

Monthly Indicators



May 2025

U.S. existing-home sales dipped 0.5% month-over-month and 2.0% year-over-year to a seasonally adjusted annual rate of 4.00 million units, according to the National Association of REALTORS® (NAR). Sales increased in the Midwest, decreased in the West and Northeast, and were unchanged in the South. Year-over-year, sales were down in every region except the Northeast.

New Listings decreased 15.8 percent to 245. Pending Sales increased 9.3 percent to 118. Inventory decreased 10.4 percent to 700.

Median Sales Price increased 8.3 percent from \$433,800 to \$470,000. Days on Market decreased 26.6 percent to 80. Months Supply of Inventory decreased 22.2 percent to 6.3.

There were 1.45 million units actively for sale heading into May, a 9.0% increase from the previous month and a 20.8% improvement from the same time last year, for a 4.4-month supply at the current sales pace, according to NAR. The median existing-home price edged up 1.8% year-over-year to \$414,000 as of last measure, the 22nd consecutive month of annual price increases and a new record high for the month.

Activity Snapshot

+ 10.2%	+ 8.3%	- 10.4%
One-Year Change in Closed Sales All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Homes for Sale All Properties

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

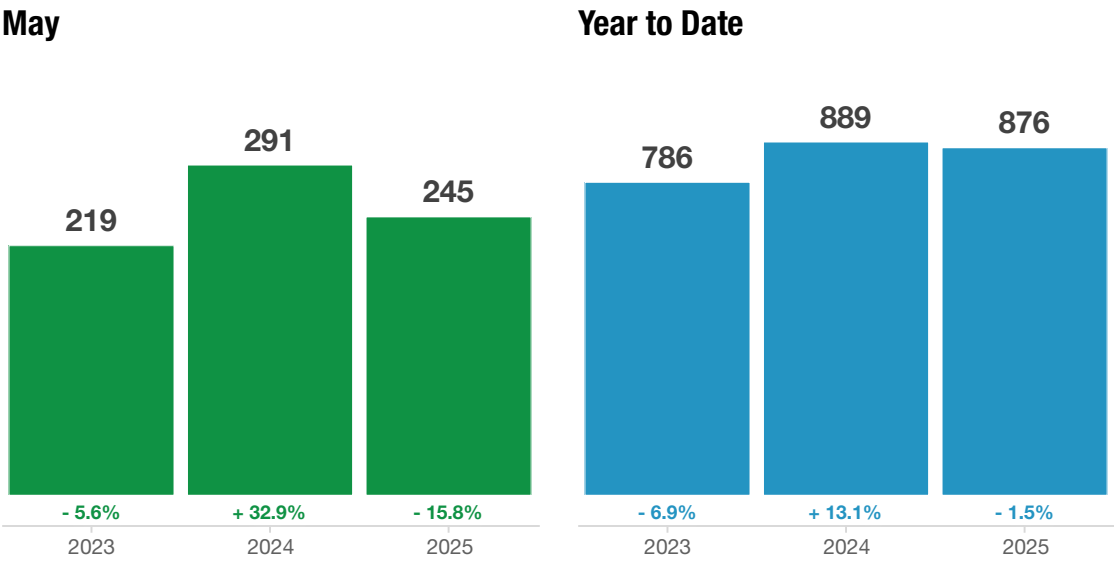
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	5-2024	5-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		291	245	- 15.8%	889	876	- 1.5%
Pending Sales		108	118	+ 9.3%	433	504	+ 16.4%
Closed Sales		98	108	+ 10.2%	394	455	+ 15.5%
Days on Market Until Sale		109	80	- 26.6%	101	95	- 5.9%
Median Sales Price		\$433,800	\$470,000	+ 8.3%	\$389,500	\$442,500	+ 13.6%
Average Sales Price		\$563,224	\$709,689	+ 26.0%	\$551,486	\$633,986	+ 15.0%
Percent of List Price Received		94.9%	98.1%	+ 3.4%	96.0%	97.3%	+ 1.4%
Housing Affordability Index		94	88	- 6.4%	105	94	- 10.5%
Inventory of Homes for Sale		781	700	- 10.4%	—	—	—
Months Supply of Inventory		8.1	6.3	- 22.2%	—	—	—

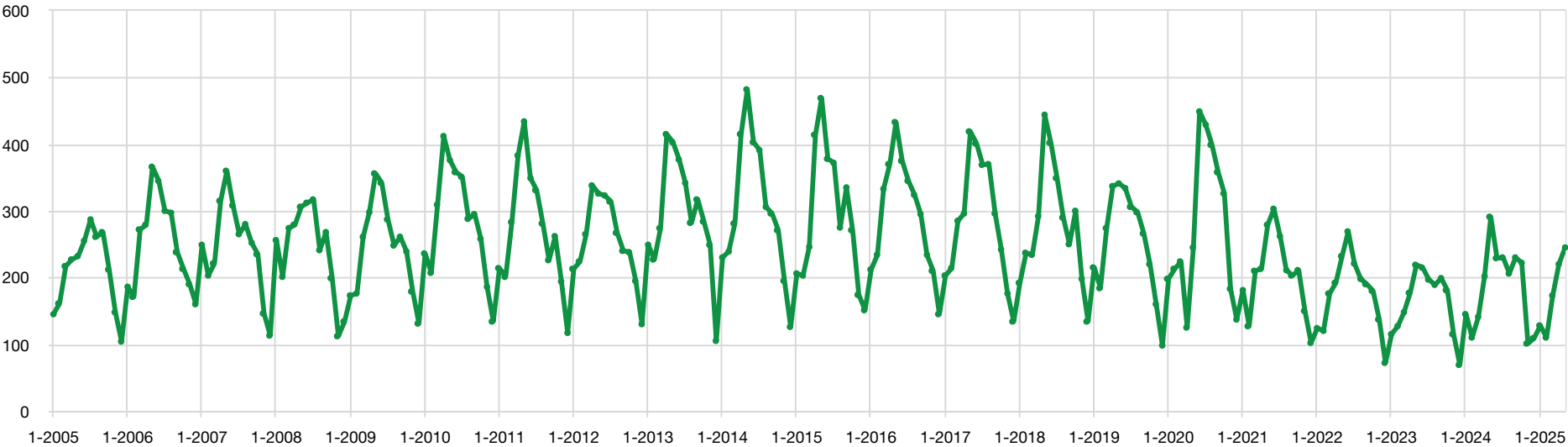
New Listings

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



New Listings		Prior Year	Percent Change
June 2024	229	215	+ 6.5%
July 2024	230	197	+ 16.8%
August 2024	206	189	+ 9.0%
September 2024	230	199	+ 15.6%
October 2024	222	181	+ 22.7%
November 2024	101	115	- 12.2%
December 2024	109	69	+ 58.0%
January 2025	128	145	- 11.7%
February 2025	110	110	0.0%
March 2025	173	141	+ 22.7%
April 2025	220	202	+ 8.9%
May 2025	245	291	- 15.8%
12-Month Avg	184	171	+ 7.6%

Historical New Listings by Month

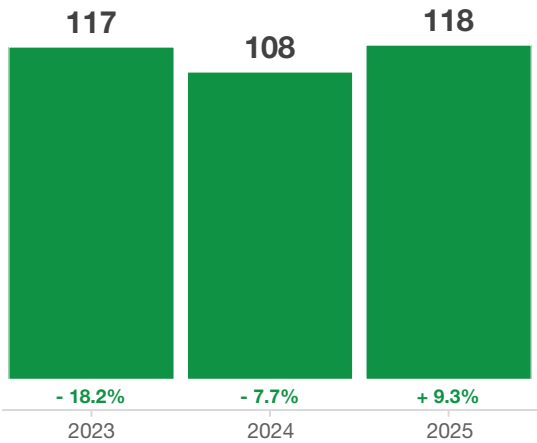


Pending Sales

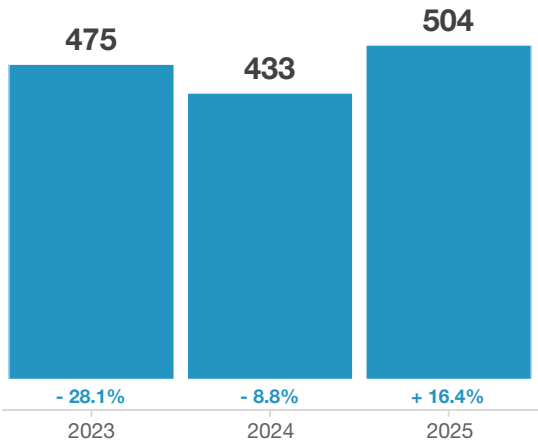
A count of the properties on which offers have been accepted in a given month.



May

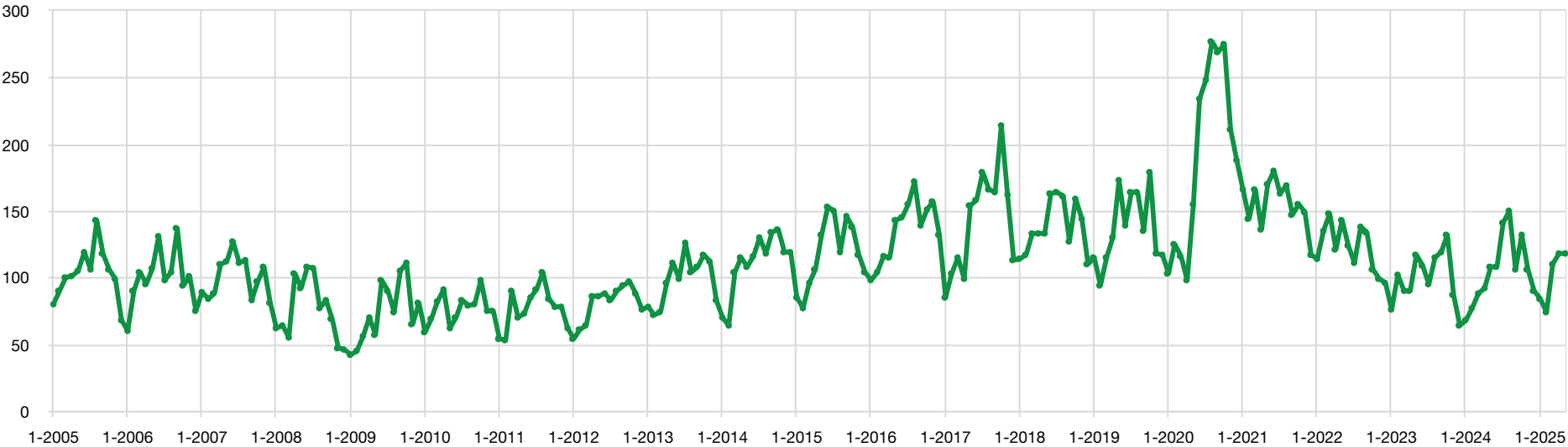


Year to Date



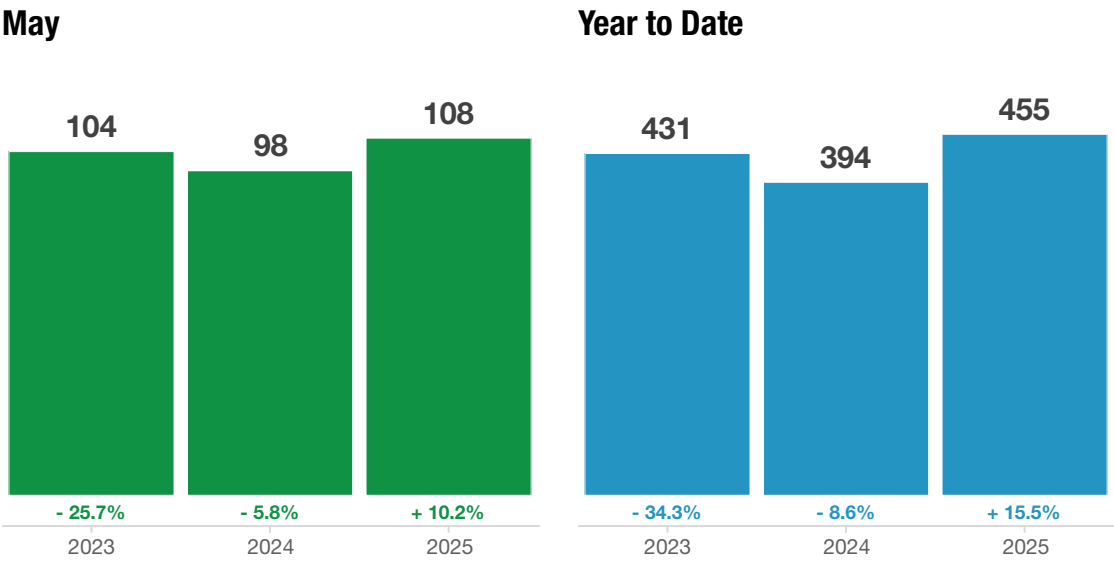
Pending Sales		Prior Year	Percent Change
June 2024	108	109	- 0.9%
July 2024	141	95	+ 48.4%
August 2024	150	115	+ 30.4%
September 2024	106	119	- 10.9%
October 2024	132	132	0.0%
November 2024	106	87	+ 21.8%
December 2024	90	64	+ 40.6%
January 2025	84	68	+ 23.5%
February 2025	74	77	- 3.9%
March 2025	110	88	+ 25.0%
April 2025	118	92	+ 28.3%
May 2025	118	108	+ 9.3%
12-Month Avg	111	96	+ 15.6%

Historical Pending Sales by Month



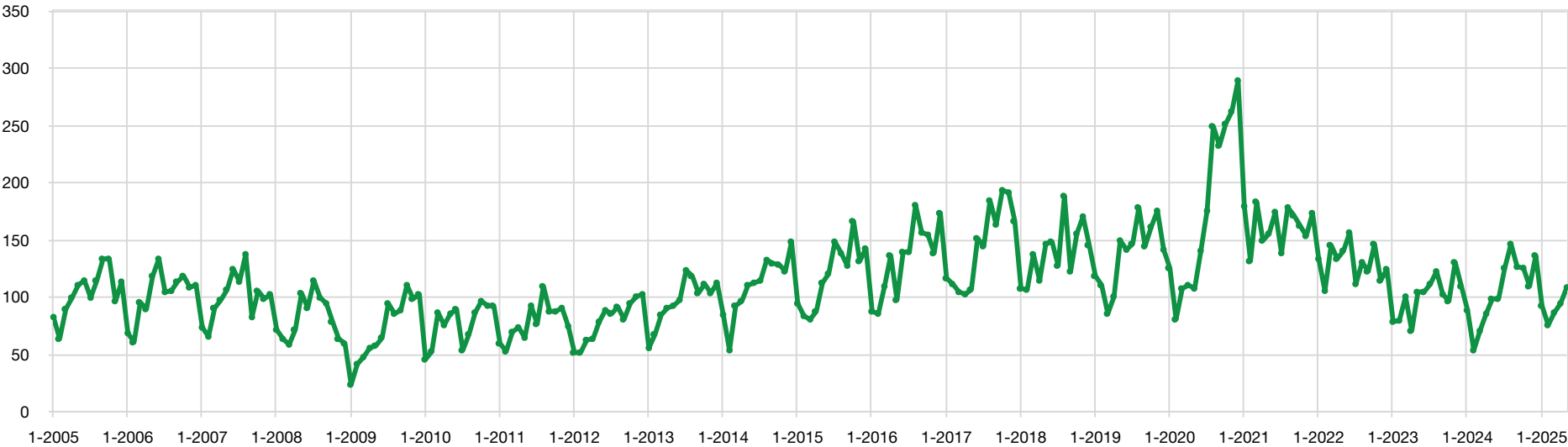
Closed Sales

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



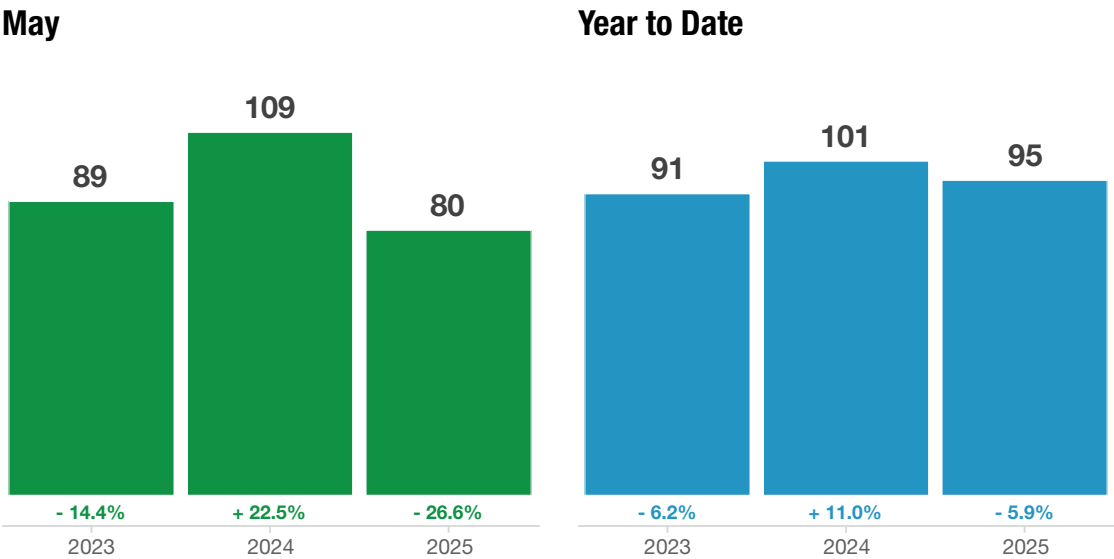
Closed Sales		Prior Year	Percent Change
June 2024	98	104	- 5.8%
July 2024	125	111	+ 12.6%
August 2024	146	122	+ 19.7%
September 2024	126	102	+ 23.5%
October 2024	125	96	+ 30.2%
November 2024	109	130	- 16.2%
December 2024	136	109	+ 24.8%
January 2025	92	88	+ 4.5%
February 2025	75	53	+ 41.5%
March 2025	86	70	+ 22.9%
April 2025	94	85	+ 10.6%
May 2025	108	98	+ 10.2%
12-Month Avg	110	97	+ 13.4%

Historical Closed Sales by Month



Days on Market Until Sale

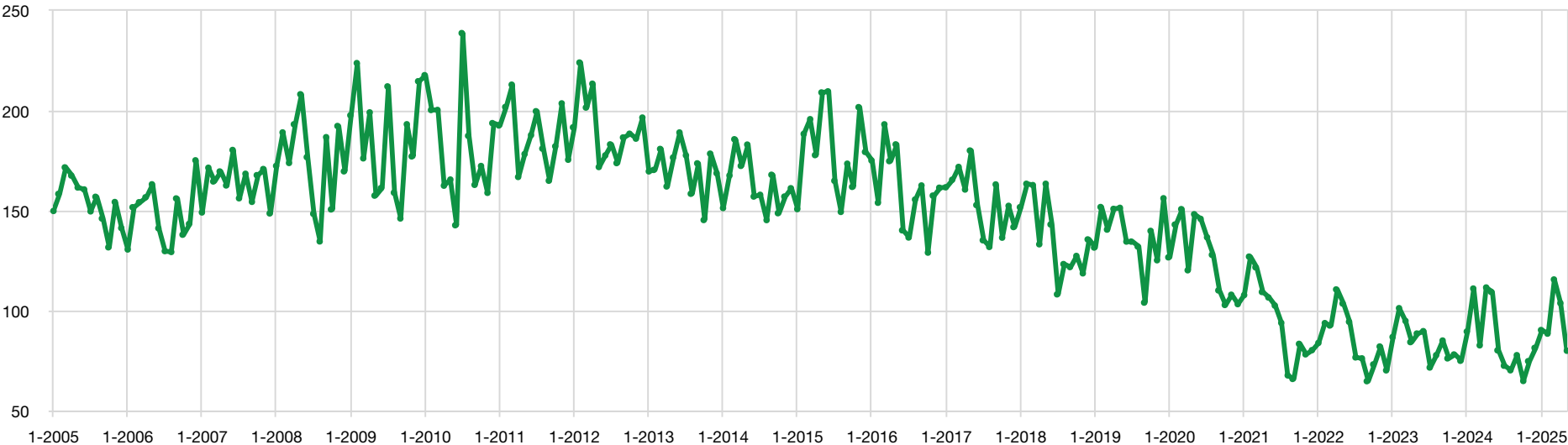
Average number of days between when a property is listed and when an offer is accepted in a given month.



Days on Market		Prior Year	Percent Change
June 2024	80	90	- 11.1%
July 2024	72	72	0.0%
August 2024	70	78	- 10.3%
September 2024	78	85	- 8.2%
October 2024	65	76	- 14.5%
November 2024	75	78	- 3.8%
December 2024	81	75	+ 8.0%
January 2025	90	90	0.0%
February 2025	88	111	- 20.7%
March 2025	116	83	+ 39.8%
April 2025	104	112	- 7.1%
May 2025	80	109	- 26.6%
12-Month Avg*	81	86	- 5.6%

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

Historical Days on Market Until Sale by Month

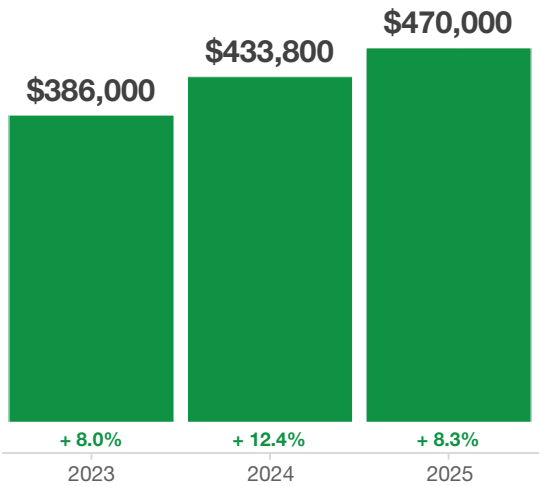


Median Sales Price

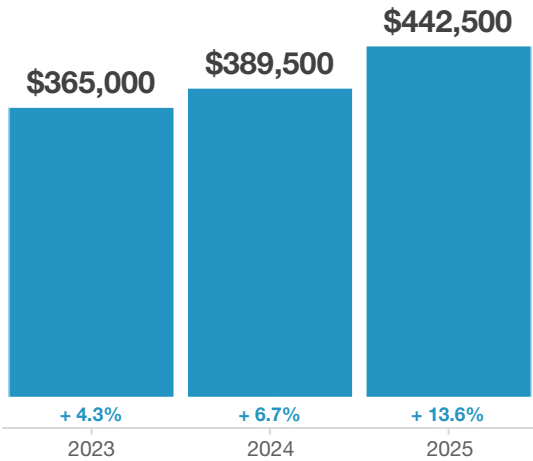
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



May



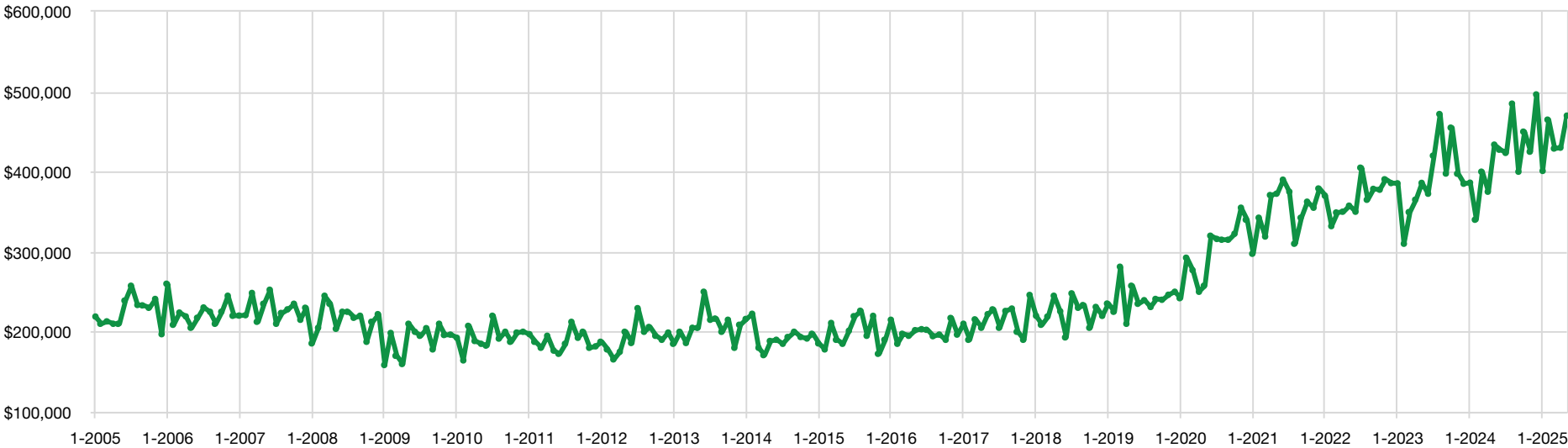
Year to Date



	Median Sales Price	Prior Year	Percent Change
June 2024	\$427,500	\$372,500	+ 14.8%
July 2024	\$423,500	\$420,000	+ 0.8%
August 2024	\$485,000	\$472,000	+ 2.8%
September 2024	\$400,000	\$397,688	+ 0.6%
October 2024	\$450,000	\$455,000	- 1.1%
November 2024	\$425,000	\$397,500	+ 6.9%
December 2024	\$496,500	\$385,000	+ 29.0%
January 2025	\$401,000	\$386,250	+ 3.8%
February 2025	\$465,000	\$340,000	+ 36.8%
March 2025	\$428,950	\$400,000	+ 7.2%
April 2025	\$430,000	\$375,000	+ 14.7%
May 2025	\$470,000	\$433,800	+ 8.3%
12-Month Avg*	\$441,500	\$407,000	+ 8.5%

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

Historical Median Sales Price by Month

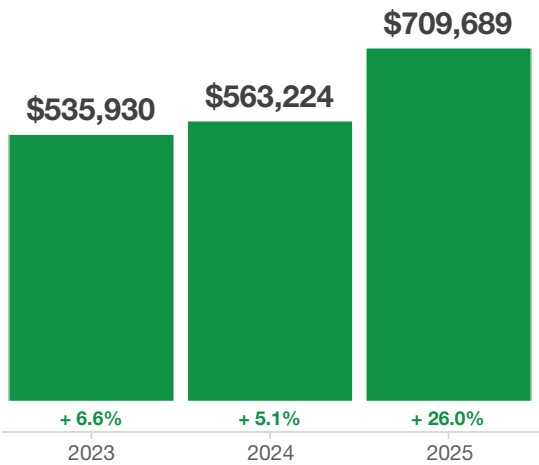


Average Sales Price

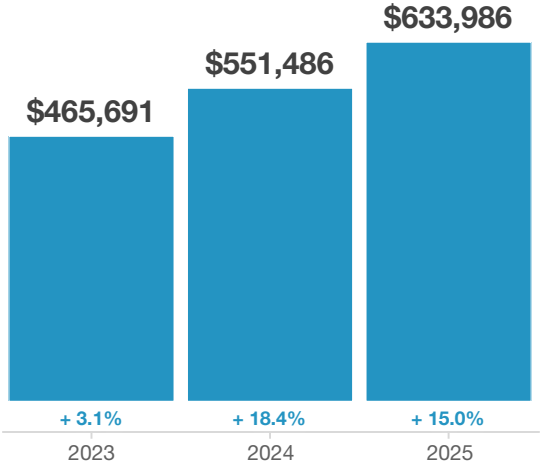
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



May



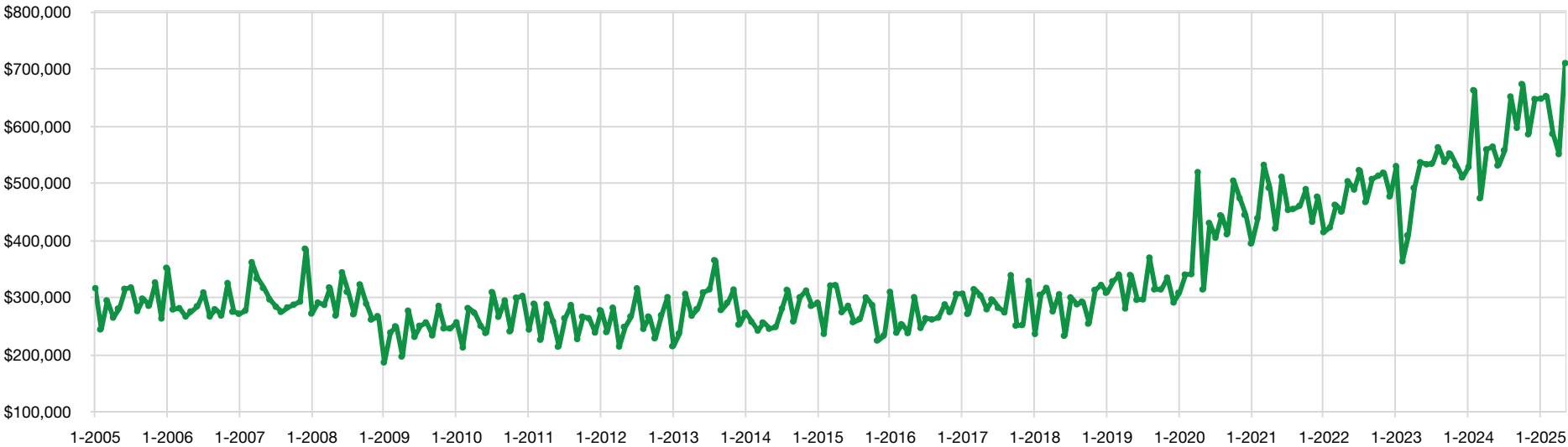
Year to Date



Avg. Sales Price		Prior Year	Percent Change
June 2024	\$530,334	\$532,270	- 0.4%
July 2024	\$556,797	\$533,317	+ 4.4%
August 2024	\$651,073	\$562,111	+ 15.8%
September 2024	\$596,316	\$536,540	+ 11.1%
October 2024	\$672,933	\$551,252	+ 22.1%
November 2024	\$585,051	\$530,285	+ 10.3%
December 2024	\$646,702	\$509,392	+ 27.0%
January 2025	\$647,413	\$527,610	+ 22.7%
February 2025	\$651,817	\$662,215	- 1.6%
March 2025	\$585,857	\$472,881	+ 23.9%
April 2025	\$550,288	\$558,364	- 1.4%
May 2025	\$709,689	\$563,224	+ 26.0%
12-Month Avg*	\$616,461	\$541,537	+ 13.8%

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

Historical Average Sales Price by Month

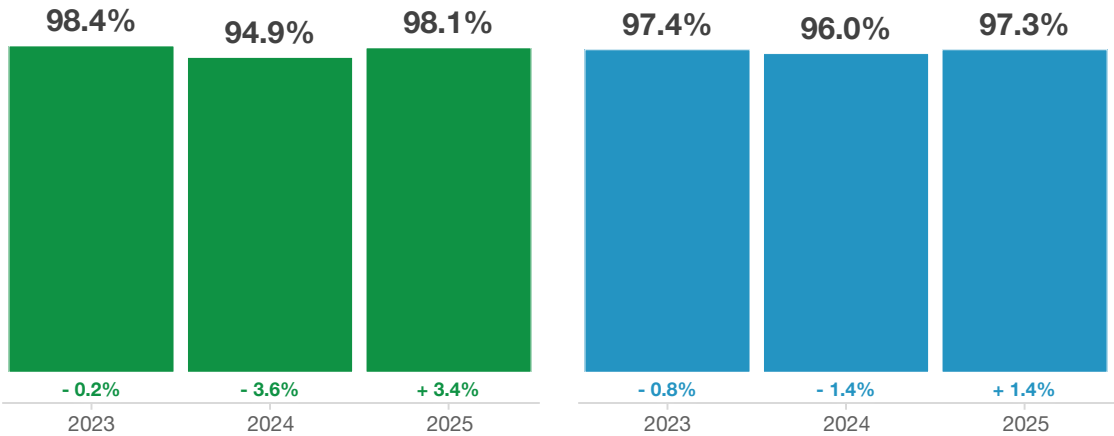


Percent of List Price Received

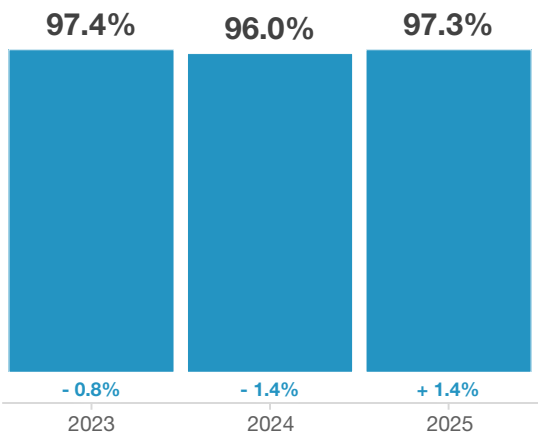
Percentage found when dividing a property’s sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



May



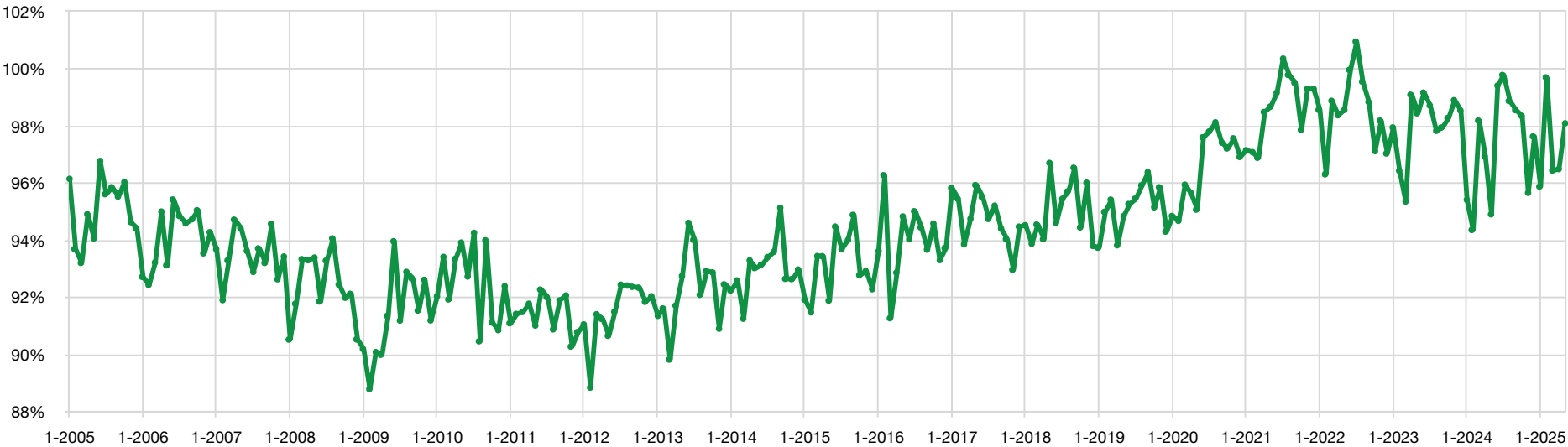
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
June 2024	99.4%	99.2%	+ 0.2%
July 2024	99.8%	98.7%	+ 1.1%
August 2024	98.9%	97.8%	+ 1.1%
September 2024	98.5%	97.9%	+ 0.6%
October 2024	98.3%	98.3%	0.0%
November 2024	95.6%	98.9%	- 3.3%
December 2024	97.6%	98.5%	- 0.9%
January 2025	95.9%	95.4%	+ 0.5%
February 2025	99.7%	94.3%	+ 5.7%
March 2025	96.4%	98.2%	- 1.8%
April 2025	96.5%	96.9%	- 0.4%
May 2025	98.1%	94.9%	+ 3.4%
12-Month Avg*	98.0%	97.6%	+ 0.4%

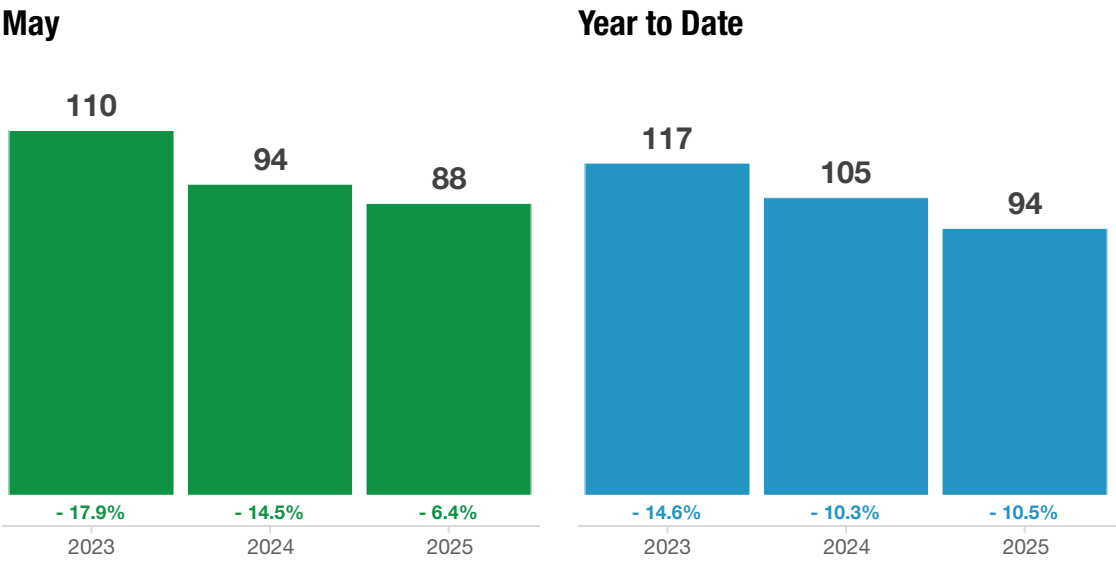
* Pct. of List Price Received for all properties from June 2024 through May 2025. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



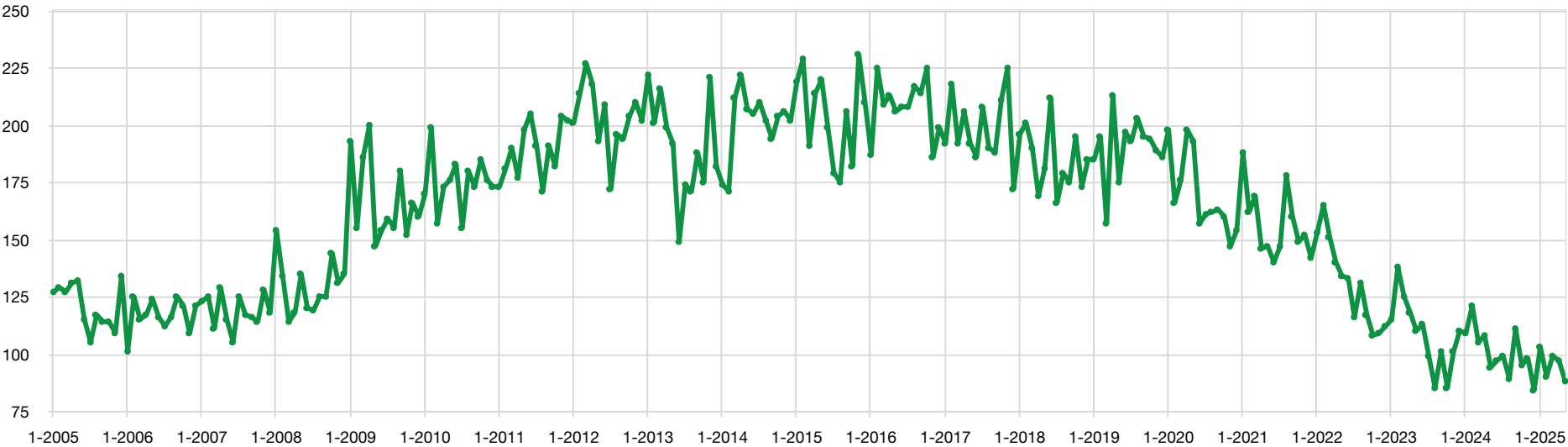
Housing Affordability Index

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.



Affordability Index		Prior Year	Percent Change
June 2024	97	113	- 14.2%
July 2024	99	99	0.0%
August 2024	89	85	+ 4.7%
September 2024	111	101	+ 9.9%
October 2024	95	85	+ 11.8%
November 2024	98	101	- 3.0%
December 2024	84	110	- 23.6%
January 2025	103	109	- 5.5%
February 2025	90	121	- 25.6%
March 2025	99	105	- 5.7%
April 2025	97	108	- 10.2%
May 2025	88	94	- 6.4%
12-Month Avg	96	103	- 6.8%

Historical Housing Affordability Index by Month

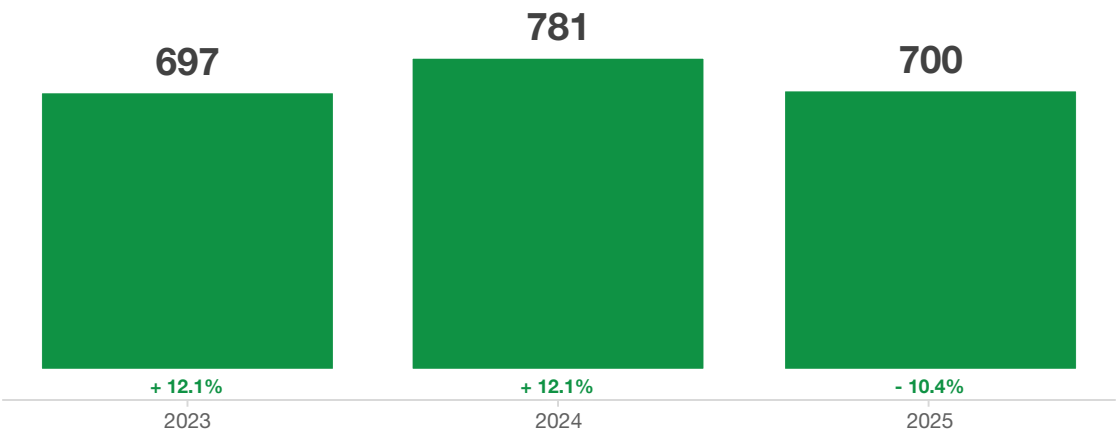


Inventory of Homes for Sale

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

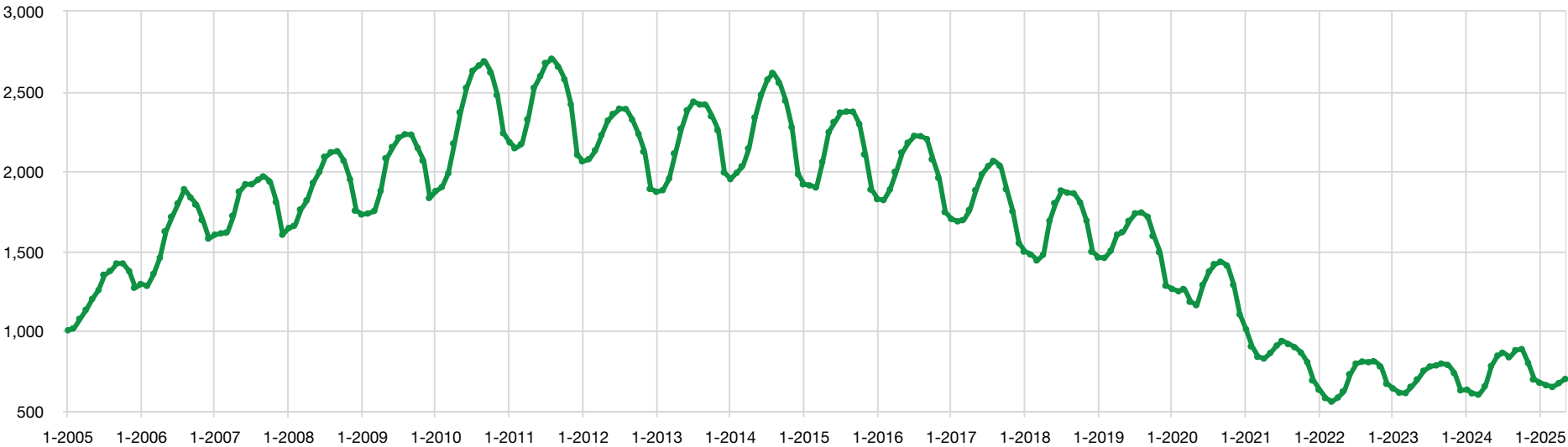


May



Homes for Sale		Prior Year	Percent Change
June 2024	846	751	+ 12.6%
July 2024	864	778	+ 11.1%
August 2024	836	785	+ 6.5%
September 2024	880	796	+ 10.6%
October 2024	887	788	+ 12.6%
November 2024	800	737	+ 8.5%
December 2024	697	629	+ 10.8%
January 2025	676	633	+ 6.8%
February 2025	661	610	+ 8.4%
March 2025	650	602	+ 8.0%
April 2025	674	654	+ 3.1%
May 2025	700	781	- 10.4%
12-Month Avg	764	712	+ 7.3%

Historical Inventory of Homes for Sale by Month

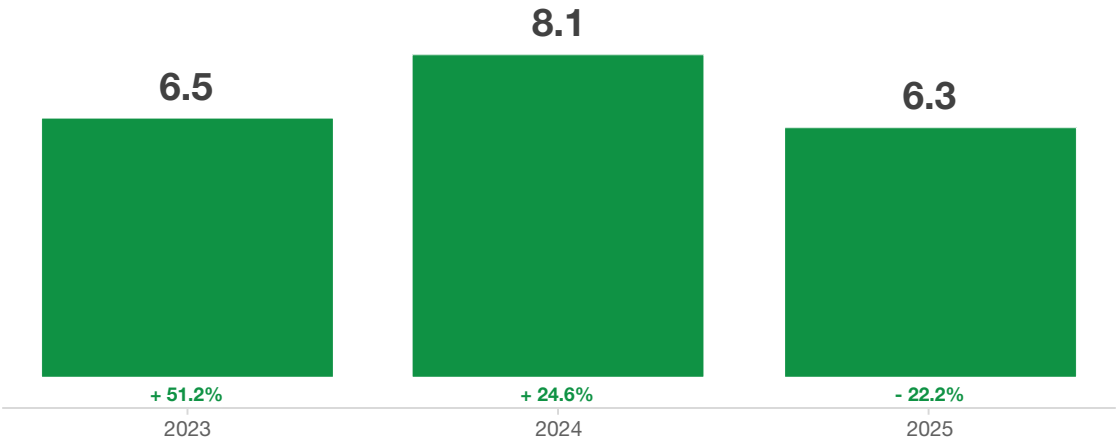


Months Supply of Inventory

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.



May



Months Supply		Prior Year	Percent Change
June 2024	8.8	7.1	+ 23.9%
July 2024	8.6	7.5	+ 14.7%
August 2024	8.1	7.7	+ 5.2%
September 2024	8.6	7.9	+ 8.9%
October 2024	8.7	7.6	+ 14.5%
November 2024	7.7	7.2	+ 6.9%
December 2024	6.6	6.3	+ 4.8%
January 2025	6.3	6.4	- 1.6%
February 2025	6.2	6.3	- 1.6%
March 2025	6.0	6.2	- 3.2%
April 2025	6.1	6.7	- 9.0%
May 2025	6.3	8.1	- 22.2%
12-Month Avg*	7.3	7.1	+ 3.7%

* Months Supply for all properties from June 2024 through May 2025. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month

