

# Monthly Indicators

New Haven Middlesex Association of REALTORS®



## June 2019

As was widely expected, the Federal Reserve did not change the target range for the federal funds rate – currently set at 2.25 to 2.5 percent – during their June meeting. Although the economy is still performing well due to factors such as low unemployment and solid retail sales, uncertainty remains regarding trade tensions, slowed manufacturing and meek business investments.

New Listings decreased 1.6 percent for Single Family homes and 4.7 percent for Townhouse/Condo homes. Pending Sales increased 1.8 percent for Single Family homes but decreased 9.1 percent for Townhouse/Condo homes. Inventory decreased 2.9 percent for Single Family homes and 11.5 percent for Townhouse/Condo homes.

Median Sales Price increased 2.7 percent to \$290,000 for Single Family homes but decreased 3.4 percent to \$157,000 for Townhouse/Condo homes. Days on Market increased 18.5 percent for Single Family homes and 3.6 percent for Townhouse/Condo homes. Months Supply of Inventory decreased 4.8 percent for Single Family homes and 11.5 percent for Townhouse/Condo homes.

In terms of relative balance between buyer and seller interests, residential real estate markets across the country are performing well within an economic expansion that will become the longest in U.S. history in July. However, there are signs of a slowing economy. The Federal Reserve considers 2.0 percent a healthy inflation rate, but the U.S. is expected to remain below that this year. The Fed has received pressure from the White House to cut rates in order to spur further economic activity, and the possibility of a rate reduction in 2019 is definitely in play following a string of increases over the last several years.

## Quick Facts

**- 10.6%**

Change in  
**Closed Sales**  
All Properties

**0.0%**

Change in  
**Median Sales Price**  
All Properties

**- 4.4%**

Change in  
**Homes for Sale**  
All Properties

This report covers residential real estate activity in the New Haven Middlesex 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	6-2018	6-2019	% Change	YTD 2018	YTD 2019	% Change
New Listings		990	974	- 1.6%	5,448	5,452	+ 0.1%
Pending Sales		758	772	+ 1.8%	3,265	3,294	+ 0.9%
Closed Sales		825	734	- 11.0%	3,172	3,008	- 5.2%
Days on Market Until Sale		54	64	+ 18.5%	63	77	+ 22.2%
Median Sales Price		\$282,500	\$290,000	+ 2.7%	\$265,000	\$266,000	+ 0.4%
Average Sales Price		\$329,439	\$333,665	+ 1.3%	\$303,450	\$317,423	+ 4.6%
Percent of List Price Received		97.6%	97.9%	+ 0.3%	97.3%	97.5%	+ 0.2%
Housing Affordability Index		154	151	- 1.9%	164	164	0.0%
Inventory of Homes for Sale		3,363	3,266	- 2.9%	—	—	—
Months Supply of Inventory		6.3	6.0	- 4.8%	—	—	—

# 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.

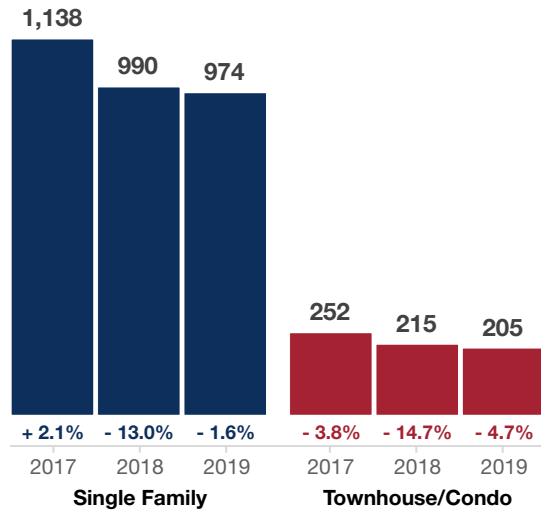


Key Metrics	Historical Sparkbars	6-2018	6-2019	% Change	YTD 2018	YTD 2019	% Change
New Listings		215	205	- 4.7%	1,224	1,214	- 0.8%
Pending Sales		186	169	- 9.1%	870	832	- 4.4%
Closed Sales		208	189	- 9.1%	849	771	- 9.2%
Days on Market Until Sale		55	57	+ 3.6%	65	73	+ 12.3%
Median Sales Price		\$162,500	\$157,000	- 3.4%	\$154,900	\$152,000	- 1.9%
Average Sales Price		\$202,037	\$187,592	- 7.1%	\$185,429	\$179,901	- 3.0%
Percent of List Price Received		96.8%	96.9%	+ 0.1%	96.3%	96.4%	+ 0.1%
Housing Affordability Index		268	278	+ 3.7%	281	287	+ 2.1%
Inventory of Homes for Sale		702	621	- 11.5%	—	—	—
Months Supply of Inventory		5.2	4.6	- 11.5%	—	—	—

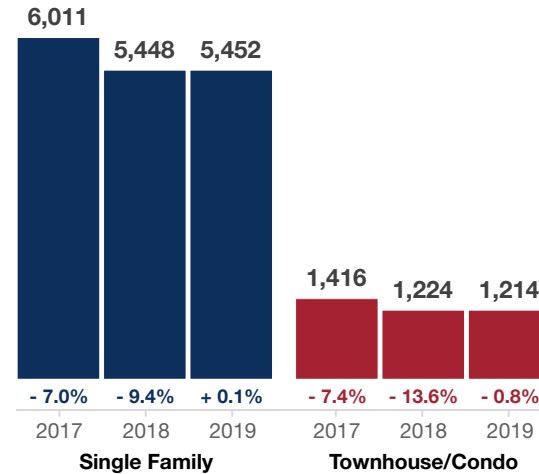
# New Listings

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

## June



## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Jul-2018	868	- 4.2%	186	- 14.7%
Aug-2018	883	+ 3.4%	210	+ 8.8%
Sep-2018	772	- 11.2%	188	+ 2.2%
Oct-2018	746	- 8.4%	194	+ 9.6%
Nov-2018	535	- 7.8%	130	- 18.2%
Dec-2018	345	- 12.0%	73	- 28.4%
Jan-2019	584	- 0.3%	153	- 2.5%
Feb-2019	663	- 13.8%	172	- 0.6%
Mar-2019	960	+ 7.0%	210	+ 8.8%
Apr-2019	1,106	+ 5.5%	242	- 9.4%
May-2019	1,165	+ 0.6%	232	+ 5.9%
<b>Jun-2019</b>	<b>974</b>	<b>- 1.6%</b>	<b>205</b>	<b>- 4.7%</b>
12-Month Avg	800	- 2.7%	183	- 2.7%

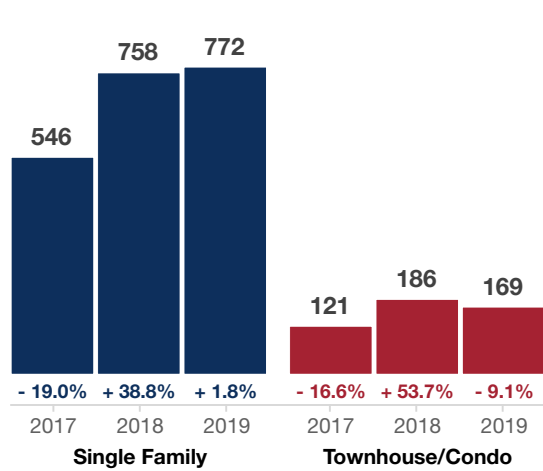
## Historical New Listings by Month



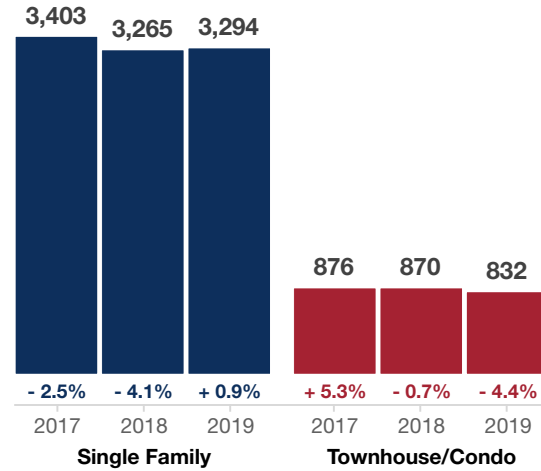
# Pending Sales

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

## June

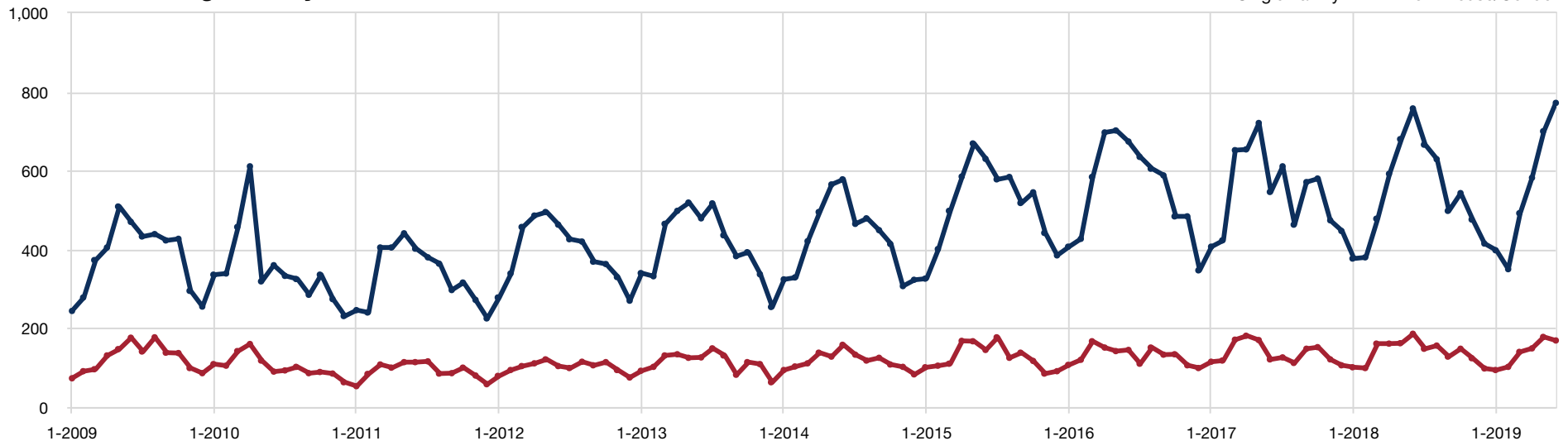


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Jul-2018	666	+ 9.0%	148	+ 17.5%
Aug-2018	629	+ 35.9%	156	+ 39.3%
Sep-2018	498	- 12.8%	128	- 13.5%
Oct-2018	543	- 6.4%	148	- 2.6%
Nov-2018	476	+ 0.4%	124	+ 2.5%
Dec-2018	415	- 7.2%	98	- 7.5%
Jan-2019	398	+ 5.6%	94	- 6.9%
Feb-2019	350	- 7.9%	102	+ 3.0%
Mar-2019	492	+ 2.9%	140	- 13.0%
Apr-2019	582	- 1.7%	149	- 7.5%
May-2019	700	+ 2.9%	178	+ 9.9%
<b>Jun-2019</b>	<b>772</b>	<b>+ 1.8%</b>	<b>169</b>	<b>- 9.1%</b>
12-Month Avg	543	+ 1.7%	136	0.0%

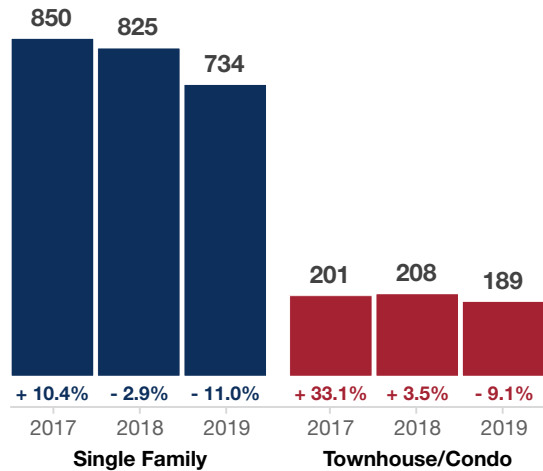
## Historical Pending Sales by Month



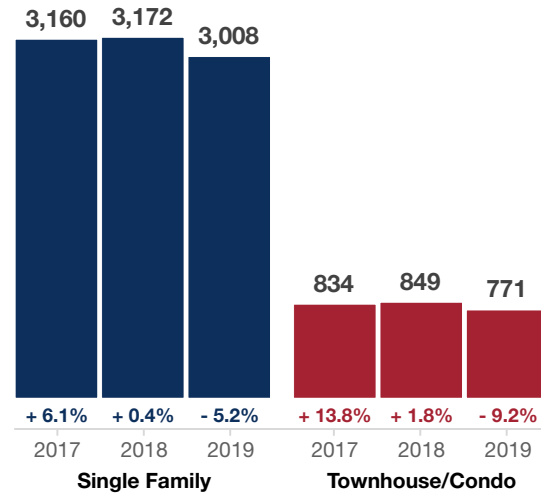
# Closed Sales

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

## June

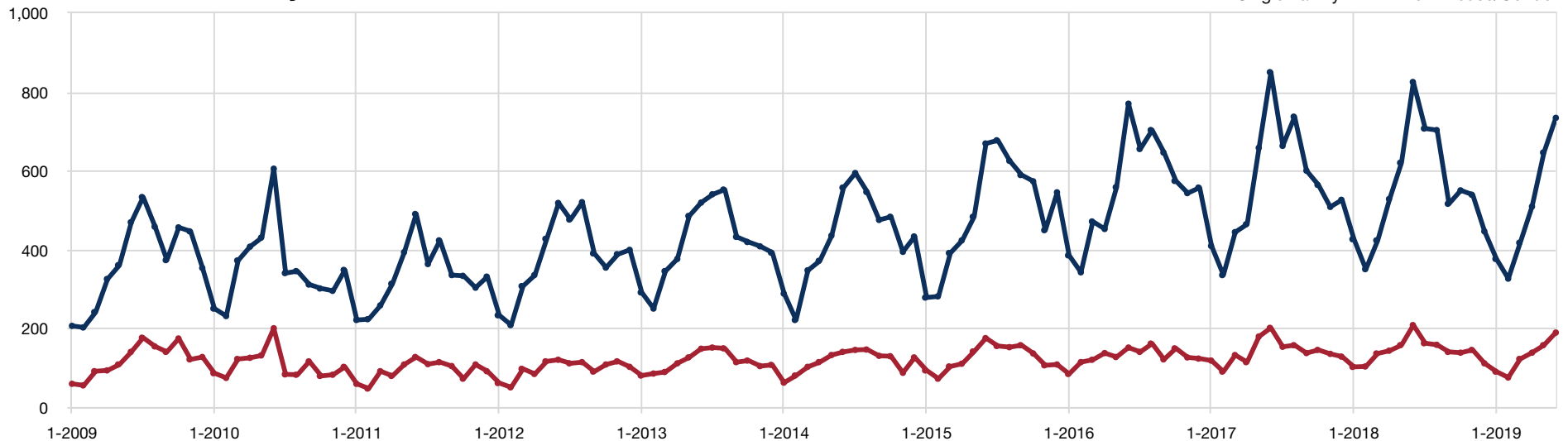


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Jul-2018	707	+ 6.6%	162	+ 5.9%
Aug-2018	703	- 4.6%	158	+ 0.6%
Sep-2018	516	- 14.0%	140	+ 2.2%
Oct-2018	550	- 2.5%	138	- 4.8%
Nov-2018	539	+ 6.1%	145	+ 7.4%
Dec-2018	446	- 15.2%	111	- 13.3%
Jan-2019	376	- 11.7%	90	- 11.8%
Feb-2019	326	- 6.9%	75	- 27.2%
Mar-2019	417	- 1.4%	122	- 10.3%
Apr-2019	509	- 3.6%	138	- 3.5%
May-2019	646	+ 4.2%	157	0.0%
<b>Jun-2019</b>	<b>734</b>	<b>- 11.0%</b>	<b>189</b>	<b>- 9.1%</b>
12-Month Avg	539	- 4.4%	135	- 4.9%

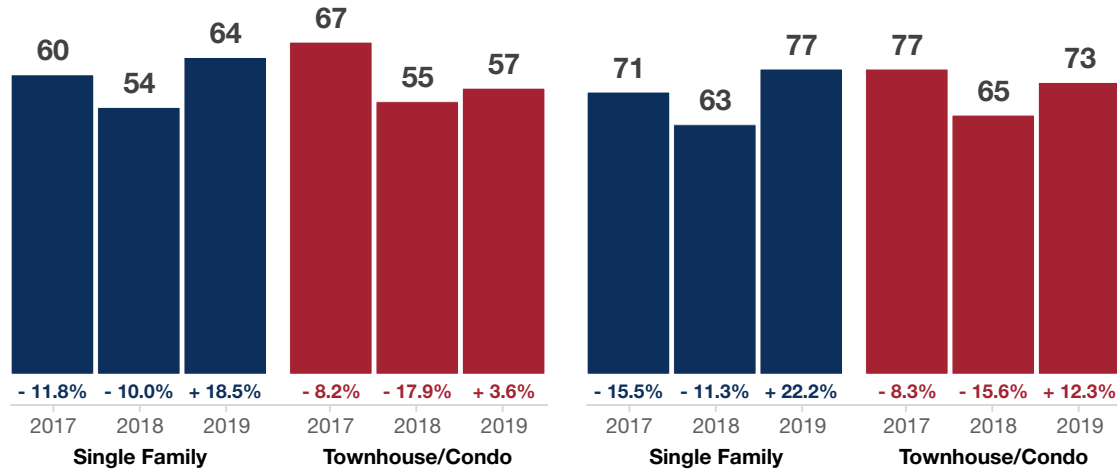
## Historical Closed Sales by Month



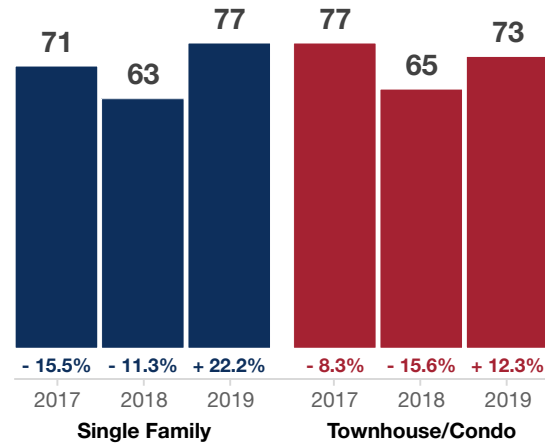
# Days on Market Until Sale

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

## June



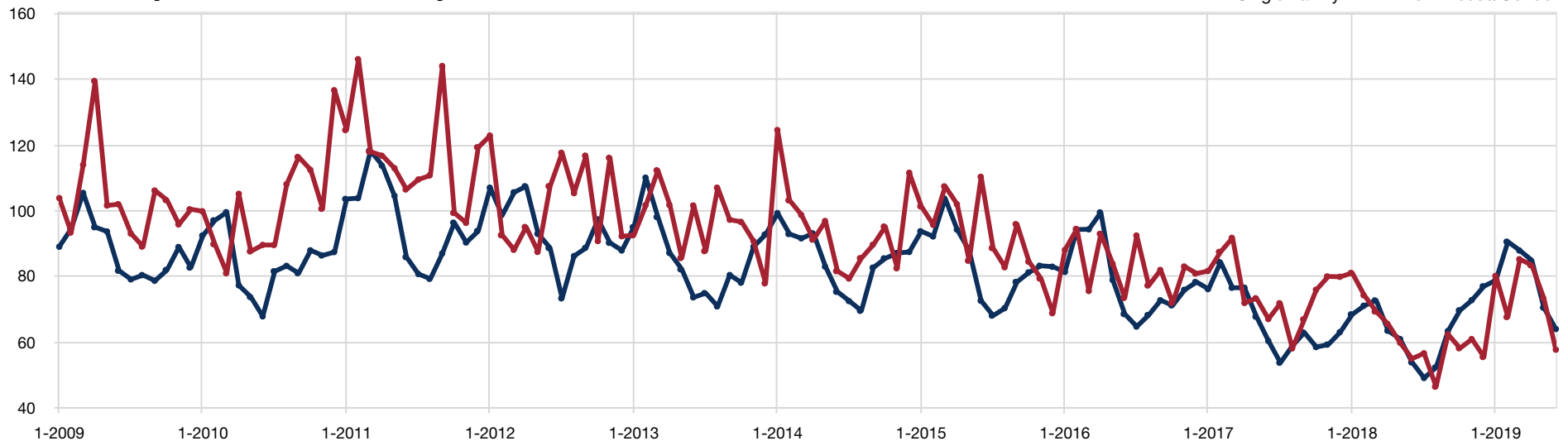
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Jul-2018	49	- 9.3%	56	- 22.2%
Aug-2018	52	- 11.9%	46	- 20.7%
Sep-2018	63	0.0%	62	- 7.5%
Oct-2018	69	+ 19.0%	58	- 23.7%
Nov-2018	73	+ 23.7%	61	- 23.8%
Dec-2018	77	+ 22.2%	55	- 31.3%
Jan-2019	79	+ 16.2%	80	- 1.2%
Feb-2019	90	+ 26.8%	67	- 9.5%
Mar-2019	88	+ 22.2%	85	+ 23.2%
Apr-2019	85	+ 34.9%	83	+ 27.7%
May-2019	70	+ 14.8%	73	+ 21.7%
<b>Jun-2019</b>	<b>64</b>	<b>+ 18.5%</b>	<b>57</b>	<b>+ 3.6%</b>
12-Month Avg*	69	+ 13.3%	64	- 5.9%

\* Days on Market for all properties from July 2018 through June 2019. This is not the average of the individual figures above.

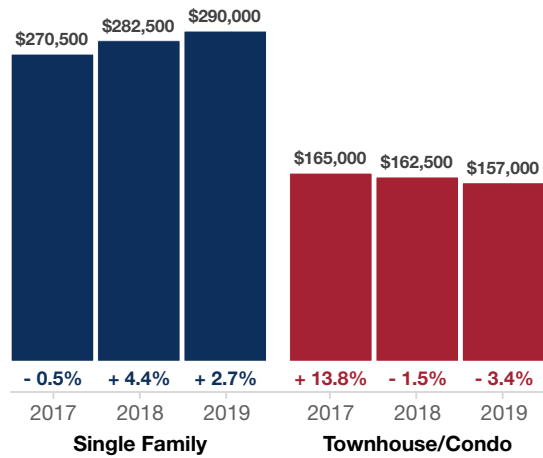
## Historical Days on Market Until Sale by Month



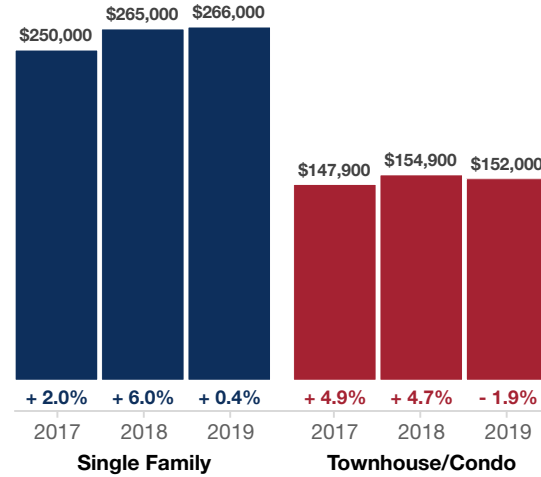
# Median Sales Price

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

## June



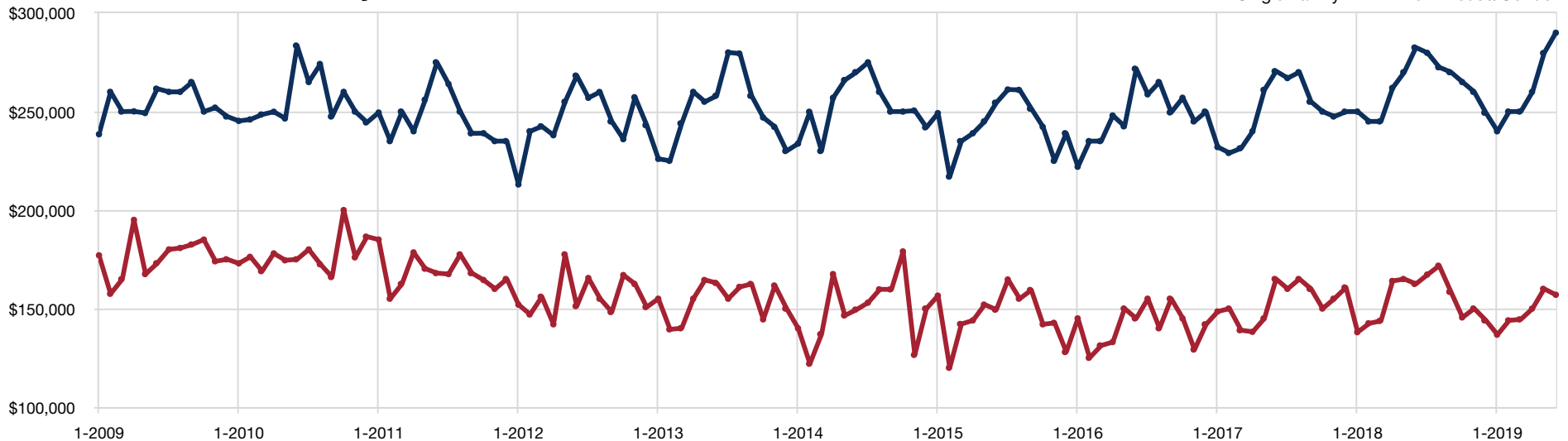
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Jul-2018	\$279,800	+ 4.8%	\$167,250	+ 4.5%
Aug-2018	\$272,500	+ 0.9%	\$171,750	+ 4.1%
Sep-2018	\$270,000	+ 5.9%	\$158,500	- 0.9%
Oct-2018	\$265,000	+ 6.0%	\$145,500	- 3.0%
Nov-2018	\$260,000	+ 5.1%	\$150,000	- 3.2%
Dec-2018	\$249,450	- 0.2%	\$144,000	- 10.4%
Jan-2019	\$240,000	- 4.0%	\$136,750	- 0.9%
Feb-2019	\$250,000	+ 2.0%	\$144,000	+ 1.1%
Mar-2019	\$250,000	+ 2.0%	\$144,500	+ 0.5%
Apr-2019	\$260,000	- 0.8%	\$149,950	- 8.6%
May-2019	\$279,700	+ 3.6%	\$160,000	- 3.0%
<b>Jun-2019</b>	<b>\$290,000</b>	<b>+ 2.7%</b>	<b>\$157,000</b>	<b>- 3.4%</b>
12-Month Avg*	\$267,500	+ 2.9%	\$153,375	- 1.0%

\* Median Sales Price for all properties from July 2018 through June 2019. This is not the average of the individual figures above.

## Historical Median Sales Price by Month

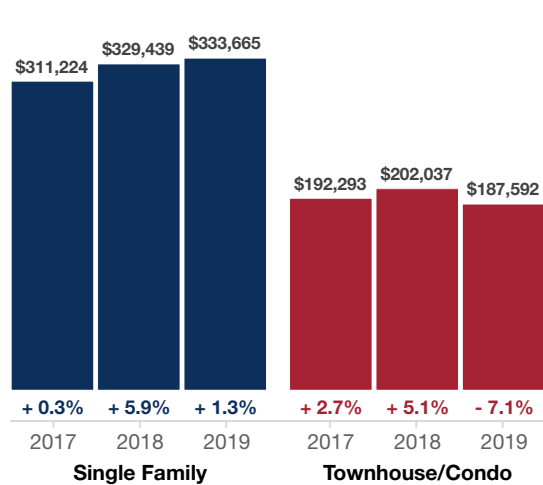




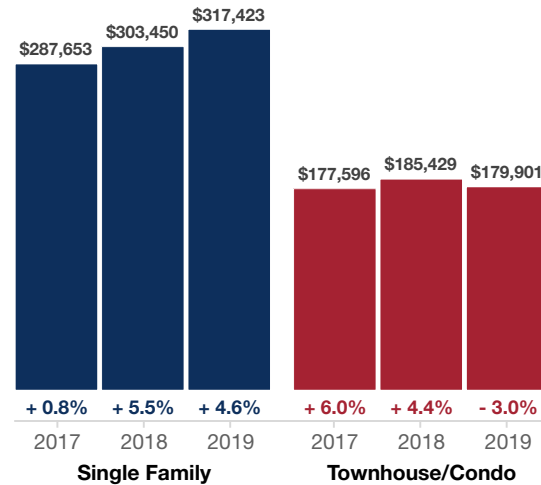
# Average Sales Price

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

## June



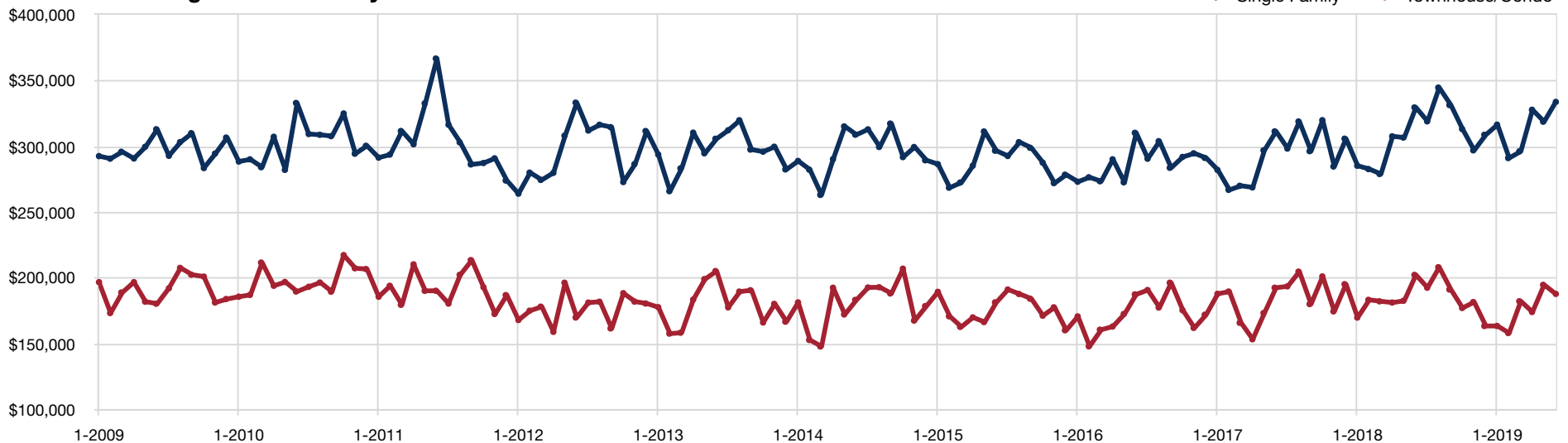
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Jul-2018	\$318,874	+ 6.9%	\$192,293	- 0.5%
Aug-2018	\$344,557	+ 8.1%	\$207,892	+ 1.6%
Sep-2018	\$331,283	+ 11.8%	\$190,945	+ 6.2%
Oct-2018	\$313,042	- 2.1%	\$176,890	- 11.9%
Nov-2018	\$296,838	+ 4.3%	\$181,377	+ 4.1%
Dec-2018	\$308,652	+ 1.0%	\$163,177	- 16.3%
Jan-2019	\$316,356	+ 11.0%	\$163,207	- 3.8%
Feb-2019	\$290,962	+ 3.0%	\$157,812	- 13.8%
Mar-2019	\$296,026	+ 6.2%	\$181,995	+ 0.0%
Apr-2019	\$327,698	+ 6.6%	\$173,823	- 4.0%
May-2019	\$318,623	+ 3.9%	\$194,480	+ 6.7%
<b>Jun-2019</b>	<b>\$333,665</b>	<b>+ 1.3%</b>	<b>\$187,592</b>	<b>- 7.1%</b>
12-Month Avg*	\$318,942	+ 4.9%	\$183,544	- 2.7%

\* Avg. Sales Price for all properties from July 2018 through June 2019. This is not the average of the individual figures above.

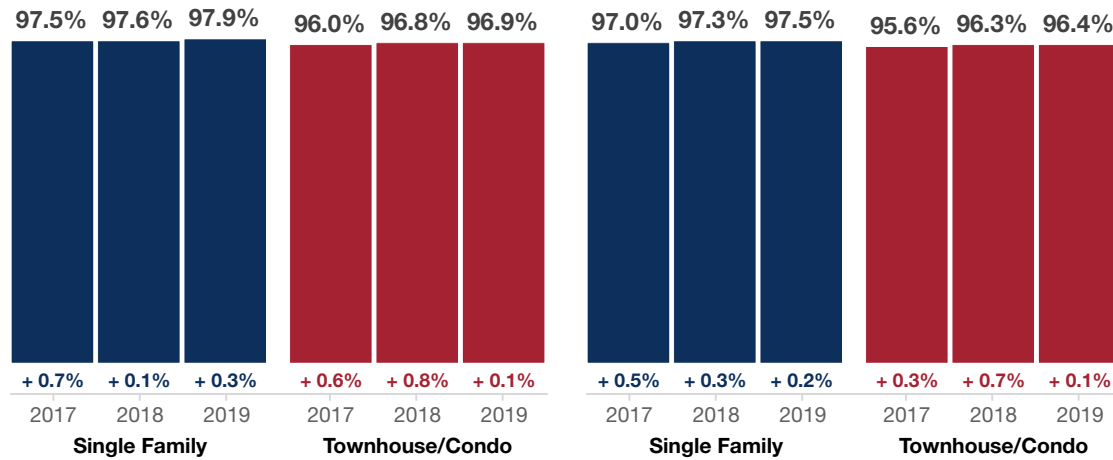
## Historical Average Sales Price by Month



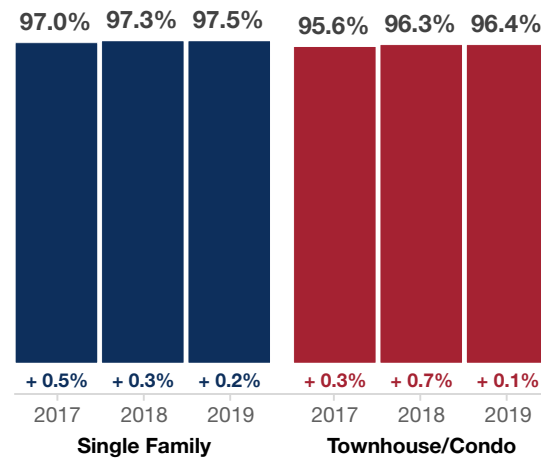
# Percent of List Price Received

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.

## June



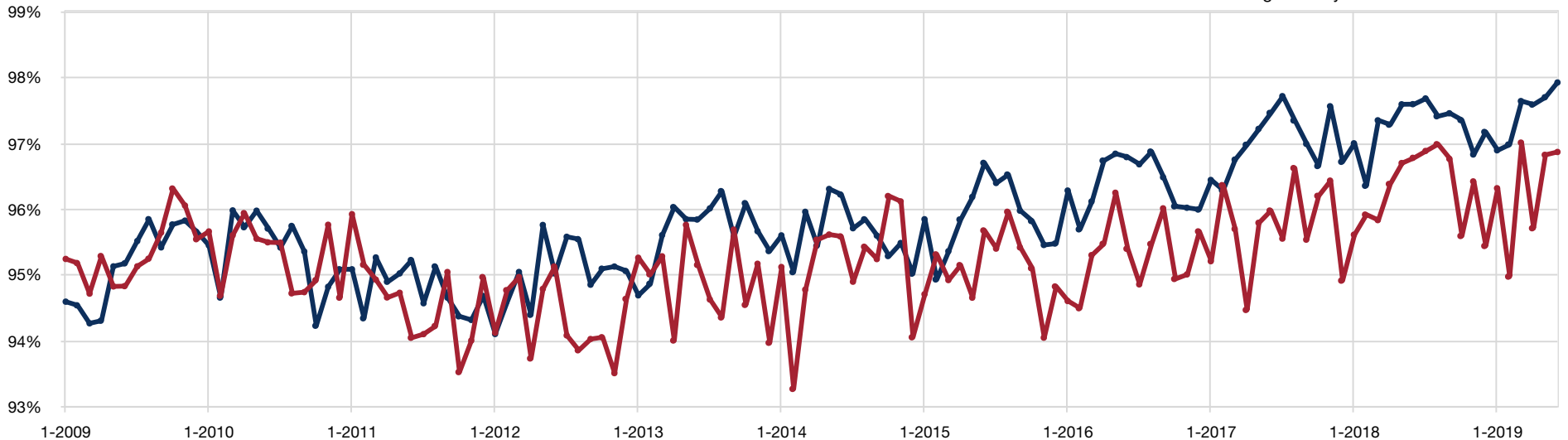
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Jul-2018	97.7%	0.0%	96.9%	+ 1.5%
Aug-2018	97.4%	+ 0.1%	97.0%	+ 0.4%
Sep-2018	97.5%	+ 0.5%	96.8%	+ 1.4%
Oct-2018	97.3%	+ 0.7%	95.6%	- 0.6%
Nov-2018	96.8%	- 0.8%	96.4%	0.0%
Dec-2018	97.2%	+ 0.5%	95.4%	+ 0.5%
Jan-2019	96.9%	- 0.1%	96.3%	+ 0.7%
Feb-2019	97.0%	+ 0.7%	95.0%	- 0.9%
Mar-2019	97.6%	+ 0.3%	97.0%	+ 1.3%
Apr-2019	97.6%	+ 0.3%	95.7%	- 0.7%
May-2019	97.7%	+ 0.1%	96.8%	+ 0.1%
<b>Jun-2019</b>	<b>97.9%</b>	<b>+ 0.3%</b>	<b>96.9%</b>	<b>+ 0.1%</b>
12-Month Avg*	97.4%	+ 0.2%	96.4%	+ 0.3%

\* Pct. of List Price Received for all properties from July 2018 through June 2019. This is not the average of the individual figures above.

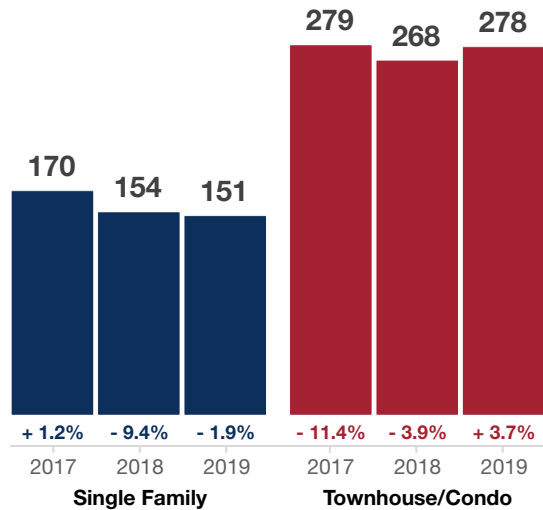
## Historical Percent of List Price Received by Month



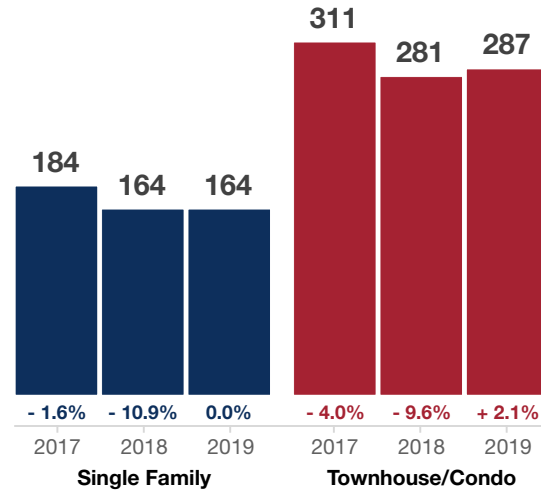
# Housing Affordability Index

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.

## June

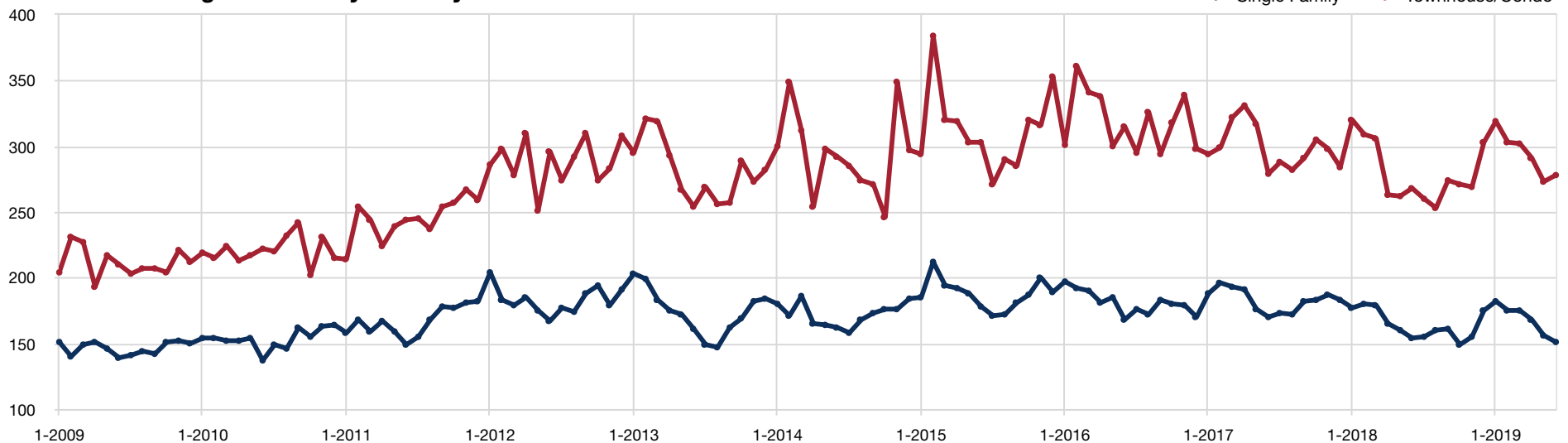


## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Jul-2018	155	- 10.4%	260	- 9.7%
Aug-2018	160	- 7.0%	253	- 10.3%
Sep-2018	161	- 11.5%	274	- 5.8%
Oct-2018	149	- 18.6%	271	- 11.1%
Nov-2018	155	- 17.1%	269	- 9.7%
Dec-2018	175	- 4.4%	303	+ 6.7%
Jan-2019	182	+ 2.8%	319	- 0.3%
Feb-2019	175	- 2.8%	303	- 1.9%
Mar-2019	175	- 2.2%	302	- 1.3%
Apr-2019	168	+ 1.8%	291	+ 10.6%
May-2019	156	- 2.5%	273	+ 4.2%
<b>Jun-2019</b>	<b>151</b>	<b>- 1.9%</b>	<b>278</b>	<b>+ 3.7%</b>
12-Month Avg	164	- 6.3%	283	- 2.4%

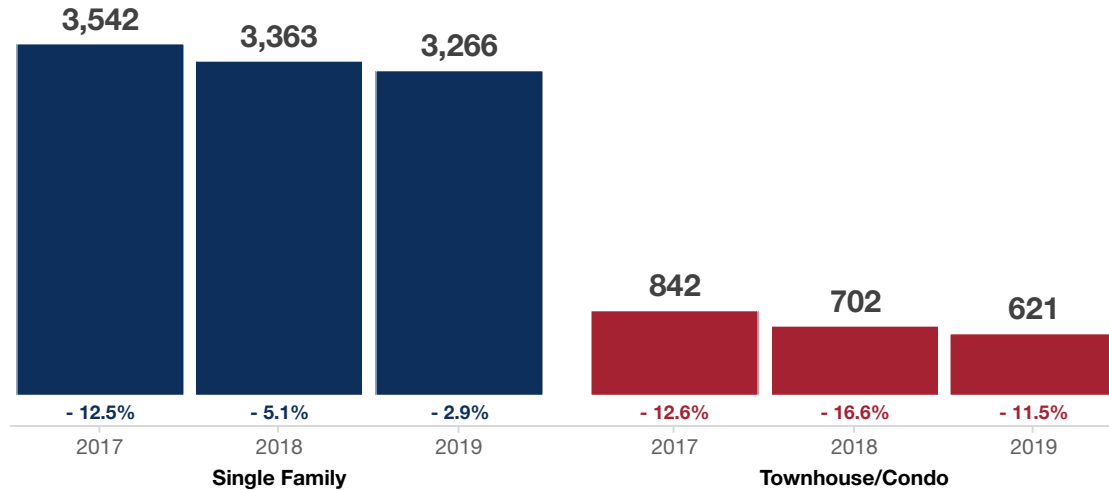
## Historical Housing Affordability Index by Month



# Inventory of Homes for Sale

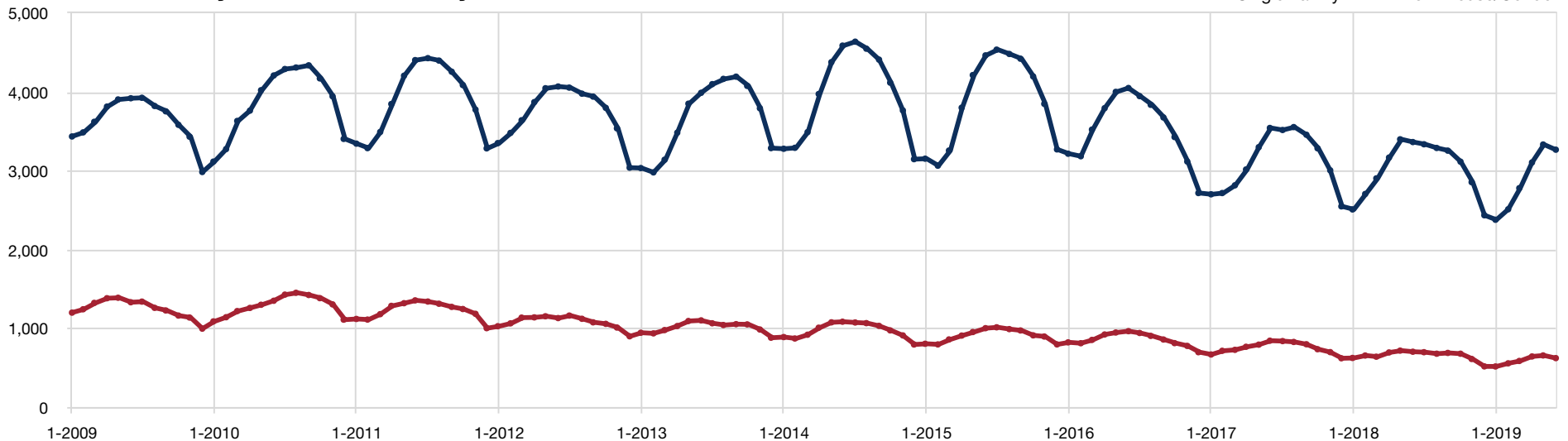
The number of properties available for sale in active status at the end of a given month.

## June



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Jul-2018	3,335	- 5.1%	696	- 16.8%
Aug-2018	3,288	- 7.5%	677	- 18.0%
Sep-2018	3,254	- 5.8%	687	- 13.8%
Oct-2018	3,114	- 5.2%	677	- 7.8%
Nov-2018	2,854	- 5.0%	610	- 12.5%
Dec-2018	2,434	- 4.4%	516	- 16.6%
Jan-2019	2,377	- 5.2%	515	- 17.3%
Feb-2019	2,510	- 7.2%	555	- 15.1%
Mar-2019	2,778	- 4.3%	585	- 8.5%
Apr-2019	3,104	- 2.0%	642	- 7.4%
May-2019	3,332	- 1.9%	655	- 8.5%
<b>Jun-2019</b>	<b>3,266</b>	<b>- 2.9%</b>	<b>621</b>	<b>- 11.5%</b>
12-Month Avg	2,971	- 4.7%	620	- 12.8%

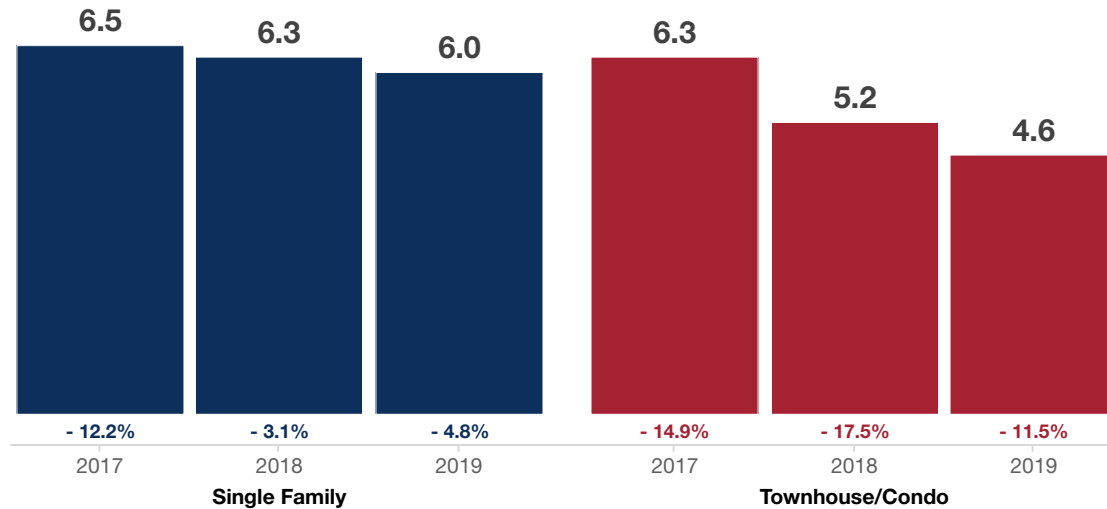
## Historical Inventory of Homes for Sale by Month



# 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.

June



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Jul-2018	6.2	- 4.6%	5.0	- 19.4%
Aug-2018	5.9	- 11.9%	4.8	- 22.6%
Sep-2018	6.0	- 7.7%	4.9	- 18.3%
Oct-2018	5.7	- 6.6%	4.8	- 11.1%
Nov-2018	5.2	- 7.1%	4.4	- 13.7%
Dec-2018	4.5	- 4.3%	3.7	- 17.8%
Jan-2019	4.4	- 4.3%	3.7	- 19.6%
Feb-2019	4.6	- 8.0%	4.0	- 18.4%
Mar-2019	5.1	- 7.3%	4.3	- 10.4%
Apr-2019	5.7	- 6.6%	4.7	- 11.3%
May-2019	6.1	- 7.6%	4.8	- 12.7%
<b>Jun-2019</b>	<b>6.0</b>	<b>- 4.8%</b>	<b>4.6</b>	<b>- 11.5%</b>
12-Month Avg*	5.5	- 6.4%	4.5	- 15.8%

\* Months Supply for all properties from July 2018 through June 2019. 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	6-2018	6-2019	% Change	YTD 2018	YTD 2019	% Change
New Listings		1,205	<b>1,179</b>	- 2.2%	6,672	<b>6,666</b>	- 0.1%
Pending Sales		944	<b>941</b>	- 0.3%	4,135	<b>4,126</b>	- 0.2%
Closed Sales		1,033	<b>923</b>	- 10.6%	4,021	<b>3,779</b>	- 6.0%
Days on Market Until Sale		54	<b>62</b>	+ 14.8%	63	<b>76</b>	+ 20.6%
Median Sales Price		\$260,000	<b>\$260,000</b>	0.0%	\$242,000	<b>\$242,500</b>	+ 0.2%
Average Sales Price		\$303,786	<b>\$303,722</b>	0.0%	\$278,518	<b>\$289,328</b>	+ 3.9%
Percent of List Price Received		97.4%	<b>97.7%</b>	+ 0.3%	97.1%	<b>97.3%</b>	+ 0.2%
Housing Affordability Index		167	<b>168</b>	+ 0.6%	180	<b>180</b>	0.0%
Inventory of Homes for Sale		4,065	<b>3,887</b>	- 4.4%	—	—	—
Months Supply of Inventory		6.1	<b>5.7</b>	- 6.6%	—	—	—