

Monthly Indicators



June 2025

U.S. existing-home sales edged up 0.8% month-over-month to a seasonally adjusted annual rate of 4.03 million units, exceeding economists' expectations, although sales were down 0.7% year-over-year, according to the National Association of REALTORS® (NAR). On a monthly basis, sales increased in the Midwest, Northeast, and South but decreased in the West.

New Listings increased 9.3 percent to 376. Pending Sales increased 15.3 percent to 188. Inventory increased 4.6 percent to 1,096.

Median Sales Price increased 2.4 percent from \$429,000 to \$439,500. Days on Market increased 7.9 percent to 68. Months Supply of Inventory decreased 3.1 percent to 6.3.

Heading into June, there were 1.54 million units for sale across the country, a 6.2% increase from the previous month and a 20.3% improvement over the same period last year, representing a 4.6-month supply at the current sales pace, according to NAR. Despite the additional supply, home prices have continued to rise nationwide, albeit at a slower pace than during the pandemic, climbing 1.3% year-over-year to \$422,800 as of last measure.

Activity Snapshot

- 5.0%	+ 2.4%	+ 4.6%
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, Greene, Orange, Sullivan, and Ulster counties composed of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

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Activity Overview

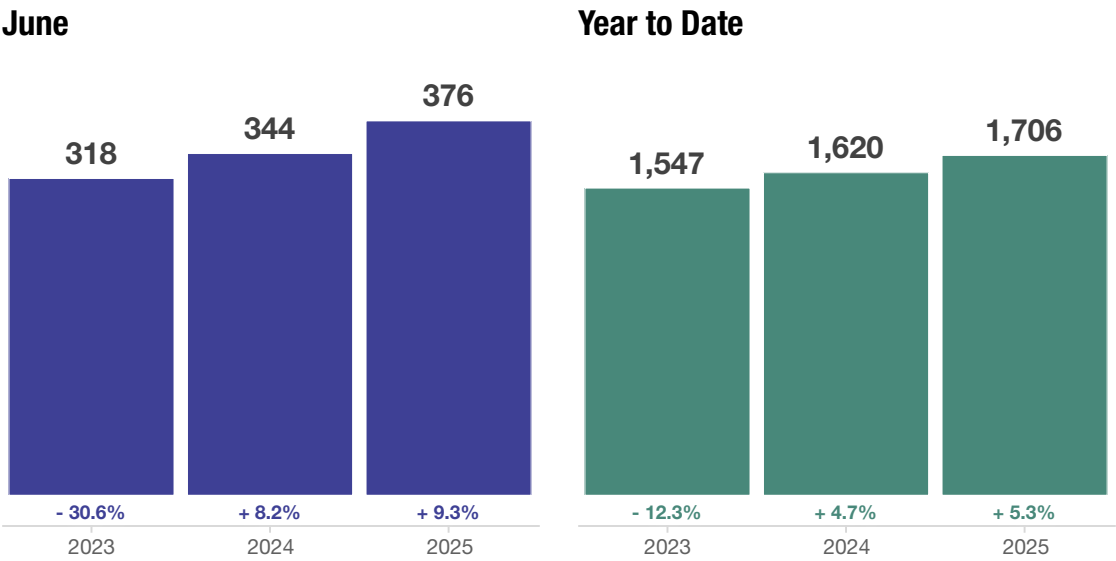
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	6-2024	6-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		344	376	+ 9.3%	1,620	1,706	+ 5.3%
Pending Sales		163	188	+ 15.3%	881	941	+ 6.8%
Closed Sales		160	152	- 5.0%	860	877	+ 2.0%
Days on Market Until Sale		63	68	+ 7.9%	76	86	+ 13.2%
Median Sales Price		\$429,000	\$439,500	+ 2.4%	\$425,000	\$440,000	+ 3.5%
Average Sales Price		\$550,697	\$576,102	+ 4.6%	\$533,531	\$549,626	+ 3.0%
Percent of List Price Received		100.9%	99.7%	- 1.2%	98.6%	98.1%	- 0.5%
Housing Affordability Index		93	92	- 1.1%	94	92	- 2.1%
Inventory of Homes for Sale		1,048	1,096	+ 4.6%	—	—	—
Months Supply of Inventory		6.5	6.3	- 3.1%	—	—	—

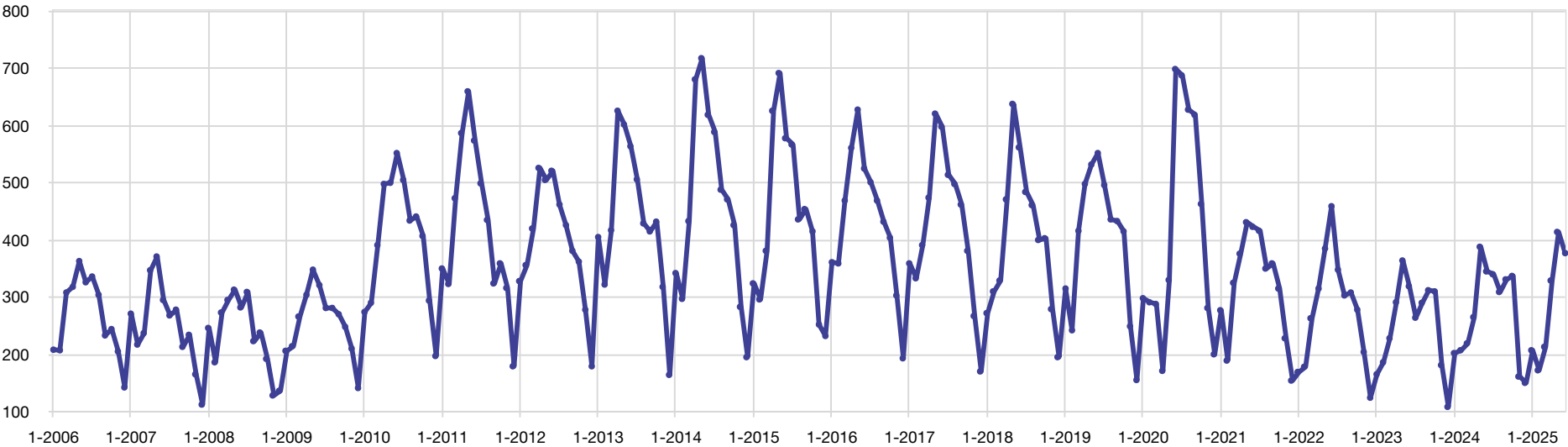
New Listings

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



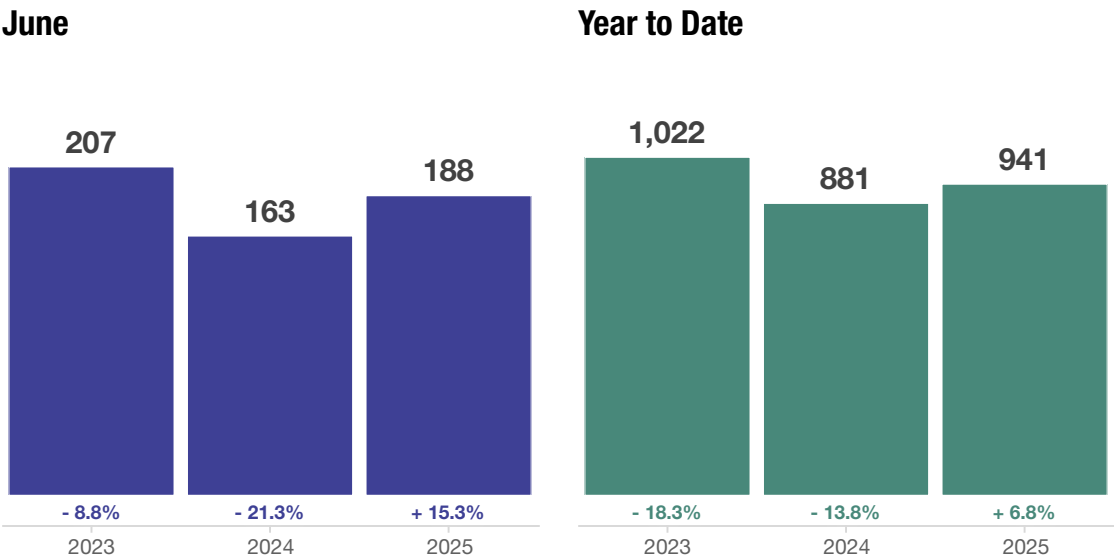
New Listings		Prior Year	Percent Change
July 2024	339	263	+ 28.9%
August 2024	308	289	+ 6.6%
September 2024	330	311	+ 6.1%
October 2024	336	309	+ 8.7%
November 2024	160	180	- 11.1%
December 2024	149	107	+ 39.3%
January 2025	206	201	+ 2.5%
February 2025	171	206	- 17.0%
March 2025	212	218	- 2.8%
April 2025	328	264	+ 24.2%
May 2025	413	387	+ 6.7%
June 2025	376	344	+ 9.3%
12-Month Avg	277	257	+ 7.8%

Historical New Listings by Month



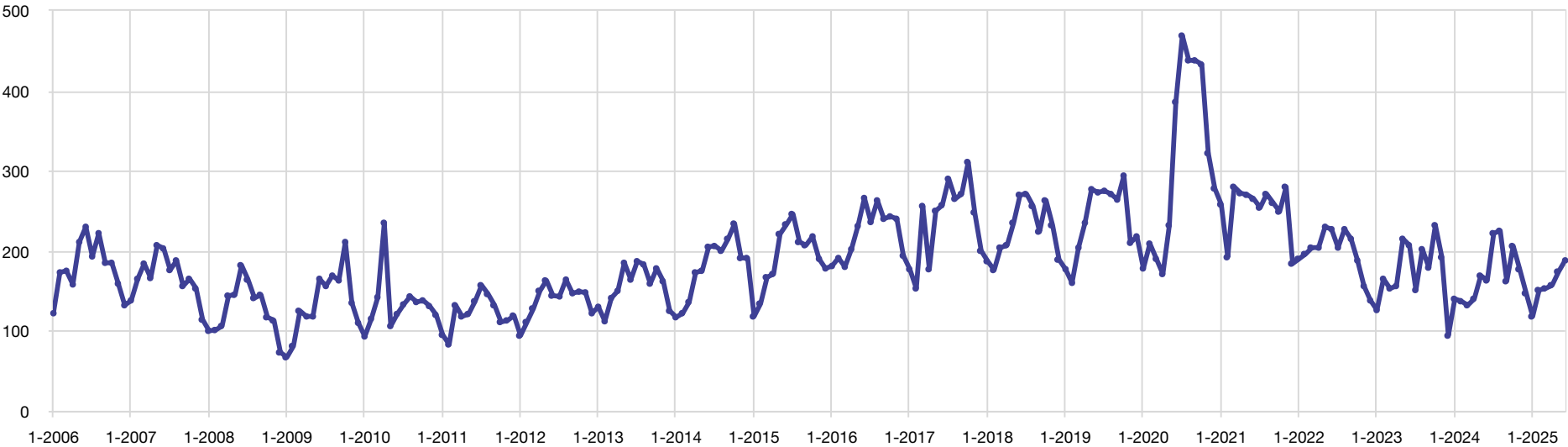
Pending Sales

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



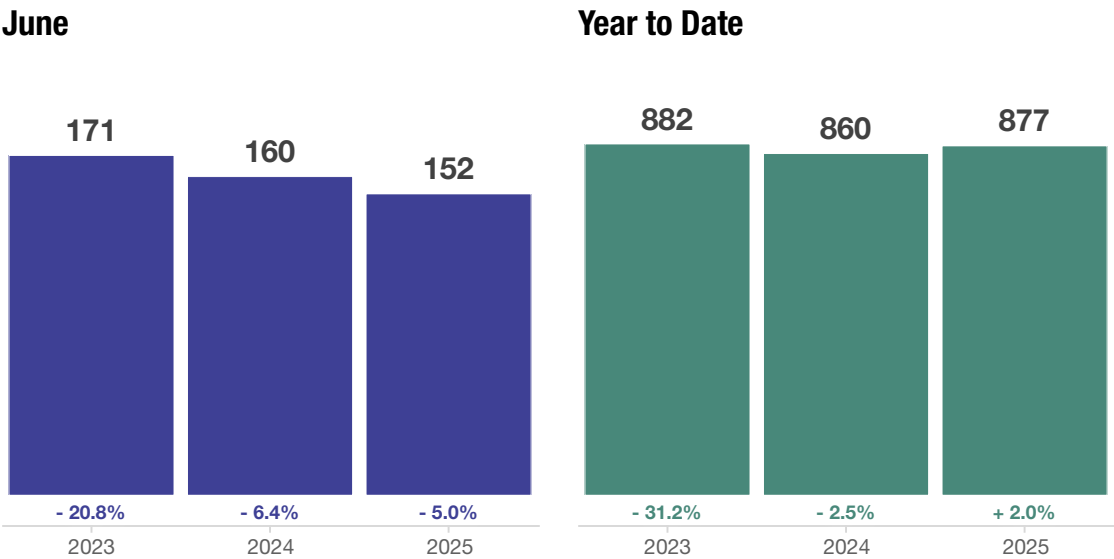
	Pending Sales	Prior Year	Percent Change
July 2024	222	151	+ 47.0%
August 2024	225	202	+ 11.4%
September 2024	162	179	- 9.5%
October 2024	206	232	- 11.2%
November 2024	177	192	- 7.8%
December 2024	147	94	+ 56.4%
January 2025	118	140	- 15.7%
February 2025	151	137	+ 10.2%
March 2025	153	132	+ 15.9%
April 2025	157	140	+ 12.1%
May 2025	174	169	+ 3.0%
June 2025	188	163	+ 15.3%
12-Month Avg	173	161	+ 7.5%

Historical Pending Sales by Month



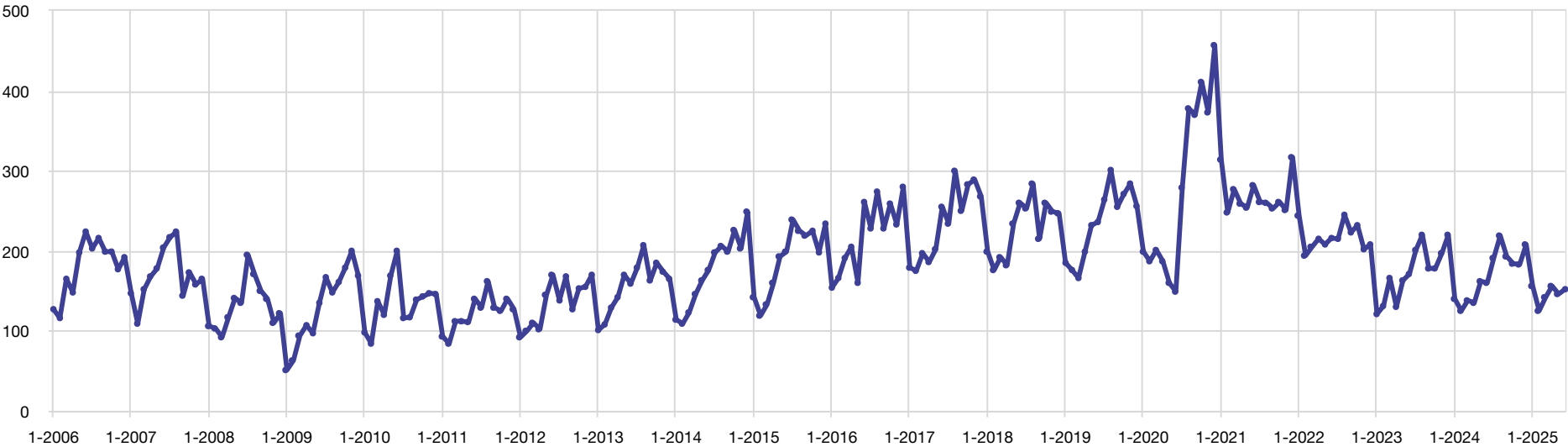
Closed Sales

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



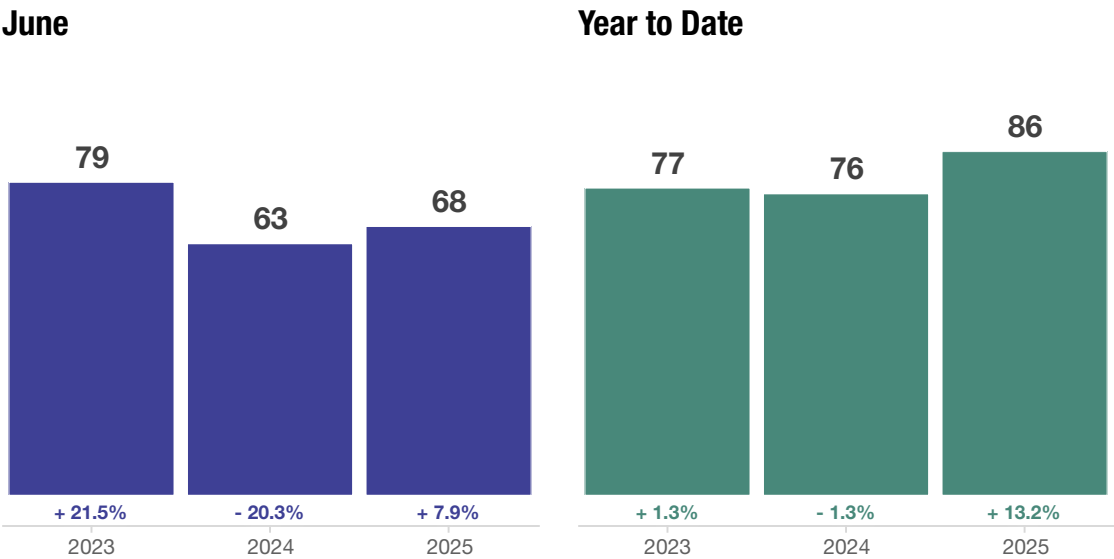
Closed Sales		Prior Year	Percent Change
July 2024	191	201	- 5.0%
August 2024	219	220	- 0.5%
September 2024	193	178	+ 8.4%
October 2024	184	178	+ 3.4%
November 2024	183	197	- 7.1%
December 2024	208	220	- 5.5%
January 2025	156	140	+ 11.4%
February 2025	125	125	0.0%
March 2025	142	138	+ 2.9%
April 2025	156	135	+ 15.6%
May 2025	146	162	- 9.9%
June 2025	152	160	- 5.0%
12-Month Avg	171	171	0.0%

Historical Closed Sales by Month



Days on Market Until Sale

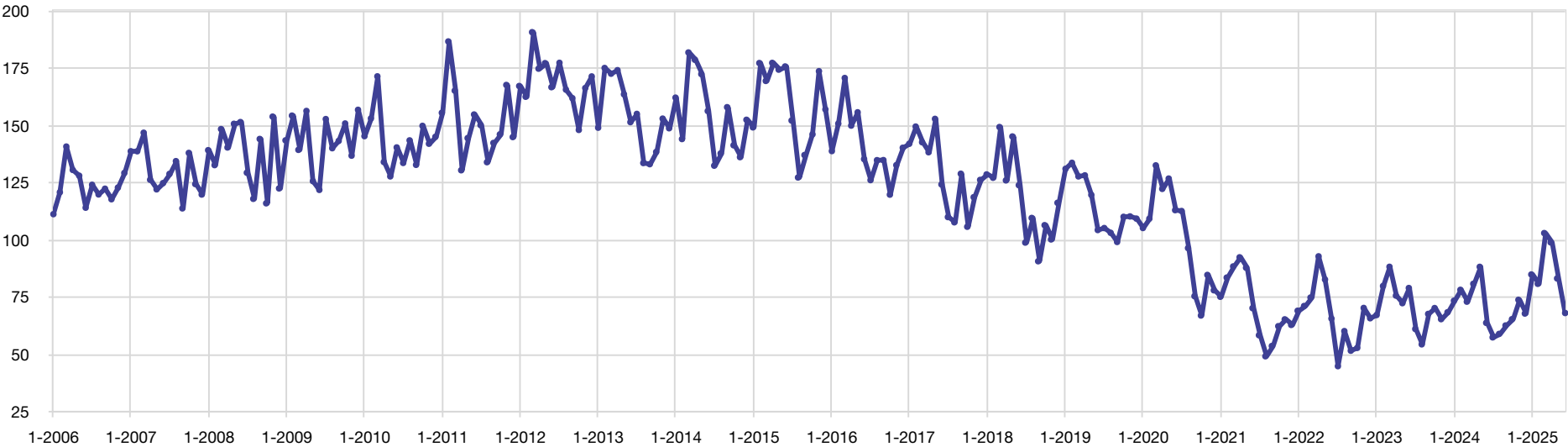
Average number of days between when a property is listed and when an offer is accepted in a given month.



Days on Market		Prior Year	Percent Change
July 2024	57	61	- 6.6%
August 2024	59	54	+ 9.3%
September 2024	62	67	- 7.5%
October 2024	65	70	- 7.1%
November 2024	74	65	+ 13.8%
December 2024	68	68	0.0%
January 2025	85	73	+ 16.4%
February 2025	81	78	+ 3.8%
March 2025	103	73	+ 41.1%
April 2025	99	81	+ 22.2%
May 2025	83	88	- 5.7%
June 2025	68	63	+ 7.9%
12-Month Avg*	73	69	+ 6.5%

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

Historical Days on Market Until Sale by Month

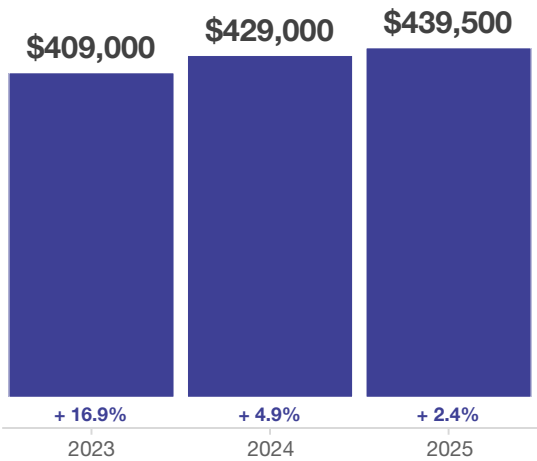


Median Sales Price

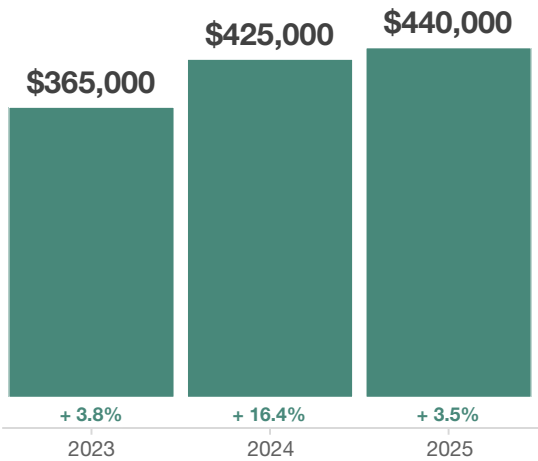
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



June



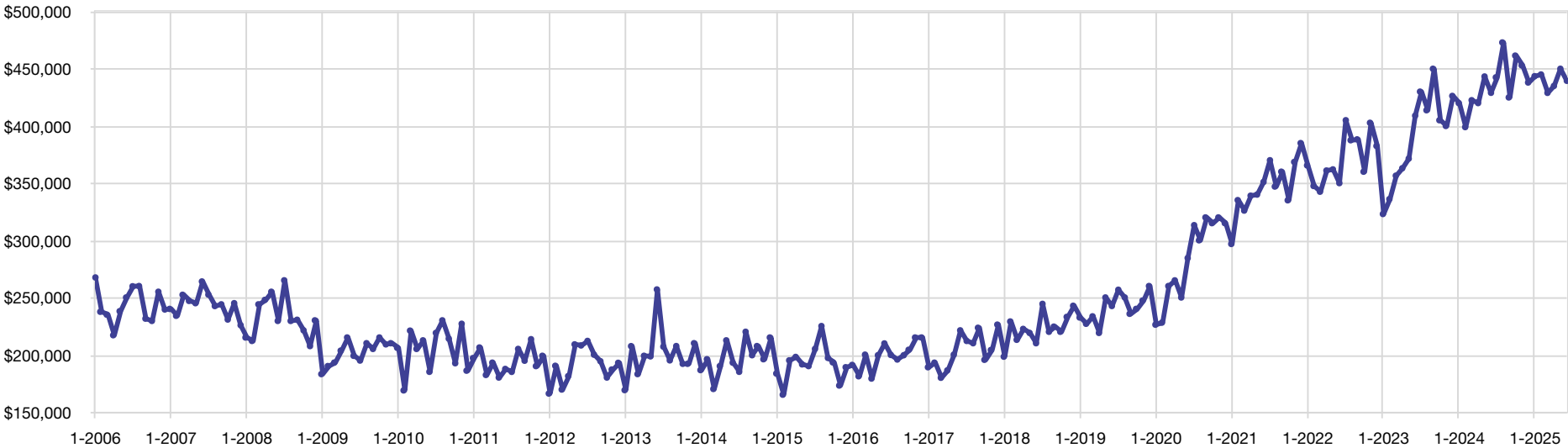
Year to Date



	Median Sales Price	Prior Year	Percent Change
July 2024	\$442,500	\$430,000	+ 2.9%
August 2024	\$473,000	\$413,753	+ 14.3%
September 2024	\$424,950	\$450,000	- 5.6%
October 2024	\$461,500	\$405,000	+ 14.0%
November 2024	\$453,000	\$400,000	+ 13.3%
December 2024	\$438,000	\$426,250	+ 2.8%
January 2025	\$443,500	\$420,000	+ 5.6%
February 2025	\$445,000	\$399,000	+ 11.5%
March 2025	\$428,950	\$422,500	+ 1.5%
April 2025	\$435,000	\$420,000	+ 3.6%
May 2025	\$450,000	\$443,250	+ 1.5%
June 2025	\$439,500	\$429,000	+ 2.4%
12-Month Avg*	\$447,500	\$423,000	+ 5.8%

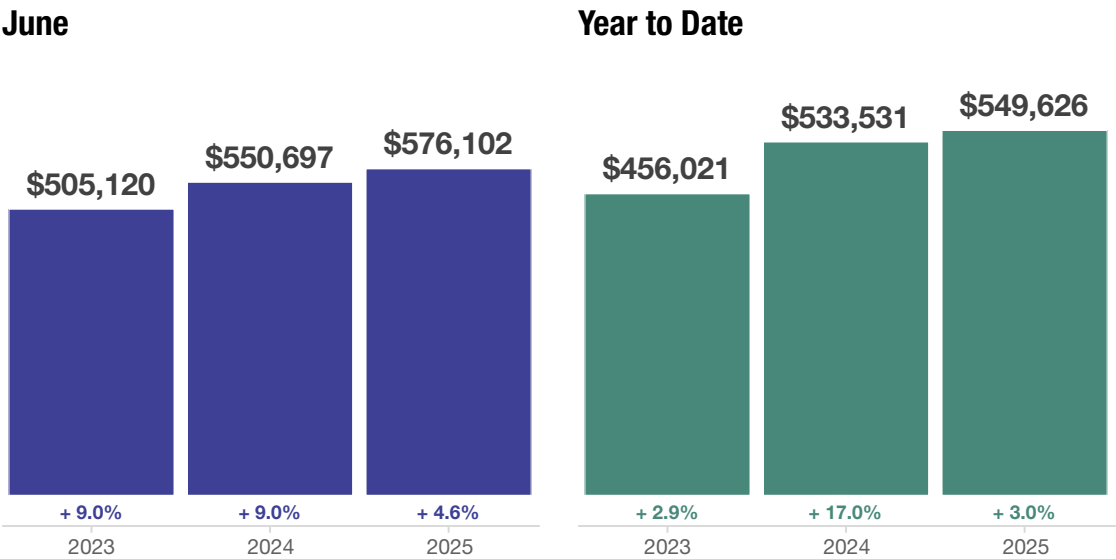
* Median Sales Price for all properties from July 2024 through June 2025. This is not the average of the individual figures above.

Historical Median Sales Price by Month



Average Sales Price

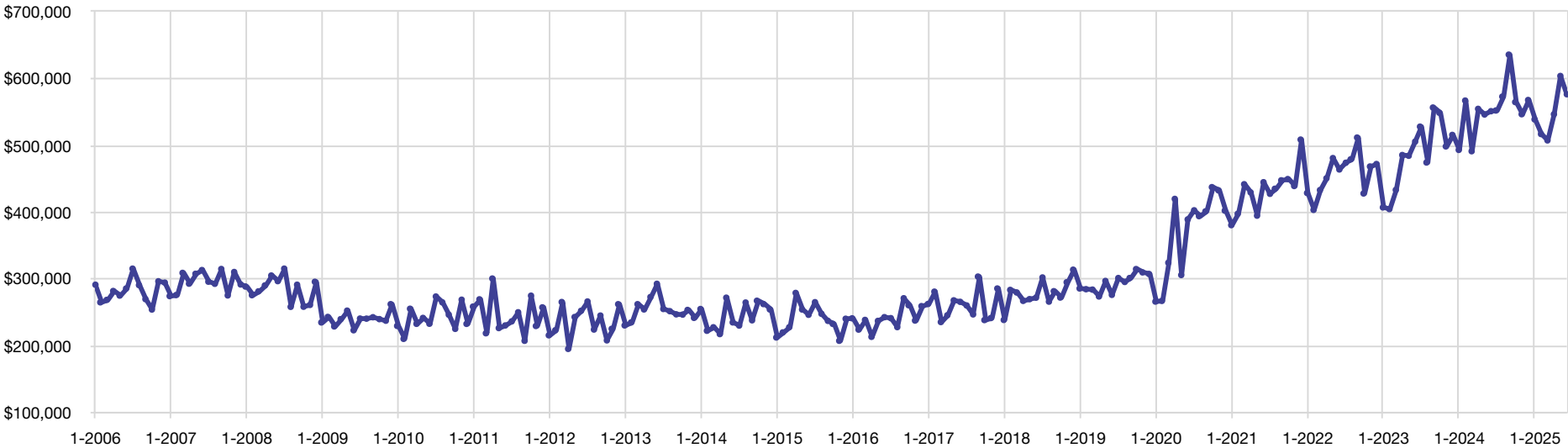
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



Avg. Sales Price	Prior Year	Percent Change
July 2024	\$551,742	\$527,530 + 4.6%
August 2024	\$572,564	\$473,802 + 20.8%
September 2024	\$635,467	\$556,161 + 14.3%
October 2024	\$564,373	\$548,297 + 2.9%
November 2024	\$546,162	\$497,923 + 9.7%
December 2024	\$567,453	\$515,117 + 10.2%
January 2025	\$538,425	\$492,679 + 9.3%
February 2025	\$516,459	\$566,602 - 8.8%
March 2025	\$506,925	\$490,683 + 3.3%
April 2025	\$546,087	\$554,176 - 1.5%
May 2025	\$603,478	\$545,767 + 10.6%
June 2025	\$576,102	\$550,697 + 4.6%
12-Month Avg*	\$563,254	\$524,384 + 7.4%

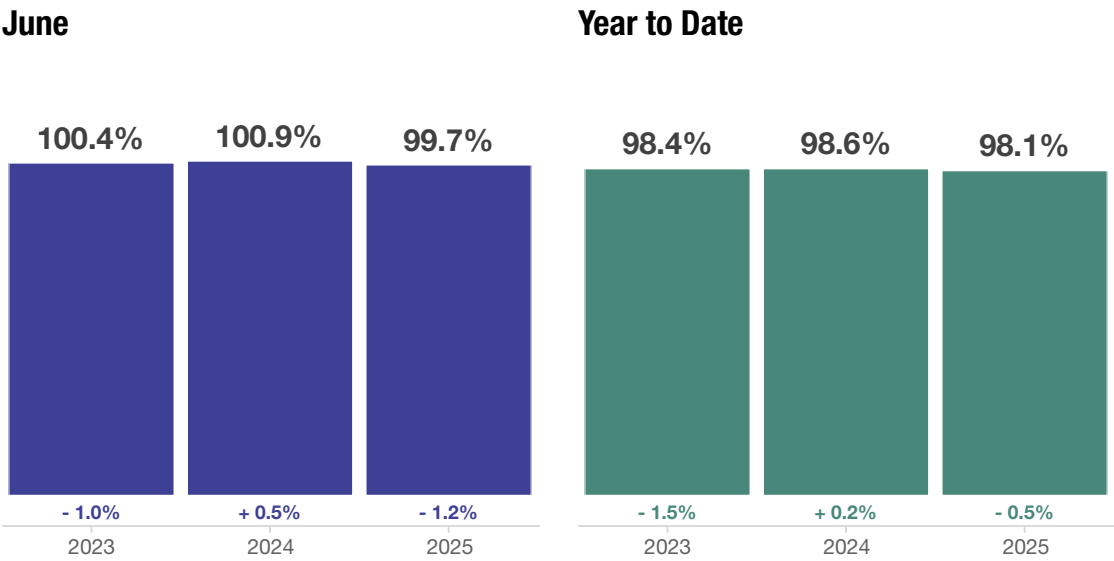
* Avg. Sales Price for all properties from July 2024 through June 2025. This is not the average of the individual figures above.

Historical Average Sales Price by Month



Percent of List Price Received

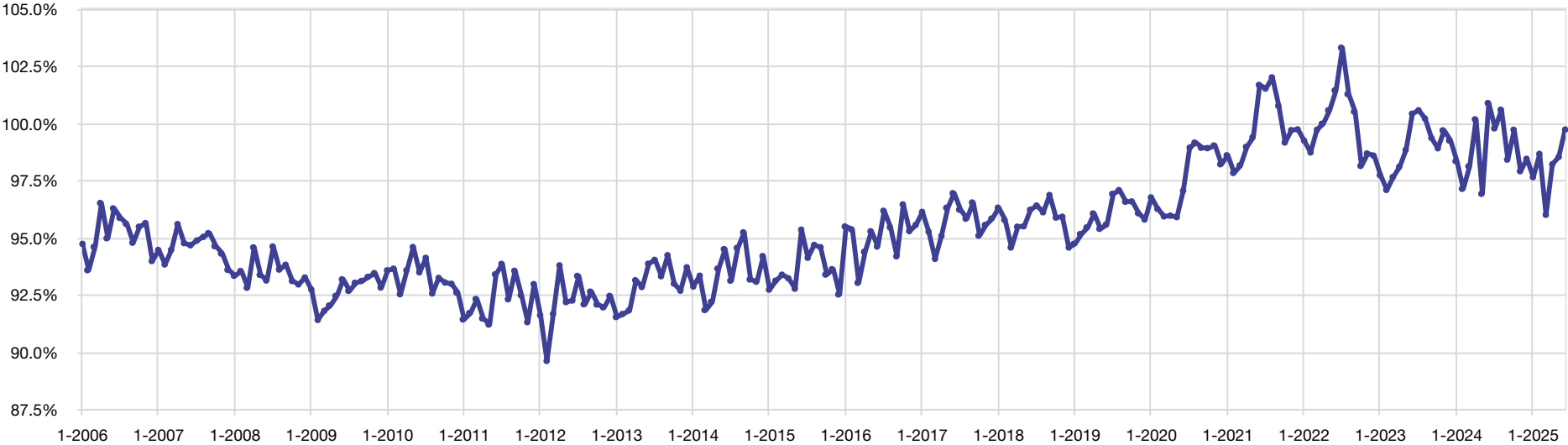
Percentage found when dividing a property’s sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



	Pct. of List Price Received	Prior Year	Percent Change
July 2024	99.8%	100.6%	- 0.8%
August 2024	100.6%	100.2%	+ 0.4%
September 2024	98.4%	99.4%	- 1.0%
October 2024	99.7%	98.9%	+ 0.8%
November 2024	97.9%	99.7%	- 1.8%
December 2024	98.4%	99.2%	- 0.8%
January 2025	97.6%	98.3%	- 0.7%
February 2025	98.7%	97.1%	+ 1.6%
March 2025	96.0%	98.1%	- 2.1%
April 2025	98.2%	100.2%	- 2.0%
May 2025	98.5%	96.9%	+ 1.7%
June 2025	99.7%	100.9%	- 1.2%
12-Month Avg*	98.7%	99.2%	- 0.5%

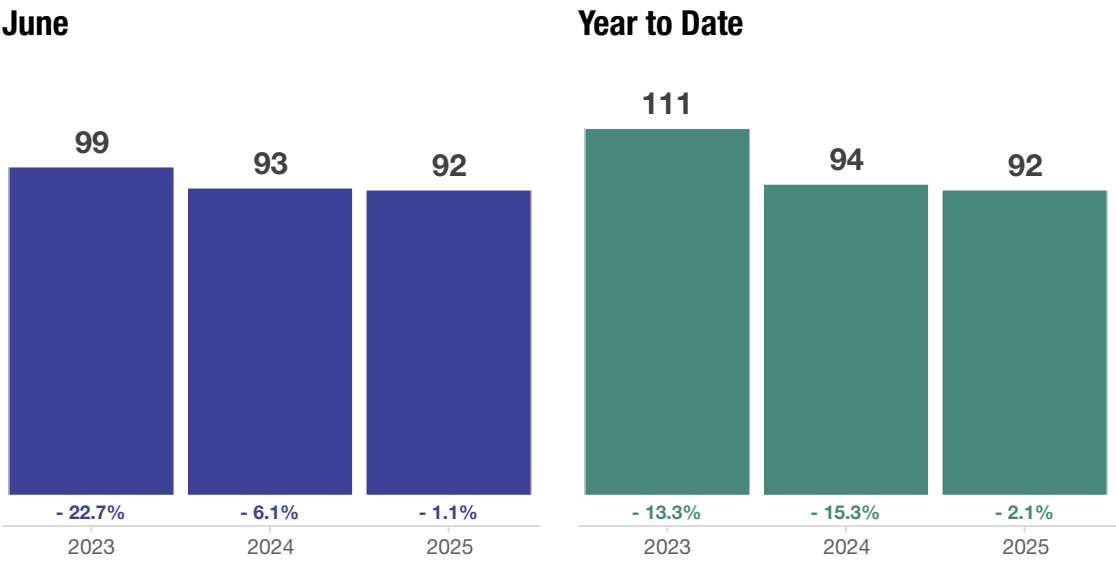
* Pct. of List Price Received for all properties from July 2024 through June 2025. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



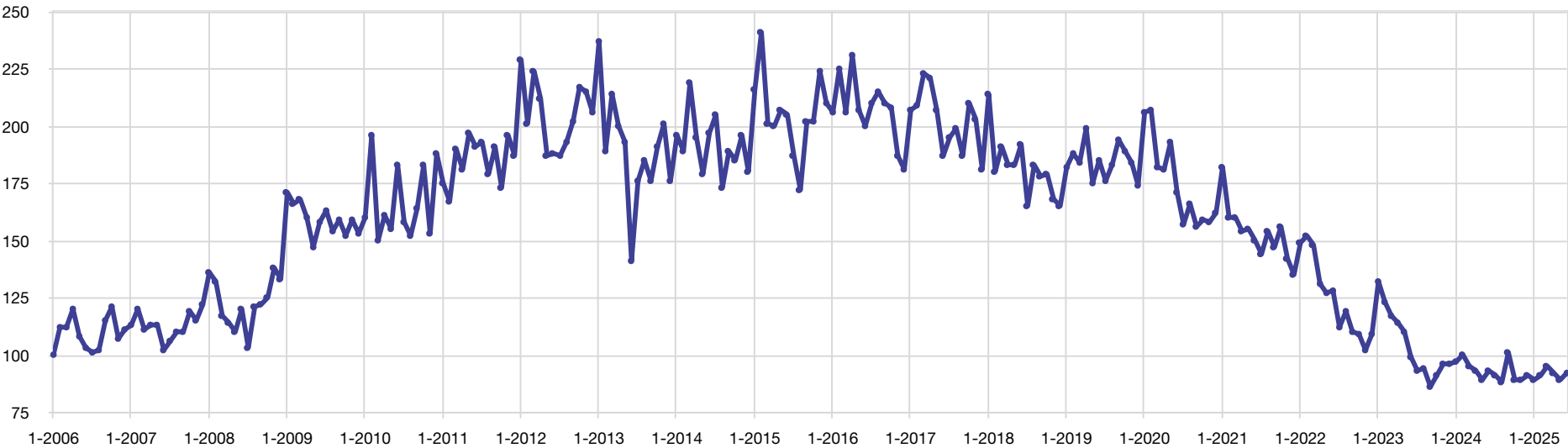
Housing Affordability Index

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
July 2024	91	93	- 2.2%
August 2024	88	94	- 6.4%
September 2024	101	86	+ 17.4%
October 2024	89	91	- 2.2%
November 2024	89	96	- 7.3%
December 2024	91	96	- 5.2%
January 2025	89	97	- 8.2%
February 2025	91	100	- 9.0%
March 2025	95	95	0.0%
April 2025	92	93	- 1.1%
May 2025	89	89	0.0%
June 2025	92	93	- 1.1%
12-Month Avg	91	94	- 3.2%

Historical Housing Affordability Index by Month

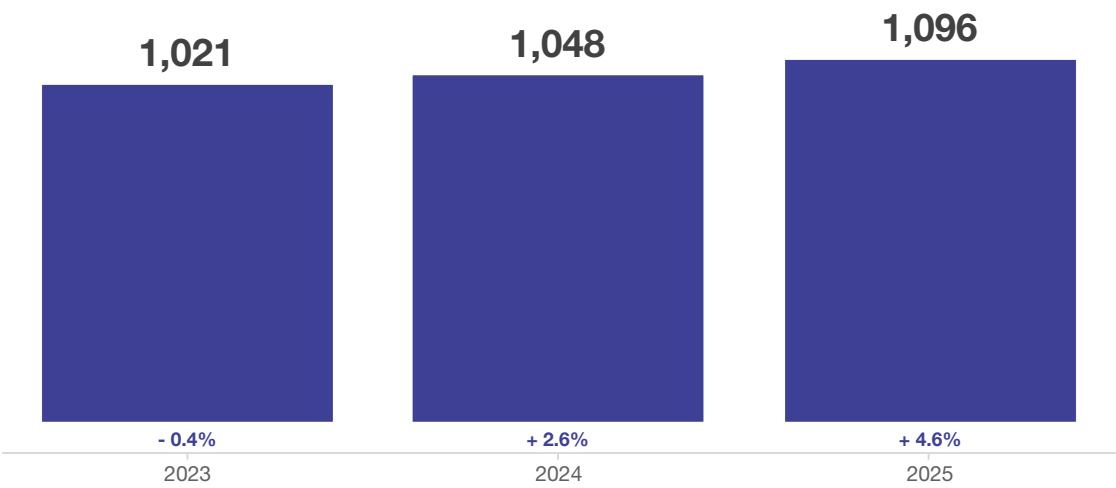


Inventory of Homes for Sale

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

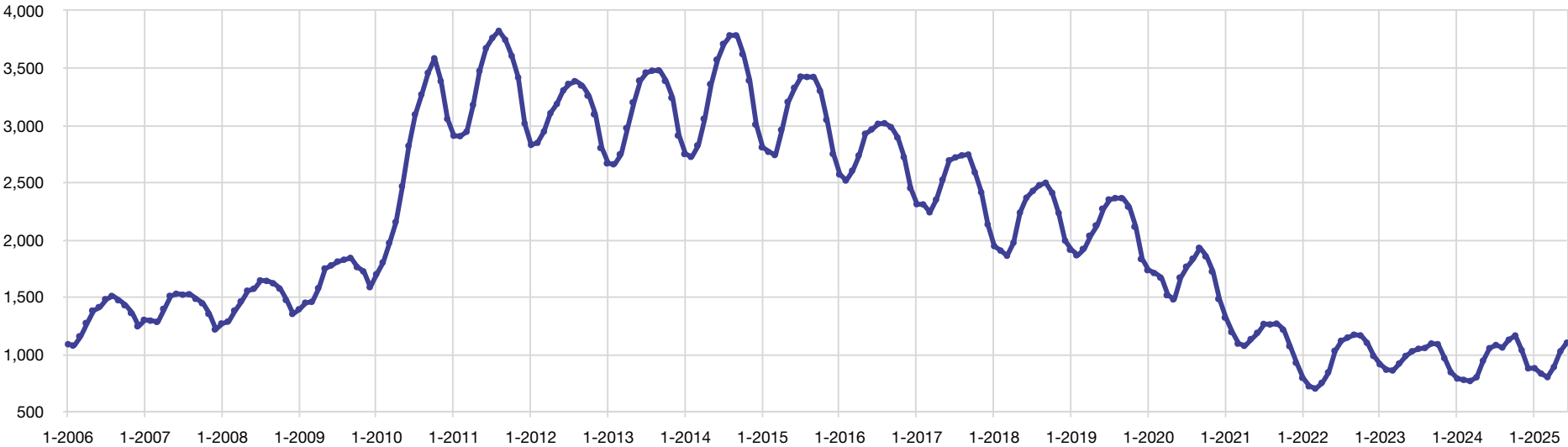


June



Homes for Sale		Prior Year	Percent Change
July 2024	1,076	1,043	+ 3.2%
August 2024	1,054	1,050	+ 0.4%
September 2024	1,122	1,089	+ 3.0%
October 2024	1,159	1,083	+ 7.0%
November 2024	1,031	962	+ 7.2%
December 2024	872	838	+ 4.1%
January 2025	873	783	+ 11.5%
February 2025	826	771	+ 7.1%
March 2025	795	761	+ 4.5%
April 2025	884	794	+ 11.3%
May 2025	1,021	938	+ 8.8%
June 2025	1,096	1,048	+ 4.6%
12-Month Avg	984	930	+ 5.8%

Historical Inventory of Homes for Sale by Month

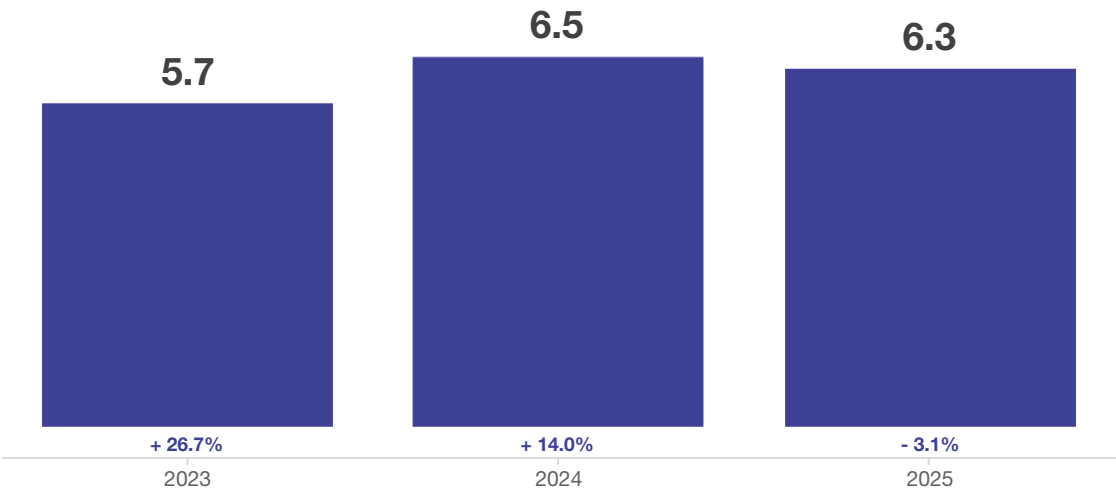


Months Supply of Inventory

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.



June



Months Supply		Prior Year	Percent Change
July 2024	6.4	6.0	+ 6.7%
August 2024	6.2	6.1	+ 1.6%
September 2024	6.7	6.4	+ 4.7%
October 2024	7.0	6.2	+ 12.9%
November 2024	6.3	5.5	+ 14.5%
December 2024	5.2	4.9	+ 6.1%
January 2025	5.2	4.5	+ 15.6%
February 2025	4.9	4.5	+ 8.9%
March 2025	4.7	4.5	+ 4.4%
April 2025	5.2	4.7	+ 10.6%
May 2025	6.0	5.7	+ 5.3%
June 2025	6.3	6.5	- 3.1%
12-Month Avg*	5.9	5.5	+ 7.3%

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

Historical Months Supply of Inventory by Month

