

# Monthly Indicators



## May 2025

U.S. existing-home sales dipped 0.5% month-over-month and 2.0% year-over-year to a seasonally adjusted annual rate of 4.00 million units, according to the National Association of REALTORS® (NAR). Sales increased in the Midwest, decreased in the West and Northeast, and were unchanged in the South. Year-over-year, sales were down in every region except the Northeast.

New Listings were down 0.8 percent to 1,433. Pending Sales increased 1.3 percent to 1,054. Inventory grew 10.1 percent to 1,451 units.

Prices moved higher as the Median Sales Price was up 6.9 percent to \$262,000. Days on Market increased 4.0 percent to 26 days. Months Supply of Inventory was up 13.3 percent to 1.7 months.

There were 1.45 million units actively for sale heading into May, a 9.0% increase from the previous month and a 20.8% improvement from the same time last year, for a 4.4-month supply at the current sales pace, according to NAR. The median existing-home price edged up 1.8% year-over-year to \$414,000 as of last measure, the 22nd consecutive month of annual price increases and a new record high for the month.

## Activity Snapshot

**- 17.9%**      **+ 6.9%**      **+ 10.1%**

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



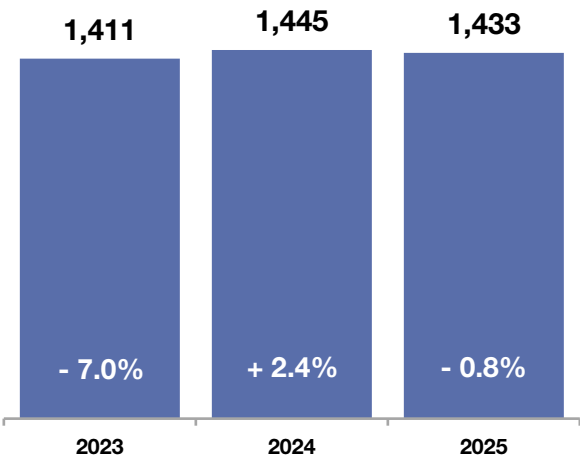
Key Metrics	Historical Sparkbars	5-2024	5-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		1,445	1,433	- 0.8%	4,861	4,919	+ 1.2%
Pending Sales		1,040	1,054	+ 1.3%	3,911	3,960	+ 1.3%
Closed Sales		804	660	- 17.9%	3,307	3,249	- 1.8%
Days on Market		25	26	+ 4.0%	28	31	+ 10.7%
Median Sales Price		\$245,110	\$262,000	+ 6.9%	\$227,950	\$245,000	+ 7.5%
Average Sales Price		\$287,754	\$311,366	+ 8.2%	\$265,551	\$286,959	+ 8.1%
Pct. of List Price Received		105.9%	105.8%	- 0.1%	103.1%	102.8%	- 0.3%
Housing Affordability Index		155	147	- 5.2%	167	157	- 6.0%
Inventory of Homes for Sale		1,318	1,451	+ 10.1%	--	--	--
Months Supply of Inventory		1.5	1.7	+ 13.3%	--	--	--

# New Listings

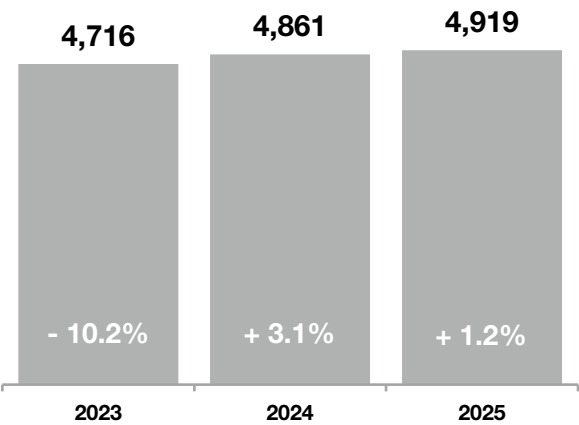
A count of the properties that have been newly listed on the market in a given month.



## May

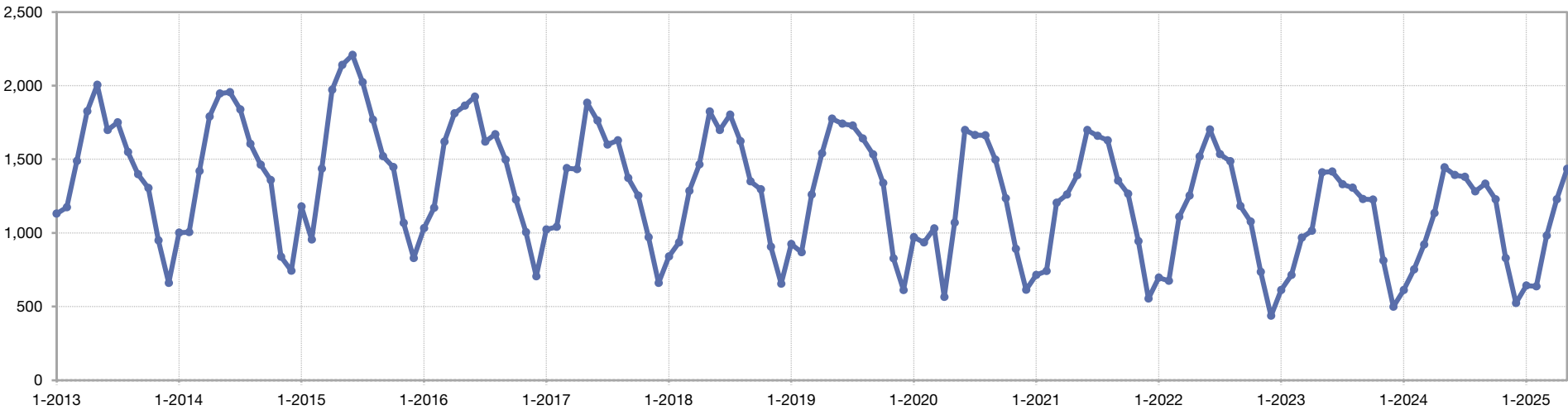


## Year to Date



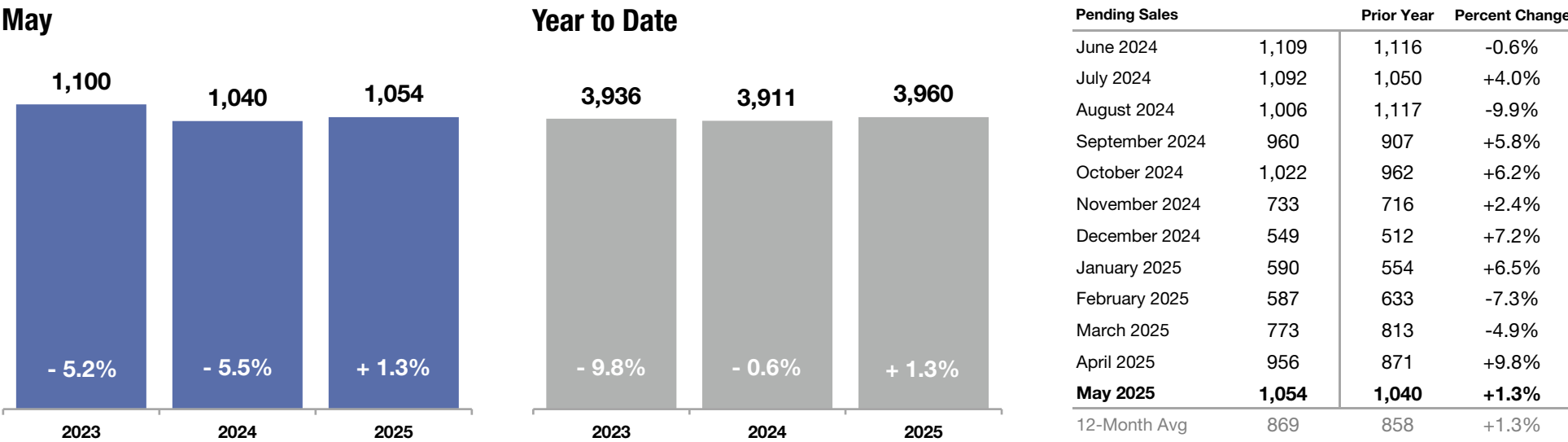
New Listings		Prior Year	Percent Change
June 2024	1,393	1,416	-1.6%
July 2024	1,380	1,330	+3.8%
August 2024	1,281	1,307	-2.0%
September 2024	1,334	1,229	+8.5%
October 2024	1,227	1,225	+0.2%
November 2024	829	812	+2.1%
December 2024	524	499	+5.0%
January 2025	642	612	+4.9%
February 2025	636	751	-15.3%
March 2025	981	920	+6.6%
April 2025	1,227	1,133	+8.3%
May 2025	1,433	1,445	-0.8%
12-Month Avg	1,074	1,057	+1.6%

## Historical New Listings by Month

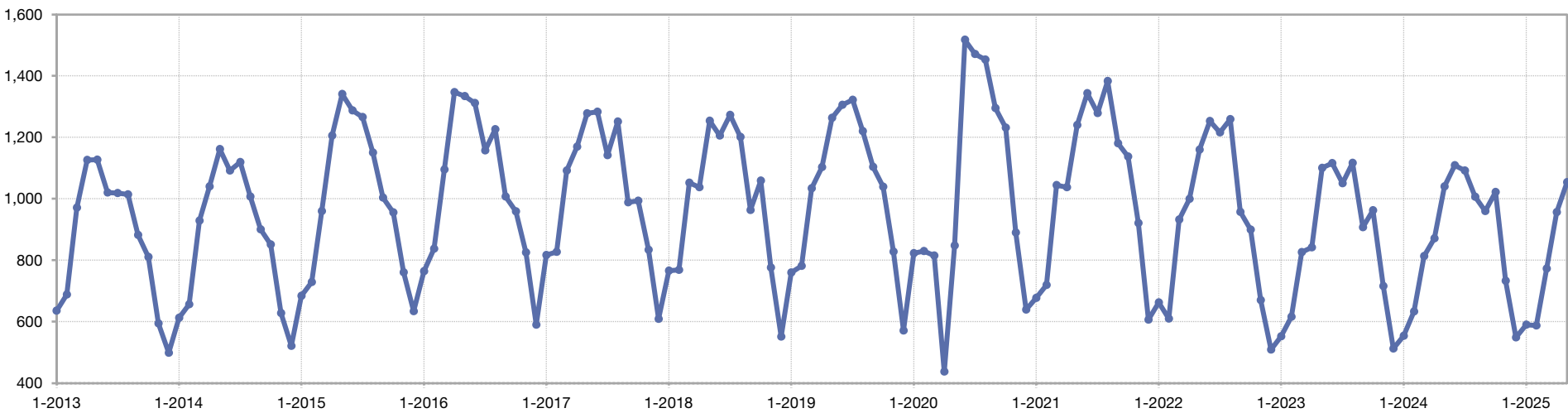


# Pending Sales

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

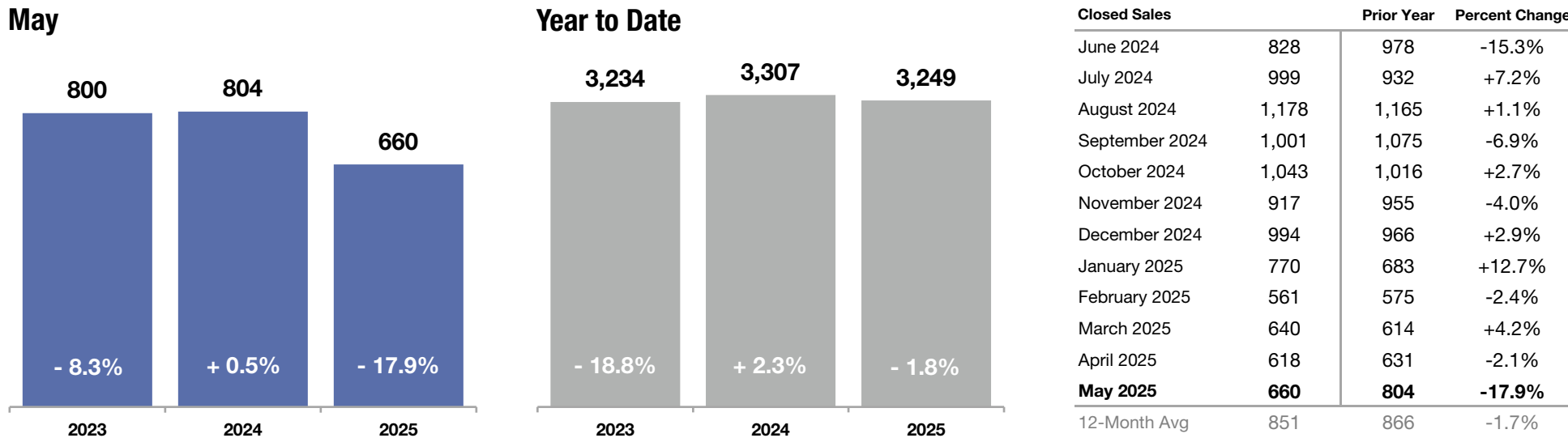


## Historical Pending Sales by Month

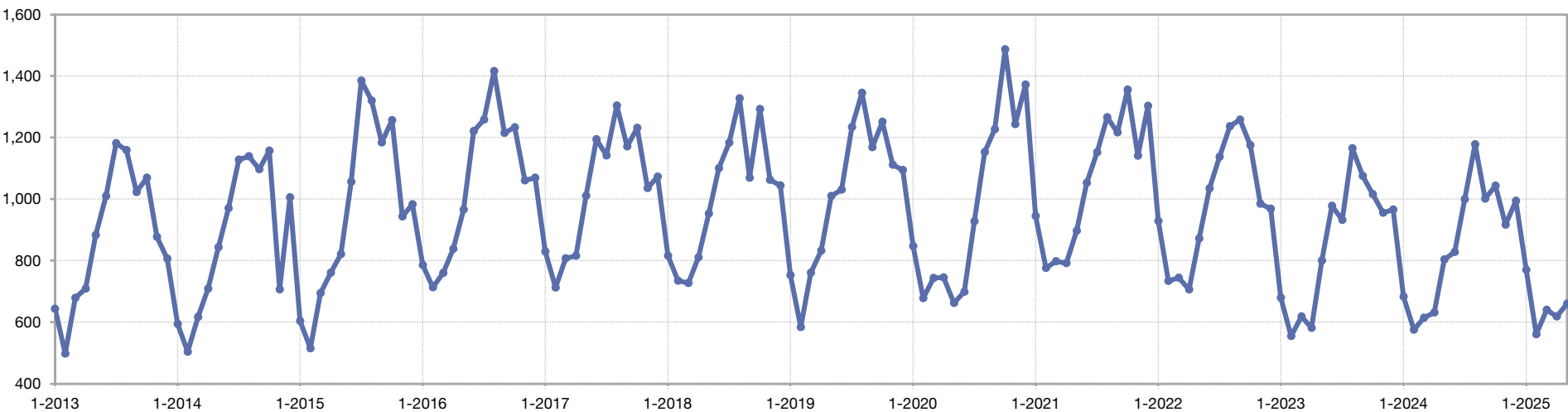


# Closed Sales

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

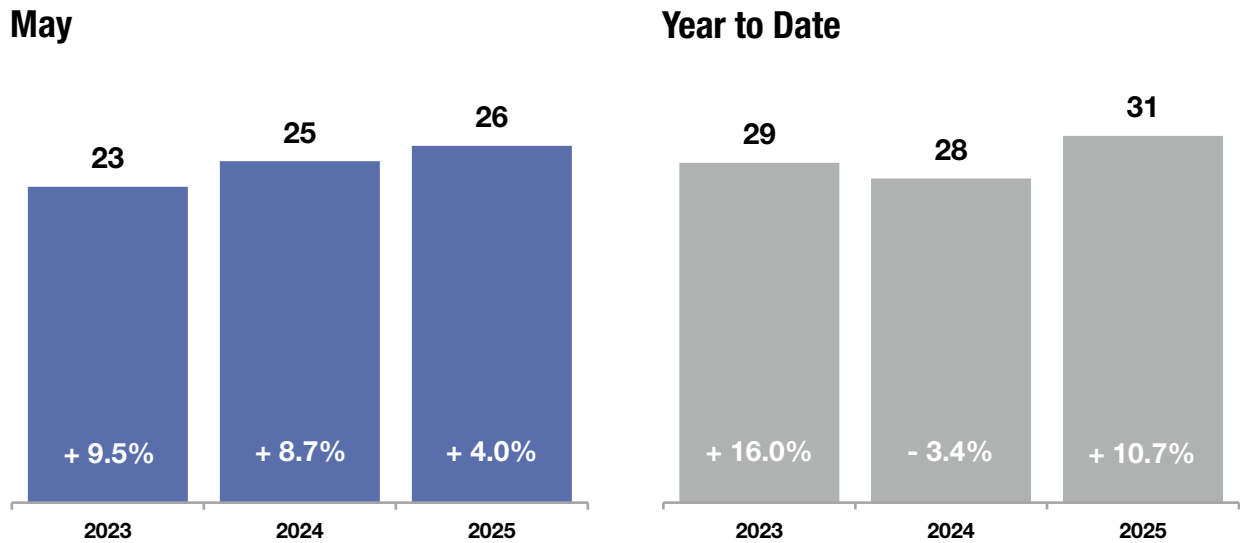


## Historical Closed Sales by Month



# Days on Market Until Sale

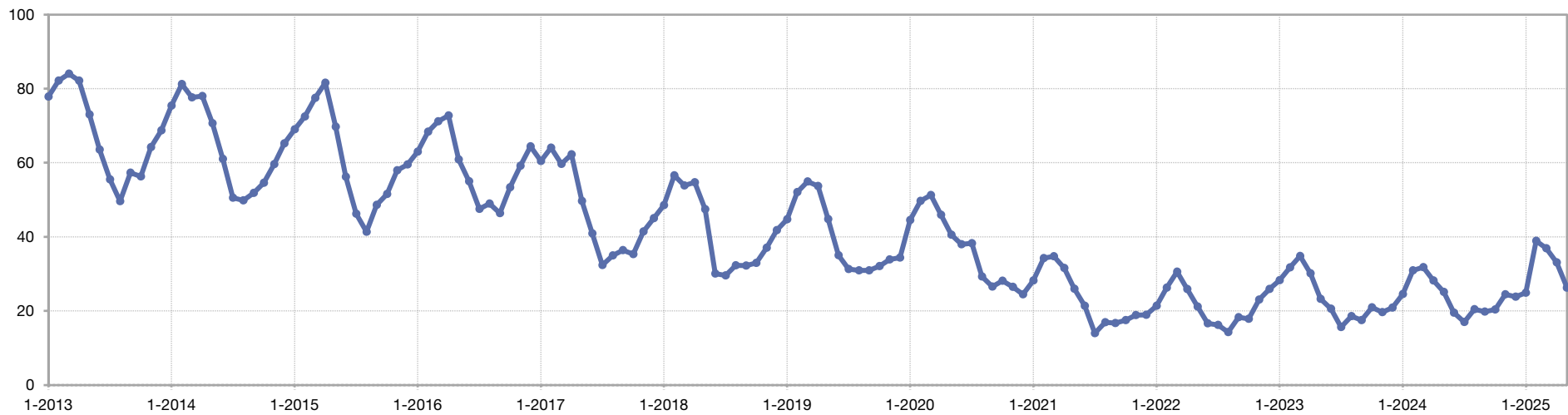
Average number of days between when a property is listed and when an offer is accepted in a given month.



Days on Market		Prior Year	Percent Change
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%
February 2025	39	31	+25.8%
March 2025	37	32	+15.6%
April 2025	33	28	+17.9%
May 2025	26	25	+4.0%
12-Month Avg*	24	22	+9.1%

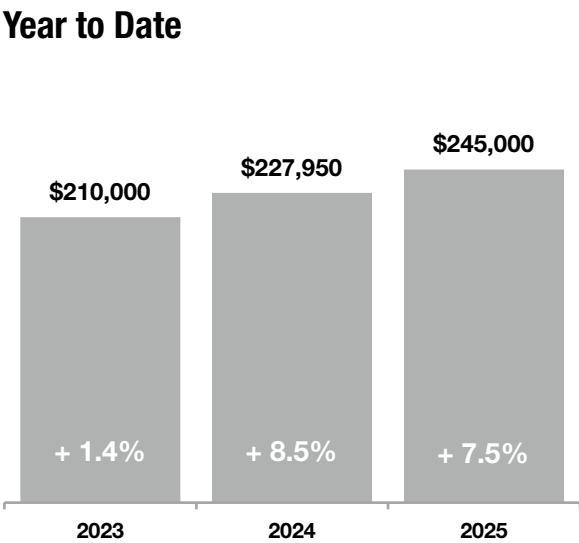
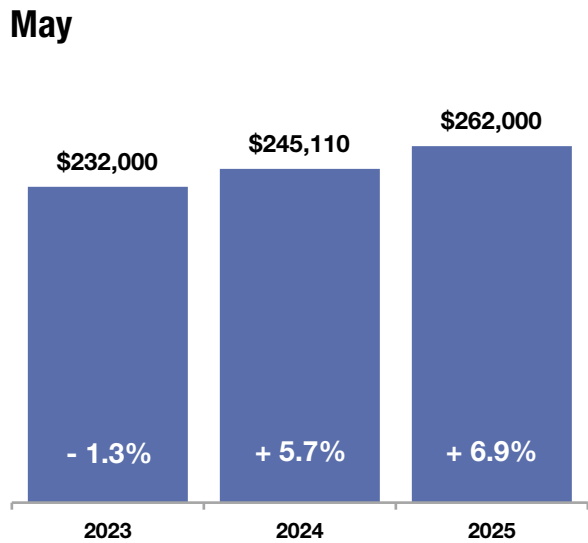
\* Average Days on Market of all properties from June 2024 through May 2025. This is not the average of the individual figures above.

## 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
June 2024	\$255,000	\$247,375	+3.1%
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	\$249,000	\$236,500	+5.3%
May 2025	\$262,000	\$245,110	+6.9%
12-Month Med*	\$255,000	\$240,000	+6.3%

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

## Historical Median Sales Price by Month

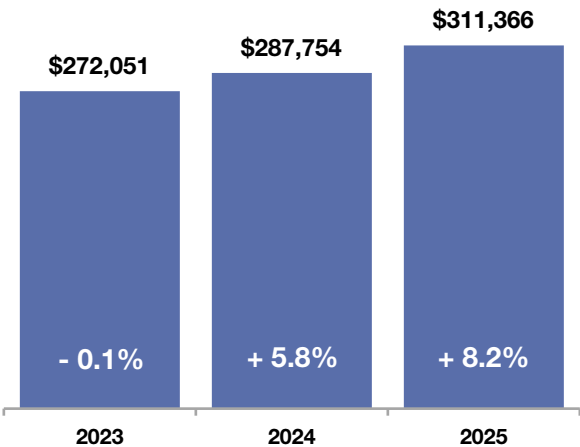


# Average Sales Price

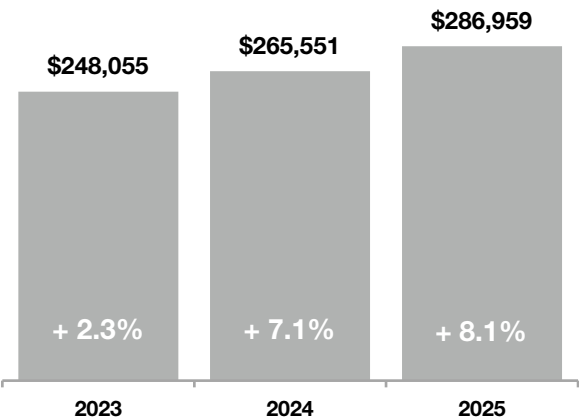
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## May



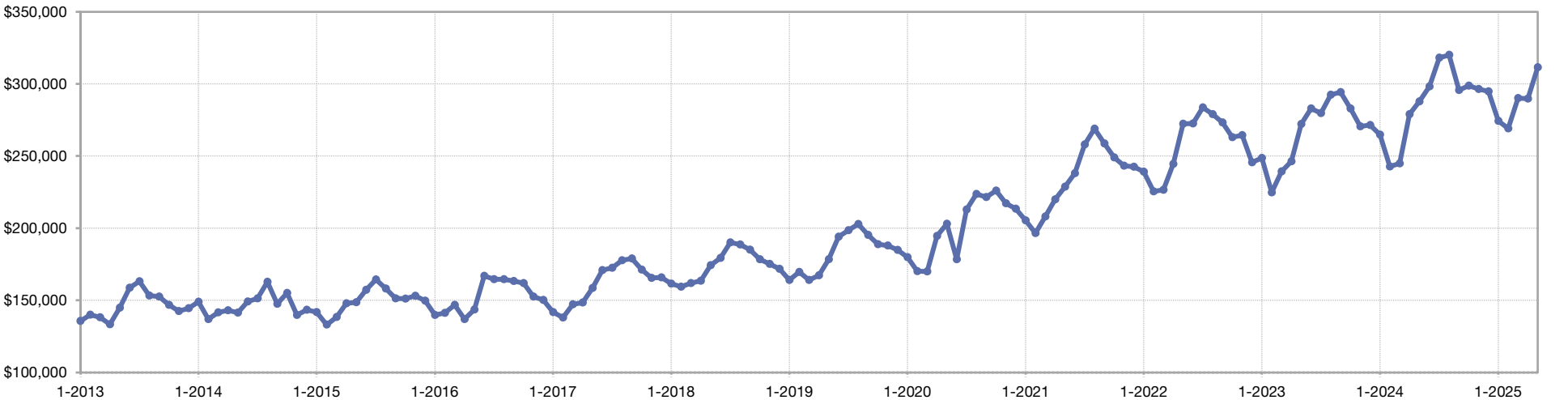
## Year to Date



Avg. Sales Price	Prior Year	Percent Change
June 2024	\$298,194	\$282,859 +5.4%
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	\$296,366	\$270,471 +9.6%
December 2024	\$294,737	\$271,442 +8.6%
January 2025	\$274,271	\$264,816 +3.6%
February 2025	\$269,089	\$242,703 +10.9%
March 2025	\$290,098	\$244,795 +18.5%
April 2025	\$289,666	\$278,922 +3.9%
May 2025	\$311,366	\$287,754 +8.2%
12-Month Avg*	\$298,376	\$277,121 +7.7%

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

## Historical Average Sales Price by Month



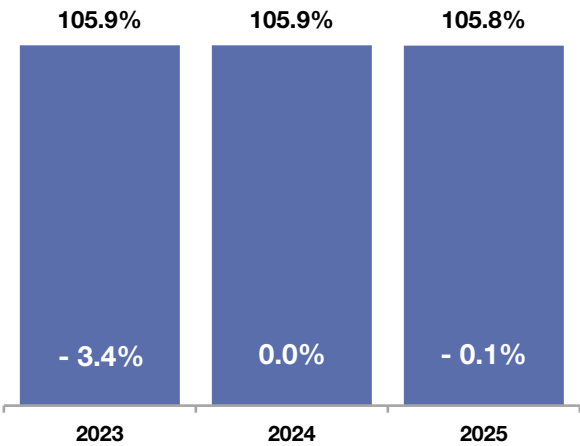


# Percent of List Price Received

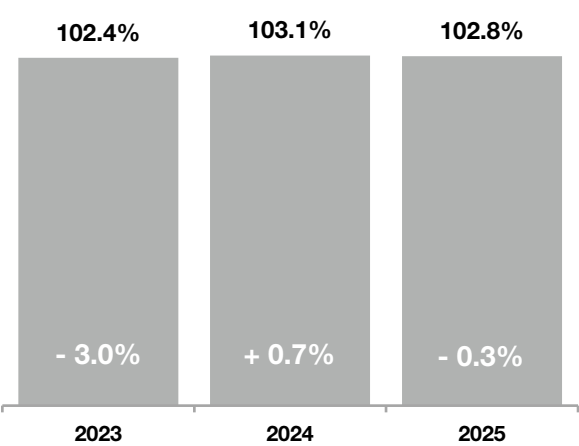
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## May



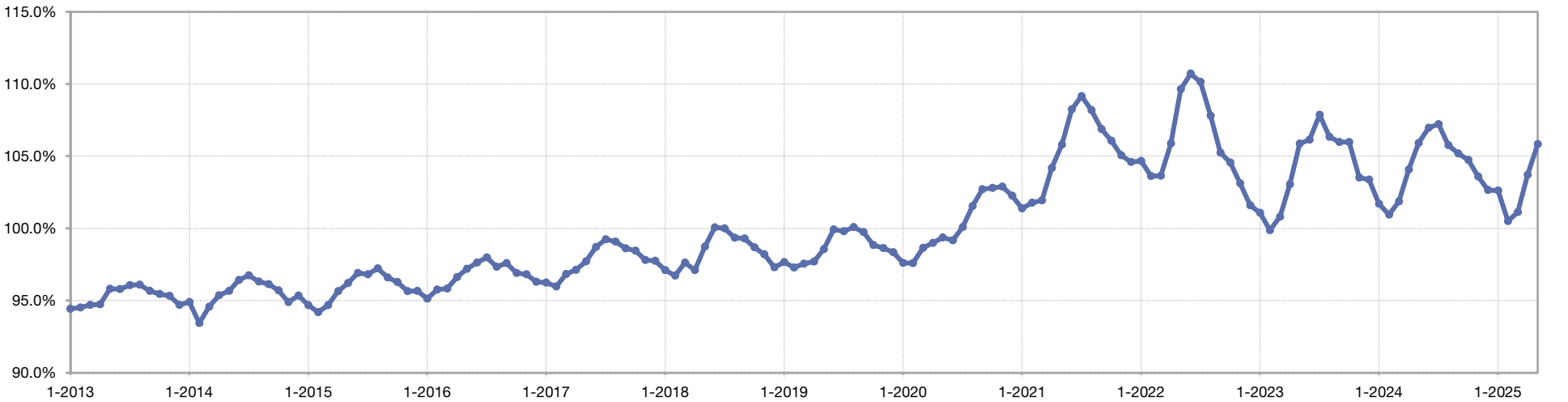
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
June 2024	107.0%	106.1%	+0.8%
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%
12-Month Avg*	104.4%	104.8%	-0.4%

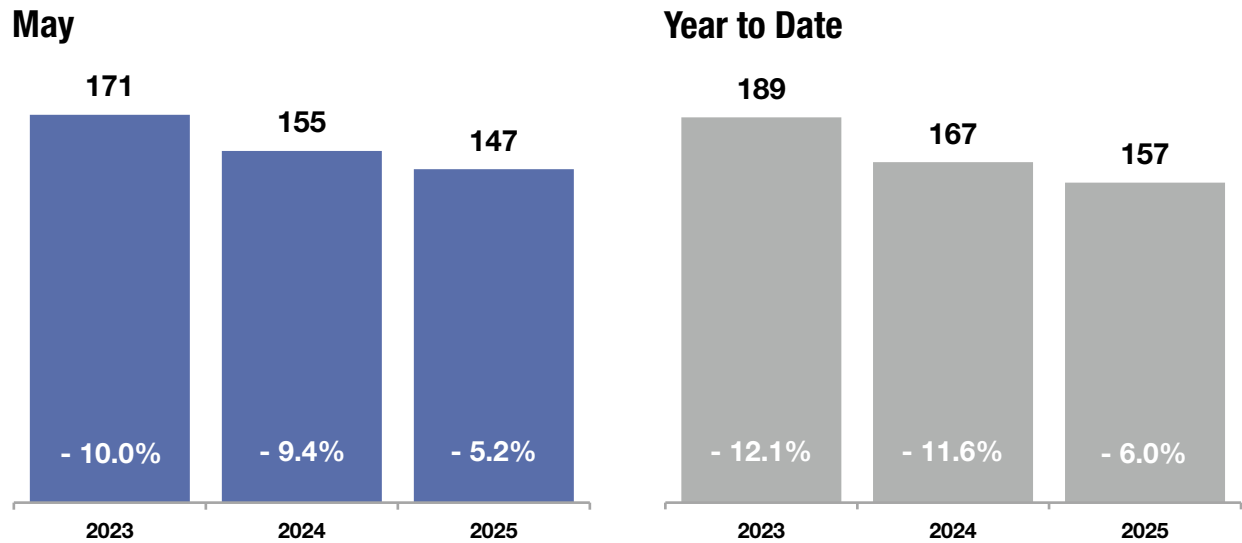
\* Average Pct. of List Price Received for all properties from June 2024 through May 2025. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



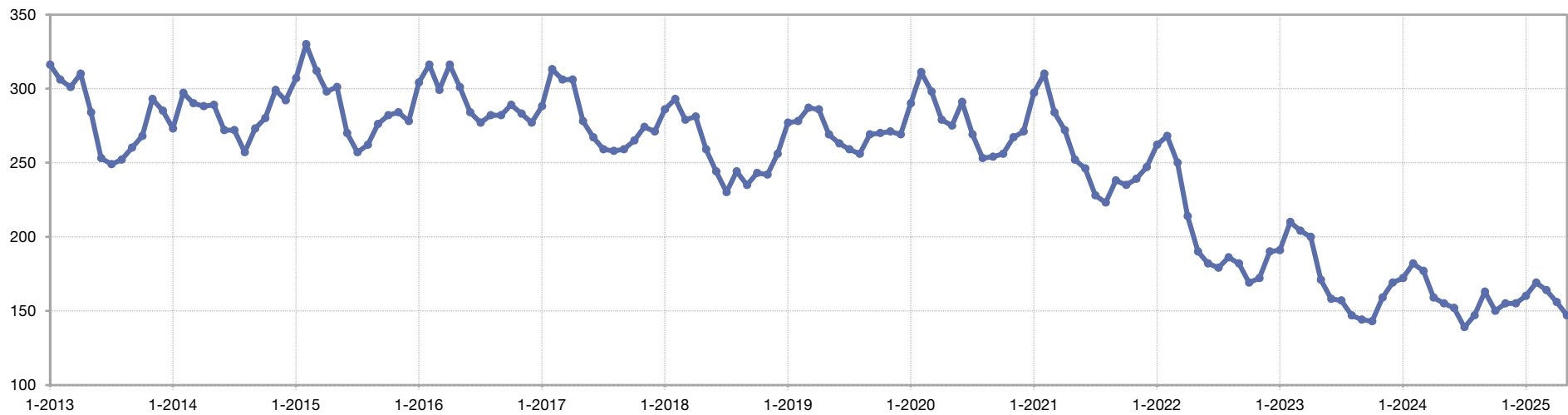
# Housing Affordability Index

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
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	169	182	-7.1%
March 2025	164	177	-7.3%
April 2025	156	159	-1.9%
May 2025	147	155	-5.2%
12-Month Avg	155	160	-3.4%

## Historical Housing Affordability Index by Month

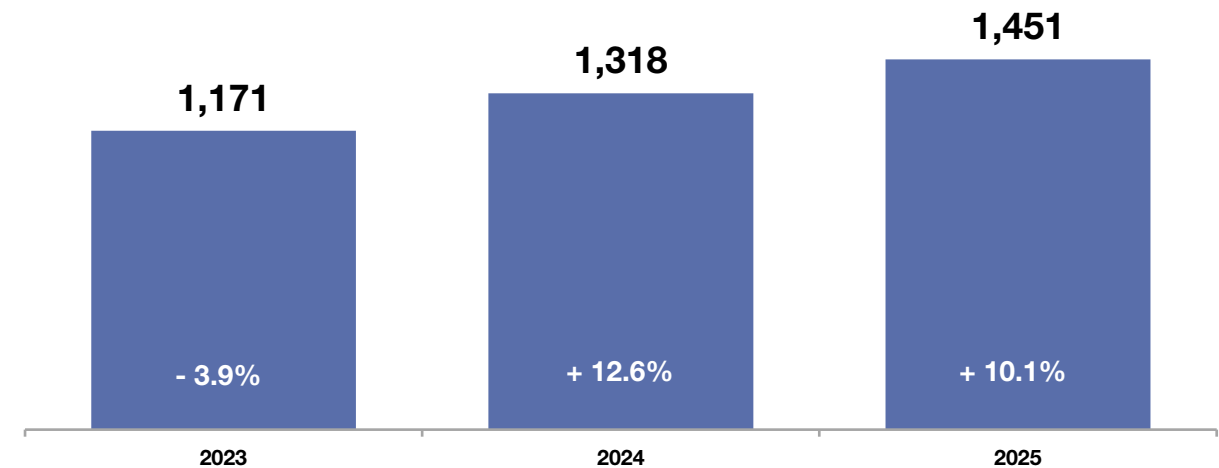


# Inventory of Homes for Sale

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

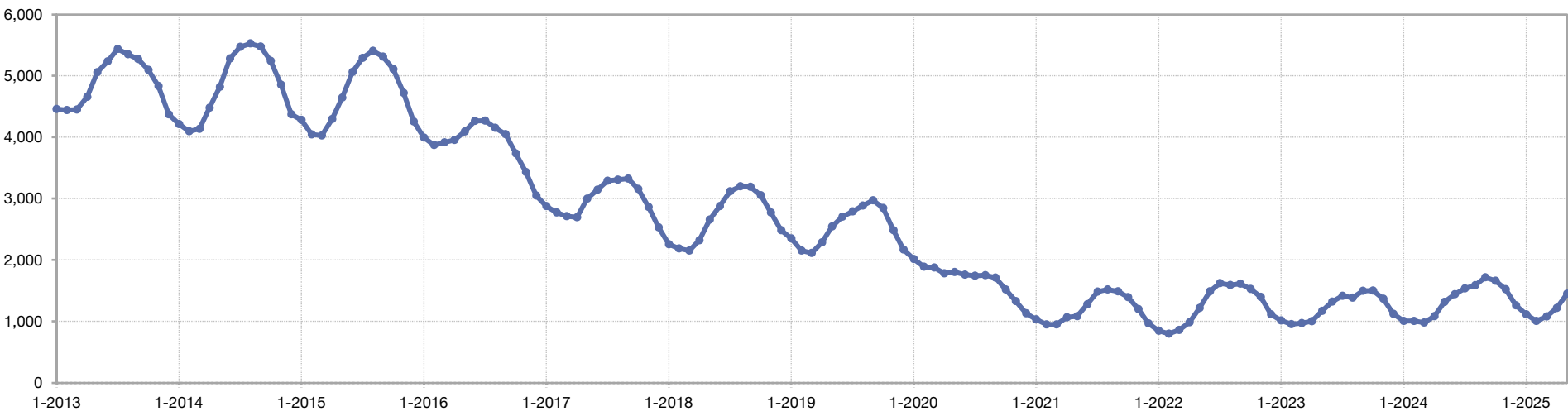


## May



Homes for Sale		Prior Year	Percent Change
June 2024	1,441	1,322	+9.0%
July 2024	1,535	1,414	+8.6%
August 2024	1,589	1,386	+14.6%
September 2024	1,718	1,498	+14.7%
October 2024	1,660	1,503	+10.4%
November 2024	1,523	1,370	+11.2%
December 2024	1,259	1,123	+12.1%
January 2025	1,113	1,008	+10.4%
February 2025	1,006	1,005	+0.1%
March 2025	1,081	980	+10.3%
April 2025	1,218	1,082	+12.6%
May 2025	1,451	1,318	+10.1%
12-Month Avg*	1,383	1,251	+10.6%

## Historical Inventory of Homes for Sale by Month

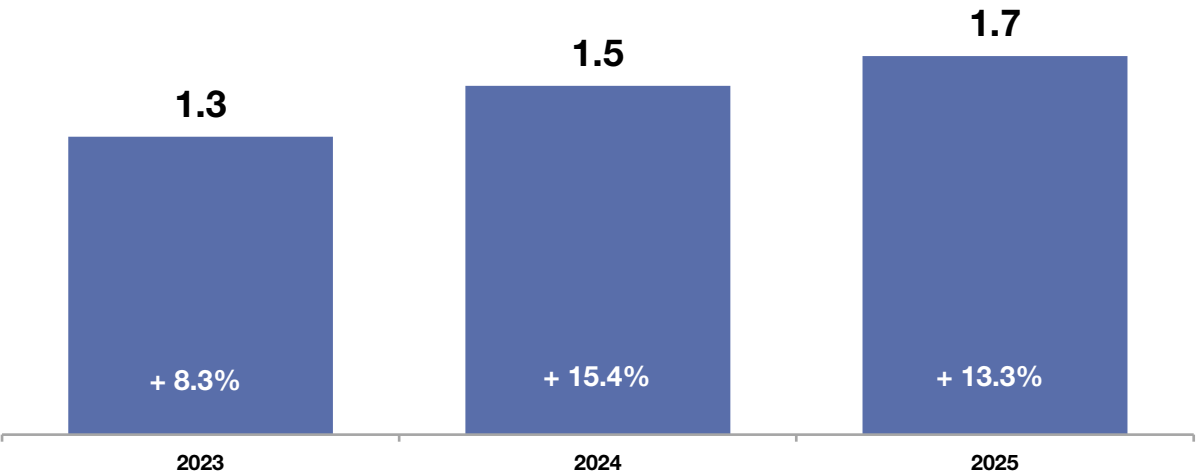


# Months Supply of Inventory

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.



May



Months Supply		Prior Year	Percent Change
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	1.5	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%
12-Month Avg*	1.6	1.5	+6.7%

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

## Historical Months Supply of Inventory by Month

