

Monthly Indicators



August 2025

U.S. existing-home sales rose 2.0% month-over-month and 0.8% year-over-year to a seasonally adjusted annual rate of 4.01 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast a rate of 3.92 million units. Regionally, sales increased on a monthly basis in the West, South, and Northeast, but declined in the Midwest.

New Listings decreased 1.3 percent for Residential homes and 8.1 percent for Townhouse/Condo homes. Pending Sales decreased 4.8 percent for Residential homes but increased 1.8 percent for Townhouse/Condo homes. Inventory decreased 9.1 percent for Residential homes but increased 15.5 percent for Townhouse/Condo homes.

Median Sales Price increased 3.2 percent to \$320,000 for Residential homes and 1.9 percent to \$219,000 for Townhouse/Condo homes. Days on Market increased 28.0 percent for Residential homes and 21.2 percent for Townhouse/Condo homes. Months Supply of Inventory decreased 8.0 percent for Residential homes but increased 13.8 percent for Townhouse/Condo homes.

Nationally, 1.55 million units were listed for sale heading into August, up 0.6% from the previous month and 15.7% higher than the same time last year, representing a 4.6-month supply at the current sales pace, according to NAR. Inventory is now at its highest level since May 2020, a shift that has helped slow price growth in many markets. As a result, the national median existing-home sales price edged up just 0.2% year-over-year to \$422,400.

Quick Facts

- 4.8%

Change in
Closed Sales
All Properties

+ 3.4%

Change in
Median Sales Price
All Properties

- 4.6%

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.

Residential Market Overview	2
Townhouse/Condo Market Overview	3
New Listings	4
Pending Sales	5
Closed Sales	6
Days on Market Until Sale	7
Median Sales Price	8
Average Sales Price	9
Percent of List Price Received	10
Housing Affordability Index	11
Inventory of Homes for Sale	12
Months Supply of Inventory	13
All Residential Properties Market Overview	14



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	8-2024	8-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		1,788	1,765	- 1.3%	13,878	14,359	+ 3.5%
Pending Sales		1,471	1,401	- 4.8%	11,442	11,337	- 0.9%
Closed Sales		1,595	1,517	- 4.9%	11,012	10,696	- 2.9%
Days on Market Until Sale		25	32	+ 28.0%	29	30	+ 3.4%
Median Sales Price		\$310,000	\$320,000	+ 3.2%	\$287,000	\$306,250	+ 6.7%
Average Sales Price		\$384,453	\$407,524	+ 6.0%	\$360,870	\$384,613	+ 6.6%
Percent of List Price Received		101.1%	100.6%	- 0.5%	101.1%	100.5%	- 0.6%
Housing Affordability Index		108	103	- 4.6%	117	107	- 8.5%
Inventory of Homes for Sale		3,416	3,106	- 9.1%	—	—	—
Months Supply of Inventory		2.5	2.3	- 8.0%	—	—	—

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.



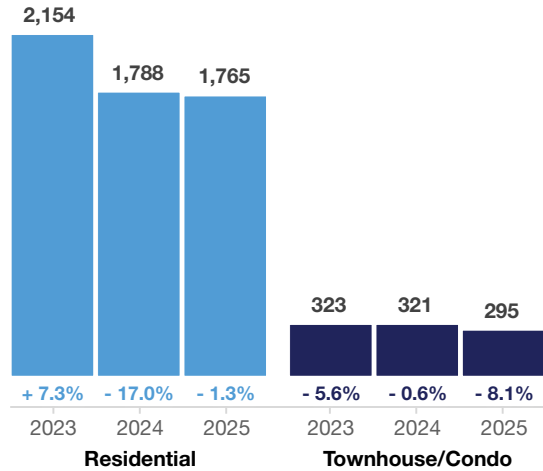
Key Metrics	Historical Sparkbars	8-2024	8-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		321	295	- 8.1%	2,548	2,808	+ 10.2%
Pending Sales		224	228	+ 1.8%	1,919	1,948	+ 1.5%
Closed Sales		253	235	- 7.1%	1,855	1,813	- 2.3%
Days on Market Until Sale		33	40	+ 21.2%	31	41	+ 32.3%
Median Sales Price		\$215,000	\$219,000	+ 1.9%	\$230,000	\$230,000	0.0%
Average Sales Price		\$291,391	\$269,266	- 7.6%	\$276,815	\$279,862	+ 1.1%
Percent of List Price Received		99.3%	97.8%	- 1.5%	99.5%	98.4%	- 1.1%
Housing Affordability Index		154	148	- 3.9%	144	141	- 2.1%
Inventory of Homes for Sale		658	760	+ 15.5%	—	—	—
Months Supply of Inventory		2.9	3.3	+ 13.8%	—	—	—

New Listings

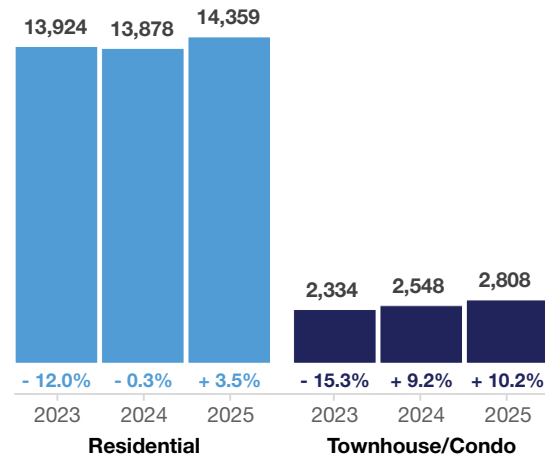
A count of the properties that have been newly listed on the market in a given month.



August

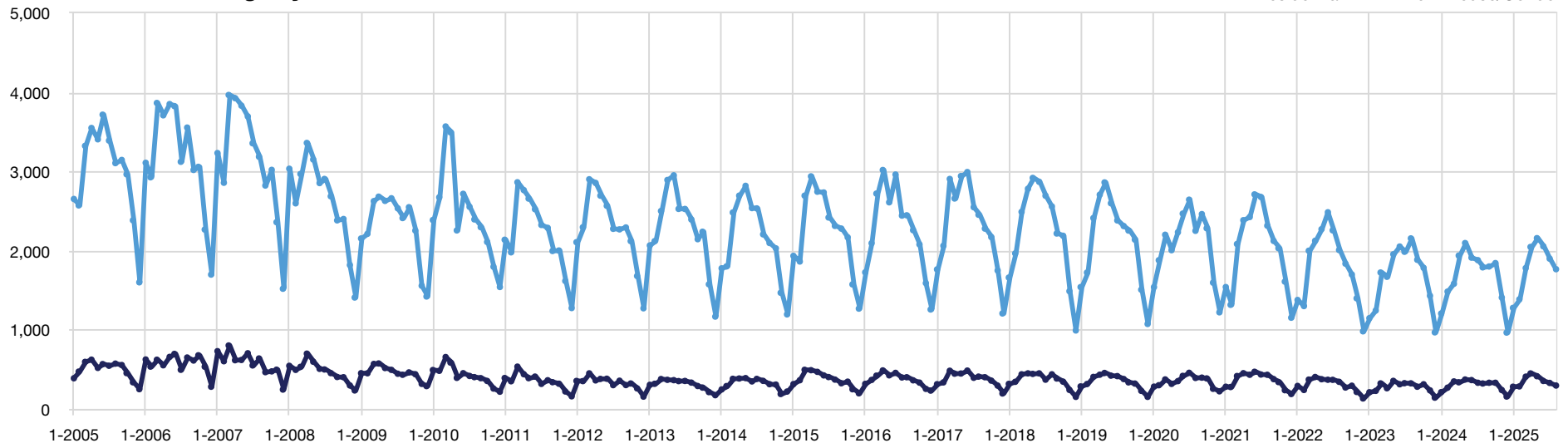


Year to Date



New Listings	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	964	- 0.3%	156	+ 9.9%
Jan-2025	1,276	+ 5.9%	280	+ 32.7%
Feb-2025	1,384	- 6.6%	284	+ 6.0%
Mar-2025	1,779	+ 12.5%	407	+ 17.3%
Apr-2025	2,046	+ 5.6%	448	+ 33.3%
May-2025	2,157	+ 3.0%	413	+ 11.3%
Jun-2025	2,054	+ 7.5%	353	- 3.0%
Jul-2025	1,898	+ 1.0%	328	- 0.6%
Aug-2025	1,765	- 1.3%	295	- 8.1%
12-Month Avg	1,698	+ 2.2%	322	+ 9.9%

Historical New Listings by Month

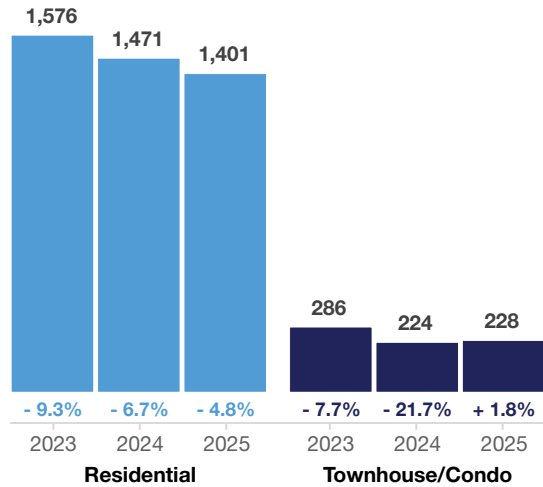


Pending Sales

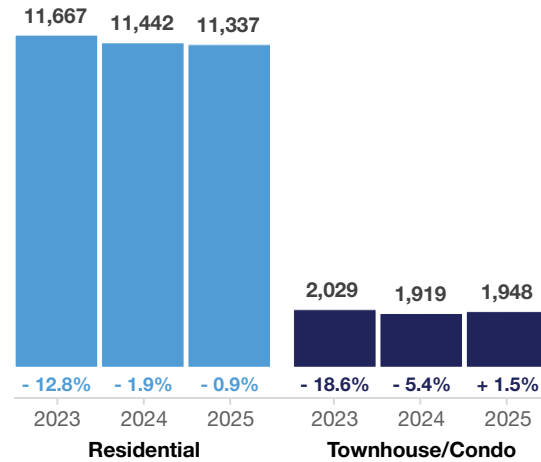
A count of the properties on which offers have been accepted in a given month.



August

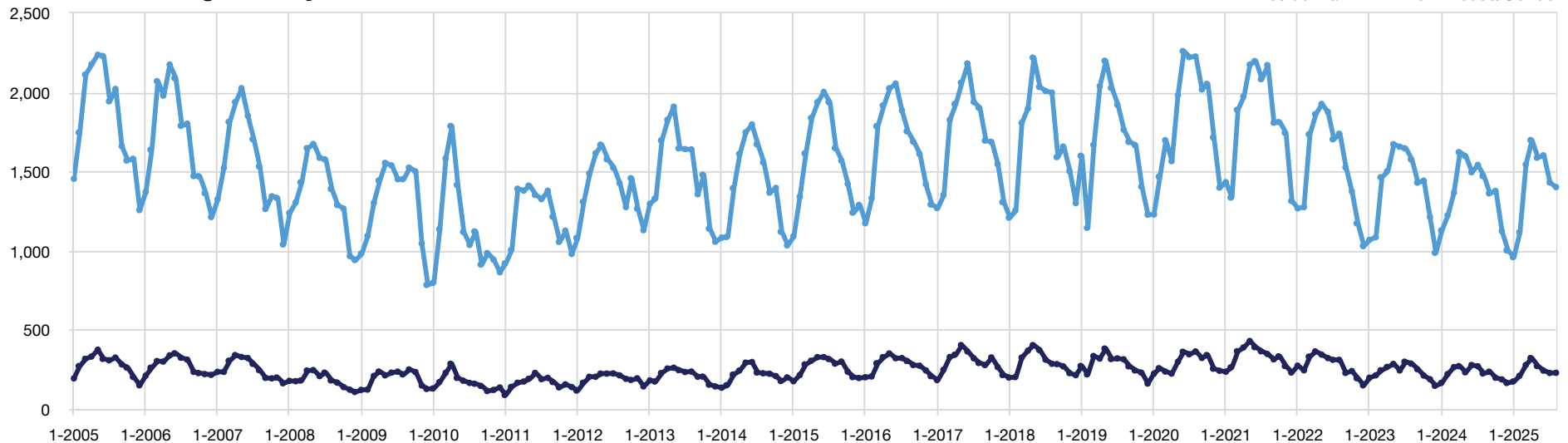


Year to Date



Pending Sales	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Sep-2024	1,361	- 4.8%	235	- 6.4%
Oct-2024	1,377	- 4.5%	197	- 6.6%
Nov-2024	1,123	- 7.3%	186	- 0.5%
Dec-2024	1,001	+ 1.5%	164	+ 12.3%
Jan-2025	959	- 14.9%	173	+ 5.5%
Feb-2025	1,116	- 8.7%	209	- 5.0%
Mar-2025	1,544	+ 13.0%	277	+ 4.9%
Apr-2025	1,698	+ 4.7%	321	+ 18.9%
May-2025	1,587	- 0.6%	271	+ 17.3%
Jun-2025	1,602	+ 7.2%	242	- 12.6%
Jul-2025	1,430	- 7.2%	227	- 15.6%
Aug-2025	1,401	- 4.8%	228	+ 1.8%
12-Month Avg	1,350	- 1.9%	228	+ 0.9%

Historical Pending Sales by Month

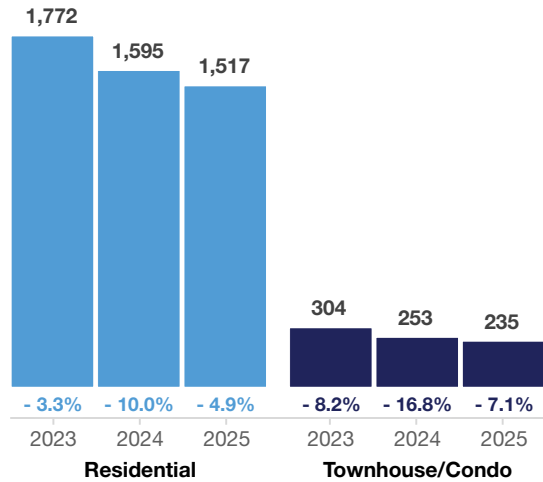


Closed Sales

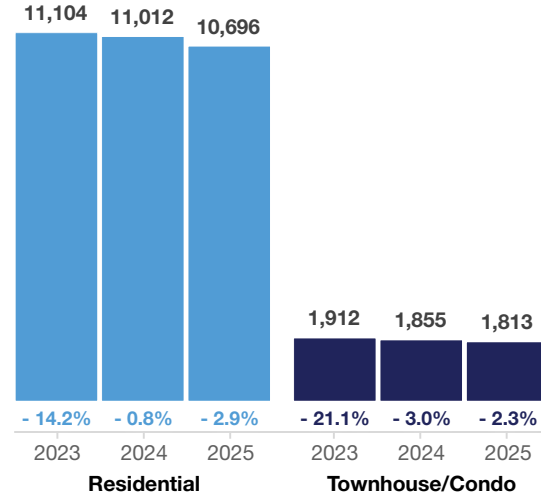
A count of the actual sales that closed in a given month.



August

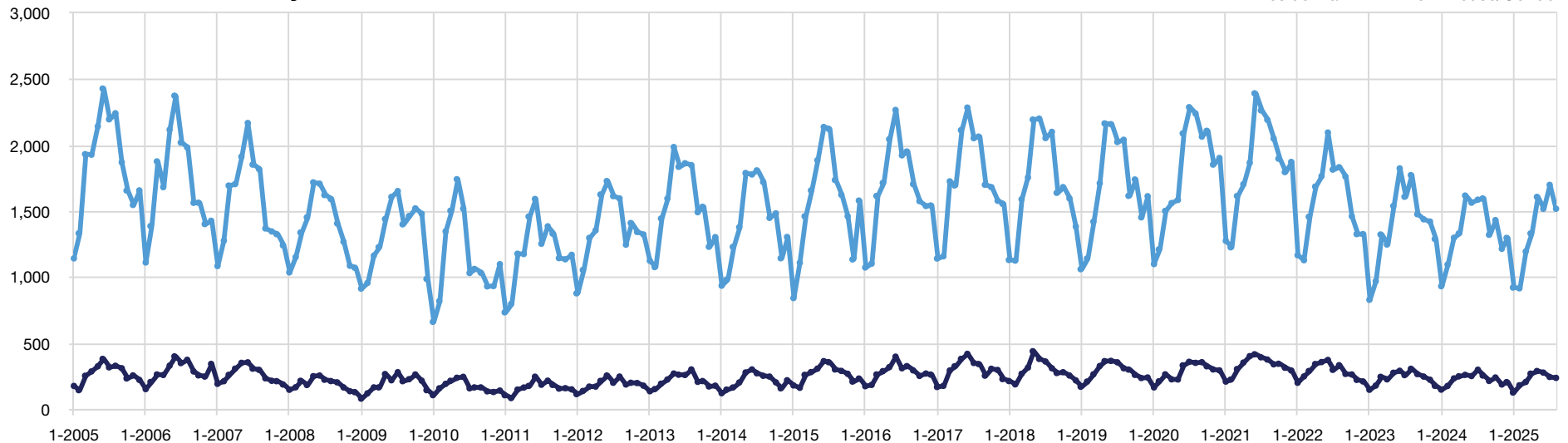


Year to Date



Closed Sales	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	1,193	- 8.0%	204	- 11.7%
Apr-2025	1,330	0.0%	267	+ 8.1%
May-2025	1,607	- 0.6%	287	+ 11.2%
Jun-2025	1,517	- 2.9%	275	+ 10.4%
Jul-2025	1,698	+ 7.1%	242	- 18.5%
Aug-2025	1,517	- 4.9%	235	- 7.1%
12-Month Avg	1,330	- 4.0%	221	- 3.9%

Historical Closed Sales by Month

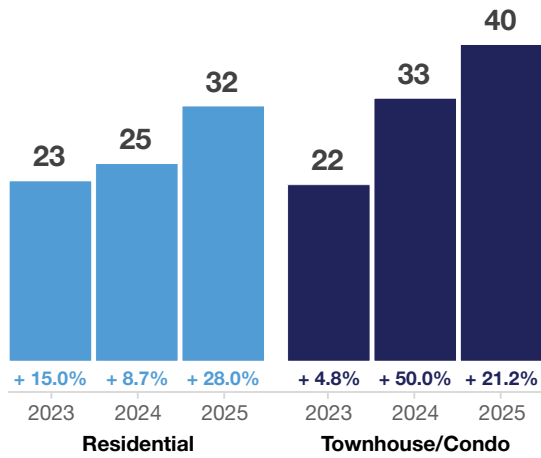


Days on Market Until Sale

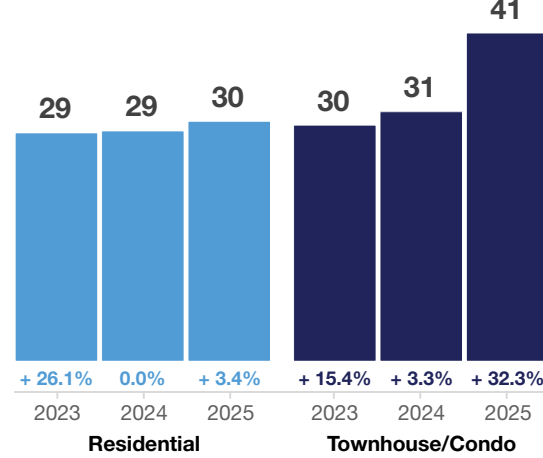
Average number of days between when a property is listed and when an offer is accepted in a given month.



August



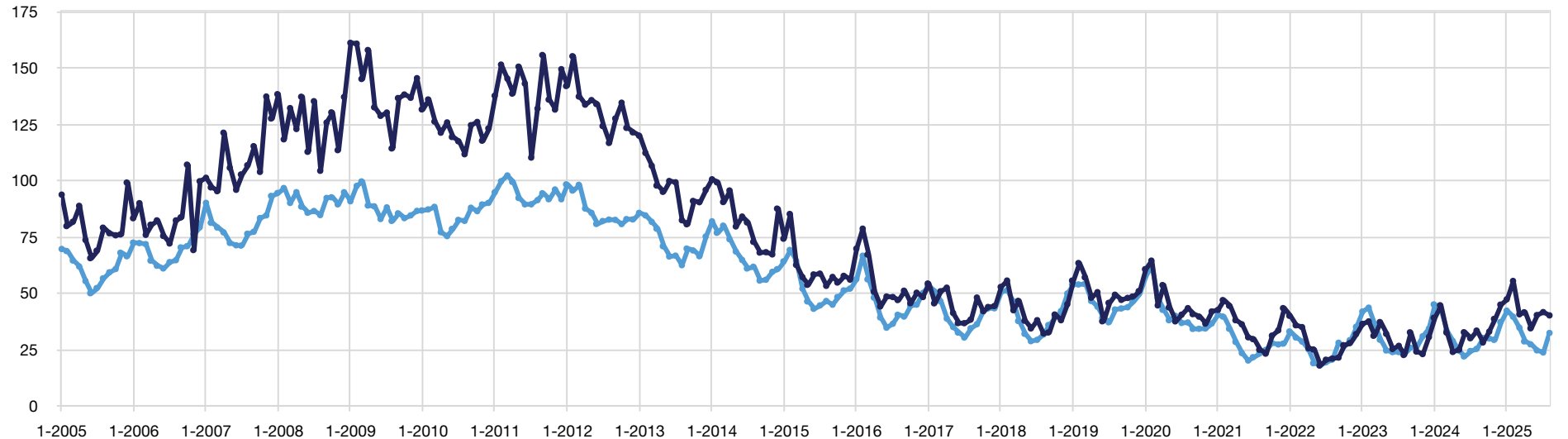
Year to Date



Days on Market	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%	41	+ 36.7%
Aug-2025	32	+ 28.0%	40	+ 21.2%
12-Month Avg*	30	+ 5.3%	40	+ 31.6%

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

Historical Days on Market Until Sale by Month

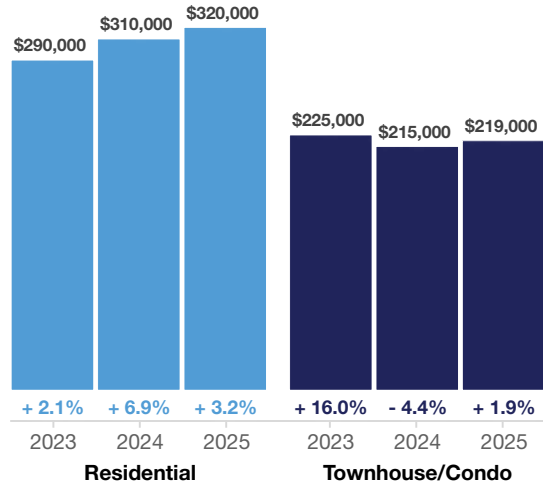


Median Sales Price

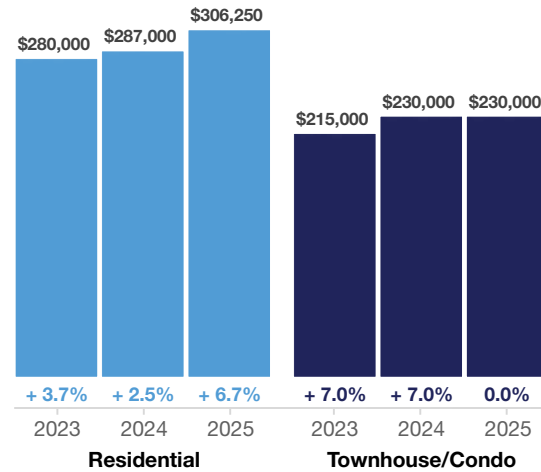
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



August



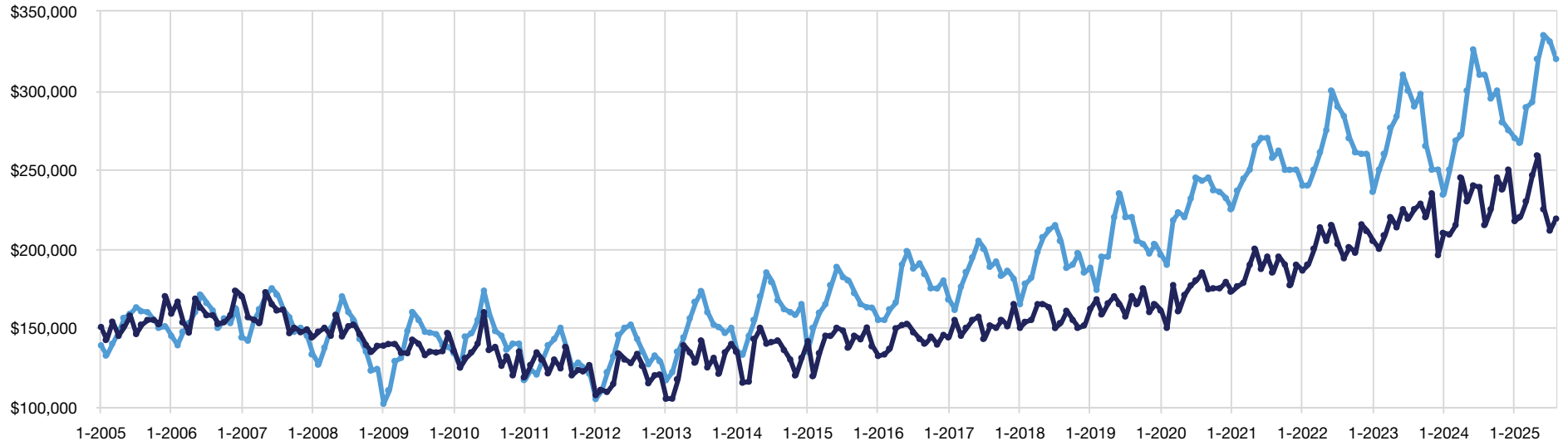
Year to Date



Median Sales Price	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$289,450	+ 7.9%	\$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	\$331,000	+ 6.8%	\$211,500	- 11.5%
Aug-2025	\$320,000	+ 3.2%	\$219,000	+ 1.9%
12-Month Avg*	\$300,000	+ 7.1%	\$230,000	+ 2.2%

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

Historical Median Sales Price by Month

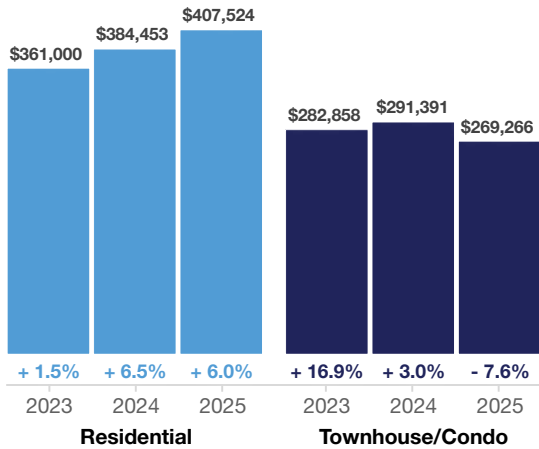


Average Sales Price

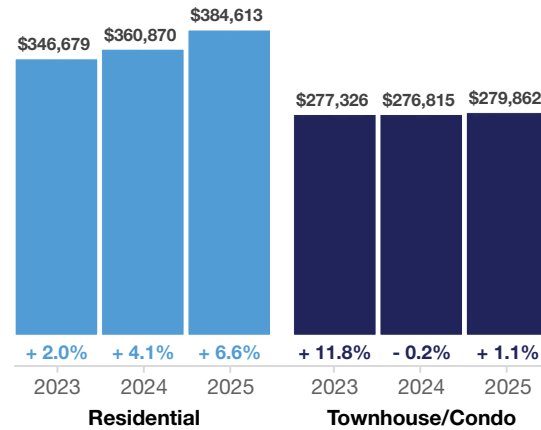
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



August



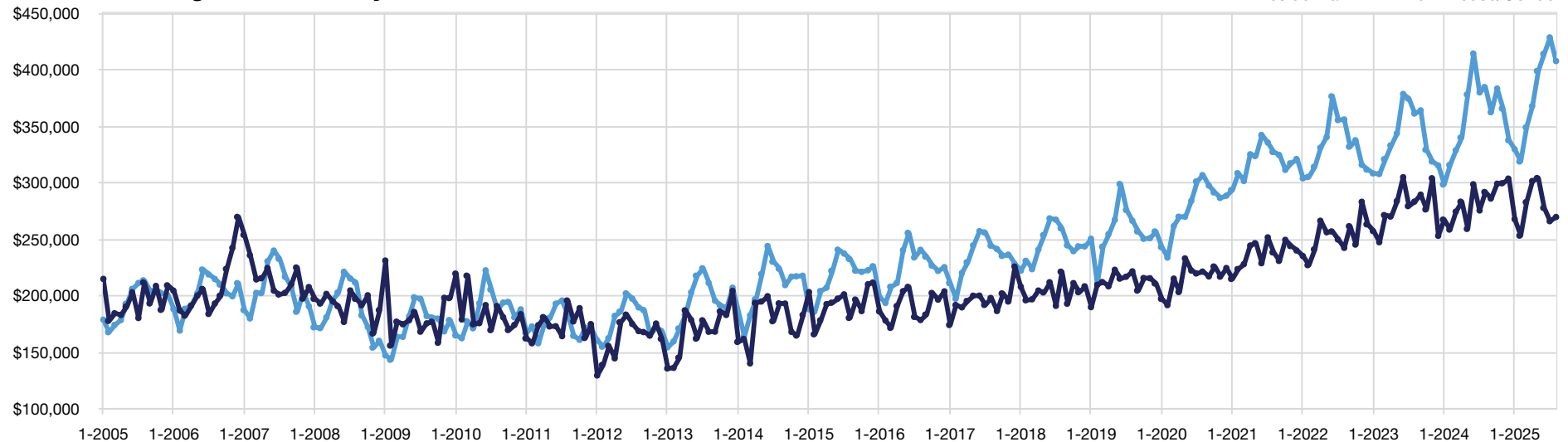
Year to Date



Avg. Sales Price	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$348,782	+ 6.2%	\$282,408	+ 3.1%
Apr-2025	\$367,614	+ 8.2%	\$301,129	+ 6.5%
May-2025	\$398,717	+ 5.5%	\$303,768	+ 17.4%
Jun-2025	\$413,913	- 0.1%	\$277,371	- 7.0%
Jul-2025	\$428,481	+ 12.8%	\$265,585	- 3.5%
Aug-2025	\$407,524	+ 6.0%	\$269,266	- 7.6%
12-Month Avg*	\$377,325	+ 7.4%	\$285,162	+ 2.4%

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

Historical Average Sales Price by Month

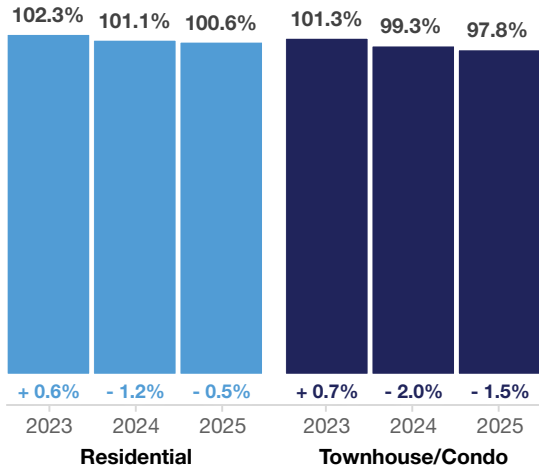


Percent of List Price Received

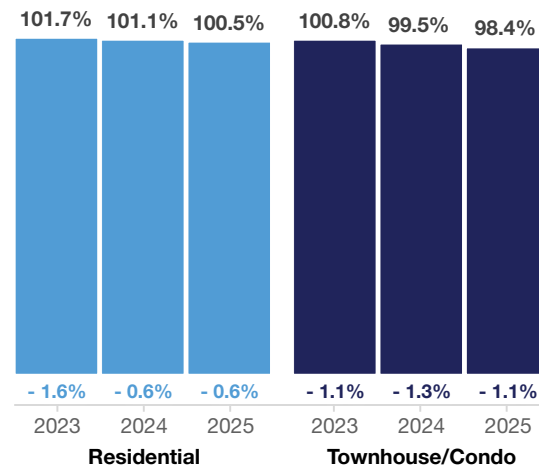
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



August



Year to Date



Pct. of List Price Received	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	101.0%	- 0.7%	98.5%	- 1.2%
Aug-2025	100.6%	- 0.5%	97.8%	- 1.5%
12-Month Avg*	100.2%	- 0.6%	98.5%	- 1.3%

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

Historical Percent of List Price Received by Month

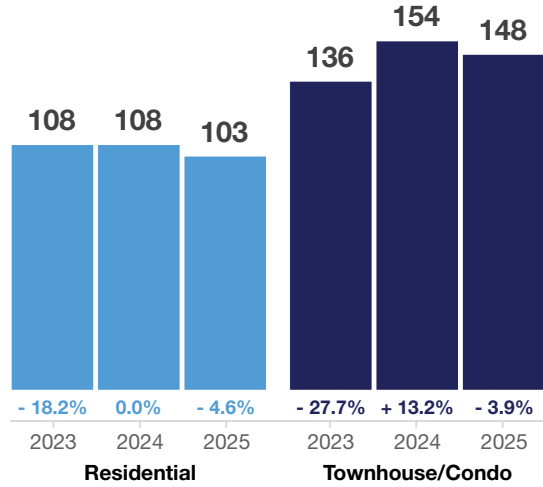


Housing Affordability Index

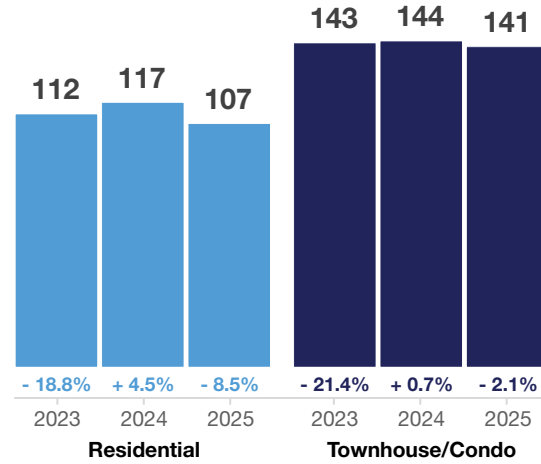


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

August

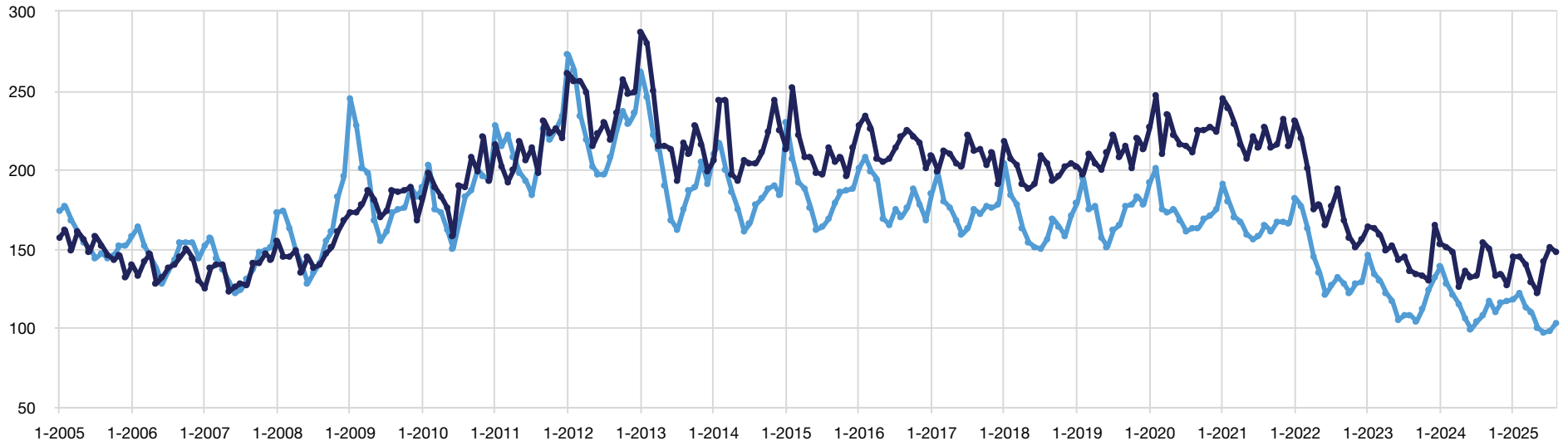


Year to Date



Affordability Index	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	98	- 5.8%	151	+ 13.5%
Aug-2025	103	- 4.6%	148	- 3.9%
12-Month Avg	110	- 5.2%	139	- 1.4%

Historical Housing Affordability Index by Month

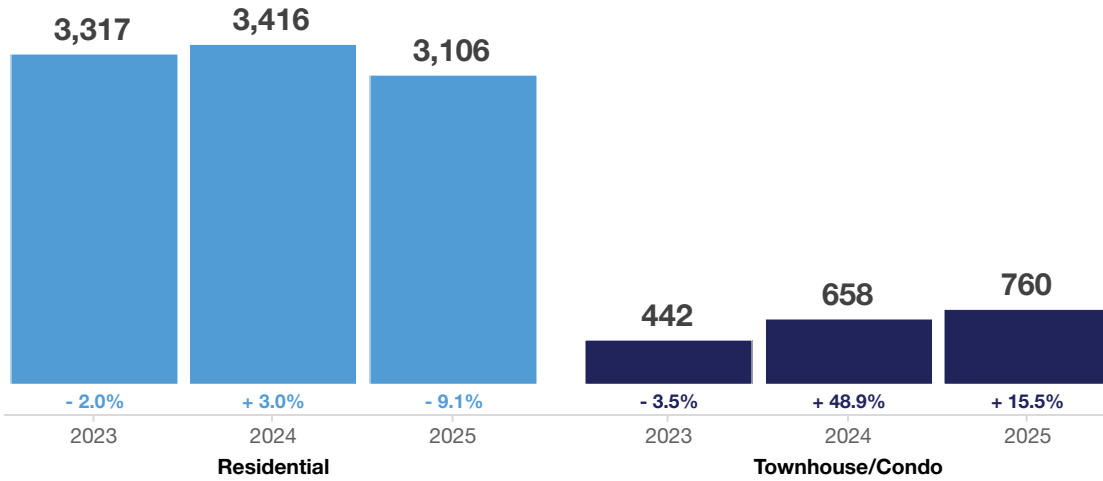


Inventory of Homes for Sale

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

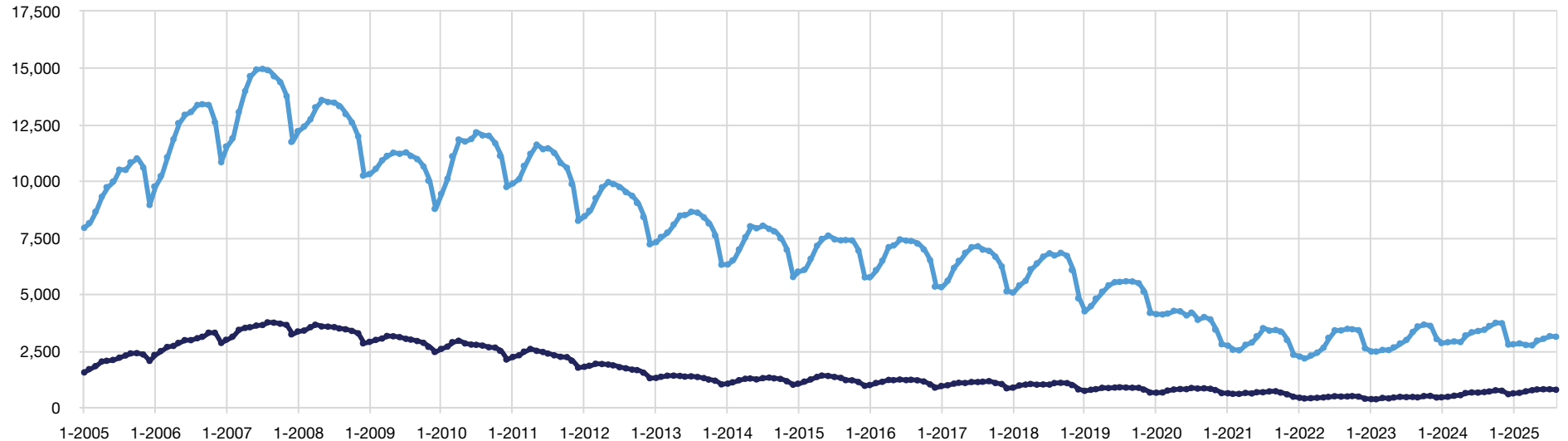


August



Homes for Sale	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Sep-2024	3,583	+ 0.6%	686	+ 61.8%
Oct-2024	3,723	+ 2.2%	737	+ 53.2%
Nov-2024	3,704	+ 3.2%	716	+ 47.0%
Dec-2024	2,760	- 8.1%	564	+ 35.3%
Jan-2025	2,773	- 1.9%	600	+ 40.2%
Feb-2025	2,810	- 1.9%	623	+ 38.8%
Mar-2025	2,742	- 5.4%	691	+ 39.6%
Apr-2025	2,726	- 5.0%	739	+ 42.1%
May-2025	2,937	- 7.1%	773	+ 26.1%
Jun-2025	3,015	- 8.8%	781	+ 21.8%
Jul-2025	3,132	- 6.8%	780	+ 23.0%
Aug-2025	3,106	- 9.1%	760	+ 15.5%
12-Month Avg	3,084	- 3.9%	704	+ 35.1%

Historical Inventory of Homes for Sale by Month

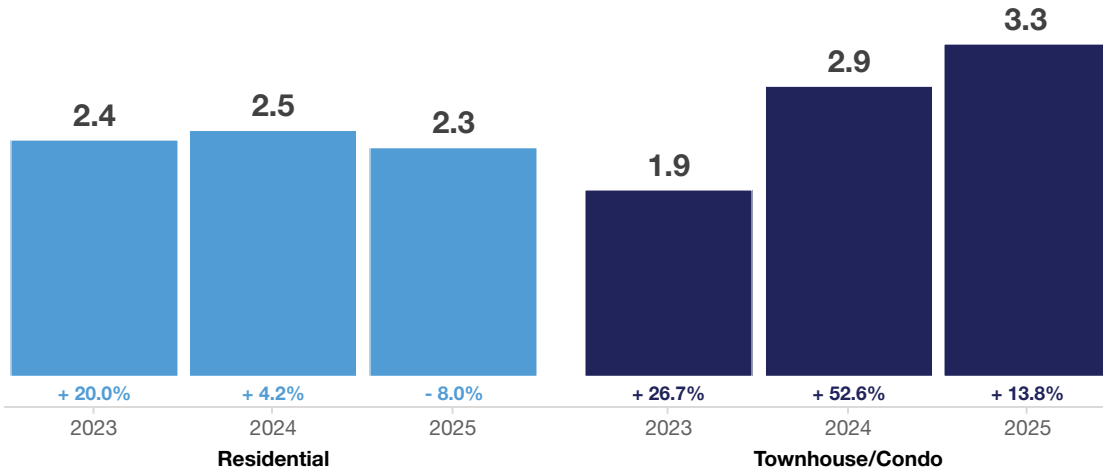


Months Supply of Inventory

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.



August



Months Supply	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Sep-2024	2.6	0.0%	3.1	+ 72.2%
Oct-2024	2.7	+ 3.8%	3.3	+ 65.0%
Nov-2024	2.7	+ 3.8%	3.2	+ 52.4%
Dec-2024	2.0	- 9.1%	2.5	+ 38.9%
Jan-2025	2.1	+ 5.0%	2.7	+ 50.0%
Feb-2025	2.1	+ 5.0%	2.8	+ 47.4%
Mar-2025	2.0	- 4.8%	3.1	+ 47.6%
Apr-2025	2.0	0.0%	3.2	+ 45.5%
May-2025	2.2	0.0%	3.3	+ 22.2%
Jun-2025	2.2	- 8.3%	3.4	+ 25.9%
Jul-2025	2.3	- 4.2%	3.4	+ 25.9%
Aug-2025	2.3	- 8.0%	3.3	+ 13.8%
12-Month Avg*	2.3	- 1.0%	3.1	+ 39.0%

* Months Supply for all properties from September 2024 through August 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	8-2024	8-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		2,116	2,074	- 2.0%	16,489	17,277	+ 4.8%
Pending Sales		1,700	1,639	- 3.6%	13,417	13,360	- 0.4%
Closed Sales		1,857	1,767	- 4.8%	12,925	12,578	- 2.7%
Days on Market Until Sale		26	33	+ 26.9%	29	32	+ 10.3%
Median Sales Price		\$290,273	\$300,000	+ 3.4%	\$275,000	\$294,000	+ 6.9%
Average Sales Price		\$370,567	\$386,932	+ 4.4%	\$347,818	\$368,334	+ 5.9%
Percent of List Price Received		100.9%	100.2%	- 0.7%	100.8%	100.1%	- 0.7%
Housing Affordability Index		116	110	- 5.2%	122	112	- 8.2%
Inventory of Homes for Sale		4,091	3,901	- 4.6%	—	—	—
Months Supply of Inventory		2.5	2.5	0.0%	—	—	—