

Monthly Indicators



October 2025

U.S. existing-home sales climbed 1.5% month-over-month and 4.1% year-over-year, reaching a seasonally adjusted annual rate of 4.06 million units, according to the National Association of REALTORS® (NAR). The increase was partly driven by falling mortgage rates, which recently hit their lowest level in more than a year. Regionally, monthly sales advanced in the Northeast, South, and West, while the Midwest experienced a slight decline.

New Listings were up 81.0 percent to 143. Pending Sales increased 23.6 percent to 89. Inventory grew 33.0 percent to 387 units.

Prices moved lower as Median Sales Price was down 10.8 percent to \$249,900. Days on Market increased 14.4 percent to 103 days. Months Supply of Inventory was up 30.6 percent to 4.7 months months.

Housing inventory edged up 1.3% from the previous month to 1.55 million units, 14.0% higher than the same period last year. This represents a 4.6-month supply at the current sales pace, according to NAR. The median existing-home price grew 2.1% year-over-year to \$415,200, continuing the trend of annual price gains. The Midwest saw the largest year-over-year increase in median sales price, followed by the Northeast and South, while prices remained mostly flat in the West.

Quick Facts

- 26.9%	- 10.8%	+ 30.6%
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.



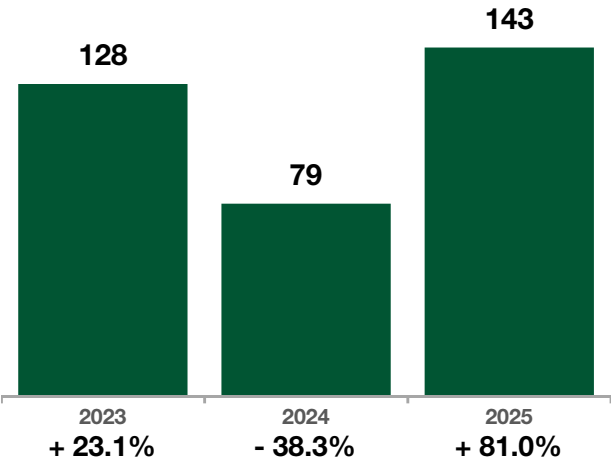
Key Metrics	Historical Sparkbars			10-2024	10-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	10-2023	10-2024	10-2025						
New Listings				79	143	+ 81.0%	1,178	1,322	+ 12.2%
Pending Sales				72	89	+ 23.6%	839	886	+ 5.6%
Closed Sales				78	57	- 26.9%	812	828	+ 2.0%
Days on Market				90	103	+ 14.4%	95	108	+ 13.7%
Median Sales Price				\$280,000	\$249,900	- 10.8%	\$252,500	\$259,900	+ 2.9%
Average Sales Price				\$370,536	\$334,168	- 9.8%	\$320,054	\$306,041	- 4.4%
Pct. of List Price Received				98.0%	94.1%	- 4.0%	97.2%	96.7%	- 0.5%
Housing Affordability Index				107	127	+ 18.7%	119	122	+ 2.5%
Inventory of Homes for Sale				291	387	+ 33.0%	--	--	--
Months Supply of Inventory				3.6	4.7	+ 30.6%	--	--	--

New Listings

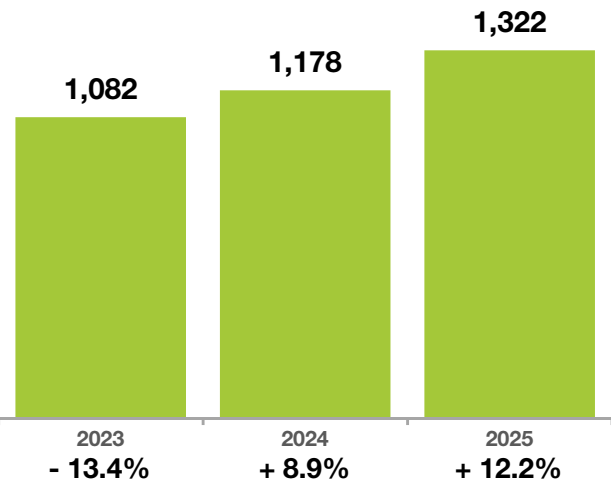
A count of the properties that have been newly listed on the market in a given month.



October

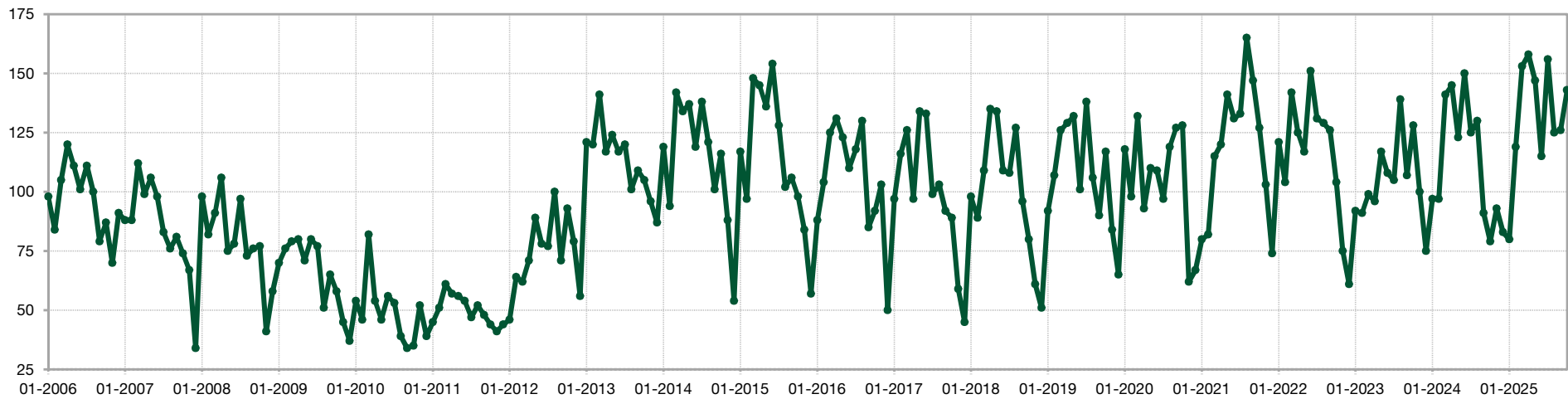


Year to Date



New Listings		Prior Year	Percent Change
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	156	125	+24.8%
August 2025	125	130	-3.8%
September 2025	126	91	+38.5%
October 2025	143	79	+81.0%
12-Month Avg	125	113	+10.5%

Historical New Listings by Month

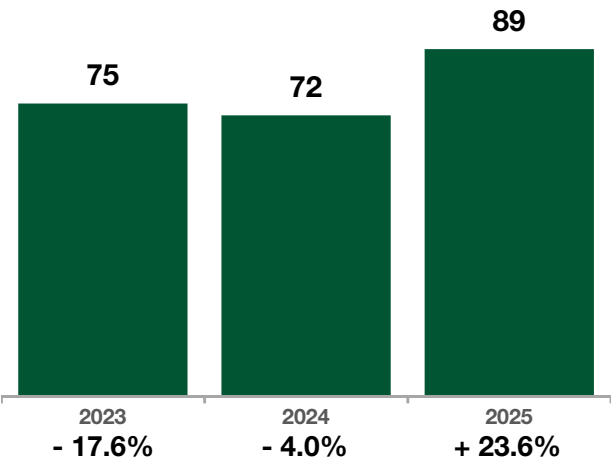


Pending Sales

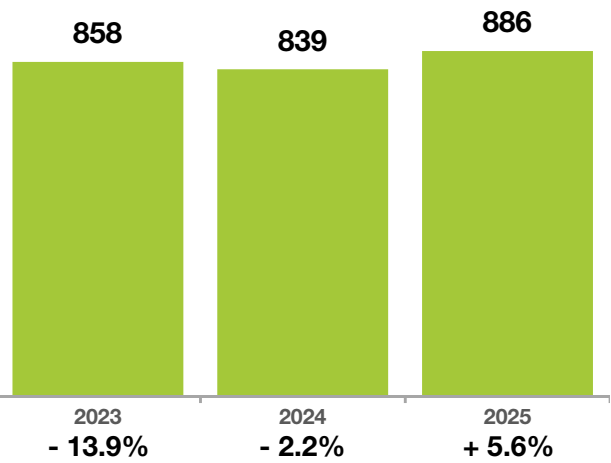
A count of the properties on which offers have been accepted in a given month.



October

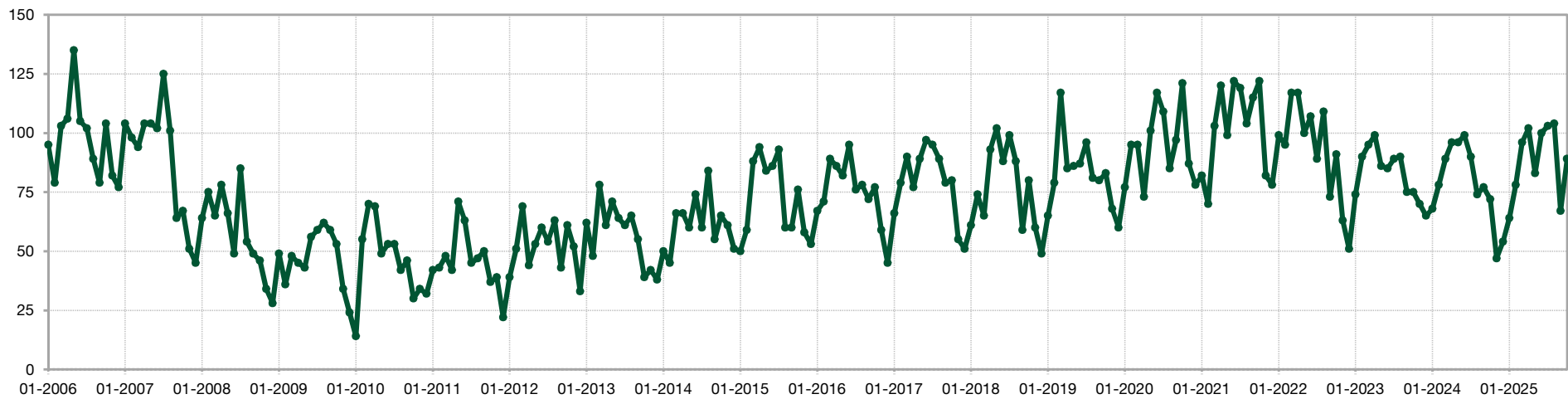


Year to Date



Pending Sales		Prior Year	Percent Change
November 2024	47	70	-32.9%
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	83	96	-13.5%
June 2025	100	99	+1.0%
July 2025	103	90	+14.4%
August 2025	104	74	+40.5%
September 2025	67	77	-13.0%
October 2025	89	72	+23.6%
12-Month Avg	82	81	+1.5%

Historical Pending Sales by Month

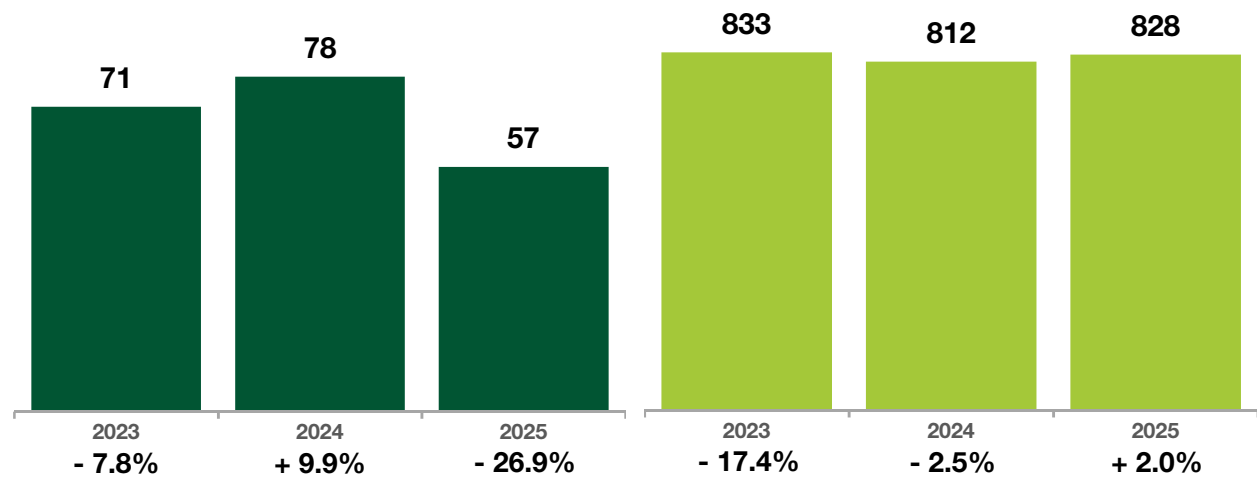


Closed Sales

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

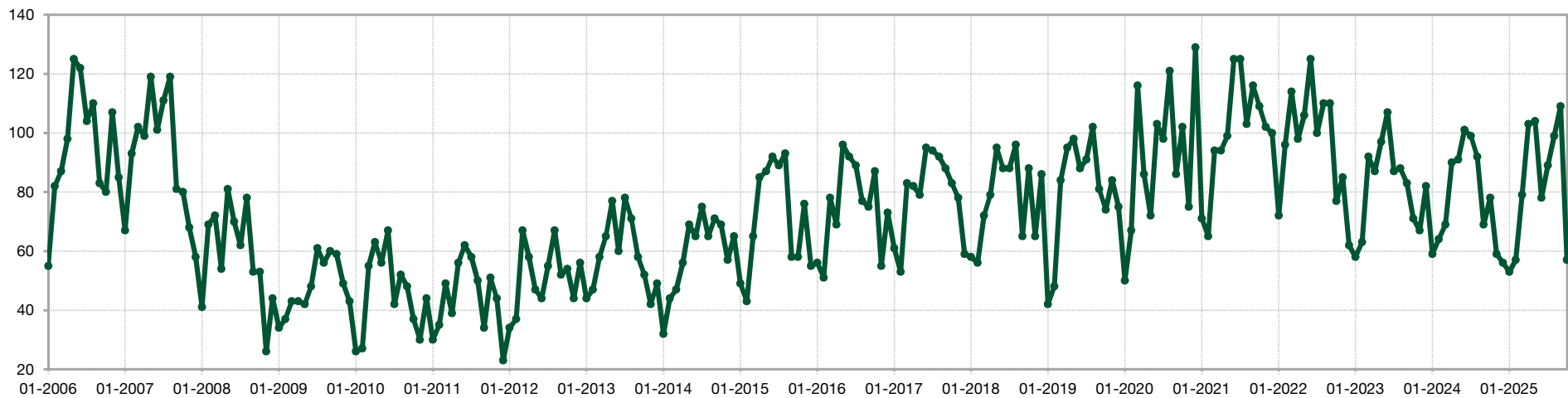


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Closed Sales		Prior Year	Percent Change
November 2024	59	67	-11.9%
December 2024	56	82	-31.7%
January 2025	53	59	-10.2%
February 2025	57	64	-10.9%
March 2025	79	69	+14.5%
April 2025	103	90	+14.4%
May 2025	104	91	+14.3%
June 2025	78	101	-22.8%
July 2025	89	99	-10.1%
August 2025	99	92	+7.6%
September 2025	109	69	+58.0%
October 2025	57	78	-26.9%
12-Month Avg	79	80	-1.8%

Historical Closed Sales by Month

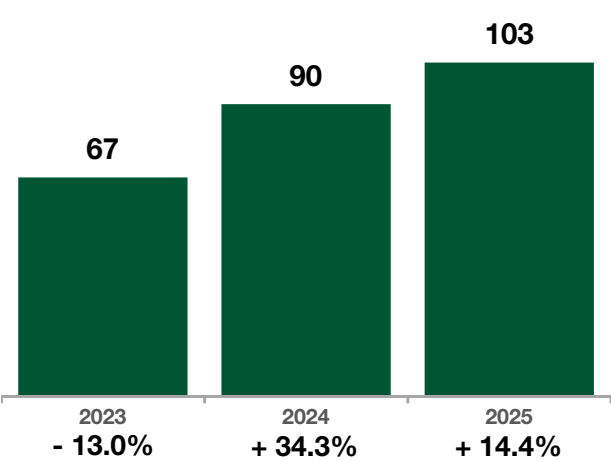


Days on Market Until Sale

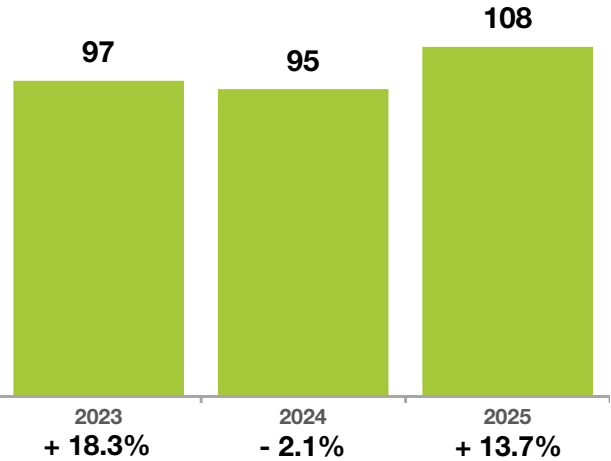
Average number of days between when a property is listed and when an offer is accepted in a given month.



October



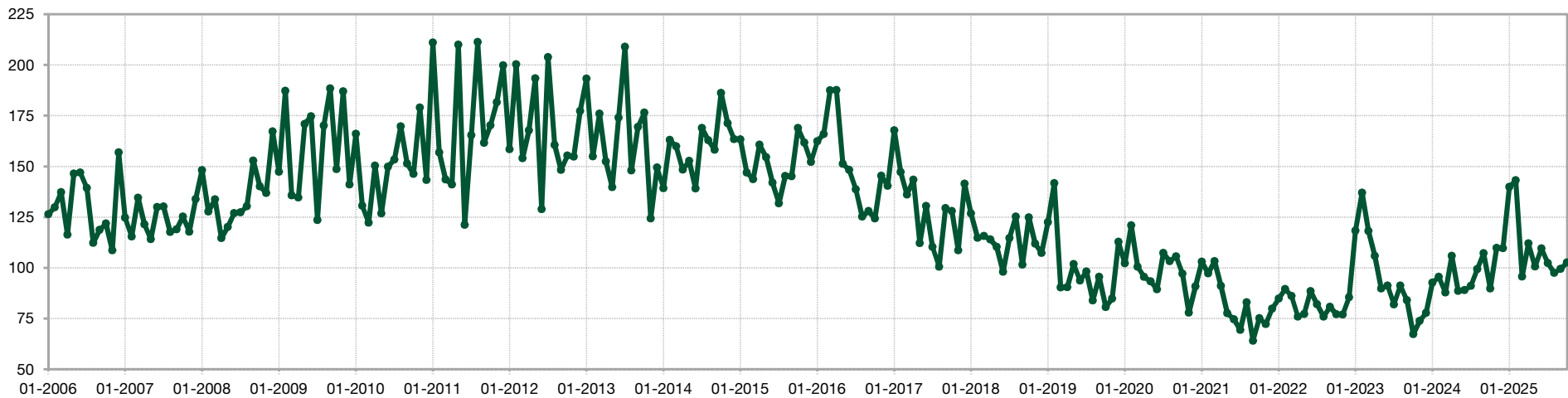
Year to Date



Days on Market		Prior Year	Percent Change
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	100	107	-6.5%
October 2025	103	90	+14.4%
12-Month Avg*	108	92	+17.4%

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

Historical Days on Market Until Sale by Month

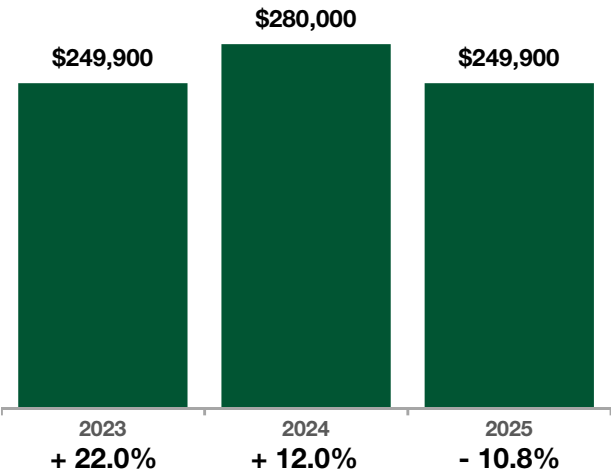


Median Sales Price

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



October



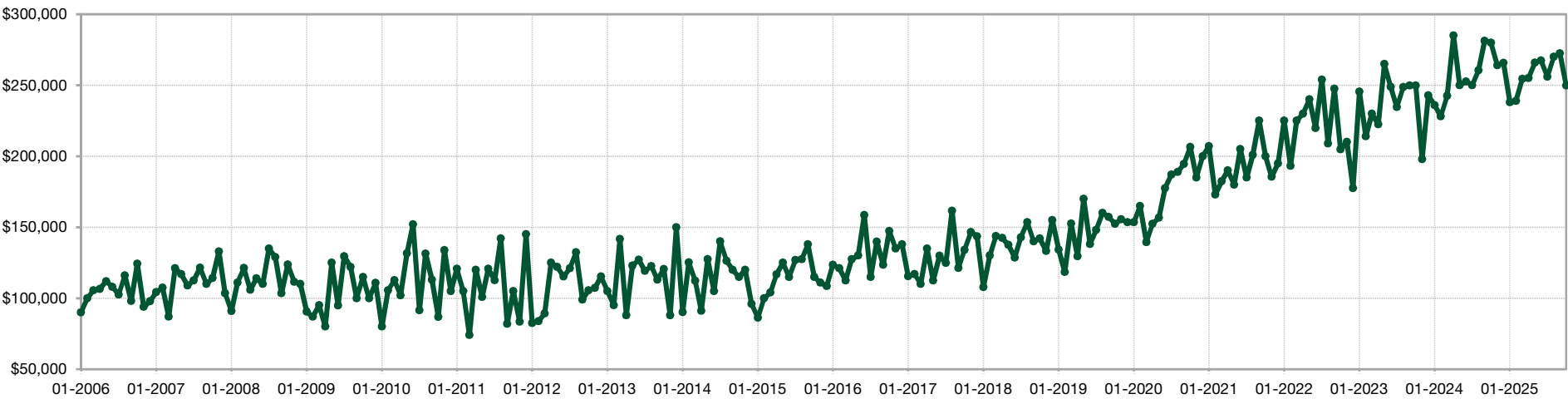
Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
October 2025	\$249,900	\$280,000	-10.8%
12-Month Med*	\$260,000	\$249,500	+4.2%

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

Historical Median Sales Price by Month

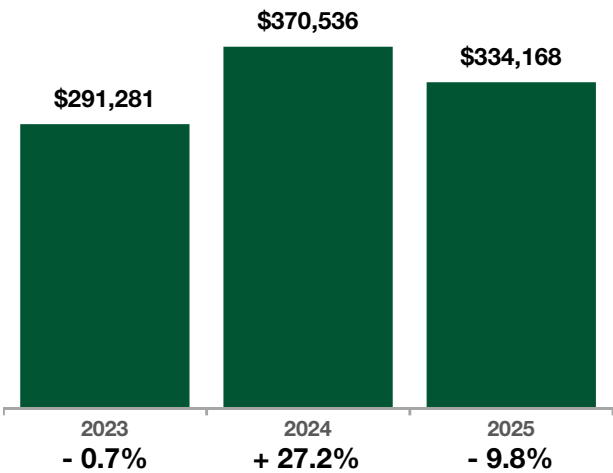


Average Sales Price

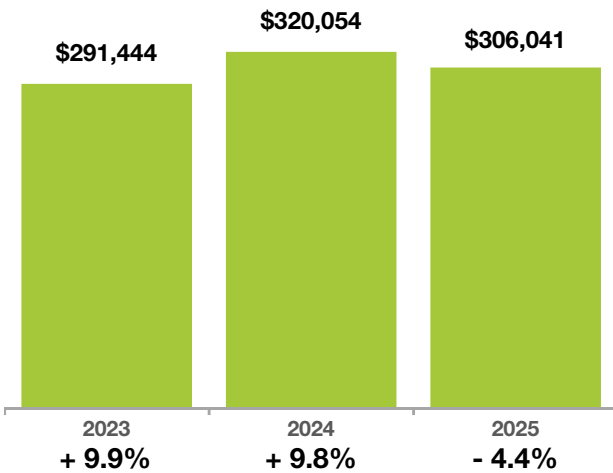
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October



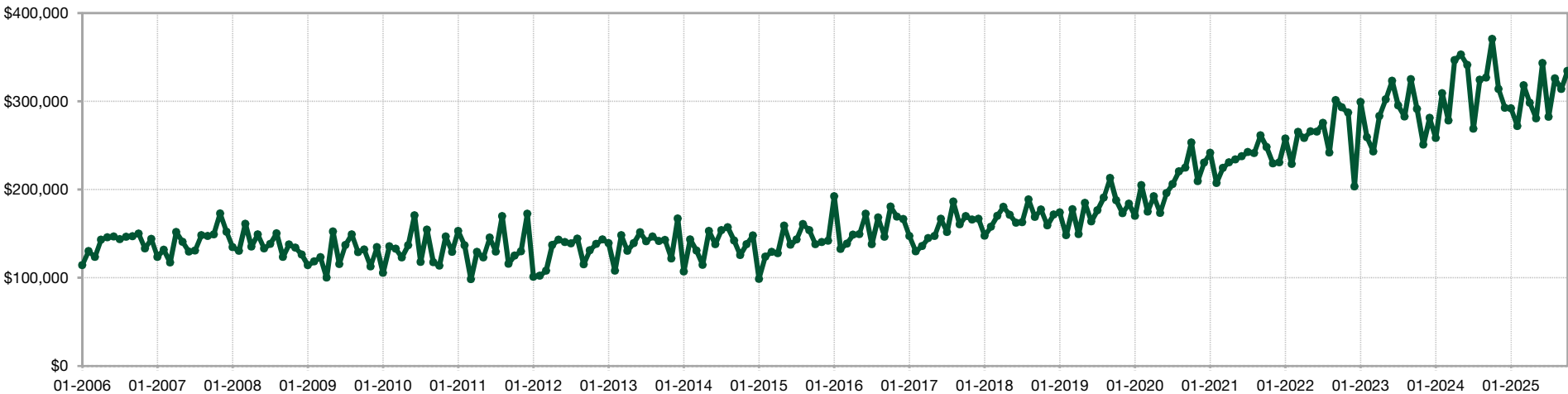
Year to Date



Avg. Sales Price		Prior Year	Percent Change
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	\$313,801	\$326,853	-4.0%
October 2025	\$334,168	\$370,536	-9.8%
12-Month Avg*	\$305,542	\$311,881	-2.0%

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

Historical Average Sales Price by Month

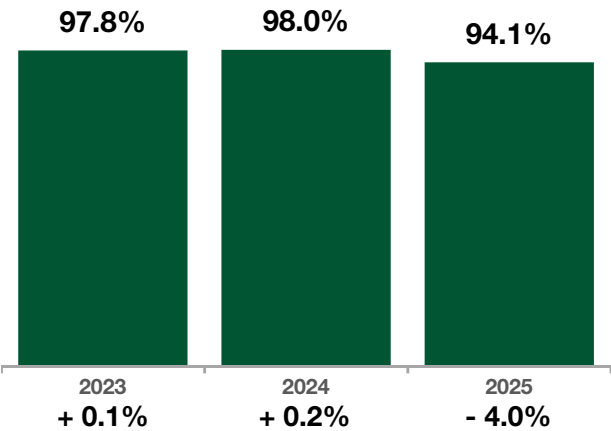


Percent of List Price Received

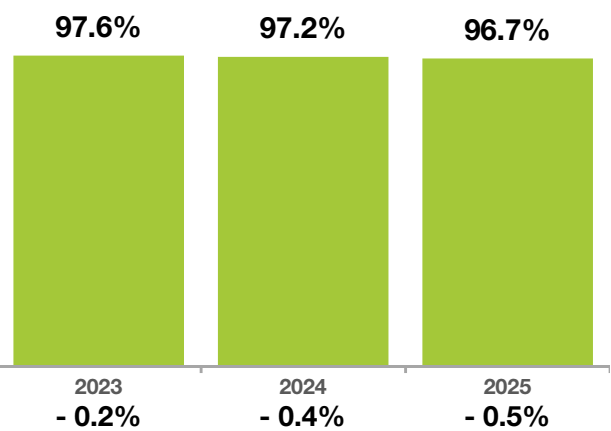
Percentage found when dividing a property’s sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



October



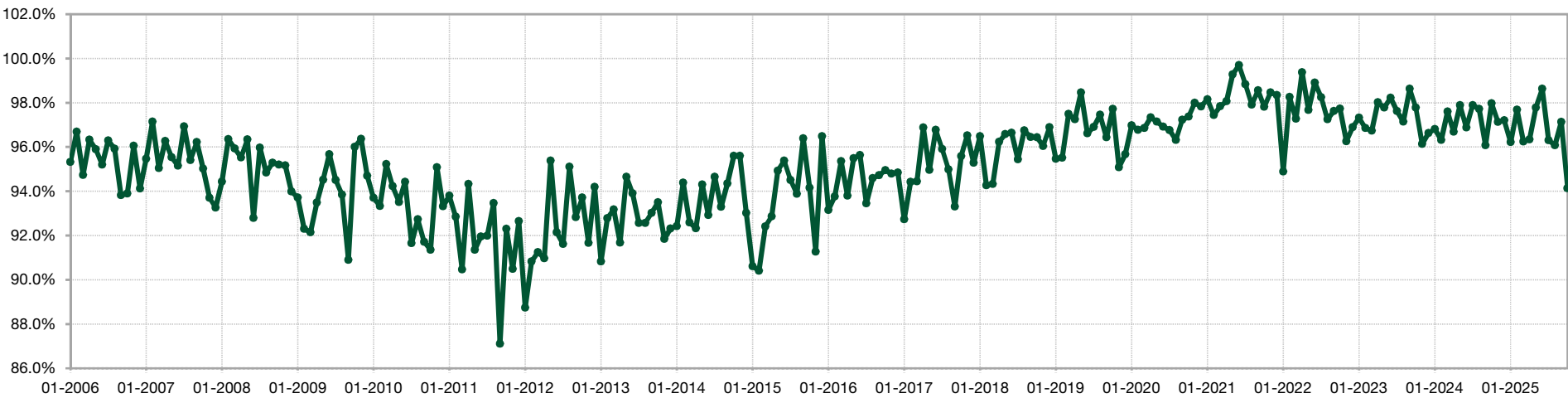
Year to Date



Pct. of List Price Received		Prior Year	Percent Change
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%
October 2025	94.1%	98.0%	-4.0%
12-Month Avg*		96.8%	-0.3%

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

Historical Percent of List Price Received by Month

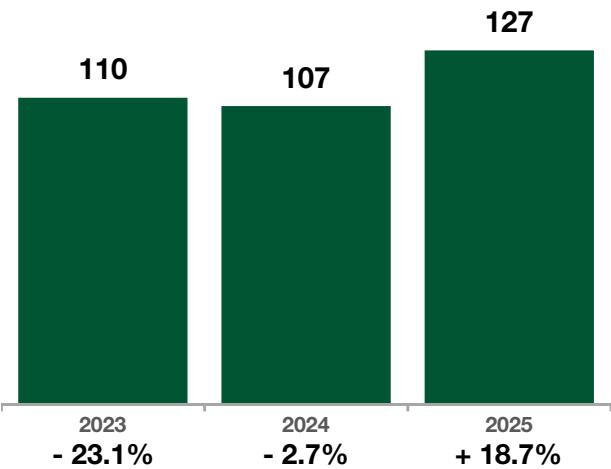


Housing Affordability Index

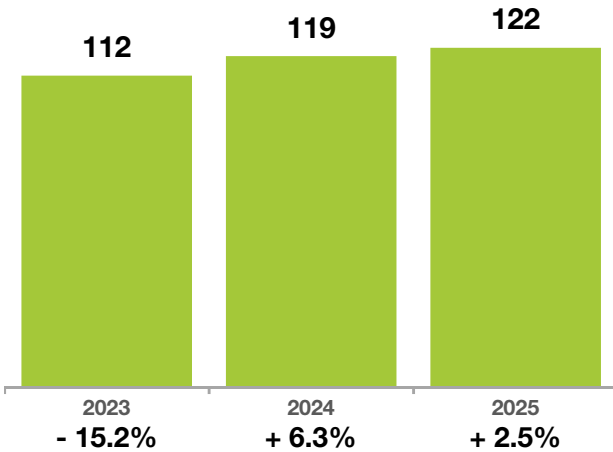
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



October

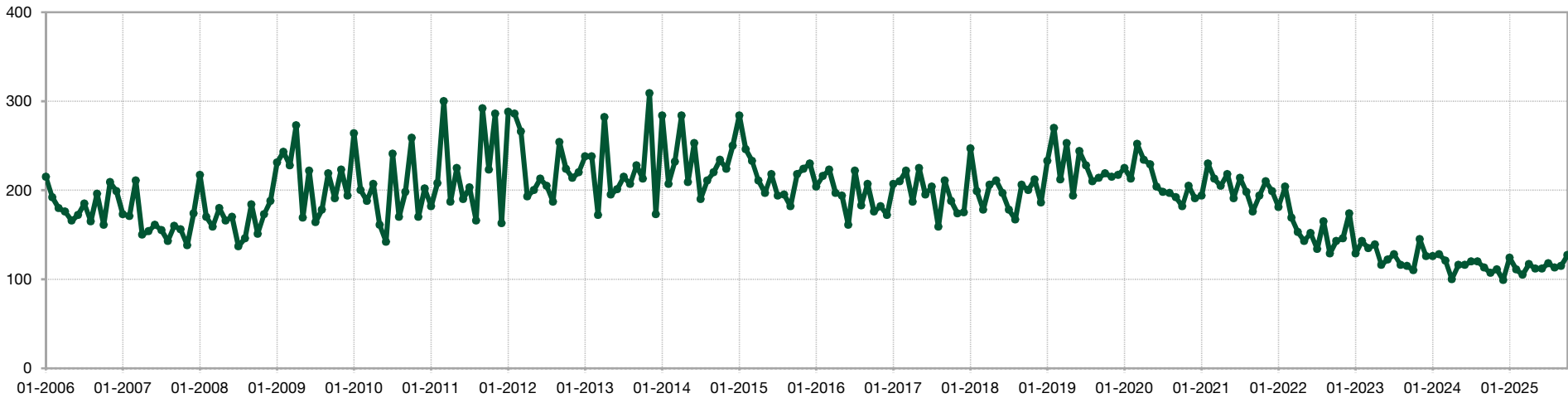


Year to Date



Affordability Index		Prior Year	Percent Change
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%
October 2025	127	107	+18.7%
12-Month Avg	114	120	-5.1%

Historical Housing Affordability Index by Month

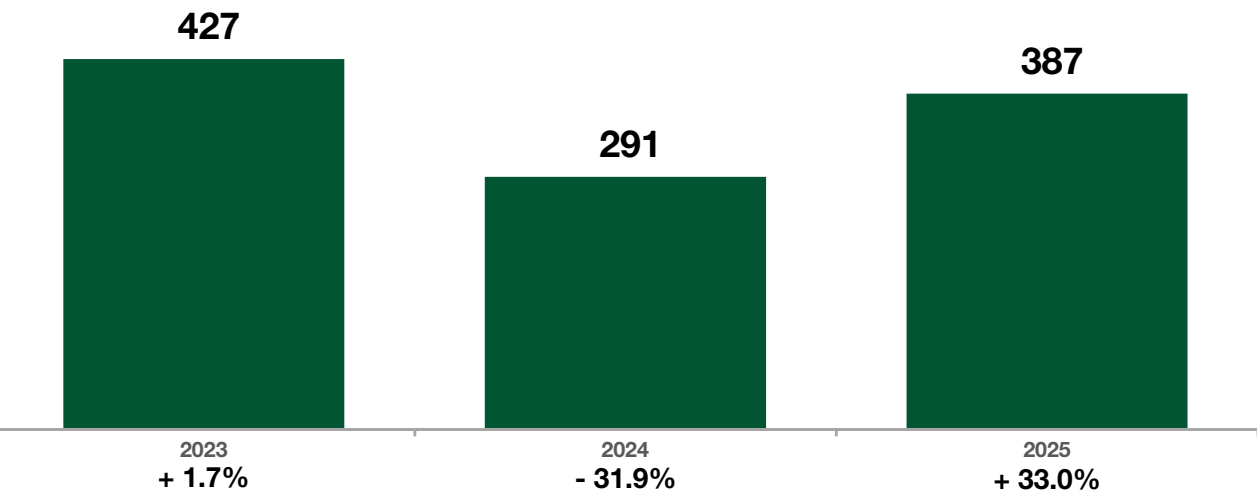


Inventory of Homes for Sale

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



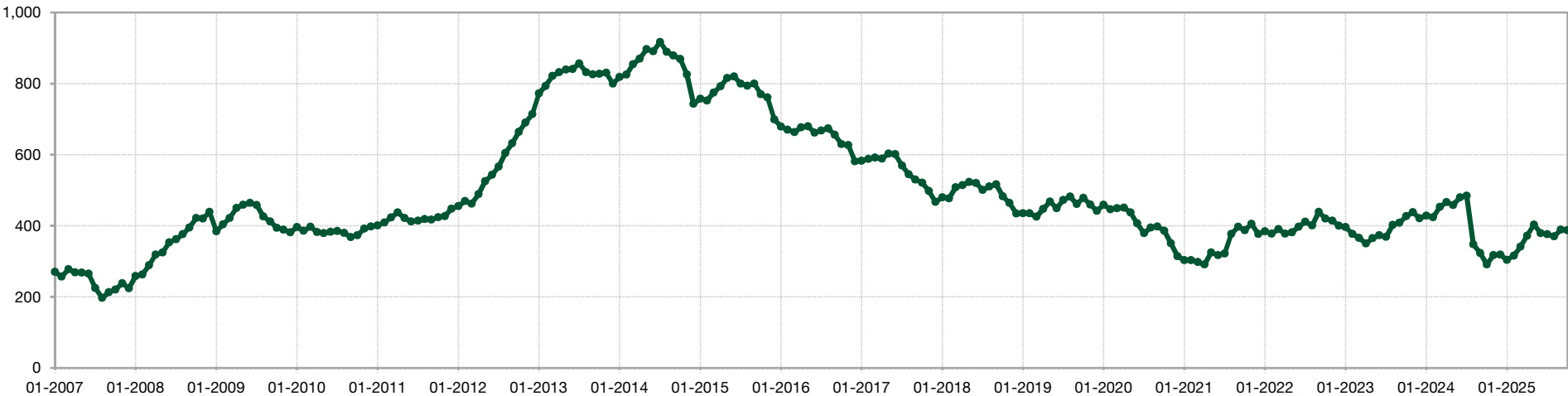
October



Homes for Sale		Prior Year	Percent Change
November 2024	317	438	-27.6%
December 2024	319	421	-24.2%
January 2025	304	428	-29.0%
February 2025	316	424	-25.5%
March 2025	341	453	-24.7%
April 2025	372	466	-20.2%
May 2025	403	458	-12.0%
June 2025	379	480	-21.0%
July 2025	376	484	-22.3%
August 2025	370	348	+6.3%
September 2025	389	323	+20.4%
October 2025	387	291	+33.0%
12-Month Avg*	356	418	-14.8%

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

Historical Inventory of Homes for Sale by Month

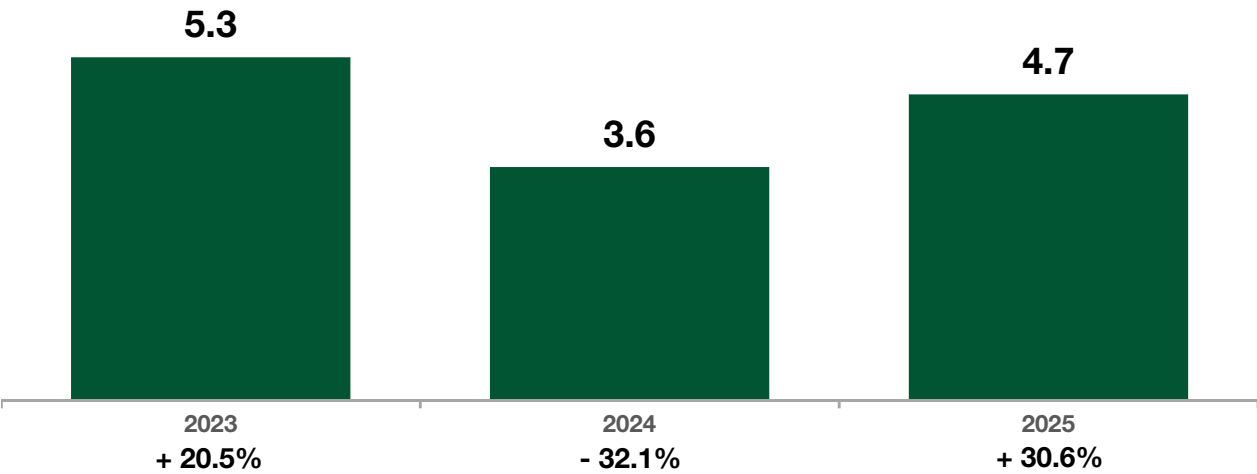


Months Supply of Inventory

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.



October



Months Supply		Prior Year	Percent Change
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	4.1	5.2	-21.2%
March 2025	4.3	5.6	-23.2%
April 2025	4.7	5.8	-19.0%
May 2025	5.2	5.6	-7.1%
June 2025	4.9	5.8	-15.5%
July 2025	4.7	5.9	-20.3%
August 2025	4.5	4.3	+4.7%
September 2025	4.8	4.0	+20.0%
October 2025	4.7	3.6	+30.6%
12-Month Avg*	4.5	5.1	-11.8%

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

Historical Months Supply of Inventory by Month

