

Monthly Indicators



June 2025

U.S. existing-home sales edged up 0.8% month-over-month to a seasonally adjusted annual rate of 4.03 million units, exceeding economists’ expectations, although sales were down 0.7% year-over-year, according to the National Association of REALTORS® (NAR). On a monthly basis, sales increased in the Midwest, Northeast, and South but decreased in the West.

New Listings were down 26.7 percent to 110. Pending Sales decreased 2.0 percent to 97. Inventory shrank 27.1 percent to 350 units.

Prices moved higher as Median Sales Price was up 3.3 percent to \$265,000. Days on Market increased 30.0 percent to 117 days. Months Supply of Inventory was down 22.4 percent to 4.5 months months.

Heading into June, there were 1.54 million units for sale across the country, a 6.2% increase from the previous month and a 20.3% improvement over the same period last year, representing a 4.6-month supply at the current sales pace, according to NAR. Despite the additional supply, home prices have continued to rise nationwide, albeit at a slower pace than during the pandemic, climbing 1.3% year-over-year to \$422,800 as of last measure.

Quick Facts

- 30.3%	+ 3.3%	- 22.4%
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

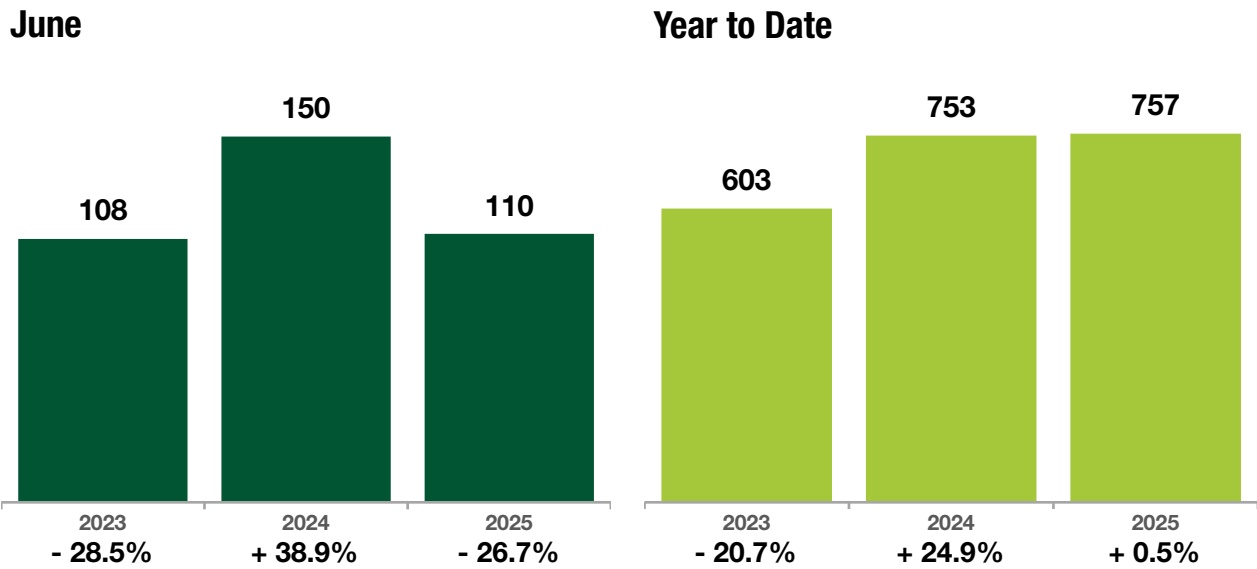
Key market metrics for the current month and year-to-date figures.



Key Metrics	Historical Sparkbars			06-2024	06-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	06-2023	06-2024	06-2025						
New Listings				150	110	- 26.7%	753	757	+ 0.5%
Pending Sales				99	97	- 2.0%	526	522	- 0.8%
Closed Sales				99	69	- 30.3%	472	457	- 3.2%
Days on Market				90	117	+ 30.0%	94	114	+ 21.3%
Median Sales Price				\$256,450	\$265,000	+ 3.3%	\$249,500	\$255,250	+ 2.3%
Average Sales Price				\$344,722	\$347,570	+ 0.8%	\$321,235	\$302,261	- 5.9%
Pct. of List Price Received				96.9%	98.7%	+ 1.9%	97.1%	97.2%	+ 0.1%
Housing Affordability Index				114	113	- 0.9%	117	118	+ 0.9%
Inventory of Homes for Sale				480	350	- 27.1%	--	--	--
Months Supply of Inventory				5.8	4.5	- 22.4%	--	--	--

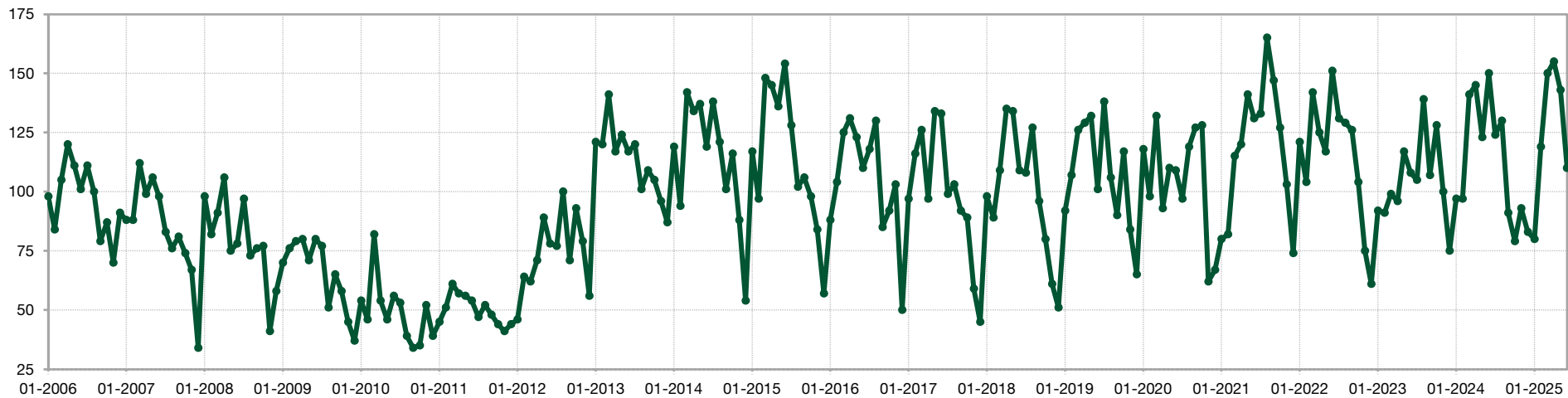
New Listings

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



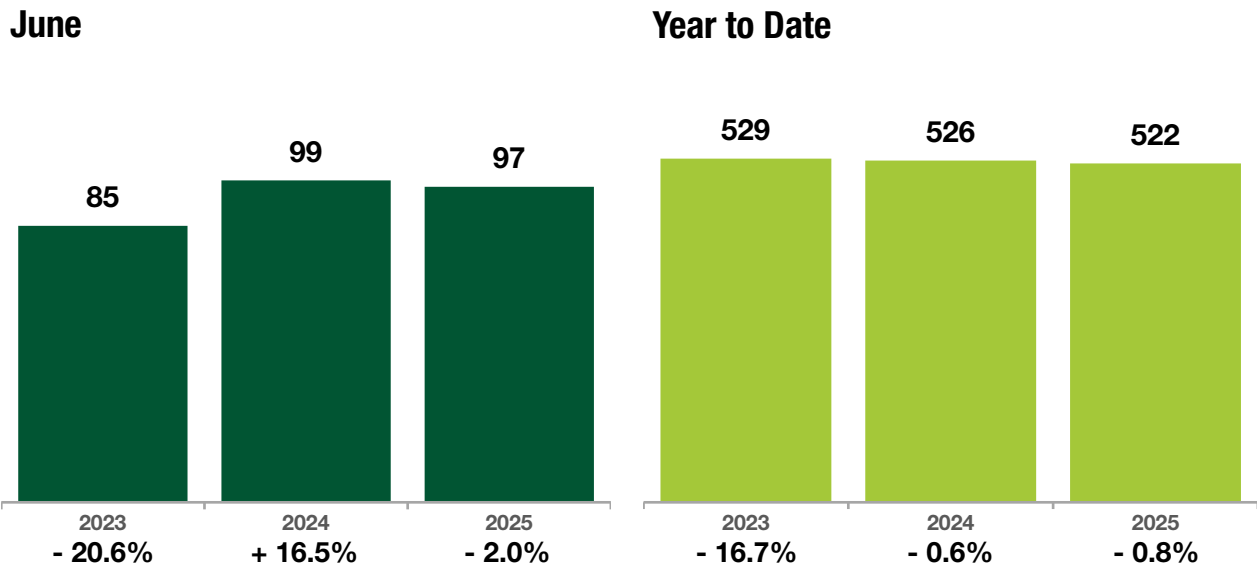
New Listings		Prior Year	Percent Change
July 2024	124	105	+18.1%
August 2024	130	139	-6.5%
September 2024	91	107	-15.0%
October 2024	79	128	-38.3%
November 2024	93	100	-7.0%
December 2024	83	75	+10.7%
January 2025	80	97	-17.5%
February 2025	119	97	+22.7%
March 2025	150	141	+6.4%
April 2025	155	145	+6.9%
May 2025	143	123	+16.3%
June 2025	110	150	-26.7%
12-Month Avg	113	117	-3.3%

Historical New Listings by Month



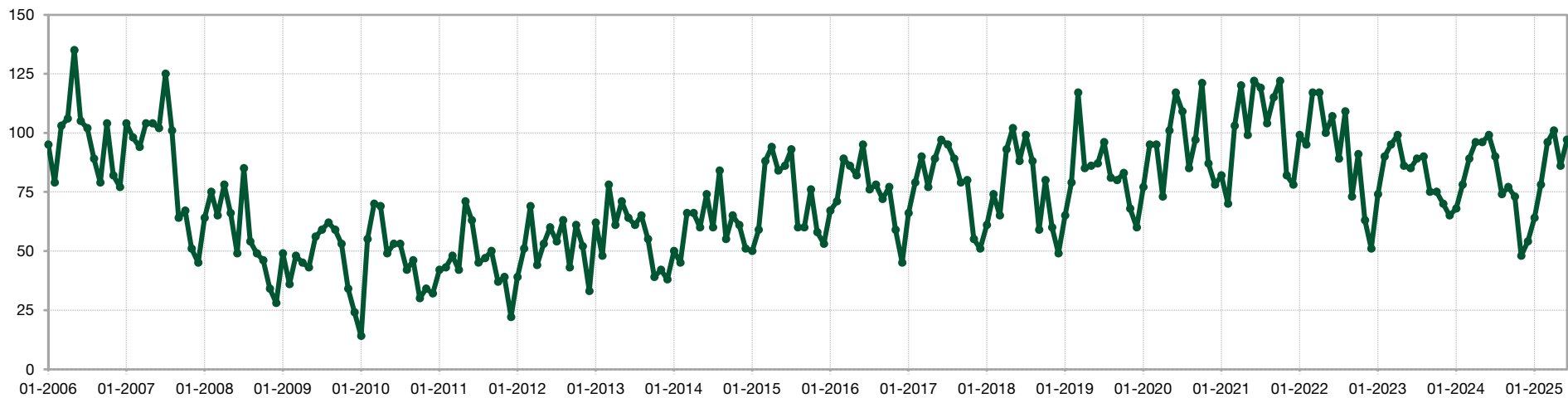
Pending Sales

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



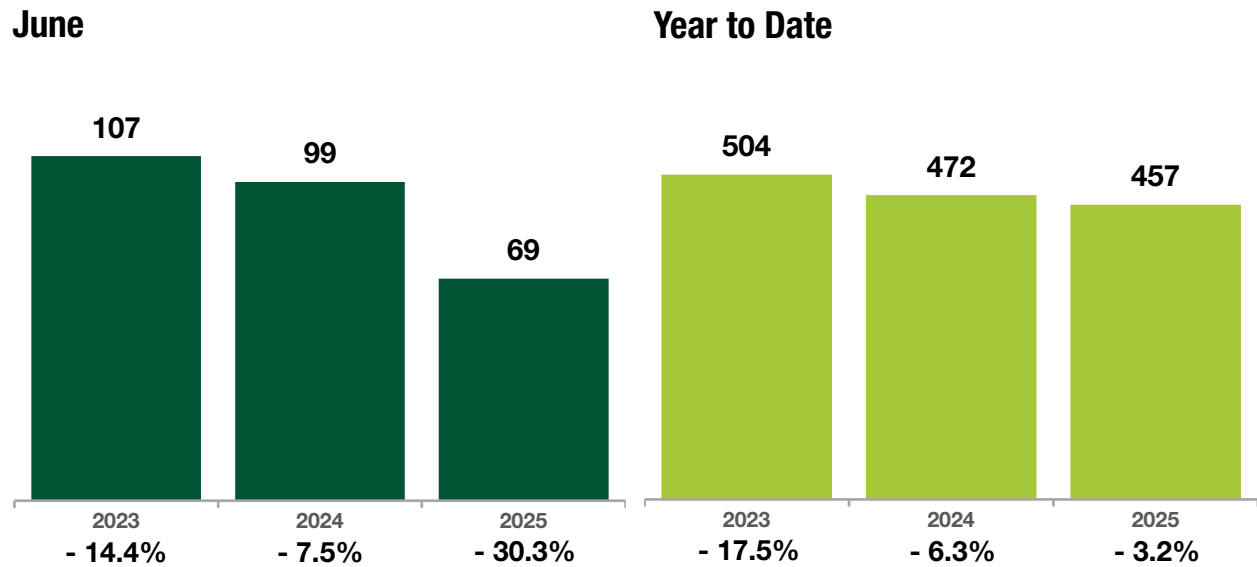
Pending Sales		Prior Year	Percent Change
July 2024	90	89	+1.1%
August 2024	74	90	-17.8%
September 2024	77	75	+2.7%
October 2024	73	75	-2.7%
November 2024	48	70	-31.4%
December 2024	54	65	-16.9%
January 2025	64	68	-5.9%
February 2025	78	78	0.0%
March 2025	96	89	+7.9%
April 2025	101	96	+5.2%
May 2025	86	96	-10.4%
June 2025	97	99	-2.0%
12-Month Avg	78	83	-5.8%

Historical Pending Sales by Month



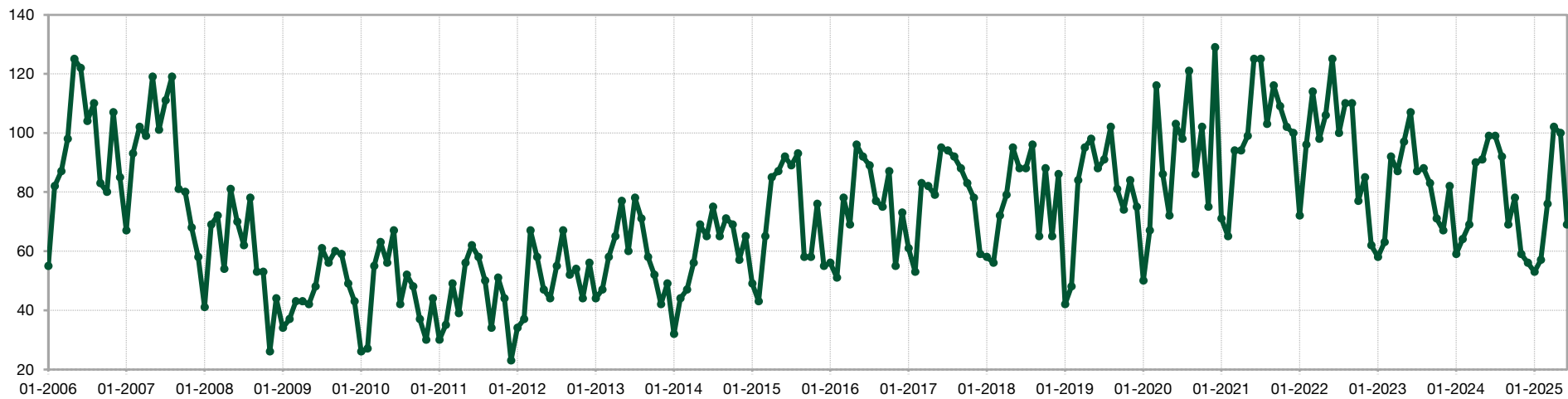
Closed Sales

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



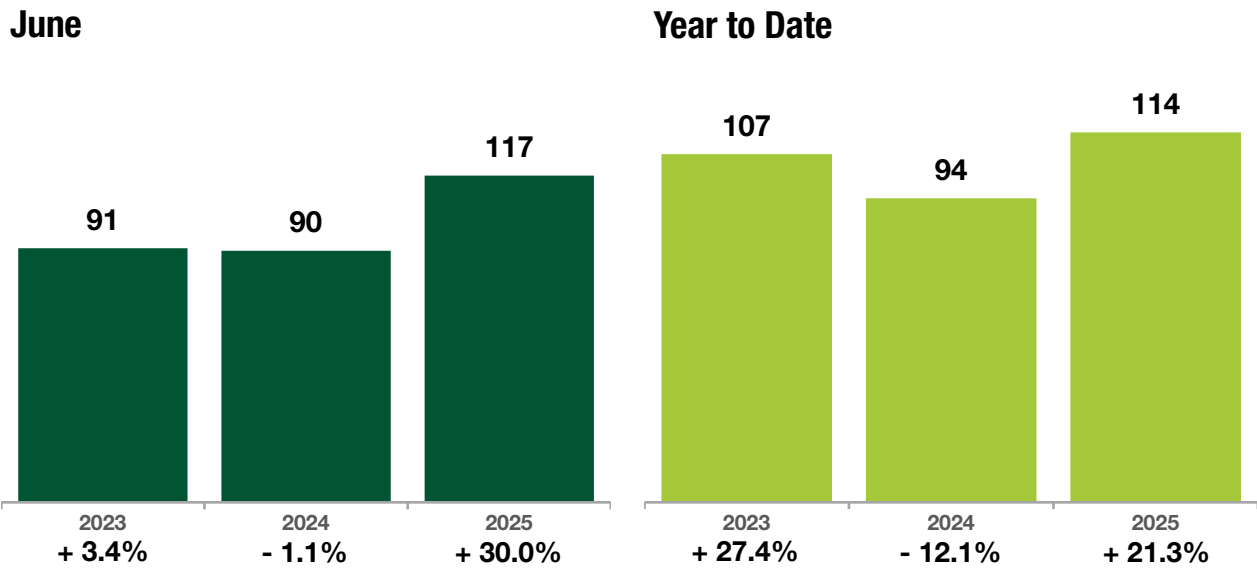
Closed Sales		Prior Year	Percent Change
July 2024	99	87	+13.8%
August 2024	92	88	+4.5%
September 2024	69	83	-16.9%
October 2024	78	71	+9.9%
November 2024	59	67	-11.9%
December 2024	56	82	-31.7%
January 2025	53	59	-10.2%
February 2025	57	64	-10.9%
March 2025	76	69	+10.1%
April 2025	102	90	+13.3%
May 2025	100	91	+9.9%
June 2025	69	99	-30.3%
12-Month Avg	76	79	-4.0%

Historical Closed Sales by Month



Days on Market Until Sale

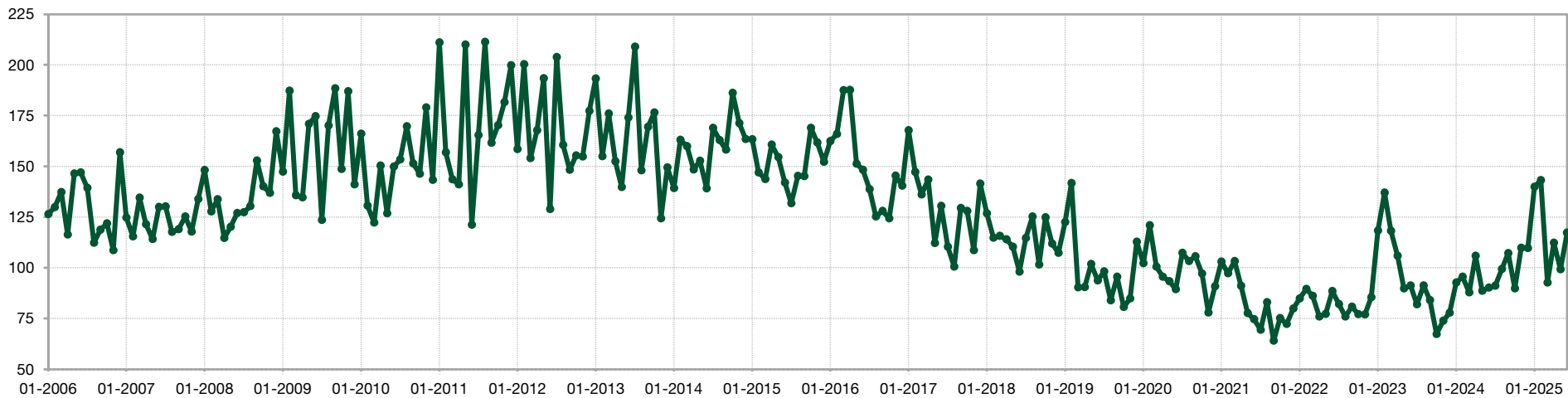
Average number of days between when a property is listed and when an offer is accepted in a given month.



Days on Market		Prior Year	Percent Change
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	143	96	+49.0%
March 2025	93	88	+5.7%
April 2025	112	106	+5.7%
May 2025	99	89	+11.2%
June 2025	117	90	+30.0%
12-Month Avg*	107	87	+23.0%

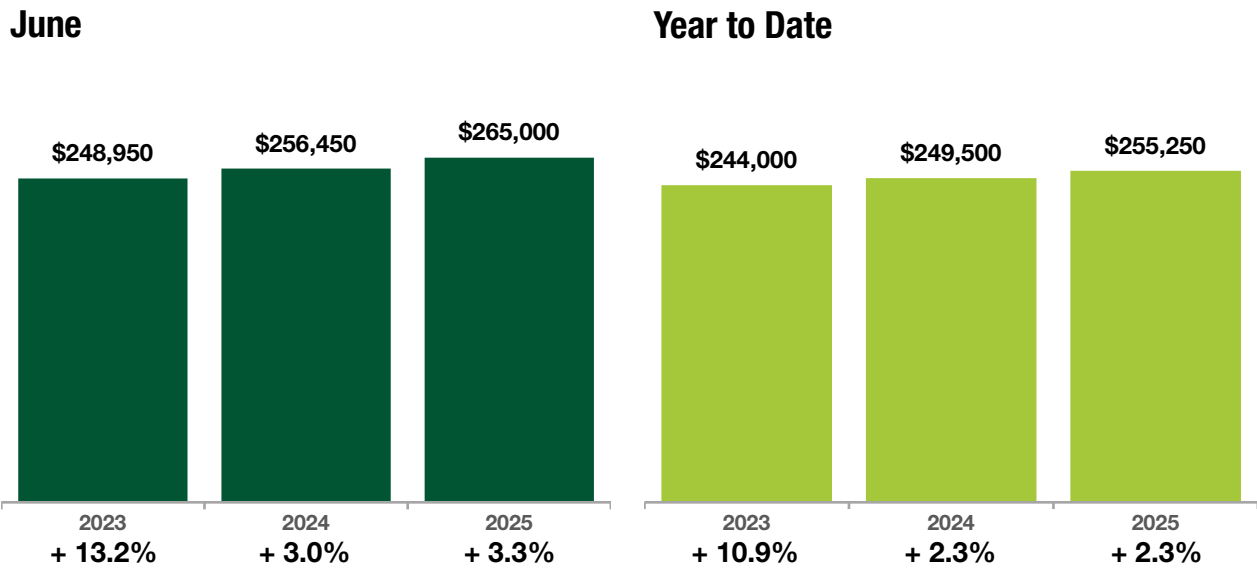
* Average Days on Market of all properties from July 2024 through June 2025. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



Median Sales Price

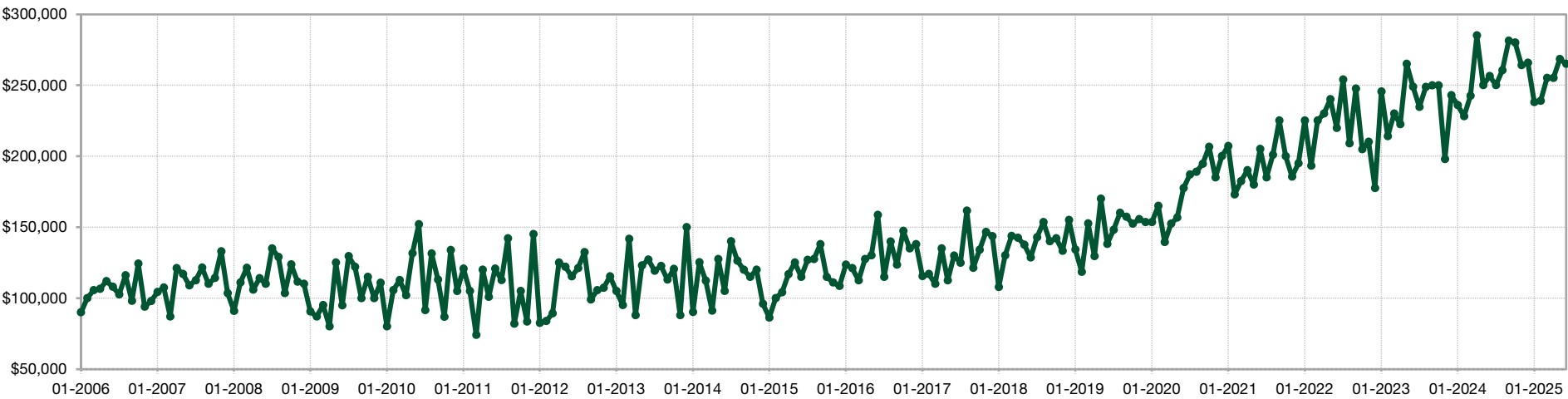
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



	Median Sales Price	Prior Year	Percent Change
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	\$239,000	\$228,000	+4.8%
March 2025	\$255,000	\$242,500	+5.2%
April 2025	\$255,000	\$285,000	-10.5%
May 2025	\$268,450	\$250,000	+7.4%
June 2025	\$265,000	\$256,450	+3.3%
12-Month Med*	\$259,900	\$244,600	+6.3%

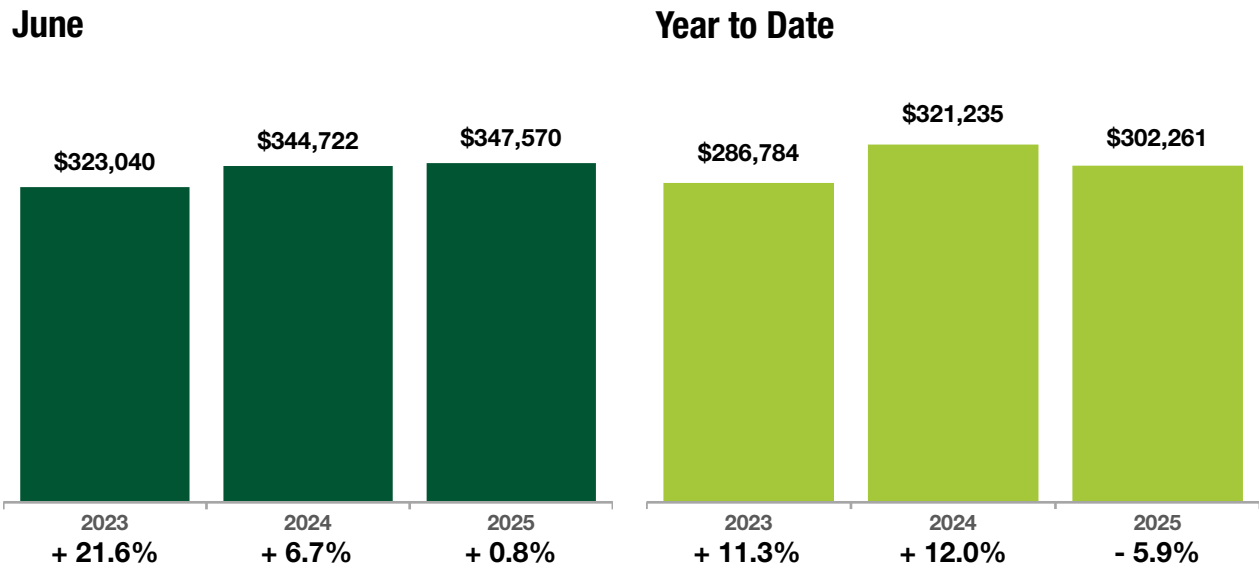
* Median Sales Price of all properties from July 2024 through June 2025. This is not the median of the individual figures above.

Historical Median Sales Price by Month



Average Sales Price

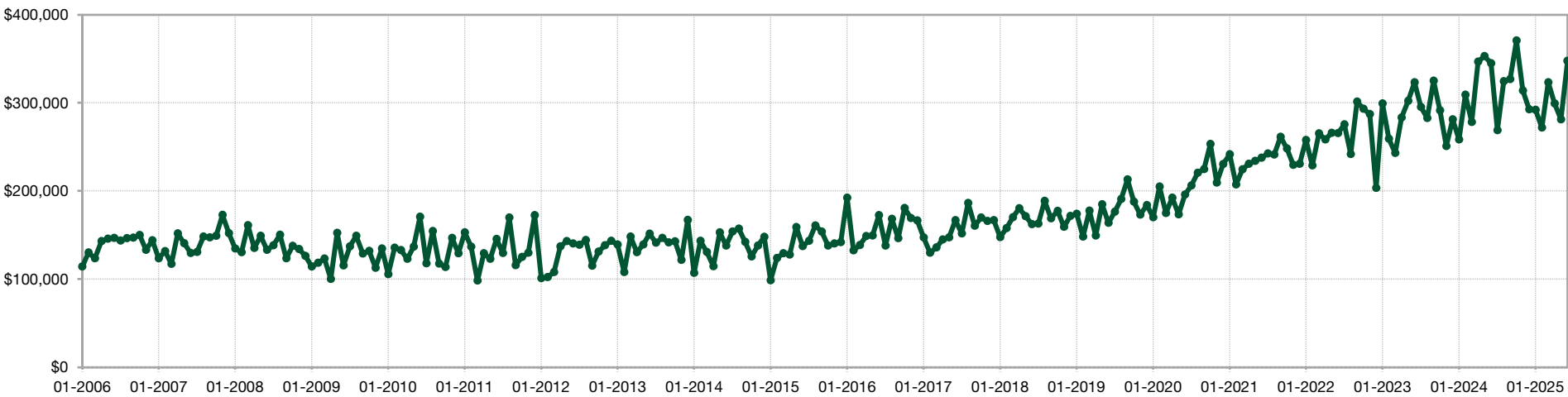
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



Avg. Sales Price		Prior Year	Percent Change
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	\$271,721	\$309,052	-12.1%
March 2025	\$323,260	\$278,123	+16.2%
April 2025	\$299,195	\$346,663	-13.7%
May 2025	\$281,248	\$352,781	-20.3%
June 2025	\$347,570	\$344,722	+0.8%
12-Month Avg*	\$309,333	\$304,937	+1.4%

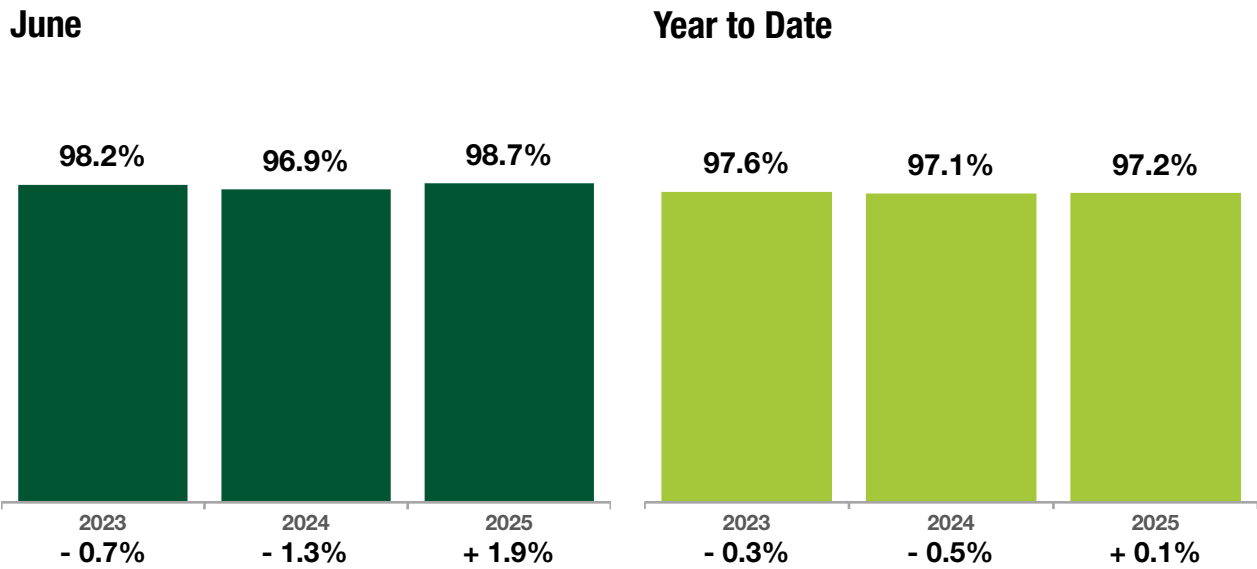
* Avg. Sales Price of all properties from July 2024 through June 2025. This is not the average of the individual figures above.

Historical Average Sales Price by Month



Percent of List Price Received

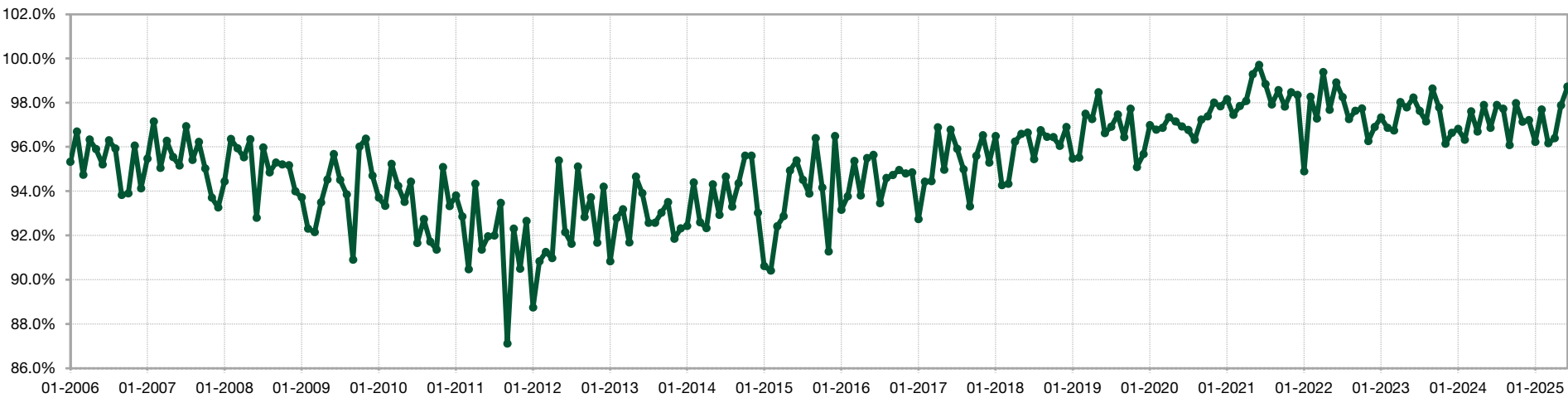
Percentage found when dividing a property’s sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



Pct. of List Price Received		Prior Year	Percent Change
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	97.7%	96.3%	+1.5%
March 2025	96.2%	97.6%	-1.4%
April 2025	96.4%	96.7%	-0.3%
May 2025	97.9%	97.9%	0.0%
June 2025	98.7%	96.9%	+1.9%
12-Month Avg*	97.3%	97.2%	+0.1%

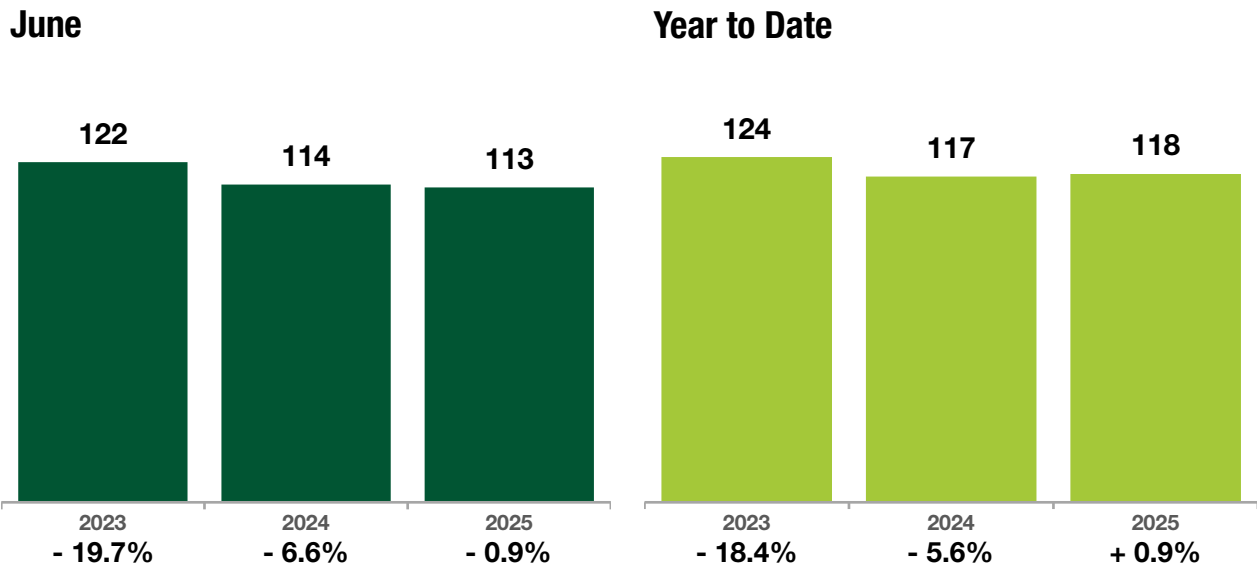
* Average Pct. of List Price Received for all properties from July 2024 through June 2025. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



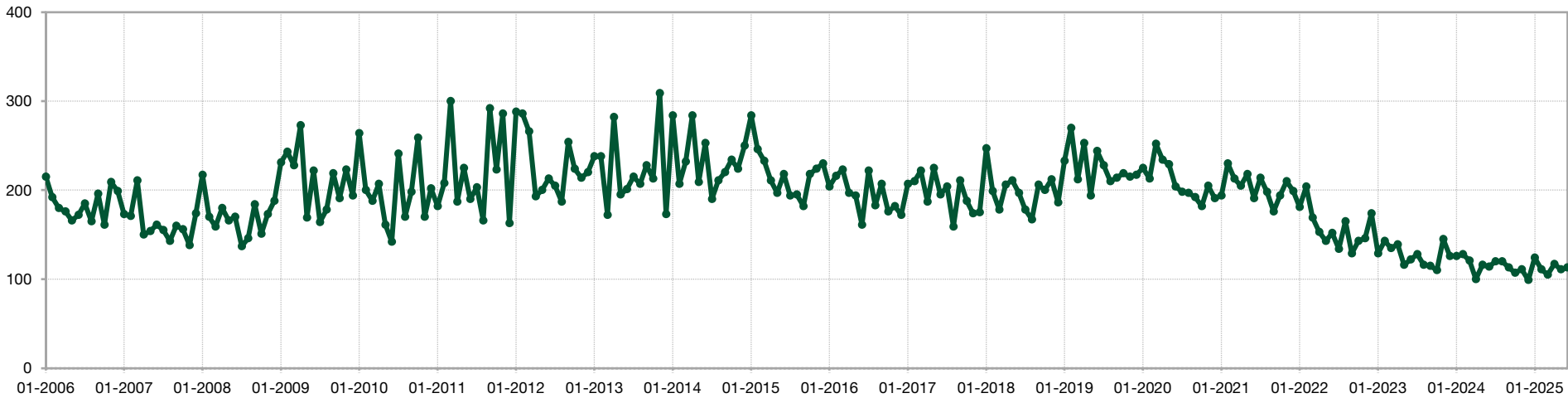
Housing Affordability Index

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
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	111	128	-13.3%
March 2025	105	121	-13.2%
April 2025	117	100	+17.0%
May 2025	111	116	-4.3%
June 2025	113	114	-0.9%
12-Month Avg	113	120	-6.5%

Historical Housing Affordability Index by Month

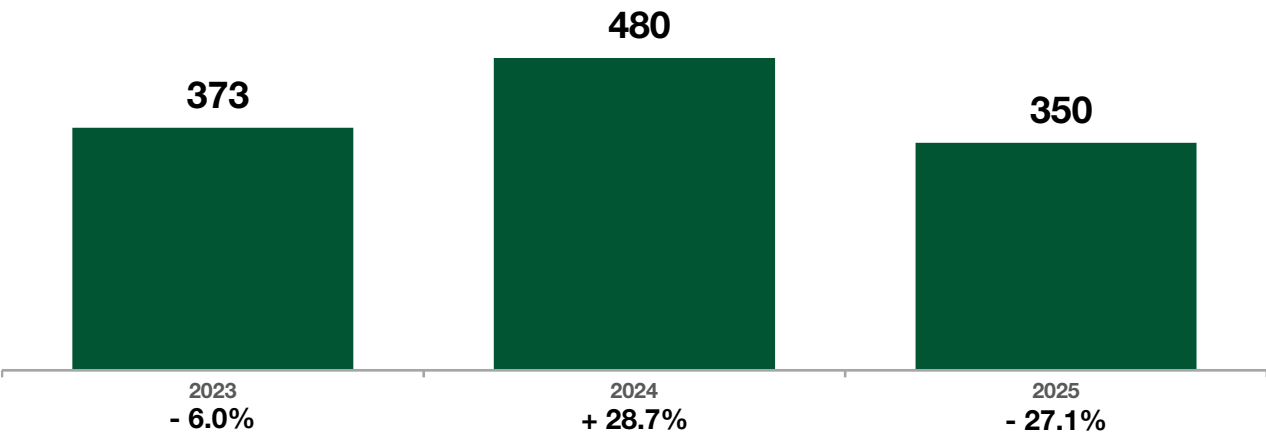


Inventory of Homes for Sale

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



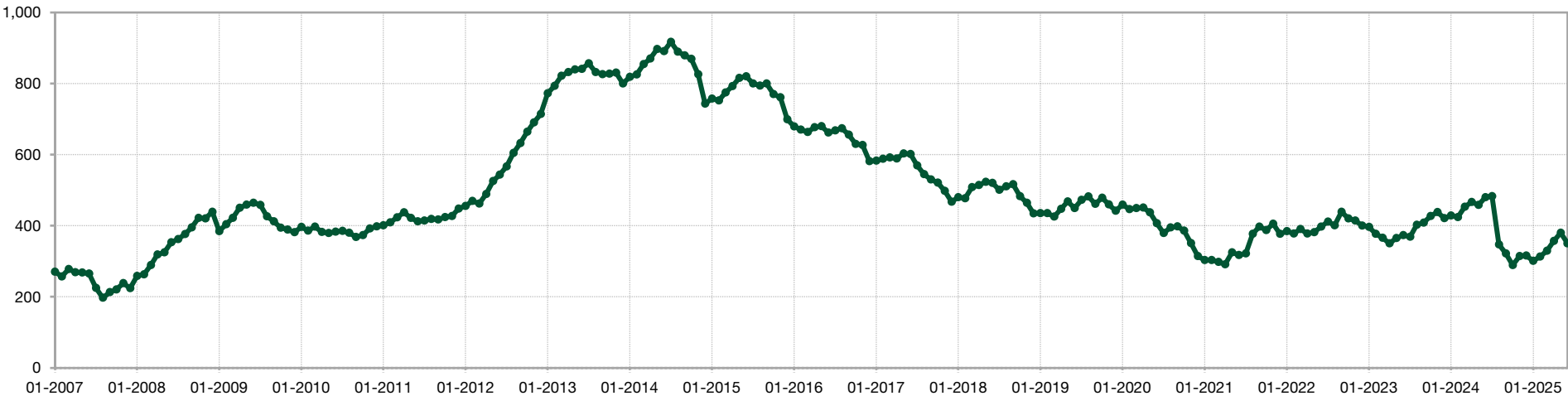
June



Homes for Sale		Prior Year	Percent Change
July 2024	483	369	+30.9%
August 2024	347	402	-13.7%
September 2024	322	408	-21.1%
October 2024	289	427	-32.3%
November 2024	314	438	-28.3%
December 2024	316	421	-24.9%
January 2025	301	428	-29.7%
February 2025	313	424	-26.2%
March 2025	329	453	-27.4%
April 2025	357	466	-23.4%
May 2025	380	458	-17.0%
June 2025	350	480	-27.1%
12-Month Avg*	342	431	-20.6%

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

Historical Inventory of Homes for Sale by Month

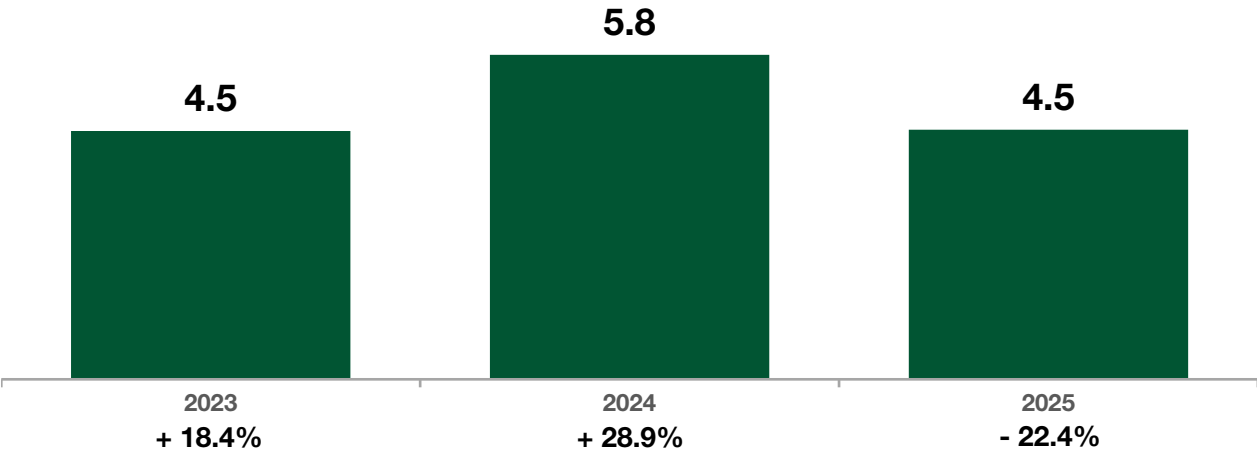


Months Supply of Inventory

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.



June



Months Supply		Prior Year	Percent Change
July 2024	5.8	4.4	+31.8%
August 2024	4.3	4.9	-12.2%
September 2024	4.0	5.0	-20.0%
October 2024	3.6	5.3	-32.1%
November 2024	4.0	5.4	-25.9%
December 2024	4.0	5.1	-21.6%
January 2025	3.9	5.2	-25.0%
February 2025	4.0	5.2	-23.1%
March 2025	4.2	5.6	-25.0%
April 2025	4.5	5.8	-22.4%
May 2025	4.9	5.6	-12.5%
June 2025	4.5	5.8	-22.4%
12-Month Avg*	4.3	5.3	-18.9%

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

Historical Months Supply of Inventory by Month

