



February 2025 Residential Sales

Date: March 10, 2025
RE: For Immediate Release

The following Real Estate statistics were collected for MLSOK, Inc., for the time frame **February 1 through February 28, 2025**. Below summarizes our region's monthly sales activity. For a full review please see the following report.

Quick Facts

- 4.3%	+ 4.0%	+ 48.7%
Change in Number of Closed Sales All Properties	Change in Number of Median Sales Price All Properties	Change in Number of Homes for Sale All Properties

This is a research tool provided by MLSOK. Percent changes are calculated using rounded figures.

U.S. existing-home sales fell for the first time since September, slipping 4.9% month-over-month to a seasonally adjusted annual rate of 4.08 million units, according to the National Association of REALTORS® (NAR), as elevated home prices and higher interest rates continue to impact buyer activity. Despite the drop, sales were up 2% compared to the same period last year, marking the fourth consecutive monthly year-over-year increase.

New listings increased 6.5 percent for Single-Family homes but remained flat for Townhouse-Condo homes. Pending Sales increased 2.1 percent for Single-Family homes and 3.4 percent for Townhouse-Condo homes. Inventory increased 48.3 percent for Single-Family homes and 65.2 percent for Townhouse-Condo homes.



Months' Supply of Inventory

Months' Supply of Inventory increased 44.0 percent for Single Family homes and 48.0 percent for Townhouse-Condo homes.

Median Sales Price Increases



Median Sales Price increased 5.4 percent to \$265,000 for Single Family homes and 18.4 percent to \$162,275 for Townhouse-Condo homes.

Average Days on Market Increases



Days on Market increased 13.2 percent for Single Family and 28.1 percent for Townhouse-Condo homes.

The limited number of properties for sale has continued to push home prices higher nationwide. At last measure, the national median existing-home price was \$396,900, a 4.8% increase from one year earlier, with prices up in all four regions, according to NAR. Meanwhile, total housing inventory heading into February stood at 1.18 million units, up 3.5% month-over-month and 16.8% year-over-year, for a 3.5-month supply at the current sales pace.

All MLSOK

Entire MLSOK Market Area

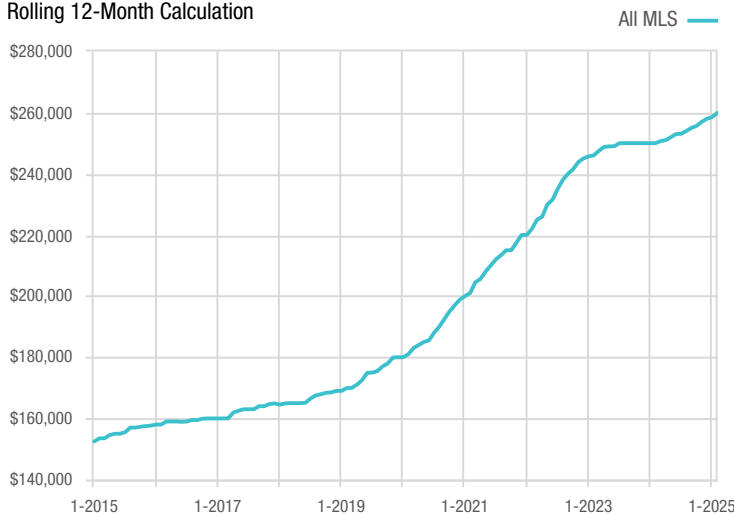
Single Family	February			Year to Date		
	2024	2025	% Change	Thru 2-2024	Thru 2-2025	% Change
New Listings	2,377	2,532	+ 6.5%	4,440	5,506	+ 24.0%
Pending Sales	1,916	1,957	+ 2.1%	3,650	3,828	+ 4.9%
Closed Sales	1,588	1,515	- 4.6%	2,917	2,957	+ 1.4%
Days on Market Until Sale	53	60	+ 13.2%	51	58	+ 13.7%
Median Sales Price*	\$251,308	\$265,000	+ 5.4%	\$249,900	\$258,000	+ 3.2%
Average Sales Price*	\$285,750	\$317,602	+ 11.1%	\$285,442	\$310,829	+ 8.9%
Percent of List Price Received*	97.7%	97.7%	0.0%	97.6%	97.5%	- 0.1%
Inventory of Homes for Sale	4,721	7,000	+ 48.3%	—	—	—
Months Supply of Inventory	2.5	3.6	+ 44.0%	—	—	—

Townhouse-Condo	February			Year to Date		
	2024	2025	% Change	Thru 2-2024	Thru 2-2025	% Change
New Listings	84	84	0.0%	153	176	+ 15.0%
Pending Sales	58	60	+ 3.4%	102	118	+ 15.7%
Closed Sales	47	49	+ 4.3%	80	86	+ 7.5%
Days on Market Until Sale	32	41	+ 28.1%	33	46	+ 39.4%
Median Sales Price*	\$137,000	\$162,275	+ 18.4%	\$125,250	\$160,000	+ 27.7%
Average Sales Price*	\$175,344	\$185,312	+ 5.7%	\$174,780	\$178,653	+ 2.2%
Percent of List Price Received*	96.4%	96.9%	+ 0.5%	96.5%	96.8%	+ 0.3%
Inventory of Homes for Sale	132	218	+ 65.2%	—	—	—
Months Supply of Inventory	2.5	3.7	+ 48.0%	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

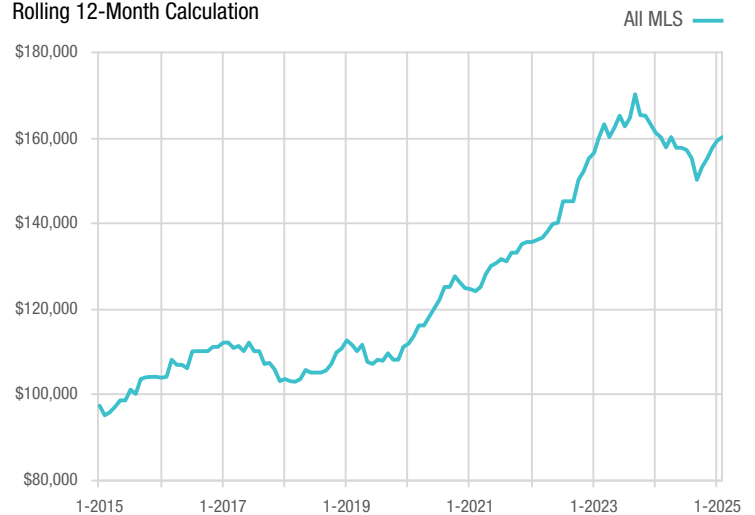
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse-Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Monthly Indicators



February 2025

U.S. existing-home sales fell for the first time since September, slipping 4.9% month-over-month to a seasonally adjusted annual rate of 4.08 million units, according to the National Association of REALTORS® (NAR), as elevated home prices and higher interest rates continue to impact buyer activity. Despite the drop, sales were up 2% compared to the same period last year, marking the fourth consecutive monthly year-over-year increase.

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Median Sales Price increased 5.4 percent to \$265,000 for Single Family homes and 18.4 percent to \$162,275 for Townhouse-Condo homes. Days on Market increased 13.2 percent for Single Family homes and 28.1 percent for Townhouse-Condo homes. Months Supply of Inventory increased 44.0 percent for Single Family homes and 48.0 percent for Townhouse-Condo homes.

The limited number of properties for sale has continued to push home prices higher nationwide. At last measure, the national median existing-home price was \$396,900, a 4.8% increase from one year earlier, with prices up in all four regions, according to NAR. Meanwhile, total housing inventory heading into February stood at 1.18 million units, up 3.5% month-over-month and 16.8% year-over-year, for a 3.5-month supply at the current sales pace.

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Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Single Family properties only.



Key Metrics	Historical Sparkbars	2-2024	2-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		2,377	2,532	+ 6.5%	4,440	5,506	+ 24.0%
Pending Sales		1,916	1,957	+ 2.1%	3,650	3,828	+ 4.9%
Closed Sales		1,588	1,515	- 4.6%	2,917	2,957	+ 1.4%
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Average Sales Price		\$285,750	\$317,602	+ 11.1%	\$285,442	\$310,829	+ 8.9%
Percent of List Price Received		97.7%	97.7%	0.0%	97.6%	97.5%	- 0.1%
Housing Affordability Index		115	111	- 3.5%	116	114	- 1.7%
Inventory of Homes for Sale		4,721	7,000	+ 48.3%	—	—	—
Months Supply of Inventory		2.5	3.6	+ 44.0%	—	—	—

Townhouse-Condo Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Townhouse-Condo properties only.



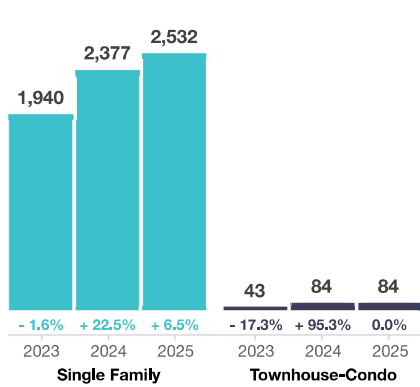
Key Metrics	Historical Sparkbars	2-2024	2-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		84	84	0.0%	153	176	+ 15.0%
Pending Sales		58	60	+ 3.4%	102	118	+ 15.7%
Closed Sales		47	49	+ 4.3%	80	86	+ 7.5%
Days on Market Until Sale		32	41	+ 28.1%	33	46	+ 39.4%
Median Sales Price		\$137,000	\$162,275	+ 18.4%	\$125,250	\$160,000	+ 27.7%
Average Sales Price		\$175,344	\$185,312	+ 5.7%	\$174,780	\$178,653	+ 2.2%
Percent of List Price Received		96.4%	96.9%	+ 0.5%	96.5%	96.8%	+ 0.3%
Housing Affordability Index		219	185	- 15.5%	239	187	- 21.8%
Inventory of Homes for Sale		132	218	+ 65.2%	—	—	—
Months Supply of Inventory		2.5	3.7	+ 48.0%	—	—	—

New Listings

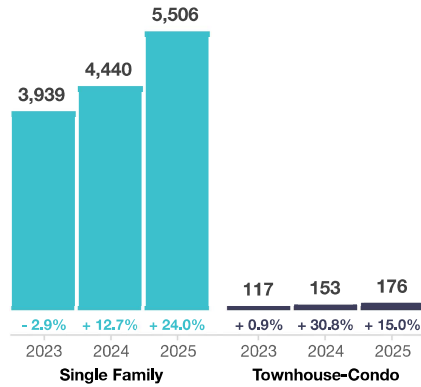
A count of the properties that have been newly listed on the market in a given month.



February

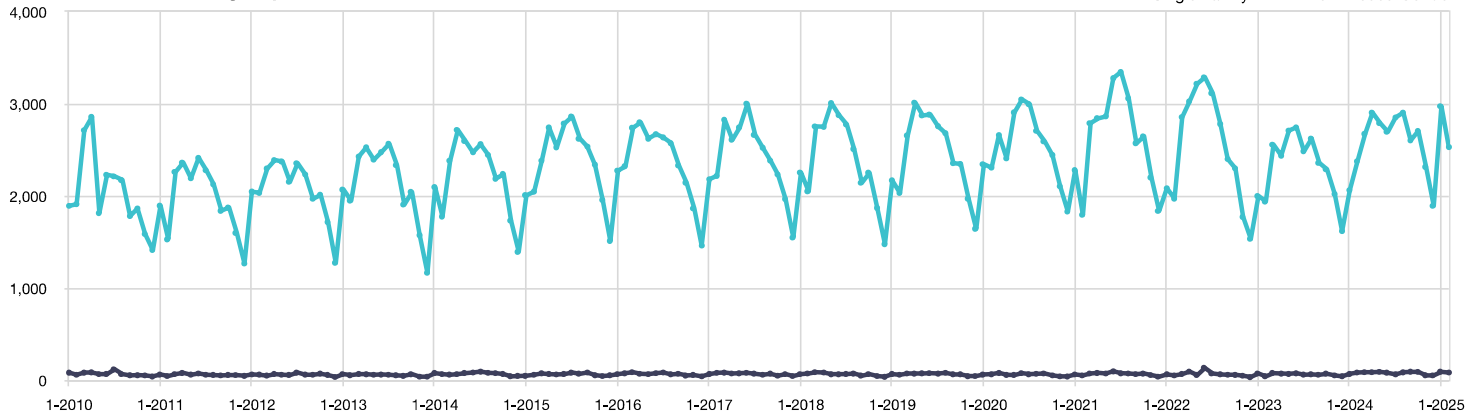


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2024	2,674	+ 4.5%	87	+ 11.5%
Apr-2024	2,905	+ 19.2%	88	+ 22.2%
May-2024	2,791	+ 3.0%	90	+ 30.4%
Jun-2024	2,696	- 1.8%	82	+ 7.9%
Jul-2024	2,853	+ 14.8%	64	+ 4.9%
Aug-2024	2,905	+ 10.8%	86	+ 34.4%
Sep-2024	2,603	+ 10.3%	92	+ 53.3%
Oct-2024	2,706	+ 18.2%	91	+ 28.2%
Nov-2024	2,316	+ 14.5%	54	+ 1.9%
Dec-2024	1,892	+ 16.9%	53	+ 23.3%
Jan-2025	2,974	+ 44.2%	92	+ 33.3%
Feb-2025	2,532	+ 6.5%	84	0.0%
12-Month Avg	2,654	+ 12.6%	80	+ 19.4%

Historical New Listings by Month

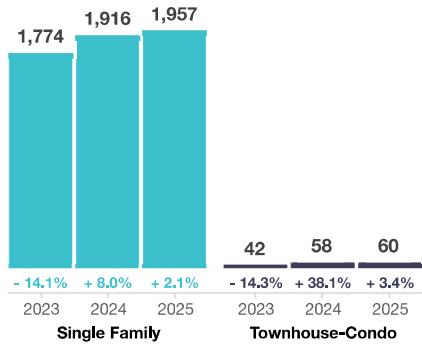


Pending Sales

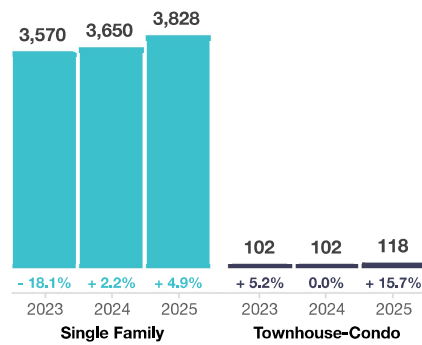
A count of the properties on which offers have been accepted in a given month.



February

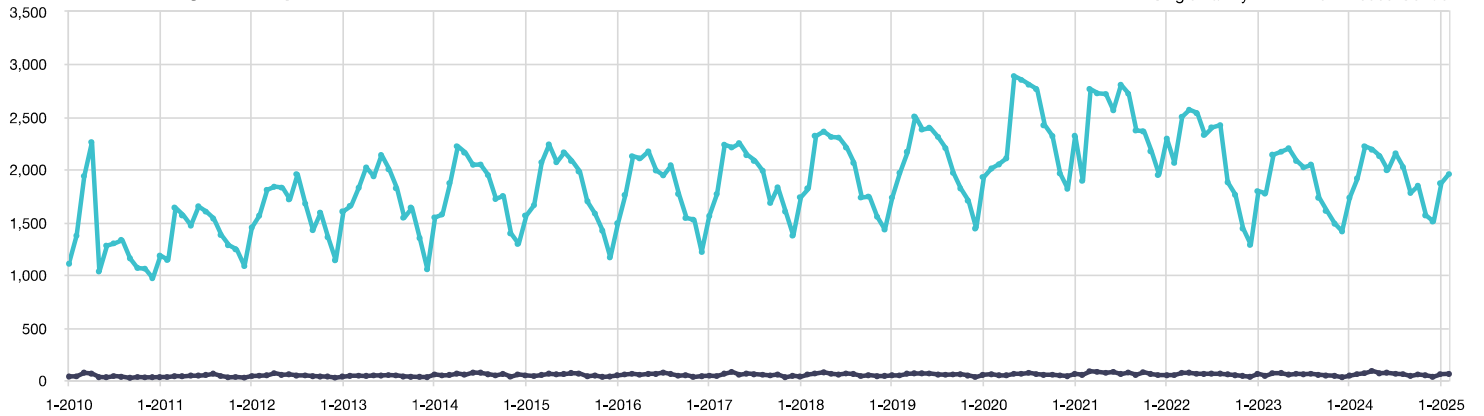


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2024	2,223	+ 3.8%	67	0.0%
Apr-2024	2,191	+ 0.9%	88	+ 29.4%
May-2024	2,129	- 3.3%	66	+ 24.5%
Jun-2024	1,995	- 4.3%	71	+ 16.4%
Jul-2024	2,155	+ 6.6%	61	+ 7.0%
Aug-2024	2,024	- 1.1%	58	- 4.9%
Sep-2024	1,779	+ 2.7%	41	- 19.6%
Oct-2024	1,848	+ 14.9%	55	+ 22.2%
Nov-2024	1,566	+ 5.2%	47	+ 11.9%
Dec-2024	1,507	+ 6.5%	33	+ 13.8%
Jan-2025	1,871	+ 7.9%	58	+ 31.8%
Feb-2025	1,957	+ 2.1%	60	+ 3.4%
12-Month Avg	1,937	+ 3.0%	59	+ 11.3%

Historical Pending Sales by Month

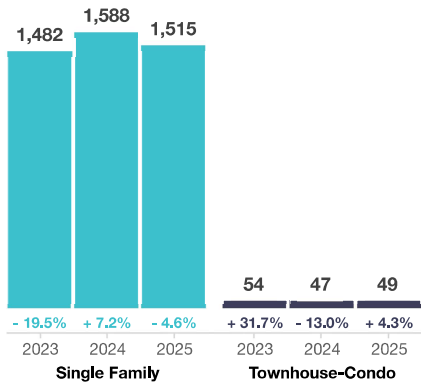


Closed Sales

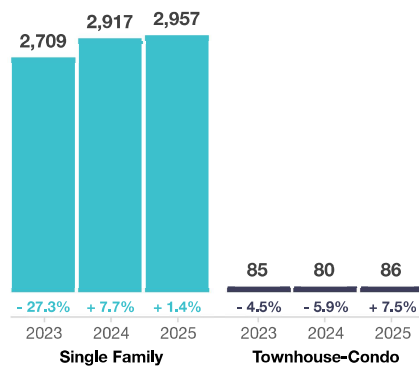
A count of the actual sales that closed in a given month.



February

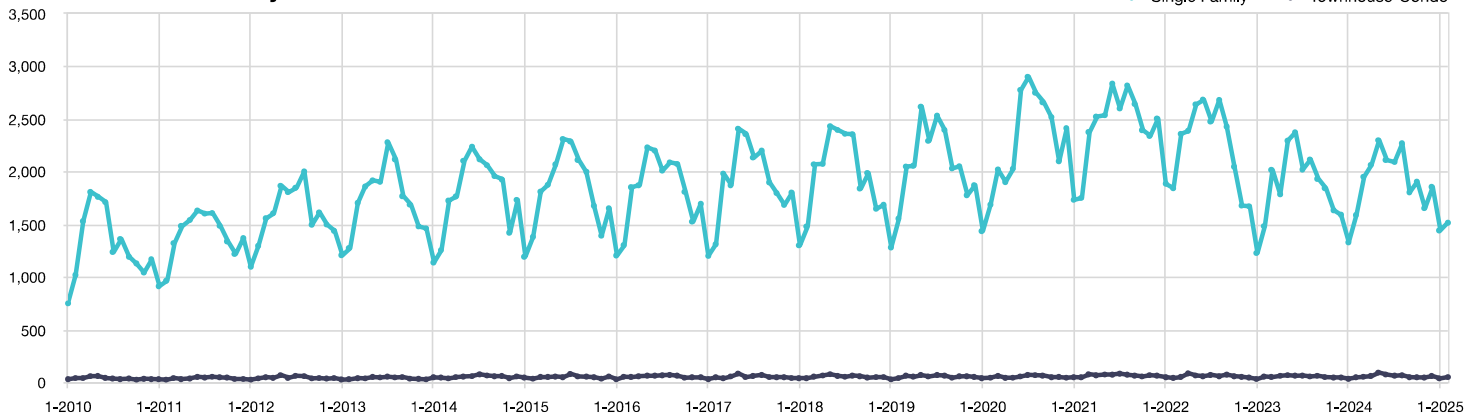


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2024	1,952	-3.2%	52	+4.0%
Apr-2024	2,064	+15.7%	59	-3.3%
May-2024	2,298	+0.2%	91	+35.8%
Jun-2024	2,111	-11.1%	73	+17.7%
Jul-2024	2,092	+3.6%	62	-1.6%
Aug-2024	2,269	+7.2%	66	+20.0%
Sep-2024	1,803	-6.7%	48	-21.3%
Oct-2024	1,906	+3.4%	47	-4.1%
Nov-2024	1,653	+1.2%	45	0.0%
Dec-2024	1,855	+16.7%	59	+31.1%
Jan-2025	1,442	+8.5%	37	+12.1%
Feb-2025	1,515	-4.6%	49	+4.3%
12-Month Avg	1,913	+1.9%	57	+7.5%

Historical Closed Sales by Month

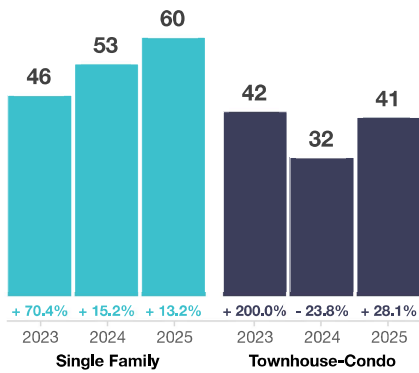


Days on Market Until Sale

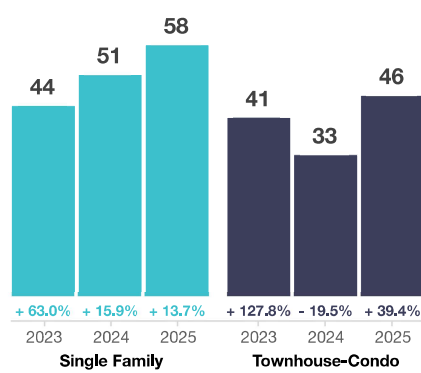
Average number of days between when a property is listed and when an offer is accepted in a given month.



February



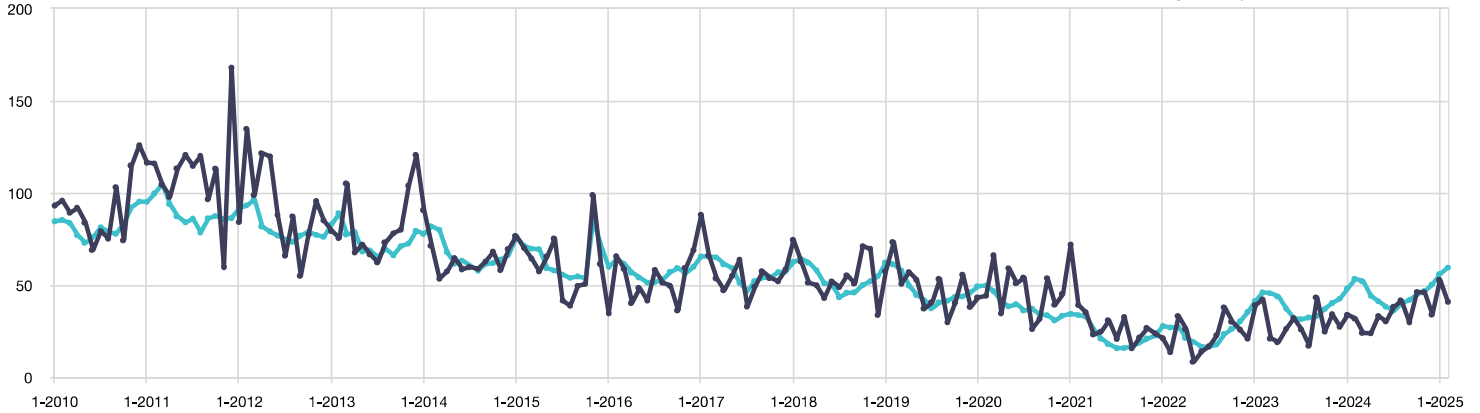
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2024	52	+ 13.0%	24	+ 14.3%
Apr-2024	44	0.0%	24	+ 26.3%
May-2024	41	+ 10.8%	33	+ 26.9%
Jun-2024	38	+ 18.8%	30	- 6.3%
Jul-2024	36	+ 16.1%	38	+ 46.2%
Aug-2024	40	+ 25.0%	42	+ 147.1%
Sep-2024	42	+ 27.3%	30	- 30.2%
Oct-2024	45	+ 21.6%	46	+ 84.0%
Nov-2024	47	+ 17.5%	46	+ 35.3%
Dec-2024	50	+ 16.3%	34	+ 25.9%
Jan-2025	56	+ 16.7%	53	+ 55.9%
Feb-2025	60	+ 13.2%	41	+ 28.1%
12-Month Avg*	45	+ 15.8%	36	+ 28.6%

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

Historical Days on Market Until Sale by Month

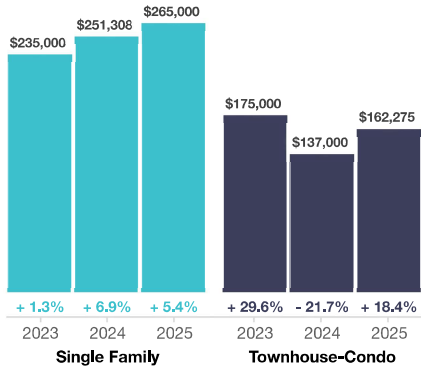


Median Sales Price

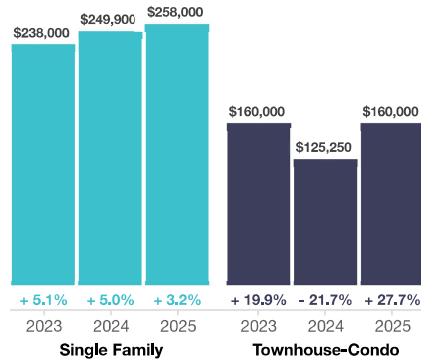
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



February



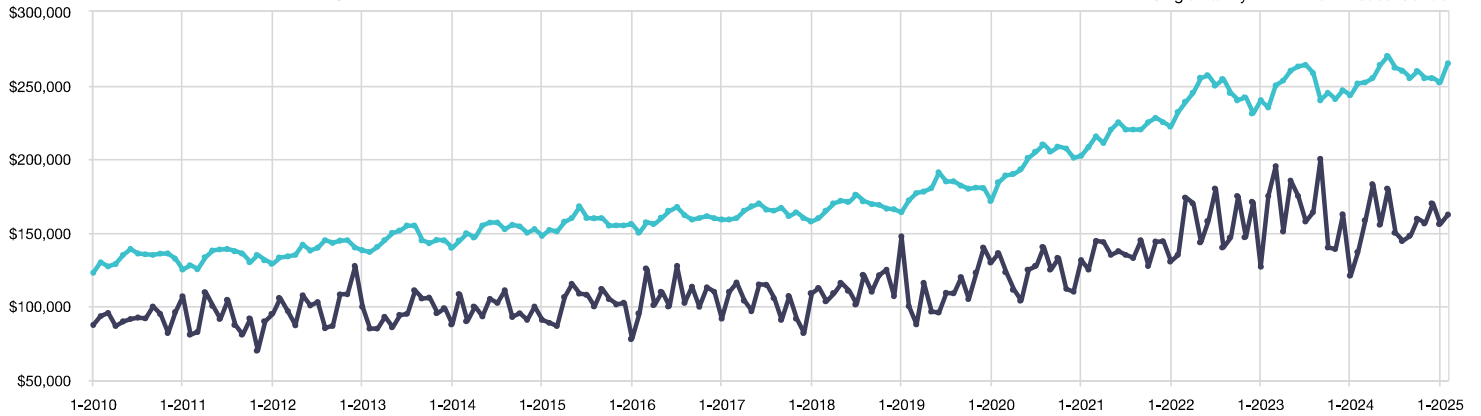
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2024	\$252,000	+ 0.8%	\$158,500	- 18.8%
Apr-2024	\$255,000	+ 0.7%	\$183,000	+ 21.2%
May-2024	\$264,000	+ 1.5%	\$155,500	- 16.2%
Jun-2024	\$270,000	+ 2.7%	\$180,000	+ 2.9%
Jul-2024	\$262,000	- 0.8%	\$150,000	- 4.9%
Aug-2024	\$260,000	+ 0.6%	\$144,500	- 11.9%
Sep-2024	\$255,000	+ 6.3%	\$148,000	- 26.1%
Oct-2024	\$259,870	+ 6.1%	\$159,500	+ 13.9%
Nov-2024	\$254,990	+ 5.9%	\$156,500	+ 12.6%
Dec-2024	\$255,000	+ 3.4%	\$170,000	+ 4.6%
Jan-2025	\$252,000	+ 3.6%	\$156,000	+ 28.9%
Feb-2025	\$265,000	+ 5.4%	\$162,275	+ 18.4%
12-Month Avg*	\$259,900	+ 4.0%	\$160,000	+ 0.0%

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

Historical Median Sales Price by Month

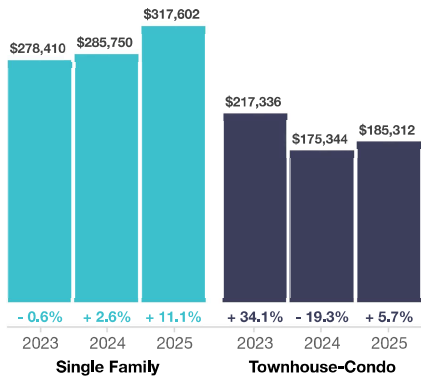


Average Sales Price

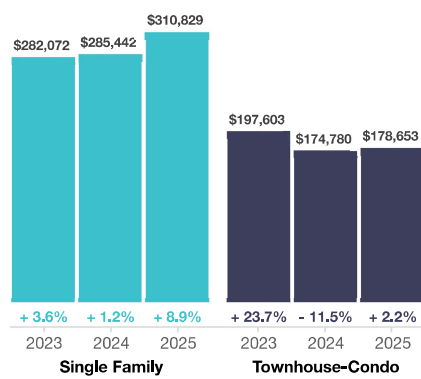
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



February



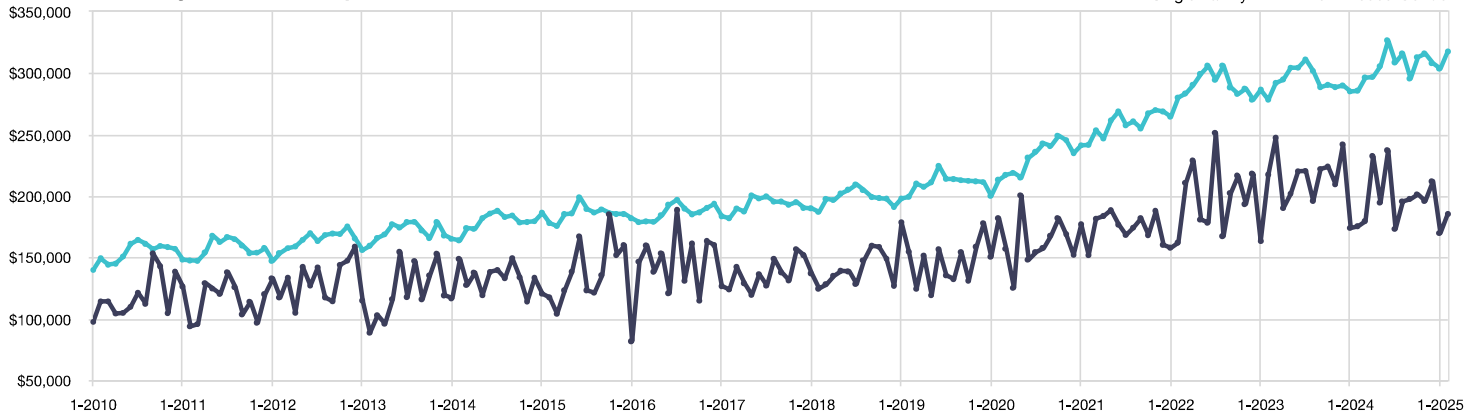
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2024	\$296,422	+ 1.5%	\$179,500	- 27.5%
Apr-2024	\$296,897	+ 0.7%	\$232,588	+ 22.3%
May-2024	\$305,595	+ 0.4%	\$194,598	- 3.6%
Jun-2024	\$326,669	+ 7.3%	\$237,286	+ 7.8%
Jul-2024	\$308,654	- 0.8%	\$173,171	- 21.4%
Aug-2024	\$316,026	+ 4.7%	\$195,563	- 0.2%
Sep-2024	\$295,580	+ 2.4%	\$197,551	- 11.0%
Oct-2024	\$313,002	+ 7.8%	\$201,348	- 10.1%
Nov-2024	\$315,969	+ 9.5%	\$195,913	- 6.5%
Dec-2024	\$308,069	+ 6.2%	\$211,948	- 12.5%
Jan-2025	\$303,682	+ 6.5%	\$169,834	- 2.4%
Feb-2025	\$317,602	+ 11.1%	\$185,312	+ 5.7%
12-Month Avg*	\$308,724	+ 4.4%	\$199,654	- 5.4%

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

Historical Average Sales Price by Month

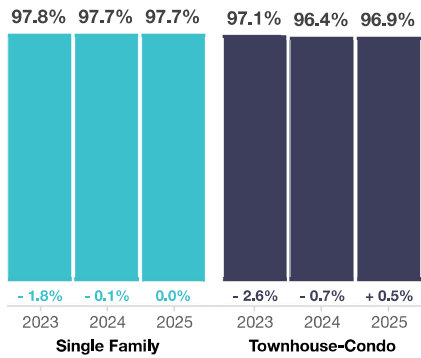


Percent of List Price Received

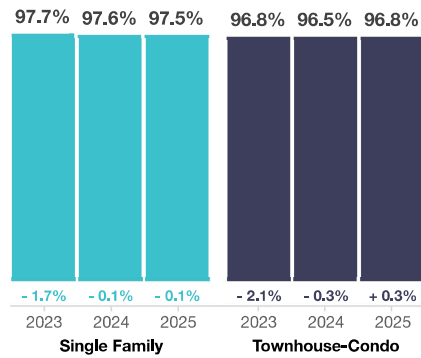
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



February



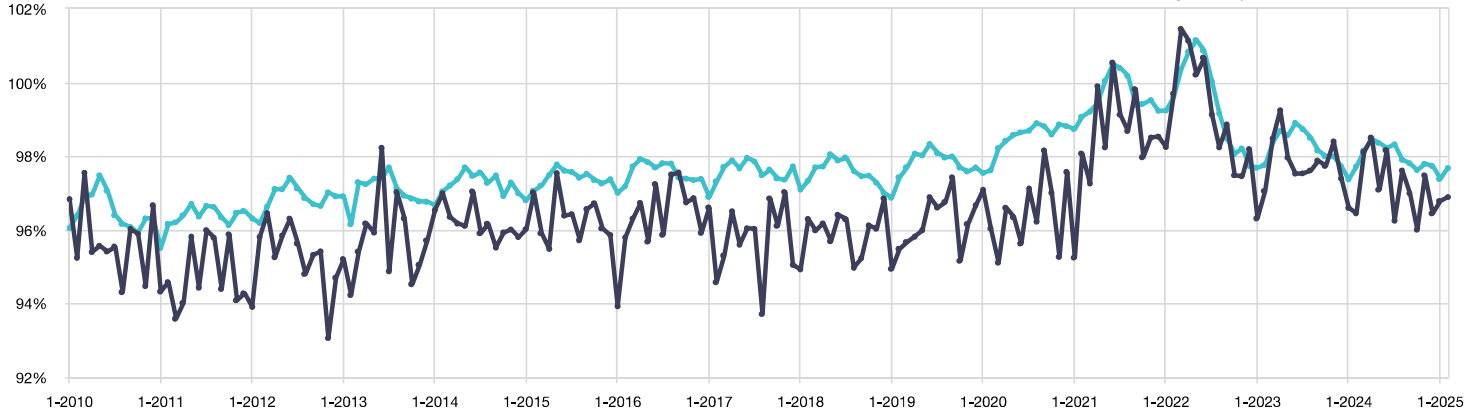
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2024	98.2%	- 0.2%	98.1%	- 0.4%
Apr-2024	98.5%	- 0.2%	98.5%	- 0.7%
May-2024	98.4%	- 0.2%	97.1%	- 0.9%
Jun-2024	98.2%	- 0.7%	98.2%	+ 0.7%
Jul-2024	98.3%	- 0.4%	96.3%	- 1.2%
Aug-2024	97.9%	- 0.6%	97.6%	0.0%
Sep-2024	97.8%	- 0.4%	97.0%	- 0.9%
Oct-2024	97.6%	- 0.4%	96.0%	- 1.7%
Nov-2024	97.8%	- 0.2%	97.5%	- 0.9%
Dec-2024	97.7%	0.0%	96.4%	- 1.0%
Jan-2025	97.4%	0.0%	96.8%	+ 0.2%
Feb-2025	97.7%	0.0%	96.9%	+ 0.5%
12-Month Avg*	98.0%	- 0.3%	97.2%	- 0.6%

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

Historical Percent of List Price Received by Month

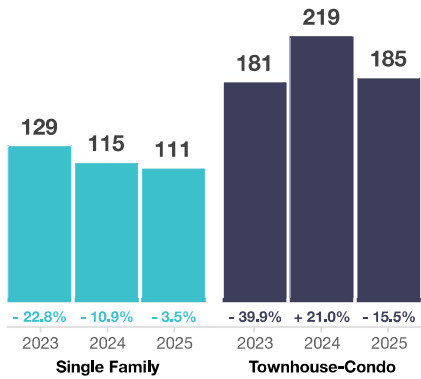


Housing Affordability Index

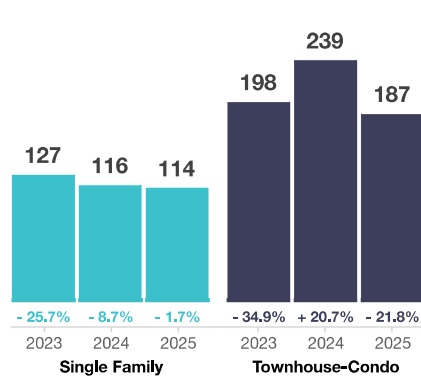
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



February

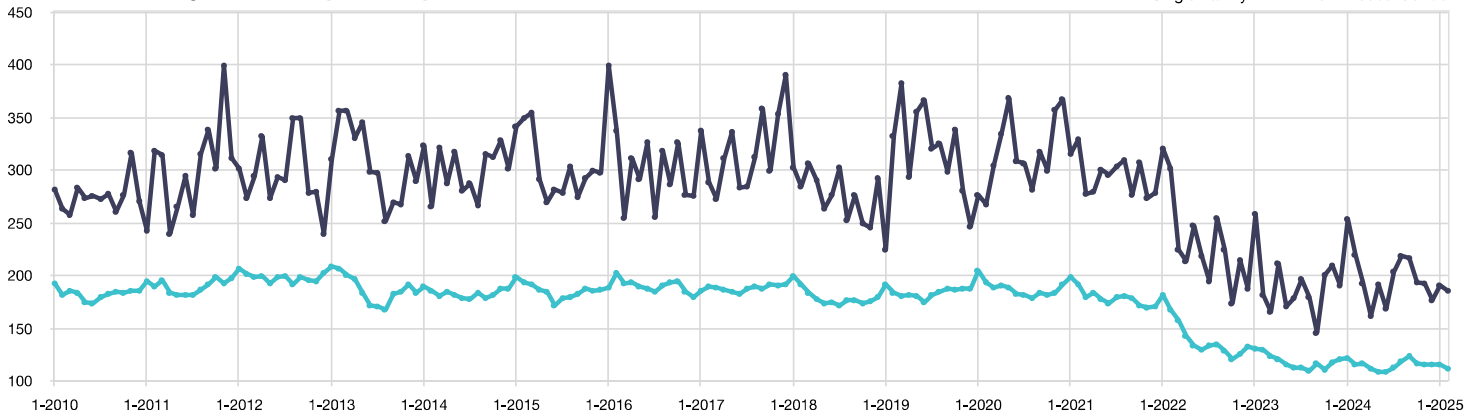


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2024	116	- 5.7%	192	+ 16.4%
Apr-2024	111	- 7.5%	161	- 23.7%
May-2024	108	- 6.1%	191	+ 12.4%
Jun-2024	108	- 3.6%	168	- 5.6%
Jul-2024	112	0.0%	203	+ 3.6%
Aug-2024	118	+ 8.3%	218	+ 21.8%
Sep-2024	123	+ 6.0%	216	+ 49.0%
Oct-2024	116	+ 5.5%	193	- 3.5%
Nov-2024	115	- 1.7%	192	- 8.1%
Dec-2024	115	- 4.2%	176	- 7.4%
Jan-2025	115	- 5.0%	190	- 24.9%
Feb-2025	111	- 3.5%	185	- 15.5%
12-Month Avg	114	- 1.7%	190	- 1.6%

Historical Housing Affordability Index by Month

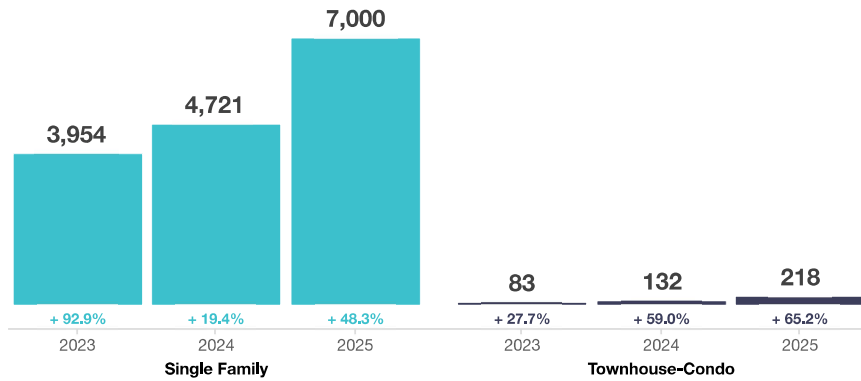


Inventory of Homes for Sale

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

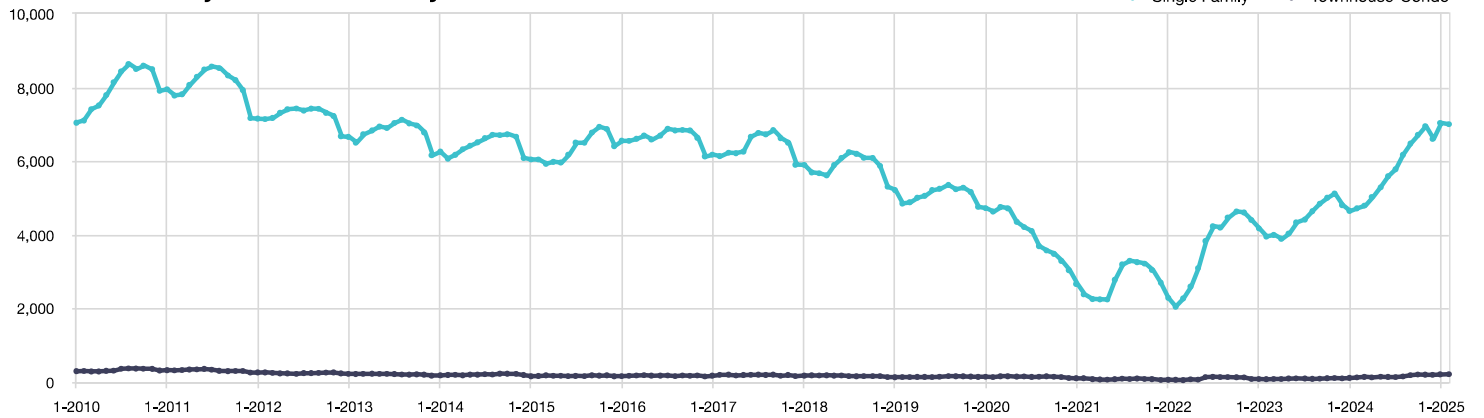


February



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2024	4,791	+ 19.8%	145	+ 64.8%
Apr-2024	5,028	+ 29.2%	132	+ 48.3%
May-2024	5,287	+ 31.0%	147	+ 47.0%
Jun-2024	5,588	+ 28.8%	144	+ 34.6%
Jul-2024	5,780	+ 30.9%	140	+ 40.0%
Aug-2024	6,172	+ 33.0%	159	+ 72.8%
Sep-2024	6,476	+ 33.7%	193	+ 103.2%
Oct-2024	6,711	+ 34.1%	211	+ 93.6%
Nov-2024	6,950	+ 35.8%	204	+ 80.5%
Dec-2024	6,601	+ 37.3%	200	+ 90.5%
Jan-2025	7,035	+ 51.4%	212	+ 82.8%
Feb-2025	7,000	+ 48.3%	218	+ 65.2%
12-Month Avg	6,118	+ 34.8%	175	+ 68.3%

Historical Inventory of Homes for Sale by Month

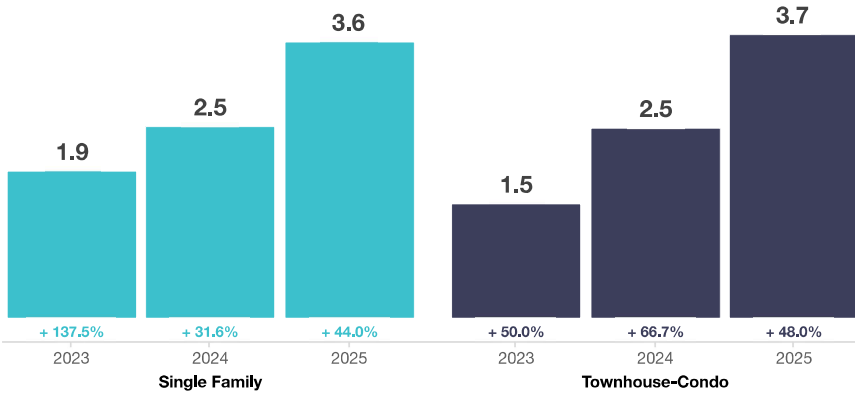


Months Supply of Inventory

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.



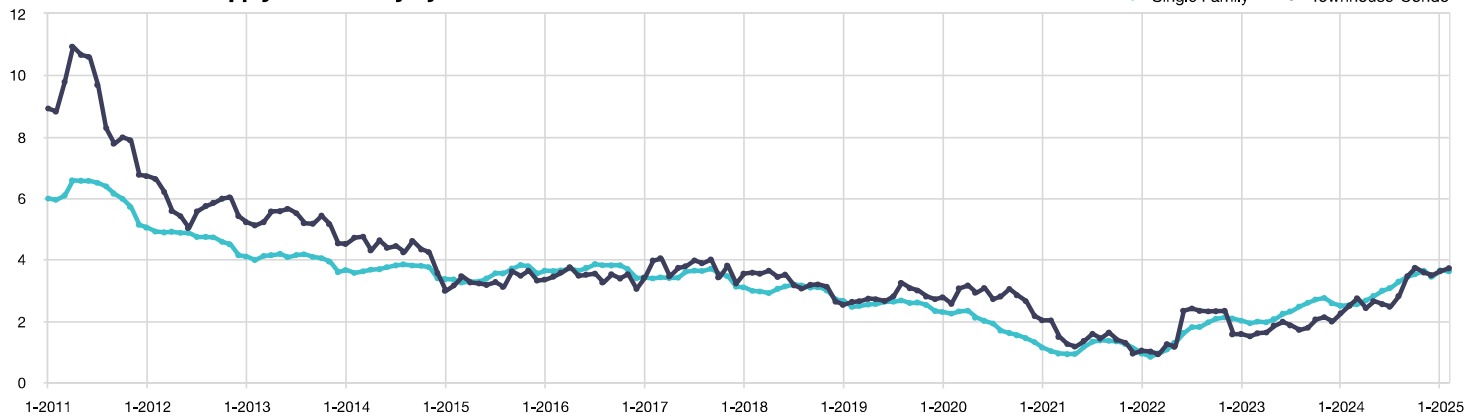
February



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2024	2.5	+ 25.0%	2.7	+ 68.8%
Apr-2024	2.7	+ 35.0%	2.4	+ 50.0%
May-2024	2.8	+ 33.3%	2.6	+ 44.4%
Jun-2024	3.0	+ 36.4%	2.5	+ 25.0%
Jul-2024	3.1	+ 34.8%	2.5	+ 31.6%
Aug-2024	3.3	+ 32.0%	2.8	+ 64.7%
Sep-2024	3.4	+ 30.8%	3.5	+ 94.4%
Oct-2024	3.5	+ 29.6%	3.7	+ 85.0%
Nov-2024	3.6	+ 33.3%	3.6	+ 71.4%
Dec-2024	3.4	+ 30.8%	3.5	+ 75.0%
Jan-2025	3.6	+ 44.0%	3.6	+ 63.6%
Feb-2025	3.6	+ 44.0%	3.7	+ 48.0%
12-Month Avg*	3.2	+ 35.1%	3.1	+ 60.0%

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

Historical Months Supply of Inventory by Month



All Properties Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	2-2024	2-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		2,461	2,616	+ 6.3%	4,593	5,682	+ 23.7%
Pending Sales		1,974	2,017	+ 2.2%	3,752	3,946	+ 5.2%
Closed Sales		1,635	1,564	- 4.3%	2,997	3,043	+ 1.5%
Days on Market Until Sale		53	59	+ 11.3%	51	57	+ 11.8%
Median Sales Price		\$250,000	\$260,000	+ 4.0%	\$245,000	\$255,000	+ 4.1%
Average Sales Price		\$282,573	\$313,454	+ 10.9%	\$282,483	\$307,083	+ 8.7%
Percent of List Price Received		97.7%	97.7%	0.0%	97.5%	97.5%	0.0%
Housing Affordability Index		116	113	- 2.6%	118	115	- 2.5%
Inventory of Homes for Sale		4,853	7,218	+ 48.7%	—	—	—
Months Supply of Inventory		2.5	3.6	+ 44.0%	—	—	—