



# Monthly Indicators

## February 2025

U.S. existing-home sales fell for the first time since September, slipping 4.9% month-over-month to a seasonally adjusted annual rate of 4.08 million units, according to the National Association of REALTORS® (NAR), as elevated home prices and higher interest rates continue to impact buyer activity. Despite the drop, sales were up 2% compared to the same period last year, marking the fourth consecutive monthly year-over-year increase.

New Listings were down 11.4 percent to 93. Pending Sales increased 39.0 percent to 82. Inventory shrank 12.9 percent to 538 units.

Prices moved higher as the Median Sales Price was up 37.9 percent to \$469,000. Days on Market decreased 30.8 percent to 63 days. Months Supply of Inventory was down 25.3 percent to 6.2 months.

The limited number of properties for sale has continued to push home prices higher nationwide. At last measure, the national median existing-home price was \$396,900, a 4.8% increase from one year earlier, with prices up in all four regions, according to NAR. Meanwhile, total housing inventory heading into February stood at 1.18 million units, up 3.5% month-over-month and 16.8% year-over-year, for a 3.5-month supply at the current sales pace.

## Activity Snapshot

**+ 43.2%**    **+ 37.9%**    **- 12.9%**

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



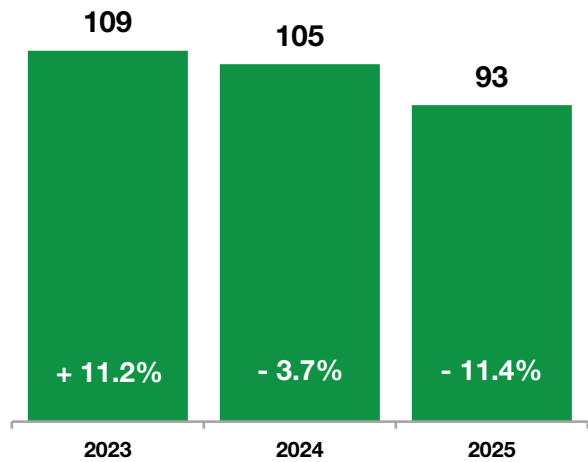
Key Metrics	Historical Sparkbars	2-2024	2-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		105	93	- 11.4%	230	199	- 13.5%
Pending Sales		59	82	+ 39.0%	107	158	+ 47.7%
Closed Sales		37	53	+ 43.2%	106	119	+ 12.3%
Days on Market		91	63	- 30.8%	76	64	- 15.8%
Median Sales Price		\$340,000	\$469,000	+ 37.9%	\$372,450	\$437,500	+ 17.5%
Avg. Sales Price		\$811,173	\$660,992	- 18.5%	\$646,237	\$668,603	+ 3.5%
Pct. of List Price Received		95.3%	97.7%	+ 2.5%	95.0%	96.4%	+ 1.5%
Affordability Index		121	89	- 26.4%	111	96	- 13.5%
Homes for Sale		618	538	- 12.9%	--	--	--
Months Supply		8.3	6.2	- 25.3%	--	--	--

# New Listings

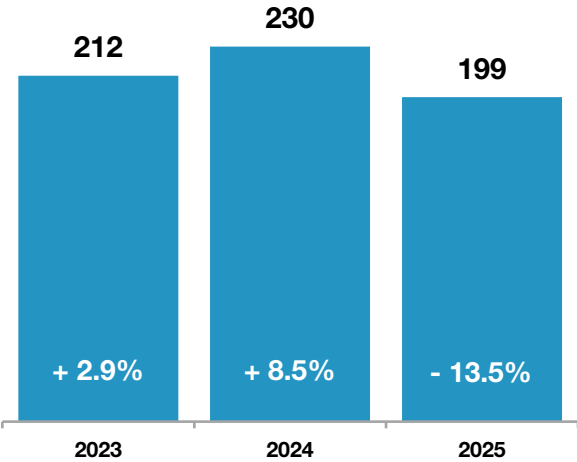
A count of the properties that have been newly listed on the market in a given month.



## February

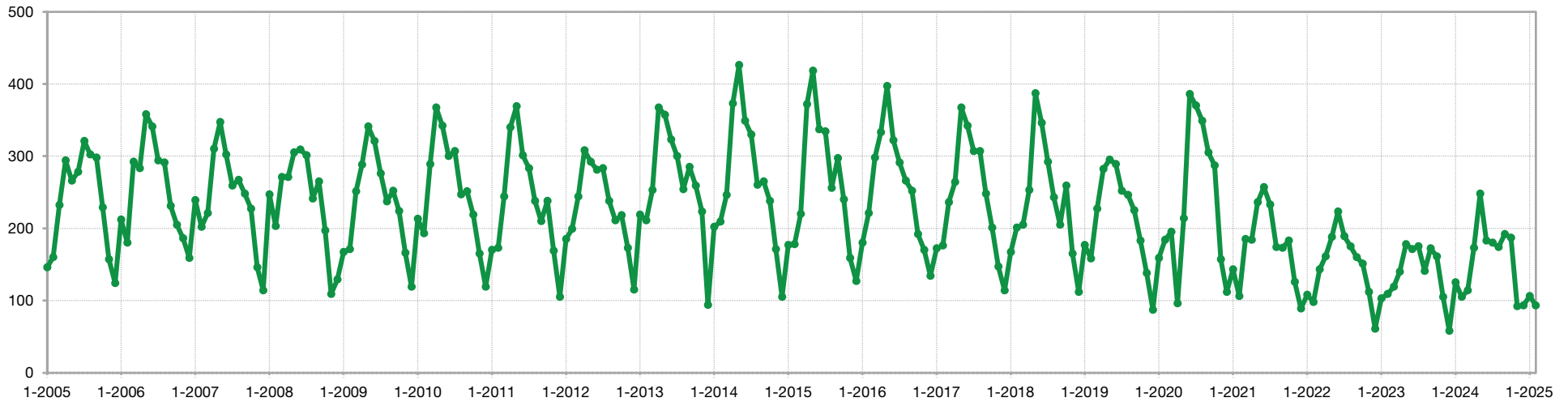


## Year to Date



New Listings		Prior Year	Percent Change
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%
February 2025	93	105	-11.4%
12-Month Avg	153	138	+10.9%

## Historical New Listings by Month

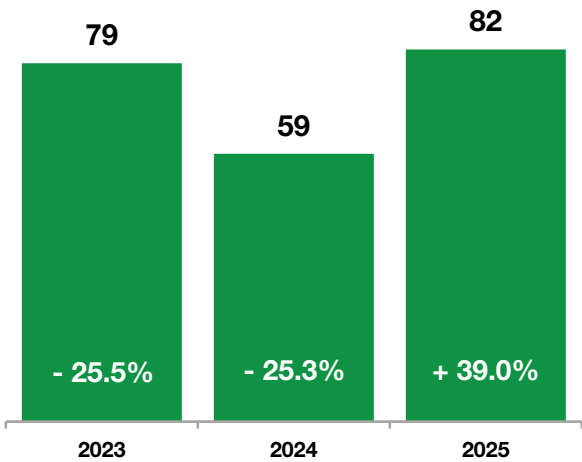


# Pending Sales

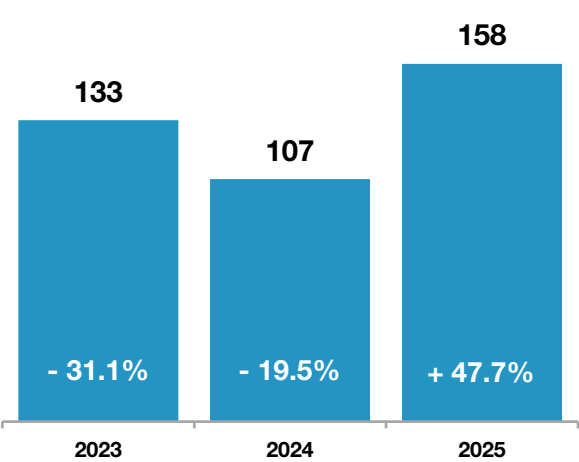
A count of the properties on which offers have been accepted in a given month.



## February

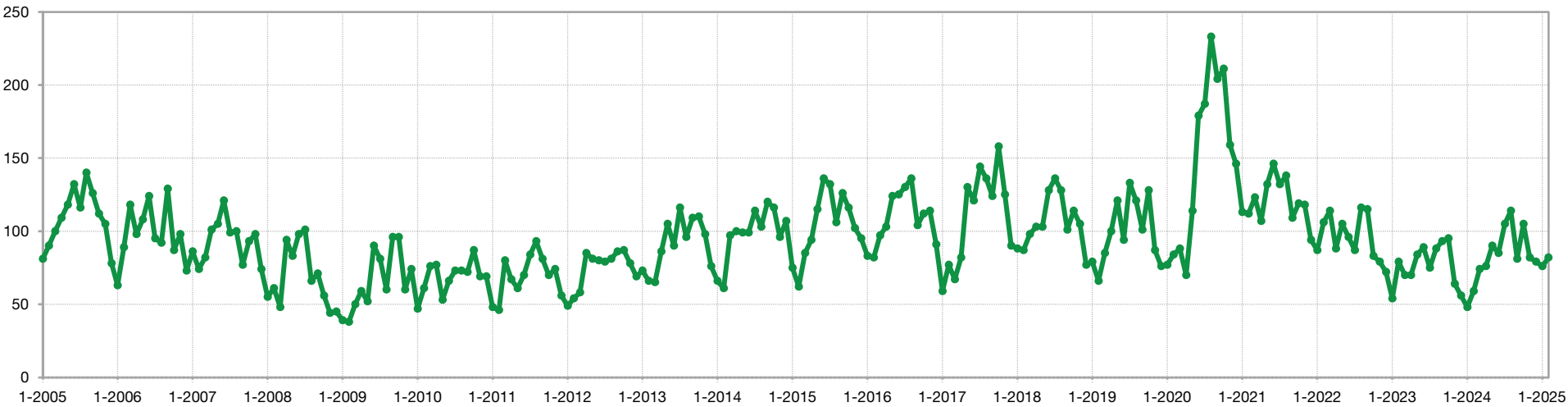


## Year to Date



Pending Sales		Prior Year	Percent Change
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	105	75	+40.0%
August 2024	114	88	+29.5%
September 2024	81	93	-12.9%
October 2024	105	95	+10.5%
November 2024	82	64	+28.1%
December 2024	79	56	+41.1%
January 2025	76	48	+58.3%
February 2025	82	59	+39.0%
12-Month Avg	87	74	+17.6%

## Historical Pending Sales by Month

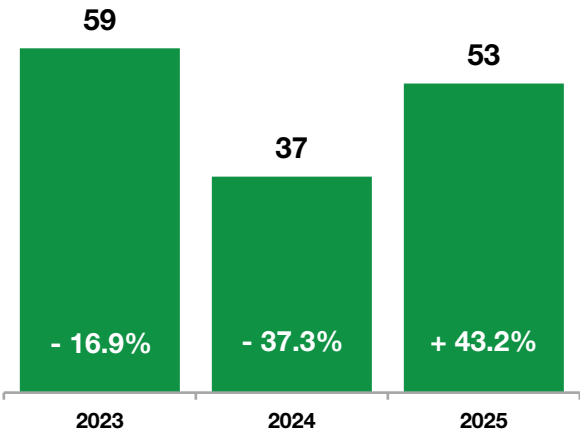


# Closed Sales

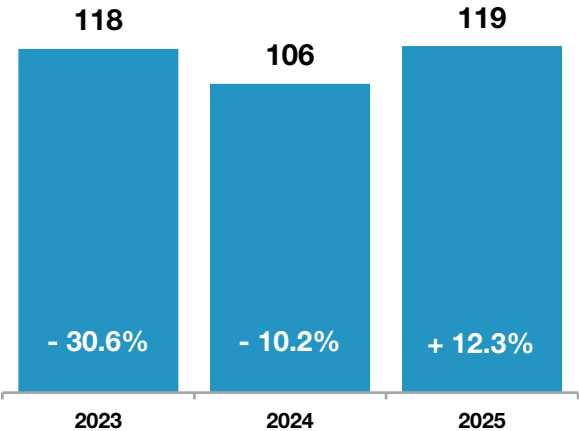
A count of the actual sales that closed in a given month.



## February

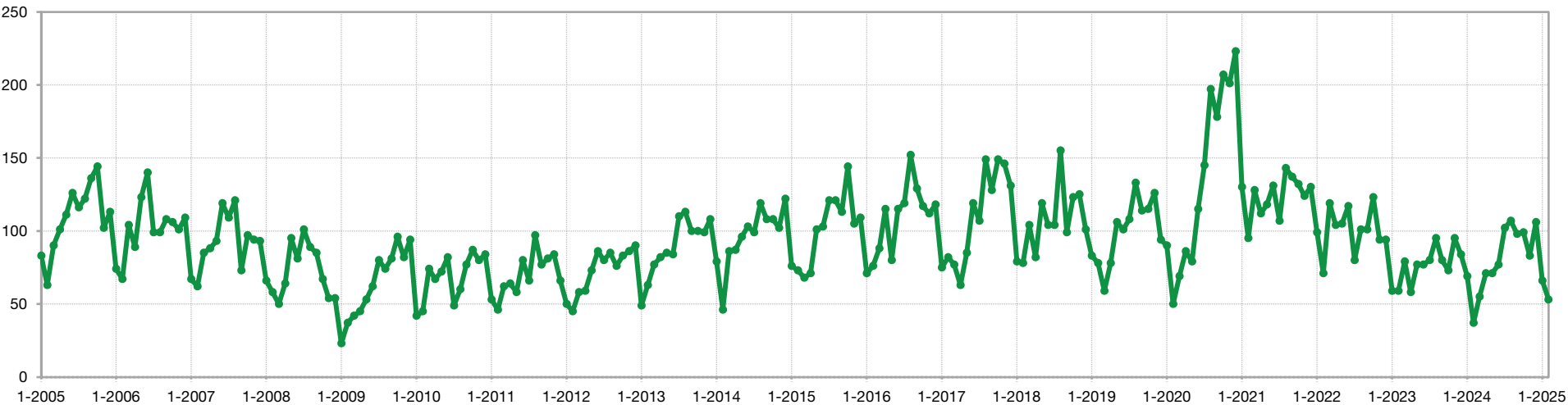


## Year to Date



Closed Sales		Prior Year	Percent Change
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	66	69	-4.3%
February 2025	53	37	+43.2%
12-Month Avg	82	75	+9.3%

## Historical Closed Sales by Month

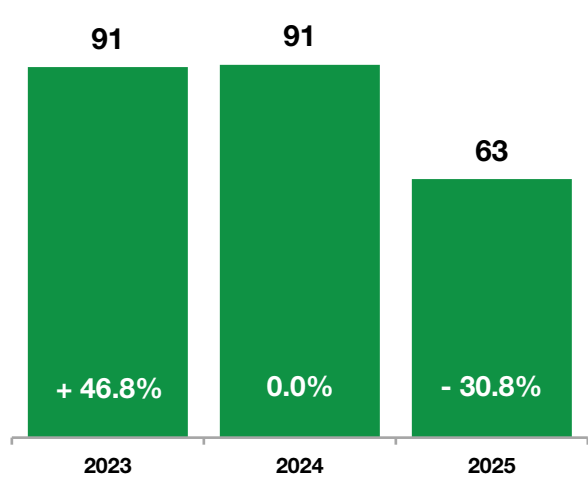


# Days on Market Until Sale

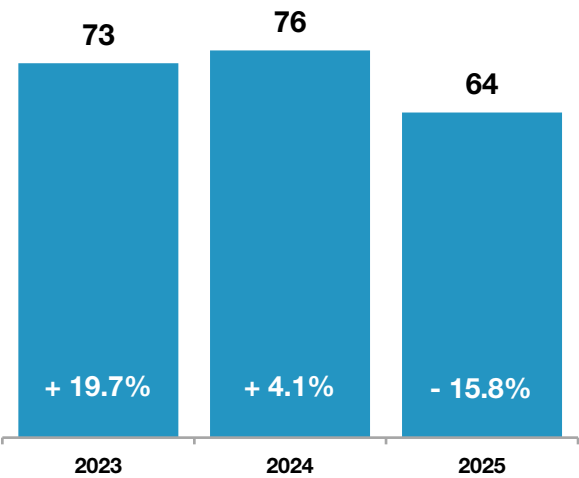
Average number of days between when a property is listed and when an offer is accepted in a given month.



## February



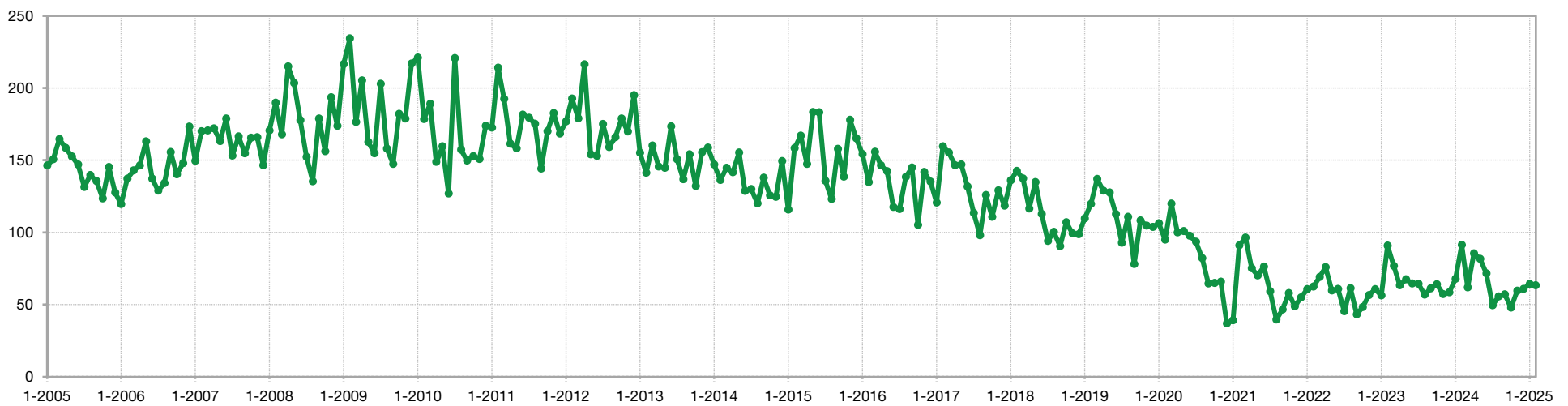
## Year to Date



Days on Market		Prior Year	Percent Change
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	64	68	-5.9%
February 2025	63	91	-30.8%
12-Month Avg*	62	65	-4.6%

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

## Historical Days on Market Until Sale by Month

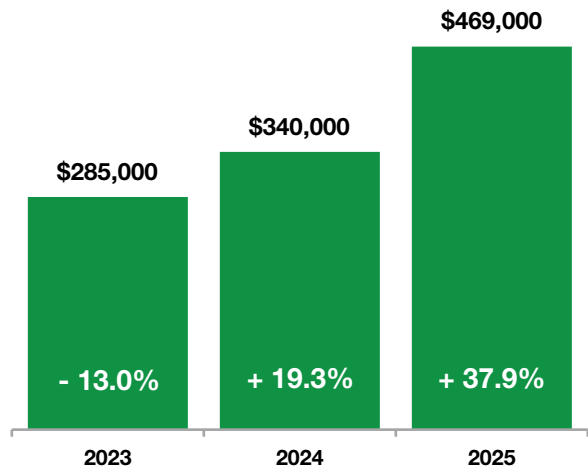


# Median Sales Price

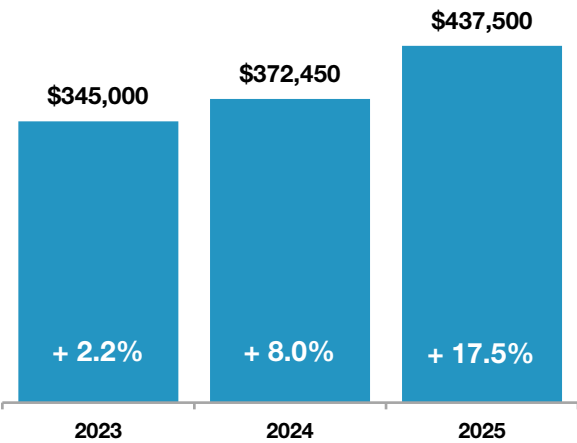
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## February



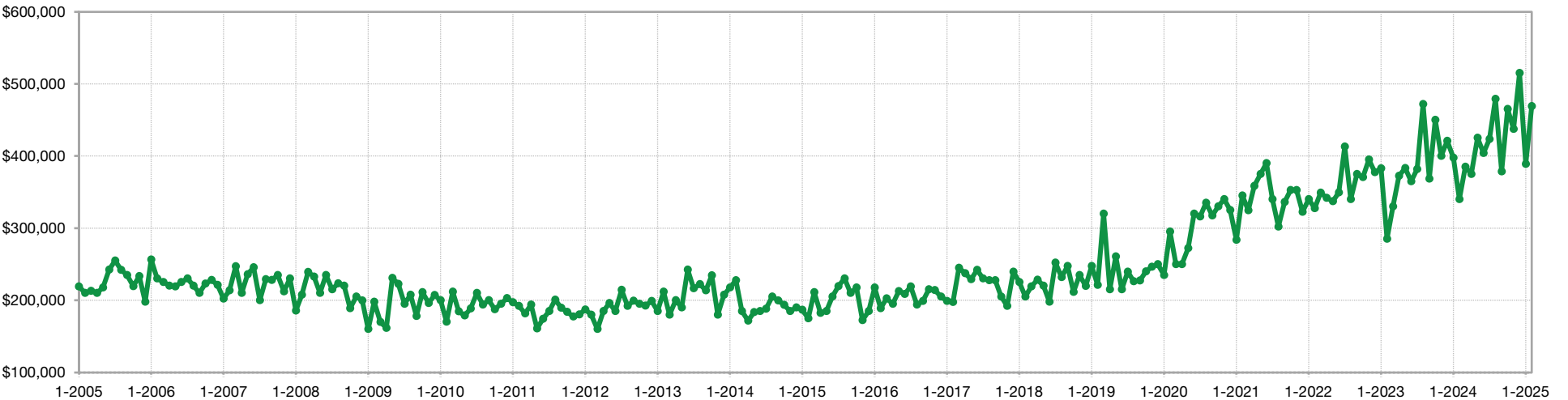
## Year to Date



Median Sales Price		Prior Year	Percent Change
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	\$389,000	\$397,500	-2.1%
February 2025	\$469,000	\$340,000	+37.9%
12-Month Med*	\$430,000	\$381,000	+12.9%

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

## Historical Median Sales Price by Month

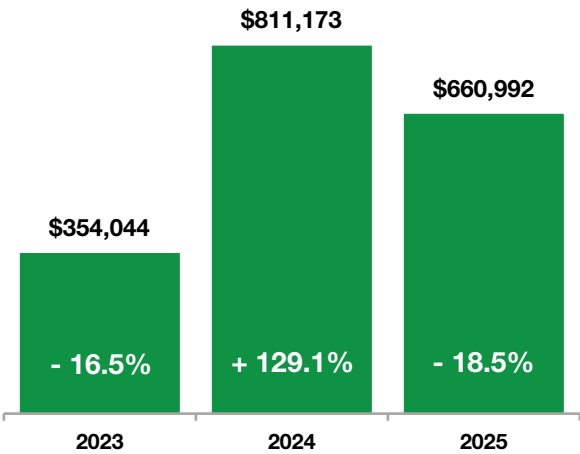


# Average Sales Price

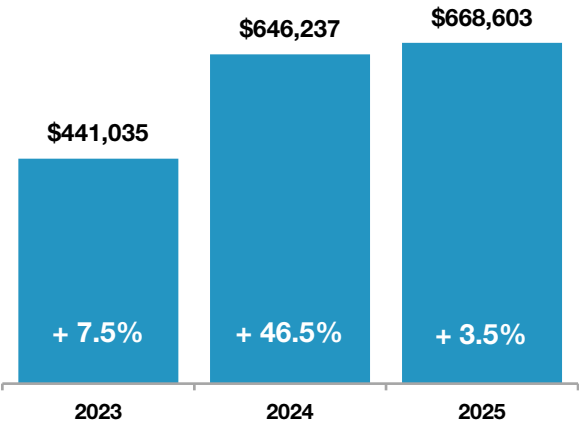
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## February



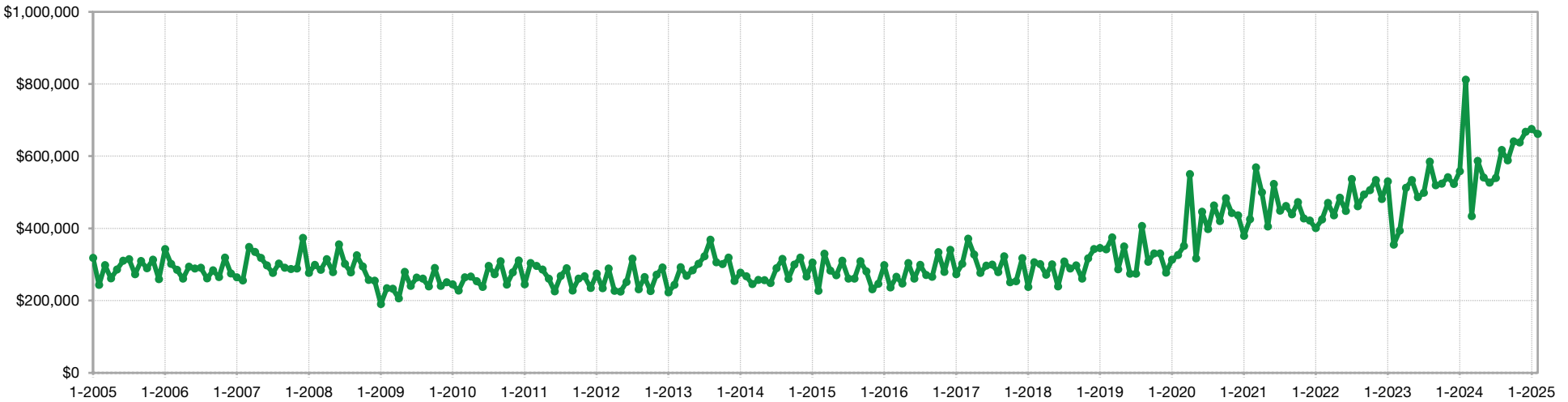
## Year to Date



Avg. Sales Price		Prior Year	Percent Change
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	\$674,809	\$557,793	+21.0%
February 2025	\$660,992	\$811,173	-18.5%
12-Month Avg*	\$596,439	\$528,799	+12.8%

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

## Historical Average Sales Price by Month



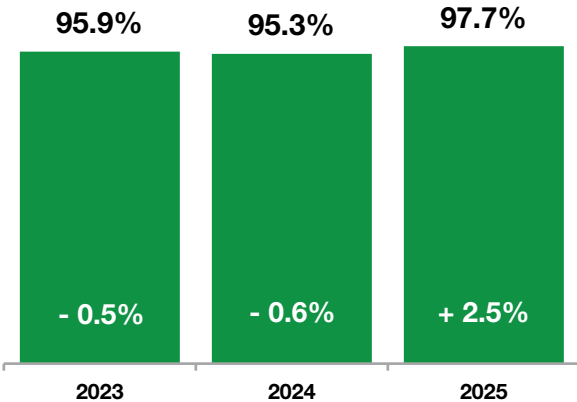


# Percent of List Price Received

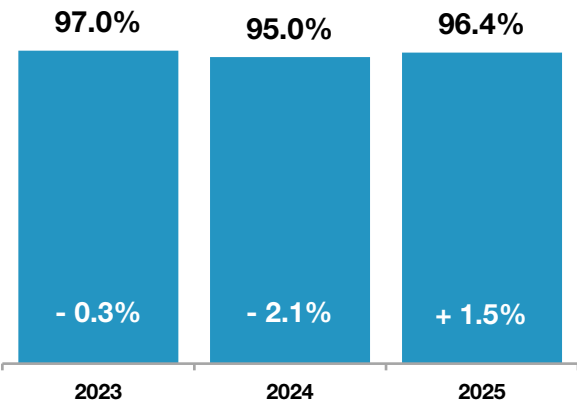
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## February



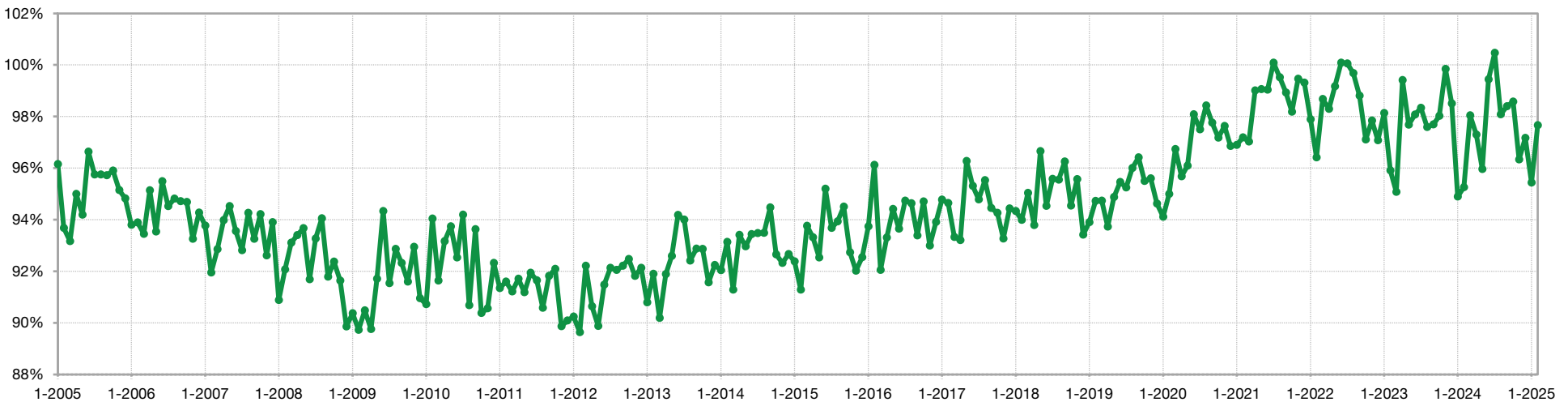
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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	95.4%	94.9%	+0.5%
February 2025	97.7%	95.3%	+2.5%
12-Month Avg*	97.9%	97.7%	+0.2%

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

## Historical Percent of List Price Received by Month

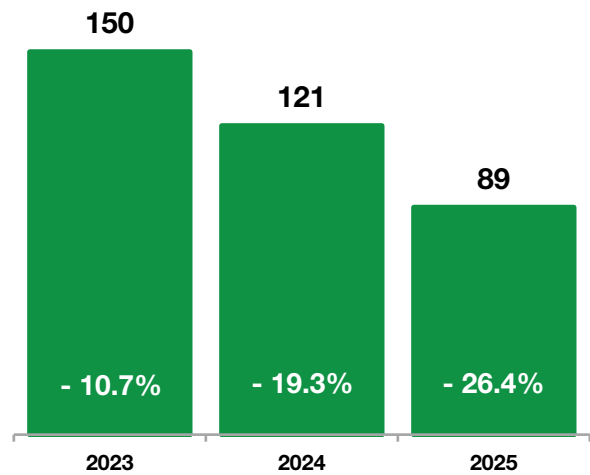


# Housing Affordability Index

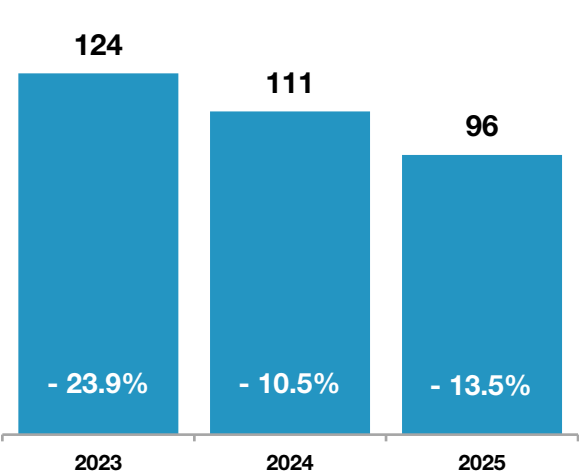
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## February

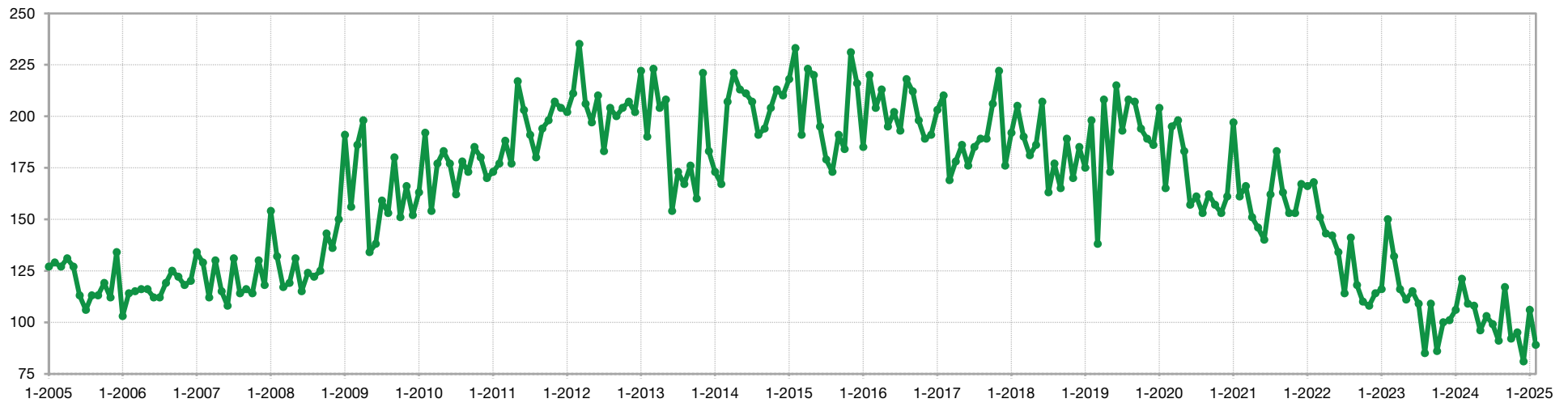


## Year to Date



Affordability Index		Prior Year	Percent Change
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	106	106	0.0%
February 2025	89	121	-26.4%
12-Month Avg	99	108	-8.1%

## Historical Housing Affordability Index by Month

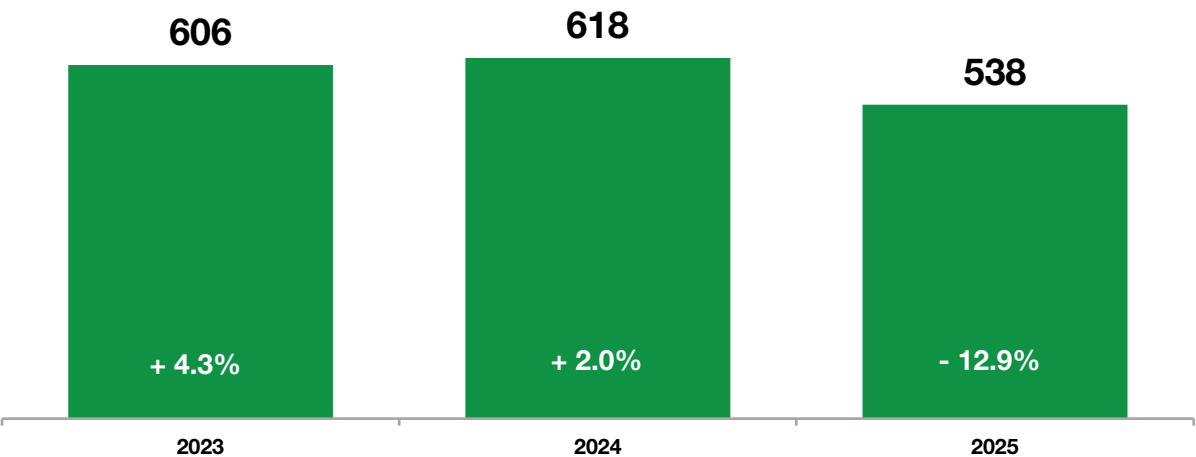


# Inventory of Homes for Sale

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

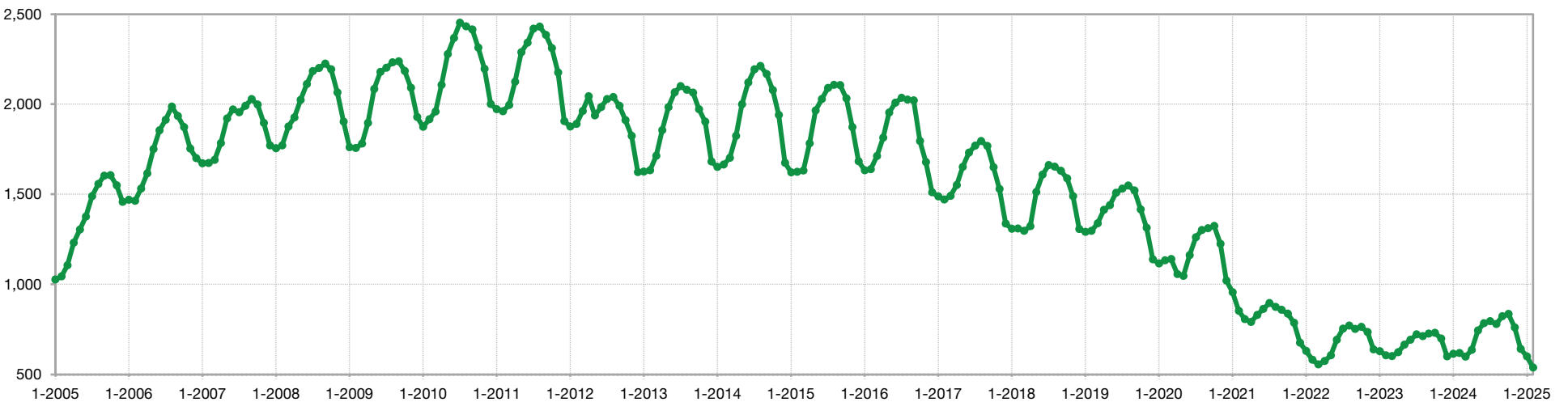


## February



Homes for Sale		Prior Year	Percent Change
March 2024	598	601	-0.5%
April 2024	636	623	+2.1%
May 2024	743	665	+11.7%
June 2024	784	691	+13.5%
July 2024	795	722	+10.1%
August 2024	779	712	+9.4%
September 2024	823	726	+13.4%
October 2024	835	731	+14.2%
November 2024	760	699	+8.7%
December 2024	642	600	+7.0%
January 2025	600	614	-2.3%
February 2025	538	618	-12.9%
12-Month Avg	711	667	+6.6%

## Historical Inventory of Homes for Sale by Month

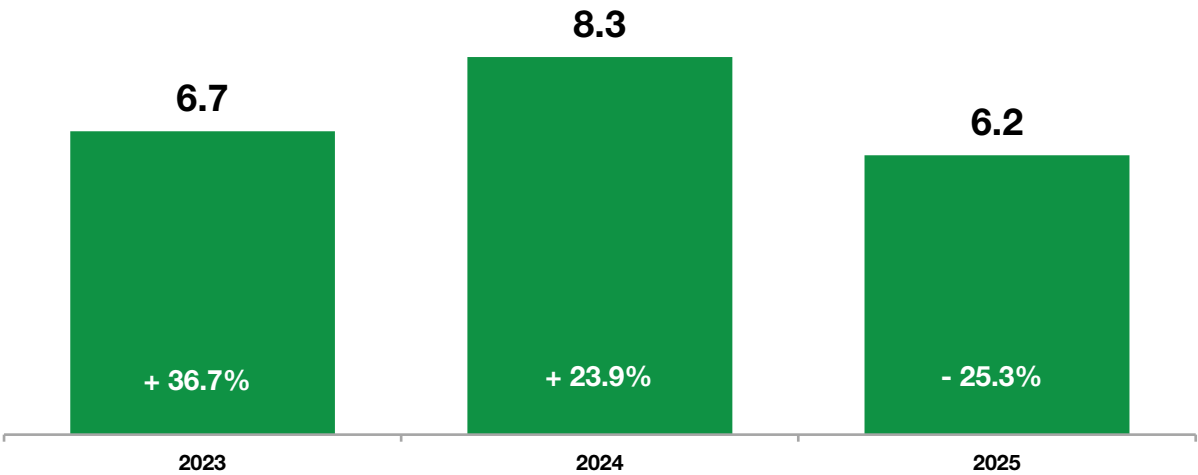


# Months Supply of Inventory

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.



## February



Months Supply		Prior Year	Percent Change
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	10.4	9.3	+11.8%
October 2024	10.5	9.3	+12.9%
November 2024	9.4	9.0	+4.4%
December 2024	7.7	7.9	-2.5%
January 2025	7.0	8.1	-13.6%
February 2025	6.2	8.3	-25.3%
12-Month Avg	9.0	8.3	+8.4%

## Historical Months Supply of Inventory by Month

