

Monthly Indicators



March 2025

U.S. existing-home sales rebounded from the previous month, rising 4.2% to a seasonally adjusted annual rate of 4.26 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast sales would fall to a rate of 3.95 million for the month. Purchase activity increased in the South and the West but decreased in the Northeast, while sales in the Midwest remained unchanged from one month earlier.

New Listings increased 18.6 percent for Residential homes and 184.6 percent for Townhouse/Condo homes. Pending Sales increased 6.3 percent for Residential homes and 135.7 percent for Townhouse/Condo homes. Inventory increased 5.9 percent for Residential homes and 45.6 percent for Townhouse/Condo homes.

Median Sales Price decreased 2.7 percent to \$180,000 for Residential homes and 8.8 percent to \$175,500 for Townhouse/Condo homes. Days on Market increased 7.0 percent for Residential homes and 5.7 percent for Townhouse/Condo homes. Months Supply of Inventory increased 4.8 percent for Residential homes and 33.3 percent for Townhouse/Condo homes.

Heading into March there were 1.24 million properties for sale, a 5.1% increase from the previous month and a 17% jump from one year ago, for a 3.5-month supply at the current sales pace, according to NAR. While mortgage rates have remained in the mid-to-high 6% range, the additional supply appears to have helped bring some buyers out of the woodwork, even as sales prices continue to rise nationwide.

Quick Facts

- 6.9%

Change in
Closed Sales
All Properties

- 2.4%

Change in
Median Sales Price
All Properties

+ 7.2%

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	3-2024	3-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		760	901	+ 18.6%	1,928	2,066	+ 7.2%
Pending Sales		663	705	+ 6.3%	1,694	1,741	+ 2.8%
Closed Sales		632	587	- 7.1%	1,565	1,572	+ 0.4%
Days on Market Until Sale		57	61	+ 7.0%	57	58	+ 1.8%
Median Sales Price		\$185,000	\$180,000	- 2.7%	\$175,000	\$180,000	+ 2.9%
Average Sales Price		\$219,557	\$219,125	- 0.2%	\$212,824	\$218,083	+ 2.5%
Percent of List Price Received		98.3%	98.2%	- 0.1%	97.8%	97.5%	- 0.3%
Housing Affordability Index		196	204	+ 4.1%	208	204	- 1.9%
Inventory of Homes for Sale		1,352	1,432	+ 5.9%	—	—	—
Months Supply of Inventory		2.1	2.2	+ 4.8%	—	—	—

Townhouse/Condo Market Overview

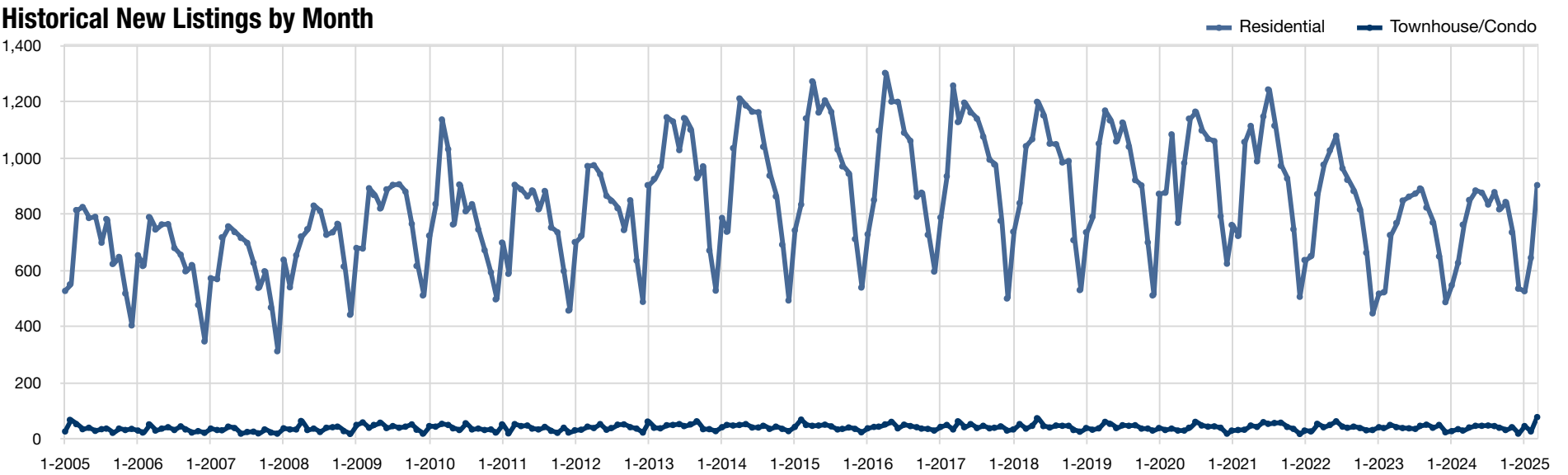
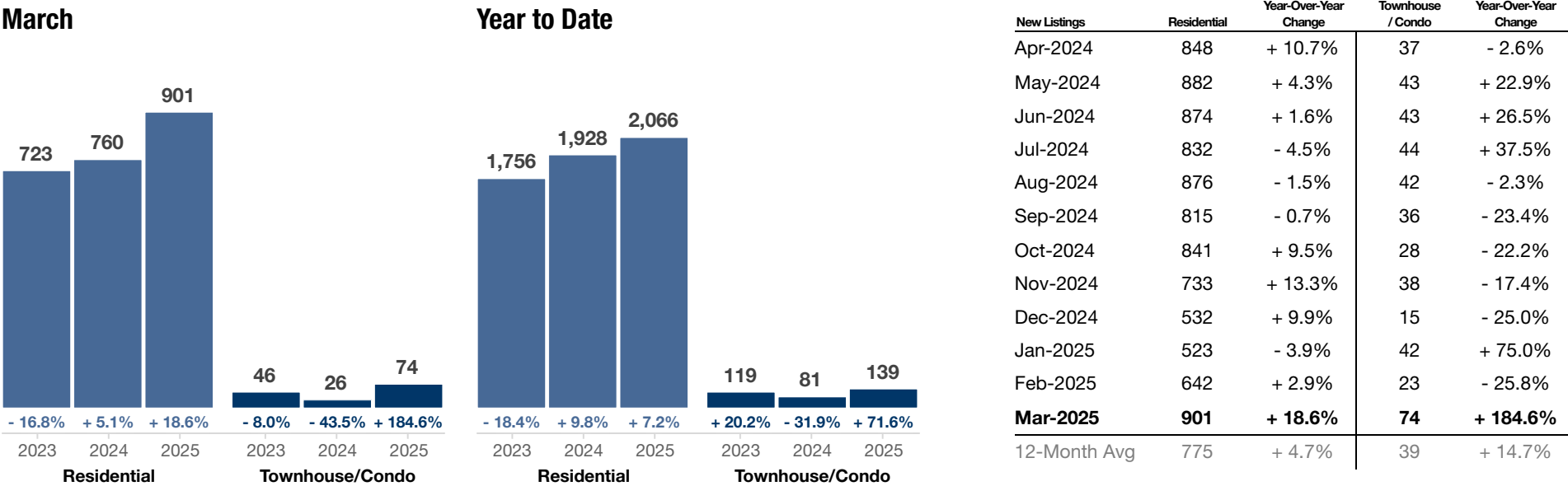
Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Townhouse/Condo properties only.



Key Metrics	Historical Sparkbars	3-2024	3-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		26	74	+ 184.6%	81	139	+ 71.6%
Pending Sales		14	33	+ 135.7%	72	76	+ 5.6%
Closed Sales		27	28	+ 3.7%	73	66	- 9.6%
Days on Market Until Sale		53	56	+ 5.7%	53	56	+ 5.7%
Median Sales Price		\$192,500	\$175,500	- 8.8%	\$195,000	\$195,100	+ 0.1%
Average Sales Price		\$185,398	\$231,371	+ 24.8%	\$197,859	\$215,659	+ 9.0%
Percent of List Price Received		98.4%	99.7%	+ 1.3%	97.3%	99.4%	+ 2.2%
Housing Affordability Index		186	214	+ 15.1%	184	193	+ 4.9%
Inventory of Homes for Sale		68	99	+ 45.6%	—	—	—
Months Supply of Inventory		2.4	3.2	+ 33.3%	—	—	—

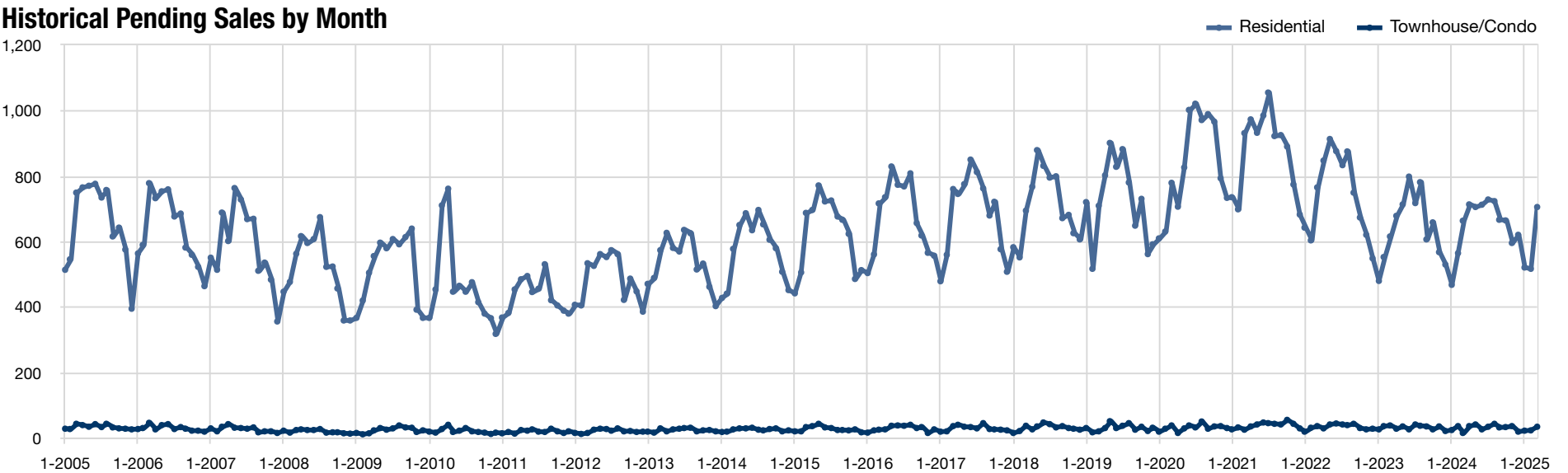
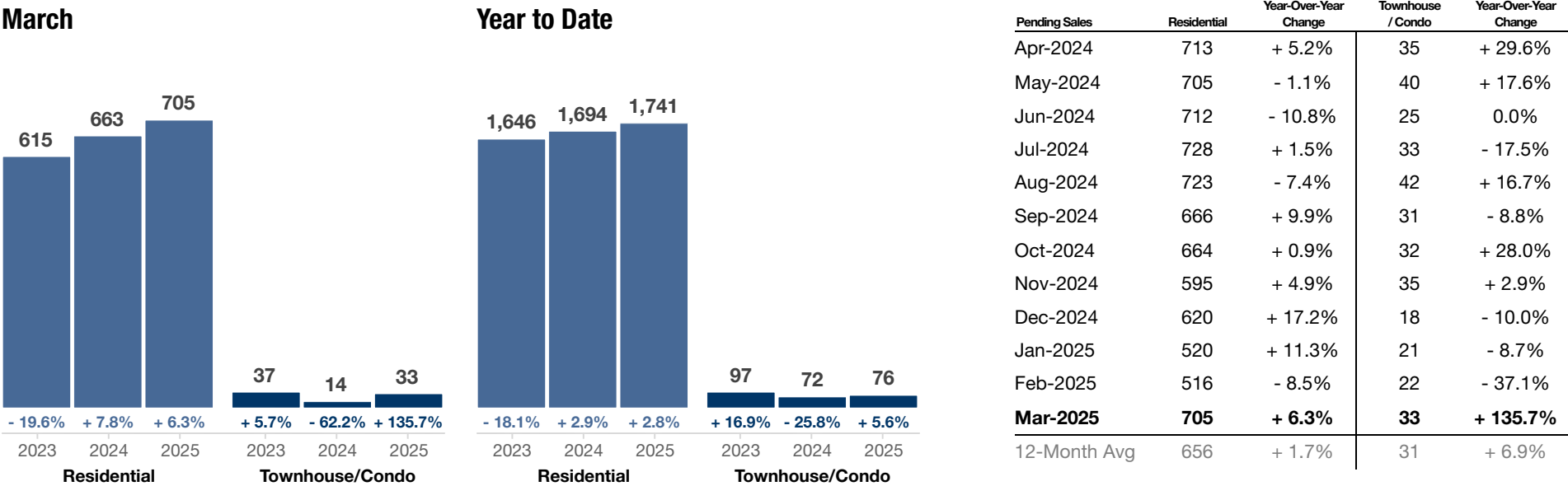
New Listings

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



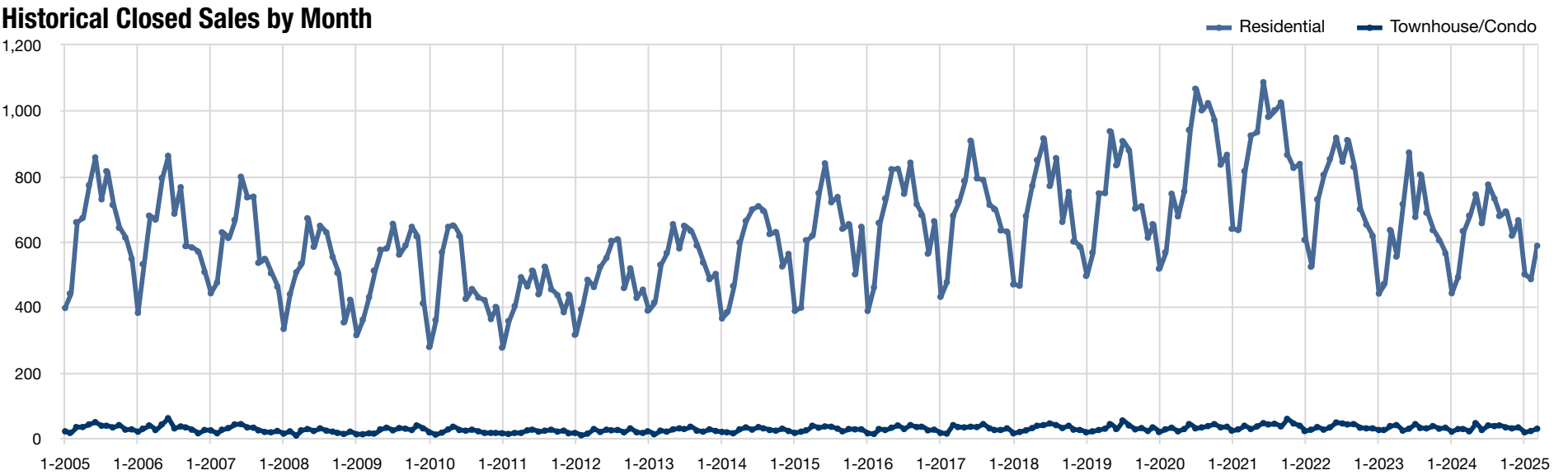
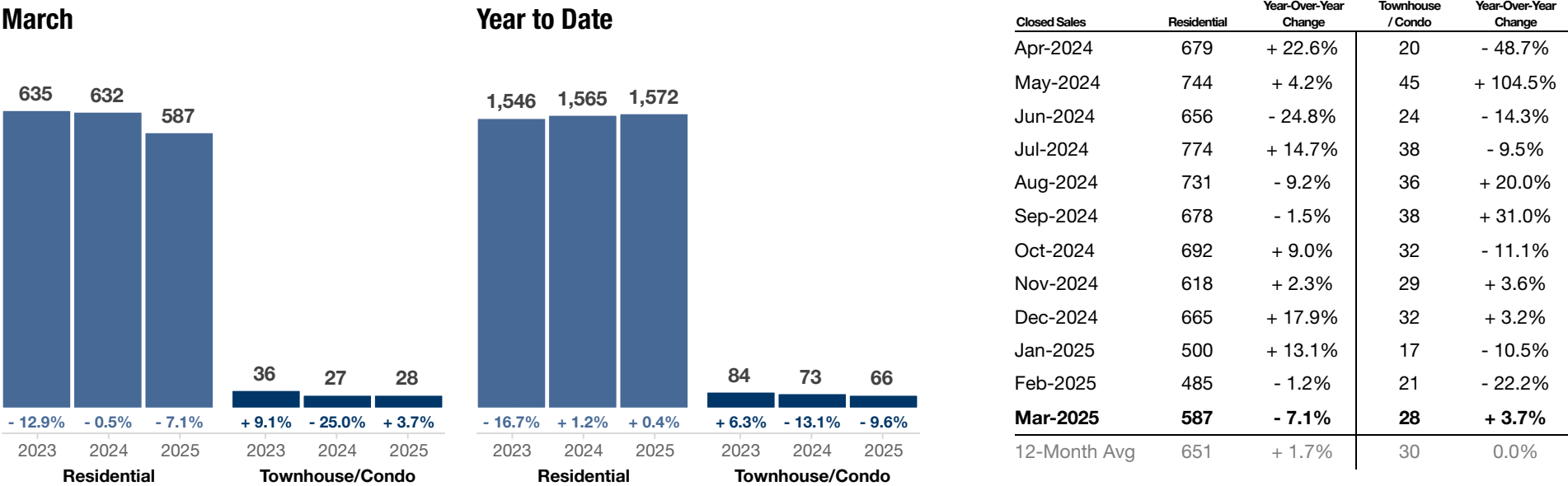
Pending Sales

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



Closed Sales

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

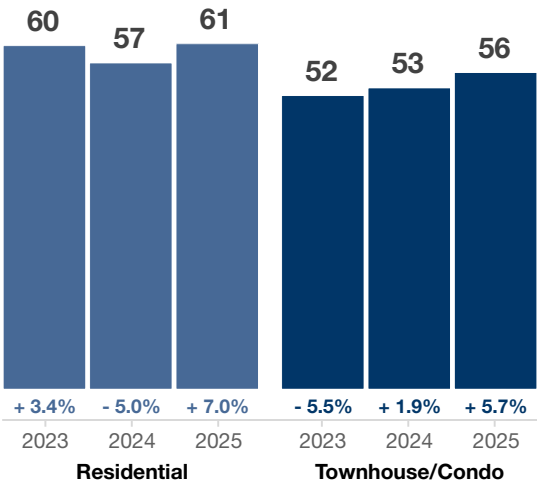


Days on Market Until Sale

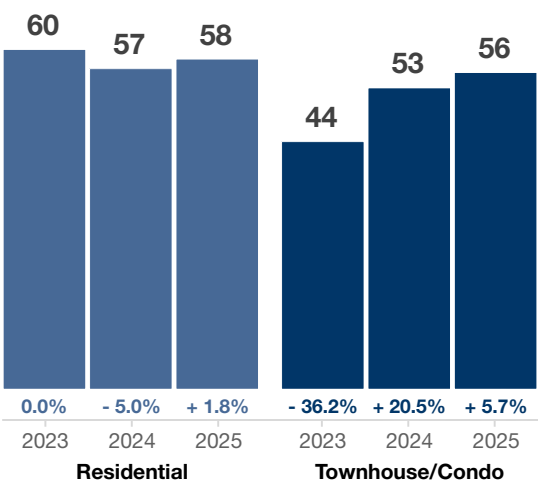
Average number of days between when a property is listed and when an offer is accepted in a given month.



March



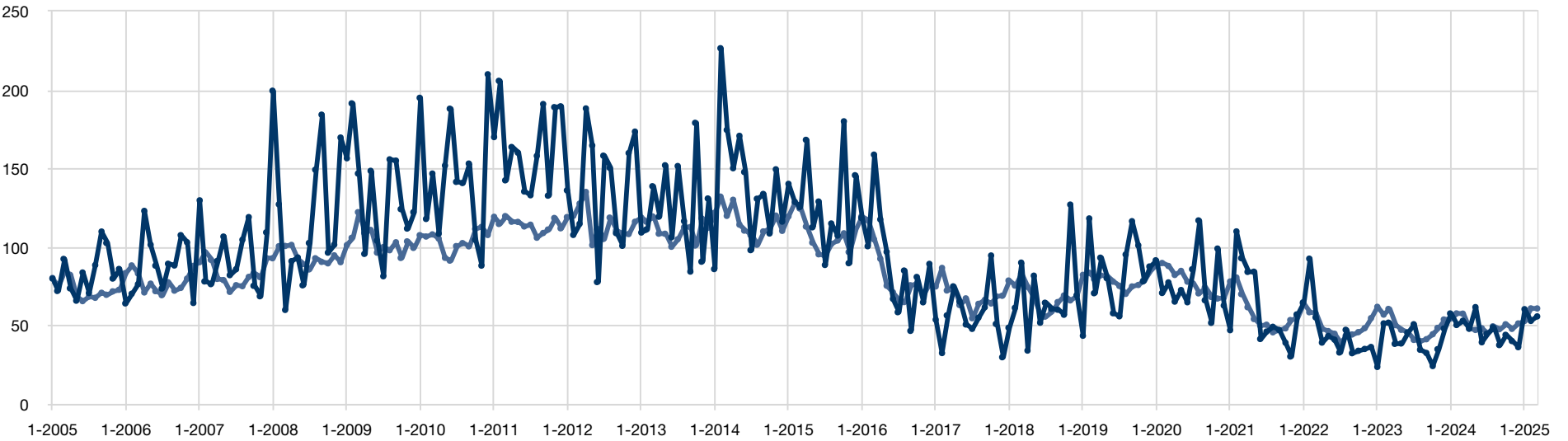
Year to Date



Days on Market	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Apr-2024	48	- 4.0%	48	+ 26.3%
May-2024	47	0.0%	62	+ 63.2%
Jun-2024	48	+ 6.7%	39	- 13.3%
Jul-2024	45	+ 9.8%	45	- 11.8%
Aug-2024	49	+ 22.5%	49	+ 44.1%
Sep-2024	48	+ 17.1%	37	+ 15.6%
Oct-2024	51	+ 15.9%	44	+ 83.3%
Nov-2024	48	0.0%	40	+ 14.3%
Dec-2024	51	- 5.6%	36	- 25.0%
Jan-2025	53	- 1.9%	60	+ 3.4%
Feb-2025	61	+ 5.2%	53	+ 6.0%
Mar-2025	61	+ 7.0%	56	+ 5.7%
12-Month Avg*	50	+ 5.6%	47	+ 12.9%

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

Historical Days on Market Until Sale by Month

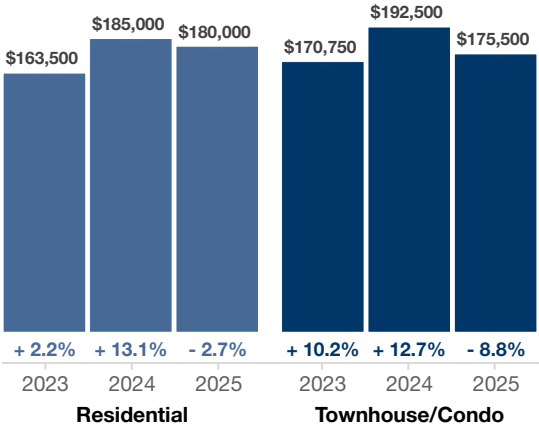


Median Sales Price

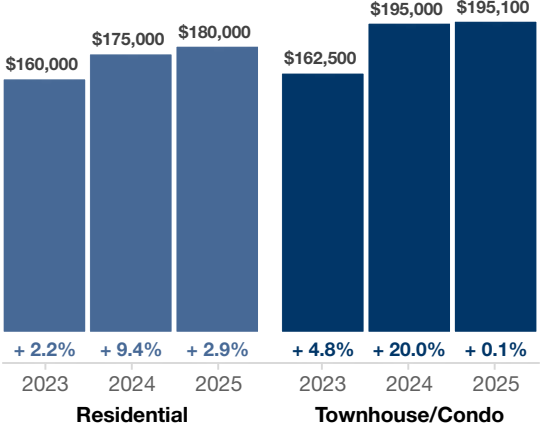
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



March



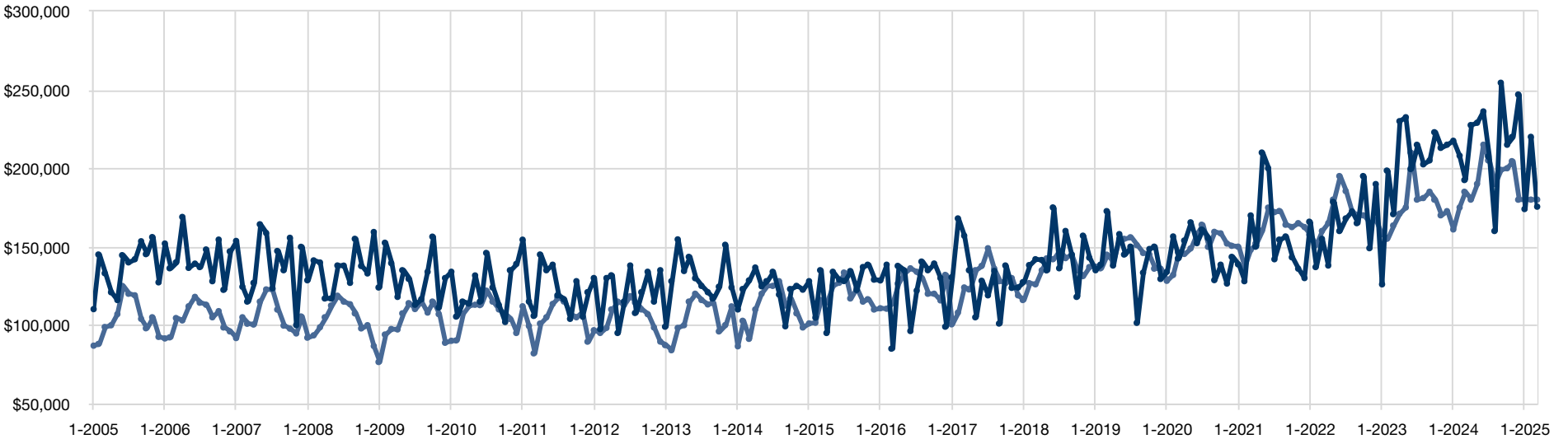
Year to Date



Median Sales Price	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Apr-2024	\$180,000	+ 5.3%	\$227,500	- 1.1%
May-2024	\$190,000	+ 8.6%	\$229,000	- 1.5%
Jun-2024	\$215,000	+ 2.4%	\$236,200	+ 18.4%
Jul-2024	\$205,000	+ 13.9%	\$207,500	- 3.5%
Aug-2024	\$190,000	+ 5.0%	\$160,000	- 21.0%
Sep-2024	\$199,000	+ 7.6%	\$254,500	+ 24.1%
Oct-2024	\$200,000	+ 11.1%	\$215,000	- 3.6%
Nov-2024	\$204,500	+ 20.3%	\$219,900	+ 3.2%
Dec-2024	\$179,950	+ 4.2%	\$247,000	+ 14.9%
Jan-2025	\$180,000	+ 11.8%	\$174,000	- 20.0%
Feb-2025	\$180,000	+ 2.9%	\$220,000	+ 5.8%
Mar-2025	\$180,000	- 2.7%	\$175,500	- 8.8%
12-Month Avg*	\$190,700	+ 5.9%	\$219,900	+ 4.7%

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

Historical Median Sales Price by Month

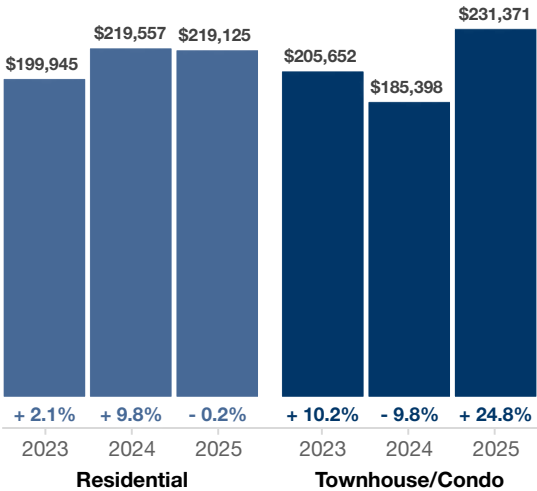


Average Sales Price

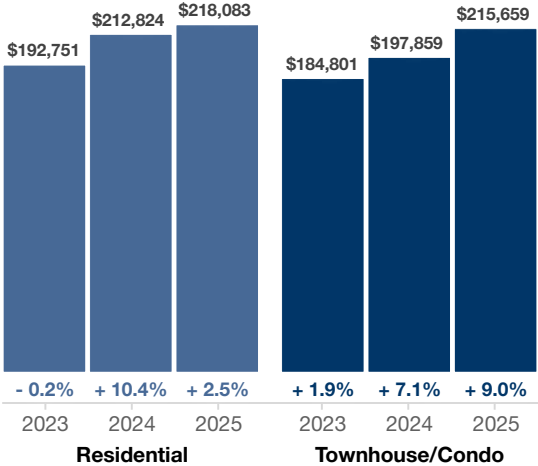
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March



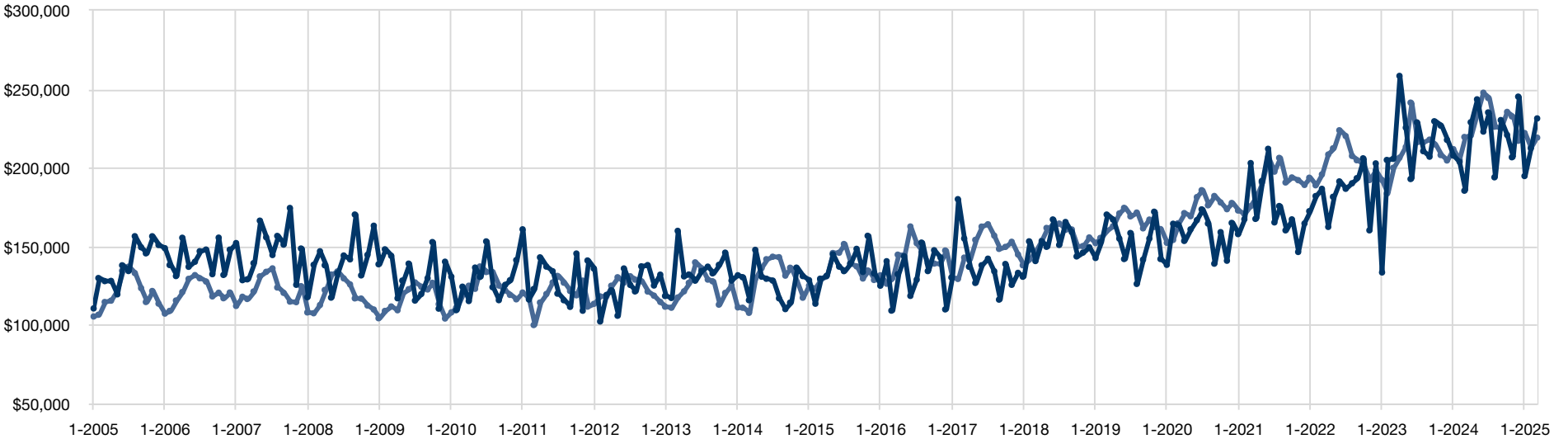
Year to Date



Avg. Sales Price	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Apr-2024	\$220,523	+ 6.8%	\$228,943	- 11.4%
May-2024	\$234,352	+ 9.9%	\$243,505	+ 8.0%
Jun-2024	\$247,733	+ 2.6%	\$223,014	+ 15.7%
Jul-2024	\$244,386	+ 13.0%	\$235,185	+ 2.8%
Aug-2024	\$226,113	+ 4.6%	\$193,919	- 7.9%
Sep-2024	\$225,103	+ 3.3%	\$230,313	+ 11.2%
Oct-2024	\$235,528	+ 9.6%	\$220,837	- 3.8%
Nov-2024	\$232,652	+ 11.8%	\$206,672	- 8.9%
Dec-2024	\$217,169	+ 6.1%	\$245,238	+ 12.6%
Jan-2025	\$222,089	+ 4.8%	\$194,729	- 6.3%
Feb-2025	\$212,696	+ 3.7%	\$212,400	+ 4.3%
Mar-2025	\$219,125	- 0.2%	\$231,371	+ 24.8%
12-Month Avg*	\$228,921	+ 6.0%	\$224,191	+ 2.6%

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

Historical Average Sales Price by Month

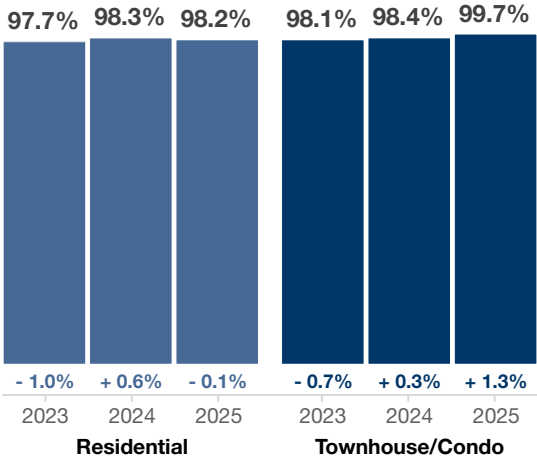


Percent of List Price Received

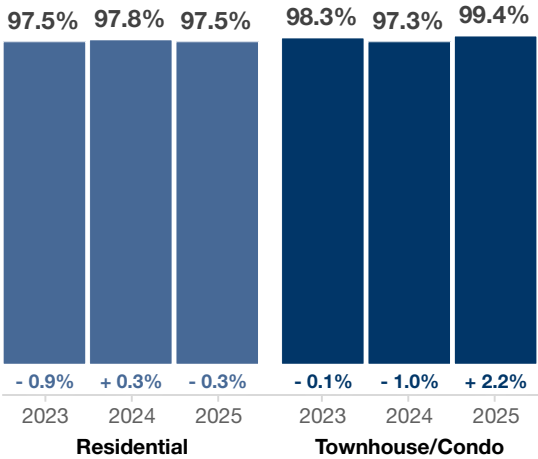
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



March



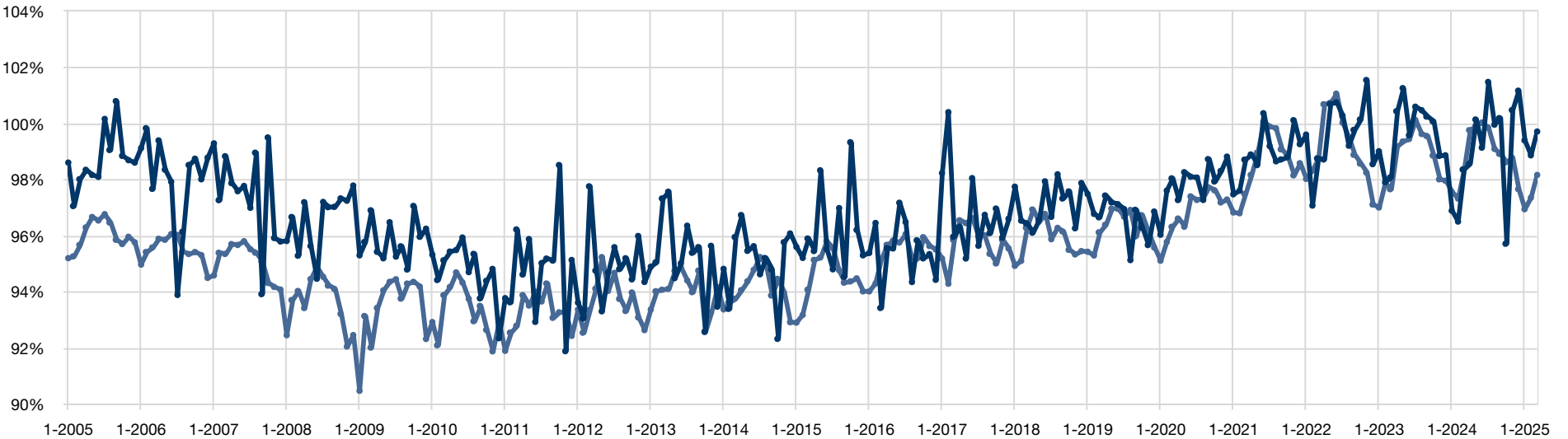
Year to Date



Pct. of List Price Received	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Apr-2024	99.8%	+ 0.6%	98.6%	- 1.8%
May-2024	99.9%	+ 0.5%	100.1%	- 1.2%
Jun-2024	100.0%	+ 0.6%	99.1%	- 0.5%
Jul-2024	99.9%	- 0.2%	101.5%	+ 0.9%
Aug-2024	99.1%	- 0.5%	100.0%	- 0.5%
Sep-2024	98.9%	- 0.7%	100.2%	0.0%
Oct-2024	98.6%	- 0.3%	95.7%	- 4.4%
Nov-2024	98.8%	+ 0.8%	100.5%	+ 1.7%
Dec-2024	97.7%	- 0.3%	101.2%	+ 2.3%
Jan-2025	96.9%	- 0.7%	99.4%	+ 2.6%
Feb-2025	97.3%	0.0%	98.9%	+ 2.5%
Mar-2025	98.2%	- 0.1%	99.7%	+ 1.3%
12-Month Avg*	98.9%	- 0.0%	99.7%	+ 0.2%

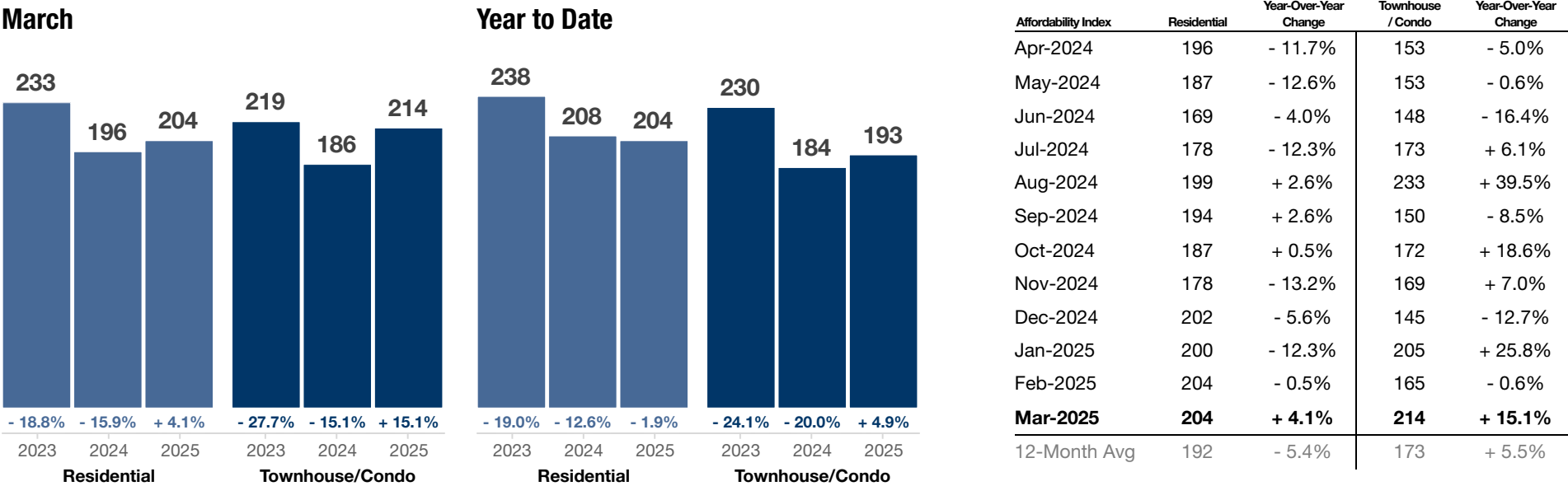
* Pct. of List Price Received for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

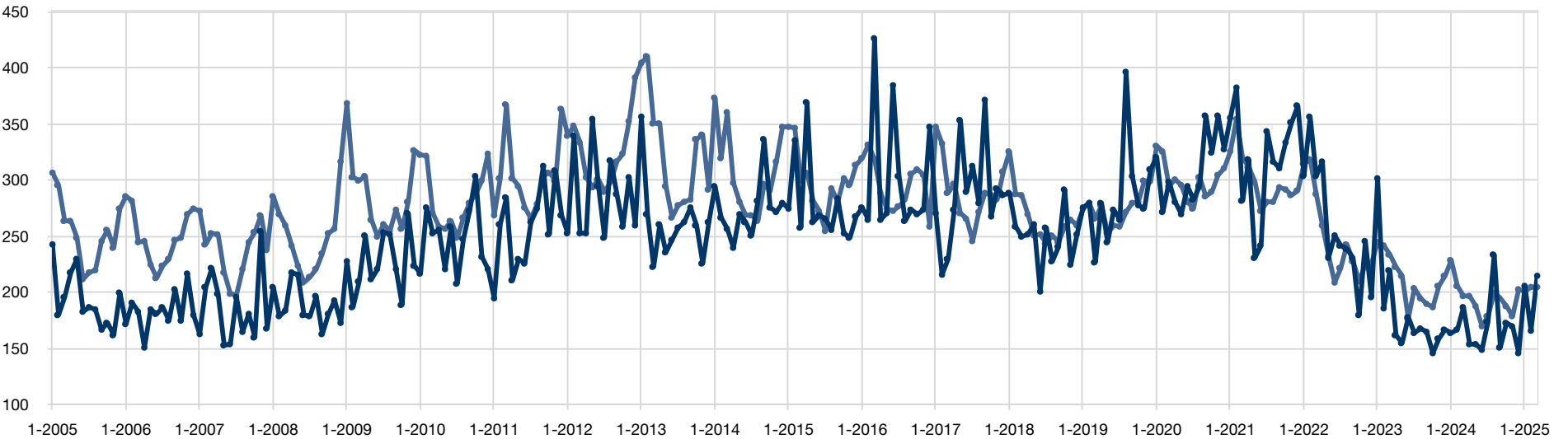


Housing Affordability Index

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.



Historical Housing Affordability Index by Month

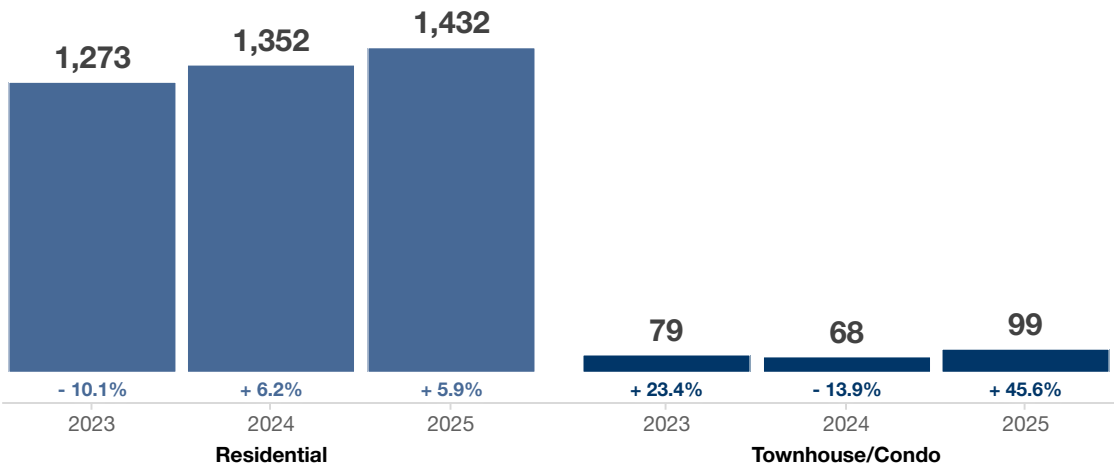


Inventory of Homes for Sale

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

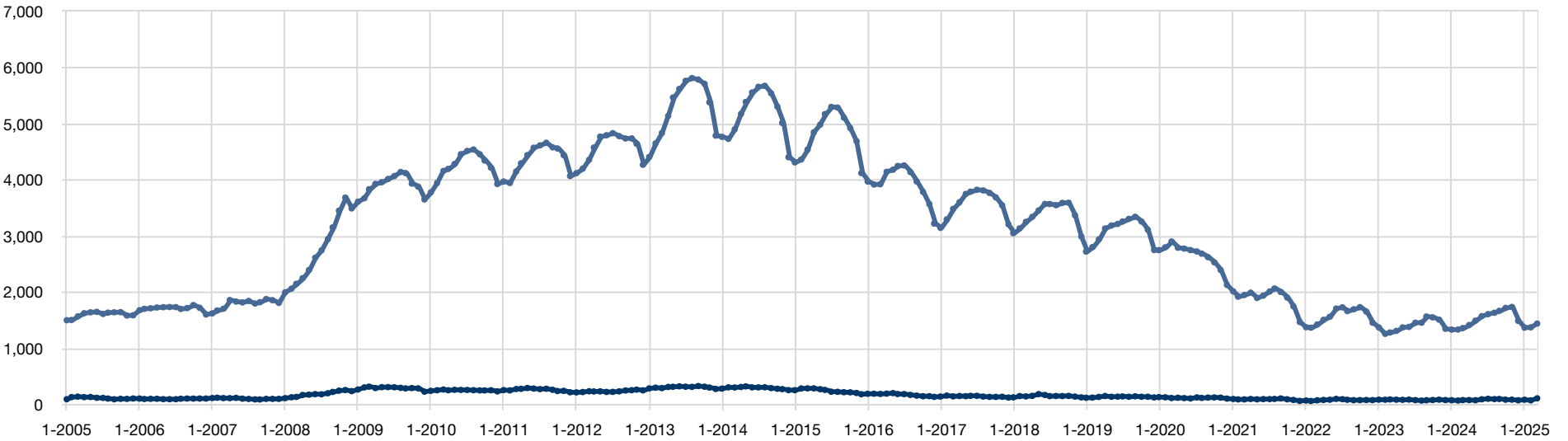


March



Homes for Sale	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Apr-2024	1,406	+ 8.1%	68	- 9.3%
May-2024	1,484	+ 8.8%	65	- 9.7%
Jun-2024	1,565	+ 14.0%	82	+ 7.9%
Jul-2024	1,601	+ 10.6%	91	+ 35.8%
Aug-2024	1,625	+ 12.3%	85	+ 44.1%
Sep-2024	1,659	+ 6.5%	87	+ 33.8%
Oct-2024	1,711	+ 10.9%	75	+ 8.7%
Nov-2024	1,729	+ 15.1%	75	0.0%
Dec-2024	1,480	+ 10.5%	64	- 5.9%
Jan-2025	1,360	+ 2.7%	74	+ 13.8%
Feb-2025	1,365	+ 3.0%	63	+ 5.0%
Mar-2025	1,432	+ 5.9%	99	+ 45.6%
12-Month Avg	1,535	+ 9.2%	77	+ 13.2%

Historical Inventory of Homes for Sale by Month

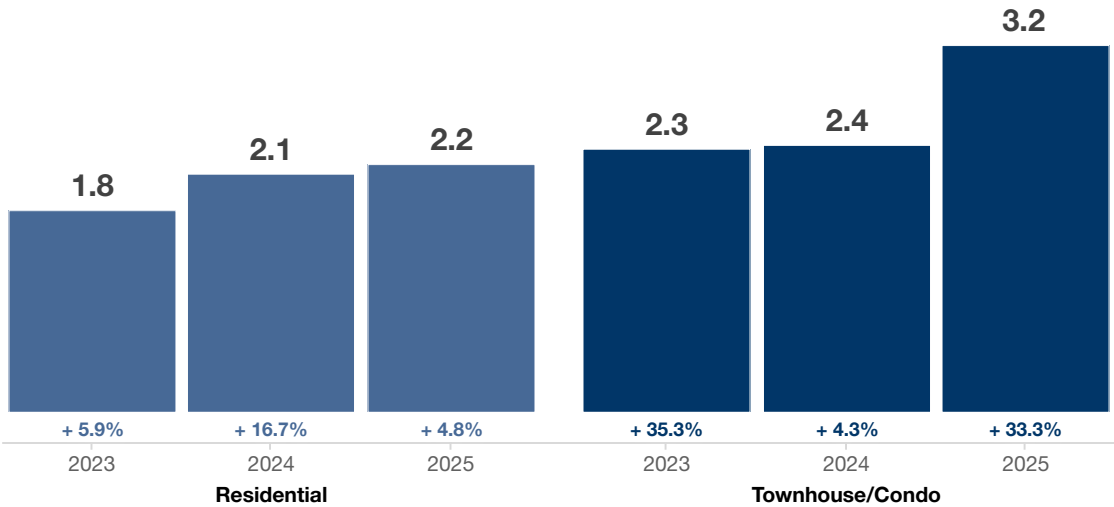


Months Supply of Inventory

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.



March



Months Supply	Residential	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Apr-2024	2.2	+ 15.8%	2.3	+ 4.5%
May-2024	2.3	+ 15.0%	2.2	+ 4.8%
Jun-2024	2.4	+ 20.0%	2.7	+ 12.5%
Jul-2024	2.5	+ 13.6%	3.1	+ 47.6%
Aug-2024	2.6	+ 18.2%	2.8	+ 47.4%
Sep-2024	2.6	+ 8.3%	2.9	+ 38.1%
Oct-2024	2.7	+ 12.5%	2.5	+ 13.6%
Nov-2024	2.7	+ 17.4%	2.5	+ 4.2%
Dec-2024	2.3	+ 9.5%	2.1	- 4.5%
Jan-2025	2.1	0.0%	2.5	+ 19.0%
Feb-2025	2.1	0.0%	2.2	+ 15.8%
Mar-2025	2.2	+ 4.8%	3.2	+ 33.3%
12-Month Avg*	2.4	+ 11.1%	2.6	+ 19.2%

* Months Supply for all properties from April 2024 through March 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	3-2024	3-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		804	992	+ 23.4%	2,053	2,237	+ 9.0%
Pending Sales		690	755	+ 9.4%	1,797	1,855	+ 3.2%
Closed Sales		668	622	- 6.9%	1,666	1,669	+ 0.2%
Days on Market Until Sale		57	61	+ 7.0%	57	58	+ 1.8%
Median Sales Price		\$184,450	\$180,000	- 2.4%	\$175,000	\$180,000	+ 2.9%
Average Sales Price		\$216,874	\$218,370	+ 0.7%	\$210,815	\$215,959	+ 2.4%
Percent of List Price Received		98.3%	98.2%	- 0.1%	97.7%	97.6%	- 0.1%
Housing Affordability Index		197	204	+ 3.6%	208	204	- 1.9%
Inventory of Homes for Sale		1,456	1,561	+ 7.2%	—	—	—
Months Supply of Inventory		2.1	2.2	+ 4.8%	—	—	—