

# Monthly Indicators



## August 2025

U.S. existing-home sales rose 2.0% month-over-month and 0.8% year-over-year to a seasonally adjusted annual rate of 4.01 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast a rate of 3.92 million units. Regionally, sales increased on a monthly basis in the West, South, and Northeast, but declined in the Midwest.

New Listings increased 0.6 percent to 169. Pending Sales decreased 32.3 percent to 86. Inventory increased 27.6 percent to 605.

Median Sales Price increased 8.0 percent from \$192,075 to \$207,500. Days on Market decreased 19.0 percent to 47. Months Supply of Inventory increased 44.7 percent to 6.8.

Nationally, 1.55 million units were listed for sale heading into August, up 0.6% from the previous month and 15.7% higher than the same time last year, representing a 4.6-month supply at the current sales pace, according to NAR. Inventory is now at its highest level since May 2020, a shift that has helped slow price growth in many markets. As a result, the national median existing-home sales price edged up just 0.2% year-over-year to \$422,400.

## Activity Snapshot

<b>- 16.7%</b>	<b>+ 8.0%</b>	<b>+ 27.6%</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.



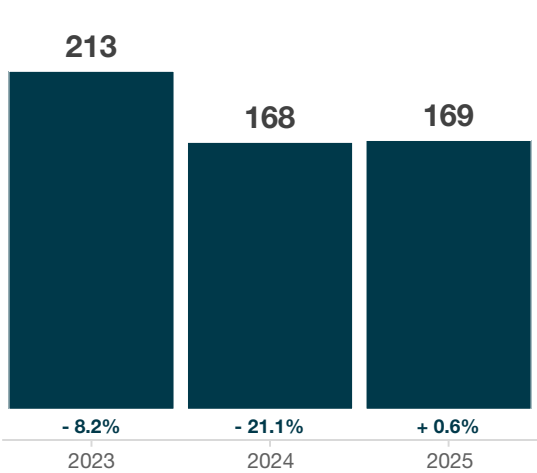
Key Metrics	Historical Sparkbars	8-2024	8-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		168	169	+ 0.6%	1,217	1,211	- 0.5%
Pending Sales		127	86	- 32.3%	846	725	- 14.3%
Closed Sales		120	100	- 16.7%	749	644	- 14.0%
Days on Market Until Sale		58	47	- 19.0%	67	61	- 9.0%
Median Sales Price		\$192,075	\$207,500	+ 8.0%	\$193,125	\$200,000	+ 3.6%
Average Sales Price		\$234,493	\$248,160	+ 5.8%	\$236,663	\$249,081	+ 5.2%
Percent of List Price Received		95.7%	98.1%	+ 2.5%	95.7%	96.8%	+ 1.1%
Housing Affordability Index		158	146	- 7.6%	158	151	- 4.4%
Inventory of Homes for Sale		474	605	+ 27.6%	—	—	—
Months Supply of Inventory		4.7	6.8	+ 44.7%	—	—	—

# New Listings

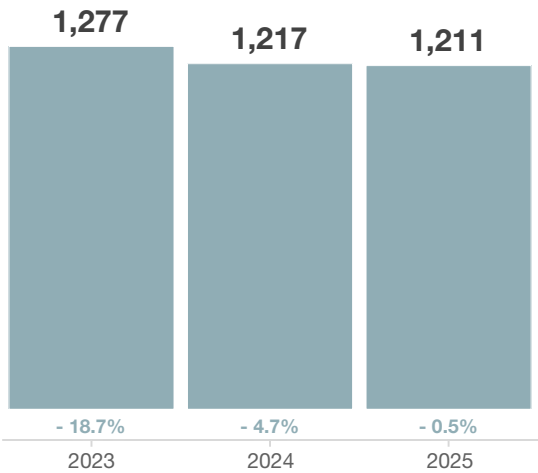
A count of the properties that have been newly listed on the market in a given month.



## August

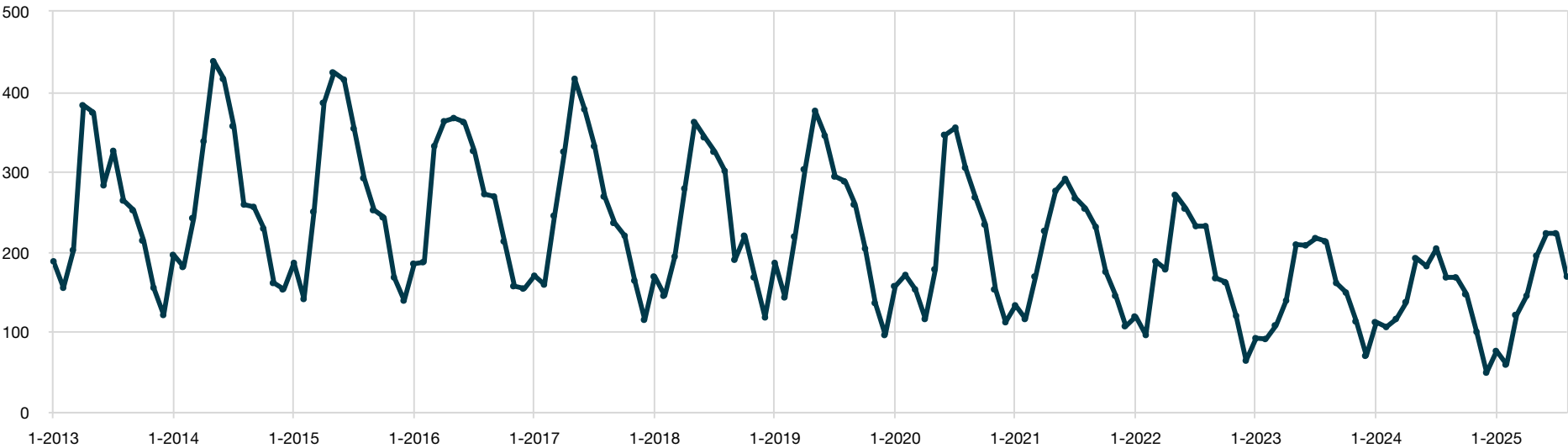


## Year to Date



New Listings		Prior Year	Percent Change
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	195	192	+ 1.6%
June 2025	223	182	+ 22.5%
July 2025	223	204	+ 9.3%
August 2025	169	168	+ 0.6%
12-Month Avg	140	143	- 2.1%

## Historical New Listings by Month

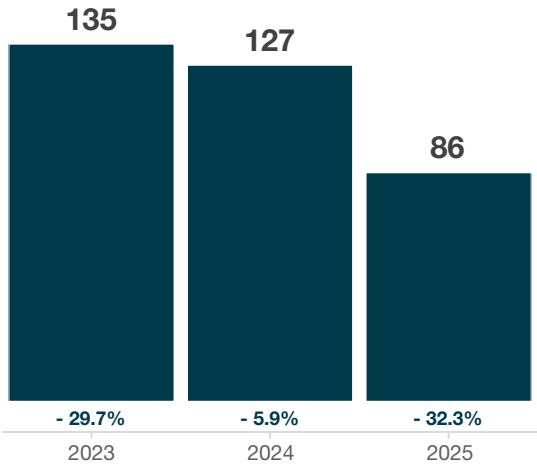


# Pending Sales

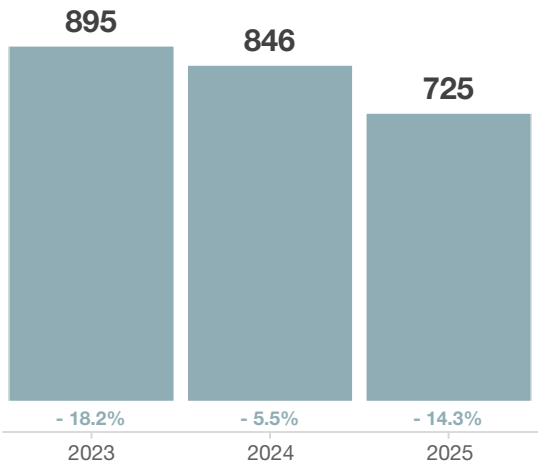
A count of the properties on which offers have been accepted in a given month.



## August

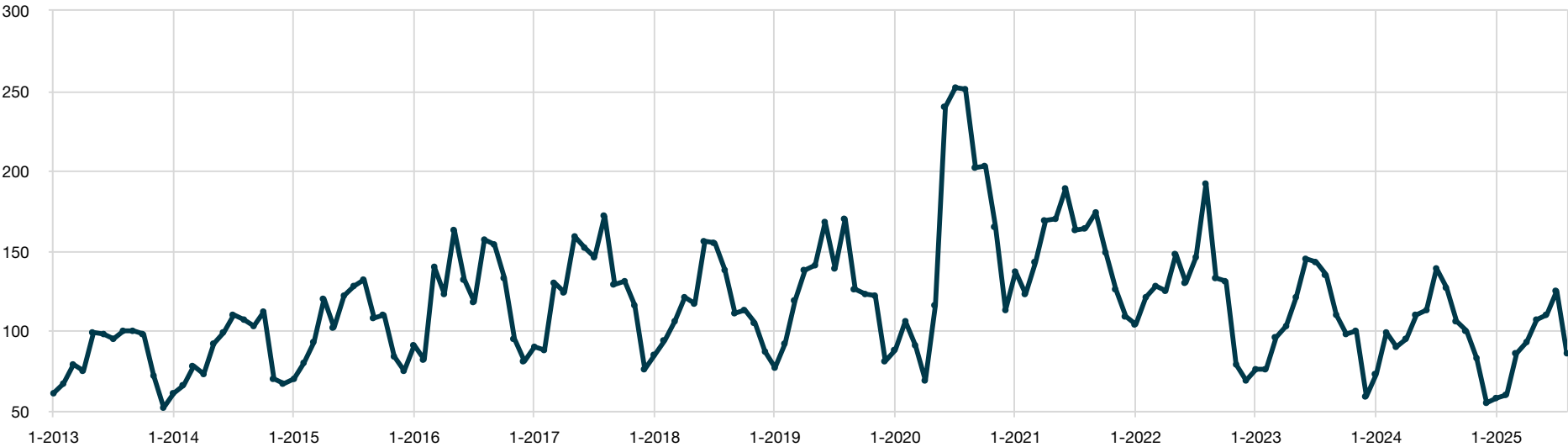


## Year to Date



Pending Sales		Prior Year	Percent Change
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	93	95	- 2.1%
May 2025	107	110	- 2.7%
June 2025	110	113	- 2.7%
July 2025	125	139	- 10.1%
August 2025	86	127	- 32.3%
12-Month Avg	89	101	- 11.9%

## Historical Pending Sales by Month

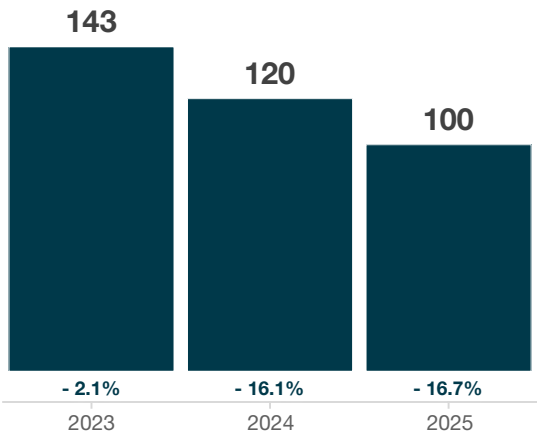


# Closed Sales

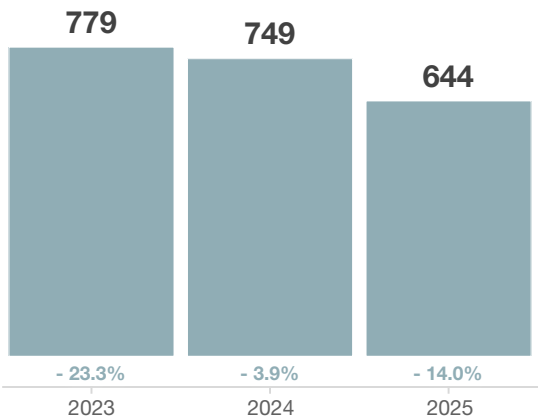
A count of the actual sales that closed in a given month.



## August

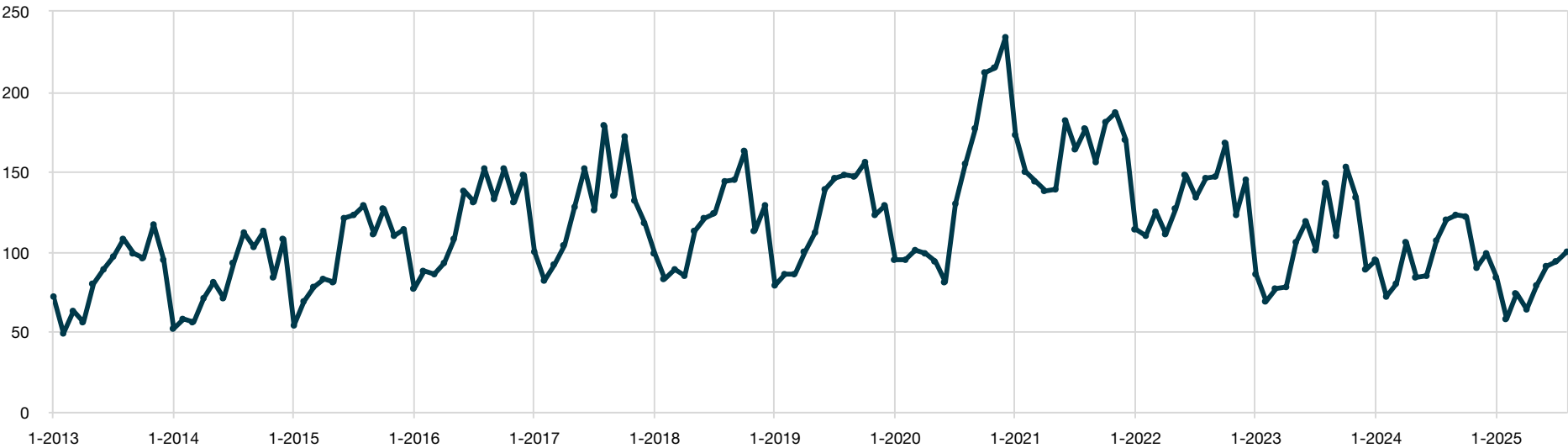


## Year to Date



Closed Sales		Prior Year	Percent Change
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	94	107	- 12.1%
August 2025	100	120	- 16.7%
12-Month Avg	90	103	- 12.6%

## Historical Closed Sales by Month

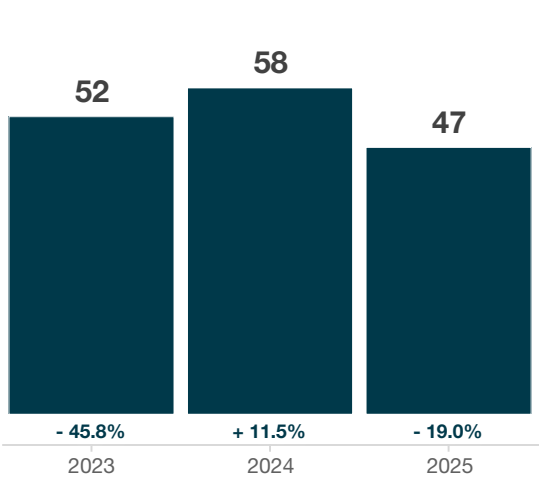


# Days on Market Until Sale

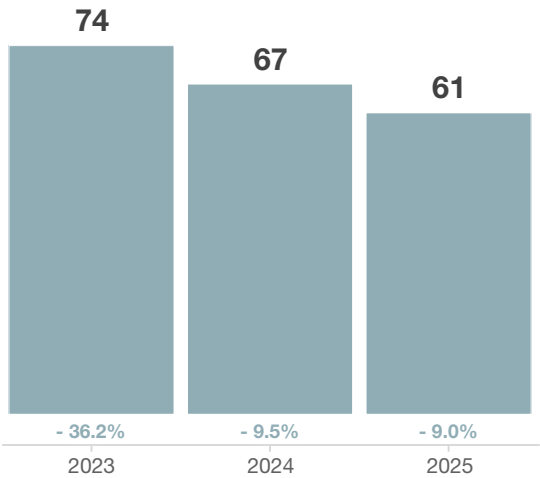
Average number of days between when a property is listed and when an offer is accepted in a given month.



## August



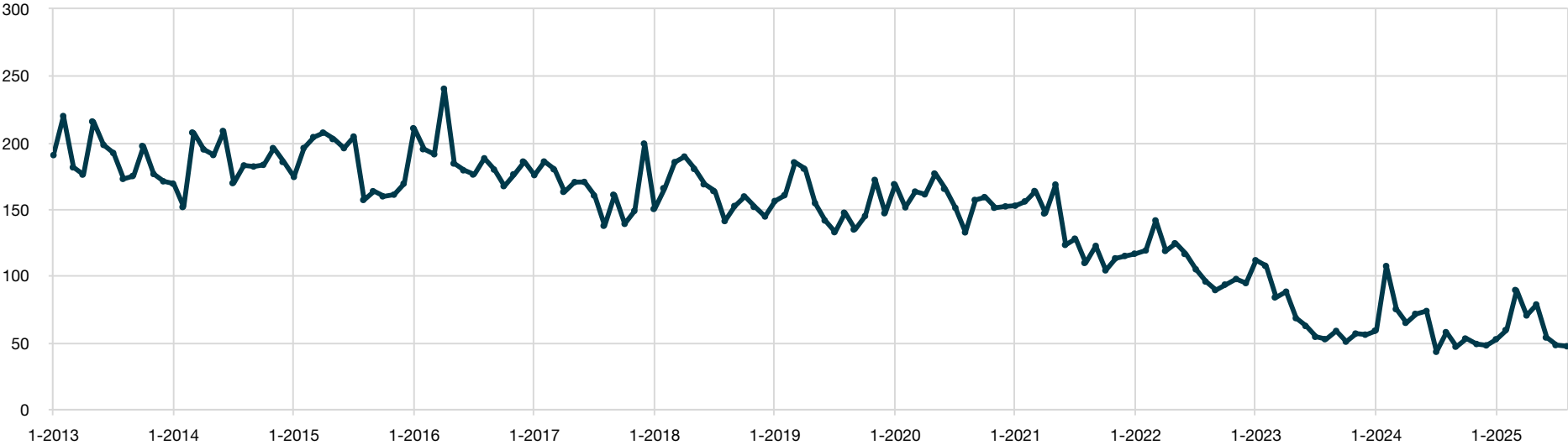
## Year to Date



Days on Market		Prior Year	Percent Change
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%
August 2025	47	58	- 19.0%
12-Month Avg*	56	62	- 9.5%

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

## Historical Days on Market Until Sale by Month

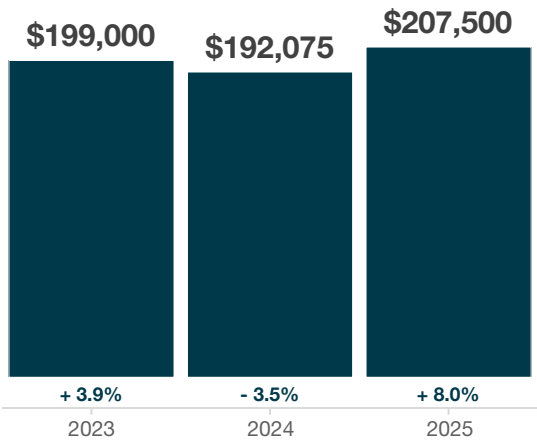


# Median Sales Price

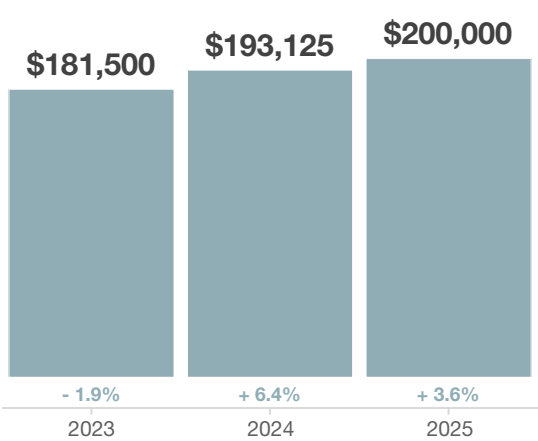
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## August



## Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
August 2025	\$207,500	\$192,075	+ 8.0%
12-Month Avg*	\$206,000	\$195,000	+ 5.6%

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

## Historical Median Sales Price by Month

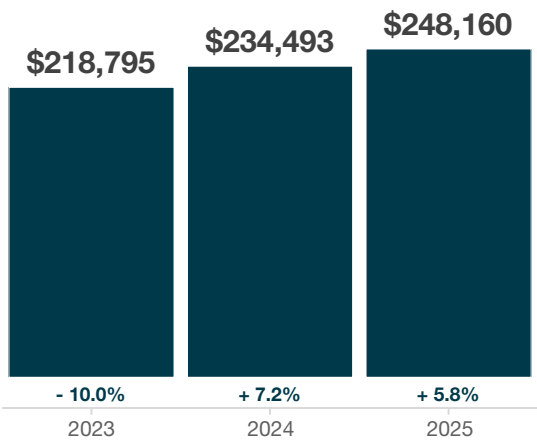


# Average Sales Price

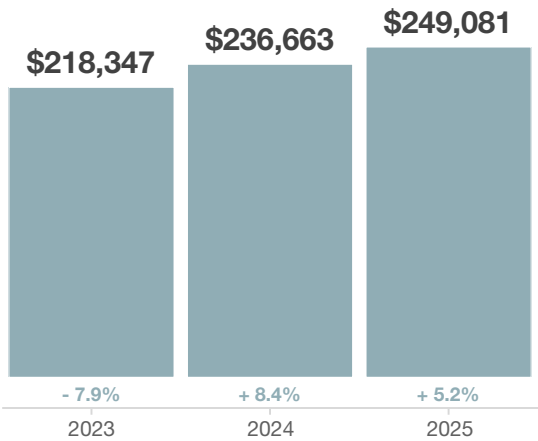
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## August



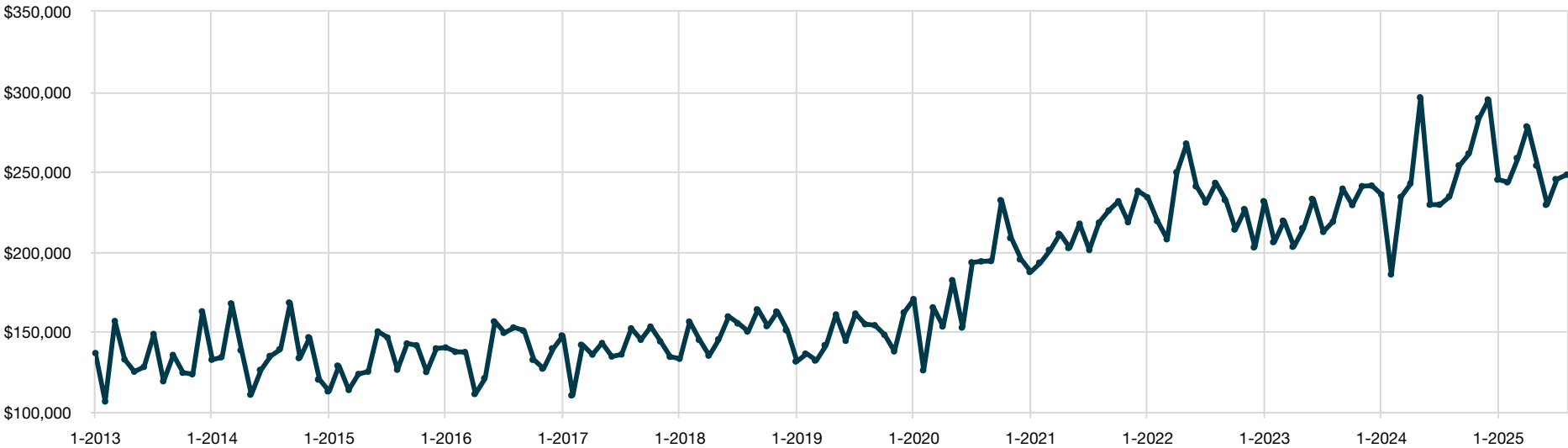
## Year to Date



Avg. Sales Price	Prior Year	Percent Change
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	\$245,058	\$235,700 + 4.0%
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	\$245,343	\$229,423 + 6.9%
August 2025	\$248,160	\$234,493 + 5.8%
12-Month Avg*	\$258,119	\$236,767 + 9.0%

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

## Historical Average Sales Price by Month



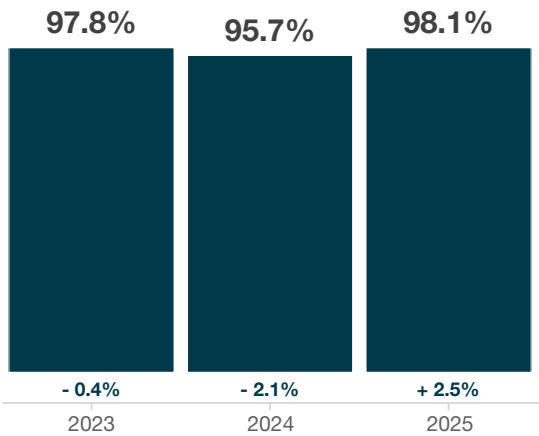


# Percent of List Price Received

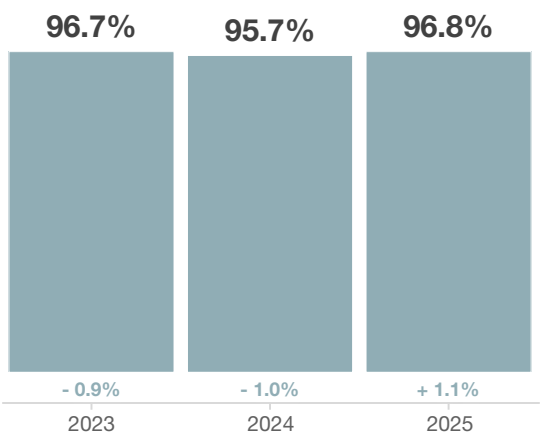
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## August



## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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	96.8%	94.4%	+ 2.5%
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	99.6%	96.8%	+ 2.9%
August 2025	98.1%	95.7%	+ 2.5%
12-Month Avg*	96.8%	96.1%	+ 0.7%

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

## Historical Percent of List Price Received by Month

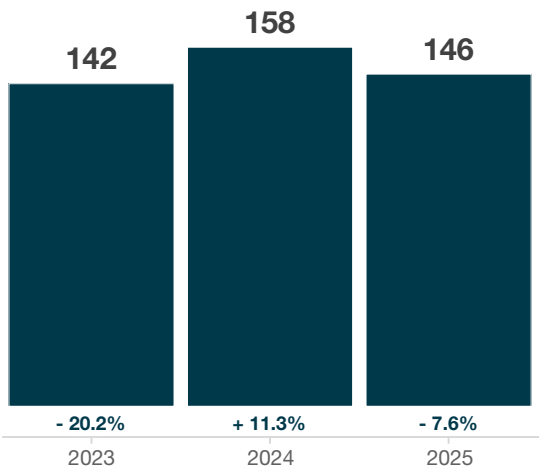


# Housing Affordability Index

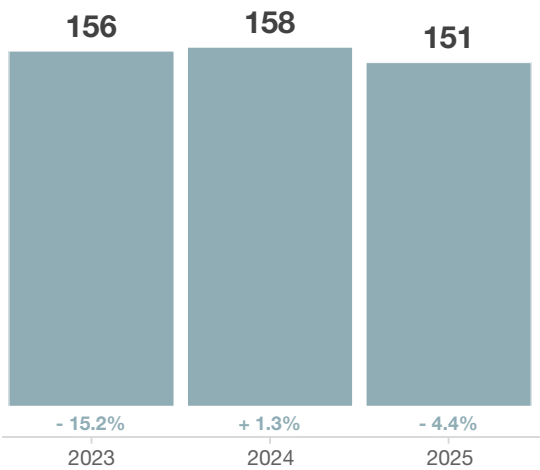
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## August

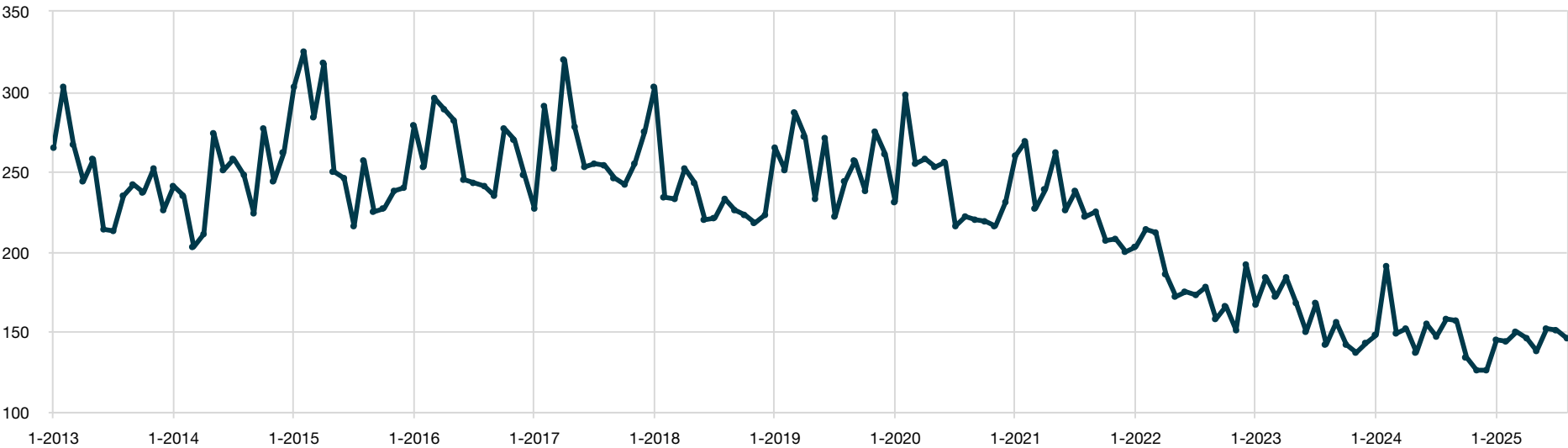


## Year to Date



	Affordability Index	Prior Year	Percent Change
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%
August 2025	146	158	- 7.6%
12-Month Avg	143	151	- 5.3%

## Historical Housing Affordability Index by Month

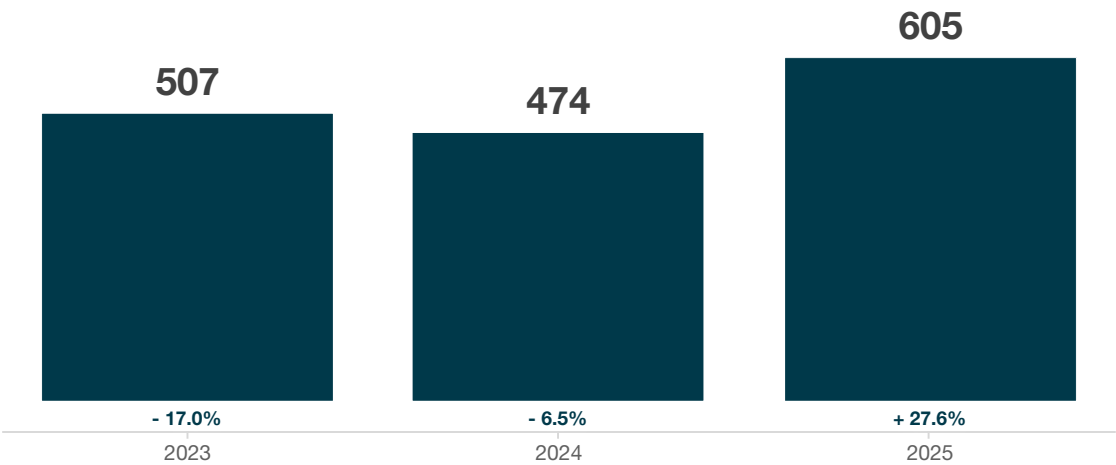


# Inventory of Homes for Sale

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

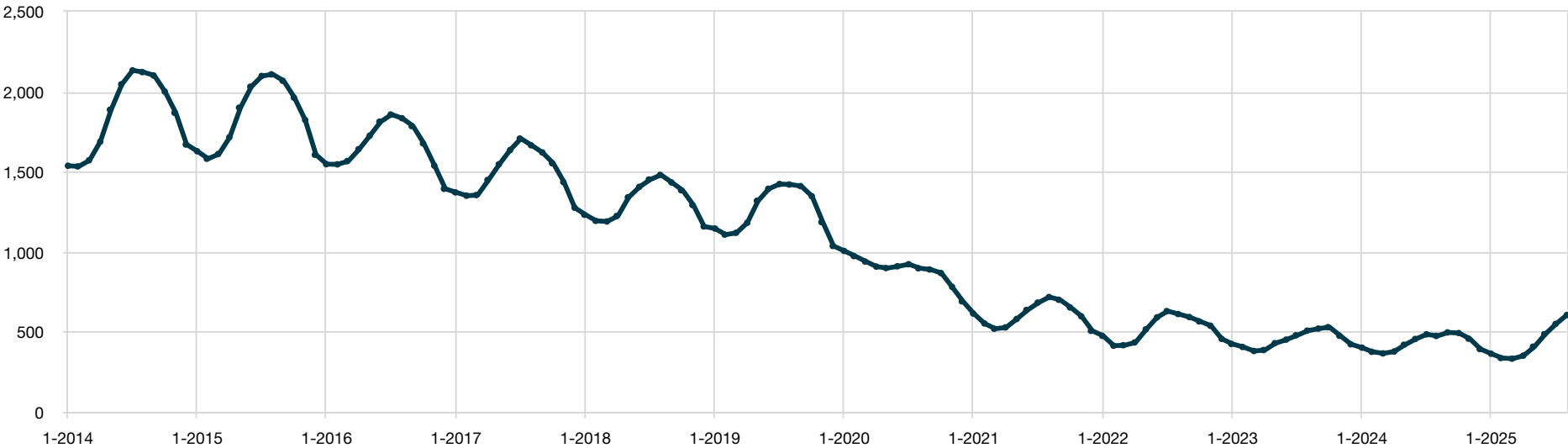


## August



Homes for Sale		Prior Year	Percent Change
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	351	377	- 6.9%
May 2025	407	419	- 2.9%
June 2025	485	455	+ 6.6%
July 2025	549	484	+ 13.4%
August 2025	605	474	+ 27.6%
12-Month Avg	439	441	- 0.5%

## Historical Inventory of Homes for Sale by Month

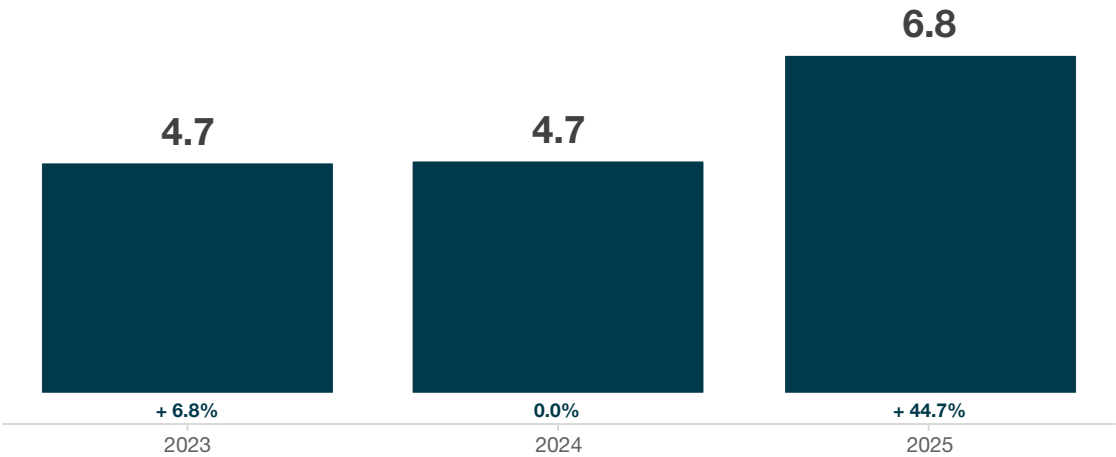


# Months Supply of Inventory

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.



## August



Months Supply		Prior Year	Percent Change
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	3.7	3.6	+ 2.8%
May 2025	4.3	4.0	+ 7.5%
June 2025	5.2	4.5	+ 15.6%
July 2025	5.9	4.8	+ 22.9%
August 2025	6.8	4.7	+ 44.7%
12-Month Avg*	4.6	4.2	+ 8.7%

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

## Historical Months Supply of Inventory by Month

