

Monthly Indicators



January 2025

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

Activity Snapshot

+ 4.0%	+ 4.8%	+ 8.4%
One-Year Change in Closed Sales	One-Year Change in Median Sales Price	One-Year Change in New Listings

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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	1-2024	1-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		5,279	5,721	+ 8.4%	5,279	5,721	+ 8.4%
Pending Sales		3,958	3,763	- 4.9%	3,958	3,763	- 4.9%
Closed Sales		3,361	3,495	+ 4.0%	3,361	3,495	+ 4.0%
Days on Market		53	56	+ 5.7%	53	56	+ 5.7%
Median Sales Price		\$315,000	\$330,000	+ 4.8%	\$315,000	\$330,000	+ 4.8%
Avg. Sales Price		\$366,182	\$386,940	+ 5.7%	\$366,182	\$386,940	+ 5.7%
Pct. of Orig. Price Received		95.9%	96.0%	+ 0.1%	95.9%	96.0%	+ 0.1%
Affordability Index		103	96	- 6.8%	103	96	- 6.8%
Homes for Sale*		11,198	11,371	+ 1.5%	--	--	--
Months Supply*		2.0	2.0	0.0%	--	--	--

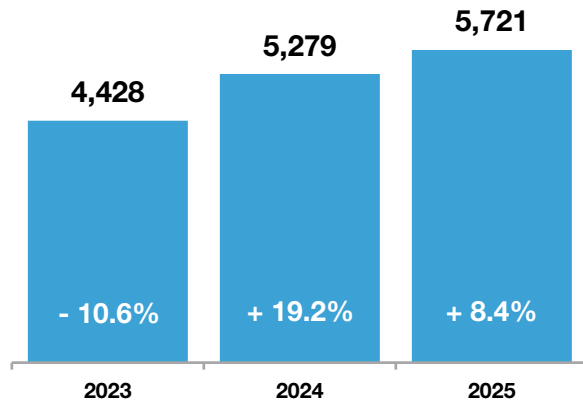
* Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing more accurate views of inventory and supply.

New Listings

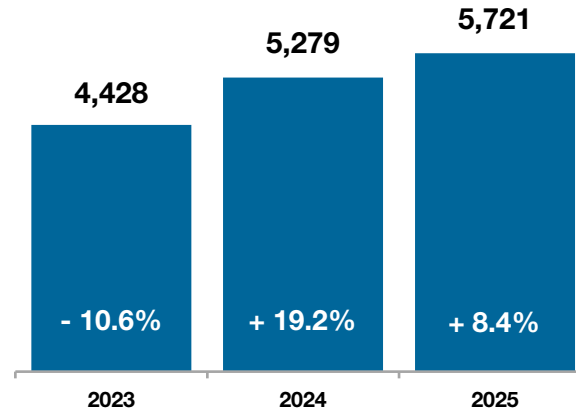
A count of the properties that have been newly listed on the market in a given month.



January

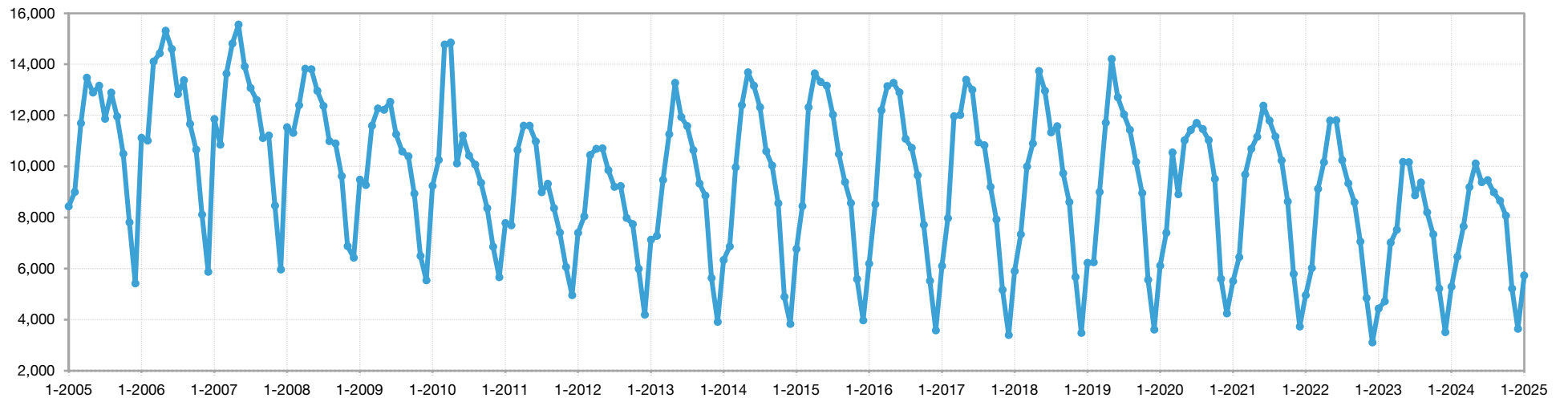


Year to Date



	New Listings	Prior Year	Percent Change
February 2024	6,463	4,713	+37.1%
March 2024	7,647	7,010	+9.1%
April 2024	9,180	7,518	+22.1%
May 2024	10,112	10,169	-0.6%
June 2024	9,371	10,161	-7.8%
July 2024	9,455	8,865	+6.7%
August 2024	8,982	9,362	-4.1%
September 2024	8,648	8,194	+5.5%
October 2024	8,069	7,337	+10.0%
November 2024	5,214	5,209	+0.1%
December 2024	3,637	3,503	+3.8%
January 2025	5,721	5,279	+8.4%
12-Month Avg	7,708	7,277	+5.9%

Historical New Listings by Month

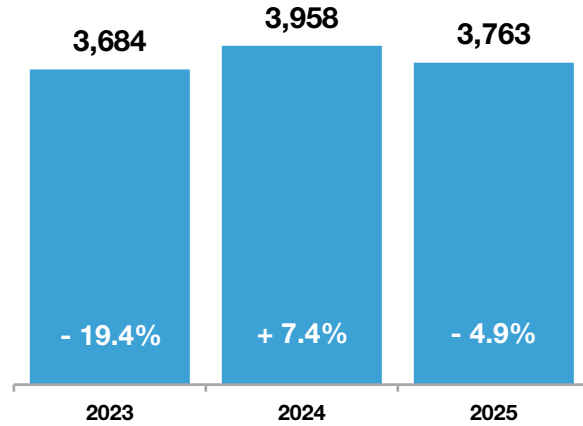


Pending Sales

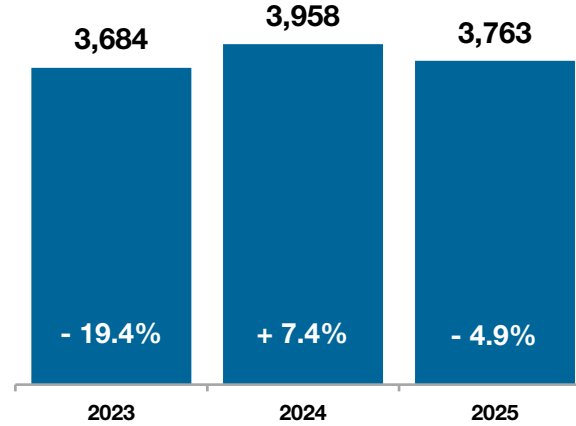
A count of the properties on which offers have been accepted in a given month.



January

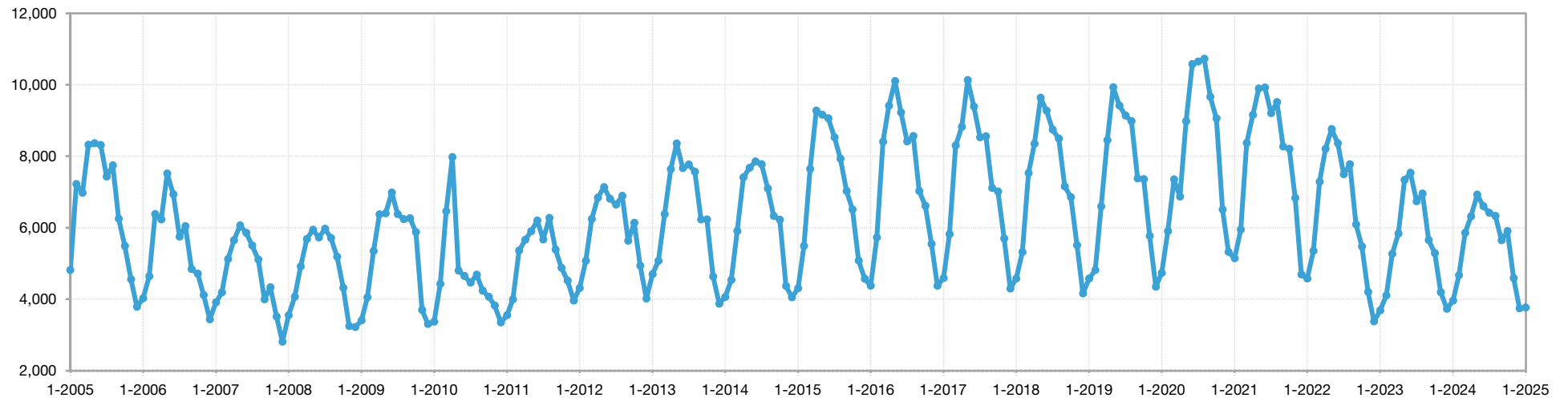


Year to Date



	Pending Sales	Prior Year	Percent Change
February 2024	4,670	4,102	+13.8%
March 2024	5,852	5,263	+11.2%
April 2024	6,312	5,829	+8.3%
May 2024	6,920	7,331	-5.6%
June 2024	6,601	7,532	-12.4%
July 2024	6,412	6,736	-4.8%
August 2024	6,324	6,951	-9.0%
September 2024	5,645	5,653	-0.1%
October 2024	5,905	5,287	+11.7%
November 2024	4,591	4,191	+9.5%
December 2024	3,744	3,724	+0.5%
January 2025	3,763	3,958	-4.9%
12-Month Avg	5,562	5,546	+0.3%

Historical Pending Sales by Month

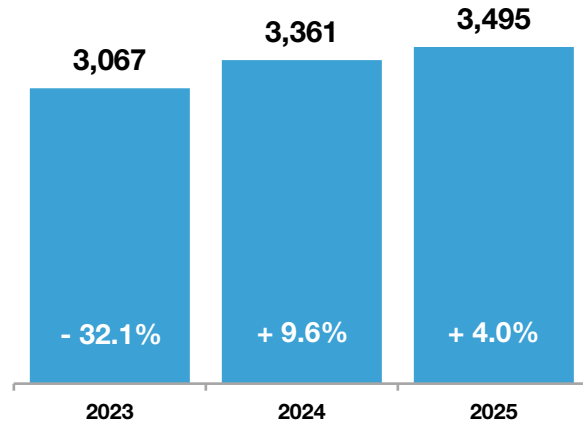


Closed Sales

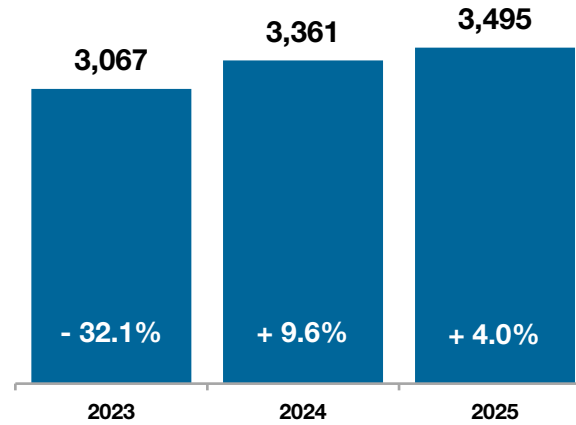
A count of the actual sales that closed in a given month.



January

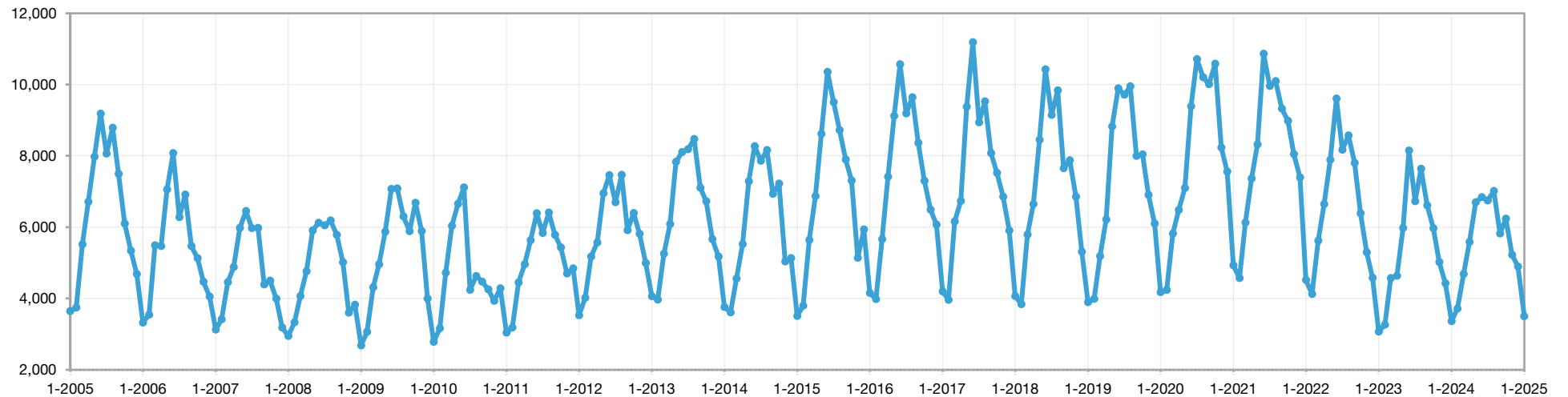


Year to Date



	Closed Sales	Prior Year	Percent Change
February 2024	3,714	3,257	+14.0%
March 2024	4,681	4,566	+2.5%
April 2024	5,578	4,635	+20.3%
May 2024	6,692	5,976	+12.0%
June 2024	6,837	8,142	-16.0%
July 2024	6,746	6,723	+0.3%
August 2024	7,008	7,636	-8.2%
September 2024	5,820	6,609	-11.9%
October 2024	6,233	5,969	+4.4%
November 2024	5,224	5,023	+4.0%
December 2024	4,888	4,423	+10.5%
January 2025	3,495	3,361	+4.0%
12-Month Avg	5,576	5,527	+0.9%

Historical Closed Sales by Month

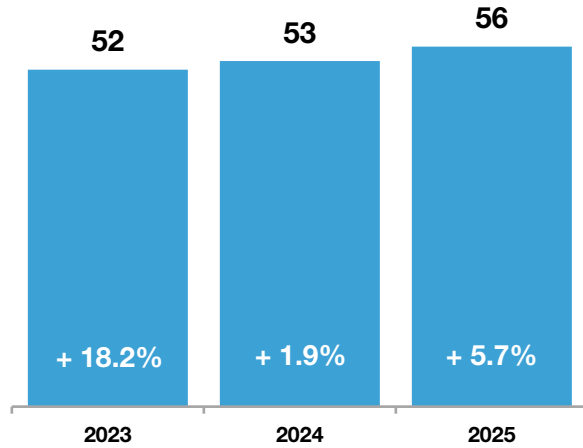


Days on Market Until Sale

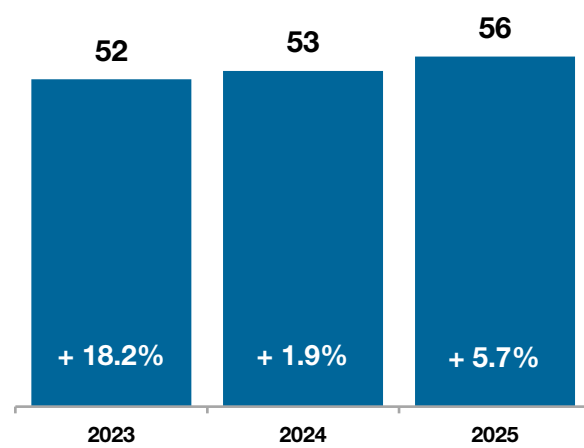


Average number of days between when a property is listed and when an offer is accepted in a given month.

January

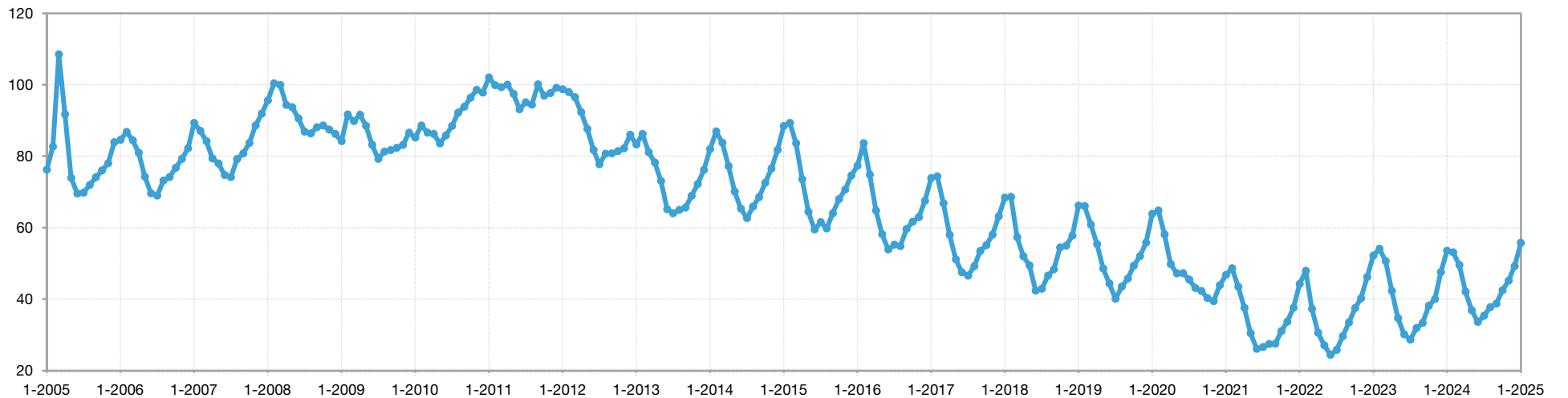


Year to Date



Days on Market	Prior Year	Percent Change
February 2024	53	-1.9%
March 2024	50	-2.0%
April 2024	42	0.0%
May 2024	37	+5.7%
June 2024	34	+13.3%
July 2024	35	+20.7%
August 2024	38	+18.8%
September 2024	39	+18.2%
October 2024	42	+10.5%
November 2024	45	+12.5%
December 2024	49	+2.1%
January 2025	56	+5.7%
12-Month Avg	43	+7.5%

Historical Days on Market Until Sale by Month

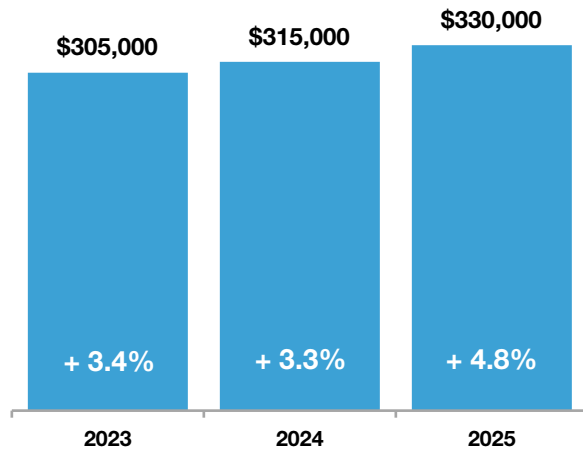


Median Sales Price

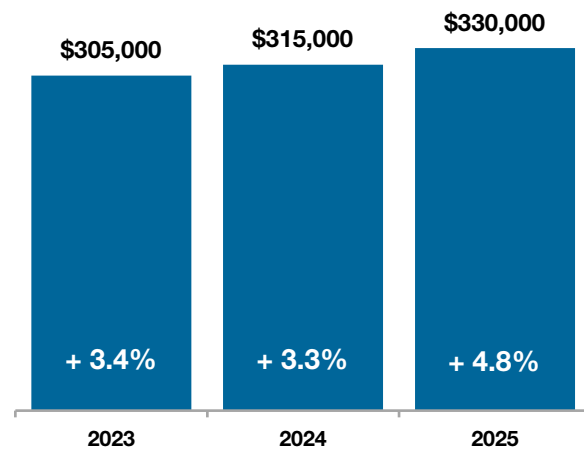


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

January

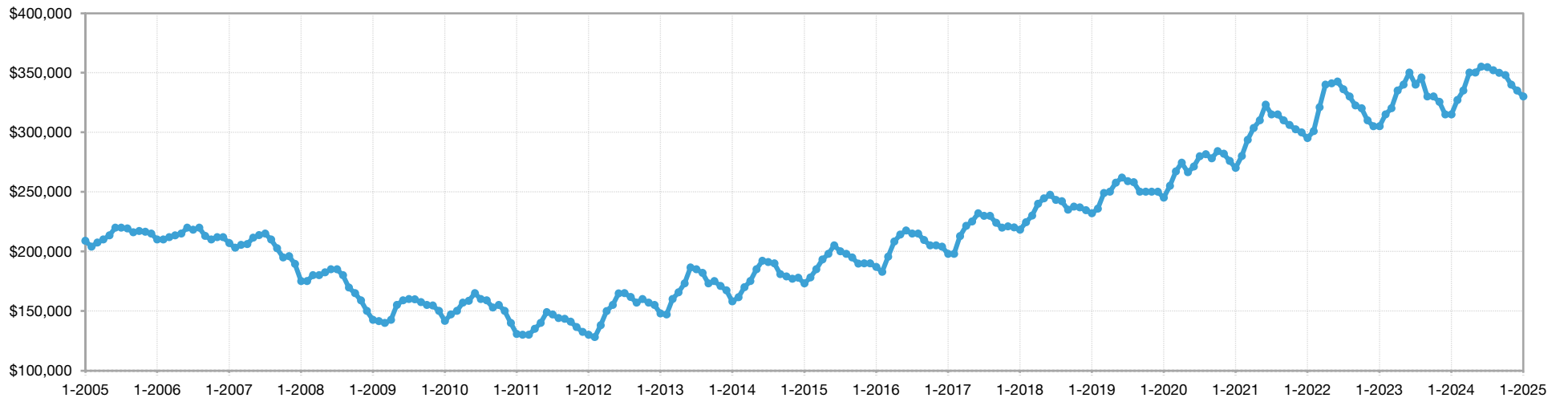


Year to Date



Month	Median Sales Price	Prior Year	Percent Change
February 2024	\$327,000	\$315,000	+3.8%
March 2024	\$335,000	\$320,000	+4.7%
April 2024	\$350,000	\$335,000	+4.5%
May 2024	\$350,000	\$340,000	+2.9%
June 2024	\$355,000	\$350,000	+1.4%
July 2024	\$354,500	\$340,000	+4.3%
August 2024	\$352,000	\$346,000	+1.7%
September 2024	\$349,900	\$330,000	+6.0%
October 2024	\$347,850	\$330,000	+5.4%
November 2024	\$340,000	\$325,500	+4.5%
December 2024	\$335,000	\$315,000	+6.3%
January 2025	\$330,000	\$315,000	+4.8%
12-Month Avg	\$343,854	\$330,125	+4.2%

Historical Median Sales Price by Month

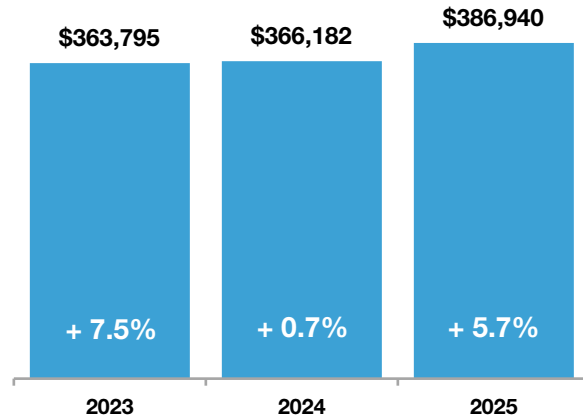


Average Sales Price

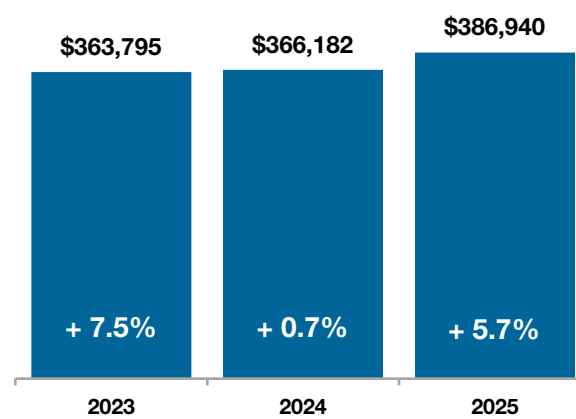
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January

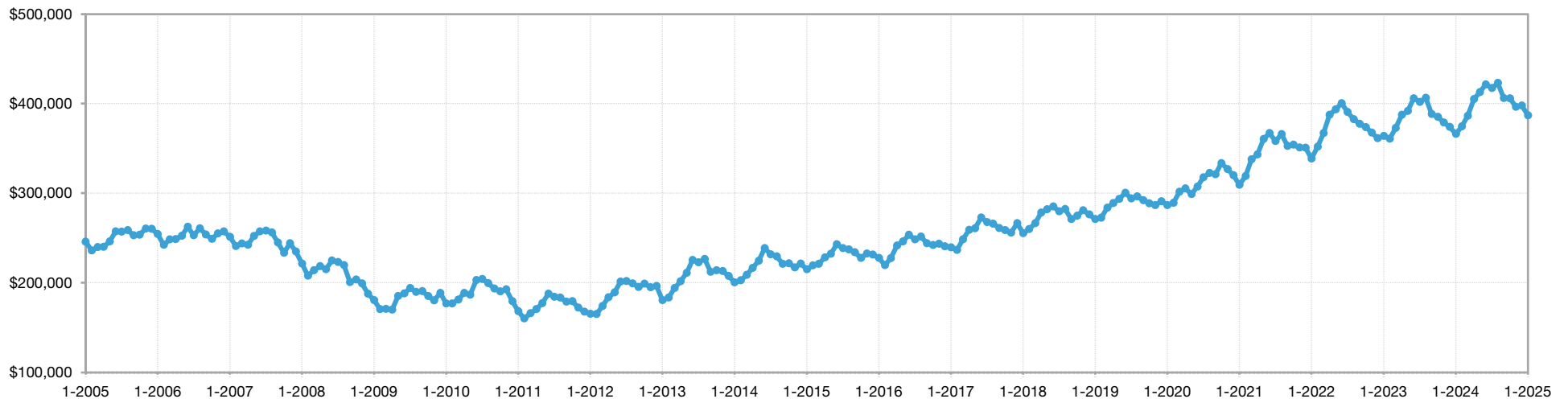


Year to Date



	Average Sales Price	Prior Year	Percent Change
February 2024	\$374,471	\$360,609	+3.8%
March 2024	\$386,296	\$372,770	+3.6%
April 2024	\$405,049	\$387,430	+4.5%
May 2024	\$412,573	\$391,719	+5.3%
June 2024	\$421,401	\$405,666	+3.9%
July 2024	\$417,379	\$401,849	+3.9%
August 2024	\$422,938	\$406,244	+4.1%
September 2024	\$406,160	\$388,338	+4.6%
October 2024	\$405,803	\$385,084	+5.4%
November 2024	\$396,408	\$378,834	+4.6%
December 2024	\$397,660	\$373,834	+6.4%
January 2025	\$386,940	\$366,182	+5.7%
12-Month Avg	\$402,756	\$384,880	+4.6%

Historical Average Sales Price by Month

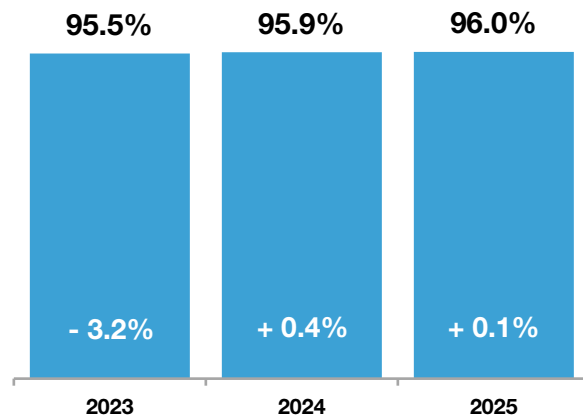


Percent of Original List Price Received

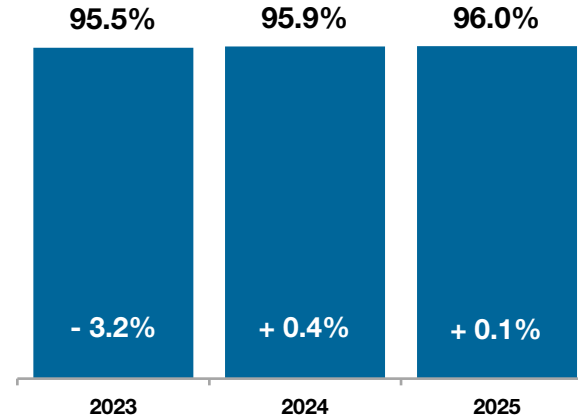


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

January

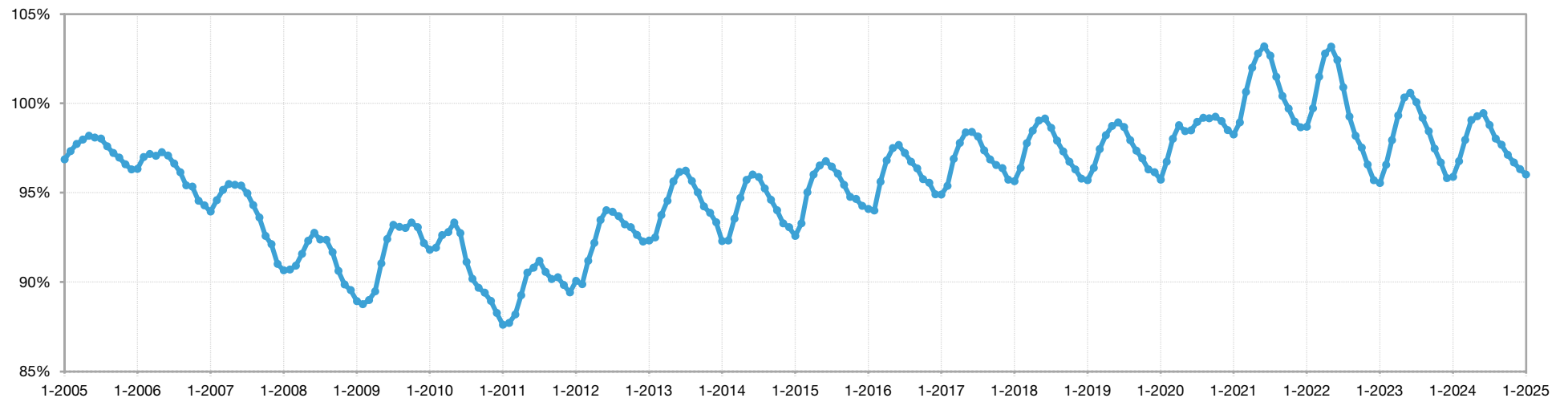


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
February 2024	96.8%	96.5%	+0.3%
March 2024	97.9%	97.9%	0.0%
April 2024	99.0%	99.3%	-0.3%
May 2024	99.3%	100.3%	-1.0%
June 2024	99.4%	100.6%	-1.2%
July 2024	98.8%	100.1%	-1.3%
August 2024	98.0%	99.2%	-1.2%
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%
12-Month Avg	97.8%	98.2%	-0.4%

Historical Percent of Original List Price Received by Month

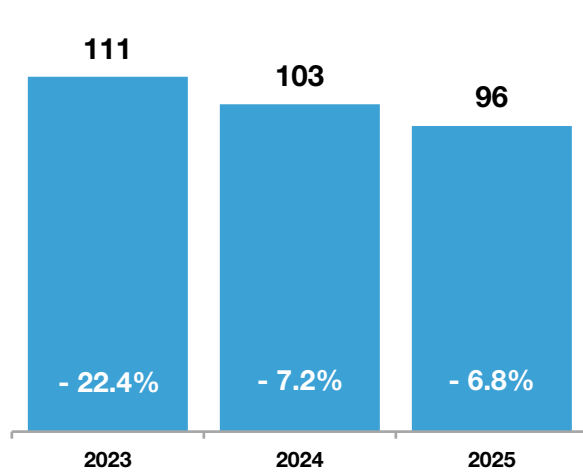


Housing Affordability Index

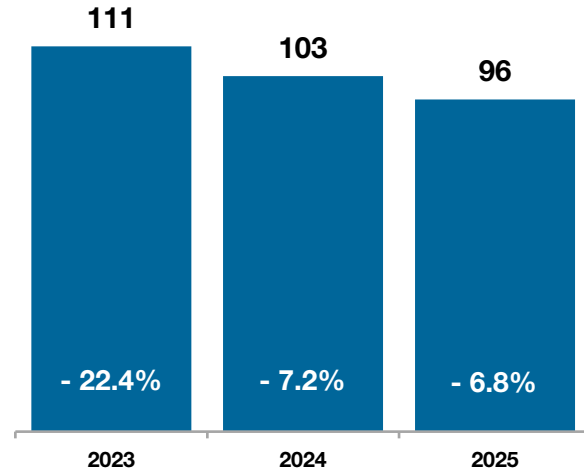


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

January

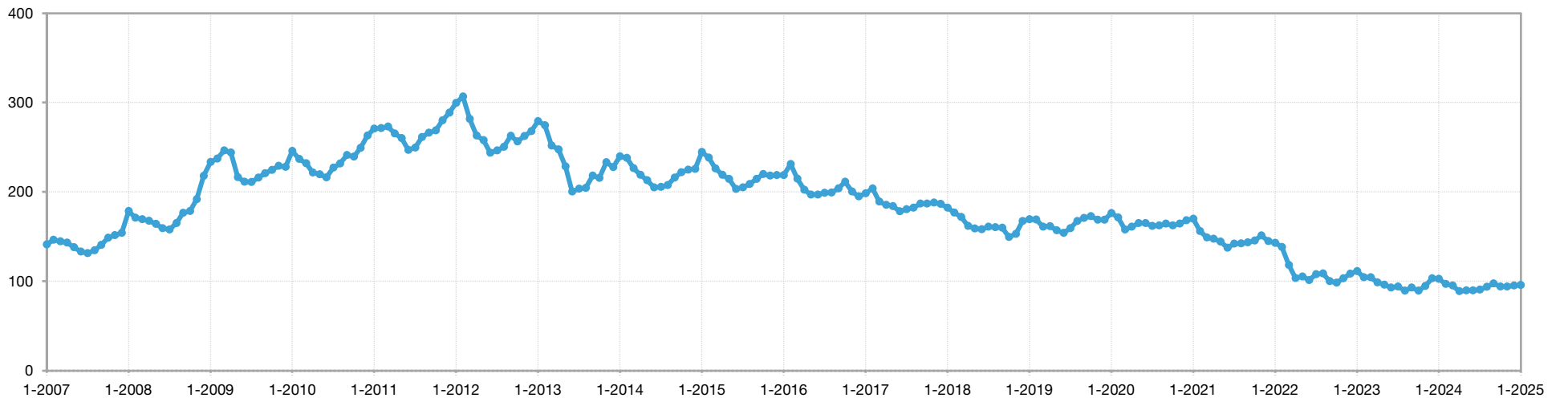


Year to Date



Affordability Index		Prior Year	Percent Change
February 2024	97	104	-6.7%
March 2024	95	104	-8.7%
April 2024	89	99	-10.1%
May 2024	90	96	-6.3%
June 2024	90	93	-3.2%
July 2024	91	94	-3.2%
August 2024	94	89	+5.6%
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%
12-Month Avg	93	97	-4.1%

Historical Housing Affordability Index by Month

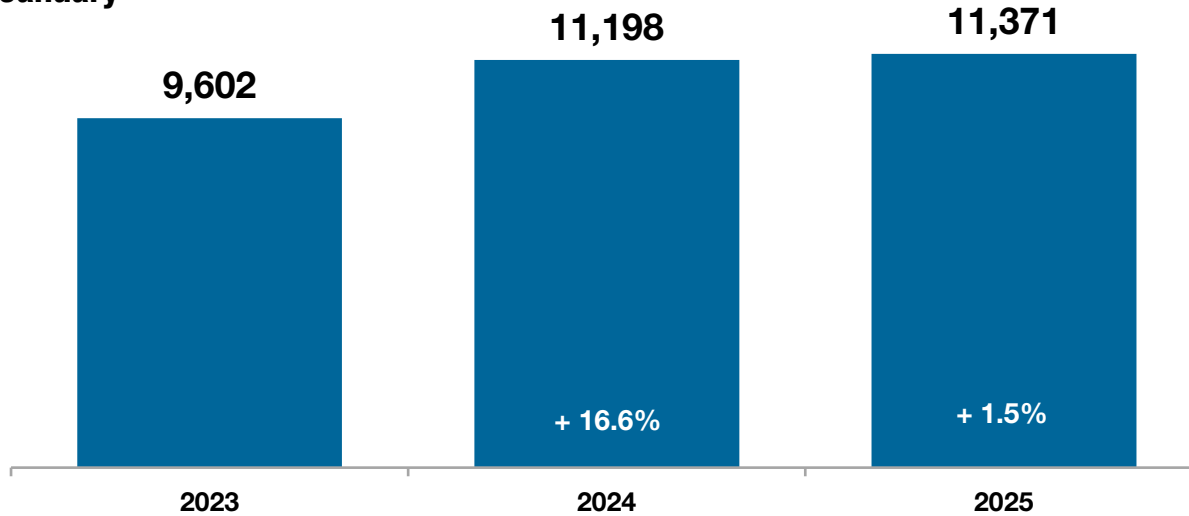


Inventory of Homes for Sale

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

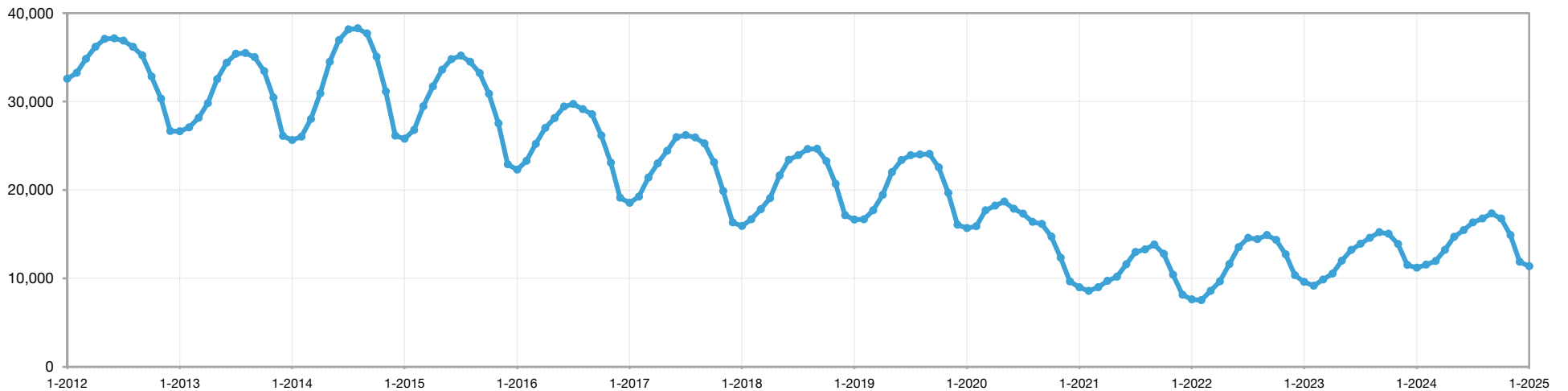


January



Homes for Sale		Prior Year	Percent Change
February 2024	11,563	9,151	+26.4%
March 2024	11,971	9,854	+21.5%
April 2024	13,211	10,522	+25.6%
May 2024	14,688	11,981	+22.6%
June 2024	15,450	13,215	+16.9%
July 2024	16,334	13,918	+17.4%
August 2024	16,759	14,580	+14.9%
September 2024	17,342	15,231	+13.9%
October 2024	16,767	15,056	+11.4%
November 2024	14,900	13,869	+7.4%
December 2024	11,861	11,519	+3.0%
January 2025	11,371	11,198	+1.5%

Historical Inventory of Homes for Sale by Month



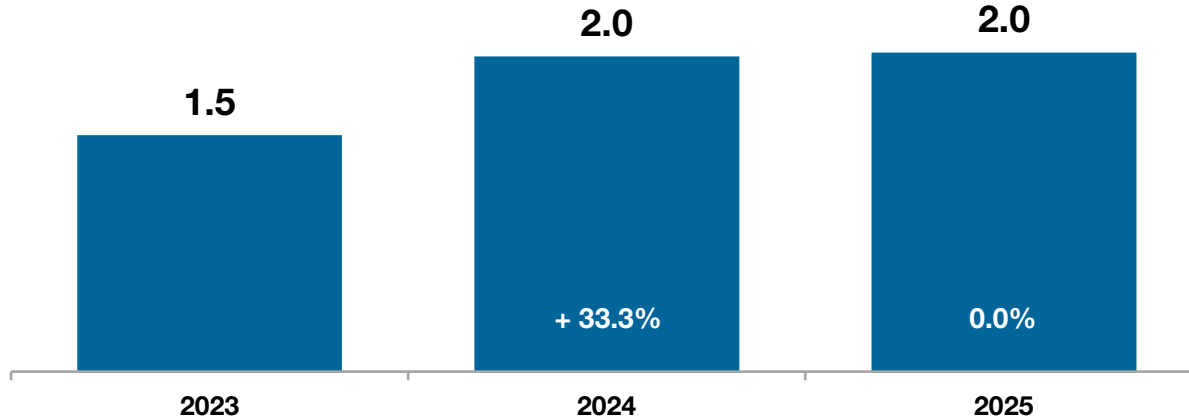
Note: Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing a more accurate view of inventory.

Months Supply of Inventory



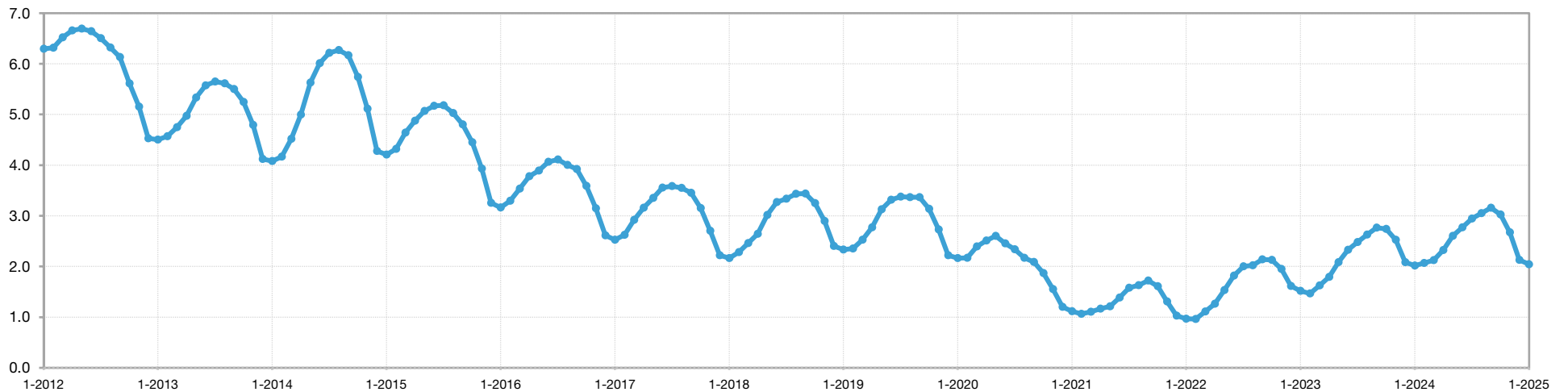
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

January



Months Supply		Prior Year	Percent Change
February 2024	2.1	1.5	+40.0%
March 2024	2.1	1.6	+31.3%
April 2024	2.3	1.8	+27.8%
May 2024	2.6	2.1	+23.8%
June 2024	2.8	2.3	+21.7%
July 2024	2.9	2.5	+16.0%
August 2024	3.1	2.6	+19.2%
September 2024	3.2	2.8	+14.3%
October 2024	3.0	2.7	+11.1%
November 2024	2.7	2.5	+8.0%
December 2024	2.1	2.1	0.0%
January 2025	2.0	2.0	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.