

# Monthly Indicators



## April 2025

U.S. existing-home sales decreased 5.9% month-over-month and 2.4% year-over-year to a seasonally adjusted annual rate of 4.02 million units, according to the National Association of REALTORS® (NAR), as affordability challenges and economic uncertainty weigh on market activity. Sales were down month-over-month in all four regions, with the West experiencing the largest decline, at 9.4%.

New Listings were up 8.4 percent to 1,228. Pending Sales increased 9.0 percent to 949. Inventory grew 12.9 percent to 1,222 units.

Prices moved higher as the Median Sales Price was up 5.7 percent to \$250,000. Days on Market increased 14.3 percent to 32 days. Months Supply of Inventory was up 7.7 percent to 1.4 months.

Total housing inventory increased 8.1% month-over-month for a total of 1.33 million units heading into April, equivalent to a 4.0-month supply at the current sales pace, according to NAR. Although inventory is up nearly 20% from the same time last year, the additional supply has had little effect on home prices across much of the country, with the national median existing-home price climbing 2.7% year-over-year to \$403,700 as of last measure.

## Activity Snapshot

**- 7.4%**

**+ 5.7%**

**+ 12.9%**

One-Year Change in  
**Closed Sales**

One-Year Change in  
**Median Sales Price**

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.



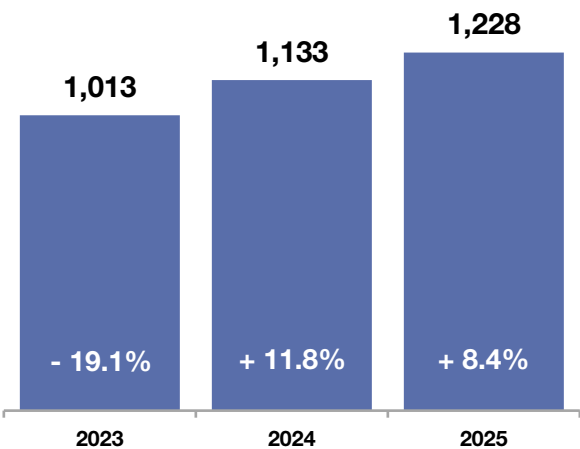
Key Metrics	Historical Sparkbars	4-2024	4-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		1,133	1,228	+ 8.4%	3,416	3,486	+ 2.0%
Pending Sales		871	949	+ 9.0%	2,871	2,907	+ 1.3%
Closed Sales		631	584	- 7.4%	2,503	2,548	+ 1.8%
Days on Market		28	32	+ 14.3%	29	32	+ 10.3%
Median Sales Price		\$236,500	\$250,000	+ 5.7%	\$222,500	\$240,000	+ 7.9%
Average Sales Price		\$278,922	\$293,792	+ 5.3%	\$258,420	\$281,383	+ 8.9%
Pct. of List Price Received		104.1%	103.8%	- 0.3%	102.2%	102.1%	- 0.1%
Housing Affordability Index		159	155	- 2.5%	169	162	- 4.1%
Inventory of Homes for Sale		1,082	1,222	+ 12.9%	--	--	--
Months Supply of Inventory		1.3	1.4	+ 7.7%	--	--	--

# New Listings

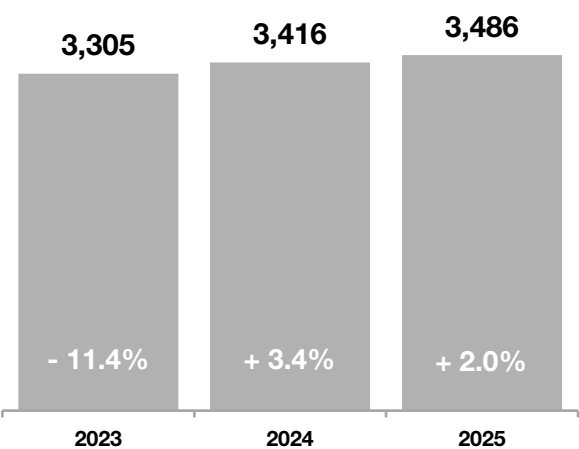
A count of the properties that have been newly listed on the market in a given month.



## April

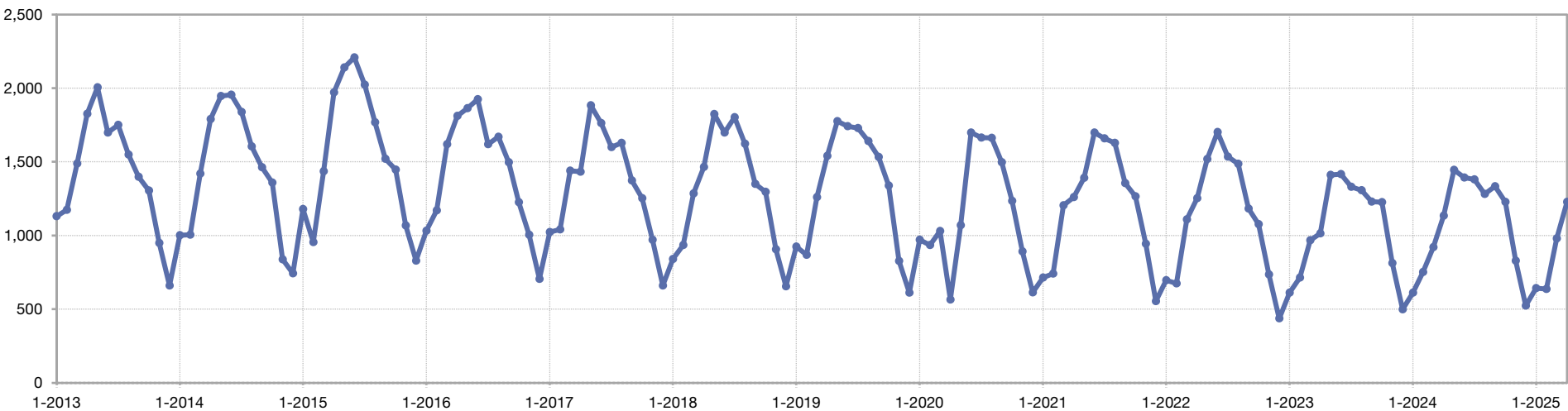


## Year to Date



New Listings		Prior Year	Percent Change
May 2024	1,445	1,411	+2.4%
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	828	812	+2.0%
December 2024	524	499	+5.0%
January 2025	642	612	+4.9%
February 2025	636	751	-15.3%
March 2025	980	920	+6.5%
April 2025	1,228	1,133	+8.4%
12-Month Avg	1,075	1,054	+2.0%

## Historical New Listings by Month

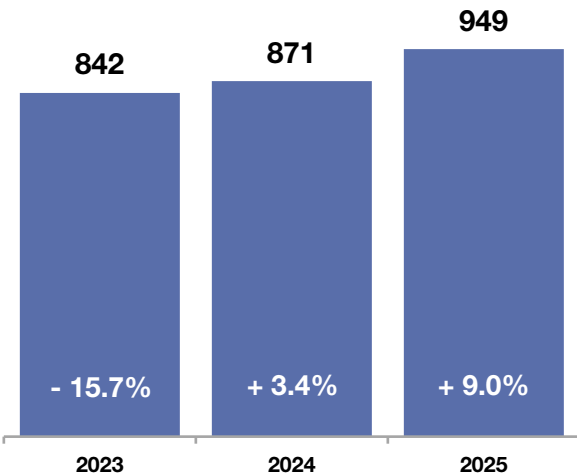


# Pending Sales

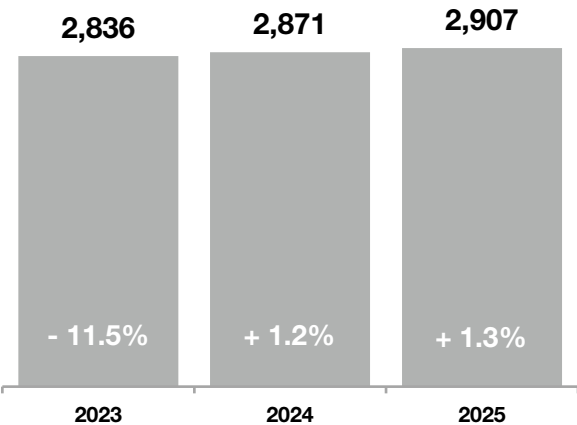
A count of the properties on which offers have been accepted in a given month.



## April

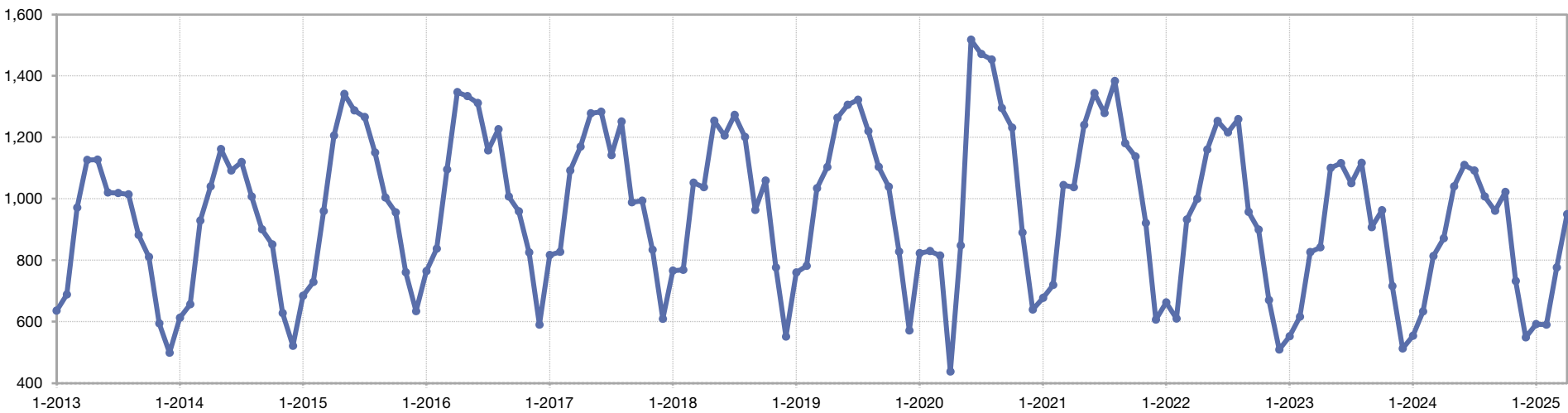


## Year to Date



Pending Sales		Prior Year	Percent Change
May 2024	1,040	1,100	-5.5%
June 2024	1,110	1,116	-0.5%
July 2024	1,092	1,050	+4.0%
August 2024	1,007	1,117	-9.8%
September 2024	961	907	+6.0%
October 2024	1,022	962	+6.2%
November 2024	732	716	+2.2%
December 2024	549	512	+7.2%
January 2025	592	554	+6.9%
February 2025	590	633	-6.8%
March 2025	776	813	-4.6%
April 2025	949	871	+9.0%
12-Month Avg	868	863	+0.6%

## Historical Pending Sales by Month

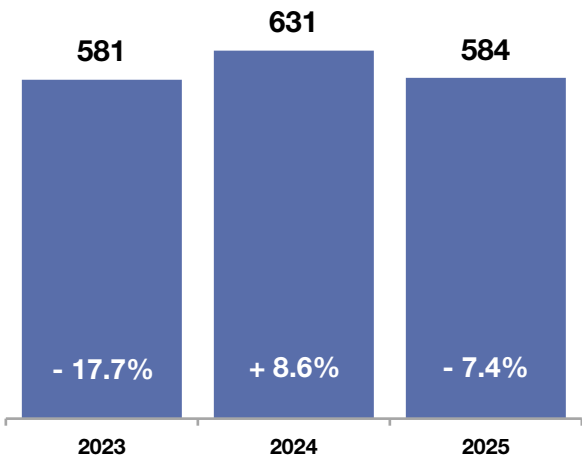


# Closed Sales

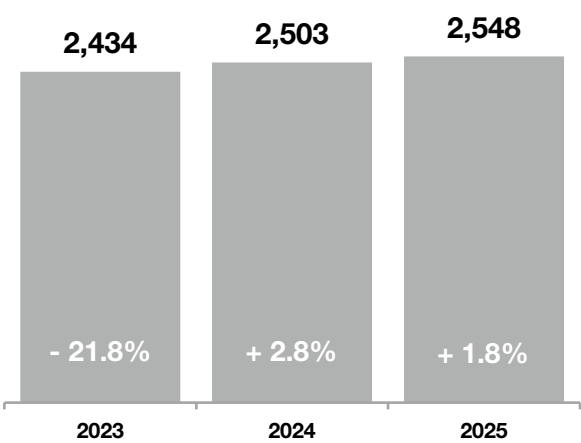
A count of the actual sales that closed in a given month.



## April

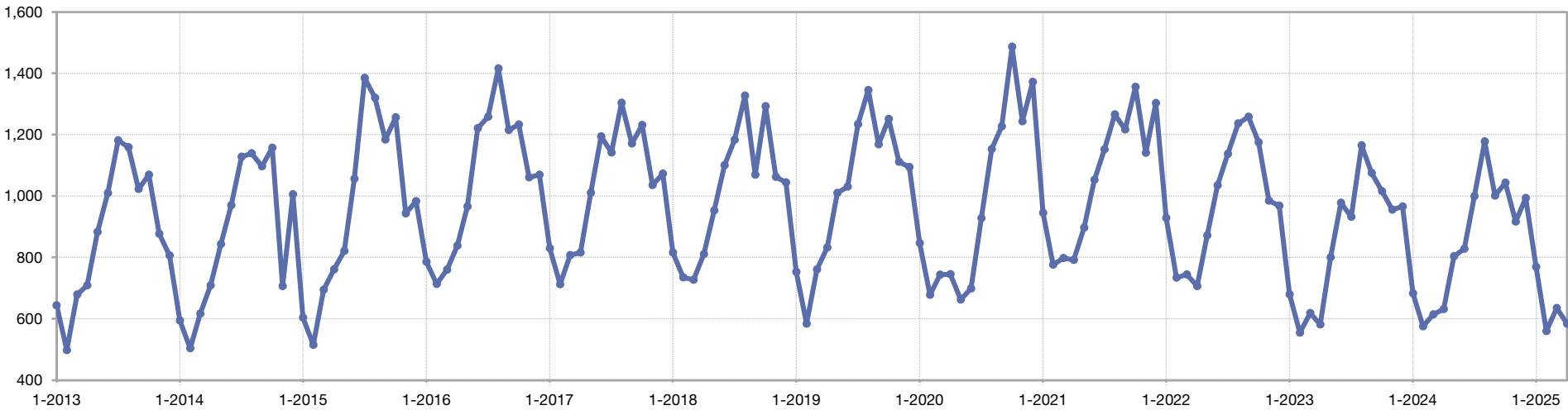


## Year to Date



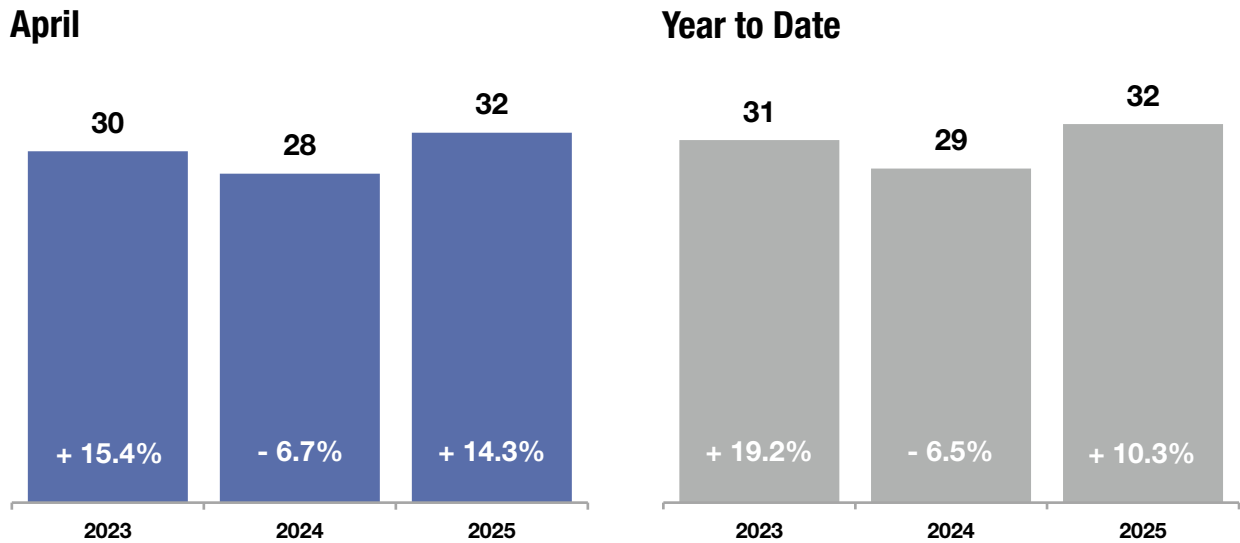
Closed Sales		Prior Year	Percent Change
May 2024	804	800	+0.5%
June 2024	828	978	-15.3%
July 2024	999	932	+7.2%
August 2024	1,178	1,165	+1.1%
September 2024	1,001	1,075	-6.9%
October 2024	1,043	1,016	+2.7%
November 2024	917	955	-4.0%
December 2024	993	966	+2.8%
January 2025	769	683	+12.6%
February 2025	560	575	-2.6%
March 2025	635	614	+3.4%
April 2025	584	631	-7.4%
12-Month Avg	859	866	-0.8%

## Historical Closed Sales by Month



# Days on Market Until Sale

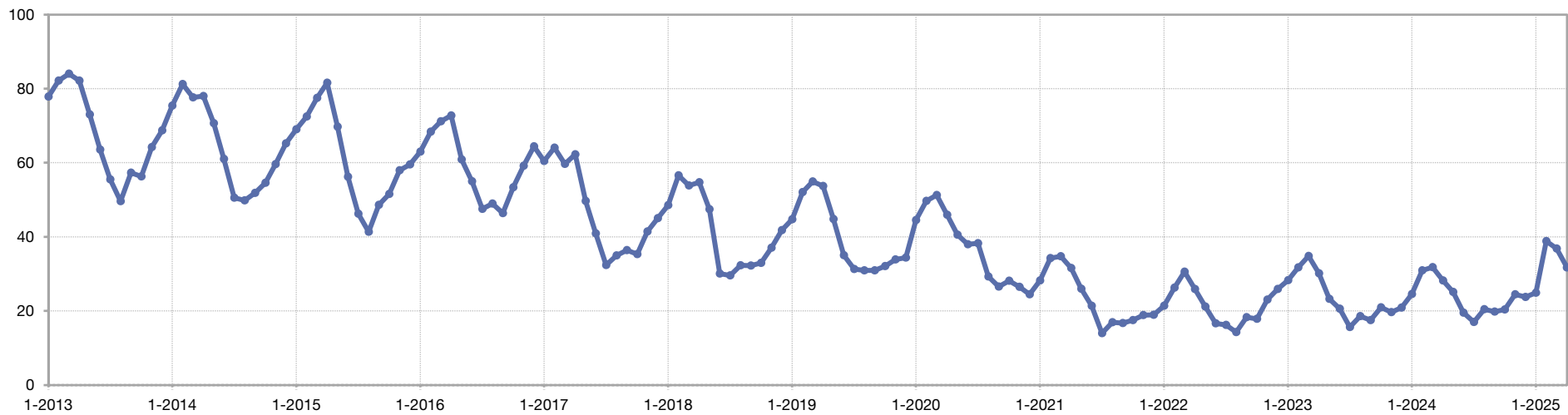
Average number of days between when a property is listed and when an offer is accepted in a given month.



Days on Market		Prior Year	Percent Change
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%
February 2025	39	31	+25.8%
March 2025	37	32	+15.6%
April 2025	32	28	+14.3%
12-Month Avg*	24	22	+9.1%

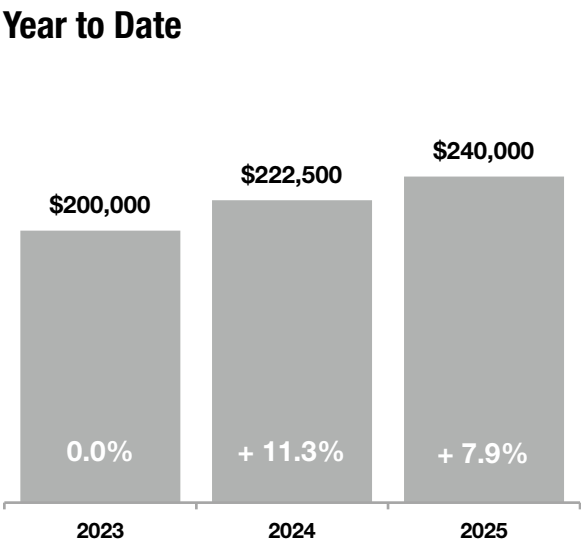
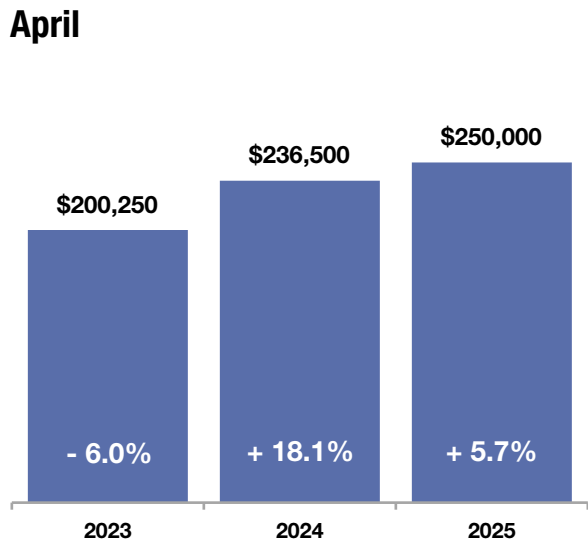
\* Average Days on Market of all properties from May 2024 through April 2025. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



# Median Sales Price

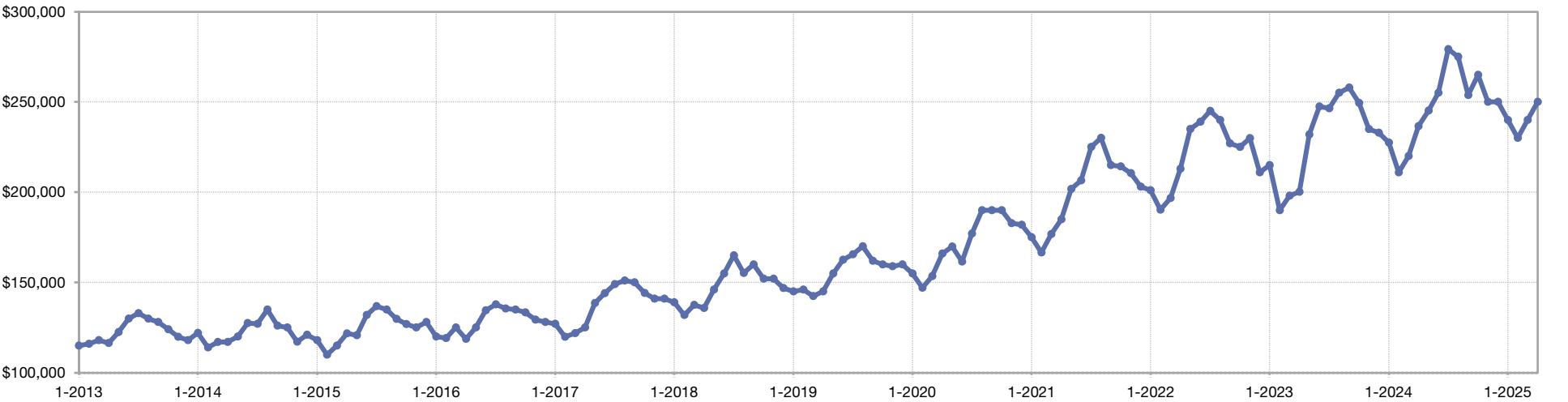
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



Median Sales Price		Prior Year	Percent Change
May 2024	\$245,110	\$232,000	+5.7%
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	\$250,000	\$236,500	+5.7%
12-Month Med*	\$255,000	\$240,000	+6.3%

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

## Historical Median Sales Price by Month

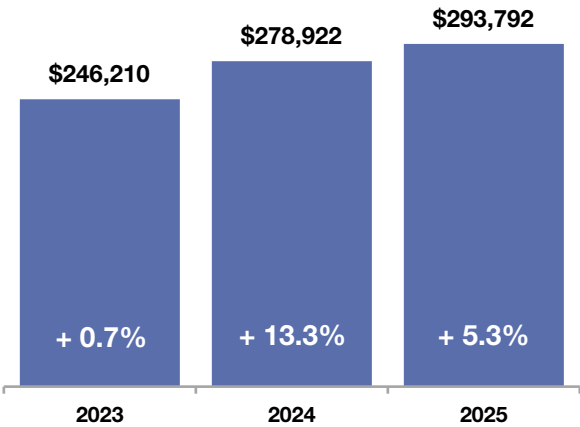


# Average Sales Price

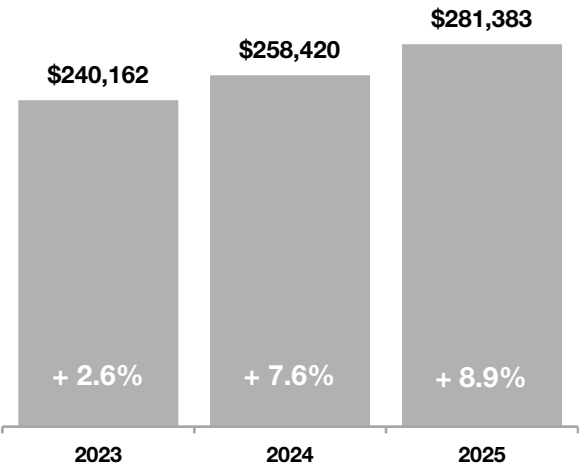
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## April



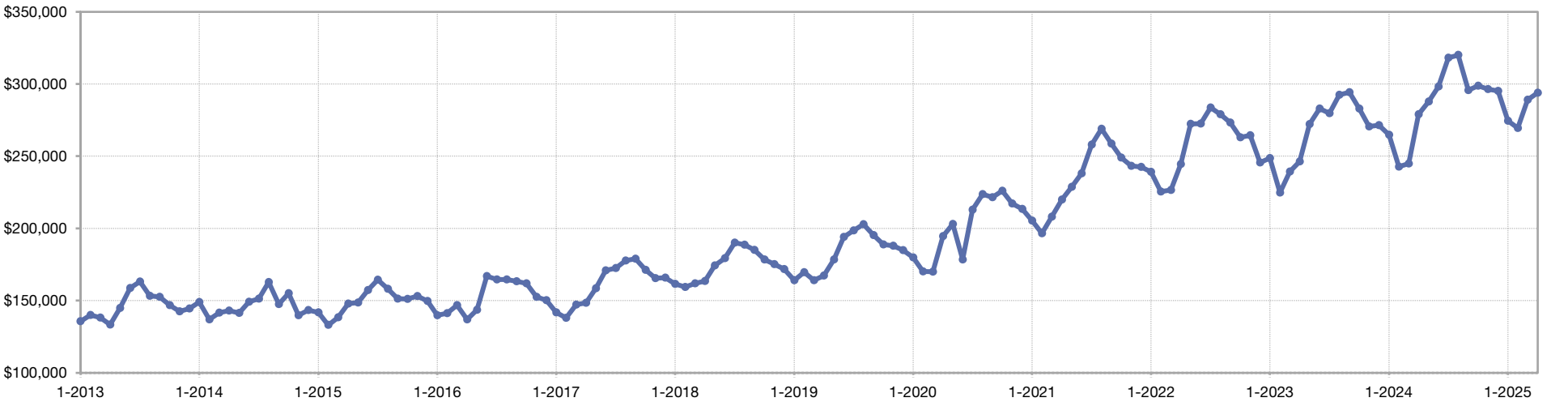
## Year to Date



Avg. Sales Price		Prior Year	Percent Change
May 2024	\$287,754	\$272,051	+5.8%
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	\$296,379	\$270,471	+9.6%
December 2024	\$295,074	\$271,442	+8.7%
January 2025	\$274,367	\$264,816	+3.6%
February 2025	\$269,447	\$242,703	+11.0%
March 2025	\$288,997	\$244,795	+18.1%
April 2025	\$293,792	\$278,922	+5.3%
12-Month Avg*	\$296,982	\$275,908	+7.6%

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

## Historical Average Sales Price by Month



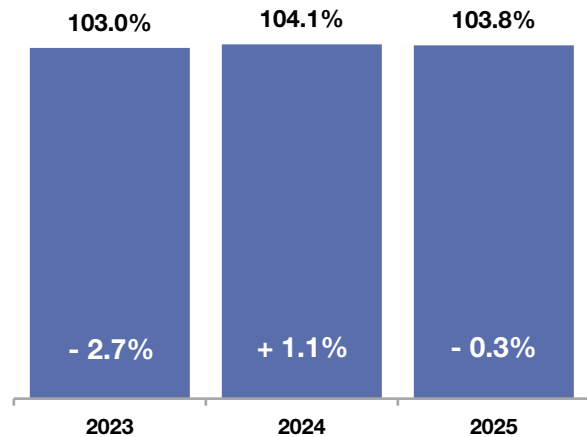


# Percent of List Price Received

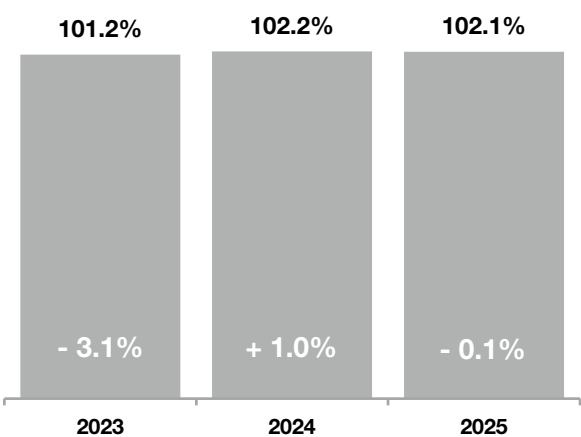
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## April



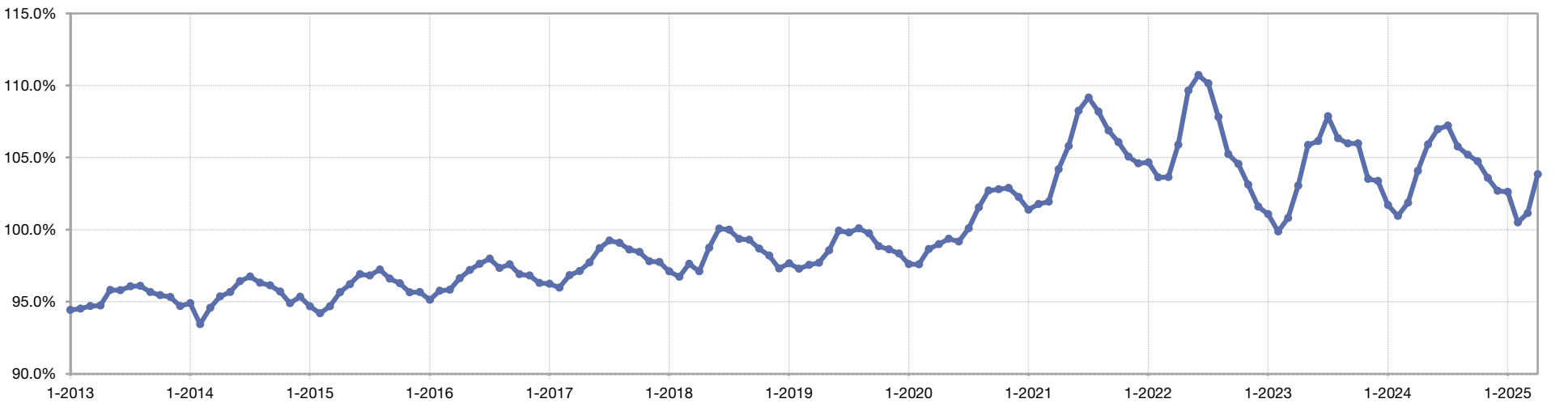
## Year to Date



Pct. of List Price Received	Prior Year	Percent Change
May 2024	105.9%	105.9% 0.0%
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	102.7%	103.4% -0.7%
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	103.8%	104.1% -0.3%
12-Month Avg*	104.4%	104.8% -0.4%

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

## Historical Percent of List Price Received by Month

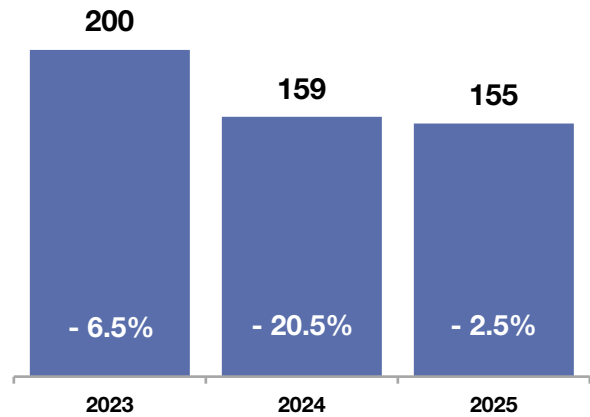


# Housing Affordability Index

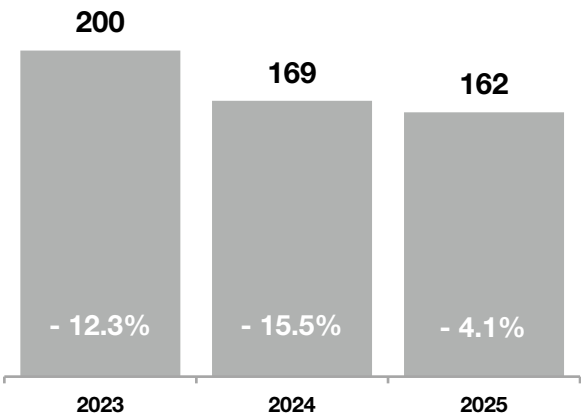
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## April

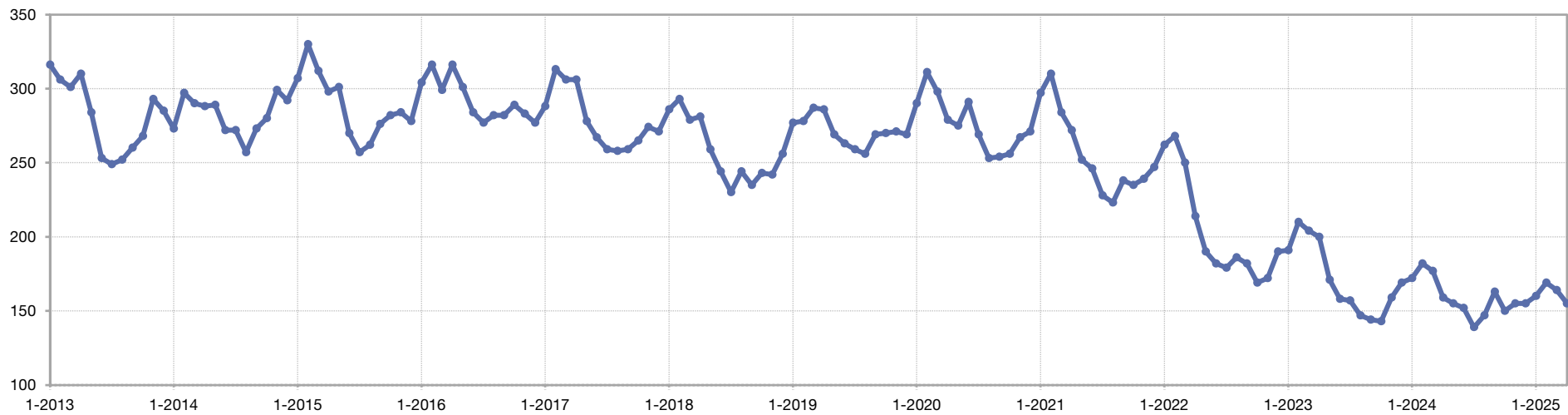


## Year to Date



Affordability Index		Prior Year	Percent Change
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%
February 2025	169	182	-7.1%
March 2025	164	177	-7.3%
April 2025	155	159	-2.5%
12-Month Avg	155	162	-3.8%

## Historical Housing Affordability Index by Month

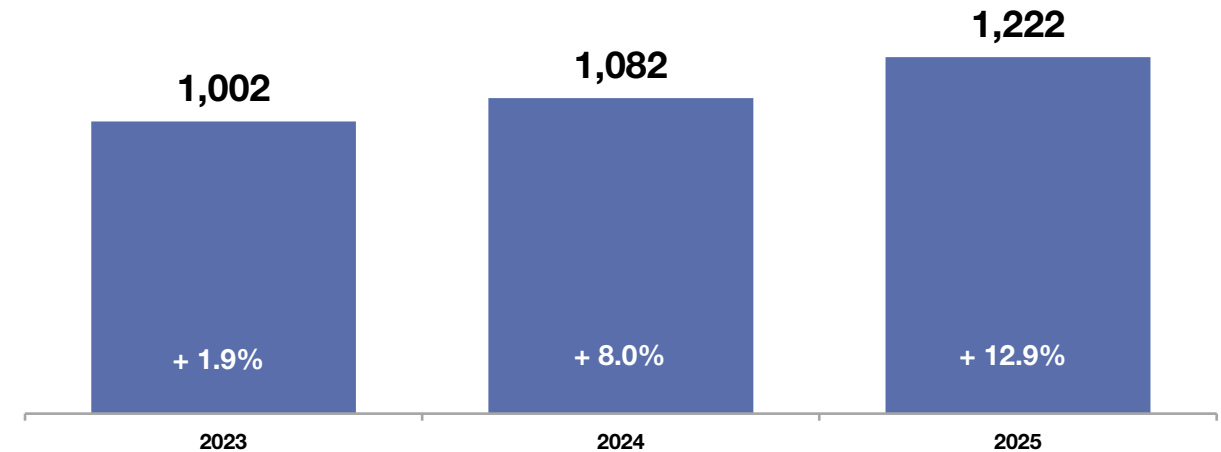


# Inventory of Homes for Sale

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

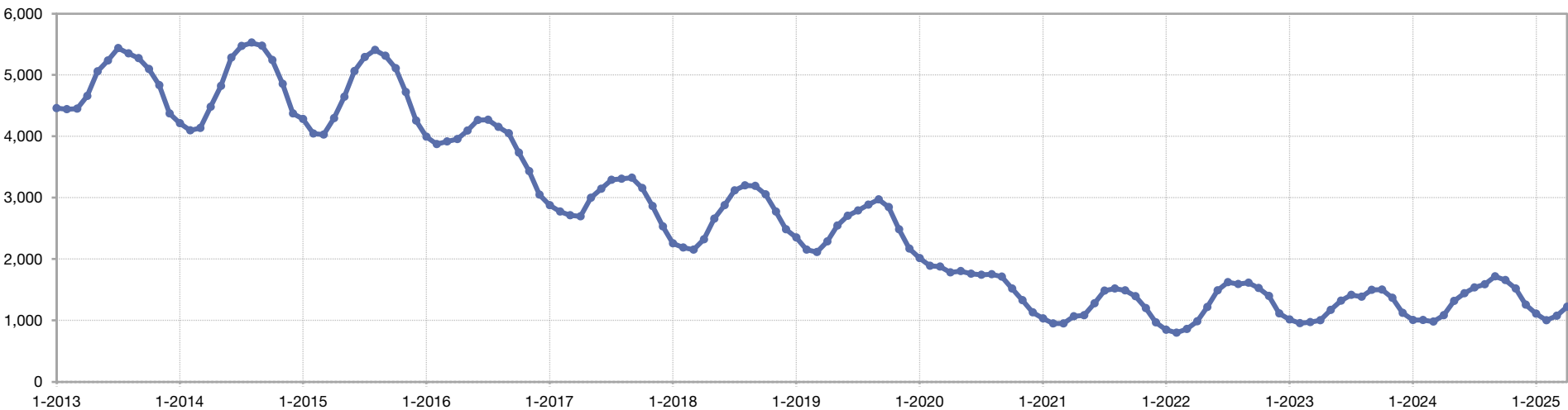


## April



Homes for Sale		Prior Year	Percent Change
May 2024	1,318	1,171	+12.6%
June 2024	1,441	1,322	+9.0%
July 2024	1,535	1,414	+8.6%
August 2024	1,588	1,386	+14.6%
September 2024	1,716	1,498	+14.6%
October 2024	1,657	1,503	+10.2%
November 2024	1,519	1,370	+10.9%
December 2024	1,255	1,123	+11.8%
January 2025	1,108	1,008	+9.9%
February 2025	1,000	1,005	-0.5%
March 2025	1,075	980	+9.7%
April 2025	1,222	1,082	+12.9%
12-Month Avg*	1,370	1,239	+10.6%

## Historical Inventory of Homes for Sale by Month

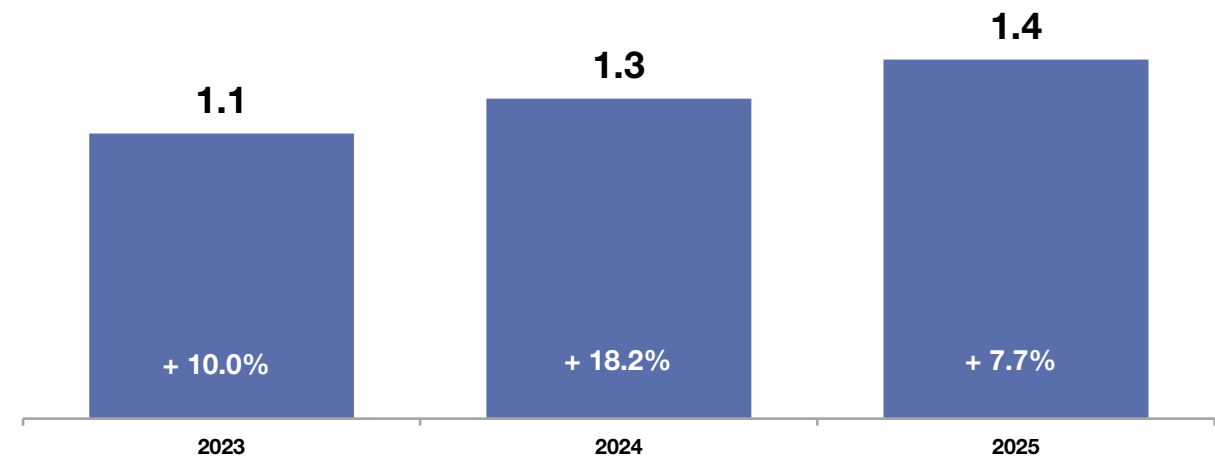


# Months Supply of Inventory

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.



## April



Months Supply		Prior Year	Percent Change
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	1.5	1.3	+15.4%
January 2025	1.3	1.2	+8.3%
February 2025	1.2	1.2	0.0%
March 2025	1.2	1.1	+9.1%
April 2025	1.4	1.3	+7.7%
12-Month Avg*	1.6	1.4	+14.3%

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

## Historical Months Supply of Inventory by Month

