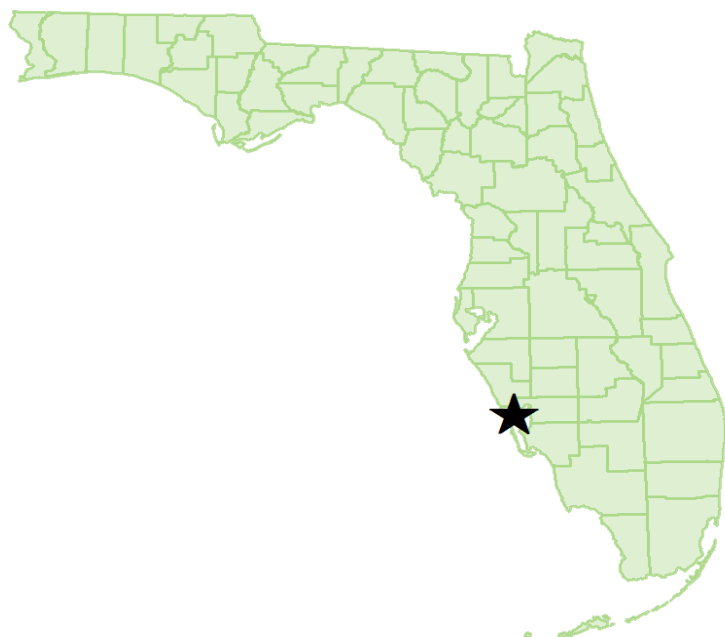


# Monthly Market Detail - November 2025

## Single-Family Homes

### Englewood Area Board of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.



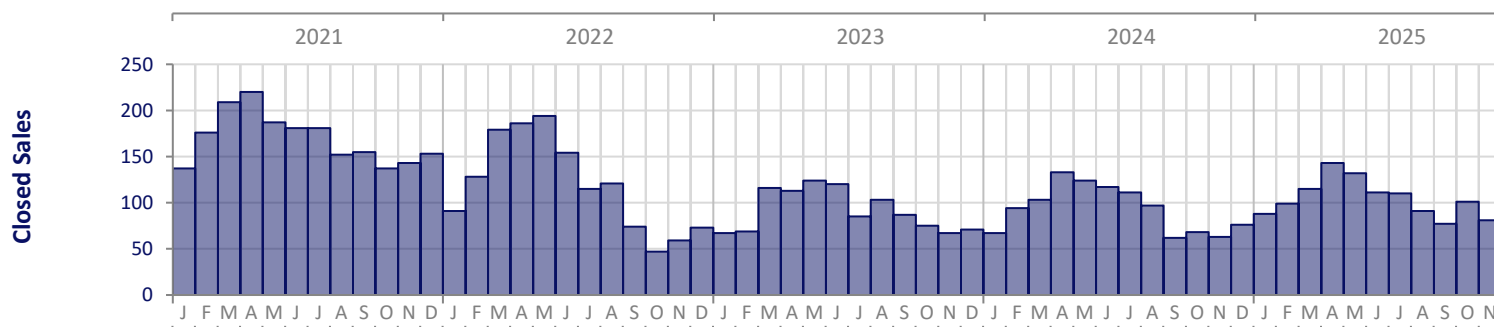
Summary Statistics	November 2025	November 2024	Percent Change Year-over-Year
Closed Sales	81	63	28.6%
Paid in Cash	40	37	8.1%
Median Sale Price	\$395,000	\$388,000	1.8%
Average Sale Price	\$513,752	\$663,726	-22.6%
Dollar Volume	\$41.6 Million	\$41.8 Million	-0.5%
Median Percent of Original List Price Received	92.6%	91.6%	1.1%
Median Time to Contract	51 Days	69 Days	-26.1%
Median Time to Sale	84 Days	101 Days	-16.8%
New Pending Sales	86	91	-5.5%
New Listings	173	242	-28.5%
Pending Inventory	113	110	2.7%
Inventory (Active Listings)	734	762	-3.7%
Months Supply of Inventory	7.2	8.2	-12.2%

## Closed Sales

The number of sales transactions which closed during the month

**Economists' note :** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	1,148	10.5%
<b>November 2025</b>	<b>81</b>	<b>28.6%</b>
October 2025	101	48.5%
September 2025	77	24.2%
August 2025	91	-6.2%
July 2025	110	-0.9%
June 2025	111	-5.1%
May 2025	132	6.5%
April 2025	143	7.5%
March 2025	115	11.7%
February 2025	99	5.3%
January 2025	88	31.3%
December 2024	76	7.0%
November 2024	63	-6.0%



# Monthly Market Detail - November 2025

## Single-Family Homes

### Englewood Area Board of REALTORS®

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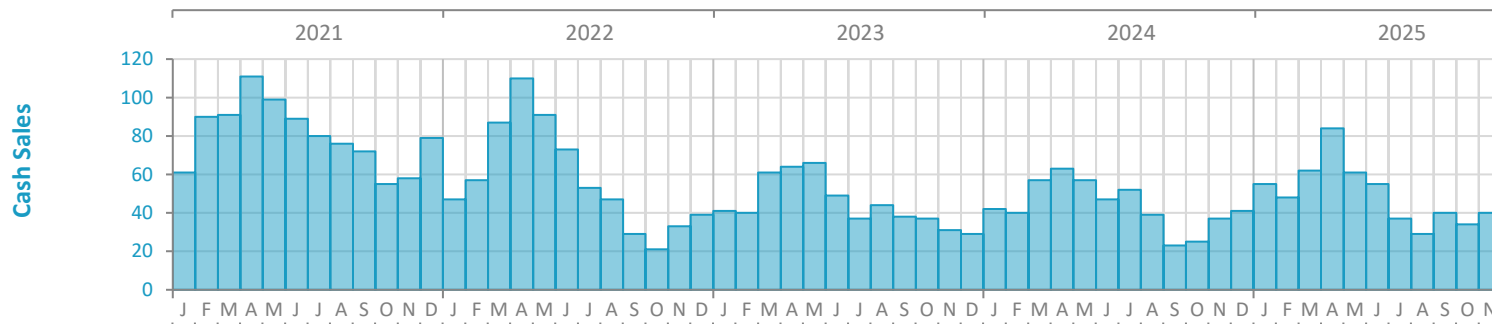


#### Cash Sales

The number of Closed Sales during the month in which buyers exclusively paid in cash

**Economists' note :** Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	545	13.1%
<b>November 2025</b>	<b>40</b>	<b>8.1%</b>
October 2025	34	36.0%
September 2025	40	73.9%
August 2025	29	-25.6%
July 2025	37	-28.8%
June 2025	55	17.0%
May 2025	61	7.0%
April 2025	84	33.3%
March 2025	62	8.8%
February 2025	48	20.0%
January 2025	55	31.0%
December 2024	41	41.4%
November 2024	37	19.4%

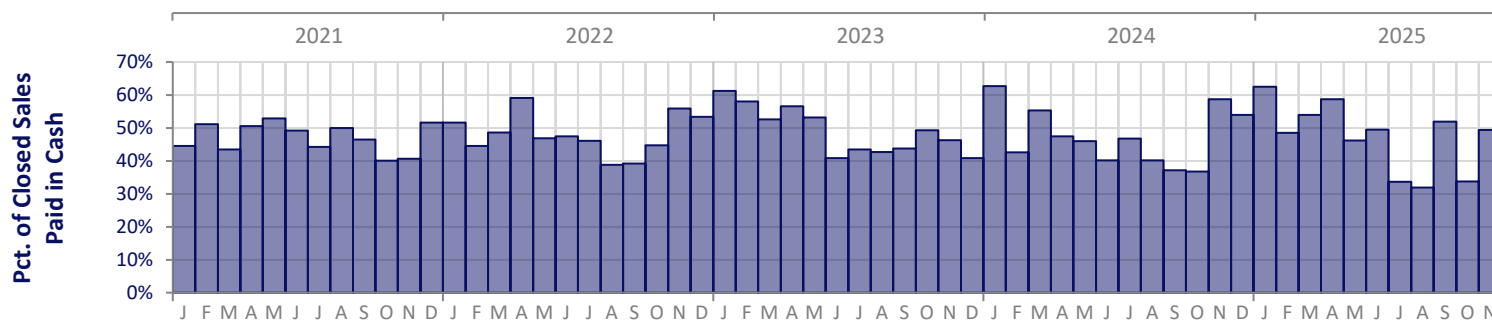


#### Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

**Economists' note :** This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	47.5%	2.4%
<b>November 2025</b>	<b>49.4%</b>	<b>-15.8%</b>
October 2025	33.7%	-8.4%
September 2025	51.9%	39.9%
August 2025	31.9%	-20.6%
July 2025	33.6%	-28.2%
June 2025	49.5%	23.1%
May 2025	46.2%	0.4%
April 2025	58.7%	23.8%
March 2025	53.9%	-2.5%
February 2025	48.5%	13.8%
January 2025	62.5%	-0.3%
December 2024	53.9%	32.1%
November 2024	58.7%	26.8%



# Monthly Market Detail - November 2025

## Single-Family Homes

### Englewood Area Board of REALTORS®



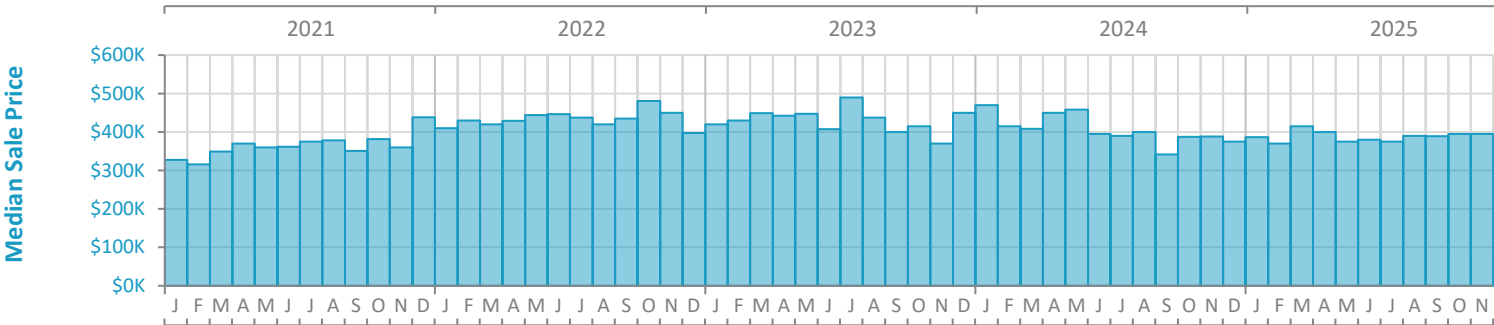
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#### Median Sale Price

The median sale price reported for the month (i.e. 50% of sales were above and 50% of sales were below)

**Economists' note :** Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each month, and the mix of the types of homes that sell can change over time.

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$387,500	-6.8%
November 2025	\$395,000	1.8%
October 2025	\$395,000	1.9%
September 2025	\$389,000	13.9%
August 2025	\$390,000	-2.5%
July 2025	\$375,000	-3.8%
June 2025	\$380,000	-3.8%
May 2025	\$375,000	-18.2%
April 2025	\$400,000	-11.1%
March 2025	\$414,900	1.6%
February 2025	\$370,000	-10.7%
January 2025	\$386,250	-17.8%
December 2024	\$375,000	-16.7%
November 2024	\$388,000	4.9%

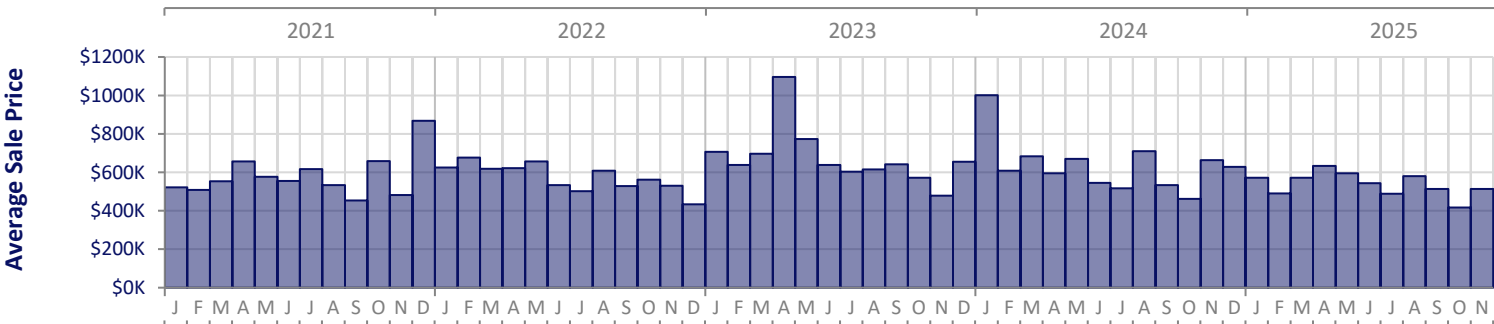


#### Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

**Economists' note :** Usually, we prefer Median Sale Price over Average Sale Price as a summary statistic for home prices. However, Average Sale Price does have its uses—particularly when it is analyzed alongside the Median Sale Price. For one, the relative difference between the two statistics can provide some insight into the market for higher-end homes in an area.

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$543,462	-13.5%
November 2025	\$513,752	-22.6%
October 2025	\$417,408	-9.6%
September 2025	\$513,956	-3.7%
August 2025	\$579,964	-18.3%
July 2025	\$487,880	-5.5%
June 2025	\$543,442	-0.3%
May 2025	\$595,204	-11.1%
April 2025	\$633,938	6.6%
March 2025	\$571,236	-16.4%
February 2025	\$490,667	-19.3%
January 2025	\$571,525	-43.0%
December 2024	\$627,915	-4.0%
November 2024	\$663,726	38.9%



Monthly Market Detail - November 2025

Single-Family Homes

Englewood Area Board of REALTORS®



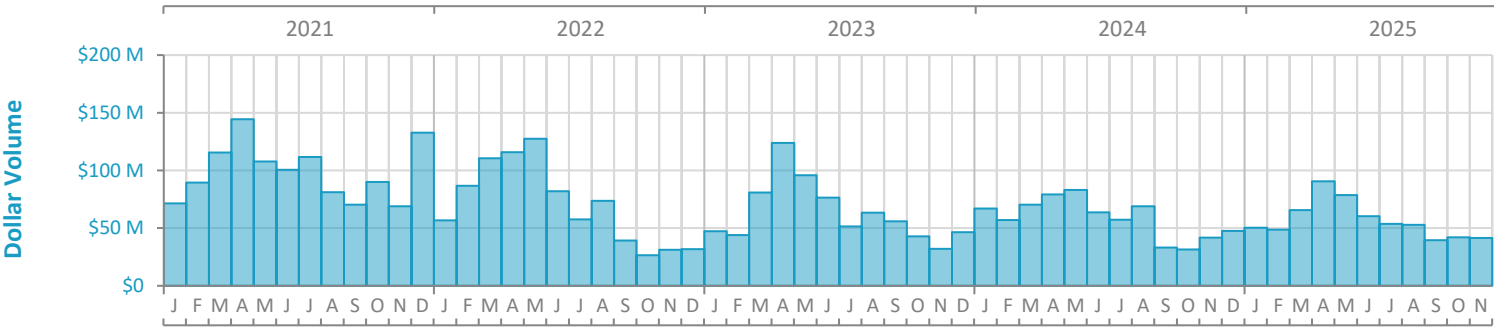
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Dollar Volume

The sum of the sale prices for all sales which closed during the month

**Economists' note :** Dollar Volume is simply the sum of all sale prices in a given time period, and can quickly be calculated by multiplying Closed Sales by Average Sale Price. It is a strong indicator of the health of the real estate industry in a market, and is of particular interest to real estate professionals, investors, analysts, and government agencies. Potential home sellers and home buyers, on the other hand, will likely be better served by paying attention to trends in the two components of Dollar Volume (i.e. sales and prices) individually.

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$623.9 Million	-4.5%
November 2025	\$41.6 Million	-0.5%
October 2025	\$42.2 Million	34.3%
September 2025	\$39.6 Million	19.6%
August 2025	\$52.8 Million	-23.4%
July 2025	\$53.7 Million	-6.4%
June 2025	\$60.3 Million	-5.4%
May 2025	\$78.6 Million	-5.4%
April 2025	\$90.7 Million	14.6%
March 2025	\$65.7 Million	-6.7%
February 2025	\$48.6 Million	-15.0%
January 2025	\$50.3 Million	-25.1%
December 2024	\$47.7 Million	2.7%
November 2024	\$41.8 Million	30.6%

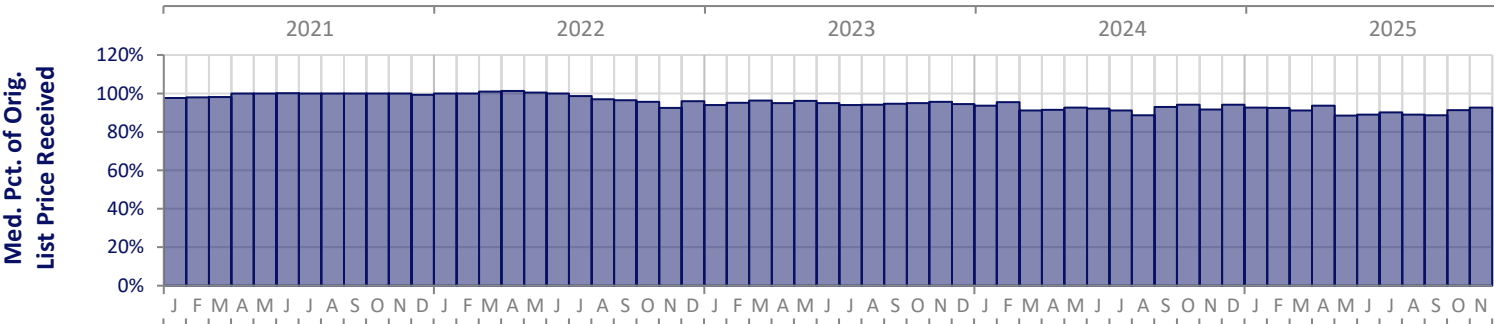


Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the month

**Economists' note :** The Median Percent of Original List Price Received is useful as an indicator of market recovery, since it typically rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market has shifted from down to up, so it is what we would call a *lagging* indicator.

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	90.9%	-1.5%
November 2025	92.6%	1.1%
October 2025	91.3%	-3.0%
September 2025	88.6%	-4.6%
August 2025	88.9%	0.2%
July 2025	90.1%	-1.2%
June 2025	89.0%	-3.4%
May 2025	88.5%	-4.4%
April 2025	93.6%	2.4%
March 2025	91.1%	-0.1%
February 2025	92.5%	-3.0%
January 2025	92.7%	-1.1%
December 2024	94.1%	-0.4%
November 2024	91.6%	-4.3%



# Monthly Market Detail - November 2025

## Single-Family Homes

### Englewood Area Board of REALTORS®

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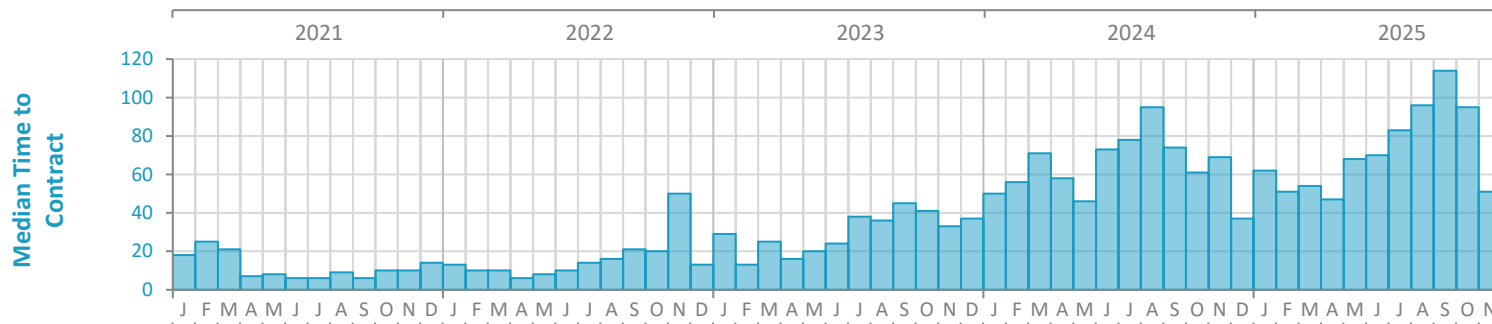


## Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the month

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	72 Days	1.4%
<b>November 2025</b>	<b>51 Days</b>	<b>-26.1%</b>
October 2025	95 Days	55.7%
September 2025	114 Days	54.1%
August 2025	96 Days	1.1%
July 2025	83 Days	6.4%
June 2025	70 Days	-4.1%
May 2025	68 Days	47.8%
April 2025	47 Days	-19.0%
March 2025	54 Days	-23.9%
February 2025	51 Days	-8.9%
January 2025	62 Days	24.0%
December 2024	37 Days	0.0%
November 2024	69 Days	109.1%

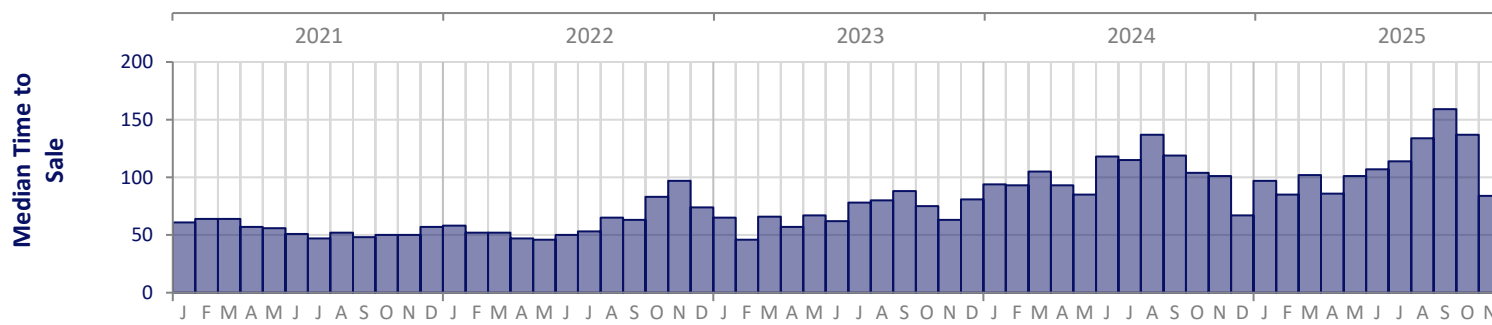


## Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the month

**Economists' note:** Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median* Time to Sale is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	111 Days	3.7%
<b>November 2025</b>	<b>84 Days</b>	<b>-16.8%</b>
October 2025	137 Days	31.7%
September 2025	159 Days	33.6%
August 2025	134 Days	-2.2%
July 2025	114 Days	-0.9%
June 2025	107 Days	-9.3%
May 2025	101 Days	18.8%
April 2025	86 Days	-7.5%
March 2025	102 Days	-2.9%
February 2025	85 Days	-8.6%
January 2025	97 Days	3.2%
December 2024	67 Days	-17.3%
November 2024	101 Days	60.3%



# Monthly Market Detail - November 2025

## Single-Family Homes

### Englewood Area Board of REALTORS®

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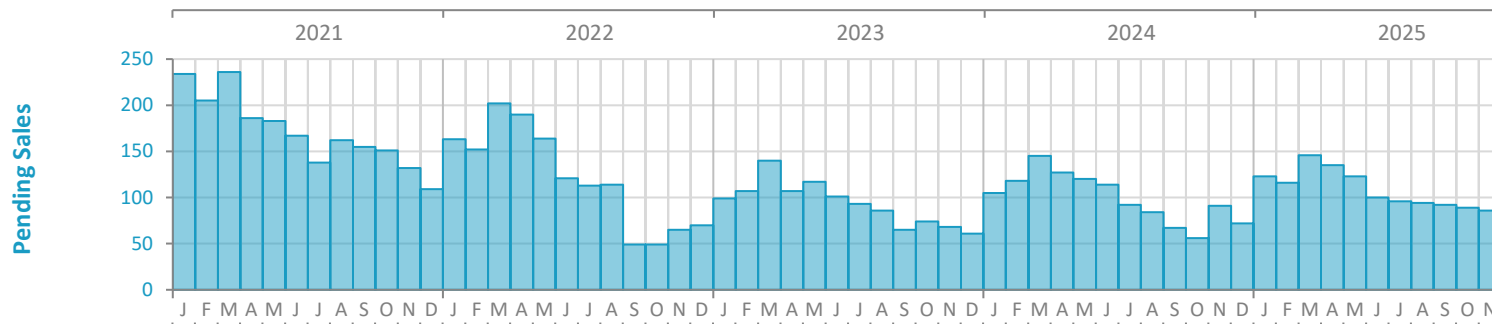


## New Pending Sales

The number of listed properties that went under contract during the month

**Economists' note:** Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	1,200	7.2%
<b>November 2025</b>	<b>86</b>	<b>-5.5%</b>
October 2025	89	58.9%
September 2025	92	37.3%
August 2025	94	11.9%
July 2025	96	4.3%
June 2025	100	-12.3%
May 2025	123	2.5%
April 2025	135	6.3%
March 2025	146	0.7%
February 2025	116	-1.7%
January 2025	123	17.1%
December 2024	72	18.0%
November 2024	91	33.8%

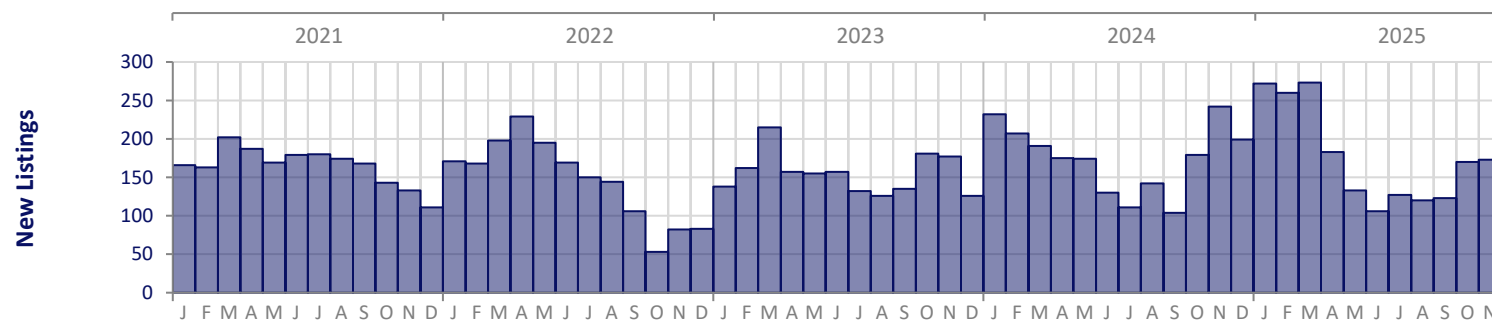


## New Listings

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	1,940	2.8%
<b>November 2025</b>	<b>173</b>	<b>-28.5%</b>
October 2025	170	-5.0%
September 2025	123	18.3%
August 2025	120	-15.5%
July 2025	127	14.4%
June 2025	106	-18.5%
May 2025	133	-23.6%
April 2025	183	4.6%
March 2025	273	42.9%
February 2025	260	25.6%
January 2025	272	17.2%
December 2024	199	57.9%
November 2024	242	36.7%





# Monthly Market Detail - November 2025

## Single-Family Homes

### Englewood Area Board of REALTORS®



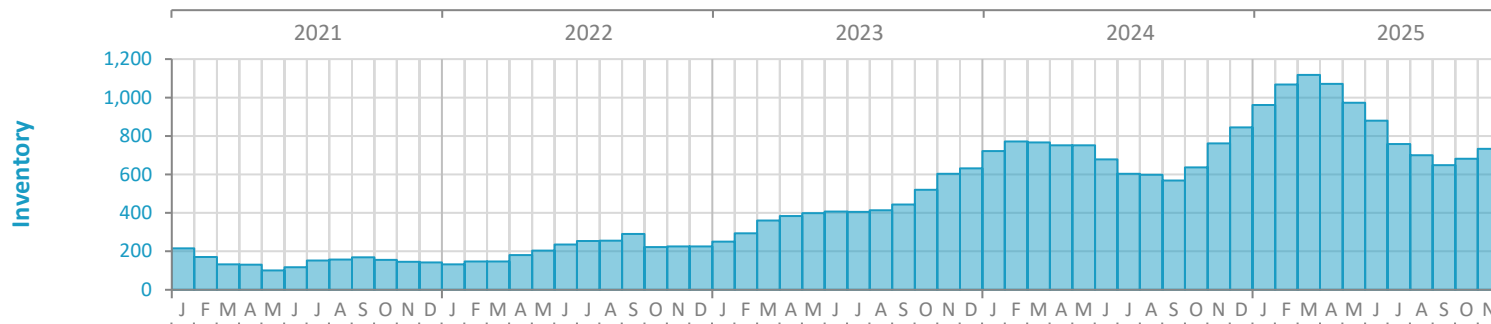
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#### Inventory (Active Listings)

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	872	26.0%
<b>November 2025</b>	<b>734</b>	<b>-3.7%</b>
October 2025	682	7.1%
September 2025	648	13.9%
August 2025	700	16.9%
July 2025	759	25.7%
June 2025	879	29.5%
May 2025	973	29.4%
April 2025	1,071	42.6%
March 2025	1,118	45.8%
February 2025	1,068	38.5%
January 2025	962	33.2%
December 2024	844	33.8%
November 2024	762	26.4%

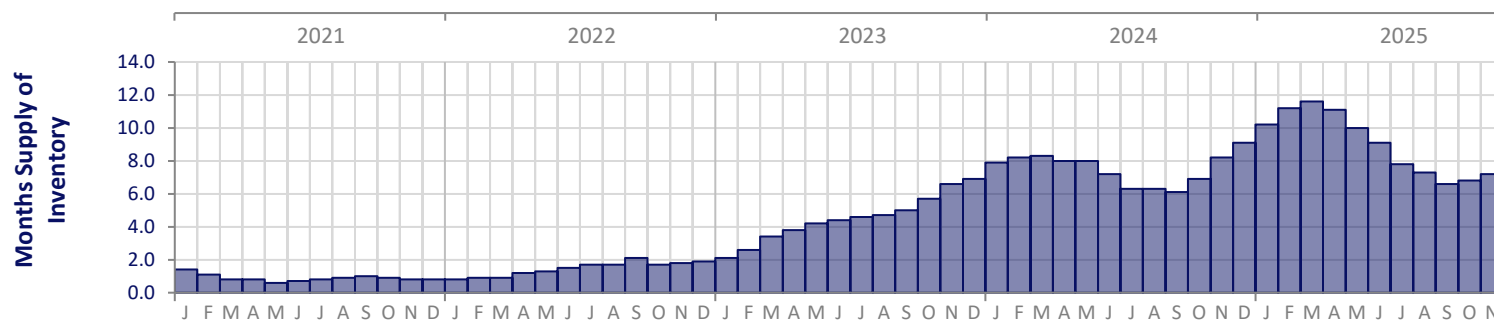


#### Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

**Economists' note:** MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	9.0	21.6%
<b>November 2025</b>	<b>7.2</b>	<b>-12.2%</b>
October 2025	6.8	-1.4%
September 2025	6.6	8.2%
August 2025	7.3	15.9%
July 2025	7.8	23.8%
June 2025	9.1	26.4%
May 2025	10.0	25.0%
April 2025	11.1	38.8%
March 2025	11.6	39.8%
February 2025	11.2	36.6%
January 2025	10.2	29.1%
December 2024	9.1	31.9%
November 2024	8.2	24.2%



# Monthly Market Detail - November 2025

## Single-Family Homes

### Englewood Area Board of REALTORS®



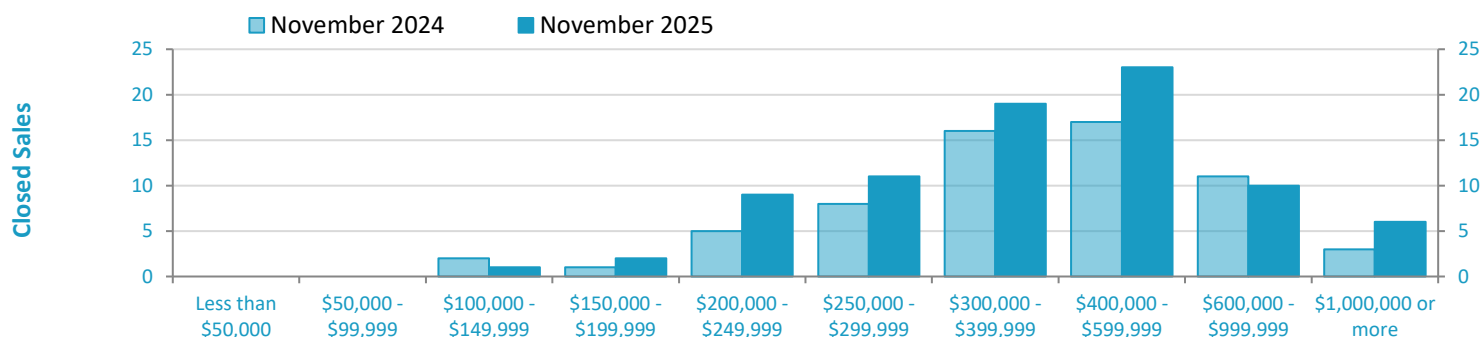
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#### Closed Sales by Sale Price

The number of sales transactions which closed during the month

**Economists' note:** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	1	-50.0%
\$150,000 - \$199,999	2	100.0%
\$200,000 - \$249,999	9	80.0%
\$250,000 - \$299,999	11	37.5%
\$300,000 - \$399,999	19	18.8%
\$400,000 - \$599,999	23	35.3%
\$600,000 - \$999,999	10	-9.1%
\$1,000,000 or more	6	100.0%

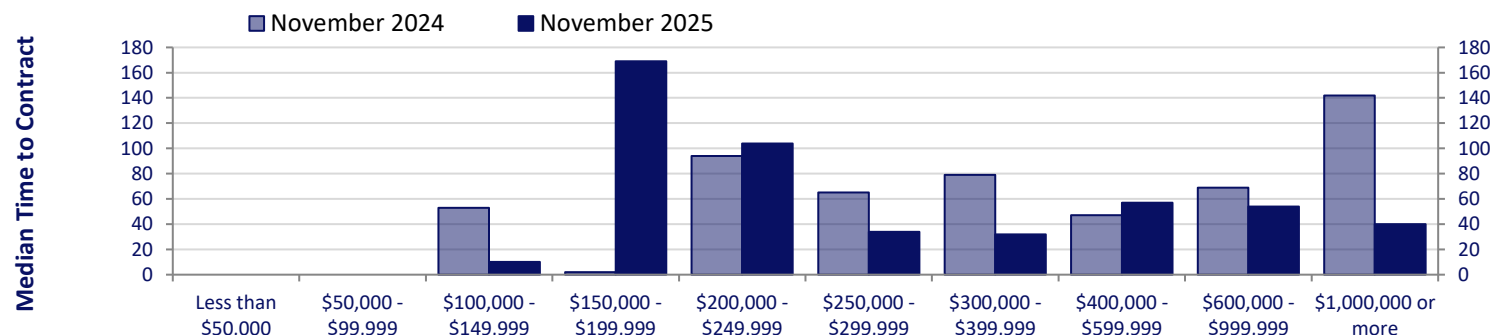


#### Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the month

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	(No Sales)	N/A
\$50,000 - \$99,999	(No Sales)	N/A
\$100,000 - \$149,999	10 Days	-81.1%
\$150,000 - \$199,999	169 Days	8350.0%
\$200,000 - \$249,999	104 Days	10.6%
\$250,000 - \$299,999	34 Days	-47.7%
\$300,000 - \$399,999	32 Days	-59.5%
\$400,000 - \$599,999	57 Days	21.3%
\$600,000 - \$999,999	54 Days	-21.7%
\$1,000,000 or more	40 Days	-71.8%





# Monthly Market Detail - November 2025

## Single-Family Homes

### Englewood Area Board of REALTORS®



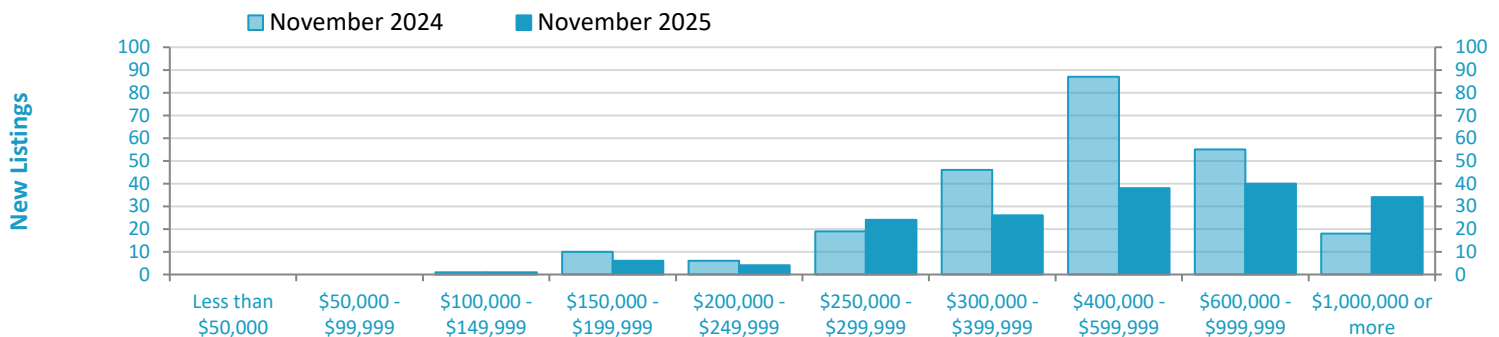
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#### New Listings by Initial Listing Price

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	1	0.0%
\$150,000 - \$199,999	6	-40.0%
\$200,000 - \$249,999	4	-33.3%
\$250,000 - \$299,999	24	26.3%
\$300,000 - \$399,999	26	-43.5%
\$400,000 - \$599,999	38	-56.3%
\$600,000 - \$999,999	40	-27.3%
\$1,000,000 or more	34	88.9%

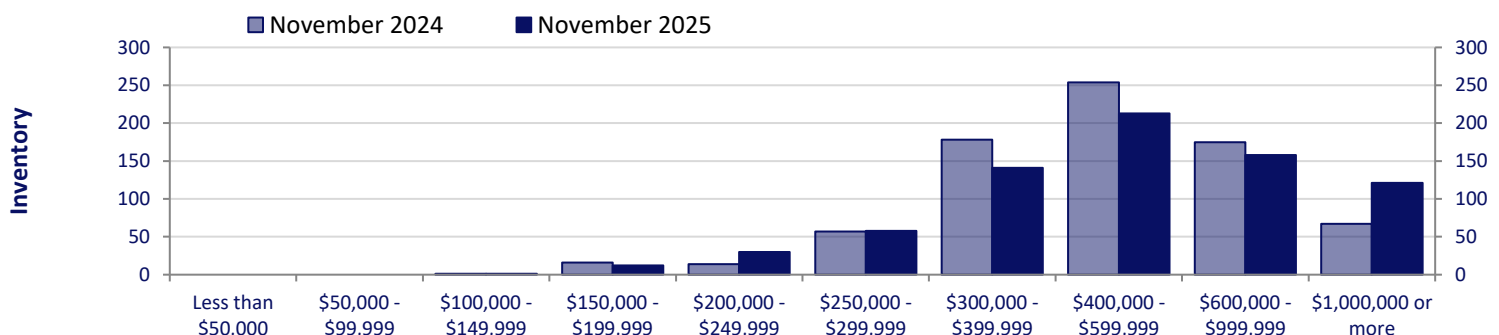


#### Inventory by Current Listing Price

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	1	0.0%
\$150,000 - \$199,999	12	-25.0%
\$200,000 - \$249,999	30	114.3%
\$250,000 - \$299,999	58	1.8%
\$300,000 - \$399,999	141	-20.8%
\$400,000 - \$599,999	213	-16.1%
\$600,000 - \$999,999	158	-9.7%
\$1,000,000 or more	121	80.6%

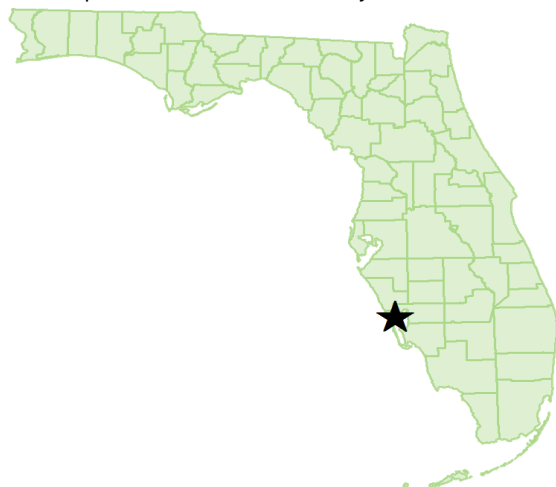


# Monthly Distressed Market - November 2025

## Single-Family Homes

### Englewood Area Board of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.



		November 2025	November 2024	Percent Change Year-over-Year
Traditional	Closed Sales	81	63	28.6%
	Median Sale Price	\$395,000	\$388,000	1.8%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

