

Monthly Indicators



July 2025

U.S. existing-home sales fell 2.7% from the previous month to a seasonally adjusted annual rate of 3.93 million, according to the National Association of REALTORS® (NAR). Sales were unchanged from one year earlier. Regionally, monthly sales declined in the Midwest, Northeast, and South but rose in the West. Year-over-year, sales decreased in the Northeast and West but increased in the South and Midwest.

New Listings increased 1.1 percent for Residential homes but decreased 2.7 percent for Townhouse/Condo homes. Pending Sales decreased 10.8 percent for Residential homes and 15.2 percent for Townhouse/Condo homes. Inventory increased 4.8 percent for Residential homes and 30.6 percent for Townhouse/Condo homes.

Median Sales Price increased 8.1 percent to \$335,000 for Residential homes but decreased 10.5 percent to \$214,000 for Townhouse/Condo homes. Days on Market decreased 4.2 percent for Residential homes but increased 33.3 percent for Townhouse/Condo homes. Months Supply of Inventory increased 13.6 percent for Residential homes and 34.6 percent for Townhouse/Condo homes.

Nationally, the median existing-home sales price rose 2.0% year-over-year to \$435,300, a new monthly high and the 24th consecutive month of annual price gains, according to NAR. Slower sales activity has contributed to rising inventory this year, with 1.53 million properties listed for sale heading into July, a 15.9% increase from the same time last year and equivalent to a 4.7-month supply at the current sales pace.

Quick Facts

+ 0.3%	+ 6.1%	+ 9.6%
Change in Closed Sales All Properties	Change in Median Sales Price All Properties	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	7-2024	7-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		1,879	1,899	+ 1.1%	12,091	12,611	+ 4.3%
Pending Sales		1,541	1,374	- 10.8%	10,047	9,657	- 3.9%
Closed Sales		1,586	1,653	+ 4.2%	9,416	9,124	- 3.1%
Days on Market Until Sale		24	23	- 4.2%	30	30	0.0%
Median Sales Price		\$310,000	\$335,000	+ 8.1%	\$285,000	\$305,000	+ 7.0%
Average Sales Price		\$379,700	\$431,436	+ 13.6%	\$356,883	\$381,111	+ 6.8%
Percent of List Price Received		101.7%	101.2%	- 0.5%	101.1%	100.5%	- 0.6%
Housing Affordability Index		104	97	- 6.7%	114	106	- 7.0%
Inventory of Homes for Sale		3,094	3,244	+ 4.8%	—	—	—
Months Supply of Inventory		2.2	2.5	+ 13.6%	—	—	—

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.



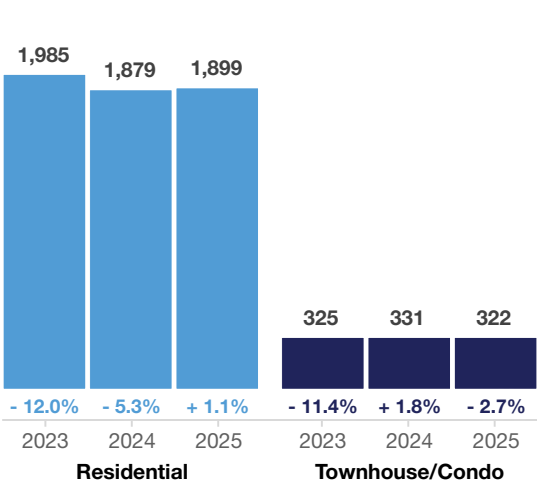
Key Metrics	Historical Sparkbars	7-2024	7-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		331	322	- 2.7%	2,228	2,508	+ 12.6%
Pending Sales		256	217	- 15.2%	1,714	1,679	- 2.0%
Closed Sales		297	233	- 21.5%	1,602	1,568	- 2.1%
Days on Market Until Sale		30	40	+ 33.3%	31	42	+ 35.5%
Median Sales Price		\$239,000	\$214,000	- 10.5%	\$230,000	\$230,000	0.0%
Average Sales Price		\$275,103	\$266,460	- 3.1%	\$274,511	\$281,628	+ 2.6%
Percent of List Price Received		99.7%	98.6%	- 1.1%	99.6%	98.5%	- 1.1%
Housing Affordability Index		133	149	+ 12.0%	139	139	0.0%
Inventory of Homes for Sale		598	781	+ 30.6%	—	—	—
Months Supply of Inventory		2.6	3.5	+ 34.6%	—	—	—

New Listings

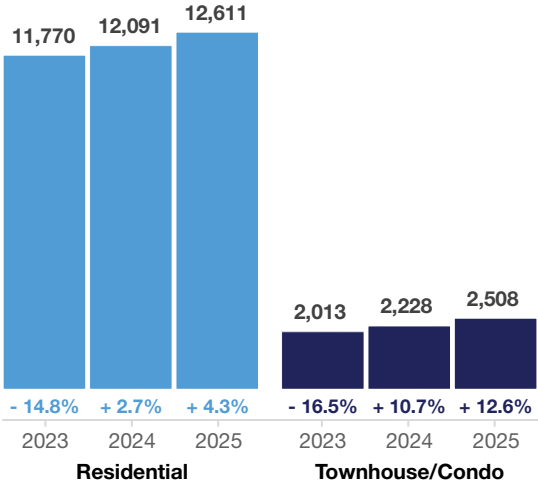
A count of the properties that have been newly listed on the market in a given month.



July

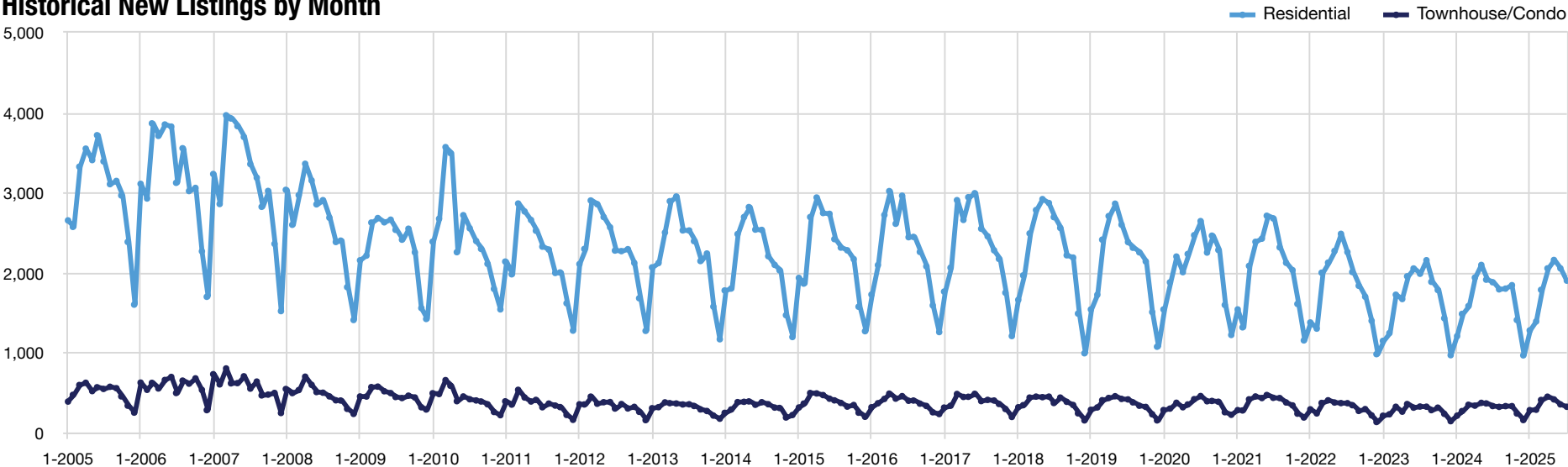


Year to Date



New Listings	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Aug-2024	1,790	- 16.9%	321	- 0.6%
Sep-2024	1,799	- 4.5%	330	+ 17.9%
Oct-2024	1,842	+ 3.4%	330	+ 6.1%
Nov-2024	1,407	- 1.5%	238	+ 1.7%
Dec-2024	965	- 0.2%	156	+ 9.9%
Jan-2025	1,277	+ 6.0%	280	+ 32.7%
Feb-2025	1,389	- 6.3%	285	+ 6.3%
Mar-2025	1,784	+ 12.8%	407	+ 17.3%
Apr-2025	2,052	+ 5.9%	448	+ 33.3%
May-2025	2,157	+ 3.0%	414	+ 11.6%
Jun-2025	2,053	+ 7.4%	352	- 3.3%
Jul-2025	1,899	+ 1.1%	322	- 2.7%
12-Month Avg	1,701	+ 0.5%	324	+ 10.6%

Historical New Listings by Month

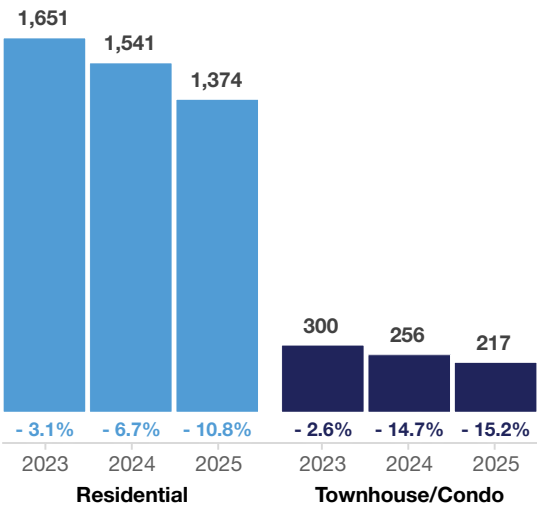


Pending Sales

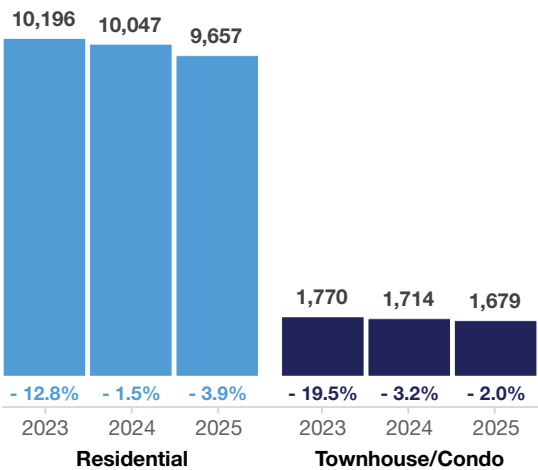
A count of the properties on which offers have been accepted in a given month.



July

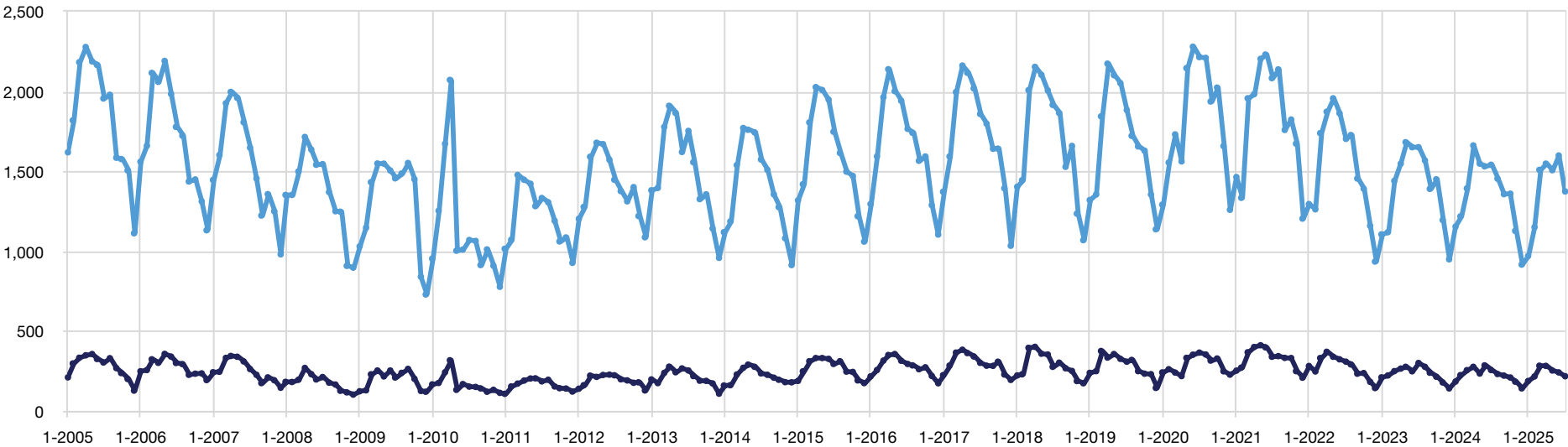


Year to Date



Pending Sales	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Aug-2024	1,454	- 7.3%	231	- 16.3%
Sep-2024	1,357	- 2.4%	221	- 7.5%
Oct-2024	1,360	- 6.2%	209	- 2.3%
Nov-2024	1,127	- 5.7%	183	+ 2.8%
Dec-2024	916	- 3.5%	141	0.0%
Jan-2025	970	- 15.9%	187	+ 1.6%
Feb-2025	1,150	- 5.6%	216	- 3.6%
Mar-2025	1,509	+ 8.3%	283	+ 11.0%
Apr-2025	1,548	- 6.9%	282	+ 2.2%
May-2025	1,507	- 2.6%	253	+ 8.1%
Jun-2025	1,599	+ 4.4%	241	- 15.4%
Jul-2025	1,374	- 10.8%	217	- 15.2%
12-Month Avg	1,323	- 4.3%	222	- 3.5%

Historical Pending Sales by Month

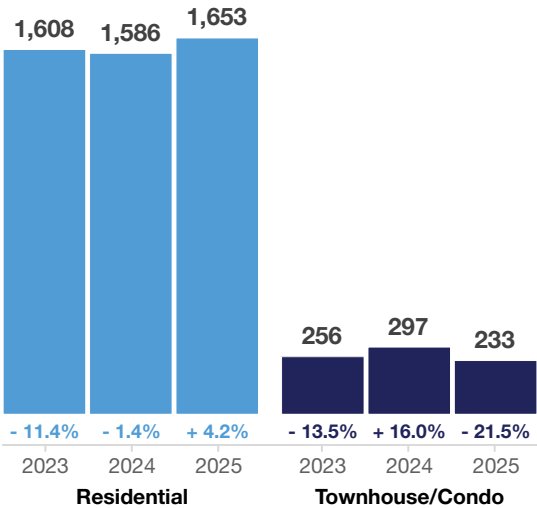


Closed Sales

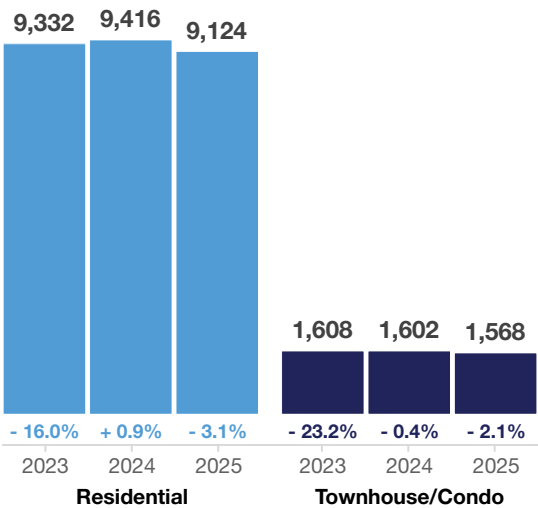
A count of the actual sales that closed in a given month.



July

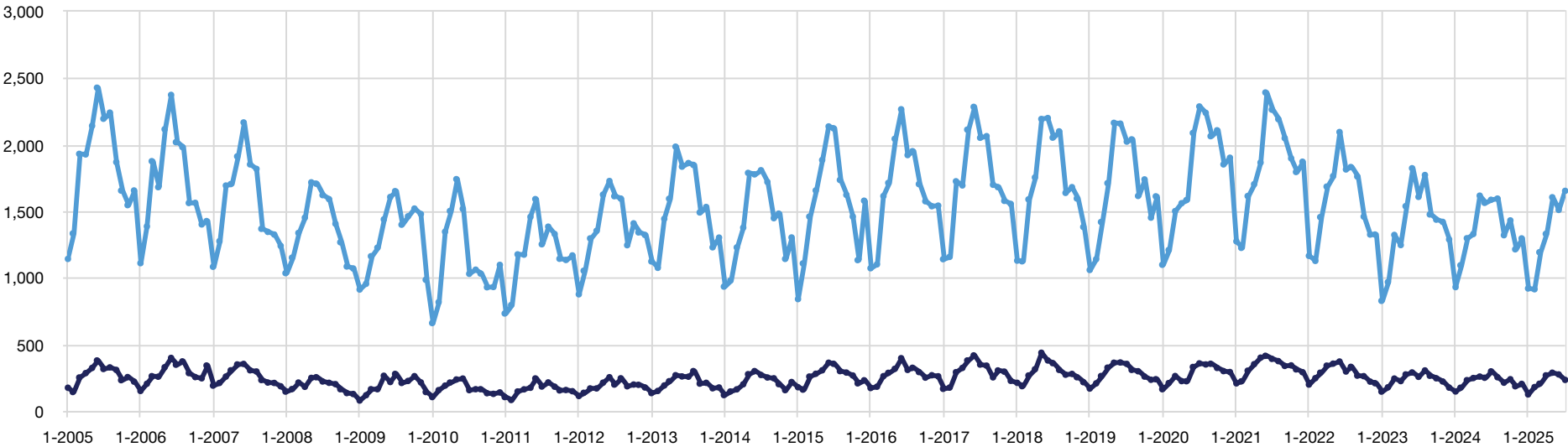


Year to Date



Closed Sales	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Aug-2024	1,595	- 10.0%	253	- 16.8%
Sep-2024	1,320	- 10.6%	212	- 19.7%
Oct-2024	1,431	- 0.4%	238	- 2.9%
Nov-2024	1,214	- 14.5%	185	- 16.3%
Dec-2024	1,296	+ 0.6%	203	+ 16.0%
Jan-2025	920	- 1.1%	124	- 15.1%
Feb-2025	914	- 16.5%	179	+ 2.9%
Mar-2025	1,192	- 8.1%	204	- 11.7%
Apr-2025	1,330	+ 0.1%	267	+ 8.1%
May-2025	1,605	- 0.7%	287	+ 11.2%
Jun-2025	1,510	- 3.4%	274	+ 10.0%
Jul-2025	1,653	+ 4.2%	233	- 21.5%
12-Month Avg	1,332	- 4.9%	222	- 5.1%

Historical Closed Sales by Month



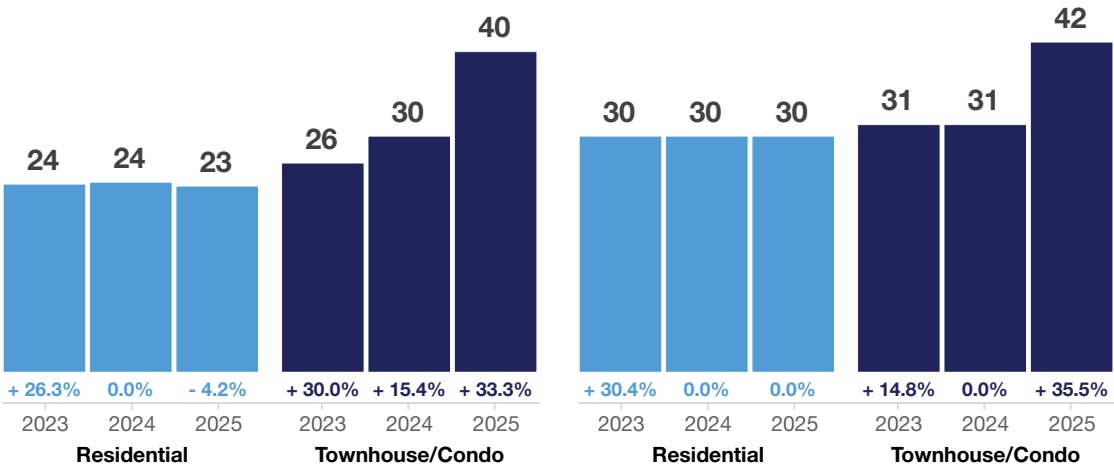
Days on Market Until Sale

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



July

Year to Date



Days on Market	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Aug-2024	25	+ 8.7%	33	+ 50.0%
Sep-2024	30	+ 15.4%	28	- 12.5%
Oct-2024	30	+ 15.4%	33	+ 37.5%
Nov-2024	29	- 6.5%	38	+ 65.2%
Dec-2024	37	+ 8.8%	45	+ 50.0%
Jan-2025	42	- 6.7%	47	+ 20.5%
Feb-2025	39	- 7.1%	55	+ 25.0%
Mar-2025	34	+ 3.0%	40	+ 25.0%
Apr-2025	28	0.0%	41	+ 70.8%
May-2025	27	+ 12.5%	34	+ 36.0%
Jun-2025	24	+ 9.1%	40	+ 25.0%
Jul-2025	23	- 4.2%	40	+ 33.3%
12-Month Avg*	30	+ 3.9%	39	+ 34.2%

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

Historical Days on Market Until Sale by Month

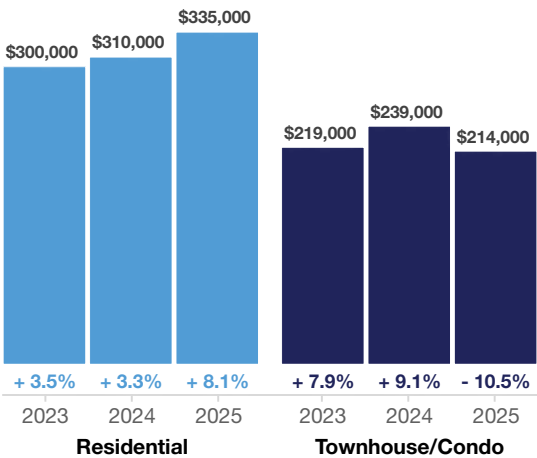


Median Sales Price

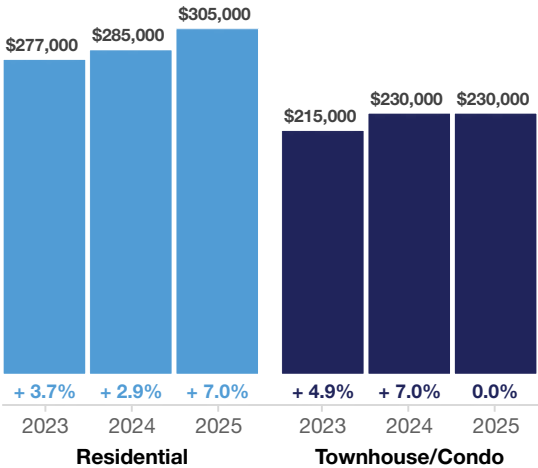
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



July



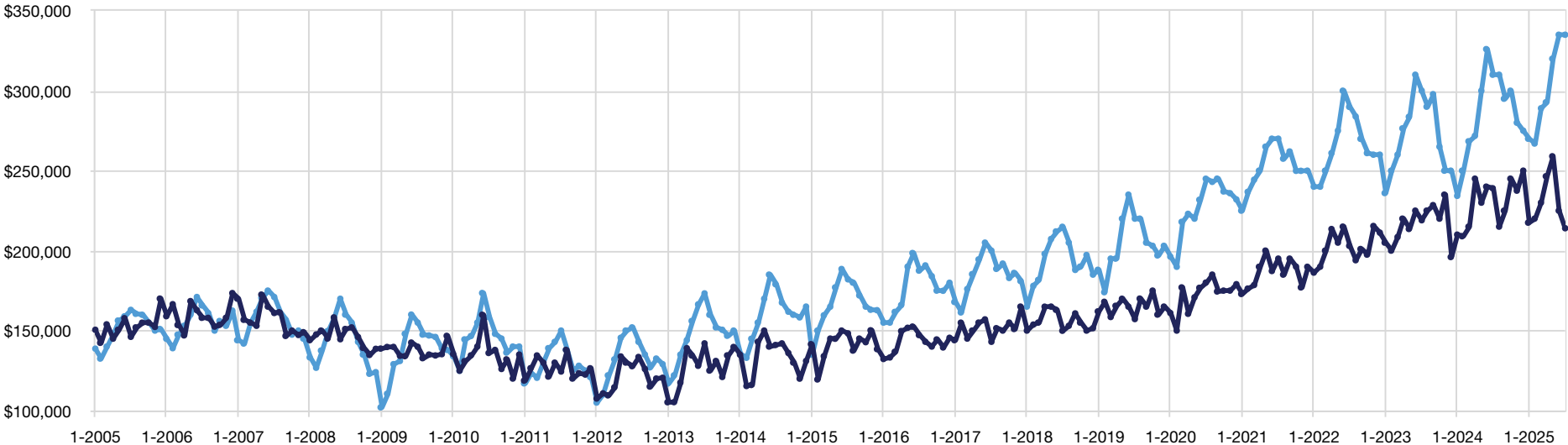
Year to Date



Median Sales Price	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Aug-2024	\$310,000	+ 6.9%	\$215,000	- 4.4%
Sep-2024	\$295,000	- 1.0%	\$225,000	- 1.5%
Oct-2024	\$300,000	+ 13.2%	\$245,000	+ 11.4%
Nov-2024	\$280,000	+ 12.0%	\$237,500	+ 1.1%
Dec-2024	\$275,000	+ 10.0%	\$250,000	+ 27.6%
Jan-2025	\$270,000	+ 15.3%	\$217,500	+ 3.6%
Feb-2025	\$266,963	+ 6.8%	\$220,000	+ 5.3%
Mar-2025	\$289,000	+ 7.7%	\$230,000	+ 7.0%
Apr-2025	\$292,750	+ 7.7%	\$246,500	+ 0.6%
May-2025	\$320,000	+ 6.7%	\$259,000	+ 12.6%
Jun-2025	\$335,000	+ 2.8%	\$225,000	- 6.3%
Jul-2025	\$335,000	+ 8.1%	\$214,000	- 10.5%
12-Month Avg*	\$300,000	+ 7.1%	\$231,475	+ 2.9%

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

Historical Median Sales Price by Month

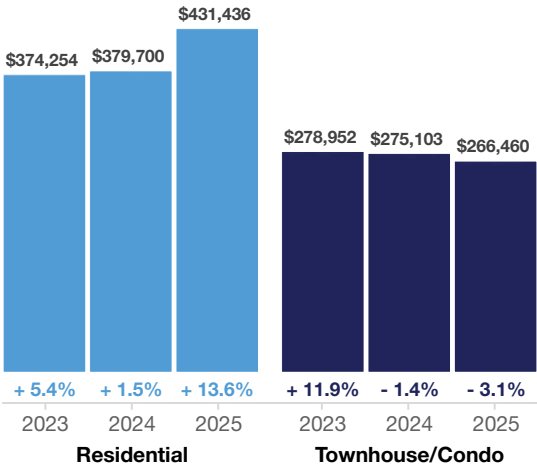


Average Sales Price

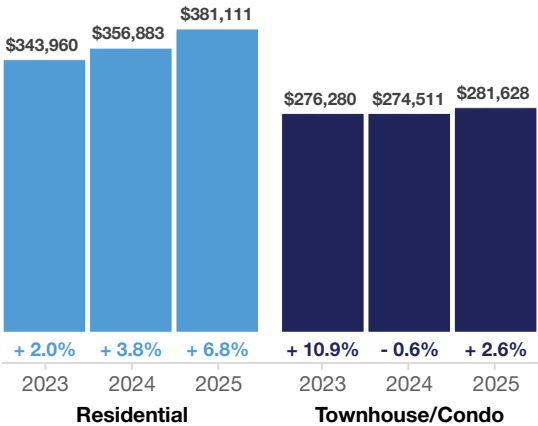
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



July



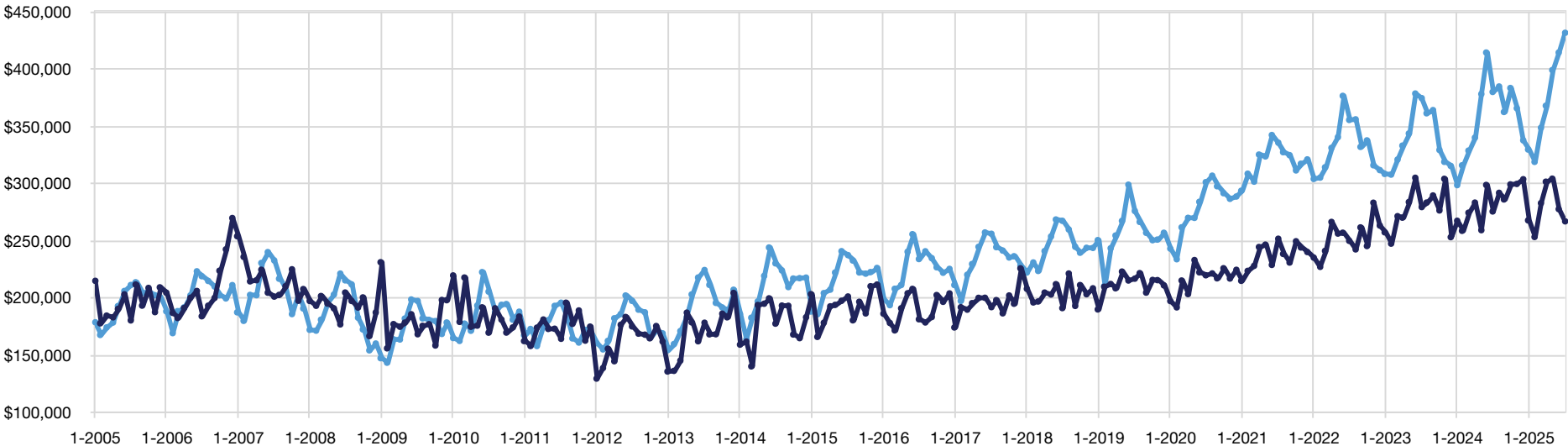
Year to Date



Avg. Sales Price	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Aug-2024	\$384,453	+ 6.5%	\$291,391	+ 3.0%
Sep-2024	\$362,162	- 0.4%	\$285,617	- 1.2%
Oct-2024	\$383,122	+ 16.5%	\$298,761	+ 8.3%
Nov-2024	\$365,431	+ 14.7%	\$299,180	- 1.5%
Dec-2024	\$337,334	+ 7.1%	\$303,280	+ 20.1%
Jan-2025	\$329,307	+ 10.5%	\$267,302	+ 0.1%
Feb-2025	\$318,484	+ 1.0%	\$252,770	- 2.1%
Mar-2025	\$348,343	+ 6.1%	\$282,408	+ 3.1%
Apr-2025	\$367,614	+ 8.2%	\$301,129	+ 6.5%
May-2025	\$398,809	+ 5.5%	\$303,768	+ 17.4%
Jun-2025	\$414,173	+ 0.0%	\$277,161	- 7.1%
Jul-2025	\$431,436	+ 13.6%	\$266,460	- 3.1%
12-Month Avg*	\$375,320	+ 7.5%	\$287,285	+ 3.4%

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

Historical Average Sales Price by Month

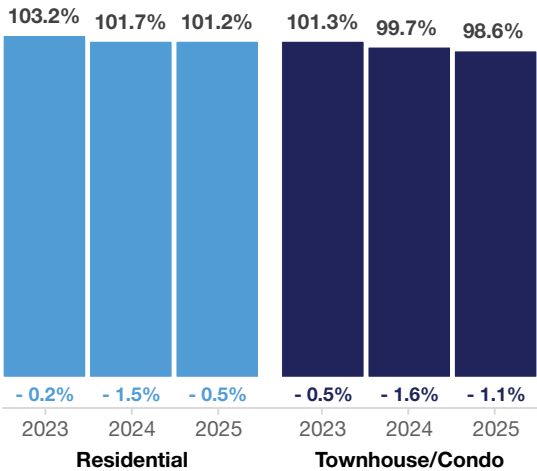


Percent of List Price Received

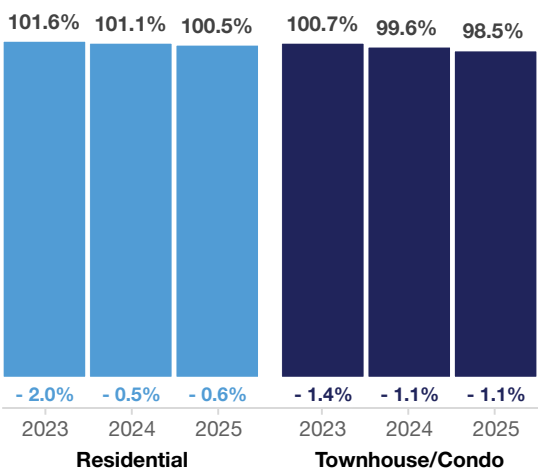


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

July



Year to Date



Pct. of List Price Received	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Aug-2024	101.1%	- 1.2%	99.3%	- 2.0%
Sep-2024	100.0%	- 1.7%	99.0%	- 1.5%
Oct-2024	100.1%	- 0.3%	99.2%	- 1.0%
Nov-2024	99.4%	- 0.3%	98.5%	- 2.0%
Dec-2024	98.8%	- 0.3%	98.1%	- 1.3%
Jan-2025	98.5%	+ 0.2%	97.2%	- 1.0%
Feb-2025	99.0%	0.0%	98.1%	- 0.8%
Mar-2025	99.8%	- 1.1%	98.5%	- 1.1%
Apr-2025	100.9%	- 0.7%	99.2%	- 1.2%
May-2025	101.1%	- 0.9%	98.6%	- 1.5%
Jun-2025	101.3%	- 1.0%	98.3%	- 1.2%
Jul-2025	101.2%	- 0.5%	98.6%	- 1.1%
12-Month Avg*	100.3%	- 0.7%	98.6%	- 1.3%

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

Historical Percent of List Price Received by Month



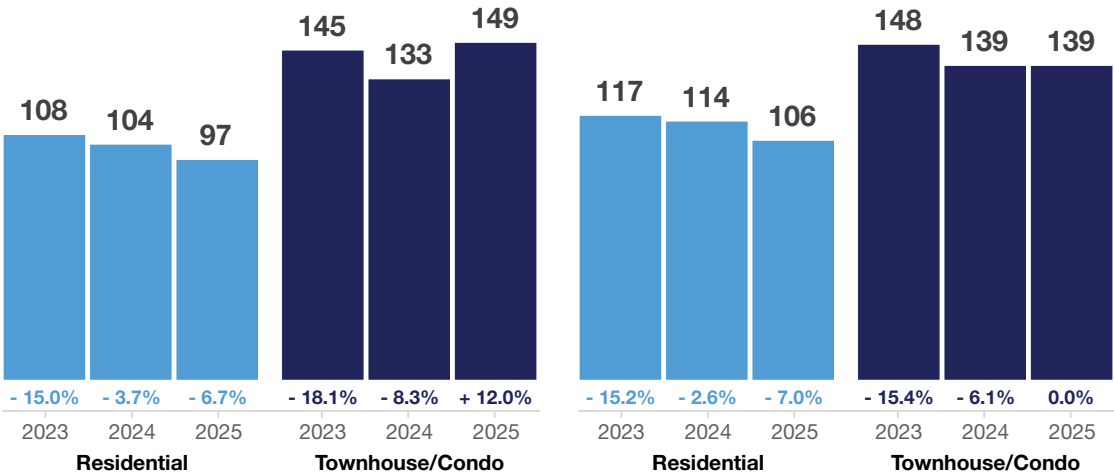
Housing Affordability Index

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.



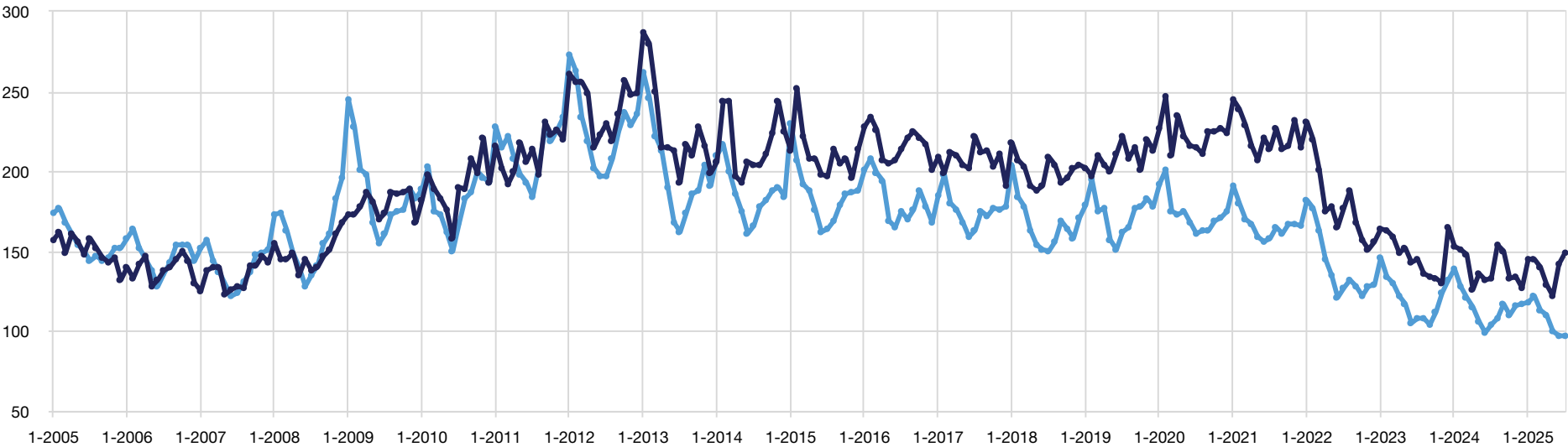
July

Year to Date



Affordability Index	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Aug-2024	108	0.0%	154	+ 13.2%
Sep-2024	117	+ 12.5%	150	+ 11.9%
Oct-2024	110	- 1.8%	133	0.0%
Nov-2024	116	- 6.5%	134	+ 3.1%
Dec-2024	117	- 11.4%	127	- 23.0%
Jan-2025	118	- 15.1%	145	- 5.2%
Feb-2025	122	- 4.7%	145	- 4.0%
Mar-2025	113	- 6.6%	140	- 5.4%
Apr-2025	110	- 4.3%	129	+ 2.4%
May-2025	100	- 5.7%	122	- 10.3%
Jun-2025	97	- 2.0%	142	+ 7.6%
Jul-2025	97	- 6.7%	149	+ 12.0%
12-Month Avg	110	- 5.2%	139	- 0.7%

Historical Housing Affordability Index by Month

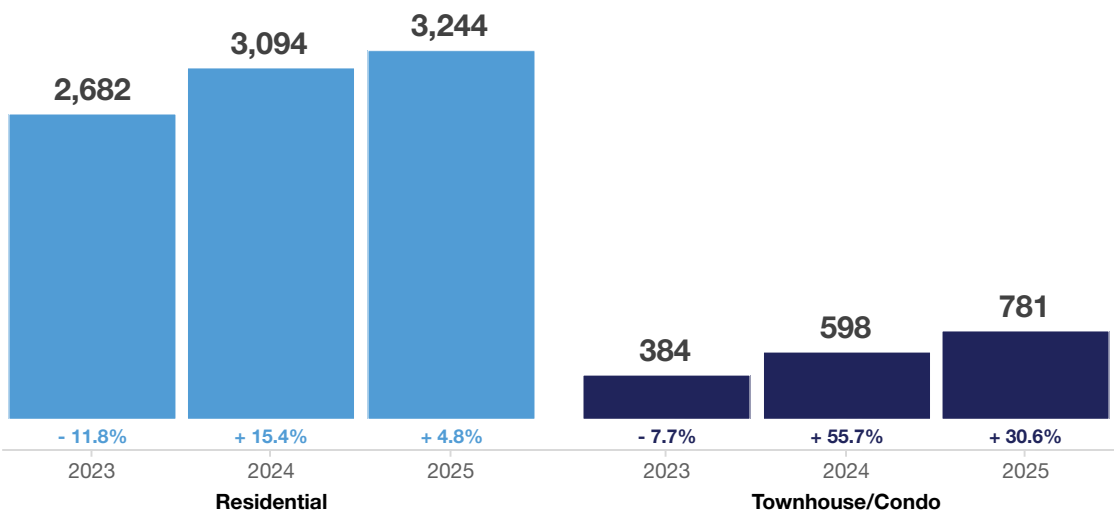


Inventory of Homes for Sale

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

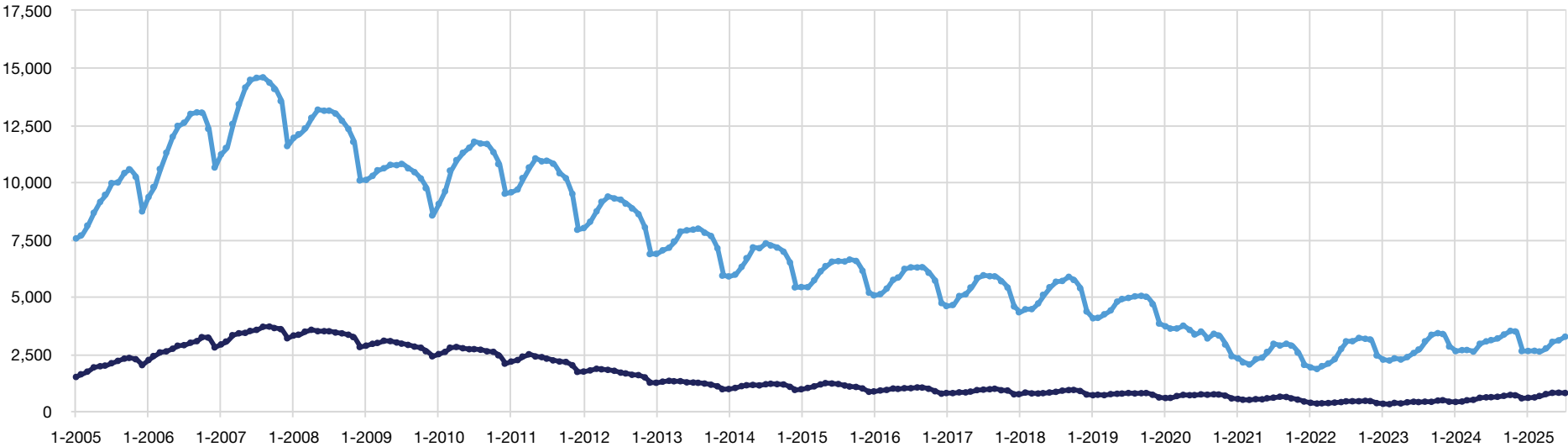


July



Homes for Sale	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Aug-2024	3,168	+ 4.2%	615	+ 53.4%
Sep-2024	3,340	+ 0.4%	657	+ 66.3%
Oct-2024	3,498	+ 2.9%	696	+ 55.0%
Nov-2024	3,473	+ 3.3%	678	+ 46.1%
Dec-2024	2,615	- 7.1%	549	+ 37.6%
Jan-2025	2,619	+ 0.2%	571	+ 46.4%
Feb-2025	2,626	- 1.1%	587	+ 44.2%
Mar-2025	2,596	- 2.4%	649	+ 40.5%
Apr-2025	2,732	+ 5.4%	735	+ 52.8%
May-2025	3,019	+ 2.9%	788	+ 38.0%
Jun-2025	3,084	+ 1.4%	793	+ 34.2%
Jul-2025	3,244	+ 4.8%	781	+ 30.6%
12-Month Avg	3,001	+ 1.4%	675	+ 44.5%

Historical Inventory of Homes for Sale by Month

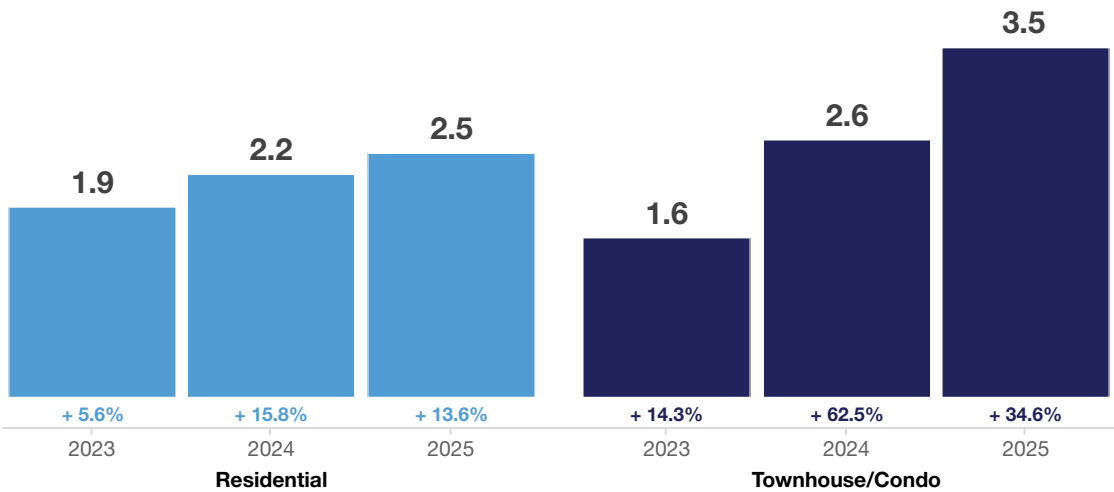


Months Supply of Inventory

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.



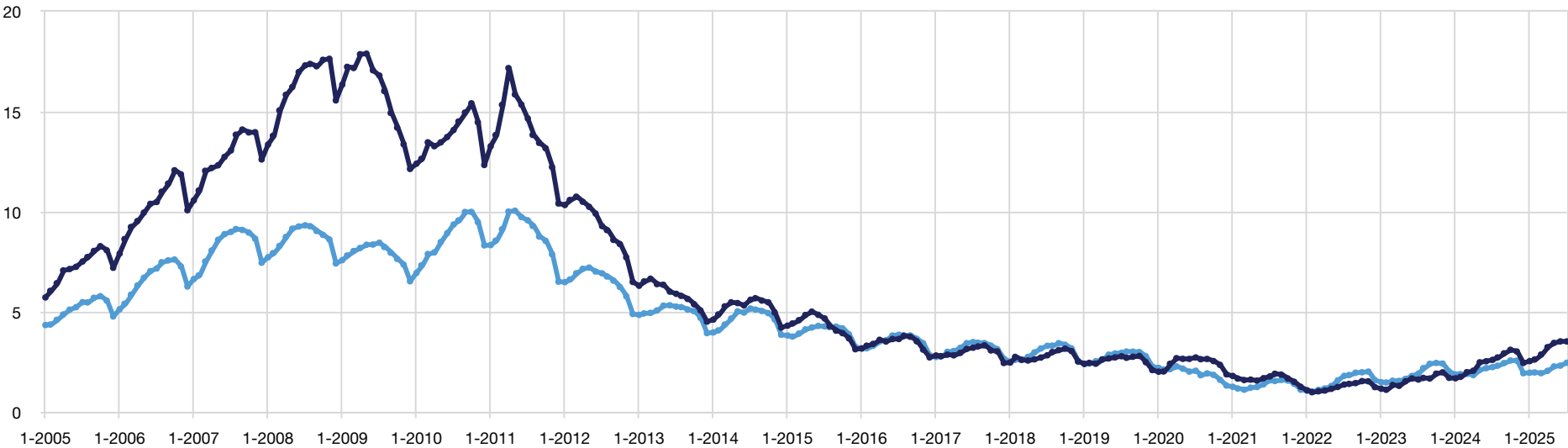
July



Months Supply	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Aug-2024	2.3	+ 4.5%	2.7	+ 58.8%
Sep-2024	2.4	0.0%	2.9	+ 70.6%
Oct-2024	2.6	+ 8.3%	3.1	+ 63.2%
Nov-2024	2.6	+ 8.3%	3.0	+ 50.0%
Dec-2024	1.9	- 5.0%	2.4	+ 41.2%
Jan-2025	2.0	+ 5.3%	2.5	+ 47.1%
Feb-2025	2.0	+ 5.3%	2.6	+ 52.9%
Mar-2025	1.9	0.0%	2.9	+ 45.0%
Apr-2025	2.0	+ 11.1%	3.2	+ 52.4%
May-2025	2.3	+ 9.5%	3.4	+ 36.0%
Jun-2025	2.3	+ 4.5%	3.5	+ 40.0%
Jul-2025	2.5	+ 13.6%	3.5	+ 34.6%
12-Month Avg*	2.2	+ 5.0%	3.0	+ 49.7%

* Months Supply for all properties from August 2024 through July 2025. 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	7-2024	7-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		2,222	2,237	+ 0.7%	14,375	15,215	+ 5.8%
Pending Sales		1,807	1,609	- 11.0%	11,813	11,400	- 3.5%
Closed Sales		1,890	1,895	+ 0.3%	11,067	10,746	- 2.9%
Days on Market Until Sale		25	26	+ 4.0%	30	32	+ 6.7%
Median Sales Price		\$297,000	\$315,000	+ 6.1%	\$275,000	\$292,000	+ 6.2%
Average Sales Price		\$362,429	\$409,877	+ 13.1%	\$344,005	\$365,564	+ 6.3%
Percent of List Price Received		101.3%	100.8%	- 0.5%	100.8%	100.2%	- 0.6%
Housing Affordability Index		109	103	- 5.5%	118	111	- 5.9%
Inventory of Homes for Sale		3,704	4,058	+ 9.6%	—	—	—
Months Supply of Inventory		2.3	2.6	+ 13.0%	—	—	—