

# Monthly Indicators



## March 2026

U.S. existing-home sales unexpectedly rose 1.7% month-over-month to a seasonally adjusted annual rate of 4.09 million, as lower mortgage rates helped boost buyer activity, according to the National Association of REALTORS® (NAR). Monthly sales increased in the Midwest, South, and West but decreased in the Northeast. Sales increased year-over-year in the South, but fell in the Northeast, Midwest, and West.

New Listings increased 9.9 percent to 133. Pending Sales decreased 28.4 percent to 63. Inventory increased 29.0 percent to 427.

Median Sales Price increased 16.5 percent from \$197,497 to \$230,000. Days on Market decreased 23.6 percent to 68. Months Supply of Inventory increased 25.7 percent to 4.4.

Data from NAR show that inventory continued to grow nationwide, ticking up 2.4% month-over-month and 4.9% year-over-year to 1.29 million units heading into March, representing a 3.8-month supply at the current sales pace. Meanwhile, home prices increased for the 32nd consecutive month, climbing 0.3% year-over-year to \$398,000.

## Activity Snapshot

<b>0.0%</b>	<b>+ 16.5%</b>	<b>+ 29.0%</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.



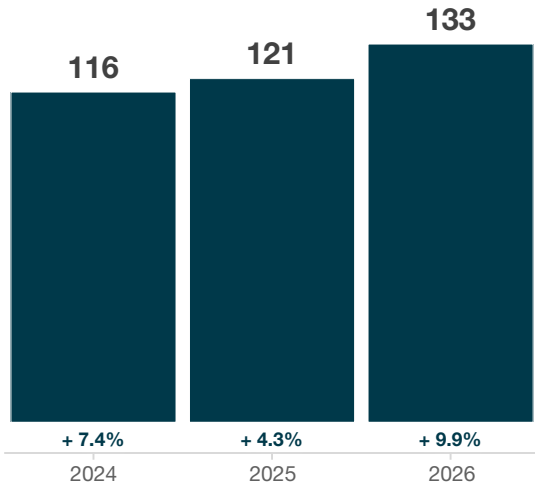
Key Metrics	Historical Sparkbars	3-2025	3-2026	% Change	YTD 2025	YTD 2026	% Change
<b>New Listings</b>		121	<b>133</b>	+ 9.9%	256	<b>308</b>	+ 20.3%
<b>Pending Sales</b>		88	<b>63</b>	- 28.4%	206	<b>206</b>	0.0%
<b>Closed Sales</b>		74	<b>74</b>	0.0%	216	<b>262</b>	+ 21.3%
<b>Days on Market Until Sale</b>		89	<b>68</b>	- 23.6%	67	<b>72</b>	+ 7.5%
<b>Median Sales Price</b>		\$197,497	<b>\$230,000</b>	+ 16.5%	\$199,450	<b>\$230,000</b>	+ 15.3%
<b>Average Sales Price</b>		\$258,547	<b>\$254,558</b>	- 1.5%	\$249,231	<b>\$270,752</b>	+ 8.6%
<b>Percent of List Price Received</b>		92.9%	<b>95.2%</b>	+ 2.5%	94.8%	<b>94.4%</b>	- 0.4%
<b>Housing Affordability Index</b>		154	<b>139</b>	- 9.7%	152	<b>139</b>	- 8.6%
<b>Inventory of Homes for Sale</b>		331	<b>427</b>	+ 29.0%	—	—	—
<b>Months Supply of Inventory</b>		3.5	<b>4.4</b>	+ 25.7%	—	—	—

# New Listings

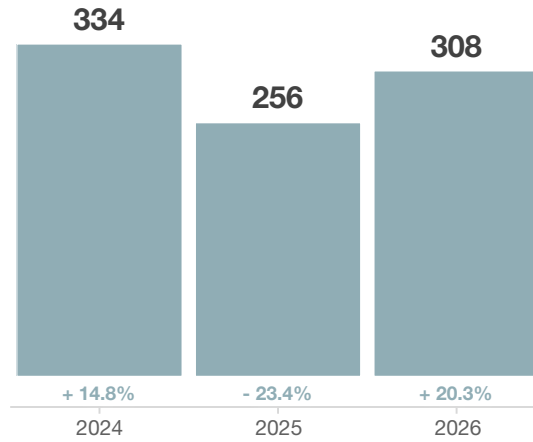
A count of the properties that have been newly listed on the market in a given month.



## March

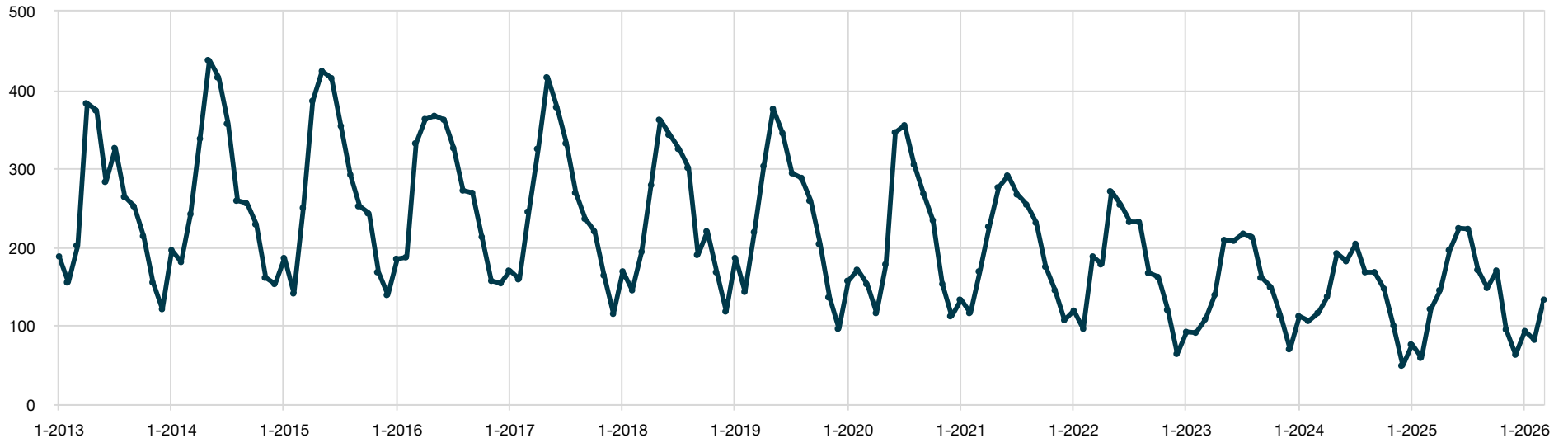


## Year to Date



	New Listings	Prior Year	Percent Change
April 2025	145	137	+ 5.8%
May 2025	196	192	+ 2.1%
June 2025	224	182	+ 23.1%
July 2025	223	204	+ 9.3%
August 2025	171	168	+ 1.8%
September 2025	148	168	- 11.9%
October 2025	170	147	+ 15.6%
November 2025	95	100	- 5.0%
December 2025	63	49	+ 28.6%
January 2026	93	76	+ 22.4%
February 2026	82	59	+ 39.0%
<b>March 2026</b>	<b>133</b>	<b>121</b>	<b>+ 9.9%</b>
12-Month Avg	145	134	+ 8.2%

## Historical New Listings by Month

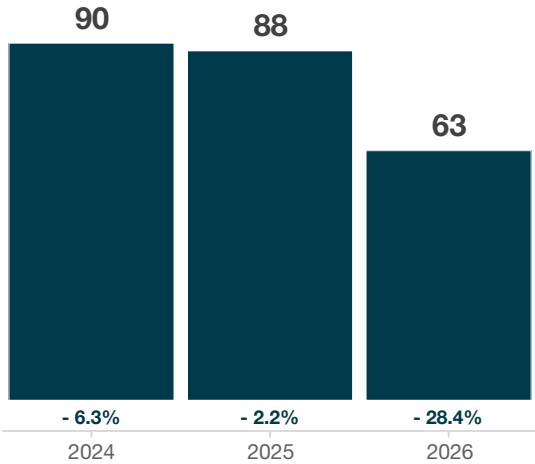


# Pending Sales

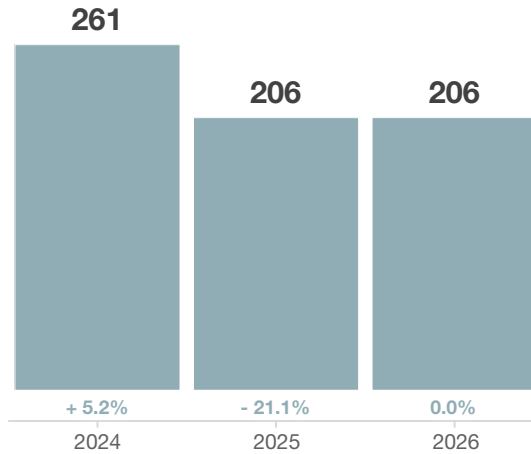
A count of the properties on which offers have been accepted in a given month.



## March

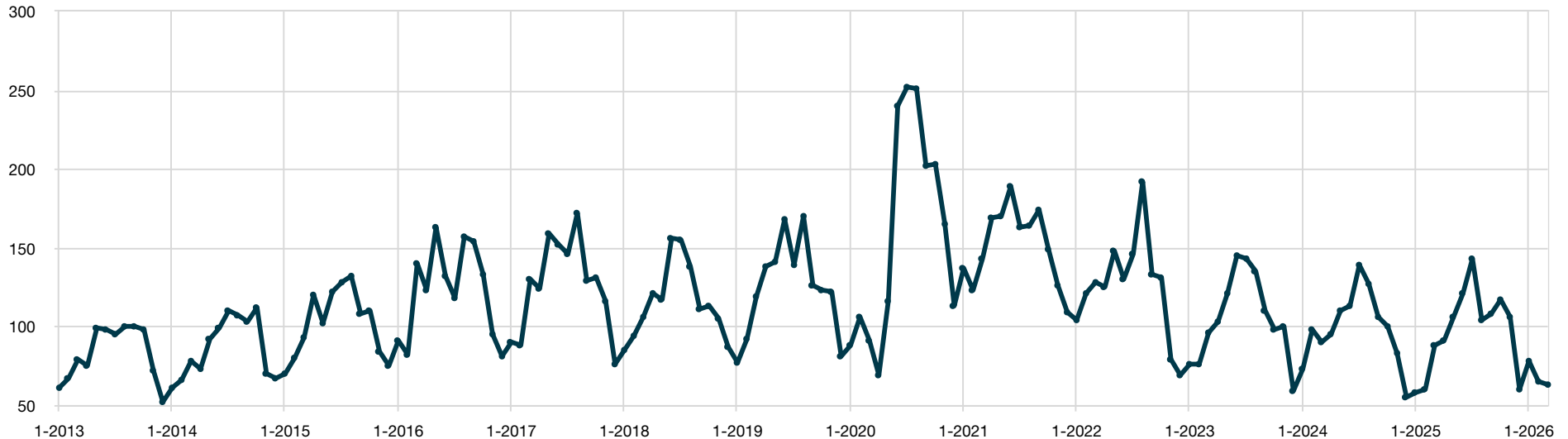


## Year to Date



	Pending Sales	Prior Year	Percent Change
April 2025	91	95	- 4.2%
May 2025	106	110	- 3.6%
June 2025	121	113	+ 7.1%
July 2025	143	139	+ 2.9%
August 2025	104	127	- 18.1%
September 2025	108	106	+ 1.9%
October 2025	117	100	+ 17.0%
November 2025	106	83	+ 27.7%
December 2025	60	55	+ 9.1%
January 2026	78	58	+ 34.5%
February 2026	65	60	+ 8.3%
<b>March 2026</b>	<b>63</b>	<b>88</b>	<b>- 28.4%</b>
12-Month Avg	97	95	+ 2.1%

## Historical Pending Sales by Month

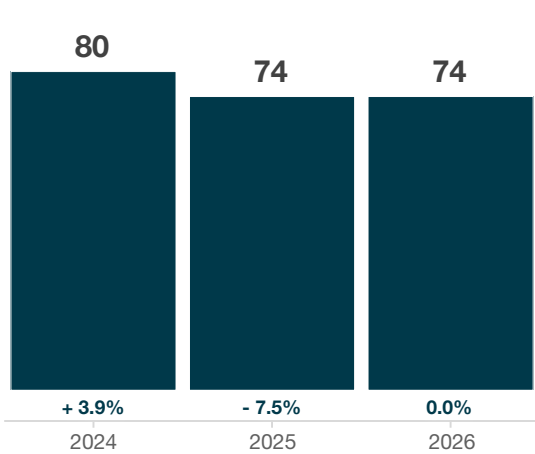


# Closed Sales

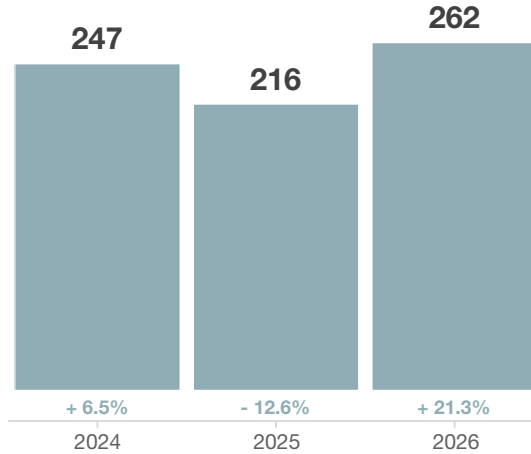
A count of the actual sales that closed in a given month.



## March

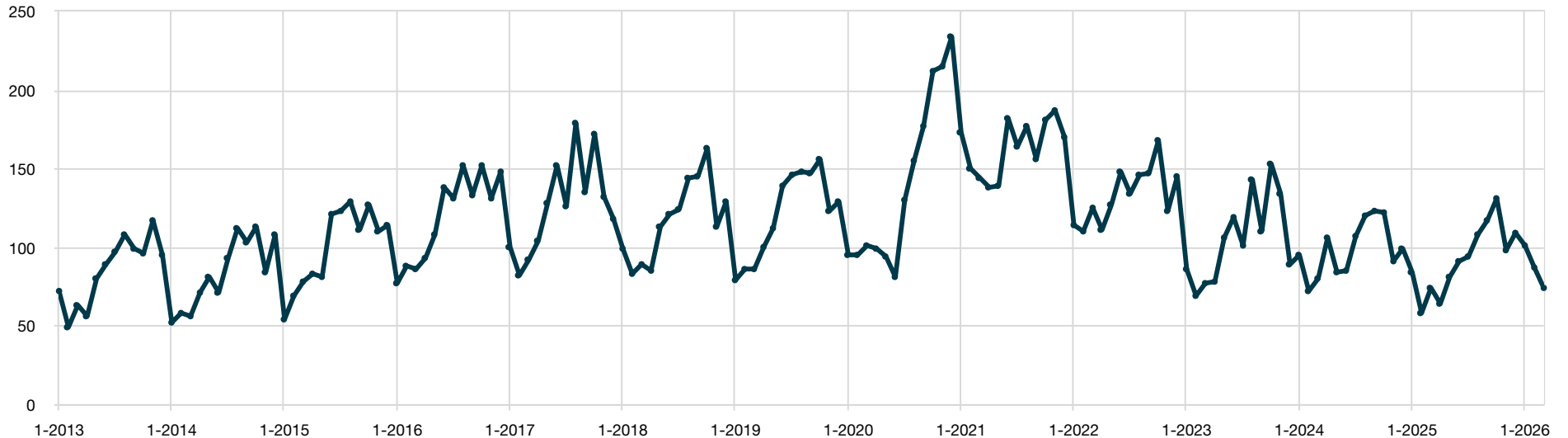


## Year to Date



	Closed Sales	Prior Year	Percent Change
April 2025	64	106	- 39.6%
May 2025	81	84	- 3.6%
June 2025	91	85	+ 7.1%
July 2025	94	107	- 12.1%
August 2025	108	120	- 10.0%
September 2025	117	123	- 4.9%
October 2025	131	122	+ 7.4%
November 2025	98	91	+ 7.7%
December 2025	109	99	+ 10.1%
January 2026	101	84	+ 20.2%
February 2026	87	58	+ 50.0%
<b>March 2026</b>	<b>74</b>	<b>74</b>	<b>0.0%</b>
12-Month Avg	96	96	0.0%

## Historical Closed Sales by Month

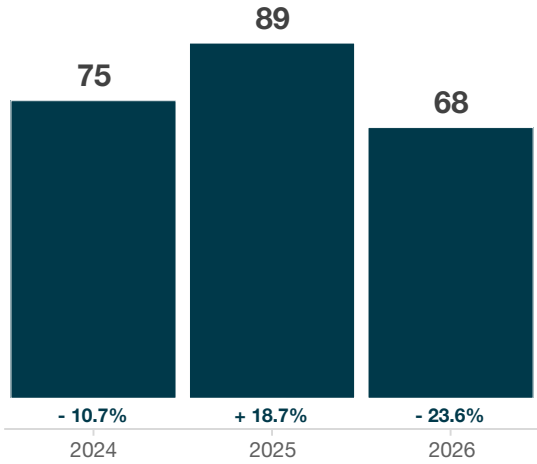


# Days on Market Until Sale

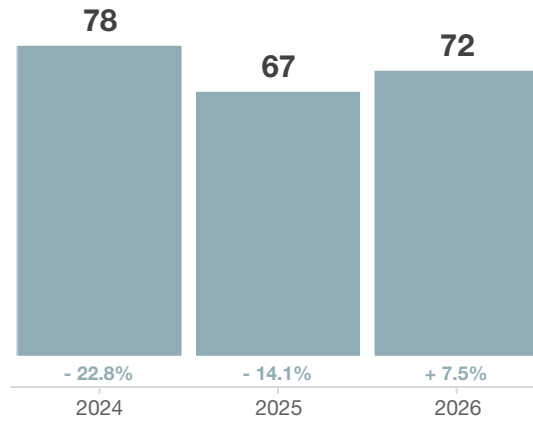
Average number of days between when a property is listed and when an offer is accepted in a given month.



## March



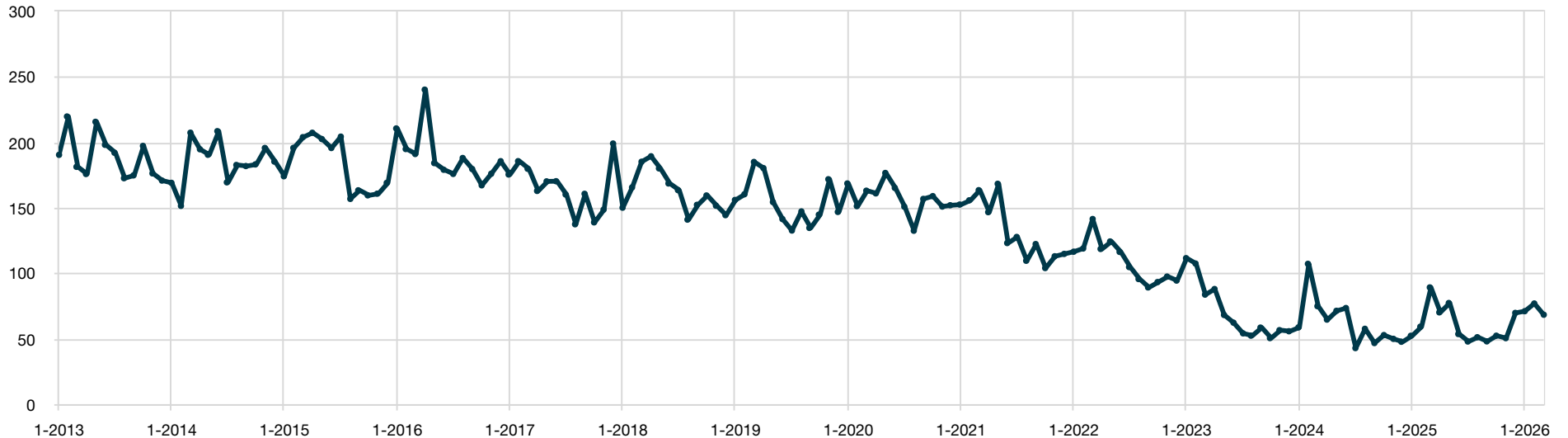
## Year to Date



Days on Market	Prior Year	Percent Change
April 2025	70	65 + 7.7%
May 2025	77	71 + 8.5%
June 2025	54	73 - 26.0%
July 2025	48	43 + 11.6%
August 2025	51	58 - 12.1%
September 2025	48	47 + 2.1%
October 2025	52	53 - 1.9%
November 2025	50	50 0.0%
December 2025	70	48 + 45.8%
January 2026	71	52 + 36.5%
February 2026	77	59 + 30.5%
<b>March 2026</b>	<b>68</b>	<b>89 - 23.6%</b>
12-Month Avg*	60	58 + 4.5%

\* Days on Market for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

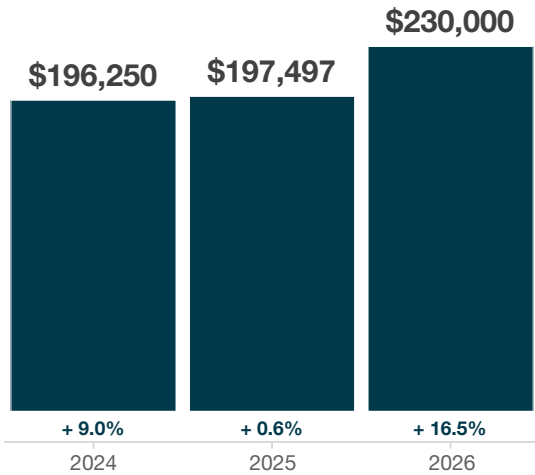


# Median Sales Price

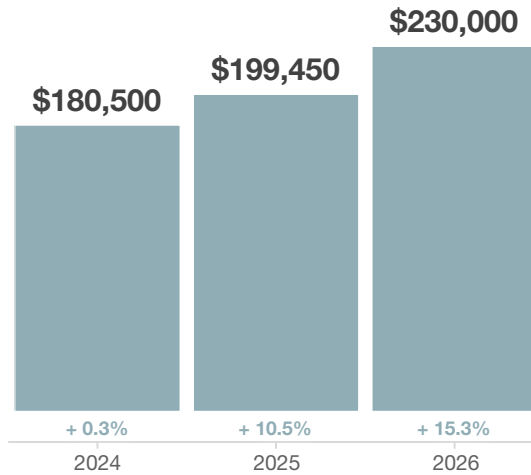
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## March



## Year to Date



	Median Sales Price	Prior Year	Percent Change
April 2025	\$200,000	\$187,000	+ 7.0%
May 2025	\$221,000	\$209,000	+ 5.7%
June 2025	\$193,000	\$188,500	+ 2.4%
July 2025	\$194,938	\$200,000	- 2.5%
August 2025	\$207,500	\$192,075	+ 8.0%
September 2025	\$264,500	\$199,000	+ 32.9%
October 2025	\$225,000	\$223,000	+ 0.9%
November 2025	\$237,500	\$230,000	+ 3.3%
December 2025	\$236,000	\$231,600	+ 1.9%
January 2026	\$239,000	\$199,450	+ 19.8%
February 2026	\$223,500	\$204,000	+ 9.6%
<b>March 2026</b>	<b>\$230,000</b>	<b>\$197,497</b>	<b>+ 16.5%</b>
12-Month Avg*	\$224,750	\$205,000	+ 9.6%

\* Median Sales Price for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

## Historical Median Sales Price by Month

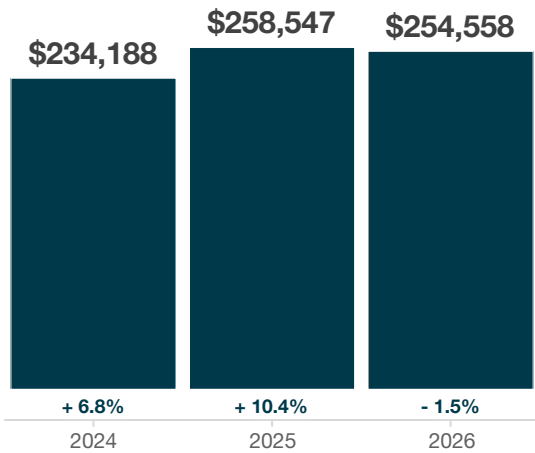


# Average Sales Price

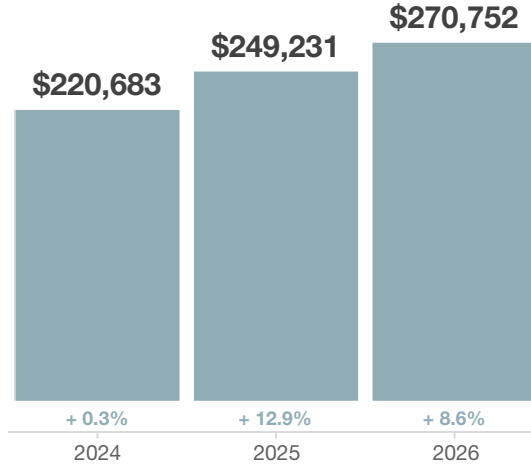
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## March



## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
April 2025	\$278,261	\$242,676	+ 14.7%
May 2025	\$256,285	\$296,431	- 13.5%
June 2025	\$229,345	\$229,420	- 0.0%
July 2025	\$245,343	\$229,423	+ 6.9%
August 2025	\$248,252	\$234,493	+ 5.9%
September 2025	\$290,465	\$253,906	+ 14.4%
October 2025	\$335,517	\$261,308	+ 28.4%
November 2025	\$273,976	\$282,362	- 3.0%
December 2025	\$291,584	\$295,066	- 1.2%
January 2026	\$268,742	\$245,058	+ 9.7%
February 2026	\$286,860	\$243,389	+ 17.9%
<b>March 2026</b>	<b>\$254,558</b>	<b>\$258,547</b>	<b>- 1.5%</b>
12-Month Avg*	\$274,300	\$255,521	+ 7.3%

\* Avg. Sales Price for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

## Historical Average Sales Price by Month

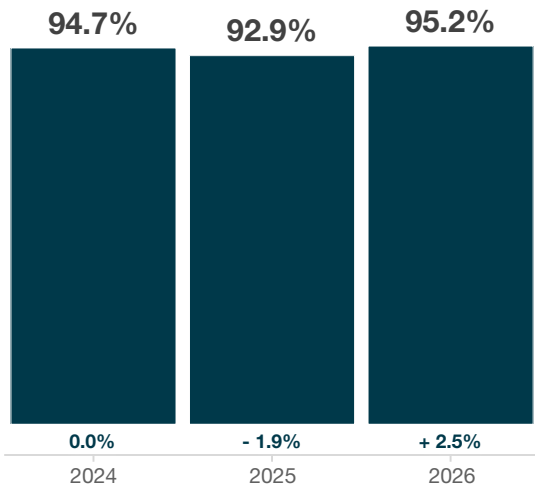


# Percent of List Price Received

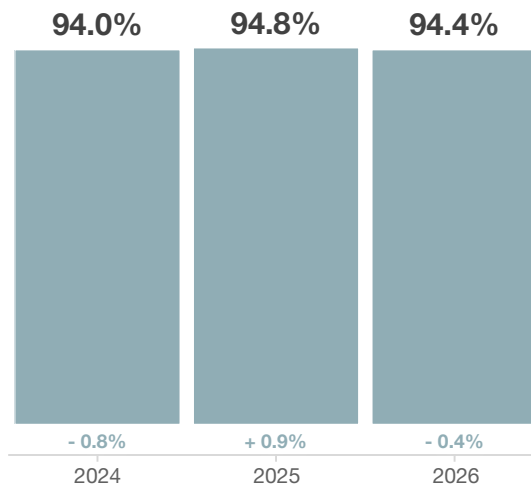
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## March



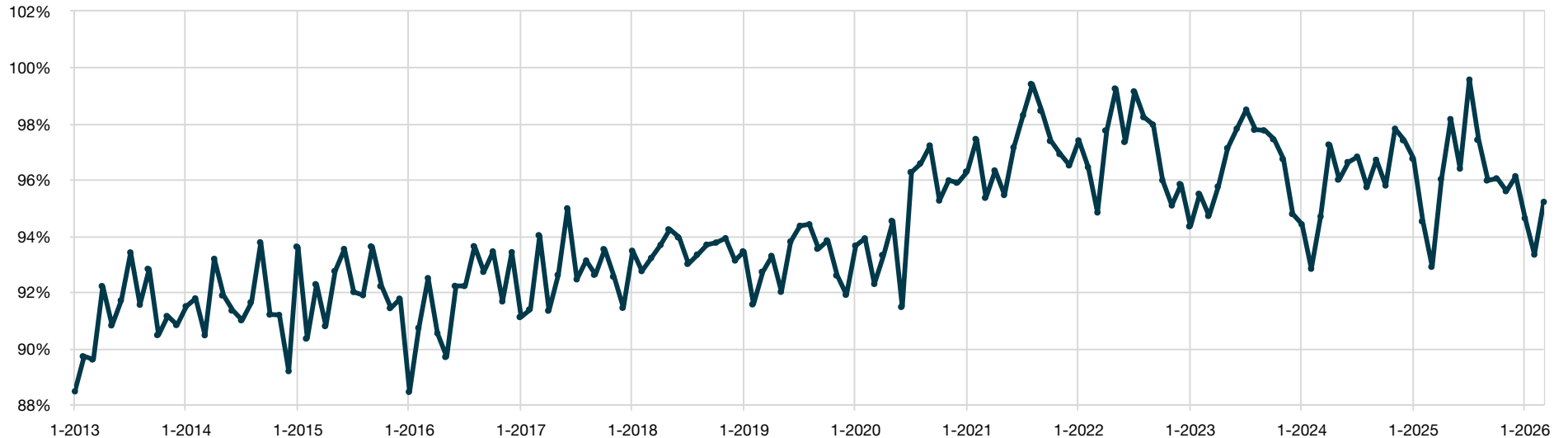
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
April 2025	96.0%	97.3%	- 1.3%
May 2025	98.2%	96.0%	+ 2.3%
June 2025	96.4%	96.6%	- 0.2%
July 2025	99.6%	96.8%	+ 2.9%
August 2025	97.4%	95.7%	+ 1.8%
September 2025	96.0%	96.7%	- 0.7%
October 2025	96.0%	95.8%	+ 0.2%
November 2025	95.6%	97.8%	- 2.2%
December 2025	96.1%	97.4%	- 1.3%
January 2026	94.6%	96.8%	- 2.3%
February 2026	93.3%	94.5%	- 1.3%
<b>March 2026</b>	<b>95.2%</b>	<b>92.9%</b>	<b>+ 2.5%</b>
12-Month Avg*	96.2%	96.3%	- 0.1%

\* Pct. of List Price Received for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

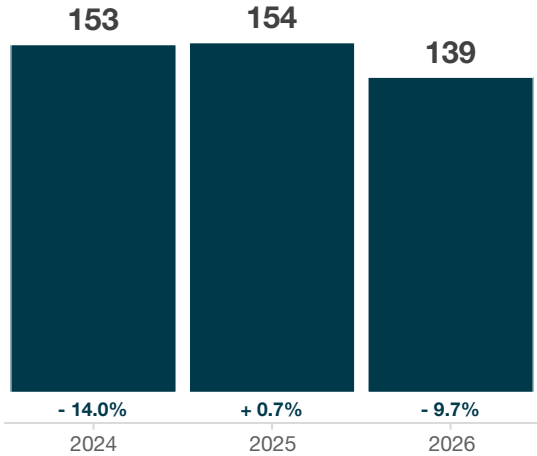


# Housing Affordability Index

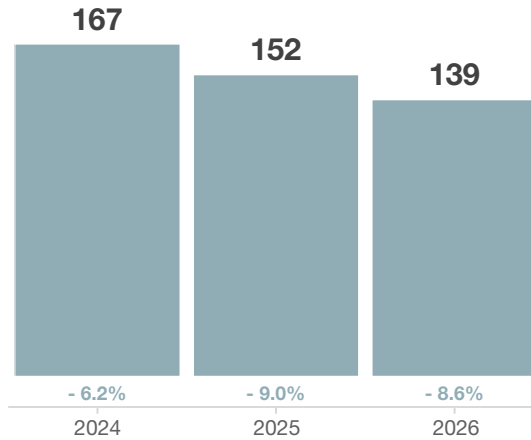
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## March

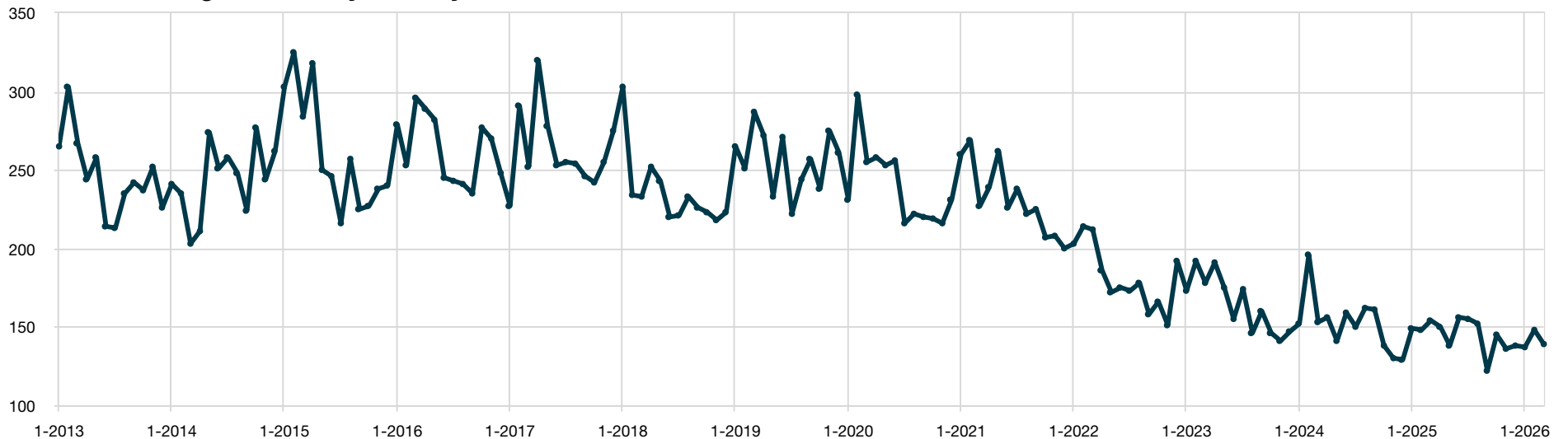


## Year to Date



	Affordability Index	Prior Year	Percent Change
April 2025	150	156	- 3.8%
May 2025	138	141	- 2.1%
June 2025	156	159	- 1.9%
July 2025	155	150	+ 3.3%
August 2025	152	162	- 6.2%
September 2025	122	161	- 24.2%
October 2025	145	138	+ 5.1%
November 2025	136	130	+ 4.6%
December 2025	138	129	+ 7.0%
January 2026	137	149	- 8.1%
February 2026	148	148	0.0%
<b>March 2026</b>	<b>139</b>	<b>154</b>	<b>- 9.7%</b>
12-Month Avg	143	148	- 3.4%

## Historical Housing Affordability Index by Month

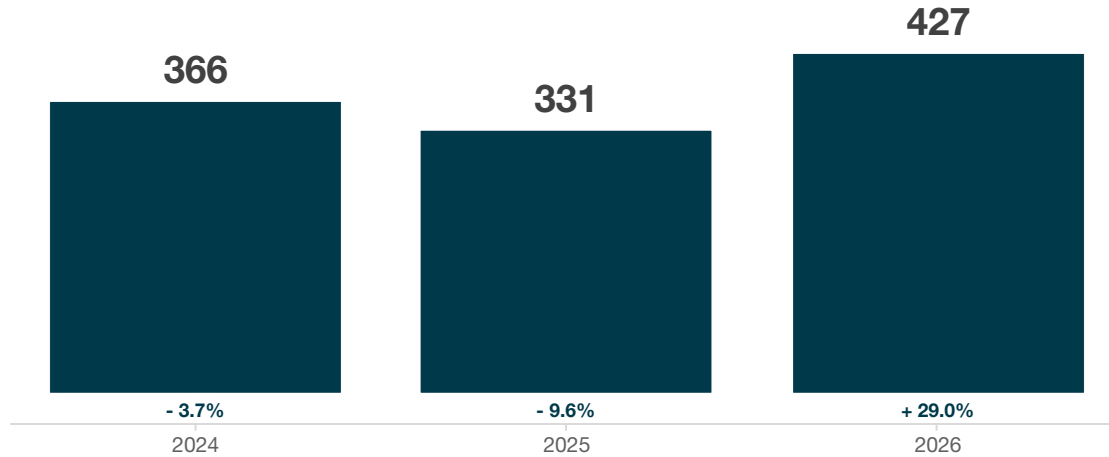


# Inventory of Homes for Sale

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

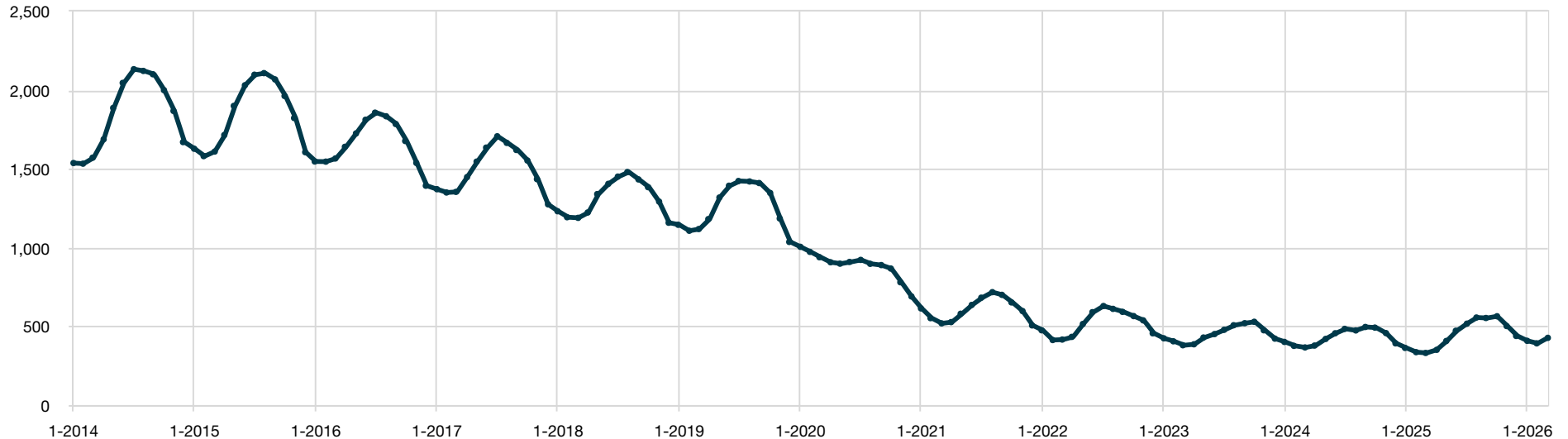


## March



	Homes for Sale	Prior Year	Percent Change
April 2025	351	378	- 7.1%
May 2025	407	420	- 3.1%
June 2025	472	456	+ 3.5%
July 2025	517	484	+ 6.8%
August 2025	556	474	+ 17.3%
September 2025	553	496	+ 11.5%
October 2025	564	492	+ 14.6%
November 2025	502	457	+ 9.8%
December 2025	439	392	+ 12.0%
January 2026	408	363	+ 12.4%
February 2026	392	336	+ 16.7%
<b>March 2026</b>	<b>427</b>	<b>331</b>	<b>+ 29.0%</b>
12-Month Avg	466	423	+ 10.2%

## Historical Inventory of Homes for Sale by Month

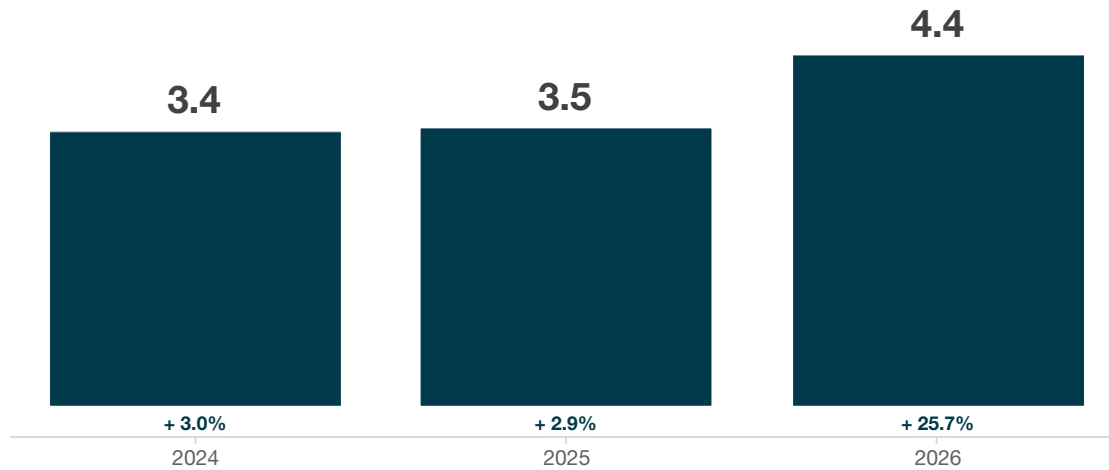


# Months Supply of Inventory

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.



## March



Months Supply	Prior Year	Percent Change	
April 2025	3.7	3.6	+ 2.8%
May 2025	4.3	4.0	+ 7.5%
June 2025	5.0	4.5	+ 11.1%
July 2025	5.5	4.8	+ 14.6%
August 2025	6.0	4.7	+ 27.7%
September 2025	5.9	4.9	+ 20.4%
October 2025	6.0	4.9	+ 22.4%
November 2025	5.2	4.6	+ 13.0%
December 2025	4.5	4.0	+ 12.5%
January 2026	4.1	3.7	+ 10.8%
February 2026	4.0	3.5	+ 14.3%
<b>March 2026</b>	<b>4.4</b>	<b>3.5</b>	<b>+ 25.7%</b>
12-Month Avg*	4.9	4.2	+ 15.8%

\* Months Supply for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month

