

Monthly Indicators

Mid-Fairfield County Association of REALTORS®



March 2025

U.S. existing-home sales rebounded from the previous month, rising 4.2% to a seasonally adjusted annual rate of 4.26 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast sales would fall to a rate of 3.95 million for the month. Purchase activity increased in the South and the West but decreased in the Northeast, while sales in the Midwest remained unchanged from one month earlier.

New Listings increased 16.1 percent for Single Family homes and 110.0 percent for Townhouse/Condo homes. Pending Sales decreased 9.4 percent for Single Family homes but increased 53.1 percent for Townhouse/Condo homes. Inventory decreased 2.3 percent for Single Family homes but increased 47.1 percent for Townhouse/Condo homes.

Median Sales Price increased 56.2 percent to \$1,332,000 for Single Family homes and 26.2 percent to \$542,500 for Townhouse/Condo homes. Days on Market decreased 18.6 percent for Single Family homes and 44.7 percent for Townhouse/Condo homes. Months Supply of Inventory remained flat for Single Family homes but increased 41.2 percent for Townhouse/Condo properties.

Heading into March there were 1.24 million properties for sale, a 5.1% increase from the previous month and a 17% jump from one year ago, for a 3.5-month supply at the current sales pace, according to NAR. While mortgage rates have remained in the mid-to-high 6% range, the additional supply appears to have helped bring some buyers out of the woodwork, even as sales prices continue to rise nationwide.

Quick Facts

+ 8.8%	+ 8.0%	+ 7.2%
Change in Closed Sales All Properties	Change in Median Sales Price All Properties	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	3-2024	3-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		124	144	+ 16.1%	357	335	- 6.2%
Pending Sales		106	96	- 9.4%	232	206	- 11.2%
Closed Sales		58	62	+ 6.9%	188	183	- 2.7%
Days on Market Until Sale		43	35	- 18.6%	46	40	- 13.0%
Median Sales Price		\$852,500	\$1,332,000	+ 56.2%	\$889,750	\$1,101,028	+ 23.7%
Average Sales Price		\$1,375,962	\$1,781,666	+ 29.5%	\$1,312,545	\$1,485,549	+ 13.2%
Percent of List Price Received		103.4%	105.6%	+ 2.1%	102.9%	103.9%	+ 1.0%
Housing Affordability Index		65	42	- 35.4%	62	51	- 17.7%
Inventory of Homes for Sale		213	208	- 2.3%	—	—	—
Months Supply of Inventory		2.1	2.1	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.

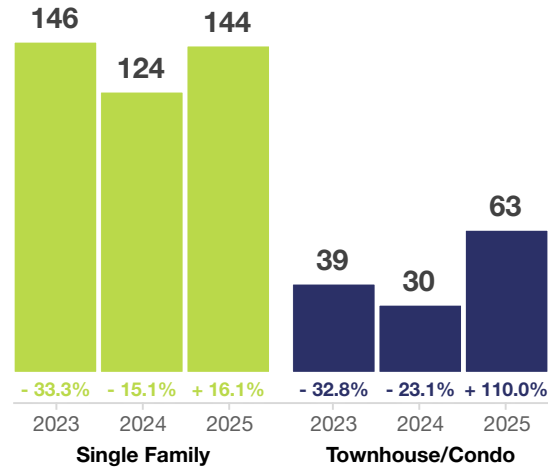


Key Metrics	Historical Sparkbars	3-2024	3-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		30	63	+ 110.0%	88	134	+ 52.3%
Pending Sales		32	49	+ 53.1%	82	89	+ 8.5%
Closed Sales		22	25	+ 13.6%	67	71	+ 6.0%
Days on Market Until Sale		38	21	- 44.7%	40	33	- 17.5%
Median Sales Price		\$430,000	\$542,500	+ 26.2%	\$430,000	\$542,500	+ 26.2%
Average Sales Price		\$583,316	\$608,378	+ 4.3%	\$553,059	\$702,564	+ 27.0%
Percent of List Price Received		103.3%	103.8%	+ 0.5%	101.4%	102.1%	+ 0.7%
Housing Affordability Index		129	103	- 20.2%	129	103	- 20.2%
Inventory of Homes for Sale		51	75	+ 47.1%	—	—	—
Months Supply of Inventory		1.7	2.4	+ 41.2%	—	—	—

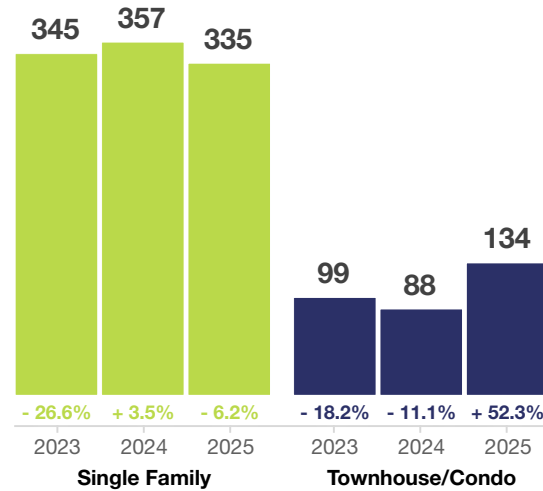
New Listings

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

March

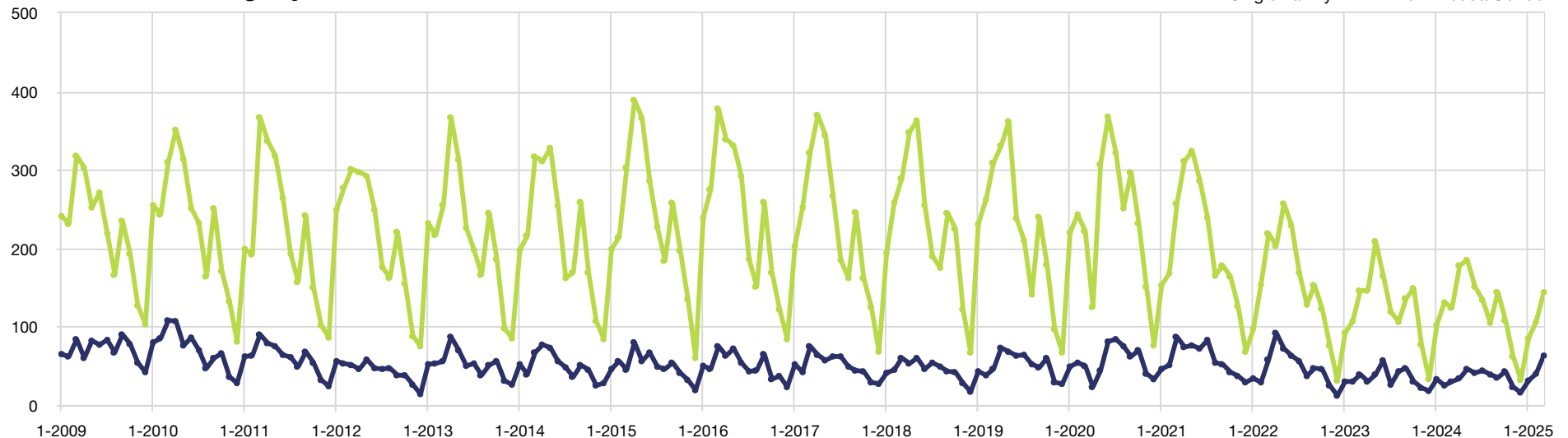


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	85	- 16.7%	31	- 6.1%
Feb-2025	106	- 19.1%	40	+ 60.0%
Mar-2025	144	+ 16.1%	63	+ 110.0%
12-Month Avg	120	- 4.0%	38	+ 15.2%

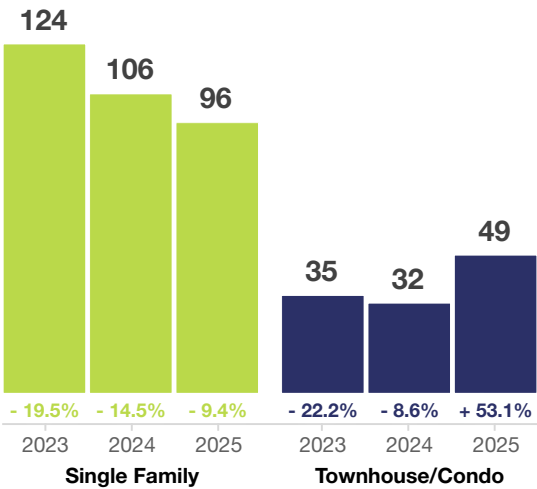
Historical New Listings by Month



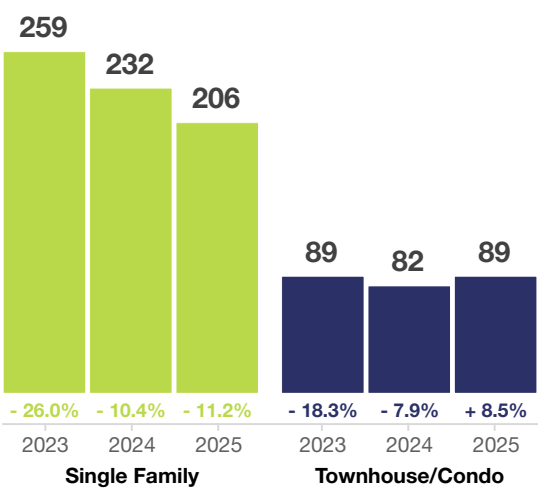
Pending Sales

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

March

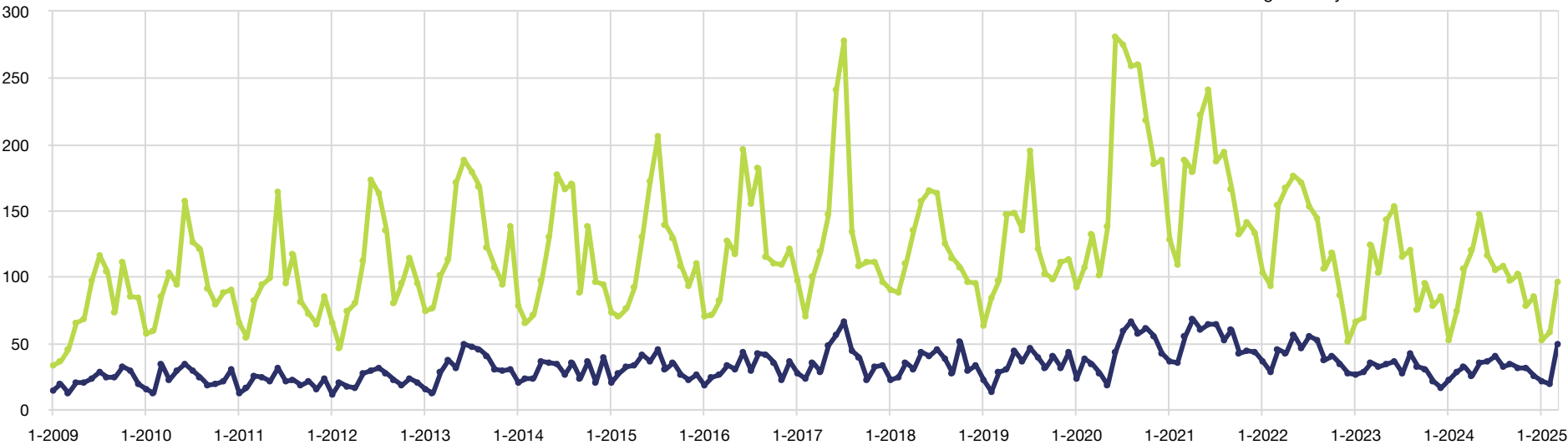


Year to Date



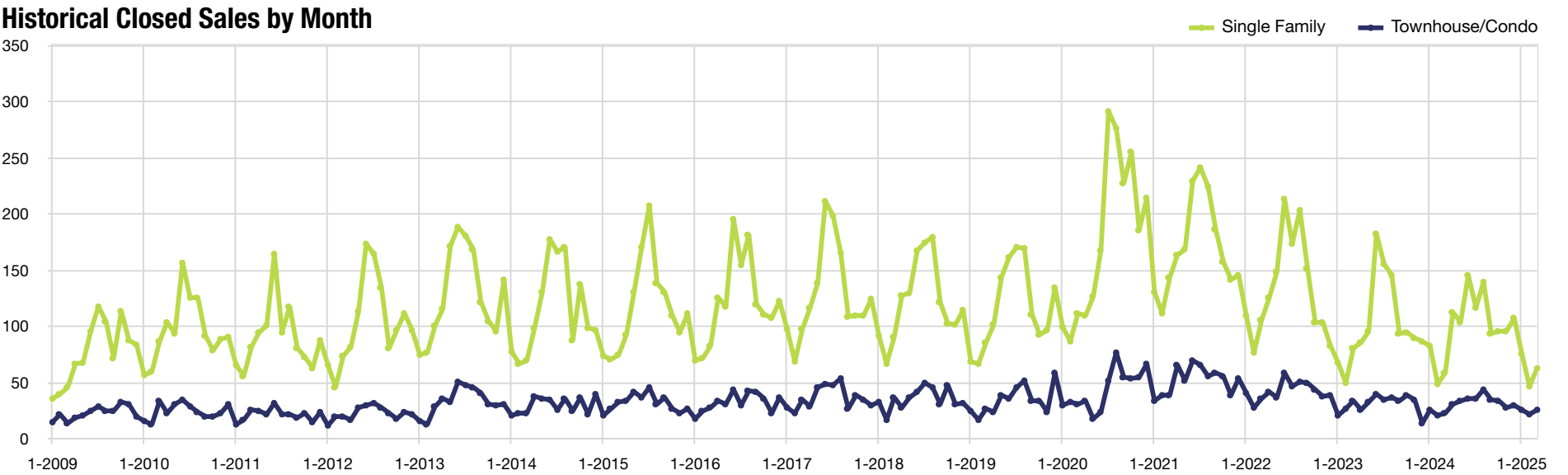
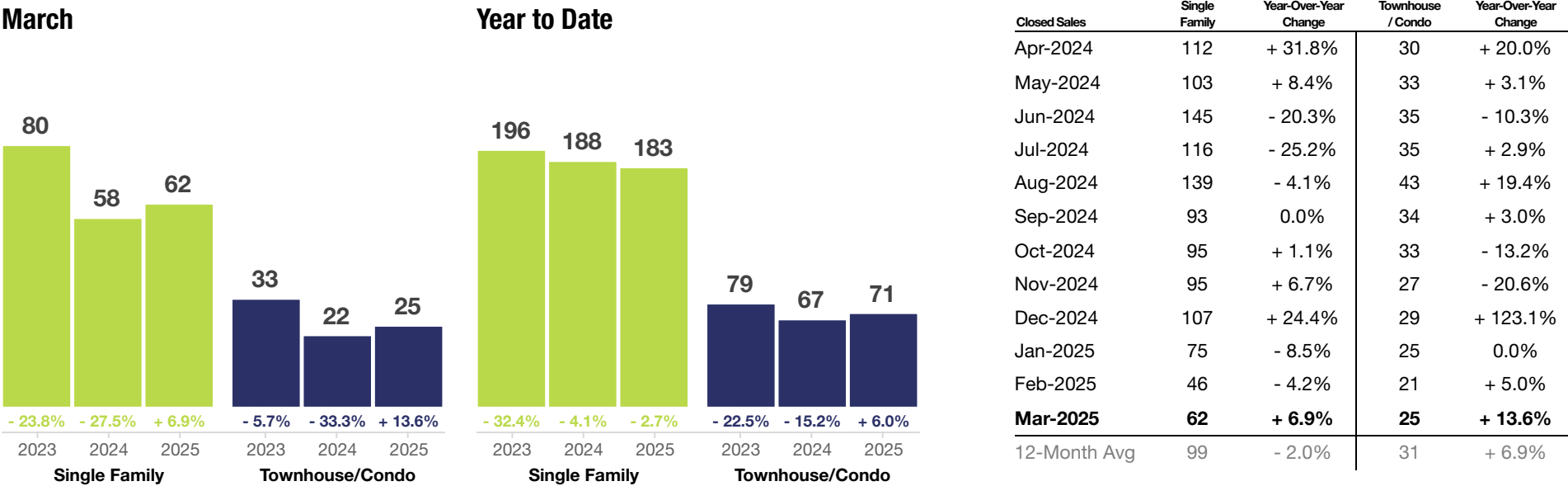
Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Apr-2024	120	+ 16.5%	25	- 21.9%
May-2024	147	+ 2.8%	35	+ 2.9%
Jun-2024	116	- 24.2%	36	0.0%
Jul-2024	105	- 8.7%	40	+ 48.1%
Aug-2024	108	- 10.0%	32	- 23.8%
Sep-2024	97	+ 29.3%	34	+ 6.3%
Oct-2024	102	+ 7.4%	31	+ 3.3%
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%	19	- 32.1%
Mar-2025	96	- 9.4%	49	+ 53.1%
12-Month Avg	97	- 3.0%	32	+ 10.3%

Historical Pending Sales by Month



Closed Sales

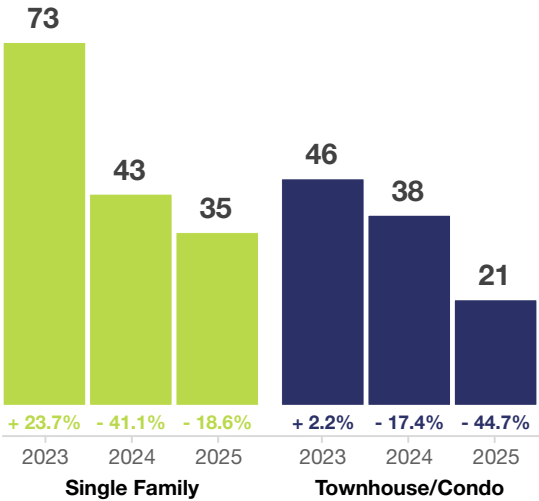
A count of the actual sales that closed in a given month.



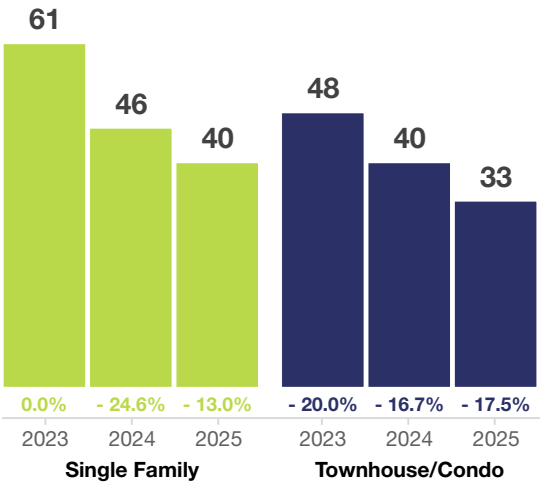
Days on Market Until Sale

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

March



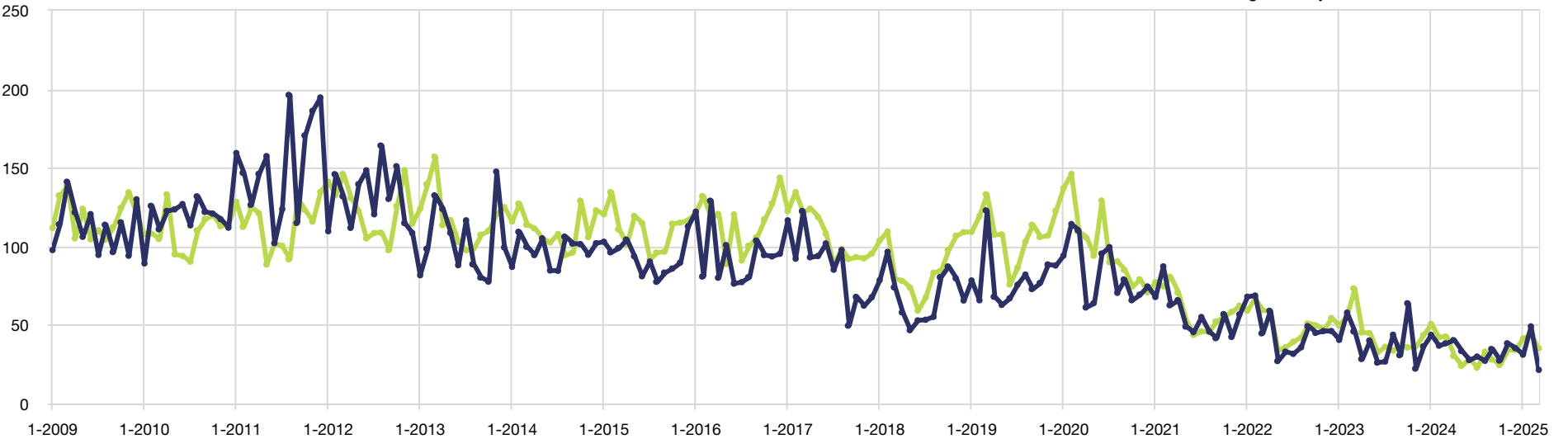
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
Mar-2025	35	- 18.6%	21	- 44.7%
12-Month Avg*	31	- 21.0%	32	- 11.4%

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

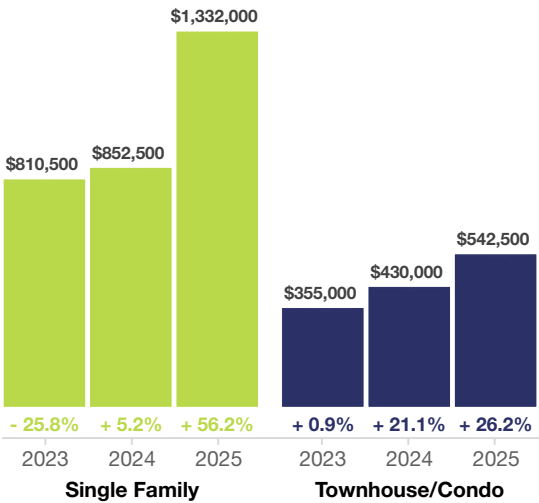
Historical Days on Market Until Sale by Month



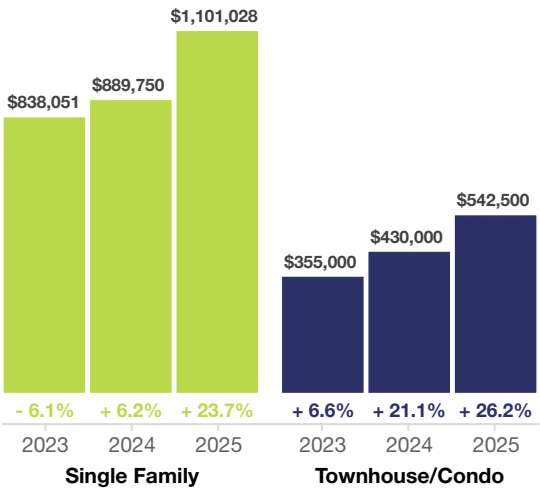
Median Sales Price

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

March



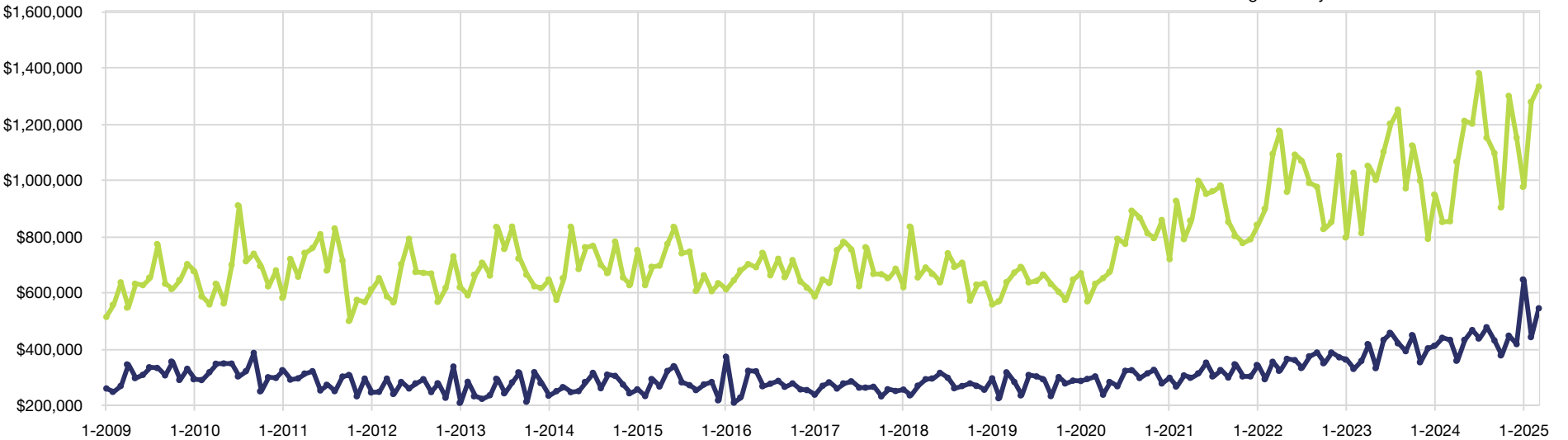
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
Mar-2025	\$1,332,000	+ 56.2%	\$542,500	+ 26.2%
12-Month Avg*	\$1,150,000	+ 13.3%	\$435,000	+ 4.8%

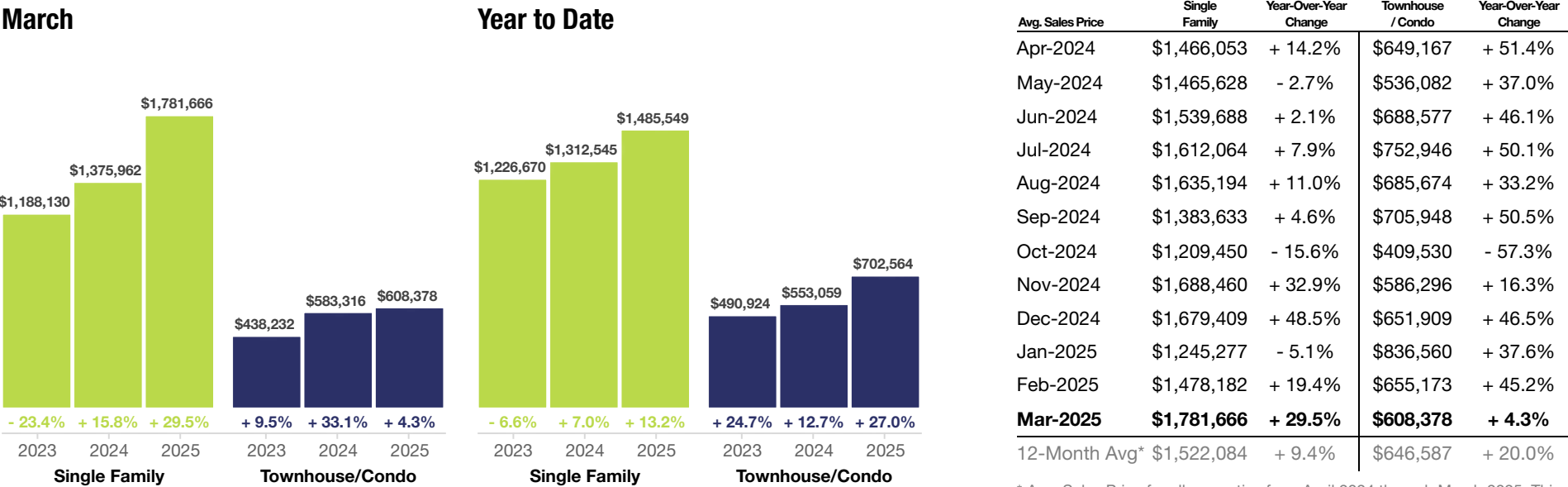
* Median Sales Price for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Historical Median Sales Price by Month



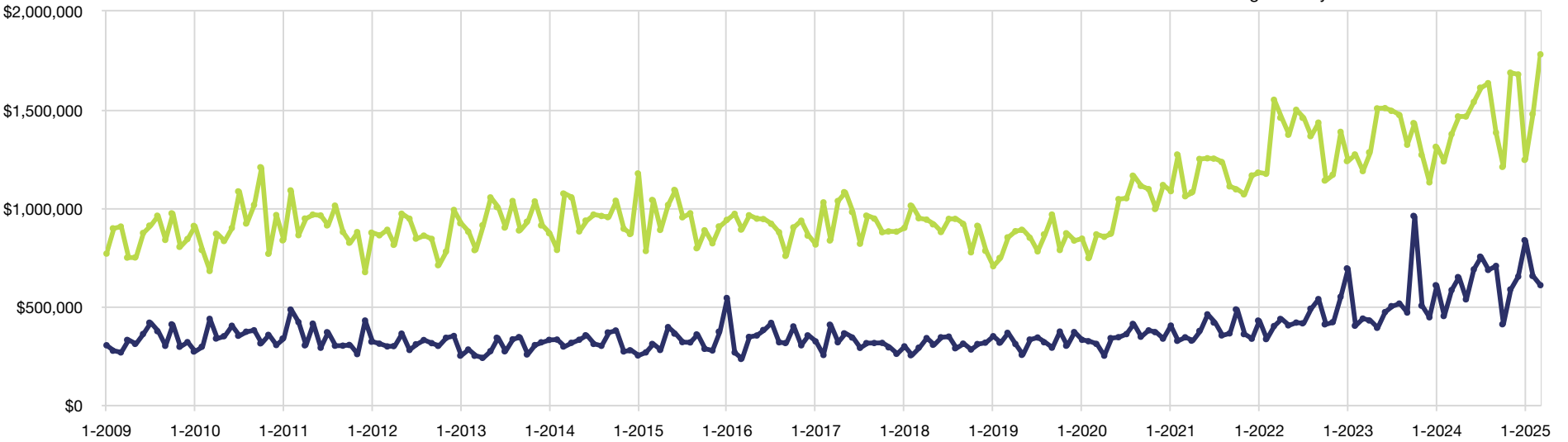
Average Sales Price

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



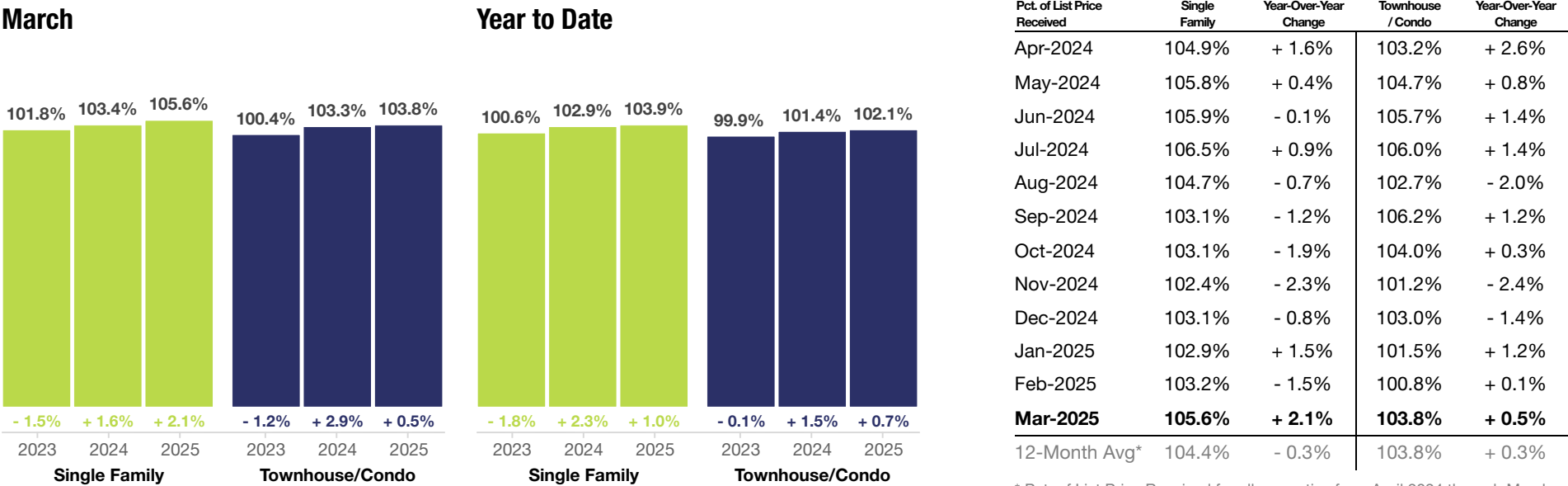
* Avg. Sales Price for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Historical Average Sales Price by Month



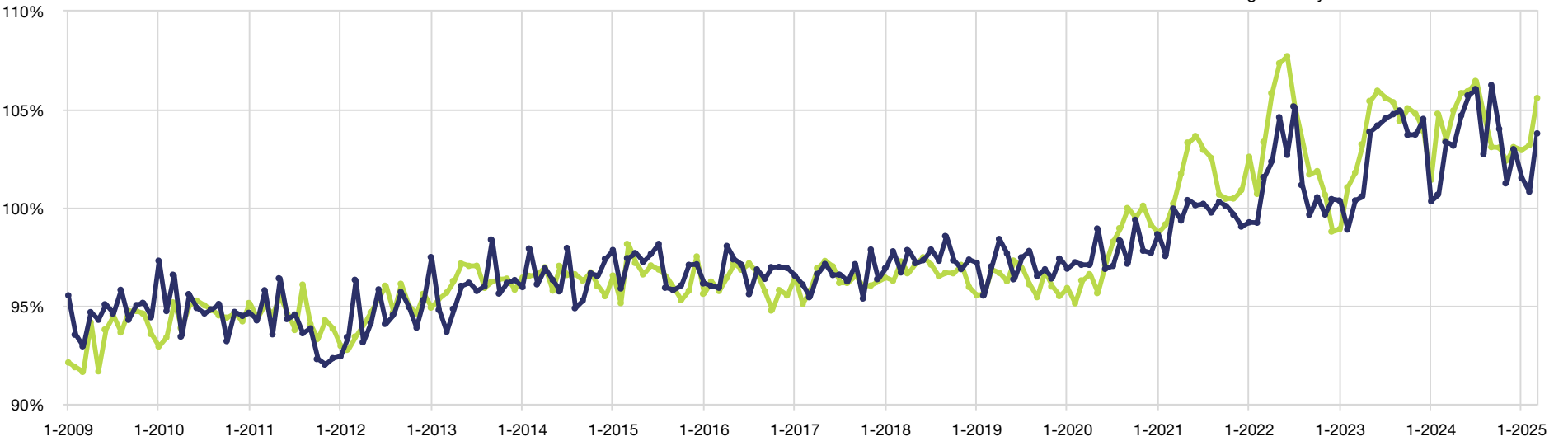
Percent of List Price Received

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.



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

Historical Percent of List Price Received by Month

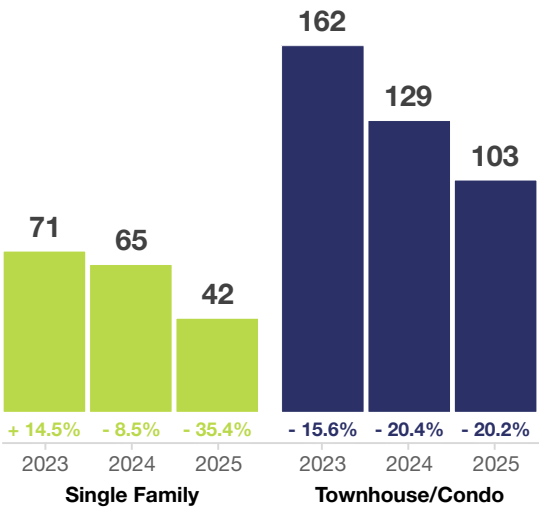


Housing Affordability Index

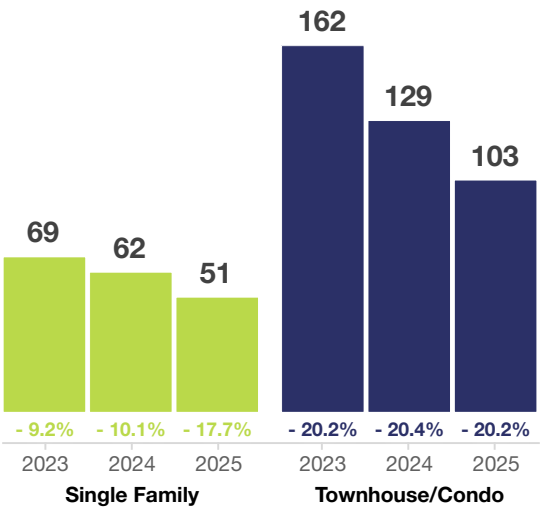
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



March

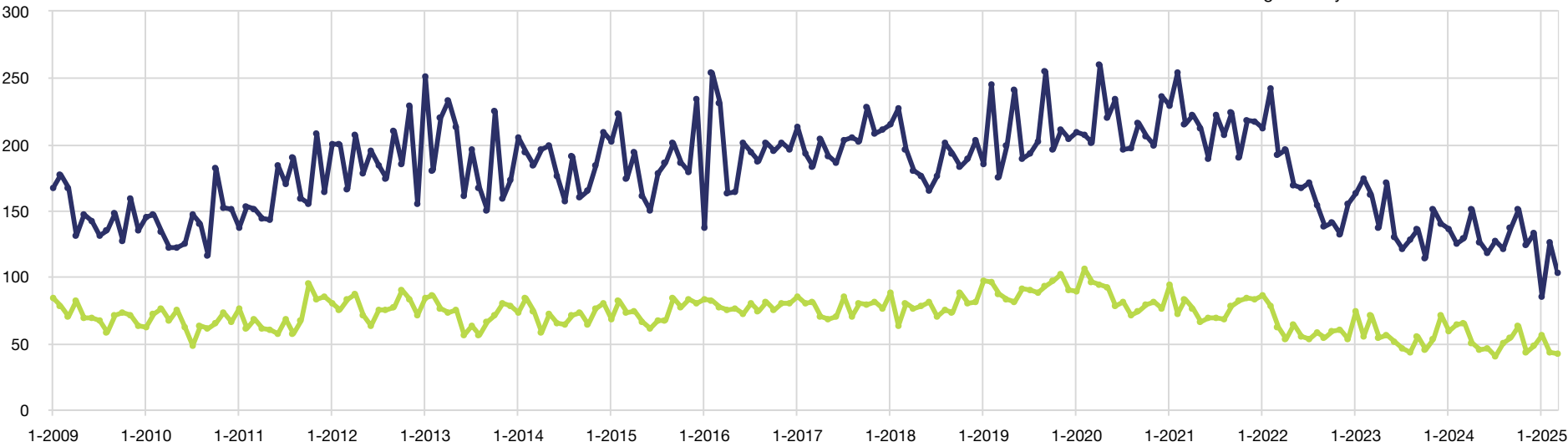


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
Mar-2025	42	- 35.4%	103	- 20.2%
12-Month Avg	48	- 12.7%	125	- 7.4%

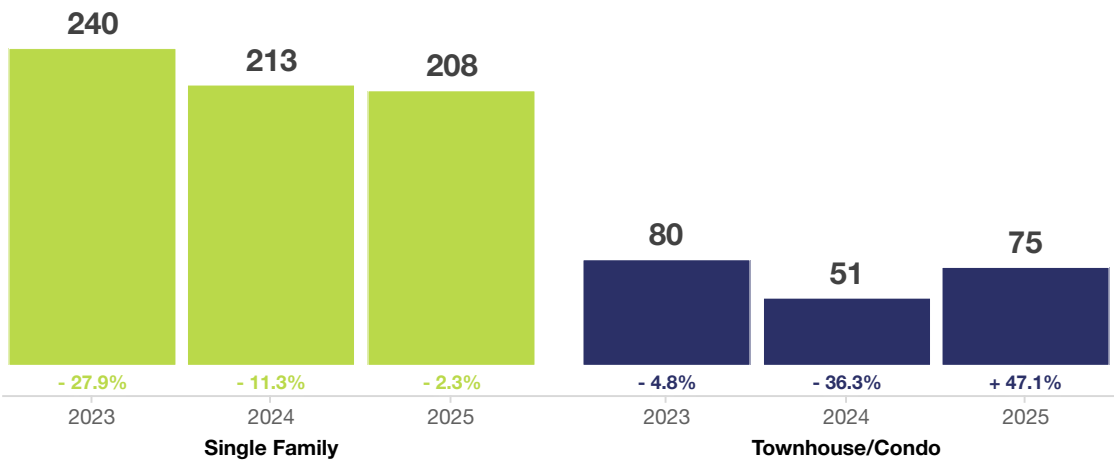
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

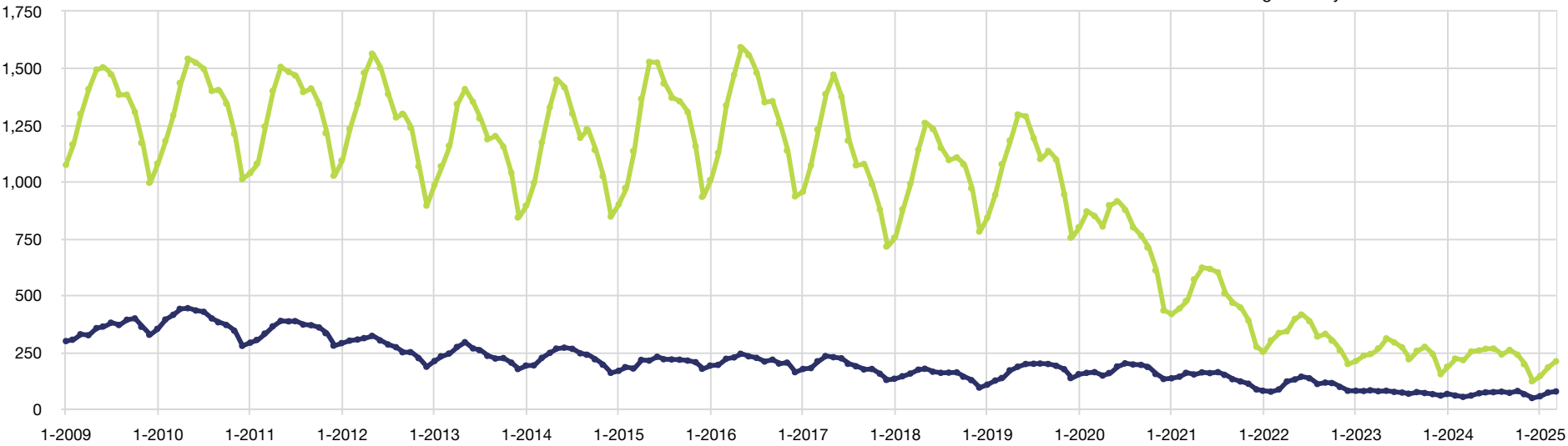
The number of properties available for sale in active status at the end of a given month.

March



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	237	- 12.9%	77	+ 13.2%
Nov-2024	195	- 18.8%	63	0.0%
Dec-2024	120	- 20.5%	46	- 19.3%
Jan-2025	143	- 22.3%	54	- 15.6%
Feb-2025	181	- 17.7%	70	+ 22.8%
Mar-2025	208	- 2.3%	75	+ 47.1%
12-Month Avg	218	- 9.2%	66	0.0%

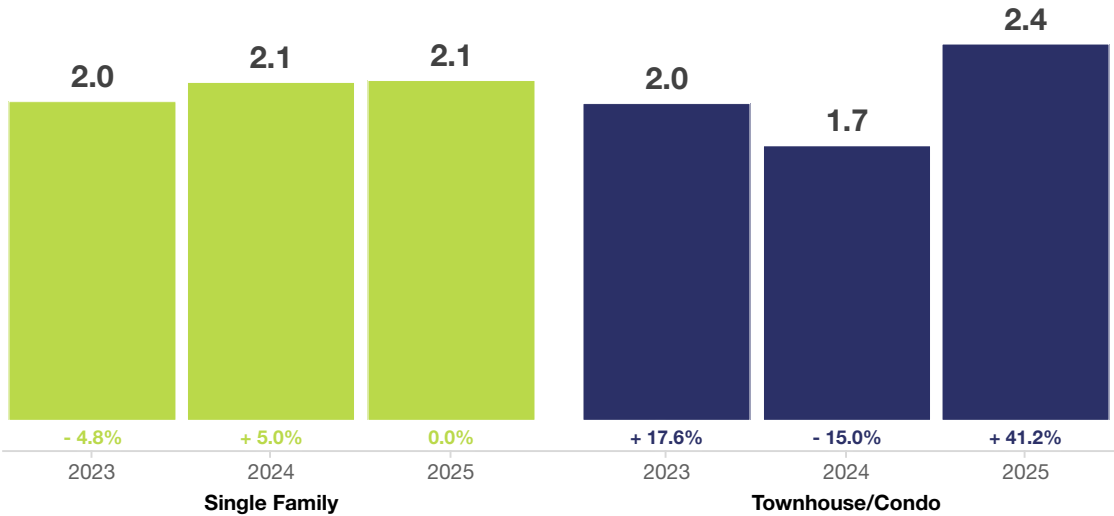
Historical Inventory of Homes for Sale by Month



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.

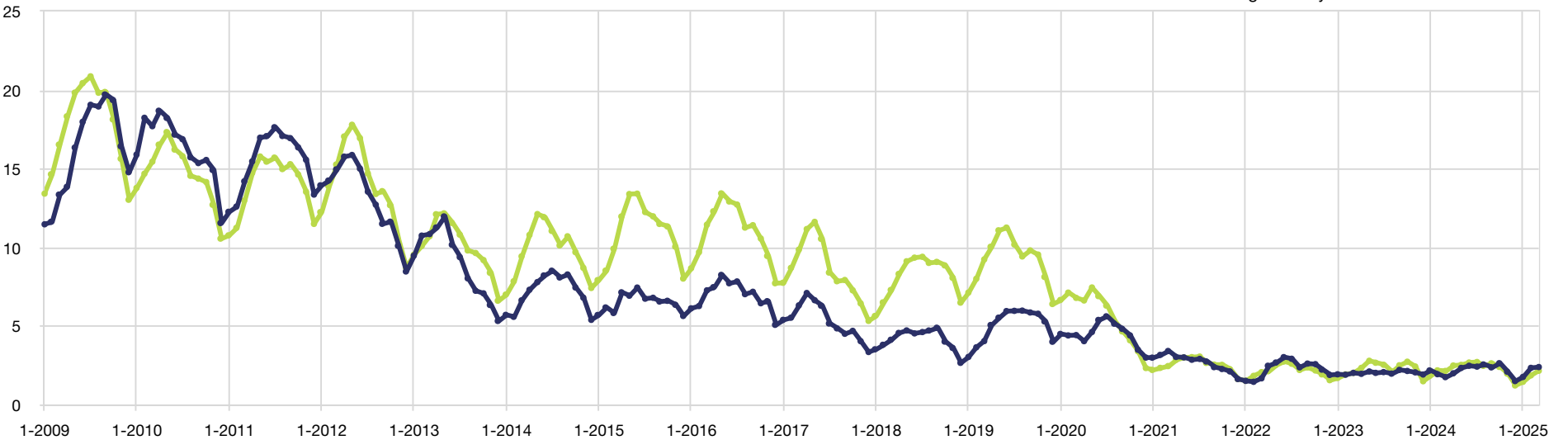
March



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	1.9	- 13.6%	2.3	+ 21.1%
Mar-2025	2.1	0.0%	2.4	+ 41.2%
12-Month Avg*	2.2	- 4.2%	2.2	+ 10.6%

* Months Supply for all properties from April 2024 through March 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	3-2024	3-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		154	207	+ 34.4%	445	469	+ 5.4%
Pending Sales		138	145	+ 5.1%	314	295	- 6.1%
Closed Sales		80	87	+ 8.8%	255	254	- 0.4%
Days on Market Until Sale		41	31	- 24.4%	44	38	- 13.6%
Median Sales Price		\$747,500	\$807,000	+ 8.0%	\$750,000	\$895,000	+ 19.3%
Average Sales Price		\$1,157,984	\$1,444,514	+ 24.7%	\$1,112,994	\$1,266,683	+ 13.8%
Percent of List Price Received		103.4%	105.1%	+ 1.6%	102.5%	103.4%	+ 0.9%
Housing Affordability Index		74	69	- 6.8%	74	63	- 14.9%
Inventory of Homes for Sale		264	283	+ 7.2%	—	—	—
Months Supply of Inventory		2.0	2.2	+ 10.0%	—	—	—