

Monthly Indicators



January 2025

U.S. existing-home sales advanced for the third straight month, climbing 2.2% to a seasonally adjusted annual rate of 4.24 million units, a 10-month high, according to the National Association of REALTORS® (NAR). Sales were up 9.3% year-over-year, driven largely by purchases of homes priced \$500,000 and above. Month-over-month, sales rose in the South, Northeast, and the West but fell in the Midwest, with all four regions reporting year-over-year gains.

New Listings were up 4.6 percent to 640. Pending Sales increased 7.8 percent to 597. Inventory grew 9.4 percent to 1,103 units.

Prices moved higher as the Median Sales Price was up 5.5 percent to \$240,000. Days on Market held steady at 25. Months Supply of Inventory was up 8.3 percent to 1.3 months.

According to NAR, total housing inventory was 1.15 million units heading into January, a 13.5% decrease from the previous month but a 16.2% increase from the same period one year earlier, for a 3.3-month supply at the current sales pace. Housing supply remains down compared to pre-pandemic levels, and the limited number of homes on the market continues to push sales prices higher nationwide, with the median existing-home price rising 6% year-over-year to \$404,400.

Activity Snapshot

+ 3.1%

One-Year Change in
Closed Sales

+ 5.5%

One-Year Change in
Median Sales Price

+ 9.4%

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.



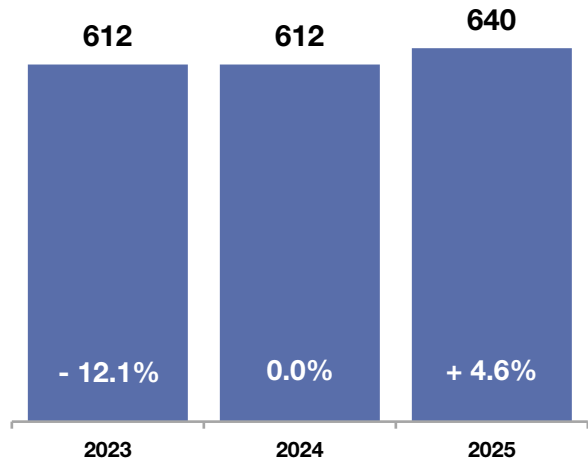
Key Metrics	Historical Sparkbars	1-2024	1-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		612	640	+ 4.6%	612	640	+ 4.6%
Pending Sales		554	597	+ 7.8%	554	597	+ 7.8%
Closed Sales		683	704	+ 3.1%	683	704	+ 3.1%
Days on Market		25	25	0.0%	25	25	0.0%
Median Sales Price		\$227,500	\$240,000	+ 5.5%	\$227,500	\$240,000	+ 5.5%
Average Sales Price		\$264,816	\$274,805	+ 3.8%	\$264,816	\$274,805	+ 3.8%
Pct. of List Price Received		101.7%	102.6%	+ 0.9%	101.7%	102.6%	+ 0.9%
Housing Affordability Index		172	160	- 7.0%	172	160	- 7.0%
Inventory of Homes for Sale		1,008	1,103	+ 9.4%	--	--	--
Months Supply of Inventory		1.2	1.3	+ 8.3%	--	--	--

New Listings

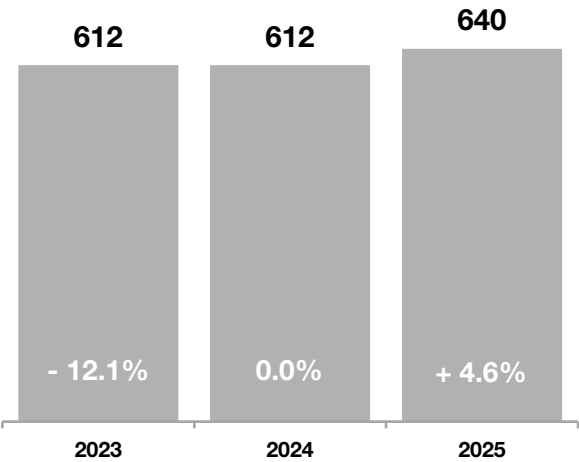
A count of the properties that have been newly listed on the market in a given month.



January

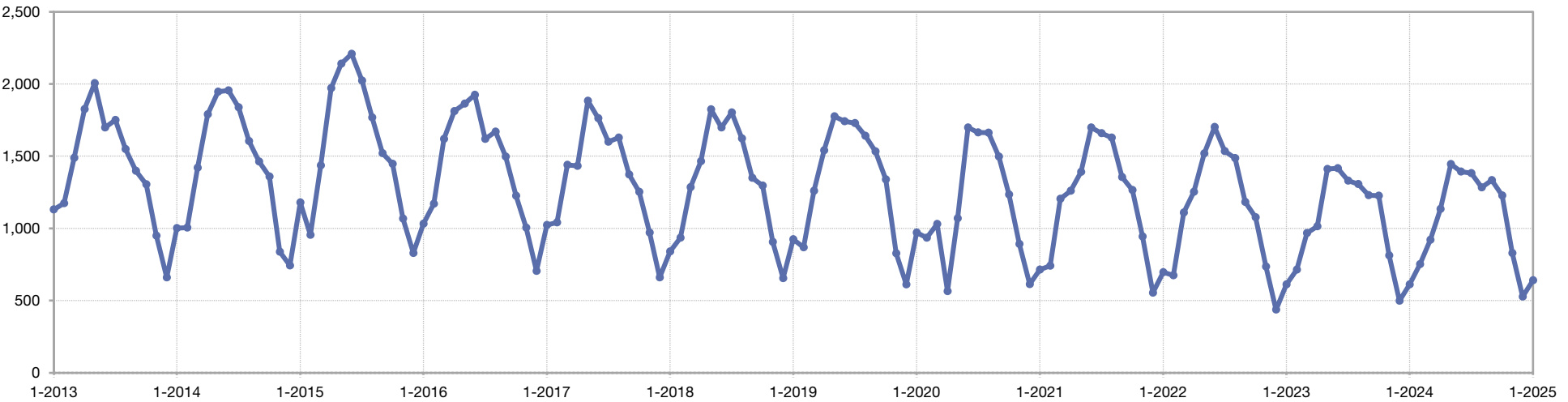


Year to Date



New Listings		Prior Year	Percent Change
February 2024	751	714	+5.2%
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	828	812	+2.0%
December 2024	526	499	+5.4%
January 2025	640	612	+4.6%
12-Month Avg	1,072	1,045	+2.6%

Historical New Listings by Month

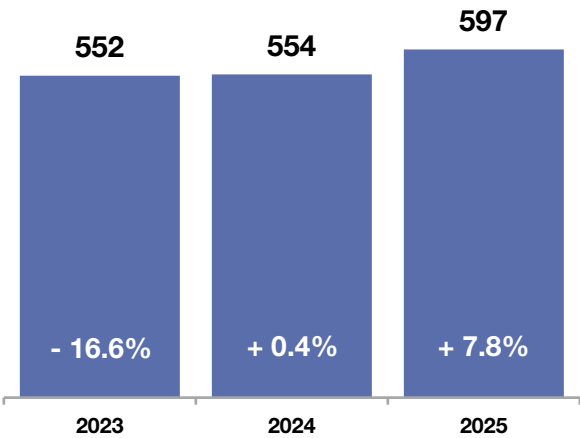


Pending Sales

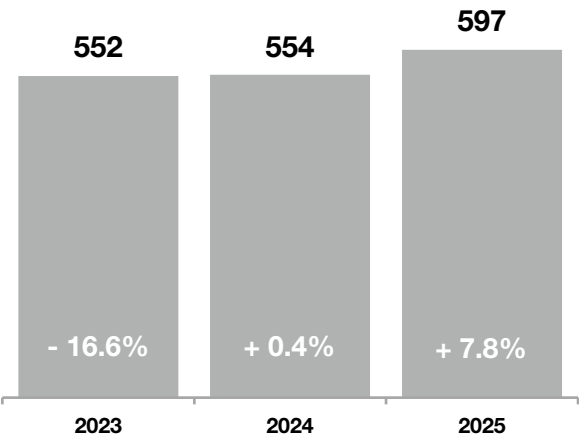
A count of the properties on which offers have been accepted in a given month.



January

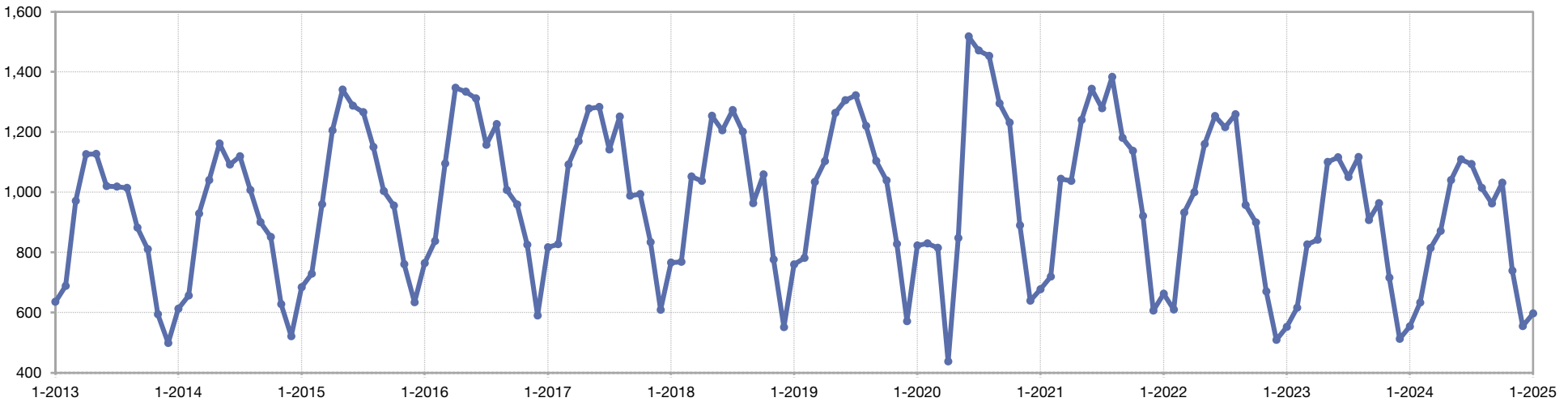


Year to Date



Pending Sales		Prior Year	Percent Change
February 2024	633	616	+2.8%
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	1,093	1,050	+4.1%
August 2024	1,014	1,117	-9.2%
September 2024	962	907	+6.1%
October 2024	1,031	963	+7.1%
November 2024	739	716	+3.2%
December 2024	555	512	+8.4%
January 2025	597	554	+7.8%
12-Month Avg	872	860	+1.4%

Historical Pending Sales by Month

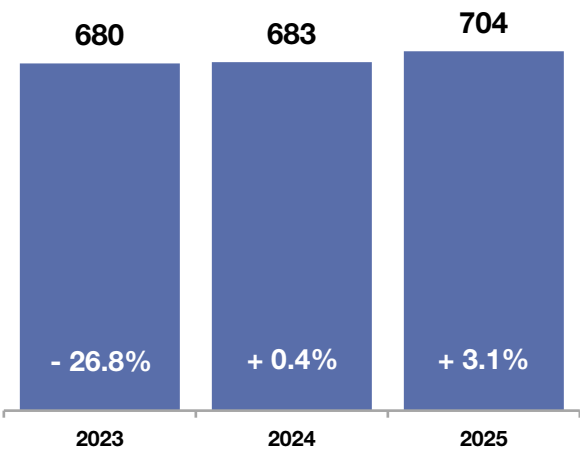


Closed Sales

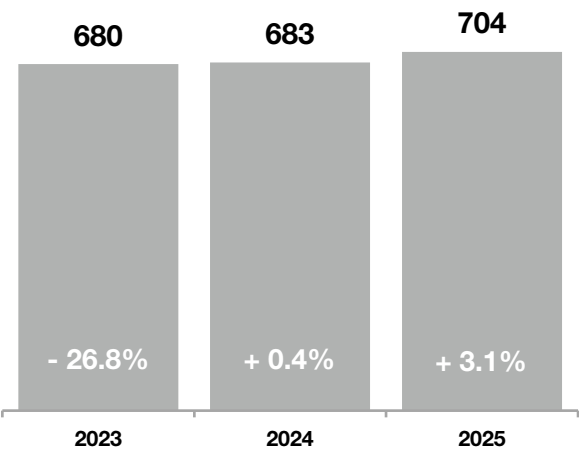
A count of the actual sales that closed in a given month.



January

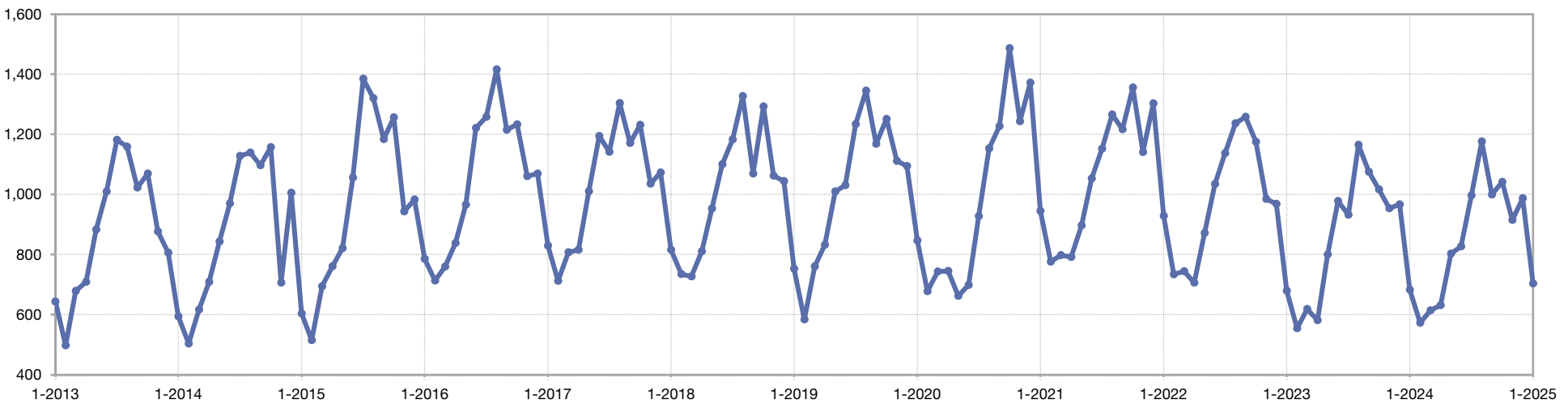


Year to Date



Closed Sales		Prior Year	Percent Change
February 2024	573	555	+3.2%
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	1,176	1,165	+0.9%
September 2024	999	1,075	-7.1%
October 2024	1,042	1,017	+2.5%
November 2024	915	954	-4.1%
December 2024	987	967	+2.1%
January 2025	704	683	+3.1%
12-Month Avg	856	860	-0.5%

Historical Closed Sales by Month

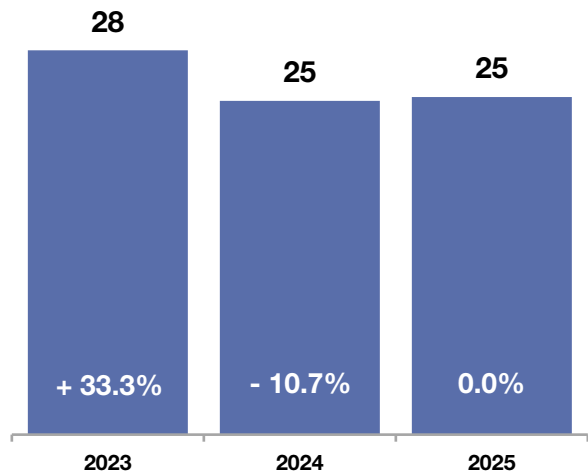


Days on Market Until Sale

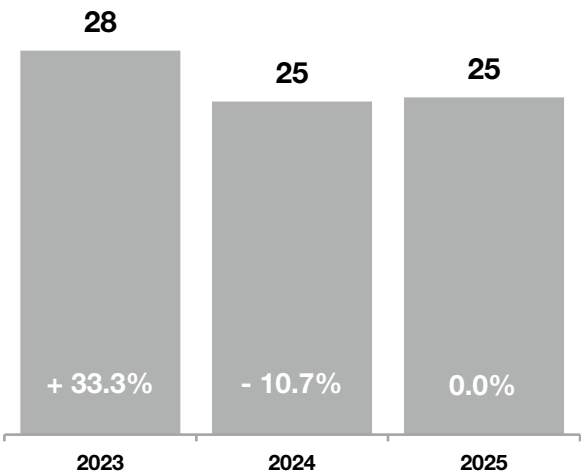
Average number of days between when a property is listed and when an offer is accepted in a given month.



January



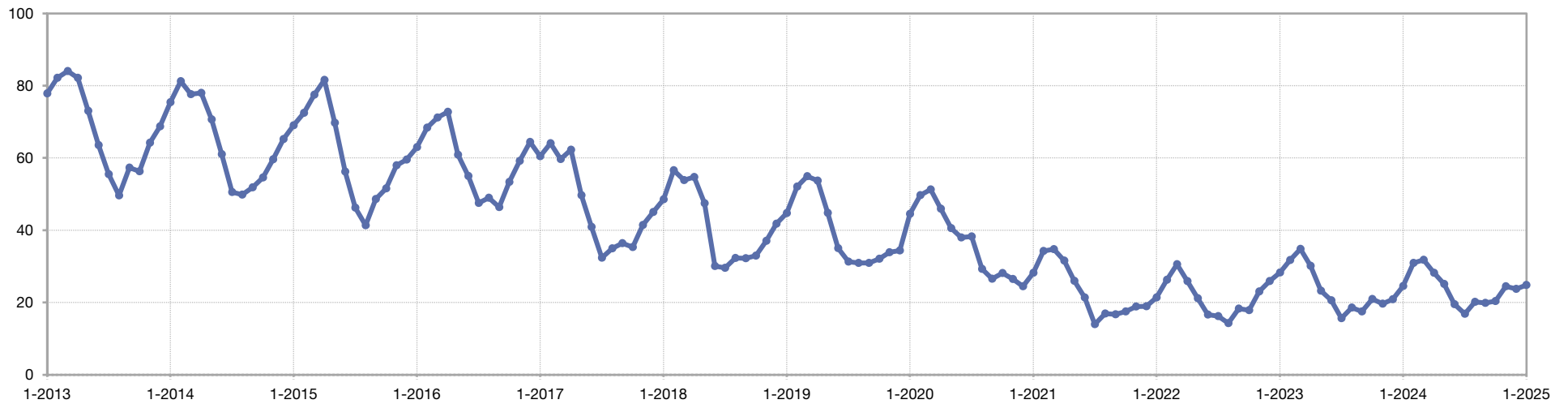
Year to Date



Days on Market		Prior Year	Percent Change
February 2024	31	32	-3.1%
March 2024	32	35	-8.6%
April 2024	28	30	-6.7%
May 2024	25	23	+8.7%
June 2024	19	21	-9.5%
July 2024	17	16	+6.3%
August 2024	20	19	+5.3%
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%
12-Month Avg*	23	22	+4.5%

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

Historical Days on Market Until Sale by Month

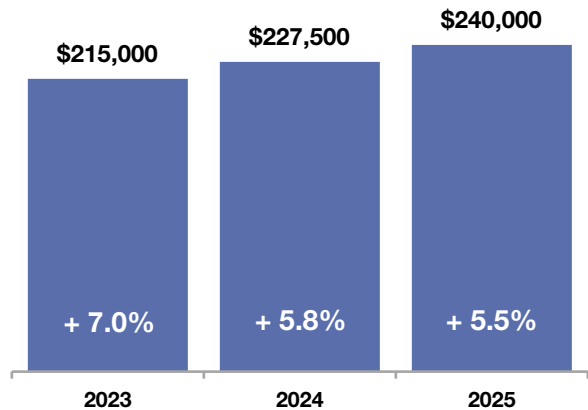


Median Sales Price

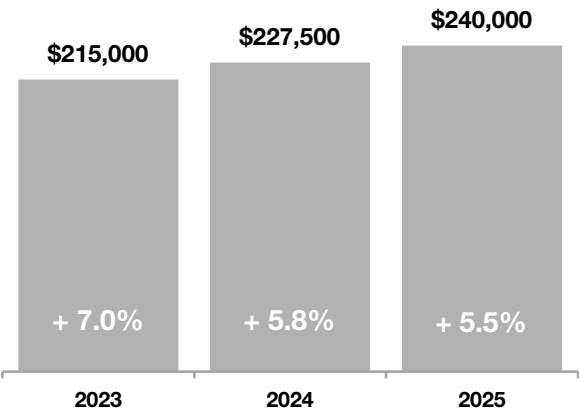
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January



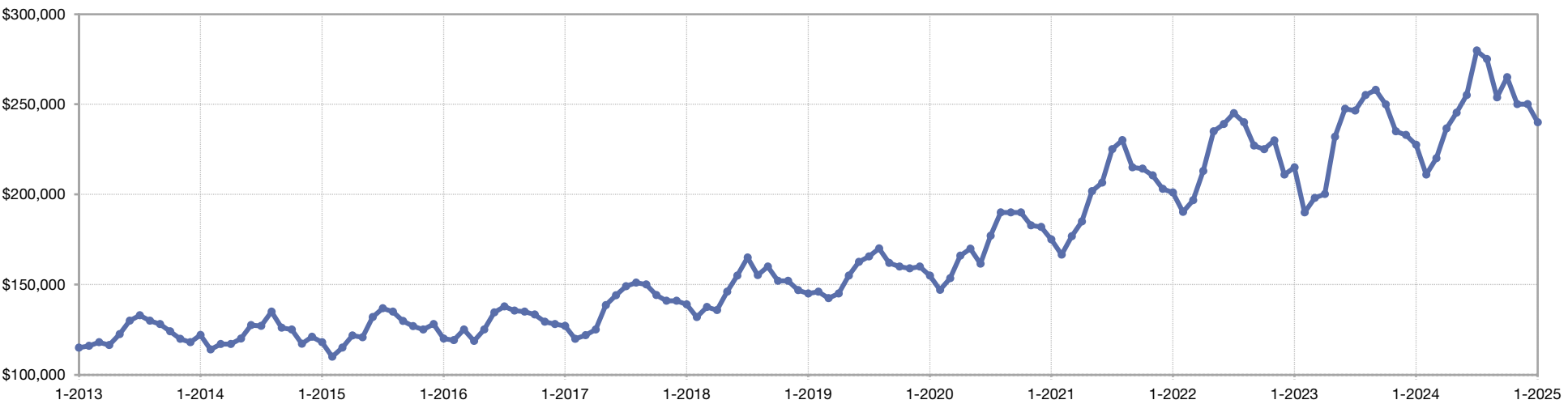
Year to Date



Median Sales Price		Prior Year	Percent Change
February 2024	\$210,940	\$190,000	+11.0%
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	\$253,750	\$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%
12-Month Med*	\$250,000	\$236,000	+5.9%

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

Historical Median Sales Price by Month

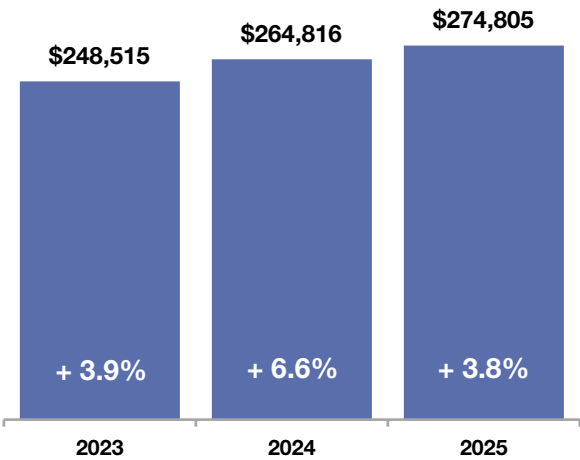


Average Sales Price

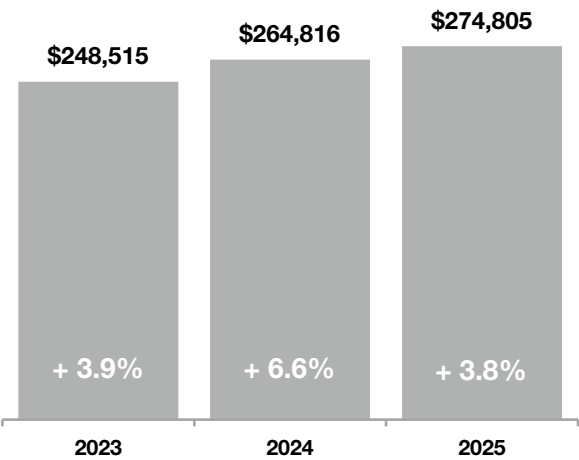
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



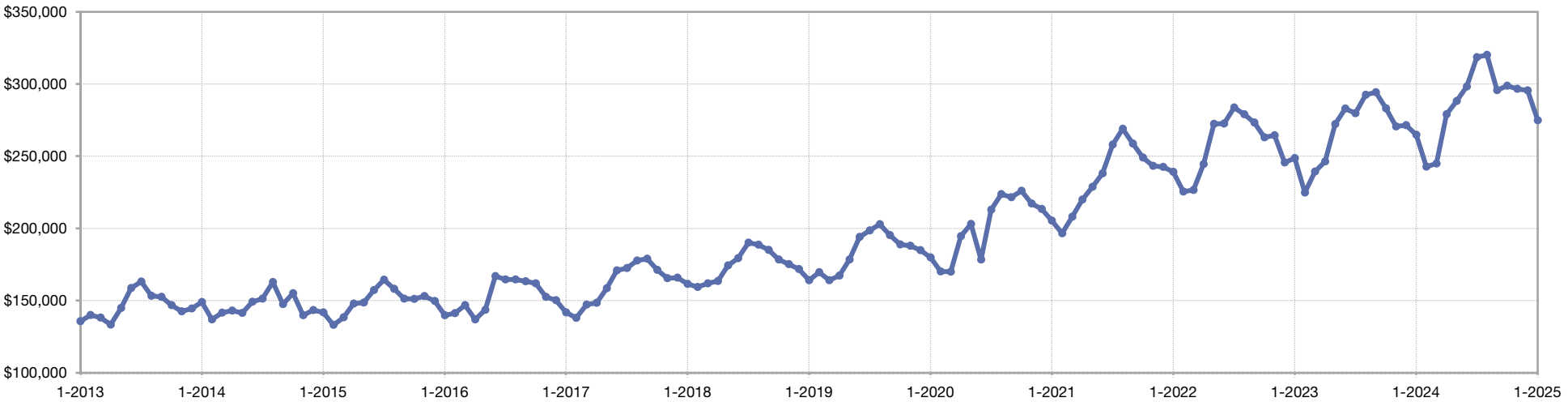
Year to Date



Avg. Sales Price		Prior Year	Percent Change
February 2024	\$242,738	\$224,706	+8.0%
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	\$320,045	\$292,418	+9.4%
September 2024	\$295,532	\$294,253	+0.4%
October 2024	\$298,708	\$282,973	+5.6%
November 2024	\$296,528	\$270,518	+9.6%
December 2024	\$295,417	\$271,311	+8.9%
January 2025	\$274,805	\$264,816	+3.8%
12-Month Avg*	\$292,193	\$272,782	+7.1%

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

Historical Average Sales Price by Month

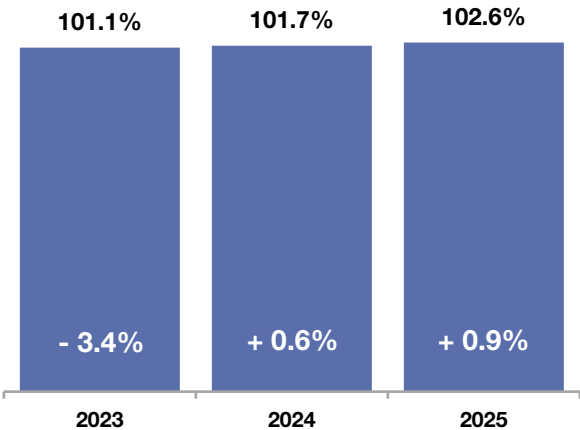


Percent of List Price Received

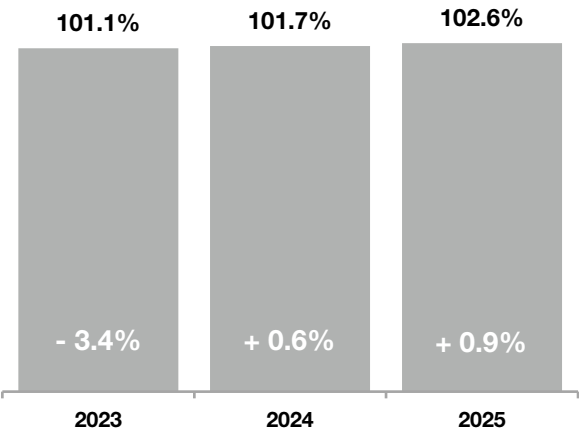
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



January



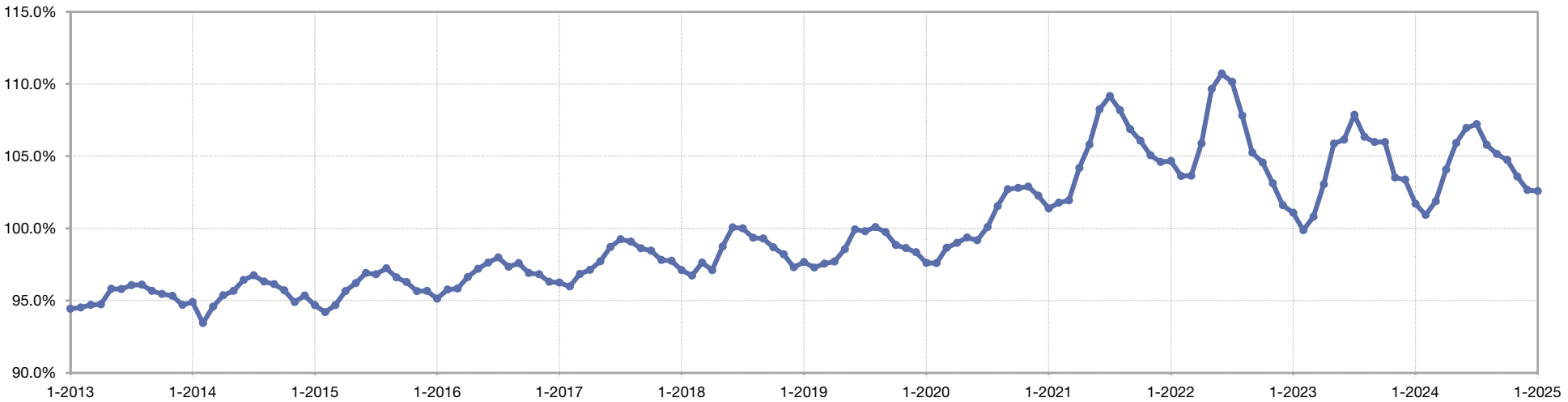
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
February 2024	100.9%	99.9%	+1.0%
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%
12-Month Avg*	104.5%	104.6%	-0.1%

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

Historical Percent of List Price Received by Month

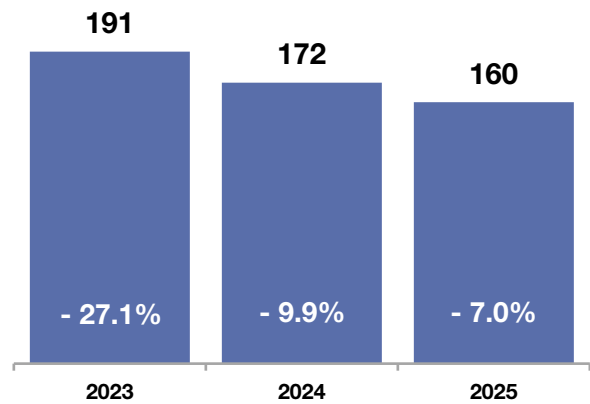


Housing Affordability Index

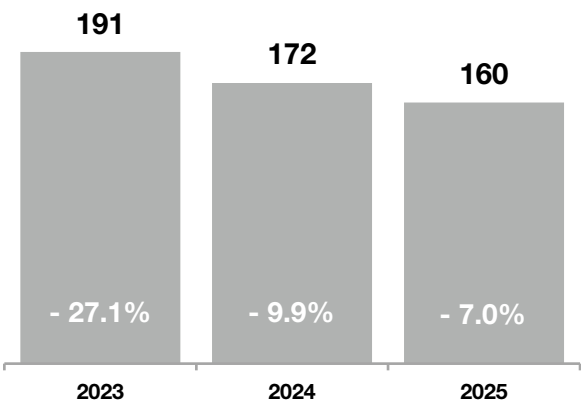
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



January

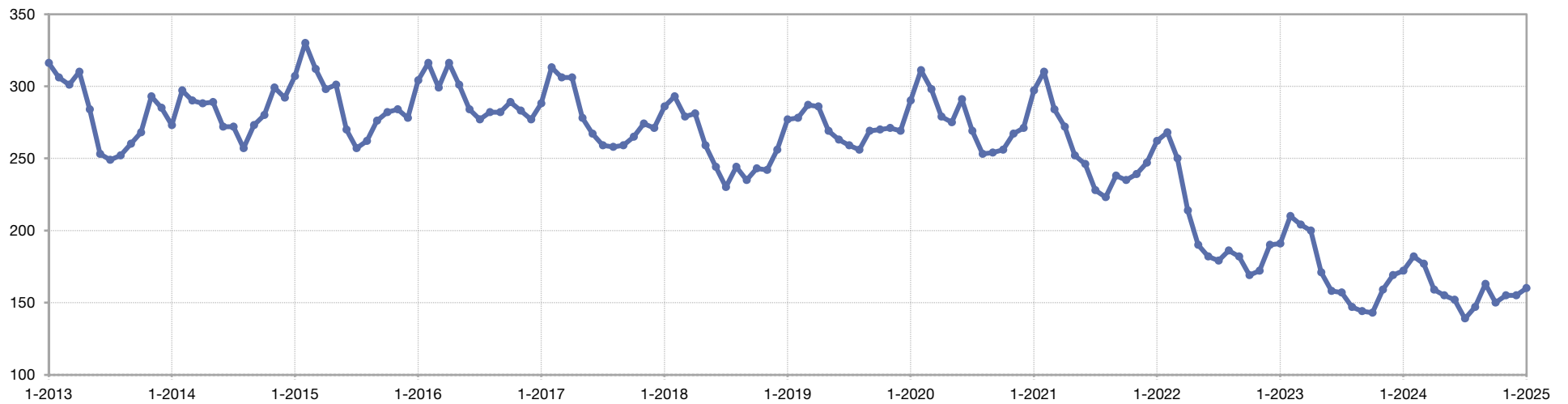


Year to Date



Affordability Index		Prior Year	Percent Change
February 2024	182	210	-13.3%
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%
12-Month Avg	158	170	-6.9%

Historical Housing Affordability Index by Month

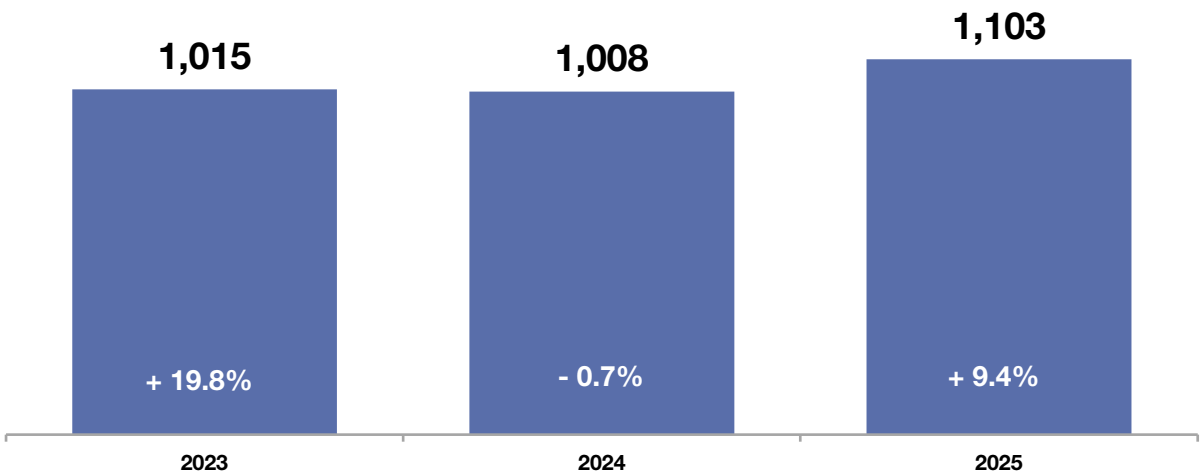


Inventory of Homes for Sale

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

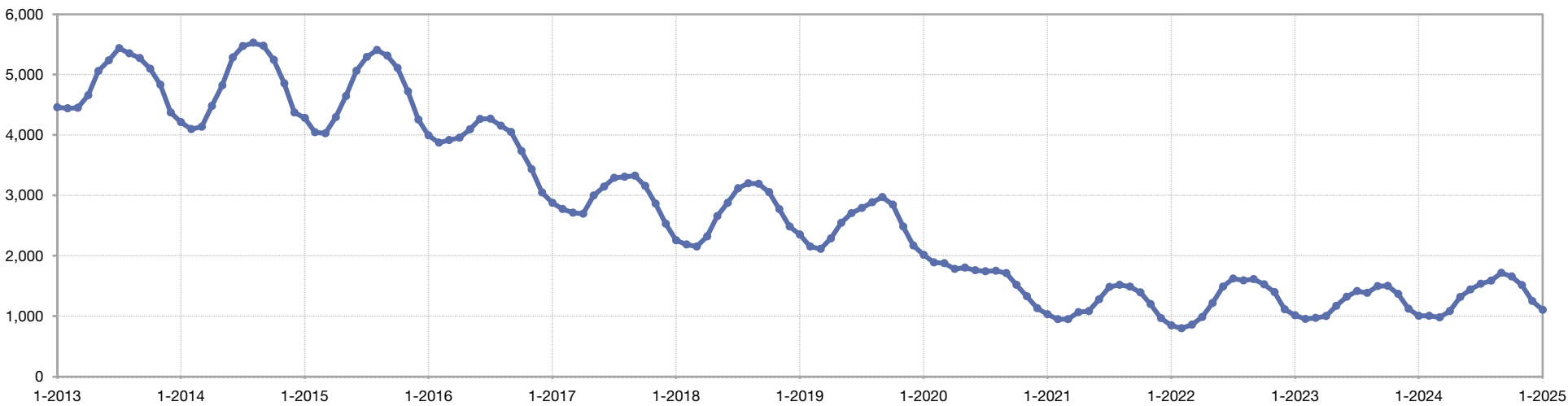


January



Homes for Sale		Prior Year	Percent Change
February 2024	1,005	954	+5.3%
March 2024	980	970	+1.0%
April 2024	1,082	1,002	+8.0%
May 2024	1,318	1,171	+12.6%
June 2024	1,441	1,322	+9.0%
July 2024	1,536	1,414	+8.6%
August 2024	1,589	1,386	+14.6%
September 2024	1,717	1,498	+14.6%
October 2024	1,657	1,503	+10.2%
November 2024	1,516	1,370	+10.7%
December 2024	1,252	1,123	+11.5%
January 2025	1,103	1,008	+9.4%
12-Month Avg*	1,350	1,227	+10.0%

Historical Inventory of Homes for Sale by Month

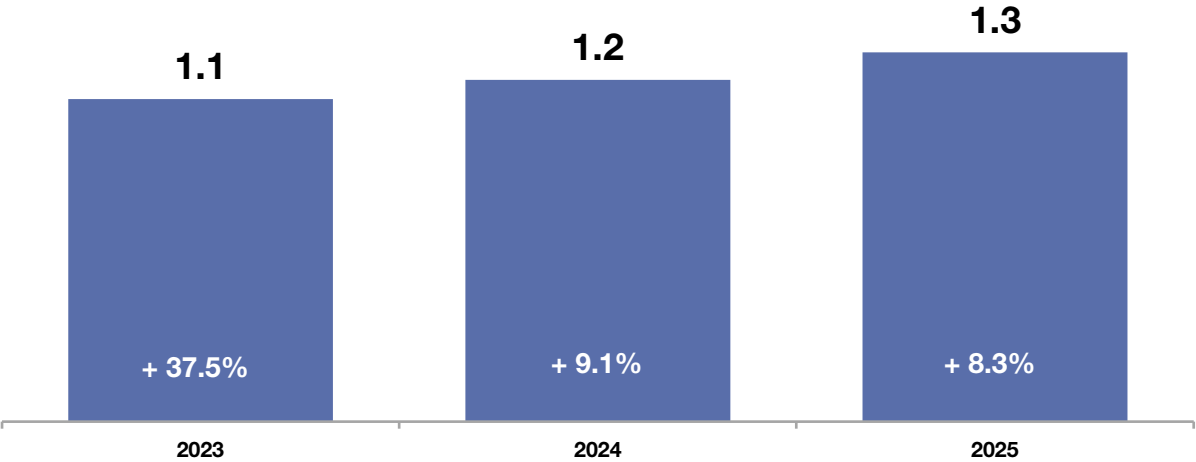


Months Supply of Inventory

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.



January



Months Supply		Prior Year	Percent Change
February 2024	1.2	1.0	+20.0%
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%
12-Month Avg*	1.6	1.4	+14.3%

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

Historical Months Supply of Inventory by Month

