

Monthly Indicators



May 2025

U.S. existing-home sales dipped 0.5% month-over-month and 2.0% year-over-year to a seasonally adjusted annual rate of 4.00 million units, according to the National Association of REALTORS® (NAR). Sales increased in the Midwest, decreased in the West and Northeast, and were unchanged in the South. Year-over-year, sales were down in every region except the Northeast.

New Listings were up 11.4 percent to 137. Pending Sales decreased 6.3 percent to 90. Inventory shrank 21.6 percent to 359 units.

Prices moved higher as Median Sales Price was up 8.4 percent to \$271,000. Days on Market increased 11.2 percent to 99 days. Months Supply of Inventory was down 19.6 percent to 4.5 months.

There were 1.45 million units actively for sale heading into May, a 9.0% increase from the previous month and a 20.8% improvement from the same time last year, for a 4.4-month supply at the current sales pace, according to NAR. The median existing-home price edged up 1.8% year-over-year to \$414,000 as of last measure, the 22nd consecutive month of annual price increases and a new record high for the month.

Quick Facts

+ 1.1%	+ 8.4%	- 19.6%
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

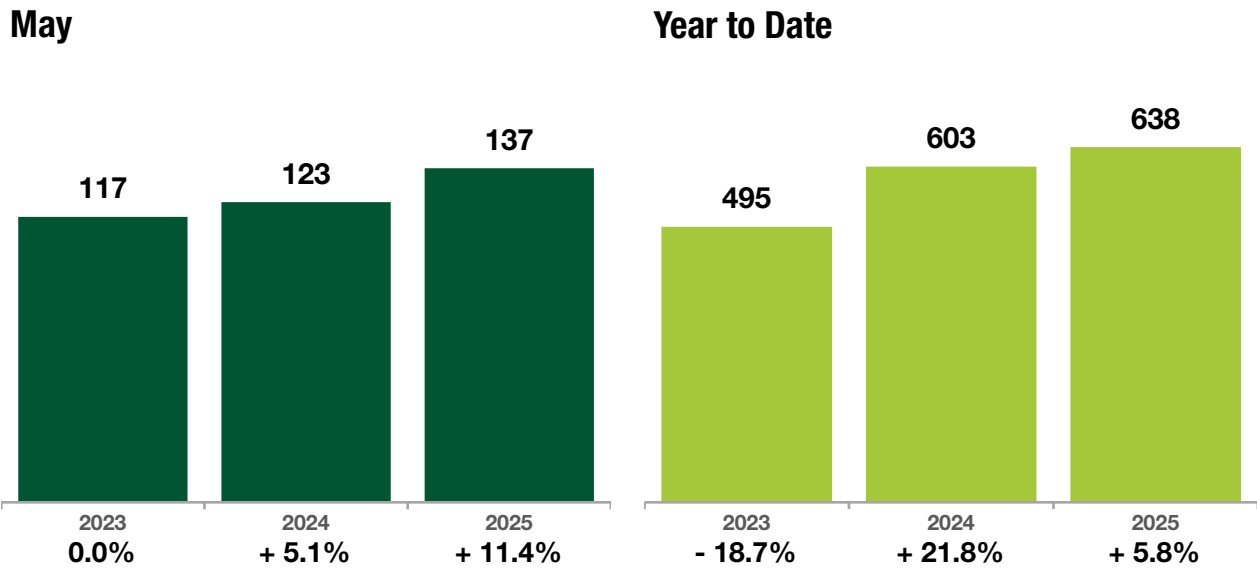
Key market metrics for the current month and year-to-date figures.



Key Metrics	Historical Sparkbars			05-2024	05-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	05-2023	05-2024	05-2025						
New Listings				123	137	+ 11.4%	603	638	+ 5.8%
Pending Sales				96	90	- 6.3%	427	432	+ 1.2%
Closed Sales				91	92	+ 1.1%	373	379	+ 1.6%
Days on Market				89	99	+ 11.2%	94	114	+ 21.3%
Median Sales Price				\$250,000	\$271,000	+ 8.4%	\$247,400	\$255,000	+ 3.1%
Average Sales Price				\$352,781	\$290,897	- 17.5%	\$315,064	\$297,398	- 5.6%
Pct. of List Price Received				97.9%	97.8%	- 0.1%	97.1%	96.9%	- 0.2%
Housing Affordability Index				116	110	- 5.2%	117	117	0.0%
Inventory of Homes for Sale				458	359	- 21.6%	--	--	--
Months Supply of Inventory				5.6	4.5	- 19.6%	--	--	--

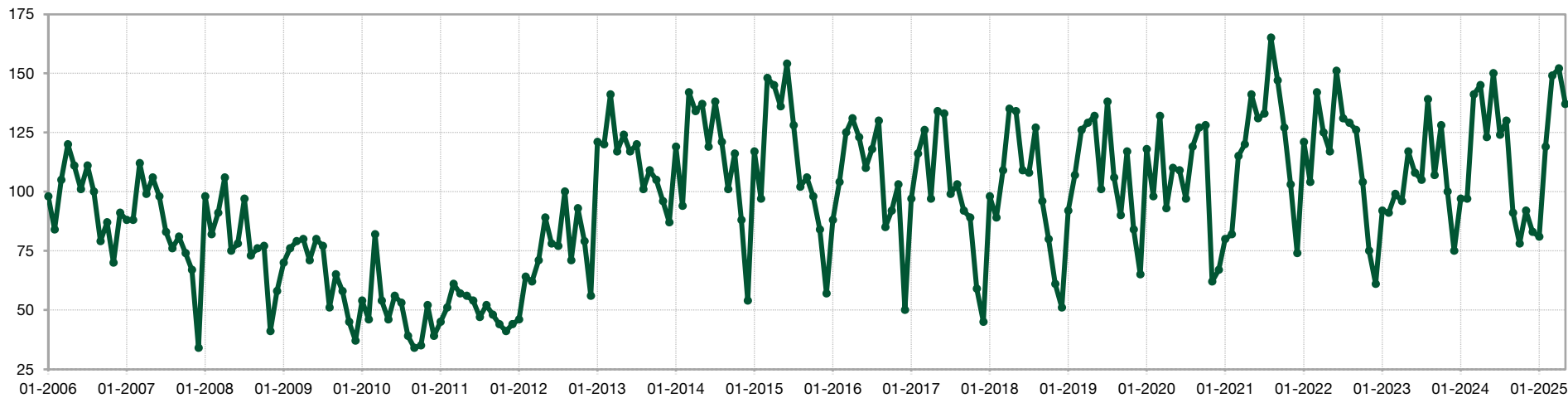
New Listings

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



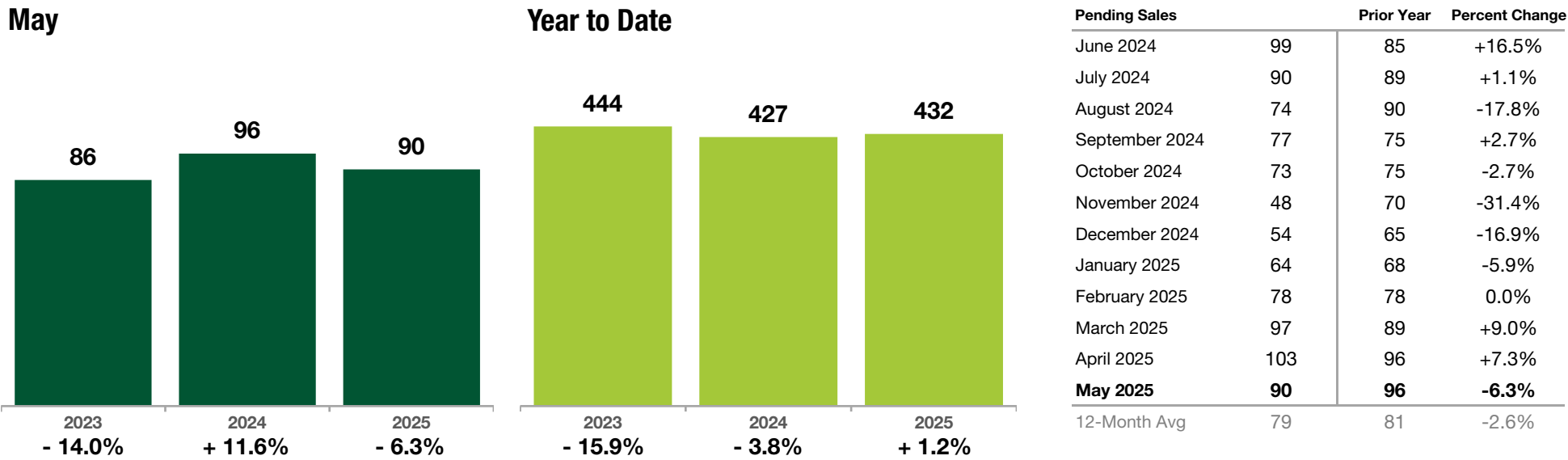
New Listings		Prior Year	Percent Change
June 2024	150	108	+38.9%
July 2024	124	105	+18.1%
August 2024	130	139	-6.5%
September 2024	91	107	-15.0%
October 2024	78	128	-39.1%
November 2024	92	100	-8.0%
December 2024	83	75	+10.7%
January 2025	81	97	-16.5%
February 2025	119	97	+22.7%
March 2025	149	141	+5.7%
April 2025	152	145	+4.8%
May 2025	137	123	+11.4%
12-Month Avg	116	114	+1.3%

Historical New Listings by Month

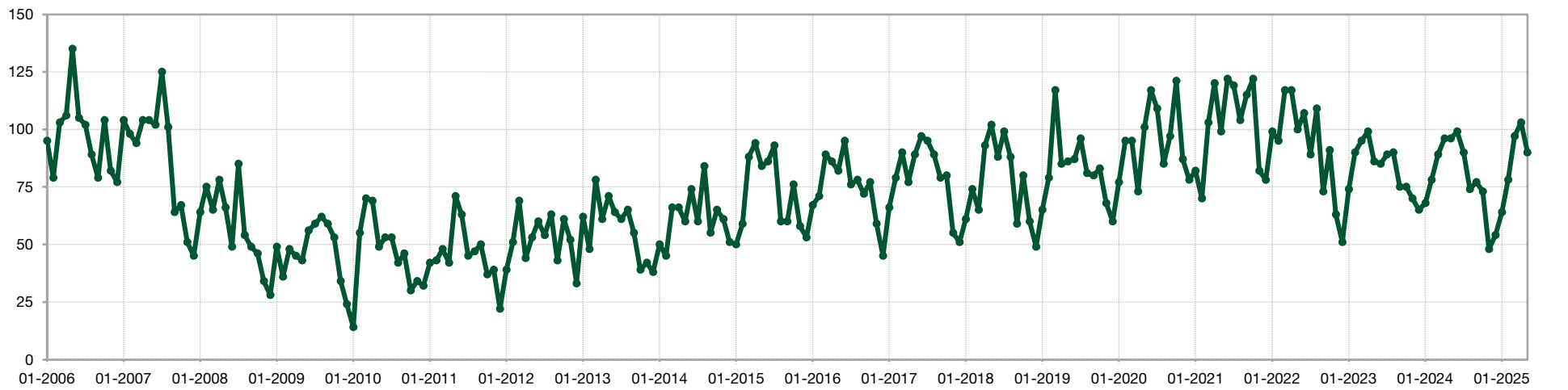


Pending Sales

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

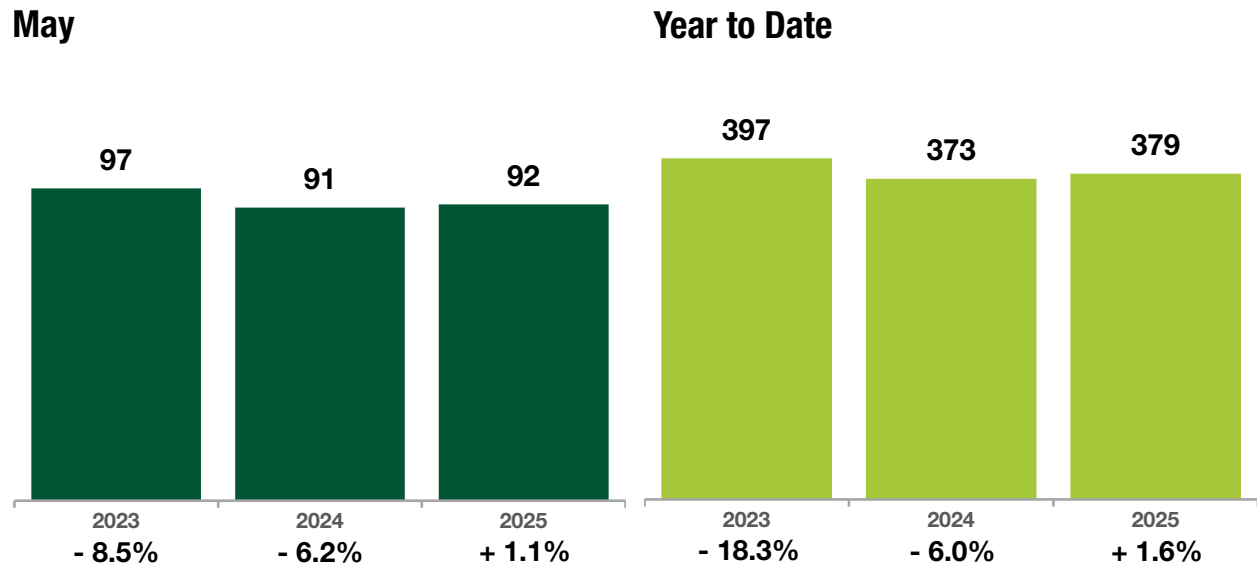


Historical Pending Sales by Month



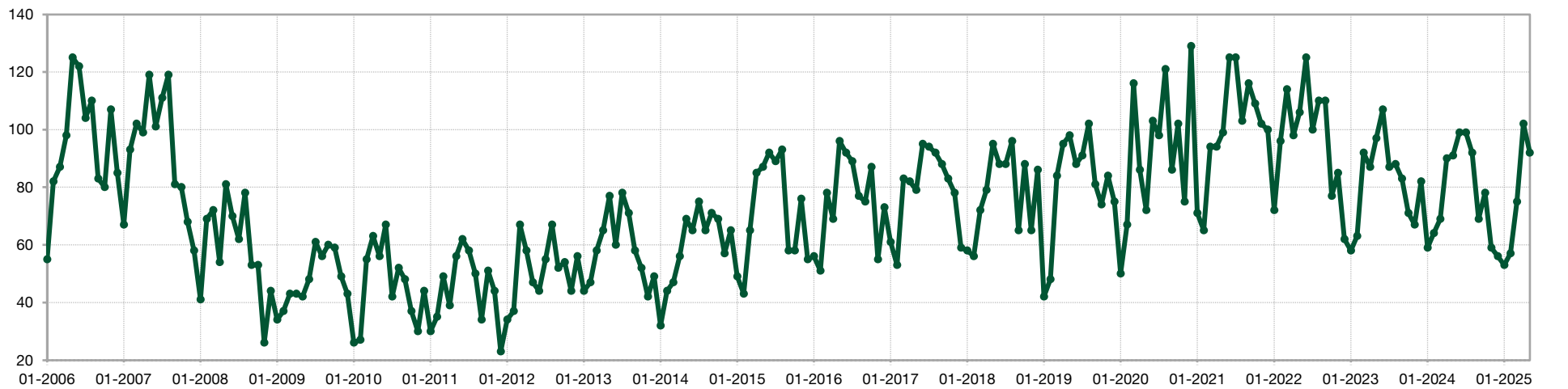
Closed Sales

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



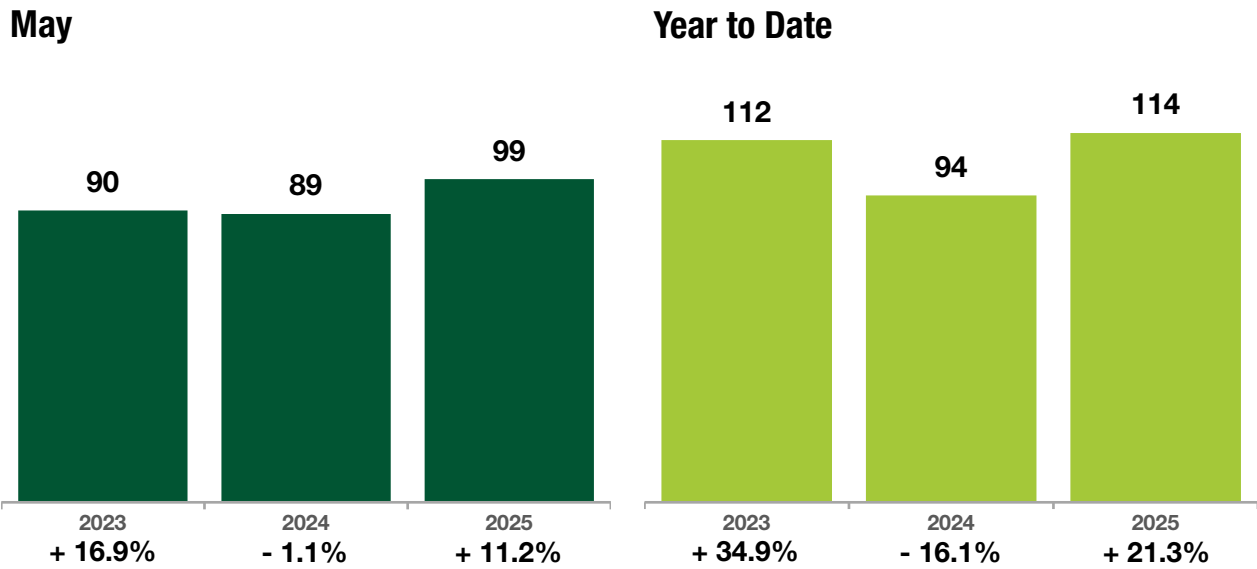
Closed Sales		Prior Year	Percent Change
June 2024	99	107	-7.5%
July 2024	99	87	+13.8%
August 2024	92	88	+4.5%
September 2024	69	83	-16.9%
October 2024	78	71	+9.9%
November 2024	59	67	-11.9%
December 2024	56	82	-31.7%
January 2025	53	59	-10.2%
February 2025	57	64	-10.9%
March 2025	75	69	+8.7%
April 2025	102	90	+13.3%
May 2025	92	91	+1.1%
12-Month Avg	78	80	-3.0%

Historical Closed Sales by Month



Days on Market Until Sale

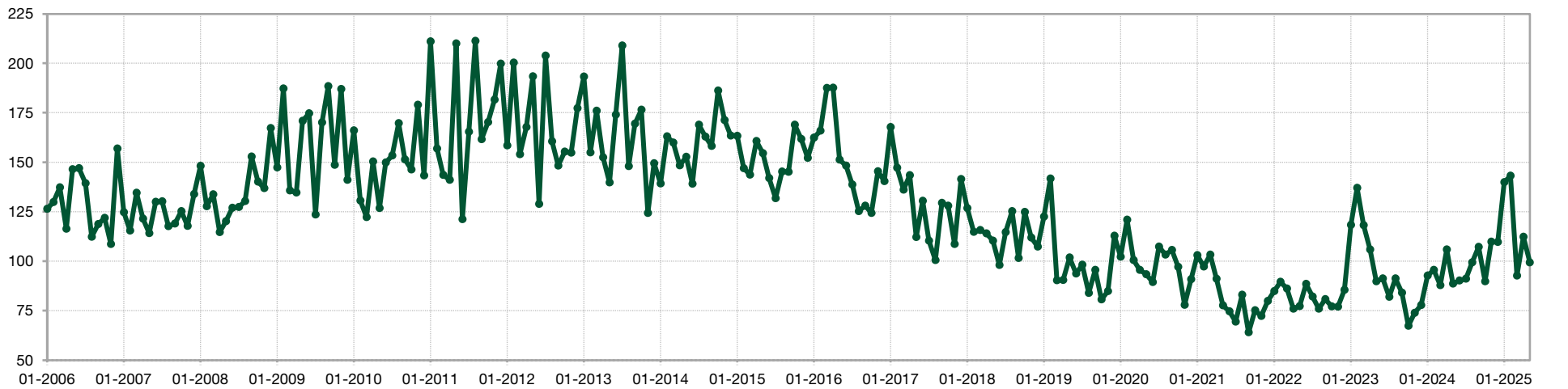
Average number of days between when a property is listed and when an offer is accepted in a given month.



Days on Market		Prior Year	Percent Change
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	143	96	+49.0%
March 2025	93	88	+5.7%
April 2025	112	106	+5.7%
May 2025	99	89	+11.2%
12-Month Avg*	104	87	+19.5%

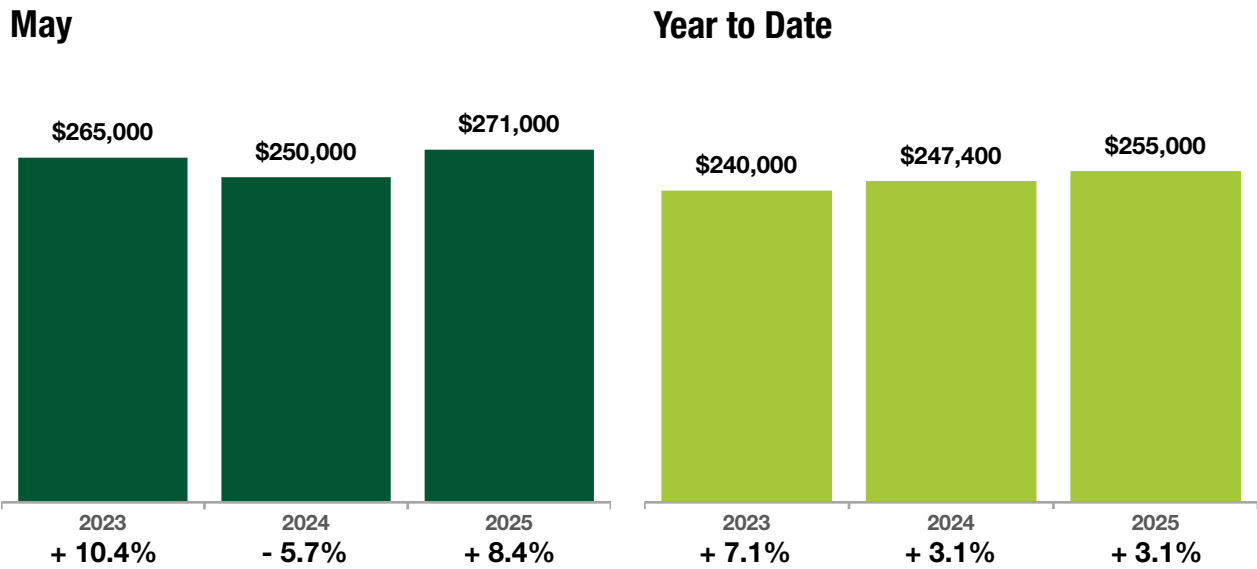
* Average Days on Market of all properties from June 2024 through May 2025. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



Median Sales Price

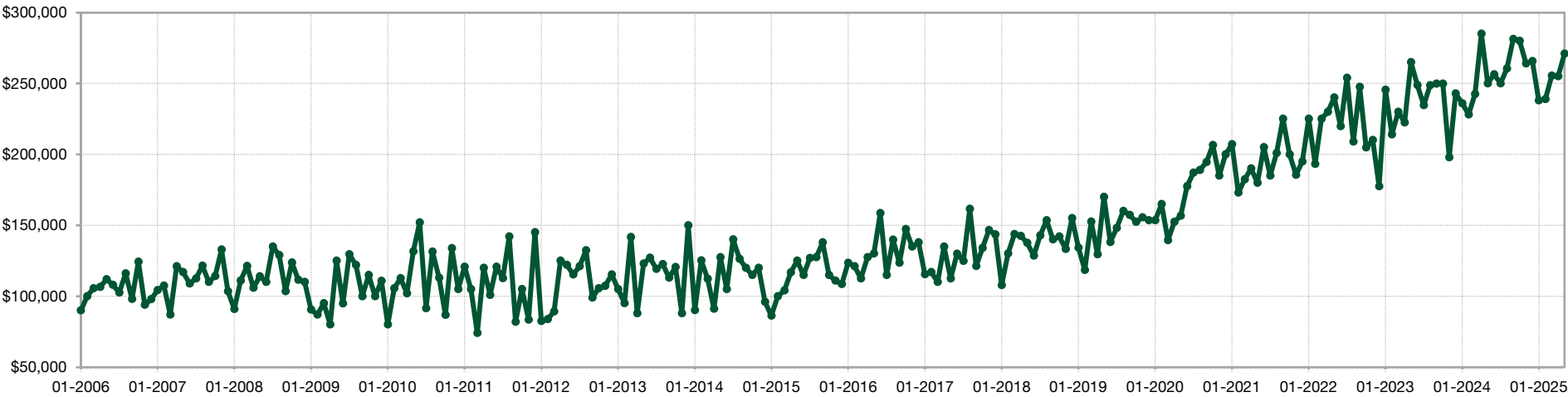
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



Median Sales Price		Prior Year	Percent Change
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	\$239,000	\$228,000	+4.8%
March 2025	\$255,450	\$242,500	+5.3%
April 2025	\$255,000	\$285,000	-10.5%
May 2025	\$271,000	\$250,000	+8.4%
12-Month Med*	\$259,900	\$242,500	+7.2%

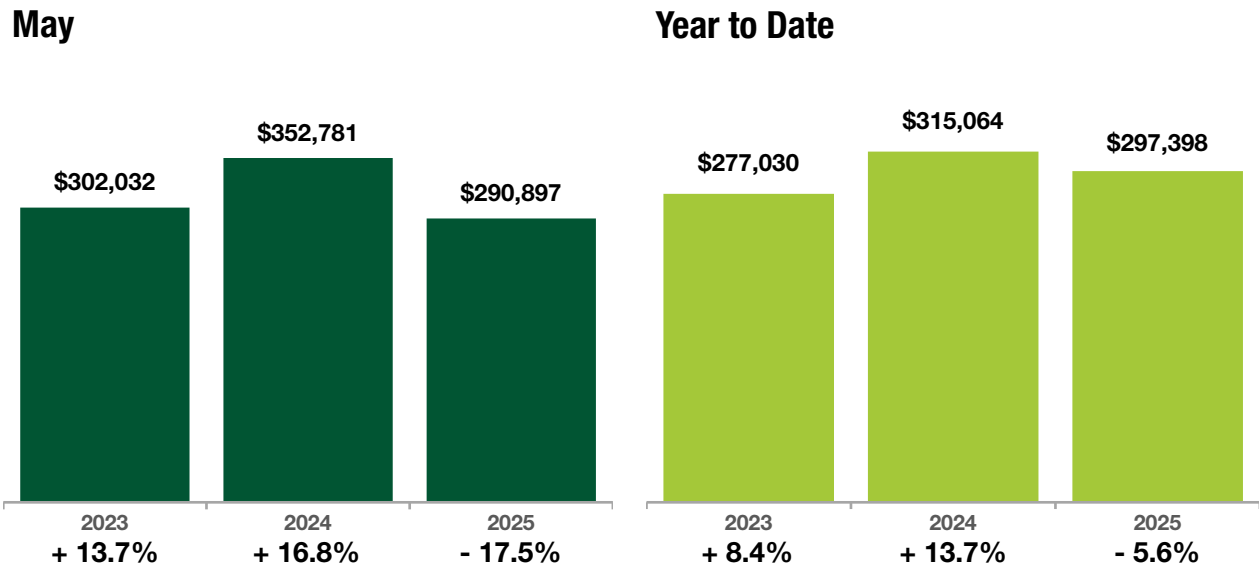
* Median Sales Price of all properties from June 2024 through May 2025. This is not the median of the individual figures above.

Historical Median Sales Price by Month



Average Sales Price

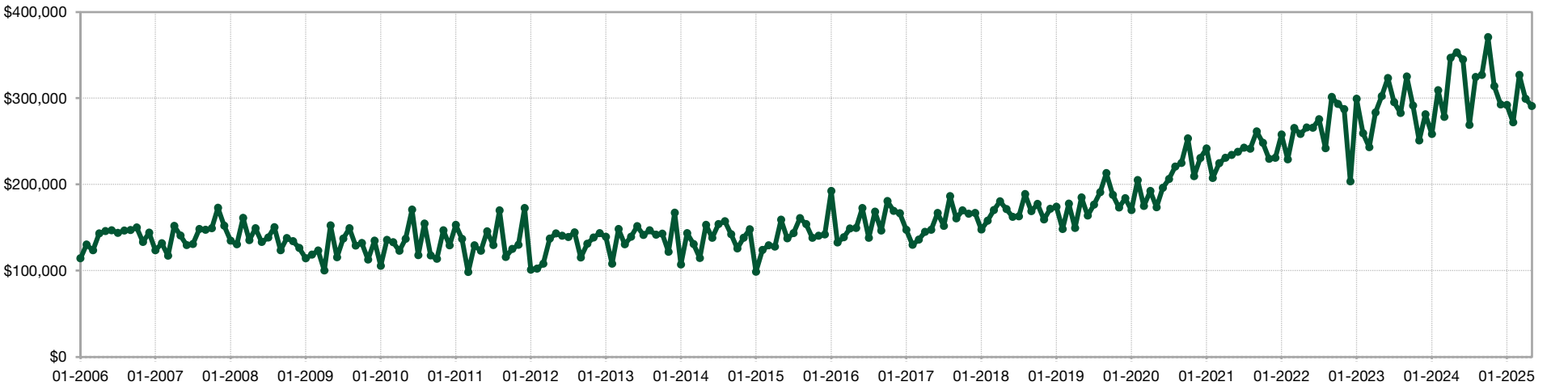
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



Avg. Sales Price		Prior Year	Percent Change
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	\$271,721	\$309,052	-12.1%
March 2025	\$326,683	\$278,123	+17.5%
April 2025	\$299,195	\$346,663	-13.7%
May 2025	\$290,897	\$352,781	-17.5%
12-Month Avg*	\$310,185	\$302,864	+2.4%

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

Historical Average Sales Price by Month

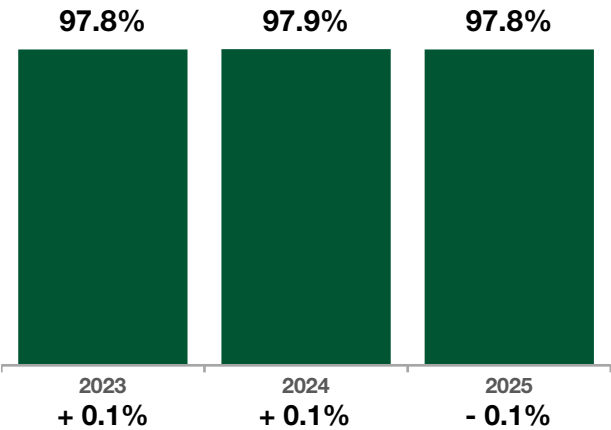


Percent of List Price Received

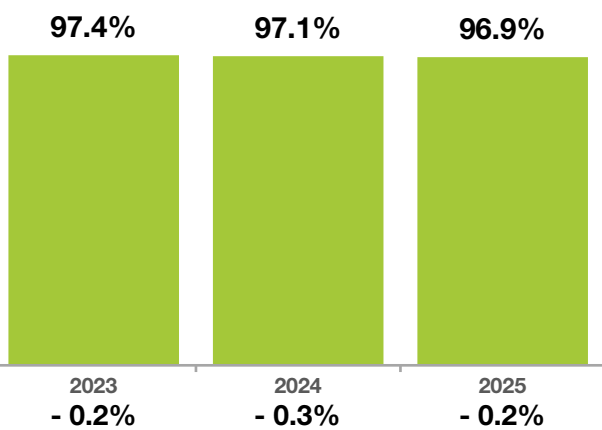
Percentage found when dividing a property’s sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



May



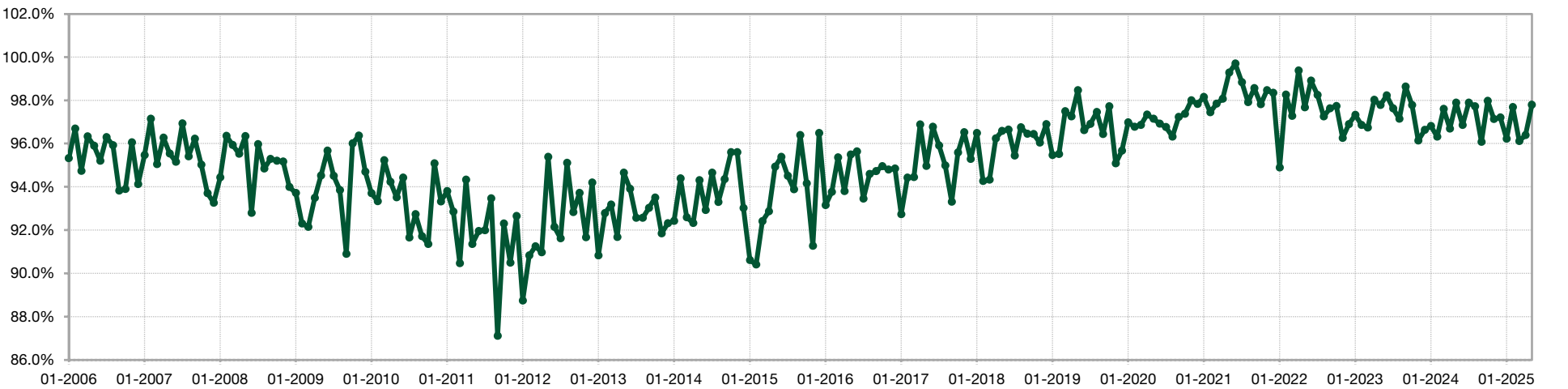
Year to Date



Pct. of List Price Received		Prior Year	Percent Change
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	97.7%	96.3%	+1.5%
March 2025	96.1%	97.6%	-1.5%
April 2025	96.4%	96.7%	-0.3%
May 2025	97.8%	97.9%	-0.1%
12-Month Avg*		97.1%	-0.3%

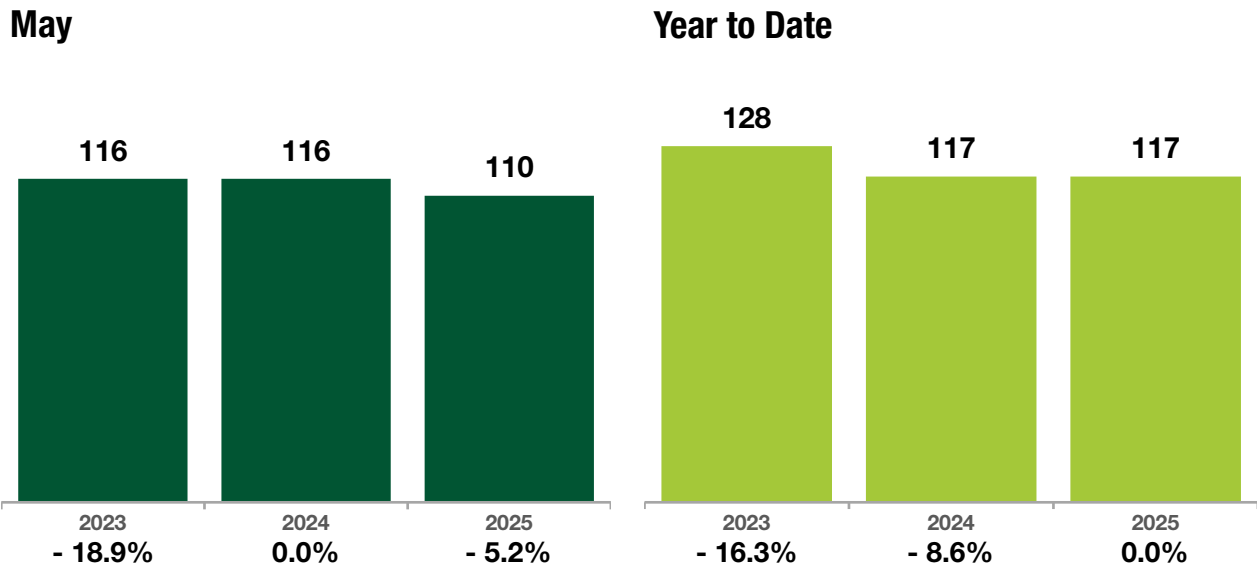
* Average Pct. of List Price Received for all properties from June 2024 through May 2025. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



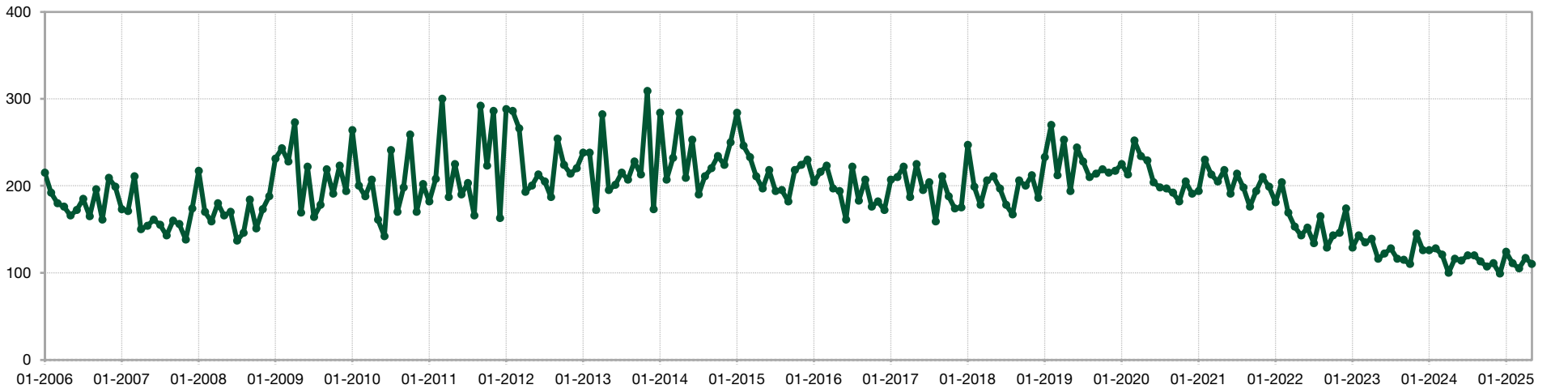
Housing Affordability Index

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
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	111	128	-13.3%
March 2025	105	121	-13.2%
April 2025	117	100	+17.0%
May 2025	110	116	-5.2%
12-Month Avg	113	121	-7.0%

Historical Housing Affordability Index by Month

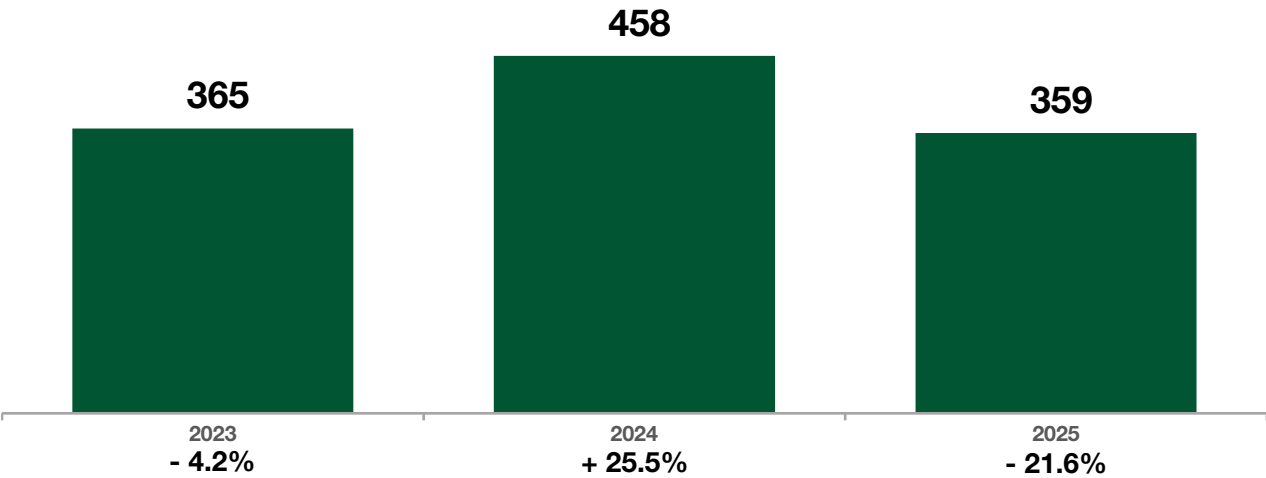


Inventory of Homes for Sale

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



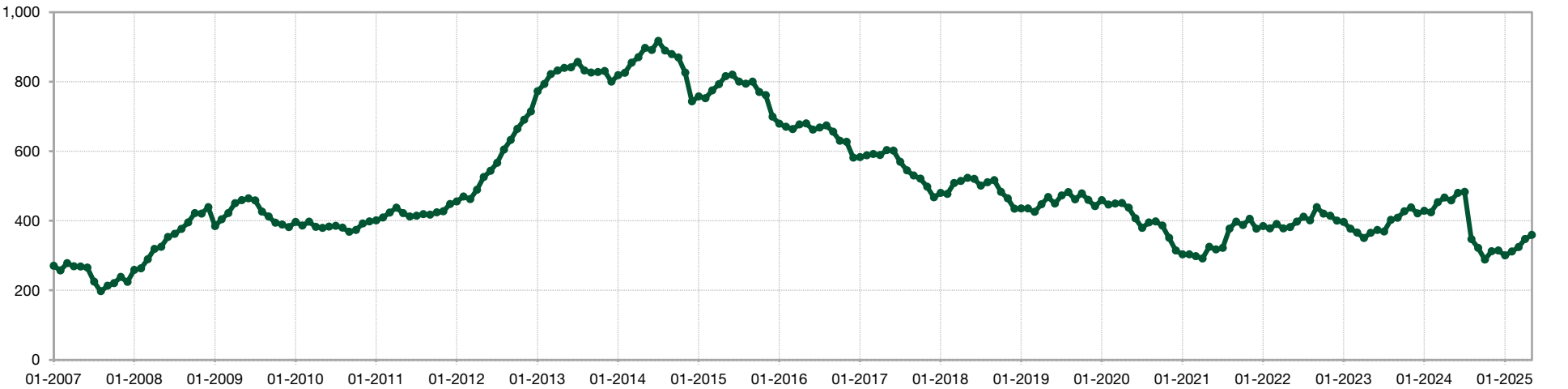
May



Homes for Sale		Prior Year	Percent Change
June 2024	480	373	+28.7%
July 2024	483	369	+30.9%
August 2024	347	402	-13.7%
September 2024	322	408	-21.1%
October 2024	288	427	-32.6%
November 2024	312	438	-28.8%
December 2024	314	421	-25.4%
January 2025	300	428	-29.9%
February 2025	311	424	-26.7%
March 2025	324	453	-28.5%
April 2025	347	466	-25.5%
May 2025	359	458	-21.6%
12-Month Avg*	349	422	-17.3%

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

Historical Inventory of Homes for Sale by Month

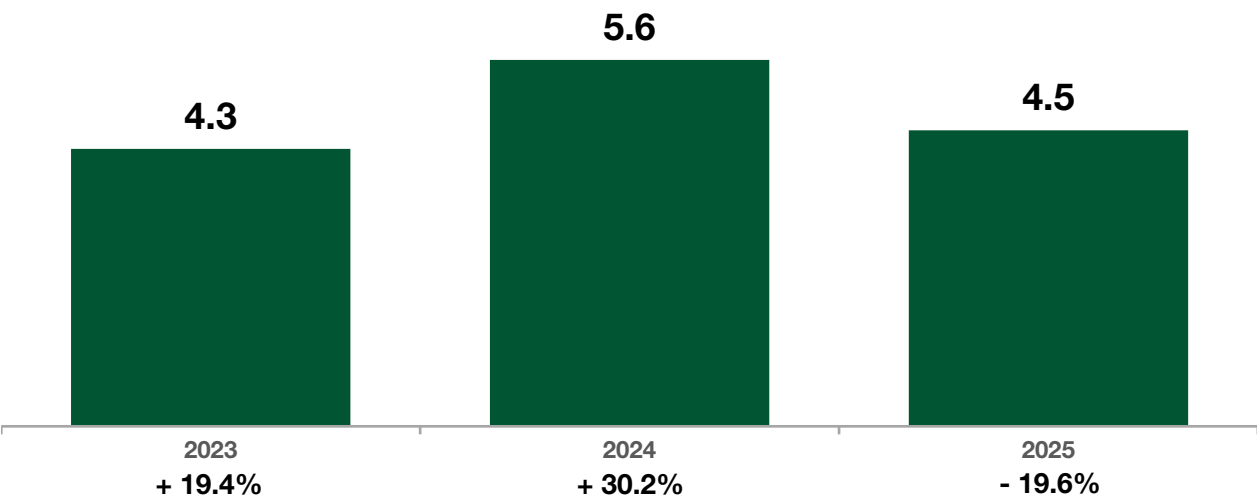


Months Supply of Inventory

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.



May



Months Supply		Prior Year	Percent Change
June 2024	5.8	4.5	+28.9%
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	3.5	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	4.0	5.2	-23.1%
March 2025	4.1	5.6	-26.8%
April 2025	4.4	5.8	-24.1%
May 2025	4.5	5.6	-19.6%
12-Month Avg*	4.4	5.2	-15.4%

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

Historical Months Supply of Inventory by Month

