



November 2025 Residential Sales

Date: December 10, 2025
RE: For Immediate Release

The following Real Estate statistics were collected for MLSOK, Inc., for the time frame **November 1 through November 30, 2025**. Below is a summary of our region's monthly sales activity. For a comprehensive review, please refer to the accompanying reports. Data provided by ShowingTime is current as of December 7, 2025.

Quick Facts

-3.2%	+ 5.5%	+ 28.7%
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. sales of existing homes rose 1.2% from the previous month to a seasonally adjusted annual rate of 4.10 million, according to the National Association of REALTORS® (NAR), as buyers took advantage of lower mortgage rates this fall. Sales increased in the Midwest and South, held steady in the Northeast, and edged down in the West. Year-over-year, sales were up 1.7%, with gains in the Northeast, Midwest, and South, while the West posted a decline.

New Listings increased 13.1 percent for Single Family homes and 17.0 percent for Townhouse-Condo homes. Pending Sales increased 21.7 percent for Single Family homes but decreased 31.9 percent for Townhouse-Condo homes. Inventory increased 28.2 percent for Single Family homes and 46.1 percent for Townhouse-Condo homes.

Months' Supply of Inventory Increases



Months Supply of Inventory increased 26.5 percent for Single Family homes and 42.4 percent for Townhouse-Condo homes.

Median Sales Price Increases



Median Sales Price increased 3.9 percent to \$265,000 for Single Family homes but decreased 3.6 percent to \$152,500 for Townhouse-Condo homes.

Average Days on Market Increases



Days on Market increased 12.8 percent for Single Family homes but decreased 8.7 percent for Townhouse-Condo homes.

Nationally, inventory dipped 0.7% month-over-month but rose 10.9% year-over-year, totaling 1.52 million units, according to NAR. At the current sales pace, supply stands at 4.4 months, slightly below last month's level but higher than the 4.1 months recorded a year ago. Supported by modest inventory levels, prices continue to rise, with the national median existing-home price increasing 2.1% year-over-year to \$415,200, marking 28 consecutive months of annual gains.

Local Market Update – November 2025

A FREE RESEARCH TOOL FROM MLSOK



All MLSOK

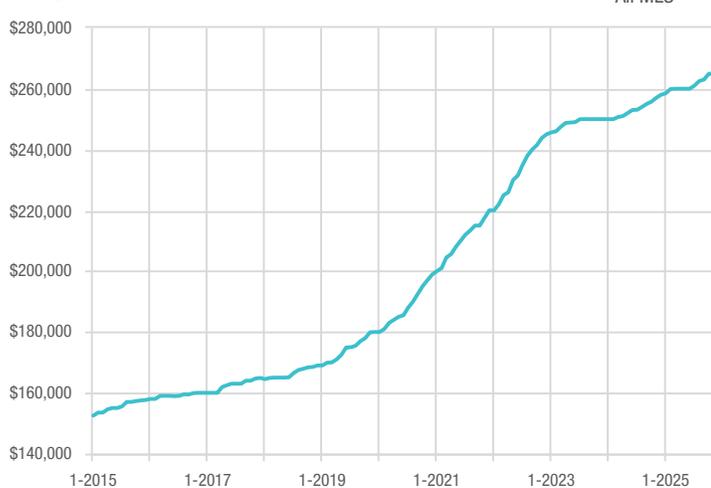
Entire MLSOK Market Area

Single Family	November			Year to Date		
	2024	2025	% Change	Thru 11-2024	Thru 11-2025	% Change
New Listings	2,162	2,445	+ 13.1%	28,436	31,347	+ 10.2%
Pending Sales	1,559	1,898	+ 21.7%	21,534	22,480	+ 4.4%
Closed Sales	1,656	1,604	- 3.1%	21,085	21,410	+ 1.5%
Days on Market Until Sale	47	53	+ 12.8%	44	51	+ 15.9%
Median Sales Price*	\$254,990	\$265,000	+ 3.9%	\$258,572	\$265,000	+ 2.5%
Average Sales Price*	\$315,820	\$331,156	+ 4.9%	\$305,349	\$319,998	+ 4.8%
Percent of List Price Received*	97.8%	97.6%	- 0.2%	98.0%	97.9%	- 0.1%
Inventory of Homes for Sale	6,521	8,361	+ 28.2%	—	—	—
Months Supply of Inventory	3.4	4.2	+ 23.5%	—	—	—

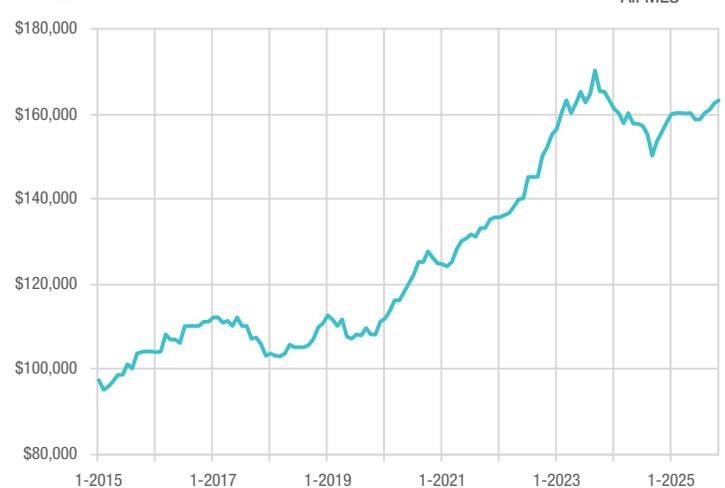
Townhouse-Condo	November			Year to Date		
	2024	2025	% Change	Thru 11-2024	Thru 11-2025	% Change
New Listings	53	62	+ 17.0%	859	897	+ 4.4%
Pending Sales	47	32	- 31.9%	654	591	- 9.6%
Closed Sales	46	44	- 4.3%	621	585	- 5.8%
Days on Market Until Sale	46	42	- 8.7%	34	47	+ 38.2%
Median Sales Price*	\$158,200	\$152,500	- 3.6%	\$155,000	\$161,500	+ 4.2%
Average Sales Price*	\$195,130	\$207,801	+ 6.5%	\$198,220	\$207,501	+ 4.7%
Percent of List Price Received*	97.5%	96.9%	- 0.6%	97.3%	96.3%	- 1.0%
Inventory of Homes for Sale	178	260	+ 46.1%	—	—	—
Months Supply of Inventory	3.1	5.0	+ 61.3%	—	—	—

* 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.

Rolling 12-Month Calculation



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



November 2025

U.S. sales of existing homes rose 1.2% from the previous month to a seasonally adjusted annual rate of 4.10 million, according to the National Association of REALTORS® (NAR), as buyers took advantage of lower mortgage rates this fall. Sales increased in the Midwest and South, held steady in the Northeast, and edged down in the West. Year-over-year, sales were up 1.7%, with gains in the Northeast, Midwest, and South, while the West posted a decline.

New Listings increased 13.1 percent for Single Family homes and 17.0 percent for Townhouse-Condo homes. Pending Sales increased 21.7 percent for Single Family homes but decreased 31.9 percent for Townhouse-Condo homes. Inventory increased 28.2 percent for Single Family homes and 46.1 percent for Townhouse-Condo homes.

Median Sales Price increased 3.9 percent to \$265,000 for Single Family homes but decreased 3.6 percent to \$152,500 for Townhouse-Condo homes. Days on Market increased 12.8 percent for Single Family homes but decreased 8.7 percent for Townhouse-Condo homes. Months Supply of Inventory increased 23.5 percent for Single Family homes and 61.3 percent for Townhouse-Condo homes.

Nationally, inventory dipped 0.7% month-over-month but rose 10.9% year-over-year, totaling 1.52 million units, according to NAR. At the current sales pace, supply stands at 4.4 months, slightly below last month's level but higher than the 4.1 months recorded a year ago. Supported by modest inventory levels, prices continue to rise, with the national median existing-home price increasing 2.1% year-over-year to \$415,200, marking 28 consecutive months of annual gains.

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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	11-2024	11-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		2,162	2,445	+ 13.1%	28,436	31,347	+ 10.2%
Pending Sales		1,559	1,898	+ 21.7%	21,534	22,480	+ 4.4%
Closed Sales		1,656	1,604	- 3.1%	21,085	21,410	+ 1.5%
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Average Sales Price		\$315,820	\$331,156	+ 4.9%	\$305,349	\$319,998	+ 4.8%
Percent of List Price Received		97.8%	97.6%	- 0.2%	98.0%	97.9%	- 0.1%
Housing Affordability Index		115	116	+ 0.9%	114	116	+ 1.8%
Inventory of Homes for Sale		6,521	8,361	+ 28.2%	—	—	—
Months Supply of Inventory		3.4	4.2	+ 23.5%	—	—	—

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.



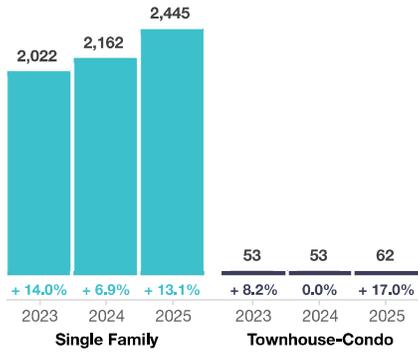
Key Metrics	Historical Sparkbars	11-2024	11-2025	% Change	YTD 2024	YTD 2025	% Change
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Closed Sales		46	44	- 4.3%	621	585	- 5.8%
Days on Market Until Sale		46	42	- 8.7%	34	47	+ 38.2%
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Average Sales Price		\$195,130	\$207,801	+ 6.5%	\$198,220	\$207,501	+ 4.7%
Percent of List Price Received		97.5%	96.9%	- 0.6%	97.3%	96.3%	- 1.0%
Housing Affordability Index		190	211	+ 11.1%	194	200	+ 3.1%
Inventory of Homes for Sale		178	260	+ 46.1%	—	—	—
Months Supply of Inventory		3.1	5.0	+ 61.3%	—	—	—

New Listings

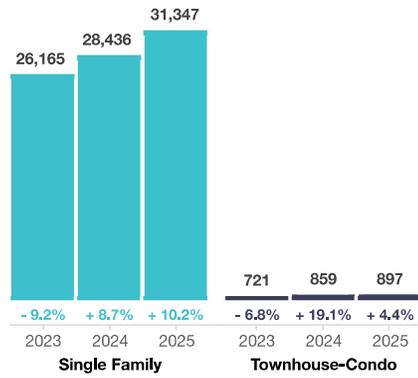
A count of the properties that have been newly listed on the market in a given month.



November

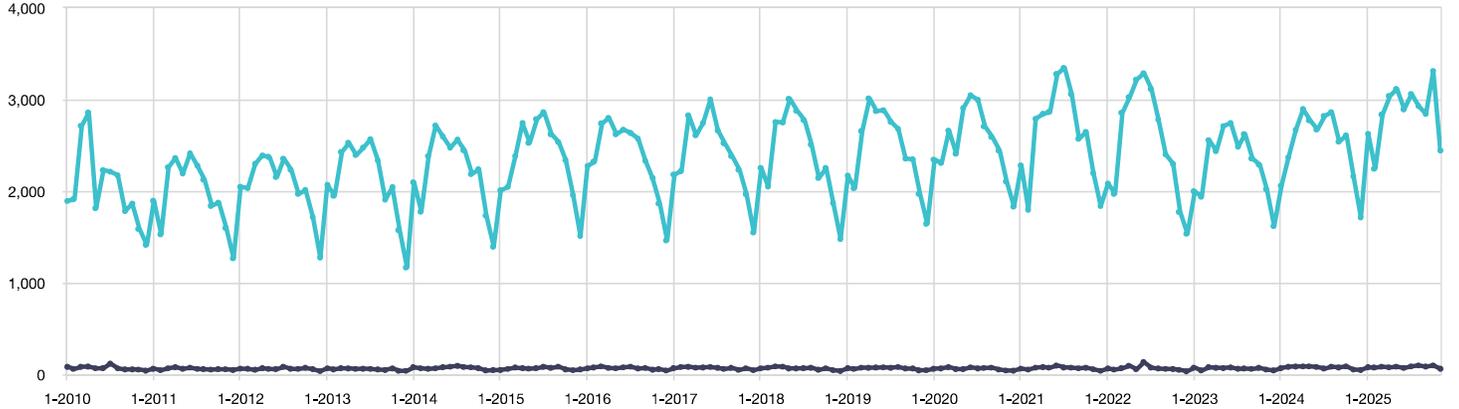


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Dec-2024	1,713	+ 5.9%	48	+ 11.6%
Jan-2025	2,626	+ 27.5%	78	+ 13.0%
Feb-2025	2,244	- 5.3%	75	- 9.6%
Mar-2025	2,837	+ 6.3%	84	- 2.3%
Apr-2025	3,039	+ 4.9%	77	- 12.5%
May-2025	3,116	+ 12.4%	84	- 4.5%
Jun-2025	2,893	+ 8.3%	70	- 13.6%
Jul-2025	3,061	+ 8.5%	88	+ 37.5%
Aug-2025	2,931	+ 2.4%	97	+ 15.5%
Sep-2025	2,843	+ 11.9%	85	+ 11.8%
Oct-2025	3,312	+ 26.9%	97	+ 11.5%
Nov-2025	2,445	+ 13.1%	62	+ 17.0%
12-Month Avg	2,755	+ 10.0%	79	+ 5.3%

Historical New Listings by Month

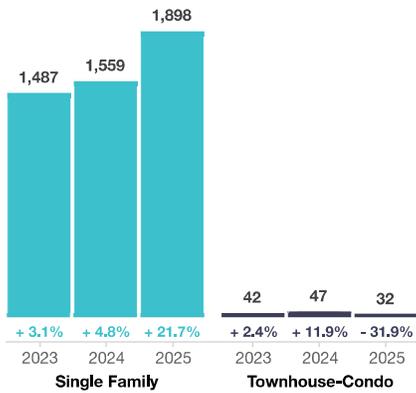


Pending Sales

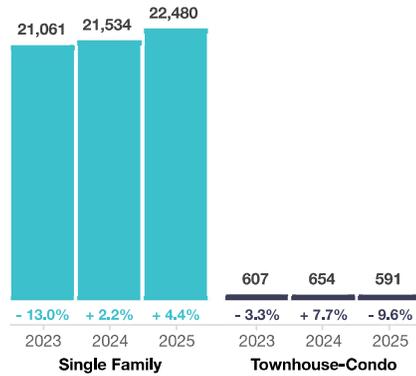
A count of the properties on which offers have been accepted in a given month.



November

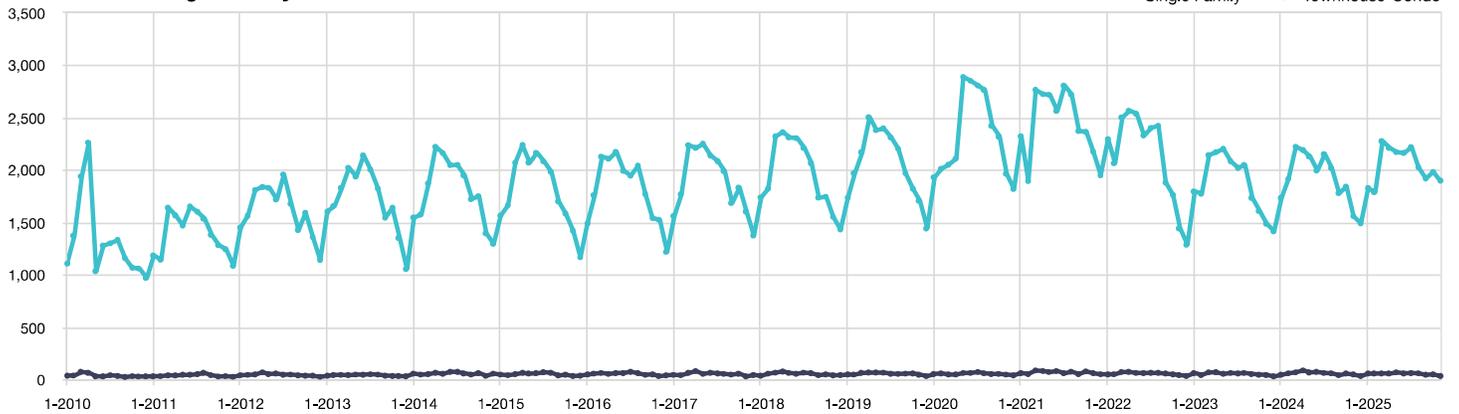


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Dec-2024	1,490	+ 5.3%	32	+ 10.3%
Jan-2025	1,828	+ 5.5%	56	+ 27.3%
Feb-2025	1,788	- 6.6%	56	- 3.4%
Mar-2025	2,276	+ 2.4%	57	- 14.9%
Apr-2025	2,210	+ 0.9%	56	- 34.9%
May-2025	2,171	+ 2.0%	67	+ 1.5%
Jun-2025	2,163	+ 8.4%	57	- 19.7%
Jul-2025	2,220	+ 3.2%	60	- 1.6%
Aug-2025	2,026	+ 0.3%	58	0.0%
Sep-2025	1,919	+ 7.9%	44	+ 10.0%
Oct-2025	1,981	+ 7.6%	48	- 14.3%
Nov-2025	1,898	+ 21.7%	32	- 31.9%
12-Month Avg	1,998	+ 4.5%	52	- 8.8%

Historical Pending Sales by Month

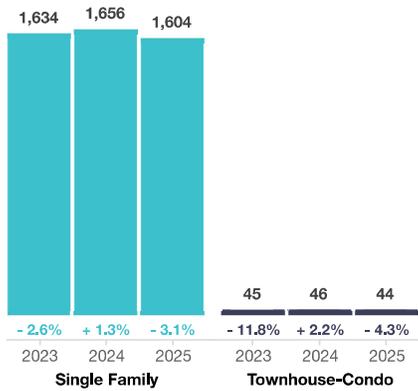


Closed Sales

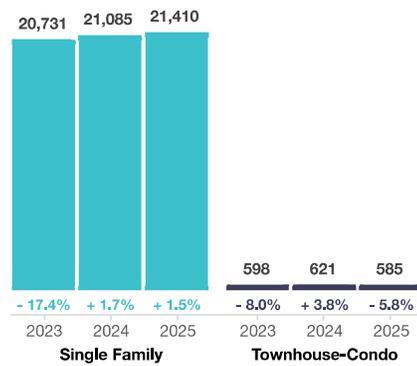
A count of the actual sales that closed in a given month.



November

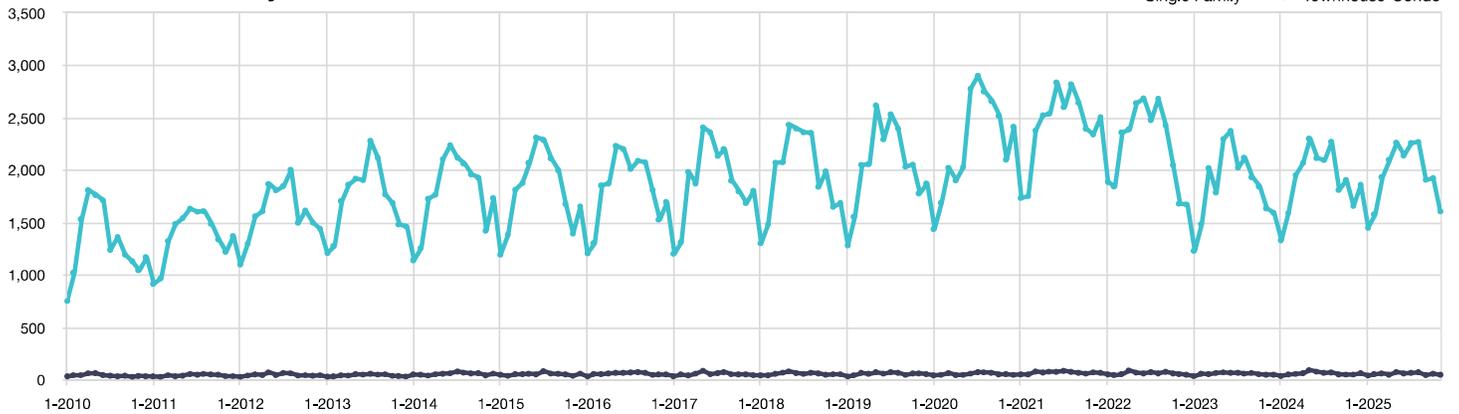


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Dec-2024	1,858	+ 16.9%	59	+ 31.1%
Jan-2025	1,448	+ 9.0%	37	+ 12.1%
Feb-2025	1,575	- 0.9%	50	+ 6.4%
Mar-2025	1,931	- 1.1%	57	+ 9.6%
Apr-2025	2,097	+ 1.5%	45	- 23.7%
May-2025	2,262	- 1.7%	70	- 21.3%
Jun-2025	2,139	+ 1.2%	57	- 21.9%
Jul-2025	2,258	+ 7.8%	62	0.0%
Aug-2025	2,268	- 0.1%	68	+ 3.0%
Sep-2025	1,906	+ 5.4%	41	- 14.6%
Oct-2025	1,922	+ 0.9%	54	+ 17.4%
Nov-2025	1,604	- 3.1%	44	- 4.3%
12-Month Avg	1,939	+ 2.6%	54	- 3.6%

Historical Closed Sales by Month

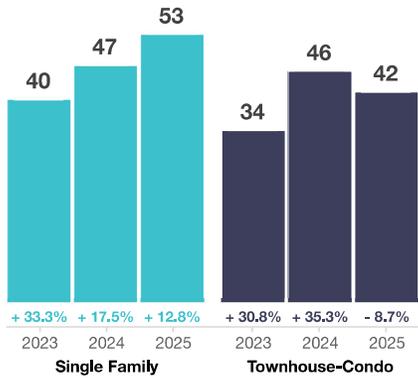


Days on Market Until Sale

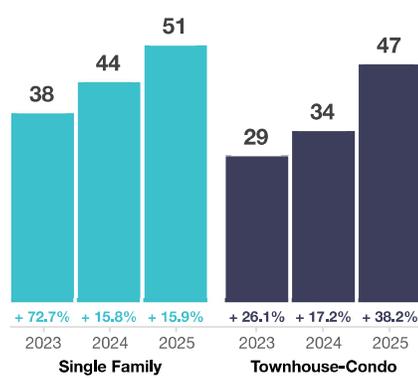
Average number of days between when a property is listed and when an offer is accepted in a given month.



November



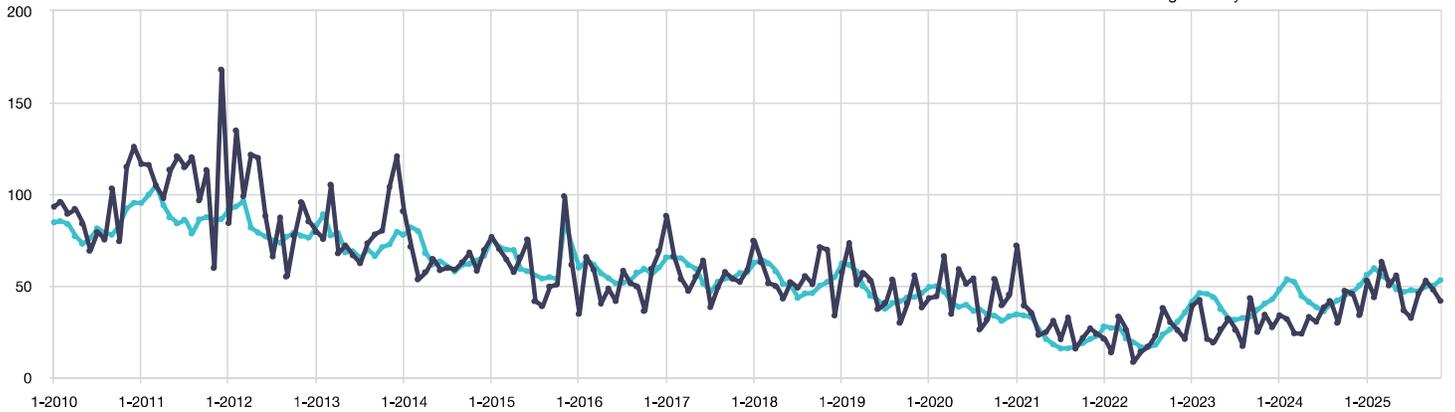
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	53	+ 20.5%	50	+ 108.3%
May-2025	48	+ 17.1%	56	+ 69.7%
Jun-2025	47	+ 23.7%	37	+ 23.3%
Jul-2025	48	+ 33.3%	32	- 15.8%
Aug-2025	47	+ 17.5%	46	+ 9.5%
Sep-2025	50	+ 19.0%	53	+ 76.7%
Oct-2025	50	+ 11.1%	48	+ 2.1%
Nov-2025	53	+ 12.8%	42	- 8.7%
12-Month Avg*	51	+ 16.5%	46	+ 36.7%

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

Historical Days on Market Until Sale by Month

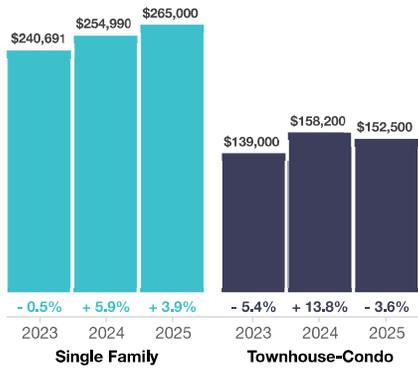


Median Sales Price

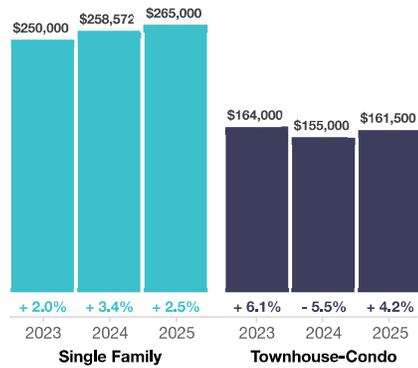
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November



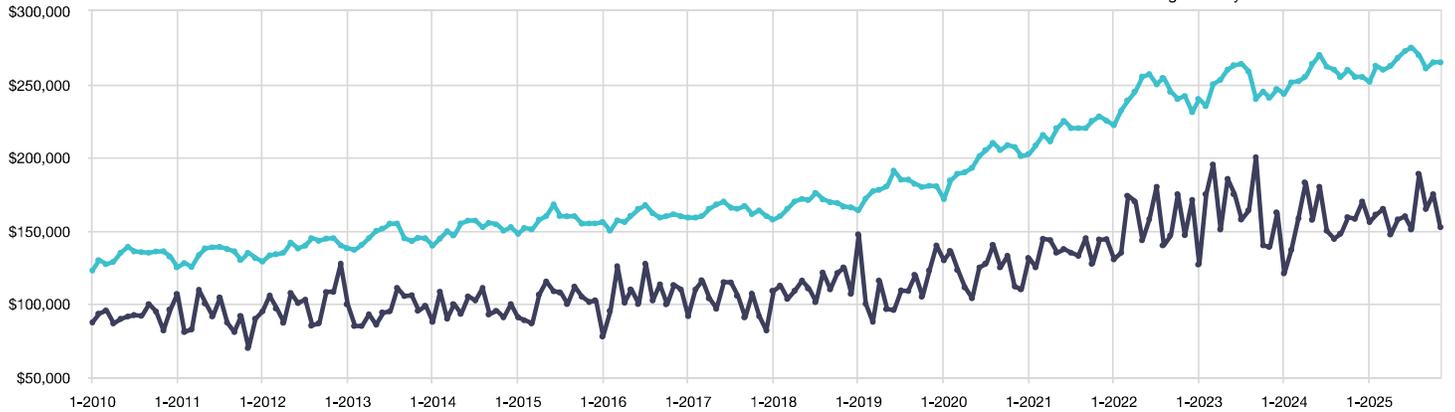
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Dec-2024	\$255,000	+ 3.4%	\$170,000	+ 4.6%
Jan-2025	\$251,640	+ 3.4%	\$156,000	+ 28.9%
Feb-2025	\$262,500	+ 4.4%	\$161,138	+ 17.6%
Mar-2025	\$259,900	+ 3.1%	\$165,000	+ 4.1%
Apr-2025	\$262,500	+ 2.9%	\$147,500	- 19.4%
May-2025	\$267,995	+ 1.5%	\$157,743	+ 0.2%
Jun-2025	\$272,675	+ 1.0%	\$159,900	- 11.2%
Jul-2025	\$275,000	+ 5.0%	\$151,000	+ 0.7%
Aug-2025	\$269,900	+ 3.8%	\$189,000	+ 30.8%
Sep-2025	\$260,750	+ 2.3%	\$164,900	+ 11.4%
Oct-2025	\$265,000	+ 2.0%	\$175,000	+ 9.9%
Nov-2025	\$265,000	+ 3.9%	\$152,500	- 3.6%
12-Month Avg*	\$265,000	+ 3.1%	\$163,000	+ 4.8%

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

Historical Median Sales Price by Month

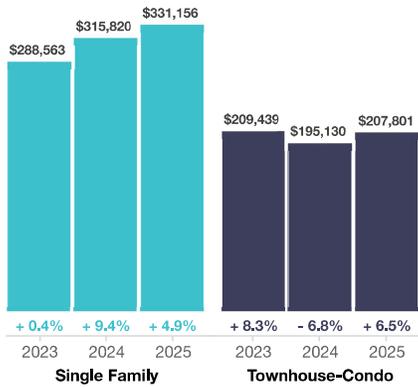


Average Sales Price

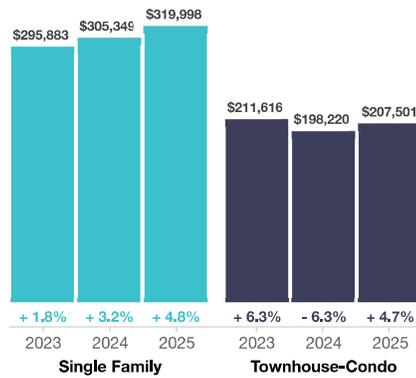
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November



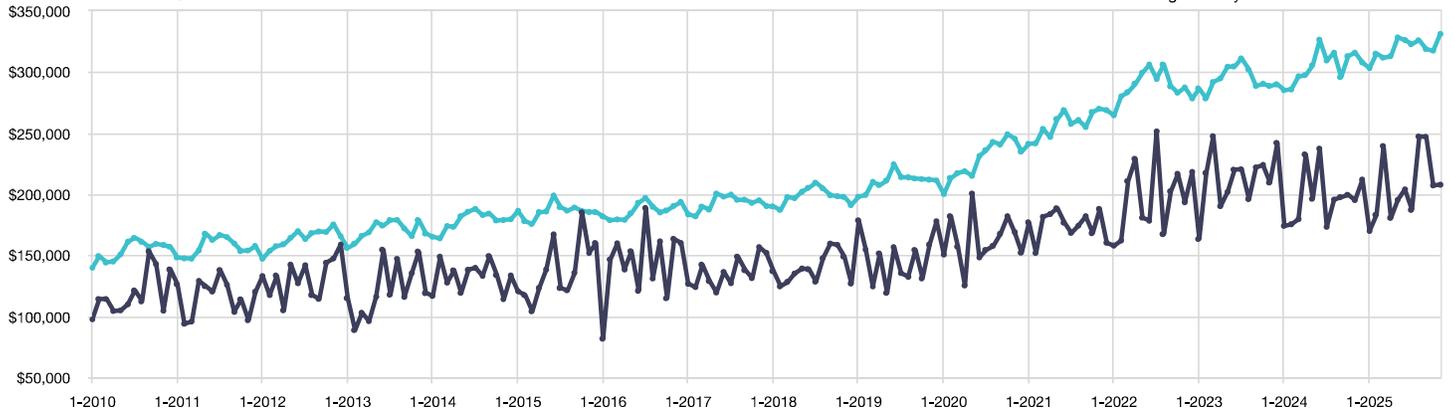
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Dec-2024	\$307,814	+ 6.1%	\$211,948	- 12.5%
Jan-2025	\$303,173	+ 6.3%	\$169,834	- 2.4%
Feb-2025	\$314,982	+ 10.2%	\$183,046	+ 4.4%
Mar-2025	\$311,767	+ 5.2%	\$239,440	+ 33.4%
Apr-2025	\$312,822	+ 5.2%	\$180,583	- 22.4%
May-2025	\$328,312	+ 7.5%	\$195,373	- 0.4%
Jun-2025	\$326,197	- 0.1%	\$203,972	- 14.0%
Jul-2025	\$322,860	+ 4.3%	\$187,193	+ 8.1%
Aug-2025	\$326,092	+ 3.2%	\$247,305	+ 26.5%
Sep-2025	\$318,805	+ 7.8%	\$246,997	+ 25.0%
Oct-2025	\$317,450	+ 1.4%	\$207,077	+ 3.8%
Nov-2025	\$331,156	+ 4.9%	\$207,801	+ 6.5%
12-Month Avg*	\$319,025	+ 4.8%	\$207,909	+ 3.4%

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

Historical Average Sales Price by Month

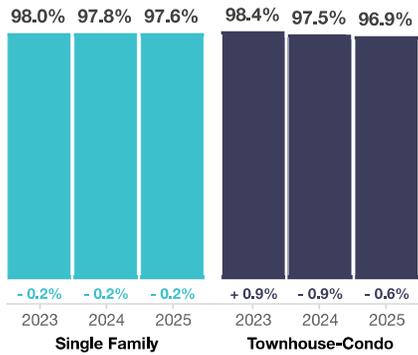


Percent of List Price Received

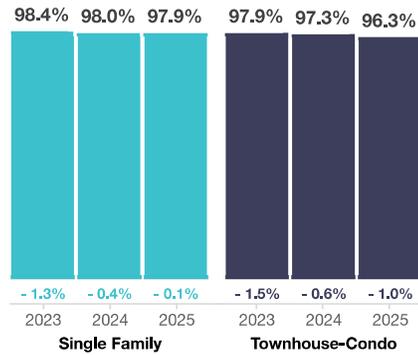
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



November



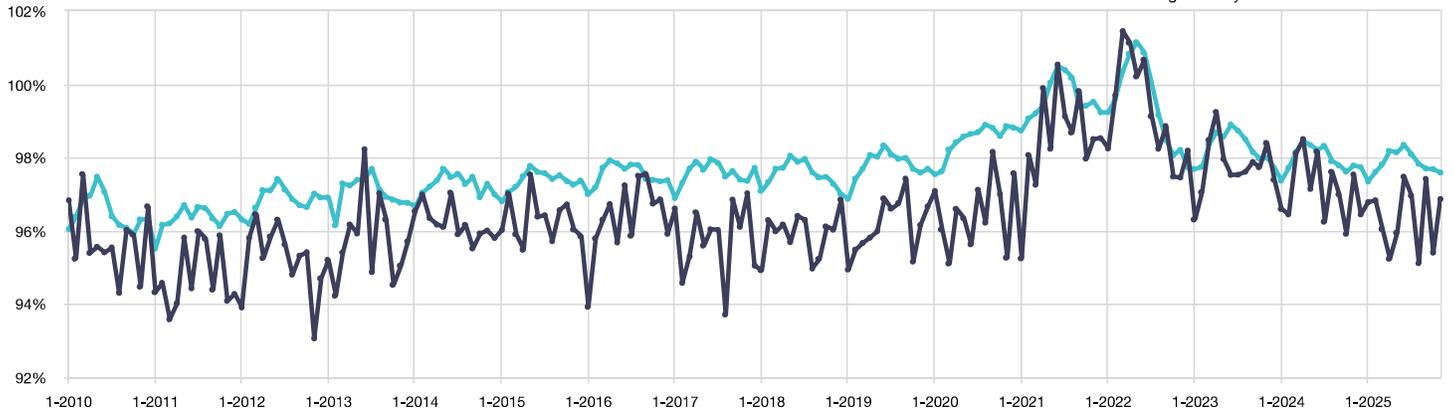
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Dec-2024	97.7%	0.0%	96.4%	- 1.0%
Jan-2025	97.3%	- 0.1%	96.8%	+ 0.2%
Feb-2025	97.6%	- 0.1%	96.8%	+ 0.4%
Mar-2025	97.8%	- 0.4%	96.0%	- 2.1%
Apr-2025	98.2%	- 0.3%	95.2%	- 3.4%
May-2025	98.1%	- 0.2%	95.9%	- 1.2%
Jun-2025	98.3%	+ 0.1%	97.5%	- 0.7%
Jul-2025	98.1%	- 0.2%	97.0%	+ 0.7%
Aug-2025	97.8%	- 0.1%	95.1%	- 2.6%
Sep-2025	97.7%	- 0.1%	97.4%	+ 0.4%
Oct-2025	97.7%	+ 0.1%	95.4%	- 0.5%
Nov-2025	97.6%	- 0.2%	96.9%	- 0.6%
12-Month Avg*	97.9%	- 0.1%	96.3%	- 1.0%

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

Historical Percent of List Price Received by Month

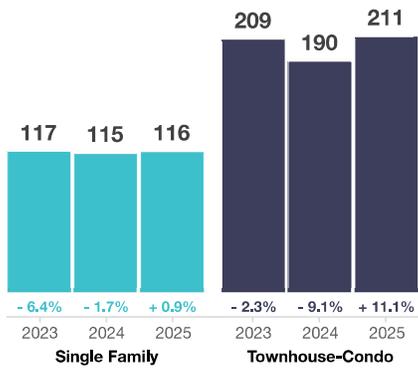


Housing Affordability Index

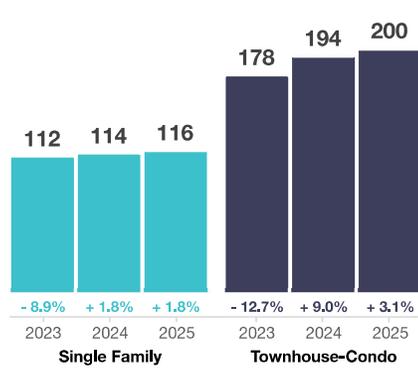
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



November

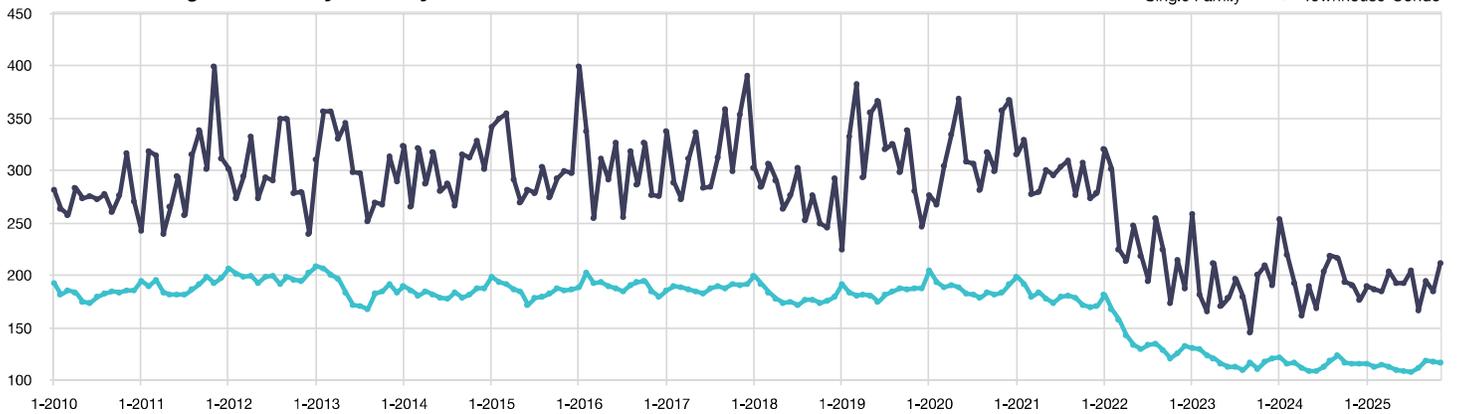


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Dec-2024	115	- 4.2%	176	- 7.4%
Jan-2025	115	- 5.0%	189	- 25.3%
Feb-2025	112	- 2.6%	186	- 15.1%
Mar-2025	114	- 1.7%	184	- 4.2%
Apr-2025	112	+ 0.9%	203	+ 26.1%
May-2025	109	+ 0.9%	192	+ 1.6%
Jun-2025	108	0.0%	192	+ 14.3%
Jul-2025	107	- 4.5%	204	+ 0.5%
Aug-2025	111	- 5.9%	166	- 23.9%
Sep-2025	118	- 4.1%	194	- 10.2%
Oct-2025	117	+ 0.9%	184	- 4.7%
Nov-2025	116	+ 0.9%	211	+ 11.1%
12-Month Avg	113	- 1.7%	190	- 4.5%

Historical Housing Affordability Index by Month

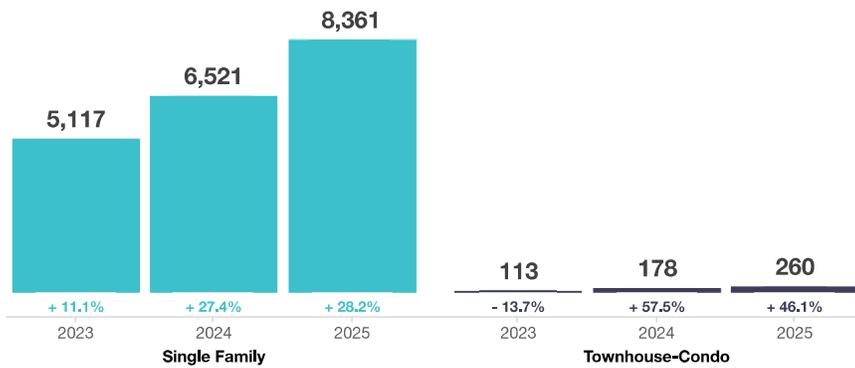


Inventory of Homes for Sale

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



November



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Dec-2024	6,010	+ 25.1%	170	+ 61.9%
Jan-2025	6,144	+ 32.3%	170	+ 46.6%
Feb-2025	6,059	+ 28.6%	173	+ 32.1%
Mar-2025	6,060	+ 26.9%	188	+ 31.5%
Apr-2025	6,354	+ 27.0%	192	+ 45.5%
May-2025	6,762	+ 28.9%	194	+ 33.8%
Jun-2025	6,961	+ 26.0%	183	+ 29.8%
Jul-2025	7,259	+ 27.7%	196	+ 43.1%
Aug-2025	7,578	+ 25.5%	213	+ 38.3%
Sep-2025	7,854	+ 25.0%	221	+ 27.7%
Oct-2025	8,467	+ 31.8%	250	+ 34.4%
Nov-2025	8,361	+ 28.2%	260	+ 46.1%
12-Month Avg	6,989	+ 27.7%	201	+ 38.6%

Historical Inventory of Homes for Sale by Month

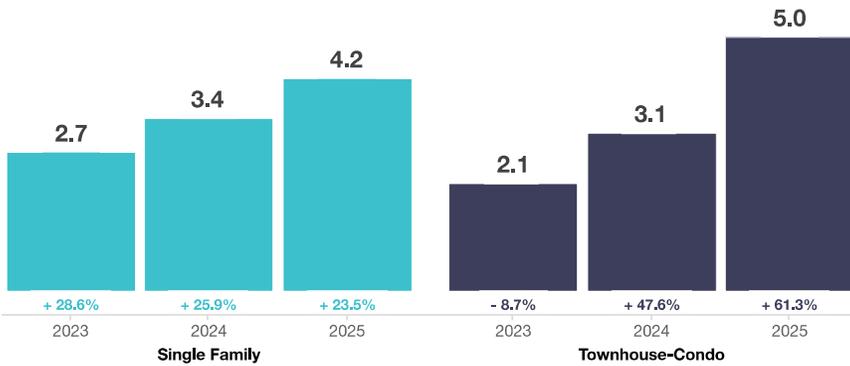


Months Supply of Inventory

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.



November



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Dec-2024	3.1	+ 19.2%	3.0	+ 50.0%
Jan-2025	3.2	+ 28.0%	2.9	+ 31.8%
Feb-2025	3.2	+ 28.0%	3.0	+ 20.0%
Mar-2025	3.2	+ 28.0%	3.3	+ 22.2%
Apr-2025	3.3	+ 22.2%	3.5	+ 45.8%
May-2025	3.5	+ 25.0%	3.5	+ 34.6%
Jun-2025	3.6	+ 24.1%	3.4	+ 36.0%
Jul-2025	3.7	+ 23.3%	3.7	+ 54.2%
Aug-2025	3.9	+ 21.9%	4.0	+ 48.1%
Sep-2025	4.0	+ 21.2%	4.1	+ 32.3%
Oct-2025	4.3	+ 26.5%	4.7	+ 42.4%
Nov-2025	4.2	+ 23.5%	5.0	+ 61.3%
12-Month Avg*	3.6	+ 24.0%	3.7	+ 39.6%

* Months Supply for all properties from December 2024 through November 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	11-2024	11-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		2,215	2,507	+ 13.2%	29,295	32,244	+ 10.1%
Pending Sales		1,606	1,930	+ 20.2%	22,188	23,071	+ 4.0%
Closed Sales		1,702	1,648	- 3.2%	21,706	21,995	+ 1.3%
Days on Market Until Sale		47	53	+ 12.8%	44	51	+ 15.9%
Median Sales Price		\$250,000	\$263,703	+ 5.5%	\$255,000	\$263,313	+ 3.3%
Average Sales Price		\$312,557	\$327,859	+ 4.9%	\$302,281	\$317,008	+ 4.9%
Percent of List Price Received		97.8%	97.6%	- 0.2%	98.0%	97.8%	- 0.2%
Housing Affordability Index		117	117	0.0%	115	117	+ 1.7%
Inventory of Homes for Sale		6,699	8,621	+ 28.7%	—	—	—
Months Supply of Inventory		3.4	4.2	+ 23.5%	—	—	—