

Monthly Indicators

Greater Hartford Association of REALTORS®



January 2026

U.S. existing-home sales climbed 5.1% month-over-month and 1.4% year-over-year to a seasonally adjusted annual rate of 4.35 million units, the strongest pace in nearly three years, according to the National Association of REALTORS® (NAR). Lower mortgage rates and slower home price growth helped spur buyer activity, and sales increased month-over-month in every region. On an annual basis, sales rose in the South, held steady in the West and Midwest, and declined in the Northeast.

New Listings decreased 10.1 percent for Single Family homes and 9.3 percent for Townhouse/Condo homes. Pending Sales decreased 8.4 percent for Single Family homes and 12.1 percent for Townhouse/Condo homes. Inventory decreased 6.2 percent for Single Family homes but increased 19.3 percent for Townhouse/Condo homes.

Median Sales Price increased 7.8 percent to \$400,000 for Single Family homes but decreased 7.4 percent to \$268,500 for Townhouse/Condo homes. Days on Market increased 3.8 percent for Single Family homes and 9.1 percent for Townhouse/Condo homes. Months Supply of Inventory decreased 7.7 percent for Single Family homes but increased 25.0 percent for Townhouse/Condo homes.

Nationally, there were 1.18 million homes for sale heading into January, an 18.1% decline from the previous month but 3.5% higher compared to the same period last year, representing a 3.3-month supply at the current sales pace, according to NAR. Meanwhile, the median existing-home price rose 0.4% from a year ago to \$405,400, reflecting a continued moderation in national price growth.

Quick Facts

- 17.6% **+ 5.7%** **- 0.6%**

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	1-2025		1-2026		% Change	YTD 2025	YTD 2026	% Change
		1-2025	1-2026	1-2025	1-2026				
New Listings		316	284	- 10.1%	316	284	- 10.1%	316	284
Pending Sales		299	274	- 8.4%	299	274	- 8.4%	299	274
Closed Sales		300	257	- 14.3%	300	257	- 14.3%	300	257
Days on Market Until Sale		26	27	+ 3.8%	26	27	+ 3.8%	26	27
Median Sales Price		\$371,000	\$400,000	+ 7.8%	\$371,000	\$400,000	+ 7.8%	\$371,000	\$400,000
Average Sales Price		\$432,829	\$460,804	+ 6.5%	\$432,829	\$460,804	+ 6.5%	\$432,829	\$460,804
Percent of List Price Received		101.6%	101.8%	+ 0.2%	101.6%	101.8%	+ 0.2%	101.6%	101.8%
Housing Affordability Index		117	115	- 1.7%	117	115	- 1.7%	117	115
Inventory of Homes for Sale		520	488	- 6.2%	—	—	—	—	—
Months Supply of Inventory		1.3	1.2	- 7.7%	—	—	—	—	—

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.



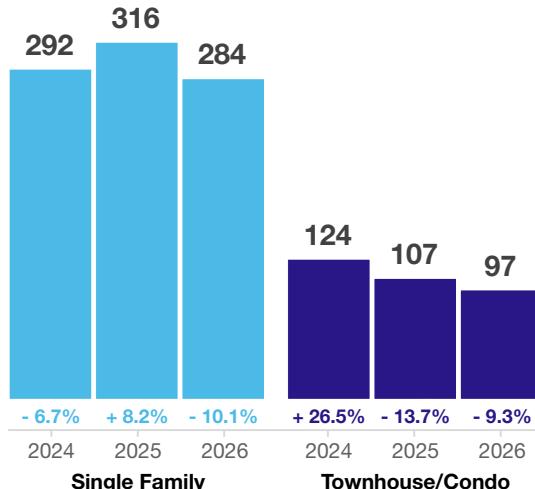
Key Metrics	Historical Sparkbars	1-2025		1-2026		% Change	YTD 2025	YTD 2026	% Change
		1-2025	1-2026	1-2025	1-2026				
New Listings		107	97	- 9.3%	107	97	- 9.3%	107	97
Pending Sales		99	87	- 12.1%	99	87	- 12.1%	99	87
Closed Sales		104	76	- 26.9%	104	76	- 26.9%	104	76
Days on Market Until Sale		22	24	+ 9.1%	22	24	+ 9.1%	22	24
Median Sales Price		\$289,950	\$268,500	- 7.4%	\$289,950	\$268,500	- 7.4%	\$289,950	\$268,500
Average Sales Price		\$308,139	\$310,992	+ 0.9%	\$308,139	\$310,992	+ 0.9%	\$308,139	\$310,992
Percent of List Price Received		102.1%	100.2%	- 1.9%	102.1%	100.2%	- 1.9%	102.1%	100.2%
Housing Affordability Index		150	174	+ 16.0%	150	174	+ 16.0%	150	174
Inventory of Homes for Sale		145	173	+ 19.3%	—	—	—	—	—
Months Supply of Inventory		1.2	1.5	+ 25.0%	—	—	—	—	—

New Listings

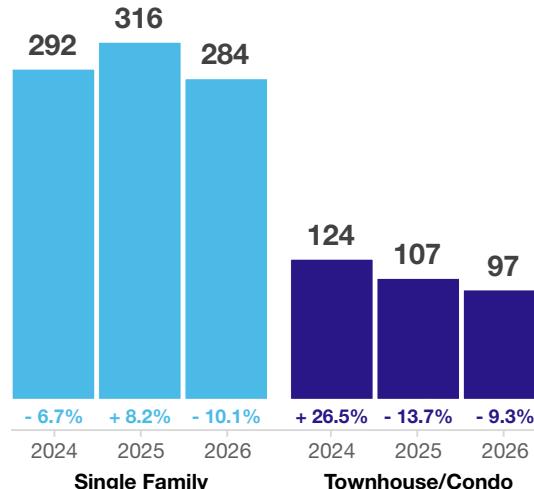
A count of the properties that have been newly listed on the market in a given month.



January

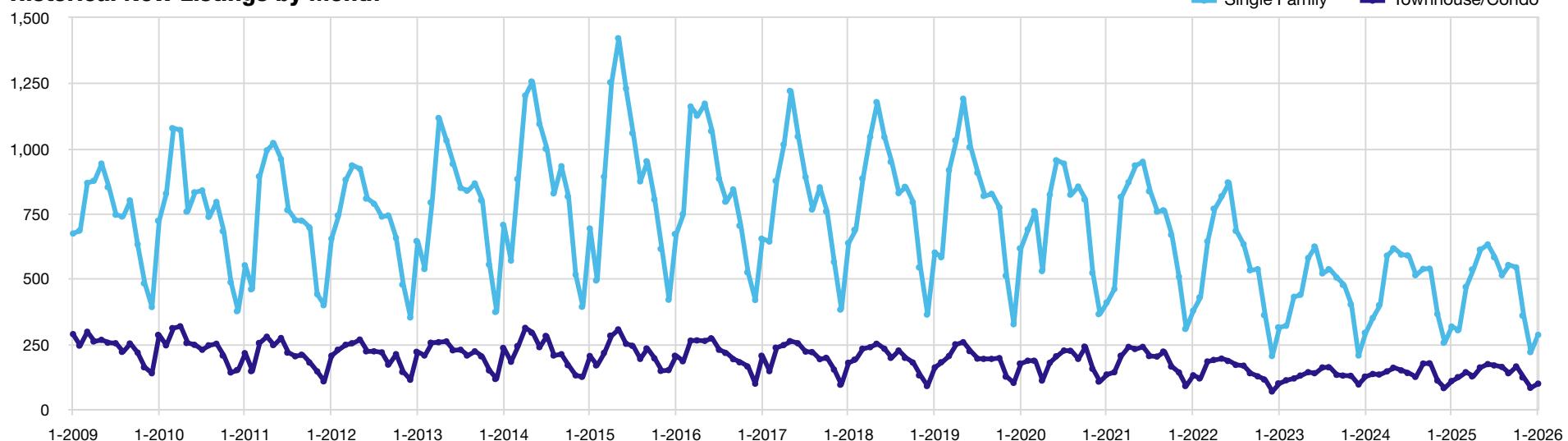


Year to Date



	New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	552		+2.8%	137	-21.3%
Oct-2025	543		+0.9%	163	-6.9%
Nov-2025	358		-1.6%	121	+11.0%
Dec-2025	218		-14.2%	81	+1.3%
Jan-2026	284		-10.1%	97	-9.3%
12-Month Avg	466		-1.1%	137	+1.5%

Historical New Listings by Month

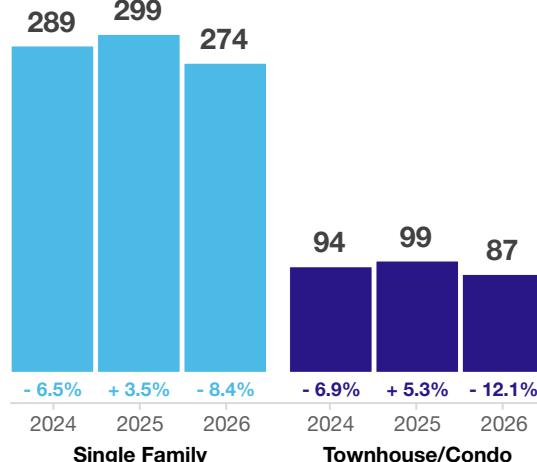


Pending Sales

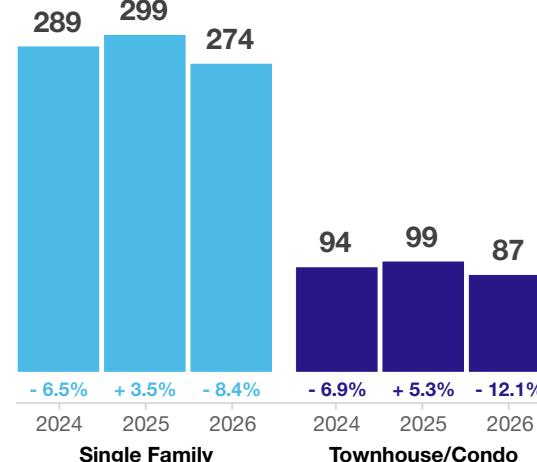
A count of the properties on which offers have been accepted in a given month.



January

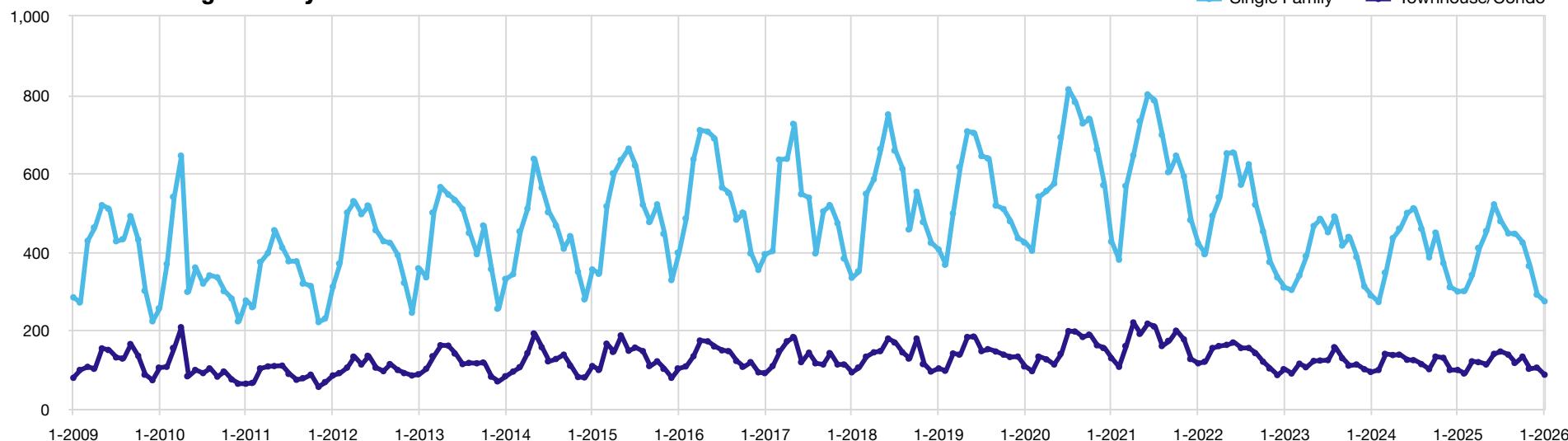


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	453	- 1.3%	113	- 18.1%
Jun-2025	521	+ 4.4%	140	+ 12.0%
Jul-2025	478	- 6.5%	146	+ 17.7%
Aug-2025	447	- 2.6%	138	+ 21.1%
Sep-2025	446	+ 15.5%	117	+ 15.8%
Oct-2025	424	- 5.6%	133	0.0%
Nov-2025	364	- 1.9%	102	- 21.5%
Dec-2025	291	- 6.1%	105	+ 6.1%
Jan-2026	274	- 8.4%	87	- 12.1%
12-Month Avg	396	- 1.0%	118	- 1.7%

Historical Pending Sales by Month

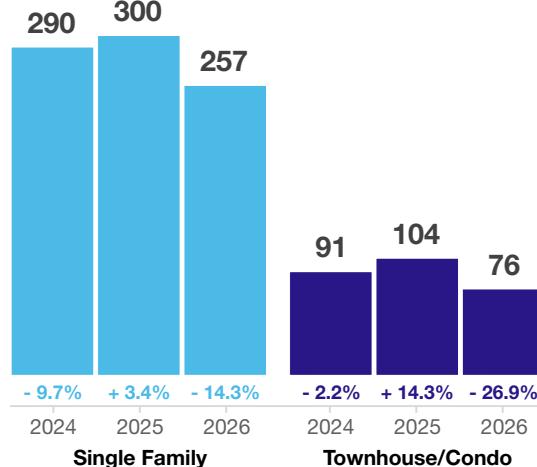


Closed Sales

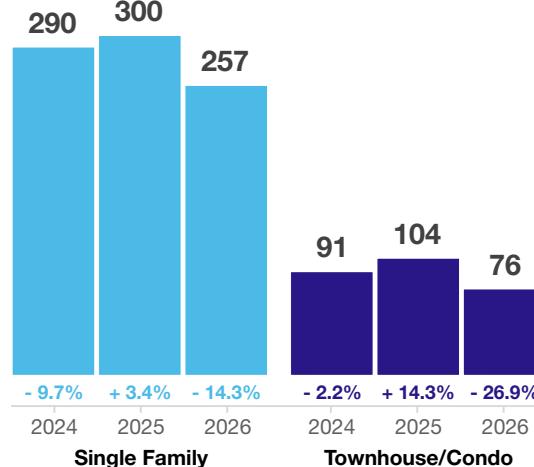
A count of the actual sales that closed in a given month.



January

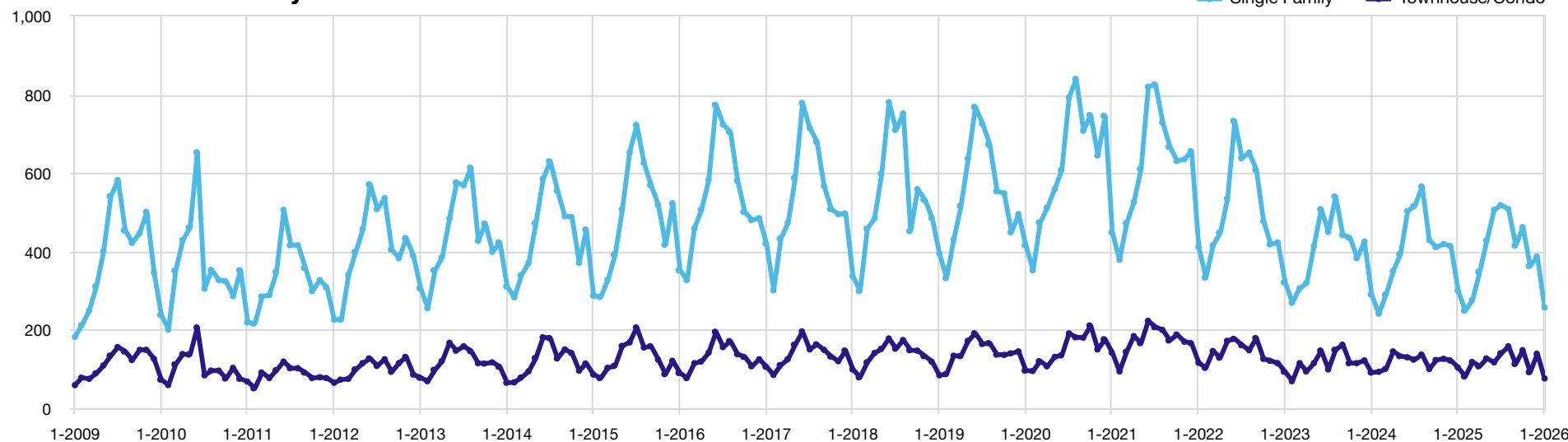


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	415	- 3.3%	113	+ 13.0%
Oct-2025	462	+ 12.4%	148	+ 20.3%
Nov-2025	363	- 13.4%	92	- 27.0%
Dec-2025	387	- 6.5%	139	+ 13.9%
Jan-2026	257	- 14.3%	76	- 26.9%
12-Month Avg	393	- 2.5%	118	- 1.7%

Historical Closed Sales by Month

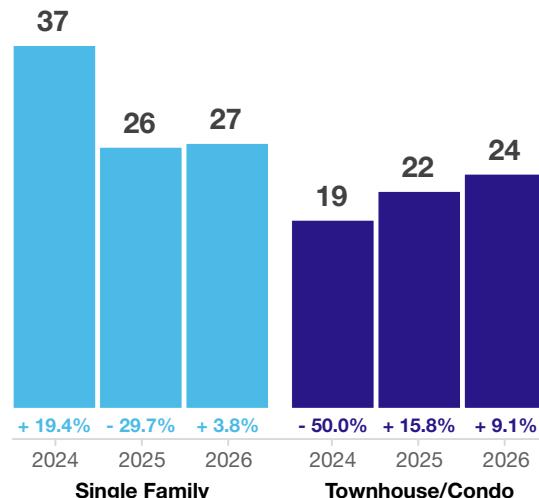


Days on Market Until Sale

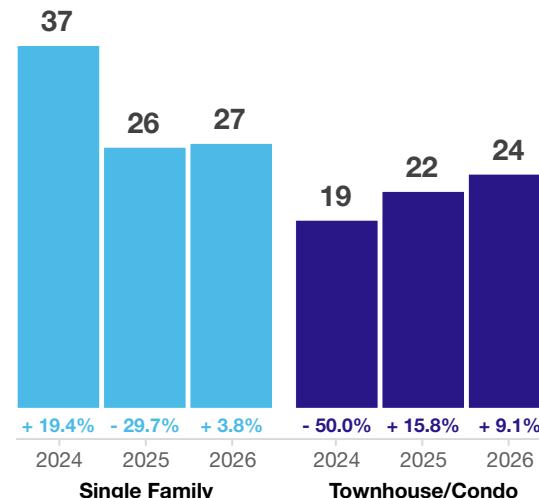
Average number of days between when a property is listed and when an offer is accepted in a given month.



January



Year to Date

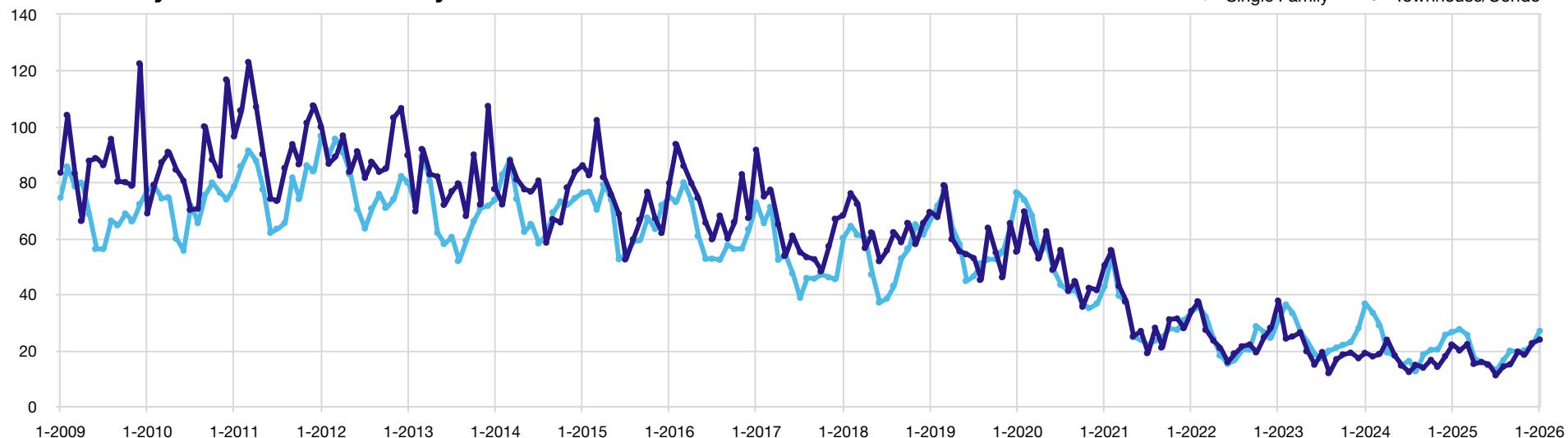


Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2025	27	- 18.2%	20	+ 11.1%
Mar-2025	25	- 13.8%	22	+ 15.8%
Apr-2025	17	- 10.5%	15	- 37.5%
May-2025	16	- 11.1%	16	- 11.1%
Jun-2025	15	0.0%	15	+ 7.1%
Jul-2025	13	- 18.8%	11	- 8.3%
Aug-2025	16	+ 33.3%	14	- 6.7%
Sep-2025	20	+ 11.1%	15	+ 7.1%
Oct-2025	19	- 5.0%	19	+ 18.8%
Nov-2025	20	0.0%	18	+ 28.6%
Dec-2025	22	- 12.0%	22	+ 22.2%
Jan-2026	27	+ 3.8%	24	+ 9.1%
12-Month Avg*	19	- 5.4%	17	+ 2.0%

* Days on Market for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Single Family Townhouse/Condo

Historical Days on Market Until Sale by Month

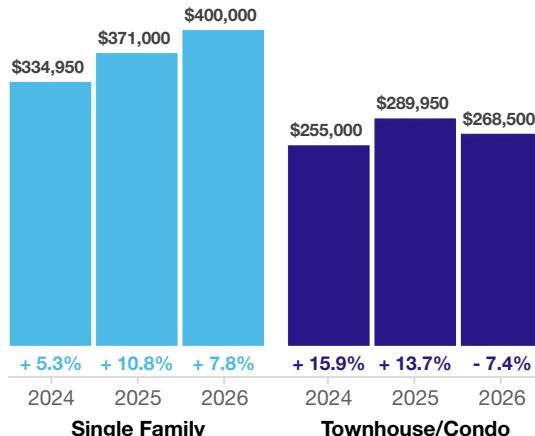


Median Sales Price

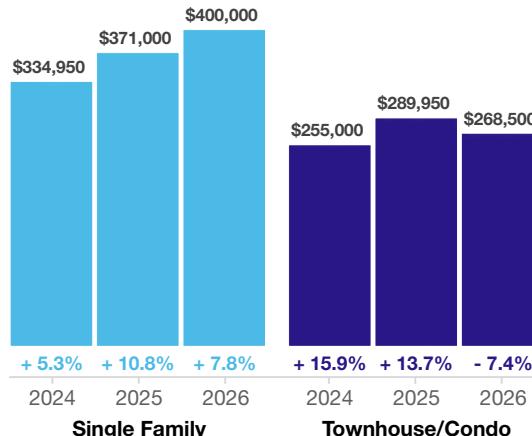
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January



Year to Date

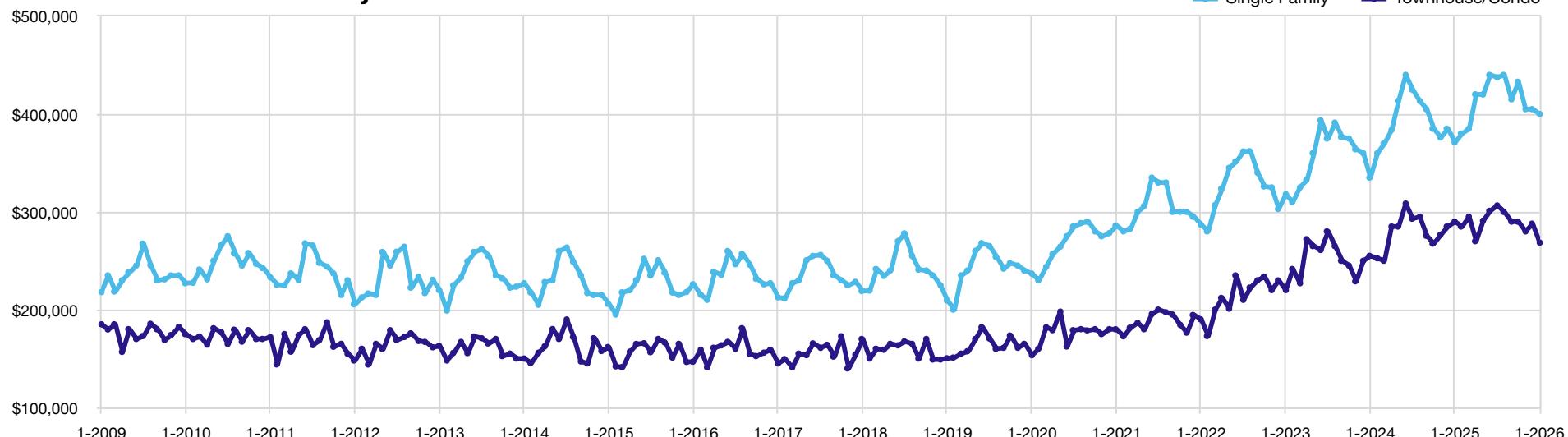


Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2025	\$380,000	+ 5.6%	\$285,000	+ 12.9%
Mar-2025	\$385,000	+ 4.1%	\$295,000	+ 18.0%
Apr-2025	\$420,169	+ 9.5%	\$270,000	- 5.3%
May-2025	\$420,000	+ 1.6%	\$291,000	+ 2.1%
Jun-2025	\$440,000	0.0%	\$301,000	- 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%
Nov-2025	\$405,000	+ 7.7%	\$280,000	+ 1.2%
Dec-2025	\$405,000	+ 5.2%	\$287,900	+ 1.0%
Jan-2026	\$400,000	+ 7.8%	\$268,500	- 7.4%
12-Month Avg*	\$420,000	+ 5.1%	\$290,000	+ 3.6%

* Median Sales Price for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Single Family Townhouse/Condo

Historical Median Sales Price by Month

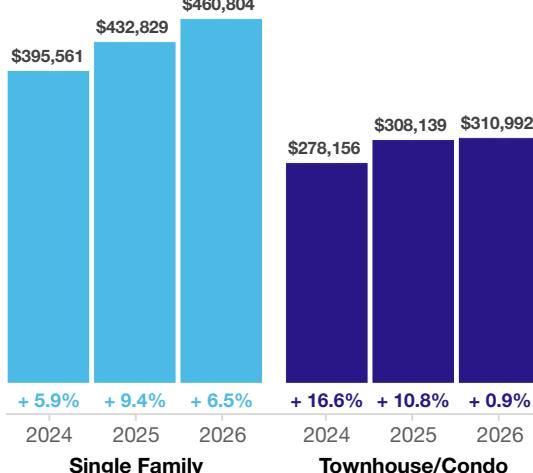


Average Sales Price

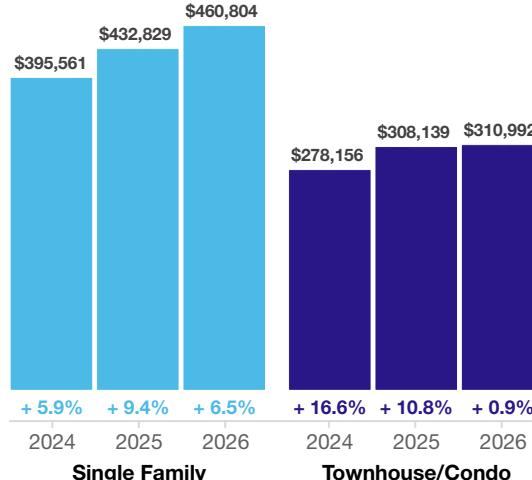
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



Year to Date

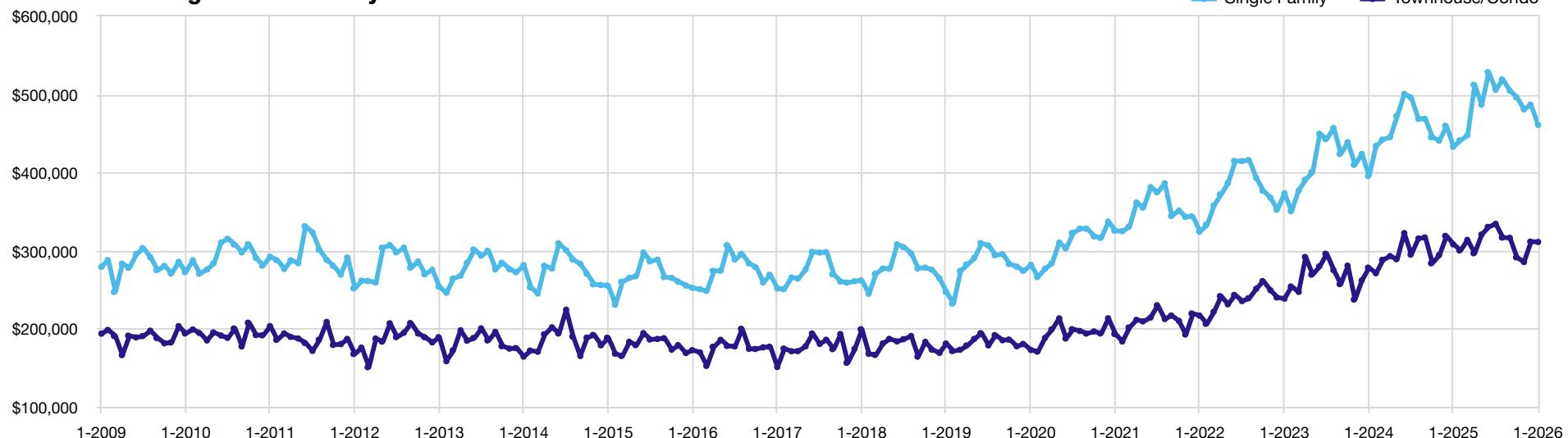


	Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2025	\$441,073		+ 1.6%	\$300,208	+ 10.8%
Mar-2025	\$447,562		+ 1.2%	\$313,629	+ 8.9%
Apr-2025	\$512,168		+ 15.0%	\$296,587	+ 1.3%
May-2025	\$486,703		+ 3.1%	\$320,529	+ 10.9%
Jun-2025	\$528,365		+ 5.6%	\$330,258	+ 2.4%
Jul-2025	\$505,807		+ 2.0%	\$334,206	+ 13.4%
Aug-2025	\$519,119		+ 10.8%	\$316,669	+ 0.4%
Sep-2025	\$504,662		+ 7.7%	\$316,314	- 0.1%
Oct-2025	\$496,360		+ 11.5%	\$291,335	+ 2.7%
Nov-2025	\$480,694		+ 9.1%	\$285,327	- 3.0%
Dec-2025	\$486,733		+ 5.9%	\$311,428	- 2.3%
Jan-2026	\$460,804		+ 6.5%	\$310,992	+ 0.9%
12-Month Avg*	\$494,598		+ 6.9%	\$311,628	+ 3.9%

* Avg. Sales Price for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Single Family Townhouse/Condo

Historical Average Sales Price by Month

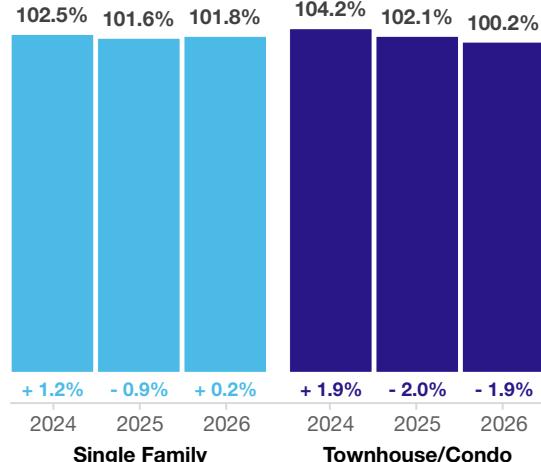


Percent of List Price Received

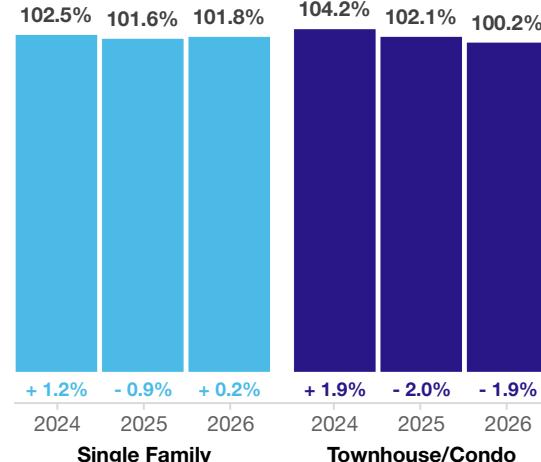
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



January



Year to Date

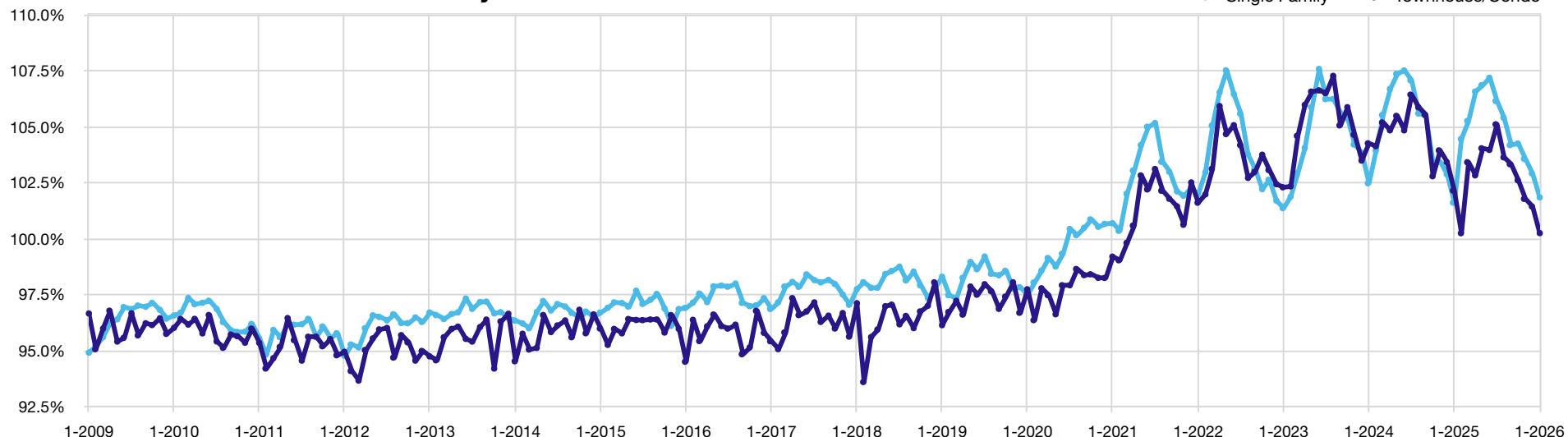


Pct. of List Price Received*	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2025	104.4%	+ 0.5%	100.2%	- 3.7%
Mar-2025	105.2%	- 0.3%	103.4%	- 1.7%
Apr-2025	106.6%	- 0.1%	102.8%	- 1.9%
May-2025	106.8%	- 0.5%	104.0%	- 1.4%
Jun-2025	107.2%	- 0.3%	103.9%	- 0.9%
Jul-2025	106.1%	- 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%
Nov-2025	103.5%	+ 0.1%	101.8%	- 2.0%
Dec-2025	102.9%	0.0%	101.4%	- 1.9%
Jan-2026	101.8%	+ 0.2%	100.2%	- 1.9%
12-Month Avg*	105.1%	- 0.1%	102.9%	- 1.6%

* Pct. of List Price Received for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Single Family Townhouse/Condo

Historical Percent of List Price Received by Month

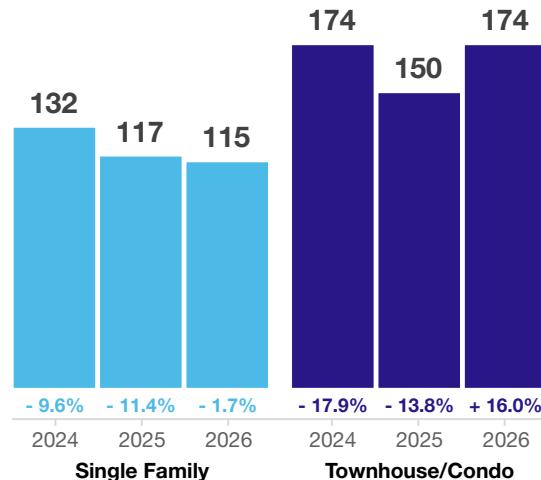


Housing Affordability Index

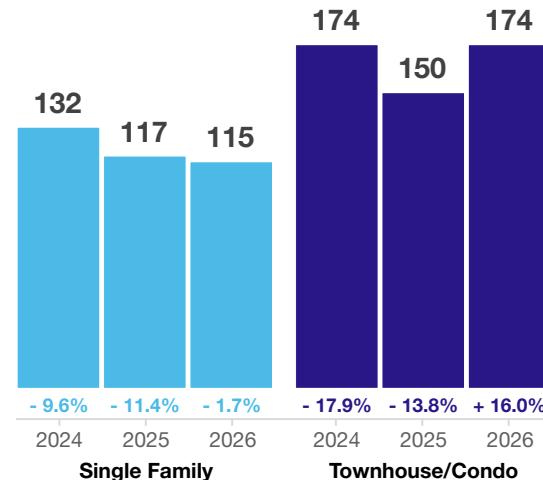
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



January

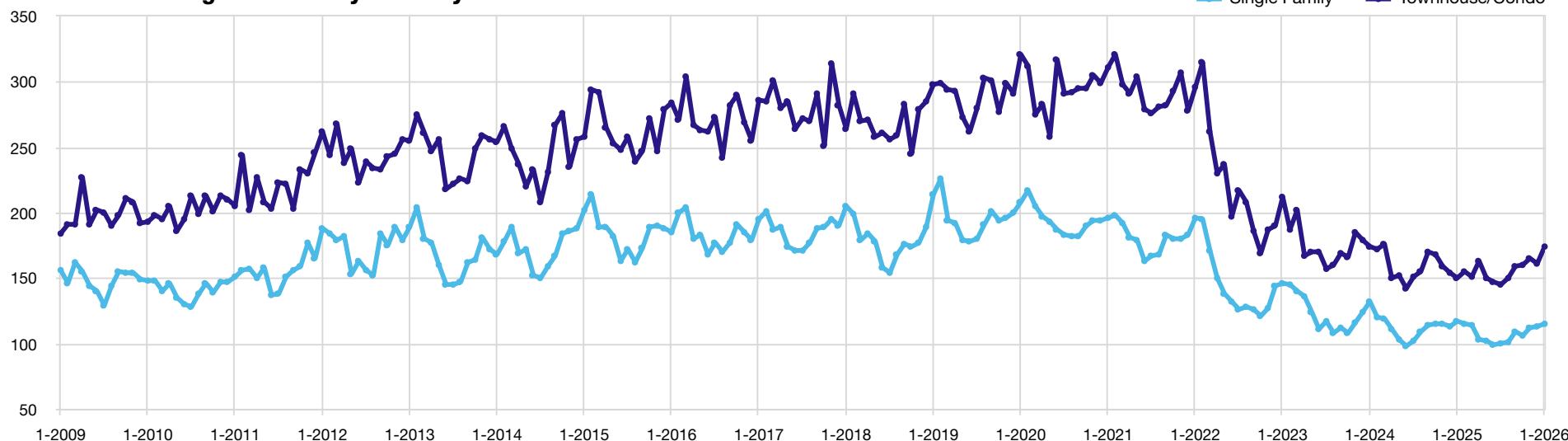


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2025	115	- 4.2%	155	- 9.9%
Mar-2025	114	- 4.2%	151	- 14.2%
Apr-2025	103	- 7.2%	163	+ 8.7%
May-2025	102	- 1.0%	150	- 1.3%
Jun-2025	99	+ 1.0%	147	+ 3.5%
Jul-2025	100	- 2.0%	145	- 4.0%
Aug-2025	101	- 7.3%	150	- 3.2%
Sep-2025	109	- 4.4%	159	- 6.5%
Oct-2025	106	- 7.8%	160	- 4.8%
Nov-2025	112	- 2.6%	165	+ 3.8%
Dec-2025	113	0.0%	161	+ 4.5%
Jan-2026	115	- 1.7%	174	+ 16.0%
12-Month Avg	107	- 3.6%	157	- 0.6%

Historical Housing Affordability Index by Month

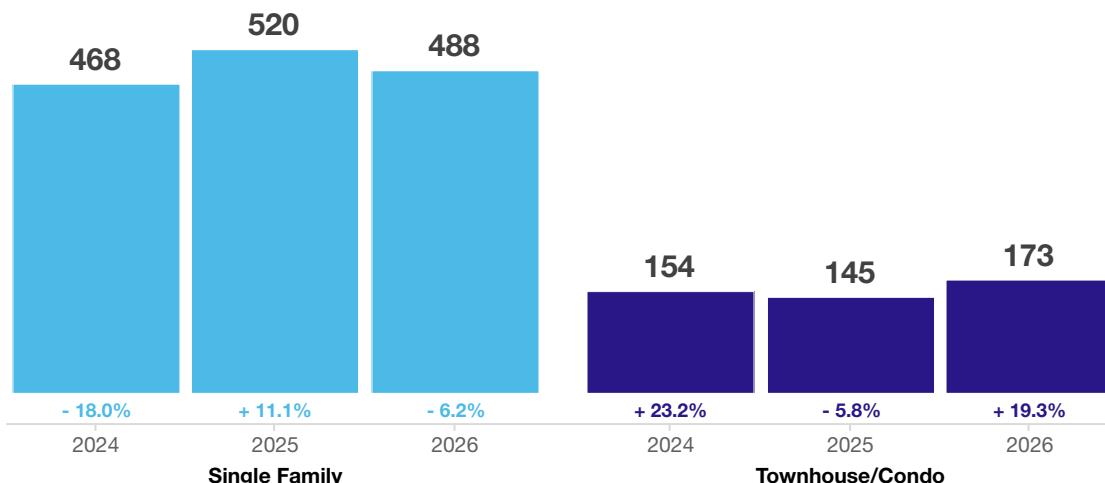


Inventory of Homes for Sale

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

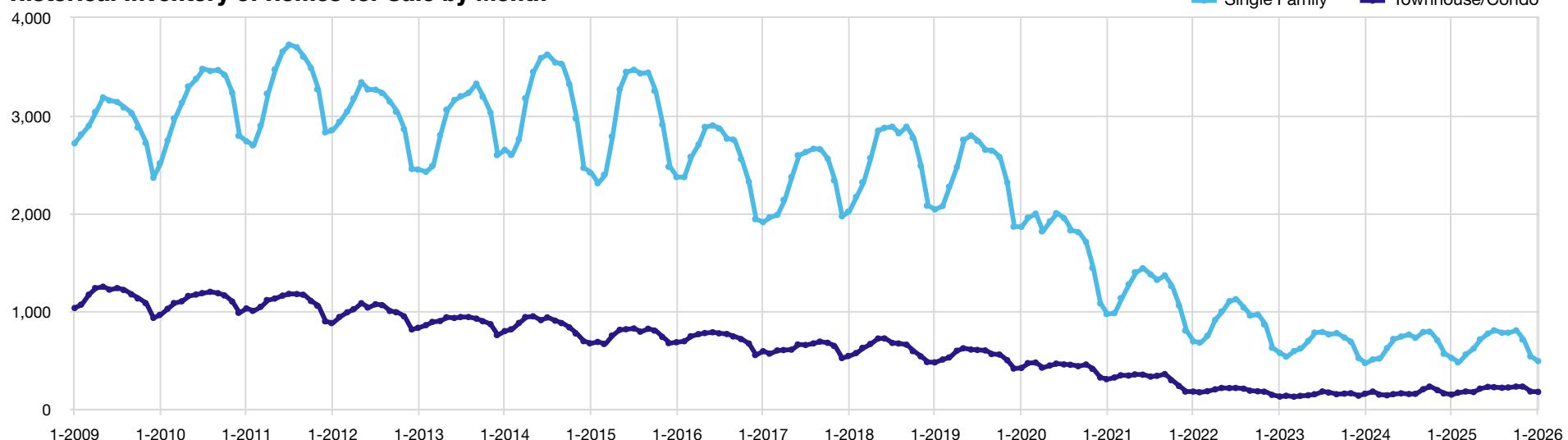


January



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	710	-0.6%	206	+37.3%
Jun-2025	769	+4.1%	224	+41.8%
Jul-2025	803	+5.8%	221	+46.4%
Aug-2025	778	+7.2%	215	+40.5%
Sep-2025	779	-0.8%	218	+9.0%
Oct-2025	802	+1.6%	227	0.0%
Nov-2025	708	+1.1%	227	+18.8%
Dec-2025	537	-4.6%	177	+12.7%
Jan-2026	488	-6.2%	173	+19.3%
12-Month Avg	669	+1.2%	200	+20.5%

Historical Inventory of Homes for Sale by Month

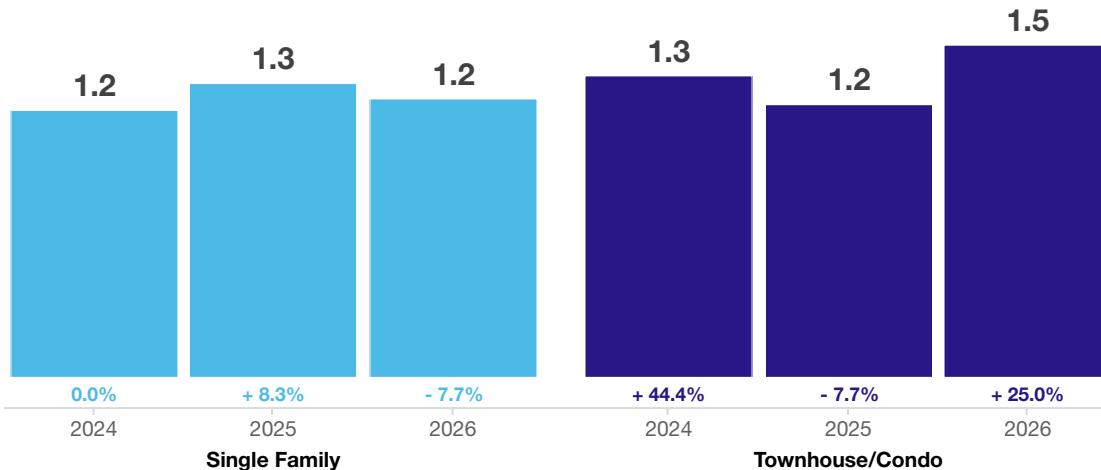


Months Supply of Inventory

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.



January

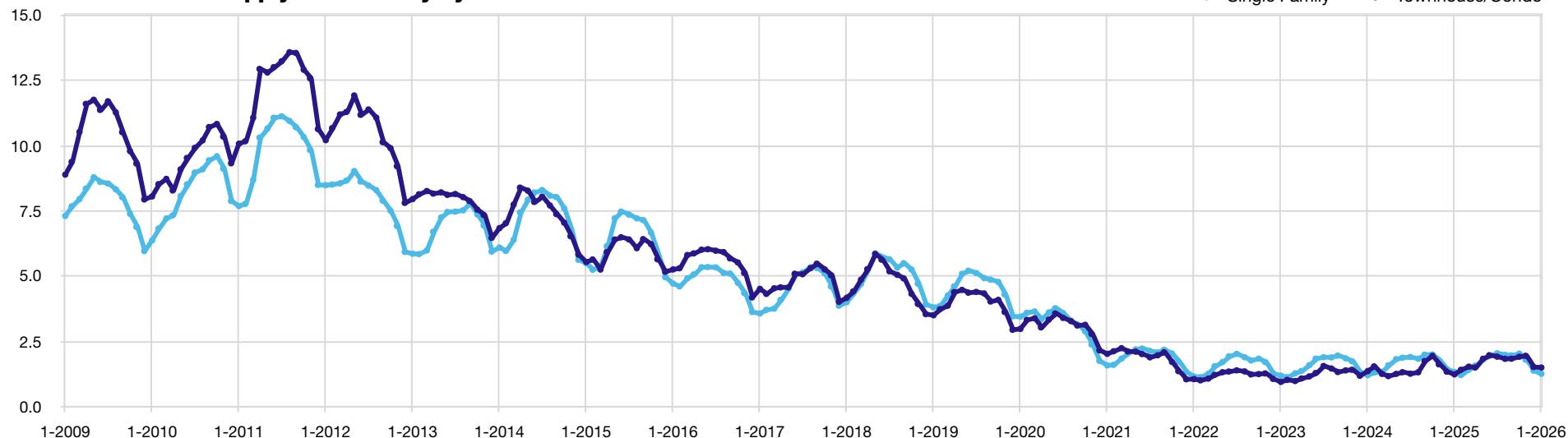


Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2025	1.2	- 7.7%	1.4	- 6.7%
Mar-2025	1.4	+ 7.7%	1.5	+ 25.0%
Apr-2025	1.5	- 6.3%	1.5	+ 36.4%
May-2025	1.8	0.0%	1.8	+ 50.0%
Jun-2025	1.9	+ 5.6%	1.9	+ 46.2%
Jul-2025	2.0	+ 5.3%	1.9	+ 58.3%
Aug-2025	2.0	+ 11.1%	1.8	+ 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%
Dec-2025	1.3	- 7.1%	1.5	+ 15.4%
Jan-2026	1.2	- 7.7%	1.5	+ 25.0%
12-Month Avg*	1.7	+ 1.1%	1.7	+ 22.2%

* Months Supply for all properties from February 2025 through January 2026. 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	1-2025		1-2026		% Change	YTD 2025	YTD 2026	% Change
		1-2025	7-2024	1-2025	7-2025				
New Listings		423		381		- 9.9%	423	381	- 9.9%
Pending Sales		398		361		- 9.3%	398	361	- 9.3%
Closed Sales		404		333		- 17.6%	404	333	- 17.6%
Days on Market Until Sale		25		26		+ 4.0%	25	26	+ 4.0%
Median Sales Price		\$350,000		\$370,000		+ 5.7%	\$350,000	\$370,000	+ 5.7%
Average Sales Price		\$400,731		\$426,613		+ 6.5%	\$400,731	\$426,613	+ 6.5%
Percent of List Price Received		101.7%		101.5%		- 0.2%	101.7%	101.5%	- 0.2%
Housing Affordability Index		124		124		0.0%	124	124	0.0%
Inventory of Homes for Sale		665		661		- 0.6%	—	—	—
Months Supply of Inventory		1.3		1.3		0.0%	—	—	—