

# Monthly Indicators

Eastern Connecticut Association of REALTORS®



## June 2025

U.S. existing-home sales edged up 0.8% month-over-month to a seasonally adjusted annual rate of 4.03 million units, exceeding economists' expectations, although sales were down 0.7% year-over-year, according to the National Association of REALTORS® (NAR). On a monthly basis, sales increased in the Midwest, Northeast, and South but decreased in the West.

New Listings decreased 2.9 percent for Single Family homes but increased 25.6 percent for Townhouse/Condo homes. Pending Sales increased 6.2 percent for Single Family homes and 2.4 percent for Townhouse/Condo homes. Inventory increased 4.6 percent for Single Family homes and 2.4 percent for Townhouse/Condo homes.

Median Sales Price increased 5.2 percent to \$401,000 for Single Family homes and 10.2 percent to \$270,000 for Townhouse/Condo homes. Days on Market decreased 15.0 percent for Single Family homes and 39.3 percent for Townhouse/Condo homes. Months Supply of Inventory remained flat for Single Family homes but decreased 4.5 percent for Townhouse/Condo properties.

Heading into June, there were 1.54 million units for sale across the country, a 6.2% increase from the previous month and a 20.3% improvement over the same period last year, representing a 4.6-month supply at the current sales pace, according to NAR. Despite the additional supply, home prices have continued to rise nationwide, albeit at a slower pace than during the pandemic, climbing 1.3% year-over-year to \$422,800 as of last measure.

## Quick Facts

|  |  |  |
|--|--|--|
| <b>+ 7.5%</b>                                      | <b>+ 7.8%</b>  | <b>+ 4.3%</b>  |
| Change in<br><b>Closed Sales</b><br>All Properties | Change in<br><b>Median Sales Price</b><br>All Properties | Change in<br><b>Homes for Sale</b><br>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  | 6-2024    | 6-2025    | % Change | YTD 2024  | YTD 2025  | % Change |
|--------------------------------|---|-----------|-----------|----------|-----------|-----------|----------|
| New Listings                   |    | 384       | 373       | - 2.9%   | 1,816     | 1,856     | + 2.2%   |
| Pending Sales                  |    | 292       | 310       | + 6.2%   | 1,416     | 1,400     | - 1.1%   |
| Closed Sales                   |    | 280       | 293       | + 4.6%   | 1,280     | 1,282     | + 0.2%   |
| Days on Market Until Sale      |    | 20        | 17        | - 15.0%  | 26        | 27        | + 3.8%   |
| Median Sales Price             |    | \$381,000 | \$401,000 | + 5.2%   | \$355,550 | \$385,500 | + 8.4%   |
| Average Sales Price            |   | \$431,764 | \$457,450 | + 5.9%   | \$406,965 | \$436,979 | + 7.4%   |
| Percent of List Price Received |  | 103.0%    | 102.3%    | - 0.7%   | 102.2%    | 101.4%    | - 0.8%   |
| Housing Affordability Index    |  | 99        | 94        | - 5.1%   | 106       | 98        | - 7.5%   |
| Inventory of Homes for Sale    |  | 523       | 547       | + 4.6%   | —         | —         | —        |
| Months Supply of Inventory     |  | 2.2       | 2.2       | 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.

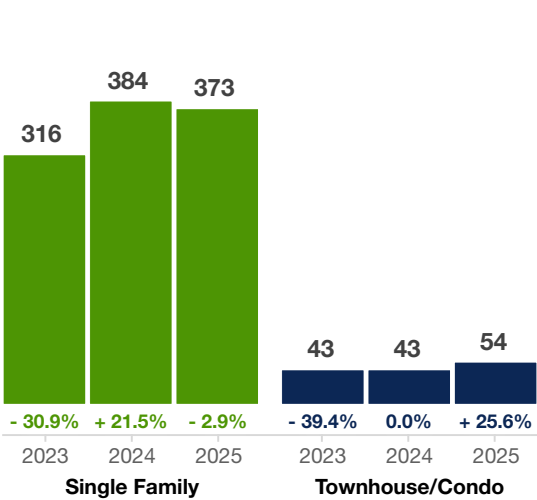


| Key Metrics                    | Historical Sparkbars  | 6-2024    | 6-2025    | % Change | YTD 2024  | YTD 2025  | % Change |
|--------------------------------|---|-----------|-----------|----------|-----------|-----------|----------|
| New Listings                   |    | 43        | 54        | + 25.6%  | 263       | 313       | + 19.0%  |
| Pending Sales                  |    | 41        | 42        | + 2.4%   | 210       | 241       | + 14.8%  |
| Closed Sales                   |    | 38        | 49        | + 28.9%  | 193       | 238       | + 23.3%  |
| Days on Market Until Sale      |    | 61        | 37        | - 39.3%  | 36        | 31        | - 13.9%  |
| Median Sales Price             |    | \$245,000 | \$270,000 | + 10.2%  | \$234,567 | \$255,000 | + 8.7%   |
| Average Sales Price            |   | \$275,806 | \$309,065 | + 12.1%  | \$287,932 | \$314,237 | + 9.1%   |
| Percent of List Price Received |  | 102.3%    | 100.4%    | - 1.9%   | 101.1%    | 100.5%    | - 0.6%   |
| Housing Affordability Index    |  | 153       | 140       | - 8.5%   | 160       | 148       | - 7.5%   |
| Inventory of Homes for Sale    |  | 83        | 85        | + 2.4%   | —         | —         | —        |
| Months Supply of Inventory     |  | 2.2       | 2.1       | - 4.5%   | —         | —         | —        |

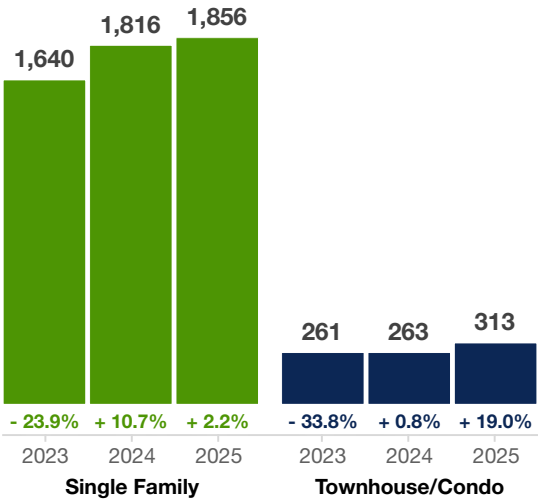
# New Listings

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

## June

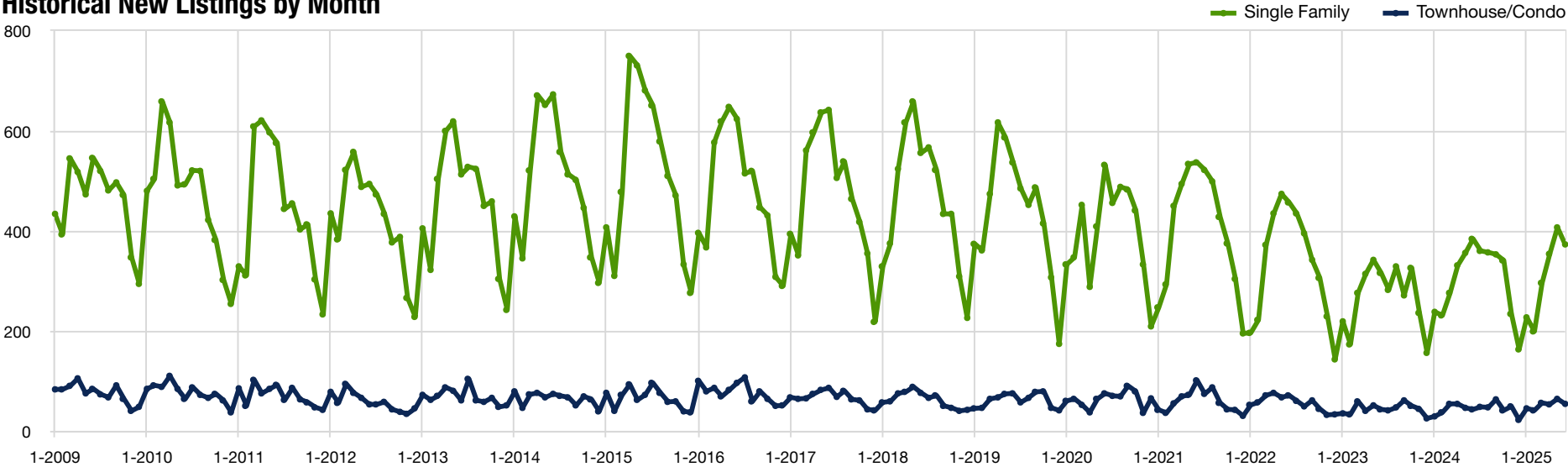


## Year to Date



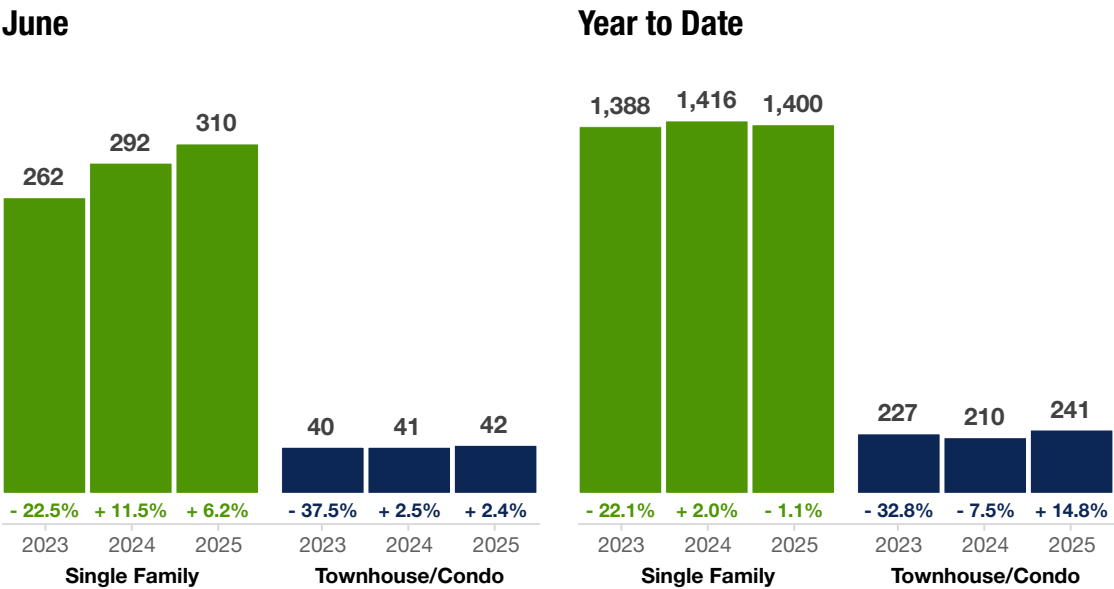
| New Listings | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|--------------|---------------|-----------------------|-------------------|-----------------------|
| Jul-2024     | 360           | + 27.7%               | 48                | + 17.1%               |
| 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     | 234           | - 0.8%                | 49                | + 11.4%               |
| Dec-2024     | 163           | + 4.5%                | 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     | 354           | + 6.9%                | 53                | - 1.9%                |
| May-2025     | 407           | + 14.3%               | 64                | + 39.1%               |
| Jun-2025     | 373           | - 2.9%                | 54                | + 25.6%               |
| 12-Month Avg | 305           | + 7.0%                | 49                | + 11.4%               |

## Historical New Listings by Month



# Pending Sales

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



Year to Date

1,388

1,416

1,400

- 22.1%

+ 2.0%

- 1.1%

202320242025

Single Family

227

210

241

- 32.8%

- 7.5%

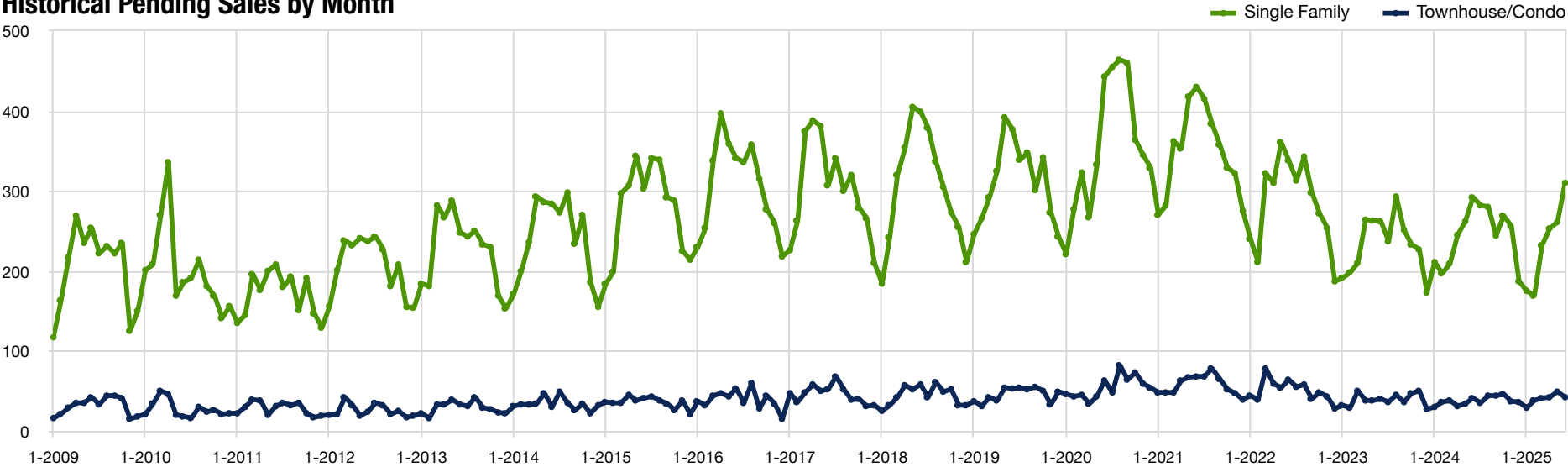
+ 14.8%

202320242025

Townhouse/Condo

| Pending Sales | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|---------------|---------------|-----------------------|-------------------|-----------------------|
| 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      | 187           | + 8.1%                | 36                | + 33.3%               |
| Jan-2025      | 175           | - 17.1%               | 29                | - 3.3%                |
| Feb-2025      | 169           | - 14.2%               | 38                | + 5.6%                |
| Mar-2025      | 232           | + 11.0%               | 41                | + 7.9%                |
| Apr-2025      | 253           | + 3.3%                | 42                | + 35.5%               |
| May-2025      | 261           | - 0.4%                | 49                | + 44.1%               |
| Jun-2025      | 310           | + 6.2%                | 42                | + 2.4%                |
| 12-Month Avg  | 243           | + 3.0%                | 40                | + 5.3%                |

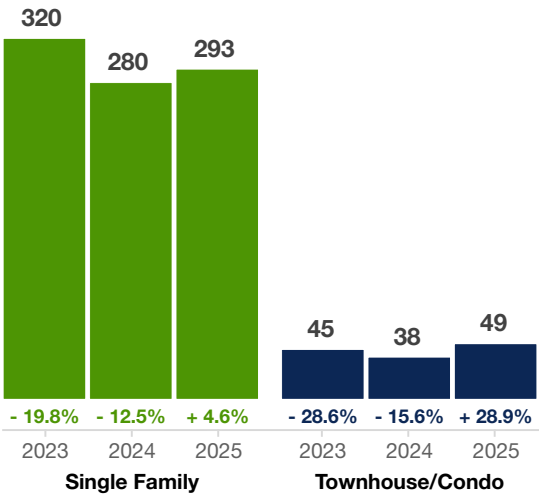
## Historical Pending Sales by Month



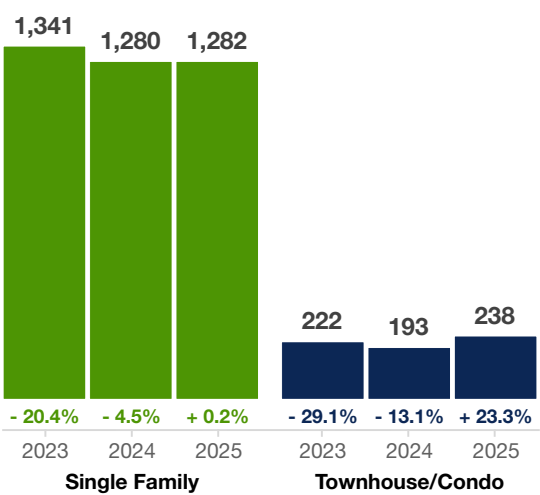
# Closed Sales

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

## June

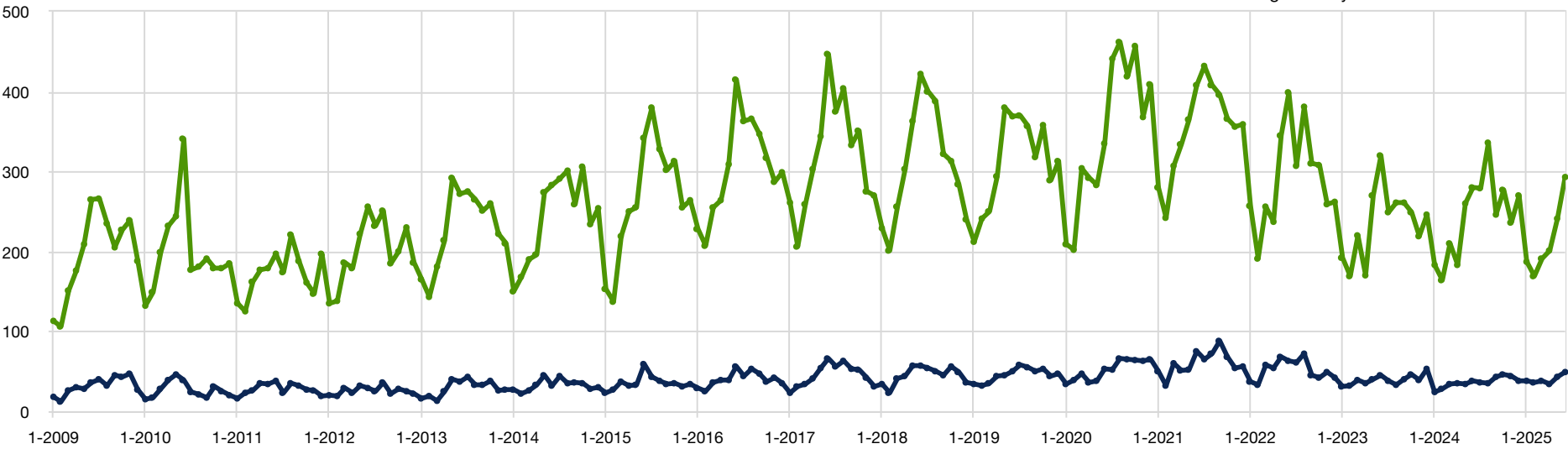


## Year to Date



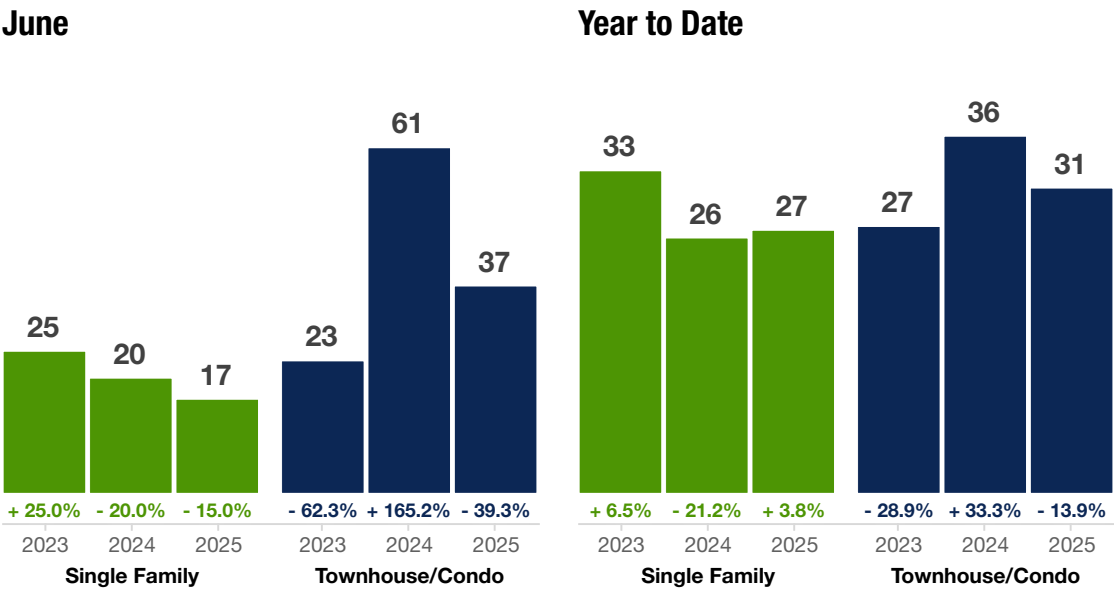
| Closed Sales | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|--------------|---------------|-----------------------|-------------------|-----------------------|
| Jul-2024     | 279           | + 12.0%               | 36                | - 5.3%                |
| 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     | 201           | + 9.8%                | 34                | - 2.9%                |
| May-2025     | 241           | - 7.3%                | 43                | + 26.5%               |
| Jun-2025     | 293           | + 4.6%                | 49                | + 28.9%               |
| 12-Month Avg | 244           | + 6.1%                | 40                | + 8.1%                |

## Historical Closed Sales by Month



# Days on Market Until Sale

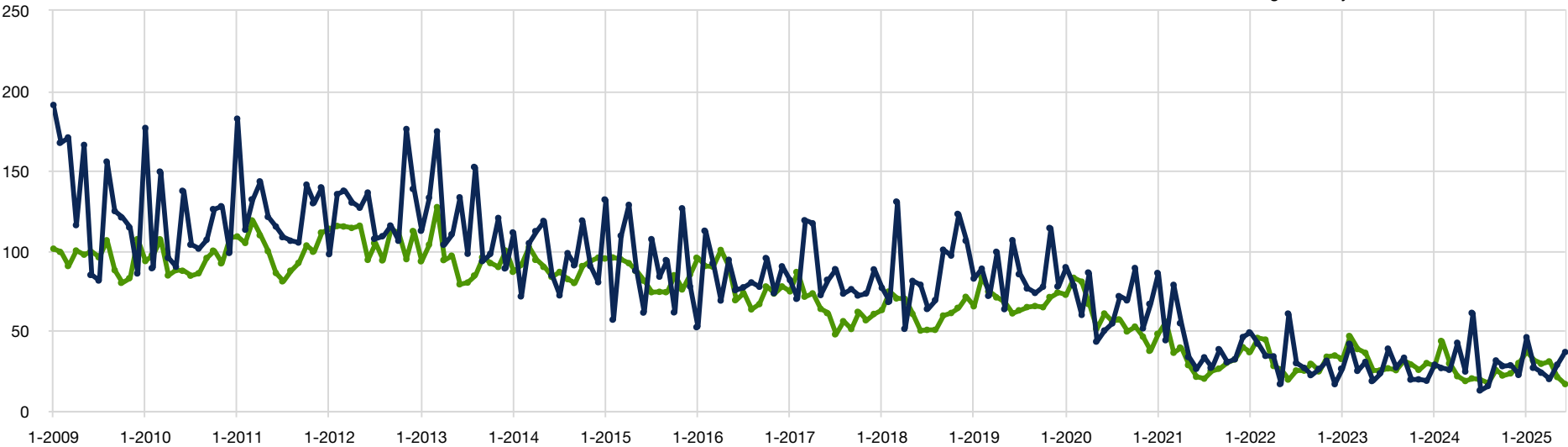
Average number of days between when a property is listed and when an offer is accepted in a given month.



| Days on Market | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|----------------|---------------|-----------------------|-------------------|-----------------------|
| 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%               |
| May-2025       | 21            | + 10.5%               | 29                | + 16.0%               |
| Jun-2025       | 17            | - 15.0%               | 37                | - 39.3%               |
| 12-Month Avg*  | 24            | - 9.6%                | 27                | - 9.6%                |

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

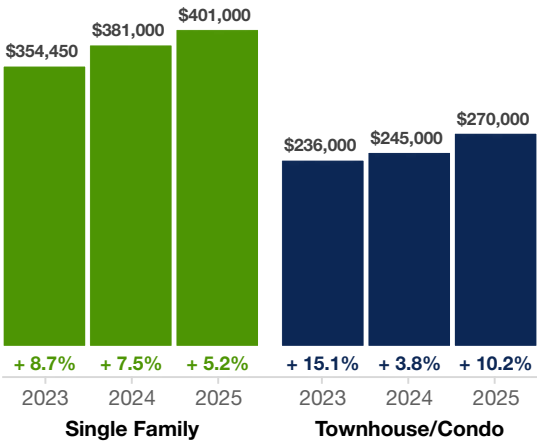
## Historical Days on Market Until Sale by Month



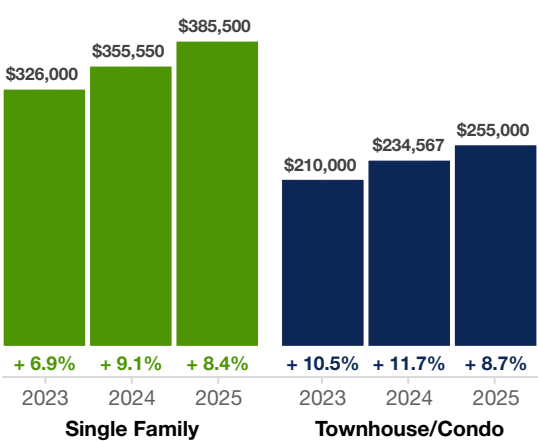
# Median Sales Price

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

## June



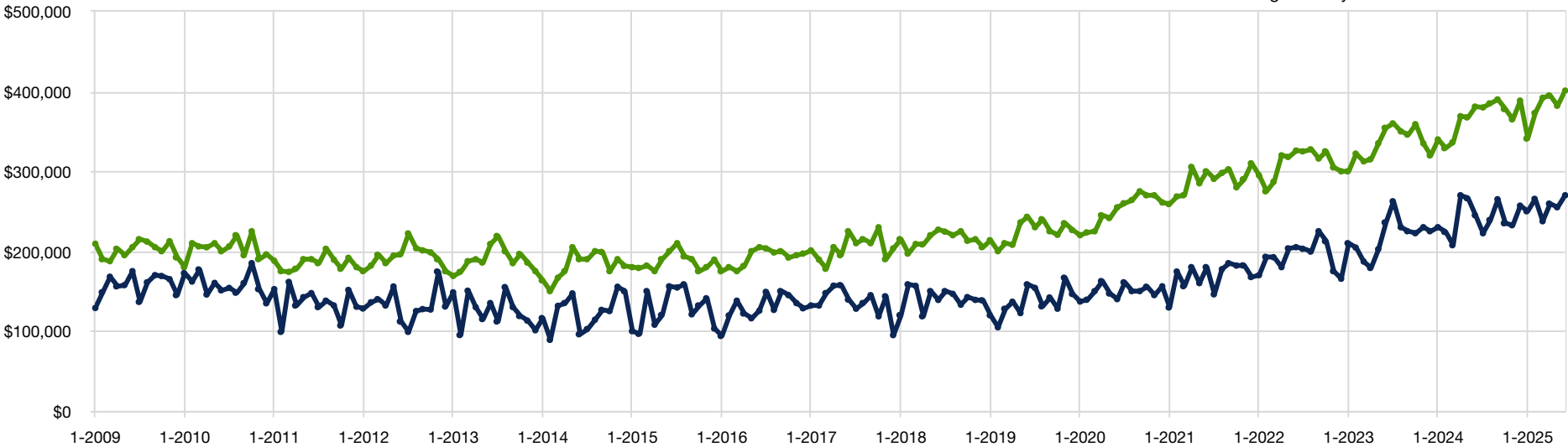
## Year to Date



| Median Sales Price | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|--------------------|---------------|-----------------------|-------------------|-----------------------|
| 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           | \$395,000     | + 7.0%                | \$259,500         | - 3.9%                |
| May-2025           | \$382,077     | + 4.0%                | \$255,000         | - 4.2%                |
| Jun-2025           | \$401,000     | + 5.2%                | \$270,000         | + 10.2%               |
| 12-Month Avg*      | \$380,000     | + 8.6%                | \$245,500         | + 6.7%                |

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

## Historical Median Sales Price by Month

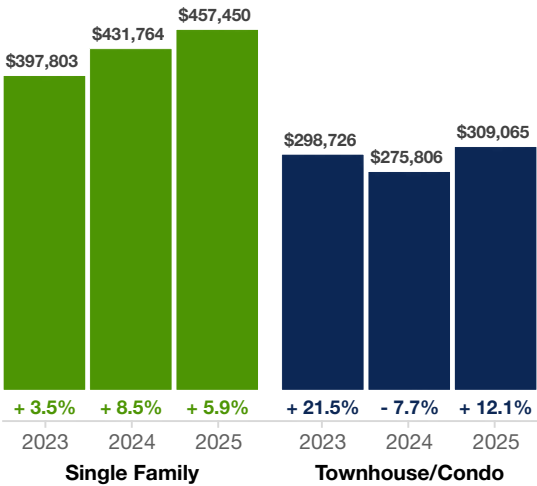




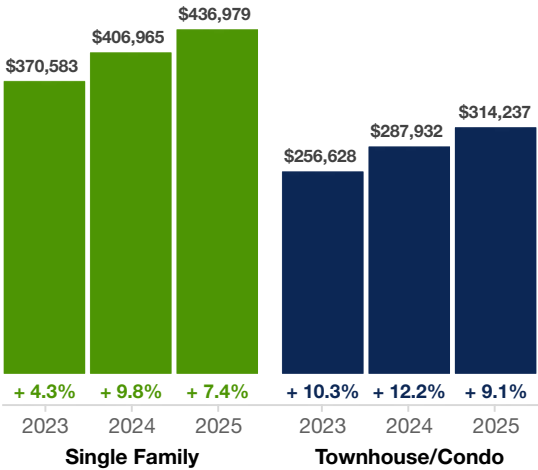
# Average Sales Price

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

## June



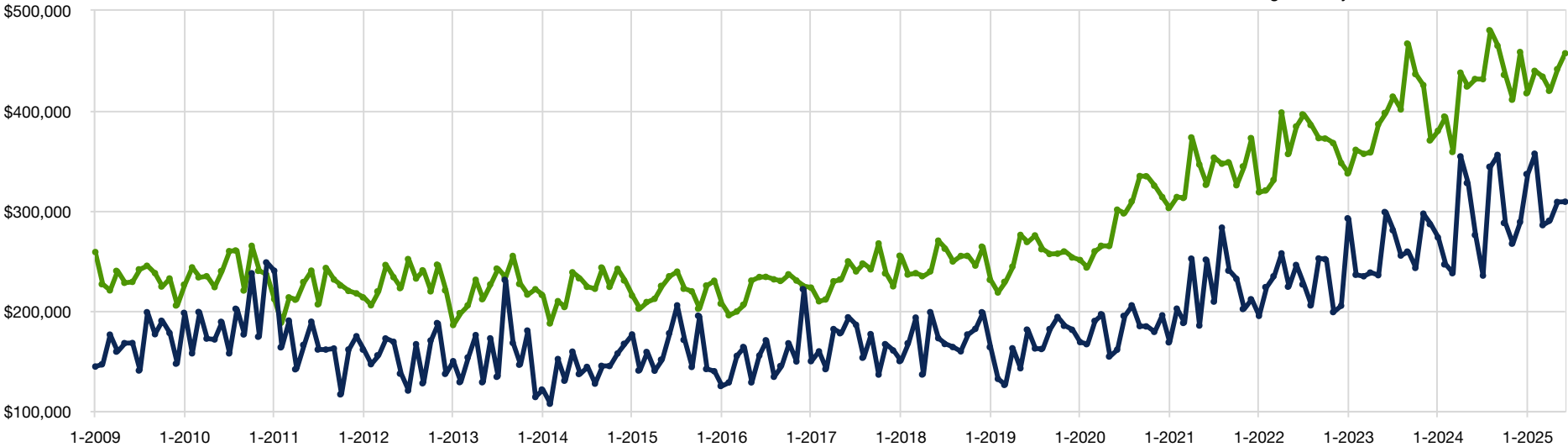
## Year to Date



| Avg. Sales Price | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|------------------|---------------|-----------------------|-------------------|-----------------------|
| 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         | \$419,981     | - 4.1%                | \$290,018         | - 18.2%               |
| May-2025         | \$441,565     | + 4.1%                | \$308,821         | - 5.8%                |
| Jun-2025         | \$457,450     | + 5.9%                | \$309,065         | + 12.1%               |
| 12-Month Avg*    | \$443,649     | + 7.2%                | \$305,348         | + 9.7%                |

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

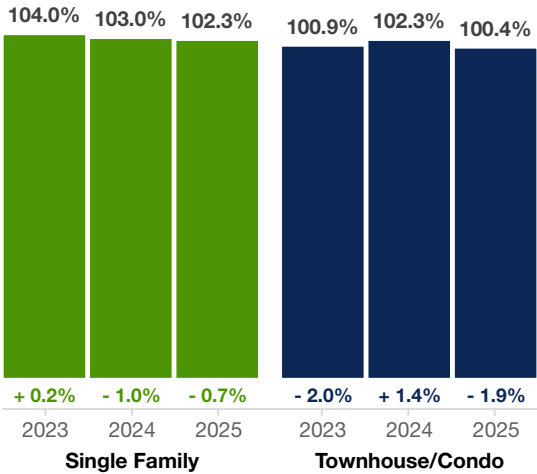
## Historical Average Sales Price by Month



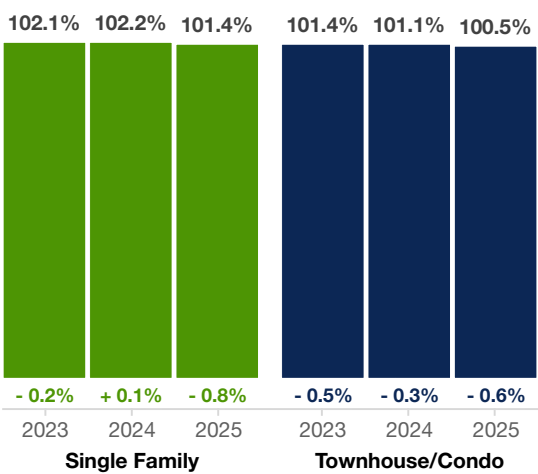
# Percent of List Price Received

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.

## June



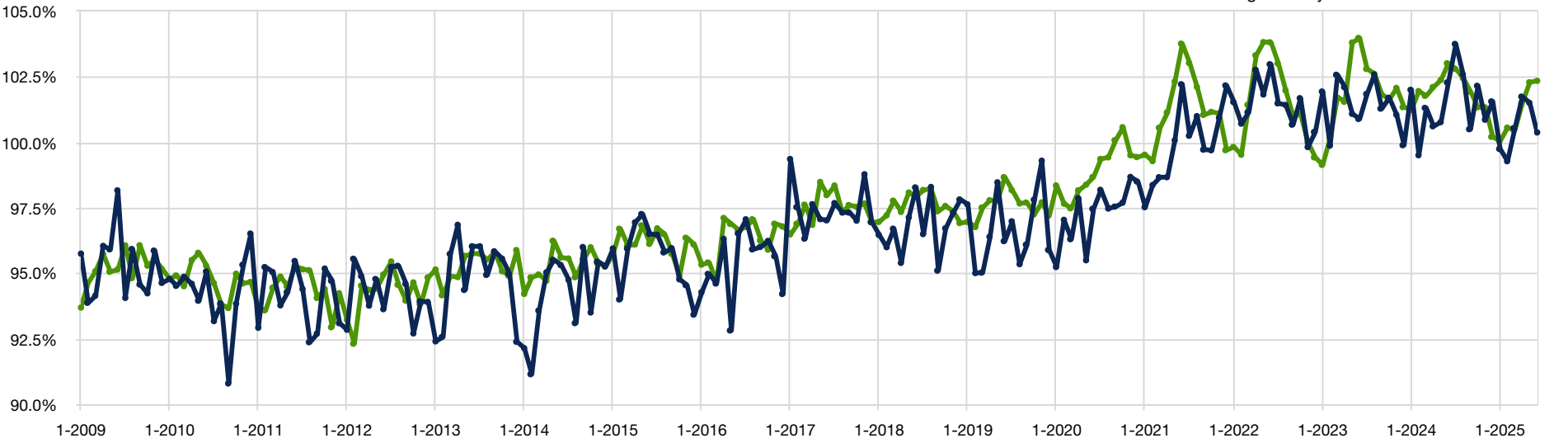
## Year to Date



| Pct. of List Price Received | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|-----------------------------|---------------|-----------------------|-------------------|-----------------------|
| 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%                |
| May-2025                    | 102.3%        | - 0.1%                | 101.5%            | + 0.7%                |
| <b>Jun-2025</b>             | <b>102.3%</b> | <b>- 0.7%</b>         | <b>100.4%</b>     | <b>- 1.9%</b>         |
| 12-Month Avg*               | 101.6%        | - 0.5%                | 101.2%            | - 0.0%                |

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

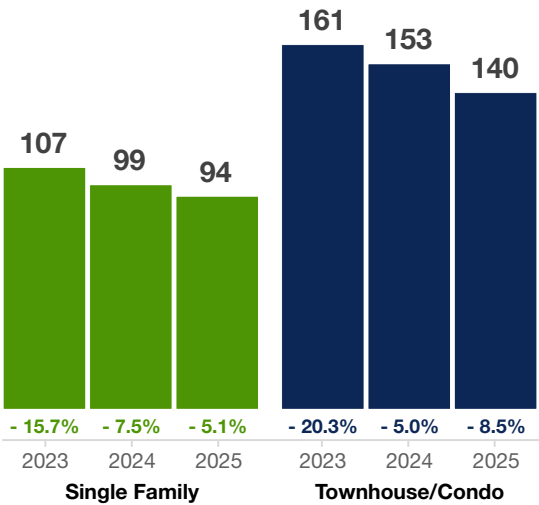
## Historical Percent of List Price Received by Month



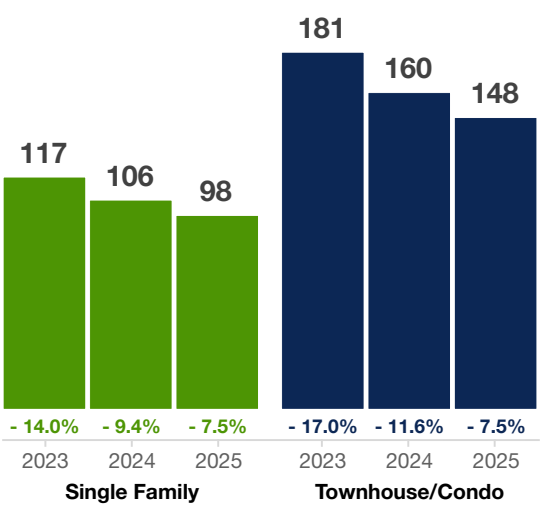
# Housing Affordability Index

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.

## June

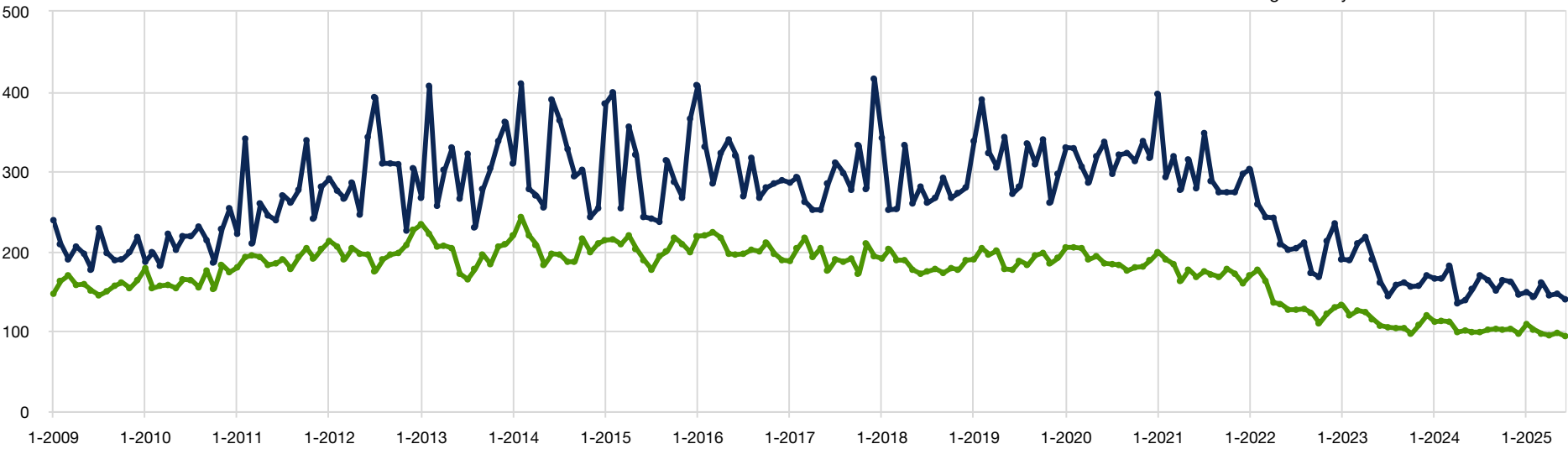


## Year to Date



| Affordability Index | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|---------------------|---------------|-----------------------|-------------------|-----------------------|
| 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%                |
| May-2025            | 98            | - 3.0%                | 147               | + 5.8%                |
| Jun-2025            | 94            | - 5.1%                | 140               | - 8.5%                |
| 12-Month Avg        | 100           | - 5.7%                | 154               | - 1.9%                |

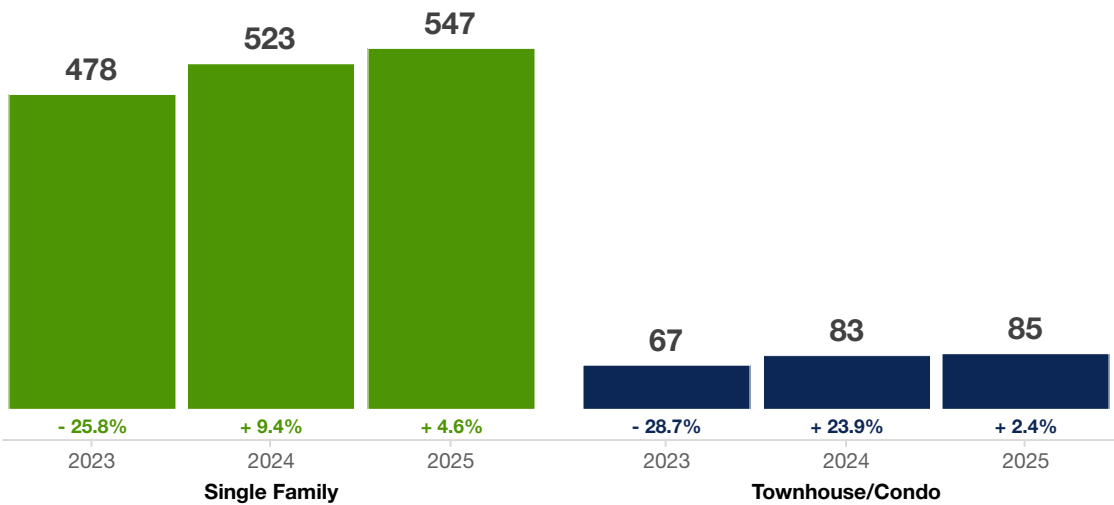
## Historical Housing Affordability Index by Month



# Inventory of Homes for Sale

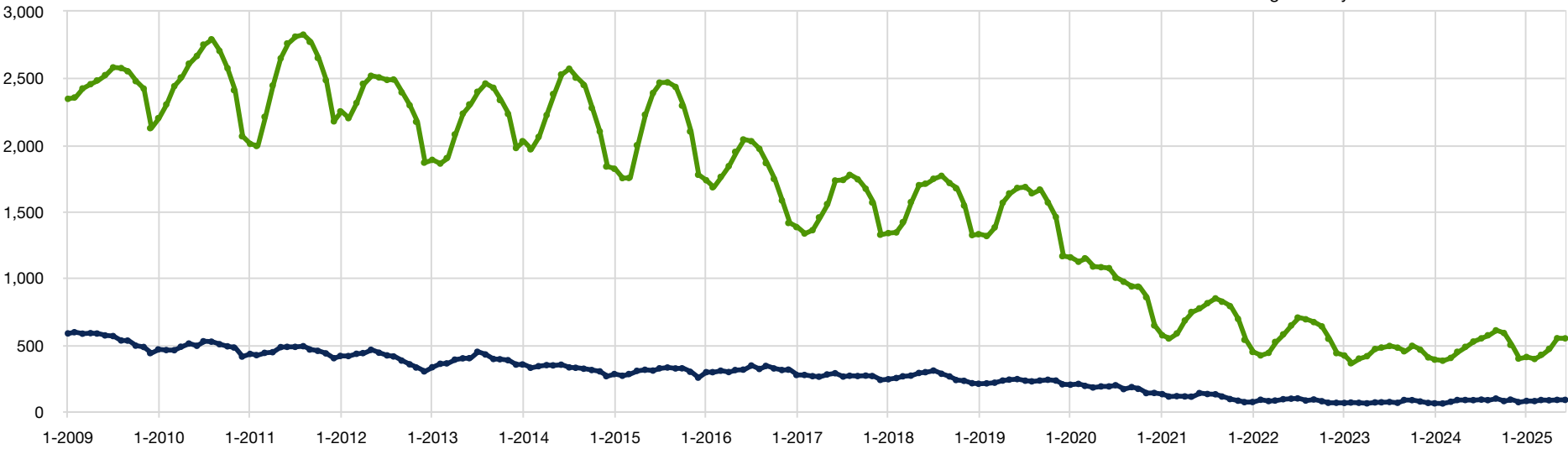
The number of properties available for sale in active status at the end of a given month.

June



| Homes for Sale | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|----------------|---------------|-----------------------|-------------------|-----------------------|
| 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       | 498           | + 7.8%                | 87                | + 19.2%               |
| Dec-2024       | 395           | - 2.2%                | 68                | + 9.7%                |
| Jan-2025       | 407           | + 5.2%                | 77                | + 30.5%               |
| Feb-2025       | 392           | + 3.4%                | 76                | + 31.0%               |
| Mar-2025       | 423           | + 5.8%                | 84                | + 18.3%               |
| Apr-2025       | 468           | + 4.9%                | 82                | - 2.4%                |
| May-2025       | 548           | + 13.5%               | 85                | + 1.2%                |
| Jun-2025       | 547           | + 4.6%                | 85                | + 2.4%                |
| 12-Month Avg   | 499           | + 11.1%               | 82                | + 12.3%               |

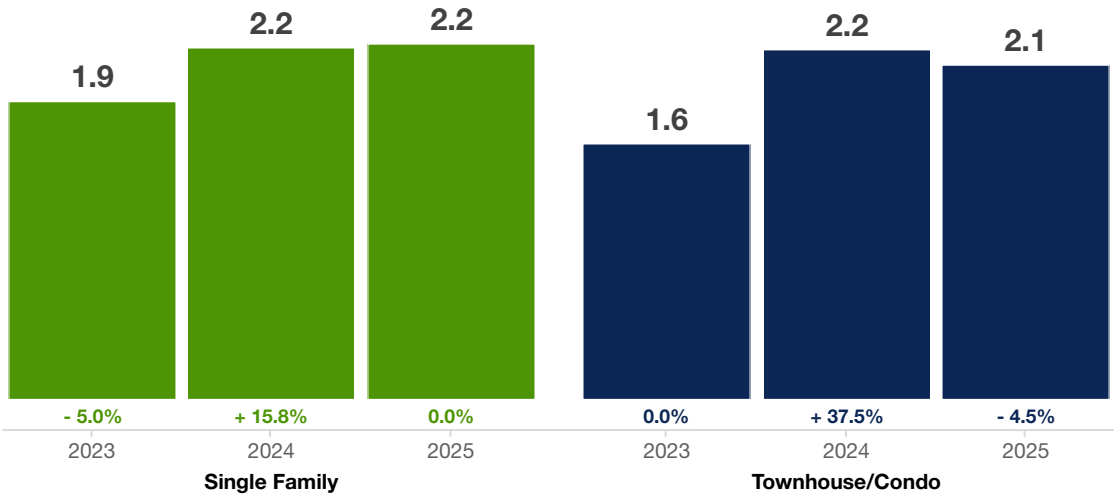
## Historical Inventory of Homes for Sale by Month



# 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.

June



| Months Supply | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|---------------|---------------|-----------------------|-------------------|-----------------------|
| 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      | 1.8           | + 5.9%                | 2.2               | + 22.2%               |
| Apr-2025      | 1.9           | 0.0%                  | 2.1               | - 4.5%                |
| May-2025      | 2.3           | + 9.5%                | 2.1               | - 4.5%                |
| Jun-2025      | 2.2           | 0.0%                  | 2.1               | - 4.5%                |
| 12-Month Avg* | 2.1           | + 9.3%                | 2.2               | + 14.0%               |

\* Months Supply for all properties from July 2024 through June 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  | 6-2024    | 6-2025    | % Change | YTD 2024  | YTD 2025  | % Change |
|--------------------------------|---|-----------|-----------|----------|-----------|-----------|----------|
| New Listings                   |    | 427       | 427       | 0.0%     | 2,079     | 2,169     | + 4.3%   |
| Pending Sales                  |    | 333       | 352       | + 5.7%   | 1,626     | 1,641     | + 0.9%   |
| Closed Sales                   |    | 318       | 342       | + 7.5%   | 1,473     | 1,520     | + 3.2%   |
| Days on Market Until Sale      |    | 25        | 20        | - 20.0%  | 27        | 27        | 0.0%     |
| Median Sales Price             |    | \$370,000 | \$399,000 | + 7.8%   | \$345,000 | \$365,750 | + 6.0%   |
| Average Sales Price            |   | \$413,127 | \$436,191 | + 5.6%   | \$391,369 | \$417,760 | + 6.7%   |
| Percent of List Price Received |  | 102.9%    | 102.1%    | - 0.8%   | 102.0%    | 101.2%    | - 0.8%   |
| Housing Affordability Index    |  | 101       | 95        | - 5.9%   | 109       | 103       | - 5.5%   |
| Inventory of Homes for Sale    |  | 606       | 632       | + 4.3%   | —         | —         | —        |
| Months Supply of Inventory     |  | 2.2       | 2.2       | 0.0%     | —         | —         | —        |