

Monthly Indicators



October 2025

U.S. existing-home sales climbed 1.5% month-over-month and 4.1% year-over-year, reaching a seasonally adjusted annual rate of 4.06 million units, according to the National Association of REALTORS® (NAR). The increase was partly driven by falling mortgage rates, which recently hit their lowest level in more than a year. Regionally, monthly sales advanced in the Northeast, South, and West, while the Midwest experienced a slight decline.

New Listings decreased 2.1 percent to 329. Pending Sales decreased 3.9 percent to 198. Inventory decreased 1.0 percent to 1,146.

Median Sales Price increased 1.8 percent from \$461,500 to \$470,000. Days on Market increased 26.2 percent to 82. Months Supply of Inventory decreased 4.3 percent to 6.7.

Housing inventory edged up 1.3% from the previous month to 1.55 million units, 14.0% higher than the same period last year. This represents a 4.6-month supply at the current sales pace, according to NAR. The median existing-home price grew 2.1% year-over-year to \$415,200, continuing the trend of annual price gains. The Midwest saw the largest year-over-year increase in median sales price, followed by the Northeast and South, while prices remained mostly flat in the West.

Activity Snapshot

- 0.5%	+ 1.8%	- 1.0%
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.



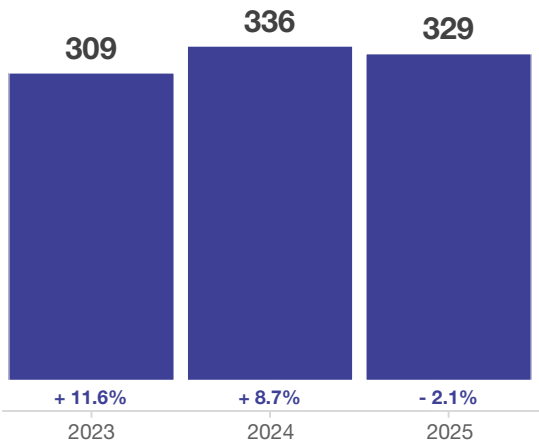
Key Metrics	Historical Sparkbars	10-2024	10-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		336	329	- 2.1%	2,931	2,944	+ 0.4%
Pending Sales		206	198	- 3.9%	1,697	1,715	+ 1.1%
Closed Sales		184	183	- 0.5%	1,647	1,627	- 1.2%
Days on Market Until Sale		65	82	+ 26.2%	69	80	+ 15.9%
Median Sales Price		\$461,500	\$470,000	+ 1.8%	\$435,000	\$460,000	+ 5.7%
Average Sales Price		\$564,101	\$604,885	+ 7.2%	\$555,923	\$581,523	+ 4.6%
Percent of List Price Received		99.7%	98.9%	- 0.8%	99.1%	98.6%	- 0.5%
Housing Affordability Index		89	90	+ 1.1%	94	92	- 2.1%
Inventory of Homes for Sale		1,158	1,146	- 1.0%	—	—	—
Months Supply of Inventory		7.0	6.7	- 4.3%	—	—	—

New Listings

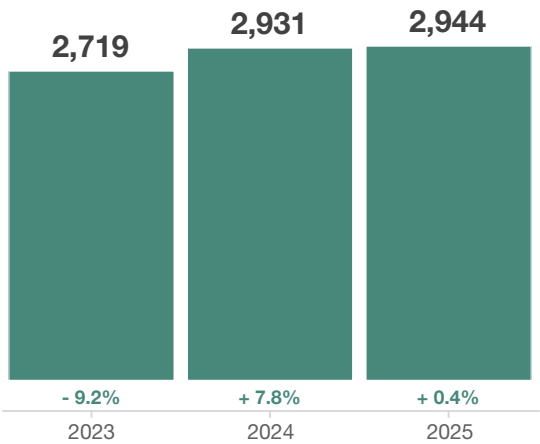
A count of the properties that have been newly listed on the market in a given month.



October

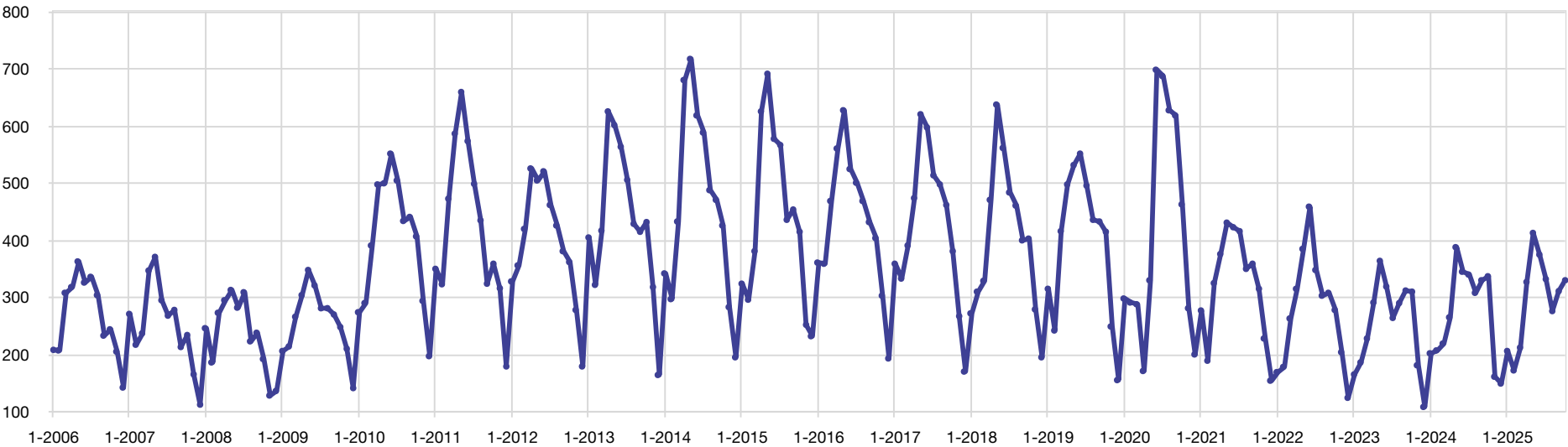


Year to Date



New Listings		Prior Year	Percent Change
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	374	344	+ 8.7%
July 2025	331	339	- 2.4%
August 2025	275	307	- 10.4%
September 2025	310	329	- 5.8%
October 2025	329	336	- 2.1%
12-Month Avg	271	268	+ 1.1%

Historical New Listings by Month

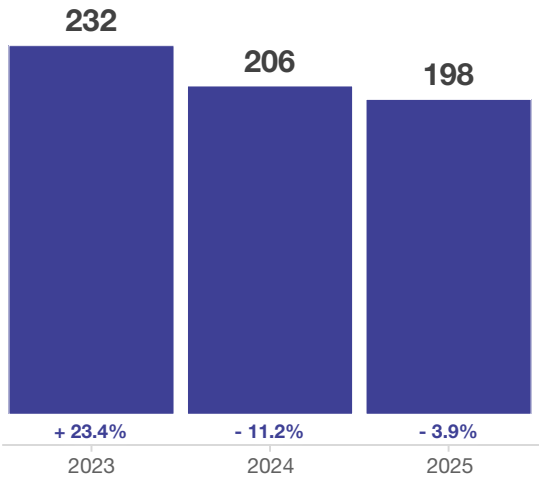


Pending Sales

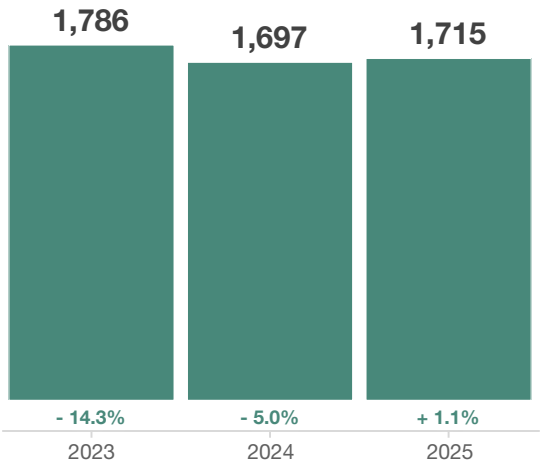
A count of the properties on which offers have been accepted in a given month.



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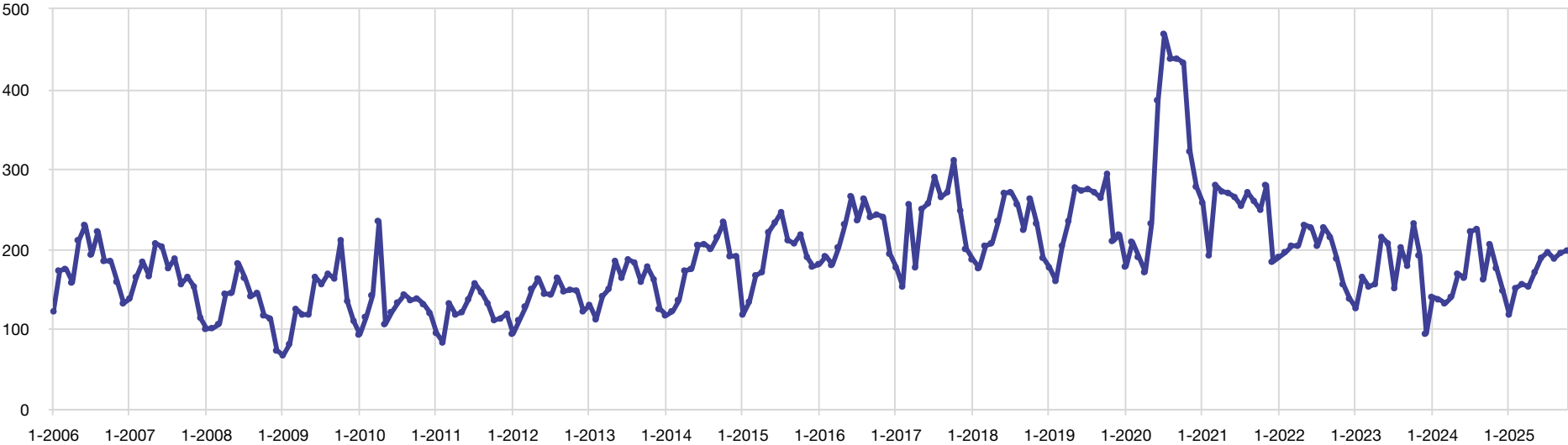


Year to Date



Pending Sales		Prior Year	Percent Change
November 2024	176	192	- 8.3%
December 2024	148	94	+ 57.4%
January 2025	118	140	- 15.7%
February 2025	151	137	+ 10.2%
March 2025	156	132	+ 18.2%
April 2025	153	140	+ 9.3%
May 2025	171	169	+ 1.2%
June 2025	189	164	+ 15.2%
July 2025	196	222	- 11.7%
August 2025	188	225	- 16.4%
September 2025	195	162	+ 20.4%
October 2025	198	206	- 3.9%
12-Month Avg	170	165	+ 3.0%

Historical Pending Sales by Month

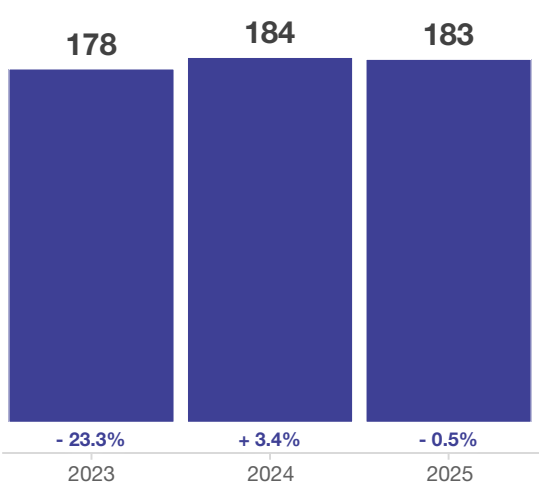


Closed Sales

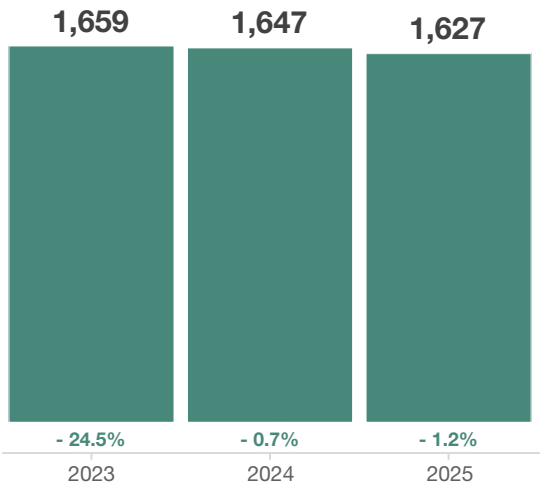
A count of the actual sales that closed in a given month.



October

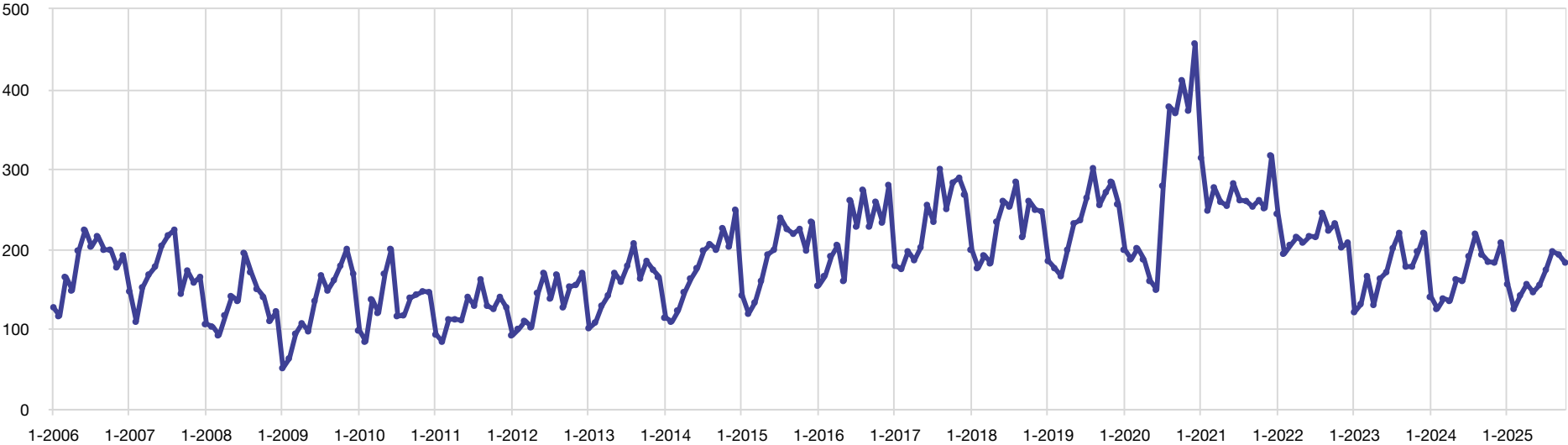


Year to Date



Closed Sales		Prior Year	Percent Change
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	155	160	- 3.1%
July 2025	174	191	- 8.9%
August 2025	197	219	- 10.0%
September 2025	193	193	0.0%
October 2025	183	184	- 0.5%
12-Month Avg	168	172	- 2.3%

Historical Closed Sales by Month

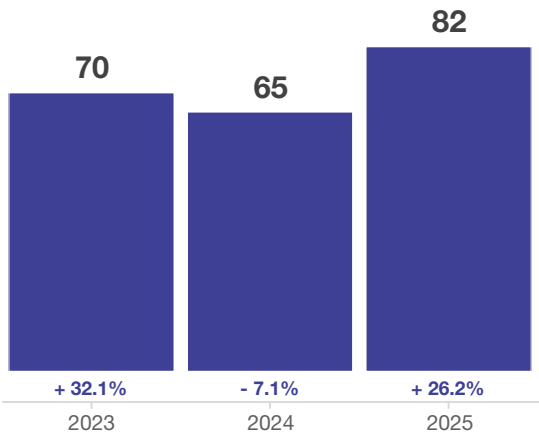


Days on Market Until Sale

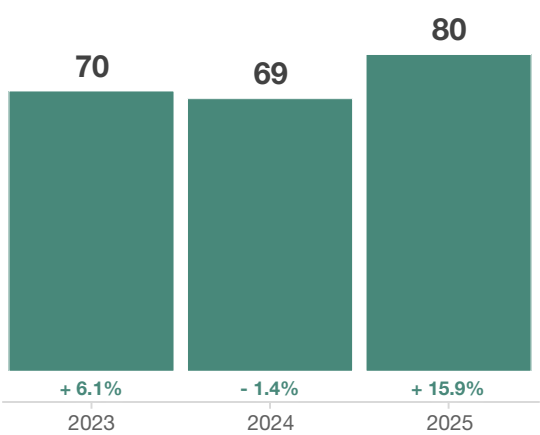
Average number of days between when a property is listed and when an offer is accepted in a given month.



October



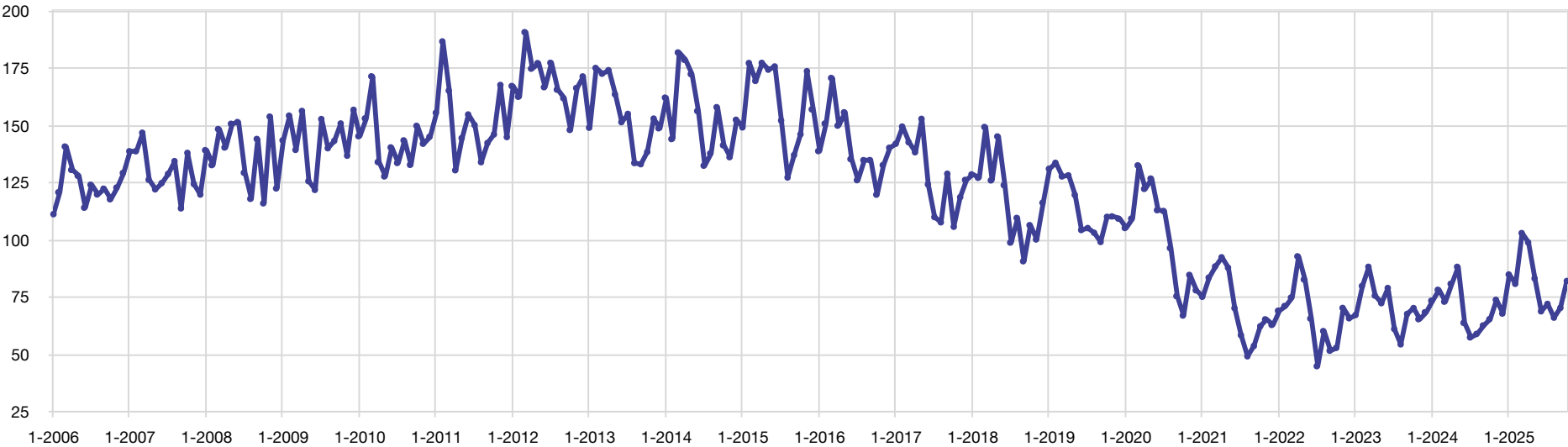
Year to Date



Days on Market		Prior Year	Percent Change
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%
September 2025	70	62	+ 12.9%
October 2025	82	65	+ 26.2%
12-Month Avg*	78	68	+ 14.3%

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

Historical Days on Market Until Sale by Month

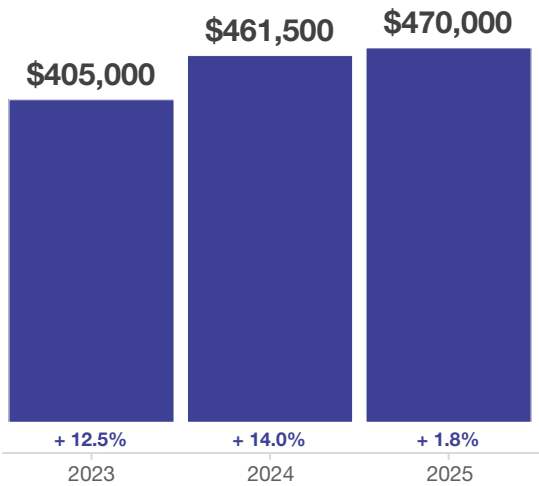


Median Sales Price

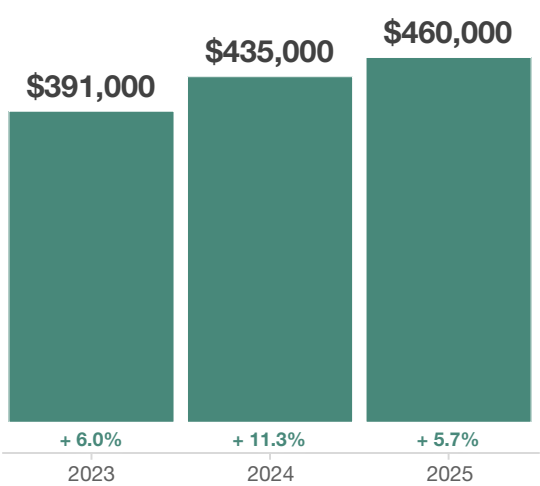
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



October



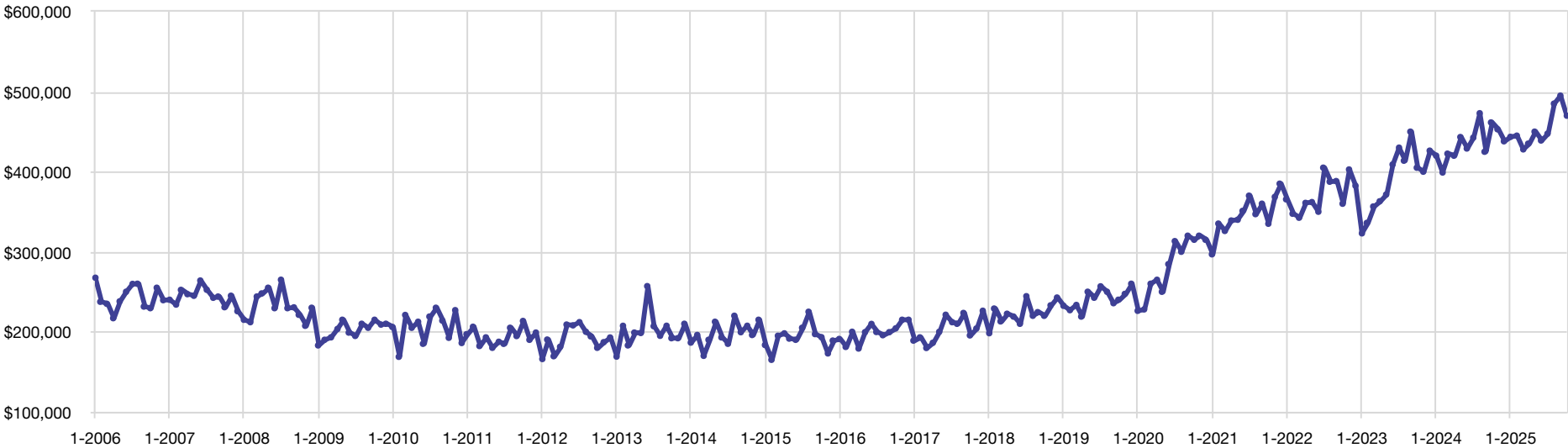
Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$439,000	\$429,000	+ 2.3%
July 2025	\$447,500	\$442,500	+ 1.1%
August 2025	\$485,000	\$473,000	+ 2.5%
September 2025	\$495,000	\$424,950	+ 16.5%
October 2025	\$470,000	\$461,500	+ 1.8%
12-Month Avg*	\$455,000	\$430,000	+ 5.8%

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

Historical Median Sales Price by Month

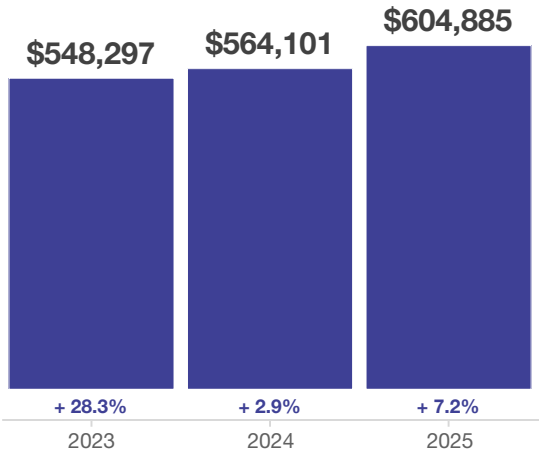


Average Sales Price

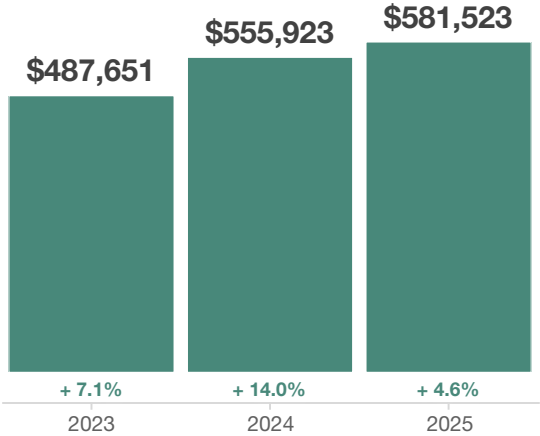
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October



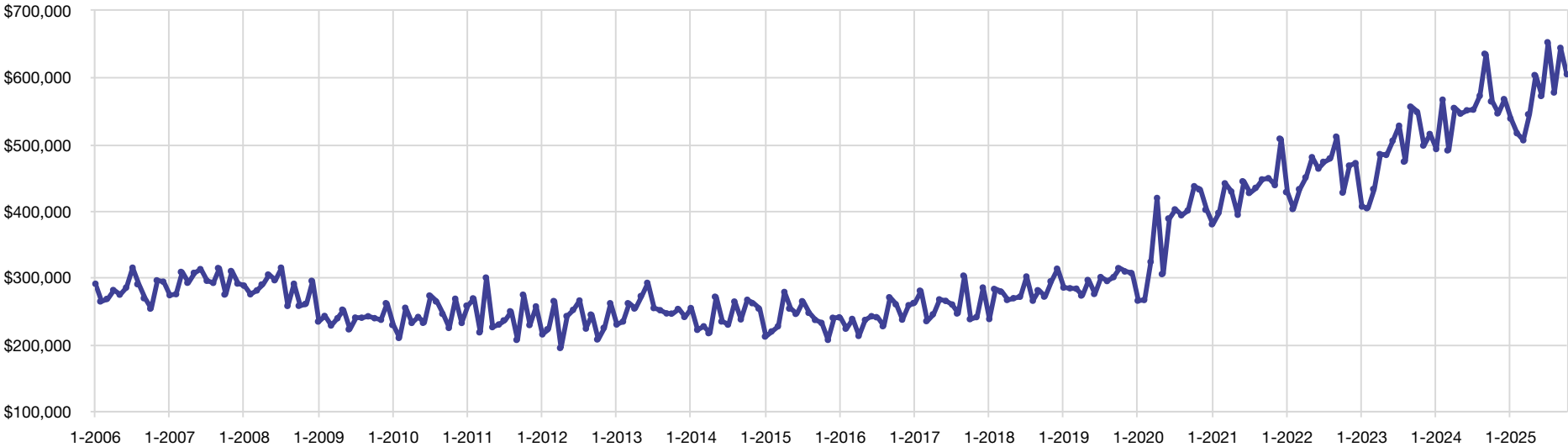
Year to Date



Avg. Sales Price	Prior Year	Percent Change
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	\$572,226	\$550,697 + 3.9%
July 2025	\$652,734	\$551,742 + 18.3%
August 2025	\$577,474	\$572,564 + 0.9%
September 2025	\$644,319	\$635,467 + 1.4%
October 2025	\$604,885	\$564,101 + 7.2%
12-Month Avg*	\$576,951	\$545,970 + 5.7%

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

Historical Average Sales Price by Month

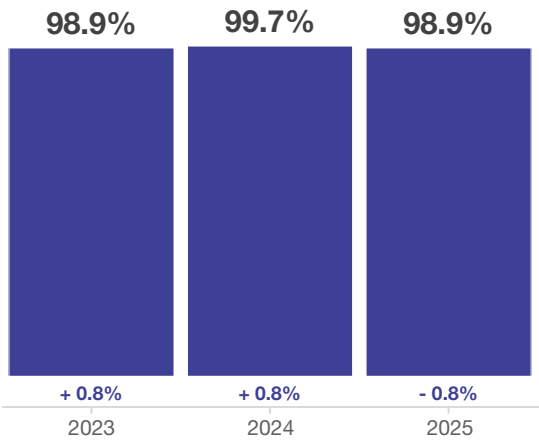


Percent of List Price Received

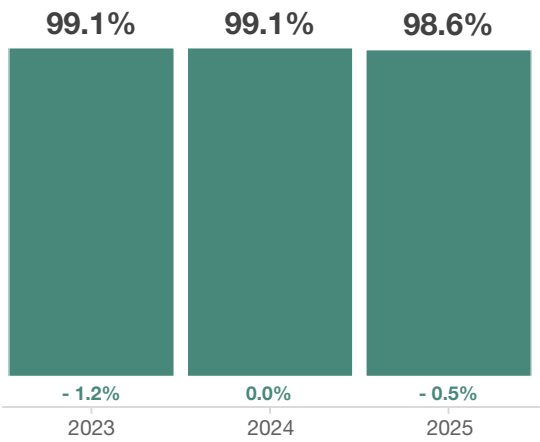
Percentage found when dividing a property’s sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



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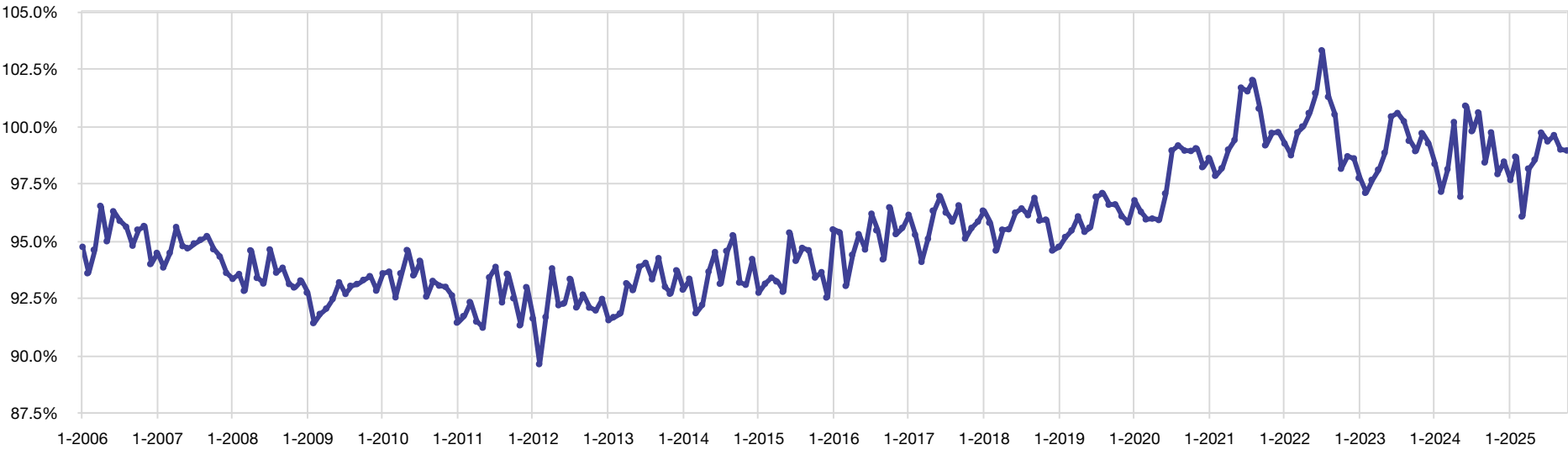
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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%
September 2025	99.0%	98.4%	+ 0.6%
October 2025	98.9%	99.7%	- 0.8%
12-Month Avg*	98.6%	99.2%	- 0.6%

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

Historical Percent of List Price Received by Month

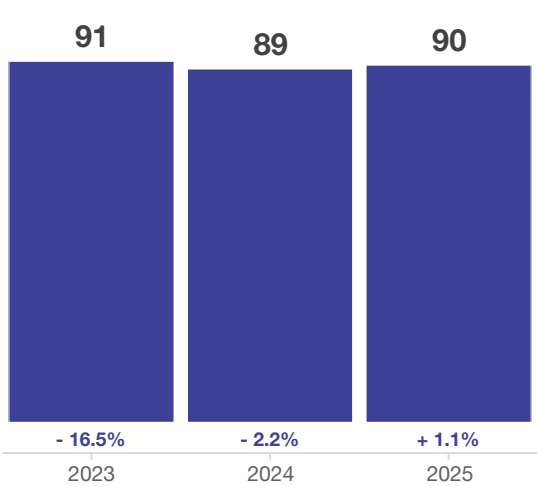


Housing Affordability Index

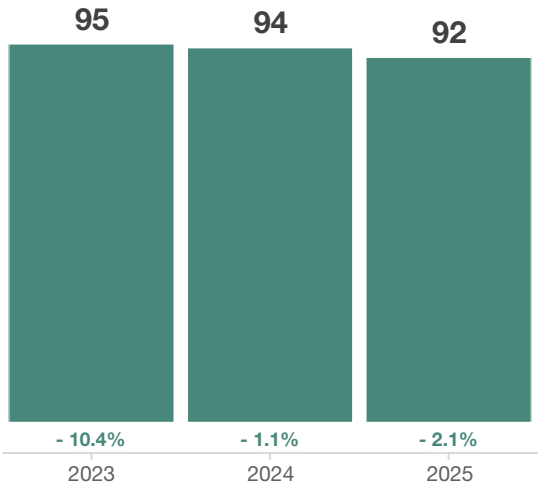
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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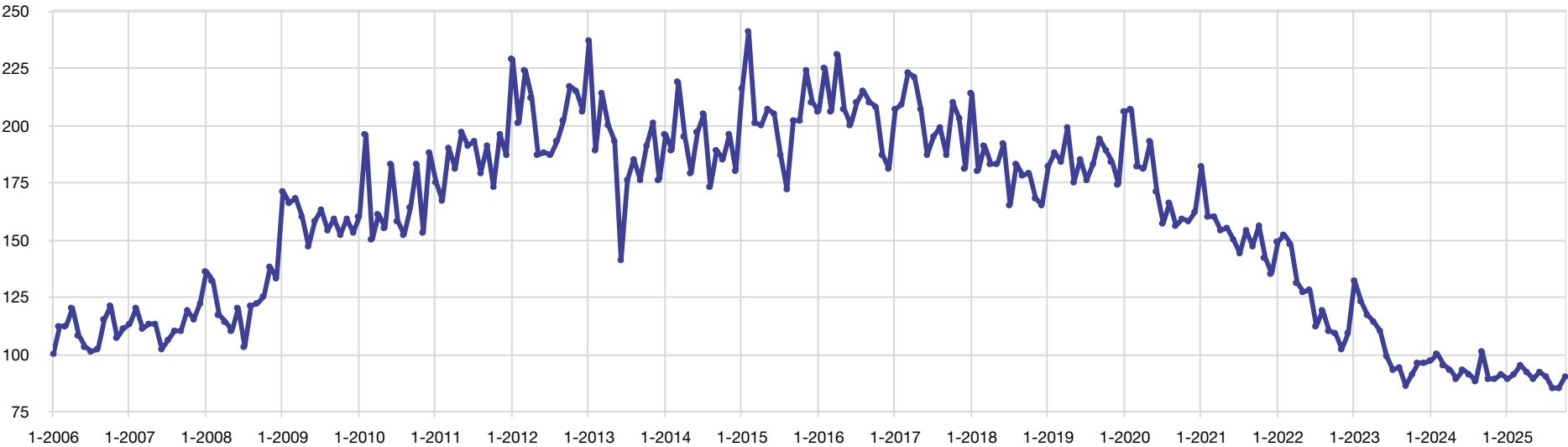


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
September 2025	85	101	- 15.8%
October 2025	90	89	+ 1.1%
12-Month Avg	90	94	- 4.3%

Historical Housing Affordability Index by Month

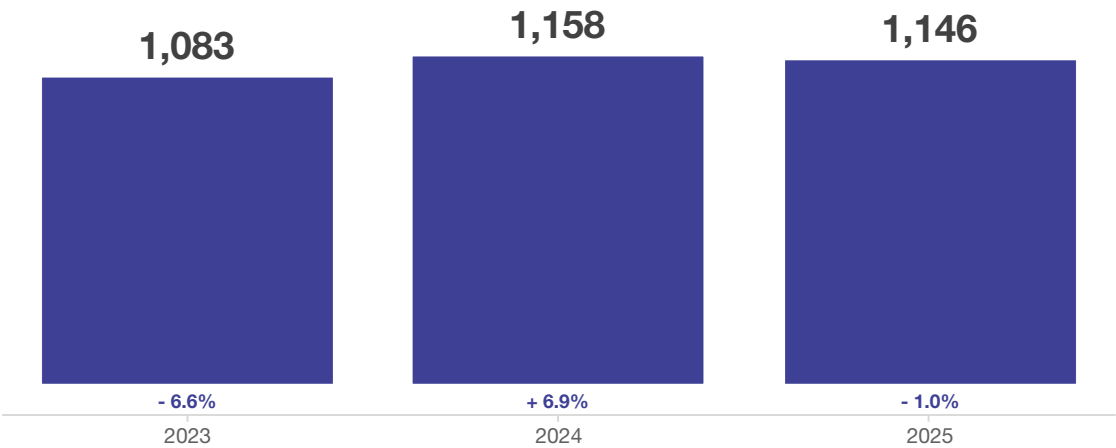


Inventory of Homes for Sale

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

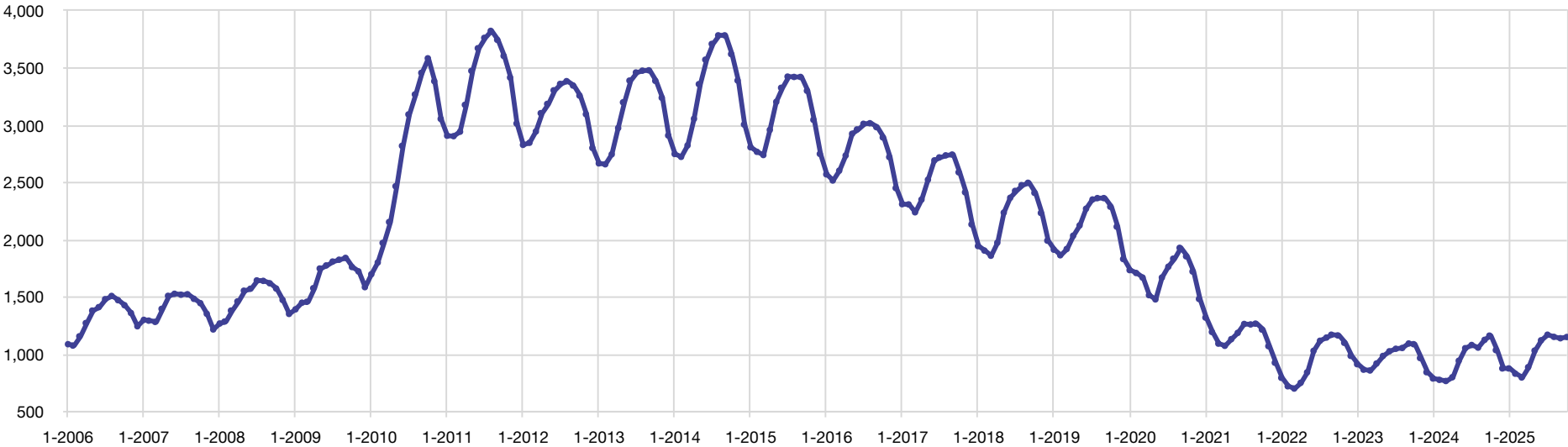


October



Homes for Sale		Prior Year	Percent Change
November 2024	1,031	962	+ 7.2%
December 2024	871	838	+ 3.9%
January 2025	871	783	+ 11.2%
February 2025	825	771	+ 7.0%
March 2025	792	761	+ 4.1%
April 2025	882	794	+ 11.1%
May 2025	1,027	938	+ 9.5%
June 2025	1,117	1,048	+ 6.6%
July 2025	1,166	1,076	+ 8.4%
August 2025	1,147	1,053	+ 8.9%
September 2025	1,135	1,121	+ 1.2%
October 2025	1,146	1,158	- 1.0%
12-Month Avg	1,001	942	+ 6.3%

Historical Inventory of Homes for Sale by Month

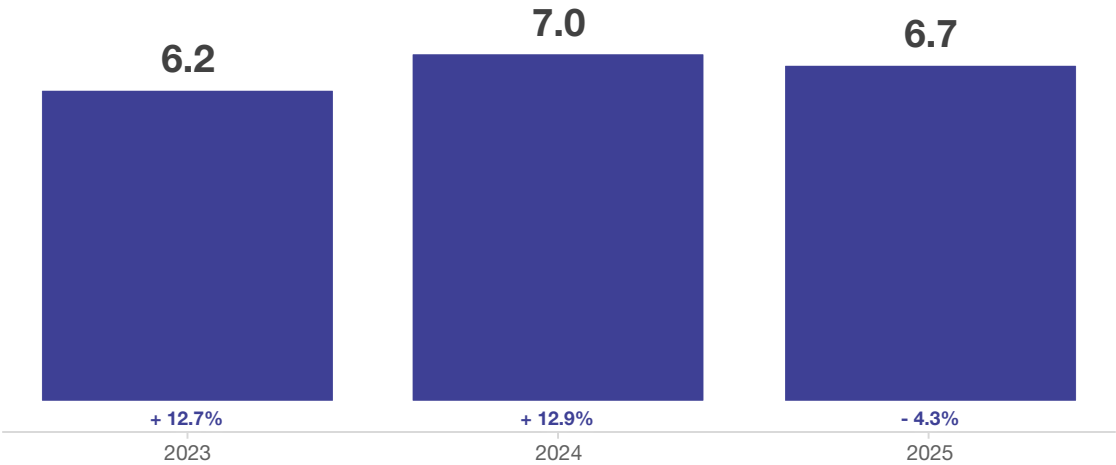


Months Supply of Inventory

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.



October



Months Supply		Prior Year	Percent Change
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	6.5	6.5	0.0%
July 2025	6.8	6.4	+ 6.3%
August 2025	6.8	6.2	+ 9.7%
September 2025	6.7	6.7	0.0%
October 2025	6.7	7.0	- 4.3%
12-Month Avg*	5.9	5.6	+ 5.7%

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

Historical Months Supply of Inventory by Month

