

Monthly Indicators



July 2025

U.S. existing-home sales fell 2.7% from the previous month to a seasonally adjusted annual rate of 3.93 million, according to the National Association of REALTORS® (NAR). Sales were unchanged from one year earlier. Regionally, monthly sales declined in the Midwest, Northeast, and South but rose in the West. Year-over-year, sales decreased in the Northeast and West but increased in the South and Midwest.

New Listings were up 23.4 percent to 153. Pending Sales increased 16.7 percent to 105. Inventory shrank 26.7 percent to 354 units.

Prices moved higher as Median Sales Price was up 4.0 percent to \$260,000. Days on Market increased 12.1 percent to 102 days. Months Supply of Inventory was down 22.4 percent to 4.5 months months.

Nationally, the median existing-home sales price rose 2.0% year-over-year to \$435,300, a new monthly high and the 24th consecutive month of annual price gains, according to NAR. Slower sales activity has contributed to rising inventory this year, with 1.53 million properties listed for sale heading into July, a 15.9% increase from the same time last year and equivalent to a 4.7-month supply at the current sales pace.

Quick Facts

- 14.1%	+ 4.0%	- 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

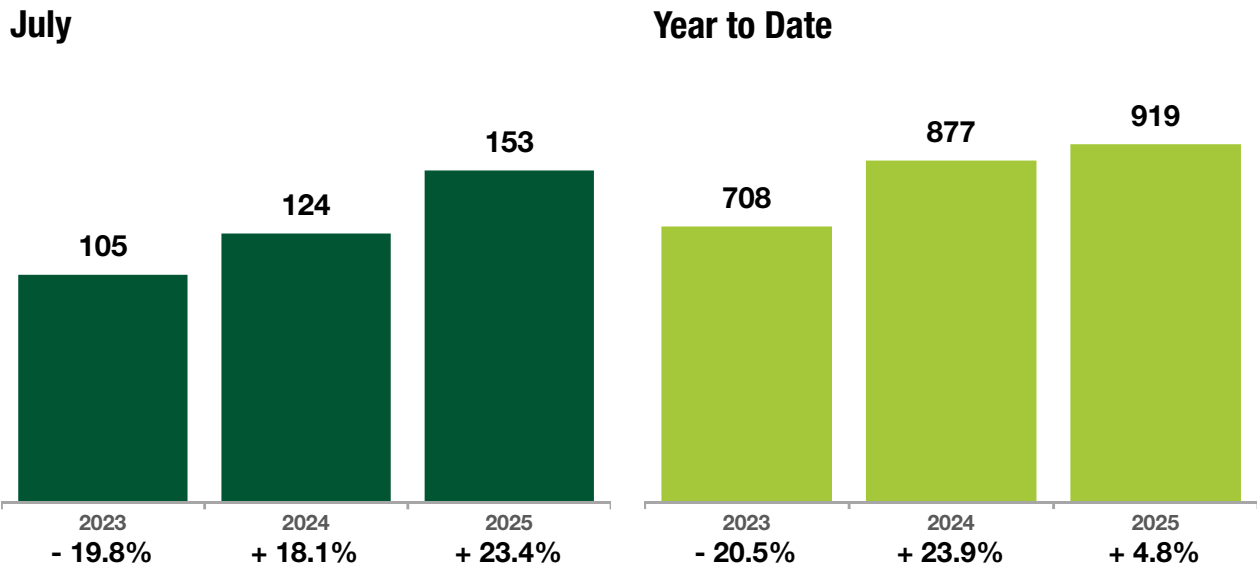
Key market metrics for the current month and year-to-date figures.



Key Metrics	Historical Sparkbars			07-2024	07-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	07-2023	07-2024	07-2025						
New Listings				124	153	+ 23.4%	877	919	+ 4.8%
Pending Sales				90	105	+ 16.7%	616	627	+ 1.8%
Closed Sales				99	85	- 14.1%	571	554	- 3.0%
Days on Market				91	102	+ 12.1%	93	111	+ 19.4%
Median Sales Price				\$250,000	\$260,000	+ 4.0%	\$249,900	\$255,500	+ 2.2%
Average Sales Price				\$268,852	\$287,135	+ 6.8%	\$312,137	\$299,708	- 4.0%
Pct. of List Price Received				97.9%	96.4%	- 1.5%	97.2%	97.1%	- 0.1%
Housing Affordability Index				120	116	- 3.3%	120	118	- 1.7%
Inventory of Homes for Sale				483	354	- 26.7%	--	--	--
Months Supply of Inventory				5.8	4.5	- 22.4%	--	--	--

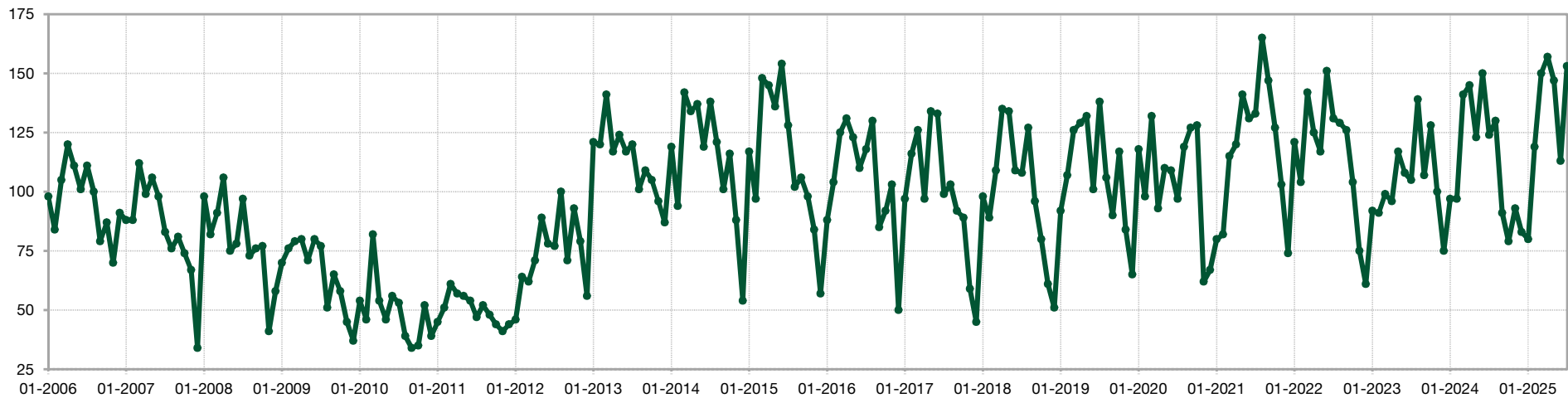
New Listings

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



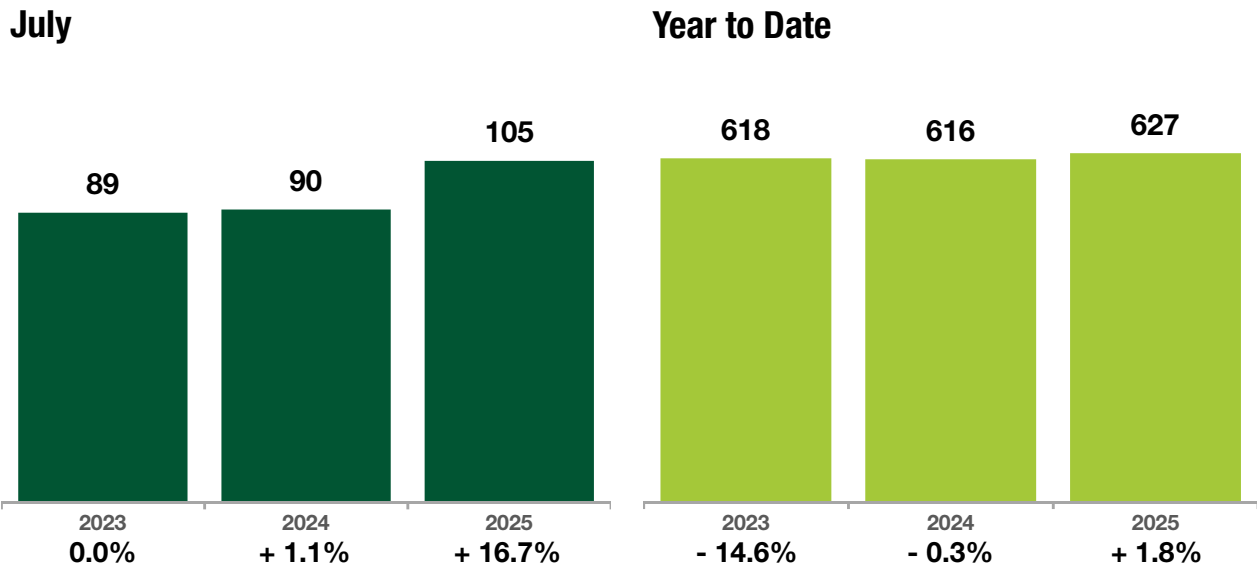
New Listings		Prior Year	Percent Change
August 2024	130	139	-6.5%
September 2024	91	107	-15.0%
October 2024	79	128	-38.3%
November 2024	93	100	-7.0%
December 2024	83	75	+10.7%
January 2025	80	97	-17.5%
February 2025	119	97	+22.7%
March 2025	150	141	+6.4%
April 2025	157	145	+8.3%
May 2025	147	123	+19.5%
June 2025	113	150	-24.7%
July 2025	153	124	+23.4%
12-Month Avg	116	119	-2.3%

Historical New Listings by Month



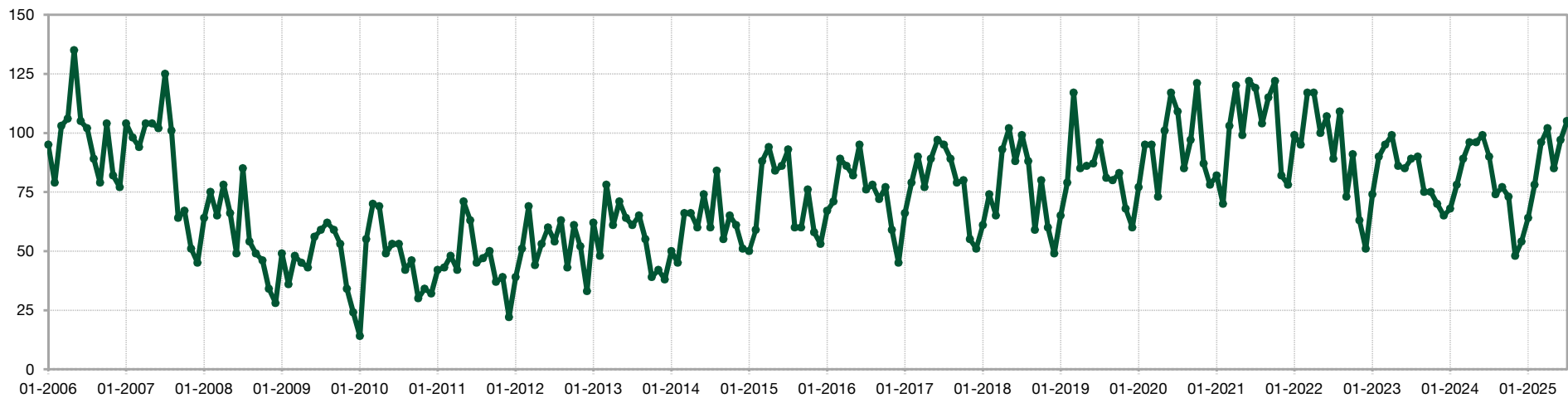
Pending Sales

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



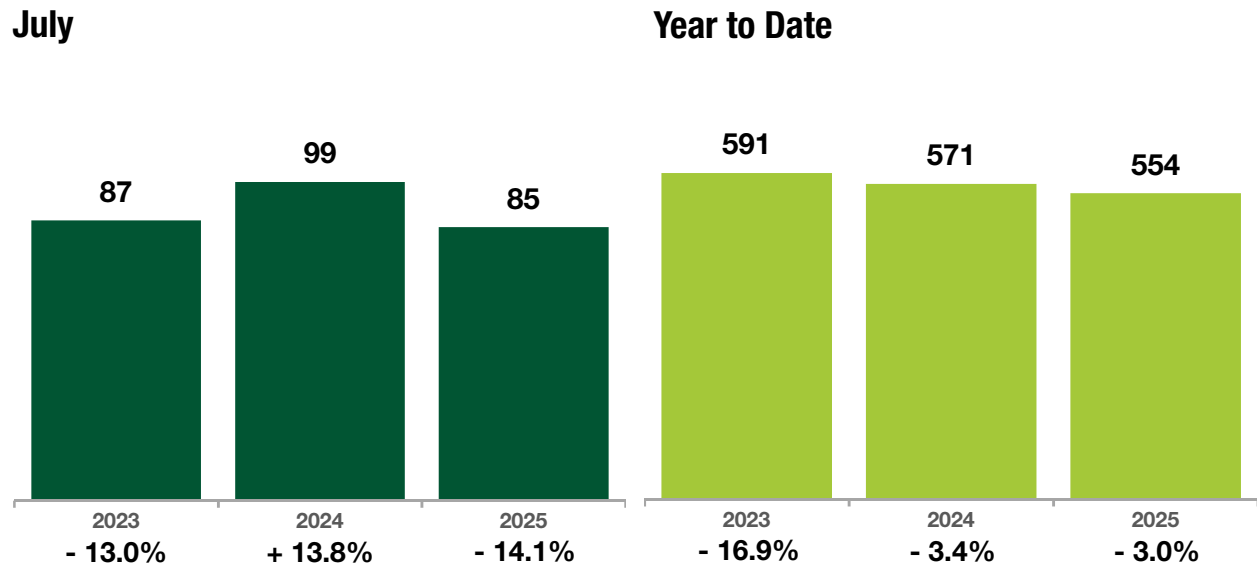
Pending Sales		Prior Year	Percent Change
August 2024	74	90	-17.8%
September 2024	77	75	+2.7%
October 2024	73	75	-2.7%
November 2024	48	70	-31.4%
December 2024	54	65	-16.9%
January 2025	64	68	-5.9%
February 2025	78	78	0.0%
March 2025	96	89	+7.9%
April 2025	102	96	+6.3%
May 2025	85	96	-11.5%
June 2025	97	99	-2.0%
July 2025	105	90	+16.7%
12-Month Avg	79	83	-4.3%

Historical Pending Sales by Month



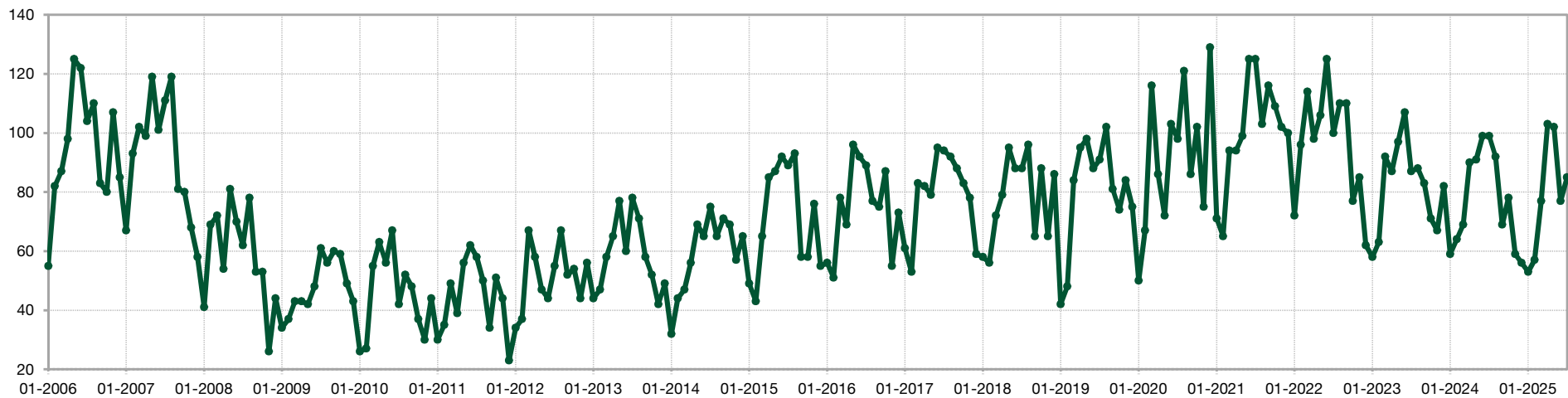
Closed Sales

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



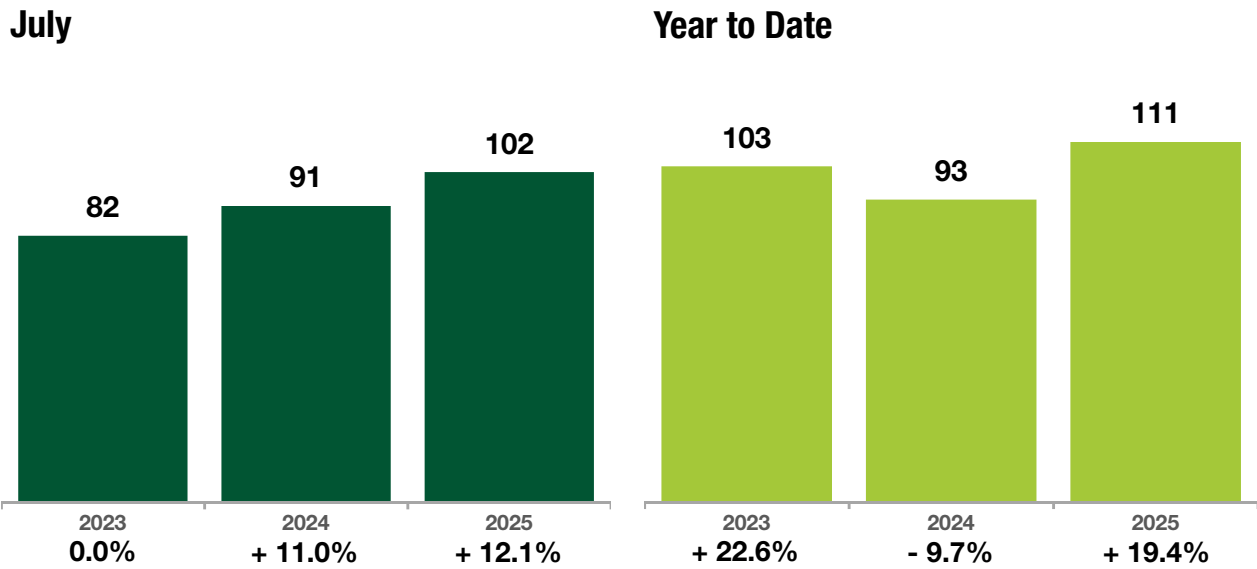
Closed Sales		Prior Year	Percent Change
August 2024	92	88	+4.5%
September 2024	69	83	-16.9%
October 2024	78	71	+9.9%
November 2024	59	67	-11.9%
December 2024	56	82	-31.7%
January 2025	53	59	-10.2%
February 2025	57	64	-10.9%
March 2025	77	69	+11.6%
April 2025	103	90	+14.4%
May 2025	102	91	+12.1%
June 2025	77	99	-22.2%
July 2025	85	99	-14.1%
12-Month Avg	76	80	-5.4%

Historical Closed Sales by Month



Days on Market Until Sale

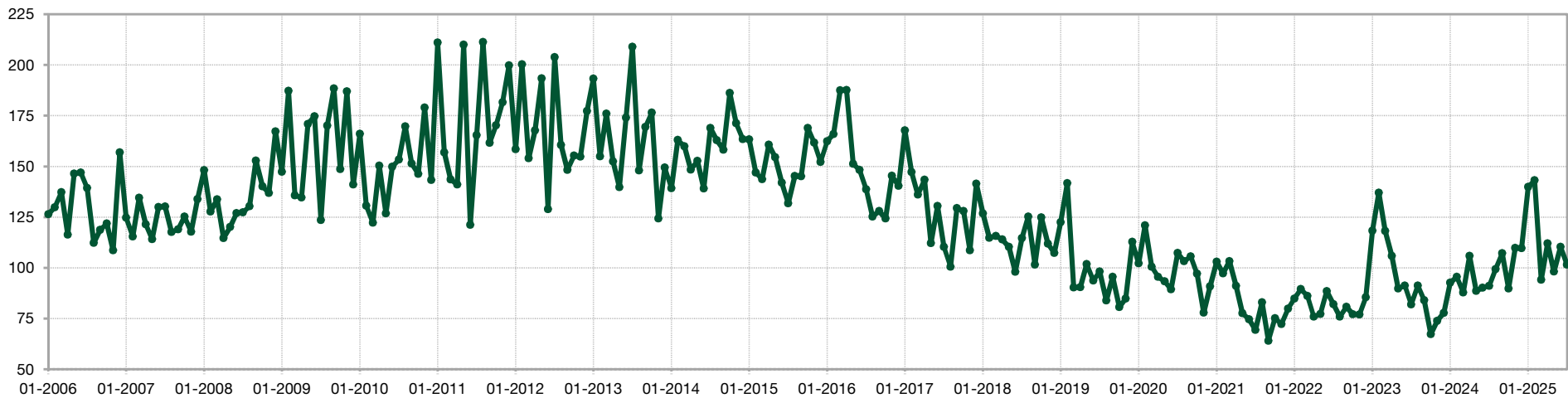
Average number of days between when a property is listed and when an offer is accepted in a given month.



Days on Market		Prior Year	Percent Change
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	94	88	+6.8%
April 2025	112	106	+5.7%
May 2025	98	89	+10.1%
June 2025	110	90	+22.2%
July 2025	102	91	+12.1%
12-Month Avg*	108	88	+22.7%

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

Historical Days on Market Until Sale by Month

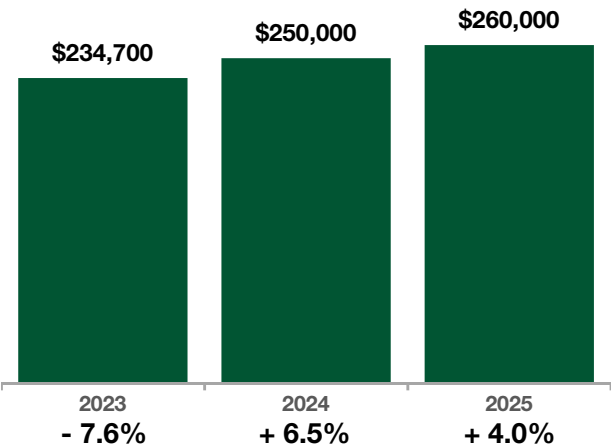


Median Sales Price

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



July



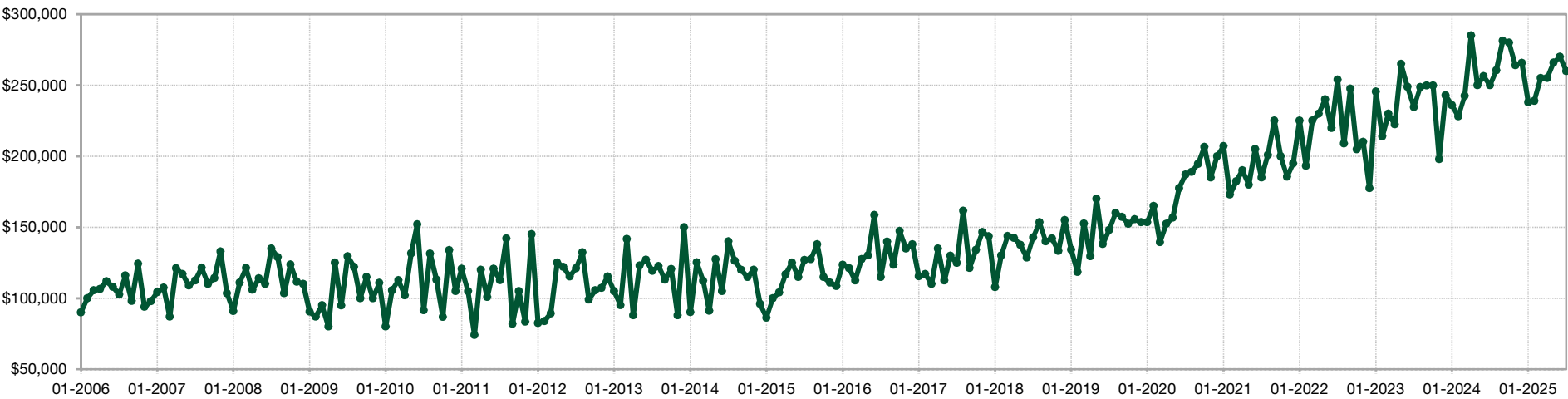
Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$265,900	\$250,000	+6.4%
June 2025	\$270,000	\$256,450	+5.3%
July 2025	\$260,000	\$250,000	+4.0%
12-Month Med*	\$260,000	\$245,000	+6.1%

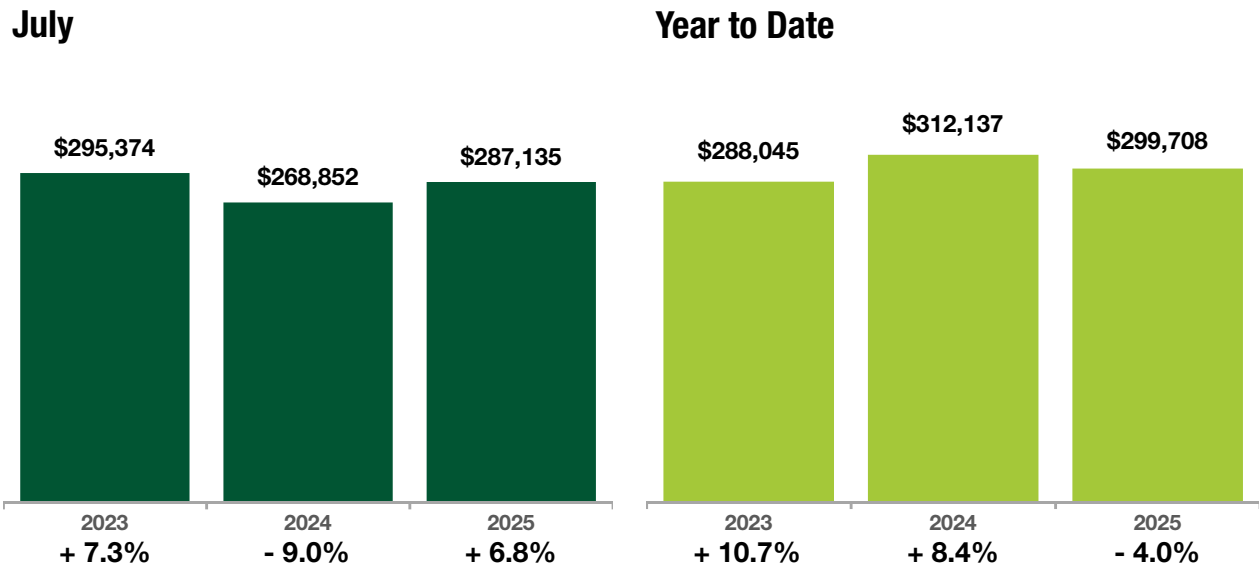
* Median Sales Price of all properties from August 2024 through July 2025. This is not the median of the individual figures above.

Historical Median Sales Price by Month



Average Sales Price

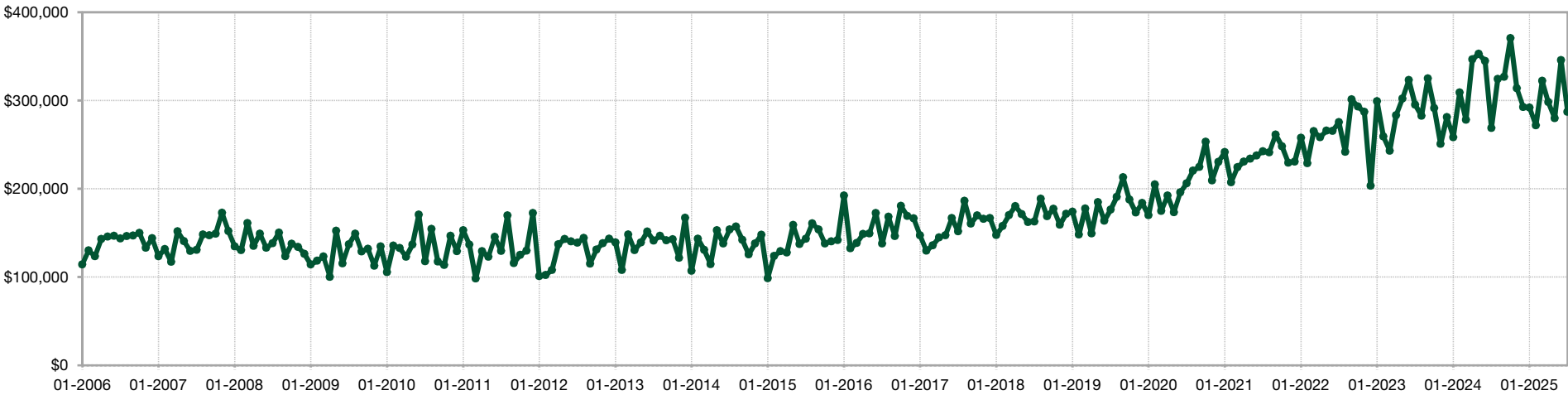
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



Avg. Sales Price		Prior Year	Percent Change
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	\$322,229	\$278,123	+15.9%
April 2025	\$298,280	\$346,663	-14.0%
May 2025	\$279,850	\$352,781	-20.7%
June 2025	\$345,626	\$344,722	+0.3%
July 2025	\$287,135	\$268,852	+6.8%
12-Month Avg*	\$310,416	\$302,073	+2.8%

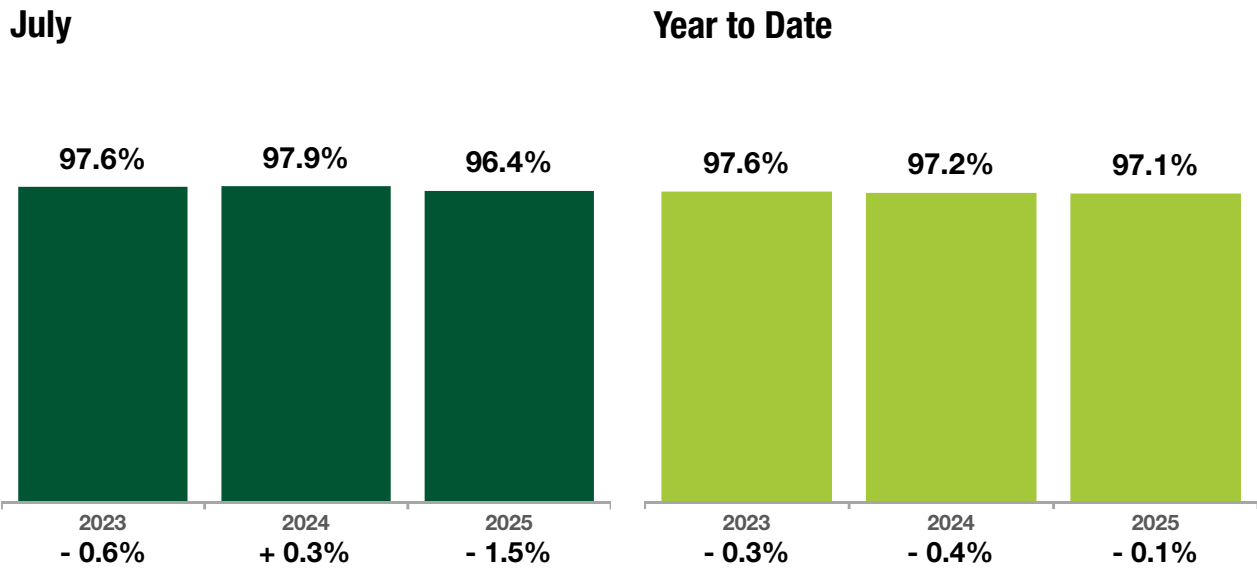
* Avg. Sales Price of all properties from August 2024 through July 2025. This is not the average of the individual figures above.

Historical Average Sales Price by Month



Percent of List Price Received

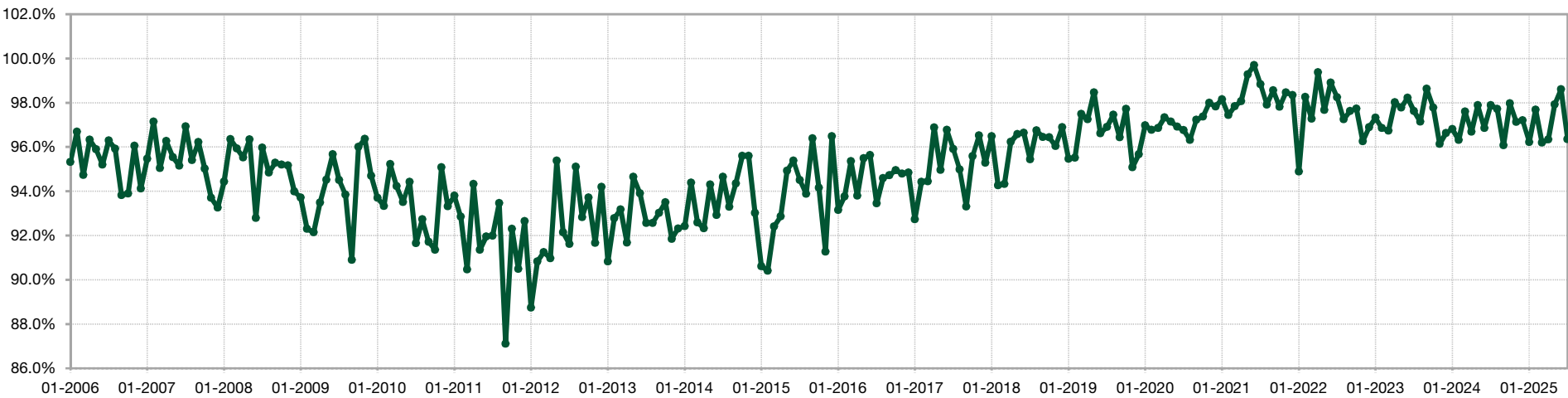
Percentage found when dividing a property’s sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



Pct. of List Price Received		Prior Year	Percent Change
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	96.3%	96.7%	-0.4%
May 2025	97.9%	97.9%	0.0%
June 2025	98.6%	96.9%	+1.8%
July 2025	96.4%	97.9%	-1.5%
12-Month Avg*		97.1%	-0.1%

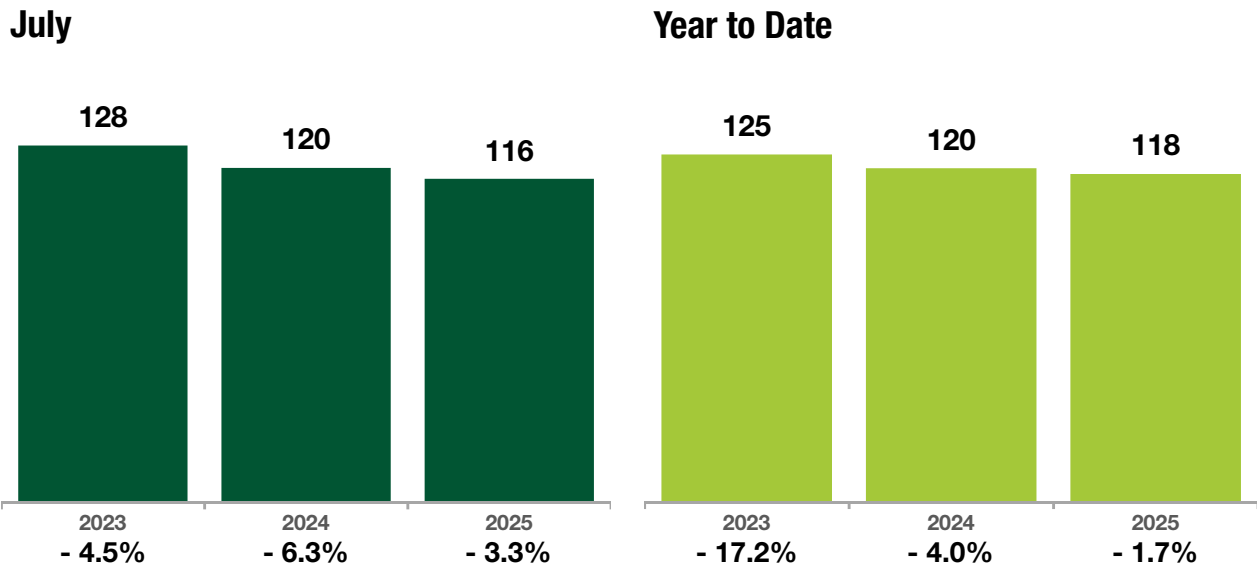
* Average Pct. of List Price Received for all properties from August 2024 through July 2025. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



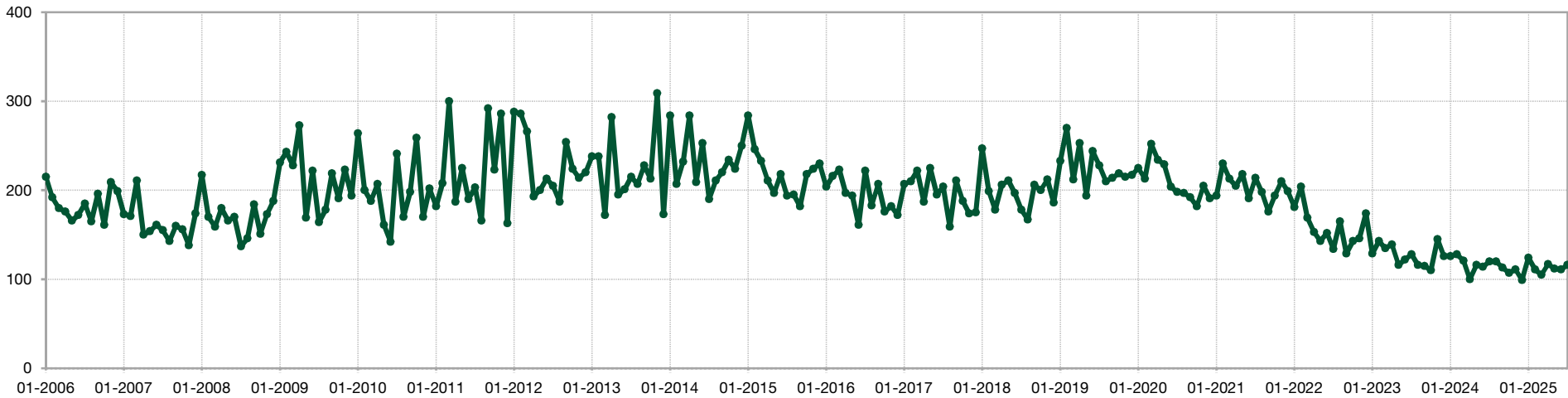
Housing Affordability Index

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
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	112	116	-3.4%
June 2025	111	114	-2.6%
July 2025	116	120	-3.3%
12-Month Avg	112	120	-6.3%

Historical Housing Affordability Index by Month

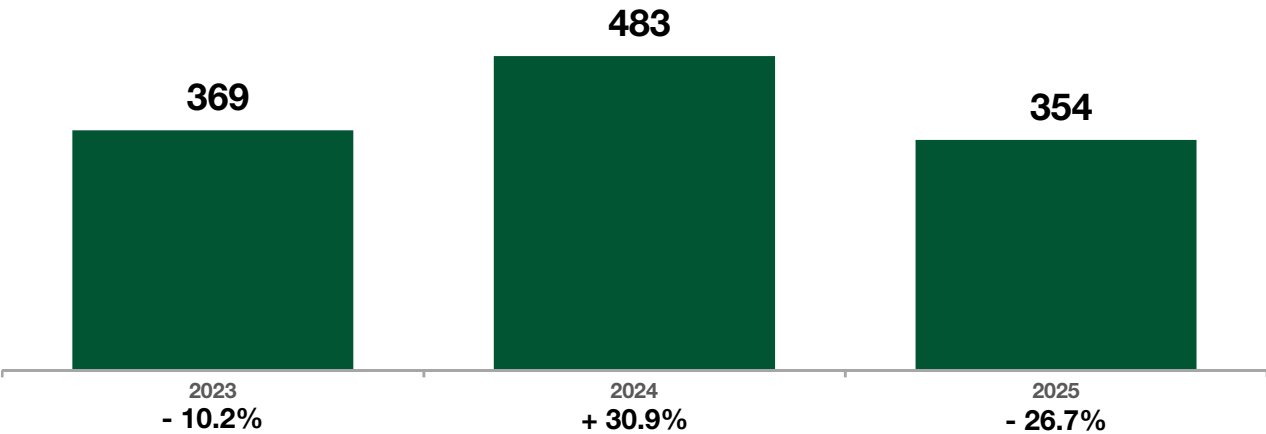


Inventory of Homes for Sale

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



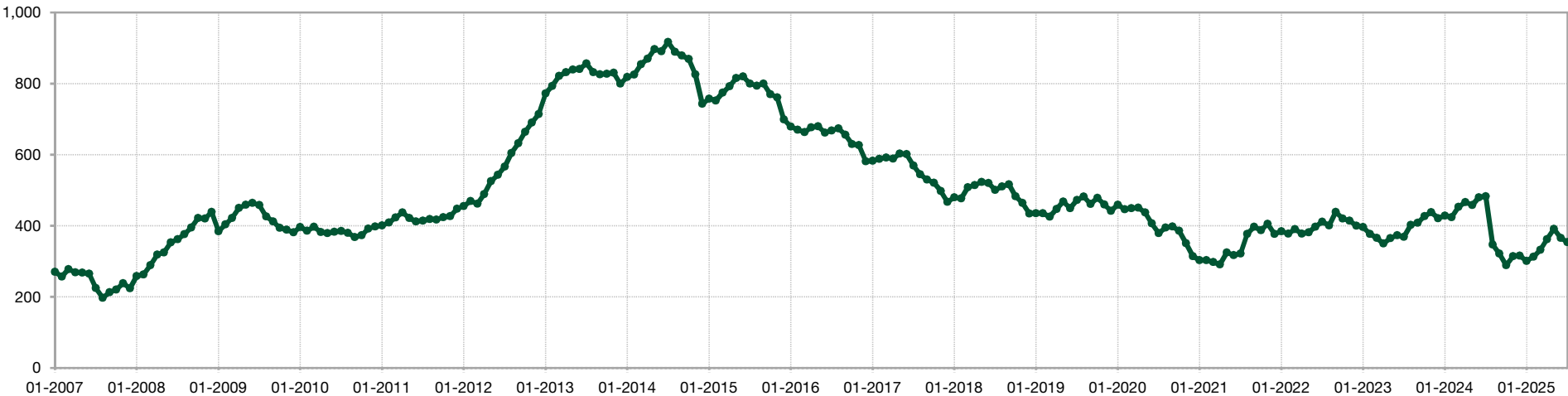
July



Homes for Sale		Prior Year	Percent Change
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	332	453	-26.7%
April 2025	362	466	-22.3%
May 2025	391	458	-14.6%
June 2025	366	480	-23.8%
July 2025	354	483	-26.7%
12-Month Avg*	334	441	-24.3%

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

Historical Inventory of Homes for Sale by Month

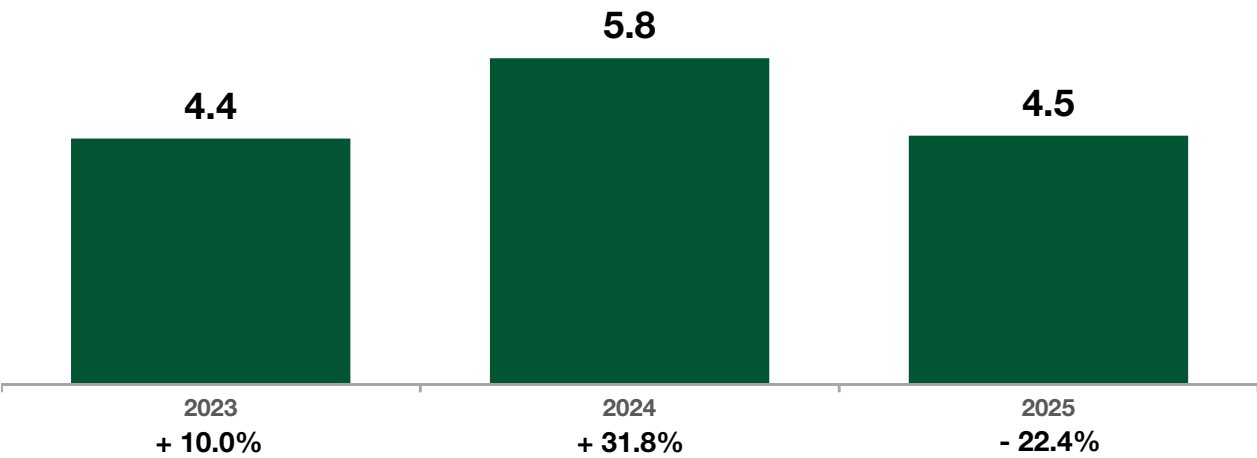


Months Supply of Inventory

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.



July



Months Supply		Prior Year	Percent Change
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	4.6	5.8	-20.7%
May 2025	5.0	5.6	-10.7%
June 2025	4.7	5.8	-19.0%
July 2025	4.5	5.8	-22.4%
12-Month Avg*	4.2	5.4	-22.2%

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

Historical Months Supply of Inventory by Month

