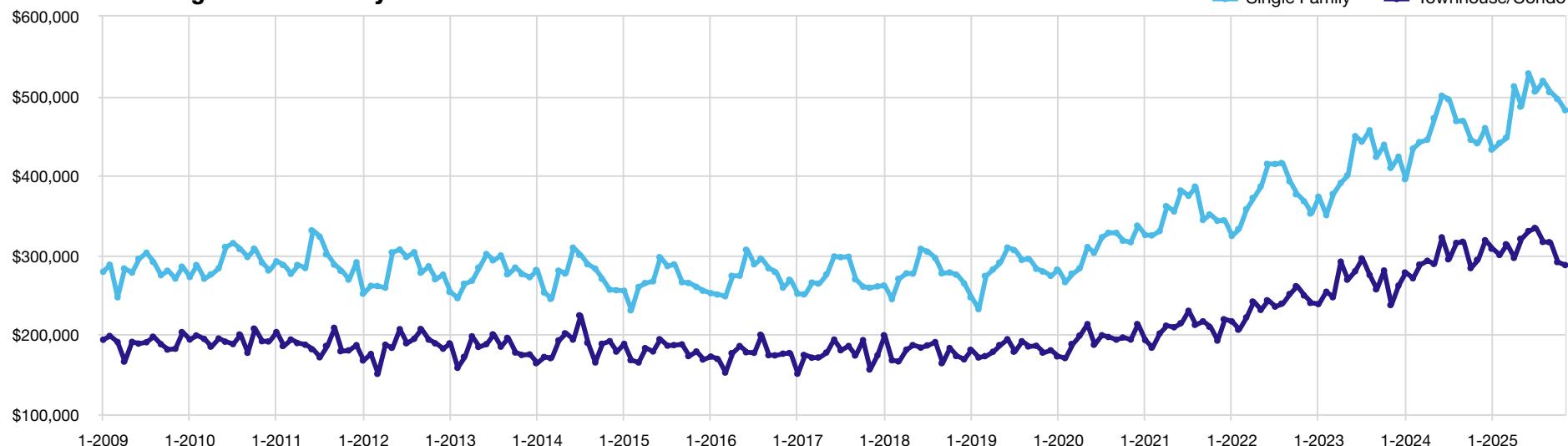


	Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Dec-2024	\$459,725		+ 8.5%	\$318,796	+ 21.8%
Jan-2025	\$432,829		+ 9.4%	\$308,139	+ 10.8%
Feb-2025	\$441,073		+ 1.6%	\$300,208	+ 10.8%
Mar-2025	\$447,562		+ 1.2%	\$313,629	+ 8.9%
Apr-2025	\$512,168		+ 15.0%	\$296,587	+ 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.

Single Family      Townhouse/Condo

## Historical Average Sales Price by Month

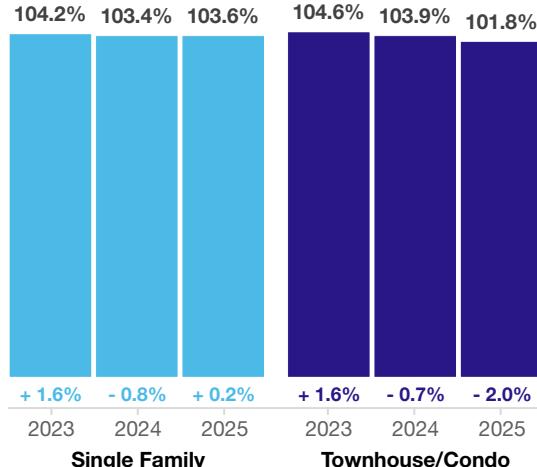


# Percent of List Price Received

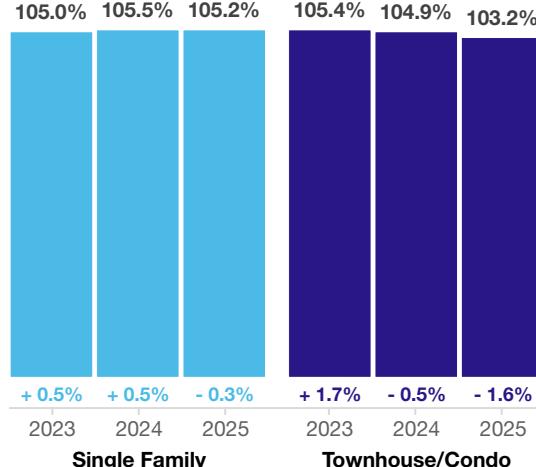
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## November



## Year to Date

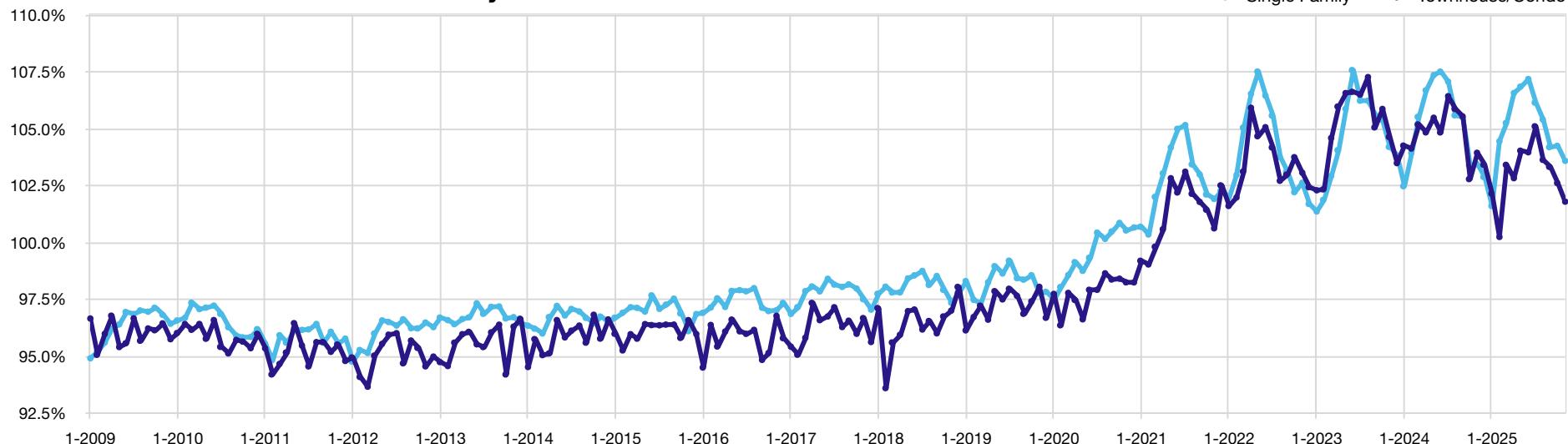


Pct. of List Price Received*	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Dec-2024	102.9%	- 0.9%	103.4%	- 0.1%
Jan-2025	101.6%	- 0.9%	102.1%	- 2.0%
Feb-2025	104.4%	+ 0.5%	100.2%	- 3.7%
Mar-2025	105.2%	- 0.3%	103.4%	- 1.7%
Apr-2025	106.6%	- 0.1%	102.8%	- 1.9%
May-2025	106.8%	- 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.

— Single Family    — Townhouse/Condo

## Historical Percent of List Price Received by Month

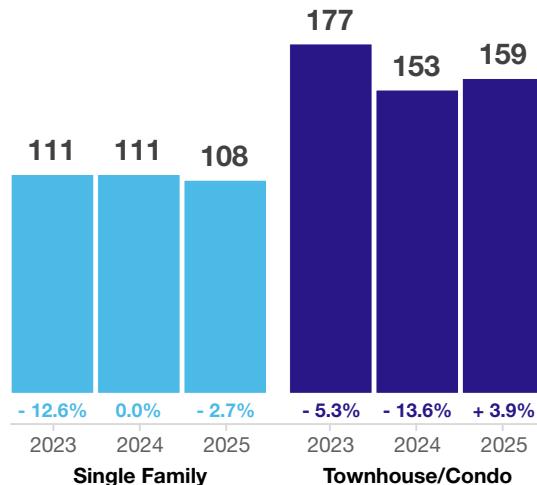


# Housing Affordability Index

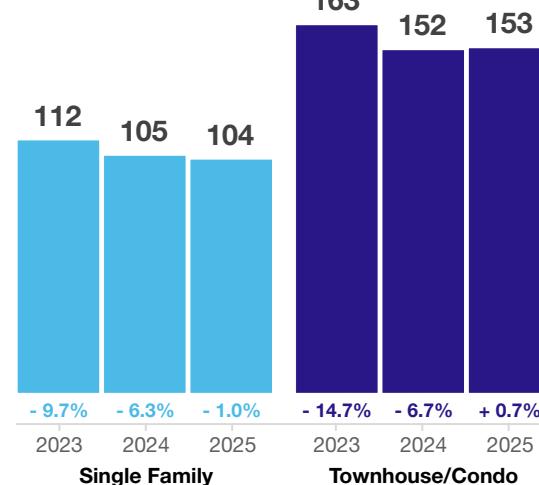
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## November

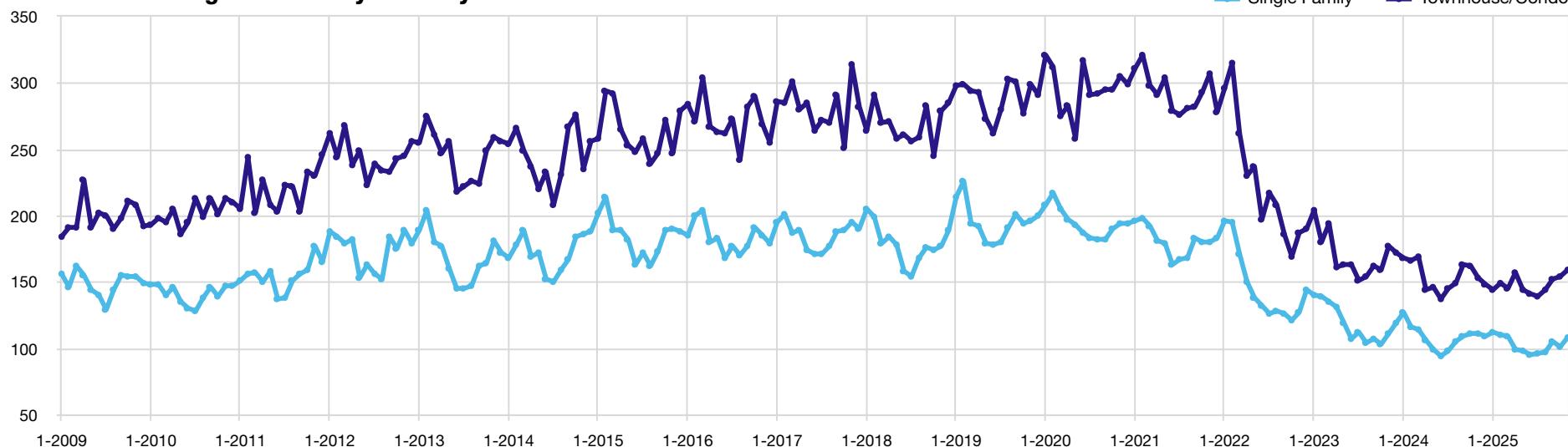


## Year to Date



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%
<b>Nov-2025</b>	<b>108</b>	<b>- 2.7%</b>	<b>159</b>	<b>+ 3.9%</b>
12-Month Avg	103	- 5.5%	148	- 5.1%

## Historical Housing Affordability Index by Month

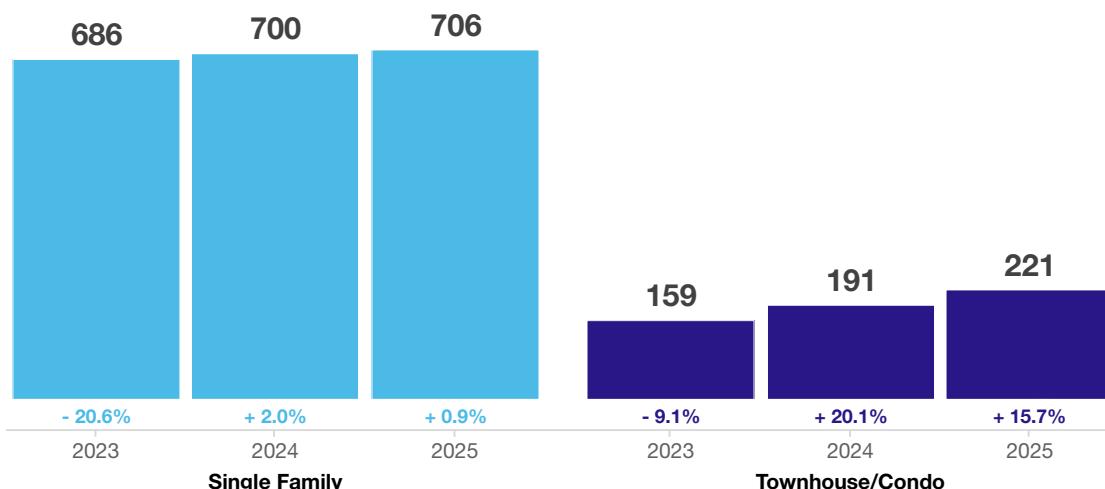


# Inventory of Homes for Sale

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

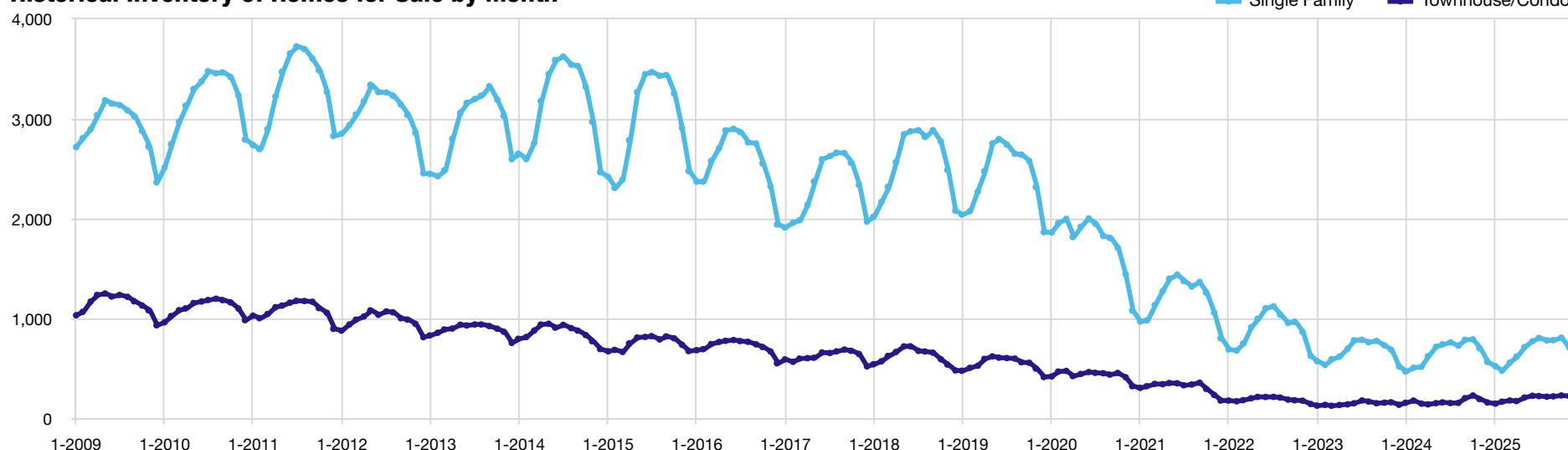


## November



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

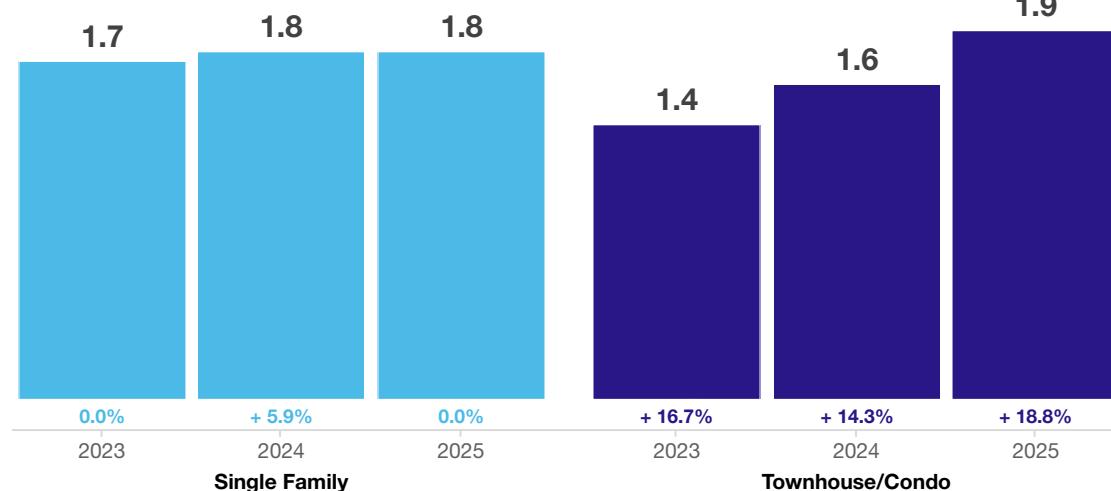


# Months Supply of Inventory

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

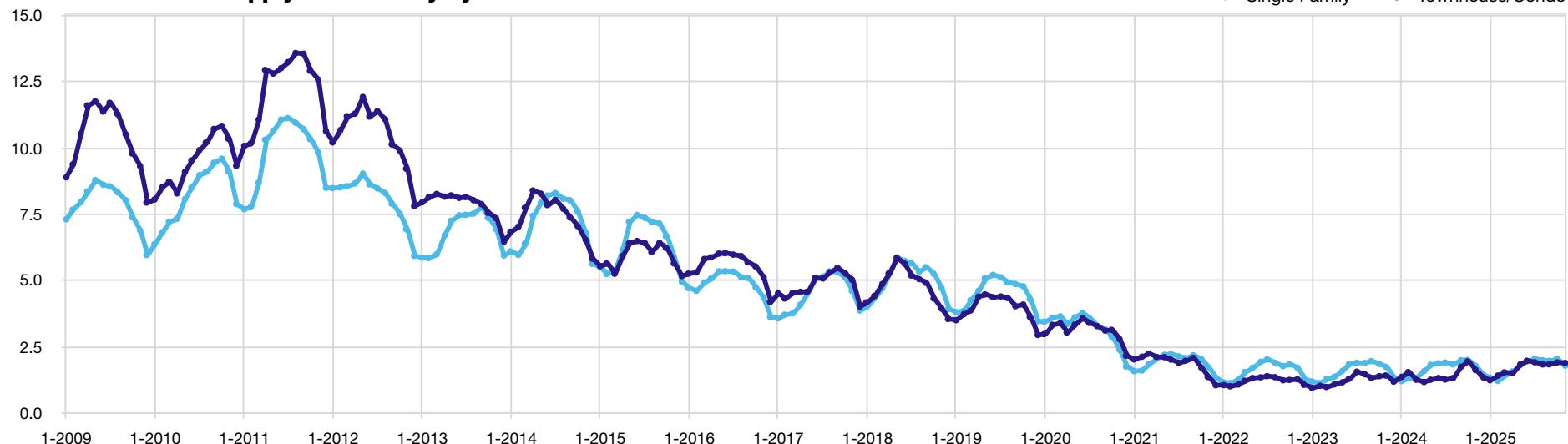


Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Dec-2024	1.4	+ 7.7%	1.3	+ 8.3%
Jan-2025	1.3	+ 8.3%	1.2	- 7.7%
Feb-2025	1.2	- 7.7%	1.4	- 6.7%
Mar-2025	1.4	+ 7.7%	1.5	+ 25.0%
Apr-2025	1.5	- 6.3%	1.5	+ 36.4%
May-2025	1.8	0.0%	1.8	+ 50.0%
Jun-2025	1.9	+ 5.6%	1.9	+ 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%
<b>Nov-2025</b>	<b>1.8</b>	<b>0.0%</b>	<b>1.9</b>	<b>+ 18.8%</b>
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.

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	11-2024		11-2025	% Change	YTD 2024	YTD 2025	% Change		
		11-2023	5-2024	11-2024	5-2025	11-2025	11-2023	5-2024	11-2024	5-2025
<b>New Listings</b>		473	480	+ 1.5%	6,935	6,993	+ 0.8%			
<b>Pending Sales</b>		501	482	- 3.8%	5,812	5,825	+ 0.2%			
<b>Closed Sales</b>		545	450	- 17.4%	5,710	5,672	- 0.7%			
<b>Days on Market Until Sale</b>		19	19	0.0%	19	18	- 5.3%			
<b>Median Sales Price</b>		\$350,000	\$371,051	+ 6.0%	\$367,000	\$387,000	+ 5.4%			
<b>Average Sales Price</b>		\$406,835	\$442,918	+ 8.9%	\$423,116	\$451,459	+ 6.7%			
<b>Percent of List Price Received</b>		103.5%	103.2%	- 0.3%	105.4%	104.7%	- 0.7%			
<b>Housing Affordability Index</b>		119	118	- 0.8%	113	113	0.0%			
<b>Inventory of Homes for Sale</b>		891	927	+ 4.0%	—	—	—			
<b>Months Supply of Inventory</b>		1.7	1.8	+ 5.9%	—	—	—			