



Monthly Indicators

April 2025

U.S. existing-home sales decreased 5.9% month-over-month and 2.4% year-over-year to a seasonally adjusted annual rate of 4.02 million units, according to the National Association of REALTORS® (NAR), as affordability challenges and economic uncertainty weigh on market activity. Sales were down month-over-month in all four regions, with the West experiencing the largest decline, at 9.4%.

New Listings were up 5.8 percent to 145. Pending Sales decreased 30.5 percent to 66. Inventory grew 4.0 percent to 392 units.

Prices moved higher as the Median Sales Price was up 6.4 percent to \$199,000. Days on Market increased 10.8 percent to 72 days. Months Supply of Inventory was up 19.4 percent to 4.3 months.

Total housing inventory increased 8.1% month-over-month for a total of 1.33 million units heading into April, equivalent to a 4.0-month supply at the current sales pace, according to NAR. Although inventory is up nearly 20% from the same time last year, the additional supply has had little effect on home prices across much of the country, with the national median existing-home price climbing 2.7% year-over-year to \$403,700 as of last measure.

Activity Snapshot

- 42.5% **+ 6.4%** **+ 4.0%**

One-Year Change in
Closed Sales One-Year Change in
Median Sales Price One-Year Change in
Homes for Sale

Residential activity in Otsego, Delaware, Chenango and Madison counties composed of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

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Activity Overview

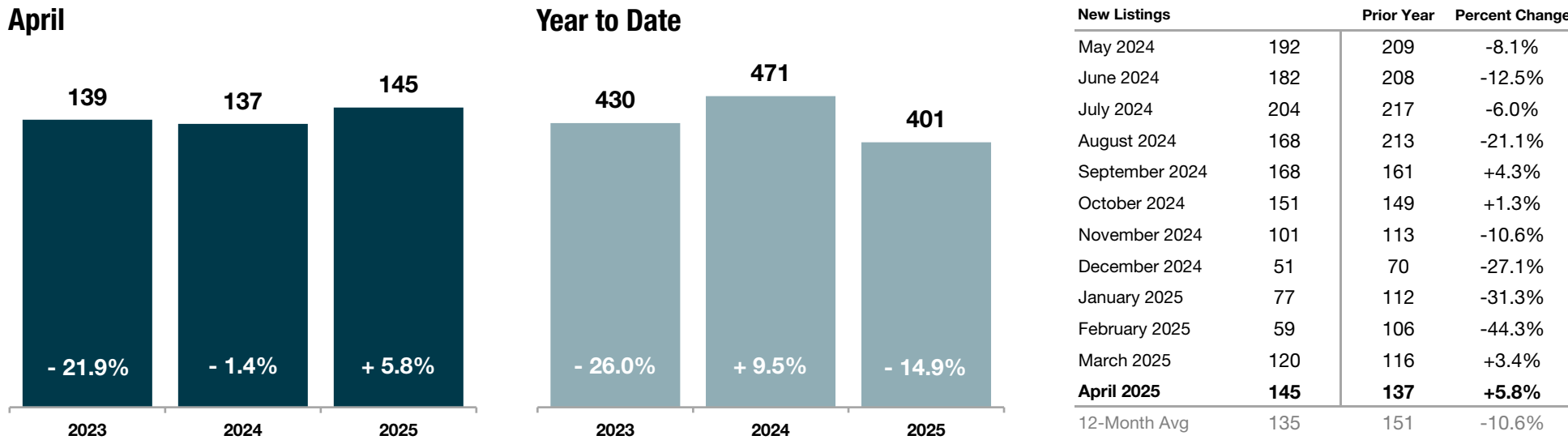
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



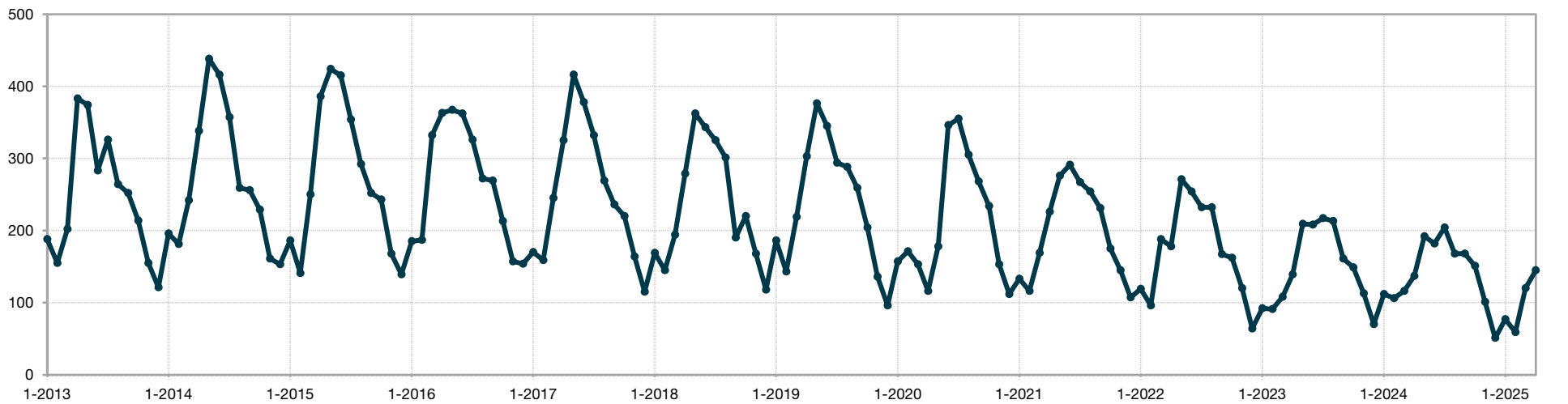
Key Metrics	Historical Sparkbars	4-2024	4-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		137	145	+ 5.8%	471	401	- 14.9%
Pending Sales		95	66	- 30.5%	357	264	- 26.1%
Closed Sales		106	61	- 42.5%	353	276	- 21.8%
Days on Market		65	72	+ 10.8%	74	68	- 8.1%
Median Sales Price		\$187,000	\$199,000	+ 6.4%	\$185,000	\$199,000	+ 7.6%
Avg. Sales Price		\$242,676	\$279,558	+ 15.2%	\$227,287	\$255,829	+ 12.6%
Pct. of List Price Received		97.3%	96.0%	- 1.3%	95.0%	95.0%	0.0%
Affordability Index		152	147	- 3.3%	153	147	- 3.9%
Homes for Sale		377	392	+ 4.0%	--	--	--
Months Supply		3.6	4.3	+ 19.4%	--	--	--

New Listings

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

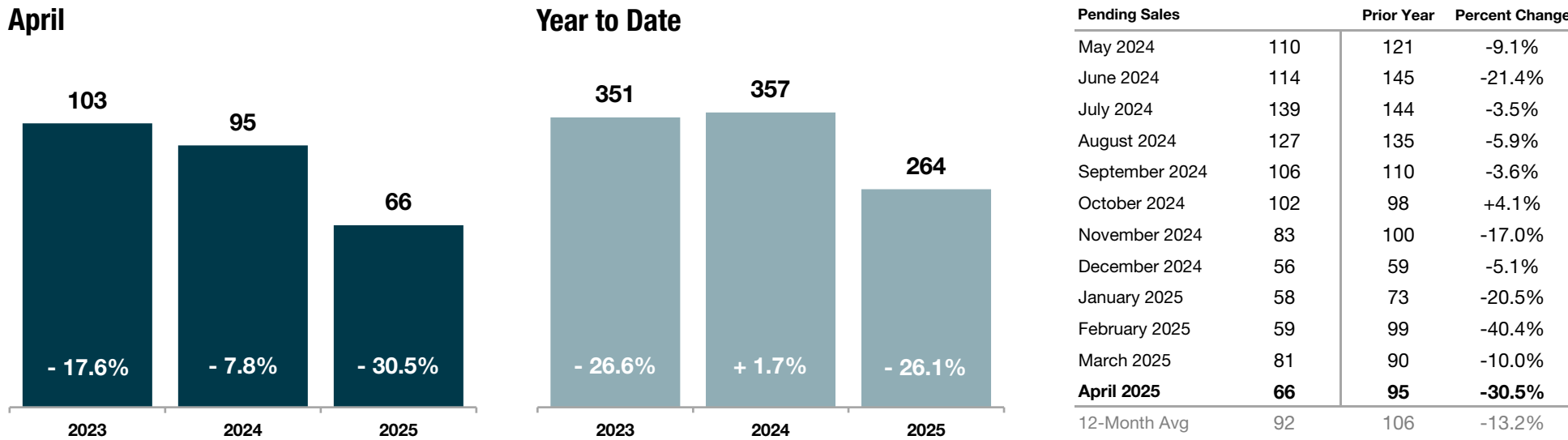


Historical New Listings by Month

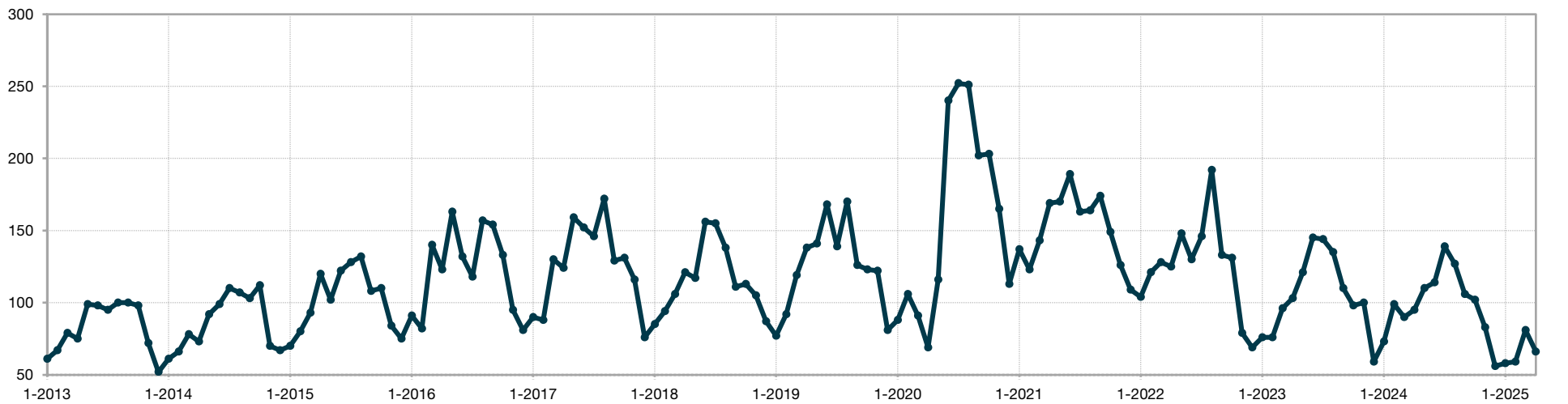


Pending Sales

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

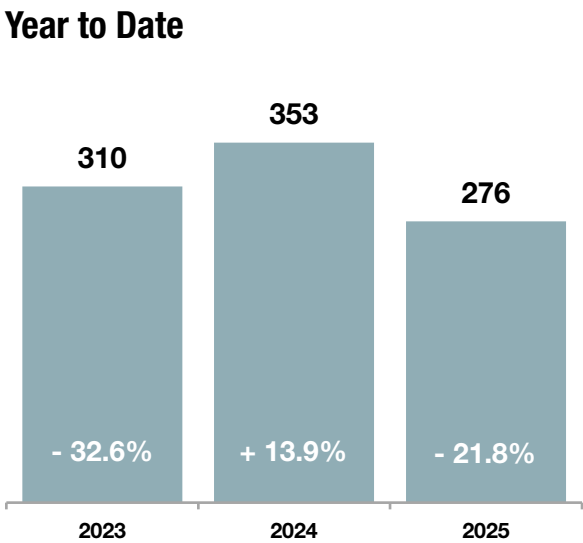
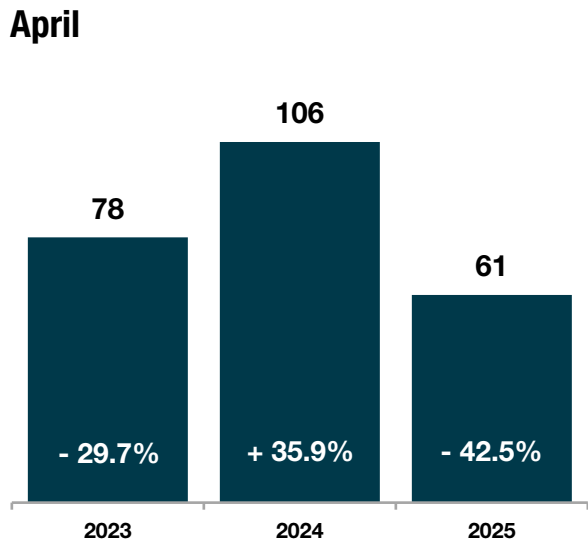


Historical Pending Sales by Month



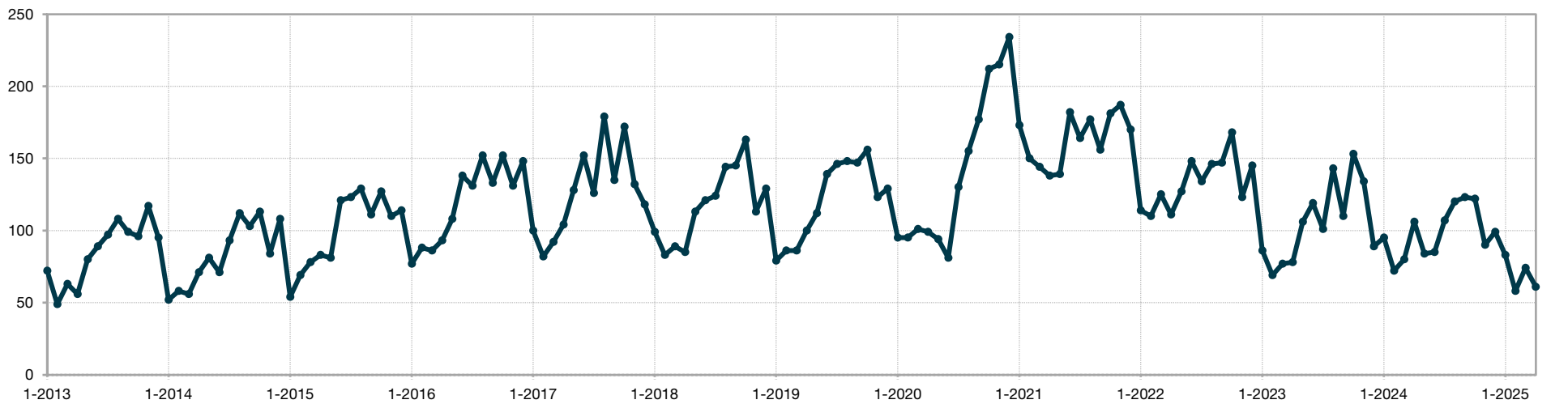
Closed Sales

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



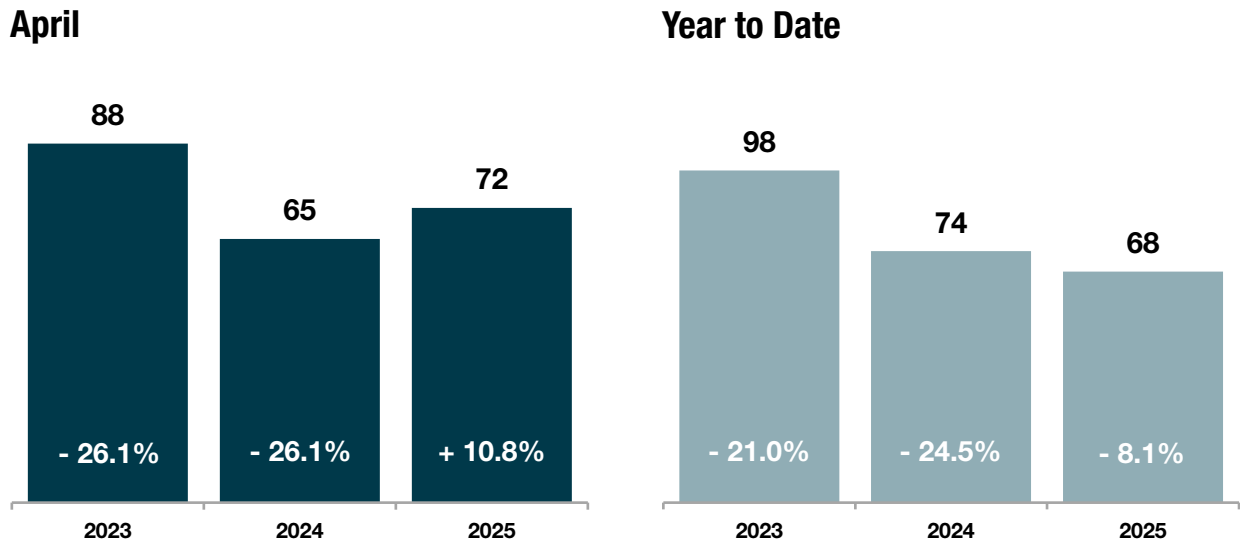
Closed Sales		Prior Year	Percent Change
May 2024	84	106	-20.8%
June 2024	85	119	-28.6%
July 2024	107	101	+5.9%
August 2024	120	143	-16.1%
September 2024	123	110	+11.8%
October 2024	122	153	-20.3%
November 2024	90	134	-32.8%
December 2024	99	89	+11.2%
January 2025	83	95	-12.6%
February 2025	58	72	-19.4%
March 2025	74	80	-7.5%
April 2025	61	106	-42.5%
12-Month Avg	92	109	-15.6%

Historical Closed Sales by Month



Days on Market Until Sale

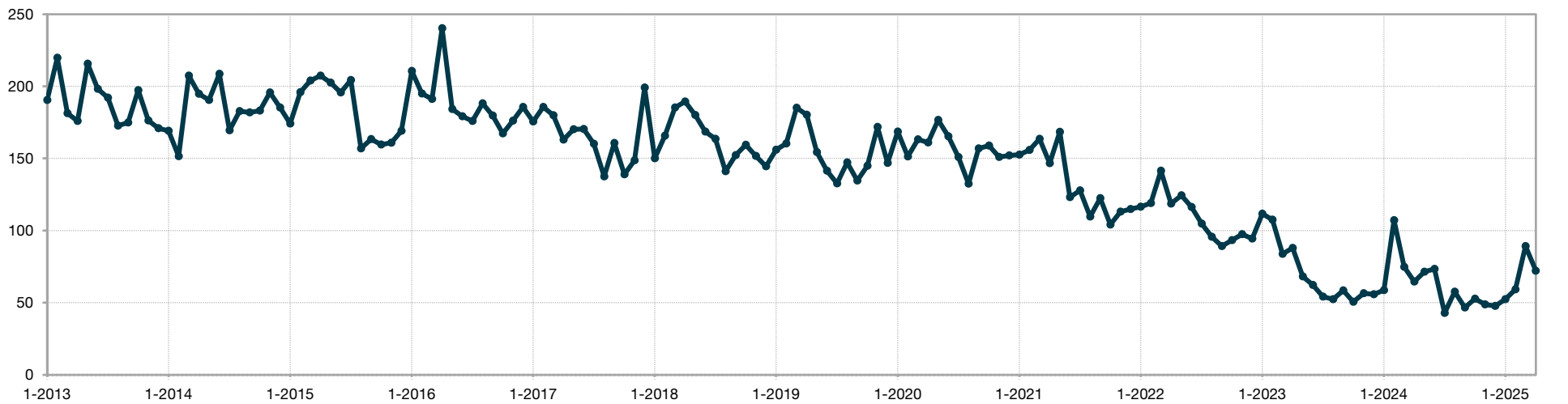
Average number of days between when a property is listed and when an offer is accepted in a given month.



	Days on Market	Prior Year	Percent Change
May 2024	71	68	+4.4%
June 2024	73	62	+17.7%
July 2024	43	54	-20.4%
August 2024	58	52	+11.5%
September 2024	47	58	-19.0%
October 2024	53	50	+6.0%
November 2024	49	57	-14.0%
December 2024	48	56	-14.3%
January 2025	52	59	-11.9%
February 2025	59	107	-44.9%
March 2025	89	75	+18.7%
April 2025	72	65	+10.8%
12-Month Avg*	58	61	-4.9%

* Average Days on Market of all properties from May 2024 through April 2025. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

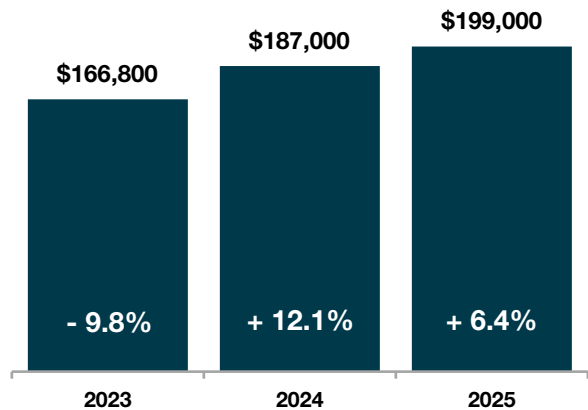


Median Sales Price

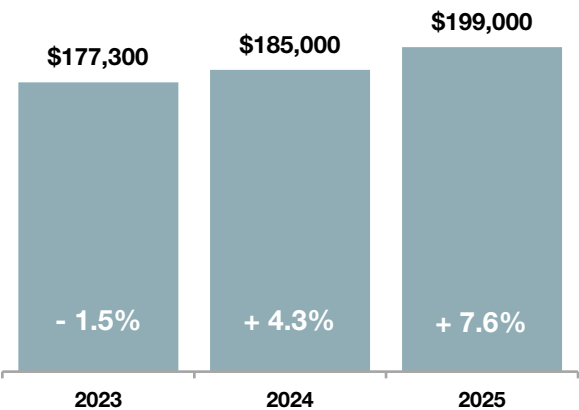
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



April



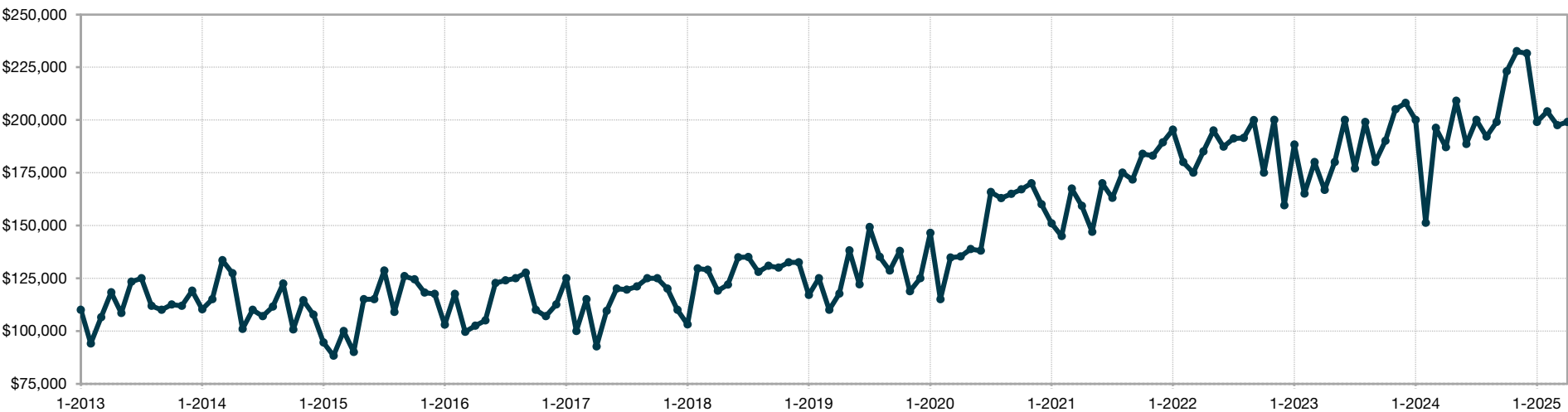
Year to Date



Median Sales Price		Prior Year	Percent Change
May 2024	\$209,000	\$180,000	+16.1%
June 2024	\$188,500	\$200,000	-5.8%
July 2024	\$200,000	\$177,000	+13.0%
August 2024	\$192,075	\$199,000	-3.5%
September 2024	\$199,000	\$180,000	+10.6%
October 2024	\$223,000	\$190,000	+17.4%
November 2024	\$232,500	\$205,000	+13.4%
December 2024	\$231,600	\$208,000	+11.3%
January 2025	\$199,000	\$200,000	-0.5%
February 2025	\$204,000	\$151,225	+34.9%
March 2025	\$197,497	\$196,250	+0.6%
April 2025	\$199,000	\$187,000	+6.4%
12-Month Med*	\$205,000	\$190,361	+7.7%

* Median Sales Price of all properties from May 2024 through April 2025. This is not the average of the individual figures above.

Historical Median Sales Price by Month

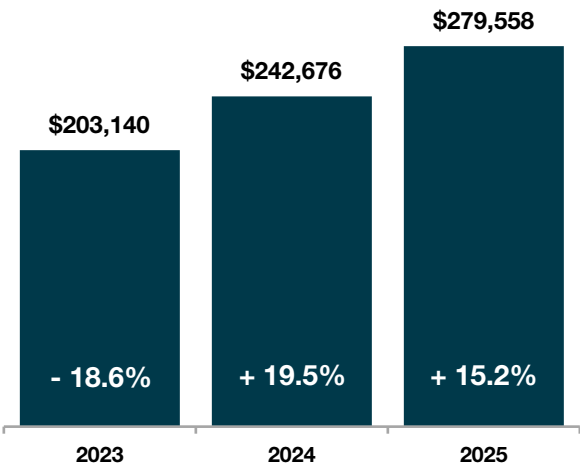


Average Sales Price

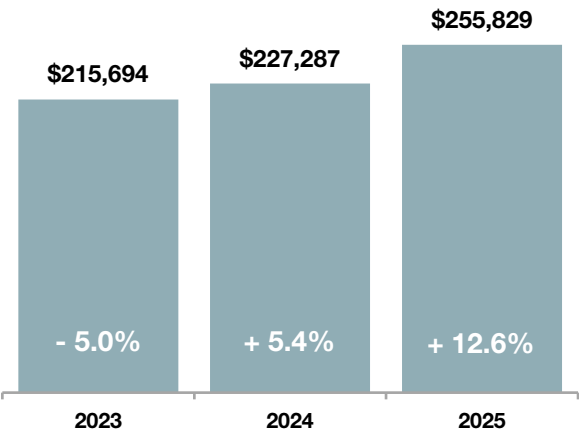
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April



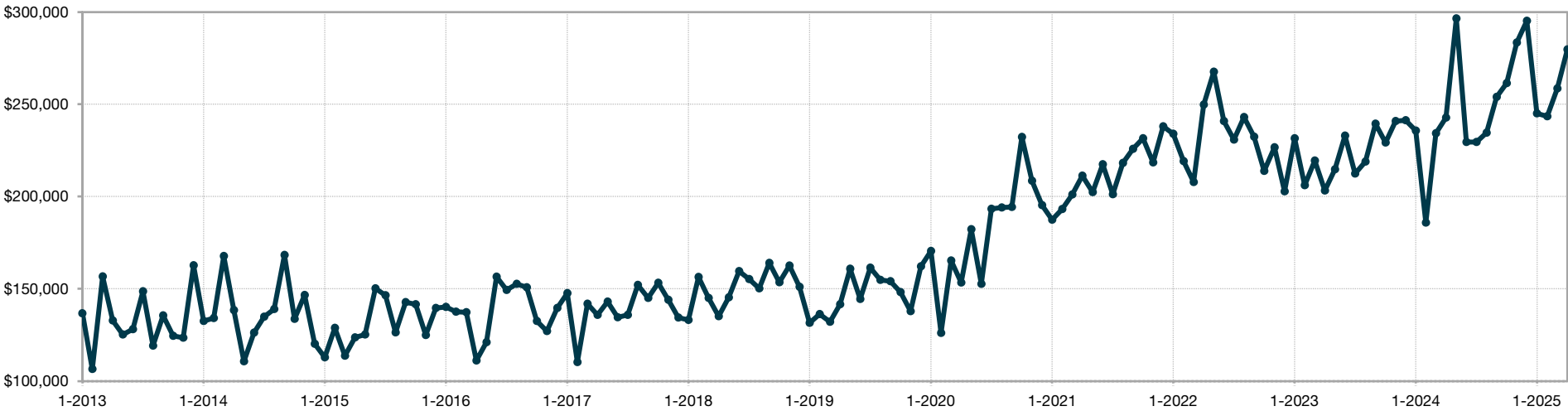
Year to Date



Avg. Sales Price		Prior Year	Percent Change
May 2024	\$296,431	\$214,707	+38.1%
June 2024	\$229,420	\$232,977	-1.5%
July 2024	\$229,423	\$212,433	+8.0%
August 2024	\$234,493	\$218,795	+7.2%
September 2024	\$253,906	\$239,368	+6.1%
October 2024	\$261,308	\$229,168	+14.0%
November 2024	\$283,422	\$240,907	+17.6%
December 2024	\$295,066	\$241,311	+22.3%
January 2025	\$244,968	\$235,700	+3.9%
February 2025	\$243,389	\$185,863	+31.0%
March 2025	\$258,520	\$234,188	+10.4%
April 2025	\$279,558	\$242,676	+15.2%
12-Month Avg*	\$258,126	\$228,278	+13.1%

* Avg. Sales Price of all properties from May 2024 through April 2025. This is not the average of the individual figures above.

Historical Average Sales Price by Month

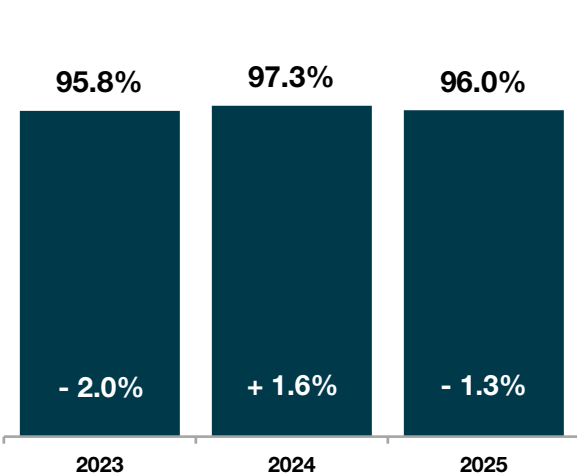


Percent of List Price Received

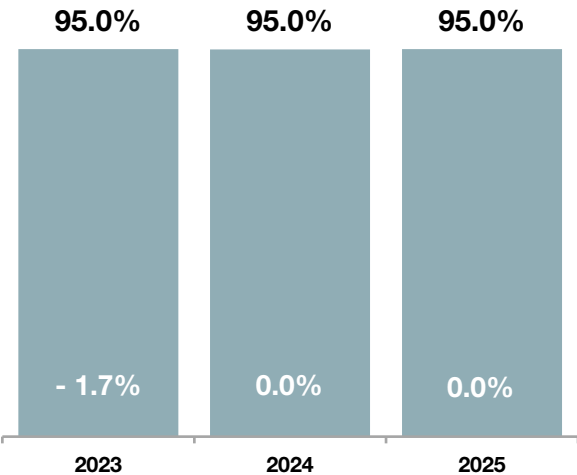
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



April



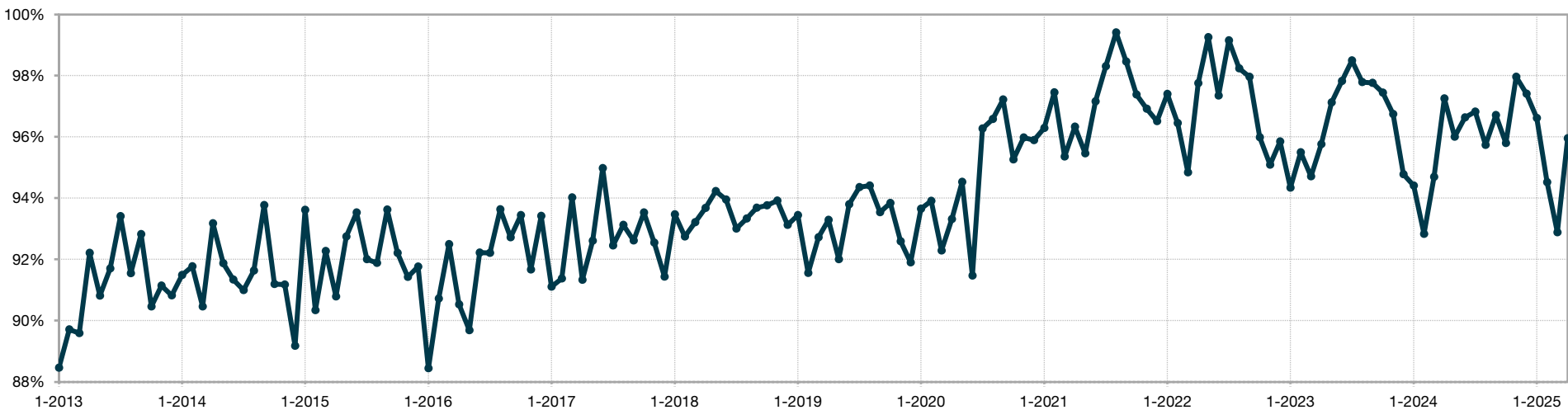
Year to Date



Pct. of List Price Received		Prior Year	Percent Change
May 2024	96.0%	97.1%	-1.1%
June 2024	96.6%	97.8%	-1.2%
July 2024	96.8%	98.5%	-1.7%
August 2024	95.7%	97.8%	-2.1%
September 2024	96.7%	97.8%	-1.1%
October 2024	95.8%	97.4%	-1.6%
November 2024	98.0%	96.7%	+1.3%
December 2024	97.4%	94.8%	+2.7%
January 2025	96.6%	94.4%	+2.3%
February 2025	94.5%	92.8%	+1.8%
March 2025	92.9%	94.7%	-1.9%
April 2025	96.0%	97.3%	-1.3%
12-Month Avg*	96.2%	96.7%	-0.5%

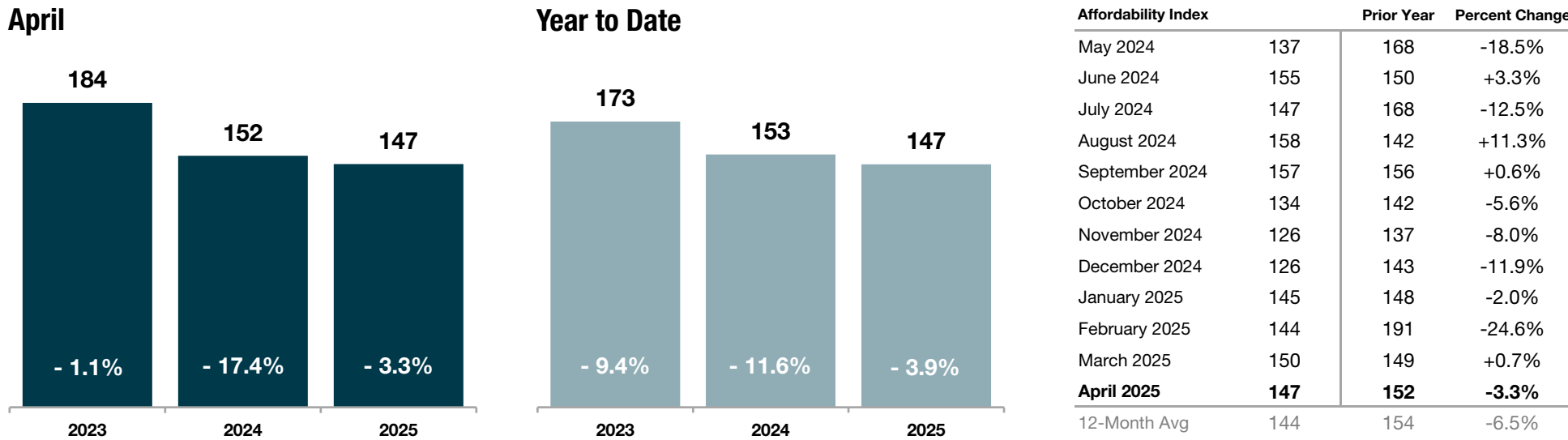
* Average Pct. of List Price Received for all properties from May 2024 through April 2025. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

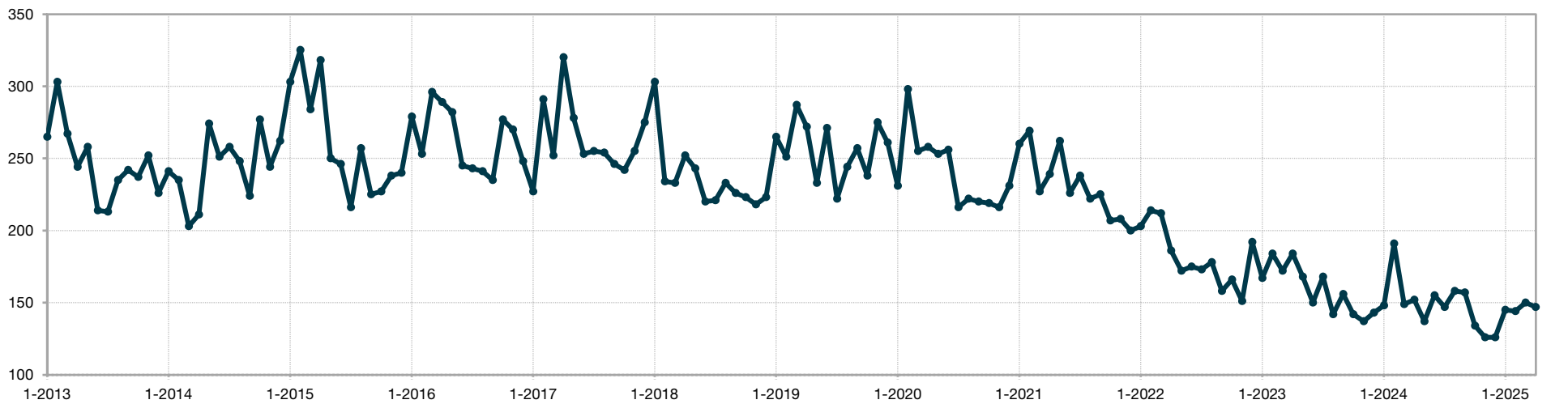


Housing Affordability Index

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.



Historical Housing Affordability Index by Month

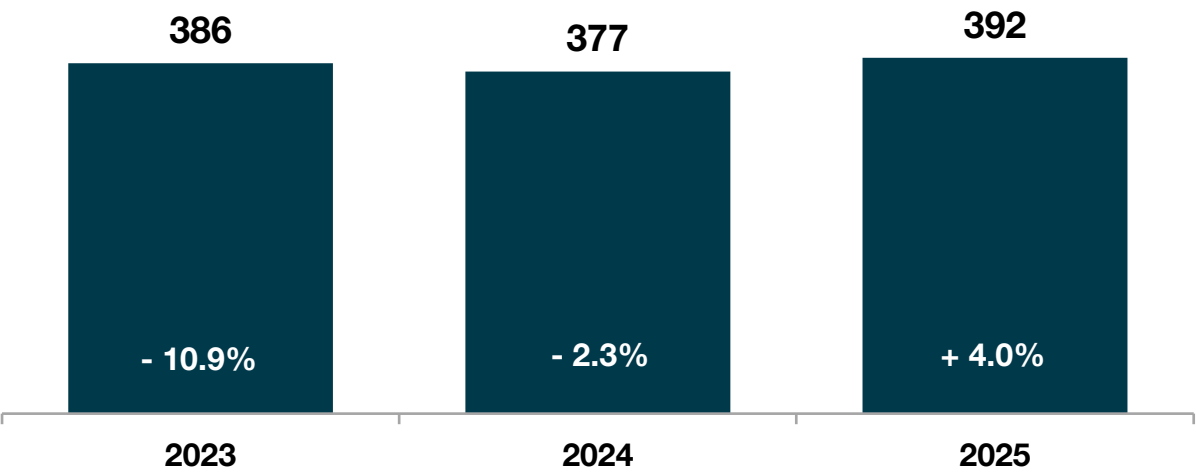


Inventory of Homes for Sale

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

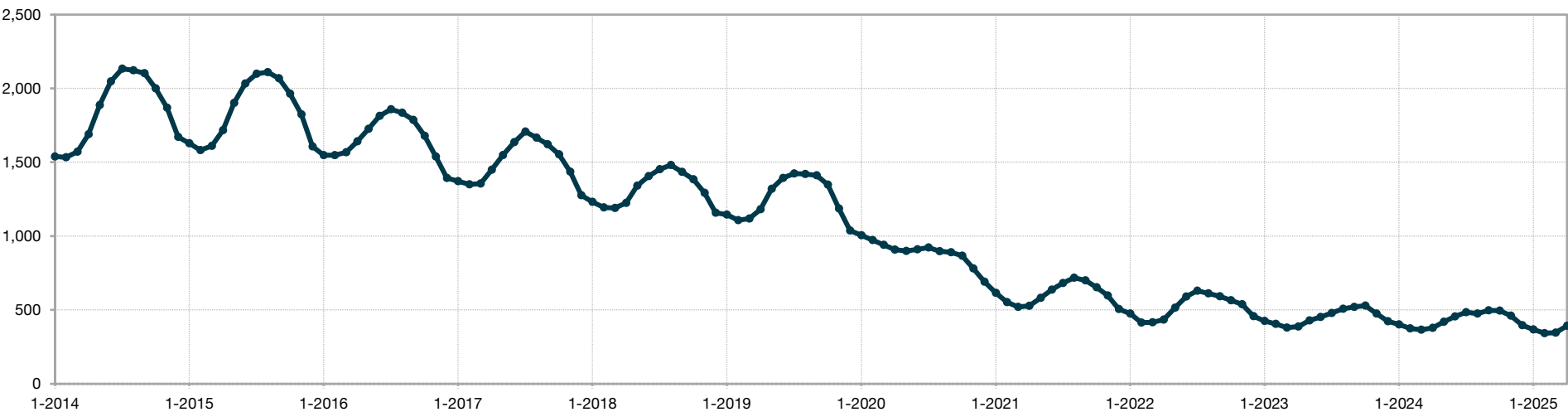


April



Homes for Sale		Prior Year	Percent Change
May 2024	419	429	-2.3%
June 2024	455	452	+0.7%
July 2024	484	478	+1.3%
August 2024	475	507	-6.3%
September 2024	496	520	-4.6%
October 2024	494	529	-6.6%
November 2024	460	475	-3.2%
December 2024	395	422	-6.4%
January 2025	367	401	-8.5%
February 2025	342	375	-8.8%
March 2025	345	365	-5.5%
April 2025	392	377	+4.0%
12-Month Avg	427	444	-3.8%

Historical Inventory of Homes for Sale by Month

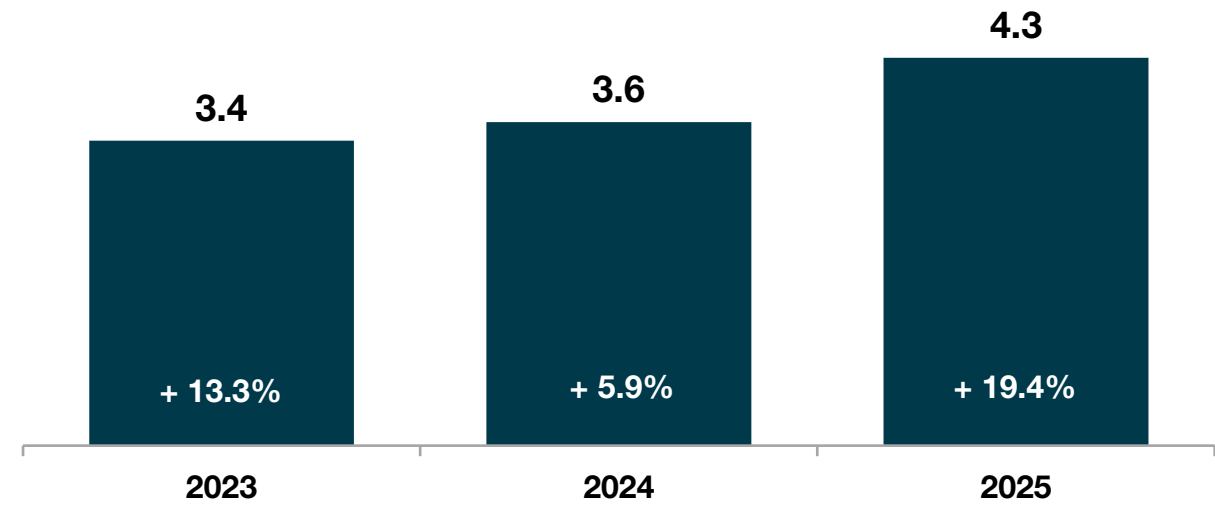


Months Supply of Inventory

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.



April



Months Supply		Prior Year	Percent Change
May 2024	4.0	3.8	+5.3%
June 2024	4.4	4.0	+10.0%
July 2024	4.8	4.2	+14.3%
August 2024	4.7	4.7	0.0%
September 2024	4.9	4.9	0.0%
October 2024	4.9	5.1	-3.9%
November 2024	4.6	4.5	+2.2%
December 2024	4.0	4.0	0.0%
January 2025	3.7	3.8	-2.6%
February 2025	3.6	3.5	+2.9%
March 2025	3.7	3.4	+8.8%
April 2025	4.3	3.6	+19.4%
12-Month Avg	4.3	4.1	+4.9%

Historical Months Supply of Inventory by Month

