

# Monthly Indicators



## April 2025

U.S. existing-home sales decreased 5.9% month-over-month and 2.4% year-over-year to a seasonally adjusted annual rate of 4.02 million units, according to the National Association of REALTORS® (NAR), as affordability challenges and economic uncertainty weigh on market activity. Sales were down month-over-month in all four regions, with the West experiencing the largest decline, at 9.4%.

New Listings were up 1.2 percent to 175. Pending Sales increased 61.8 percent to 123. Inventory shrank 13.2 percent to 554 units.

Prices moved higher as the Median Sales Price was up 16.8 percent to \$437,825. Days on Market decreased 2.4 percent to 83 days. Months Supply of Inventory was down 27.1 percent to 6.2 months.

Total housing inventory increased 8.1% month-over-month for a total of 1.33 million units heading into April, equivalent to a 4.0-month supply at the current sales pace, according to NAR. Although inventory is up nearly 20% from the same time last year, the additional supply has had little effect on home prices across much of the country, with the national median existing-home price climbing 2.7% year-over-year to \$403,700 as of last measure.

## Activity Snapshot

**0.0%**      **+ 16.8%**      **- 13.2%**

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

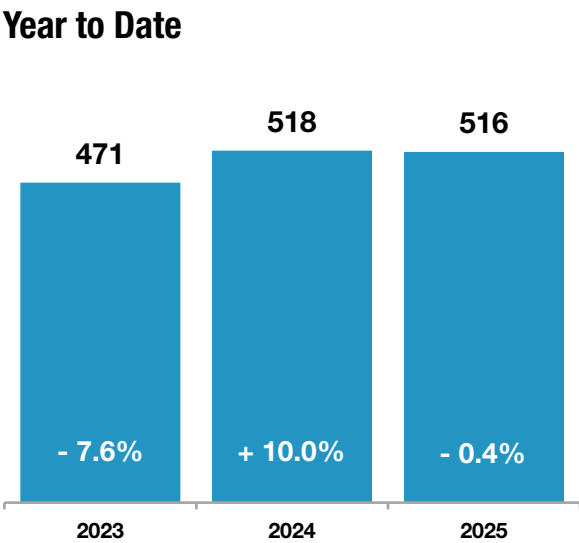
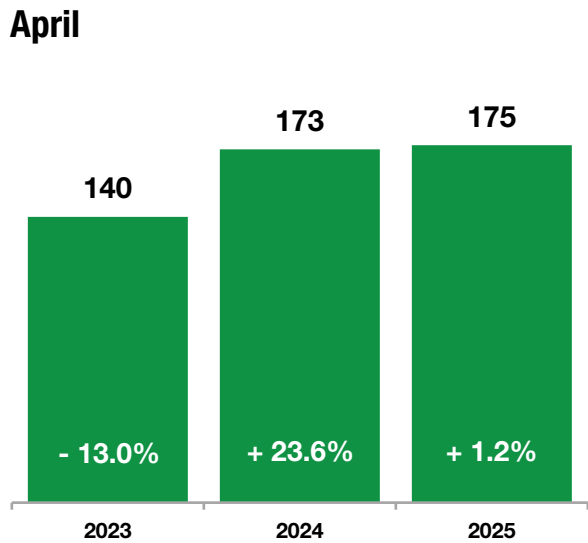
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	4-2024	4-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		173	175	+ 1.2%	518	516	- 0.4%
Pending Sales		76	123	+ 61.8%	257	333	+ 29.6%
Closed Sales		71	71	0.0%	232	249	+ 7.3%
Days on Market		85	83	- 2.4%	75	77	+ 2.7%
Median Sales Price		\$375,000	\$437,825	+ 16.8%	\$375,750	\$445,000	+ 18.4%
Avg. Sales Price		\$586,295	\$597,012	+ 1.8%	\$577,457	\$628,195	+ 8.8%
Pct. of List Price Received		97.3%	96.7%	- 0.6%	96.4%	96.5%	+ 0.1%
Affordability Index		108	95	- 12.0%	108	94	- 13.0%
Homes for Sale		638	554	- 13.2%	--	--	--
Months Supply		8.5	6.2	- 27.1%	--	--	--

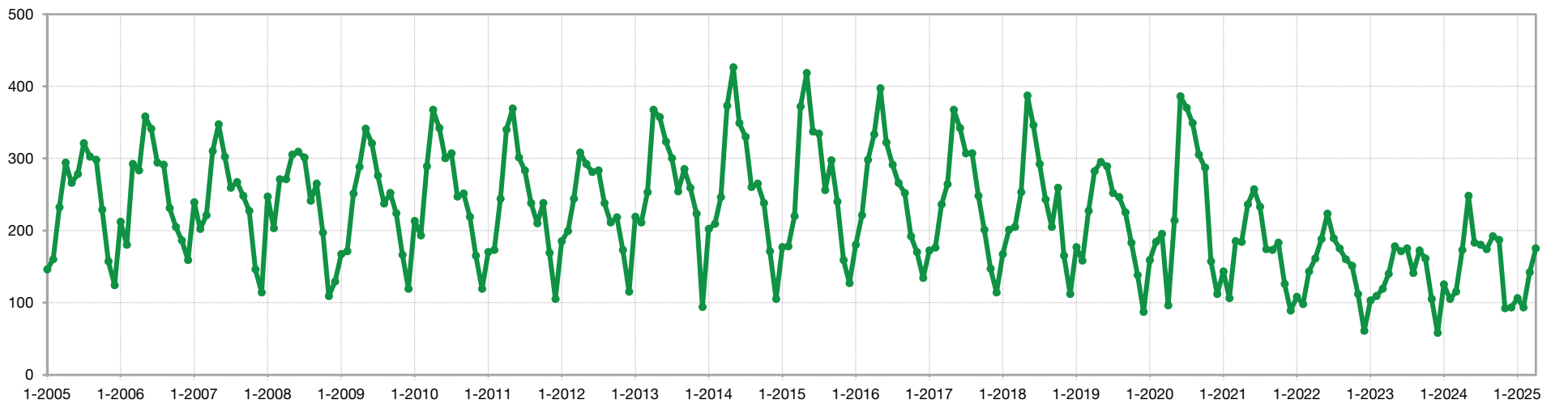
# New Listings

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



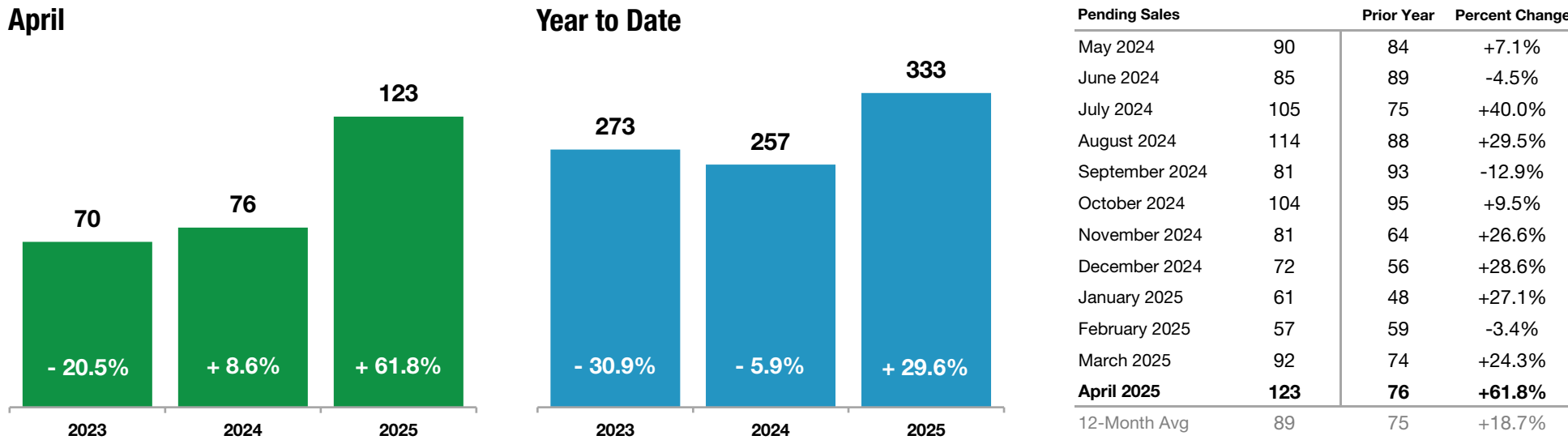
New Listings		Prior Year	Percent Change
May 2024	248	178	+39.3%
June 2024	183	171	+7.0%
July 2024	180	175	+2.9%
August 2024	174	141	+23.4%
September 2024	192	172	+11.6%
October 2024	187	161	+16.1%
November 2024	92	105	-12.4%
December 2024	93	58	+60.3%
January 2025	106	125	-15.2%
February 2025	93	105	-11.4%
March 2025	142	115	+23.5%
April 2025	175	173	+1.2%
12-Month Avg	155	140	+10.7%

## Historical New Listings by Month

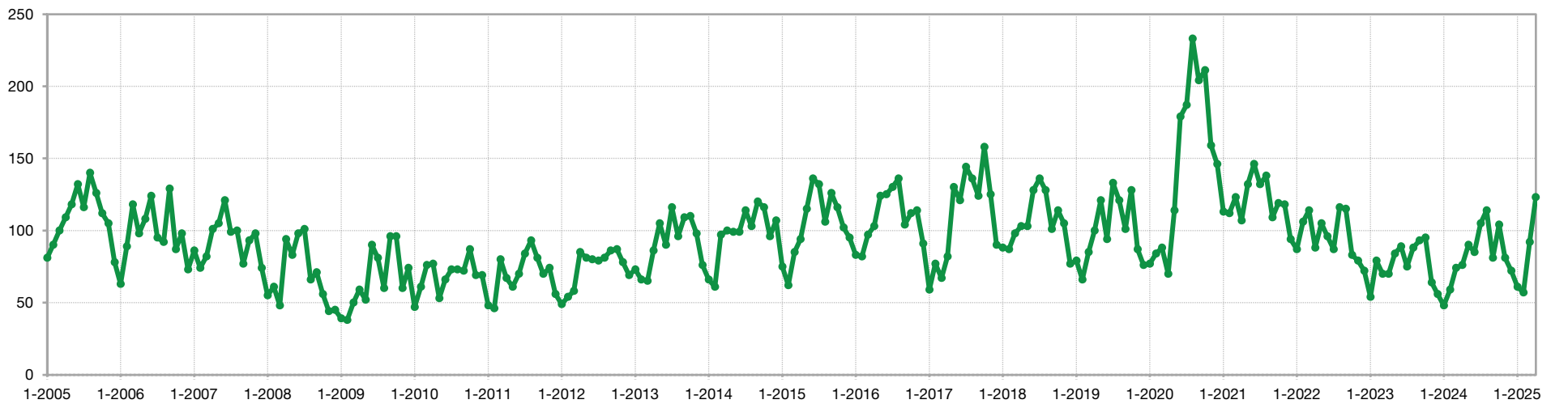


# Pending Sales

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

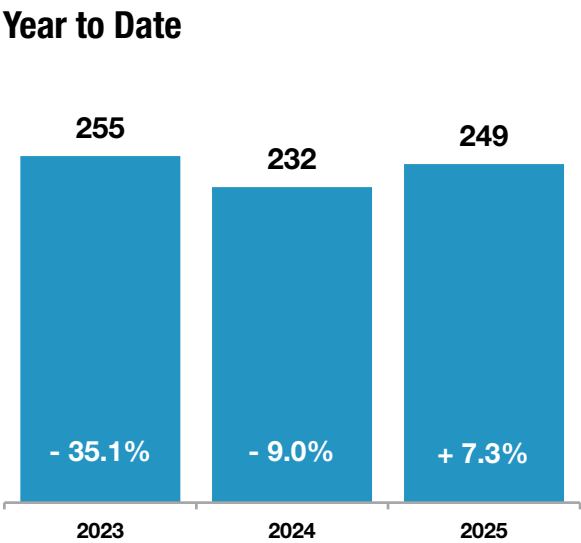
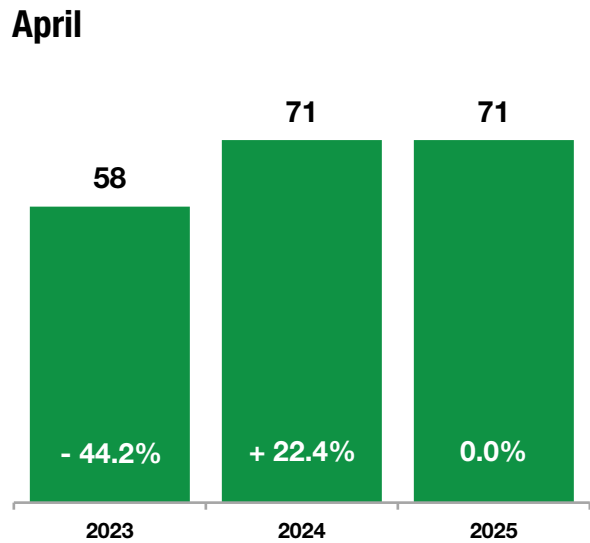


## Historical Pending Sales by Month



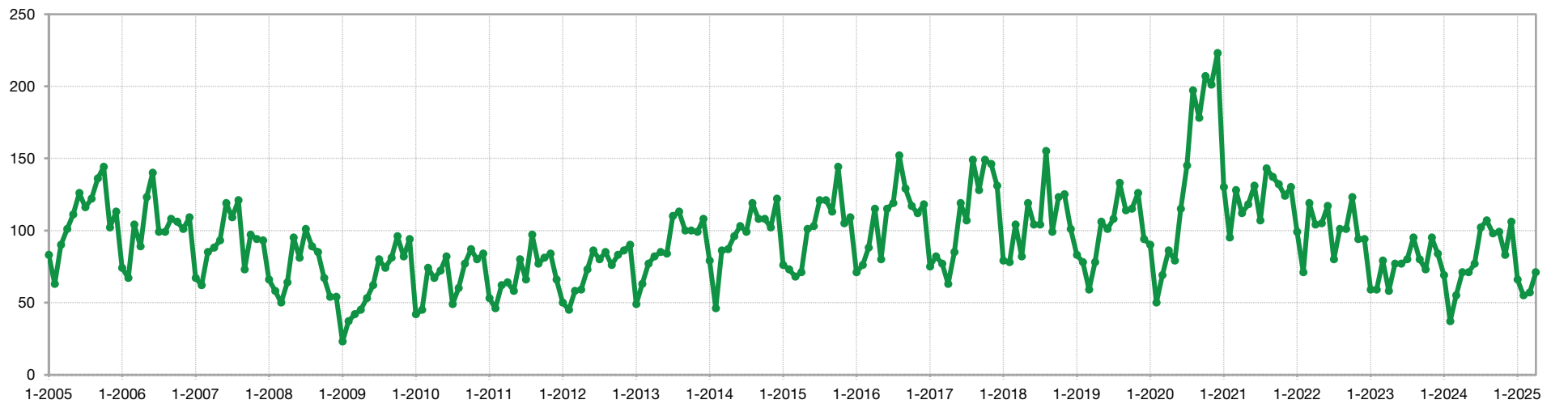
# Closed Sales

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



Closed Sales		Prior Year	Percent Change
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	55	37	+48.6%
March 2025	57	55	+3.6%
April 2025	71	71	0.0%
12-Month Avg	83	74	+12.2%

## Historical Closed Sales by Month

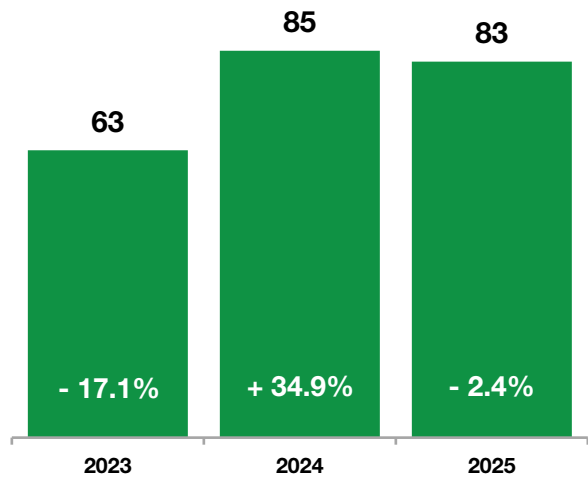


# Days on Market Until Sale

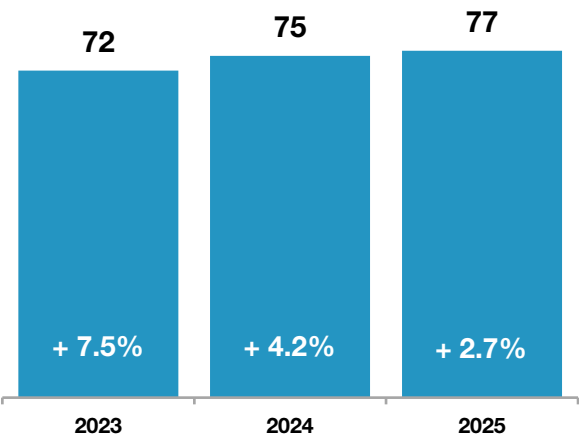
Average number of days between when a property is listed and when an offer is accepted in a given month.



## April



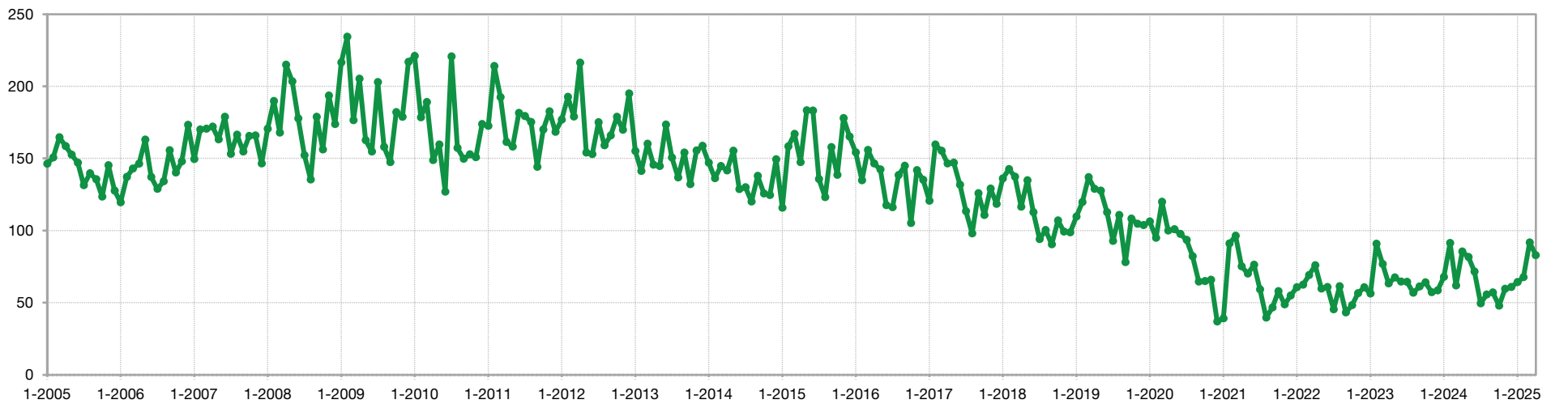
## Year to Date



Days on Market		Prior Year	Percent Change
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	68	91	-25.3%
March 2025	92	62	+48.4%
April 2025	83	85	-2.4%
12-Month Avg*	64	65	-1.5%

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

## Historical Days on Market Until Sale by Month

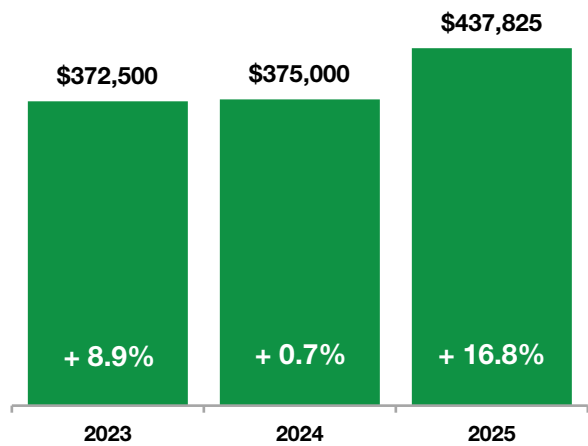


# Median Sales Price

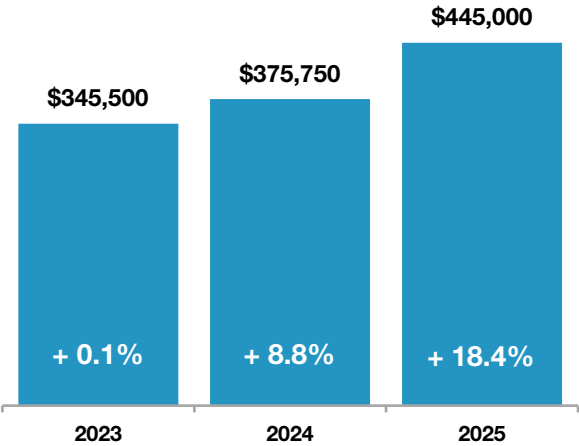
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## April



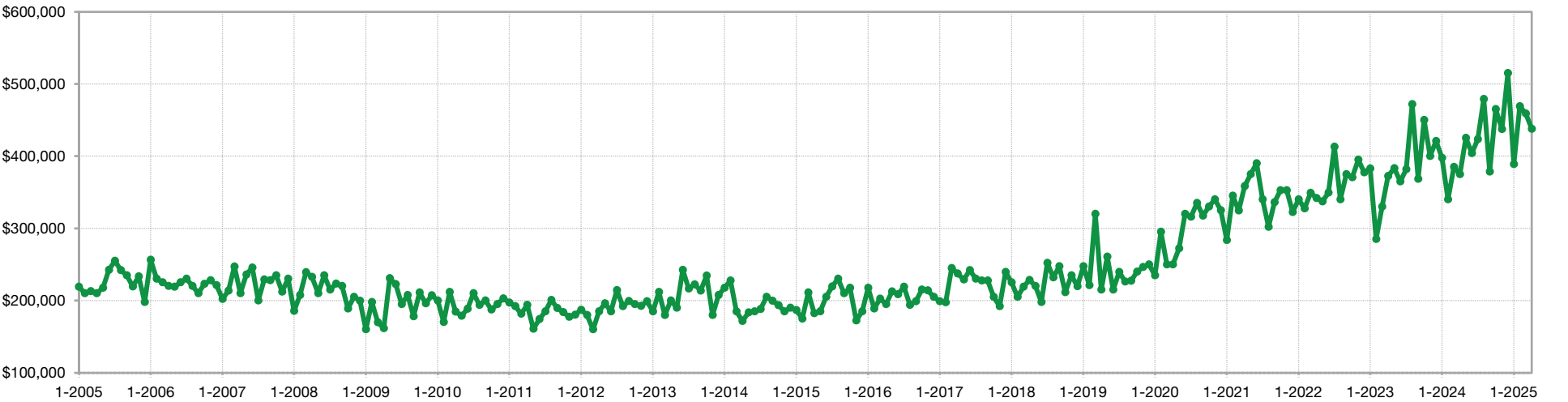
## Year to Date



Median Sales Price		Prior Year	Percent Change
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%
March 2025	\$459,000	\$385,000	+19.2%
April 2025	\$437,825	\$375,000	+16.8%
12-Month Med*	\$440,000	\$390,000	+12.8%

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

## Historical Median Sales Price by Month

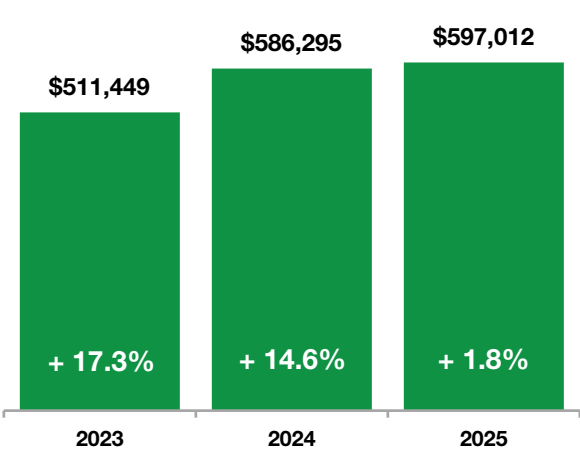


# Average Sales Price

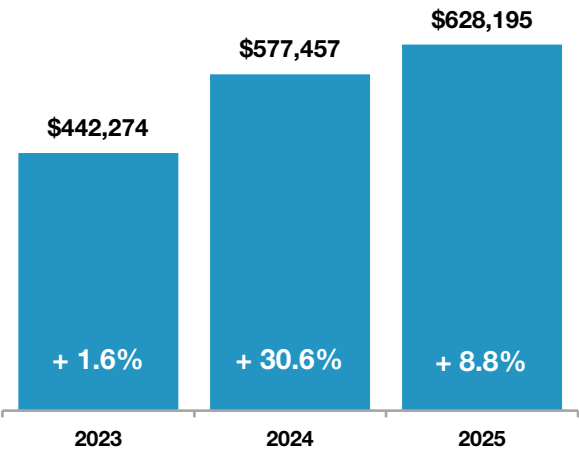
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## April



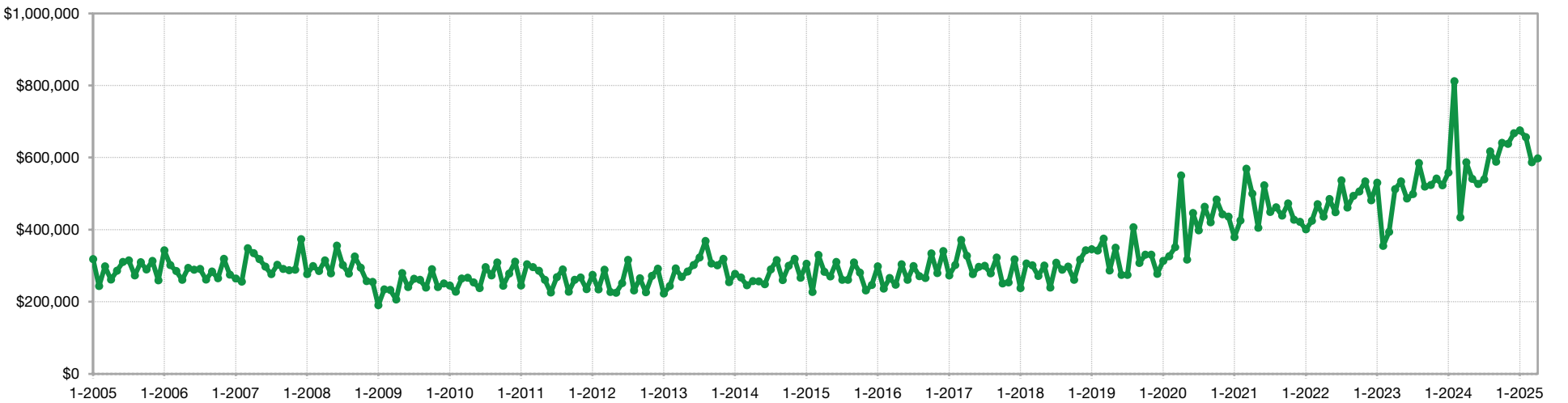
## Year to Date



Avg. Sales Price		Prior Year	Percent Change
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	\$656,319	\$811,173	-19.1%
March 2025	\$586,743	\$433,489	+35.4%
April 2025	\$597,012	\$586,295	+1.8%
12-Month Avg*	\$605,573	\$540,612	+12.0%

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

## Historical Average Sales Price by Month

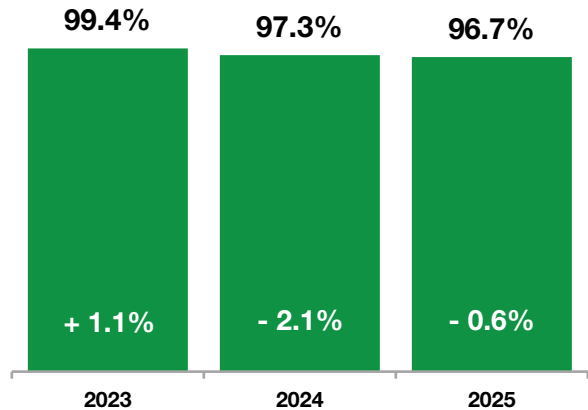


# Percent of List Price Received

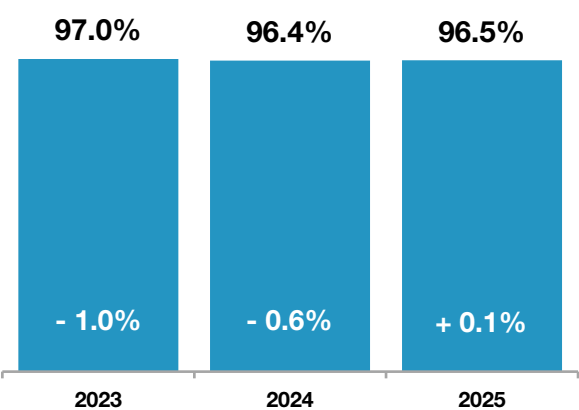
Percentage found when dividing a property’s sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## April



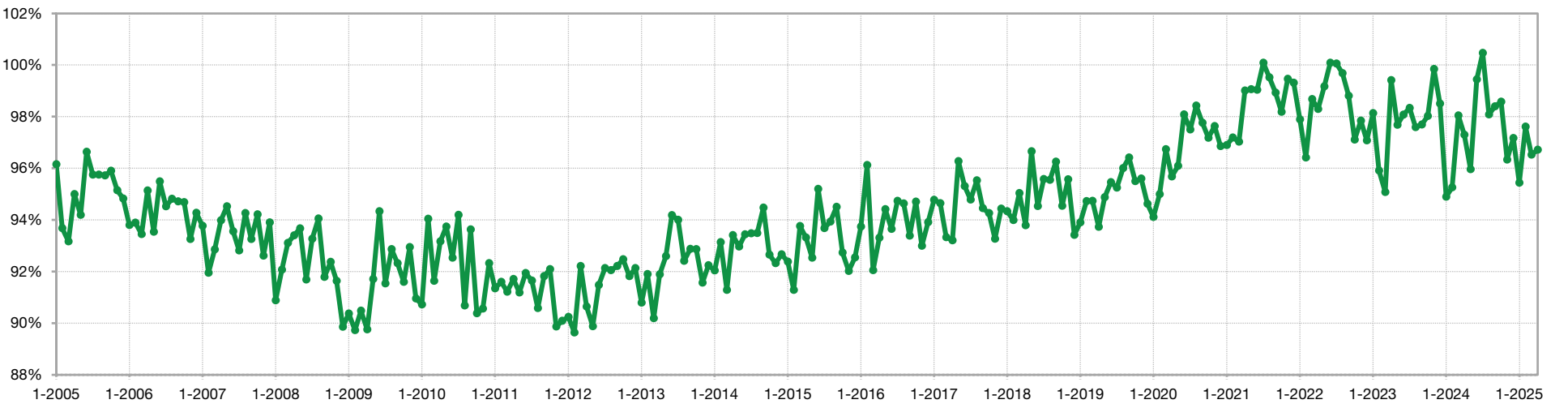
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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	97.6%	95.3%	+2.4%
March 2025	96.5%	98.0%	-1.5%
April 2025	96.7%	97.3%	-0.6%
12-Month Avg*	97.7%	97.8%	-0.1%

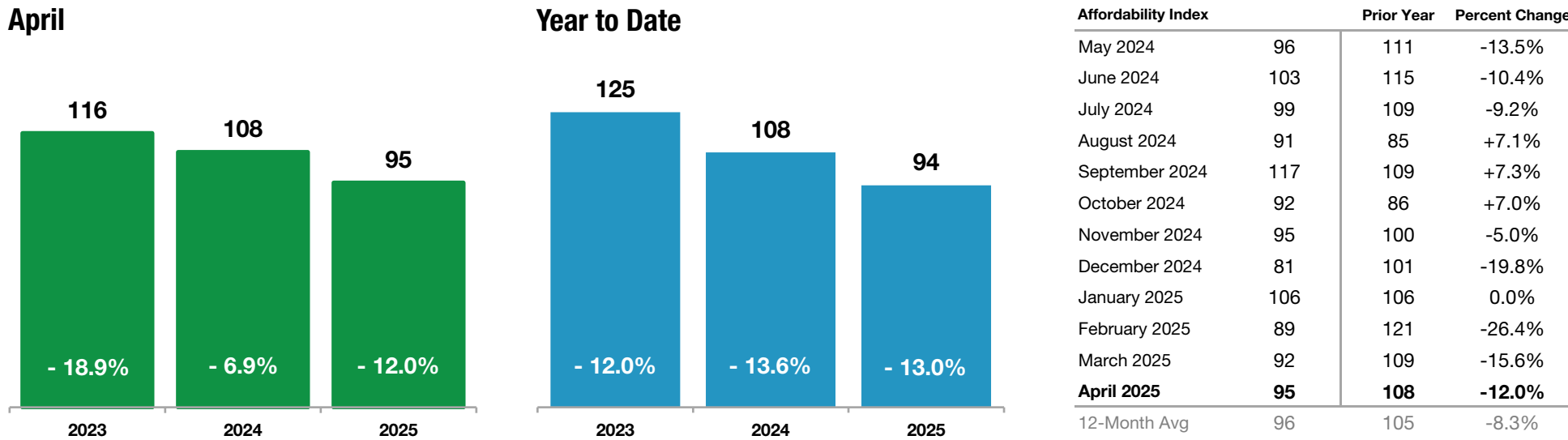
\* Average Pct. of List Price Received for all properties from May 2024 through April 2025. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

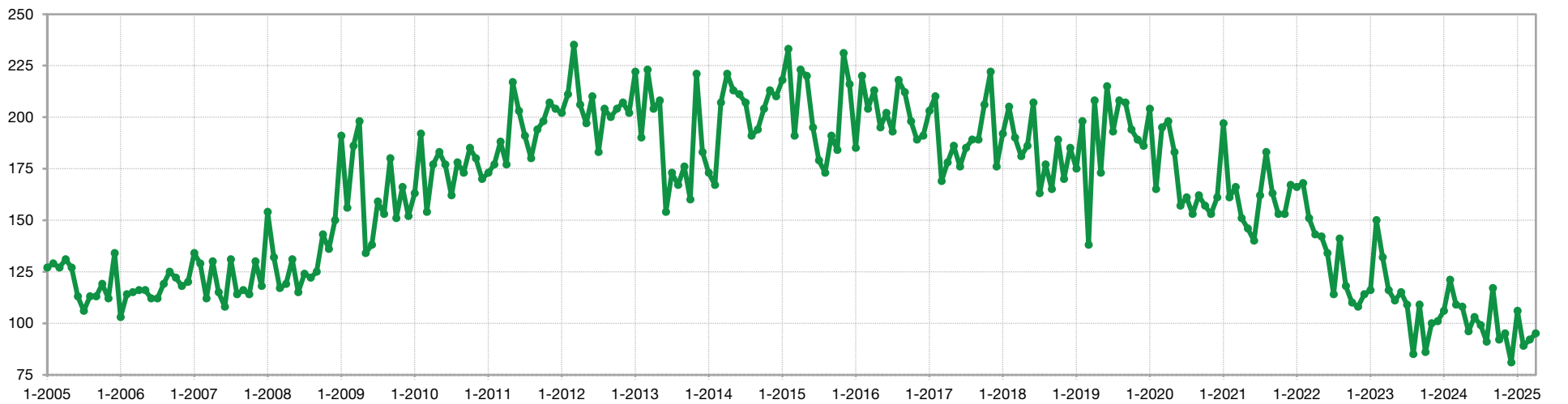


# Housing Affordability Index

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.



## Historical Housing Affordability Index by Month

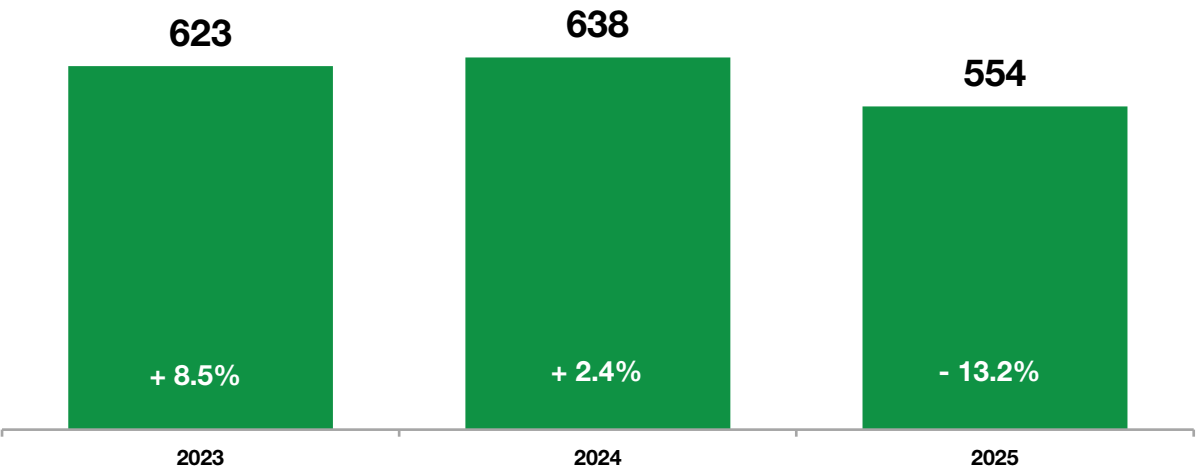


# Inventory of Homes for Sale

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

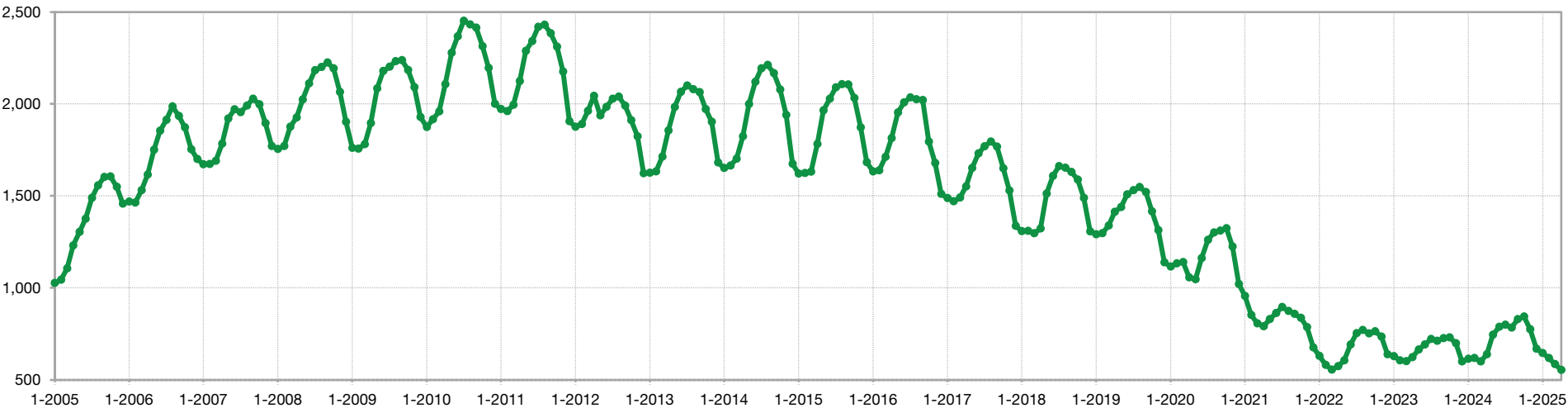


## April



Homes for Sale		Prior Year	Percent Change
May 2024	745	665	+12.0%
June 2024	788	691	+14.0%
July 2024	800	722	+10.8%
August 2024	784	712	+10.1%
September 2024	829	726	+14.2%
October 2024	844	731	+15.5%
November 2024	775	699	+10.9%
December 2024	669	600	+11.5%
January 2025	646	614	+5.2%
February 2025	619	618	+0.2%
March 2025	585	599	-2.3%
April 2025	554	638	-13.2%
12-Month Avg	720	668	+7.8%

## Historical Inventory of Homes for Sale by Month

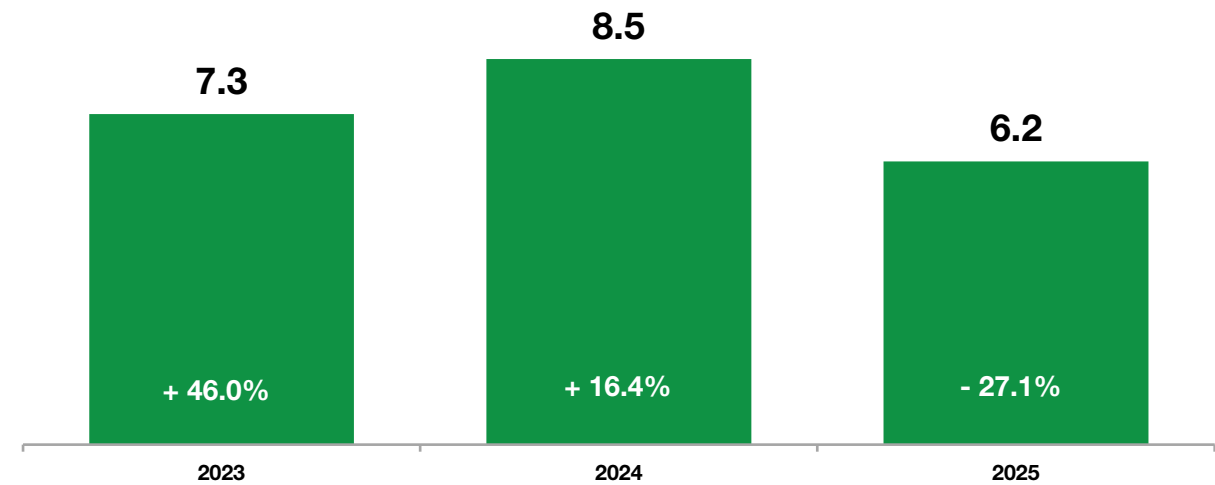


# Months Supply of Inventory

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.



## April



Months Supply		Prior Year	Percent Change
May 2024	9.9	7.9	+25.3%
June 2024	10.5	8.3	+26.5%
July 2024	10.3	8.8	+17.0%
August 2024	9.8	8.9	+10.1%
September 2024	10.5	9.3	+12.9%
October 2024	10.6	9.3	+14.0%
November 2024	9.6	9.0	+6.7%
December 2024	8.1	7.9	+2.5%
January 2025	7.7	8.1	-4.9%
February 2025	7.4	8.3	-10.8%
March 2025	6.9	8.0	-13.8%
April 2025	6.2	8.5	-27.1%
12-Month Avg	9.0	8.5	+5.9%

## Historical Months Supply of Inventory by Month

