

Monthly Indicators



June 2025

U.S. existing-home sales edged up 0.8% month-over-month to a seasonally adjusted annual rate of 4.03 million units, exceeding economists' expectations, although sales were down 0.7% year-over-year, according to the National Association of REALTORS® (NAR). On a monthly basis, sales increased in the Midwest, Northeast, and South but decreased in the West.

New Listings increased 12.0 percent to 1,560. Pending Sales increased 4.7 percent to 1,161. Inventory increased 15.0 percent to 1,658.

Median Sales Price increased 9.8 percent from \$255,000 to \$280,000. Days on Market increased 5.3 percent to 20. Months Supply of Inventory increased 11.8 percent to 1.9.

Heading into June, there were 1.54 million units for sale across the country, a 6.2% increase from the previous month and a 20.3% improvement over the same period last year, representing a 4.6-month supply at the current sales pace, according to NAR. Despite the additional supply, home prices have continued to rise nationwide, albeit at a slower pace than during the pandemic, climbing 1.3% year-over-year to \$422,800 as of last measure.

Activity Snapshot

- 9.5%	+ 9.8%	+ 15.0%
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	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

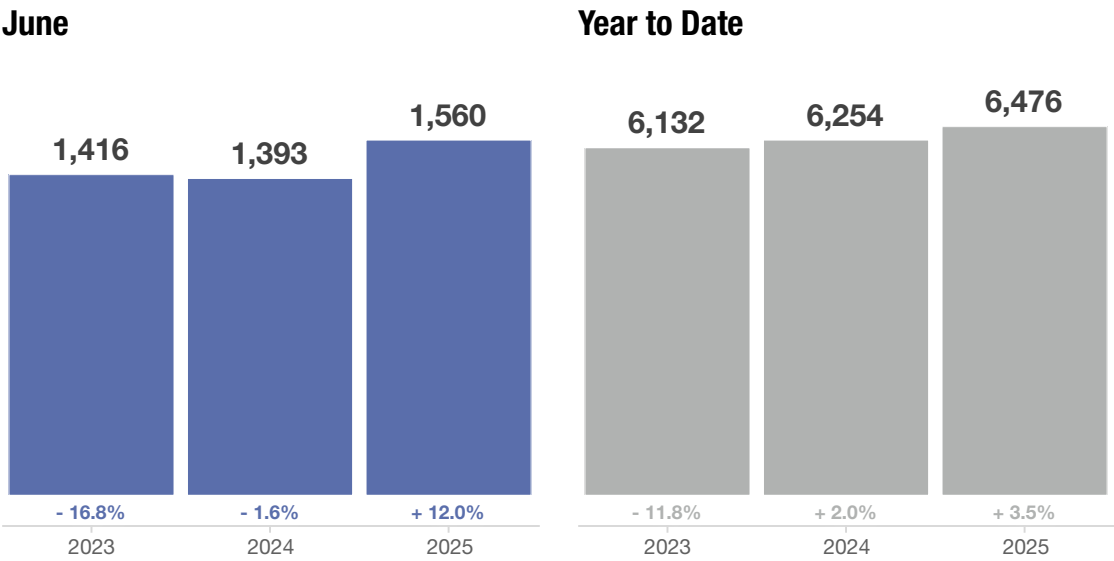
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	6-2024	6-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		1,393	1,560	+ 12.0%	6,254	6,476	+ 3.5%
Pending Sales		1,109	1,161	+ 4.7%	5,020	5,117	+ 1.9%
Closed Sales		828	749	- 9.5%	4,135	4,074	- 1.5%
Days on Market Until Sale		19	20	+ 5.3%	26	29	+ 11.5%
Median Sales Price		\$255,000	\$280,000	+ 9.8%	\$234,000	\$250,000	+ 6.8%
Average Sales Price		\$298,194	\$326,660	+ 9.5%	\$272,106	\$293,375	+ 7.8%
Percent of List Price Received		107.0%	106.6%	- 0.4%	103.8%	103.6%	- 0.2%
Housing Affordability Index		152	139	- 8.6%	165	156	- 5.5%
Inventory of Homes for Sale		1,442	1,658	+ 15.0%	—	—	—
Months Supply of Inventory		1.7	1.9	+ 11.8%	—	—	—

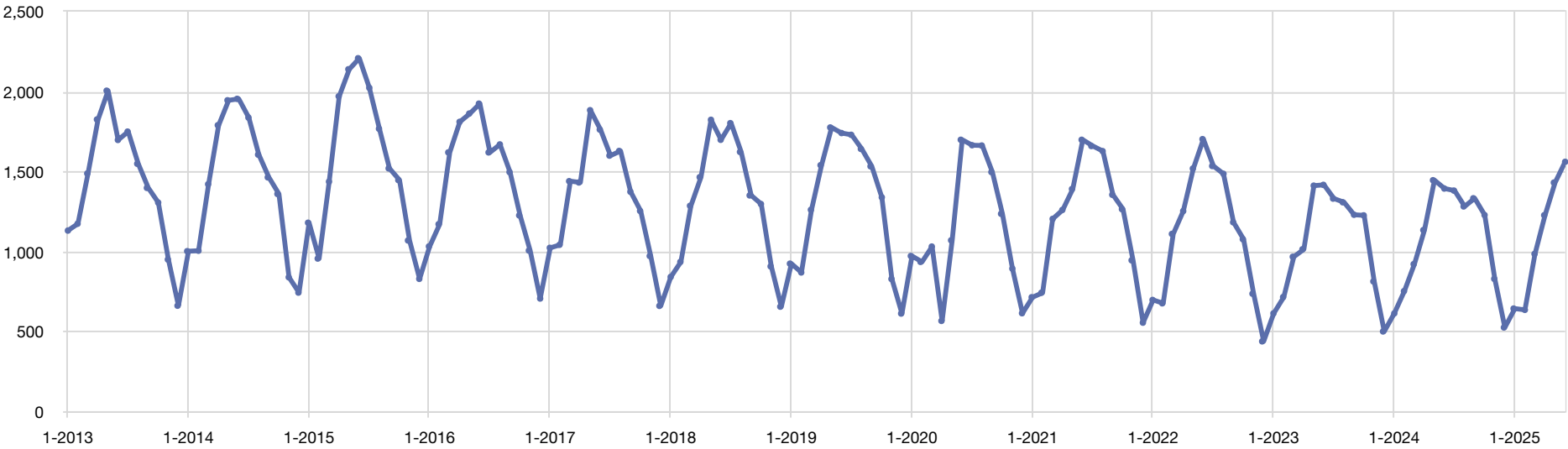
New Listings

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



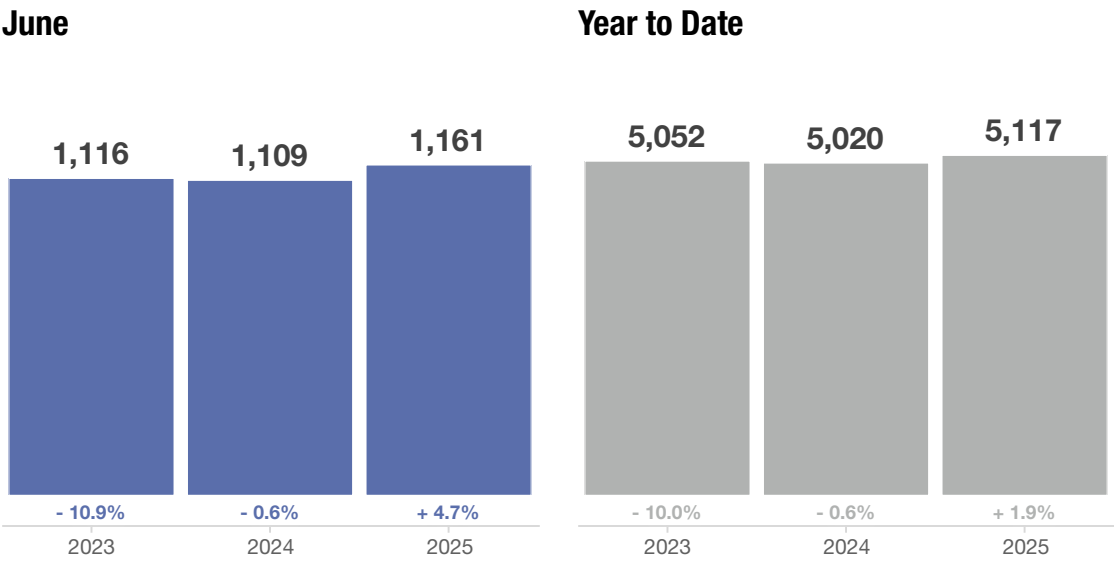
	New Listings	Prior Year	Percent Change
July 2024	1,380	1,330	+ 3.8%
August 2024	1,281	1,307	- 2.0%
September 2024	1,332	1,229	+ 8.4%
October 2024	1,227	1,225	+ 0.2%
November 2024	828	812	+ 2.0%
December 2024	524	499	+ 5.0%
January 2025	642	612	+ 4.9%
February 2025	634	751	- 15.6%
March 2025	984	920	+ 7.0%
April 2025	1,226	1,133	+ 8.2%
May 2025	1,430	1,445	- 1.0%
June 2025	1,560	1,393	+ 12.0%
12-Month Avg	1,087	1,055	+ 3.0%

Historical New Listings by Month



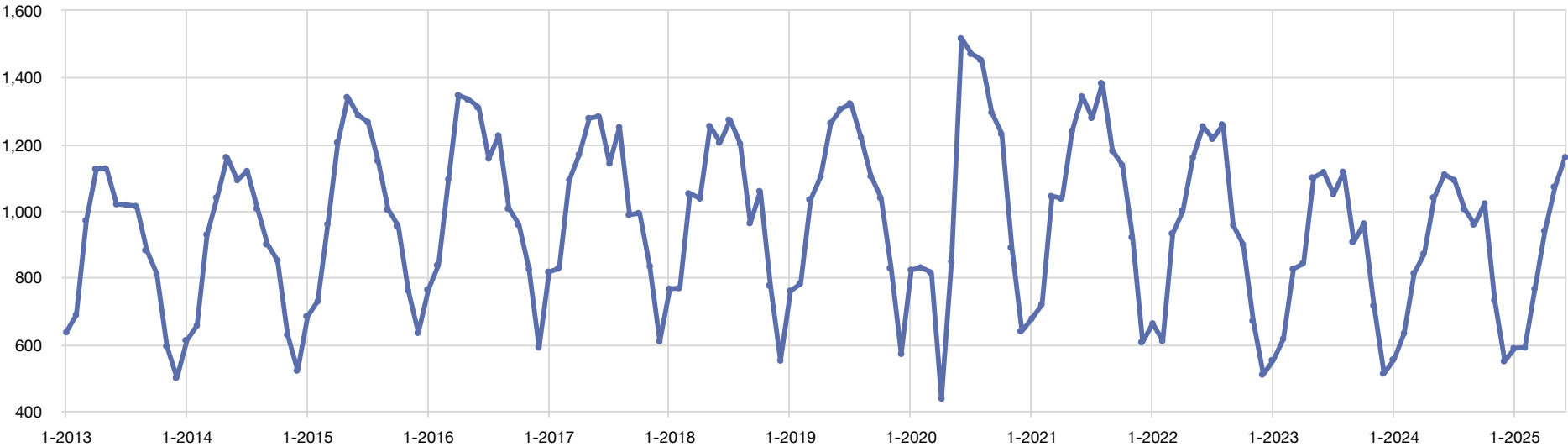
Pending Sales

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



Pending Sales		Prior Year	Percent Change
July 2024	1,092	1,050	+ 4.0%
August 2024	1,006	1,117	- 9.9%
September 2024	959	907	+ 5.7%
October 2024	1,022	962	+ 6.2%
November 2024	732	716	+ 2.2%
December 2024	549	512	+ 7.2%
January 2025	588	554	+ 6.1%
February 2025	590	633	- 6.8%
March 2025	766	813	- 5.8%
April 2025	940	871	+ 7.9%
May 2025	1,072	1,040	+ 3.1%
June 2025	1,161	1,109	+ 4.7%
12-Month Avg	873	857	+ 1.9%

Historical Pending Sales by Month

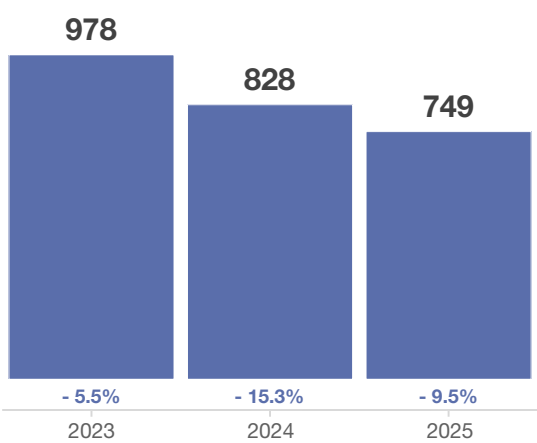


Closed Sales

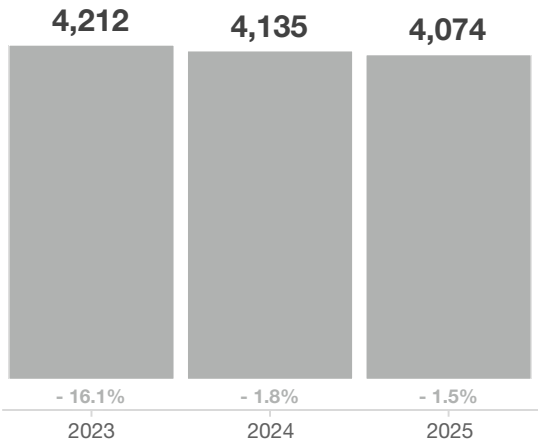
A count of the actual sales that closed in a given month.



June

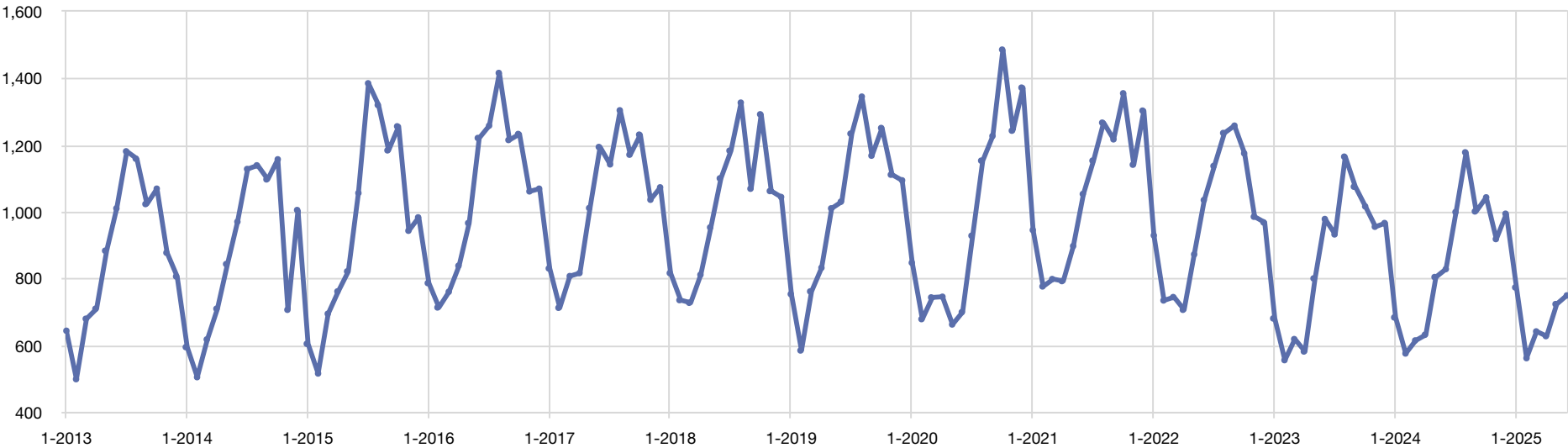


Year to Date



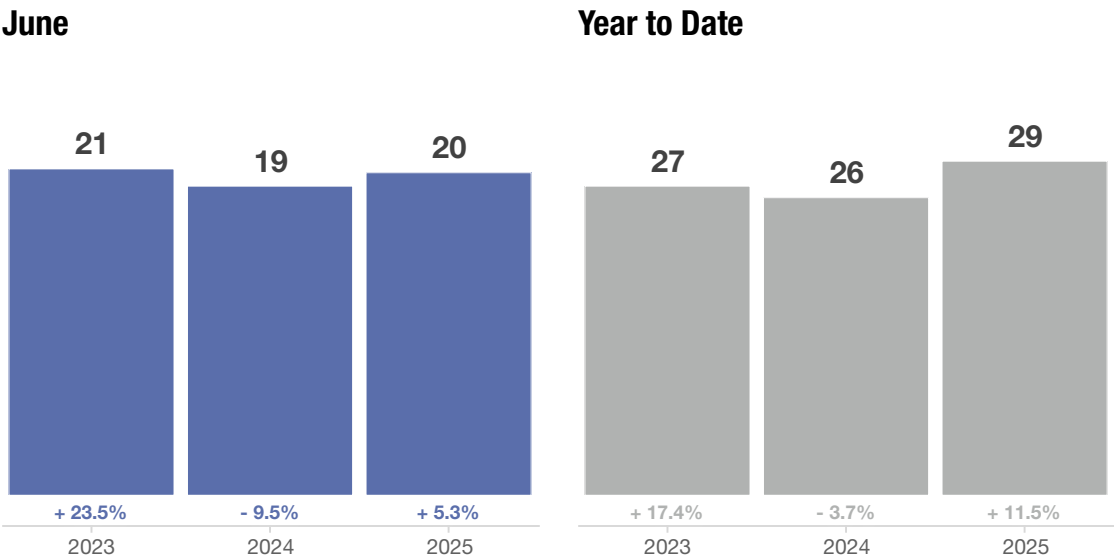
Closed Sales		Prior Year	Percent Change
July 2024	999	932	+ 7.2%
August 2024	1,178	1,165	+ 1.1%
September 2024	1,001	1,075	- 6.9%
October 2024	1,043	1,016	+ 2.7%
November 2024	918	955	- 3.9%
December 2024	994	966	+ 2.9%
January 2025	773	683	+ 13.2%
February 2025	561	575	- 2.4%
March 2025	641	614	+ 4.4%
April 2025	627	631	- 0.6%
May 2025	723	804	- 10.1%
June 2025	749	828	- 9.5%
12-Month Avg	851	854	- 0.4%

Historical Closed Sales by Month



Days on Market Until Sale

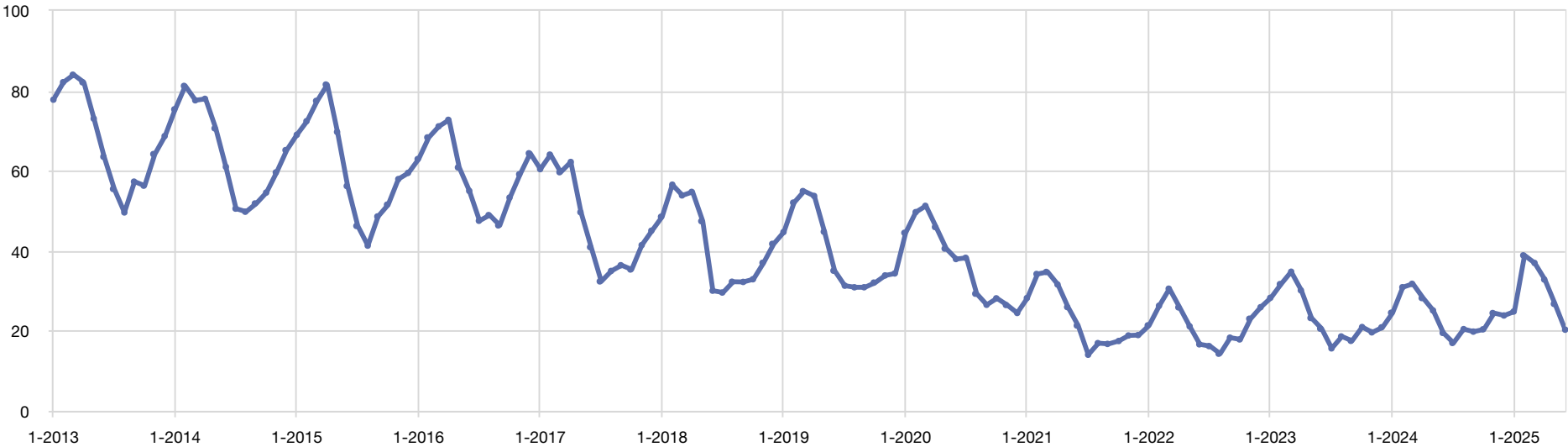
Average number of days between when a property is listed and when an offer is accepted in a given month.



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

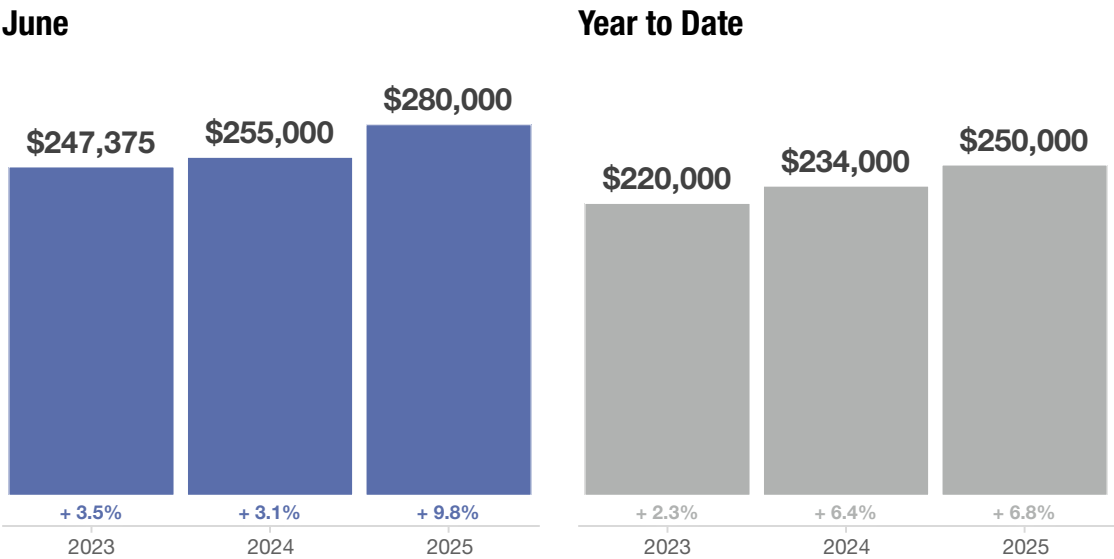
* Days on Market for all properties from July 2024 through June 2025. This is not the average of the individual figures above.

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
July 2024	\$279,242	\$246,500	+ 13.3%
August 2024	\$275,000	\$255,000	+ 7.8%
September 2024	\$253,750	\$258,000	- 1.6%
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	\$248,250	\$236,500	+ 5.0%
May 2025	\$260,000	\$245,110	+ 6.1%
June 2025	\$280,000	\$255,000	+ 9.8%
12-Month Avg*	\$257,000	\$240,000	+ 7.1%

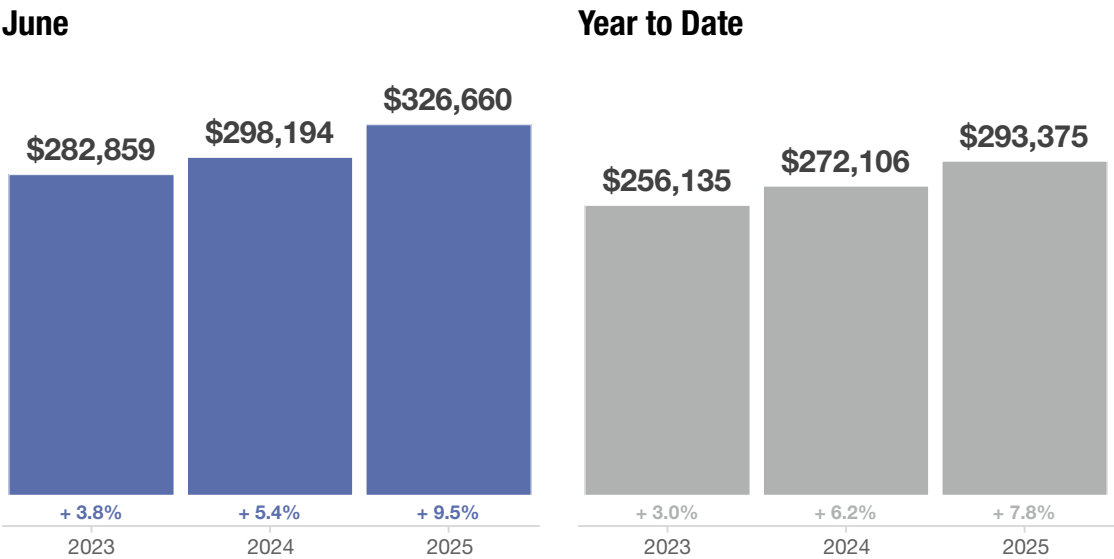
* Median Sales Price for all properties from July 2024 through June 2025. This is not the average of the individual figures above.

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.



	Avg. Sales Price	Prior Year	Percent Change
July 2024	\$318,137	\$279,560	+ 13.8%
August 2024	\$319,972	\$292,418	+ 9.4%
September 2024	\$295,601	\$294,253	+ 0.5%
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	\$274,222	\$264,816	+ 3.6%
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	\$304,439	\$287,754	+ 5.8%
June 2025	\$326,660	\$298,194	+ 9.5%
12-Month Avg*	\$300,011	\$278,280	+ 7.8%

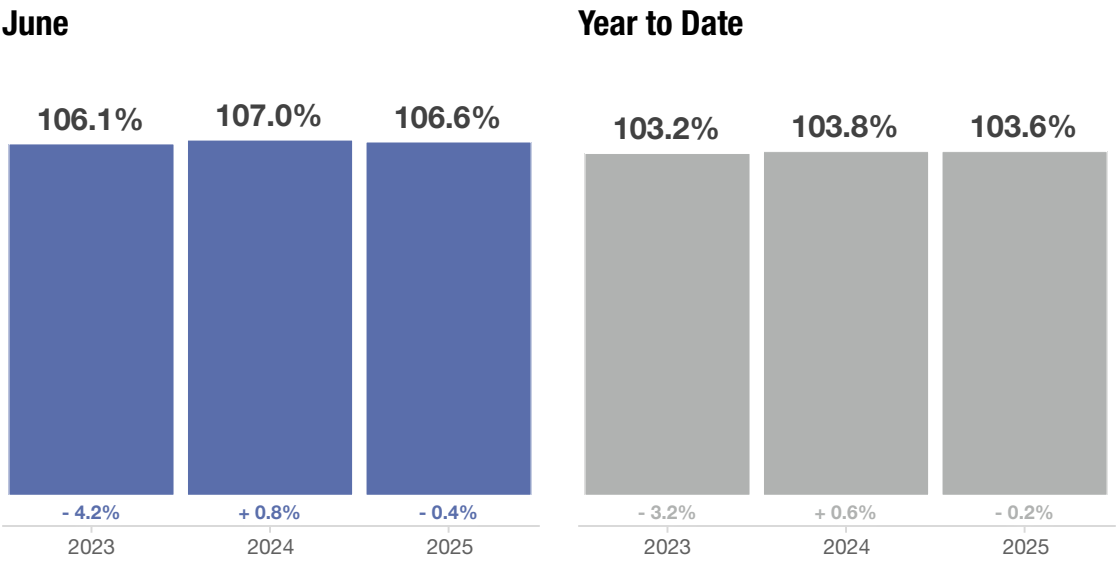
* Avg. Sales Price for all properties from July 2024 through June 2025. This is not the average of the individual figures above.

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.



	Pct. of List Price Received	Prior Year	Percent Change
July 2024	107.2%	107.9%	- 0.6%
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	106.6%	107.0%	- 0.4%
12-Month Avg*	104.4%	104.9%	- 0.5%

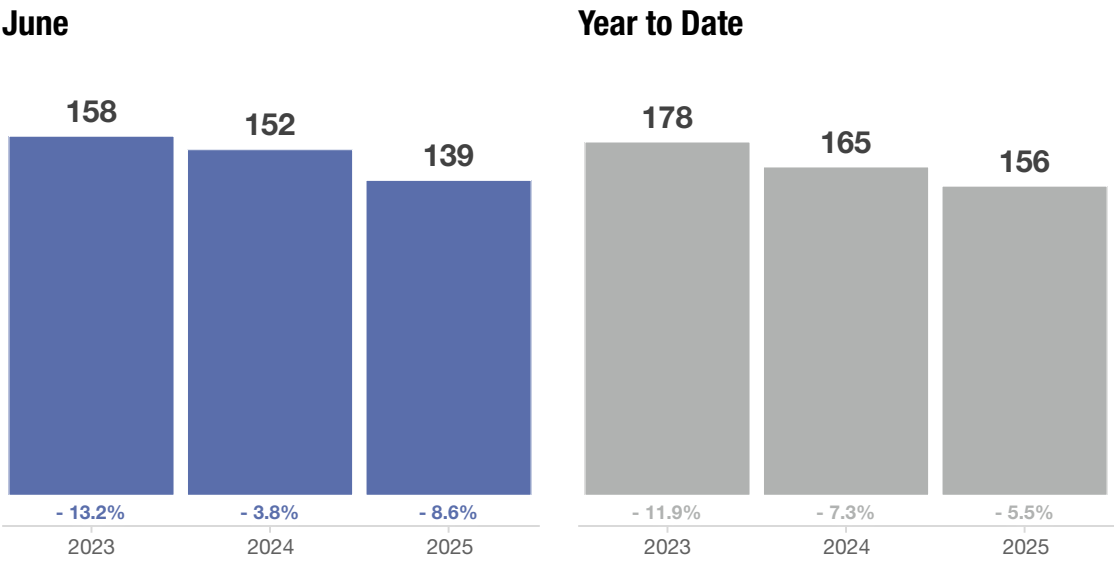
* Pct. of List Price Received for all properties from July 2024 through June 2025. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



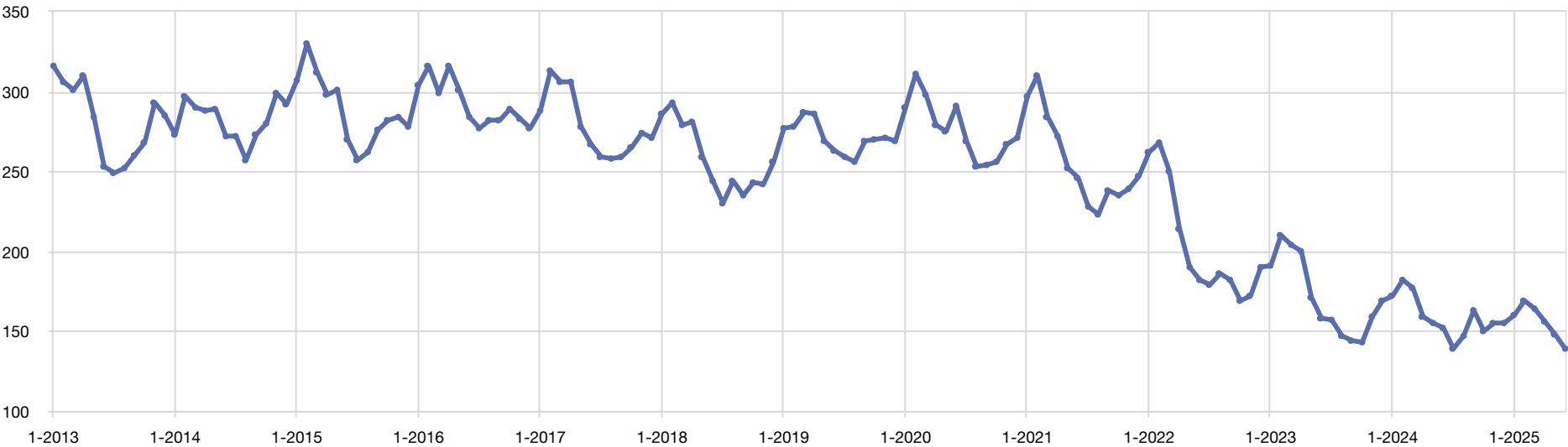
Housing Affordability Index

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
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	169	182	- 7.1%
March 2025	164	177	- 7.3%
April 2025	156	159	- 1.9%
May 2025	148	155	- 4.5%
June 2025	139	152	- 8.6%
12-Month Avg	154	160	- 3.8%

Historical Housing Affordability Index by Month

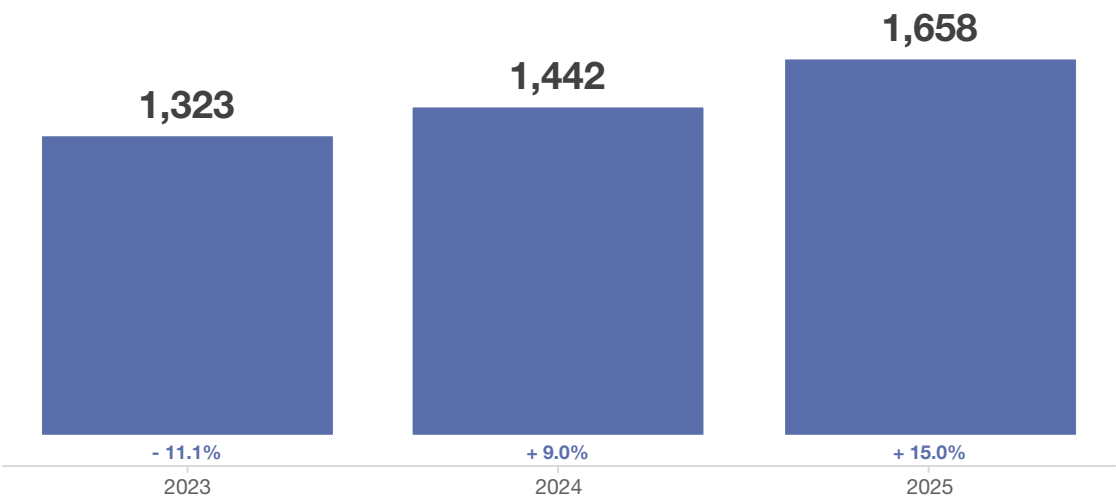


Inventory of Homes for Sale

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

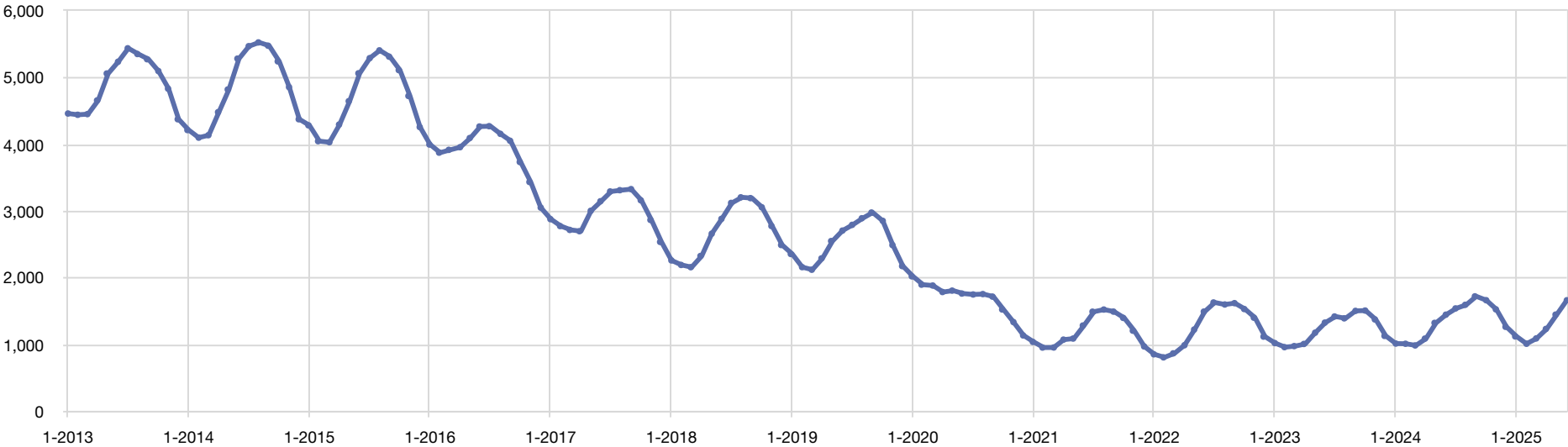


June



Homes for Sale		Prior Year	Percent Change
July 2024	1,536	1,415	+ 8.6%
August 2024	1,590	1,387	+ 14.6%
September 2024	1,717	1,499	+ 14.5%
October 2024	1,659	1,504	+ 10.3%
November 2024	1,522	1,371	+ 11.0%
December 2024	1,260	1,124	+ 12.1%
January 2025	1,116	1,009	+ 10.6%
February 2025	1,006	1,006	0.0%
March 2025	1,086	981	+ 10.7%
April 2025	1,228	1,083	+ 13.4%
May 2025	1,443	1,319	+ 9.4%
June 2025	1,658	1,442	+ 15.0%
12-Month Avg	1,402	1,262	+ 11.1%

Historical Inventory of Homes for Sale by Month

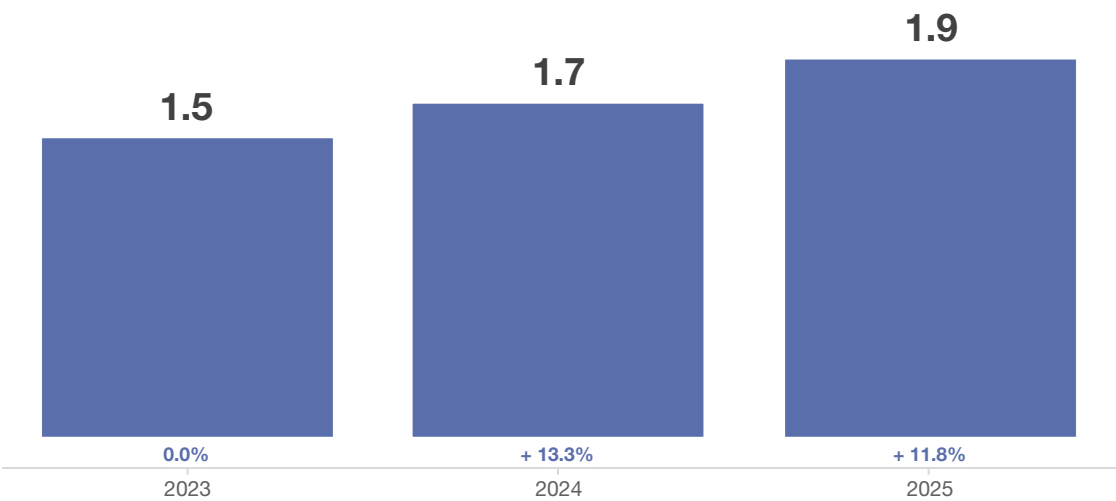


Months Supply of Inventory

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.



June



Months Supply		Prior Year	Percent Change
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	1.5	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%
12-Month Avg*	1.6	1.5	+ 10.6%

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

Historical Months Supply of Inventory by Month

