

# Monthly Indicators



## September 2025

U.S. existing-home sales were virtually unchanged from the previous month, dipping just 0.2% to a seasonally adjusted annual rate of 4.0 million units, according to the National Association of REALTORS® (NAR). Most of these transactions went under contract in June and July, when mortgage rates were 40 to 50 basis points higher than current levels. Year-over-year, sales increased 1.8%, with the strongest activity occurring in the Midwest, where the typical home price is 22% below the national median.

New Listings were up 37.4 percent to 125. Pending Sales decreased 7.8 percent to 71. Inventory grew 15.8 percent to 374 units.

Prices moved lower as Median Sales Price was down 3.1 percent to \$272,500. Days on Market decreased 7.5 percent to 99 days. Months Supply of Inventory was up 15.0 percent to 4.6 months months.

Nationally, housing inventory declined for the first time this year, slipping 1.3% month-over-month to 1.53 million units, representing a 4.6-month supply at the current sales pace, according to NAR. Despite the monthly drop, total inventory remained 11.7% higher than the same time last year. Meanwhile, the median existing-home price rose 2% year-over-year to \$422,600, though it was essentially flat compared to the prior month.

## Quick Facts

<b>+ 55.1%</b>	<b>- 3.1%</b>	<b>+ 15.0%</b>
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.



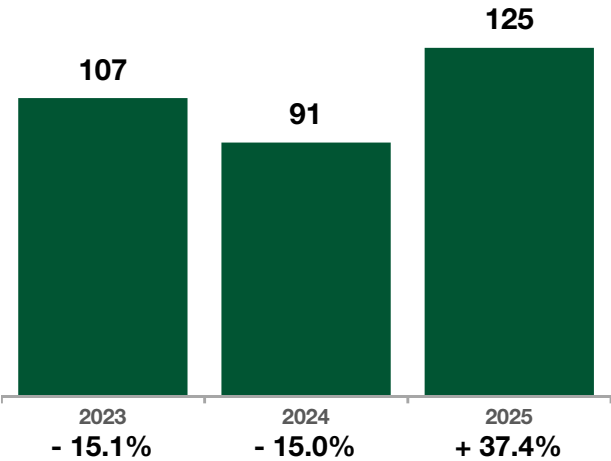
Key Metrics	Historical Sparkbars			09-2024	09-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	09-2023	09-2024	09-2025						
New Listings				91	125	+ 37.4%	1,099	1,177	+ 7.1%
Pending Sales				77	71	- 7.8%	767	807	+ 5.2%
Closed Sales				69	107	+ 55.1%	734	769	+ 4.8%
Days on Market				107	99	- 7.5%	95	108	+ 13.7%
Median Sales Price				\$281,200	\$272,500	- 3.1%	\$250,000	\$259,950	+ 4.0%
Average Sales Price				\$326,853	\$314,087	- 3.9%	\$314,682	\$303,973	- 3.4%
Pct. of List Price Received				96.1%	97.1%	+ 1.0%	97.2%	96.9%	- 0.3%
Housing Affordability Index				113	115	+ 1.8%	128	120	- 6.3%
Inventory of Homes for Sale				323	374	+ 15.8%	--	--	--
Months Supply of Inventory				4.0	4.6	+ 15.0%	--	--	--

# New Listings

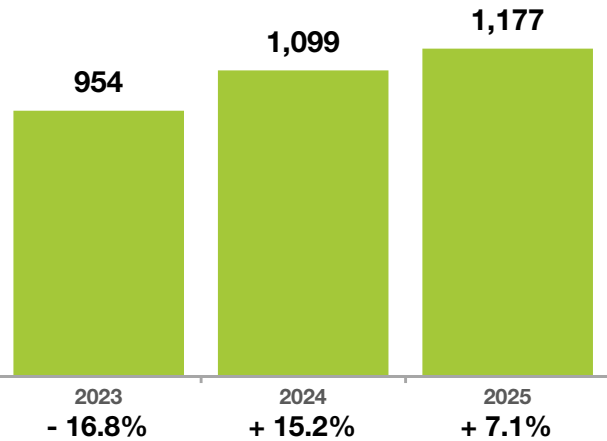
A count of the properties that have been newly listed on the market in a given month.



## September

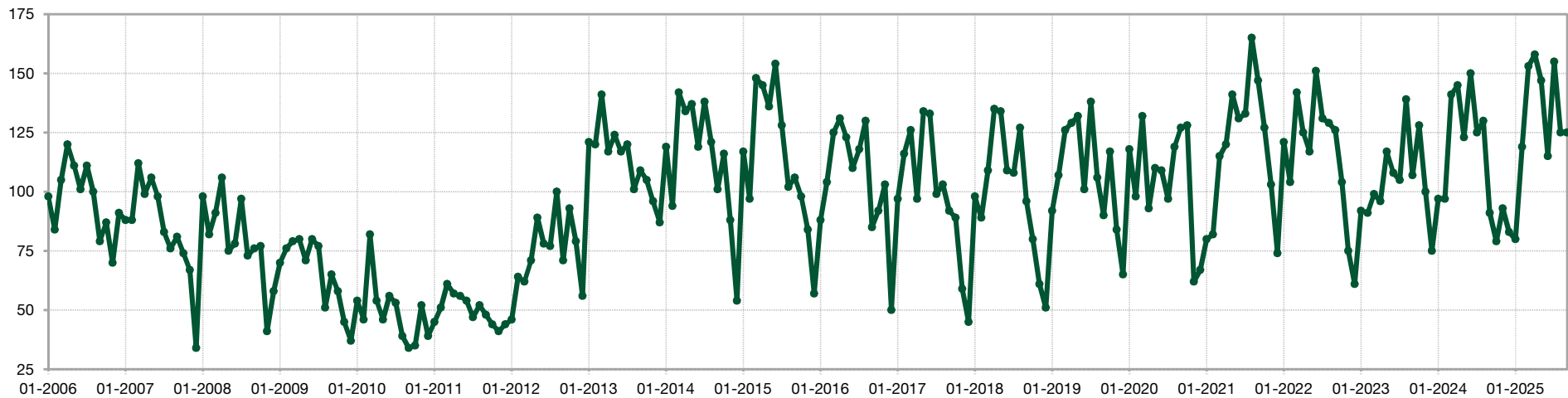


## Year to Date



New Listings		Prior Year	Percent Change
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	153	141	+8.5%
April 2025	158	145	+9.0%
May 2025	147	123	+19.5%
June 2025	115	150	-23.3%
July 2025	155	125	+24.0%
August 2025	125	130	-3.8%
September 2025	125	91	+37.4%
12-Month Avg	119	117	+2.0%

## Historical New Listings by Month

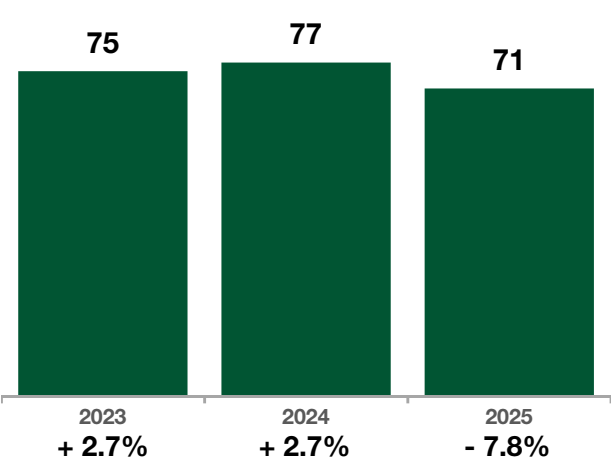


# Pending Sales

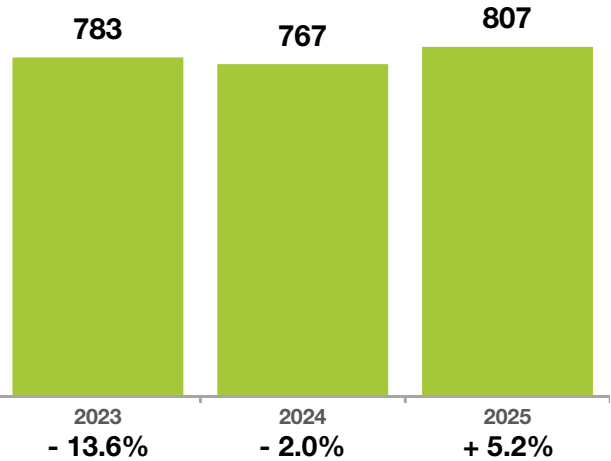
A count of the properties on which offers have been accepted in a given month.



## September

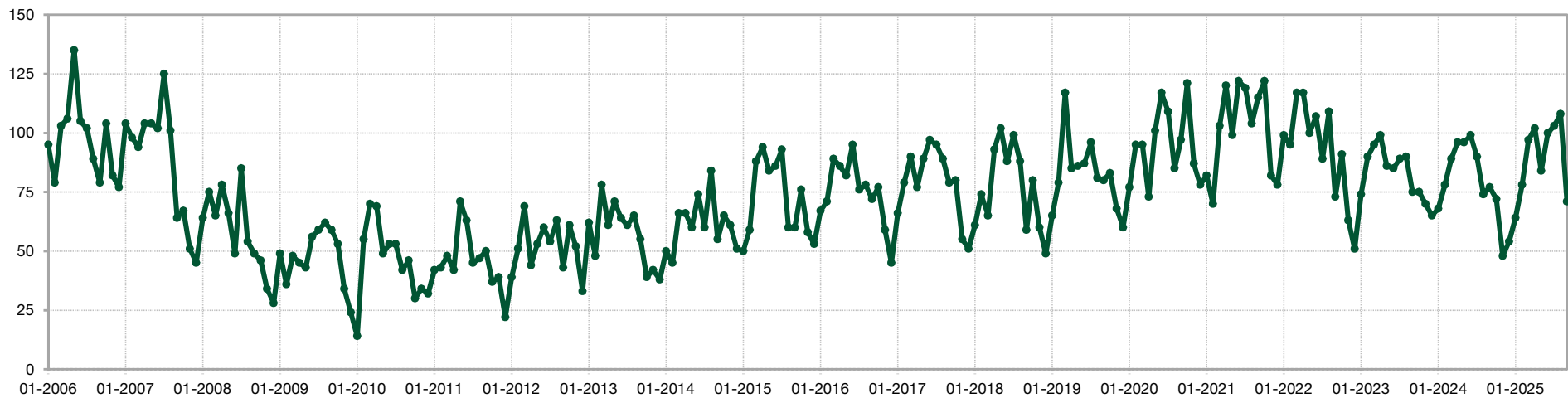


## Year to Date



Pending Sales		Prior Year	Percent Change
October 2024	72	75	-4.0%
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	97	89	+9.0%
April 2025	102	96	+6.3%
May 2025	84	96	-12.5%
June 2025	100	99	+1.0%
July 2025	103	90	+14.4%
August 2025	108	74	+45.9%
September 2025	71	77	-7.8%
12-Month Avg	82	81	+0.9%

## Historical Pending Sales by Month

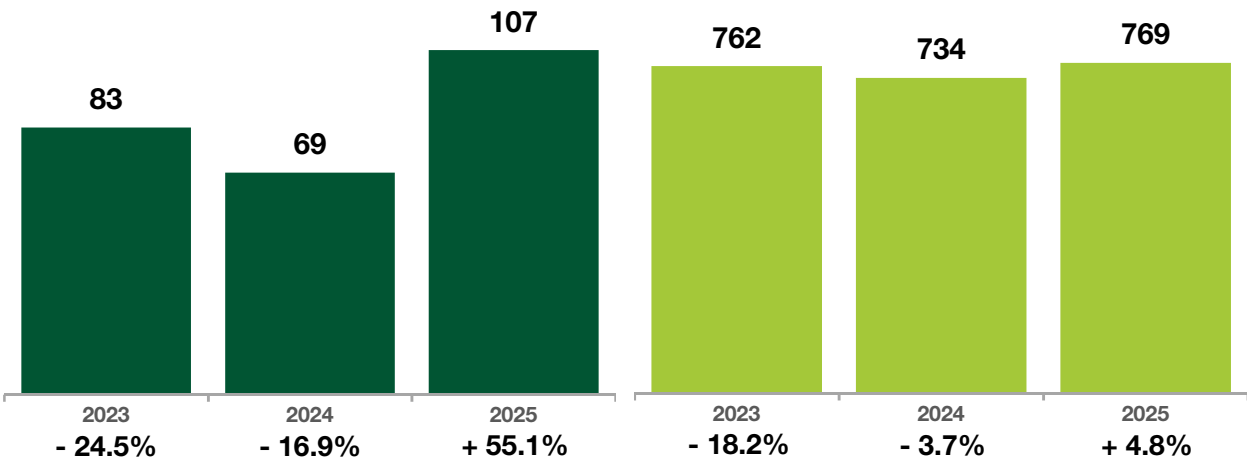


# Closed Sales

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

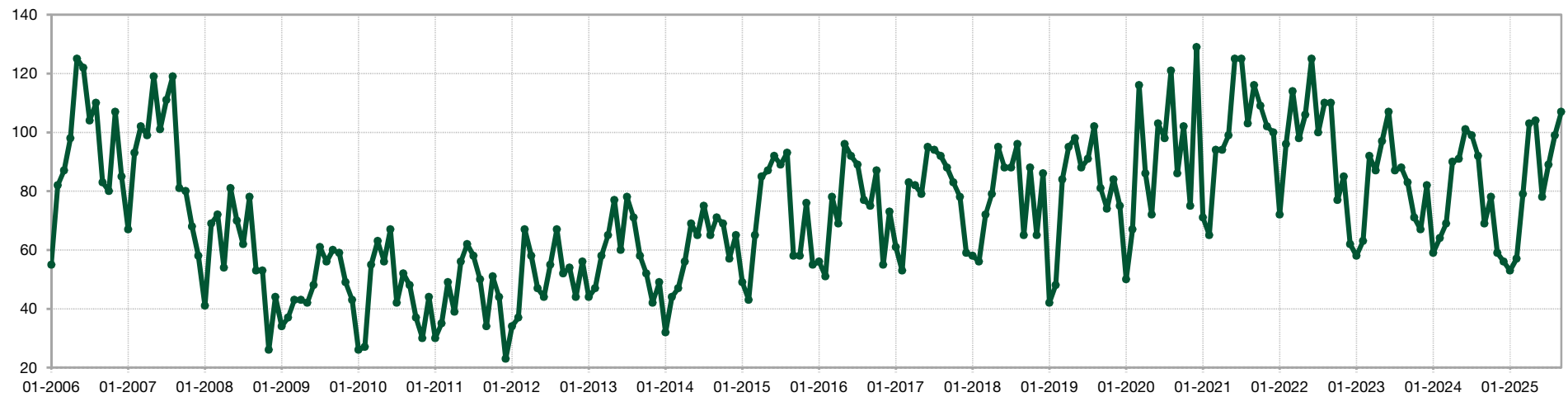


## September



Closed Sales		Prior Year	Percent Change
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	79	69	+14.5%
April 2025	103	90	+14.4%
May 2025	104	91	+14.3%
June 2025	78	101	-22.8%
July 2025	89	99	-10.1%
August 2025	99	92	+7.6%
September 2025	107	69	+55.1%
12-Month Avg	80	80	+0.2%

## Historical Closed Sales by Month

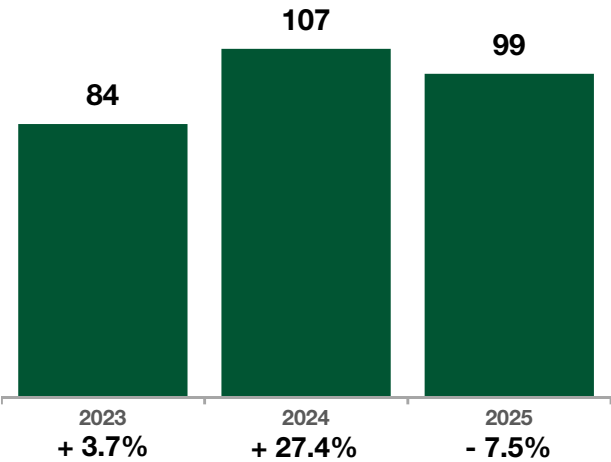


# Days on Market Until Sale

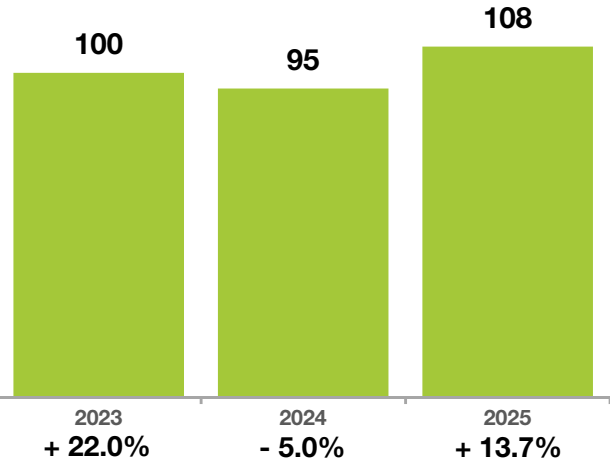
Average number of days between when a property is listed and when an offer is accepted in a given month.



## September



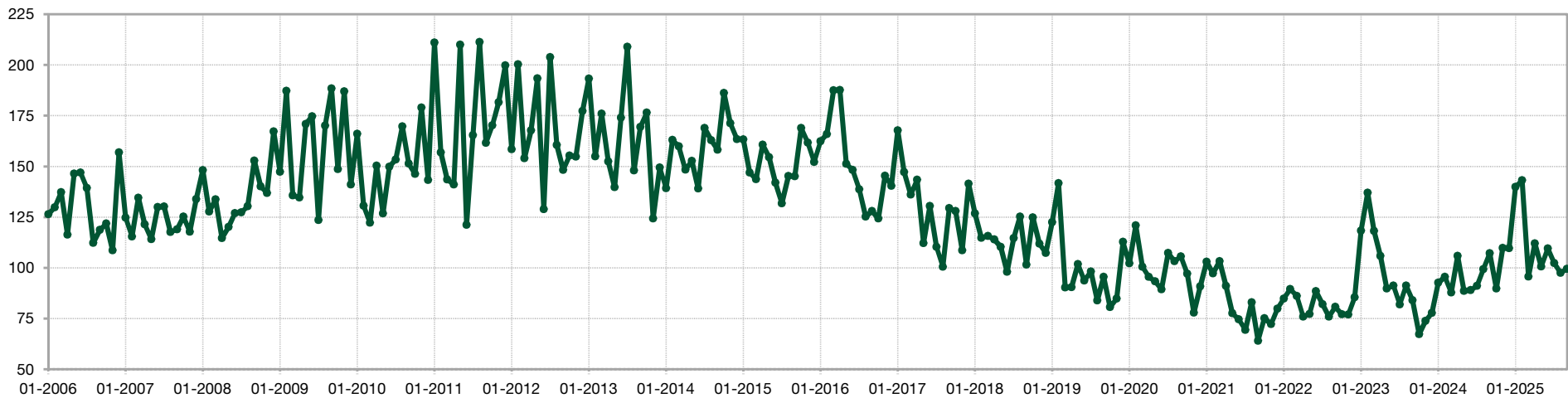
## Year to Date



Days on Market		Prior Year	Percent Change
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	96	88	+9.1%
April 2025	112	106	+5.7%
May 2025	101	89	+13.5%
June 2025	110	89	+23.6%
July 2025	102	91	+12.1%
August 2025	98	99	-1.0%
September 2025	99	107	-7.5%
12-Month Avg*	107	90	+18.9%

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

## Historical Days on Market Until Sale by Month

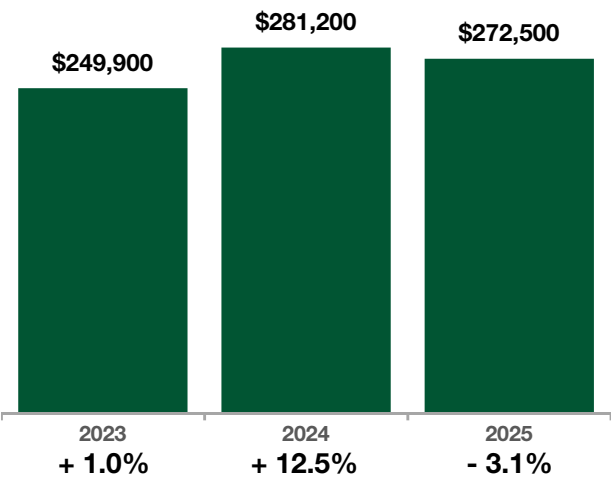


# Median Sales Price

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



## September



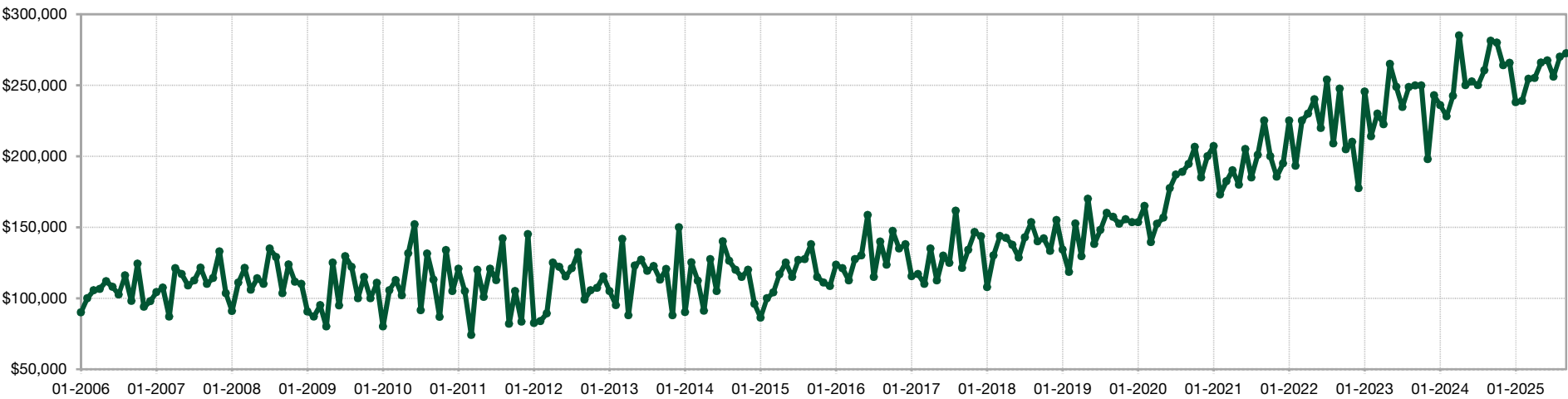
## Year to Date



Median Sales Price		Prior Year	Percent Change
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	\$254,500	\$242,500	+4.9%
April 2025	\$255,000	\$285,000	-10.5%
May 2025	\$265,900	\$250,000	+6.4%
June 2025	\$267,500	\$252,700	+5.9%
July 2025	\$256,000	\$250,000	+2.4%
August 2025	\$270,000	\$260,450	+3.7%
September 2025	\$272,500	\$281,200	-3.1%
12-Month Med*	\$262,000	\$247,400	+5.9%

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

## Historical Median Sales Price by Month

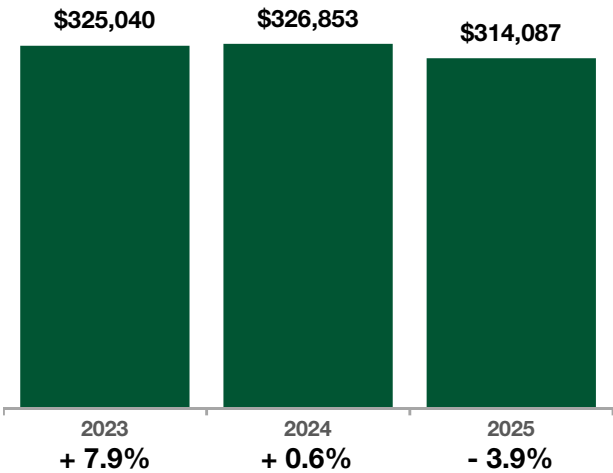


# Average Sales Price

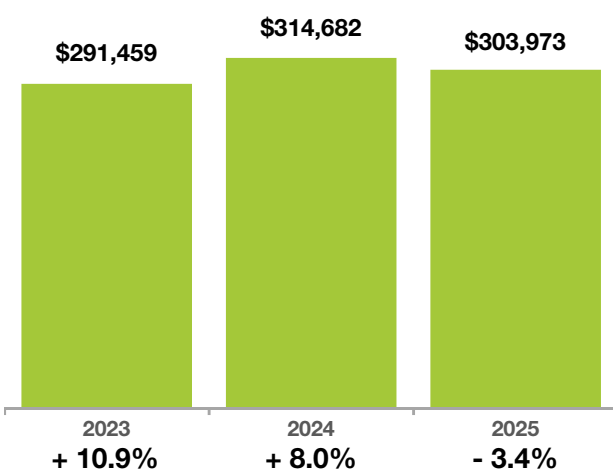
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## September



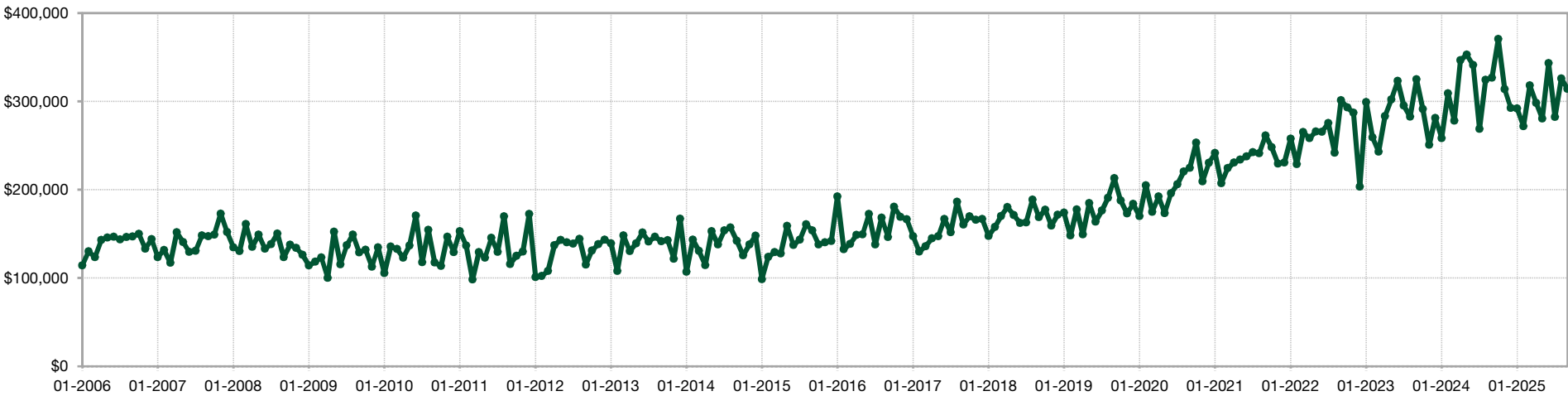
## Year to Date



Avg. Sales Price	Prior Year	Percent Change
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	\$318,070	\$278,123 +14.4%
April 2025	\$298,276	\$346,663 -14.0%
May 2025	\$280,670	\$352,781 -20.4%
June 2025	\$343,439	\$341,258 +0.6%
July 2025	\$282,292	\$268,852 +5.0%
August 2025	\$325,745	\$324,434 +0.4%
September 2025	\$314,087	\$326,853 -3.9%
12-Month Avg*	\$308,597	\$305,561 +1.0%

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

## Historical Average Sales Price by Month



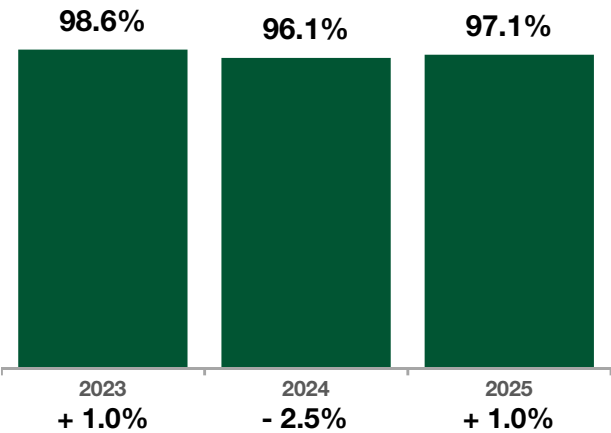


# Percent of List Price Received

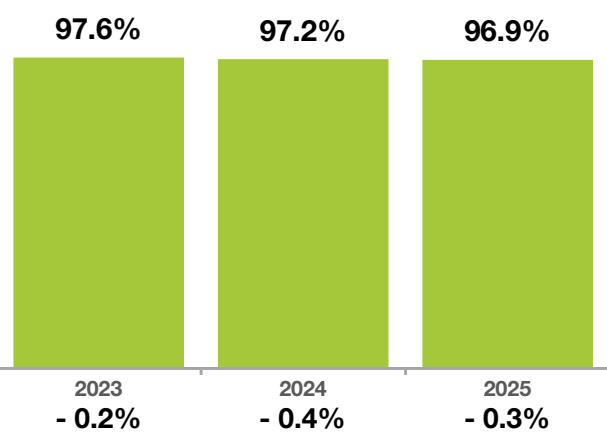
Percentage found when dividing a property’s sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## September



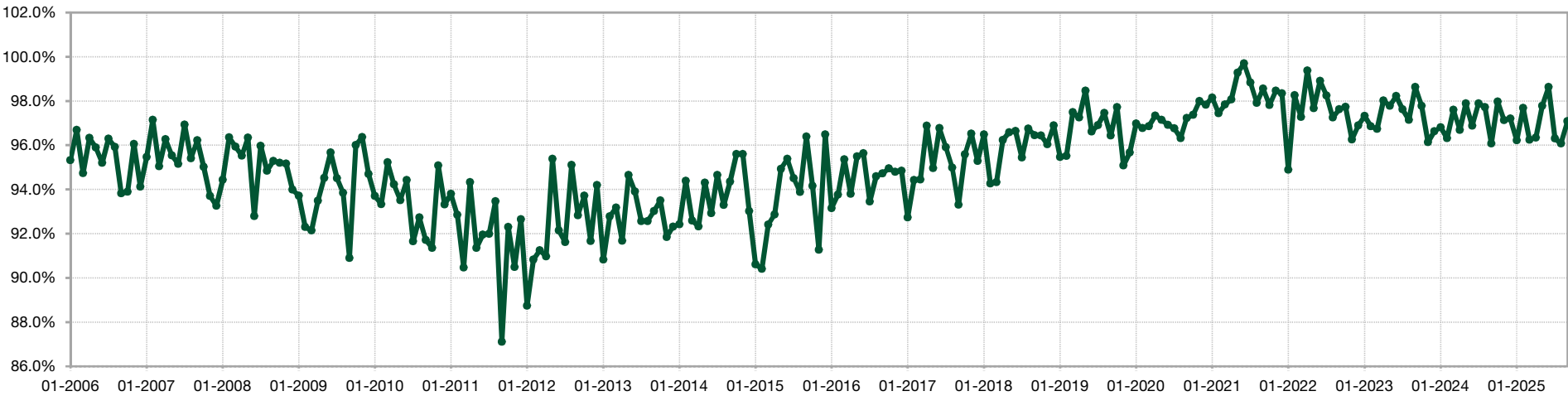
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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	96.3%	97.6%	-1.3%
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	96.1%	97.7%	-1.6%
September 2025	97.1%	96.1%	+1.0%
12-Month Avg*	97.0%	97.1%	-0.1%

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

## Historical Percent of List Price Received by Month

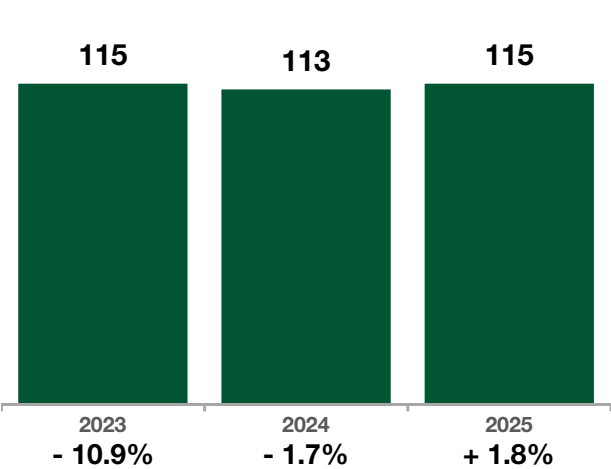


# Housing Affordability Index

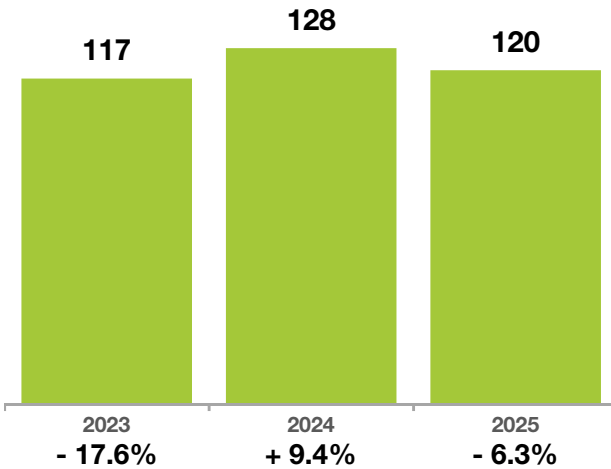
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## September

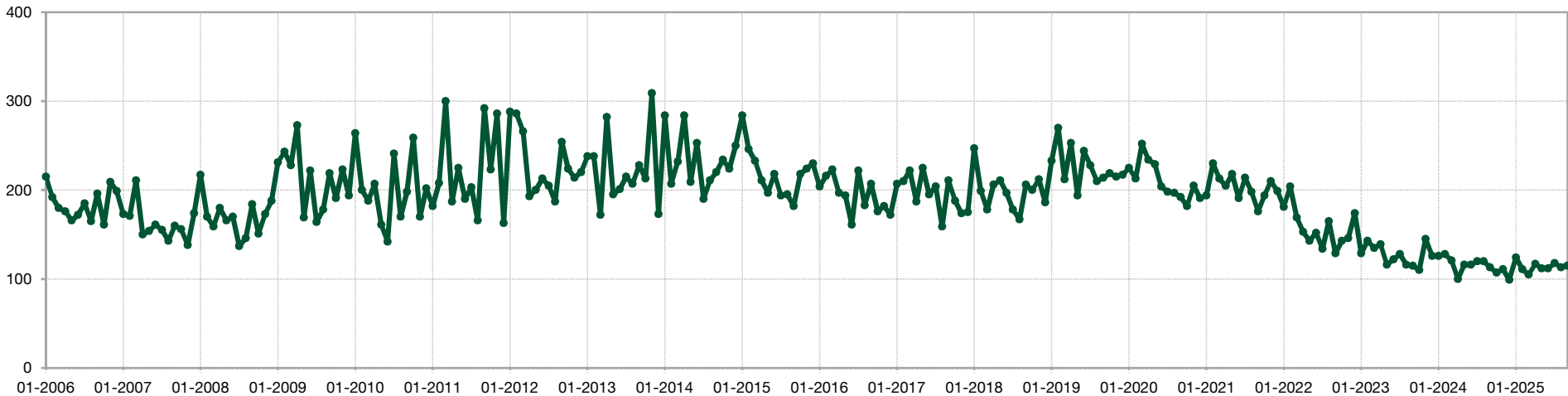


## Year to Date



Affordability Index		Prior Year	Percent Change
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	112	116	-3.4%
July 2025	118	120	-1.7%
August 2025	113	120	-5.8%
September 2025	115	113	+1.8%
12-Month Avg	112	120	-6.7%

## Historical Housing Affordability Index by Month

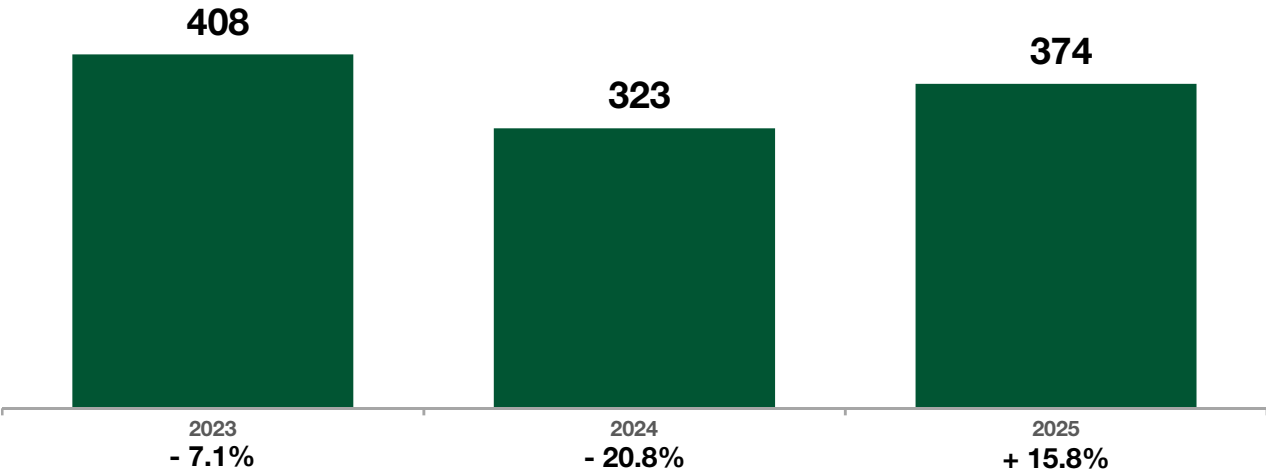


# Inventory of Homes for Sale

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



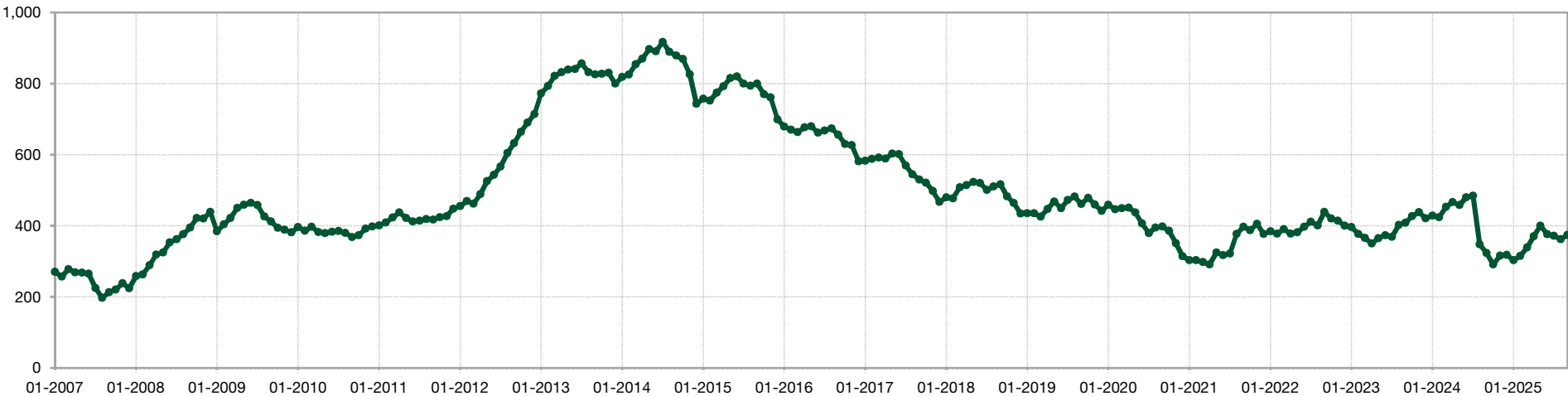
## September



Homes for Sale		Prior Year	Percent Change
October 2024	291	427	-31.9%
November 2024	316	438	-27.9%
December 2024	318	421	-24.5%
January 2025	303	428	-29.2%
February 2025	315	424	-25.7%
March 2025	339	453	-25.2%
April 2025	370	466	-20.6%
May 2025	400	458	-12.7%
June 2025	376	480	-21.7%
July 2025	372	484	-23.1%
August 2025	362	348	+4.0%
September 2025	374	323	+15.8%
12-Month Avg*	345	429	-19.6%

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

## Historical Inventory of Homes for Sale by Month

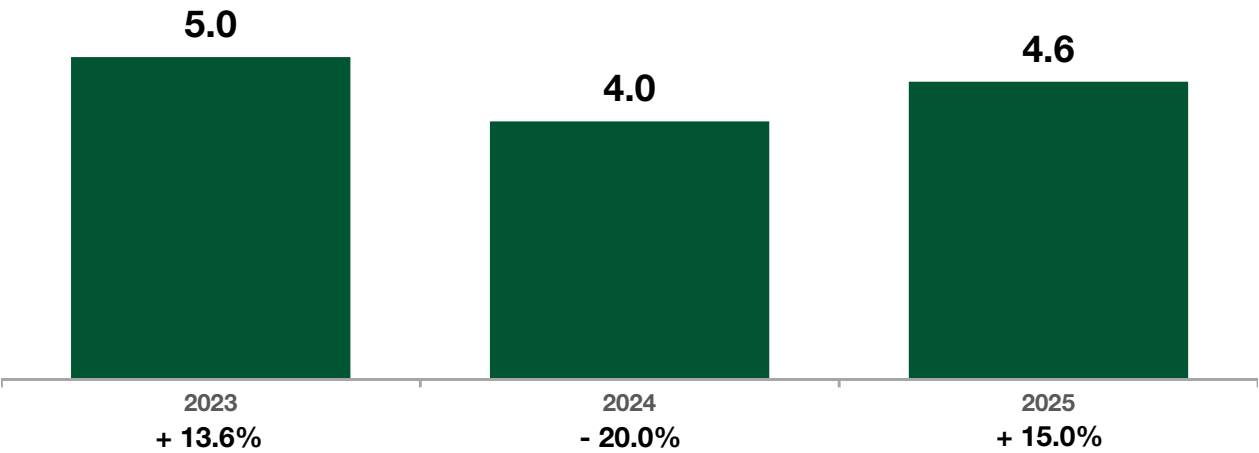


# Months Supply of Inventory

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.



## September



Months Supply		Prior Year	Percent Change
October 2024	3.6	5.3	-32.1%
November 2024	4.0	5.4	-25.9%
December 2024	4.1	5.1	-19.6%
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	4.7	5.8	-19.0%
May 2025	5.1	5.6	-8.9%
June 2025	4.8	5.8	-17.2%
July 2025	4.7	5.9	-20.3%
August 2025	4.4	4.3	+2.3%
September 2025	4.6	4.0	+15.0%
12-Month Avg*	4.3	5.3	-18.9%

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

## Historical Months Supply of Inventory by Month

