

# Monthly Indicators

Eastern Connecticut Association of REALTORS®

SMART M L S



## April 2025

U.S. existing-home sales decreased 5.9% month-over-month and 2.4% year-over-year to a seasonally adjusted annual rate of 4.02 million units, according to the National Association of REALTORS® (NAR), as affordability challenges and economic uncertainty weigh on market activity. Sales were down month-over-month in all four regions, with the West experiencing the largest decline, at 9.4%.

New Listings increased 6.3 percent for Single Family homes but decreased 3.7 percent for Townhouse/Condo homes. Pending Sales increased 9.0 percent for Single Family homes and 38.7 percent for Townhouse/Condo homes. Inventory increased 1.8 percent for Single Family homes but decreased 1.2 percent for Townhouse/Condo homes.

Median Sales Price increased 7.6 percent to \$397,000 for Single Family homes but decreased 3.9 percent to \$259,500 for Townhouse/Condo homes. Days on Market increased 40.9 percent for Single Family homes but decreased 53.5 percent for Townhouse/Condo homes. Months Supply of Inventory remained flat for Single Family homes but decreased 4.5 percent for Townhouse/Condo properties.

Total housing inventory increased 8.1% month-over-month for a total of 1.33 million units heading into April, equivalent to a 4.0-month supply at the current sales pace, according to NAR. Although inventory is up nearly 20% from the same time last year, the additional supply has had little effect on home prices across much of the country, with the national median existing-home price climbing 2.7% year-over-year to \$403,700 as of last measure.

## Quick Facts

**+ 6.4%**

Change in  
**Closed Sales**  
All Properties

**+ 7.6%**

Change in  
**Median Sales Price**  
All Properties

**+ 1.3%**

Change in  
**Homes for Sale**  
All Properties

This report covers residential real estate activity in the Eastern Connecticut 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 | 4-2024    | 4-2025    | % Change | YTD 2024  | YTD 2025  | % Change |
|--------------------------------|----------------------|-----------|-----------|----------|-----------|-----------|----------|
| New Listings                   |                      | 331       | 352       | + 6.3%   | 1,076     | 1,074     | - 0.2%   |
| Pending Sales                  |                      | 245       | 267       | + 9.0%   | 862       | 848       | - 1.6%   |
| Closed Sales                   |                      | 183       | 198       | + 8.2%   | 740       | 745       | + 0.7%   |
| Days on Market Until Sale      |                      | 22        | 31        | + 40.9%  | 30        | 32        | + 6.7%   |
| Median Sales Price             |                      | \$369,000 | \$397,000 | + 7.6%   | \$341,000 | \$373,000 | + 9.4%   |
| Average Sales Price            |                      | \$438,082 | \$420,746 | - 4.0%   | \$391,498 | \$427,716 | + 9.3%   |
| Percent of List Price Received |                      | 102.1%    | 101.5%    | - 0.6%   | 101.8%    | 100.7%    | - 1.1%   |
| Housing Affordability Index    |                      | 99        | 95        | - 4.0%   | 107       | 101       | - 5.6%   |
| Inventory of Homes for Sale    |                      | 446       | 454       | + 1.8%   | —         | —         | —        |
| Months Supply of Inventory     |                      | 1.9       | 1.9       | 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.

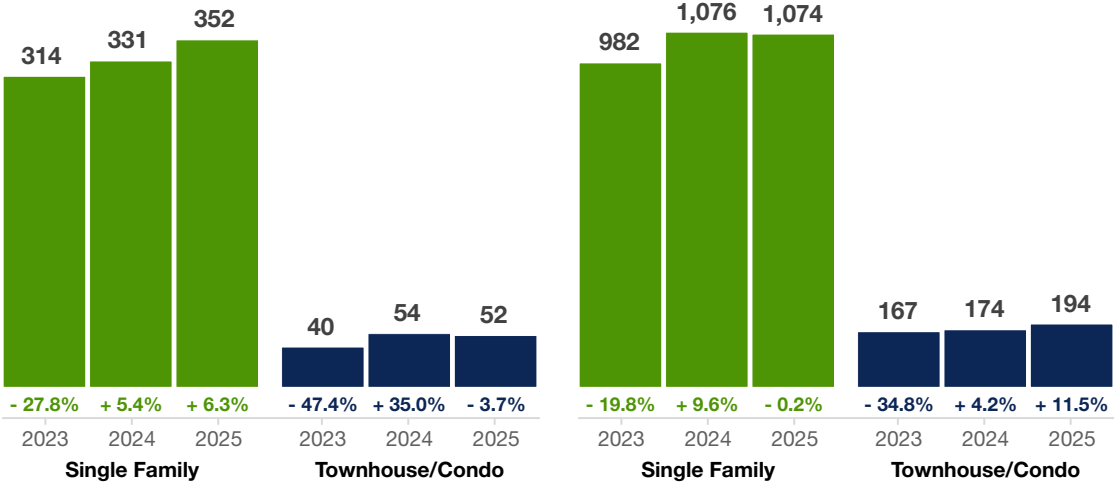


| Key Metrics                    | Historical Sparkbars | 4-2024    | 4-2025    | % Change | YTD 2024  | YTD 2025  | % Change |
|--------------------------------|----------------------|-----------|-----------|----------|-----------|-----------|----------|
| New Listings                   |                      | 54        | 52        | - 3.7%   | 174       | 194       | + 11.5%  |
| Pending Sales                  |                      | 31        | 43        | + 38.7%  | 135       | 151       | + 11.9%  |
| Closed Sales                   |                      | 35        | 34        | - 2.9%   | 121       | 146       | + 20.7%  |
| Days on Market Until Sale      |                      | 43        | 20        | - 53.5%  | 31        | 29        | - 6.5%   |
| Median Sales Price             |                      | \$270,000 | \$259,500 | - 3.9%   | \$230,000 | \$251,650 | + 9.4%   |
| Average Sales Price            |                      | \$354,371 | \$290,018 | - 18.2%  | \$280,536 | \$317,568 | + 13.2%  |
| Percent of List Price Received |                      | 100.6%    | 101.7%    | + 1.1%   | 100.8%    | 100.3%    | - 0.5%   |
| Housing Affordability Index    |                      | 135       | 145       | + 7.4%   | 159       | 150       | - 5.7%   |
| Inventory of Homes for Sale    |                      | 84        | 83        | - 1.2%   | —         | —         | —        |
| Months Supply of Inventory     |                      | 2.2       | 2.1       | - 4.5%   | —         | —         | —        |

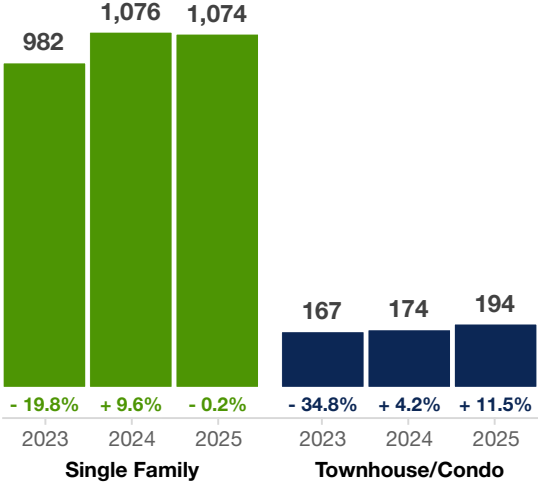
# New Listings

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

## April

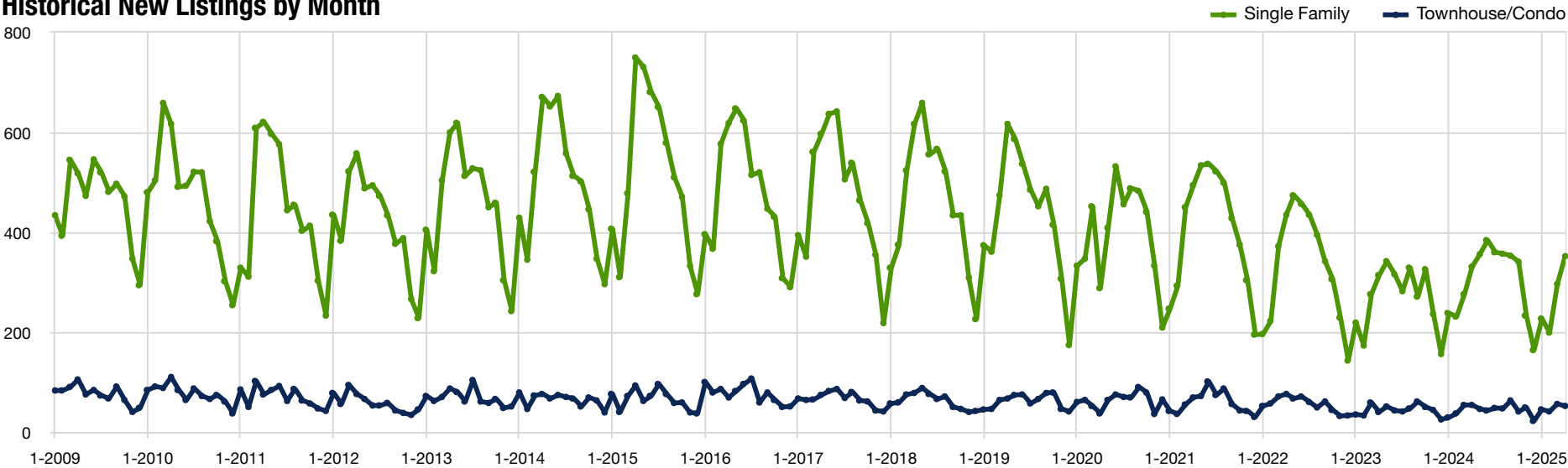


## Year to Date



| New Listings | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|--------------|---------------|-----------------------|-------------------|-----------------------|
| May-2024     | 356           | + 4.1%                | 46                | - 9.8%                |
| Jun-2024     | 384           | + 21.5%               | 43                | 0.0%                  |
| Jul-2024     | 360           | + 27.7%               | 48                | + 17.1%               |
| Aug-2024     | 357           | + 8.5%                | 47                | 0.0%                  |
| Sep-2024     | 353           | + 30.3%               | 63                | + 3.3%                |
| Oct-2024     | 341           | + 4.6%                | 41                | - 18.0%               |
| Nov-2024     | 233           | - 1.3%                | 49                | + 11.4%               |
| Dec-2024     | 164           | + 5.1%                | 22                | - 12.0%               |
| Jan-2025     | 227           | - 4.6%                | 45                | + 55.2%               |
| Feb-2025     | 199           | - 13.9%               | 41                | + 10.8%               |
| Mar-2025     | 296           | + 7.2%                | 56                | + 3.7%                |
| Apr-2025     | 352           | + 6.3%                | 52                | - 3.7%                |
| 12-Month Avg | 302           | + 8.6%                | 46                | + 2.2%                |

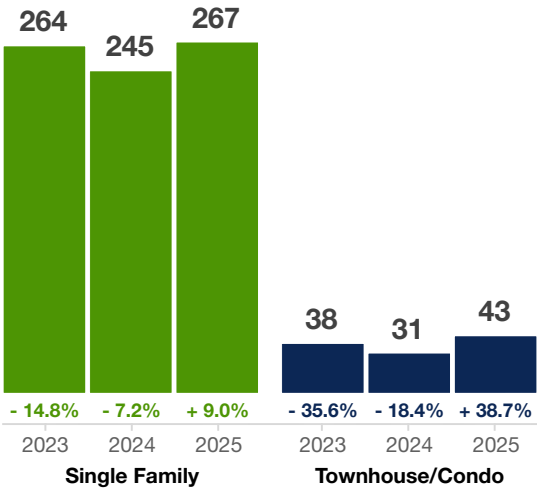
## Historical New Listings by Month



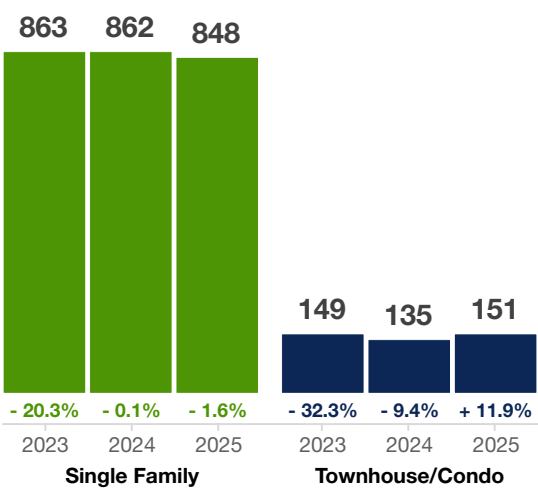
# Pending Sales

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

## April

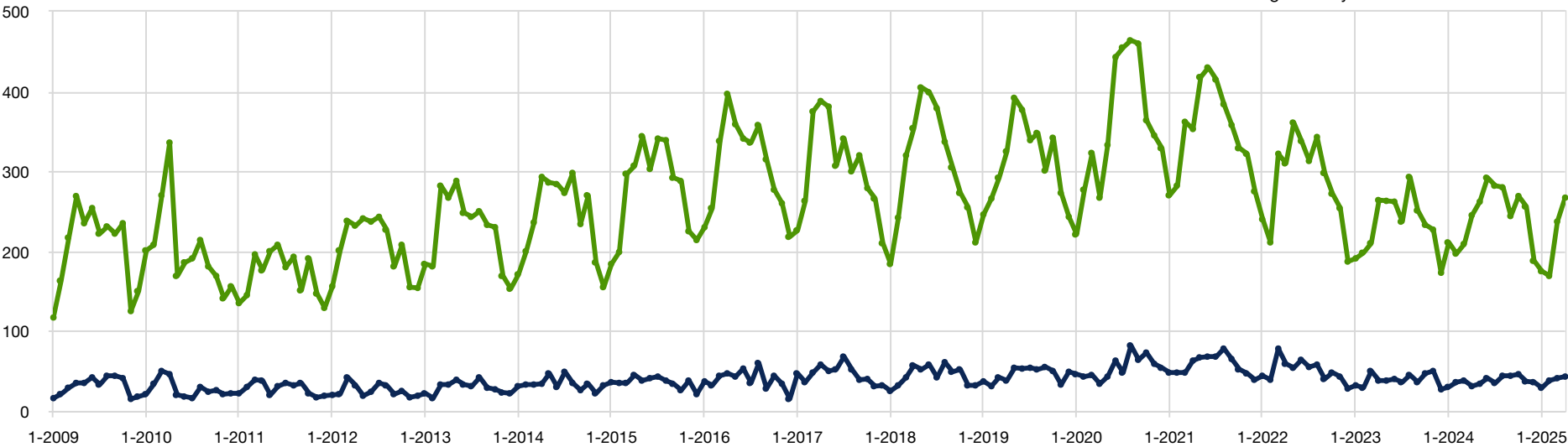


## Year to Date



| Pending Sales | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|---------------|---------------|-----------------------|-------------------|-----------------------|
| May-2024      | 262           | - 0.4%                | 34                | - 10.5%               |
| Jun-2024      | 292           | + 11.5%               | 41                | + 2.5%                |
| Jul-2024      | 282           | + 19.0%               | 35                | - 2.8%                |
| Aug-2024      | 280           | - 4.4%                | 44                | - 2.2%                |
| Sep-2024      | 244           | - 2.8%                | 44                | + 22.2%               |
| Oct-2024      | 269           | + 15.5%               | 46                | - 2.1%                |
| Nov-2024      | 256           | + 12.8%               | 37                | - 26.0%               |
| Dec-2024      | 188           | + 8.7%                | 36                | + 33.3%               |
| Jan-2025      | 175           | - 17.1%               | 29                | - 3.3%                |
| Feb-2025      | 169           | - 14.2%               | 38                | + 5.6%                |
| Mar-2025      | 237           | + 13.4%               | 41                | + 7.9%                |
| Apr-2025      | 267           | + 9.0%                | 43                | + 38.7%               |
| 12-Month Avg  | 243           | + 4.3%                | 39                | + 2.6%                |

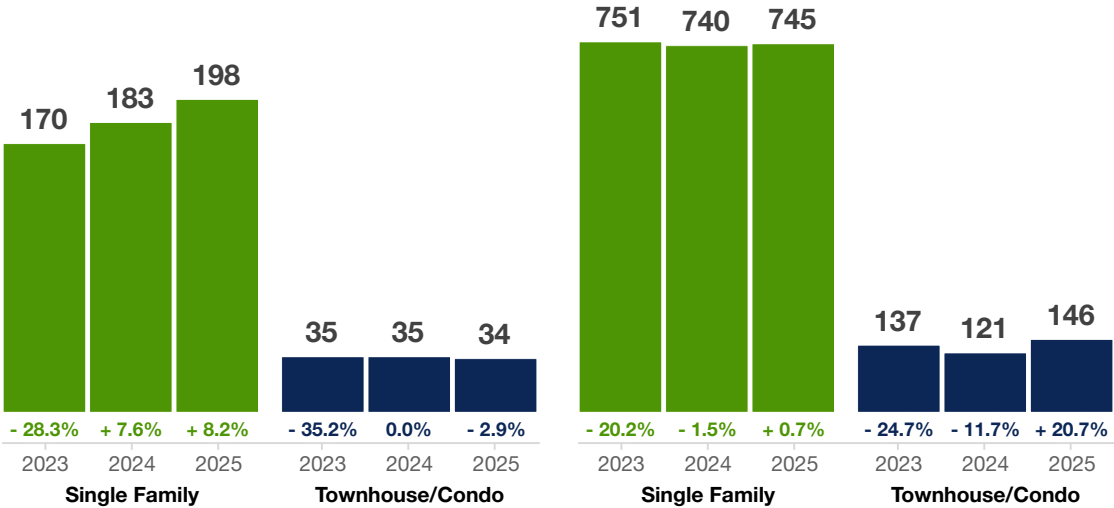
## Historical Pending Sales by Month



# Closed Sales

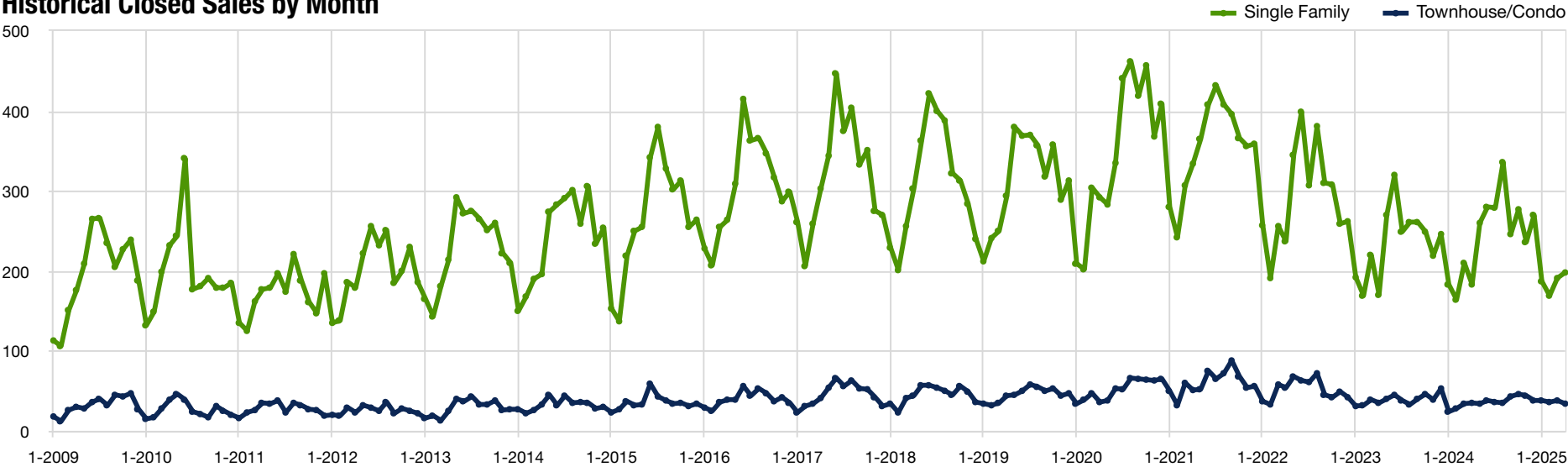
A count of the actual sales that closed in a given month.

## April



| Closed Sales | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|--------------|---------------|-----------------------|-------------------|-----------------------|
| May-2024     | 260           | - 3.7%                | 34                | - 15.0%               |
| Jun-2024     | 280           | - 12.5%               | 38                | - 15.6%               |
| Jul-2024     | 279           | + 12.0%               | 36                | - 5.3%                |
| Aug-2024     | 336           | + 28.7%               | 35                | + 6.1%                |
| Sep-2024     | 246           | - 5.7%                | 43                | + 7.5%                |
| Oct-2024     | 277           | + 11.2%               | 46                | 0.0%                  |
| Nov-2024     | 236           | + 7.8%                | 44                | + 12.8%               |
| Dec-2024     | 270           | + 9.8%                | 38                | - 28.3%               |
| Jan-2025     | 187           | + 2.2%                | 38                | + 58.3%               |
| Feb-2025     | 169           | + 3.0%                | 36                | + 28.6%               |
| Mar-2025     | 191           | - 9.0%                | 38                | + 11.8%               |
| Apr-2025     | 198           | + 8.2%                | 34                | - 2.9%                |
| 12-Month Avg | 244           | + 3.8%                | 38                | 0.0%                  |

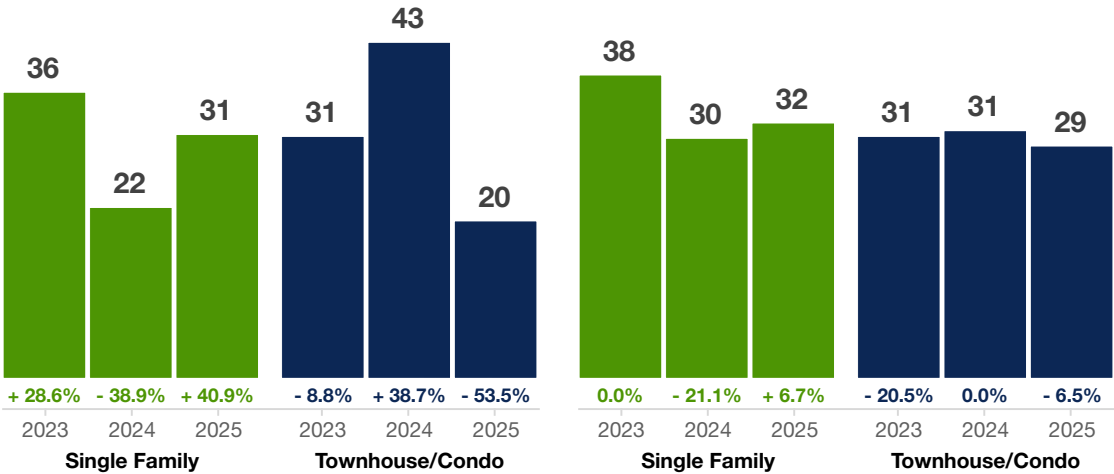
## Historical Closed Sales by Month



# 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.

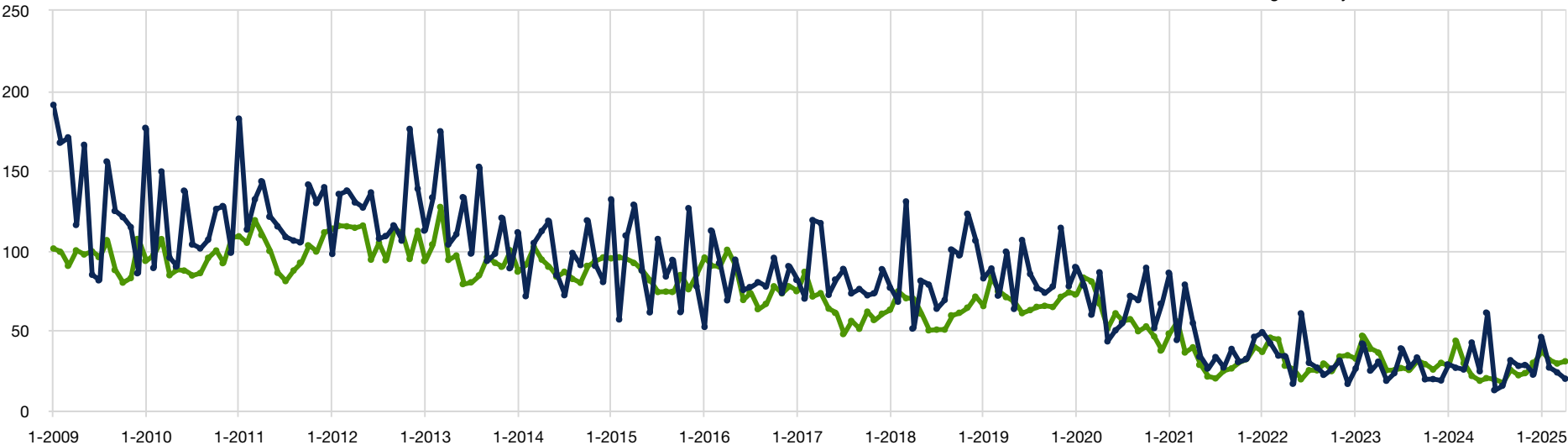
## April



| Days on Market | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|----------------|---------------|-----------------------|-------------------|-----------------------|
| May-2024       | 19            | - 24.0%               | 25                | + 31.6%               |
| Jun-2024       | 20            | - 20.0%               | 61                | + 165.2%              |
| Jul-2024       | 19            | - 29.6%               | 13                | - 66.7%               |
| Aug-2024       | 17            | - 32.0%               | 16                | - 40.7%               |
| Sep-2024       | 25            | - 19.4%               | 31                | - 6.1%                |
| Oct-2024       | 22            | - 24.1%               | 28                | + 40.0%               |
| Nov-2024       | 23            | - 11.5%               | 28                | + 40.0%               |
| Dec-2024       | 30            | 0.0%                  | 22                | + 15.8%               |
| Jan-2025       | 37            | + 32.1%               | 46                | + 58.6%               |
| Feb-2025       | 32            | - 27.3%               | 27                | 0.0%                  |
| Mar-2025       | 29            | - 3.3%                | 24                | - 7.7%                |
| Apr-2025       | 31            | + 40.9%               | 20                | - 53.5%               |
| 12-Month Avg*  | 24            | - 12.7%               | 29                | + 9.2%                |

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

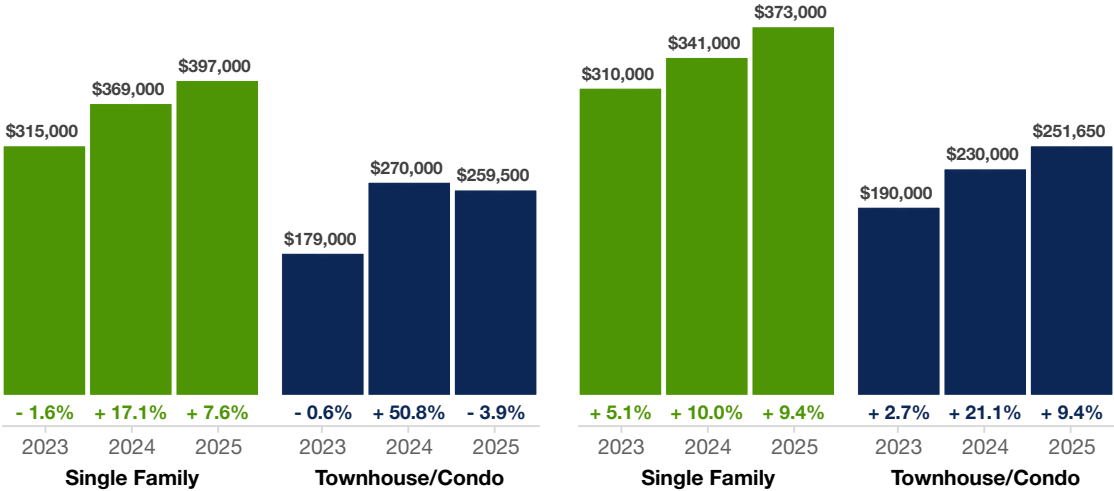
## Historical Days on Market Until Sale by Month



# 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.

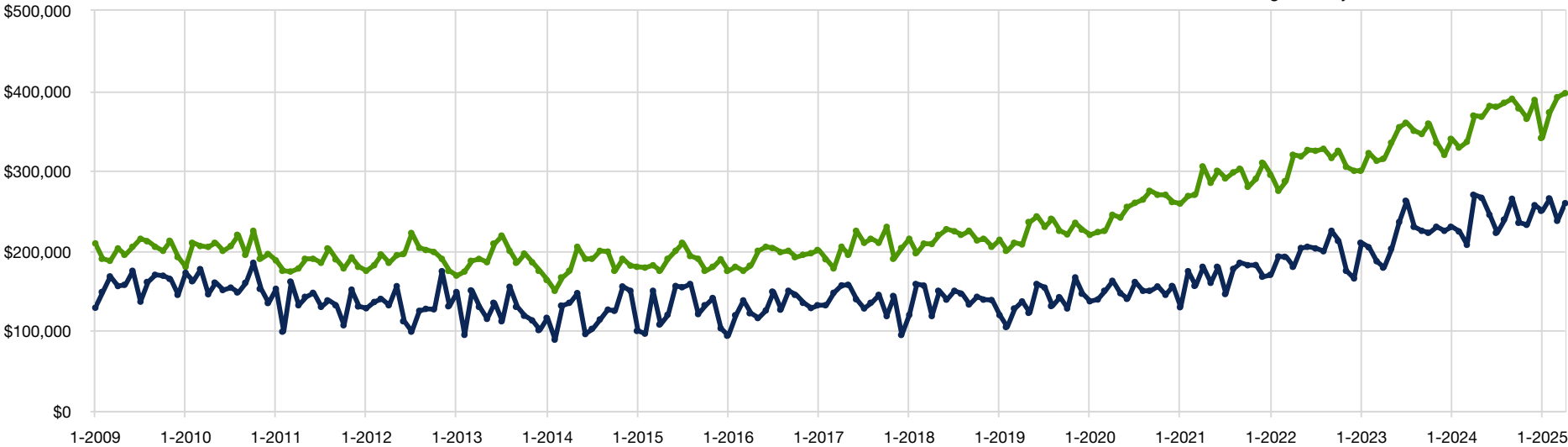
## April



| Median Sales Price | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|--------------------|---------------|-----------------------|-------------------|-----------------------|
| May-2024           | \$367,500     | + 9.7%                | \$266,250         | + 31.5%               |
| Jun-2024           | \$381,000     | + 7.5%                | \$245,000         | + 3.8%                |
| Jul-2024           | \$380,000     | + 5.6%                | \$222,500         | - 15.2%               |
| Aug-2024           | \$385,000     | + 10.0%               | \$239,000         | + 3.9%                |
| Sep-2024           | \$390,000     | + 12.7%               | \$265,000         | + 17.8%               |
| Oct-2024           | \$378,000     | + 5.3%                | \$235,000         | + 5.6%                |
| Nov-2024           | \$365,000     | + 9.0%                | \$232,500         | + 1.1%                |
| Dec-2024           | \$388,500     | + 21.4%               | \$257,000         | + 14.2%               |
| Jan-2025           | \$341,000     | + 0.3%                | \$250,000         | + 8.7%                |
| Feb-2025           | \$373,000     | + 13.4%               | \$265,500         | + 18.4%               |
| Mar-2025           | \$392,000     | + 16.6%               | \$237,500         | + 14.5%               |
| Apr-2025           | \$397,000     | + 7.6%                | \$259,500         | - 3.9%                |
| 12-Month Avg*      | \$379,000     | + 9.9%                | \$245,000         | + 6.5%                |

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

## Historical Median Sales Price by Month

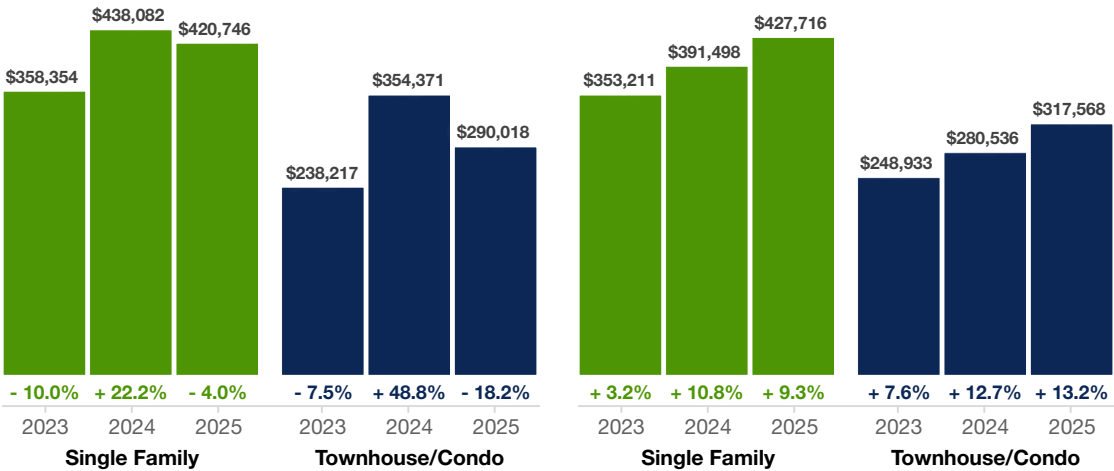




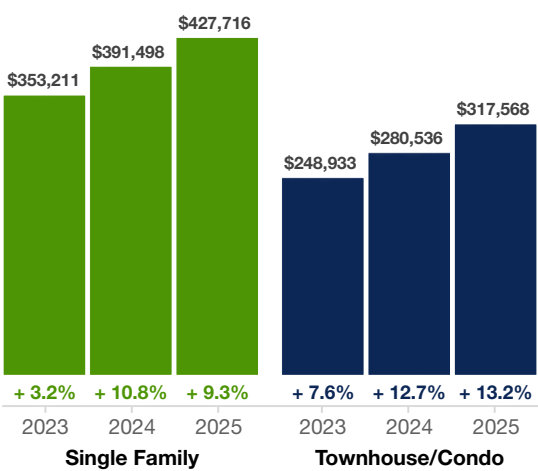
# Average Sales Price

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

## April



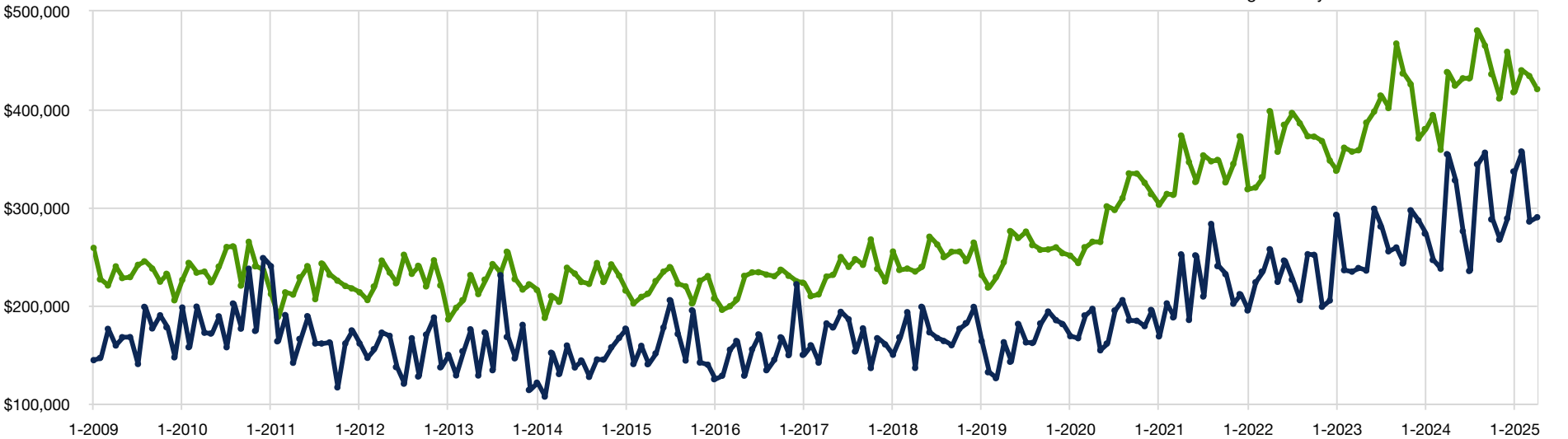
## Year to Date



| Avg. Sales Price | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|------------------|---------------|-----------------------|-------------------|-----------------------|
| May-2024         | \$424,282     | + 9.8%                | \$327,806         | + 39.1%               |
| Jun-2024         | \$431,764     | + 8.5%                | \$275,806         | - 7.7%                |
| Jul-2024         | \$431,643     | + 4.2%                | \$235,236         | - 16.2%               |
| Aug-2024         | \$480,505     | + 19.7%               | \$344,014         | + 34.8%               |
| Sep-2024         | \$465,049     | - 0.5%                | \$355,830         | + 37.3%               |
| Oct-2024         | \$435,928     | - 0.2%                | \$287,825         | + 18.5%               |
| Nov-2024         | \$411,092     | - 3.4%                | \$267,139         | - 10.1%               |
| Dec-2024         | \$458,742     | + 23.9%               | \$288,811         | + 0.7%                |
| Jan-2025         | \$417,594     | + 9.9%                | \$336,701         | + 23.1%               |
| Feb-2025         | \$439,900     | + 11.6%               | \$357,075         | + 44.9%               |
| Mar-2025         | \$434,072     | + 21.0%               | \$285,657         | + 20.2%               |
| Apr-2025         | \$420,746     | - 4.0%                | \$290,018         | - 18.2%               |
| 12-Month Avg*    | \$439,661     | + 8.2%                | \$303,847         | + 11.3%               |

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

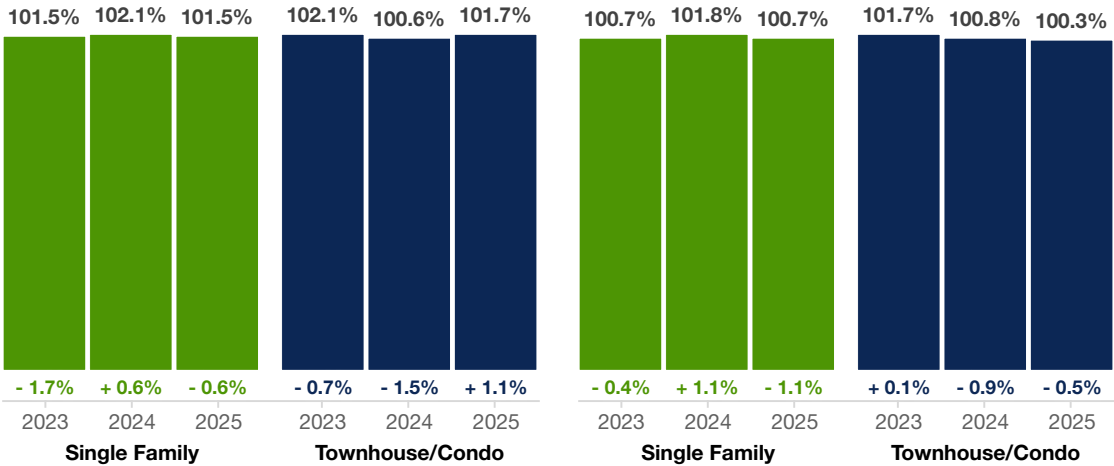
## Historical Average Sales Price by Month



# 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.

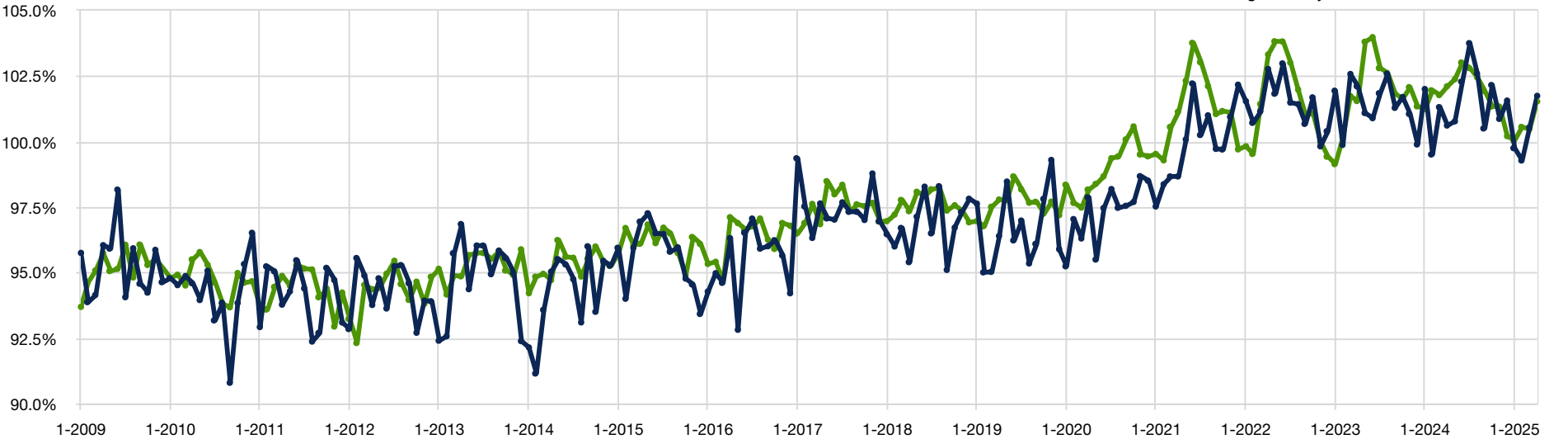
## April



| Pct. of List Price Received | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|-----------------------------|---------------|-----------------------|-------------------|-----------------------|
| May-2024                    | 102.4%        | - 1.3%                | 100.8%            | - 0.3%                |
| Jun-2024                    | 103.0%        | - 1.0%                | 102.3%            | + 1.4%                |
| Jul-2024                    | 102.8%        | 0.0%                  | 103.8%            | + 2.0%                |
| Aug-2024                    | 102.5%        | - 0.1%                | 102.6%            | 0.0%                  |
| Sep-2024                    | 101.9%        | + 0.1%                | 100.5%            | - 0.8%                |
| Oct-2024                    | 101.3%        | - 0.3%                | 102.2%            | + 0.5%                |
| Nov-2024                    | 101.3%        | - 0.8%                | 100.9%            | - 0.2%                |
| Dec-2024                    | 100.2%        | - 1.1%                | 101.6%            | + 1.7%                |
| Jan-2025                    | 100.0%        | - 1.2%                | 99.7%             | - 2.3%                |
| Feb-2025                    | 100.6%        | - 1.4%                | 99.3%             | - 0.2%                |
| Mar-2025                    | 100.5%        | - 1.3%                | 100.5%            | - 0.8%                |
| Apr-2025                    | 101.5%        | - 0.6%                | 101.7%            | + 1.1%                |
| 12-Month Avg*               | 101.6%        | - 0.7%                | 101.3%            | + 0.2%                |

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

## Historical Percent of List Price Received by Month

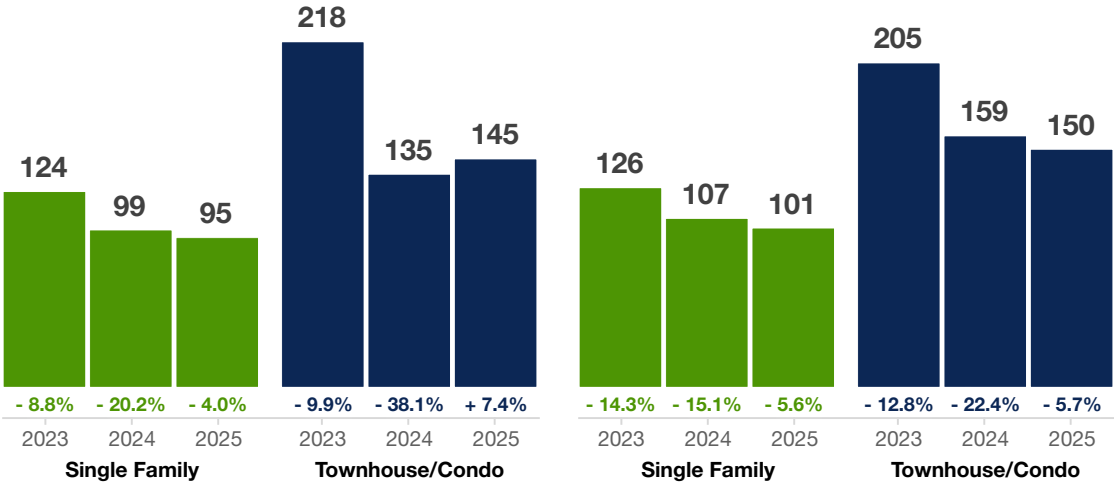


# Housing Affordability Index

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.

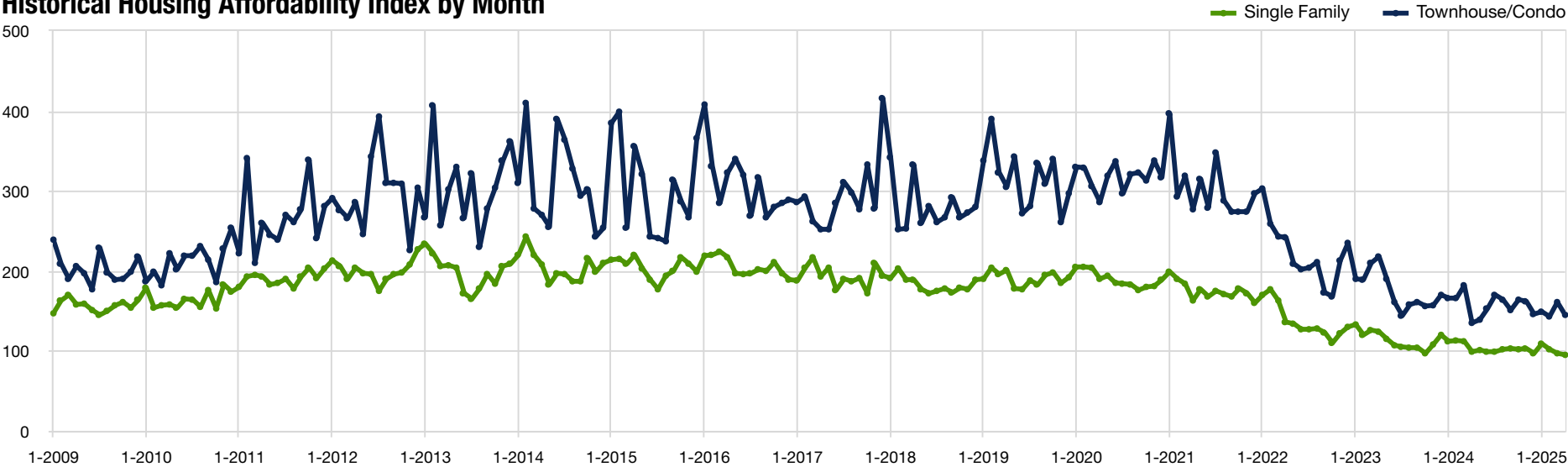
## April

## Year to Date



| Affordability Index | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|---------------------|---------------|-----------------------|-------------------|-----------------------|
| May-2024            | 101           | - 12.2%               | 139               | - 26.8%               |
| Jun-2024            | 99            | - 7.5%                | 153               | - 5.0%                |
| Jul-2024            | 99            | - 5.7%                | 170               | + 18.1%               |
| Aug-2024            | 102           | - 1.9%                | 164               | + 3.8%                |
| Sep-2024            | 103           | - 1.0%                | 151               | - 6.2%                |
| Oct-2024            | 102           | + 5.2%                | 164               | + 5.1%                |
| Nov-2024            | 103           | - 4.6%                | 162               | + 3.2%                |
| Dec-2024            | 97            | - 19.2%               | 146               | - 14.1%               |
| Jan-2025            | 109           | - 2.7%                | 149               | - 10.2%               |
| Feb-2025            | 102           | - 9.7%                | 143               | - 13.9%               |
| Mar-2025            | 97            | - 13.4%               | 161               | - 11.5%               |
| Apr-2025            | 95            | - 4.0%                | 145               | + 7.4%                |
| 12-Month Avg        | 101           | - 6.5%                | 154               | - 4.9%                |

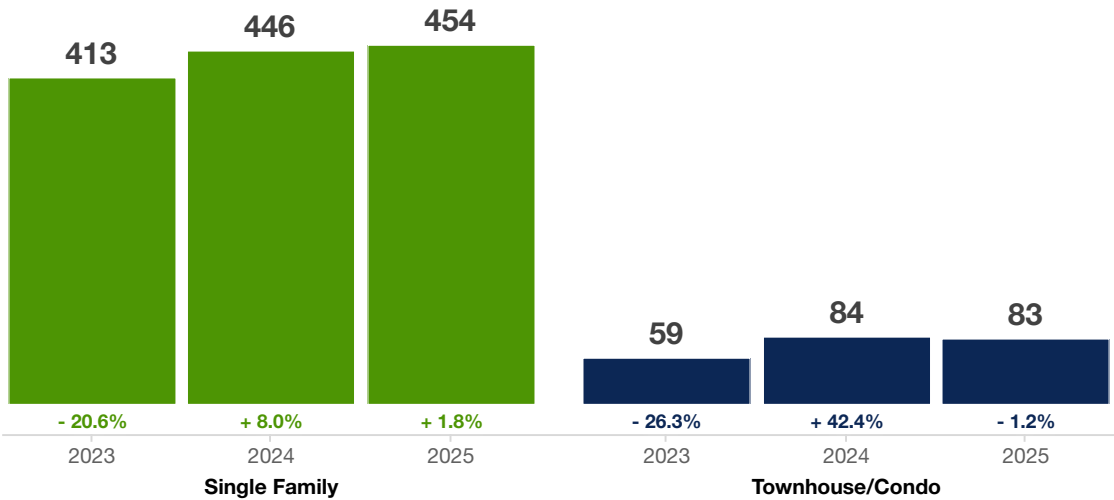
## Historical Housing Affordability Index by Month



# Inventory of Homes for Sale

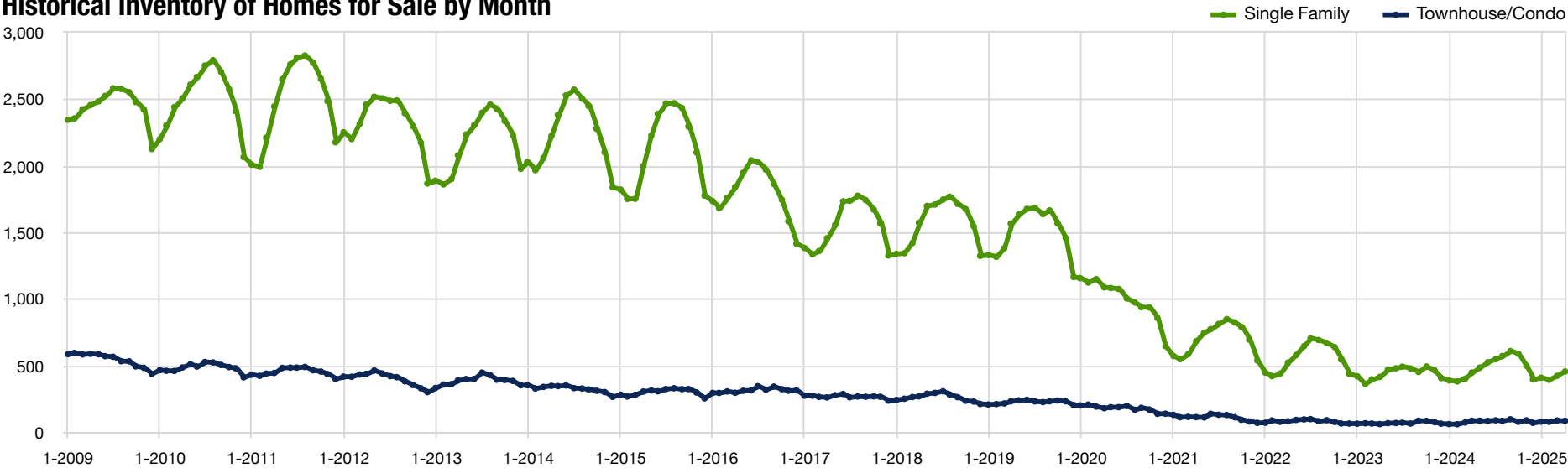
The number of properties available for sale in active status at the end of a given month.

## April



| Homes for Sale | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|----------------|---------------|-----------------------|-------------------|-----------------------|
| May-2024       | 483           | + 3.4%                | 84                | + 27.3%               |
| Jun-2024       | 523           | + 9.4%                | 83                | + 23.9%               |
| Jul-2024       | 547           | + 11.6%               | 87                | + 26.1%               |
| Aug-2024       | 570           | + 19.5%               | 83                | + 31.7%               |
| Sep-2024       | 607           | + 34.9%               | 95                | + 13.1%               |
| Oct-2024       | 587           | + 19.6%               | 76                | - 8.4%                |
| Nov-2024       | 497           | + 7.6%                | 87                | + 19.2%               |
| Dec-2024       | 394           | - 2.5%                | 68                | + 9.7%                |
| Jan-2025       | 407           | + 5.2%                | 77                | + 30.5%               |
| Feb-2025       | 392           | + 3.4%                | 76                | + 31.0%               |
| Mar-2025       | 421           | + 5.3%                | 86                | + 21.1%               |
| Apr-2025       | 454           | + 1.8%                | 83                | - 1.2%                |
| 12-Month Avg   | 490           | + 10.4%               | 82                | + 17.1%               |

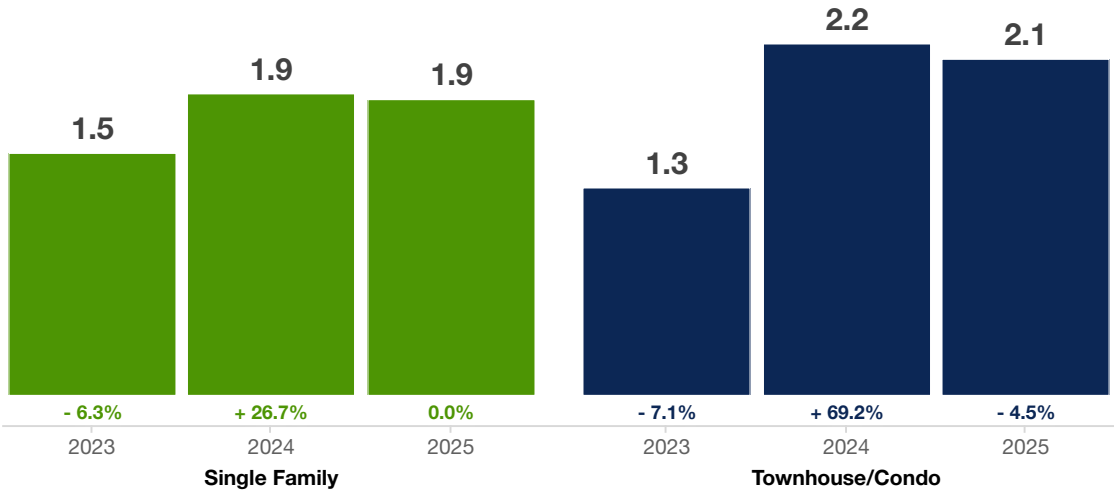
## Historical Inventory of Homes for Sale by Month



# 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.

## April



| Months Supply | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|---------------|---------------|-----------------------|-------------------|-----------------------|
| May-2024      | 2.1           | + 16.7%               | 2.2               | + 46.7%               |
| Jun-2024      | 2.2           | + 15.8%               | 2.2               | + 37.5%               |
| Jul-2024      | 2.3           | + 15.0%               | 2.3               | + 35.3%               |
| Aug-2024      | 2.4           | + 20.0%               | 2.2               | + 37.5%               |
| Sep-2024      | 2.6           | + 36.8%               | 2.5               | + 13.6%               |
| Oct-2024      | 2.4           | + 14.3%               | 2.0               | - 9.1%                |
| Nov-2024      | 2.0           | 0.0%                  | 2.4               | + 26.3%               |
| Dec-2024      | 1.6           | - 5.9%                | 1.8               | + 12.5%               |
| Jan-2025      | 1.7           | + 6.3%                | 2.0               | + 33.3%               |
| Feb-2025      | 1.6           | 0.0%                  | 2.0               | + 33.3%               |
| Mar-2025      | 1.7           | 0.0%                  | 2.3               | + 27.8%               |
| Apr-2025      | 1.9           | 0.0%                  | 2.1               | - 4.5%                |
| 12-Month Avg* | 2.0           | + 11.0%               | 2.2               | + 22.4%               |

\* Months Supply for all properties from May 2024 through April 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  | 4-2024    | 4-2025    | % Change | YTD 2024  | YTD 2025  | % Change |
|--------------------------------|---|-----------|-----------|----------|-----------|-----------|----------|
| New Listings                   |    | 385       | 404       | + 4.9%   | 1,250     | 1,268     | + 1.4%   |
| Pending Sales                  |    | 276       | 310       | + 12.3%  | 997       | 999       | + 0.2%   |
| Closed Sales                   |    | 218       | 232       | + 6.4%   | 861       | 891       | + 3.5%   |
| Days on Market Until Sale      |    | 25        | 29        | + 16.0%  | 31        | 32        | + 3.2%   |
| Median Sales Price             |    | \$351,250 | \$378,000 | + 7.6%   | \$330,000 | \$353,100 | + 7.0%   |
| Average Sales Price            |   | \$424,642 | \$401,587 | - 5.4%   | \$375,904 | \$409,667 | + 9.0%   |
| Percent of List Price Received |  | 101.9%    | 101.6%    | - 0.3%   | 101.6%    | 100.6%    | - 1.0%   |
| Housing Affordability Index    |  | 104       | 100       | - 3.8%   | 111       | 107       | - 3.6%   |
| Inventory of Homes for Sale    |  | 530       | 537       | + 1.3%   | —         | —         | —        |
| Months Supply of Inventory     |  | 2.0       | 1.9       | - 5.0%   | —         | —         | —        |