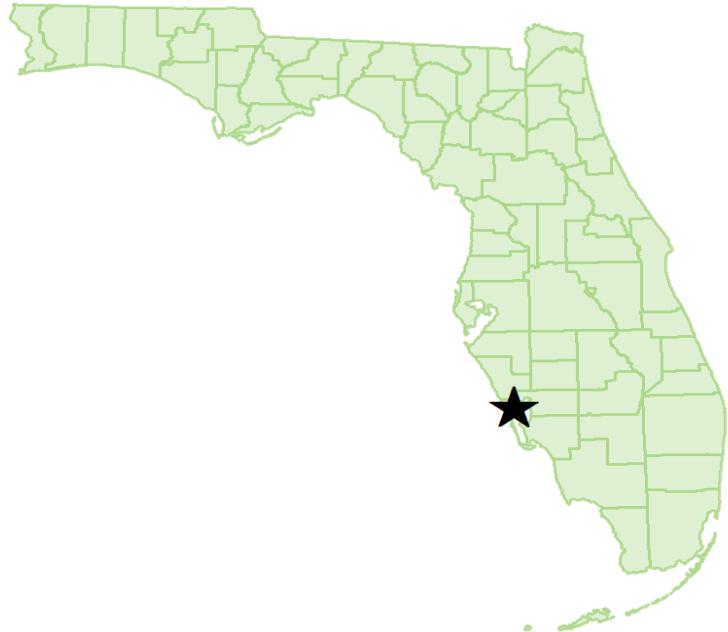


Monthly Market Detail - November 2025

Townhouses and Condos

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	19	10	90.0%
Paid in Cash	12	9	33.3%
Median Sale Price	\$310,000	\$290,000	6.9%
Average Sale Price	\$315,053	\$266,950	18.0%
Dollar Volume	\$6.0 Million	\$2.7 Million	124.2%
Median Percent of Original List Price Received	90.4%	91.8%	-1.5%
Median Time to Contract	31 Days	32 Days	-3.1%
Median Time to Sale	100 Days	51 Days	96.1%
New Pending Sales	26	18	44.4%
New Listings	72	63	14.3%
Pending Inventory	29	20	45.0%
Inventory (Active Listings)	316	271	16.6%
Months Supply of Inventory	12.6	12.0	5.0%

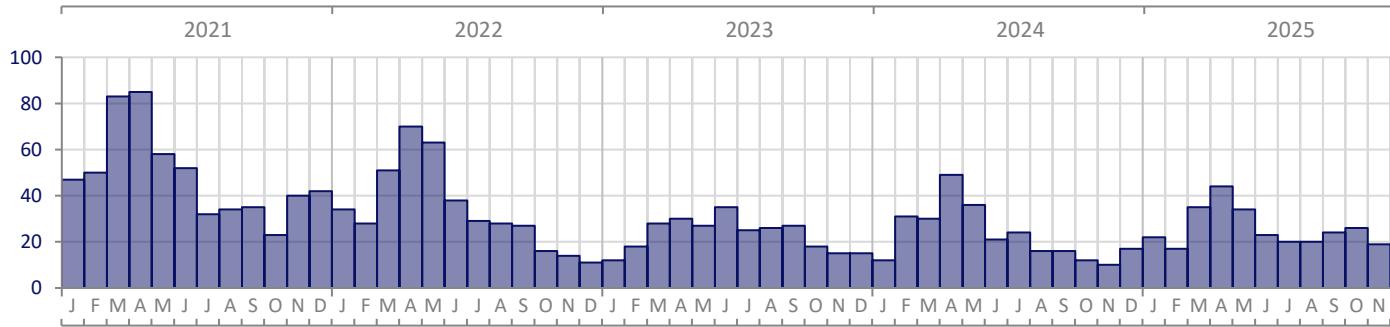
Closed Sales

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	284	10.5%
November 2025	19	90.0%
October 2025	26	116.7%
September 2025	24	50.0%
August 2025	20	25.0%
July 2025	20	-16.7%
June 2025	23	9.5%
May 2025	34	-5.6%
April 2025	44	-10.2%
March 2025	35	16.7%
February 2025	17	-45.2%
January 2025	22	83.3%
December 2024	17	13.3%
November 2024	10	-33.3%

Closed Sales



Monthly Market Detail - November 2025

Townhouses and Condos

Englewood Area Board of REALTORS®

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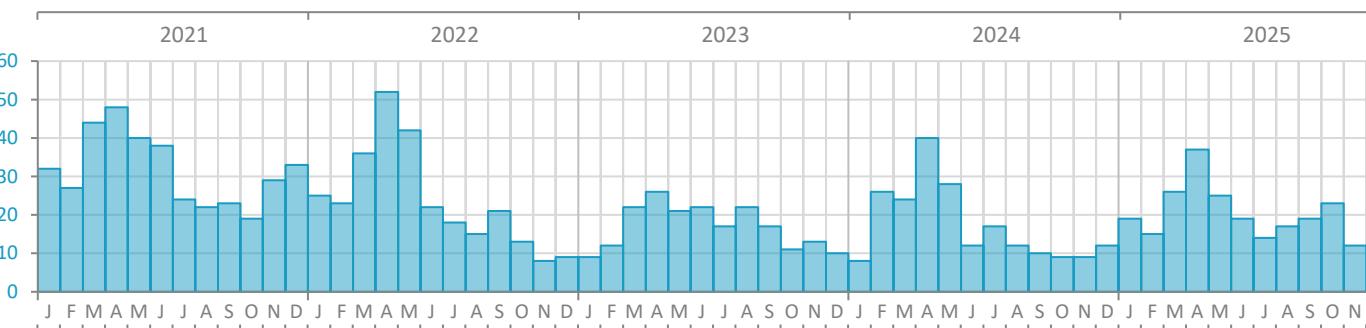


Cash Sales

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	226	15.9%
November 2025	12	33.3%
October 2025	23	155.6%
September 2025	19	90.0%
August 2025	17	41.7%
July 2025	14	-17.6%
June 2025	19	58.3%
May 2025	25	-10.7%
April 2025	37	-7.5%
March 2025	26	8.3%
February 2025	15	-42.3%
January 2025	19	137.5%
December 2024	12	20.0%
November 2024	9	-30.8%



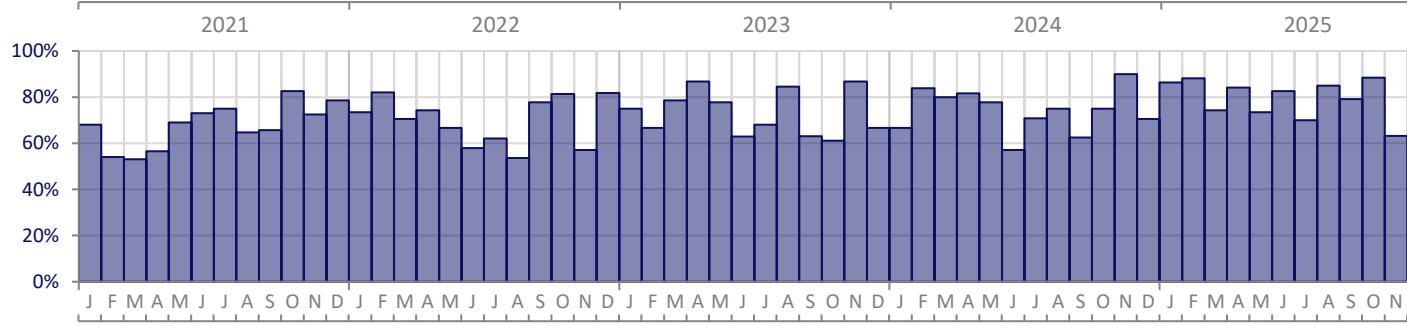
Cash Sales as a Percentage of Closed Sales

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	79.6%	4.9%
November 2025	63.2%	-29.8%
October 2025	88.5%	18.0%
September 2025	79.2%	26.7%
August 2025	85.0%	13.3%
July 2025	70.0%	-1.1%
June 2025	82.6%	44.7%
May 2025	73.5%	-5.5%
April 2025	84.1%	3.1%
March 2025	74.3%	-7.1%
February 2025	88.2%	5.1%
January 2025	86.4%	29.5%
December 2024	70.6%	5.8%
November 2024	90.0%	3.8%

Pct. of Closed Sales Paid in Cash



Monthly Market Detail - November 2025

Townhouses and Condos

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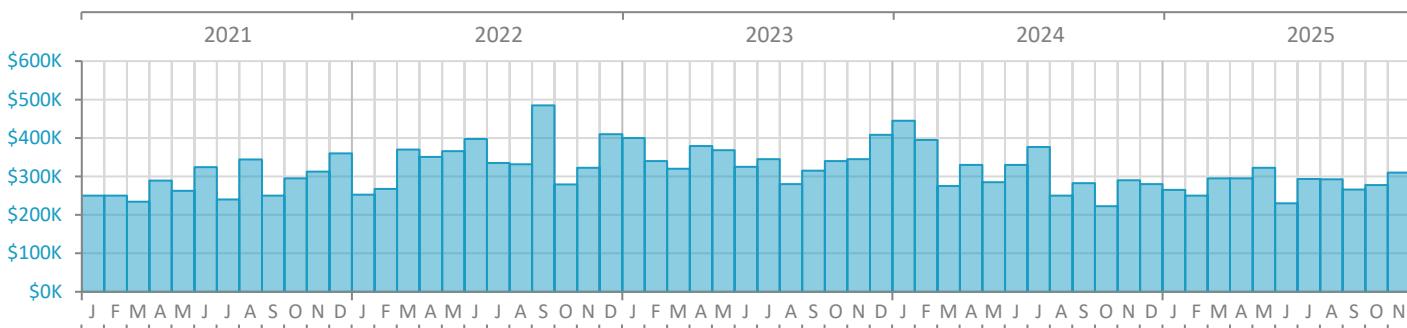
Median Sale Price

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	\$291,500	-7.5%
November 2025	\$310,000	6.9%
October 2025	\$277,500	24.4%
September 2025	\$266,000	-5.8%
August 2025	\$292,500	17.0%
July 2025	\$293,500	-22.0%
June 2025	\$230,000	-30.3%
May 2025	\$322,500	13.2%
April 2025	\$295,000	-10.6%
March 2025	\$295,000	7.3%
February 2025	\$250,000	-36.7%
January 2025	\$265,000	-40.4%
December 2024	\$280,000	-31.4%
November 2024	\$290,000	-15.9%

Median Sale Price

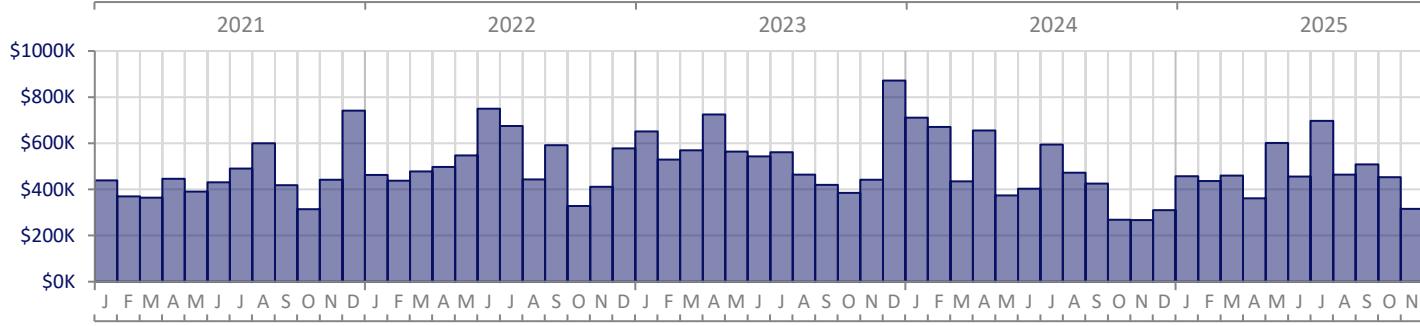


Average Sale Price

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

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$470,283	-7.7%
November 2025	\$315,053	18.0%
October 2025	\$453,308	68.7%
September 2025	\$508,142	19.5%
August 2025	\$463,695	-1.9%
July 2025	\$697,050	17.2%
June 2025	\$455,717	13.0%
May 2025	\$601,309	60.8%
April 2025	\$361,425	-44.9%
March 2025	\$459,183	5.7%
February 2025	\$436,853	-34.8%
January 2025	\$456,886	-35.7%
December 2024	\$309,618	-64.5%
November 2024	\$266,950	-39.5%

Average Sale Price



Monthly Market Detail - November 2025

Townhouses and Condos

Englewood Area Board of REALTORS®

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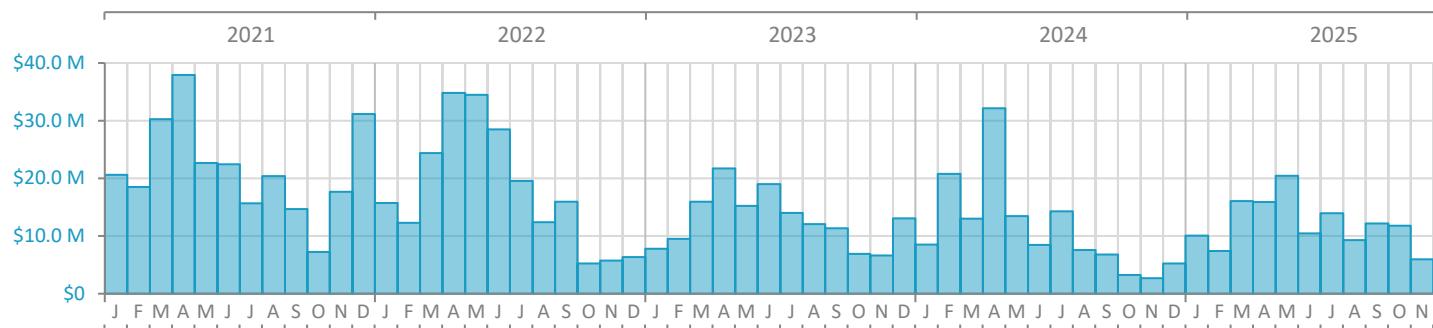
Dollar Volume

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	\$133.6 Million	2.0%
November 2025	\$6.0 Million	124.2%
October 2025	\$11.8 Million	265.5%
September 2025	\$12.2 Million	79.2%
August 2025	\$9.3 Million	22.6%
July 2025	\$13.9 Million	-2.4%
June 2025	\$10.5 Million	23.8%
May 2025	\$20.4 Million	51.9%
April 2025	\$15.9 Million	-50.5%
March 2025	\$16.1 Million	23.3%
February 2025	\$7.4 Million	-64.3%
January 2025	\$10.1 Million	17.8%
December 2024	\$5.3 Million	-59.7%
November 2024	\$2.7 Million	-59.7%

Dollar Volume



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

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	86.7%	-5.5%
November 2025	90.4%	-1.5%
October 2025	88.6%	2.0%
September 2025	84.3%	-5.5%
August 2025	86.2%	4.5%
July 2025	80.4%	-12.4%
June 2025	82.9%	-4.4%
May 2025	83.6%	-6.1%
April 2025	85.9%	-7.2%
March 2025	90.7%	-0.5%
February 2025	89.0%	-5.8%
January 2025	84.0%	-9.2%
December 2024	92.0%	1.0%
November 2024	91.8%	-2.4%

Med. Pct. of Orig. List Price Received



Monthly Market Detail - November 2025

Townhouses and Condos

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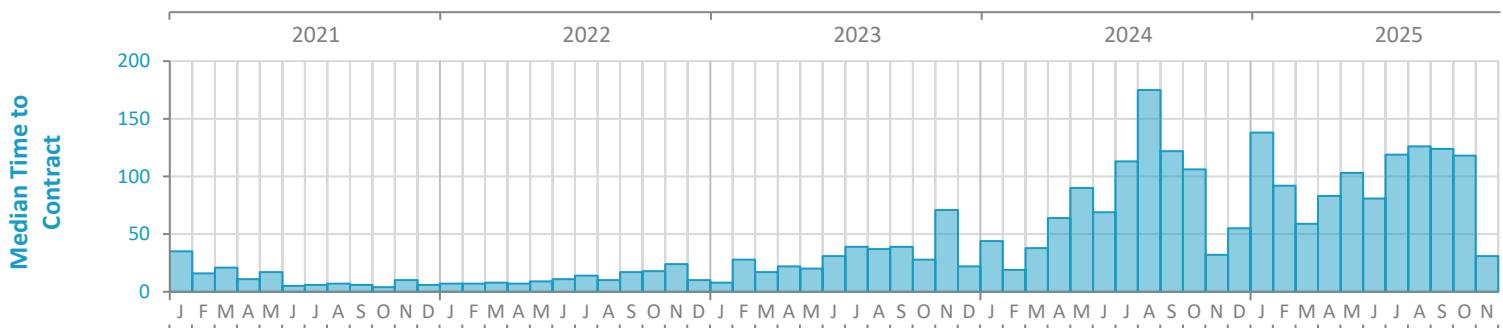


Median Time to Contract

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	96 Days	29.7%
November 2025	31 Days	-3.1%
October 2025	118 Days	11.3%
September 2025	124 Days	1.6%
August 2025	126 Days	-28.0%
July 2025	119 Days	5.3%
June 2025	81 Days	17.4%
May 2025	103 Days	14.4%
April 2025	83 Days	29.7%
March 2025	59 Days	55.3%
February 2025	92 Days	384.2%
January 2025	138 Days	213.6%
December 2024	55 Days	150.0%
November 2024	32 Days	-54.9%

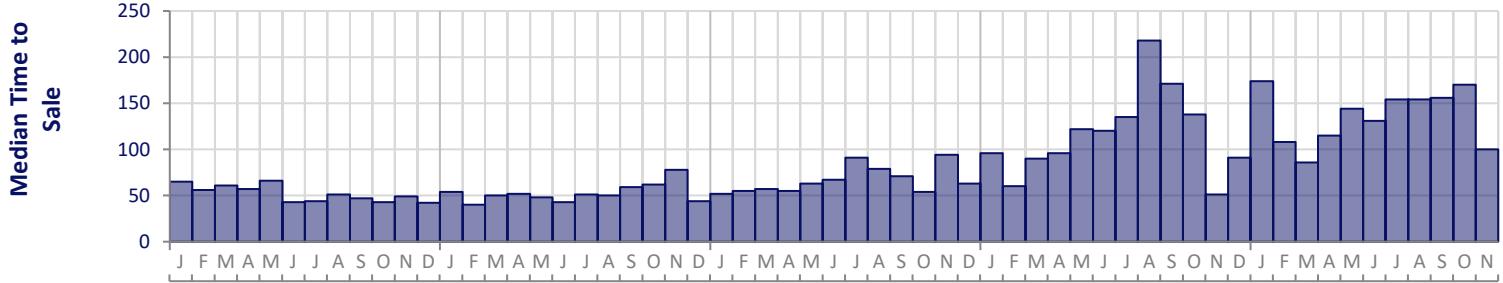


Median Time to Sale

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	132 Days	13.8%
November 2025	100 Days	96.1%
October 2025	170 Days	23.2%
September 2025	156 Days	-8.8%
August 2025	154 Days	-29.4%
July 2025	154 Days	14.1%
June 2025	131 Days	9.2%
May 2025	144 Days	18.0%
April 2025	115 Days	19.8%
March 2025	86 Days	-4.4%
February 2025	108 Days	80.0%
January 2025	174 Days	81.3%
December 2024	91 Days	44.4%
November 2024	51 Days	-45.7%



Monthly Market Detail - November 2025

Townhouses and Condos

Englewood Area Board of REALTORS®

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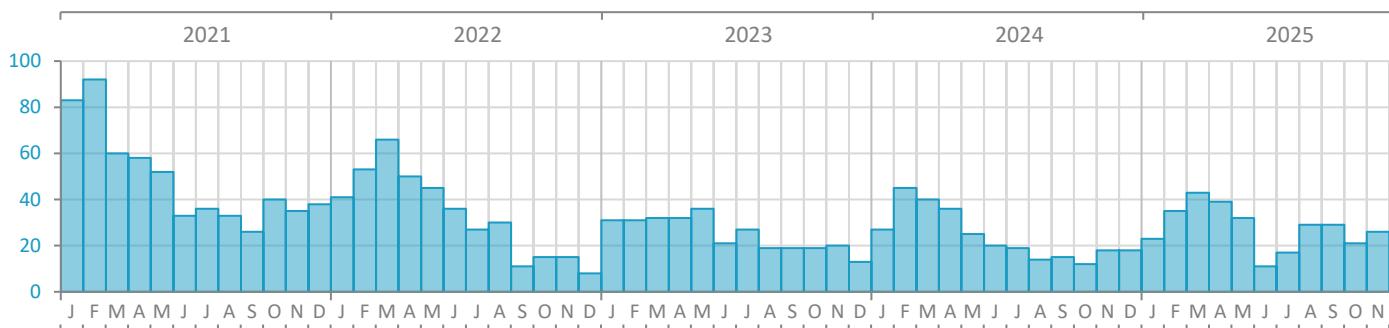
New Pending Sales

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	305	12.5%
November 2025	26	44.4%
October 2025	21	75.0%
September 2025	29	93.3%
August 2025	29	107.1%
July 2025	17	-10.5%
June 2025	11	-45.0%
May 2025	32	28.0%
April 2025	39	8.3%
March 2025	43	7.5%
February 2025	35	-22.2%
January 2025	23	-14.8%
December 2024	18	38.5%
November 2024	18	-10.0%

Pending Sales



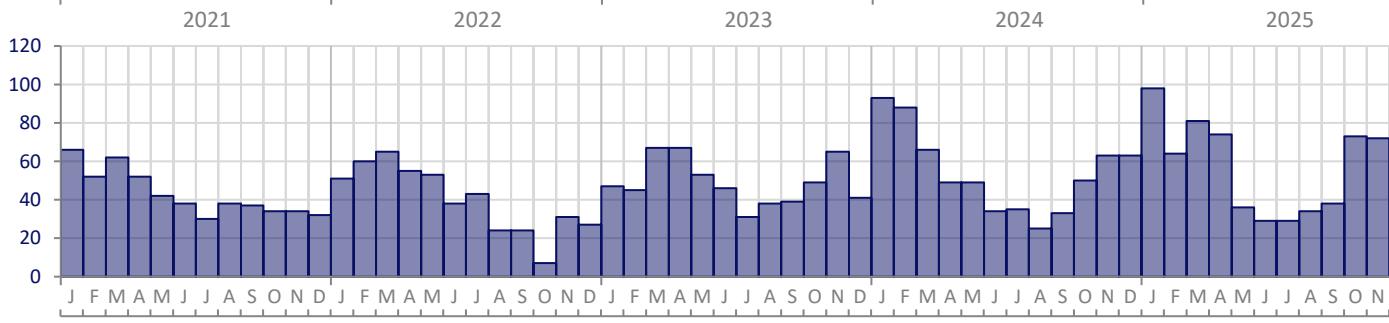
New Listings

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	628	7.4%
November 2025	72	14.3%
October 2025	73	46.0%
September 2025	38	15.2%
August 2025	34	36.0%
July 2025	29	-17.1%
June 2025	29	-14.7%
May 2025	36	-26.5%
April 2025	74	51.0%
March 2025	81	22.7%
February 2025	64	-27.3%
January 2025	98	5.4%
December 2024	63	53.7%
November 2024	63	-3.1%

New Listings



Monthly Market Detail - November 2025

Townhouses and Condos

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)	326	18.3%
November 2025	316	16.6%
October 2025	280	19.1%
September 2025	244	8.9%
August 2025	241	7.6%
July 2025	271	8.0%
June 2025	327	18.5%
May 2025	357	20.2%
April 2025	398	28.4%
March 2025	397	22.5%
February 2025	382	19.0%
January 2025	369	25.5%
December 2024	310	33.0%
November 2024	271	27.2%

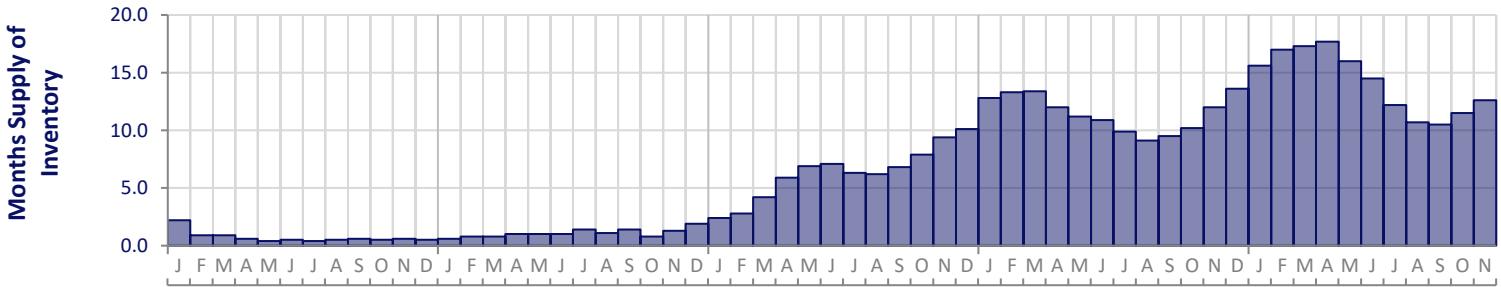


Months Supply of Inventory

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)	14.1	24.8%
November 2025	12.6	5.0%
October 2025	11.5	12.7%
September 2025	10.5	10.5%
August 2025	10.7	17.6%
July 2025	12.2	23.2%
June 2025	14.5	33.0%
May 2025	16.0	42.9%
April 2025	17.7	47.5%
March 2025	17.3	29.1%
February 2025	17.0	27.8%
January 2025	15.6	21.9%
December 2024	13.6	34.7%
November 2024	12.0	27.7%



Monthly Market Detail - November 2025

Townhouses and Condos

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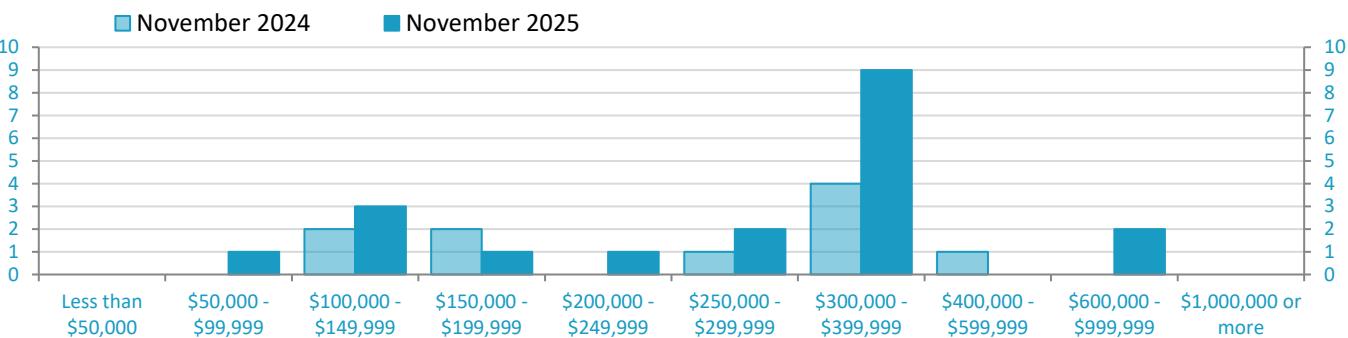


Closed Sales by Sale Price

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	1	N/A
\$100,000 - \$149,999	3	50.0%
\$150,000 - \$199,999	1	-50.0%
\$200,000 - \$249,999	1	N/A
\$250,000 - \$299,999	2	100.0%
\$300,000 - \$399,999	9	125.0%
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	2	N/A
\$1,000,000 or more	0	N/A



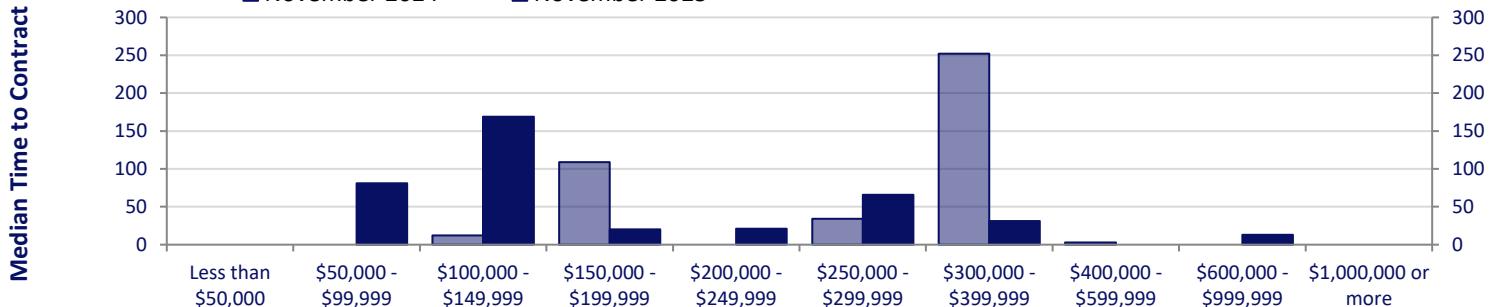
Median Time to Contract by Sale Price

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	81 Days	N/A
\$100,000 - \$149,999	169 Days	1308.3%
\$150,000 - \$199,999	20 Days	-81.7%
\$200,000 - \$249,999	21 Days	N/A
\$250,000 - \$299,999	66 Days	94.1%
\$300,000 - \$399,999	31 Days	-87.7%
\$400,000 - \$599,999	(No Sales)	N/A
\$600,000 - \$999,999	13 Days	N/A
\$1,000,000 or more	(No Sales)	N/A

■ November 2024 ■ November 2025



Monthly Market Detail - November 2025

Townhouses and Condos

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	1	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	3	0.0%
\$150,000 - \$199,999	8	0.0%
\$200,000 - \$249,999	7	-12.5%
\$250,000 - \$299,999	11	22.2%
\$300,000 - \$399,999	5	-44.4%
\$400,000 - \$599,999	14	0.0%
\$600,000 - \$999,999	9	28.6%
\$1,000,000 or more	14	180.0%

■ November 2024 ■ November 2025

New Listings



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	5	-16.7%
\$50,000 - \$99,999	3	-25.0%
\$100,000 - \$149,999	28	27.3%
\$150,000 - \$199,999	38	15.2%
\$200,000 - \$249,999	38	26.7%
\$250,000 - \$299,999	41	5.1%
\$300,000 - \$399,999	44	-8.3%
\$400,000 - \$599,999	42	10.5%
\$600,000 - \$999,999	44	33.3%
\$1,000,000 or more	33	83.3%

■ November 2024 ■ November 2025

Inventory

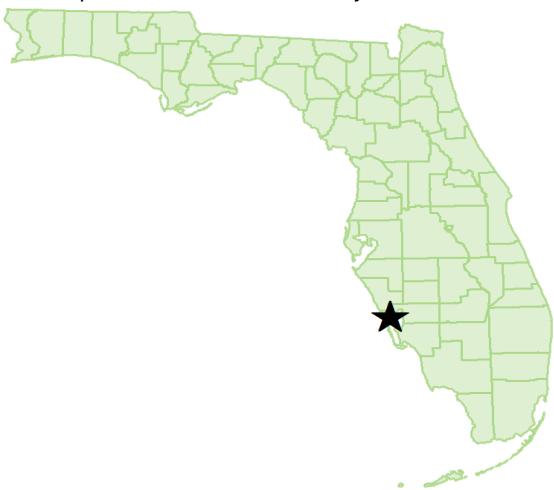


Monthly Distressed Market - November 2025

Townhouses and Condos

Englewood Area Board of REALTORS®

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		November 2025	November 2024	Percent Change Year-over-Year
Traditional	Closed Sales	19	10	90.0%
	Median Sale Price	\$310,000	\$290,000	6.9%
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

