

# Monthly Indicators



## August 2025

U.S. existing-home sales rose 2.0% month-over-month and 0.8% year-over-year to a seasonally adjusted annual rate of 4.01 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast a rate of 3.92 million units. Regionally, sales increased on a monthly basis in the West, South, and Northeast, but declined in the Midwest.

New Listings increased 11.9 percent to 1,432. Pending Sales increased 12.1 percent to 1,128. Inventory increased 17.6 percent to 1,868.

Median Sales Price increased 4.7 percent from \$275,000 to \$287,950. Days on Market were dead even with last year. Months Supply of Inventory increased 10.5 percent to 2.1.

Nationally, 1.55 million units were listed for sale heading into August, up 0.6% from the previous month and 15.7% higher than the same time last year, representing a 4.6-month supply at the current sales pace, according to NAR. Inventory is now at its highest level since May 2020, a shift that has helped slow price growth in many markets. As a result, the national median existing-home sales price edged up just 0.2% year-over-year to \$422,400.

## Activity Snapshot

<b>- 9.5%</b>	<b>+ 4.7%</b>	<b>+ 17.6%</b>
One-Year Change in <b>Closed Sales</b> All Properties	One-Year Change in <b>Median Sales Price</b> All Properties	One-Year Change in <b>Homes for Sale</b> All Properties

Residential activity for Regional Board B composed of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

Activity Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days on Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12



# Activity Overview

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



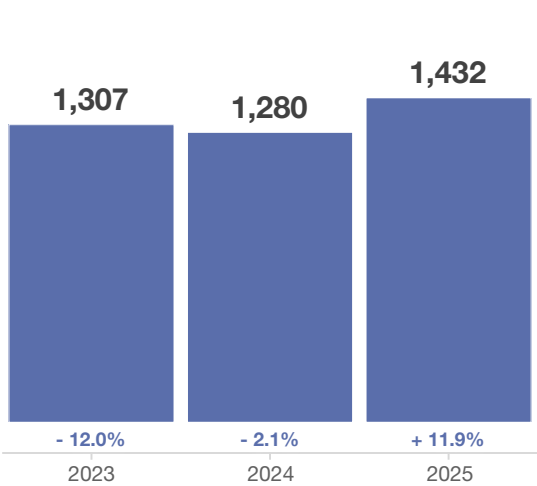
Key Metrics	Historical Sparkbars	8-2024	8-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		1,280	1,432	+ 11.9%	8,914	9,465	+ 6.2%
Pending Sales		1,006	1,128	+ 12.1%	7,117	7,414	+ 4.2%
Closed Sales		1,178	1,066	- 9.5%	6,311	6,292	- 0.3%
Days on Market Until Sale		20	20	0.0%	24	26	+ 8.3%
Median Sales Price		\$275,000	\$287,950	+ 4.7%	\$250,000	\$260,000	+ 4.0%
Average Sales Price		\$319,972	\$342,245	+ 7.0%	\$288,327	\$308,096	+ 6.9%
Percent of List Price Received		105.8%	105.0%	- 0.8%	104.7%	104.3%	- 0.4%
Housing Affordability Index		147	138	- 6.1%	161	153	- 5.0%
Inventory of Homes for Sale		1,589	1,868	+ 17.6%	—	—	—
Months Supply of Inventory		1.9	2.1	+ 10.5%	—	—	—

# New Listings

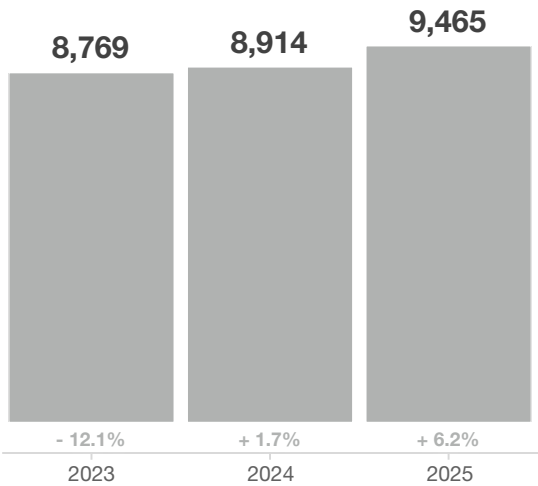
A count of the properties that have been newly listed on the market in a given month.



## August

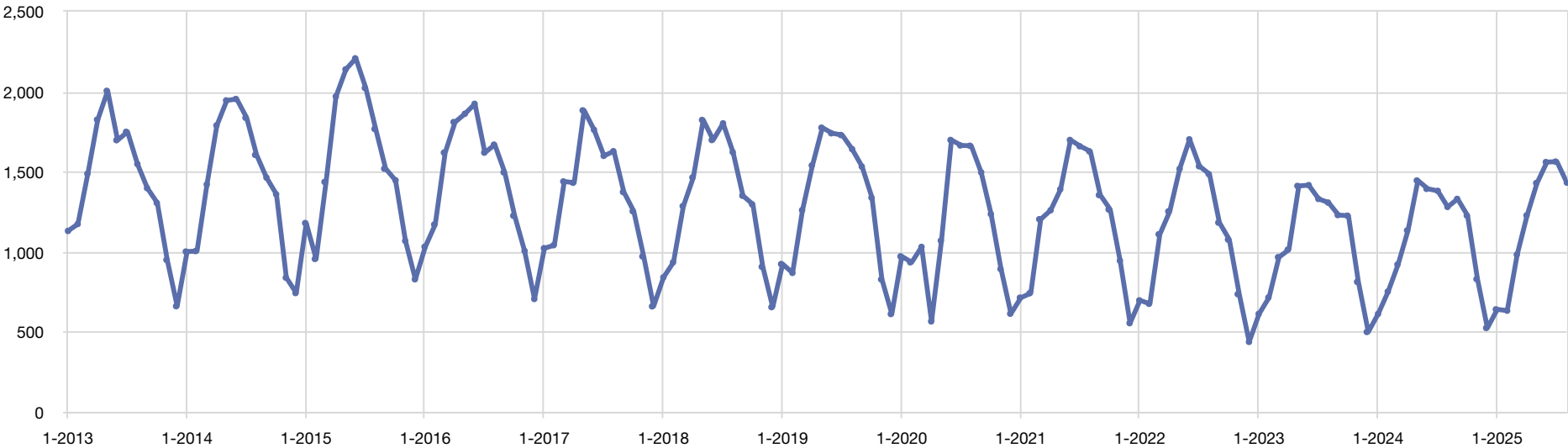


## Year to Date



New Listings		Prior Year	Percent Change
September 2024	1,330	1,229	+ 8.2%
October 2024	1,226	1,225	+ 0.1%
November 2024	829	812	+ 2.1%
December 2024	524	499	+ 5.0%
January 2025	640	612	+ 4.6%
February 2025	632	751	- 15.8%
March 2025	982	920	+ 6.7%
April 2025	1,227	1,133	+ 8.3%
May 2025	1,429	1,445	- 1.1%
June 2025	1,560	1,393	+ 12.0%
July 2025	1,563	1,380	+ 13.3%
August 2025	1,432	1,280	+ 11.9%
12-Month Avg	1,115	1,057	+ 5.5%

## Historical New Listings by Month

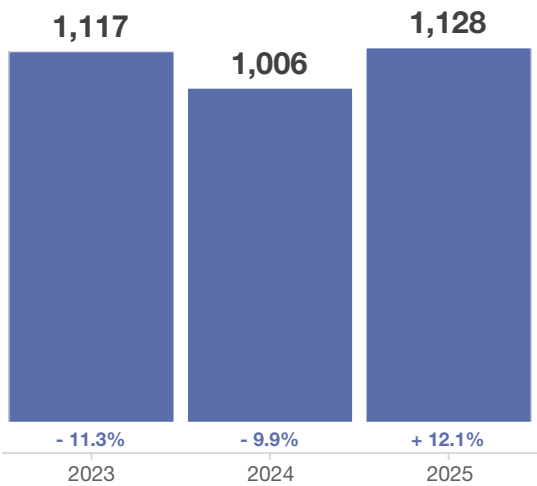


# Pending Sales

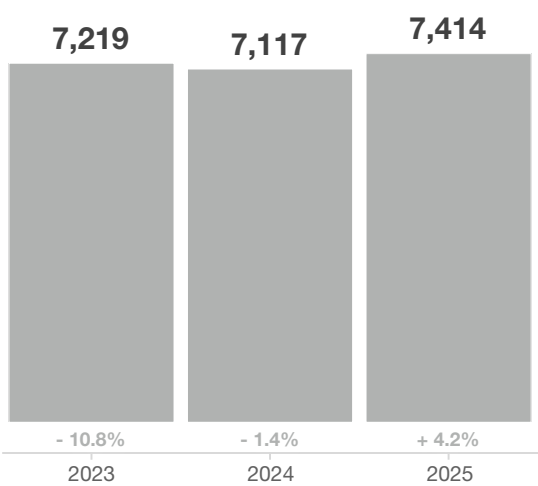
A count of the properties on which offers have been accepted in a given month.



## August

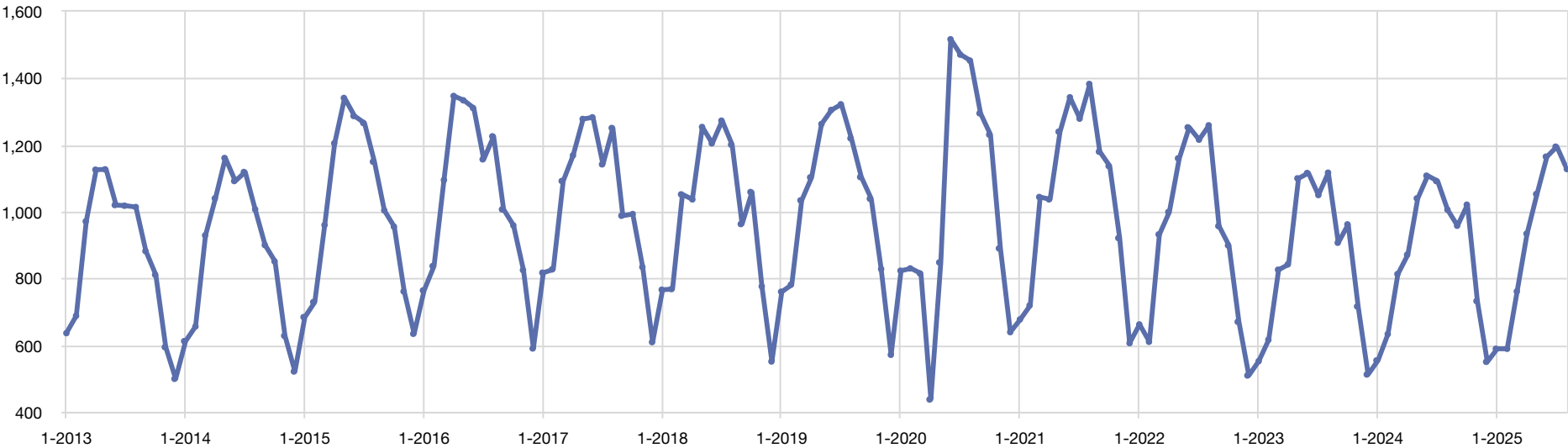


## Year to Date



Pending Sales		Prior Year	Percent Change
September 2024	958	907	+ 5.6%
October 2024	1,021	962	+ 6.1%
November 2024	732	716	+ 2.2%
December 2024	550	512	+ 7.4%
January 2025	589	554	+ 6.3%
February 2025	589	633	- 7.0%
March 2025	761	813	- 6.4%
April 2025	934	871	+ 7.2%
May 2025	1,053	1,040	+ 1.3%
June 2025	1,165	1,108	+ 5.1%
July 2025	1,195	1,092	+ 9.4%
August 2025	1,128	1,006	+ 12.1%
12-Month Avg	890	851	+ 4.6%

## Historical Pending Sales by Month

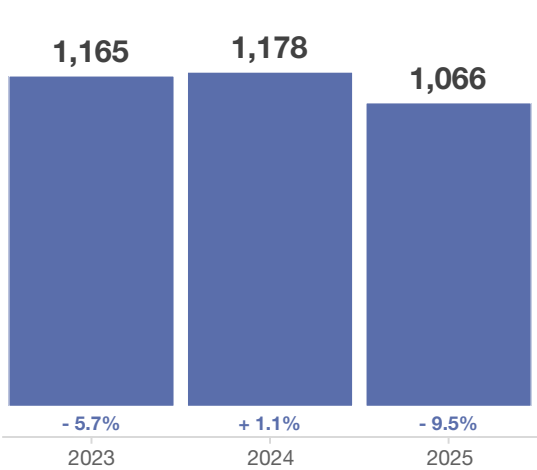


# Closed Sales

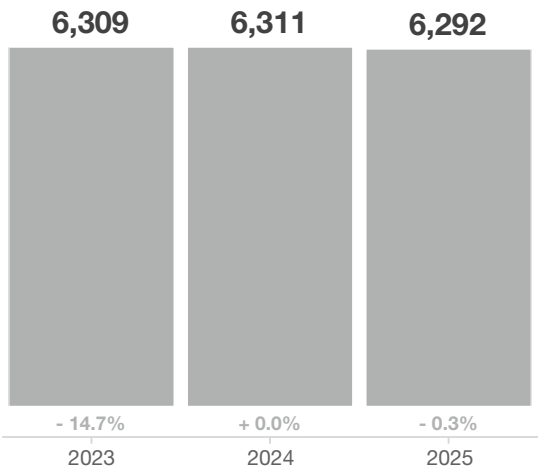
A count of the actual sales that closed in a given month.



## August

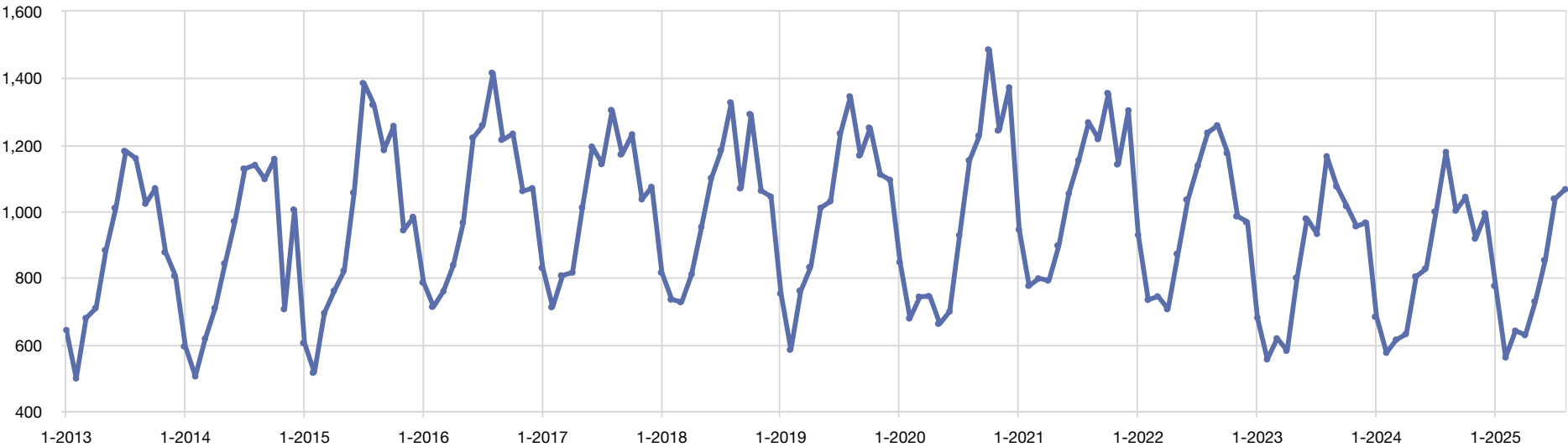


## Year to Date



Closed Sales		Prior Year	Percent Change
September 2024	1,002	1,075	- 6.8%
October 2024	1,043	1,016	+ 2.7%
November 2024	918	955	- 3.9%
December 2024	994	966	+ 2.9%
January 2025	776	683	+ 13.6%
February 2025	561	575	- 2.4%
March 2025	641	614	+ 4.4%
April 2025	628	631	- 0.5%
May 2025	729	804	- 9.3%
June 2025	853	827	+ 3.1%
July 2025	1,038	999	+ 3.9%
August 2025	1,066	1,178	- 9.5%
12-Month Avg	854	860	- 0.7%

## Historical Closed Sales by Month

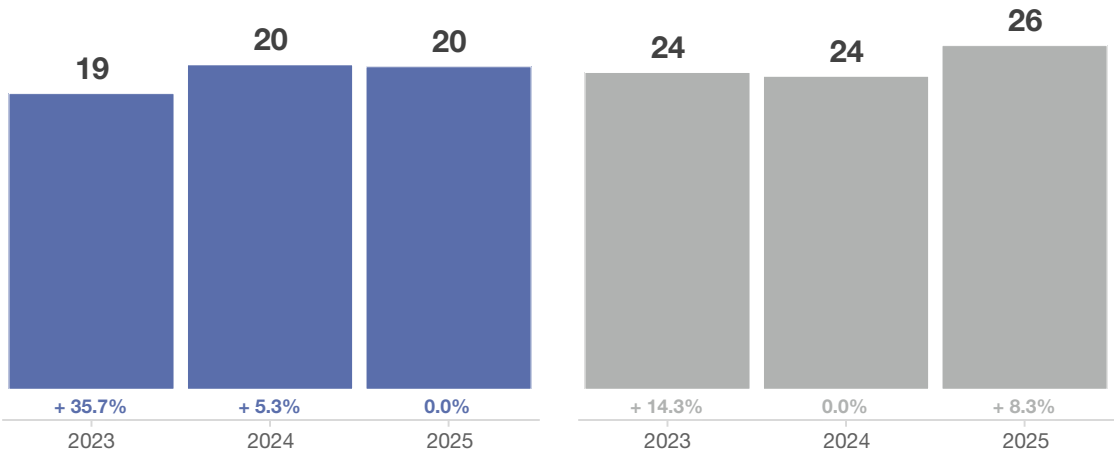


# Days on Market Until Sale

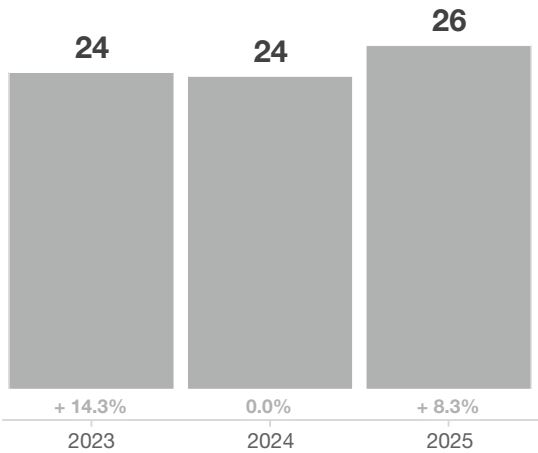
Average number of days between when a property is listed and when an offer is accepted in a given month.



## August



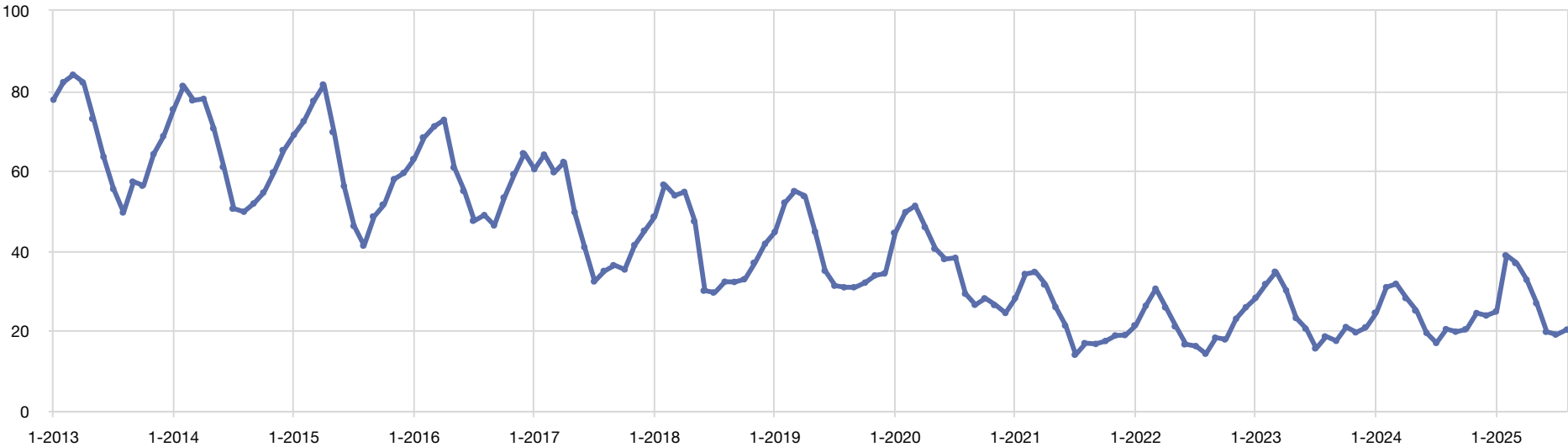
## Year to Date



Days on Market		Prior Year	Percent Change
September 2024	20	17	+ 17.6%
October 2024	20	21	- 4.8%
November 2024	24	20	+ 20.0%
December 2024	24	21	+ 14.3%
January 2025	25	25	0.0%
February 2025	39	31	+ 25.8%
March 2025	37	32	+ 15.6%
April 2025	33	28	+ 17.9%
May 2025	27	25	+ 8.0%
June 2025	20	19	+ 5.3%
July 2025	19	17	+ 11.8%
August 2025	20	20	0.0%
12-Month Avg*	24	22	+ 10.6%

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

## Historical Days on Market Until Sale by Month

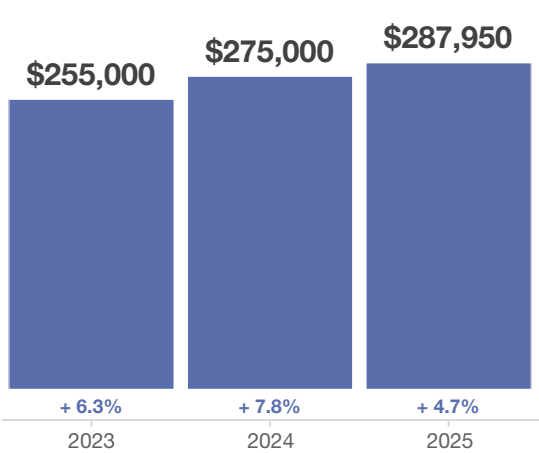


# Median Sales Price

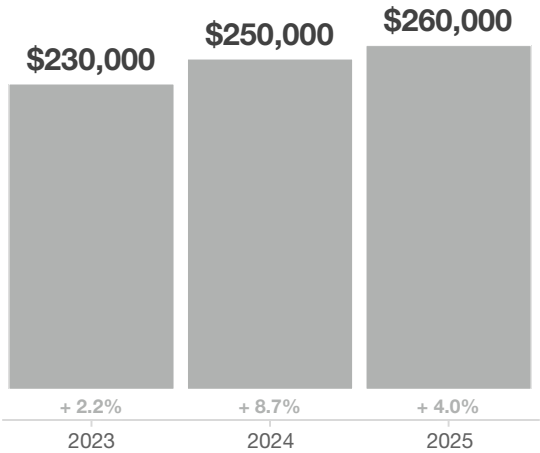
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## August



## Year to Date



	Median Sales Price	Prior Year	Percent Change
September 2024	\$253,500	\$258,000	- 1.7%
October 2024	\$265,000	\$249,450	+ 6.2%
November 2024	\$250,000	\$235,000	+ 6.4%
December 2024	\$250,000	\$233,000	+ 7.3%
January 2025	\$240,000	\$227,500	+ 5.5%
February 2025	\$230,000	\$210,940	+ 9.0%
March 2025	\$240,000	\$220,000	+ 9.1%
April 2025	\$249,000	\$236,500	+ 5.3%
May 2025	\$259,900	\$245,110	+ 6.0%
June 2025	\$277,000	\$255,000	+ 8.6%
July 2025	\$285,000	\$279,242	+ 2.1%
August 2025	\$287,950	\$275,000	+ 4.7%
12-Month Avg*	\$260,000	\$245,950	+ 5.7%

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

## Historical Median Sales Price by Month

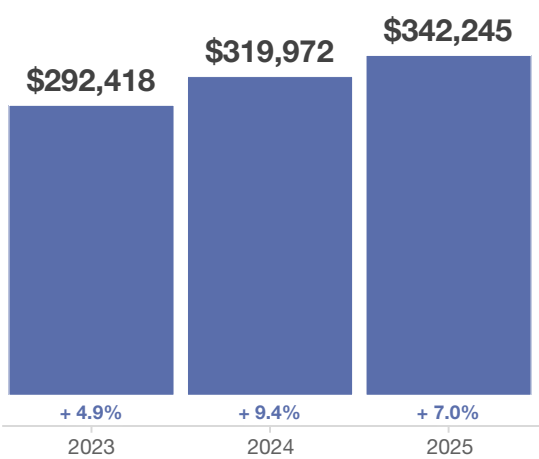


# Average Sales Price

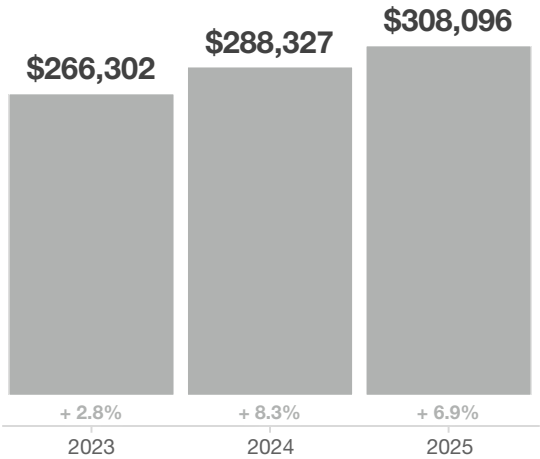
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## August



## Year to Date



Avg. Sales Price		Prior Year	Percent Change
September 2024	\$295,558	\$294,253	+ 0.4%
October 2024	\$298,682	\$282,936	+ 5.6%
November 2024	\$296,242	\$270,471	+ 9.5%
December 2024	\$294,699	\$271,442	+ 8.6%
January 2025	\$273,779	\$264,816	+ 3.4%
February 2025	\$269,089	\$242,703	+ 10.9%
March 2025	\$290,551	\$244,795	+ 18.7%
April 2025	\$288,911	\$278,922	+ 3.6%
May 2025	\$303,996	\$287,754	+ 5.6%
June 2025	\$323,832	\$298,249	+ 8.6%
July 2025	\$332,080	\$318,137	+ 4.4%
August 2025	\$342,245	\$319,972	+ 7.0%
12-Month Avg*	\$303,548	\$285,178	+ 6.4%

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

## Historical Average Sales Price by Month

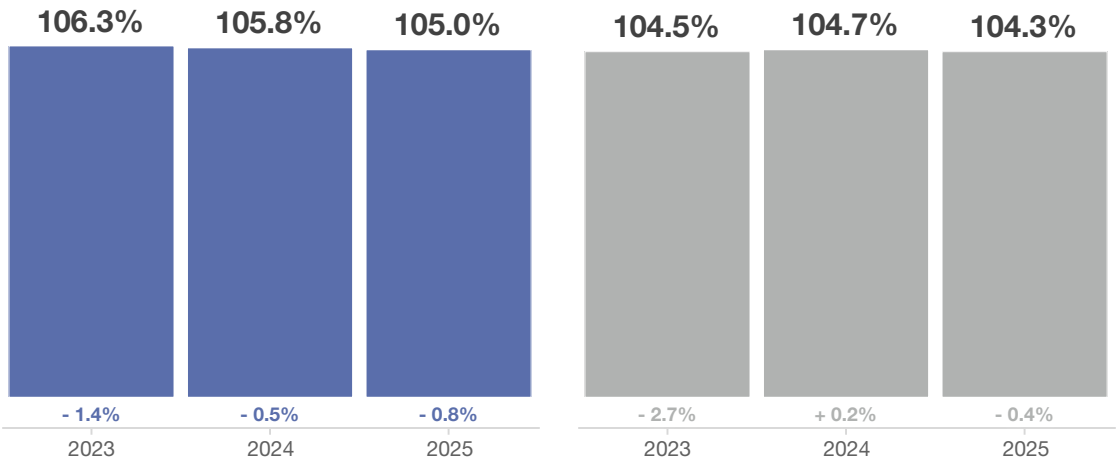


# Percent of List Price Received

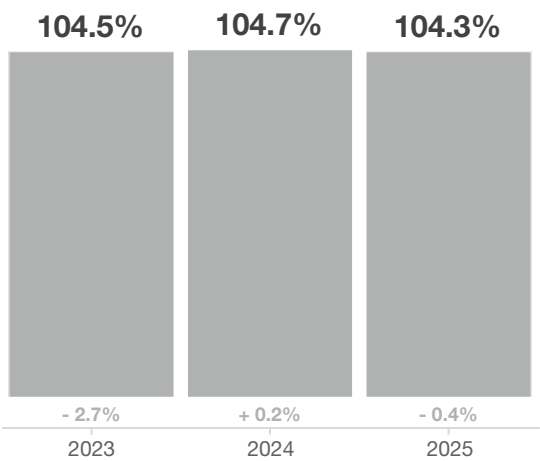
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## August



## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
September 2024	105.2%	106.0%	- 0.8%
October 2024	104.7%	106.0%	- 1.2%
November 2024	103.6%	103.5%	+ 0.1%
December 2024	102.6%	103.4%	- 0.8%
January 2025	102.6%	101.7%	+ 0.9%
February 2025	100.5%	100.9%	- 0.4%
March 2025	101.1%	101.9%	- 0.8%
April 2025	103.7%	104.1%	- 0.4%
May 2025	105.8%	105.9%	- 0.1%
June 2025	106.7%	107.0%	- 0.3%
July 2025	106.2%	107.2%	- 0.9%
August 2025	105.0%	105.8%	- 0.8%
12-Month Avg*	104.2%	104.7%	- 0.5%

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

## Historical Percent of List Price Received by Month

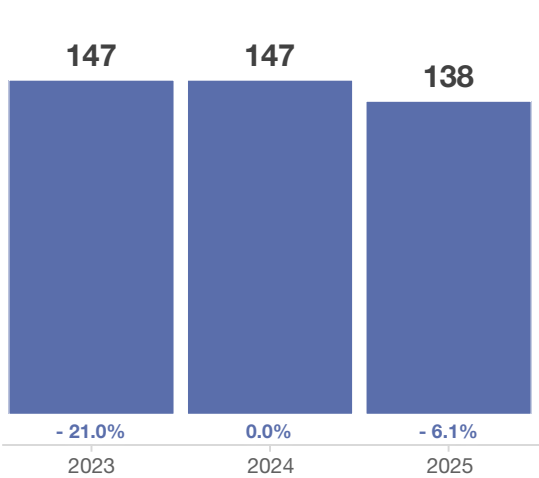


# Housing Affordability Index

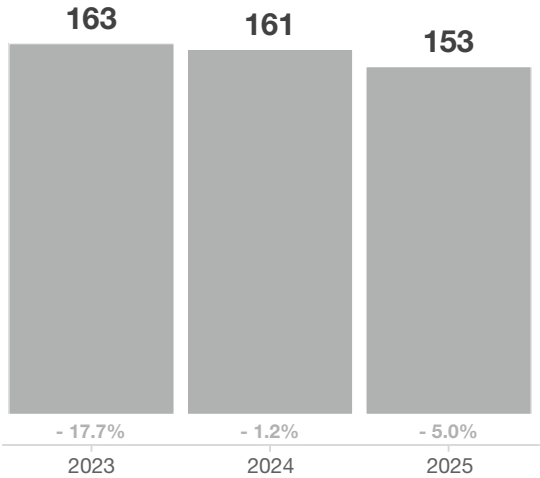
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## August

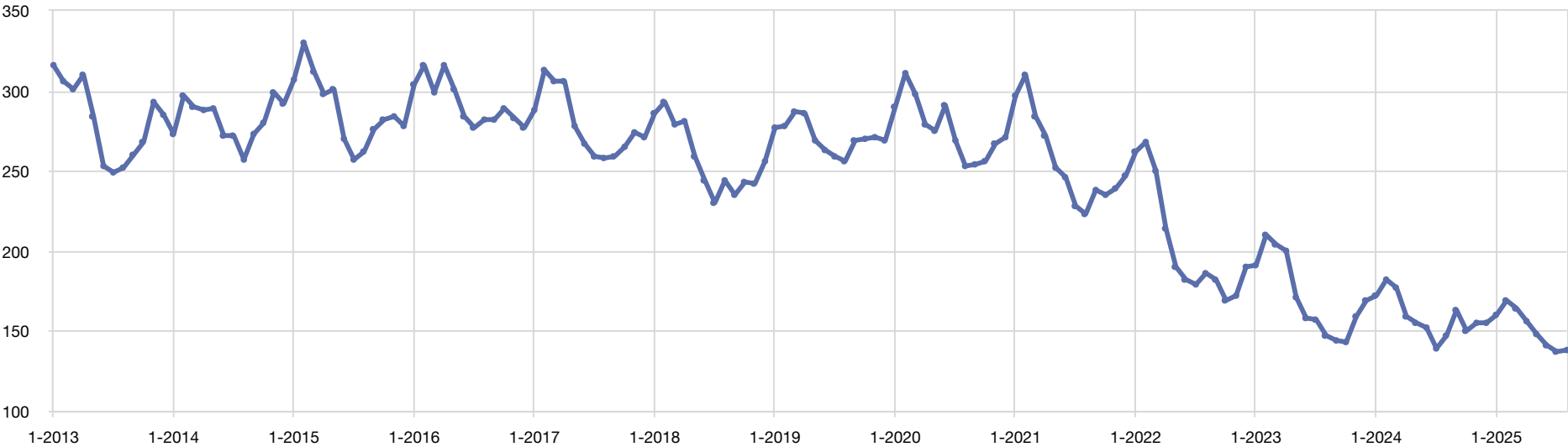


## Year to Date



	Affordability Index	Prior Year	Percent Change
September 2024	163	144	+ 13.2%
October 2024	150	143	+ 4.9%
November 2024	155	159	- 2.5%
December 2024	155	169	- 8.3%
January 2025	160	172	- 7.0%
February 2025	169	182	- 7.1%
March 2025	164	177	- 7.3%
April 2025	156	159	- 1.9%
May 2025	148	155	- 4.5%
June 2025	141	152	- 7.2%
July 2025	137	139	- 1.4%
August 2025	138	147	- 6.1%
12-Month Avg	153	158	- 3.2%

## Historical Housing Affordability Index by Month

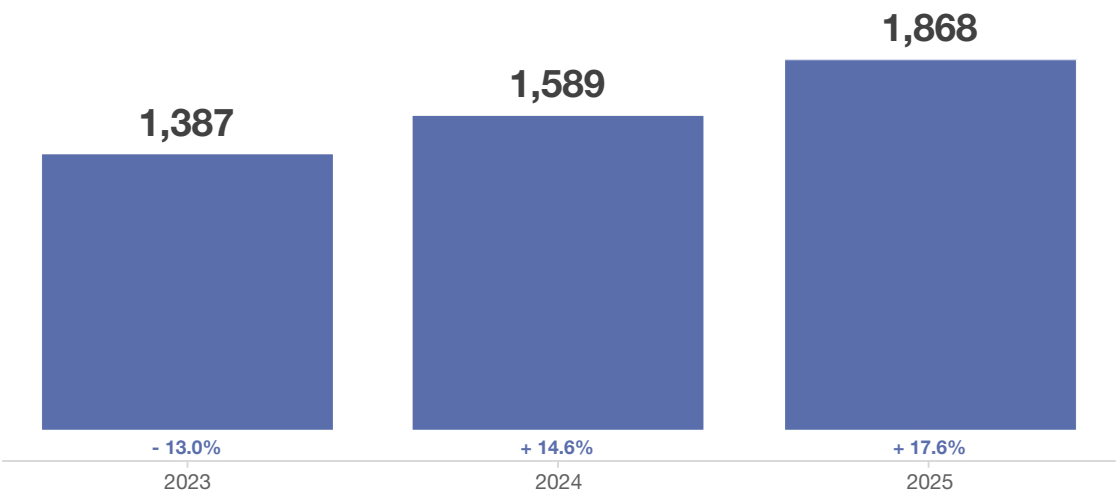


# Inventory of Homes for Sale

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

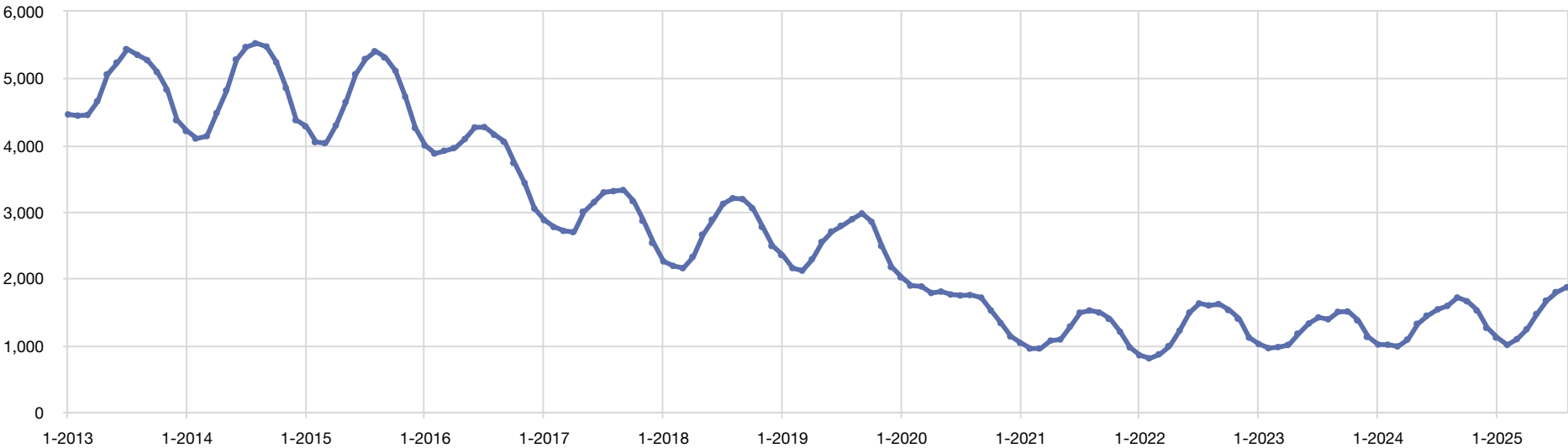


## August



Homes for Sale		Prior Year	Percent Change
September 2024	1,714	1,499	+ 14.3%
October 2024	1,657	1,504	+ 10.2%
November 2024	1,521	1,371	+ 10.9%
December 2024	1,259	1,124	+ 12.0%
January 2025	1,113	1,009	+ 10.3%
February 2025	1,003	1,006	- 0.3%
March 2025	1,090	981	+ 11.1%
April 2025	1,238	1,083	+ 14.3%
May 2025	1,466	1,319	+ 11.1%
June 2025	1,668	1,442	+ 15.7%
July 2025	1,795	1,536	+ 16.9%
August 2025	1,868	1,589	+ 17.6%
12-Month Avg	1,449	1,289	+ 12.4%

## Historical Inventory of Homes for Sale by Month

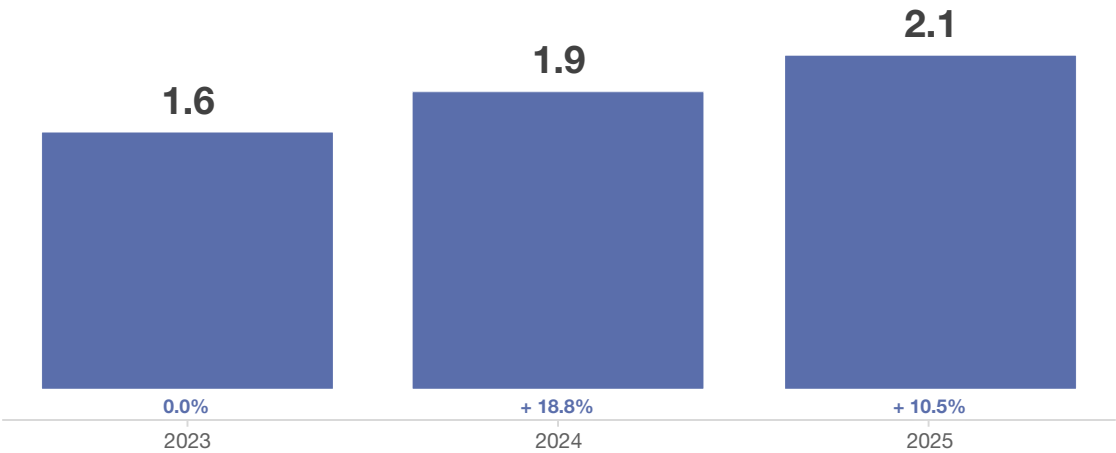


# Months Supply of Inventory

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.



## August



Months Supply		Prior Year	Percent Change
September 2024	2.0	1.8	+ 11.1%
October 2024	1.9	1.8	+ 5.6%
November 2024	1.8	1.6	+ 12.5%
December 2024	1.5	1.3	+ 15.4%
January 2025	1.3	1.2	+ 8.3%
February 2025	1.2	1.2	0.0%
March 2025	1.3	1.1	+ 18.2%
April 2025	1.4	1.3	+ 7.7%
May 2025	1.7	1.5	+ 13.3%
June 2025	1.9	1.7	+ 11.8%
July 2025	2.0	1.8	+ 11.1%
August 2025	2.1	1.9	+ 10.5%
12-Month Avg*	1.7	1.5	+ 11.1%

\* Months Supply for all properties from September 2024 through August 2025. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month

