

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 decreased 7.3 percent for Residential homes and 0.4 percent for Townhouse/Condo homes. Pending Sales increased 1.5 percent for Residential homes and 5.4 percent for Townhouse/Condo homes. Inventory decreased 13.6 percent for Residential homes but increased 3.5 percent for Townhouse/Condo homes.

Median Sales Price increased 12.5 percent to \$314,900 for Residential homes but decreased 3.2 percent to \$230,000 for Townhouse/Condo homes. Days on Market increased 17.2 percent for Residential homes and 21.1 percent for Townhouse/Condo homes. Months Supply of Inventory decreased 14.8 percent for Residential homes but remained flat 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.

Quick Facts

- 3.1%

Change in
Closed Sales
All Properties

+ 9.7%

Change in
Median Sales Price
All Properties

- 10.6%

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	11-2024	11-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		1,406	1,303	- 7.3%	18,923	19,492	+ 3.0%
Pending Sales		1,123	1,140	+ 1.5%	15,302	15,354	+ 0.3%
Closed Sales		1,214	1,155	- 4.9%	14,977	14,843	- 0.9%
Days on Market Until Sale		29	34	+ 17.2%	29	30	+ 3.4%
Median Sales Price		\$280,000	\$314,900	+ 12.5%	\$289,000	\$310,000	+ 7.3%
Average Sales Price		\$365,431	\$398,510	+ 9.1%	\$363,480	\$389,179	+ 7.1%
Percent of List Price Received		99.4%	99.7%	+ 0.3%	100.8%	100.3%	- 0.5%
Housing Affordability Index		116	108	- 6.9%	112	109	- 2.7%
Inventory of Homes for Sale		3,700	3,195	- 13.6%	—	—	—
Months Supply of Inventory		2.7	2.3	- 14.8%	—	—	—

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.



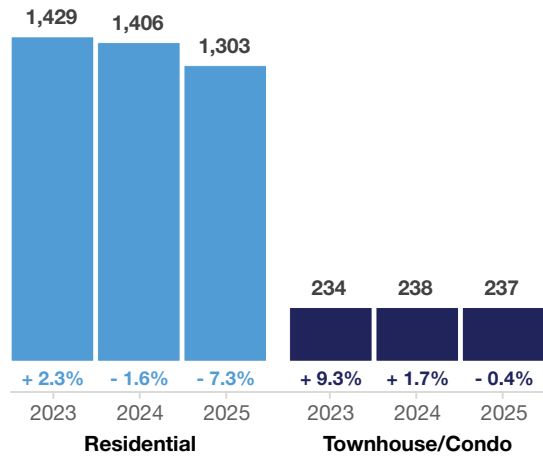
Key Metrics	Historical Sparkbars	11-2024	11-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		238	237	- 0.4%	3,446	3,709	+ 7.6%
Pending Sales		186	196	+ 5.4%	2,537	2,601	+ 2.5%
Closed Sales		185	199	+ 7.6%	2,490	2,489	- 0.0%
Days on Market Until Sale		38	46	+ 21.1%	32	42	+ 31.3%
Median Sales Price		\$237,500	\$230,000	- 3.2%	\$230,000	\$227,000	- 1.3%
Average Sales Price		\$299,180	\$294,346	- 1.6%	\$281,325	\$283,985	+ 0.9%
Percent of List Price Received		98.5%	98.6%	+ 0.1%	99.4%	98.2%	- 1.2%
Housing Affordability Index		134	145	+ 8.2%	138	147	+ 6.5%
Inventory of Homes for Sale		711	736	+ 3.5%	—	—	—
Months Supply of Inventory		3.2	3.2	0.0%	—	—	—

New Listings

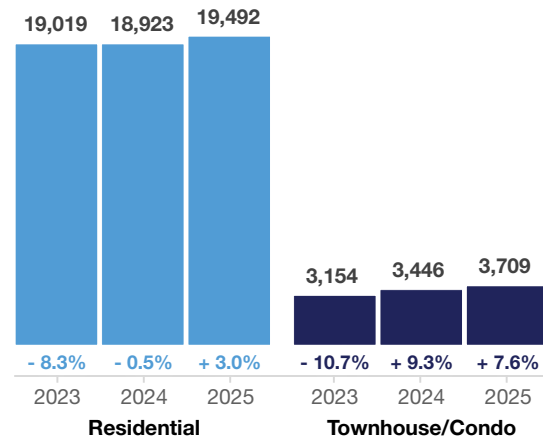
A count of the properties that have been newly listed on the market in a given month.



November

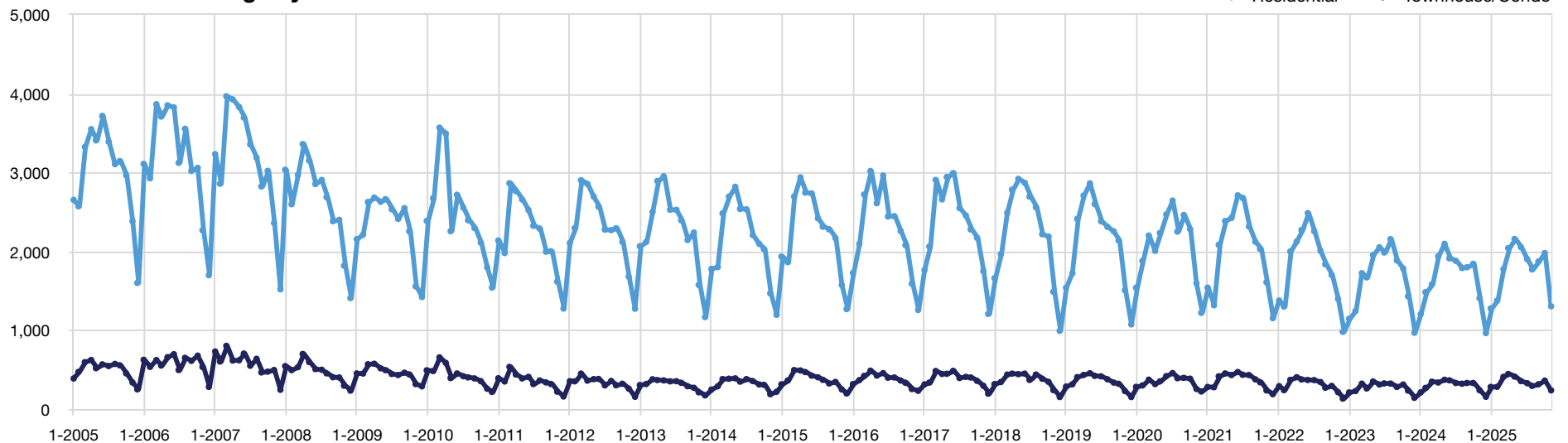


Year to Date



New Listings	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Dec-2024	963	- 0.4%	155	+ 9.2%
Jan-2025	1,275	+ 5.8%	280	+ 32.7%
Feb-2025	1,374	- 7.3%	281	+ 4.9%
Mar-2025	1,774	+ 12.2%	408	+ 17.6%
Apr-2025	2,040	+ 5.3%	444	+ 32.1%
May-2025	2,156	+ 2.9%	411	+ 10.8%
Jun-2025	2,053	+ 7.4%	354	- 2.7%
Jul-2025	1,899	+ 1.1%	327	- 0.9%
Aug-2025	1,770	- 1.0%	293	- 8.7%
Sep-2025	1,870	+ 4.0%	314	- 4.8%
Oct-2025	1,978	+ 7.4%	360	+ 9.1%
Nov-2025	1,303	- 7.3%	237	- 0.4%
12-Month Avg	1,705	+ 2.8%	322	+ 7.7%

Historical New Listings by Month

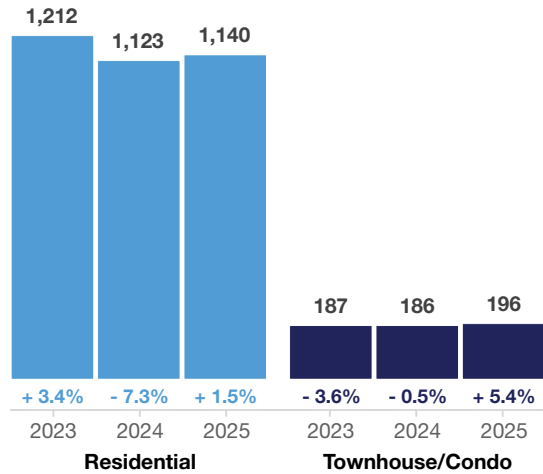


Pending Sales

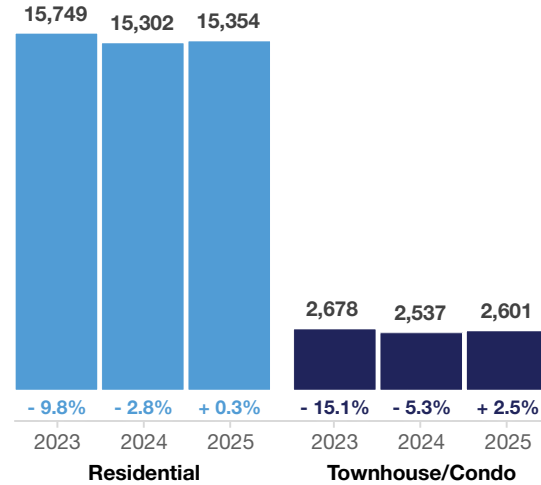
A count of the properties on which offers have been accepted in a given month.



November

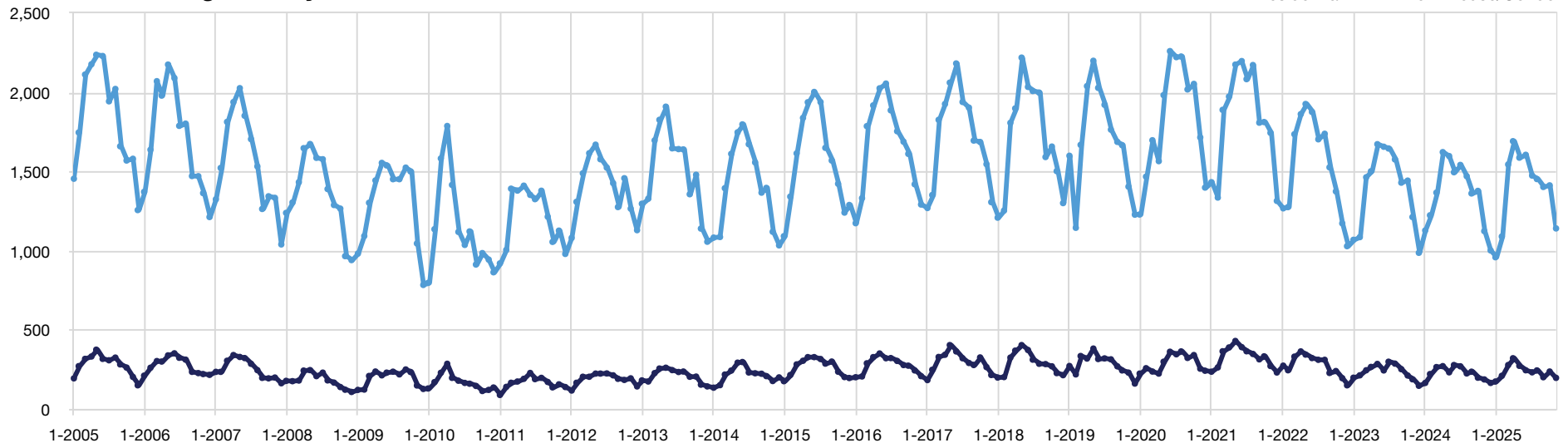


Year to Date



Pending Sales	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Dec-2024	1,001	+ 1.5%	164	+ 12.3%
Jan-2025	958	- 15.0%	173	+ 5.5%
Feb-2025	1,089	- 11.0%	209	- 5.0%
Mar-2025	1,544	+ 13.0%	277	+ 4.9%
Apr-2025	1,691	+ 4.3%	320	+ 18.5%
May-2025	1,587	- 0.6%	272	+ 17.7%
Jun-2025	1,605	+ 7.4%	244	- 11.9%
Jul-2025	1,474	- 4.3%	231	- 14.1%
Aug-2025	1,452	- 1.2%	243	+ 8.5%
Sep-2025	1,402	+ 3.0%	200	- 14.9%
Oct-2025	1,412	+ 2.5%	236	+ 19.8%
Nov-2025	1,140	+ 1.5%	196	+ 5.4%
12-Month Avg	1,363	+ 0.4%	230	+ 2.7%

Historical Pending Sales by Month

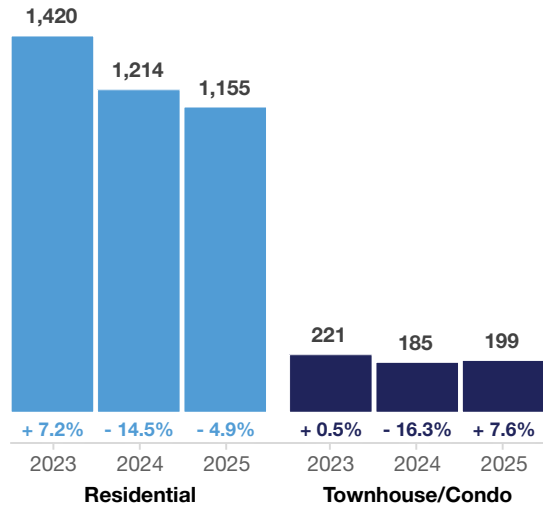


Closed Sales

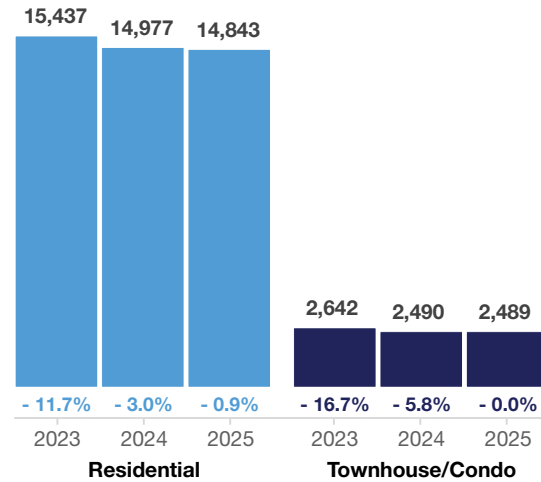
A count of the actual sales that closed in a given month.



November

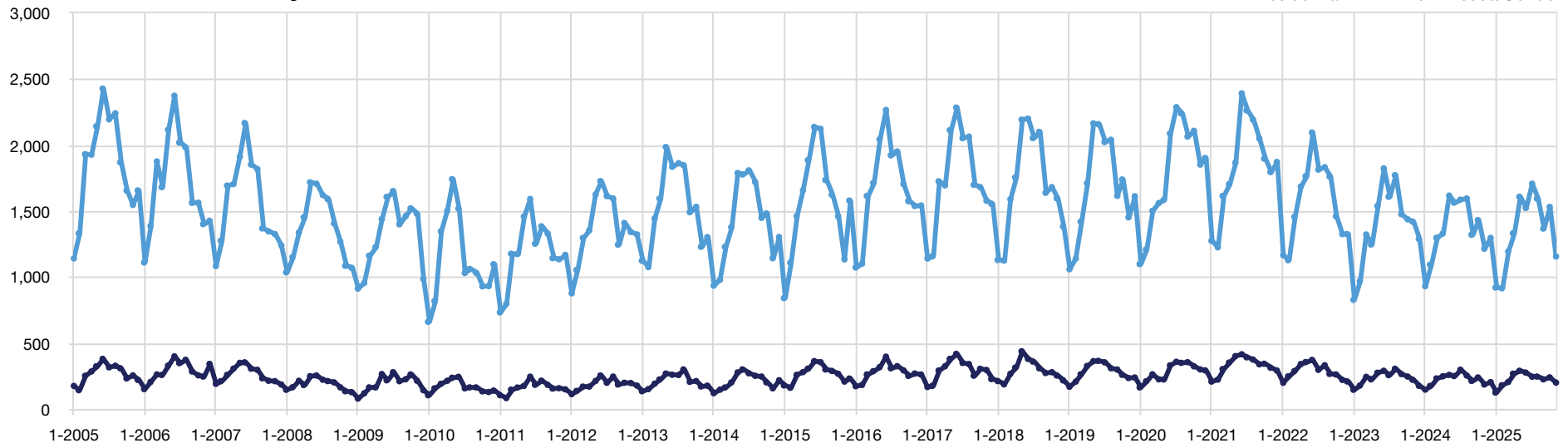


Year to Date



Closed Sales	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	1,331	+ 0.1%	267	+ 8.1%
May-2025	1,608	- 0.6%	289	+ 12.0%
Jun-2025	1,523	- 2.6%	275	+ 10.4%
Jul-2025	1,707	+ 7.6%	244	- 17.8%
Aug-2025	1,594	- 0.1%	245	- 3.2%
Sep-2025	1,367	+ 3.6%	224	+ 5.7%
Oct-2025	1,531	+ 7.0%	239	+ 0.4%
Nov-2025	1,155	- 4.9%	199	+ 7.6%
12-Month Avg	1,345	- 0.7%	224	+ 0.9%

Historical Closed Sales by Month

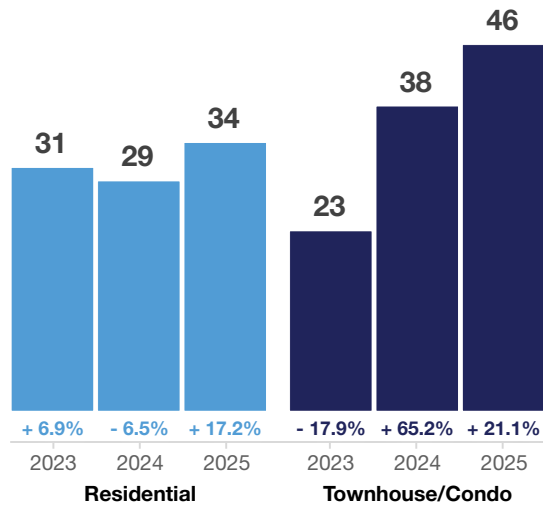


Days on Market Until Sale

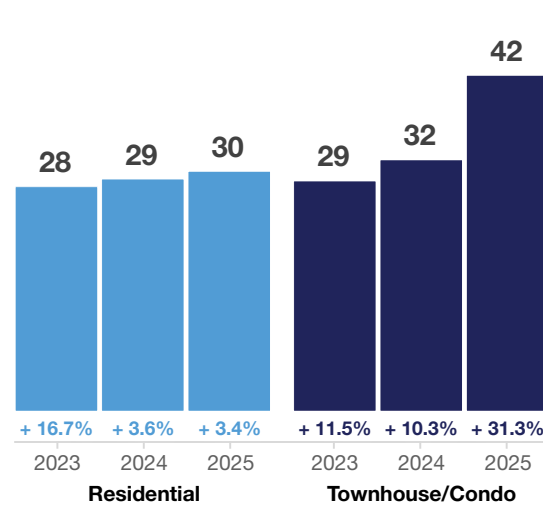
Average number of days between when a property is listed and when an offer is accepted in a given month.



November



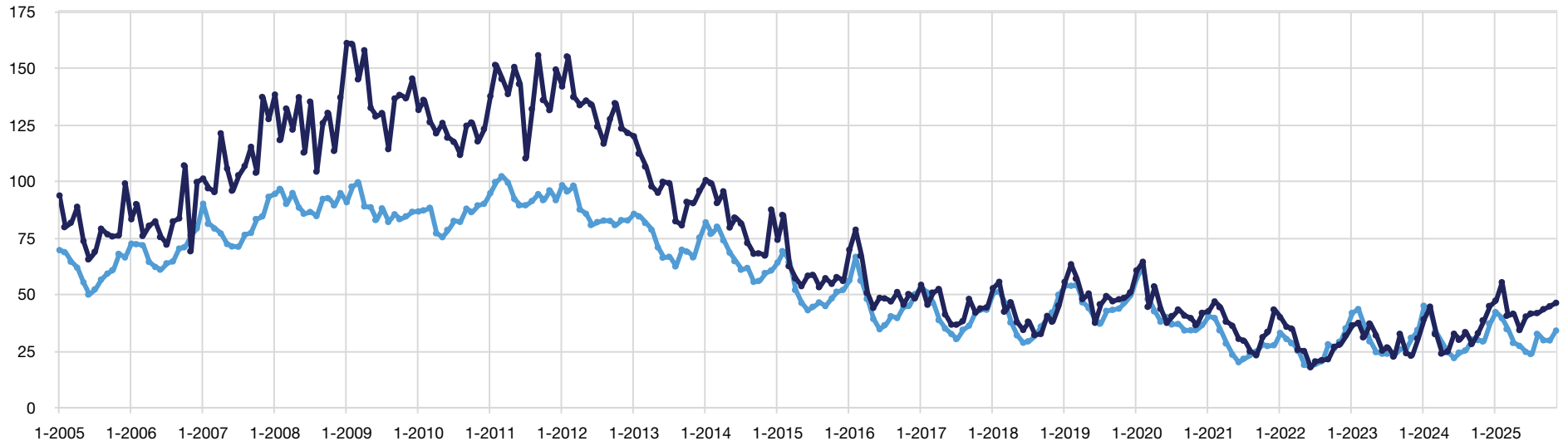
Year to Date



Days on Market	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%	42	+ 27.3%
Sep-2025	29	- 3.3%	43	+ 53.6%
Oct-2025	29	- 3.3%	45	+ 36.4%
Nov-2025	34	+ 17.2%	46	+ 21.1%
12-Month Avg*	31	+ 4.3%	43	+ 34.4%

* 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

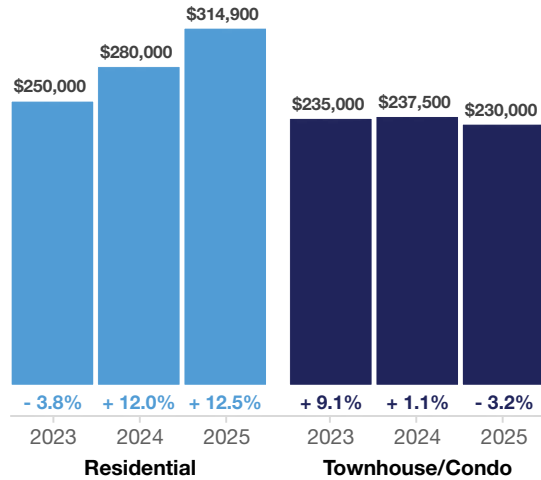


Median Sales Price

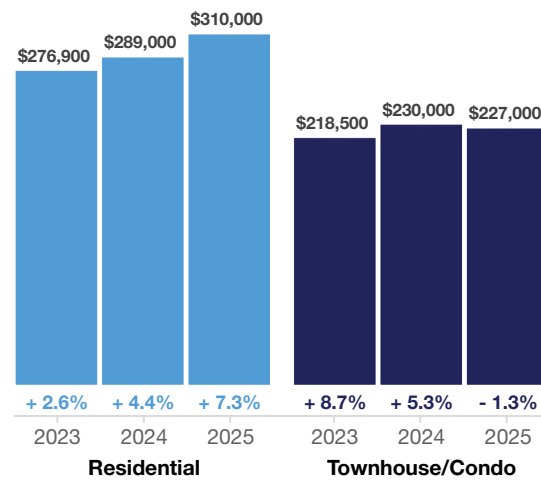
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November



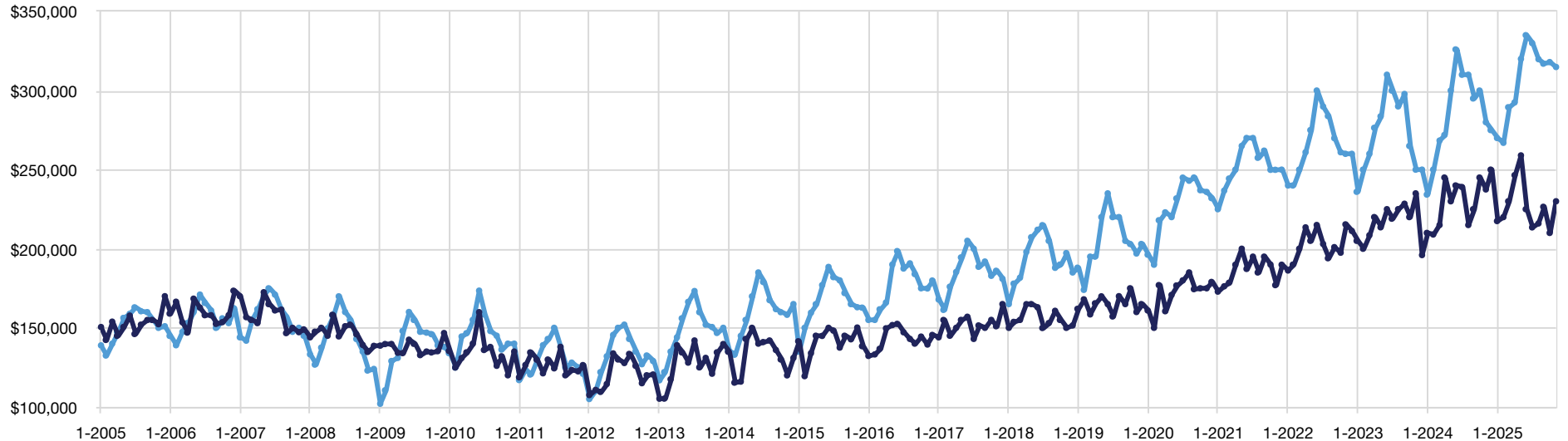
Year to Date



Median Sales Price	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$292,500	+ 7.6%	\$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	\$330,000	+ 6.5%	\$213,500	- 10.7%
Aug-2025	\$319,845	+ 3.2%	\$216,000	+ 0.5%
Sep-2025	\$317,000	+ 7.5%	\$226,500	+ 0.7%
Oct-2025	\$318,000	+ 6.0%	\$210,000	- 14.3%
Nov-2025	\$314,900	+ 12.5%	\$230,000	- 3.2%
12-Month Avg*	\$307,000	+ 7.7%	\$230,000	+ 1.1%

* 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

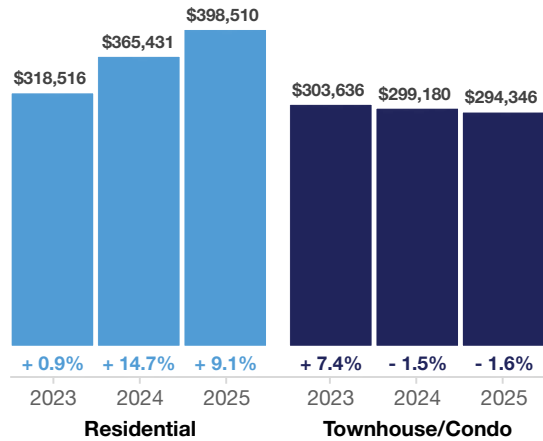


Average Sales Price

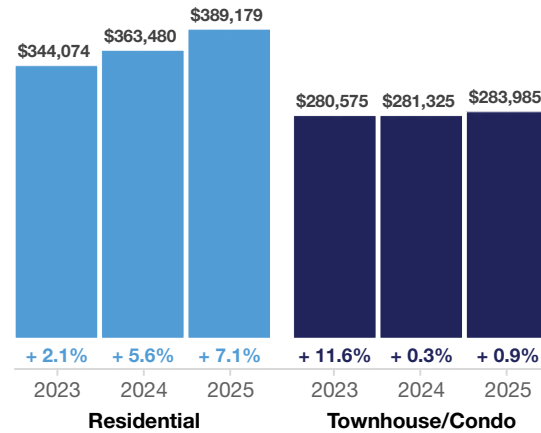
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November



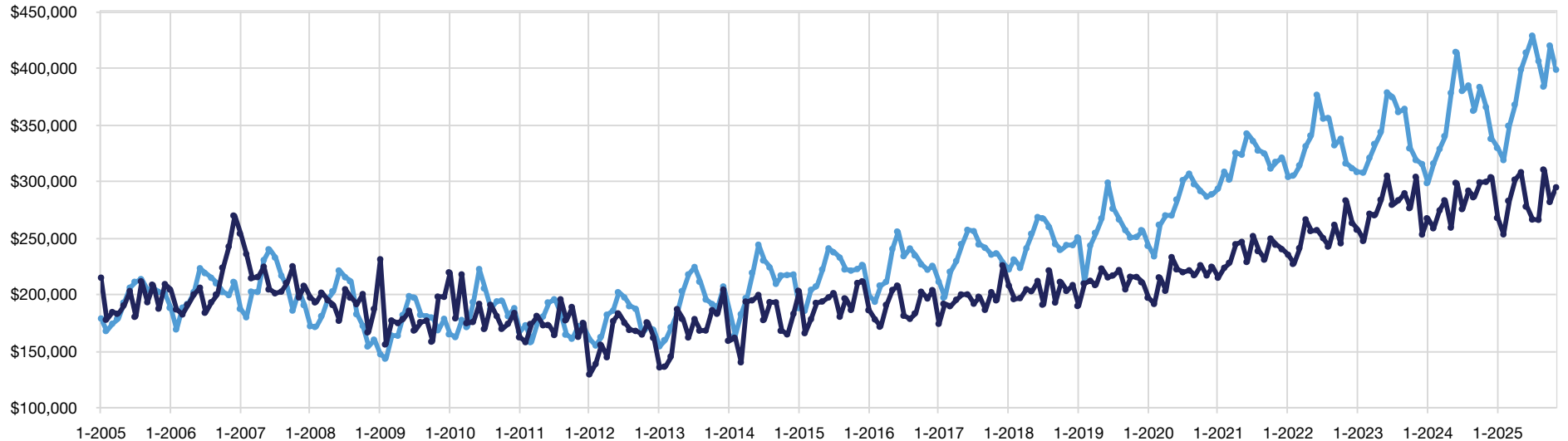
Year to Date



Avg. Sales Price	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$367,483	+ 8.2%	\$301,129	+ 6.5%
May-2025	\$398,582	+ 5.5%	\$307,704	+ 18.9%
Jun-2025	\$413,587	- 0.1%	\$277,371	- 7.0%
Jul-2025	\$428,546	+ 12.9%	\$265,896	- 3.3%
Aug-2025	\$406,103	+ 5.6%	\$265,619	- 8.8%
Sep-2025	\$383,518	+ 5.9%	\$310,061	+ 8.6%
Oct-2025	\$419,798	+ 9.6%	\$281,431	- 5.8%
Nov-2025	\$398,510	+ 9.1%	\$294,346	- 1.6%
12-Month Avg*	\$385,021	+ 7.1%	\$285,441	+ 2.1%

* 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

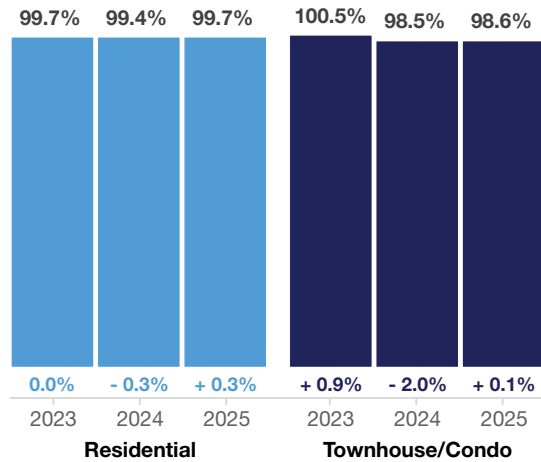


Percent of List Price Received

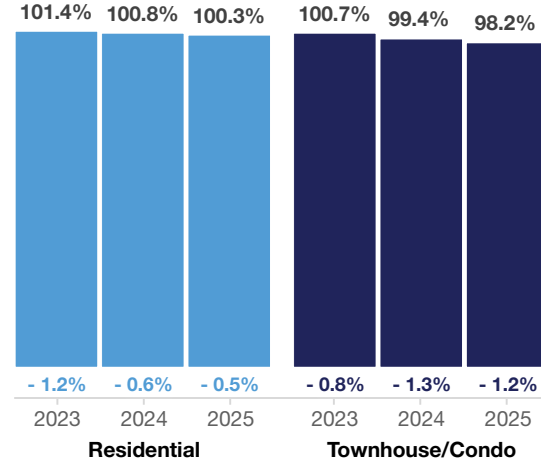
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



November



Year to Date



Pct. of List Price Received	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	100.2%	+ 0.2%	97.4%	- 1.6%
Oct-2025	100.0%	- 0.1%	97.4%	- 1.8%
Nov-2025	99.7%	+ 0.3%	98.6%	+ 0.1%
12-Month Avg*	100.2%	- 0.4%	98.2%	- 1.2%

* 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

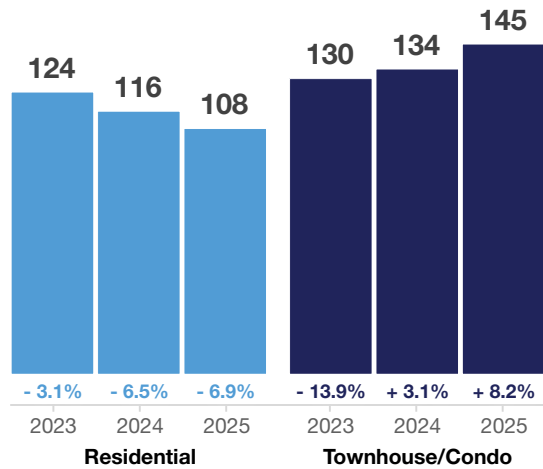


Housing Affordability Index

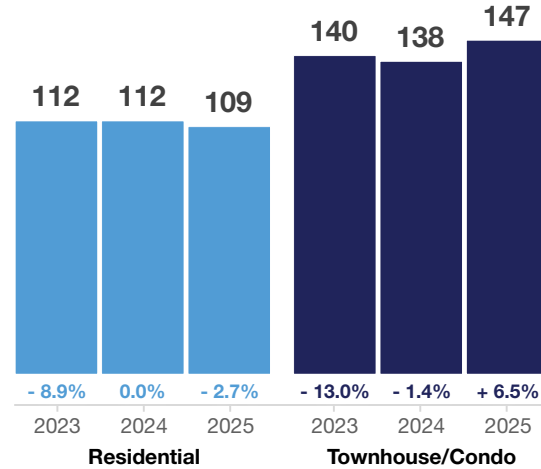


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

November

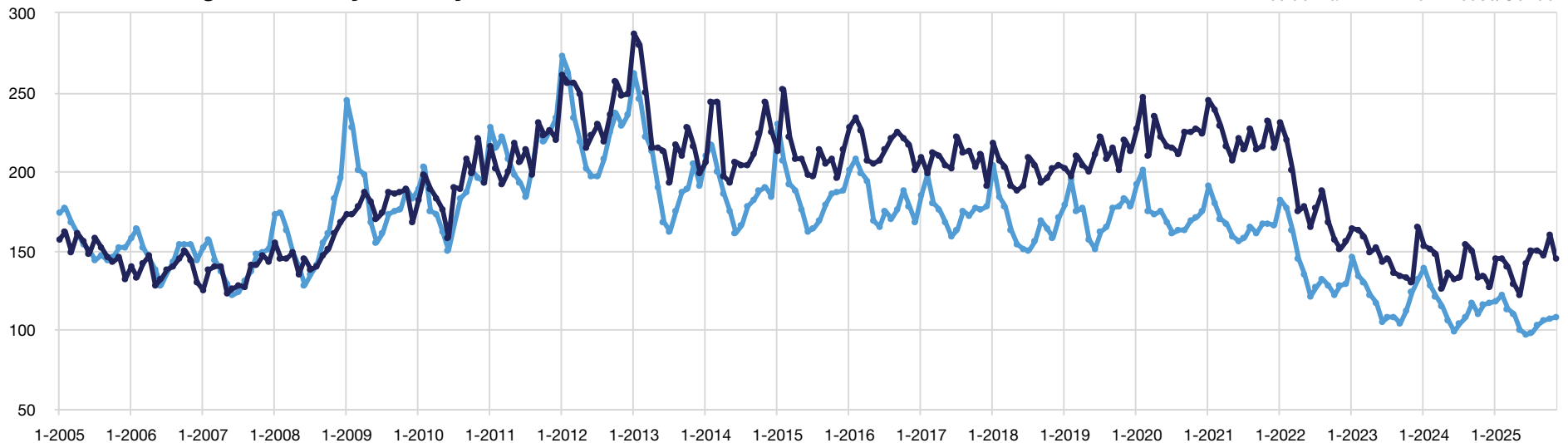


Year to Date



Affordability Index	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	106	- 9.4%	147	- 2.0%
Oct-2025	107	- 2.7%	160	+ 20.3%
Nov-2025	108	- 6.9%	145	+ 8.2%
12-Month Avg	108	- 6.9%	142	- 0.7%

Historical Housing Affordability Index by Month

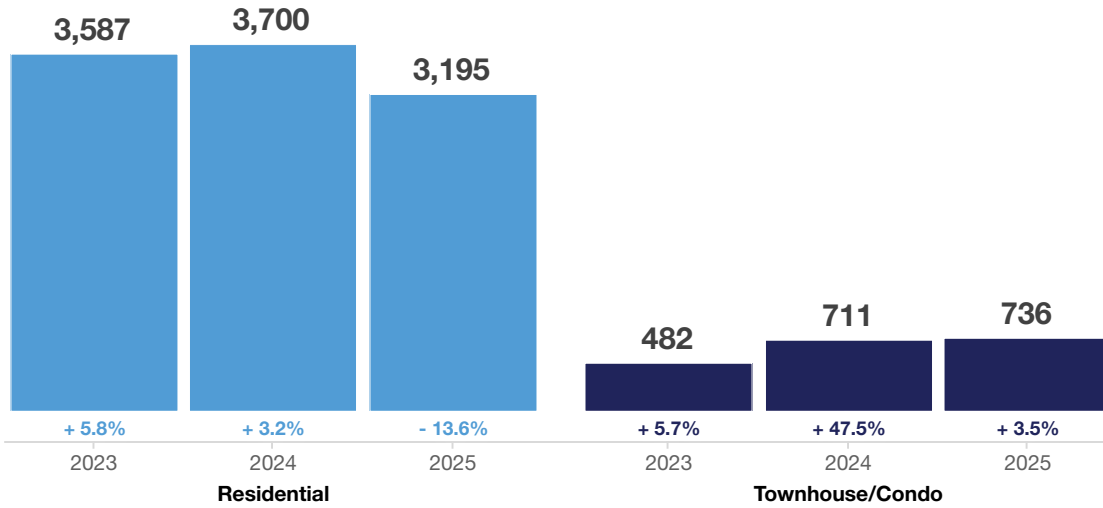


Inventory of Homes for Sale

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

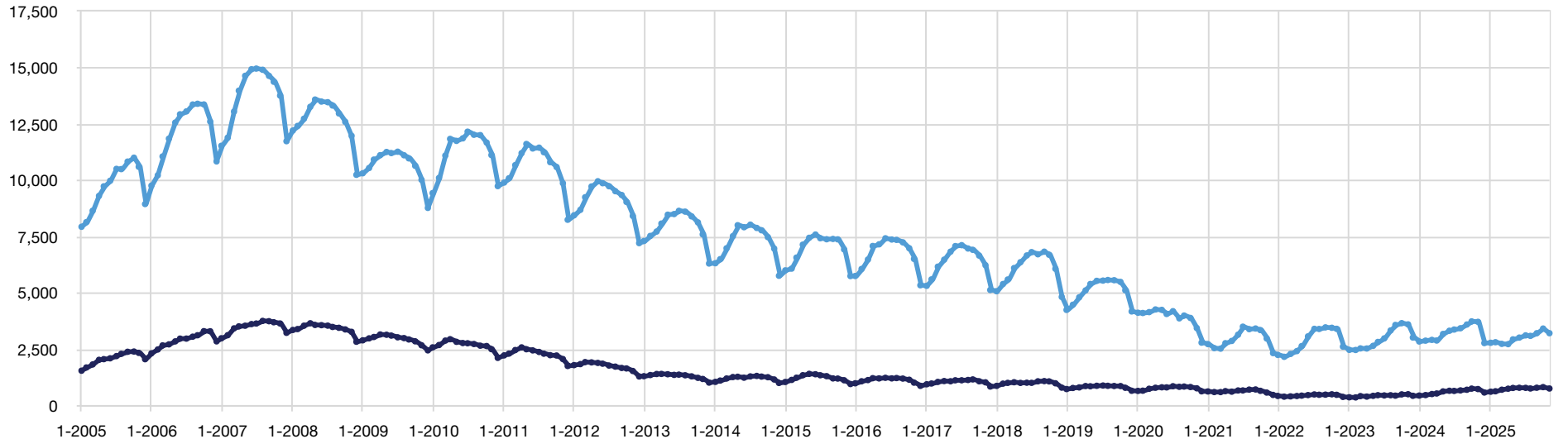


November



Homes for Sale	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Dec-2024	2,756	- 8.2%	558	+ 35.4%
Jan-2025	2,769	- 2.0%	594	+ 40.4%
Feb-2025	2,794	- 2.4%	614	+ 38.3%
Mar-2025	2,720	- 6.1%	683	+ 39.4%
Apr-2025	2,708	- 5.6%	728	+ 41.4%
May-2025	2,921	- 7.6%	761	+ 25.2%
Jun-2025	3,000	- 9.2%	769	+ 20.9%
Jul-2025	3,099	- 7.7%	765	+ 21.6%
Aug-2025	3,076	- 10.0%	737	+ 12.9%
Sep-2025	3,195	- 10.8%	771	+ 13.2%
Oct-2025	3,402	- 8.5%	798	+ 9.0%
Nov-2025	3,195	- 13.6%	736	+ 3.5%
12-Month Avg	2,970	- 7.9%	710	+ 22.8%

Historical Inventory of Homes for Sale by Month

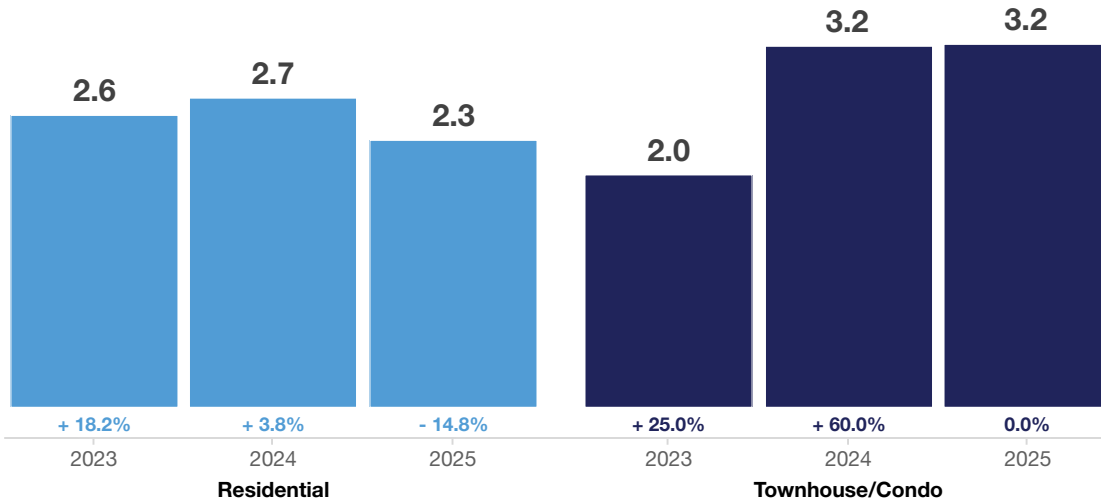


Months Supply of Inventory

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.



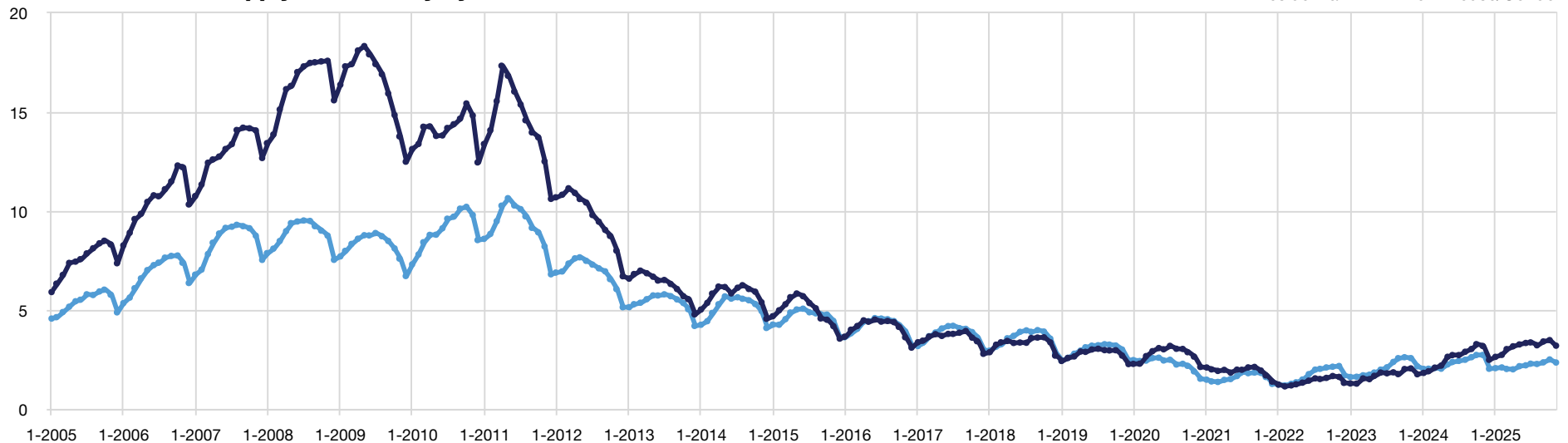
November



Months Supply	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Dec-2024	2.0	-9.1%	2.5	+38.9%
Jan-2025	2.1	+5.0%	2.6	+44.4%
Feb-2025	2.1	+5.0%	2.7	+42.1%
Mar-2025	2.0	-4.8%	3.0	+42.9%
Apr-2025	2.0	0.0%	3.2	+45.5%
May-2025	2.2	0.0%	3.3	+26.9%
Jun-2025	2.2	-8.3%	3.3	+22.2%
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%	3.4	+13.3%
Oct-2025	2.5	-7.4%	3.5	+6.1%
Nov-2025	2.3	-14.8%	3.2	0.0%
12-Month Avg*	2.2	-5.7%	3.1	+23.4%

* 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 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	11-2024	11-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		1,650	1,553	- 5.9%	22,463	23,351	+ 4.0%
Pending Sales		1,315	1,347	+ 2.4%	17,910	18,058	+ 0.8%
Closed Sales		1,405	1,361	- 3.1%	17,537	17,430	- 0.6%
Days on Market Until Sale		30	36	+ 20.0%	30	32	+ 6.7%
Median Sales Price		\$273,500	\$300,000	+ 9.7%	\$277,500	\$295,500	+ 6.5%
Average Sales Price		\$355,843	\$381,991	+ 7.3%	\$350,932	\$372,936	+ 6.3%
Percent of List Price Received		99.3%	99.6%	+ 0.3%	100.6%	100.0%	- 0.6%
Housing Affordability Index		118	113	- 4.2%	117	115	- 1.7%
Inventory of Homes for Sale		4,437	3,968	- 10.6%	—	—	—
Months Supply of Inventory		2.8	2.5	- 10.7%	—	—	—