

Monthly Indicators

Eastern Connecticut Association of REALTORS®

SMART M L S



August 2025

U.S. existing-home sales rose 2.0% month-over-month and 0.8% year-over-year to a seasonally adjusted annual rate of 4.01 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast a rate of 3.92 million units. Regionally, sales increased on a monthly basis in the West, South, and Northeast, but declined in the Midwest.

New Listings decreased 0.3 percent for Single Family homes and 12.8 percent for Townhouse/Condo homes. Pending Sales increased 8.6 percent for Single Family homes and 11.4 percent for Townhouse/Condo homes. Inventory increased 6.3 percent for Single Family homes and 3.7 percent for Townhouse/Condo homes.

Median Sales Price increased 7.0 percent to \$412,050 for Single Family homes and 15.7 percent to \$276,500 for Townhouse/Condo homes. Days on Market increased 41.2 percent for Single Family homes and 87.5 percent for Townhouse/Condo homes. Months Supply of Inventory increased 4.2 percent for Single Family homes but decreased 4.5 percent for Townhouse/Condo homes.

Nationally, 1.55 million units were listed for sale heading into August, up 0.6% from the previous month and 15.7% higher than the same time last year, representing a 4.6-month supply at the current sales pace, according to NAR. Inventory is now at its highest level since May 2020, a shift that has helped slow price growth in many markets. As a result, the national median existing-home sales price edged up just 0.2% year-over-year to \$422,400.

Quick Facts

- 5.9%

Change in
Closed Sales
All Properties

+ 8.1%

Change in
Median Sales Price
All Properties

+ 6.0%

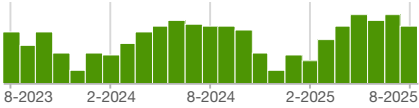
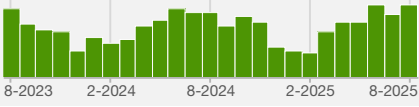
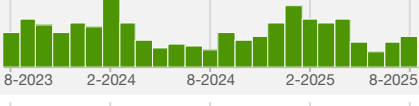
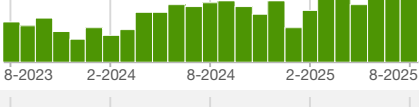
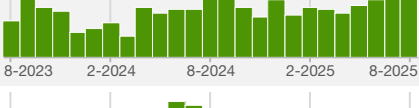
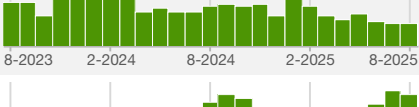
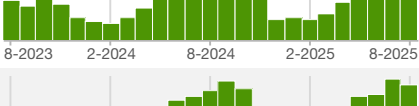
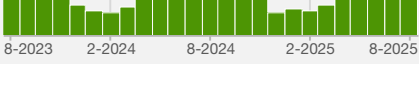
Change in
Homes for Sale
All Properties

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	8-2024	8-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		357	356	- 0.3%	2,533	2,628	+ 3.8%
Pending Sales		280	304	+ 8.6%	1,977	1,960	- 0.9%
Closed Sales		336	299	- 11.0%	1,895	1,870	- 1.3%
Days on Market Until Sale		17	24	+ 41.2%	23	25	+ 8.7%
Median Sales Price		\$385,000	\$412,050	+ 7.0%	\$365,000	\$399,000	+ 9.3%
Average Sales Price		\$480,505	\$499,235	+ 3.9%	\$423,638	\$456,008	+ 7.6%
Percent of List Price Received		102.5%	101.5%	- 1.0%	102.3%	101.4%	- 0.9%
Housing Affordability Index		102	93	- 8.8%	107	97	- 9.3%
Inventory of Homes for Sale		570	606	+ 6.3%	—	—	—
Months Supply of Inventory		2.4	2.5	+ 4.2%	—	—	—

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.

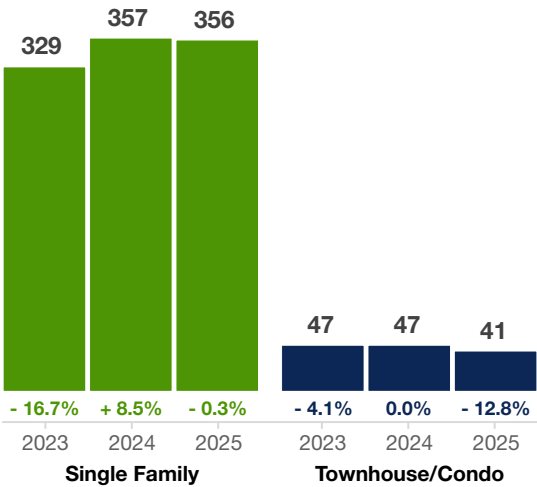


Key Metrics	Historical Sparkbars	8-2024	8-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		47	41	- 12.8%	358	414	+ 15.6%
Pending Sales		44	49	+ 11.4%	289	331	+ 14.5%
Closed Sales		35	50	+ 42.9%	264	321	+ 21.6%
Days on Market Until Sale		16	30	+ 87.5%	30	30	0.0%
Median Sales Price		\$239,000	\$276,500	+ 15.7%	\$232,250	\$260,000	+ 11.9%
Average Sales Price		\$344,014	\$351,738	+ 2.2%	\$288,181	\$318,992	+ 10.7%
Percent of List Price Received		102.6%	100.1%	- 2.4%	101.7%	100.6%	- 1.1%
Housing Affordability Index		164	139	- 15.2%	169	148	- 12.4%
Inventory of Homes for Sale		82	85	+ 3.7%	—	—	—
Months Supply of Inventory		2.2	2.1	- 4.5%	—	—	—

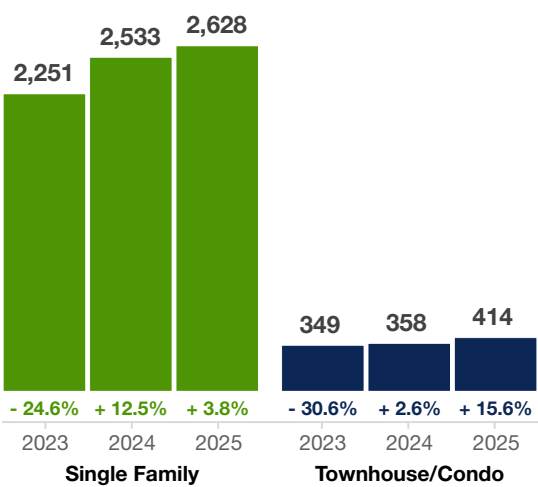
New Listings

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

August

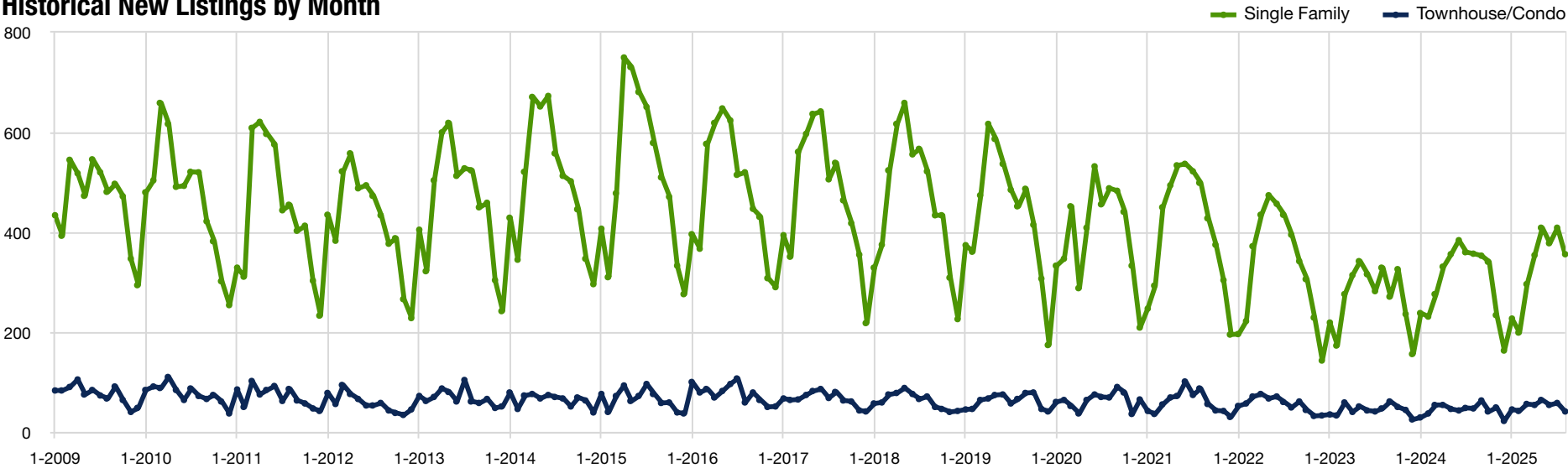


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%	42	+ 13.5%
Mar-2025	296	+ 7.2%	56	+ 3.7%
Apr-2025	354	+ 6.9%	54	0.0%
May-2025	409	+ 14.9%	64	+ 39.1%
Jun-2025	378	- 1.6%	54	+ 25.6%
Jul-2025	409	+ 13.6%	58	+ 20.8%
Aug-2025	356	- 0.3%	41	- 12.8%
12-Month Avg	310	+ 5.4%	49	+ 8.9%

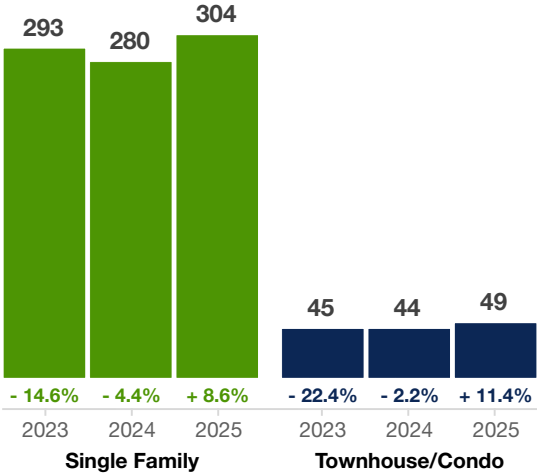
Historical New Listings by Month



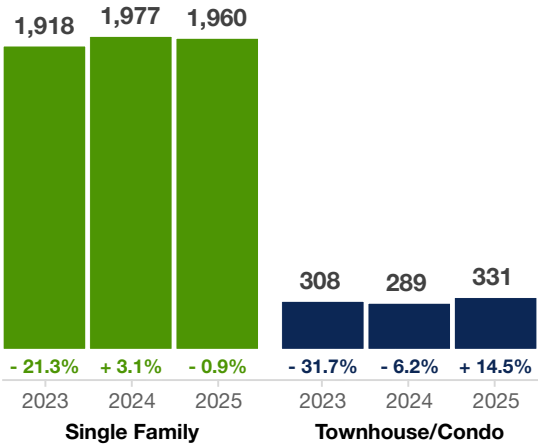
Pending Sales

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

August

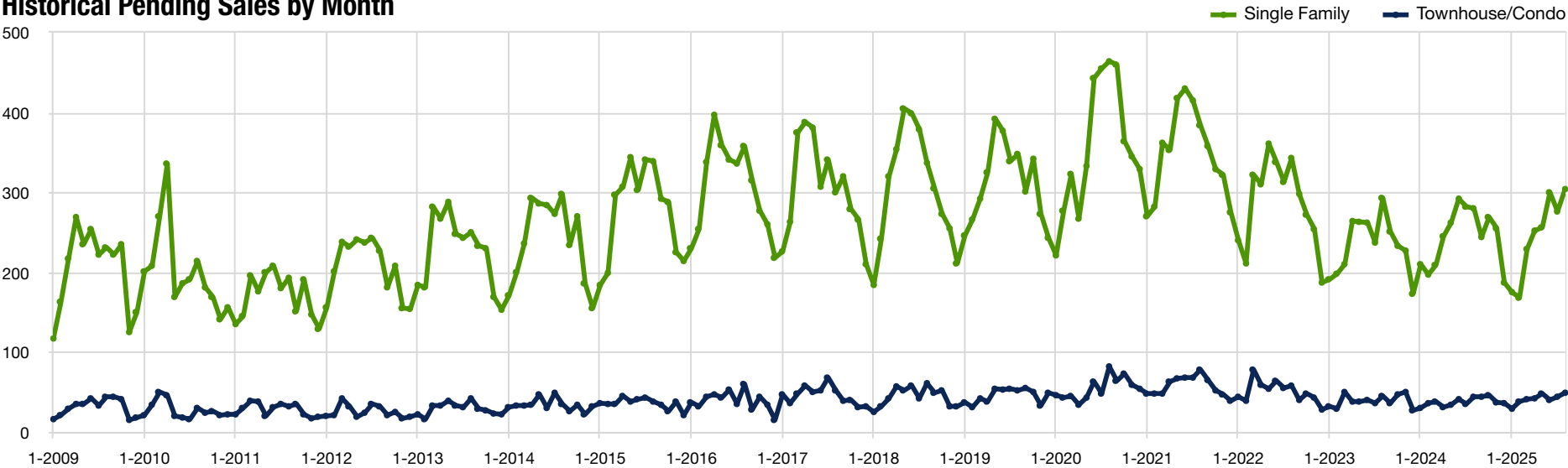


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Sep-2024	244	- 2.8%	44	+ 22.2%
Oct-2024	269	+ 15.5%	46	- 2.1%
Nov-2024	255	+ 12.3%	37	- 26.0%
Dec-2024	187	+ 8.1%	36	+ 33.3%
Jan-2025	175	- 16.7%	29	- 3.3%
Feb-2025	168	- 14.7%	38	+ 5.6%
Mar-2025	229	+ 9.6%	41	+ 7.9%
Apr-2025	252	+ 2.9%	42	+ 35.5%
May-2025	256	- 2.3%	48	+ 41.2%
Jun-2025	300	+ 2.7%	40	- 2.4%
Jul-2025	276	- 2.1%	44	+ 25.7%
Aug-2025	304	+ 8.6%	49	+ 11.4%
12-Month Avg	243	+ 2.1%	41	+ 10.8%

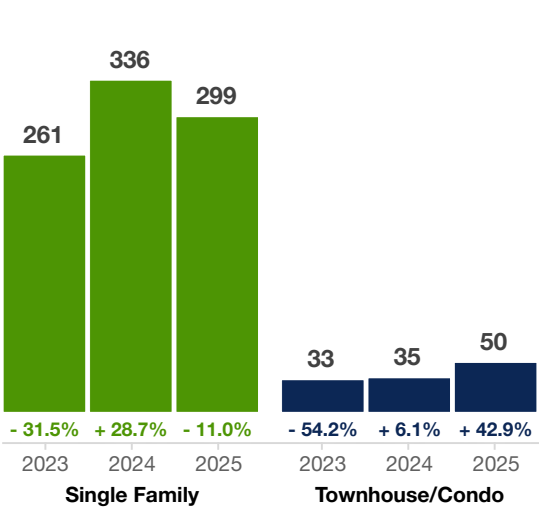
Historical Pending Sales by Month



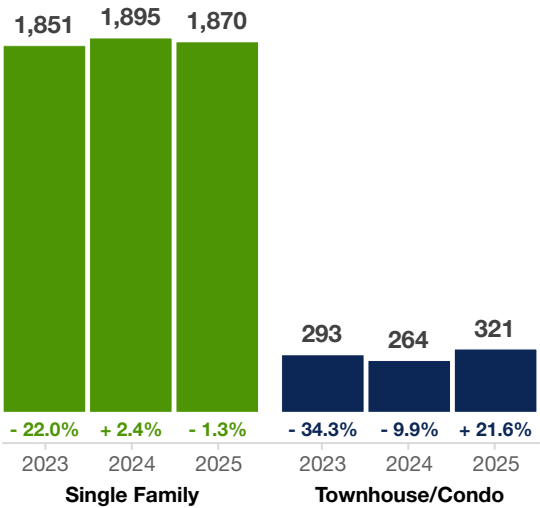
Closed Sales

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

August

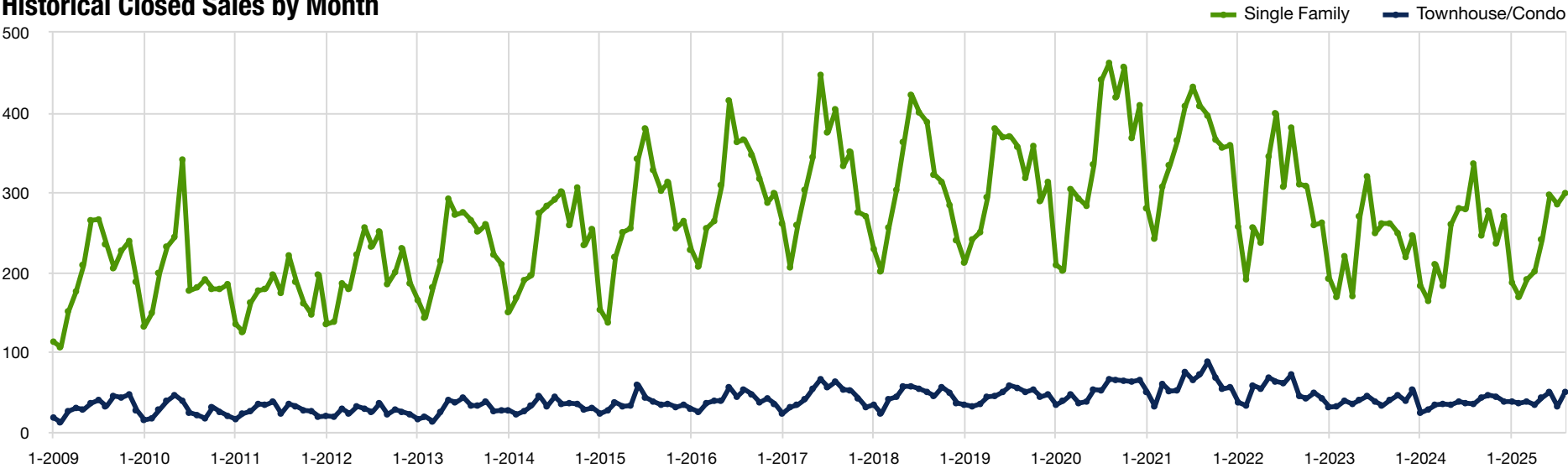


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	297	+ 6.1%	50	+ 31.6%
Jul-2025	285	+ 2.2%	32	- 11.1%
Aug-2025	299	- 11.0%	50	+ 42.9%
12-Month Avg	242	+ 1.3%	41	+ 10.8%

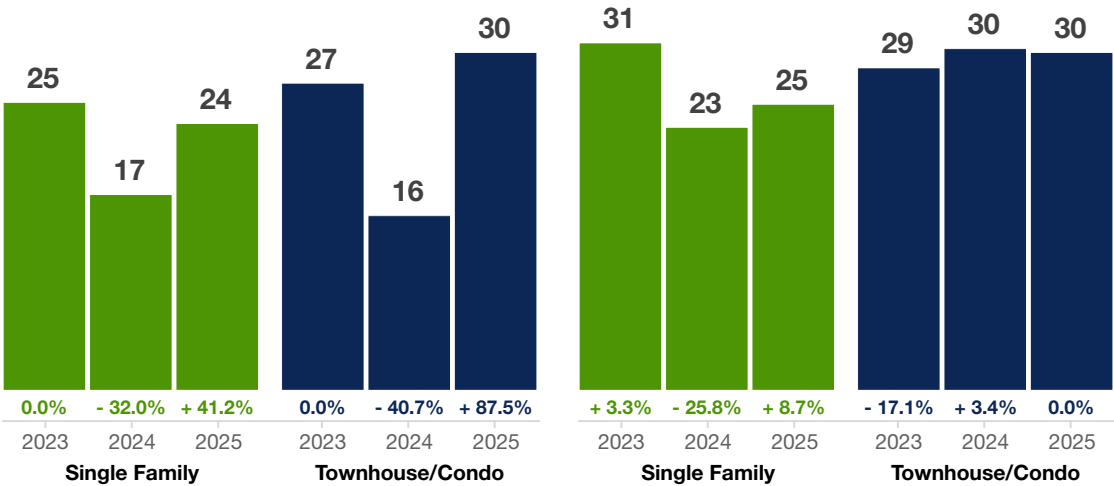
Historical Closed Sales by Month



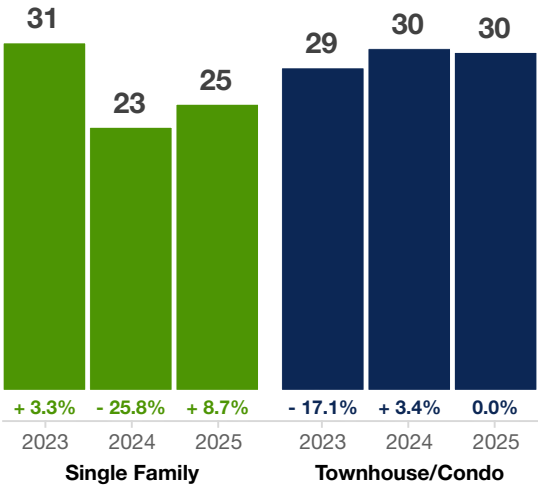
Days on Market Until Sale

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

August



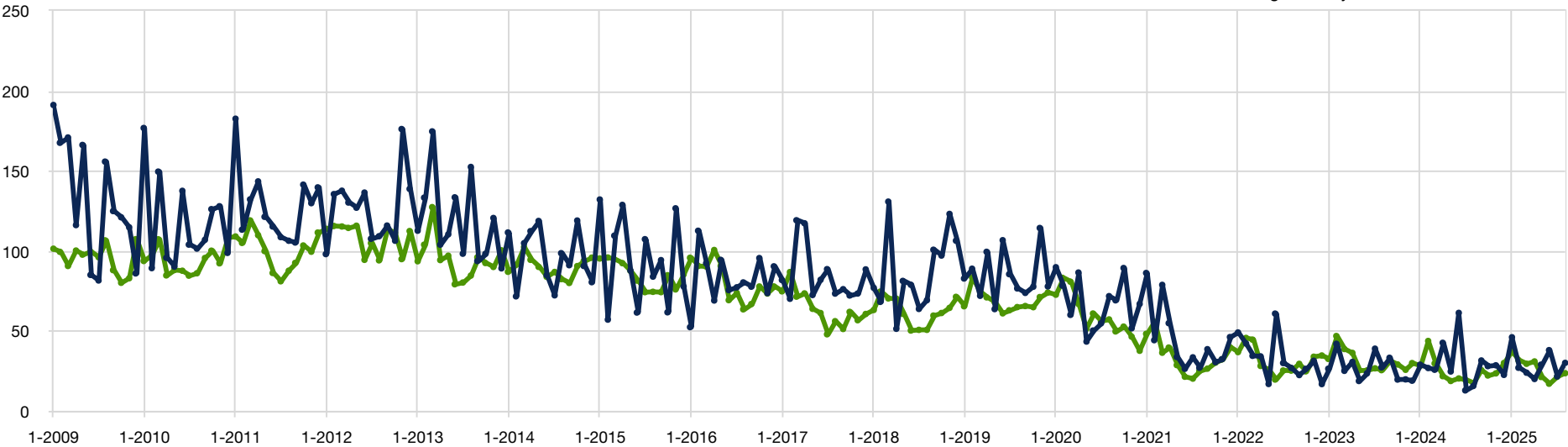
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%	38	- 37.7%
Jul-2025	21	+ 10.5%	21	+ 61.5%
Aug-2025	24	+ 41.2%	30	+ 87.5%
12-Month Avg*	25	- 0.0%	29	+ 7.9%

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

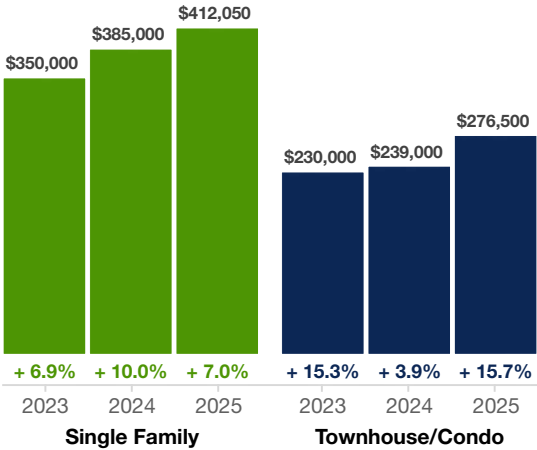
Historical Days on Market Until Sale by Month



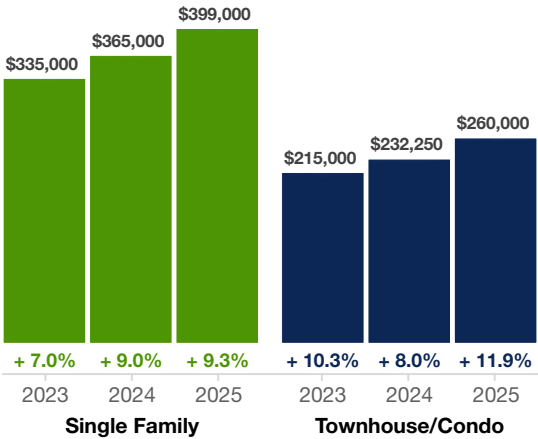
Median Sales Price

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

August



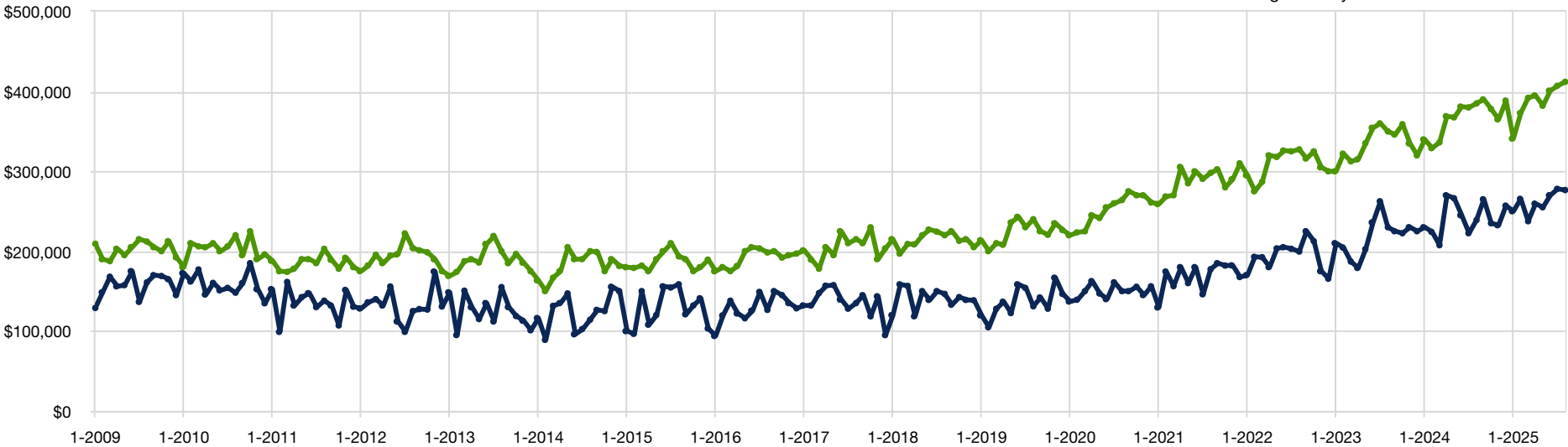
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
Jul-2025	\$407,000	+ 7.1%	\$278,000	+ 24.9%
Aug-2025	\$412,050	+ 7.0%	\$276,500	+ 15.7%
12-Month Avg*	\$390,000	+ 9.9%	\$250,500	+ 8.9%

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

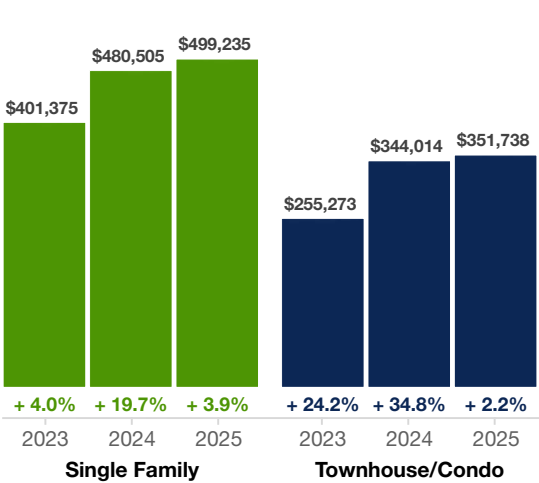
Historical Median Sales Price by Month



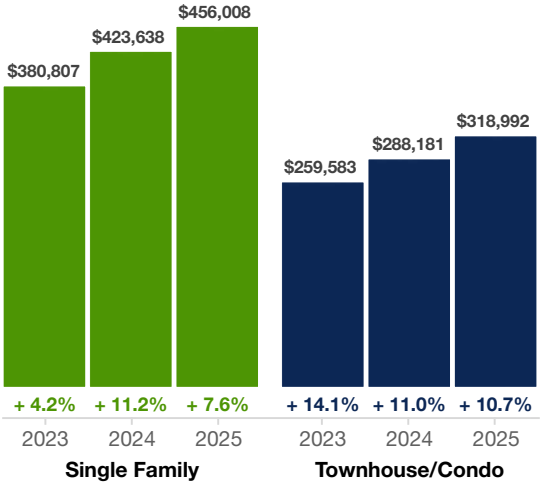
Average Sales Price

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

August



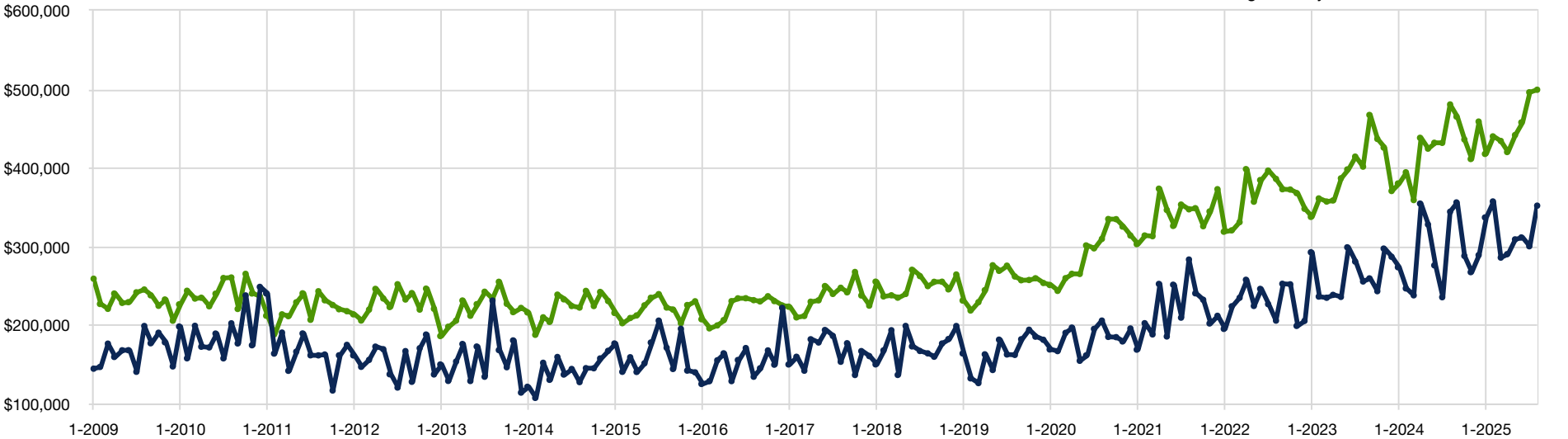
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$457,673	+ 6.0%	\$311,264	+ 12.9%
Jul-2025	\$496,003	+ 14.9%	\$300,063	+ 27.6%
Aug-2025	\$499,235	+ 3.9%	\$351,738	+ 2.2%
12-Month Avg*	\$451,455	+ 6.4%	\$312,329	+ 11.0%

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

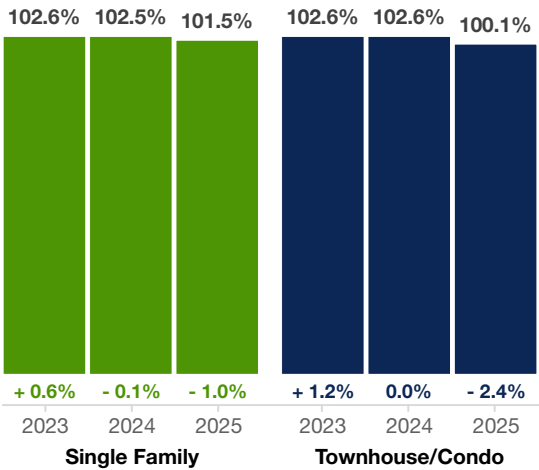
Historical Average Sales Price by Month



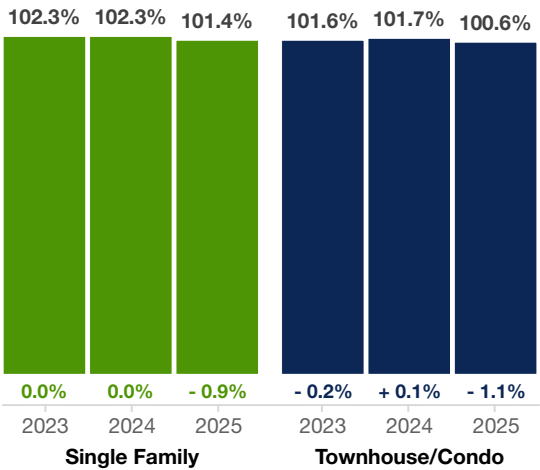
Percent of List Price Received

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.

August



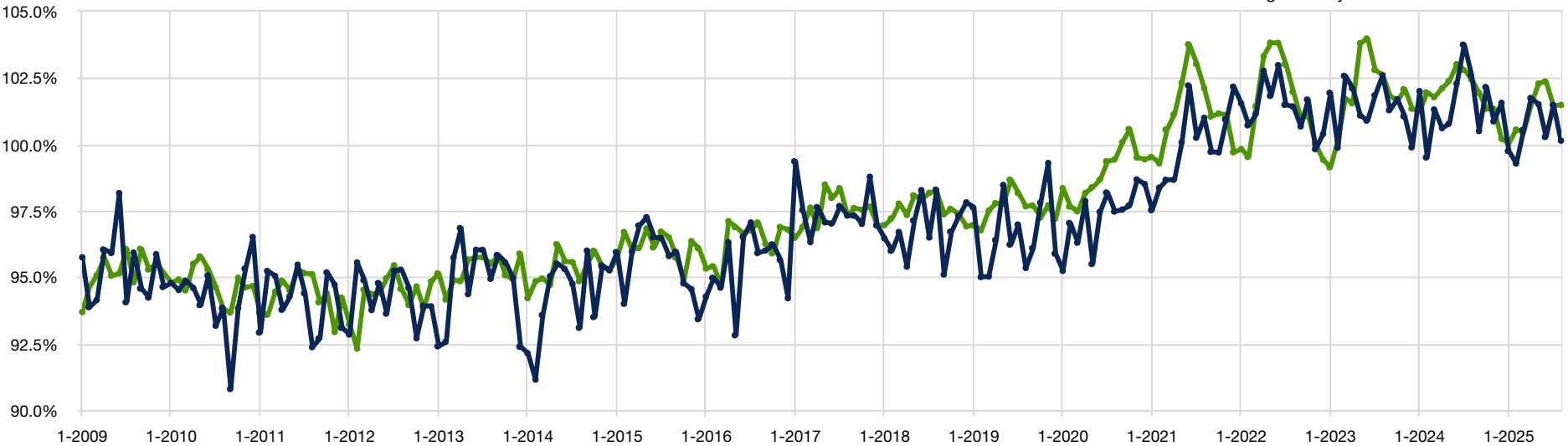
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
Jun-2025	102.4%	- 0.6%	100.3%	- 2.0%
Jul-2025	101.5%	- 1.3%	101.5%	- 2.2%
Aug-2025	101.5%	- 1.0%	100.1%	- 2.4%
12-Month Avg*	101.3%	- 0.8%	100.8%	- 0.6%

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

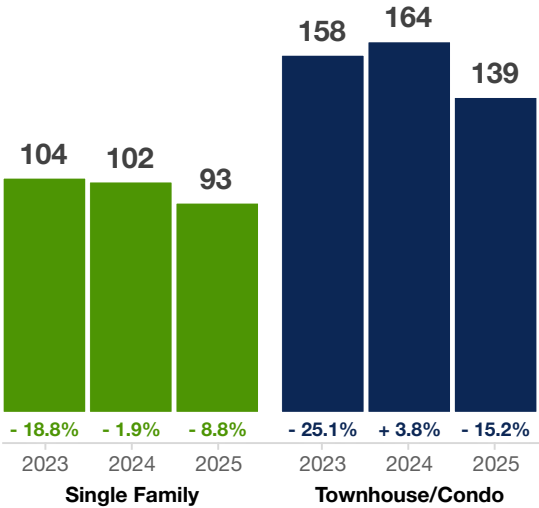
Historical Percent of List Price Received by Month



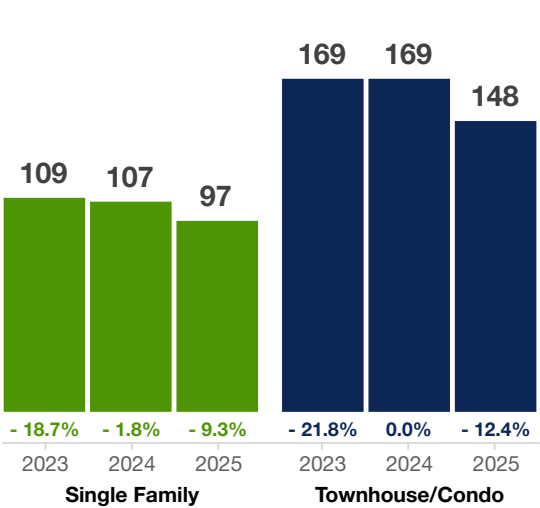
Housing Affordability Index

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.

August

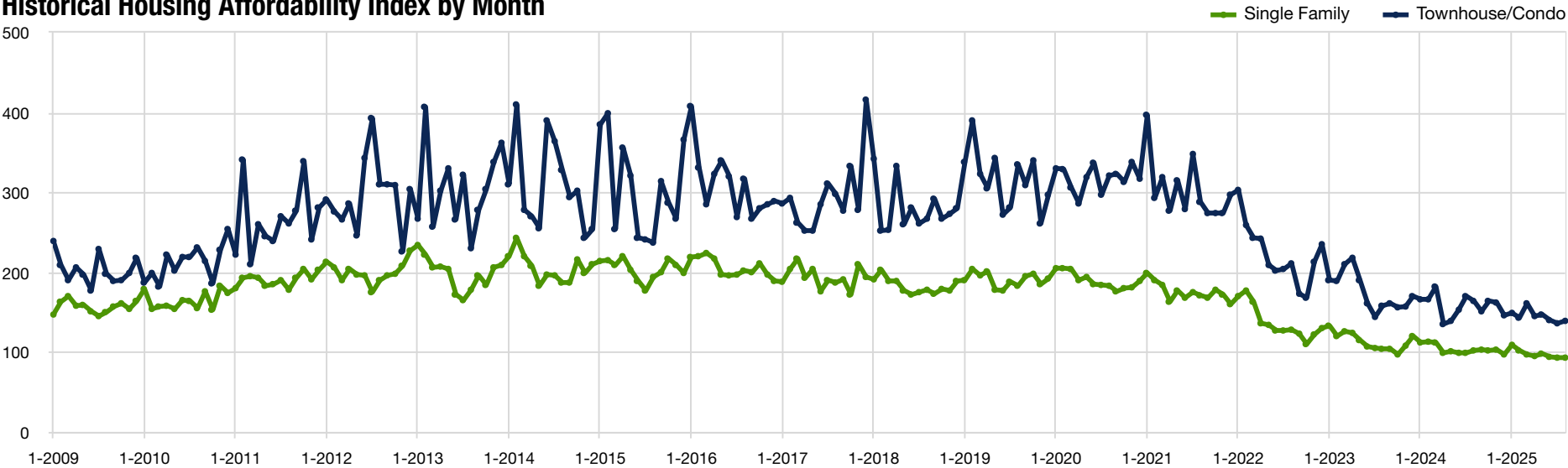


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
Jul-2025	93	- 6.1%	136	- 20.0%
Aug-2025	93	- 8.8%	139	- 15.2%
12-Month Avg	99	- 6.6%	149	- 6.9%

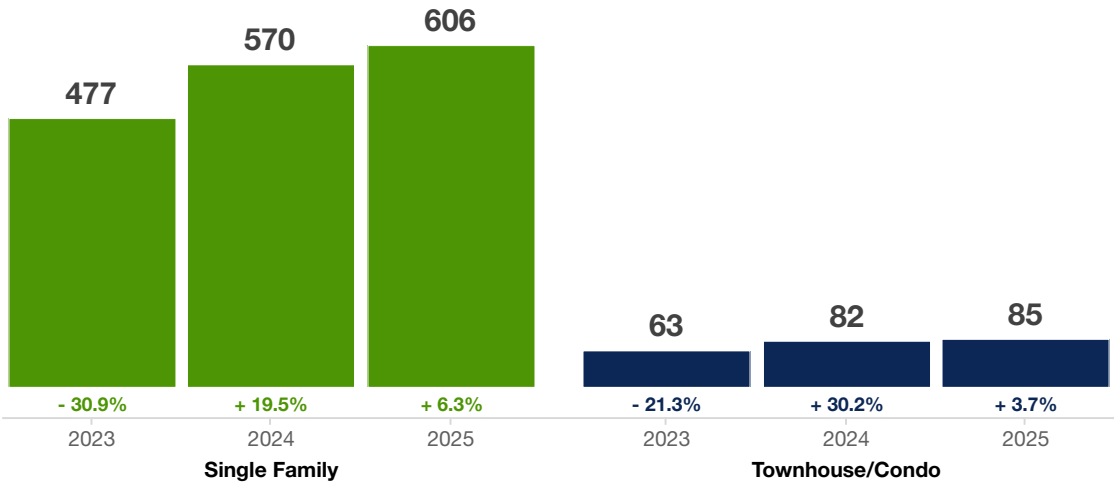
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

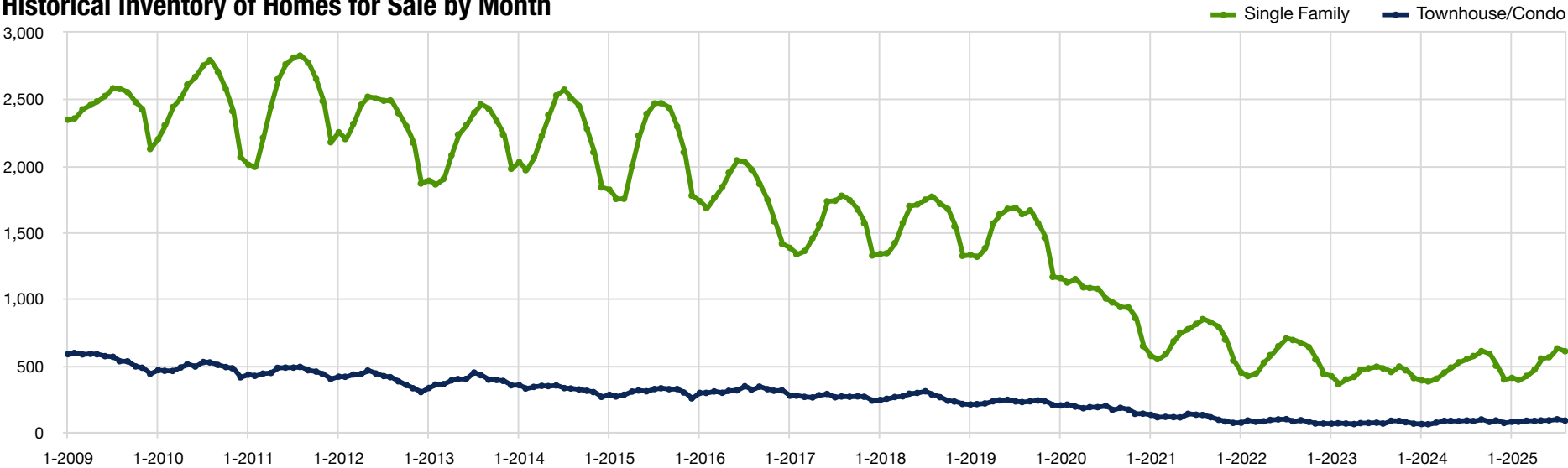
The number of properties available for sale in active status at the end of a given month.

August



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Sep-2024	607	+ 34.9%	94	+ 11.9%
Oct-2024	587	+ 19.6%	75	- 9.6%
Nov-2024	497	+ 7.6%	86	+ 17.8%
Dec-2024	394	- 2.5%	67	+ 8.1%
Jan-2025	406	+ 4.9%	76	+ 28.8%
Feb-2025	390	+ 2.9%	76	+ 31.0%
Mar-2025	421	+ 5.3%	84	+ 20.0%
Apr-2025	467	+ 4.7%	83	0.0%
May-2025	551	+ 14.1%	86	+ 3.6%
Jun-2025	561	+ 7.3%	87	+ 6.1%
Jul-2025	627	+ 14.6%	95	+ 10.5%
Aug-2025	606	+ 6.3%	85	+ 3.7%
12-Month Avg	510	+ 10.4%	83	+ 10.7%

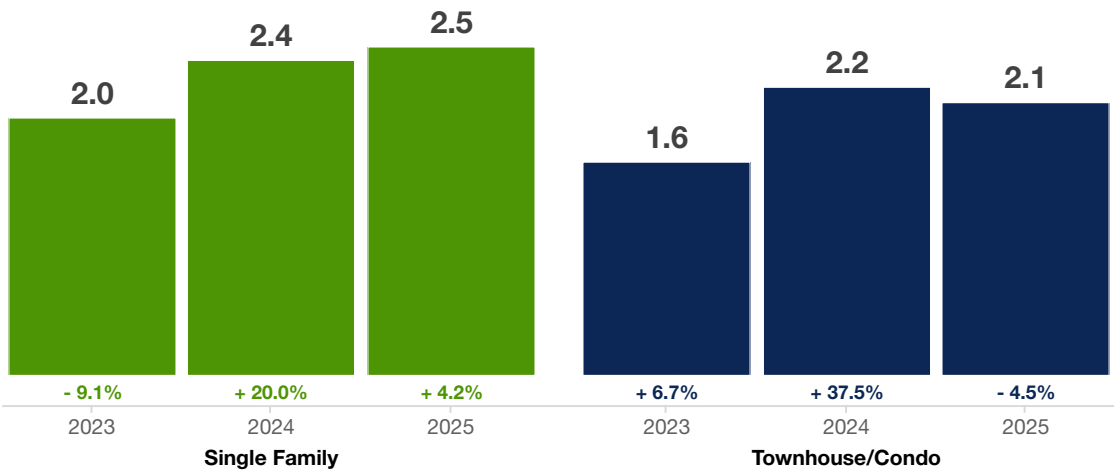
Historical Inventory of Homes for Sale by Month



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.

August



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%	2.3	+ 21.1%
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%	2.2	+ 22.2%
Apr-2025	1.9	0.0%	2.1	- 4.5%
May-2025	2.3	+ 9.5%	2.1	- 4.5%
Jun-2025	2.3	+ 4.5%	2.2	0.0%
Jul-2025	2.6	+ 13.0%	2.3	0.0%
Aug-2025	2.5	+ 4.2%	2.1	- 4.5%
12-Month Avg*	2.1	+ 8.0%	2.1	+ 8.3%

* Months Supply for all properties from September 2024 through August 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	8-2024	8-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		404	397	- 1.7%	2,891	3,042	+ 5.2%
Pending Sales		324	353	+ 9.0%	2,266	2,291	+ 1.1%
Closed Sales		371	349	- 5.9%	2,159	2,191	+ 1.5%
Days on Market Until Sale		17	24	+ 41.2%	24	26	+ 8.3%
Median Sales Price		\$370,000	\$400,000	+ 8.1%	\$350,000	\$380,000	+ 8.6%
Average Sales Price		\$467,629	\$478,103	+ 2.2%	\$407,074	\$435,934	+ 7.1%
Percent of List Price Received		102.5%	101.3%	- 1.2%	102.2%	101.3%	- 0.9%
Housing Affordability Index		106	96	- 9.4%	112	101	- 9.8%
Inventory of Homes for Sale		652	691	+ 6.0%	—	—	—
Months Supply of Inventory		2.4	2.4	0.0%	—	—	—