

# Monthly Indicators



## March 2025

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

## Activity Snapshot

<b>- 2.9%</b>	<b>+ 3.0%</b>	<b>+ 11.4%</b>
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.

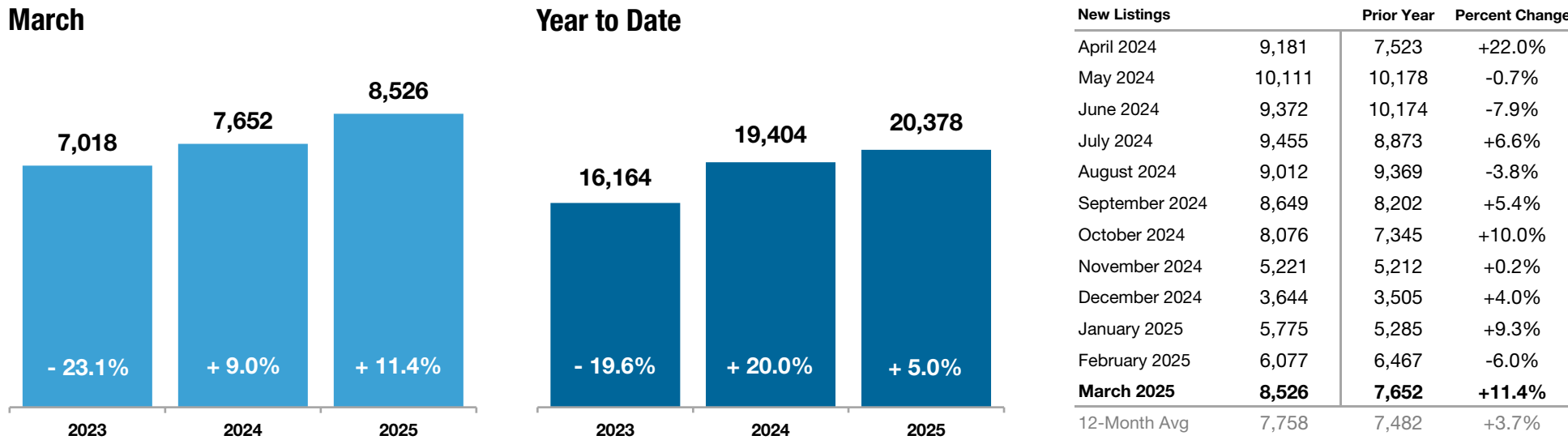


Key Metrics	Historical Sparkbars	3-2024	3-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		7,652	8,526	+ 11.4%	19,404	20,378	+ 5.0%
Pending Sales		5,856	6,090	+ 4.0%	14,493	14,207	- 2.0%
Closed Sales		4,685	4,548	- 2.9%	11,765	11,579	- 1.6%
Days on Market		50	51	+ 2.0%	52	55	+ 5.8%
Median Sales Price		\$335,000	\$345,000	+ 3.0%	\$325,000	\$340,000	+ 4.6%
Avg. Sales Price		\$386,178	\$399,573	+ 3.5%	\$376,740	\$397,403	+ 5.5%
Pct. of Orig. Price Received		98.0%	98.1%	+ 0.1%	97.0%	97.1%	+ 0.1%
Affordability Index		95	94	- 1.1%	98	95	- 3.1%
Homes for Sale*		11,995	12,573	+ 4.8%	--	--	--
Months Supply*		2.1	2.3	+ 9.5%	--	--	--

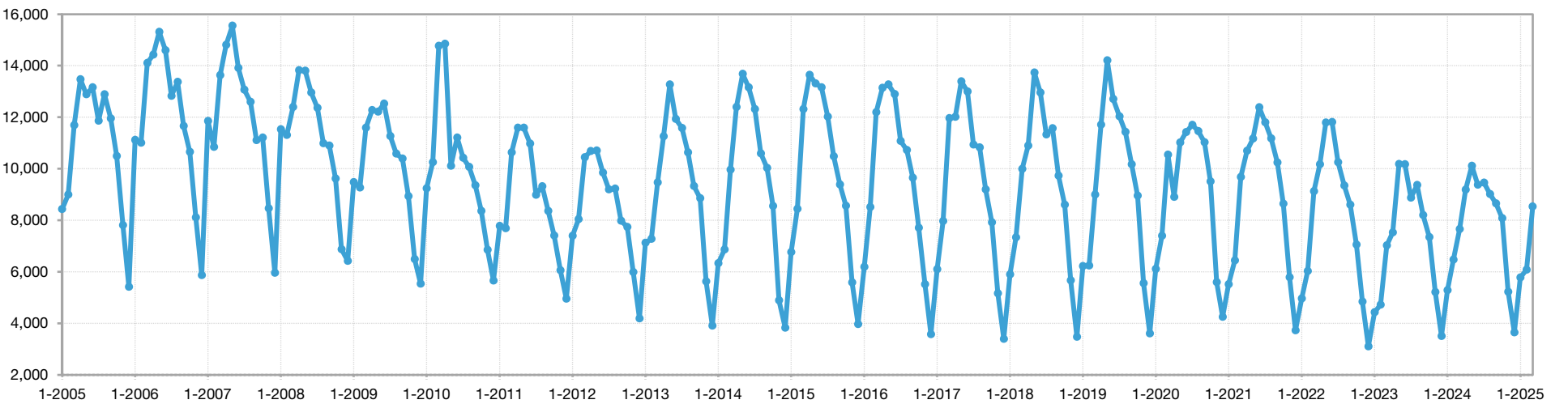
\* Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing more accurate views of inventory and supply.

# New Listings

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



## Historical New Listings by Month

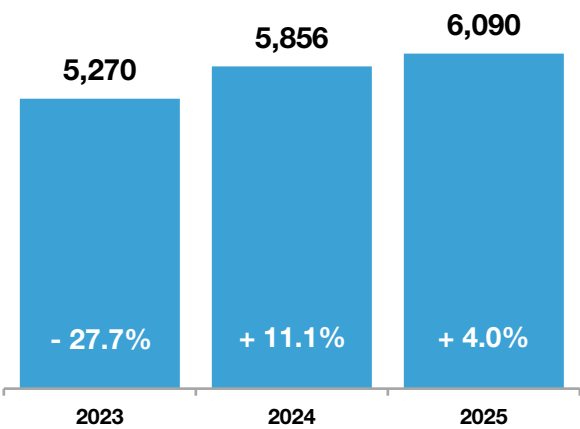


# Pending Sales

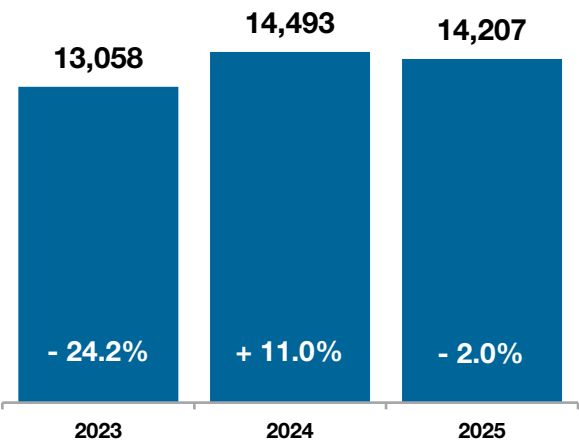
A count of the properties on which offers have been accepted in a given month.



## March

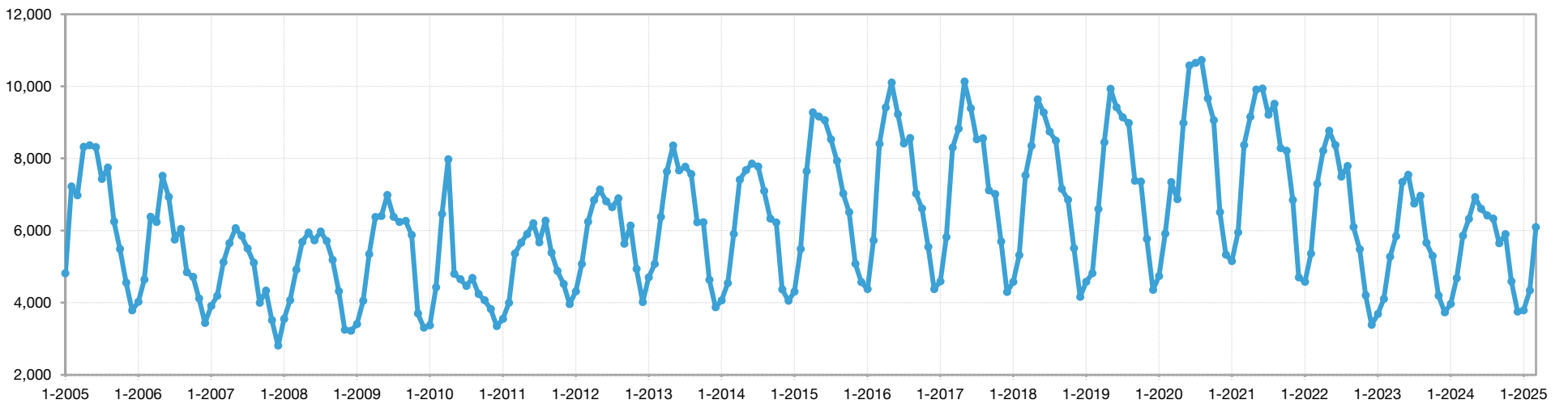


## Year to Date



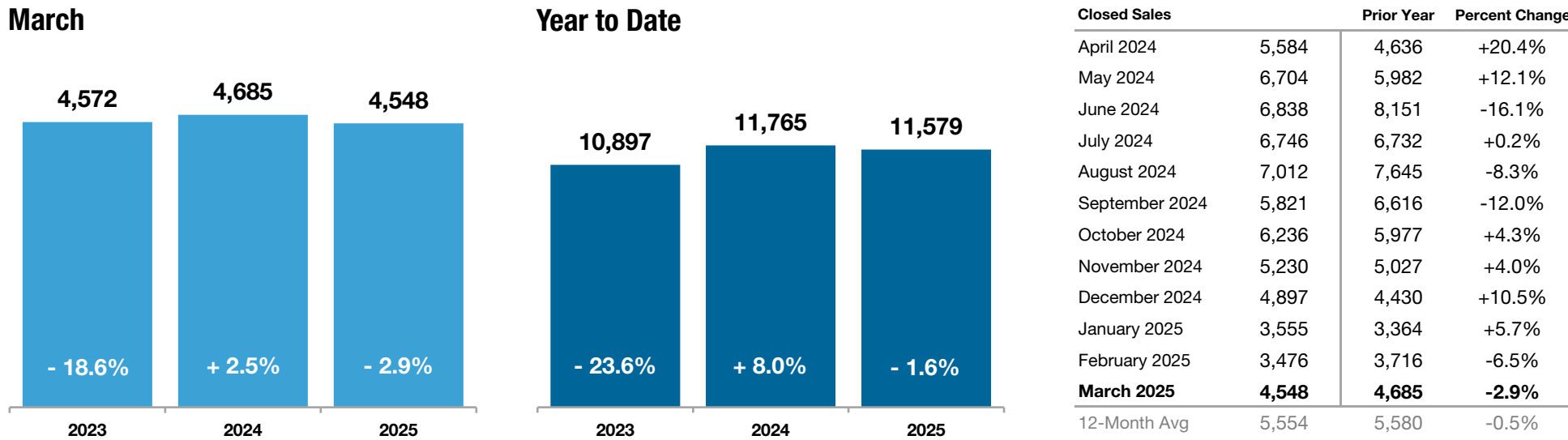
Pending Sales		Prior Year	Percent Change
April 2024	6,319	5,835	+8.3%
May 2024	6,921	7,340	-5.7%
June 2024	6,602	7,542	-12.5%
July 2024	6,411	6,740	-4.9%
August 2024	6,325	6,961	-9.1%
September 2024	5,645	5,660	-0.3%
October 2024	5,899	5,292	+11.5%
November 2024	4,587	4,197	+9.3%
December 2024	3,749	3,726	+0.6%
January 2025	3,781	3,965	-4.6%
February 2025	4,336	4,672	-7.2%
March 2025	6,090	5,856	+4.0%
12-Month Avg	5,555	5,649	-1.7%

## Historical Pending Sales by Month

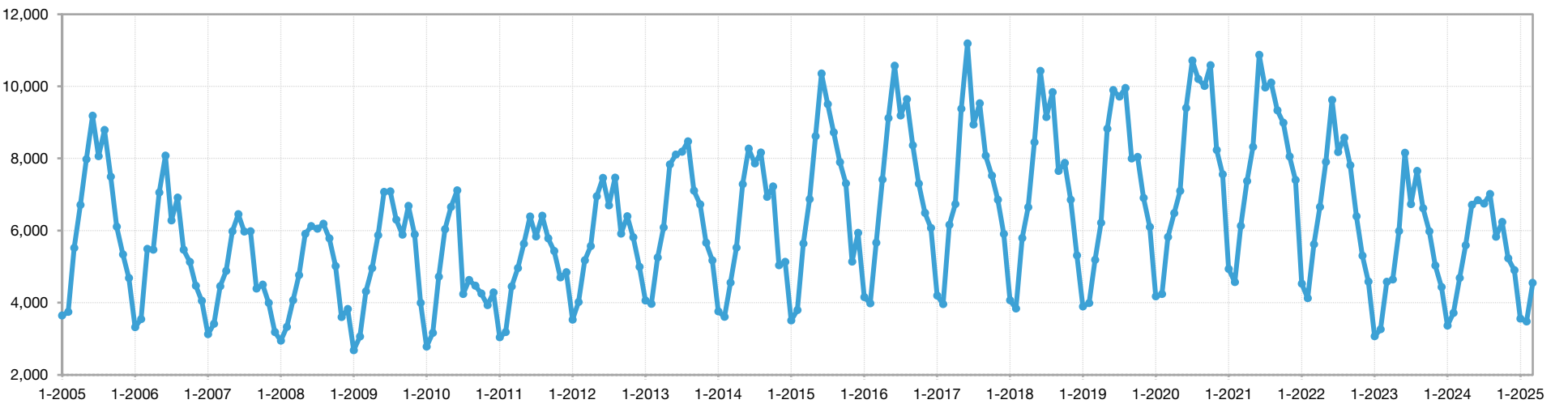


# Closed Sales

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

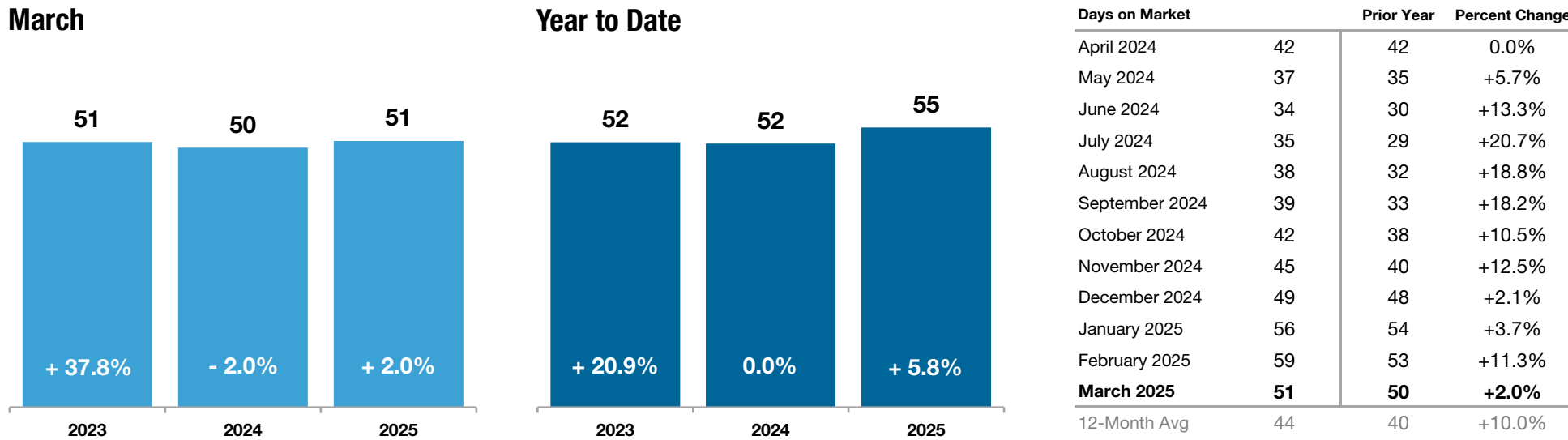


## Historical Closed Sales by Month

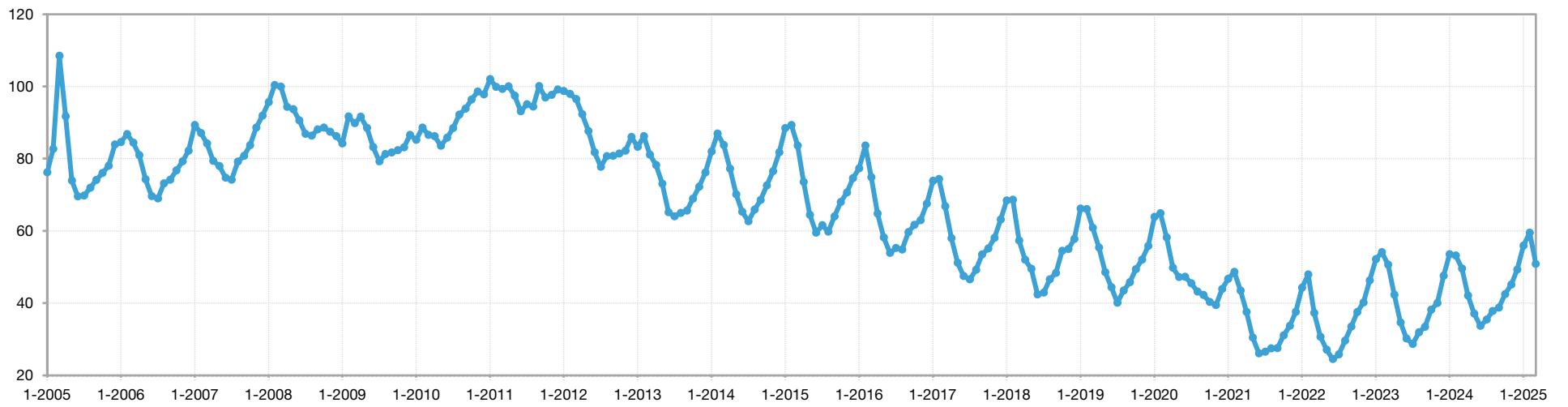


# Days on Market Until Sale

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



## Historical Days on Market Until Sale by Month

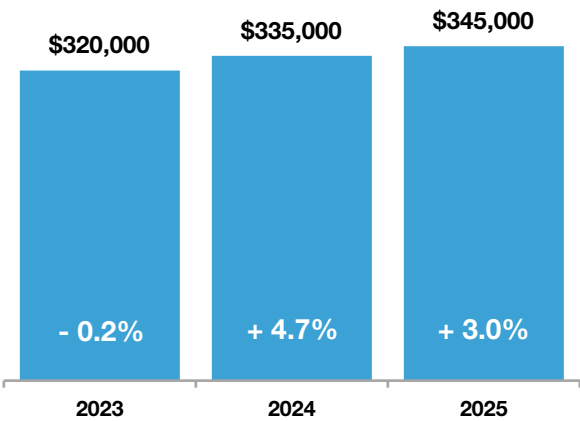


# Median Sales Price

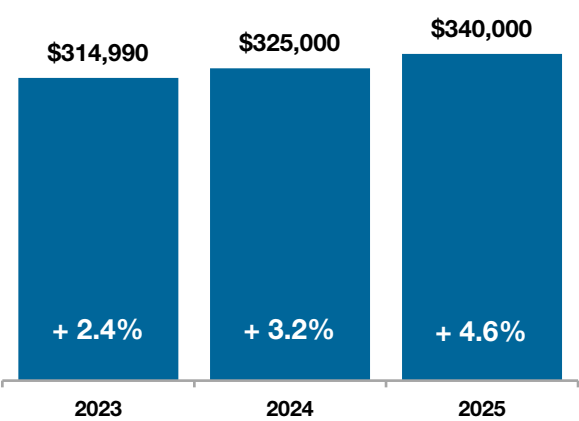
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## March

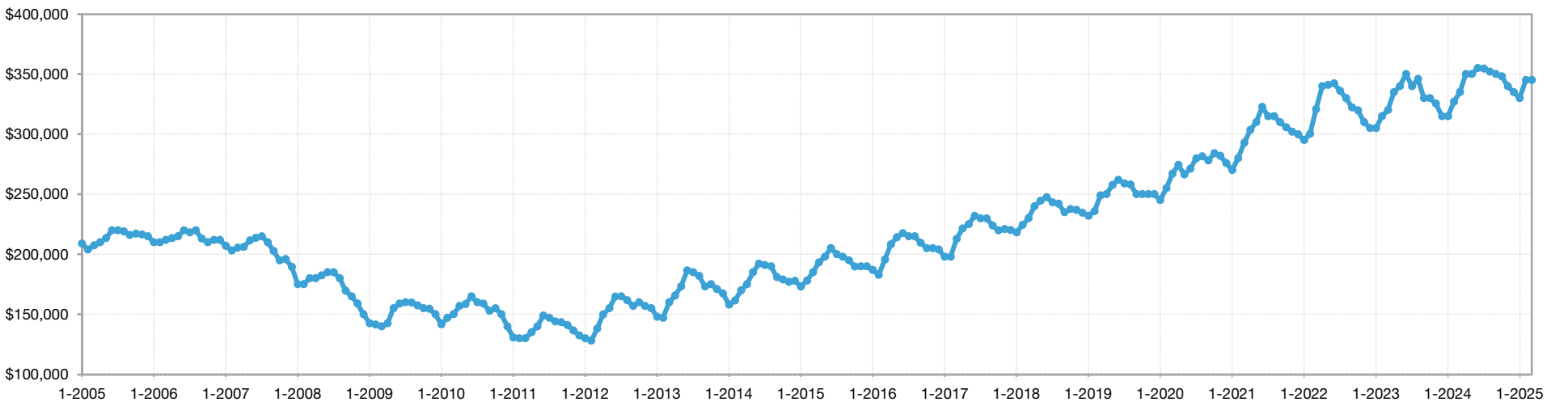


## Year to Date



Median Sales Price		Prior Year	Percent Change
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	\$349,999	\$330,000	+6.1%
October 2024	\$348,000	\$330,000	+5.5%
November 2024	\$340,000	\$325,500	+4.5%
December 2024	\$335,000	\$315,000	+6.3%
January 2025	\$330,000	\$315,000	+4.8%
February 2025	\$345,000	\$327,000	+5.5%
March 2025	\$345,000	\$335,000	+3.0%
12-Month Avg	\$346,208	\$332,375	+4.2%

## Historical Median Sales Price by Month

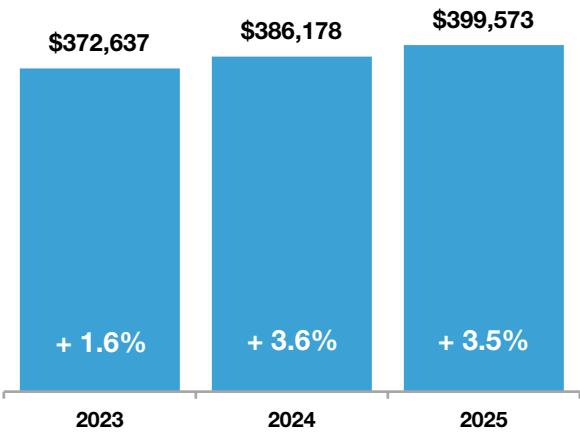


# Average Sales Price

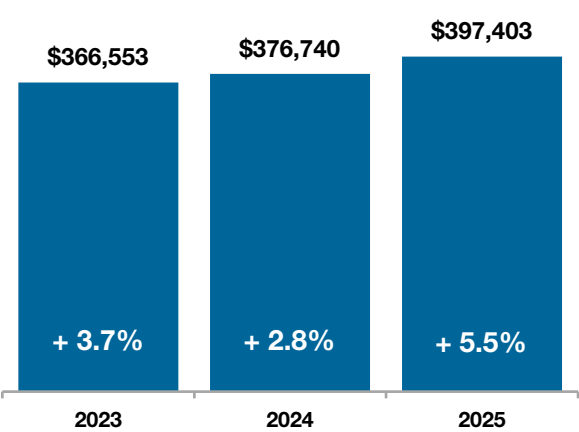
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## March

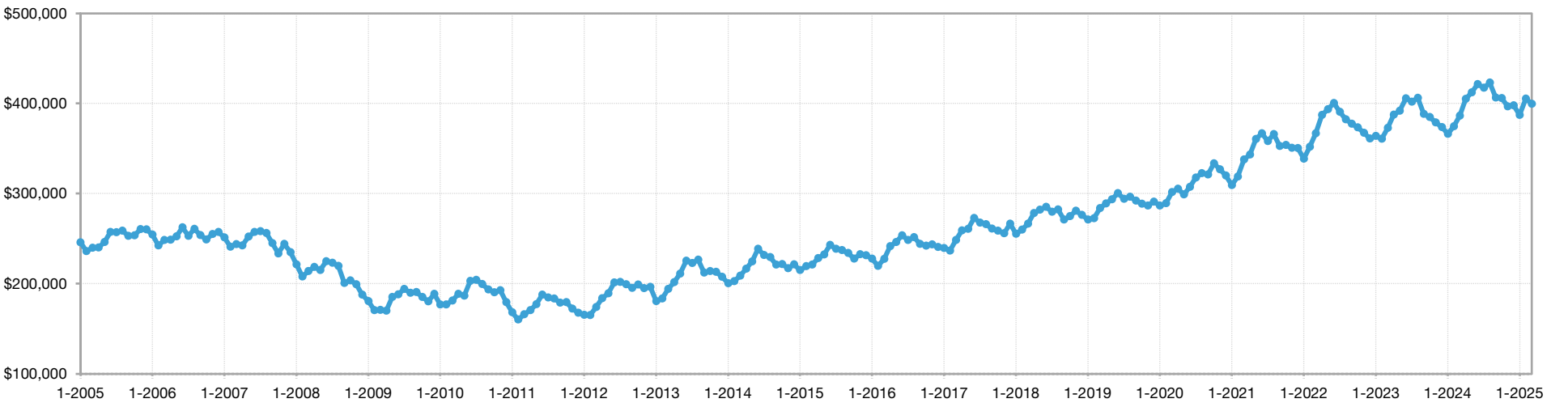


## Year to Date



Average Sales Price		Prior Year	Percent Change
April 2024	\$405,054	\$387,356	+4.6%
May 2024	\$412,234	\$391,680	+5.2%
June 2024	\$421,392	\$405,546	+3.9%
July 2024	\$417,379	\$401,670	+3.9%
August 2024	\$422,936	\$406,067	+4.2%
September 2024	\$406,446	\$388,158	+4.7%
October 2024	\$405,921	\$384,931	+5.5%
November 2024	\$396,485	\$378,750	+4.7%
December 2024	\$397,659	\$373,642	+6.4%
January 2025	\$387,039	\$366,174	+5.7%
February 2025	\$405,170	\$374,396	+8.2%
March 2025	\$399,573	\$386,178	+3.5%
12-Month Avg	\$406,441	\$387,046	+5.0%

## Historical Average Sales Price by Month

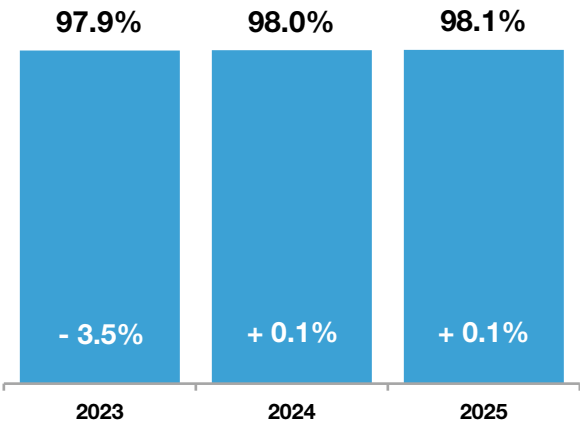


# Percent of Original List Price Received

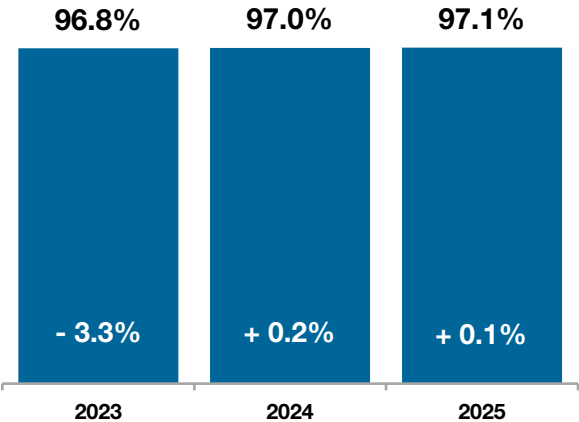
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## March

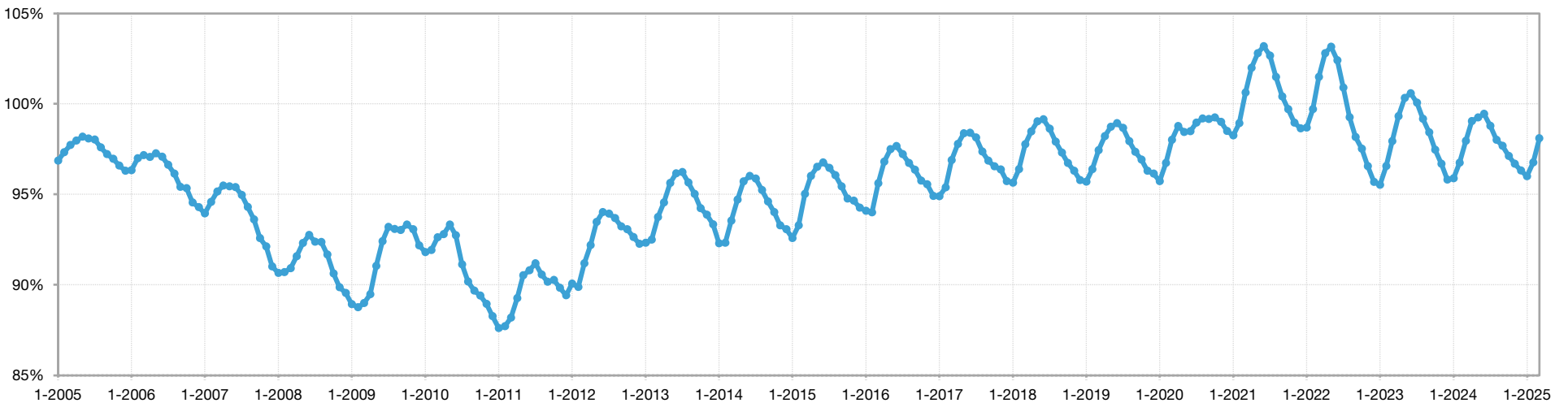


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
April 2024	99.0%	99.3%	-0.3%
May 2024	99.2%	100.3%	-1.1%
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%
February 2025	96.8%	96.7%	+0.1%
March 2025	98.1%	98.0%	+0.1%
12-Month Avg	97.8%	98.2%	-0.4%

## Historical Percent of Original List Price Received by Month

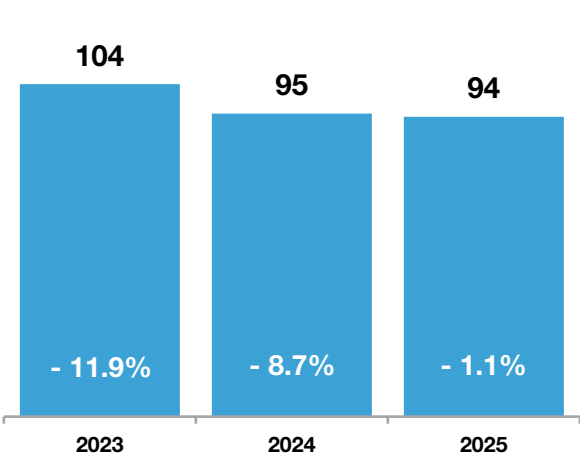


# Housing Affordability Index

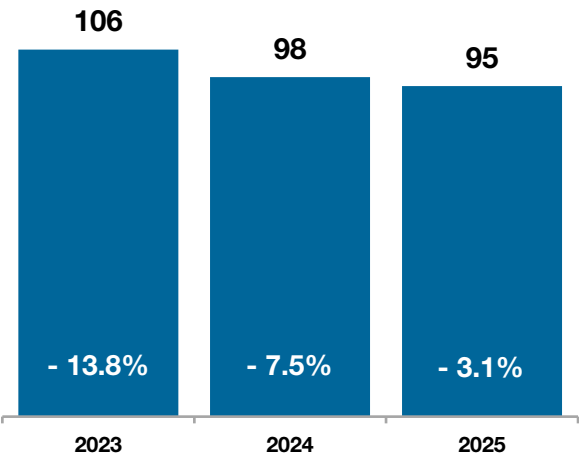


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## March

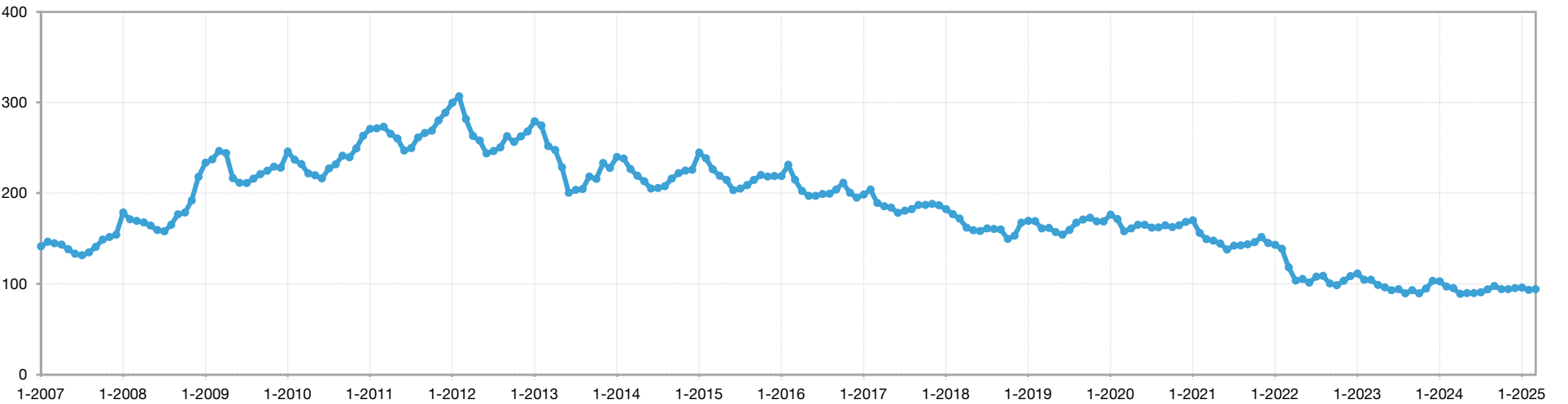


## Year to Date



Affordability Index		Prior Year	Percent Change
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%
February 2025	93	97	-4.1%
March 2025	94	95	-1.1%
12-Month Avg	93	96	-3.1%

## Historical Housing Affordability Index by Month

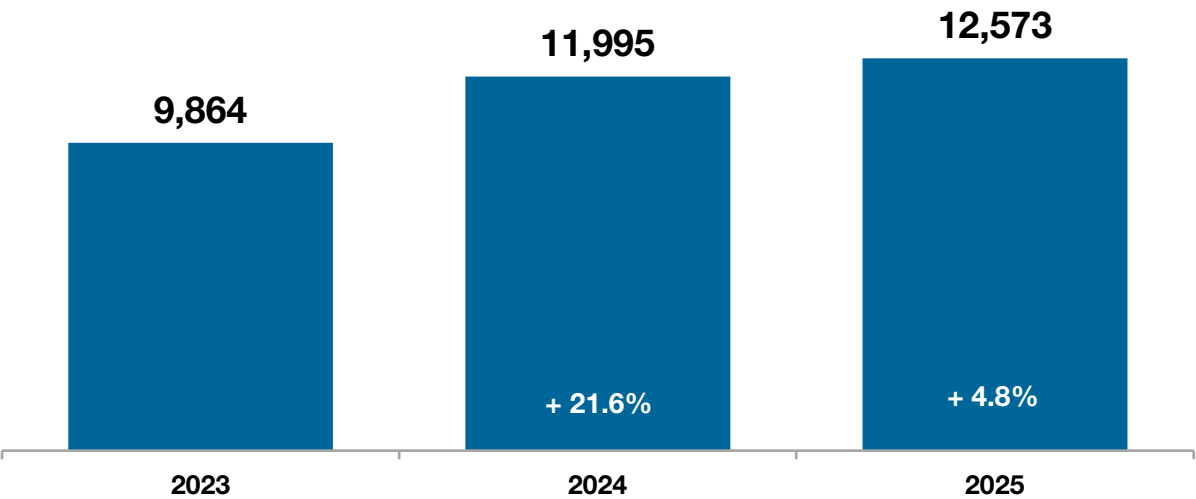


# Inventory of Homes for Sale

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

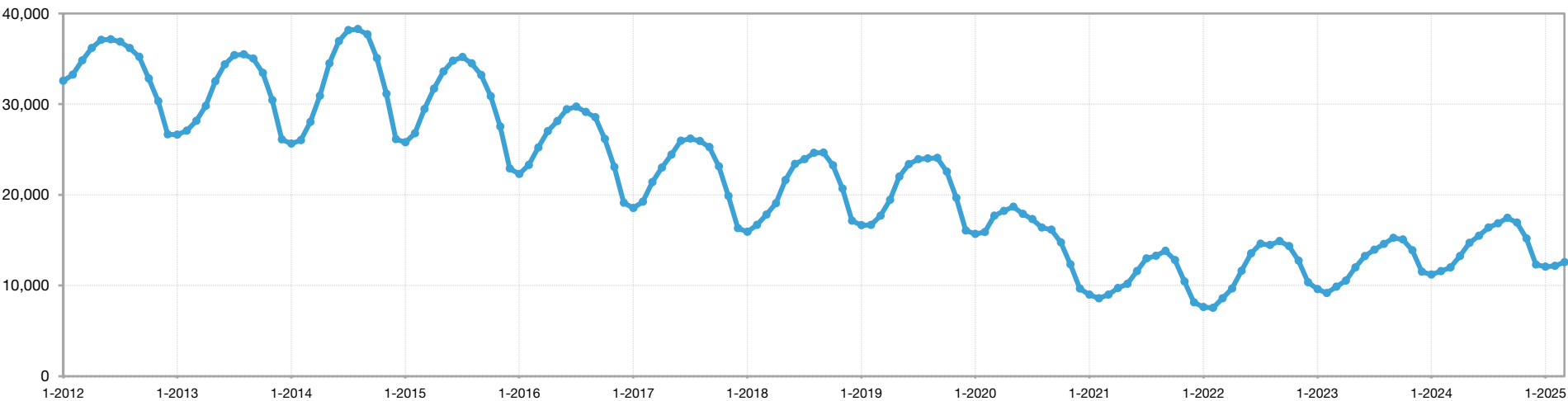


## March



Homes for Sale		Prior Year	Percent Change
April 2024	13,233	10,531	+25.7%
May 2024	14,710	11,991	+22.7%
June 2024	15,477	13,228	+17.0%
July 2024	16,379	13,936	+17.5%
August 2024	16,842	14,595	+15.4%
September 2024	17,449	15,247	+14.4%
October 2024	16,945	15,075	+12.4%
November 2024	15,191	13,888	+9.4%
December 2024	12,322	11,538	+6.8%
January 2025	12,090	11,216	+7.8%
February 2025	12,150	11,584	+4.9%
March 2025	12,573	11,995	+4.8%

## Historical Inventory of Homes for Sale by Month



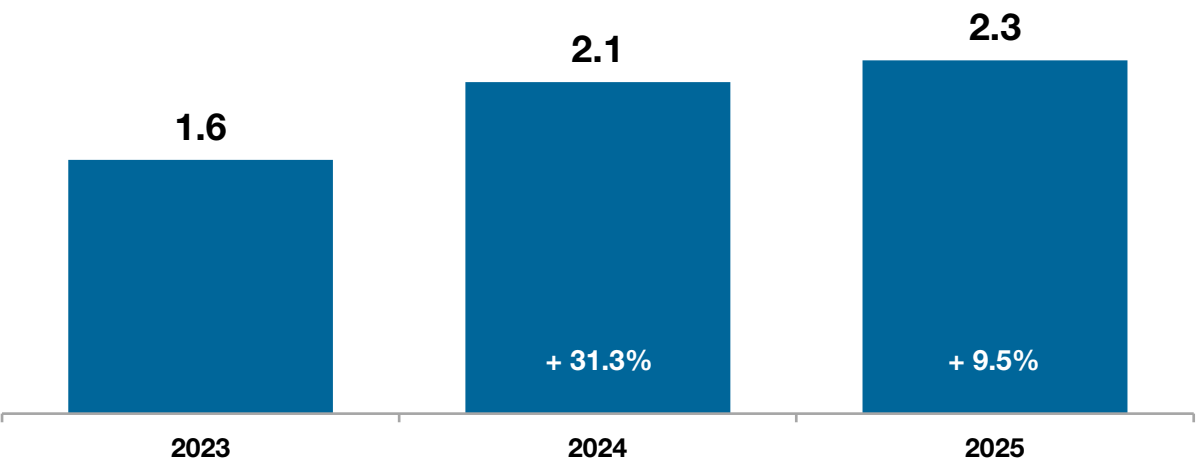
Note: Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing a more accurate view of inventory.

# 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.

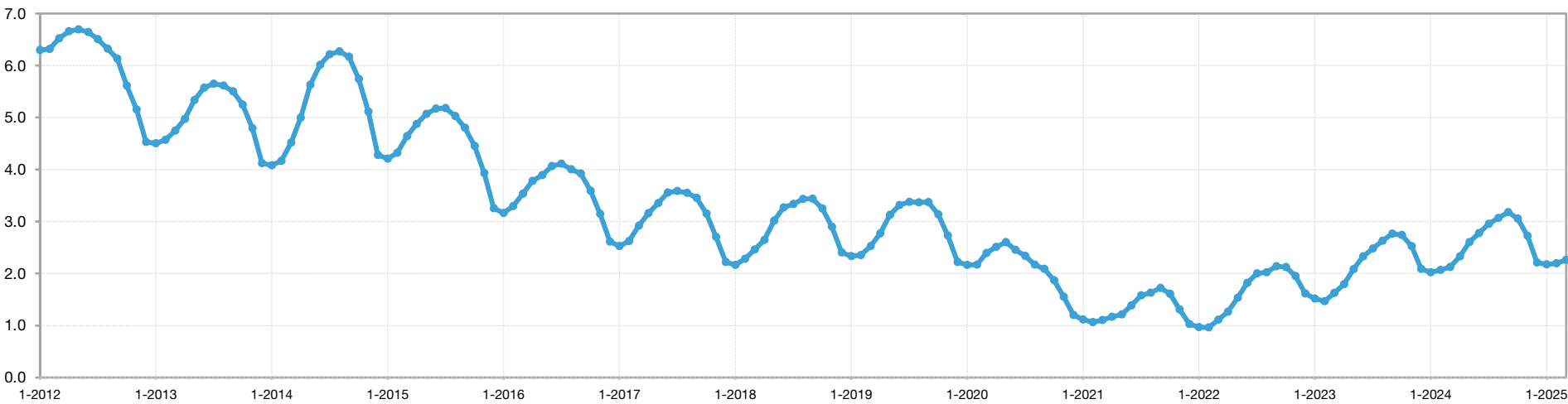


## March



Months Supply		Prior Year	Percent Change
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	3.0	2.5	+20.0%
August 2024	3.1	2.6	+19.2%
September 2024	3.2	2.8	+14.3%
October 2024	3.1	2.7	+14.8%
November 2024	2.7	2.5	+8.0%
December 2024	2.2	2.1	+4.8%
January 2025	2.2	2.0	+10.0%
February 2025	2.2	2.1	+4.8%
March 2025	2.3	2.1	+9.5%

## 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.