

Monthly Indicators



August 2025

U.S. existing-home sales rose 2.0% month-over-month and 0.8% year-over-year to a seasonally adjusted annual rate of 4.01 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast a rate of 3.92 million units. Regionally, sales increased on a monthly basis in the West, South, and Northeast, but declined in the Midwest.

New Listings decreased 10.7 percent to 274. Pending Sales decreased 17.3 percent to 186. Inventory increased 7.8 percent to 1,135.

Median Sales Price increased 2.5 percent from \$473,000 to \$485,000. Days on Market increased 11.9 percent to 66. Months Supply of Inventory increased 9.7 percent to 6.8.

Nationally, 1.55 million units were listed for sale heading into August, up 0.6% from the previous month and 15.7% higher than the same time last year, representing a 4.6-month supply at the current sales pace, according to NAR. Inventory is now at its highest level since May 2020, a shift that has helped slow price growth in many markets. As a result, the national median existing-home sales price edged up just 0.2% year-over-year to \$422,400.

Activity Snapshot

- 11.0%	+ 2.5%	+ 7.8%
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.

Activity Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days on Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12

Activity Overview

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



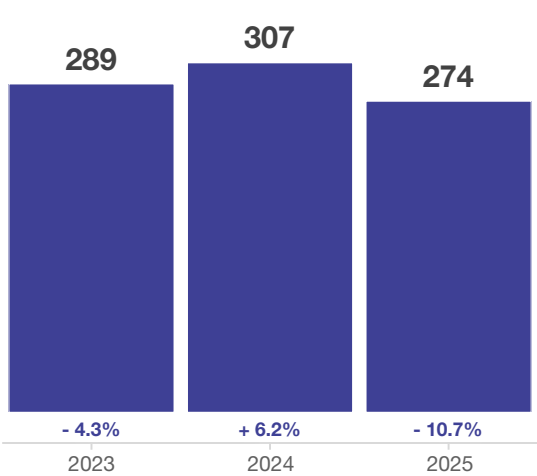
Key Metrics	Historical Sparkbars	8-2024	8-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		307	274	- 10.7%	2,266	2,306	+ 1.8%
Pending Sales		225	186	- 17.3%	1,328	1,326	- 0.2%
Closed Sales		219	195	- 11.0%	1,270	1,248	- 1.7%
Days on Market Until Sale		59	66	+ 11.9%	70	81	+ 15.7%
Median Sales Price		\$473,000	\$485,000	+ 2.5%	\$430,250	\$450,000	+ 4.6%
Average Sales Price		\$572,564	\$578,218	+ 1.0%	\$542,955	\$568,427	+ 4.7%
Percent of List Price Received		100.6%	99.6%	- 1.0%	99.1%	98.5%	- 0.6%
Housing Affordability Index		88	85	- 3.4%	97	91	- 6.2%
Inventory of Homes for Sale		1,053	1,135	+ 7.8%	—	—	—
Months Supply of Inventory		6.2	6.8	+ 9.7%	—	—	—

New Listings

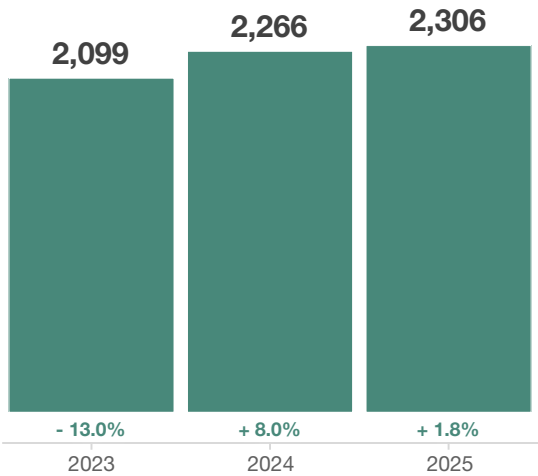
A count of the properties that have been newly listed on the market in a given month.



August

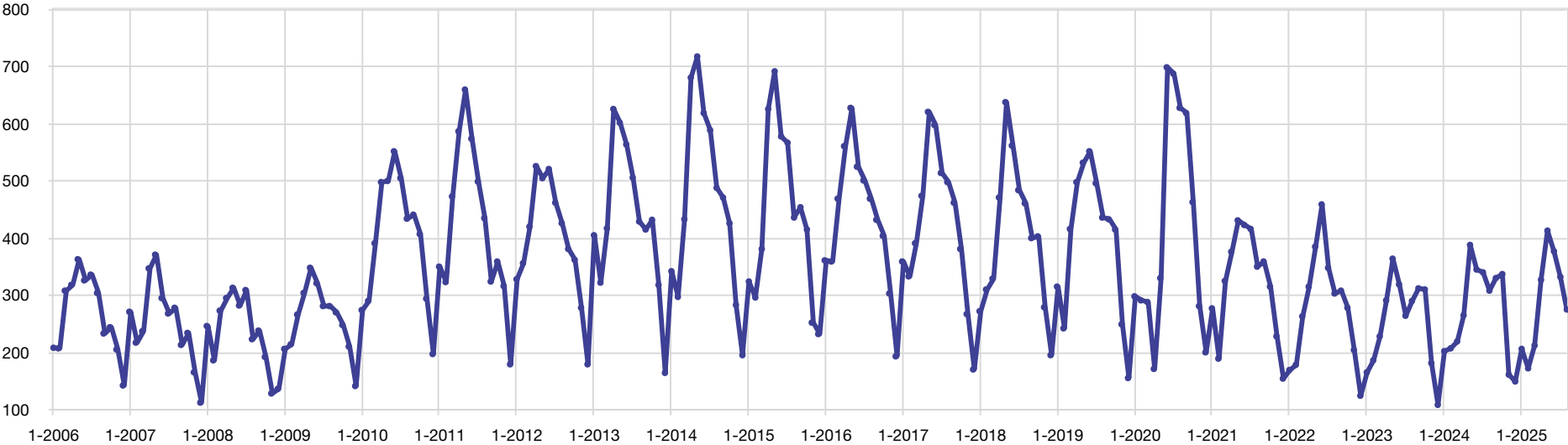


Year to Date



New Listings		Prior Year	Percent Change
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	326	264	+ 23.5%
May 2025	412	387	+ 6.5%
June 2025	376	344	+ 9.3%
July 2025	331	339	- 2.4%
August 2025	274	307	- 10.7%
12-Month Avg	273	264	+ 3.4%

Historical New Listings by Month

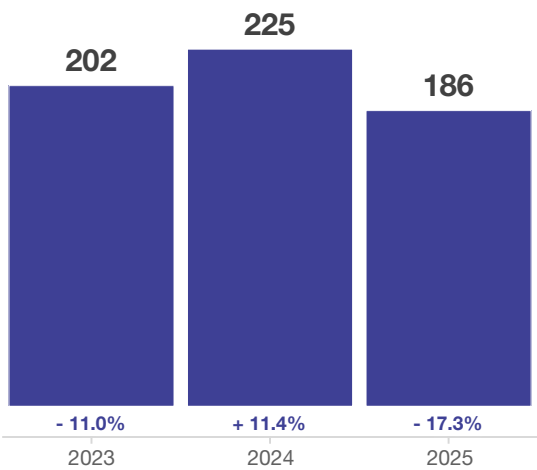


Pending Sales

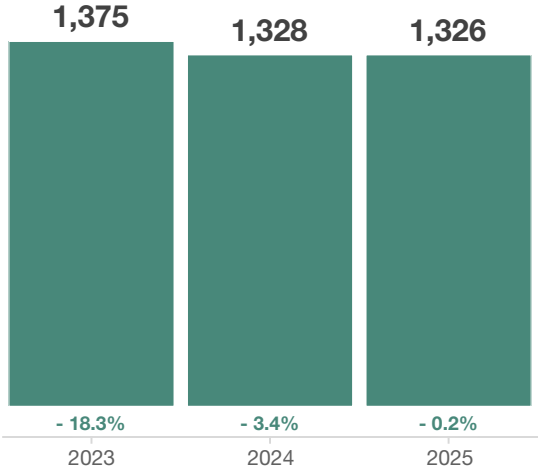
A count of the properties on which offers have been accepted in a given month.



August

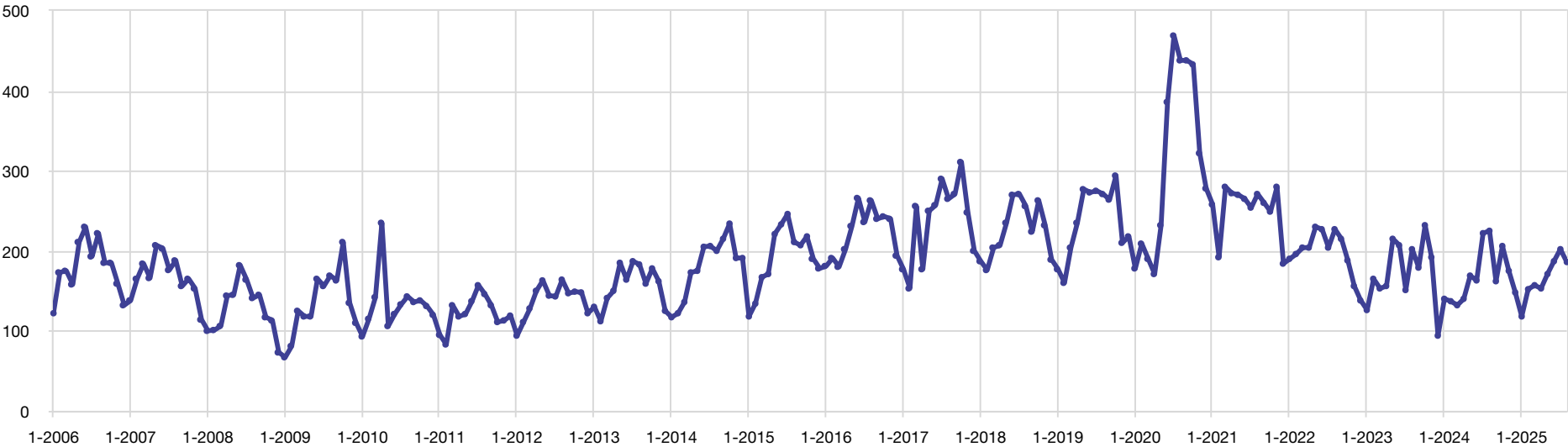


Year to Date



Pending Sales		Prior Year	Percent Change
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	152	137	+ 10.9%
March 2025	157	132	+ 18.9%
April 2025	153	140	+ 9.3%
May 2025	171	169	+ 1.2%
June 2025	187	163	+ 14.7%
July 2025	202	222	- 9.0%
August 2025	186	225	- 17.3%
12-Month Avg	168	169	- 0.6%

Historical Pending Sales by Month

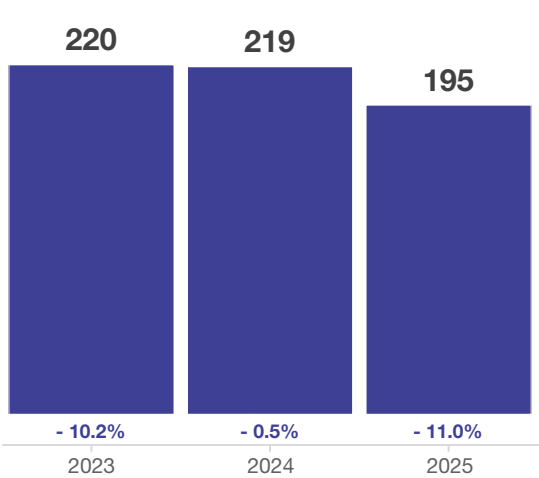


Closed Sales

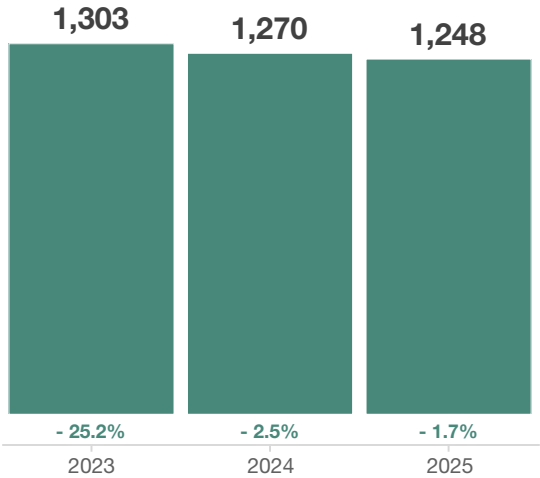
A count of the actual sales that closed in a given month.



August

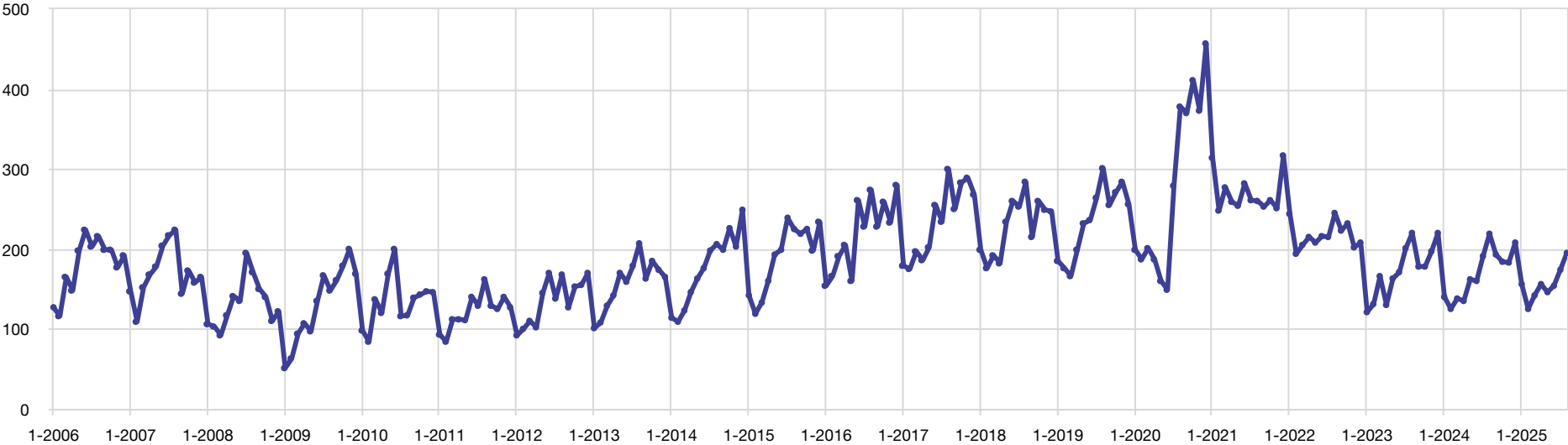


Year to Date



Closed Sales		Prior Year	Percent Change
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	174	191	- 8.9%
August 2025	195	219	- 11.0%
12-Month Avg	168	170	- 1.2%

Historical Closed Sales by Month

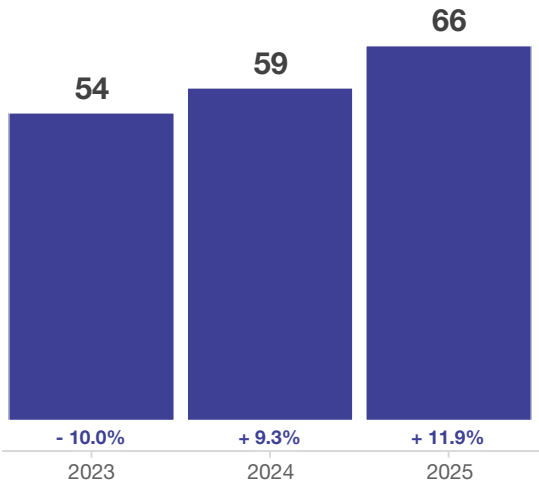


Days on Market Until Sale

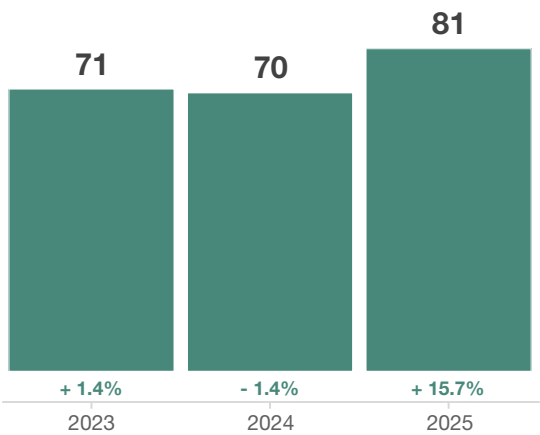
Average number of days between when a property is listed and when an offer is accepted in a given month.



August



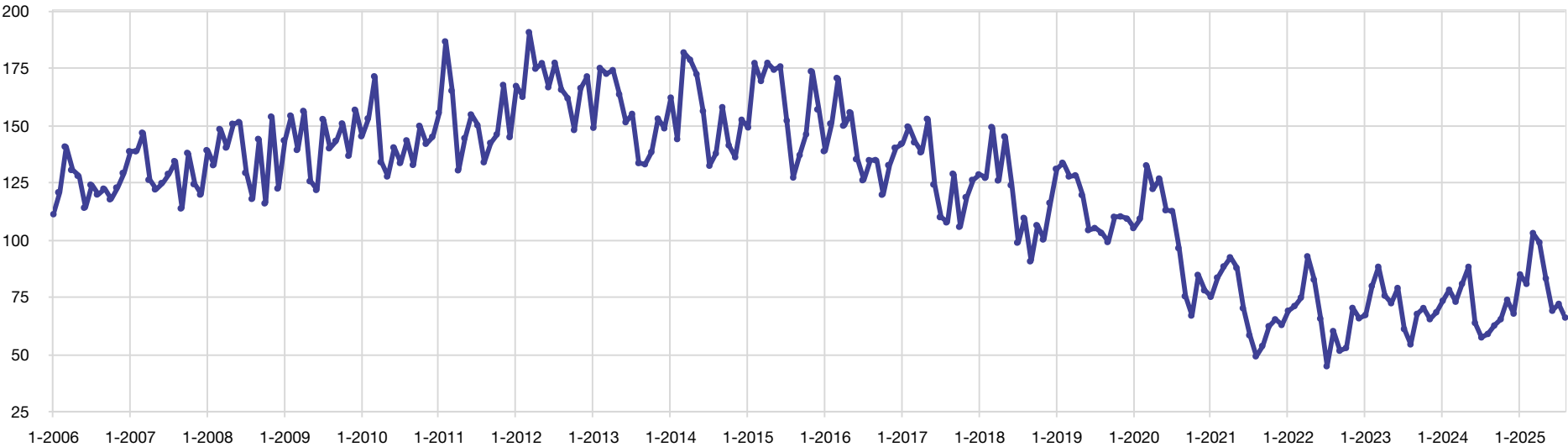
Year to Date



Days on Market		Prior Year	Percent Change
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	72	57	+ 26.3%
August 2025	66	59	+ 11.9%
12-Month Avg*	76	69	+ 9.6%

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

Historical Days on Market Until Sale by Month

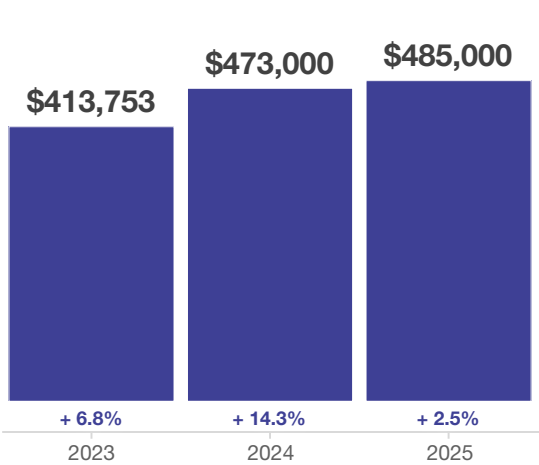


Median Sales Price

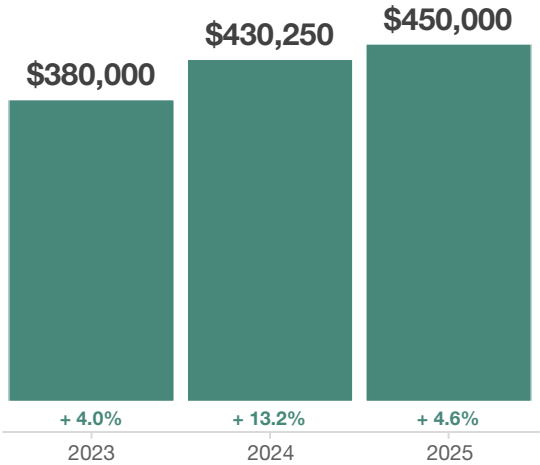
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



August



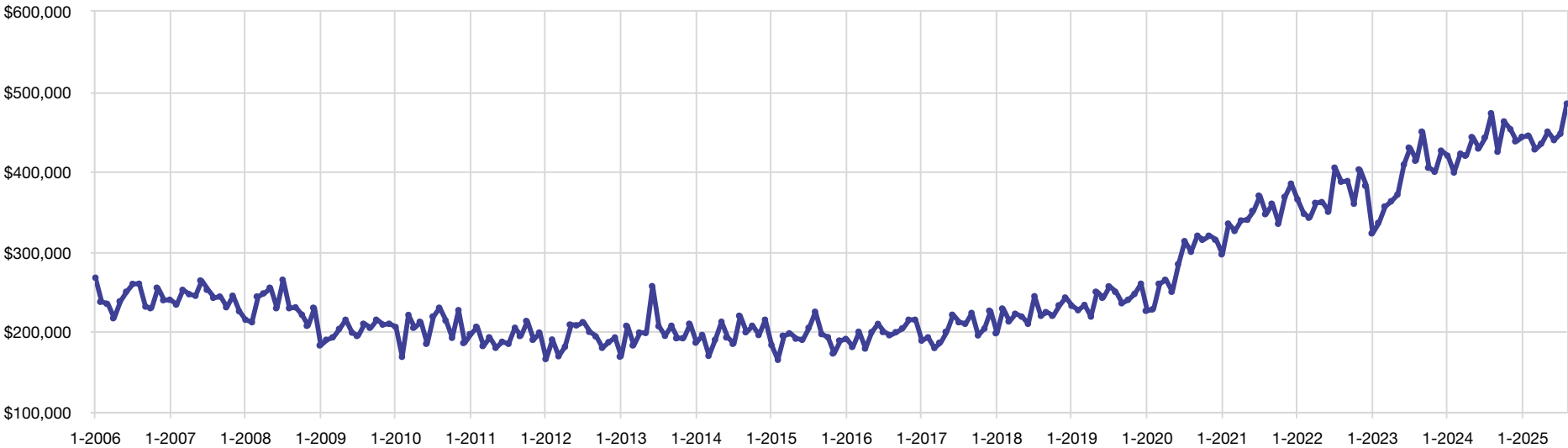
Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$447,500	\$442,500	+ 1.1%
August 2025	\$485,000	\$473,000	+ 2.5%
12-Month Avg*	\$450,000	\$429,500	+ 4.8%

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

Historical Median Sales Price by Month

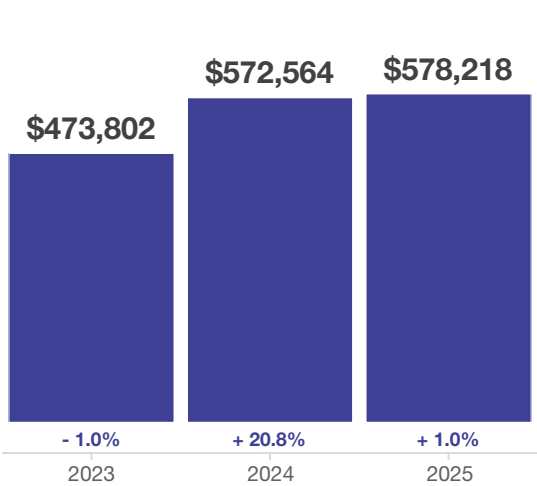


Average Sales Price

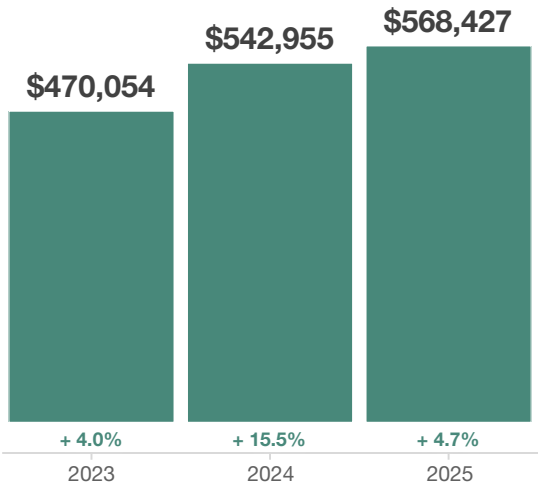
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



August



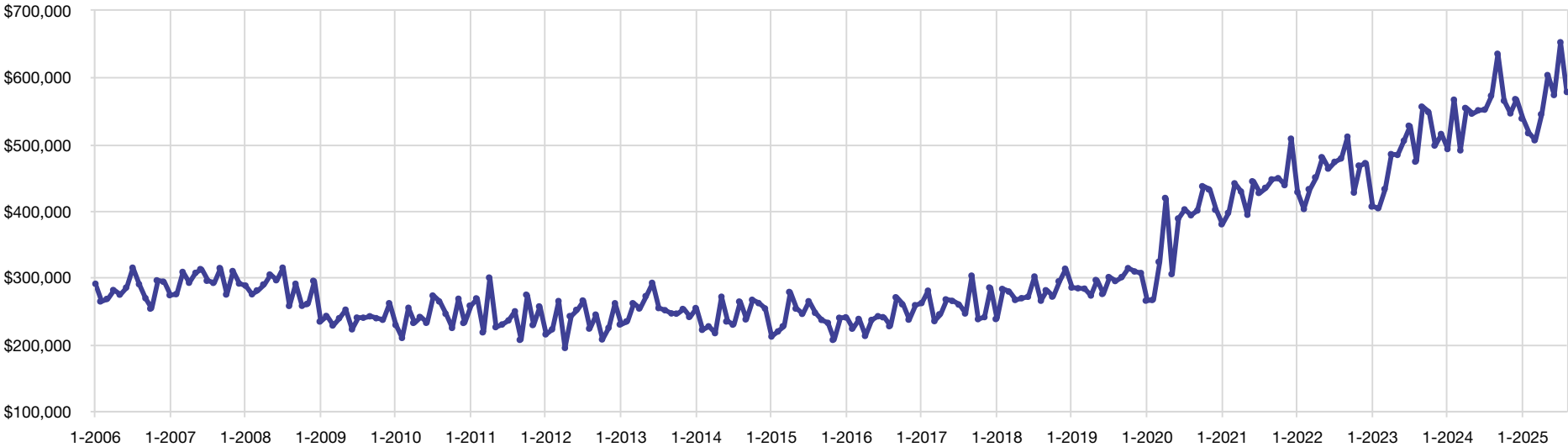
Year to Date



Avg. Sales Price	Prior Year	Percent Change
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	\$652,734	\$551,742 + 18.3%
August 2025	\$578,218	\$572,564 + 1.0%
12-Month Avg*	\$572,486	\$537,214 + 6.6%

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

Historical Average Sales Price by Month

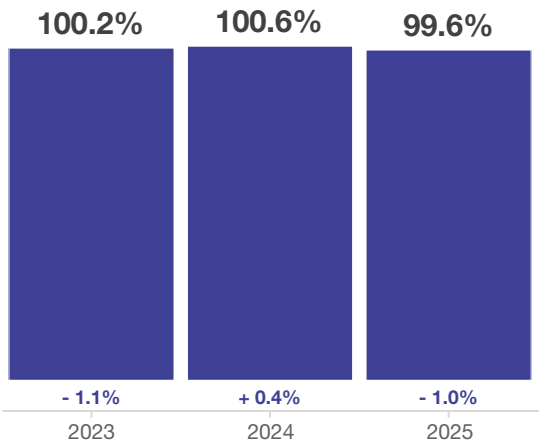


Percent of List Price Received

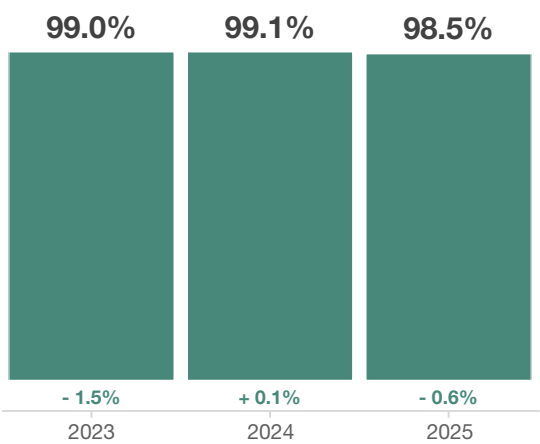
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



August



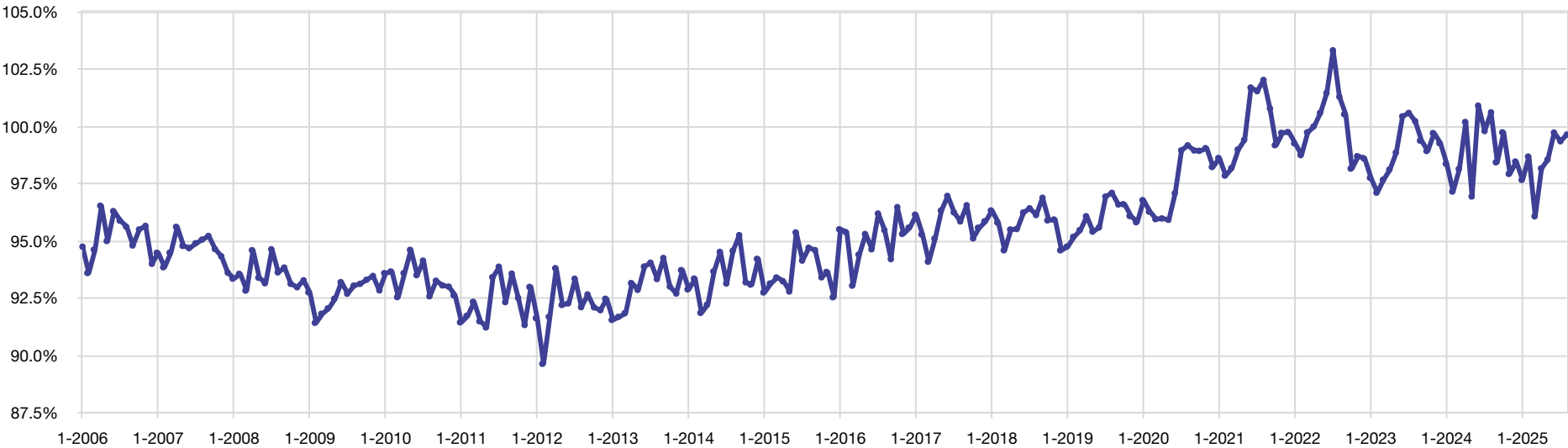
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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%
August 2025	99.6%	100.6%	- 1.0%
12-Month Avg*	98.6%	99.2%	- 0.6%

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

Historical Percent of List Price Received by Month

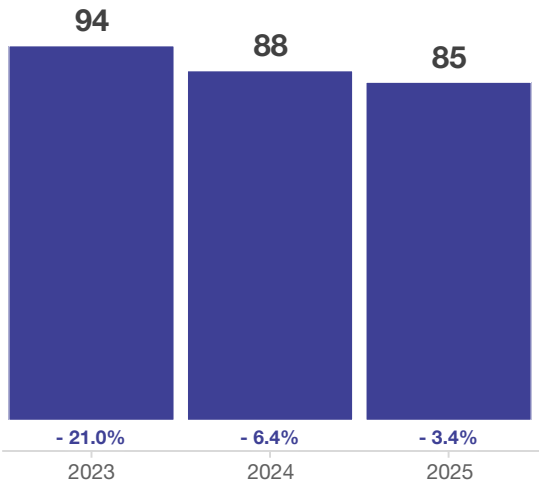


Housing Affordability Index

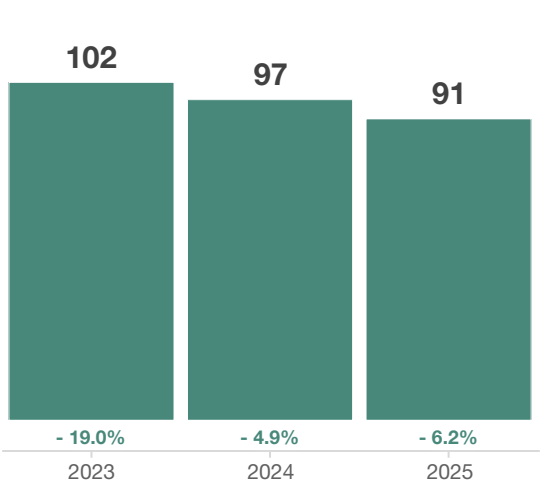
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



August

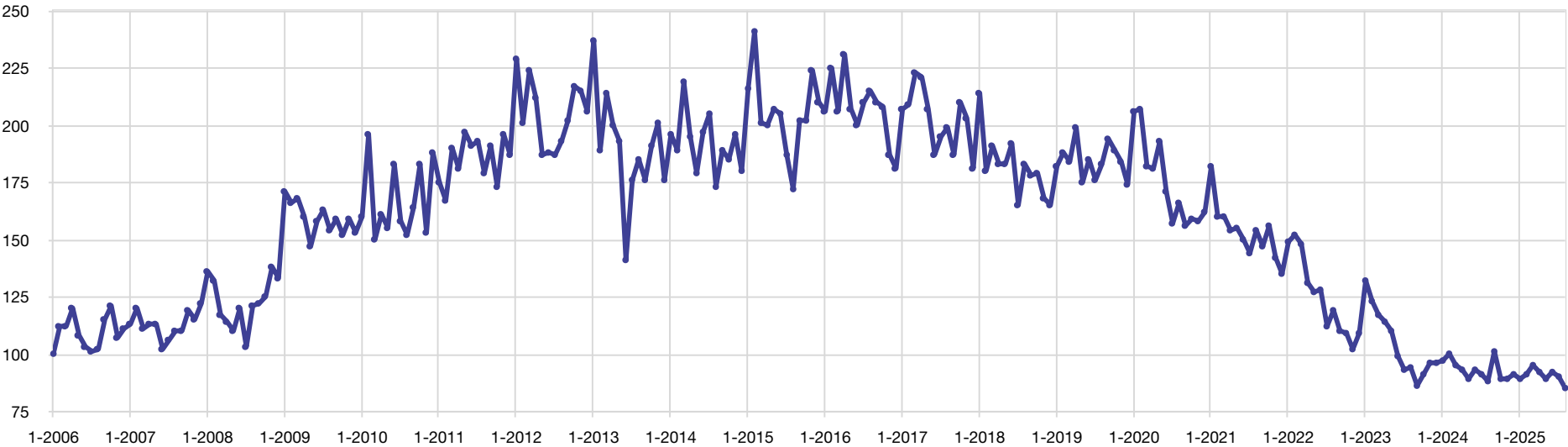


Year to Date



	Affordability Index	Prior Year	Percent Change
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	90	91	- 1.1%
August 2025	85	88	- 3.4%
12-Month Avg	91	93	- 2.2%

Historical Housing Affordability Index by Month

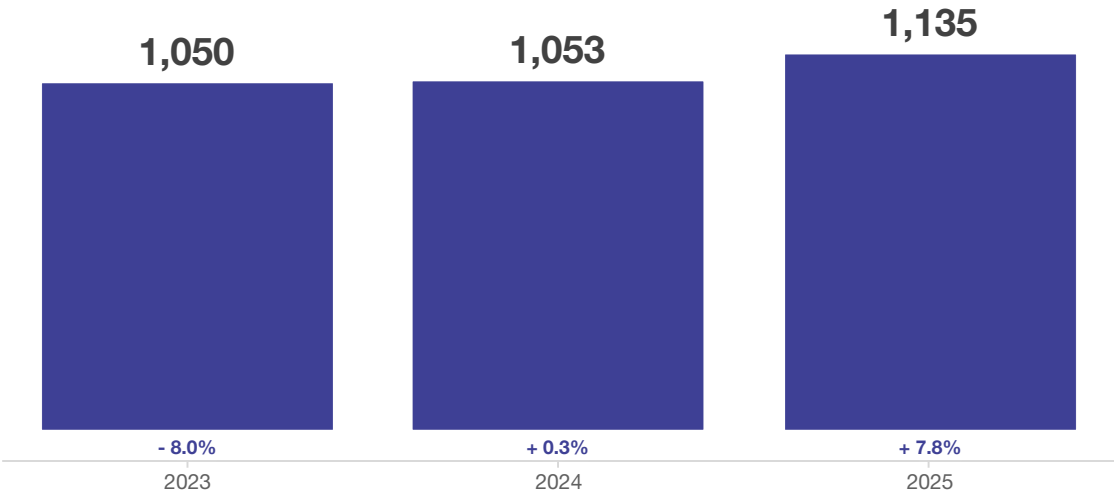


Inventory of Homes for Sale

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

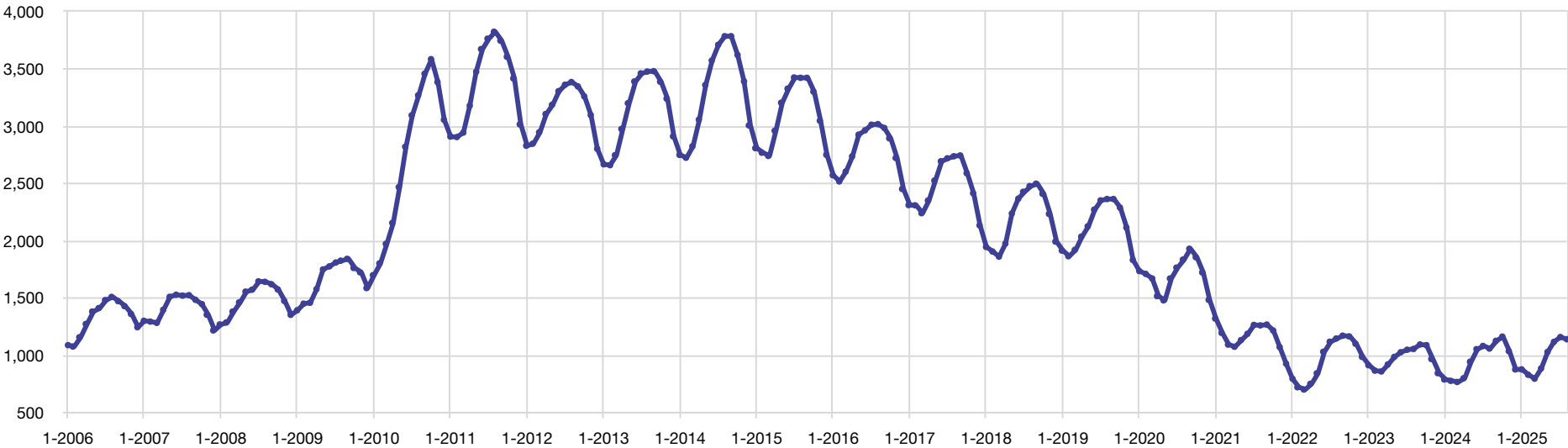


August



Homes for Sale		Prior Year	Percent Change
September 2024	1,121	1,089	+ 2.9%
October 2024	1,158	1,083	+ 6.9%
November 2024	1,031	962	+ 7.2%
December 2024	871	838	+ 3.9%
January 2025	871	783	+ 11.2%
February 2025	824	771	+ 6.9%
March 2025	790	761	+ 3.8%
April 2025	879	794	+ 10.7%
May 2025	1,023	938	+ 9.1%
June 2025	1,112	1,048	+ 6.1%
July 2025	1,154	1,076	+ 7.2%
August 2025	1,135	1,053	+ 7.8%
12-Month Avg	997	933	+ 6.9%

Historical Inventory of Homes for Sale by Month

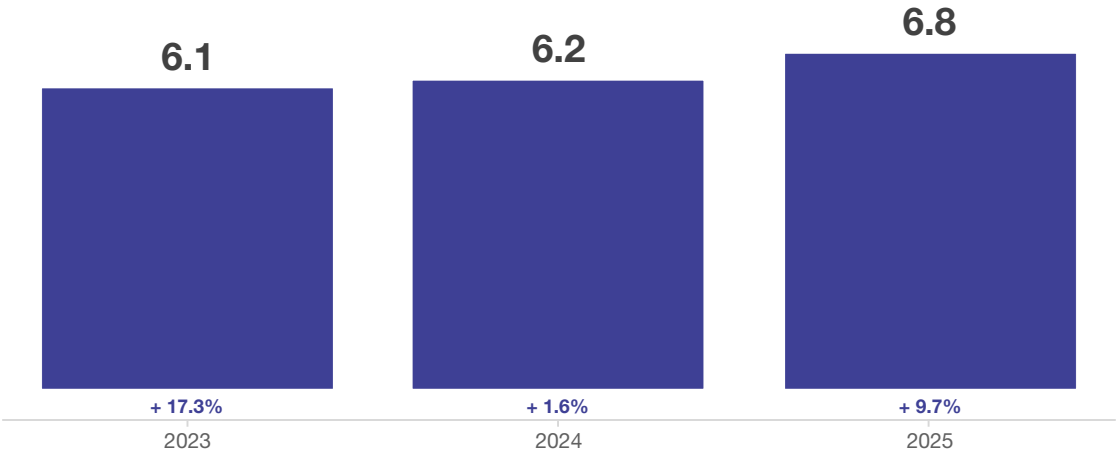


Months Supply of Inventory

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.



August



Months Supply		Prior Year	Percent Change
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	5.1	4.7	+ 8.5%
May 2025	6.0	5.7	+ 5.3%
June 2025	6.4	6.5	- 1.5%
July 2025	6.7	6.4	+ 4.7%
August 2025	6.8	6.2	+ 9.7%
12-Month Avg*	5.9	5.5	+ 7.5%

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

Historical Months Supply of Inventory by Month

