

Monthly Indicators



July 2025

U.S. existing-home sales fell 2.7% from the previous month to a seasonally adjusted annual rate of 3.93 million, according to the National Association of REALTORS® (NAR). Sales were unchanged from one year earlier. Regionally, monthly sales declined in the Midwest, Northeast, and South but rose in the West. Year-over-year, sales decreased in the Northeast and West but increased in the South and Midwest.

New Listings increased 9.3 percent to 223. Pending Sales decreased 18.7 percent to 113. Inventory increased 18.6 percent to 574.

Median Sales Price decreased 2.5 percent from \$200,000 to \$194,938. Days on Market increased 11.6 percent to 48. Months Supply of Inventory increased 31.3 percent to 6.3.

Nationally, the median existing-home sales price rose 2.0% year-over-year to \$435,300, a new monthly high and the 24th consecutive month of annual price gains, according to NAR. Slower sales activity has contributed to rising inventory this year, with 1.53 million properties listed for sale heading into July, a 15.9% increase from the same time last year and equivalent to a 4.7-month supply at the current sales pace.

Activity Snapshot

- 14.0%	- 2.5%	+ 18.6%
One-Year Change in Closed Sales All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Homes for Sale 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.

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Activity Overview

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



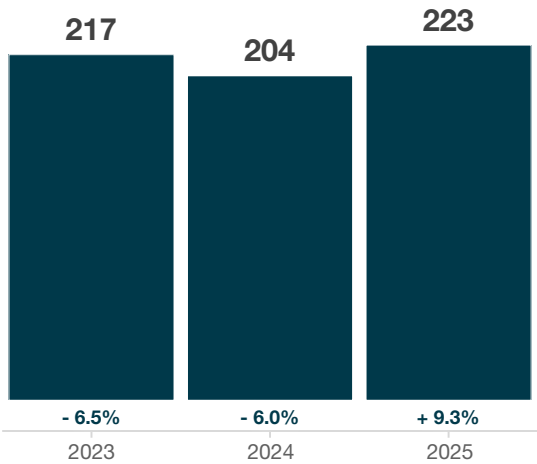
Key Metrics	Historical Sparkbars	7-2024	7-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		204	223	+ 9.3%	1,049	1,043	- 0.6%
Pending Sales		139	113	- 18.7%	719	616	- 14.3%
Closed Sales		107	92	- 14.0%	629	542	- 13.8%
Days on Market Until Sale		43	48	+ 11.6%	68	63	- 7.4%
Median Sales Price		\$200,000	\$194,938	- 2.5%	\$193,250	\$199,000	+ 3.0%
Average Sales Price		\$229,423	\$246,117	+ 7.3%	\$237,078	\$249,383	+ 5.2%
Percent of List Price Received		96.8%	99.5%	+ 2.8%	95.7%	96.5%	+ 0.8%
Housing Affordability Index		147	151	+ 2.7%	152	148	- 2.6%
Inventory of Homes for Sale		484	574	+ 18.6%	—	—	—
Months Supply of Inventory		4.8	6.3	+ 31.3%	—	—	—

New Listings

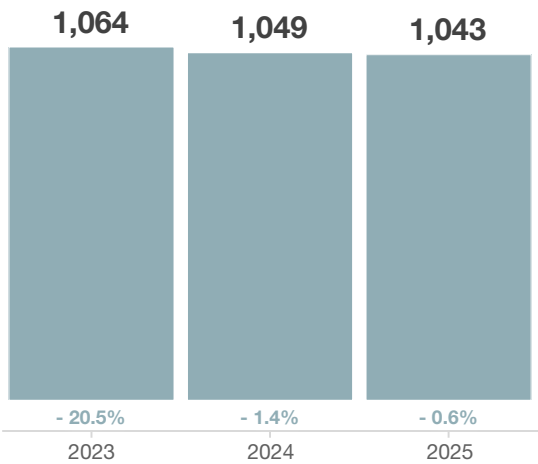
A count of the properties that have been newly listed on the market in a given month.



July

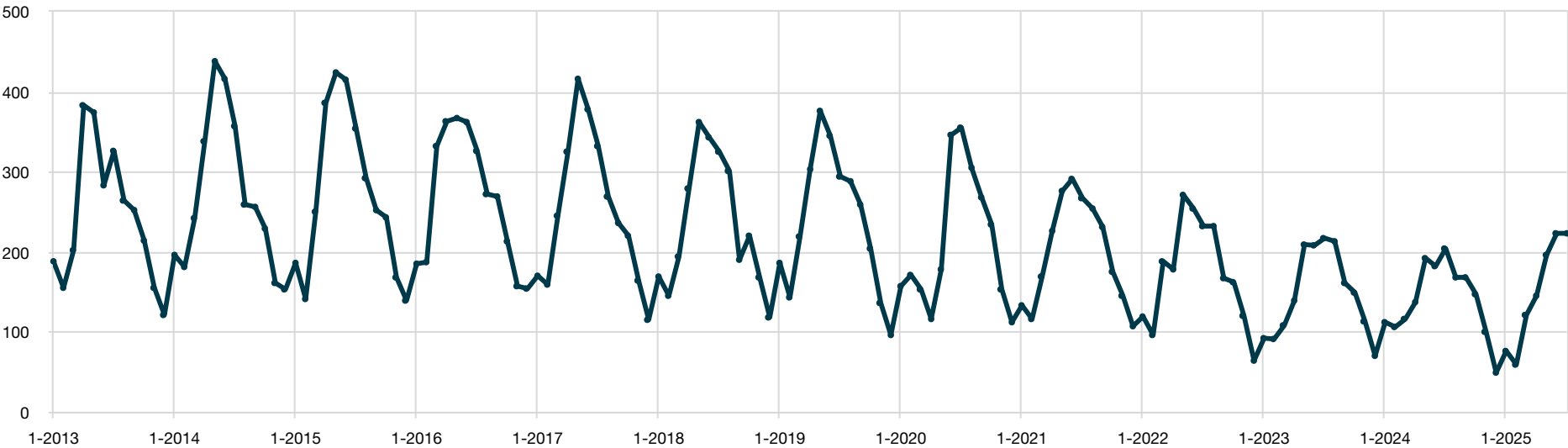


Year to Date



New Listings		Prior Year	Percent Change
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	121	116	+ 4.3%
April 2025	145	137	+ 5.8%
May 2025	196	192	+ 2.1%
June 2025	223	182	+ 22.5%
July 2025	223	204	+ 9.3%
12-Month Avg	140	146	- 4.1%

Historical New Listings by Month

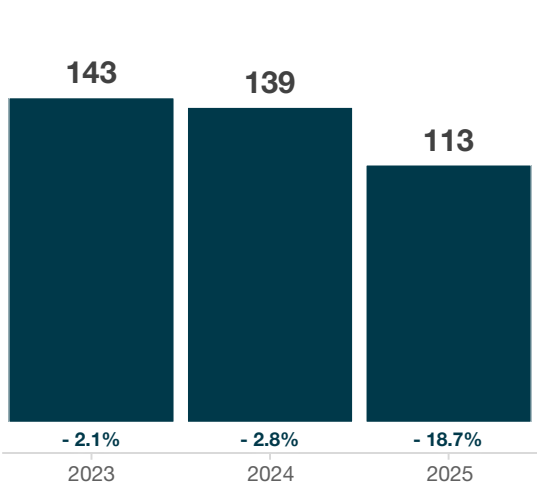


Pending Sales

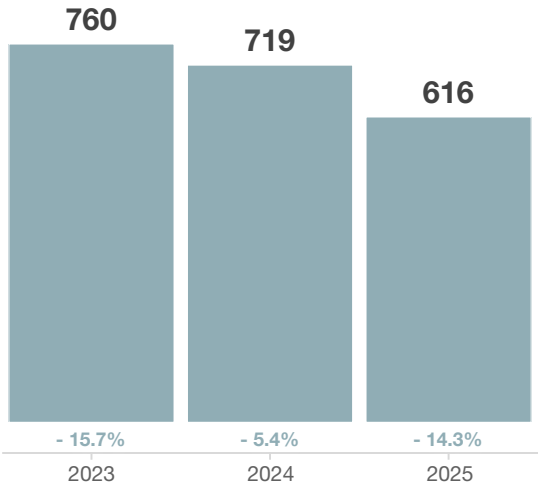
A count of the properties on which offers have been accepted in a given month.



July

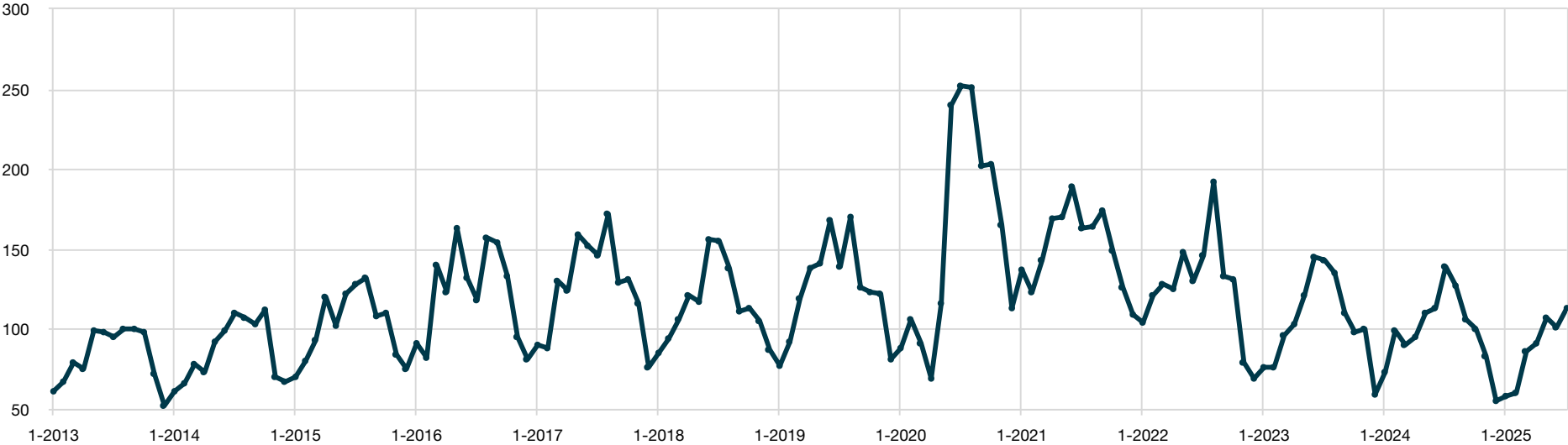


Year to Date



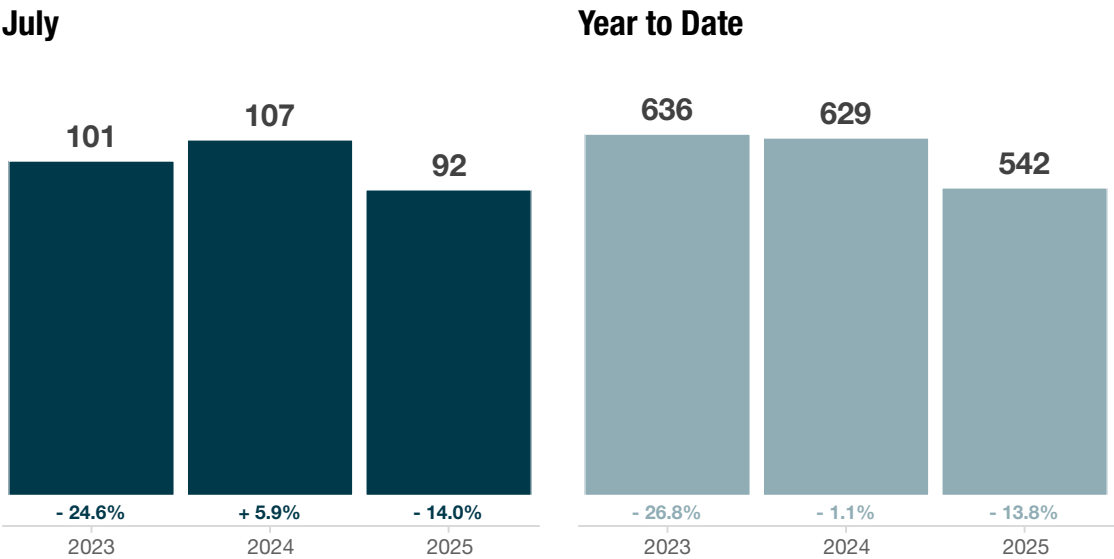
Pending Sales		Prior Year	Percent Change
August 2024	127	135	- 5.9%
September 2024	106	110	- 3.6%
October 2024	100	98	+ 2.0%
November 2024	83	100	- 17.0%
December 2024	55	59	- 6.8%
January 2025	58	73	- 20.5%
February 2025	60	99	- 39.4%
March 2025	86	90	- 4.4%
April 2025	91	95	- 4.2%
May 2025	107	110	- 2.7%
June 2025	101	113	- 10.6%
July 2025	113	139	- 18.7%
12-Month Avg	91	102	- 10.8%

Historical Pending Sales by Month



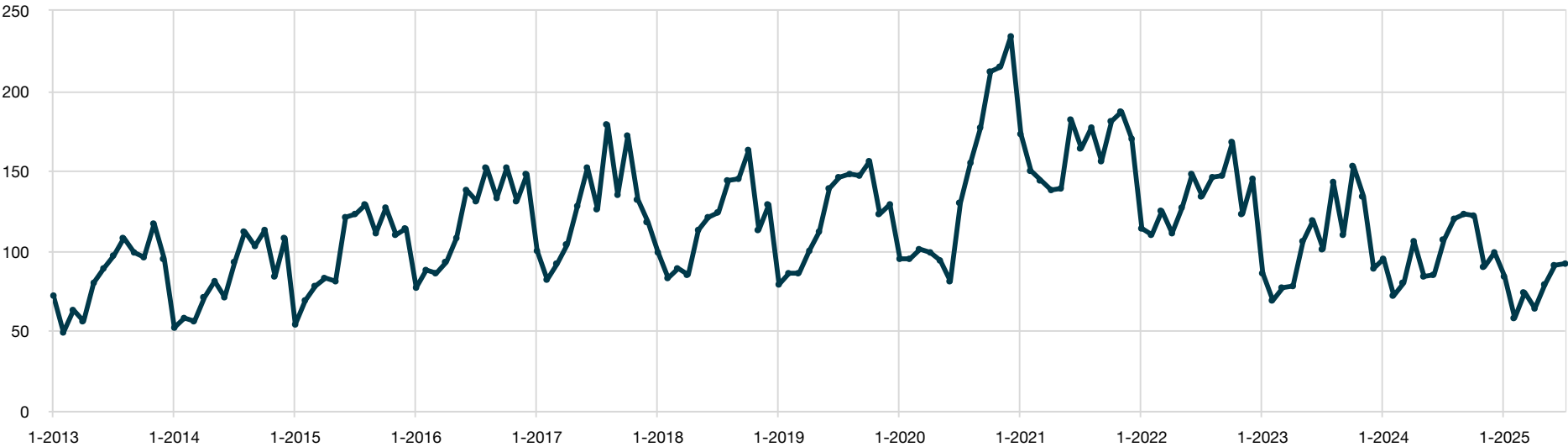
Closed Sales

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



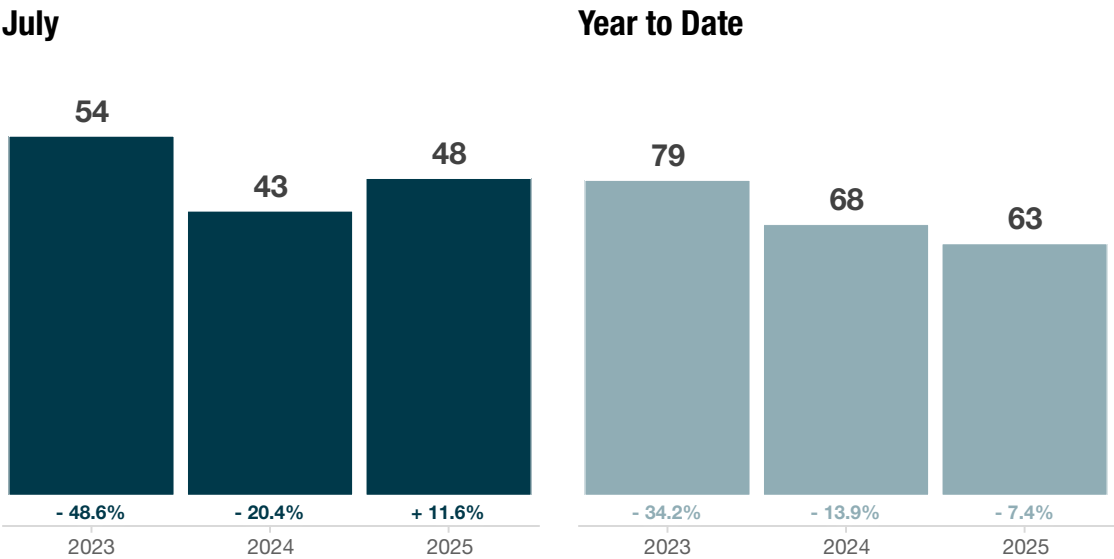
Closed Sales		Prior Year	Percent Change
August 2024	120	143	- 16.1%
September 2024	123	110	+ 11.8%
October 2024	122	153	- 20.3%
November 2024	90	134	- 32.8%
December 2024	99	89	+ 11.2%
January 2025	84	95	- 11.6%
February 2025	58	72	- 19.4%
March 2025	74	80	- 7.5%
April 2025	64	106	- 39.6%
May 2025	79	84	- 6.0%
June 2025	91	85	+ 7.1%
July 2025	92	107	- 14.0%
12-Month Avg	91	105	- 13.3%

Historical Closed Sales by Month



Days on Market Until Sale

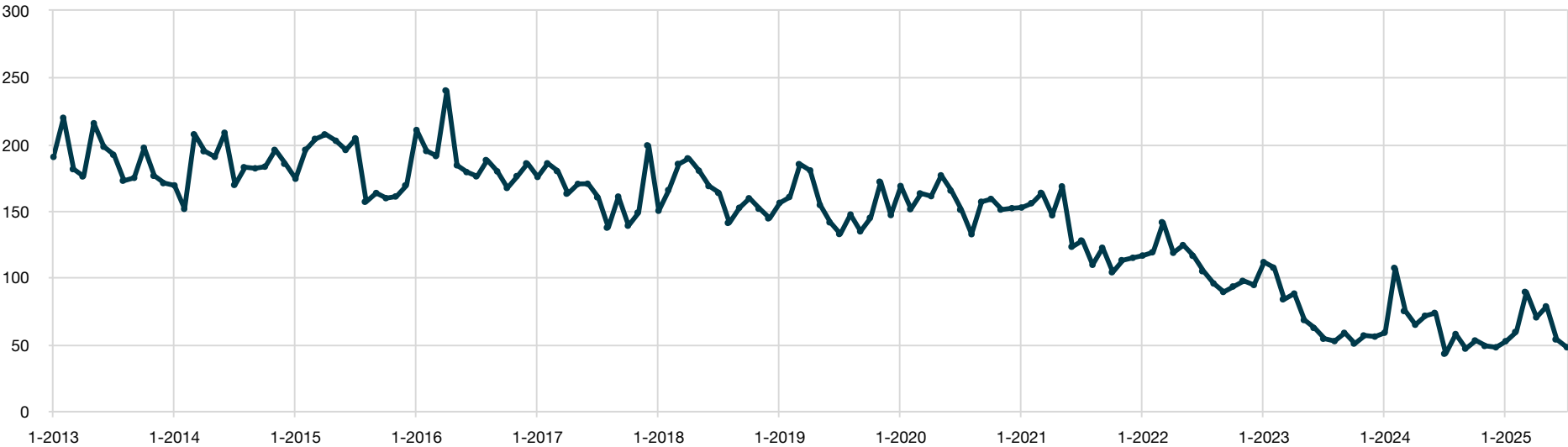
Average number of days between when a property is listed and when an offer is accepted in a given month.



Days on Market		Prior Year	Percent Change
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	54	73	- 26.0%
July 2025	48	43	+ 11.6%
12-Month Avg*	57	61	- 6.9%

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

Historical Days on Market Until Sale by Month

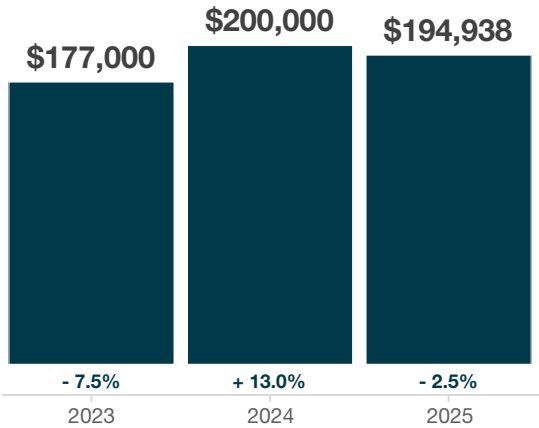


Median Sales Price

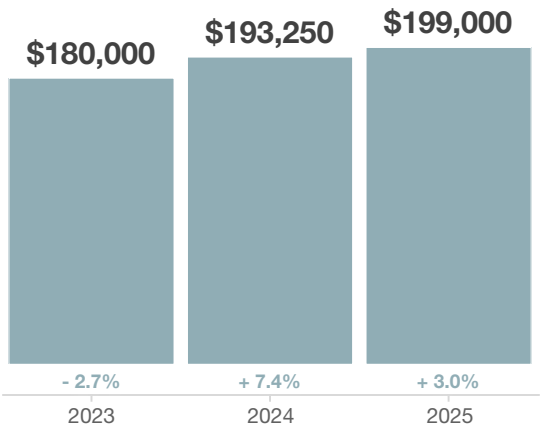
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



July



Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$200,000	\$187,000	+ 7.0%
May 2025	\$213,500	\$209,000	+ 2.2%
June 2025	\$193,000	\$188,500	+ 2.4%
July 2025	\$194,938	\$200,000	- 2.5%
12-Month Avg*	\$205,000	\$195,000	+ 5.1%

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

Historical Median Sales Price by Month

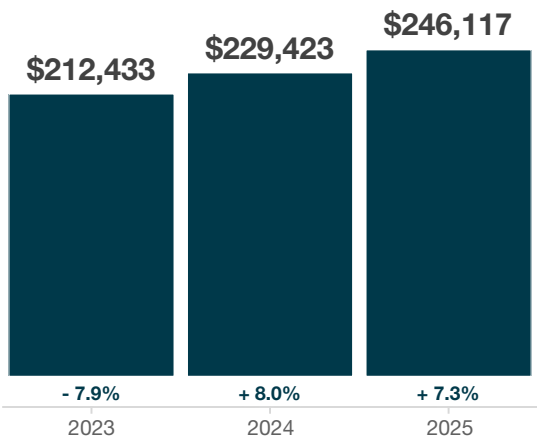


Average Sales Price

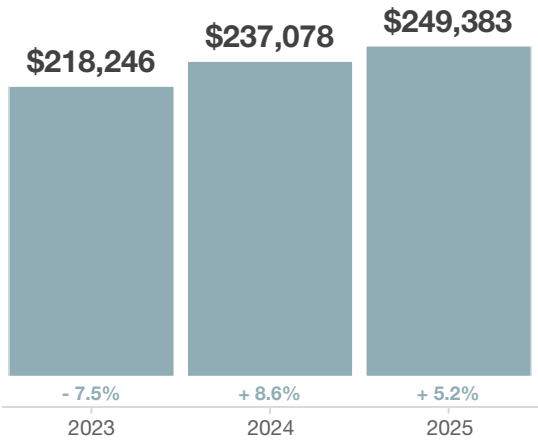
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



July



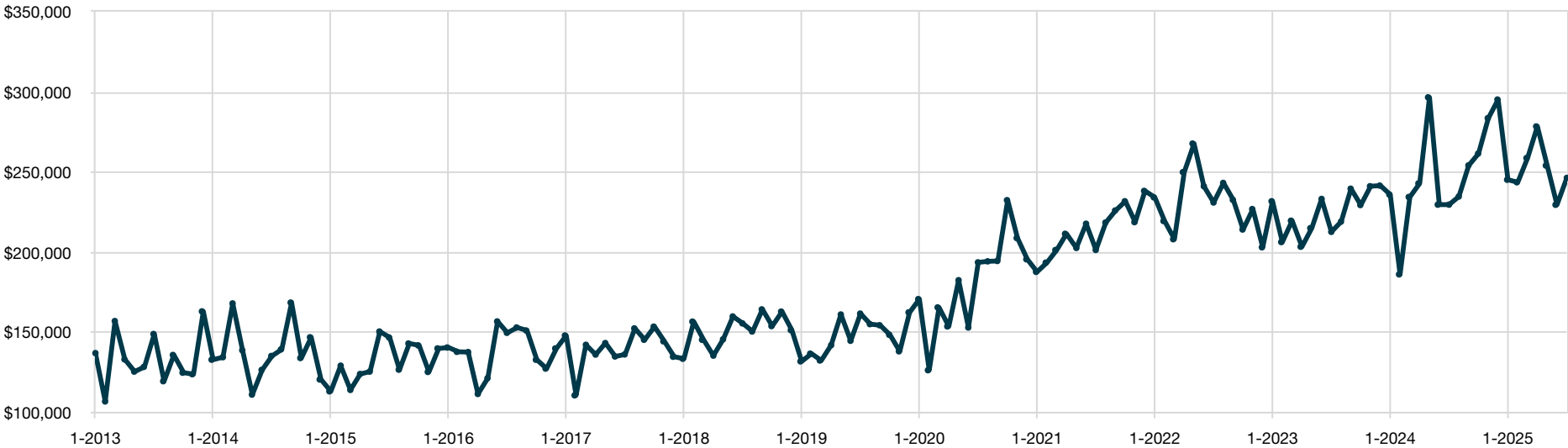
Year to Date



Avg. Sales Price	Prior Year	Percent Change
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	\$278,261	\$242,676 + 14.7%
May 2025	\$253,831	\$296,431 - 14.4%
June 2025	\$229,345	\$229,420 - 0.0%
July 2025	\$246,117	\$229,423 + 7.3%
12-Month Avg*	\$256,518	\$234,937 + 9.2%

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

Historical Average Sales Price by Month

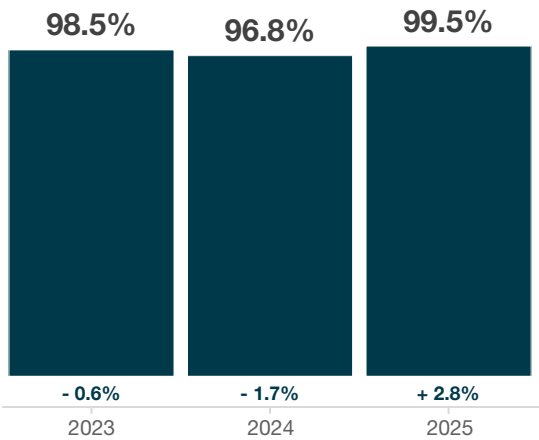


Percent of List Price Received

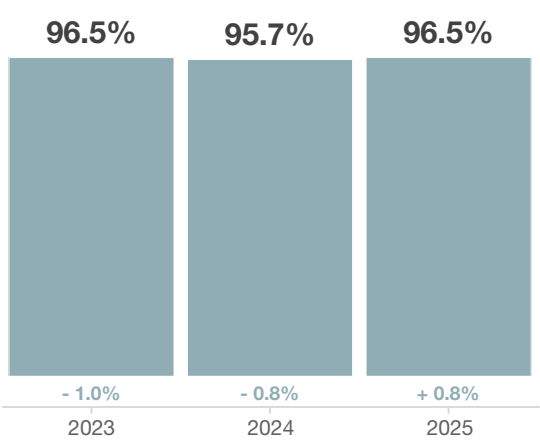
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



July



Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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	96.0%	97.3%	- 1.3%
May 2025	98.1%	96.0%	+ 2.2%
June 2025	96.4%	96.6%	- 0.2%
July 2025	99.5%	96.8%	+ 2.8%
12-Month Avg*	96.6%	96.4%	+ 0.2%

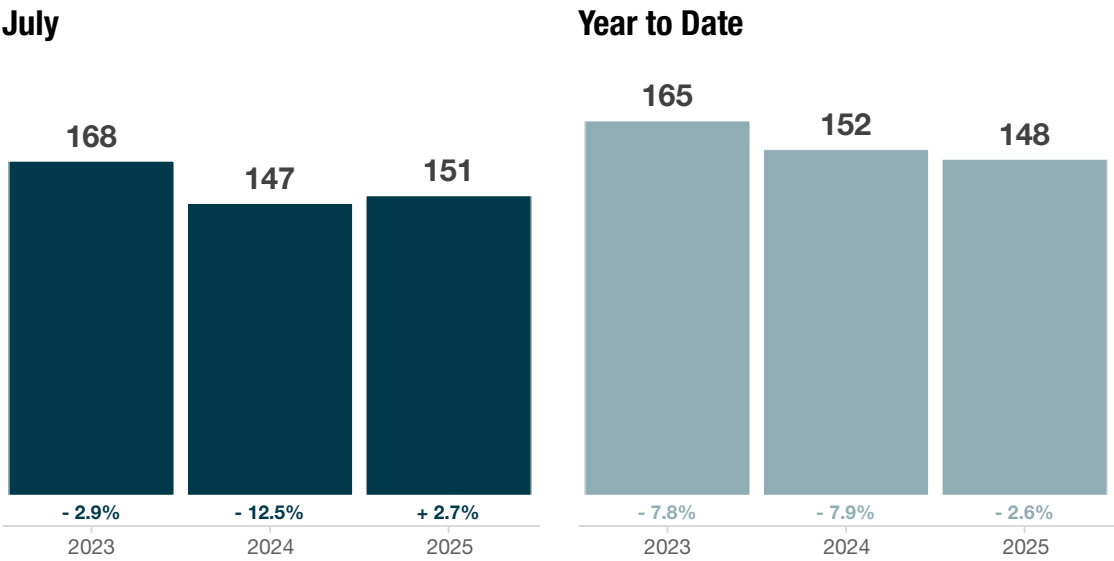
* Pct. of List Price Received for all properties from August 2024 through July 2025. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



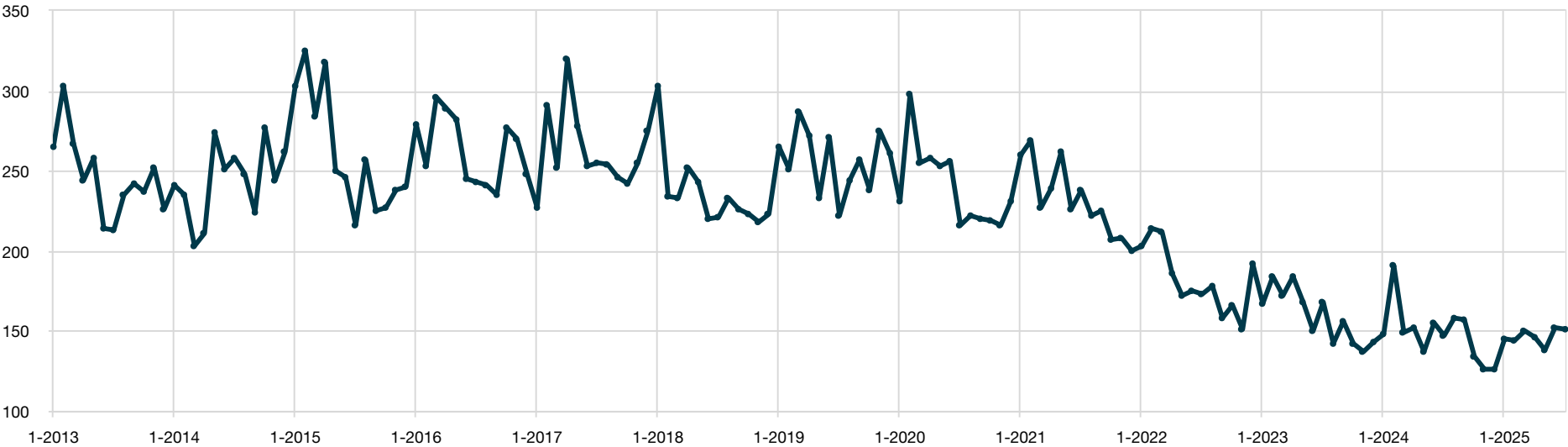
Housing Affordability Index

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
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	146	152	- 3.9%
May 2025	138	137	+ 0.7%
June 2025	152	155	- 1.9%
July 2025	151	147	+ 2.7%
12-Month Avg	144	150	- 4.0%

Historical Housing Affordability Index by Month

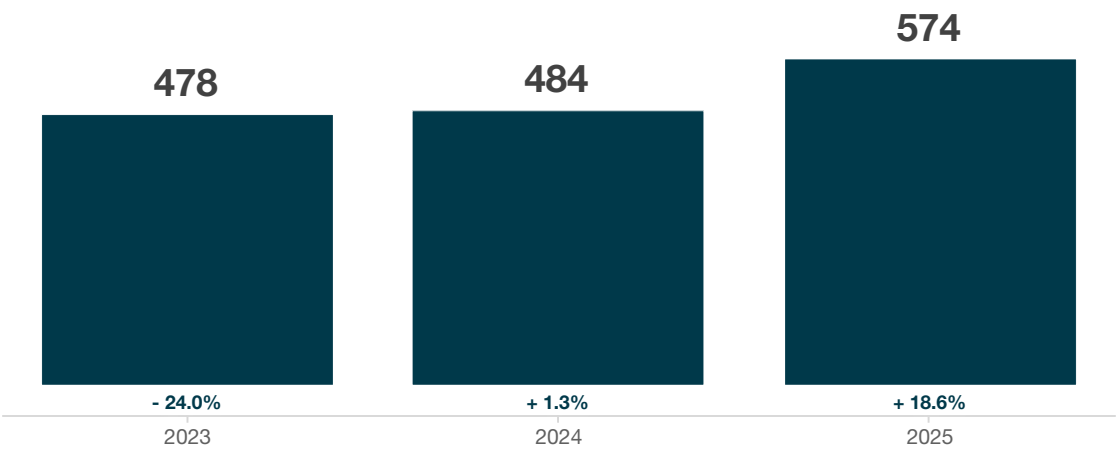


Inventory of Homes for Sale

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

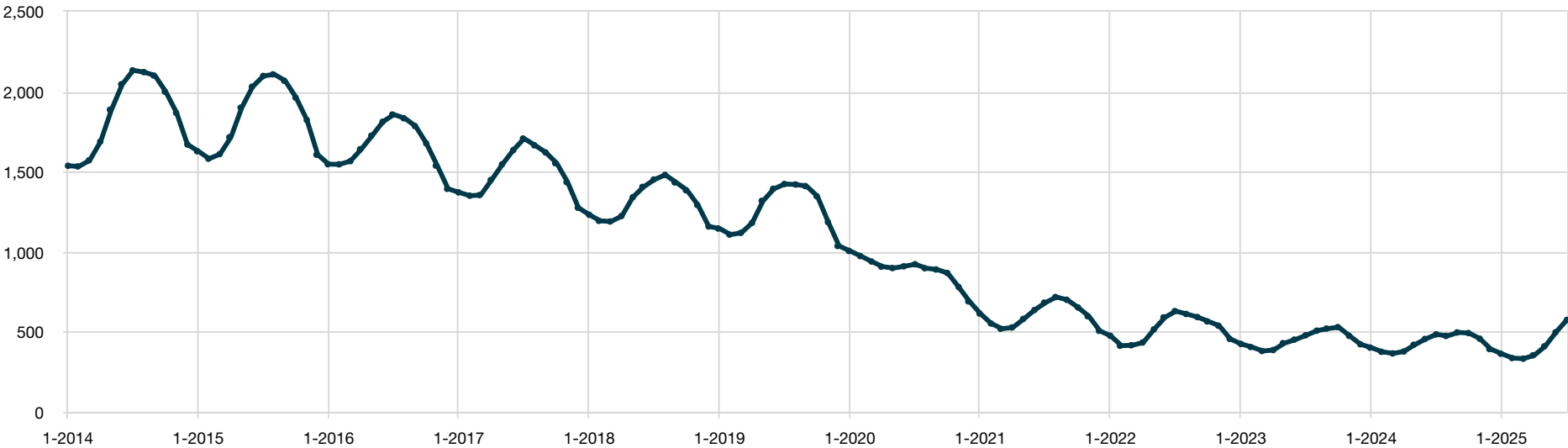


July



Homes for Sale		Prior Year	Percent Change
August 2024	474	507	- 6.5%
September 2024	496	520	- 4.6%
October 2024	492	529	- 7.0%
November 2024	457	475	- 3.8%
December 2024	392	422	- 7.1%
January 2025	363	401	- 9.5%
February 2025	336	375	- 10.4%
March 2025	332	365	- 9.0%
April 2025	353	377	- 6.4%
May 2025	409	419	- 2.4%
June 2025	497	455	+ 9.2%
July 2025	574	484	+ 18.6%
12-Month Avg	431	444	- 2.9%

Historical Inventory of Homes for Sale by Month

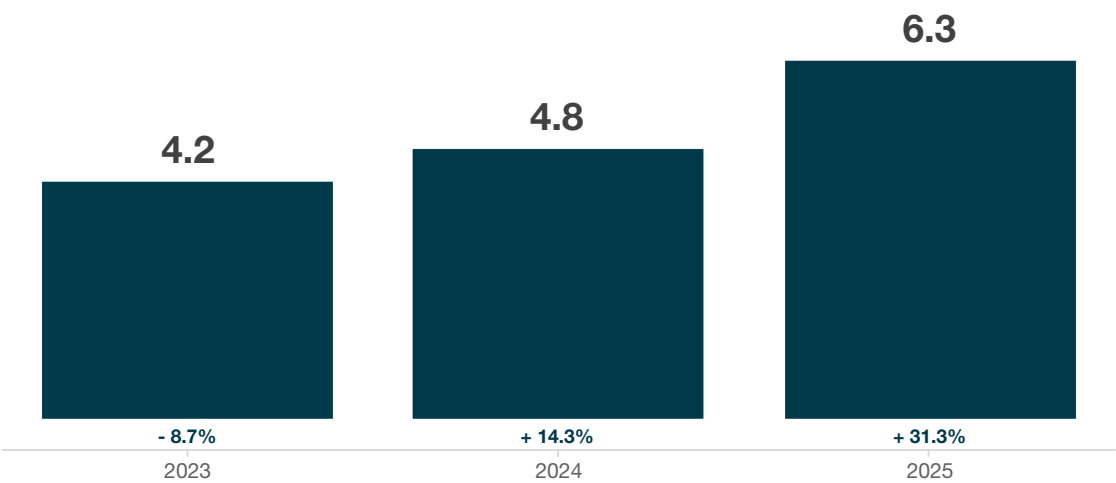


Months Supply of Inventory

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.



July



Months Supply		Prior Year	Percent Change
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	3.5	3.5	0.0%
March 2025	3.5	3.4	+ 2.9%
April 2025	3.8	3.6	+ 5.6%
May 2025	4.4	4.0	+ 10.0%
June 2025	5.4	4.5	+ 20.0%
July 2025	6.3	4.8	+ 31.3%
12-Month Avg*	4.5	4.2	+ 5.9%

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

Historical Months Supply of Inventory by Month

