

Monthly Indicators



January 2025

U.S. existing-home sales advanced for the third straight month, climbing 2.2% to a seasonally adjusted annual rate of 4.24 million units, a 10-month high, according to the National Association of REALTORS® (NAR). Sales were up 9.3% year-over-year, driven largely by purchases of homes priced \$500,000 and above. Month-over-month, sales rose in the South, Northeast, and the West but fell in the Midwest, with all four regions reporting year-over-year gains.

New Listings were down 19.4 percent to 79. Pending Sales decreased 4.4 percent to 65. Inventory shrank 38.3 percent to 264 units.

Prices moved lower as Median Sales Price was down 1.0 percent to \$238,000. Days on Market increased 50.0 percent to 141 days. Months Supply of Inventory was down 34.6 percent to 3.4 months months.

According to NAR, total housing inventory was 1.15 million units heading into January, a 13.5% decrease from the previous month but a 16.2% increase from the same period one year earlier, for a 3.3-month supply at the current sales pace. Housing supply remains down compared to pre-pandemic levels, and the limited number of homes on the market continues to push sales prices higher nationwide, with the median existing-home price rising 6% year-over-year to \$404,400.

Quick Facts

- 12.1%	- 1.0%	- 34.6%
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.



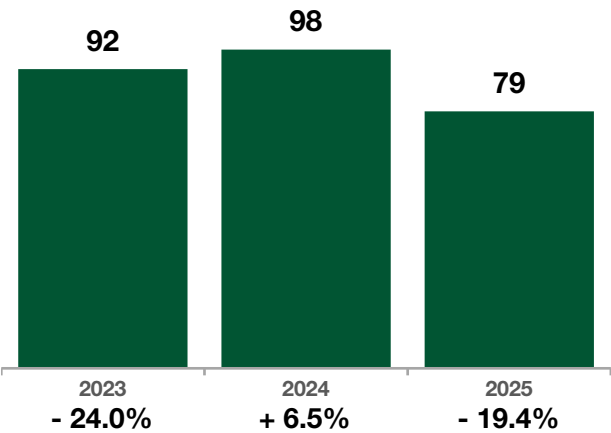
Key Metrics	Historical Sparkbars			01-2024	01-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	01-2023	01-2024	01-2025						
New Listings				98	79	- 19.4%	98	79	- 19.4%
Pending Sales				68	65	- 4.4%	68	65	- 4.4%
Closed Sales				58	51	- 12.1%	58	51	- 12.1%
Days on Market				94	141	+ 50.0%	94	141	+ 50.0%
Median Sales Price				\$240,450	\$238,000	- 1.0%	\$240,450	\$238,000	- 1.0%
Average Sales Price				\$260,197	\$295,559	+ 13.6%	\$260,197	\$295,559	+ 13.6%
Pct. of List Price Received				96.7%	96.3%	- 0.4%	96.7%	96.3%	- 0.4%
Housing Affordability Index				124	124	0.0%	124	124	0.0%
Inventory of Homes for Sale				428	264	- 38.3%	--	--	--
Months Supply of Inventory				5.2	3.4	- 34.6%	--	--	--

New Listings

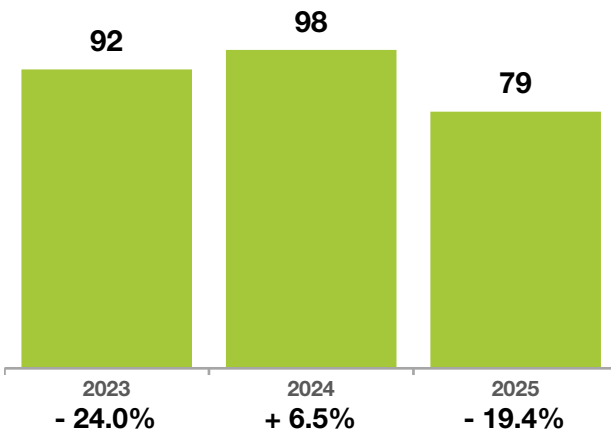
A count of the properties that have been newly listed on the market in a given month.



January

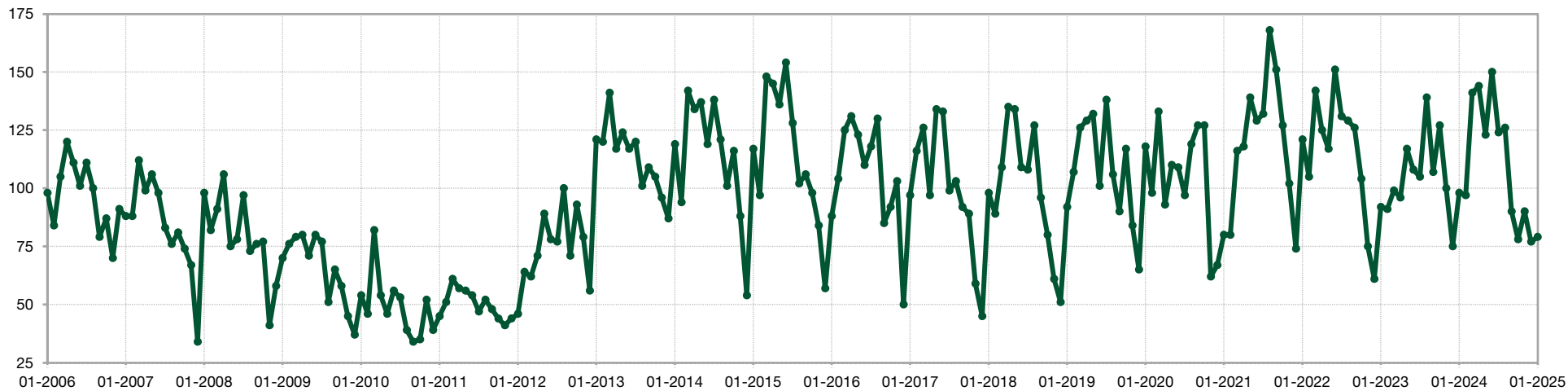


Year to Date



New Listings		Prior Year	Percent Change
February 2024	97	91	+6.6%
March 2024	141	99	+42.4%
April 2024	144	96	+50.0%
May 2024	123	117	+5.1%
June 2024	150	108	+38.9%
July 2024	124	105	+18.1%
August 2024	126	139	-9.4%
September 2024	90	107	-15.9%
October 2024	78	127	-38.6%
November 2024	90	100	-10.0%
December 2024	77	75	+2.7%
January 2025	79	98	-19.4%
12-Month Avg	110	105	+4.7%

Historical New Listings by Month

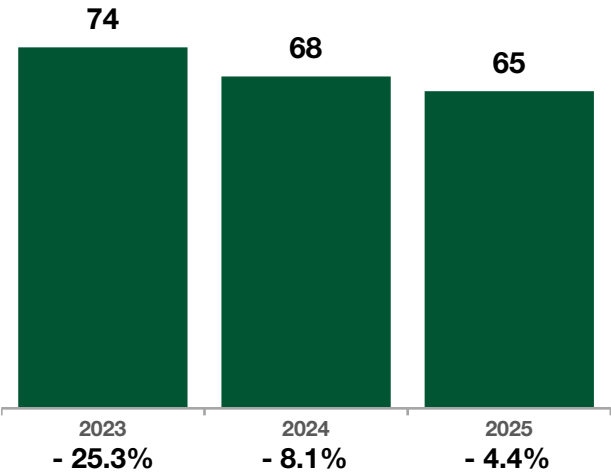


Pending Sales

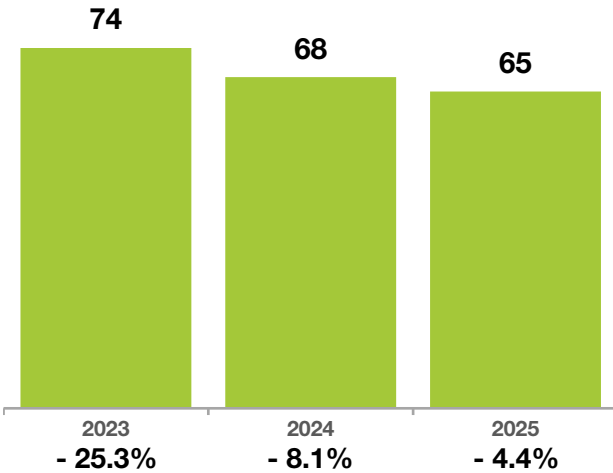
A count of the properties on which offers have been accepted in a given month.



January

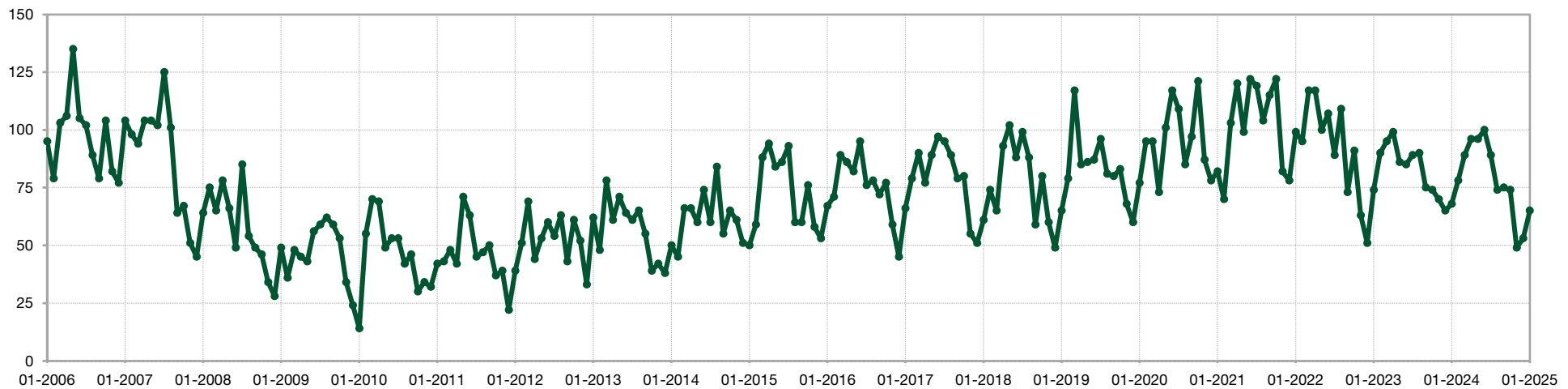


Year to Date



Pending Sales		Prior Year	Percent Change
February 2024	78	90	-13.3%
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	89	89	0.0%
August 2024	74	90	-17.8%
September 2024	75	75	0.0%
October 2024	74	74	0.0%
November 2024	49	70	-30.0%
December 2024	53	65	-18.5%
January 2025	65	68	-4.4%
12-Month Avg	78	82	-4.7%

Historical Pending Sales by Month

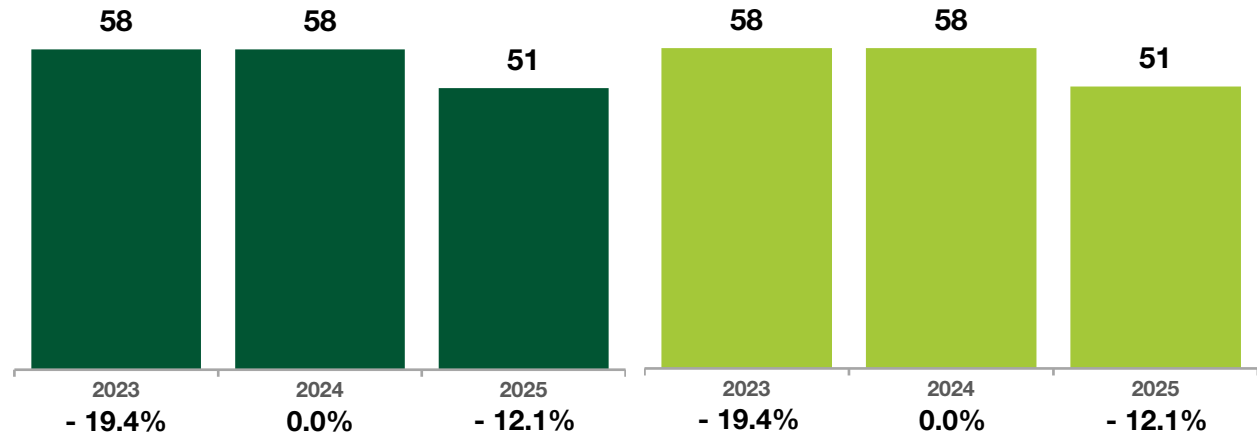


Closed Sales

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

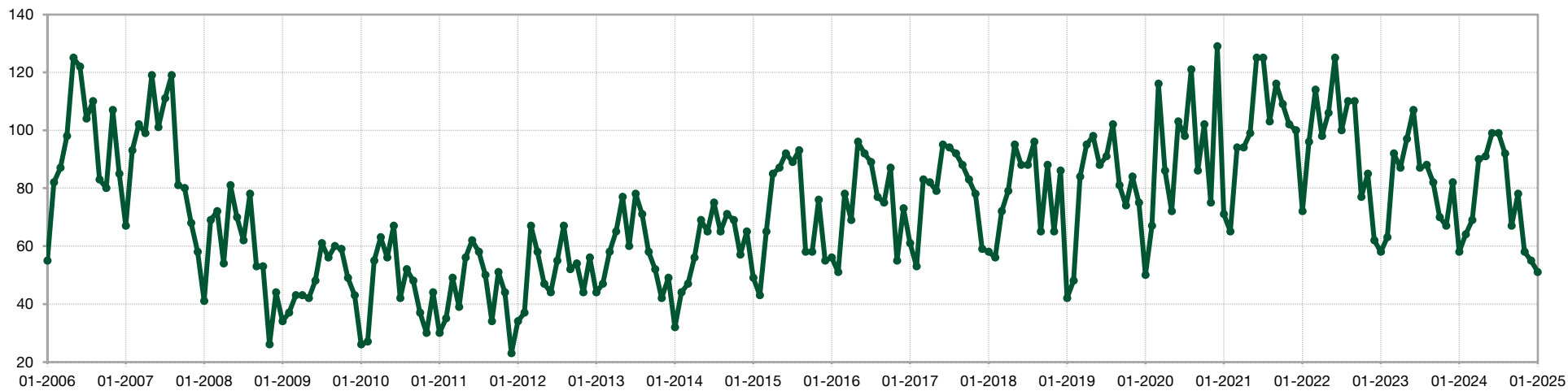


January



Closed Sales		Prior Year	Percent Change
February 2024	64	63	+1.6%
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	67	82	-18.3%
October 2024	78	70	+11.4%
November 2024	58	67	-13.4%
December 2024	55	82	-32.9%
January 2025	51	58	-12.1%
12-Month Avg	76	82	-7.2%

Historical Closed Sales by Month

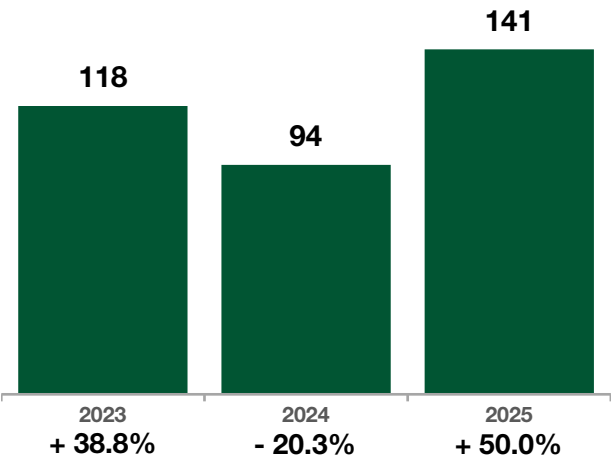


Days on Market Until Sale

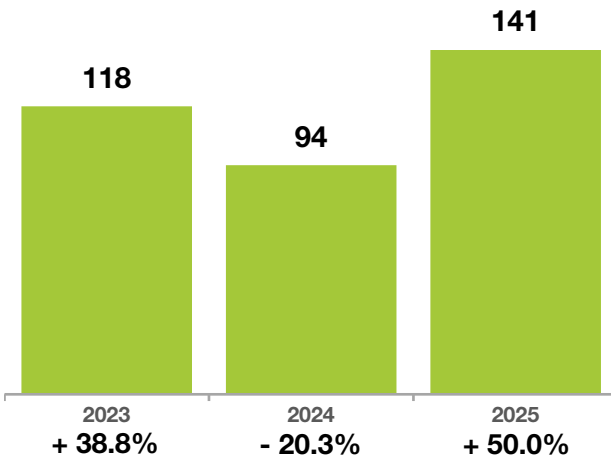
Average number of days between when a property is listed and when an offer is accepted in a given month.



January



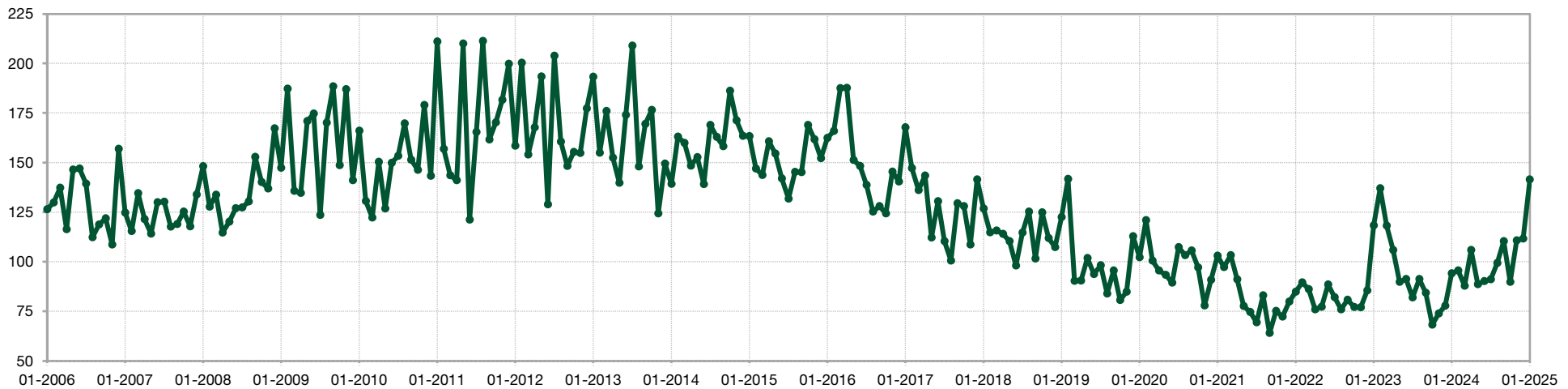
Year to Date



Days on Market		Prior Year	Percent Change
February 2024	96	137	-29.9%
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	110	84	+31.0%
October 2024	90	68	+32.4%
November 2024	111	74	+50.0%
December 2024	112	78	+43.6%
January 2025	141	94	+50.0%
12-Month Avg*	100	93	+7.5%

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

Historical Days on Market Until Sale by Month

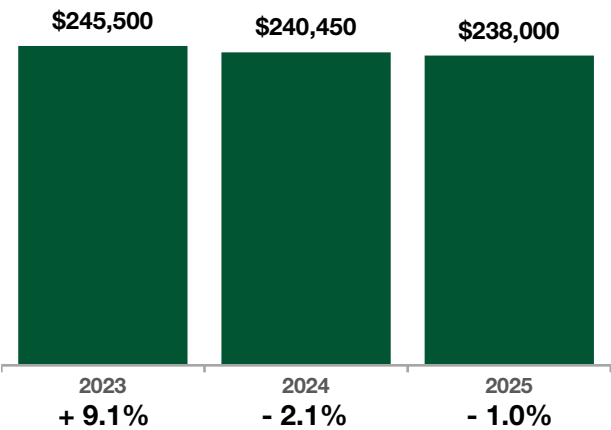


Median Sales Price

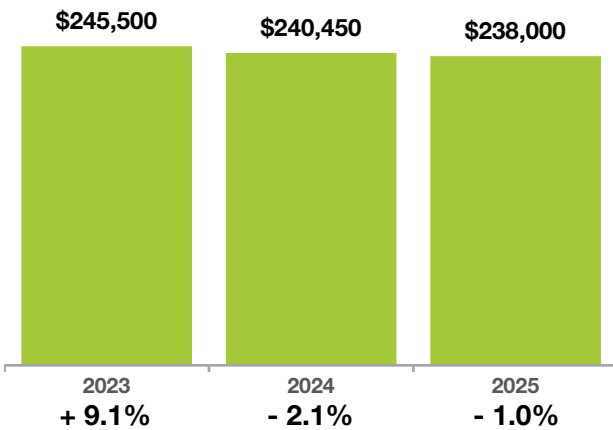
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January



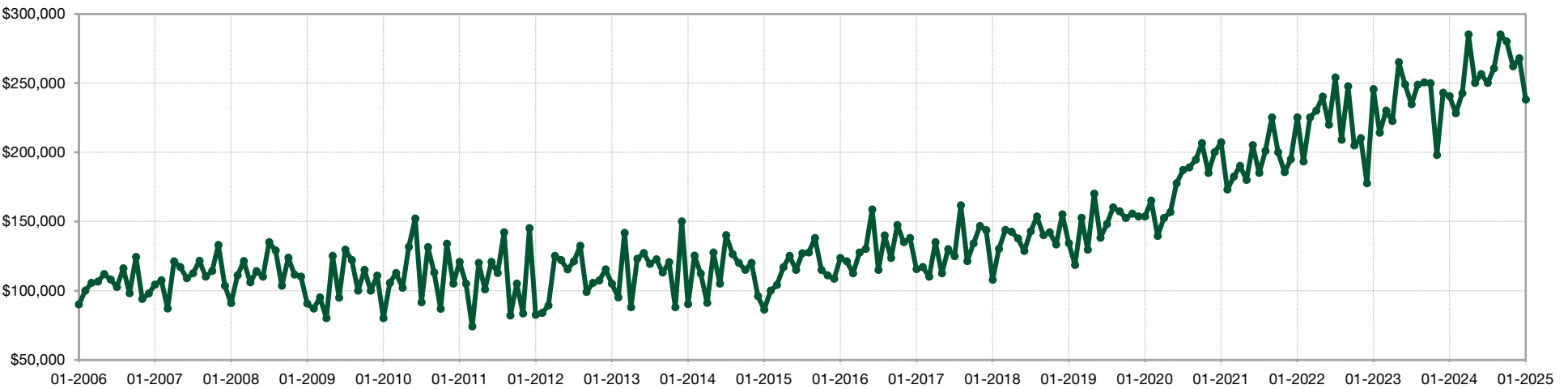
Year to Date



Median Sales Price		Prior Year	Percent Change
February 2024	\$228,000	\$214,000	+6.5%
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	\$285,000	\$250,450	+13.8%
October 2024	\$280,000	\$249,900	+12.0%
November 2024	\$262,000	\$198,000	+32.3%
December 2024	\$267,838	\$242,893	+10.3%
January 2025	\$238,000	\$240,450	-1.0%
12-Month Med*	\$255,000	\$240,000	+6.3%

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

Historical Median Sales Price by Month

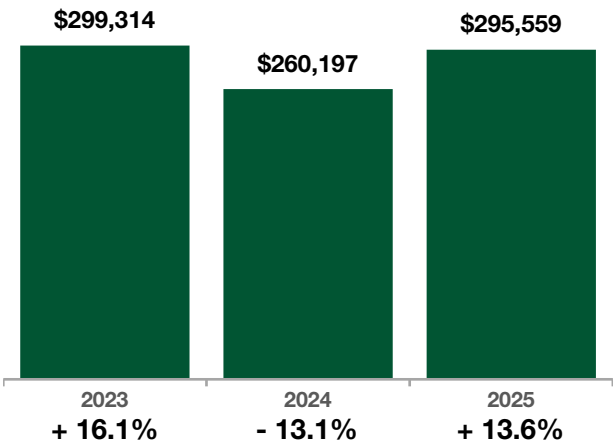


Average Sales Price

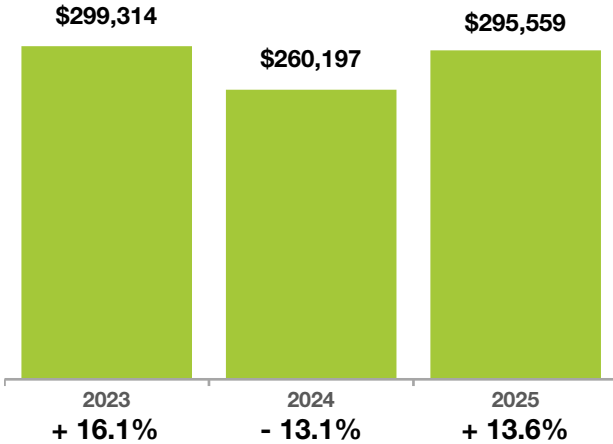
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



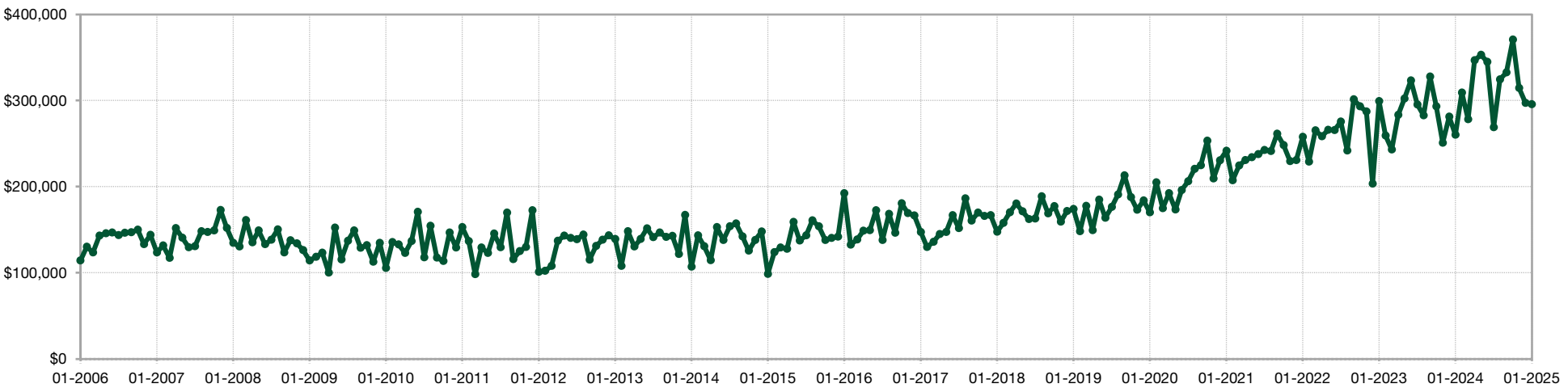
Year to Date



Avg. Sales Price		Prior Year	Percent Change
February 2024	\$309,052	\$259,102	+19.3%
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	\$332,502	\$327,540	+1.5%
October 2024	\$370,536	\$293,300	+26.3%
November 2024	\$314,577	\$250,687	+25.5%
December 2024	\$296,949	\$281,050	+5.7%
January 2025	\$295,559	\$260,197	+13.6%
12-Month Avg*	\$319,563	\$285,755	+11.8%

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

Historical Average Sales Price by Month

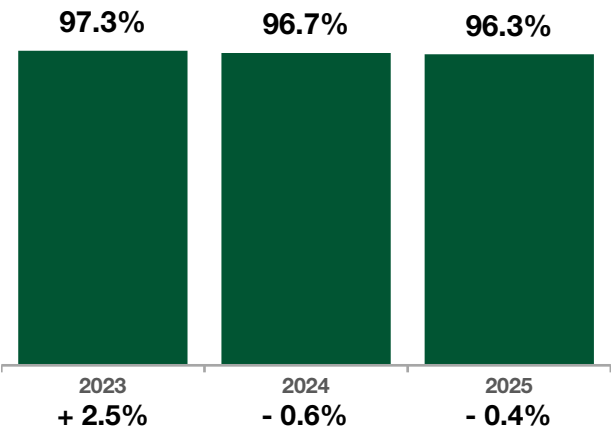


Percent of List Price Received

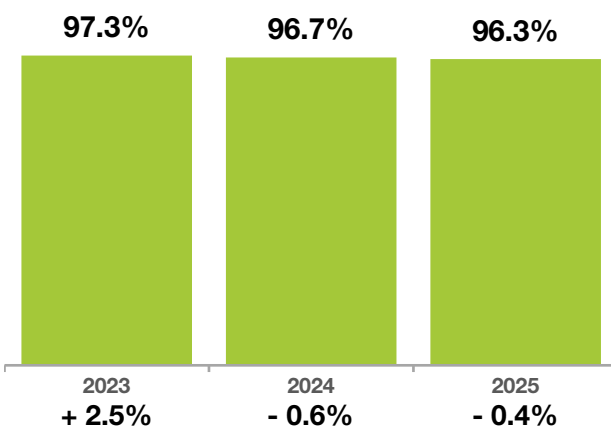
Percentage found when dividing a property’s sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



January



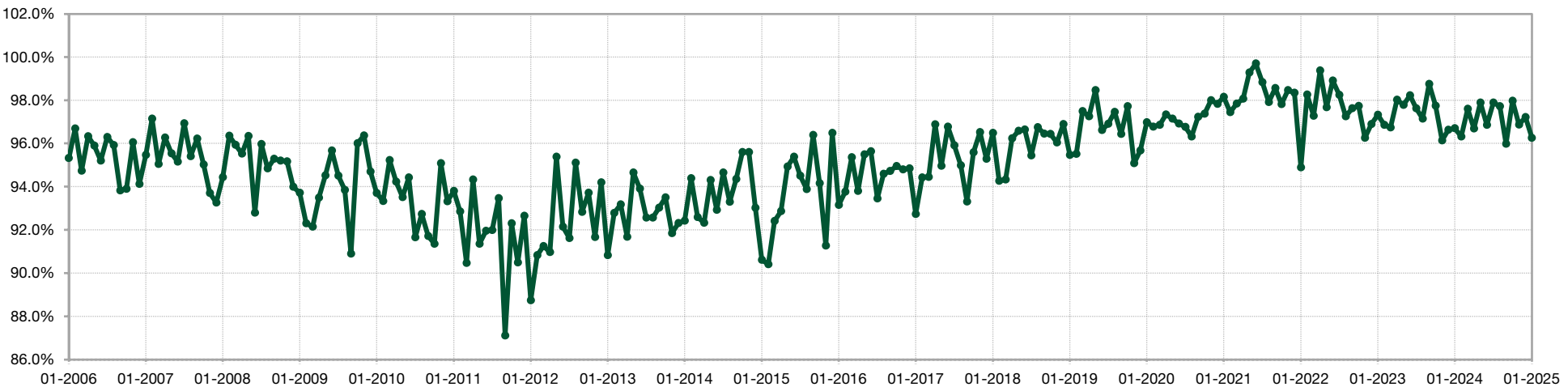
Year to Date



Pct. of List Price Received		Prior Year	Percent Change
February 2024	96.3%	96.9%	-0.6%
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	96.0%	98.8%	-2.8%
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	96.3%	96.7%	-0.4%
12-Month Avg*	97.2%	97.4%	-0.2%

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

Historical Percent of List Price Received by Month

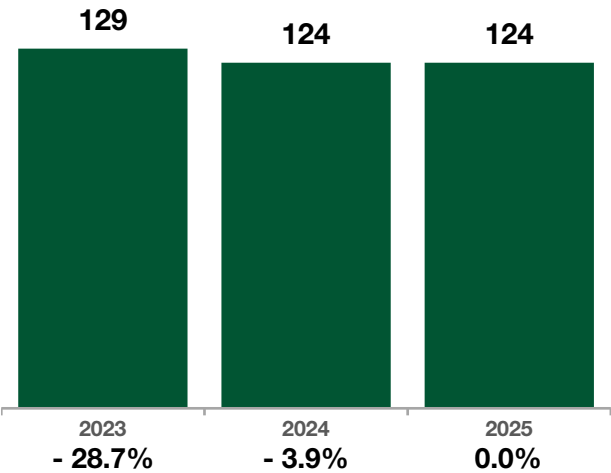


Housing Affordability Index

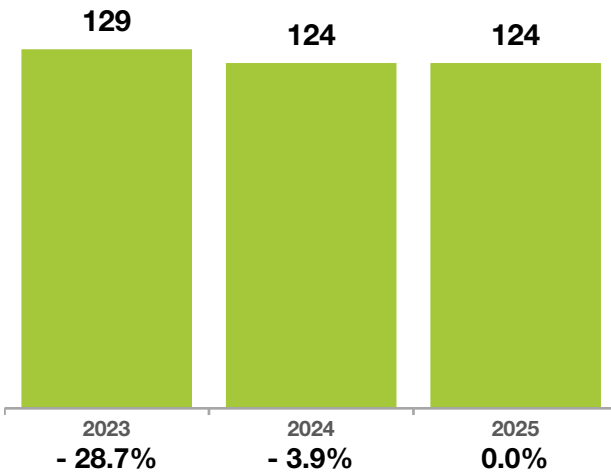
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



January

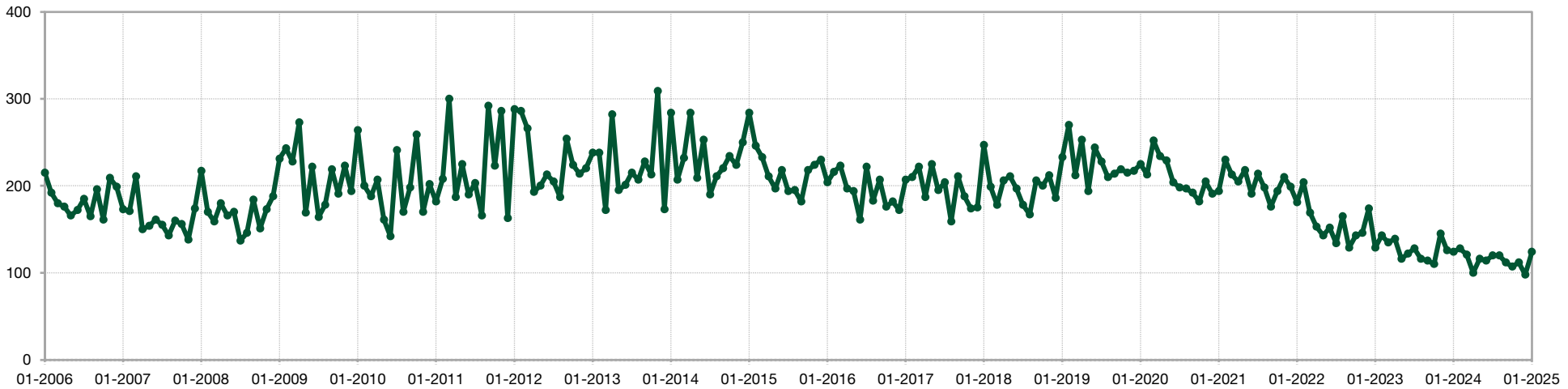


Year to Date



Affordability Index		Prior Year	Percent Change
February 2024	128	143	-10.5%
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	112	114	-1.8%
October 2024	107	110	-2.7%
November 2024	112	145	-22.8%
December 2024	98	126	-22.2%
January 2025	124	124	0.0%
12-Month Avg	114	127	-9.6%

Historical Housing Affordability Index by Month

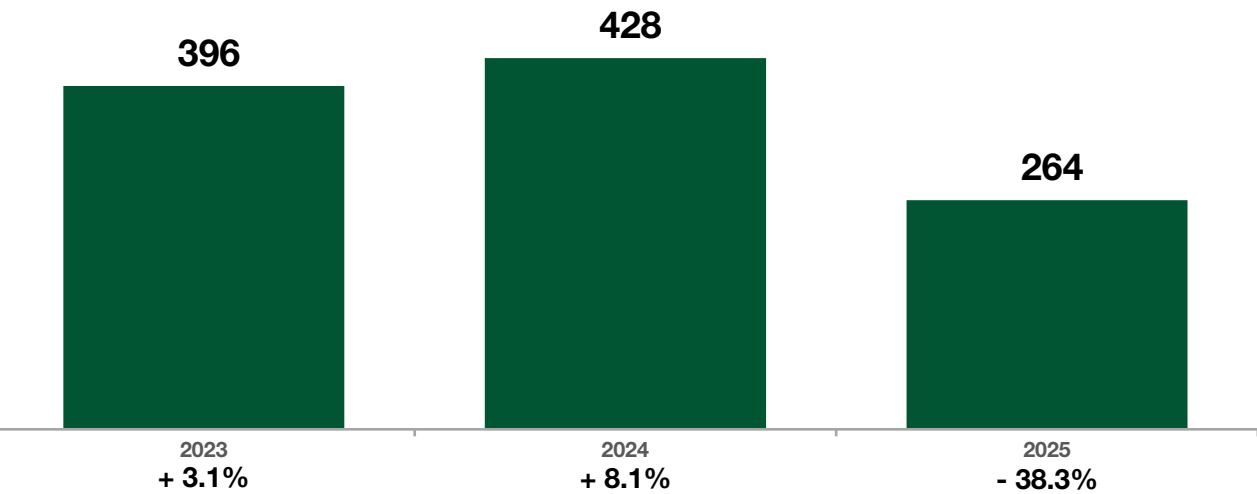


Inventory of Homes for Sale

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



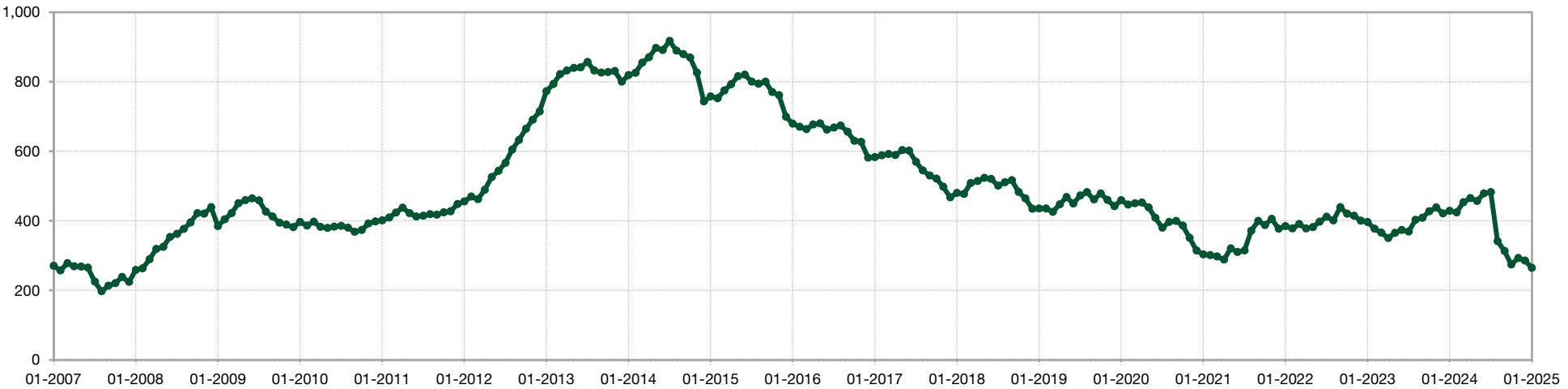
January



Homes for Sale		Prior Year	Percent Change
February 2024	424	377	+12.5%
March 2024	453	366	+23.8%
April 2024	465	350	+32.9%
May 2024	457	365	+25.2%
June 2024	478	373	+28.2%
July 2024	482	369	+30.6%
August 2024	341	402	-15.2%
September 2024	313	408	-23.3%
October 2024	274	427	-35.8%
November 2024	293	438	-33.1%
December 2024	285	421	-32.3%
January 2025	264	428	-38.3%
12-Month Avg*	377	394	-4.3%

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

Historical Inventory of Homes for Sale by Month

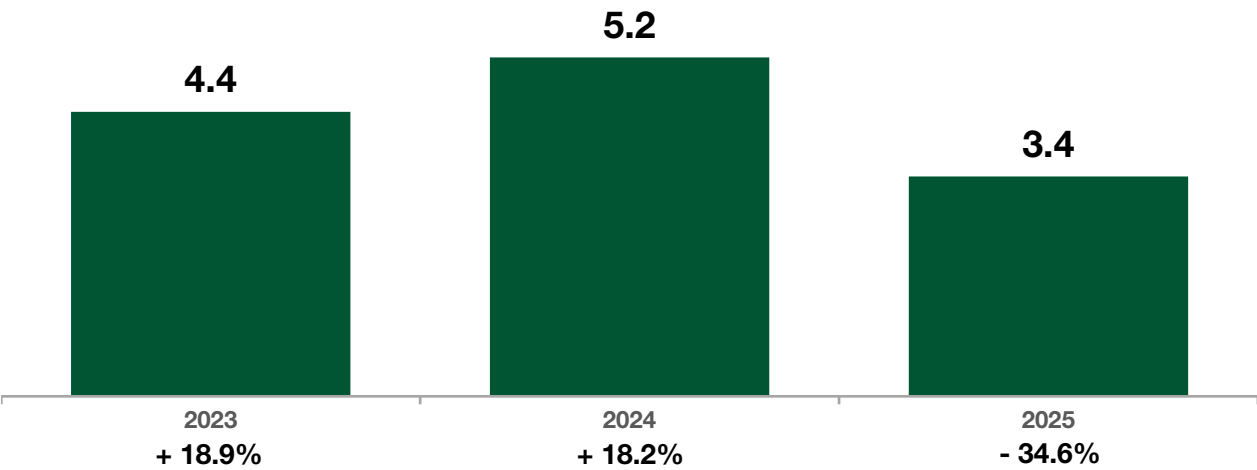


Months Supply of Inventory

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.



January



Months Supply		Prior Year	Percent Change
February 2024	5.2	4.2	+23.8%
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	3.6	5.1	-29.4%
January 2025	3.4	5.2	-34.6%
12-Month Avg*	4.7	4.7	0.0%

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

Historical Months Supply of Inventory by Month

