

Monthly Indicators

Mid-Fairfield County Association of REALTORS®



February 2025

U.S. existing-home sales fell for the first time since September, slipping 4.9% month-over-month to a seasonally adjusted annual rate of 4.08 million units, according to the National Association of REALTORS® (NAR), as elevated home prices and higher interest rates continue to impact buyer activity. Despite the drop, sales were up 2% compared to the same period last year, marking the fourth consecutive monthly year-over-year increase.

New Listings decreased 19.8 percent for Single Family homes but increased 60.0 percent for Townhouse/Condo homes. Pending Sales decreased 21.6 percent for Single Family homes and 28.6 percent for Townhouse/Condo homes. Inventory decreased 19.5 percent for Single Family homes but increased 21.1 percent for Townhouse/Condo homes.

Median Sales Price increased 50.3 percent to \$1,277,500 for Single Family homes and 0.6 percent to \$440,000 for Townhouse/Condo homes. Days on Market increased 4.8 percent for Single Family homes and 32.4 percent for Townhouse/Condo homes. Months Supply of Inventory decreased 18.2 percent for Single Family homes but increased 21.1 percent for Townhouse/Condo homes.

The limited number of properties for sale has continued to push home prices higher nationwide. At last measure, the national median existing-home price was \$396,900, a 4.8% increase from one year earlier, with prices up in all four regions, according to NAR. Meanwhile, total housing inventory heading into February stood at 1.18 million units, up 3.5% month-over-month and 16.8% year-over-year, for a 3.5-month supply at the current sales pace.

Quick Facts

- 1.5%

Change in
Closed Sales
All Properties

+ 51.1%

Change in
Median Sales Price
All Properties

- 11.2%

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.

Single Family Market Overview	2
Townhouse/Condo Market Overview	3
New Listings	4
Pending Sales	5
Closed Sales	6
Days on Market Until Sale	7
Median Sales Price	8
Average Sales Price	9
Percent of List Price Received	10
Housing Affordability Index	11
Inventory of Homes for Sale	12
Months Supply of Inventory	13
All Residential Properties Market Overview	14



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	2-2024	2-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		131	105	- 19.8%	233	188	- 19.3%
Pending Sales		74	58	- 21.6%	126	110	- 12.7%
Closed Sales		48	46	- 4.2%	130	121	- 6.9%
Days on Market Until Sale		42	44	+ 4.8%	47	42	- 10.6%
Median Sales Price		\$850,000	\$1,277,500	+ 50.3%	\$890,000	\$1,040,000	+ 16.9%
Average Sales Price		\$1,237,543	\$1,478,182	+ 19.4%	\$1,284,251	\$1,333,820	+ 3.9%
Percent of List Price Received		104.8%	103.2%	- 1.5%	102.7%	103.0%	+ 0.3%
Housing Affordability Index		64	43	- 32.8%	61	53	- 13.1%
Inventory of Homes for Sale		220	177	- 19.5%	—	—	—
Months Supply of Inventory		2.2	1.8	- 18.2%	—	—	—

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.

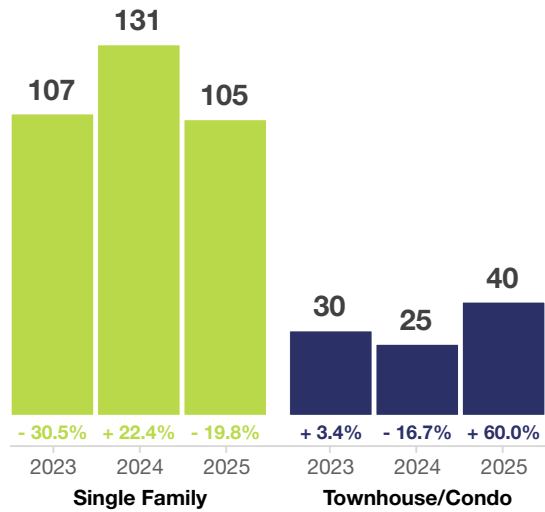


Key Metrics	Historical Sparkbars	2-2024	2-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		25	40	+ 60.0%	58	71	+ 22.4%
Pending Sales		28	20	- 28.6%	50	41	- 18.0%
Closed Sales		20	21	+ 5.0%	45	46	+ 2.2%
Days on Market Until Sale		37	49	+ 32.4%	41	39	- 4.9%
Median Sales Price		\$437,500	\$440,000	+ 0.6%	\$420,000	\$540,000	+ 28.6%
Average Sales Price		\$451,325	\$655,173	+ 45.2%	\$538,267	\$753,753	+ 40.0%
Percent of List Price Received		100.7%	100.8%	+ 0.1%	100.5%	101.2%	+ 0.7%
Housing Affordability Index		125	126	+ 0.8%	130	103	- 20.8%
Inventory of Homes for Sale		57	69	+ 21.1%	—	—	—
Months Supply of Inventory		1.9	2.3	+ 21.1%	—	—	—

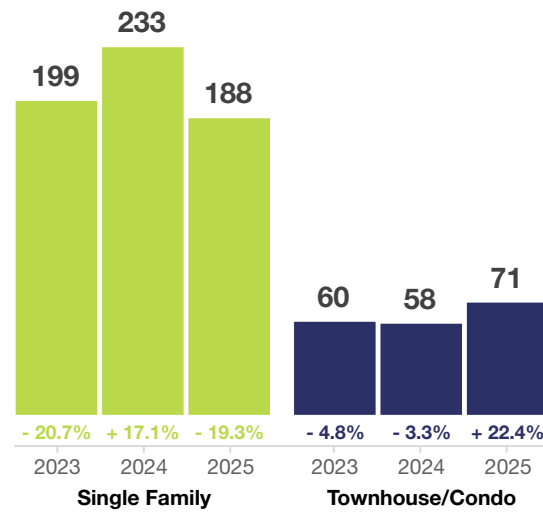
New Listings

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

February

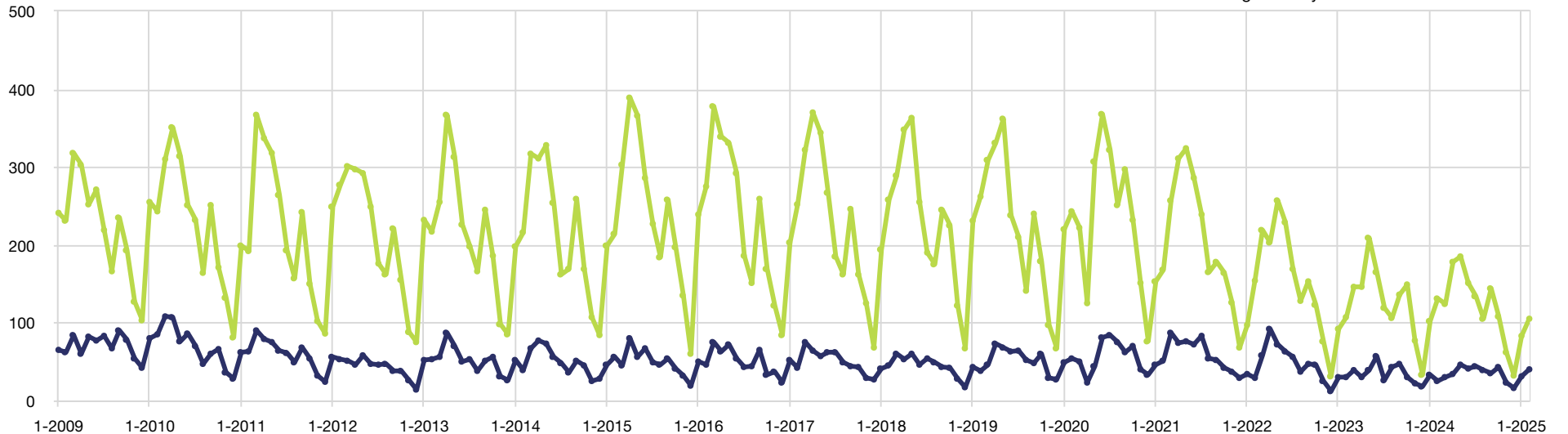


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	108	- 27.5%	43	+ 43.3%
Nov-2024	62	- 19.5%	23	+ 4.5%
Dec-2024	32	- 3.0%	16	- 11.1%
Jan-2025	83	- 18.6%	31	- 6.1%
Feb-2025	105	- 19.8%	40	+ 60.0%
12-Month Avg	118	- 7.1%	35	+ 2.9%

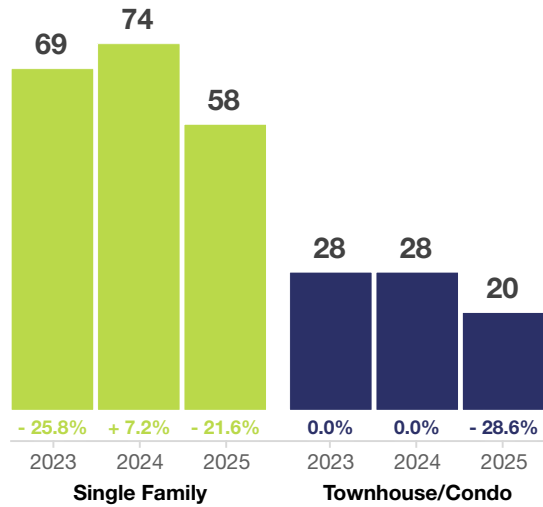
Historical New Listings by Month



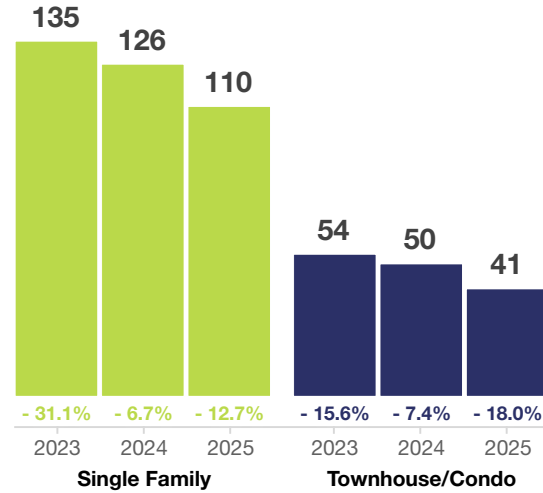
Pending Sales

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

February

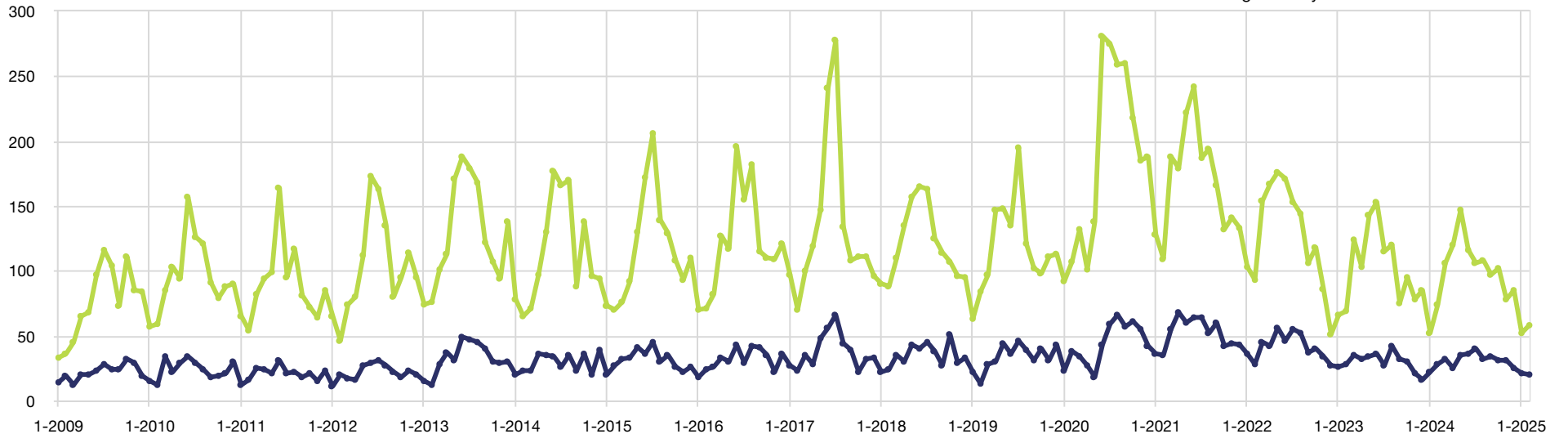


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	85	0.0%	25	+ 56.3%
Jan-2025	52	0.0%	21	- 4.5%
Feb-2025	58	- 21.6%	20	- 28.6%
12-Month Avg	98	- 3.0%	30	0.0%

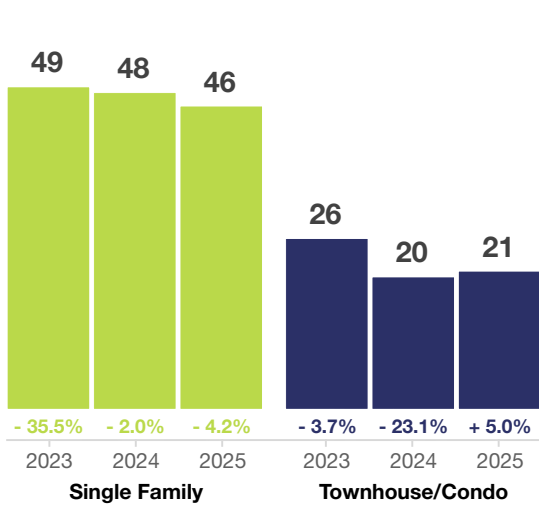
Historical Pending Sales by Month



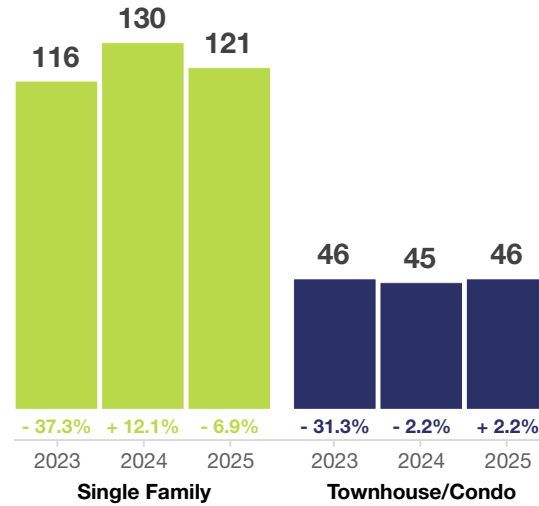
Closed Sales

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

February

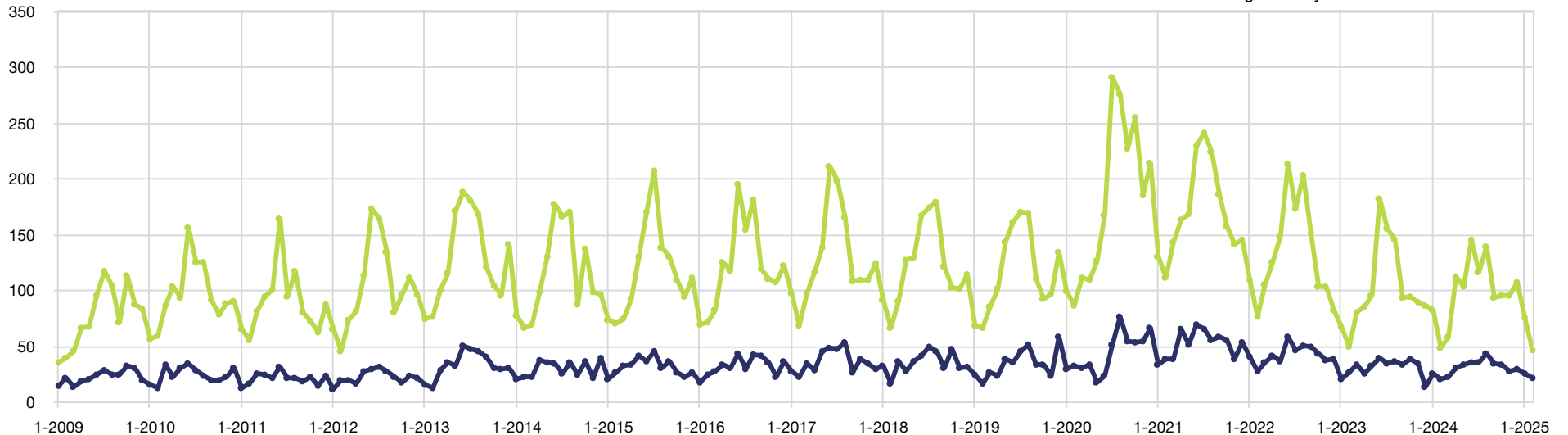


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
Jan-2025	75	- 8.5%	25	0.0%
Feb-2025	46	- 4.2%	21	+ 5.0%
12-Month Avg	99	- 3.9%	31	+ 3.3%

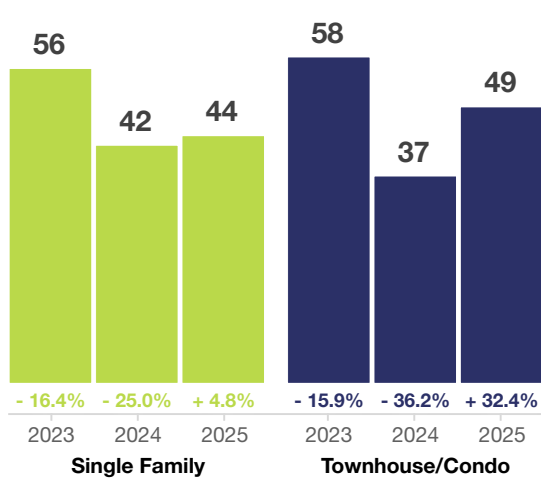
Historical Closed Sales by Month



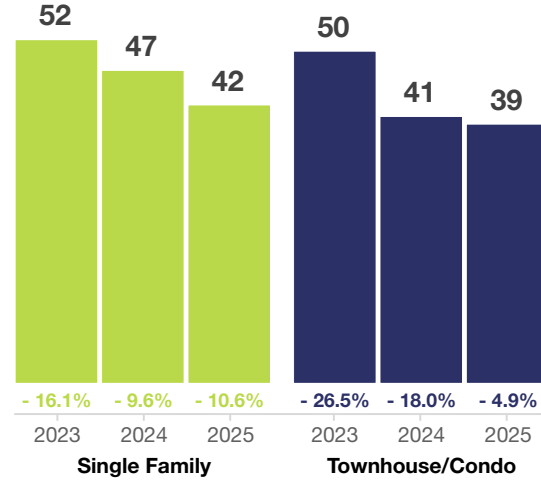
Days on Market Until Sale

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

February



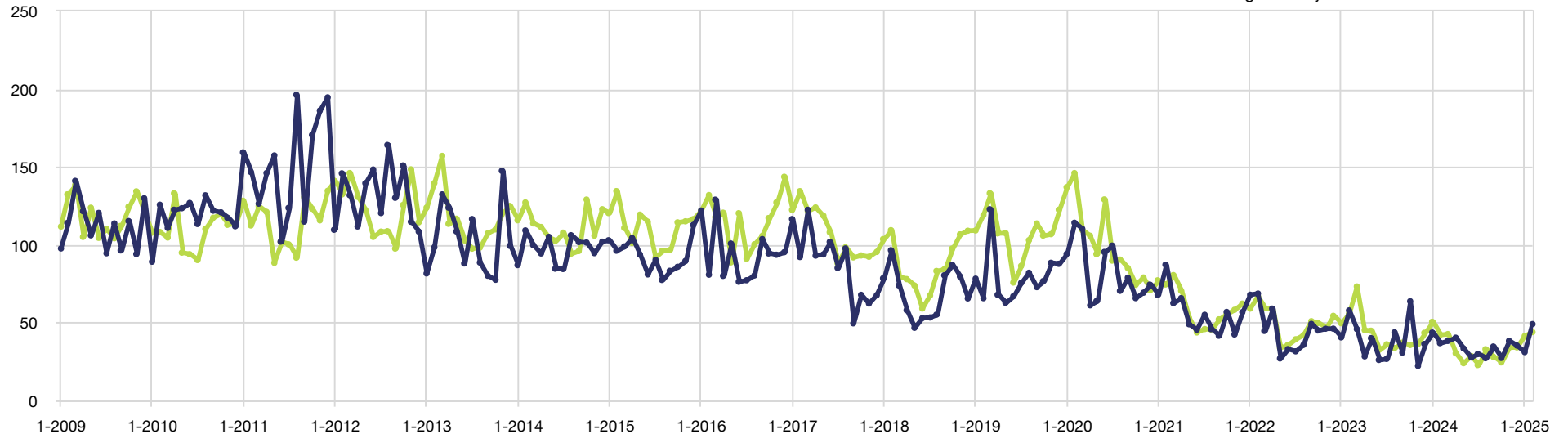
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
Jan-2025	41	- 19.6%	31	- 29.5%
Feb-2025	44	+ 4.8%	49	+ 32.4%
12-Month Avg*	31	- 24.1%	33	- 10.2%

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

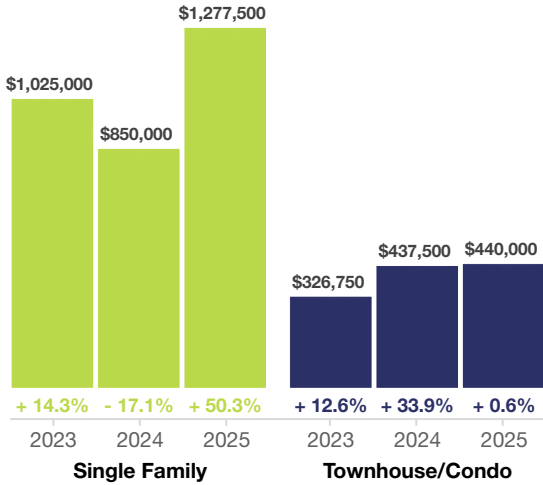
Historical Days on Market Until Sale by Month



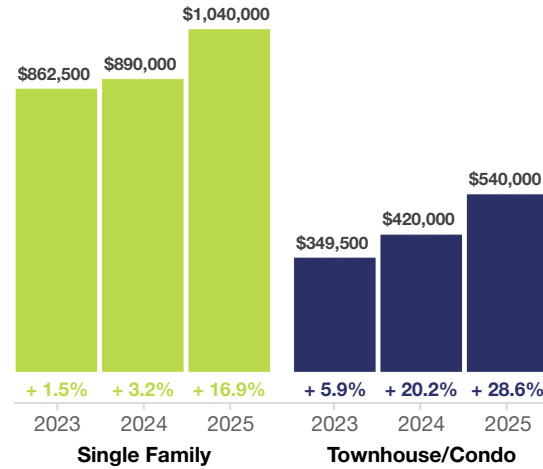
Median Sales Price

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

February



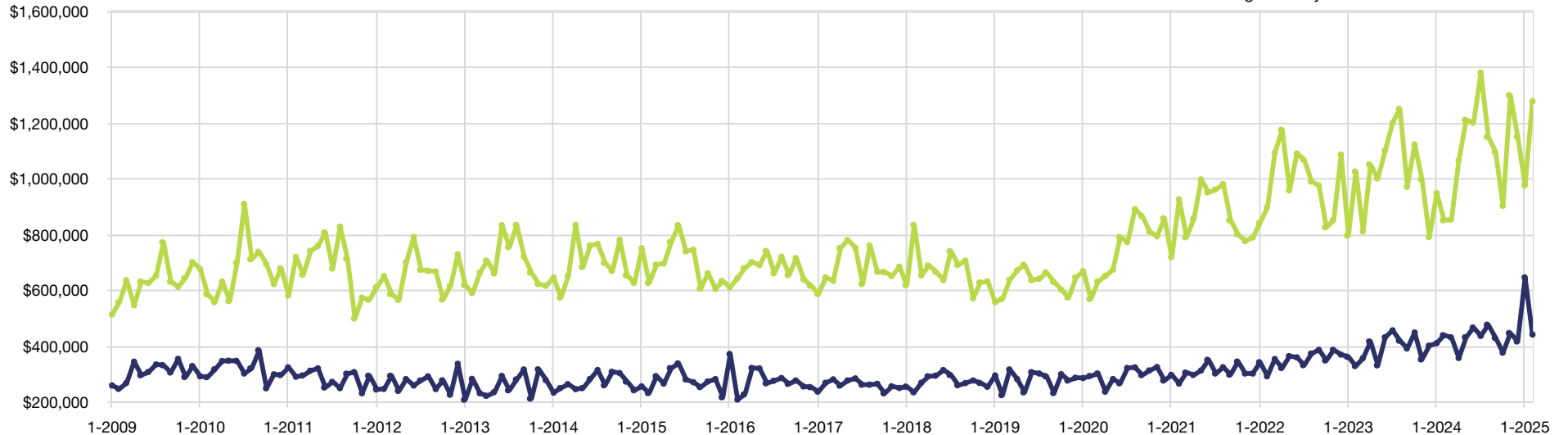
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
Jan-2025	\$975,000	+ 2.9%	\$645,000	+ 57.7%
Feb-2025	\$1,277,500	+ 50.3%	\$440,000	+ 0.6%
12-Month Avg*	\$1,147,000	+ 14.7%	\$430,000	+ 7.5%

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

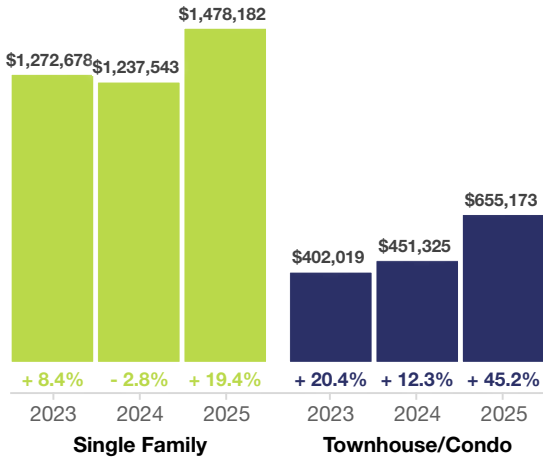
Historical Median Sales Price by Month



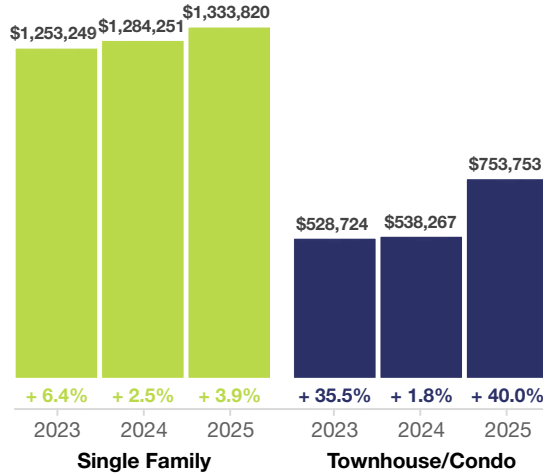
Average Sales Price

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

February



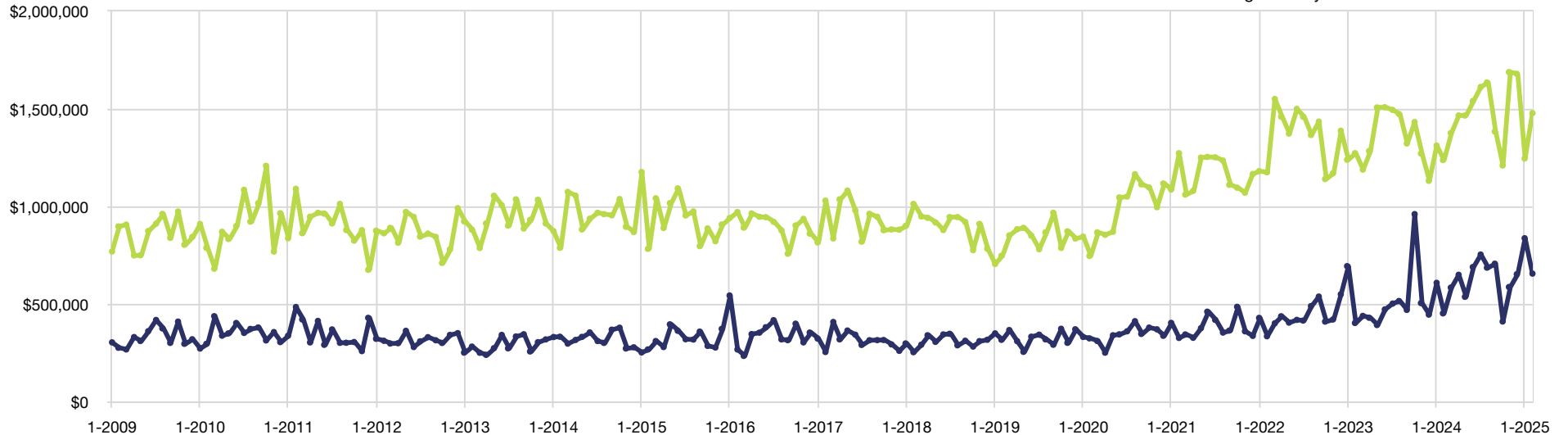
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
Jan-2025	\$1,245,277	- 5.1%	\$836,560	+ 37.6%
Feb-2025	\$1,478,182	+ 19.4%	\$655,173	+ 45.2%
12-Month Avg*	\$1,501,333	+ 8.9%	\$645,397	+ 22.5%

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

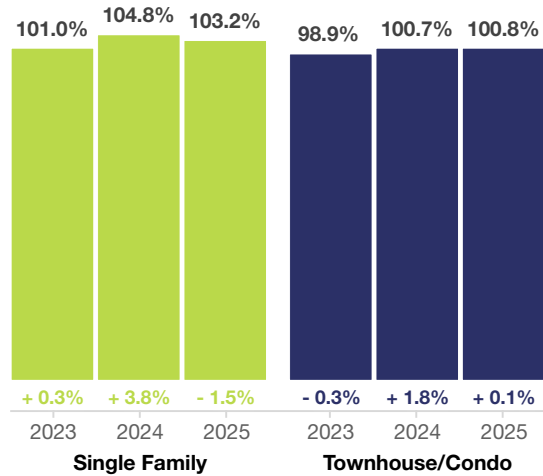
Historical Average Sales Price by Month



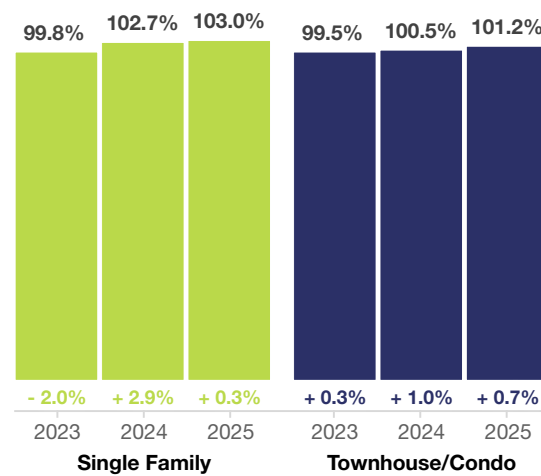
Percent of List Price Received

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.

February



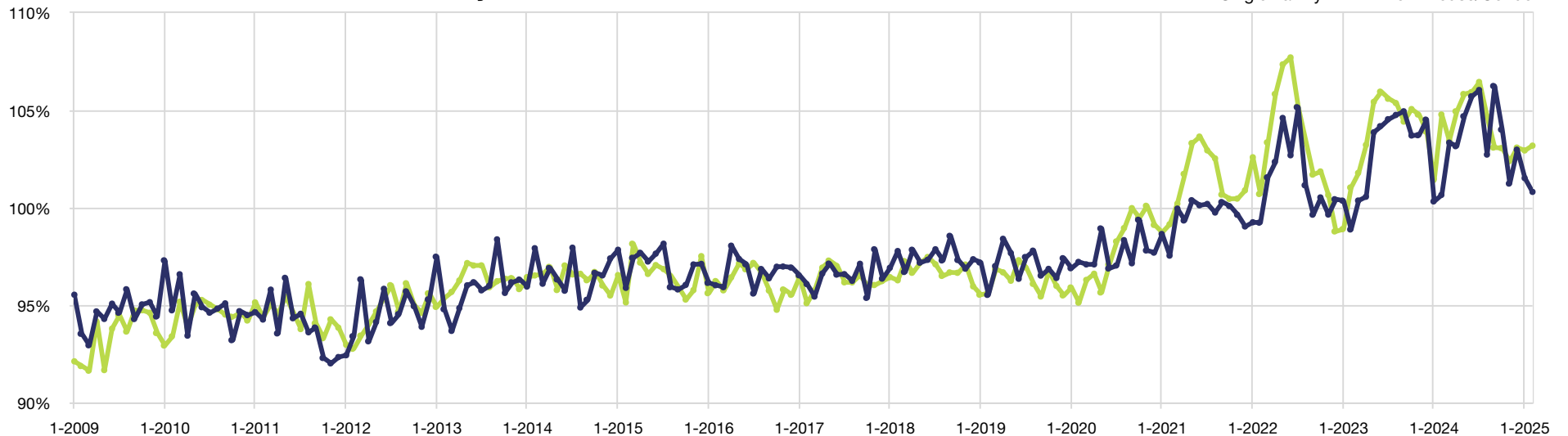
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
Jan-2025	102.9%	+ 1.5%	101.5%	+ 1.2%
Feb-2025	103.2%	- 1.5%	100.8%	+ 0.1%
12-Month Avg*	104.3%	- 0.3%	103.7%	+ 0.5%

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

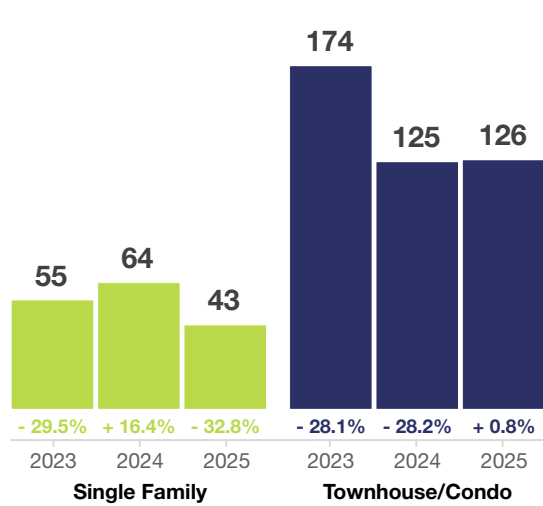
Historical Percent of List Price Received by Month



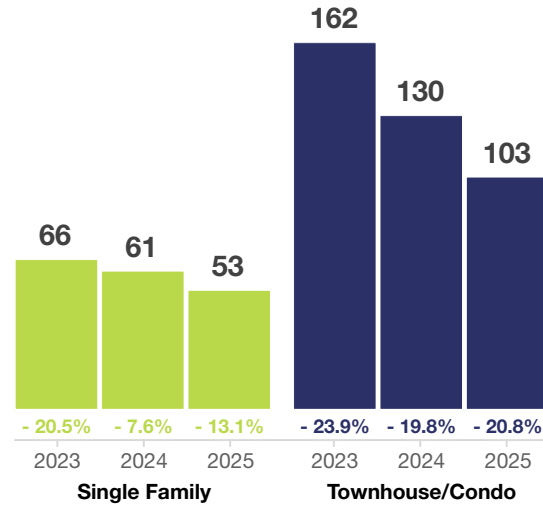
Housing Affordability Index

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.

February

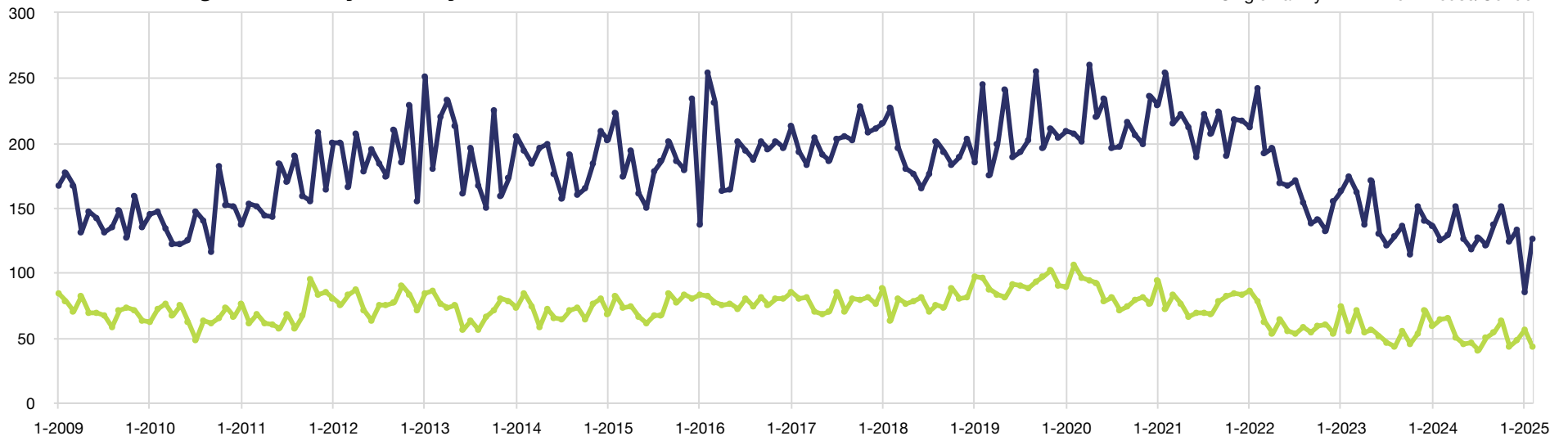


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
Jan-2025	56	- 5.1%	85	- 37.5%
Feb-2025	43	- 32.8%	126	+ 0.8%
12-Month Avg	50	- 10.7%	127	- 8.0%

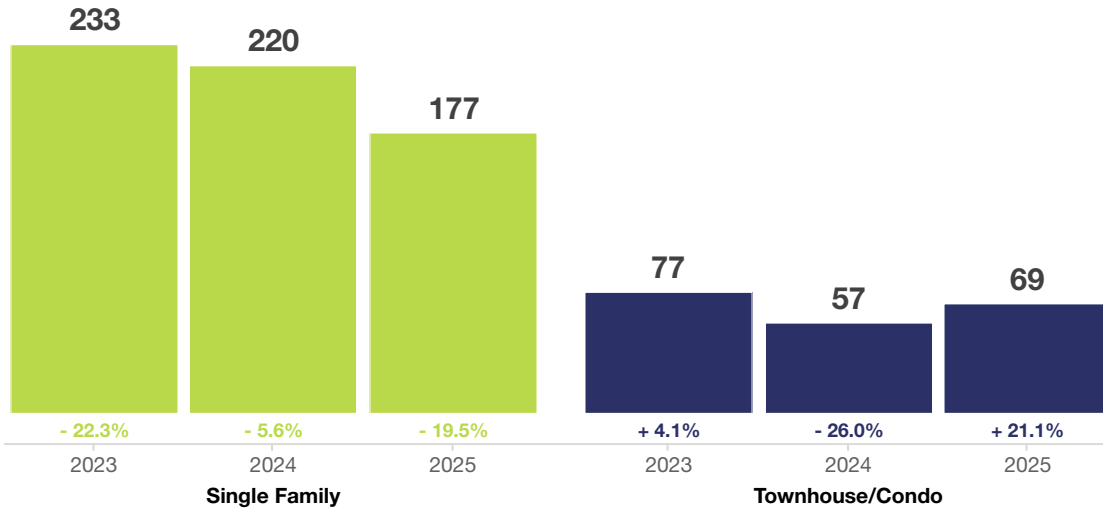
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

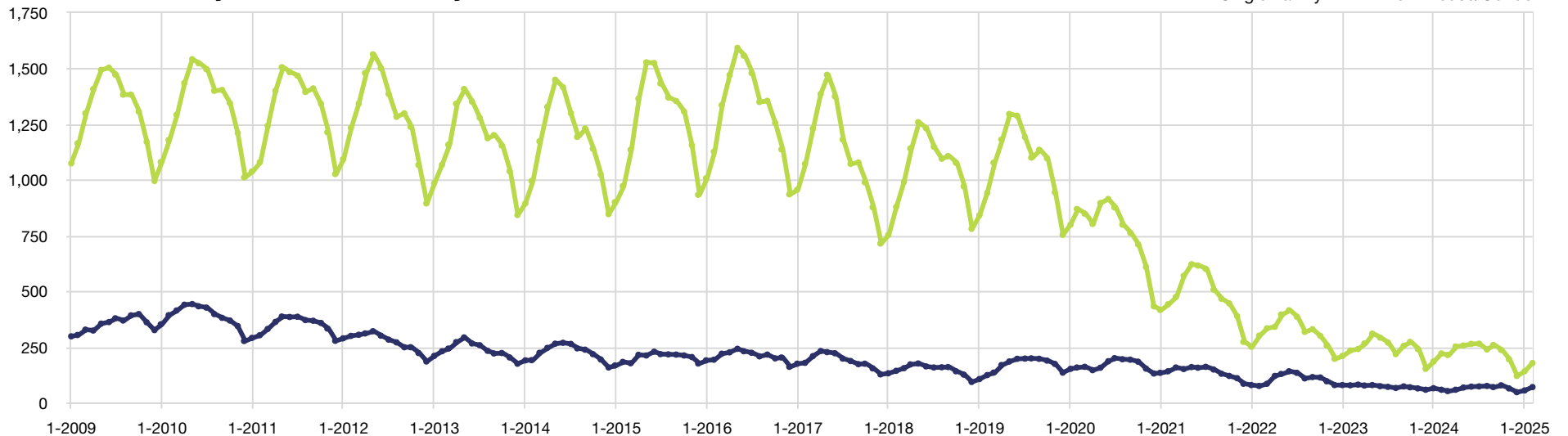
The number of properties available for sale in active status at the end of a given month.

February



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	236	- 13.2%	77	+ 13.2%
Nov-2024	194	- 19.2%	63	0.0%
Dec-2024	119	- 21.2%	46	- 19.3%
Jan-2025	140	- 23.9%	54	- 15.6%
Feb-2025	177	- 19.5%	69	+ 21.1%
12-Month Avg	217	- 10.7%	64	- 7.2%

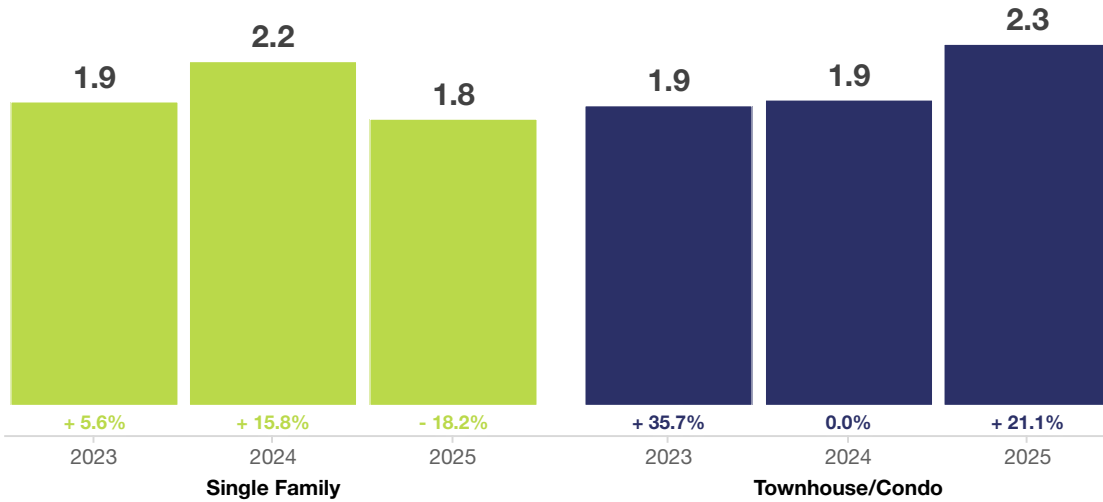
Historical Inventory of Homes for Sale by Month



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.

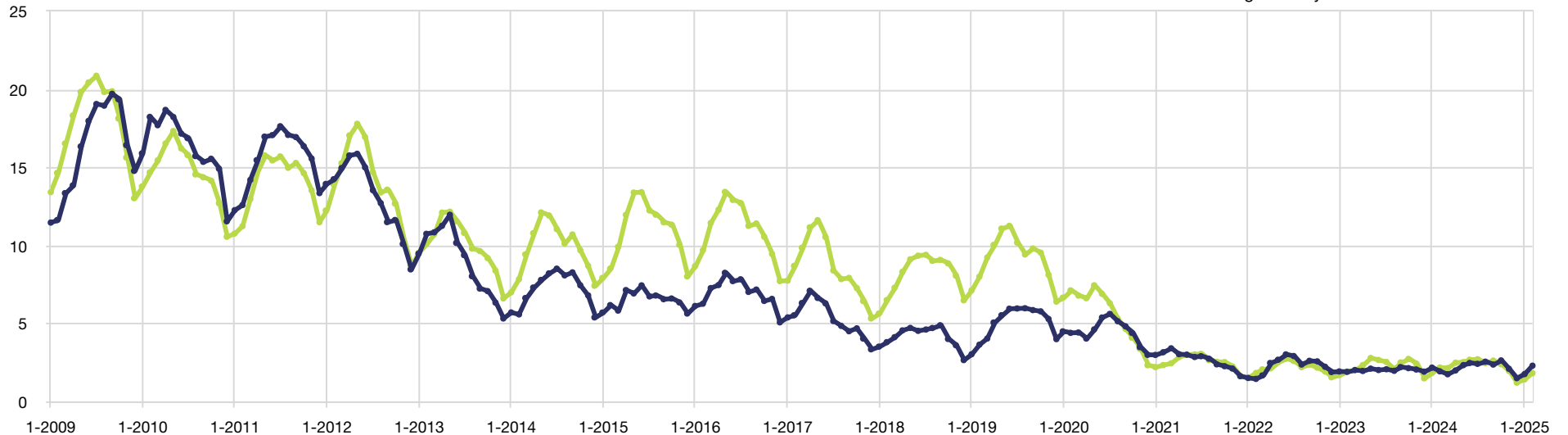
February



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
Jan-2025	1.4	- 22.2%	1.8	- 18.2%
Feb-2025	1.8	- 18.2%	2.3	+ 21.1%
12-Month Avg*	2.2	- 4.2%	2.2	+ 6.6%

* Months Supply for all properties from March 2024 through February 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	2-2024	2-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		156	145	- 7.1%	291	259	- 11.0%
Pending Sales		102	78	- 23.5%	176	151	- 14.2%
Closed Sales		68	67	- 1.5%	175	167	- 4.6%
Days on Market Until Sale		41	46	+ 12.2%	46	41	- 10.9%
Median Sales Price		\$695,063	\$1,050,000	+ 51.1%	\$750,000	\$900,000	+ 20.0%
Average Sales Price		\$1,006,303	\$1,220,224	+ 21.3%	\$1,092,426	\$1,174,041	+ 7.5%
Percent of List Price Received		103.6%	102.4%	- 1.2%	102.1%	102.5%	+ 0.4%
Housing Affordability Index		79	53	- 32.9%	73	62	- 15.1%
Inventory of Homes for Sale		277	246	- 11.2%	—	—	—
Months Supply of Inventory		2.1	1.9	- 9.5%	—	—	—