

Monthly Indicators



February 2025

U.S. existing-home sales fell for the first time since September, slipping 4.9% month-over-month to a seasonally adjusted annual rate of 4.08 million units, according to the National Association of REALTORS® (NAR), as elevated home prices and higher interest rates continue to impact buyer activity. Despite the drop, sales were up 2% compared to the same period last year, marking the fourth consecutive monthly year-over-year increase.

New Listings were down 15.0 percent to 638. Pending Sales decreased 5.5 percent to 598. Inventory shrank 0.6 percent to 999 units.

Prices moved higher as the Median Sales Price was up 10.0 percent to \$232,000. Days on Market increased 29.0 percent to 40 days. Months Supply of Inventory remained flat at 1.2.

The limited number of properties for sale has continued to push home prices higher nationwide. At last measure, the national median existing-home price was \$396,900, a 4.8% increase from one year earlier, with prices up in all four regions, according to NAR. Meanwhile, total housing inventory heading into February stood at 1.18 million units, up 3.5% month-over-month and 16.8% year-over-year, for a 3.5-month supply at the current sales pace.

Activity Snapshot

- 10.6% **+ 10.0%** **- 0.6%**

One-Year Change in **Closed Sales** One-Year Change in **Median Sales Price** One-Year Change in **Homes for Sale**

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

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Activity Overview

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



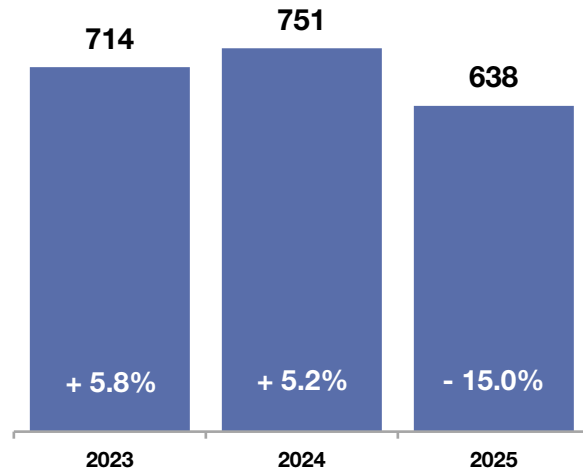
Key Metrics	Historical Sparkbars	2-2024	2-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		751	638	- 15.0%	1,363	1,278	- 6.2%
Pending Sales		633	598	- 5.5%	1,187	1,199	+ 1.0%
Closed Sales		573	512	- 10.6%	1,256	1,268	+ 1.0%
Days on Market		31	40	+ 29.0%	27	31	+ 14.8%
Median Sales Price		\$210,940	\$232,000	+ 10.0%	\$220,000	\$236,600	+ 7.5%
Average Sales Price		\$242,738	\$271,864	+ 12.0%	\$254,782	\$272,076	+ 6.8%
Pct. of List Price Received		100.9%	100.5%	- 0.4%	101.3%	101.8%	+ 0.5%
Housing Affordability Index		182	168	- 7.7%	175	165	- 5.7%
Inventory of Homes for Sale		1,005	999	- 0.6%	--	--	--
Months Supply of Inventory		1.2	1.2	0.0%	--	--	--

New Listings

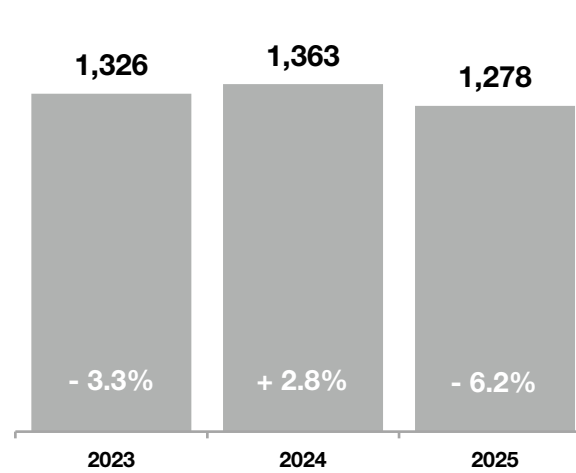
A count of the properties that have been newly listed on the market in a given month.



February

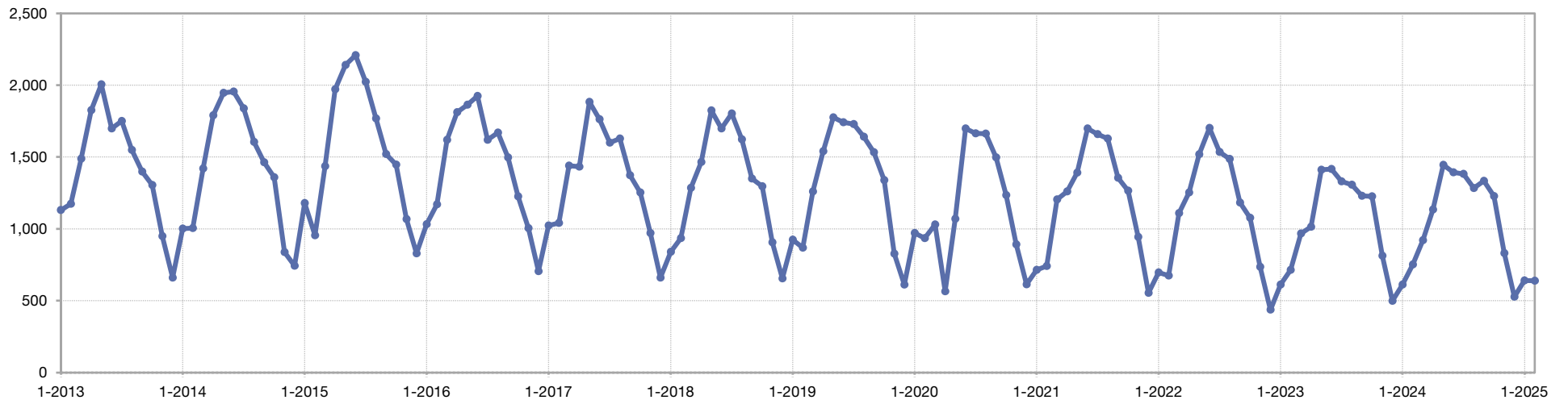


Year to Date



	New Listings	Prior Year	Percent Change
March 2024	920	966	-4.8%
April 2024	1,133	1,013	+11.8%
May 2024	1,445	1,411	+2.4%
June 2024	1,392	1,416	-1.7%
July 2024	1,381	1,330	+3.8%
August 2024	1,282	1,307	-1.9%
September 2024	1,334	1,229	+8.5%
October 2024	1,227	1,225	+0.2%
November 2024	830	812	+2.2%
December 2024	526	499	+5.4%
January 2025	640	612	+4.6%
February 2025	638	751	-15.0%
12-Month Avg	1,062	1,048	+1.3%

Historical New Listings by Month

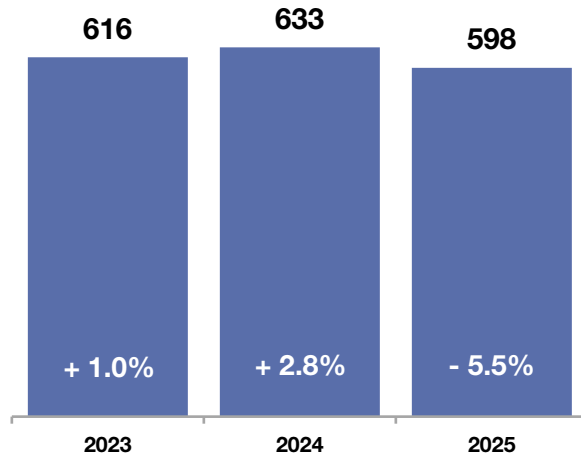


Pending Sales

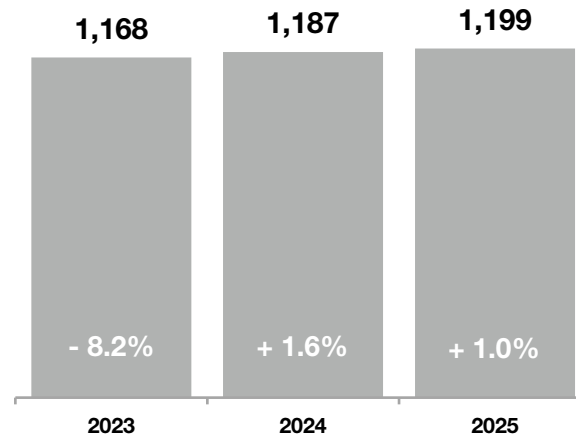
A count of the properties on which offers have been accepted in a given month.



February

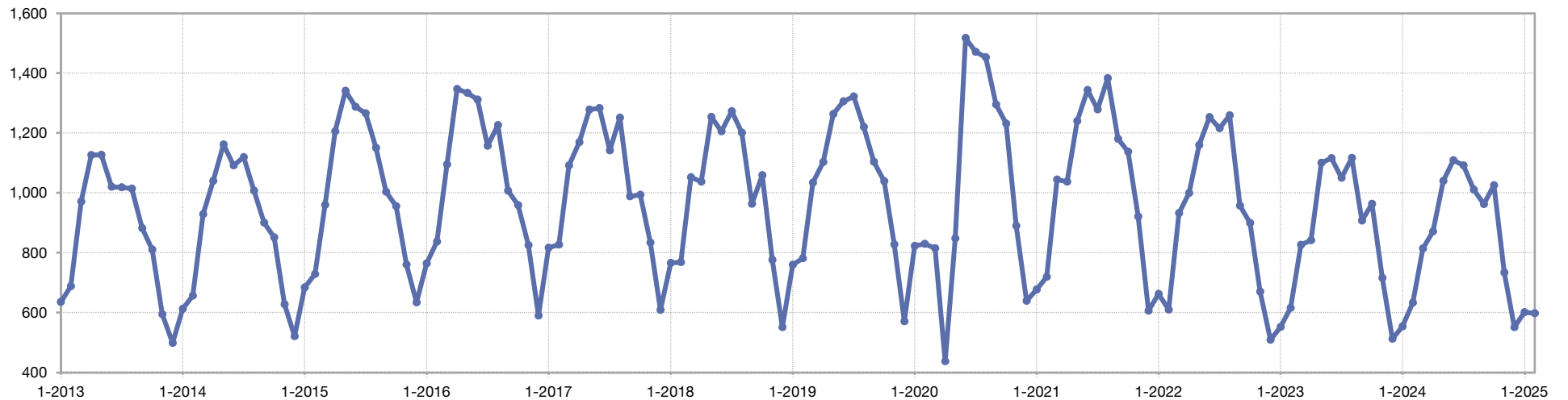


Year to Date



Pending Sales	Prior Year	Percent Change	
March 2024	814	826	-1.5%
April 2024	871	842	+3.4%
May 2024	1,040	1,100	-5.5%
June 2024	1,109	1,116	-0.6%
July 2024	1,092	1,050	+4.0%
August 2024	1,011	1,117	-9.5%
September 2024	962	907	+6.1%
October 2024	1,025	963	+6.4%
November 2024	734	716	+2.5%
December 2024	551	512	+7.6%
January 2025	601	554	+8.5%
February 2025	598	633	-5.5%
12-Month Avg	867	861	+0.7%

Historical Pending Sales by Month

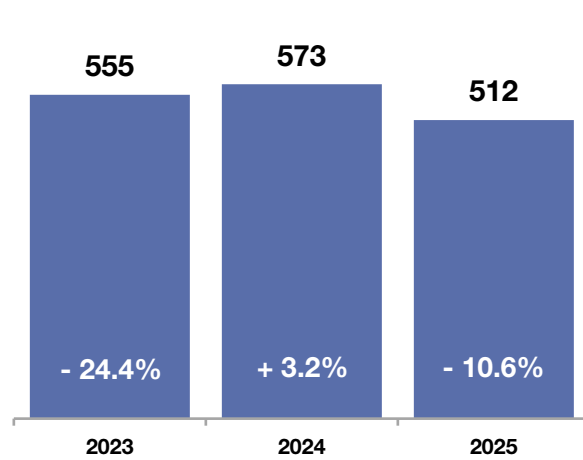


Closed Sales

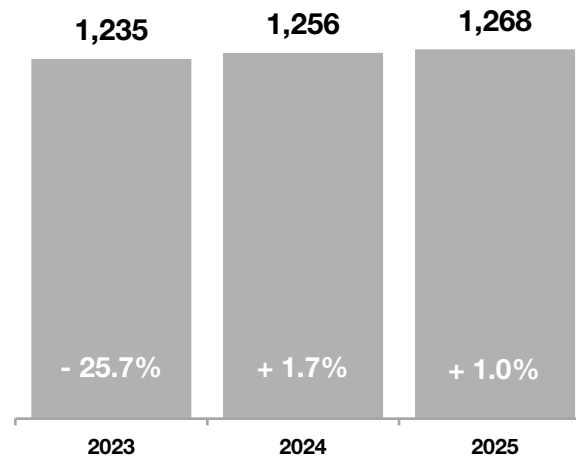
A count of the actual sales that closed in a given month.



February

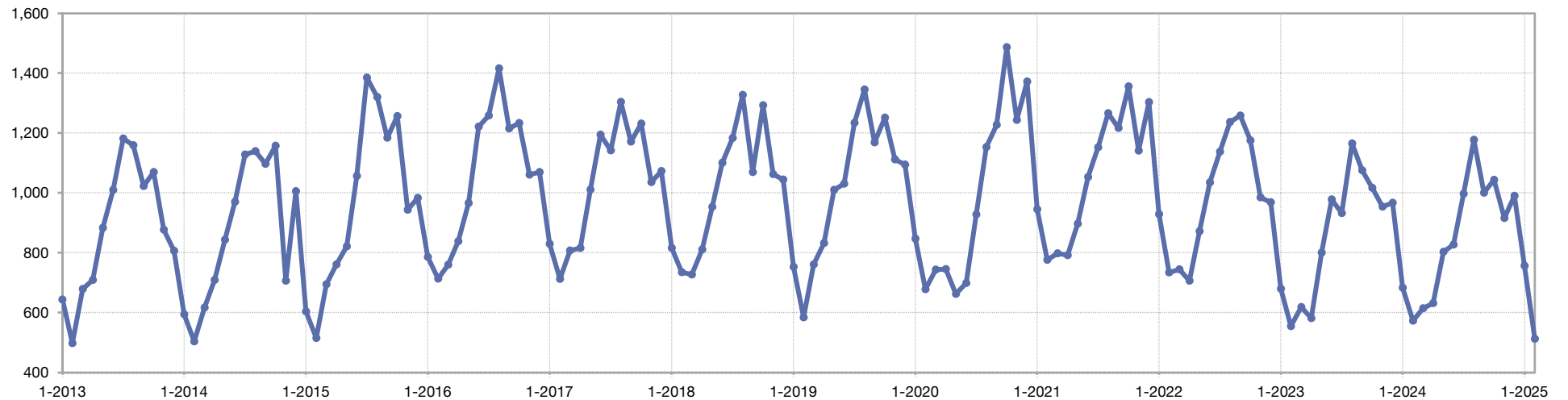


Year to Date



	Closed Sales	Prior Year	Percent Change
March 2024	614	618	-0.6%
April 2024	631	581	+8.6%
May 2024	803	800	+0.4%
June 2024	827	978	-15.4%
July 2024	997	932	+7.0%
August 2024	1,177	1,165	+1.0%
September 2024	1,000	1,075	-7.0%
October 2024	1,043	1,017	+2.6%
November 2024	916	954	-4.0%
December 2024	990	967	+2.4%
January 2025	756	683	+10.7%
February 2025	512	573	-10.6%
12-Month Avg	856	862	-0.7%

Historical Closed Sales by Month

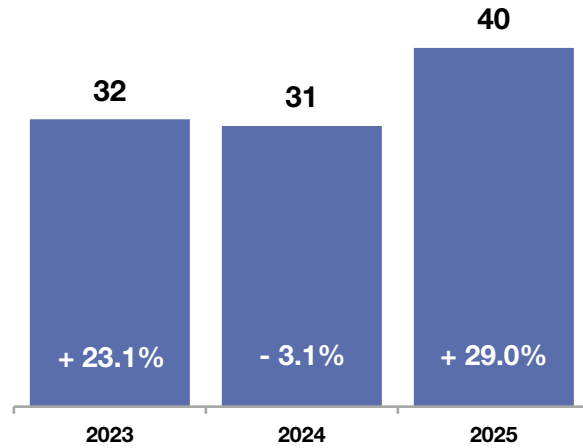


Days on Market Until Sale

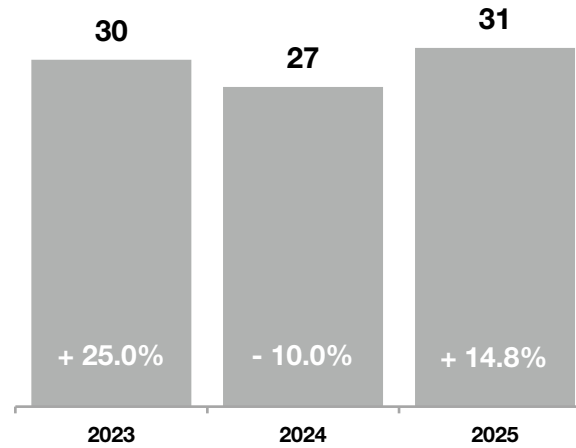
Average number of days between when a property is listed and when an offer is accepted in a given month.



February



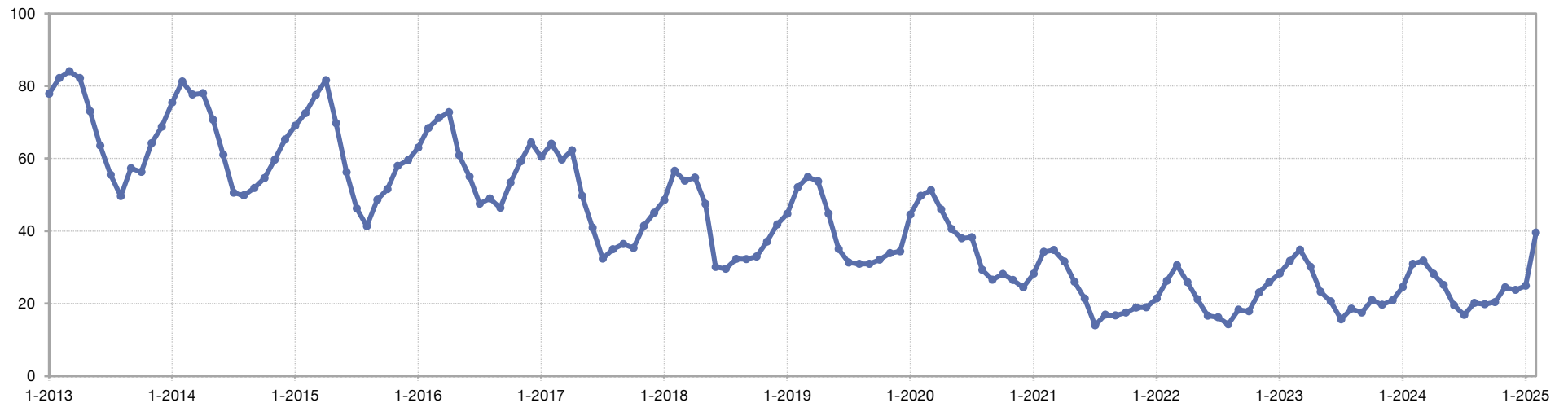
Year to Date



Days on Market	Prior Year	Percent Change
March 2024	32	-8.6%
April 2024	28	-6.7%
May 2024	25	+8.7%
June 2024	19	-9.5%
July 2024	17	+6.3%
August 2024	20	+5.3%
September 2024	20	+17.6%
October 2024	20	-4.8%
November 2024	24	+20.0%
December 2024	24	+14.3%
January 2025	25	0.0%
February 2025	40	+29.0%
12-Month Avg*	23	+4.5%

* Average Days on Market of all properties from March 2024 through February 2025. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

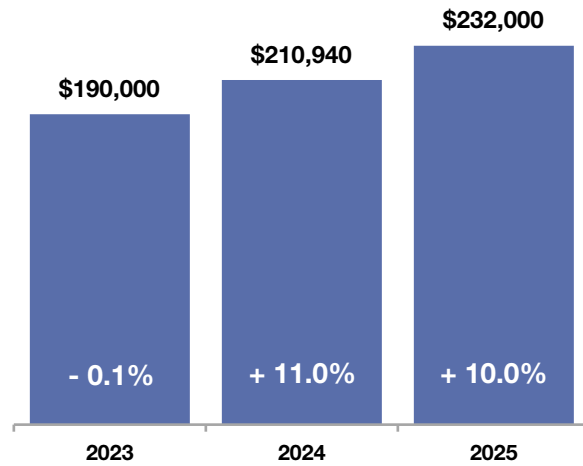


Median Sales Price

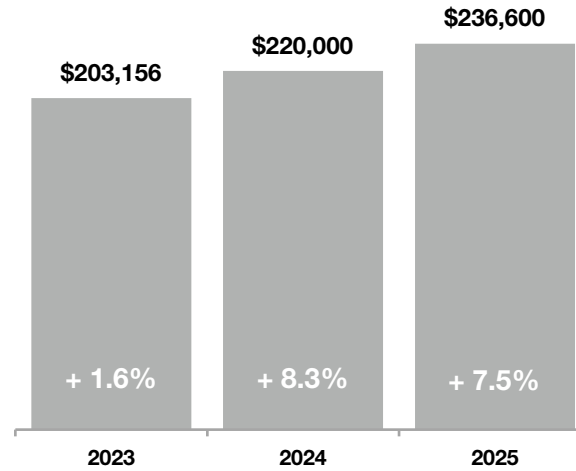
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



February



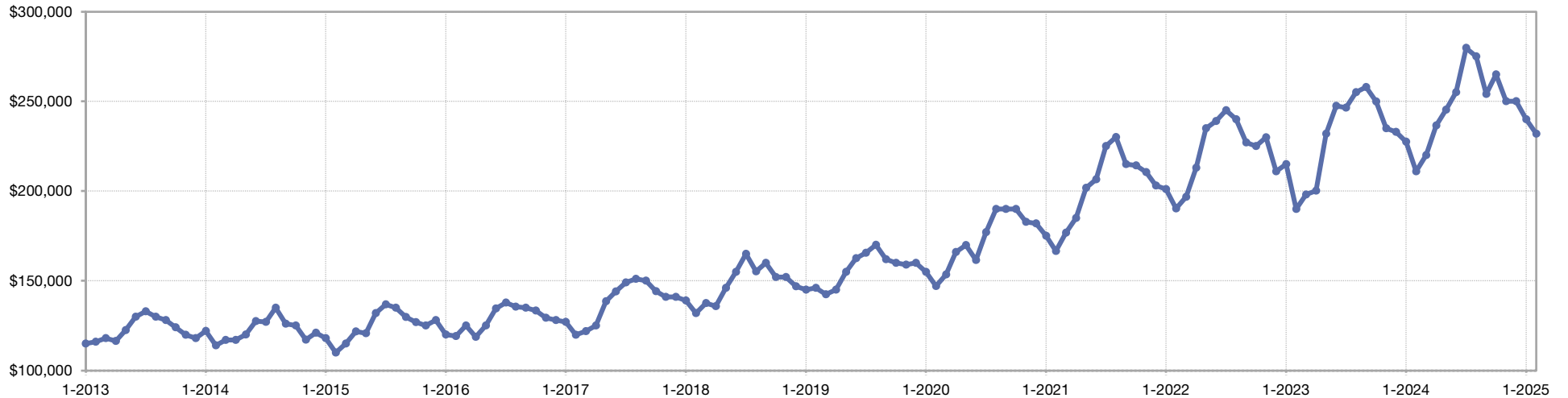
Year to Date



	Median Sales Price	Prior Year	Percent Change
March 2024	\$220,000	\$198,000	+11.1%
April 2024	\$236,500	\$200,250	+18.1%
May 2024	\$245,305	\$232,000	+5.7%
June 2024	\$255,000	\$247,375	+3.1%
July 2024	\$279,742	\$246,500	+13.5%
August 2024	\$275,000	\$255,000	+7.8%
September 2024	\$254,000	\$258,000	-1.6%
October 2024	\$265,000	\$249,900	+6.0%
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	\$232,000	\$210,940	+10.0%
12-Month Med*	\$251,000	\$238,500	+5.2%

* Median Sales Price of all properties from March 2024 through February 2025. This is not the average of the individual figures above.

Historical Median Sales Price by Month

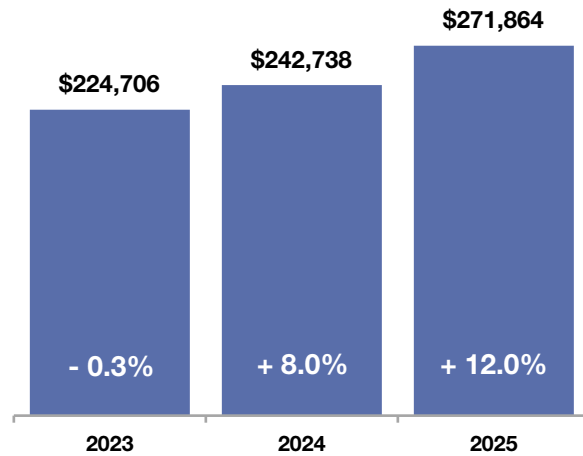


Average Sales Price

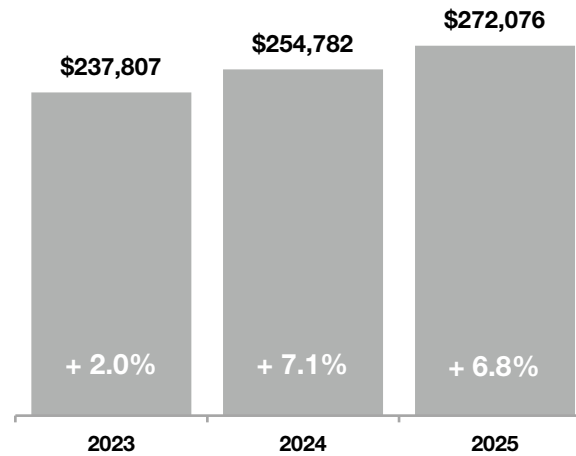
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



February



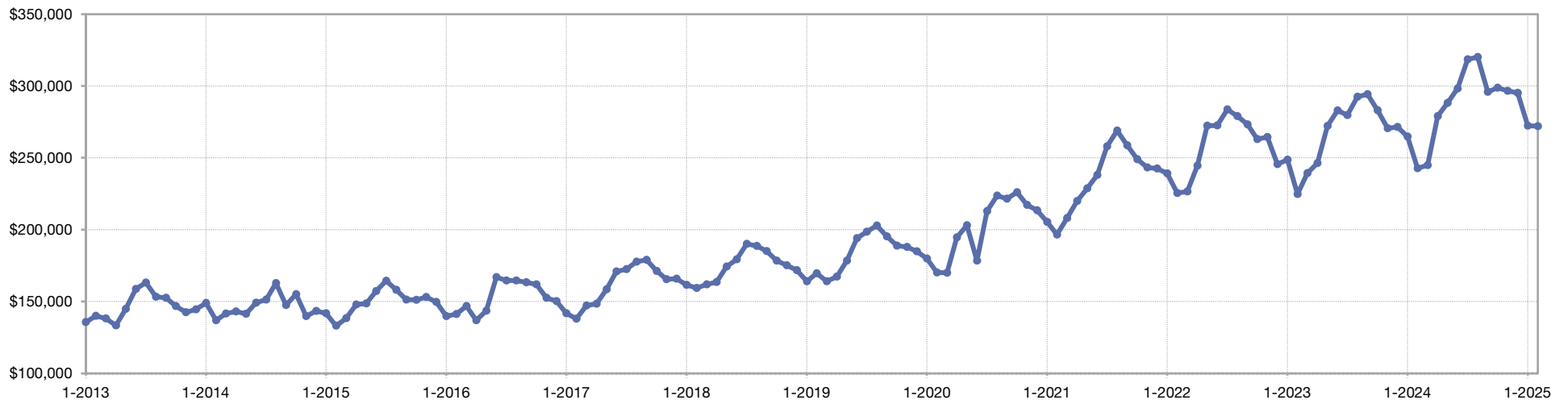
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
March 2024	\$244,795	\$239,205	+2.3%
April 2024	\$278,922	\$246,210	+13.3%
May 2024	\$288,012	\$272,051	+5.9%
June 2024	\$298,204	\$282,859	+5.4%
July 2024	\$318,476	\$279,560	+13.9%
August 2024	\$320,066	\$292,418	+9.5%
September 2024	\$295,737	\$294,253	+0.5%
October 2024	\$298,682	\$282,973	+5.6%
November 2024	\$296,428	\$270,518	+9.6%
December 2024	\$295,158	\$271,311	+8.8%
January 2025	\$272,219	\$264,816	+2.8%
February 2025	\$271,864	\$242,738	+12.0%
12-Month Avg*	\$293,642	\$273,711	+7.3%

* Avg. Sales Price of all properties from March 2024 through February 2025. This is not the average of the individual figures above.

Historical Average Sales Price by Month

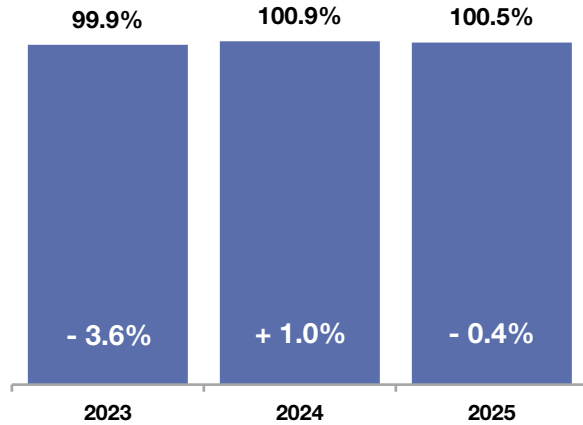


Percent of List Price Received

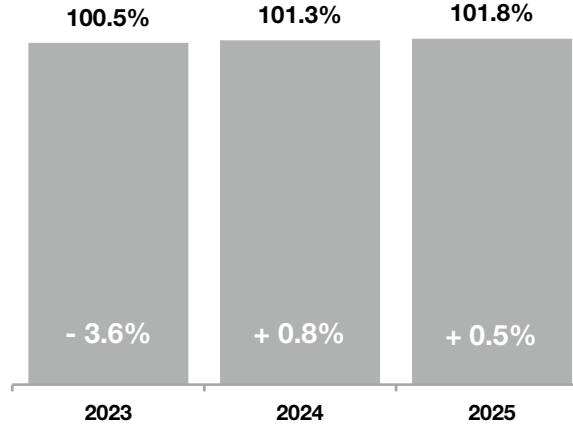


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

February



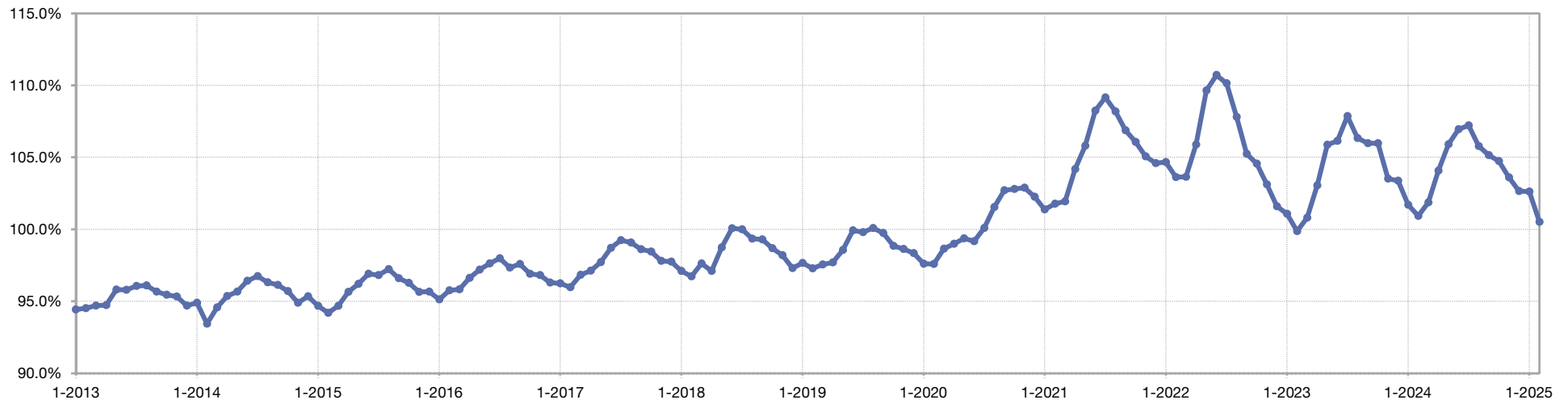
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
March 2024	101.9%	100.8%	+1.1%
April 2024	104.1%	103.0%	+1.1%
May 2024	105.9%	105.9%	0.0%
June 2024	106.9%	106.1%	+0.8%
July 2024	107.2%	107.9%	-0.6%
August 2024	105.8%	106.3%	-0.5%
September 2024	105.1%	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%
12-Month Avg*	104.5%	104.7%	-0.2%

* Average Pct. of List Price Received for all properties from March 2024 through February 2025. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

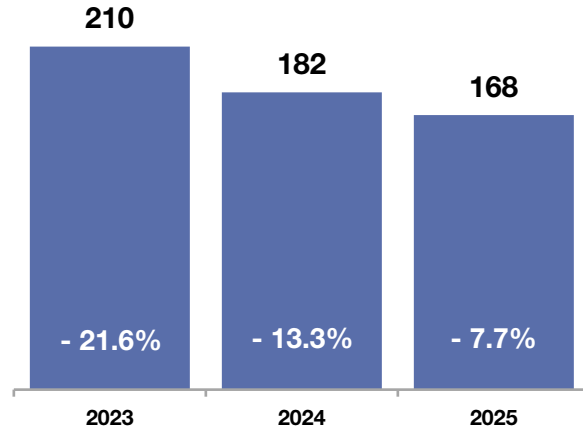


Housing Affordability Index

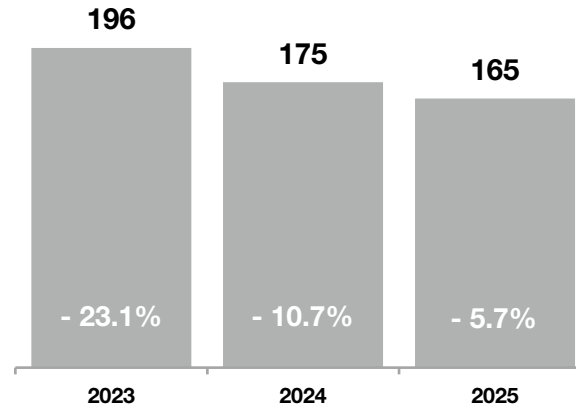
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



February

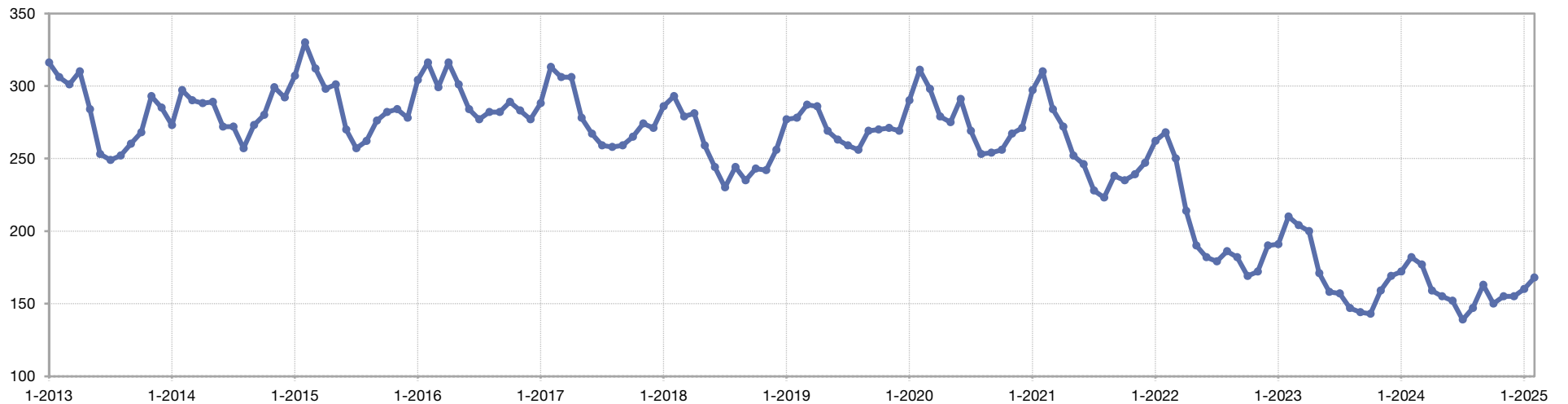


Year to Date



Affordability Index	Prior Year	Percent Change	
March 2024	177	204	-13.2%
April 2024	159	200	-20.5%
May 2024	155	171	-9.4%
June 2024	152	158	-3.8%
July 2024	139	157	-11.5%
August 2024	147	147	0.0%
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	168	182	-7.7%
12-Month Avg	157	167	-6.3%

Historical Housing Affordability Index by Month

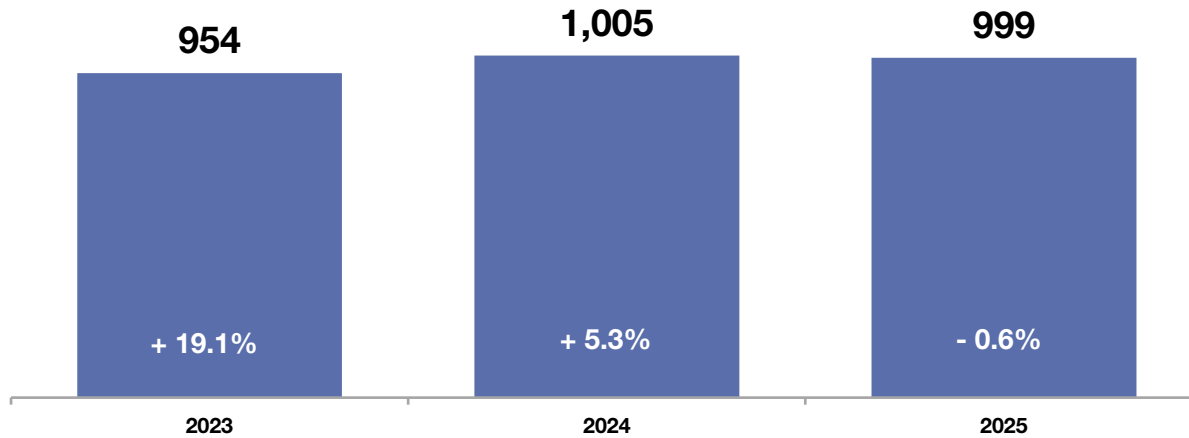


Inventory of Homes for Sale

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

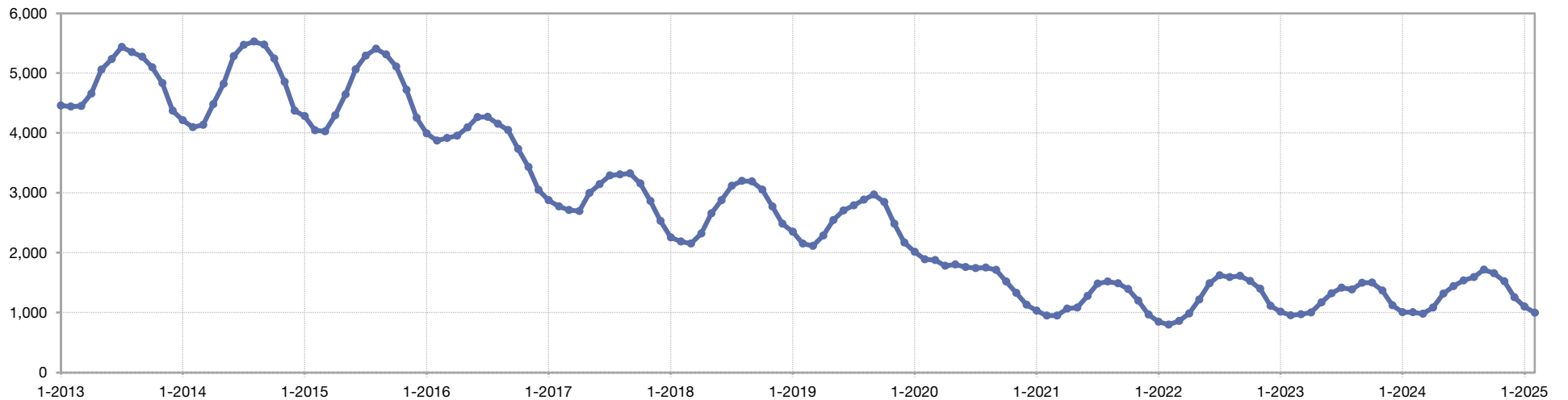


February



Homes for Sale	Prior Year	Percent Change
March 2024	970	+1.0%
April 2024	1,002	+8.0%
May 2024	1,171	+12.6%
June 2024	1,322	+9.0%
July 2024	1,414	+8.6%
August 2024	1,386	+14.7%
September 2024	1,498	+14.7%
October 2024	1,503	+10.3%
November 2024	1,370	+11.0%
December 2024	1,123	+11.8%
January 2025	1,008	+9.3%
February 2025	1,005	-0.6%
12-Month Avg*	1,231	+9.7%

Historical Inventory of Homes for Sale by Month

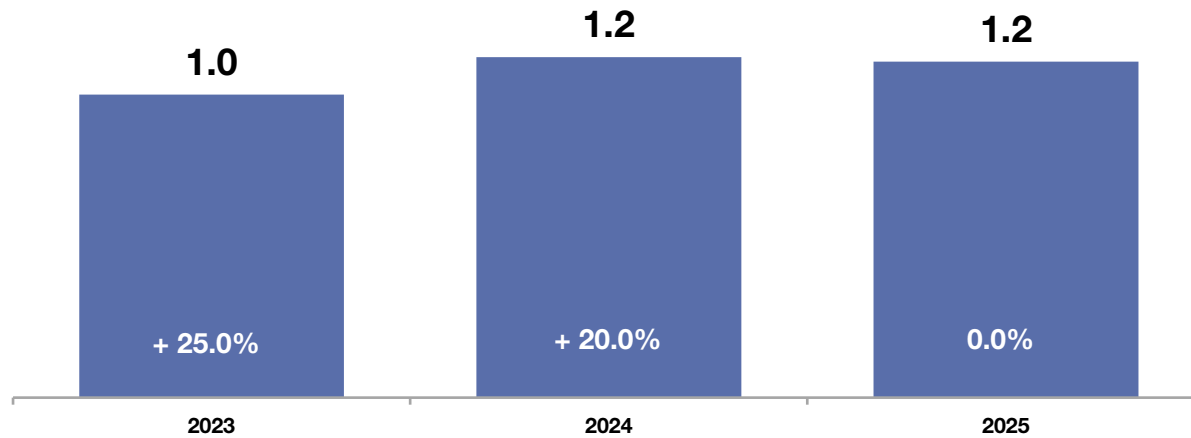


Months Supply of Inventory

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.



February



Months Supply		Prior Year	Percent Change
March 2024	1.1	1.1	0.0%
April 2024	1.3	1.1	+18.2%
May 2024	1.5	1.3	+15.4%
June 2024	1.7	1.5	+13.3%
July 2024	1.8	1.6	+12.5%
August 2024	1.9	1.6	+18.8%
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	1.4	1.3	+7.7%
January 2025	1.3	1.2	+8.3%
February 2025	1.2	1.2	0.0%
12-Month Avg*	1.6	1.4	+14.3%

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

Historical Months Supply of Inventory by Month

