# **Monthly Indicators**



### **August 2025**

Residential real estate activity composed of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

### **Activity Snapshot**

- 0.5%	+ 2.3%	- 1.8%
One-Year Change in Closed Sales	One-Year Change in Median Sales Price	One-Year Change in New Listings
Activity Overview		2
New Listings		3
Pending Sales		4
Closed Sales		5
Days on Market U	Intil Sale	6
Median Sales Pric	e	7
Average Sales Pri	ce	8
Percent of Origina	al List Price Receiv	/ed 9
Housing Affordab	ility Index	10
Inventory of Home	es for Sale	11
Months Supply of	Inventory	12



### **Activity Overview**





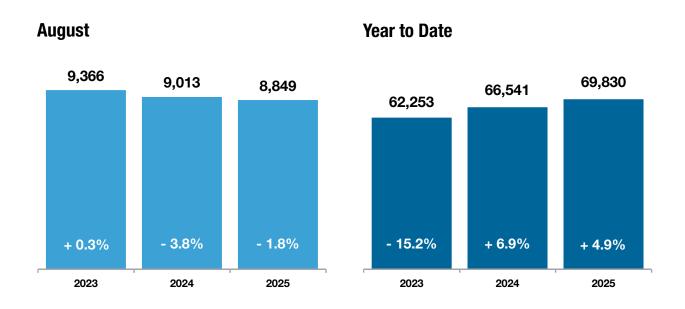
Key Metrics	Historical Sparkbars	8-2024	8-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings	8-2022 8-2023 8-2024 8-2025	9,013	8,849	- 1.8%	66,541	69,830	+ 4.9%
Pending Sales	8-2022 8-2023 8-2024 8-2025	6,325	6,507	+ 2.9%	47,066	47,997	+ 2.0%
Closed Sales	8-2022 8-2023 8-2024 8-2025	7,014	6,979	- 0.5%	44,651	45,431	+ 1.7%
Days on Market	8-2022 8-2023 8-2024 8-2025	38	40	+ 5.3%	41	43	+ 4.9%
Median Sales Price	8-2022 8-2023 8-2024 8-2025	\$352,000	\$360,000	+ 2.3%	\$348,000	\$358,000	+ 2.9%
Avg. Sales Price	8-2022 8-2023 8-2024 8-2025	\$422,942	\$425,240	+ 0.5%	\$405,866	\$419,940	+ 3.5%
Pct. of Orig. Price Received	8-2022 8-2023 8-2024 8-2025	98.0%	97.9%	- 0.1%	98.4%	98.3%	- 0.1%
Affordability Index	8-2022 8-2023 8-2024 8-2025	94	91	- 3.2%	95	91	- 4.2%
Homes for Sale*	8-2022 8-2023 8-2024 8-2025	16,904	17,693	+ 4.7%			
Months Supply*	8-2022 8-2023 8-2024 8-2025	3.1	3.1	0.0%			

<sup>\*</sup> Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing more accurate views of inventory and supply.

### **New Listings**

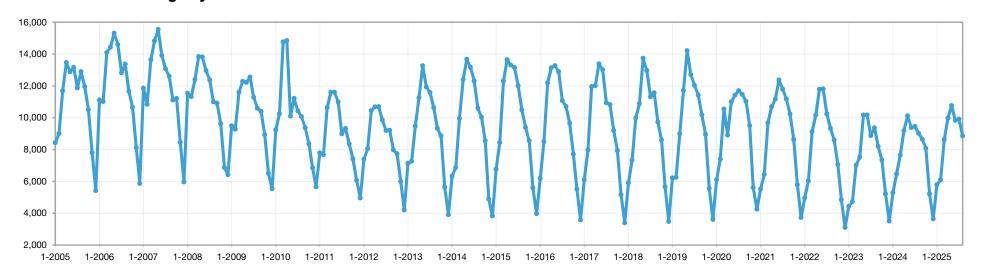
A count of the properties that have been newly listed on the market in a given month.





New Listings		Prior Year	Percent Change
September 2024	8,649	8,198	+5.5%
October 2024	8,076	7,339	+10.0%
November 2024	5,216	5,210	+0.1%
December 2024	3,648	3,502	+4.2%
January 2025	5,782	5,280	+9.5%
February 2025	6,092	6,469	-5.8%
March 2025	8,634	7,651	+12.8%
April 2025	9,976	9,184	+8.6%
May 2025	10,764	10,115	+6.4%
June 2025	9,826	9,373	+4.8%
July 2025	9,907	9,456	+4.8%
August 2025	8,849	9,013	-1.8%
12-Month Avg	7,952	7,566	+5.1%

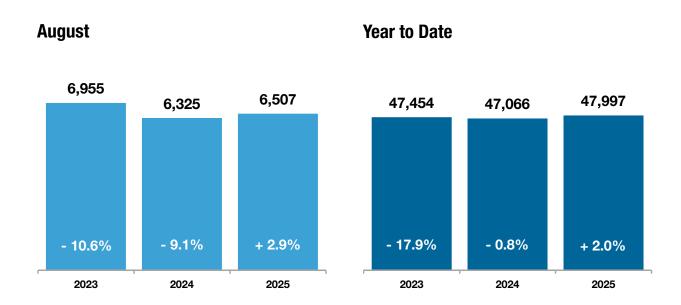
#### **Historical New Listings by Month**



### **Pending Sales**

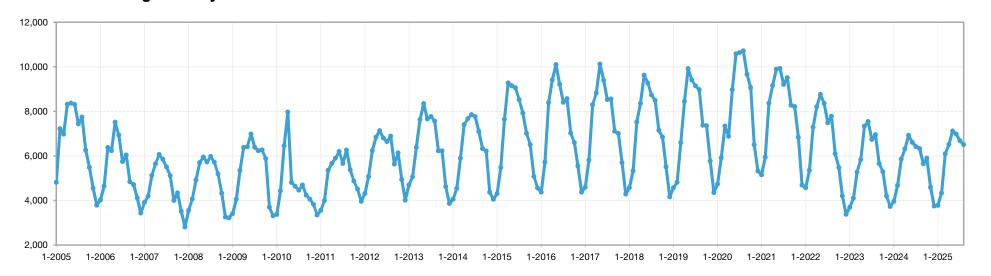
A count of the properties on which offers have been accepted in a given month.





Pending Sales		Prior Year	Percent Change
September 2024	5,644	5,653	-0.2%
October 2024	5,897	5,289	+11.5%
November 2024	4,589	4,196	+9.4%
December 2024	3,747	3,725	+0.6%
January 2025	3,779	3,956	-4.5%
February 2025	4,332	4,672	-7.3%
March 2025	6,096	5,852	+4.2%
April 2025	6,516	6,319	+3.1%
May 2025	7,119	6,923	+2.8%
June 2025	6,970	6,606	+5.5%
July 2025	6,678	6,413	+4.1%
August 2025	6,507	6,325	+2.9%
12-Month Avg	5,656	5,494	+2.9%

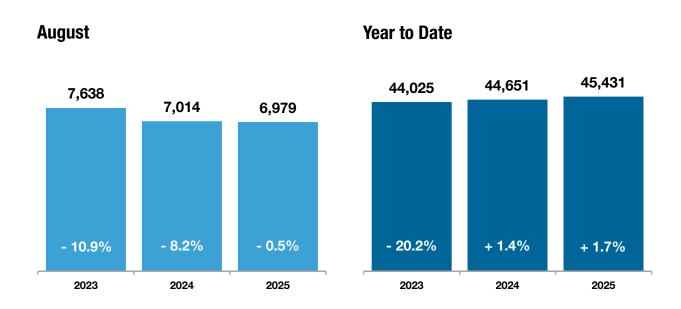
#### **Historical Pending Sales by Month**



### **Closed Sales**

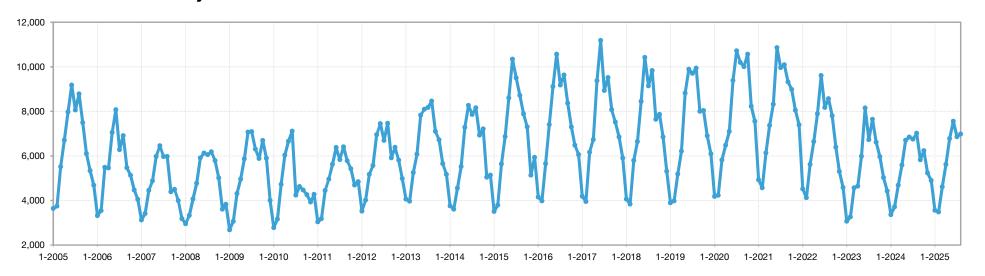
A count of the actual sales that closed in a given month.





Closed Sales		Prior Year	Percent Change
September 2024	5,823	6,611	-11.9%
October 2024	6,236	5,970	+4.5%
November 2024	5,234	5,029	+4.1%
December 2024	4,900	4,425	+10.7%
January 2025	3,556	3,361	+5.8%
February 2025	3,479	3,713	-6.3%
March 2025	4,608	4,685	-1.6%
April 2025	5,614	5,584	+0.5%
May 2025	6,779	6,700	+1.2%
June 2025	7,556	6,842	+10.4%
July 2025	6,860	6,752	+1.6%
August 2025	6,979	7,014	-0.5%
12-Month Avg	5,635	5,557	+1.4%

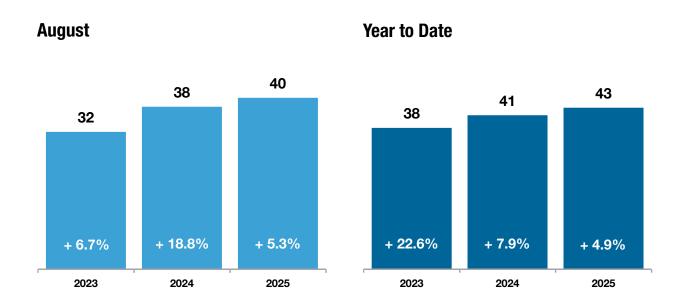
#### **Historical Closed Sales by Month**



### **Days on Market Until Sale**

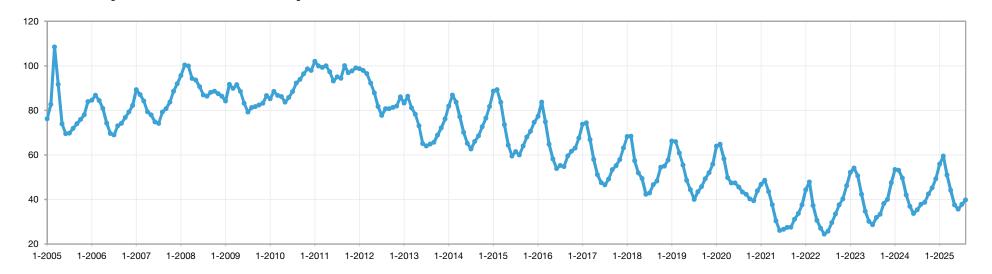






Days on Market		Prior Year	Percent Change
September 2024	39	33	+18.2%
October 2024	42	38	+10.5%
November 2024	45	40	+12.5%
December 2024	49	48	+2.1%
January 2025	56	53	+5.7%
February 2025	59	53	+11.3%
March 2025	51	50	+2.0%
April 2025	44	42	+4.8%
May 2025	38	37	+2.7%
June 2025	36	34	+5.9%
July 2025	38	35	+8.6%
August 2025	40	38	+5.3%
12-Month Avg	45	42	+7.1%

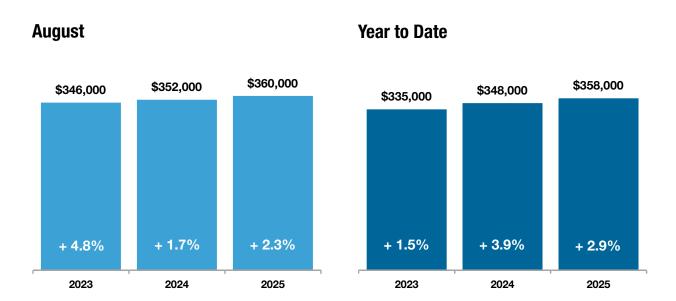
#### **Historical Days on Market Until Sale by Month**



### **Median Sales Price**

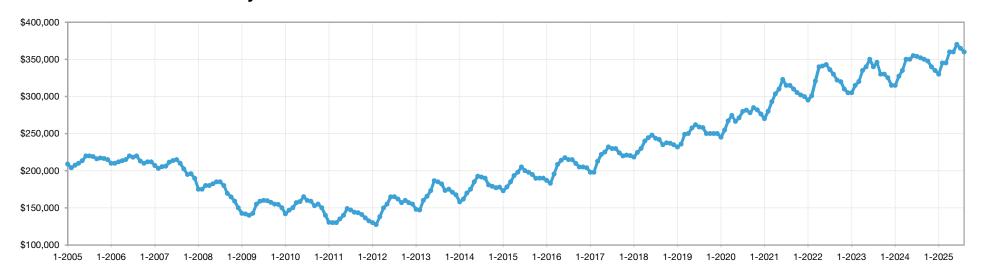






Median Sales Price		Prior Year	Percent Change
September 2024	\$350,000	\$330,000	+6.1%
October 2024	\$347,700	\$330,000	+5.4%
November 2024	\$340,000	\$325,300	+4.5%
December 2024	\$335,000	\$315,000	+6.3%
January 2025	\$330,000	\$315,000	+4.8%
February 2025	\$345,000	\$327,100	+5.5%
March 2025	\$345,000	\$335,000	+3.0%
April 2025	\$360,000	\$350,000	+2.9%
May 2025	\$359,990	\$350,000	+2.9%
June 2025	\$370,000	\$355,000	+4.2%
July 2025	\$365,000	\$354,000	+3.1%
August 2025	\$360,000	\$352,000	+2.3%
12-Month Avg	\$350,641	\$336,533	+4.2%

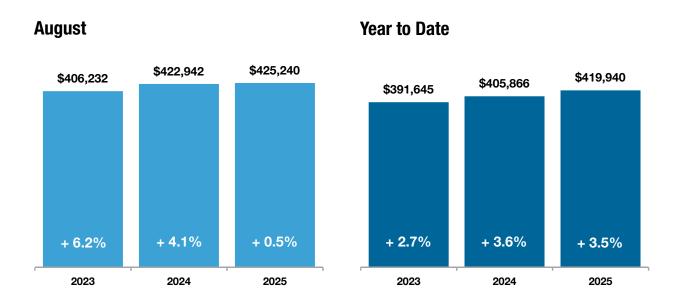
#### **Historical Median Sales Price by Month**



## **Average Sales Price**

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





Average Sales Price		Prior Year	Percent Change
September 2024	\$406,655	\$388,280	+4.7%
October 2024	\$405,904	\$385,059	+5.4%
November 2024	\$396,936	\$378,681	+4.8%
December 2024	\$397,860	\$373,763	+6.4%
January 2025	\$387,023	\$366,207	+5.7%
February 2025	\$405,558	\$374,498	+8.3%
March 2025	\$400,676	\$386,081	+3.8%
April 2025	\$420,104	\$405,052	+3.7%
May 2025	\$420,345	\$412,420	+1.9%
June 2025	\$438,618	\$421,341	+4.1%
July 2025	\$430,740	\$417,335	+3.2%
August 2025	\$425,240	\$422,942	+0.5%
12-Month Avg	\$411,305	\$394,305	+4.3%

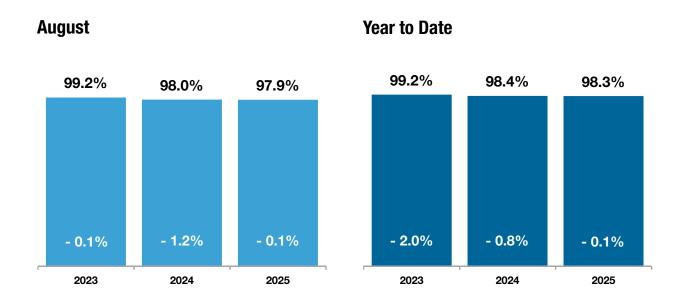
#### **Historical Average Sales Price by Month**



## **Percent of Original List Price Received**

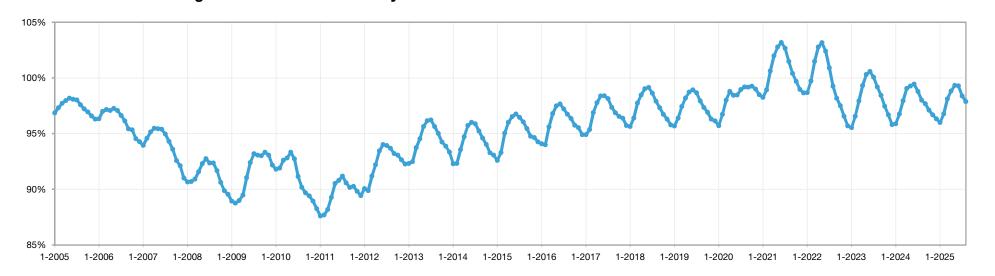


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



Pct. of Orig. Price Re	ceived	Prior Year	Percent Change
September 2024	97.7%	98.4%	-0.7%
October 2024	97.1%	97.5%	-0.4%
November 2024	96.7%	96.7%	0.0%
December 2024	96.3%	95.8%	+0.5%
January 2025	96.0%	95.9%	+0.1%
February 2025	96.8%	96.8%	0.0%
March 2025	98.1%	98.0%	+0.1%
April 2025	98.8%	99.1%	-0.3%
May 2025	99.3%	99.3%	0.0%
June 2025	99.3%	99.4%	-0.1%
July 2025	98.4%	98.8%	-0.4%
August 2025	97.9%	98.0%	-0.1%
12-Month Avg	97.7%	97.8%	-0.1%

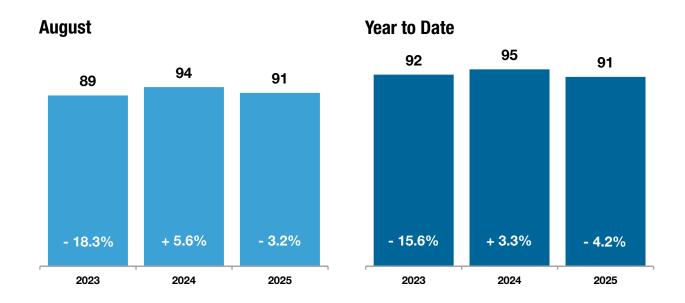
#### **Historical Percent of Original List Price Received by Month**



### **Housing Affordability Index**

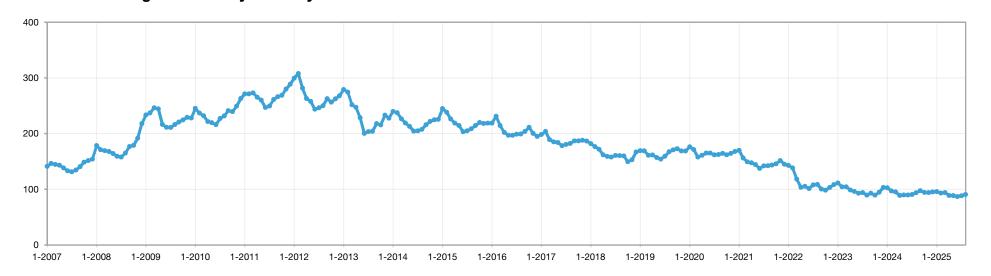


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



Affordability Index		Prior Year	Percent Change
September 2024	97	93	+4.3%
October 2024	94	89	+5.6%
November 2024	94	95	-1.1%
December 2024	95	103	-7.8%
January 2025	96	103	-6.8%
February 2025	93	97	-4.1%
March 2025	94	95	-1.1%
April 2025	89	89	0.0%
May 2025	89	90	-1.1%
June 2025	87	90	-3.3%
July 2025	88	91	-3.3%
August 2025	91	94	-3.2%
12-Month Avg	92	94	-2.1%

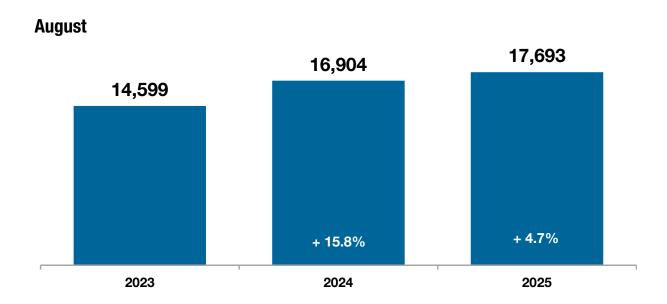
#### **Historical Housing Affordability Index by Month**



### **Inventory of Homes for Sale**

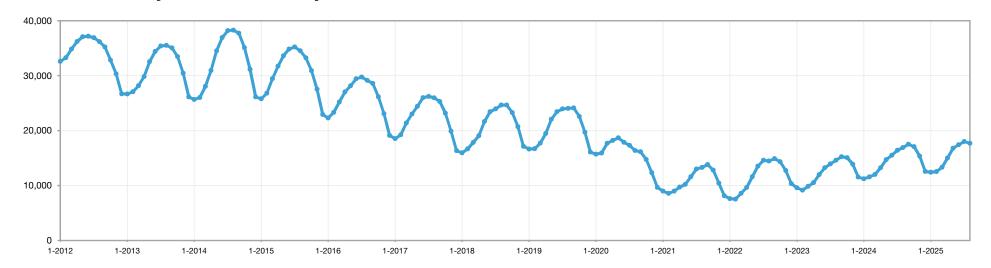
The number of properties available for sale in active status at the end of a given month.





Homes for Sale		Prior Year	Percent Change
September 2024	17,531	15,253	+14.9%
October 2024	17,075	15,074	+13.3%
November 2024	15,365	13,893	+10.6%
December 2024	12,576	11,541	+9.0%
January 2025	12,416	11,224	+10.6%
February 2025	12,556	11,592	+8.3%
March 2025	13,343	12,008	+11.1%
April 2025	15,004	13,253	+13.2%
May 2025	16,796	14,736	+14.0%
June 2025	17,425	15,511	+12.3%
July 2025	18,029	16,423	+9.8%
August 2025	17,693	16,904	+4.7%

#### **Historical Inventory of Homes for Sale by Month**

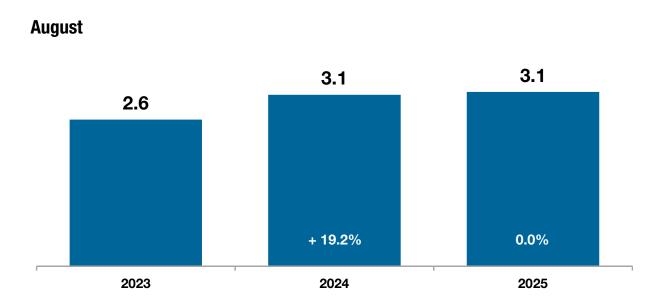


Note: Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing a more accurate view of inventory.

# **Months Supply of Inventory**

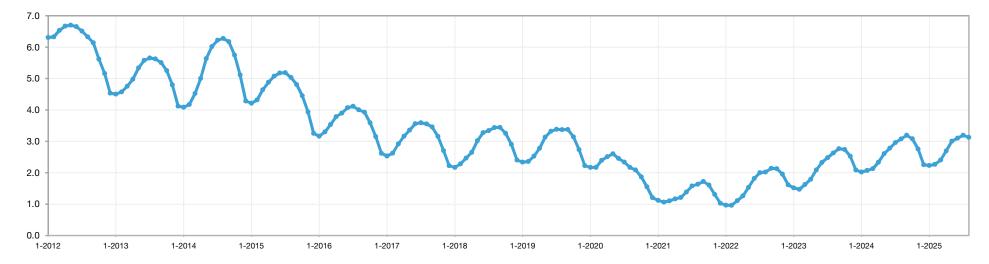


The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



Months Supply		Prior Year	Percent Change
September 2024	3.2	2.8	+14.3%
October 2024	3.1	2.7	+14.8%
November 2024	2.8	2.5	+12.0%
December 2024	2.3	2.1	+9.5%
January 2025	2.2	2.0	+10.0%
February 2025	2.3	2.1	+9.5%
March 2025	2.4	2.1	+14.3%
April 2025	2.7	2.3	+17.4%
May 2025	3.0	2.6	+15.4%
June 2025	3.1	2.8	+10.7%
July 2025	3.2	3.0	+6.7%
August 2025	3.1	3.1	0.0%

#### **Historical Months Supply of Inventory by Month**



Note: Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing a more accurate view of supply.