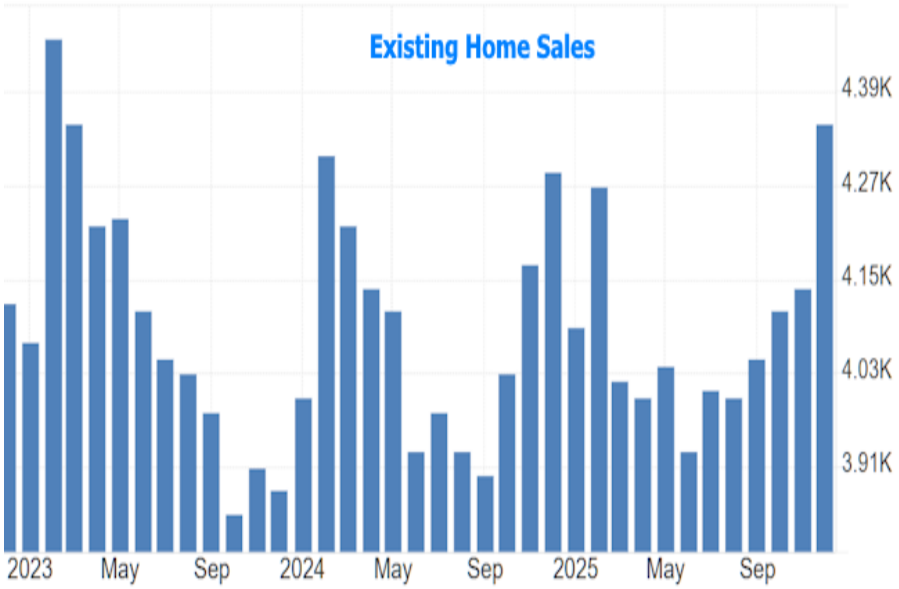
HOUSING CONNECTION
Mortgage and Real Estate News That Matters

Existing-Home Sales Jump 5.1% in December, Strongest Pace in Nearly Three Years

Existing-home sales posted a notable year-end rebound in December, jumping **5.1%** to a seasonally adjusted annual rate of **4.35 million**, according to the National Association of Realtors (NAR). After adjusting for seasonal factors, December sales were the strongest in nearly three years, marking a broad-based improvement across all four regions.



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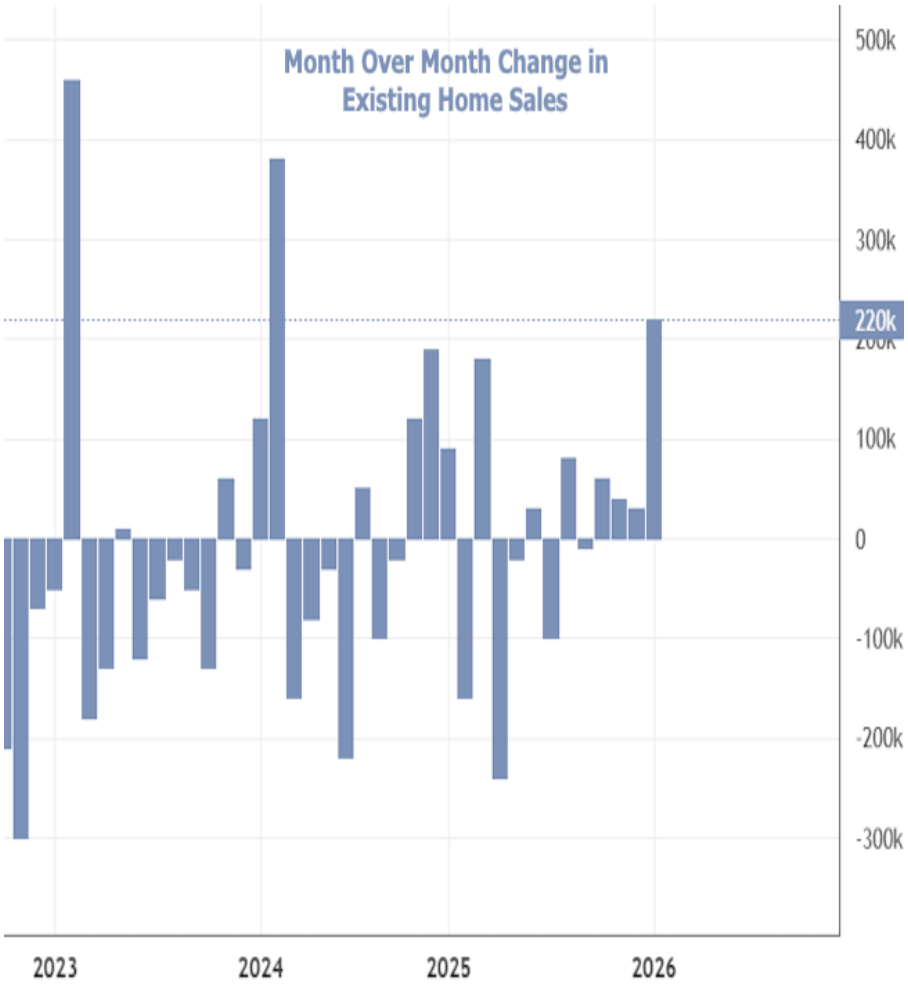

“2025 was another tough year for homebuyers, marked by record-high home prices and historically low home sales,” said NAR Chief Economist Lawrence Yun. “However, in the fourth quarter, conditions began improving, with lower mortgage rates and slower home price growth. December home sales, after adjusting for seasonal factors, were the strongest in nearly three years. The gains were broad-based, with all four major regions improving from the prior month.”

Inventory tightened sharply during the month, reflecting typical winter seasonality. Total housing inventory fell to **1.18 million units**, down **18.1%** from November, though still **3.5%** higher than a year ago. The months’ supply of unsold homes dropped to **3.3 months**, down from 4.2 months in November.

“Inventory levels remain tight,” Yun added. “With fewer sellers feeling eager to move, homeowners are taking their time deciding when to list or delist their homes. Similar to past years, more inventory is expected to come to market beginning in February.”

Regional Breakdown (Sales and Prices, December 2025)

Region	Sales (annual rate)	MoM Change	Median Price	YoY Change
Northeast	520k	+2.0%	$496,700	+3.7%
Midwest	1.00m	-2.0%	$306,000	+3.1%
South	2.02m	+6.9%	$360,200	-0.3%
West	810k	+6.6%	$605,600	-1.4%

National Market Stats

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- Total Housing Inventory: 1.18 million units (down 18.1% from November; up 3.5% YoY)
- Unsold Inventory Supply: 3.3 months (down from 4.2 last month; up from 3.2 a year ago)
- Median Existing-Home Price: $405,400 (up 0.4% YoY; 30th consecutive yearly increase)
- Single-Family Median Price: $409,500 (up 0.2% YoY)
- Condo/Co-op Median Price: $364,400 (up 1.5% YoY)
- Single-Family Sales: 3.95 million (up 5.1% MoM; up 1.8% YoY)
- Condo/Co-op Sales: 400k (up 5.3% MoM; down 2.4% YoY)

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