



Monthly Indicators

January 2025

U.S. existing-home sales advanced for the third straight month, climbing 2.2% to a seasonally adjusted annual rate of 4.24 million units, a 10-month high, according to the National Association of REALTORS® (NAR). Sales were up 9.3% year-over-year, driven largely by purchases of homes priced \$500,000 and above. Month-over-month, sales rose in the South, Northeast, and the West but fell in the Midwest, with all four regions reporting year-over-year gains.

New Listings were down 15.2 percent to 106. Pending Sales increased 97.9 percent to 95. Inventory shrank 9.8 percent to 554 units.

Prices moved lower as the Median Sales Price was down 2.6 percent to \$387,000. Days on Market decreased 4.4 percent to 65 days. Months Supply of Inventory was down 23.5 percent to 6.2 months.

According to NAR, total housing inventory was 1.15 million units heading into January, a 13.5% decrease from the previous month but a 16.2% increase from the same period one year earlier, for a 3.3-month supply at the current sales pace. Housing supply remains down compared to pre-pandemic levels, and the limited number of homes on the market continues to push sales prices higher nationwide, with the median existing-home price rising 6% year-over-year to \$404,400.

Activity Snapshot

- 5.8% **- 2.6%** **- 9.8%**

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.



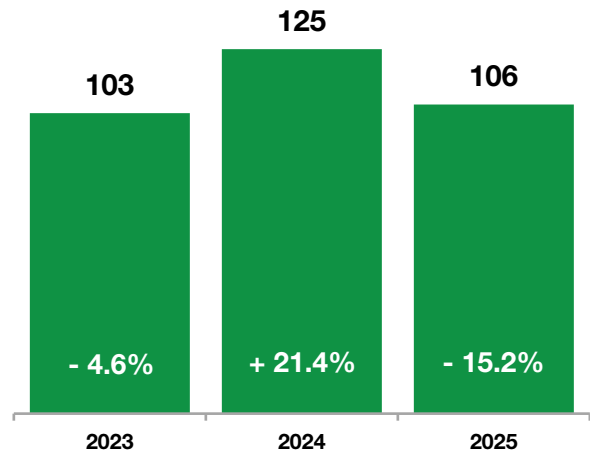
Key Metrics	Historical Sparkbars	1-2024	1-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		125	106	- 15.2%	125	106	- 15.2%
Pending Sales		48	95	+ 97.9%	48	95	+ 97.9%
Closed Sales		69	65	- 5.8%	69	65	- 5.8%
Days on Market		68	65	- 4.4%	68	65	- 4.4%
Median Sales Price		\$397,500	\$387,000	- 2.6%	\$397,500	\$387,000	- 2.6%
Avg. Sales Price		\$557,793	\$673,946	+ 20.8%	\$557,793	\$673,946	+ 20.8%
Pct. of List Price Received		94.9%	95.2%	+ 0.3%	94.9%	95.2%	+ 0.3%
Affordability Index		106	107	+ 0.9%	106	107	+ 0.9%
Homes for Sale		614	554	- 9.8%	--	--	--
Months Supply		8.1	6.2	- 23.5%	--	--	--

New Listings

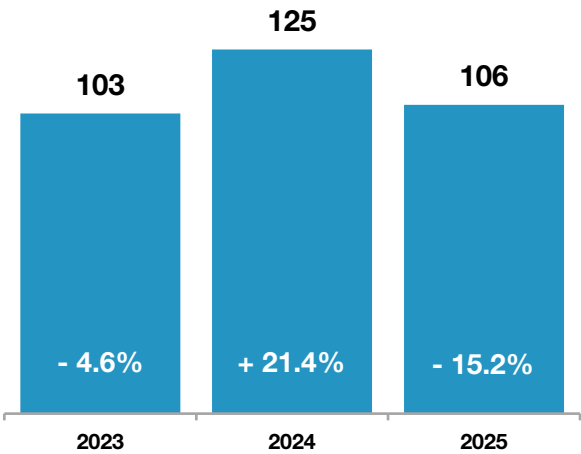
A count of the properties that have been newly listed on the market in a given month.



January

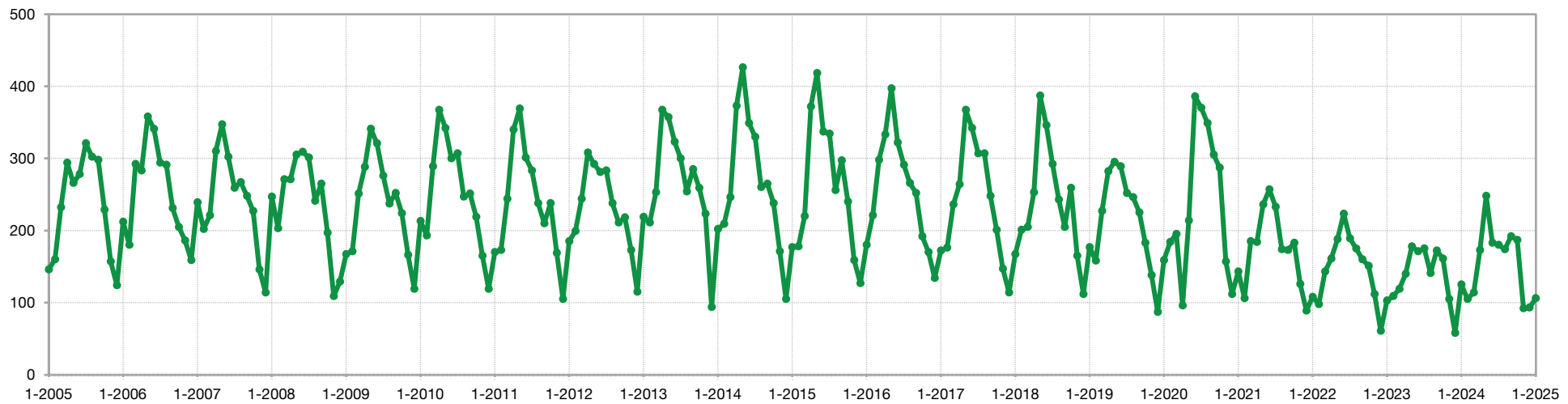


Year to Date



New Listings		Prior Year	Percent Change
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	92	105	-12.4%
December 2024	93	58	+60.3%
January 2025	106	125	-15.2%
12-Month Avg	154	138	+11.6%

Historical New Listings by Month

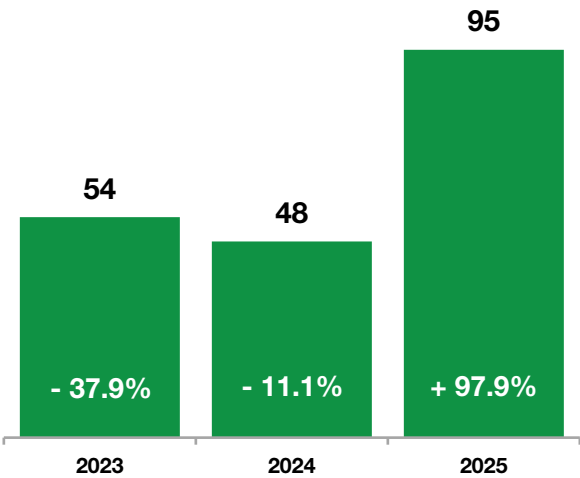


Pending Sales

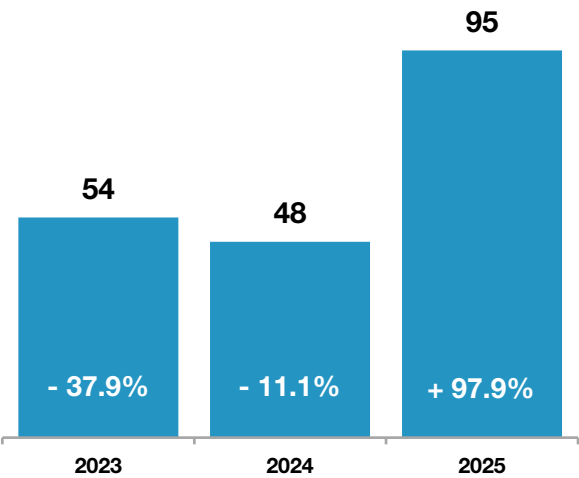
A count of the properties on which offers have been accepted in a given month.



January

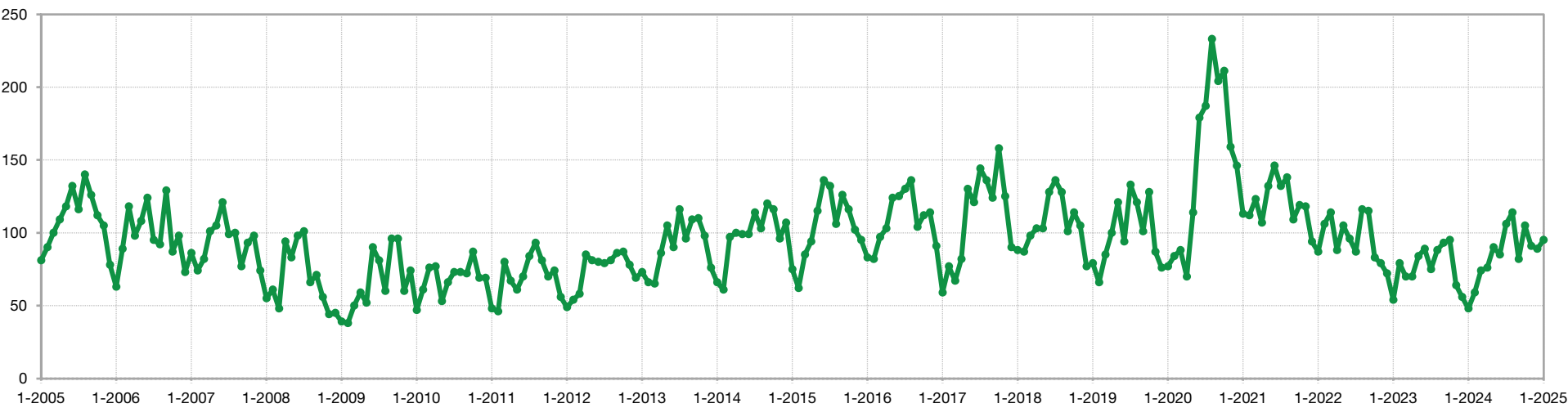


Year to Date



Pending Sales		Prior Year	Percent Change
February 2024	59	79	-25.3%
March 2024	74	70	+5.7%
April 2024	76	70	+8.6%
May 2024	90	84	+7.1%
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	105	95	+10.5%
November 2024	91	64	+42.2%
December 2024	89	56	+58.9%
January 2025	95	48	+97.9%
12-Month Avg	89	76	+17.1%

Historical Pending Sales by Month

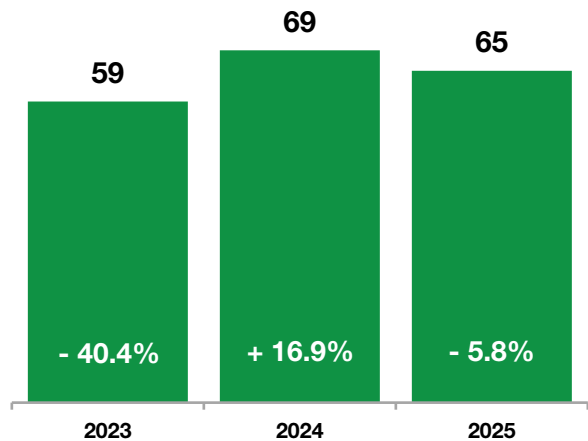


Closed Sales

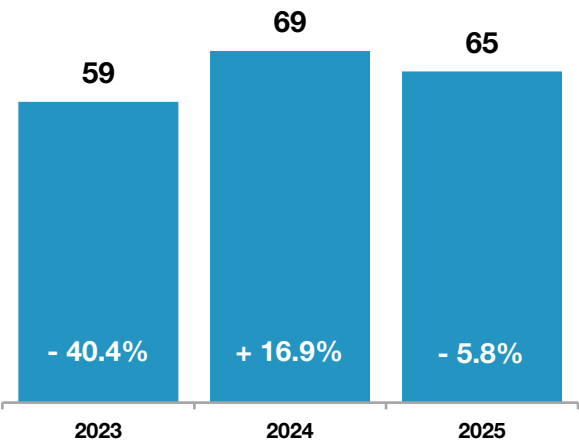
A count of the actual sales that closed in a given month.



January

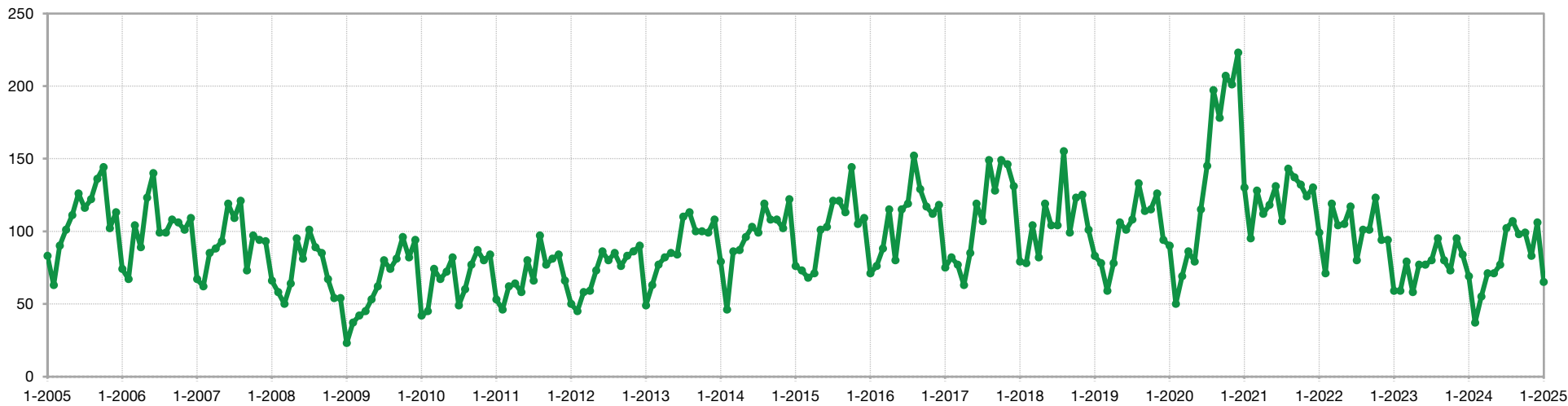


Year to Date



Closed Sales		Prior Year	Percent Change
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	83	95	-12.6%
December 2024	106	84	+26.2%
January 2025	65	69	-5.8%
12-Month Avg	81	77	+5.2%

Historical Closed Sales by Month

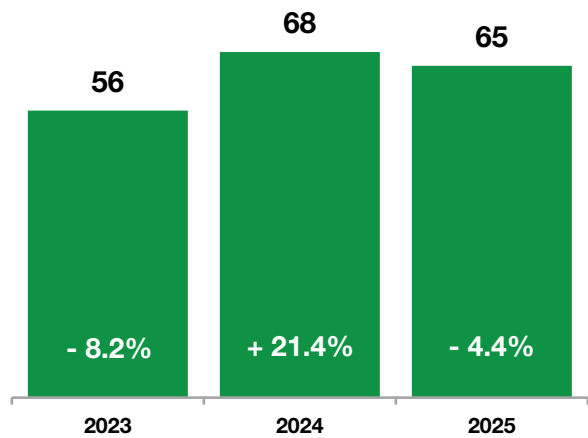


Days on Market Until Sale

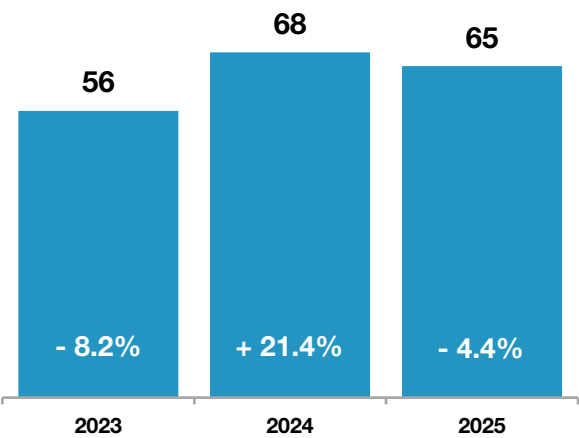
Average number of days between when a property is listed and when an offer is accepted in a given month.



January



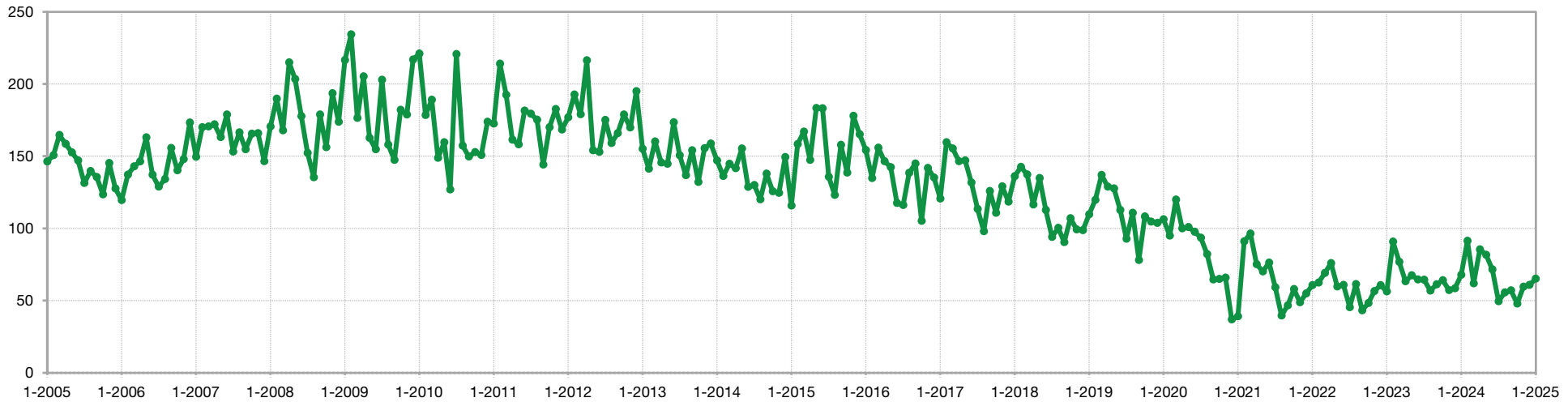
Year to Date



Days on Market		Prior Year	Percent Change
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%
January 2025	65	68	-4.4%
12-Month Avg*	63	65	-3.1%

* Average Days on Market of all properties from February 2024 through January 2025. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

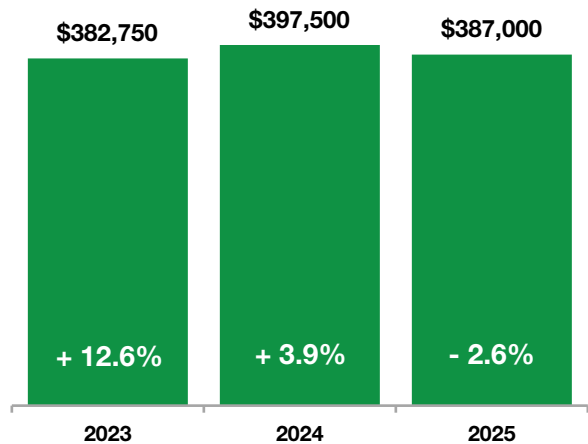


Median Sales Price

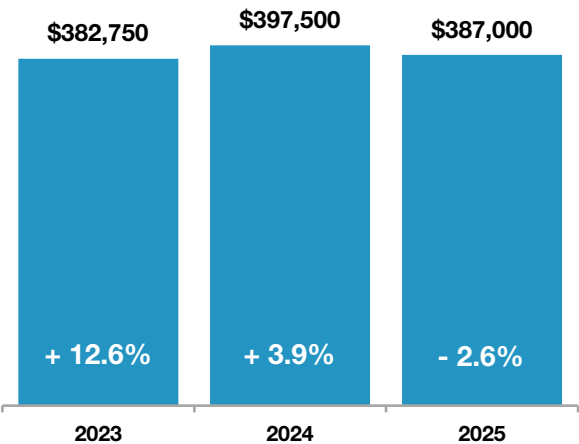
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January



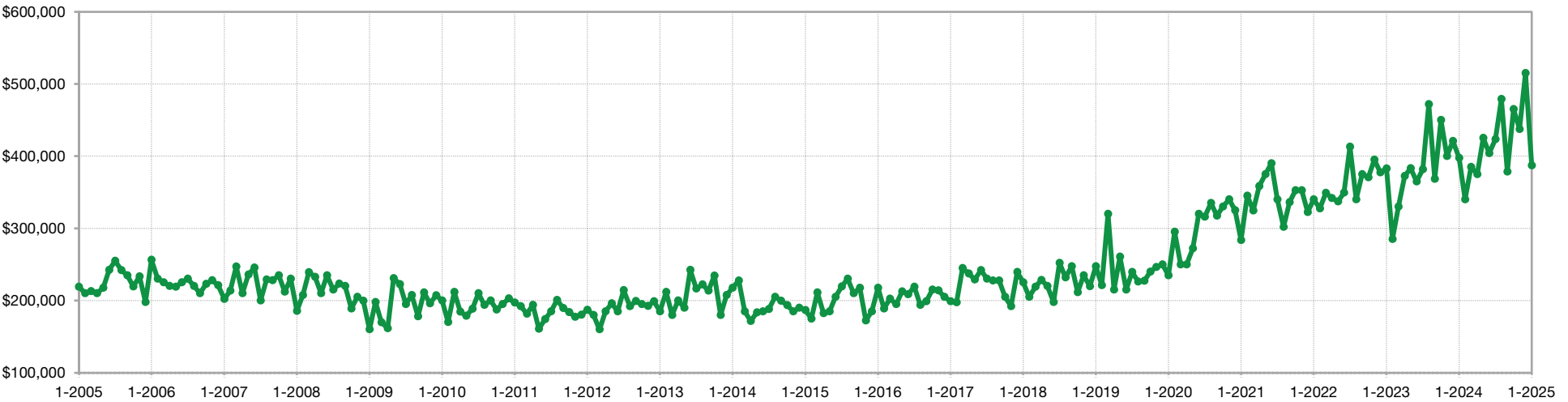
Year to Date



Median Sales Price		Prior Year	Percent Change
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	\$437,500	\$400,000	+9.4%
December 2024	\$515,000	\$421,000	+22.3%
January 2025	\$387,000	\$397,500	-2.6%
12-Month Med*	\$425,000	\$380,000	+11.8%

* Median Sales Price of all properties from February 2024 through January 2025. This is not the average of the individual figures above.

Historical Median Sales Price by Month

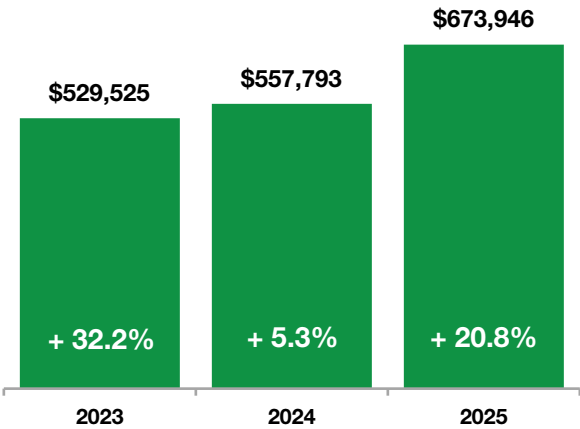


Average Sales Price

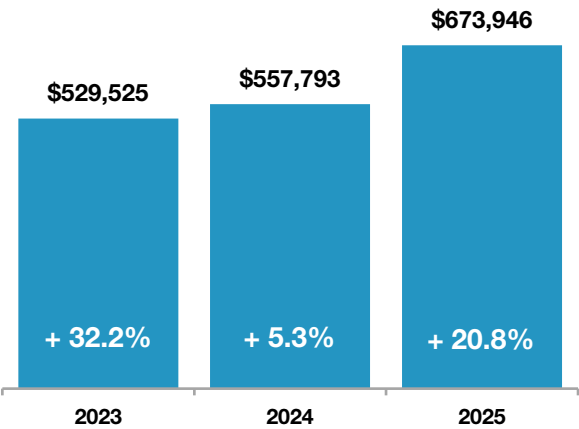
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



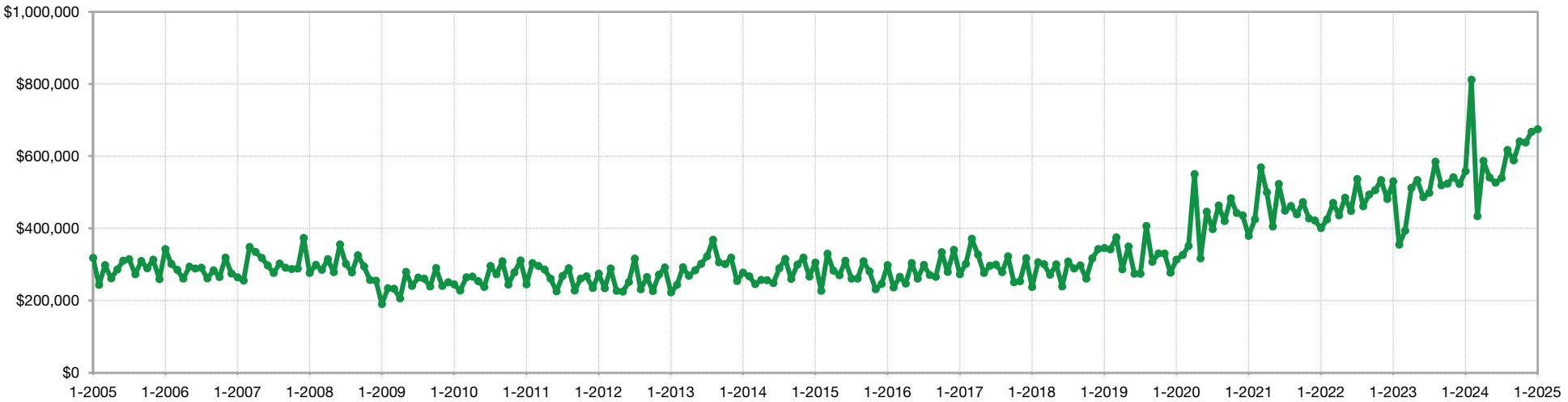
Year to Date



Avg. Sales Price		Prior Year	Percent Change
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	\$637,357	\$541,229	+17.8%
December 2024	\$666,548	\$522,116	+27.7%
January 2025	\$673,946	\$557,793	+20.8%
12-Month Avg*	\$600,970	\$506,382	+18.7%

* Avg. Sales Price of all properties from February 2024 through January 2025. This is not the average of the individual figures above.

Historical Average Sales Price by Month

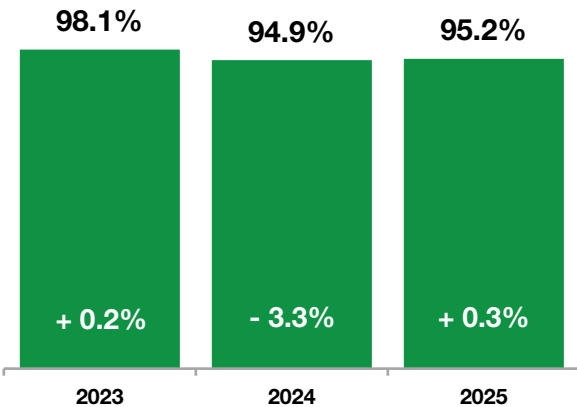


Percent of List Price Received

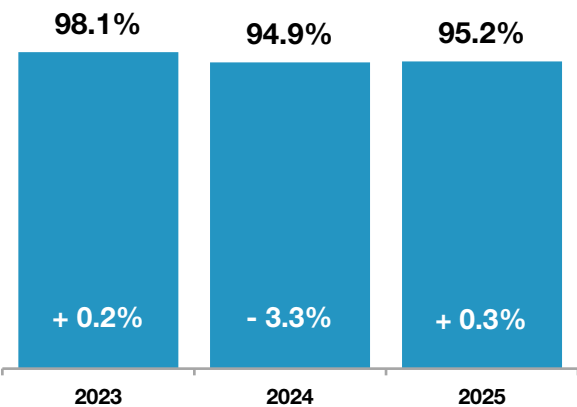
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



January



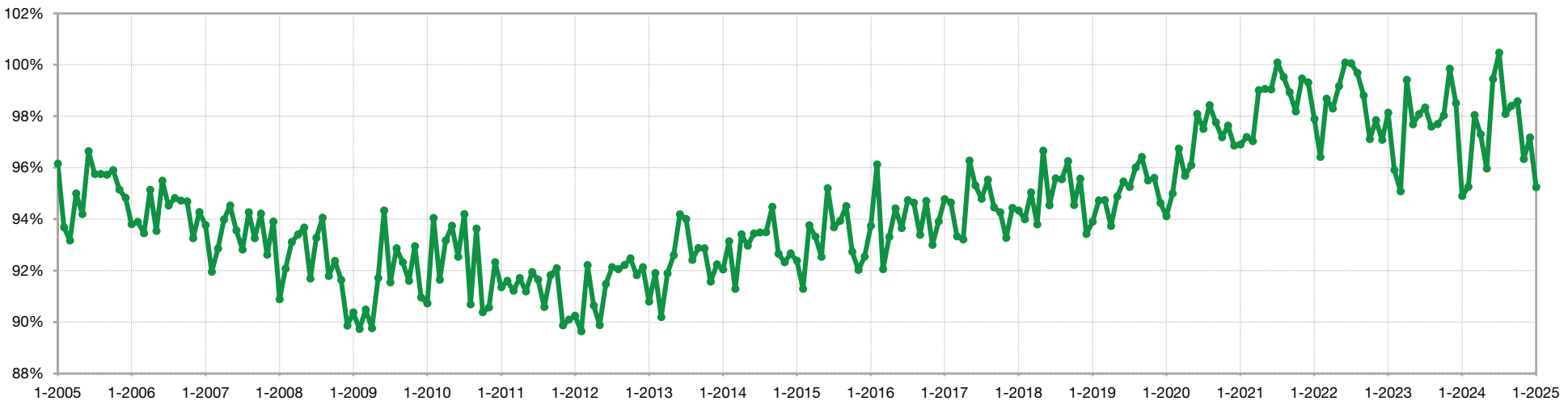
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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	96.3%	99.8%	-3.5%
December 2024	97.2%	98.5%	-1.3%
January 2025	95.2%	94.9%	+0.3%
12-Month Avg*	97.8%	97.6%	+0.2%

* Average Pct. of List Price Received for all properties from February 2024 through January 2025. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

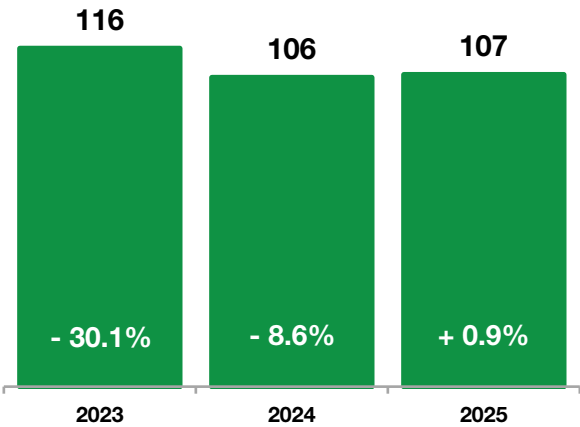


Housing Affordability Index

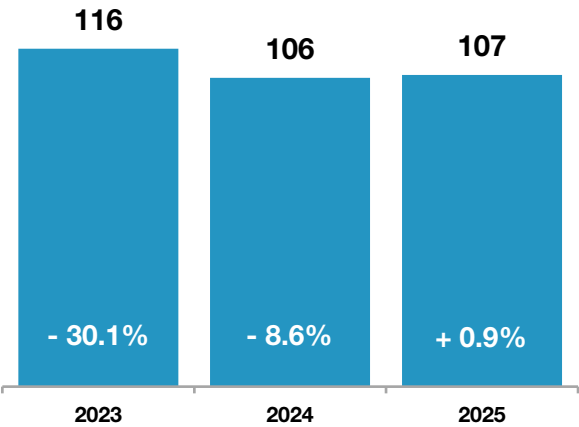
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



January

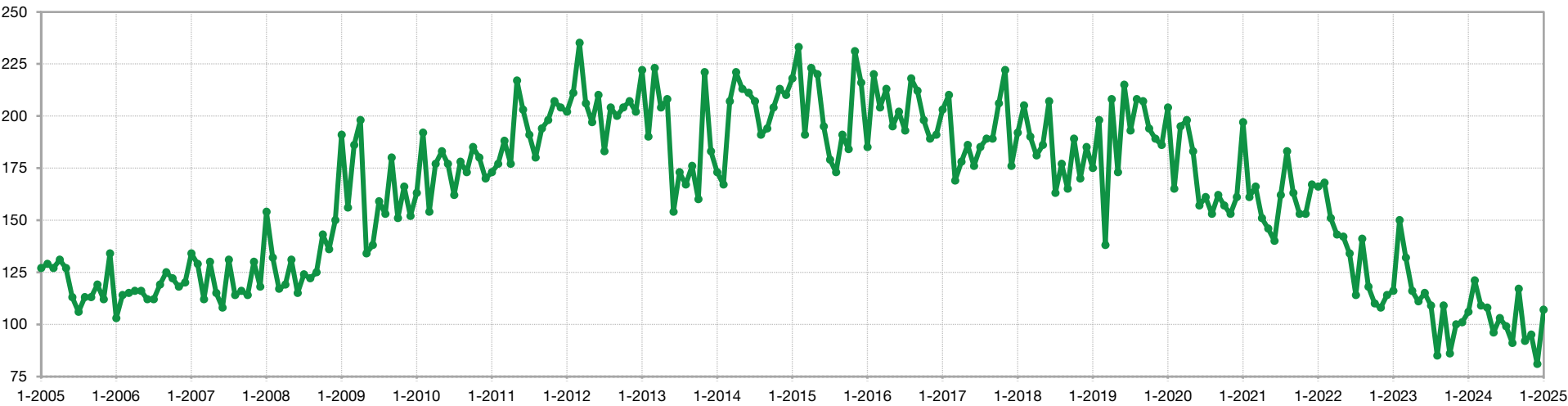


Year to Date



Affordability Index		Prior Year	Percent Change
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%
January 2025	107	106	+0.9%
12-Month Avg	102	110	-7.7%

Historical Housing Affordability Index by Month

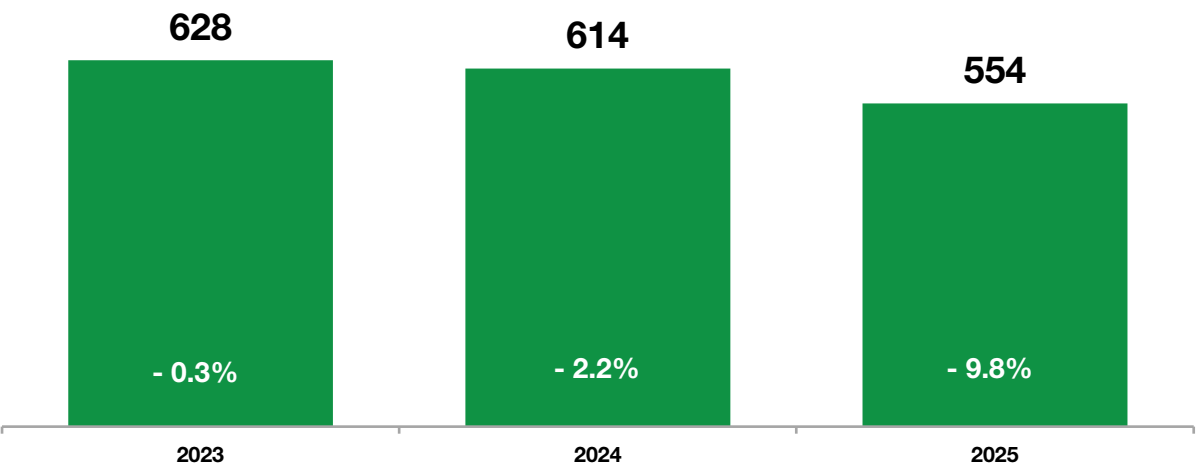


Inventory of Homes for Sale

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

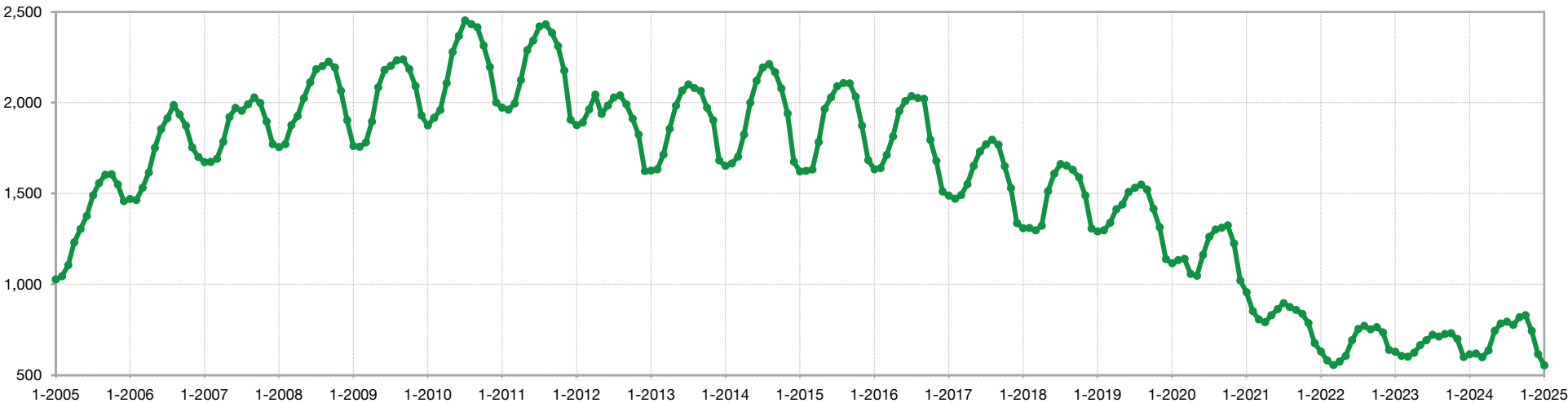


January



Homes for Sale		Prior Year	Percent Change
February 2024	618	606	+2.0%
March 2024	598	601	-0.5%
April 2024	636	623	+2.1%
May 2024	743	665	+11.7%
June 2024	783	691	+13.3%
July 2024	793	722	+9.8%
August 2024	777	712	+9.1%
September 2024	818	726	+12.7%
October 2024	830	731	+13.5%
November 2024	744	699	+6.4%
December 2024	616	600	+2.7%
January 2025	554	614	-9.8%
12-Month Avg	709	666	+6.5%

Historical Inventory of Homes for Sale by Month

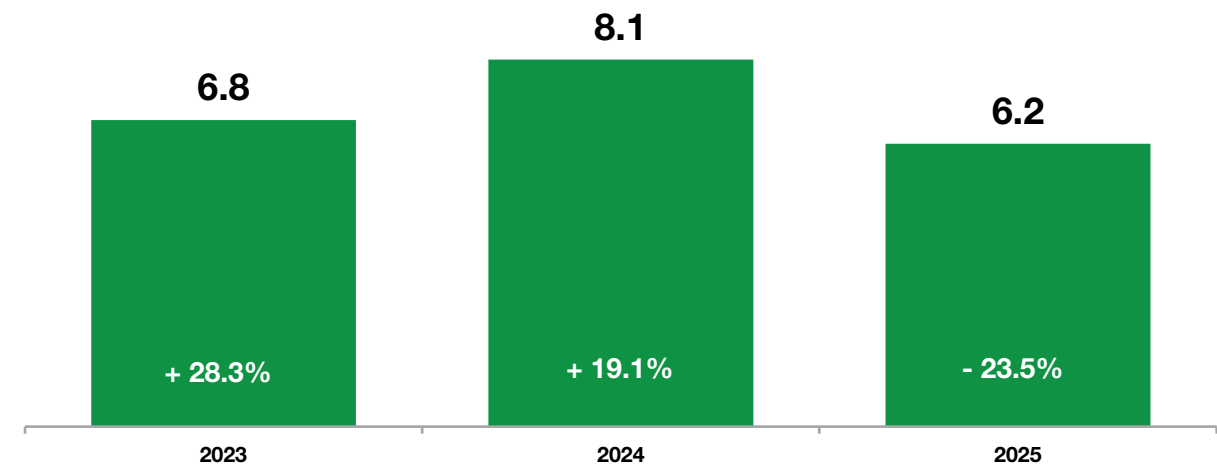


Months Supply of Inventory

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.



January



Months Supply		Prior Year	Percent Change
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	10.2	8.8	+15.9%
August 2024	9.7	8.9	+9.0%
September 2024	10.3	9.3	+10.8%
October 2024	10.4	9.3	+11.8%
November 2024	9.1	9.0	+1.1%
December 2024	7.3	7.9	-7.6%
January 2025	6.2	8.1	-23.5%
12-Month Avg	9.0	8.2	+9.8%

Historical Months Supply of Inventory by Month

