Quarterly Indicators

New York State Association of REALTORS®, Inc.

Q2-2025

U.S. sales of existing homes were cooler than usual in the second quarter of 2025, as economic uncertainty and persistent affordability challenges continued to suppress market activity. Average 30-year mortgage rates fluctuated between 6.5% and 7% during the spring, while home prices continued to rise in many areas—diminishing purchasing power and prompting many prospective homebuyers to remain on the sidelines until affordability improves.

Pending Sales in New York State were up 1.3 percent to 30,596. Closed Sales decreased 4.7 percent to 24,055. Inventory grew 3.9 percent to 30,254 units.

Prices gazed upward as the Median Sales Price was up 2.4 percent to $435,000. Days on Market decreased 3.8 percent to 50 days. Months Supply of Inventory was up 3.0 percent to 3.4 months.

Nationally, inventory has increased significantly compared to the same period last year. According to Realtor.com, the number of homes for sale recently surpassed 1 million units for the first time since winter 2019, giving buyers a wider selection of properties to choose from. Homes are now taking nearly a week longer to sell on average than they did a year ago, and price reductions are becoming more common as sellers adjust their expectations and the market shifts toward a more balanced state.

Activity Snapshot

- 4.7%	+ 2.4%	+ 3.9%
One-Year Change in **Closed Sales**	One-Year Change in **Median Sales Price**	One-Year Change in **Homes for Sale**

Residential activity in New York State composed of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

Activity Overview

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

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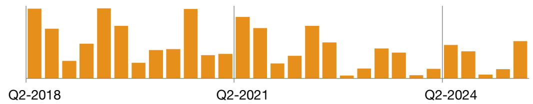
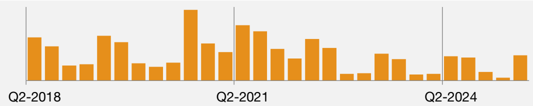
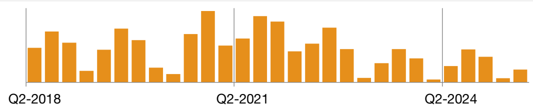
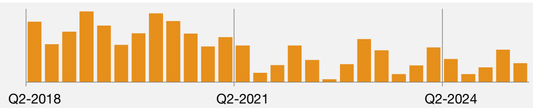
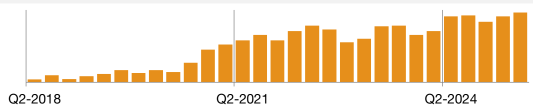
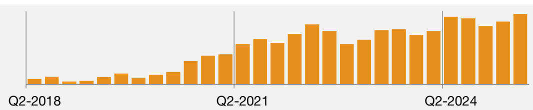
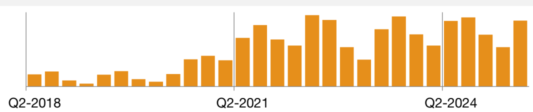
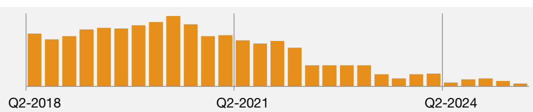
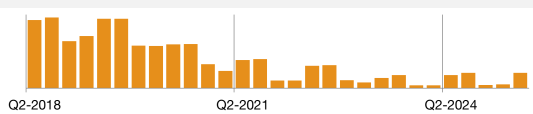
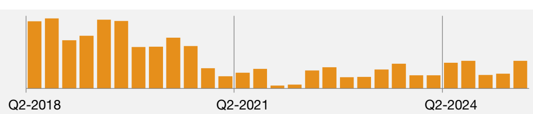
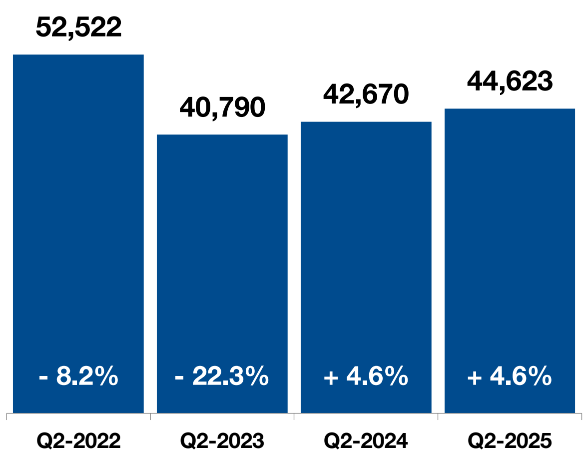
Key Metrics	Historical Sparkbars	Q2-2024	Q2-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		42,670	**44,623**	+ 4.6%	72,929	**74,714**	+ 2.4%
Pending Sales		30,206	**30,596**	+ 1.3%	53,518	**52,440**	- 2.0%
Closed Sales		25,231	**24,055**	- 4.7%	45,934	**45,128**	- 1.8%
Days on Market		52	**50**	- 3.8%	56	**54**	- 3.6%
Median Sales Price		$425,000	**$435,000**	+ 2.4%	$405,000	**$429,900**	+ 6.1%
Average Sales Price		$568,101	**$578,649**	+ 1.9%	$546,215	**$565,794**	+ 3.6%
Pct. of List Price Received		102.6%	**102.6%**	0.0%	101.5%	**101.4%**	- 0.1%
Housing Affordability Index		90	**89**	- 1.1%	94	**90**	- 4.3%
Inventory of Homes for Sale		29,110	**30,254**	+ 3.9%	--	--	--
Months Supply of Inventory		3.3	**3.4**	+ 3.0%	--	--	--

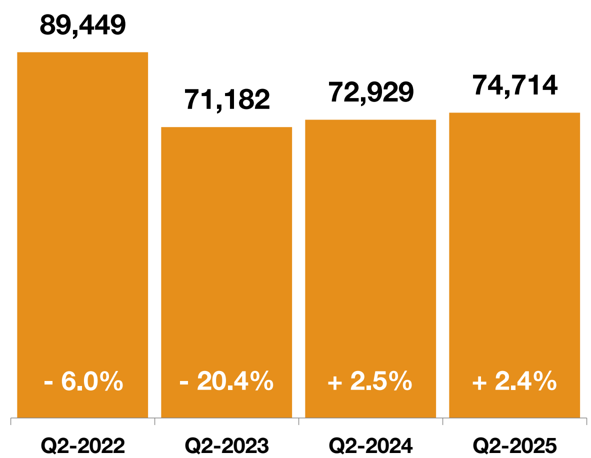
New Listings

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

Second Quarter

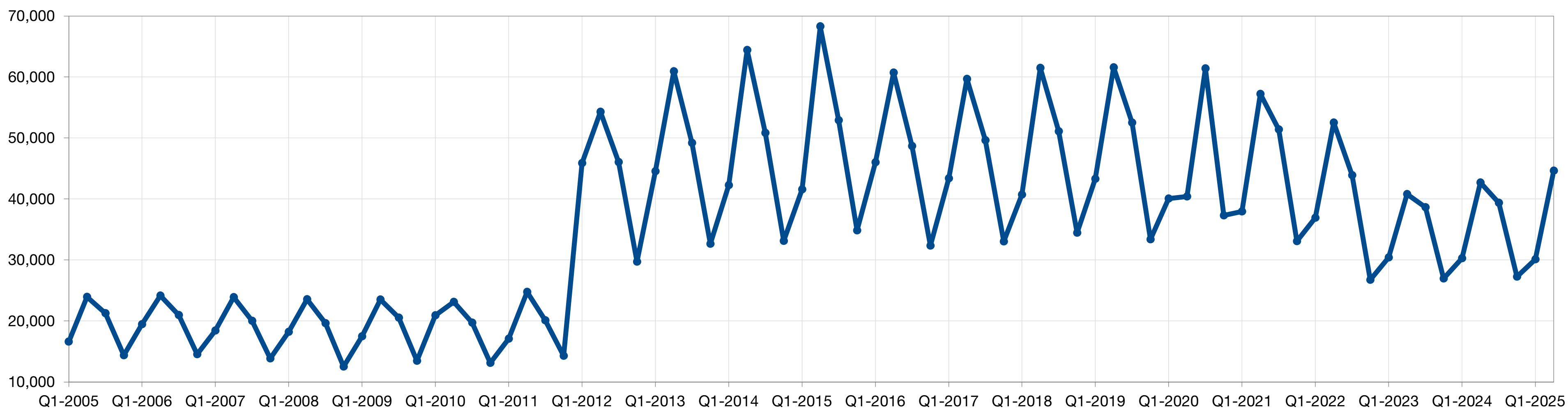


Year to Date



	New Listings	Percent Change
Q3-2022	43,870	-14.6%
Q4-2022	26,747	-19.1%
Q1-2023	30,392	-17.7%
Q2-2023	40,790	-22.3%
Q3-2023	38,628	-11.9%
Q4-2023	26,939	+0.7%
Q1-2024	30,259	-0.4%
Q2-2024	42,670	+4.6%
Q3-2024	39,357	+1.9%
Q4-2024	27,237	+1.1%
Q1-2025	30,091	-0.6%
Q2-2025	**44,623**	**+4.6%**

Historical New Listings by Quarter



Pending Sales

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

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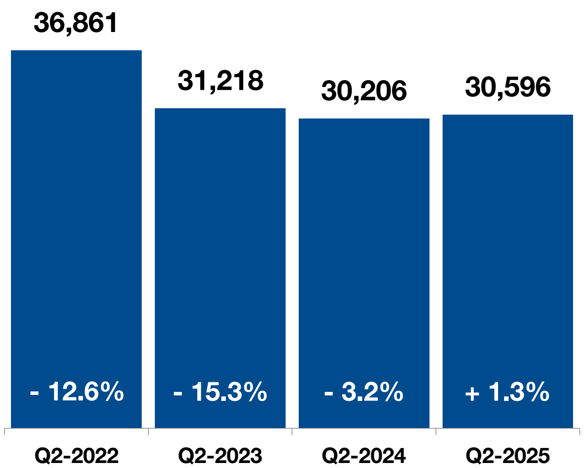
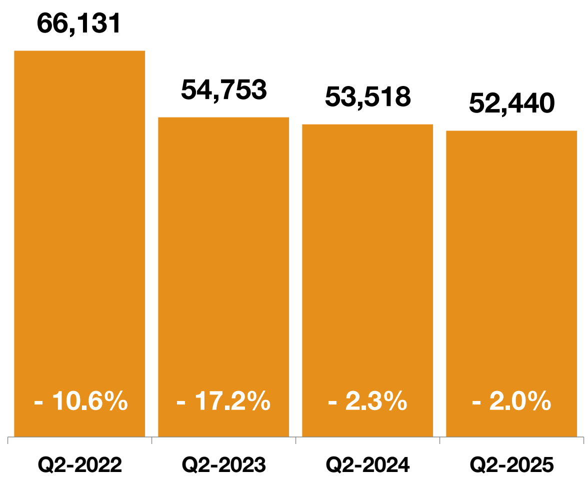
Second Quarter

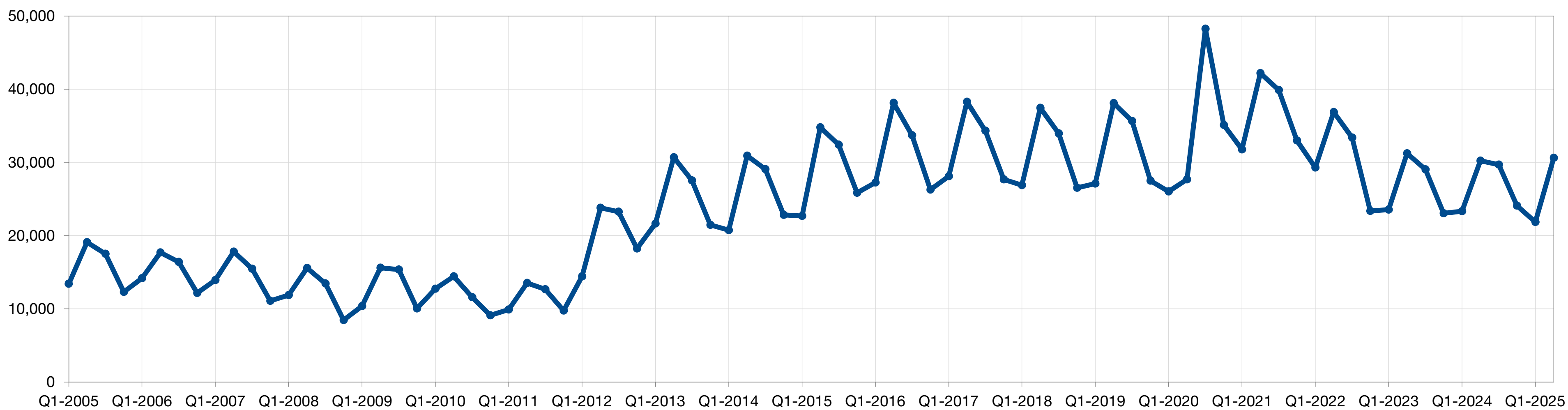


Year to Date



	Pending Sales	Percent Change
Q3-2022	33,378	-16.3%
Q4-2022	23,348	-29.2%
Q1-2023	23,535	-19.6%
Q2-2023	31,218	-15.3%
Q3-2023	29,041	-13.0%
Q4-2023	23,036	-1.3%
Q1-2024	23,312	-0.9%
Q2-2024	30,206	-3.2%
Q3-2024	29,688	+2.2%
Q4-2024	24,061	+4.4%
Q1-2025	21,844	-6.3%
Q2-2025	**30,596**	**+1.3%**

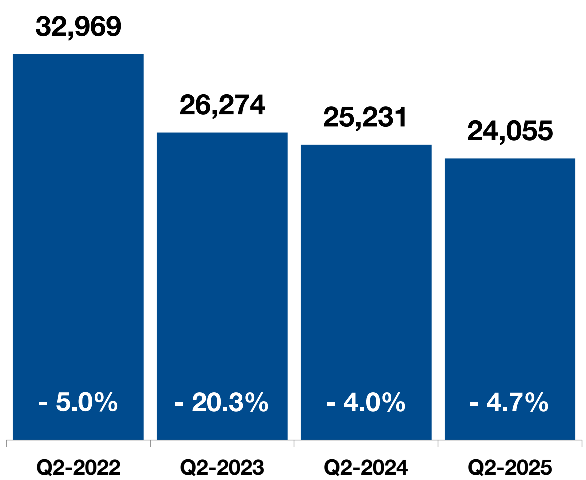
Historical Pending Sales by Quarter



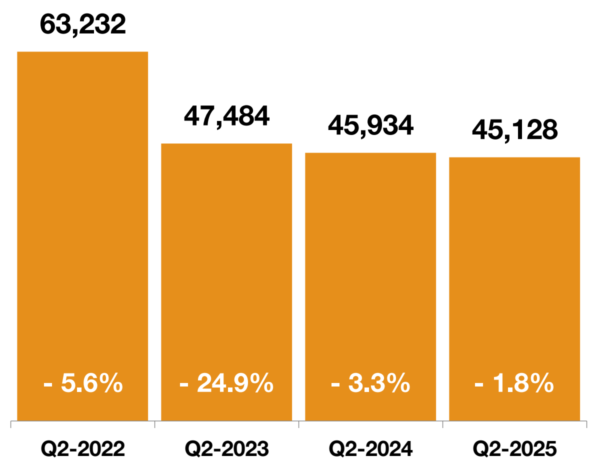
Closed Sales

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

Second Quarter

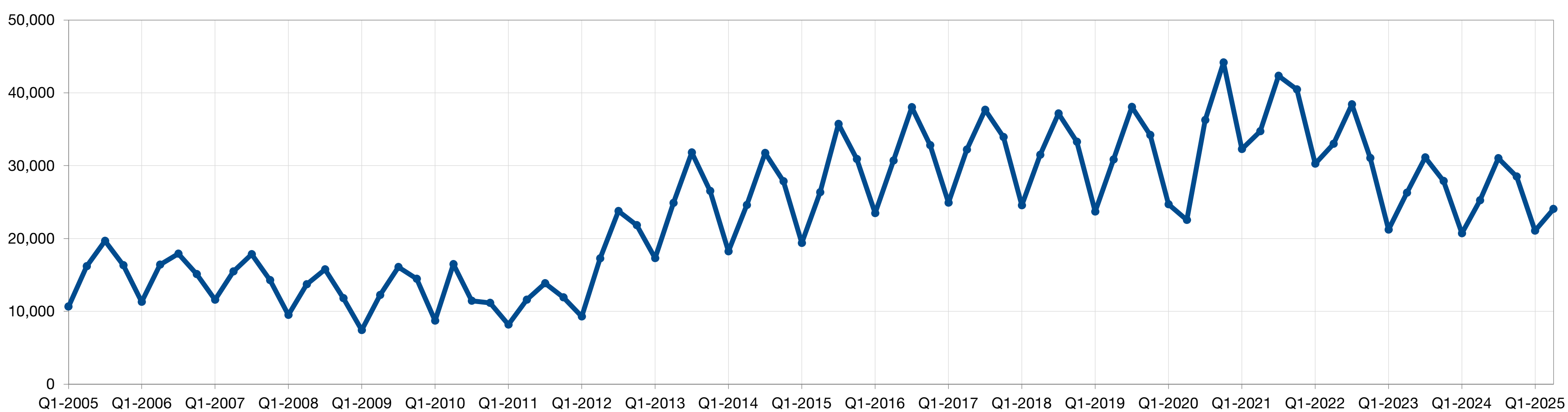


Year to Date



	Closed Sales	Percent Change
Q3-2022	38,405	-9.2%
Q4-2022	31,056	-23.3%
Q1-2023	21,210	-29.9%
Q2-2023	26,274	-20.3%
Q3-2023	31,130	-18.9%
Q4-2023	27,893	-10.2%
Q1-2024	20,703	-2.4%
Q2-2024	25,231	-4.0%
Q3-2024	31,010	-0.4%
Q4-2024	28,479	+2.1%
Q1-2025	21,073	+1.8%
Q2-2025	**24,055**	**-4.7%**

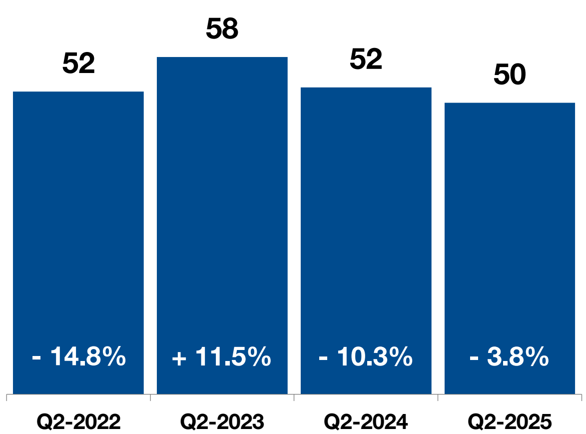
Historical Closed Sales by Quarter



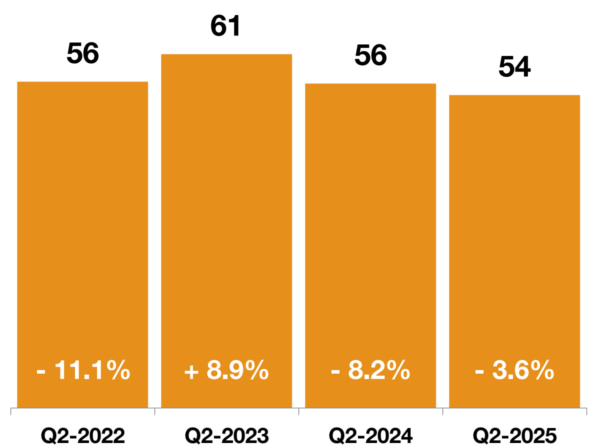
Days on Market

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

Second Quarter

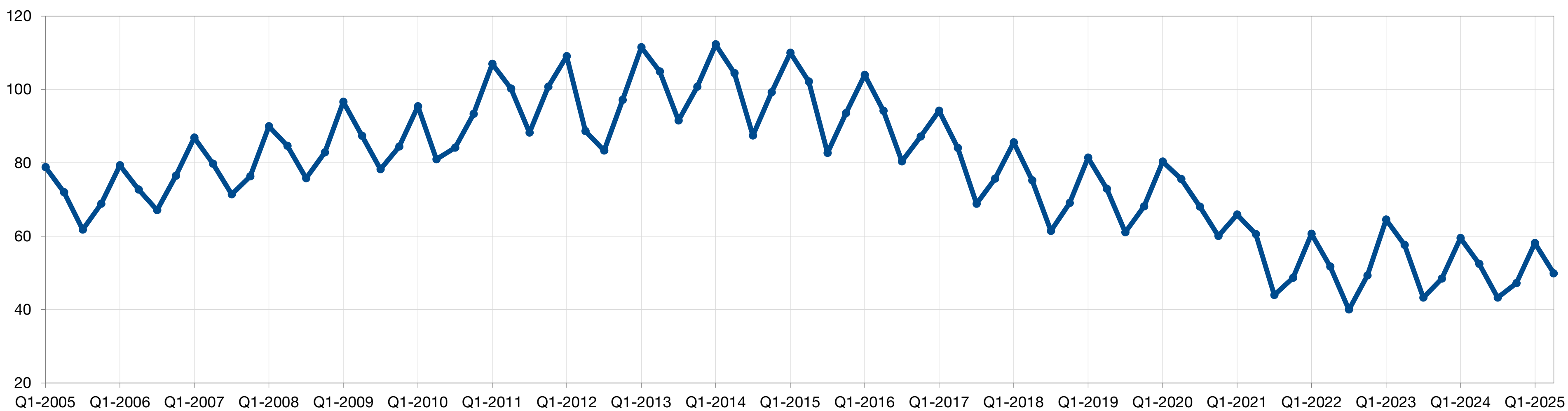


Year to Date



	Days on Market	Percent Change
Q3-2022	40	-9.1%
Q4-2022	49	0.0%
Q1-2023	64	+4.9%
Q2-2023	58	+11.5%
Q3-2023	43	+7.5%
Q4-2023	48	-2.0%
Q1-2024	59	-7.8%
Q2-2024	52	-10.3%
Q3-2024	43	0.0%
Q4-2024	47	-2.1%
Q1-2025	58	-1.7%
Q2-2025	**50**	**-3.8%**

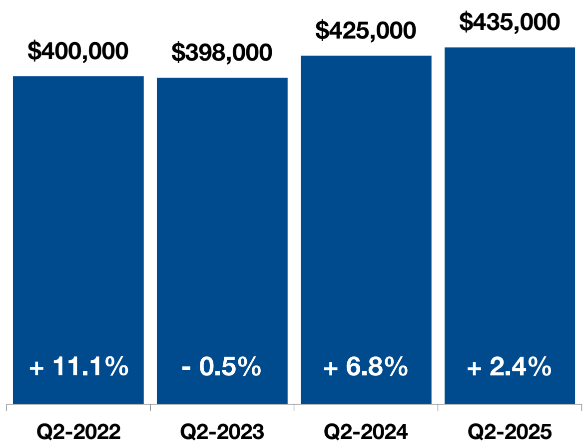
Historical Days on Market by Quarter



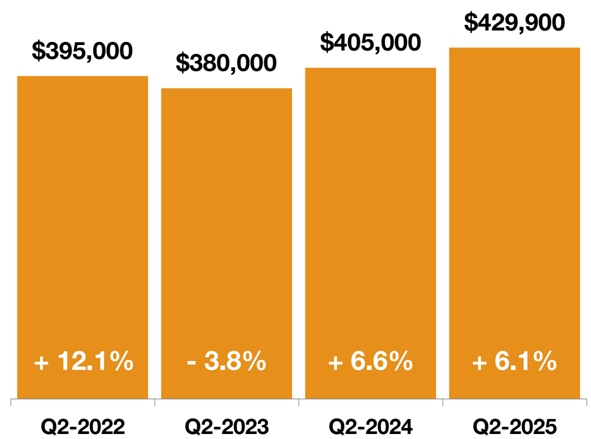
Median Sales Price

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

Second Quarter

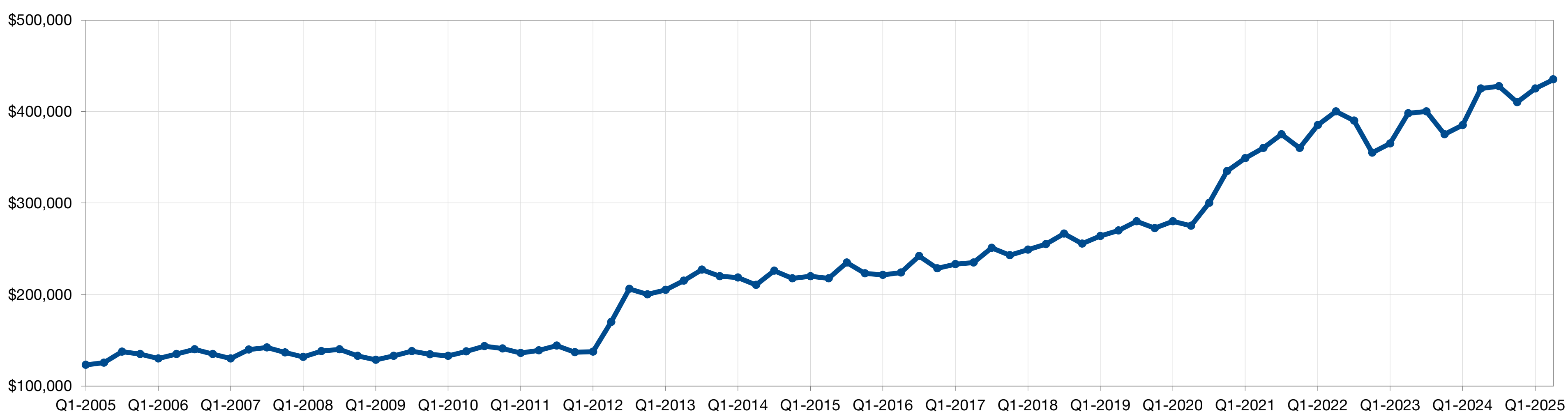


Year to Date



	Median Sales Price	Percent Change
Q3-2022	$390,000	+4.0%
Q4-2022	$355,000	-1.4%
Q1-2023	$365,000	-5.3%
Q2-2023	$398,000	-0.5%
Q3-2023	$400,000	+2.6%
Q4-2023	$375,000	+5.6%
Q1-2024	$385,000	+5.5%
Q2-2024	$425,000	+6.8%
Q3-2024	$427,500	+6.9%
Q4-2024	$410,000	+9.3%
Q1-2025	$425,000	+10.4%
Q2-2025	**$435,000**	**+2.4%**

Historical Median Sales Price by Quarter



Average Sales Price

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

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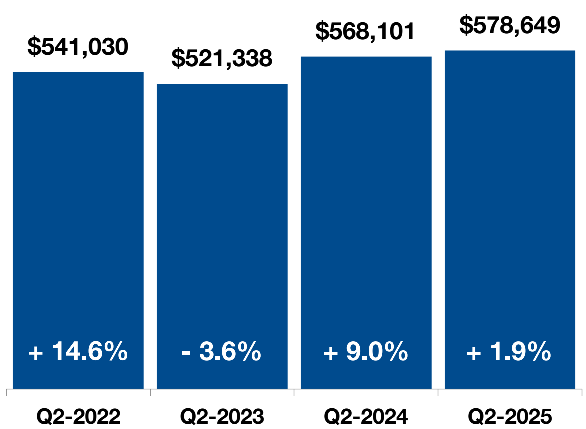
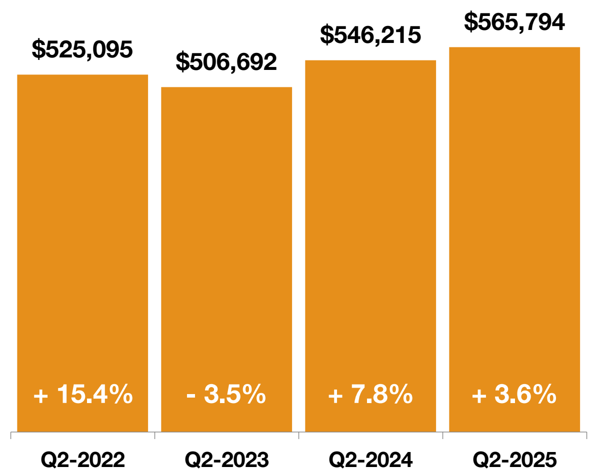
Second Quarter

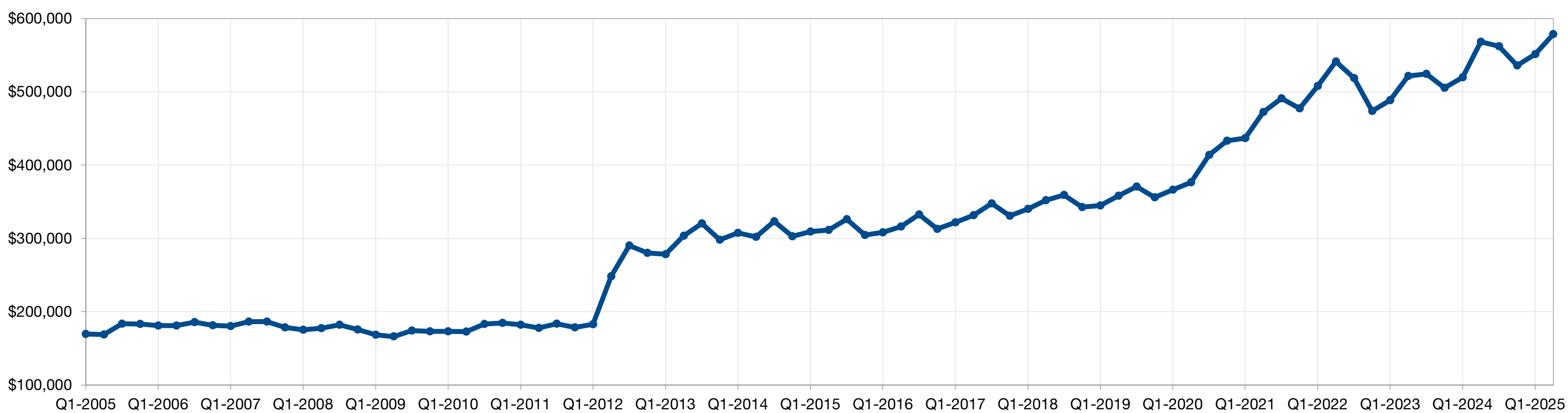


Year to Date



	Avg. Sales Price	Percent Change
Q3-2022	$518,656	+5.7%
Q4-2022	$473,699	-0.7%
Q1-2023	$488,533	-3.8%
Q2-2023	$521,338	-3.6%
Q3-2023	$524,402	+1.1%
Q4-2023	$505,148	+6.6%
Q1-2024	$519,531	+6.3%
Q2-2024	$568,101	+9.0%
Q3-2024	$561,991	+7.2%
Q4-2024	$535,854	+6.1%
Q1-2025	$551,102	+6.1%
Q2-2025	**$578,649**	**+1.9%**

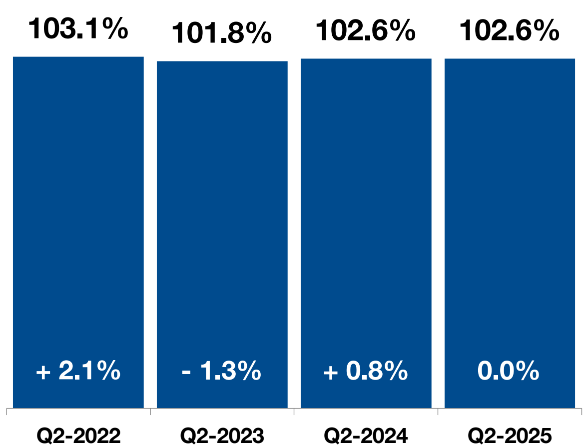
Historical Average Sales Price by Quarter



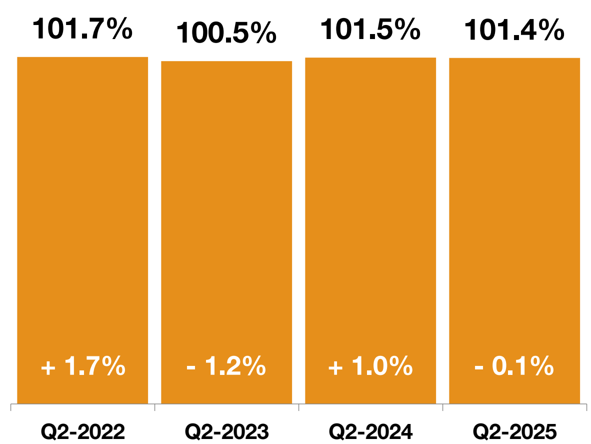
Percent of List Price Received

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 quarter, not accounting for seller concessions.

Second Quarter

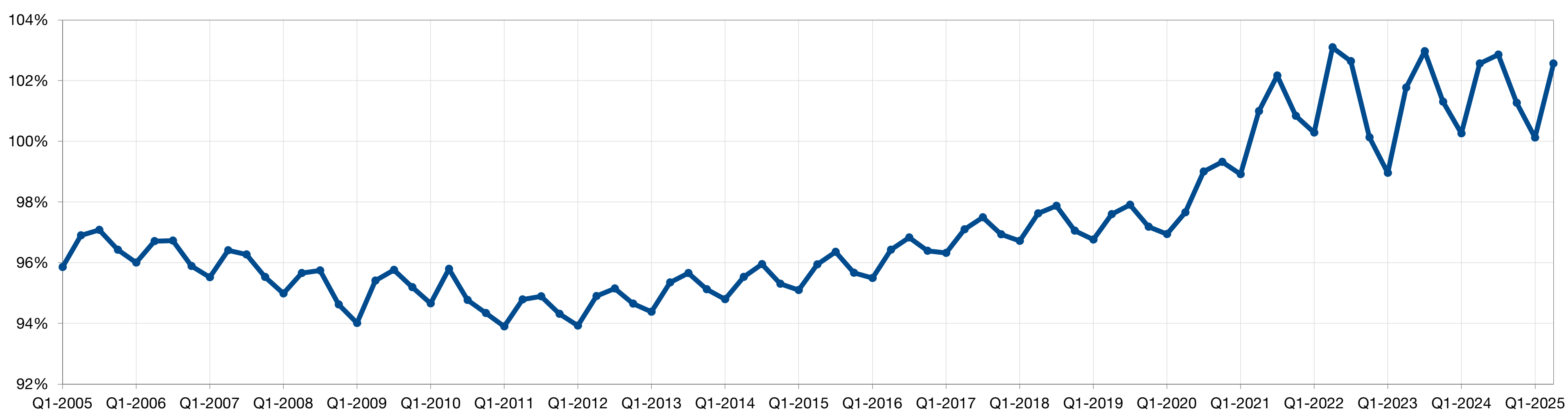


Year to Date



	Pct. of List Price Received	Percent Change
Q3-2022	102.6%	+0.4%
Q4-2022	100.1%	-0.7%
Q1-2023	99.0%	-1.3%
Q2-2023	101.8%	-1.3%
Q3-2023	103.0%	+0.4%
Q4-2023	101.3%	+1.2%
Q1-2024	100.3%	+1.3%
Q2-2024	102.6%	+0.8%
Q3-2024	102.9%	-0.1%
Q4-2024	101.3%	0.0%
Q1-2025	100.1%	-0.2%
Q2-2025	**102.6%**	**0.0%**

Historical Percent of List Price Received by Quarter



Housing Affordability Index

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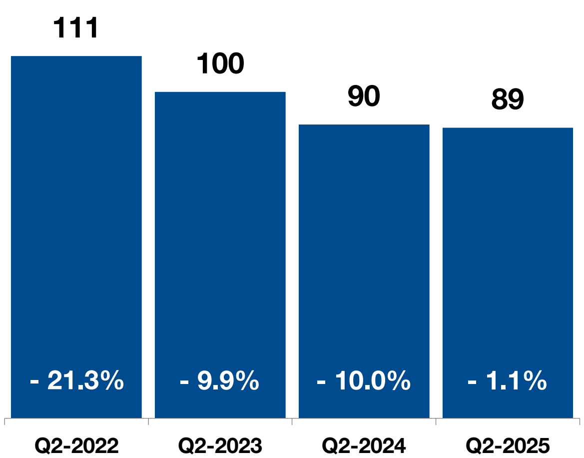
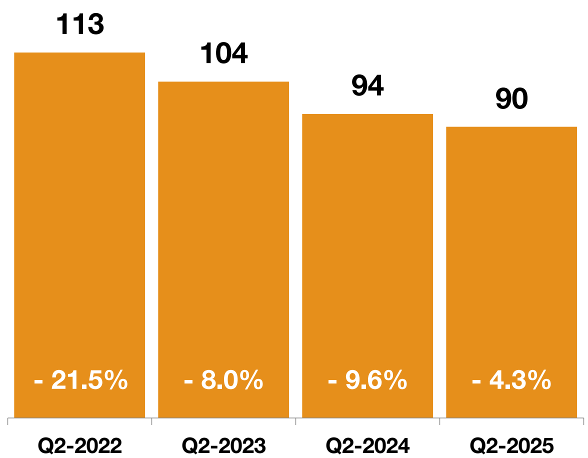
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

Second Quarter

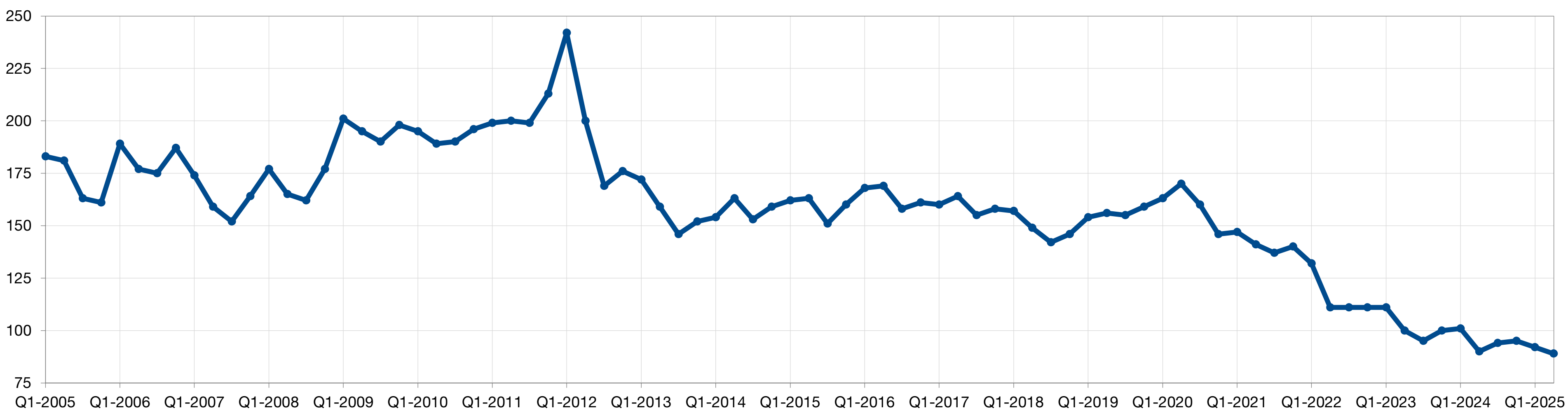


Year to Date



	Affordability Index	Percent Change
Q3-2022	111	-19.0%
Q4-2022	111	-20.7%
Q1-2023	111	-15.9%
Q2-2023	100	-9.9%
Q3-2023	95	-14.4%
Q4-2023	100	-9.9%
Q1-2024	101	-9.0%
Q2-2024	90	-10.0%
Q3-2024	94	-1.1%
Q4-2024	95	-5.0%
Q1-2025	92	-8.9%
Q2-2025	**89**	**-1.1%**

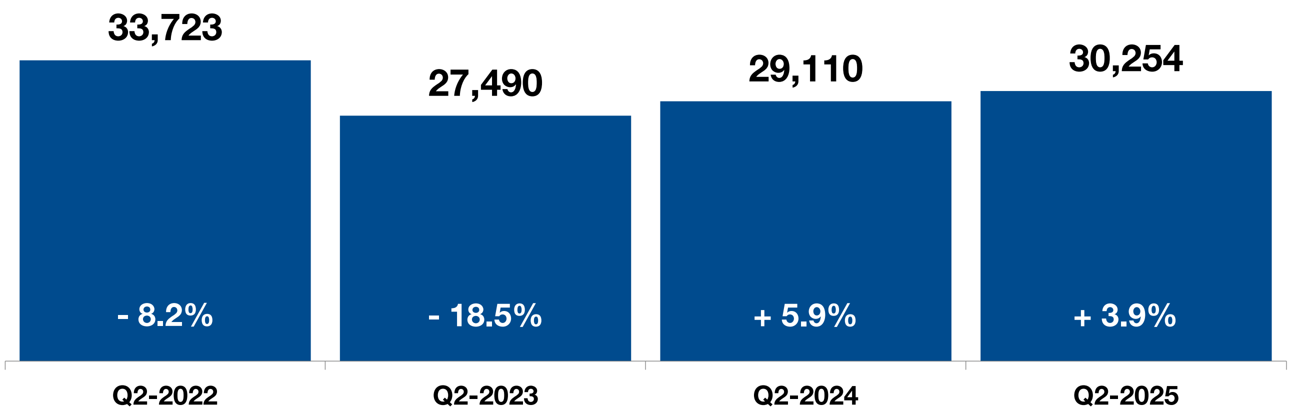
Historical Housing Affordability Index by Quarter



Inventory of Homes for Sale

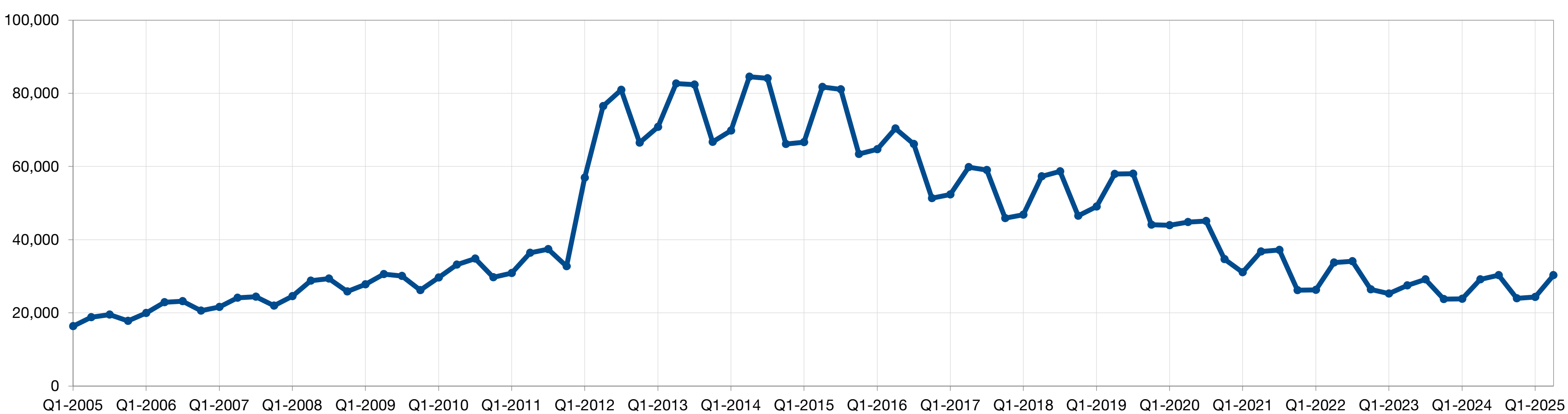
The number of properties available for sale in active status at the end of a given quarter.

Second Quarter



	Homes for Sale	Percent Change
Q3-2022	34,053	-8.4%
Q4-2022	26,384	+0.8%
Q1-2023	25,205	-4.1%
Q2-2023	27,490	-18.5%
Q3-2023	29,113	-14.5%
Q4-2023	23,768	-9.9%
Q1-2024	23,786	-5.6%
Q2-2024	29,110	+5.9%
Q3-2024	30,238	+3.9%
Q4-2024	23,970	+0.8%
Q1-2025	24,282	+2.1%
Q2-2025	**30,254**	**+3.9%**

Historical Inventory of Homes for Sale by Quarter



Months Supply of Inventory

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

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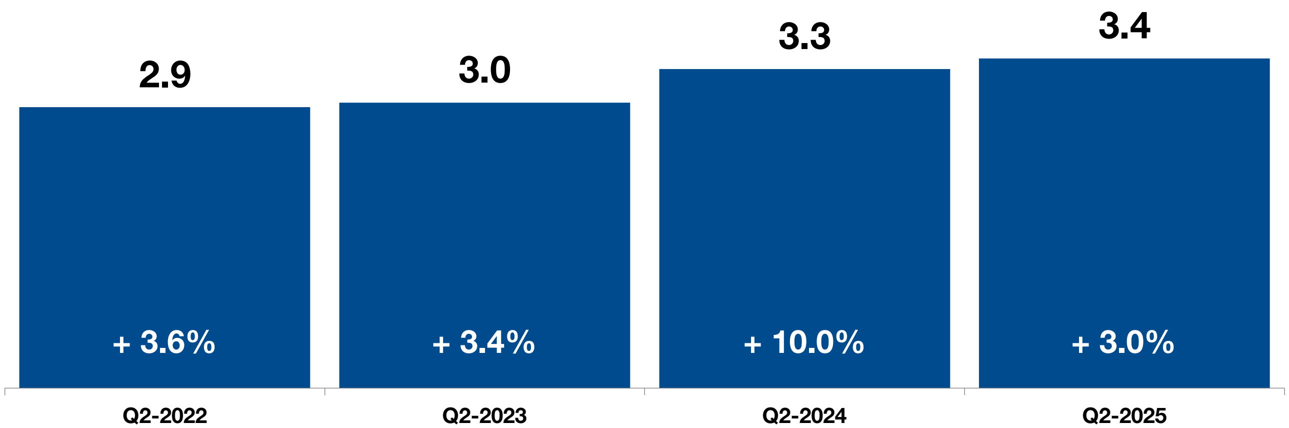
Second Quarter



	Months Supply	Percent Change
Q3-2022	3.1	+3.3%
Q4-2022	2.6	+23.8%
Q1-2023	2.6	+18.2%
Q2-2023	3.0	+3.4%
Q3-2023	3.3	+6.5%
Q4-2023	2.7	+3.8%
Q1-2024	2.7	+3.8%
Q2-2024	3.3	+10.0%
Q3-2024	3.4	+3.0%
Q4-2024	2.7	0.0%
Q1-2025	2.8	+3.7%
Q2-2025	**3.4**	**+3.0%**

Historical Months Supply of Inventory by Quarter

Activity by County

Key metrics by report quarter for the counties in the state of New York.

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	New Listings			Closed Sales			Median Sales Price			Homes for Sale			Months Supply		
	Q2-2024	Q2-2025	+ / –	Q2-2024	Q2-2025	+ / –	Q2-2024	Q2-2025	+ / –	Q2-2024	Q2-2025	+ / –	Q2-2024	Q2-2025	+ / –
Albany*	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Allegany	126	146	**+15.9%**	80	55	**-31.3%**	$128,450	$118,000	**-8.1%**	93	128	**+37.6%**	3.7	5.4	**+45.9%**
Bronx	652	672	**+3.1%**	344	282	**-18.0%**	$397,000	$374,000	**-5.8%**	792	868	**+9.6%**	7.2	7.7	**+6.9%**
Broome	544	535	**-1.7%**	385	335	**-13.0%**	$170,000	$180,851	**+6.4%**	295	266	**-9.8%**	2.2	2.0	**-9.1%**
Cattaraugus	256	261	**+2.0%**	149	129	**-13.4%**	$176,000	$182,000	**+3.4%**	193	226	**+17.1%**	3.6	4.2	**+16.7%**
Cayuga	184	227	**+23.4%**	122	121	**-0.8%**	$191,450	$207,500	**+8.4%**	81	152	**+87.7%**	1.8	3.6	**+100.0%**
Chautauqua	410	463	**+12.9%**	247	239	**-3.2%**	$160,000	$160,000	**0.0%**	234	275	**+17.5%**	2.6	3.1	**+19.2%**
Chemung	296	322	**+8.8%**	171	198	**+15.8%**	$147,750	$163,500	**+10.7%**	142	262	**+84.5%**	2.4	4.4	**+83.3%**
Chenango	130	152	**+16.9%**	85	69	**-18.8%**	$160,000	$159,000	**-0.6%**	116	125	**+7.8%**	3.8	4.5	**+18.4%**
Clinton	175	238	**+36.0%**	123	130	**+5.7%**	$237,500	$225,000	**-5.3%**	145	180	**+24.1%**	3.2	4.0	**+25.0%**
Columbia	349	341	**-2.3%**	161	163	**+1.2%**	$449,900	$495,000	**+10.0%**	349	327	**-6.3%**	6.6	5.5	**-16.7%**
Cortland	97	130	**+34.0%**	83	65	**-21.7%**	$193,640	$200,000	**+3.3%**	39	82	**+110.3%**	1.4	3.8	**+171.4%**
Delaware	233	256	**+9.9%**	109	82	**-24.8%**	$210,000	$243,750	**+16.1%**	235	260	**+10.6%**	5.7	6.7	**+17.5%**
Dutchess	1,043	1,088	**+4.3%**	576	555	**-3.6%**	$449,950	$449,000	**-0.2%**	784	801	**+2.2%**	3.7	3.9	**+5.4%**
Erie	2,792	2,915	**+4.4%**	1,650	1,508	**-8.6%**	$265,000	$280,000	**+5.7%**	895	1,013	**+13.2%**	1.5	1.6	**+6.7%**
Essex	205	231	**+12.7%**	118	83	**-29.7%**	$299,000	$310,000	**+3.7%**	258	281	**+8.9%**	6.8	7.0	**+2.9%**
Franklin	125	175	**+40.0%**	61	52	**-14.8%**	$165,000	$195,488	**+18.5%**	144	207	**+43.8%**	5.9	8.4	**+42.4%**
Fulton*	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Genesee	138	149	**+8.0%**	85	99	**+16.5%**	$175,500	$195,950	**+11.7%**	49	53	**+8.2%**	1.4	1.5	**+7.1%**
Greene	388	354	**-8.8%**	136	152	**+11.8%**	$350,750	$372,000	**+6.1%**	495	448	**-9.5%**	10.2	8.3	**-18.6%**
Hamilton	47	69	**+46.8%**	19	19	**0.0%**	$333,000	$325,000	**-2.4%**	50	68	**+36.0%**	6.0	10.0	**+66.7%**
Herkimer	193	218	**+13.0%**	99	104	**+5.1%**	$150,000	$169,775	**+13.2%**	135	162	**+20.0%**	3.6	4.4	**+22.2%**

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Activity by County (continued)

Key metrics by report quarter for the counties in the state of New York.

nysar
New York State Association of REALTORS®, Inc.

	New Listings			Closed Sales			Median Sales Price			Homes for Sale			Months Supply		
	Q2-2024	Q2-2025	+ / –	Q2-2024	Q2-2025	+ / –	Q2-2024	Q2-2025	+ / –	Q2-2024	Q2-2025	+ / –	Q2-2024	Q2-2025	+ / –
Jefferson	404	548	**+35.6%**	254	283	**+11.4%**	$225,000	$245,000	**+8.9%**	275	500	**+81.8%**	3.2	6.3	**+96.9%**
Kings	887	822	**-7.3%**	392	370	**-5.6%**	$696,000	$703,900	**+1.1%**	1,372	1,238	**-9.8%**	10.1	8.7	**-13.9%**
Lewis	79	72	**-8.9%**	37	35	**-5.4%**	$193,500	$183,000	**-5.4%**	65	79	**+21.5%**	4.3	6.0	**+39.5%**
Livingston	174	166	**-4.6%**	94	103	**+9.6%**	$212,500	$230,000	**+8.2%**	59	70	**+18.6%**	1.6	1.9	**+18.8%**
Madison	216	253	**+17.1%**	127	119	**-6.3%**	$250,000	$250,000	**0.0%**	109	128	**+17.4%**	2.4	2.8	**+16.7%**
Monroe	2,401	2,599	**+8.2%**	1,670	1,713	**+2.6%**	$267,125	$289,500	**+8.4%**	471	551	**+17.0%**	0.8	0.9	**+12.5%**
Montgomery*	--	--	**--**	--	--	**--**	--	--	**--**	--	--	**--**	--	--	**--**
Nassau	3,964	4,163	**+5.0%**	2,350	2,241	**-4.6%**	$750,000	$793,000	**+5.7%**	2,737	2,679	**-2.1%**	3.3	3.2	**-3.0%**
New York†	--	--	**--**	--	--	**--**	--	--	**--**	--	--	**--**	--	--	**--**
Niagara	693	698	**+0.7%**	359	402	**+12.0%**	$212,600	$235,000	**+10.5%**	261	285	**+9.2%**	1.8	1.8	**0.0%**
Oneida	576	682	**+18.4%**	363	323	**-11.0%**	$210,000	$225,000	**+7.1%**	269	382	**+42.0%**	2.1	3.0	**+42.9%**
Onondaga	1,424	1,498	**+5.2%**	936	884	**-5.6%**	$243,250	$269,900	**+11.0%**	418	626	**+49.8%**	1.2	1.9	**+58.3%**
Ontario	405	426	**+5.2%**	237	266	**+12.2%**	$285,000	$310,550	**+9.0%**	152	191	**+25.7%**	1.8	2.1	**+16.7%**
Orange	1,270	1,316	**+3.6%**	704	682	**-3.1%**	$427,500	$430,000	**+0.6%**	966	1,026	**+6.2%**	3.8	3.9	**+2.6%**
Orleans	121	129	**+6.6%**	63	71	**+12.7%**	$165,000	$189,900	**+15.1%**	49	55	**+12.2%**	1.7	2.0	**+17.6%**
Oswego	331	375	**+13.3%**	204	202	**-1.0%**	$179,500	$187,500	**+4.5%**	137	212	**+54.7%**	1.8	2.9	**+61.1%**
Otsego	187	192	**+2.7%**	97	82	**-15.5%**	$207,250	$215,000	**+3.7%**	149	157	**+5.4%**	4.1	4.6	**+12.2%**
Putnam	383	417	**+8.9%**	194	210	**+8.2%**	$494,000	$559,500	**+13.3%**	239	244	**+2.1%**	3.2	3.2	**0.0%**
Queens	3,352	3,357	**+0.1%**	1,690	1,618	**-4.3%**	$595,000	$620,500	**+4.3%**	3,938	3,727	**-5.4%**	6.7	6.2	**-7.5%**
Rensselaer*	--	--	**--**	--	--	**--**	--	--	**--**	--	--	**--**	--	--	**--**
Richmond	1,316	949	**-27.9%**	749	594	**-20.7%**	$679,000	$700,000	**+3.1%**	1,127	708	**-37.2%**	4.3	3.0	**-30.2%**
Rockland	819	1,015	**+23.9%**	488	499	**+2.3%**	$680,000	$680,000	**0.0%**	522	632	**+21.1%**	3.0	3.3	**+10.0%**

† Data is included in the calculation of state totals. However, New York County data is incomplete and does not accurately represent activity.
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Activity by County (continued)

Key metrics by report quarter for the counties in the state of New York.

	New Listings			Closed Sales			Median Sales Price			Homes for Sale			Months Supply		
	Q2-2024	Q2-2025	+ / –	Q2-2024	Q2-2025	+ / –	Q2-2024	Q2-2025	+ / –	Q2-2024	Q2-2025	+ / –	Q2-2024	Q2-2025	+ / –
St Lawrence	51	69	**+35.3%**	31	30	**-3.2%**	$144,200	$154,000	**+6.8%**	40	81	**+102.5%**	3.8	8.6	**+126.3%**
Saratoga*	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Schenectady*	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Schoharie*	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Schuyler	67	63	**-6.0%**	40	32	**-20.0%**	$171,250	$239,950	**+40.1%**	43	50	**+16.3%**	3.6	4.8	**+33.3%**
Seneca	97	111	**+14.4%**	44	52	**+18.2%**	$171,950	$212,000	**+23.3%**	40	71	**+77.5%**	2.0	3.9	**+95.0%**
Steuben	311	285	**-8.4%**	188	190	**+1.1%**	$162,000	$169,000	**+4.3%**	195	208	**+6.7%**	3.1	3.3	**+6.5%**
Suffolk	5,182	5,161	**-0.4%**	3,104	3,029	**-2.4%**	$625,000	$660,000	**+5.6%**	3,593	3,611	**+0.5%**	3.4	3.2	**-5.9%**
Sullivan	419	543	**+29.6%**	174	199	**+14.4%**	$312,000	$330,000	**+5.8%**	475	603	**+26.9%**	7.3	9.0	**+23.3%**
Tioga	112	137	**+22.3%**	71	82	**+15.5%**	$200,000	$212,500	**+6.3%**	77	92	**+19.5%**	3.0	3.3	**+10.0%**
Tompkins	271	301	**+11.1%**	172	189	**+9.9%**	$375,500	$410,000	**+9.2%**	107	221	**+106.5%**	2.0	4.6	**+130.0%**
Ulster	746	869	**+16.5%**	384	358	**-6.8%**	$435,000	$440,000	**+1.1%**	667	774	**+16.0%**	5.1	5.4	**+5.9%**
Warren	294	366	**+24.5%**	156	190	**+21.8%**	$305,000	$350,000	**+14.8%**	211	248	**+17.5%**	3.8	3.9	**+2.6%**
Washington*	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Wayne	303	309	**+2.0%**	184	159	**-13.6%**	$245,000	$230,000	**-6.1%**	101	93	**-7.9%**	1.6	1.4	**-12.5%**
Westchester	2,905	3,139	**+8.1%**	1,956	1,926	**-1.5%**	$730,000	$780,000	**+6.8%**	1,704	1,667	**-2.2%**	2.8	2.6	**-7.1%**
Wyoming	85	119	**+40.0%**	58	54	**-6.9%**	$169,950	$149,950	**-11.8%**	41	47	**+14.6%**	1.8	2.1	**+16.7%**
Yates	70	81	**+15.7%**	32	46	**+43.8%**	$307,500	$269,750	**-12.3%**	42	44	**+4.8%**	2.5	2.5	**0.0%**
New York State	**42,670**	**44,623**	+4.6%	**25,231**	**24,055**	-4.7%	**$425,000**	**$435,000**	+2.4%	**29,110**	**30,254**	+3.9%	**3.3**	**3.4**	+3.0%

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