

# Monthly Indicators



## February 2025

U.S. existing-home sales fell for the first time since September, slipping 4.9% month-over-month to a seasonally adjusted annual rate of 4.08 million units, according to the National Association of REALTORS® (NAR), as elevated home prices and higher interest rates continue to impact buyer activity. Despite the drop, sales were up 2% compared to the same period last year, marking the fourth consecutive monthly year-over-year increase.

- Single Family Closed Sales increased 55.6 percent to 14.
- Townhouse-Condo Closed Sales decreased 36.0 percent to 16.
- There was 1 Adult Community Closed Sale for the current month.
- Single Family Median Sales Price was up 74.4 percent to \$2,625,000.
- Townhouse-Condo Median Sales Price was up 15.6 percent to \$1,039,950.
- The Adult Communities Median Sales Price was \$548,000 for the current period.

The limited number of properties for sale has continued to push home prices higher nationwide. At last measure, the national median existing-home price was \$396,900, a 4.8% increase from one year earlier, with prices up in all four regions, according to NAR. Meanwhile, total housing inventory heading into February stood at 1.18 million units, up 3.5% month-over-month and 16.8% year-over-year, for a 3.5-month supply at the current sales pace.

## Monthly Snapshot

**- 8.8%**      **+ 0.3%**      **+ 66.5%**

One-Year Change in Closed Sales All Properties	One-Year Change in Homes for Sale All Properties	One-Year Change in Median Sales Price All Properties
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For residential real estate activity in Ocean City. Percent changes are calculated using rounded figures.

Single Family Market Overview	2
Townhouse-Condo Market Overview	3
Adult Community Market Overview	4
New Listings	5
Pending Sales	6
Closed Sales	7
Median Sales Price	8
Average Sales Price	9
Percent of List Price Received	10
Days on Market Until Sale	11
Housing Affordability Index	12
Inventory of Homes for Sale	13
Months Supply of Inventory	14
Total Market Overview	15

# Single Family Market Overview

Key metrics for **Single Family Properties Only**, excluding Manufactured Housing, for the report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparklines	2-2024	2-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		31	33	+ 6.5%	49	54	+ 10.2%
Pending Sales		10	13	+ 30.0%	17	25	+ 47.1%
Closed Sales		9	14	+ 55.6%	24	29	+ 20.8%
Median Sales Price		\$1,505,000	\$2,625,000	+ 74.4%	\$1,530,000	\$2,200,000	+ 43.8%
Average Sales Price		\$2,066,111	\$3,039,321	+ 47.1%	\$1,828,312	\$2,406,517	+ 31.6%
Pct. of List Price Received		92.6%	94.2%	+ 1.7%	94.3%	95.1%	+ 0.8%
Days on Market		65	81	+ 24.6%	42	79	+ 88.1%
Housing Affordability Index		25	14	- 44.0%	24	17	- 29.2%
Inventory of Homes for Sale		212	217	+ 2.4%	--	--	--
Months Supply of Inventory		13.8	16.6	+ 20.3%	--	--	--

# Townhouse-Condo Market Overview

Key metrics for **Townhouses and Condominiums Only** for the report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparklines	2-2024	2-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		56	59	+ 5.4%	104	110	+ 5.8%
Pending Sales		36	18	- 50.0%	66	45	- 31.8%
Closed Sales		25	16	- 36.0%	60	53	- 11.7%
Median Sales Price		\$900,000	\$1,039,950	+ 15.6%	\$908,000	\$1,140,000	+ 25.6%
Average Sales Price		\$1,021,016	\$1,321,869	+ 29.5%	\$1,211,828	\$1,245,481	+ 2.8%
Pct. of List Price Received		96.8%	97.1%	+ 0.3%	96.4%	97.0%	+ 0.6%
Days on Market		117	38	- 67.5%	79	52	- 34.2%
Housing Affordability Index		41	36	- 12.2%	41	33	- 19.5%
Inventory of Homes for Sale		435	431	- 0.9%	--	--	--
Months Supply of Inventory		11.2	13.5	+ 20.5%	--	--	--

# Adult Community Market Overview

Key metrics for properties in **Adult Communities Only** for the report month and for year-to-date (YTD) starting from the first of the year.



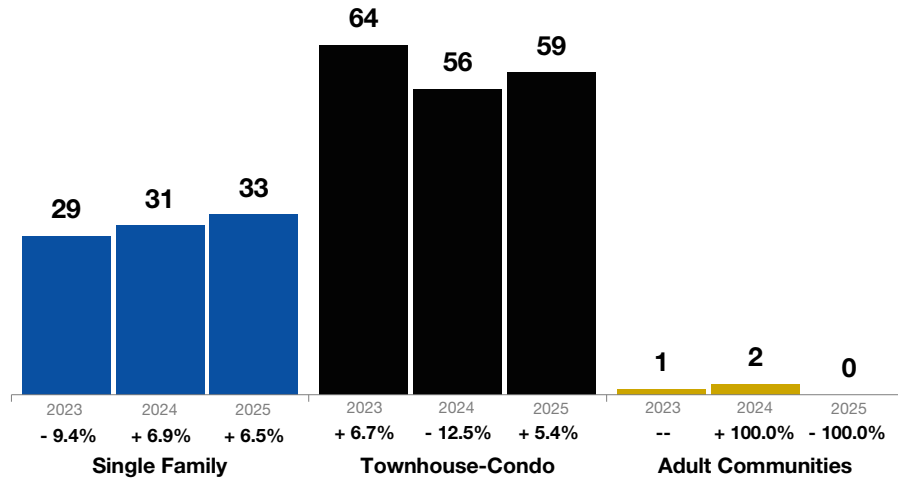
Key Metrics	Historical Sparklines	2-2024	2-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		2	0	- 100.0%	3	1	- 66.7%
Pending Sales		3	2	- 33.3%	3	3	0.0%
Closed Sales		0	1	--	0	1	--
Median Sales Price		\$0	\$548,000	--	\$0	\$548,000	--
Avg. Sales Price		\$0	\$548,000	--	\$0	\$548,000	--
Pct. of List Price Received		0.0%	96.2%	--	0.0%	96.2%	--
Days on Market		0	54	--	0	54	--
Affordability Index		0	69	--	0	69	--
Homes for Sale		3	4	+ 33.3%	--	--	--
Months Supply		1.8	2.7	+ 50.0%	--	--	--

# New Listings

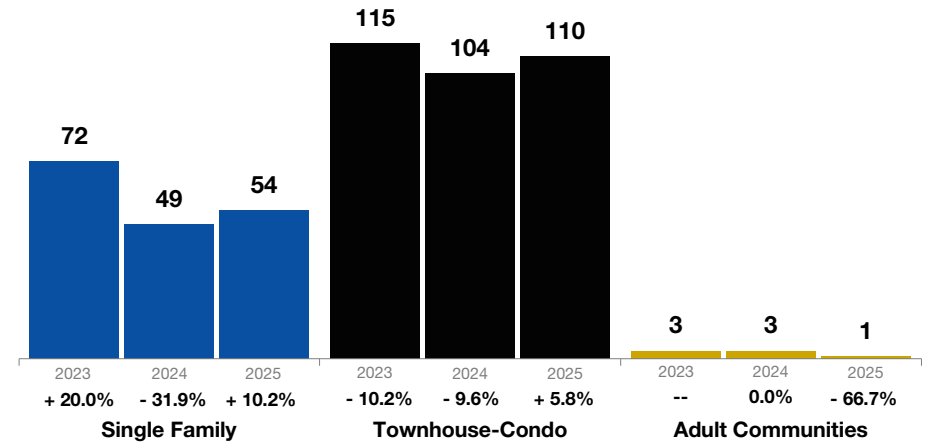
A count of the properties that have been newly listed on the market in a given month.



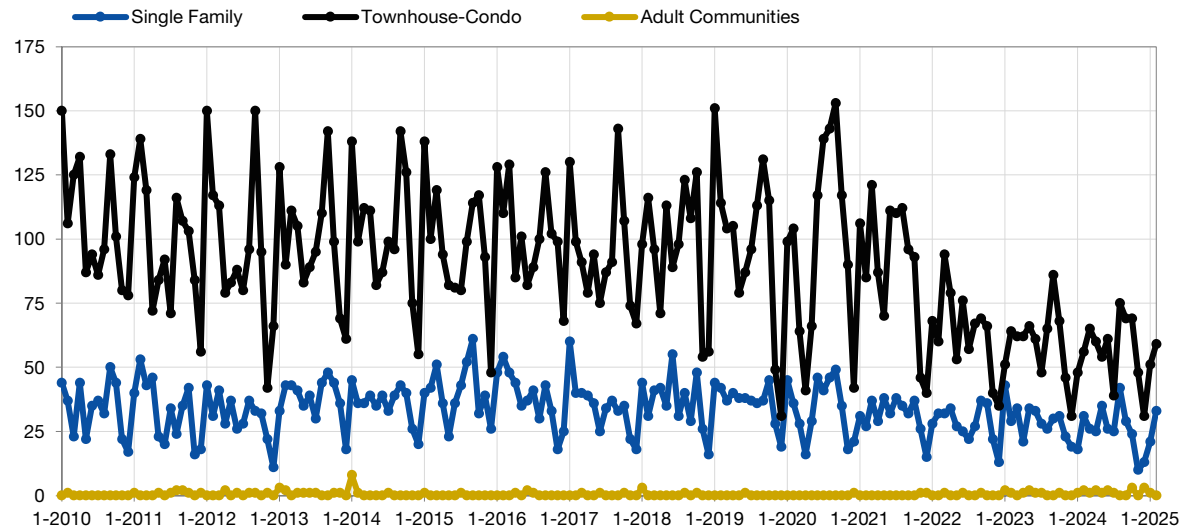
## February



## Year to Date



## Historical New Listings by Month



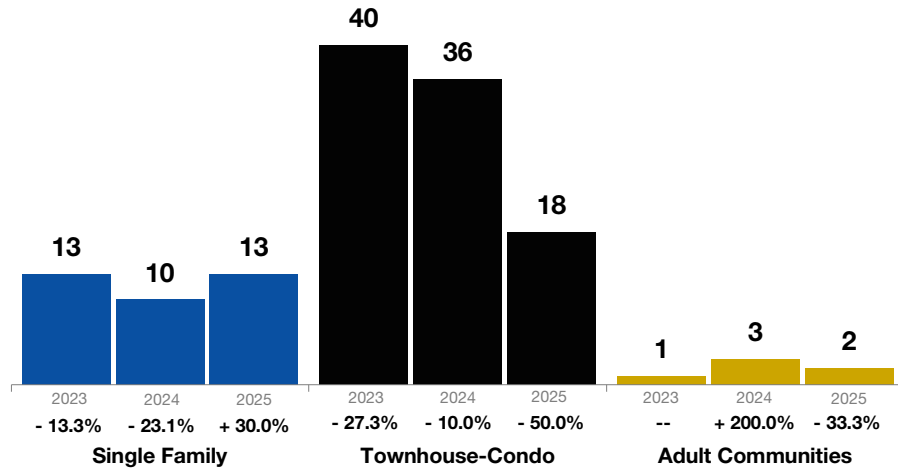
	Single Family	Townhouse-Condo	Adult Communities
March 2024	26	65	1
April 2024	25	60	2
May 2024	35	54	1
June 2024	26	61	2
July 2024	25	39	1
August 2024	42	75	0
September 2024	29	69	0
October 2024	24	69	3
November 2024	10	48	0
December 2024	13	31	3
January 2025	21	51	1
<b>February 2025</b>	<b>33</b>	<b>59</b>	<b>0</b>
12-Month Avg.	26	57	1

# Pending Sales

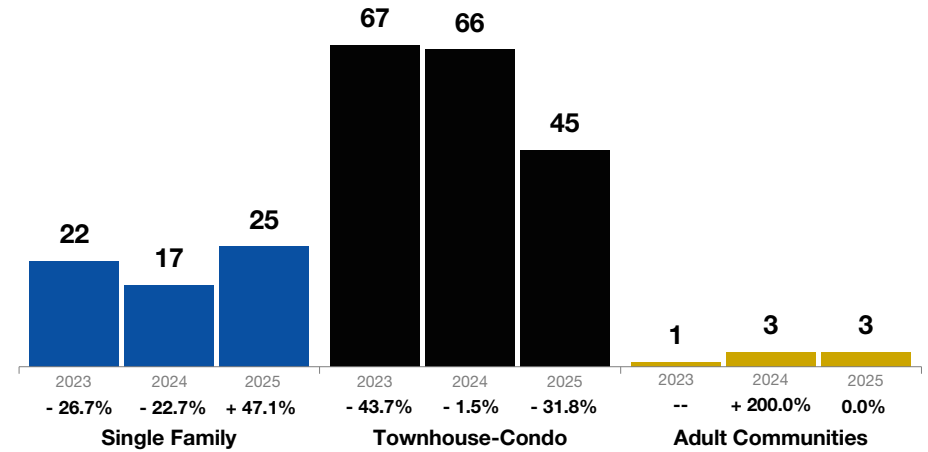
A count of the properties on which offers have been accepted in a given month.



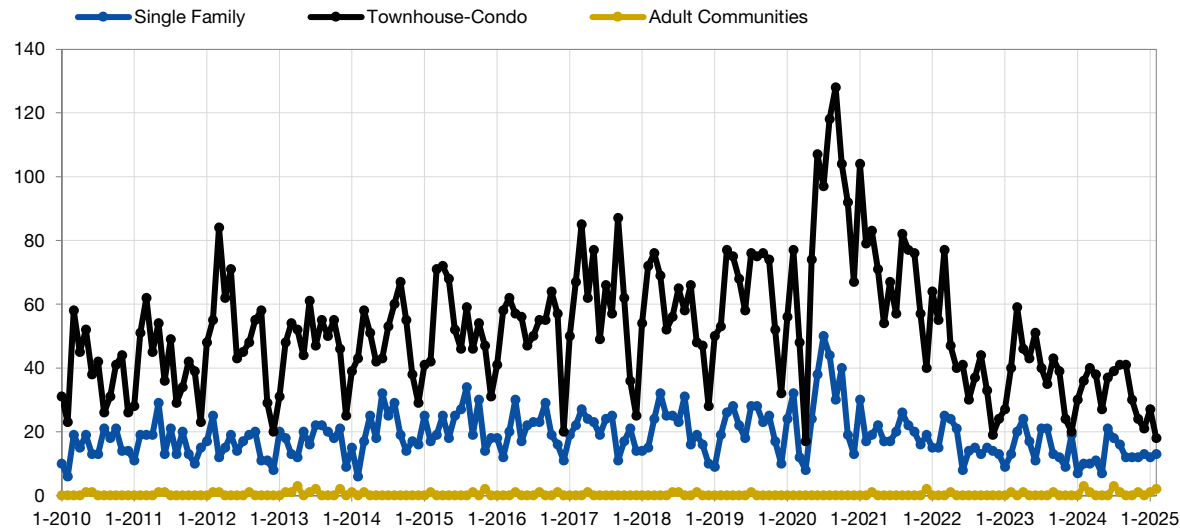
## February



## Year to Date



## Historical Pending Sales by Month



Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

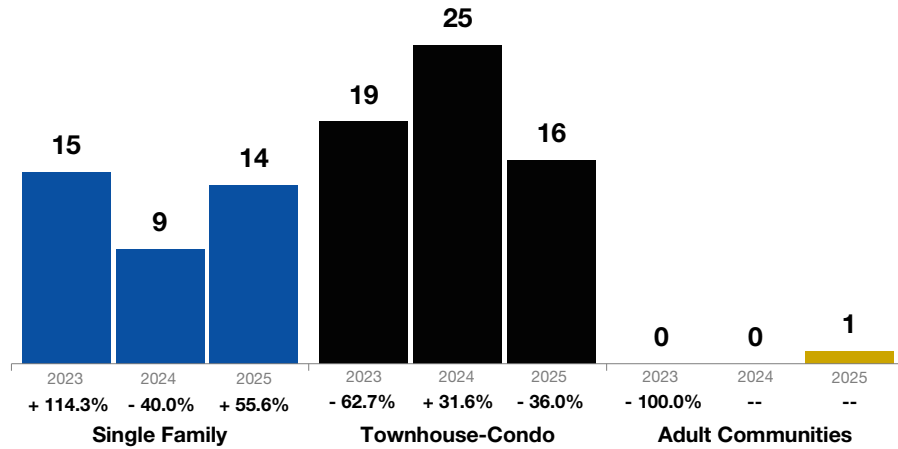
	Single Family	Townhouse-Condo	Adult Communities
March 2024	10	40	1
April 2024	11	38	0
May 2024	7	27	0
June 2024	21	37	0
July 2024	18	39	3
August 2024	16	41	1
September 2024	12	41	0
October 2024	12	30	0
November 2024	12	24	1
December 2024	13	21	0
January 2025	12	27	1
<b>February 2025</b>	<b>13</b>	<b>18</b>	<b>2</b>
12-Month Avg.	13	32	1

# Closed Sales

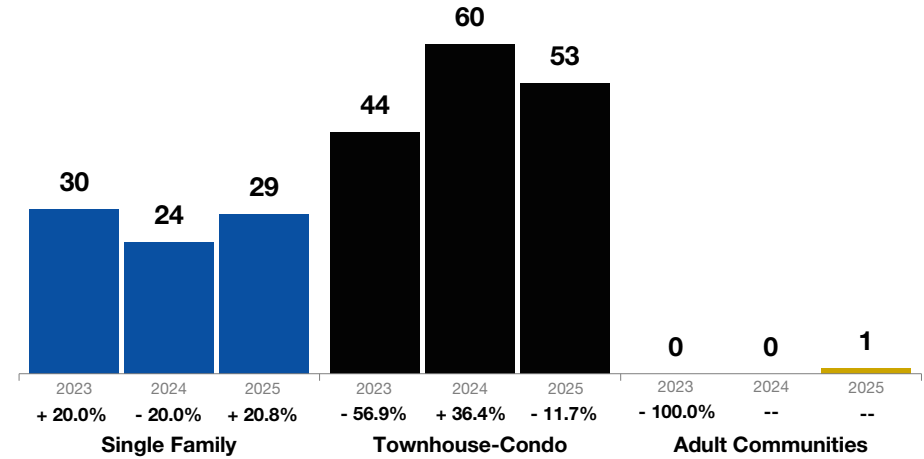
A count of the actual sales that closed in a given month.



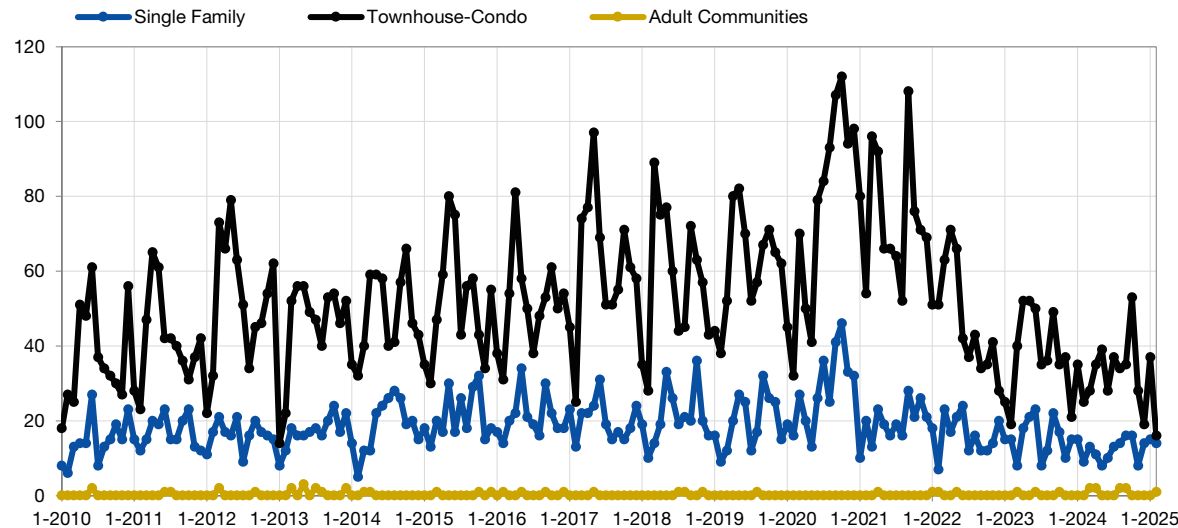
## February



## Year to Date



## Historical Closed Sales by Month



	Single Family	Townhouse-Condo	Adult Communities
March 2024	13	28	2
April 2024	11	35	2
May 2024	8	39	0
June 2024	10	28	0
July 2024	13	37	0
August 2024	14	34	2
September 2024	16	35	2
October 2024	16	53	0
November 2024	8	28	0
December 2024	14	19	0
January 2025	15	37	0
<b>February 2025</b>	<b>14</b>	<b>16</b>	<b>1</b>
12-Month Avg.	13	32	1

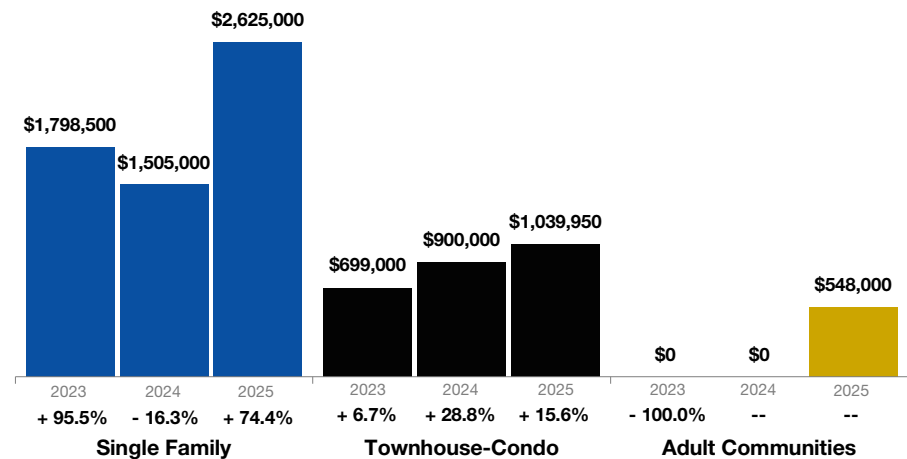
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

# Median Sales Price

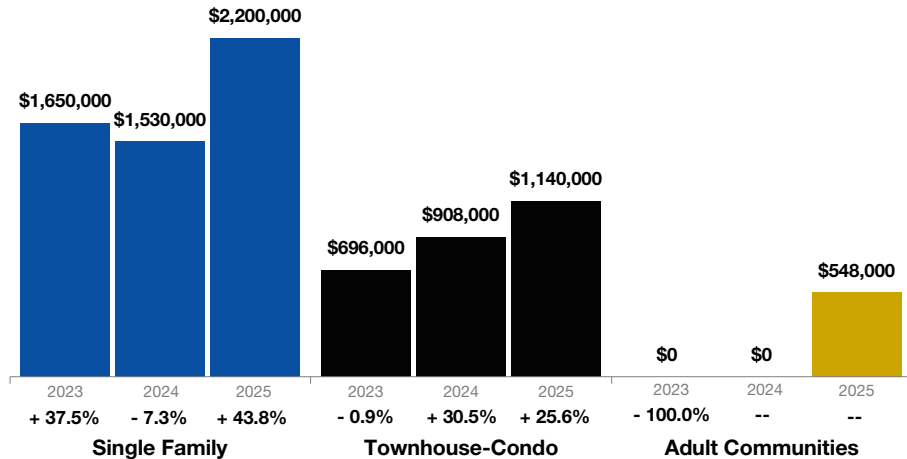
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



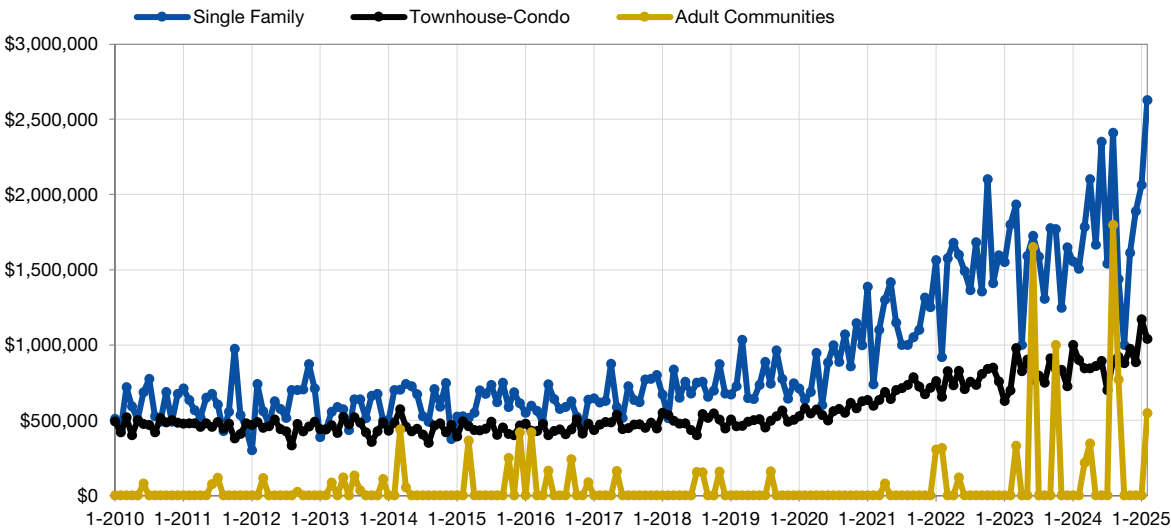
## February



## Year to Date



## Historical Median Sales Price by Month



Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
March 2024	\$1,785,000	\$843,750	\$217,500
April 2024	\$2,100,000	\$845,000	\$344,500
May 2024	\$1,665,000	\$860,000	\$0
June 2024	\$2,350,000	\$894,000	\$0
July 2024	\$1,540,000	\$700,000	\$0
August 2024	\$2,410,000	\$897,500	\$1,797,000
September 2024	\$1,437,500	\$922,300	\$770,000
October 2024	\$999,999	\$879,000	\$0
November 2024	\$1,612,500	\$975,000	\$0
December 2024	\$1,887,500	\$885,000	\$0
January 2025	\$2,062,500	\$1,170,000	\$0
February 2025	\$2,625,000	\$1,039,950	\$548,000
12-Month Med.*	\$1,838,750	\$875,000	\$350,000

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

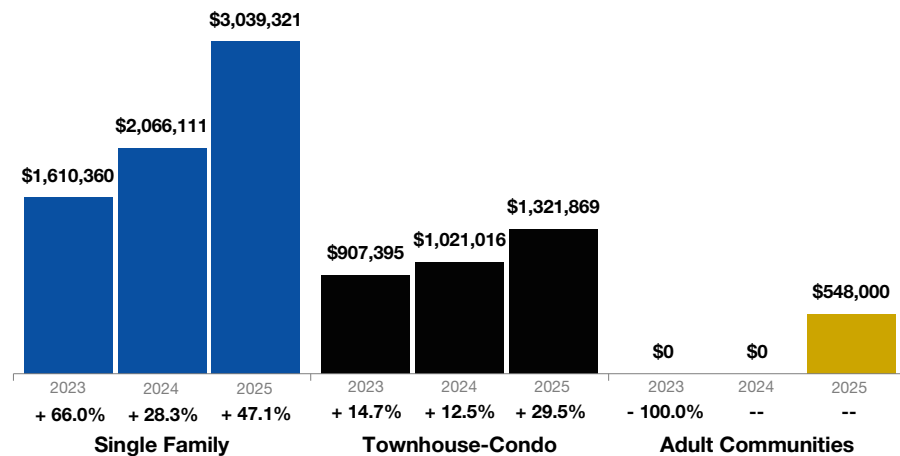


# Average Sales Price

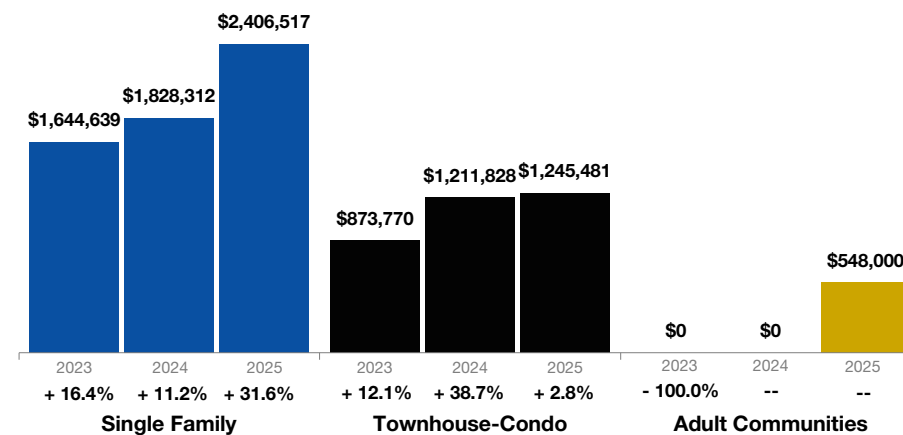
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



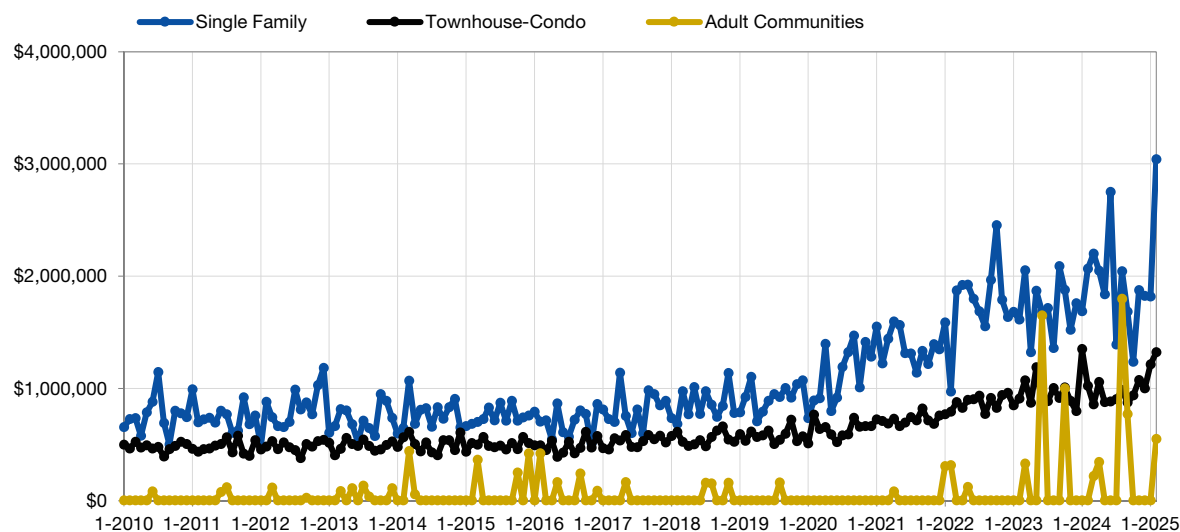
## February



## Year to Date



## Historical Average Sales Price by Month



	Single Family	Townhouse-Condo	Adult Communities
March 2024	\$2,199,731	\$855,289	\$217,500
April 2024	\$2,046,412	\$1,055,040	\$344,500
May 2024	\$1,837,250	\$876,095	\$0
June 2024	\$2,748,950	\$882,009	\$0
July 2024	\$1,390,654	\$901,184	\$0
August 2024	\$2,043,143	\$983,862	\$1,797,000
September 2024	\$1,682,869	\$873,806	\$770,000
October 2024	\$1,236,712	\$937,244	\$0
November 2024	\$1,873,750	\$1,071,921	\$0
December 2024	\$1,823,857	\$997,824	\$0
January 2025	\$1,815,900	\$1,212,449	\$0
<b>February 2025</b>	<b>\$3,039,321</b>	<b>\$1,321,869</b>	<b>\$548,000</b>
12-Month Avg.*	\$1,953,969	\$981,423	\$756,222

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

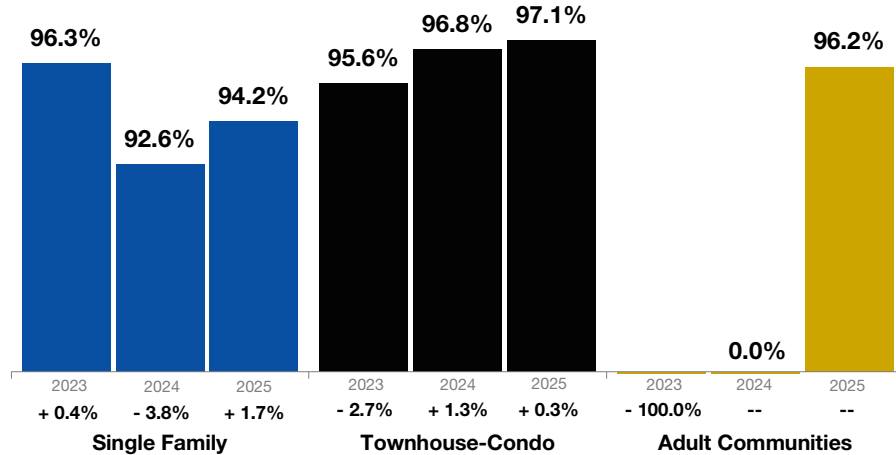
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

# Percent of List Price Received

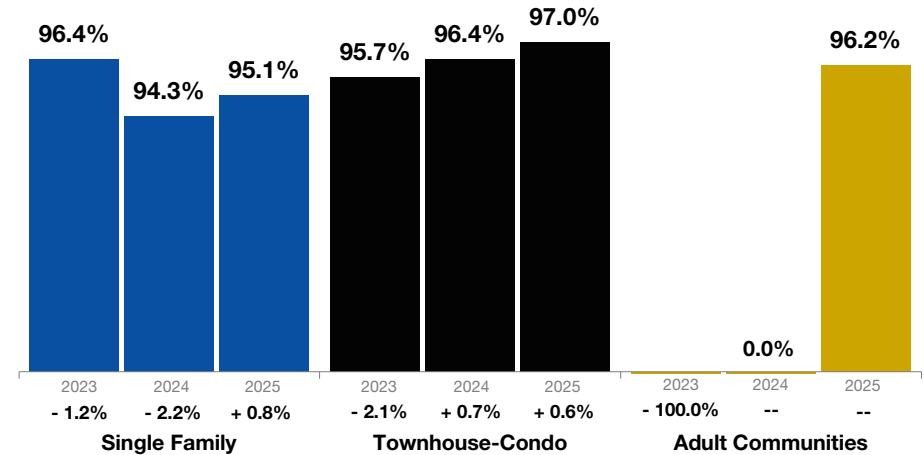
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



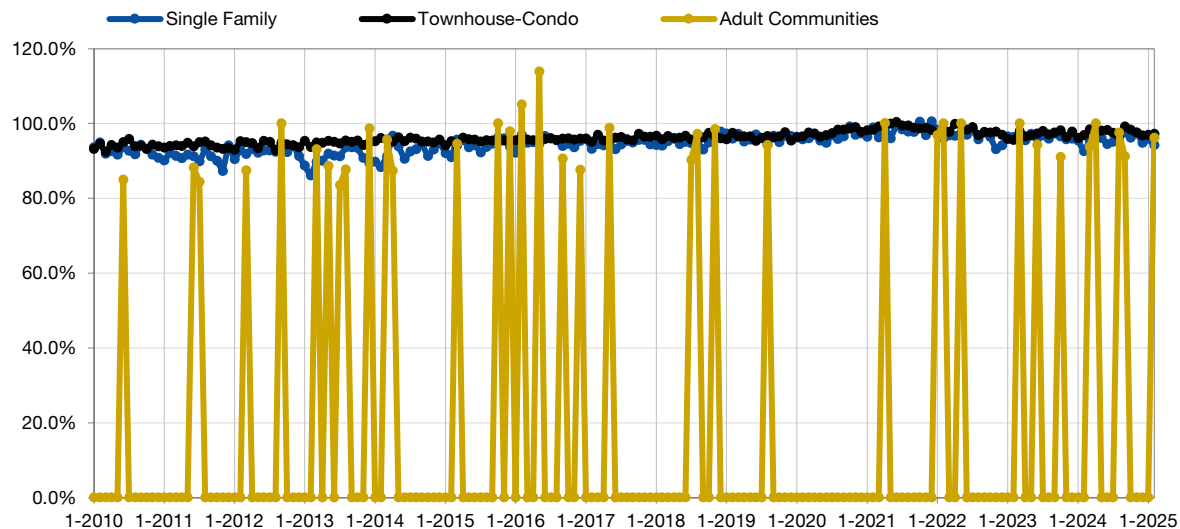
## February



## Year to Date



## Historical Percent of List Price Received by Month



Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
March 2024	95.3%	98.4%	93.8%
April 2024	98.2%	98.0%	100.0%
May 2024	96.1%	98.1%	0.0%
June 2024	94.5%	98.2%	0.0%
July 2024	95.0%	97.5%	0.0%
August 2024	96.1%	96.6%	97.5%
September 2024	97.6%	99.1%	91.2%
October 2024	96.1%	98.3%	0.0%
November 2024	97.5%	97.5%	0.0%
December 2024	94.7%	96.7%	0.0%
January 2025	95.9%	96.9%	0.0%
<b>February 2025</b>	<b>94.2%</b>	<b>97.1%</b>	<b>96.2%</b>
12-Month Avg.*	95.9%	97.8%	95.7%

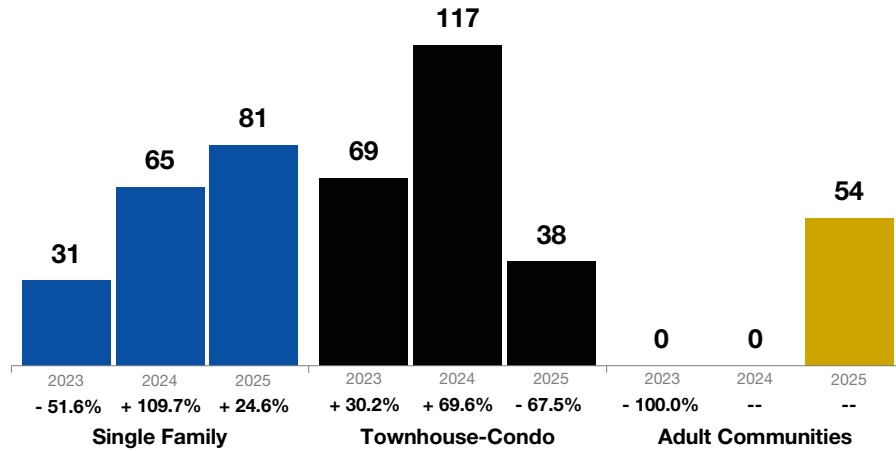
\* Pct. of List Price Received for all properties from March 2024 through February 2025. This is not the average of the individual figures above.

# Days on Market Until Sale

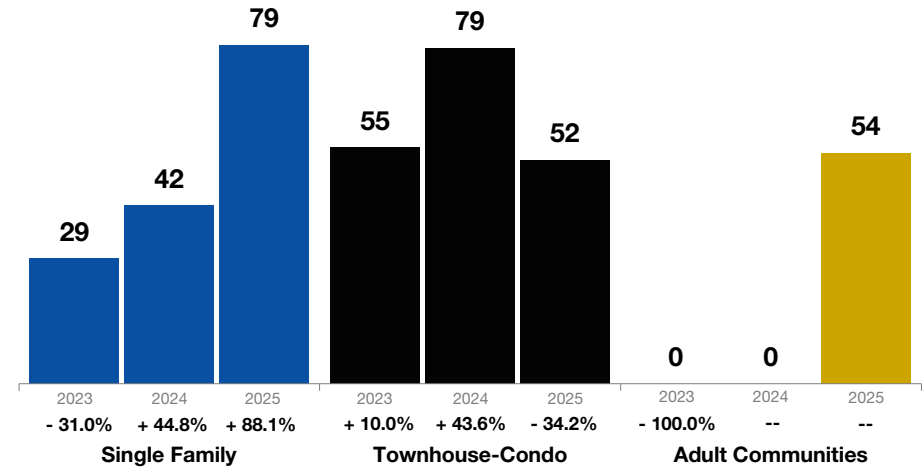
Average number of days between when a property is listed and when an offer is accepted in a given month.



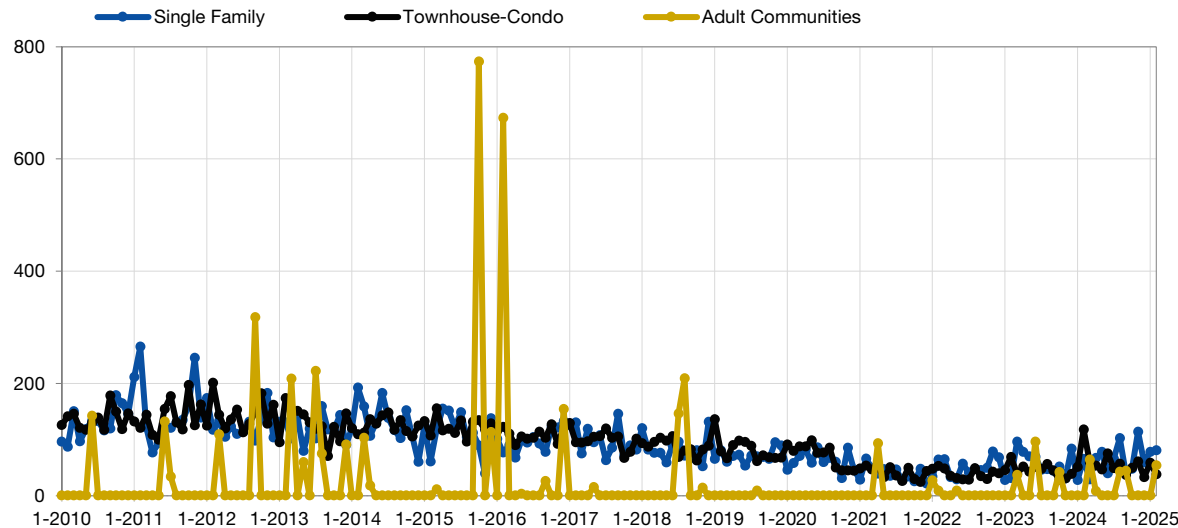
## February



## Year to Date



## Historical Days on Market Until Sale by Month



Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
March 2024	29	59	64
April 2024	67	53	8
May 2024	78	46	0
June 2024	40	75	0
July 2024	66	48	0
August 2024	102	57	43
September 2024	39	36	44
October 2024	47	49	0
November 2024	114	60	0
December 2024	59	33	0
January 2025	78	58	0
February 2025	81	38	54
12-Month Avg.*	65	52	41

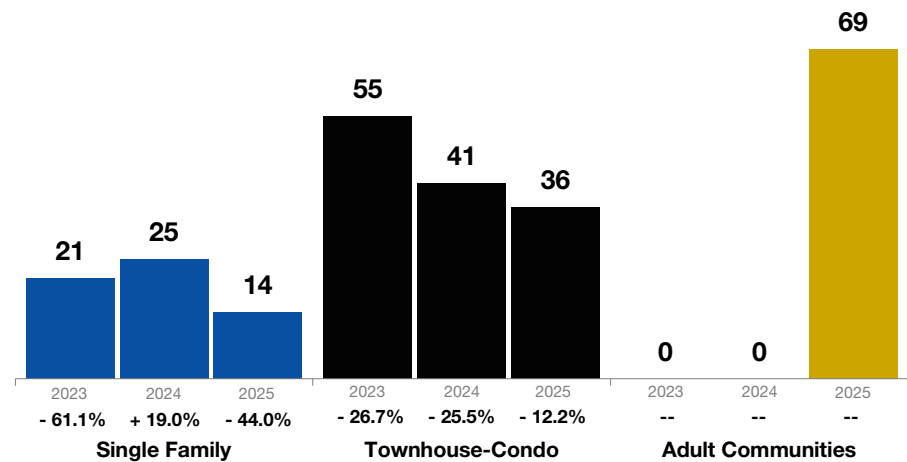
\* Days on Market for all properties from March 2024 through February 2025. This is not the average of the individual figures above.

# Housing Affordability Index

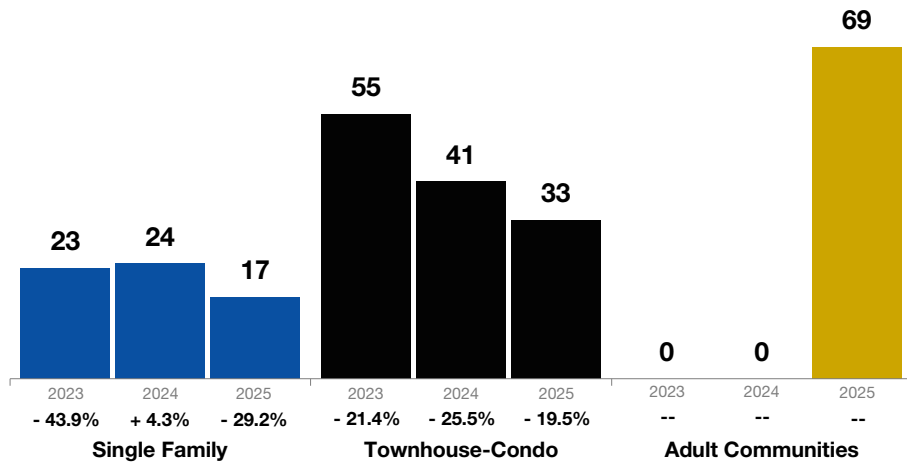


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

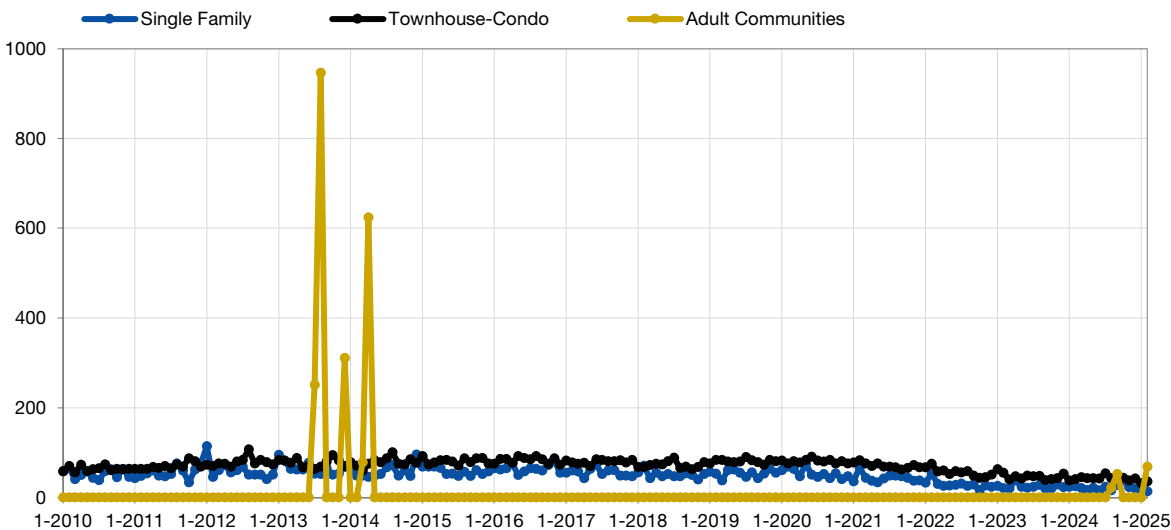
## February



## Year to Date



## Historical Housing Affordability Index by Month



Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
March 2024	21	45	0
April 2024	17	43	0
May 2024	22	43	0
June 2024	16	42	0
July 2024	24	54	0
August 2024	16	43	22
September 2024	28	43	52
October 2024	38	44	0
November 2024	23	38	0
December 2024	20	42	0
January 2025	18	32	0
February 2025	14	36	69
12-Month Avg.*	21	42	12

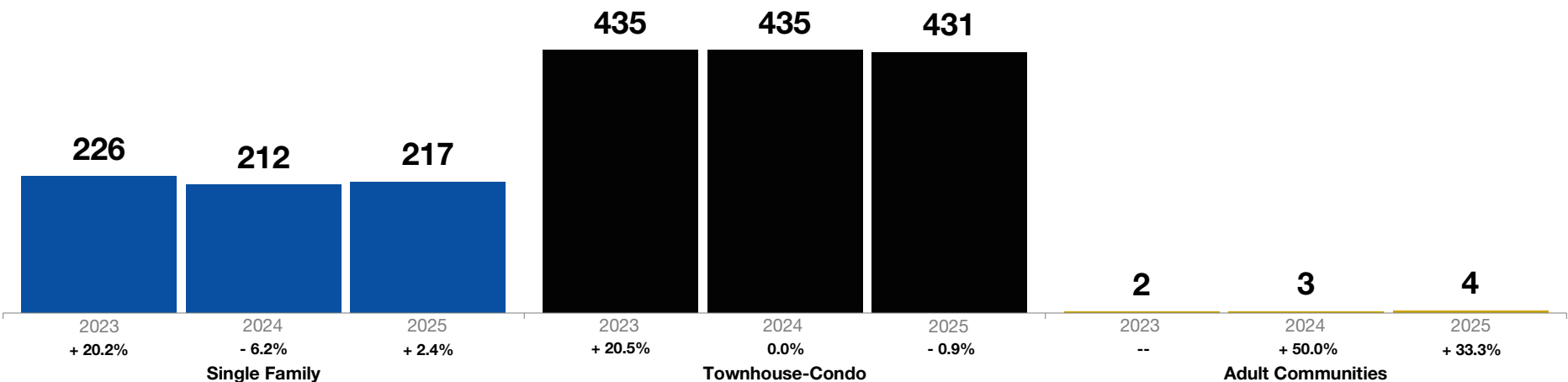
\* Affordability Index for all properties from March 2024 through February 2025. This is not the average of the individual figures above.

# Inventory of Homes for Sale

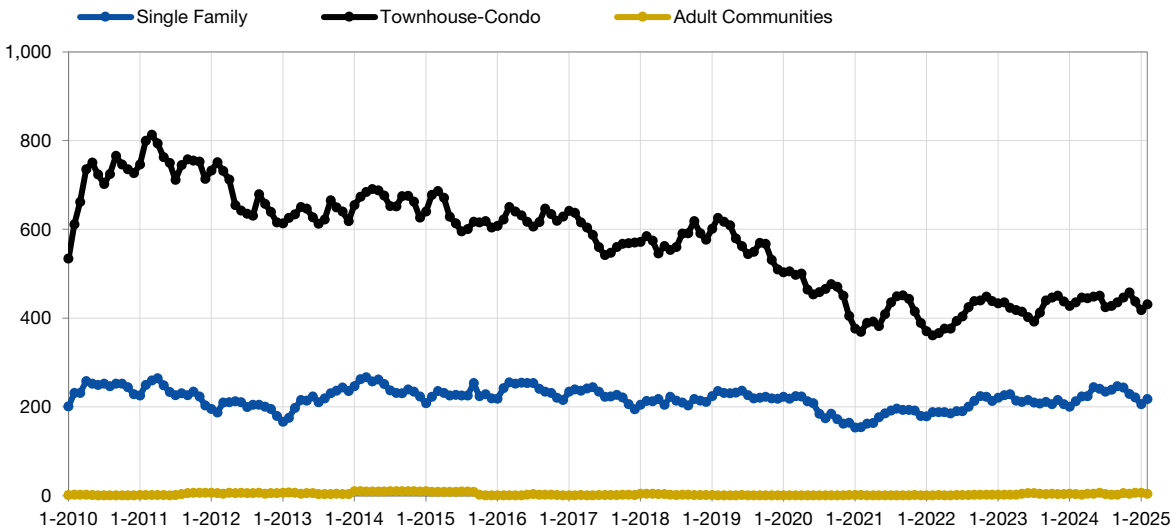
The number of properties available for sale in active status at the end of a given month.



## February



## Historical Inventory of Homes for Sale by Month



Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

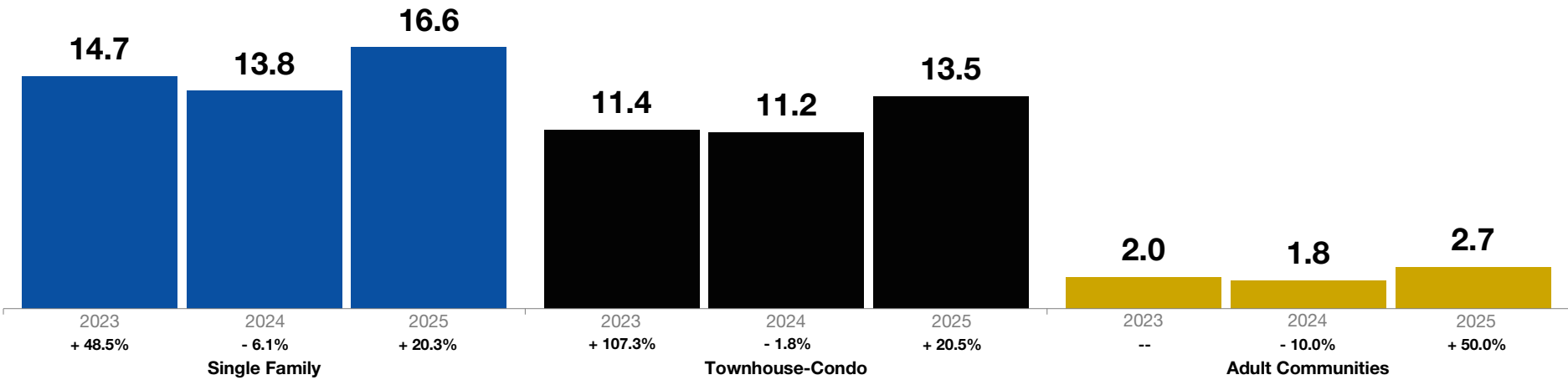
	Single Family	Townhouse-Condo	Adult Communities
March 2024	223	446	2
April 2024	224	444	4
May 2024	244	448	4
June 2024	240	450	6
July 2024	234	424	3
August 2024	238	427	2
September 2024	246	435	2
October 2024	243	446	5
November 2024	229	457	4
December 2024	221	437	6
January 2025	206	418	6
February 2025	217	431	4
12-Month Avg.	230	439	4

# Months Supply of Inventory

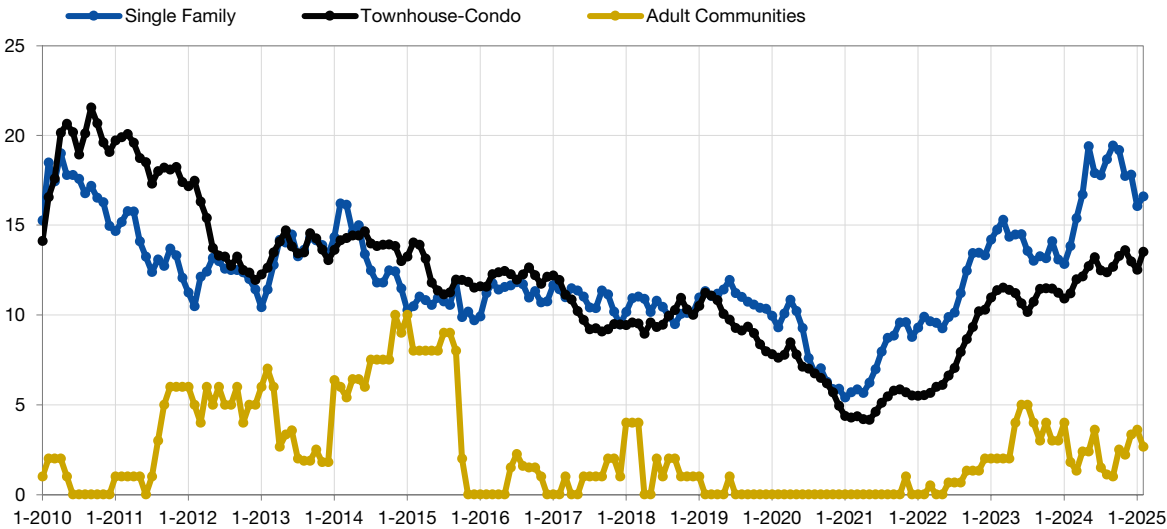
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



## February



## Historical Months Supply of Inventory by Month



Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
March 2024	15.4	12.0	1.3
April 2024	16.7	12.1	2.4
May 2024	19.4	12.7	2.4
June 2024	17.9	13.2	3.6
July 2024	17.8	12.5	1.5
August 2024	18.7	12.4	1.1
September 2024	19.4	12.7	1.0
October 2024	19.2	13.3	2.5
November 2024	17.7	13.6	2.2
December 2024	17.8	13.0	3.3
January 2025	16.1	12.5	3.6
February 2025	16.6	13.5	2.7
12-Month Avg.*	17.7	12.8	2.3

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

# Total Market Overview

Key metrics for single-family properties, townhouses, condominiums and properties in adult communities combined, for the report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparklines	2-2024	2-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		89	92	+ 3.4%	156	166	+ 6.4%
Pending Sales		49	34	- 30.6%	86	74	- 14.0%
Closed Sales		34	31	- 8.8%	84	83	- 1.2%
Median Sales Price		\$957,950	\$1,595,000	+ 66.5%	\$1,062,500	\$1,333,000	+ 25.5%
Average Sales Price		\$1,297,659	\$2,072,529	+ 59.7%	\$1,387,967	\$1,642,741	+ 18.4%
Pct. of List Price Received		95.7%	95.8%	+ 0.1%	95.8%	96.3%	+ 0.5%
Days on Market		104	58	- 44.2%	68	62	- 8.8%
Housing Affordability Index		39	24	- 38.5%	35	28	- 20.0%
Inventory of Homes for Sale		650	652	+ 0.3%	--	--	--
Months Supply of Inventory		11.9	14.2	+ 19.3%	--	--	--