Monthly Indicators

October 2025

U.S. existing-home sales climbed 1.5% month-over-month and 4.1% year-over-year, reaching a seasonally adjusted annual rate of 4.06 million units, according to the National Association of REALTORS® (NAR). The increase was partly driven by falling mortgage rates, which recently hit their lowest level in more than a year. Regionally, monthly sales advanced in the Northeast, South, and West, while the Midwest experienced a slight decline.

New Listings decreased 1.4 percent for Residential homes but increased 45.2 percent for Townhouse/Condo homes. Pending Sales decreased 23.8 percent for Residential homes and 17.1 percent for Townhouse/Condo homes. Inventory increased 9.6 percent for Residential homes and 50.5 percent for Townhouse/Condo homes.

Median Sales Price increased 4.4 percent to $208,700 for Residential homes and 16.3 percent to $250,000 for Townhouse/Condo homes. Days on Market decreased 2.0 percent for Residential homes but increased 64.4 percent for Townhouse/Condo homes. Months Supply of Inventory increased 6.9 percent for Residential homes and 57.1 percent for Townhouse/Condo homes.

Housing inventory edged up 1.3% from the previous month to 1.55 million units, 14.0% higher than the same period last year. This represents a 4.6-month supply at the current sales pace, according to NAR. The median existing-home price grew 2.1% year-over-year to $415,200, continuing the trend of annual price gains. The Midwest saw the largest year-over-year increase in median sales price, followed by the Northeast and South, while prices remained mostly flat in the West.

Quick Facts

+ 1.2%	+ 4.0%	+ 10.9%
Change in **Closed Sales** All Properties	Change in **Median Sales Price** All Properties	Change in **Homes for Sale** All Properties

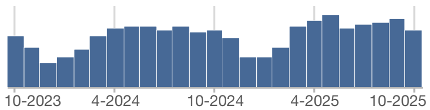
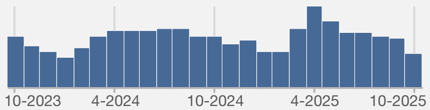
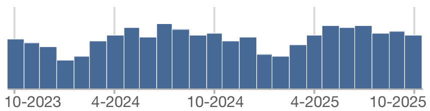
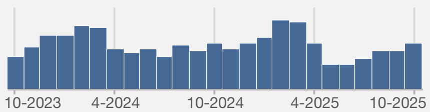
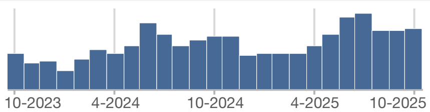
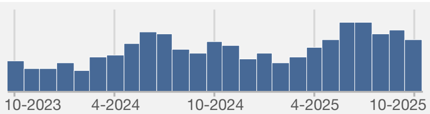
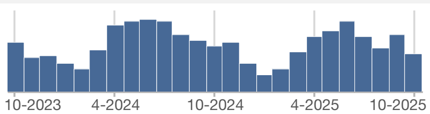
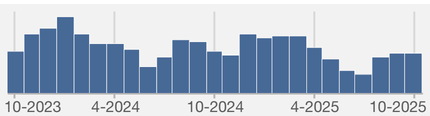
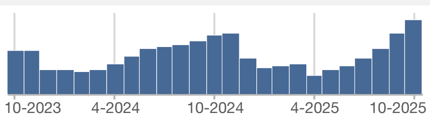
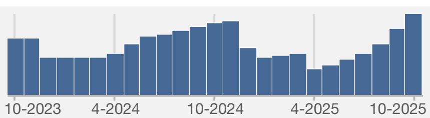
This report provided by MARIS covers residential real estate activity in the Southwestern Illinois Board of REALTORS® service area. Percent changes are calculated using rounded figures.

Current as of November 5, 2025. All data from MARIS. Report © 2025 ShowingTime Plus, LLC.

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.

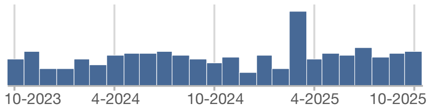
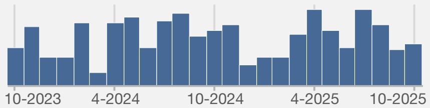
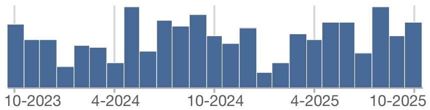
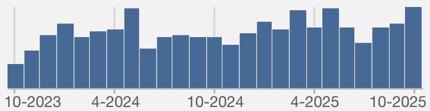
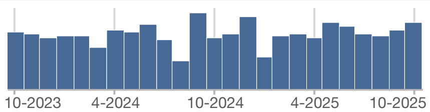
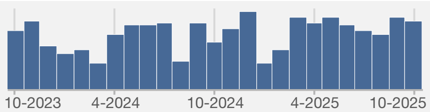
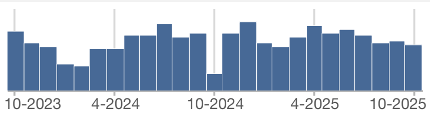
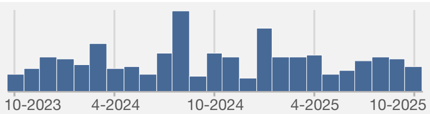
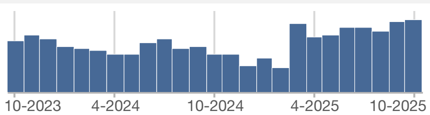
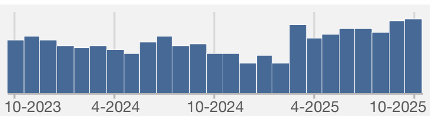
SOUTHWESTERN ILLINOIS BOARD OF REALTORS®

Key Metrics	Historical Sparkbars	10-2024	10-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		846	**834**	- 1.4%	7,938	**8,520**	+ 7.3%
Pending Sales		663	**505**	- 23.8%	6,616	**6,719**	+ 1.6%
Closed Sales		697	**685**	- 1.7%	6,539	**6,612**	+ 1.1%
Days on Market Until Sale		51	**50**	- 2.0%	50	**49**	- 2.0%
Median Sales Price		$199,900	**$208,700**	+ 4.4%	$190,000	**$200,000**	+ 5.3%
Average Sales Price		$234,659	**$237,612**	+ 1.3%	$227,660	**$237,842**	+ 4.5%
Percent of List Price Received		98.6%	**98.2%**	- 0.4%	99.1%	**98.7%**	- 0.4%
Housing Affordability Index		187	**184**	- 1.6%	197	**192**	- 2.5%
Inventory of Homes for Sale		1,850	**2,028**	+ 9.6%	—	**—**	—
Months Supply of Inventory		2.9	**3.1**	+ 6.9%	—	**—**	—

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.

SOUTHWESTERN ILLINOIS BOARD OF REALTORS®

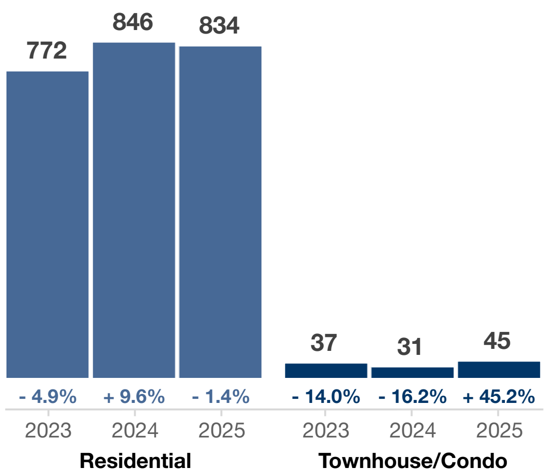
Key Metrics	Historical Sparkbars	10-2024	10-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		31	**45**	+ 45.2%	372	**459**	+ 23.4%
Pending Sales		35	**29**	- 17.1%	331	**321**	- 3.0%
Closed Sales		33	**39**	+ 18.2%	321	**324**	+ 0.9%
Days on Market Until Sale		45	**74**	+ 64.4%	51	**60**	+ 17.6%
Median Sales Price		$215,000	**$250,000**	+ 16.3%	$217,500	**$229,950**	+ 5.7%
Average Sales Price		$224,478	**$250,648**	+ 11.7%	$228,954	**$243,419**	+ 6.3%
Percent of List Price Received		95.8%	**99.1%**	+ 3.4%	99.2%	**99.9%**	+ 0.7%
Housing Affordability Index		172	**152**	- 11.6%	170	**166**	- 2.4%
Inventory of Homes for Sale		91	**137**	+ 50.5%	—	**—**	—
Months Supply of Inventory		2.8	**4.4**	+ 57.1%	—	**—**	—

New Listings

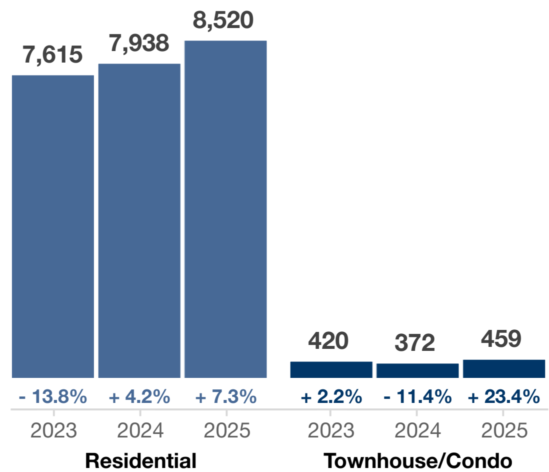
A count of the properties that have been newly listed on the market in a given month.

SOUTHWESTERN ILLINOIS BOARD OF REALTORS®

October

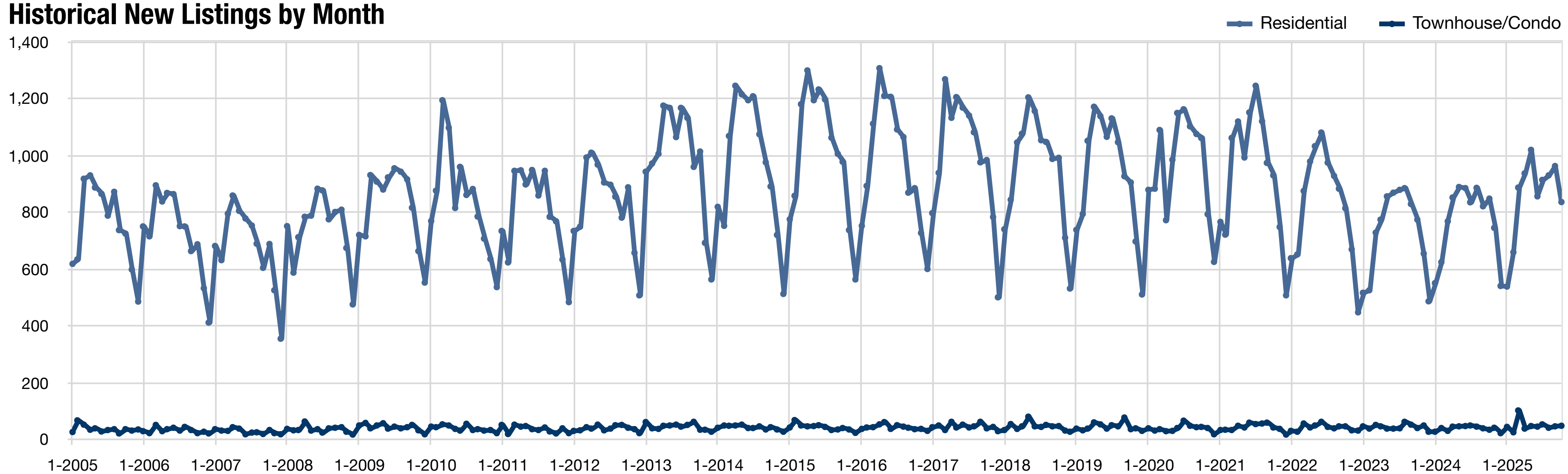


Year to Date



New Listings	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Nov-2024	743	+ 14.0%	38	- 17.4%
Dec-2024	538	+ 11.2%	19	- 20.8%
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	935	+ 10.0%	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	928	+ 5.0%	38	- 9.5%
Sep-2025	961	+ 17.3%	43	+ 19.4%
Oct-2025	**834**	**- 1.4%**	**45**	**+ 45.2%**
12-Month Avg	817	+ 8.1%	43	+ 16.2%

Historical New Listings by Month

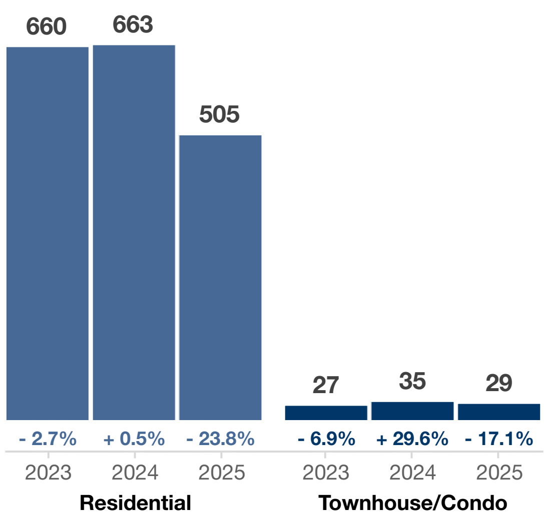


Pending Sales

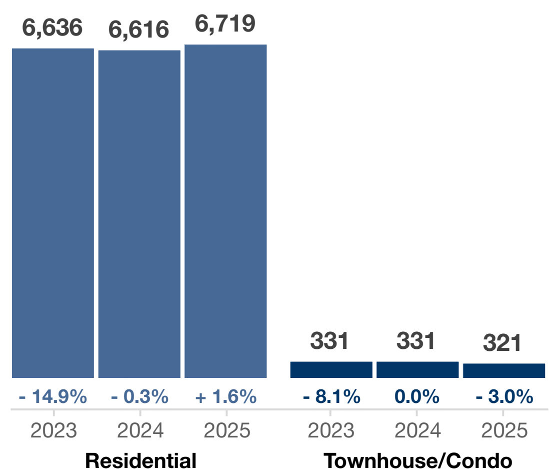
A count of the properties on which offers have been accepted in a given month.

SOUTHWESTERN ILLINOIS BOARD OF REALTORS®

October

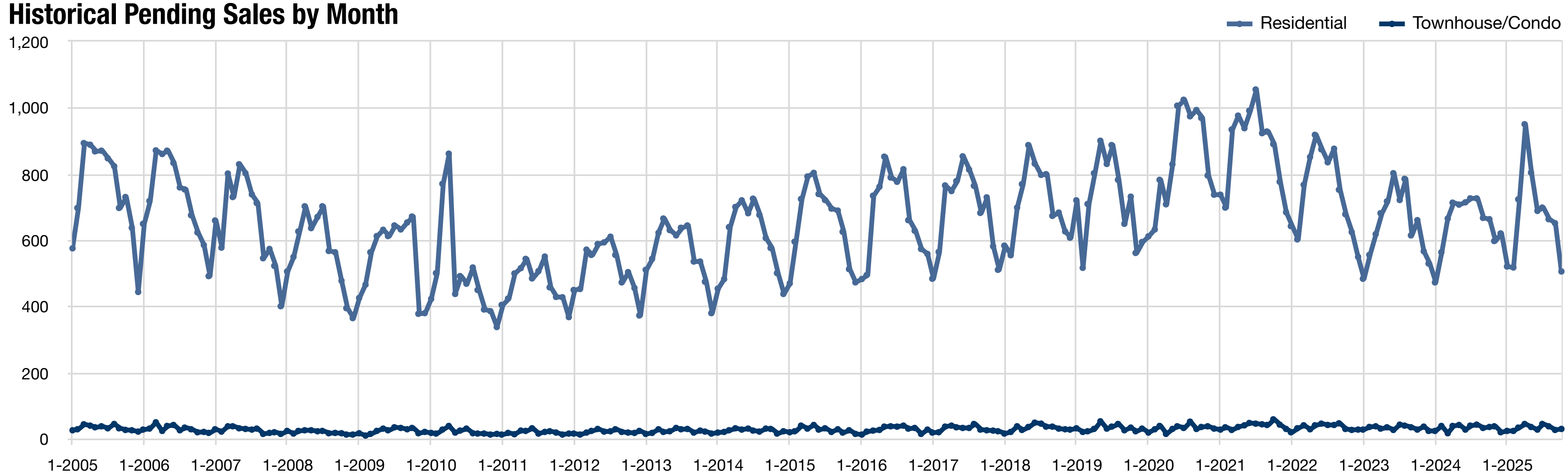


Year to Date



Pending Sales	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Nov-2024	597	+ 5.5%	37	+ 2.8%
Dec-2024	620	+ 17.2%	19	- 17.4%
Jan-2025	520	+ 10.2%	23	0.0%
Feb-2025	517	- 8.2%	23	- 39.5%
Mar-2025	723	+ 8.7%	33	+ 106.3%
Apr-2025	950	+ 33.2%	44	+ 15.8%
May-2025	804	+ 13.7%	35	- 14.6%
Jun-2025	688	- 3.6%	27	0.0%
Jul-2025	698	- 3.9%	44	+ 12.8%
Aug-2025	663	- 8.7%	37	- 11.9%
Sep-2025	651	- 2.4%	26	- 18.8%
Oct-2025	**505**	**- 23.8%**	**29**	**- 17.1%**
12-Month Avg	661	+ 2.8%	31	- 6.1%

Historical Pending Sales by Month

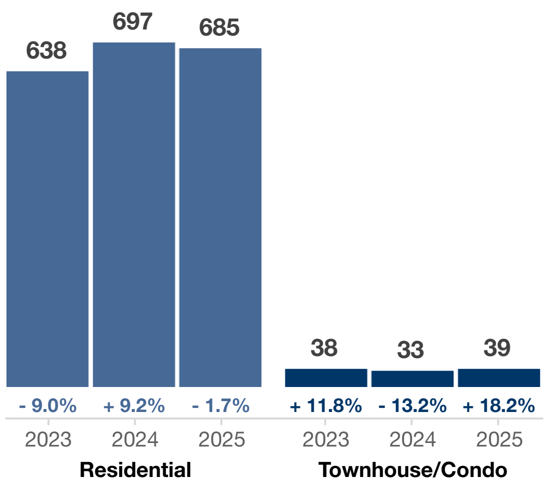


Closed Sales

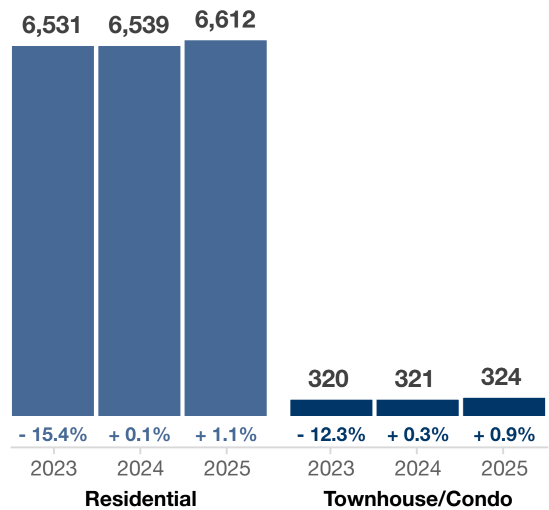
A count of the actual sales that closed in a given month.

SOUTHWESTERN ILLINOIS BOARD OF REALTORS®

October

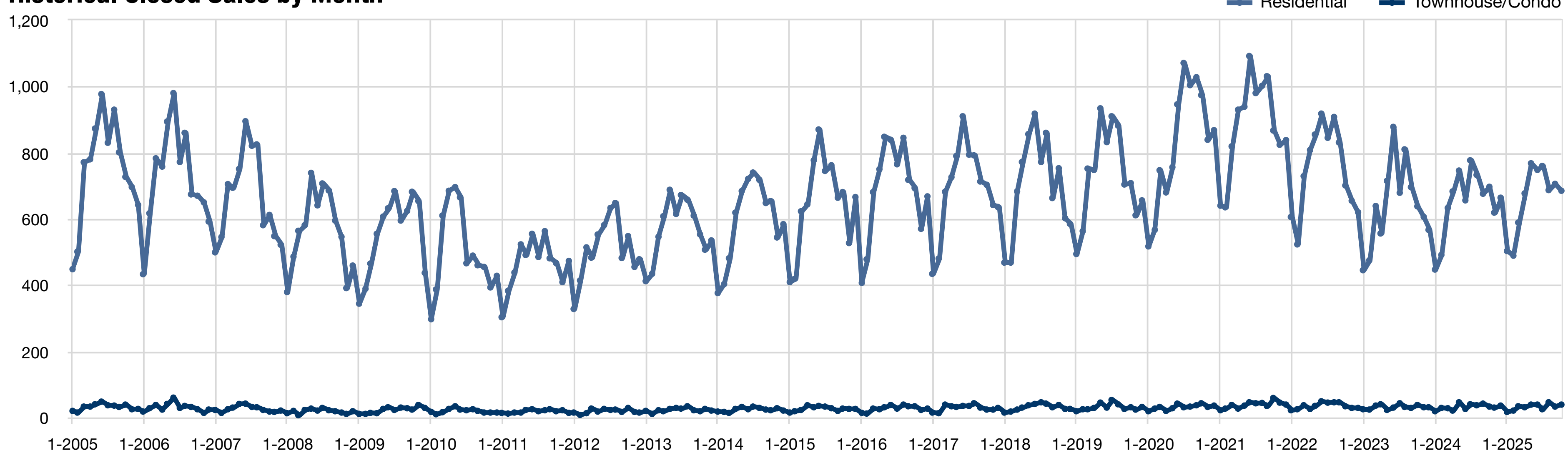


Year to Date



Closed Sales	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Nov-2024	619	+ 2.1%	30	- 3.2%
Dec-2024	664	+ 17.1%	36	+ 16.1%
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	706	+ 4.4%	33	- 21.4%
Oct-2025	**685**	**- 1.7%**	**39**	**+ 18.2%**
12-Month Avg	658	+ 2.3%	33	+ 3.1%

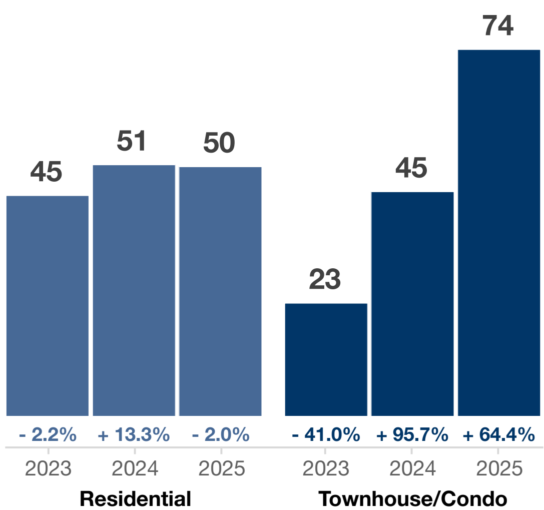
Historical Closed Sales by Month



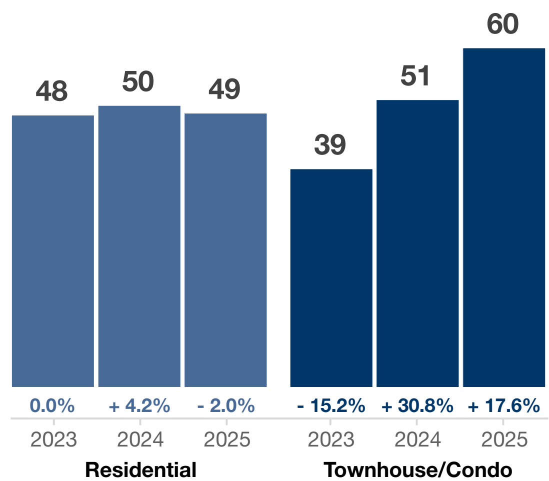
Days on Market Until Sale

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

October



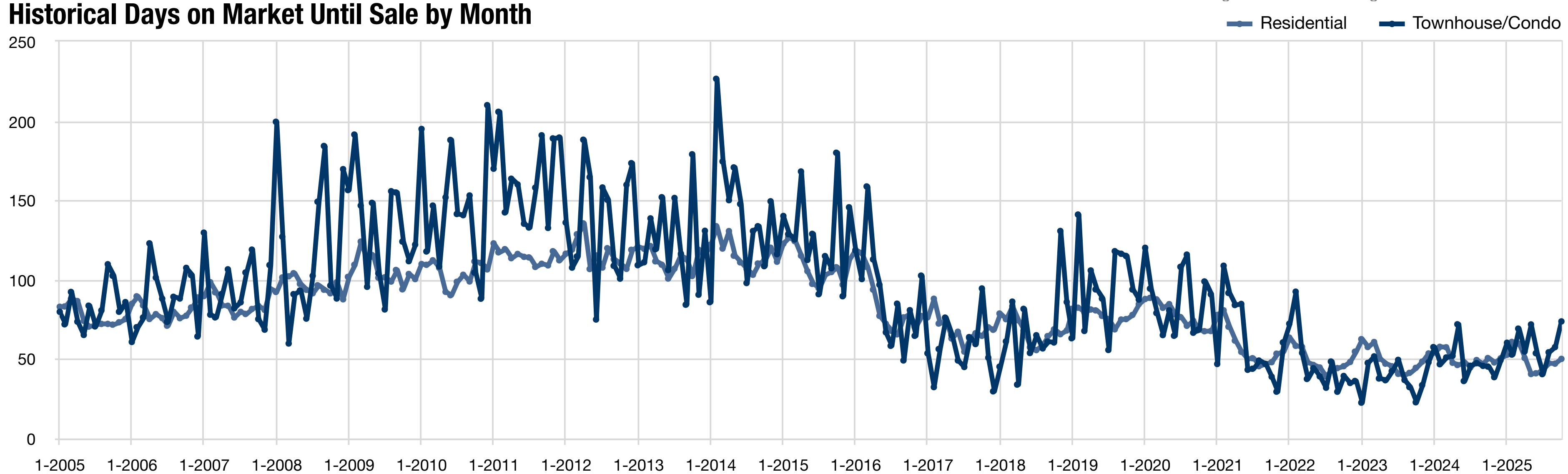
Year to Date



Days on Market	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Nov-2024	48	0.0%	39	+ 14.7%
Dec-2024	50	- 7.4%	49	+ 2.1%
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%**	**74**	**+ 64.4%**
12-Month Avg*	49	- 2.7%	57	+ 16.7%

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

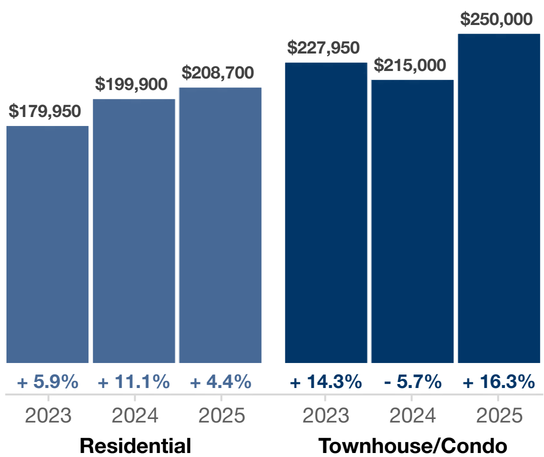
Historical Days on Market Until Sale by Month



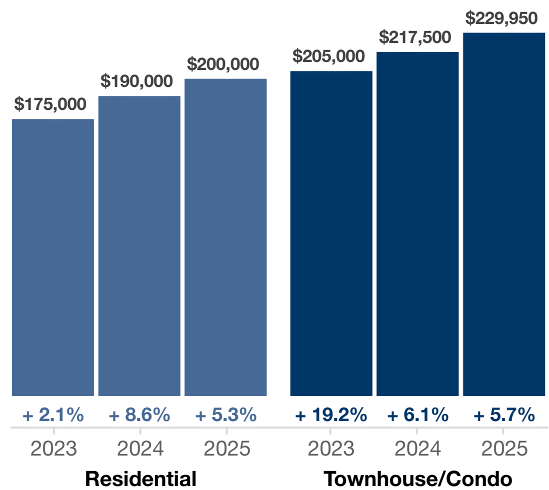
Median Sales Price

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

October



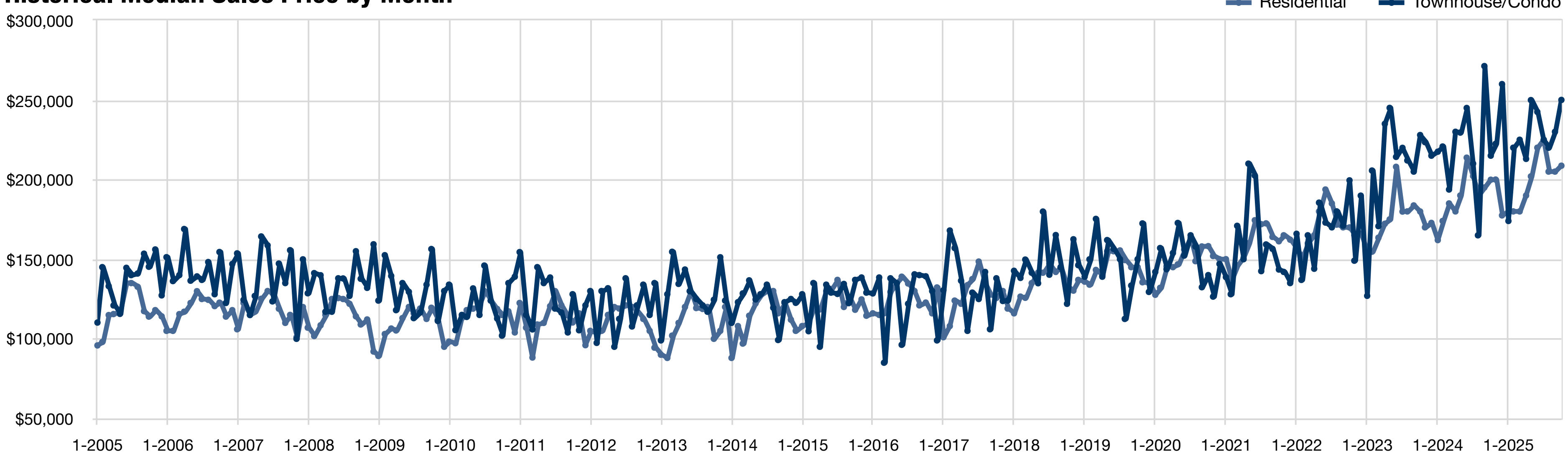
Year to Date



Median Sales Price	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Nov-2024	$200,000	+ 17.6%	$222,450	- 0.5%
Dec-2024	$177,500	+ 2.7%	$259,950	+ 20.9%
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	**$208,700**	**+ 4.4%**	**$250,000**	**+ 16.3%**
12-Month Avg*	$200,000	+ 7.4%	$230,000	+ 5.0%

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

Historical Median Sales Price by Month

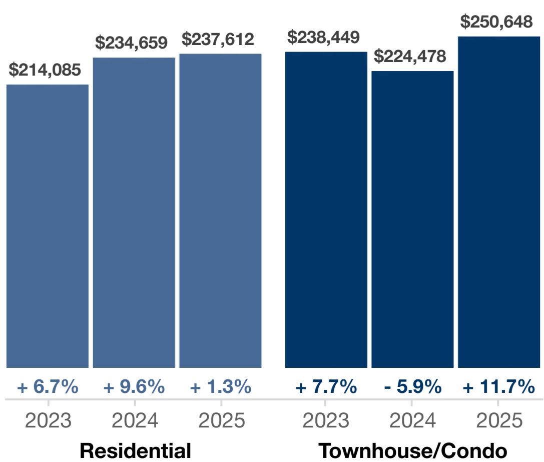


Average Sales Price

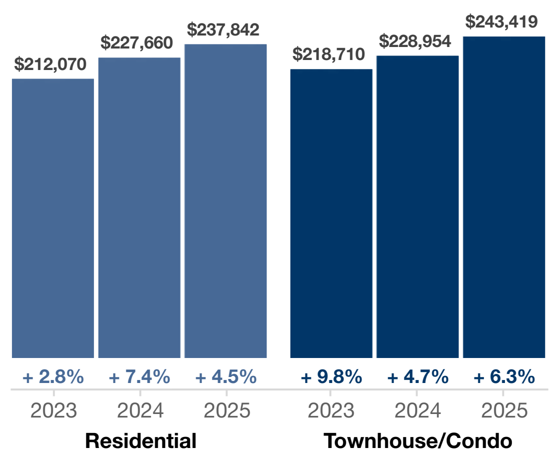
Average sales price for all closed sales, not accounting for seller concessions, in a given month.

SOUTHWESTERN ILLINOIS BOARD OF REALTORS®

October



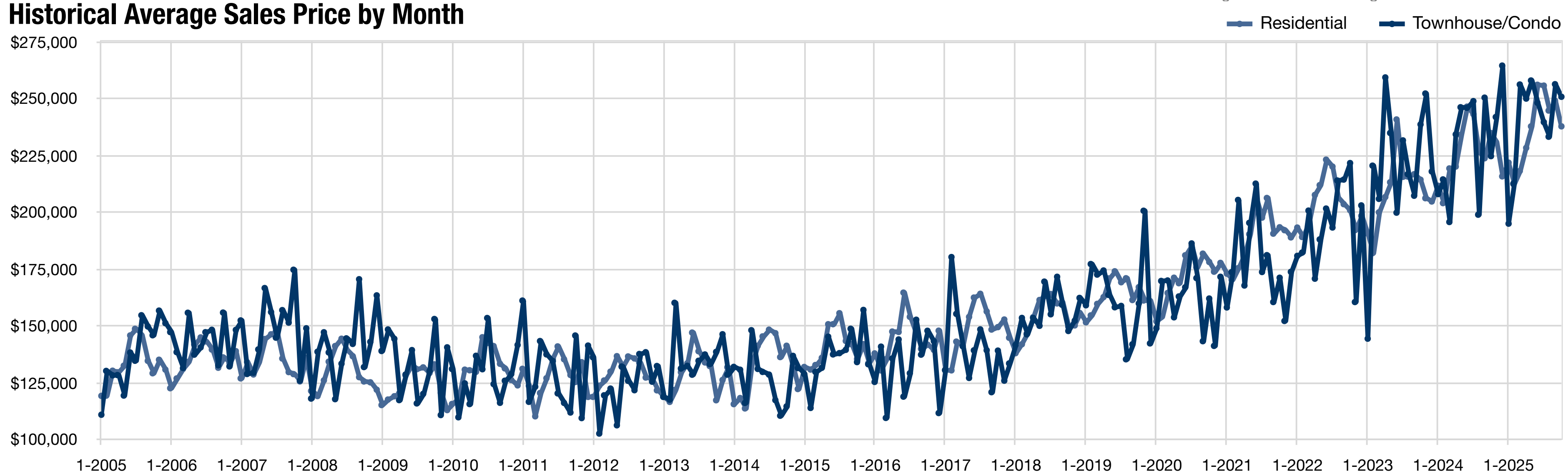
Year to Date



Avg. Sales Price	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Nov-2024	$230,666	+ 12.0%	$241,714	- 4.1%
Dec-2024	$215,565	+ 5.4%	$264,384	+ 21.4%
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	$248,890	+ 11.3%	$256,188	+ 2.4%
Oct-2025	**$237,612**	**+ 1.3%**	**$250,648**	**+ 11.7%**
12-Month Avg*	$235,411	+ 5.0%	$245,232	+ 6.7%

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

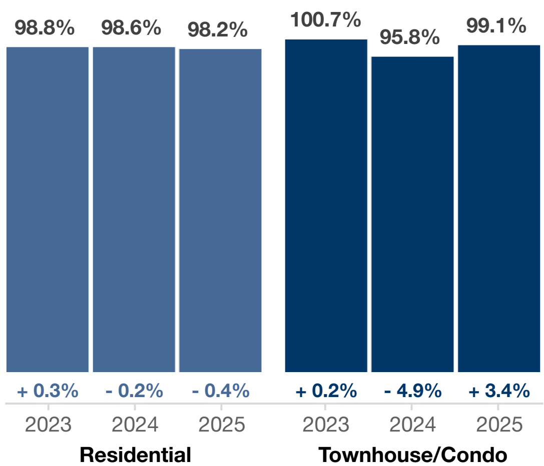
Historical Average Sales Price by Month



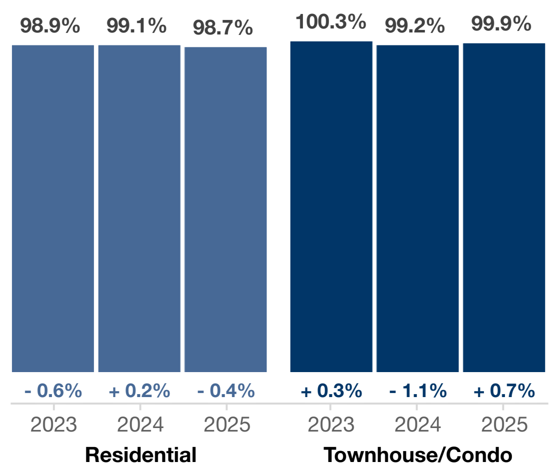
Percent of List Price Received

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.

October



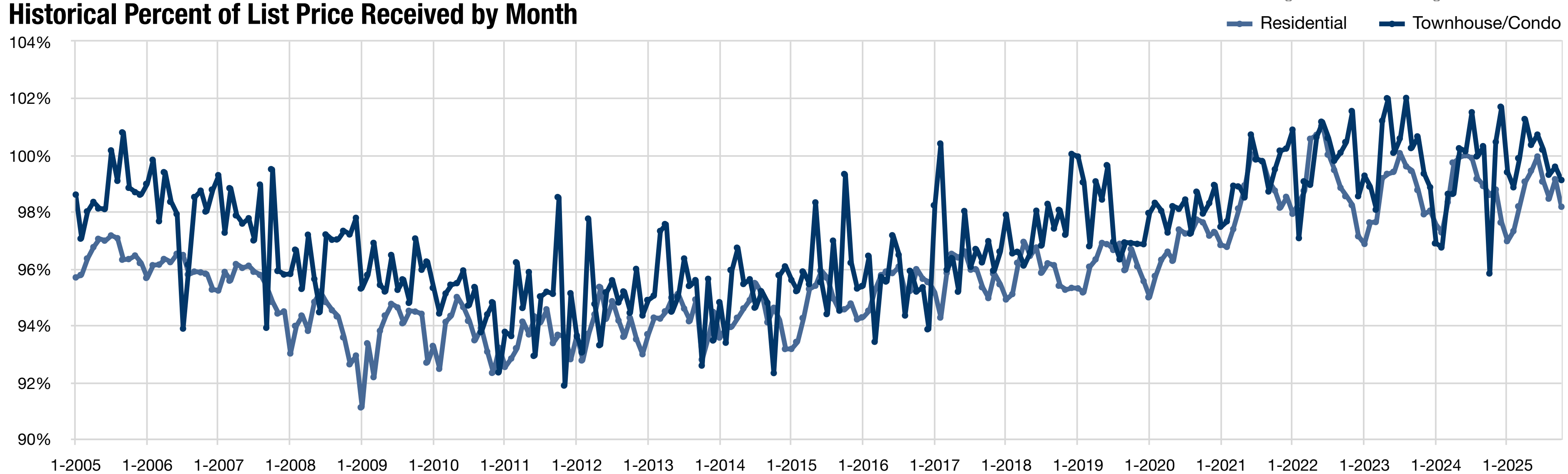
Year to Date



Pct. of List Price Received	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Nov-2024	98.8%	+ 0.9%	100.5%	+ 1.2%
Dec-2024	97.6%	- 0.4%	101.7%	+ 2.8%
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	**98.2%**	**- 0.4%**	**99.1%**	**+ 3.4%**
12-Month Avg*	98.6%	- 0.3%	100.1%	+ 1.0%

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

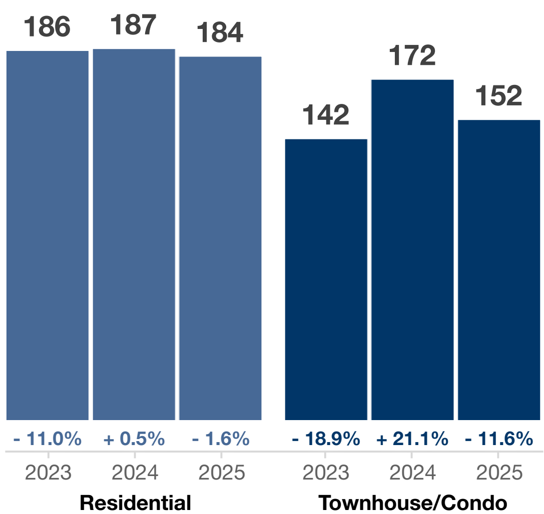
Historical Percent of List Price Received by Month



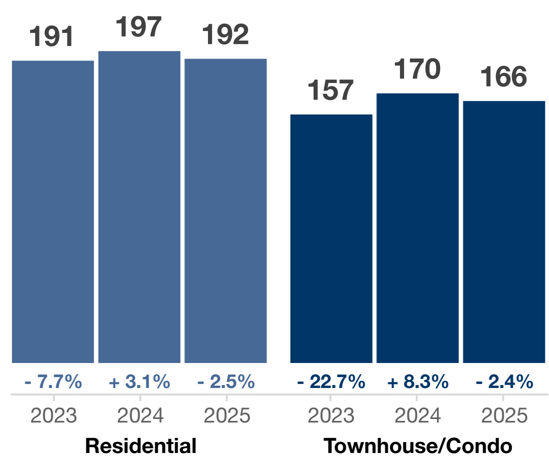
Housing Affordability Index

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.

October

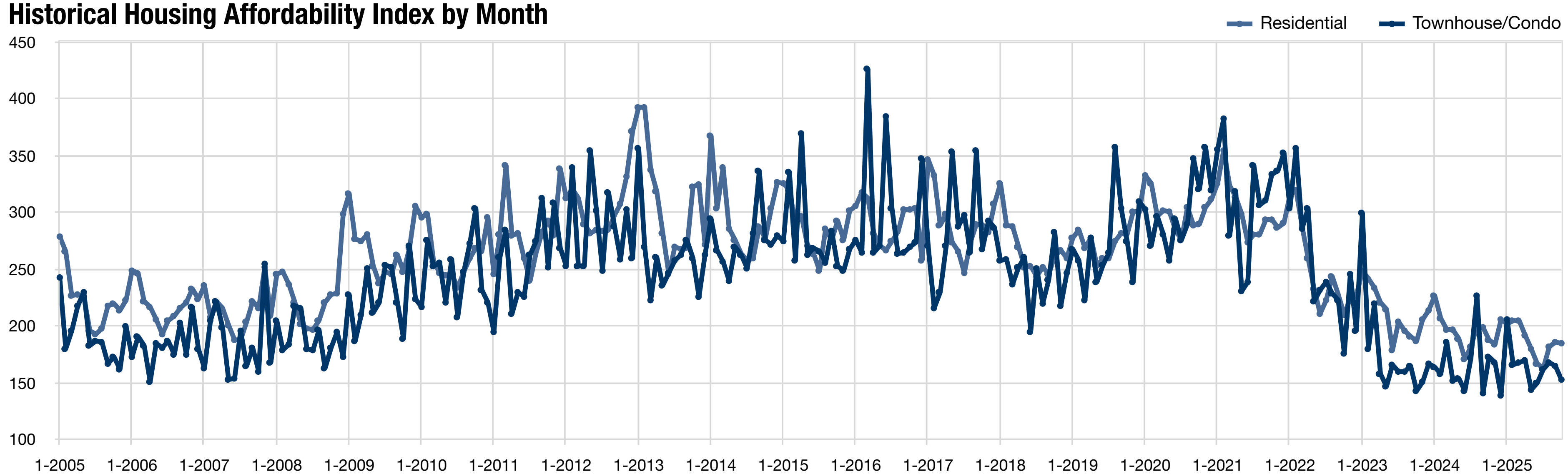


Year to Date



Affordability Index	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Nov-2024	183	- 10.7%	167	+ 11.3%
Dec-2024	205	- 3.8%	138	- 16.9%
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	**184**	**- 1.6%**	**152**	**- 11.6%**
12-Month Avg	187	- 5.1%	162	- 1.8%

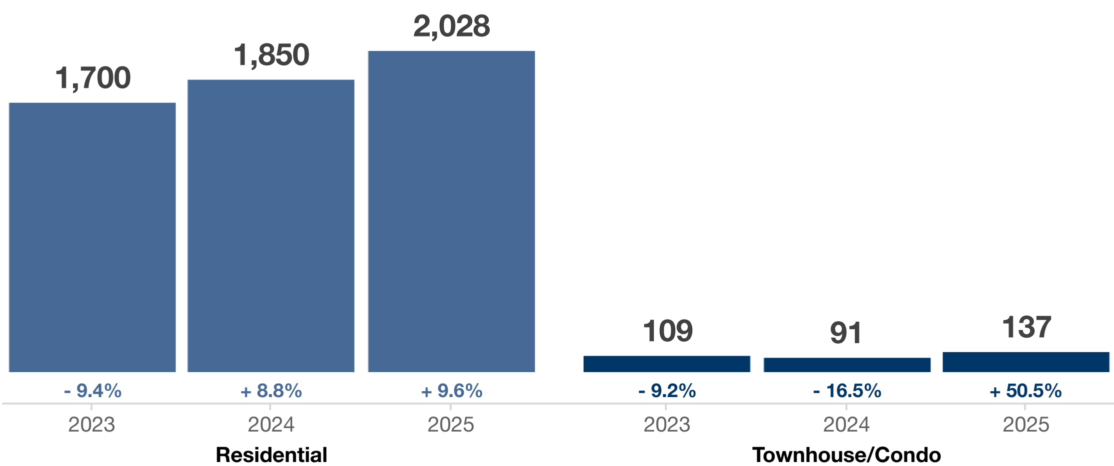
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

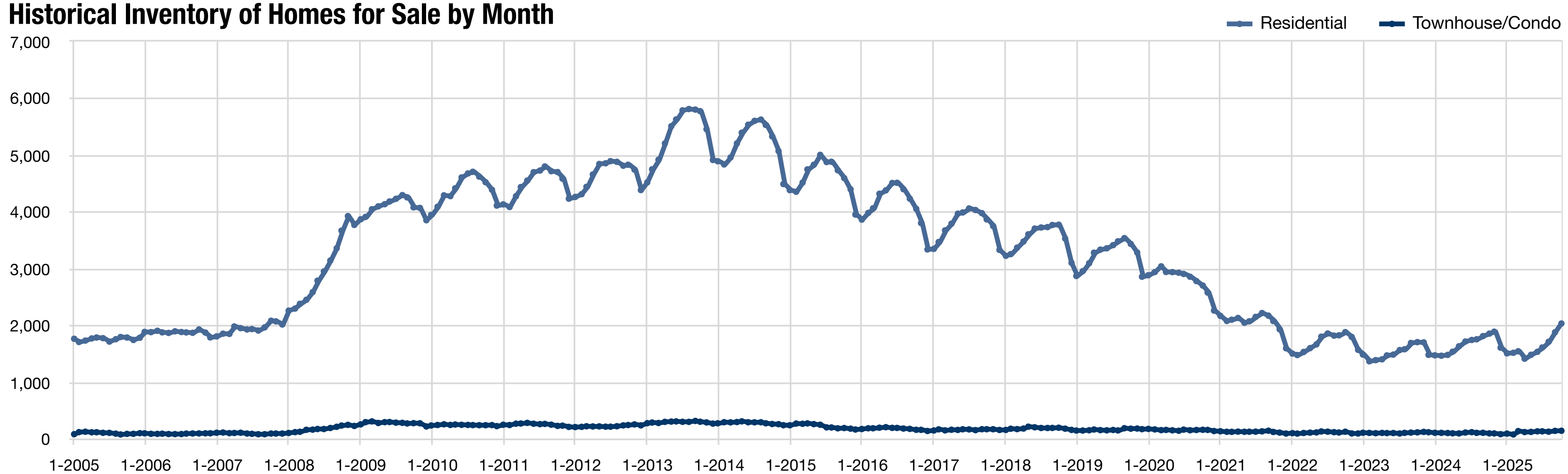
The number of properties available for sale in active status at the end of a given month.

October



Homes for Sale	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Nov-2024	1,884	+ 11.2%	90	- 23.1%
Dec-2024	1,602	+ 8.6%	77	- 30.6%
Jan-2025	1,502	+ 2.4%	87	- 13.9%
Feb-2025	1,512	+ 3.6%	72	- 28.0%
Mar-2025	1,539	+ 4.3%	131	+ 35.1%
Apr-2025	1,408	- 8.0%	114	+ 23.9%
May-2025	1,476	- 9.3%	117	+ 30.0%
Jun-2025	1,529	- 10.6%	127	+ 19.8%
Jul-2025	1,605	- 7.7%	127	+ 13.4%
Aug-2025	1,705	- 2.6%	121	+ 21.0%
Sep-2025	1,874	+ 3.8%	135	+ 33.7%
Oct-2025	**2,028**	**+ 9.6%**	**137**	**+ 50.5%**
12-Month Avg	1,639	+ 0.4%	111	+ 8.8%

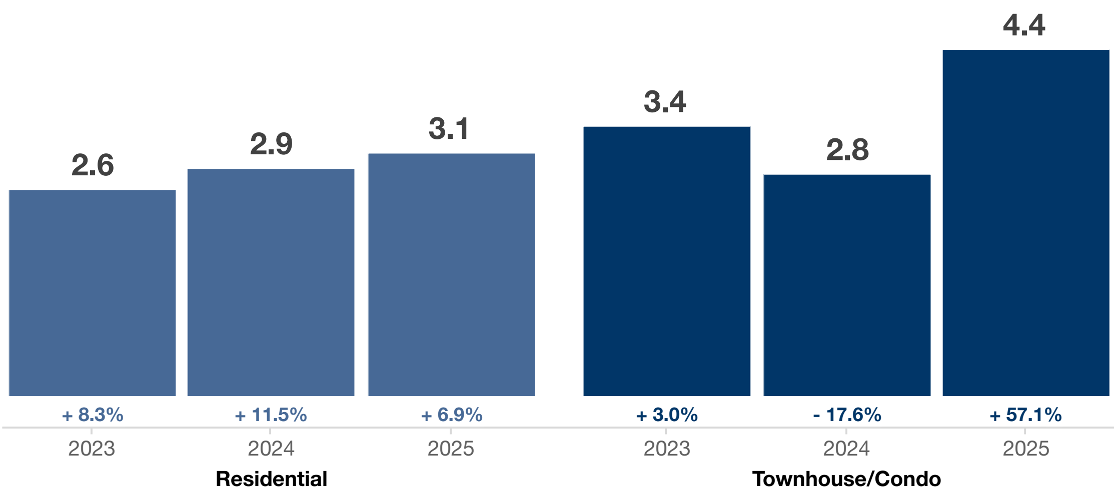
Historical Inventory of Homes for Sale by Month



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.

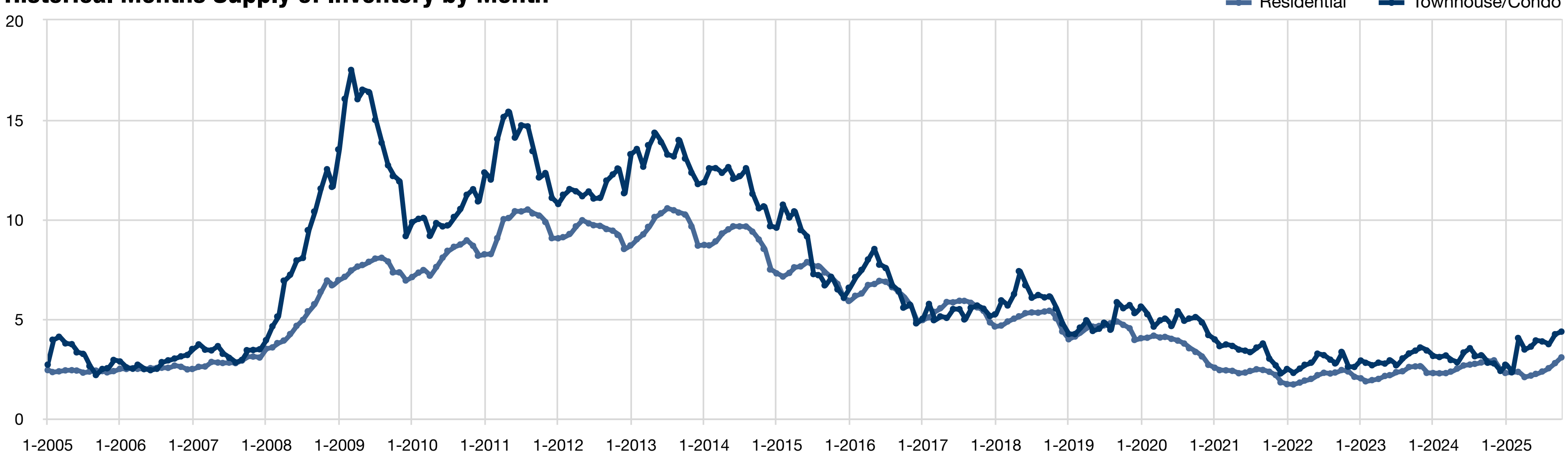
October



Months Supply	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Nov-2024	2.9	+ 11.5%	2.8	- 22.2%
Dec-2024	2.5	+ 8.7%	2.4	- 29.4%
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	2.2	- 12.0%	3.6	+ 28.6%
Jun-2025	2.2	- 18.5%	3.9	+ 18.2%
Jul-2025	2.4	- 11.1%	3.9	+ 11.4%
Aug-2025	2.5	- 7.4%	3.7	+ 19.4%
Sep-2025	2.8	0.0%	4.2	+ 31.3%
Oct-2025	**3.1**	**+ 6.9%**	**4.4**	**+ 57.1%**
12-Month Avg*	2.5	- 2.9%	3.4	+ 8.8%

* Months Supply for all properties from November 2024 through October 2025. This is not the average of the individual figures above.

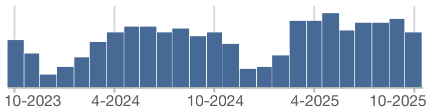
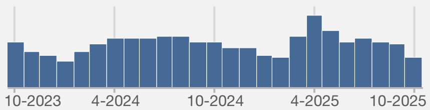
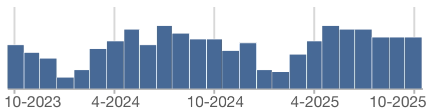
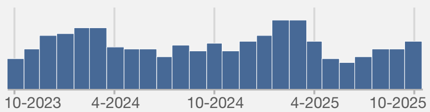
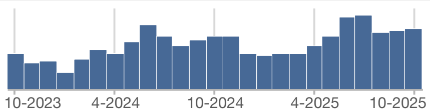
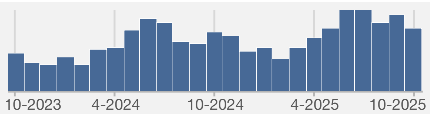
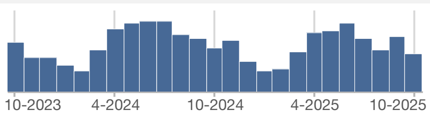
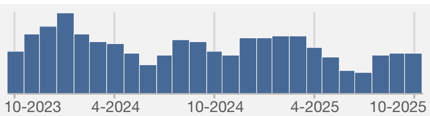
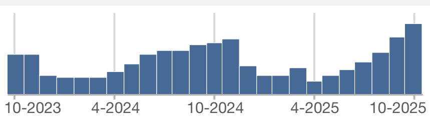
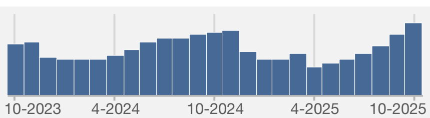
Historical Months Supply of Inventory by Month



All Residential Properties Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

SOUTHWESTERN ILLINOIS BOARD OF REALTORS®

Key Metrics	Historical Sparkbars	10-2024	10-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		888	**896**	+ 0.9%	8,421	**9,107**	+ 8.1%
Pending Sales		706	**547**	- 22.5%	7,020	**7,148**	+ 1.8%
Closed Sales		735	**744**	+ 1.2%	6,933	**7,043**	+ 1.6%
Days on Market Until Sale		50	**52**	+ 4.0%	50	**49**	- 2.0%
Median Sales Price		$199,950	**$208,000**	+ 4.0%	$190,000	**$200,000**	+ 5.3%
Average Sales Price		$233,471	**$236,110**	+ 1.1%	$226,418	**$236,341**	+ 4.4%
Percent of List Price Received		98.5%	**98.1%**	- 0.4%	99.0%	**98.7%**	- 0.3%
Housing Affordability Index		186	**185**	- 0.5%	196	**192**	- 2.0%
Inventory of Homes for Sale		1,977	**2,193**	+ 10.9%	—	**—**	—
Months Supply of Inventory		2.9	**3.1**	+ 6.9%	—	**—**	—