

# Monthly Indicators

Mid-Fairfield County Association of REALTORS®



## April 2025

U.S. existing-home sales decreased 5.9% month-over-month and 2.4% year-over-year to a seasonally adjusted annual rate of 4.02 million units, according to the National Association of REALTORS® (NAR), as affordability challenges and economic uncertainty weigh on market activity. Sales were down month-over-month in all four regions, with the West experiencing the largest decline, at 9.4%.

New Listings decreased 1.1 percent for Single Family homes but increased 38.2 percent for Townhouse/Condo homes. Pending Sales decreased 15.8 percent for Single Family homes but increased 68.0 percent for Townhouse/Condo homes. Inventory increased 5.6 percent for Single Family homes and 31.6 percent for Townhouse/Condo homes.

Median Sales Price increased 11.0 percent to \$1,182,000 for Single Family homes and 20.9 percent to \$430,000 for Townhouse/Condo homes. Days on Market increased 16.7 percent for Single Family homes but decreased 42.5 percent for Townhouse/Condo homes. Months Supply of Inventory increased 12.0 percent for Single Family homes and 15.0 percent for Townhouse/Condo homes.

Total housing inventory increased 8.1% month-over-month for a total of 1.33 million units heading into April, equivalent to a 4.0-month supply at the current sales pace, according to NAR. Although inventory is up nearly 20% from the same time last year, the additional supply has had little effect on home prices across much of the country, with the national median existing-home price climbing 2.7% year-over-year to \$403,700 as of last measure.

## Quick Facts

- 10.6%	- 1.1%	+ 10.4%
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	4-2024	4-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		178	176	- 1.1%	535	512	- 4.3%
Pending Sales		120	101	- 15.8%	352	304	- 13.6%
Closed Sales		112	87	- 22.3%	300	270	- 10.0%
Days on Market Until Sale		30	35	+ 16.7%	40	38	- 5.0%
Median Sales Price		\$1,065,000	\$1,182,000	+ 11.0%	\$929,500	\$1,143,500	+ 23.0%
Average Sales Price		\$1,466,053	\$1,484,318	+ 1.2%	\$1,369,854	\$1,485,153	+ 8.4%
Percent of List Price Received		104.9%	107.4%	+ 2.4%	103.7%	105.0%	+ 1.3%
Housing Affordability Index		50	47	- 6.0%	58	48	- 17.2%
Inventory of Homes for Sale		251	265	+ 5.6%	—	—	—
Months Supply of Inventory		2.5	2.8	+ 12.0%	—	—	—

# Townhouse/Condo Market Overview

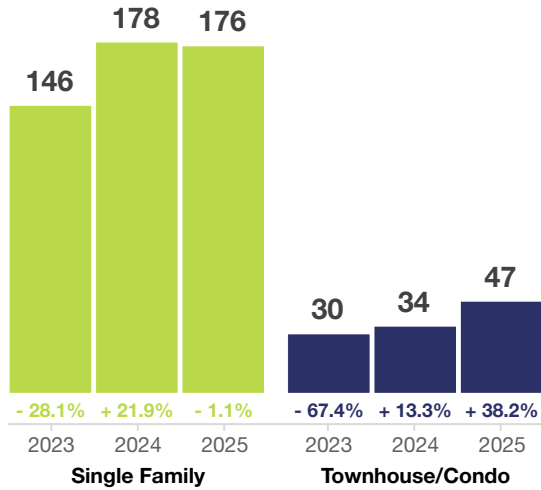
Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Townhouse/Condo properties only.

Key Metrics	Historical Sparkbars	4-2024	4-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		34	47	+ 38.2%	122	180	+ 47.5%
Pending Sales		25	42	+ 68.0%	107	129	+ 20.6%
Closed Sales		30	40	+ 33.3%	97	110	+ 13.4%
Days on Market Until Sale		40	23	- 42.5%	40	30	- 25.0%
Median Sales Price		\$355,750	\$430,000	+ 20.9%	\$400,000	\$462,000	+ 15.5%
Average Sales Price		\$649,167	\$526,649	- 18.9%	\$582,783	\$639,937	+ 9.8%
Percent of List Price Received		103.2%	103.9%	+ 0.7%	102.0%	102.7%	+ 0.7%
Housing Affordability Index		151	128	- 15.2%	134	120	- 10.4%
Inventory of Homes for Sale		57	75	+ 31.6%	—	—	—
Months Supply of Inventory		2.0	2.3	+ 15.0%	—	—	—

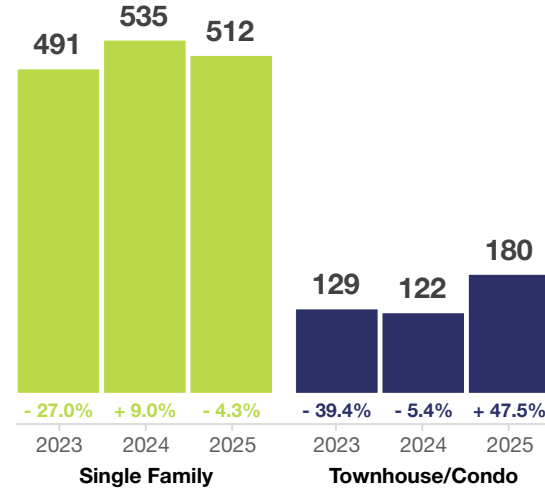
# New Listings

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

## April

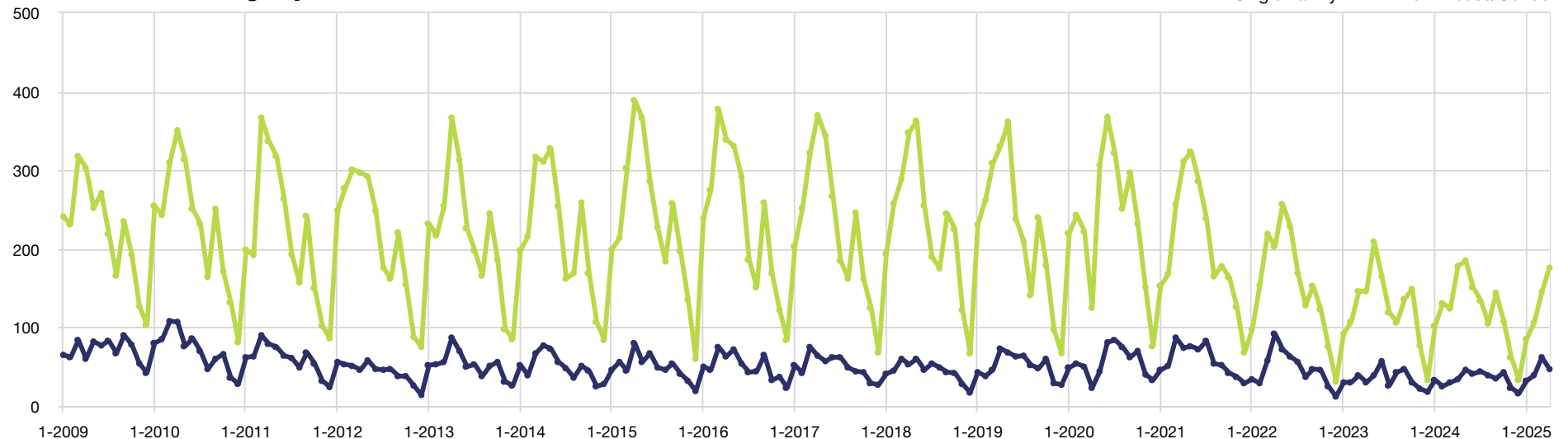


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	33	0.0%	16	- 11.1%
Jan-2025	85	- 16.7%	32	- 3.0%
Feb-2025	106	- 19.1%	39	+ 56.0%
Mar-2025	145	+ 16.9%	62	+ 106.7%
<b>Apr-2025</b>	<b>176</b>	<b>- 1.1%</b>	<b>47</b>	<b>+ 38.2%</b>
12-Month Avg	120	- 5.5%	39	+ 14.7%

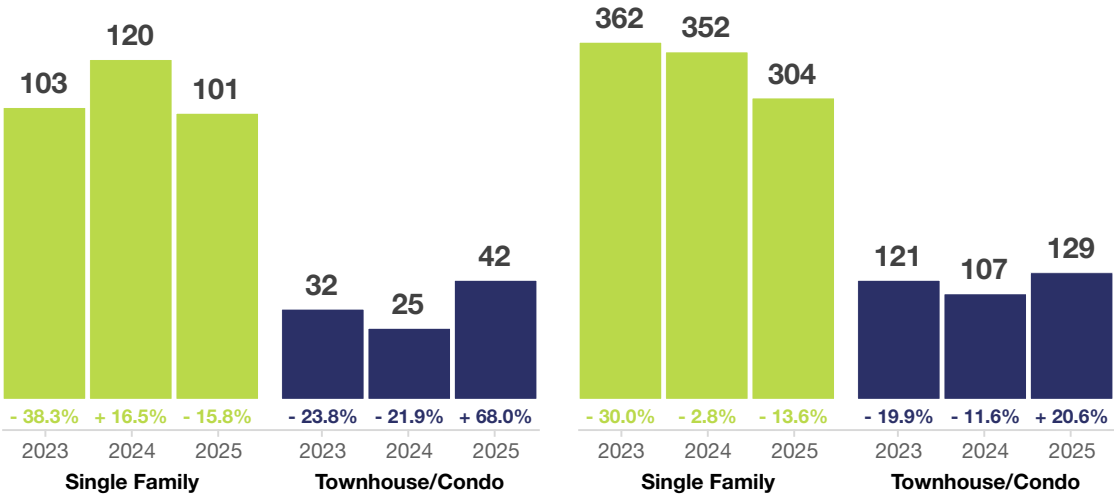
## Historical New Listings by Month



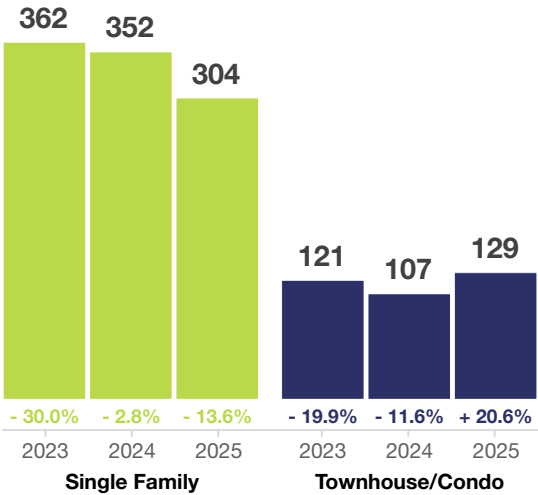
# Pending Sales

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

## April

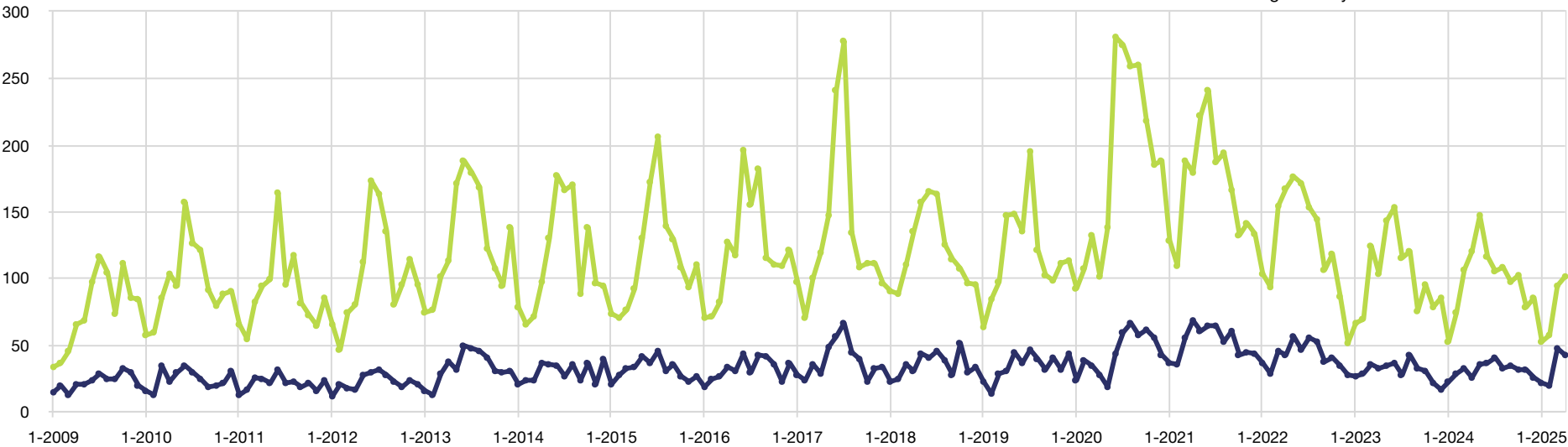


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	57	- 23.0%	19	- 32.1%
Mar-2025	94	- 11.3%	47	+ 46.9%
Apr-2025	101	- 15.8%	42	+ 68.0%
12-Month Avg	95	- 5.9%	33	+ 13.8%

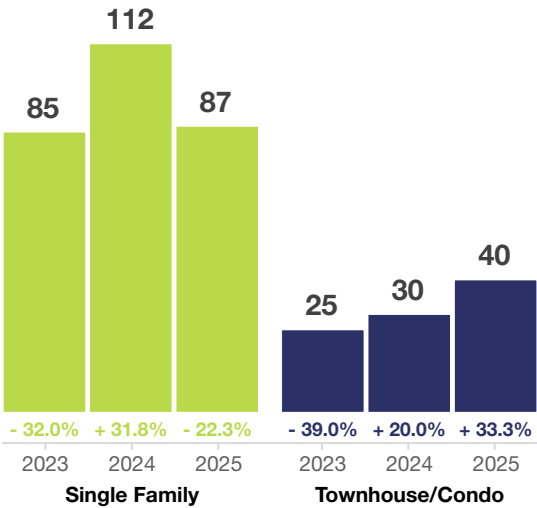
## Historical Pending Sales by Month



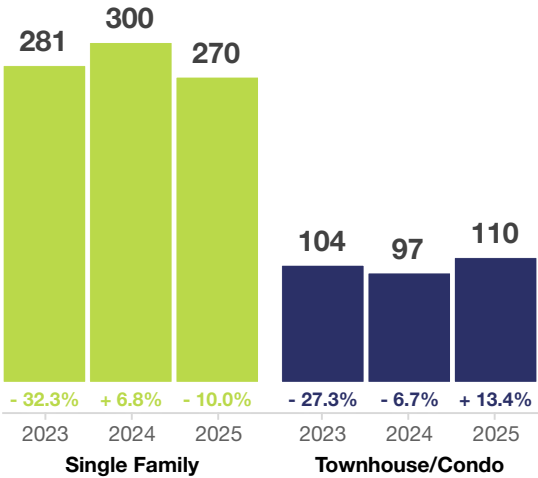
# Closed Sales

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

## April

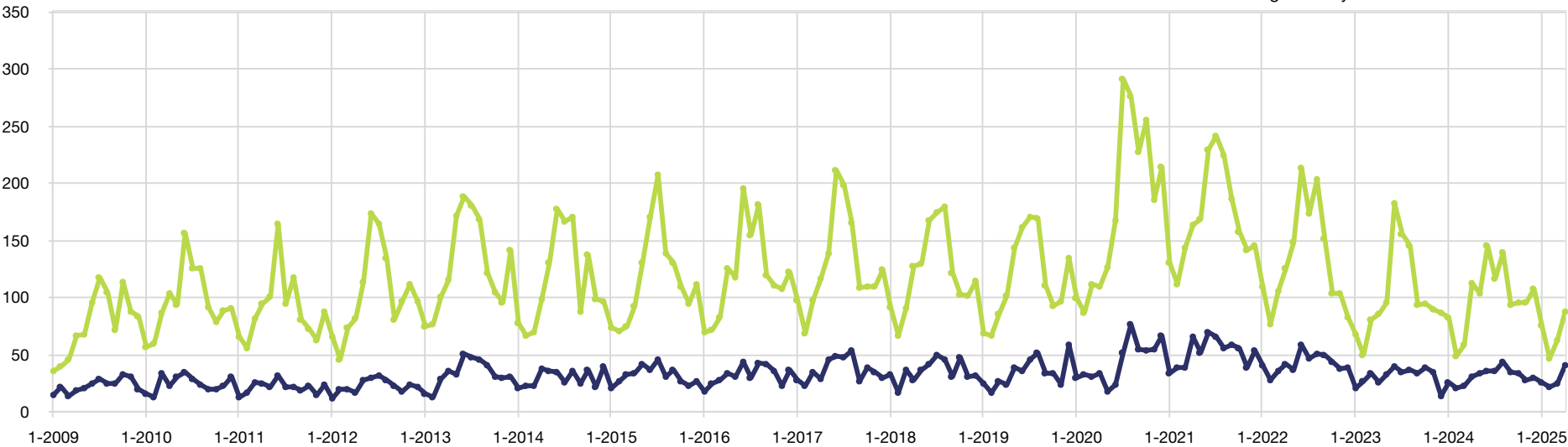


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
Mar-2025	62	+ 6.9%	24	+ 9.1%
Apr-2025	87	- 22.3%	40	+ 33.3%
12-Month Avg	97	- 5.8%	32	+ 6.7%

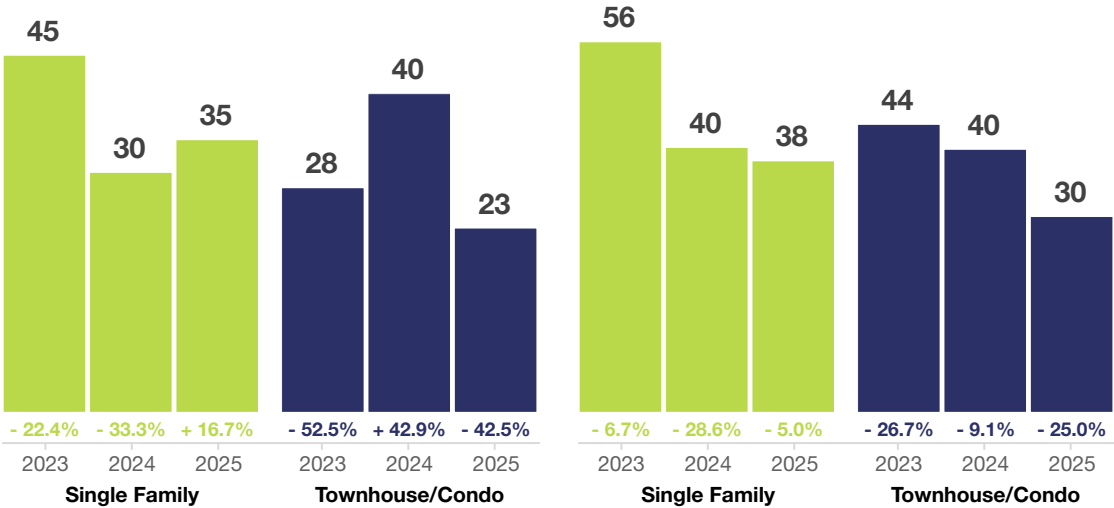
## Historical Closed Sales by Month



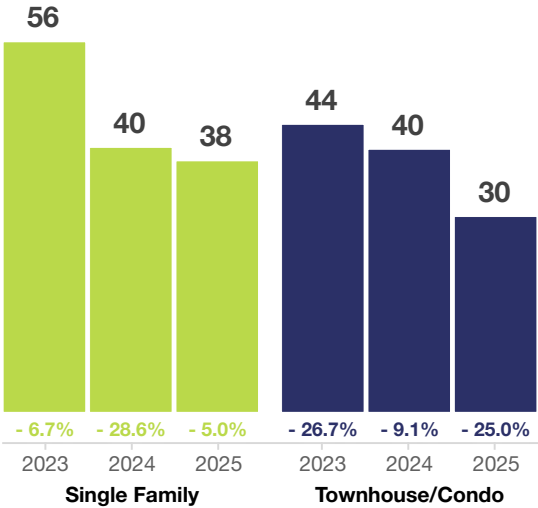
# Days on Market Until Sale

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

## April



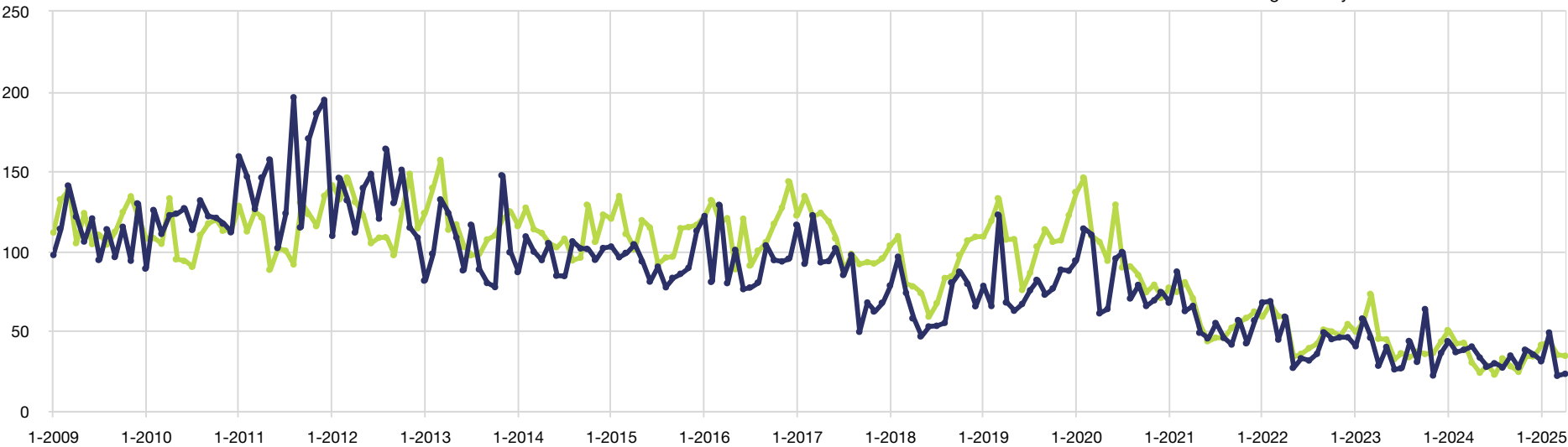
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%	22	- 42.1%
Apr-2025	35	+ 16.7%	23	- 42.5%
12-Month Avg*	31	- 17.5%	31	- 17.6%

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

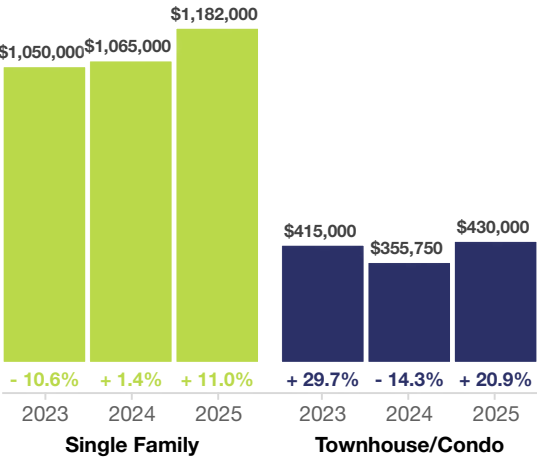
## Historical Days on Market Until Sale by Month



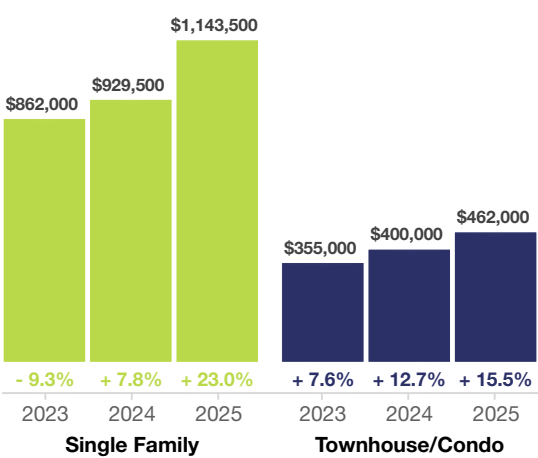
# Median Sales Price

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

## April



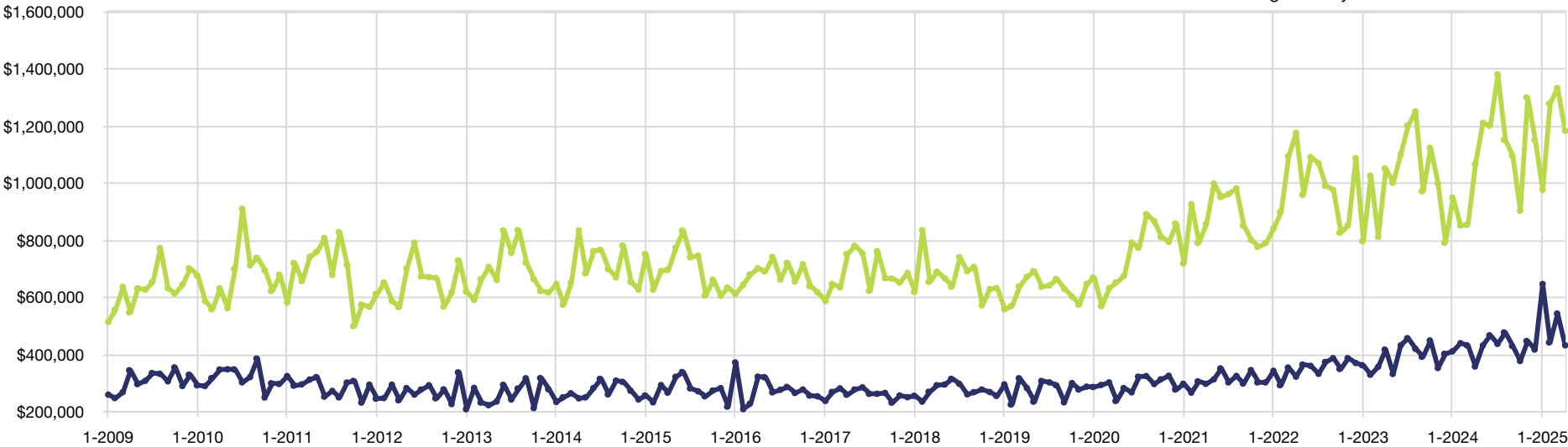
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%	\$541,250	+ 25.9%
Apr-2025	\$1,182,000	+ 11.0%	\$430,000	+ 20.9%
12-Month Avg*	\$1,150,000	+ 12.8%	\$440,000	+ 8.7%

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

## Historical Median Sales Price by Month

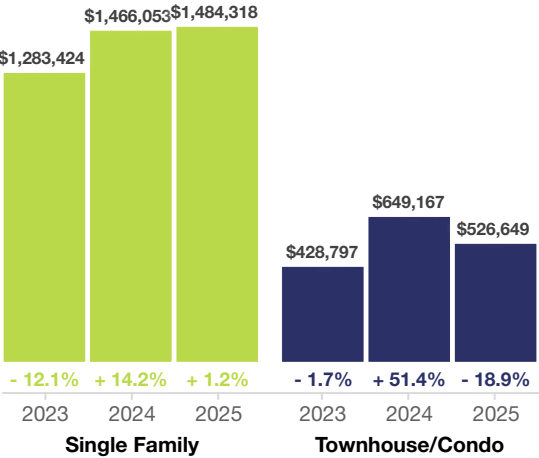




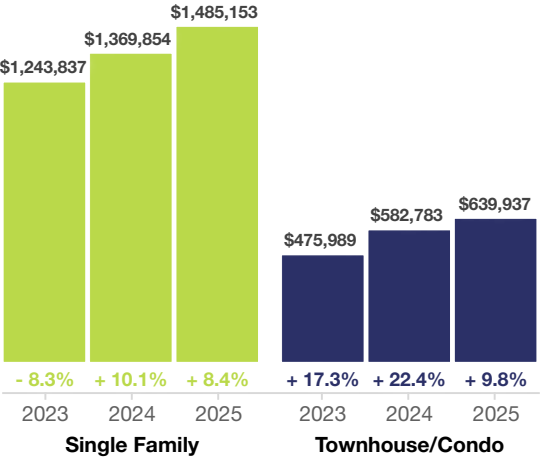
# Average Sales Price

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

## April



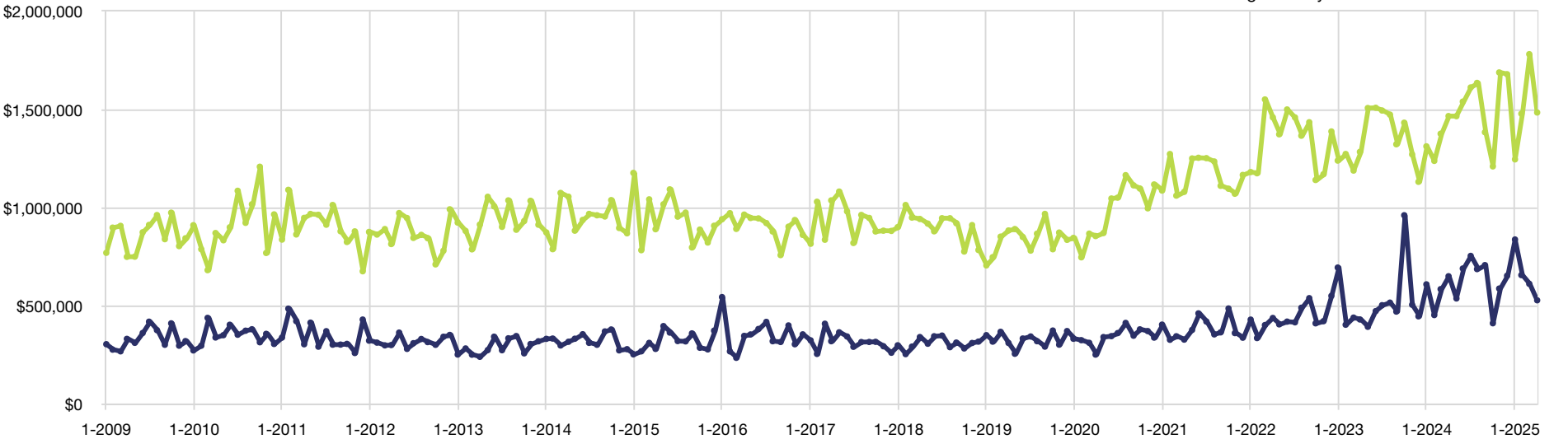
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
Mar-2025	\$1,781,666	+ 29.5%	\$610,602	+ 4.7%
Apr-2025	\$1,484,318	+ 1.2%	\$526,649	- 18.9%
12-Month Avg*	\$1,524,654	+ 8.5%	\$633,966	+ 14.0%

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

## Historical Average Sales Price by Month

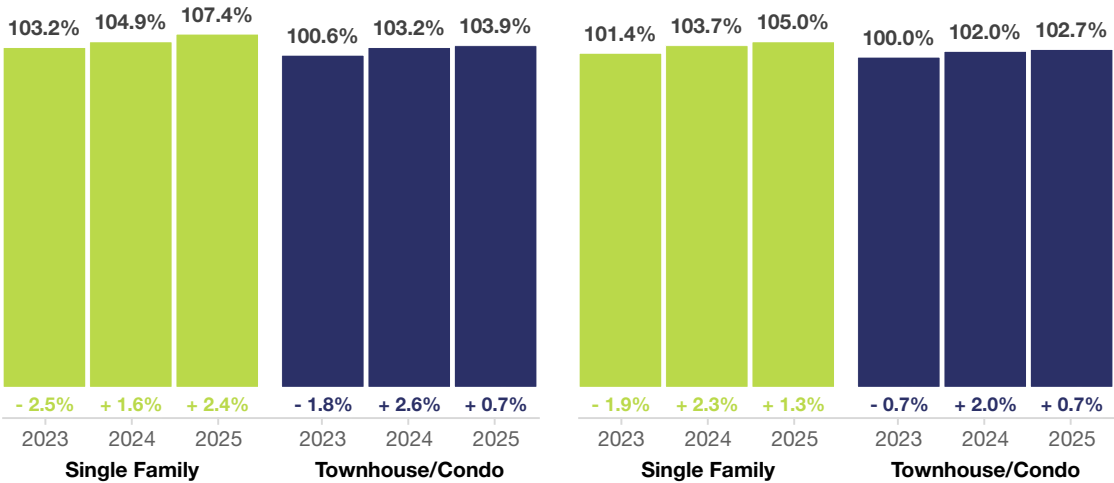


# Percent of List Price Received

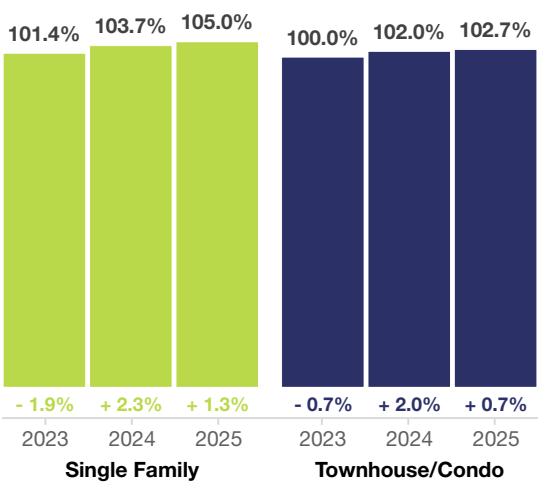
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## April



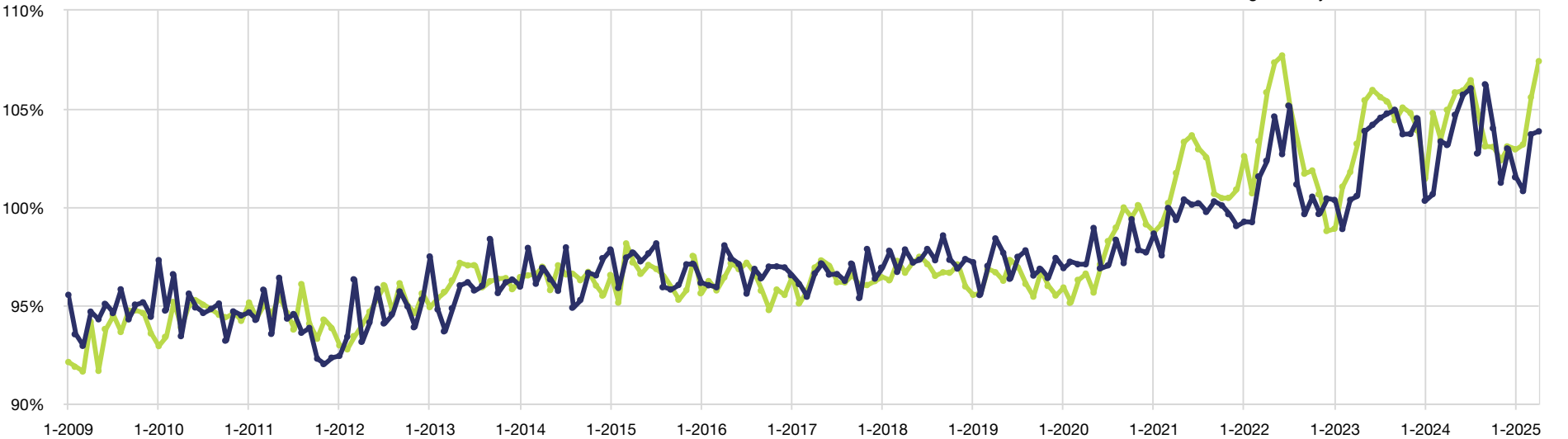
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
Mar-2025	105.6%	+ 2.1%	103.7%	+ 0.4%
Apr-2025	107.4%	+ 2.4%	103.9%	+ 0.7%
12-Month Avg*	104.6%	- 0.2%	103.8%	+ 0.2%

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

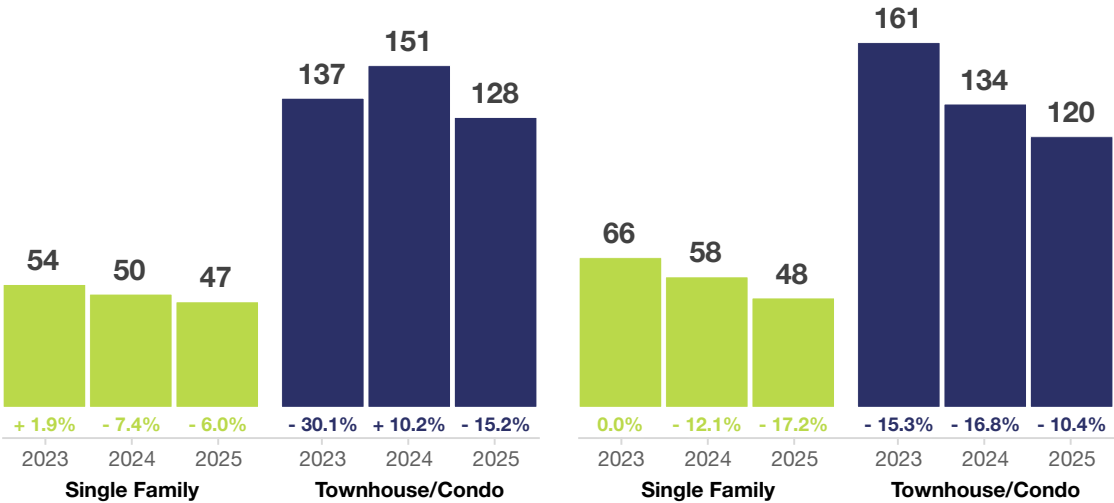
## Historical Percent of List Price Received by Month



# Housing Affordability Index

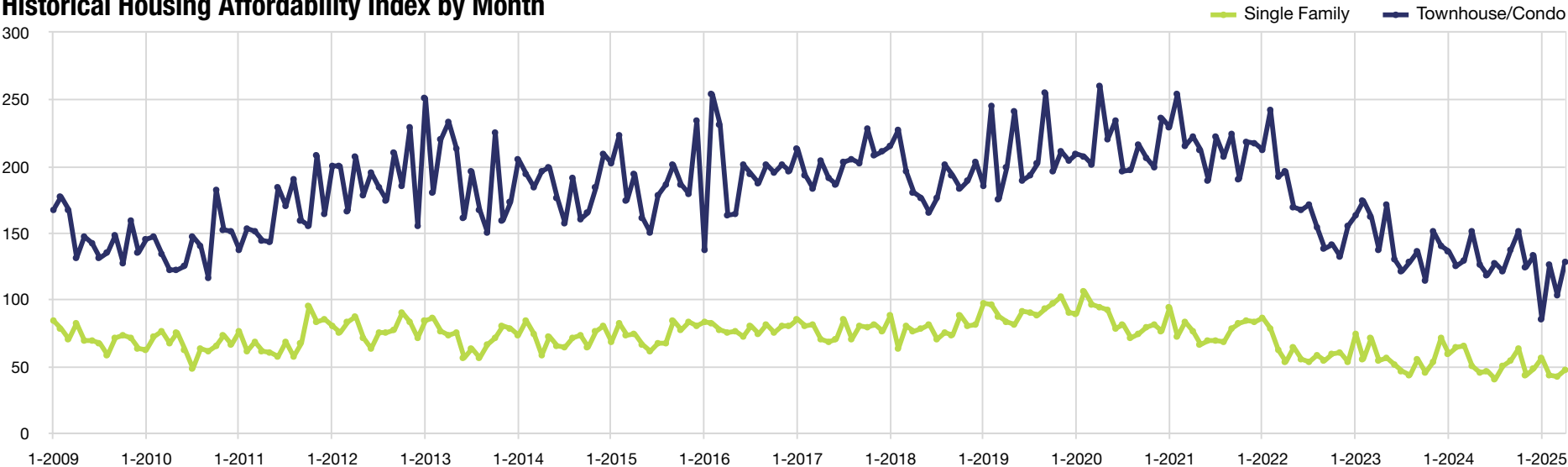
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## April



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
Apr-2025	47	- 6.0%	128	- 15.2%
12-Month Avg	48	- 12.7%	123	- 9.6%

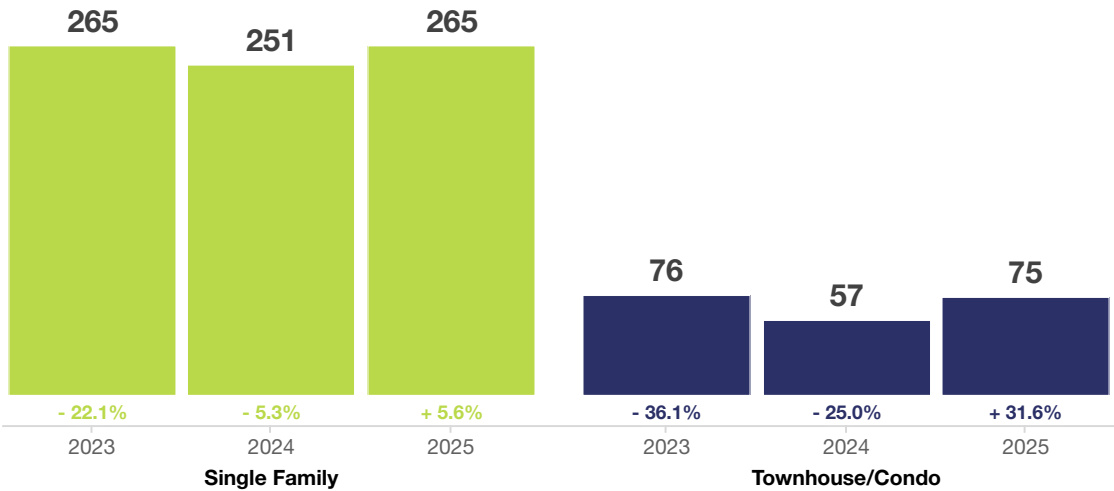
## Historical Housing Affordability Index by Month



# Inventory of Homes for Sale

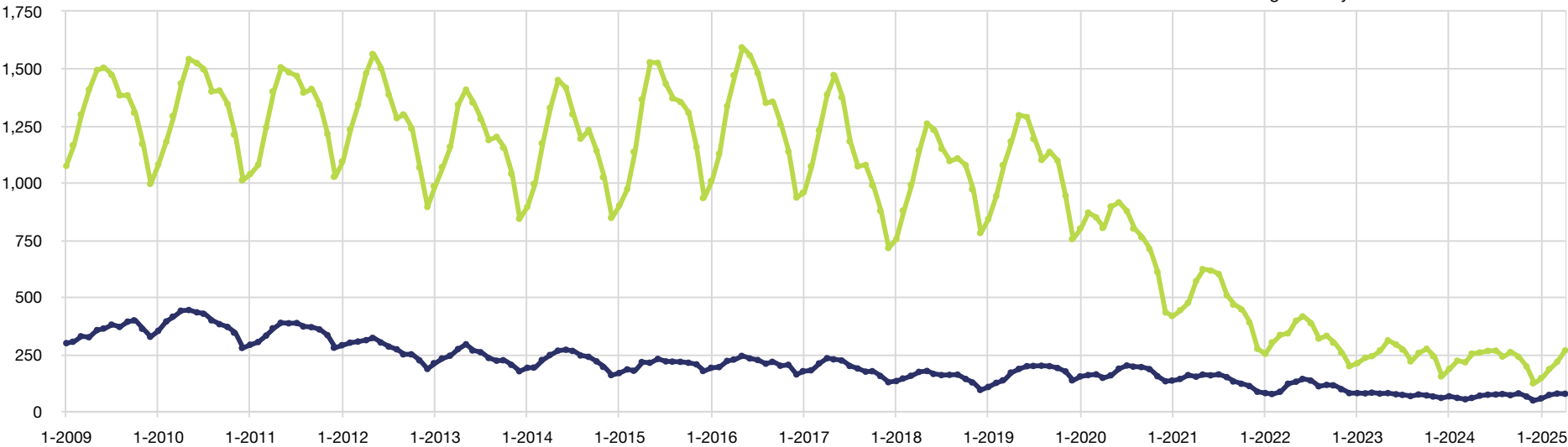
The number of properties available for sale in active status at the end of a given month.

## April



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	121	- 19.9%	46	- 19.3%
Jan-2025	144	- 21.7%	55	- 14.1%
Feb-2025	183	- 16.8%	70	+ 22.8%
Mar-2025	215	+ 0.9%	76	+ 49.0%
Apr-2025	265	+ 5.6%	75	+ 31.6%
12-Month Avg	220	- 7.9%	68	+ 4.6%

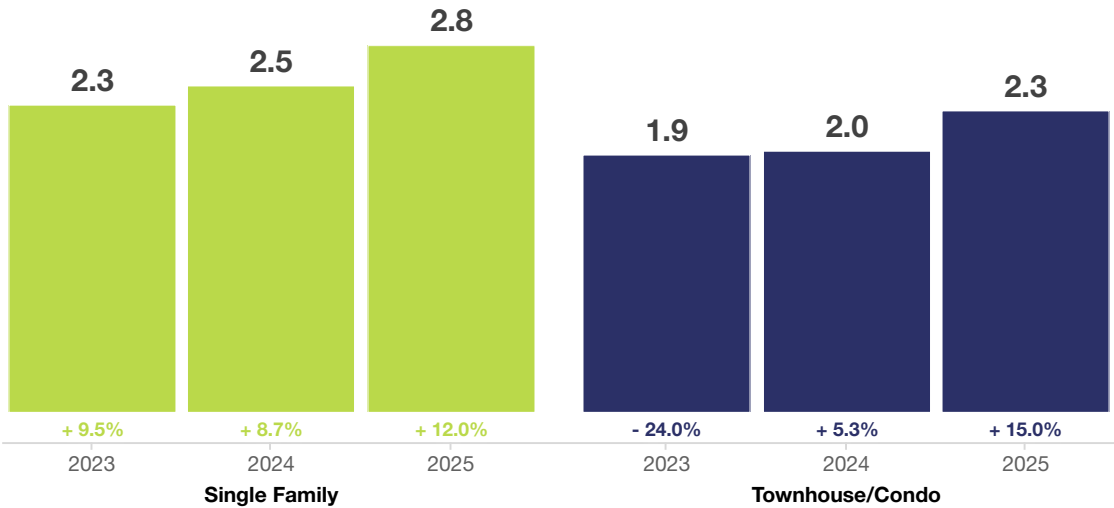
## Historical Inventory of Homes for Sale by Month



# 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.

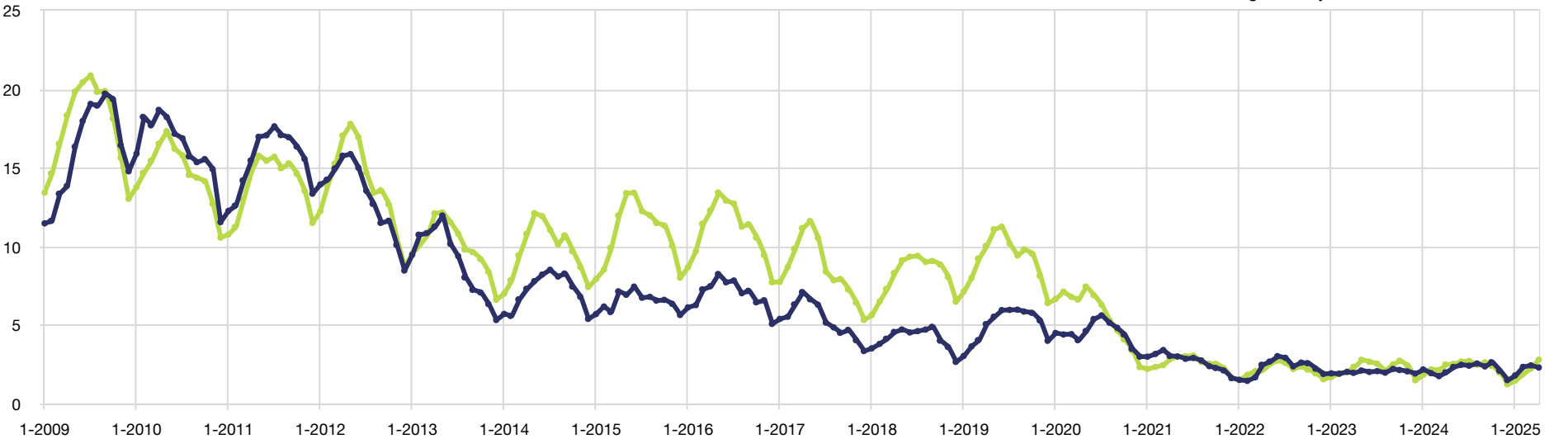
April



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	1.5	- 16.7%	1.8	- 18.2%
Feb-2025	1.9	- 13.6%	2.3	+ 21.1%
Mar-2025	2.2	+ 4.8%	2.4	+ 41.2%
Apr-2025	2.8	+ 12.0%	2.3	+ 15.0%
12-Month Avg*	2.2	- 3.1%	2.3	+ 12.0%

\* Months Supply for all properties from May 2024 through April 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	4-2024	4-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		212	<b>223</b>	+ 5.2%	657	<b>692</b>	+ 5.3%
Pending Sales		145	<b>143</b>	- 1.4%	459	<b>433</b>	- 5.7%
Closed Sales		142	<b>127</b>	- 10.6%	397	<b>380</b>	- 4.3%
Days on Market Until Sale		32	<b>31</b>	- 3.1%	40	<b>36</b>	- 10.0%
Median Sales Price		\$909,620	<b>\$900,000</b>	- 1.1%	\$825,000	<b>\$900,000</b>	+ 9.1%
Average Sales Price		\$1,293,471	<b>\$1,182,690</b>	- 8.6%	\$1,177,547	<b>\$1,240,485</b>	+ 5.3%
Percent of List Price Received		104.6%	<b>106.3%</b>	+ 1.6%	103.2%	<b>104.4%</b>	+ 1.2%
Housing Affordability Index		59	<b>61</b>	+ 3.4%	65	<b>61</b>	- 6.2%
Inventory of Homes for Sale		308	<b>340</b>	+ 10.4%	—	—	—
Months Supply of Inventory		2.4	<b>2.7</b>	+ 12.5%	—	—	—