

Monthly Indicators



June 2025

U.S. existing-home sales edged up 0.8% month-over-month to a seasonally adjusted annual rate of 4.03 million units, exceeding economists' expectations, although sales were down 0.7% year-over-year, according to the National Association of REALTORS® (NAR). On a monthly basis, sales increased in the Midwest, Northeast, and South but decreased in the West.

New Listings increased 40.3 percent to 275. Pending Sales increased 18.0 percent to 144. Inventory increased 24.1 percent to 701.

Median Sales Price decreased 6.8 percent from \$264,000 to \$246,000. Days on Market decreased 14.3 percent to 84. Months Supply of Inventory increased 20.4 percent to 6.5.

Heading into June, there were 1.54 million units for sale across the country, a 6.2% increase from the previous month and a 20.3% improvement over the same period last year, representing a 4.6-month supply at the current sales pace, according to NAR. Despite the additional supply, home prices have continued to rise nationwide, albeit at a slower pace than during the pandemic, climbing 1.3% year-over-year to \$422,800 as of last measure.

Activity Snapshot

+ 5.1%	- 6.8%	+ 24.1%
One-Year Change in Closed Sales All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Homes for Sale All Properties

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.

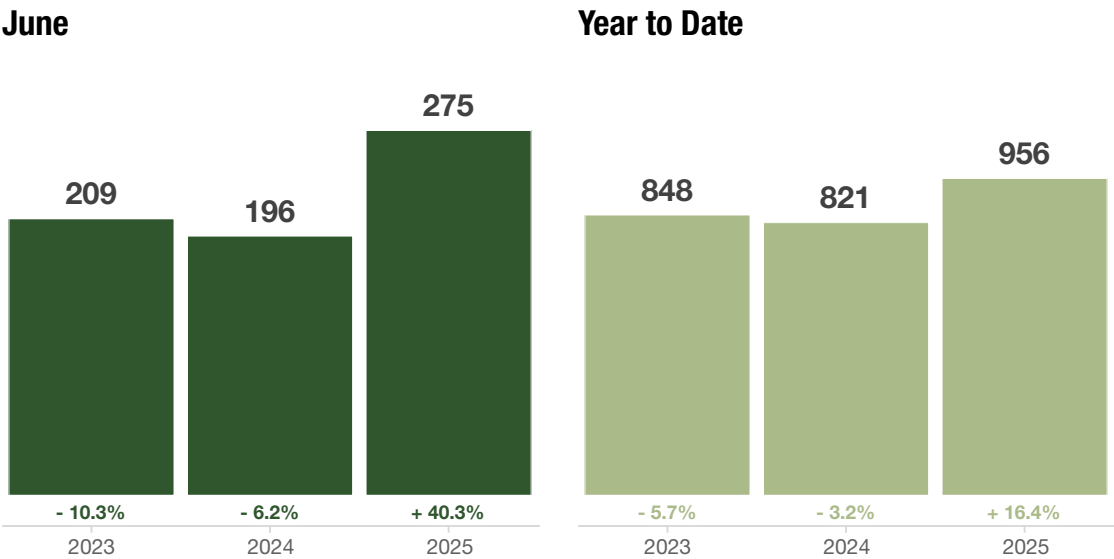


Adirondack-Champlain Valley
MULTIPLE LISTING SERVICE

Key Metrics	Historical Sparkbars	6-2024	6-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		196	275	+ 40.3%	821	956	+ 16.4%
Pending Sales		122	144	+ 18.0%	596	603	+ 1.2%
Closed Sales		98	103	+ 5.1%	526	513	- 2.5%
Days on Market Until Sale		98	84	- 14.3%	93	91	- 2.2%
Median Sales Price		\$264,000	\$246,000	- 6.8%	\$222,600	\$238,500	+ 7.1%
Average Sales Price		\$348,854	\$365,150	+ 4.7%	\$311,202	\$326,671	+ 5.0%
Percent of List Price Received		96.2%	95.5%	- 0.7%	94.8%	95.2%	+ 0.4%
Housing Affordability Index		135	144	+ 6.7%	160	149	- 6.9%
Inventory of Homes for Sale		565	701	+ 24.1%	—	—	—
Months Supply of Inventory		5.4	6.5	+ 20.4%	—	—	—

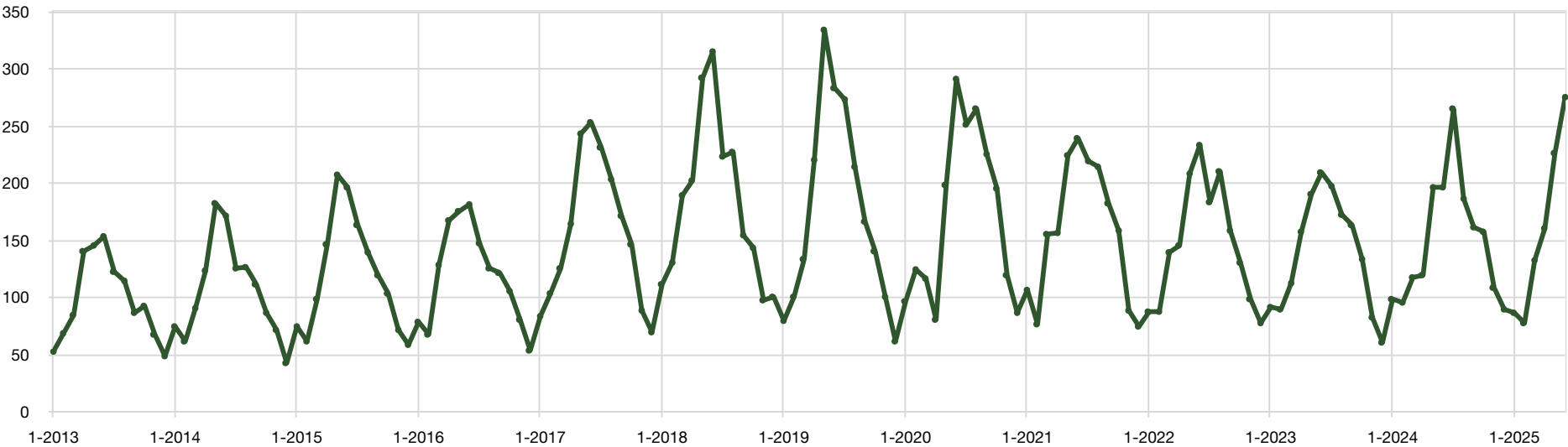
New Listings

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



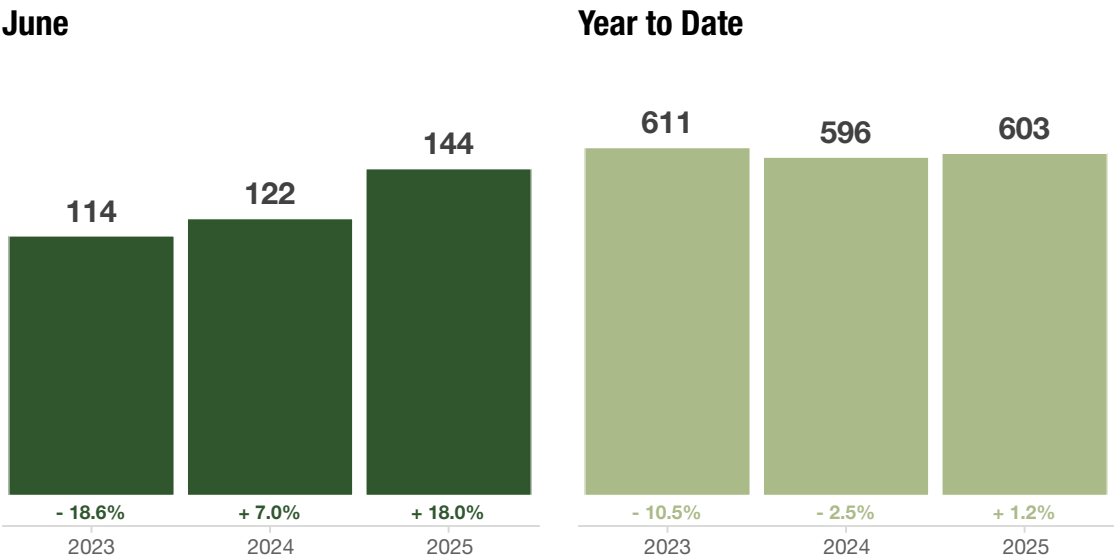
New Listings		Prior Year	Percent Change
July 2024	265	197	+ 34.5%
August 2024	186	172	+ 8.1%
September 2024	161	163	- 1.2%
October 2024	157	133	+ 18.0%
November 2024	108	82	+ 31.7%
December 2024	89	60	+ 48.3%
January 2025	86	98	- 12.2%
February 2025	77	95	- 18.9%
March 2025	132	117	+ 12.8%
April 2025	160	119	+ 34.5%
May 2025	226	196	+ 15.3%
June 2025	275	196	+ 40.3%
12-Month Avg	160	136	+ 17.6%

Historical New Listings by Month



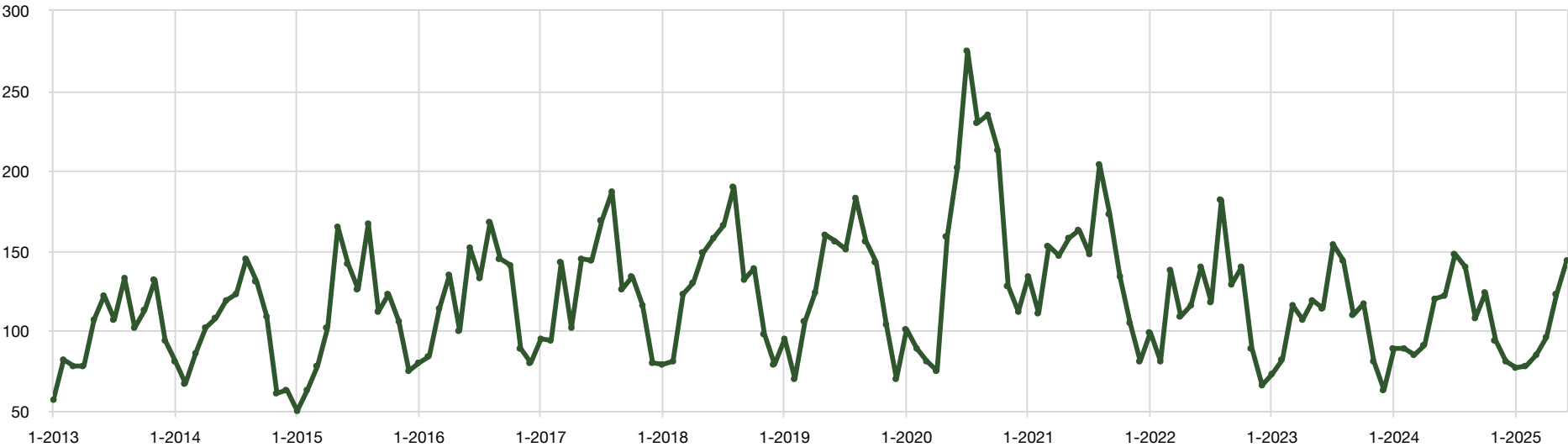
Pending Sales

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



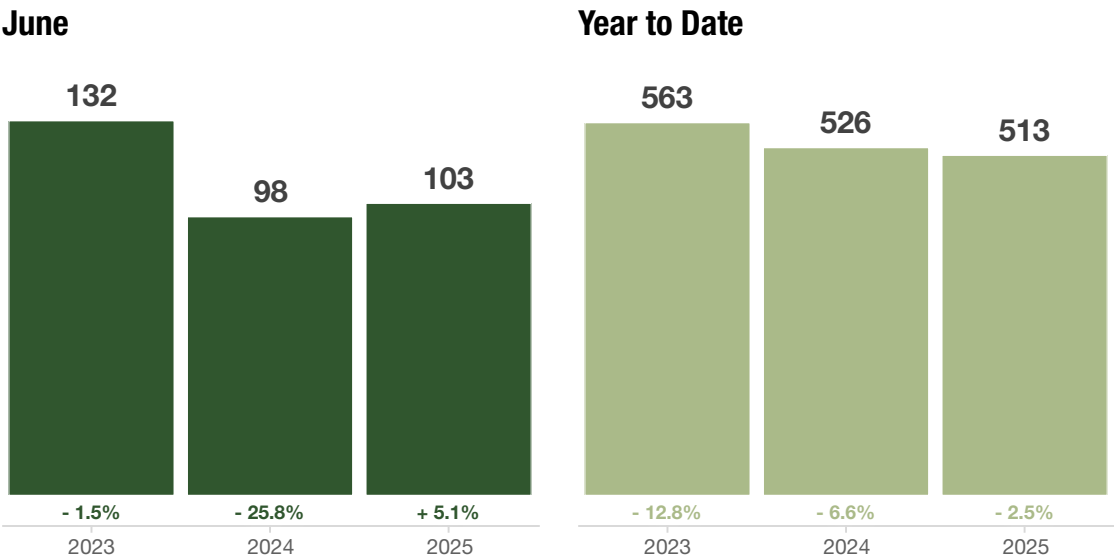
Pending Sales		Prior Year	Percent Change
July 2024	148	154	- 3.9%
August 2024	140	144	- 2.8%
September 2024	108	110	- 1.8%
October 2024	124	117	+ 6.0%
November 2024	94	81	+ 16.0%
December 2024	81	63	+ 28.6%
January 2025	77	89	- 13.5%
February 2025	78	89	- 12.4%
March 2025	85	85	0.0%
April 2025	96	91	+ 5.5%
May 2025	123	120	+ 2.5%
June 2025	144	122	+ 18.0%
12-Month Avg	108	105	+ 2.9%

Historical Pending Sales by Month



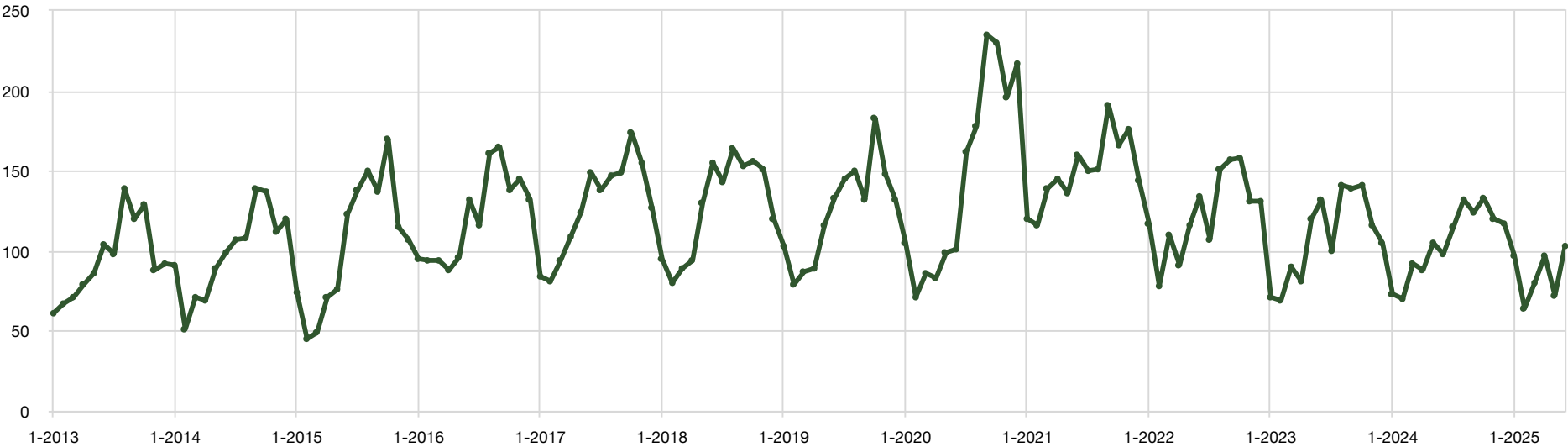
Closed Sales

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



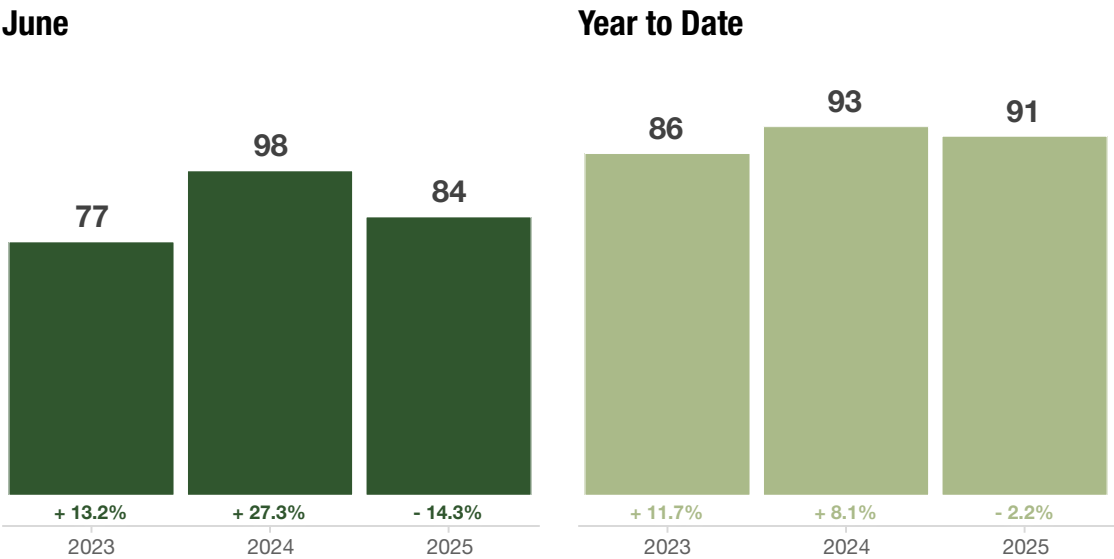
Closed Sales		Prior Year	Percent Change
July 2024	115	100	+ 15.0%
August 2024	132	141	- 6.4%
September 2024	124	139	- 10.8%
October 2024	133	141	- 5.7%
November 2024	120	116	+ 3.4%
December 2024	117	105	+ 11.4%
January 2025	97	73	+ 32.9%
February 2025	64	70	- 8.6%
March 2025	80	92	- 13.0%
April 2025	97	88	+ 10.2%
May 2025	72	105	- 31.4%
June 2025	103	98	+ 5.1%
12-Month Avg	105	106	- 0.9%

Historical Closed Sales by Month



Days on Market Until Sale

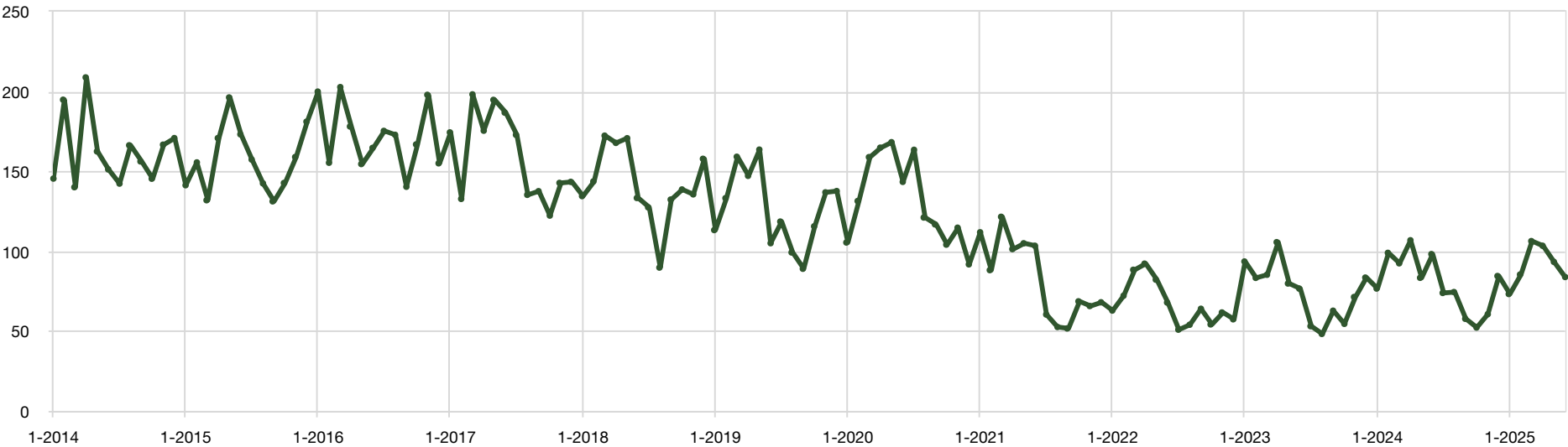
Average number of days between when a property is listed and when an offer is accepted in a given month.



Days on Market		Prior Year	Percent Change
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	71	- 14.1%
December 2024	84	83	+ 1.2%
January 2025	73	77	- 5.2%
February 2025	85	99	- 14.1%
March 2025	106	92	+ 15.2%
April 2025	103	107	- 3.7%
May 2025	93	83	+ 12.0%
June 2025	84	98	- 14.3%
12-Month Avg*	77	74	+ 2.9%

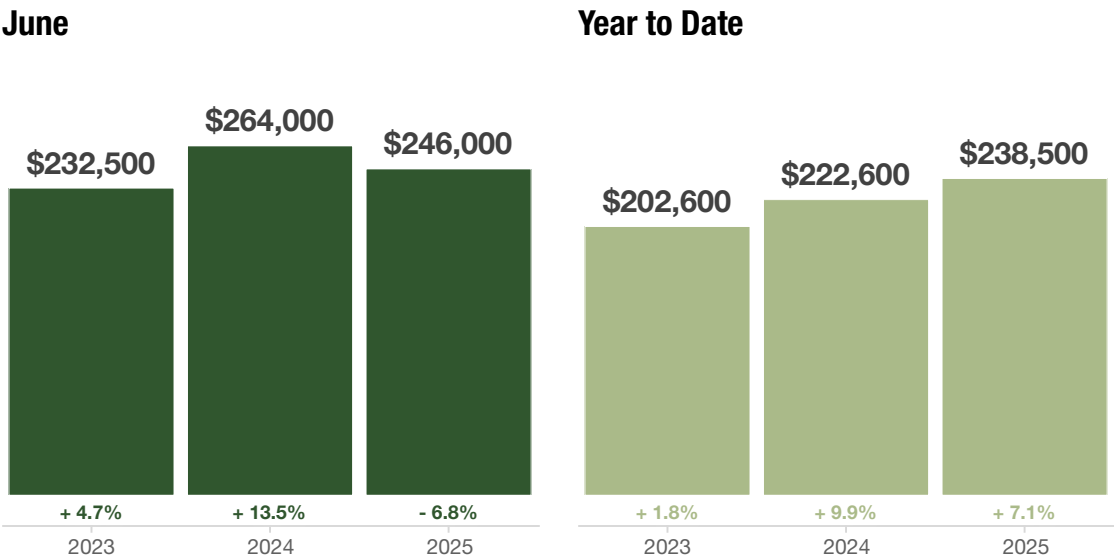
* Days on Market for all properties from July 2024 through June 2025. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



Median Sales Price

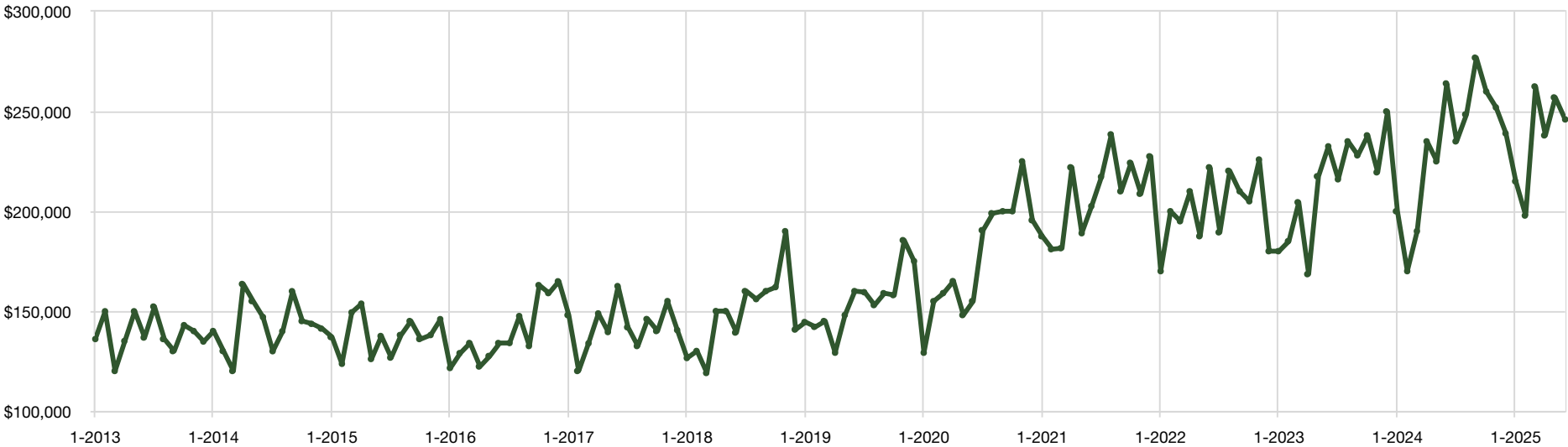
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



	Median Sales Price	Prior Year	Percent Change
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	\$219,500	+ 14.8%
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	\$238,000	\$235,000	+ 1.3%
May 2025	\$257,000	\$225,000	+ 14.2%
June 2025	\$246,000	\$264,000	- 6.8%
12-Month Avg*	\$248,500	\$225,000	+ 10.4%

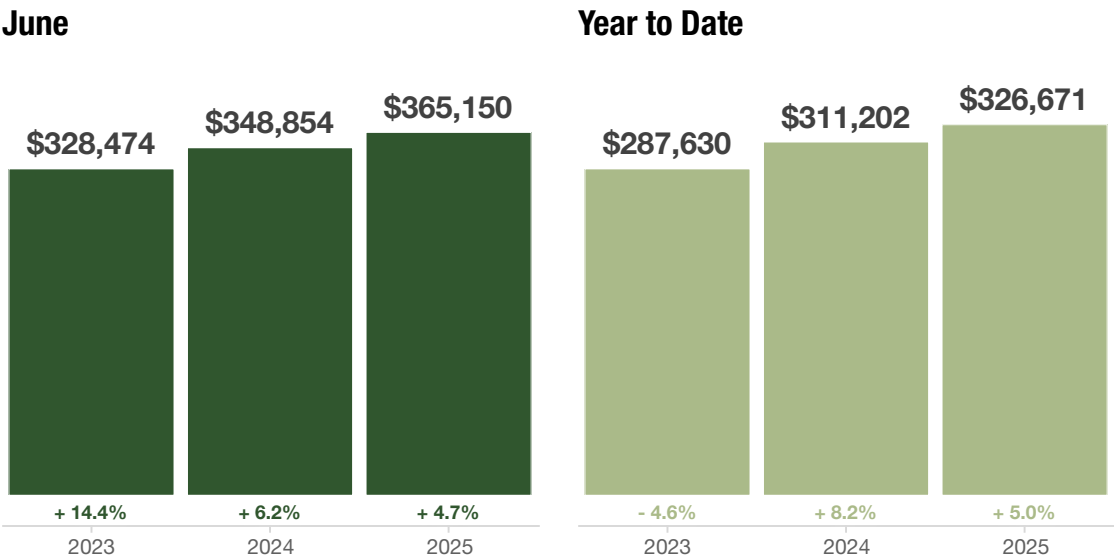
* Median Sales Price for all properties from July 2024 through June 2025. This is not the average of the individual figures above.

Historical Median Sales Price by Month



Average Sales Price

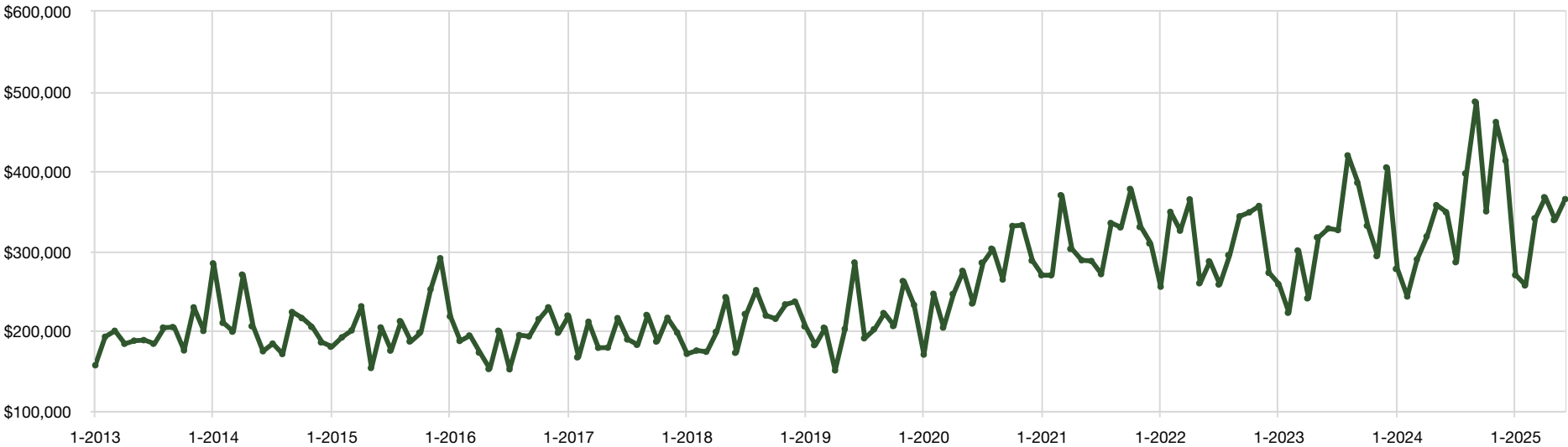
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



Avg. Sales Price		Prior Year	Percent Change
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	\$293,879	+ 57.1%
December 2024	\$413,456	\$404,817	+ 2.1%
January 2025	\$270,131	\$277,808	- 2.8%
February 2025	\$257,169	\$243,325	+ 5.7%
March 2025	\$341,192	\$289,731	+ 17.8%
April 2025	\$367,507	\$318,495	+ 15.4%
May 2025	\$338,962	\$357,584	- 5.2%
June 2025	\$365,150	\$348,854	+ 4.7%
12-Month Avg*	\$369,713	\$340,968	+ 8.4%

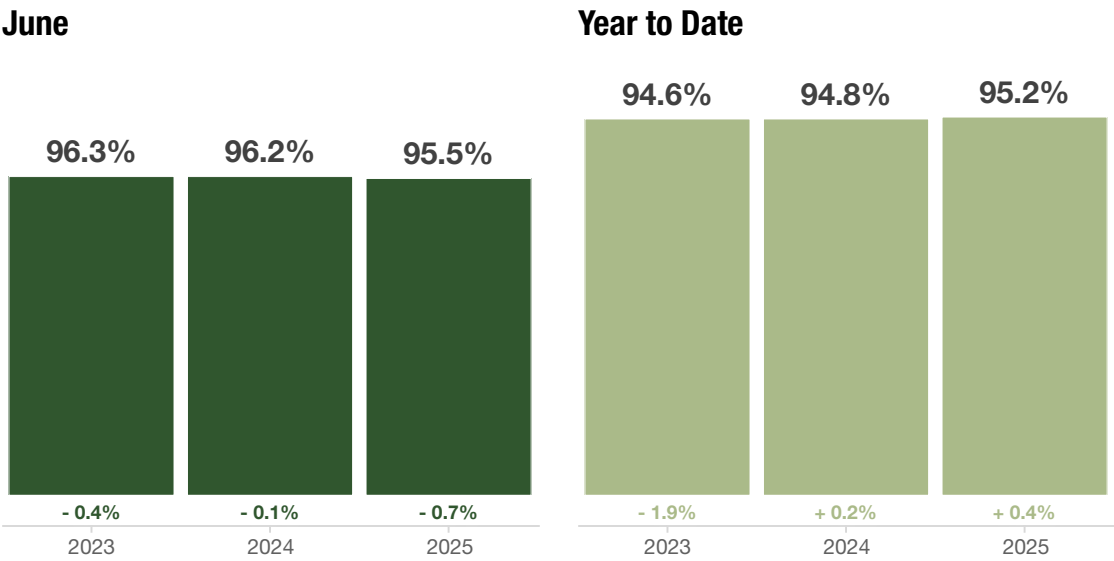
* Avg. Sales Price for all properties from July 2024 through June 2025. This is not the average of the individual figures above.

Historical Average Sales Price by Month



Percent of List Price Received

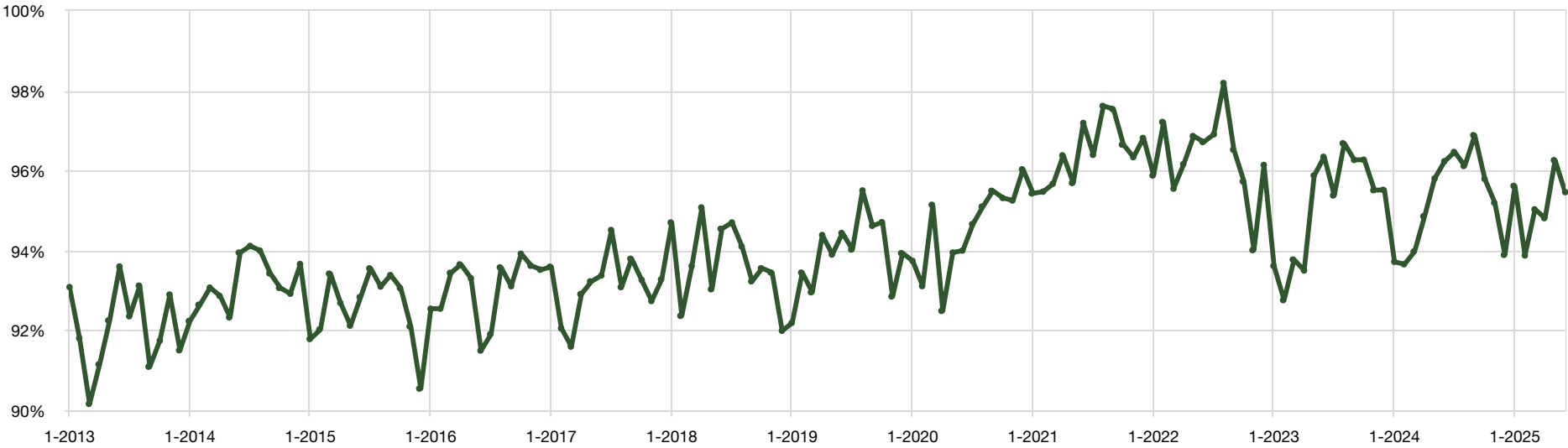
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



	Pct. of List Price Received	Prior Year	Percent Change
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%	95.5%	- 1.7%
January 2025	95.6%	93.7%	+ 2.0%
February 2025	93.9%	93.7%	+ 0.2%
March 2025	95.0%	94.0%	+ 1.1%
April 2025	94.8%	94.9%	- 0.1%
May 2025	96.3%	95.8%	+ 0.5%
June 2025	95.5%	96.2%	- 0.7%
12-Month Avg*	95.5%	95.5%	+ 0.0%

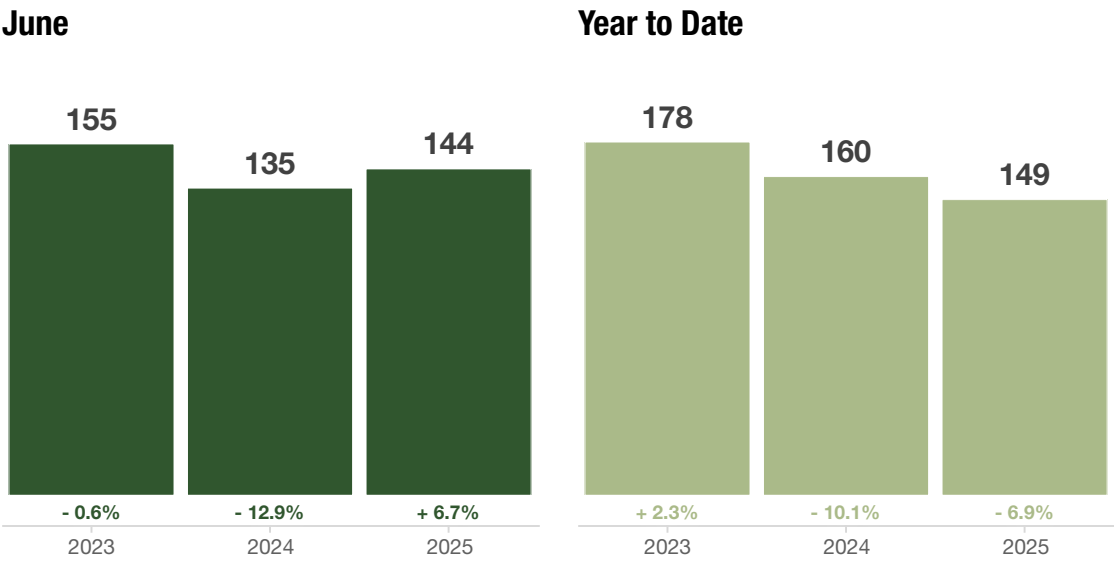
* Pct. of List Price Received for all properties from July 2024 through June 2025. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



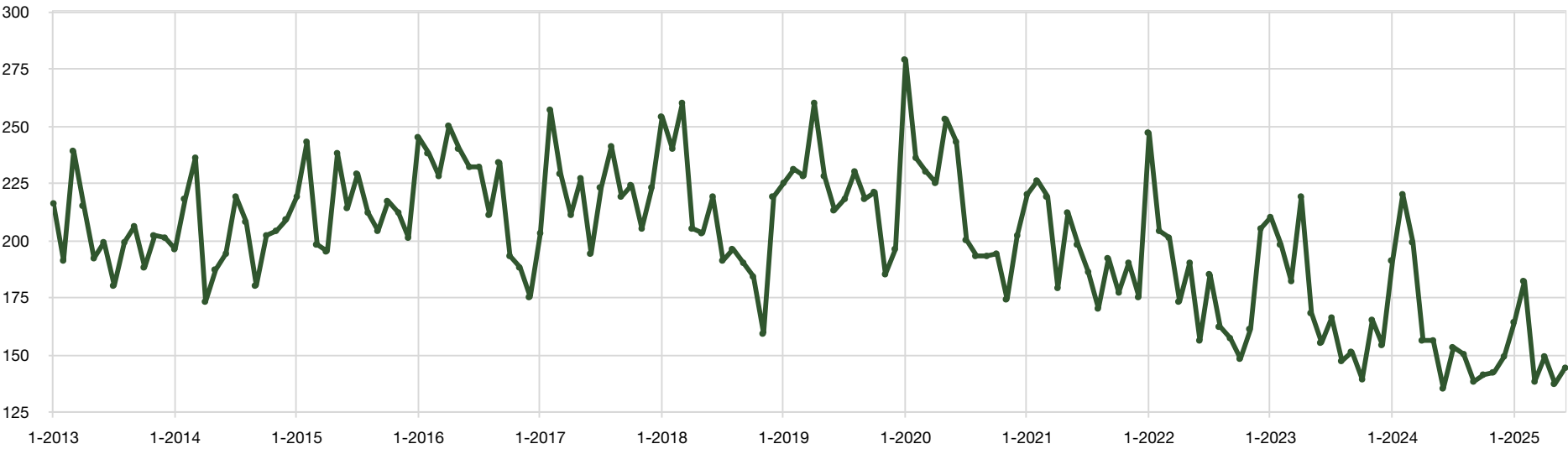
Housing Affordability Index

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.



Affordability Index		Prior Year	Percent Change
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	138	199	- 30.7%
April 2025	149	156	- 4.5%
May 2025	137	156	- 12.2%
June 2025	144	135	+ 6.7%
12-Month Avg	149	165	- 9.7%

Historical Housing Affordability Index by Month

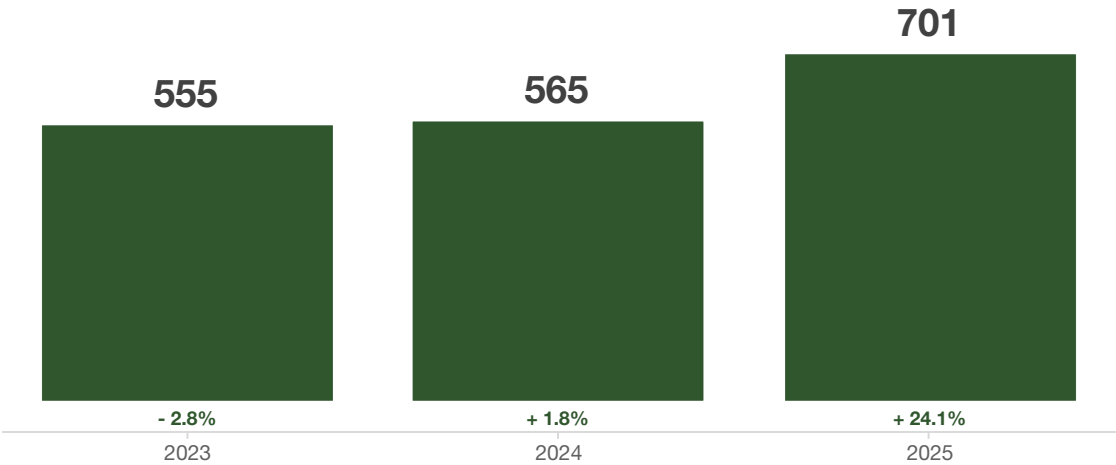


Inventory of Homes for Sale

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

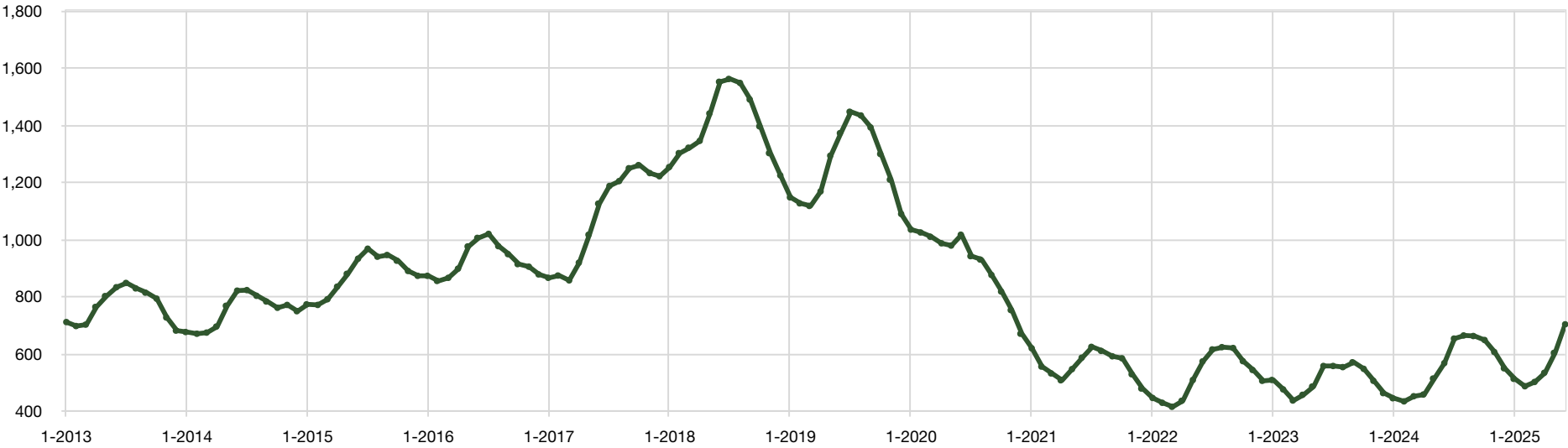


June



Homes for Sale		Prior Year	Percent Change
July 2024	651	555	+ 17.3%
August 2024	662	551	+ 20.1%
September 2024	660	568	+ 16.2%
October 2024	646	545	+ 18.5%
November 2024	604	503	+ 20.1%
December 2024	547	460	+ 18.9%
January 2025	510	442	+ 15.4%
February 2025	484	431	+ 12.3%
March 2025	499	449	+ 11.1%
April 2025	531	455	+ 16.7%
May 2025	601	511	+ 17.6%
June 2025	701	565	+ 24.1%
12-Month Avg	591	503	+ 17.5%

Historical Inventory of Homes for Sale by Month

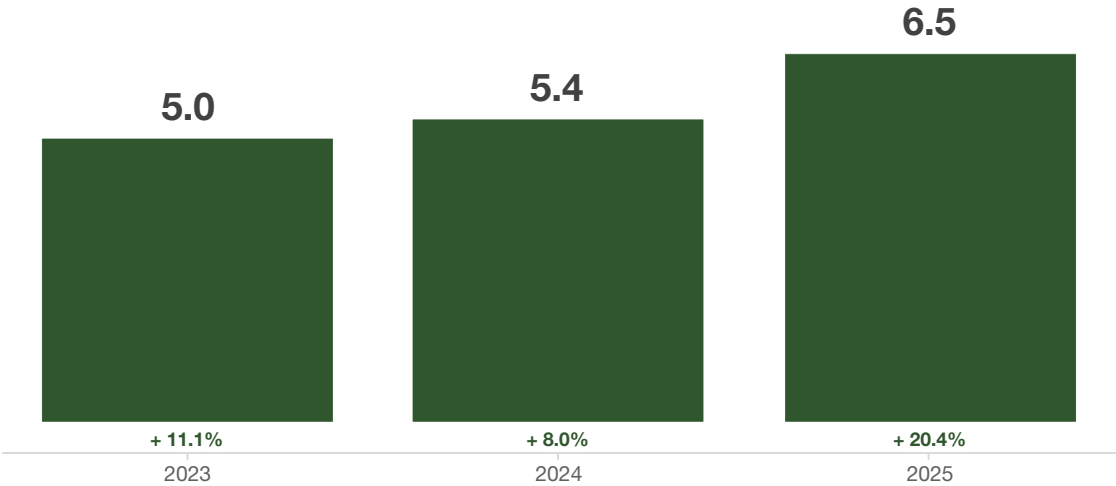


Months Supply of Inventory

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.



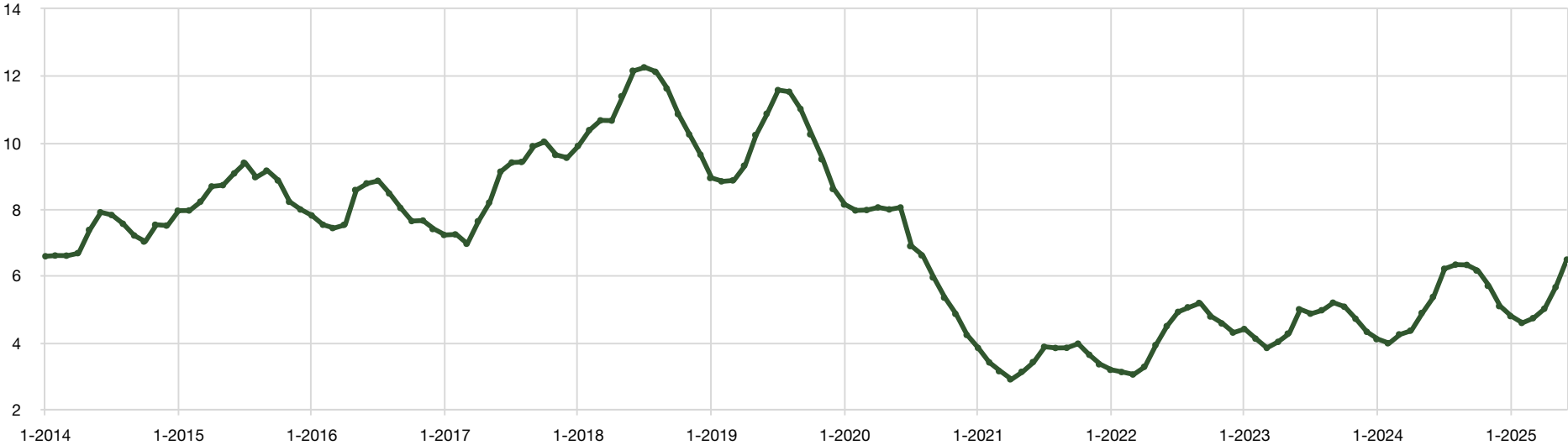
June



Months Supply		Prior Year	Percent Change
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	6.2	5.1	+ 21.6%
November 2024	5.7	4.7	+ 21.3%
December 2024	5.1	4.3	+ 18.6%
January 2025	4.8	4.1	+ 17.1%
February 2025	4.6	4.0	+ 15.0%
March 2025	4.7	4.2	+ 11.9%
April 2025	5.0	4.3	+ 16.3%
May 2025	5.7	4.9	+ 16.3%
June 2025	6.5	5.4	+ 20.4%
12-Month Avg*	5.6	4.7	+ 19.7%

* Months Supply for all properties from July 2024 through June 2025. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



Area Overview

New Listings, Closed Sales, Median Sales Price, Homes for Sale, and Months Supply are based on monthly figures.



	New Listings			Closed Sales			Median Sales Price			Homes for Sale			Months Supply		
	6-2024	6-2025	+ / -	6-2024	6-2025	+ / -	6-2024	6-2025	+ / -	6-2024	6-2025	+ / -	6-2024	6-2025	+ / -
Clinton	70	101	+ 44.3%	34	47	+ 38.2%	\$250,000	\$230,000	- 8.0%	146	179	+ 22.6%	3.3	4.0	+ 21.2%
Essex	47	64	+ 36.2%	30	22	- 26.7%	\$359,000	\$345,000	- 3.9%	186	205	+ 10.2%	7.6	7.6	0.0%
Franklin	48	61	+ 27.1%	22	23	+ 4.5%	\$230,200	\$185,500	- 19.4%	141	202	+ 43.3%	5.8	8.3	+ 43.1%
Fulton	0	0	0.0%	0	0	0.0%	—	—	—	1	0	- 100.0%	—	—	—
Hamilton	10	24	+ 140.0%	4	6	+ 50.0%	\$559,500	\$255,000	- 54.4%	30	43	+ 43.3%	7.7	12.9	+ 67.5%
Herkimer	8	3	- 62.5%	2	1	- 50.0%	\$285,000	\$1,525,000	+ 435.1%	20	7	- 65.0%	5.5	2.7	- 50.9%
Lewis	2	0	- 100.0%	0	0	0.0%	—	—	—	3	1	- 66.7%	—	1.0	—
Oneida	1	0	- 100.0%	1	0	- 100.0%	\$55,000	—	—	2	2	0.0%	1.5	1.1	- 26.7%
Saratoga	3	6	+ 100.0%	1	1	0.0%	\$366,000	\$320,000	- 12.6%	12	22	+ 83.3%	7.6	7.6	0.0%
St Lawrence	3	1	- 66.7%	3	1	- 66.7%	\$109,000	\$347,500	+ 218.8%	12	18	+ 50.0%	6.3	7.4	+ 17.5%
Warren	3	14	+ 366.7%	1	2	+ 100.0%	\$460,000	\$365,000	- 20.7%	8	17	+ 112.5%	4.4	8.0	+ 81.8%
Washington	0	1	—	0	0	0.0%	—	—	—	1	2	+ 100.0%	1.0	1.4	+ 40.0%
Other	0	0	0.0%	0	0	0.0%	—	—	—	0	0	0.0%	—	—	—