

# Monthly Indicators



## June 2025

U.S. existing-home sales edged up 0.8% month-over-month to a seasonally adjusted annual rate of 4.03 million units, exceeding economists' expectations, although sales were down 0.7% year-over-year, according to the National Association of REALTORS® (NAR). On a monthly basis, sales increased in the Midwest, Northeast, and South but decreased in the West.

New Listings increased 22.5 percent to 223. Pending Sales decreased 14.2 percent to 97. Inventory increased 11.4 percent to 507.

Median Sales Price increased 3.4 percent from \$188,500 to \$195,000. Days on Market decreased 27.4 percent to 53. Months Supply of Inventory increased 22.2 percent to 5.5.

Heading into June, there were 1.54 million units for sale across the country, a 6.2% increase from the previous month and a 20.3% improvement over the same period last year, representing a 4.6-month supply at the current sales pace, according to NAR. Despite the additional supply, home prices have continued to rise nationwide, albeit at a slower pace than during the pandemic, climbing 1.3% year-over-year to \$422,800 as of last measure.

## Activity Snapshot

<b>+ 2.4%</b>	<b>+ 3.4%</b>	<b>+ 11.4%</b>
One-Year Change in <b>Closed Sales</b> All Properties	One-Year Change in <b>Median Sales Price</b> All Properties	One-Year Change in <b>Homes for Sale</b> All Properties

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.

Activity Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days on Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12

# Activity Overview

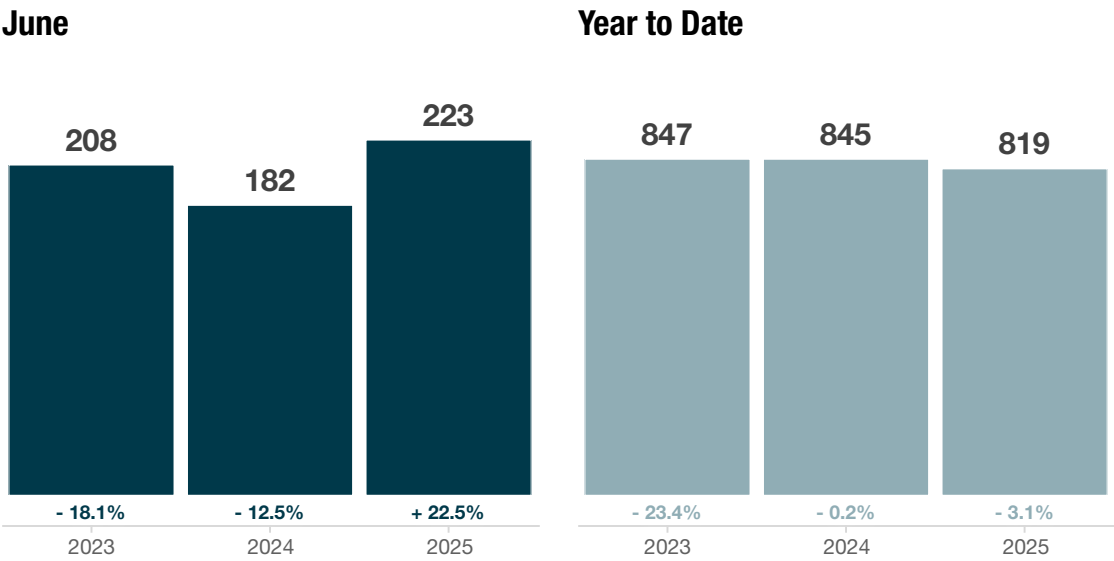
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	6-2024	6-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		182	223	+ 22.5%	845	819	- 3.1%
Pending Sales		113	97	- 14.2%	580	488	- 15.9%
Closed Sales		85	87	+ 2.4%	522	445	- 14.8%
Days on Market Until Sale		73	53	- 27.4%	73	67	- 8.2%
Median Sales Price		\$188,500	\$195,000	+ 3.4%	\$191,580	\$199,000	+ 3.9%
Average Sales Price		\$229,420	\$232,893	+ 1.5%	\$238,650	\$251,005	+ 5.2%
Percent of List Price Received		96.6%	96.7%	+ 0.1%	95.4%	95.9%	+ 0.5%
Housing Affordability Index		155	151	- 2.6%	152	148	- 2.6%
Inventory of Homes for Sale		455	507	+ 11.4%	—	—	—
Months Supply of Inventory		4.5	5.5	+ 22.2%	—	—	—

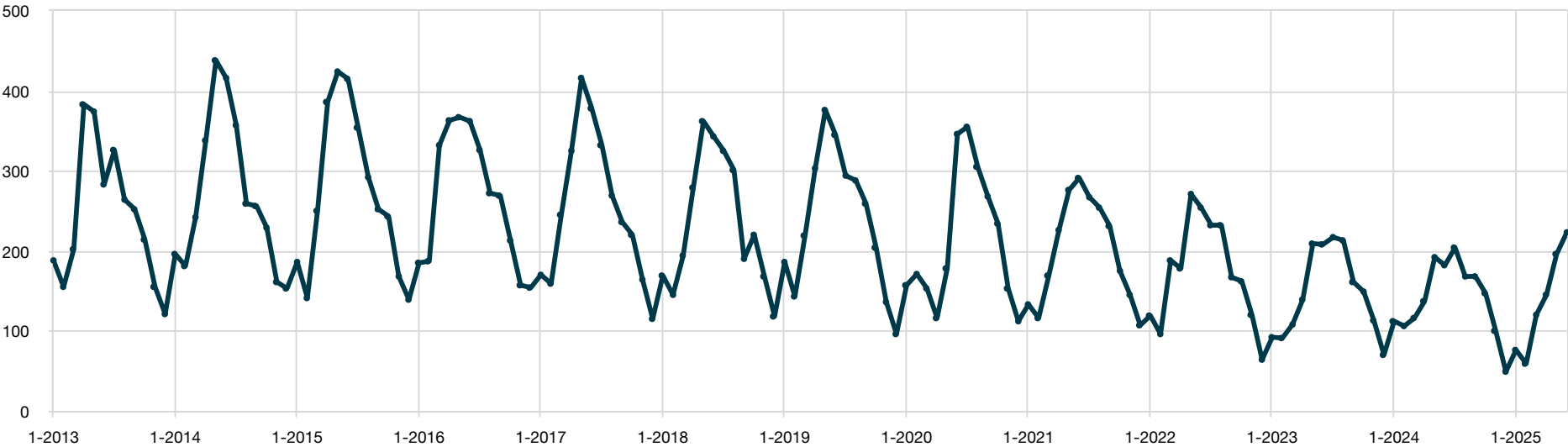
# New Listings

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



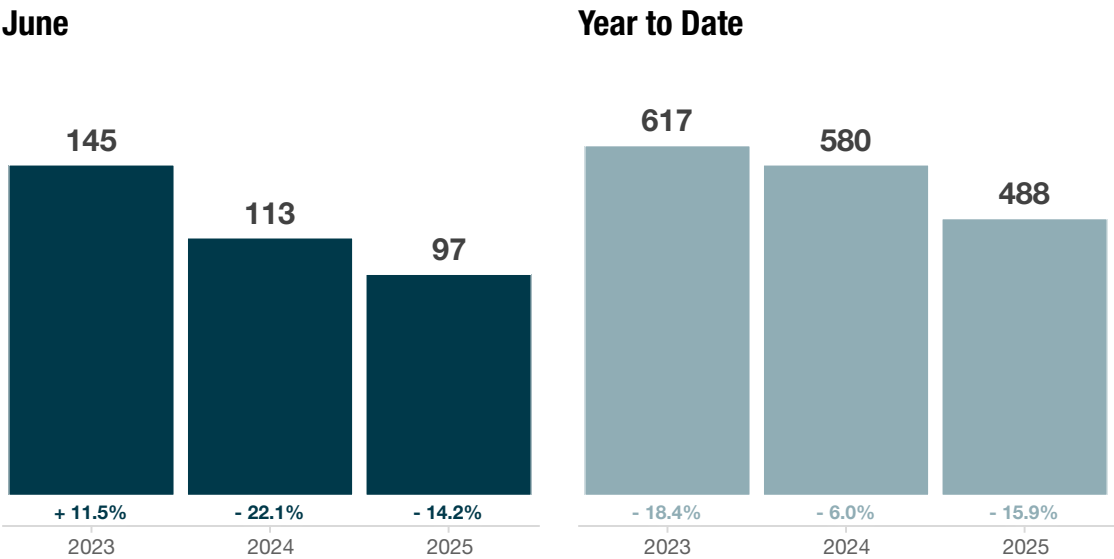
New Listings		Prior Year	Percent Change
July 2024	204	217	- 6.0%
August 2024	168	213	- 21.1%
September 2024	168	161	+ 4.3%
October 2024	147	149	- 1.3%
November 2024	100	113	- 11.5%
December 2024	49	70	- 30.0%
January 2025	76	112	- 32.1%
February 2025	59	106	- 44.3%
March 2025	120	116	+ 3.4%
April 2025	145	137	+ 5.8%
May 2025	196	192	+ 2.1%
June 2025	223	182	+ 22.5%
12-Month Avg	138	147	- 6.1%

## Historical New Listings by Month



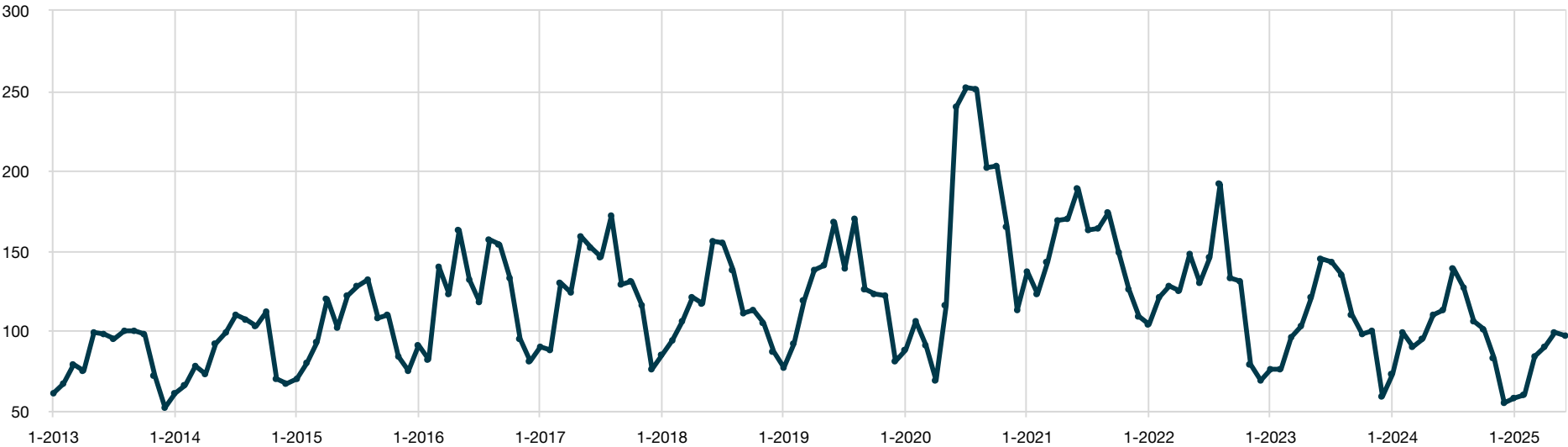
# Pending Sales

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



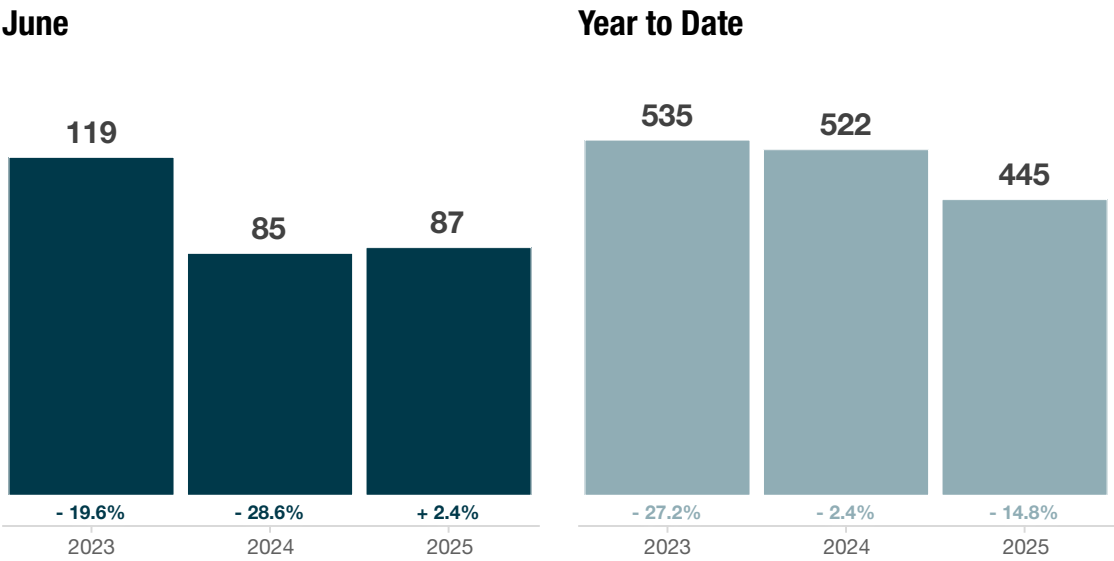
Pending Sales		Prior Year	Percent Change
July 2024	139	143	- 2.8%
August 2024	127	135	- 5.9%
September 2024	106	110	- 3.6%
October 2024	101	98	+ 3.1%
November 2024	83	100	- 17.0%
December 2024	55	59	- 6.8%
January 2025	58	73	- 20.5%
February 2025	60	99	- 39.4%
March 2025	84	90	- 6.7%
April 2025	90	95	- 5.3%
May 2025	99	110	- 10.0%
June 2025	97	113	- 14.2%
12-Month Avg	92	102	- 9.8%

## Historical Pending Sales by Month



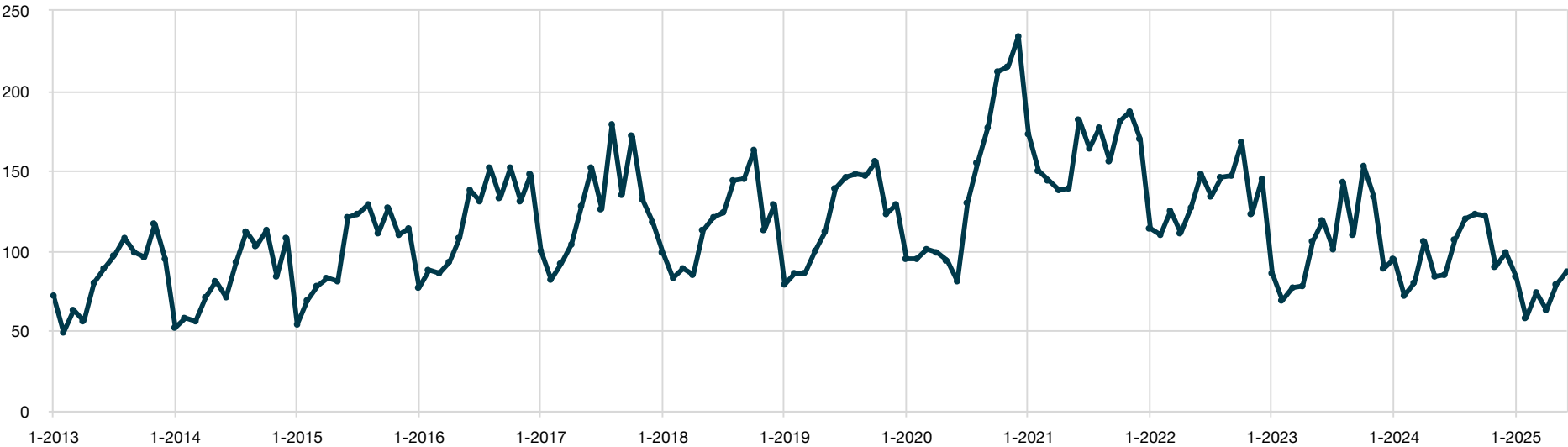
# Closed Sales

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



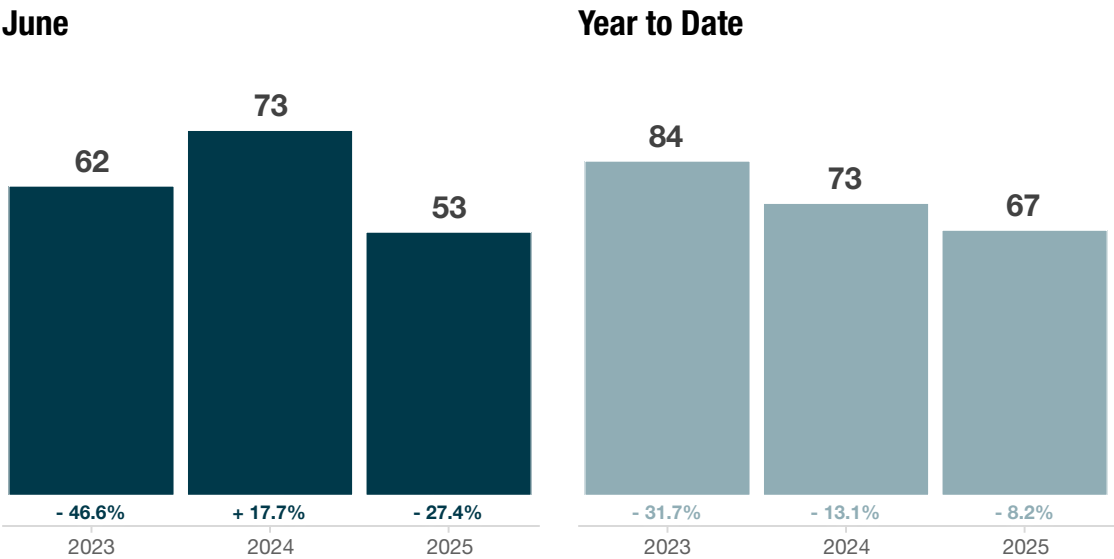
	Closed Sales	Prior Year	Percent Change
July 2024	107	101	+ 5.9%
August 2024	120	143	- 16.1%
September 2024	123	110	+ 11.8%
October 2024	122	153	- 20.3%
November 2024	90	134	- 32.8%
December 2024	99	89	+ 11.2%
January 2025	84	95	- 11.6%
February 2025	58	72	- 19.4%
March 2025	74	80	- 7.5%
April 2025	63	106	- 40.6%
May 2025	79	84	- 6.0%
June 2025	87	85	+ 2.4%
12-Month Avg	92	104	- 11.5%

## Historical Closed Sales by Month



# Days on Market Until Sale

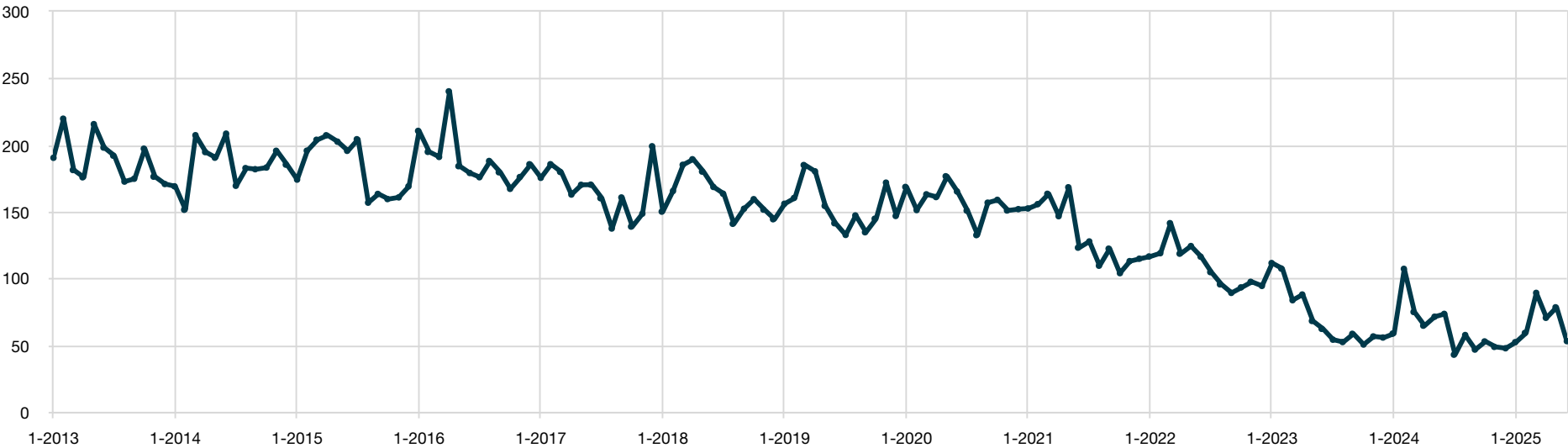
Average number of days between when a property is listed and when an offer is accepted in a given month.



Days on Market		Prior Year	Percent Change
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	70	65	+ 7.7%
May 2025	78	71	+ 9.9%
June 2025	53	73	- 27.4%
12-Month Avg*	56	62	- 9.4%

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

## Historical Days on Market Until Sale by Month

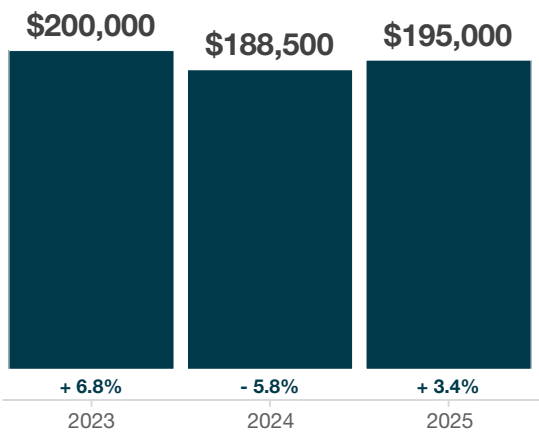


# Median Sales Price

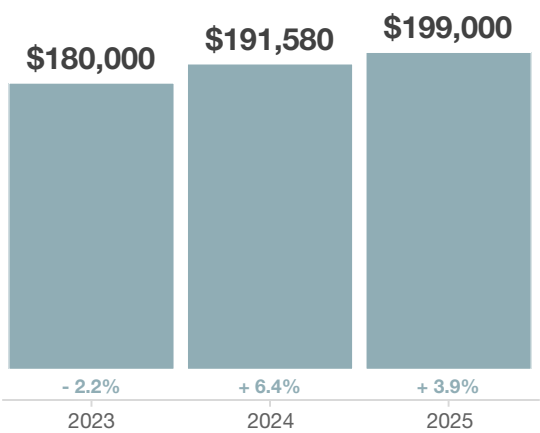
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## June



## Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$199,450	\$200,000	- 0.3%
February 2025	\$204,000	\$151,225	+ 34.9%
March 2025	\$197,497	\$196,250	+ 0.6%
April 2025	\$199,000	\$187,000	+ 6.4%
May 2025	\$213,500	\$209,000	+ 2.2%
June 2025	\$195,000	\$188,500	+ 3.4%
12-Month Avg*	\$205,000	\$192,500	+ 6.5%

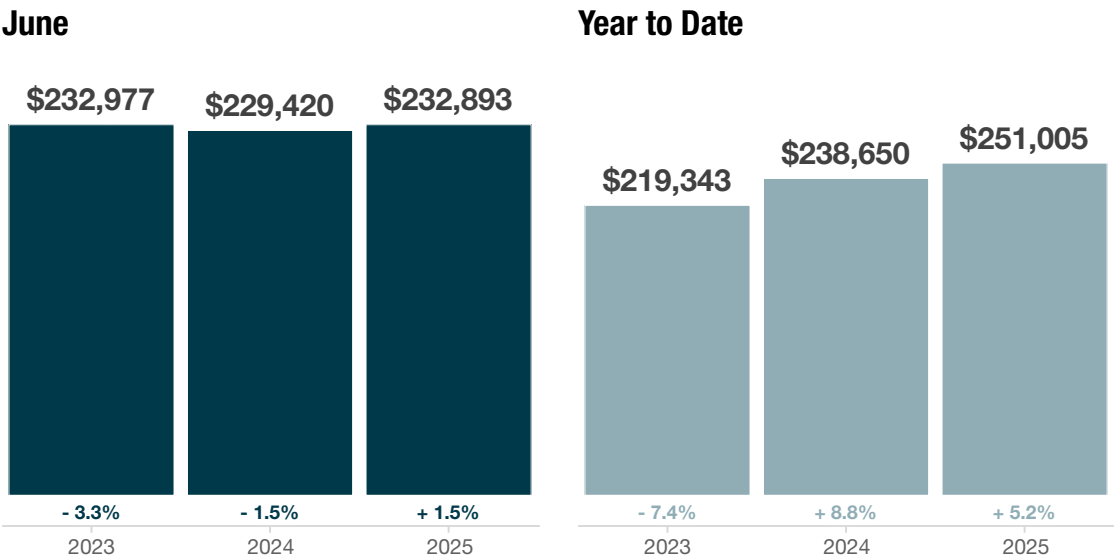
\* Median Sales Price for all properties from July 2024 through June 2025. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



# Average Sales Price

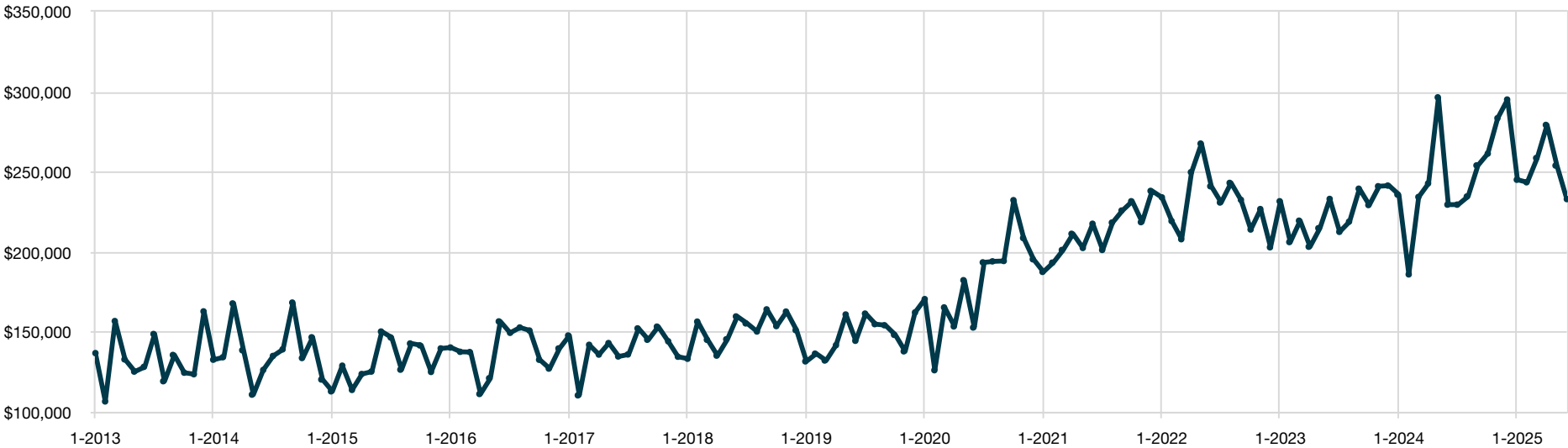
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



	Avg. Sales Price	Prior Year	Percent Change
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	\$279,201	\$242,676	+ 15.1%
May 2025	\$253,831	\$296,431	- 14.4%
June 2025	\$232,893	\$229,420	+ 1.5%
12-Month Avg*	\$255,169	\$233,589	+ 9.2%

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

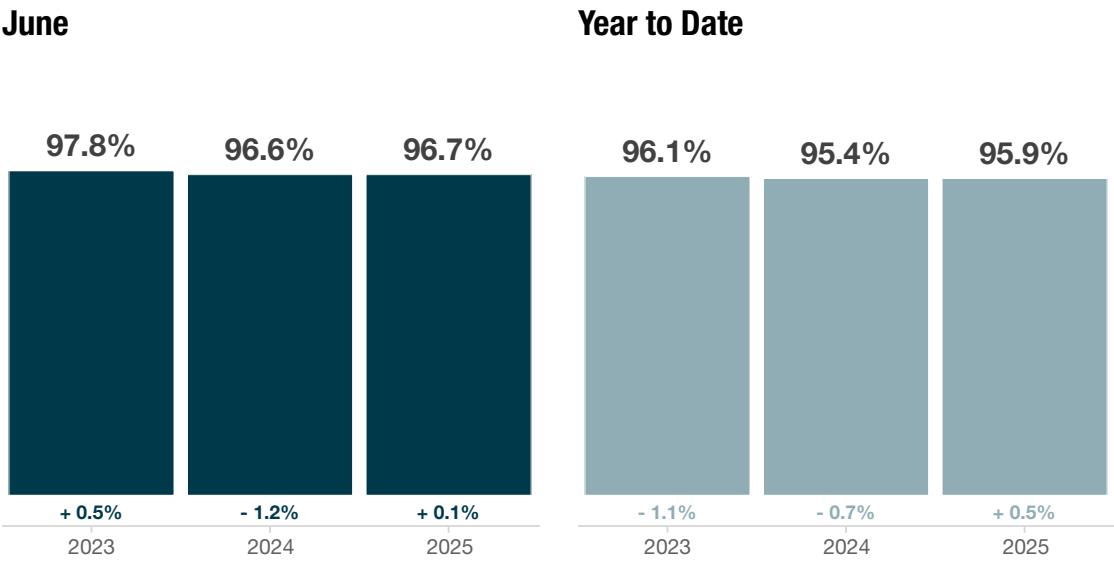
## Historical Average Sales Price by Month





# Percent of List Price Received

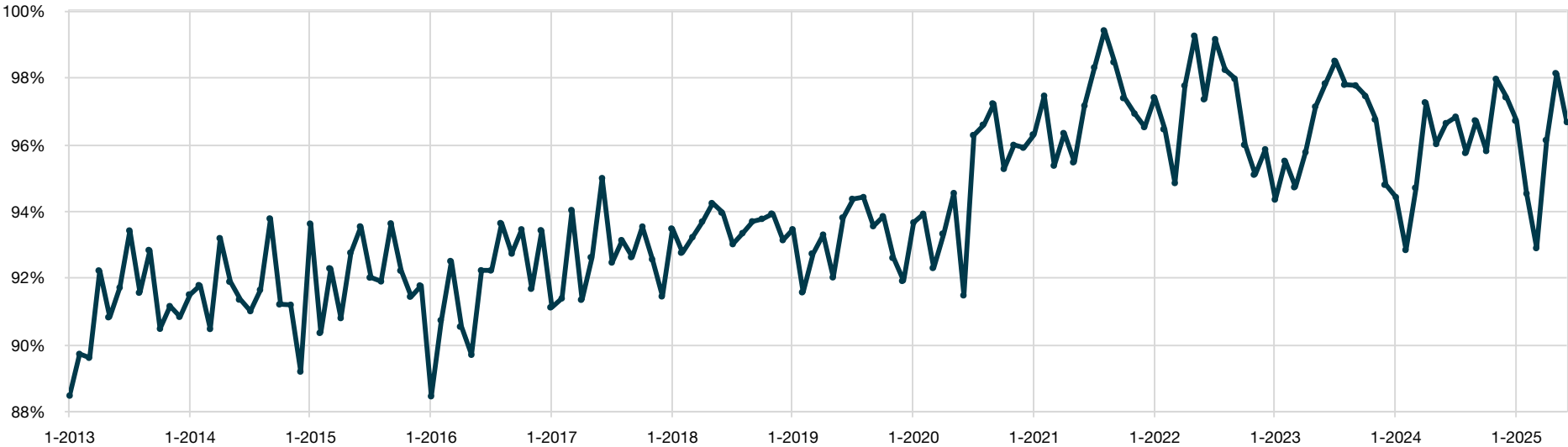
Percentage found when dividing a property’s sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



	Pct. of List Price Received	Prior Year	Percent Change
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	96.7%	94.4%	+ 2.4%
February 2025	94.5%	92.8%	+ 1.8%
March 2025	92.9%	94.7%	- 1.9%
April 2025	96.1%	97.3%	- 1.2%
May 2025	98.1%	96.0%	+ 2.2%
June 2025	96.7%	96.6%	+ 0.1%
12-Month Avg*	96.4%	96.5%	- 0.1%

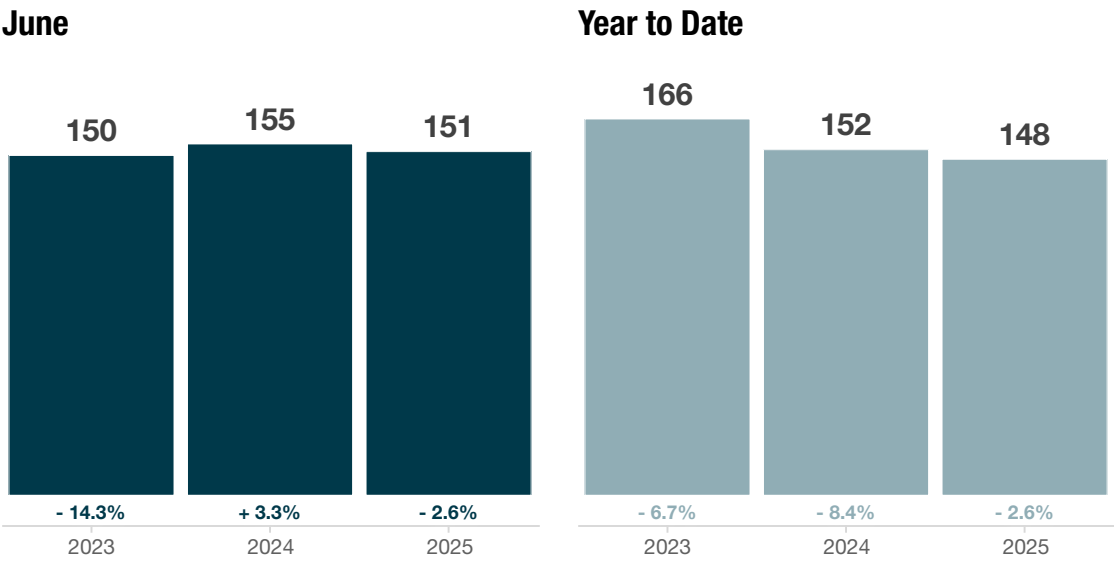
\* Pct. of List Price Received for all properties from July 2024 through June 2025. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



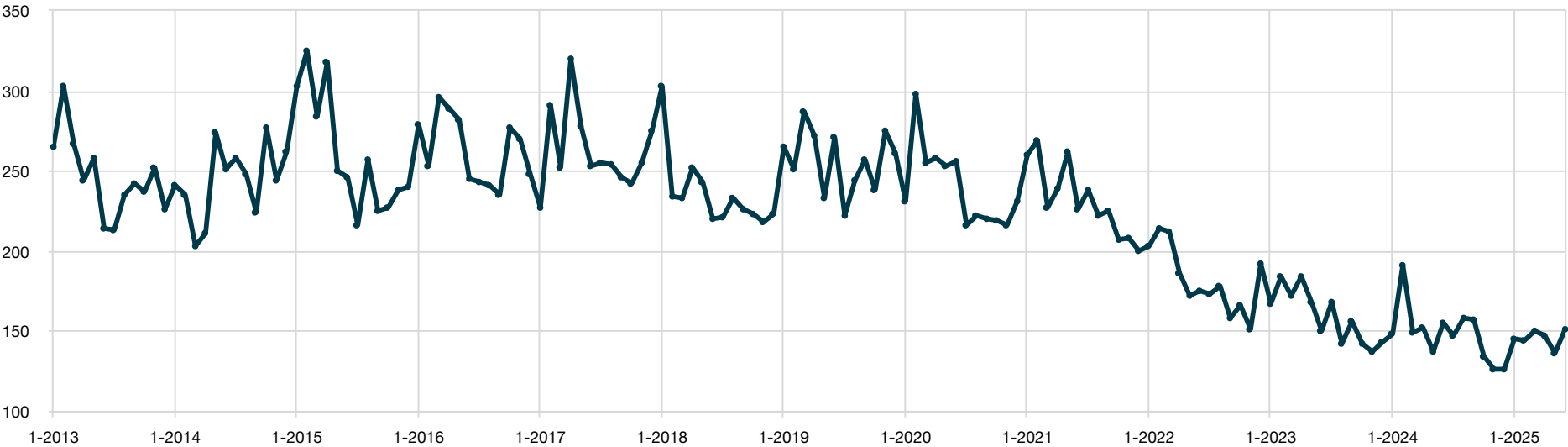
# Housing Affordability Index

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.



	Affordability Index	Prior Year	Percent Change
July 2024	147	168	- 12.5%
August 2024	158	142	+ 11.3%
September 2024	157	156	+ 0.6%
October 2024	134	142	- 5.6%
November 2024	126	137	- 8.0%
December 2024	126	143	- 11.9%
January 2025	145	148	- 2.0%
February 2025	144	191	- 24.6%
March 2025	150	149	+ 0.7%
April 2025	147	152	- 3.3%
May 2025	136	137	- 0.7%
June 2025	151	155	- 2.6%
12-Month Avg	143	152	- 5.9%

## Historical Housing Affordability Index by Month

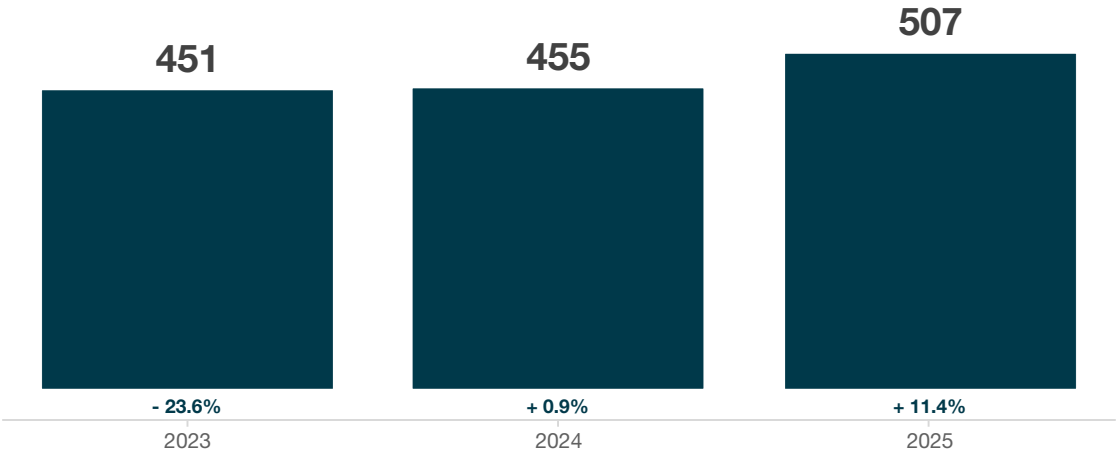


# Inventory of Homes for Sale

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

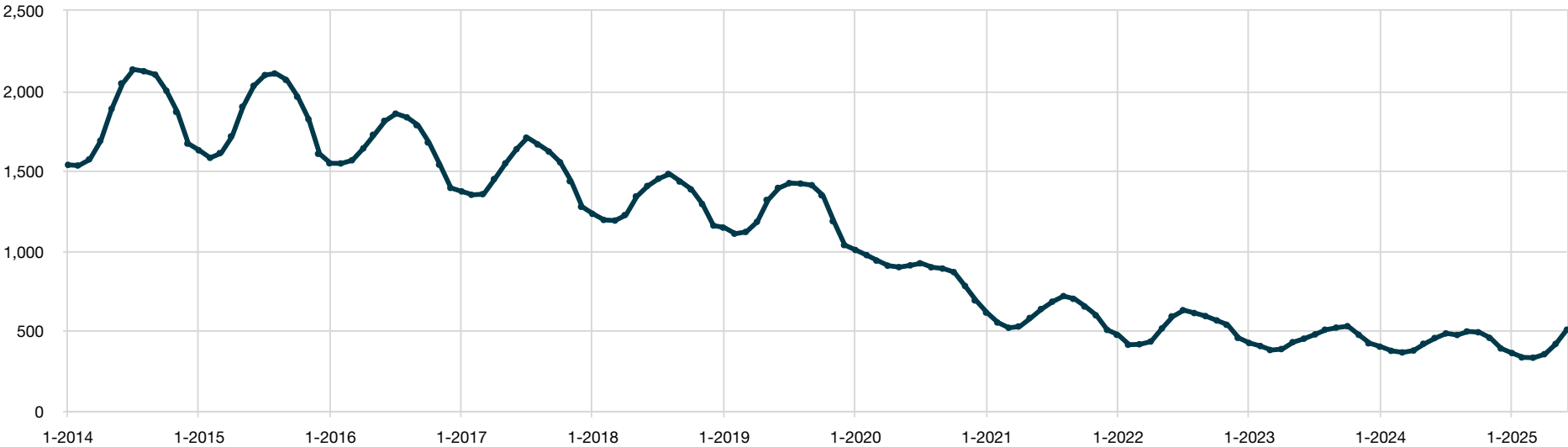


## June



Homes for Sale		Prior Year	Percent Change
July 2024	484	478	+ 1.3%
August 2024	474	507	- 6.5%
September 2024	496	520	- 4.6%
October 2024	491	529	- 7.2%
November 2024	456	475	- 4.0%
December 2024	390	422	- 7.6%
January 2025	361	401	- 10.0%
February 2025	334	375	- 10.9%
March 2025	332	365	- 9.0%
April 2025	354	377	- 6.1%
May 2025	418	419	- 0.2%
June 2025	507	455	+ 11.4%
12-Month Avg	425	444	- 4.3%

## Historical Inventory of Homes for Sale by Month

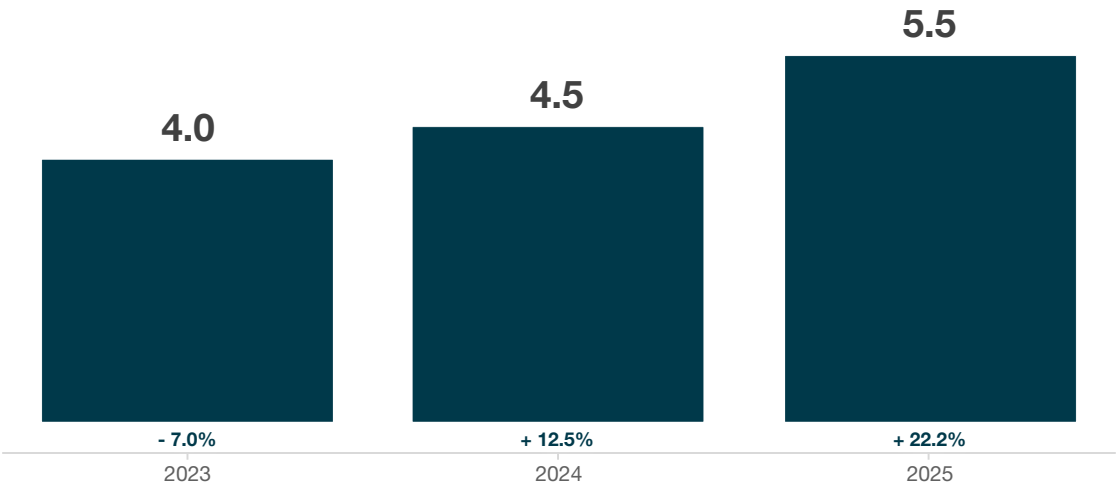


# Months Supply of Inventory

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.



June



Months Supply		Prior Year	Percent Change
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	3.9	4.0	- 2.5%
January 2025	3.7	3.8	- 2.6%
February 2025	3.5	3.5	0.0%
March 2025	3.5	3.4	+ 2.9%
April 2025	3.8	3.6	+ 5.6%
May 2025	4.5	4.0	+ 12.5%
June 2025	5.5	4.5	+ 22.2%
12-Month Avg*	4.4	4.2	+ 4.4%

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

## Historical Months Supply of Inventory by Month

