

December 2025 Monthly Research Update



**NATIONAL
ASSOCIATION OF
REALTORS®**

REALTORS® are members of the National Association of REALTORS®.

Data

Existing-Home Sales – Existing-home sales increased by 0.5% in November. Month-over-month sales increased in the Northeast and South, showed no change in the West, and fell in the Midwest. Year-over-year sales showed no change in the Northeast and South, and decreased in the Midwest and West.

Pending Home Sales – Pending home sales in November jumped by 3.3% from the prior month and 2.6% year over year. Month-over-month and year-over-year pending home sales rose in the Northeast, Midwest and South, and West.

Housing Affordability Index – The housing affordability index rose slightly to 106.2 in October from 105.3 in September. An index above 100 means that a family with a median income has more than the income required to afford a median-priced home.

REALTORS® Confidence Index – First-time buyers represented 30% of buyers, down slightly from 32% last month and unchanged from 30% one year ago. 27% of buyers had all-cash sales, a slight decline from 29% one month ago and up slightly from 25% one year ago.



How REALTORS® Can Use This:

REALTORS® can use existing-home sales and pending home sales data to gauge current demand trends and anticipate market shifts. They can also utilize the affordability and quarterly data to identify pricing patterns and assess buyer capacity across different regions to adapt strategies for their clients.

Ask The Economist

Ask the Economist: Are You Confident in the Optimistic 2026 Forecast of a 14% Increase in Home Sales?

NAR Chief Economist Lawrence Yun offers the reasoning behind his optimistic forecast for home sales in 2026.

Ask the Economist: How Can I Find Data on Average Home Stays and Is It a National Trend?

Dr. Jessica Lautz talks about the Profile of Home Buyers & Sellers and that people are staying in their homes longer than the historical average.

Ask the Economist: Is the 50-Year Mortgage a Viable Option or Just a Marketing Ploy?

NAR Chief Economist Lawrence Yun offers his views on the 50-year mortgage.

Ask the Economist: Where Can I Find Data on Real Estate Agents and Their Average Annual Transactions?

Dr. Jessica Lautz talks about the NAR Member Profile and the data it contains on real estate agents and their average annual transactions.



How REALTORS® Can Use This:

“Ask the Economist” is a new video series that gives REALTORS® a quick, easy-to-digest update on new economic trends and market activity, straight from NAR's Research Team. REALTORS® can use this in listing appointments to show buyers/sellers they're up-to-date on interest rates, housing inventory, etc.; buyer consultations to explain why now might be a good time to act or wait based on real data; email follow-ups: “Here's what NAR's latest economist update says about local trends.”

Reports

November 2025 Commercial Real Estate Market Insights

Overall, commercial real estate conditions remained mixed in November. The office market showed tentative improvement, with demand pressures easing from last year, but conditions were still constrained by tenant caution and widespread use of incentives, while recovery remained uneven across property classes. Multifamily conditions were largely steady as the sector continued to work through prior oversupply, with softer seasonal leasing and cooling rent momentum, though lower-tier properties showed greater resilience.

2025 Appraisal Process Report (Member log-in required)

Over the past 12 months, 64% of all respondents, and 69% of appraisers have not encountered a situation where a data collector visited a property to collect information for a mortgage loan transaction.

Among respondents who did have an encounter with a data collector, 66% of all respondents stated their experience was good. 45% of appraisers said the data collected was incomplete or inaccurate.

2025 Appraisal Issues Survey (Member log-in required)

In October 2025, NAR Research conducted a survey of all appraiser members and 73,065 randomly-selected residential-focused non-appraiser members. The objectives of the report were: to determine the level of impact of appraisals on the current market and member business in terms of cost, turn-around times, and other challenges; to measure member experiences with bias and discrimination in the appraisal process, and to determine how these issues may have shifted since 2023.



How REALTORS® Can Use This:

REALTORS® can leverage NAR reports to provide clients with data-driven insights on specific market conditions and equip themselves with important knowledge about the market. This empowers members to assist buyers and sellers in making informed decisions regarding timing, pricing, and location.

October 2025 Research Update

Articles on the Economy

Housing Affordability in October Rose Despite Higher Home Prices

In October 2025, affordability rose above 100, and median family incomes rose and mortgage rates fell from a year earlier.

Consumer Price Inflation Moderating, Shelter Costs Decelerating

Consumer prices rose by 2.7%, still above the 2% target rate. Shelter costs rose by 3.0% from a year ago, marking the slowest rise in over four years.

The November Employment Situation

As of November, 240,000 federal government jobs have been cut this year. This reduction is partly contributing to soft overall job figures.

Tracking Unemployment Insurance Claims: Week of December 6, 2025

In the week ending December 6, the number of actual initial claims totaled 313,140, an increase of 114,967 (or 58%) from the previous week.

The Cash Buyer and the Waltz of the Rising Rates: A Modern Market Tale

As borrowing becomes more expensive, paying with cash starts to look like a smarter, more competitive choice.

How NAR Research Collects First-Time Buyer Data and Why It Matters

Mortgage data typically shows a much higher share of first-time buyers. Let's go back in history to understand why.

December's Market Dynamics: Sales, Inventory, and Buyer Trends

Historical data suggests that December has some distinctive patterns that set it apart from the months around it.



How REALTORS® Can Use This:

REALTORS® can use the Economists' Outlook blog to stay updated on experts' commentary, economic forecasts, housing market outlooks, and regional trends, and then use these insights to help clients on timing purchases or sales based on anticipated market movement. By sharing analysis of the housing market and translating it into consumer-friendly guidance, agents can build credibility and empower their clients to navigate the housing market with confidence.



As America's largest trade association, the National Association of REALTORS® is involved in all aspects of residential and commercial real estate. The term REALTOR® is a registered collective membership mark that identifies a real estate professional who is a member of the National Association of REALTORS® and subscribes to its strict Code of Ethics. For free consumer guides about navigating the homebuying and selling transaction processes – from written buyer agreements to negotiating compensation – visit facts.realtor.

NATIONAL ASSOCIATION OF REALTORS®

Research Group

The Mission of the National Association of REALTORS® Research Group is to produce timely, data-driven market analysis and authoritative business intelligence to serve members, and inform consumers, policymakers and the media in a professional and accessible manner.

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NATIONAL ASSOCIATION OF REALTORS®

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