

# Monthly Indicators

## January 2025

U.S. existing-home sales advanced for the third straight month, climbing 2.2% to a seasonally adjusted annual rate of 4.24 million units, a 10-month high, according to the National Association of REALTORS® (NAR). Sales were up 9.3% year-over-year, driven largely by purchases of homes priced \$500,000 and above. Month-over-month, sales rose in the South, Northeast, and the West but fell in the Midwest, with all four regions reporting year-over-year gains.

New Listings decreased 12.2 percent to 86. Pending Sales were down 7.9 percent to 82. Inventory levels grew 5.0 percent to 464 units.

Prices continued to gain traction. The Median Sales Price increased 7.5 percent to \$215,000. Days on Market was up 5.7 percent to 74 days. Buyers felt empowered as Months Supply of Inventory was up 4.9 percent to 4.3 months.

According to NAR, total housing inventory was 1.15 million units heading into January, a 13.5% decrease from the previous month but a 16.2% increase from the same period one year earlier, for a 3.3-month supply at the current sales pace. Housing supply remains down compared to pre-pandemic levels, and the limited number of homes on the market continues to push sales prices higher nationwide, with the median existing-home price rising 6% year-over-year to \$404,400.

## Activity Snapshot

**+ 31.0%**      **+ 7.5%**      **+ 5.0%**

One-Year Change in  
**Closed Sales**      One-Year Change in  
**Median Sales Price**      One-Year Change in  
**Homes for Sale**

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.

Activity Overview	<b>2</b>
New Listings	<b>3</b>
Pending Sales	<b>4</b>
Closed Sales	<b>5</b>
Days on Market Until Sale	<b>6</b>
Median Sales Price	<b>7</b>
Average Sales Price	<b>8</b>
Percent of List Price Received	<b>9</b>
Housing Affordability Index	<b>10</b>
Inventory of Homes for Sale	<b>11</b>
Months Supply of Inventory	<b>12</b>
Area Overview	<b>13</b>

# Activity Overview

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



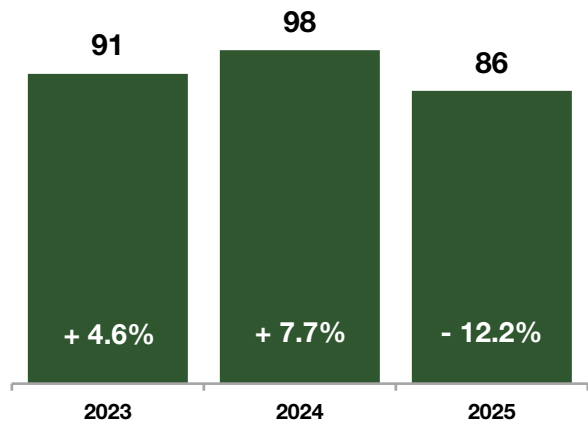
Key Metrics	Historical Sparkbars	1-2024	1-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		98	86	- 12.2%	98	86	- 12.2%
Pending Sales		89	82	- 7.9%	89	82	- 7.9%
Closed Sales		71	93	+ 31.0%	71	93	+ 31.0%
Days on Market		70	74	+ 5.7%	70	74	+ 5.7%
Median Sales Price		\$200,000	\$215,000	+ 7.5%	\$200,000	\$215,000	+ 7.5%
Avg. Sales Price		\$224,014	\$274,314	+ 22.5%	\$224,014	\$274,314	+ 22.5%
Pct. of List Price Received		93.5%	95.6%	+ 2.2%	93.5%	95.6%	+ 2.2%
Affordability Index		191	164	- 14.1%	191	164	- 14.1%
Homes for Sale		442	464	+ 5.0%	--	--	--
Months Supply		4.1	4.3	+ 4.9%	--	--	--

# New Listings

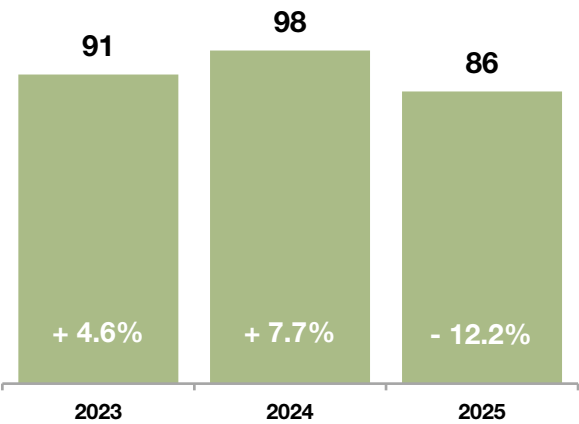
A count of the properties that have been newly listed on the market in a given month.



## January

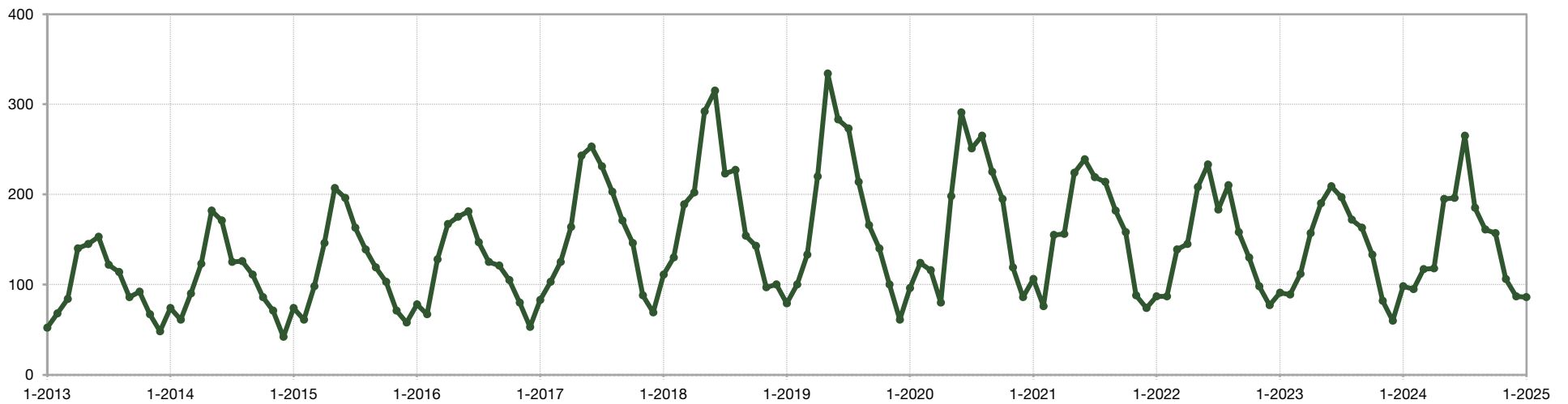


## Year to Date



New Listings		Prior Year	Percent Change
February 2024	95	89	+6.7%
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	161	163	-1.2%
October 2024	157	133	+18.0%
November 2024	106	82	+29.3%
December 2024	87	60	+45.0%
January 2025	86	98	-12.2%
12-Month Avg	147	139	+5.8%

## Historical New Listings by Month

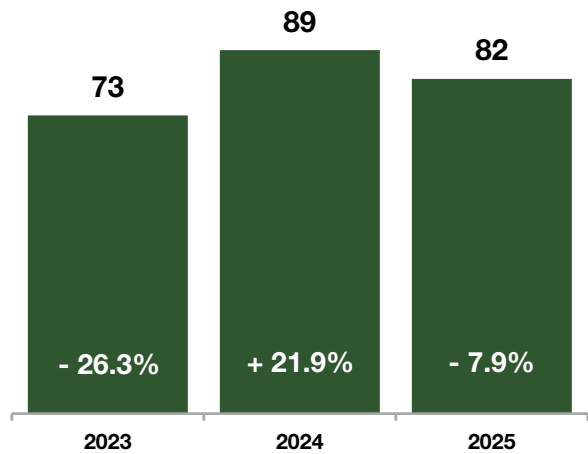


# Pending Sales

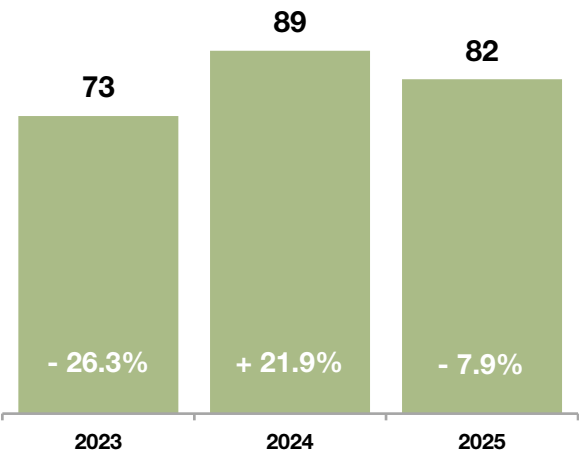
A count of the properties on which offers have been accepted in a given month.



## January

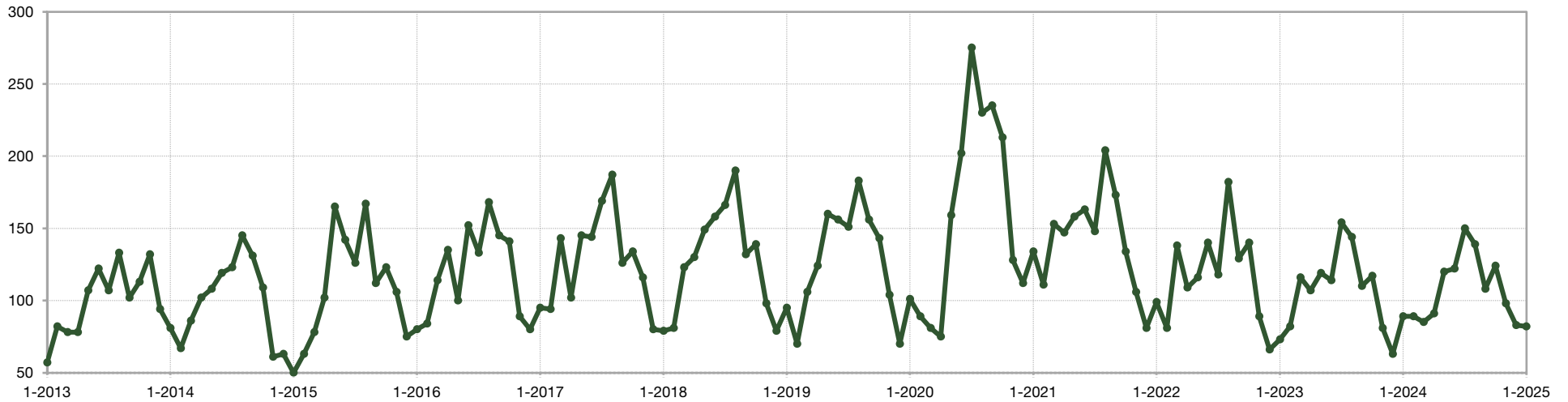


## Year to Date



Pending Sales		Prior Year	Percent Change
February 2024	89	82	+8.5%
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	150	154	-2.6%
August 2024	139	144	-3.5%
September 2024	108	110	-1.8%
October 2024	124	117	+6.0%
November 2024	98	81	+21.0%
December 2024	83	63	+31.7%
January 2025	82	89	-7.9%
12-Month Avg	108	108	0.0%

## Historical Pending Sales by Month

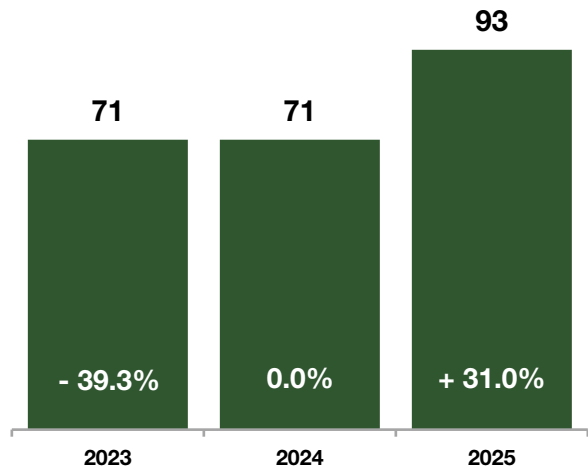


# Closed Sales

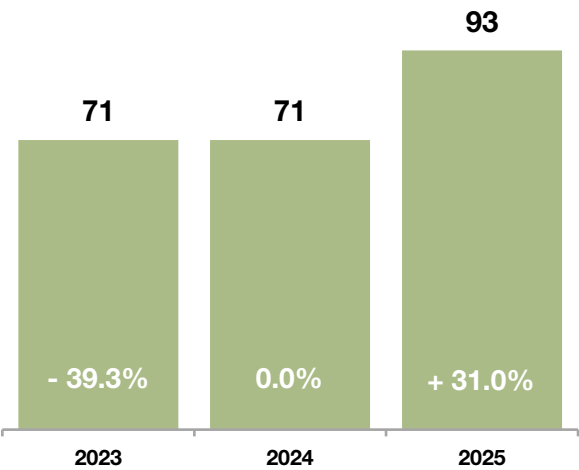
A count of the actual sales that closed in a given month.



## January

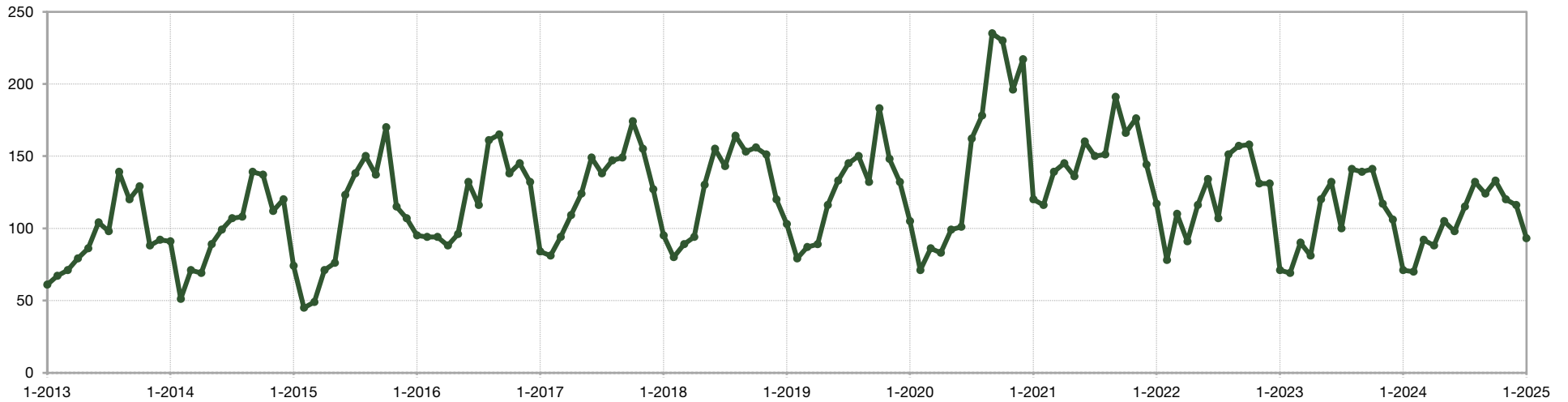


## Year to Date



Closed Sales		Prior Year	Percent Change
February 2024	70	69	+1.4%
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	93	71	+31.0%
12-Month Avg	107	109	-1.8%

## Historical Closed Sales by Month

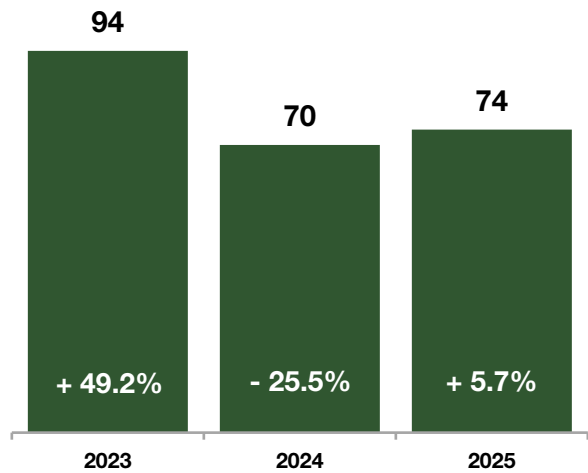


# Days on Market Until Sale

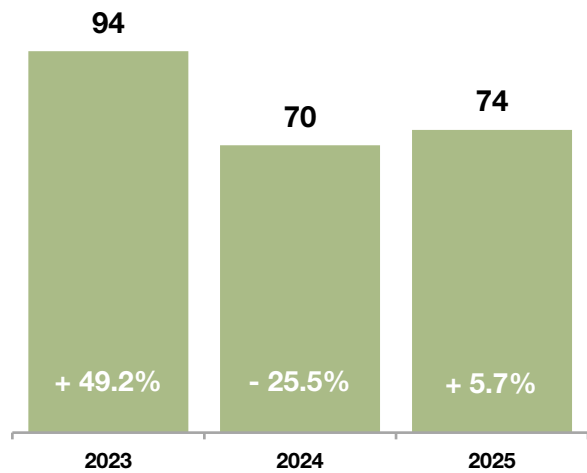
Average number of days between when a property is listed and when an offer is accepted in a given month.



## January



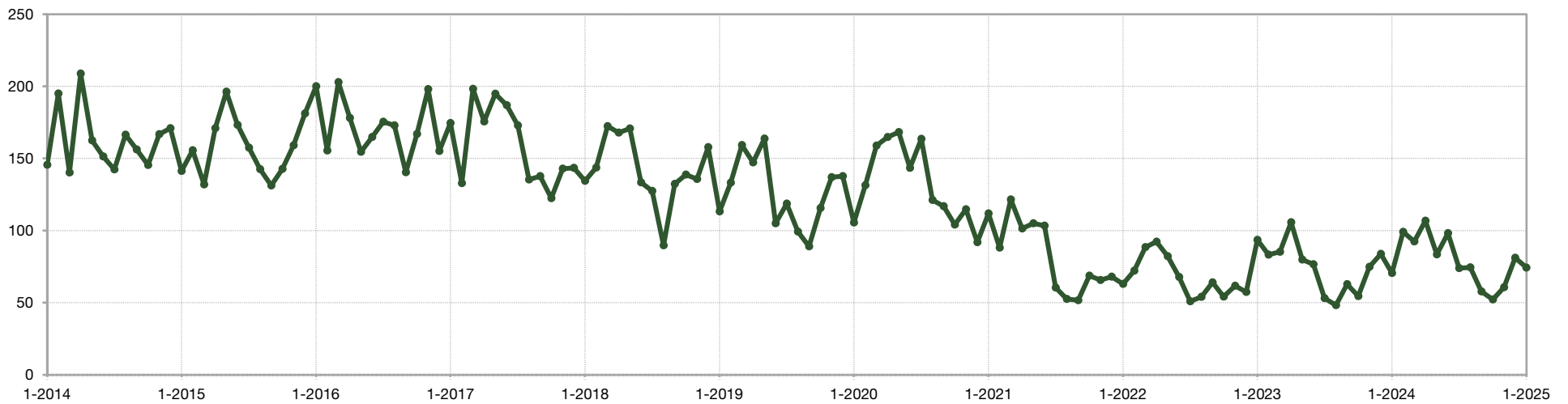
## Year to Date



Days on Market		Prior Year	Percent Change
February 2024	99	83	+19.3%
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	74	70	+5.7%
12-Month Avg*	77	71	+8.5%

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

## Historical Days on Market Until Sale by Month

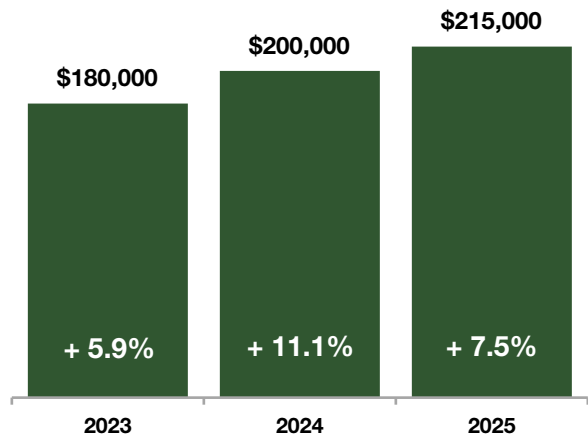


# Median Sales Price

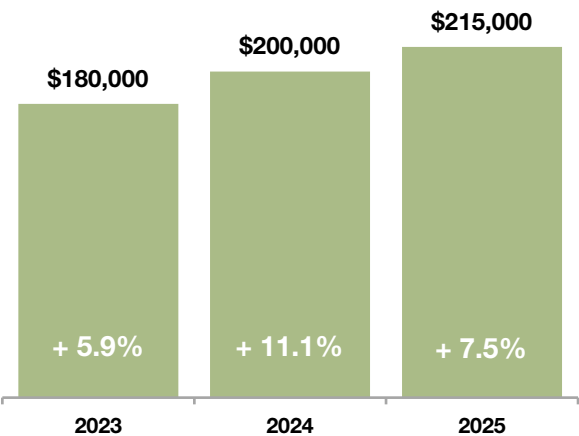
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## January



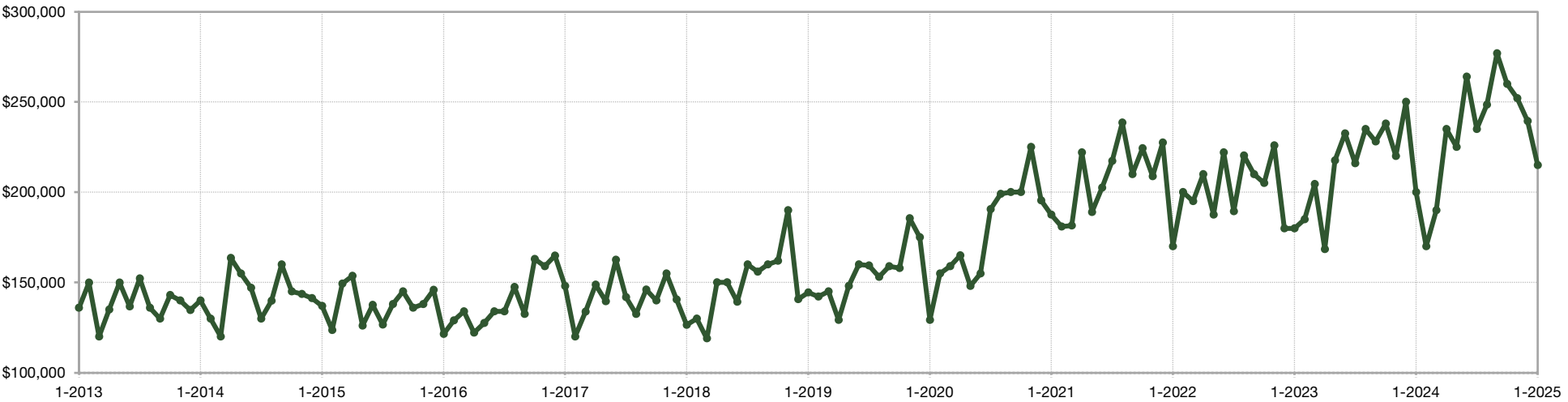
## Year to Date



Median Sales Price	Prior Year	Percent Change
February 2024	\$170,000	\$185,000-8.1%
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%
12-Month Med*	\$242,210	\$215,000+12.7%

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

## Historical Median Sales Price by Month

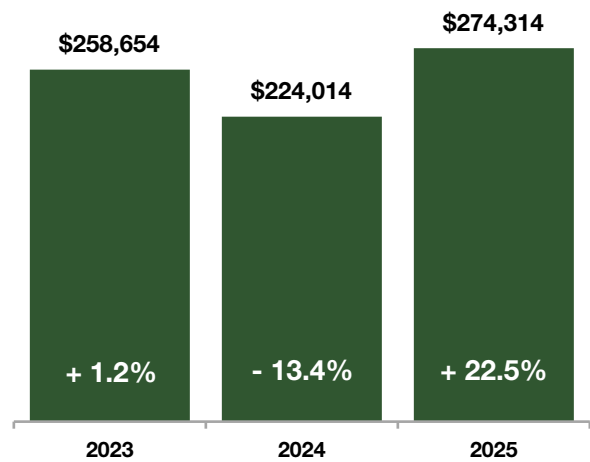


# Average Sales Price

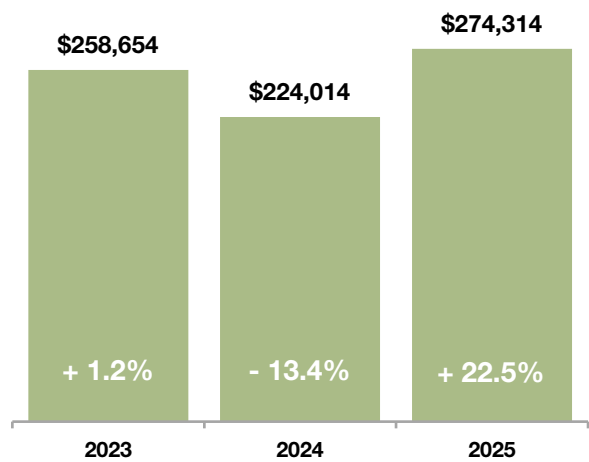
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## January



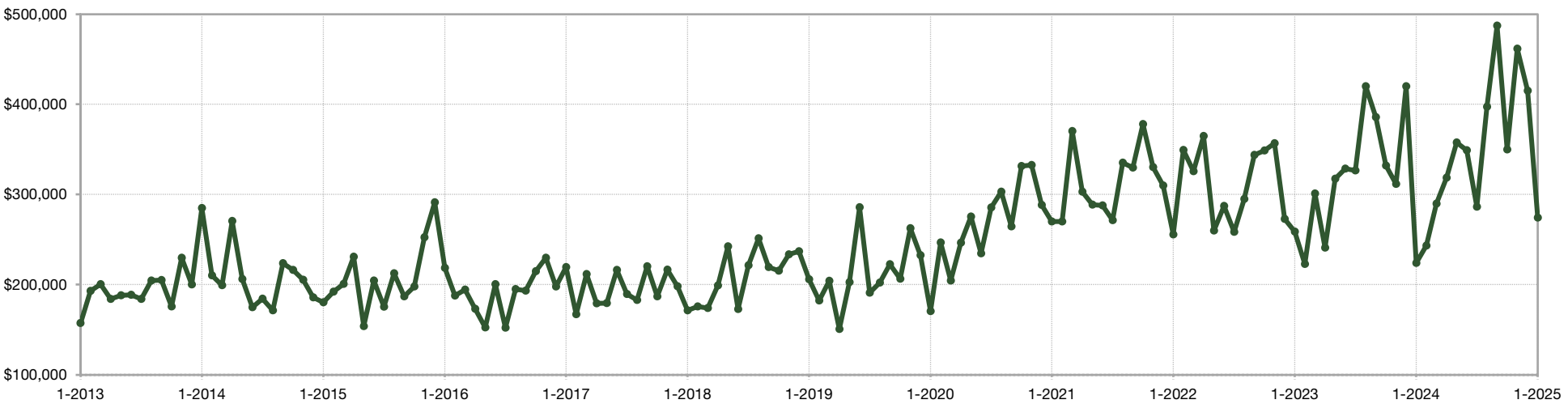
## Year to Date



Avg. Sales Price		Prior Year	Percent Change
February 2024	\$243,325	\$222,907	+9.2%
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	\$274,314	\$224,014	+22.5%
12-Month Avg*	\$361,380	\$330,969	+9.2%

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

## Historical Average Sales Price by Month



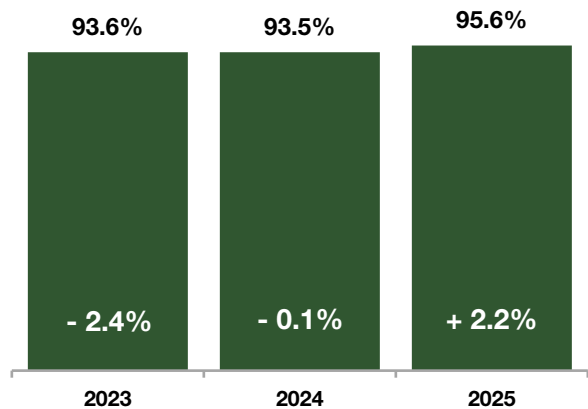


# Percent of List Price Received

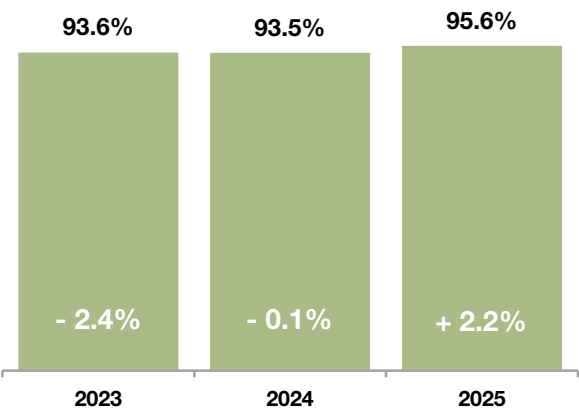
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## January



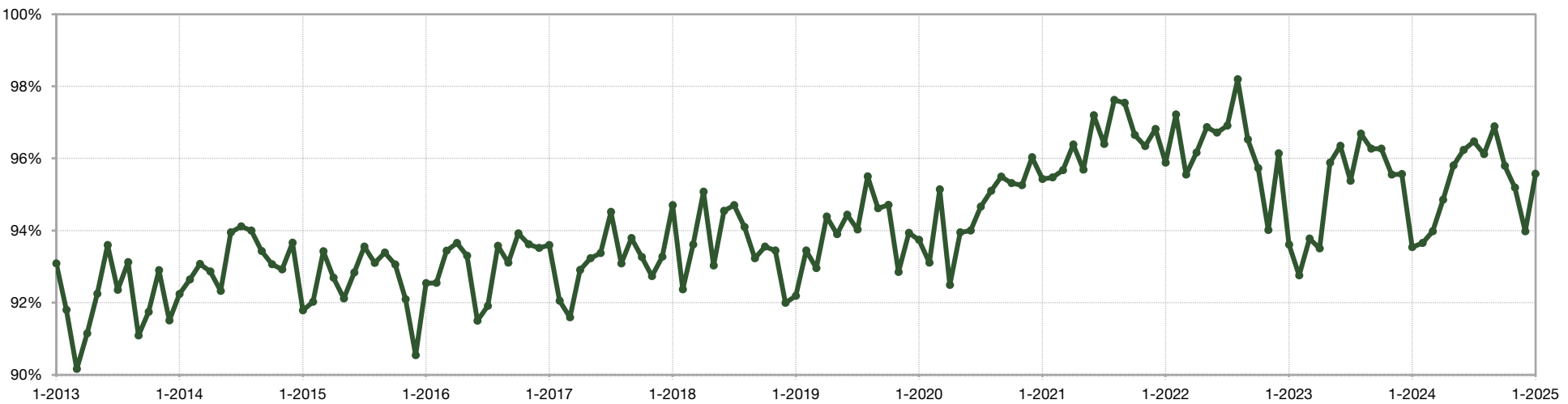
## Year to Date



Pct. of List Price Received		Prior Year	Percent Change
February 2024	93.7%	92.8%	+1.0%
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%
12-Month Avg*	95.5%	95.4%	+0.1%

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

## Historical Percent of List Price Received by Month

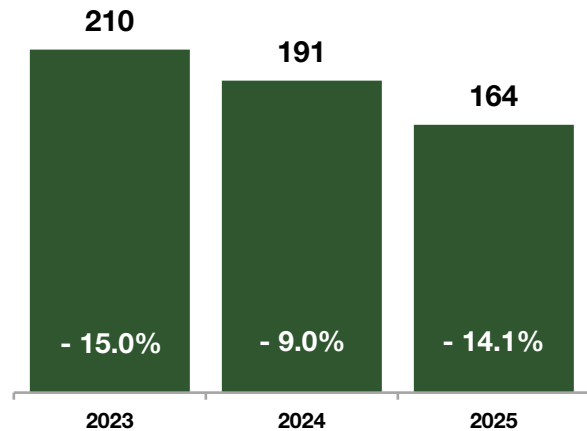


# Housing Affordability Index

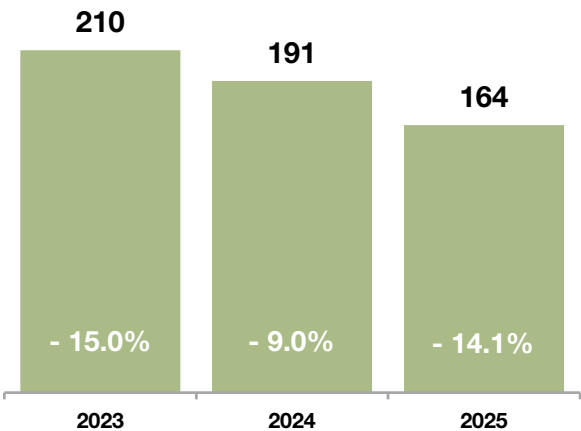


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## January

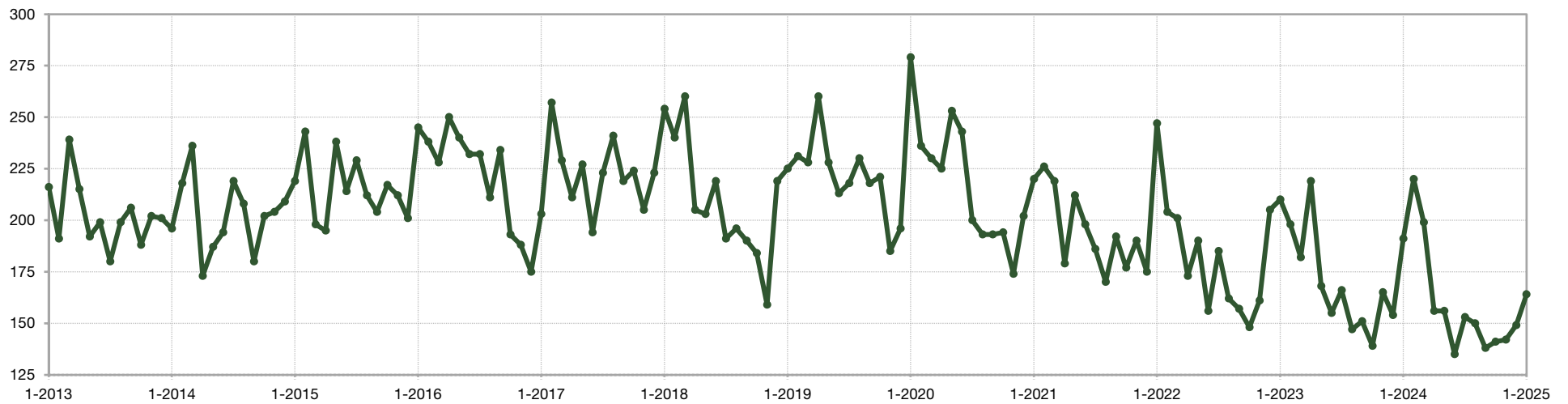


## Year to Date



Affordability Index		Prior Year	Percent Change
February 2024	220	198	+11.1%
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%
12-Month Avg	159	170	-6.5%

## Historical Housing Affordability Index by Month

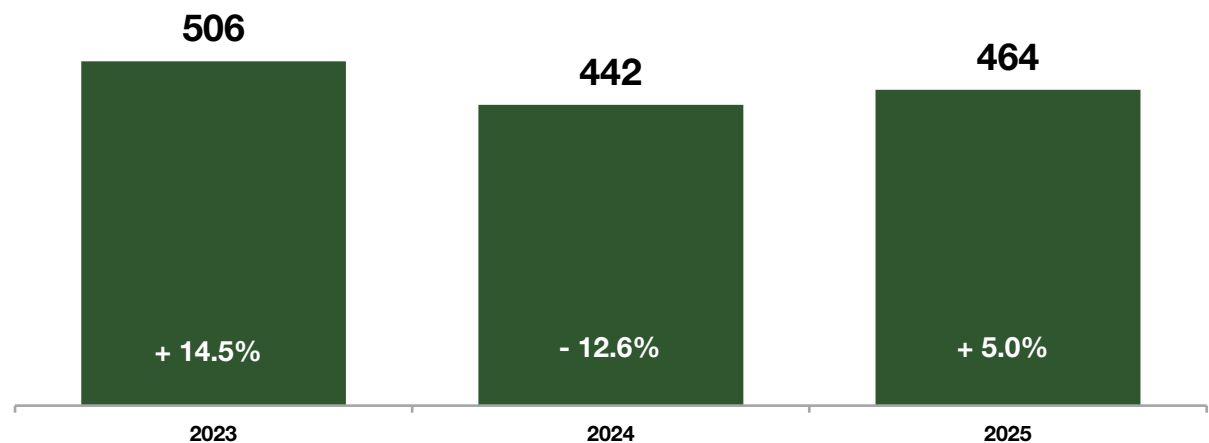


# Inventory of Homes for Sale

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

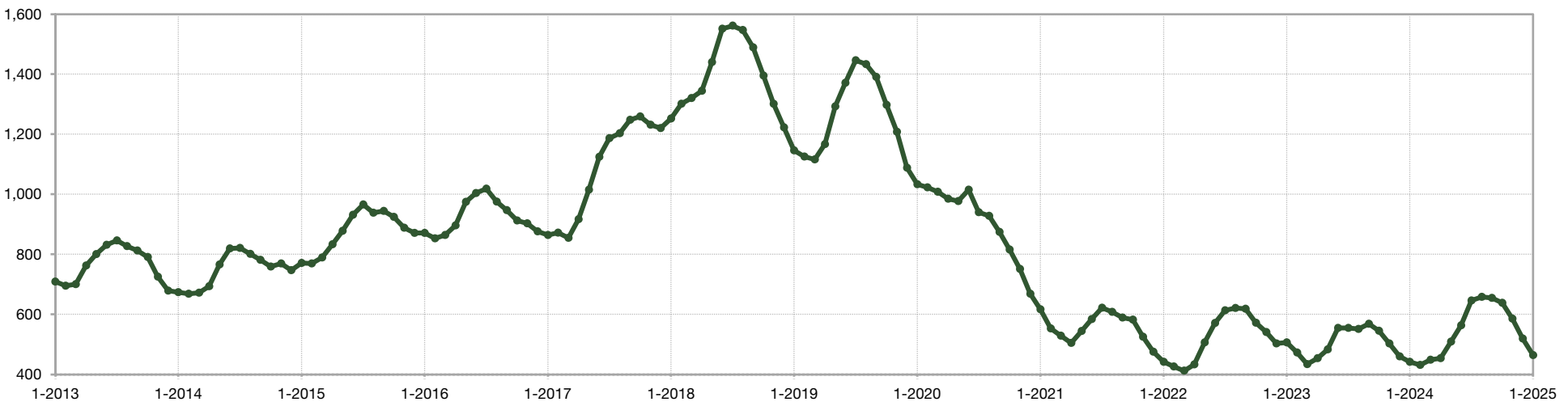


## January



Homes for Sale		Prior Year	Percent Change
February 2024	431	473	-8.9%
March 2024	449	434	+3.5%
April 2024	454	454	0.0%
May 2024	509	483	+5.4%
June 2024	563	555	+1.4%
July 2024	646	555	+16.4%
August 2024	658	551	+19.4%
September 2024	655	568	+15.3%
October 2024	638	545	+17.1%
November 2024	586	503	+16.5%
December 2024	519	460	+12.8%
January 2025	464	442	+5.0%
12-Month Avg	548	502	+9.2%

## Historical Inventory of Homes for Sale by Month

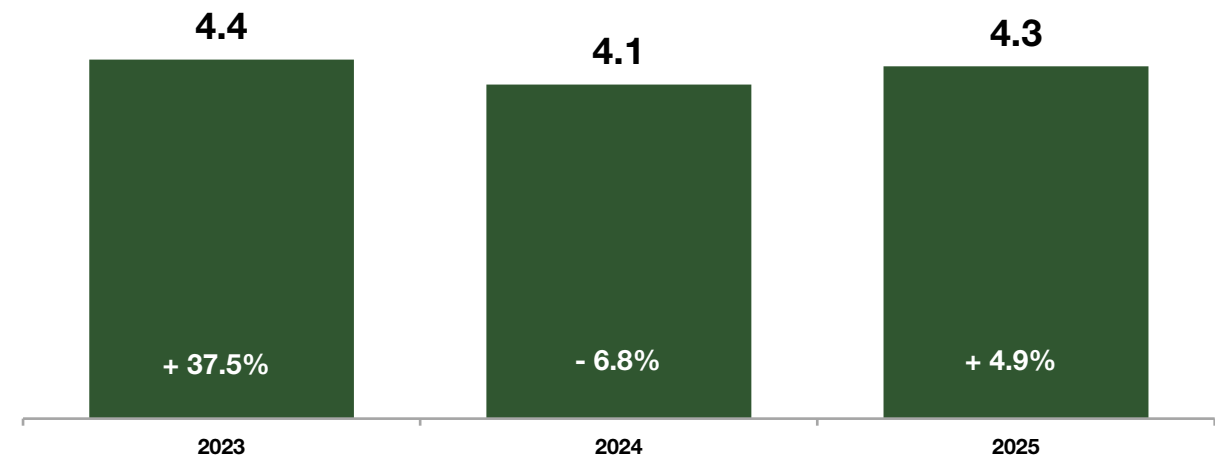


# Months Supply of Inventory

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.

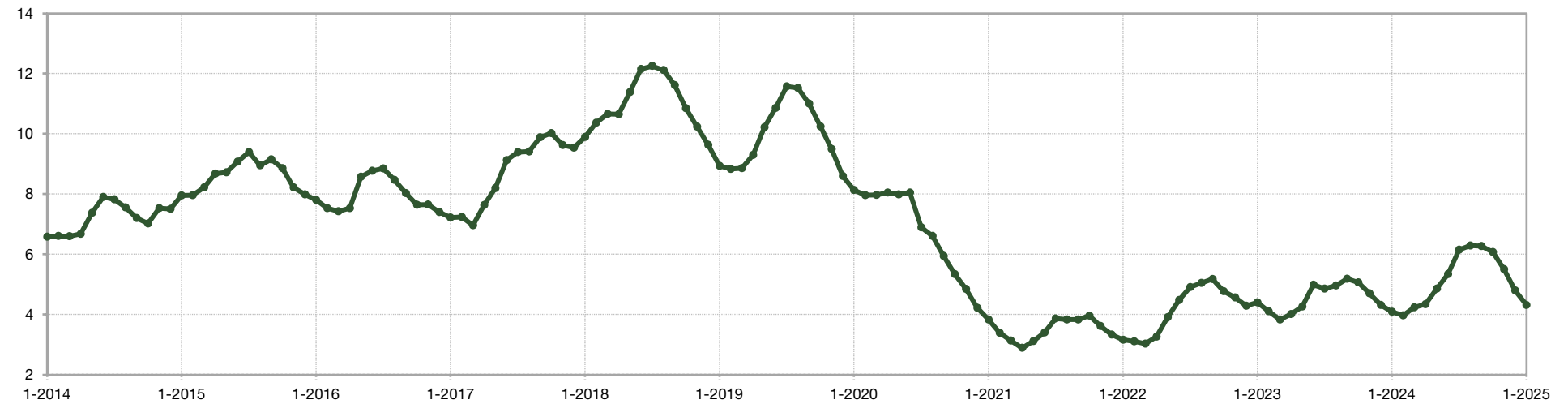


## January



Months Supply		Prior Year	Percent Change
February 2024	4.0	4.1	-2.4%
March 2024	4.2	3.8	+10.5%
April 2024	4.3	4.0	+7.5%
May 2024	4.9	4.3	+14.0%
June 2024	5.3	5.0	+6.0%
July 2024	6.1	4.9	+24.5%
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	4.8	4.3	+11.6%
January 2025	4.3	4.1	+4.9%
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		
	1-2024	1-2025	+ / -	1-2024	1-2025	+ / -	1-2024	1-2025	+ / -	1-2024	1-2025	+ / -	1-2024	1-2025	+ / -
Clinton	48	35	-27.1%	35	42	+20.0%	\$200,000	\$247,450	+23.7%	131	117	-10.7%	2.9	2.7	-8.0%
Essex	22	14	-36.4%	9	21	+133.3%	\$200,000	\$300,000	+50.0%	139	146	+5.0%	5.4	5.6	+3.7%
Franklin	21	23	+9.5%	17	22	+29.4%	\$190,000	\$130,000	-31.6%	112	121	+8.0%	4.3	4.9	+13.8%
Fulton	0	0	--	0	0	--	\$0	\$0	--	1	0	-100.0%	0.0	0.0	--
Hamilton	3	3	0.0%	2	1	-50.0%	\$194,500	\$190,000	-2.3%	20	23	+15.0%	5.3	6.7	+26.2%
Herkimer	3	0	-100.0%	2	3	+50.0%	\$412,500	\$825,000	+100.0%	14	11	-21.4%	4.2	3.6	-15.9%
Lewis	0	0	--	0	0	--	\$0	\$0	--	1	3	+200.0%	0.0	0.0	--
Oneida	0	0	--	0	0	--	\$0	\$0	--	3	2	-33.3%	1.8	1.3	-29.3%
Saratoga	1	7	+600.0%	1	1	0.0%	\$375,000	\$705,000	+88.0%	5	22	+340.0%	3.3	11.7	+252.0%
St Lawrence	0	2	--	3	2	-33.3%	\$49,900	\$160,000	+220.6%	12	11	-8.3%	5.5	4.2	-23.5%
Warren	0	1	--	2	1	-50.0%	\$415,500	\$215,000	-48.3%	2	5	+150.0%	1.3	2.3	+86.7%
Washington	0	1	--	0	0	--	\$0	\$0	--	1	3	+200.0%	1.0	3.0	+200.0%
Other	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--