

# Monthly Indicators



## July 2025

U.S. existing-home sales fell 2.7% from the previous month to a seasonally adjusted annual rate of 3.93 million, according to the National Association of REALTORS® (NAR). Sales were unchanged from one year earlier. Regionally, monthly sales declined in the Midwest, Northeast, and South but rose in the West. Year-over-year, sales decreased in the Northeast and West but increased in the South and Midwest.

New Listings decreased 2.7 percent to 330. Pending Sales decreased 8.1 percent to 204. Inventory increased 5.8 percent to 1,138.

Median Sales Price increased 2.3 percent from \$442,500 to \$452,500. Days on Market increased 28.1 percent to 73. Months Supply of Inventory increased 3.1 percent to 6.6.

Nationally, the median existing-home sales price rose 2.0% year-over-year to \$435,300, a new monthly high and the 24th consecutive month of annual price gains, according to NAR. Slower sales activity has contributed to rising inventory this year, with 1.53 million properties listed for sale heading into July, a 15.9% increase from the same time last year and equivalent to a 4.7-month supply at the current sales pace.

## Activity Snapshot

<b>- 9.9%</b>	<b>+ 2.3%</b>	<b>+ 5.8%</b>
One-Year Change in <b>Closed Sales</b> All Properties	One-Year Change in <b>Median Sales Price</b> All Properties	One-Year Change in <b>Homes for Sale</b> 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.



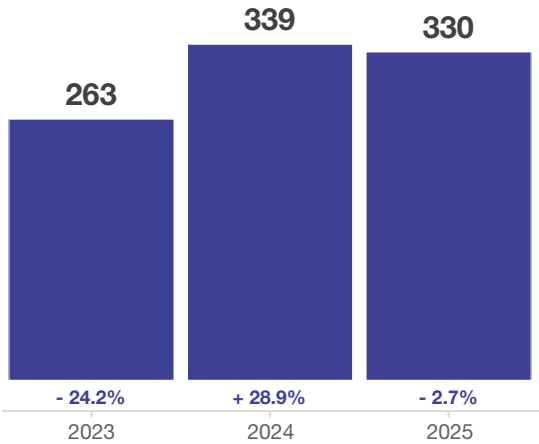
Key Metrics	Historical Sparkbars	7-2024	7-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		339	330	- 2.7%	1,959	2,032	+ 3.7%
Pending Sales		222	204	- 8.1%	1,103	1,149	+ 4.2%
Closed Sales		191	172	- 9.9%	1,051	1,051	0.0%
Days on Market Until Sale		57	73	+ 28.1%	73	84	+ 15.1%
Median Sales Price		\$442,500	\$452,500	+ 2.3%	\$426,104	\$440,000	+ 3.3%
Average Sales Price		\$551,742	\$656,505	+ 19.0%	\$536,830	\$567,020	+ 5.6%
Percent of List Price Received		99.8%	99.3%	- 0.5%	98.8%	98.3%	- 0.5%
Housing Affordability Index		91	89	- 2.2%	94	92	- 2.1%
Inventory of Homes for Sale		1,076	1,138	+ 5.8%	—	—	—
Months Supply of Inventory		6.4	6.6	+ 3.1%	—	—	—

# New Listings

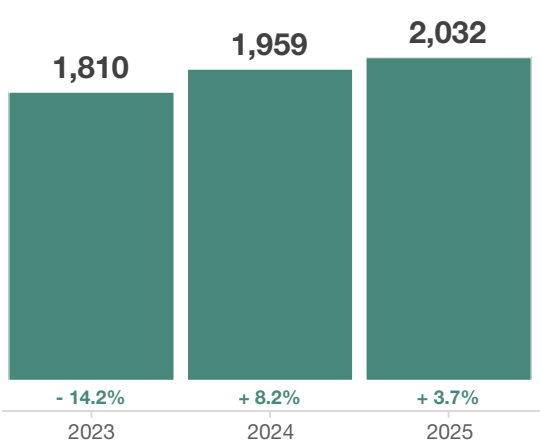
A count of the properties that have been newly listed on the market in a given month.



## July

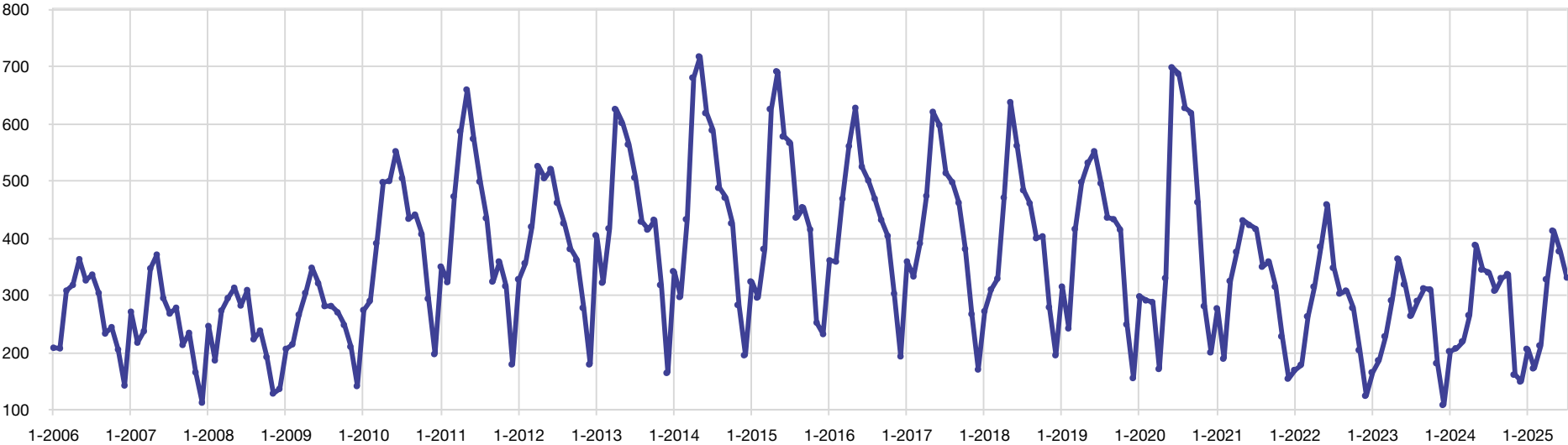


## Year to Date



New Listings		Prior Year	Percent Change
August 2024	307	289	+ 6.2%
September 2024	329	311	+ 5.8%
October 2024	336	309	+ 8.7%
November 2024	160	180	- 11.1%
December 2024	148	107	+ 38.3%
January 2025	205	201	+ 2.0%
February 2025	171	206	- 17.0%
March 2025	211	218	- 3.2%
April 2025	327	264	+ 23.9%
May 2025	412	387	+ 6.5%
June 2025	376	344	+ 9.3%
July 2025	330	339	- 2.7%
12-Month Avg	276	263	+ 4.9%

## Historical New Listings by Month

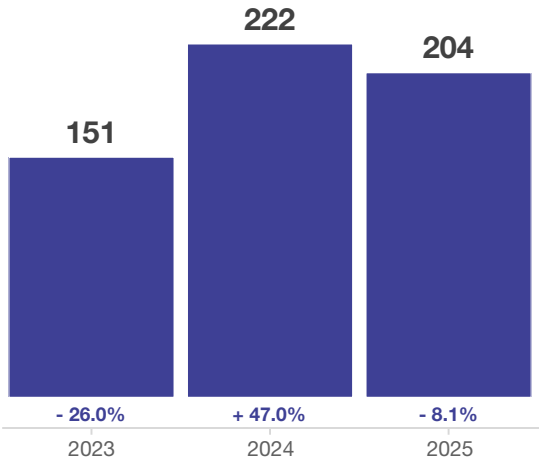


# Pending Sales

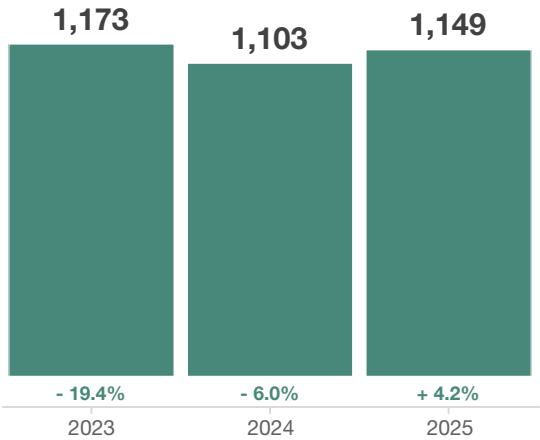
A count of the properties on which offers have been accepted in a given month.



## July

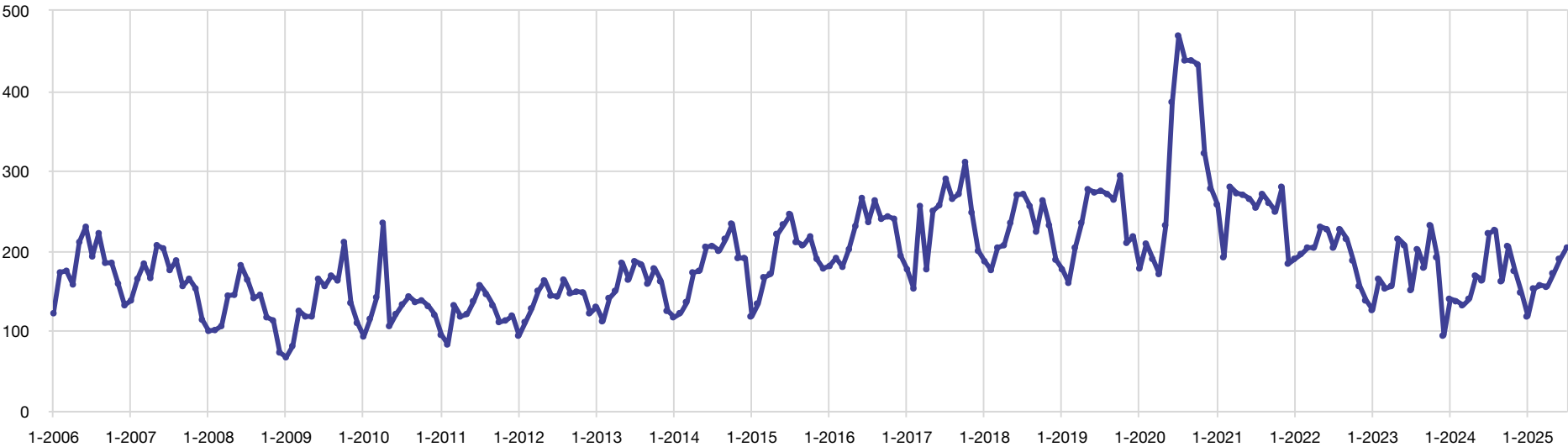


## Year to Date



Pending Sales		Prior Year	Percent Change
August 2024	226	202	+ 11.9%
September 2024	162	179	- 9.5%
October 2024	206	232	- 11.2%
November 2024	175	192	- 8.9%
December 2024	148	94	+ 57.4%
January 2025	118	140	- 15.7%
February 2025	153	137	+ 11.7%
March 2025	157	132	+ 18.9%
April 2025	155	140	+ 10.7%
May 2025	172	169	+ 1.8%
June 2025	190	163	+ 16.6%
July 2025	204	222	- 8.1%
12-Month Avg	172	167	+ 3.0%

## Historical Pending Sales by Month

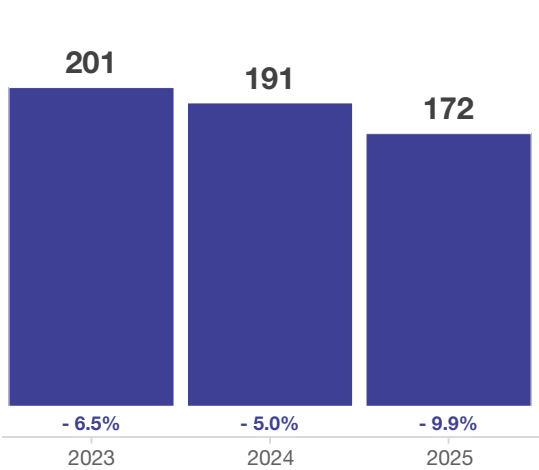


# Closed Sales

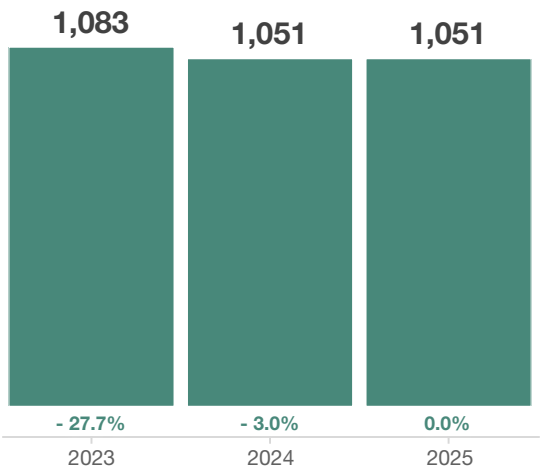
A count of the actual sales that closed in a given month.



## July

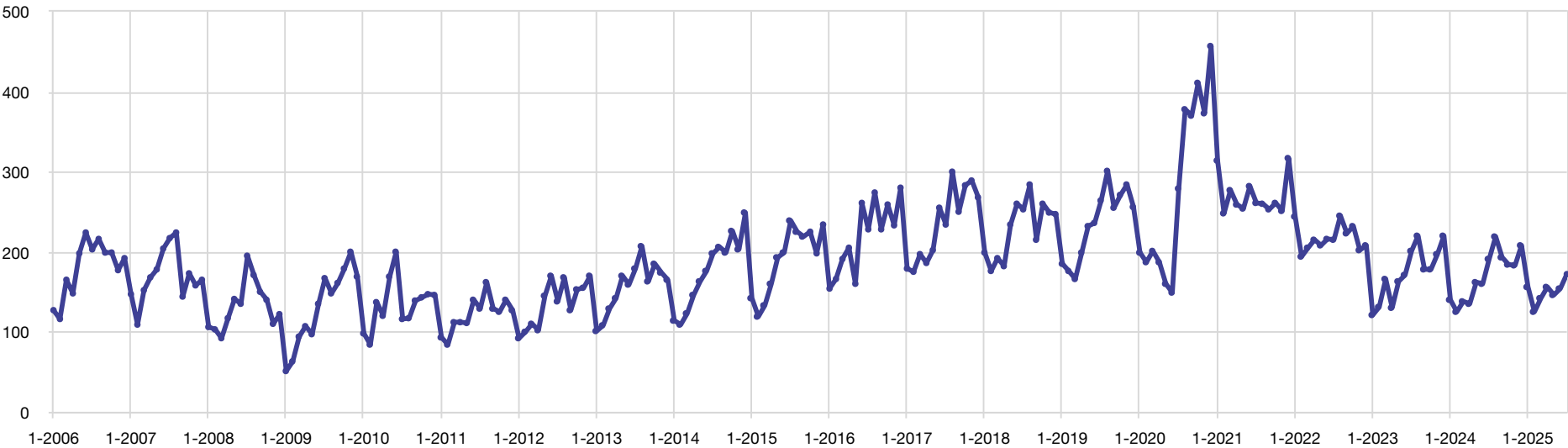


## Year to Date



Closed Sales		Prior Year	Percent Change
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	154	160	- 3.8%
July 2025	172	191	- 9.9%
12-Month Avg	170	170	0.0%

## Historical Closed Sales by Month

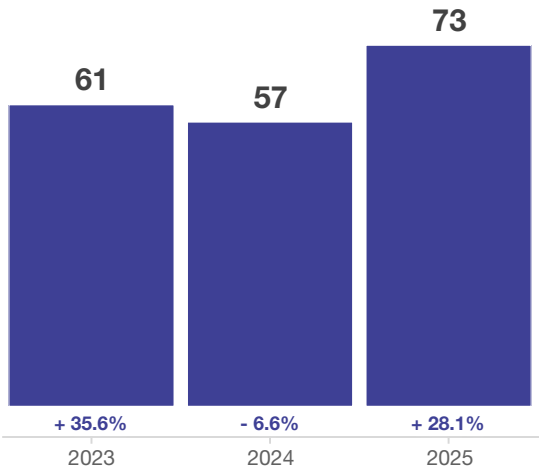


# Days on Market Until Sale

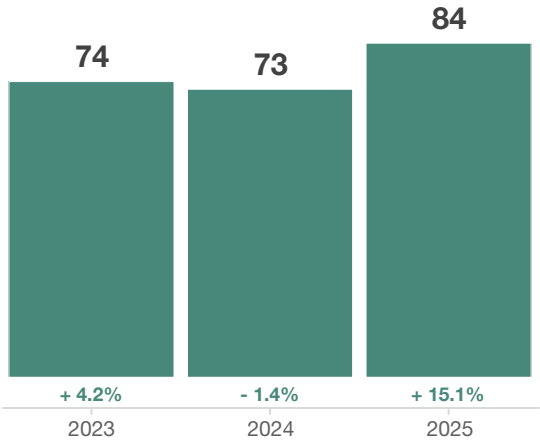
Average number of days between when a property is listed and when an offer is accepted in a given month.



## July



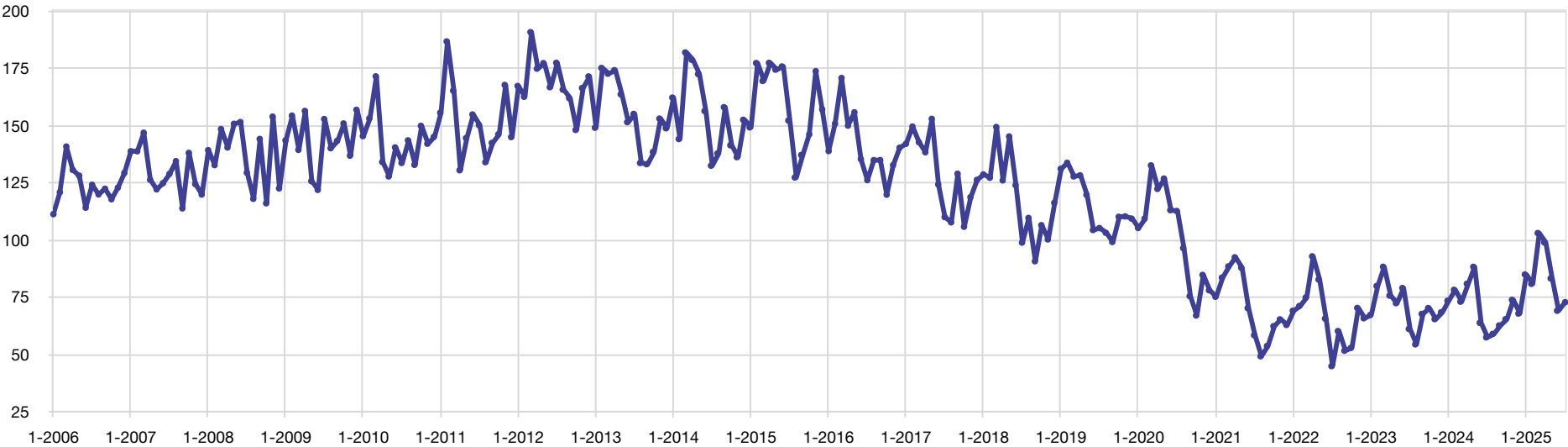
## Year to Date



Days on Market		Prior Year	Percent Change
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	69	63	+ 9.5%
July 2025	73	57	+ 28.1%
12-Month Avg*	75	69	+ 9.2%

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

## Historical Days on Market Until Sale by Month

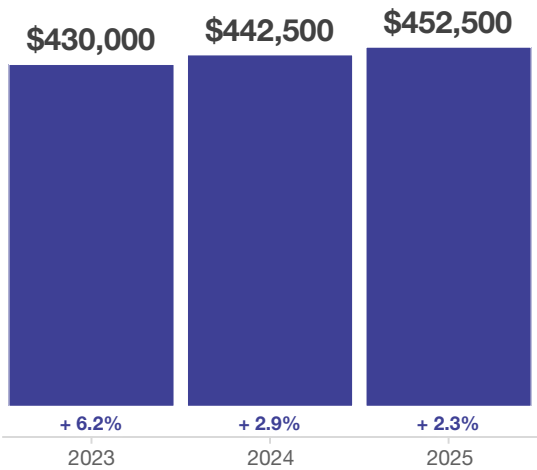


# Median Sales Price

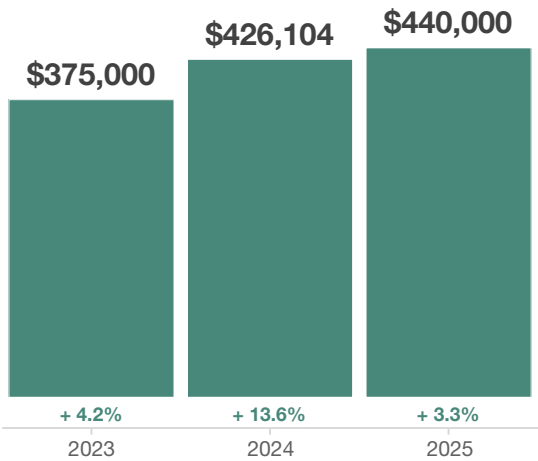
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## July



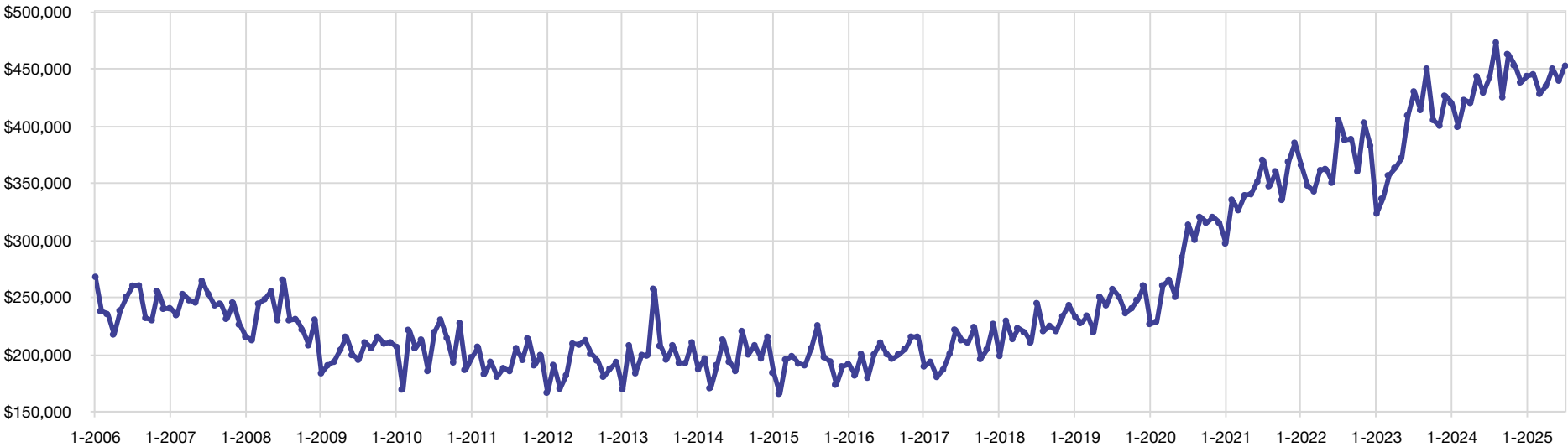
## Year to Date



	Median Sales Price	Prior Year	Percent Change
August 2024	\$473,000	\$413,753	+ 14.3%
September 2024	\$424,950	\$450,000	- 5.6%
October 2024	\$462,750	\$405,000	+ 14.3%
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	\$427,900	\$422,500	+ 1.3%
April 2025	\$435,000	\$420,000	+ 3.6%
May 2025	\$450,000	\$443,250	+ 1.5%
June 2025	\$439,500	\$429,000	+ 2.4%
July 2025	\$452,500	\$442,500	+ 2.3%
12-Month Avg*	\$449,000	\$425,000	+ 5.6%

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

## Historical Median Sales Price by Month

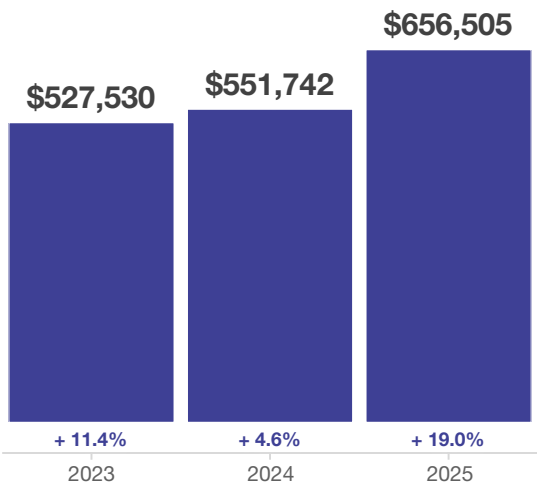


# Average Sales Price

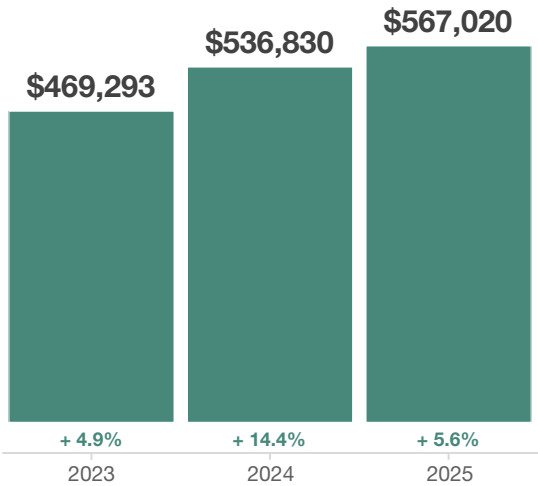
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## July



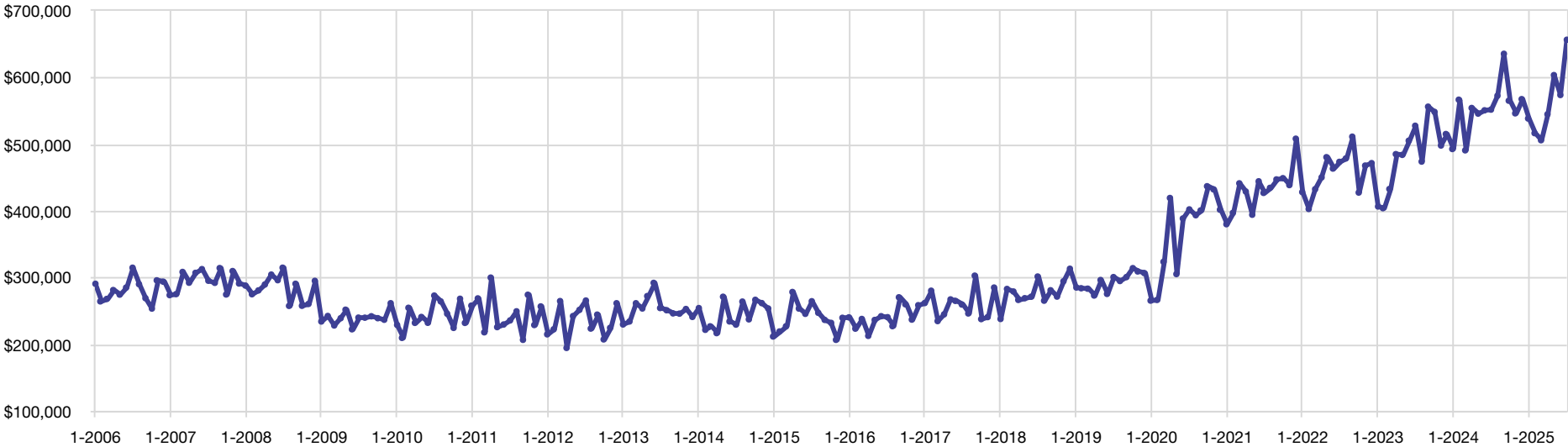
## Year to Date



Avg. Sales Price	Prior Year	Percent Change
August 2024	\$572,564	\$473,802 + 20.8%
September 2024	\$635,467	\$556,161 + 14.3%
October 2024	\$565,107	\$548,297 + 3.1%
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	\$505,855	\$490,683 + 3.1%
April 2025	\$544,735	\$554,176 - 1.7%
May 2025	\$603,478	\$545,767 + 10.6%
June 2025	\$573,669	\$550,697 + 4.2%
July 2025	\$656,505	\$551,742 + 19.0%
12-Month Avg*	\$572,175	\$526,621 + 8.7%

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

## Historical Average Sales Price by Month

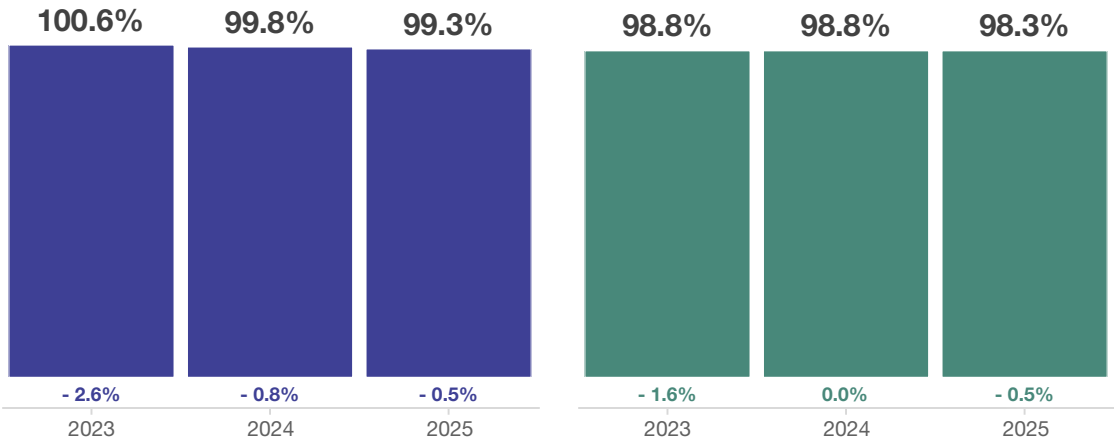


# Percent of List Price Received

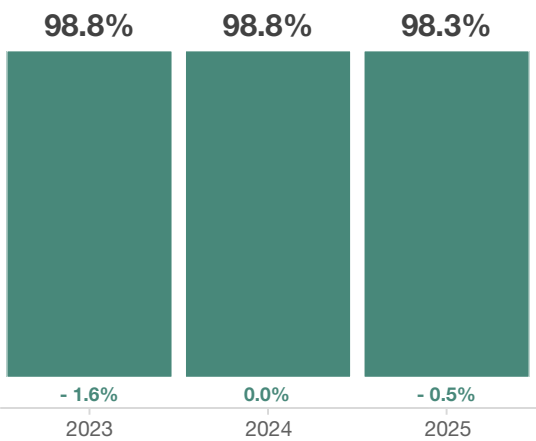
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## July



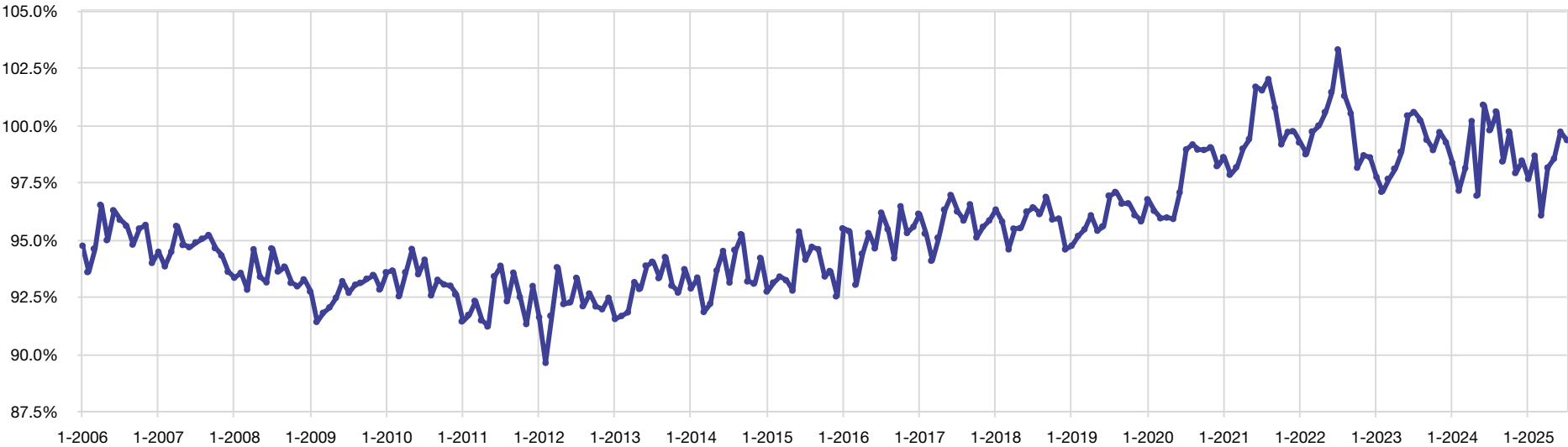
## Year to Date



Pct. of List Price Received	Prior Year	Percent Change
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	98.1%	100.2% - 2.1%
May 2025	98.5%	96.9% + 1.7%
June 2025	99.7%	100.9% - 1.2%
July 2025	99.3%	99.8% - 0.5%
12-Month Avg*	98.7%	99.2% - 0.5%

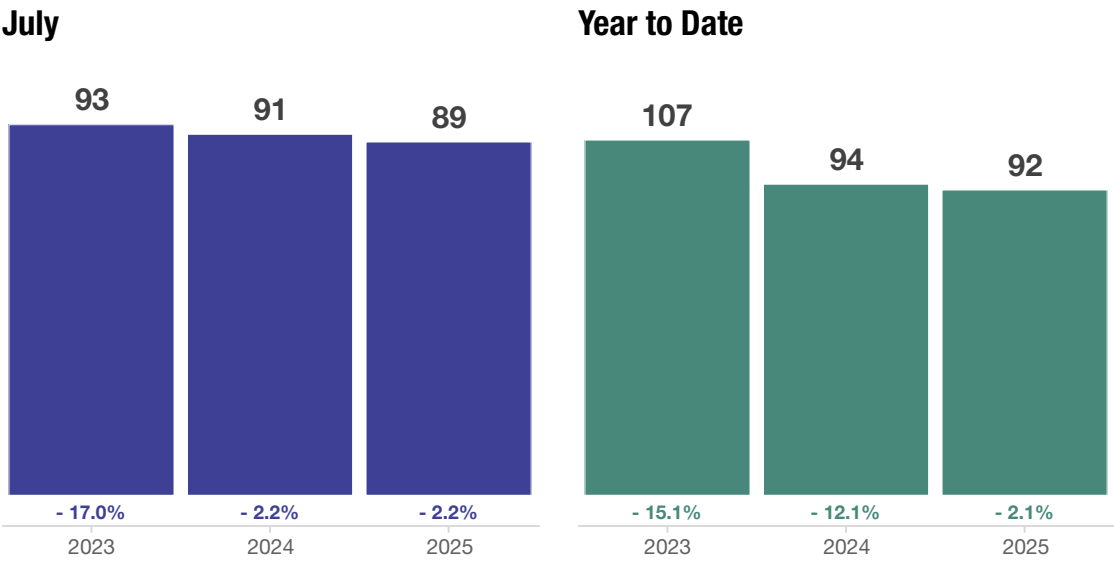
\* Pct. of List Price Received for all properties from August 2024 through July 2025. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



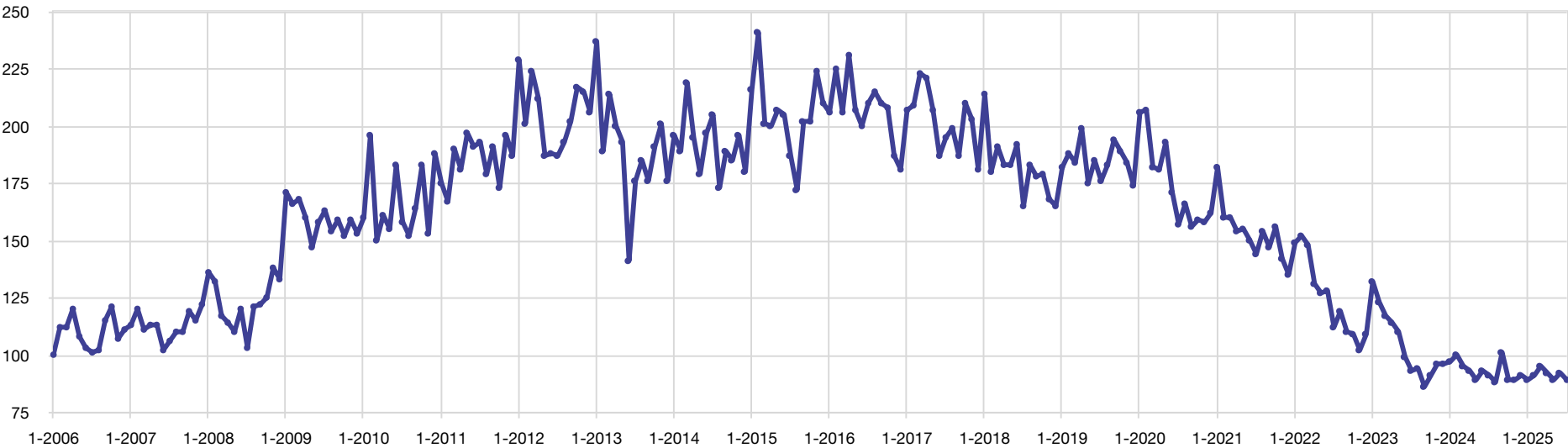
# Housing Affordability Index

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
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%
July 2025	89	91	- 2.2%
12-Month Avg	91	93	- 2.2%

## Historical Housing Affordability Index by Month

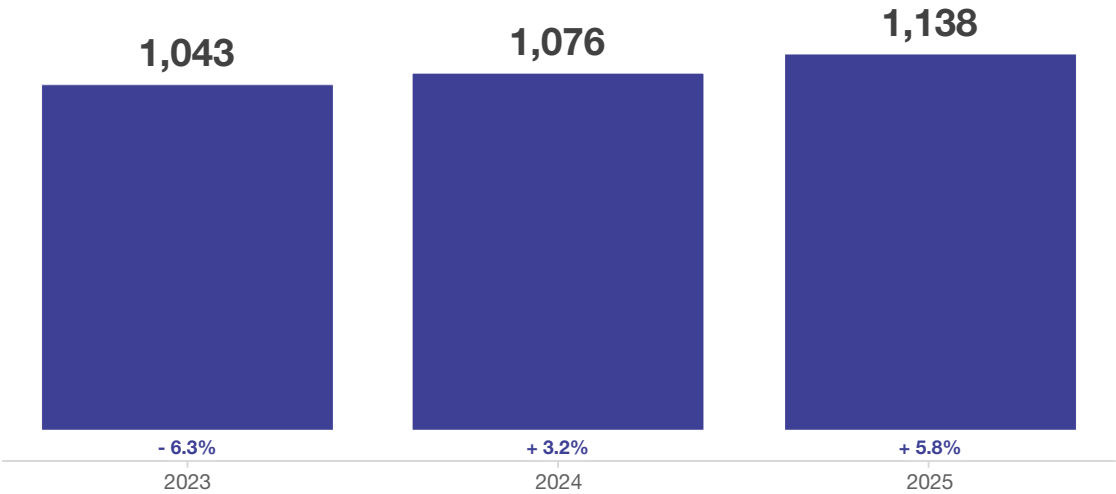


# Inventory of Homes for Sale

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

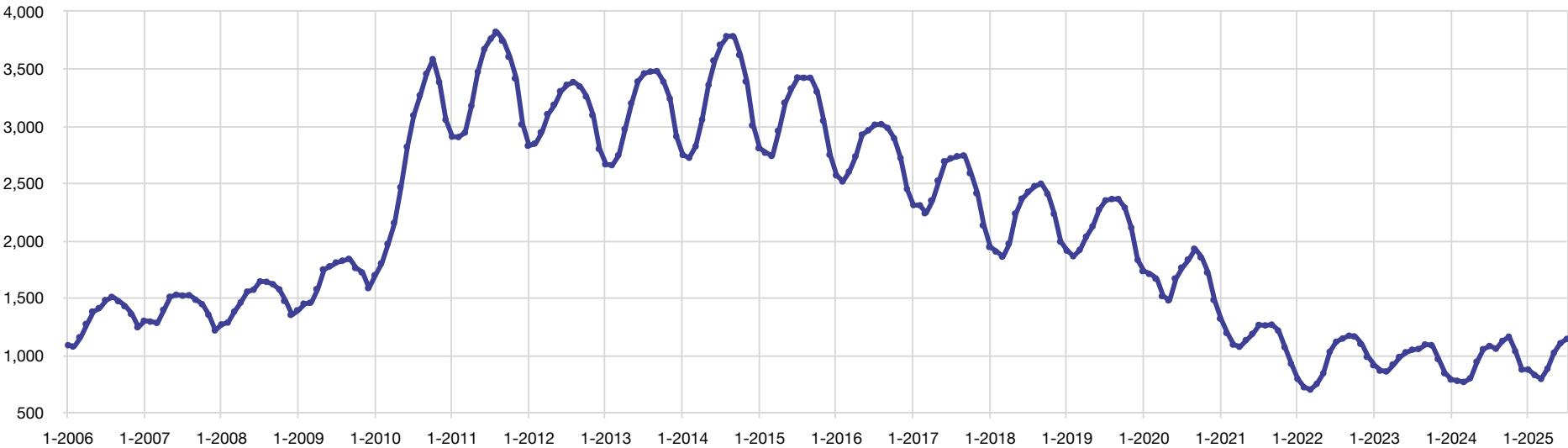


## July



Homes for Sale		Prior Year	Percent Change
August 2024	1,052	1,050	+ 0.2%
September 2024	1,120	1,089	+ 2.8%
October 2024	1,157	1,083	+ 6.8%
November 2024	1,030	962	+ 7.1%
December 2024	870	838	+ 3.8%
January 2025	870	783	+ 11.1%
February 2025	822	771	+ 6.6%
March 2025	788	761	+ 3.5%
April 2025	878	794	+ 10.6%
May 2025	1,017	938	+ 8.4%
June 2025	1,100	1,048	+ 5.0%
July 2025	1,138	1,076	+ 5.8%
12-Month Avg	987	933	+ 5.8%

## Historical Inventory of Homes for Sale by Month

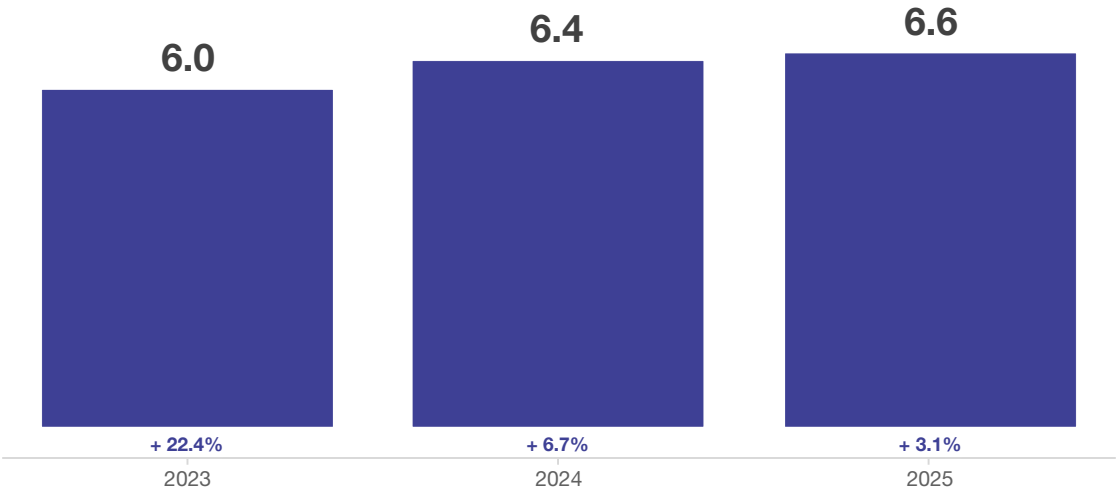


# Months Supply of Inventory

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.



## July



Months Supply		Prior Year	Percent Change
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	4.6	4.5	+ 2.2%
April 2025	5.1	4.7	+ 8.5%
May 2025	5.9	5.7	+ 3.5%
June 2025	6.3	6.5	- 3.1%
July 2025	6.6	6.4	+ 3.1%
12-Month Avg*	5.8	5.5	+ 6.4%

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

## Historical Months Supply of Inventory by Month

