

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 8.0 percent for Residential homes but increased 26.3 percent for Townhouse/Condo homes. Pending Sales decreased 30.3 percent for Residential homes but increased 10.5 percent for Townhouse/Condo homes. Inventory increased 7.6 percent for Residential homes and 61.0 percent for Townhouse/Condo homes.

Median Sales Price increased 7.5 percent to \$190,750 for Residential homes but decreased 20.3 percent to \$207,125 for Townhouse/Condo homes. Days on Market increased 10.0 percent for Residential homes and 57.1 percent for Townhouse/Condo homes. Months Supply of Inventory increased 4.0 percent for Residential homes and 66.7 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

- 3.7%

Change in
Closed Sales
All Properties

+ 4.8%

Change in
Median Sales Price
All Properties

+ 9.2%

Change in
Homes for Sale
All Properties

This report provided by MARIS covers residential real estate activity in the Southwestern Illinois Board of 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	12-2024	12-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		538	495	- 8.0%	9,219	9,699	+ 5.2%
Pending Sales		620	432	- 30.3%	7,832	7,868	+ 0.5%
Closed Sales		664	642	- 3.3%	7,822	7,830	+ 0.1%
Days on Market Until Sale		50	55	+ 10.0%	50	50	0.0%
Median Sales Price		\$177,500	\$190,750	+ 7.5%	\$190,000	\$200,000	+ 5.3%
Average Sales Price		\$215,565	\$223,400	+ 3.6%	\$226,875	\$237,591	+ 4.7%
Percent of List Price Received		97.6%	98.1%	+ 0.5%	98.9%	98.6%	- 0.3%
Housing Affordability Index		205	202	- 1.5%	191	193	+ 1.0%
Inventory of Homes for Sale		1,602	1,723	+ 7.6%	—	—	—
Months Supply of Inventory		2.5	2.6	+ 4.0%	—	—	—

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.



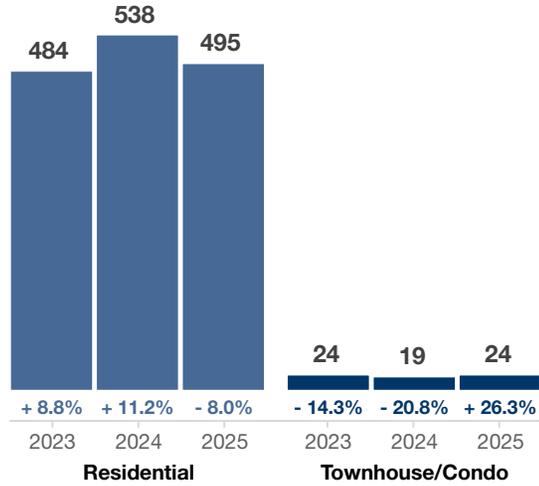
Key Metrics	Historical Sparkbars	12-2024	12-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		19	24	+ 26.3%	429	509	+ 18.6%
Pending Sales		19	21	+ 10.5%	387	372	- 3.9%
Closed Sales		36	31	- 13.9%	387	380	- 1.8%
Days on Market Until Sale		49	77	+ 57.1%	50	61	+ 22.0%
Median Sales Price		\$259,950	\$207,125	- 20.3%	\$224,000	\$227,700	+ 1.7%
Average Sales Price		\$264,384	\$223,142	- 15.6%	\$233,250	\$240,537	+ 3.1%
Percent of List Price Received		101.7%	96.9%	- 4.7%	99.5%	99.8%	+ 0.3%
Housing Affordability Index		138	184	+ 33.3%	160	167	+ 4.4%
Inventory of Homes for Sale		77	124	+ 61.0%	—	—	—
Months Supply of Inventory		2.4	4.0	+ 66.7%	—	—	—

New Listings

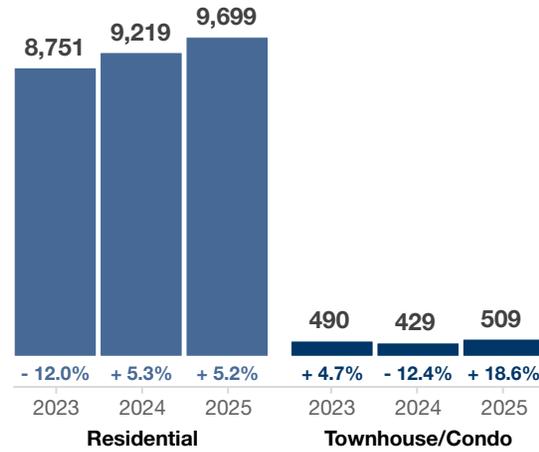
A count of the properties that have been newly listed on the market in a given month.



December

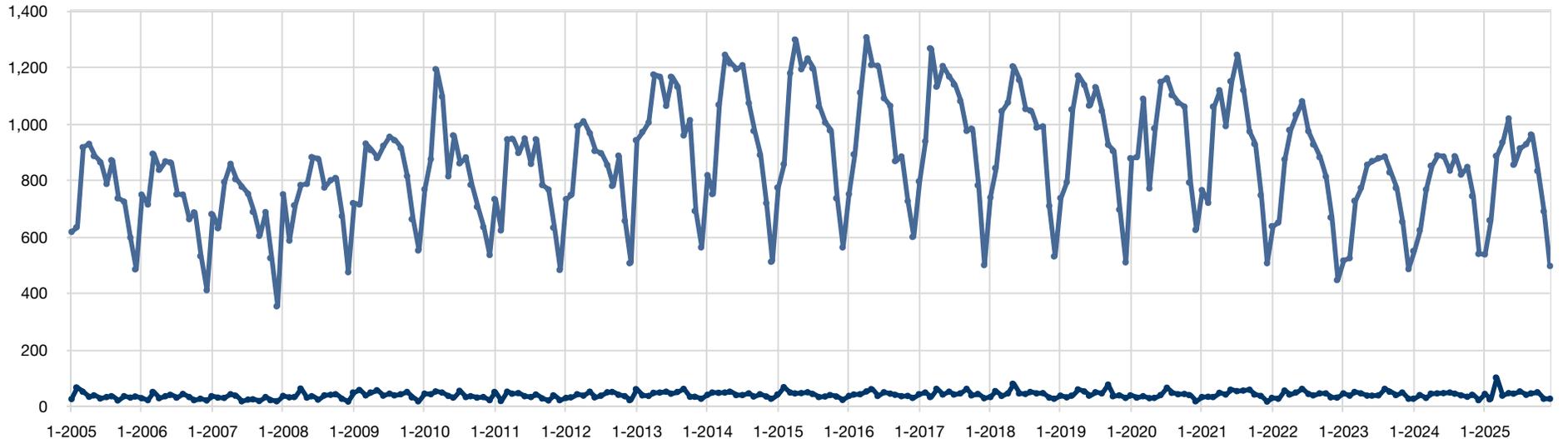


Year to Date



New Listings	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Jan-2025	536	-2.2%	41	+70.8%
Feb-2025	657	+5.6%	22	-40.5%
Mar-2025	885	+15.5%	99	+266.7%
Apr-2025	933	+9.8%	35	-16.7%
May-2025	1,018	+14.8%	44	+2.3%
Jun-2025	854	-3.3%	42	-4.5%
Jul-2025	912	+9.5%	50	+8.7%
Aug-2025	927	+4.9%	38	-9.5%
Sep-2025	961	+17.3%	43	+19.4%
Oct-2025	832	-1.7%	47	+51.6%
Nov-2025	689	-7.3%	24	-36.8%
Dec-2025	495	-8.0%	24	+26.3%
12-Month Avg	808	+5.2%	42	+16.7%

Historical New Listings by Month

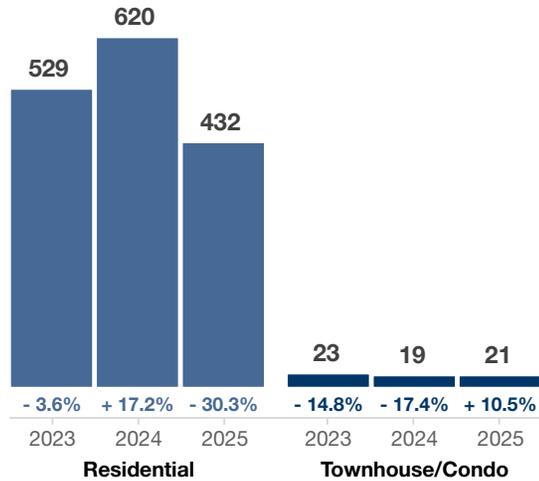


Pending Sales

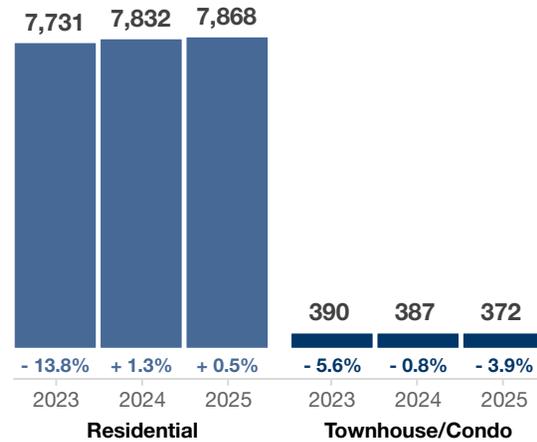
A count of the properties on which offers have been accepted in a given month.



December

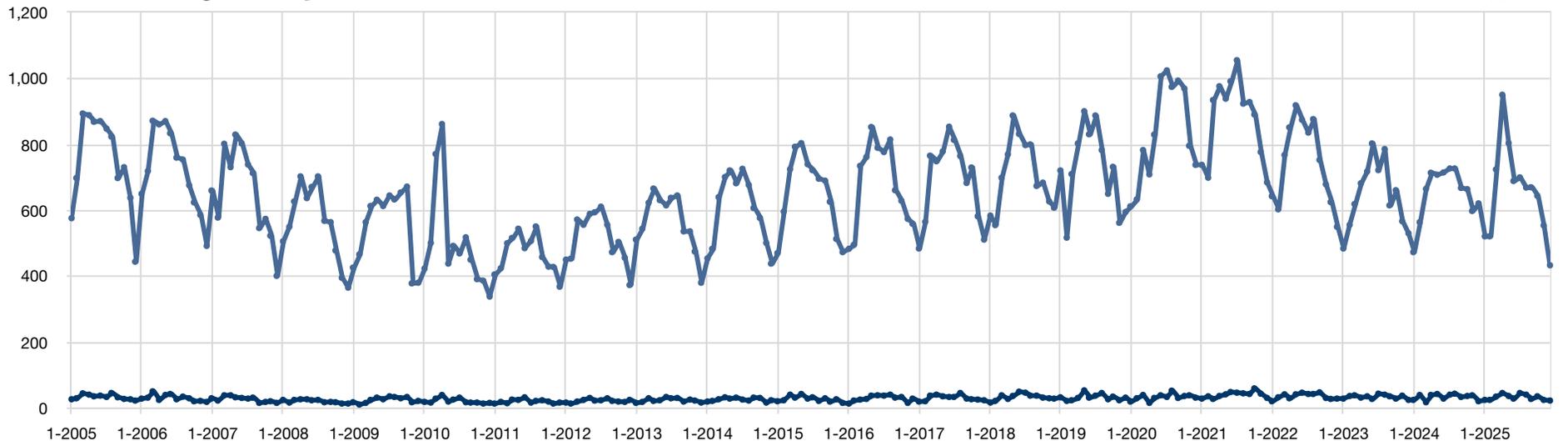


Year to Date



Pending Sales	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Jan-2025	520	+ 10.2%	23	0.0%
Feb-2025	520	- 7.6%	23	- 39.5%
Mar-2025	723	+ 8.9%	33	+ 106.3%
Apr-2025	950	+ 33.2%	44	+ 15.8%
May-2025	803	+ 13.6%	35	- 14.6%
Jun-2025	688	- 3.6%	27	0.0%
Jul-2025	699	- 3.7%	44	+ 12.8%
Aug-2025	668	- 8.0%	39	- 7.1%
Sep-2025	669	+ 0.3%	26	- 18.8%
Oct-2025	643	- 3.0%	34	- 2.9%
Nov-2025	553	- 7.4%	23	- 37.8%
Dec-2025	432	- 30.3%	21	+ 10.5%
12-Month Avg	656	+ 0.5%	31	- 3.1%

Historical Pending Sales by Month

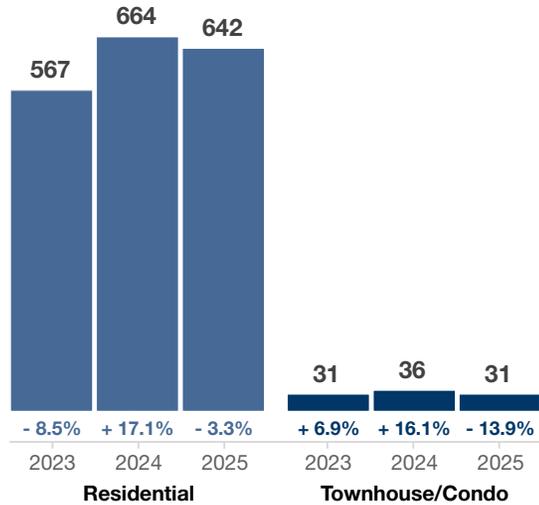


Closed Sales

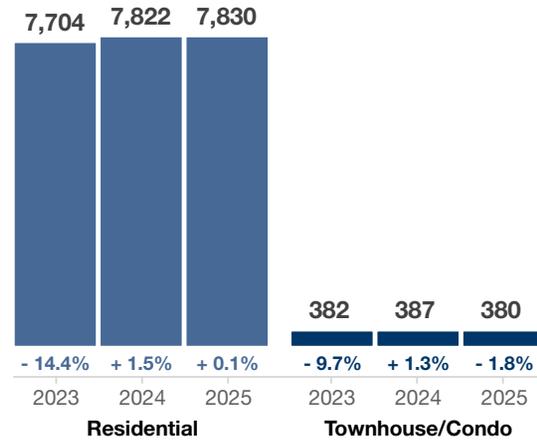
A count of the actual sales that closed in a given month.



December

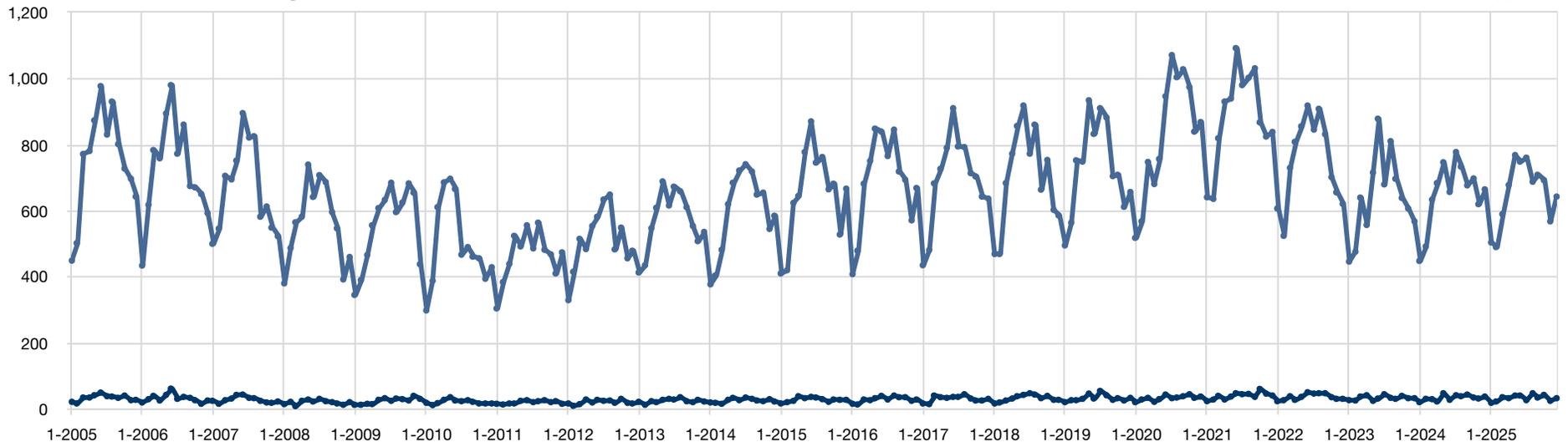


Year to Date



Closed Sales	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Jan-2025	503	+ 12.5%	17	- 10.5%
Feb-2025	489	- 0.4%	21	- 27.6%
Mar-2025	589	- 7.0%	34	+ 21.4%
Apr-2025	677	- 0.9%	31	+ 47.6%
May-2025	768	+ 2.9%	39	- 15.2%
Jun-2025	748	+ 14.0%	39	+ 50.0%
Jul-2025	760	- 2.2%	25	- 37.5%
Aug-2025	687	- 6.3%	46	+ 24.3%
Sep-2025	708	+ 4.7%	33	- 21.4%
Oct-2025	692	- 0.7%	41	+ 24.2%
Nov-2025	567	- 8.4%	23	- 23.3%
Dec-2025	642	- 3.3%	31	- 13.9%
12-Month Avg	653	+ 0.2%	32	0.0%

Historical Closed Sales by Month

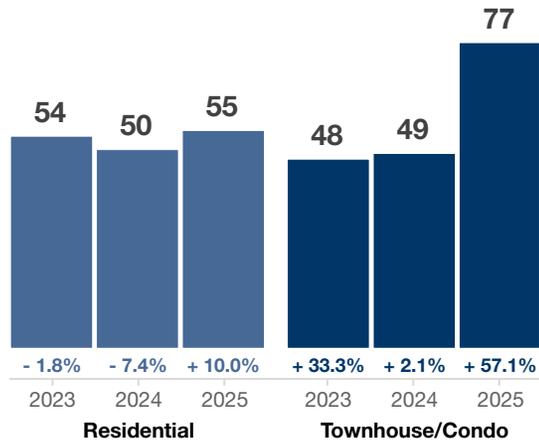


Days on Market Until Sale

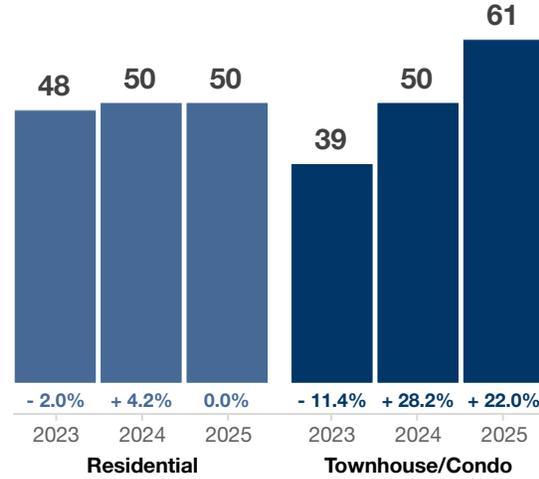
Average number of days between when a property is listed and when an offer is accepted in a given month.



December



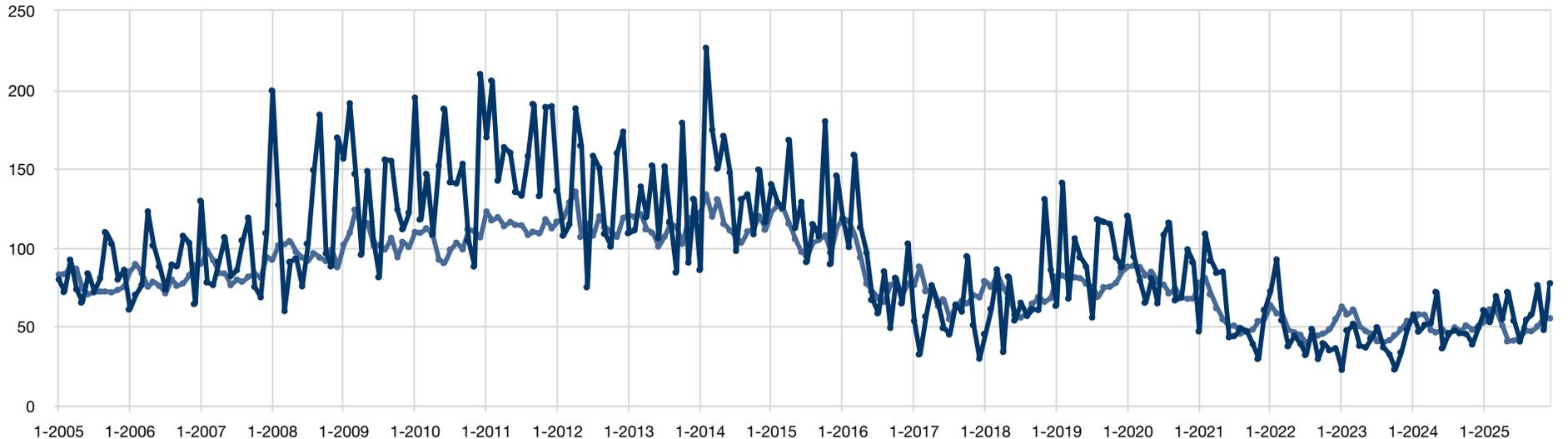
Year to Date



Days on Market	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Jan-2025	53	- 1.9%	60	+ 3.4%
Feb-2025	61	+ 5.2%	53	+ 12.8%
Mar-2025	60	+ 5.3%	69	+ 35.3%
Apr-2025	51	+ 6.3%	55	+ 5.8%
May-2025	41	- 10.9%	72	0.0%
Jun-2025	41	- 14.6%	54	+ 50.0%
Jul-2025	43	- 4.4%	41	- 10.9%
Aug-2025	47	- 4.1%	54	+ 14.9%
Sep-2025	47	0.0%	58	+ 26.1%
Oct-2025	50	- 2.0%	76	+ 68.9%
Nov-2025	56	+ 16.7%	48	+ 23.1%
Dec-2025	55	+ 10.0%	77	+ 57.1%
12-Month Avg*	50	- 0.2%	61	+ 22.8%

* 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

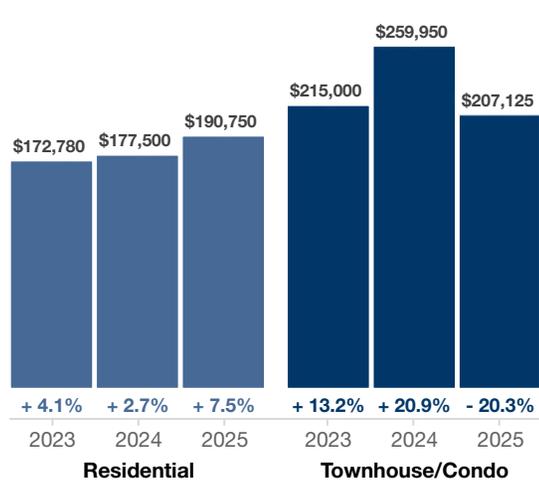


Median Sales Price

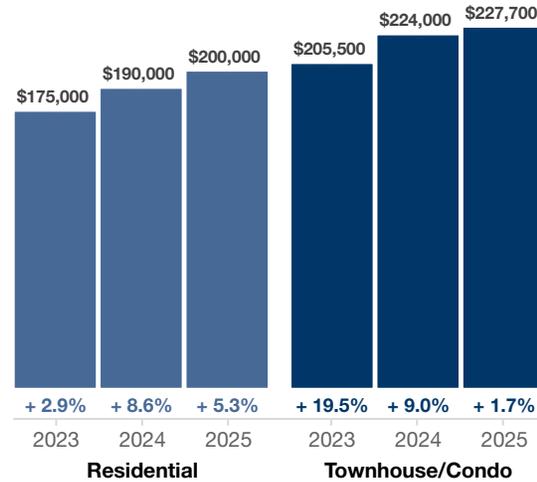
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



December



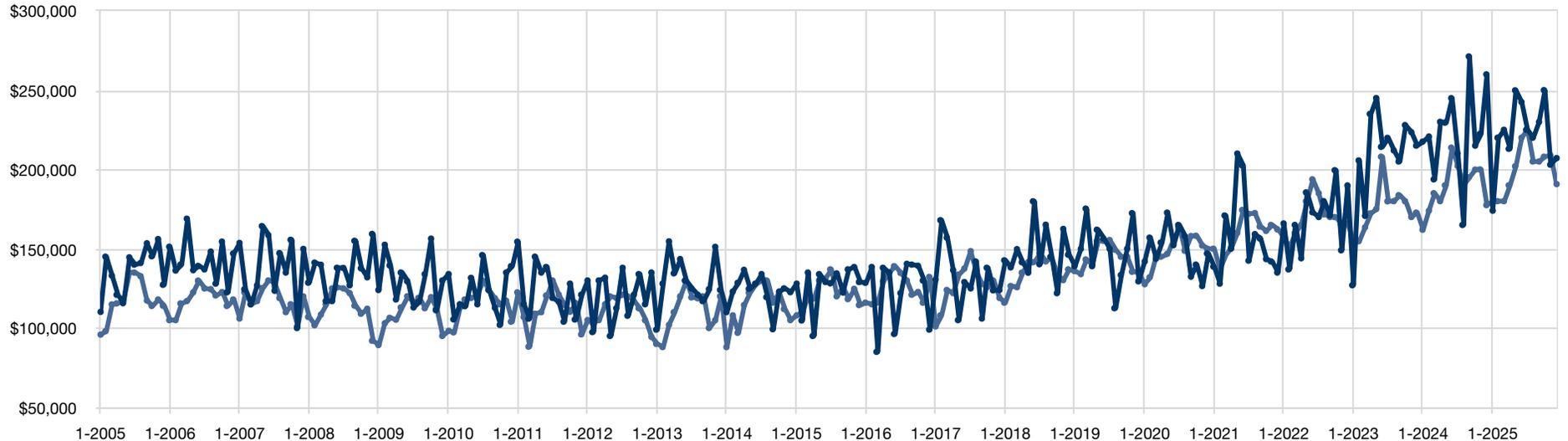
Year to Date



Median Sales Price	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Jan-2025	\$179,900	+ 11.0%	\$174,000	- 20.0%
Feb-2025	\$180,000	+ 3.4%	\$220,000	- 0.3%
Mar-2025	\$180,000	- 2.7%	\$225,000	+ 16.1%
Apr-2025	\$190,000	+ 5.6%	\$213,000	- 7.4%
May-2025	\$202,000	+ 6.3%	\$249,900	+ 8.9%
Jun-2025	\$220,000	+ 2.9%	\$242,500	- 1.0%
Jul-2025	\$225,000	+ 11.3%	\$225,000	+ 7.1%
Aug-2025	\$205,000	+ 7.9%	\$220,000	+ 33.3%
Sep-2025	\$205,000	+ 5.1%	\$230,000	- 15.2%
Oct-2025	\$208,000	+ 4.1%	\$250,000	+ 16.3%
Nov-2025	\$209,000	+ 4.5%	\$203,000	- 8.7%
Dec-2025	\$190,750	+ 7.5%	\$207,125	- 20.3%
12-Month Avg*	\$200,000	+ 5.3%	\$227,700	+ 1.7%

* 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

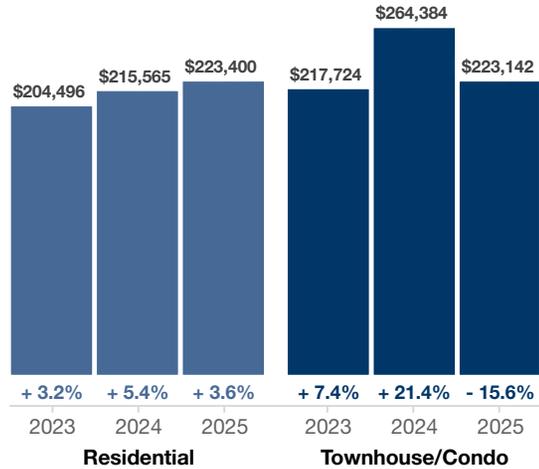


Average Sales Price

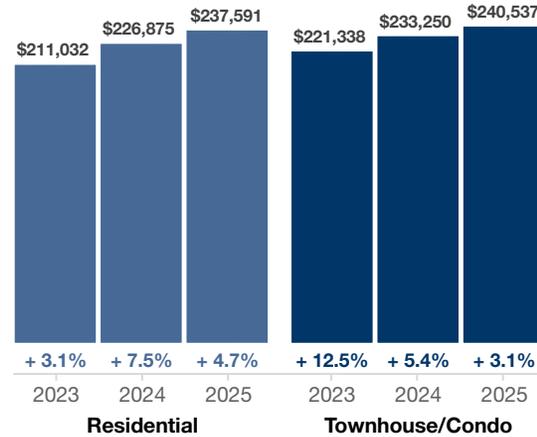
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December



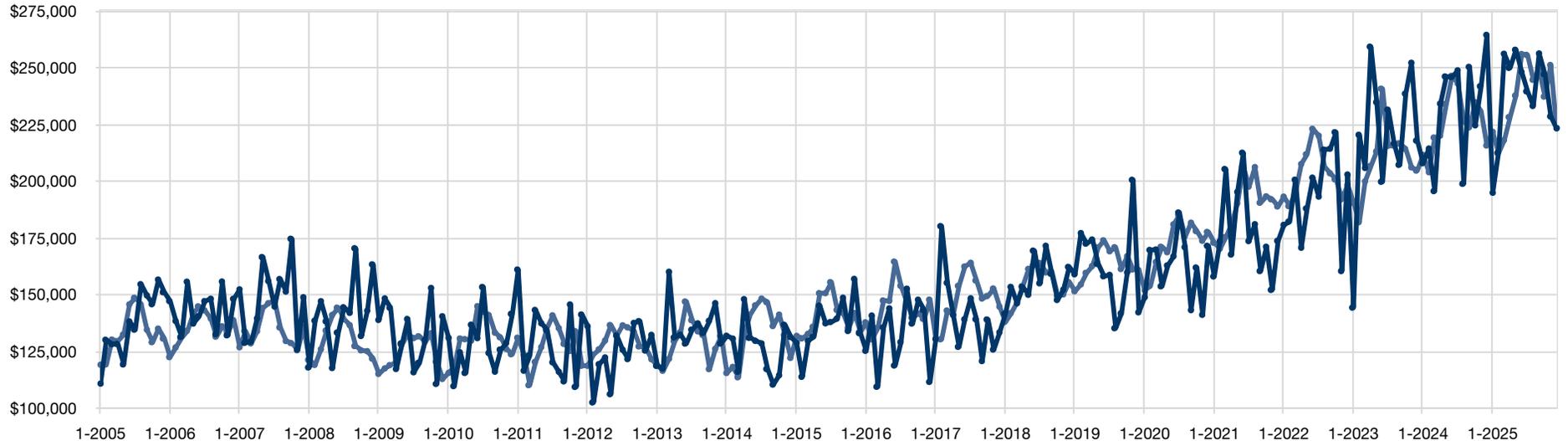
Year to Date



Avg. Sales Price	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Jan-2025	\$221,604	+ 4.8%	\$194,729	- 6.3%
Feb-2025	\$212,142	+ 4.1%	\$212,400	- 0.8%
Mar-2025	\$217,947	- 0.5%	\$256,048	+ 31.0%
Apr-2025	\$228,116	+ 3.7%	\$249,849	+ 6.7%
May-2025	\$237,600	+ 1.6%	\$257,818	+ 4.8%
Jun-2025	\$255,933	+ 3.9%	\$247,998	+ 0.9%
Jul-2025	\$255,564	+ 5.2%	\$239,485	- 3.7%
Aug-2025	\$244,574	+ 8.1%	\$233,037	+ 17.3%
Sep-2025	\$248,943	+ 11.4%	\$256,188	+ 2.4%
Oct-2025	\$237,156	+ 1.1%	\$247,043	+ 10.1%
Nov-2025	\$251,096	+ 8.9%	\$228,427	- 5.5%
Dec-2025	\$223,400	+ 3.6%	\$223,142	- 15.6%
12-Month Avg*	\$237,591	+ 4.7%	\$240,537	+ 3.1%

* 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

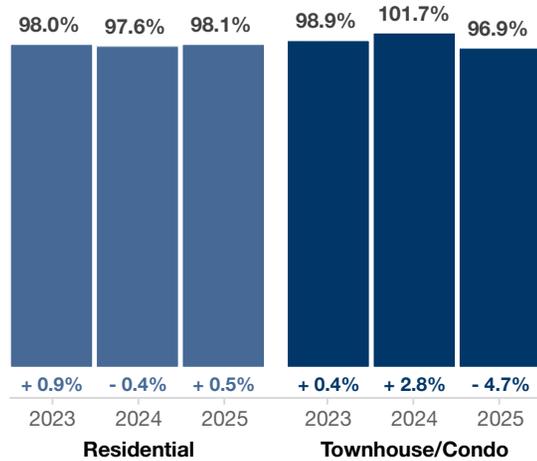


Percent of List Price Received

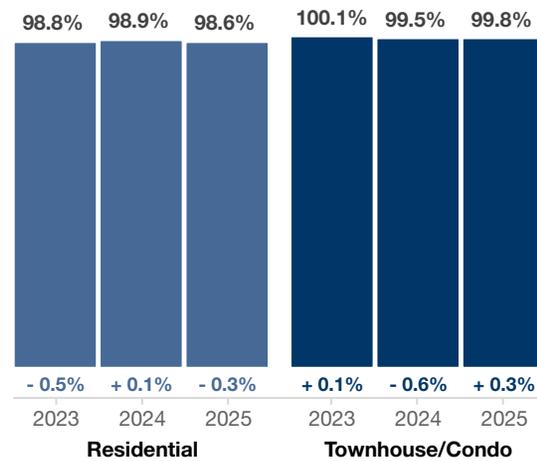
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



December



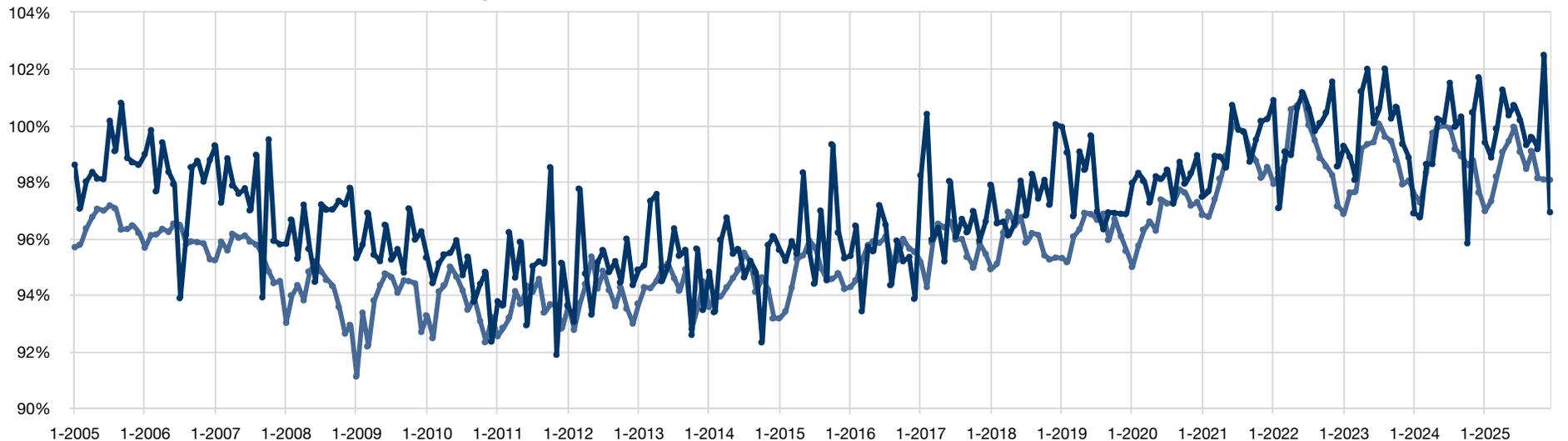
Year to Date



Pct. of List Price Received	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Jan-2025	97.0%	- 0.5%	99.4%	+ 2.6%
Feb-2025	97.3%	0.0%	98.9%	+ 2.3%
Mar-2025	98.2%	- 0.1%	99.9%	+ 1.3%
Apr-2025	99.1%	- 0.6%	101.3%	+ 2.7%
May-2025	99.4%	- 0.5%	100.4%	+ 0.2%
Jun-2025	99.9%	- 0.1%	100.7%	+ 0.6%
Jul-2025	99.1%	- 0.8%	100.2%	- 1.3%
Aug-2025	98.5%	- 0.7%	99.3%	- 0.6%
Sep-2025	99.1%	+ 0.2%	99.6%	- 0.7%
Oct-2025	98.1%	- 0.5%	99.2%	+ 3.5%
Nov-2025	98.1%	- 0.7%	102.5%	+ 2.0%
Dec-2025	98.1%	+ 0.5%	96.9%	- 4.7%
12-Month Avg*	98.6%	- 0.3%	99.8%	+ 0.3%

* 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

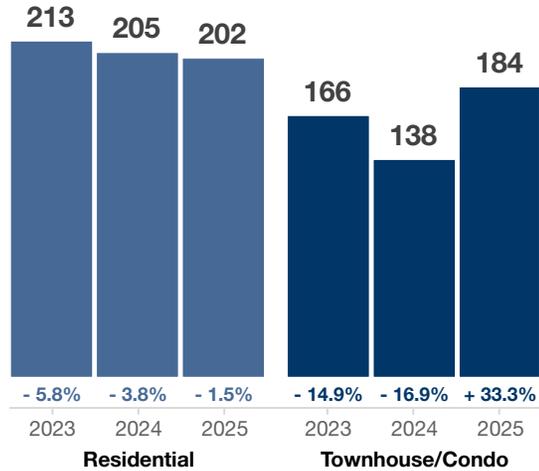


Housing Affordability Index

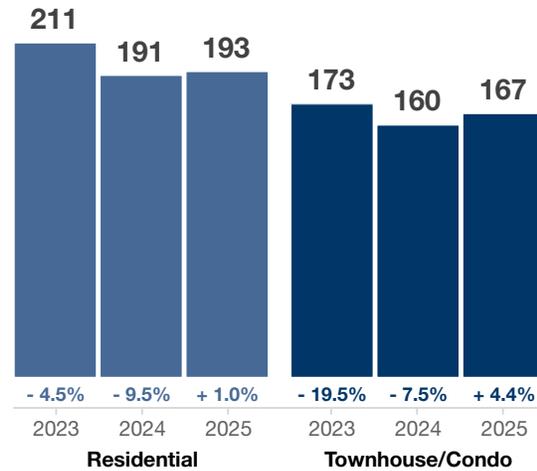
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



December

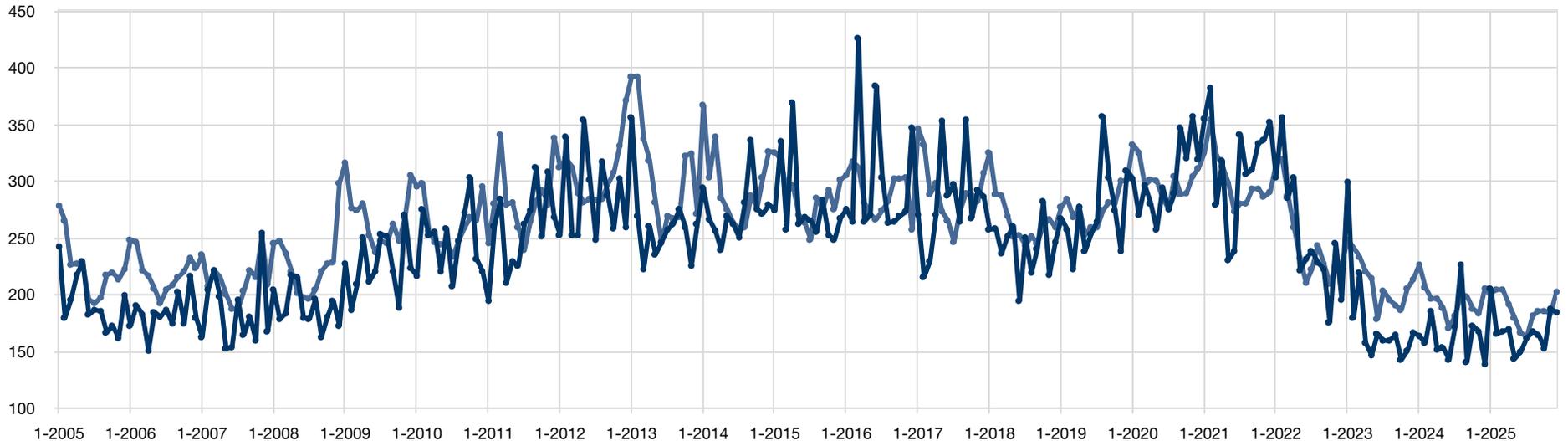


Year to Date



Affordability Index	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Jan-2025	201	- 11.1%	205	+ 25.8%
Feb-2025	204	- 1.0%	165	+ 5.1%
Mar-2025	204	+ 4.1%	167	- 9.7%
Apr-2025	191	- 2.6%	169	+ 11.9%
May-2025	179	- 4.8%	143	- 6.5%
Jun-2025	166	- 2.4%	149	+ 4.9%
Jul-2025	162	- 10.5%	161	- 5.8%
Aug-2025	181	- 9.0%	167	- 26.1%
Sep-2025	185	- 6.6%	164	+ 17.1%
Oct-2025	185	- 1.1%	152	- 11.6%
Nov-2025	183	0.0%	187	+ 12.0%
Dec-2025	202	- 1.5%	184	+ 33.3%
12-Month Avg	187	- 4.1%	168	+ 2.4%

Historical Housing Affordability Index by Month

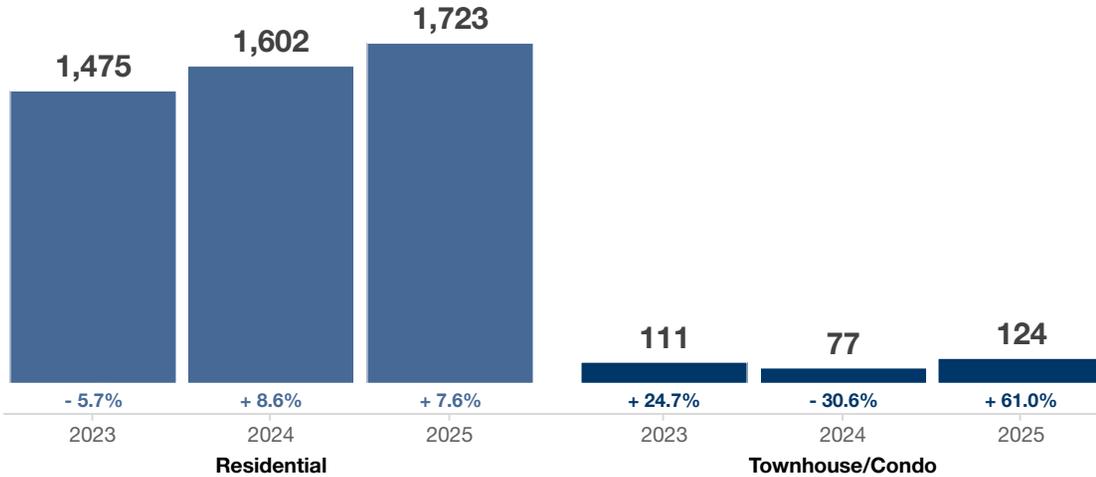


Inventory of Homes for Sale

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

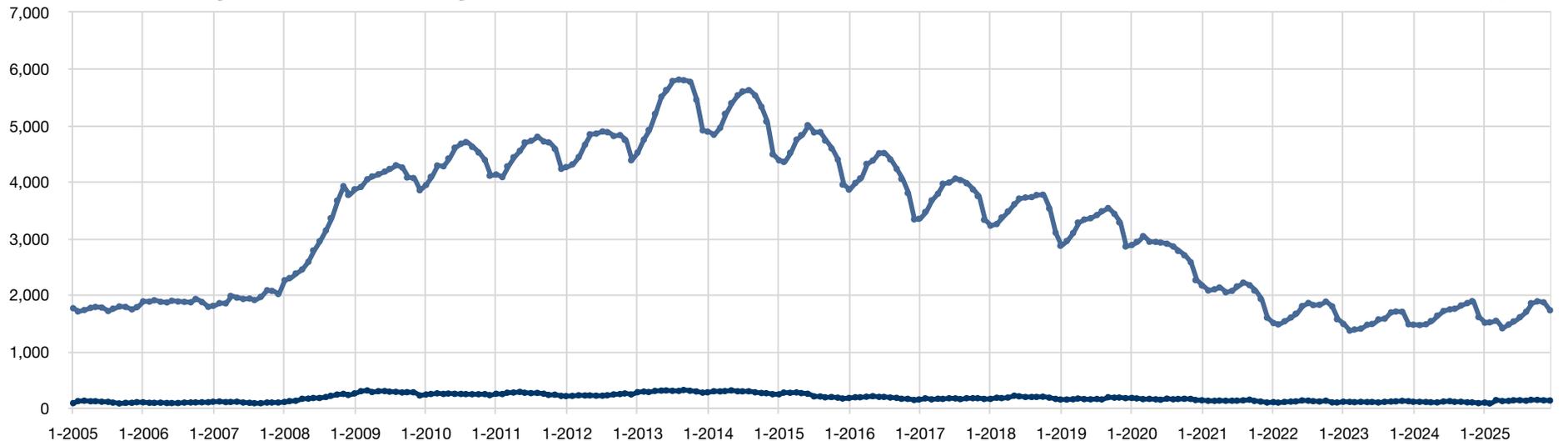


December



Homes for Sale	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Jan-2025	1,502	+ 2.4%	87	- 13.9%
Feb-2025	1,509	+ 3.4%	72	- 28.0%
Mar-2025	1,536	+ 4.1%	131	+ 35.1%
Apr-2025	1,403	- 8.3%	114	+ 23.9%
May-2025	1,470	- 9.6%	117	+ 30.0%
Jun-2025	1,524	- 10.9%	128	+ 20.8%
Jul-2025	1,599	- 8.0%	128	+ 14.3%
Aug-2025	1,696	- 3.1%	120	+ 20.0%
Sep-2025	1,848	+ 2.3%	135	+ 33.7%
Oct-2025	1,881	+ 1.7%	135	+ 48.4%
Nov-2025	1,863	- 1.1%	127	+ 41.1%
Dec-2025	1,723	+ 7.6%	124	+ 61.0%
12-Month Avg	1,630	- 1.7%	118	+ 22.9%

Historical Inventory of Homes for Sale by Month

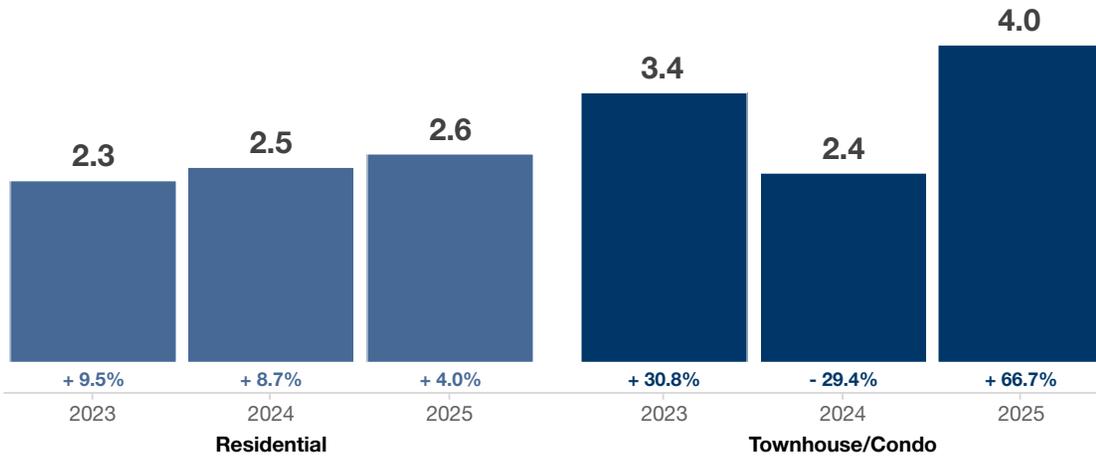


Months Supply of Inventory

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	2.3	0.0%	2.7	- 12.9%
Feb-2025	2.3	0.0%	2.3	- 25.8%
Mar-2025	2.3	0.0%	4.0	+ 25.0%
Apr-2025	2.1	- 12.5%	3.5	+ 20.7%
May-2025	2.1	- 16.0%	3.6	+ 28.6%
Jun-2025	2.2	- 18.5%	3.9	+ 18.2%
Jul-2025	2.3	- 14.8%	3.9	+ 11.4%
Aug-2025	2.5	- 7.4%	3.7	+ 19.4%
Sep-2025	2.7	- 3.6%	4.2	+ 31.3%
Oct-2025	2.8	- 3.4%	4.2	+ 50.0%
Nov-2025	2.8	- 3.4%	4.1	+ 46.4%
Dec-2025	2.6	+ 4.0%	4.0	+ 66.7%
12-Month Avg*	2.4	- 5.5%	3.7	+ 22.0%

* 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		565	527	- 6.7%	9,779	10,352	+ 5.9%
Pending Sales		648	458	- 29.3%	8,307	8,364	+ 0.7%
Closed Sales		709	683	- 3.7%	8,297	8,333	+ 0.4%
Days on Market Until Sale		51	56	+ 9.8%	50	50	0.0%
Median Sales Price		\$180,000	\$188,700	+ 4.8%	\$190,000	\$200,000	+ 5.3%
Average Sales Price		\$216,324	\$221,664	+ 2.5%	\$225,837	\$236,016	+ 4.5%
Percent of List Price Received		97.7%	97.9%	+ 0.2%	98.9%	98.6%	- 0.3%
Housing Affordability Index		201	204	+ 1.5%	191	193	+ 1.0%
Inventory of Homes for Sale		1,715	1,873	+ 9.2%	—	—	—
Months Supply of Inventory		2.5	2.7	+ 8.0%	—	—	—