

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 36.8 percent for Townhouse/Condo homes. Pending Sales decreased 25.3 percent for Residential homes and 54.1 percent for Townhouse/Condo homes. Inventory increased 5.3 percent for Residential homes and 50.0 percent for Townhouse/Condo homes.

Median Sales Price increased 4.9 percent to \$209,750 for Residential homes but decreased 8.7 percent to \$203,000 for Townhouse/Condo homes. Days on Market increased 16.7 percent for Residential homes and 23.1 percent for Townhouse/Condo homes. Months Supply of Inventory increased 3.4 percent for Residential homes and 60.7 percent 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

- 10.1%

Change in
Closed Sales
All Properties

+ 4.5%

Change in
Median Sales Price
All Properties

+ 6.4%

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	11-2024	11-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		743	689	- 7.3%	8,681	9,206	+ 6.0%
Pending Sales		597	446	- 25.3%	7,213	7,306	+ 1.3%
Closed Sales		619	560	- 9.5%	7,158	7,179	+ 0.3%
Days on Market Until Sale		48	56	+ 16.7%	50	49	- 2.0%
Median Sales Price		\$200,000	\$209,750	+ 4.9%	\$190,000	\$200,000	+ 5.3%
Average Sales Price		\$230,666	\$252,044	+ 9.3%	\$227,921	\$238,894	+ 4.8%
Percent of List Price Received		98.8%	98.0%	- 0.8%	99.0%	98.6%	- 0.4%
Housing Affordability Index		183	182	- 0.5%	192	191	- 0.5%
Inventory of Homes for Sale		1,884	1,983	+ 5.3%	—	—	—
Months Supply of Inventory		2.9	3.0	+ 3.4%	—	—	—

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.



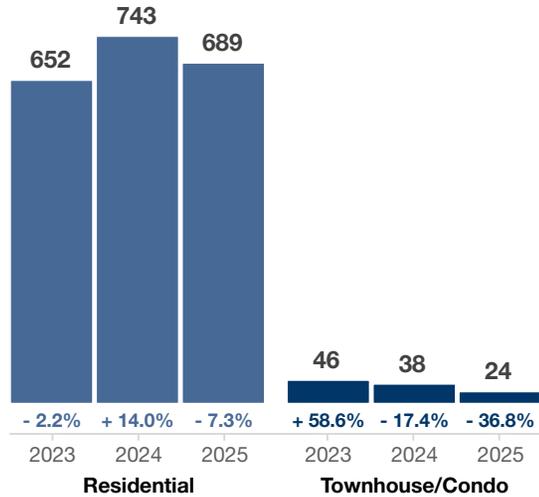
Key Metrics	Historical Sparkbars	11-2024	11-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		38	24	- 36.8%	410	486	+ 18.5%
Pending Sales		37	17	- 54.1%	368	343	- 6.8%
Closed Sales		30	23	- 23.3%	351	348	- 0.9%
Days on Market Until Sale		39	48	+ 23.1%	50	59	+ 18.0%
Median Sales Price		\$222,450	\$203,000	- 8.7%	\$218,950	\$228,800	+ 4.5%
Average Sales Price		\$241,714	\$228,427	- 5.5%	\$230,048	\$242,050	+ 5.2%
Percent of List Price Received		100.5%	102.5%	+ 2.0%	99.3%	100.1%	+ 0.8%
Housing Affordability Index		167	187	+ 12.0%	170	166	- 2.4%
Inventory of Homes for Sale		90	135	+ 50.0%	—	—	—
Months Supply of Inventory		2.8	4.5	+ 60.7%	—	—	—

New Listings

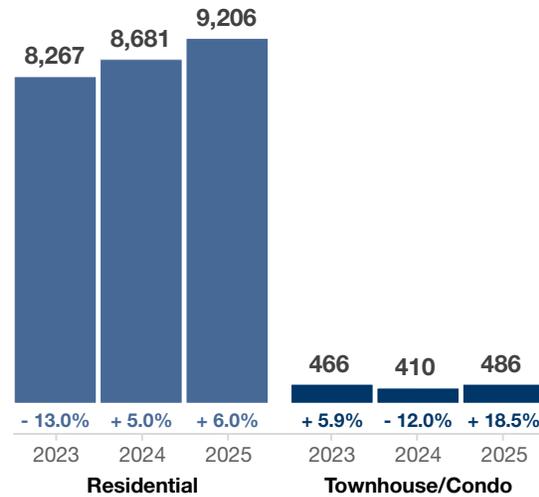
A count of the properties that have been newly listed on the market in a given month.



November

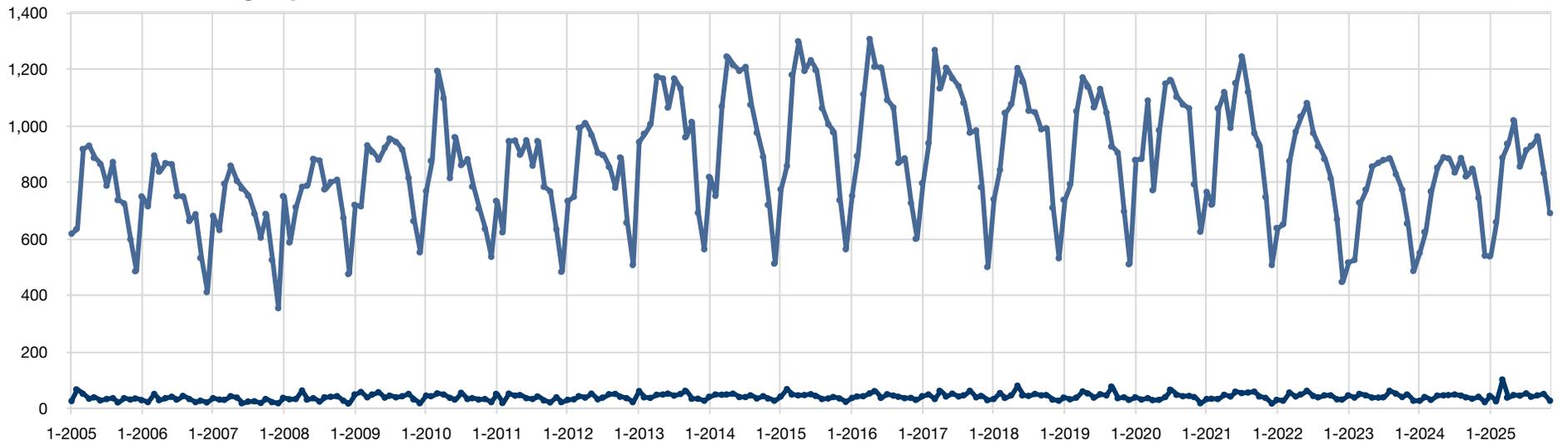


Year to Date



New Listings	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Dec-2024	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	831	- 1.8%	48	+ 54.8%
Nov-2025	689	- 7.3%	24	- 36.8%
12-Month Avg	812	+ 6.3%	42	+ 16.7%

Historical New Listings by Month

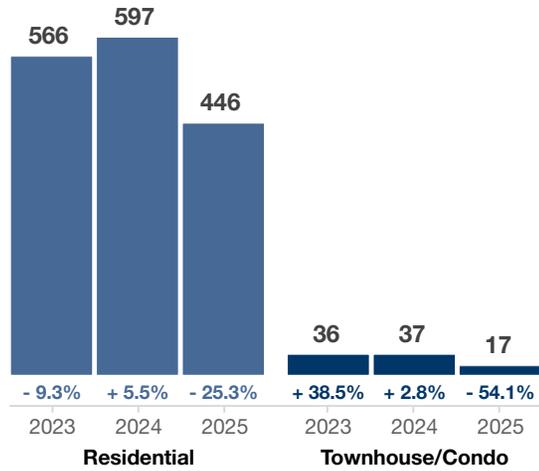


Pending Sales

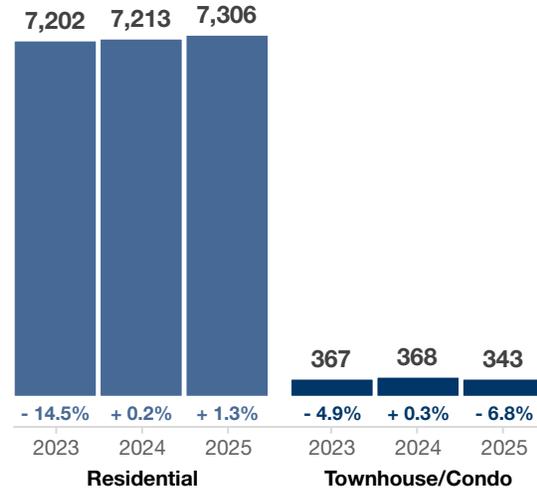
A count of the properties on which offers have been accepted in a given month.



November

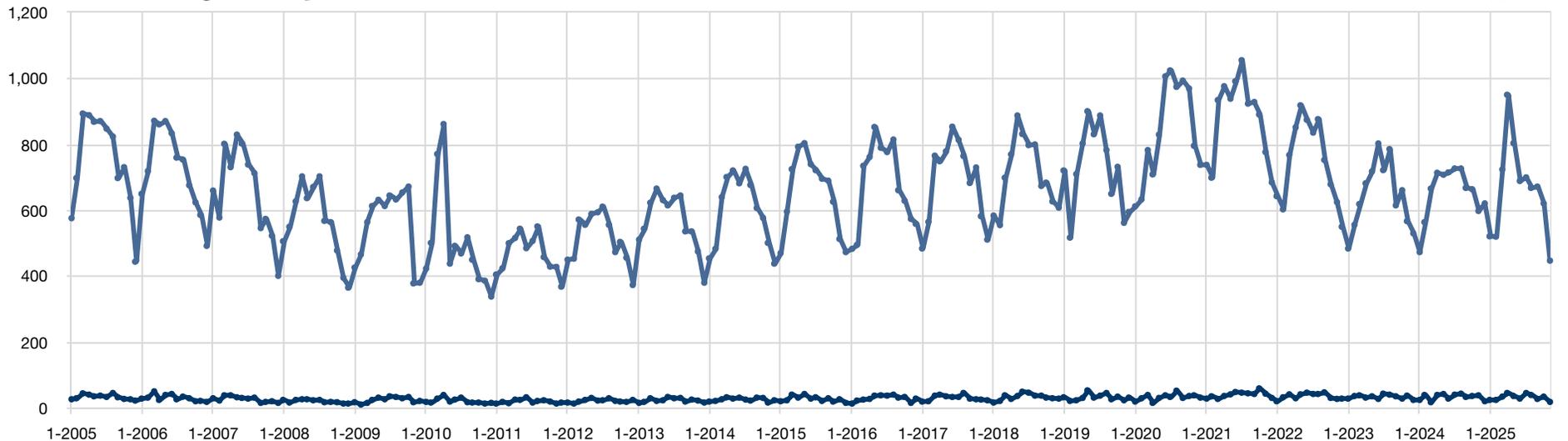


Year to Date



Pending Sales	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Dec-2024	620	+ 17.2%	19	- 17.4%
Jan-2025	520	+ 10.2%	23	0.0%
Feb-2025	519	- 7.8%	23	- 39.5%
Mar-2025	723	+ 8.7%	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	667	- 8.1%	38	- 9.5%
Sep-2025	671	+ 0.6%	26	- 18.8%
Oct-2025	620	- 6.5%	33	- 5.7%
Nov-2025	446	- 25.3%	17	- 54.1%
12-Month Avg	661	+ 2.5%	30	- 9.1%

Historical Pending Sales by Month

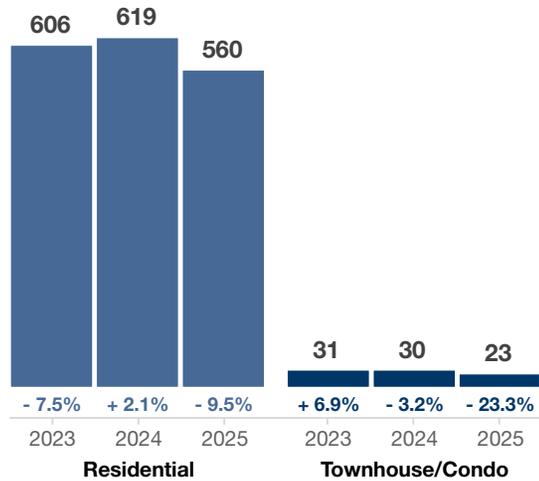


Closed Sales

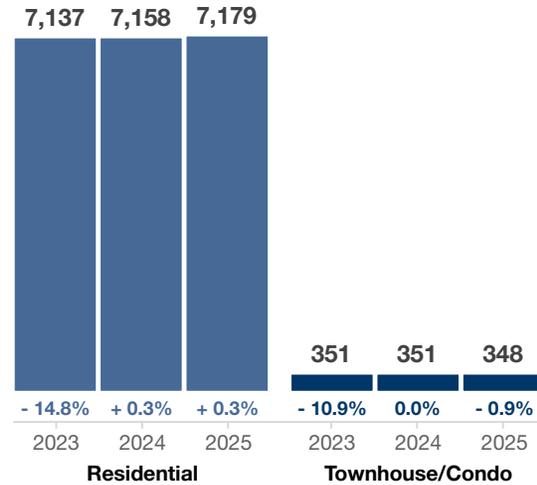
A count of the actual sales that closed in a given month.



November

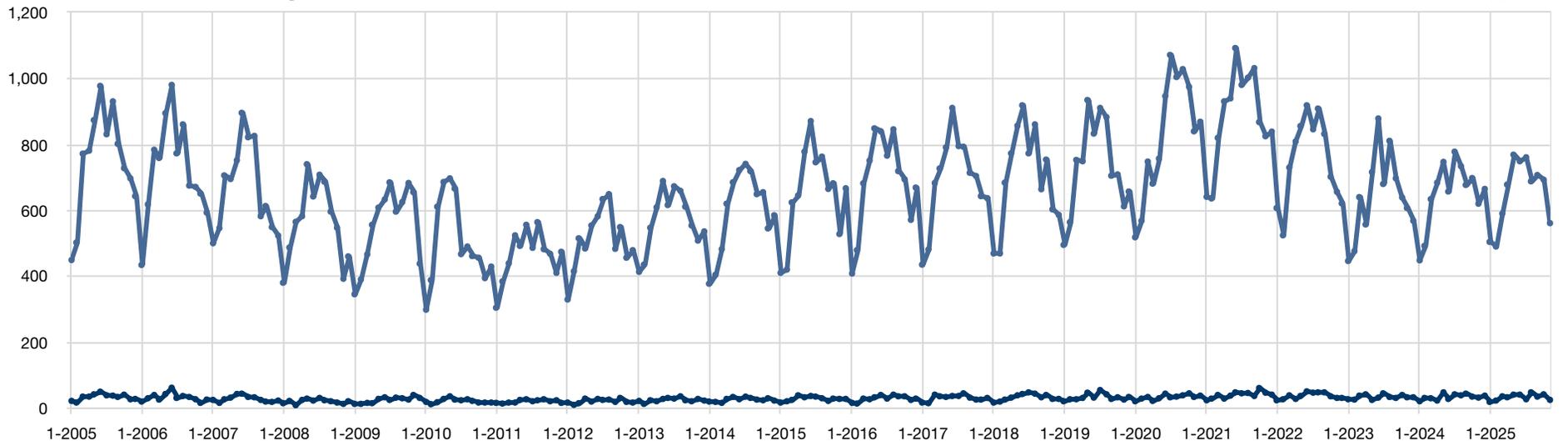


Year to Date



Closed Sales	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Dec-2024	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	692	- 0.7%	40	+ 21.2%
Nov-2025	560	- 9.5%	23	- 23.3%
12-Month Avg	654	+ 1.6%	32	0.0%

Historical Closed Sales by Month

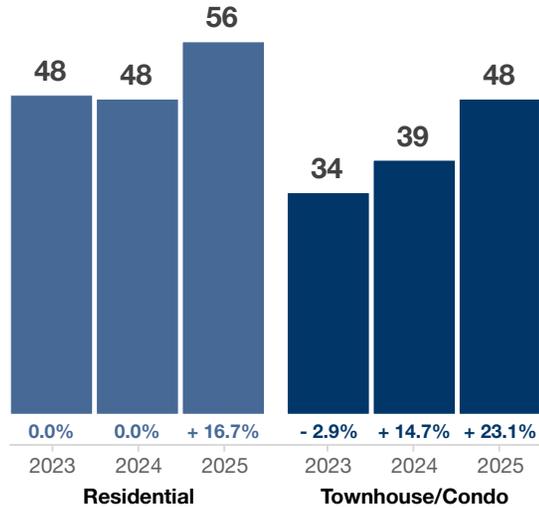


Days on Market Until Sale

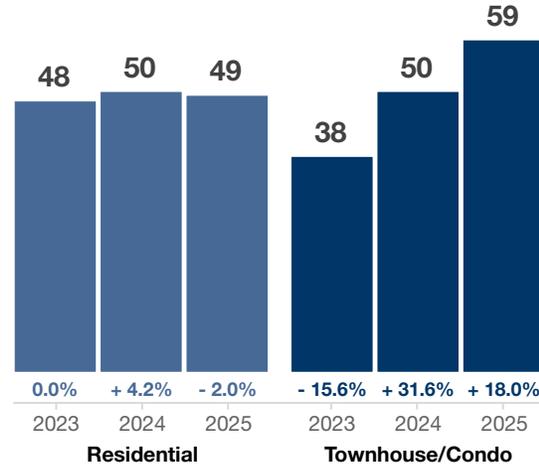
Average number of days between when a property is listed and when an offer is accepted in a given month.



November



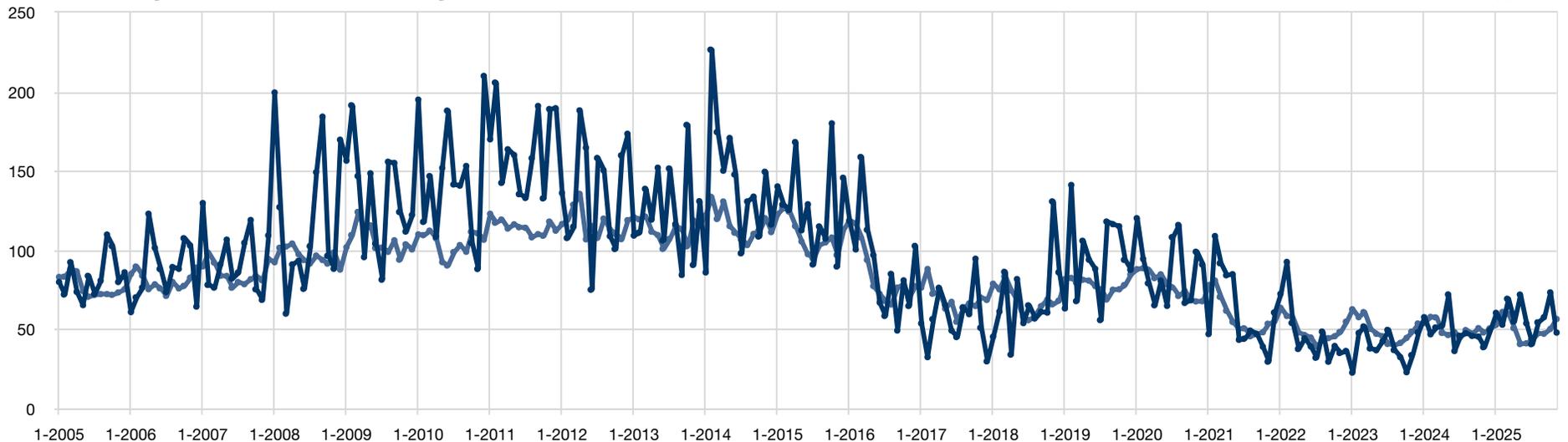
Year to Date



Days on Market	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%	73	+62.2%
Nov-2025	56	+16.7%	48	+23.1%
12-Month Avg*	49	-1.3%	58	+17.4%

* 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

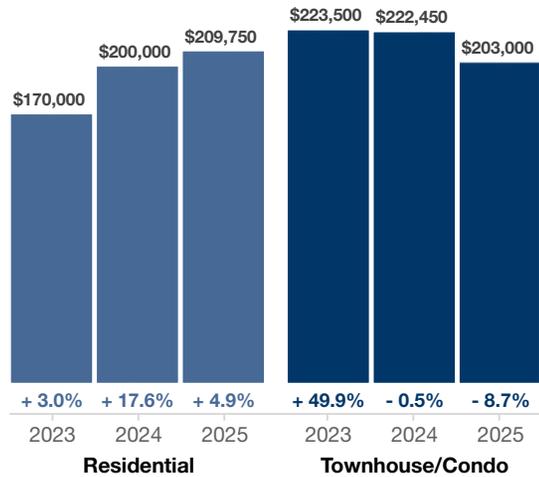


Median Sales Price

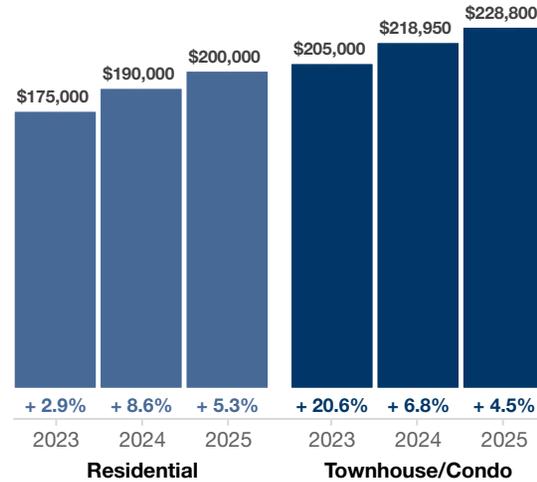
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November



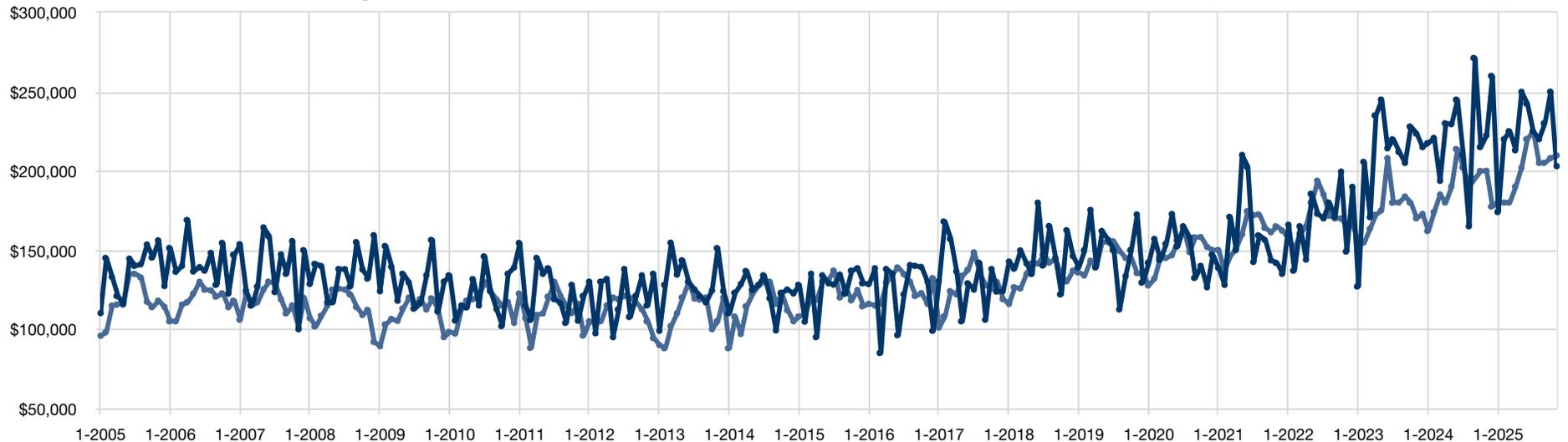
Year to Date



Median Sales Price	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Dec-2024	\$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	\$208,000	+ 4.1%	\$250,000	+ 16.3%
Nov-2025	\$209,750	+ 4.9%	\$203,000	- 8.7%
12-Month Avg*	\$200,000	+ 5.3%	\$230,000	+ 5.5%

* 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

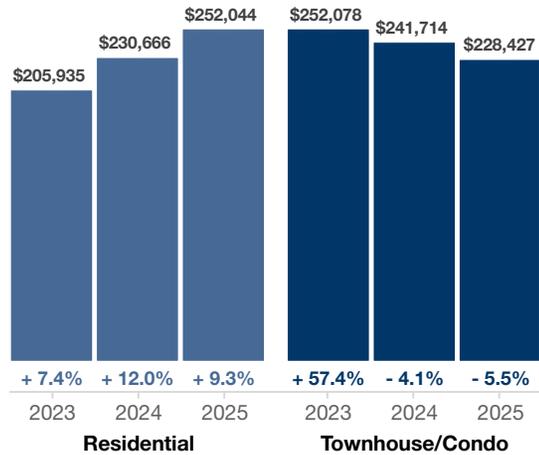


Average Sales Price

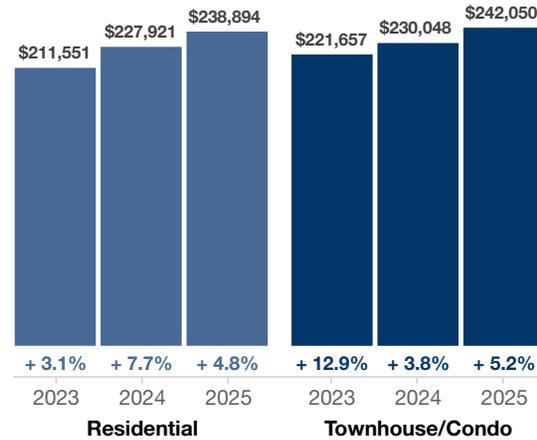
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November



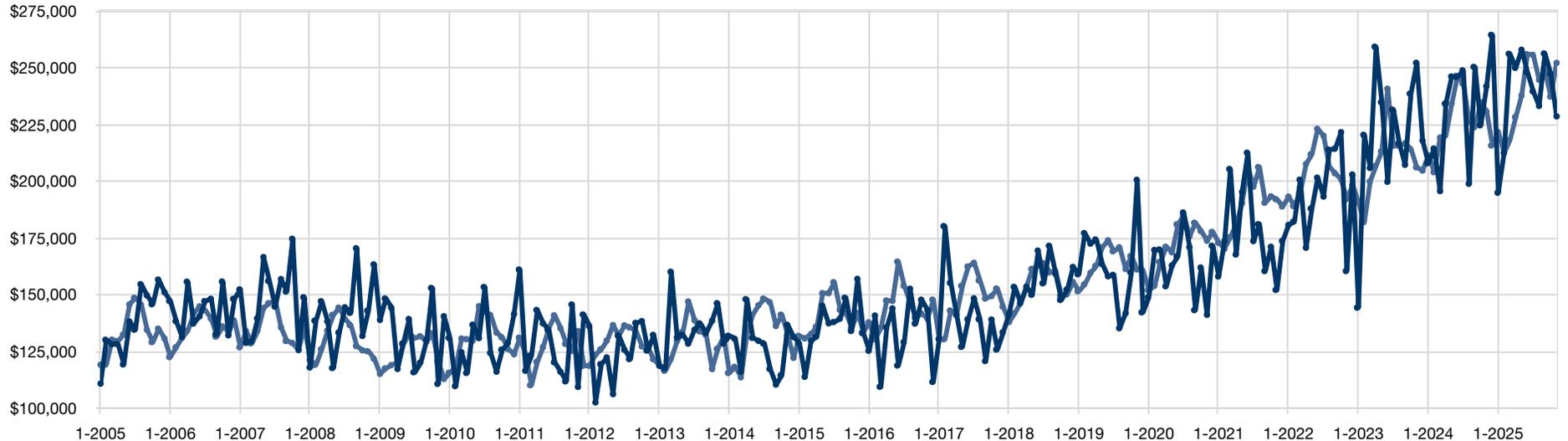
Year to Date



Avg. Sales Price	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Dec-2024	\$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	\$237,156	+ 1.1%	\$247,245	+ 10.1%
Nov-2025	\$252,044	+ 9.3%	\$228,427	- 5.5%
12-Month Avg*	\$236,924	+ 4.7%	\$244,154	+ 6.6%

* 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

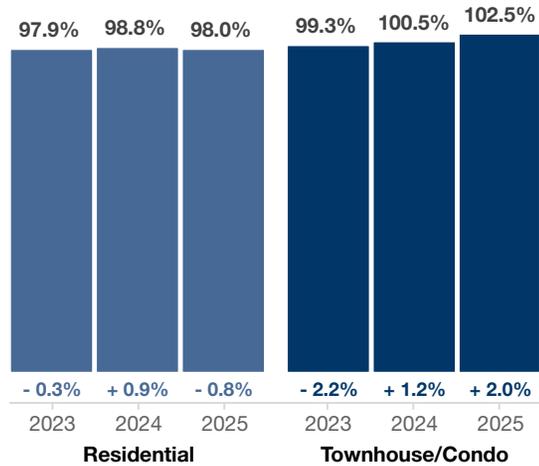


Percent of List Price Received

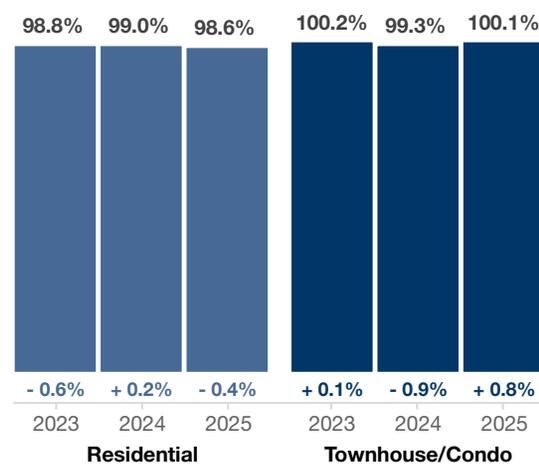
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



November



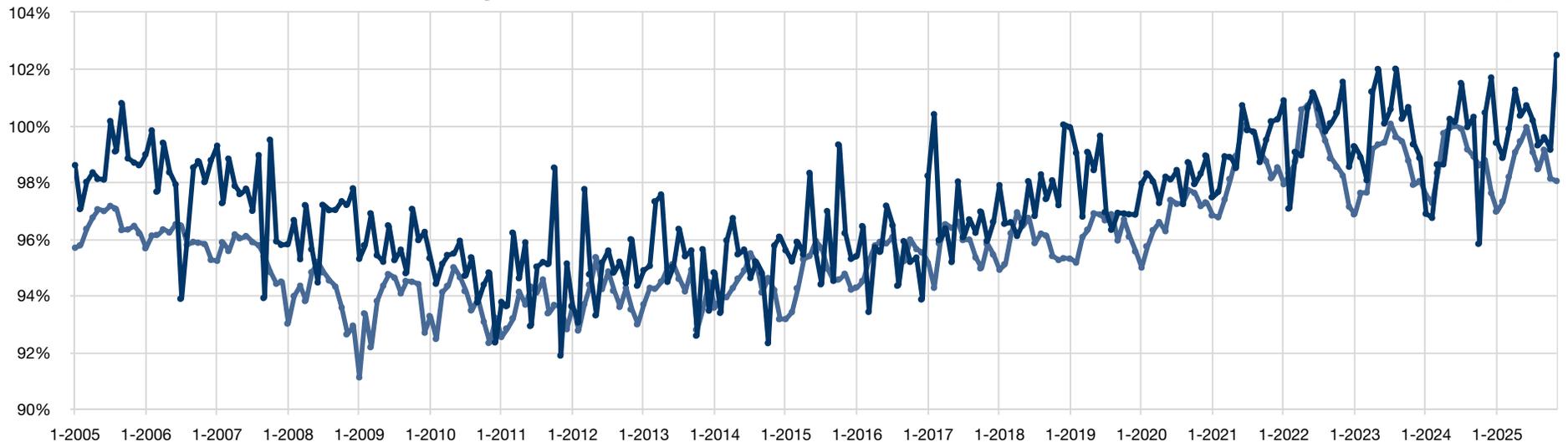
Year to Date



Pct. of List Price Received	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Dec-2024	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	98.1%	- 0.5%	99.1%	+ 3.4%
Nov-2025	98.0%	- 0.8%	102.5%	+ 2.0%
12-Month Avg*	98.6%	- 0.4%	100.2%	+ 1.0%

* 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

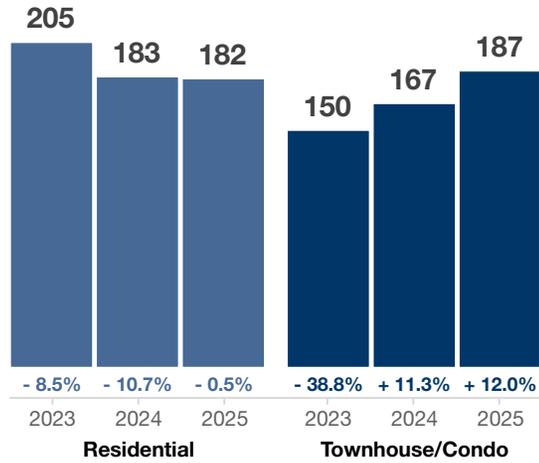


Housing Affordability Index

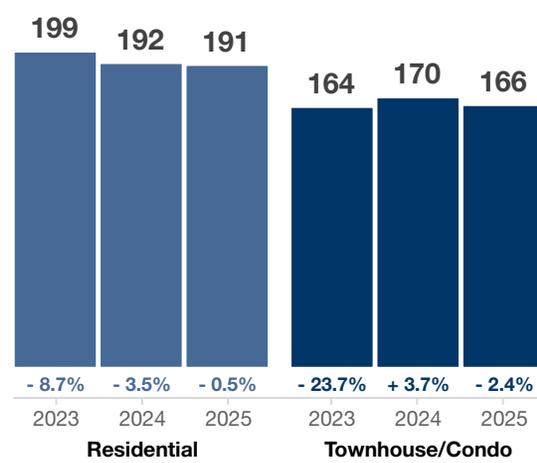
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



November

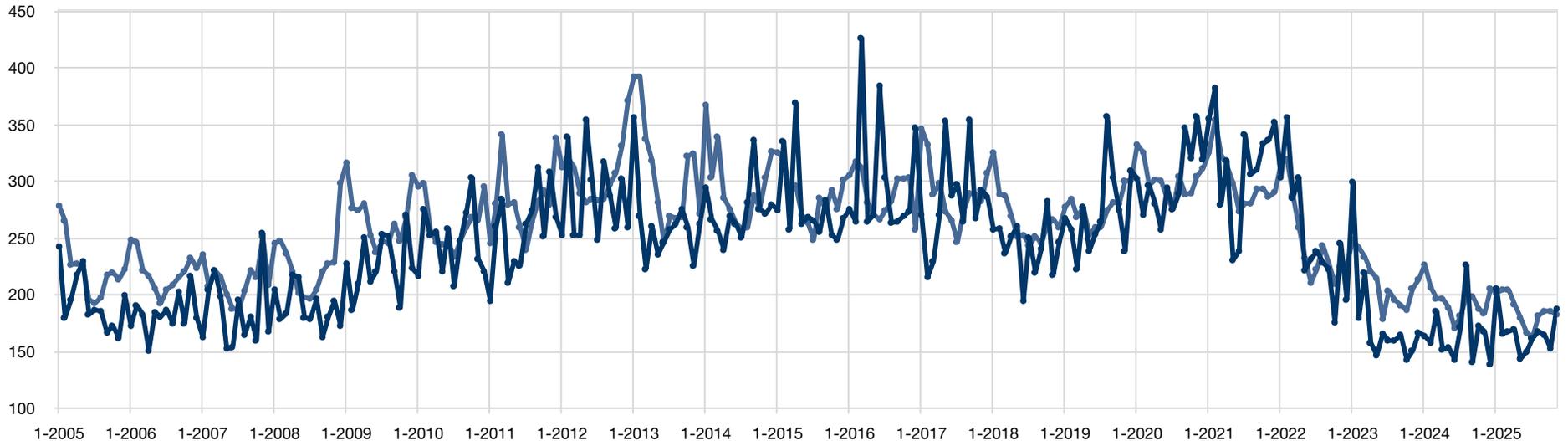


Year to Date



Affordability Index	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Dec-2024	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	185	- 1.1%	152	- 11.6%
Nov-2025	182	- 0.5%	187	+ 12.0%
12-Month Avg	187	- 4.1%	164	- 1.2%

Historical Housing Affordability Index by Month

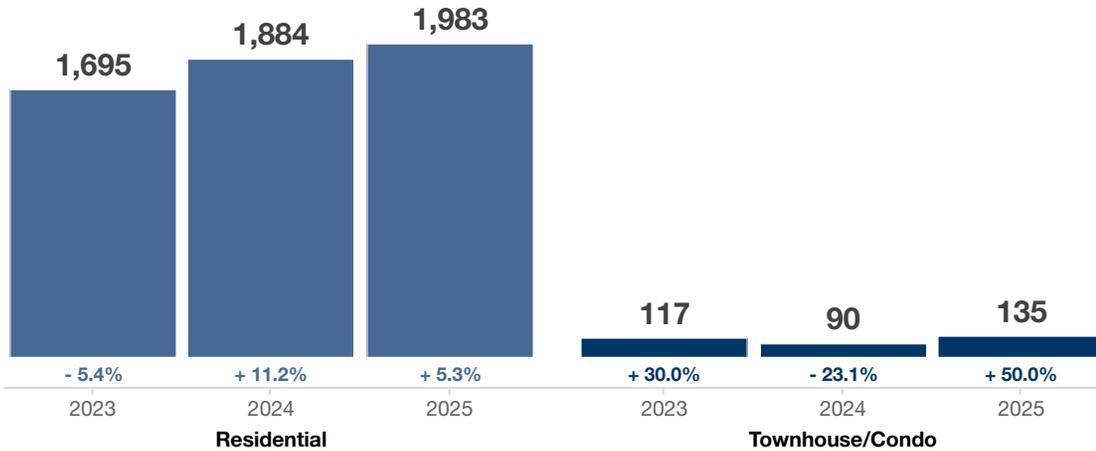


Inventory of Homes for Sale

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

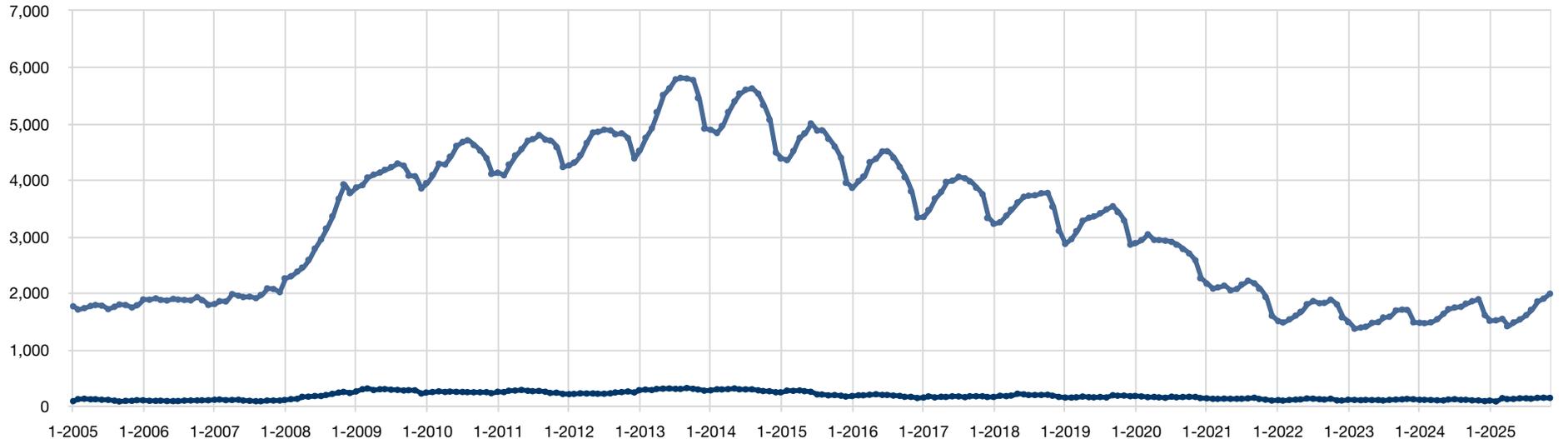


November



Homes for Sale	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Dec-2024	1,602	+ 8.6%	77	- 30.6%
Jan-2025	1,502	+ 2.4%	87	- 13.9%
Feb-2025	1,510	+ 3.4%	72	- 28.0%
Mar-2025	1,537	+ 4.2%	131	+ 35.1%
Apr-2025	1,406	- 8.1%	114	+ 23.9%
May-2025	1,473	- 9.5%	117	+ 30.0%
Jun-2025	1,526	- 10.8%	128	+ 20.8%
Jul-2025	1,601	- 7.9%	128	+ 14.3%
Aug-2025	1,697	- 3.0%	121	+ 21.0%
Sep-2025	1,846	+ 2.2%	136	+ 34.7%
Oct-2025	1,896	+ 2.5%	138	+ 51.6%
Nov-2025	1,983	+ 5.3%	135	+ 50.0%
12-Month Avg	1,632	- 1.0%	115	+ 16.2%

Historical Inventory of Homes for Sale by Month

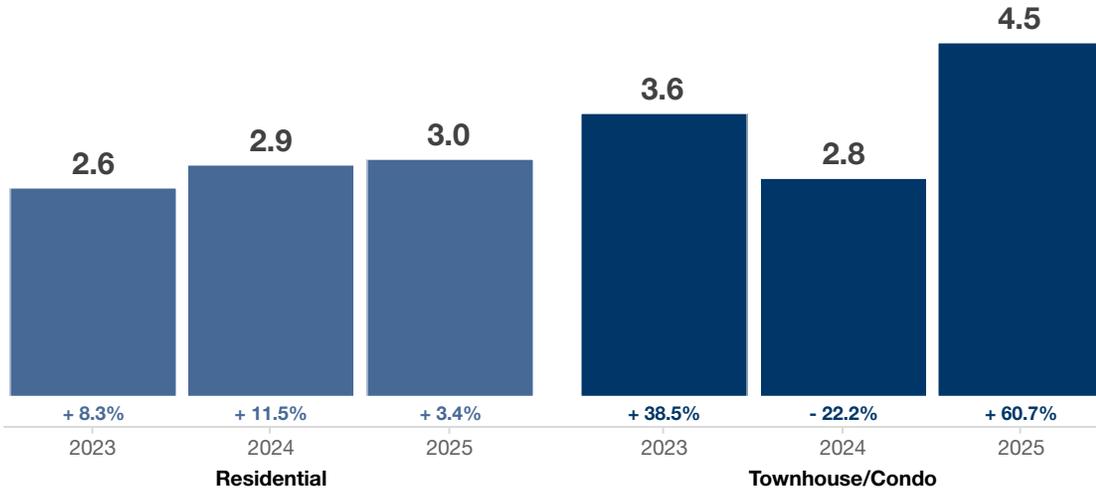


Months Supply of Inventory

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	2.5	+ 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	2.1	- 16.0%	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	2.7	- 3.6%	4.3	+ 34.4%
Oct-2025	2.8	- 3.4%	4.3	+ 53.6%
Nov-2025	3.0	+ 3.4%	4.5	+ 60.7%
12-Month Avg*	2.4	- 4.7%	3.6	+ 15.8%

* 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		793	721	- 9.1%	9,214	9,828	+ 6.7%
Pending Sales		640	471	- 26.4%	7,660	7,767	+ 1.4%
Closed Sales		655	589	- 10.1%	7,588	7,640	+ 0.7%
Days on Market Until Sale		47	56	+ 19.1%	50	50	0.0%
Median Sales Price		\$200,000	\$209,000	+ 4.5%	\$190,000	\$200,000	+ 5.3%
Average Sales Price		\$229,937	\$249,980	+ 8.7%	\$226,723	\$237,327	+ 4.7%
Percent of List Price Received		98.8%	98.2%	- 0.6%	99.0%	98.6%	- 0.4%
Housing Affordability Index		182	183	+ 0.5%	191	191	0.0%
Inventory of Homes for Sale		2,014	2,142	+ 6.4%	—	—	—
Months Supply of Inventory		2.9	3.1	+ 6.9%	—	—	—