



January 2025 Residential Sales

Date: February 13, 2025
RE: For Immediate Release

The following Real Estate statistics were collected for MLSOK, Inc., for the time frame **January 1 through January 31, 2025**. Below summarizes our region's monthly sales activity. For a full review please see the following report.

Quick Facts

+6.5%	+4.2%	+ 53.2%
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 advanced for the third straight month, climbing 2.2% to a seasonally adjusted annual rate of 4.24 million units, a 10-month high, according to the National Association of REALTORS® (NAR). Sales were up 9.3% year-over-year, driven largely by purchases of homes priced \$500,000 and above. Month-over-month, sales rose in the South, Northeast, and the West but fell in the Midwest, with all four regions reporting year-over-year gains.

New listings increased 46.4 percent for Single-Family homes and 37.7 percent for Townhouse-Condo homes. Pending Sales increased 14.2 percent for Single-Family homes and 38.6 percent for Townhouse-Condo homes. Inventory increased 52.4 percent for Single-Family homes and 86.2 percent for Townhouse-Condo homes.



Months' Supply of Inventory

Months' Supply of Inventory increased 44.0 percent for Single Family homes and 68.2 percent for Townhouse-Condo homes.

Median Sales Price Increases



Median Sales Price increased 4.0 percent to \$253,000 for Single Family homes and 20.9 percent to \$146,250 for Townhouse-Condo homes.

Average Days on Market Increases



Days on Market increased 16.7 percent for Single Family and 35.3 percent for Townhouse-Condo homes.

According to NAR, total housing inventory was 1.15 million units heading into January, a 13.5% decrease from the previous month but a 16.2% increase from the same period one year earlier, for a 3.3-month supply at the current sales pace. Housing supply remains down compared to pre-pandemic levels, and the limited number of homes on the market continues to push sales prices higher nationwide, with the median existing-home price rising 6% year-over-year to \$404,400.

All MLSOK

Entire MLSOK Market Area

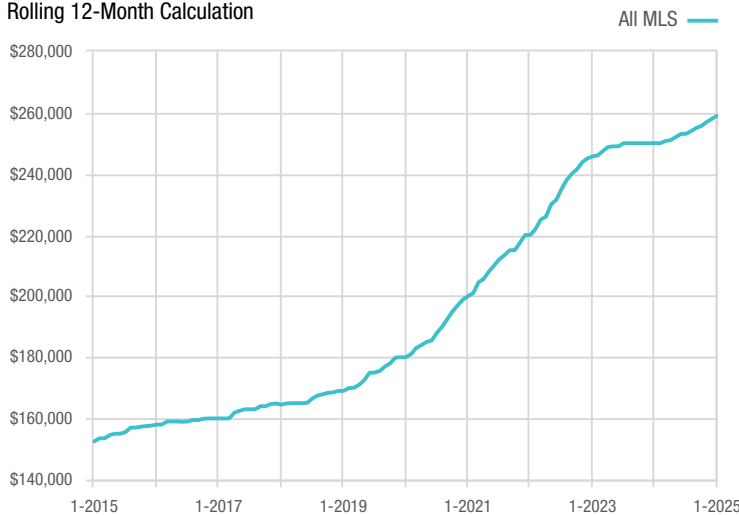
Single Family	January			Year to Date		
	2024	2025	% Change	Thru 1-2024	Thru 1-2025	% Change
New Listings	2,064	3,022	+ 46.4%	2,064	3,022	+ 46.4%
Pending Sales	1,734	1,980	+ 14.2%	1,734	1,980	+ 14.2%
Closed Sales	1,329	1,418	+ 6.7%	1,329	1,418	+ 6.7%
Days on Market Until Sale	48	56	+ 16.7%	48	56	+ 16.7%
Median Sales Price*	\$243,290	\$253,000	+ 4.0%	\$243,290	\$253,000	+ 4.0%
Average Sales Price*	\$285,074	\$304,688	+ 6.9%	\$285,074	\$304,688	+ 6.9%
Percent of List Price Received*	97.4%	97.4%	0.0%	97.4%	97.4%	0.0%
Inventory of Homes for Sale	4,652	7,090	+ 52.4%	—	—	—
Months Supply of Inventory	2.5	3.6	+ 44.0%	—	—	—

Townhouse-Condo	January			Year to Date		
	2024	2025	% Change	Thru 1-2024	Thru 1-2025	% Change
New Listings	69	95	+ 37.7%	69	95	+ 37.7%
Pending Sales	44	61	+ 38.6%	44	61	+ 38.6%
Closed Sales	33	32	- 3.0%	33	32	- 3.0%
Days on Market Until Sale	34	46	+ 35.3%	34	46	+ 35.3%
Median Sales Price*	\$121,000	\$146,250	+ 20.9%	\$121,000	\$146,250	+ 20.9%
Average Sales Price*	\$173,976	\$167,686	- 3.6%	\$173,976	\$167,686	- 3.6%
Percent of List Price Received*	96.6%	96.6%	0.0%	96.6%	96.6%	0.0%
Inventory of Homes for Sale	116	216	+ 86.2%	—	—	—
Months Supply of Inventory	2.2	3.7	+ 68.2%	—	—	—

* 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.

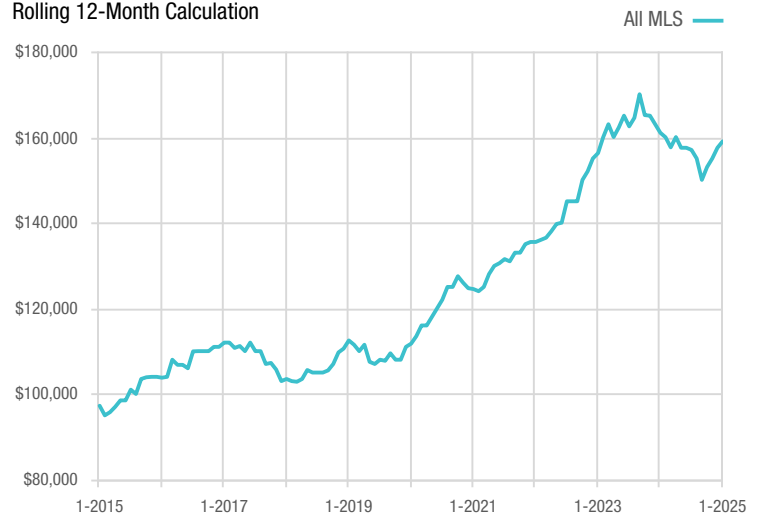
Median Sales Price - Single Family

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



January 2025

U.S. existing-home sales advanced for the third straight month, climbing 2.2% to a seasonally adjusted annual rate of 4.24 million units, a 10-month high, according to the National Association of REALTORS® (NAR). Sales were up 9.3% year-over-year, driven largely by purchases of homes priced \$500,000 and above. Month-over-month, sales rose in the South, Northeast, and the West but fell in the Midwest, with all four regions reporting year-over-year gains.

New Listings increased 46.4 percent for Single Family homes and 37.7 percent for Townhouse-Condo homes. Pending Sales increased 14.2 percent for Single Family homes and 38.6 percent for Townhouse-Condo homes. Inventory increased 52.4 percent for Single Family homes and 86.2 percent for Townhouse-Condo homes.

Median Sales Price increased 4.0 percent to \$253,000 for Single Family homes and 20.9 percent to \$146,250 for Townhouse-Condo homes. Days on Market increased 16.7 percent for Single Family homes and 35.3 percent for Townhouse-Condo homes. Months Supply of Inventory increased 44.0 percent for Single Family homes and 68.2 percent for Townhouse-Condo homes.

According to NAR, total housing inventory was 1.15 million units heading into January, a 13.5% decrease from the previous month but a 16.2% increase from the same period one year earlier, for a 3.3-month supply at the current sales pace. Housing supply remains down compared to pre-pandemic levels, and the limited number of homes on the market continues to push sales prices higher nationwide, with the median existing-home price rising 6% year-over-year to \$404,400.

Quick Facts

+ 6.5%	+ 4.2%	+ 53.2%
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.

Single Family Market Overview	2
Townhouse-Condo Market Overview	3
New Listings	4
Pending Sales	5
Closed Sales	6
Days on Market Until Sale	7
Median Sales Price	8
Average Sales Price	9
Percent of List Price Received	10
Housing Affordability Index	11
Inventory of Homes for Sale	12
Months Supply of Inventory	13
All Properties Overview	14



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	1-2024	1-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		2,064	3,022	+ 46.4%	2,064	3,022	+ 46.4%
Pending Sales		1,734	1,980	+ 14.2%	1,734	1,980	+ 14.2%
Closed Sales		1,329	1,418	+ 6.7%	1,329	1,418	+ 6.7%
Days on Market Until Sale		48	56	+ 16.7%	48	56	+ 16.7%
Median Sales Price		\$243,290	\$253,000	+ 4.0%	\$243,290	\$253,000	+ 4.0%
Average Sales Price		\$285,074	\$304,688	+ 6.9%	\$285,074	\$304,688	+ 6.9%
Percent of List Price Received		97.4%	97.4%	0.0%	97.4%	97.4%	0.0%
Housing Affordability Index		121	115	- 5.0%	121	115	- 5.0%
Inventory of Homes for Sale		4,652	7,090	+ 52.4%	—	—	—
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.



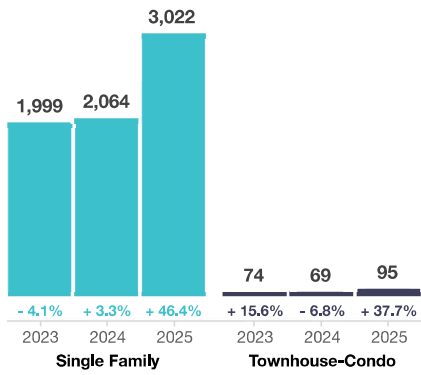
Key Metrics	Historical Sparkbars	1-2024	1-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		69	95	+ 37.7%	69	95	+ 37.7%
Pending Sales		44	61	+ 38.6%	44	61	+ 38.6%
Closed Sales		33	32	- 3.0%	33	32	- 3.0%
Days on Market Until Sale		34	46	+ 35.3%	34	46	+ 35.3%
Median Sales Price		\$121,000	\$146,250	+ 20.9%	\$121,000	\$146,250	+ 20.9%
Average Sales Price		\$173,976	\$167,686	- 3.6%	\$173,976	\$167,686	- 3.6%
Percent of List Price Received		96.6%	96.6%	0.0%	96.6%	96.6%	0.0%
Housing Affordability Index		253	203	- 19.8%	253	203	- 19.8%
Inventory of Homes for Sale		116	216	+ 86.2%	—	—	—
Months Supply of Inventory		2.2	3.7	+ 68.2%	—	—	—

New Listings

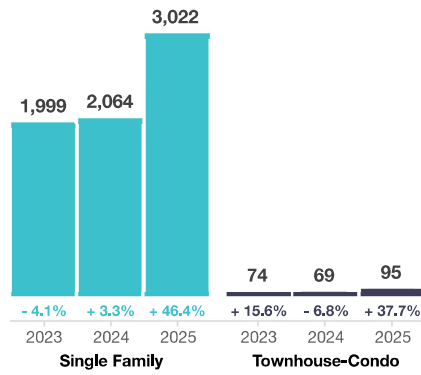
A count of the properties that have been newly listed on the market in a given month.



January

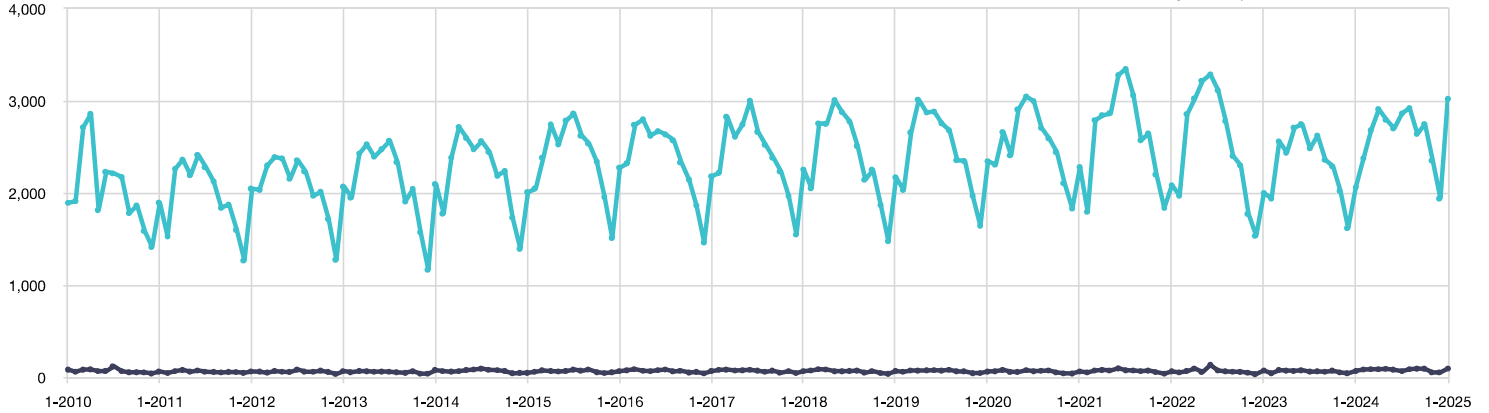


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2024	2,377	+ 22.5%	84	+ 95.3%
Mar-2024	2,681	+ 4.7%	87	+ 11.5%
Apr-2024	2,910	+ 19.4%	88	+ 22.2%
May-2024	2,794	+ 3.1%	90	+ 30.4%
Jun-2024	2,700	- 1.7%	82	+ 7.9%
Jul-2024	2,864	+ 15.3%	66	+ 8.2%
Aug-2024	2,922	+ 11.4%	87	+ 35.9%
Sep-2024	2,641	+ 12.0%	93	+ 55.0%
Oct-2024	2,749	+ 20.1%	92	+ 29.6%
Nov-2024	2,352	+ 16.3%	53	0.0%
Dec-2024	1,940	+ 19.9%	53	+ 23.3%
Jan-2025	3,022	+ 46.4%	95	+ 37.7%
12-Month Avg	2,663	+ 14.7%	81	+ 28.6%

Historical New Listings by Month

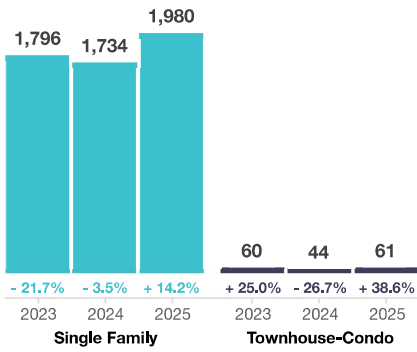


Pending Sales

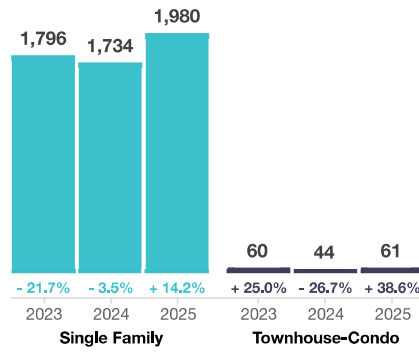
A count of the properties on which offers have been accepted in a given month.



January

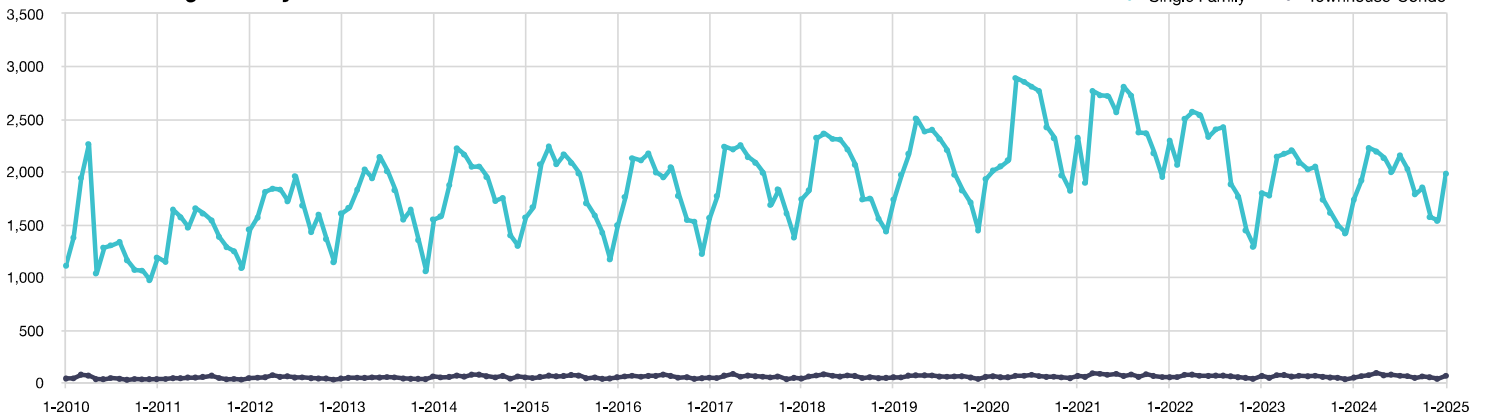


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2024	1,917	+ 8.1%	58	+ 38.1%
Mar-2024	2,224	+ 3.8%	67	0.0%
Apr-2024	2,191	+ 0.9%	88	+ 29.4%
May-2024	2,130	- 3.3%	66	+ 24.5%
Jun-2024	1,996	- 4.2%	71	+ 16.4%
Jul-2024	2,156	+ 6.7%	61	+ 7.0%
Aug-2024	2,025	- 1.1%	58	- 4.9%
Sep-2024	1,785	+ 2.9%	41	- 19.6%
Oct-2024	1,849	+ 15.0%	55	+ 22.2%
Nov-2024	1,568	+ 5.4%	47	+ 11.9%
Dec-2024	1,533	+ 8.3%	33	+ 13.8%
Jan-2025	1,980	+ 14.2%	61	+ 38.6%
12-Month Avg	1,946	+ 4.2%	59	+ 13.5%

Historical Pending Sales by Month

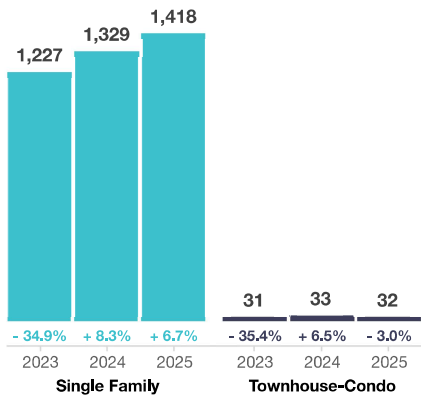


Closed Sales

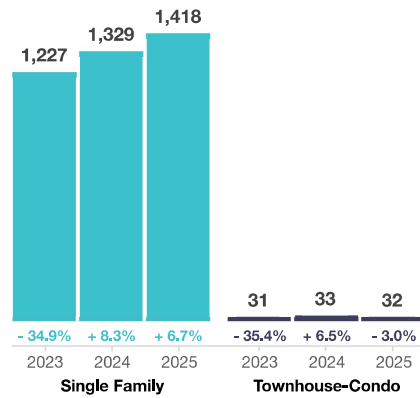
A count of the actual sales that closed in a given month.



January

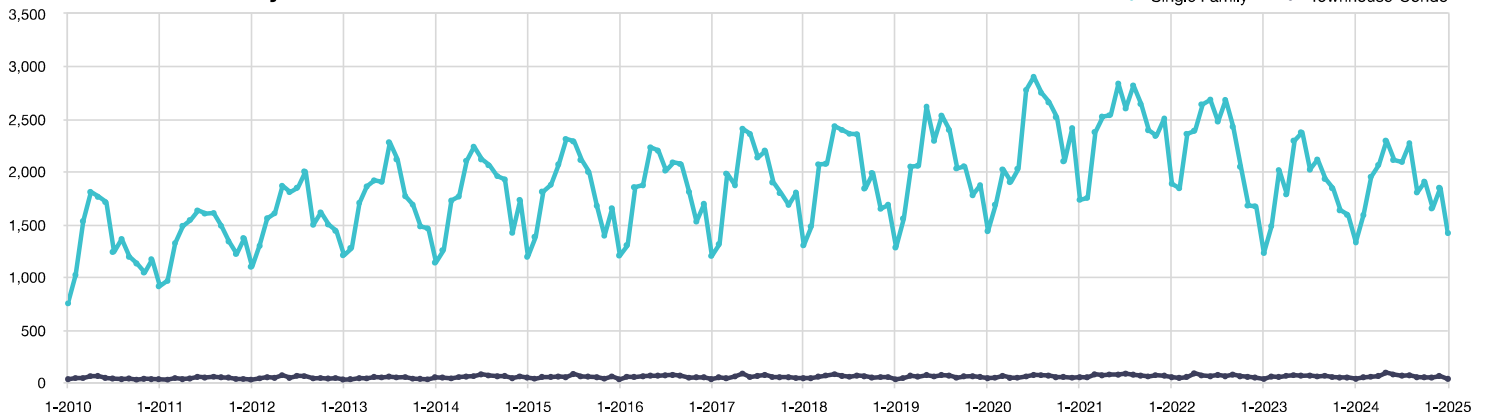


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2024	1,588	+ 7.2%	47	- 13.0%
Mar-2024	1,951	- 3.2%	52	+ 4.0%
Apr-2024	2,064	+ 15.7%	59	- 3.3%
May-2024	2,294	0.0%	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	1,802	- 6.7%	48	- 21.3%
Oct-2024	1,905	+ 3.4%	47	- 4.1%
Nov-2024	1,652	+ 1.1%	45	0.0%
Dec-2024	1,847	+ 16.2%	59	+ 31.1%
Jan-2025	1,418	+ 6.7%	32	- 3.0%
12-Month Avg	1,916	+ 2.6%	57	+ 5.6%

Historical Closed Sales by Month

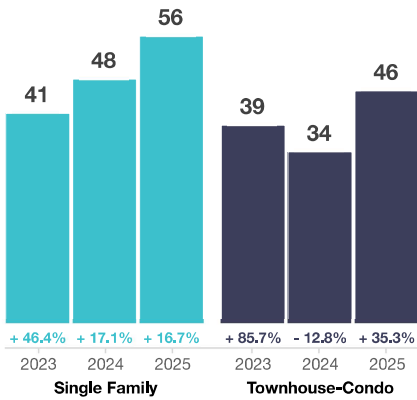


Days on Market Until Sale

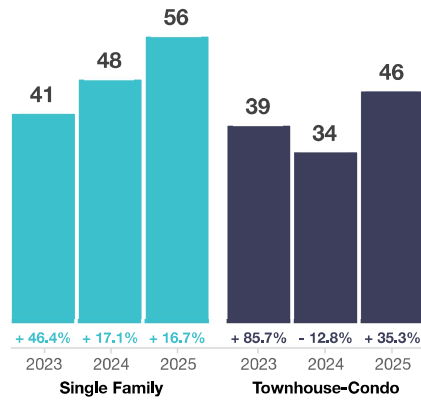
Average number of days between when a property is listed and when an offer is accepted in a given month.



January



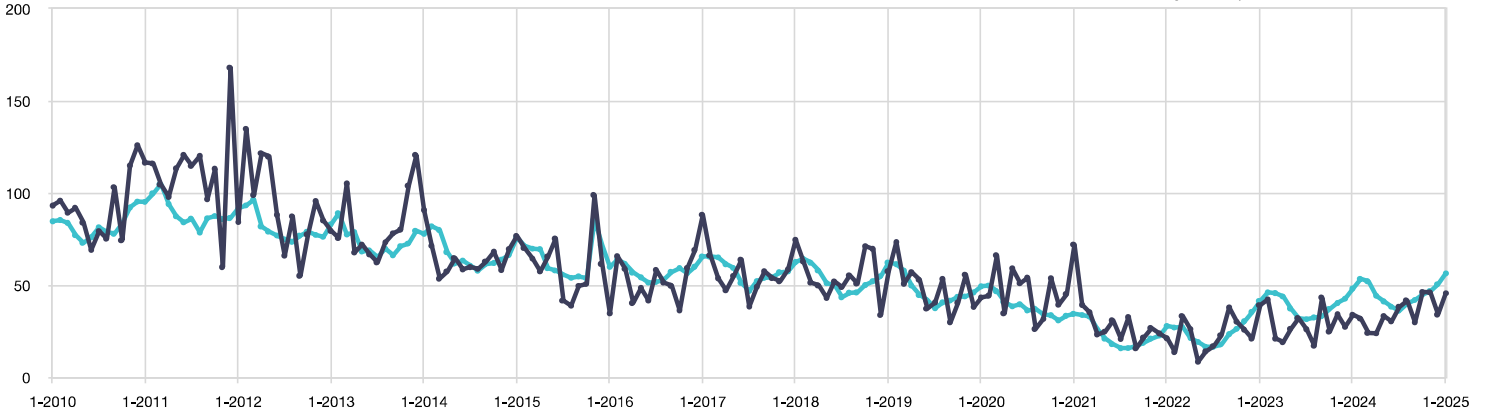
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2024	53	+ 15.2%	32	- 23.8%
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%	46	+ 35.3%
12-Month Avg*	45	+ 16.5%	35	+ 20.7%

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

Historical Days on Market Until Sale by Month

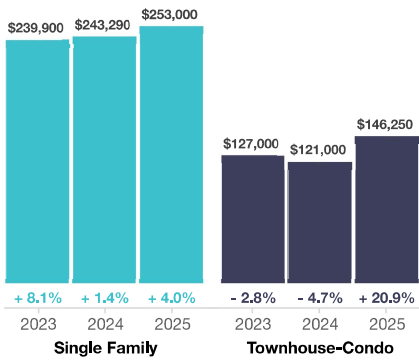


Median Sales Price

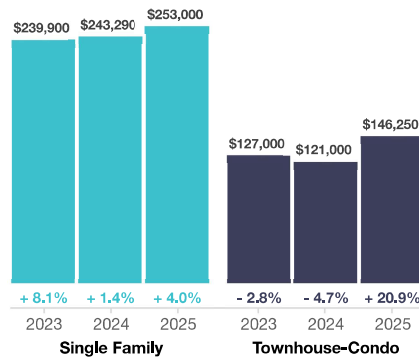
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January



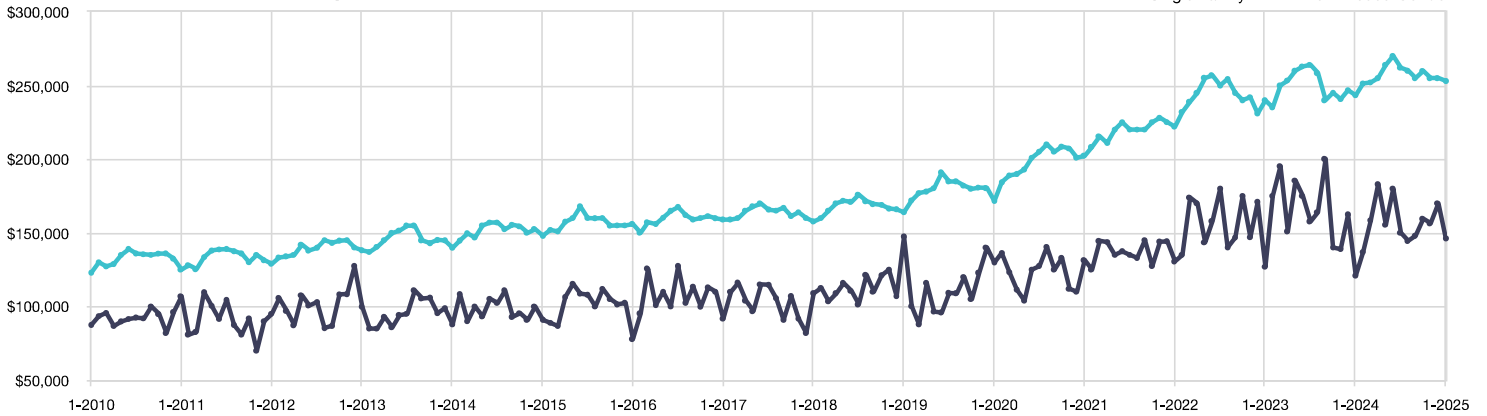
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2024	\$251,308	+ 6.9%	\$137,000	- 21.7%
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	\$259,840	+ 6.1%	\$159,500	+ 13.9%
Nov-2024	\$254,945	+ 5.9%	\$156,500	+ 12.6%
Dec-2024	\$255,000	+ 3.4%	\$170,000	+ 4.6%
Jan-2025	\$253,000	+ 4.0%	\$146,250	+ 20.9%
12-Month Avg*	\$258,955	+ 3.6%	\$159,000	- 1.2%

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

Historical Median Sales Price by Month

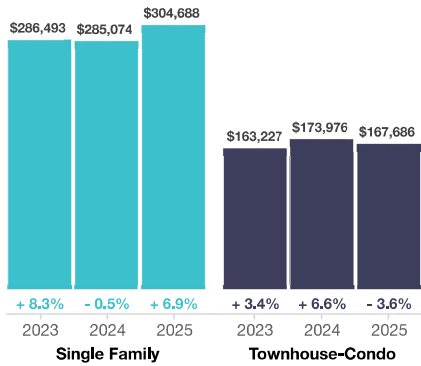


Average Sales Price

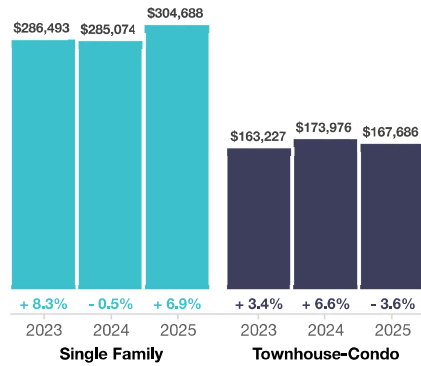
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



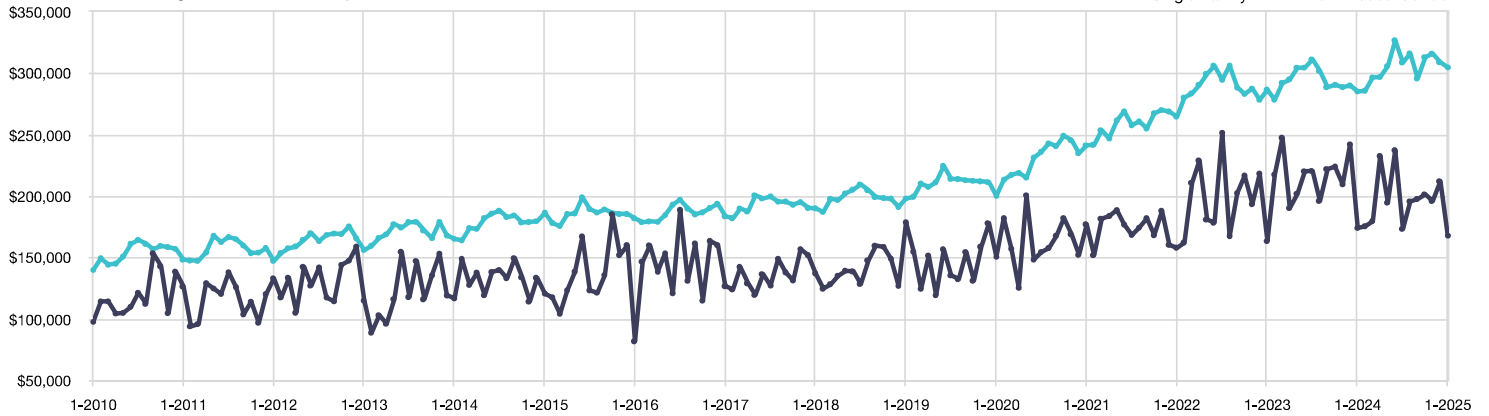
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2024	\$285,750	+ 2.6%	\$175,344	- 19.3%
Mar-2024	\$296,550	+ 1.6%	\$179,500	- 27.5%
Apr-2024	\$296,897	+ 0.7%	\$232,588	+ 22.3%
May-2024	\$305,687	+ 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	\$295,636	+ 2.4%	\$197,551	- 11.0%
Oct-2024	\$312,977	+ 7.7%	\$201,348	- 10.1%
Nov-2024	\$315,918	+ 9.5%	\$195,913	- 6.5%
Dec-2024	\$308,827	+ 6.5%	\$211,948	- 12.5%
Jan-2025	\$304,688	+ 6.9%	\$167,686	- 3.6%
12-Month Avg*	\$306,701	+ 3.8%	\$199,126	- 7.0%

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

Historical Average Sales Price by Month

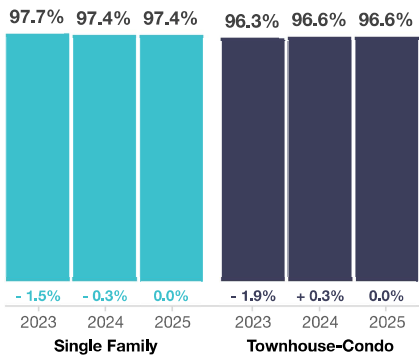


Percent of List Price Received

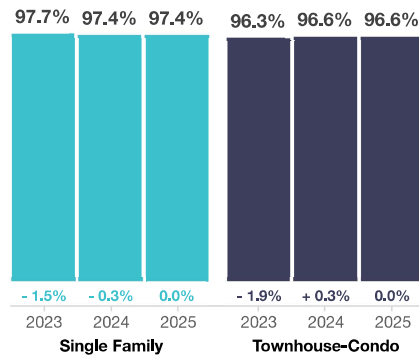
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



January



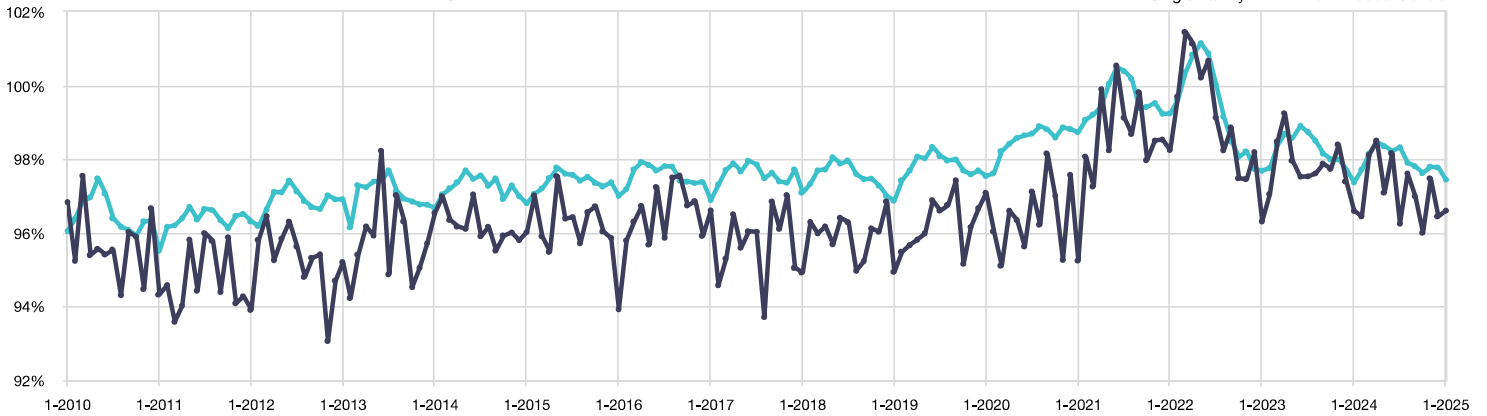
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2024	97.7%	- 0.1%	96.4%	- 0.7%
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	97.8%	+ 0.1%	96.4%	- 1.0%
Jan-2025	97.4%	0.0%	96.6%	0.0%
12-Month Avg*	98.0%	- 0.3%	97.2%	- 0.6%

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

Historical Percent of List Price Received by Month

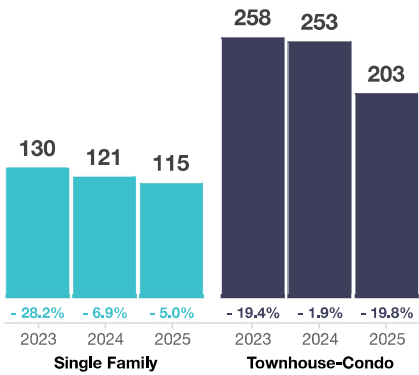


Housing Affordability Index

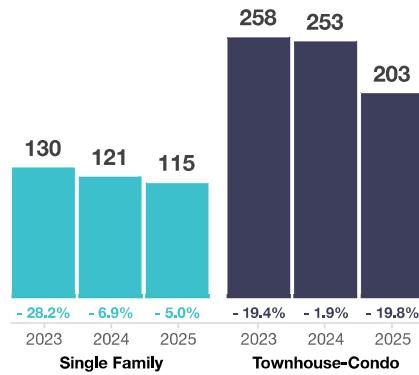
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



January

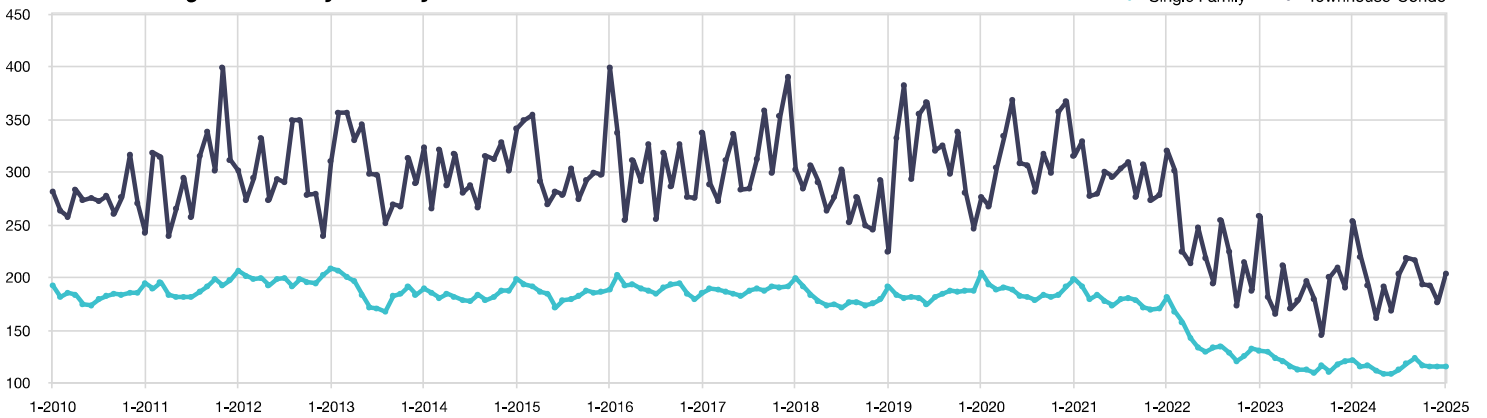


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2024	115	- 10.9%	219	+ 21.0%
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%	203	- 19.8%
12-Month Avg	114	- 2.6%	194	+ 2.1%

Historical Housing Affordability Index by Month

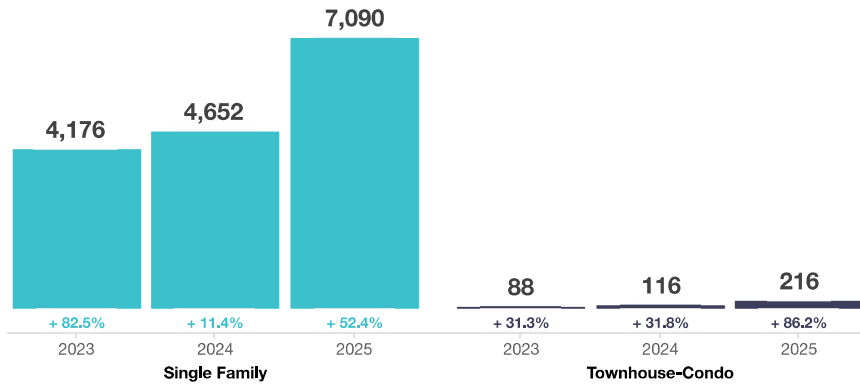


Inventory of Homes for Sale

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

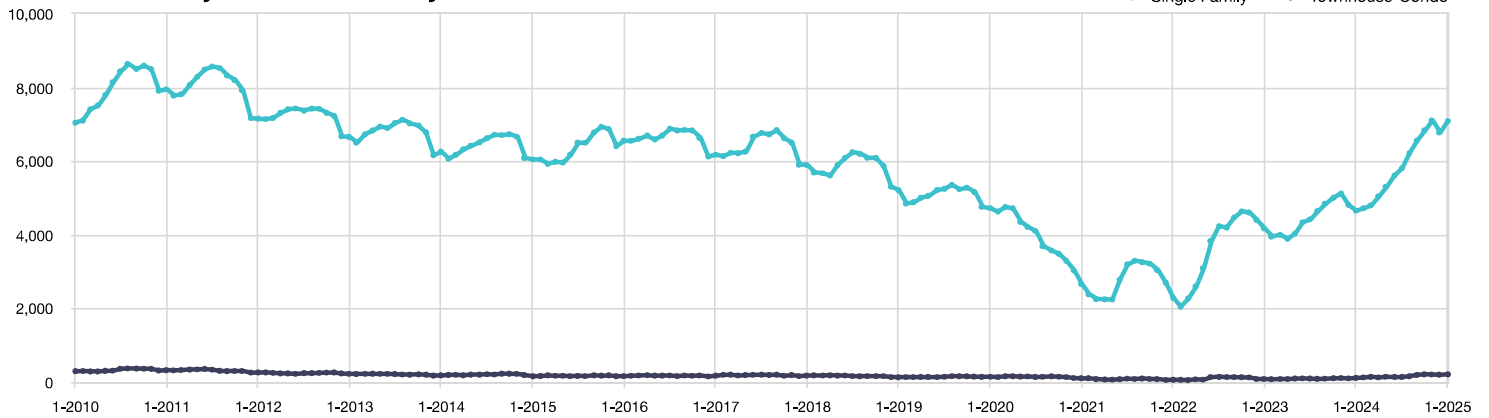


January



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2024	4,725	+ 19.5%	132	+ 59.0%
Mar-2024	4,801	+ 20.0%	145	+ 64.8%
Apr-2024	5,043	+ 29.5%	132	+ 48.3%
May-2024	5,305	+ 31.4%	147	+ 47.0%
Jun-2024	5,609	+ 29.2%	144	+ 34.6%
Jul-2024	5,811	+ 31.5%	142	+ 42.0%
Aug-2024	6,219	+ 33.9%	162	+ 76.1%
Sep-2024	6,555	+ 35.2%	197	+ 107.4%
Oct-2024	6,832	+ 36.4%	216	+ 98.2%
Nov-2024	7,105	+ 38.7%	208	+ 84.1%
Dec-2024	6,777	+ 40.8%	204	+ 94.3%
Jan-2025	7,090	+ 52.4%	216	+ 86.2%
12-Month Avg	5,989	+ 33.7%	170	+ 70.0%

Historical Inventory of Homes for Sale by Month

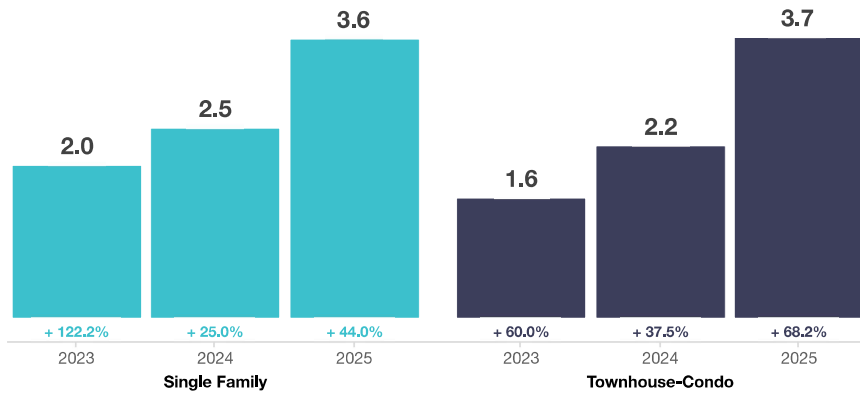


Months Supply of Inventory

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.



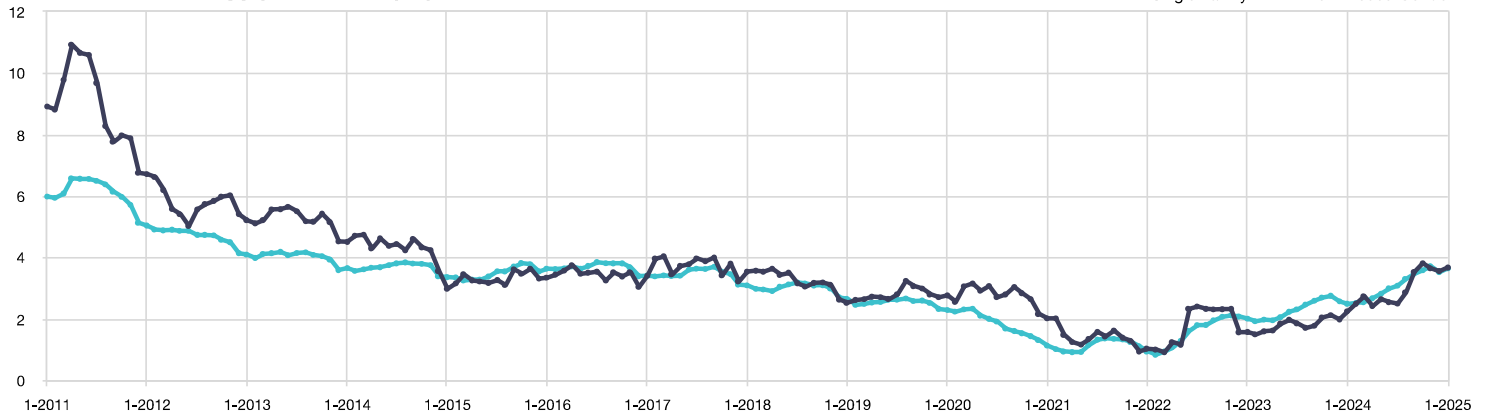
January



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2024	2.5	+ 31.6%	2.5	+ 66.7%
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%	2.9	+ 70.6%
Sep-2024	3.5	+ 34.6%	3.5	+ 94.4%
Oct-2024	3.6	+ 33.3%	3.8	+ 90.0%
Nov-2024	3.7	+ 37.0%	3.6	+ 71.4%
Dec-2024	3.5	+ 34.6%	3.6	+ 80.0%
Jan-2025	3.6	+ 44.0%	3.7	+ 68.2%
12-Month Avg*	3.2	+ 35.2%	3.0	+ 63.6%

* Months Supply for all properties from February 2024 through January 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	1-2024	1-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		2,133	3,117	+ 46.1%	2,133	3,117	+ 46.1%
Pending Sales		1,778	2,041	+ 14.8%	1,778	2,041	+ 14.8%
Closed Sales		1,362	1,450	+ 6.5%	1,362	1,450	+ 6.5%
Days on Market Until Sale		48	56	+ 16.7%	48	56	+ 16.7%
Median Sales Price		\$240,000	\$250,000	+ 4.2%	\$240,000	\$250,000	+ 4.2%
Average Sales Price		\$282,374	\$301,646	+ 6.8%	\$282,374	\$301,646	+ 6.8%
Percent of List Price Received		97.3%	97.4%	+ 0.1%	97.3%	97.4%	+ 0.1%
Housing Affordability Index		123	116	- 5.7%	123	116	- 5.7%
Inventory of Homes for Sale		4,768	7,306	+ 53.2%	—	—	—
Months Supply of Inventory		2.5	3.6	+ 44.0%	—	—	—