

Monthly Indicators



September 2025

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

Activity Snapshot

+ 7.0%	+ 2.1%	+ 4.9%
One-Year Change in Closed Sales All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in New Listings All Properties

Activity Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days on Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of Original List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12

Activity Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	9-2024	9-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		8,649	9,076	+ 4.9%	75,190	78,985	+ 5.0%
Pending Sales		5,644	5,977	+ 5.9%	52,710	54,067	+ 2.6%
Closed Sales		5,823	6,229	+ 7.0%	50,474	51,756	+ 2.5%
Days on Market Until Sale		39	41	+ 5.1%	41	43	+ 4.9%
Median Sales Price		\$350,000	\$357,200	+ 2.1%	\$349,000	\$358,000	+ 2.6%
Average Sales Price		\$406,655	\$420,257	+ 3.3%	\$405,959	\$420,055	+ 3.5%
Percent of Original List Price Received		97.7%	97.4%	- 0.3%	98.3%	98.2%	- 0.1%
Housing Affordability Index		123	118	- 4.1%	124	118	- 4.8%
Inventory of Homes for Sale		17,535	17,957	+ 2.4%	—	—	—
Months Supply of Inventory		3.2	3.2	0.0%	—	—	—

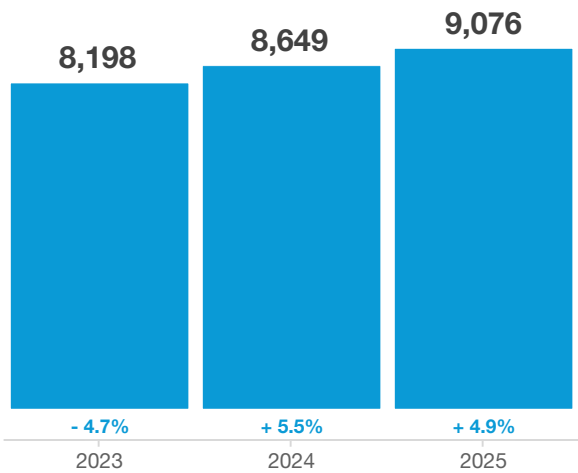
* Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing more accurate views of inventory and supply.

New Listings

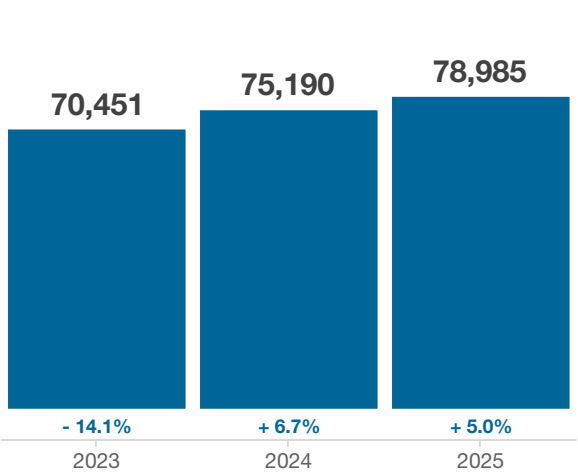
A count of the properties that have been newly listed on the market in a given month.



September

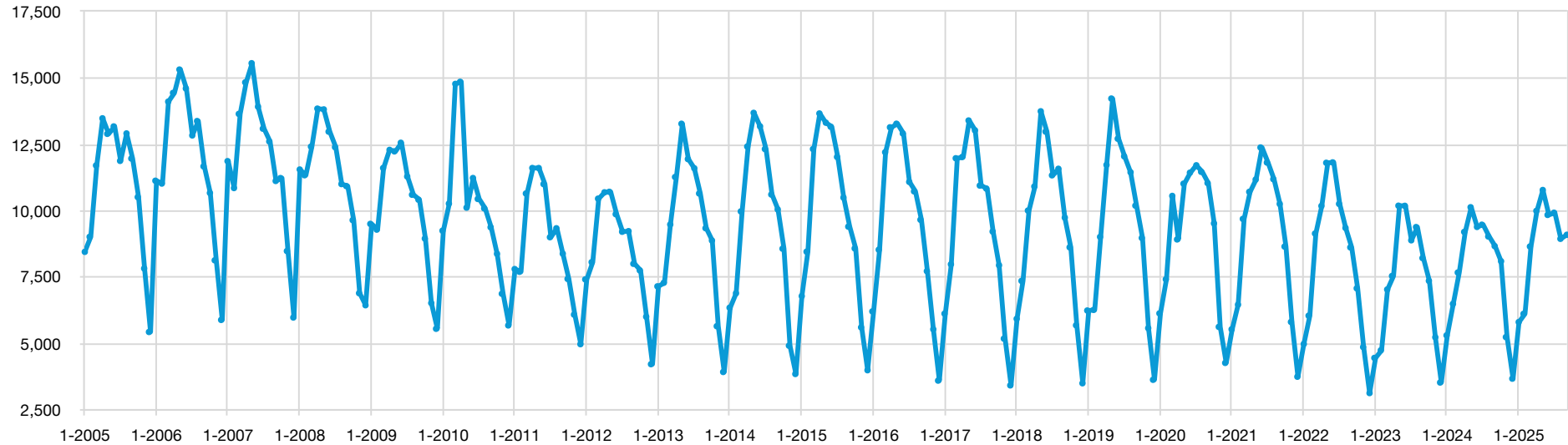


Year to Date



New Listings		Prior Year	Percent Change
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	6,093	6,469	- 5.8%
March 2025	8,634	7,651	+ 12.8%
April 2025	9,977	9,184	+ 8.6%
May 2025	10,765	10,115	+ 6.4%
June 2025	9,826	9,373	+ 4.8%
July 2025	9,908	9,456	+ 4.8%
August 2025	8,924	9,013	- 1.0%
September 2025	9,076	8,649	+ 4.9%
12-Month Avg	7,994	7,603	+ 5.1%

Historical New Listings by Month

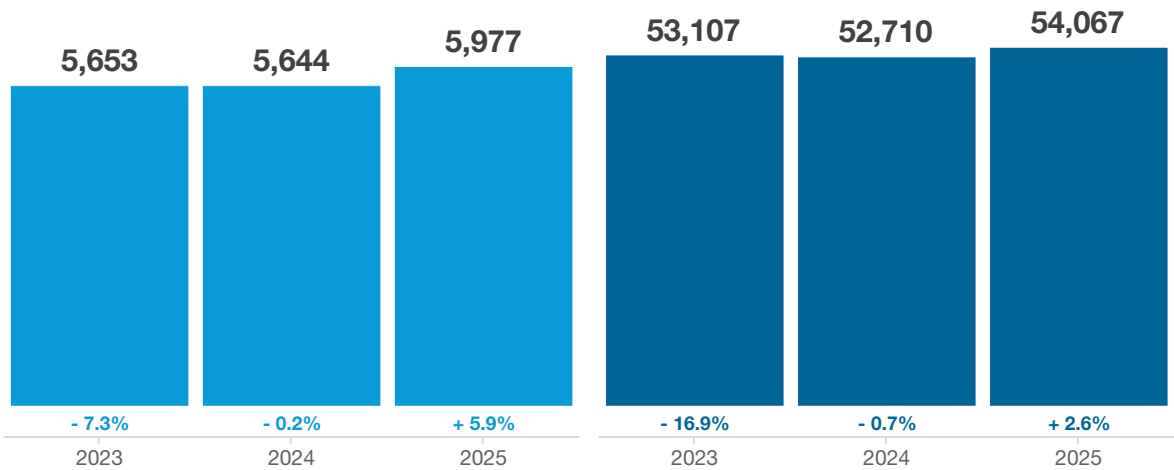


Pending Sales

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

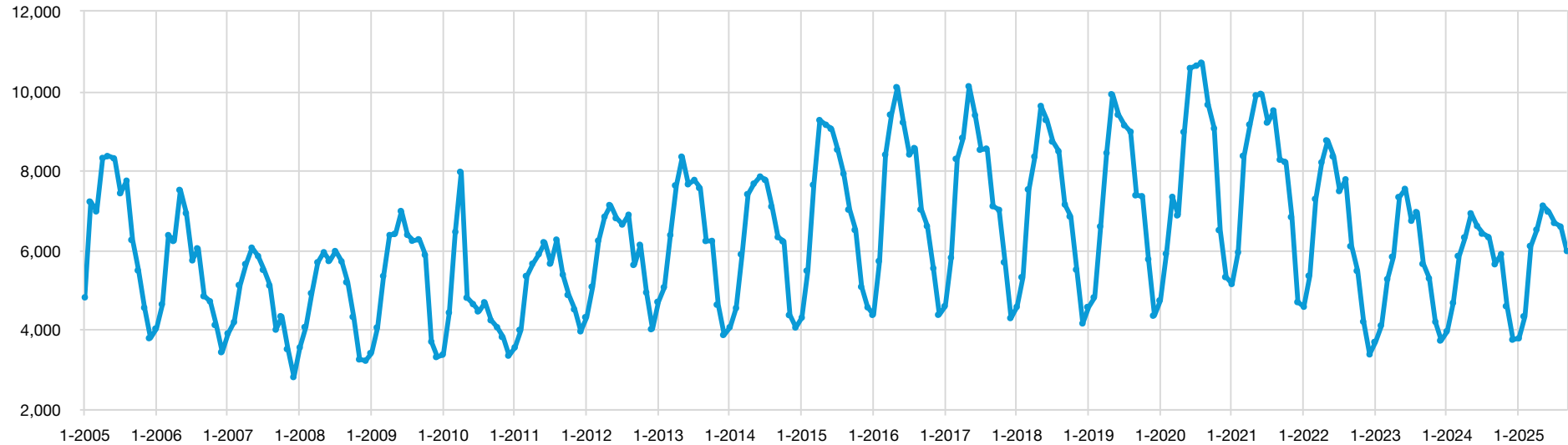


September



Pending Sales		Prior Year	Percent Change
October 2024	5,896	5,289	+ 11.5%
November 2024	4,589	4,196	+ 9.4%
December 2024	3,747	3,725	+ 0.6%
January 2025	3,782	3,956	- 4.4%
February 2025	4,333	4,672	- 7.3%
March 2025	6,103	5,852	+ 4.3%
April 2025	6,513	6,319	+ 3.1%
May 2025	7,117	6,923	+ 2.8%
June 2025	6,969	6,606	+ 5.5%
July 2025	6,683	6,413	+ 4.2%
August 2025	6,590	6,325	+ 4.2%
September 2025	5,977	5,644	+ 5.9%
12-Month Avg	5,692	5,493	+ 3.6%

Historical Pending Sales by Month

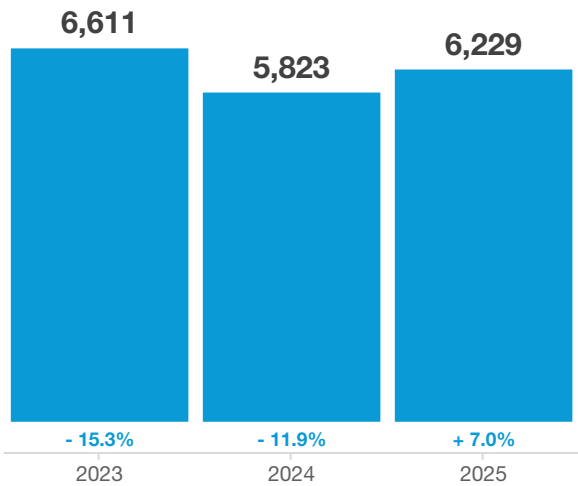


Closed Sales

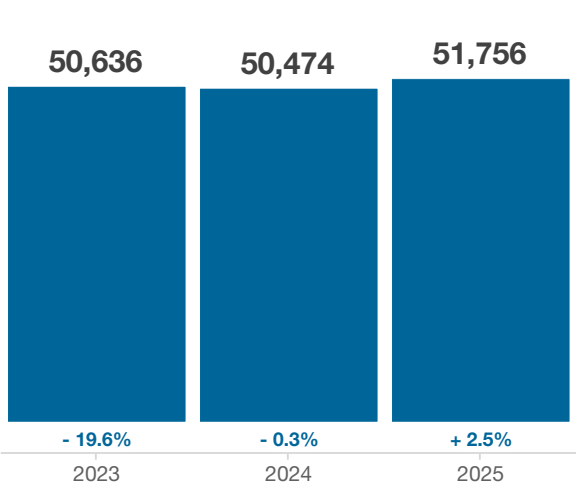
A count of the actual sales that closed in a given month.



September

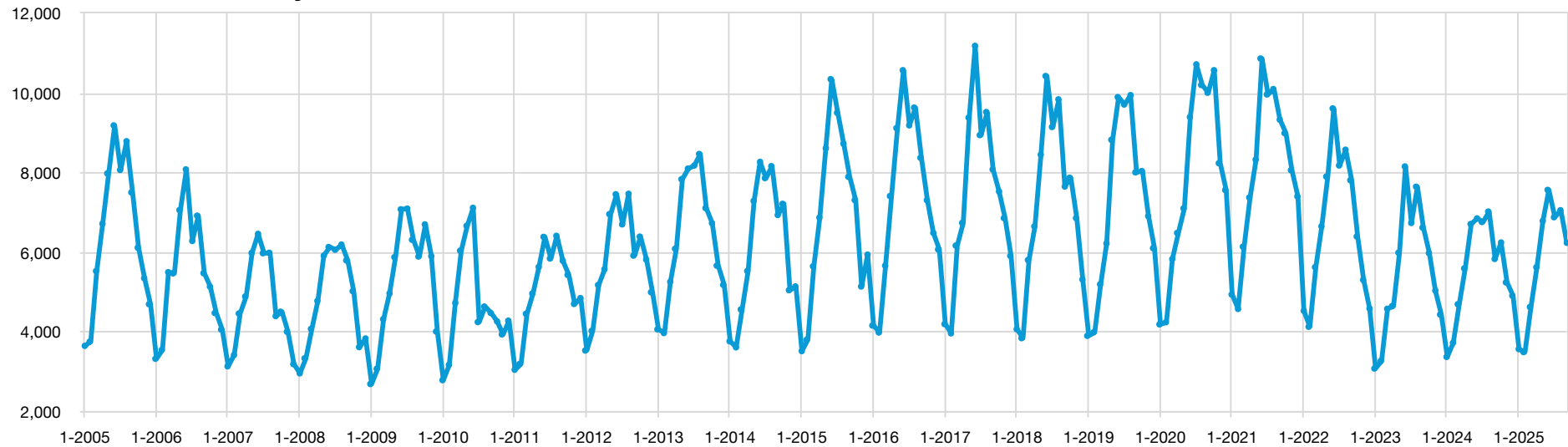


Year to Date



Closed Sales		Prior Year	Percent Change
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	3,558	3,361	+ 5.9%
February 2025	3,482	3,713	- 6.2%
March 2025	4,615	4,685	- 1.5%
April 2025	5,615	5,584	+ 0.6%
May 2025	6,780	6,700	+ 1.2%
June 2025	7,558	6,842	+ 10.5%
July 2025	6,872	6,752	+ 1.8%
August 2025	7,047	7,014	+ 0.5%
September 2025	6,229	5,823	+ 7.0%
12-Month Avg	5,677	5,492	+ 3.4%

Historical Closed Sales by Month

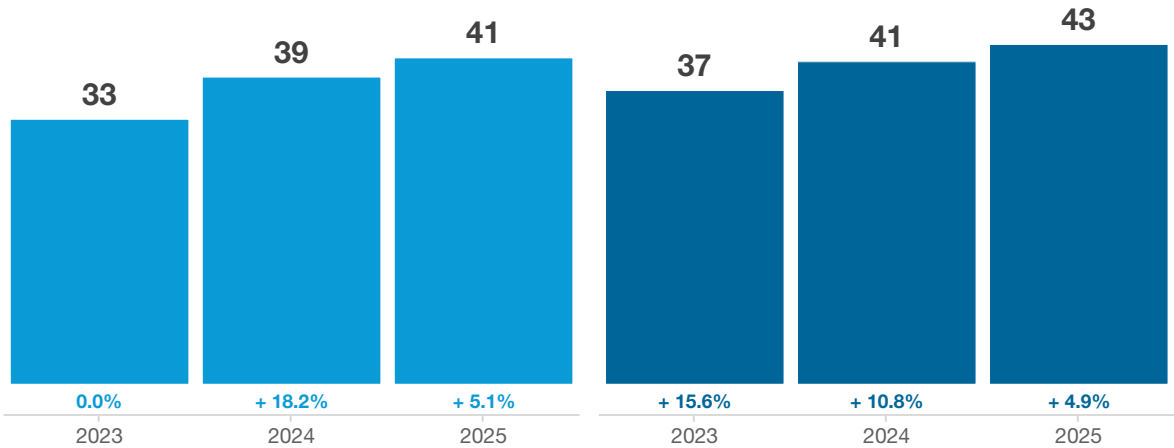


Days on Market Until Sale

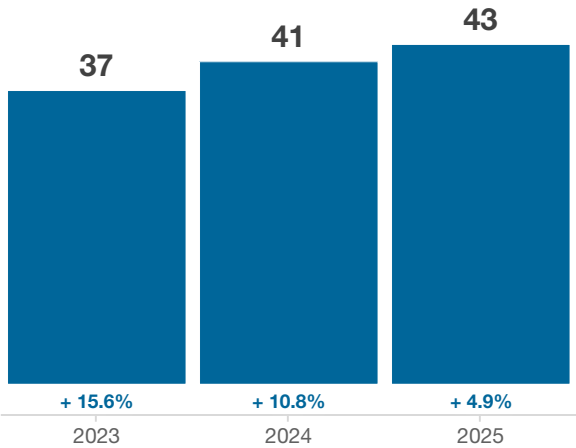
Average number of days between when a property is listed and when an offer is accepted in a given month.



September

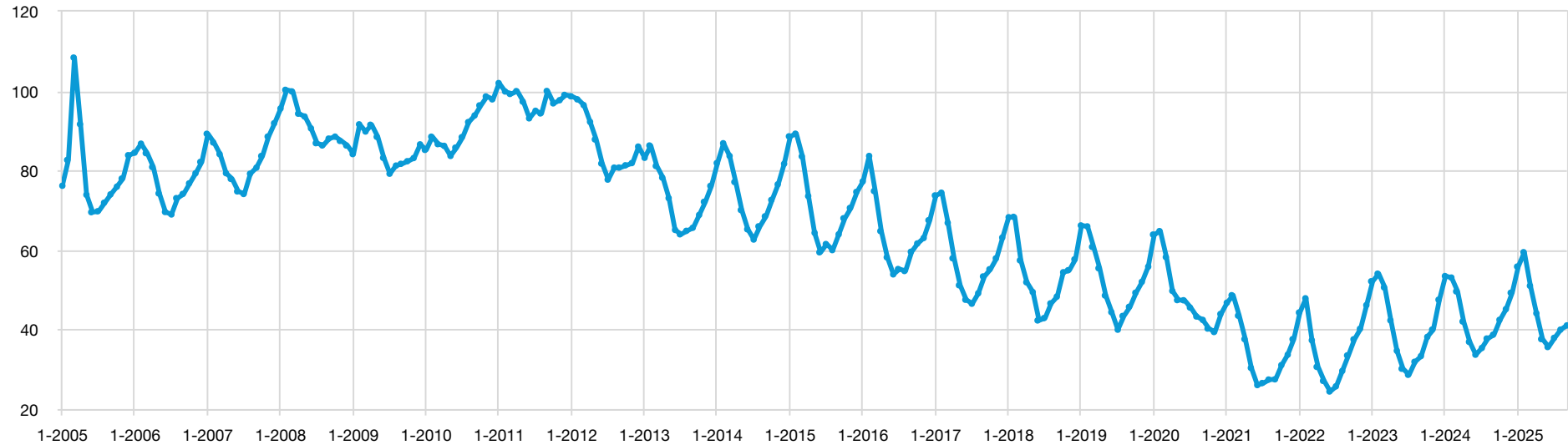


Year to Date



Days on Market		Prior Year	Percent Change
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%
September 2025	41	39	+ 5.1%
12-Month Avg	43	41	+ 4.9%

Historical Days on Market Until Sale by Month

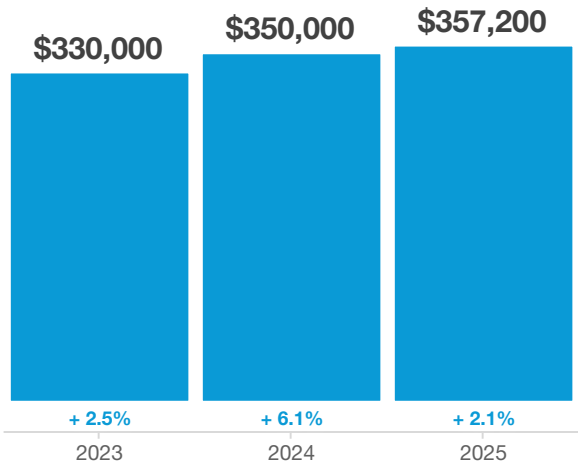


Median Sales Price

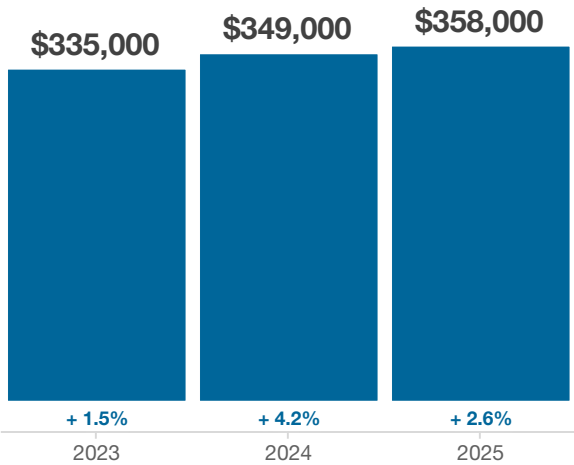
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



September

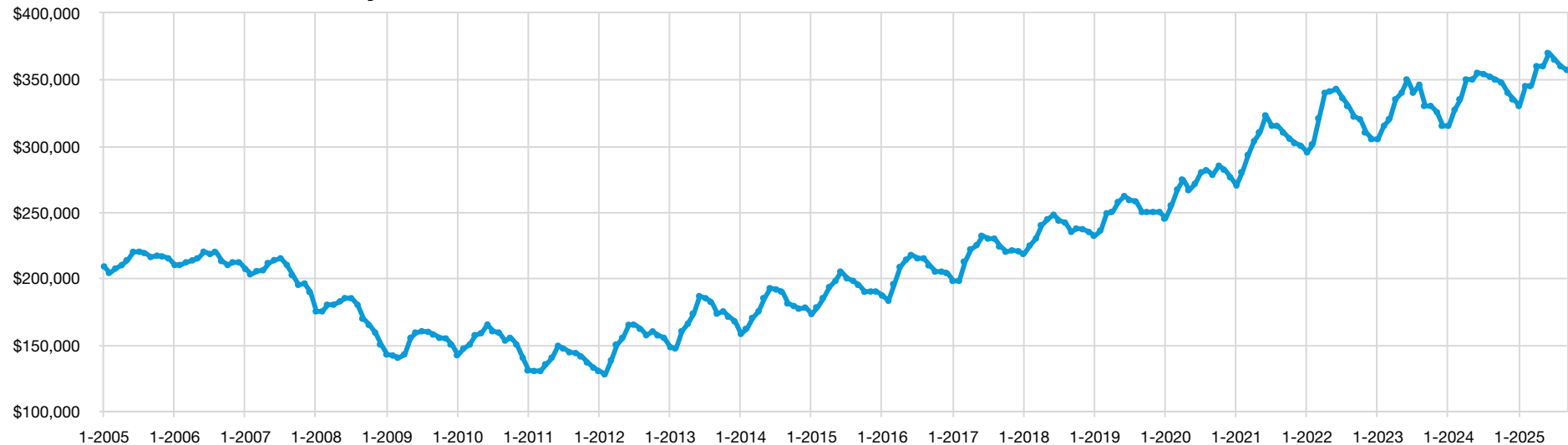


Year to Date



Median Sales Price		Prior Year	Percent Change
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%
September 2025	\$357,200	\$350,000	+ 2.1%
12-Month Avg	\$353,000	\$340,000	+ 3.8%

Historical Median Sales Price by Month

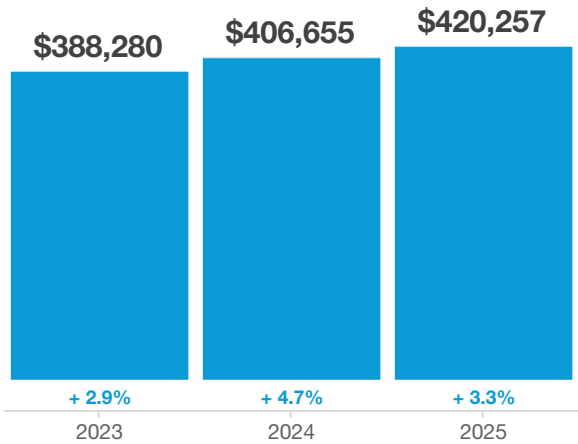


Average Sales Price

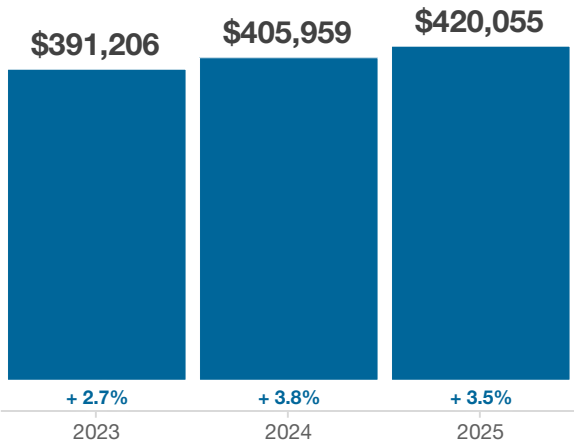
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September



Year to Date



Avg. Sales Price		Prior Year	Percent Change
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	\$386,959	\$366,207	+ 5.7%
February 2025	\$405,664	\$374,498	+ 8.3%
March 2025	\$400,829	\$386,081	+ 3.8%
April 2025	\$420,094	\$405,052	+ 3.7%
May 2025	\$420,325	\$412,420	+ 1.9%
June 2025	\$438,592	\$421,341	+ 4.1%
July 2025	\$431,465	\$417,335	+ 3.4%
August 2025	\$424,996	\$422,956	+ 0.5%
September 2025	\$420,257	\$406,655	+ 3.3%
12-Month Avg	\$415,388	\$399,826	+ 3.9%

Historical Average Sales Price by Month



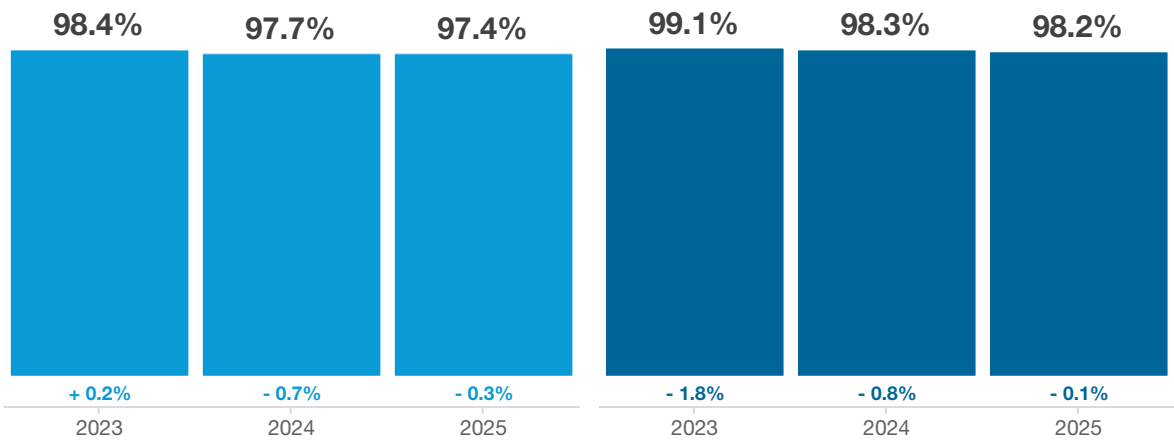
Percent of Original List Price Received

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.



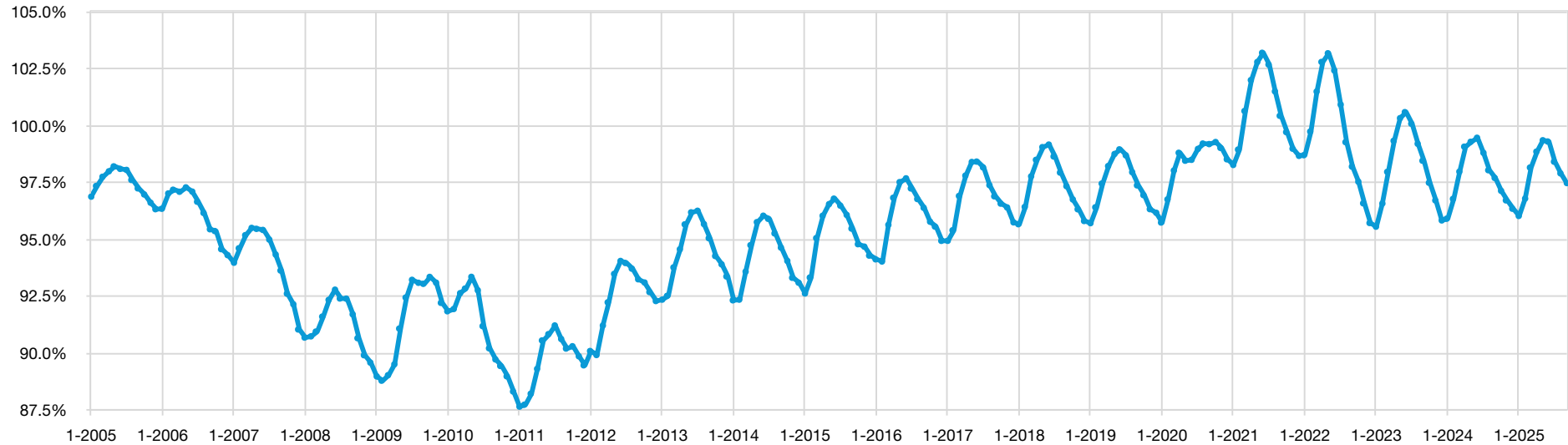
September

Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
September 2025	97.4%	97.7%	- 0.3%
12-Month Avg	97.9%	97.9%	0.0%

Historical Percent of Original List Price Received by Month

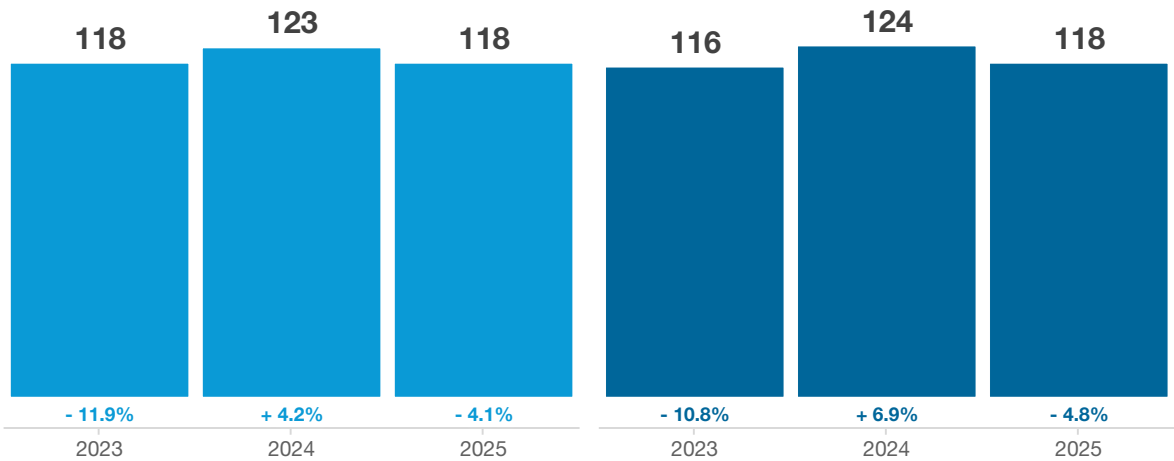


Housing Affordability Index

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.

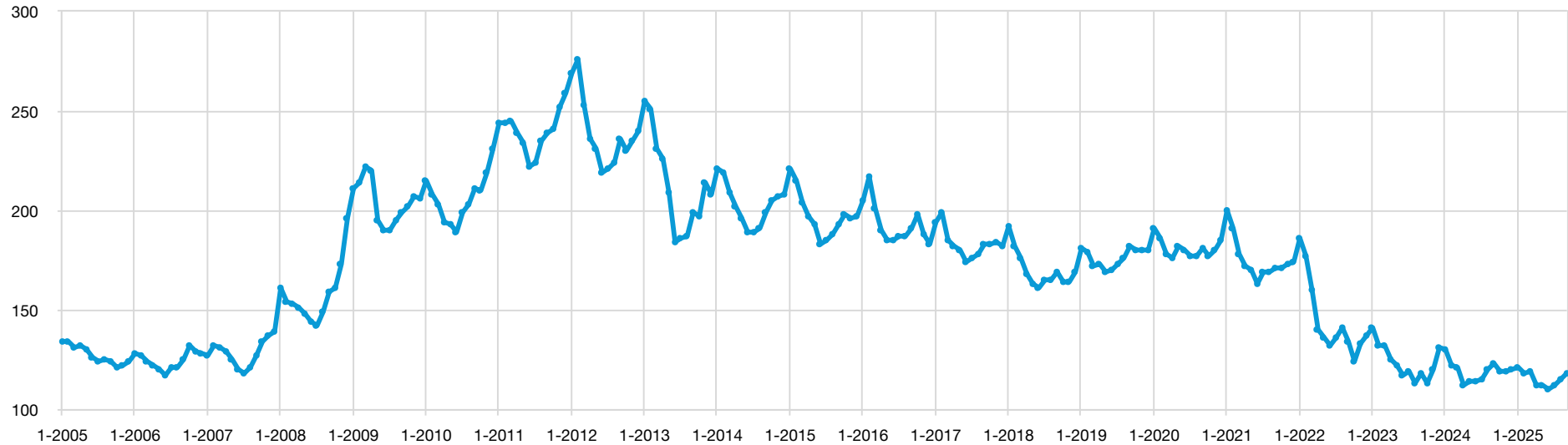


September



Affordability Index		Prior Year	Percent Change
October 2024	119	113	+ 5.3%
November 2024	119	120	- 0.8%
December 2024	120	131	- 8.4%
January 2025	121	130	- 6.9%
February 2025	118	122	- 3.3%
March 2025	119	121	- 1.7%
April 2025	112	112	0.0%
May 2025	112	114	- 1.8%
June 2025	110	114	- 3.5%
July 2025	112	115	- 2.6%
August 2025	115	120	- 4.2%
September 2025	118	123	- 4.1%
12-Month Avg	116	120	- 3.3%

Historical Housing Affordability Index by Month

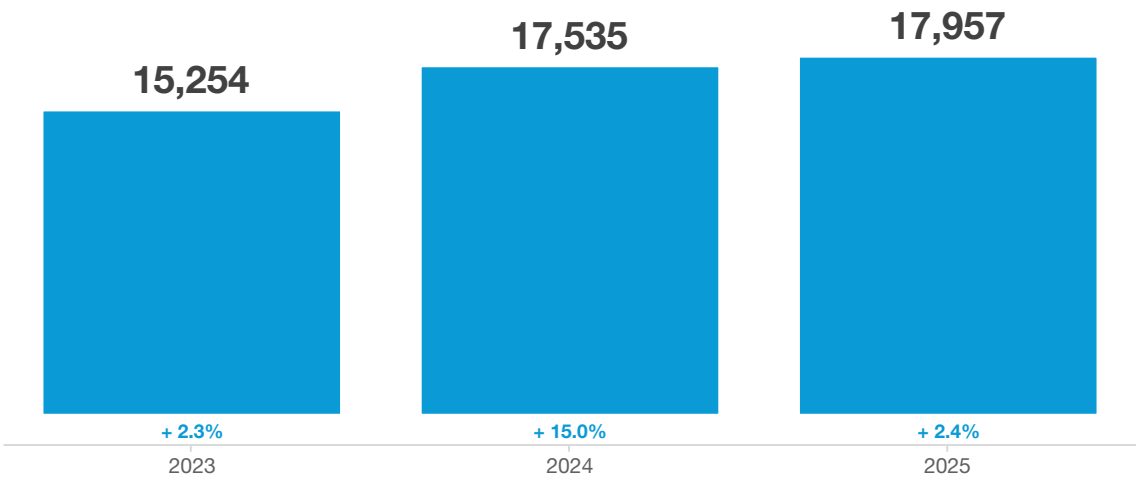


Inventory of Homes for Sale

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

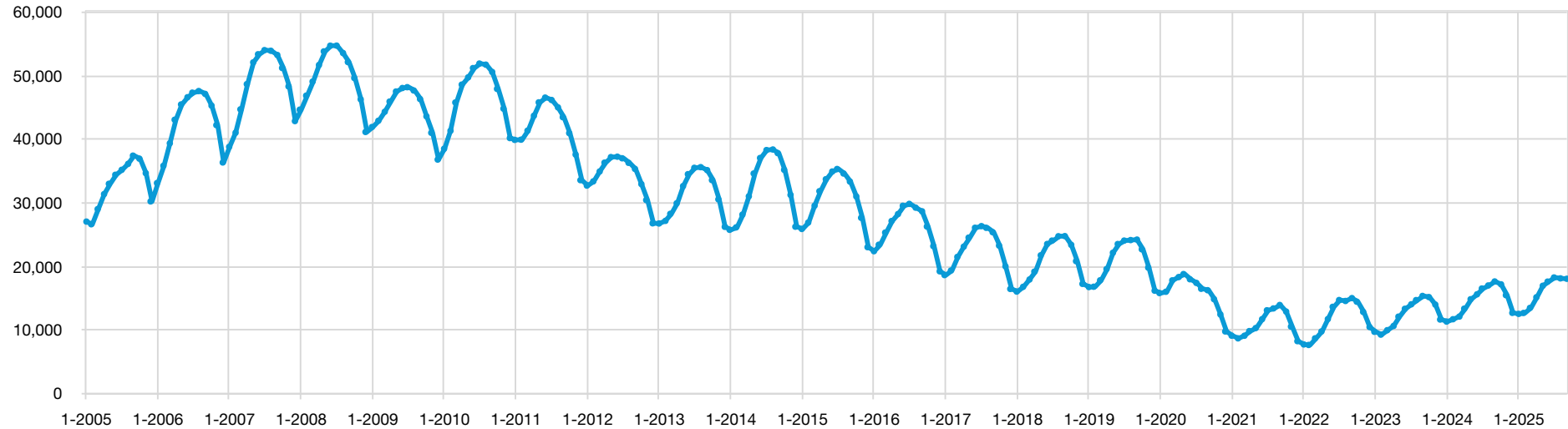


September



Homes for Sale		Prior Year	Percent Change
October 2024	17,081	15,075	+ 13.3%
November 2024	15,377	13,894	+ 10.7%
December 2024	12,590	11,542	+ 9.1%
January 2025	12,433	11,225	+ 10.8%
February 2025	12,579	11,593	+ 8.5%
March 2025	13,371	12,009	+ 11.3%
April 2025	15,043	13,254	+ 13.5%
May 2025	16,853	14,737	+ 14.4%
June 2025	17,511	15,512	+ 12.9%
July 2025	18,160	16,424	+ 10.6%
August 2025	18,019	16,905	+ 6.6%
September 2025	17,957	17,535	+ 2.4%
12-Month Avg	15,581	14,142	+ 10.2%

Historical Inventory of Homes for Sale by Month



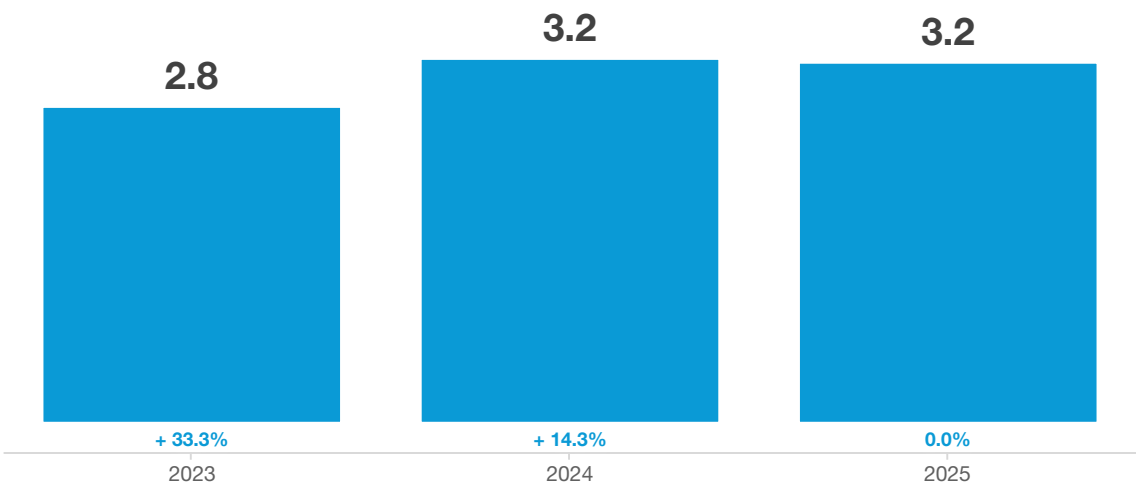
* Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing more accurate view(s) of inventory.

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.

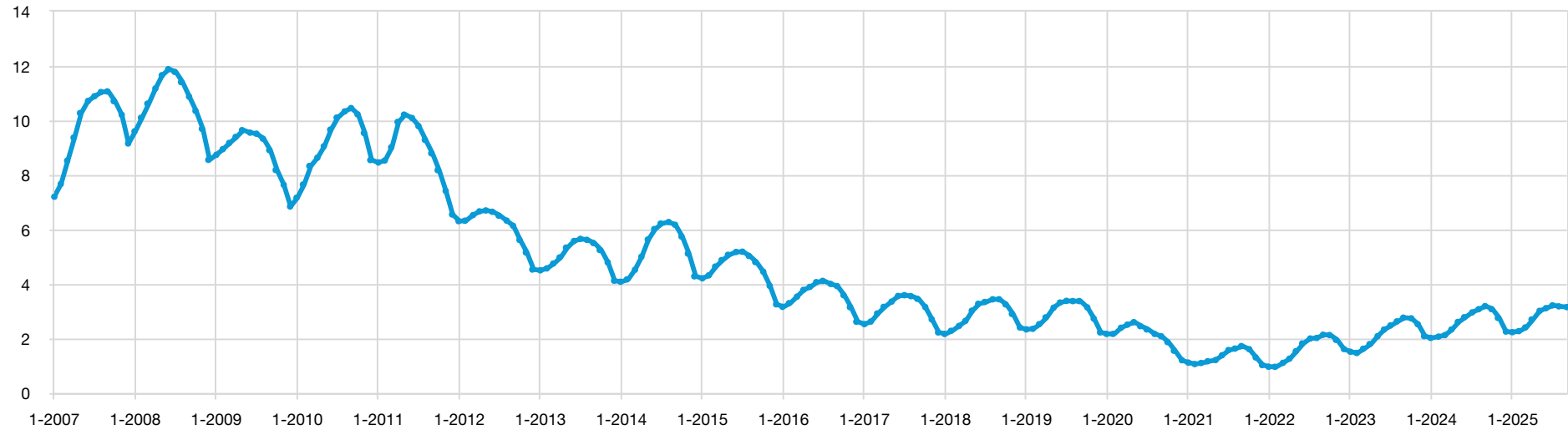


September



Months Supply		Prior Year	Percent Change
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	3.2	3.1	+ 3.2%
September 2025	3.2	3.2	0.0%
12-Month Avg	2.8	2.5	+ 12.0%

Historical Months Supply of Inventory by Month



* 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 view(s) of supply.