



Monthly Indicators

December 2024

U.S. existing-home sales improved for the second consecutive month, rising 4.8% to a seasonally adjusted annual rate of 4.15 million units, an eight-month high, according to the National Association of REALTORS® (NAR). Sales were up 6.1% compared to the same time last year, marking the largest year-over-year increase since June 2021. Economists had forecast existing-home sales would come in at an annual rate of 4.07 million units for the month.

New Listings were up 58.6 percent to 92. Pending Sales increased 92.9 percent to 108. Inventory shrank 5.0 percent to 570 units.

Prices moved higher as the Median Sales Price was up 22.3 percent to \$515,000. Days on Market increased 5.2 percent to 61 days. Months Supply of Inventory was down 17.7 percent to 6.5 months.

Total housing inventory stood at 1.33 million units heading into December, a 2.9% decrease from the previous month but a 17.7% increase year-over-year, for a 3.8-month supply at the current sales pace. Inventory remains below the 5 – 6 months' supply of a balanced market, and the limited number of homes for sale continues to put upward pressure on sales prices nationwide, with NAR reporting a median existing-home price of \$406,100, a 4.7% increase from one year earlier.

Activity Snapshot

+ 26.2% **+ 22.3%** **- 5.0%**

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.



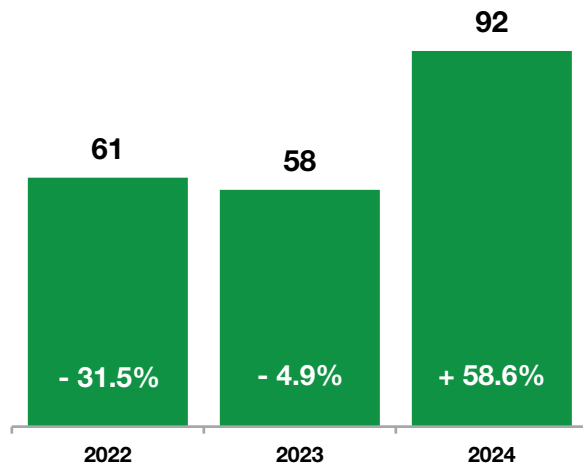
Key Metrics	Historical Sparkbars	12-2023	12-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
New Listings		58	92	+ 58.6%	1,632	1,864	+ 14.2%
Pending Sales		56	108	+ 92.9%	917	1,053	+ 14.8%
Closed Sales		84	106	+ 26.2%	916	974	+ 6.3%
Days on Market		58	61	+ 5.2%	64	63	- 1.6%
Median Sales Price		\$421,000	\$515,000	+ 22.3%	\$380,000	\$425,000	+ 11.8%
Avg. Sales Price		\$522,116	\$666,548	+ 27.7%	\$503,972	\$593,289	+ 17.7%
Pct. of List Price Received		98.5%	97.2%	- 1.3%	97.9%	97.7%	- 0.2%
Affordability Index		101	81	- 19.8%	112	98	- 12.5%
Homes for Sale		600	570	- 5.0%	--	--	--
Months Supply		7.9	6.5	- 17.7%	--	--	--

New Listings

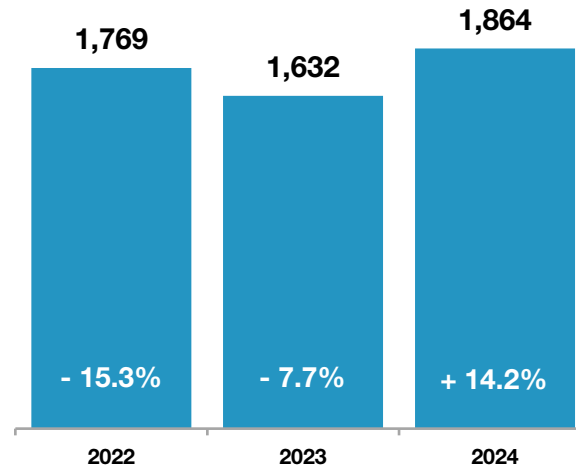
A count of the properties that have been newly listed on the market in a given month.



December

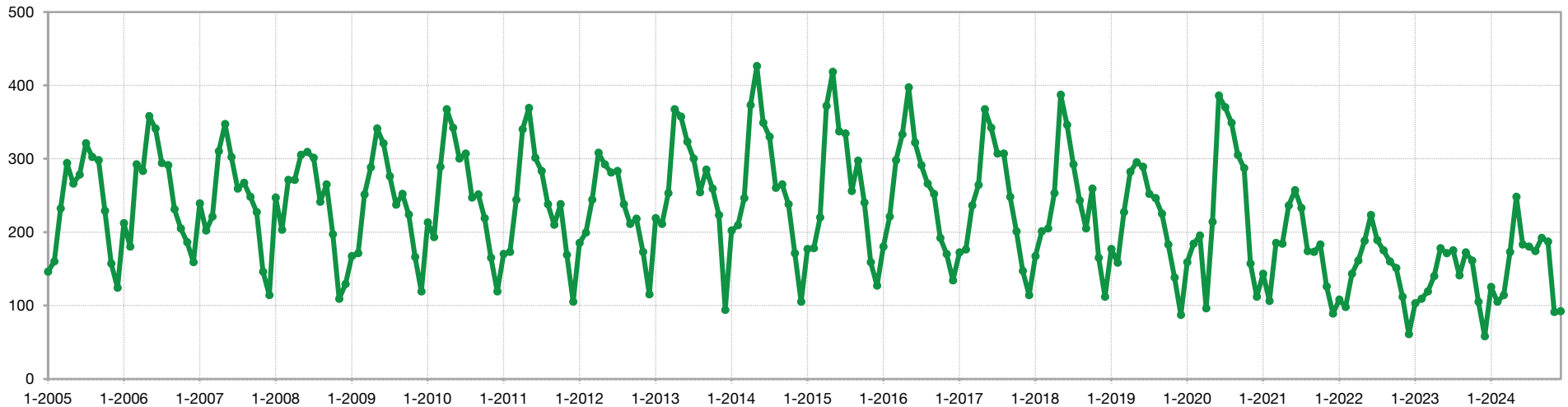


Year to Date



	New Listings	Prior Year	Percent Change
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%
November 2024	91	105	-13.3%
December 2024	92	58	+58.6%
12-Month Avg	155	136	+14.0%

Historical New Listings by Month

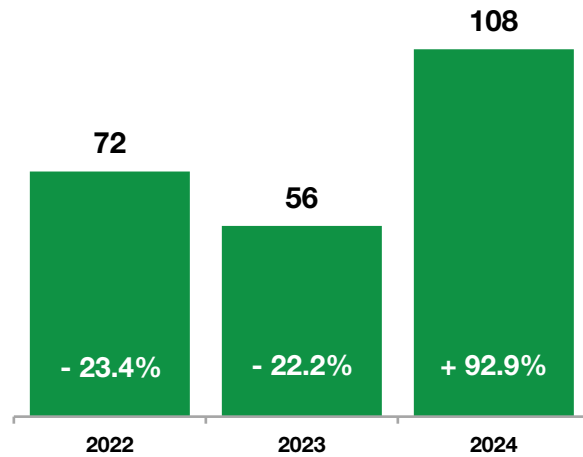


Pending Sales

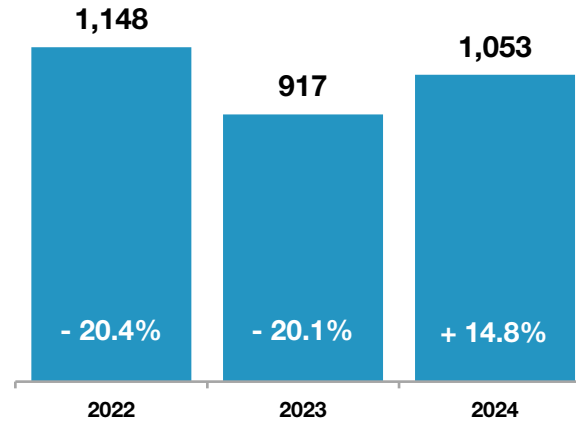
A count of the properties on which offers have been accepted in a given month.



December

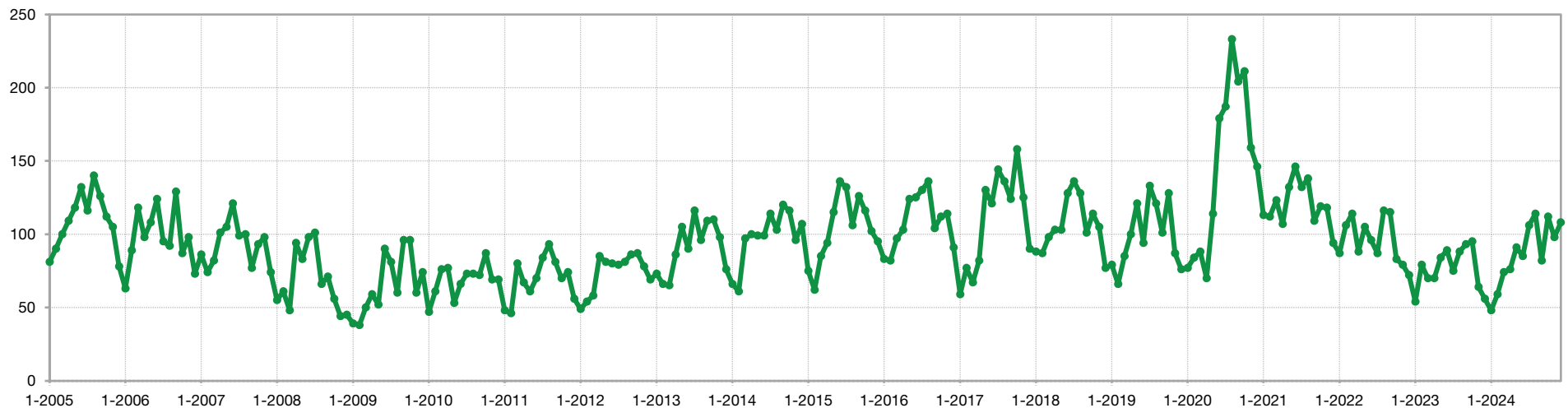


Year to Date



Pending Sales	Prior Year	Percent Change	
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	85	89	-4.5%
July 2024	106	75	+41.3%
August 2024	114	88	+29.5%
September 2024	82	93	-11.8%
October 2024	112	95	+17.9%
November 2024	98	64	+53.1%
December 2024	108	56	+92.9%
12-Month Avg	88	76	+15.8%

Historical Pending Sales by Month

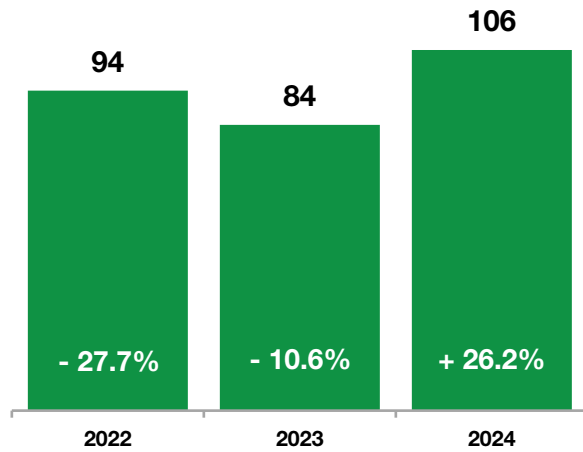


Closed Sales

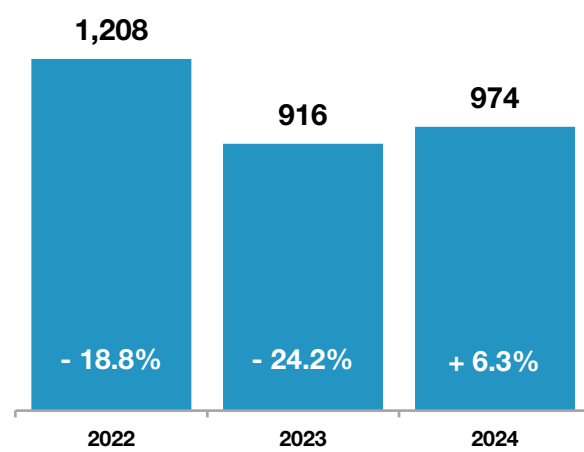
A count of the actual sales that closed in a given month.



December

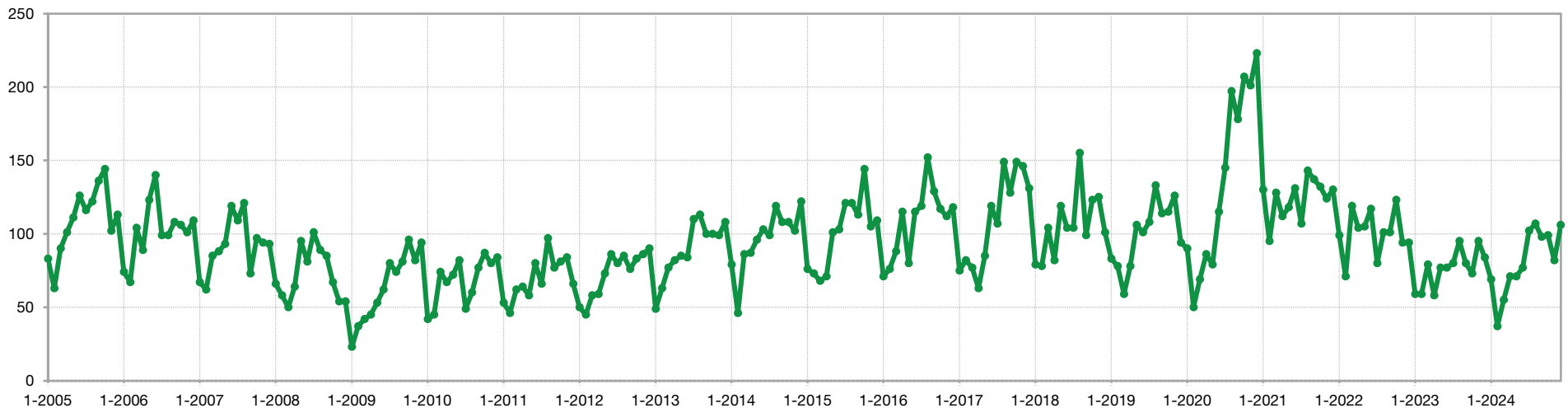


Year to Date



Closed Sales	Prior Year	Percent Change	
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%
November 2024	82	95	-13.7%
December 2024	106	84	+26.2%
12-Month Avg	81	76	+6.6%

Historical Closed Sales by Month

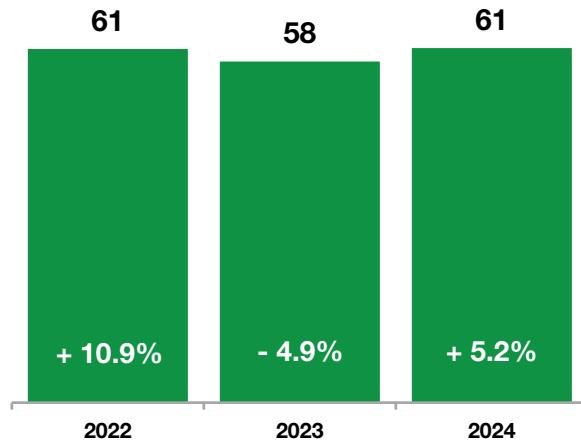


Days on Market Until Sale

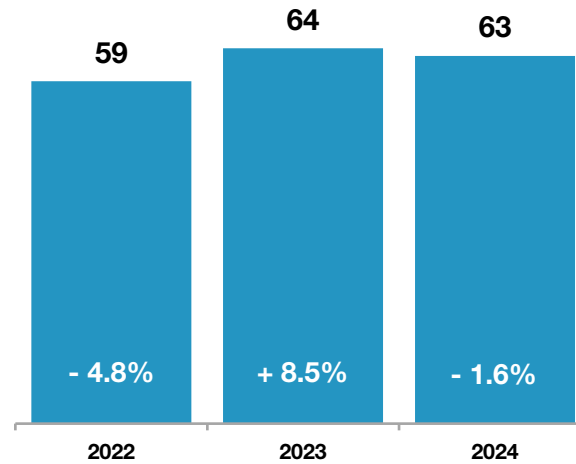
Average number of days between when a property is listed and when an offer is accepted in a given month.



December



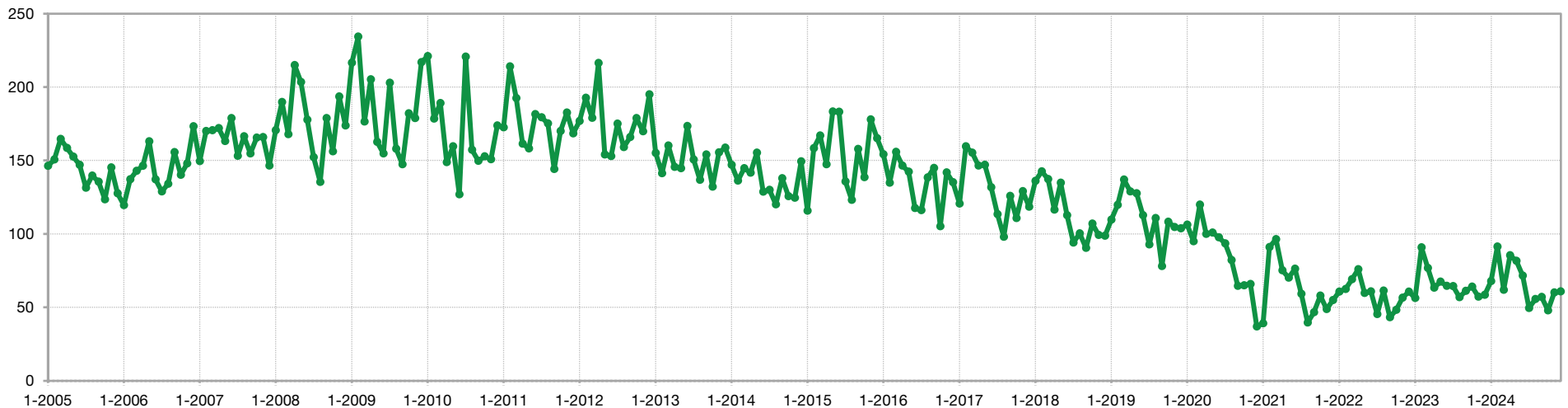
Year to Date



Month	Days on Market	Prior Year	Percent Change
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%
November 2024	60	57	+5.3%
December 2024	61	58	+5.2%
12-Month Avg*	63	64	-1.6%

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

Historical Days on Market Until Sale by Month

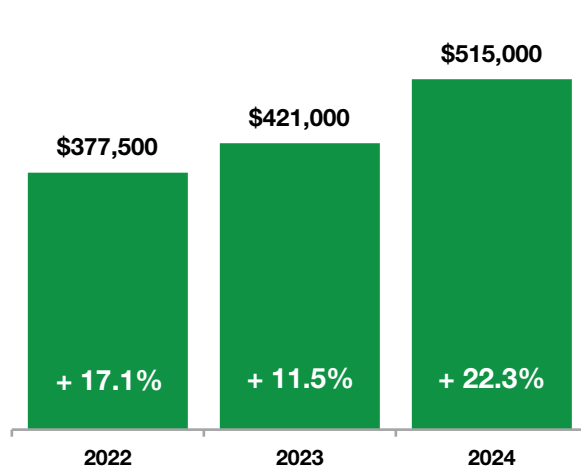


Median Sales Price

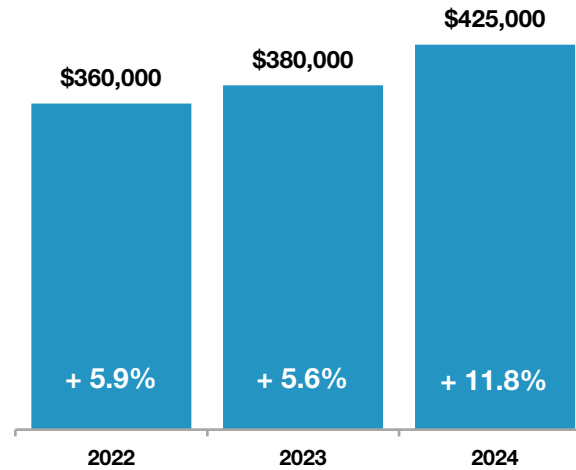
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



December



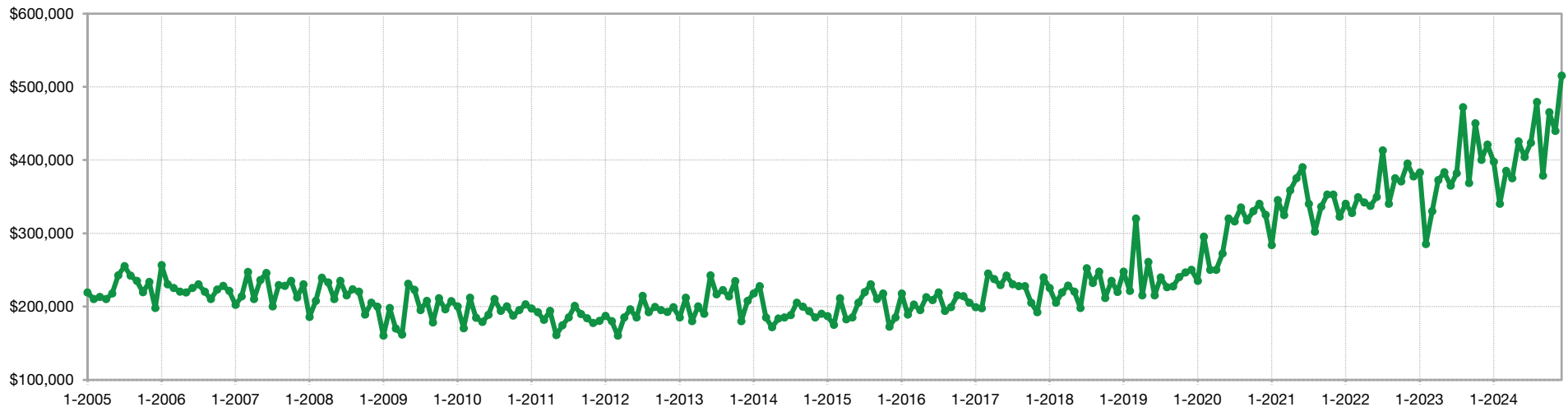
Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
November 2024	\$439,500	\$400,000	+9.9%
December 2024	\$515,000	\$421,000	+22.3%
12-Month Med*	\$425,000	\$380,000	+11.8%

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

Historical Median Sales Price by Month

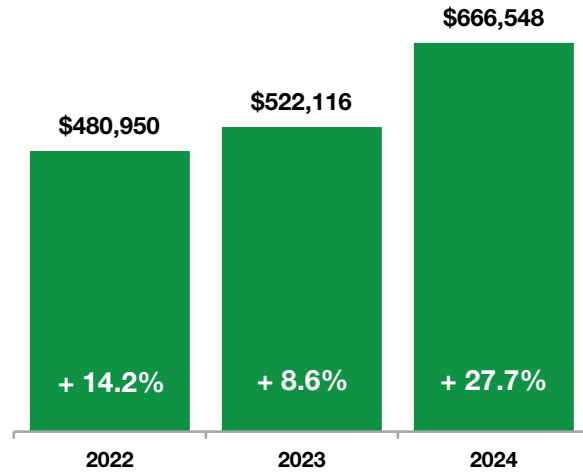


Average Sales Price

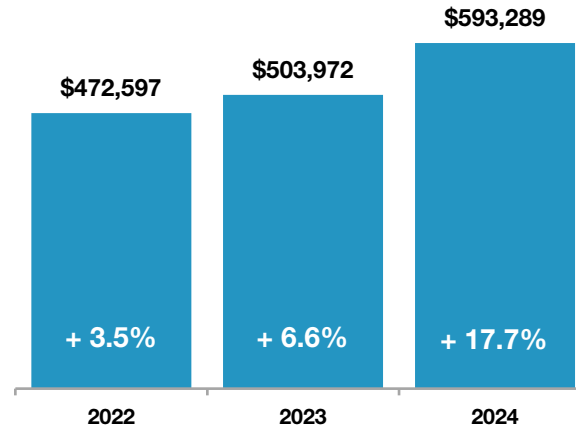
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December



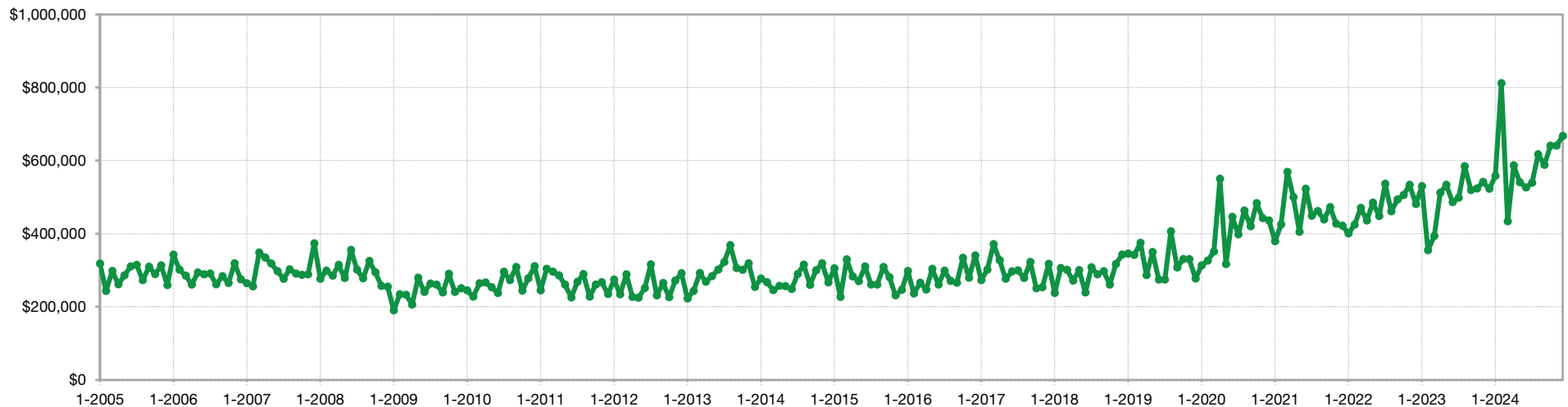
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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%
November 2024	\$639,947	\$541,229	+18.2%
December 2024	\$666,548	\$522,116	+27.7%
12-Month Avg*	\$593,289	\$503,972	+17.7%

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

Historical Average Sales Price by Month

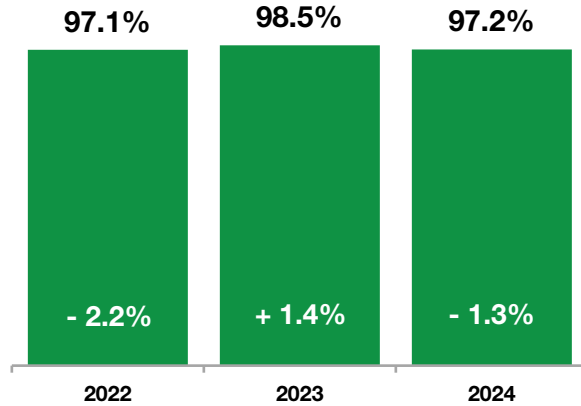


Percent of List Price Received

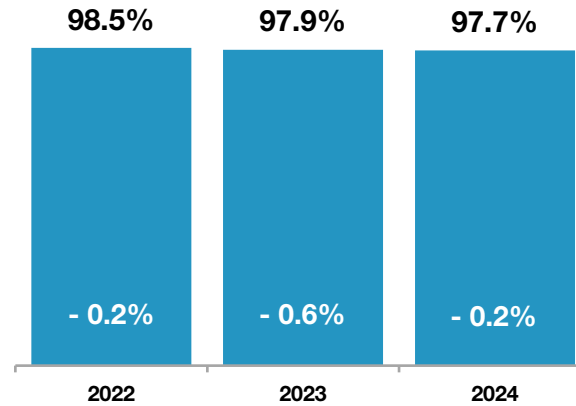
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



December



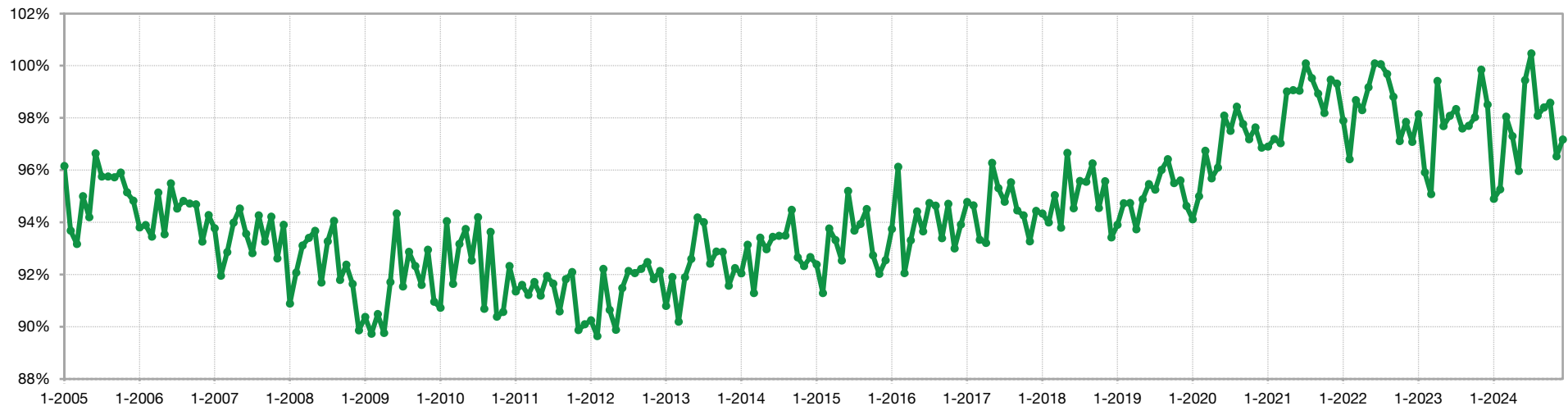
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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%
November 2024	96.5%	99.8%	-3.3%
December 2024	97.2%	98.5%	-1.3%
12-Month Avg*	97.7%	97.9%	-0.2%

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

Historical Percent of List Price Received by Month

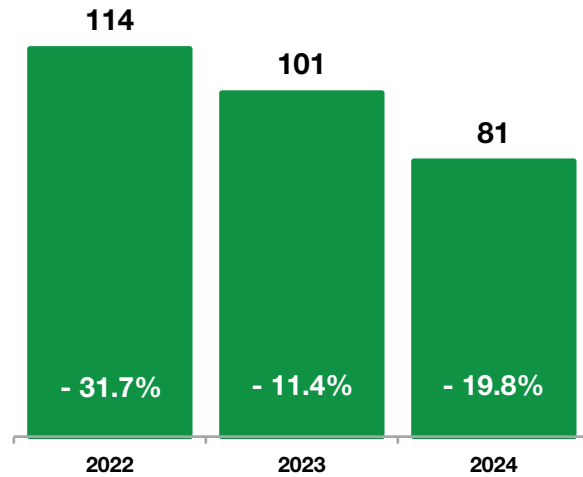


Housing Affordability Index

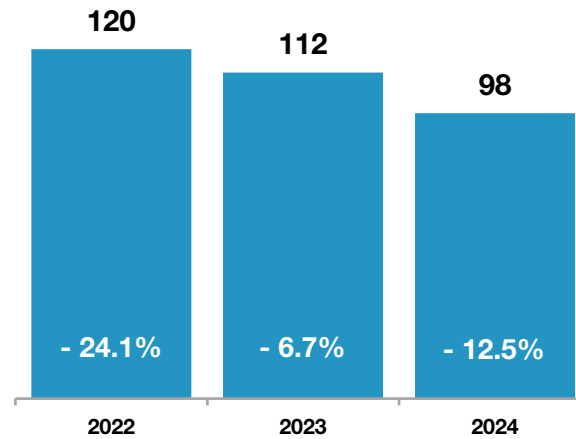


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

December

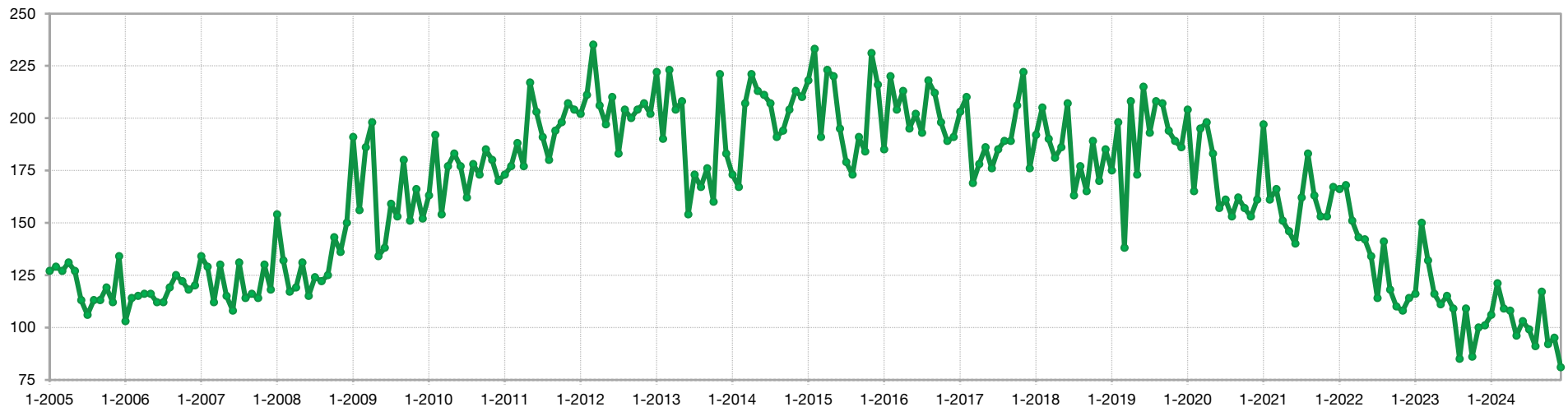


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
November 2024	95	100	-5.0%
December 2024	81	101	-19.8%
12-Month Avg	102	111	-8.4%

Historical Housing Affordability Index by Month

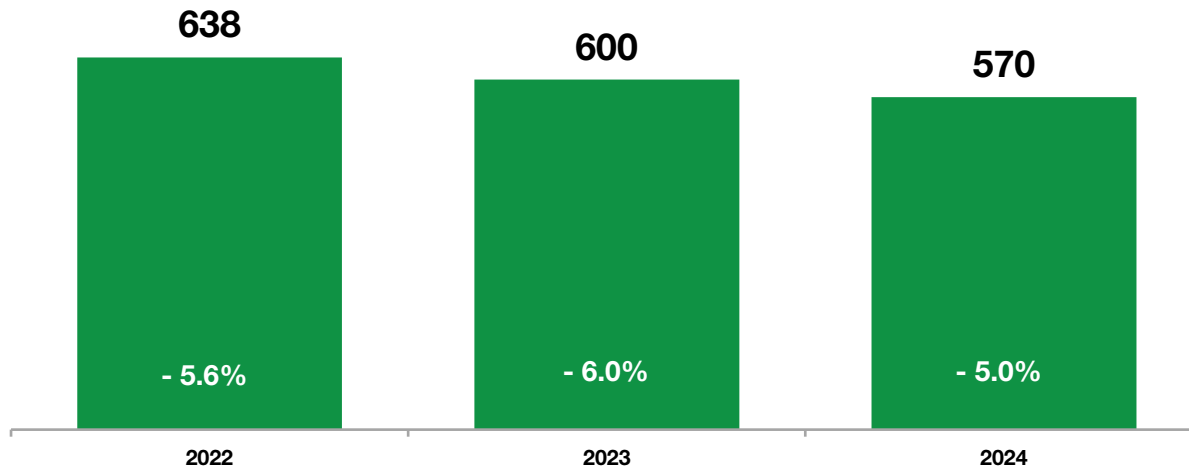


Inventory of Homes for Sale

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

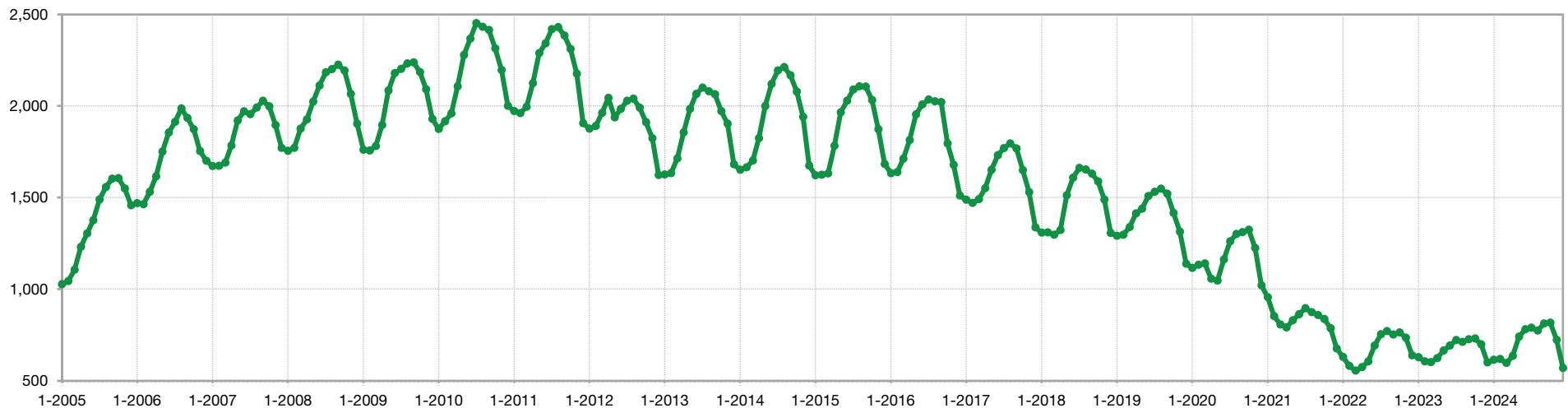


December



	Homes for Sale	Prior Year	Percent Change
January 2024	614	628	-2.2%
February 2024	618	606	+2.0%
March 2024	597	601	-0.7%
April 2024	635	623	+1.9%
May 2024	741	665	+11.4%
June 2024	781	691	+13.0%
July 2024	790	722	+9.4%
August 2024	773	712	+8.6%
September 2024	813	726	+12.0%
October 2024	817	731	+11.8%
November 2024	723	699	+3.4%
December 2024	570	600	-5.0%
12-Month Avg	706	667	+5.8%

Historical Inventory of Homes for Sale by Month

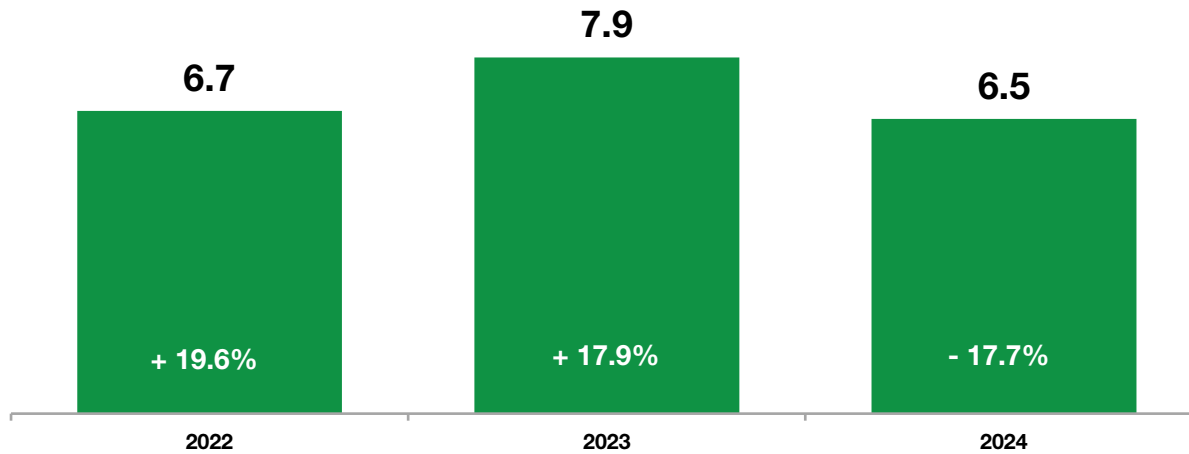


Months Supply of Inventory

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.



December



Months Supply		Prior Year	Percent Change
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	8.5	7.3	+16.4%
May 2024	9.8	7.9	+24.1%
June 2024	10.4	8.3	+25.3%
July 2024	10.1	8.8	+14.8%
August 2024	9.7	8.9	+9.0%
September 2024	10.3	9.3	+10.8%
October 2024	10.1	9.3	+8.6%
November 2024	8.7	9.0	-3.3%
December 2024	6.5	7.9	-17.7%
12-Month Avg	9.0	8.1	+11.1%

Historical Months Supply of Inventory by Month

