

Monthly Indicators



July 2026

U.S. existing-home sales declined 2.4% from the previous month to a seasonally adjusted annual rate of 4.09 million units, according to the National Association of REALTORS® (NAR). Regionally, sales increased in the Northeast but declined in the West, South, and Midwest. Compared to a year earlier, existing-home sales rose 2.8%, with gains in the Midwest, South, and West while remaining unchanged in the Northeast.

New Listings increased 1.8 percent to 227. Pending Sales decreased 21.7 percent to 112. Inventory increased 30.6 percent to 675.

Median Sales Price increased 13.5 percent from \$194,938 to \$221,250. Days on Market increased 31.3 percent to 63. Months Supply of Inventory increased 29.1 percent to 7.1.

Nationally, the median existing-home price hit a new record of \$440,600, a 1.8% increase from a year earlier, NAR reported. Home prices have now increased on an annual basis for 36 consecutive months, reflecting continued demand despite inventory remaining below historically balanced levels. Heading into July, there were 1.56 million properties for sale, down 0.6% month-over-month but up 1.3% from the same period last year, representing a 4.6-month supply at the current sales pace. Homes spent a median of 28 days on the market, with first-time homebuyers accounting for 33% of home purchases.

Activity Snapshot

+ 2.1%	+ 13.5%	+ 30.6%
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.

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.



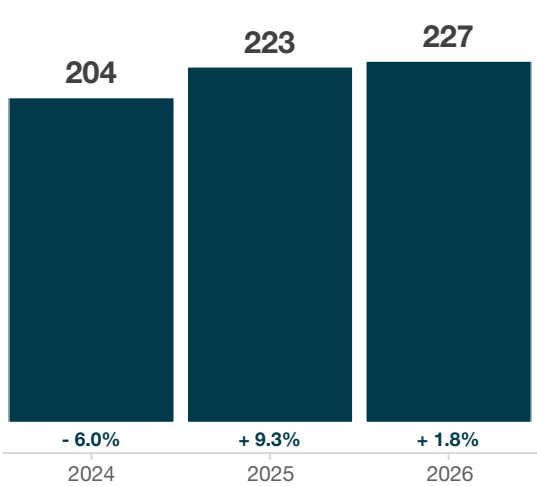
Key Metrics	Historical Sparkbars	7-2025	7-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		223	227	+ 1.8%	1,044	1,142	+ 9.4%
Pending Sales		143	112	- 21.7%	665	650	- 2.3%
Closed Sales		94	96	+ 2.1%	546	626	+ 14.7%
Days on Market Until Sale		48	63	+ 31.3%	63	72	+ 14.3%
Median Sales Price		\$194,938	\$221,250	+ 13.5%	\$199,000	\$228,225	+ 14.7%
Average Sales Price		\$245,343	\$293,870	+ 19.8%	\$249,632	\$275,159	+ 10.2%
Percent of List Price Received		99.6%	96.2%	- 3.4%	96.5%	95.0%	- 1.6%
Housing Affordability Index		155	141	- 9.0%	152	137	- 9.9%
Inventory of Homes for Sale		517	675	+ 30.6%	—	—	—
Months Supply of Inventory		5.5	7.1	+ 29.1%	—	—	—

New Listings

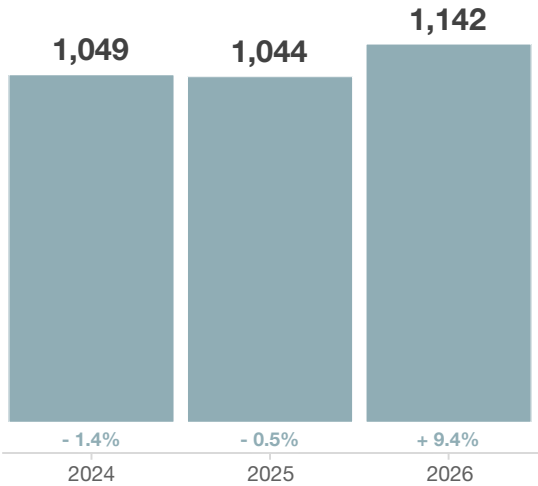
A count of the properties that have been newly listed on the market in a given month.



July

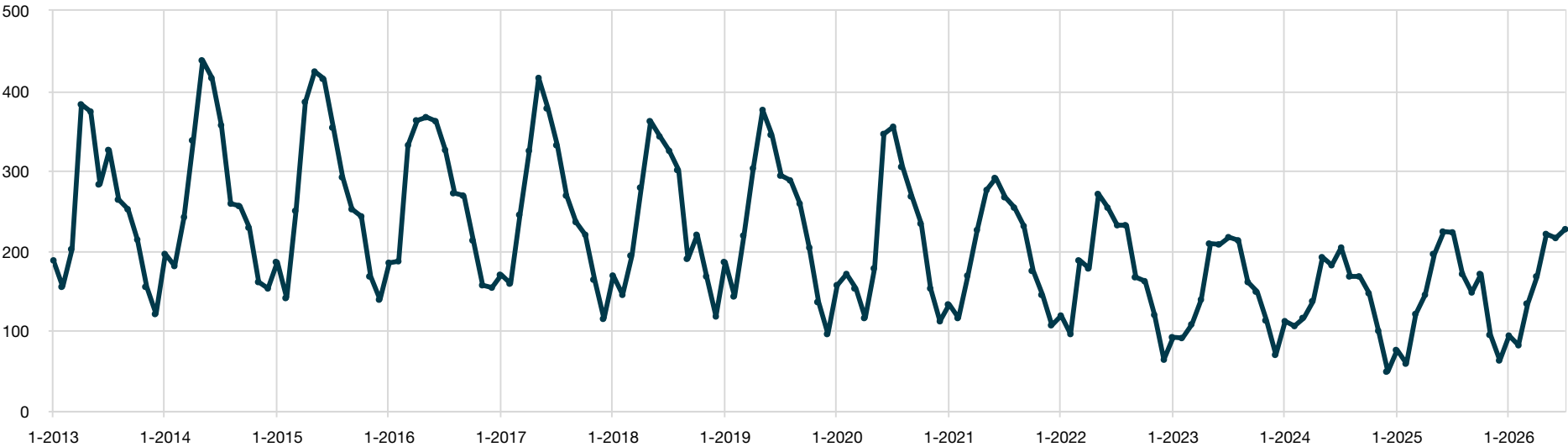


Year to Date



New Listings		Prior Year	Percent Change
August 2025	171	168	+ 1.8%
September 2025	148	168	- 11.9%
October 2025	171	147	+ 16.3%
November 2025	95	100	- 5.0%
December 2025	63	49	+ 28.6%
January 2026	94	76	+ 23.7%
February 2026	82	59	+ 39.0%
March 2026	134	121	+ 10.7%
April 2026	168	145	+ 15.9%
May 2026	221	196	+ 12.8%
June 2026	216	224	- 3.6%
July 2026	227	223	+ 1.8%
12-Month Avg	149	140	+ 6.4%

Historical New Listings by Month

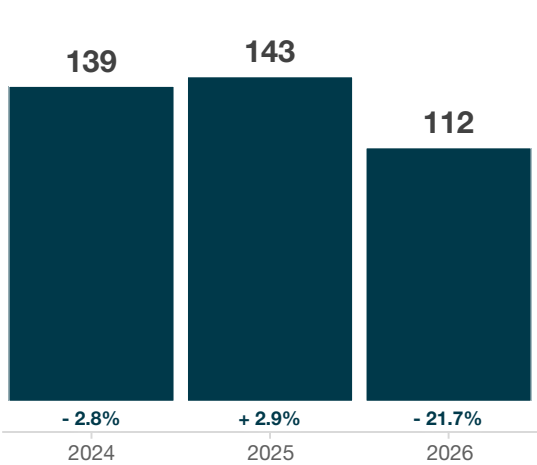


Pending Sales

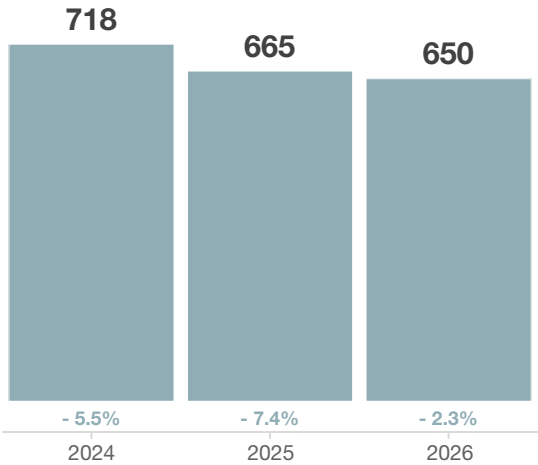
A count of the properties on which offers have been accepted in a given month.



July

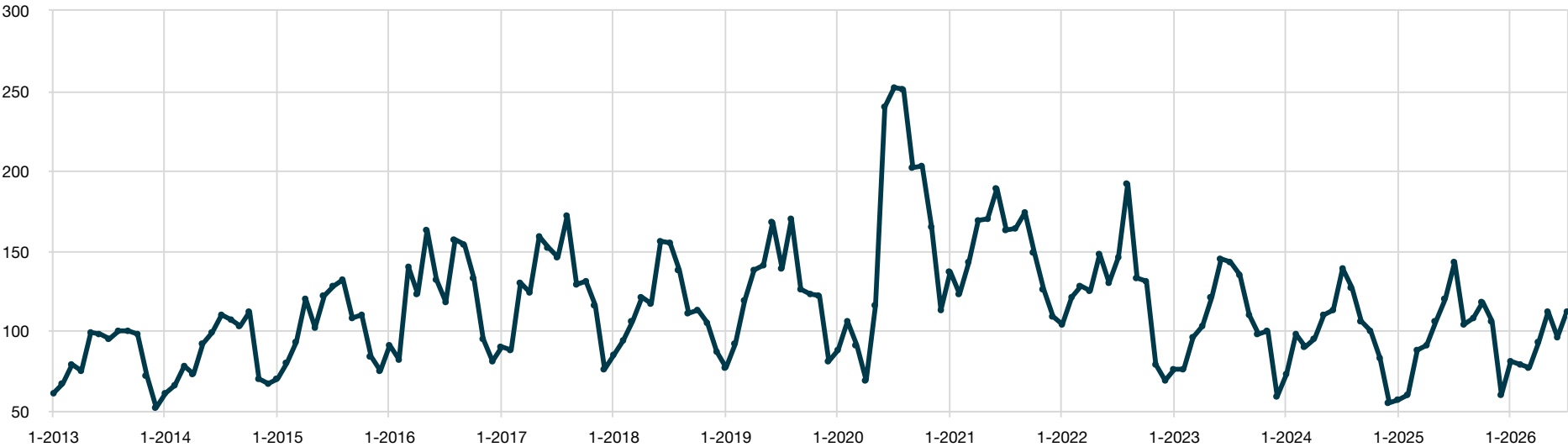


Year to Date



Pending Sales		Prior Year	Percent Change
August 2025	104	127	- 18.1%
September 2025	108	106	+ 1.9%
October 2025	118	100	+ 18.0%
November 2025	106	83	+ 27.7%
December 2025	60	55	+ 9.1%
January 2026	81	57	+ 42.1%
February 2026	79	60	+ 31.7%
March 2026	77	88	- 12.5%
April 2026	93	91	+ 2.2%
May 2026	112	106	+ 5.7%
June 2026	96	120	- 20.0%
July 2026	112	143	- 21.7%
12-Month Avg	96	95	+ 1.1%

Historical Pending Sales by Month

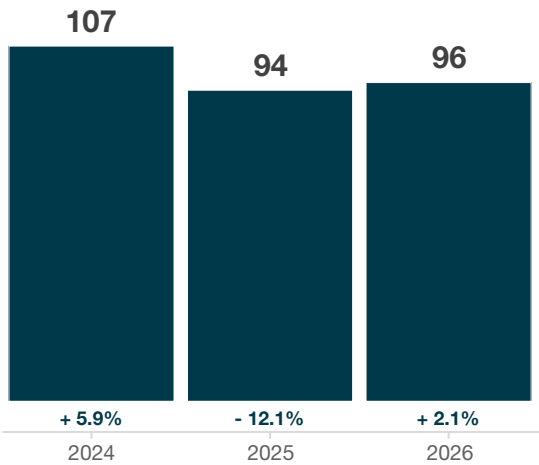


Closed Sales

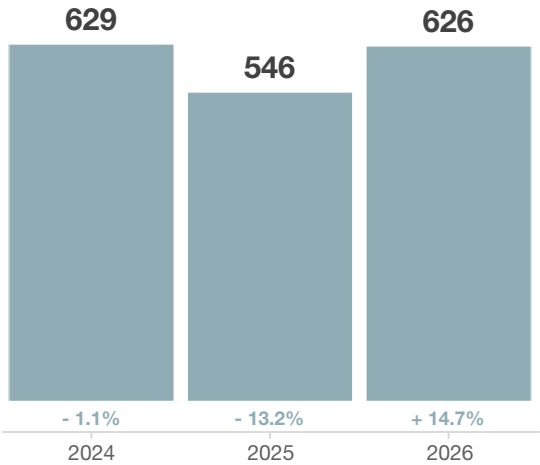
A count of the actual sales that closed in a given month.



July

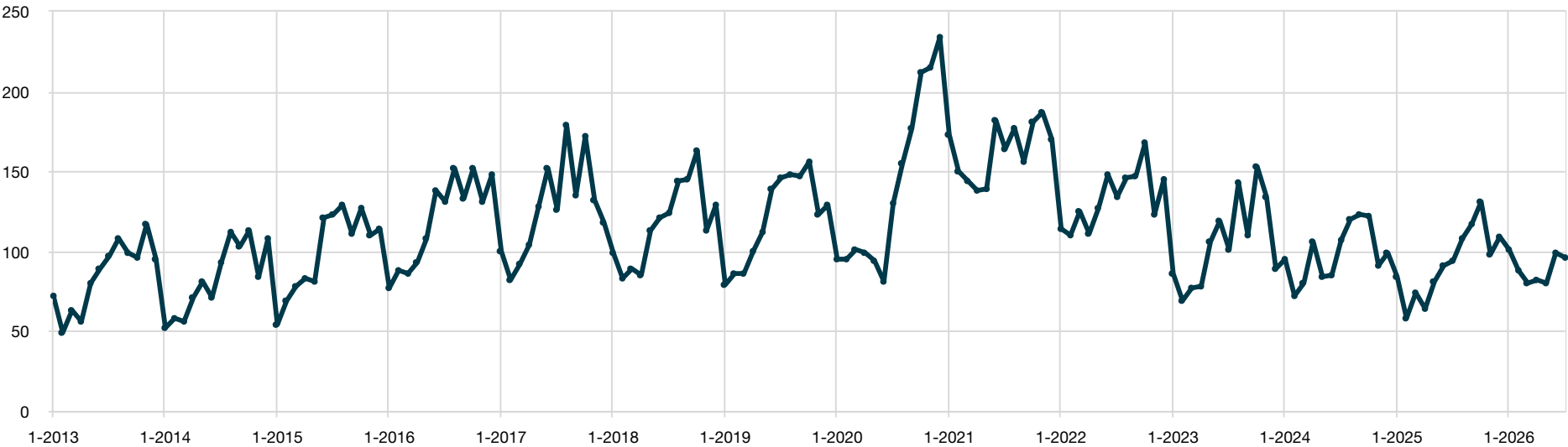


Year to Date



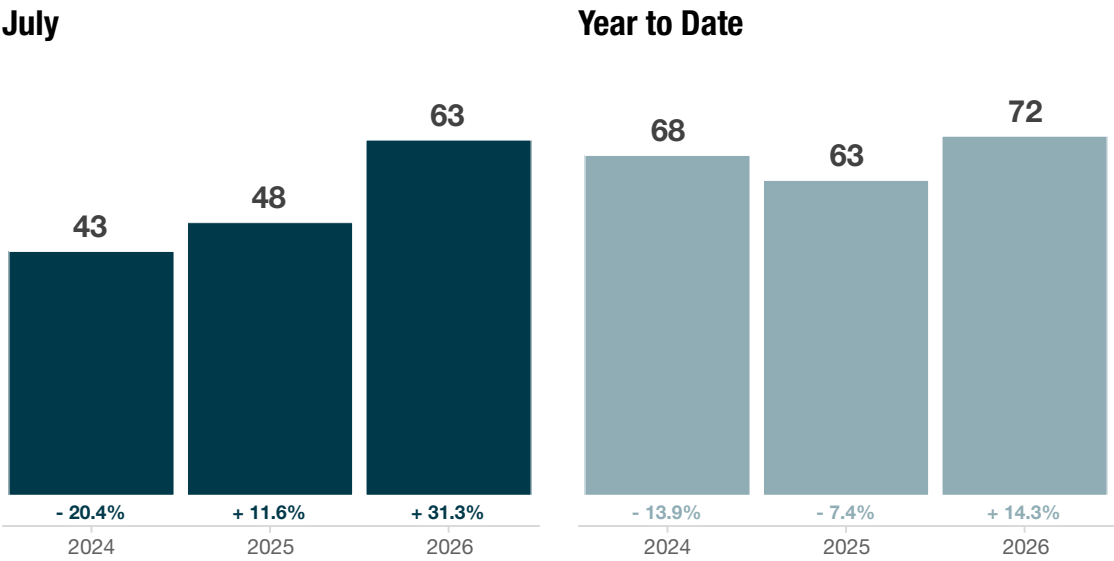
Closed Sales		Prior Year	Percent Change
August 2025	108	120	- 10.0%
September 2025	117	123	- 4.9%
October 2025	131	122	+ 7.4%
November 2025	98	91	+ 7.7%
December 2025	109	99	+ 10.1%
January 2026	101	84	+ 20.2%
February 2026	88	58	+ 51.7%
March 2026	80	74	+ 8.1%
April 2026	82	64	+ 28.1%
May 2026	80	81	- 1.2%
June 2026	99	91	+ 8.8%
July 2026	96	94	+ 2.1%
12-Month Avg	99	92	+ 7.6%

Historical Closed Sales by Month



Days on Market Until Sale

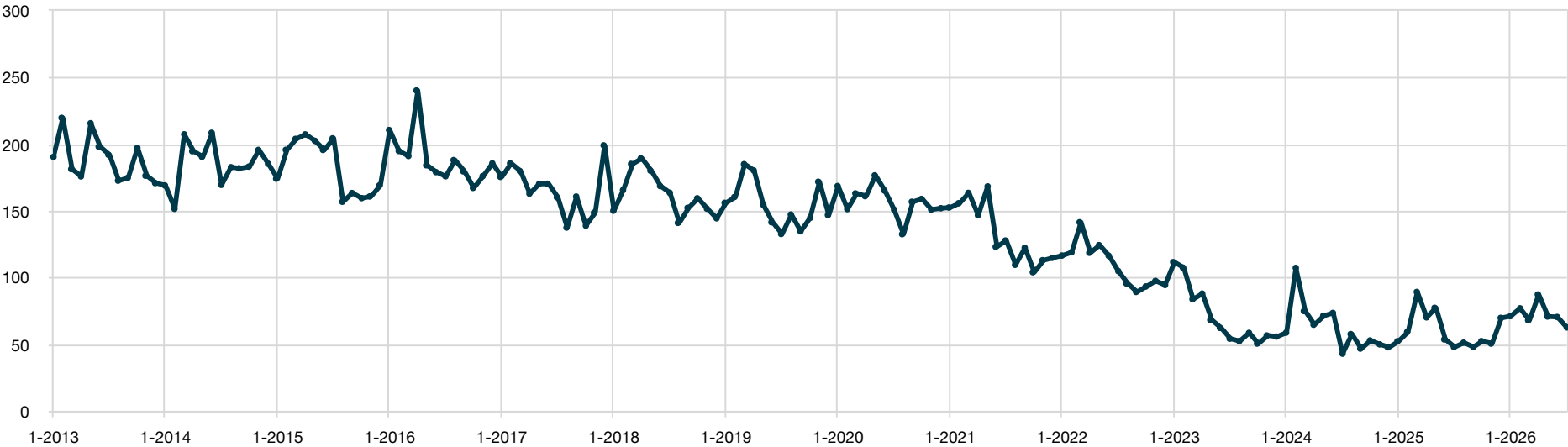
Average number of days between when a property is listed and when an offer is accepted in a given month.



Days on Market		Prior Year	Percent Change
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%
March 2026	68	89	- 23.6%
April 2026	87	70	+ 24.3%
May 2026	71	77	- 7.8%
June 2026	70	54	+ 29.6%
July 2026	63	48	+ 31.3%
12-Month Avg*	64	57	+ 11.5%

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

Historical Days on Market Until Sale by Month

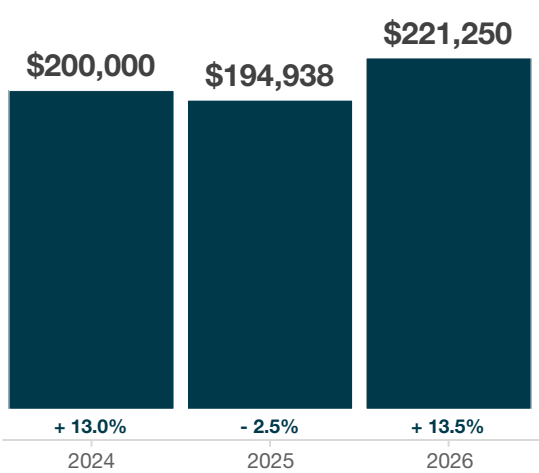


Median Sales Price

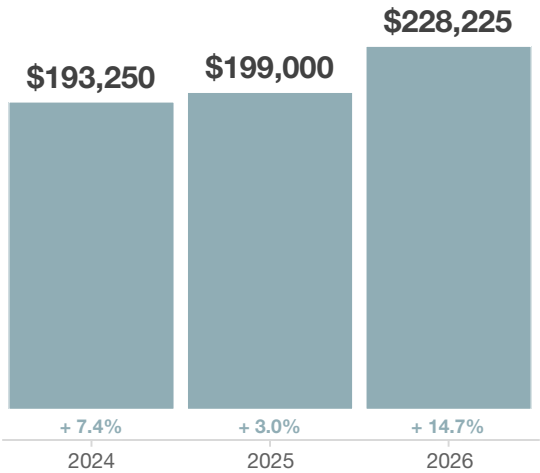
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



July



Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$221,750	\$204,000	+ 8.7%
March 2026	\$229,750	\$197,497	+ 16.3%
April 2026	\$219,450	\$200,000	+ 9.7%
May 2026	\$251,600	\$221,000	+ 13.8%
June 2026	\$235,000	\$193,000	+ 21.8%
July 2026	\$221,250	\$194,938	+ 13.5%
12-Month Avg*	\$230,000	\$205,000	+ 12.2%

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

Historical Median Sales Price by Month

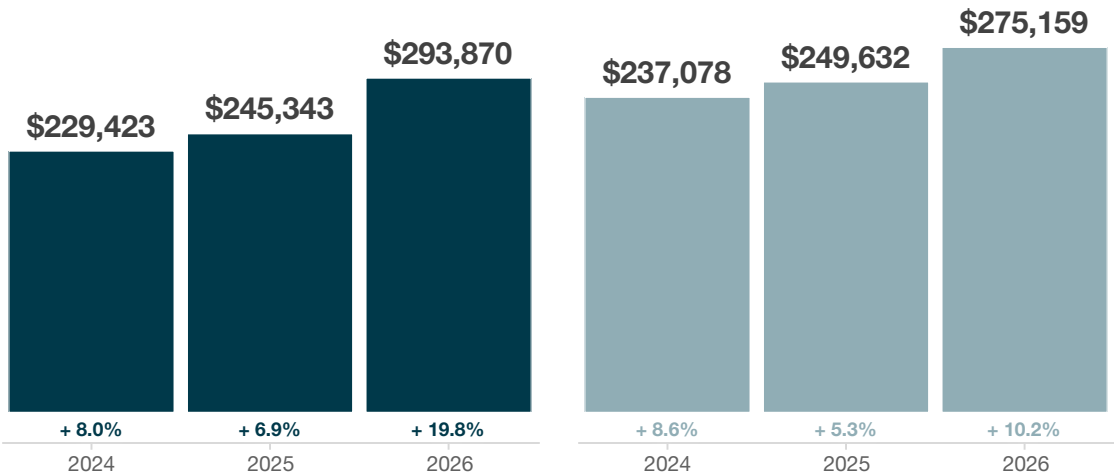


Average Sales Price

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



July



Avg. Sales Price	Prior Year	Percent Change
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	\$290,667	\$295,066 - 1.5%
January 2026	\$268,742	\$245,058 + 9.7%
February 2026	\$284,237	\$243,389 + 16.8%
March 2026	\$250,462	\$258,547 - 3.1%
April 2026	\$271,055	\$278,261 - 2.6%
May 2026	\$277,929	\$256,285 + 8.4%
June 2026	\$276,607	\$229,345 + 20.6%
July 2026	\$293,870	\$245,343 + 19.8%
12-Month Avg*	\$282,188	\$256,552 + 10.0%

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

Historical Average Sales Price by Month

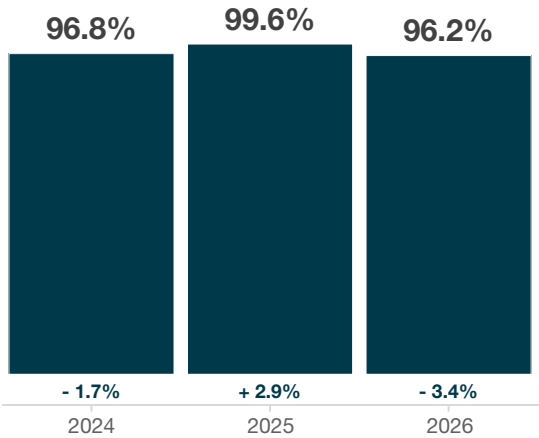


Percent of List Price Received

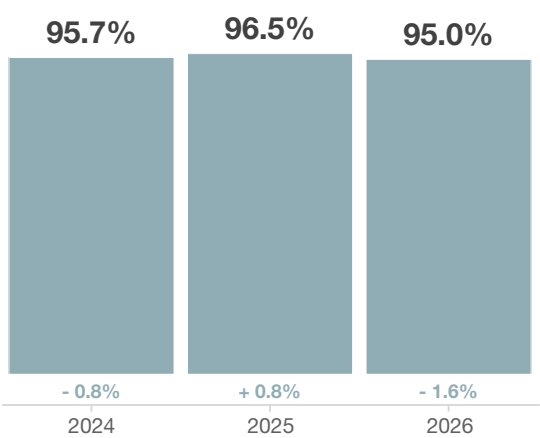
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



July



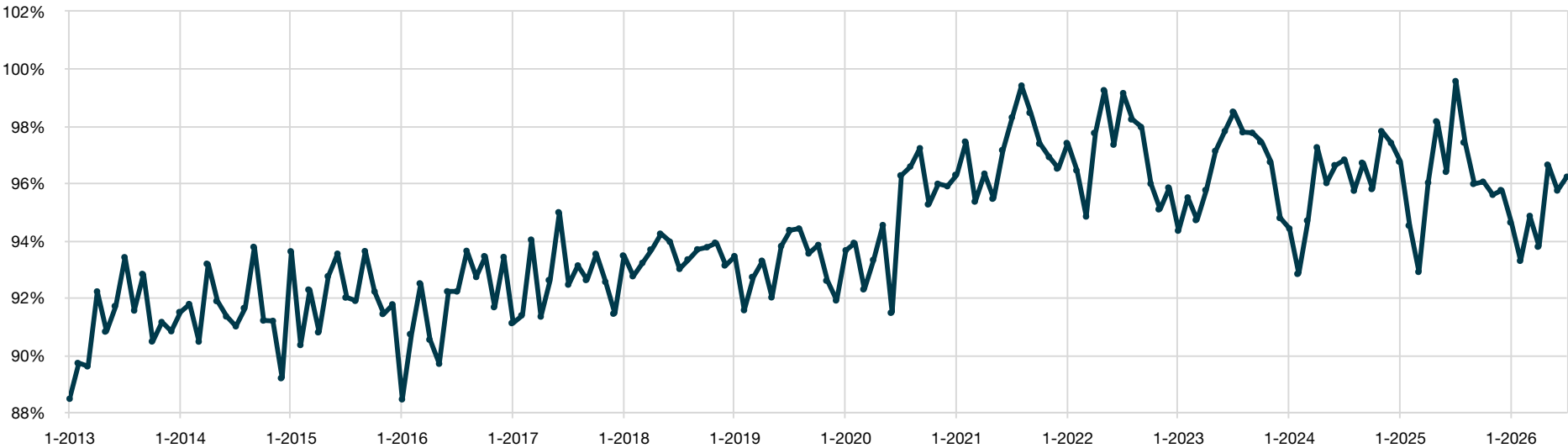
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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	95.8%	97.4%	- 1.6%
January 2026	94.6%	96.8%	- 2.3%
February 2026	93.3%	94.5%	- 1.3%
March 2026	94.9%	92.9%	+ 2.2%
April 2026	93.8%	96.0%	- 2.3%
May 2026	96.6%	98.2%	- 1.6%
June 2026	95.7%	96.4%	- 0.7%
July 2026	96.2%	99.6%	- 3.4%
12-Month Avg*	95.6%	96.6%	- 1.0%

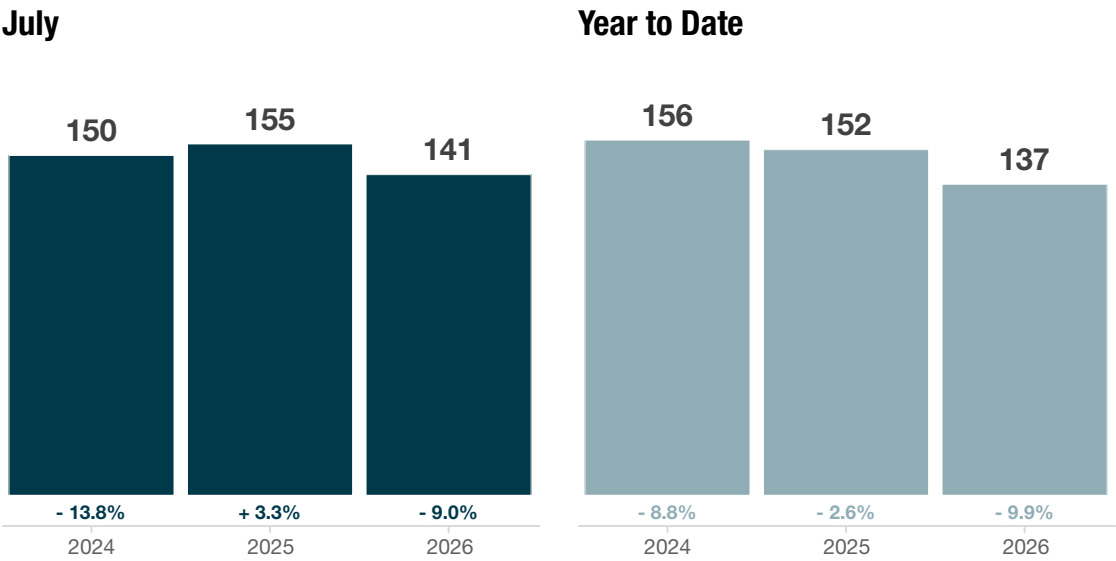
* Pct. of List Price Received for all properties from August 2025 through July 2026. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



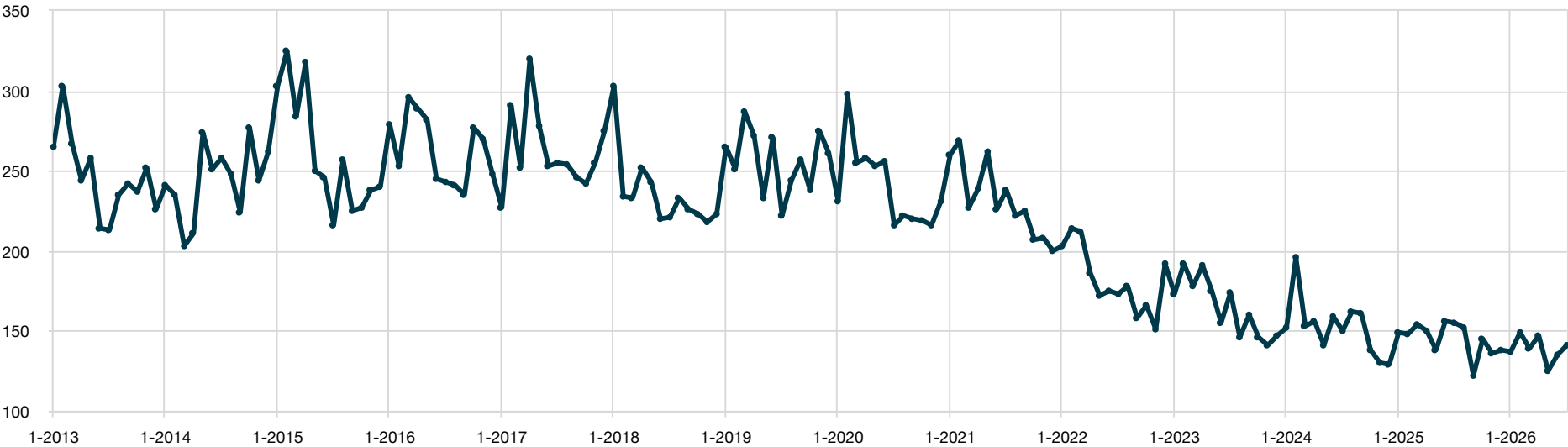
Housing Affordability Index

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.



	Affordability Index	Prior Year	Percent Change
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	149	148	+ 0.7%
March 2026	139	154	- 9.7%
April 2026	147	150	- 2.0%
May 2026	125	138	- 9.4%
June 2026	135	156	- 13.5%
July 2026	141	155	- 9.0%
12-Month Avg	139	148	- 6.1%

Historical Housing Affordability Index by Month

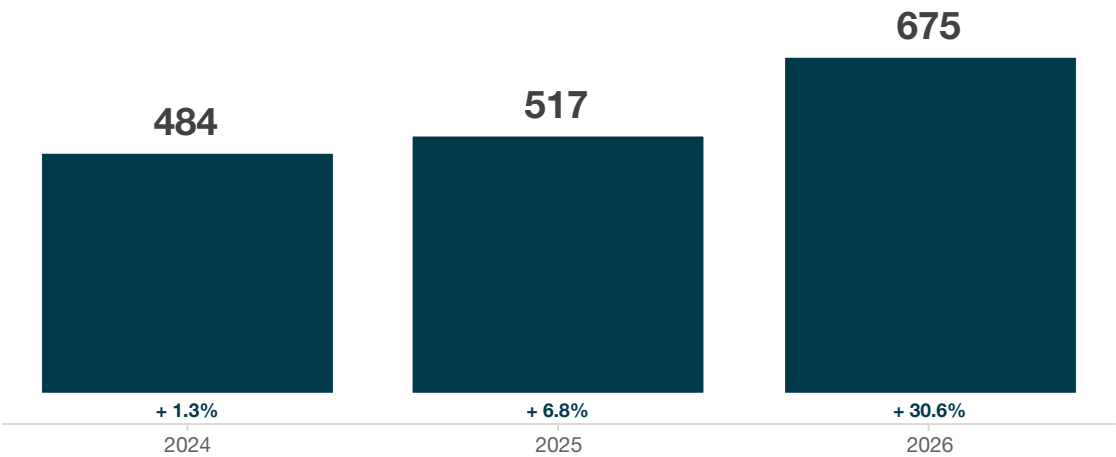


Inventory of Homes for Sale

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

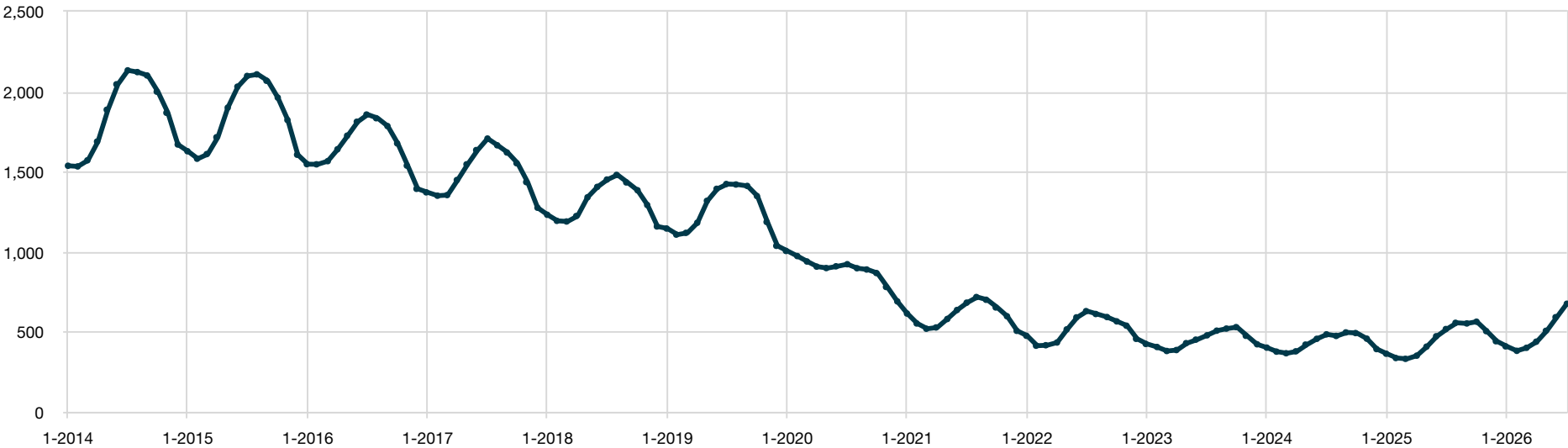


July



Homes for Sale		Prior Year	Percent Change
August 2025	556	474	+ 17.3%
September 2025	552	496	+ 11.3%
October 2025	563	492	+ 14.4%
November 2025	504	457	+ 10.3%
December 2025	441	392	+ 12.5%
January 2026	409	363	+ 12.7%
February 2026	381	336	+ 13.4%
March 2026	400	331	+ 20.8%
April 2026	438	351	+ 24.8%
May 2026	506	407	+ 24.3%
June 2026	591	472	+ 25.2%
July 2026	675	517	+ 30.6%
12-Month Avg	501	424	+ 18.2%

Historical Inventory of Homes for Sale by Month

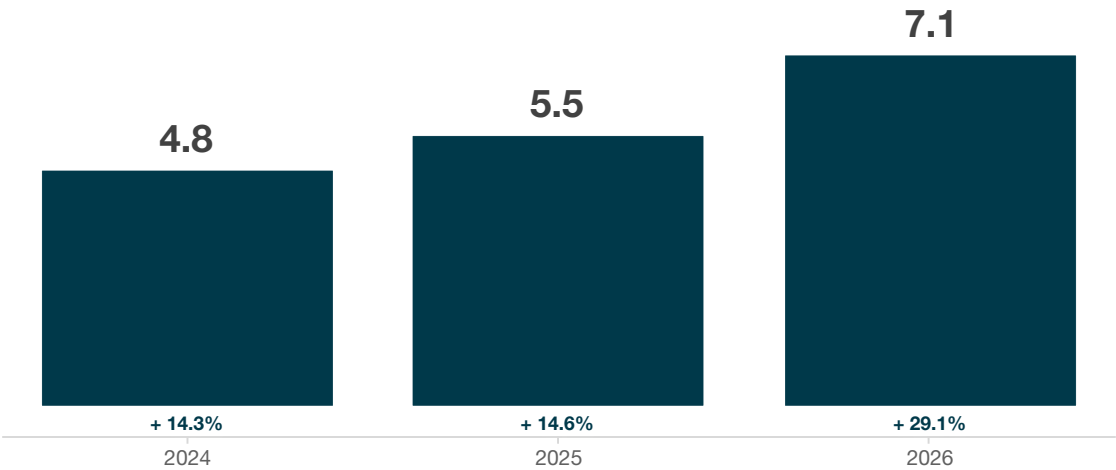


Months Supply of Inventory

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.



July



Months Supply		Prior Year	Percent Change
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	4.6	4.0	+ 15.0%
January 2026	4.1	3.7	+ 10.8%
February 2026	3.8	3.6	+ 5.6%
March 2026	4.0	3.5	+ 14.3%
April 2026	4.4	3.7	+ 18.9%
May 2026	5.1	4.3	+ 18.6%
June 2026	6.0	5.0	+ 20.0%
July 2026	7.1	5.5	+ 29.1%
12-Month Avg*	5.2	4.4	+ 18.8%

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

Historical Months Supply of Inventory by Month

