

Monthly Indicators



March 2025

U.S. existing-home sales rebounded from the previous month, rising 4.2% to a seasonally adjusted annual rate of 4.26 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast sales would fall to a rate of 3.95 million for the month. Purchase activity increased in the South and the West but decreased in the Northeast, while sales in the Midwest remained unchanged from one month earlier.

New Listings increased 13.7 percent to 133. Pending Sales were up 8.2 percent to 92. Inventory levels grew 5.3 percent to 473 units.

Prices continued to gain traction. The Median Sales Price increased 42.1 percent to \$270,000. Days on Market was up 16.3 percent to 107 days. Buyers felt empowered as Months Supply of Inventory was up 7.1 percent to 4.5 months.

Heading into March there were 1.24 million properties for sale, a 5.1% increase from the previous month and a 17% jump from one year ago, for a 3.5-month supply at the current sales pace, according to NAR. While mortgage rates have remained in the mid-to-high 6% range, the additional supply appears to have helped bring some buyers out of the woodwork, even as sales prices continue to rise nationwide.

Activity Snapshot

- 14.1% **+ 42.1%** **+ 5.3%**

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

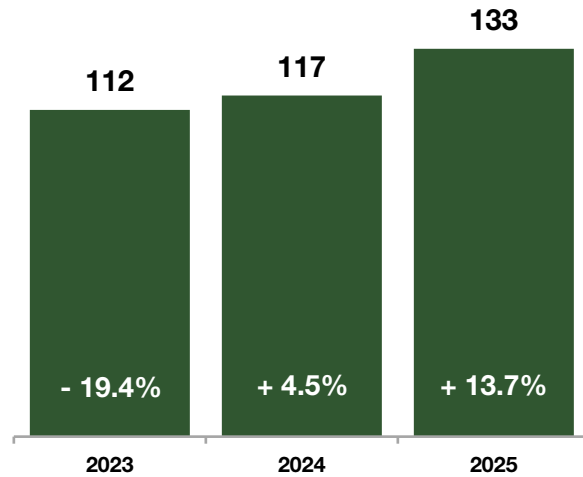
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	3-2024	3-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		117	133	+ 13.7%	310	297	- 4.2%
Pending Sales		85	92	+ 8.2%	263	243	- 7.6%
Closed Sales		92	79	- 14.1%	233	240	+ 3.0%
Days on Market		92	107	+ 16.3%	88	87	- 1.1%
Median Sales Price		\$190,000	\$270,000	+ 42.1%	\$190,000	\$217,500	+ 14.5%
Avg. Sales Price		\$289,731	\$342,409	+ 18.2%	\$255,764	\$290,466	+ 13.6%
Pct. of List Price Received		94.0%	95.1%	+ 1.2%	93.7%	95.0%	+ 1.4%
Affordability Index		199	134	- 32.7%	199	167	- 16.1%
Homes for Sale		449	473	+ 5.3%	--	--	--
Months Supply		4.2	4.5	+ 7.1%	--	--	--

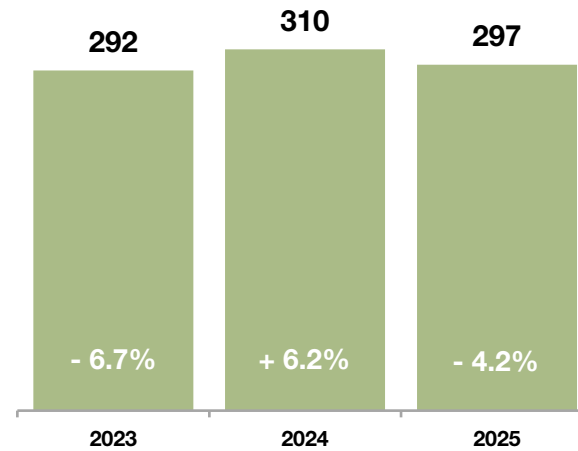
New Listings

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

March

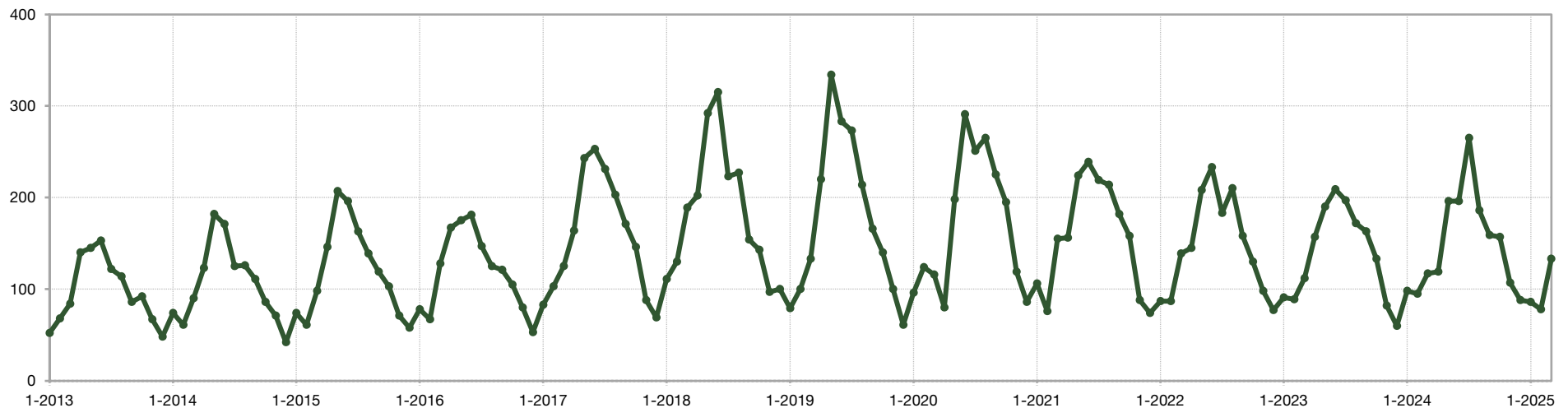


Year to Date



New Listings		Prior Year	Percent Change
April 2024	119	157	-24.2%
May 2024	196	190	+3.2%
June 2024	196	209	-6.2%
July 2024	265	197	+34.5%
August 2024	186	172	+8.1%
September 2024	159	163	-2.5%
October 2024	157	133	+18.0%
November 2024	107	82	+30.5%
December 2024	88	60	+46.7%
January 2025	86	98	-12.2%
February 2025	78	95	-17.9%
March 2025	133	117	+13.7%
12-Month Avg	148	139	+6.5%

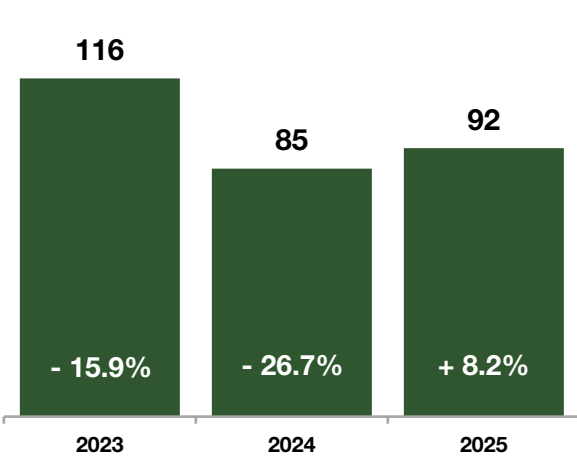
Historical New Listings by Month



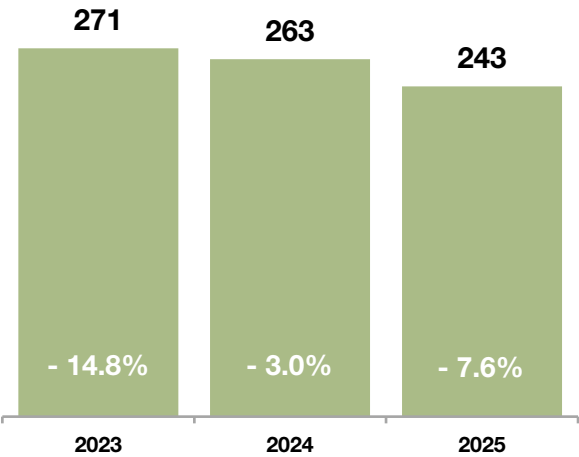
Pending Sales

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

March

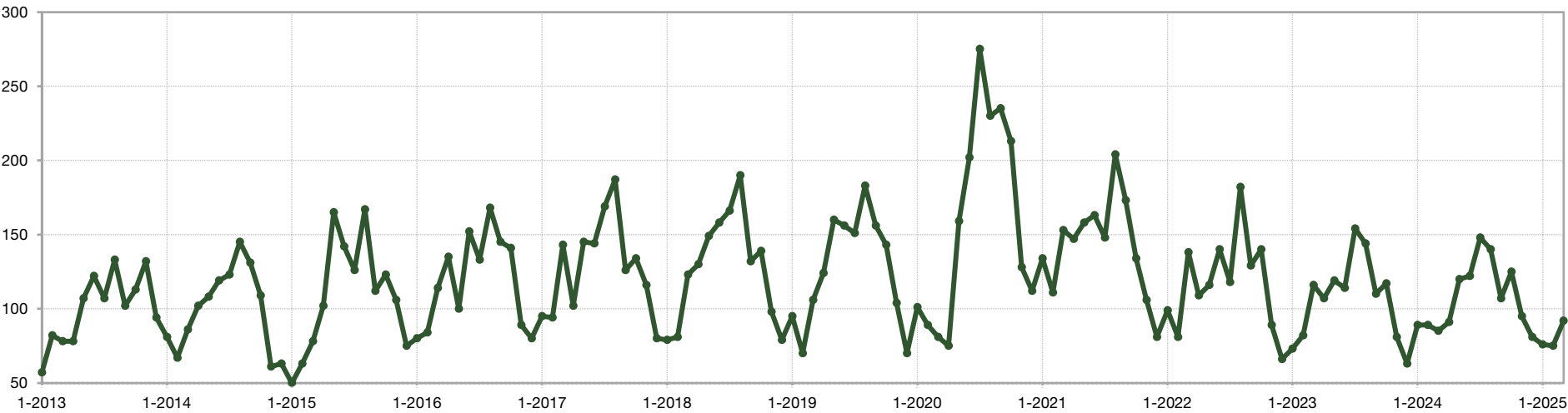


Year to Date



Pending Sales		Prior Year	Percent Change
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	140	144	-2.8%
September 2024	107	110	-2.7%
October 2024	125	117	+6.8%
November 2024	95	81	+17.3%
December 2024	81	63	+28.6%
January 2025	76	89	-14.6%
February 2025	75	89	-15.7%
March 2025	92	85	+8.2%
12-Month Avg	106	106	0.0%

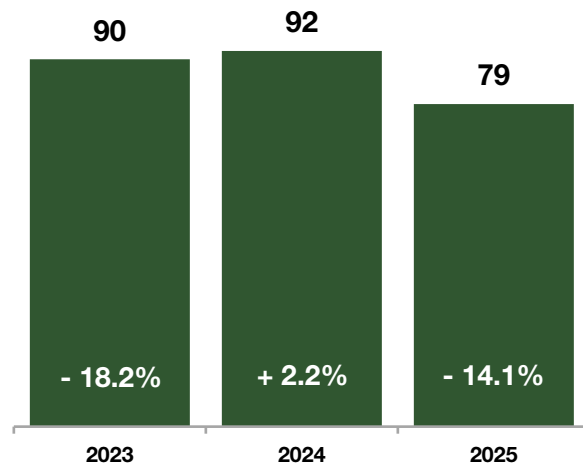
Historical Pending Sales by Month



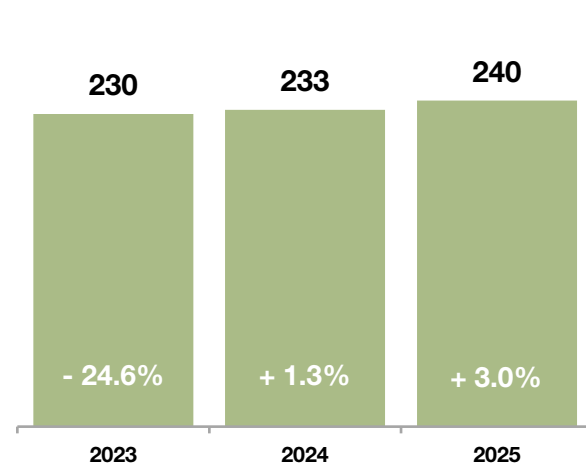
Closed Sales

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

March

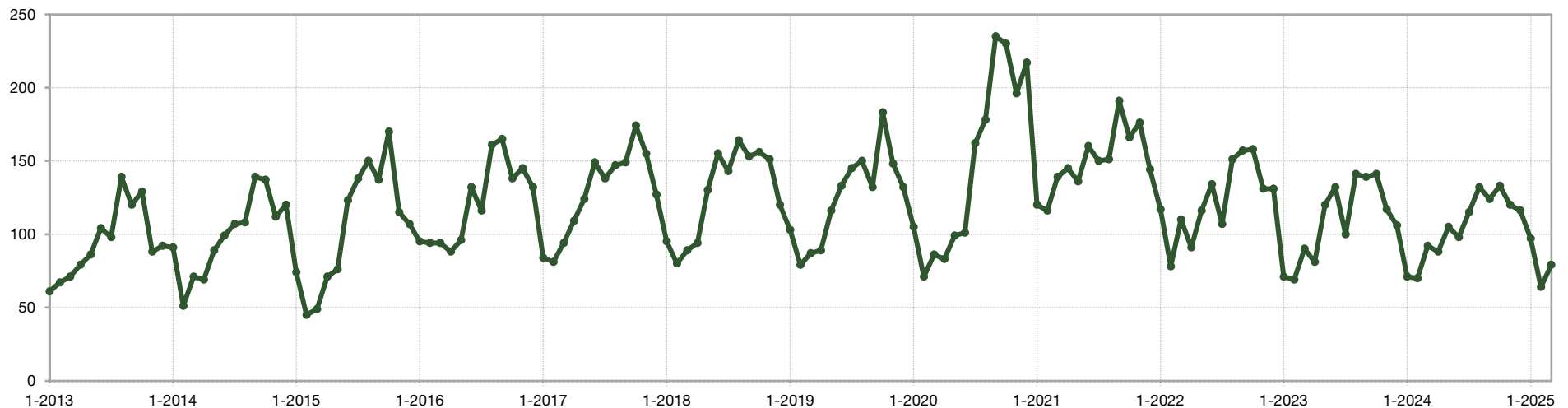


Year to Date



Closed Sales		Prior Year	Percent Change
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	64	70	-8.6%
March 2025	79	92	-14.1%
12-Month Avg	106	109	-2.8%

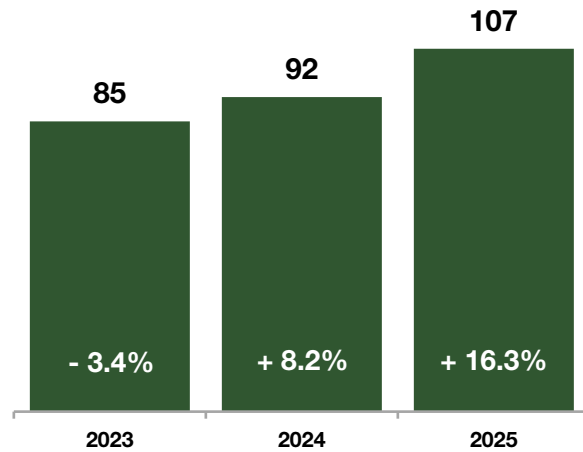
Historical Closed Sales by Month



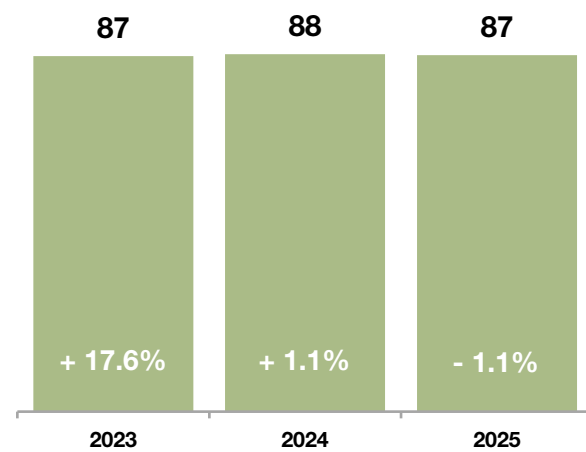
Days on Market Until Sale

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

March



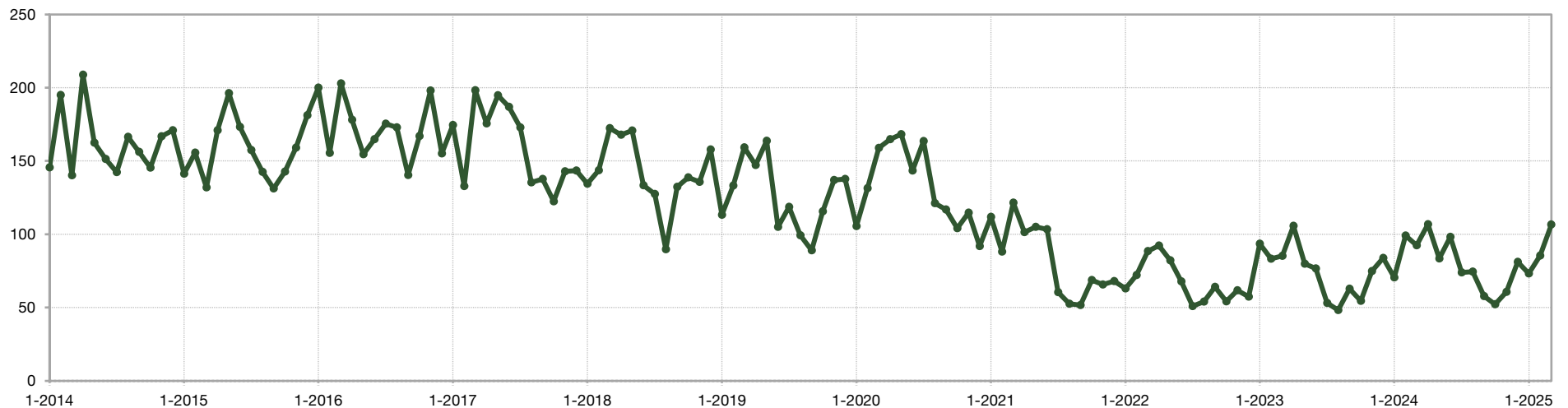
Year to Date



Days on Market		Prior Year	Percent Change
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	85	99	-14.1%
March 2025	107	92	+16.3%
12-Month Avg*	77	72	+6.9%

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

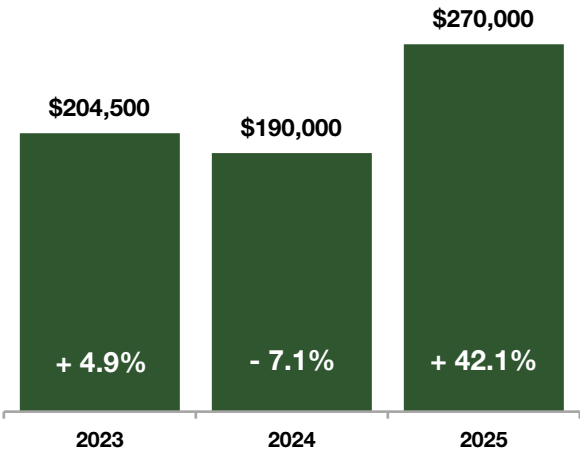
Historical Days on Market Until Sale by Month



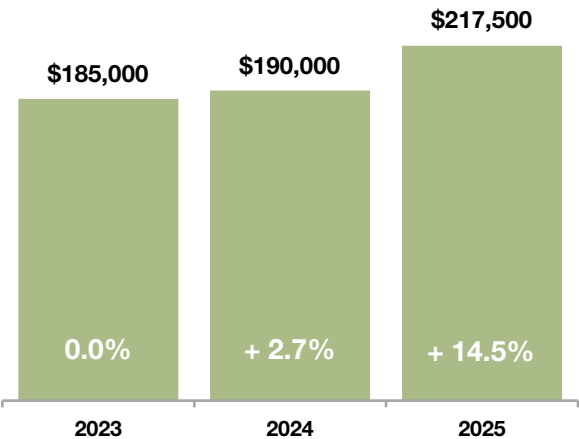
Median Sales Price

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

March



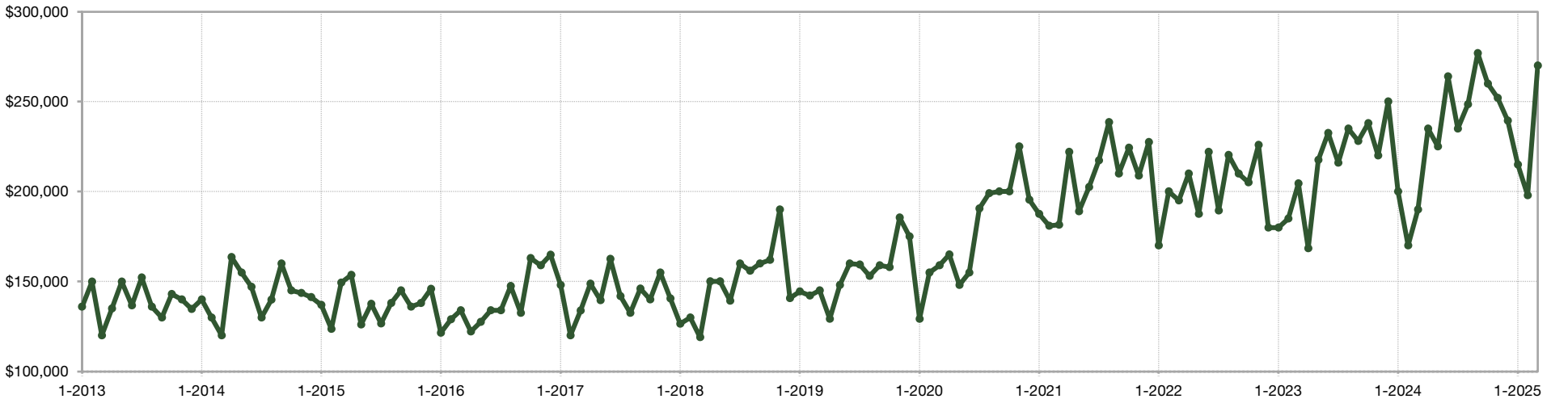
Year to Date



Median Sales Price	Prior Year	Percent Change
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	\$197,850	\$170,000 +16.4%
March 2025	\$270,000	\$190,000 +42.1%
12-Month Med*	\$249,000	\$215,000 +15.8%

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

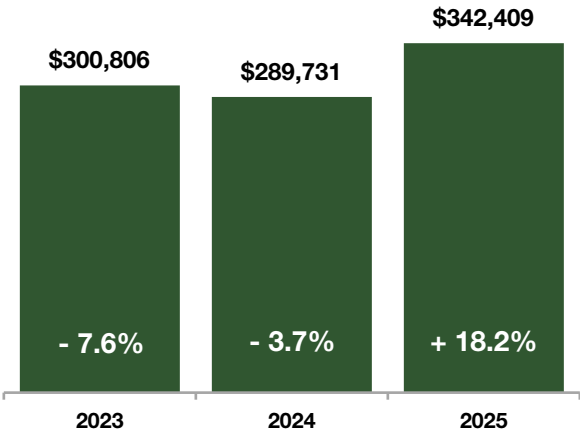
Historical Median Sales Price by Month



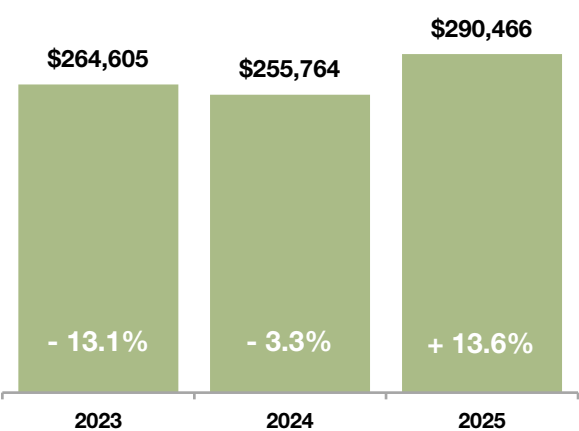
Average Sales Price

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

March



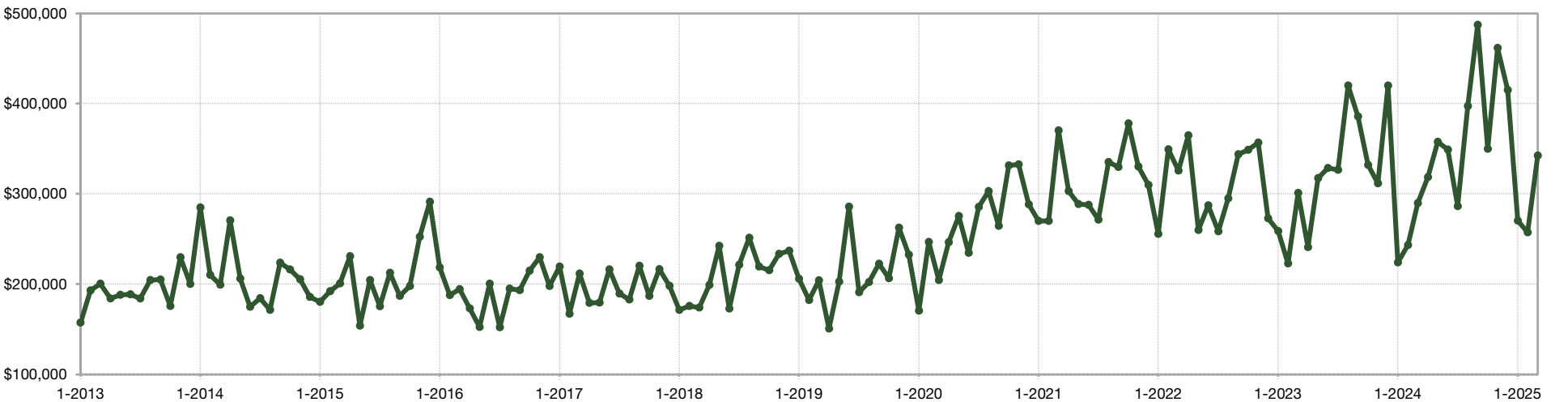
Year to Date



Avg. Sales Price		Prior Year	Percent Change
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	\$257,169	\$243,325	+5.7%
March 2025	\$342,409	\$289,731	+18.2%
12-Month Avg*	\$366,056	\$331,072	+10.6%

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

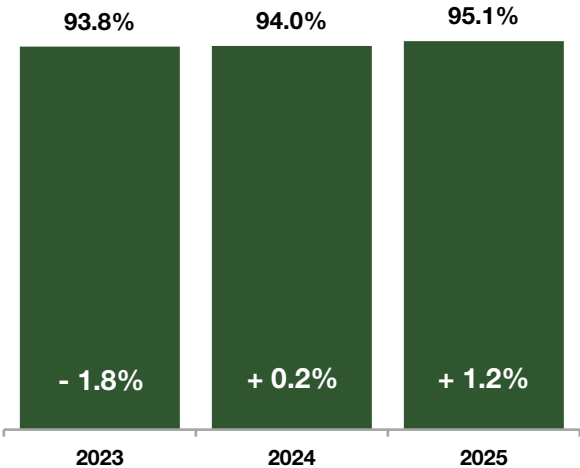
Historical Average Sales Price by Month



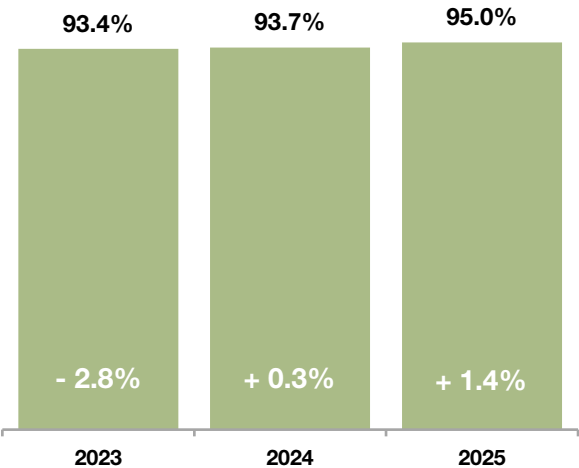
Percent of List Price Received

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.

March



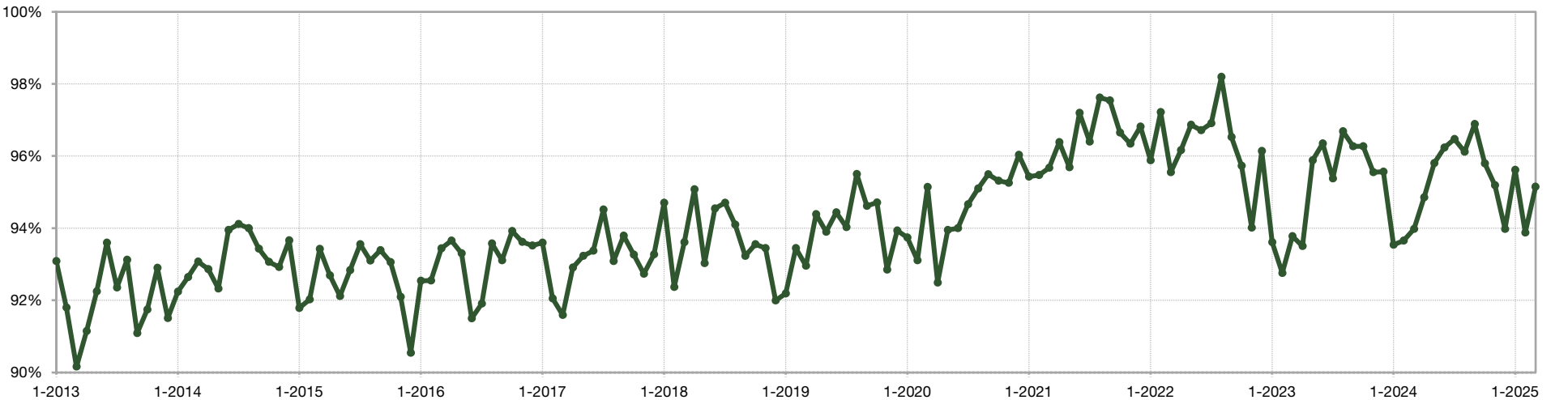
Year to Date



Pct. of List Price Received		Prior Year	Percent Change
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	93.9%	93.7%	+0.2%
March 2025	95.1%	94.0%	+1.2%
12-Month Avg*	95.6%	95.5%	+0.1%

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

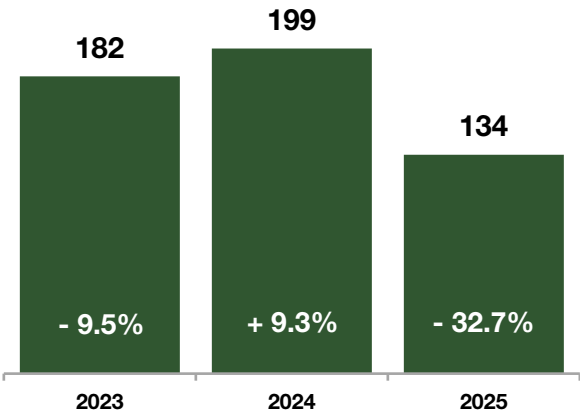
Historical Percent of List Price Received by Month



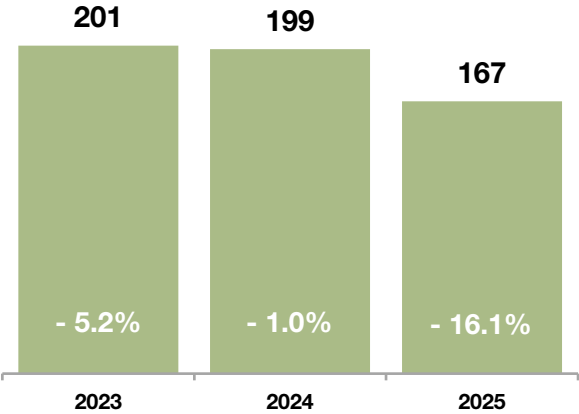
Housing Affordability Index

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.

March

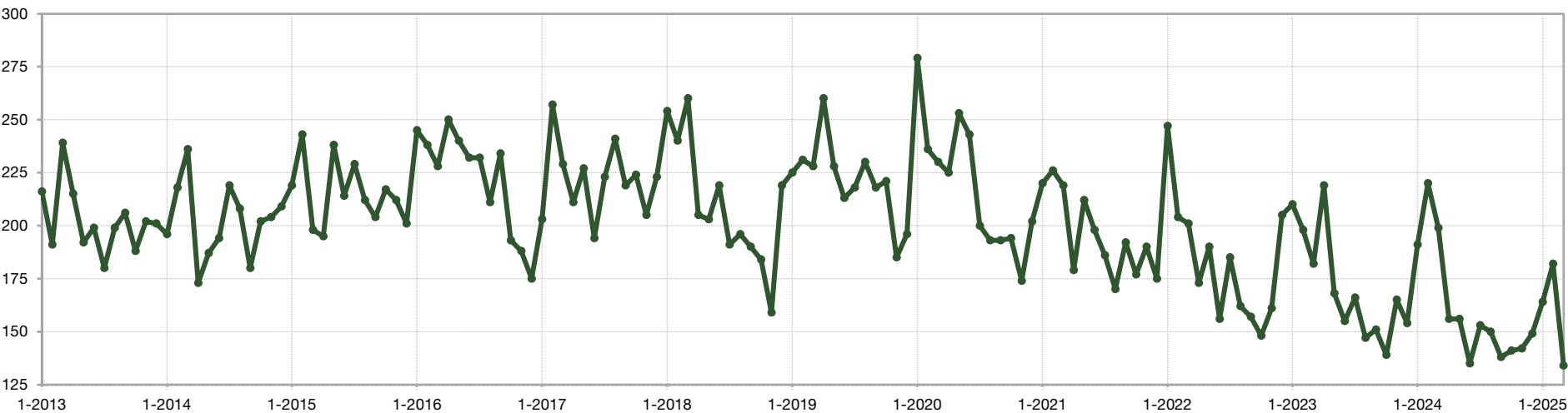


Year to Date



Affordability Index		Prior Year	Percent Change
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	182	220	-17.3%
March 2025	134	199	-32.7%
12-Month Avg	150	173	-13.2%

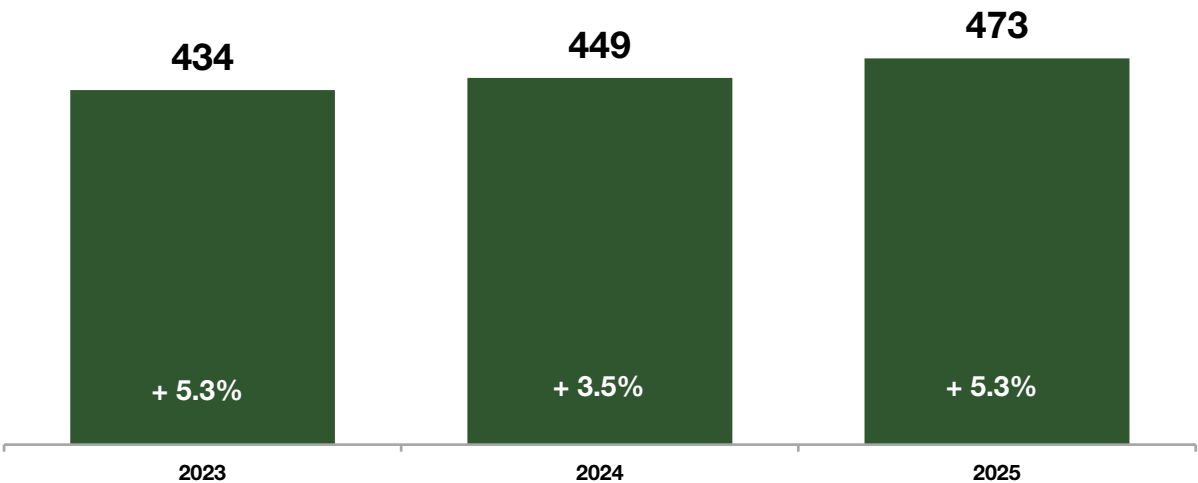
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

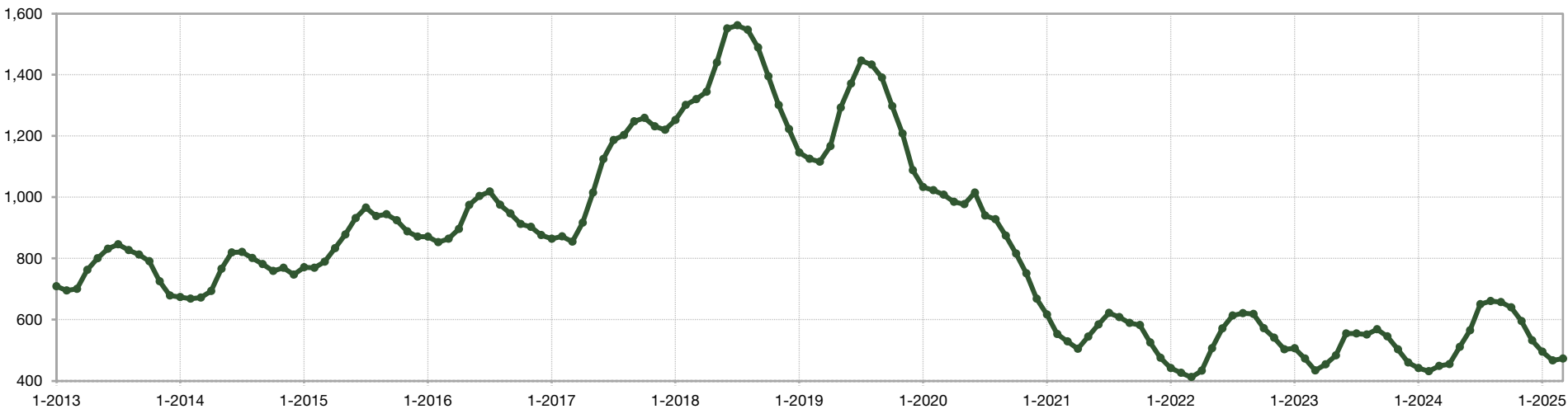
The number of properties available for sale in active status at the end of a given month.

March



Homes for Sale		Prior Year	Percent Change
April 2024	455	454	+0.2%
May 2024	511	483	+5.8%
June 2024	565	555	+1.8%
July 2024	650	555	+17.1%
August 2024	661	551	+20.0%
September 2024	657	568	+15.7%
October 2024	640	545	+17.4%
November 2024	595	503	+18.3%
December 2024	532	460	+15.7%
January 2025	495	442	+12.0%
February 2025	467	431	+8.4%
March 2025	473	449	+5.3%
12-Month Avg	558	500	+11.6%

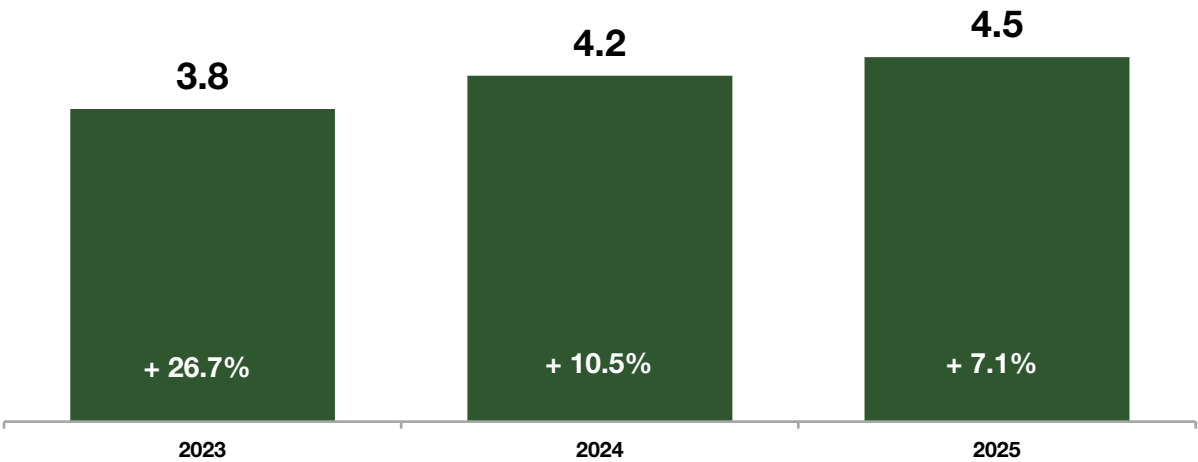
Historical Inventory of Homes for Sale by Month



Months Supply of Inventory

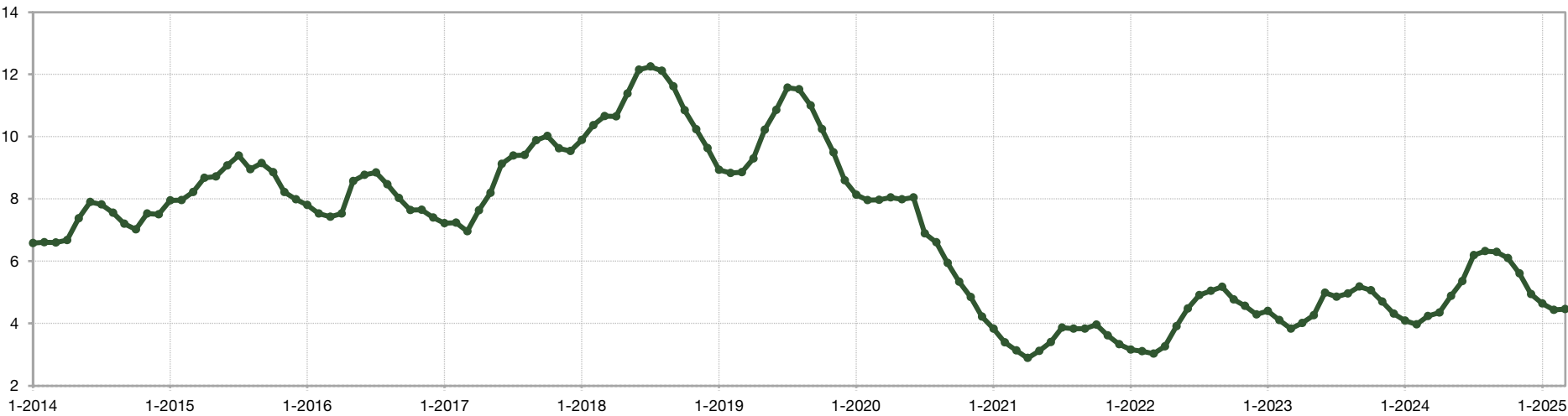
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

March



Months Supply		Prior Year	Percent Change
April 2024	4.3	4.0	+7.5%
May 2024	4.9	4.3	+14.0%
June 2024	5.4	5.0	+8.0%
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	5.6	4.7	+19.1%
December 2024	4.9	4.3	+14.0%
January 2025	4.6	4.1	+12.2%
February 2025	4.4	4.0	+10.0%
March 2025	4.5	4.2	+7.1%
12-Month Avg	5.3	4.6	+15.2%

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		
	3-2024	3-2025	+ / -	3-2024	3-2025	+ / -	3-2024	3-2025	+ / -	3-2024	3-2025	+ / -	3-2024	3-2025	+ / -
Clinton	46	51	+10.9%	40	32	-20.0%	\$192,500	\$245,000	+27.3%	125	120	-4.0%	2.8	2.8	+1.8%
Essex	28	36	+28.6%	20	25	+25.0%	\$366,875	\$345,000	-6.0%	150	146	-2.7%	6.1	5.6	-8.0%
Franklin	30	33	+10.0%	27	17	-37.0%	\$87,000	\$118,453	+36.2%	115	137	+19.1%	4.6	5.7	+24.9%
Fulton	0	0	--	0	0	--	\$0	\$0	--	1	0	-100.0%	0.0	0.0	--
Hamilton	3	2	-33.3%	1	0	-100.0%	\$127,500	\$0	-100.0%	21	20	-4.8%	5.5	5.9	+6.9%
Herkimer	5	1	-80.0%	0	2	--	\$0	\$277,500	--	17	8	-52.9%	5.5	2.6	-52.7%
Lewis	0	0	--	0	0	--	\$0	\$0	--	1	1	0.0%	0.0	1.0	--
Oneida	0	1	--	0	1	--	\$0	\$895,000	--	2	1	-50.0%	1.3	0.7	-50.0%
Saratoga	1	3	+200.0%	2	0	-100.0%	\$455,500	\$0	-100.0%	4	17	+325.0%	2.2	8.5	+282.5%
St Lawrence	1	3	+200.0%	1	0	-100.0%	\$116,000	\$0	-100.0%	10	17	+70.0%	4.3	6.5	+50.4%
Warren	2	1	-50.0%	1	1	0.0%	\$180,000	\$255,000	+41.7%	1	3	+200.0%	0.6	1.6	+188.0%
Washington	1	2	+100.0%	0	1	--	\$0	\$22,000	--	1	2	+100.0%	1.0	1.4	+42.9%
Other	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--