

Monthly Indicators



November 2025

U.S. sales of existing homes rose 1.2% from the previous month to a seasonally adjusted annual rate of 4.10 million, according to the National Association of REALTORS® (NAR), as buyers took advantage of lower mortgage rates this fall. Sales increased in the Midwest and South, held steady in the Northeast, and edged down in the West. Year-over-year, sales were up 1.7%, with gains in the Northeast, Midwest, and South, while the West posted a decline.

New Listings were up 30.1 percent to 121. Pending Sales increased 93.6 percent to 91. Inventory grew 18.6 percent to 377 units.

Median Sales Price was down 5.1 percent to \$250,510. Days on Market decreased 24.5 percent to 83 days. Months Supply of Inventory was up 10.0 percent to 4.4 months.

Nationally, inventory dipped 0.7% month-over-month but rose 10.9% year-over-year, totaling 1.52 million units, according to NAR. At the current sales pace, supply stands at 4.4 months, slightly below last month's level but higher than the 4.1 months recorded a year ago. Supported by modest inventory levels, prices continue to rise, with the national median existing-home price increasing 2.1% year-over-year to \$415,200, marking 28 consecutive months of annual gains.

Quick Facts

+ 16.9%	- 5.1%	+ 10.0%
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.



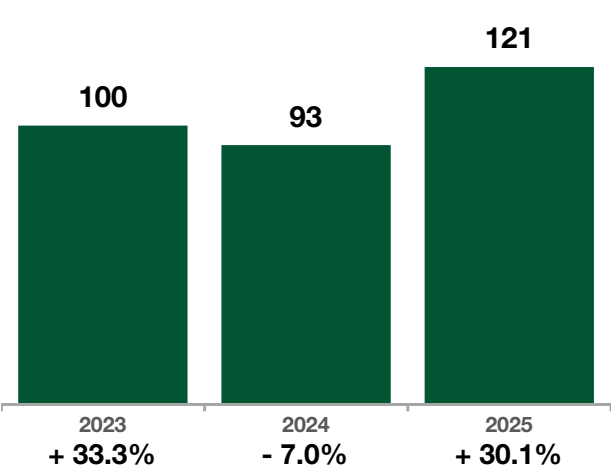
Key Metrics	Historical Sparkbars			11-2024	11-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	11-2023	11-2024	11-2025						
New Listings				93	121	+ 30.1%	1,272	1,459	+ 14.7%
Pending Sales				47	91	+ 93.6%	886	984	+ 11.1%
Closed Sales				59	69	+ 16.9%	871	913	+ 4.8%
Days on Market				110	83	- 24.5%	96	105	+ 9.4%
Median Sales Price				\$264,000	\$250,510	- 5.1%	\$253,150	\$257,500	+ 1.7%
Average Sales Price				\$313,769	\$292,045	- 6.9%	\$319,628	\$304,983	- 4.6%
Pct. of List Price Received				97.1%	98.7%	+ 1.6%	97.2%	96.9%	- 0.3%
Housing Affordability Index				111	126	+ 13.5%	116	122	+ 5.2%
Inventory of Homes for Sale				318	377	+ 18.6%	--	--	--
Months Supply of Inventory				4.0	4.4	+ 10.0%	--	--	--

New Listings

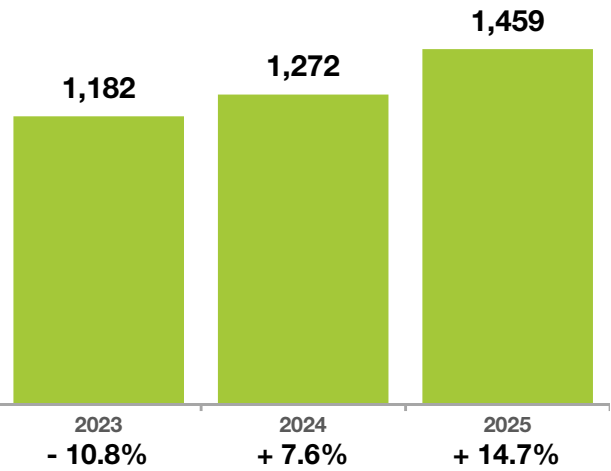
A count of the properties that have been newly listed on the market in a given month.



November

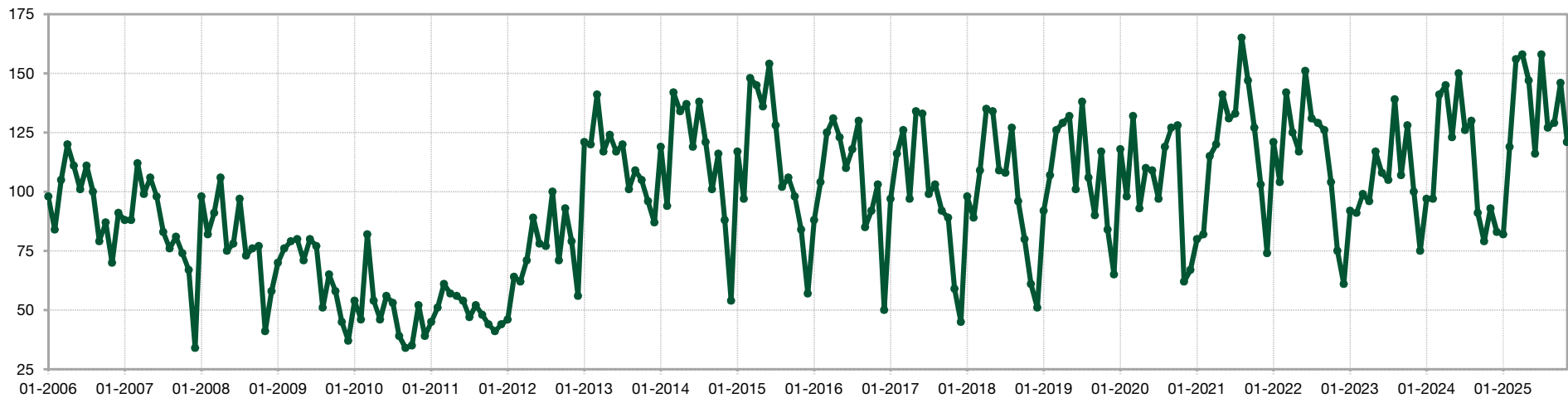


Year to Date



New Listings		Prior Year	Percent Change
December 2024	83	75	+10.7%
January 2025	82	97	-15.5%
February 2025	119	97	+22.7%
March 2025	156	141	+10.6%
April 2025	158	145	+9.0%
May 2025	147	123	+19.5%
June 2025	116	150	-22.7%
July 2025	158	126	+25.4%
August 2025	127	130	-2.3%
September 2025	129	91	+41.8%
October 2025	146	79	+84.8%
November 2025	121	93	+30.1%
12-Month Avg	129	112	+14.7%

Historical New Listings by Month

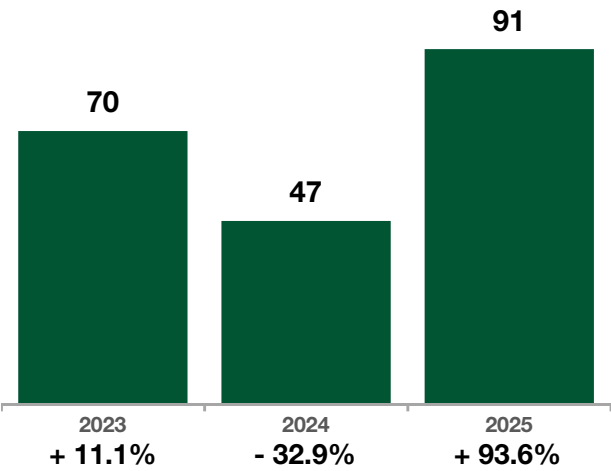


Pending Sales

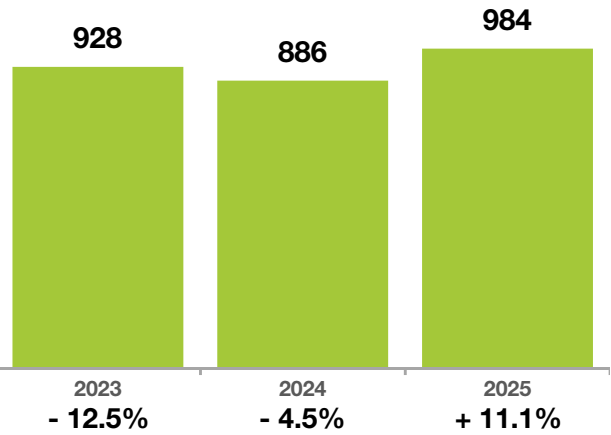
A count of the properties on which offers have been accepted in a given month.



November

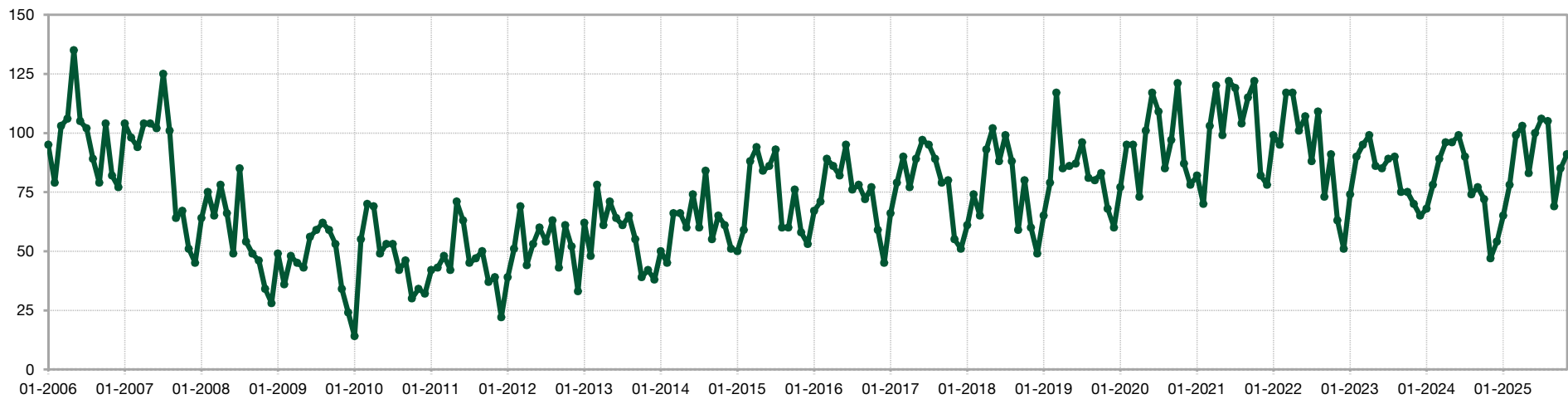


Year to Date



Pending Sales		Prior Year	Percent Change
December 2024	54	65	-16.9%
January 2025	65	68	-4.4%
February 2025	78	78	0.0%
March 2025	99	89	+11.2%
April 2025	103	96	+7.3%
May 2025	83	96	-13.5%
June 2025	100	99	+1.0%
July 2025	106	90	+17.8%
August 2025	105	74	+41.9%
September 2025	69	77	-10.4%
October 2025	85	72	+18.1%
November 2025	91	47	+93.6%
12-Month Avg	87	79	+9.5%

Historical Pending Sales by Month

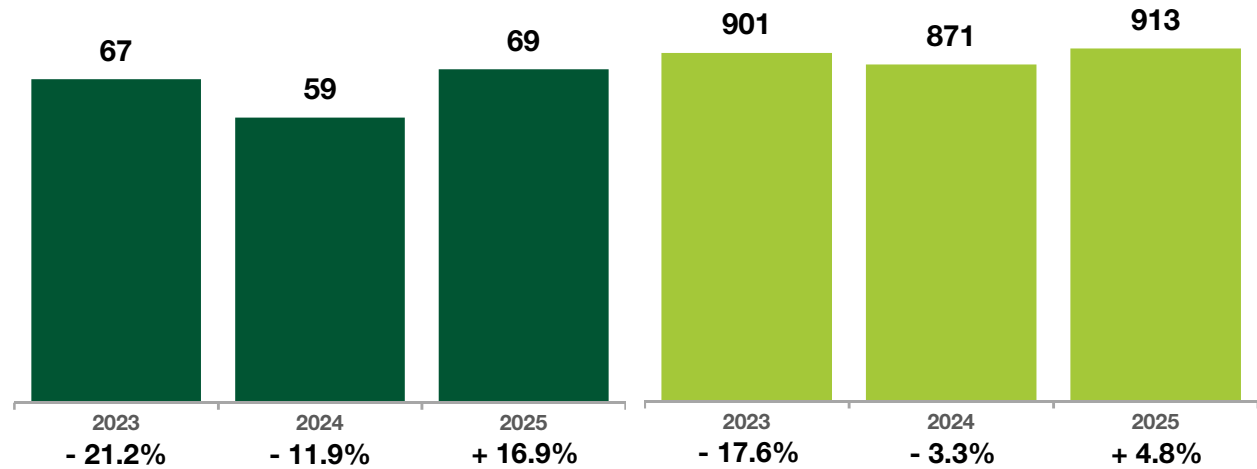


Closed Sales

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

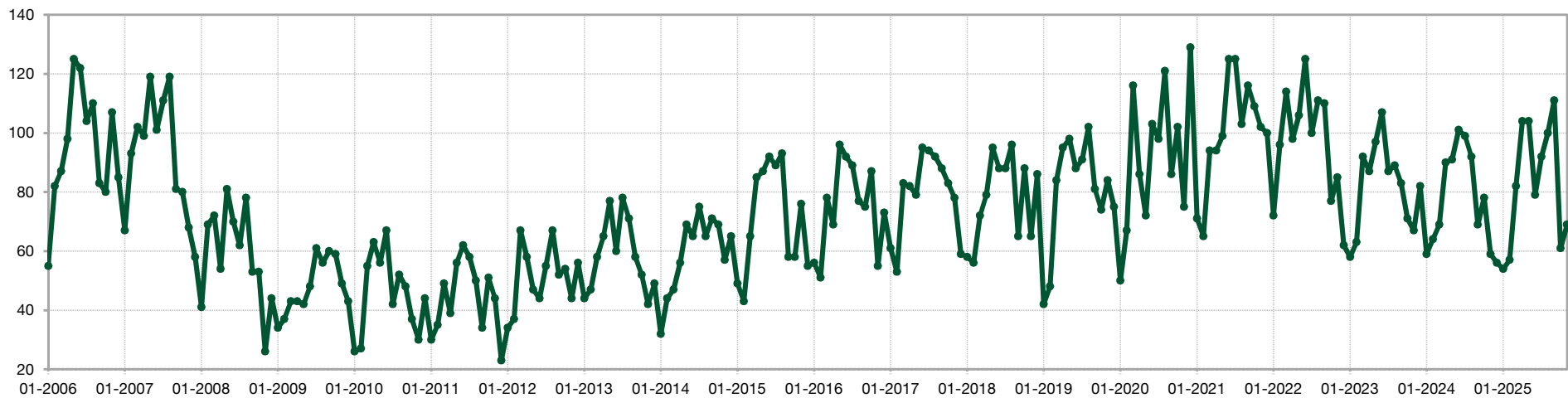


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Closed Sales		Prior Year	Percent Change
December 2024	56	82	-31.7%
January 2025	54	59	-8.5%
February 2025	57	64	-10.9%
March 2025	82	69	+18.8%
April 2025	104	90	+15.6%
May 2025	104	91	+14.3%
June 2025	79	101	-21.8%
July 2025	92	99	-7.1%
August 2025	100	92	+8.7%
September 2025	111	69	+60.9%
October 2025	61	78	-21.8%
November 2025	69	59	+16.9%
12-Month Avg	81	79	+2.2%

Historical Closed Sales by Month

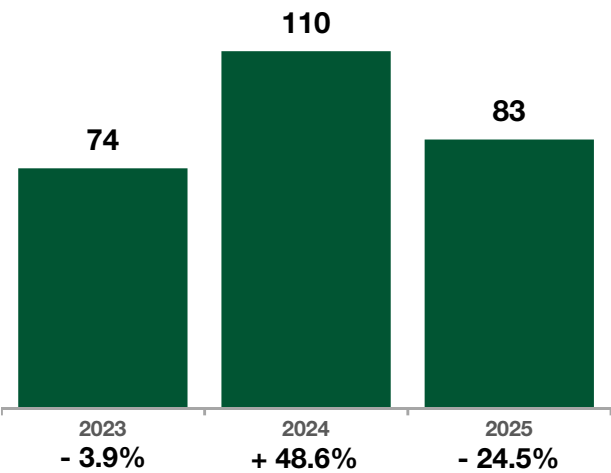


Days on Market Until Sale

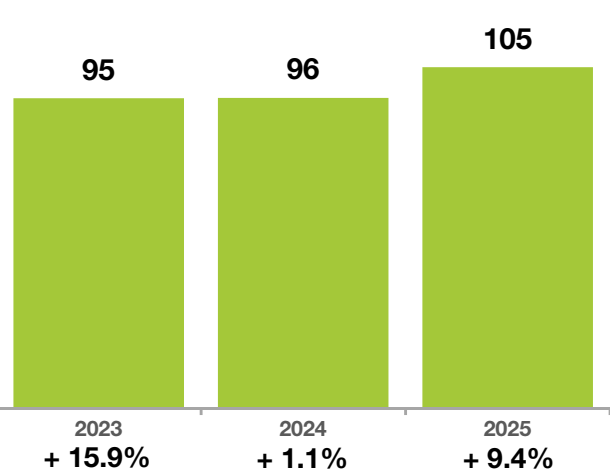
Average number of days between when a property is listed and when an offer is accepted in a given month.



November



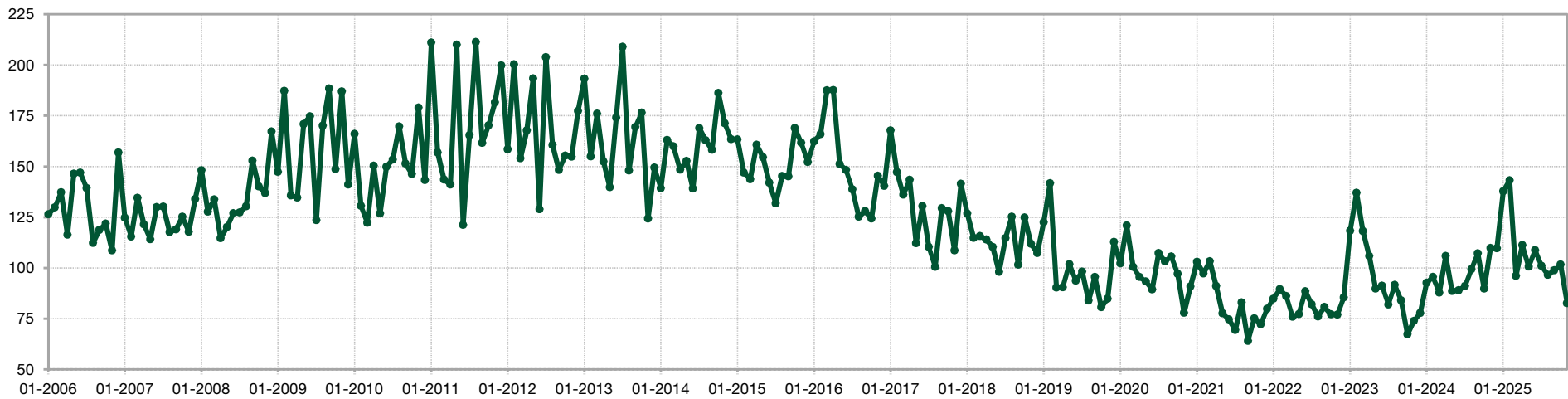
Year to Date



Days on Market		Prior Year	Percent Change
December 2024	110	78	+41.0%
January 2025	138	93	+48.4%
February 2025	143	96	+49.0%
March 2025	96	88	+9.1%
April 2025	111	106	+4.7%
May 2025	101	89	+13.5%
June 2025	109	89	+22.5%
July 2025	101	91	+11.0%
August 2025	97	99	-2.0%
September 2025	99	107	-7.5%
October 2025	102	90	+13.3%
November 2025	83	110	-24.5%
12-Month Avg*	105	94	+11.7%

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

Historical Days on Market Until Sale by Month

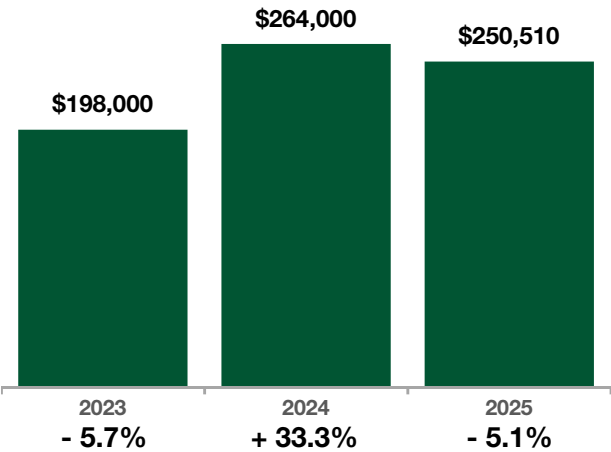


Median Sales Price

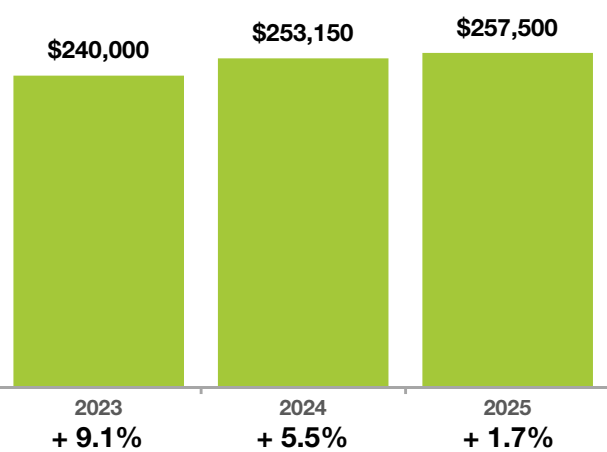
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November



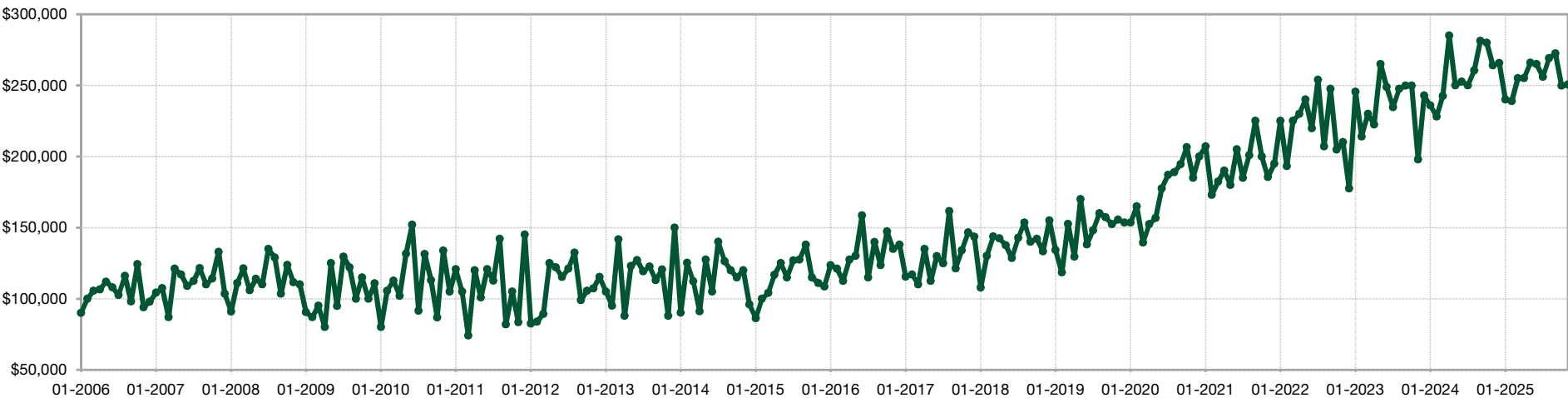
Year to Date



Median Sales Price		Prior Year	Percent Change
December 2024	\$265,675	\$242,893	+9.4%
January 2025	\$240,000	\$235,900	+1.7%
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	\$265,900	\$250,000	+6.4%
June 2025	\$265,000	\$252,700	+4.9%
July 2025	\$256,000	\$250,000	+2.4%
August 2025	\$269,200	\$260,450	+3.4%
September 2025	\$272,500	\$281,200	-3.1%
October 2025	\$249,900	\$280,000	-10.8%
November 2025	\$250,510	\$264,000	-5.1%
12-Month Med*	\$259,900	\$251,000	+3.5%

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

Historical Median Sales Price by Month

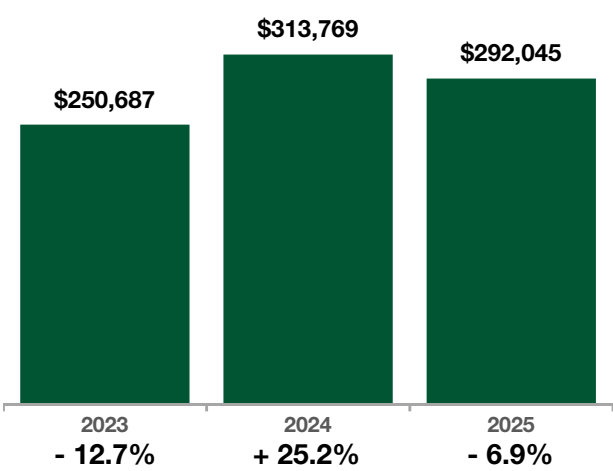


Average Sales Price

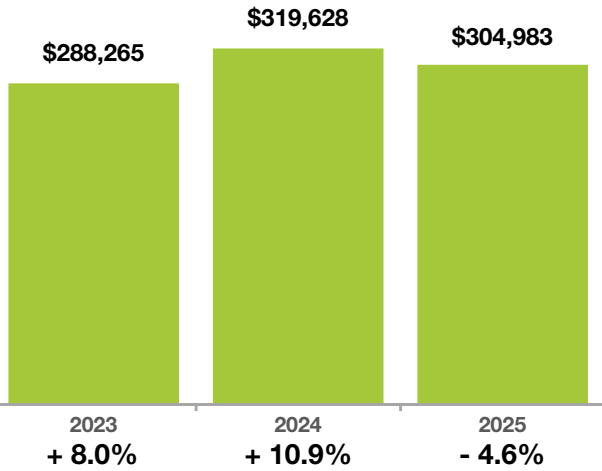
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



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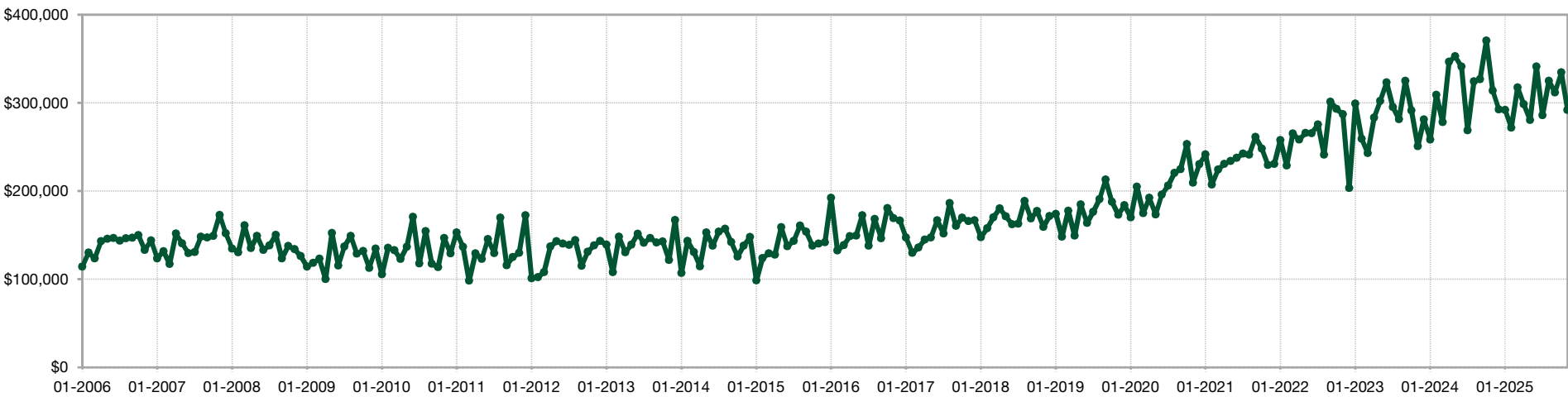
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
December 2024	\$292,604	\$281,050	+4.1%
January 2025	\$292,065	\$258,414	+13.0%
February 2025	\$271,721	\$309,052	-12.1%
March 2025	\$317,423	\$278,123	+14.1%
April 2025	\$298,533	\$346,663	-13.9%
May 2025	\$280,670	\$352,781	-20.4%
June 2025	\$341,250	\$341,258	-0.0%
July 2025	\$285,922	\$268,852	+6.3%
August 2025	\$324,838	\$324,434	+0.1%
September 2025	\$311,840	\$326,853	-4.6%
October 2025	\$334,501	\$370,536	-9.7%
November 2025	\$292,045	\$313,769	-6.9%
12-Month Avg*	\$303,618	\$316,305	-4.0%

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

Historical Average Sales Price by Month

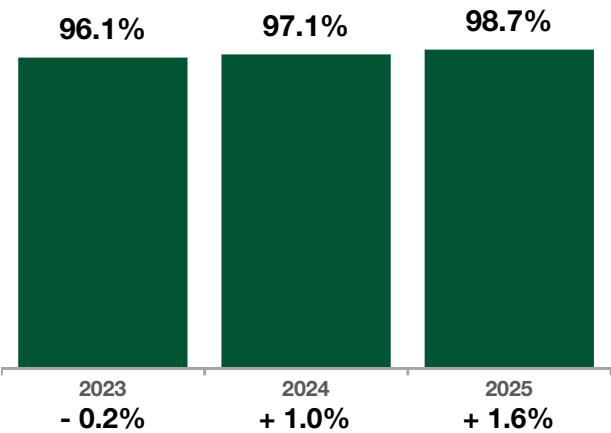


Percent of List Price Received

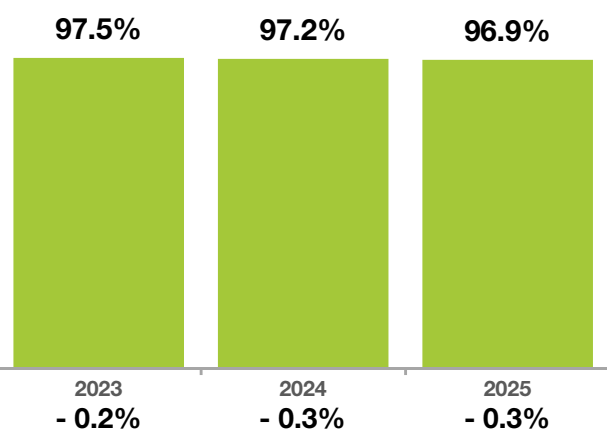
Percentage found when dividing a property’s sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



November



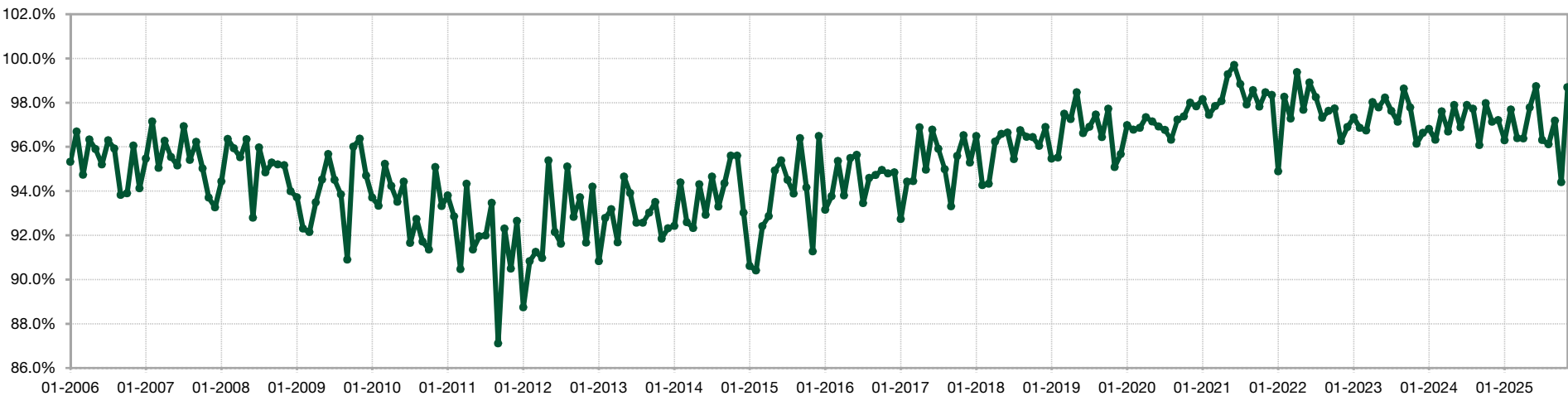
Year to Date



Pct. of List Price Received		Prior Year	Percent Change
December 2024	97.2%	96.6%	+0.6%
January 2025	96.3%	96.8%	-0.5%
February 2025	97.7%	96.3%	+1.5%
March 2025	96.4%	97.6%	-1.2%
April 2025	96.4%	96.7%	-0.3%
May 2025	97.8%	97.9%	-0.1%
June 2025	98.7%	96.9%	+1.9%
July 2025	96.3%	97.9%	-1.6%
August 2025	96.1%	97.7%	-1.6%
September 2025	97.2%	96.1%	+1.1%
October 2025	94.4%	98.0%	-3.7%
November 2025	98.7%	97.1%	+1.6%
12-Month Avg*		96.9%	-0.3%

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

Historical Percent of List Price Received by Month

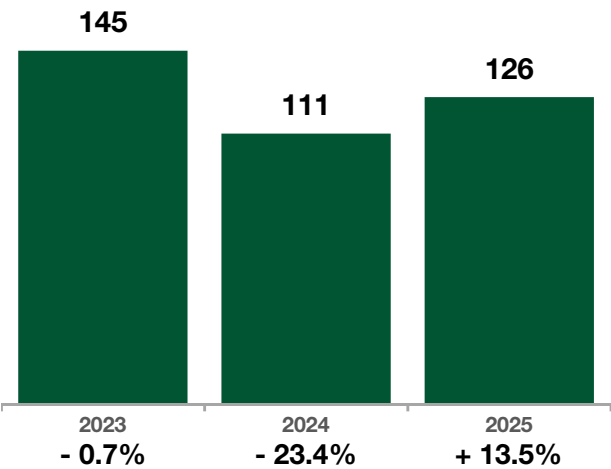


Housing Affordability Index

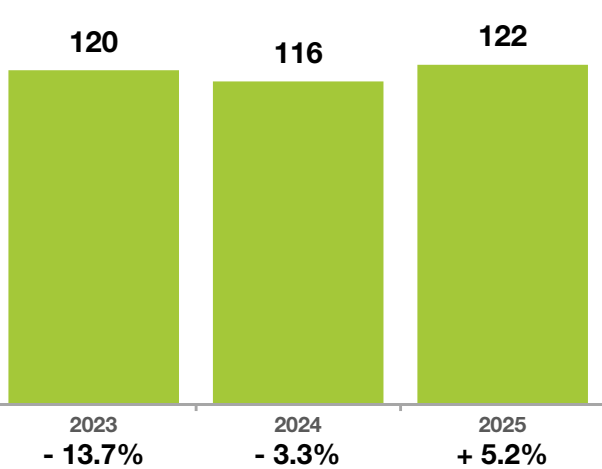
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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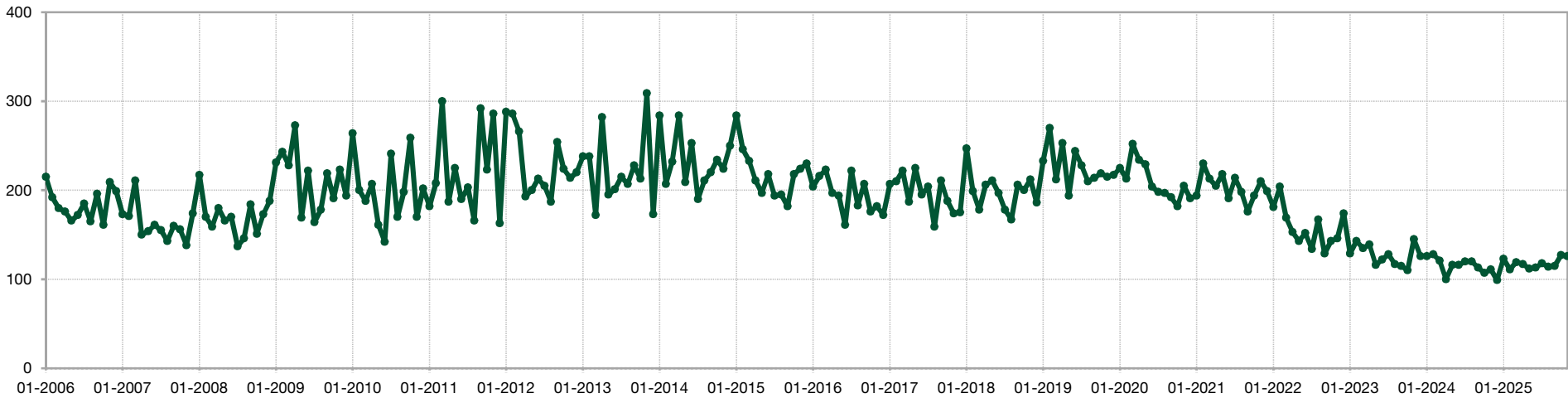


Year to Date



Affordability Index		Prior Year	Percent Change
December 2024	99	126	-21.4%
January 2025	123	126	-2.4%
February 2025	111	128	-13.3%
March 2025	119	121	-1.7%
April 2025	117	100	+17.0%
May 2025	112	116	-3.4%
June 2025	113	116	-2.6%
July 2025	118	120	-1.7%
August 2025	114	120	-5.0%
September 2025	115	113	+1.8%
October 2025	127	107	+18.7%
November 2025	126	111	+13.5%
12-Month Avg	116	117	-0.7%

Historical Housing Affordability Index by Month

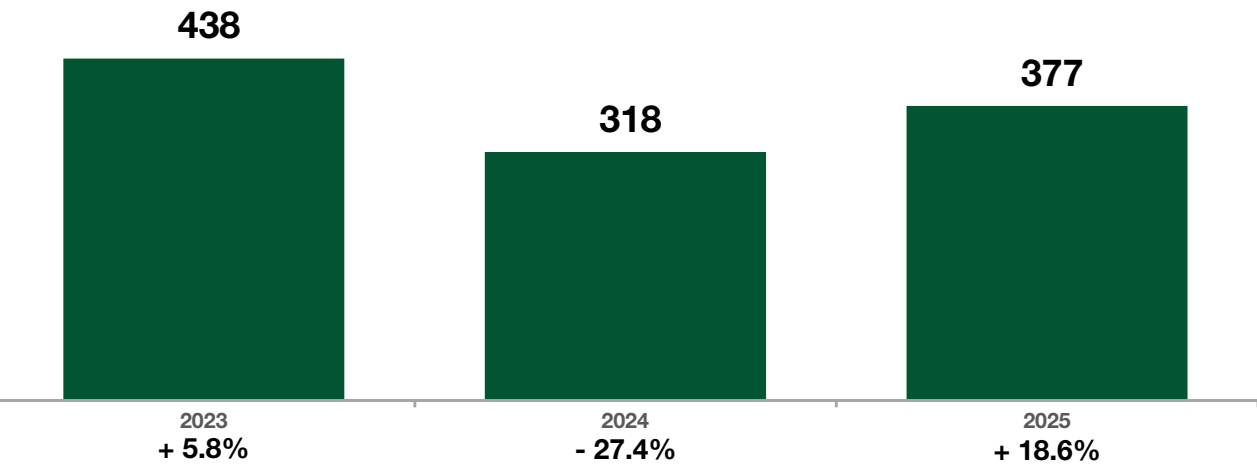


Inventory of Homes for Sale

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



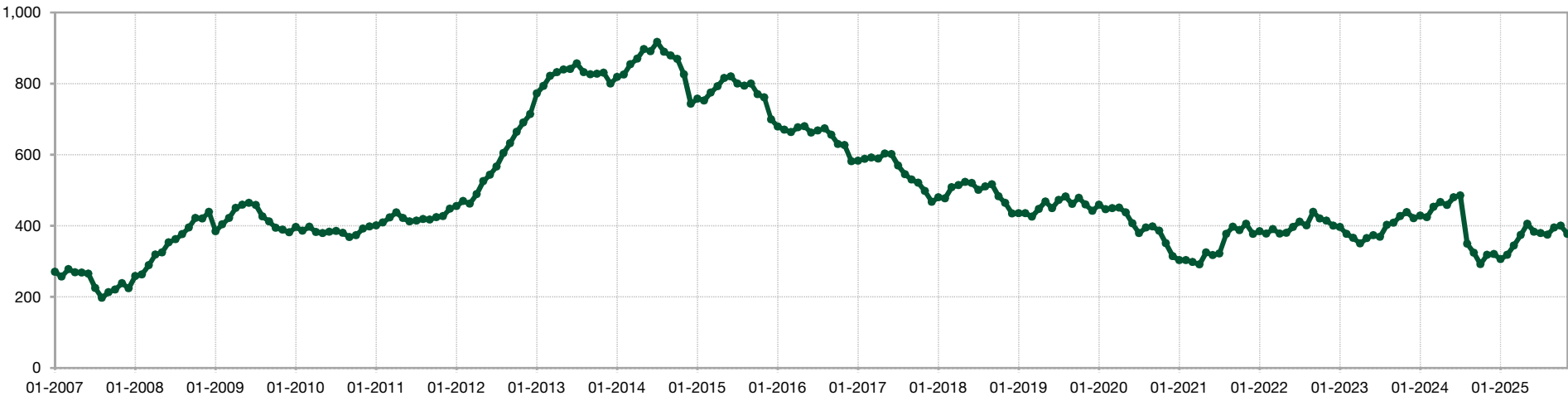
November



Homes for Sale		Prior Year	Percent Change
December 2024	320	421	-24.0%
January 2025	306	428	-28.5%
February 2025	318	424	-25.0%
March 2025	344	453	-24.1%
April 2025	374	466	-19.7%
May 2025	405	458	-11.6%
June 2025	383	480	-20.2%
July 2025	379	485	-21.9%
August 2025	375	349	+7.4%
September 2025	395	324	+21.9%
October 2025	400	292	+37.0%
November 2025	377	318	+18.6%
12-Month Avg*	365	408	-10.5%

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

Historical Inventory of Homes for Sale by Month

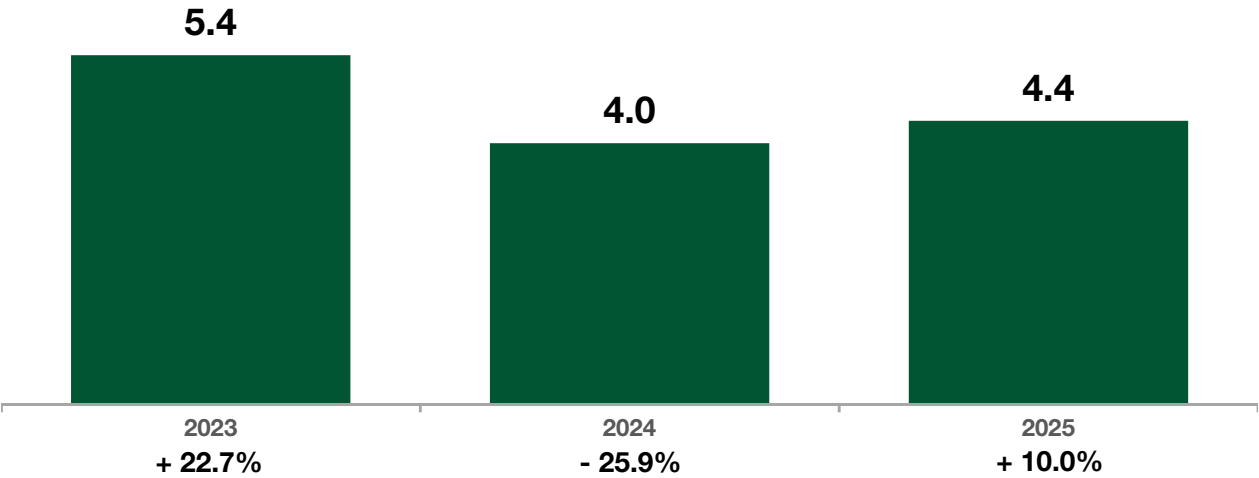


Months Supply of Inventory

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.



November



Months Supply		Prior Year	Percent Change
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	4.4	5.6	-21.4%
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	4.6	4.3	+7.0%
September 2025	4.8	4.0	+20.0%
October 2025	4.8	3.6	+33.3%
November 2025	4.4	4.0	+10.0%
12-Month Avg*	4.5	5.0	-10.0%

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

Historical Months Supply of Inventory by Month

