



## April 2025 Residential Sales

Date: May 12, 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

<b>- 1.4%</b>	<b>+ 2.6%</b>	<b>+ 45.5%</b>
Change in Number of <b>Closed Sales</b> All Properties	Change in Number of <b>Median Sales Price</b> All Properties	Change in Number of <b>Homes for Sale</b> All Properties

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

U.S. existing-home sales decreased 5.9% month-over-month and 2.4% year-over-year to a seasonally adjusted annual rate of 4.02 million units, according to the National Association of REALTORS® (NAR), as affordability challenges and economic uncertainty weigh on market activity. Sales were down month-over-month in all four regions, with the West experiencing the largest decline, at 9.4%.

New Listings increased 19.7 percent for Single Family homes but decreased 5.7 percent for Townhouse-Condo homes. Pending Sales increased 13.2 percent for Single Family homes but decreased 32.6 percent for Townhouse-Condo homes. Inventory increased 44.8 percent for Single Family homes and 73.5 percent for Townhouse-Condo homes.



#### Months' Supply of Inventory

**Months Supply of Inventory increased 37.0 percent for Single Family homes and 75.0 percent for Townhouse-Condo homes.**

#### Median Sales Price Increases



Median Sales Price increased 3.5 percent to \$263,840 for Single Family homes but decreased 19.4 percent to \$147,500 for Townhouse-Condo homes.

#### Average Days on Market Increases



Days on Market increased 18.2 percent for Single Family homes and 108.3 percent for Townhouse-Condo homes.

Total housing inventory increased 8.1% month-over-month for a total of 1.33 million units heading into April, equivalent to a 4.0-month supply at the current sales pace, according to NAR. Although inventory is up nearly 20% from the same time last year, the additional supply has had little effect on home prices across much of the country, with the national median existing-home price climbing 2.7% year-over-year to \$403,700 as of last measure.



All MLSOK

Entire MLSOK Market Area

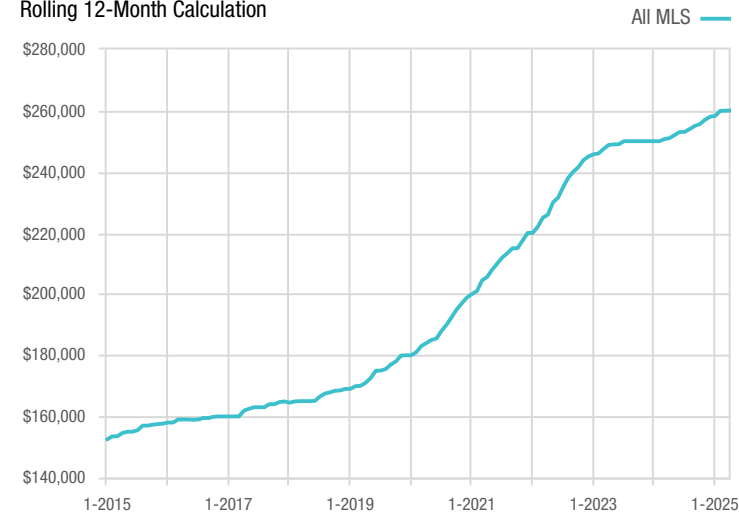
Single Family	April			Year to Date		
Key Metrics	2024	2025	% Change	Thru 4-2024	Thru 4-2025	% Change
New Listings	2,899	3,470	+ 19.7%	10,002	11,843	+ 18.4%
Pending Sales	2,191	2,481	+ 13.2%	8,064	8,468	+ 5.0%
Closed Sales	2,066	2,051	- 0.7%	6,935	6,994	+ 0.9%
Days on Market Until Sale	44	52	+ 18.2%	49	56	+ 14.3%
Median Sales Price*	\$255,000	\$263,840	+ 3.5%	\$251,000	\$260,000	+ 3.6%
Average Sales Price*	\$297,333	\$313,203	+ 5.3%	\$292,080	\$311,267	+ 6.6%
Percent of List Price Received*	98.5%	98.2%	- 0.3%	98.0%	97.8%	- 0.2%
Inventory of Homes for Sale	5,010	7,253	+ 44.8%	—	—	—
Months Supply of Inventory	2.7	3.7	+ 37.0%	—	—	—

Townhouse-Condo	April			Year to Date		
Key Metrics	2024	2025	% Change	Thru 4-2024	Thru 4-2025	% Change
New Listings	88	83	- 5.7%	326	350	+ 7.4%
Pending Sales	86	58	- 32.6%	255	227	- 11.0%
Closed Sales	59	45	- 23.7%	191	188	- 1.6%
Days on Market Until Sale	24	50	+ 108.3%	28	53	+ 89.3%
Median Sales Price*	\$183,000	\$147,500	- 19.4%	\$150,000	\$160,000	+ 6.7%
Average Sales Price*	\$232,588	\$180,583	- 22.4%	\$193,922	\$197,396	+ 1.8%
Percent of List Price Received*	98.5%	95.2%	- 3.4%	97.6%	96.2%	- 1.4%
Inventory of Homes for Sale	132	229	+ 73.5%	—	—	—
Months Supply of Inventory	2.4	4.2	+ 75.0%	—	—	—

\* 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.

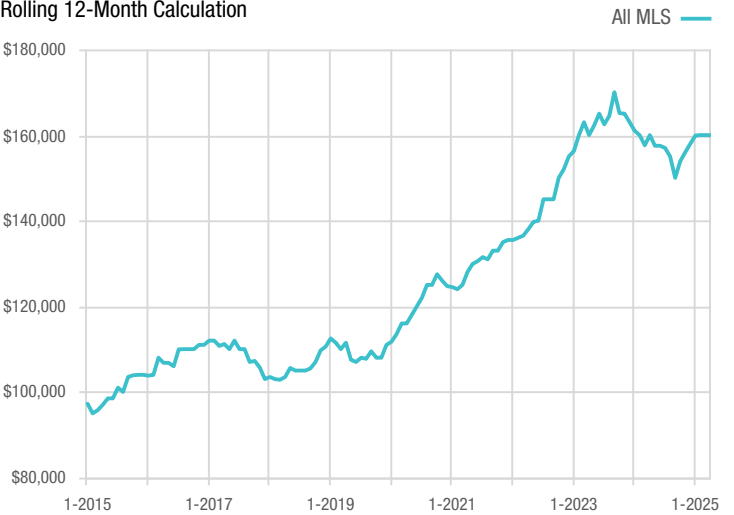
Median Sales Price - Single Family

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



## April 2025

U.S. existing-home sales decreased 5.9% month-over-month and 2.4% year-over-year to a seasonally adjusted annual rate of 4.02 million units, according to the National Association of REALTORS® (NAR), as affordability challenges and economic uncertainty weigh on market activity. Sales were down month-over-month in all four regions, with the West experiencing the largest decline, at 9.4%.

New Listings increased 19.7 percent for Single Family homes but decreased 5.7 percent for Townhouse-Condo homes. Pending Sales increased 13.2 percent for Single Family homes but decreased 32.6 percent for Townhouse-Condo homes. Inventory increased 44.8 percent for Single Family homes and 73.5 percent for Townhouse-Condo homes.

Median Sales Price increased 3.5 percent to \$263,840 for Single Family homes but decreased 19.4 percent to \$147,500 for Townhouse-Condo homes. Days on Market increased 18.2 percent for Single Family homes and 108.3 percent for Townhouse-Condo homes. Months Supply of Inventory increased 37.0 percent for Single Family homes and 75.0 percent for Townhouse-Condo homes.

Total housing inventory increased 8.1% month-over-month for a total of 1.33 million units heading into April, equivalent to a 4.0-month supply at the current sales pace, according to NAR. Although inventory is up nearly 20% from the same time last year, the additional supply has had little effect on home prices across much of the country, with the national median existing-home price climbing 2.7% year-over-year to \$403,700 as of last measure.

## Quick Facts

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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	4-2024	4-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		2,899	3,470	+ 19.7%	10,002	11,843	+ 18.4%
Pending Sales		2,191	2,481	+ 13.2%	8,064	8,468	+ 5.0%
Closed Sales		2,066	2,051	- 0.7%	6,935	6,994	+ 0.9%
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Average Sales Price		\$297,333	\$313,203	+ 5.3%	\$292,080	\$311,267	+ 6.6%
Percent of List Price Received		98.5%	98.2%	- 0.3%	98.0%	97.8%	- 0.2%
Housing Affordability Index		111	111	0.0%	113	113	0.0%
Inventory of Homes for Sale		5,010	7,253	+ 44.8%	—	—	—
Months Supply of Inventory		2.7	3.7	+ 37.0%	—	—	—

# 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.



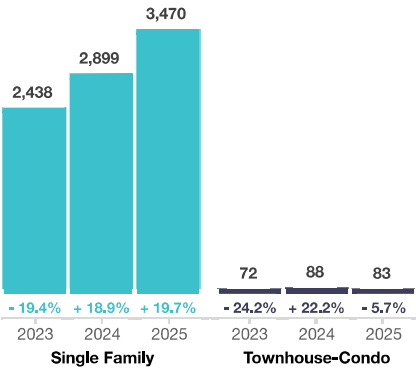
Key Metrics	Historical Sparkbars	4-2024	4-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		88	83	- 5.7%	326	350	+ 7.4%
Pending Sales		86	58	- 32.6%	255	227	- 11.0%
Closed Sales		59	45	- 23.7%	191	188	- 1.6%
Days on Market Until Sale		24	50	+ 108.3%	28	53	+ 89.3%
Median Sales Price		\$183,000	\$147,500	- 19.4%	\$150,000	\$160,000	+ 6.7%
Average Sales Price		\$232,588	\$180,583	- 22.4%	\$193,922	\$197,396	+ 1.8%
Percent of List Price Received		98.5%	95.2%	- 3.4%	97.6%	96.2%	- 1.4%
Housing Affordability Index		161	203	+ 26.1%	196	187	- 4.6%
Inventory of Homes for Sale		132	229	+ 73.5%	—	—	—
Months Supply of Inventory		2.4	4.2	+ 75.0%	—	—	—

# New Listings

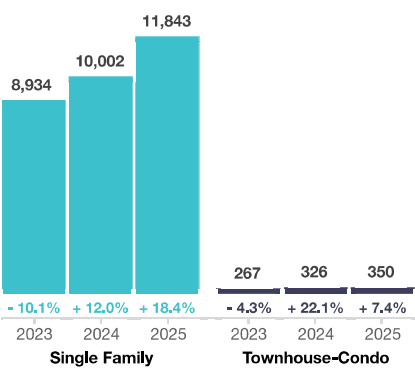
A count of the properties that have been newly listed on the market in a given month.



## April

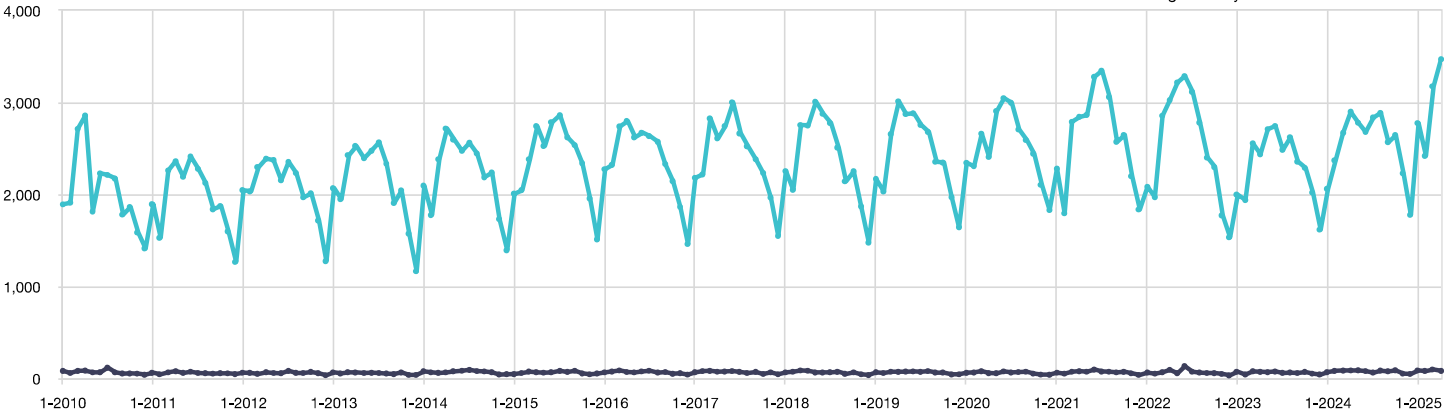


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2024	2,780	+ 2.5%	89	+ 29.0%
Jun-2024	2,680	- 2.4%	81	+ 6.6%
Jul-2024	2,837	+ 14.2%	64	+ 4.9%
Aug-2024	2,887	+ 10.1%	85	+ 32.8%
Sep-2024	2,569	+ 8.9%	78	+ 30.0%
Oct-2024	2,645	+ 15.6%	89	+ 25.4%
Nov-2024	2,230	+ 10.3%	53	0.0%
Dec-2024	1,778	+ 9.9%	49	+ 14.0%
Jan-2025	2,776	+ 34.7%	88	+ 27.5%
Feb-2025	2,420	+ 2.0%	82	- 1.2%
Mar-2025	3,177	+ 19.0%	97	+ 12.8%
Apr-2025	3,470	+ 19.7%	83	- 5.7%
12-Month Avg	2,687	+ 11.8%	78	+ 13.0%

## Historical New Listings by Month

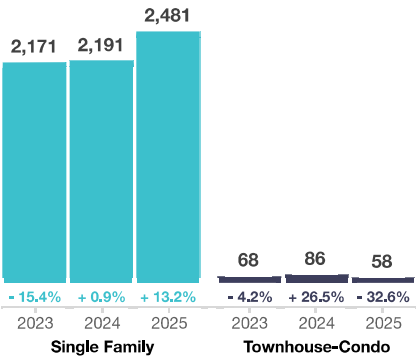


# Pending Sales

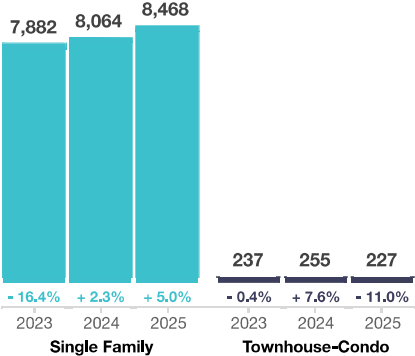
A count of the properties on which offers have been accepted in a given month.



## April

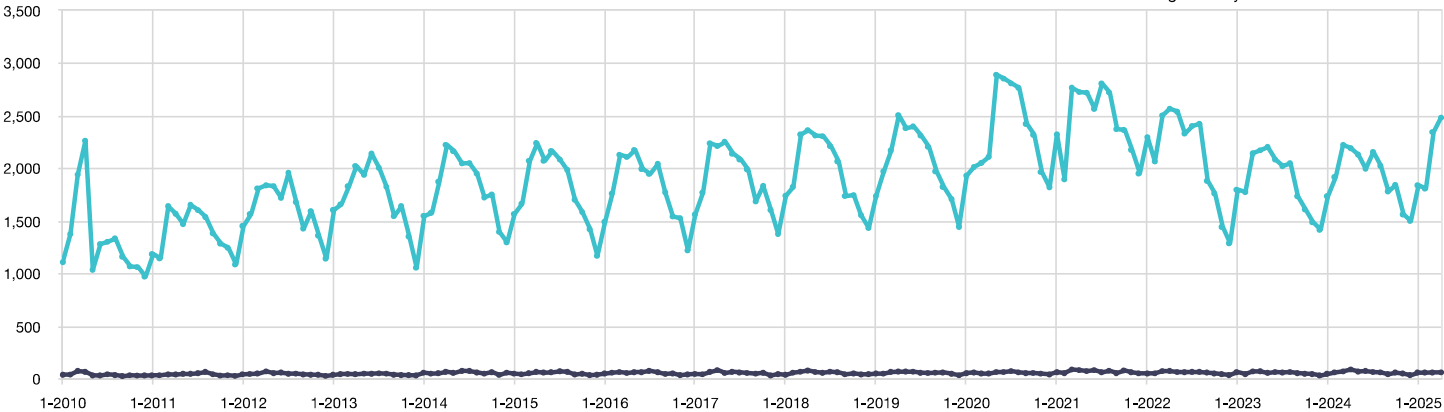


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2024	2,129	- 3.3%	66	+ 24.5%
Jun-2024	1,995	- 4.2%	71	+ 16.4%
Jul-2024	2,154	+ 6.6%	61	+ 7.0%
Aug-2024	2,023	- 1.2%	58	- 4.9%
Sep-2024	1,779	+ 2.7%	41	- 19.6%
Oct-2024	1,841	+ 14.5%	56	+ 24.4%
Nov-2024	1,561	+ 4.9%	47	+ 11.9%
Dec-2024	1,498	+ 5.9%	32	+ 10.3%
Jan-2025	1,838	+ 6.0%	56	+ 27.3%
Feb-2025	1,805	- 5.8%	56	- 3.4%
Mar-2025	2,344	+ 5.4%	57	- 14.9%
Apr-2025	2,481	+ 13.2%	58	- 32.6%
12-Month Avg	1,954	+ 3.5%	55	0.0%

## Historical Pending Sales by Month

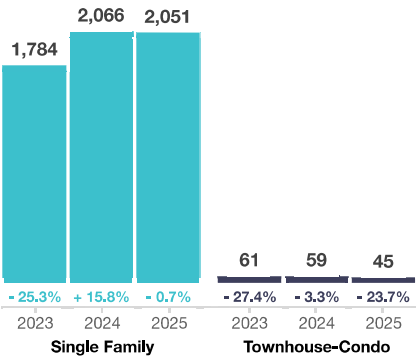


# Closed Sales

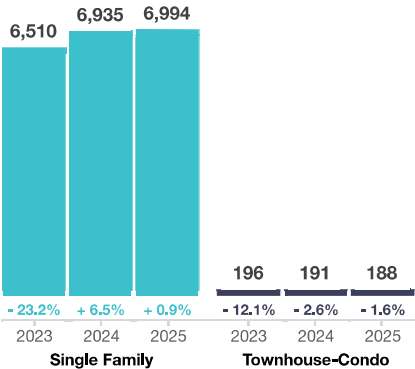
A count of the actual sales that closed in a given month.



### April

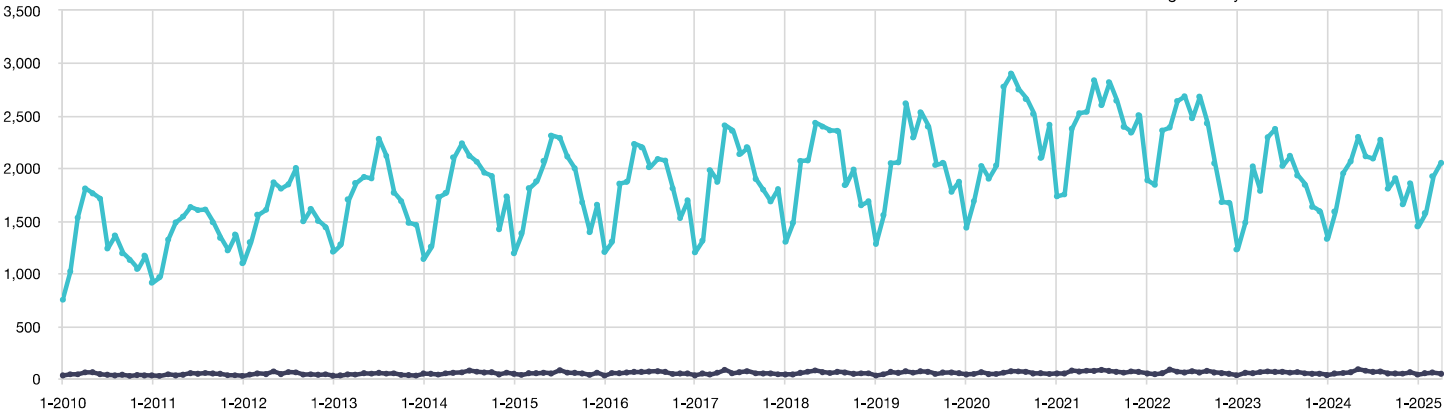


### Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2024	2,298	+ 0.2%	89	+ 32.8%
Jun-2024	2,114	- 11.0%	73	+ 17.7%
Jul-2024	2,092	+ 3.5%	62	- 1.6%
Aug-2024	2,270	+ 7.2%	66	+ 20.0%
Sep-2024	1,805	- 6.6%	48	- 21.3%
Oct-2024	1,906	+ 3.4%	47	- 4.1%
Nov-2024	1,656	+ 1.3%	46	+ 2.2%
Dec-2024	1,857	+ 16.8%	59	+ 31.1%
Jan-2025	1,447	+ 8.9%	37	+ 12.1%
Feb-2025	1,572	- 1.0%	50	+ 6.4%
Mar-2025	1,924	- 1.4%	56	+ 7.7%
Apr-2025	2,051	- 0.7%	45	- 23.7%
12-Month Avg	1,916	+ 1.1%	57	+ 7.5%

### Historical Closed Sales by Month



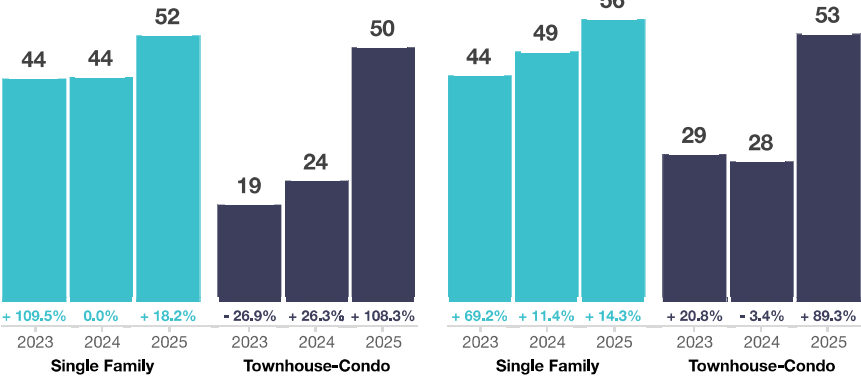


# Days on Market Until Sale

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



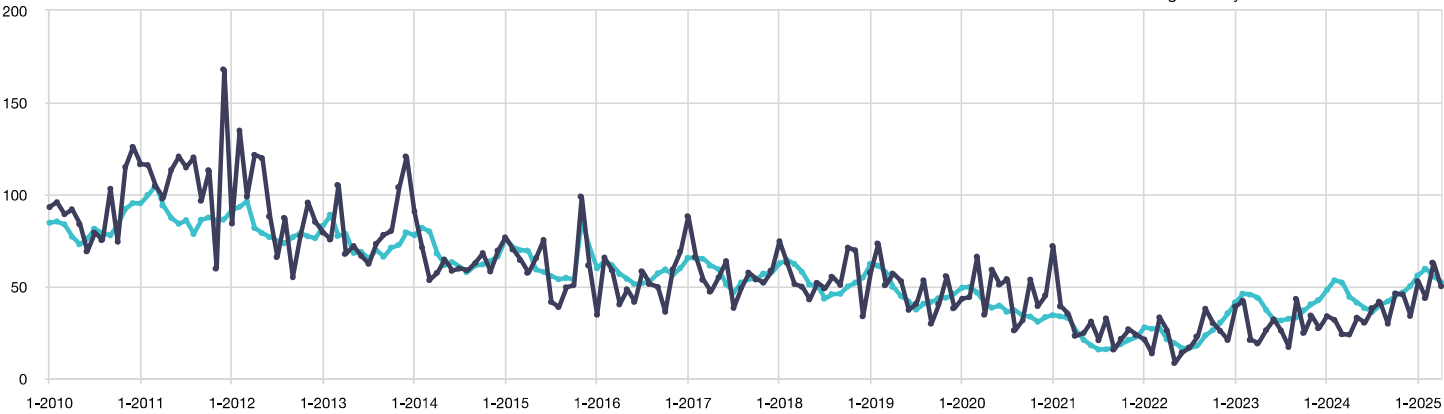
## April



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
Apr-2025	52	+ 18.2%	50	+ 108.3%
12-Month Avg*	46	+ 16.5%	41	+ 44.1%

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

## Historical Days on Market Until Sale by Month

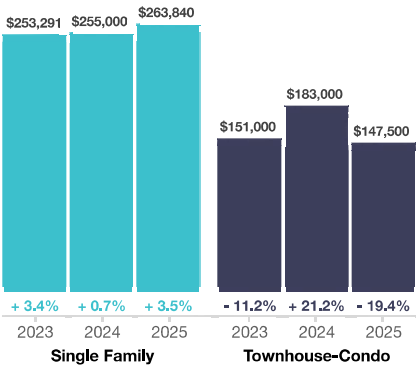


# Median Sales Price

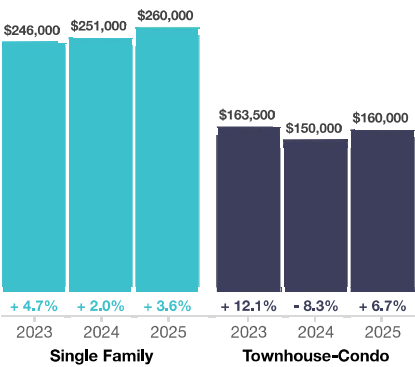
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## April



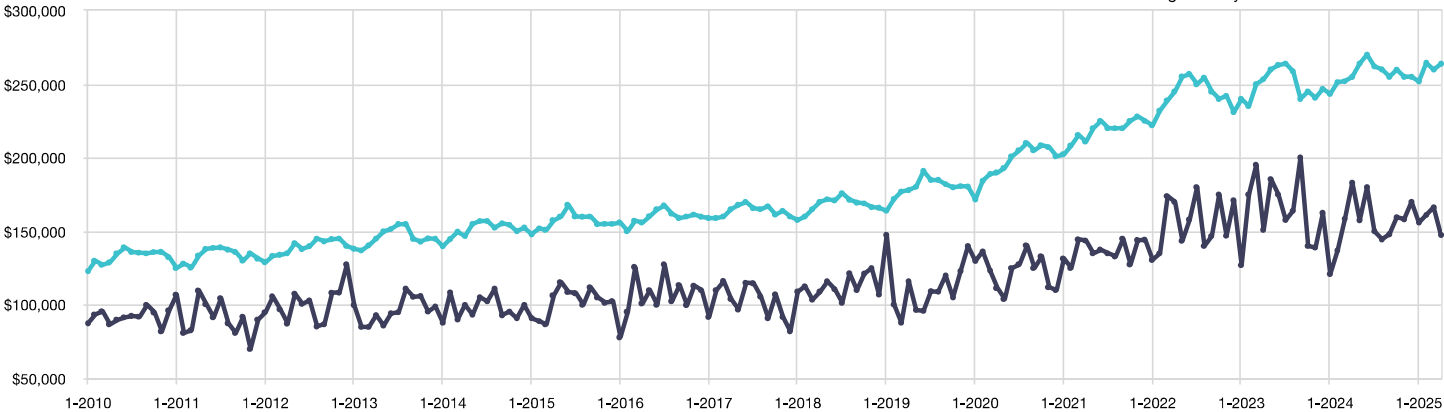
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	\$158,200	+ 13.8%
Dec-2024	\$255,000	+ 3.4%	\$170,000	+ 4.6%
Jan-2025	\$251,820	+ 3.5%	\$156,000	+ 28.9%
Feb-2025	\$264,455	+ 5.2%	\$161,138	+ 17.6%
Mar-2025	\$259,900	+ 3.1%	\$166,250	+ 4.9%
Apr-2025	\$263,840	+ 3.5%	\$147,500	- 19.4%
12-Month Avg*	\$260,000	+ 3.6%	\$159,950	- 0.0%

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

## Historical Median Sales Price by Month

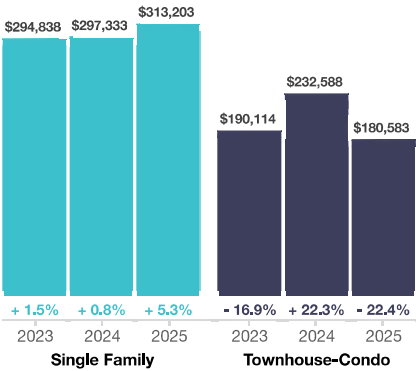


# Average Sales Price

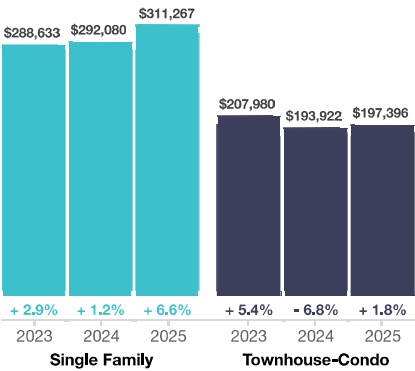
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## April



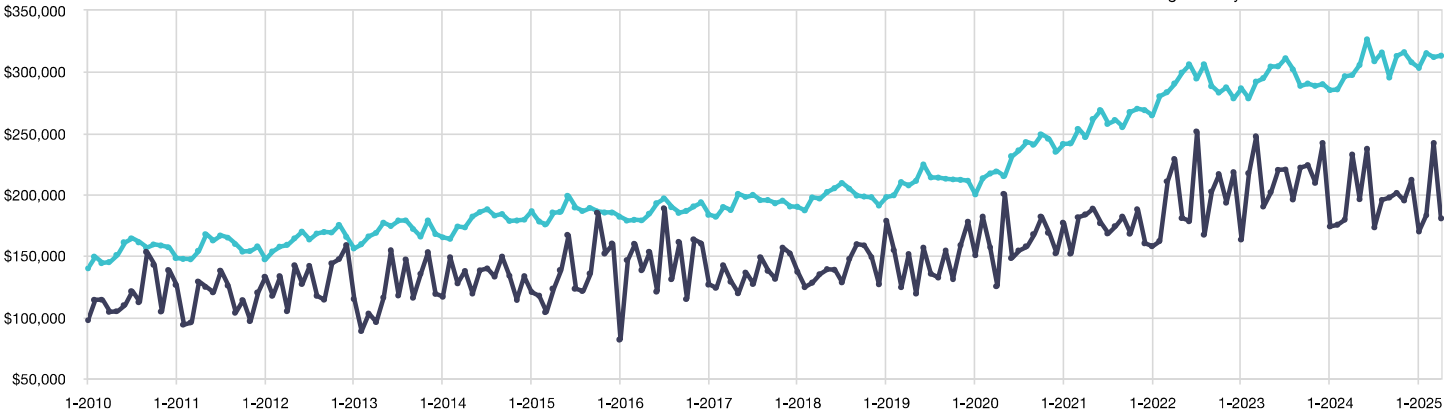
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2024	\$305,595	+ 0.4%	\$196,106	- 2.9%
Jun-2024	\$326,481	+ 7.2%	\$237,286	+ 7.8%
Jul-2024	\$308,598	- 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	\$312,985	+ 7.8%	\$201,348	- 10.1%
Nov-2024	\$315,973	+ 9.5%	\$195,130	- 6.8%
Dec-2024	\$307,829	+ 6.1%	\$211,948	- 12.5%
Jan-2025	\$303,239	+ 6.4%	\$169,834	- 2.4%
Feb-2025	\$315,267	+ 10.3%	\$183,046	+ 4.4%
Mar-2025	\$311,946	+ 5.2%	\$241,930	+ 34.8%
Apr-2025	\$313,203	+ 5.3%	\$180,583	- 22.4%
12-Month Avg*	\$311,274	+ 5.0%	\$200,525	- 4.3%

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

## Historical Average Sales Price by Month



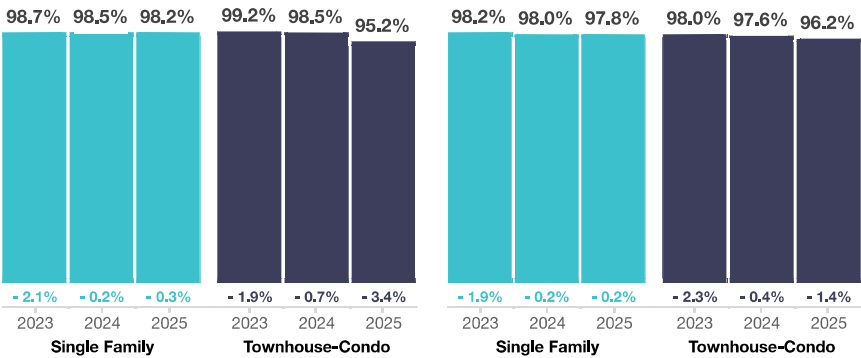
# Percent of List Price Received

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.



## April

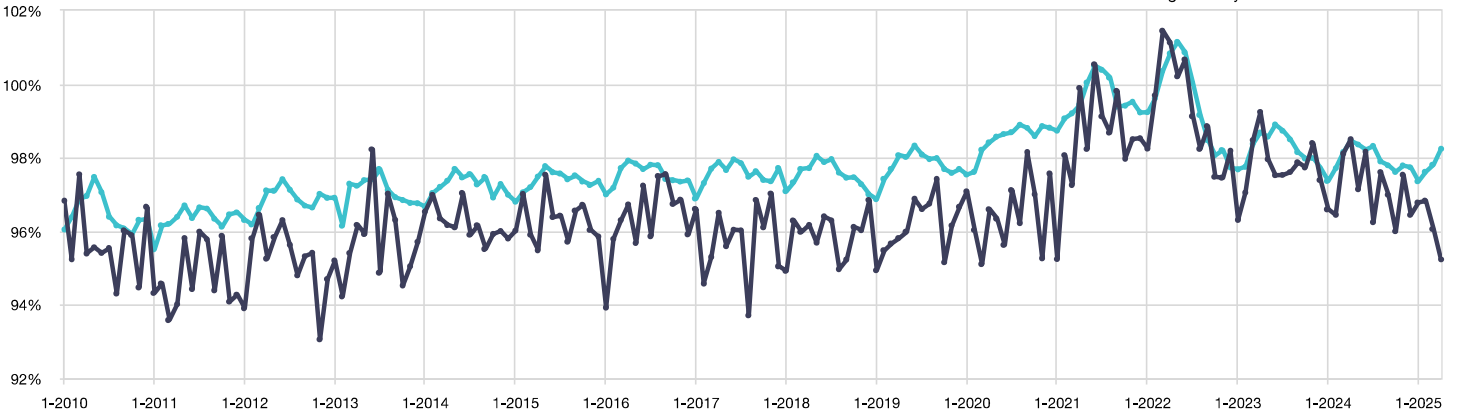
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	96.1%	- 2.0%
Apr-2025	98.2%	- 0.3%	95.2%	- 3.4%
12-Month Avg*	97.9%	- 0.3%	96.8%	- 0.9%

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

## Historical Percent of List Price Received by Month

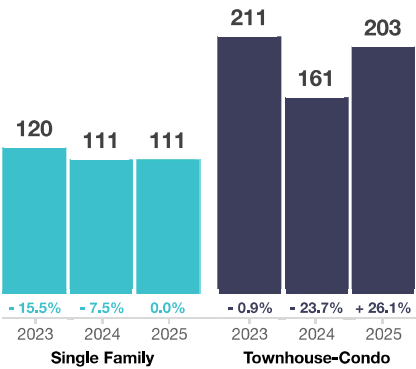


# Housing Affordability Index

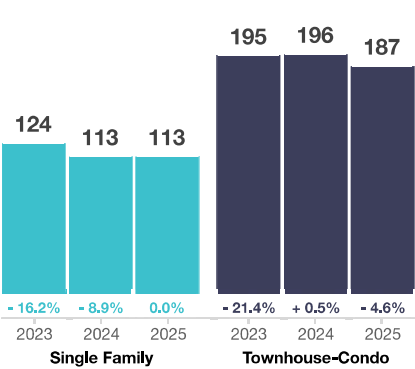
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## April

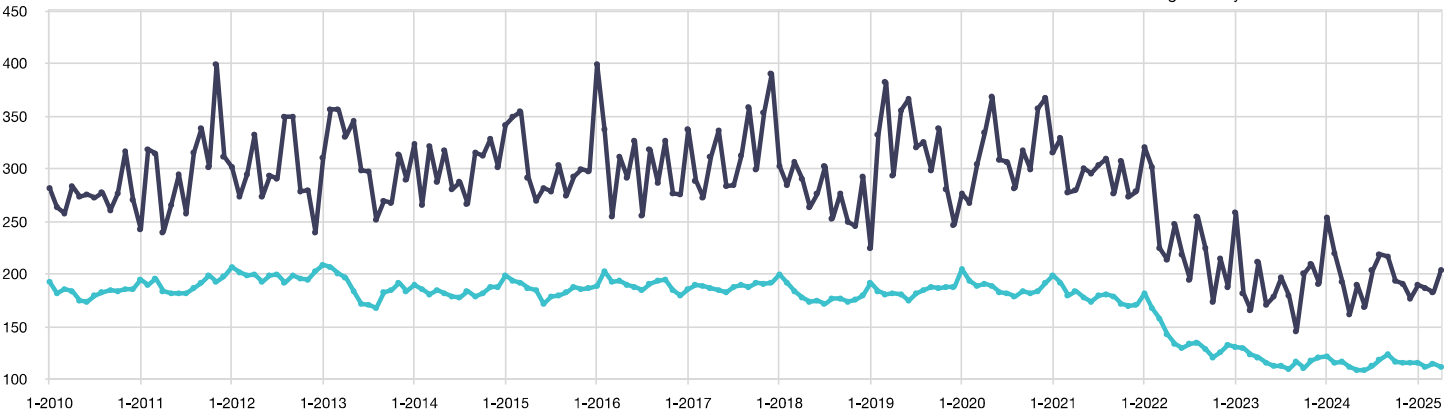


## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	190	- 9.1%
Dec-2024	115	- 4.2%	176	- 7.4%
Jan-2025	115	- 5.0%	189	- 25.3%
Feb-2025	111	- 3.5%	186	- 15.1%
Mar-2025	114	- 1.7%	182	- 5.2%
Apr-2025	111	0.0%	203	+ 26.1%
12-Month Avg	114	- 0.9%	193	+ 1.0%

## Historical Housing Affordability Index by Month

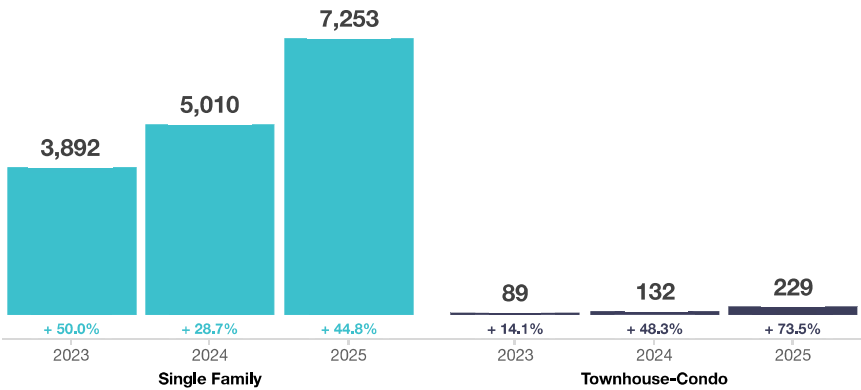


# Inventory of Homes for Sale

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

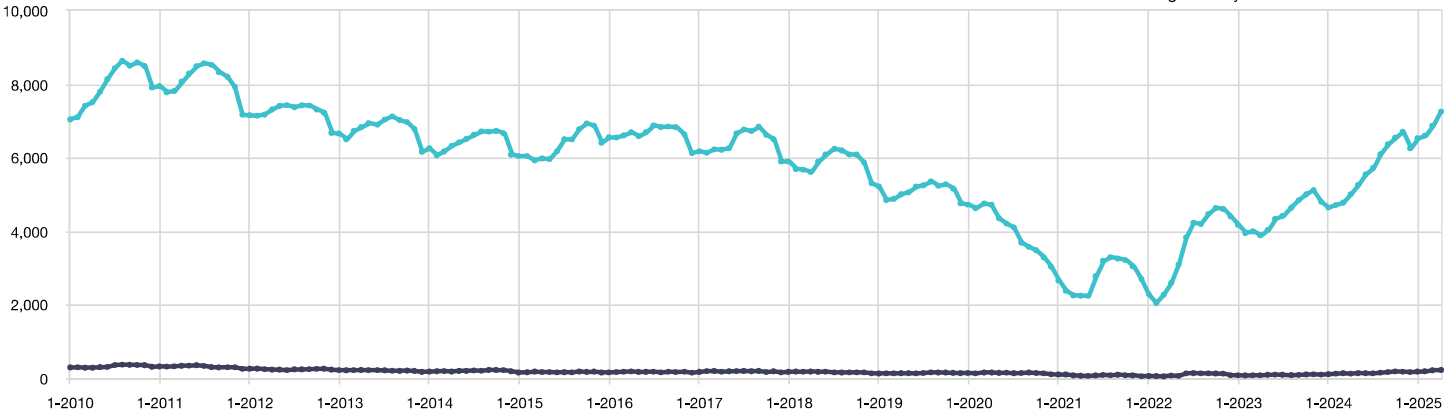


## April



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2024	5,258	+ 30.3%	146	+ 46.0%
Jun-2024	5,543	+ 27.7%	142	+ 32.7%
Jul-2024	5,719	+ 29.5%	138	+ 38.0%
Aug-2024	6,094	+ 31.3%	156	+ 69.6%
Sep-2024	6,364	+ 31.4%	176	+ 85.3%
Oct-2024	6,545	+ 30.8%	191	+ 75.2%
Nov-2024	6,705	+ 31.0%	183	+ 61.9%
Dec-2024	6,252	+ 30.1%	176	+ 67.6%
Jan-2025	6,527	+ 40.5%	186	+ 60.3%
Feb-2025	6,602	+ 40.1%	196	+ 49.6%
Mar-2025	6,873	+ 43.8%	224	+ 56.6%
Apr-2025	7,253	+ 44.8%	229	+ 73.5%
12-Month Avg	6,311	+ 34.4%	179	+ 59.8%

## Historical Inventory of Homes for Sale by Month

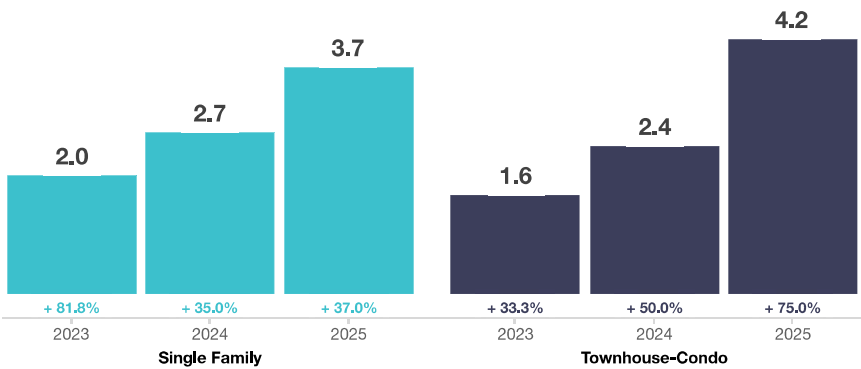


# Months Supply of Inventory

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.



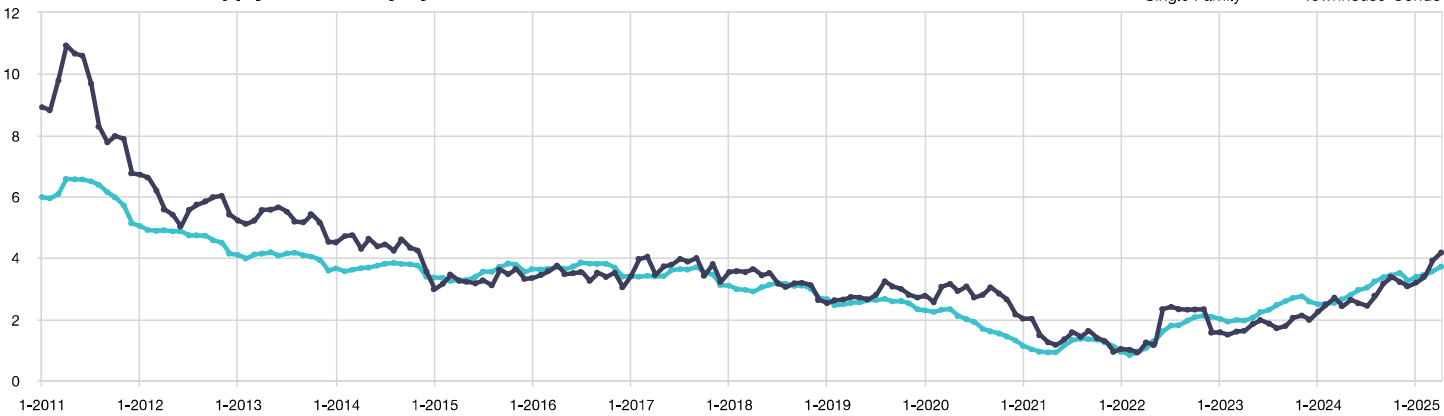
April



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2024	2.8	+ 33,3%	2.6	+ 44,4%
Jun-2024	3.0	+ 36,4%	2.5	+ 25,0%
Jul-2024	3.0	+ 30,4%	2.4	+ 26,3%
Aug-2024	3.2	+ 28,0%	2.8	+ 64,7%
Sep-2024	3.4	+ 30,8%	3.2	+ 77,8%
Oct-2024	3.4	+ 25,9%	3.4	+ 70,0%
Nov-2024	3.5	+ 29,6%	3.2	+ 52,4%
Dec-2024	3.3	+ 26,9%	3.1	+ 55,0%
Jan-2025	3.4	+ 36,0%	3.2	+ 45,5%
Feb-2025	3.4	+ 36,0%	3.4	+ 36,0%
Mar-2025	3.6	+ 44,0%	3.9	+ 44,4%
Apr-2025	3.7	+ 37,0%	4.2	+ 75,0%
12-Month Avg*	3.3	+ 33,0%	3.2	+ 50,5%

\* Months Supply for all properties from May 2024 through April 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	4-2024	4-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		2,987	3,553	+ 18.9%	10,328	12,193	+ 18.1%
Pending Sales		2,277	2,539	+ 11.5%	8,319	8,695	+ 4.5%
Closed Sales		2,125	2,096	- 1.4%	7,126	7,182	+ 0.8%
Days on Market Until Sale		44	52	+ 18.2%	49	56	+ 14.3%
Median Sales Price		\$253,500	\$260,000	+ 2.6%	\$250,000	\$257,500	+ 3.0%
Average Sales Price		\$295,535	\$310,350	+ 5.0%	\$289,447	\$308,280	+ 6.5%
Percent of List Price Received		98.5%	98.2%	- 0.3%	98.0%	97.8%	- 0.2%
Housing Affordability Index		112	113	+ 0.9%	113	114	+ 0.9%
Inventory of Homes for Sale		5,142	7,482	+ 45.5%	—	—	—
Months Supply of Inventory		2.6	3.7	+ 42.3%	—	—	—