

Monthly Indicators



November 2025

U.S. sales of existing homes rose 1.2% from the previous month to a seasonally adjusted annual rate of 4.10 million, according to the National Association of REALTORS® (NAR), as buyers took advantage of lower mortgage rates this fall. Sales increased in the Midwest and South, held steady in the Northeast, and edged down in the West. Year-over-year, sales were up 1.7%, with gains in the Northeast, Midwest, and South, while the West posted a decline.

New Listings decreased 1.8 percent to 815. Pending Sales increased 0.3 percent to 734. Inventory increased 10.5 percent to 1,680.

Median Sales Price increased 10.0 percent from \$250,000 to \$275,000. Days on Market decreased 8.3 percent to 22. Months Supply of Inventory increased 5.6 percent to 1.9.

Nationally, inventory dipped 0.7% month-over-month but rose 10.9% year-over-year, totaling 1.52 million units, according to NAR. At the current sales pace, supply stands at 4.4 months, slightly below last month's level but higher than the 4.1 months recorded a year ago. Supported by modest inventory levels, prices continue to rise, with the national median existing-home price increasing 2.1% year-over-year to \$415,200, marking 28 consecutive months of annual gains.

Activity Snapshot

- 10.8%	+ 10.0%	+ 10.5%
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.



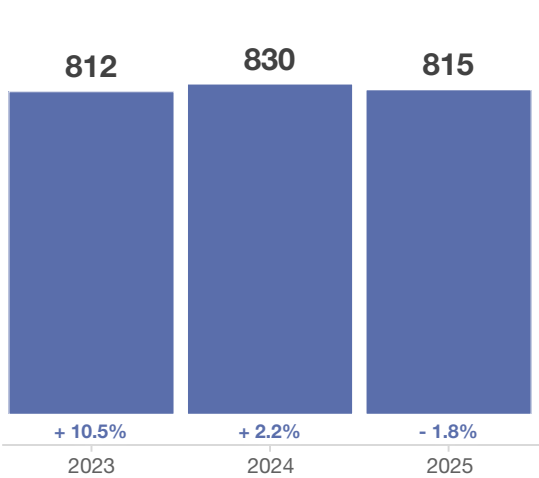
Key Metrics	Historical Sparkbars	11-2024	11-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		830	815	- 1.8%	12,303	12,933	+ 5.1%
Pending Sales		732	734	+ 0.3%	9,826	10,189	+ 3.7%
Closed Sales		918	819	- 10.8%	9,276	9,476	+ 2.2%
Days on Market Until Sale		24	22	- 8.3%	23	24	+ 4.3%
Median Sales Price		\$250,000	\$275,000	+ 10.0%	\$250,000	\$270,000	+ 8.0%
Average Sales Price		\$296,242	\$320,923	+ 8.3%	\$291,054	\$313,135	+ 7.6%
Percent of List Price Received		103.6%	103.8%	+ 0.2%	104.7%	104.3%	- 0.4%
Housing Affordability Index		155	148	- 4.5%	155	151	- 2.6%
Inventory of Homes for Sale		1,521	1,680	+ 10.5%	—	—	—
Months Supply of Inventory		1.8	1.9	+ 5.6%	—	—	—

New Listings

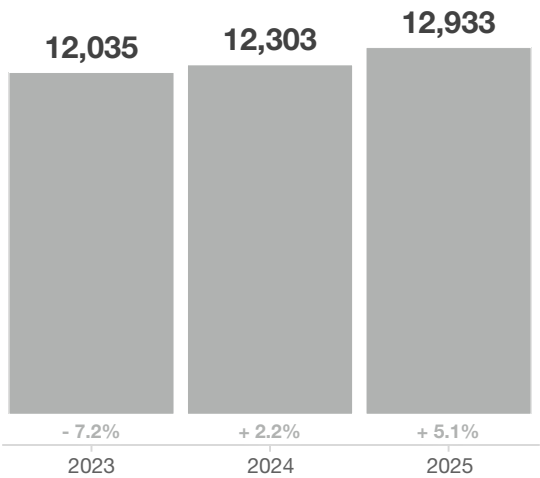
A count of the properties that have been newly listed on the market in a given month.



November

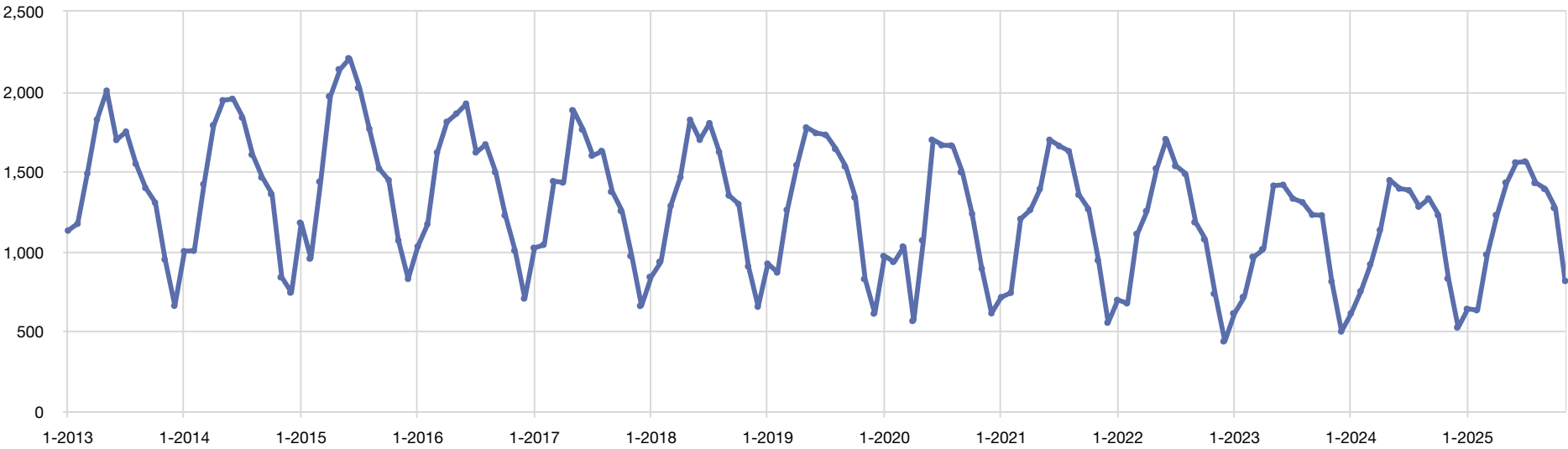


Year to Date



New Listings		Prior Year	Percent Change
December 2024	524	499	+ 5.0%
January 2025	640	612	+ 4.6%
February 2025	632	751	- 15.8%
March 2025	980	919	+ 6.6%
April 2025	1,227	1,133	+ 8.3%
May 2025	1,430	1,445	- 1.0%
June 2025	1,556	1,393	+ 11.7%
July 2025	1,562	1,382	+ 13.0%
August 2025	1,428	1,280	+ 11.6%
September 2025	1,391	1,331	+ 4.5%
October 2025	1,272	1,227	+ 3.7%
November 2025	815	830	- 1.8%
12-Month Avg	1,121	1,067	+ 5.1%

Historical New Listings by Month

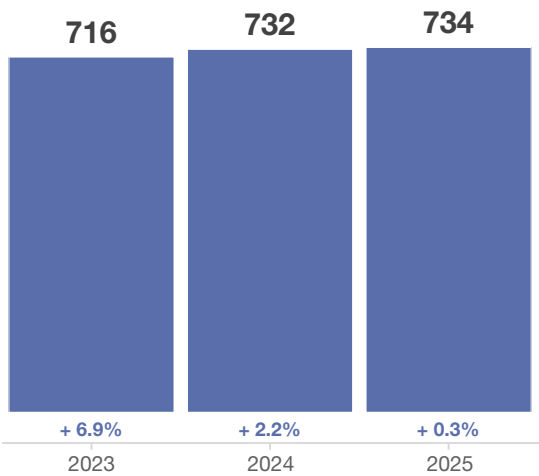


Pending Sales

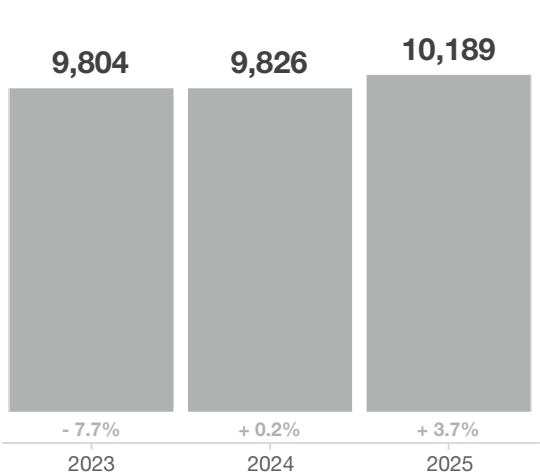
A count of the properties on which offers have been accepted in a given month.



November

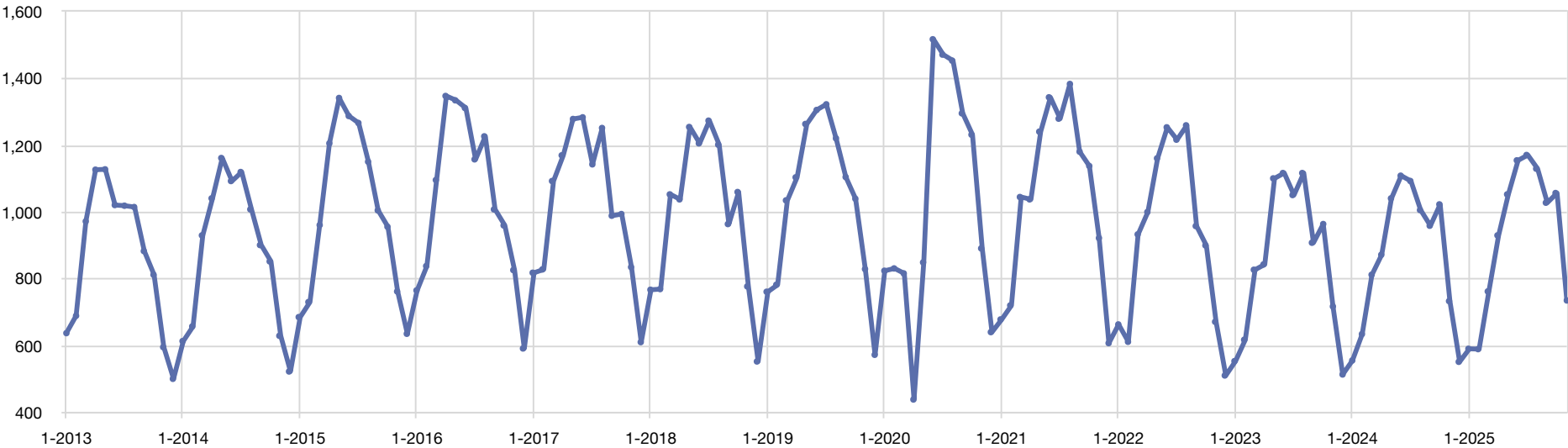


Year to Date



Pending Sales		Prior Year	Percent Change
December 2024	550	512	+ 7.4%
January 2025	589	554	+ 6.3%
February 2025	588	633	- 7.1%
March 2025	761	811	- 6.2%
April 2025	929	871	+ 6.7%
May 2025	1,052	1,040	+ 1.2%
June 2025	1,154	1,108	+ 4.2%
July 2025	1,170	1,092	+ 7.1%
August 2025	1,129	1,005	+ 12.3%
September 2025	1,027	958	+ 7.2%
October 2025	1,056	1,022	+ 3.3%
November 2025	734	732	+ 0.3%
12-Month Avg	895	862	+ 3.8%

Historical Pending Sales by Month

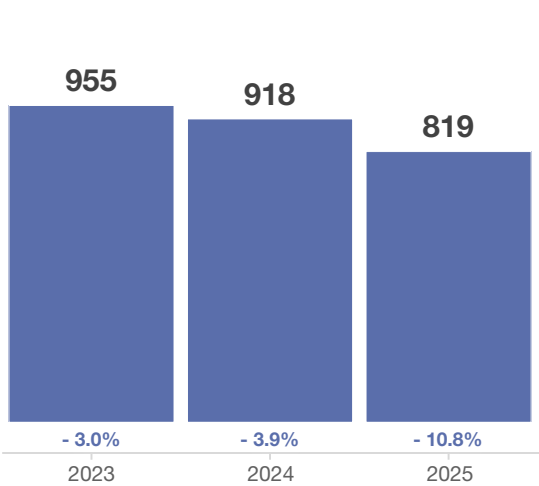


Closed Sales

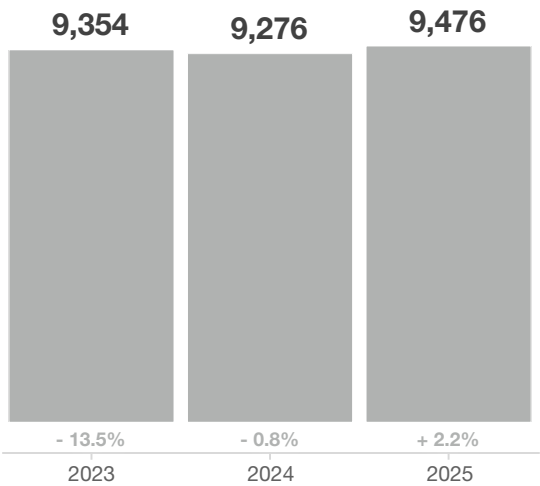
A count of the actual sales that closed in a given month.



November

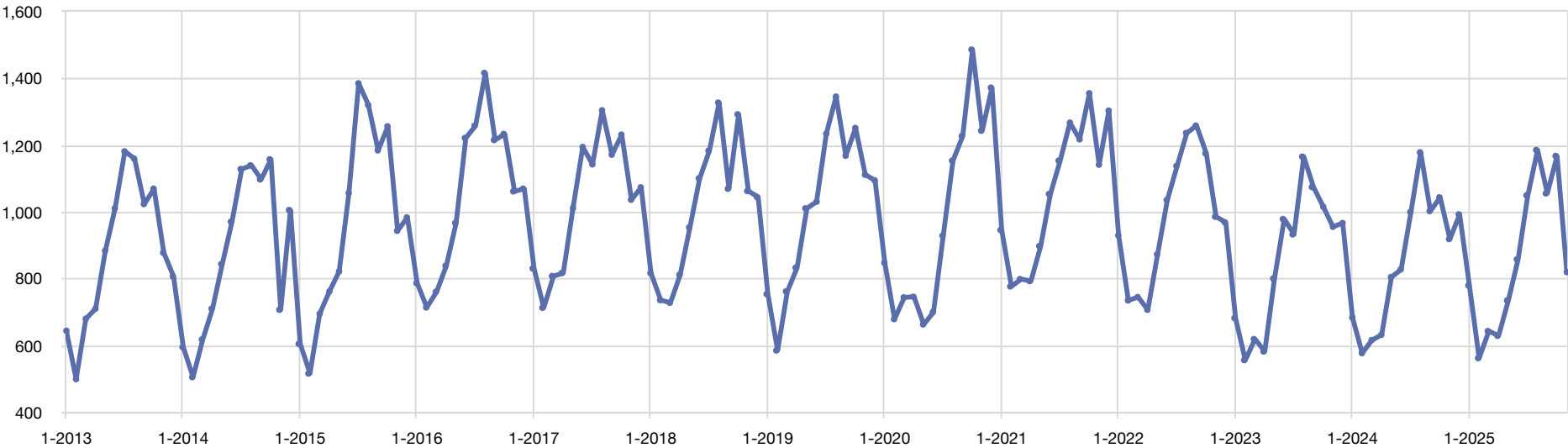


Year to Date



Closed Sales		Prior Year	Percent Change
December 2024	992	966	+ 2.7%
January 2025	779	683	+ 14.1%
February 2025	561	576	- 2.6%
March 2025	642	615	+ 4.4%
April 2025	628	631	- 0.5%
May 2025	734	804	- 8.7%
June 2025	857	827	+ 3.6%
July 2025	1,049	999	+ 5.0%
August 2025	1,185	1,178	+ 0.6%
September 2025	1,055	1,002	+ 5.3%
October 2025	1,167	1,043	+ 11.9%
November 2025	819	918	- 10.8%
12-Month Avg	872	854	+ 2.1%

Historical Closed Sales by Month

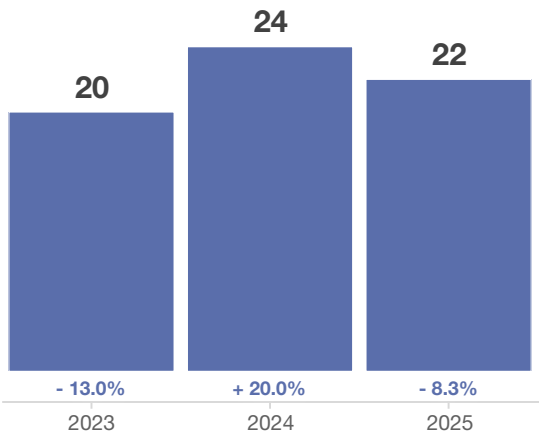


Days on Market Until Sale

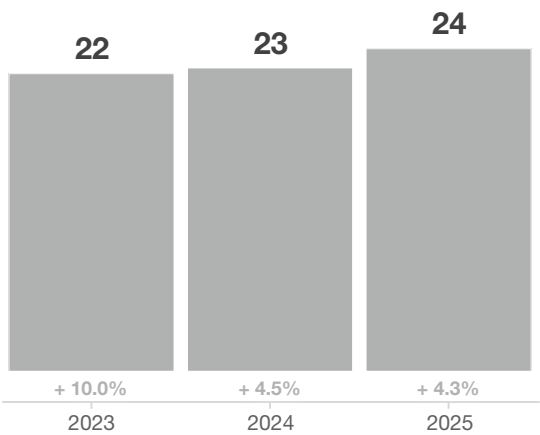
Average number of days between when a property is listed and when an offer is accepted in a given month.



November



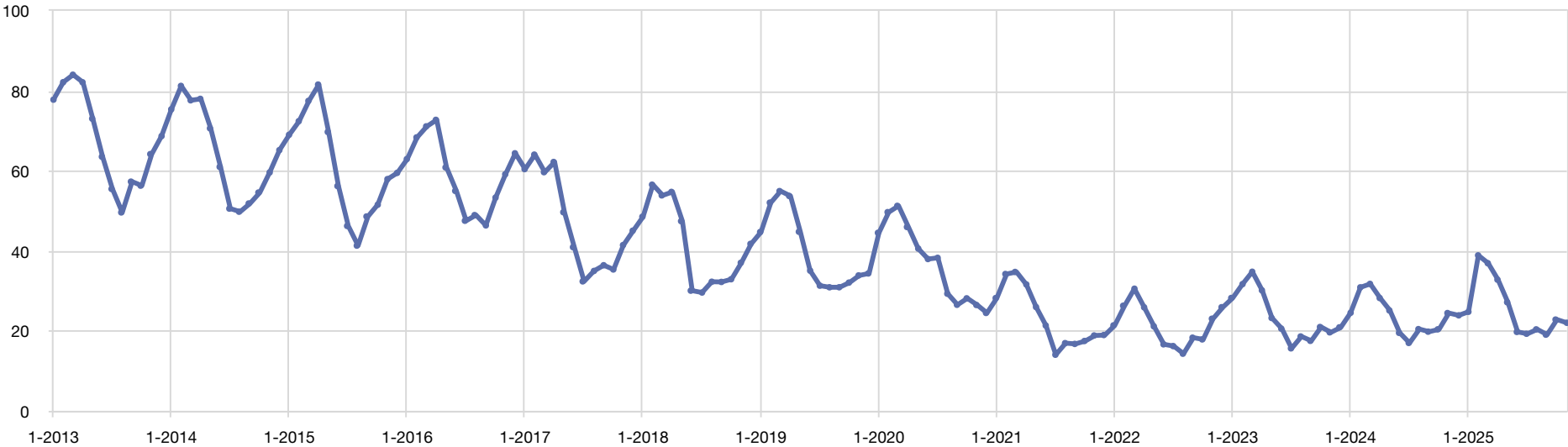
Year to Date



Days on Market		Prior Year	Percent Change
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	19	17	+ 11.8%
August 2025	20	20	0.0%
September 2025	19	20	- 5.0%
October 2025	23	20	+ 15.0%
November 2025	22	24	- 8.3%
12-Month Avg*	24	23	+ 7.2%

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

Historical Days on Market Until Sale by Month

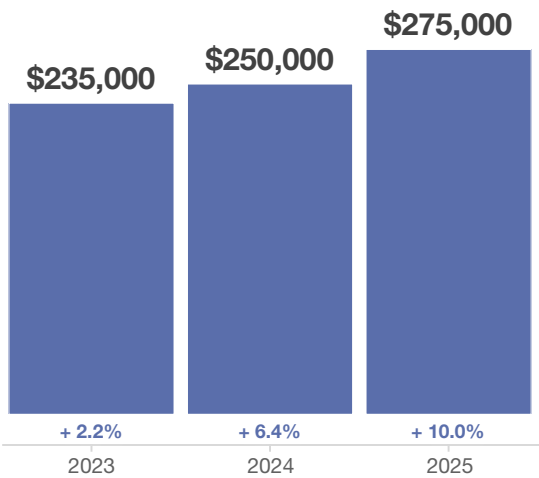


Median Sales Price

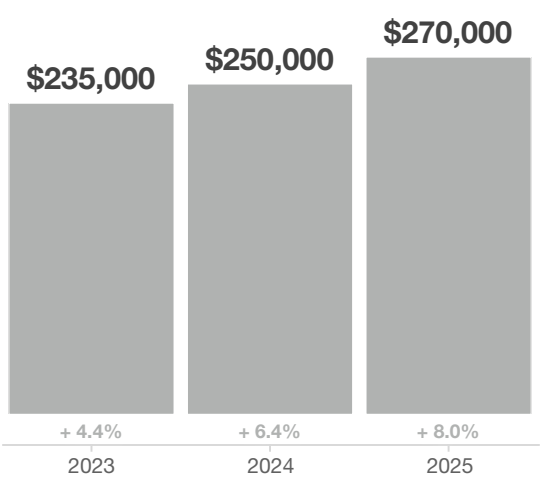
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November



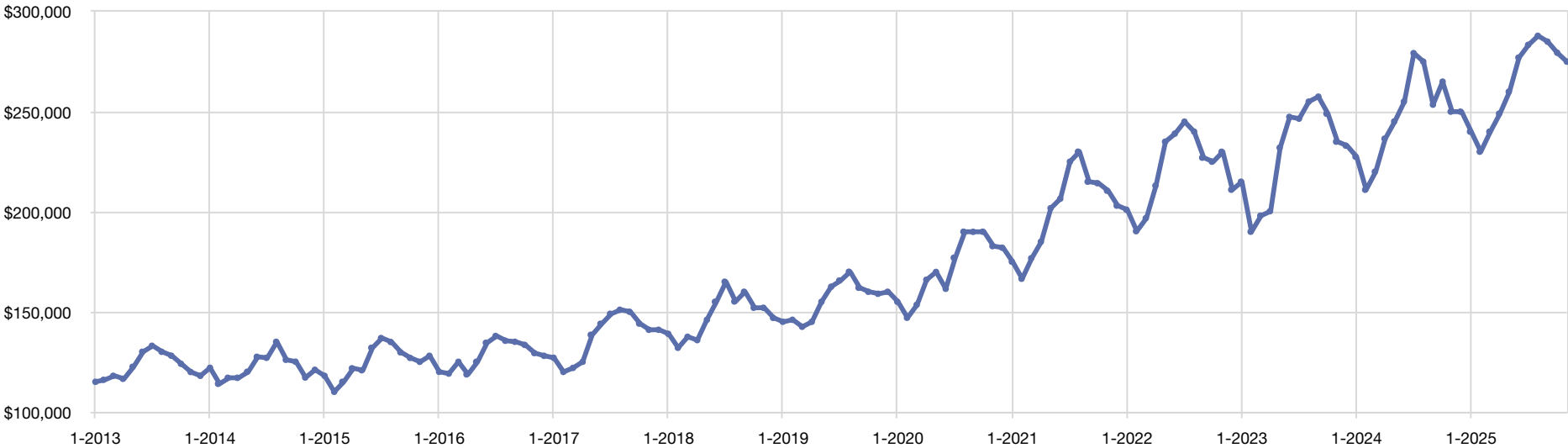
Year to Date



	Median Sales Price	Prior Year	Percent Change
December 2024	\$250,000	\$233,000	+ 7.3%
January 2025	\$240,000	\$227,500	+ 5.5%
February 2025	\$230,000	\$210,970	+ 9.0%
March 2025	\$240,000	\$220,000	+ 9.1%
April 2025	\$249,000	\$236,500	+ 5.3%
May 2025	\$259,950	\$245,110	+ 6.1%
June 2025	\$277,000	\$255,000	+ 8.6%
July 2025	\$283,375	\$279,242	+ 1.5%
August 2025	\$287,900	\$275,000	+ 4.7%
September 2025	\$285,000	\$253,500	+ 12.4%
October 2025	\$279,450	\$265,000	+ 5.5%
November 2025	\$275,000	\$250,000	+ 10.0%
12-Month Avg*	\$266,000	\$250,000	+ 6.4%

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

Historical Median Sales Price by Month

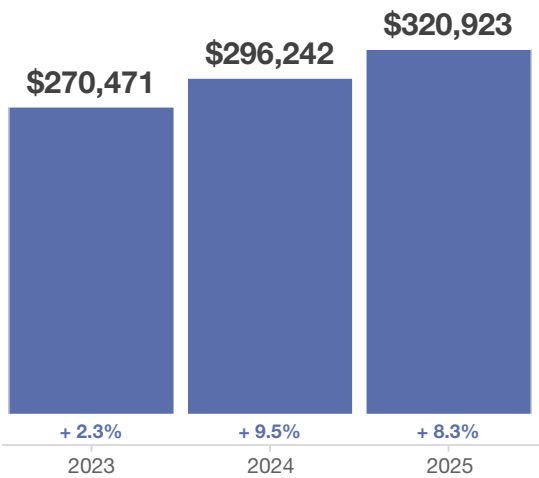


Average Sales Price

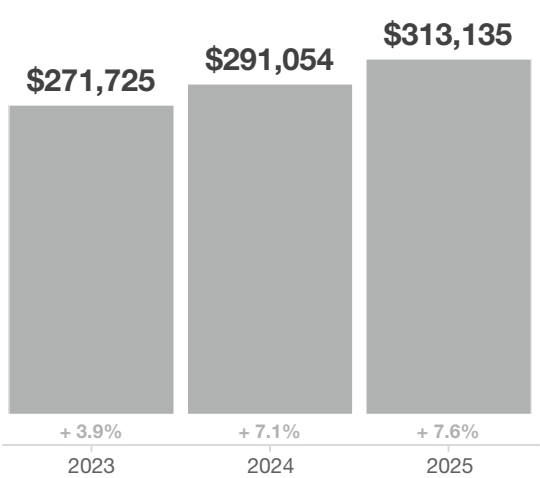
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November



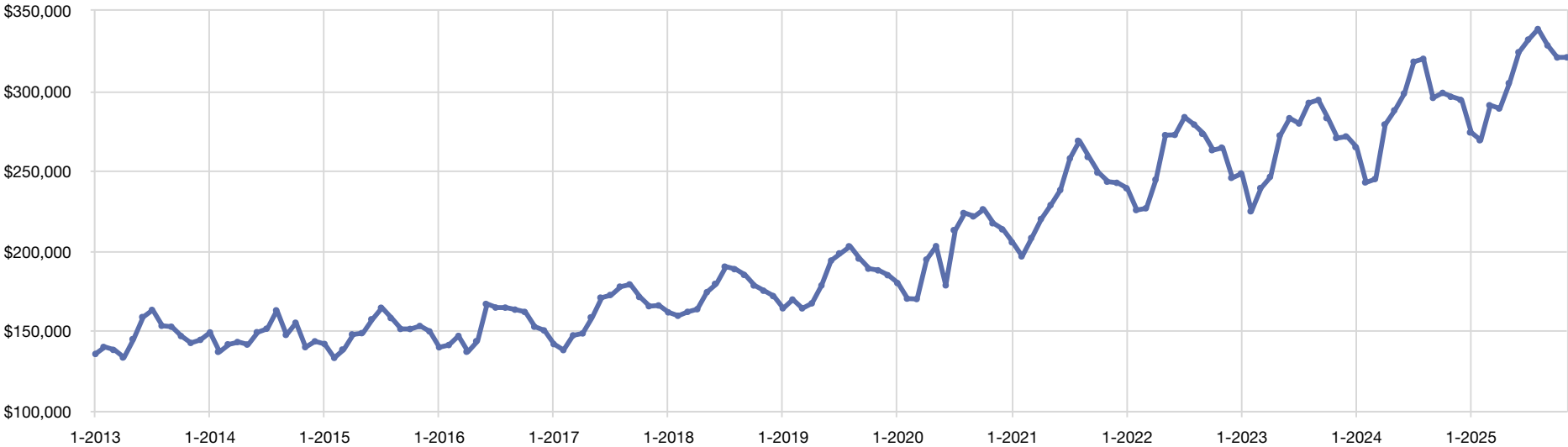
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
December 2024	\$294,350	\$271,442	+ 8.4%
January 2025	\$273,970	\$264,816	+ 3.5%
February 2025	\$269,089	\$242,750	+ 10.9%
March 2025	\$290,955	\$244,834	+ 18.8%
April 2025	\$288,911	\$278,922	+ 3.6%
May 2025	\$304,761	\$287,754	+ 5.9%
June 2025	\$324,086	\$298,249	+ 8.7%
July 2025	\$331,980	\$318,137	+ 4.4%
August 2025	\$338,549	\$319,972	+ 5.8%
September 2025	\$328,357	\$295,558	+ 11.1%
October 2025	\$320,832	\$298,682	+ 7.4%
November 2025	\$320,923	\$296,242	+ 8.3%
12-Month Avg*	\$311,353	\$289,205	+ 7.7%

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

Historical Average Sales Price by Month

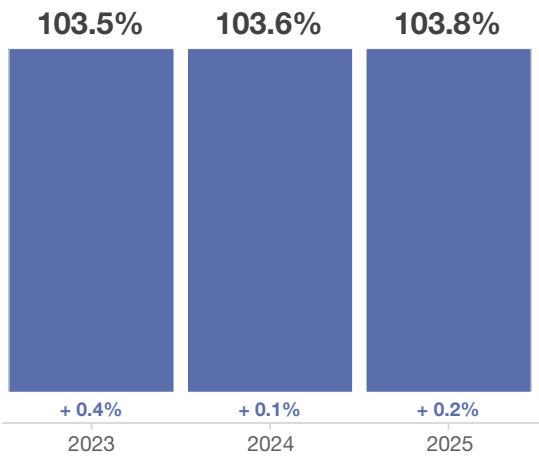


Percent of List Price Received

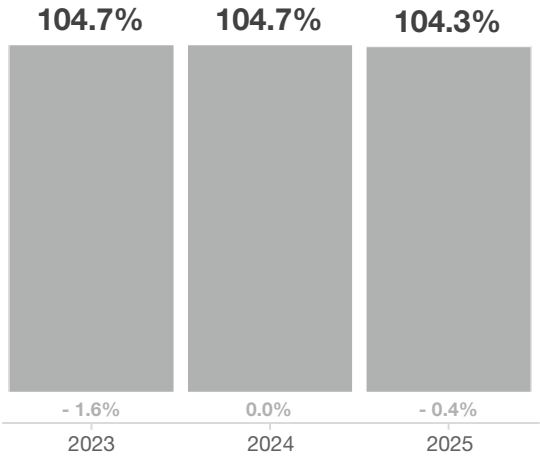
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



November



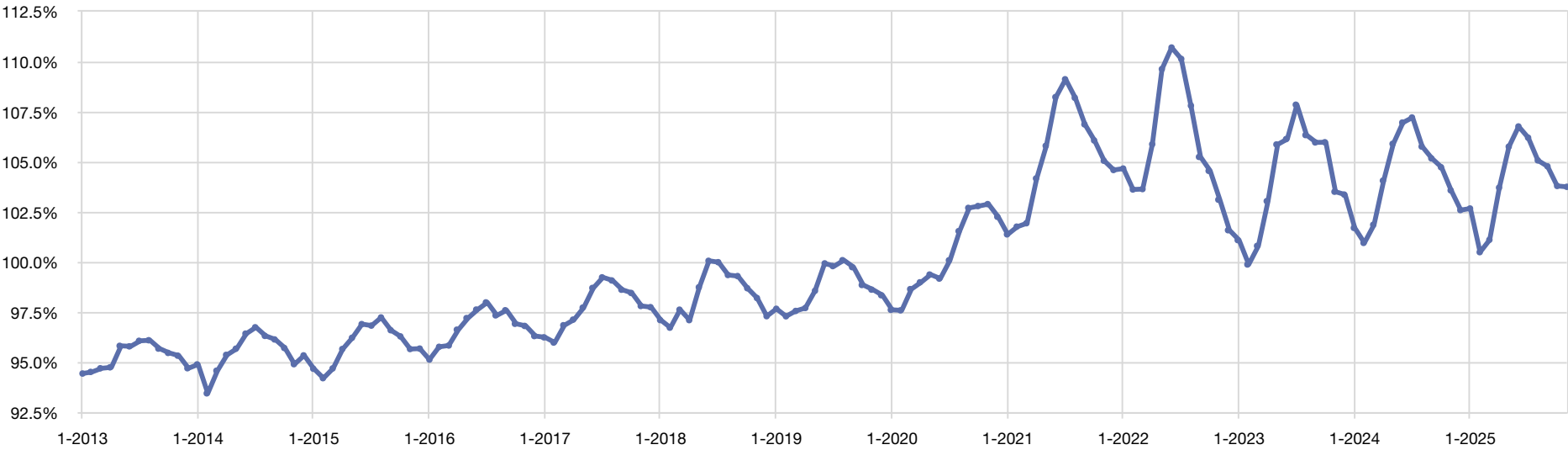
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
December 2024	102.6%	103.4%	- 0.8%
January 2025	102.7%	101.7%	+ 1.0%
February 2025	100.5%	101.0%	- 0.5%
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	106.8%	107.0%	- 0.2%
July 2025	106.2%	107.2%	- 0.9%
August 2025	105.1%	105.8%	- 0.7%
September 2025	104.8%	105.2%	- 0.4%
October 2025	103.8%	104.7%	- 0.9%
November 2025	103.8%	103.6%	+ 0.2%
12-Month Avg*	104.1%	104.5%	- 0.4%

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

Historical Percent of List Price Received by Month

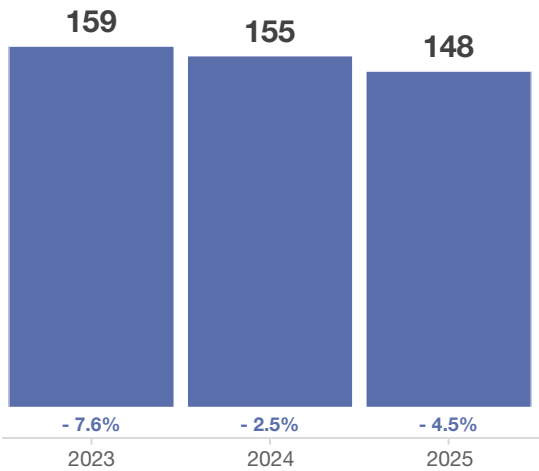


Housing Affordability Index

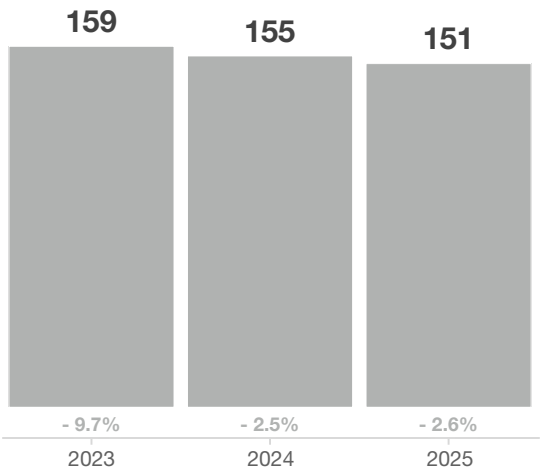
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



November

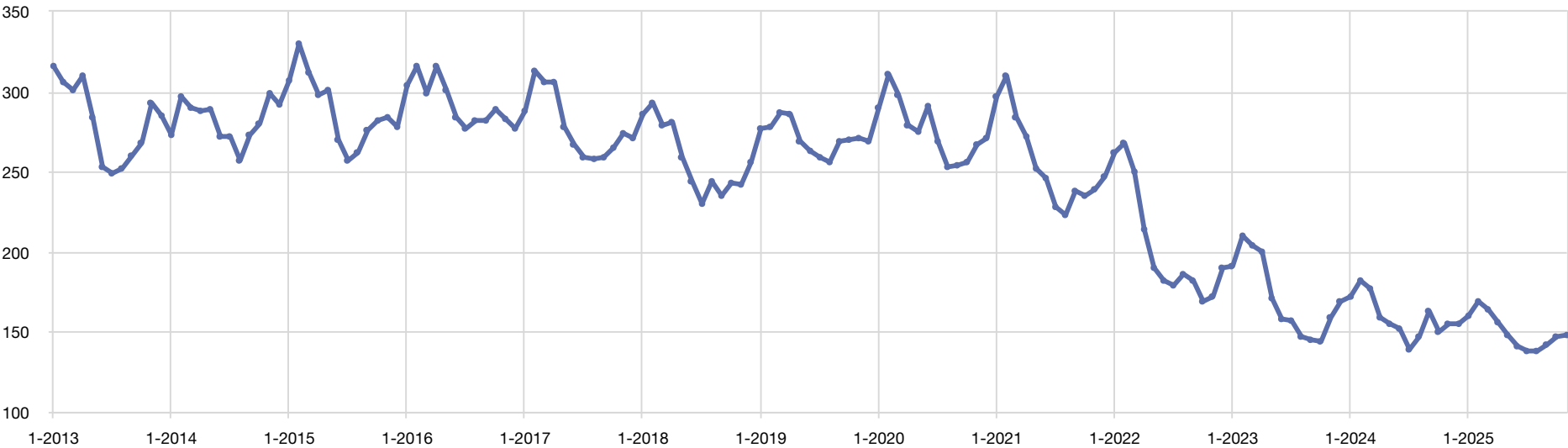


Year to Date



	Affordability Index	Prior Year	Percent Change
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	138	139	- 0.7%
August 2025	138	147	- 6.1%
September 2025	142	163	- 12.9%
October 2025	147	150	- 2.0%
November 2025	148	155	- 4.5%
12-Month Avg	151	160	- 5.6%

Historical Housing Affordability Index by Month

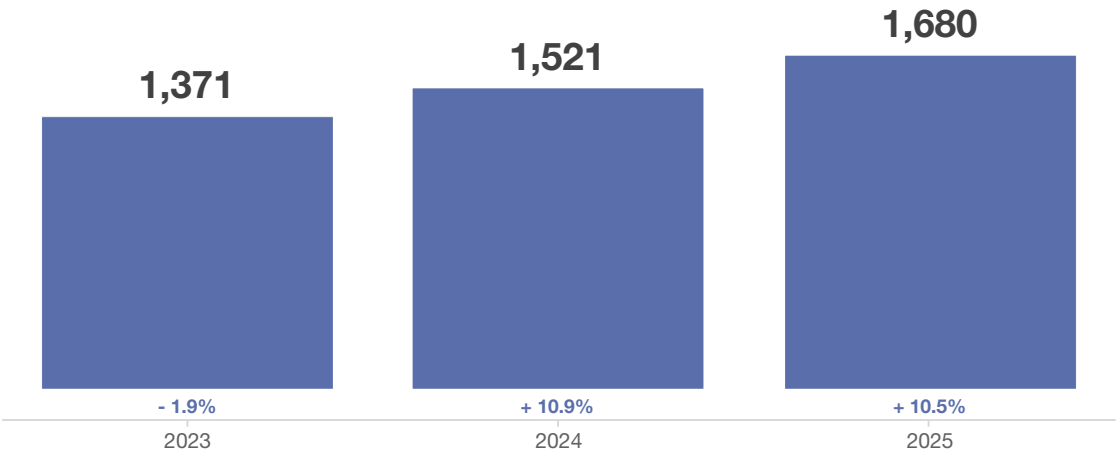


Inventory of Homes for Sale

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

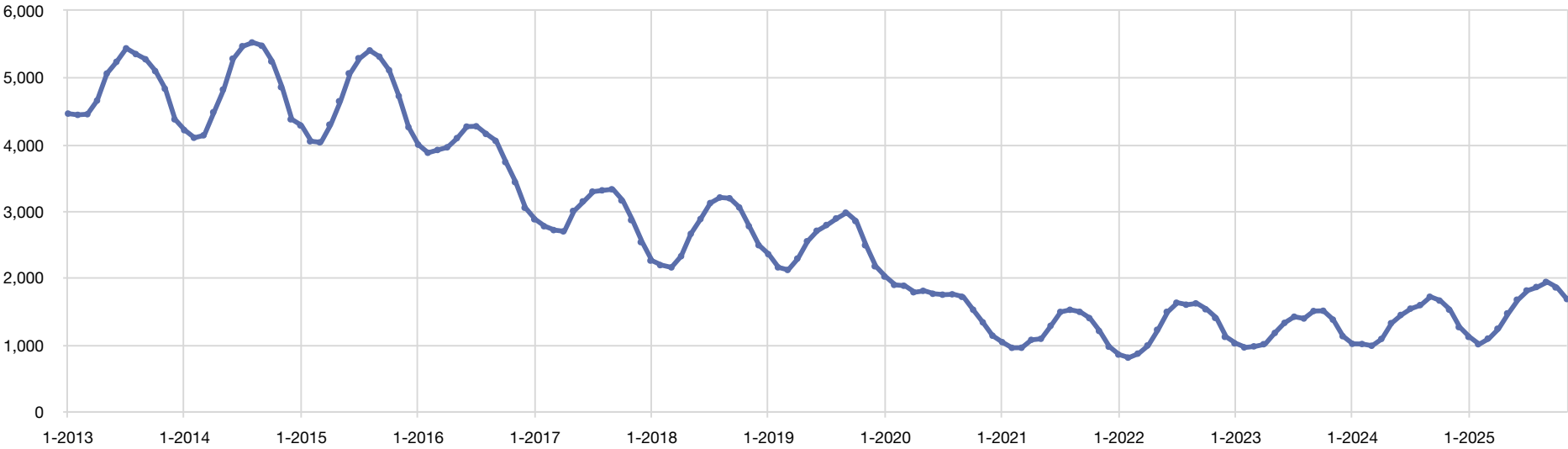


November



Homes for Sale		Prior Year	Percent Change
December 2024	1,259	1,124	+ 12.0%
January 2025	1,113	1,009	+ 10.3%
February 2025	1,003	1,006	- 0.3%
March 2025	1,087	980	+ 10.9%
April 2025	1,235	1,082	+ 14.1%
May 2025	1,465	1,318	+ 11.2%
June 2025	1,670	1,441	+ 15.9%
July 2025	1,808	1,536	+ 17.7%
August 2025	1,860	1,589	+ 17.1%
September 2025	1,936	1,714	+ 13.0%
October 2025	1,854	1,657	+ 11.9%
November 2025	1,680	1,521	+ 10.5%
12-Month Avg	1,498	1,331	+ 12.5%

Historical Inventory of Homes for Sale by Month

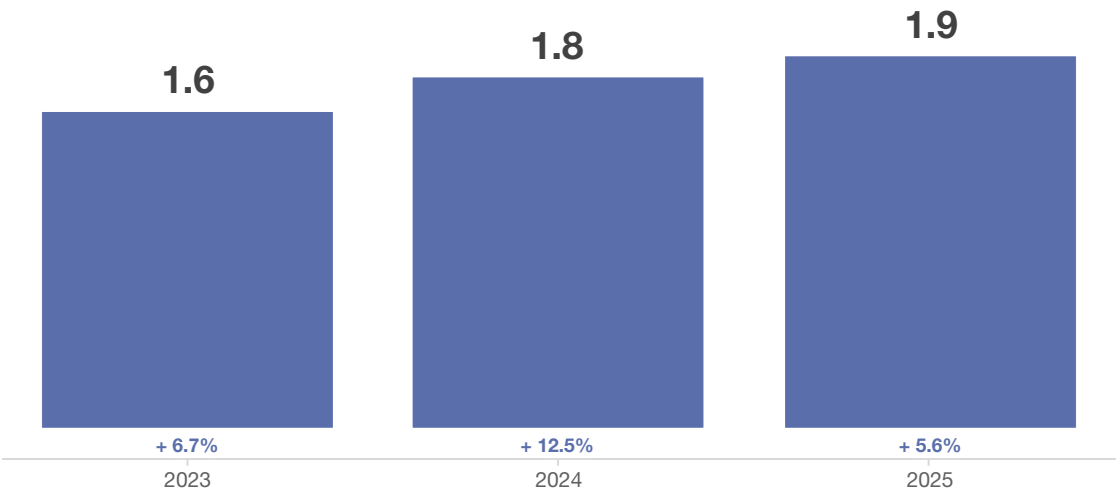


Months Supply of Inventory

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.



November



Months Supply		Prior Year	Percent Change
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	2.1	1.8	+ 16.7%
August 2025	2.1	1.9	+ 10.5%
September 2025	2.2	2.0	+ 10.0%
October 2025	2.1	1.9	+ 10.5%
November 2025	1.9	1.8	+ 5.6%
12-Month Avg*	1.7	1.6	+ 10.1%

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

Historical Months Supply of Inventory by Month

