

# Monthly Indicators

Mid-Fairfield County Association of REALTORS®



## January 2025

U.S. existing-home sales advanced for the third straight month, climbing 2.2% to a seasonally adjusted annual rate of 4.24 million units, a 10-month high, according to the National Association of REALTORS® (NAR). Sales were up 9.3% year-over-year, driven largely by purchases of homes priced \$500,000 and above. Month-over-month, sales rose in the South, Northeast, and the West but fell in the Midwest, with all four regions reporting year-over-year gains.

New Listings decreased 18.6 percent for Single Family homes and 12.1 percent for Townhouse/Condo homes. Pending Sales increased 1.9 percent for Single Family homes but remained flat for Townhouse/Condo homes. Inventory decreased 23.9 percent for Single Family homes and 20.3 percent for Townhouse/Condo homes.

Median Sales Price increased 2.9 percent to \$975,000 for Single Family homes and 59.9 percent to \$654,000 for Townhouse/Condo homes. Days on Market decreased 17.6 percent for Single Family homes and 29.5 percent for Townhouse/Condo homes. Months Supply of Inventory decreased 22.2 percent for Single Family homes and 27.3 percent for Townhouse/Condo homes.

According to NAR, total housing inventory was 1.15 million units heading into January, a 13.5% decrease from the previous month but a 16.2% increase from the same period one year earlier, for a 3.3-month supply at the current sales pace. Housing supply remains down compared to pre-pandemic levels, and the limited number of homes on the market continues to push sales prices higher nationwide, with the median existing-home price rising 6% year-over-year to \$404,400.

## Quick Facts

**- 8.4%**

Change in  
**Closed Sales**  
All Properties

**+ 3.5%**

Change in  
**Median Sales Price**  
All Properties

**- 23.0%**

Change in  
**Homes for Sale**  
All Properties

This report covers residential real estate activity in the Mid-Fairfield County 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	1-2024	1-2025	% Change	YTD 2024	YTD 2025	% Change
<b>New Listings</b>		102	<b>83</b>	- 18.6%	102	<b>83</b>	- 18.6%
<b>Pending Sales</b>		52	<b>53</b>	+ 1.9%	52	<b>53</b>	+ 1.9%
<b>Closed Sales</b>		82	<b>74</b>	- 9.8%	82	<b>74</b>	- 9.8%
<b>Days on Market Until Sale</b>		51	<b>42</b>	- 17.6%	51	<b>42</b>	- 17.6%
<b>Median Sales Price</b>		\$947,500	<b>\$975,000</b>	+ 2.9%	\$947,500	<b>\$975,000</b>	+ 2.9%
<b>Average Sales Price</b>		\$1,311,592	<b>\$1,254,808</b>	- 4.3%	\$1,311,592	<b>\$1,254,808</b>	- 4.3%
<b>Percent of List Price Received</b>		101.4%	<b>102.9%</b>	+ 1.5%	101.4%	<b>102.9%</b>	+ 1.5%
<b>Housing Affordability Index</b>		59	<b>56</b>	- 5.1%	59	<b>56</b>	- 5.1%
<b>Inventory of Homes for Sale</b>		184	<b>140</b>	- 23.9%	—	—	—
<b>Months Supply of Inventory</b>		1.8	<b>1.4</b>	- 22.2%	—	—	—

# 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.

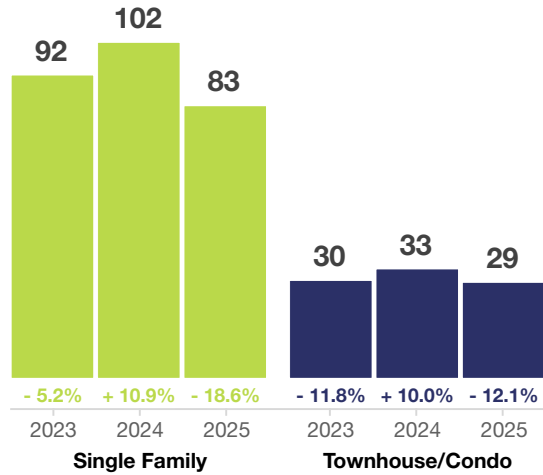


Key Metrics	Historical Sparkbars	1-2024	1-2025	% Change	YTD 2024	YTD 2025	% Change
<b>New Listings</b>		33	29	- 12.1%	33	29	- 12.1%
<b>Pending Sales</b>		22	22	0.0%	22	22	0.0%
<b>Closed Sales</b>		25	24	- 4.0%	25	24	- 4.0%
<b>Days on Market Until Sale</b>		44	31	- 29.5%	44	31	- 29.5%
<b>Median Sales Price</b>		\$409,000	<b>\$654,000</b>	+ 59.9%	\$409,000	<b>\$654,000</b>	+ 59.9%
<b>Average Sales Price</b>		\$607,820	<b>\$852,875</b>	+ 40.3%	\$607,820	<b>\$852,875</b>	+ 40.3%
<b>Percent of List Price Received</b>		100.3%	<b>101.6%</b>	+ 1.3%	100.3%	<b>101.6%</b>	+ 1.3%
<b>Housing Affordability Index</b>		136	83	- 39.0%	136	83	- 39.0%
<b>Inventory of Homes for Sale</b>		64	51	- 20.3%	—	—	—
<b>Months Supply of Inventory</b>		2.2	1.6	- 27.3%	—	—	—

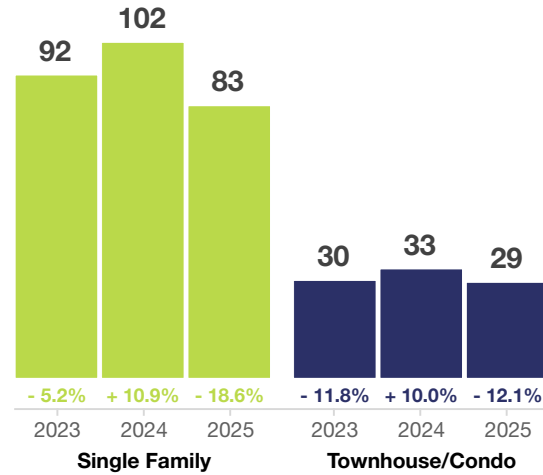
# New Listings

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

## January

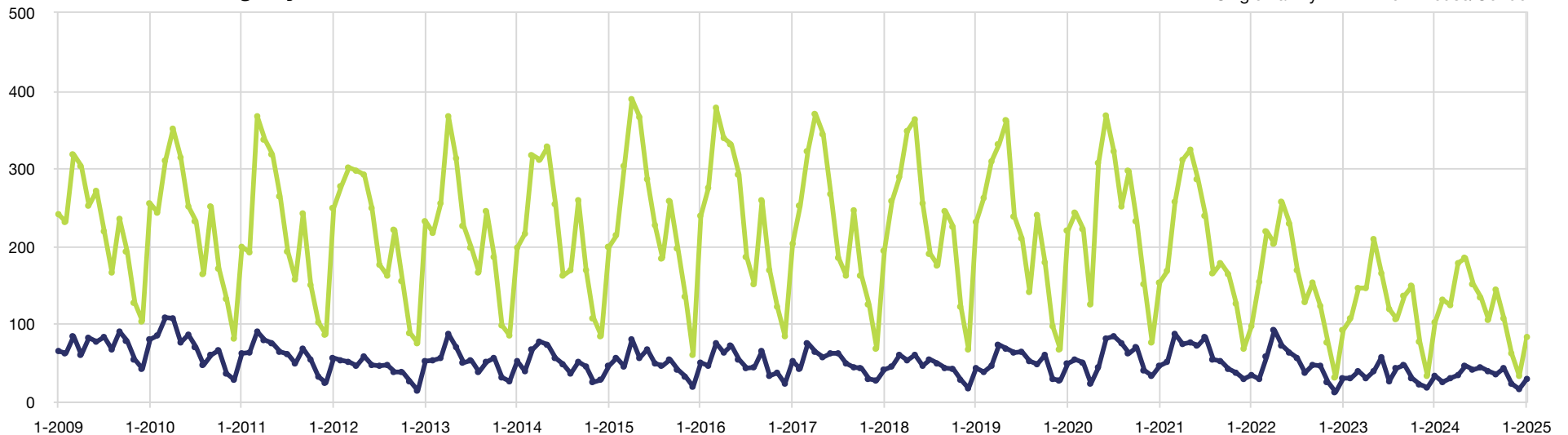


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2024	131	+ 22.4%	25	- 16.7%
Mar-2024	124	- 15.1%	30	- 23.1%
Apr-2024	178	+ 21.9%	34	+ 13.3%
May-2024	185	- 11.5%	46	+ 17.9%
Jun-2024	151	- 8.5%	41	- 28.1%
Jul-2024	134	+ 12.6%	44	+ 69.2%
Aug-2024	105	- 0.9%	39	- 9.3%
Sep-2024	144	+ 5.9%	35	- 25.5%
Oct-2024	107	- 28.2%	43	+ 43.3%
Nov-2024	62	- 19.5%	23	+ 4.5%
Dec-2024	33	0.0%	16	- 11.1%
<b>Jan-2025</b>	<b>83</b>	<b>- 18.6%</b>	<b>29</b>	<b>- 12.1%</b>
12-Month Avg	120	- 4.0%	34	- 2.9%

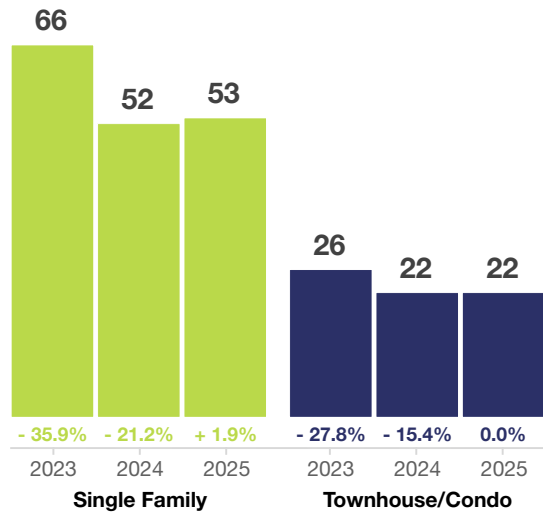
## Historical New Listings by Month



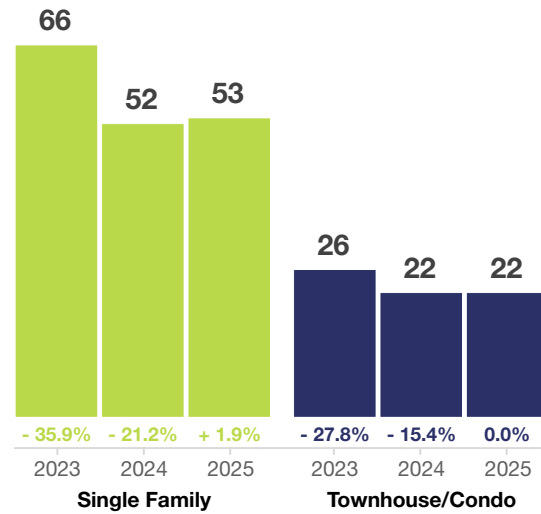
# Pending Sales

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

## January

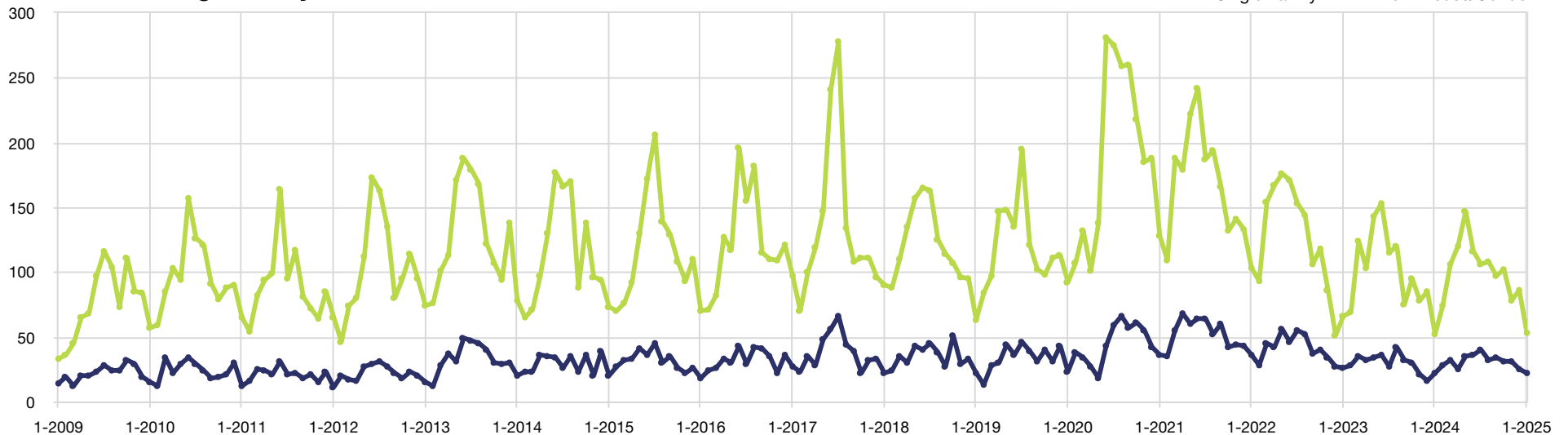


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2024	74	+ 7.2%	28	0.0%
Mar-2024	106	- 14.5%	32	- 8.6%
Apr-2024	120	+ 16.5%	25	- 21.9%
May-2024	147	+ 2.8%	35	+ 2.9%
Jun-2024	116	- 24.2%	36	0.0%
Jul-2024	106	- 7.8%	40	+ 48.1%
Aug-2024	108	- 10.0%	32	- 23.8%
Sep-2024	97	+ 29.3%	34	+ 6.3%
Oct-2024	102	+ 7.4%	31	+ 3.3%
Nov-2024	78	0.0%	31	+ 47.6%
Dec-2024	86	+ 1.2%	25	+ 56.3%
<b>Jan-2025</b>	<b>53</b>	<b>+ 1.9%</b>	<b>22</b>	<b>0.0%</b>
12-Month Avg	99	- 2.0%	31	+ 3.3%

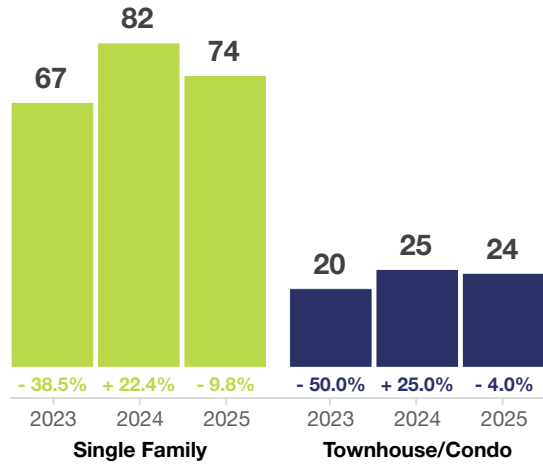
## Historical Pending Sales by Month



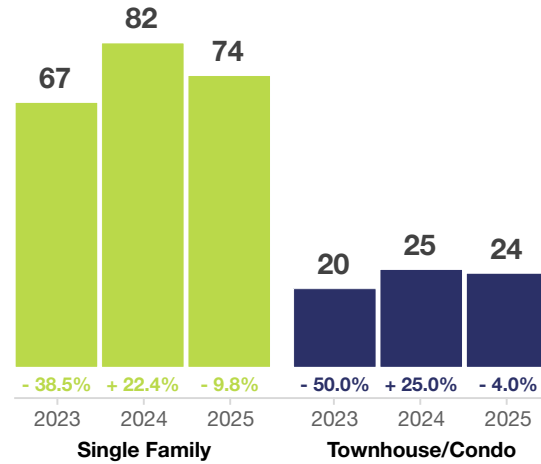
# Closed Sales

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

## January

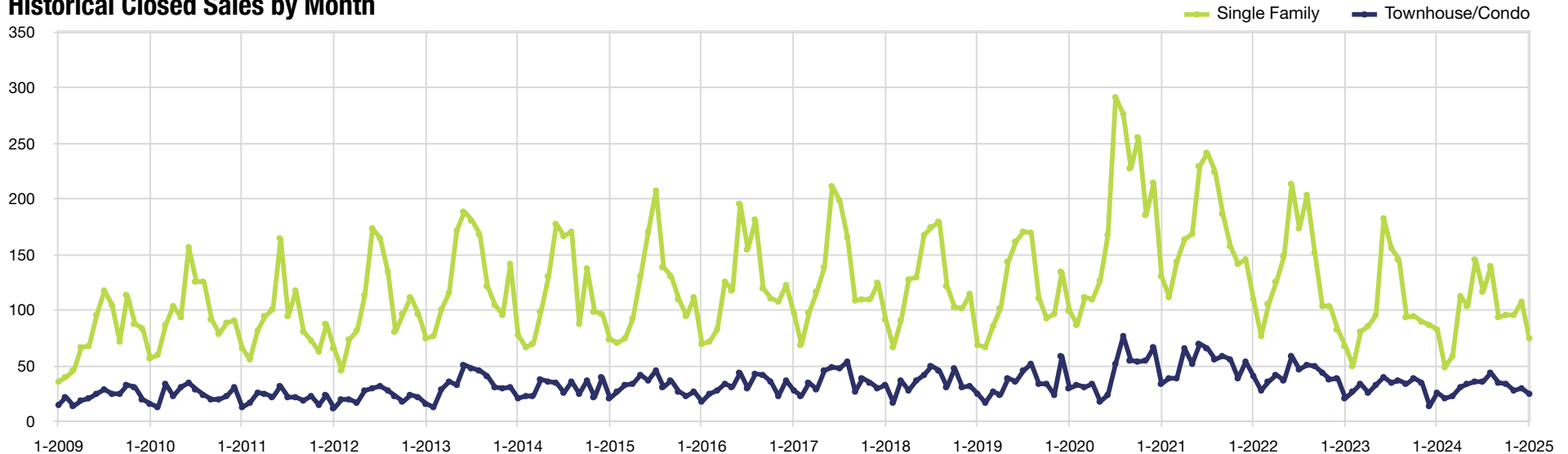


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2024	48	- 2.0%	20	- 23.1%
Mar-2024	58	- 27.5%	22	- 33.3%
Apr-2024	112	+ 31.8%	30	+ 20.0%
May-2024	103	+ 8.4%	33	+ 3.1%
Jun-2024	145	- 20.3%	35	- 10.3%
Jul-2024	116	- 25.2%	35	+ 2.9%
Aug-2024	139	- 4.1%	43	+ 19.4%
Sep-2024	93	0.0%	34	+ 3.0%
Oct-2024	95	+ 1.1%	33	- 13.2%
Nov-2024	95	+ 6.7%	27	- 20.6%
Dec-2024	107	+ 24.4%	29	+ 123.1%
<b>Jan-2025</b>	<b>74</b>	<b>- 9.8%</b>	<b>24</b>	<b>- 4.0%</b>
12-Month Avg	99	- 3.9%	30	- 3.2%

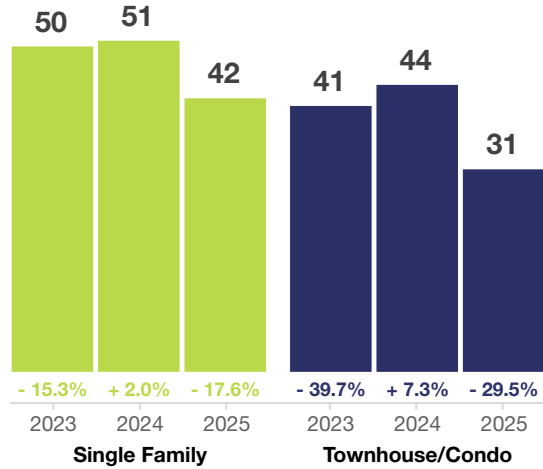
## Historical Closed Sales by Month



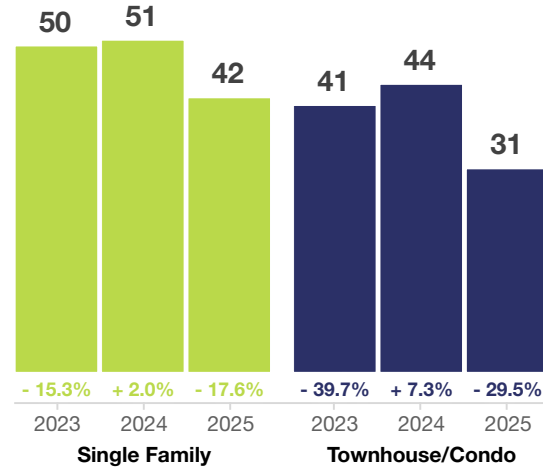
# Days on Market Until Sale

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

## January



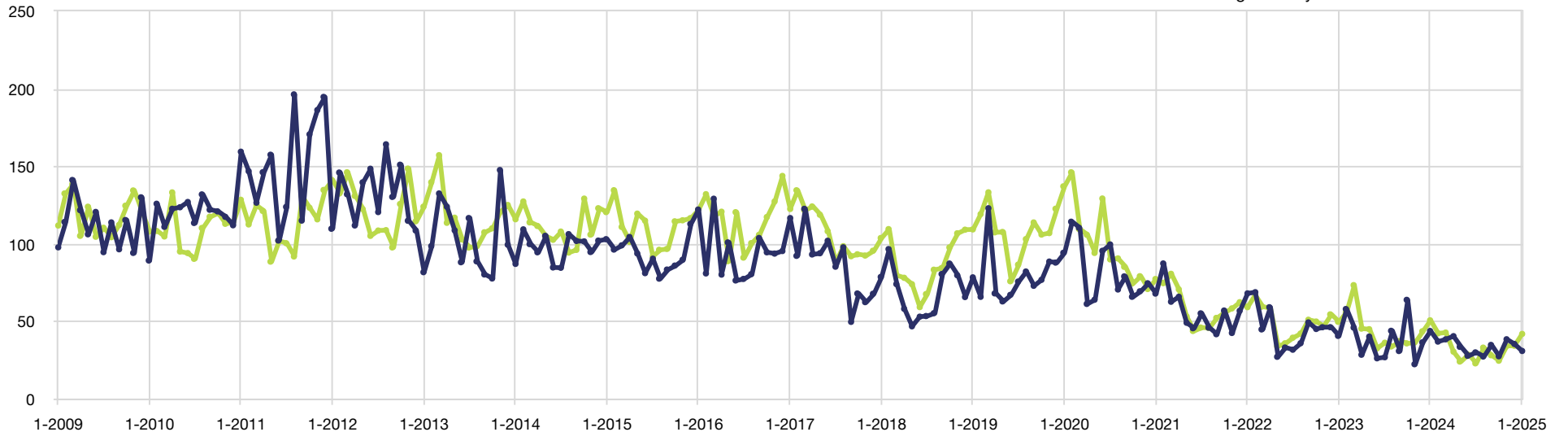
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2024	42	- 25.0%	37	- 36.2%
Mar-2024	43	- 41.1%	38	- 17.4%
Apr-2024	30	- 33.3%	40	+ 42.9%
May-2024	24	- 46.7%	33	- 17.5%
Jun-2024	29	- 9.4%	28	+ 7.7%
Jul-2024	23	- 36.1%	30	+ 11.1%
Aug-2024	33	- 2.9%	27	- 38.6%
Sep-2024	28	- 24.3%	35	+ 12.9%
Oct-2024	24	- 33.3%	27	- 57.8%
Nov-2024	34	- 5.6%	38	+ 72.7%
Dec-2024	34	- 20.9%	35	- 2.8%
<b>Jan-2025</b>	<b>42</b>	<b>- 17.6%</b>	<b>31</b>	<b>- 29.5%</b>
12-Month Avg*	31	- 25.2%	33	- 15.5%

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

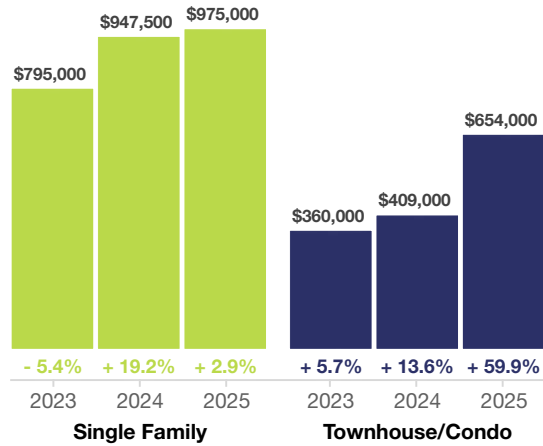
## Historical Days on Market Until Sale by Month



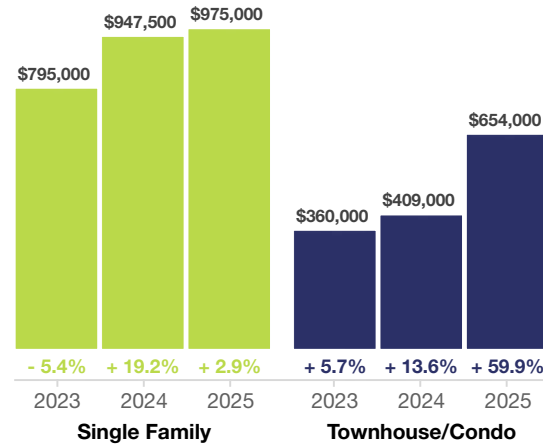
# Median Sales Price

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

## January



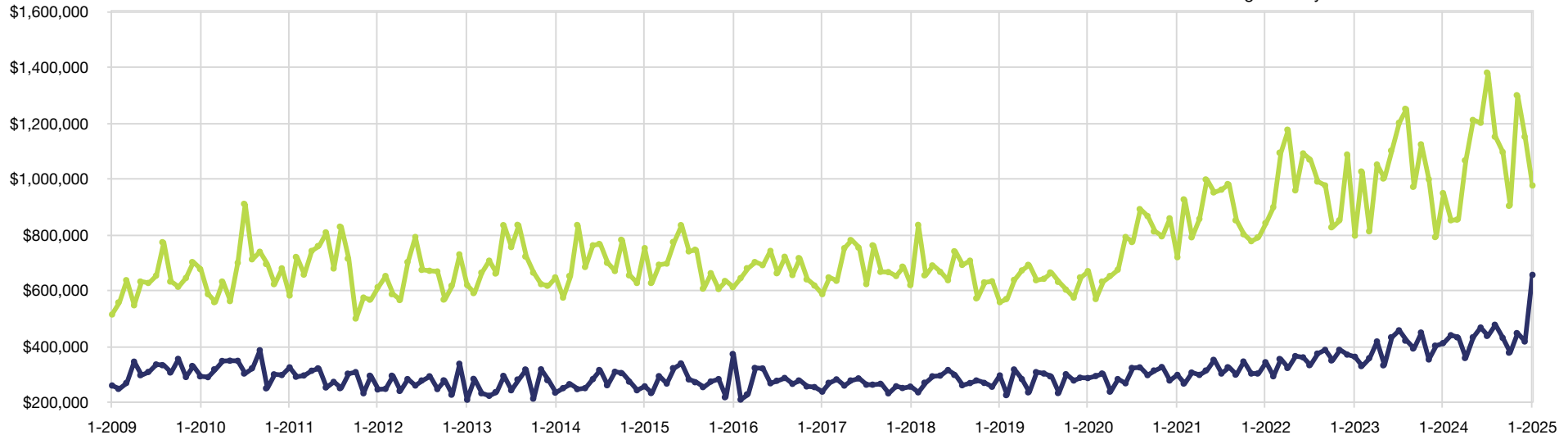
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2024	\$850,000	- 17.1%	\$437,500	+ 33.9%
Mar-2024	\$852,500	+ 5.2%	\$430,000	+ 21.1%
Apr-2024	\$1,065,000	+ 1.4%	\$355,750	- 14.3%
May-2024	\$1,210,000	+ 21.0%	\$430,000	+ 30.5%
Jun-2024	\$1,200,000	+ 9.1%	\$465,000	+ 8.1%
Jul-2024	\$1,380,000	+ 15.0%	\$435,000	- 4.4%
Aug-2024	\$1,150,000	- 8.0%	\$475,000	+ 13.6%
Sep-2024	\$1,095,000	+ 12.9%	\$428,000	+ 9.8%
Oct-2024	\$902,000	- 19.6%	\$375,000	- 16.1%
Nov-2024	\$1,299,000	+ 30.3%	\$445,000	+ 27.0%
Dec-2024	\$1,150,000	+ 45.6%	\$415,000	+ 3.8%
<b>Jan-2025</b>	<b>\$975,000</b>	<b>+ 2.9%</b>	<b>\$654,000</b>	<b>+ 59.9%</b>
12-Month Avg*	\$1,115,300	+ 8.8%	\$430,000	+ 8.4%

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

## Historical Median Sales Price by Month

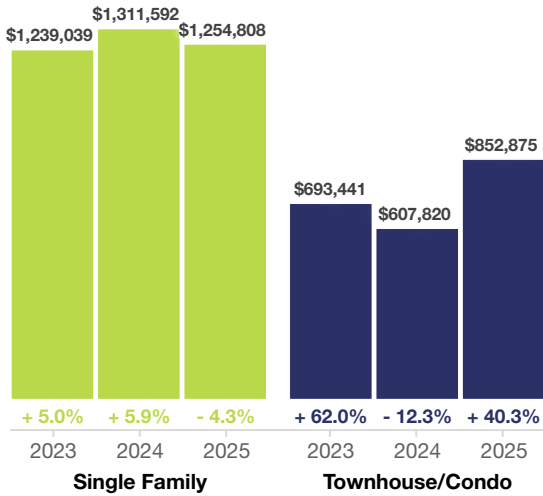




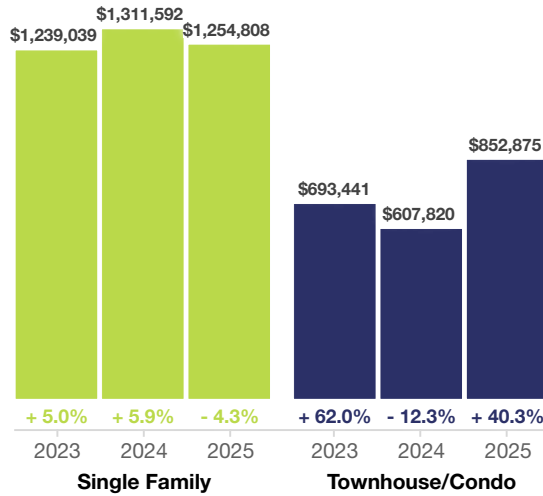
# Average Sales Price

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

## January



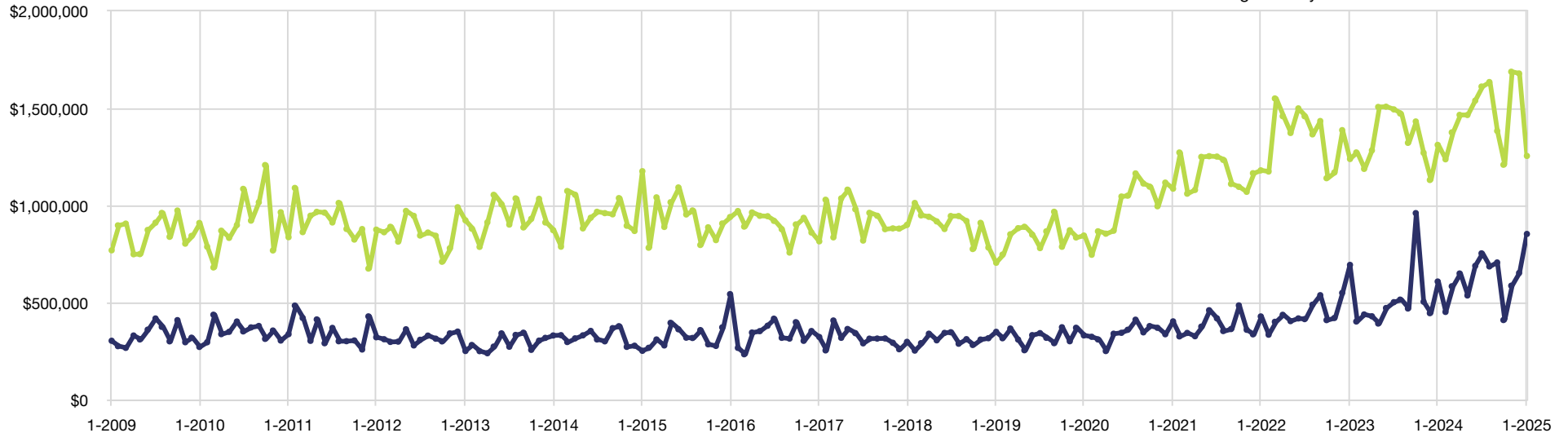
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2024	\$1,237,543	- 2.8%	\$451,325	+ 12.3%
Mar-2024	\$1,375,962	+ 15.8%	\$583,316	+ 33.1%
Apr-2024	\$1,466,053	+ 14.2%	\$649,167	+ 51.4%
May-2024	\$1,465,628	- 2.7%	\$536,082	+ 37.0%
Jun-2024	\$1,539,688	+ 2.1%	\$688,577	+ 46.1%
Jul-2024	\$1,612,064	+ 7.9%	\$752,946	+ 50.1%
Aug-2024	\$1,635,194	+ 11.0%	\$685,674	+ 33.2%
Sep-2024	\$1,383,633	+ 4.6%	\$705,948	+ 50.5%
Oct-2024	\$1,209,450	- 15.6%	\$409,530	- 57.3%
Nov-2024	\$1,688,460	+ 32.9%	\$586,296	+ 16.3%
Dec-2024	\$1,679,409	+ 48.5%	\$651,909	+ 46.5%
<b>Jan-2025</b>	<b>\$1,254,808</b>	<b>- 4.3%</b>	<b>\$852,875</b>	<b>+ 40.3%</b>
12-Month Avg*	\$1,492,357	+ 8.1%	\$634,749	+ 21.5%

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

## Historical Average Sales Price by Month

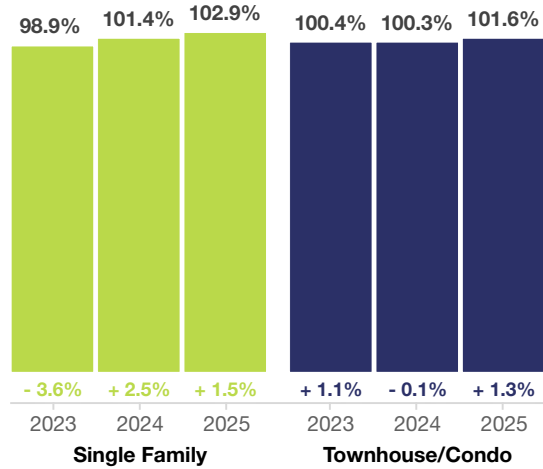


# Percent of List Price Received

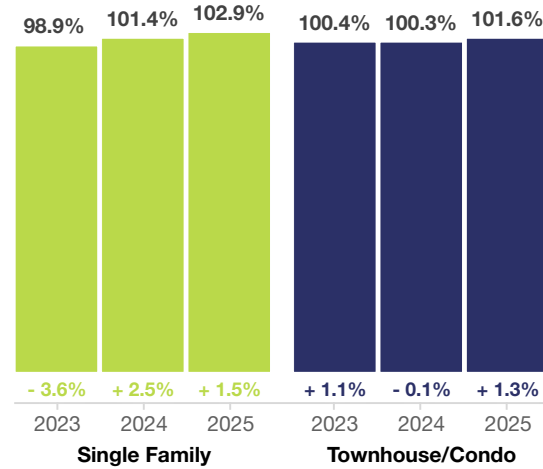
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## January



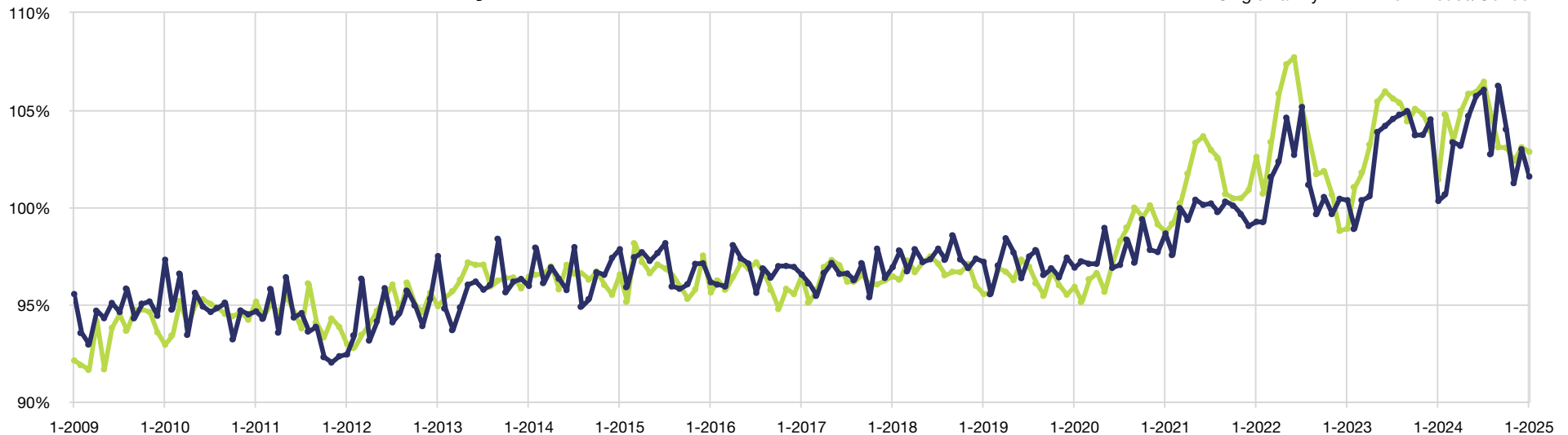
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2024	104.8%	+ 3.8%	100.7%	+ 1.8%
Mar-2024	103.4%	+ 1.6%	103.3%	+ 2.9%
Apr-2024	104.9%	+ 1.6%	103.2%	+ 2.6%
May-2024	105.8%	+ 0.4%	104.7%	+ 0.8%
Jun-2024	105.9%	- 0.1%	105.7%	+ 1.4%
Jul-2024	106.5%	+ 0.9%	106.0%	+ 1.4%
Aug-2024	104.7%	- 0.7%	102.7%	- 2.0%
Sep-2024	103.1%	- 1.2%	106.2%	+ 1.2%
Oct-2024	103.1%	- 1.9%	104.0%	+ 0.3%
Nov-2024	102.4%	- 2.3%	101.2%	- 2.4%
Dec-2024	103.1%	- 0.8%	103.0%	- 1.4%
<b>Jan-2025</b>	<b>102.9%</b>	<b>+ 1.5%</b>	<b>101.6%</b>	<b>+ 1.3%</b>
12-Month Avg*	104.4%	- 0.1%	103.7%	+ 0.7%

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

## Historical Percent of List Price Received by Month

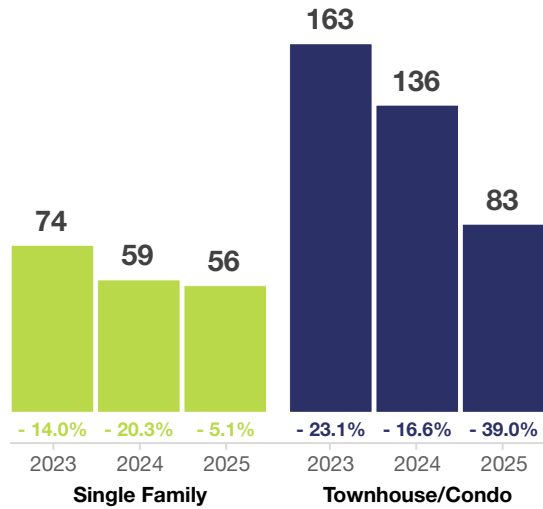


# Housing Affordability Index

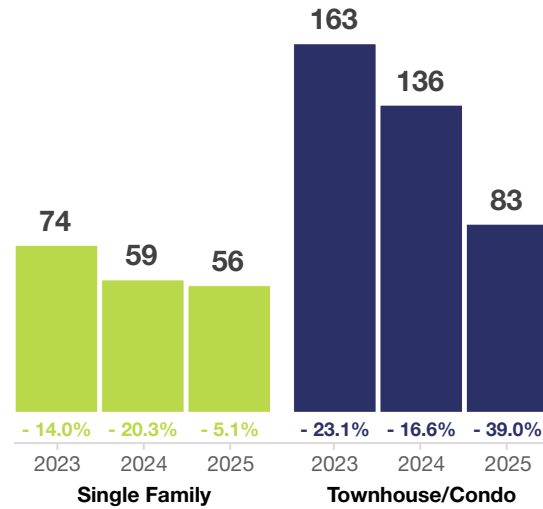
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## January

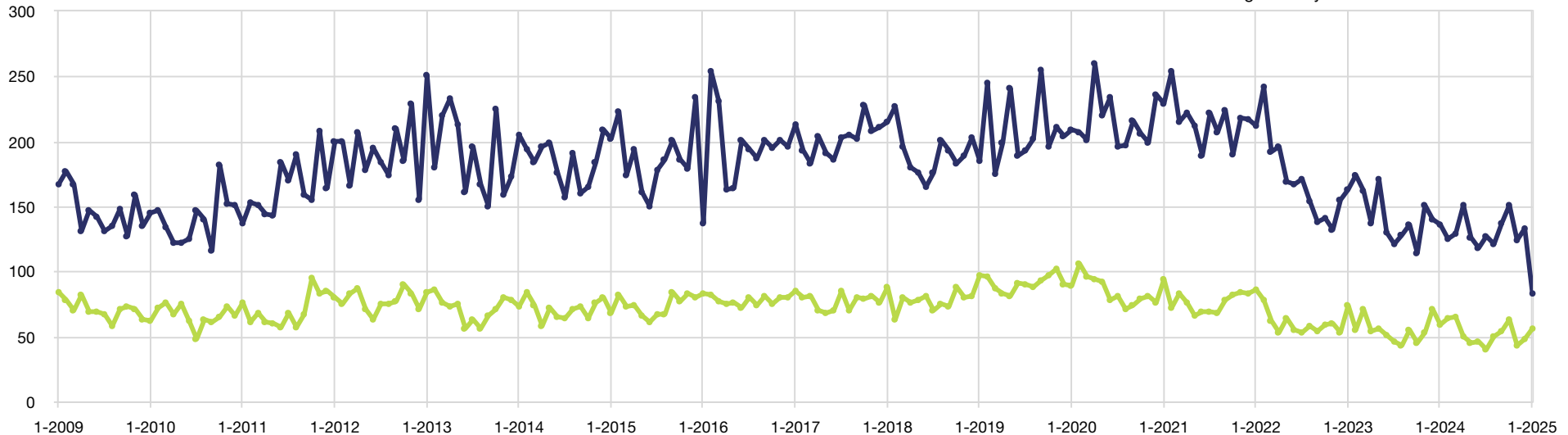


## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2024	64	+ 16.4%	125	- 28.2%
Mar-2024	65	- 8.5%	129	- 20.4%
Apr-2024	50	- 7.4%	151	+ 10.2%
May-2024	45	- 19.6%	126	- 26.3%
Jun-2024	46	- 9.8%	118	- 9.2%
Jul-2024	40	- 13.0%	127	+ 5.0%
Aug-2024	50	+ 16.3%	121	- 5.5%
Sep-2024	54	- 1.8%	137	+ 0.7%
Oct-2024	63	+ 40.0%	151	+ 32.5%
Nov-2024	43	- 18.9%	124	- 17.9%
Dec-2024	48	- 32.4%	133	- 5.0%
<b>Jan-2025</b>	<b>56</b>	<b>- 5.1%</b>	<b>83</b>	<b>- 39.0%</b>
12-Month Avg	52	- 5.5%	127	- 10.6%

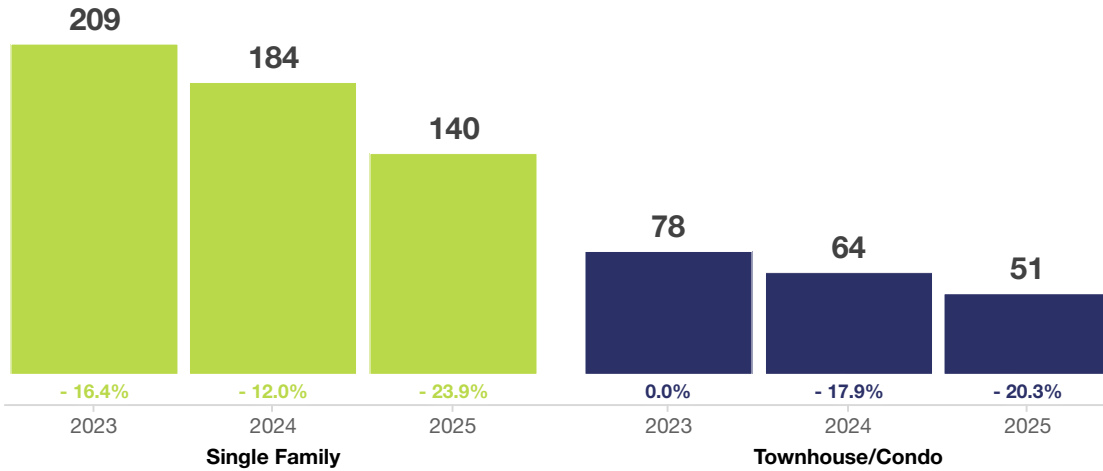
## Historical Housing Affordability Index by Month



# Inventory of Homes for Sale

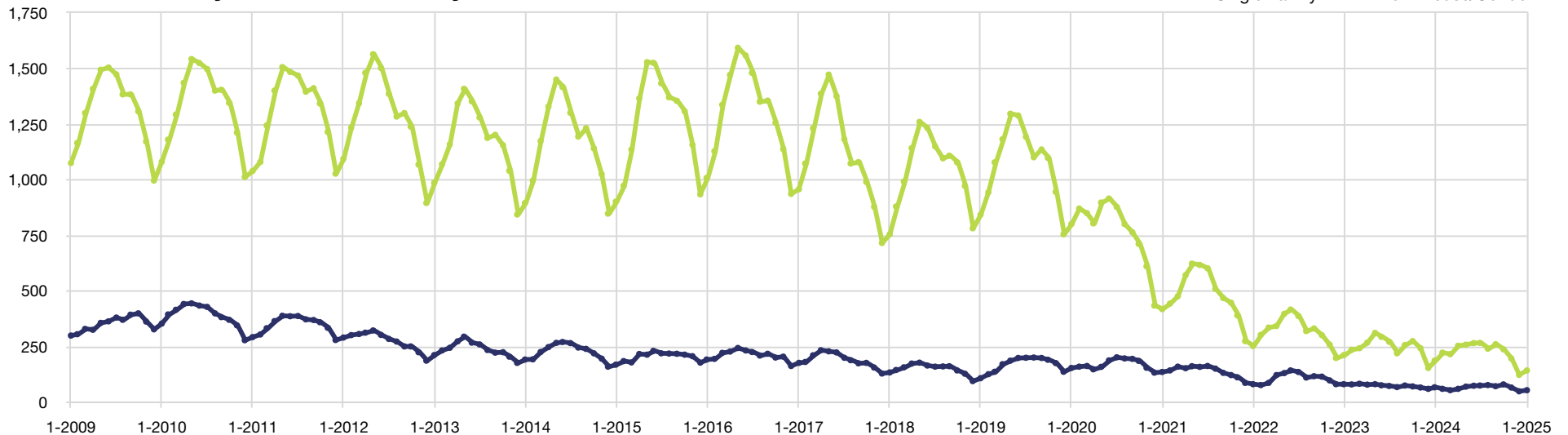
The number of properties available for sale in active status at the end of a given month.

## January



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2024	220	- 5.6%	57	- 26.0%
Mar-2024	213	- 11.3%	51	- 36.3%
Apr-2024	251	- 5.3%	57	- 25.0%
May-2024	256	- 17.2%	67	- 14.1%
Jun-2024	263	- 9.6%	71	- 2.7%
Jul-2024	264	- 1.9%	72	+ 2.9%
Aug-2024	238	+ 9.7%	74	+ 13.8%
Sep-2024	258	+ 1.6%	69	- 4.2%
Oct-2024	235	- 13.6%	77	+ 13.2%
Nov-2024	194	- 19.2%	63	0.0%
Dec-2024	120	- 20.5%	46	- 19.3%
<b>Jan-2025</b>	<b>140</b>	<b>- 23.9%</b>	<b>51</b>	<b>- 20.3%</b>
12-Month Avg	221	- 9.4%	63	- 10.0%

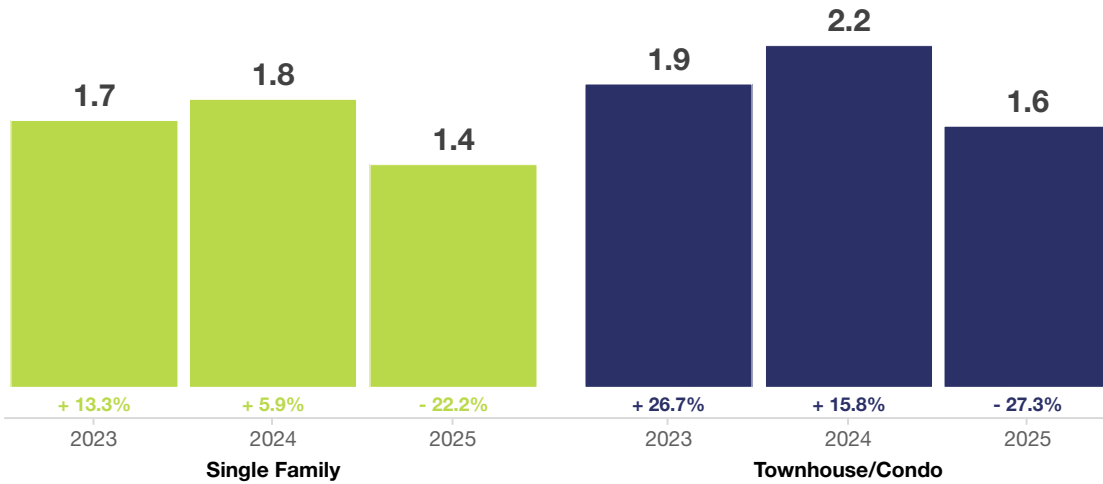
## Historical Inventory of Homes for Sale by Month



# 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.

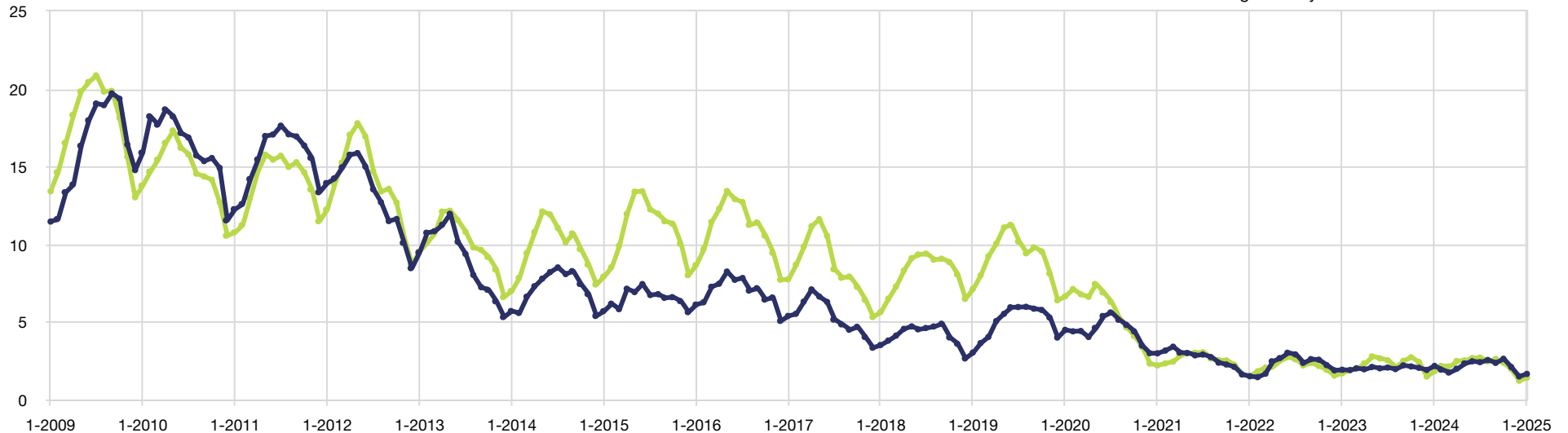
## January



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2024	2.2	+ 15.8%	1.9	0.0%
Mar-2024	2.1	+ 5.0%	1.7	- 15.0%
Apr-2024	2.5	+ 8.7%	2.0	+ 5.3%
May-2024	2.5	- 10.7%	2.3	+ 9.5%
Jun-2024	2.7	0.0%	2.5	+ 25.0%
Jul-2024	2.7	+ 8.0%	2.4	+ 14.3%
Aug-2024	2.5	+ 19.0%	2.5	+ 25.0%
Sep-2024	2.6	+ 4.0%	2.4	+ 9.1%
Oct-2024	2.4	- 11.1%	2.6	+ 23.8%
Nov-2024	2.0	- 16.7%	2.1	+ 5.0%
Dec-2024	1.2	- 20.0%	1.5	- 21.1%
<b>Jan-2025</b>	<b>1.4</b>	<b>- 22.2%</b>	<b>1.6</b>	<b>- 27.3%</b>
12-Month Avg*	2.2	- 2.0%	2.1	+ 4.8%

\* Months Supply for all properties from February 2024 through January 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	1-2024	1-2025	% Change	YTD 2024	YTD 2025	% Change
<b>New Listings</b>		135	<b>112</b>	- 17.0%	135	<b>112</b>	- 17.0%
<b>Pending Sales</b>		74	<b>75</b>	+ 1.4%	74	<b>75</b>	+ 1.4%
<b>Closed Sales</b>		107	<b>98</b>	- 8.4%	107	<b>98</b>	- 8.4%
<b>Days on Market Until Sale</b>		49	<b>39</b>	- 20.4%	49	<b>39</b>	- 20.4%
<b>Median Sales Price</b>		\$860,000	<b>\$890,000</b>	+ 3.5%	\$860,000	<b>\$890,000</b>	+ 3.5%
<b>Average Sales Price</b>		\$1,147,159	<b>\$1,156,376</b>	+ 0.8%	\$1,147,159	<b>\$1,156,376</b>	+ 0.8%
<b>Percent of List Price Received</b>		101.2%	<b>102.5%</b>	+ 1.3%	101.2%	<b>102.5%</b>	+ 1.3%
<b>Housing Affordability Index</b>		65	<b>61</b>	- 6.2%	65	<b>61</b>	- 6.2%
<b>Inventory of Homes for Sale</b>		248	<b>191</b>	- 23.0%	—	—	—
<b>Months Supply of Inventory</b>		1.9	<b>1.5</b>	- 21.1%	—	—	—