

# Monthly Indicators

## April 2025

U.S. existing-home sales decreased 5.9% month-over-month and 2.4% year-over-year to a seasonally adjusted annual rate of 4.02 million units, according to the National Association of REALTORS® (NAR), as affordability challenges and economic uncertainty weigh on market activity. Sales were down month-over-month in all four regions, with the West experiencing the largest decline, at 9.4%.

New Listings increased 33.6 percent to 159. Pending Sales were up 13.2 percent to 103. Inventory levels grew 12.3 percent to 510 units.

Prices were a tad soft. The Median Sales Price decreased 3.5 percent to \$226,750. Days on Market was down 2.8 percent to 104 days. Buyers felt empowered as Months Supply of Inventory was up 11.6 percent to 4.8 months.

Total housing inventory increased 8.1% month-over-month for a total of 1.33 million units heading into April, equivalent to a 4.0-month supply at the current sales pace, according to NAR. Although inventory is up nearly 20% from the same time last year, the additional supply has had little effect on home prices across much of the country, with the national median existing-home price climbing 2.7% year-over-year to \$403,700 as of last measure.

## Activity Snapshot

**+ 6.8%**      **- 3.5%**      **+ 12.3%**

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.

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# Activity Overview

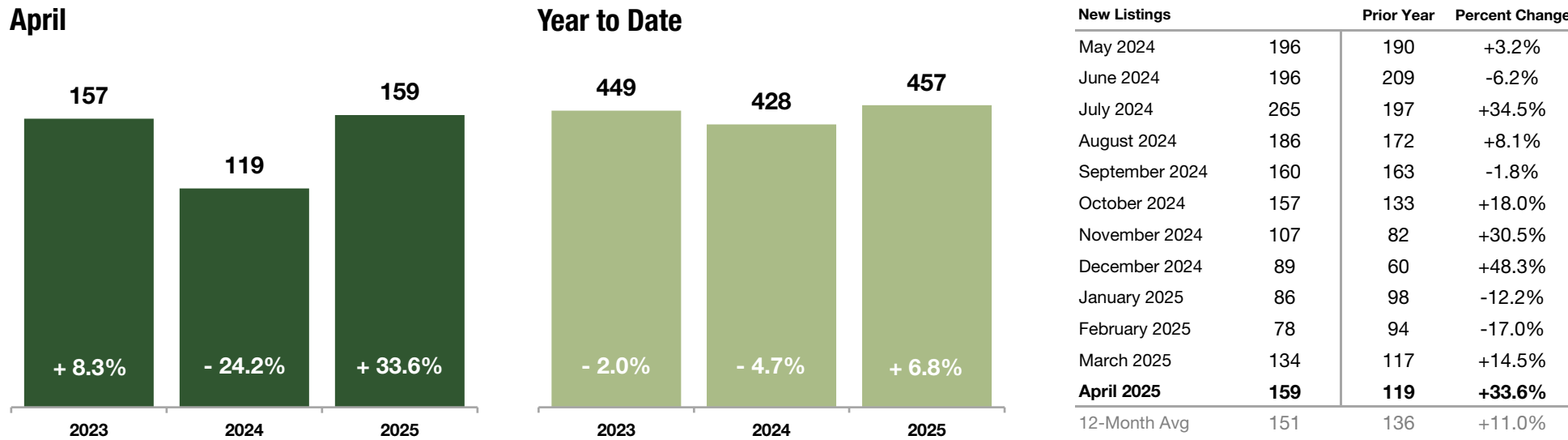
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



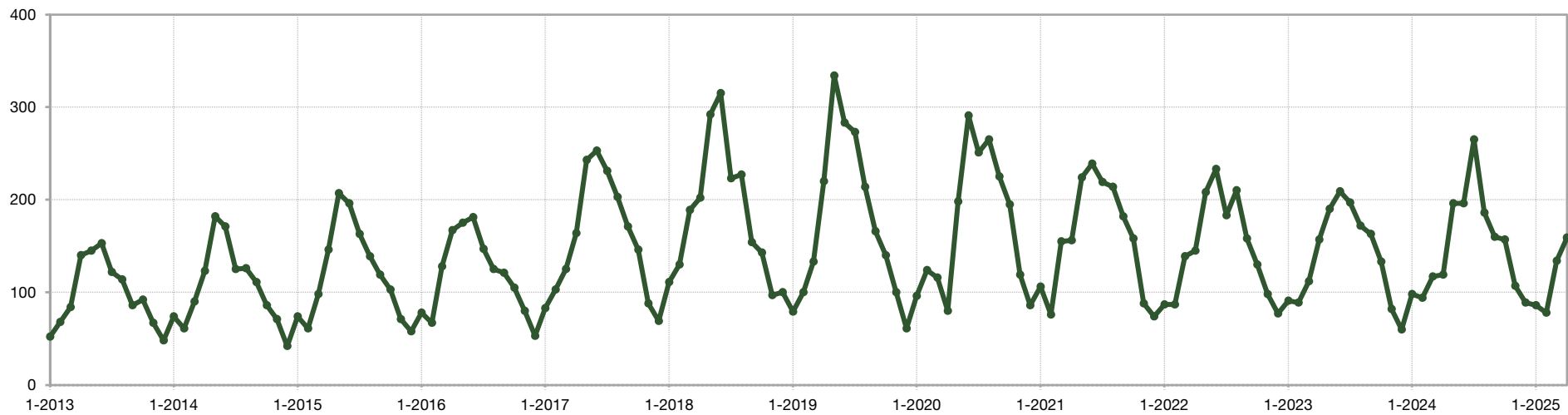
Key Metrics	Historical Sparkbars	4-2024	4-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		119	159	+ 33.6%	428	457	+ 6.8%
Pending Sales		91	103	+ 13.2%	354	343	- 3.1%
Closed Sales		88	94	+ 6.8%	321	335	+ 4.4%
Days on Market		107	104	- 2.8%	93	92	- 1.1%
Median Sales Price		\$235,000	\$226,750	- 3.5%	\$200,000	\$220,000	+ 10.0%
Avg. Sales Price		\$318,495	\$363,263	+ 14.1%	\$272,962	\$310,757	+ 13.8%
Pct. of List Price Received		94.9%	94.6%	- 0.3%	94.0%	94.9%	+ 1.0%
Affordability Index		156	156	0.0%	183	161	- 12.0%
Homes for Sale		454	510	+ 12.3%	--	--	--
Months Supply		4.3	4.8	+ 11.6%	--	--	--

# New Listings

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

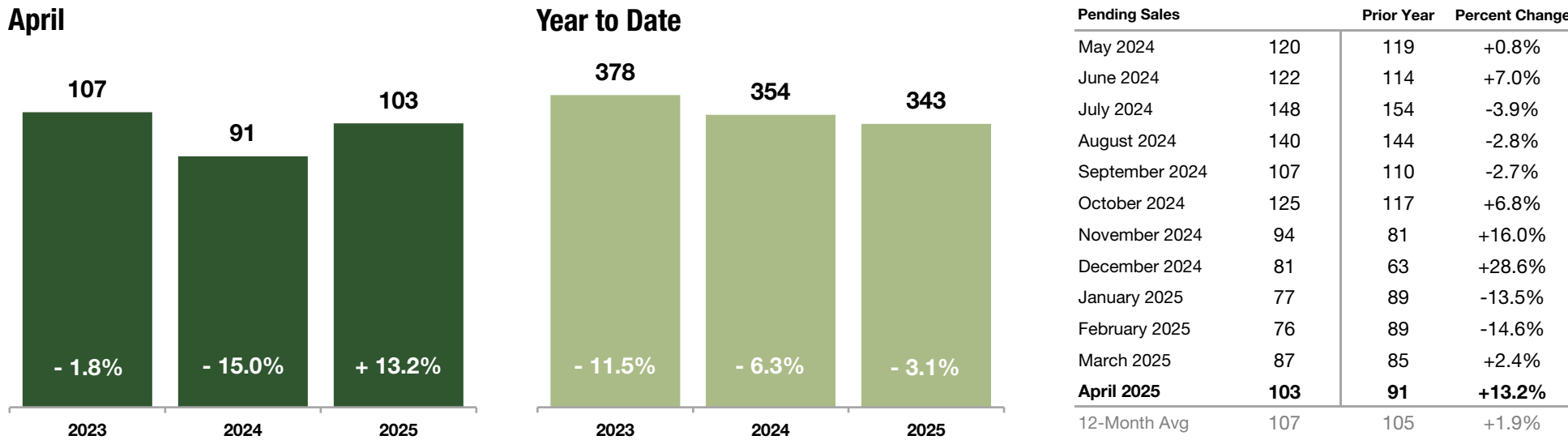


## Historical New Listings by Month

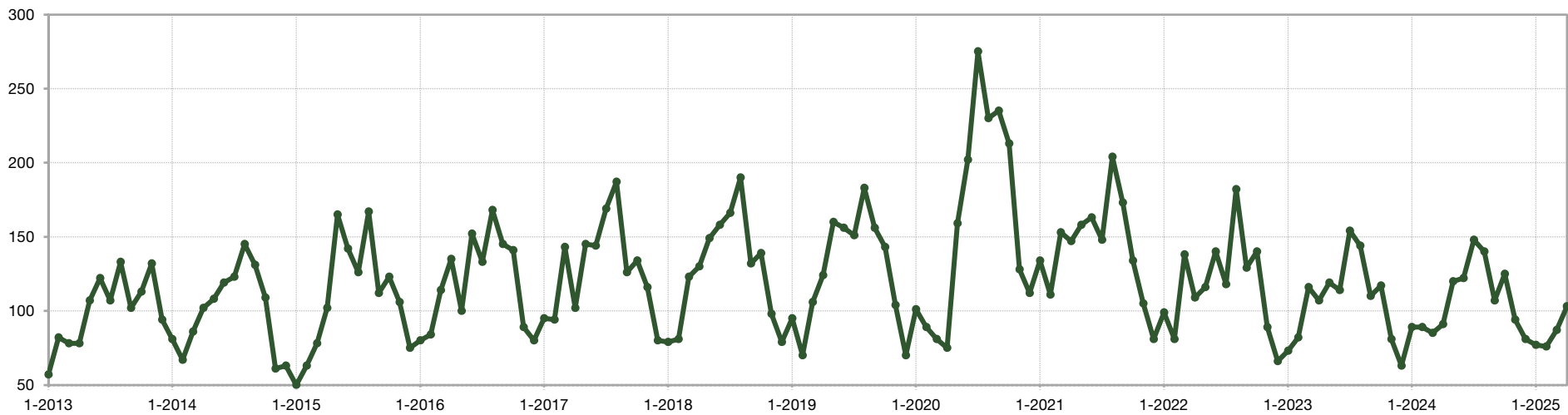


# Pending Sales

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

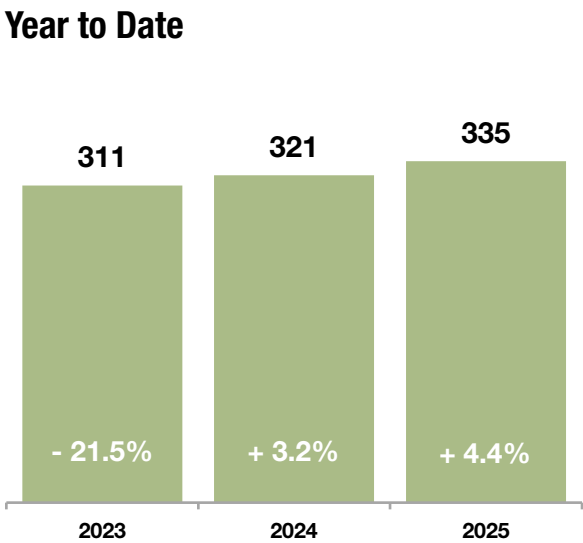
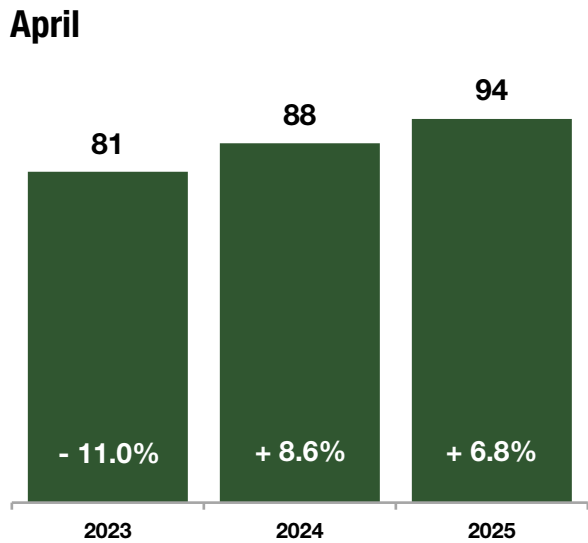


## Historical Pending Sales by Month



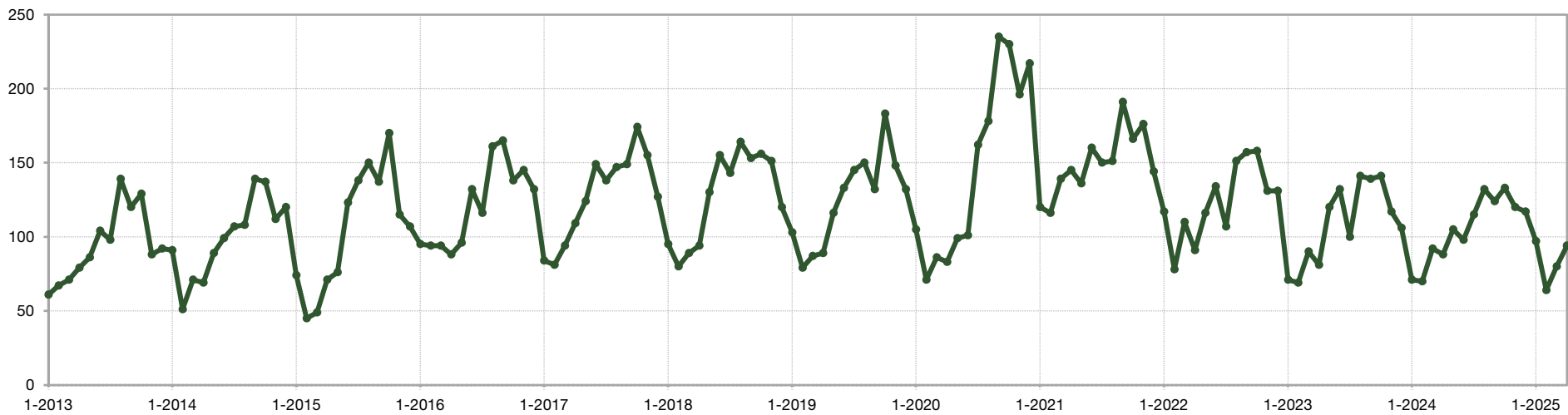
# Closed Sales

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



Closed Sales		Prior Year	Percent Change
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	117	106	+10.4%
January 2025	97	71	+36.6%
February 2025	64	70	-8.6%
March 2025	80	92	-13.0%
April 2025	94	88	+6.8%
12-Month Avg	107	110	-2.7%

## Historical Closed Sales by Month

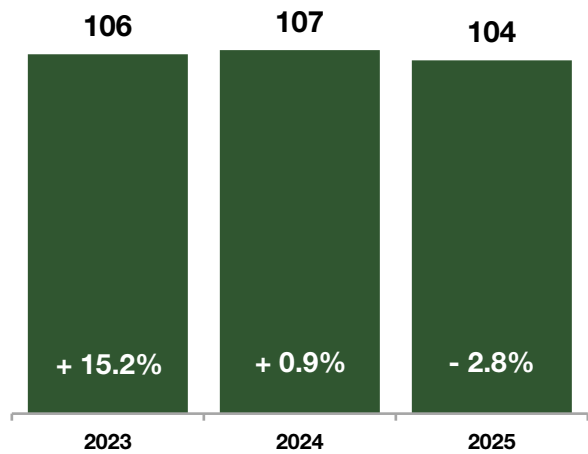


# Days on Market Until Sale

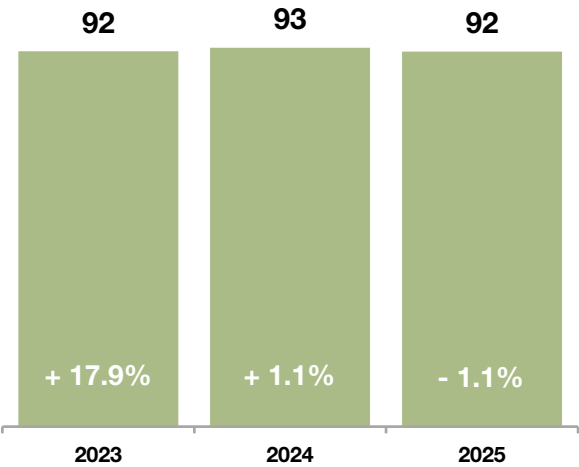
Average number of days between when a property is listed and when an offer is accepted in a given month.



## April



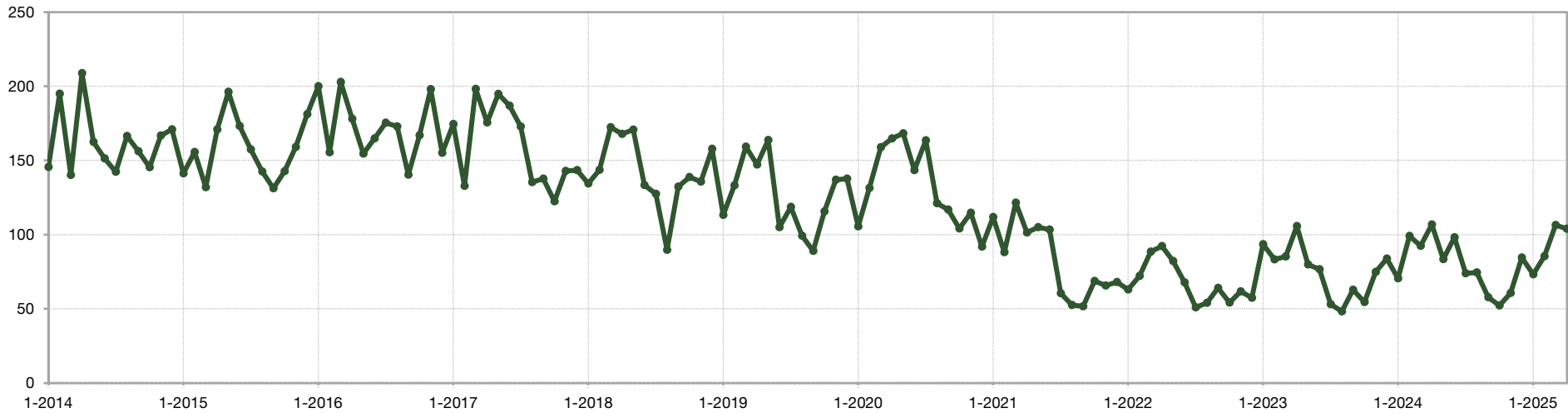
## Year to Date



Days on Market		Prior Year	Percent Change
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	84	84	0.0%
January 2025	73	70	+4.3%
February 2025	85	99	-14.1%
March 2025	106	92	+15.2%
April 2025	104	107	-2.8%
12-Month Avg*	77	73	+5.5%

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

## Historical Days on Market Until Sale by Month

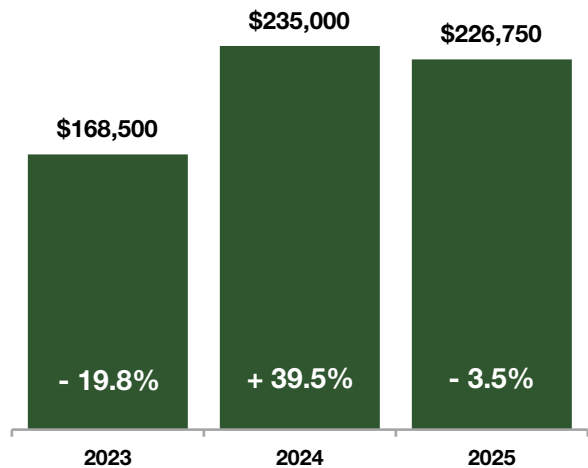


# Median Sales Price

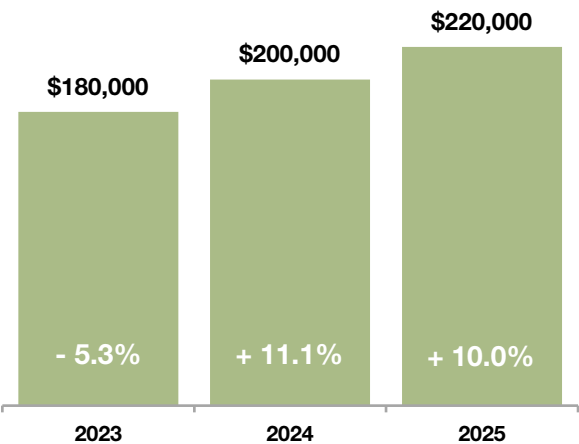
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## April



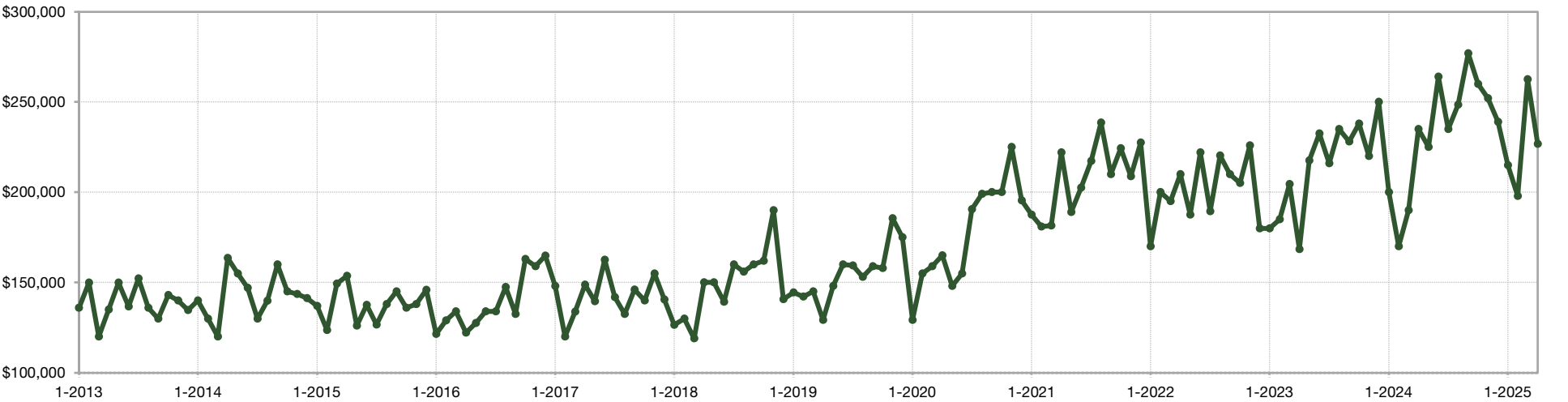
## Year to Date



Median Sales Price	Prior Year	Percent Change
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	\$239,000	\$250,000 -4.4%
January 2025	\$215,000	\$200,000 +7.5%
February 2025	\$197,850	\$170,000 +16.4%
March 2025	\$262,500	\$190,000 +38.2%
April 2025	\$226,750	\$235,000 -3.5%
12-Month Med*	\$245,900	\$220,000 +11.8%

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

## Historical Median Sales Price by Month

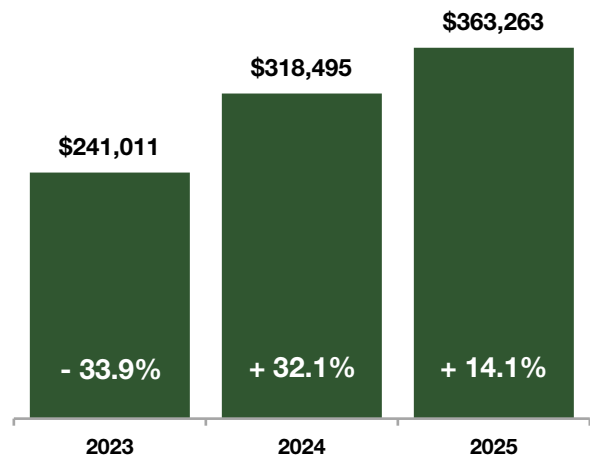


# Average Sales Price

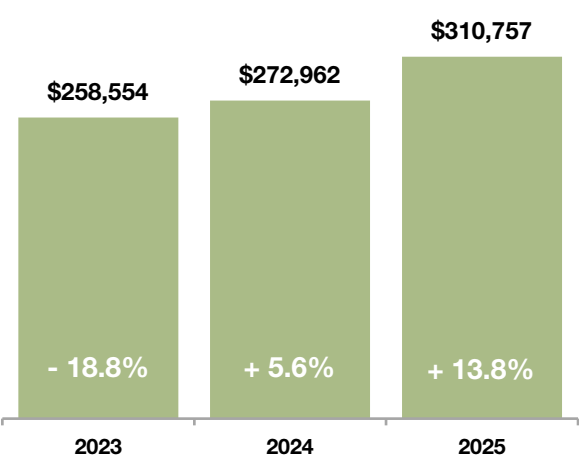
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## April



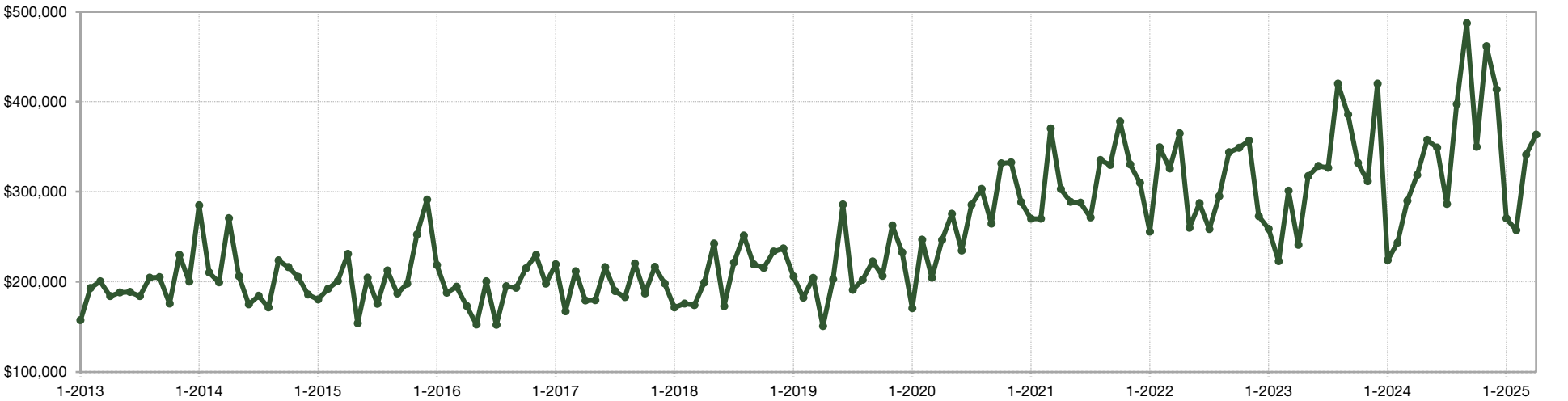
## Year to Date



Avg. Sales Price		Prior Year	Percent Change
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	\$413,456	\$420,009	-1.6%
January 2025	\$270,131	\$224,014	+20.6%
February 2025	\$257,169	\$243,325	+5.7%
March 2025	\$341,192	\$289,731	+17.8%
April 2025	\$363,263	\$318,495	+14.1%
12-Month Avg*	\$368,922	\$335,644	+9.9%

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

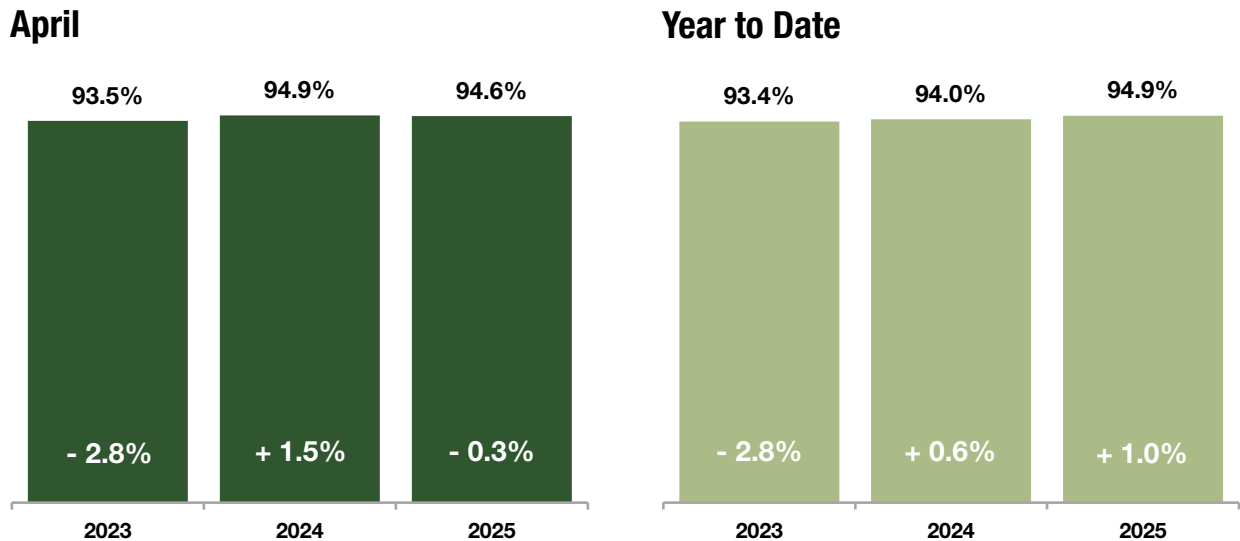
## Historical Average Sales Price by Month





# Percent of List Price Received

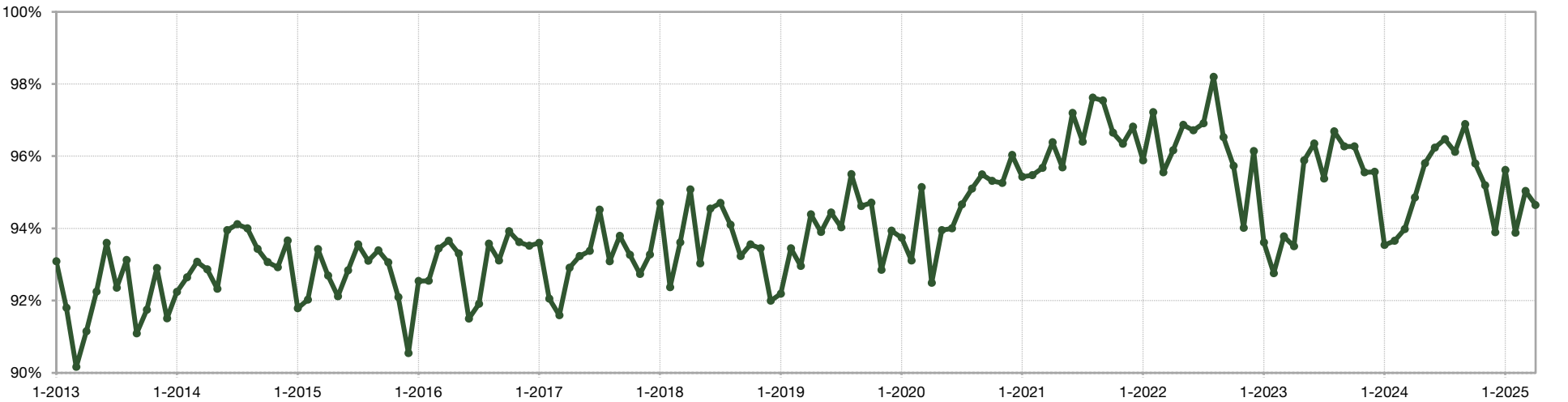
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



Pct. of List Price Received		Prior Year	Percent Change
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	93.9%	95.6%	-1.8%
January 2025	95.6%	93.5%	+2.2%
February 2025	93.9%	93.7%	+0.2%
March 2025	95.0%	94.0%	+1.1%
April 2025	94.6%	94.9%	-0.3%
12-Month Avg*	95.6%	95.6%	0.0%

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

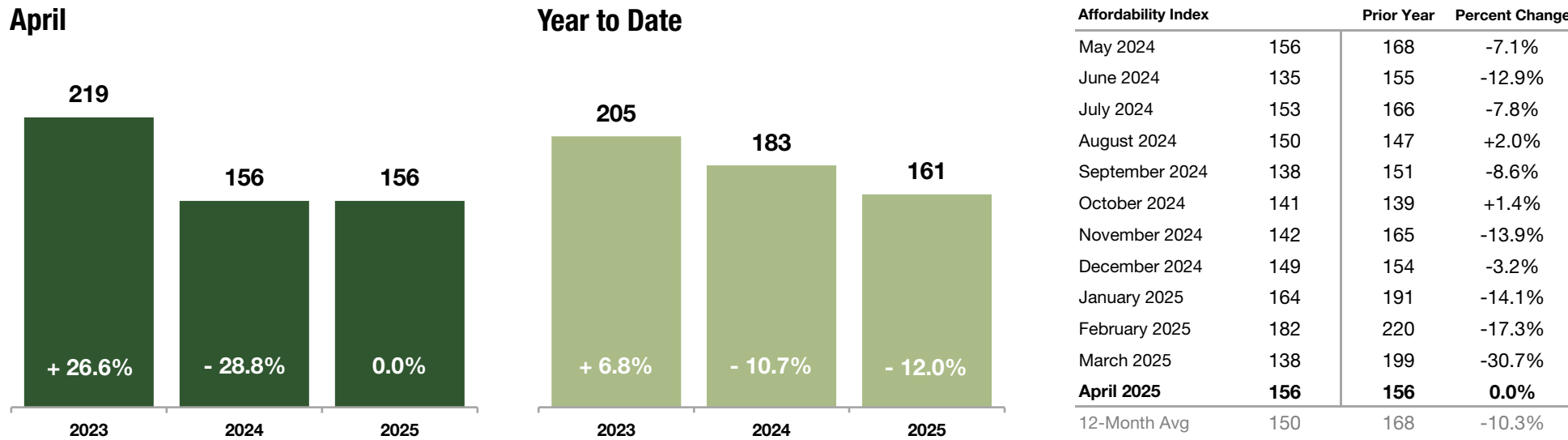
## Historical Percent of List Price Received by Month



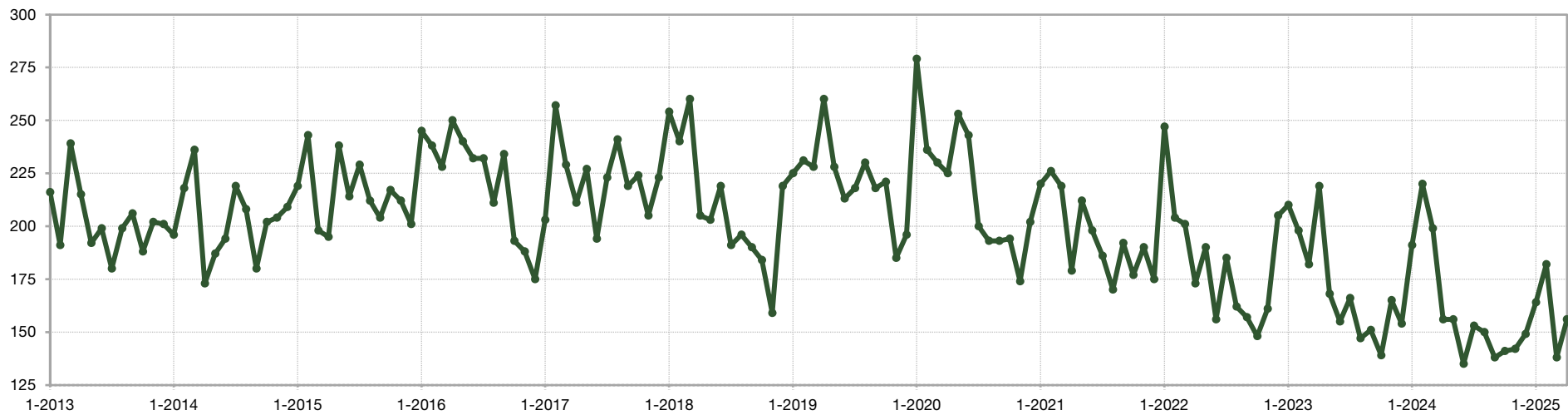
# Housing Affordability Index



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.



## Historical Housing Affordability Index by Month

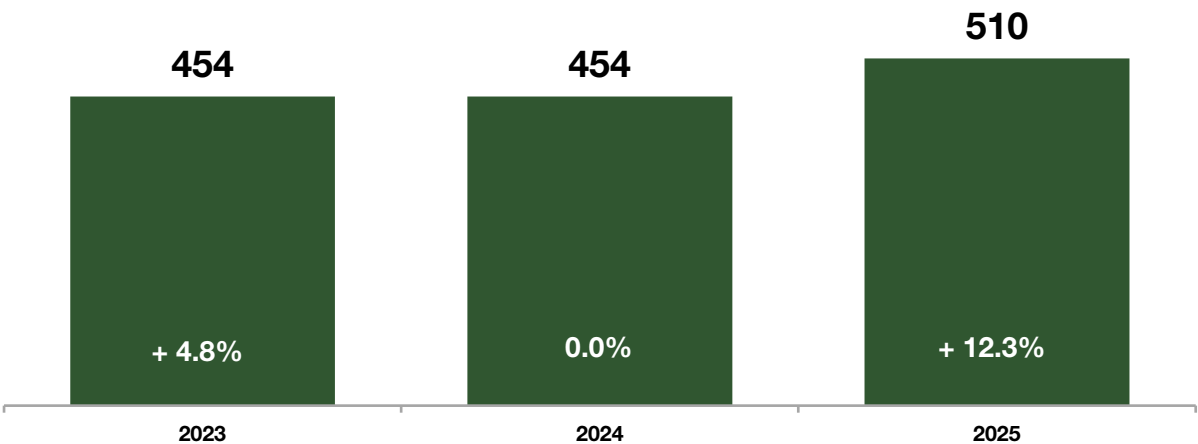


# Inventory of Homes for Sale

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

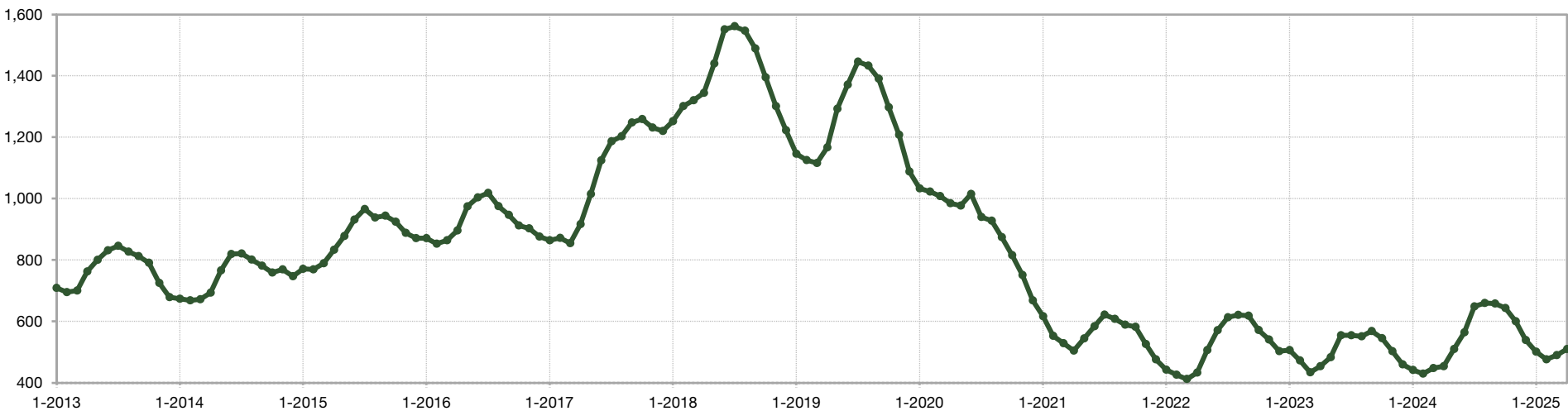


## April



Homes for Sale		Prior Year	Percent Change
May 2024	510	483	+5.6%
June 2024	564	555	+1.6%
July 2024	649	555	+16.9%
August 2024	660	551	+19.8%
September 2024	658	568	+15.8%
October 2024	643	545	+18.0%
November 2024	600	503	+19.3%
December 2024	539	460	+17.2%
January 2025	501	442	+13.3%
February 2025	476	430	+10.7%
March 2025	490	448	+9.4%
April 2025	510	454	+12.3%
12-Month Avg	567	500	+13.4%

## Historical Inventory of Homes for Sale by Month

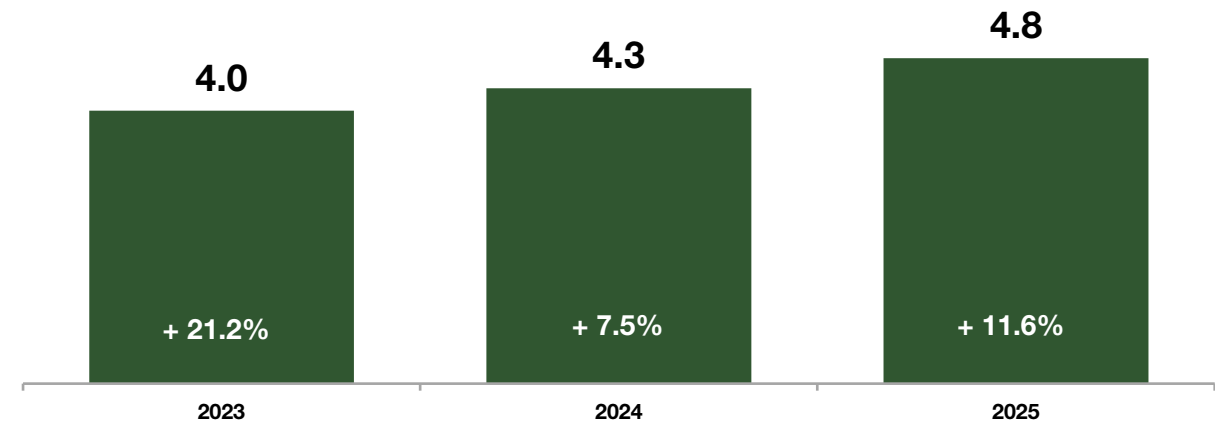


# Months Supply of Inventory

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.

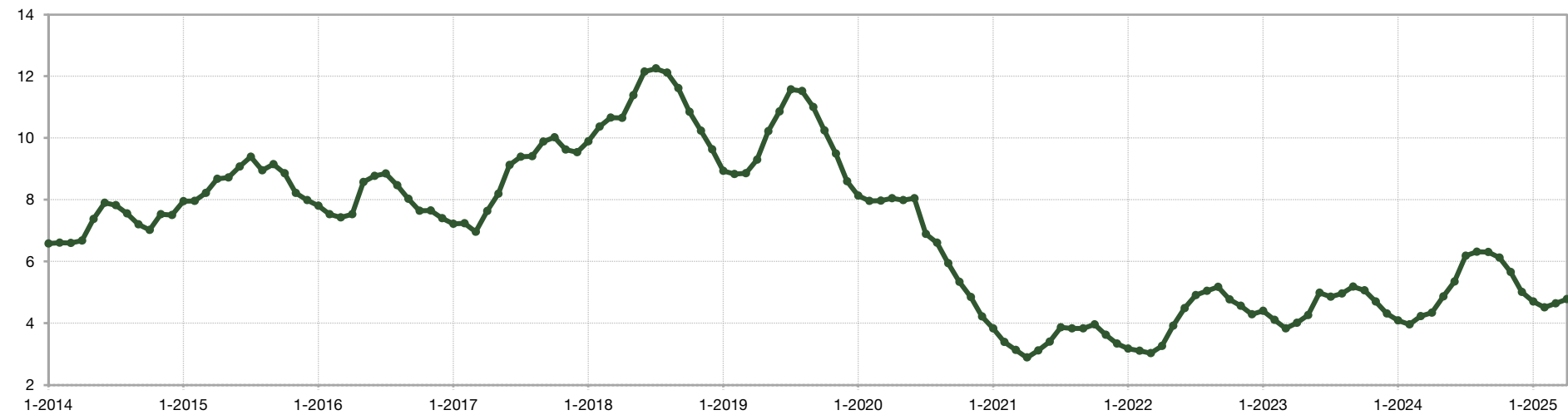


## April



Months Supply		Prior Year	Percent Change
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	5.7	4.7	+21.3%
December 2024	5.0	4.3	+16.3%
January 2025	4.7	4.1	+14.6%
February 2025	4.5	4.0	+12.5%
March 2025	4.6	4.2	+9.5%
April 2025	4.8	4.3	+11.6%
12-Month Avg	5.4	4.6	+17.4%

## 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		
	4-2024	4-2025	+ / -	4-2024	4-2025	+ / -	4-2024	4-2025	+ / -	4-2024	4-2025	+ / -	4-2024	4-2025	+ / -
Clinton	44	55	+25.0%	41	42	+2.4%	\$225,000	\$192,500	-14.4%	115	123	+7.0%	2.6	2.8	+10.0%
Essex	27	42	+55.6%	22	21	-4.5%	\$354,950	\$385,000	+8.5%	153	160	+4.6%	6.2	6.1	-2.4%
Franklin	27	44	+63.0%	16	17	+6.3%	\$146,500	\$180,000	+22.9%	120	155	+29.2%	4.9	6.3	+28.7%
Fulton	0	0	--	0	0	--	\$0	\$0	--	1	0	-100.0%	0.0	0.0	--
Hamilton	8	2	-75.0%	2	2	0.0%	\$338,000	\$587,500	+73.8%	26	14	-46.2%	7.1	4.0	-43.6%
Herkimer	4	1	-75.0%	2	1	-50.0%	\$417,500	\$75,000	-82.0%	17	7	-58.8%	5.3	2.3	-56.3%
Lewis	0	0	--	0	0	--	\$0	\$0	--	1	1	0.0%	0.0	1.0	--
Oneida	2	1	-50.0%	1	0	-100.0%	\$165,000	\$0	-100.0%	3	2	-33.3%	2.1	1.3	-40.6%
Saratoga	3	8	+166.7%	2	4	+100.0%	\$937,000	\$300,000	-68.0%	6	23	+283.3%	3.6	11.5	+219.4%
St Lawrence	3	3	0.0%	0	0	--	\$0	\$0	--	8	18	+125.0%	3.3	7.8	+134.8%
Warren	1	1	0.0%	1	2	+100.0%	\$136,000	\$525,000	+286.0%	2	3	+50.0%	1.0	1.6	+60.0%
Washington	0	2	--	1	5	+400.0%	\$174,900	\$297,000	+69.8%	1	3	+200.0%	1.0	2.1	+114.3%
Other	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--