

# Monthly Indicators



## December 2025

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

## Activity Snapshot

<b>+ 3.1%</b>	<b>+ 3.0%</b>	<b>- 2.4%</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	12-2024	12-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		3,647	3,558	- 2.4%	92,132	96,408	+ 4.6%
Pending Sales		3,747	3,406	- 9.1%	66,943	68,050	+ 1.7%
Closed Sales		4,900	5,054	+ 3.1%	66,844	68,432	+ 2.4%
Days on Market		49	50	+ 2.0%	42	44	+ 4.8%
Median Sales Price		\$335,000	\$345,000	+ 3.0%	\$345,000	\$355,000	+ 2.9%
Avg. Sales Price		\$397,860	\$408,785	+ 2.7%	\$404,657	\$419,114	+ 3.6%
Pct. of Orig. Price Received		96.3%	96.2%	- 0.1%	97.9%	97.8%	- 0.1%
Affordability Index		95	98	+ 3.2%	93	95	+ 2.2%
Homes for Sale*		12,617	12,550	- 0.5%	--	--	--
Months Supply*		2.3	2.2	- 4.3%	--	--	--

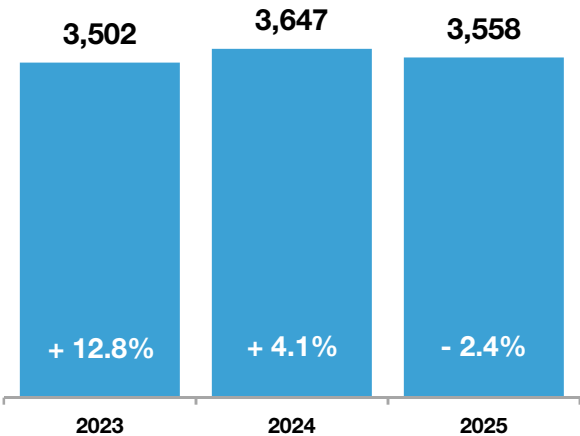
\* Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing more accurate views of inventory and supply.

# New Listings

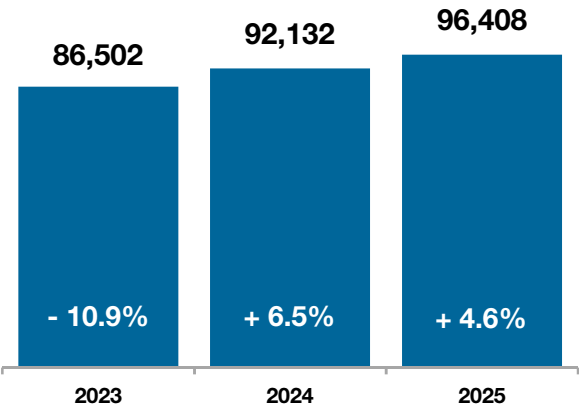
A count of the properties that have been newly listed on the market in a given month.



## December

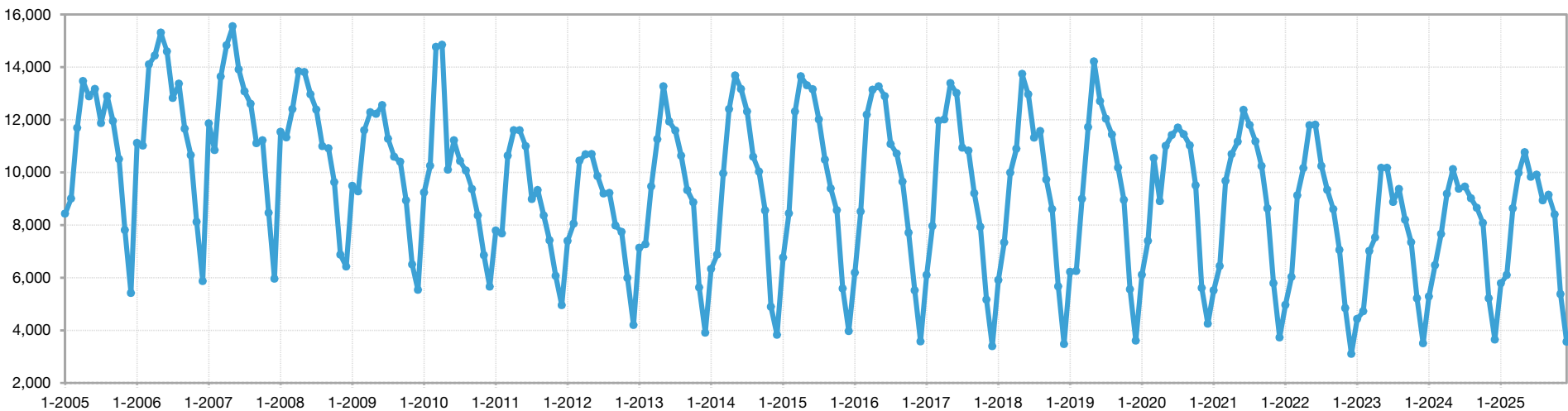


## Year to Date



New Listings		Prior Year	Percent Change
January 2025	5,786	5,280	+9.6%
February 2025	6,094	6,469	-5.8%
March 2025	8,634	7,651	+12.8%
April 2025	9,981	9,184	+8.7%
May 2025	10,767	10,116	+6.4%
June 2025	9,830	9,373	+4.9%
July 2025	9,912	9,456	+4.8%
August 2025	8,928	9,015	-1.0%
September 2025	9,147	8,649	+5.8%
October 2025	8,401	8,076	+4.0%
November 2025	5,370	5,216	+3.0%
December 2025	3,558	3,647	-2.4%
12-Month Avg	8,034	7,678	+4.6%

## Historical New Listings by Month

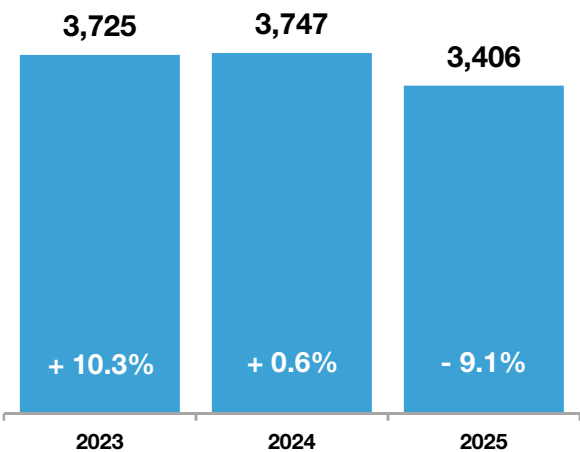


# Pending Sales

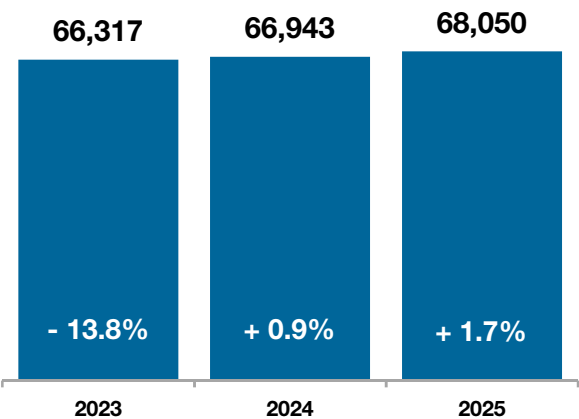
A count of the properties on which offers have been accepted in a given month.



## December

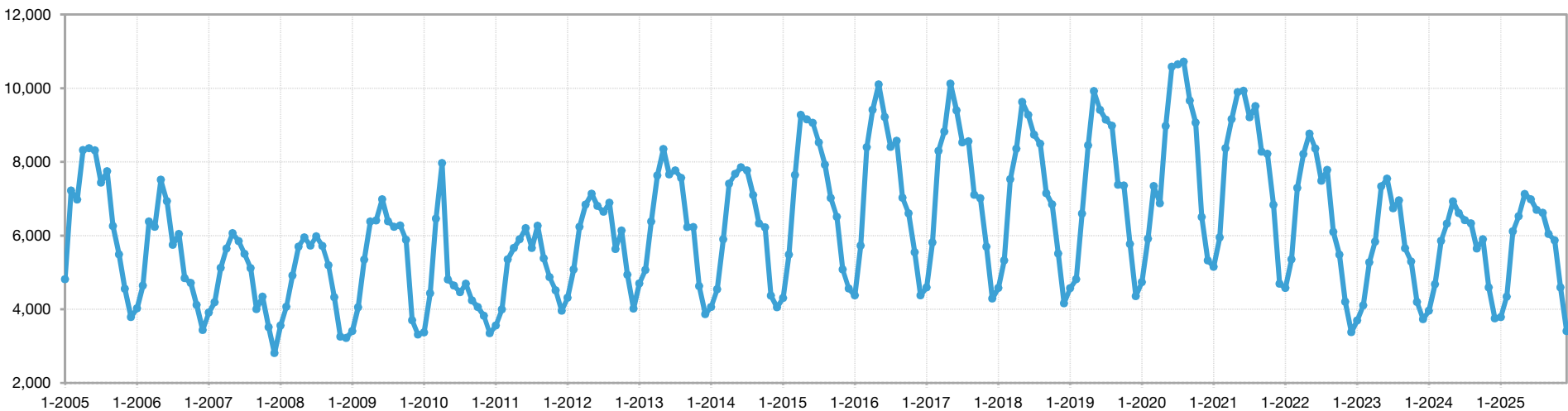


## Year to Date



Pending Sales		Prior Year	Percent Change
January 2025	3,783	3,956	-4.4%
February 2025	4,334	4,672	-7.2%
March 2025	6,108	5,852	+4.4%
April 2025	6,518	6,319	+3.1%
May 2025	7,123	6,923	+2.9%
June 2025	6,978	6,606	+5.6%
July 2025	6,691	6,413	+4.3%
August 2025	6,614	6,327	+4.5%
September 2025	6,041	5,644	+7.0%
October 2025	5,864	5,895	-0.5%
November 2025	4,590	4,589	+0.0%
December 2025	3,406	3,747	-9.1%
12-Month Avg	5,671	5,579	+1.6%

## Historical Pending Sales by Month

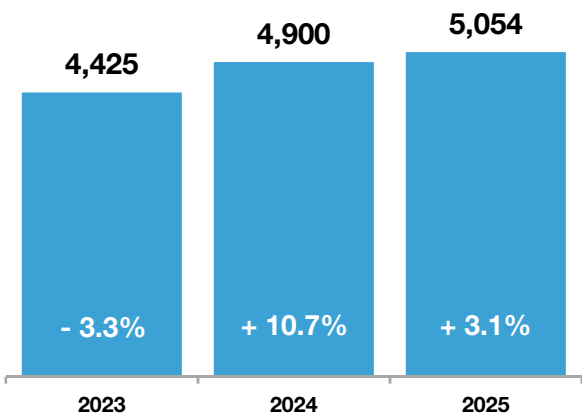


# Closed Sales

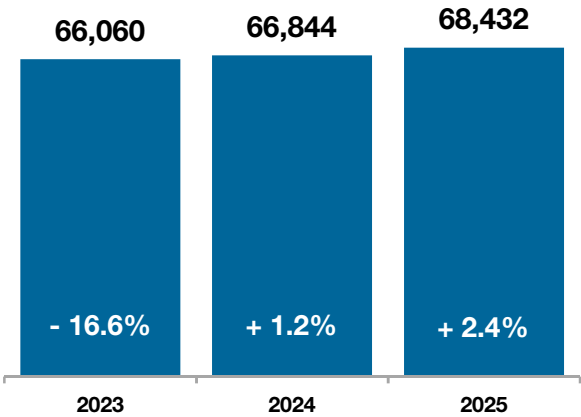
A count of the actual sales that closed in a given month.



## December

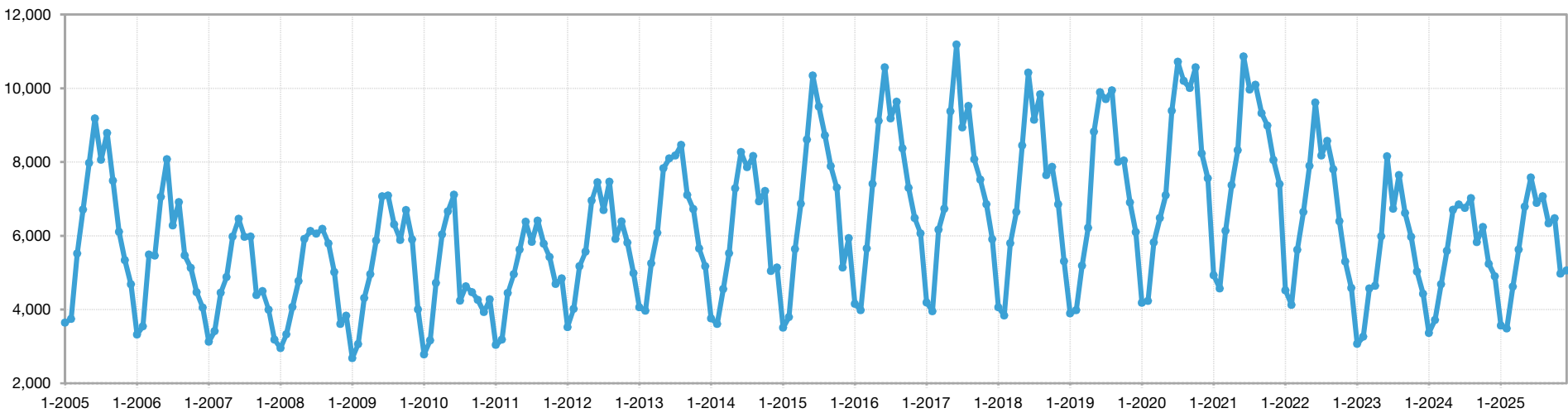


## Year to Date



Closed Sales		Prior Year	Percent Change
January 2025	3,558	3,361	+5.9%
February 2025	3,484	3,713	-6.2%
March 2025	4,621	4,685	-1.4%
April 2025	5,621	5,584	+0.7%
May 2025	6,786	6,700	+1.3%
June 2025	7,576	6,842	+10.7%
July 2025	6,886	6,752	+2.0%
August 2025	7,070	7,014	+0.8%
September 2025	6,337	5,823	+8.8%
October 2025	6,469	6,236	+3.7%
November 2025	4,970	5,234	-5.0%
December 2025	5,054	4,900	+3.1%
12-Month Avg	5,703	5,570	+2.4%

## Historical Closed Sales by Month

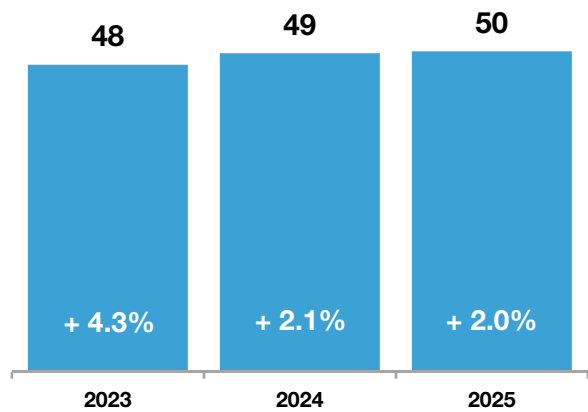


# Days on Market Until Sale

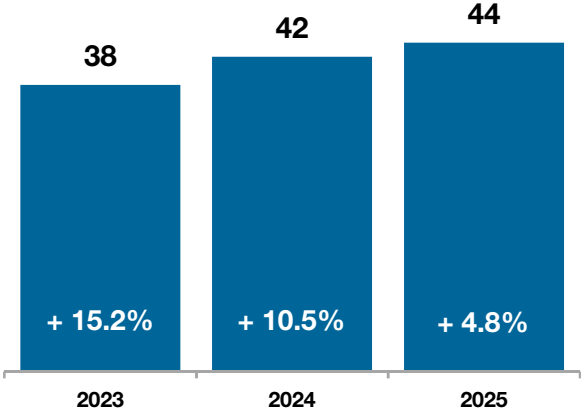
Average number of days between when a property is listed and when an offer is accepted in a given month.



## December

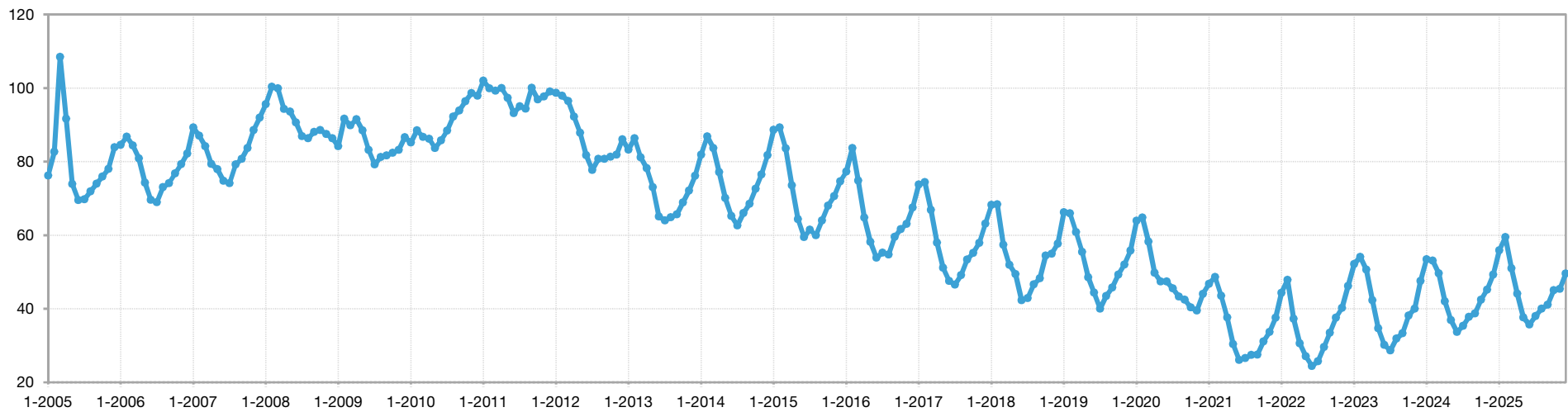


## Year to Date



Days on Market		Prior Year	Percent Change
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%
October 2025	45	42	+7.1%
November 2025	45	45	0.0%
December 2025	50	49	+2.0%
12-Month Avg	45	43	+4.7%

## Historical Days on Market Until Sale by Month

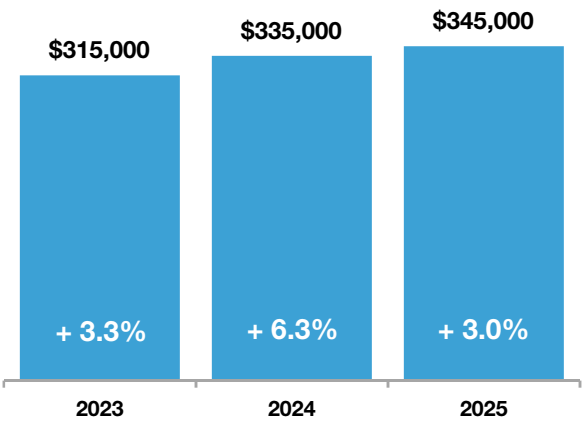


# Median Sales Price

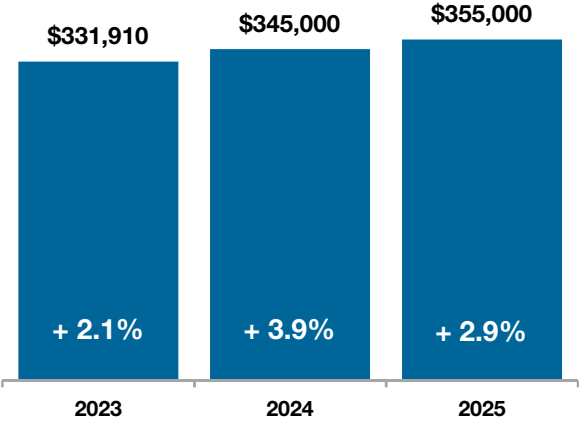
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## December

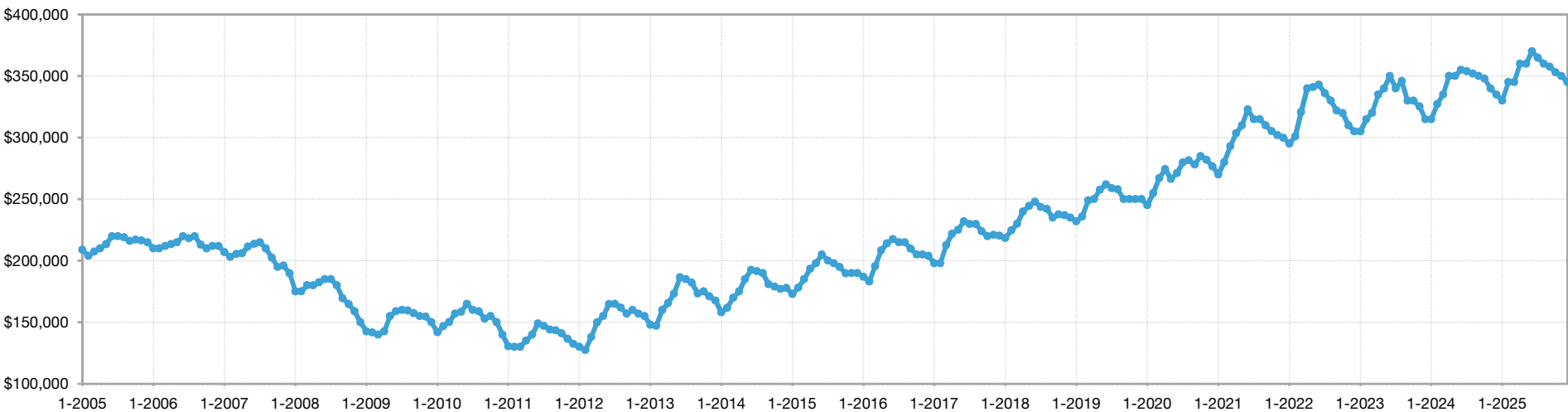


## Year to Date



Median Sales Price		Prior Year	Percent Change
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	\$357,500	\$350,000	+2.1%
October 2025	\$353,000	\$347,850	+1.5%
November 2025	\$350,000	\$340,000	+2.9%
December 2025	\$345,000	\$335,000	+3.0%
12-Month Avg	\$353,374	\$342,579	+3.2%

## Historical Median Sales Price by Month

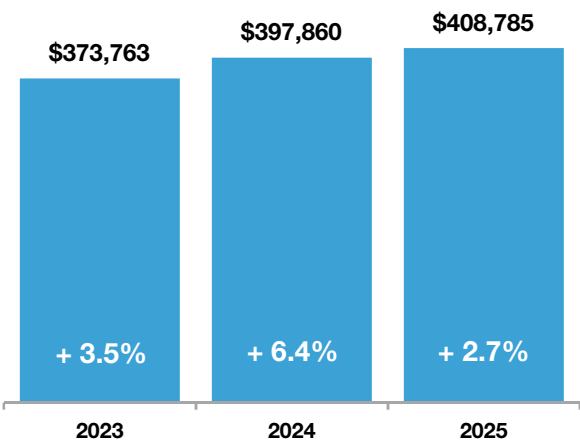


# Average Sales Price

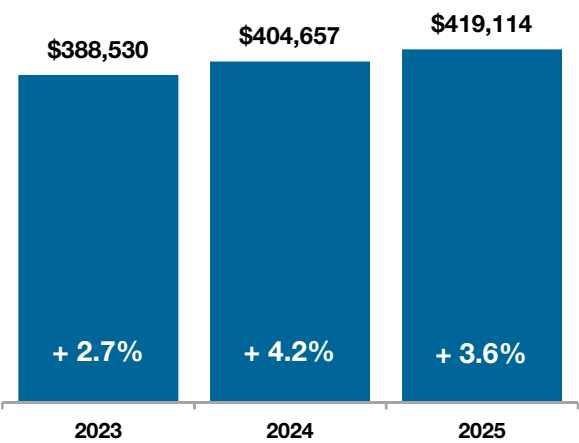
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## December

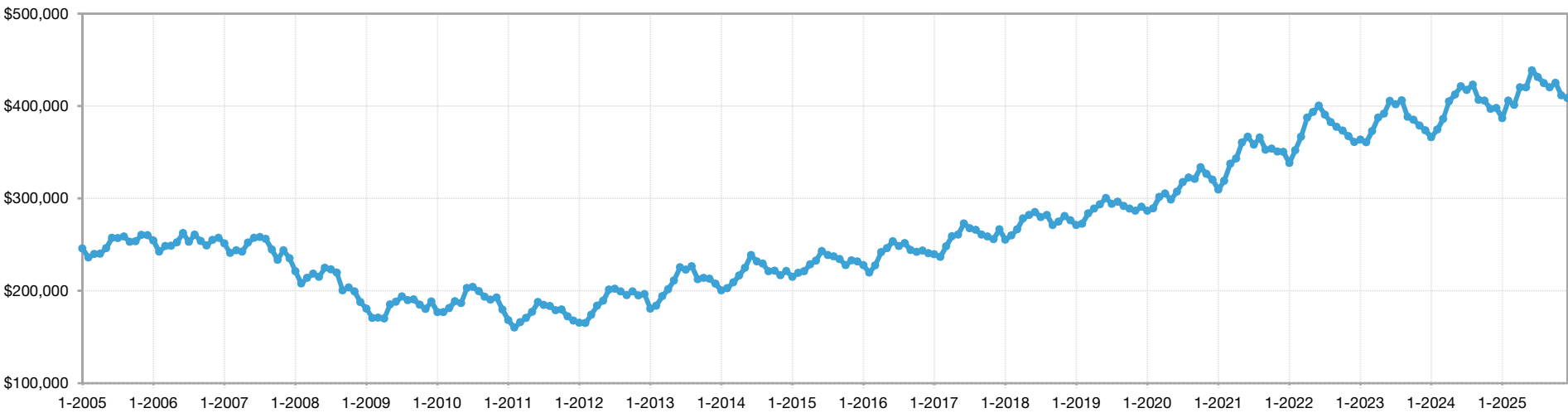


## Year to Date



Average Sales Price		Prior Year	Percent Change
January 2025	\$386,959	\$366,207	+5.7%
February 2025	\$405,778	\$374,498	+8.4%
March 2025	\$401,261	\$386,081	+3.9%
April 2025	\$420,308	\$405,052	+3.8%
May 2025	\$420,280	\$412,420	+1.9%
June 2025	\$438,635	\$421,341	+4.1%
July 2025	\$431,353	\$417,335	+3.4%
August 2025	\$424,693	\$422,956	+0.4%
September 2025	\$420,284	\$406,655	+3.4%
October 2025	\$425,191	\$405,943	+4.7%
November 2025	\$411,564	\$396,936	+3.7%
December 2025	\$408,785	\$397,860	+2.7%
12-Month Avg	\$416,258	\$401,107	+3.8%

## Historical Average Sales Price by Month



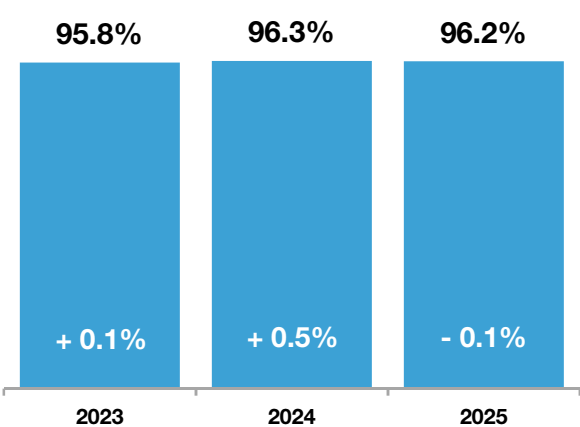


# Percent of Original List Price Received

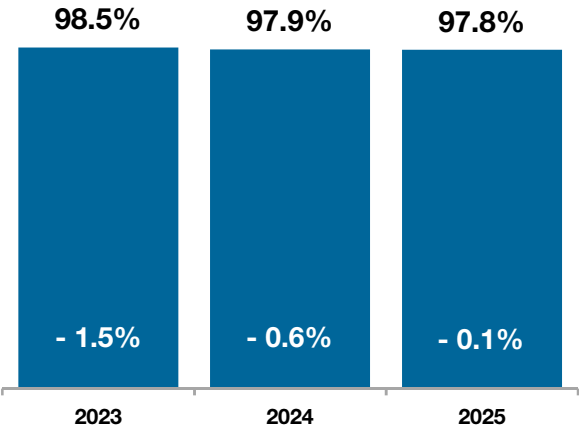


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## December

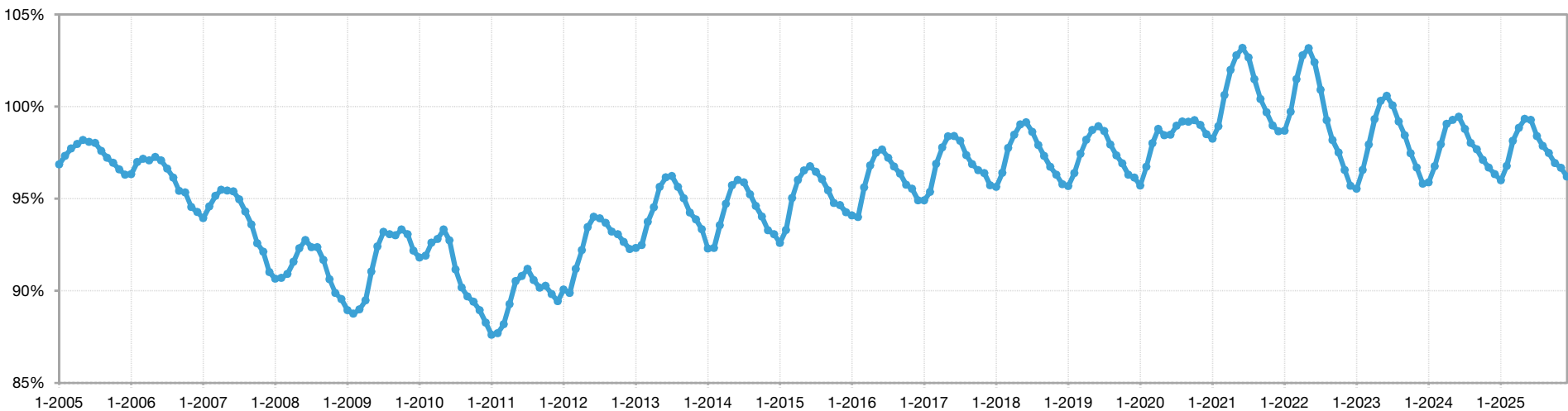


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	97.5%	97.7%	-0.2%
October 2025	96.9%	97.1%	-0.2%
November 2025	96.7%	96.7%	0.0%
December 2025	96.2%	96.3%	-0.1%
12-Month Avg	97.7%	97.7%	0.0%

## Historical Percent of Original List Price Received by Month

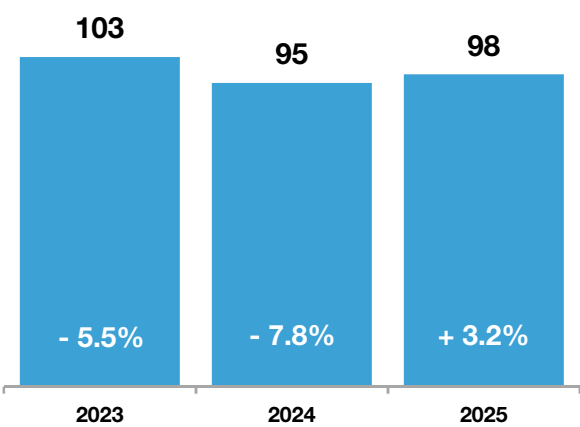


# Housing Affordability Index

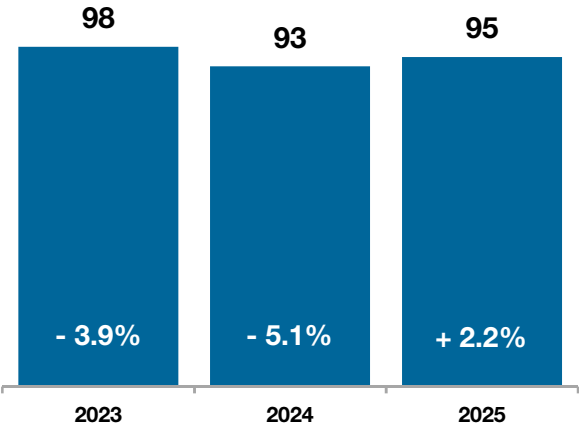


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## December

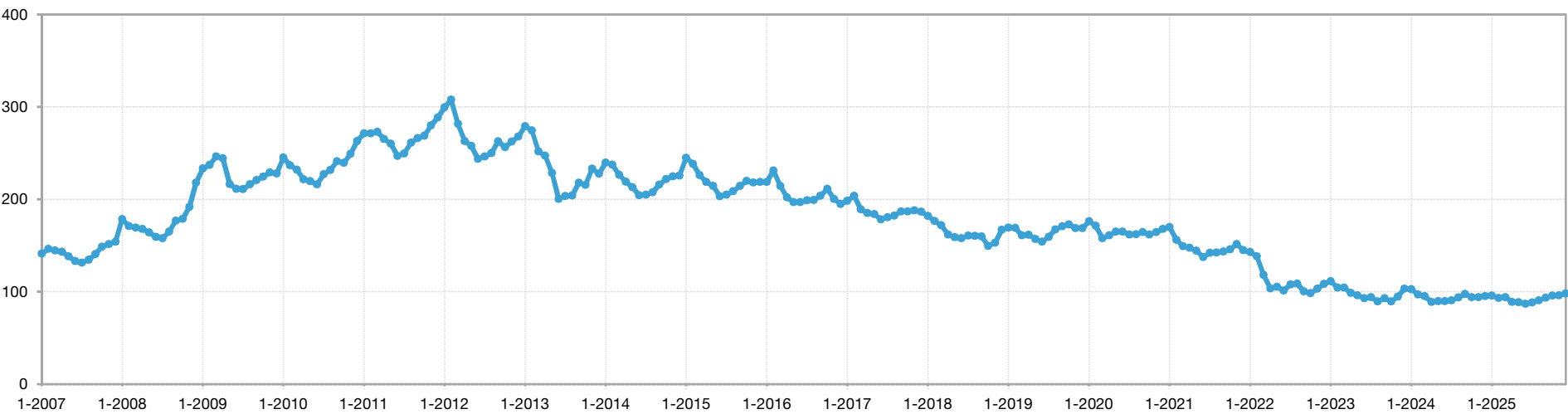


## Year to Date



Affordability Index		Prior Year	Percent Change
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%
September 2025	94	97	-3.1%
October 2025	96	94	+2.1%
November 2025	96	94	+2.1%
December 2025	98	95	+3.2%
12-Month Avg	92	94	-2.1%

## Historical Housing Affordability Index by Month

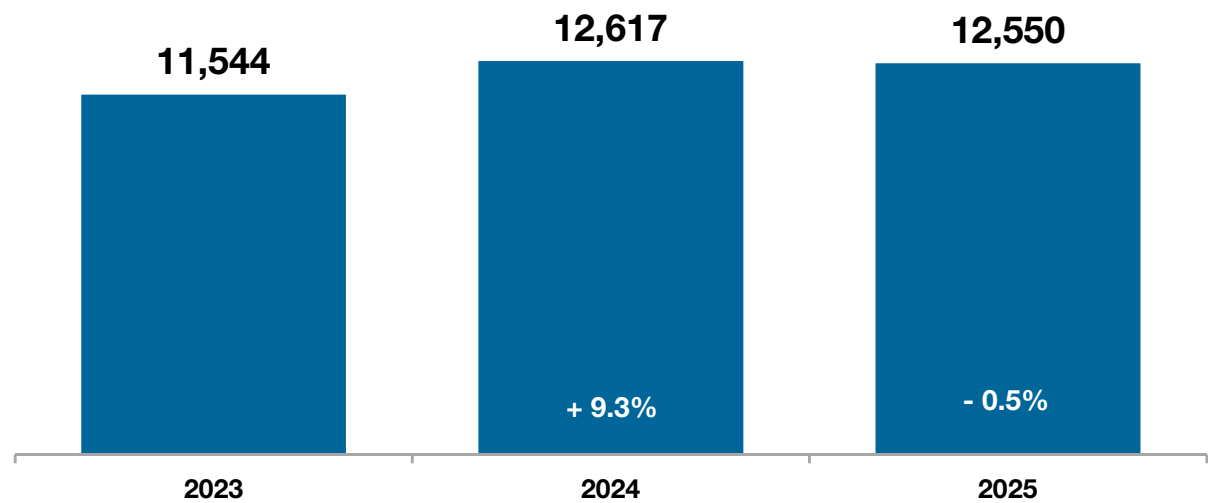


# Inventory of Homes for Sale

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

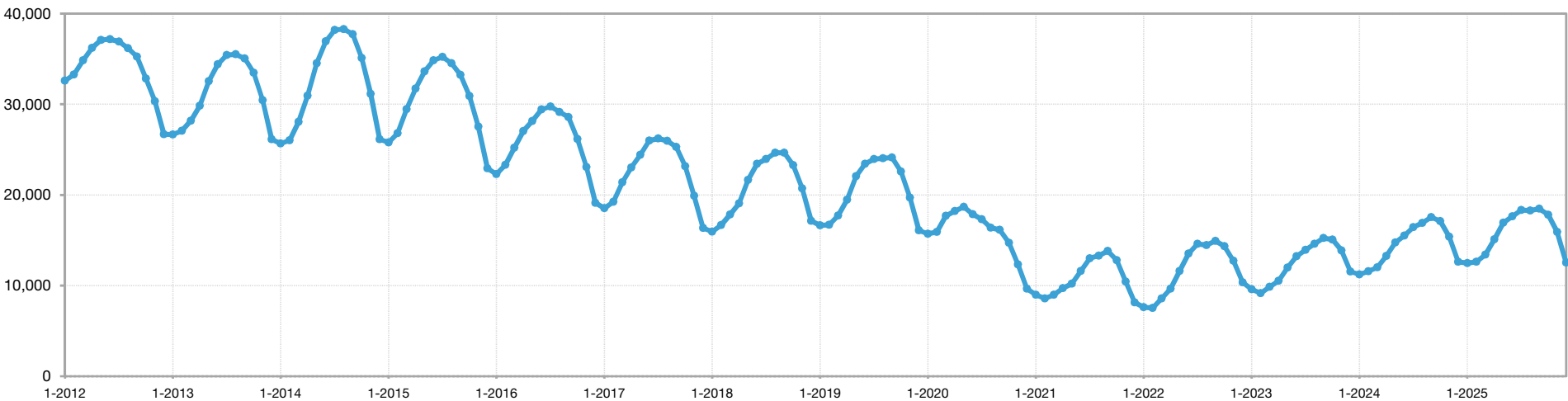


## December



Homes for Sale		Prior Year	Percent Change
January 2025	12,471	11,228	+11.1%
February 2025	12,623	11,596	+8.9%
March 2025	13,419	12,012	+11.7%
April 2025	15,101	13,257	+13.9%
May 2025	16,936	14,743	+14.9%
June 2025	17,634	15,520	+13.6%
July 2025	18,339	16,433	+11.6%
August 2025	18,274	16,916	+8.0%
September 2025	18,478	17,548	+5.3%
October 2025	17,816	17,100	+4.2%
November 2025	15,912	15,401	+3.3%
December 2025	12,550	12,617	-0.5%

## Historical Inventory of Homes for Sale by Month



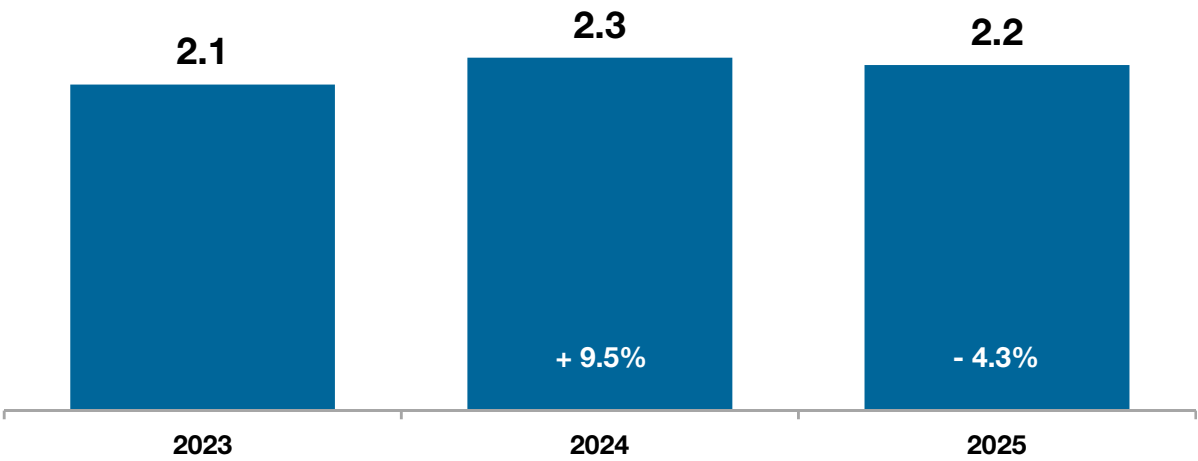
Note: Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing a more accurate view of inventory.

# 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.

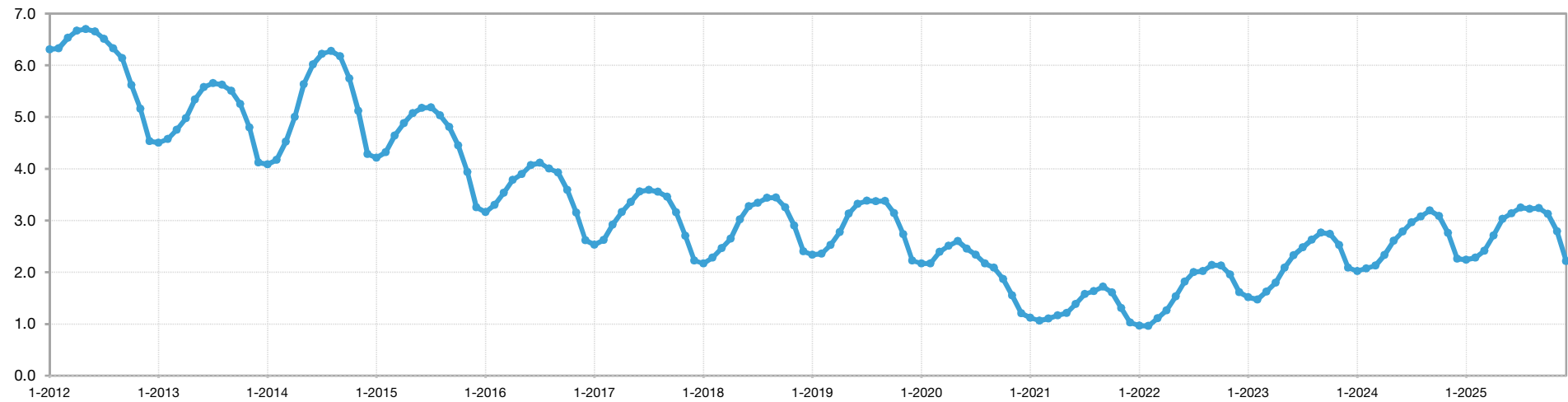


## December



Months Supply		Prior Year	Percent Change
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%
October 2025	3.1	3.1	0.0%
November 2025	2.8	2.8	0.0%
December 2025	2.2	2.3	-4.3%

## 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.