

Monthly Indicators



September 2025

U.S. existing-home sales were virtually unchanged from the previous month, dipping just 0.2% to a seasonally adjusted annual rate of 4.0 million units, according to the National Association of REALTORS® (NAR). Most of these transactions went under contract in June and July, when mortgage rates were 40 to 50 basis points higher than current levels. Year-over-year, sales increased 1.8%, with the strongest activity occurring in the Midwest, where the typical home price is 22% below the national median.

New Listings increased 3.9 percent for Residential homes but decreased 4.5 percent for Townhouse/Condo homes. Pending Sales decreased 0.1 percent for Residential homes and 20.0 percent for Townhouse/Condo homes. Inventory decreased 9.8 percent for Residential homes but increased 14.1 percent for Townhouse/Condo homes.

Median Sales Price increased 9.2 percent to \$322,000 for Residential homes and 0.4 percent to \$226,000 for Townhouse/Condo homes. Days on Market remained flat for Residential homes but increased 57.1 percent for Townhouse/Condo properties. Months Supply of Inventory decreased 7.7 percent for Residential homes but increased 12.9 percent for Townhouse/Condo homes.

Nationally, housing inventory declined for the first time this year, slipping 1.3% month-over-month to 1.53 million units, representing a 4.6-month supply at the current sales pace, according to NAR. Despite the monthly drop, total inventory remained 11.7% higher than the same time last year. Meanwhile, the median existing-home price rose 2% year-over-year to \$422,600, though it was essentially flat compared to the prior month.

Quick Facts

- 0.1%

Change in
Closed Sales
All Properties

+ 10.7%

Change in
Median Sales Price
All Properties

- 5.6%

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.

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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	9-2024	9-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		1,800	1,871	+ 3.9%	15,678	16,231	+ 3.5%
Pending Sales		1,361	1,359	- 0.1%	12,802	12,770	- 0.2%
Closed Sales		1,320	1,306	- 1.1%	12,332	12,083	- 2.0%
Days on Market Until Sale		30	30	0.0%	29	30	+ 3.4%
Median Sales Price		\$295,000	\$322,000	+ 9.2%	\$288,500	\$310,000	+ 7.5%
Average Sales Price		\$362,162	\$389,522	+ 7.6%	\$361,008	\$385,184	+ 6.7%
Percent of List Price Received		100.0%	100.3%	+ 0.3%	101.0%	100.4%	- 0.6%
Housing Affordability Index		117	105	- 10.3%	119	109	- 8.4%
Inventory of Homes for Sale		3,584	3,234	- 9.8%	—	—	—
Months Supply of Inventory		2.6	2.4	- 7.7%	—	—	—

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.



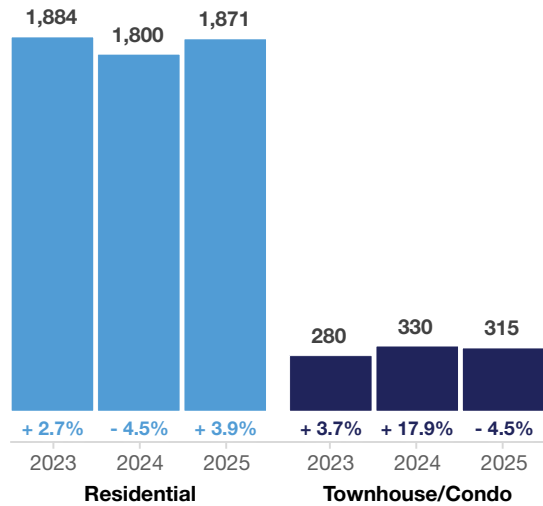
Key Metrics	Historical Sparkbars	9-2024	9-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		330	315	- 4.5%	2,878	3,118	+ 8.3%
Pending Sales		235	188	- 20.0%	2,154	2,156	+ 0.1%
Closed Sales		212	219	+ 3.3%	2,067	2,043	- 1.2%
Days on Market Until Sale		28	44	+ 57.1%	31	42	+ 35.5%
Median Sales Price		\$225,000	\$226,000	+ 0.4%	\$229,900	\$229,750	- 0.1%
Average Sales Price		\$285,617	\$310,055	+ 8.6%	\$277,718	\$283,306	+ 2.0%
Percent of List Price Received		99.0%	97.3%	- 1.7%	99.5%	98.2%	- 1.3%
Housing Affordability Index		150	147	- 2.0%	147	145	- 1.4%
Inventory of Homes for Sale		686	783	+ 14.1%	—	—	—
Months Supply of Inventory		3.1	3.5	+ 12.9%	—	—	—

New Listings

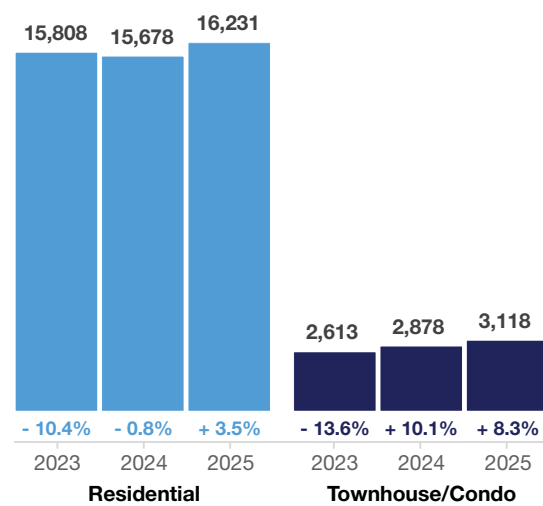
A count of the properties that have been newly listed on the market in a given month.



September

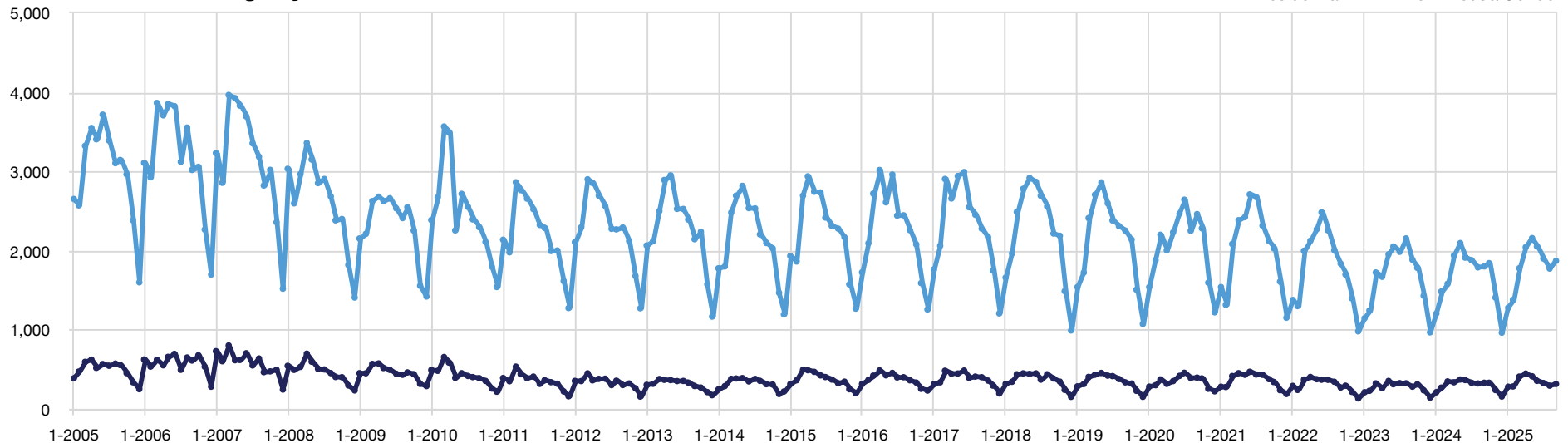


Year to Date



New Listings	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Oct-2024	1,841	+ 3.3%	330	+ 6.1%
Nov-2024	1,407	- 1.5%	238	+ 1.7%
Dec-2024	963	- 0.4%	156	+ 9.9%
Jan-2025	1,278	+ 6.1%	280	+ 32.7%
Feb-2025	1,378	- 7.0%	283	+ 5.6%
Mar-2025	1,777	+ 12.4%	408	+ 17.6%
Apr-2025	2,043	+ 5.5%	446	+ 32.7%
May-2025	2,158	+ 3.0%	412	+ 11.1%
Jun-2025	2,053	+ 7.4%	354	- 2.7%
Jul-2025	1,900	+ 1.1%	327	- 0.9%
Aug-2025	1,773	- 0.8%	293	- 8.7%
Sep-2025	1,871	+ 3.9%	315	- 4.5%
12-Month Avg	1,704	+ 3.0%	320	+ 7.7%

Historical New Listings by Month

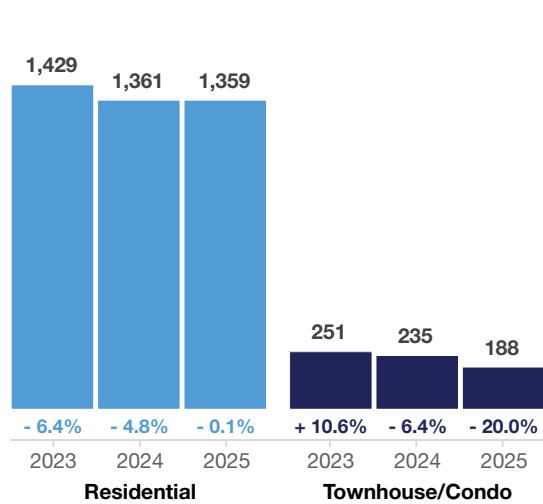


Pending Sales

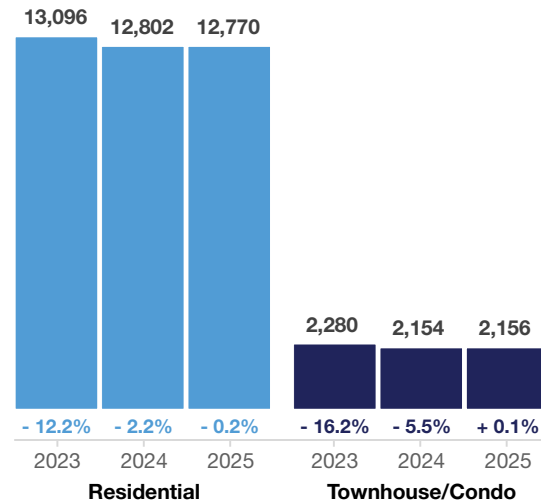
A count of the properties on which offers have been accepted in a given month.



September

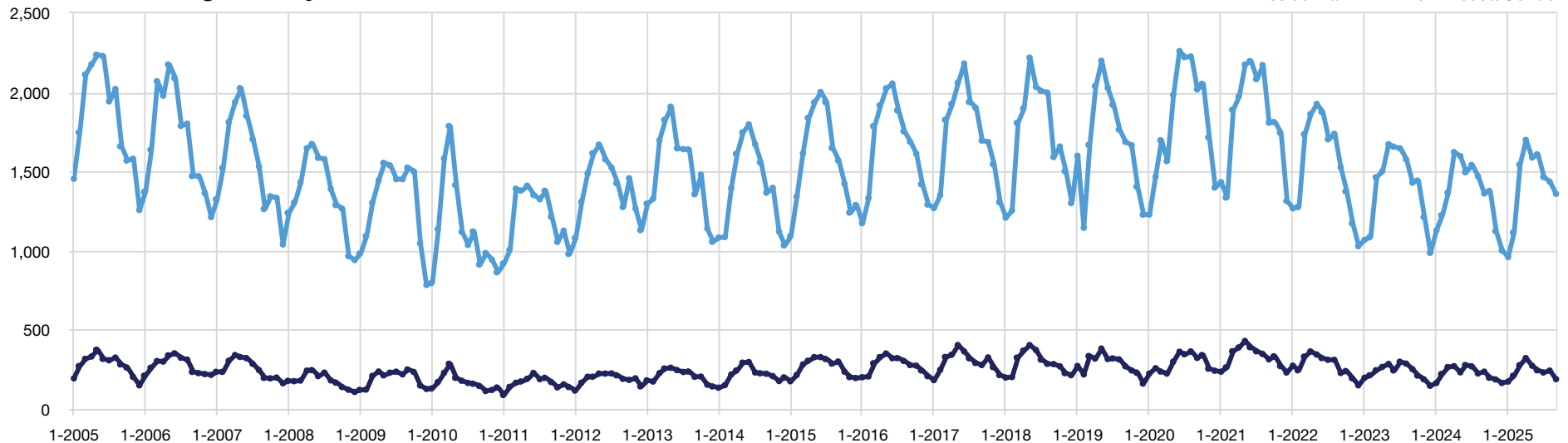


Year to Date



Pending Sales	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Oct-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	1,114	- 8.9%	209	- 5.0%
Mar-2025	1,543	+ 13.0%	276	+ 4.5%
Apr-2025	1,699	+ 4.7%	321	+ 18.9%
May-2025	1,588	- 0.6%	273	+ 18.2%
Jun-2025	1,608	+ 7.6%	244	- 11.9%
Jul-2025	1,465	- 4.9%	230	- 14.5%
Aug-2025	1,435	- 2.4%	242	+ 8.0%
Sep-2025	1,359	- 0.1%	188	- 20.0%
12-Month Avg	1,356	- 1.0%	225	0.0%

Historical Pending Sales by Month

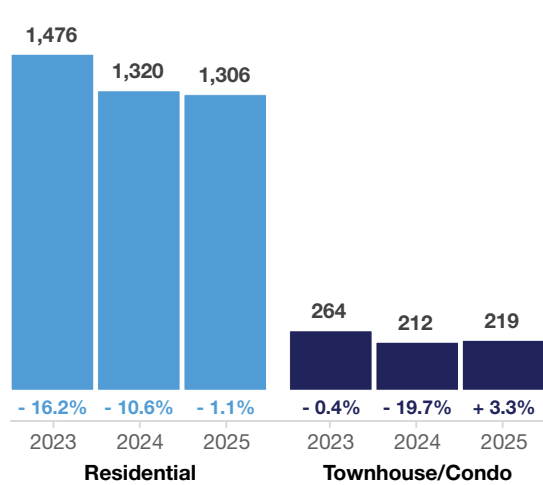


Closed Sales

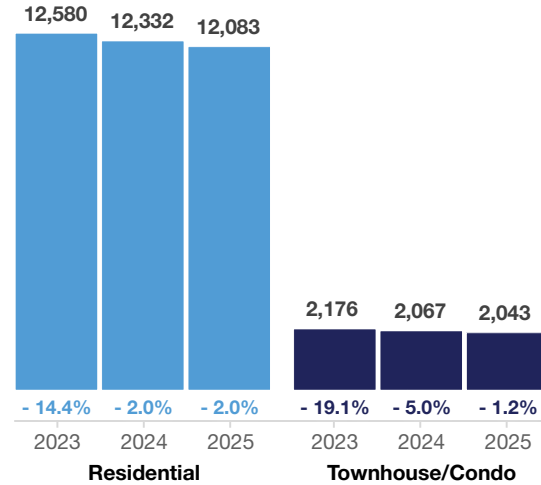
A count of the actual sales that closed in a given month.



September

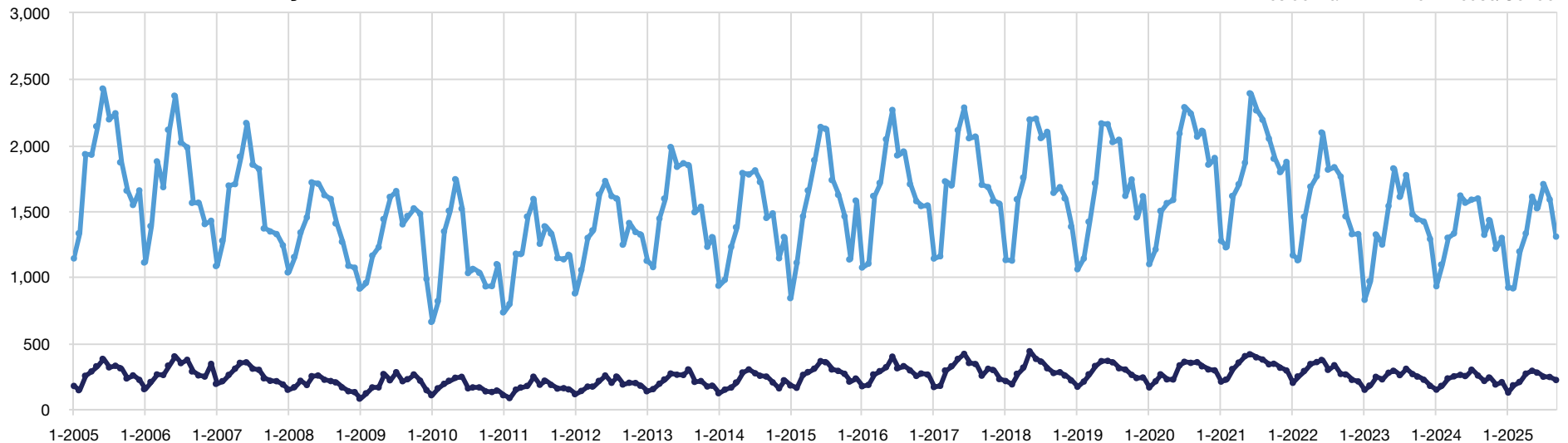


Year to Date



Closed Sales	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Oct-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	1,608	- 0.6%	289	+ 12.0%
Jun-2025	1,521	- 2.7%	275	+ 10.4%
Jul-2025	1,704	+ 7.4%	244	- 17.8%
Aug-2025	1,587	- 0.5%	242	- 4.3%
Sep-2025	1,306	- 1.1%	219	+ 3.3%
12-Month Avg	1,335	- 2.8%	222	- 1.8%

Historical Closed Sales by Month

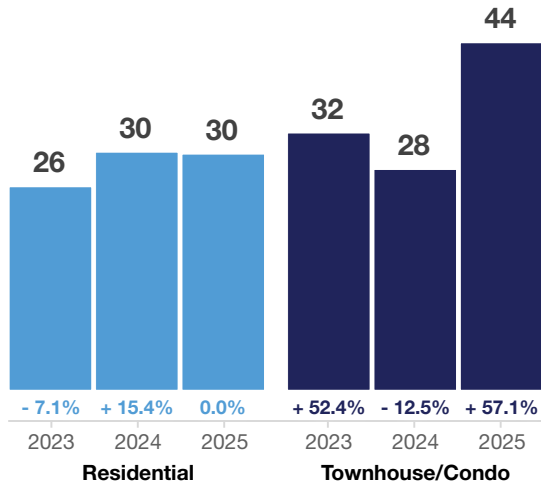


Days on Market Until Sale

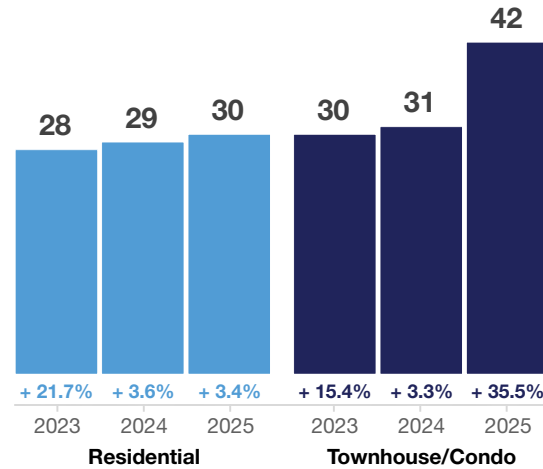
Average number of days between when a property is listed and when an offer is accepted in a given month.



September



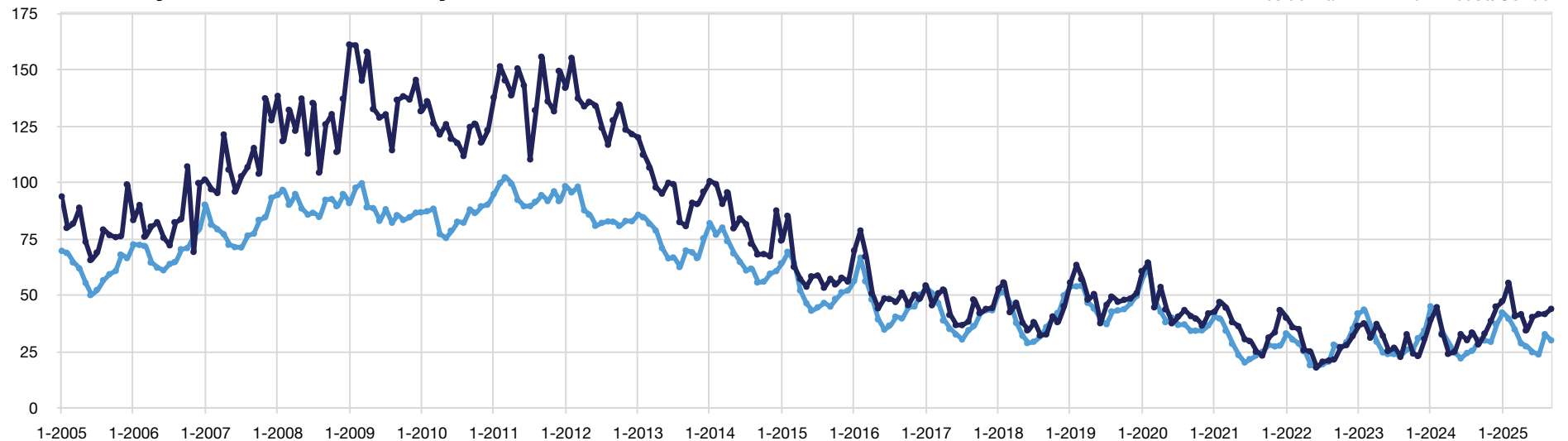
Year to Date



Days on Market	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Oct-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%	41	+ 24.2%
Sep-2025	30	0.0%	44	+ 57.1%
12-Month Avg*	30	+ 4.0%	41	+ 38.0%

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

Historical Days on Market Until Sale by Month

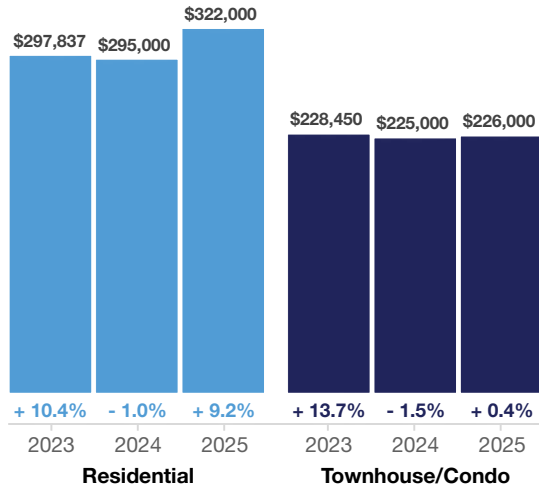


Median Sales Price

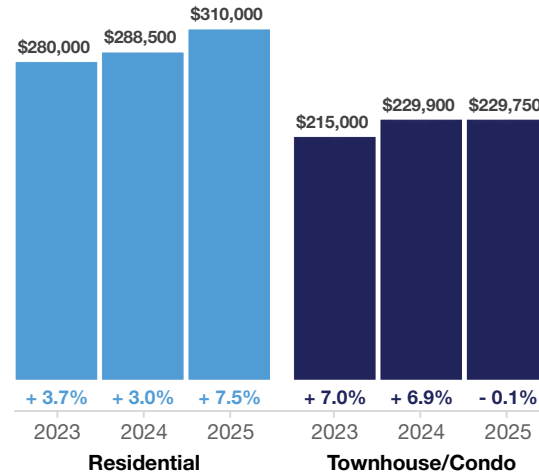
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



September



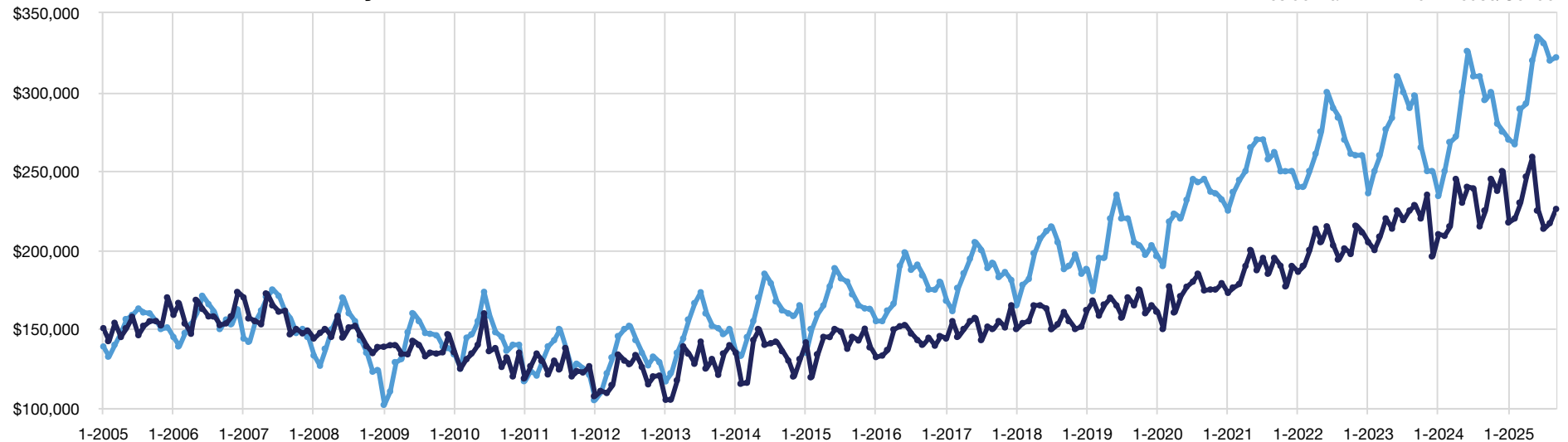
Year to Date



Median Sales Price	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%	\$213,500	- 10.7%
Aug-2025	\$320,000	+ 3.2%	\$217,000	+ 0.9%
Sep-2025	\$322,000	+ 9.2%	\$226,000	+ 0.4%
12-Month Avg*	\$303,000	+ 8.2%	\$230,068	+ 2.3%

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

Historical Median Sales Price by Month

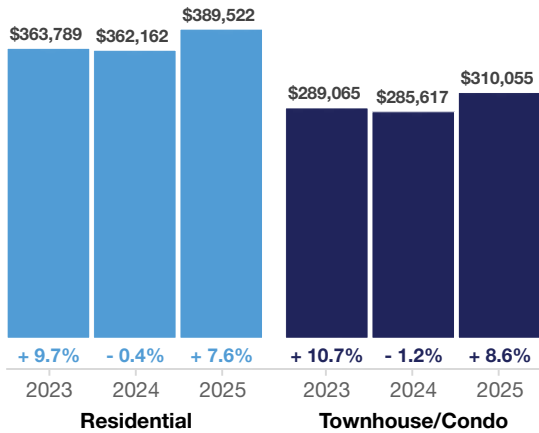


Average Sales Price

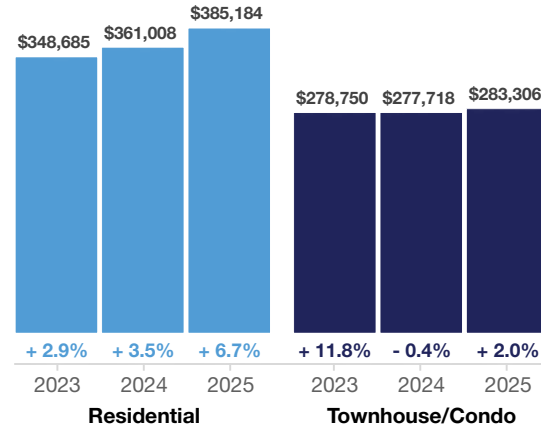
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September



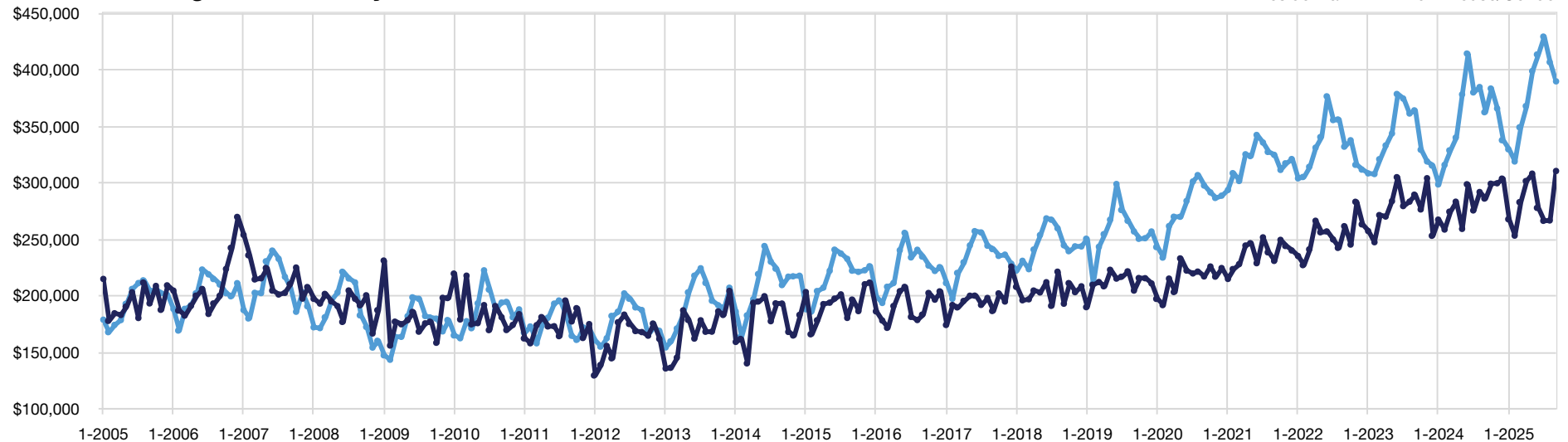
Year to Date



Avg. Sales Price	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$398,582	+ 5.5%	\$307,704	+ 18.9%
Jun-2025	\$413,292	- 0.2%	\$277,371	- 7.0%
Jul-2025	\$429,160	+ 13.0%	\$265,896	- 3.3%
Aug-2025	\$406,568	+ 5.8%	\$266,213	- 8.6%
Sep-2025	\$389,522	+ 7.6%	\$310,055	+ 8.6%
12-Month Avg*	\$379,637	+ 8.2%	\$287,305	+ 3.3%

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

Historical Average Sales Price by Month

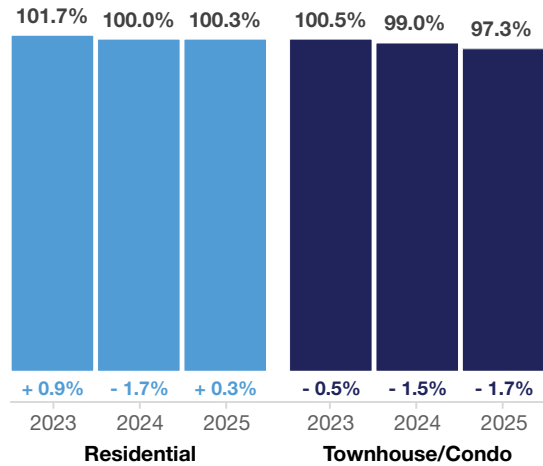


Percent of List Price Received

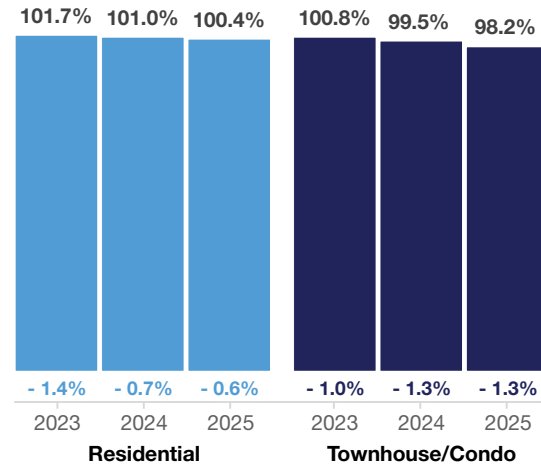


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

September



Year to Date



Pct. of List Price Received	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	100.5%	- 0.6%	97.7%	- 1.6%
Sep-2025	100.3%	+ 0.3%	97.3%	- 1.7%
12-Month Avg*	100.2%	- 0.5%	98.3%	- 1.3%

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

Historical Percent of List Price Received by Month

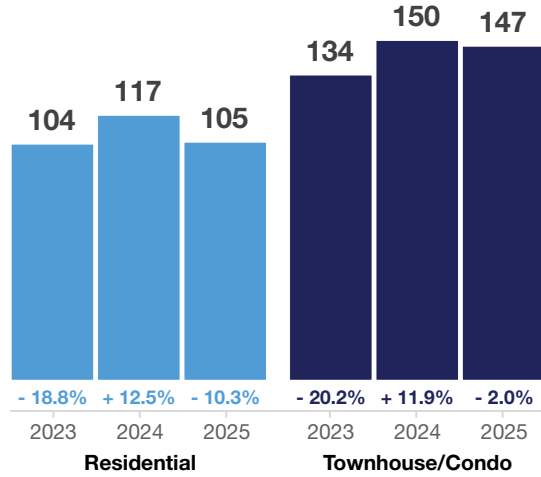


Housing Affordability Index

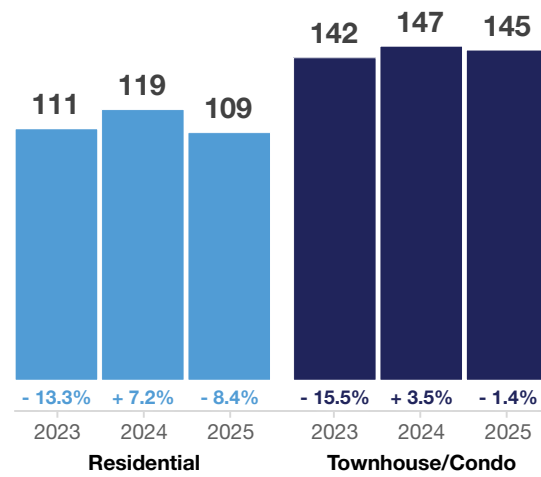


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

September

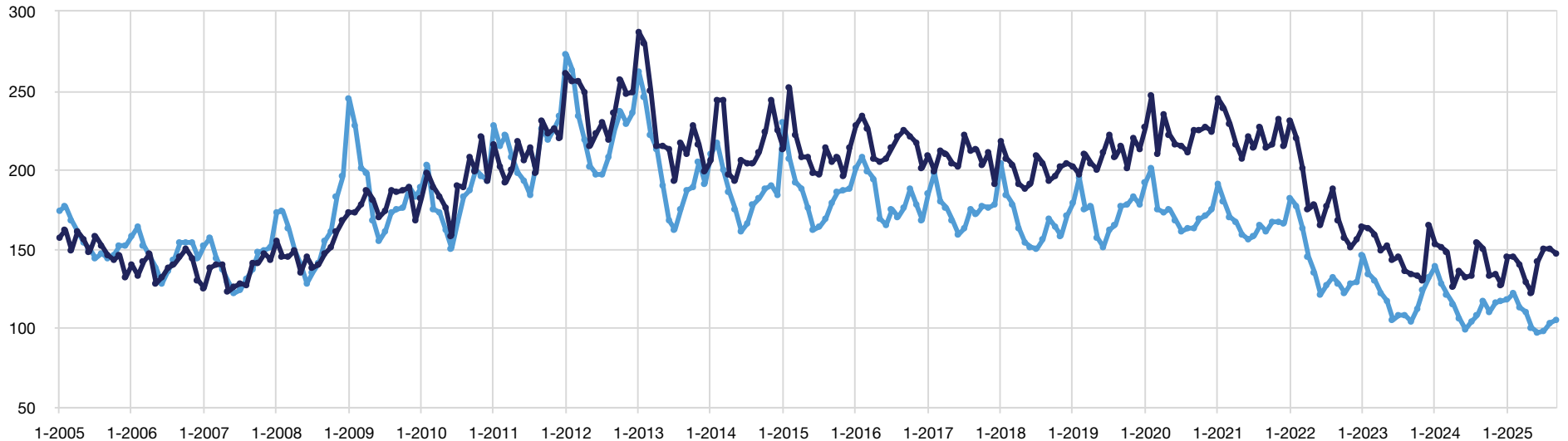


Year to Date



Affordability Index	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%	150	+ 12.8%
Aug-2025	103	- 4.6%	150	- 2.6%
Sep-2025	105	- 10.3%	147	- 2.0%
12-Month Avg	109	- 6.8%	139	- 2.8%

Historical Housing Affordability Index by Month

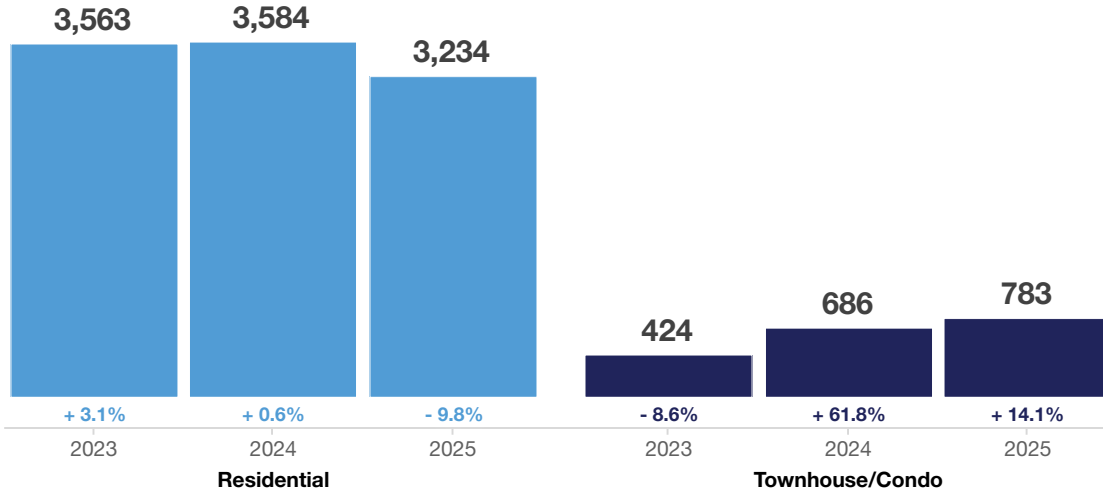


Inventory of Homes for Sale

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

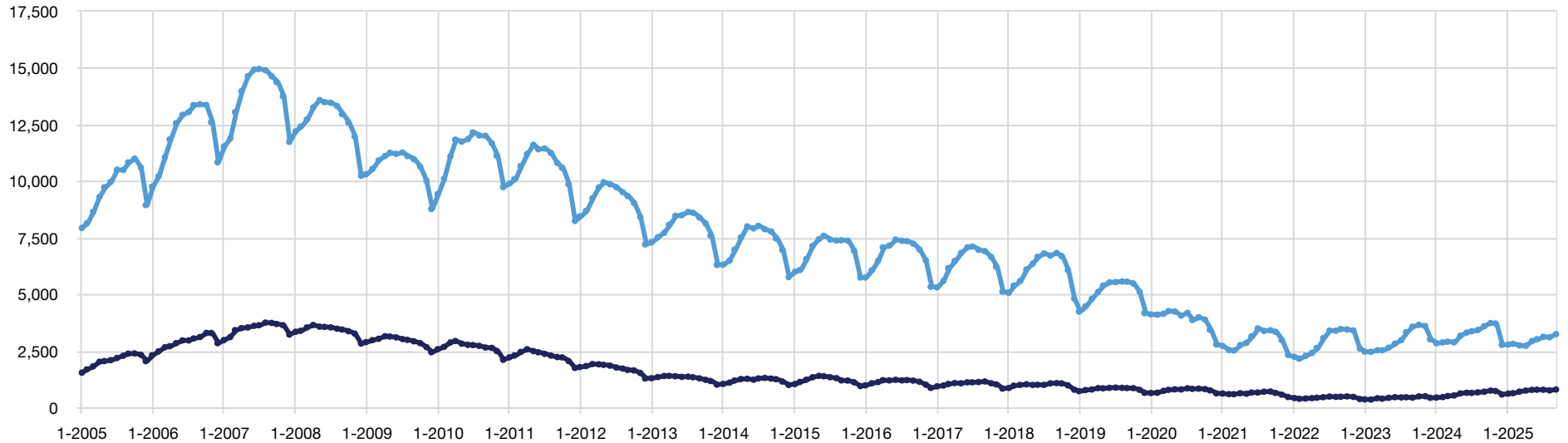


September



Homes for Sale	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Oct-2024	3,723	+ 2.2%	737	+ 53.2%
Nov-2024	3,704	+ 3.2%	716	+ 47.0%
Dec-2024	2,759	- 8.2%	564	+ 35.3%
Jan-2025	2,774	- 1.9%	600	+ 40.2%
Feb-2025	2,803	- 2.2%	622	+ 38.5%
Mar-2025	2,733	- 5.7%	691	+ 39.6%
Apr-2025	2,715	- 5.4%	736	+ 41.5%
May-2025	2,929	- 7.4%	768	+ 25.3%
Jun-2025	3,007	- 9.0%	775	+ 20.9%
Jul-2025	3,113	- 7.3%	772	+ 21.8%
Aug-2025	3,094	- 9.5%	743	+ 12.9%
Sep-2025	3,234	- 9.8%	783	+ 14.1%
12-Month Avg	3,049	- 5.0%	709	+ 30.8%

Historical Inventory of Homes for Sale by Month

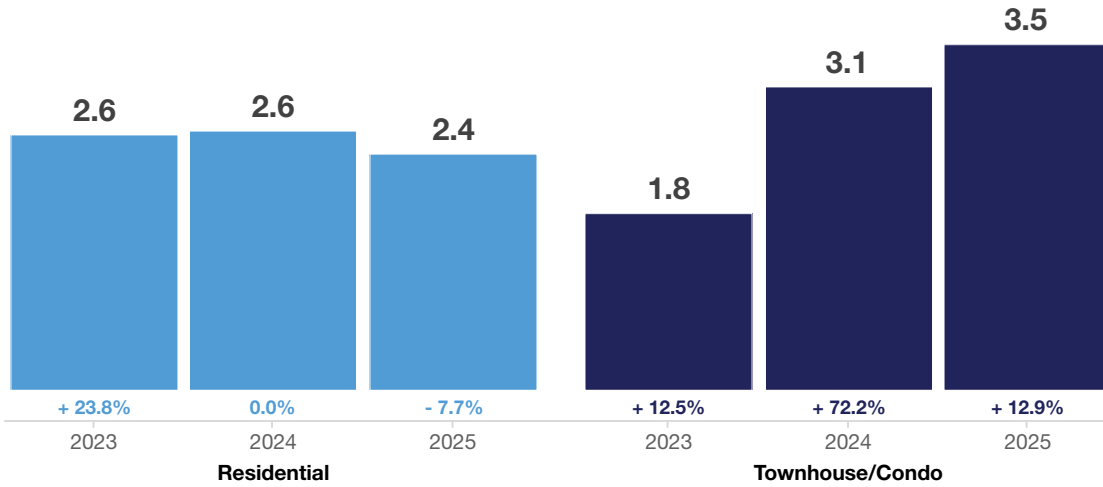


Months Supply of Inventory

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.



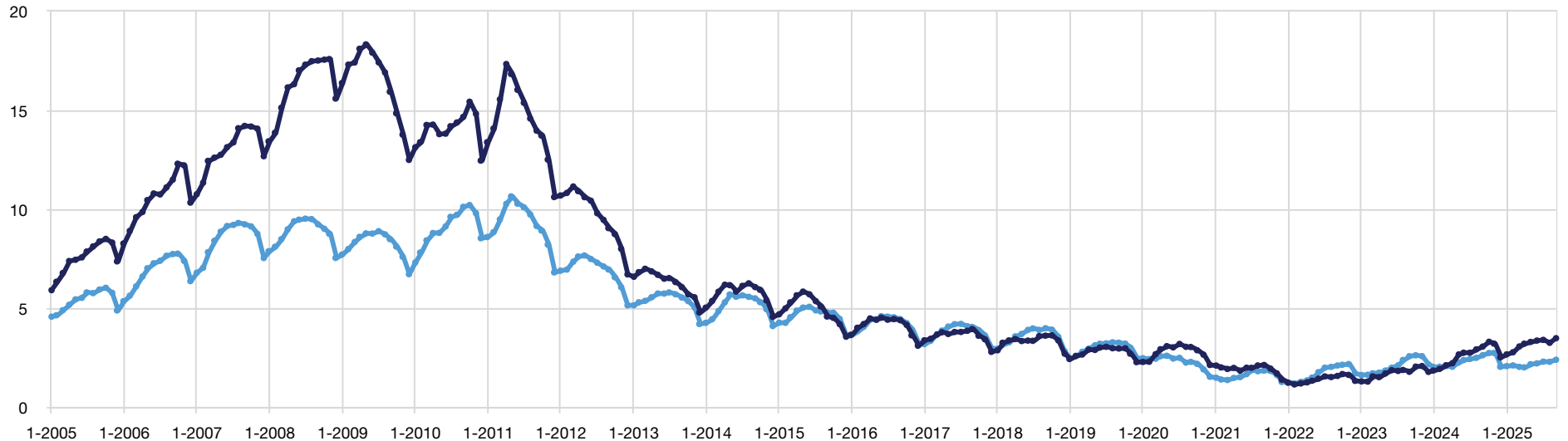
September



Months Supply	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%	3.2	+ 10.3%
Sep-2025	2.4	- 7.7%	3.5	+ 12.9%
12-Month Avg*	2.2	- 2.3%	3.1	+ 33.4%

* Months Supply for all properties from October 2024 through September 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	9-2024	9-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		2,142	2,198	+ 2.6%	18,631	19,472	+ 4.5%
Pending Sales		1,600	1,558	- 2.6%	15,016	15,010	- 0.0%
Closed Sales		1,536	1,534	- 0.1%	14,461	14,205	- 1.8%
Days on Market Until Sale		30	32	+ 6.7%	29	32	+ 10.3%
Median Sales Price		\$280,000	\$310,000	+ 10.7%	\$276,000	\$295,000	+ 6.9%
Average Sales Price		\$350,981	\$376,862	+ 7.4%	\$348,154	\$369,326	+ 6.1%
Percent of List Price Received		99.9%	99.8%	- 0.1%	100.7%	100.1%	- 0.6%
Housing Affordability Index		123	108	- 12.2%	125	114	- 8.8%
Inventory of Homes for Sale		4,293	4,051	- 5.6%	—	—	—
Months Supply of Inventory		2.7	2.5	- 7.4%	—	—	—