

# Monthly Indicators



## September 2021

Nationwide, existing home sales were down slightly in August, falling 2% after two consecutive months of increases, according to the National Association of REALTORS®. The decline in existing home sales coincides with rising sales prices, which have continued to soar into fall, with the median sales price of existing homes up 14.9% compared to last year. Declining affordability has had a significant impact on homebuyers, many of whom have been priced out of the market and are choosing to wait for sales prices to ease before resuming their home search.

New Listings decreased 14.0 percent for Residential homes and 1.8 percent for Townhouse/Condo homes. Pending Sales decreased 10.2 percent for Residential homes but increased 1.2 percent for Townhouse/Condo homes. Inventory decreased 23.4 percent for Residential homes and 20.4 percent for Townhouse/Condo homes.

Median Sales Price increased 8.2 percent to \$265,000 for Residential homes and 11.8 percent to \$195,000 for Townhouse/Condo homes. Days on Market decreased 29.4 percent for Residential homes and 42.5 percent for Townhouse/Condo homes. Months Supply of Inventory decreased 25.0 percent for Residential homes and 34.6 percent for Townhouse/Condo homes.

There are signs the market may be shifting, however. New listings have continued to hit the market, bucking seasonality trends commonly seen in the fall, a time when listing and sales activity typically slows as children return to school. As inventory increases, competition for homes may soften, and could even bring a moderation in sales prices, which, after 114 months of year-over-year gains, would be music to the ears of homebuyers throughout the country.

## Quick Facts

**- 5.6%**

Change in  
**Closed Sales**  
All Properties

**+ 8.6%**

Change in  
**Median Sales Price**  
All Properties

**- 22.8%**

Change in  
**Homes for Sale**  
All Properties

This report provided by MARIS covers residential real estate activity in the St. Louis REALTORS® service area. Percent changes are calculated using rounded figures.

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# Residential 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	9-2020	9-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		2,458	2,114	- 14.0%	19,649	19,541	- 0.5%
Pending Sales		2,015	1,809	- 10.2%	16,641	17,049	+ 2.5%
Closed Sales		2,061	1,943	- 5.7%	15,604	16,387	+ 5.0%
Days on Market Until Sale		34	24	- 29.4%	42	27	- 35.7%
Median Sales Price		\$245,000	\$265,000	+ 8.2%	\$229,000	\$255,300	+ 11.5%
Average Sales Price		\$297,306	\$328,064	+ 10.3%	\$279,697	\$323,758	+ 15.8%
Percent of List Price Received		100.4%	101.7%	+ 1.3%	99.2%	102.4%	+ 3.2%
Housing Affordability Index		161	152	- 5.6%	172	157	- 8.7%
Inventory of Homes for Sale		3,565	2,731	- 23.4%	—	—	—
Months Supply of Inventory		2.0	1.5	- 25.0%	—	—	—

# 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.



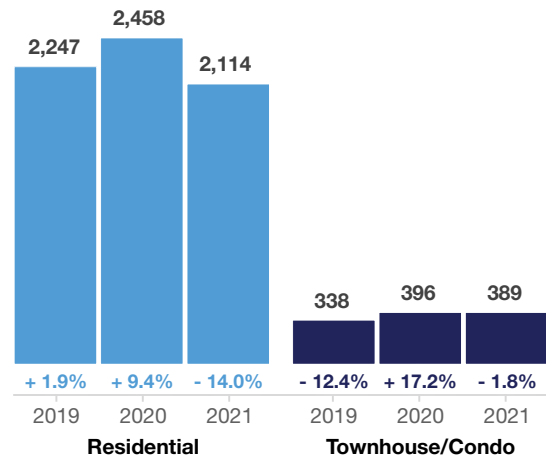
Key Metrics	Historical Sparkbars	9-2020	9-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		396	389	- 1.8%	3,294	3,611	+ 9.6%
Pending Sales		323	327	+ 1.2%	2,638	3,115	+ 18.1%
Closed Sales		356	332	- 6.7%	2,477	2,990	+ 20.7%
Days on Market Until Sale		40	23	- 42.5%	46	34	- 26.1%
Median Sales Price		\$174,450	\$195,000	+ 11.8%	\$173,000	\$187,000	+ 8.1%
Average Sales Price		\$216,497	\$230,792	+ 6.6%	\$214,453	\$234,751	+ 9.5%
Percent of List Price Received		98.9%	100.5%	+ 1.6%	98.3%	100.3%	+ 2.0%
Housing Affordability Index		223	203	- 9.0%	225	212	- 5.8%
Inventory of Homes for Sale		722	575	- 20.4%	—	—	—
Months Supply of Inventory		2.6	1.7	- 34.6%	—	—	—

# New Listings

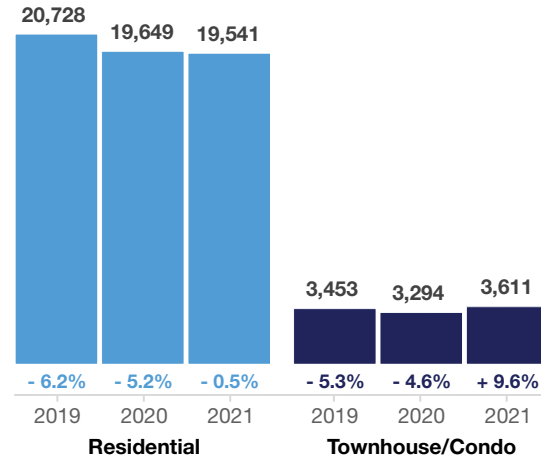
A count of the properties that have been newly listed on the market in a given month.



## September

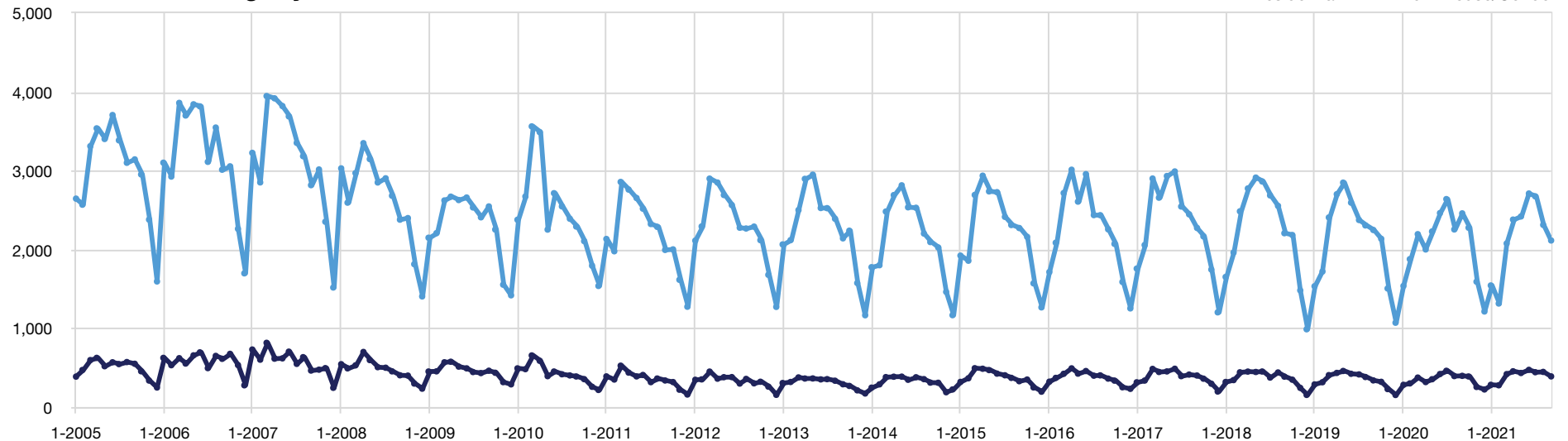


## Year to Date



New Listings	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Oct-2020	2,276	+ 6.6%	388	+ 21.3%
Nov-2020	1,591	+ 5.7%	255	+ 11.8%
Dec-2020	1,213	+ 13.4%	223	+ 45.8%
Jan-2021	1,543	+ 0.4%	282	0.0%
Feb-2021	1,314	- 30.0%	276	- 8.0%
Mar-2021	2,076	- 5.4%	418	+ 11.8%
Apr-2021	2,379	+ 19.0%	454	+ 43.2%
May-2021	2,419	+ 8.6%	432	+ 22.4%
Jun-2021	2,710	+ 10.1%	472	+ 12.6%
Jul-2021	2,674	+ 1.3%	442	- 3.9%
Aug-2021	2,312	+ 2.6%	446	+ 13.5%
<b>Sep-2021</b>	<b>2,114</b>	<b>- 14.0%</b>	<b>389</b>	<b>- 1.8%</b>
12-Month Avg	2,052	+ 1.1%	373	+ 12.0%

## Historical New Listings by Month

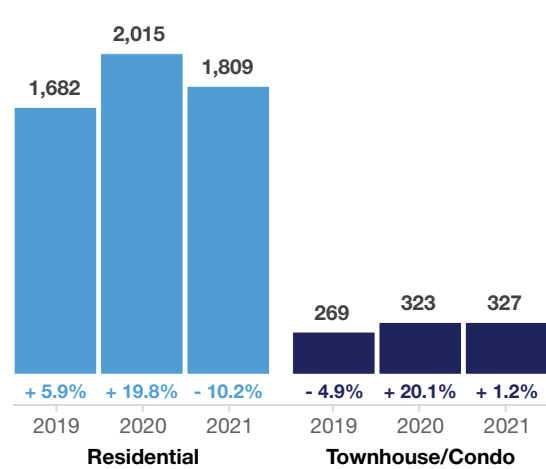


# Pending Sales

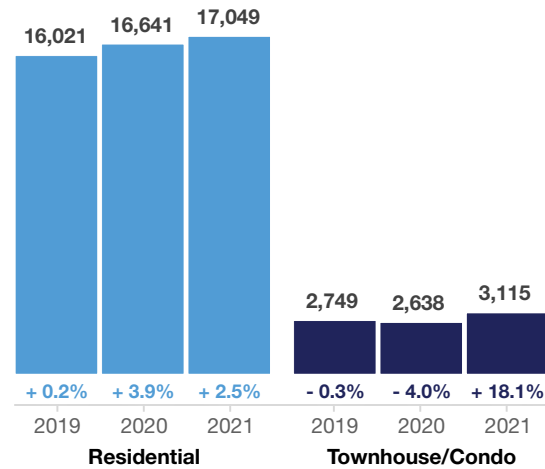
A count of the properties on which offers have been accepted in a given month.



## September

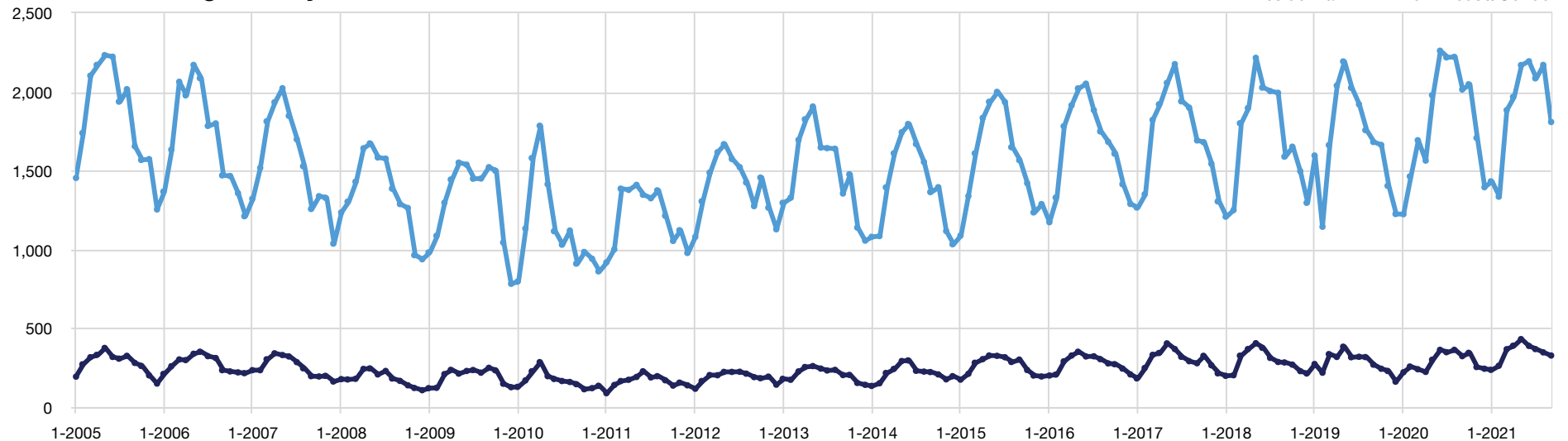


## Year to Date



Pending Sales	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Oct-2020	2,048	+ 23.2%	344	+ 41.6%
Nov-2020	1,708	+ 21.7%	254	+ 10.9%
Dec-2020	1,395	+ 13.9%	243	+ 50.9%
Jan-2021	1,432	+ 17.0%	236	+ 6.8%
Feb-2021	1,335	- 8.8%	262	+ 1.9%
Mar-2021	1,884	+ 11.3%	367	+ 52.9%
Apr-2021	1,968	+ 25.8%	389	+ 74.4%
May-2021	2,170	+ 9.7%	431	+ 43.7%
Jun-2021	2,194	- 3.0%	388	+ 6.9%
Jul-2021	2,086	- 6.0%	368	+ 5.7%
Aug-2021	2,171	- 2.3%	347	- 4.4%
<b>Sep-2021</b>	<b>1,809</b>	<b>- 10.2%</b>	<b>327</b>	<b>+ 1.2%</b>
12-Month Avg	1,850	+ 6.1%	330	+ 20.9%

## Historical Pending Sales by Month

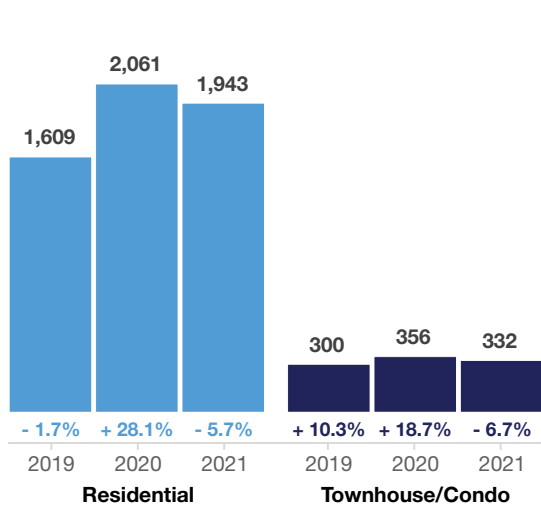


# Closed Sales

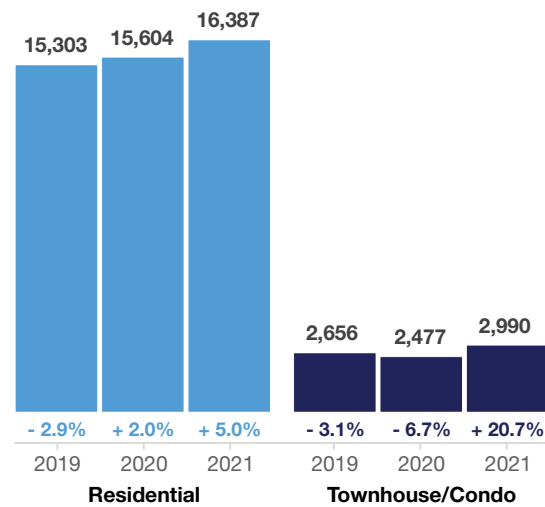
A count of the actual sales that closed in a given month.



## September

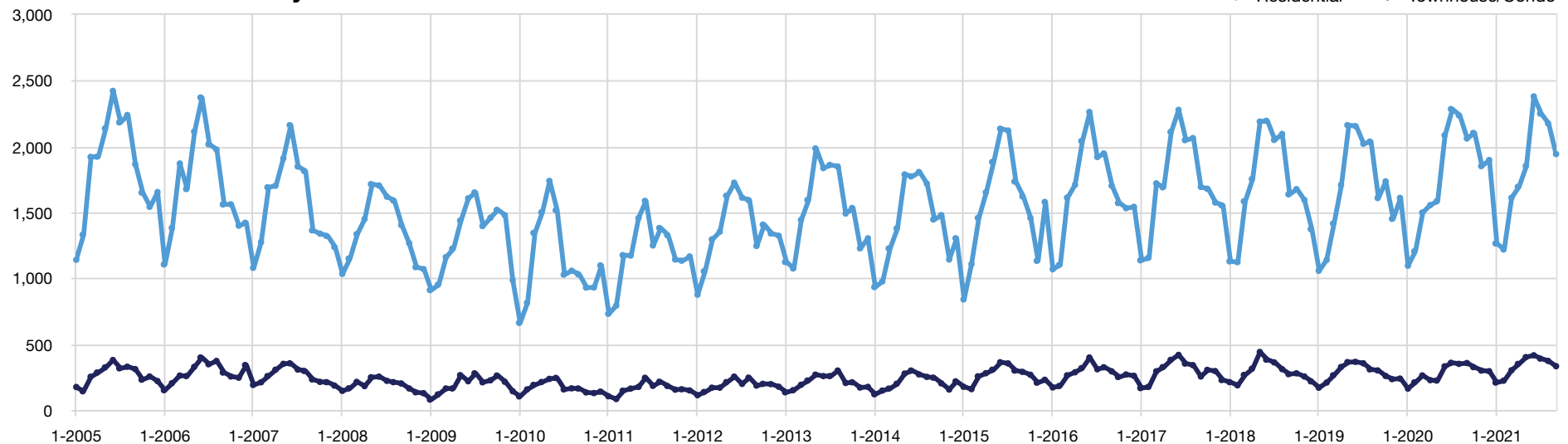


## Year to Date



Closed Sales	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Oct-2020	2,103	+ 21.2%	325	+ 26.0%
Nov-2020	1,851	+ 27.6%	299	+ 27.8%
Dec-2020	1,897	+ 17.8%	294	+ 23.5%
Jan-2021	1,264	+ 15.4%	208	+ 28.4%
Feb-2021	1,218	+ 1.1%	222	+ 6.2%
Mar-2021	1,611	+ 7.5%	301	+ 14.9%
Apr-2021	1,694	+ 8.9%	349	+ 54.4%
May-2021	1,852	+ 16.9%	401	+ 79.8%
Jun-2021	2,380	+ 14.1%	415	+ 25.4%
Jul-2021	2,250	- 1.5%	390	+ 8.9%
Aug-2021	2,175	- 2.7%	372	+ 6.3%
<b>Sep-2021</b>	<b>1,943</b>	<b>- 5.7%</b>	<b>332</b>	<b>- 6.7%</b>
12-Month Avg	1,853	+ 9.0%	326	+ 22.1%

## Historical Closed Sales by Month

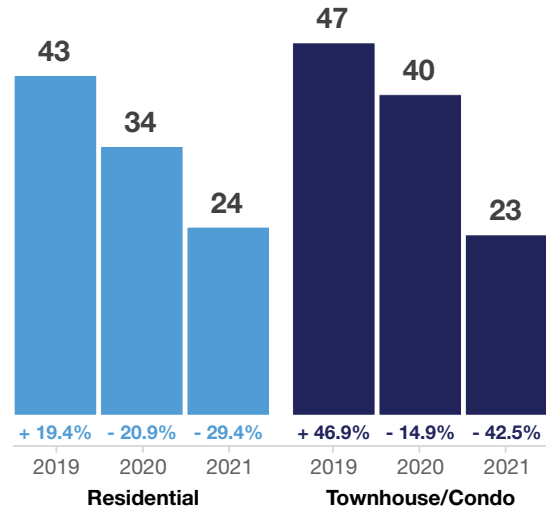


# Days on Market Until Sale

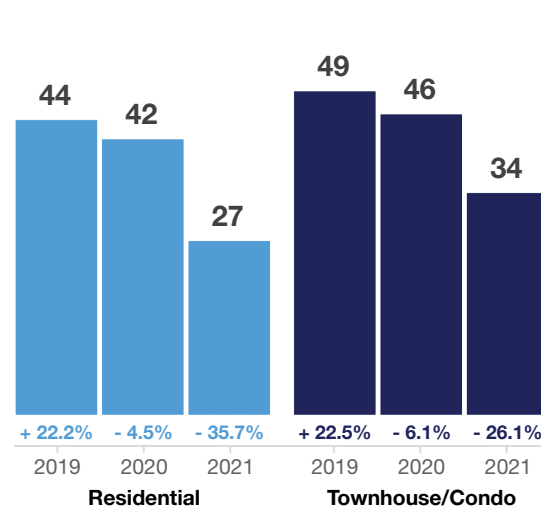
Average number of days between when a property is listed and when an offer is accepted in a given month.



## September



## Year to Date



Days on Market	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Oct-2020	34	- 20.9%	39	- 18.8%
Nov-2020	34	- 26.1%	36	- 25.0%
Dec-2020	36	- 26.5%	41	- 19.6%
Jan-2021	40	- 29.8%	42	- 31.1%
Feb-2021	39	- 37.1%	47	- 26.6%
Mar-2021	34	- 29.2%	44	0.0%
Apr-2021	28	- 33.3%	38	- 28.3%
May-2021	23	- 39.5%	36	- 16.3%
Jun-2021	20	- 50.0%	30	- 18.9%
Jul-2021	21	- 41.7%	29	- 27.5%
Aug-2021	23	- 37.8%	25	- 41.9%
<b>Sep-2021</b>	<b>24</b>	<b>- 29.4%</b>	<b>23</b>	<b>- 42.5%</b>
12-Month Avg*	29	- 33.1%	35	- 24.5%

\* Days on Market for all properties from October 2020 through September 2021. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

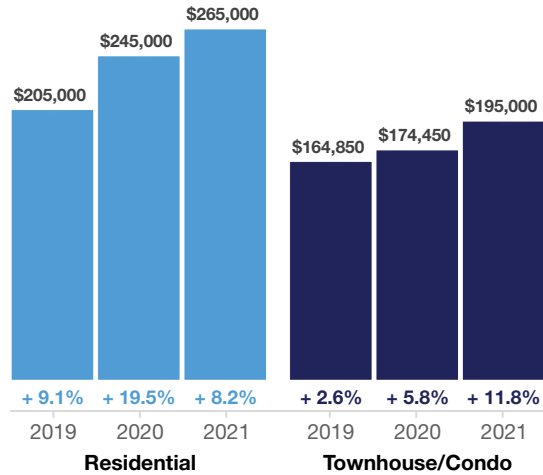


# Median Sales Price

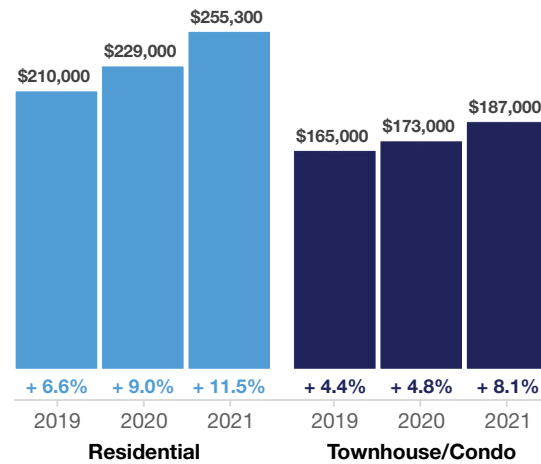
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## September



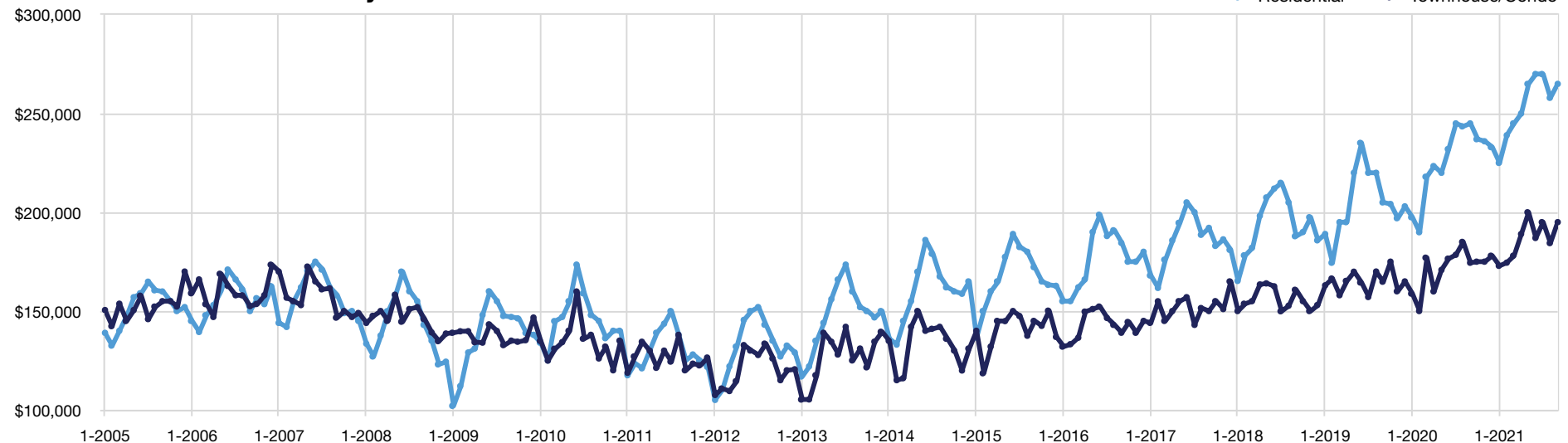
## Year to Date



Median Sales Price	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Oct-2020	\$237,000	+ 16.1%	\$175,000	0.0%
Nov-2020	\$235,950	+ 19.8%	\$175,000	+ 9.4%
Dec-2020	\$233,000	+ 14.8%	\$178,000	+ 7.9%
Jan-2021	\$225,000	+ 13.9%	\$172,900	+ 8.9%
Feb-2021	\$239,000	+ 25.9%	\$174,500	+ 16.3%
Mar-2021	\$245,000	+ 12.4%	\$178,000	+ 0.6%
Apr-2021	\$250,000	+ 11.9%	\$189,000	+ 18.2%
May-2021	\$265,000	+ 20.5%	\$200,000	+ 17.1%
Jun-2021	\$270,000	+ 16.4%	\$187,000	+ 5.9%
Jul-2021	\$270,000	+ 10.2%	\$195,000	+ 9.2%
Aug-2021	\$257,950	+ 5.9%	\$184,400	- 0.3%
<b>Sep-2021</b>	<b>\$265,000</b>	<b>+ 8.2%</b>	<b>\$195,000</b>	<b>+ 11.8%</b>
12-Month Avg*	\$250,000	+ 12.1%	\$185,000	+ 7.6%

\* Median Sales Price for all properties from October 2020 through September 2021. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



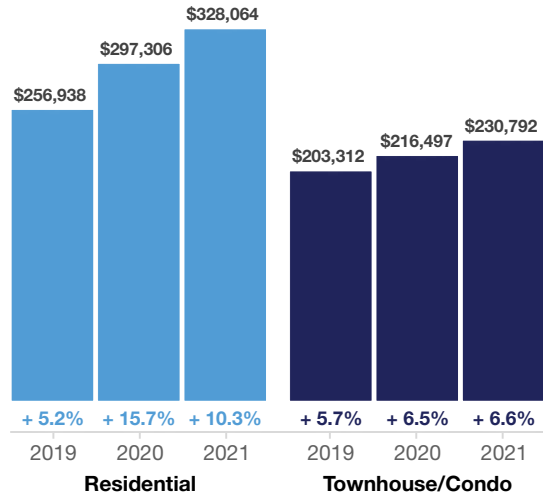


# Average Sales Price

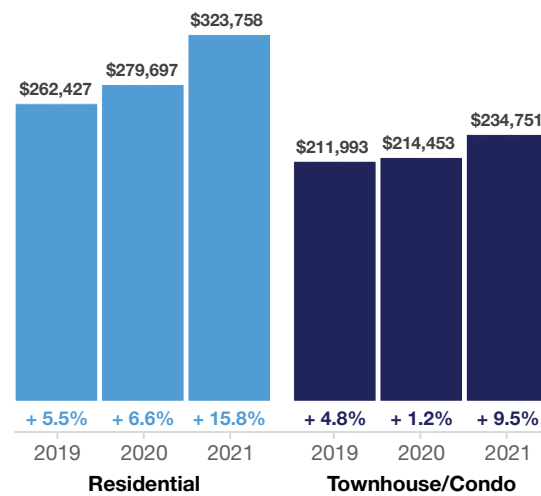
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## September



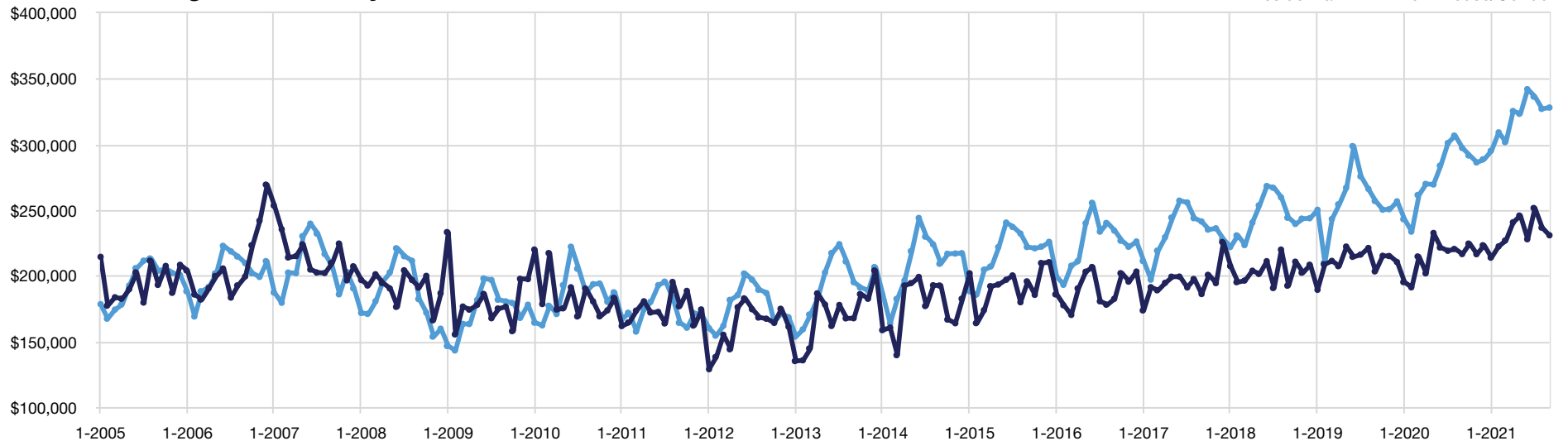
## Year to Date



Avg. Sales Price	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Oct-2020	\$291,613	+ 16.5%	\$224,463	+ 4.3%
Nov-2020	\$286,276	+ 14.2%	\$216,407	+ 0.7%
Dec-2020	\$288,602	+ 12.5%	\$223,175	+ 6.1%
Jan-2021	\$295,081	+ 21.4%	\$213,792	+ 9.6%
Feb-2021	\$309,148	+ 32.4%	\$222,367	+ 16.3%
Mar-2021	\$301,724	+ 15.4%	\$226,771	+ 5.6%
Apr-2021	\$325,410	+ 20.6%	\$240,636	+ 19.2%
May-2021	\$323,303	+ 20.0%	\$245,766	+ 5.7%
Jun-2021	\$342,056	+ 20.5%	\$227,800	+ 2.8%
Jul-2021	\$336,376	+ 11.7%	\$251,535	+ 14.9%
Aug-2021	\$327,067	+ 6.6%	\$236,615	+ 7.4%
<b>Sep-2021</b>	<b>\$328,064</b>	<b>+ 10.3%</b>	<b>\$230,792</b>	<b>+ 6.6%</b>
12-Month Avg*	\$314,597	+ 15.1%	\$231,620	+ 8.1%

\* Avg. Sales Price for all properties from October 2020 through September 2021. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



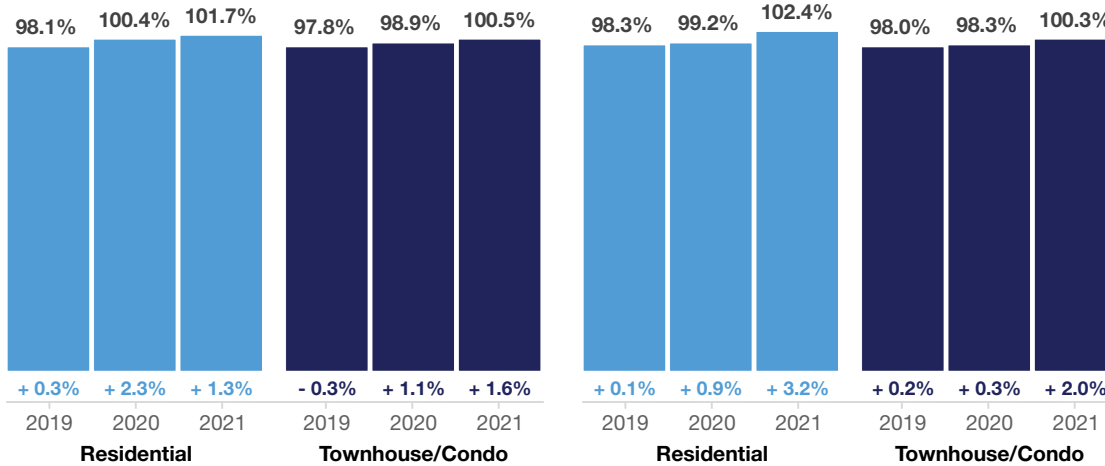
# Percent of List Price Received

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.



## September

## Year to Date



Pct. of List Price Received	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Oct-2020	100.2%	+ 2.3%	98.6%	+ 0.7%
Nov-2020	99.9%	+ 2.4%	99.0%	+ 1.4%
Dec-2020	99.8%	+ 2.6%	97.4%	+ 0.2%
Jan-2021	99.9%	+ 3.1%	98.3%	+ 0.9%
Feb-2021	99.9%	+ 2.8%	98.5%	+ 1.1%
Mar-2021	101.3%	+ 2.9%	99.9%	+ 1.4%
Apr-2021	102.8%	+ 3.5%	100.4%	+ 2.8%
May-2021	103.6%	+ 4.6%	100.8%	+ 2.6%
Jun-2021	104.0%	+ 4.5%	101.3%	+ 2.7%
Jul-2021	103.5%	+ 3.6%	101.0%	+ 2.5%
Aug-2021	102.2%	+ 2.1%	100.5%	+ 1.9%
<b>Sep-2021</b>	<b>101.7%</b>	<b>+ 1.3%</b>	<b>100.5%</b>	<b>+ 1.6%</b>
12-Month Avg*	101.7%	+ 2.9%	99.9%	+ 1.8%

\* Pct. of List Price Received for all properties from October 2020 through September 2021. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



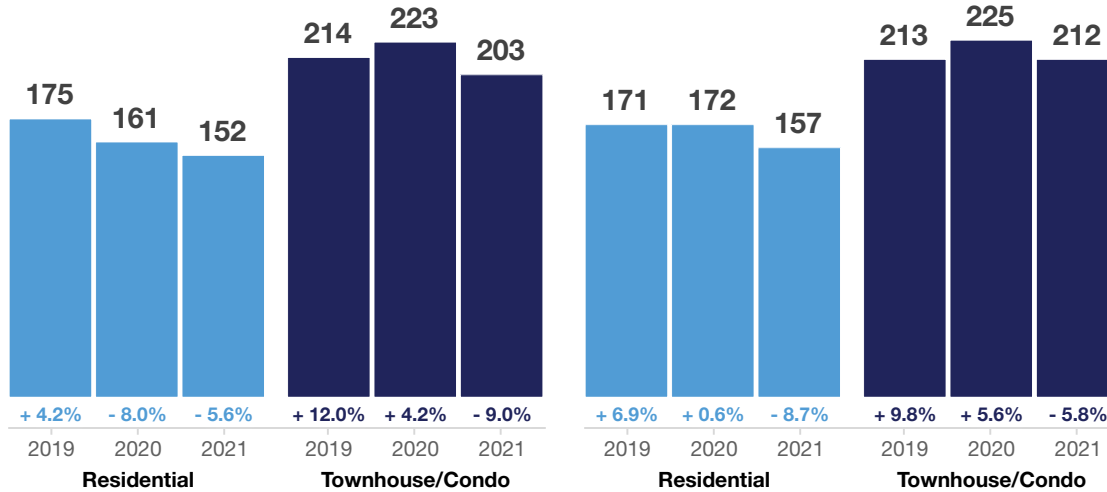
# Housing Affordability Index

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.



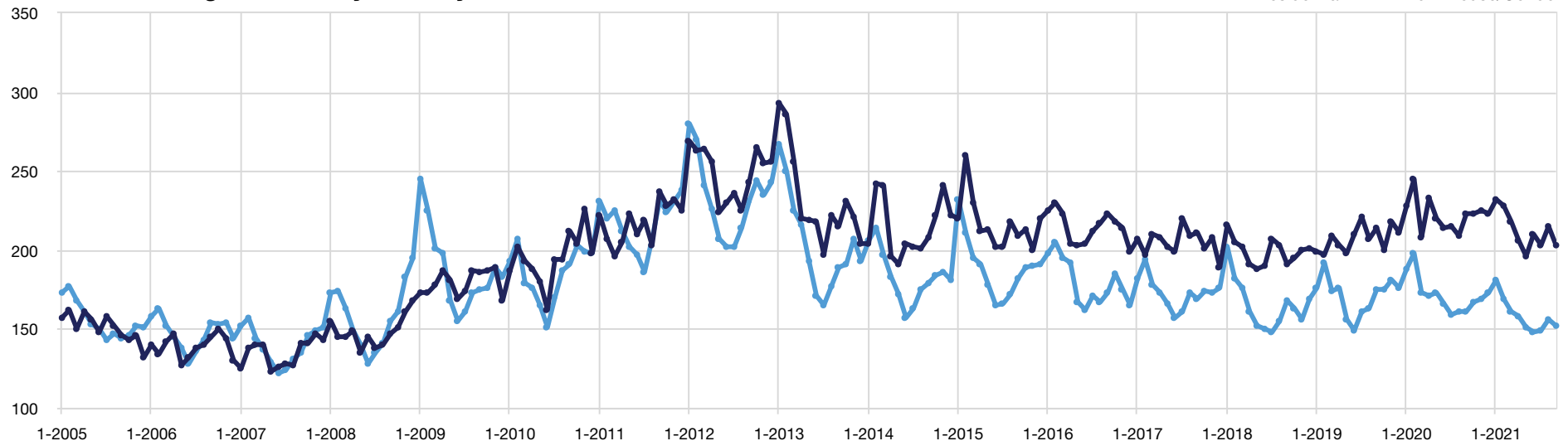
## September

## Year to Date



Affordability Index	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Oct-2020	167	- 4.6%	223	+ 11.5%
Nov-2020	169	- 6.6%	225	+ 3.2%
Dec-2020	173	- 1.7%	223	+ 5.7%
Jan-2021	181	- 3.7%	232	+ 1.8%
Feb-2021	169	- 14.6%	228	- 6.9%
Mar-2021	161	- 6.9%	218	+ 4.8%
Apr-2021	158	- 7.6%	206	- 11.6%
May-2021	151	- 12.7%	196	- 10.9%
Jun-2021	148	- 10.8%	210	- 1.9%
Jul-2021	149	- 6.3%	203	- 5.6%
Aug-2021	156	- 3.1%	215	+ 2.9%
<b>Sep-2021</b>	<b>152</b>	<b>- 5.6%</b>	<b>203</b>	<b>- 9.0%</b>
12-Month Avg	161	- 7.5%	215	- 1.8%

## Historical Housing Affordability Index by Month

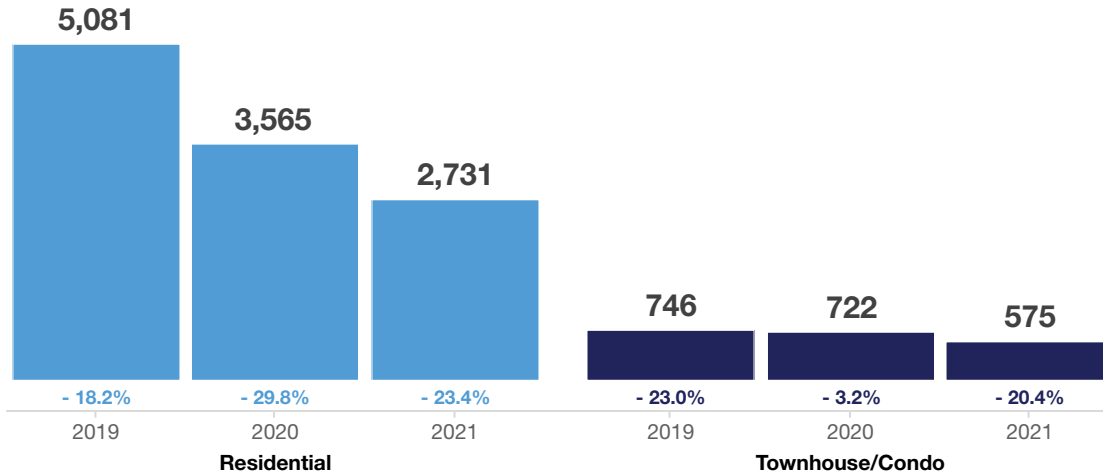


# Inventory of Homes for Sale

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

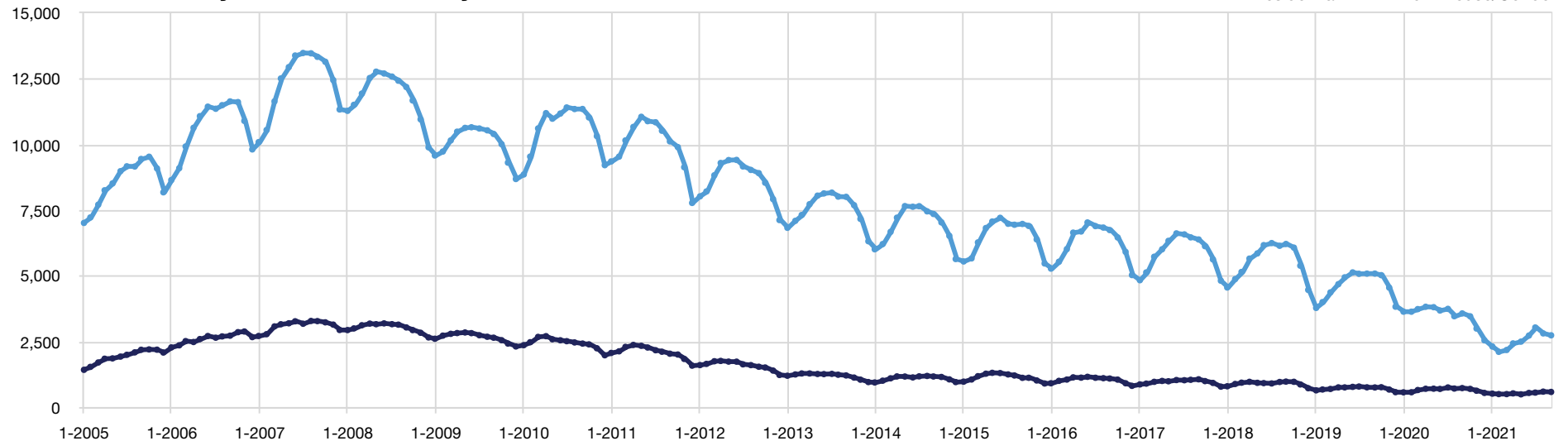


## September



Homes for Sale	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Oct-2020	3,455	- 31.2%	691	- 8.5%
Nov-2020	2,989	- 34.3%	621	- 6.8%
Dec-2020	2,540	- 33.5%	537	- 5.1%
Jan-2021	2,305	- 36.5%	510	- 9.1%
Feb-2021	2,102	- 42.1%	493	- 12.6%
Mar-2021	2,173	- 41.7%	493	- 23.9%
Apr-2021	2,423	- 36.5%	520	- 25.3%
May-2021	2,491	- 34.5%	484	- 30.8%
Jun-2021	2,721	- 26.0%	537	- 22.2%
Jul-2021	3,029	- 19.0%	550	- 26.3%
Aug-2021	2,804	- 18.9%	587	- 16.6%
<b>Sep-2021</b>	<b>2,731</b>	<b>- 23.4%</b>	<b>575</b>	<b>- 20.4%</b>
12-Month Avg	2,647	- 31.6%	550	- 17.7%

## Historical Inventory of Homes for Sale by Month

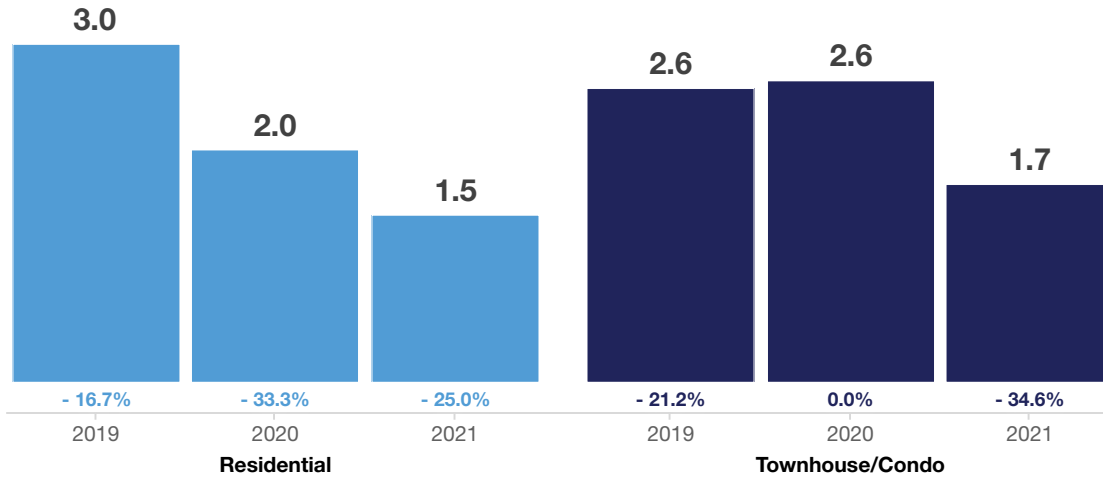


# Months Supply of Inventory

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.



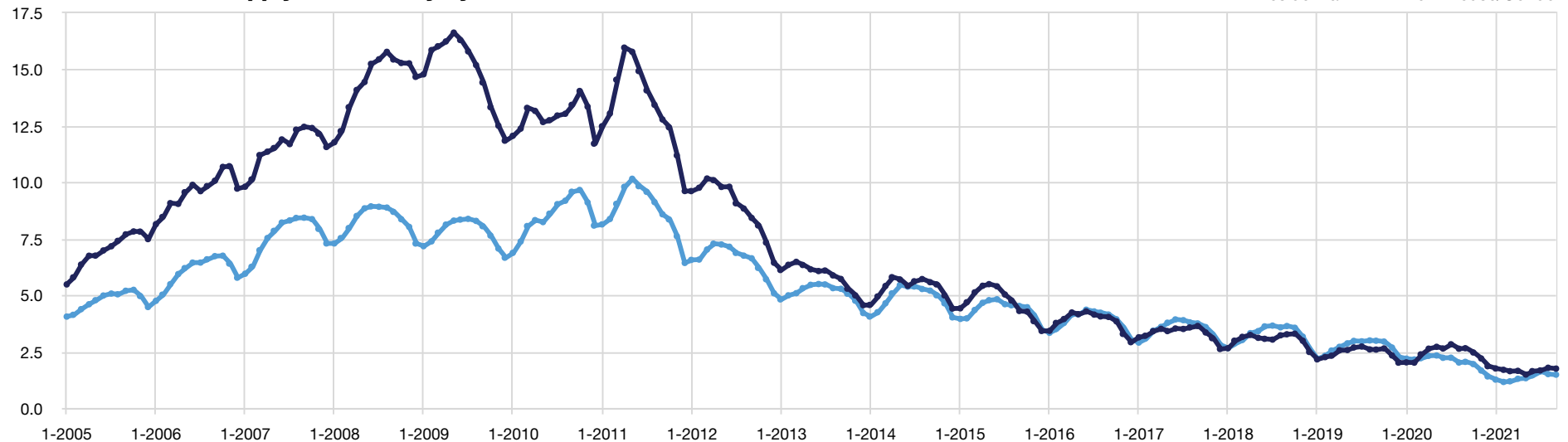
## September



Months Supply	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Oct-2020	1.9	- 34.5%	2.5	- 3.8%
Nov-2020	1.7	- 37.0%	2.2	- 4.3%
Dec-2020	1.4	- 39.1%	1.9	- 5.0%
Jan-2021	1.3	- 40.9%	1.8	- 10.0%
Feb-2021	1.2	- 42.9%	1.7	- 15.0%
Mar-2021	1.2	- 45.5%	1.6	- 33.3%
Apr-2021	1.3	- 43.5%	1.6	- 38.5%
May-2021	1.3	- 43.5%	1.5	- 44.4%
Jun-2021	1.4	- 36.4%	1.6	- 38.5%
Jul-2021	1.6	- 27.3%	1.7	- 39.3%
Aug-2021	1.5	- 25.0%	1.8	- 30.8%
<b>Sep-2021</b>	<b>1.5</b>	<b>- 25.0%</b>	<b>1.7</b>	<b>- 34.6%</b>
12-Month Avg*	1.4	- 37.4%	1.8	- 26.9%

\* Months Supply for all properties from October 2020 through September 2021. This is not the average of the individual figures above.

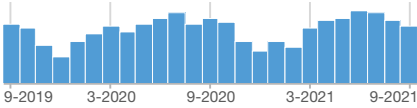
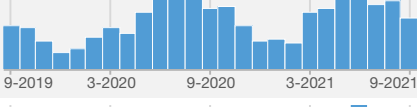
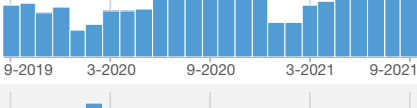
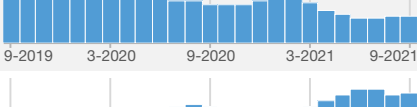
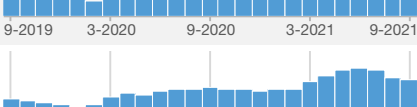
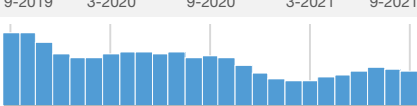
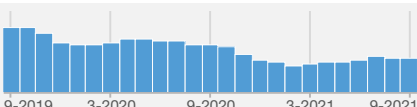

## Historical Months Supply of Inventory by Month



# All Residential Properties Market Overview

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



Key Metrics	Historical Sparkbars	9-2020	9-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		2,868	2,516	- 12.3%	23,053	23,267	+ 0.9%
Pending Sales		2,343	2,149	- 8.3%	19,364	20,258	+ 4.6%
Closed Sales		2,422	2,286	- 5.6%	18,158	19,470	+ 7.2%
Days on Market Until Sale		35	24	- 31.4%	42	28	- 33.3%
Median Sales Price		\$230,250	\$250,000	+ 8.6%	\$220,000	\$243,000	+ 10.5%
Average Sales Price		\$285,046	\$313,154	+ 9.9%	\$270,108	\$309,143	+ 14.5%
Percent of List Price Received		100.1%	101.5%	+ 1.4%	99.1%	102.0%	+ 2.9%
Housing Affordability Index		171	161	- 5.8%	179	165	- 7.8%
Inventory of Homes for Sale		4,319	3,333	- 22.8%	—	—	—
Months Supply of Inventory		2.1	1.5	- 28.6%	—	—	—