

Monthly Indicators



October 2025

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

Activity Snapshot

+ 2.2%	+ 0.9%	+ 3.3%
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 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	10-2024	10-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		8,076	8,343	+ 3.3%	83,268	87,405	+ 5.0%
Pending Sales		5,895	5,793	- 1.7%	58,607	59,946	+ 2.3%
Closed Sales		6,236	6,375	+ 2.2%	56,710	58,248	+ 2.7%
Days on Market		42	45	+ 7.1%	41	43	+ 4.9%
Median Sales Price		\$347,700	\$351,000	+ 0.9%	\$348,885	\$357,000	+ 2.3%
Avg. Sales Price		\$405,904	\$424,112	+ 4.5%	\$405,953	\$420,485	+ 3.6%
Pct. of Orig. Price Received		97.1%	96.9%	- 0.2%	98.2%	98.1%	- 0.1%
Affordability Index		94	96	+ 2.1%	94	95	+ 1.1%
Homes for Sale*		17,087	17,380	+ 1.7%	--	--	--
Months Supply*		3.1	3.1	0.0%	--	--	--

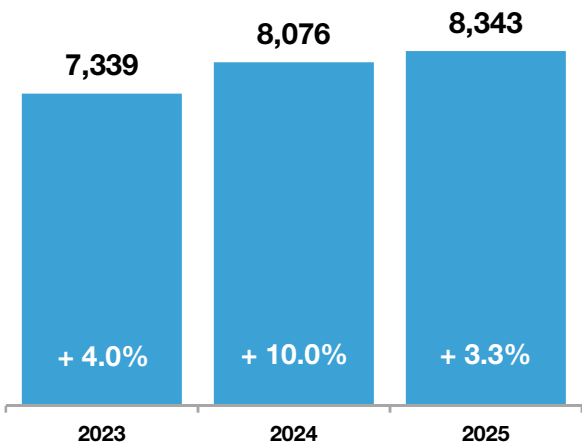
* Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing more accurate views of inventory and supply.

New Listings

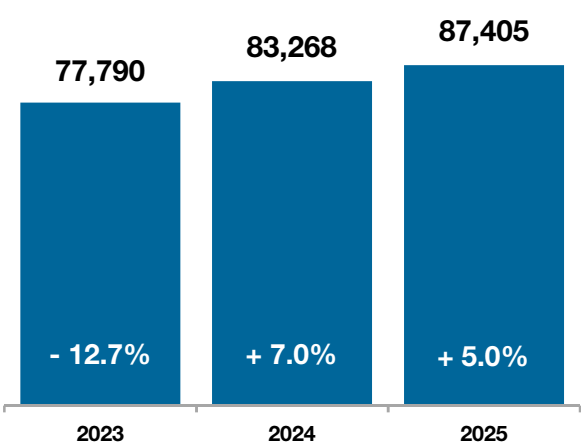
A count of the properties that have been newly listed on the market in a given month.



October

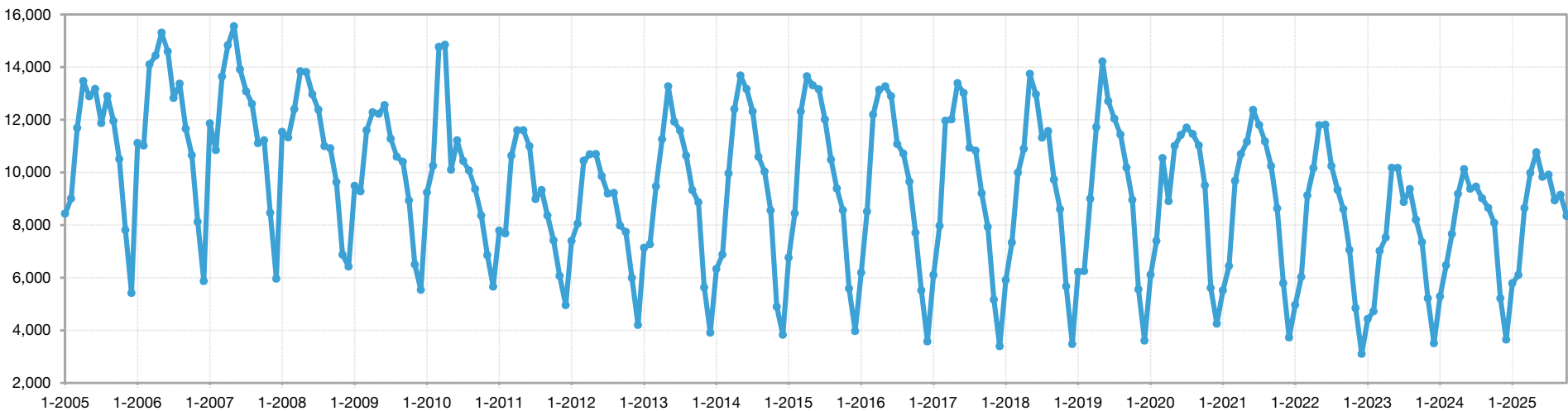


Year to Date



New Listings		Prior Year	Percent Change
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	8,636	7,651	+12.9%
April 2025	9,981	9,184	+8.7%
May 2025	10,765	10,115	+6.4%
June 2025	9,827	9,373	+4.8%
July 2025	9,909	9,456	+4.8%
August 2025	8,928	9,015	-1.0%
September 2025	9,141	8,649	+5.7%
October 2025	8,343	8,076	+3.3%
12-Month Avg	8,022	7,665	+4.7%

Historical New Listings by Month

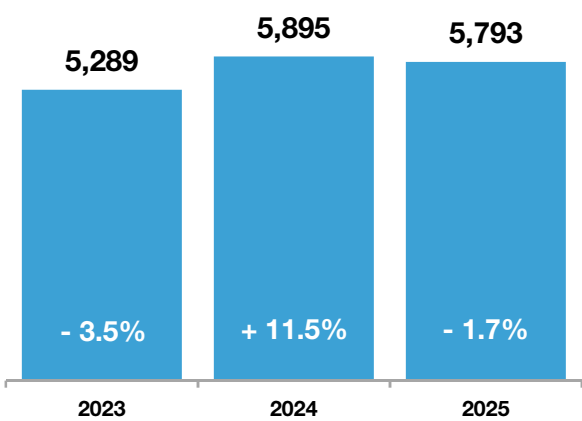


Pending Sales

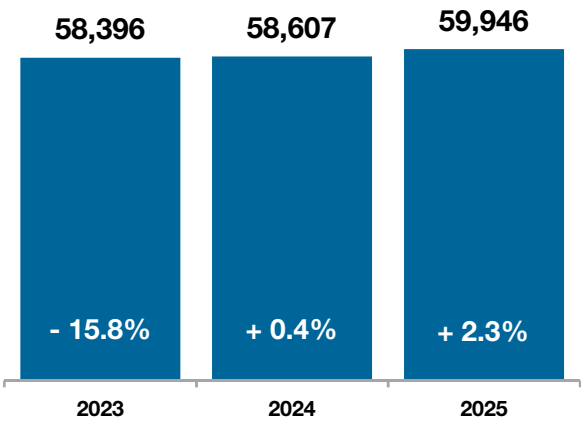
A count of the properties on which offers have been accepted in a given month.



October

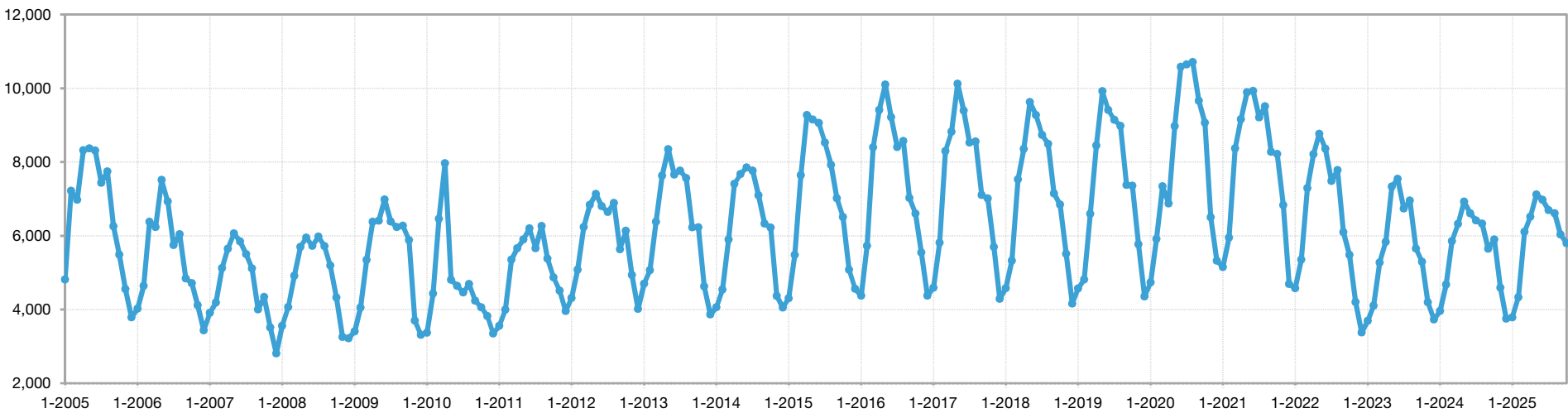


Year to Date



Pending Sales		Prior Year	Percent Change
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	6,105	5,852	+4.3%
April 2025	6,514	6,319	+3.1%
May 2025	7,119	6,923	+2.8%
June 2025	6,970	6,606	+5.5%
July 2025	6,690	6,413	+4.3%
August 2025	6,610	6,327	+4.5%
September 2025	6,030	5,644	+6.8%
October 2025	5,793	5,895	-1.7%
12-Month Avg	5,690	5,544	+2.6%

Historical Pending Sales by Month

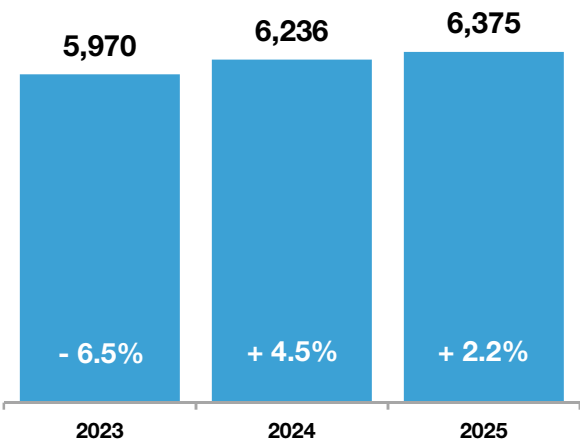


Closed Sales

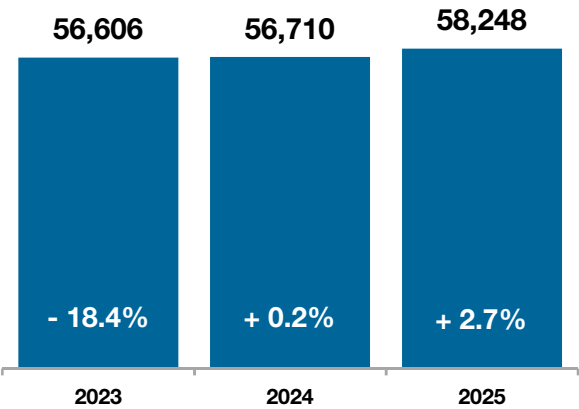
A count of the actual sales that closed in a given month.



October

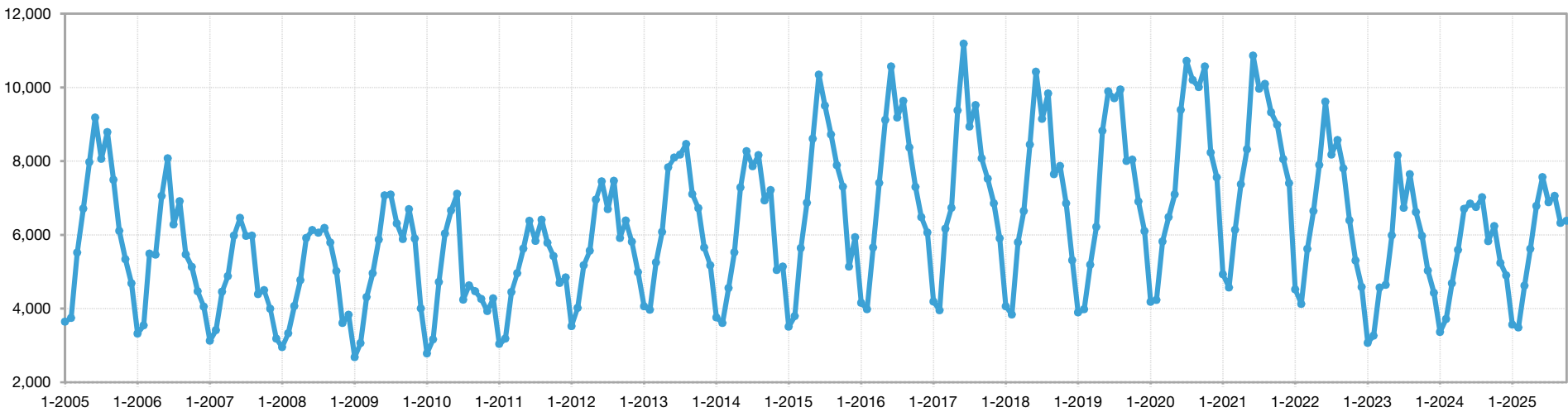


Year to Date



Closed Sales		Prior Year	Percent Change
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	4,617	4,685	-1.5%
April 2025	5,615	5,584	+0.6%
May 2025	6,782	6,700	+1.2%
June 2025	7,565	6,842	+10.6%
July 2025	6,881	6,752	+1.9%
August 2025	7,054	7,014	+0.6%
September 2025	6,319	5,823	+8.5%
October 2025	6,375	6,236	+2.2%
12-Month Avg	5,699	5,514	+3.4%

Historical Closed Sales by Month

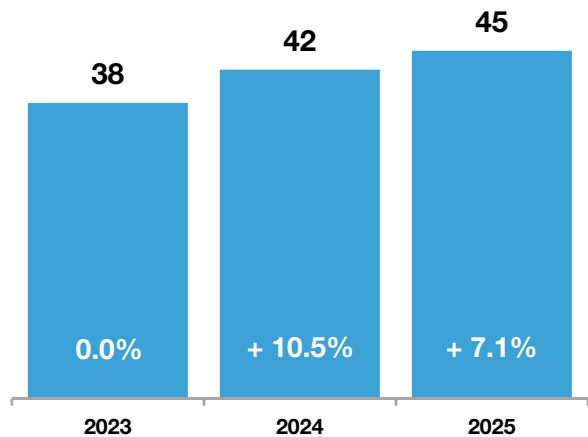


Days on Market Until Sale

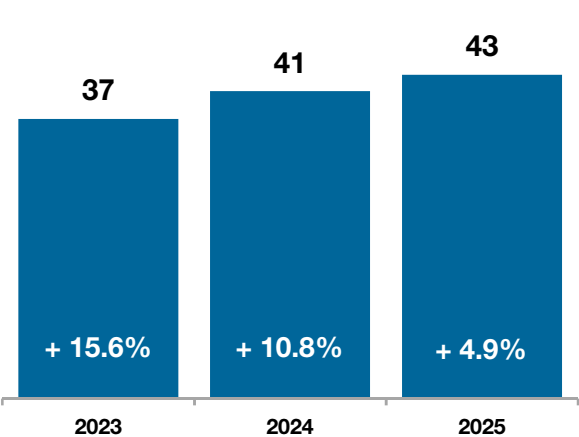
Average number of days between when a property is listed and when an offer is accepted in a given month.



October

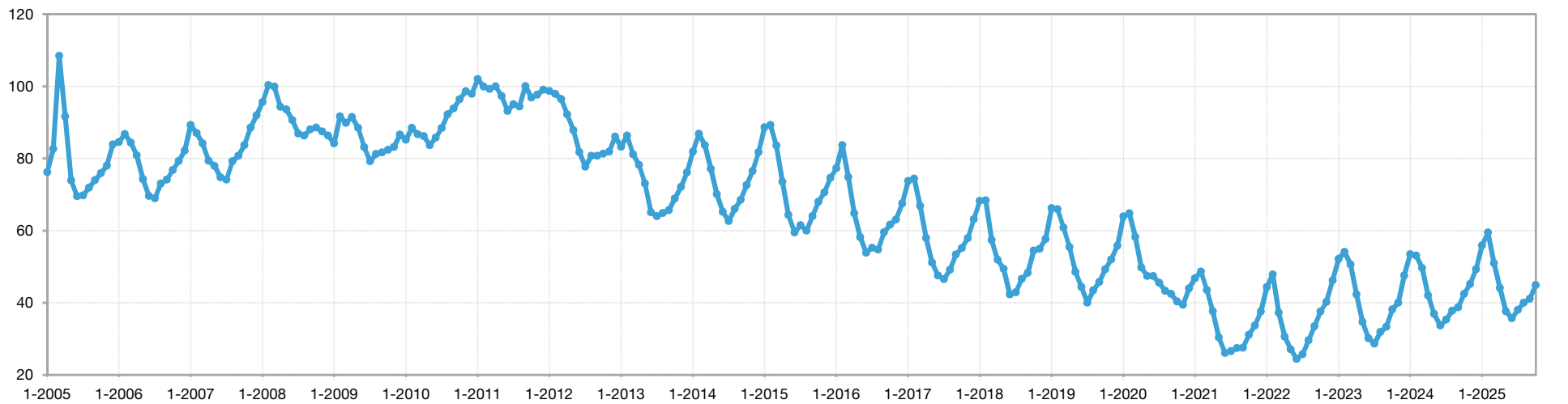


Year to Date



Days on Market		Prior Year	Percent Change
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%
October 2025	45	42	+7.1%
12-Month Avg	45	43	+4.7%

Historical Days on Market Until Sale by Month

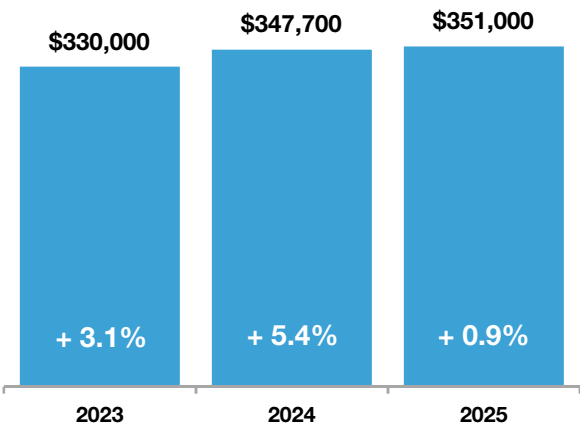


Median Sales Price

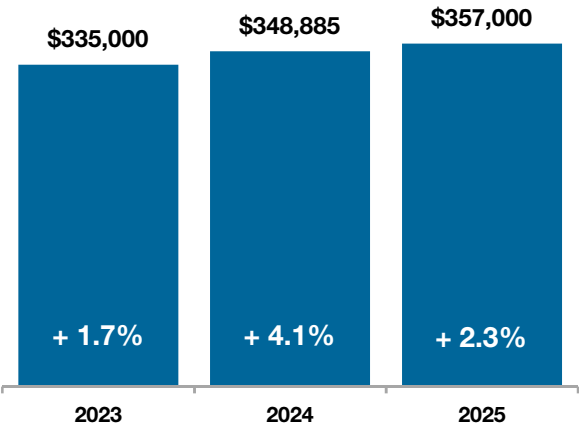
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



October

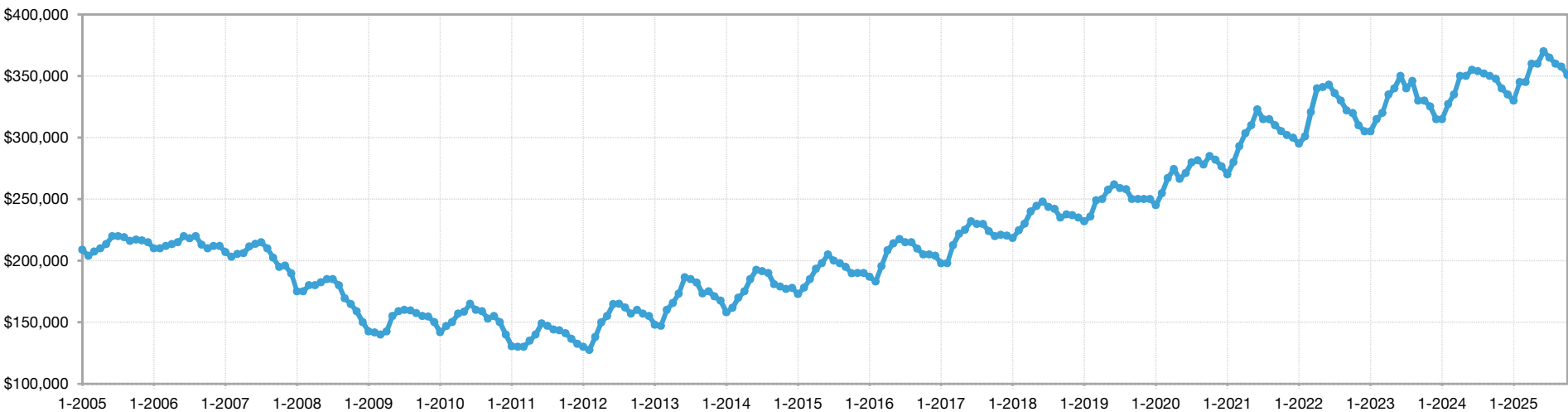


Year to Date



Median Sales Price	Prior Year	Percent Change
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	\$357,500	\$350,000 +2.1%
October 2025	\$351,000	\$347,700 +0.9%
12-Month Avg	\$351,541	\$339,675 +3.5%

Historical Median Sales Price by Month

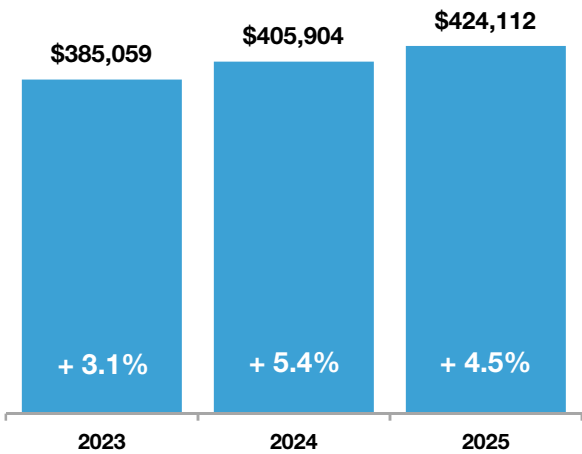


Average Sales Price

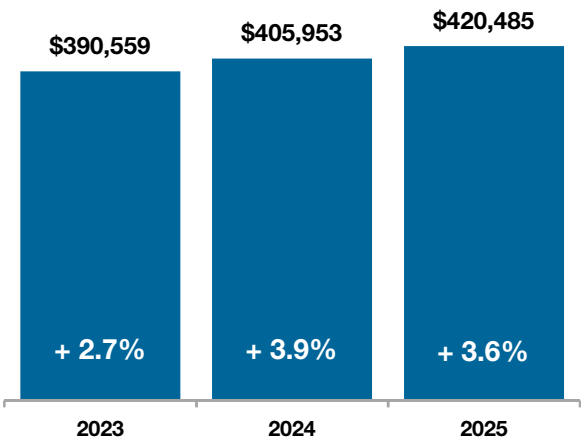
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October

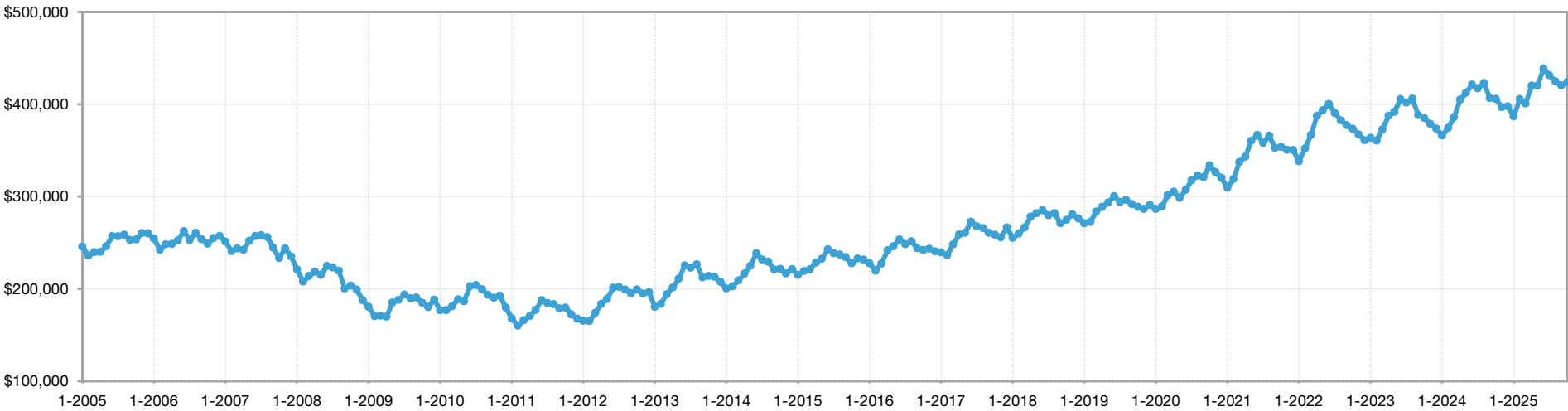


Year to Date



Average Sales Price	Prior Year	Percent Change
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	\$400,905	\$386,081 +3.8%
April 2025	\$420,096	\$405,052 +3.7%
May 2025	\$420,280	\$412,420 +1.9%
June 2025	\$438,600	\$421,341 +4.1%
July 2025	\$431,350	\$417,335 +3.4%
August 2025	\$424,818	\$422,956 +0.4%
September 2025	\$420,396	\$406,655 +3.4%
October 2025	\$424,112	\$405,904 +4.5%
12-Month Avg	\$413,998	\$397,574 +4.1%

Historical Average Sales Price by Month

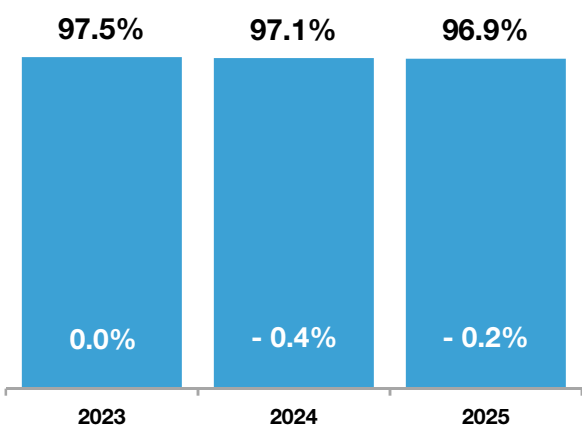


Percent of Original List Price Received

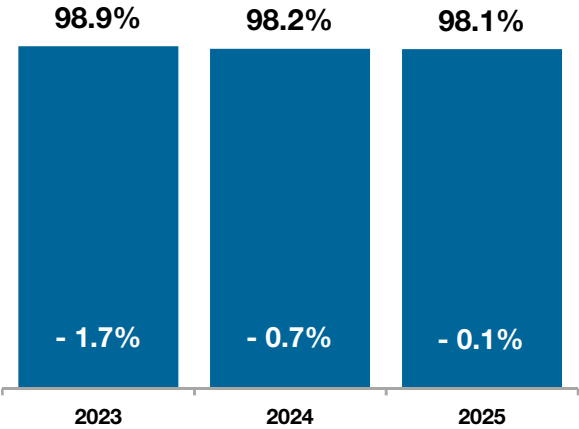


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

October

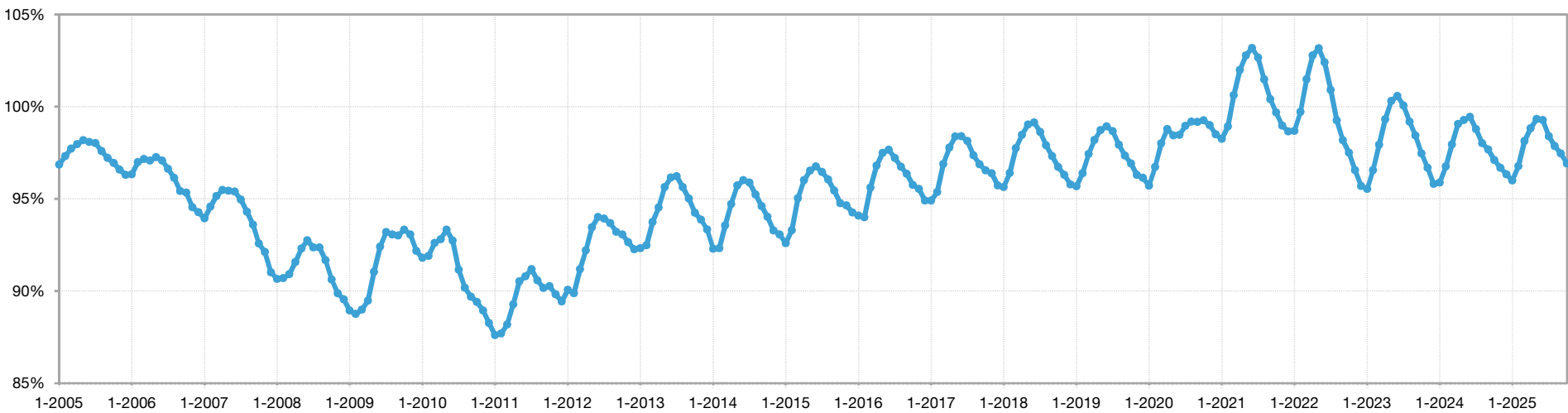


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	97.5%	97.7%	-0.2%
October 2025	96.9%	97.1%	-0.2%
12-Month Avg	97.7%	97.7%	0.0%

Historical Percent of Original List Price Received by Month

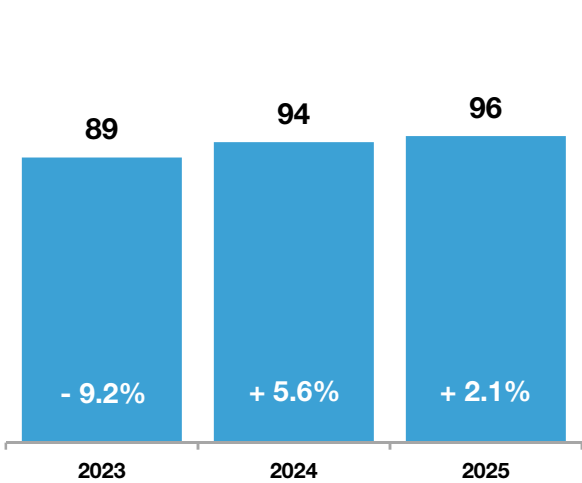


Housing Affordability Index

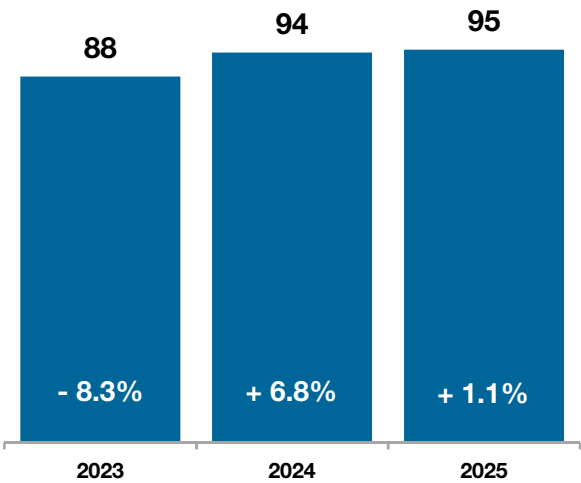


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

October

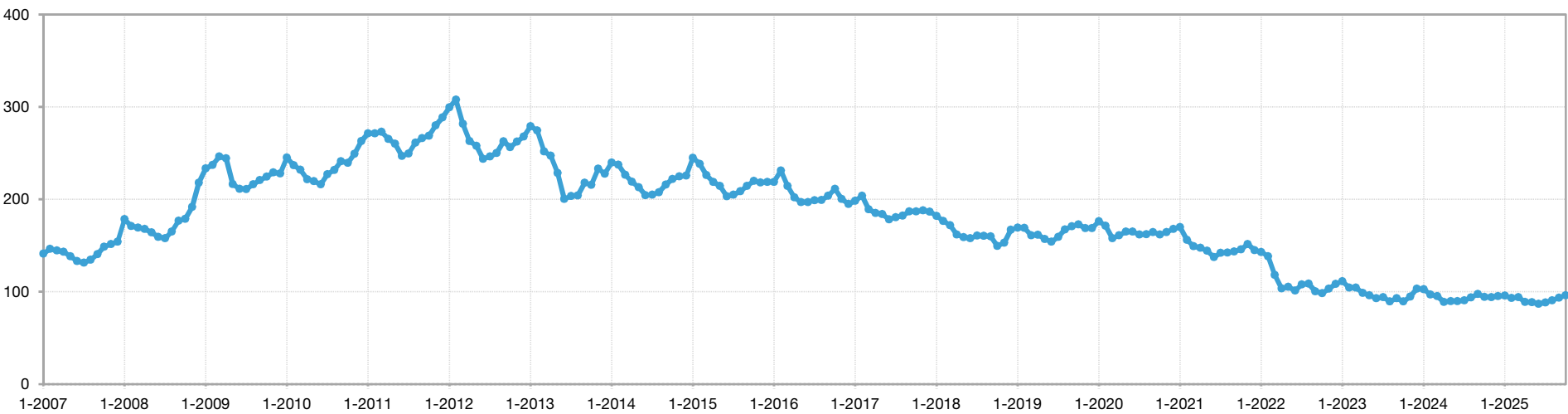


Year to Date



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

Historical Housing Affordability Index by Month

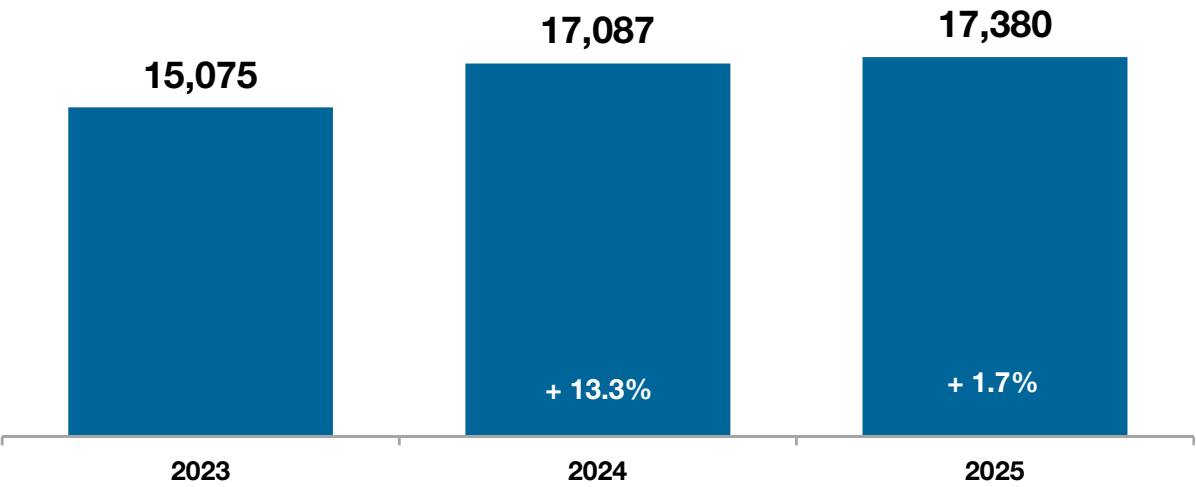


Inventory of Homes for Sale

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

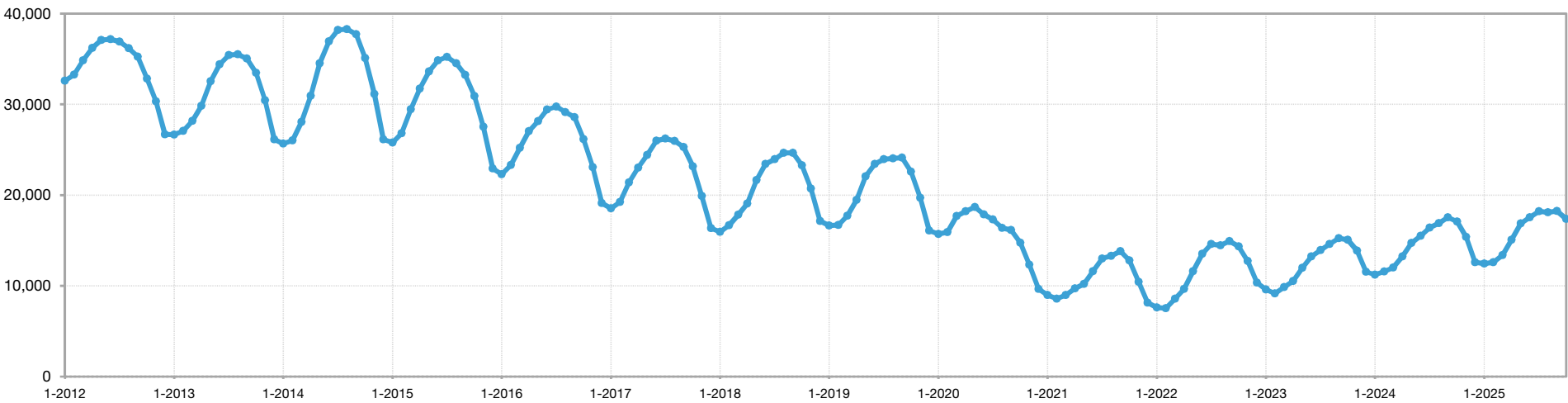


October



Homes for Sale		Prior Year	Percent Change
November 2024	15,387	13,894	+10.7%
December 2024	12,604	11,542	+9.2%
January 2025	12,449	11,225	+10.9%
February 2025	12,596	11,593	+8.7%
March 2025	13,392	12,009	+11.5%
April 2025	15,069	13,254	+13.7%
May 2025	16,885	14,738	+14.6%
June 2025	17,557	15,513	+13.2%
July 2025	18,225	16,426	+11.0%
August 2025	18,118	16,908	+7.2%
September 2025	18,254	17,539	+4.1%
October 2025	17,380	17,087	+1.7%

Historical Inventory of Homes for Sale by Month



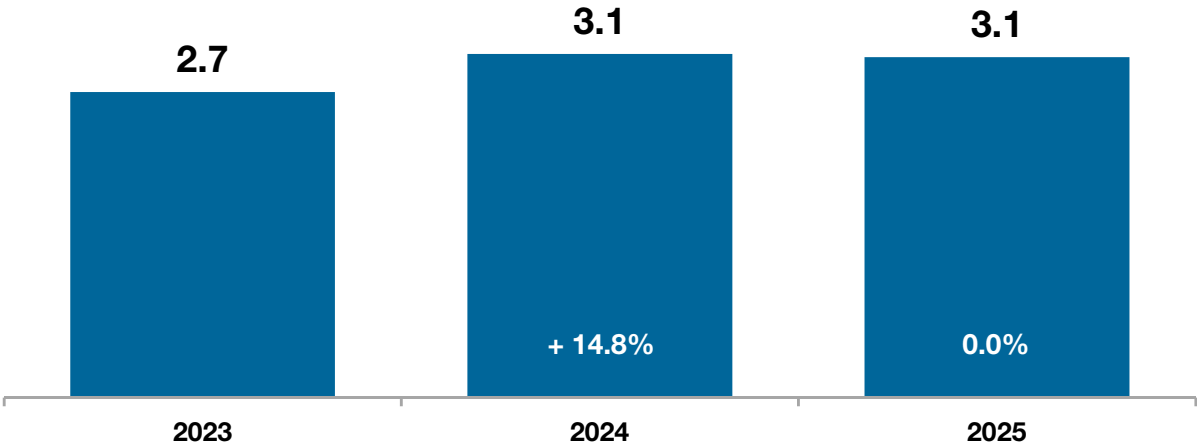
Note: Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing a more accurate view of inventory.

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.



October



Months Supply		Prior Year	Percent Change
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%
October 2025	3.1	3.1	0.0%

Historical Months Supply of Inventory by Month

