

Annual Report for Litchfield County Board of REALTORS® Association Service Area

RESIDENTIAL REAL ESTATE ACTIVITY FOR THE LITCHFIELD COUNTY BOARD OF REALTORS®



2025

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Association Service Area

RESIDENTIAL REAL ESTATE ACTIVITY FOR THE LITCHFIELD COUNTY BOARD OF REALTORS®



The U.S. housing market navigated a challenging landscape throughout 2025. Mortgage rates remained elevated compared with recent years, and home prices continued to rise nationwide. Demand for affordable housing far outpaced supply, and with fewer buyers able to keep up with rising costs, sales of previously owned homes were subdued. Younger buyers faced steep hurdles as high rents, inflation, and student loan debt limited their ability to save for a down payment. By mid-2025, first-time buyers accounted for just 21% of all home purchases, while the typical age of a first-time buyer reached a record high of 40, according to the National Association of REALTORS® (NAR). This aging trend extended across the broader market, as the median age of all homebuyers reached 59. NAR data show that homeowners also set a record, staying in their homes a median of 11 years before selling.

With sales activity down, inventory continued to edge higher, and homes spent more time on the market compared with the previous year, signaling a shift toward more balanced market conditions. The rise in supply has given buyers more options and reduced the sense of urgency that characterized the post-pandemic market, while sellers have rediscovered the importance of strategic pricing, especially in areas where inventory growth is strongest. Although price appreciation has slowed, home values remain roughly 50% higher than pre-pandemic levels, stretching budgets and prompting many would-be buyers to delay their home search until affordability increases.

Sales: Pending Sales were up 2.8 percent to 1,388 over last year, while closed sales rose 1.4 percent to finish the year at 1,362.

Prices: Home prices were up compared to last year. The overall median sales price increased 7.1 percent to \$375,000 for the year. Single Family home prices were up 10.0 percent compared to last year, and Townhouse/Condo home prices rose 2.7 percent.

Listings: Year-over-year, the number of homes available for sale rose 4.4 percent. There were 309 active listings at the end of 2025 compared to 296 listings at the end of 2024. New listings increased by 4.4 percent to finish the year at 1,773.

Bedroom Count: In 2025, properties with 2 bedrooms or less saw an increase at 11.7 percent. The highest percent of list price received at sale went to properties with 3 bedrooms at 100.3 percent.

Sales by Price Range: The number of homes sold in the \$219,000 to \$318,999 price range fell 14.8 percent to 236 homes. Homes sold in the \$499,000 or More price range were up 14.6 percent to 548 homes.

List Price Received: Sellers received, on average, 99.9 percent of their list price at sale, a year-over-year decline of 0.4 percent.

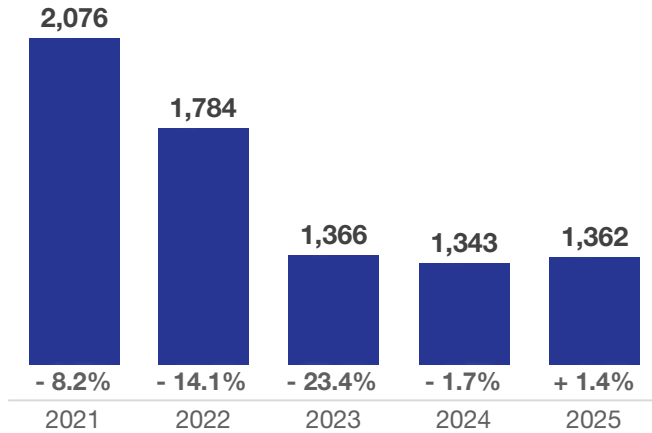
Looking ahead to 2026, experts are forecasting an improvement in market activity. Mortgage rates declined through the second half of 2025 and are expected to stay in the 6% range in the year ahead, supporting incremental gains in affordability. As inventory builds, sales volume is projected to increase. Economists anticipate modest increases in home prices, well below the rapid appreciation of recent years. While conditions should become somewhat more favorable for buyers, affordability constraints and the effects of a decade-long supply shortfall will continue to shape the market. Taken together, these trends suggest 2026 will be a year of stabilization and recovery, rather than dramatic change.

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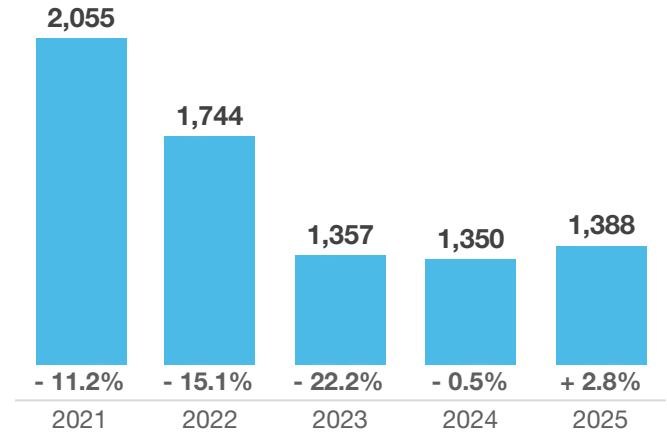
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Quick Facts

Closed Sales



Pending Sales



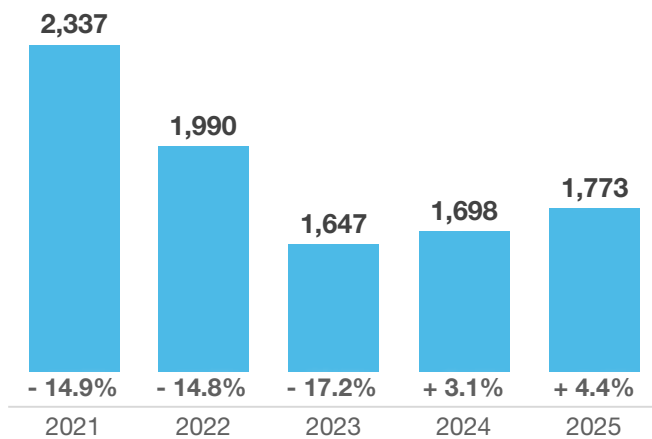
Top 10 Areas: Change in Closed Sales from 2024

North Canaan	+ 172.7%
Woodbury	+ 28.4%
Morris	+ 26.9%
Thomaston	+ 13.8%
Colebrook	+ 12.5%
Winsted	+ 12.5%
New Hartford	+ 9.9%
Winchester	+ 8.4%
Salisbury	+ 8.3%
Watertown	+ 7.0%

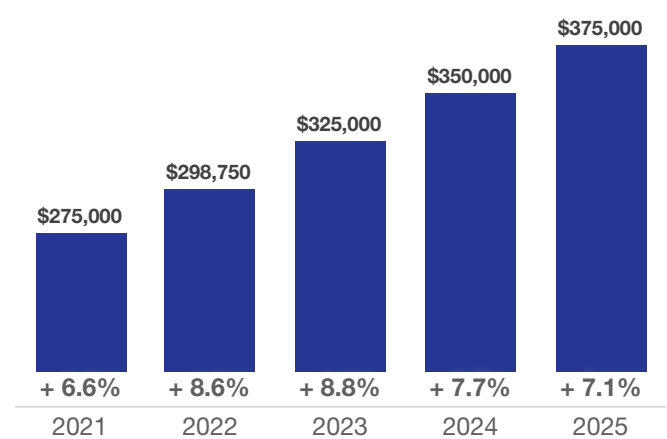
Top 10 Areas: Change in Pending Sales from 2024

North Canaan	+ 66.7%
Morris	+ 36.0%
Woodbury	+ 26.3%
Thomaston	+ 23.4%
Watertown	+ 17.9%
Winsted	+ 14.6%
Winchester	+ 6.4%
Salisbury	+ 6.0%
Colebrook	+ 5.6%
Harwinton	+ 4.0%

New Listings



Median Sales Price



Top 10 Areas: Change in New Listings from 2024

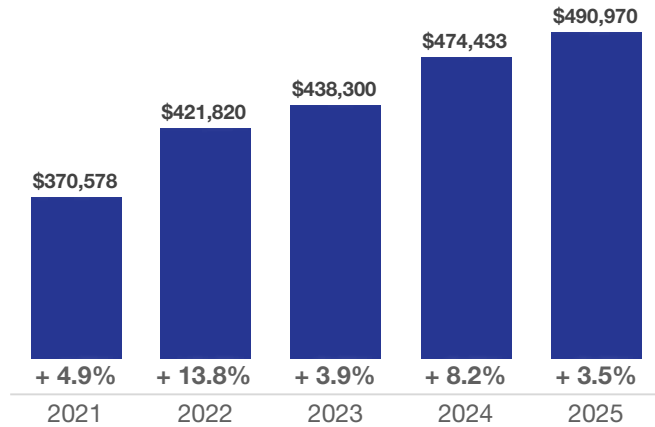
Morris	+ 54.5%
North Canaan	+ 42.9%
Salisbury	+ 26.5%
Thomaston	+ 20.8%
Barkhamsted	+ 20.0%
Watertown	+ 15.9%
Goshen	+ 11.8%
Colebrook	+ 8.0%
New Hartford	+ 6.9%
Winsted	+ 5.4%

Top 10 Areas: Change in Median Sales Price from 2024

Colebrook	+ 37.3%
North Canaan	+ 25.0%
Sharon	+ 22.4%
Thomaston	+ 21.8%
Morris	+ 10.6%
Watertown	+ 7.4%
Torrington	+ 5.6%
New Hartford	+ 5.0%
Winsted	+ 4.9%
Canaan	+ 2.7%

Quick Facts

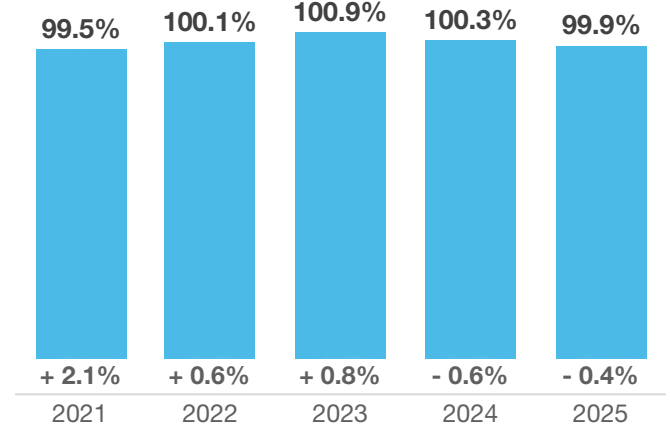
Average Sales Price



Top 10 Areas: Change in Avg. Sales Price from 2024

Colebrook	+ 57.3%
North Canaan	+ 37.0%
Morris	+ 34.5%
Watertown	+ 14.6%
Winsted	+ 13.4%
Thomaston	+ 11.8%
Salisbury	+ 9.1%
Norfolk	+ 8.2%
Torrington	+ 7.2%
Harwinton	+ 7.1%

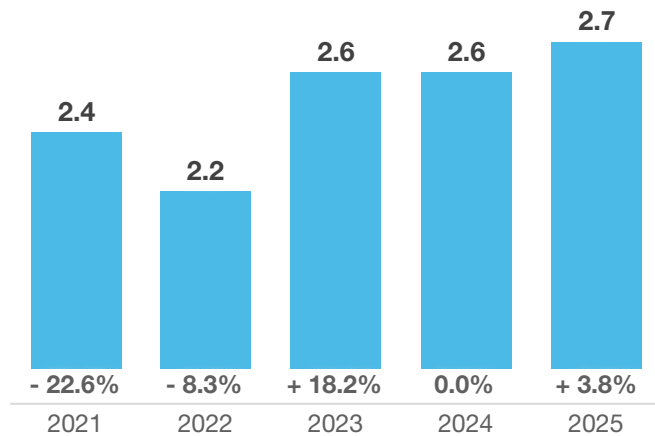
Percent of List Price Received



Top 10 Areas: Change in Pct. of List Price Received from 2024

Cornwall	+ 1.5%
Goshen	+ 1.4%
North Canaan	+ 1.0%
Canaan	+ 0.8%
Colebrook	+ 0.3%
Winchester	+ 0.3%
Salisbury	+ 0.1%
Barkhamsted	+ 0.1%
Torrington	- 0.1%
Watertown	- 0.1%

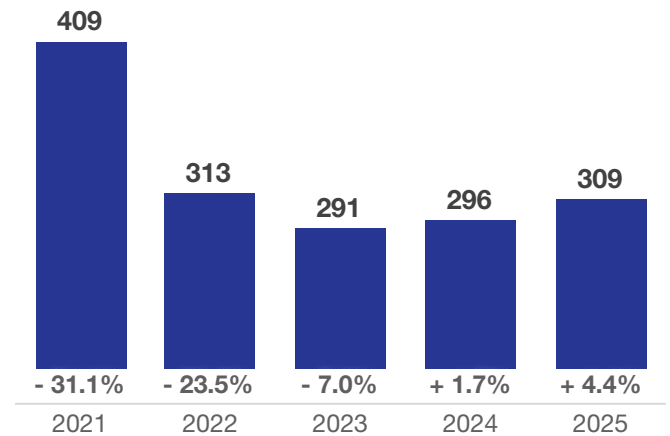
Months Supply of Inventory



Top 10 Areas: Change in Months Supply from 2024

Norfolk	+ 220.0%
Morris	+ 200.0%
Colebrook	+ 166.7%
Canaan	+ 150.0%
Goshen	+ 72.7%
New Hartford	+ 50.0%
Salisbury	+ 48.6%
Bethlehem	+ 38.1%
Torrington	+ 22.2%
North Canaan	+ 7.4%

Inventory of Homes for Sale



Top 10 Areas: Change in Homes for Sale from 2024

Morris	+ 266.7%
Colebrook	+ 150.0%
Norfolk	+ 140.0%
North Canaan	+ 60.0%
New Hartford	+ 54.5%
Canaan	+ 50.0%
Goshen	+ 50.0%
Salisbury	+ 43.8%
Bethlehem	+ 18.2%
Torrington	+ 17.7%



Property Type Review

40

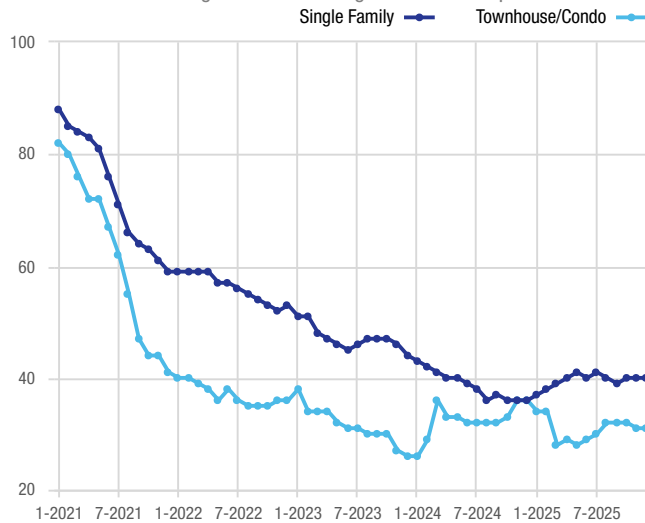
Average Days on Market
Single Family

31

Average Days on Market
Townhouse/Condo

Days on Market

This chart uses a rolling 12-month average for each data point



Top Areas: Townhouse/Condo Market Share in 2025

Woodbury	37.6%
Torrington	24.8%
Thomaston	23.0%
Winchester	16.4%
Watertown	15.2%
Litchfield	12.6%
Winsted	11.1%
Norfolk	9.1%
New Hartford	9.0%
Sharon	5.6%
Salisbury	3.8%
North Canaan	3.3%
Morris	3.0%
Goshen	2.8%
Barkhamsted	0.0%

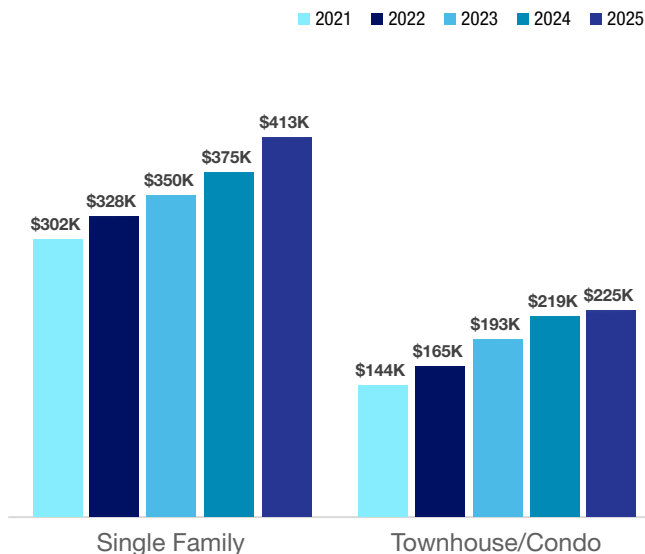
+ 10.0%

One-Year Change in Price
Single Family

+ 2.7%

One-Year Change in Price
Townhouse/Condo

Median Sales Price



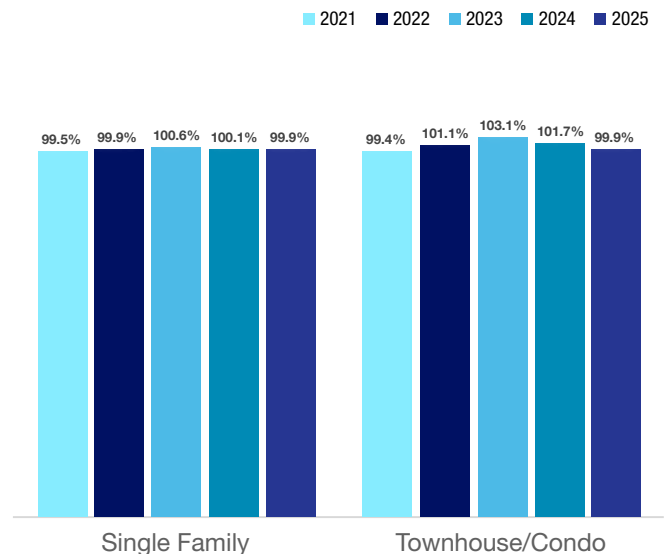
99.9%

Pct. of List Price Received
Single Family

99.9%

Pct. of List Price Received
Townhouse/Condo

Percent of List Price Received



Price Range Review

\$219,000 to \$318,999

Price Range with Shortest Average Days on Market Until Sale

\$499,000 or More

Price Range with Longest Average Days on Market Until Sale

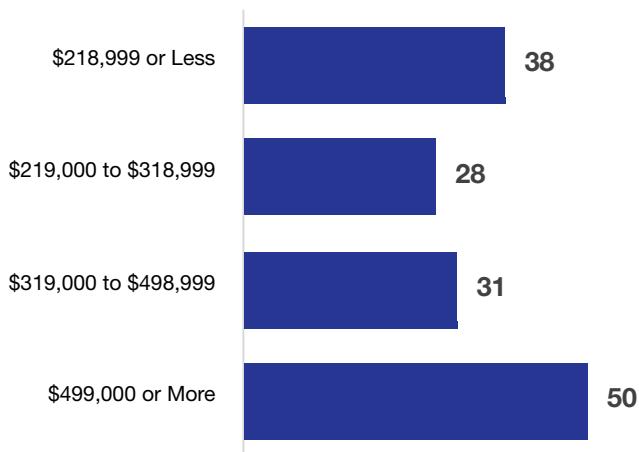
1.6%

of Sales at Year End Priced \$218,999 or Less

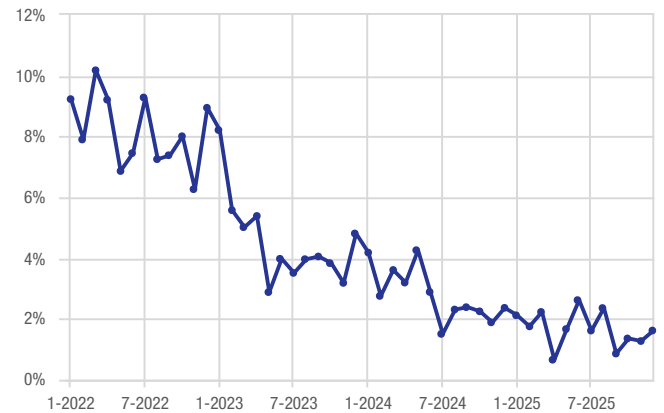
- 31.6%

One-Year Change in Homes for Sale Priced \$218,999 or Less

Days on Market Until Sale by Price Range



Share of Homes for Sale \$218,999 or Less



\$499,000 or More

Price Range with the Most Closed Sales

+ 14.6%

Price Range with Strongest One-Year Change in Sales: \$499,000 or More

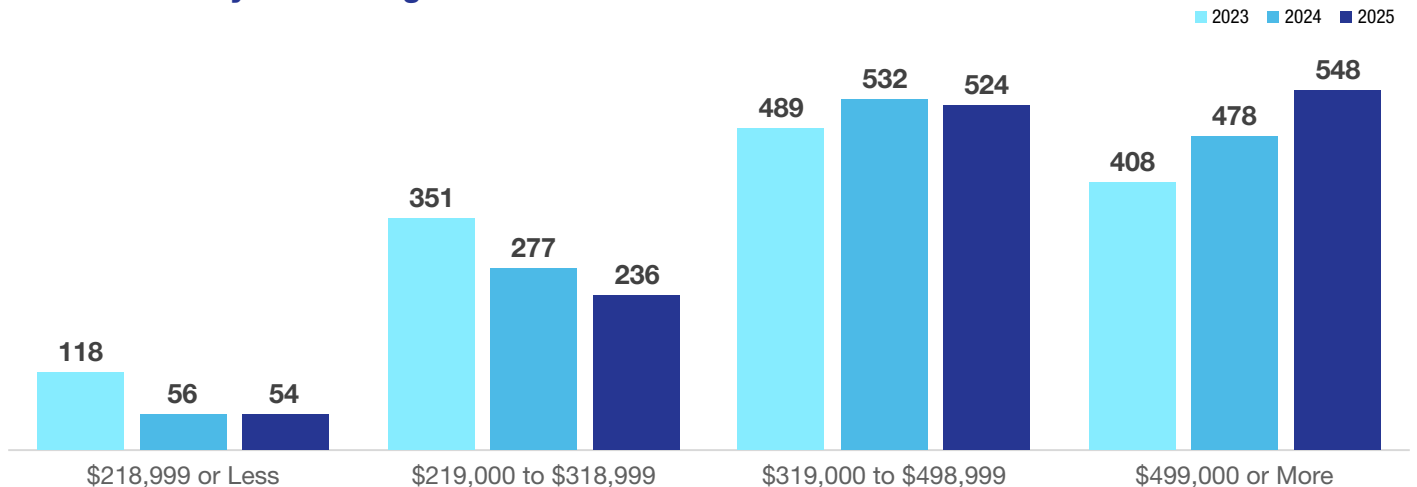
\$218,999 or Less

Price Range with the Fewest Closed Sales

- 14.8%

Price Range with Weakest One-Year Change in Sales: \$219,000 to \$318,999

Closed Sales by Price Range





Bedroom Count Review

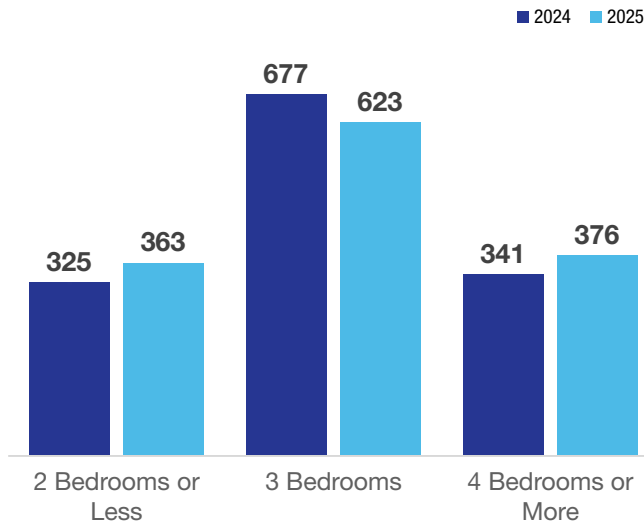
+ 11.7%

Growth in Closed Sales
2 Bedrooms or Less

+ 10.3%

Growth in Closed Sales
4 Bedrooms or More

Closed Sales



Top Areas: 4 Bedrooms or More Market Share in 2025

Colebrook	44.4%
Goshen	41.7%
Canaan	37.5%
Norfolk	36.4%
Harwinton	35.3%
Watertown	33.7%
Bethlehem	33.3%
Salisbury	32.7%
Barkhamsted	29.7%
New Hartford	29.5%
Winsted	28.9%
Woodbury	28.9%
Sharon	27.8%
Morris	27.3%
North Canaan	26.7%

99.9%

Percent of List Price Received
in 2025 for
All Properties

99.9%

Percent of List Price Received
in 2025 for
2 Bedrooms or Less

100.3%

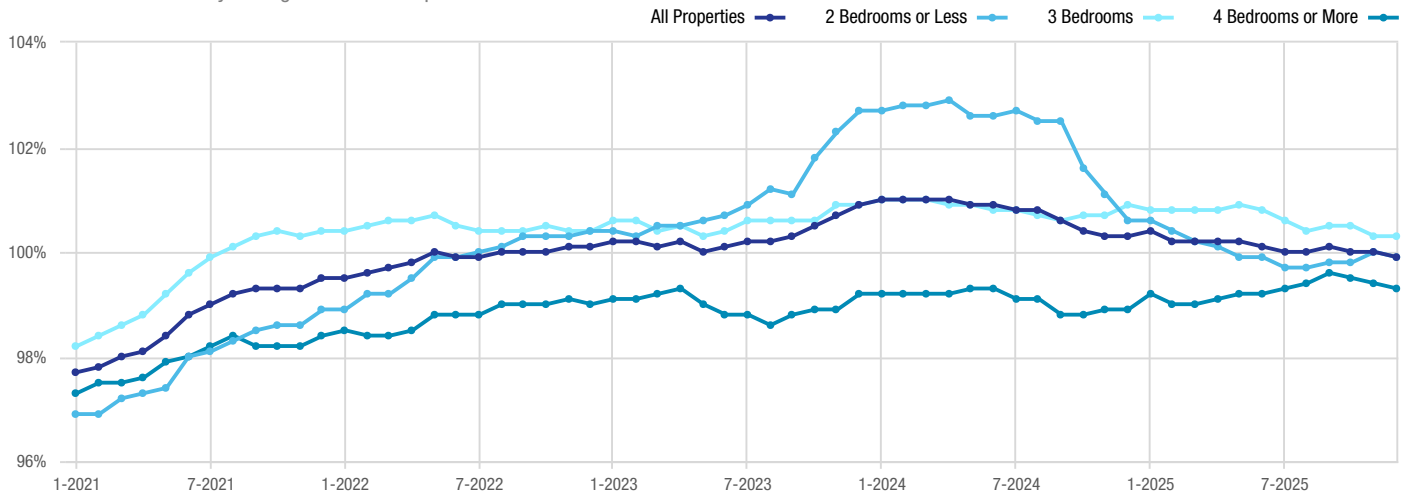
Percent of List Price Received
in 2025 for
3 Bedrooms

99.3%

Percent of List Price Received
in 2025 for
4 Bedrooms or More

Percent of List Price Received

This chart uses a monthly average for each data point.





Area Overviews

	Total Closed Sales	Change from 2024	New Listings	Days on Market	Inventory of Homes for Sale	Months Supply of Inventory	Pct. of List Price Received
Barkhamsted	37	- 14.0%	48	26	5	1.7	103.7%
Bethlehem	27	- 10.0%	45	64	13	5.8	94.4%
Canaan	8	- 46.7%	20	97	9	8.0	97.9%
Colebrook	18	+ 12.5%	27	35	5	2.4	96.7%
Cornwall	19	0.0%	20	78	3	2.0	96.4%
Goshen	36	- 21.7%	57	39	12	3.8	97.3%
Harwinton	51	+ 2.0%	58	43	7	1.6	98.3%
Litchfield	95	- 1.0%	110	58	21	2.7	98.3%
Morris	33	+ 26.9%	51	39	11	3.9	95.3%
New Hartford	78	+ 9.9%	93	30	17	2.7	104.0%
Norfolk	11	- 26.7%	22	75	12	9.6	97.4%
North Canaan	30	+ 172.7%	30	34	8	2.9	97.2%
Salisbury	52	+ 8.3%	86	74	23	5.2	98.3%
Sharon	36	- 14.3%	59	67	16	4.7	96.5%
Thomaston	74	+ 13.8%	87	31	8	1.2	100.6%
Torrington	395	- 5.5%	498	27	73	2.2	101.2%
Watertown	243	+ 7.0%	320	30	42	1.9	100.6%
Winchester	116	+ 8.4%	145	30	16	1.6	100.6%
Winsted	45	+ 12.5%	59	27	6	1.4	101.1%
Woodbury	149	+ 28.4%	172	45	32	2.6	98.7%



Area Historical Median Prices

	2021	2022	2023	2024	2025	Change from 2024	Change from 2021
Barkhamsted	\$318,795	\$355,000	\$389,500	\$465,000	\$465,000	0.0%	+ 45.9%
Bethlehem	\$410,000	\$430,000	\$399,500	\$529,000	\$465,000	- 12.1%	+ 13.4%
Canaan	\$410,000	\$595,000	\$721,500	\$640,000	\$657,500	+ 2.7%	+ 60.4%
Colebrook	\$315,000	\$417,500	\$240,000	\$360,500	\$495,000	+ 37.3%	+ 57.1%
Cornwall	\$515,000	\$800,000	\$498,000	\$1,120,000	\$750,000	- 33.0%	+ 45.6%
Goshen	\$479,900	\$606,000	\$552,500	\$642,500	\$643,700	+ 0.2%	+ 34.1%
Harwinton	\$327,500	\$342,500	\$352,500	\$433,000	\$439,000	+ 1.4%	+ 34.0%
Litchfield	\$396,950	\$497,450	\$445,000	\$545,000	\$527,000	- 3.3%	+ 32.8%
Morris	\$448,750	\$375,000	\$520,000	\$615,000	\$680,000	+ 10.6%	+ 51.5%
New Hartford	\$325,000	\$341,000	\$367,950	\$369,900	\$388,250	+ 5.0%	+ 19.5%
Norfolk	\$325,000	\$409,000	\$380,000	\$389,000	\$299,000	- 23.1%	- 8.0%
North Canaan	\$260,000	\$285,000	\$245,000	\$269,500	\$337,000	+ 25.0%	+ 29.6%
Salisbury	\$700,000	\$750,000	\$904,000	\$882,500	\$770,000	- 12.7%	+ 10.0%
Sharon	\$426,400	\$647,500	\$610,000	\$563,500	\$690,000	+ 22.4%	+ 61.8%
Thomaston	\$229,200	\$265,000	\$286,000	\$278,000	\$338,500	+ 21.8%	+ 47.7%
Torrington	\$180,000	\$215,000	\$240,000	\$270,000	\$285,000	+ 5.6%	+ 58.3%
Watertown	\$269,000	\$285,000	\$322,500	\$340,000	\$365,000	+ 7.4%	+ 35.7%
Winchester	\$220,000	\$224,000	\$235,000	\$290,000	\$280,000	- 3.4%	+ 27.3%
Winsted	\$199,900	\$215,000	\$233,750	\$275,000	\$288,557	+ 4.9%	+ 44.4%
Woodbury	\$399,000	\$410,000	\$382,000	\$469,250	\$456,000	- 2.8%	+ 14.3%