

# Monthly Indicators



## April 2025

U.S. existing-home sales decreased 5.9% month-over-month and 2.4% year-over-year to a seasonally adjusted annual rate of 4.02 million units, according to the National Association of REALTORS® (NAR), as affordability challenges and economic uncertainty weigh on market activity. Sales were down month-over-month in all four regions, with the West experiencing the largest decline, at 9.4%.

New Listings were up 4.1 percent to 151. Pending Sales increased 9.4 percent to 105. Inventory shrank 28.5 percent to 333 units.

Prices moved lower as Median Sales Price was down 10.5 percent to \$255,000. Days on Market increased 6.6 percent to 113 days. Months Supply of Inventory was down 27.6 percent to 4.2 months months.

Total housing inventory increased 8.1% month-over-month for a total of 1.33 million units heading into April, equivalent to a 4.0-month supply at the current sales pace, according to NAR. Although inventory is up nearly 20% from the same time last year, the additional supply has had little effect on home prices across much of the country, with the national median existing-home price climbing 2.7% year-over-year to \$403,700 as of last measure.

## Quick Facts

+ 11.1%	- 10.5%	- 27.6%
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

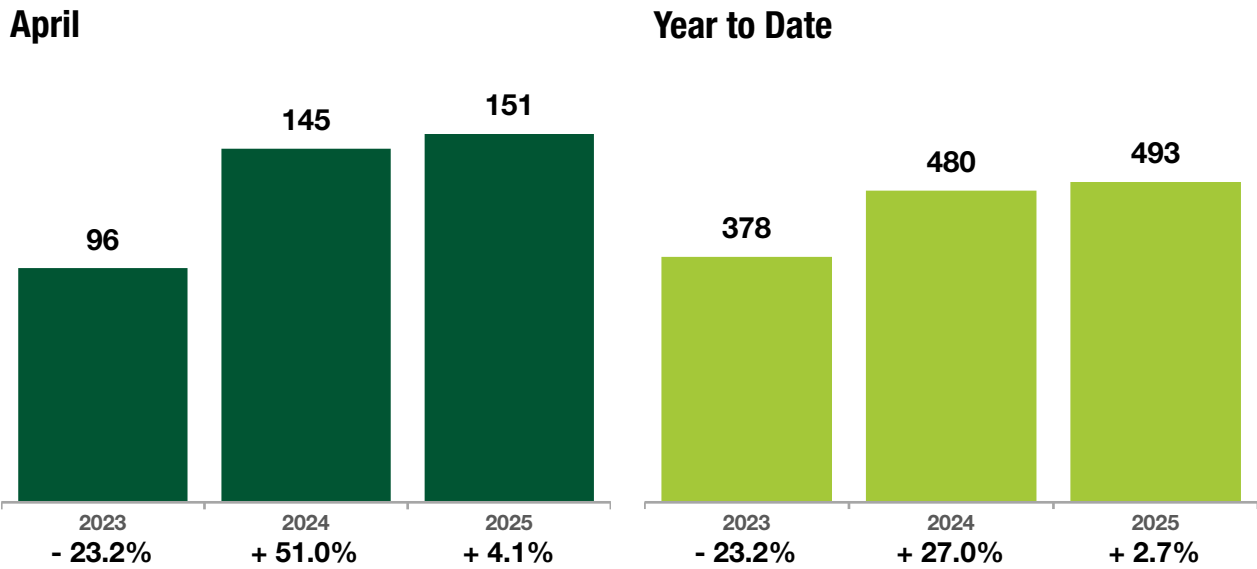
Key market metrics for the current month and year-to-date figures.



Key Metrics	Historical Sparkbars			04-2024	04-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	04-2023	04-2024	04-2025						
New Listings				145	151	+ 4.1%	480	493	+ 2.7%
Pending Sales				96	105	+ 9.4%	331	343	+ 3.6%
Closed Sales				90	100	+ 11.1%	282	283	+ 0.4%
Days on Market				106	113	+ 6.6%	96	118	+ 22.9%
Median Sales Price				\$285,000	\$255,000	- 10.5%	\$246,700	\$250,000	+ 1.3%
Average Sales Price				\$346,663	\$294,149	- 15.1%	\$302,893	\$297,754	- 1.7%
Pct. of List Price Received				96.7%	96.4%	- 0.3%	96.9%	96.5%	- 0.4%
Housing Affordability Index				100	117	+ 17.0%	116	120	+ 3.4%
Inventory of Homes for Sale				466	333	- 28.5%	--	--	--
Months Supply of Inventory				5.8	4.2	- 27.6%	--	--	--

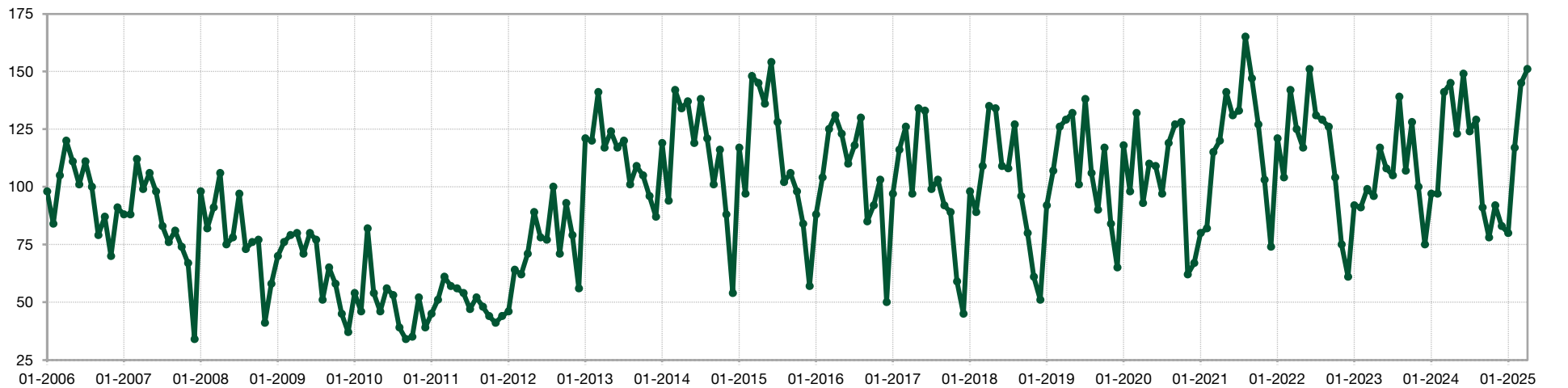
# New Listings

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



New Listings		Prior Year	Percent Change
May 2024	123	117	+5.1%
June 2024	149	108	+38.0%
July 2024	124	105	+18.1%
August 2024	129	139	-7.2%
September 2024	91	107	-15.0%
October 2024	78	128	-39.1%
November 2024	92	100	-8.0%
December 2024	83	75	+10.7%
January 2025	80	97	-17.5%
February 2025	117	97	+20.6%
March 2025	145	141	+2.8%
April 2025	151	145	+4.1%
12-Month Avg	114	113	+0.4%

## Historical New Listings by Month

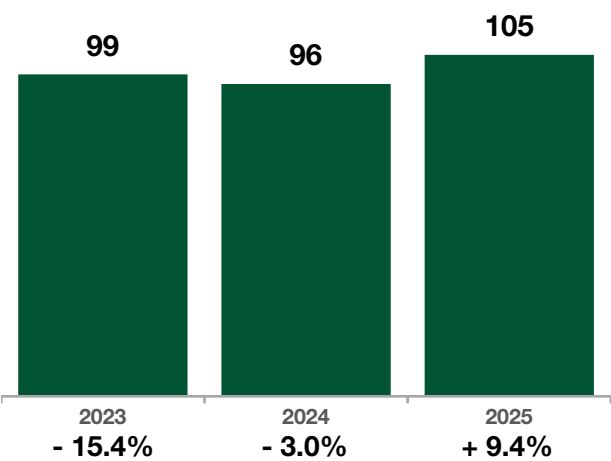


# Pending Sales

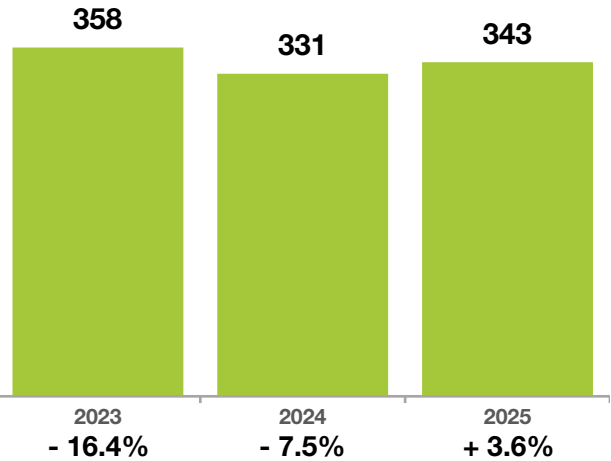
A count of the properties on which offers have been accepted in a given month.



## April

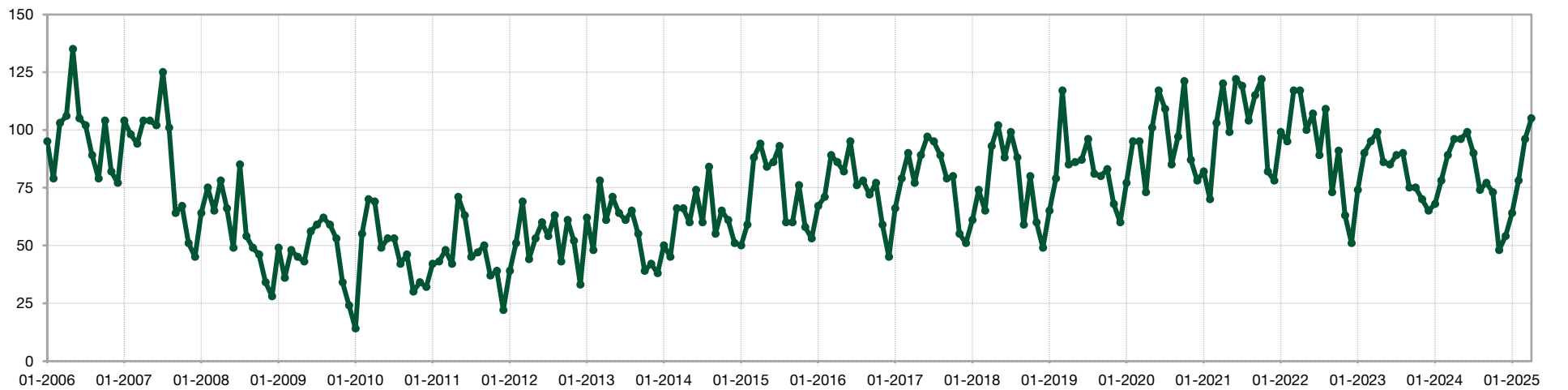


## Year to Date



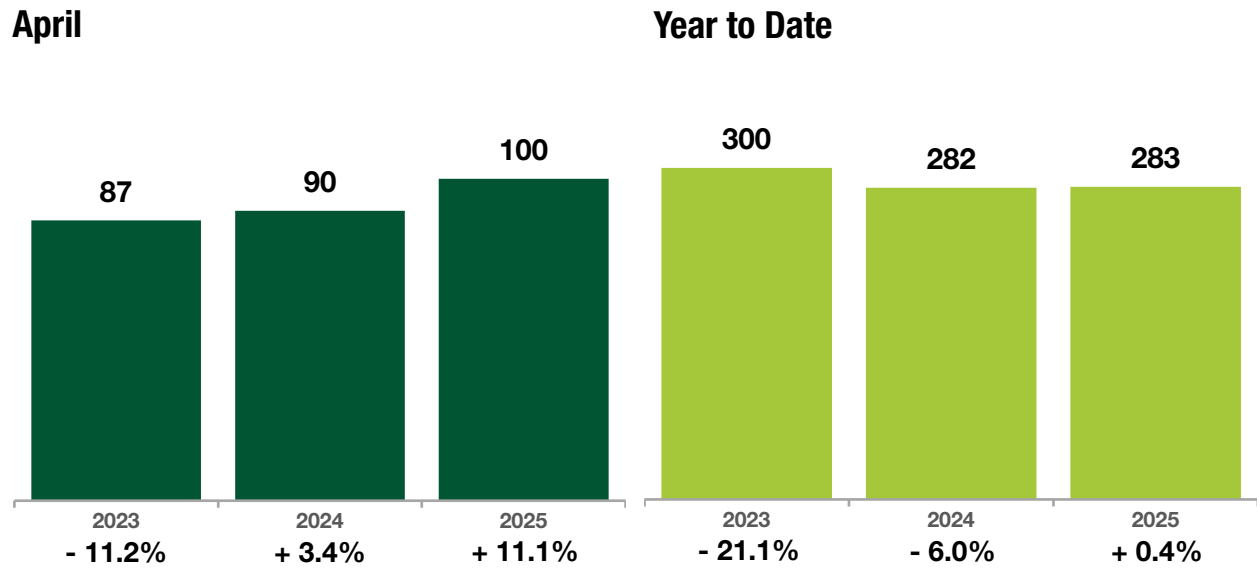
Pending Sales		Prior Year	Percent Change
May 2024	96	86	+11.6%
June 2024	99	85	+16.5%
July 2024	90	89	+1.1%
August 2024	74	90	-17.8%
September 2024	77	75	+2.7%
October 2024	73	75	-2.7%
November 2024	48	70	-31.4%
December 2024	54	65	-16.9%
January 2025	64	68	-5.9%
February 2025	78	78	0.0%
March 2025	96	89	+7.9%
April 2025	105	96	+9.4%
12-Month Avg	80	81	-1.9%

## Historical Pending Sales by Month



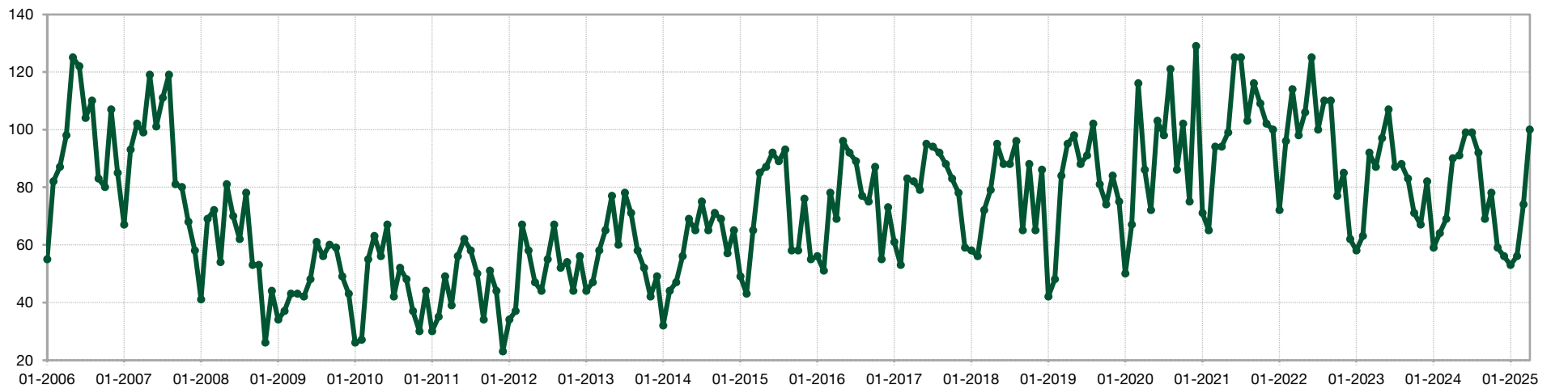
# Closed Sales

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



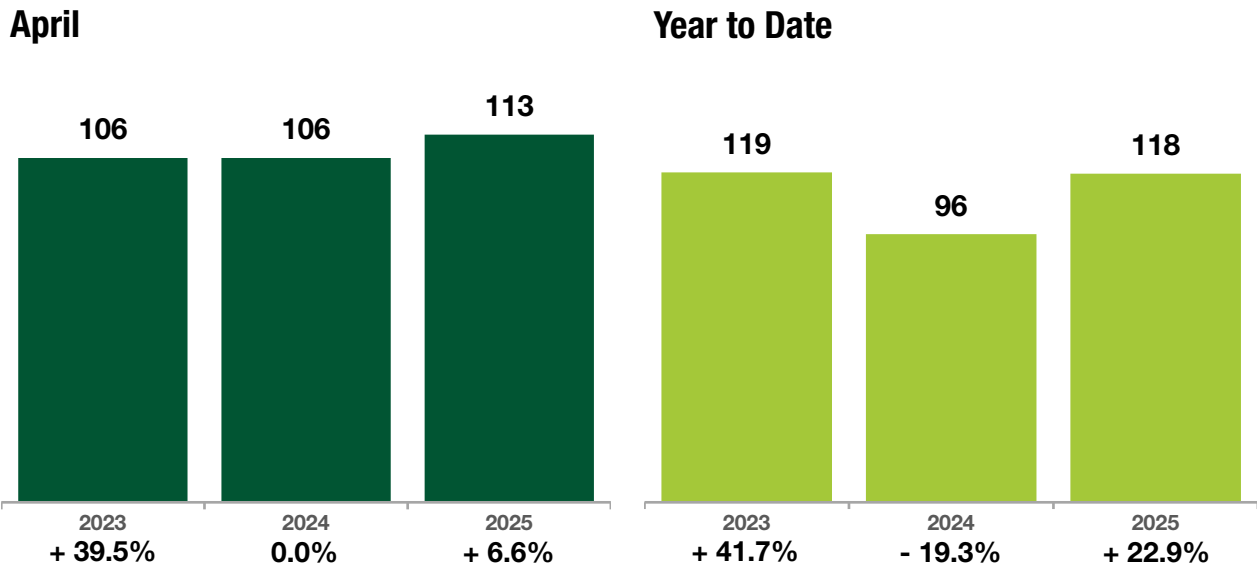
Closed Sales		Prior Year	Percent Change
May 2024	91	97	-6.2%
June 2024	99	107	-7.5%
July 2024	99	87	+13.8%
August 2024	92	88	+4.5%
September 2024	69	83	-16.9%
October 2024	78	71	+9.9%
November 2024	59	67	-11.9%
December 2024	56	82	-31.7%
January 2025	53	59	-10.2%
February 2025	56	64	-12.5%
March 2025	74	69	+7.2%
April 2025	100	90	+11.1%
12-Month Avg	77	80	-3.5%

## Historical Closed Sales by Month



# Days on Market Until Sale

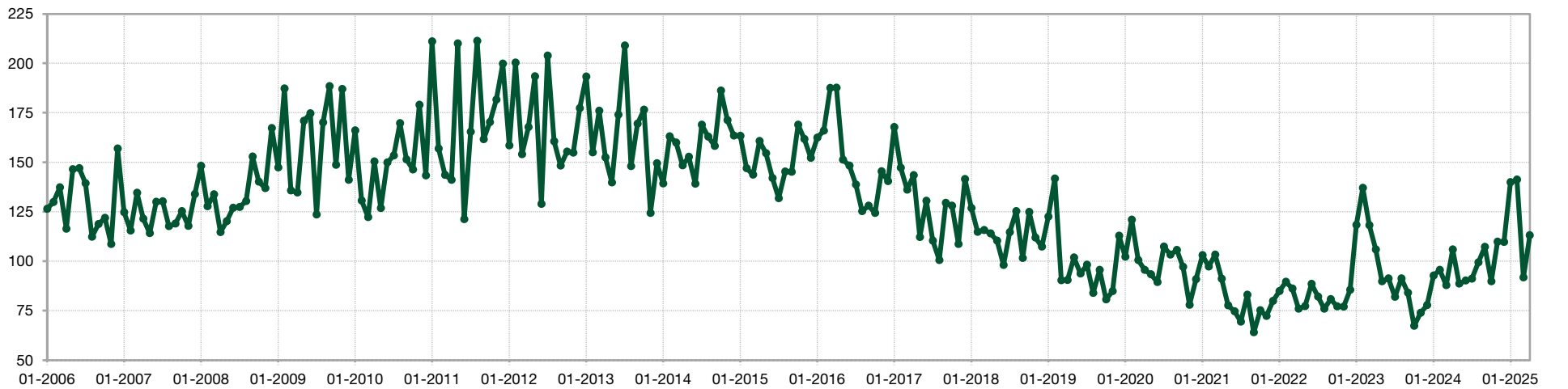
Average number of days between when a property is listed and when an offer is accepted in a given month.



Days on Market		Prior Year	Percent Change
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	67	+34.3%
November 2024	110	74	+48.6%
December 2024	110	78	+41.0%
January 2025	140	93	+50.5%
February 2025	141	96	+46.9%
March 2025	92	88	+4.5%
April 2025	113	106	+6.6%
12-Month Avg*	103	87	+18.4%

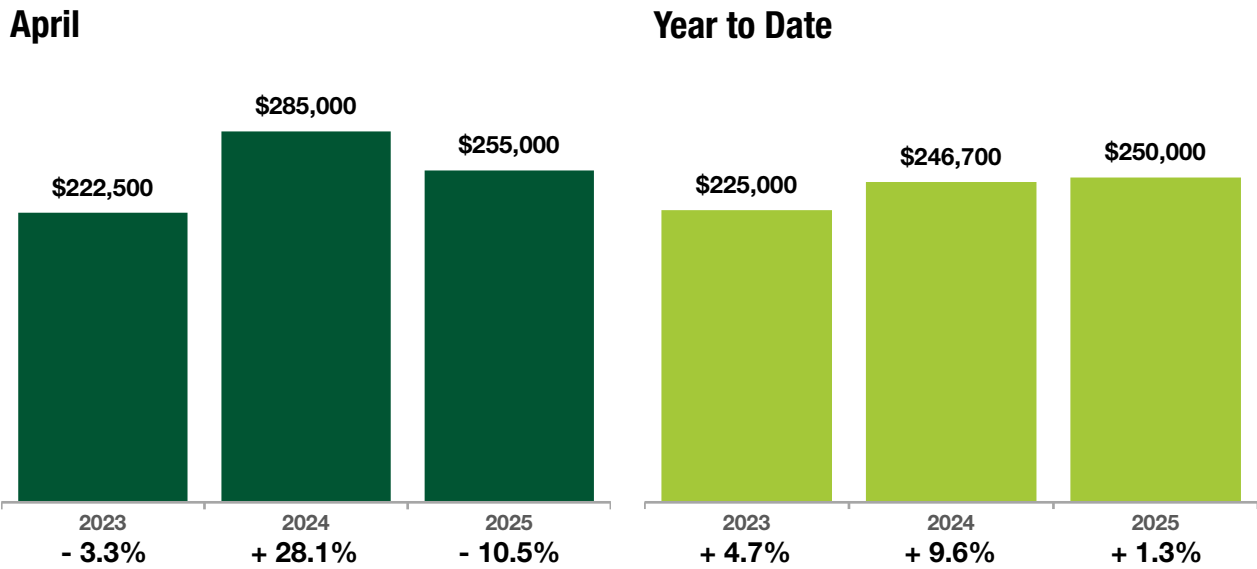
\* Average Days on Market of all properties from May 2024 through April 2025. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



# Median Sales Price

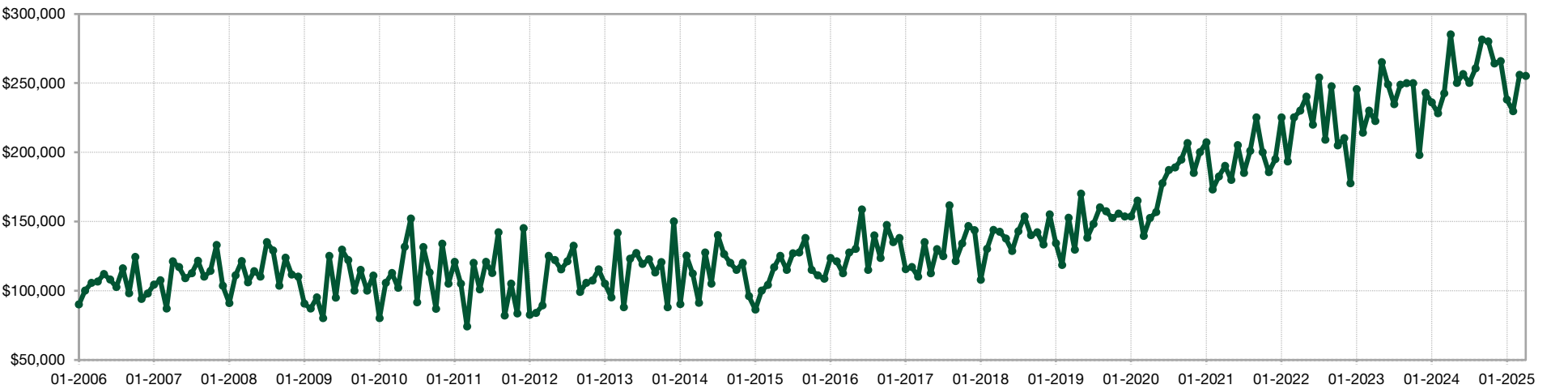
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



	Median Sales Price	Prior Year	Percent Change
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	\$264,000	\$198,000	+33.3%
December 2024	\$265,675	\$242,893	+9.4%
January 2025	\$238,000	\$235,900	+0.9%
February 2025	\$229,500	\$228,000	+0.7%
March 2025	\$255,900	\$242,500	+5.5%
April 2025	\$255,000	\$285,000	-10.5%
12-Month Med*	\$255,900	\$245,000	+4.4%

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

## Historical Median Sales Price by Month

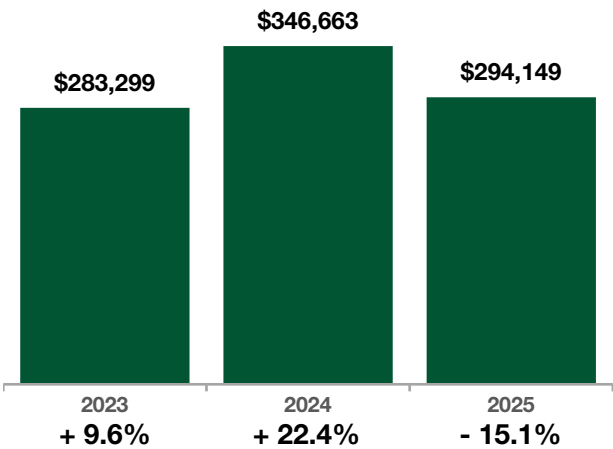


# Average Sales Price

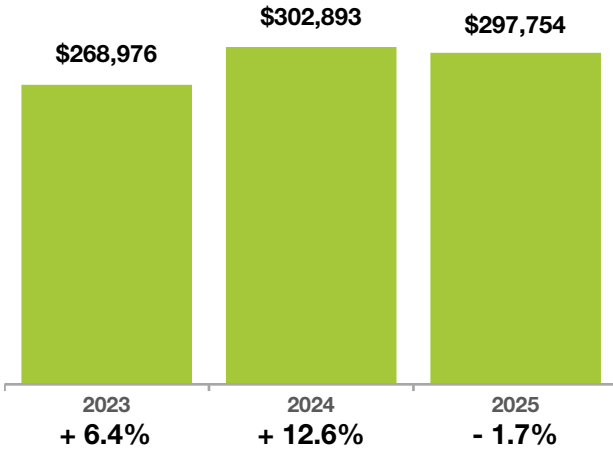
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## April



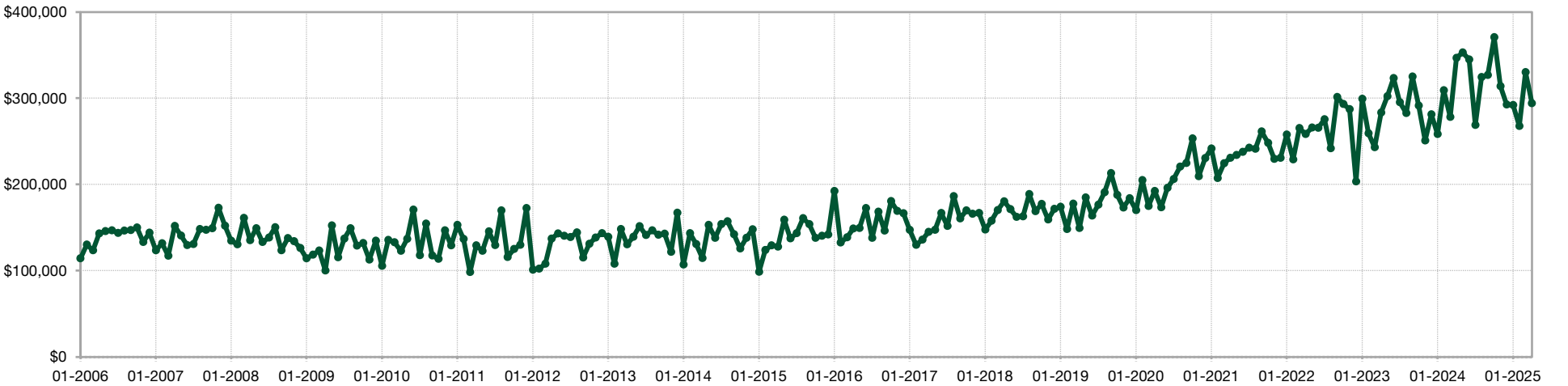
## Year to Date



Avg. Sales Price		Prior Year	Percent Change
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	\$291,281	+27.2%
November 2024	\$313,769	\$250,687	+25.2%
December 2024	\$292,604	\$281,050	+4.1%
January 2025	\$291,953	\$258,414	+13.0%
February 2025	\$267,564	\$309,052	-13.4%
March 2025	\$330,062	\$278,123	+18.7%
April 2025	\$294,149	\$346,663	-15.1%
12-Month Avg*	\$314,857	\$298,049	+5.6%

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

## Historical Average Sales Price by Month





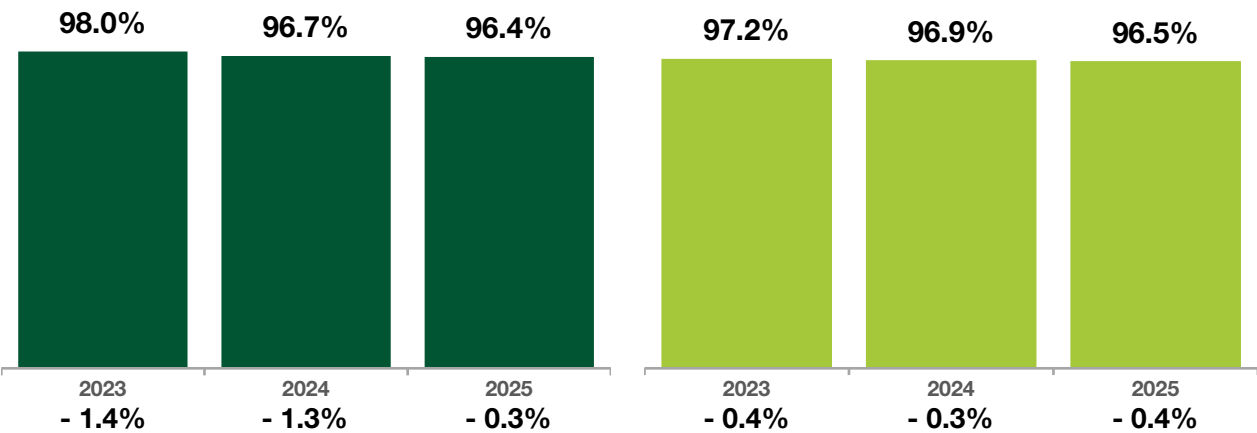
# Percent of List Price Received

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.



## April

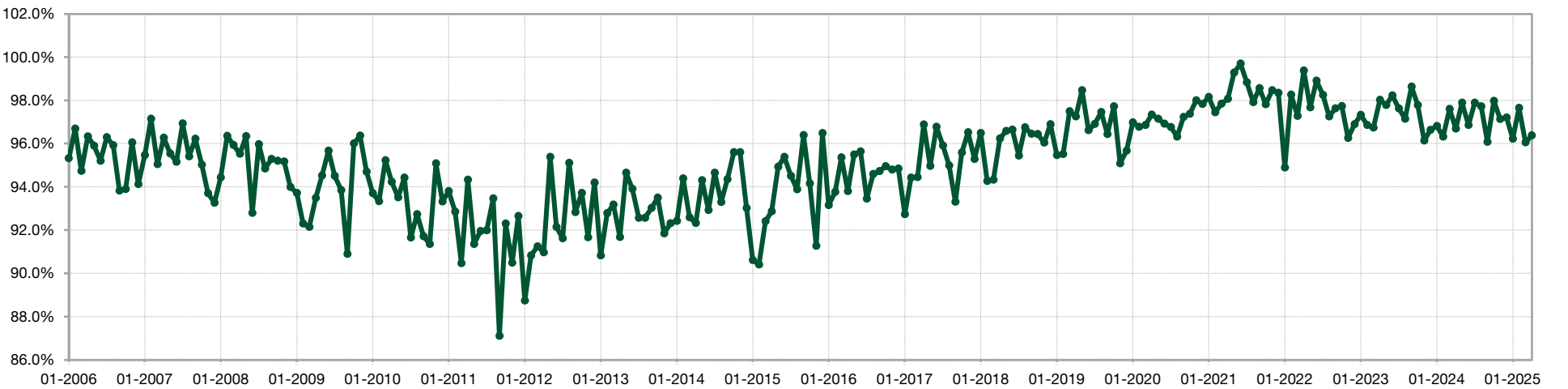
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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%	97.8%	+0.2%
November 2024	97.1%	96.1%	+1.0%
December 2024	97.2%	96.6%	+0.6%
January 2025	96.2%	96.8%	-0.6%
February 2025	97.6%	96.3%	+1.3%
March 2025	96.1%	97.6%	-1.5%
April 2025	96.4%	96.7%	-0.3%
12-Month Avg*	97.1%	97.3%	-0.2%

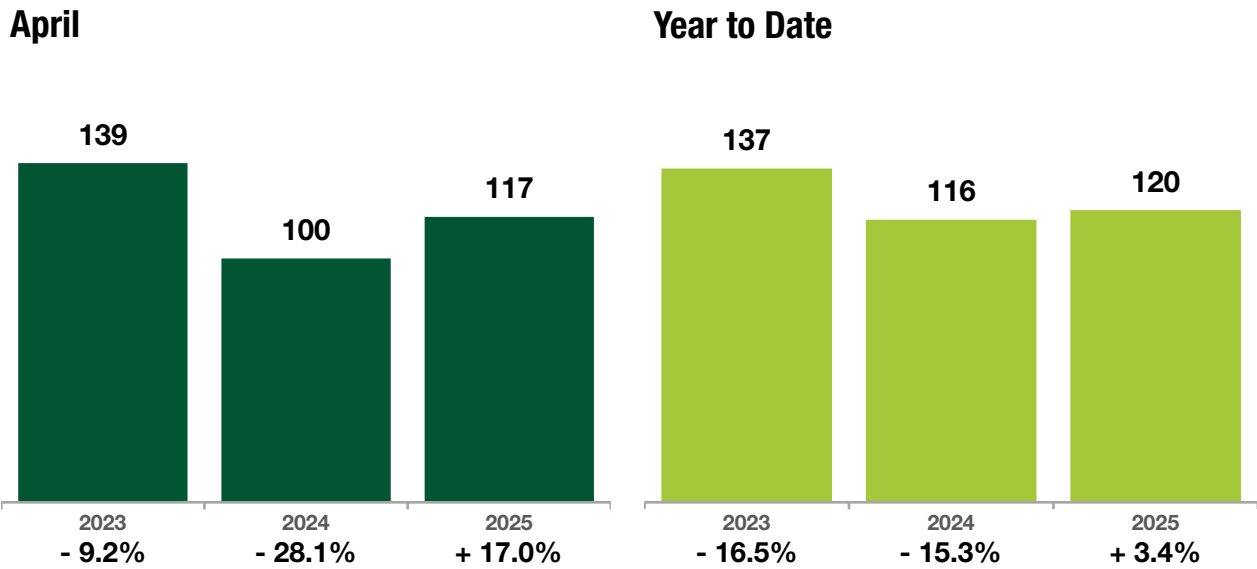
\* Average Pct. of List Price Received for all properties from May 2024 through April 2025. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



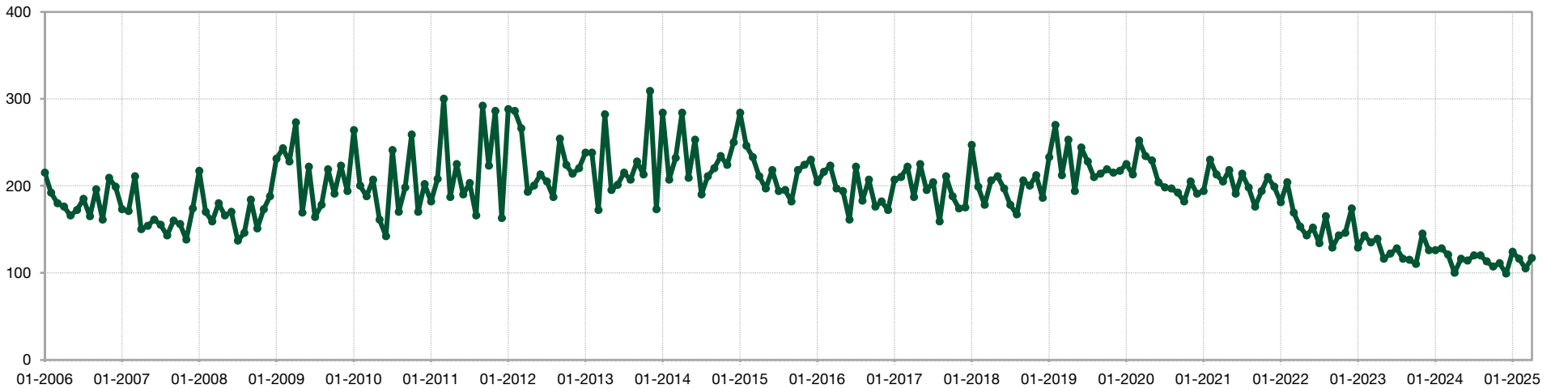
# Housing Affordability Index

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.



	Affordability Index	Prior Year	Percent Change
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	111	145	-23.4%
December 2024	99	126	-21.4%
January 2025	124	126	-1.6%
February 2025	116	128	-9.4%
March 2025	105	121	-13.2%
April 2025	117	100	+17.0%
12-Month Avg	114	121	-6.3%

## Historical Housing Affordability Index by Month

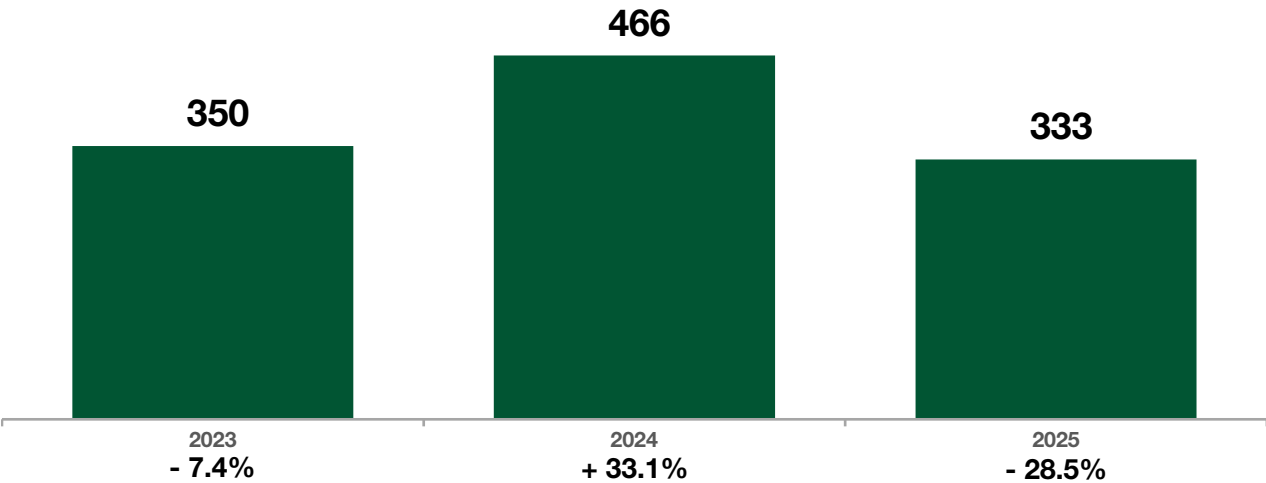


# Inventory of Homes for Sale

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



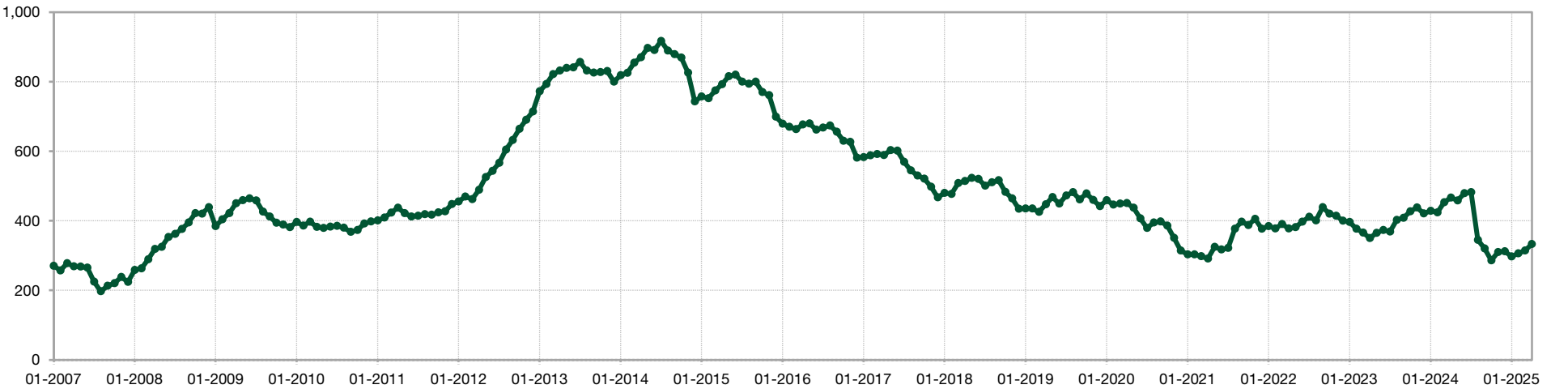
## April



Homes for Sale		Prior Year	Percent Change
May 2024	458	365	+25.5%
June 2024	479	373	+28.4%
July 2024	482	369	+30.6%
August 2024	345	402	-14.2%
September 2024	320	408	-21.6%
October 2024	286	427	-33.0%
November 2024	310	438	-29.2%
December 2024	312	421	-25.9%
January 2025	297	428	-30.6%
February 2025	306	424	-27.8%
March 2025	314	453	-30.7%
April 2025	333	466	-28.5%
12-Month Avg*	354	415	-14.7%

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

## Historical Inventory of Homes for Sale by Month

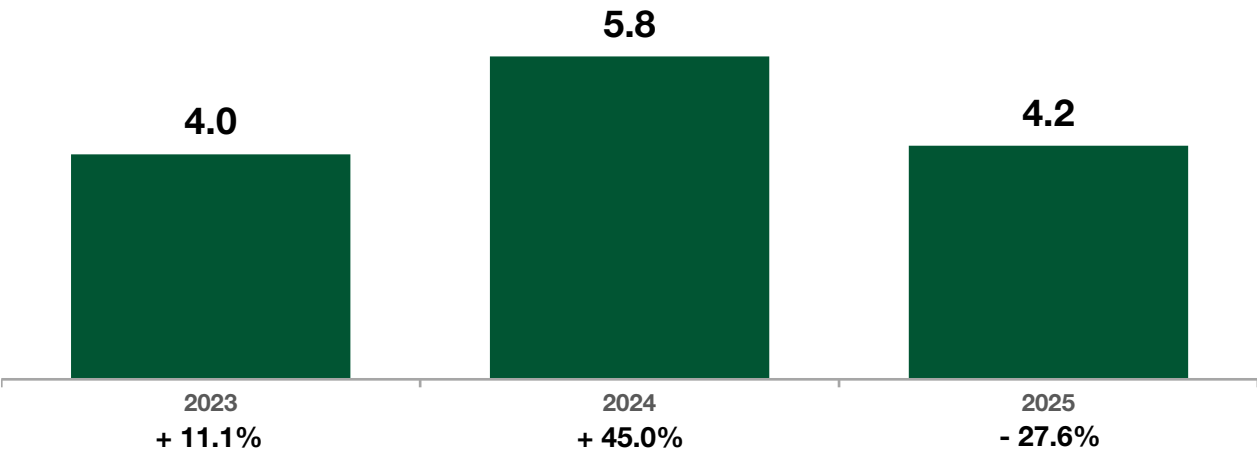


# Months Supply of Inventory

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.



## April



Months Supply		Prior Year	Percent Change
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	3.5	5.3	-34.0%
November 2024	3.9	5.4	-27.8%
December 2024	4.0	5.1	-21.6%
January 2025	3.8	5.2	-26.9%
February 2025	3.9	5.2	-25.0%
March 2025	4.0	5.6	-28.6%
April 2025	4.2	5.8	-27.6%
12-Month Avg*	4.4	5.0	-12.0%

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

## Historical Months Supply of Inventory by Month

