

Monthly Indicators



February 2025

U.S. existing-home sales fell for the first time since September, slipping 4.9% month-over-month to a seasonally adjusted annual rate of 4.08 million units, according to the National Association of REALTORS® (NAR), as elevated home prices and higher interest rates continue to impact buyer activity. Despite the drop, sales were up 2% compared to the same period last year, marking the fourth consecutive monthly year-over-year increase.

New Listings were up 14.4 percent to 111. Pending Sales increased 1.3 percent to 79. Inventory shrank 35.4 percent to 274 units.

Prices moved higher as Median Sales Price was up 0.4 percent to \$228,944. Days on Market increased 47.9 percent to 142 days. Months Supply of Inventory was down 32.7 percent to 3.5 months months.

The limited number of properties for sale has continued to push home prices higher nationwide. At last measure, the national median existing-home price was \$396,900, a 4.8% increase from one year earlier, with prices up in all four regions, according to NAR. Meanwhile, total housing inventory heading into February stood at 1.18 million units, up 3.5% month-over-month and 16.8% year-over-year, for a 3.5-month supply at the current sales pace.

Quick Facts

- 18.8%	+ 0.4%	- 32.7%
One-Year Change in Closed Sales	One-Year Change in Median Sales Price	One-Year Change in Months Supply

A research tool provided by the Greenwood Association of REALTORS®. Percent changes are calculated using rounded figures.

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Market Overview

Key market metrics for the current month and year-to-date figures.



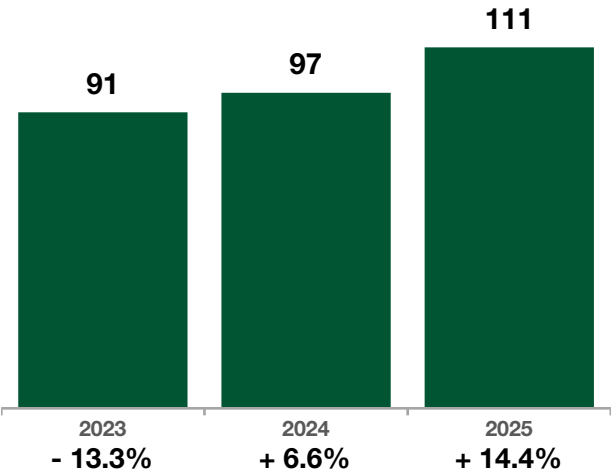
Key Metrics	Historical Sparkbars			02-2024	02-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	02-2023	02-2024	02-2025						
New Listings				97	111	+ 14.4%	195	191	- 2.1%
Pending Sales				78	79	+ 1.3%	146	144	- 1.4%
Closed Sales				64	52	- 18.8%	122	104	- 14.8%
Days on Market				96	142	+ 47.9%	95	142	+ 49.5%
Median Sales Price				\$228,000	\$228,944	+ 0.4%	\$231,000	\$236,500	+ 2.4%
Average Sales Price				\$309,052	\$266,714	- 13.7%	\$285,826	\$279,737	- 2.1%
Pct. of List Price Received				96.3%	97.4%	+ 1.1%	96.5%	96.8%	+ 0.3%
Housing Affordability Index				128	116	- 9.4%	126	112	- 11.1%
Inventory of Homes for Sale				424	274	- 35.4%	--	--	--
Months Supply of Inventory				5.2	3.5	- 32.7%	--	--	--

New Listings

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



February

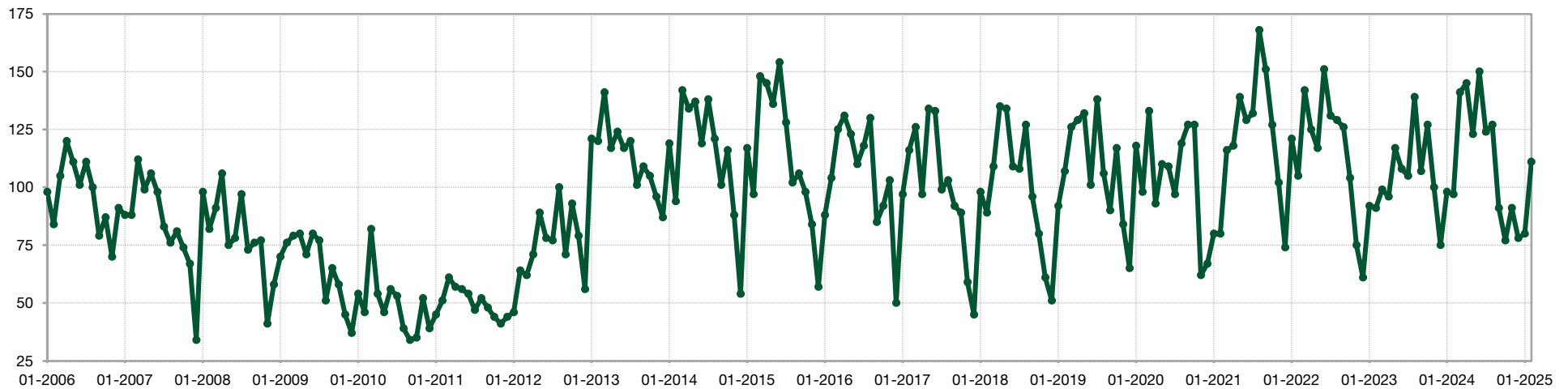


Year to Date



New Listings		Prior Year	Percent Change
March 2024	141	99	+42.4%
April 2024	145	96	+51.0%
May 2024	123	117	+5.1%
June 2024	150	108	+38.9%
July 2024	124	105	+18.1%
August 2024	127	139	-8.6%
September 2024	91	107	-15.0%
October 2024	77	127	-39.4%
November 2024	91	100	-9.0%
December 2024	78	75	+4.0%
January 2025	80	98	-18.4%
February 2025	111	97	+14.4%
12-Month Avg	112	106	+5.2%

Historical New Listings by Month

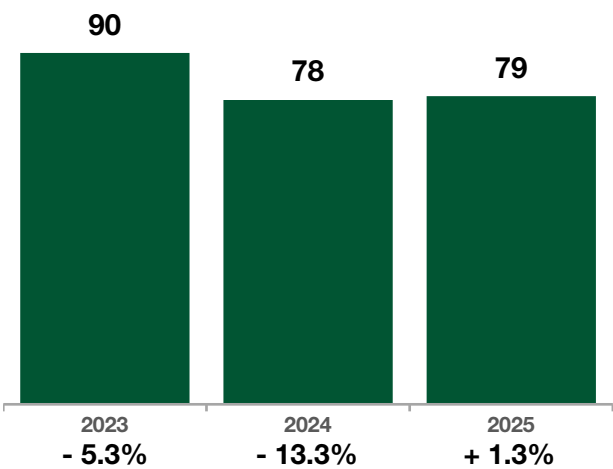


Pending Sales

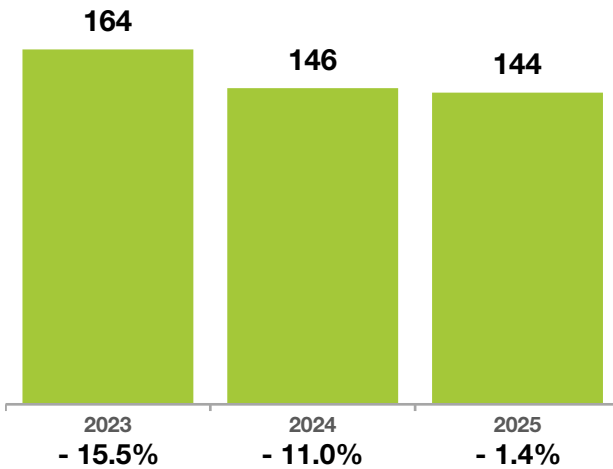
A count of the properties on which offers have been accepted in a given month.



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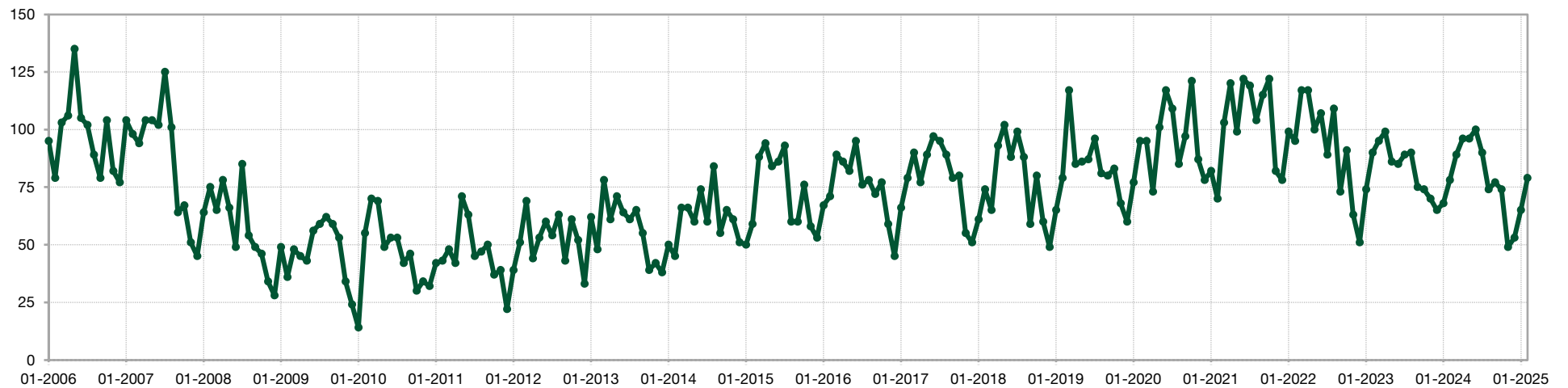


Year to Date



Pending Sales		Prior Year	Percent Change
March 2024	89	95	-6.3%
April 2024	96	99	-3.0%
May 2024	96	86	+11.6%
June 2024	100	85	+17.6%
July 2024	90	89	+1.1%
August 2024	74	90	-17.8%
September 2024	77	75	+2.7%
October 2024	74	74	0.0%
November 2024	49	70	-30.0%
December 2024	53	65	-18.5%
January 2025	65	68	-4.4%
February 2025	79	78	+1.3%
12-Month Avg	79	81	-3.1%

Historical Pending Sales by Month

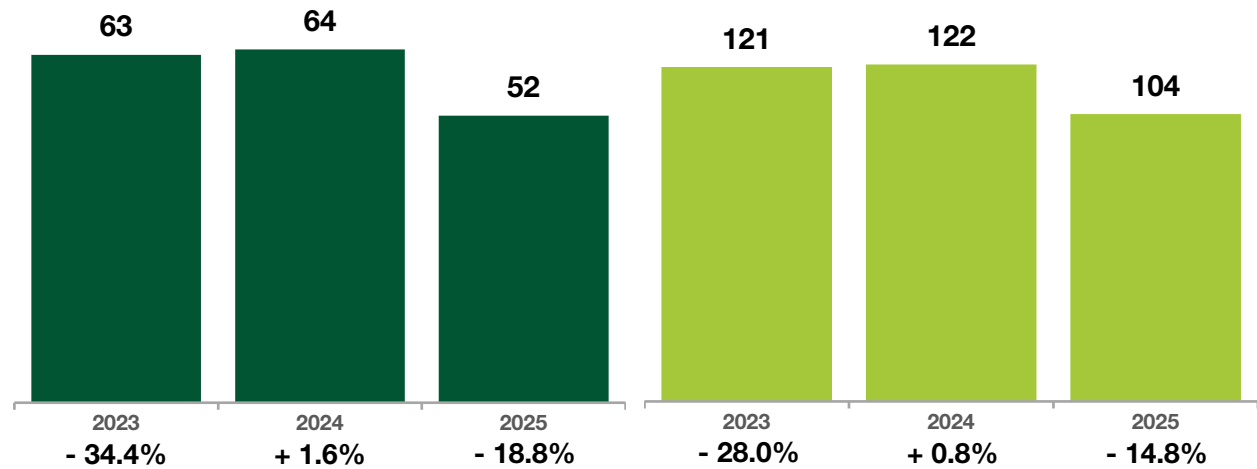


Closed Sales

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

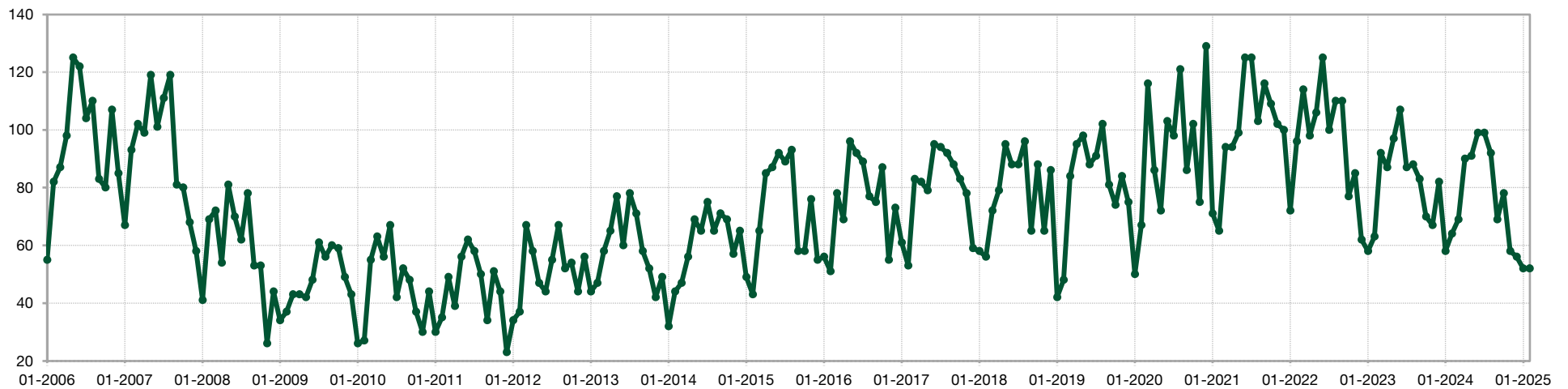


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Closed Sales		Prior Year	Percent Change
March 2024	69	92	-25.0%
April 2024	90	87	+3.4%
May 2024	91	97	-6.2%
June 2024	99	107	-7.5%
July 2024	99	87	+13.8%
August 2024	92	88	+4.5%
September 2024	69	83	-16.9%
October 2024	78	70	+11.4%
November 2024	58	67	-13.4%
December 2024	56	82	-31.7%
January 2025	52	58	-10.3%
February 2025	52	64	-18.8%
12-Month Avg	75	82	-8.0%

Historical Closed Sales by Month

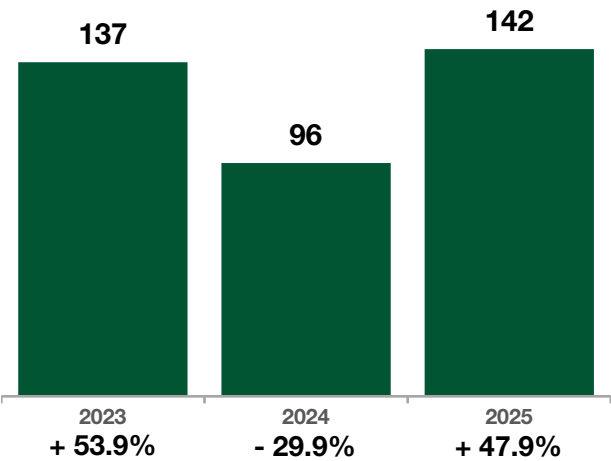


Days on Market Until Sale

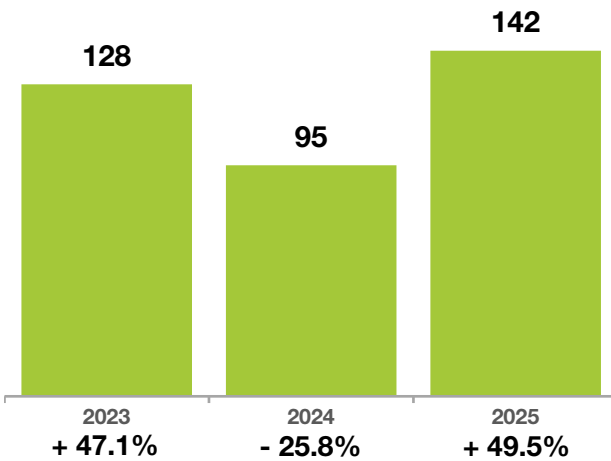
Average number of days between when a property is listed and when an offer is accepted in a given month.



February



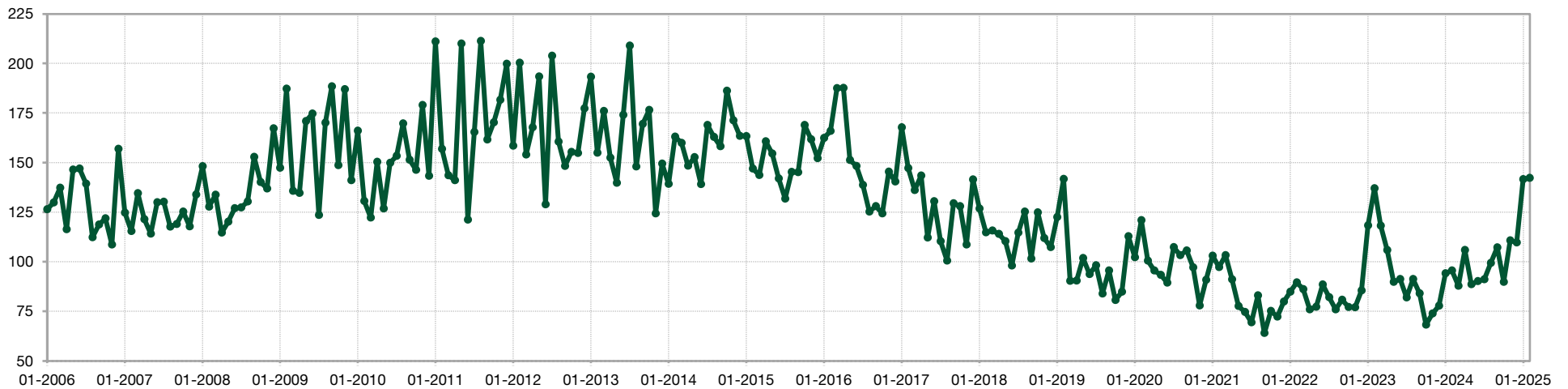
Year to Date



Days on Market		Prior Year	Percent Change
March 2024	88	118	-25.4%
April 2024	106	106	0.0%
May 2024	89	90	-1.1%
June 2024	90	91	-1.1%
July 2024	91	82	+11.0%
August 2024	99	91	+8.8%
September 2024	107	84	+27.4%
October 2024	90	68	+32.4%
November 2024	111	74	+50.0%
December 2024	110	78	+41.0%
January 2025	142	94	+51.1%
February 2025	142	96	+47.9%
12-Month Avg*	102	90	+13.3%

* Average Days on Market of all properties from March 2024 through February 2025. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

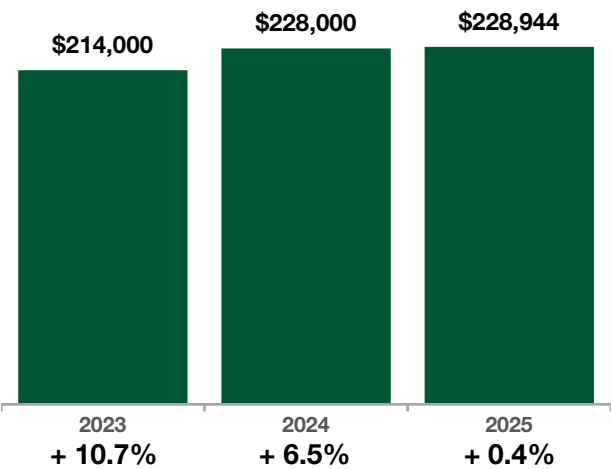


Median Sales Price

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



February



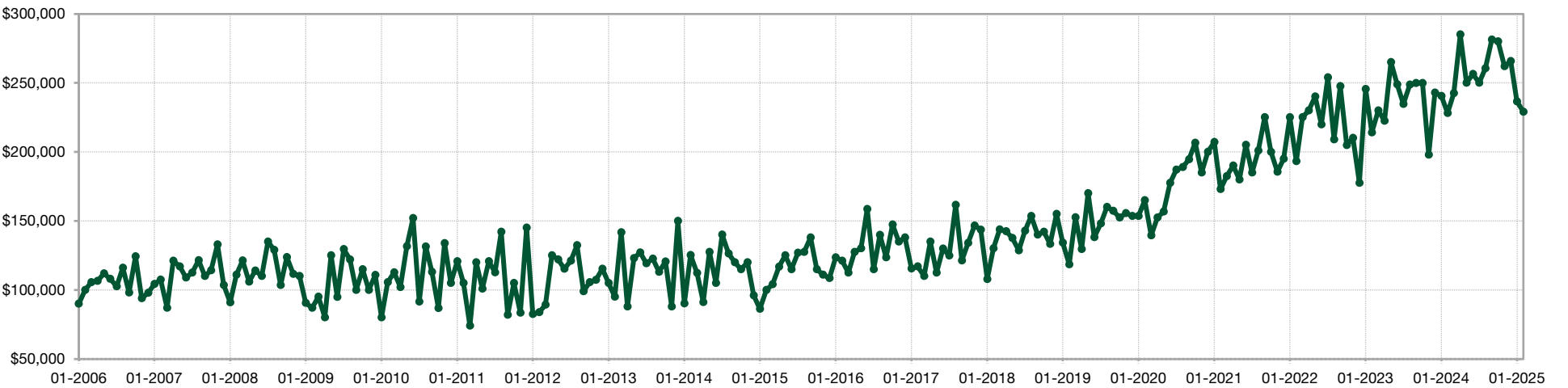
Year to Date



Median Sales Price		Prior Year	Percent Change
March 2024	\$242,500	\$229,950	+5.5%
April 2024	\$285,000	\$222,500	+28.1%
May 2024	\$250,000	\$265,000	-5.7%
June 2024	\$256,450	\$248,950	+3.0%
July 2024	\$250,000	\$234,700	+6.5%
August 2024	\$260,450	\$248,750	+4.7%
September 2024	\$281,200	\$249,900	+12.5%
October 2024	\$280,000	\$249,900	+12.0%
November 2024	\$262,000	\$198,000	+32.3%
December 2024	\$265,675	\$242,893	+9.4%
January 2025	\$236,500	\$240,450	-1.6%
February 2025	\$228,944	\$228,000	+0.4%
12-Month Med*	\$257,000	\$240,000	+7.1%

* Median Sales Price of all properties from March 2024 through February 2025. This is not the median of the individual figures above.

Historical Median Sales Price by Month

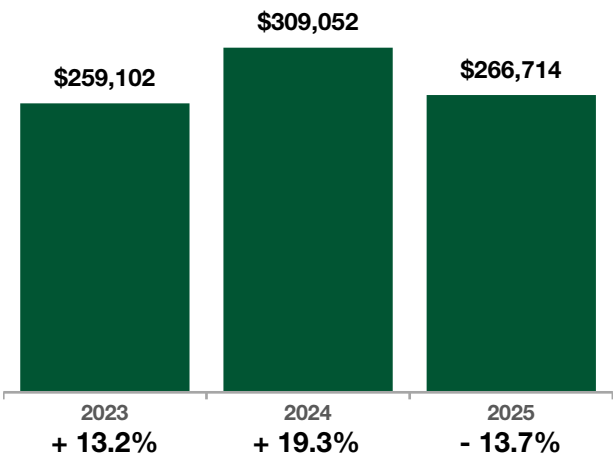


Average Sales Price

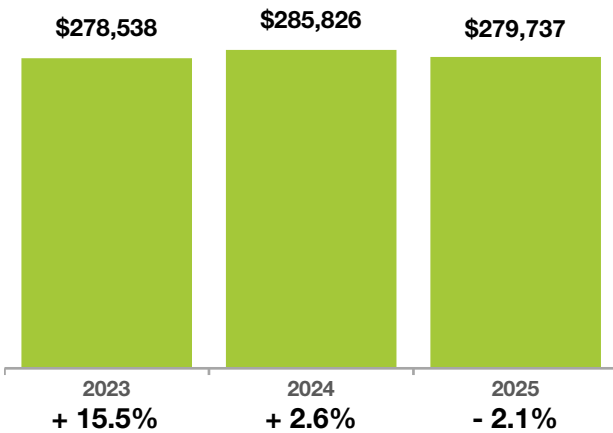
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



February



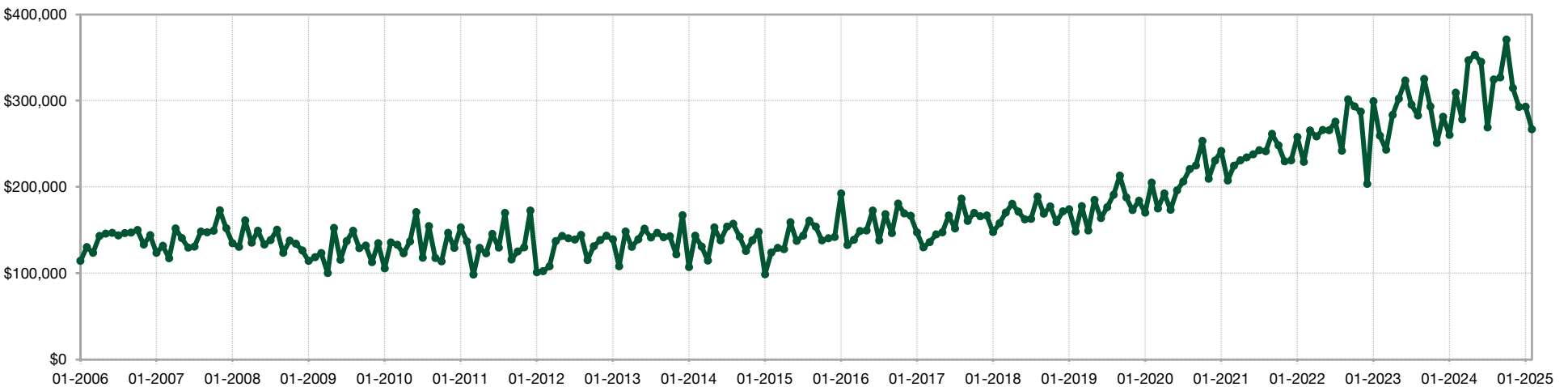
Year to Date



Avg. Sales Price		Prior Year	Percent Change
March 2024	\$278,123	\$243,114	+14.4%
April 2024	\$346,663	\$283,299	+22.4%
May 2024	\$352,781	\$302,032	+16.8%
June 2024	\$344,722	\$323,040	+6.7%
July 2024	\$268,852	\$295,374	-9.0%
August 2024	\$324,434	\$282,519	+14.8%
September 2024	\$326,853	\$325,040	+0.6%
October 2024	\$370,536	\$293,300	+26.3%
November 2024	\$314,577	\$250,687	+25.5%
December 2024	\$292,604	\$281,050	+4.1%
January 2025	\$292,760	\$260,197	+12.5%
February 2025	\$266,714	\$309,052	-13.7%
12-Month Avg*	\$314,968	\$288,803	+9.1%

* Avg. Sales Price of all properties from March 2024 through February 2025. This is not the average of the individual figures above.

Historical Average Sales Price by Month

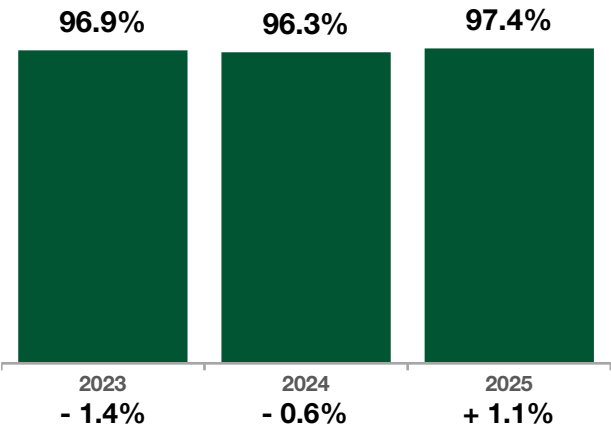


Percent of List Price Received

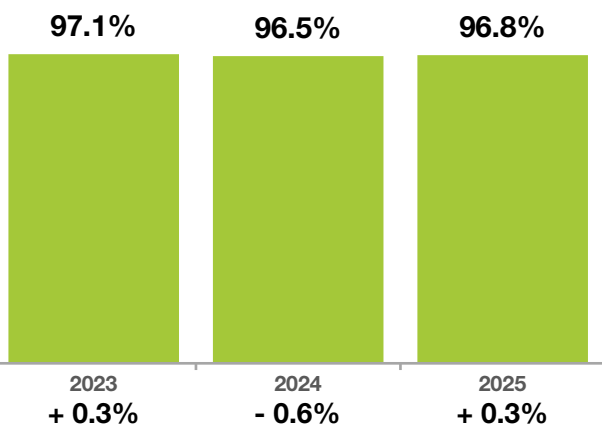
Percentage found when dividing a property’s sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



February



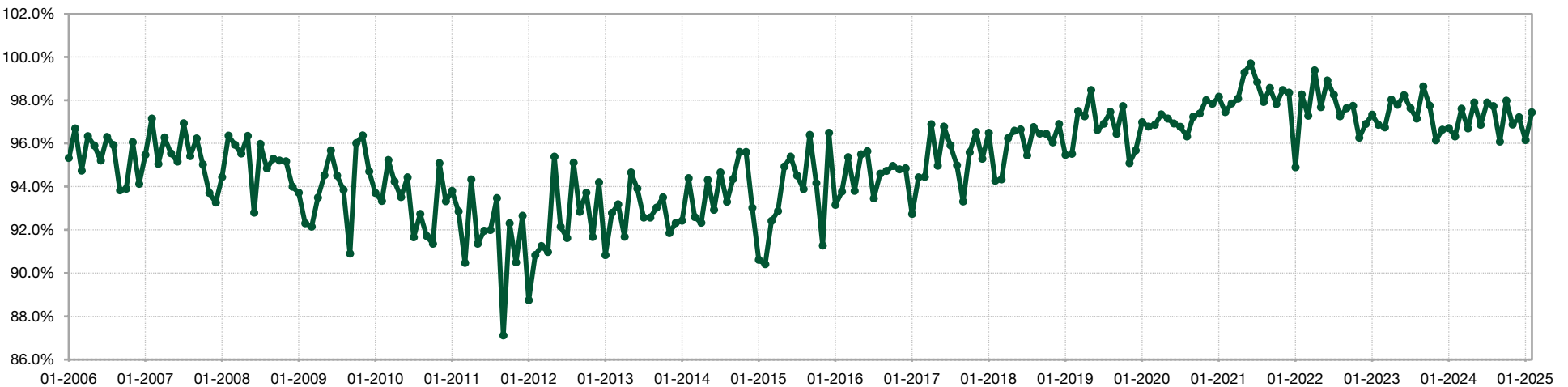
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
March 2024	97.6%	96.7%	+0.9%
April 2024	96.7%	98.0%	-1.3%
May 2024	97.9%	97.8%	+0.1%
June 2024	96.9%	98.2%	-1.3%
July 2024	97.9%	97.6%	+0.3%
August 2024	97.7%	97.1%	+0.6%
September 2024	96.1%	98.6%	-2.5%
October 2024	98.0%	97.7%	+0.3%
November 2024	96.9%	96.1%	+0.8%
December 2024	97.2%	96.6%	+0.6%
January 2025	96.2%	96.7%	-0.5%
February 2025	97.4%	96.3%	+1.1%
12-Month Avg*	97.3%	97.4%	-0.1%

* Average Pct. of List Price Received for all properties from March 2024 through February 2025. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

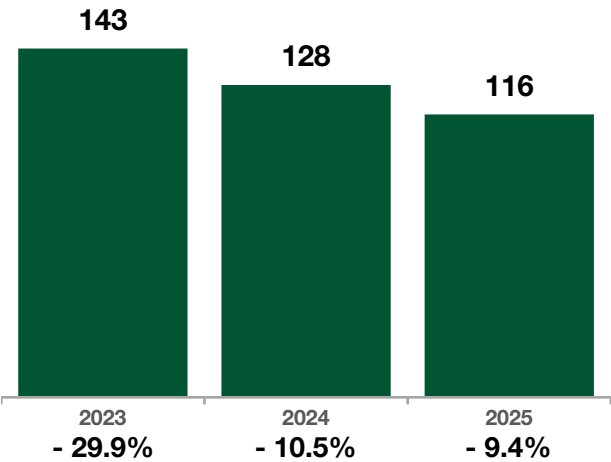


Housing Affordability Index

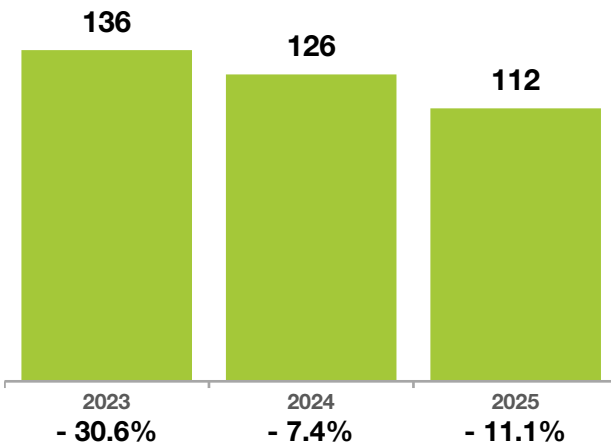
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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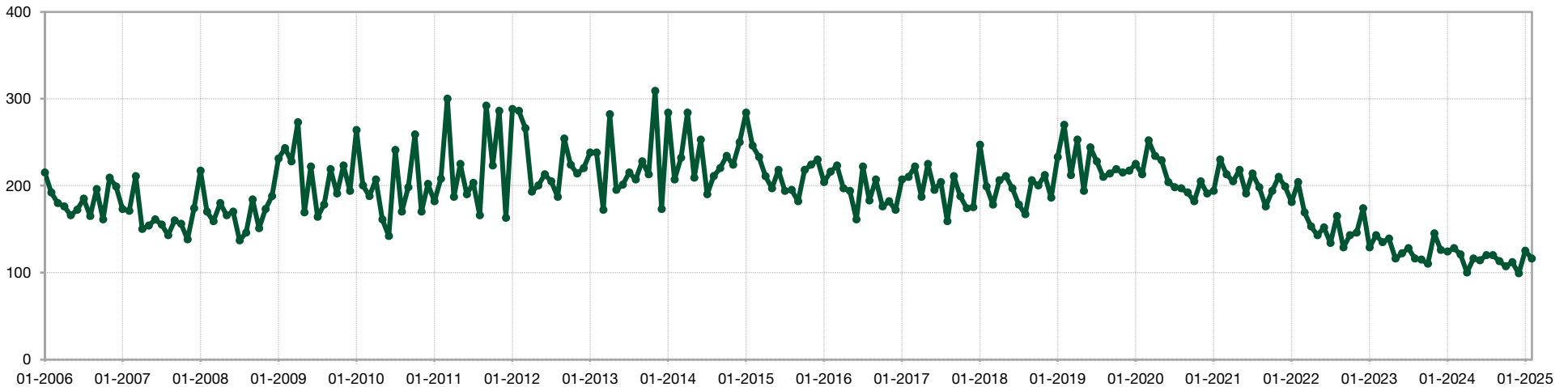


Year to Date



Affordability Index		Prior Year	Percent Change
March 2024	121	135	-10.4%
April 2024	100	139	-28.1%
May 2024	116	116	0.0%
June 2024	114	122	-6.6%
July 2024	120	128	-6.3%
August 2024	120	116	+3.4%
September 2024	113	115	-1.7%
October 2024	107	110	-2.7%
November 2024	112	145	-22.8%
December 2024	99	126	-21.4%
January 2025	125	124	+0.8%
February 2025	116	128	-9.4%
12-Month Avg	114	125	-9.4%

Historical Housing Affordability Index by Month

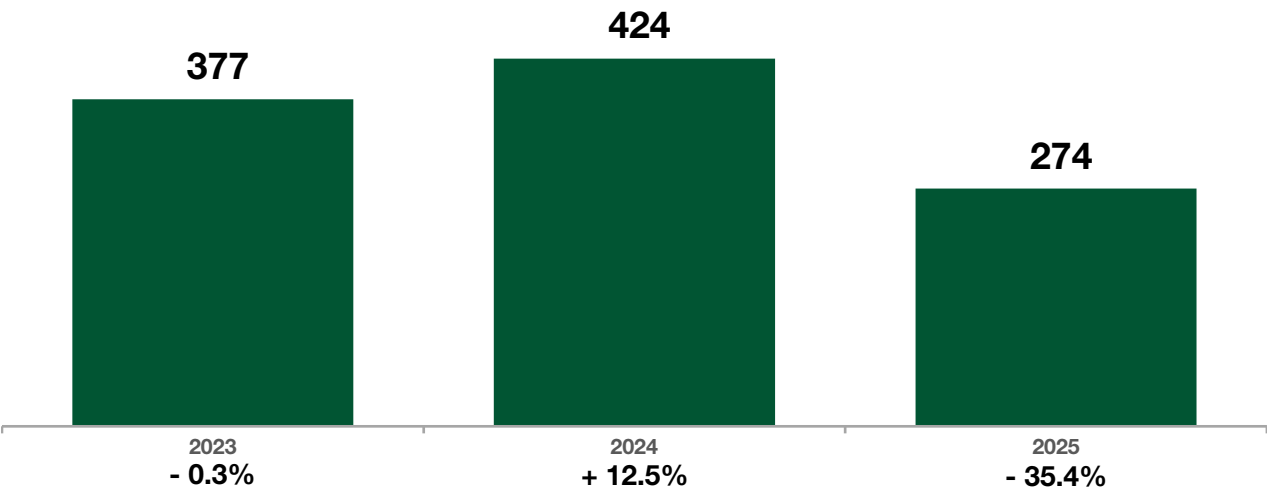


Inventory of Homes for Sale

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



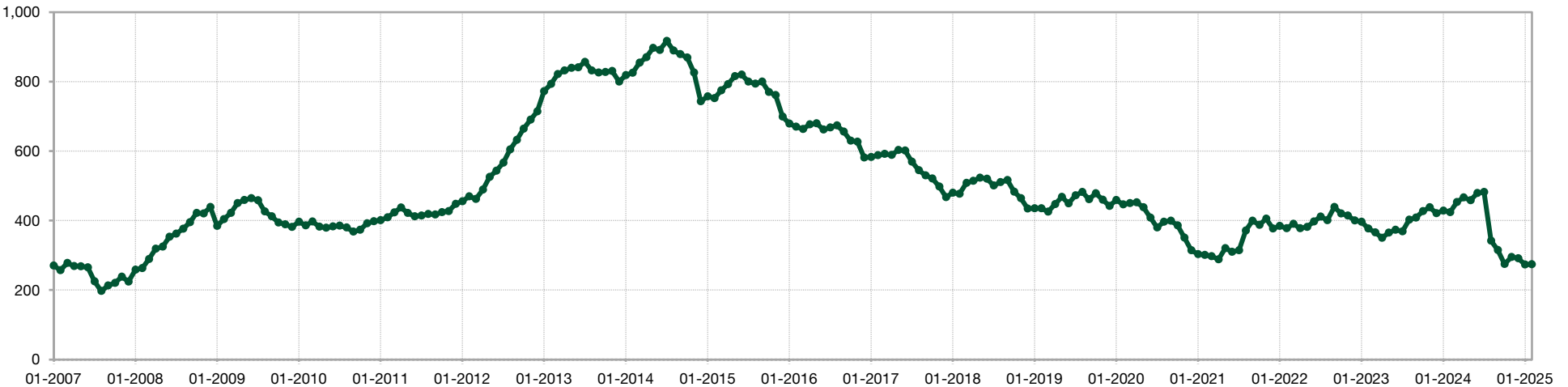
February



Homes for Sale		Prior Year	Percent Change
March 2024	453	366	+23.8%
April 2024	466	350	+33.1%
May 2024	458	365	+25.5%
June 2024	479	373	+28.4%
July 2024	482	369	+30.6%
August 2024	342	402	-14.9%
September 2024	315	408	-22.8%
October 2024	275	427	-35.6%
November 2024	295	438	-32.6%
December 2024	291	421	-30.9%
January 2025	273	428	-36.2%
February 2025	274	424	-35.4%
12-Month Avg*	367	398	-7.8%

* Homes for Sale for all properties from March 2024 through February 2025. This is not the average of the individual figures above.

Historical Inventory of Homes for Sale by Month

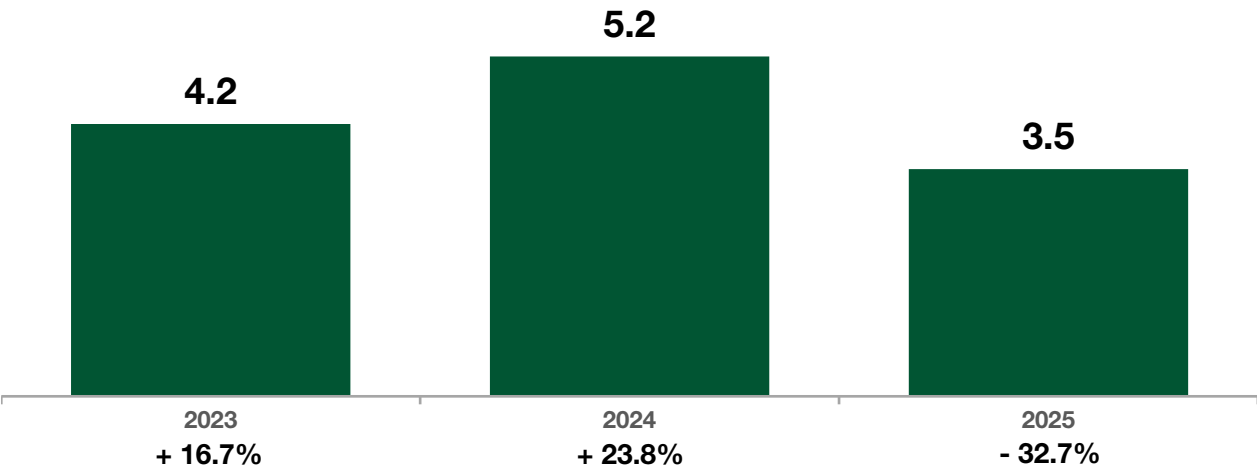


Months Supply of Inventory

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.



February



Months Supply		Prior Year	Percent Change
March 2024	5.6	4.1	+36.6%
April 2024	5.8	4.0	+45.0%
May 2024	5.6	4.3	+30.2%
June 2024	5.8	4.5	+28.9%
July 2024	5.8	4.4	+31.8%
August 2024	4.2	4.9	-14.3%
September 2024	3.9	5.0	-22.0%
October 2024	3.4	5.3	-35.8%
November 2024	3.7	5.4	-31.5%
December 2024	3.7	5.1	-27.5%
January 2025	3.5	5.2	-32.7%
February 2025	3.5	5.2	-32.7%
12-Month Avg*	4.5	4.8	-6.3%

* Months Supply for all properties from March 2024 through February 2025. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month

