

Monthly Indicators



December 2025

U.S. existing home sales ticked up 0.5% from the previous month to a seasonally adjusted annual rate of 4.13 million, marking the third consecutive monthly increase, according to the National Association of REALTORS® (NAR). However, sales were down 1.0% from the same period last year. Regionally, sales rose month-over-month in the Northeast and South, were unchanged in the West, and declined in the Midwest. On a year-over-year basis, sales were flat in the Northeast and South and fell in both the Midwest and West.

New Listings decreased 8.8 percent for Residential homes and 3.2 percent for Townhouse/Condo homes. Pending Sales decreased 8.3 percent for Residential homes and 23.8 percent for Townhouse/Condo homes. Inventory decreased 5.3 percent for Residential homes but increased 6.8 percent for Townhouse/Condo homes.

Median Sales Price increased 9.1 percent to \$300,000 for Residential homes but decreased 11.4 percent to \$221,500 for Townhouse/Condo homes. Days on Market decreased 2.7 percent for Residential homes but increased 6.7 percent for Townhouse/Condo homes. Months Supply of Inventory decreased 5.0 percent for Residential homes but increased 4.0 percent for Townhouse/Condo homes.

The national median existing-home price continued to climb, rising 1.2% from a year ago to \$409,200, according to NAR. This year-over-year increase—the 29th consecutive monthly gain—reflects ongoing tightness in housing supply. At the end of November, there were 1.43 million units for sale, down 5.9% from the previous month but up 7.5% from the same time last year, representing a 4.2-month supply at the current sales pace.

Quick Facts

- 0.5%

Change in
Closed Sales
All Properties

+ 6.3%

Change in
Median Sales Price
All Properties

- 3.0%

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	12-2024	12-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		963	878	- 8.8%	19,886	20,371	+ 2.4%
Pending Sales		1,001	918	- 8.3%	16,303	16,303	0.0%
Closed Sales		1,296	1,288	- 0.6%	16,273	16,188	- 0.5%
Days on Market Until Sale		37	36	- 2.7%	30	31	+ 3.3%
Median Sales Price		\$275,000	\$300,000	+ 9.1%	\$286,888	\$310,000	+ 8.1%
Average Sales Price		\$337,334	\$366,466	+ 8.6%	\$361,401	\$387,555	+ 7.2%
Percent of List Price Received		98.8%	98.9%	+ 0.1%	100.6%	100.2%	- 0.4%
Housing Affordability Index		117	113	- 3.4%	112	110	- 1.8%
Inventory of Homes for Sale		2,756	2,609	- 5.3%	—	—	—
Months Supply of Inventory		2.0	1.9	- 5.0%	—	—	—

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.



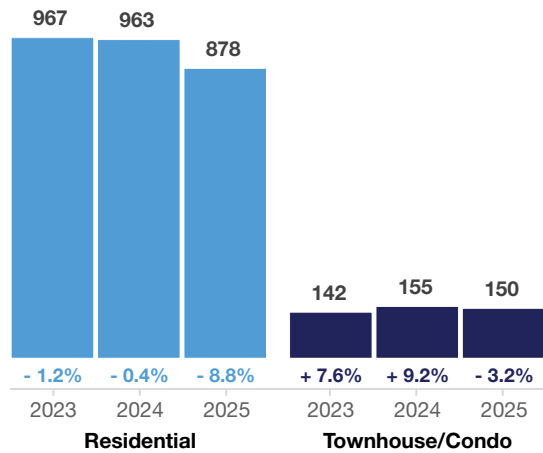
Key Metrics	Historical Sparkbars	12-2024	12-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		155	150	- 3.2%	3,601	3,857	+ 7.1%
Pending Sales		164	125	- 23.8%	2,701	2,732	+ 1.1%
Closed Sales		203	197	- 3.0%	2,693	2,694	+ 0.0%
Days on Market Until Sale		45	48	+ 6.7%	33	43	+ 30.3%
Median Sales Price		\$250,000	\$221,500	- 11.4%	\$230,000	\$225,950	- 1.8%
Average Sales Price		\$303,280	\$299,918	- 1.1%	\$282,981	\$284,918	+ 0.7%
Percent of List Price Received		98.1%	97.3%	- 0.8%	99.3%	98.1%	- 1.2%
Housing Affordability Index		127	152	+ 19.7%	138	149	+ 8.0%
Inventory of Homes for Sale		558	596	+ 6.8%	—	—	—
Months Supply of Inventory		2.5	2.6	+ 4.0%	—	—	—

New Listings

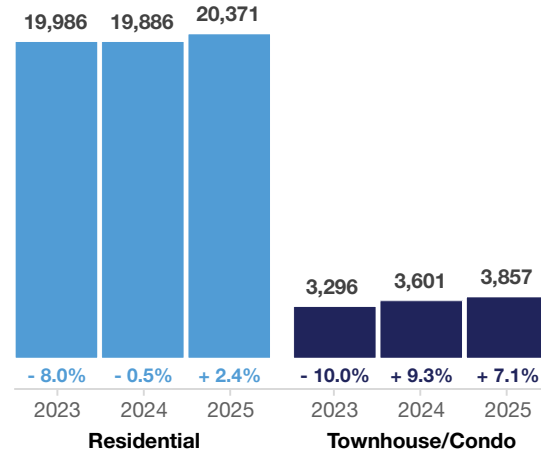
A count of the properties that have been newly listed on the market in a given month.



December

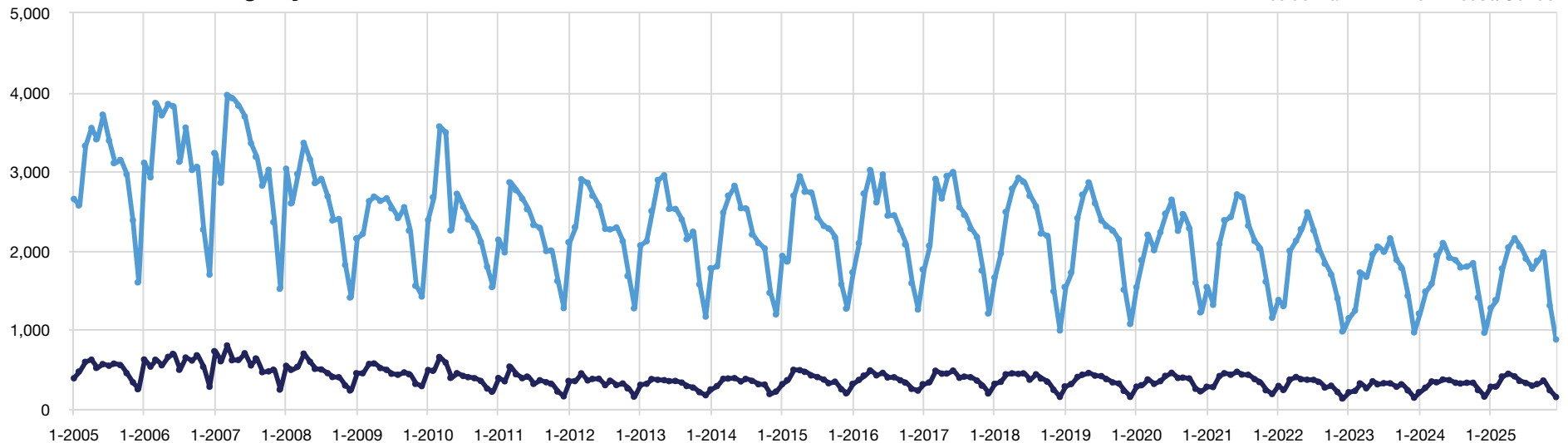


Year to Date



New Listings	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Jan-2025	1,274	+ 5.7%	280	+ 32.7%
Feb-2025	1,374	- 7.3%	281	+ 4.9%
Mar-2025	1,773	+ 12.1%	409	+ 17.9%
Apr-2025	2,039	+ 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	1,771	- 1.0%	293	- 8.7%
Sep-2025	1,870	+ 4.0%	314	- 4.8%
Oct-2025	1,977	+ 7.4%	358	+ 8.5%
Nov-2025	1,307	- 7.0%	236	- 0.8%
Dec-2025	878	- 8.8%	150	- 3.2%
12-Month Avg	1,698	+ 2.5%	321	+ 7.0%

Historical New Listings by Month

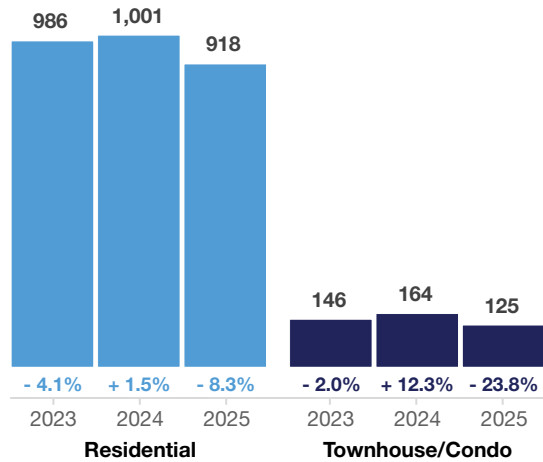


Pending Sales

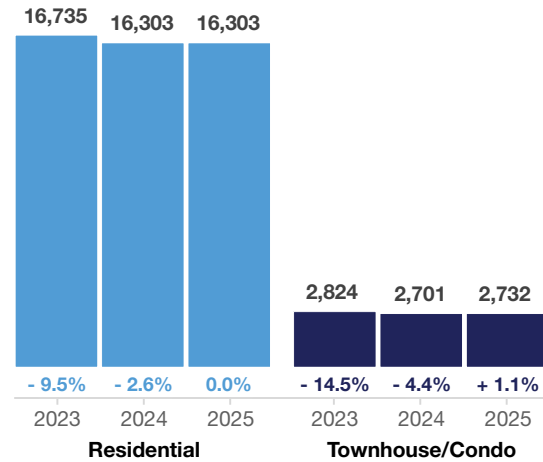
A count of the properties on which offers have been accepted in a given month.



December

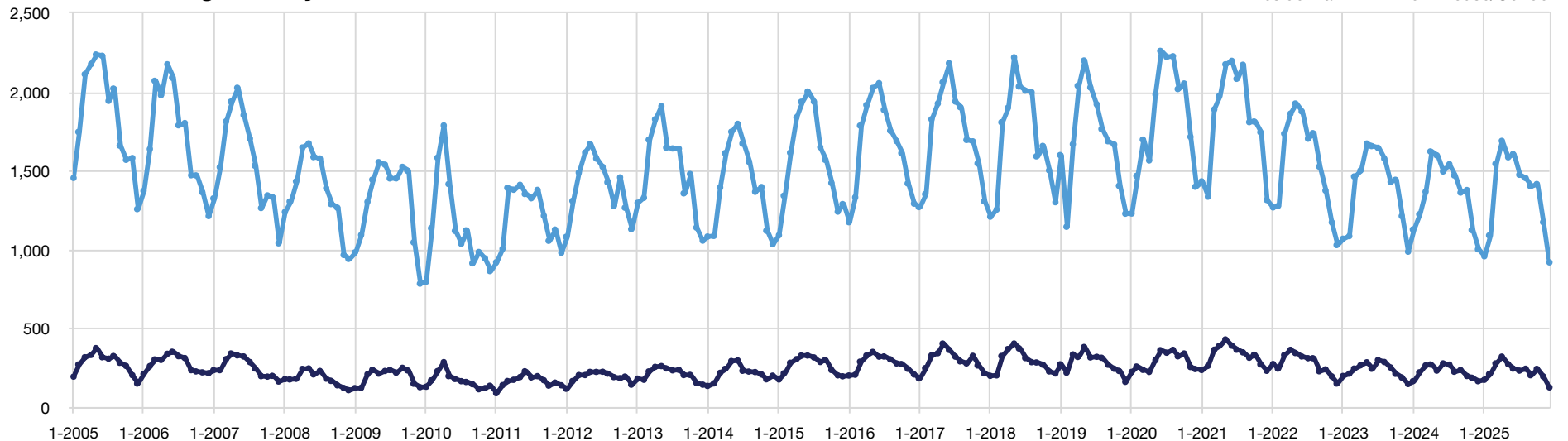


Year to Date



Pending Sales	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Jan-2025	957	-15.1%	173	+5.5%
Feb-2025	1,089	-11.0%	209	-5.0%
Mar-2025	1,544	+13.0%	277	+4.9%
Apr-2025	1,689	+4.1%	320	+18.5%
May-2025	1,585	-0.8%	272	+17.7%
Jun-2025	1,605	+7.4%	244	-11.9%
Jul-2025	1,474	-4.3%	231	-14.1%
Aug-2025	1,453	-1.2%	243	+8.5%
Sep-2025	1,401	+2.9%	202	-14.0%
Oct-2025	1,415	+2.8%	242	+22.8%
Nov-2025	1,173	+4.5%	194	+4.3%
Dec-2025	918	-8.3%	125	-23.8%
12-Month Avg	1,359	0.0%	228	+1.3%

Historical Pending Sales by Month

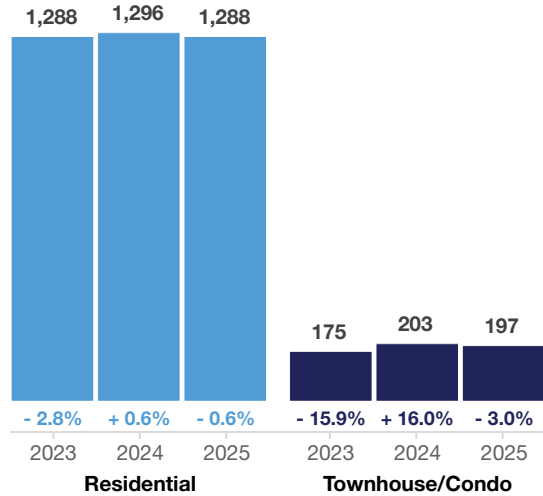


Closed Sales

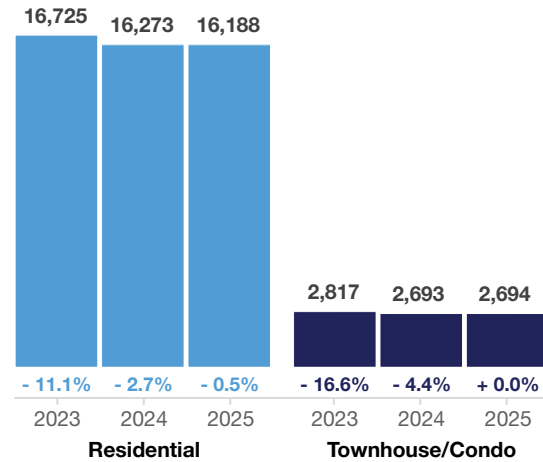
A count of the actual sales that closed in a given month.



December

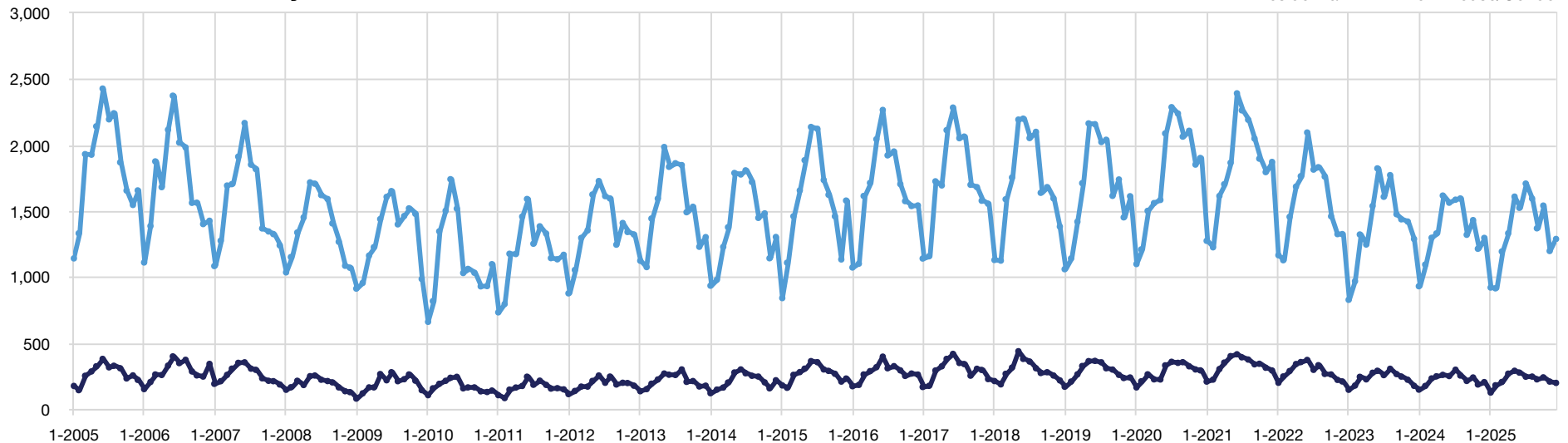


Year to Date



Closed Sales	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	1,609	- 0.5%	289	+ 12.0%
Jun-2025	1,524	- 2.5%	275	+ 10.4%
Jul-2025	1,708	+ 7.7%	244	- 17.8%
Aug-2025	1,594	- 0.1%	245	- 3.2%
Sep-2025	1,369	+ 3.7%	224	+ 5.7%
Oct-2025	1,541	+ 7.7%	239	+ 0.4%
Nov-2025	1,197	- 1.4%	207	+ 11.9%
Dec-2025	1,288	- 0.6%	197	- 3.0%
12-Month Avg	1,349	- 0.5%	225	+ 0.4%

Historical Closed Sales by Month

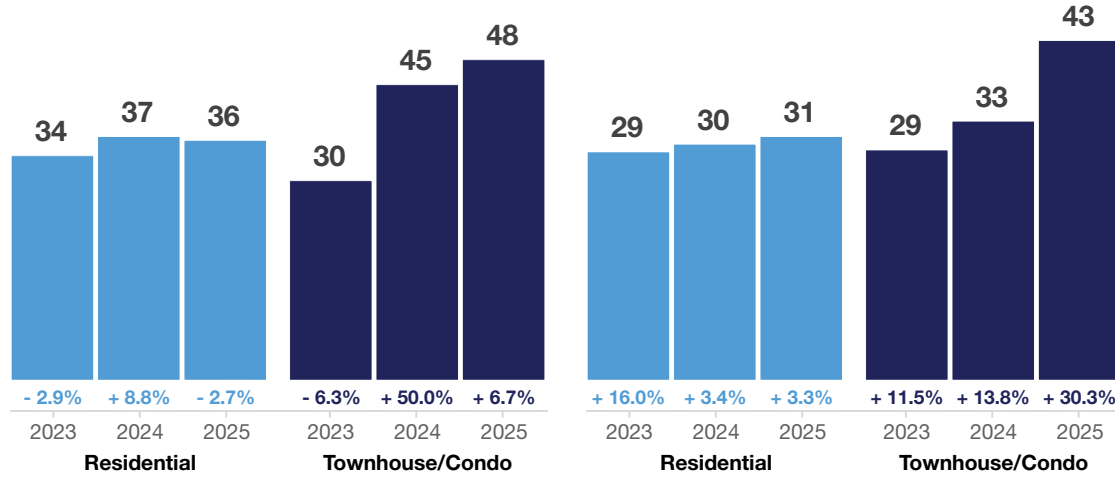


Days on Market Until Sale

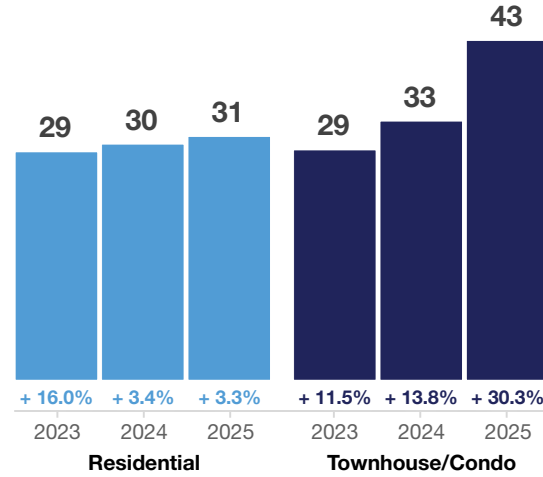
Average number of days between when a property is listed and when an offer is accepted in a given month.



December



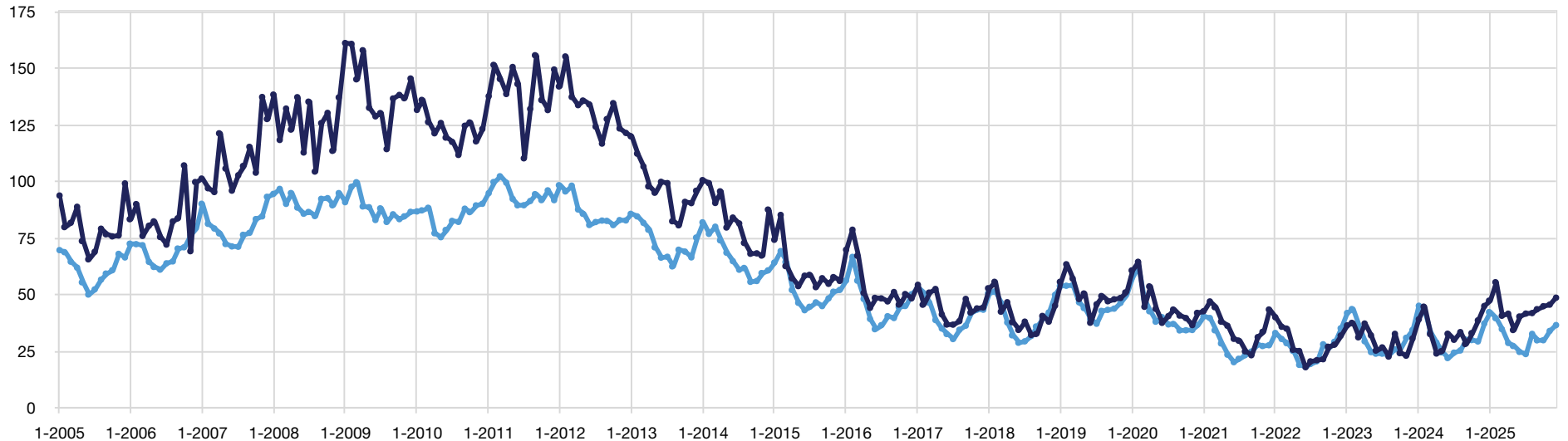
Year to Date



Days on Market	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	30	0.0%	45	+ 36.4%
Nov-2025	34	+ 17.2%	45	+ 18.4%
Dec-2025	36	- 2.7%	48	+ 6.7%
12-Month Avg*	31	+ 3.3%	43	+ 30.7%

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

Historical Days on Market Until Sale by Month

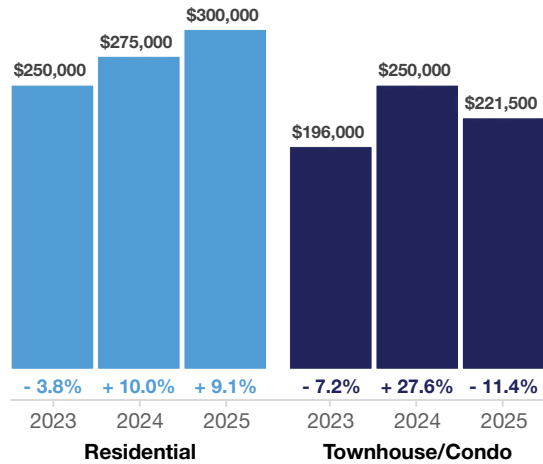


Median Sales Price

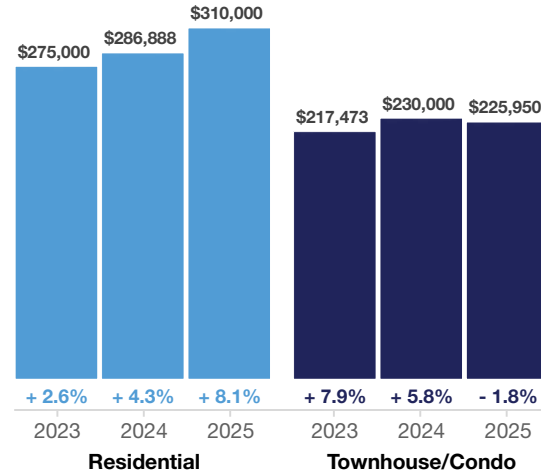
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



December



Year to Date



Median Sales Price	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$330,200	+ 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	\$312,500	+ 11.6%	\$230,000	- 3.2%
Dec-2025	\$300,000	+ 9.1%	\$221,500	- 11.4%
12-Month Avg*	\$310,000	+ 8.1%	\$225,950	- 1.8%

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

Historical Median Sales Price by Month

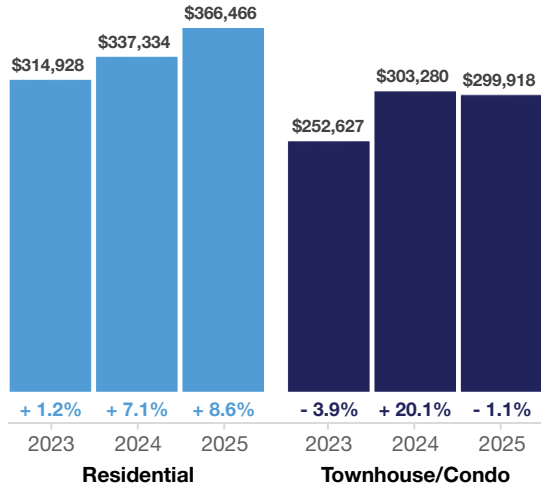


Average Sales Price

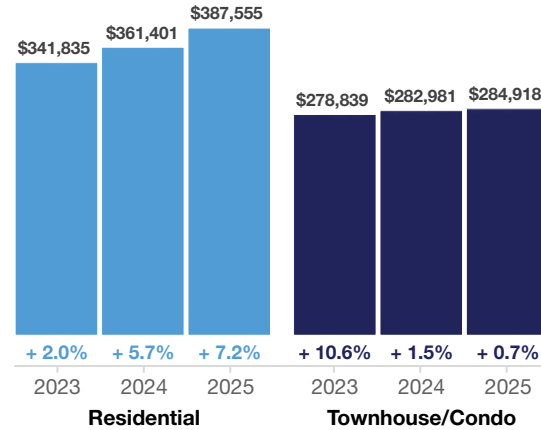
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December



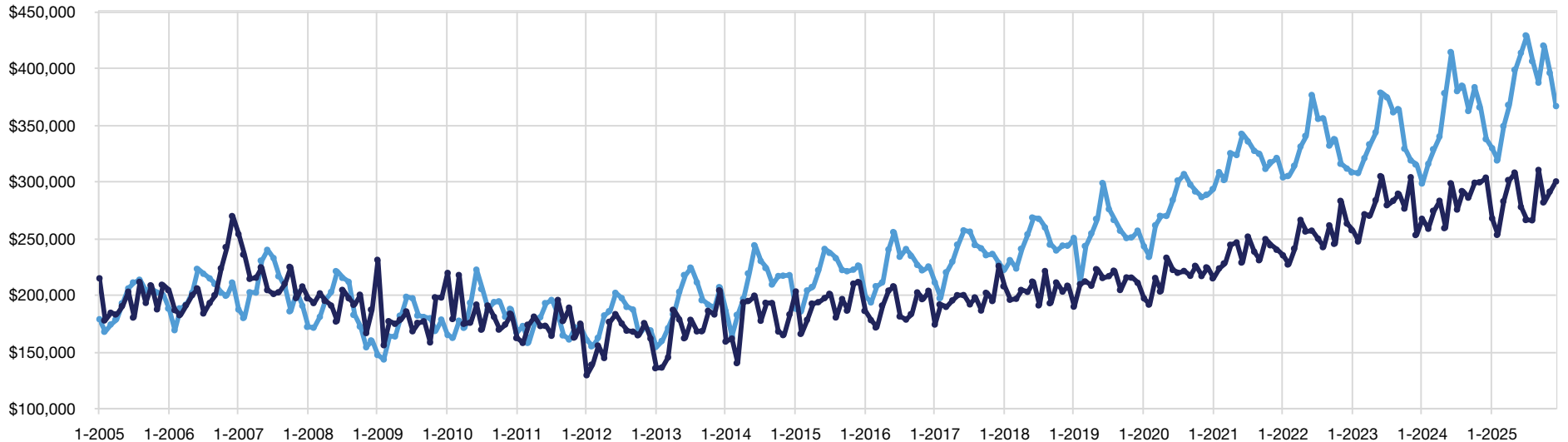
Year to Date



Avg. Sales Price	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$398,487	+ 5.4%	\$307,704	+ 18.9%
Jun-2025	\$413,505	- 0.2%	\$277,371	- 7.0%
Jul-2025	\$428,851	+ 12.9%	\$265,896	- 3.3%
Aug-2025	\$406,103	+ 5.6%	\$265,619	- 8.8%
Sep-2025	\$387,182	+ 6.9%	\$310,061	+ 8.6%
Oct-2025	\$419,876	+ 9.6%	\$281,431	- 5.8%
Nov-2025	\$395,824	+ 8.3%	\$290,918	- 2.8%
Dec-2025	\$366,466	+ 8.6%	\$299,918	- 1.1%
12-Month Avg*	\$387,555	+ 7.2%	\$284,918	+ 0.7%

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

Historical Average Sales Price by Month

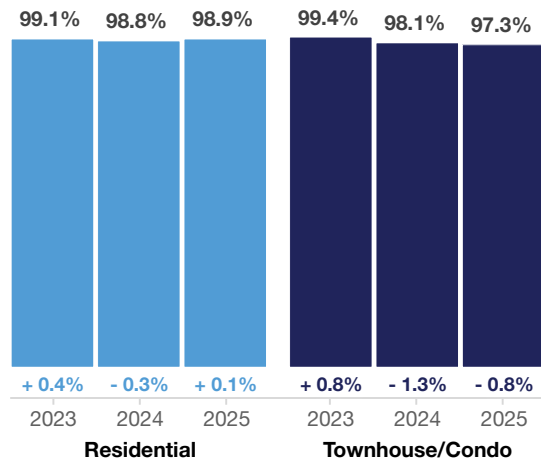


Percent of List Price Received

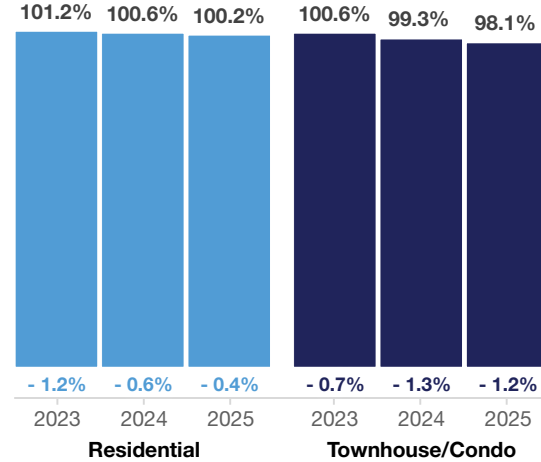


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

December



Year to Date



Pct. of List Price Received	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%	98.7%	+ 0.2%
Dec-2025	98.9%	+ 0.1%	97.3%	- 0.8%
12-Month Avg*	100.2%	- 0.4%	98.1%	- 1.2%

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

Historical Percent of List Price Received by Month

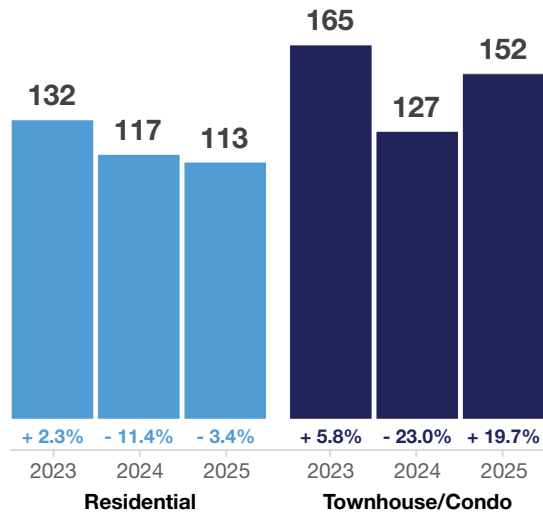


Housing Affordability Index

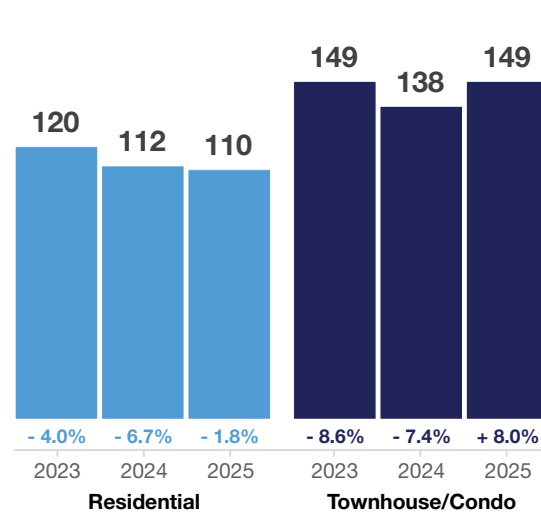


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

December

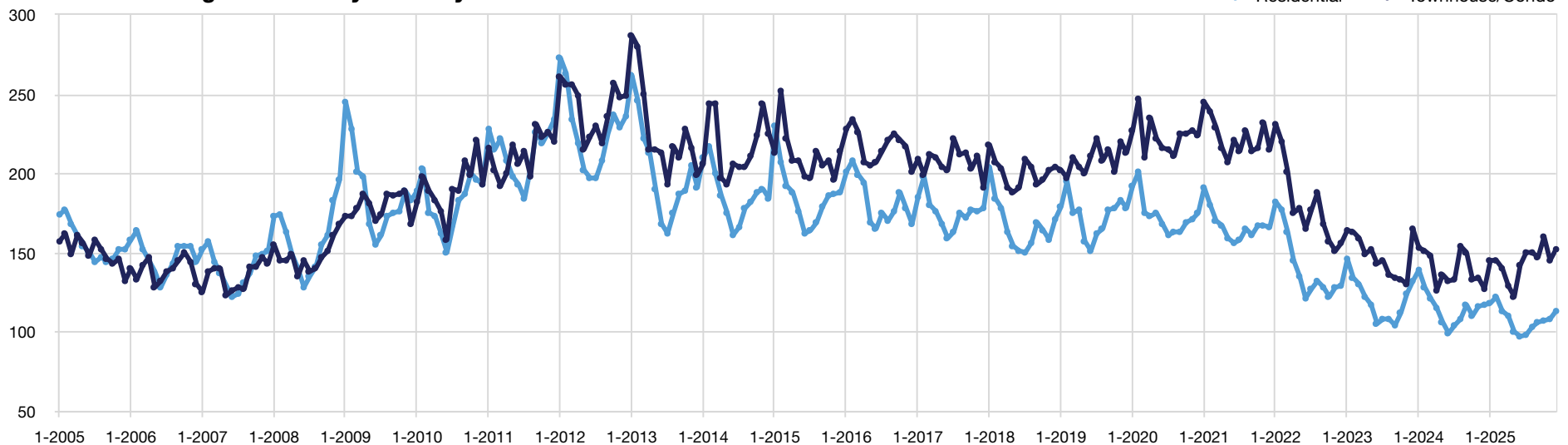


Year to Date



Affordability Index	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
Dec-2025	113	-3.4%	152	+19.7%
12-Month Avg	108	-6.1%	144	+2.9%

Historical Housing Affordability Index by Month

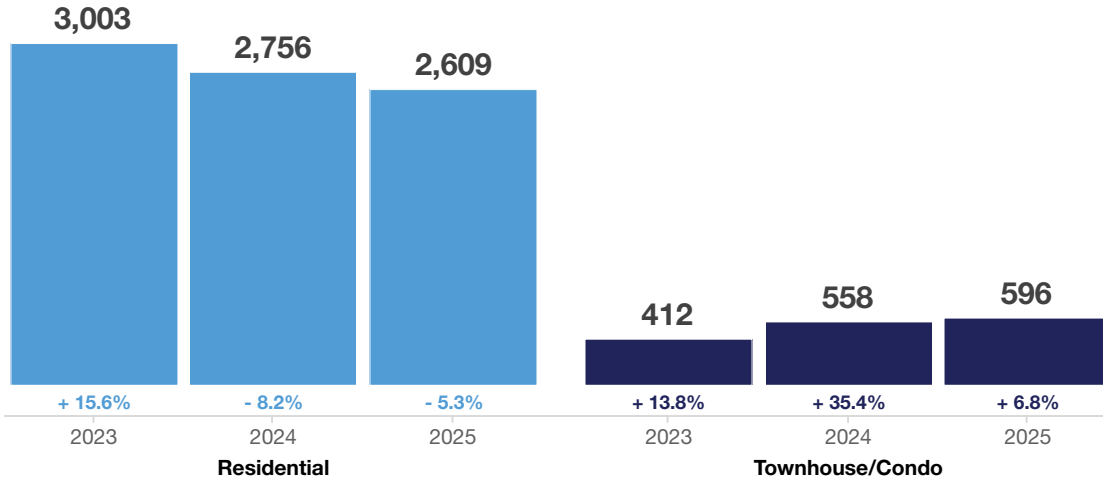


Inventory of Homes for Sale

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

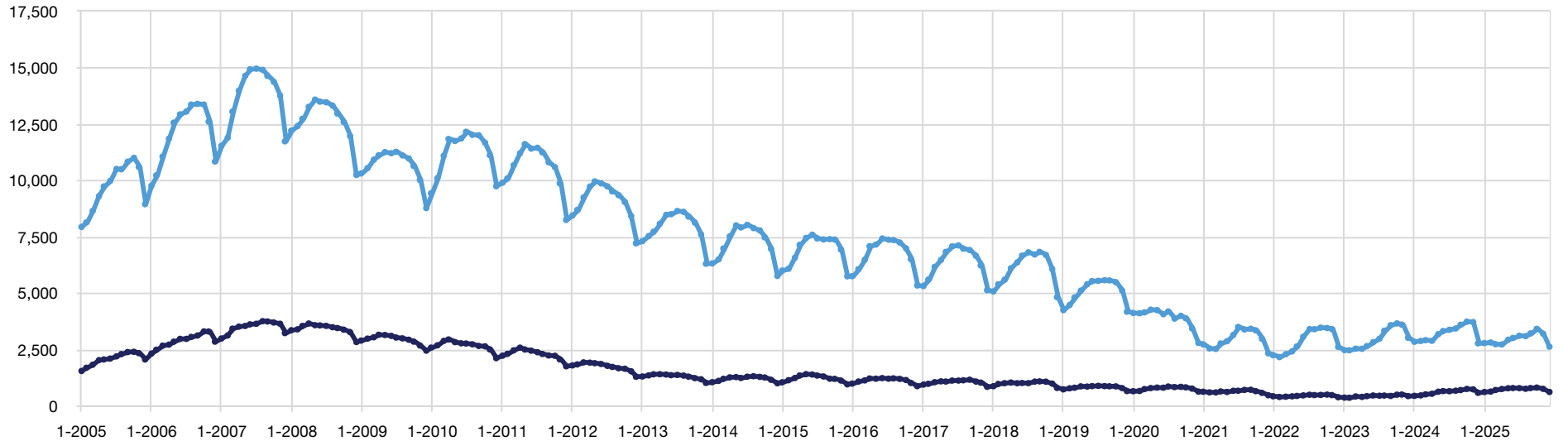


December



Homes for Sale	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Jan-2025	2,768	-2.1%	594	+40.4%
Feb-2025	2,793	-2.5%	614	+38.3%
Mar-2025	2,718	-6.2%	684	+39.6%
Apr-2025	2,705	-5.7%	729	+41.6%
May-2025	2,917	-7.7%	762	+25.3%
Jun-2025	2,996	-9.3%	770	+21.1%
Jul-2025	3,095	-7.8%	766	+21.8%
Aug-2025	3,076	-10.0%	738	+13.0%
Sep-2025	3,197	-10.7%	770	+13.1%
Oct-2025	3,401	-8.6%	791	+8.1%
Nov-2025	3,181	-14.0%	735	+3.4%
Dec-2025	2,609	-5.3%	596	+6.8%
12-Month Avg	2,955	-7.8%	712	+20.7%

Historical Inventory of Homes for Sale by Month

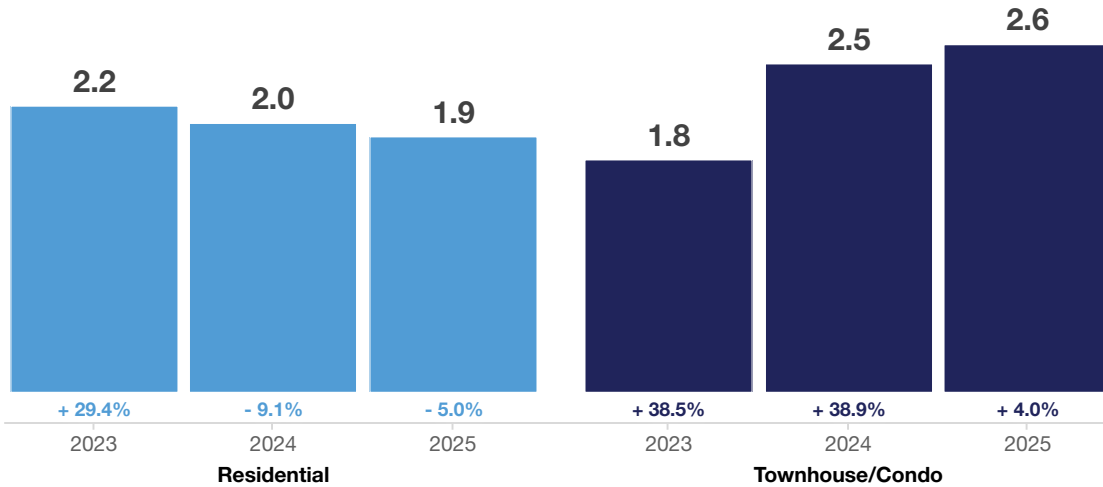


Months Supply of Inventory

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.



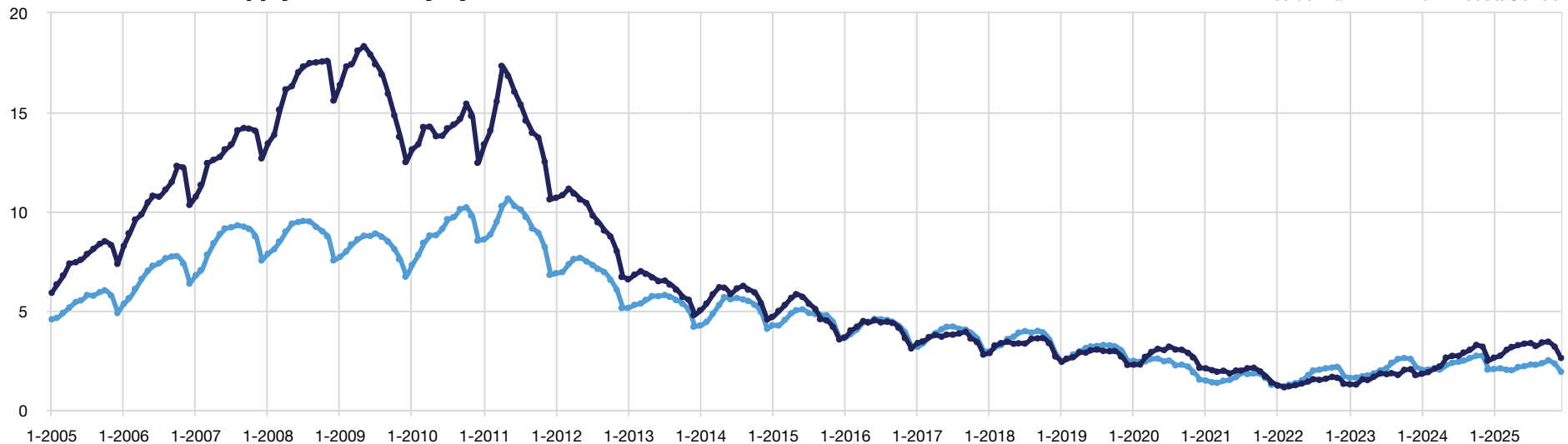
December



Months Supply	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%	3.4	+ 3.0%
Nov-2025	2.3	- 14.8%	3.2	0.0%
Dec-2025	1.9	- 5.0%	2.6	+ 4.0%
12-Month Avg*	2.2	- 5.7%	3.1	+ 20.9%

* Months Supply for all properties from January 2025 through December 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	12-2024	12-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		1,123	1,038	- 7.6%	23,586	24,390	+ 3.4%
Pending Sales		1,171	1,051	- 10.2%	19,081	19,147	+ 0.3%
Closed Sales		1,505	1,497	- 0.5%	19,042	18,992	- 0.3%
Days on Market Until Sale		38	38	0.0%	30	33	+ 10.0%
Median Sales Price		\$268,000	\$285,000	+ 6.3%	\$276,000	\$295,000	+ 6.9%
Average Sales Price		\$332,221	\$355,894	+ 7.1%	\$349,457	\$371,727	+ 6.4%
Percent of List Price Received		98.7%	98.7%	0.0%	100.4%	99.9%	- 0.5%
Housing Affordability Index		120	119	- 0.8%	117	115	- 1.7%
Inventory of Homes for Sale		3,338	3,237	- 3.0%	—	—	—
Months Supply of Inventory		2.1	2.0	- 4.8%	—	—	—