

Monthly Indicators



February 2025

U.S. existing-home sales fell for the first time since September, slipping 4.9% month-over-month to a seasonally adjusted annual rate of 4.08 million units, according to the National Association of REALTORS® (NAR), as elevated home prices and higher interest rates continue to impact buyer activity. Despite the drop, sales were up 2% compared to the same period last year, marking the fourth consecutive monthly year-over-year increase.

New Listings decreased 18.9 percent to 77. Pending Sales were down 13.5 percent to 77. Inventory levels grew 2.8 percent to 442 units.

Prices continued to gain traction. The Median Sales Price increased 17.6 percent to \$200,000. Days on Market was down 12.1 percent to 87 days. Buyers felt empowered as Months Supply of Inventory was up 5.0 percent to 4.2 months.

The limited number of properties for sale has continued to push home prices higher nationwide. At last measure, the national median existing-home price was \$396,900, a 4.8% increase from one year earlier, with prices up in all four regions, according to NAR. Meanwhile, total housing inventory heading into February stood at 1.18 million units, up 3.5% month-over-month and 16.8% year-over-year, for a 3.5-month supply at the current sales pace.

Activity Snapshot

- 12.9% **+ 17.6%** **+ 2.8%**

One-Year Change in Closed Sales	One-Year Change in Median Sales Price	One-Year Change in Homes for Sale
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Residential activity in Clinton, Essex, Franklin, Hamilton and Warren 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.



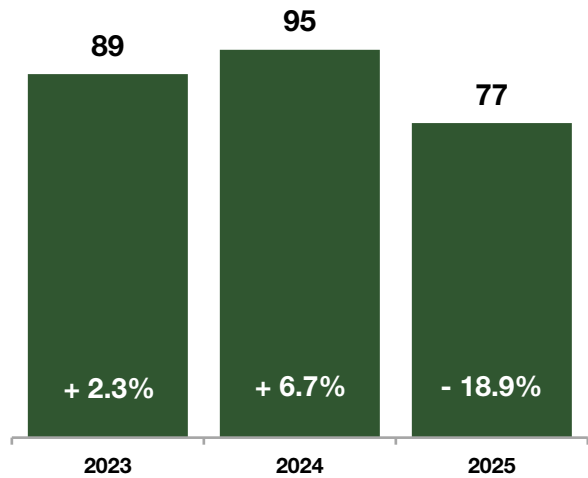
Key Metrics	Historical Sparkbars	2-2024	2-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		95	77	- 18.9%	193	163	- 15.5%
Pending Sales		89	77	- 13.5%	178	154	- 13.5%
Closed Sales		70	61	- 12.9%	141	158	+ 12.1%
Days on Market		99	87	- 12.1%	85	78	- 8.2%
Median Sales Price		\$170,000	\$200,000	+ 17.6%	\$190,000	\$203,750	+ 7.2%
Avg. Sales Price		\$243,325	\$263,374	+ 8.2%	\$233,601	\$267,522	+ 14.5%
Pct. of List Price Received		93.7%	94.4%	+ 0.7%	93.6%	95.2%	+ 1.7%
Affordability Index		220	180	- 18.2%	197	176	- 10.7%
Homes for Sale		430	442	+ 2.8%	--	--	--
Months Supply		4.0	4.2	+ 5.0%	--	--	--

New Listings

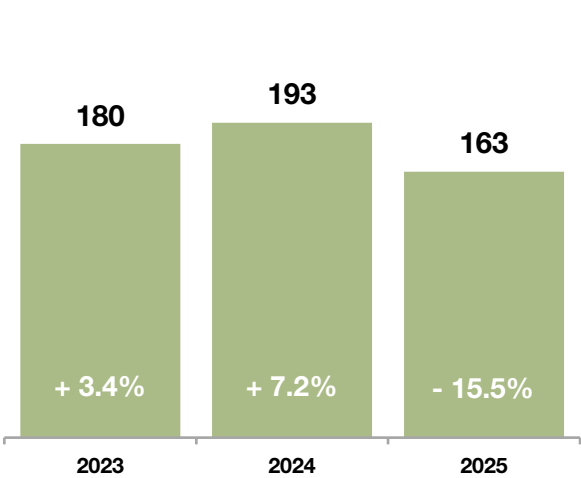
A count of the properties that have been newly listed on the market in a given month.



February

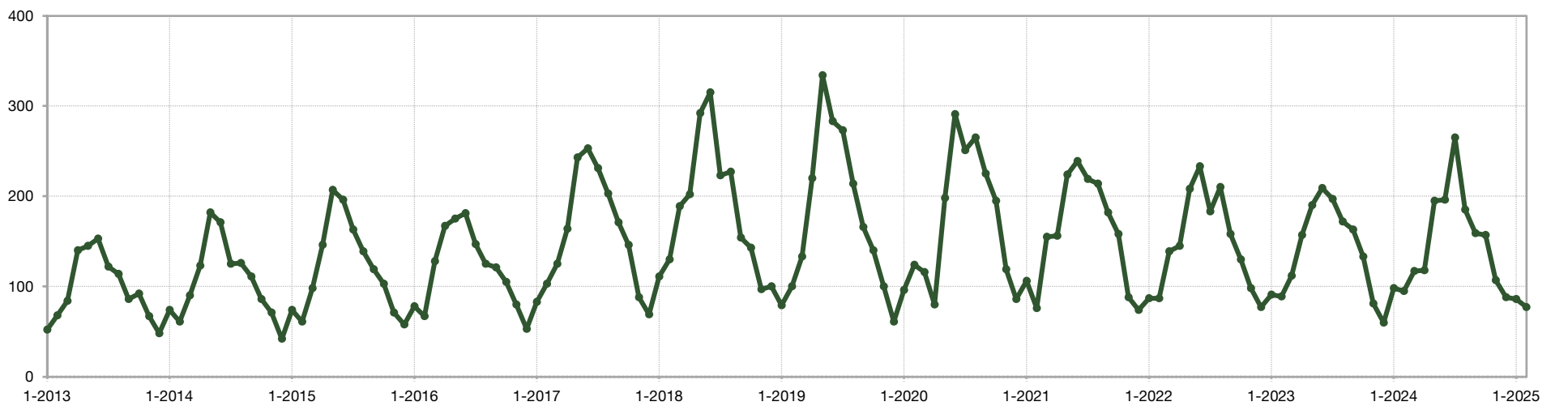


Year to Date



New Listings		Prior Year	Percent Change
March 2024	117	112	+4.5%
April 2024	118	157	-24.8%
May 2024	195	190	+2.6%
June 2024	196	209	-6.2%
July 2024	265	197	+34.5%
August 2024	185	172	+7.6%
September 2024	159	163	-2.5%
October 2024	157	133	+18.0%
November 2024	107	81	+32.1%
December 2024	88	60	+46.7%
January 2025	86	98	-12.2%
February 2025	77	95	-18.9%
12-Month Avg	146	139	+5.0%

Historical New Listings by Month

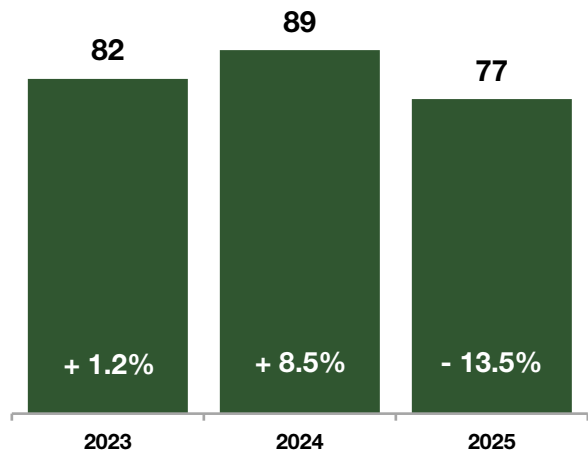


Pending Sales

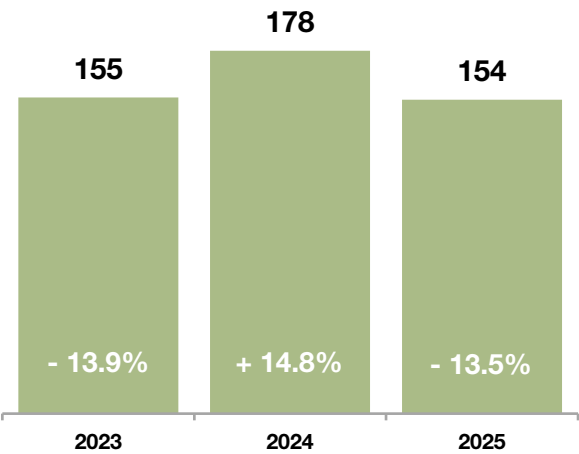
A count of the properties on which offers have been accepted in a given month.



February

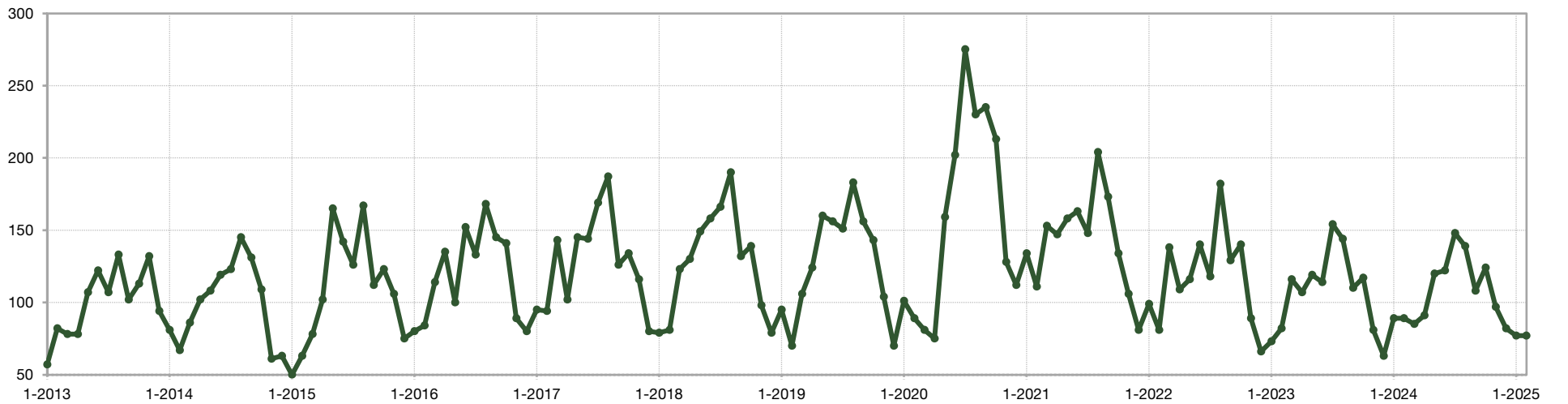


Year to Date



Pending Sales		Prior Year	Percent Change
March 2024	85	116	-26.7%
April 2024	91	107	-15.0%
May 2024	120	119	+0.8%
June 2024	122	114	+7.0%
July 2024	148	154	-3.9%
August 2024	139	144	-3.5%
September 2024	108	110	-1.8%
October 2024	124	117	+6.0%
November 2024	97	81	+19.8%
December 2024	82	63	+30.2%
January 2025	77	89	-13.5%
February 2025	77	89	-13.5%
12-Month Avg	106	109	-2.8%

Historical Pending Sales by Month

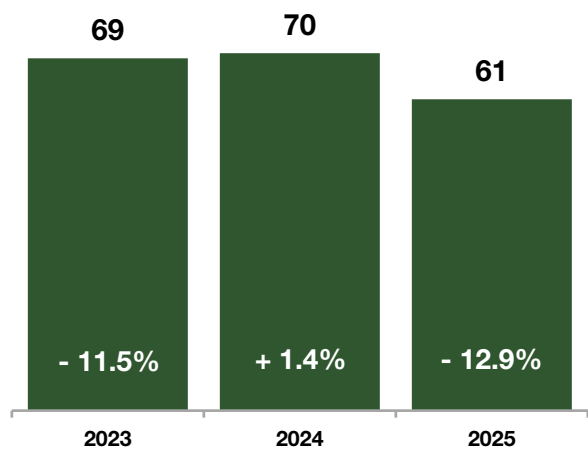


Closed Sales

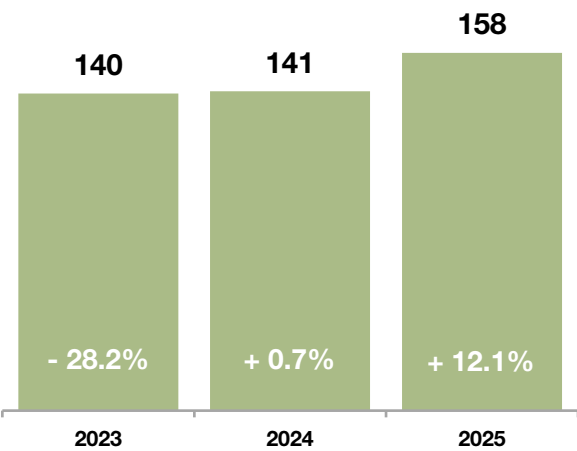
A count of the actual sales that closed in a given month.



February

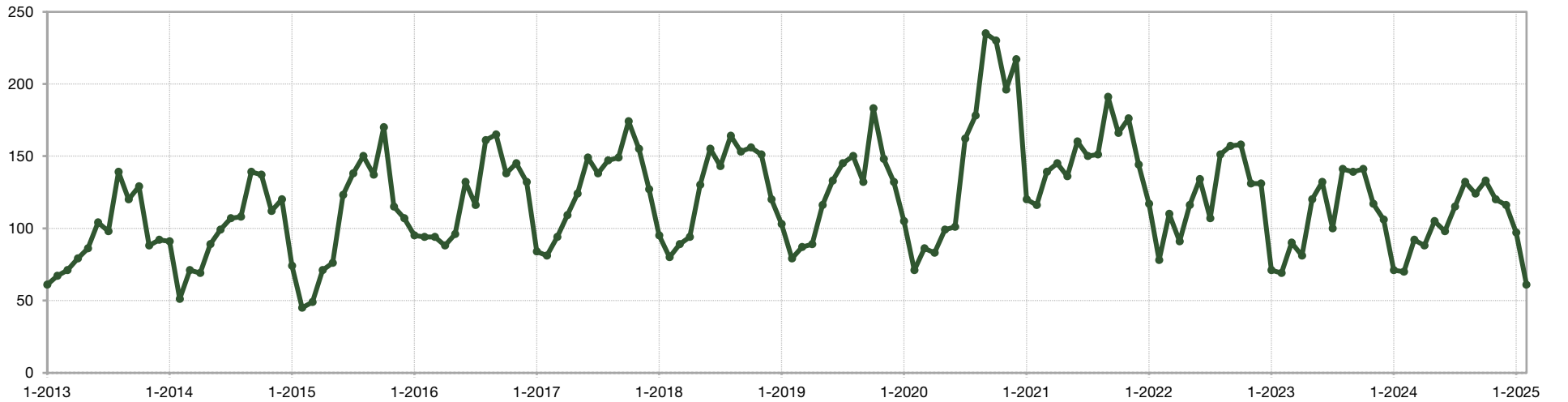


Year to Date



Closed Sales		Prior Year	Percent Change
March 2024	92	90	+2.2%
April 2024	88	81	+8.6%
May 2024	105	120	-12.5%
June 2024	98	132	-25.8%
July 2024	115	100	+15.0%
August 2024	132	141	-6.4%
September 2024	124	139	-10.8%
October 2024	133	141	-5.7%
November 2024	120	117	+2.6%
December 2024	116	106	+9.4%
January 2025	97	71	+36.6%
February 2025	61	70	-12.9%
12-Month Avg	107	109	-1.8%

Historical Closed Sales by Month

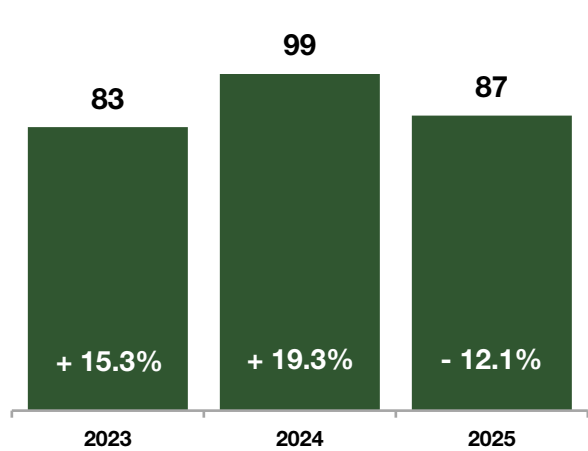


Days on Market Until Sale

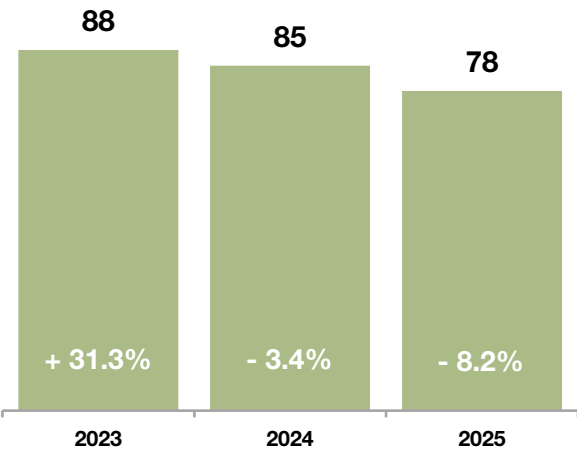
Average number of days between when a property is listed and when an offer is accepted in a given month.



February



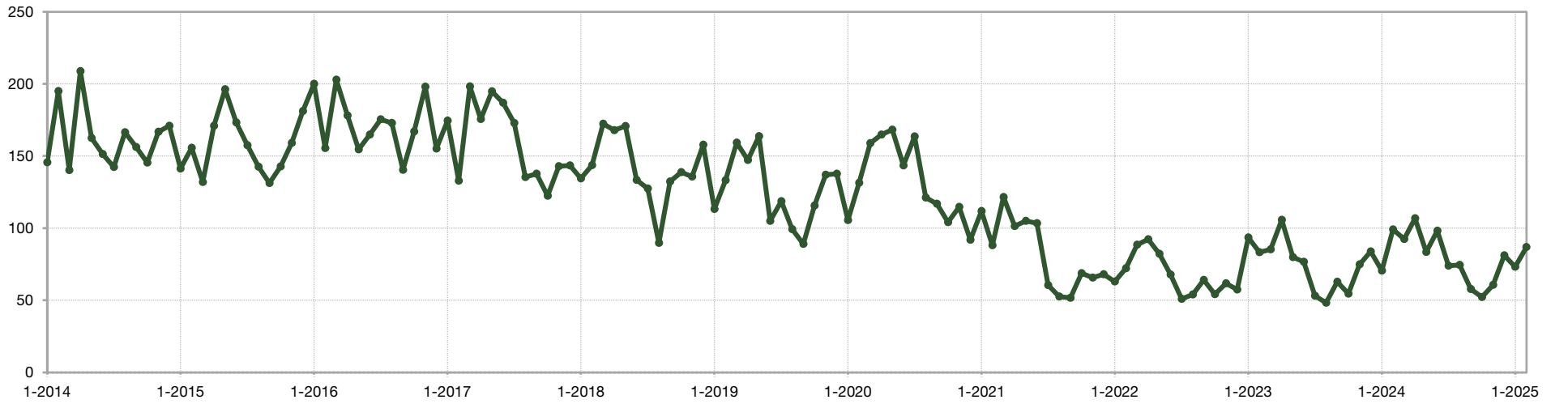
Year to Date



Days on Market		Prior Year	Percent Change
March 2024	92	85	+8.2%
April 2024	107	106	+0.9%
May 2024	83	80	+3.8%
June 2024	98	77	+27.3%
July 2024	74	53	+39.6%
August 2024	74	48	+54.2%
September 2024	58	63	-7.9%
October 2024	52	55	-5.5%
November 2024	61	75	-18.7%
December 2024	81	84	-3.6%
January 2025	73	70	+4.3%
February 2025	87	99	-12.1%
12-Month Avg*	76	72	+5.6%

* Average Days on Market of all properties from March 2024 through February 2025. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

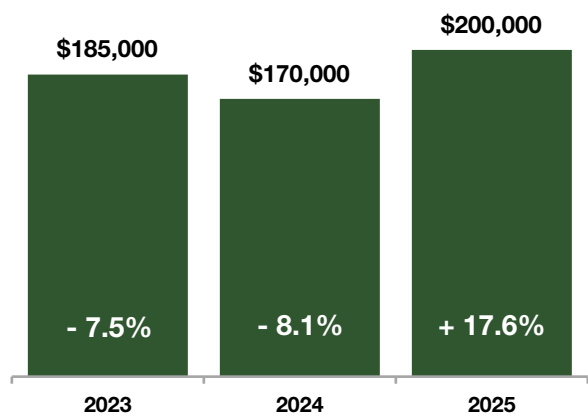


Median Sales Price

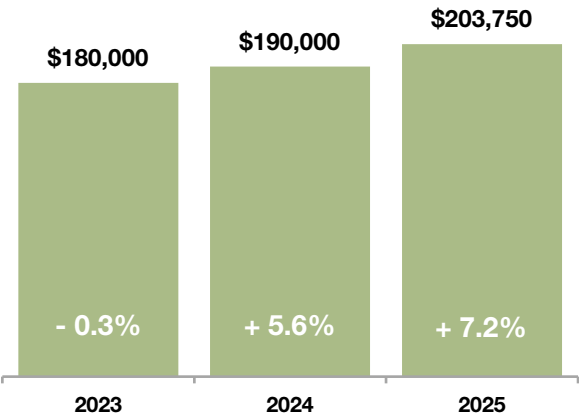
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



February



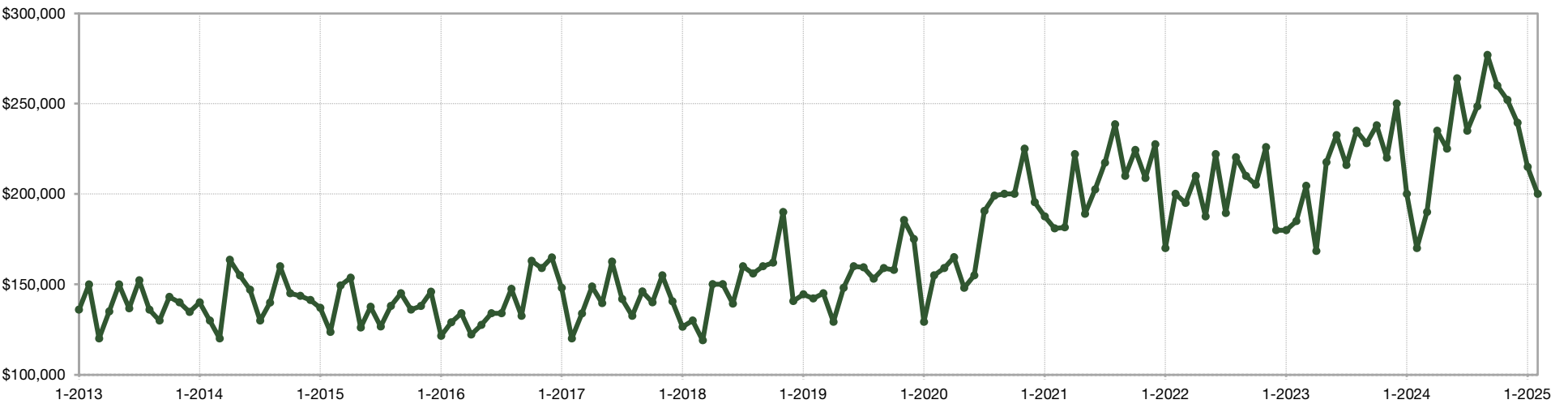
Year to Date



Median Sales Price		Prior Year	Percent Change
March 2024	\$190,000	\$204,500	-7.1%
April 2024	\$235,000	\$168,500	+39.5%
May 2024	\$225,000	\$217,500	+3.4%
June 2024	\$264,000	\$232,500	+13.5%
July 2024	\$235,000	\$216,000	+8.8%
August 2024	\$248,500	\$235,000	+5.7%
September 2024	\$276,900	\$228,000	+21.4%
October 2024	\$260,000	\$238,000	+9.2%
November 2024	\$252,000	\$220,000	+14.5%
December 2024	\$239,450	\$250,000	-4.2%
January 2025	\$215,000	\$200,000	+7.5%
February 2025	\$200,000	\$170,000	+17.6%
12-Month Med*	\$242,500	\$217,000	+11.8%

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

Historical Median Sales Price by Month

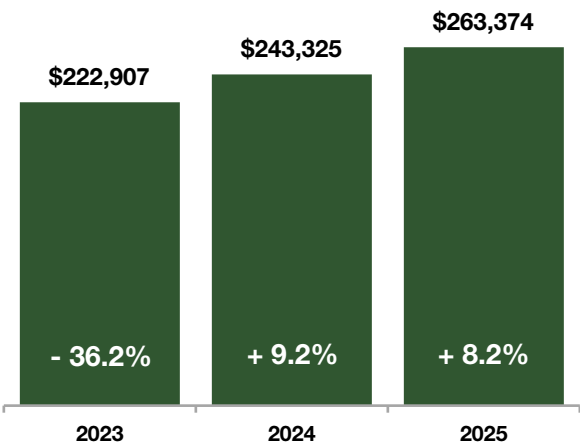


Average Sales Price

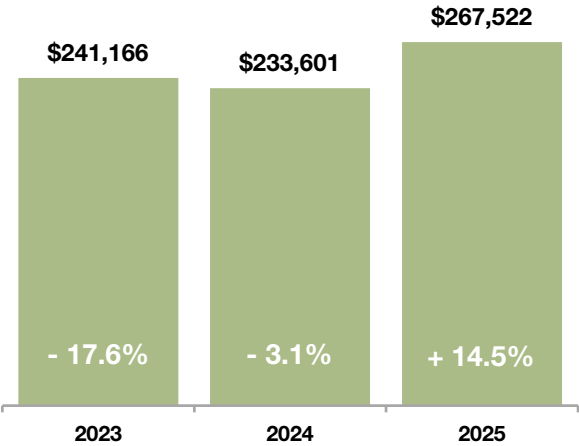
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



February



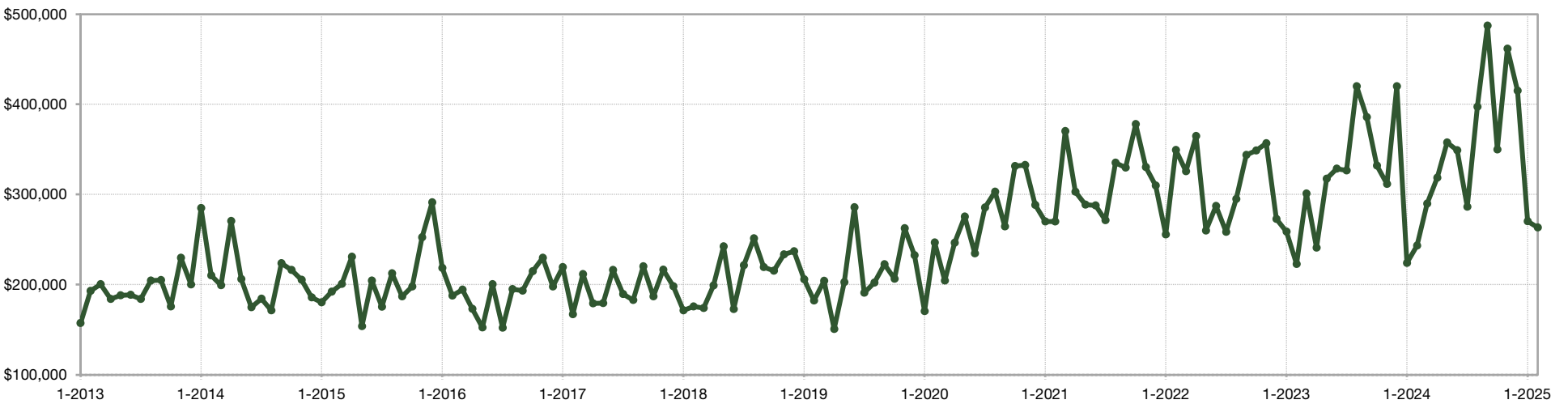
Year to Date



Avg. Sales Price		Prior Year	Percent Change
March 2024	\$289,731	\$300,806	-3.7%
April 2024	\$318,495	\$241,011	+32.1%
May 2024	\$357,584	\$317,331	+12.7%
June 2024	\$348,854	\$328,474	+6.2%
July 2024	\$286,262	\$326,405	-12.3%
August 2024	\$397,309	\$419,877	-5.4%
September 2024	\$487,180	\$385,705	+26.3%
October 2024	\$349,885	\$331,883	+5.4%
November 2024	\$461,688	\$311,667	+48.1%
December 2024	\$415,080	\$420,009	-1.2%
January 2025	\$270,131	\$224,014	+20.6%
February 2025	\$263,374	\$243,325	+8.2%
12-Month Avg*	\$362,578	\$331,901	+9.2%

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

Historical Average Sales Price by Month

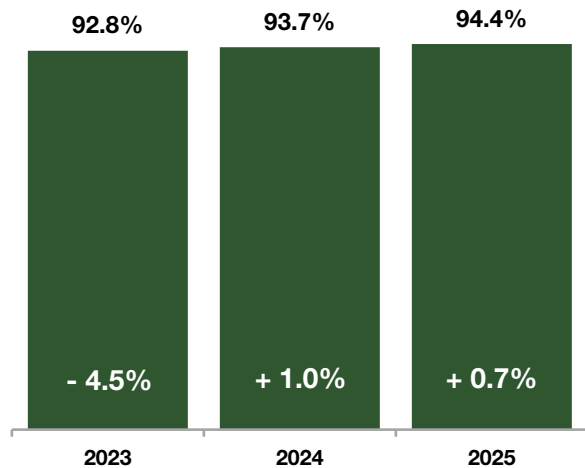


Percent of List Price Received

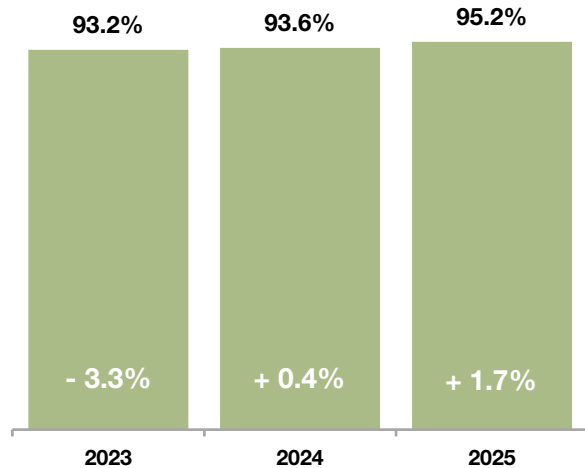
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



February



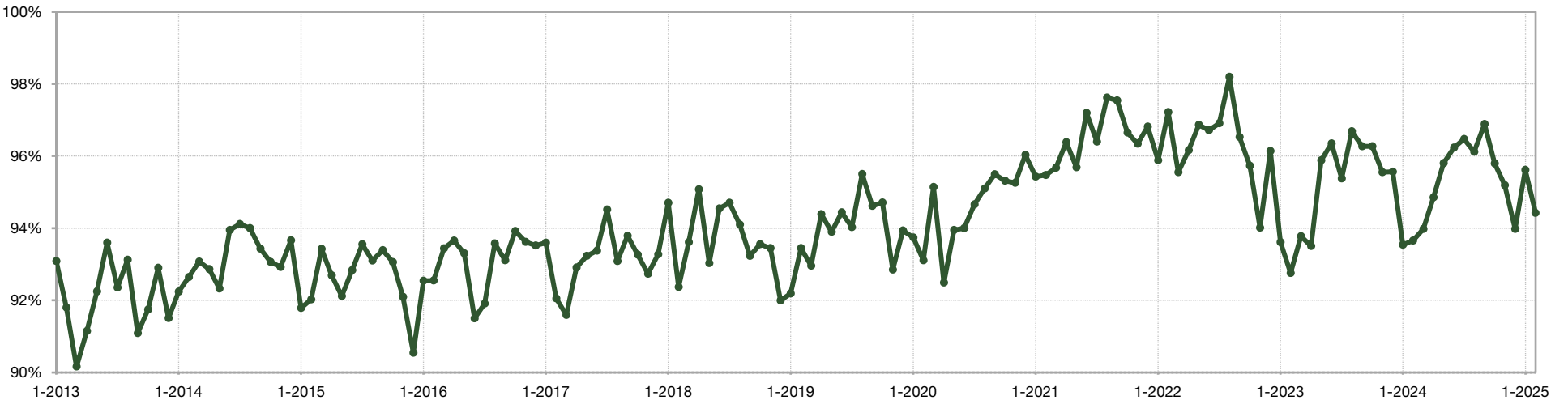
Year to Date



Pct. of List Price Received		Prior Year	Percent Change
March 2024	94.0%	93.8%	+0.2%
April 2024	94.9%	93.5%	+1.5%
May 2024	95.8%	95.9%	-0.1%
June 2024	96.2%	96.3%	-0.1%
July 2024	96.5%	95.4%	+1.2%
August 2024	96.1%	96.7%	-0.6%
September 2024	96.9%	96.3%	+0.6%
October 2024	95.8%	96.3%	-0.5%
November 2024	95.2%	95.5%	-0.3%
December 2024	94.0%	95.6%	-1.7%
January 2025	95.6%	93.5%	+2.2%
February 2025	94.4%	93.7%	+0.7%
12-Month Avg*	95.5%	95.5%	0.0%

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

Historical Percent of List Price Received by Month

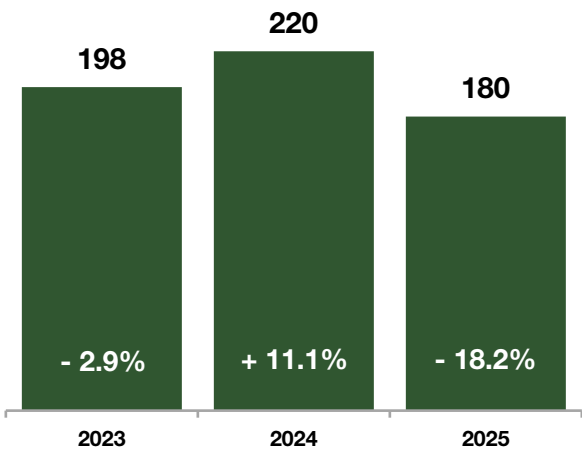


Housing Affordability Index

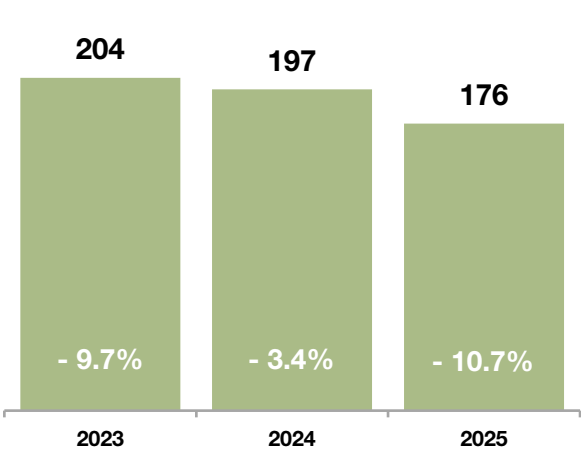


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

February

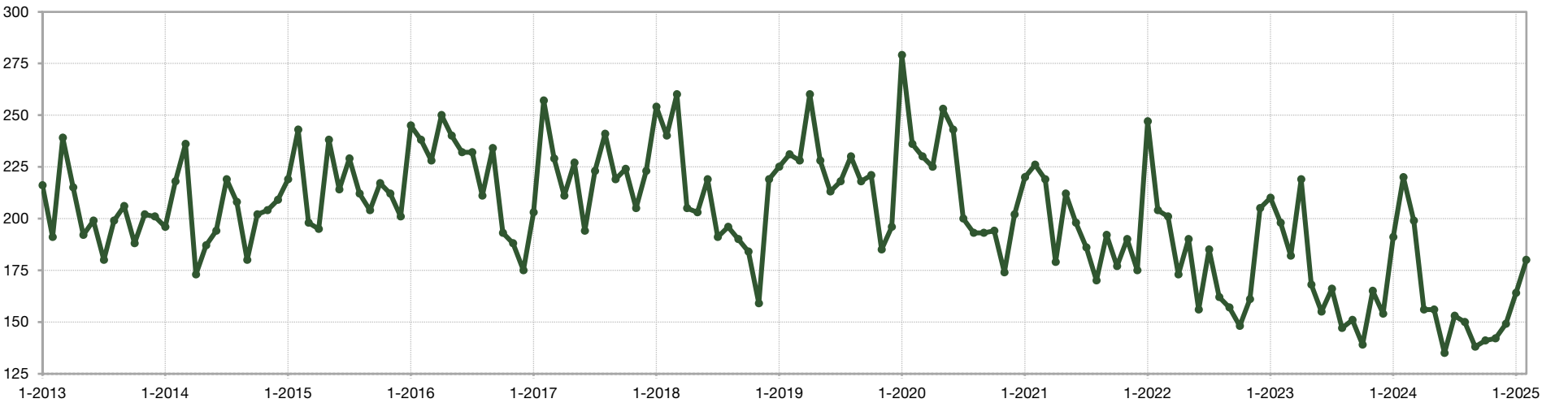


Year to Date



Affordability Index		Prior Year	Percent Change
March 2024	199	182	+9.3%
April 2024	156	219	-28.8%
May 2024	156	168	-7.1%
June 2024	135	155	-12.9%
July 2024	153	166	-7.8%
August 2024	150	147	+2.0%
September 2024	138	151	-8.6%
October 2024	141	139	+1.4%
November 2024	142	165	-13.9%
December 2024	149	154	-3.2%
January 2025	164	191	-14.1%
February 2025	180	220	-18.2%
12-Month Avg	155	171	-9.4%

Historical Housing Affordability Index by Month

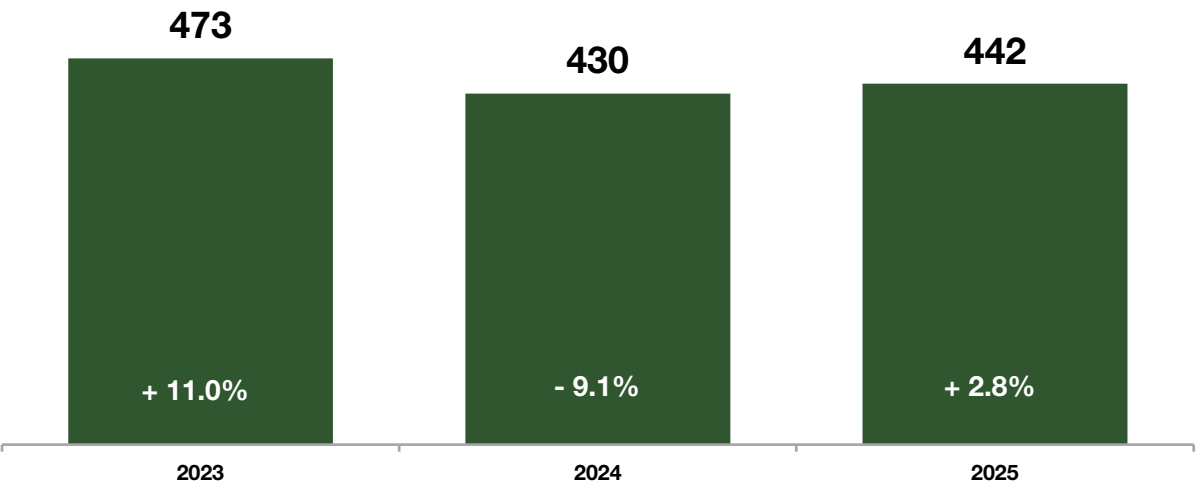


Inventory of Homes for Sale

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

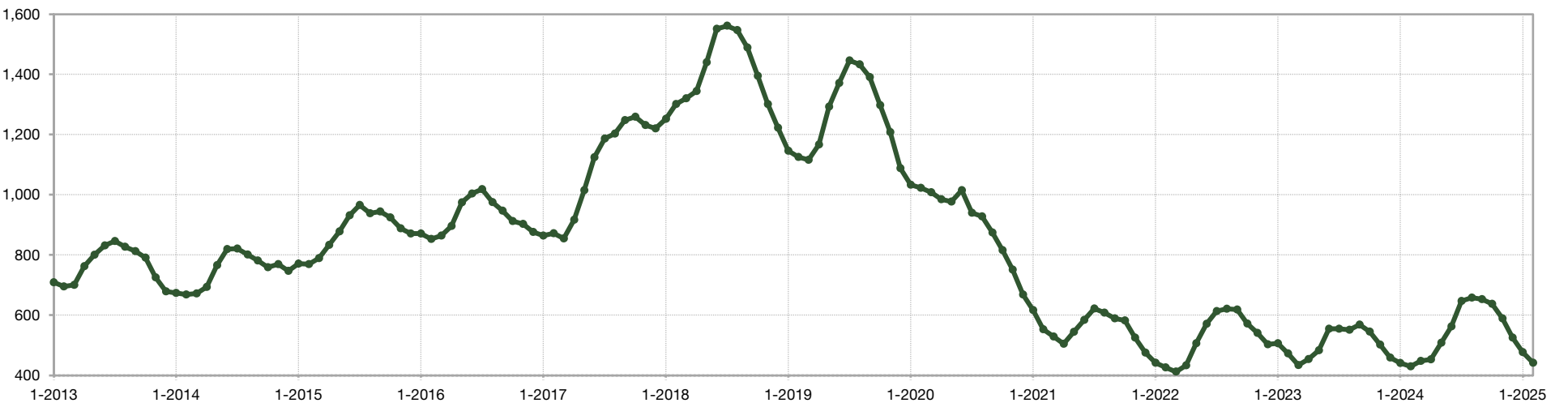


February



Homes for Sale		Prior Year	Percent Change
March 2024	448	434	+3.2%
April 2024	453	454	-0.2%
May 2024	508	483	+5.2%
June 2024	562	555	+1.3%
July 2024	647	555	+16.6%
August 2024	658	551	+19.4%
September 2024	653	568	+15.0%
October 2024	637	545	+16.9%
November 2024	589	502	+17.3%
December 2024	525	459	+14.4%
January 2025	477	441	+8.2%
February 2025	442	430	+2.8%
12-Month Avg	550	498	+10.4%

Historical Inventory of Homes for Sale by Month

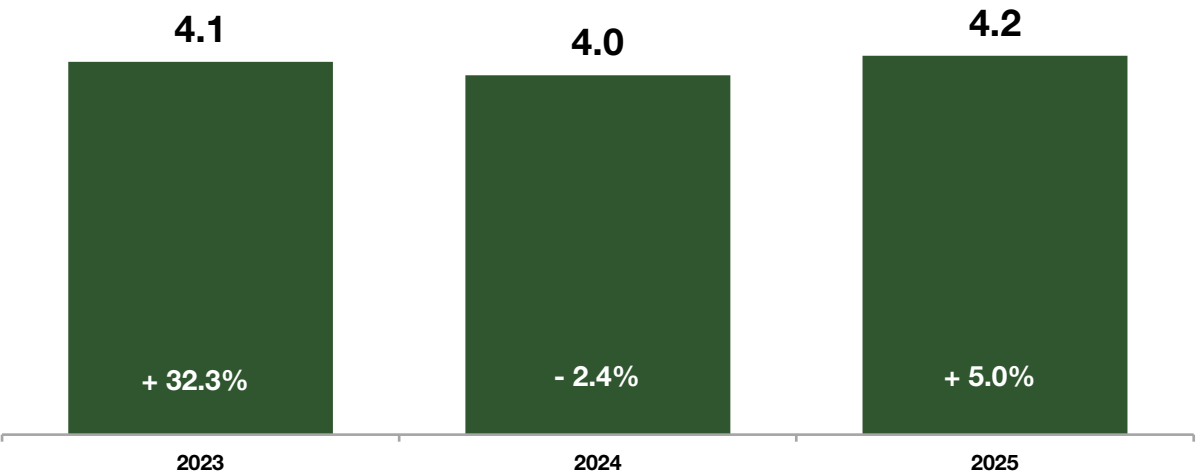


Months Supply of Inventory

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.

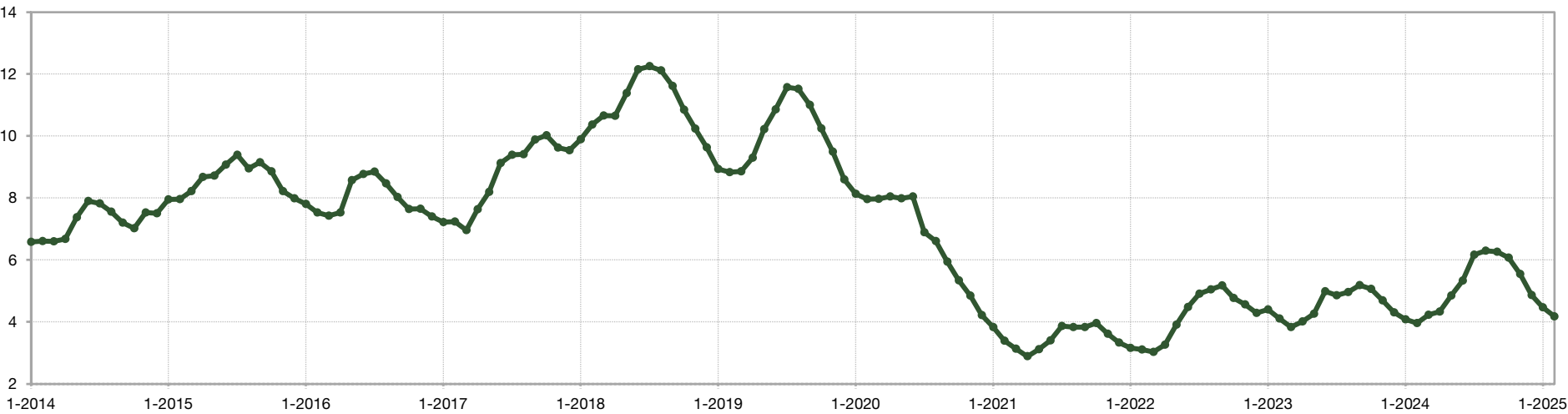


February



Months Supply		Prior Year	Percent Change
March 2024	4.2	3.8	+10.5%
April 2024	4.3	4.0	+7.5%
May 2024	4.8	4.3	+11.6%
June 2024	5.3	5.0	+6.0%
July 2024	6.2	4.9	+26.5%
August 2024	6.3	5.0	+26.0%
September 2024	6.3	5.2	+21.2%
October 2024	6.1	5.1	+19.6%
November 2024	5.5	4.7	+17.0%
December 2024	4.9	4.3	+14.0%
January 2025	4.5	4.1	+9.8%
February 2025	4.2	4.0	+5.0%
12-Month Avg	5.2	4.5	+15.6%

Historical Months Supply of Inventory by Month



Activity by County

Key metrics by report month for counties in the ACVMLS service area.



	New Listings			Closed Sales			Median Sales Price			Homes for Sale			Months Supply		
	2-2024	2-2025	+ / -	2-2024	2-2025	+ / -	2-2024	2-2025	+ / -	2-2024	2-2025	+ / -	2-2024	2-2025	+ / -
Clinton	41	35	-14.6%	30	31	+3.3%	\$177,500	\$200,000	+12.7%	123	108	-12.2%	2.7	2.5	-6.6%
Essex	29	21	-27.6%	17	10	-41.2%	\$374,000	\$235,000	-37.2%	145	144	-0.7%	5.7	5.6	-2.9%
Franklin	17	17	0.0%	17	13	-23.5%	\$143,600	\$120,000	-16.4%	102	119	+16.7%	3.8	5.0	+32.7%
Fulton	0	0	--	0	0	--	\$0	\$0	--	1	0	-100.0%	0.0	0.0	--
Hamilton	3	0	-100.0%	2	3	+50.0%	\$165,750	\$350,000	+111.2%	22	20	-9.1%	5.9	5.6	-4.9%
Herkimer	2	0	-100.0%	0	0	--	\$0	\$0	--	14	9	-35.7%	4.1	2.9	-29.1%
Lewis	0	0	--	0	0	--	\$0	\$0	--	1	3	+200.0%	0.0	0.0	--
Oneida	0	0	--	0	1	--	\$0	\$660,000	--	2	2	0.0%	1.3	1.2	-10.0%
Saratoga	2	1	-50.0%	0	1	--	\$0	\$360,000	--	6	18	+200.0%	4.3	8.5	+98.9%
St Lawrence	0	1	--	2	1	-50.0%	\$105,000	\$55,000	-47.6%	9	12	+33.3%	3.9	4.7	+20.5%
Warren	1	0	-100.0%	2	1	-50.0%	\$328,650	\$800,000	+143.4%	3	4	+33.3%	1.7	2.0	+16.7%
Washington	0	1	--	0	0	--	\$0	\$0	--	1	2	+100.0%	1.0	1.7	+66.7%
Other	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--