

Monthly Indicators



July 2025

U.S. existing-home sales fell 2.7% from the previous month to a seasonally adjusted annual rate of 3.93 million, according to the National Association of REALTORS® (NAR). Sales were unchanged from one year earlier. Regionally, monthly sales declined in the Midwest, Northeast, and South but rose in the West. Year-over-year, sales decreased in the Northeast and West but increased in the South and Midwest.

New Listings increased 13.3 percent to 1,563. Pending Sales increased 9.4 percent to 1,195. Inventory increased 16.6 percent to 1,791.

Median Sales Price increased 2.1 percent from \$279,242 to \$285,000. Days on Market increased 5.9 percent to 18. Months Supply of Inventory increased 11.1 percent to 2.0.

Nationally, the median existing-home sales price rose 2.0% year-over-year to \$435,300, a new monthly high and the 24th consecutive month of annual price gains, according to NAR. Slower sales activity has contributed to rising inventory this year, with 1.53 million properties listed for sale heading into July, a 15.9% increase from the same time last year and equivalent to a 4.7-month supply at the current sales pace.

Activity Snapshot

- 6.4%	+ 2.1%	+ 16.6%
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.

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Activity Overview

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



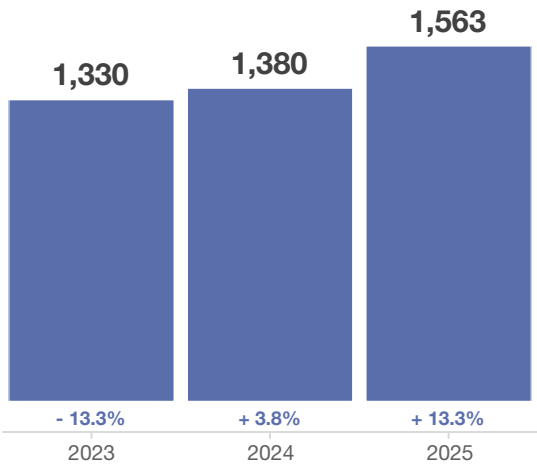
Key Metrics	Historical Sparkbars	7-2024	7-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		1,380	1,563	+ 13.3%	7,634	8,043	+ 5.4%
Pending Sales		1,092	1,195	+ 9.4%	6,111	6,309	+ 3.2%
Closed Sales		999	935	- 6.4%	5,133	5,111	- 0.4%
Days on Market Until Sale		17	18	+ 5.9%	24	27	+ 12.5%
Median Sales Price		\$279,242	\$285,000	+ 2.1%	\$240,000	\$255,000	+ 6.3%
Average Sales Price		\$318,137	\$335,623	+ 5.5%	\$281,068	\$301,229	+ 7.2%
Percent of List Price Received		107.2%	106.4%	- 0.7%	104.5%	104.1%	- 0.4%
Housing Affordability Index		139	137	- 1.4%	162	153	- 5.6%
Inventory of Homes for Sale		1,536	1,791	+ 16.6%	—	—	—
Months Supply of Inventory		1.8	2.0	+ 11.1%	—	—	—

New Listings

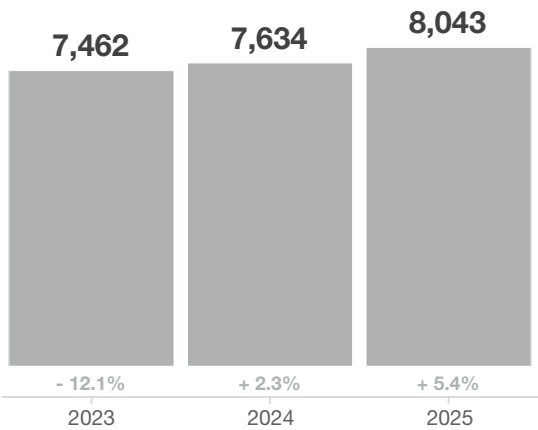
A count of the properties that have been newly listed on the market in a given month.



July

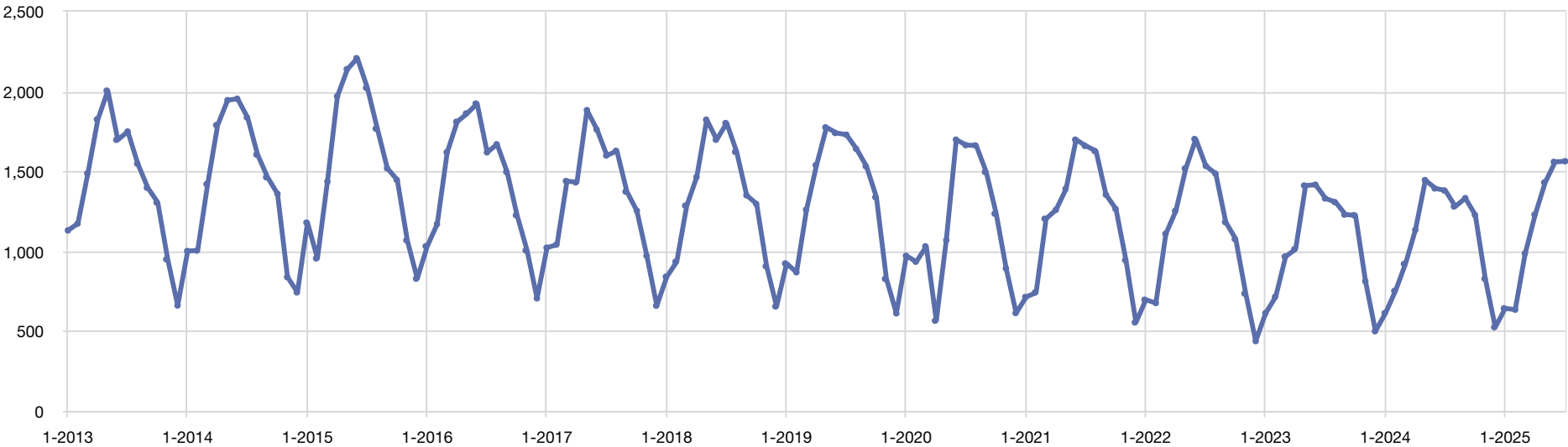


Year to Date



New Listings		Prior Year	Percent Change
August 2024	1,280	1,307	- 2.1%
September 2024	1,332	1,229	+ 8.4%
October 2024	1,227	1,225	+ 0.2%
November 2024	828	812	+ 2.0%
December 2024	524	499	+ 5.0%
January 2025	642	612	+ 4.9%
February 2025	634	751	- 15.6%
March 2025	986	920	+ 7.2%
April 2025	1,229	1,133	+ 8.5%
May 2025	1,430	1,445	- 1.0%
June 2025	1,559	1,393	+ 11.9%
July 2025	1,563	1,380	+ 13.3%
12-Month Avg	1,103	1,059	+ 4.2%

Historical New Listings by Month

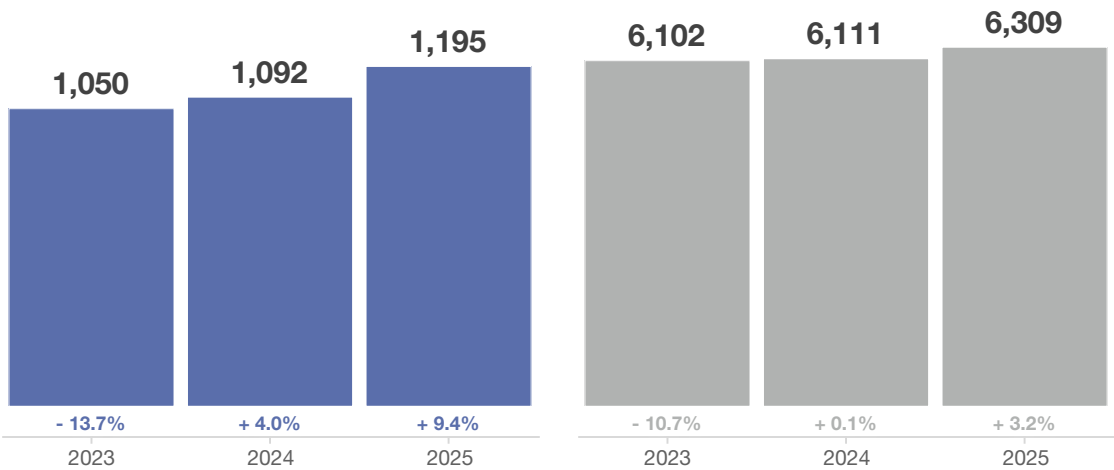


Pending Sales

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

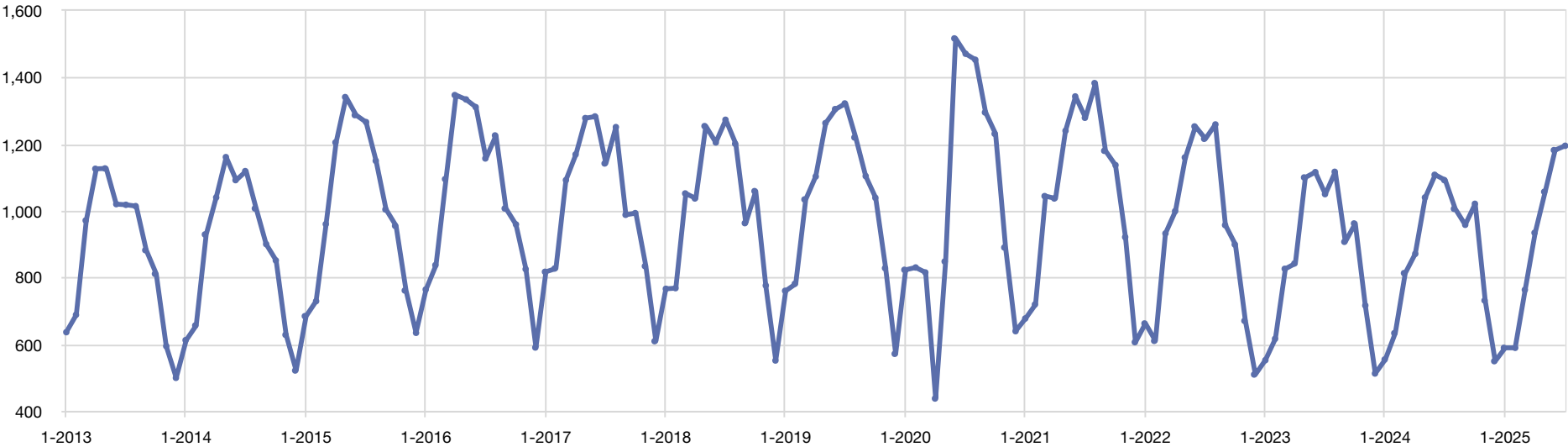


July



Pending Sales		Prior Year	Percent Change
August 2024	1,006	1,117	- 9.9%
September 2024	958	907	+ 5.6%
October 2024	1,021	962	+ 6.1%
November 2024	731	716	+ 2.1%
December 2024	549	512	+ 7.2%
January 2025	589	554	+ 6.3%
February 2025	589	633	- 7.0%
March 2025	763	813	- 6.2%
April 2025	934	871	+ 7.2%
May 2025	1,057	1,040	+ 1.6%
June 2025	1,182	1,108	+ 6.7%
July 2025	1,195	1,092	+ 9.4%
12-Month Avg	881	860	+ 2.4%

Historical Pending Sales by Month

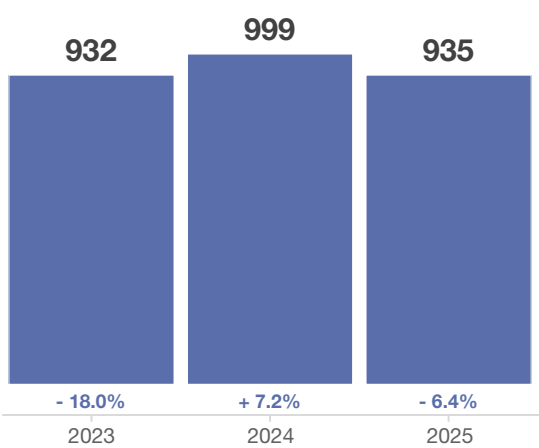


Closed Sales

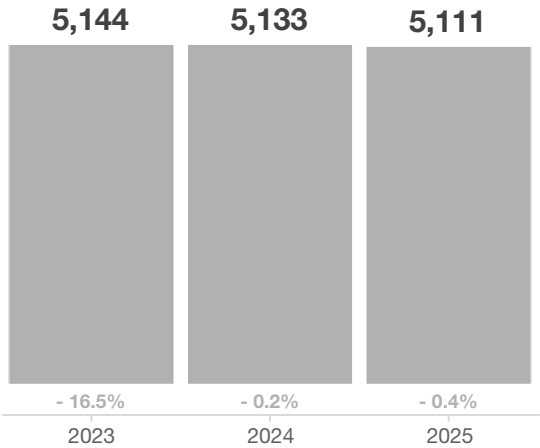
A count of the actual sales that closed in a given month.



July

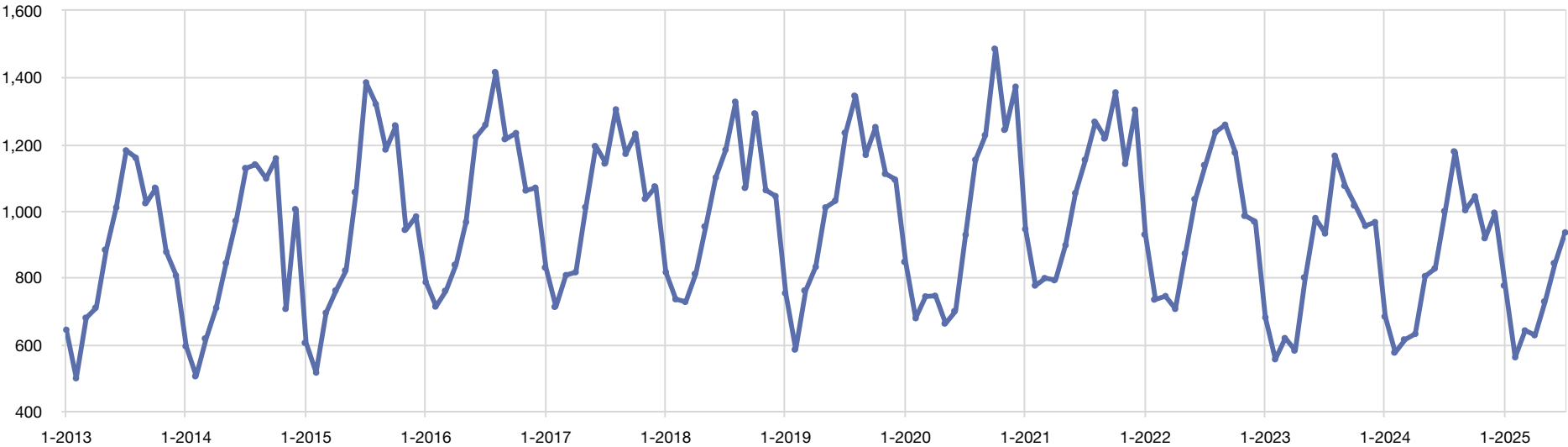


Year to Date



Closed Sales		Prior Year	Percent Change
August 2024	1,178	1,165	+ 1.1%
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	627	631	- 0.6%
May 2025	728	804	- 9.5%
June 2025	843	827	+ 1.9%
July 2025	935	999	- 6.4%
12-Month Avg	854	859	- 0.6%

Historical Closed Sales by Month

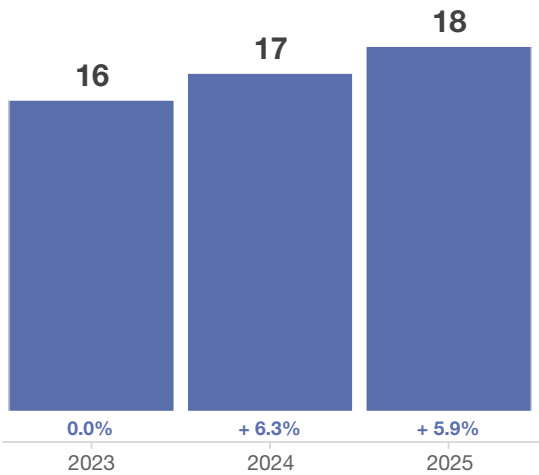


Days on Market Until Sale

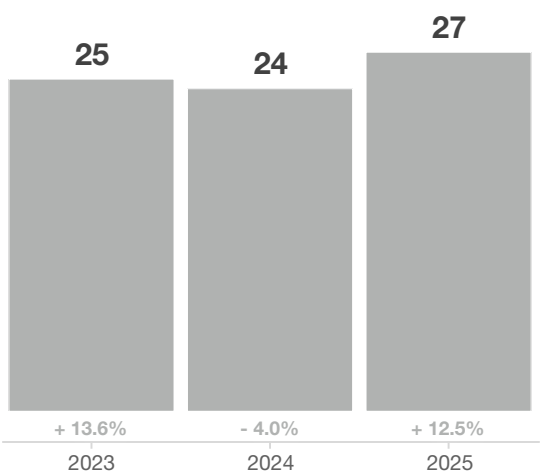
Average number of days between when a property is listed and when an offer is accepted in a given month.



July



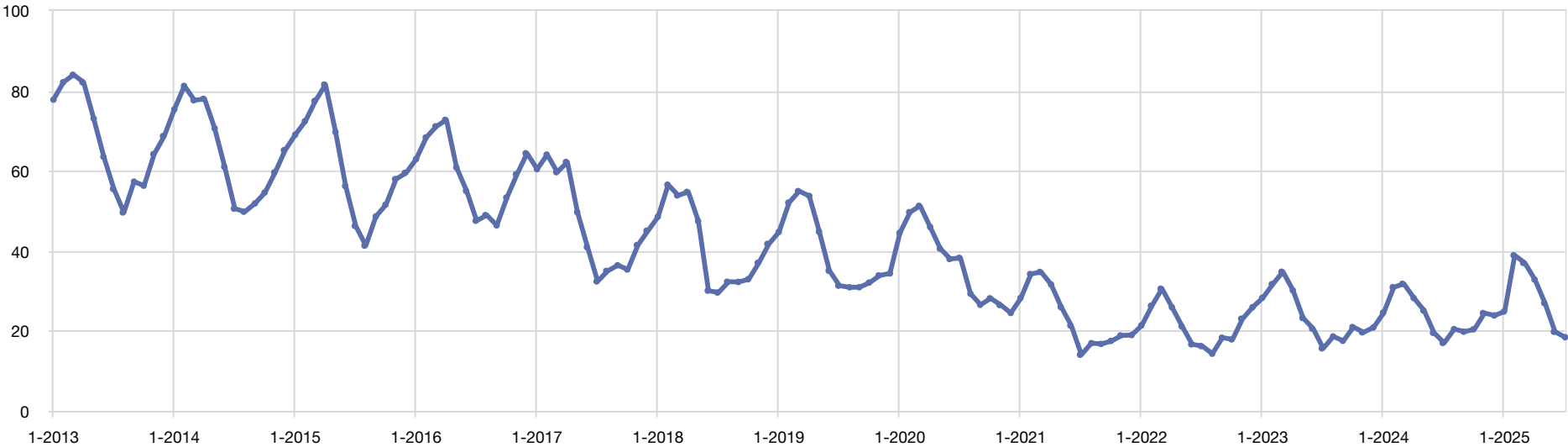
Year to Date



Days on Market		Prior Year	Percent Change
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%
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	18	17	+ 5.9%
12-Month Avg*	24	22	+ 11.5%

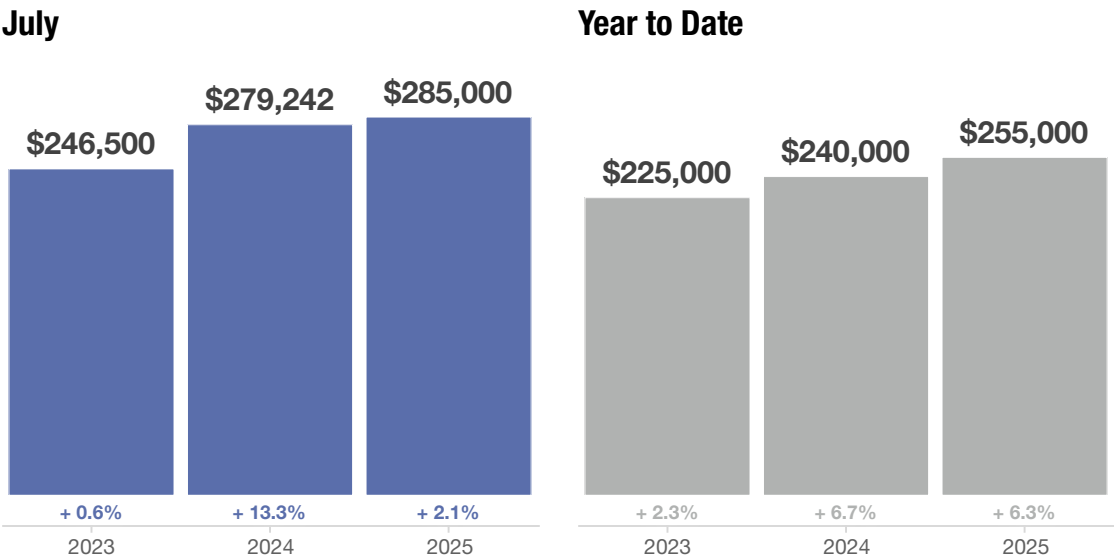
* Days on Market for all properties from August 2024 through July 2025. This is not the average of the individual figures above.

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.

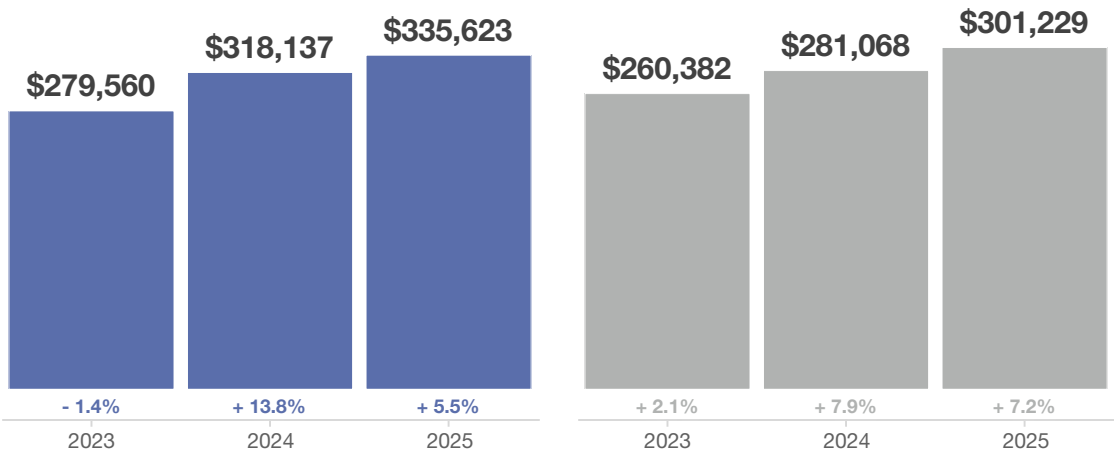


Average Sales Price

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



July



Avg. Sales Price	Prior Year	Percent Change
August 2024	\$319,972	\$292,418 + 9.4%
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	\$288,946	\$278,922 + 3.6%
May 2025	\$303,996	\$287,754 + 5.6%
June 2025	\$324,409	\$298,249 + 8.8%
July 2025	\$335,623	\$318,137 + 5.5%
12-Month Avg*	\$301,486	\$282,026 + 6.9%

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

Historical Average Sales Price by Month

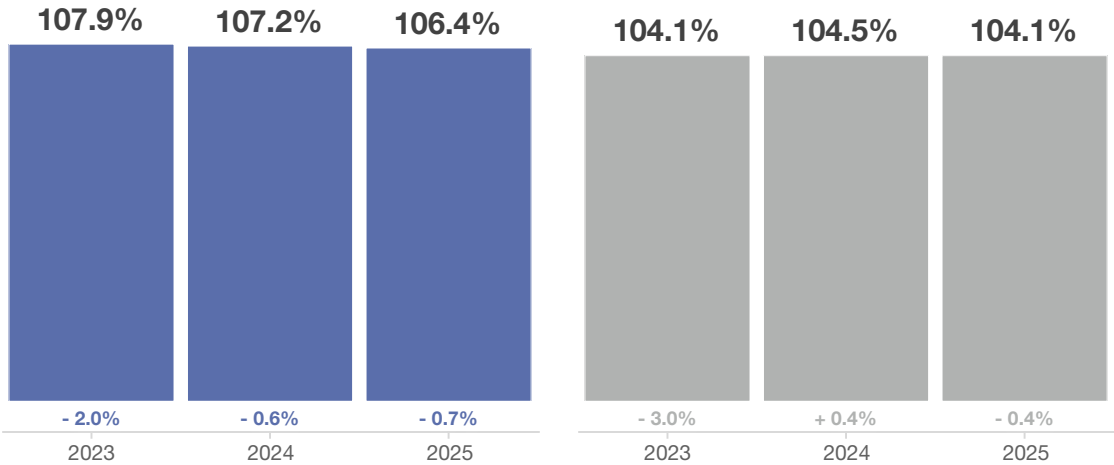


Percent of List Price Received

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.



July



	Pct. of List Price Received	Prior Year	Percent Change
August 2024	105.8%	106.3%	- 0.5%
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	106.4%	107.2%	- 0.7%
12-Month Avg*	104.3%	104.8%	- 0.5%

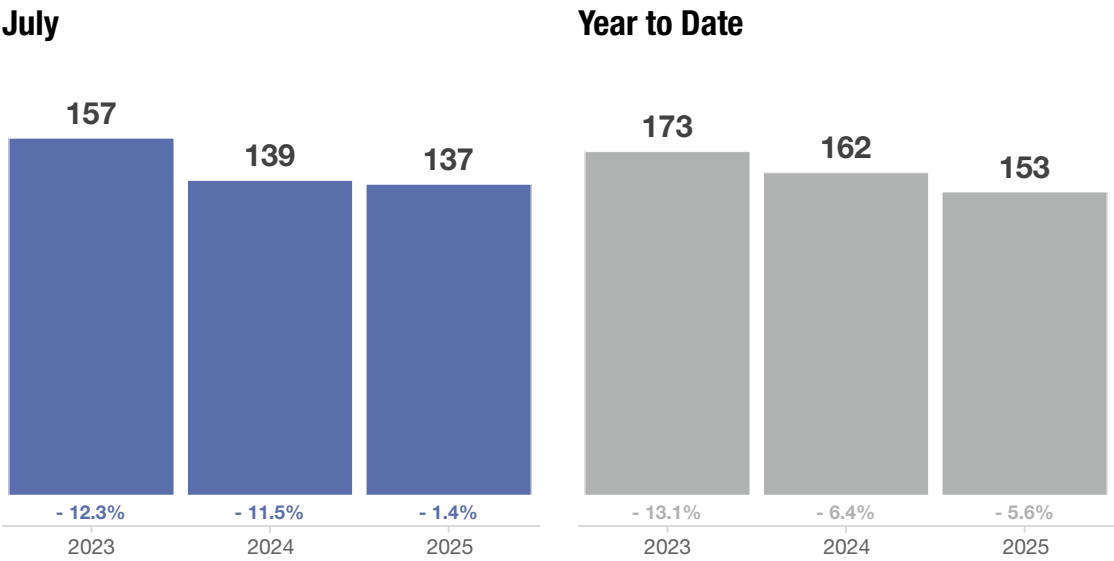
* Pct. of List Price Received for all properties from August 2024 through July 2025. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



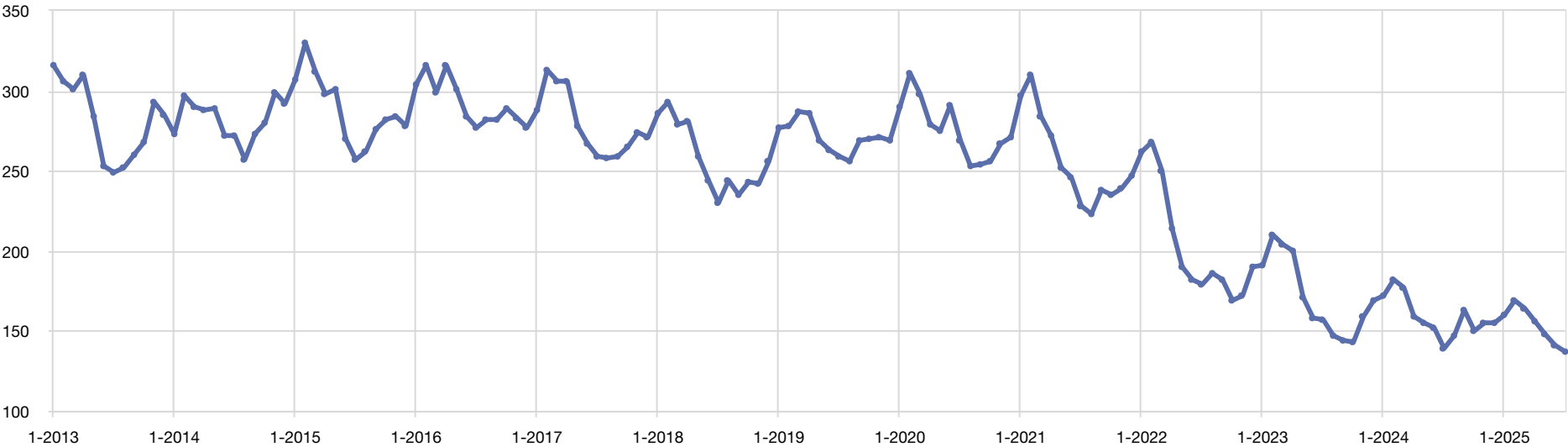
Housing Affordability Index

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.



Affordability Index		Prior Year	Percent Change
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	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%
12-Month Avg	154	158	- 2.5%

Historical Housing Affordability Index by Month

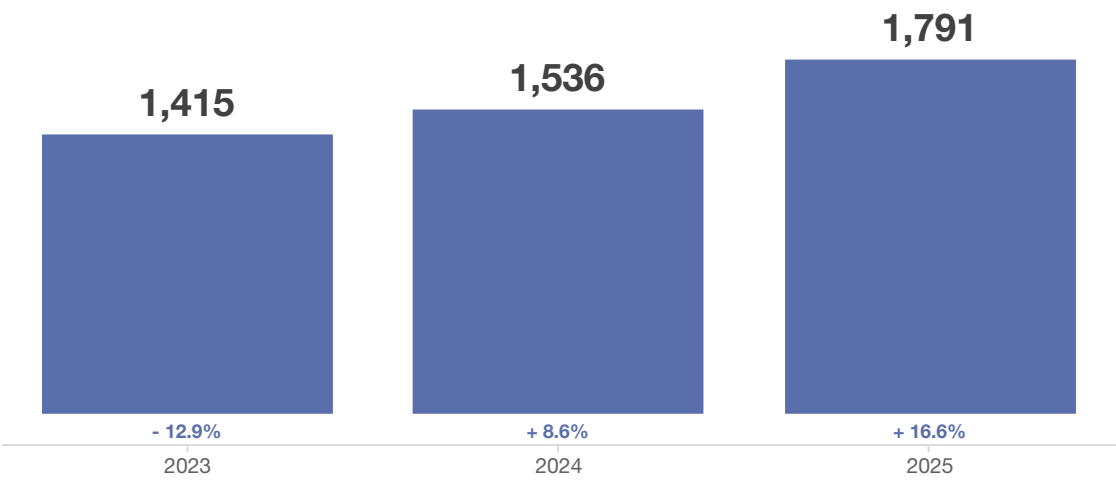


Inventory of Homes for Sale

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

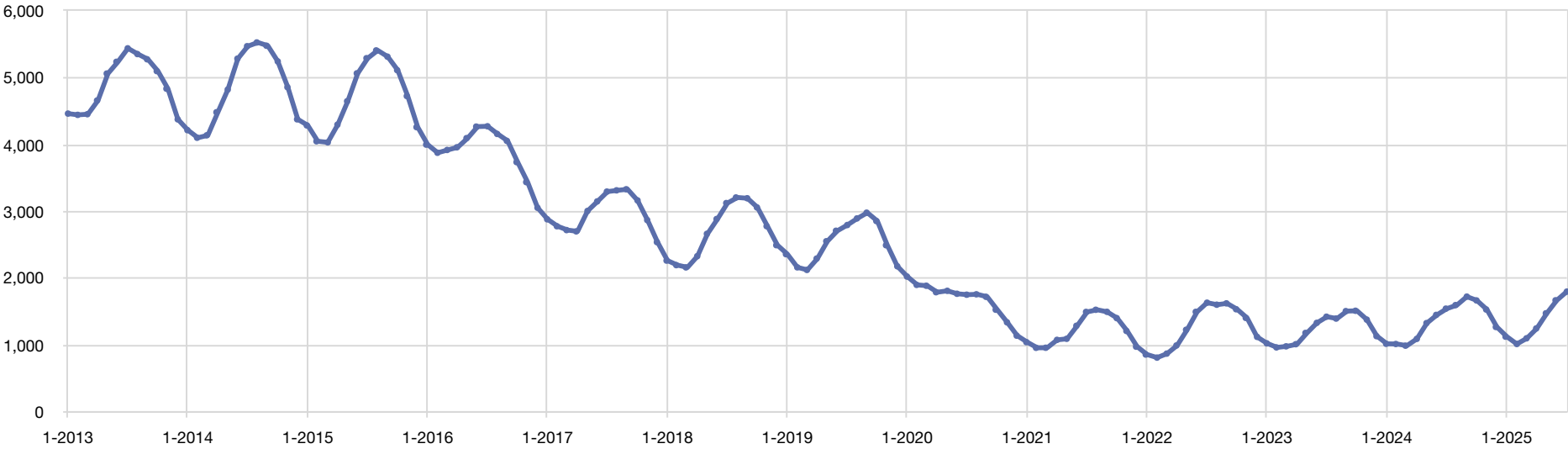


July



Homes for Sale		Prior Year	Percent Change
August 2024	1,589	1,387	+ 14.6%
September 2024	1,716	1,499	+ 14.5%
October 2024	1,659	1,504	+ 10.3%
November 2024	1,523	1,371	+ 11.1%
December 2024	1,261	1,124	+ 12.2%
January 2025	1,116	1,009	+ 10.6%
February 2025	1,006	1,006	0.0%
March 2025	1,091	981	+ 11.2%
April 2025	1,239	1,083	+ 14.4%
May 2025	1,466	1,319	+ 11.1%
June 2025	1,661	1,442	+ 15.2%
July 2025	1,791	1,536	+ 16.6%
12-Month Avg	1,427	1,272	+ 12.2%

Historical Inventory of Homes for Sale by Month

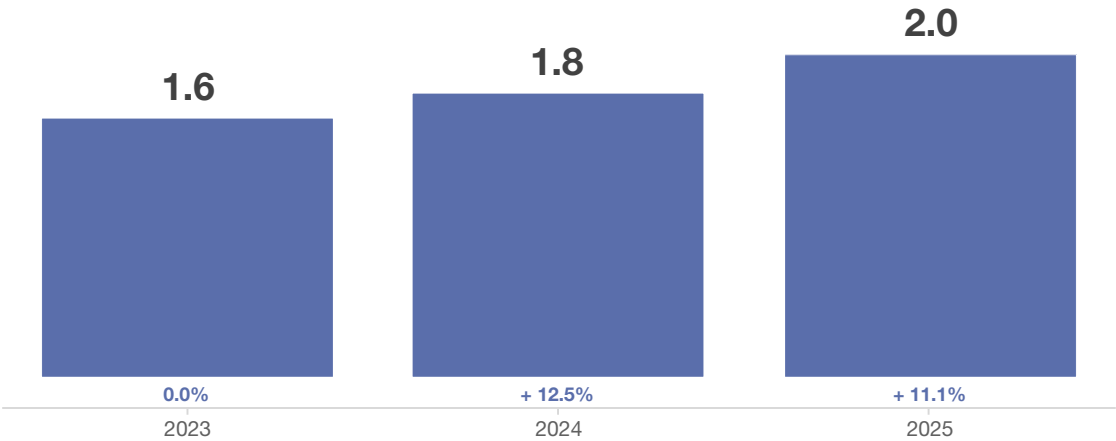


Months Supply of Inventory

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.



July



Months Supply		Prior Year	Percent Change
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	1.5	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%
12-Month Avg*	1.7	1.5	+ 11.3%

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

Historical Months Supply of Inventory by Month

