

Monthly Indicators



August 2025

U.S. existing-home sales rose 2.0% month-over-month and 0.8% year-over-year to a seasonally adjusted annual rate of 4.01 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast a rate of 3.92 million units. Regionally, sales increased on a monthly basis in the West, South, and Northeast, but declined in the Midwest.

New Listings were down 7.7 percent to 120. Pending Sales increased 51.4 percent to 112. Inventory shrank 1.1 percent to 344 units.

Prices moved higher as Median Sales Price was up 3.4 percent to \$269,200. Days on Market decreased 2.0 percent to 97 days. Months Supply of Inventory was down 2.3 percent to 4.2 months months.

Nationally, 1.55 million units were listed for sale heading into August, up 0.6% from the previous month and 15.7% higher than the same time last year, representing a 4.6-month supply at the current sales pace, according to NAR. Inventory is now at its highest level since May 2020, a shift that has helped slow price growth in many markets. As a result, the national median existing-home sales price edged up just 0.2% year-over-year to \$422,400.

Quick Facts

+ 6.5%	+ 3.4%	- 2.3%
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.



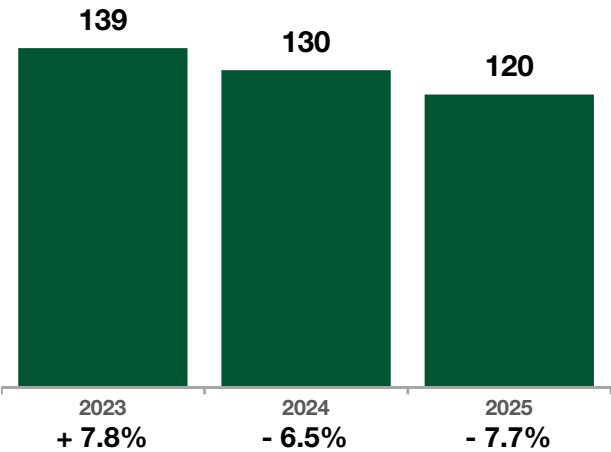
Key Metrics	Historical Sparkbars			08-2024	08-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	08-2023	08-2024	08-2025						
New Listings				130	120	- 7.7%	1,008	1,045	+ 3.7%
Pending Sales				74	112	+ 51.4%	690	739	+ 7.1%
Closed Sales				92	98	+ 6.5%	665	657	- 1.2%
Days on Market				99	97	- 2.0%	94	109	+ 16.0%
Median Sales Price				\$260,450	\$269,200	+ 3.4%	\$250,000	\$256,450	+ 2.6%
Average Sales Price				\$324,434	\$324,987	+ 0.2%	\$313,417	\$302,972	- 3.3%
Pct. of List Price Received				97.7%	96.2%	- 1.5%	97.3%	96.9%	- 0.4%
Housing Affordability Index				120	114	- 5.0%	125	119	- 4.8%
Inventory of Homes for Sale				348	344	- 1.1%	--	--	--
Months Supply of Inventory				4.3	4.2	- 2.3%	--	--	--

New Listings

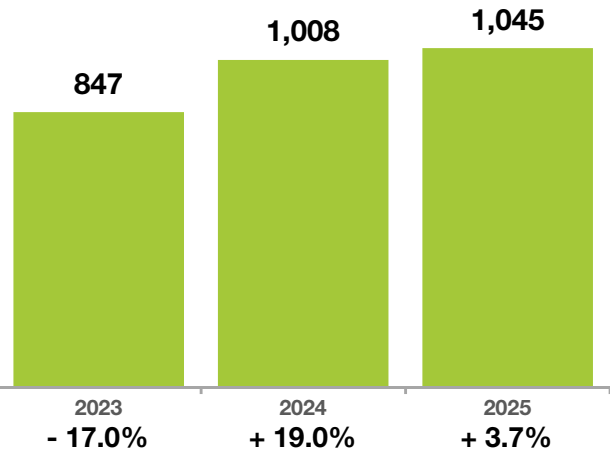
A count of the properties that have been newly listed on the market in a given month.



August

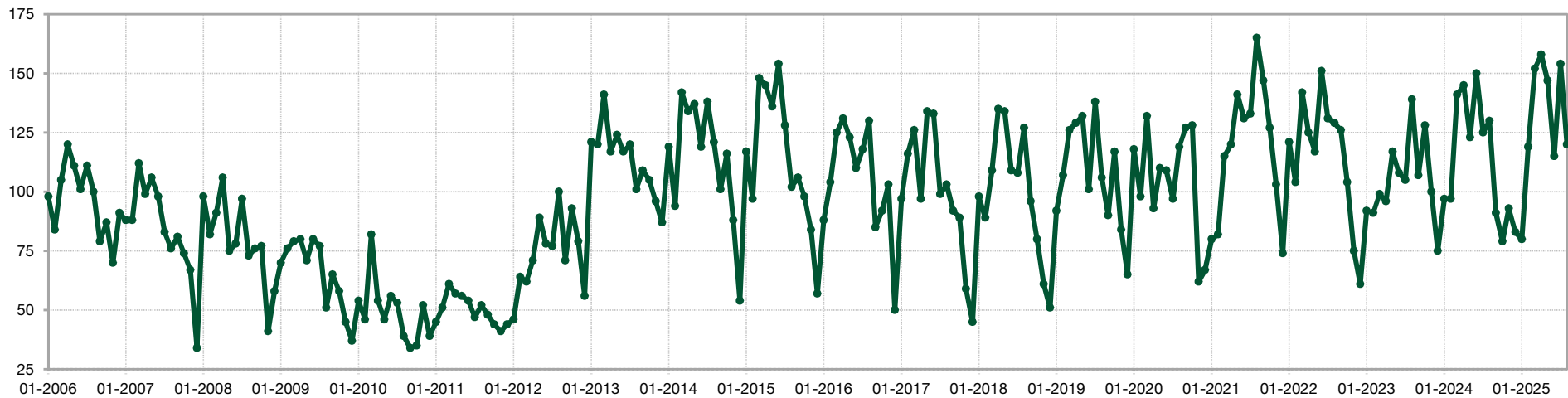


Year to Date



New Listings		Prior Year	Percent Change
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	152	141	+7.8%
April 2025	158	145	+9.0%
May 2025	147	123	+19.5%
June 2025	115	150	-23.3%
July 2025	154	125	+23.2%
August 2025	120	130	-7.7%
12-Month Avg	116	118	-1.8%

Historical New Listings by Month

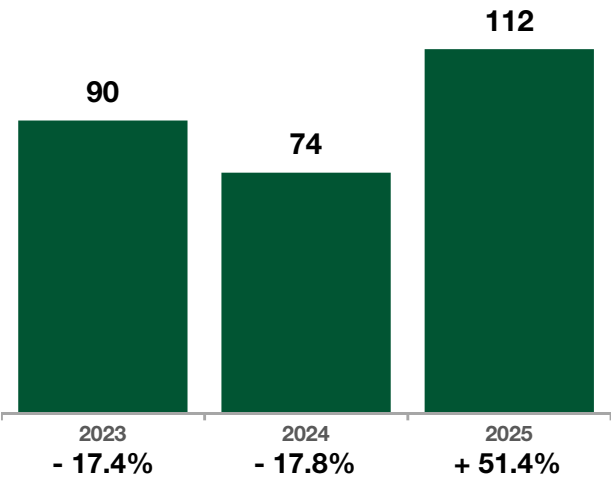


Pending Sales

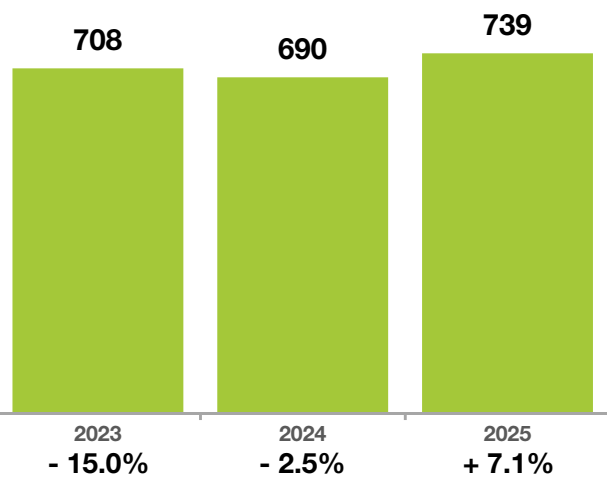
A count of the properties on which offers have been accepted in a given month.



August

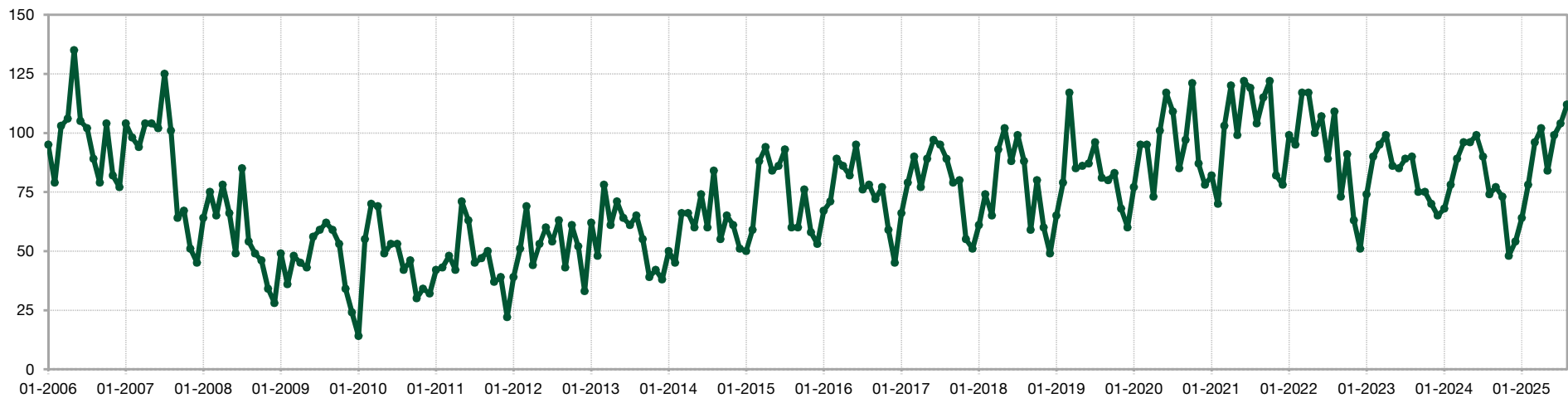


Year to Date



Pending Sales		Prior Year	Percent Change
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	84	96	-12.5%
June 2025	99	99	0.0%
July 2025	104	90	+15.6%
August 2025	112	74	+51.4%
12-Month Avg	83	81	+2.0%

Historical Pending Sales by Month

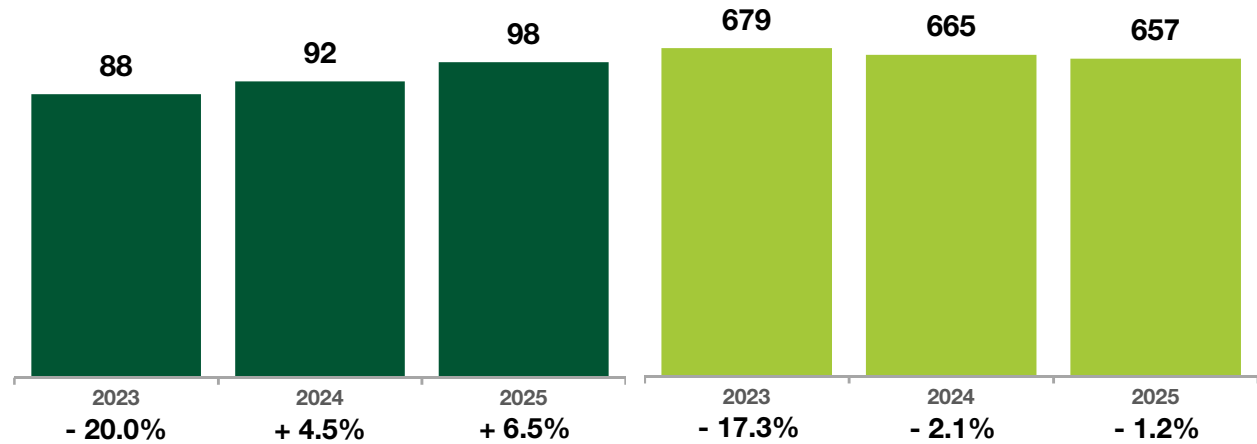


Closed Sales

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

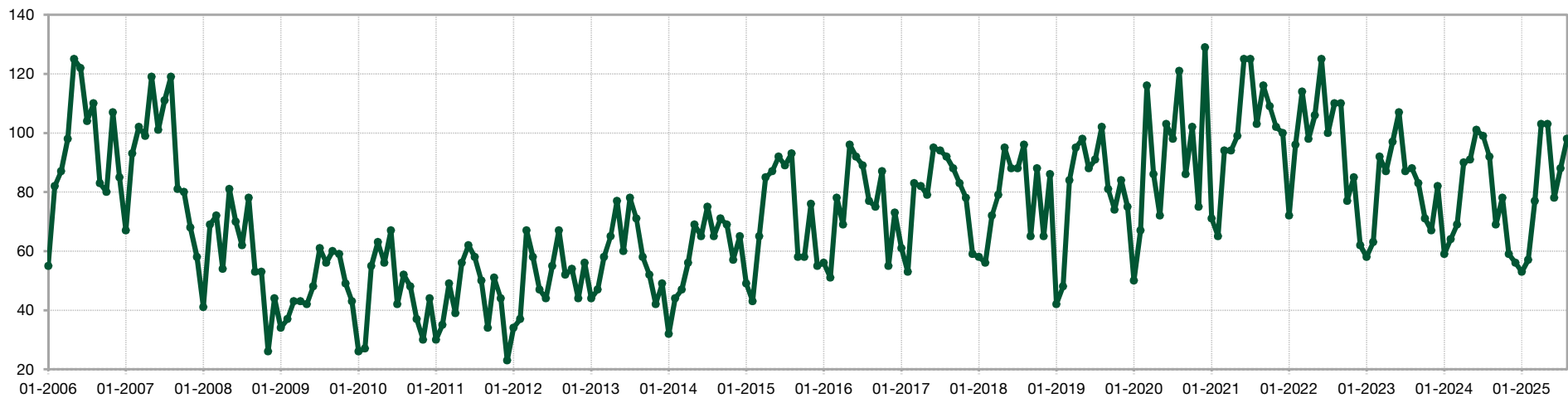


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Closed Sales		Prior Year	Percent Change
September 2024	69	83	-16.9%
October 2024	78	71	+9.9%
November 2024	59	67	-11.9%
December 2024	56	82	-31.7%
January 2025	53	59	-10.2%
February 2025	57	64	-10.9%
March 2025	77	69	+11.6%
April 2025	103	90	+14.4%
May 2025	103	91	+13.2%
June 2025	78	101	-22.8%
July 2025	88	99	-11.1%
August 2025	98	92	+6.5%
12-Month Avg	77	81	-5.5%

Historical Closed Sales by Month

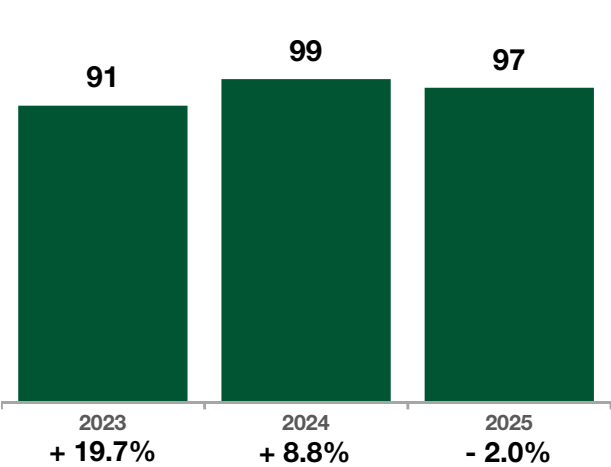


Days on Market Until Sale

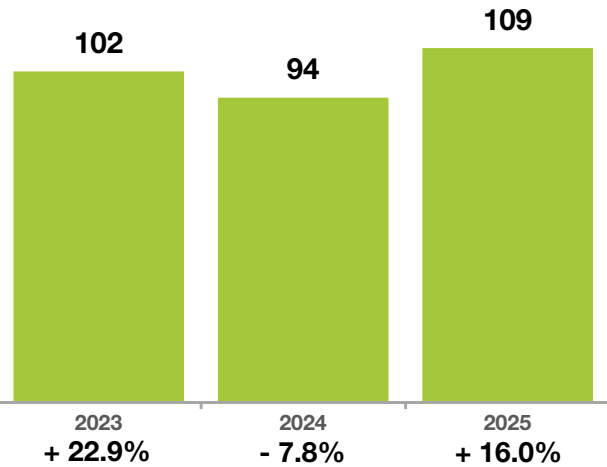
Average number of days between when a property is listed and when an offer is accepted in a given month.



August



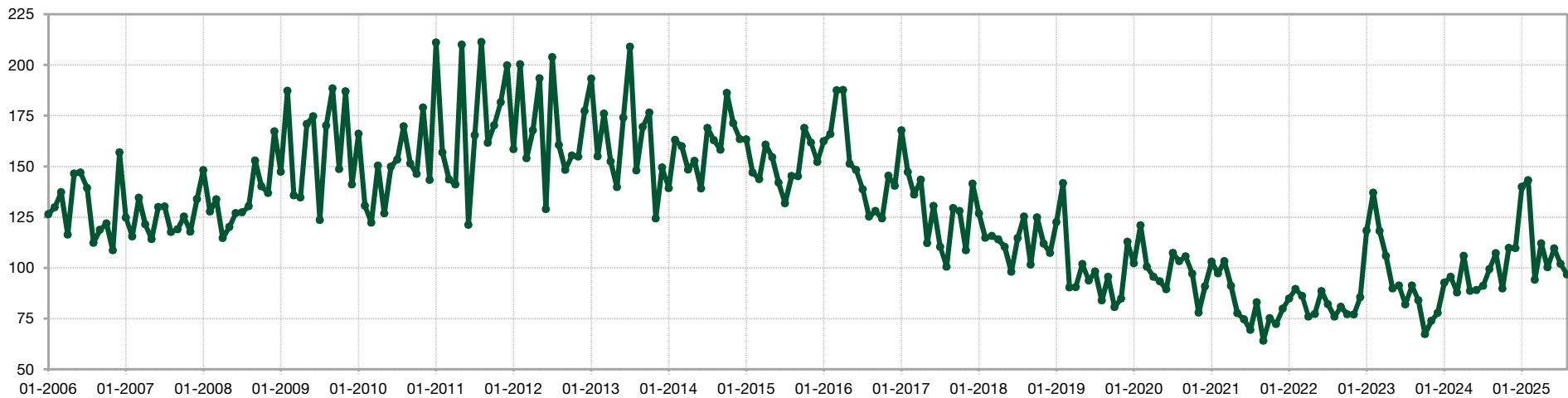
Year to Date



Days on Market		Prior Year	Percent Change
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	100	89	+12.4%
June 2025	110	89	+23.6%
July 2025	102	91	+12.1%
August 2025	97	99	-2.0%
12-Month Avg*	107	88	+21.6%

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

Historical Days on Market Until Sale by Month

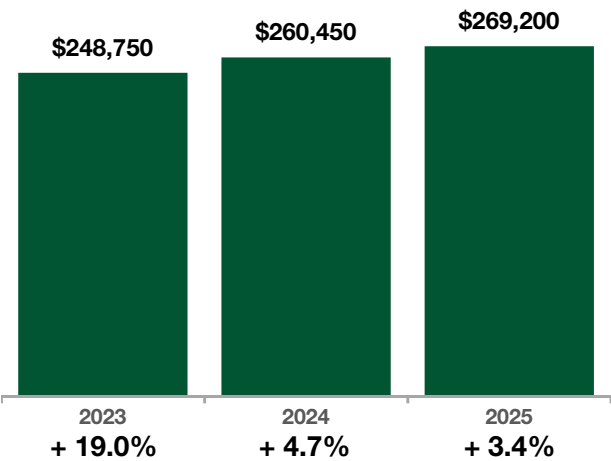


Median Sales Price

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



August



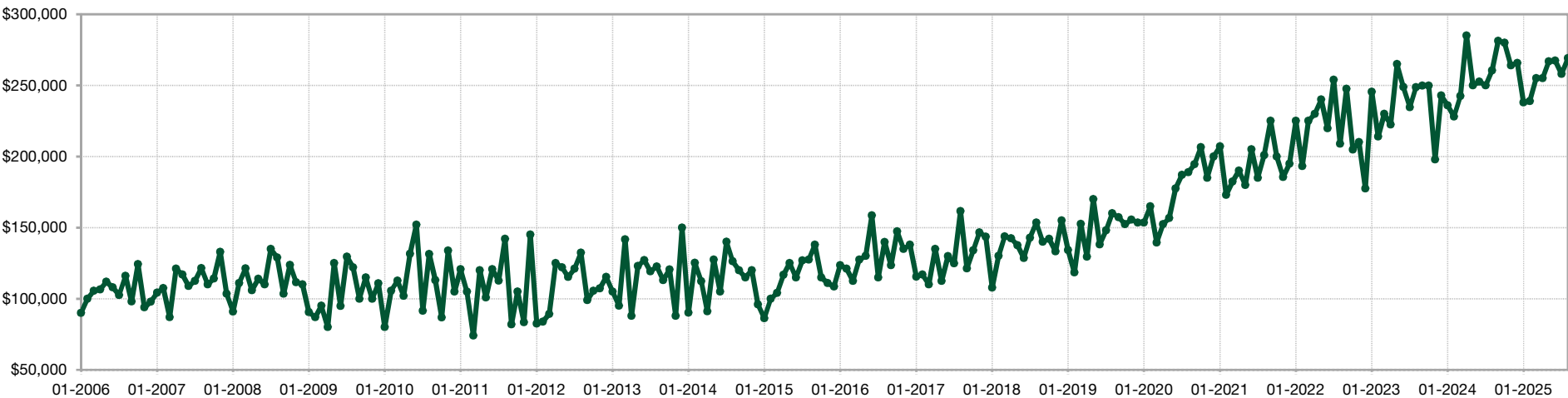
Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$266,900	\$250,000	+6.8%
June 2025	\$267,500	\$252,700	+5.9%
July 2025	\$258,000	\$250,000	+3.2%
August 2025	\$269,200	\$260,450	+3.4%
12-Month Med*	\$260,000	\$246,000	+5.7%

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

Historical Median Sales Price by Month

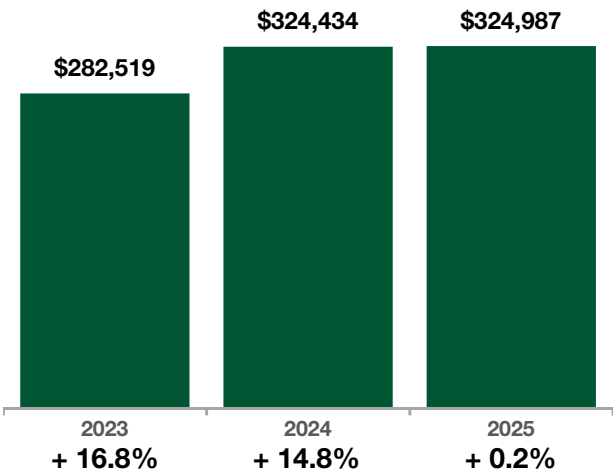


Average Sales Price

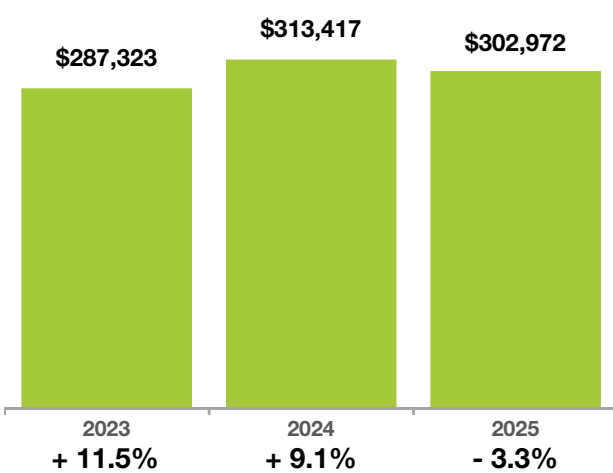
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



August



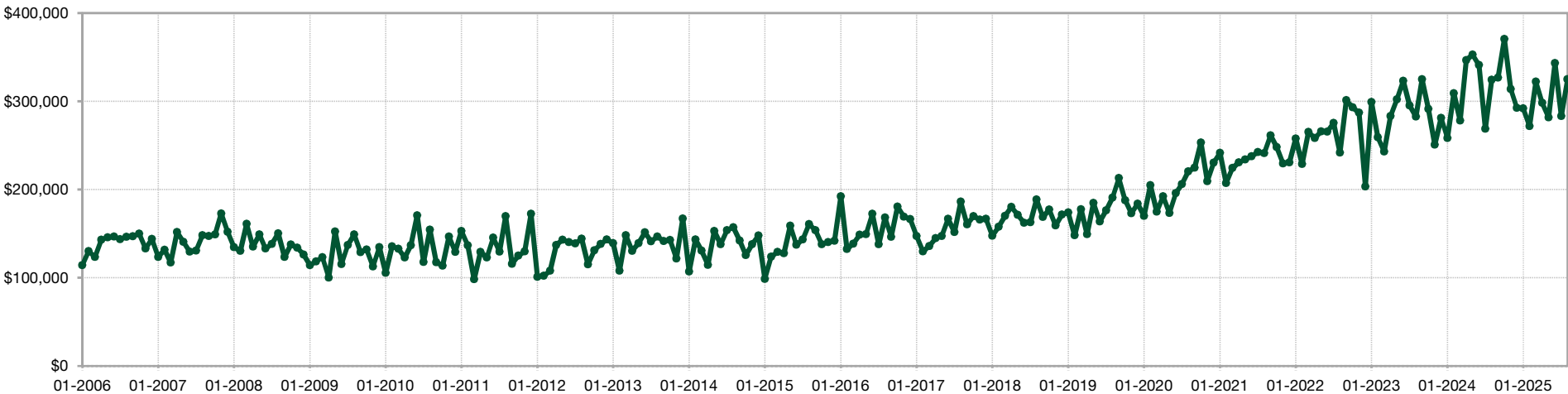
Year to Date



Avg. Sales Price		Prior Year	Percent Change
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	\$281,744	\$352,781	-20.1%
June 2025	\$343,439	\$341,258	+0.6%
July 2025	\$283,171	\$268,852	+5.3%
August 2025	\$324,987	\$324,434	+0.2%
12-Month Avg*	\$310,107	\$305,713	+1.4%

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

Historical Average Sales Price by Month

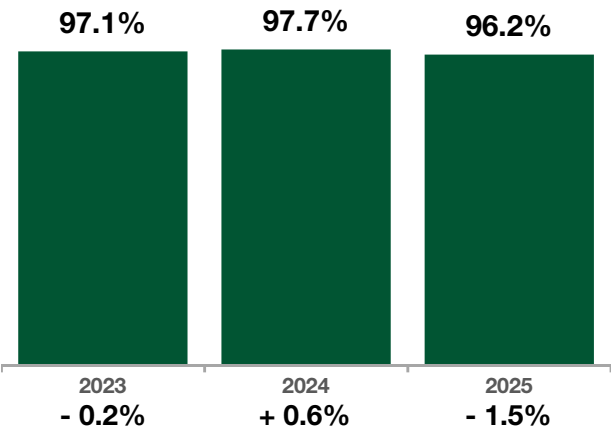


Percent of List Price Received

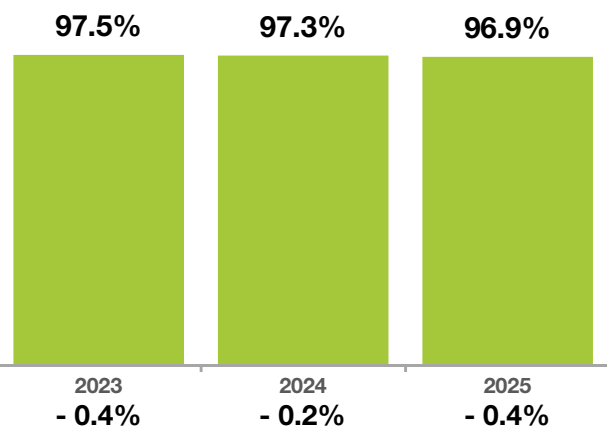
Percentage found when dividing a property’s sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



August



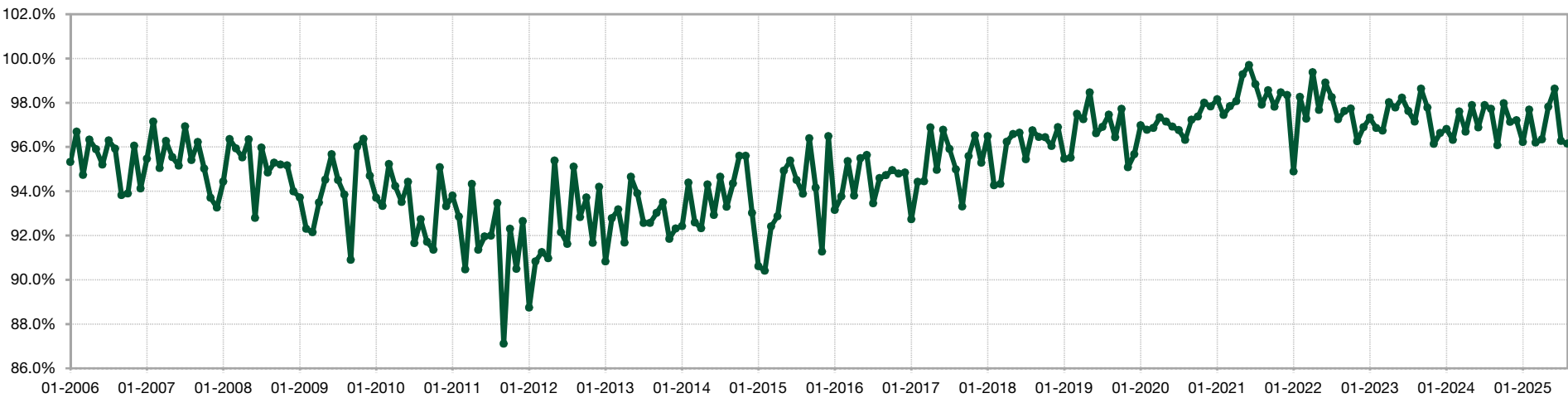
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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	97.8%	97.9%	-0.1%
June 2025	98.6%	96.9%	+1.8%
July 2025	96.3%	97.9%	-1.6%
August 2025	96.2%	97.7%	-1.5%
12-Month Avg*	97.0%	97.3%	-0.3%

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

Historical Percent of List Price Received by Month

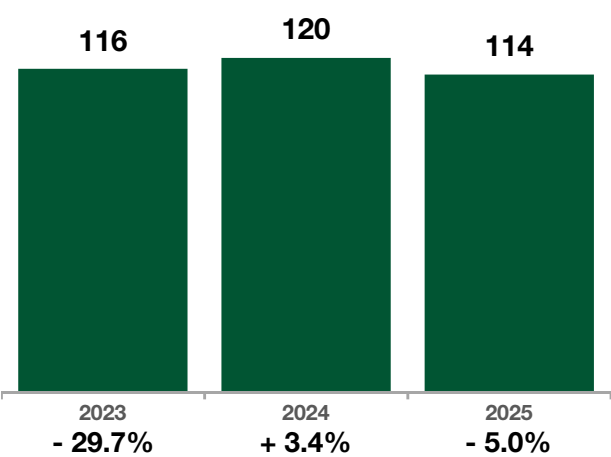


Housing Affordability Index

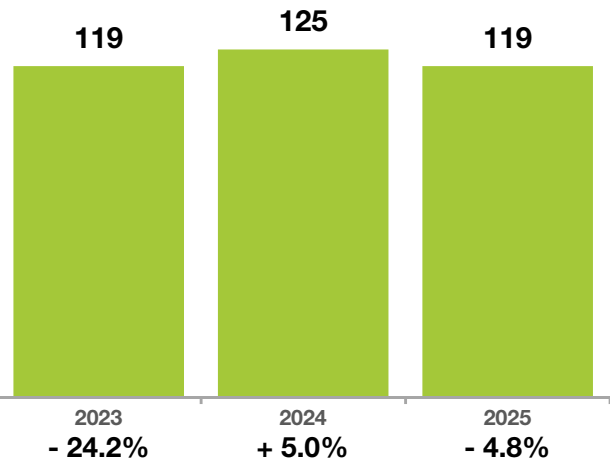
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



August

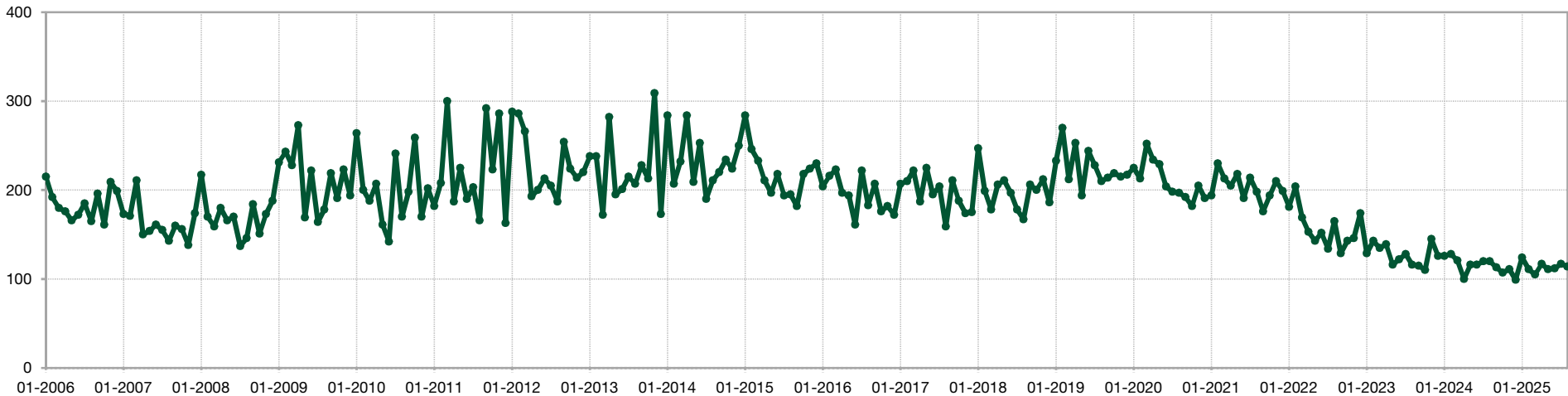


Year to Date



	Affordability Index	Prior Year	Percent Change
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	112	116	-3.4%
July 2025	117	120	-2.5%
August 2025	114	120	-5.0%
12-Month Avg	112	120	-7.1%

Historical Housing Affordability Index by Month

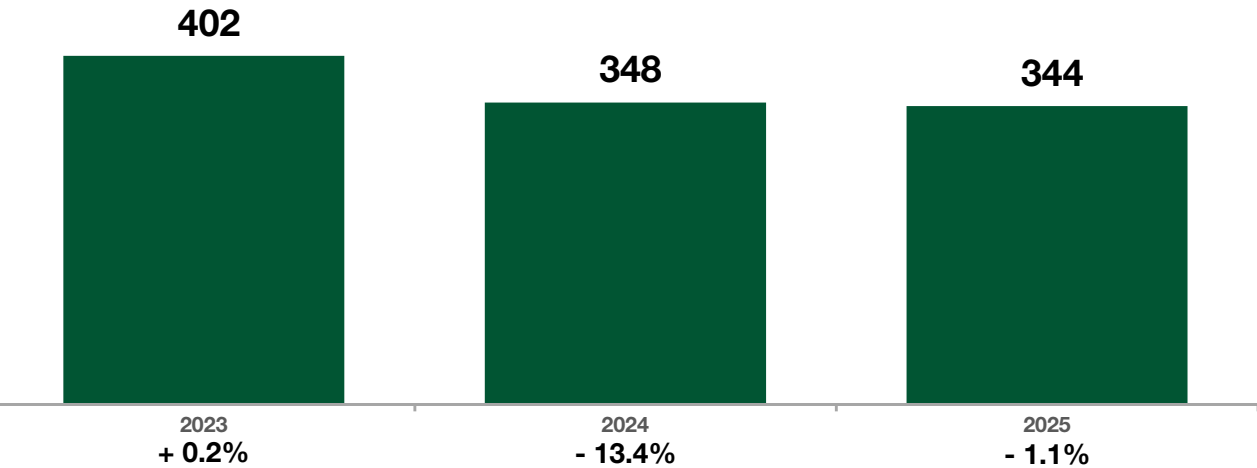


Inventory of Homes for Sale

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



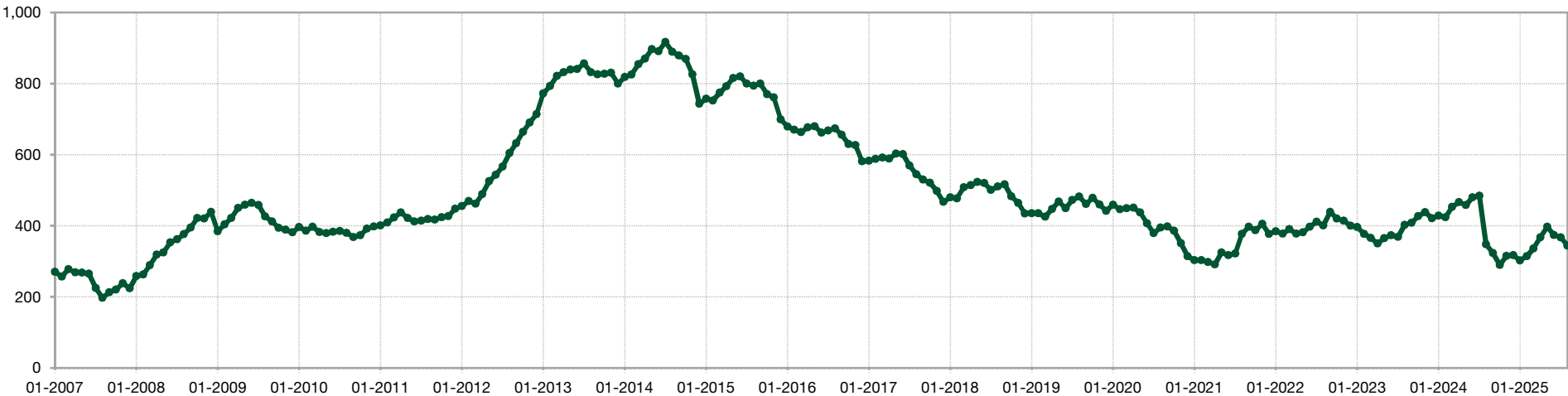
August



Homes for Sale		Prior Year	Percent Change
September 2024	323	408	-20.8%
October 2024	290	427	-32.1%
November 2024	315	438	-28.1%
December 2024	317	421	-24.7%
January 2025	302	428	-29.4%
February 2025	314	424	-25.9%
March 2025	336	453	-25.8%
April 2025	367	466	-21.2%
May 2025	397	458	-13.3%
June 2025	374	480	-22.1%
July 2025	367	484	-24.2%
August 2025	344	348	-1.1%
12-Month Avg*	337	436	-22.7%

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

Historical Inventory of Homes for Sale by Month

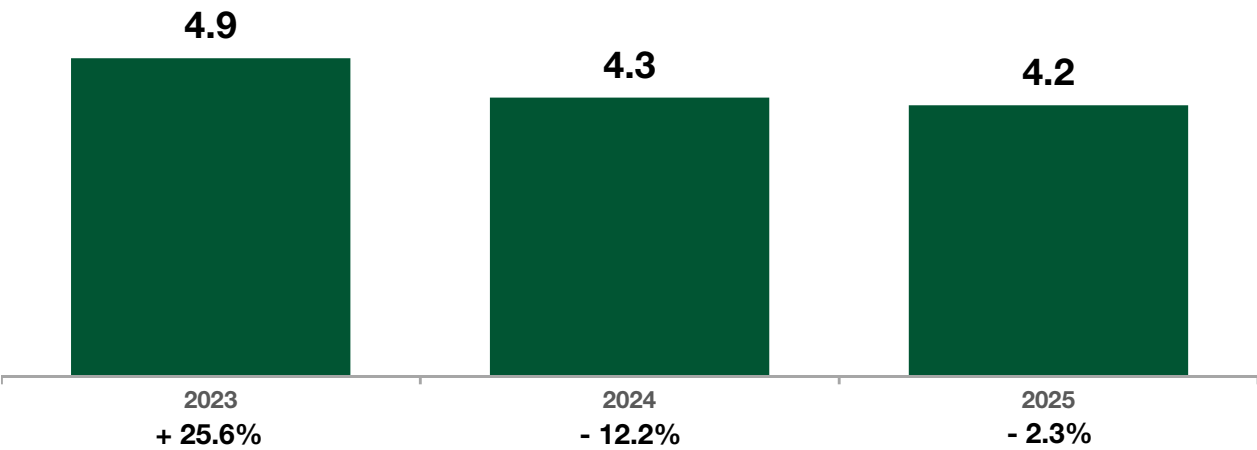


Months Supply of Inventory

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.



August



Months Supply		Prior Year	Percent Change
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	4.3	5.6	-23.2%
April 2025	4.6	5.8	-20.7%
May 2025	5.1	5.6	-8.9%
June 2025	4.8	5.8	-17.2%
July 2025	4.6	5.9	-22.0%
August 2025	4.2	4.3	-2.3%
12-Month Avg*	4.2	5.3	-20.8%

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

Historical Months Supply of Inventory by Month

