



# Monthly Indicators

## November 2024

U.S. existing-home sales rose 3.4% month-over-month and 2.9% year-over-year to a seasonally adjusted annual rate of 3.96 million units, exceeding economists' expectations for the month and marking the first annual gain since July 2021, according to the National Association of REALTORS® (NAR). Lower mortgage rates in late summer and early fall helped sales increase across all four regions.

New Listings were down 13.3 percent to 91. Pending Sales increased 89.1 percent to 121. Inventory shrank 6.3 percent to 655 units.

Prices moved higher as the Median Sales Price was up 9.9 percent to \$439,500. Days on Market increased 5.3 percent to 60 days. Months Supply of Inventory was down 16.7 percent to 7.5 months.

The number of homes for sale continues to improve nationwide, climbing 0.7% month-over-month and 19.1% year-over-year to 1.37 million units heading into November, for a 4.2-month supply at the current sales pace, according to NAR. Despite a wider selection of properties on the market, sales prices have remained strong at the national level, with a median existing-home price of \$407,200 as of last measure, a 4% increase from the same time last year.

## Activity Snapshot

**- 13.7%**      **+ 9.9%**      **- 6.3%**

One-Year Change in Closed Sales      One-Year Change in Median Sales Price      One-Year Change in Homes for Sale

Residential activity in Columbia, Dutchess and Greene 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.



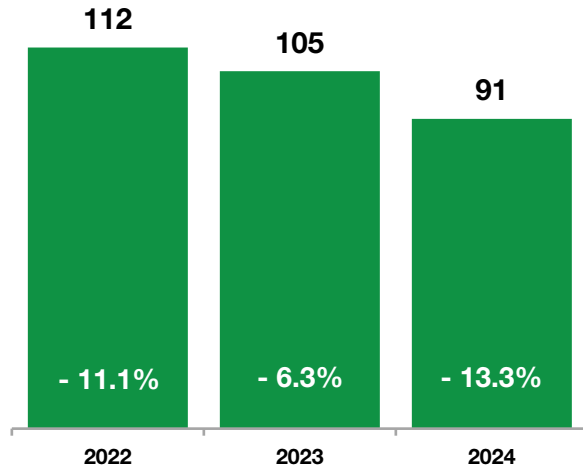
Key Metrics	Historical Sparkbars	11-2023	11-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
<b>New Listings</b>		105	<b>91</b>	- 13.3%	1,574	<b>1,772</b>	+ 12.6%
<b>Pending Sales</b>		64	<b>121</b>	+ 89.1%	861	<b>993</b>	+ 15.3%
<b>Closed Sales</b>		95	<b>82</b>	- 13.7%	832	<b>868</b>	+ 4.3%
<b>Days on Market</b>		57	<b>60</b>	+ 5.3%	65	<b>63</b>	- 3.1%
<b>Median Sales Price</b>		\$400,000	<b>\$439,500</b>	+ 9.9%	\$379,000	<b>\$415,000</b>	+ 9.5%
<b>Avg. Sales Price</b>		\$541,229	<b>\$639,947</b>	+ 18.2%	\$502,138	<b>\$584,332</b>	+ 16.4%
<b>Pct. of List Price Received</b>		99.8%	<b>96.5%</b>	- 3.3%	97.8%	<b>97.8%</b>	0.0%
<b>Affordability Index</b>		100	<b>95</b>	- 5.0%	106	<b>101</b>	- 4.7%
<b>Homes for Sale</b>		699	<b>655</b>	- 6.3%	--	<b>--</b>	--
<b>Months Supply</b>		9.0	<b>7.5</b>	- 16.7%	--	<b>--</b>	--

# New Listings

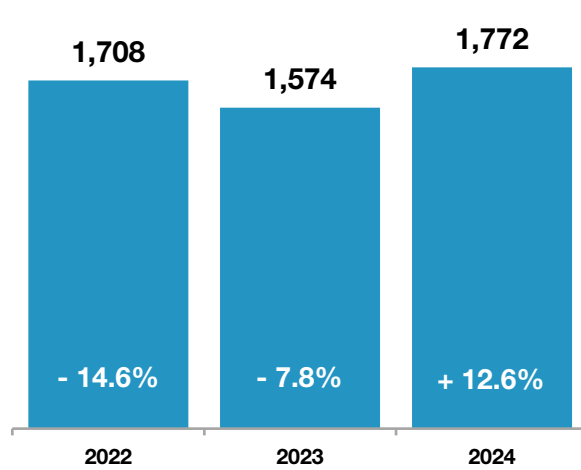
A count of the properties that have been newly listed on the market in a given month.



## November

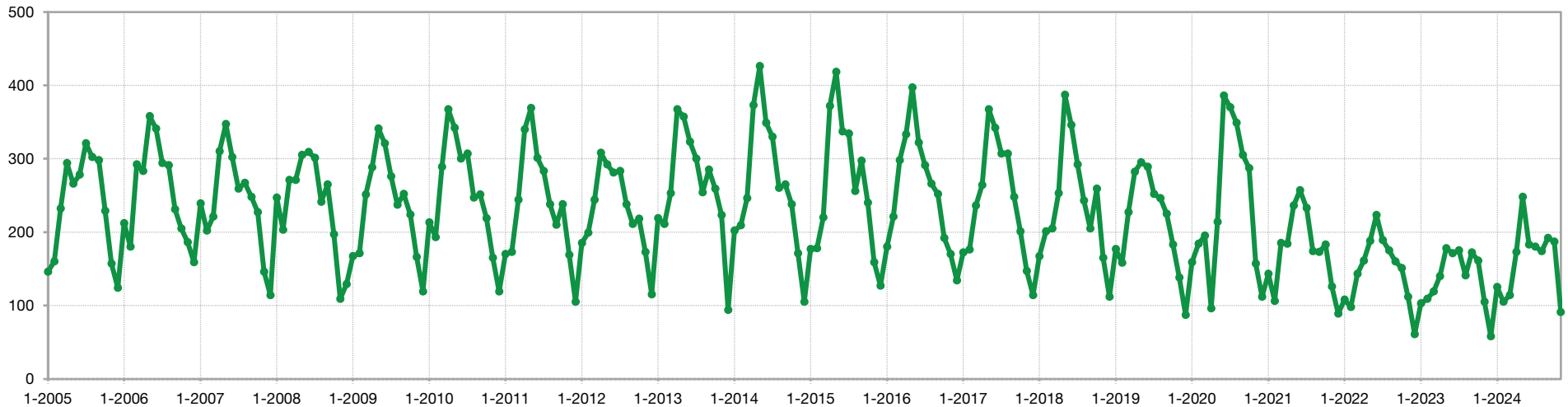


## Year to Date



	New Listings	Prior Year	Percent Change
December 2023	58	61	-4.9%
January 2024	125	103	+21.4%
February 2024	105	109	-3.7%
March 2024	114	119	-4.2%
April 2024	173	140	+23.6%
May 2024	248	178	+39.3%
June 2024	183	171	+7.0%
July 2024	180	175	+2.9%
August 2024	174	141	+23.4%
September 2024	192	172	+11.6%
October 2024	187	161	+16.1%
<b>November 2024</b>	<b>91</b>	<b>105</b>	<b>-13.3%</b>
12-Month Avg	153	136	+12.5%

## Historical New Listings by Month

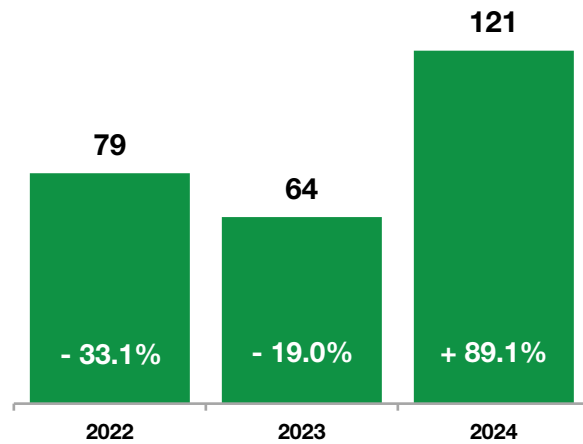


# Pending Sales

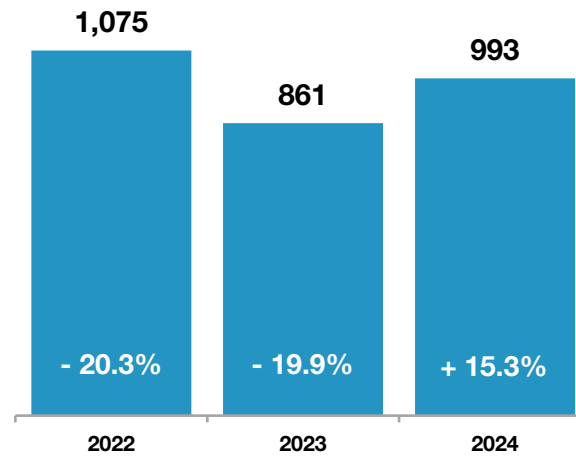
A count of the properties on which offers have been accepted in a given month.



## November

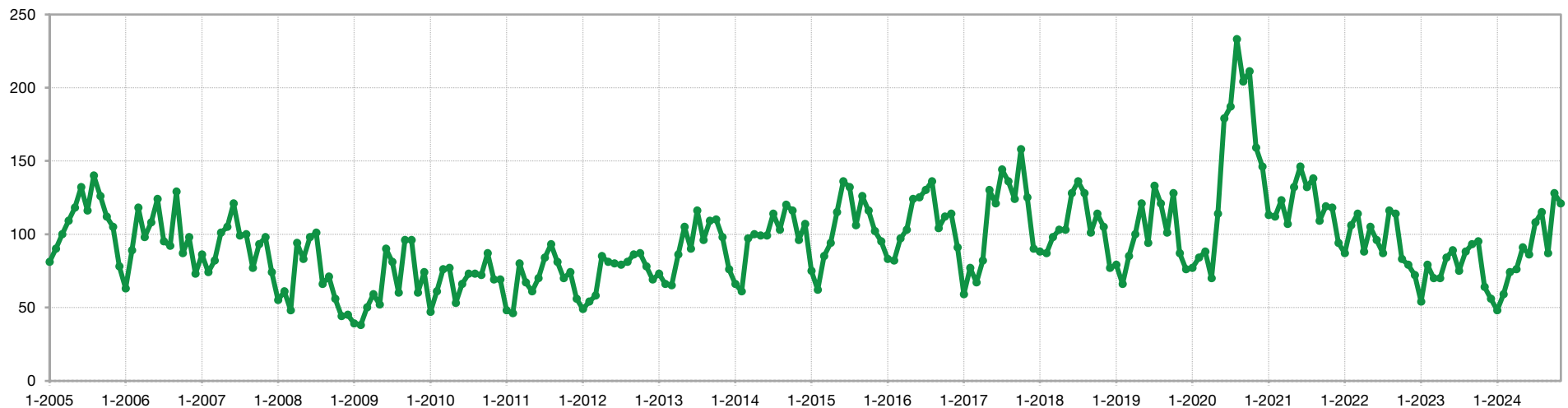


## Year to Date



Pending Sales	Prior Year	Percent Change	
December 2023	56	72	-22.2%
January 2024	48	54	-11.1%
February 2024	59	79	-25.3%
March 2024	74	70	+5.7%
April 2024	76	70	+8.6%
May 2024	91	84	+8.3%
June 2024	86	89	-3.4%
July 2024	108	75	+44.0%
August 2024	115	88	+30.7%
September 2024	87	93	-6.5%
October 2024	128	95	+34.7%
<b>November 2024</b>	<b>121</b>	<b>64</b>	<b>+89.1%</b>
12-Month Avg	87	78	+11.5%

## Historical Pending Sales by Month

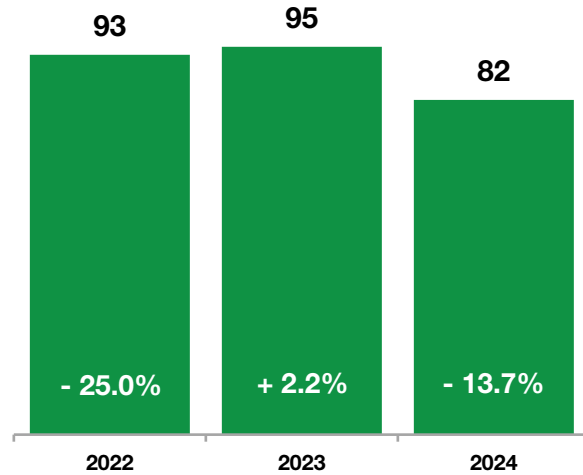


# Closed Sales

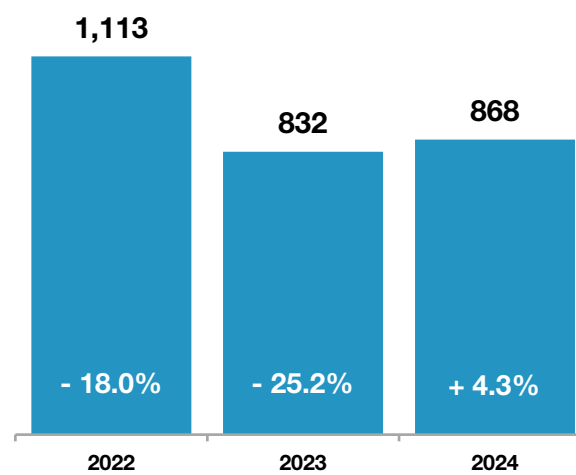
A count of the actual sales that closed in a given month.



## November

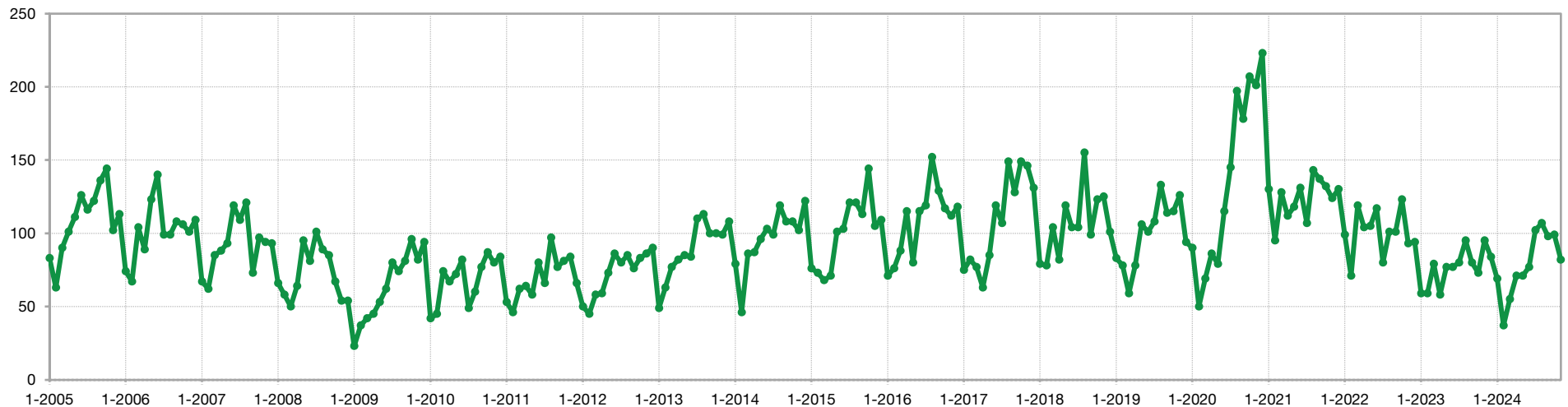


## Year to Date



	Closed Sales	Prior Year	Percent Change
December 2023	84	94	-10.6%
January 2024	69	59	+16.9%
February 2024	37	59	-37.3%
March 2024	55	79	-30.4%
April 2024	71	58	+22.4%
May 2024	71	77	-7.8%
June 2024	77	77	0.0%
July 2024	102	80	+27.5%
August 2024	107	95	+12.6%
September 2024	98	80	+22.5%
October 2024	99	73	+35.6%
<b>November 2024</b>	<b>82</b>	<b>95</b>	<b>-13.7%</b>
12-Month Avg	79	77	+2.6%

## Historical Closed Sales by Month

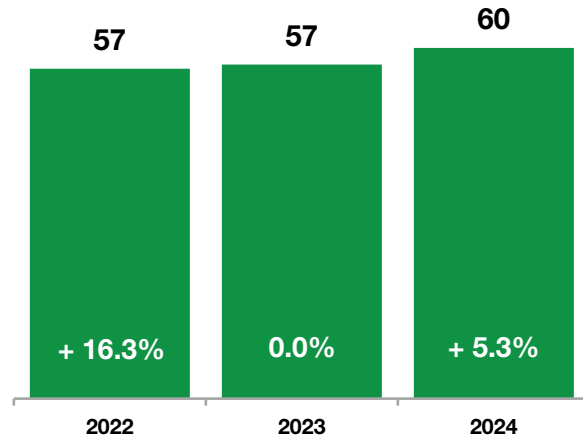


# Days on Market Until Sale

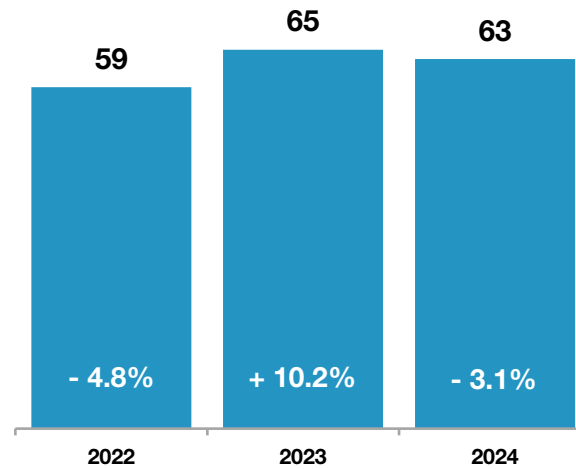
Average number of days between when a property is listed and when an offer is accepted in a given month.



## November



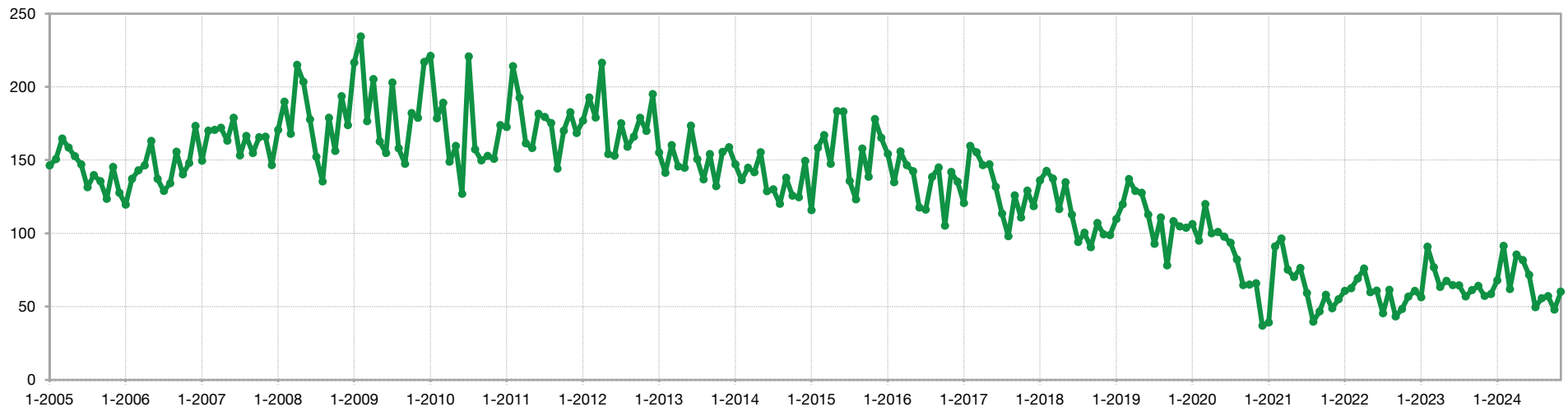
## Year to Date



Days on Market	Prior Year	Percent Change	
December 2023	58	61	-4.9%
January 2024	68	56	+21.4%
February 2024	91	91	0.0%
March 2024	62	77	-19.5%
April 2024	85	63	+34.9%
May 2024	82	67	+22.4%
June 2024	71	64	+10.9%
July 2024	49	64	-23.4%
August 2024	56	57	-1.8%
September 2024	57	61	-6.6%
October 2024	48	64	-25.0%
<b>November 2024</b>	<b>60</b>	<b>57</b>	<b>+5.3%</b>
12-Month Avg*	63	65	-3.1%

\* Average Days on Market of all properties from December 2023 through November 2024. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

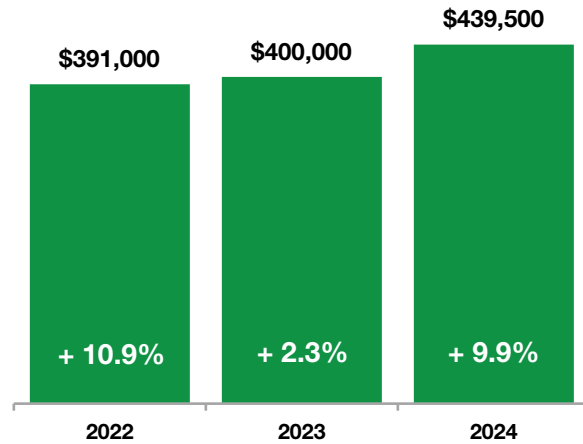


# Median Sales Price

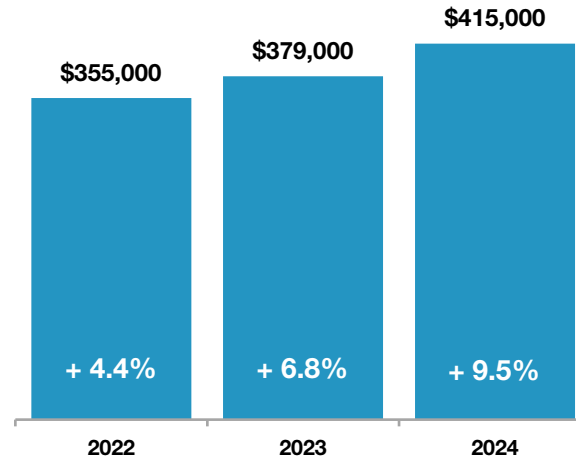
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## November



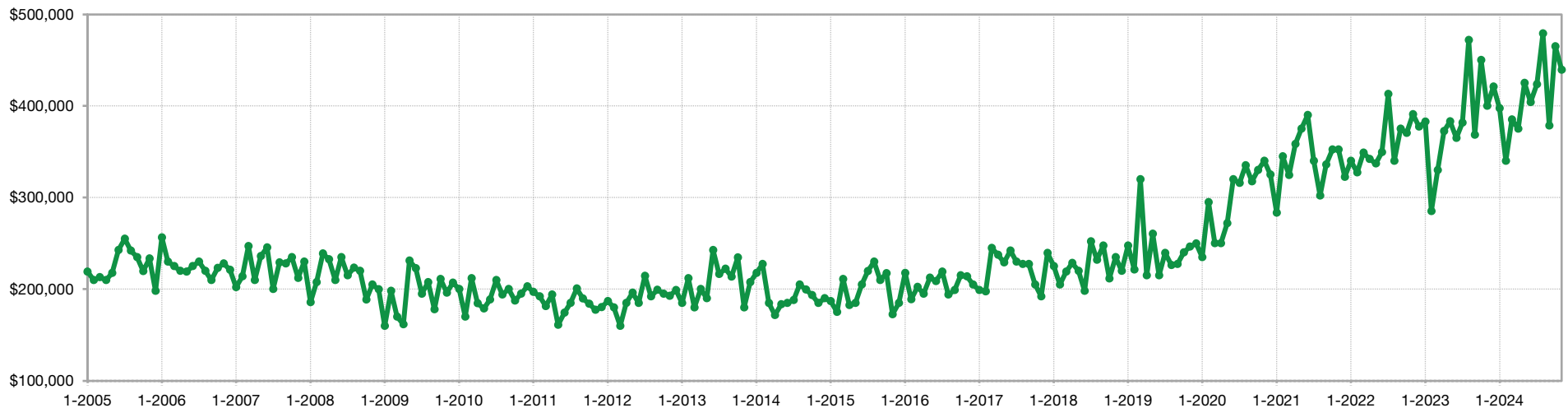
## Year to Date



	Median Sales Price	Prior Year	Percent Change
December 2023	\$421,000	\$377,500	+11.5%
January 2024	\$397,500	\$382,750	+3.9%
February 2024	\$340,000	\$285,000	+19.3%
March 2024	\$385,000	\$330,000	+16.7%
April 2024	\$375,000	\$372,500	+0.7%
May 2024	\$425,000	\$383,000	+11.0%
June 2024	\$404,000	\$365,000	+10.7%
July 2024	\$423,500	\$381,700	+11.0%
August 2024	\$479,000	\$472,000	+1.5%
September 2024	\$378,500	\$368,500	+2.7%
October 2024	\$465,000	\$450,000	+3.3%
<b>November 2024</b>	<b>\$439,500</b>	<b>\$400,000</b>	<b>+9.9%</b>
12-Month Med*	\$415,000	\$379,000	+9.5%

\* Median Sales Price of all properties from December 2023 through November 2024. This is not the average of the individual figures above.

## Historical Median Sales Price by Month

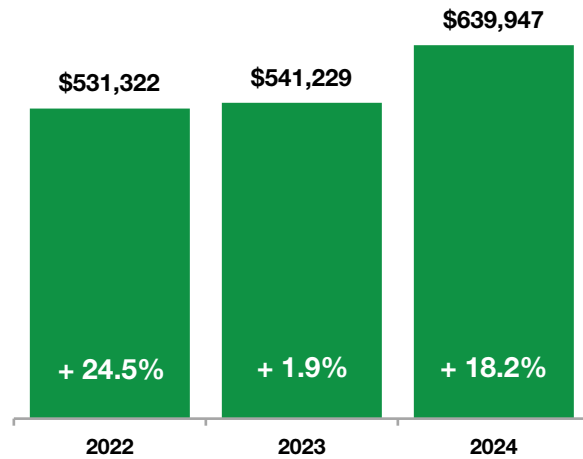


# Average Sales Price

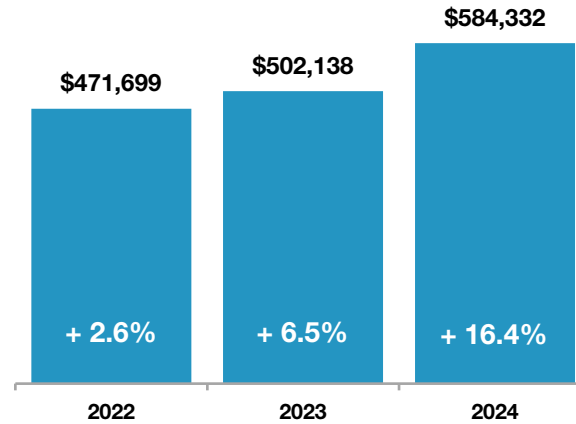
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## November



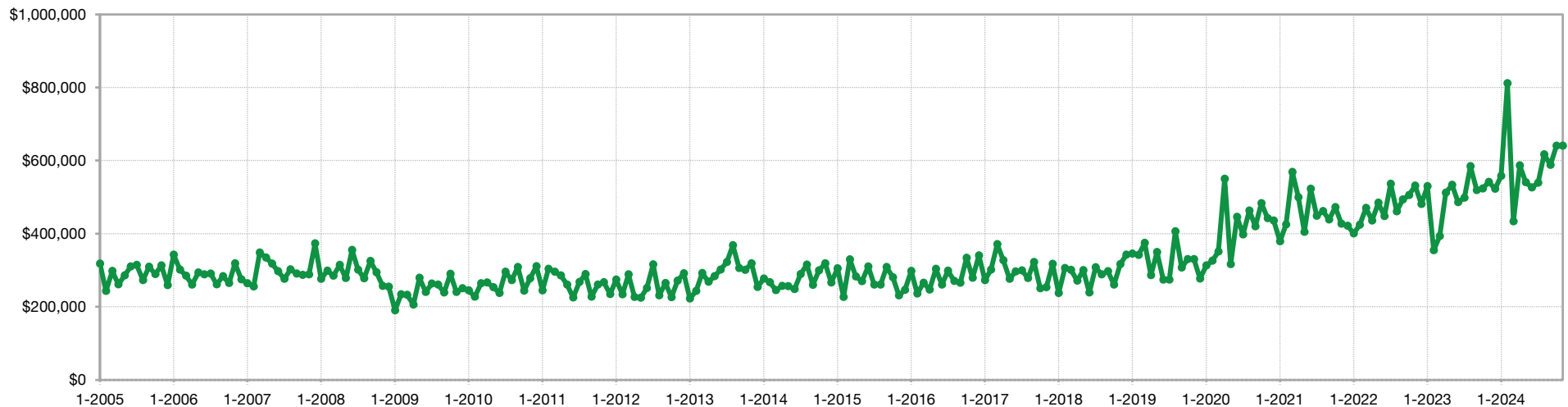
## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
December 2023	\$522,116	\$480,950	+8.6%
January 2024	\$557,793	\$529,525	+5.3%
February 2024	\$811,173	\$354,044	+129.1%
March 2024	\$433,489	\$393,324	+10.2%
April 2024	\$586,295	\$511,449	+14.6%
May 2024	\$540,783	\$533,520	+1.4%
June 2024	\$526,331	\$485,815	+8.3%
July 2024	\$538,930	\$498,053	+8.2%
August 2024	\$616,235	\$583,896	+5.5%
September 2024	\$587,620	\$519,152	+13.2%
October 2024	\$640,088	\$523,108	+22.4%
<b>November 2024</b>	<b>\$639,947</b>	<b>\$541,229</b>	<b>+18.2%</b>
12-Month Avg*	\$578,837	\$499,985	+15.8%

\* Avg. Sales Price of all properties from December 2023 through November 2024. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



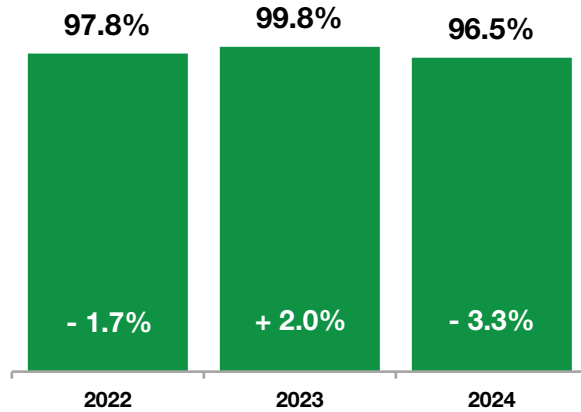


# Percent of List Price Received

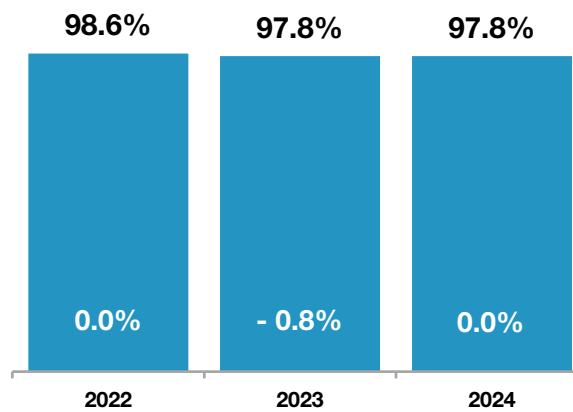
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## November



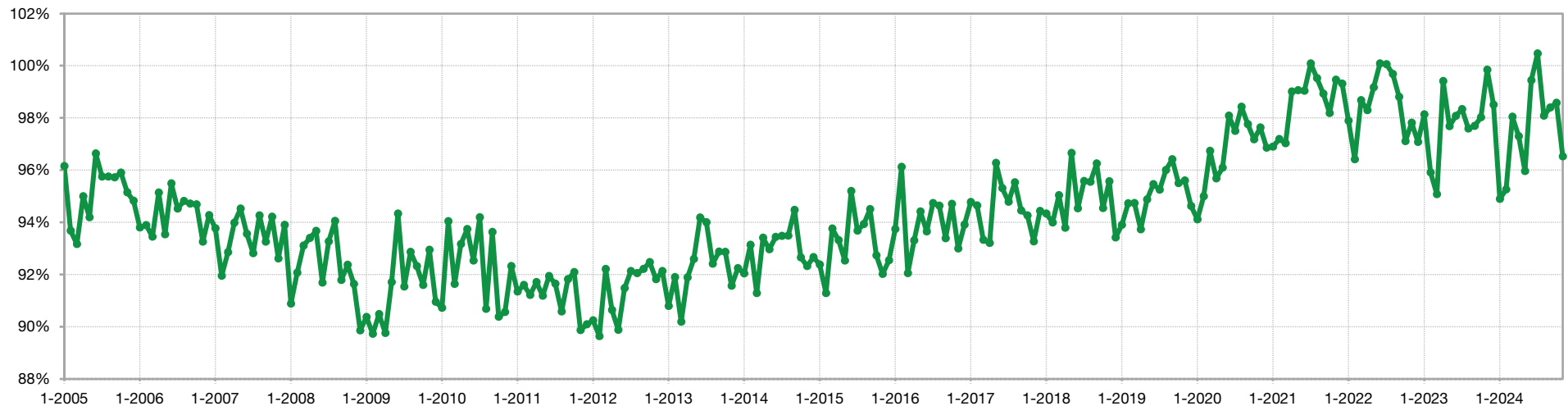
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
December 2023	98.5%	97.1%	+1.4%
January 2024	94.9%	98.1%	-3.3%
February 2024	95.3%	95.9%	-0.6%
March 2024	98.0%	95.1%	+3.0%
April 2024	97.3%	99.4%	-2.1%
May 2024	96.0%	97.7%	-1.7%
June 2024	99.4%	98.1%	+1.3%
July 2024	100.5%	98.3%	+2.2%
August 2024	98.1%	97.6%	+0.5%
September 2024	98.4%	97.7%	+0.7%
October 2024	98.6%	98.0%	+0.6%
<b>November 2024</b>	<b>96.5%</b>	<b>99.8%</b>	<b>-3.3%</b>
12-Month Avg*	97.9%	97.7%	+0.2%

\* Average Pct. of List Price Received for all properties from December 2023 through November 2024. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

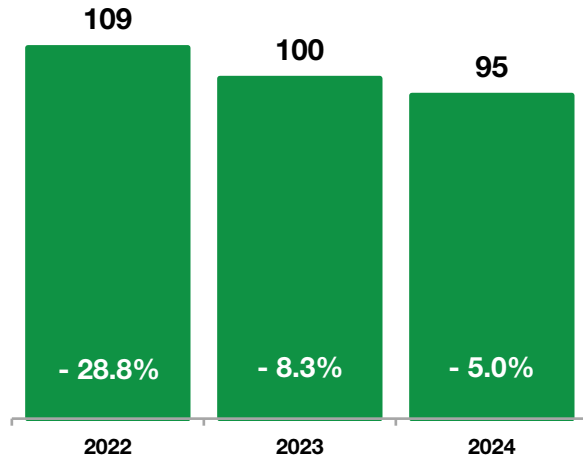


# Housing Affordability Index

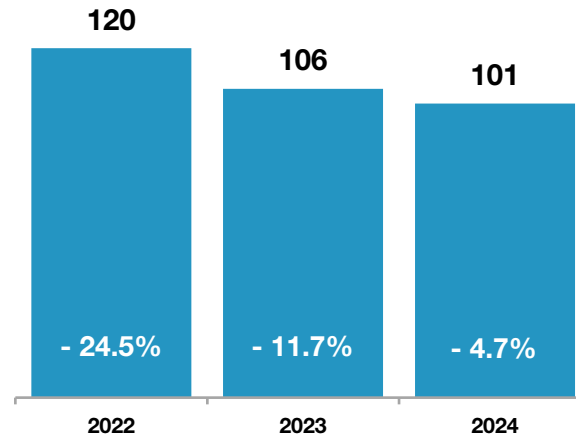


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## November

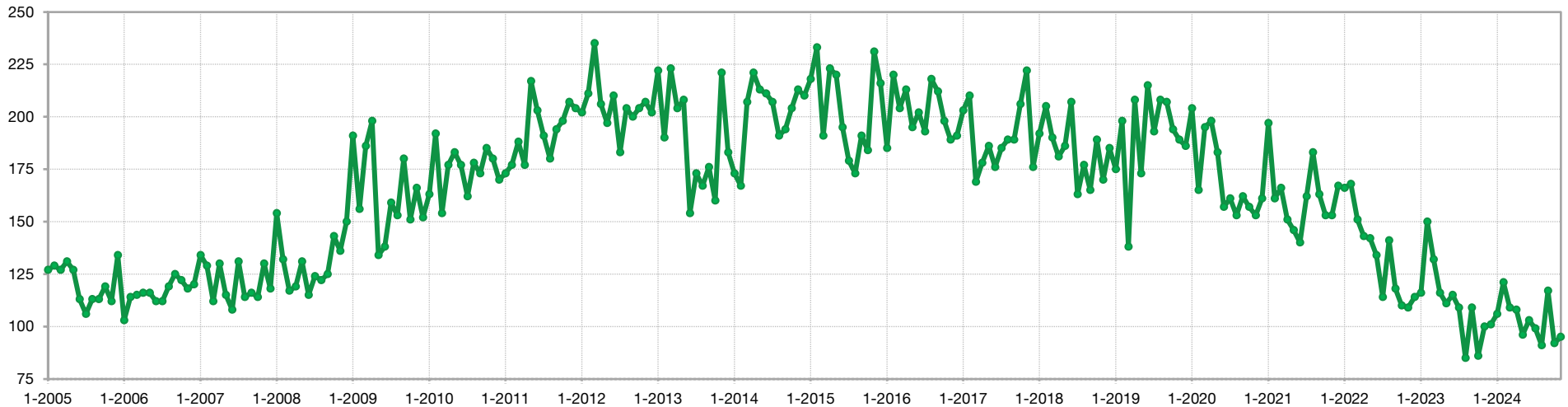


## Year to Date



	Affordability Index	Prior Year	Percent Change
December 2023	101	114	-11.4%
January 2024	106	116	-8.6%
February 2024	121	150	-19.3%
March 2024	109	132	-17.4%
April 2024	108	116	-6.9%
May 2024	96	111	-13.5%
June 2024	103	115	-10.4%
July 2024	99	109	-9.2%
August 2024	91	85	+7.1%
September 2024	117	109	+7.3%
October 2024	92	86	+7.0%
<b>November 2024</b>	<b>95</b>	<b>100</b>	<b>-5.0%</b>
12-Month Avg	103	112	-7.8%

## Historical Housing Affordability Index by Month

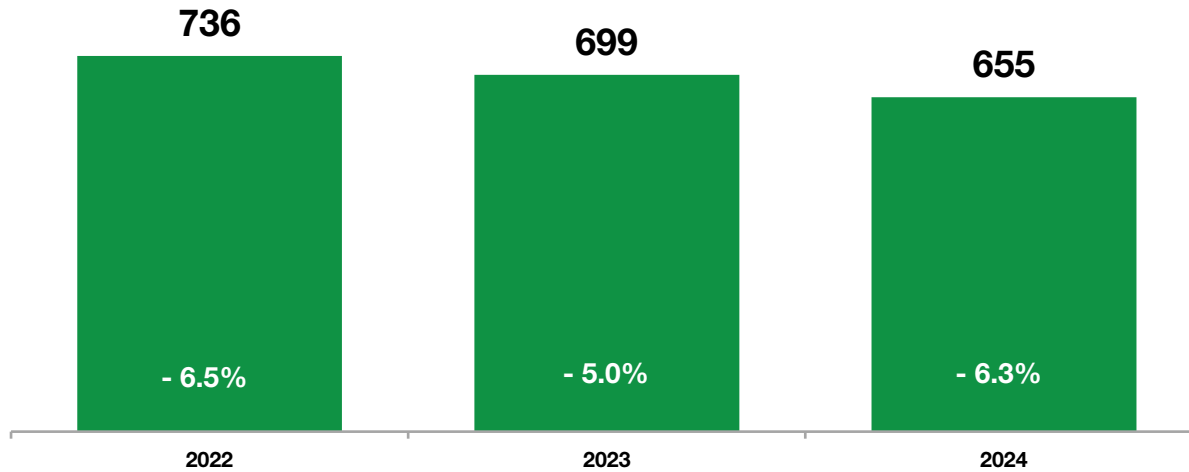


# Inventory of Homes for Sale

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

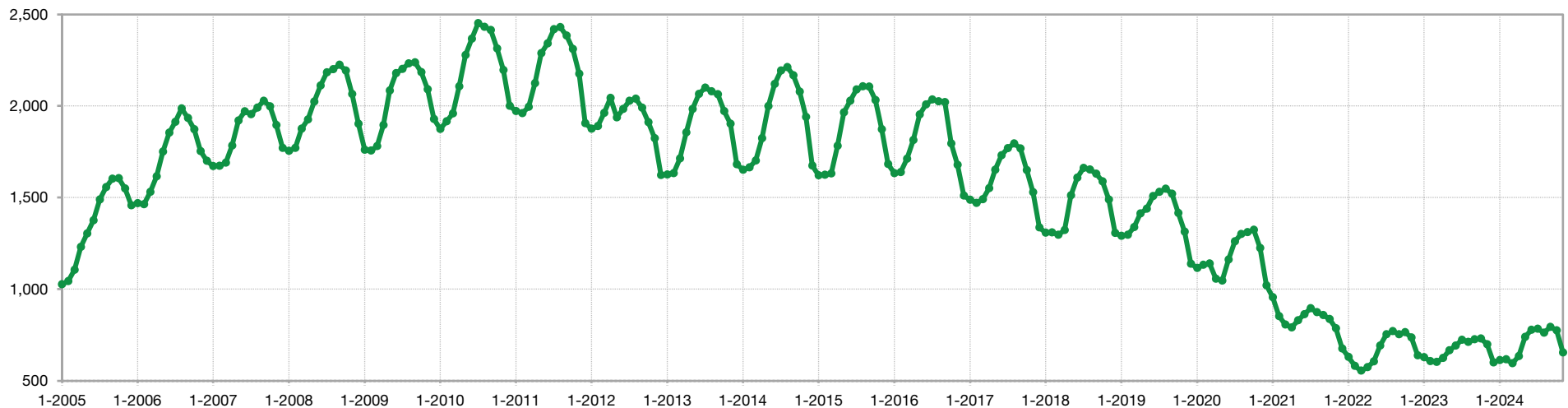


## November



	Homes for Sale	Prior Year	Percent Change
December 2023	600	639	-6.1%
January 2024	613	629	-2.5%
February 2024	617	607	+1.6%
March 2024	596	602	-1.0%
April 2024	634	624	+1.6%
May 2024	739	666	+11.0%
June 2024	778	692	+12.4%
July 2024	784	723	+8.4%
August 2024	762	712	+7.0%
September 2024	793	726	+9.2%
October 2024	775	731	+6.0%
<b>November 2024</b>	<b>655</b>	<b>699</b>	<b>-6.3%</b>
12-Month Avg	696	671	+3.7%

## Historical Inventory of Homes for Sale by Month

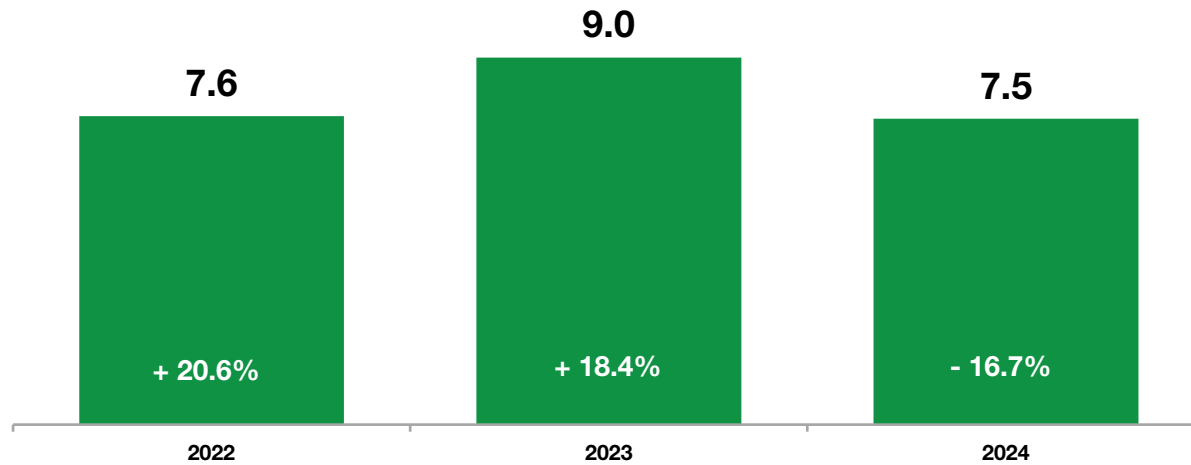


# Months Supply of Inventory

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.



## November



Months Supply		Prior Year	Percent Change
December 2023	7.9	6.7	+17.9%
January 2024	8.1	6.8	+19.1%
February 2024	8.3	6.7	+23.9%
March 2024	8.0	6.9	+15.9%
April 2024	8.4	7.3	+15.1%
May 2024	9.8	8.0	+22.5%
June 2024	10.3	8.3	+24.1%
July 2024	10.0	8.8	+13.6%
August 2024	9.5	8.9	+6.7%
September 2024	9.9	9.3	+6.5%
October 2024	9.4	9.3	+1.1%
<b>November 2024</b>	<b>7.5</b>	<b>9.0</b>	<b>-16.7%</b>
12-Month Avg	8.9	8.0	+11.3%

## Historical Months Supply of Inventory by Month

