

March 2025 Residential Sales

Date: April 10, 2025

RE: For Immediate Release

The following Real Estate statistics were collected for MLSOK, Inc., for the time frame **March 1 through March 31**, **2025.** Below is a summary of our region's monthly sales activity. For a comprehensive review, please refer to the accompanying reports.

Quick Facts

- 3.3%	+ 3.7%	+ 45.5%
Change in Number of	Change in Number of	Change in Number of
Closed Sales	Median Sales Price	Homes for Sale
All Properties	All Properties	All Properties

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

U.S. existing-home sales rebounded from the previous month, rising 4.2% to a seasonally adjusted annual rate of 4.26 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast sales would fall to a rate of 3.95 million for the month. Purchase activity increased in the South and the West but decreased in the Northeast, while sales in the Midwest remained unchanged from one month earlier.

New listings increased 21.4 percent for Single-Family homes and 15.1 for Townhouse-Condo homes. Pending Sales increased 13.5 percent for Single-Family homes but decreased 7.5 percent for Townhouse-Condo homes. Inventory increased 45.0 percent for Single-Family homes and 60.1 percent for Townhouse-Condo homes.



Months' Supply of Inventory

Months' Supply of Inventory increased 44.0 percent for Single Family homes and 48.1 percent for Townhouse-Condo homes.

Median Sales Price Increases



Median Sales Price increased 3.2 percent to \$259,990 for Single Family homes and 4.1 percent to \$165,000 for Townhouse-Condo homes.

Average Days on Market Increases



Days on Market increased 5.8 percent for Single Family and 162.5 percent for Townhouse-Condo homes.

Heading into March there were 1.24 million properties for sale, a 5.1% increase from the previous month and a 17% jump from one year ago, for a 3.5-month supply at the current sales pace, according to NAR. While mortgage rates have remained in the mid-to-high 6% range, the additional supply appears to have helped bring some buyers out of the woodwork, even as sales prices continue to rise nationwide.

Local Market Update – March 2025A FREE RESEARCH TOOL FROM MLSOK



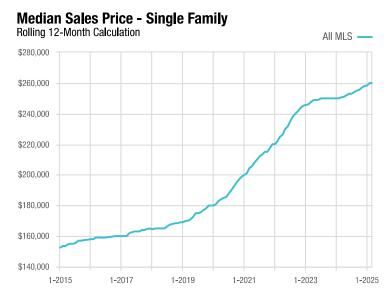
All MLSOK

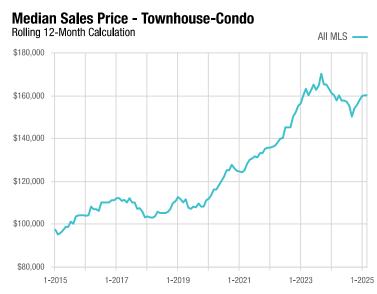
Entire MLSOK Market Area

Single Family		March			Year to Date	
Key Metrics	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
New Listings	2,673	3,246	+ 21.4%	7,110	8,609	+ 21.1%
Pending Sales	2,223	2,522	+ 13.5%	5,873	6,196	+ 5.5%
Closed Sales	1,952	1,882	- 3.6%	4,869	4,895	+ 0.5%
Days on Market Until Sale	52	55	+ 5.8%	51	57	+ 11.8%
Median Sales Price*	\$252,000	\$259,990	+ 3.2%	\$250,000	\$259,546	+ 3.8%
Average Sales Price*	\$296,422	\$312,268	+ 5.3%	\$289,849	\$310,822	+ 7.2%
Percent of List Price Received*	98.2%	97.8%	- 0.4%	97.8%	97.6%	- 0.2%
Inventory of Homes for Sale	4,786	6,942	+ 45.0%	_	_	_
Months Supply of Inventory	2.5	3.6	+ 44.0%	_	_	_

Townhouse-Condo		March			Year to Date	
Key Metrics	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
New Listings	86	99	+ 15.1%	238	269	+ 13.0%
Pending Sales	67	62	- 7.5%	169	175	+ 3.6%
Closed Sales	52	55	+ 5.8%	132	142	+ 7.6%
Days on Market Until Sale	24	63	+ 162.5%	29	54	+ 86.2%
Median Sales Price*	\$158,500	\$165,000	+ 4.1%	\$138,250	\$160,000	+ 15.7%
Average Sales Price*	\$179,500	\$242,892	+ 35.3%	\$176,639	\$202,783	+ 14.8%
Percent of List Price Received*	98.1%	96.0%	- 2.1%	97.1%	96.5%	- 0.6%
Inventory of Homes for Sale	143	229	+ 60.1%	_	_	_
Months Supply of Inventory	2.7	4.0	+ 48.1%	_	_	_

^{*} 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.





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



March 2025

U.S. existing-home sales rebounded from the previous month, rising 4.2% to a seasonally adjusted annual rate of 4.26 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast sales would fall to a rate of 3.95 million for the month. Purchase activity increased in the South and the West but decreased in the Northeast, while sales in the Midwest remained unchanged from one month earlier

New Listings increased 21.4 percent for Single Family homes and 15.1 percent for Townhouse-Condo homes. Pending Sales increased 13.5 percent for Single Family homes but decreased 7.5 percent for Townhouse-Condo homes. Inventory increased 45.0 percent for Single Family homes and 60.1 percent for Townhouse-Condo homes.

Median Sales Price increased 3.2 percent to \$259,990 for Single Family homes and 4.1 percent to \$165,000 for Townhouse-Condo homes. Days on Market increased 5.8 percent for Single Family homes and 162.5 percent for Townhouse-Condo homes. Months Supply of Inventory increased 44.0 percent for Single Family homes and 48.1 percent for Townhouse-Condo homes.

Heading into March there were 1.24 million properties for sale, a 5.1% increase from the previous month and a 17% jump from one year ago, for a 3.5-month supply at the current sales pace, according to NAR. While mortgage rates have remained in the mid-to-high 6% range, the additional supply appears to have helped bring some buyers out of the woodwork, even as sales prices continue to rise nationwide.

Ouick Facts

- 3.3%

+ 3.7%

+ 45.5%

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	3-2024	3-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings	3-2023 9-2023 3-2024 9-2024 3-2025	2,673	3,246	+ 21.4%	7,110	8,609	+ 21.1%
Pending Sales	3-2023 9-2023 3-2024 9-2024 3-2025	2,223	2,522	+ 13.5%	5,873	6,196	+ 5.5%
Closed Sales	3-2023 9-2023 3-2024 9-2024 3-2025	1,952	1,882	- 3.6%	4,869	4,895	+ 0.5%
Days on Market Until Sale	3-2023 9-2023 3-2024 9-2024 3-2025	52	55	+ 5.8%	51	57	+ 11.8%
Median Sales Price	3-2023 9-2023 3-2024 9-2024 3-2025	\$252,000	\$259,990	+ 3.2%	\$250,000	\$259,546	+ 3.8%
Average Sales Price	3-2023 9-2023 3-2024 9-2024 3-2025	\$296,422	\$312,268	+ 5.3%	\$289,849	\$310,822	+ 7.2%
Percent of List Price Received	3-2023 9-2023 3-2024 9-2024 3-2025	98.2%	97.8%	- 0.4%	97.8%	97.6%	- 0.2%
Housing Affordability Index	3-2023 9-2023 3-2024 9-2024 3-2025	116	114	- 1.7%	117	114	- 2.6%
Inventory of Homes for Sale	3-2023 9-2023 3-2024 9-2024 3-2025	4,786	6,942	+ 45.0%	_	_	_
Months Supply of Inventory	3-2023 9-2023 3-2024 9-2024 3-2025	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.

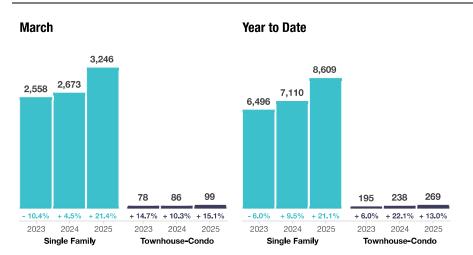


Key Metrics	Historical Sparkbars	3-2024	3-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings	3-2023 9-2023 3-2024 9-2024 3-2025	86	99	+ 15.1%	238	269	+ 13.0%
Pending Sales	3-2023 9-2023 3-2024 9-2024 3-2025	67	62	- 7.5%	169	175	+ 3.6%
Closed Sales	3-2023 9-2023 3-2024 9-2024 3-2025	52	55	+ 5.8%	132	142	+ 7.6%
Days on Market Until Sale	3-2023 9-2023 3-2024 9-2024 3-2025	24	63	+ 162.5%	29	54	+ 86.2%
Median Sales Price	3-2023 9-2023 3-2024 9-2024 3-2025	\$158,500	\$165,000	+ 4.1%	\$138,250	\$160,000	+ 15.7%
Average Sales Price	3-2023 9-2023 3-2024 9-2024 3-2025	\$179,500	\$242,892	+ 35.3%	\$176,639	\$202,783	+ 14.8%
Percent of List Price Received	3-2023 9-2023 3-2024 9-2024 3-2025	98.1%	96.0%	- 2.1%	97.1%	96.5%	- 0.6%
Housing Affordability Index	3-2023 9-2023 3-2024 9-2024 3-2025	192	184	- 4.2%	220	189	- 14.1%
Inventory of Homes for Sale	3-2023 9-2023 3-2024 9-2024 3-2025	143	229	+ 60.1%	_	_	_
Months Supply of Inventory	3-2023 9-2023 3-2024 9-2024 3-2025	2.7	4.0	+ 48.1%	_	_	_

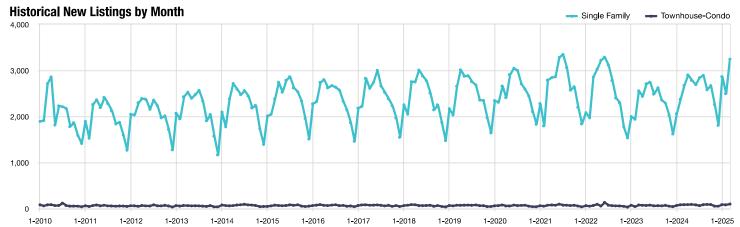
New Listings

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





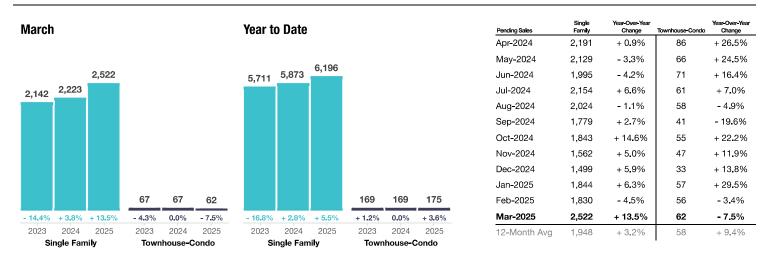
New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2024	2,901	+ 19.0%	88	+ 22.2%
May-2024	2,786	+ 2.8%	90	+ 30.4%
Jun-2024	2,691	- 2.0%	82	+ 7.9%
Jul-2024	2,842	+ 14.4%	64	+ 4.9%
Aug-2024	2,894	+ 10.3%	86	+ 34.4%
Sep-2024	2,580	+ 9.4%	91	+ 51.7%
Oct-2024	2,671	+ 16.7%	89	+ 25.4%
Nov-2024	2,259	+ 11.7%	54	+ 1.9%
Dec-2024	1,808	+ 11.7%	53	+ 23.3%
Jan-2025	2,867	+ 39.1%	87	+ 26.1%
Feb-2025	2,496	+ 5.1%	83	0.0%
Mar-2025	3,246	+ 21.4%	99	+ 15.1%
12-Month Avg	2,670	+ 12.8%	81	+ 20.9%

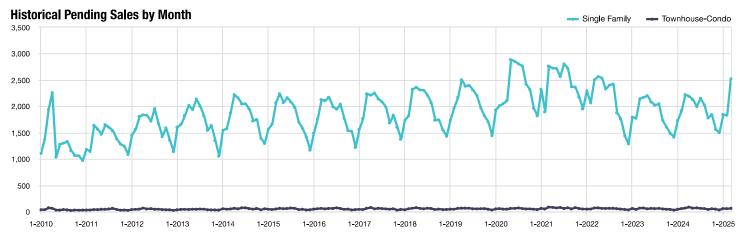


Pending Sales

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



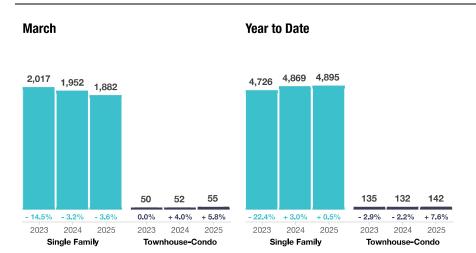




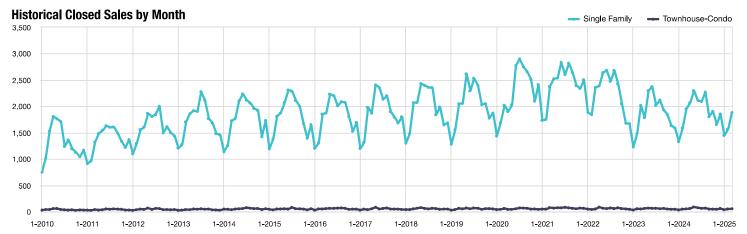
Closed Sales

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





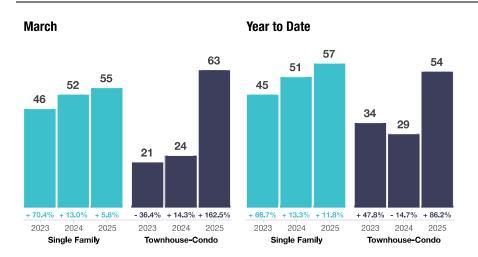
Closed Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2024	2,066	+ 15.8%	59	- 3.3%
May-2024	2,298	+ 0.2%	89	+ 32.8%
Jun-2024	2,114	- 11.0%	73	+ 17.7%
Jul-2024	2,092	+ 3.6%	62	- 1.6%
Aug-2024	2,270	+ 7.2%	66	+ 20.0%
Sep-2024	1,804	- 6.6%	48	- 21.3%
Oct-2024	1,906	+ 3.4%	47	- 4.1%
Nov-2024	1,655	+ 1.3%	45	0.0%
Dec-2024	1,856	+ 16.7%	59	+ 31.1%
Jan-2025	1,446	+ 8.8%	37	+ 12.1%
Feb - 2025	1,567	- 1.3%	50	+ 6.4%
Mar-2025	1,882	- 3.6%	55	+ 5.8%
12-Month Avg	1,913	+ 2.2%	58	+ 9.4%



Days on Market Until Sale

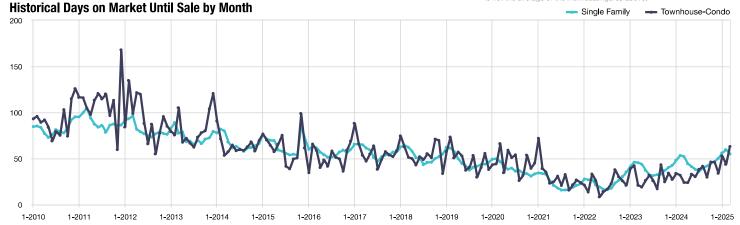
Average number of days between when a property is listed and when an offer is accepted in a given month.





Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	44	+ 37.5%
Mar-2025	55	+ 5.8%	63	+ 162.5%
12-Month Avg*	45	+ 14.9%	39	+ 39.1%

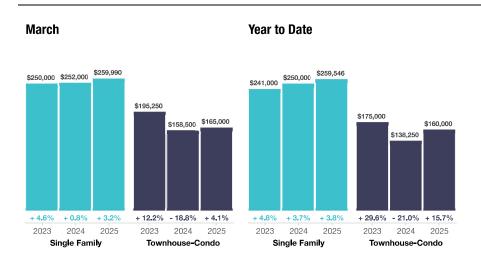
 $^{^{\}ast}$ Days on Market for all properties from April 2024 through March 2025. This is not the average of the individual figures above.



Median Sales Price

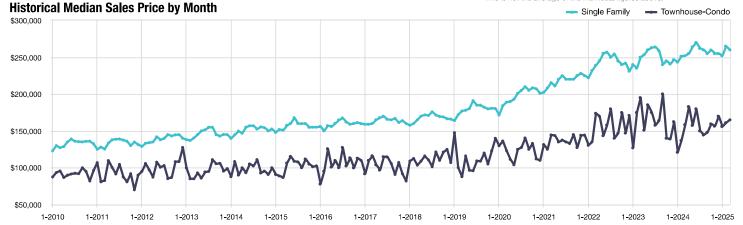
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.





Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2024	\$255,000	+ 0.7%	\$183,000	+ 21.2%
May-2024	\$264,000	+ 1.5%	\$157,500	- 15.1%
Jun-2024	\$270,000	+ 2.7%	\$180,000	+ 2.9%
Jul-2024	\$262,000	- 0.8%	\$150,000	- 4.9%
Aug-2024	\$260,000	+ 0.5%	\$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	\$264,990	+ 5.4%	\$161,138	+ 17.6%
Mar-2025	\$259,990	+ 3.2%	\$165,000	+ 4.1%
12-Month Avg*	\$259,990	+ 3.7%	\$160,000	+ 1.5%

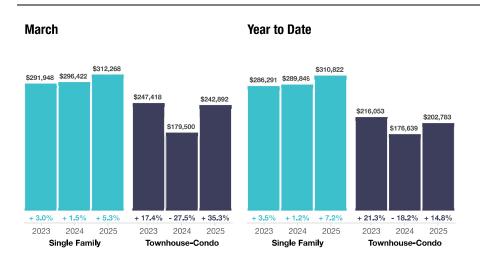
^{*} Median Sales Price for all properties from April 2024 through March 2025. This is not the average of the individual figures above.



Average Sales Price

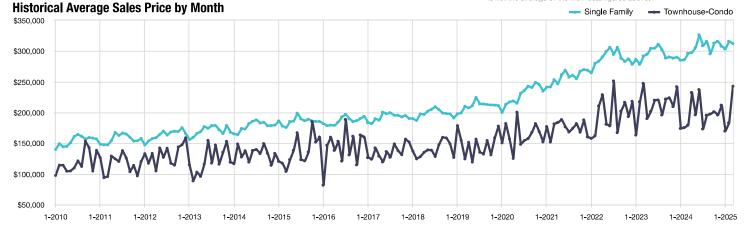
Average sales price for all closed sales, not accounting for seller concessions, in a given month.





Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2024	\$297,333	+ 0.8%	\$232,588	+ 22.3%
May-2024	\$305,595	+ 0.4%	\$196,106	- 2.9%
Jun-2024	\$326,481	+ 7.2%	\$237,286	+ 7.8%
Jul-2024	\$308,596	- 0.8%	\$173,171	- 21.4%
Aug-2024	\$315,932	+ 4.6%	\$195,563	- 0.2%
Sep-2024	\$295,424	+ 2.4%	\$197,551	- 11.0%
Oct-2024	\$313,002	+ 7.8%	\$201,348	- 10.1%
Nov-2024	\$315,946	+ 9.5%	\$195,913	- 6.5%
Dec-2024	\$307,904	+ 6.2%	\$211,948	- 12.5%
Jan-2025	\$303,423	+ 6.4%	\$169,834	- 2.4%
Feb-2025	\$315,883	+ 10.5%	\$183,046	+ 4.4%
Mar-2025	\$312,268	+ 5.3%	\$242,892	+ 35.3%
12-Month Avg*	\$309,930	+ 4.6%	\$204,643	- 0.4%

 $^{^{\}ast}$ Avg. Sales Price for all properties from April 2024 through March 2025. This is not the average of the individual figures above.



Percent of List Price Received

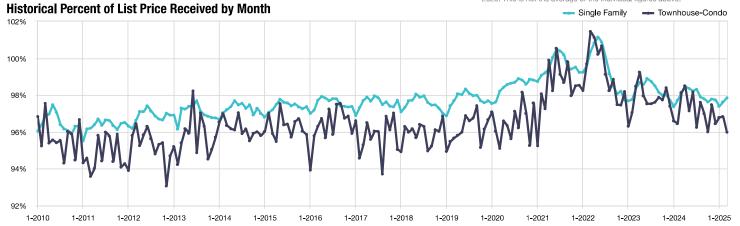




March		Year to Date	
98.4% 98.2% 97.8%	98.5% 98.1% 96.0%	98.0% 97.8% 97.6%	97.4% 97.1% 96.5%
-2.0% -0.2% -0.4% 2023 2024 2025 Single Family	- 3.0% - 0.4% - 2.1% 2023 2024 2025 Townhouse-Condo	-1.8% -0.2% -0.2% 2023 2024 2025 Single Family	-2.4% -0.3% -0.6% 2023 2024 2025 Townhouse-Condo

Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	97.6%	- 0.1%	96.8%	+ 0.4%
Mar-2025	97.8%	- 0.4%	96.0%	- 2.1%
12-Month Avg*	98.0%	- 0.3%	97.1%	- 0.7%

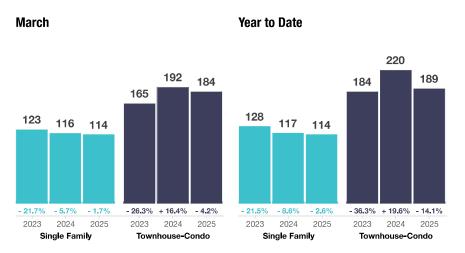
 $^{^{\}ast}$ Pct. of List Price Received for all properties from April 2024 through March 2025. This is not the average of the individual figures above.



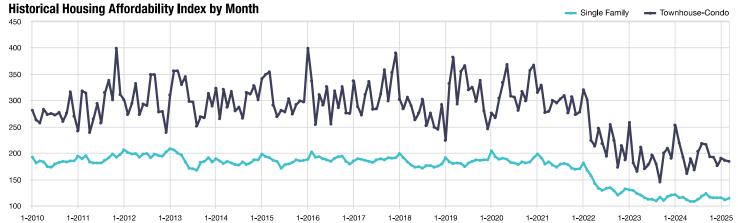
Housing Affordability Index







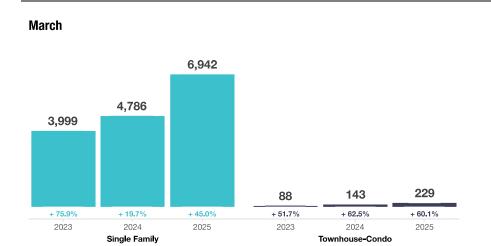
Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2024	111	- 7.5%	161	- 23.7%
May-2024	108	- 6.1%	189	+ 11.2%
Jun-2024	108	- 3.6%	168	- 5.6%
Jul-2024	112	0.0%	203	+ 3.6%
Aug-2024	118	+ 8.3%	218	+ 21.8%
Sep-2024	123	+ 6.0%	216	+ 49.0%
Oct-2024	116	+ 5.5%	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%	186	- 15.1%
Mar-2025	114	- 1.7%	184	- 4.2%
12-Month Avg	114	- 0.9%	190	- 2.6%



Inventory of Homes for Sale

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





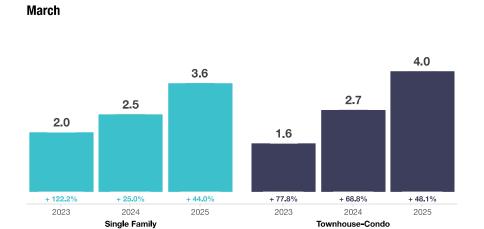
Homes for Sale	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2024	5,019	+ 29.0%	132	+ 48.3%
May-2024	5,273	+ 30.7%	147	+ 47.0%
Jun-2024	5,569	+ 28.3%	144	+ 34.6%
Jul-2024	5,750	+ 30.2%	140	+ 40.0%
Aug-2024	6,131	+ 32.1%	159	+ 72.8%
Sep-2024	6,412	+ 32.3%	192	+ 102.1%
Oct-2024	6,617	+ 32.2%	208	+ 90.8%
Nov-2024	6,803	+ 32.9%	201	+ 77.9%
Dec-2024	6,379	+ 32.7%	197	+ 87.6%
Jan-2025	6,738	+ 45.1%	205	+ 76.7%
Feb-2025	6,861	+ 45.5%	216	+ 64.9%
Mar-2025	6,942	+ 45.0%	229	+ 60.1%
12-Month Avg	6,208	+ 34.8%	181	+ 67.6%



Months Supply of Inventory

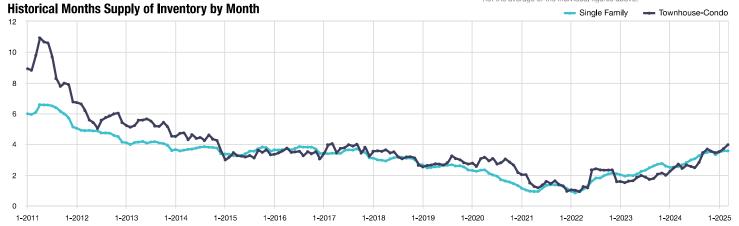
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.





Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	2.6	+ 30.0%
Jul-2024	3.0	+ 30.4%	2.5	+ 31.6%
Aug-2024	3.3	+ 32.0%	2.8	+ 64.7%
Sep-2024	3.4	+ 30.8%	3.4	+ 88.9%
Oct-2024	3.5	+ 29.6%	3.7	+ 85.0%
Nov-2024	3.6	+ 33.3%	3.5	+ 66.7%
Dec-2024	3.3	+ 26.9%	3.4	+ 70.0%
Jan-2025	3.5	+ 40.0%	3 . 5	+ 59.1%
Feb-2025	3.6	+ 44.0%	3.7	+ 48.0%
Mar-2025	3.6	+ 44.0%	4.0	+ 48.1%
12-Month Avg*	3.3	+ 34.2%	3.2	+ 57.1%

 $^{^{\}ast}$ Months Supply for all properties from April 2024 through March 2025. This is not the average of the individual figures above.



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	3-2024	3-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings	3-2023 9-2023 3-2024 9-2024 3-2025	2,759	3,345	+ 21.2%	7,348	8,878	+ 20.8%
Pending Sales	3-2023 9-2023 3-2024 9-2024 3-2025	2,290	2,584	+ 12.8%	6,042	6,371	+ 5.4%
Closed Sales	3-2023 9-2023 3-2024 9-2024 3-2025	2,004	1,937	- 3.3%	5,001	5,037	+ 0.7%
Days on Market Until Sale	3-2023 9-2023 3-2024 9-2024 3-2025	51	55	+ 7.8%	51	57	+ 11.8%
Median Sales Price	3-2023 9-2023 3-2024 9-2024 3-2025	\$250,000	\$259,289	+ 3.7%	\$249,706	\$255,000	+ 2.1%
Average Sales Price	3-2023 9-2023 3-2024 9-2024 3-2025	\$293,388	\$310,295	+ 5.8%	\$286,858	\$307,770	+ 7.3%
Percent of List Price Received	3-2023 9-2023 3-2024 9-2024 3-2025	98.2%	97.8%	- 0.4%	97.8%	97.6%	- 0.2%
Housing Affordability Index	3-2023 9-2023 3-2024 9-2024 3-2025	117	114	- 2.6%	117	116	- 0.9%
Inventory of Homes for Sale	3-2023 9-2023 3-2024 9-2024 3-2025	4,929	7,171	+ 45.5%	_	_	_
Months Supply of Inventory	3-2023 9-2023 3-2024 9-2024 3-2025	2.5	3.6	+ 44.0%	_	_	_