

Monthly Indicators



October 2025

U.S. existing-home sales climbed 1.5% month-over-month and 4.1% year-over-year, reaching a seasonally adjusted annual rate of 4.06 million units, according to the National Association of REALTORS® (NAR). The increase was partly driven by falling mortgage rates, which recently hit their lowest level in more than a year. Regionally, monthly sales advanced in the Northeast, South, and West, while the Midwest experienced a slight decline.

New Listings increased 3.5 percent to 1,270. Pending Sales increased 1.1 percent to 1,033. Inventory increased 12.6 percent to 1,866.

Median Sales Price increased 4.7 percent from \$265,000 to \$277,500. Days on Market increased 10.0 percent to 22. Months Supply of Inventory increased 10.5 percent to 2.1.

Housing inventory edged up 1.3% from the previous month to 1.55 million units, 14.0% higher than the same period last year. This represents a 4.6-month supply at the current sales pace, according to NAR. The median existing-home price grew 2.1% year-over-year to \$415,200, continuing the trend of annual price gains. The Midwest saw the largest year-over-year increase in median sales price, followed by the Northeast and South, while prices remained mostly flat in the West.

Activity Snapshot

+ 3.1%	+ 4.7%	+ 12.6%
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.



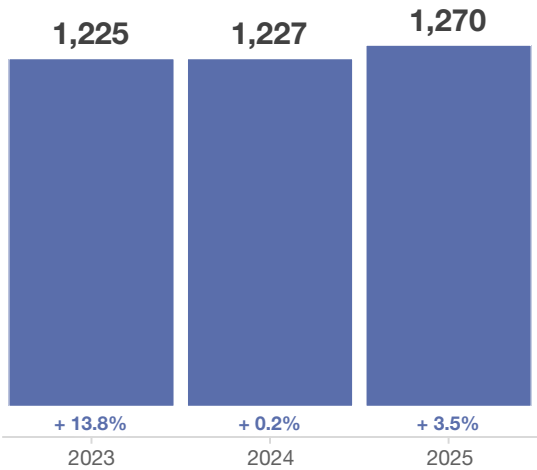
Key Metrics	Historical Sparkbars	10-2024	10-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		1,227	1,270	+ 3.5%	11,473	12,121	+ 5.6%
Pending Sales		1,022	1,033	+ 1.1%	9,095	9,462	+ 4.0%
Closed Sales		1,043	1,075	+ 3.1%	8,358	8,553	+ 2.3%
Days on Market Until Sale		20	22	+ 10.0%	23	25	+ 8.7%
Median Sales Price		\$265,000	\$277,500	+ 4.7%	\$250,000	\$267,000	+ 6.8%
Average Sales Price		\$298,682	\$322,325	+ 7.9%	\$290,484	\$312,490	+ 7.6%
Percent of List Price Received		104.7%	104.0%	- 0.7%	104.8%	104.4%	- 0.4%
Housing Affordability Index		150	148	- 1.3%	159	154	- 3.1%
Inventory of Homes for Sale		1,657	1,866	+ 12.6%	—	—	—
Months Supply of Inventory		1.9	2.1	+ 10.5%	—	—	—

New Listings

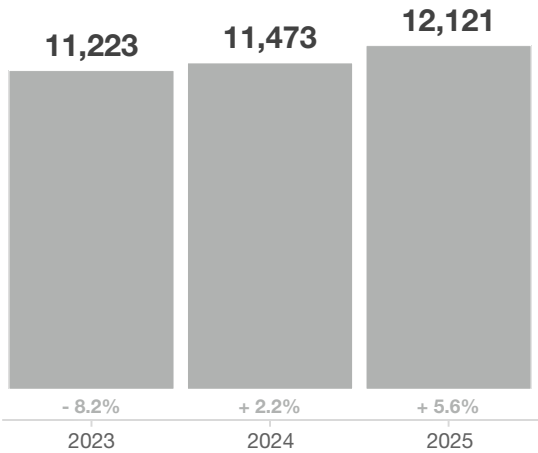
A count of the properties that have been newly listed on the market in a given month.



October

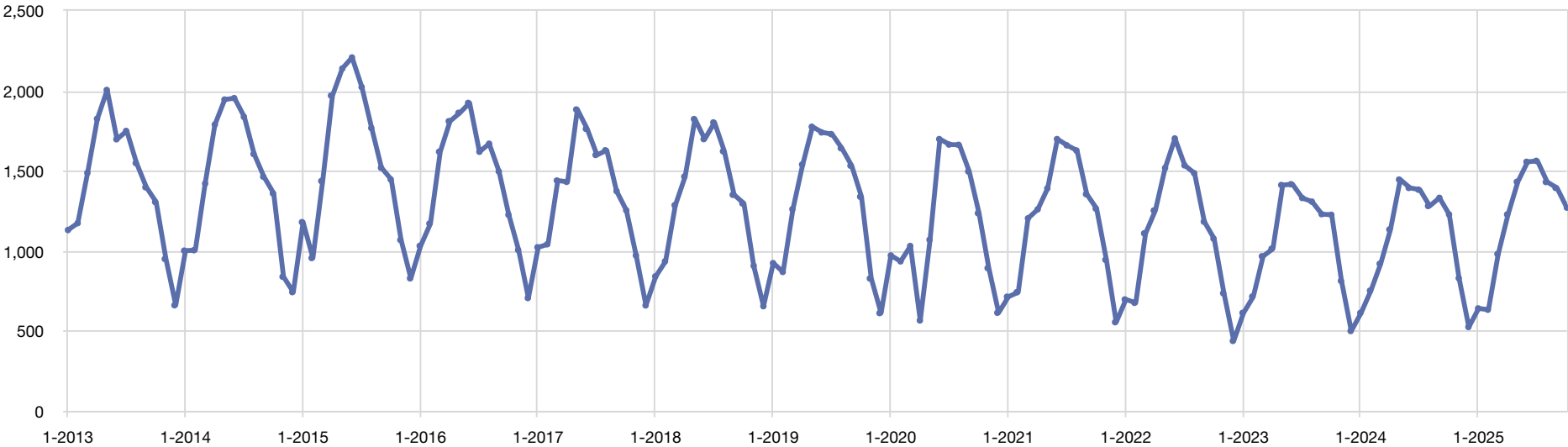


Year to Date



New Listings		Prior Year	Percent Change
November 2024	829	812	+ 2.1%
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	1,431	1,445	- 1.0%
June 2025	1,556	1,393	+ 11.7%
July 2025	1,562	1,382	+ 13.0%
August 2025	1,430	1,280	+ 11.7%
September 2025	1,393	1,331	+ 4.7%
October 2025	1,270	1,227	+ 3.5%
12-Month Avg	1,123	1,065	+ 5.4%

Historical New Listings by Month

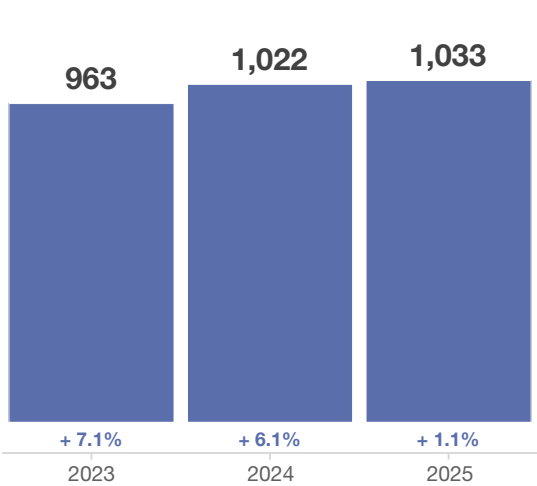


Pending Sales

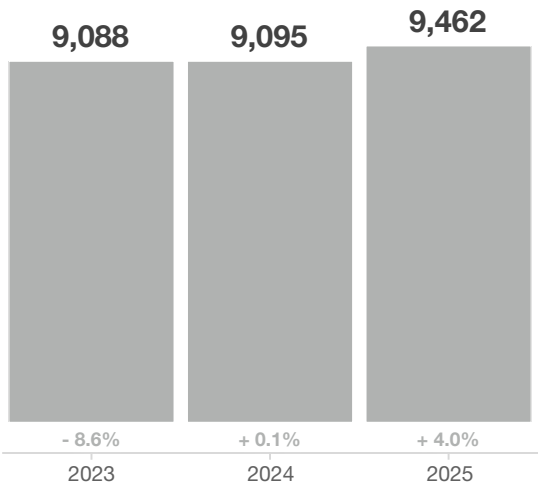
A count of the properties on which offers have been accepted in a given month.



October

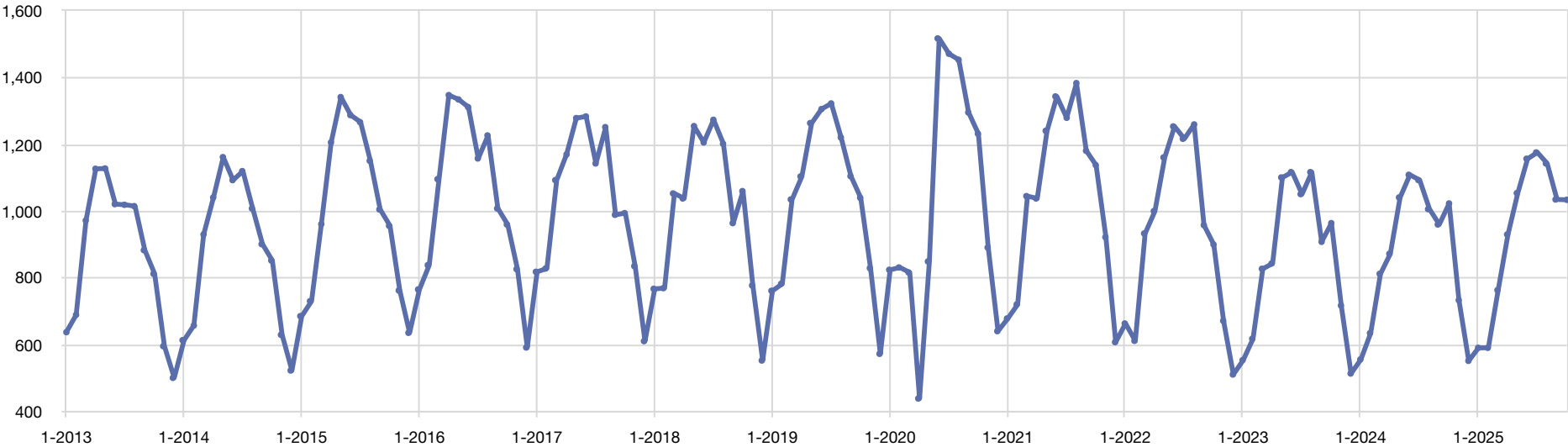


Year to Date



Pending Sales		Prior Year	Percent Change
November 2024	732	716	+ 2.2%
December 2024	550	512	+ 7.4%
January 2025	589	554	+ 6.3%
February 2025	589	633	- 7.0%
March 2025	762	811	- 6.0%
April 2025	929	871	+ 6.7%
May 2025	1,053	1,040	+ 1.3%
June 2025	1,156	1,108	+ 4.3%
July 2025	1,175	1,092	+ 7.6%
August 2025	1,142	1,005	+ 13.6%
September 2025	1,034	959	+ 7.8%
October 2025	1,033	1,022	+ 1.1%
12-Month Avg	895	860	+ 4.1%

Historical Pending Sales by Month

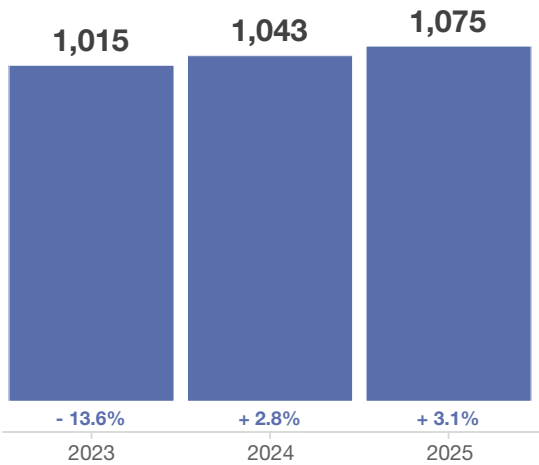


Closed Sales

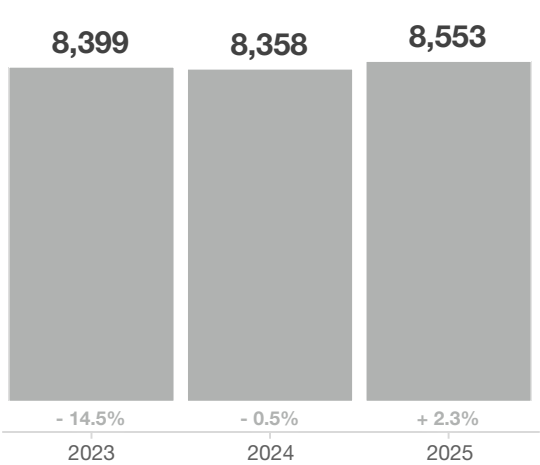
A count of the actual sales that closed in a given month.



October

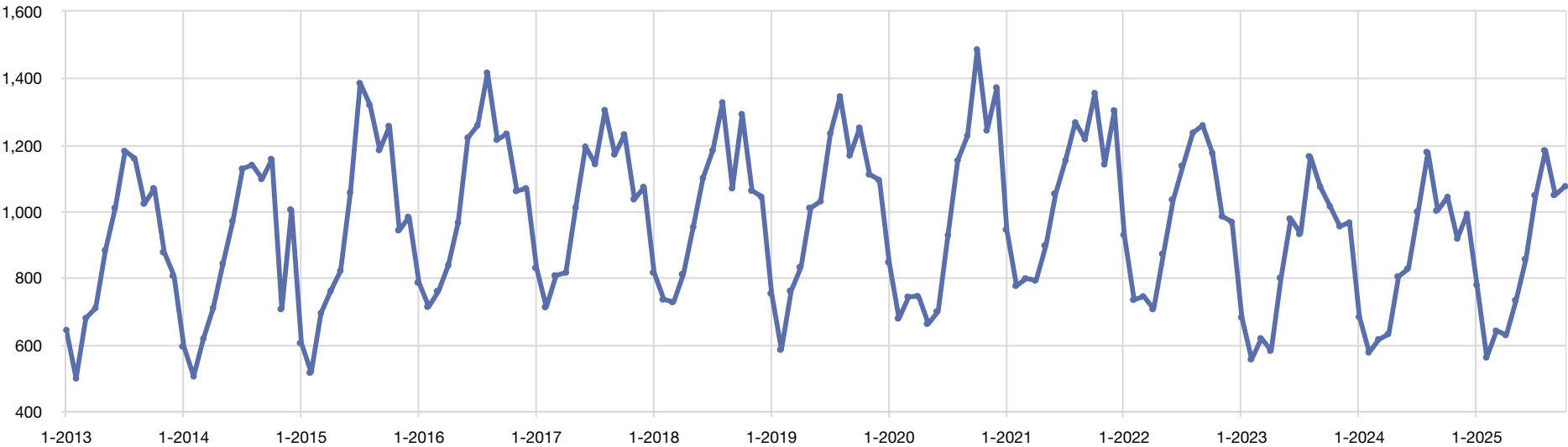


Year to Date



Closed Sales		Prior Year	Percent Change
November 2024	918	955	- 3.9%
December 2024	992	966	+ 2.7%
January 2025	779	683	+ 14.1%
February 2025	561	576	- 2.6%
March 2025	641	615	+ 4.2%
April 2025	628	631	- 0.5%
May 2025	733	804	- 8.8%
June 2025	856	827	+ 3.5%
July 2025	1,048	999	+ 4.9%
August 2025	1,183	1,178	+ 0.4%
September 2025	1,049	1,002	+ 4.7%
October 2025	1,075	1,043	+ 3.1%
12-Month Avg	872	857	+ 1.8%

Historical Closed Sales by Month

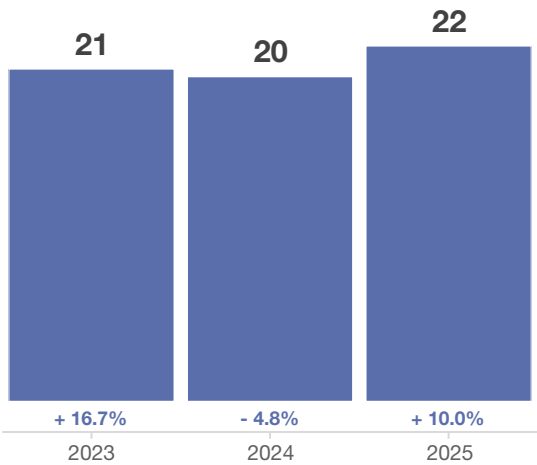


Days on Market Until Sale

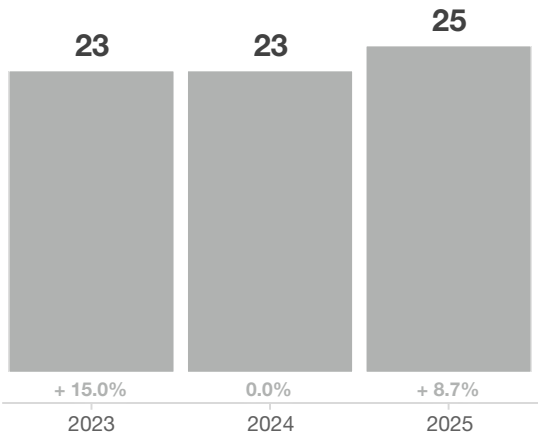
Average number of days between when a property is listed and when an offer is accepted in a given month.



October



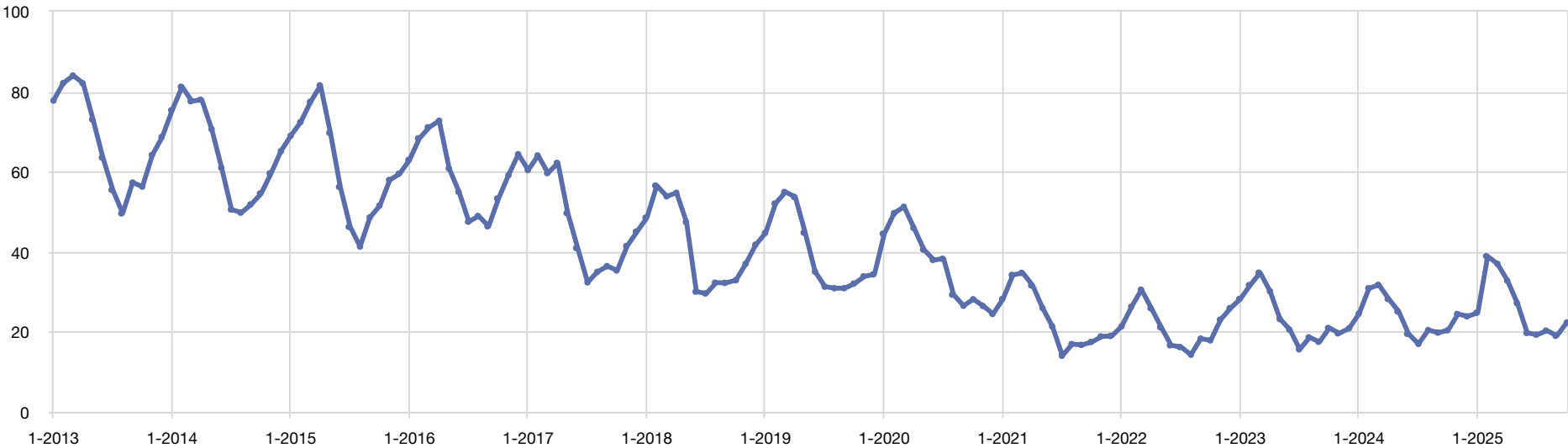
Year to Date



Days on Market		Prior Year	Percent Change
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%
July 2025	19	17	+ 11.8%
August 2025	20	20	0.0%
September 2025	19	20	- 5.0%
October 2025	22	20	+ 10.0%
12-Month Avg*	25	22	+ 10.0%

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

Historical Days on Market Until Sale by Month

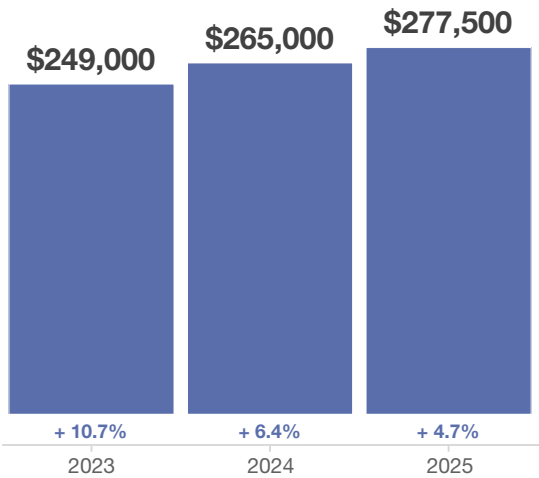


Median Sales Price

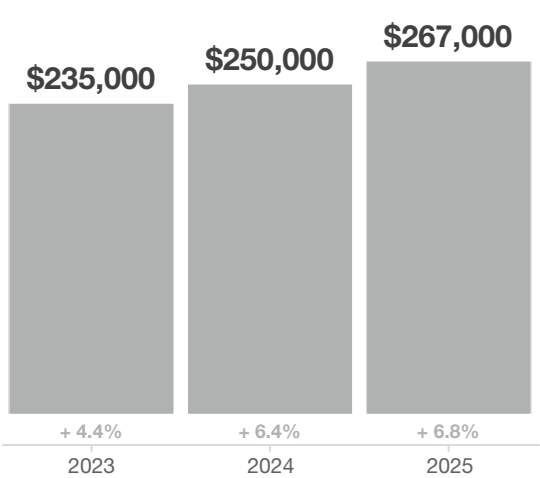
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



October



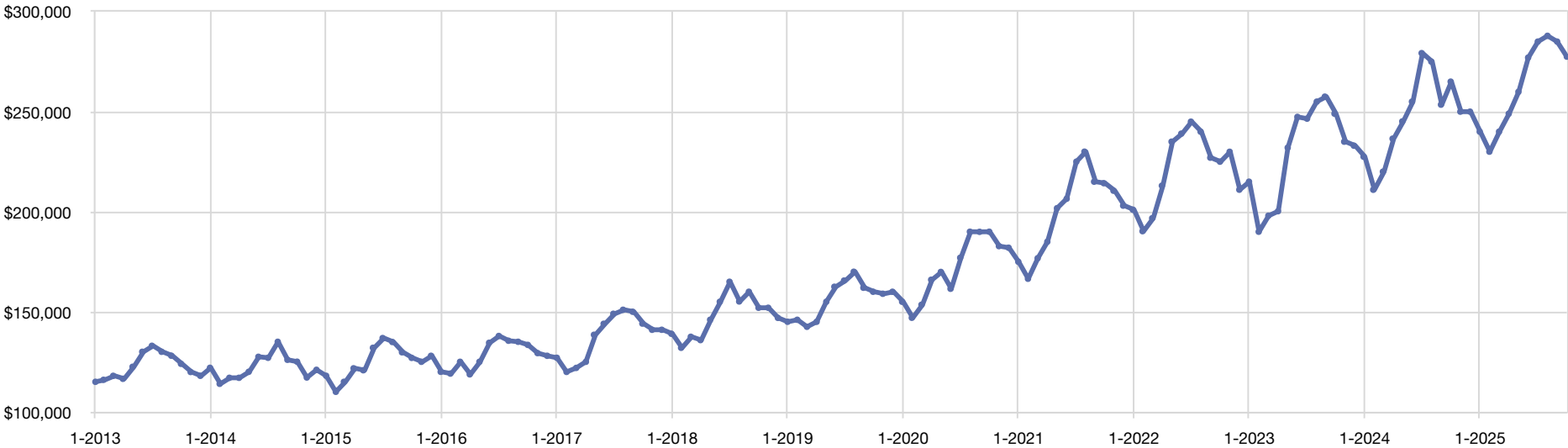
Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$210,970	+ 9.0%
March 2025	\$240,000	\$220,000	+ 9.1%
April 2025	\$249,000	\$236,500	+ 5.3%
May 2025	\$259,900	\$245,110	+ 6.0%
June 2025	\$277,000	\$255,000	+ 8.6%
July 2025	\$285,000	\$279,242	+ 2.1%
August 2025	\$287,900	\$275,000	+ 4.7%
September 2025	\$285,000	\$253,500	+ 12.4%
October 2025	\$277,500	\$265,000	+ 4.7%
12-Month Avg*	\$265,000	\$249,900	+ 6.0%

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

Historical Median Sales Price by Month

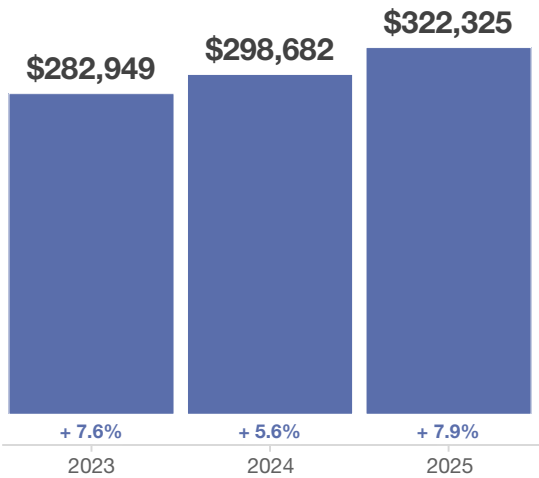


Average Sales Price

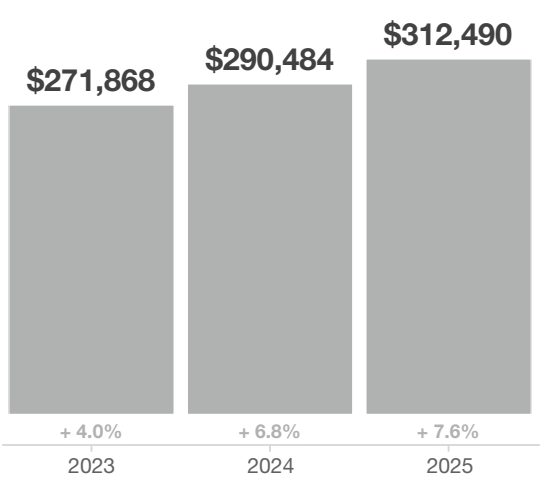
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October



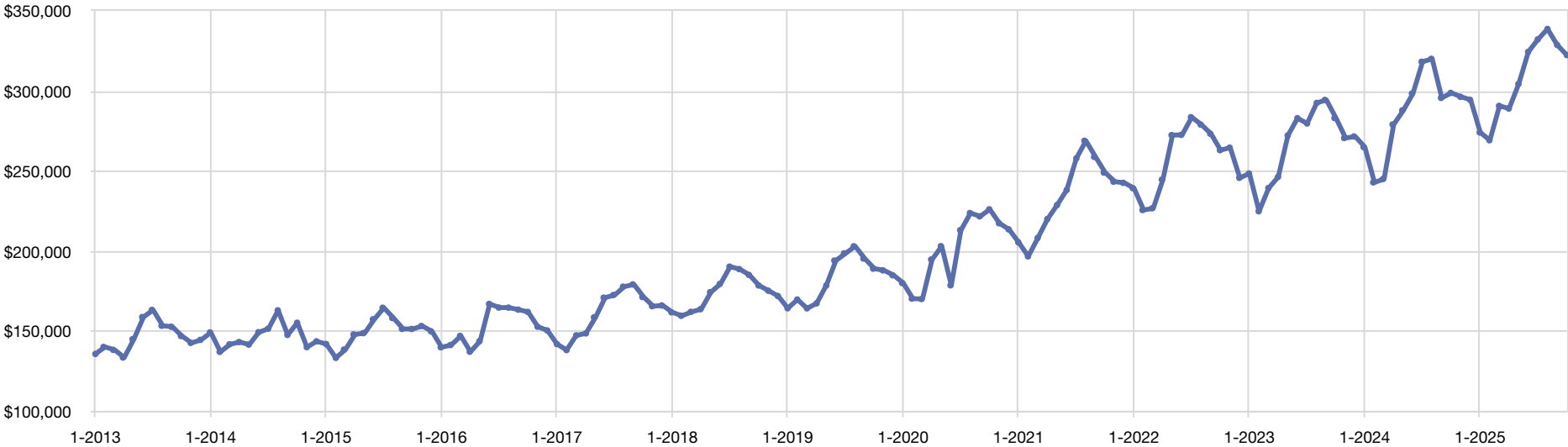
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
November 2024	\$296,242	\$270,471	+ 9.5%
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	\$290,551	\$244,834	+ 18.7%
April 2025	\$288,911	\$278,922	+ 3.6%
May 2025	\$304,271	\$287,754	+ 5.7%
June 2025	\$324,288	\$298,249	+ 8.7%
July 2025	\$332,132	\$318,137	+ 4.4%
August 2025	\$338,618	\$319,972	+ 5.8%
September 2025	\$328,665	\$295,558	+ 11.2%
October 2025	\$322,325	\$298,682	+ 7.9%
12-Month Avg*	\$309,343	\$286,832	+ 7.8%

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

Historical Average Sales Price by Month

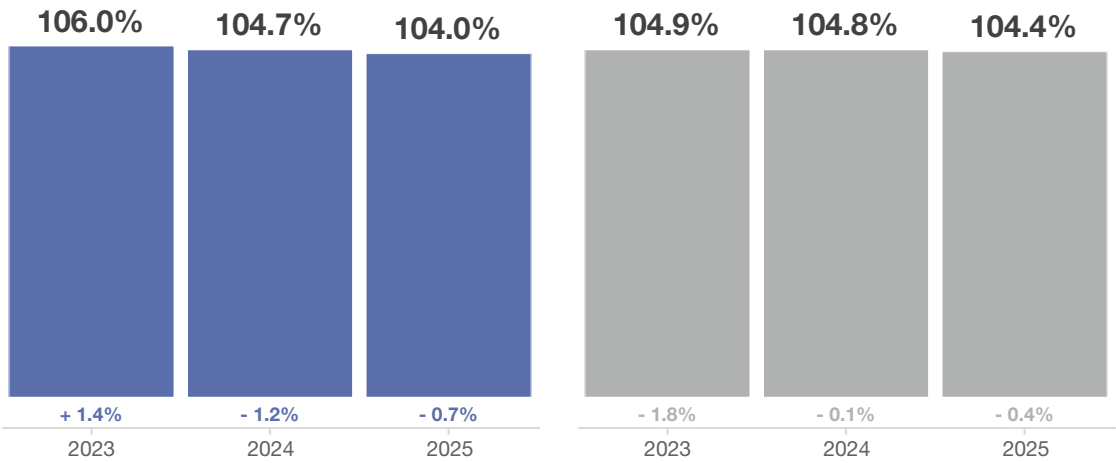


Percent of List Price Received

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.



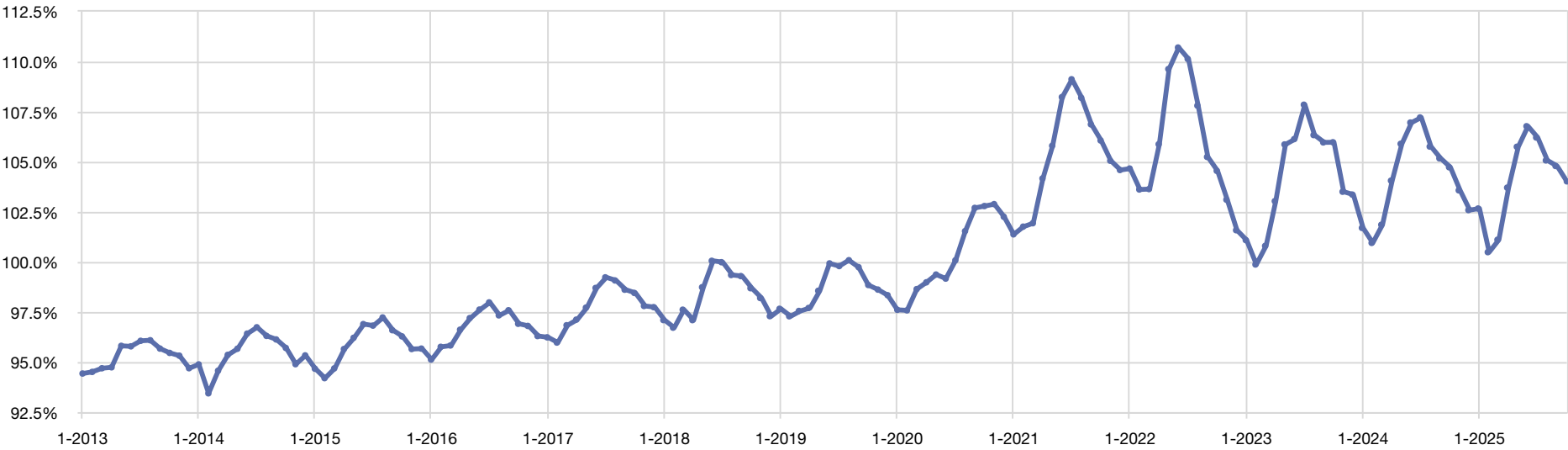
October



	Pct. of List Price Received	Prior Year	Percent Change
November 2024	103.6%	103.5%	+ 0.1%
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	104.0%	104.7%	- 0.7%
12-Month Avg*	104.1%	104.5%	- 0.4%

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

Historical Percent of List Price Received by Month

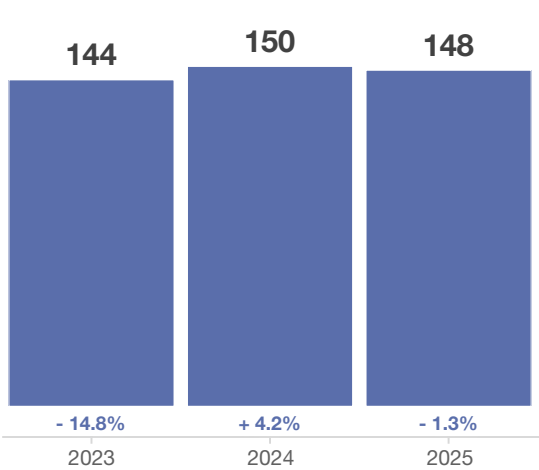


Housing Affordability Index

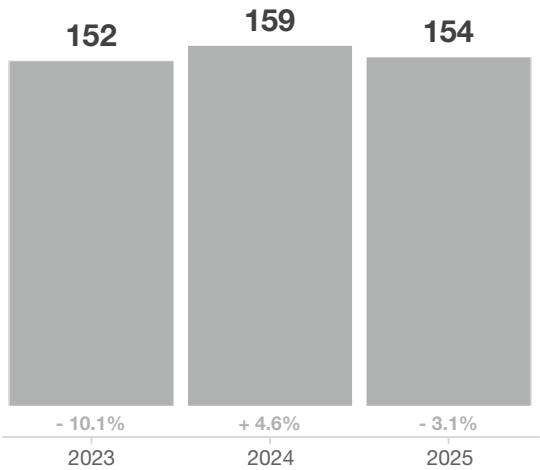
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



October

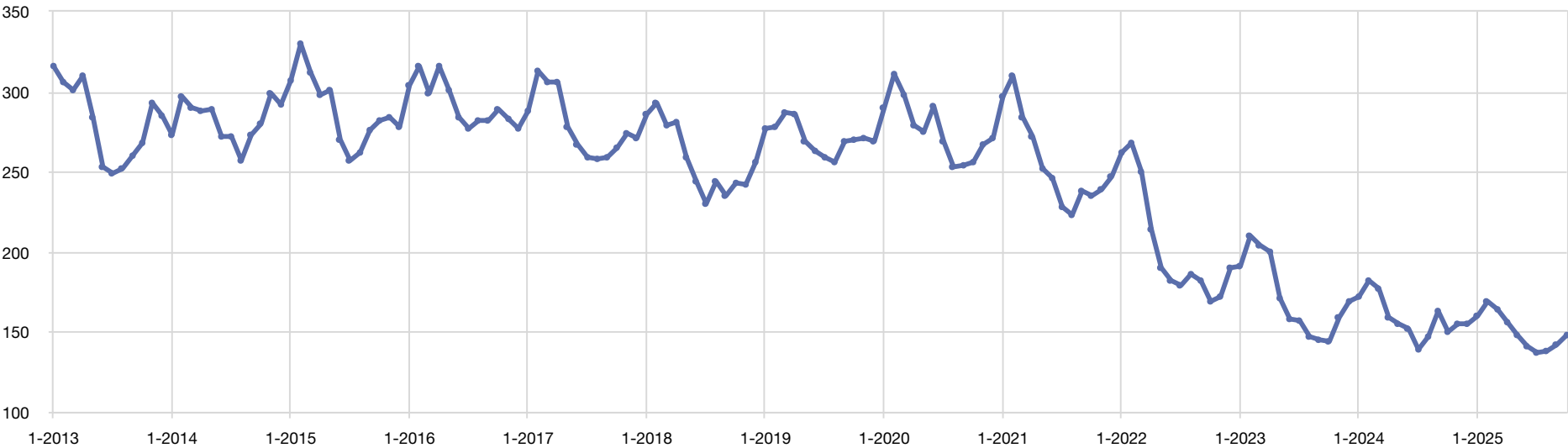


Year to Date



	Affordability Index	Prior Year	Percent Change
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	141	152	- 7.2%
July 2025	137	139	- 1.4%
August 2025	138	147	- 6.1%
September 2025	142	163	- 12.9%
October 2025	148	150	- 1.3%
12-Month Avg	151	160	- 5.6%

Historical Housing Affordability Index by Month

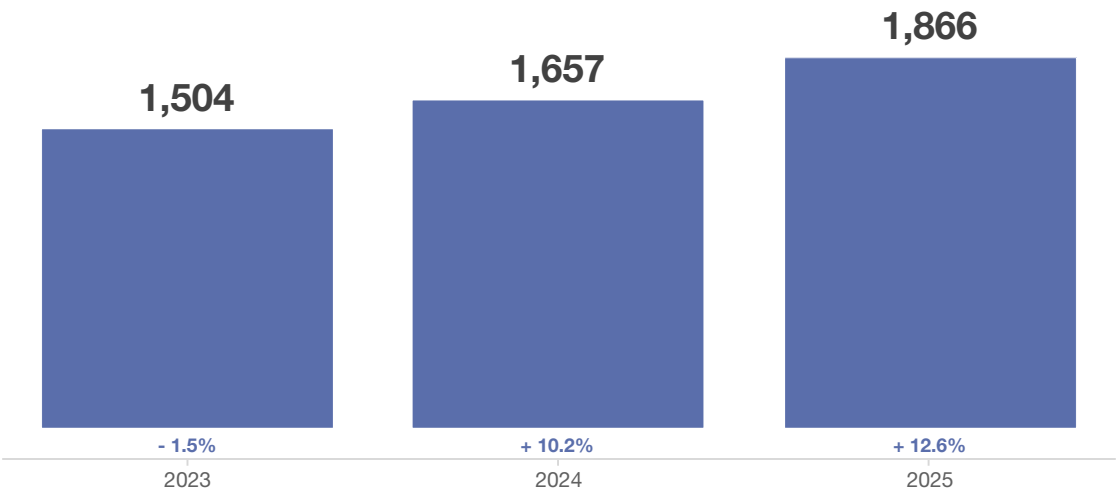


Inventory of Homes for Sale

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

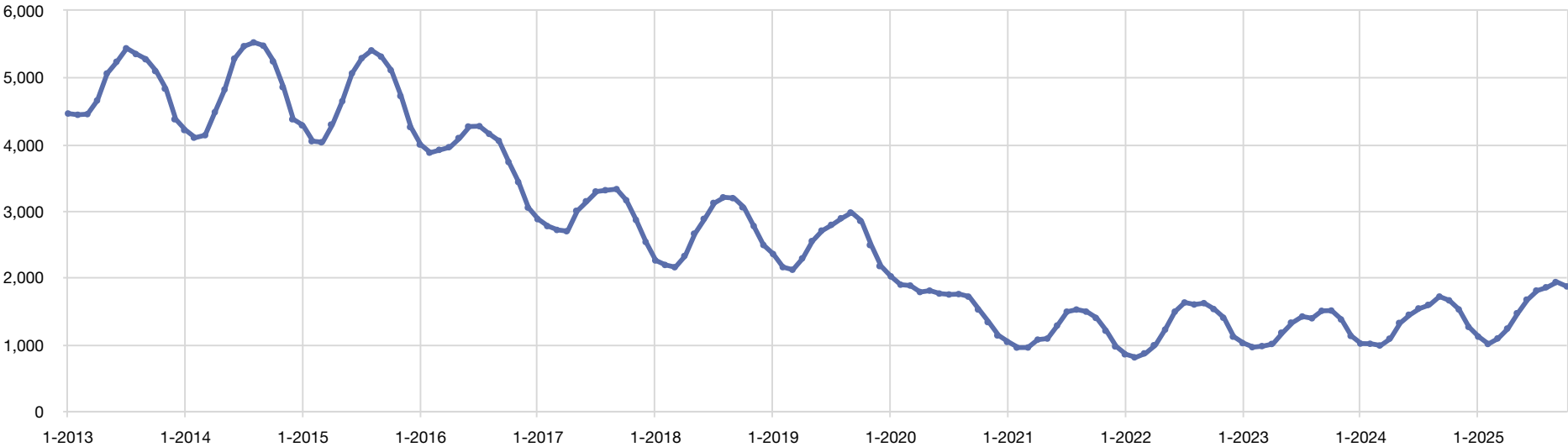


October



Homes for Sale		Prior Year	Percent Change
November 2024	1,521	1,371	+ 10.9%
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	1,086	980	+ 10.8%
April 2025	1,234	1,082	+ 14.0%
May 2025	1,464	1,318	+ 11.1%
June 2025	1,668	1,441	+ 15.8%
July 2025	1,804	1,536	+ 17.4%
August 2025	1,853	1,589	+ 16.6%
September 2025	1,931	1,714	+ 12.7%
October 2025	1,866	1,657	+ 12.6%
12-Month Avg	1,484	1,319	+ 12.5%

Historical Inventory of Homes for Sale by Month

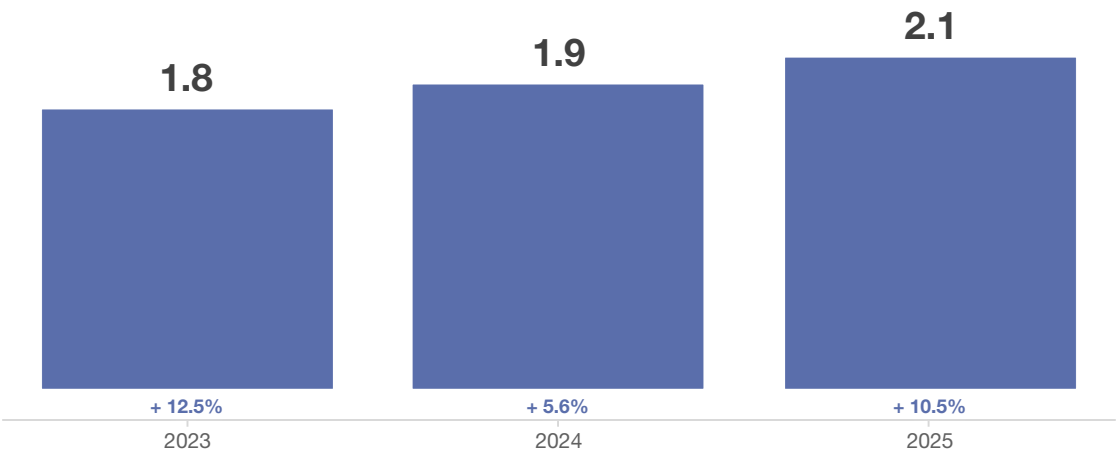


Months Supply of Inventory

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.



October



Months Supply		Prior Year	Percent Change
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%
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%
12-Month Avg*	1.7	1.5	+ 10.4%

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

Historical Months Supply of Inventory by Month

