



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 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 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.



All MLSOK

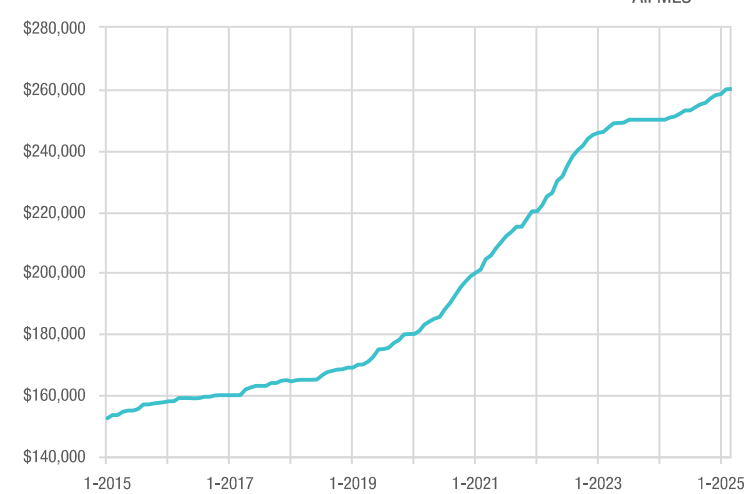
Entire MLSOK Market Area

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.

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



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.

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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.

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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	3-2024	3-2025	% Change	YTD 2024	YTD 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%
Housing Affordability Index		116	114	- 1.7%	117	114	- 2.6%
Inventory of Homes for Sale		4,786	6,942	+ 45.0%	—	—	—
Months Supply of Inventory		2.5	3.6	+ 44.0%	—	—	—

Townhouse-Condo Market Overview

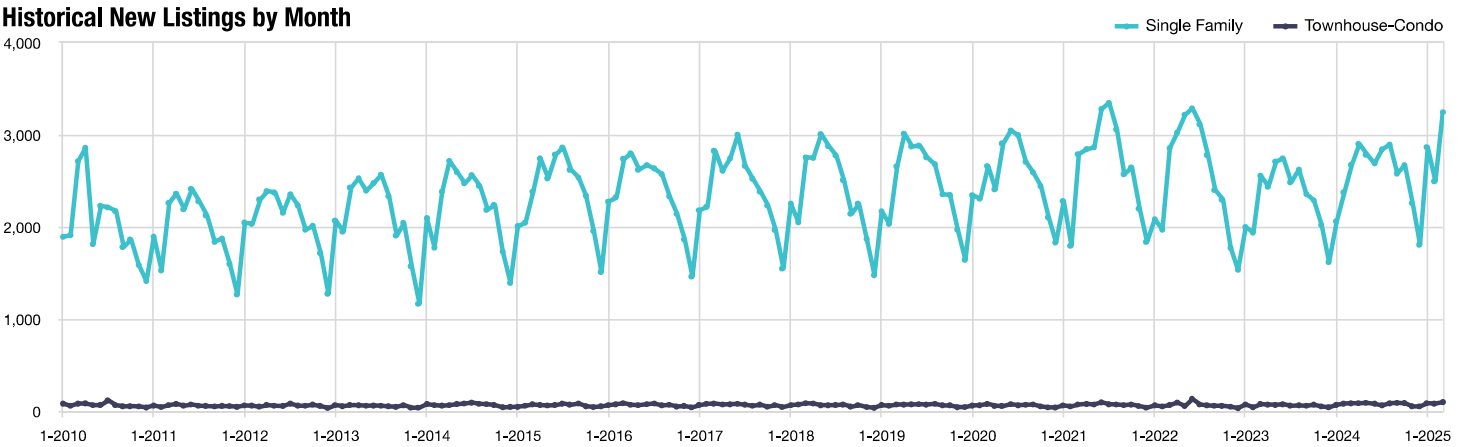
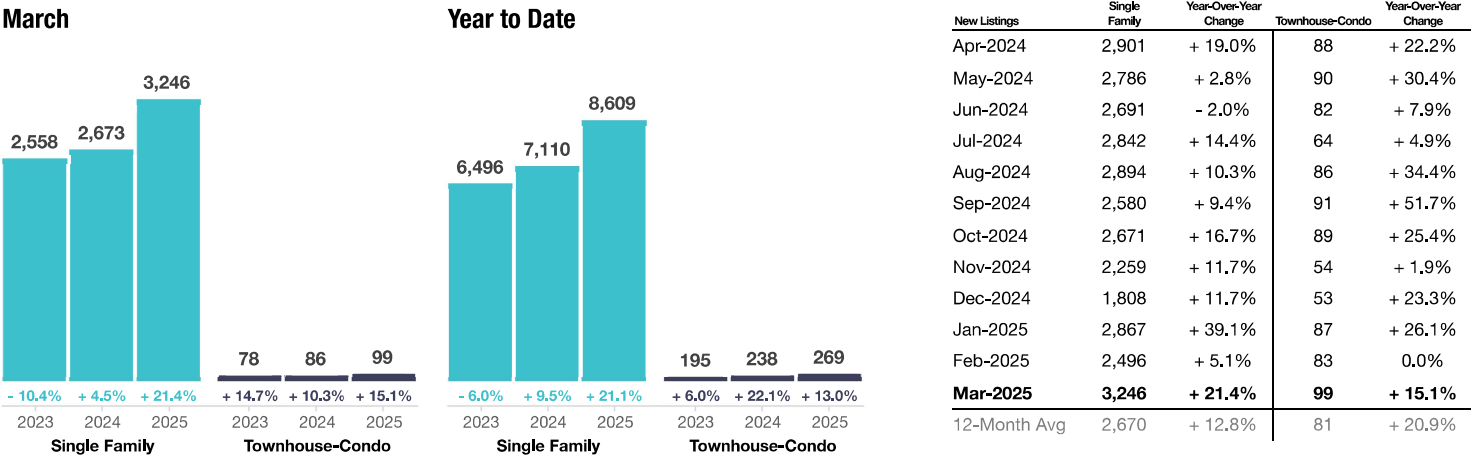
Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Townhouse-Condo properties only.



Key Metrics	Historical Sparkbars	3-2024	3-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		86	99	+ 15.1%	238	269	+ 13.0%
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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%
Housing Affordability Index		192	184	- 4.2%	220	189	- 14.1%
Inventory of Homes for Sale		143	229	+ 60.1%	—	—	—
Months Supply of Inventory		2.7	4.0	+ 48.1%	—	—	—

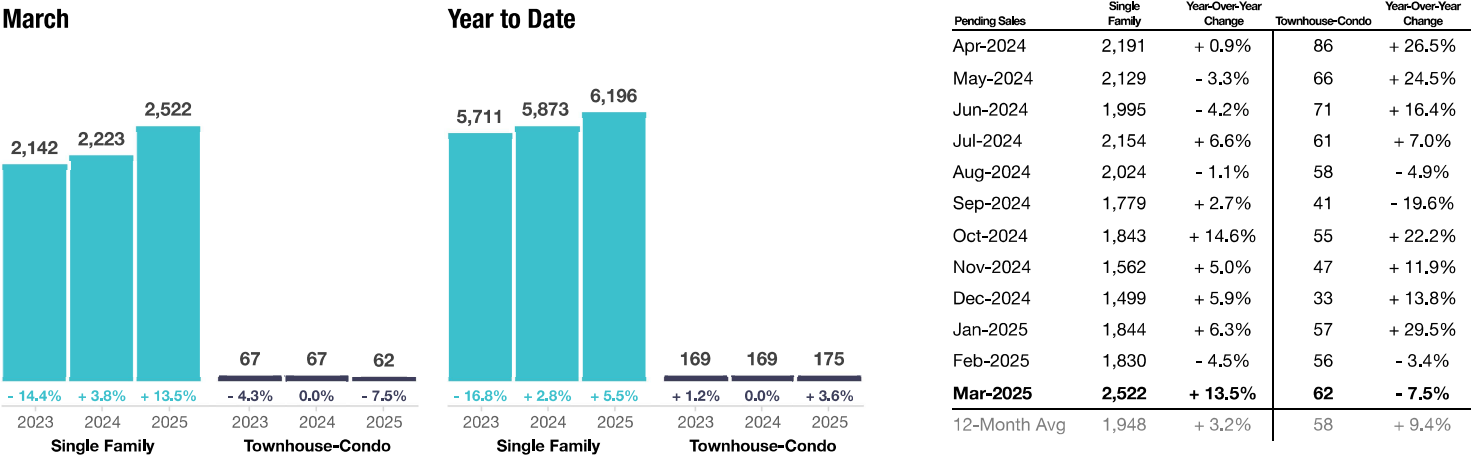
New Listings

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

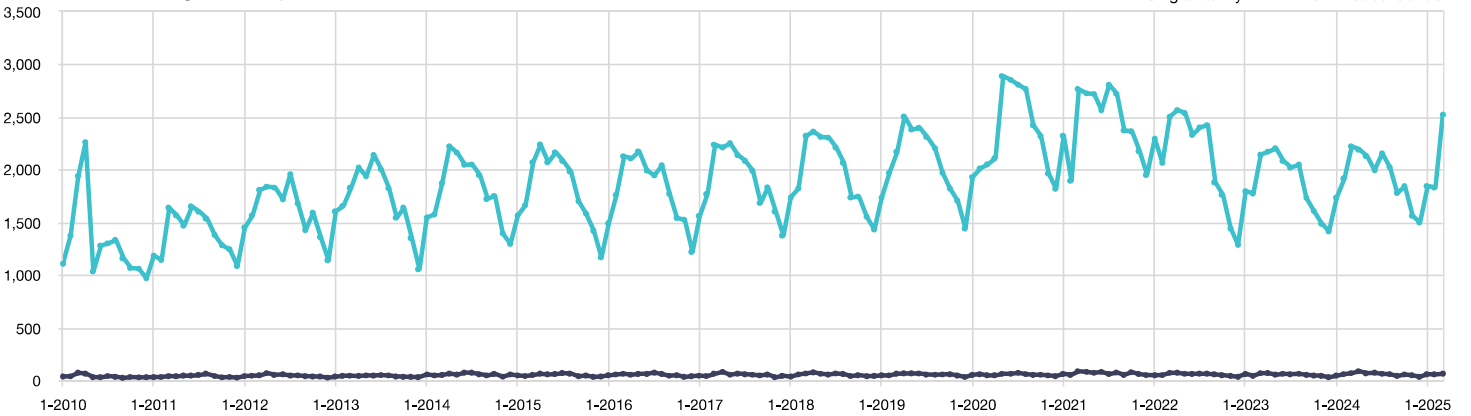


Pending Sales

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

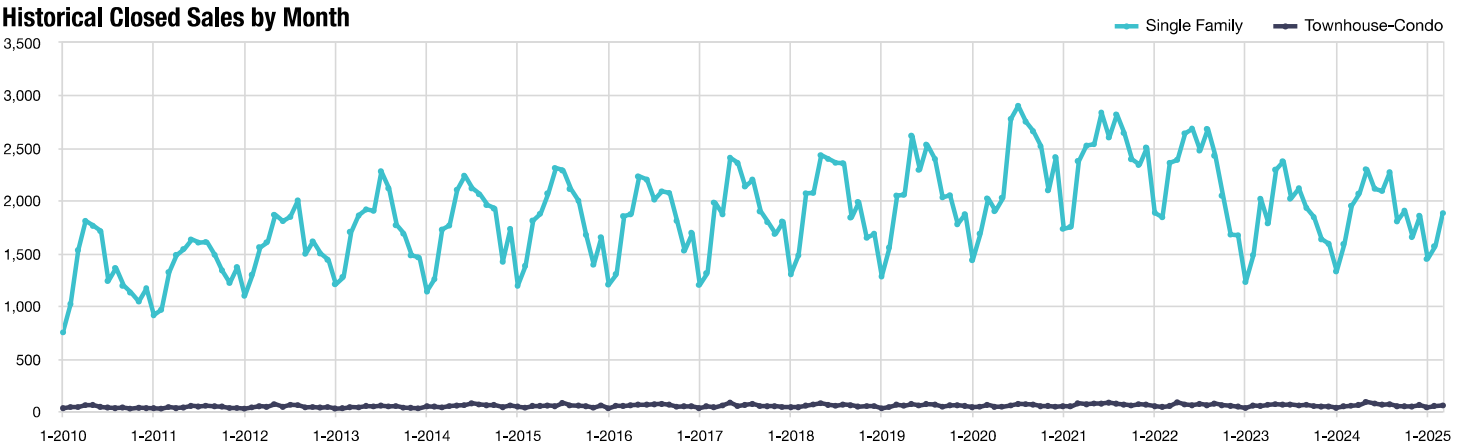
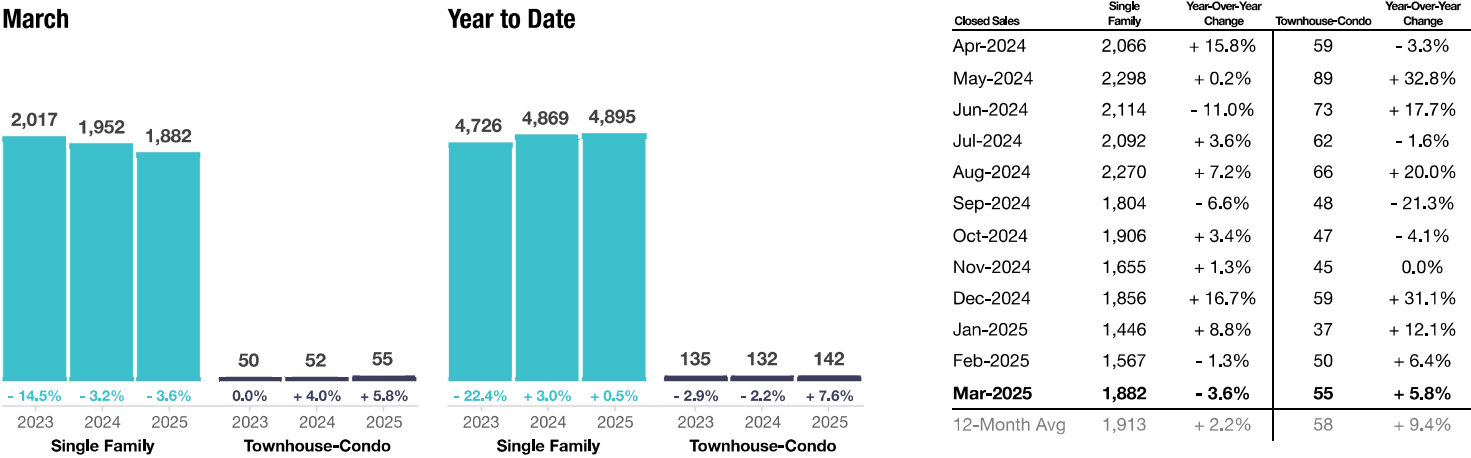


Historical Pending Sales by Month



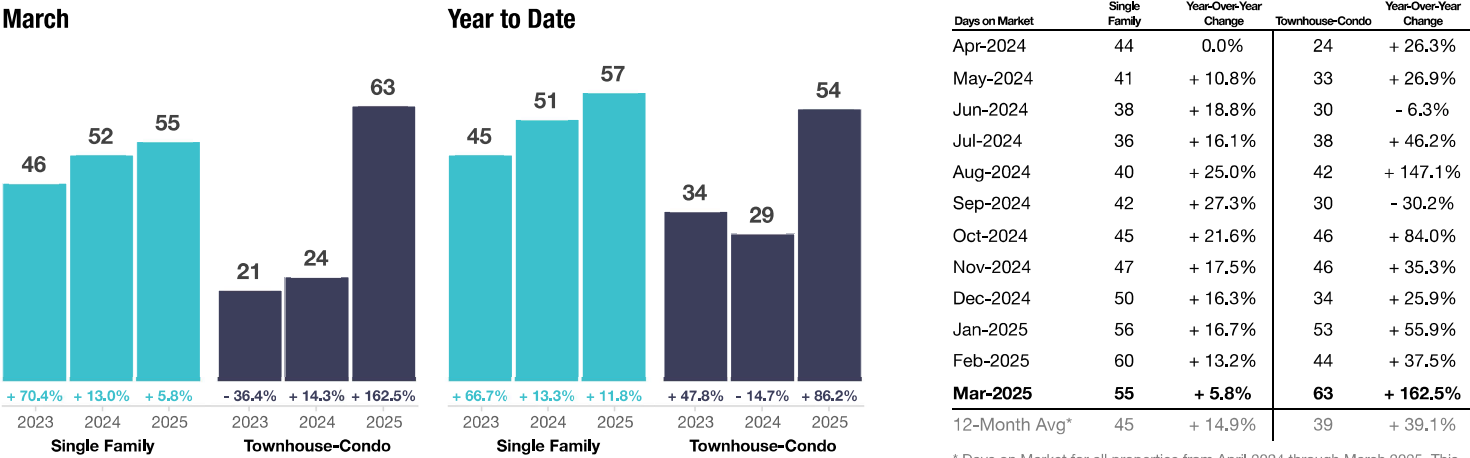
Closed Sales

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



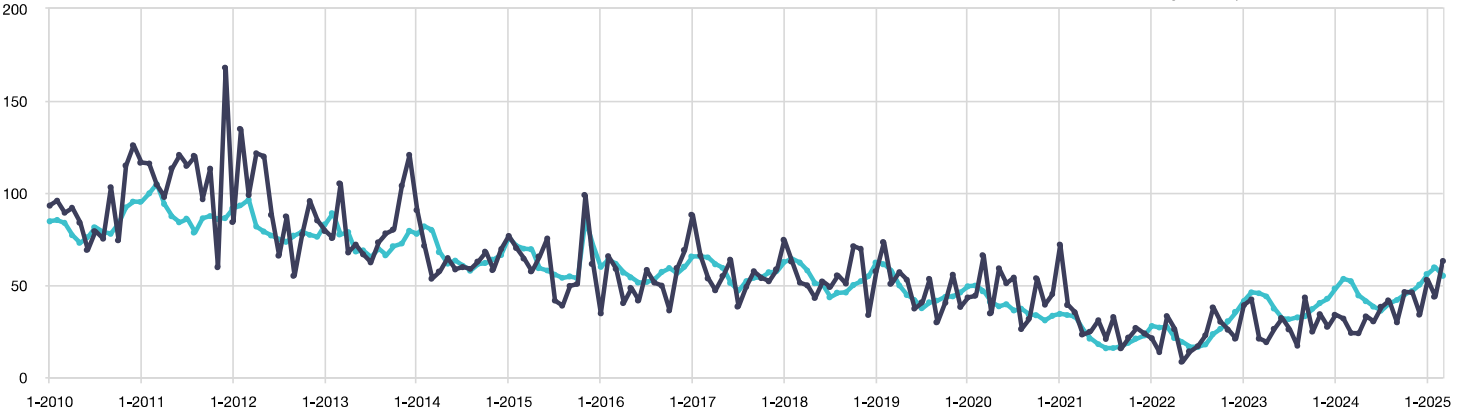
Days on Market Until Sale

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



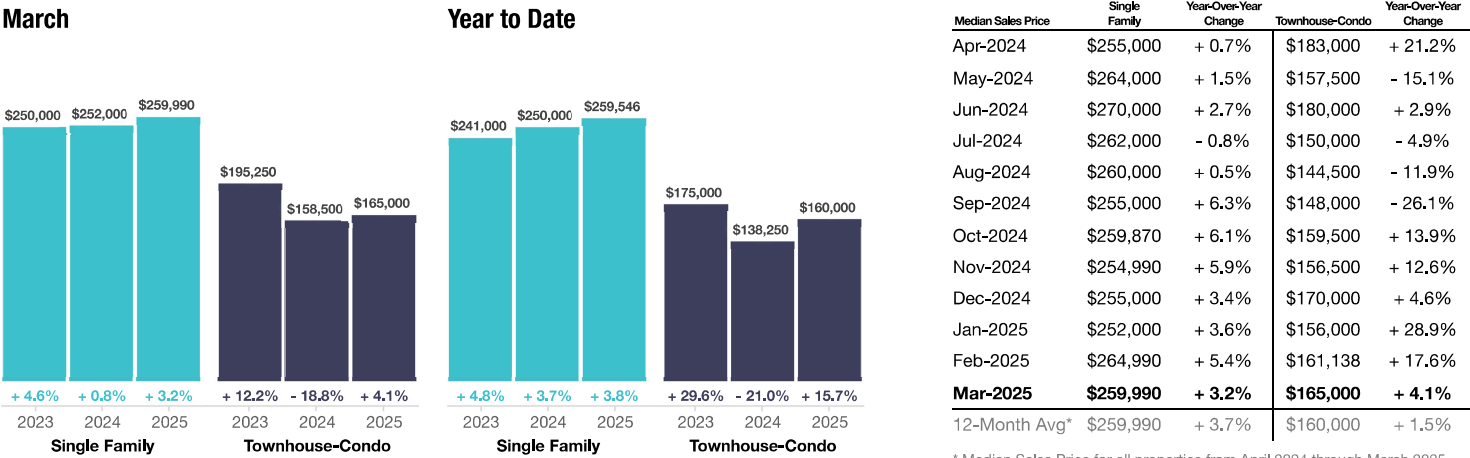
* Days on Market for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



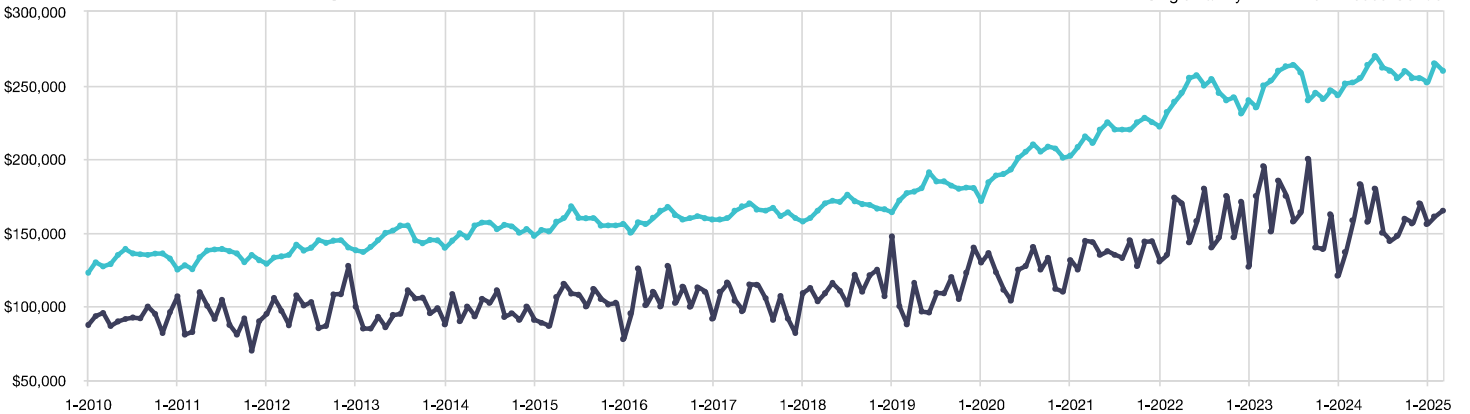
Median Sales Price

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



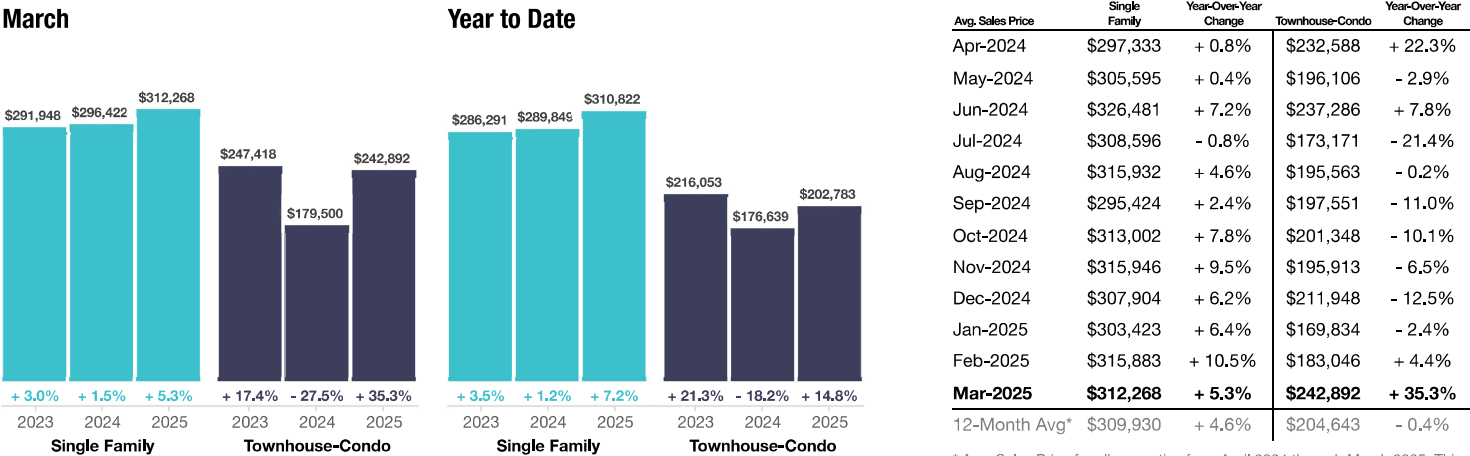
* Median Sales Price for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Historical Median Sales Price by Month



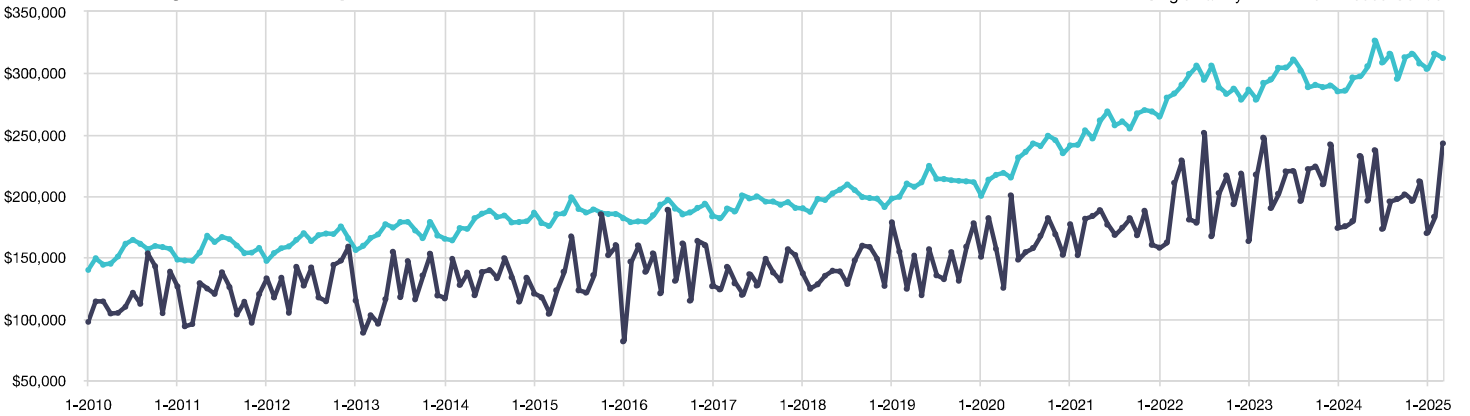
Average Sales Price

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



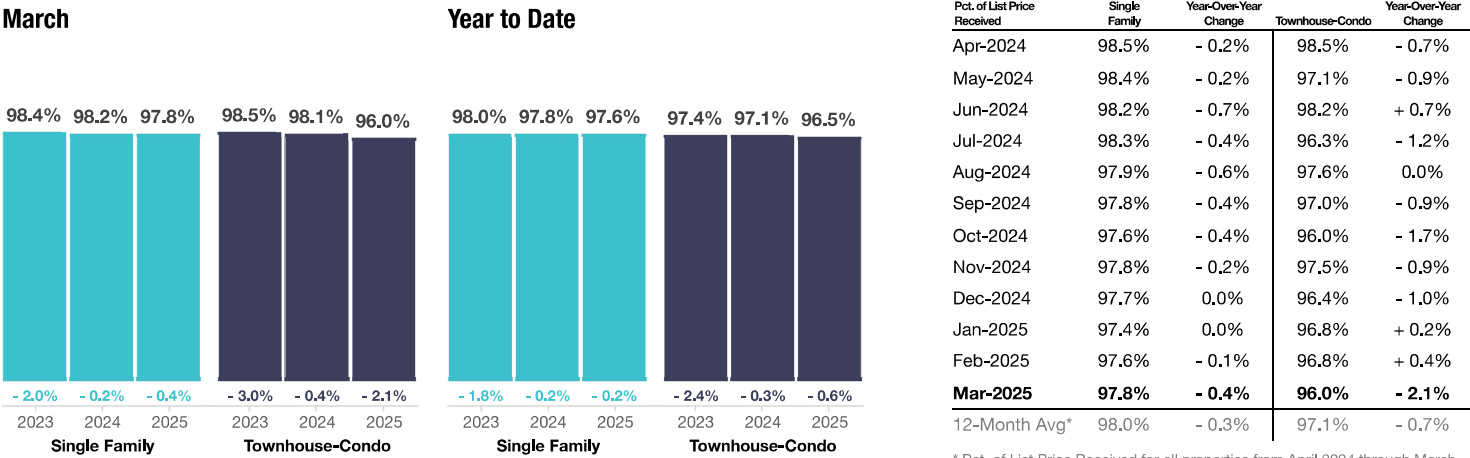
* Avg. Sales Price for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Historical Average Sales Price by Month



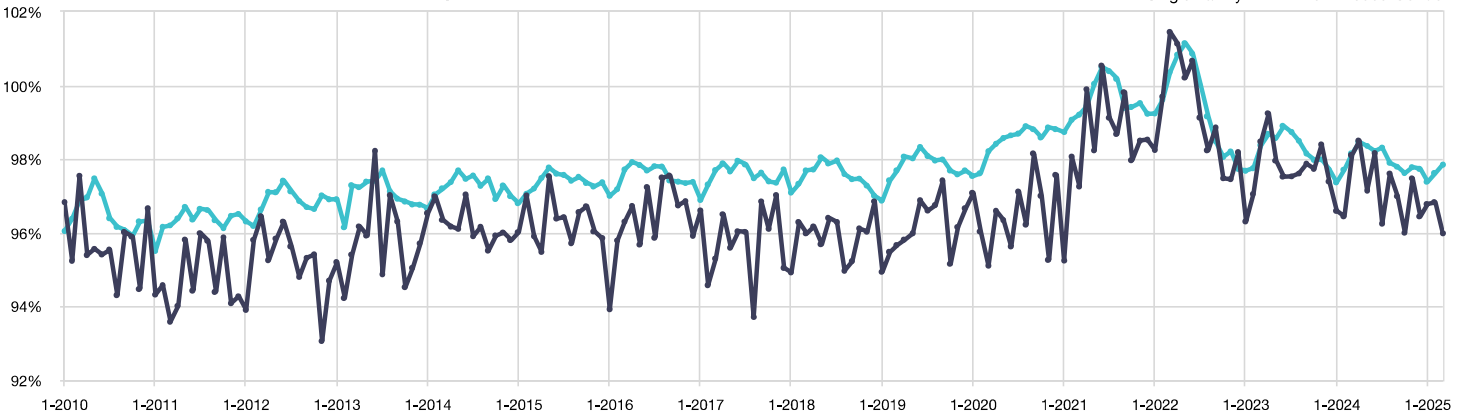
Percent of List Price Received

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.



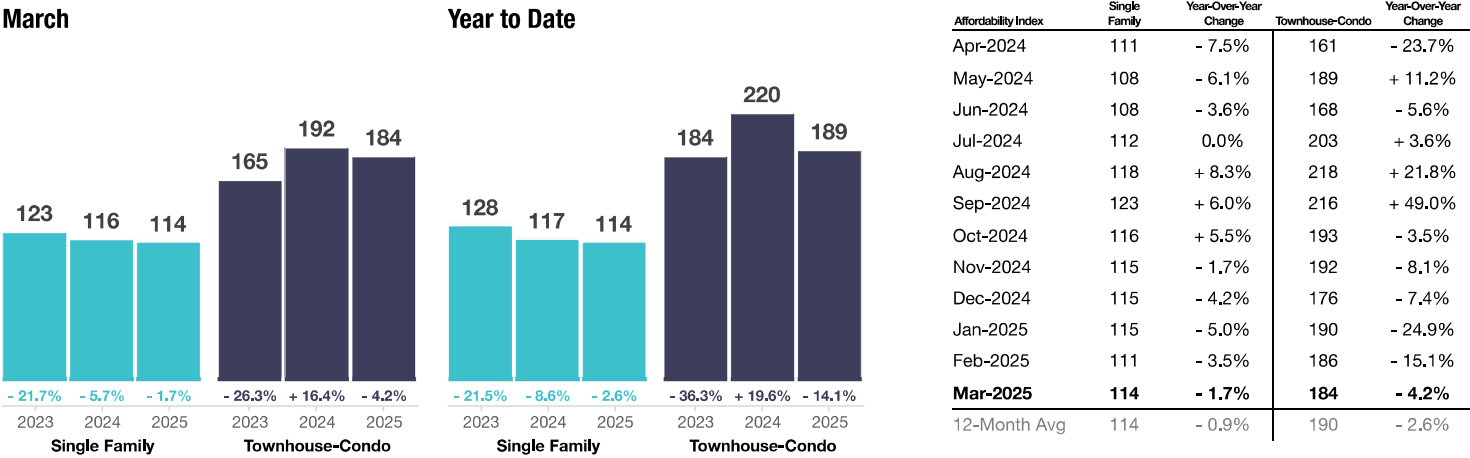
* Pct. of List Price Received for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

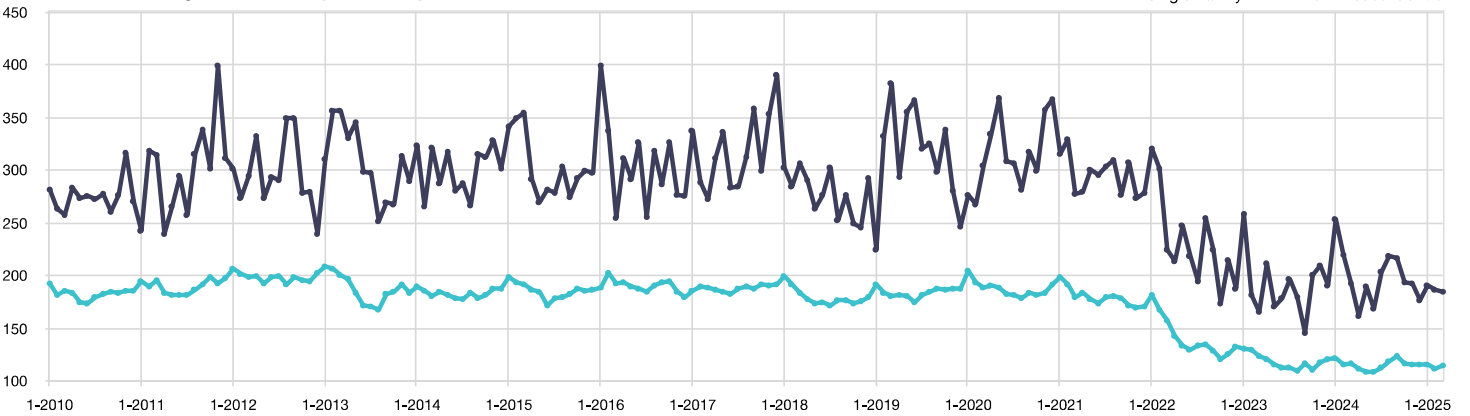


Housing Affordability Index

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.

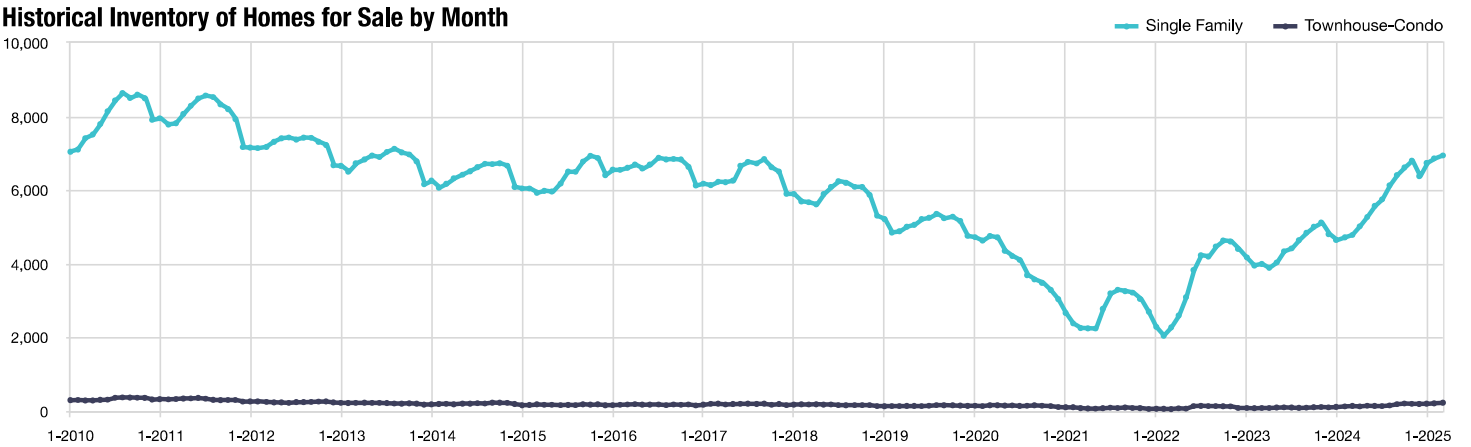
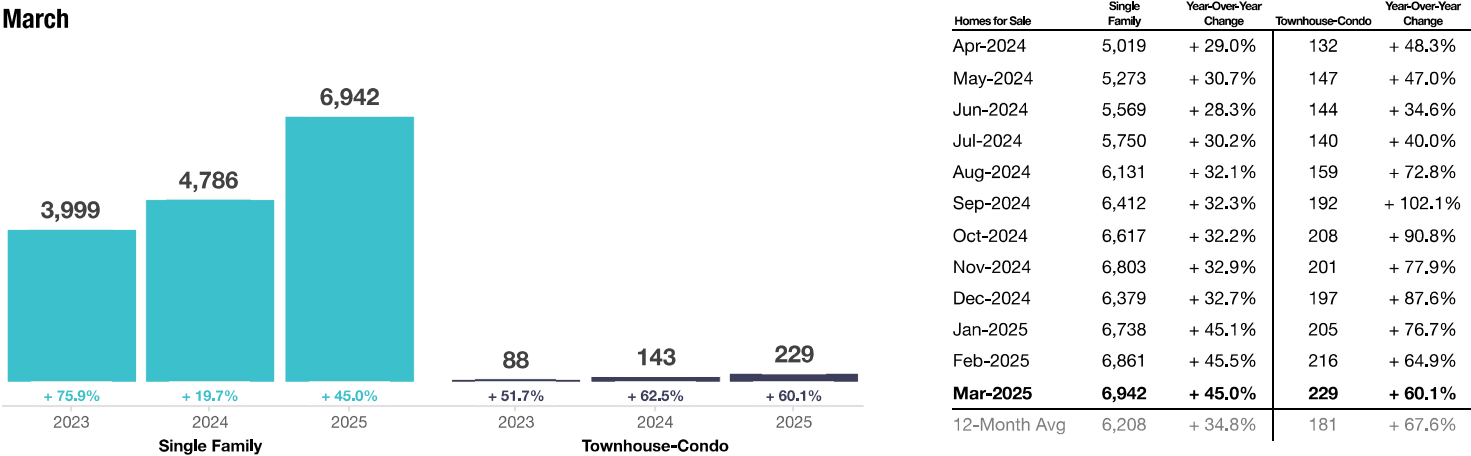


Historical Housing Affordability Index by Month



Inventory of Homes for Sale

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

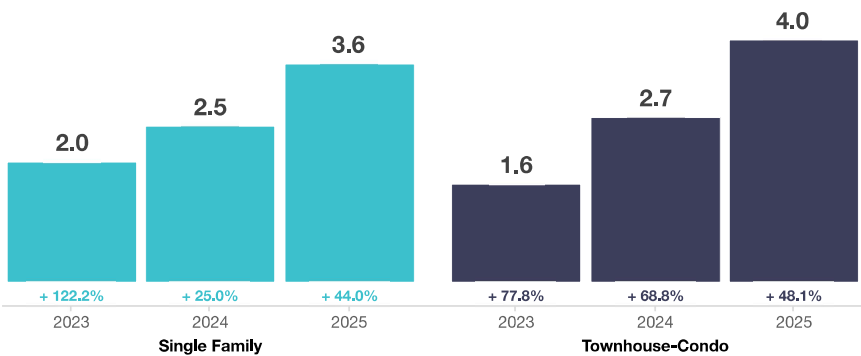


Months Supply of Inventory

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.



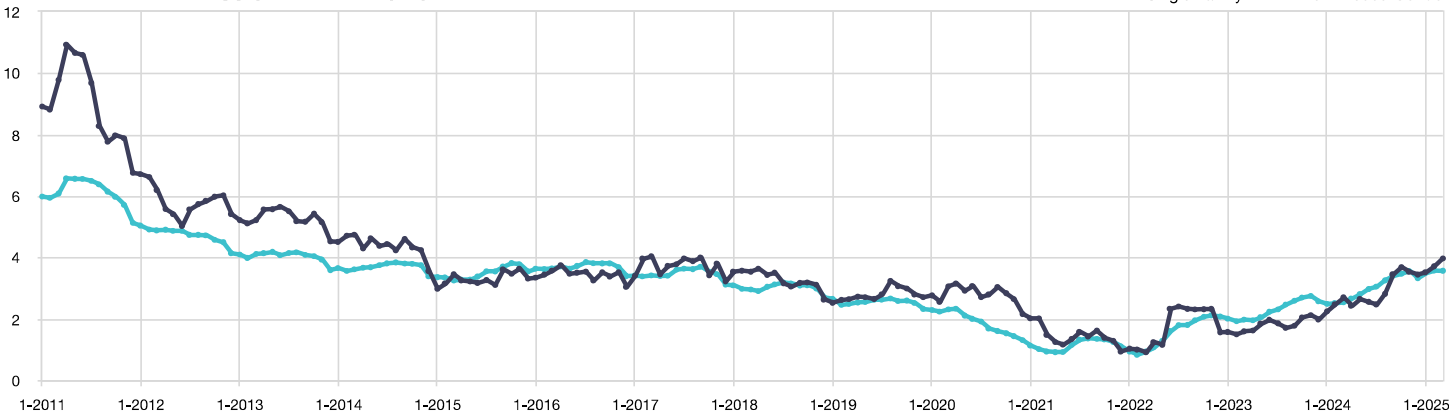
March



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%

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