Monthly Indicators

December 2025

U.S. existing home sales ticked up 0.5% from the previous month to a seasonally adjusted annual rate of 4.13 million, marking the third consecutive monthly increase, according to the National Association of REALTORS® (NAR). However, sales were down 1.0% from the same period last year. Regionally, sales rose month-over-month in the Northeast and South, were unchanged in the West, and declined in the Midwest. On a year-over-year basis, sales were flat in the Northeast and South and fell in both the Midwest and West.

New Listings increased 1.5 percent to 532. Pending Sales decreased 1.3 percent to 543. Inventory increased 3.4 percent to 1,303.

Median Sales Price increased 7.3 percent from $250,000 to $268,250. Days on Market increased 16.7 percent to 28. Months Supply of Inventory were dead even with last year.

The national median existing-home price continued to climb, rising 1.2% from a year ago to $409,200, according to NAR. This year-over-year increase—the 29th consecutive monthly gain—reflects ongoing tightness in housing supply. At the end of November, there were 1.43 million units for sale, down 5.9% from the previous month but up 7.5% from the same time last year, representing a 4.2-month supply at the current sales pace.

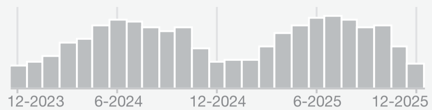
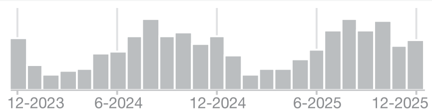
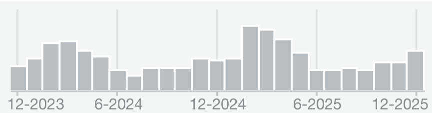
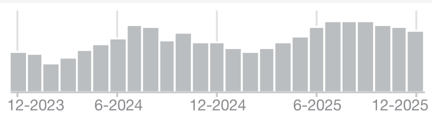
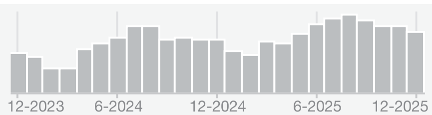
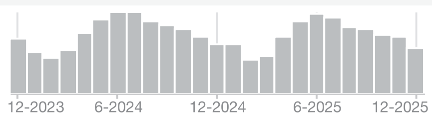
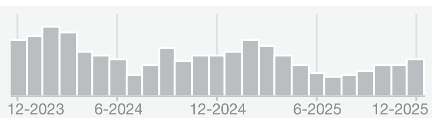
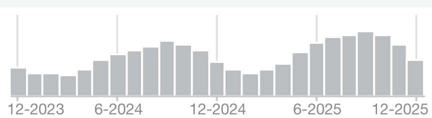
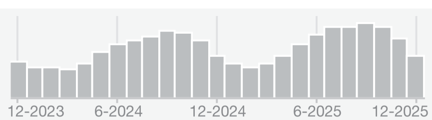
Activity Snapshot

- 3.7%	+ 7.3%	+ 3.4%
One-Year Change in **Closed Sales** All Properties	One-Year Change in **Median Sales Price** All Properties	One-Year Change in **Homes for Sale** 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

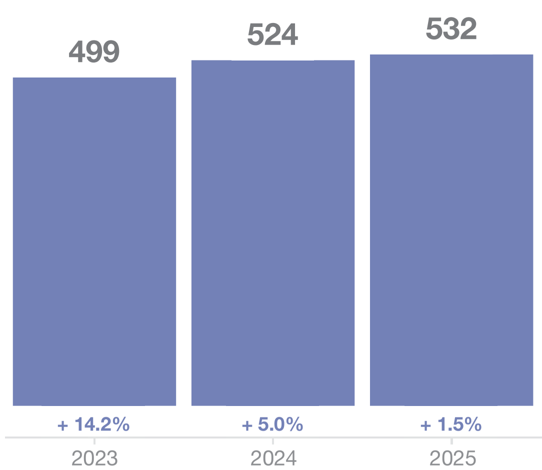
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	12-2024	12-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		524	**532**	+ 1.5%	12,827	**13,460**	+ 4.9%
Pending Sales		550	**543**	- 1.3%	10,376	**10,742**	+ 3.5%
Closed Sales		992	**955**	- 3.7%	10,268	**10,521**	+ 2.5%
Days on Market Until Sale		24	**28**	+ 16.7%	23	**25**	+ 8.7%
Median Sales Price		$250,000	**$268,250**	+ 7.3%	$250,000	**$269,000**	+ 7.6%
Average Sales Price		$294,360	**$309,784**	+ 5.2%	$291,374	**$312,571**	+ 7.3%
Percent of List Price Received		102.6%	**102.2%**	- 0.4%	104.5%	**104.1%**	- 0.4%
Housing Affordability Index		155	**153**	- 1.3%	155	**152**	- 1.9%
Inventory of Homes for Sale		1,260	**1,303**	+ 3.4%	—	**—**	—
Months Supply of Inventory		1.5	**1.5**	0.0%	—	**—**	—

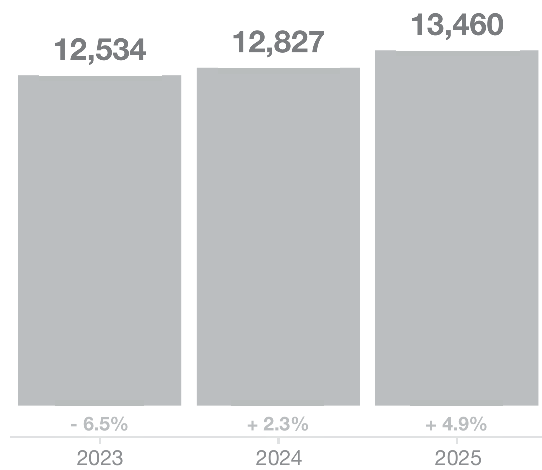
New Listings

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

December

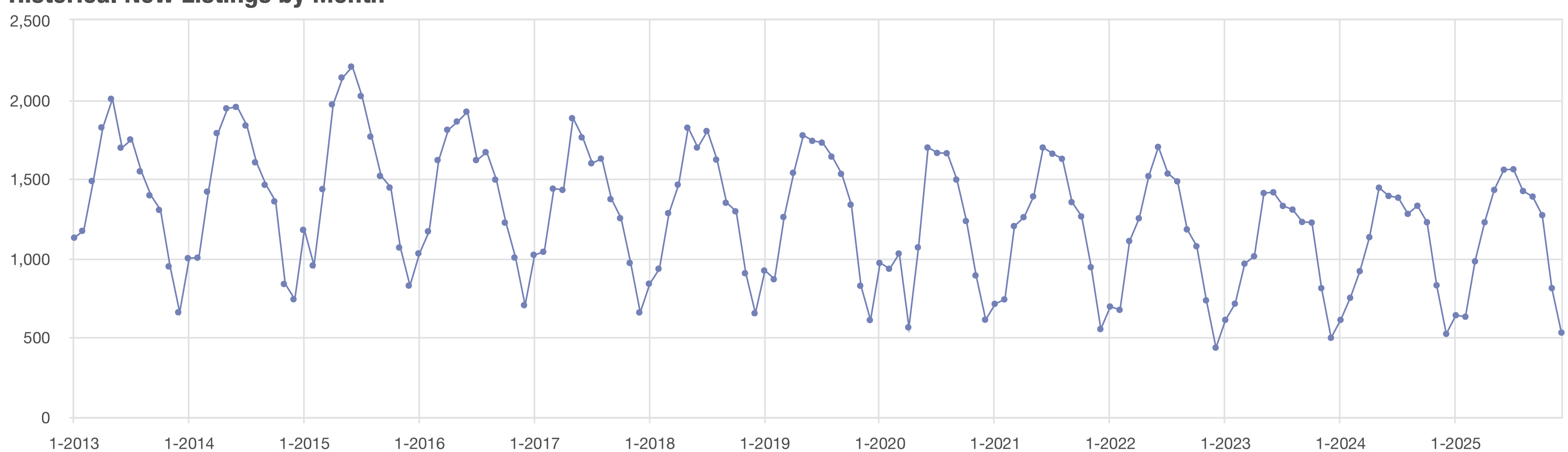


Year to Date



New Listings		Prior Year	Percent Change
January 2025	641	612	+ 4.7%
February 2025	632	751	- 15.8%
March 2025	981	919	+ 6.7%
April 2025	1,227	1,133	+ 8.3%
May 2025	1,431	1,445	- 1.0%
June 2025	1,558	1,393	+ 11.8%
July 2025	1,561	1,382	+ 13.0%
August 2025	1,424	1,280	+ 11.3%
September 2025	1,389	1,331	+ 4.4%
October 2025	1,272	1,227	+ 3.7%
November 2025	812	830	- 2.2%
December 2025	**532**	**524**	**+ 1.5%**
12-Month Avg	1,122	1,069	+ 5.0%

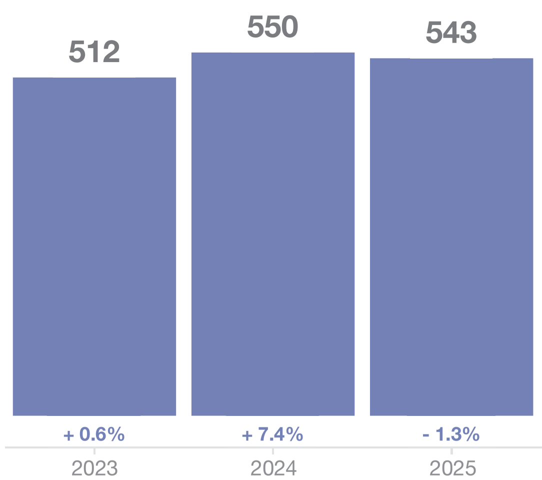
Historical New Listings by Month



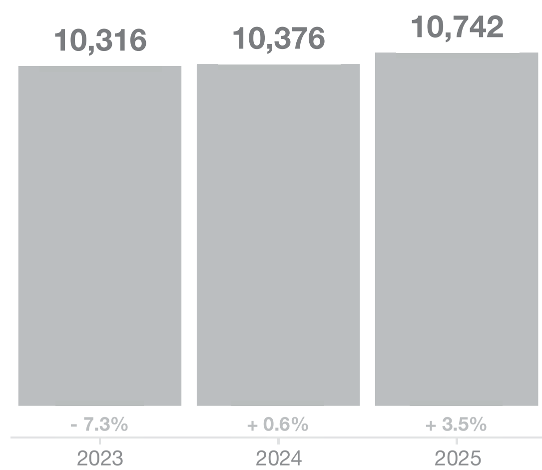
Pending Sales

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

December

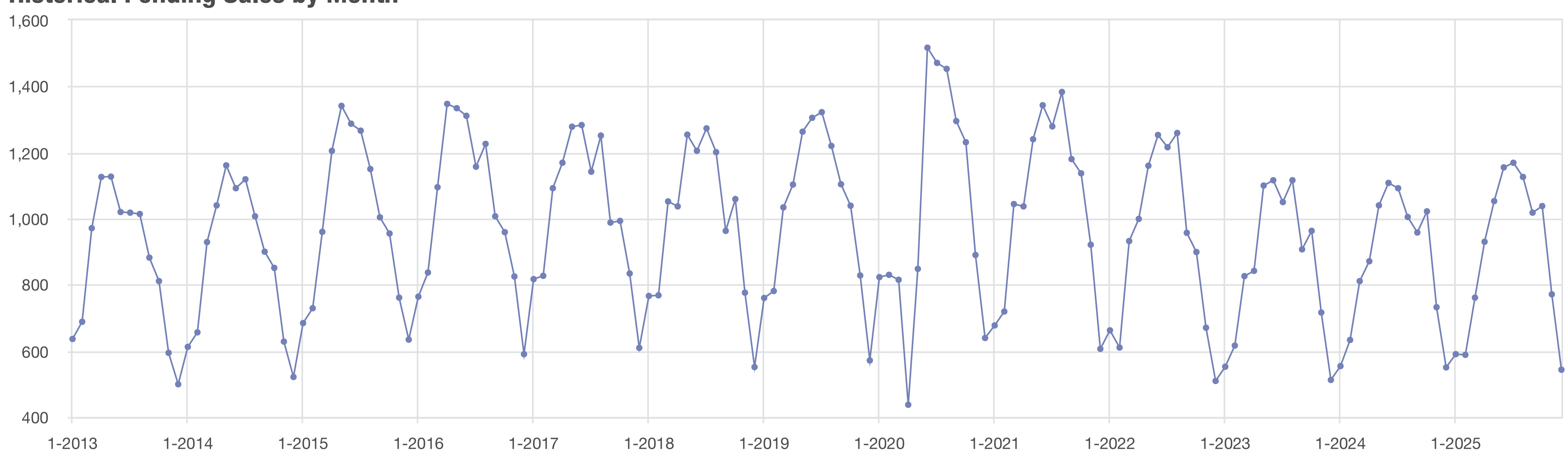


Year to Date



Pending Sales		Prior Year	Percent Change
January 2025	590	554	+ 6.5%
February 2025	588	633	- 7.1%
March 2025	761	811	- 6.2%
April 2025	930	871	+ 6.8%
May 2025	1,053	1,040	+ 1.3%
June 2025	1,155	1,108	+ 4.2%
July 2025	1,169	1,092	+ 7.1%
August 2025	1,126	1,005	+ 12.0%
September 2025	1,018	958	+ 6.3%
October 2025	1,038	1,022	+ 1.6%
November 2025	771	732	+ 5.3%
December 2025	**543**	**550**	**- 1.3%**
12-Month Avg	895	865	+ 3.5%

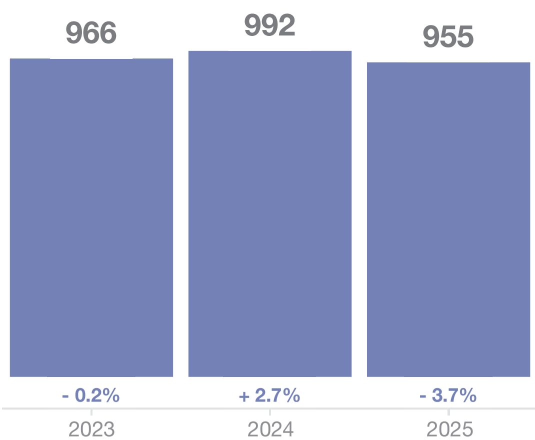
Historical Pending Sales by Month



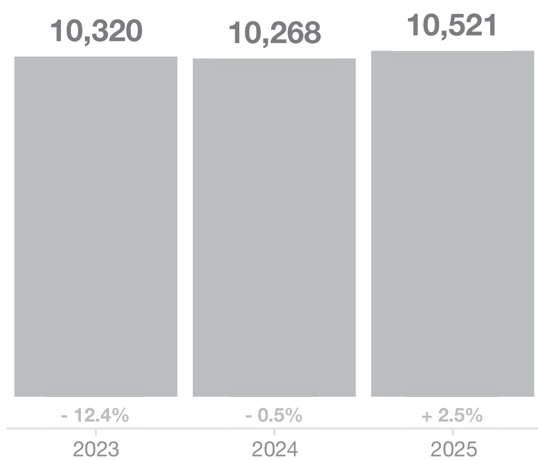
Closed Sales

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

December

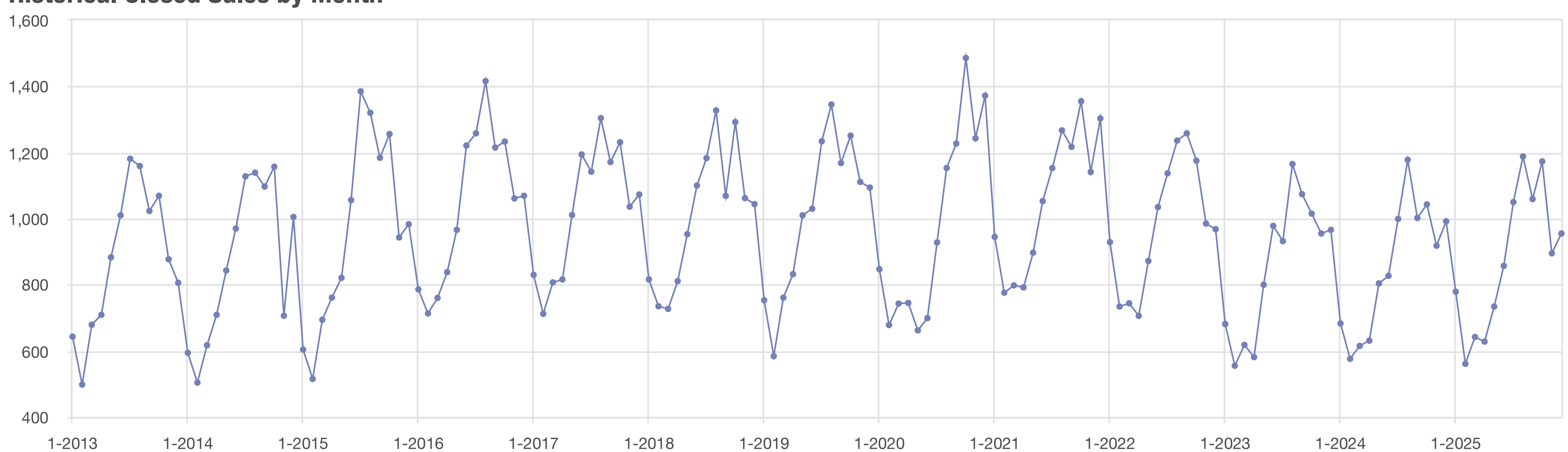


Year to Date



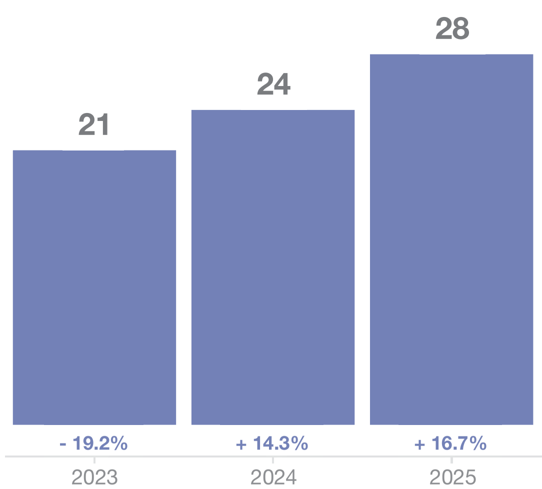
Closed Sales		Prior Year	Percent Change
January 2025	779	683	+ 14.1%
February 2025	561	576	- 2.6%
March 2025	642	615	+ 4.4%
April 2025	628	631	- 0.5%
May 2025	734	804	- 8.7%
June 2025	857	827	+ 3.6%
July 2025	1,050	999	+ 5.1%
August 2025	1,188	1,178	+ 0.8%
September 2025	1,059	1,002	+ 5.7%
October 2025	1,173	1,043	+ 12.5%
November 2025	895	918	- 2.5%
December 2025	**955**	**992**	**- 3.7%**
12-Month Avg	877	856	+ 2.5%

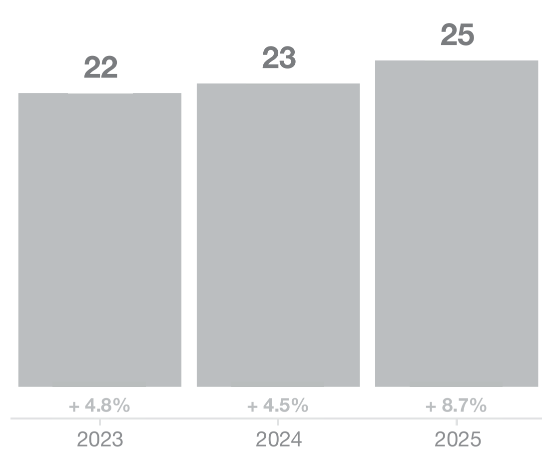
Historical Closed Sales by Month



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.

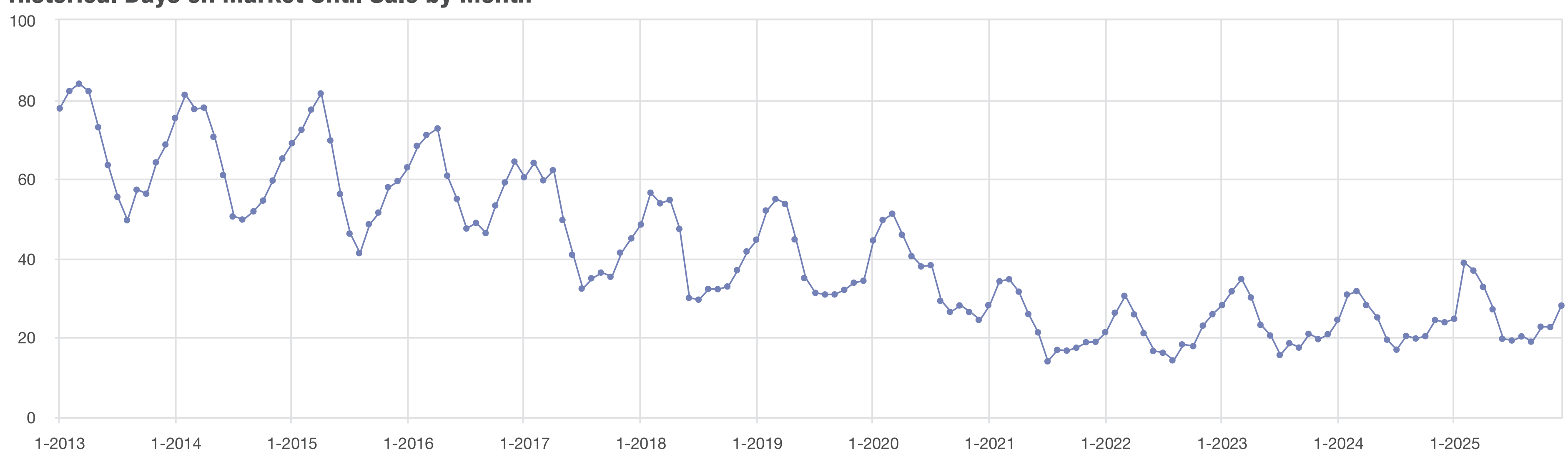




Days on Market		Prior Year	Percent Change
January 2025	25	25	0.0%
February 2025	39	31	+ 25.8%
March 2025	37	32	+ 15.6%
April 2025	33	28	+ 17.9%
May 2025	27	25	+ 8.0%
June 2025	20	19	+ 5.3%
July 2025	19	17	+ 11.8%
August 2025	20	20	0.0%
September 2025	19	20	- 5.0%
October 2025	23	20	+ 15.0%
November 2025	23	24	- 4.2%
December 2025	**28**	**24**	**+ 16.7%**
12-Month Avg*	25	23	+ 7.6%

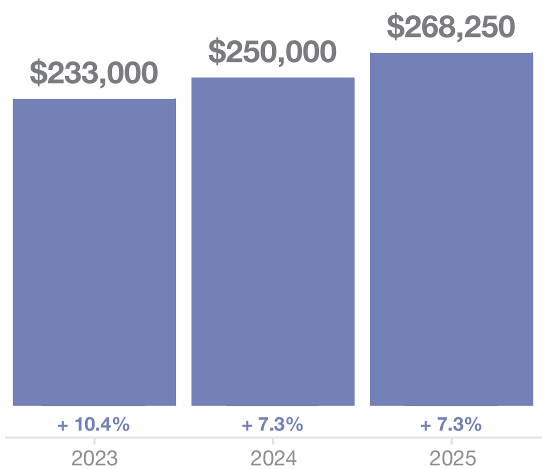
* Days on Market for all properties from January 2025 through December 2025. This is not the average of the individual figures above.

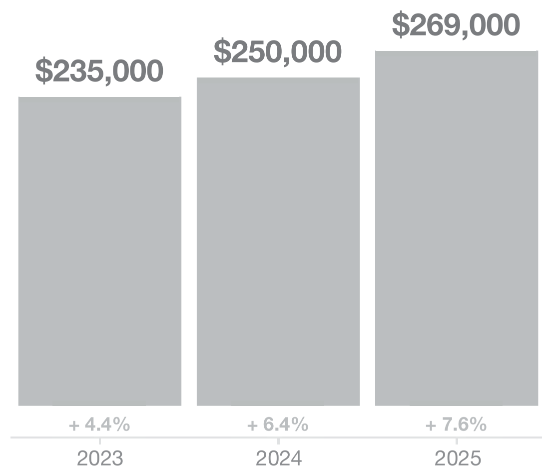
Historical Days on Market Until Sale by Month



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.

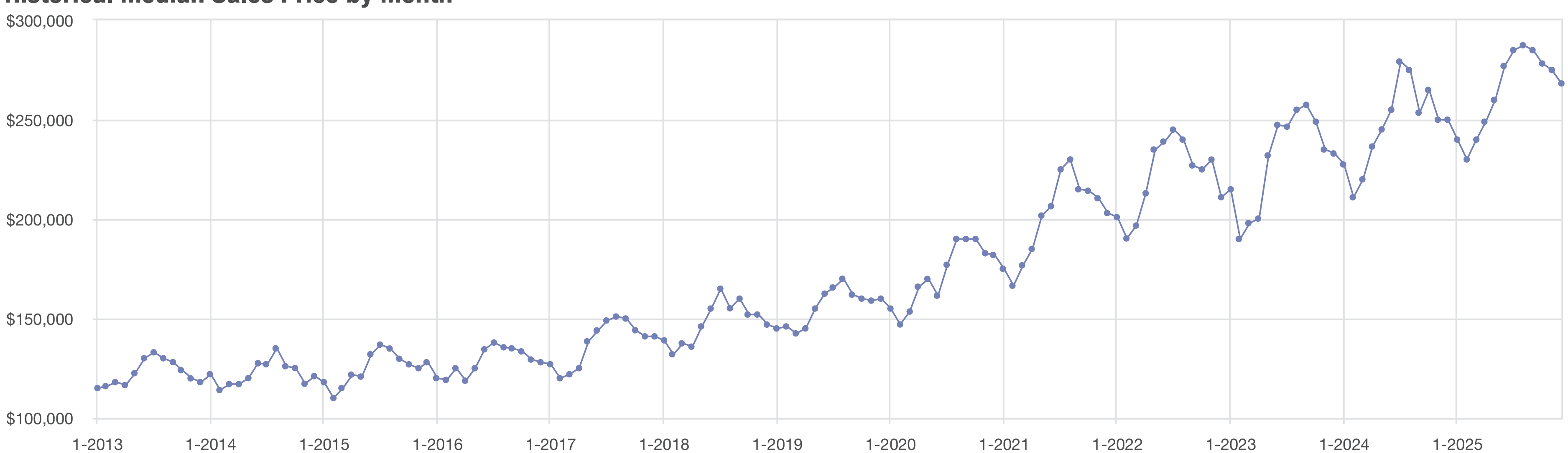




Median Sales Price		Prior Year	Percent Change
January 2025	$240,000	$227,500	+ 5.5%
February 2025	$230,000	$210,970	+ 9.0%
March 2025	$240,000	$220,000	+ 9.1%
April 2025	$249,000	$236,500	+ 5.3%
May 2025	$259,950	$245,110	+ 6.1%
June 2025	$277,000	$255,000	+ 8.6%
July 2025	$285,000	$279,242	+ 2.1%
August 2025	$287,450	$275,000	+ 4.5%
September 2025	$285,000	$253,500	+ 12.4%
October 2025	$278,250	$265,000	+ 5.0%
November 2025	$275,000	$250,000	+ 10.0%
December 2025	**$268,250**	**$250,000**	**+ 7.3%**
12-Month Avg*	$269,000	$250,000	+ 7.6%

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

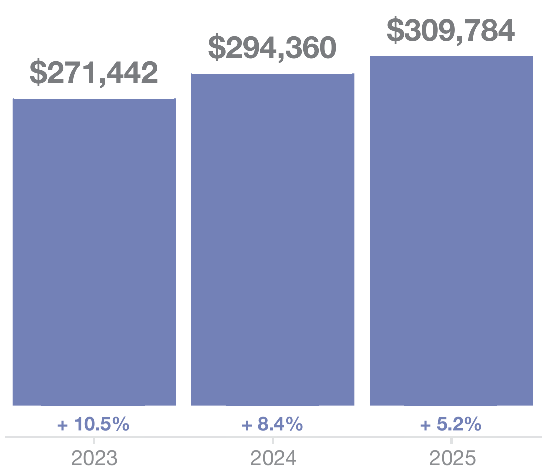
Historical Median Sales Price by Month



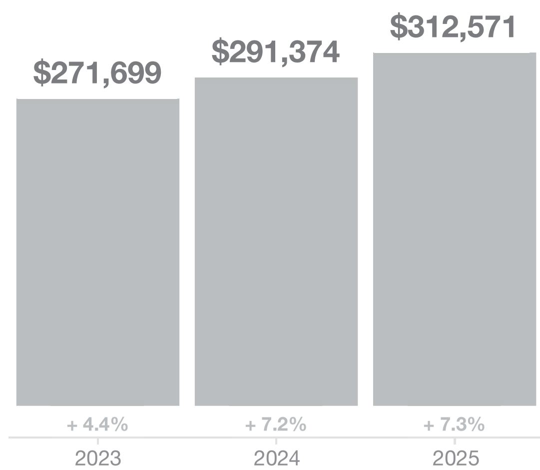
Average Sales Price

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

December



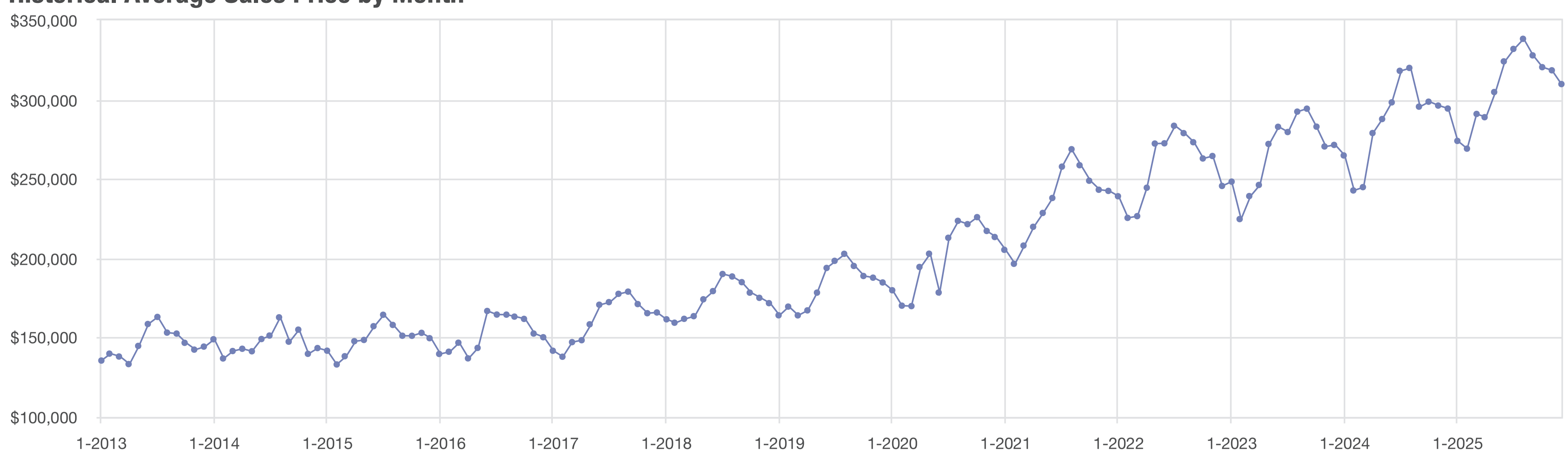
Year to Date



Avg. Sales Price		Prior Year	Percent Change
January 2025	$273,970	$264,816	+ 3.5%
February 2025	$269,089	$242,750	+ 10.9%
March 2025	$290,955	$244,834	+ 18.8%
April 2025	$288,911	$278,922	+ 3.6%
May 2025	$304,761	$287,754	+ 5.9%
June 2025	$324,086	$298,249	+ 8.7%
July 2025	$331,940	$318,137	+ 4.3%
August 2025	$338,302	$319,972	+ 5.7%
September 2025	$327,867	$295,558	+ 10.9%
October 2025	$320,442	$298,682	+ 7.3%
November 2025	$318,456	$296,242	+ 7.5%
December 2025	**$309,784**	**$294,360**	**+ 5.2%**
12-Month Avg*	$312,571	$291,374	+ 7.3%

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

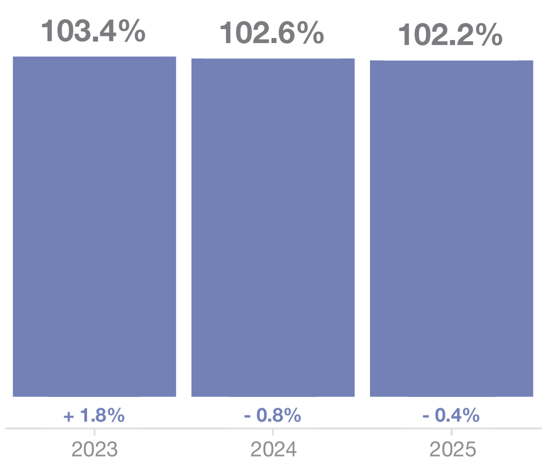
Historical Average Sales Price by Month



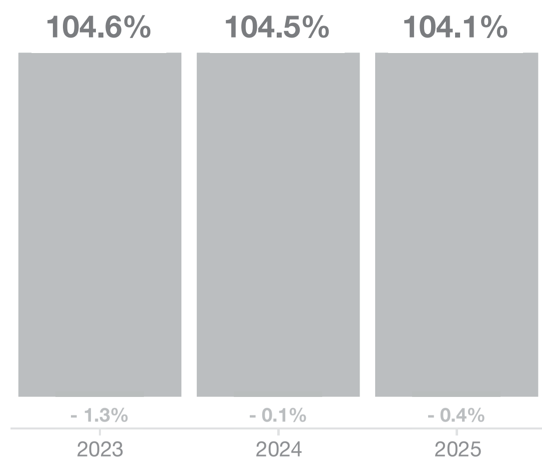
Percent of List Price Received

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.

December



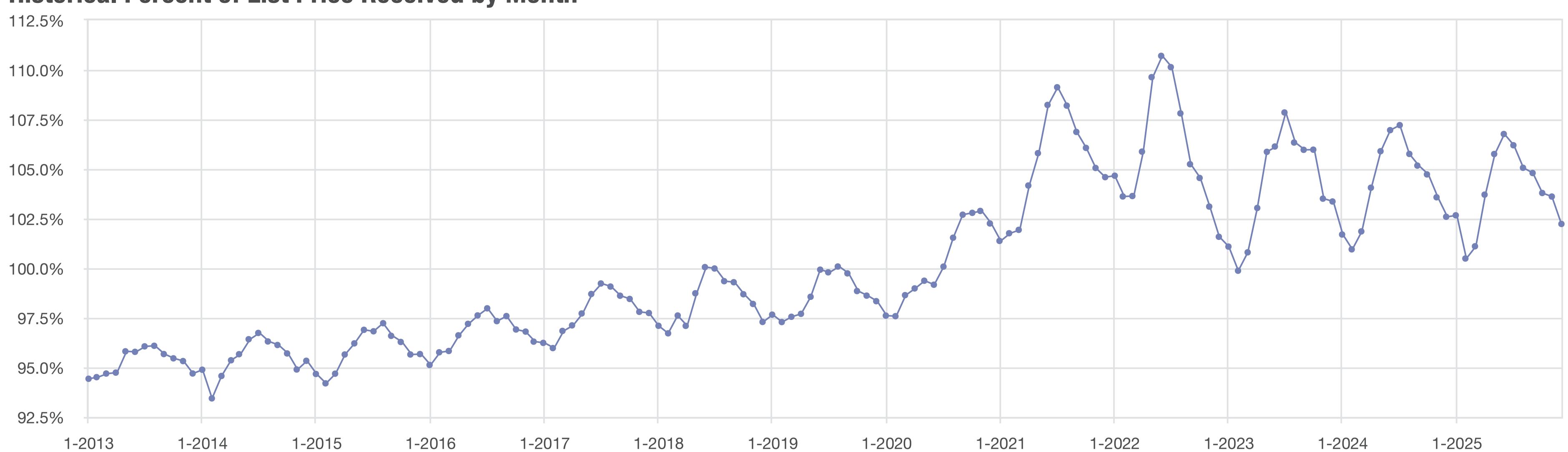
Year to Date



Pct. of List Price Received		Prior Year	Percent Change
January 2025	102.7%	101.7%	+ 1.0%
February 2025	100.5%	101.0%	- 0.5%
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	106.8%	107.0%	- 0.2%
July 2025	106.2%	107.2%	- 0.9%
August 2025	105.1%	105.8%	- 0.7%
September 2025	104.8%	105.2%	- 0.4%
October 2025	103.8%	104.7%	- 0.9%
November 2025	103.6%	103.6%	0.0%
December 2025	**102.2%**	**102.6%**	**- 0.4%**
12-Month Avg*	104.1%	104.5%	- 0.4%

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

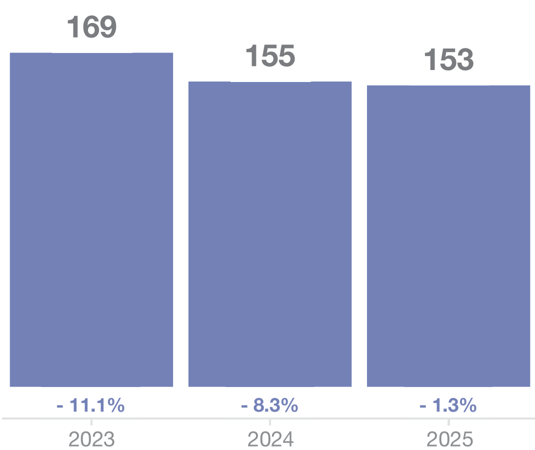
Historical Percent of List Price Received by Month



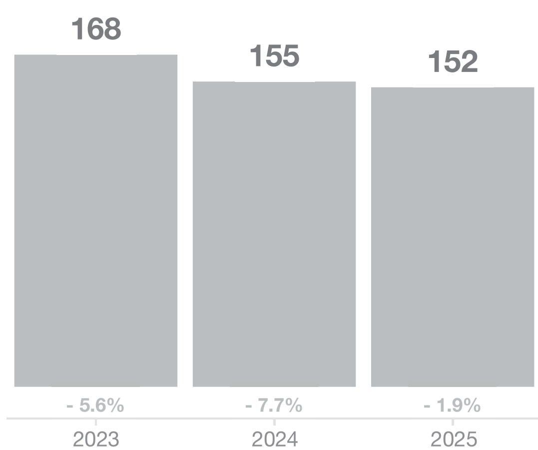
Housing Affordability Index

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.

December

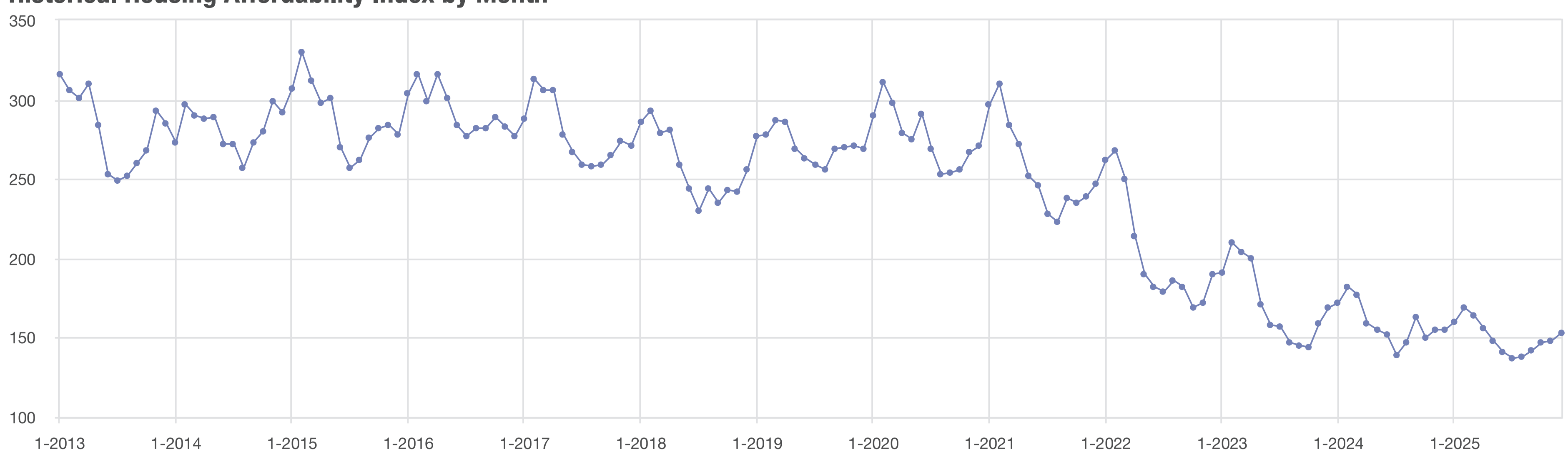


Year to Date



Affordability Index		Prior Year	Percent Change
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%
September 2025	142	163	- 12.9%
October 2025	147	150	- 2.0%
November 2025	148	155	- 4.5%
December 2025	**153**	**155**	**- 1.3%**
12-Month Avg	150	159	- 5.7%

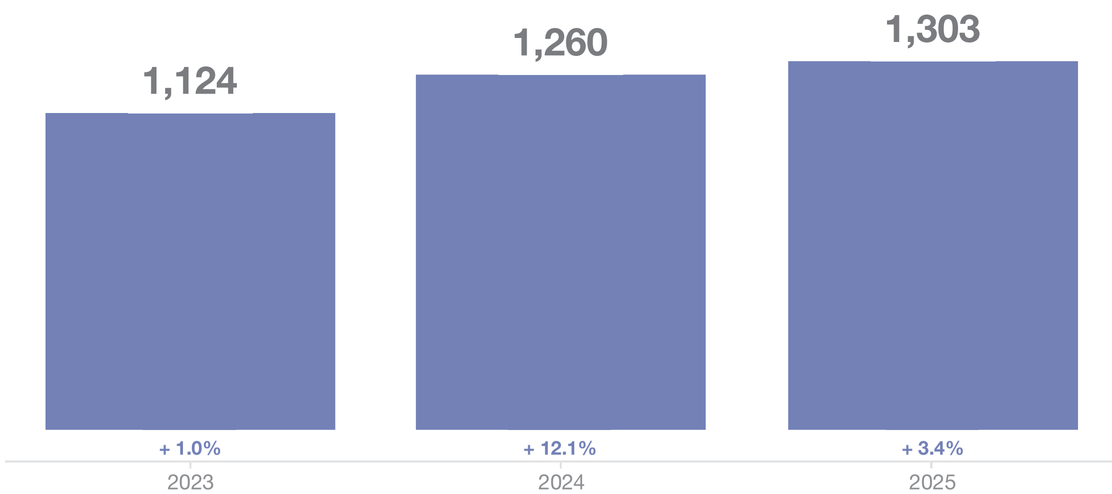
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

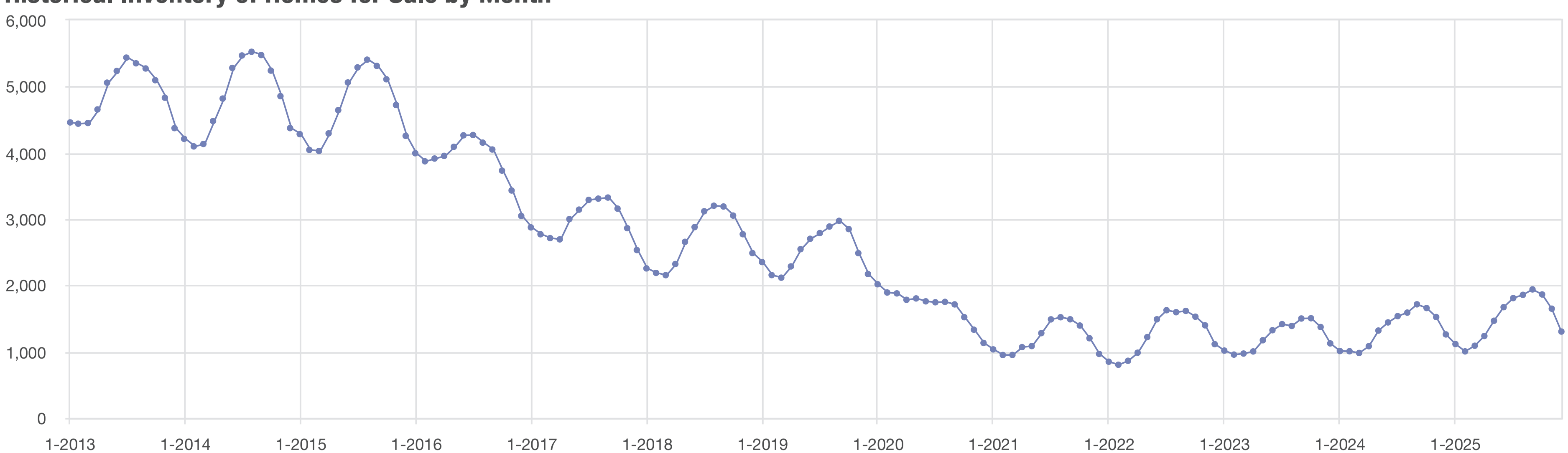
The number of properties available for sale in active status at the end of a given month.

December



Homes for Sale		Prior Year	Percent Change
January 2025	1,114	1,009	+ 10.4%
February 2025	1,004	1,006	- 0.2%
March 2025	1,089	980	+ 11.1%
April 2025	1,236	1,082	+ 14.2%
May 2025	1,466	1,318	+ 11.2%
June 2025	1,671	1,441	+ 16.0%
July 2025	1,808	1,536	+ 17.7%
August 2025	1,857	1,589	+ 16.9%
September 2025	1,939	1,714	+ 13.1%
October 2025	1,863	1,658	+ 12.4%
November 2025	1,648	1,522	+ 8.3%
December 2025	**1,303**	**1,260**	**+ 3.4%**
12-Month Avg	1,500	1,343	+ 11.7%

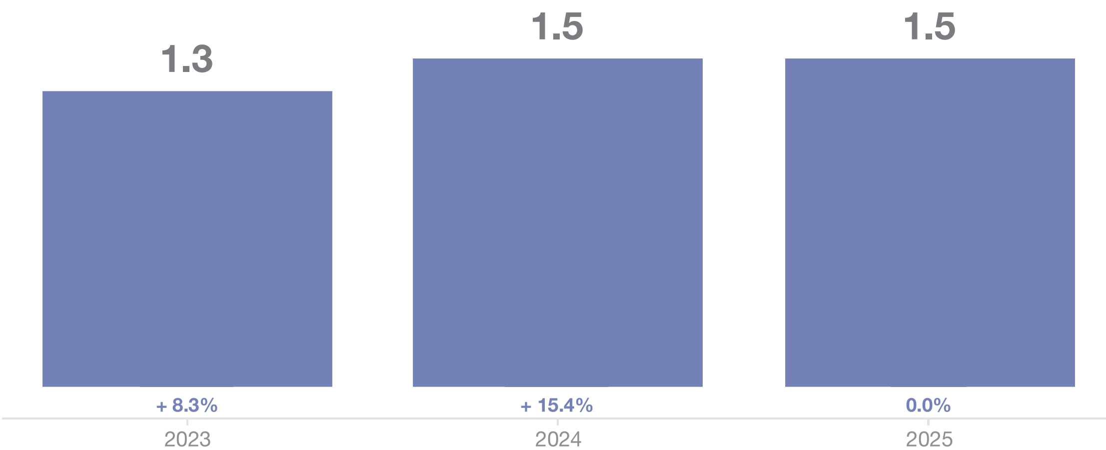
Historical Inventory of Homes for Sale by Month



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.

December



Months Supply		Prior Year	Percent Change
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	2.1	1.8	+ 16.7%
August 2025	2.1	1.9	+ 10.5%
September 2025	2.2	2.0	+ 10.0%
October 2025	2.1	1.9	+ 10.5%
November 2025	1.8	1.8	0.0%
December 2025	**1.5**	**1.5**	**0.0%**
12-Month Avg*	1.7	1.6	+ 9.1%

* Months Supply for all properties from January 2025 through December 2025. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month