

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 decreased 0.4 percent to 721. Pending Sales increased 77.1 percent to 806. Inventory decreased 19.1 percent to 1,589.

Median Sales Price increased 1.3 percent from \$330,000 to \$334,375. Days on Market increased 5.1 percent to 83. Months Supply of Inventory decreased 32.1 percent to 3.8.

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.

Quick Facts

- 2.0%	+ 1.3%	- 19.1%
Change in Closed Sales	Change in Median Sales Price	Change in Homes for Sale

Data is refreshed regularly to capture changes in market activity. Figures shown may be different than previously reported.

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Market Overview

Key market metrics for the current month and year-to-date.



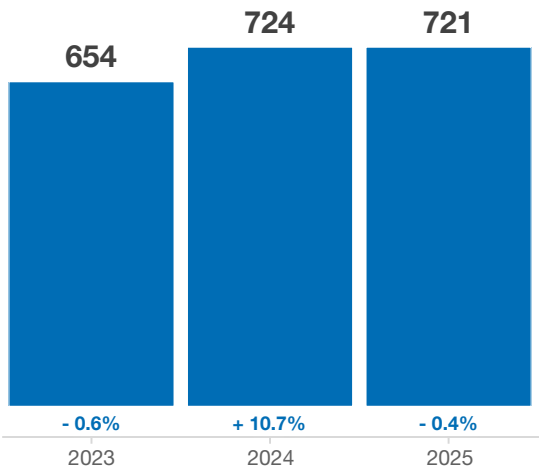
Key Metrics	Historical Sparkbars	7-2024	7-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		724	721	- 0.4%	4,525	4,885	+ 8.0%
Pending Sales		455	806	+ 77.1%	2,442	3,136	+ 28.4%
Closed Sales		443	434	- 2.0%	2,462	2,576	+ 4.6%
Days on Market Until Sale		79	83	+ 5.1%	84	90	+ 7.1%
Median Sales Price		\$330,000	\$334,375	+ 1.3%	\$320,000	\$324,800	+ 1.5%
Average Sales Price		\$364,628	\$378,931	+ 3.9%	\$362,196	\$364,707	+ 0.7%
Pct. of Orig. Price Received		98.5%	97.3%	- 1.2%	97.8%	97.5%	- 0.3%
Housing Affordability Index		110	109	- 0.9%	113	112	- 0.9%
Inventory of Homes for Sale		1,963	1,589	- 19.1%	—	—	—
Months Supply of Inventory		5.6	3.8	- 32.1%	—	—	—

New Listings

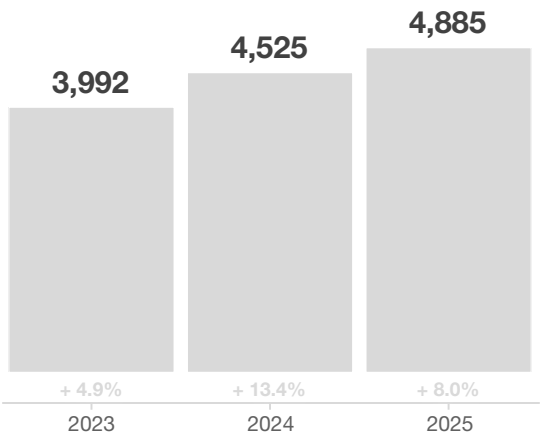
A count of the properties that have been newly listed on the market in a given month.



July

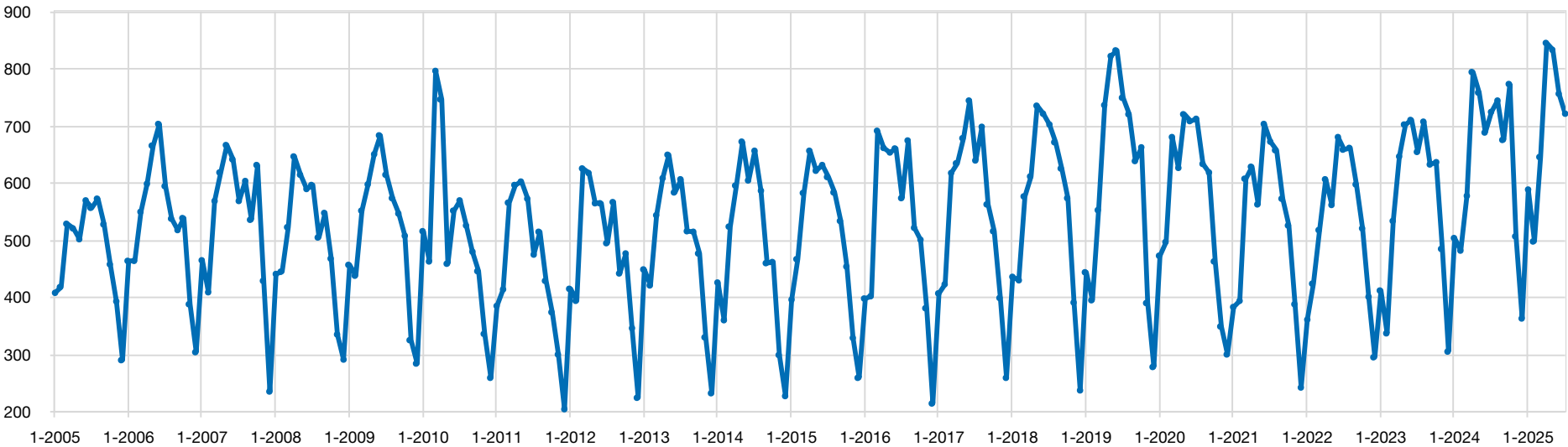


Year to Date



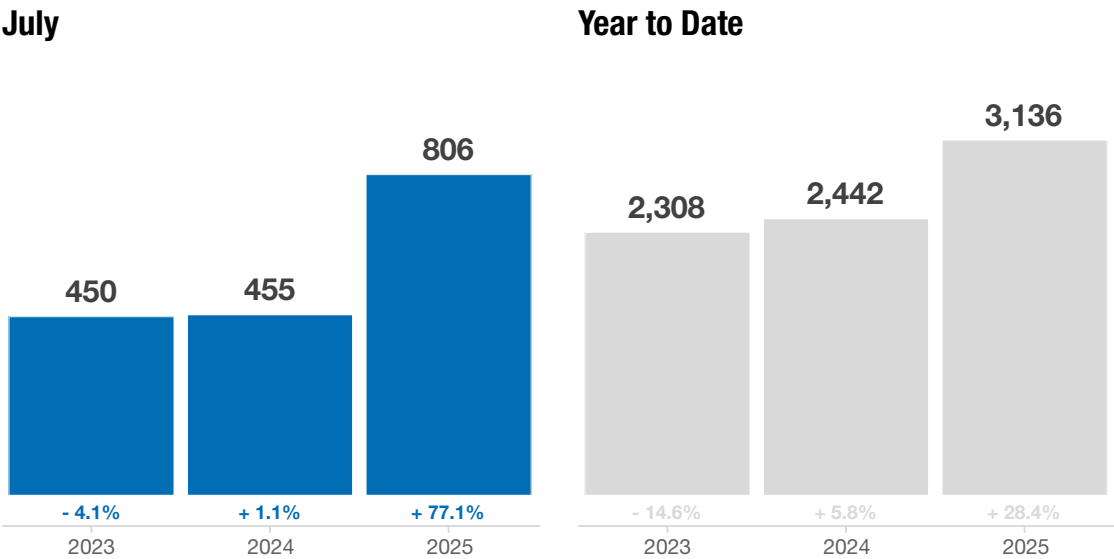
New Listings		Prior Year	Year-Over-Year Change
Aug-2024	744	707	+ 5.2%
Sep-2024	675	632	+ 6.8%
Oct-2024	773	636	+ 21.5%
Nov-2024	506	484	+ 4.5%
Dec-2024	362	304	+ 19.1%
Jan-2025	588	503	+ 16.9%
Feb-2025	497	481	+ 3.3%
Mar-2025	645	577	+ 11.8%
Apr-2025	845	794	+ 6.4%
May-2025	833	758	+ 9.9%
Jun-2025	756	688	+ 9.9%
Jul-2025	721	724	- 0.4%
12-Month Avg	662	607	+ 9.1%

Historical New Listings by Month



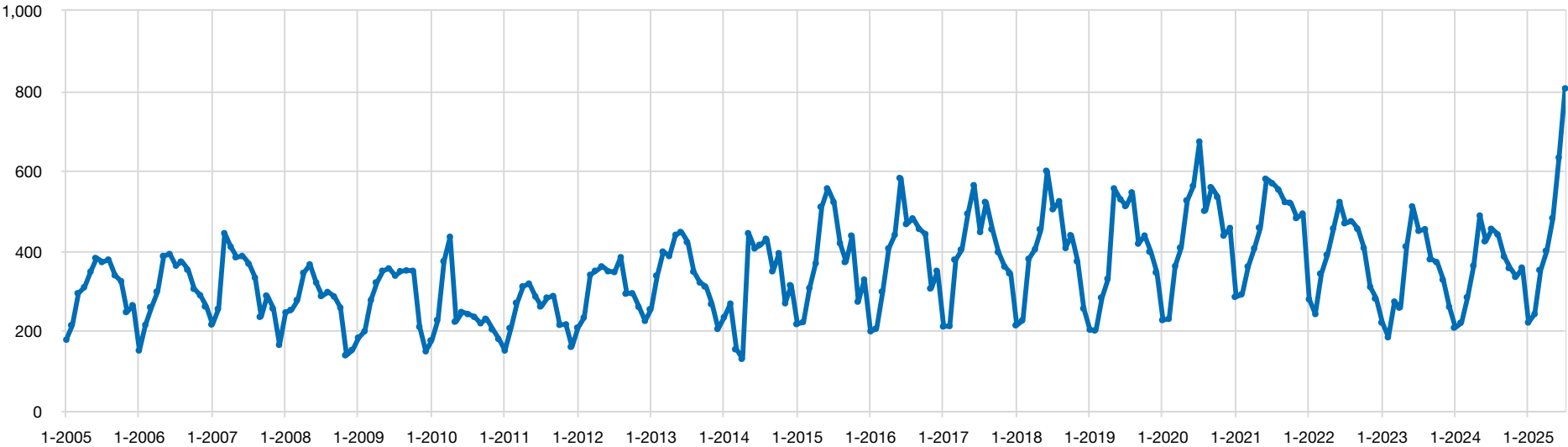
Pending Sales

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



Pending Sales		Prior Year	Year-Over-Year Change
Aug-2024	441	454	- 2.9%
Sep-2024	386	379	+ 1.8%
Oct-2024	357	372	- 4.0%
Nov-2024	335	328	+ 2.1%
Dec-2024	358	260	+ 37.7%
Jan-2025	221	208	+ 6.3%
Feb-2025	242	220	+ 10.0%
Mar-2025	352	284	+ 23.9%
Apr-2025	400	363	+ 10.2%
May-2025	482	488	- 1.2%
Jun-2025	633	424	+ 49.3%
Jul-2025	806	455	+ 77.1%
12-Month Avg	418	353	+ 18.4%

Historical Pending Sales by Month

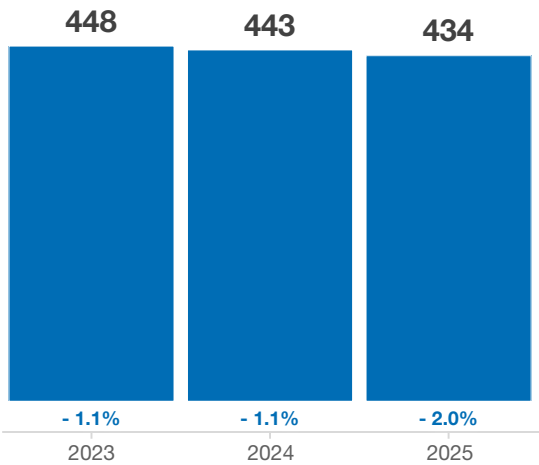


Closed Sales

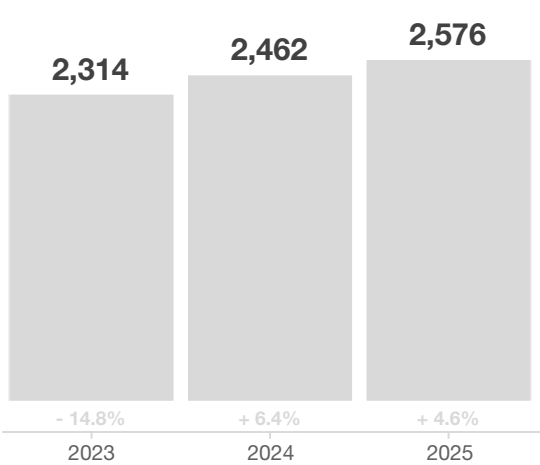
A count of the actual sales that closed in a given month.



July

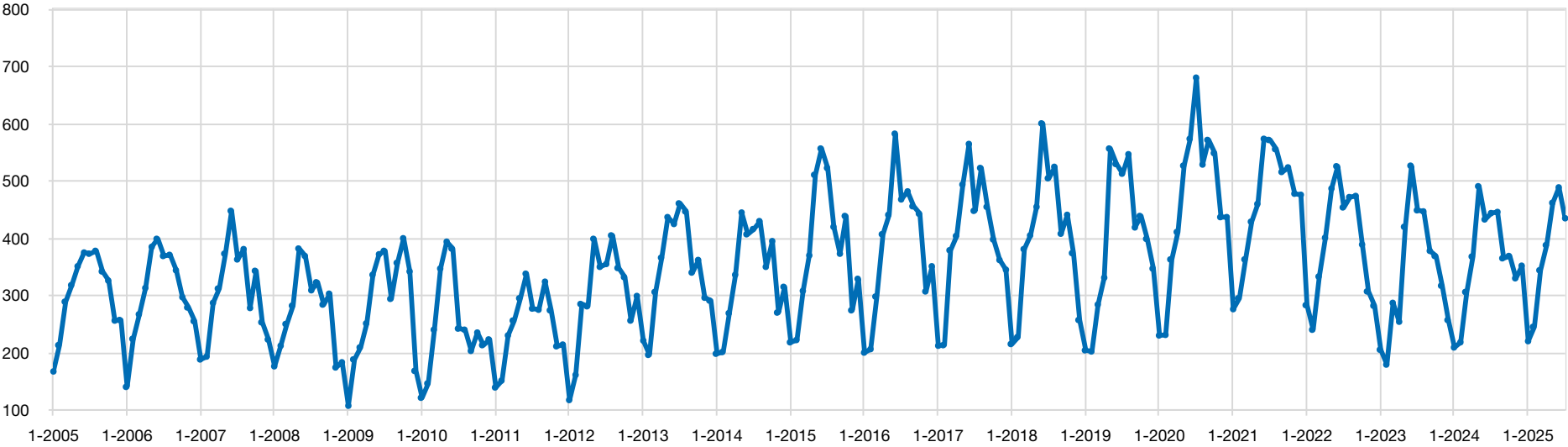


Year to Date



Closed Sales		Prior Year	Year-Over-Year Change
Aug-2024	445	446	- 0.2%
Sep-2024	364	377	- 3.4%
Oct-2024	368	368	0.0%
Nov-2024	329	316	+ 4.1%
Dec-2024	351	256	+ 37.1%
Jan-2025	219	208	+ 5.3%
Feb-2025	244	217	+ 12.4%
Mar-2025	343	305	+ 12.5%
Apr-2025	387	367	+ 5.4%
May-2025	461	490	- 5.9%
Jun-2025	488	432	+ 13.0%
Jul-2025	434	443	- 2.0%
12-Month Avg	369	352	+ 4.8%

Historical Closed Sales by Month

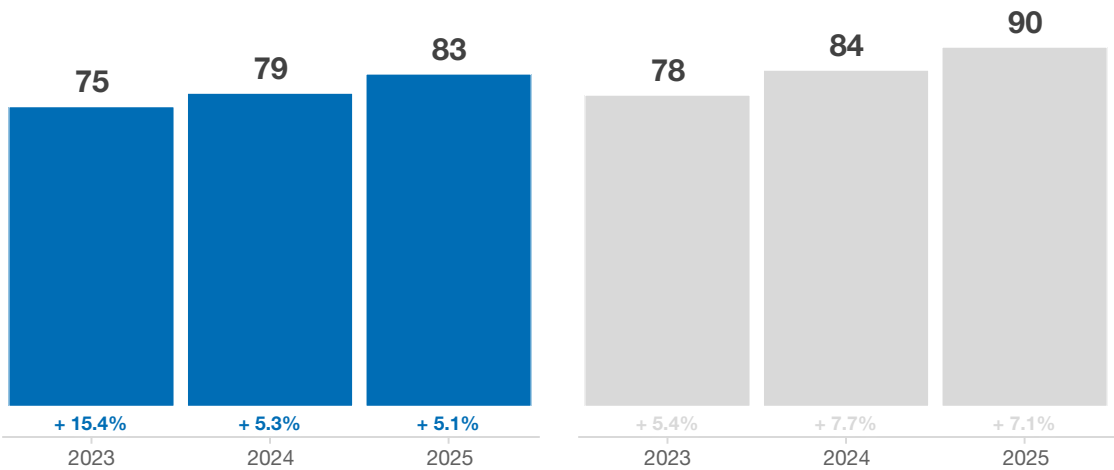


Days on Market Until Sale

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



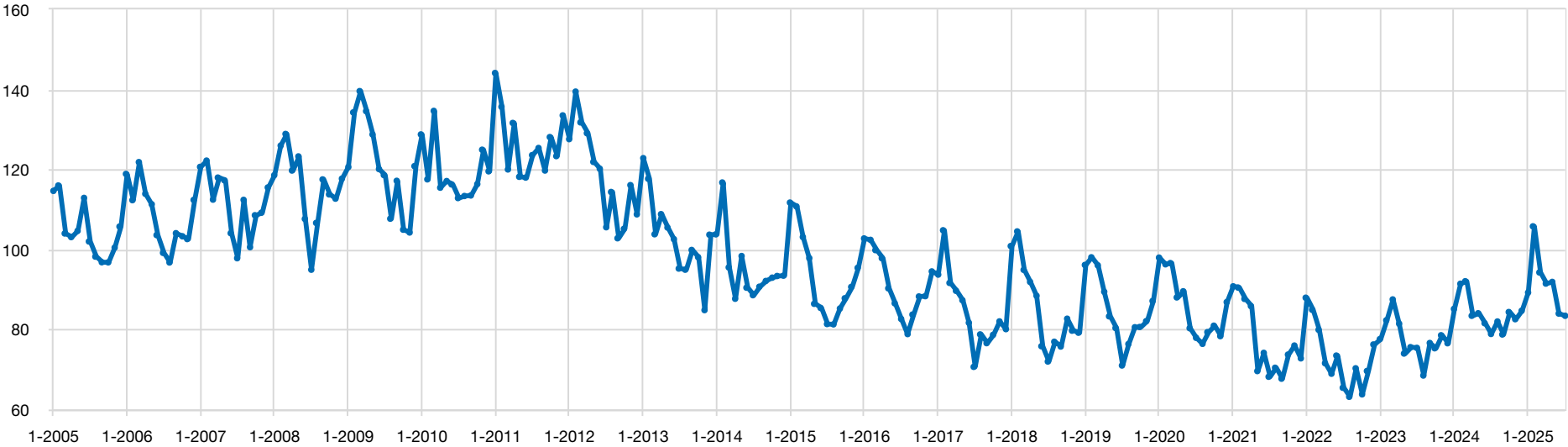
July



Days on Market	Prior Year	Year-Over-Year Change
Aug-2024	82	69 + 18.8%
Sep-2024	79	77 + 2.6%
Oct-2024	84	75 + 12.0%
Nov-2024	83	79 + 5.1%
Dec-2024	85	77 + 10.4%
Jan-2025	89	85 + 4.7%
Feb-2025	106	91 + 16.5%
Mar-2025	94	92 + 2.2%
Apr-2025	91	83 + 9.6%
May-2025	92	84 + 9.5%
Jun-2025	84	82 + 2.4%
Jul-2025	83	79 + 5.1%
12-Month Avg*	87	80 + 8.4%

* 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

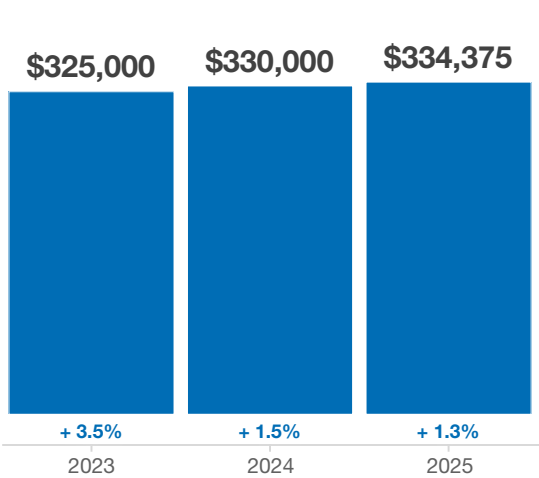


Median Sales Price

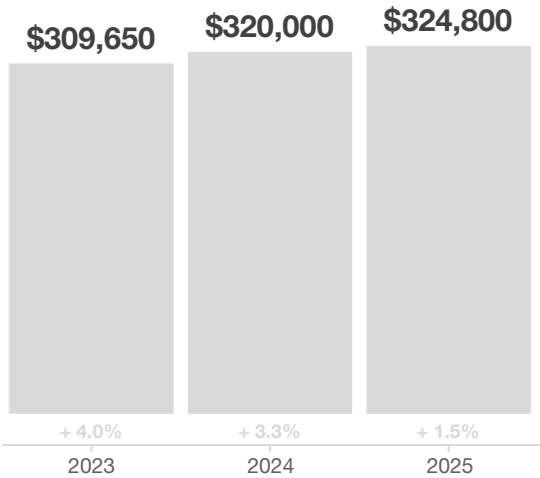
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



July



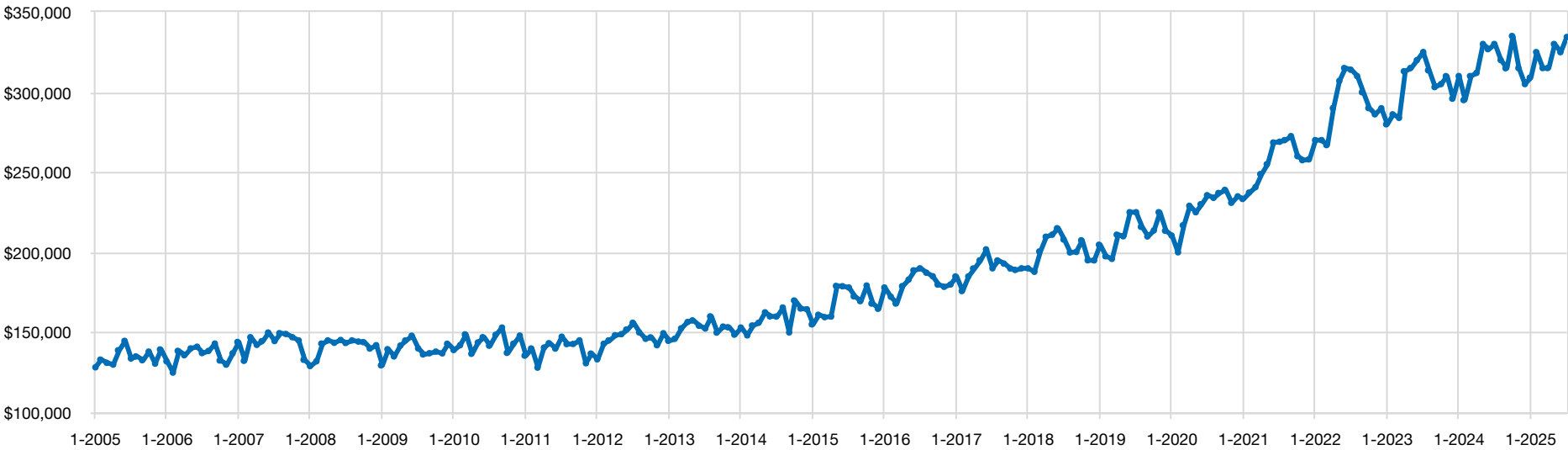
Year to Date



	Median Sales Price	Prior Year	Year-Over-Year Change
Aug-2024	\$320,000	\$313,600	+ 2.0%
Sep-2024	\$314,900	\$303,125	+ 3.9%
Oct-2024	\$335,000	\$305,000	+ 9.8%
Nov-2024	\$315,000	\$309,950	+ 1.6%
Dec-2024	\$305,000	\$295,888	+ 3.1%
Jan-2025	\$309,000	\$310,000	- 0.3%
Feb-2025	\$324,950	\$295,000	+ 10.2%
Mar-2025	\$315,000	\$310,000	+ 1.6%
Apr-2025	\$315,000	\$312,000	+ 1.0%
May-2025	\$330,000	\$330,000	0.0%
Jun-2025	\$324,900	\$326,805	- 0.6%
Jul-2025	\$334,375	\$330,000	+ 1.3%
12-Month Avg*	\$320,000	\$315,000	+ 1.6%

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

Historical Median Sales Price by Month

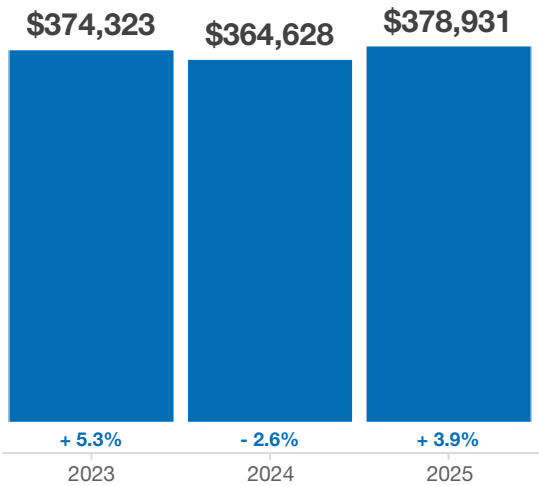


Average Sales Price

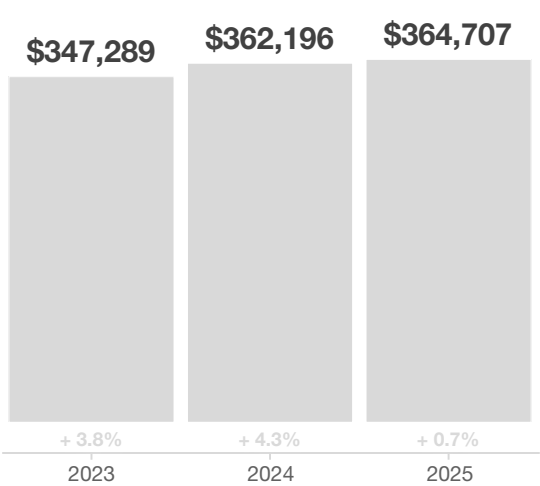
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



July



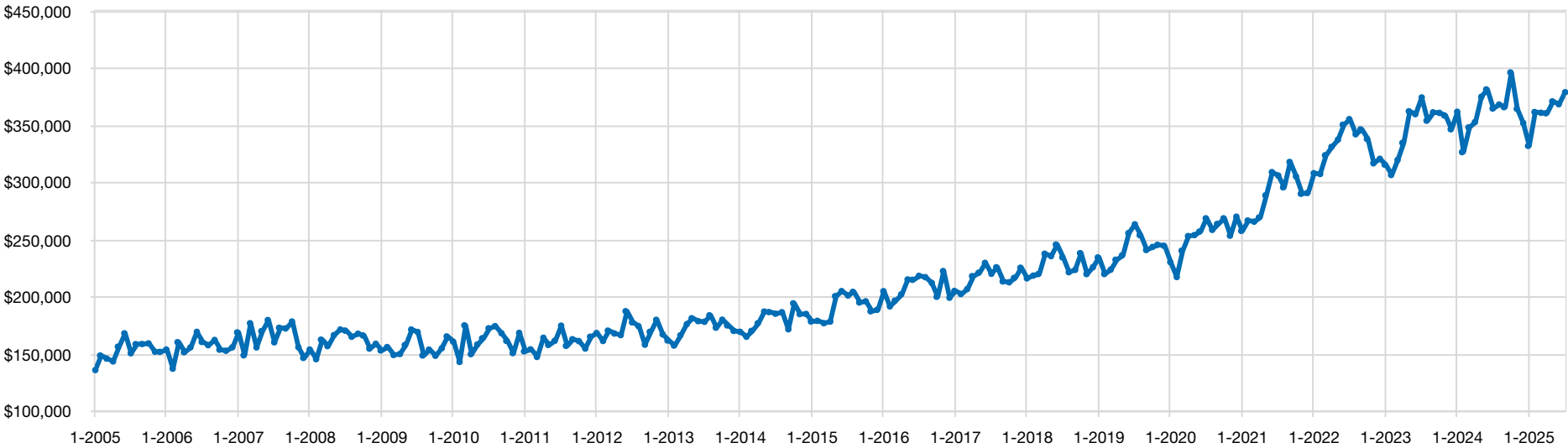
Year to Date



Avg. Sales Price	Prior Year	Year-Over-Year Change
Aug-2024	\$368,152	\$353,969 + 4.0%
Sep-2024	\$365,852	\$361,293 + 1.3%
Oct-2024	\$396,248	\$360,826 + 9.8%
Nov-2024	\$364,383	\$358,555 + 1.6%
Dec-2024	\$351,862	\$346,474 + 1.6%
Jan-2025	\$331,944	\$361,795 - 8.3%
Feb-2025	\$361,561	\$326,459 + 10.8%
Mar-2025	\$360,929	\$348,085 + 3.7%
Apr-2025	\$360,512	\$352,759 + 2.2%
May-2025	\$370,920	\$374,947 - 1.1%
Jun-2025	\$368,439	\$381,365 - 3.4%
Jul-2025	\$378,931	\$364,628 + 3.9%
12-Month Avg*	\$366,725	\$359,903 + 1.9%

* 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



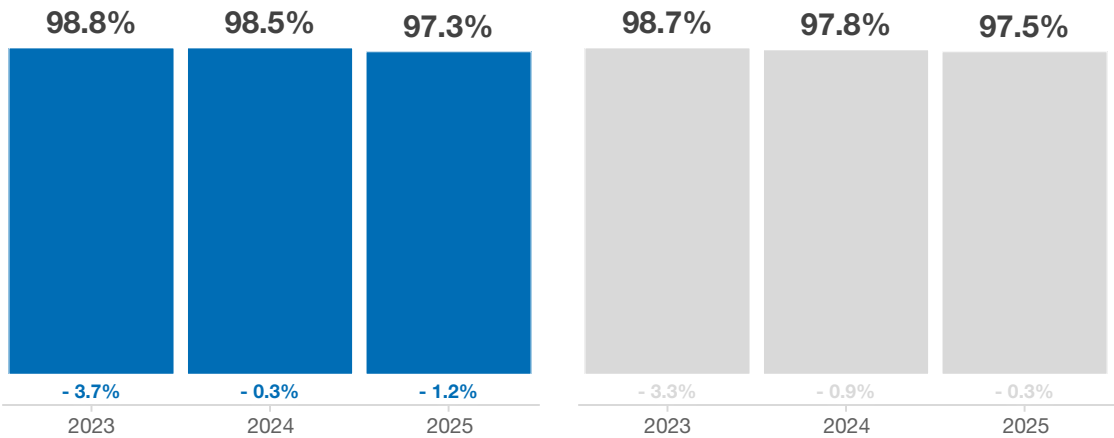
Percent of Original List Price Received

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



July

Year to Date



	Pct. of Orig. Price Received	Prior Year	Year-Over-Year Change
Aug-2024	97.6%	98.7%	- 1.1%
Sep-2024	97.7%	97.7%	0.0%
Oct-2024	97.3%	97.1%	+ 0.2%
Nov-2024	97.8%	97.0%	+ 0.8%
Dec-2024	97.3%	95.8%	+ 1.6%
Jan-2025	96.8%	96.7%	+ 0.1%
Feb-2025	96.7%	95.9%	+ 0.8%
Mar-2025	97.3%	97.7%	- 0.4%
Apr-2025	98.0%	98.4%	- 0.4%
May-2025	97.6%	98.0%	- 0.4%
Jun-2025	97.9%	97.9%	0.0%
Jul-2025	97.3%	98.5%	- 1.2%
12-Month Avg*	97.5%	97.7%	- 0.2%

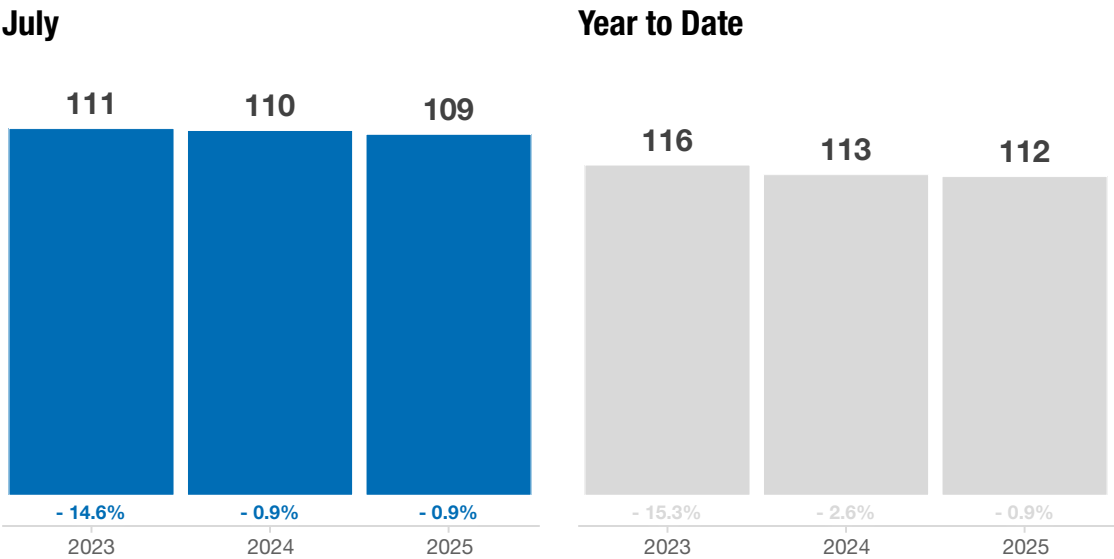
* Pct. of Orig. Price Received for all properties from August 2024 through July 2025. This is not the average of the individual figures above.

Historical Percent of Original 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	Year-Over-Year Change
Aug-2024	117	111	+ 5.4%
Sep-2024	122	114	+ 7.0%
Oct-2024	110	109	+ 0.9%
Nov-2024	115	112	+ 2.7%
Dec-2024	118	124	- 4.8%
Jan-2025	115	118	- 2.5%
Feb-2025	111	121	- 8.3%
Mar-2025	116	117	- 0.9%
Apr-2025	115	112	+ 2.7%
May-2025	109	107	+ 1.9%
Jun-2025	111	110	+ 0.9%
Jul-2025	109	110	- 0.9%
12-Month Avg	114	114	0.0%

Historical Housing Affordability Index by Month

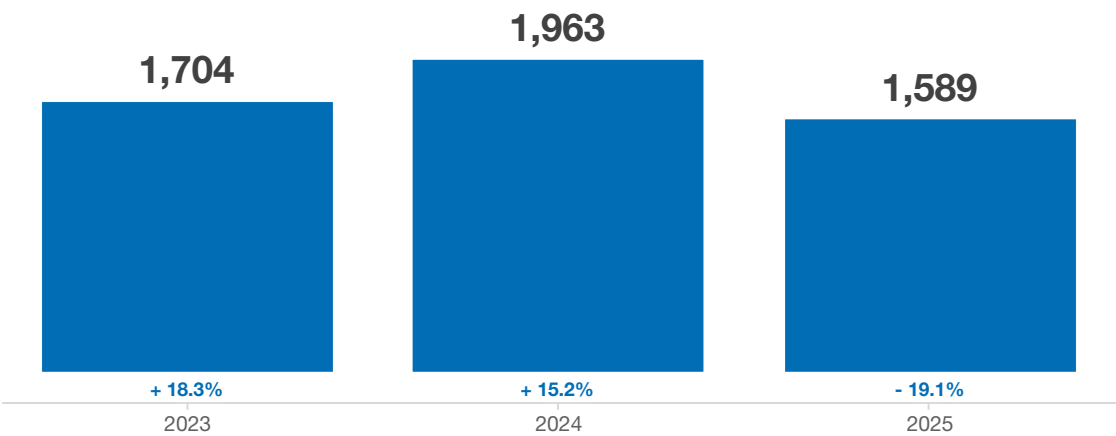


Inventory of Homes for Sale

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

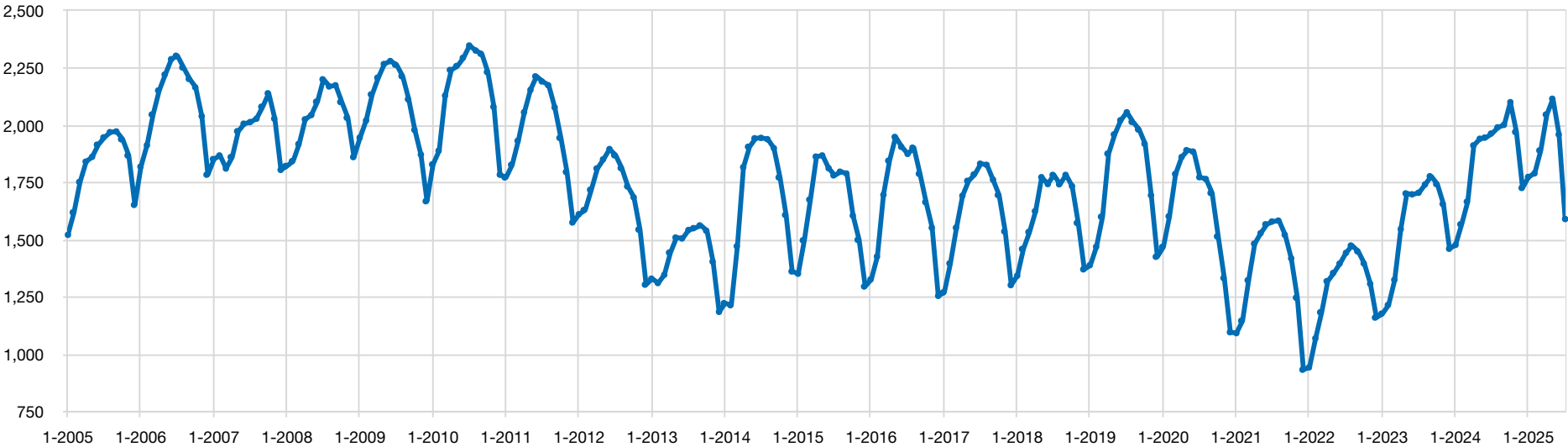


July



Homes for Sale	Prior Year	Year-Over-Year Change
Aug-2024	1,990	1,740 + 14.4%
Sep-2024	2,001	1,776 + 12.7%
Oct-2024	2,100	1,742 + 20.6%
Nov-2024	1,970	1,655 + 19.0%
Dec-2024	1,725	1,459 + 18.2%
Jan-2025	1,773	1,476 + 20.1%
Feb-2025	1,789	1,566 + 14.2%
Mar-2025	1,889	1,665 + 13.5%
Apr-2025	2,046	1,911 + 7.1%
May-2025	2,115	1,940 + 9.0%
Jun-2025	1,959	1,945 + 0.7%
Jul-2025	1,589	1,963 - 19.1%
12-Month Avg	1,912	1,737 + 10.1%

Historical Inventory of Homes for Sale by Month

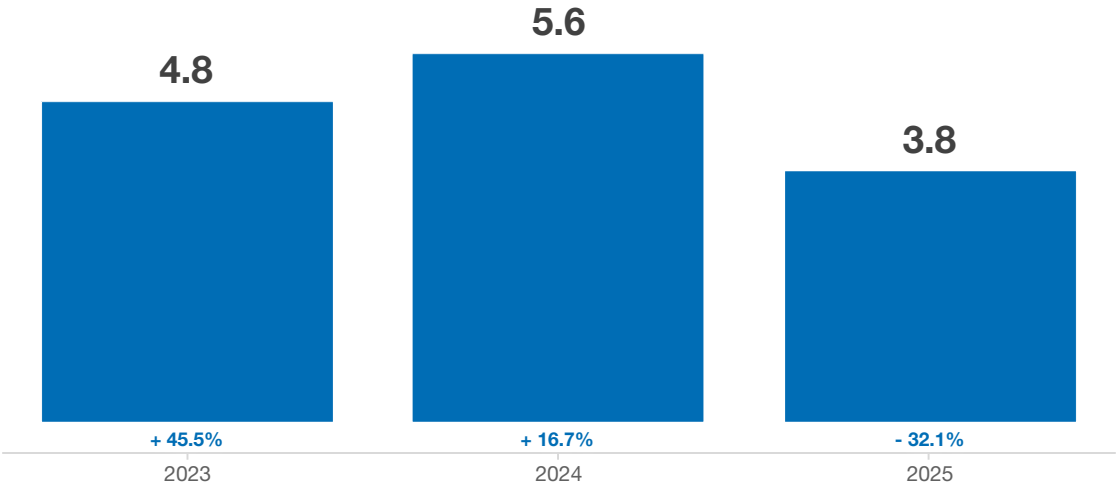


Months Supply of Inventory

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.



July



Months Supply		Prior Year	Year-Over-Year Change
Aug-2024	5.7	5.0	+ 14.0%
Sep-2024	5.7	5.1	+ 11.8%
Oct-2024	6.0	5.1	+ 17.6%
Nov-2024	5.6	4.8	+ 16.7%
Dec-2024	4.8	4.3	+ 11.6%
Jan-2025	4.9	4.3	+ 14.0%
Feb-2025	4.9	4.6	+ 6.5%
Mar-2025	5.1	4.8	+ 6.3%
Apr-2025	5.5	5.4	+ 1.9%
May-2025	5.7	5.4	+ 5.6%
Jun-2025	5.0	5.5	- 9.1%
Jul-2025	3.8	5.6	- 32.1%
12-Month Avg*	5.2	5.0	+ 4.7%

* 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

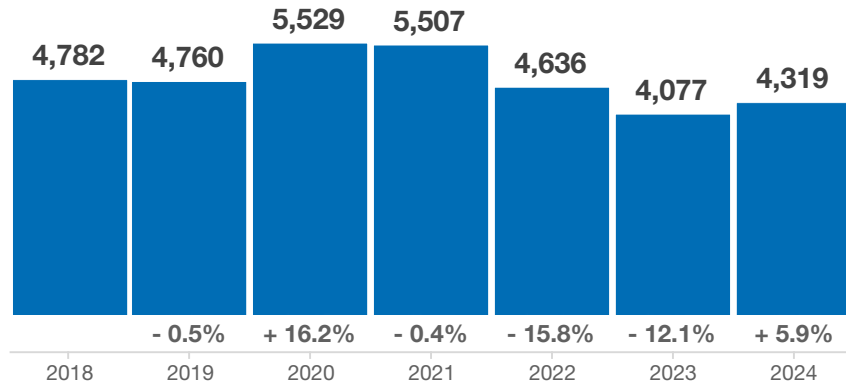


Annual Review

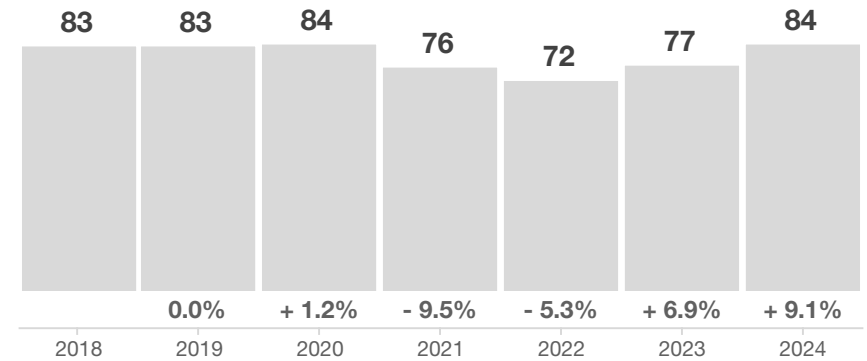
Historical look at key market metrics for the overall region.



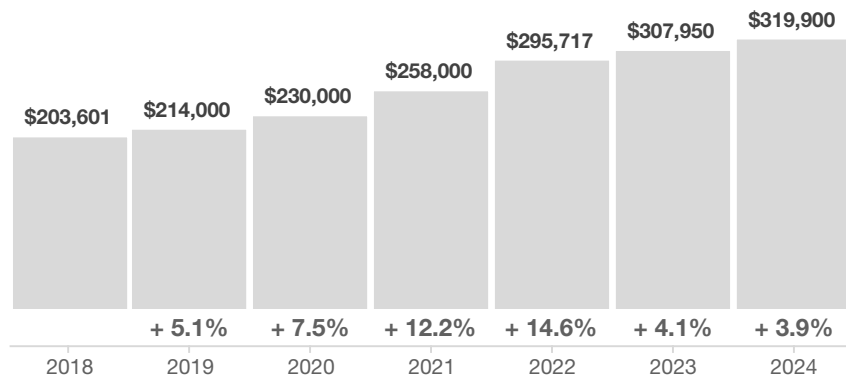
Closed Sales



Days on Market



Median Sales Price



Pct. of Orig. Price Received

