

# Monthly Indicators

## May 2025

U.S. existing-home sales dipped 0.5% month-over-month and 2.0% year-over-year to a seasonally adjusted annual rate of 4.00 million units, according to the National Association of REALTORS® (NAR). Sales increased in the Midwest, decreased in the West and Northeast, and were unchanged in the South. Year-over-year, sales were down in every region except the Northeast.

New Listings increased 13.8 percent to 223. Pending Sales increased 4.2 percent to 125. Inventory increased 14.7 percent to 586.

Median Sales Price increased 15.1 percent from \$225,000 to \$259,000. Days on Market increased 12.0 percent to 93. Months Supply of Inventory increased 12.2 percent to 5.5.

There were 1.45 million units actively for sale heading into May, a 9.0% increase from the previous month and a 20.8% improvement from the same time last year, for a 4.4-month supply at the current sales pace, according to NAR. The median existing-home price edged up 1.8% year-over-year to \$414,000 as of last measure, the 22nd consecutive month of annual price increases and a new record high for the month.

## Activity Snapshot

**- 32.4%**

One-Year Change in  
**Closed Sales**  
All Properties

**+ 15.1%**

One-Year Change in  
**Median Sales Price**  
All Properties

**+ 14.7%**

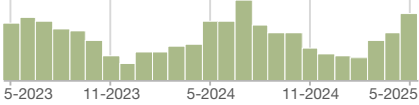
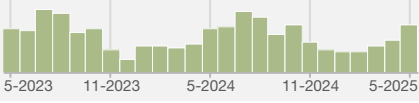

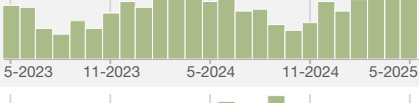
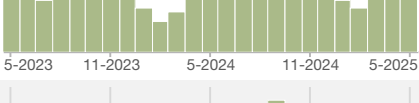
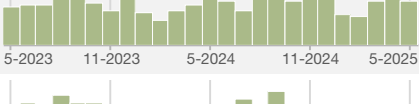
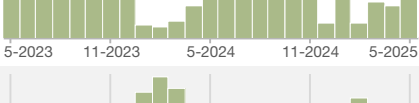
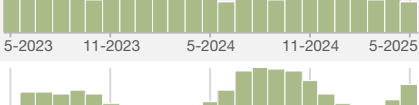
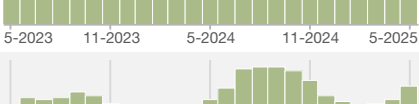
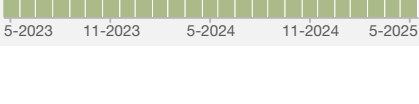
One-Year Change in  
**Homes for Sale**  
All Properties

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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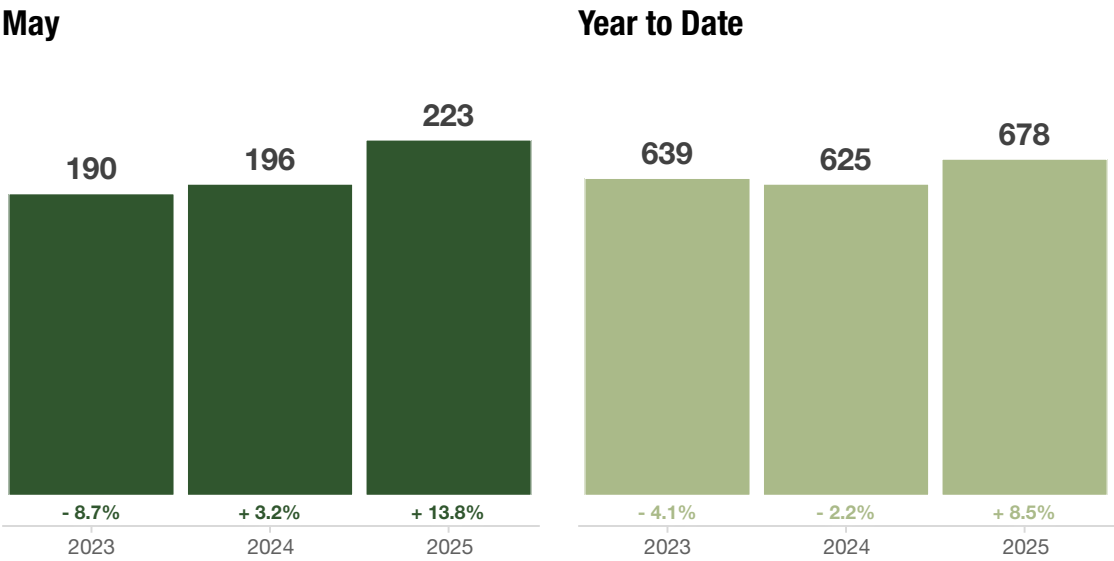
# Activity Overview

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

Key Metrics	Historical Sparkbars	5-2024	5-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		196	223	+ 13.8%	625	678	+ 8.5%
Pending Sales		120	125	+ 4.2%	474	464	- 2.1%
Closed Sales		105	71	- 32.4%	428	409	- 4.4%
Days on Market Until Sale		83	93	+ 12.0%	92	92	0.0%
Median Sales Price		\$225,000	\$259,000	+ 15.1%	\$200,000	\$235,000	+ 17.5%
Average Sales Price		\$357,584	\$342,750	- 4.1%	\$302,668	\$317,703	+ 5.0%
Percent of List Price Received		95.8%	96.1%	+ 0.3%	94.5%	95.1%	+ 0.6%
Housing Affordability Index		156	136	- 12.8%	176	149	- 15.3%
Inventory of Homes for Sale		511	586	+ 14.7%	—	—	—
Months Supply of Inventory		4.9	5.5	+ 12.2%	—	—	—

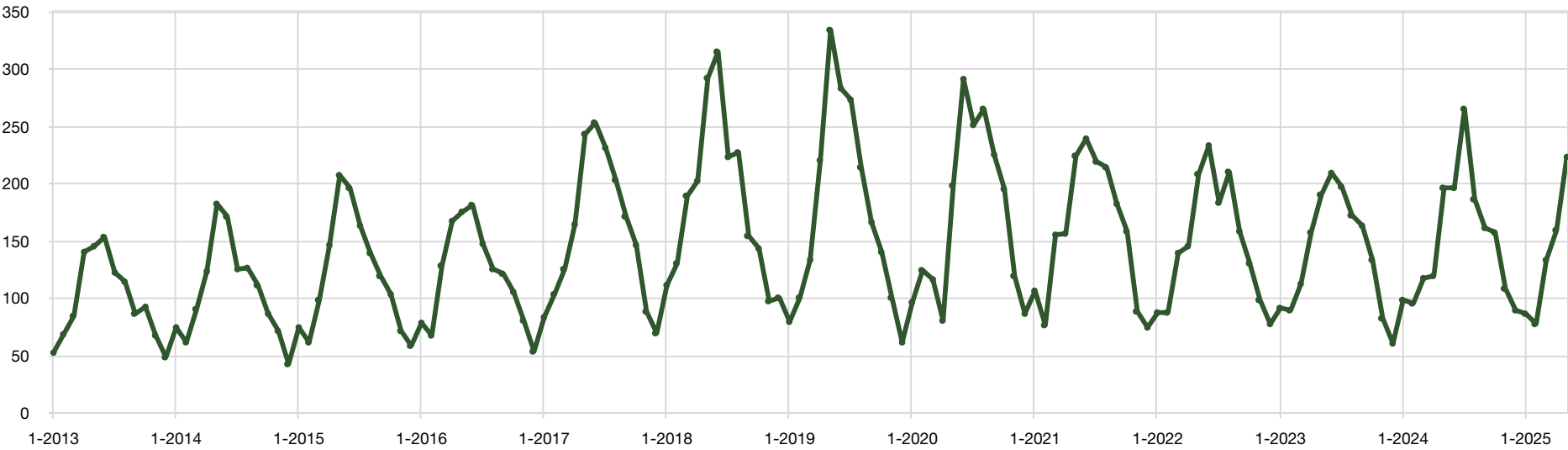
# New Listings

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



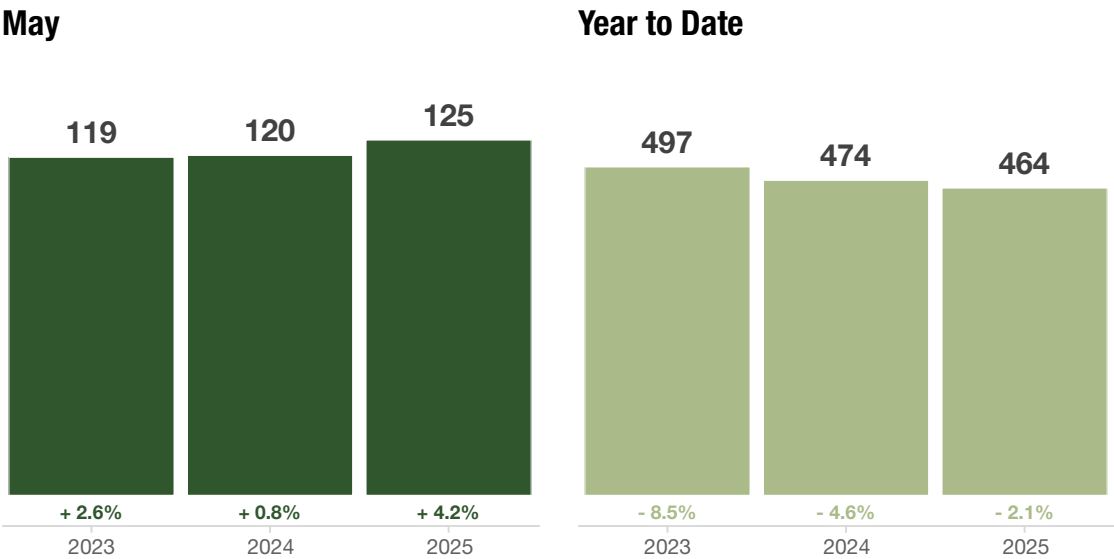
New Listings		Prior Year	Percent Change
June 2024	196	209	- 6.2%
July 2024	265	197	+ 34.5%
August 2024	186	172	+ 8.1%
September 2024	161	163	- 1.2%
October 2024	157	133	+ 18.0%
November 2024	108	82	+ 31.7%
December 2024	89	60	+ 48.3%
January 2025	86	98	- 12.2%
February 2025	77	95	- 18.9%
March 2025	133	117	+ 13.7%
April 2025	159	119	+ 33.6%
May 2025	223	196	+ 13.8%
12-Month Avg	153	137	+ 11.7%

## Historical New Listings by Month



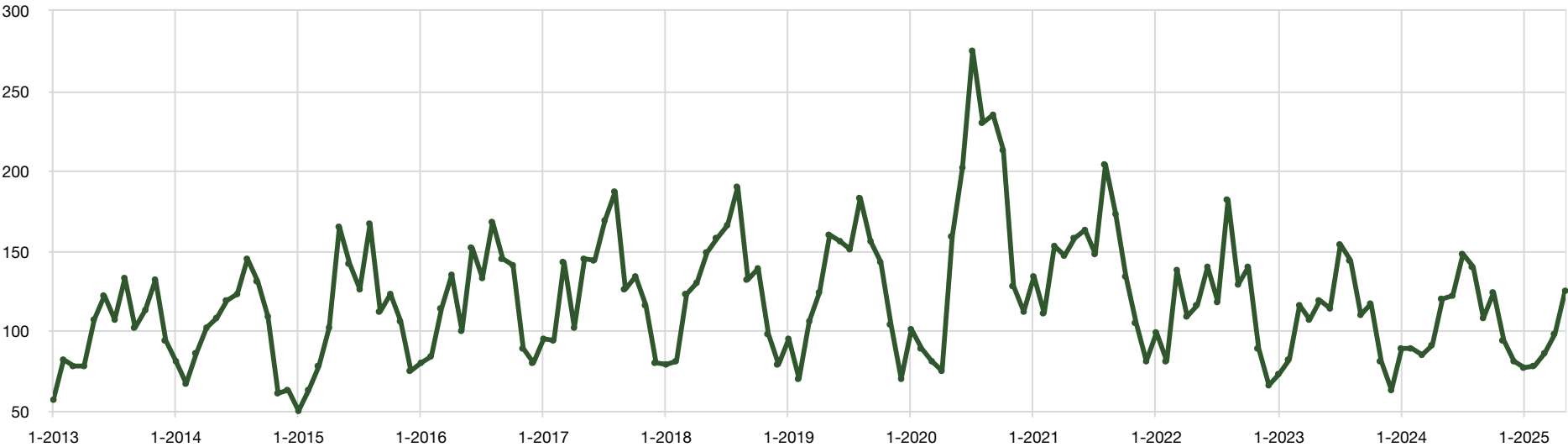
# Pending Sales

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



Pending Sales		Prior Year	Percent Change
June 2024	122	114	+ 7.0%
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	86	85	+ 1.2%
April 2025	98	91	+ 7.7%
May 2025	125	120	+ 4.2%
12-Month Avg	107	105	+ 1.9%

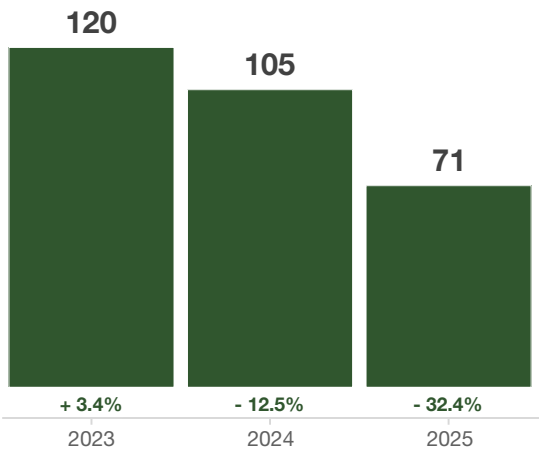
## Historical Pending Sales by Month



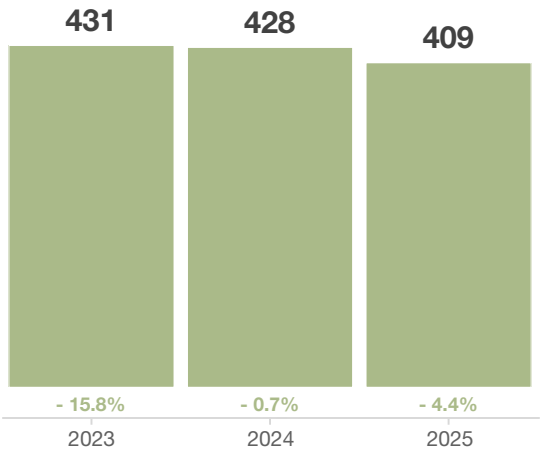
# Closed Sales

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

## May

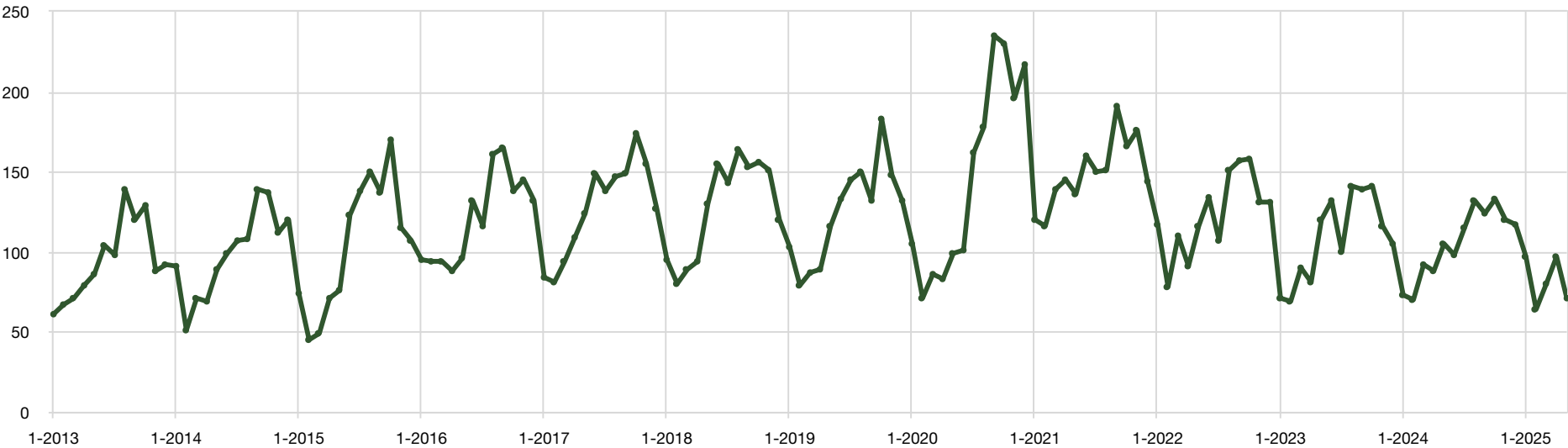


## Year to Date



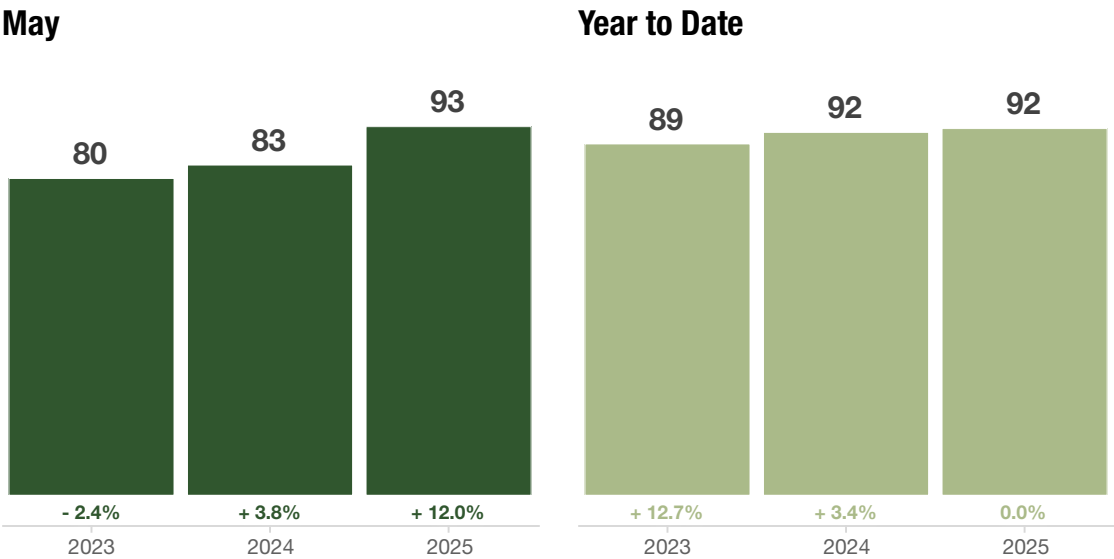
Closed Sales		Prior Year	Percent Change
June 2024	98	132	- 25.8%
July 2024	115	100	+ 15.0%
August 2024	132	141	- 6.4%
September 2024	124	139	- 10.8%
October 2024	133	141	- 5.7%
November 2024	120	116	+ 3.4%
December 2024	117	105	+ 11.4%
January 2025	97	73	+ 32.9%
February 2025	64	70	- 8.6%
March 2025	80	92	- 13.0%
April 2025	97	88	+ 10.2%
May 2025	71	105	- 32.4%
12-Month Avg	104	109	- 4.6%

## Historical Closed Sales by Month



# Days on Market Until Sale

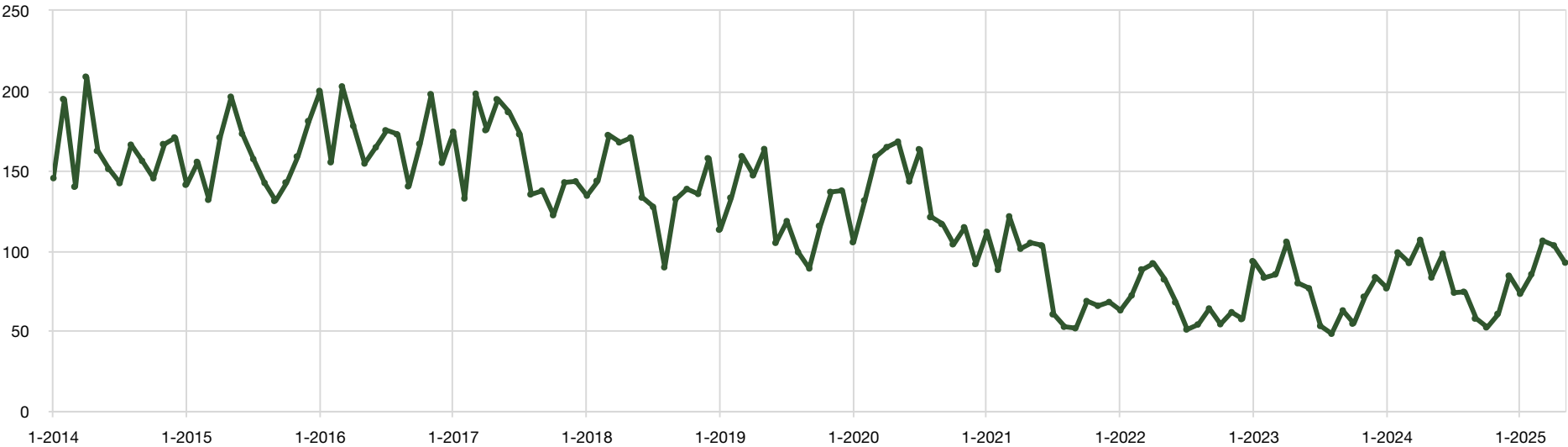
Average number of days between when a property is listed and when an offer is accepted in a given month.



Days on Market		Prior Year	Percent Change
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	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%
12-Month Avg*	78	73	+ 6.6%

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

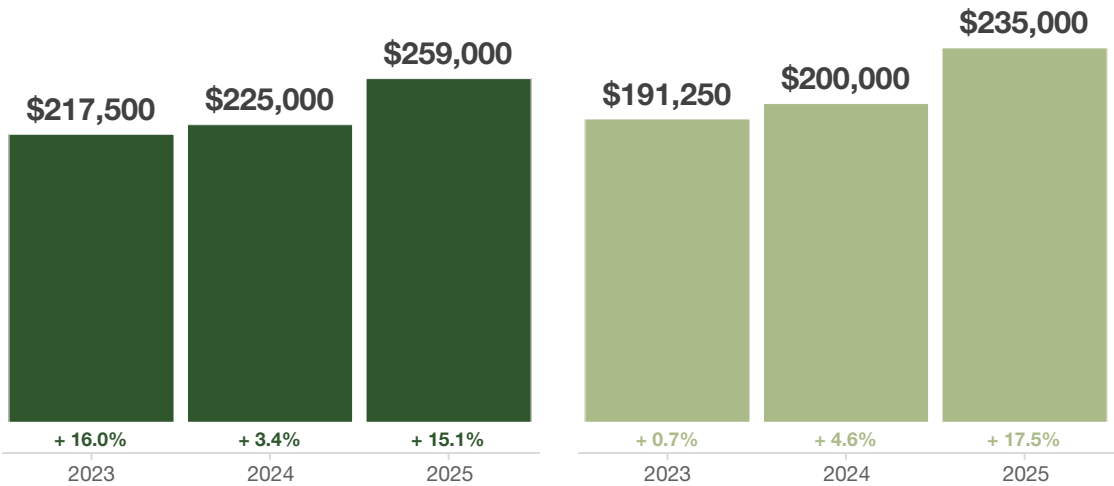
## Historical Days on Market Until Sale by Month



# 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.

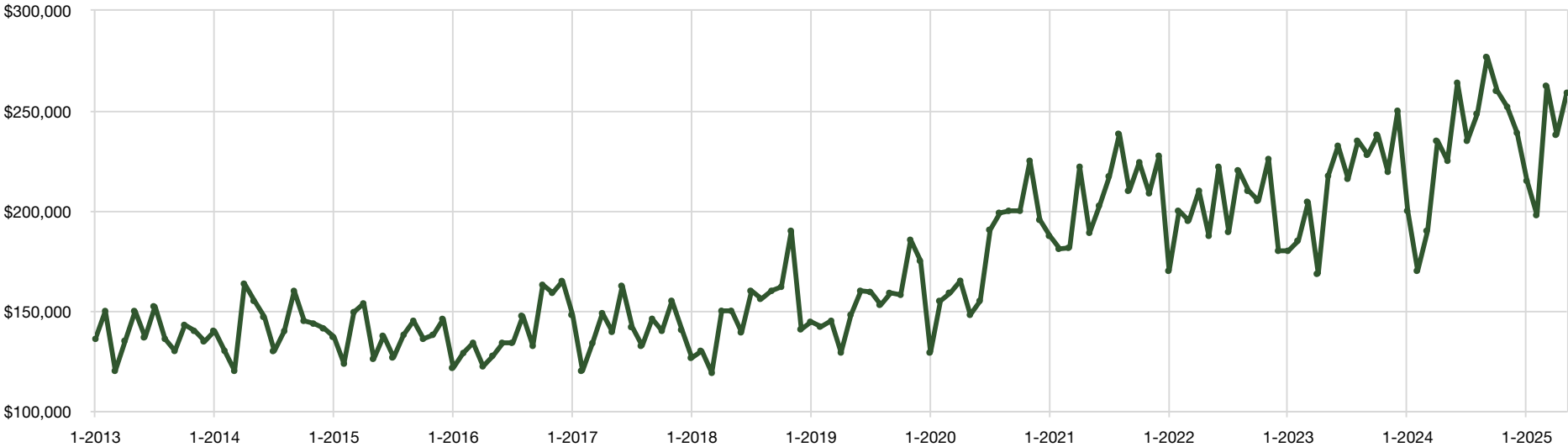
## May



Median Sales Price	Prior Year	Percent Change
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	\$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	\$259,000	\$225,000 + 15.1%
12-Month Avg*	\$250,000	\$220,000 + 13.6%

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

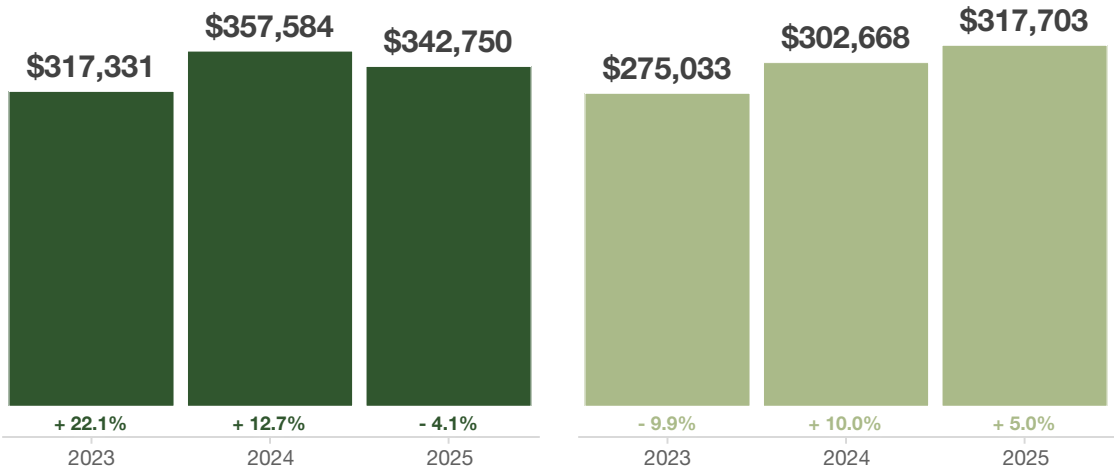
## Historical Median Sales Price by Month



# Average Sales Price

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

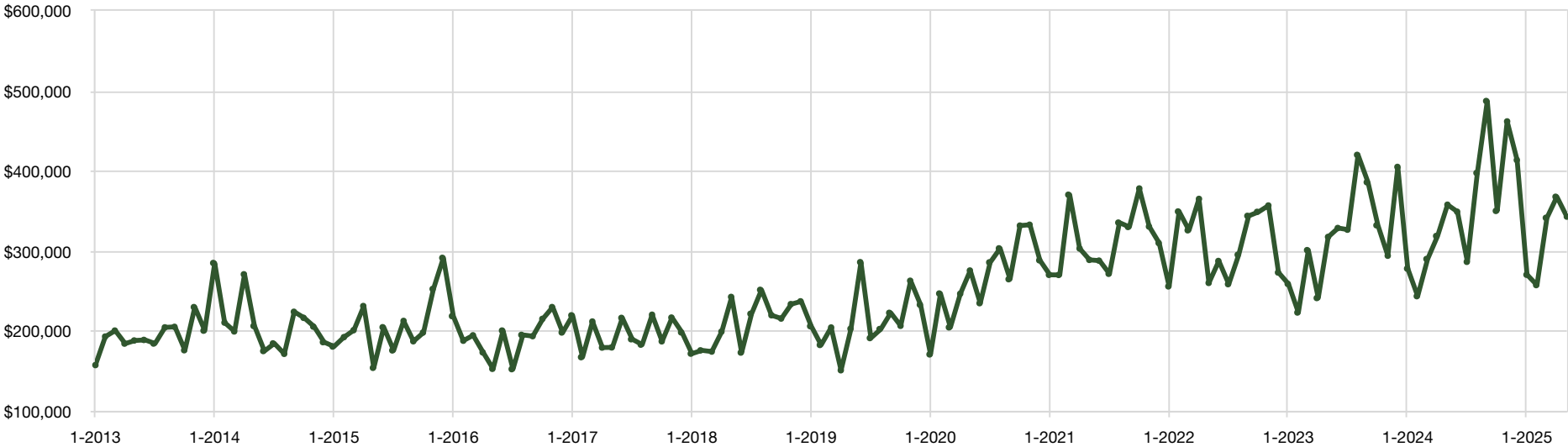
## May



Avg. Sales Price	Prior Year	Percent Change
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	\$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	\$342,750	\$357,584 - 4.1%
12-Month Avg*	\$368,703	\$339,110 + 8.7%

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

## Historical Average Sales Price by Month

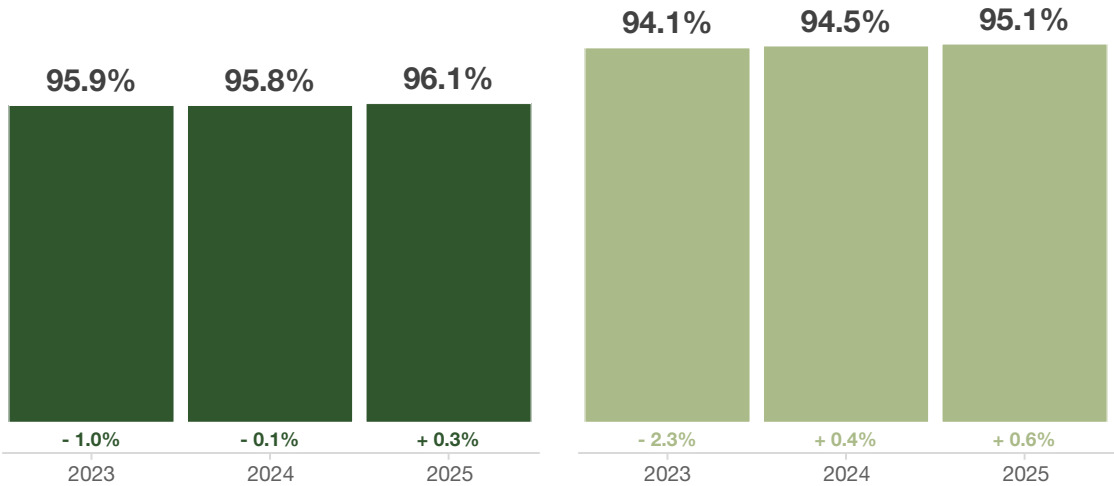




# Percent of List Price Received

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.

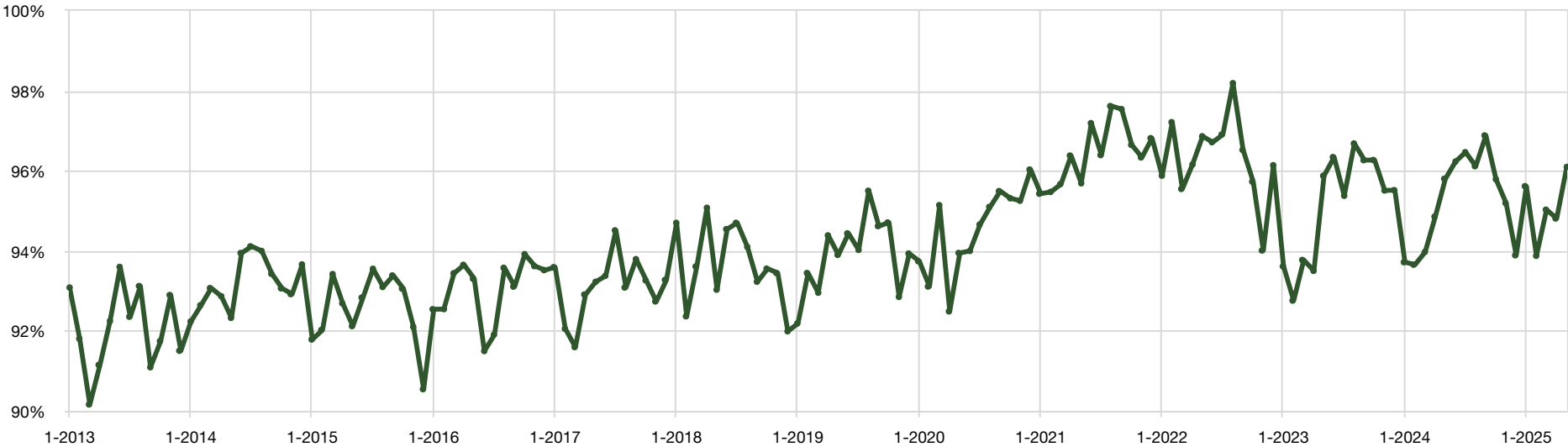
## May



	Pct. of List Price Received	Prior Year	Percent Change
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%	95.5%	- 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	96.1%	95.8%	+ 0.3%
12-Month Avg*	95.6%	95.5%	+ 0.0%

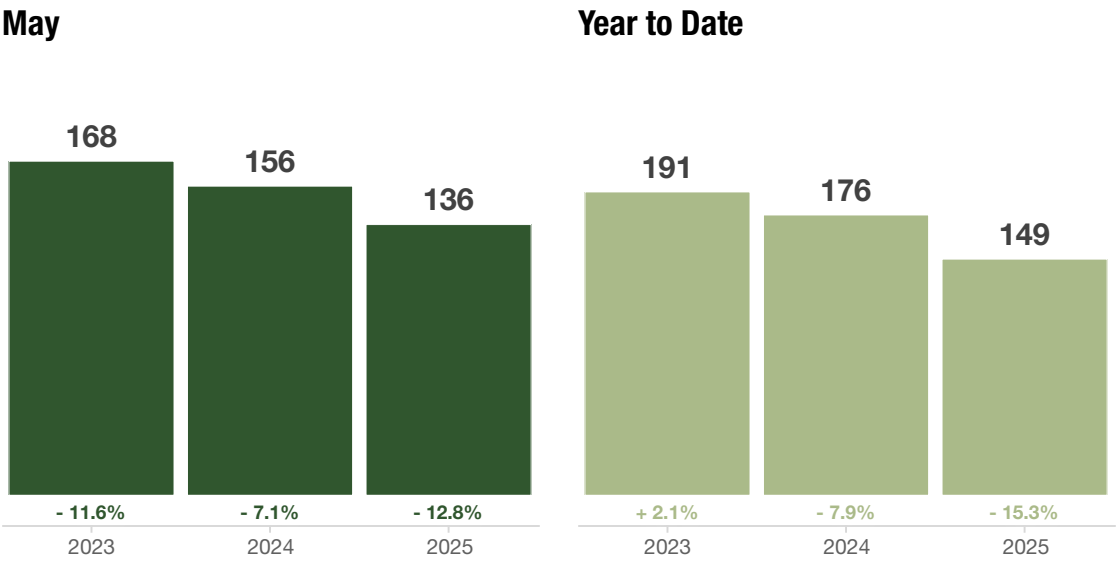
\* Pct. of List Price Received for all properties from June 2024 through May 2025. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



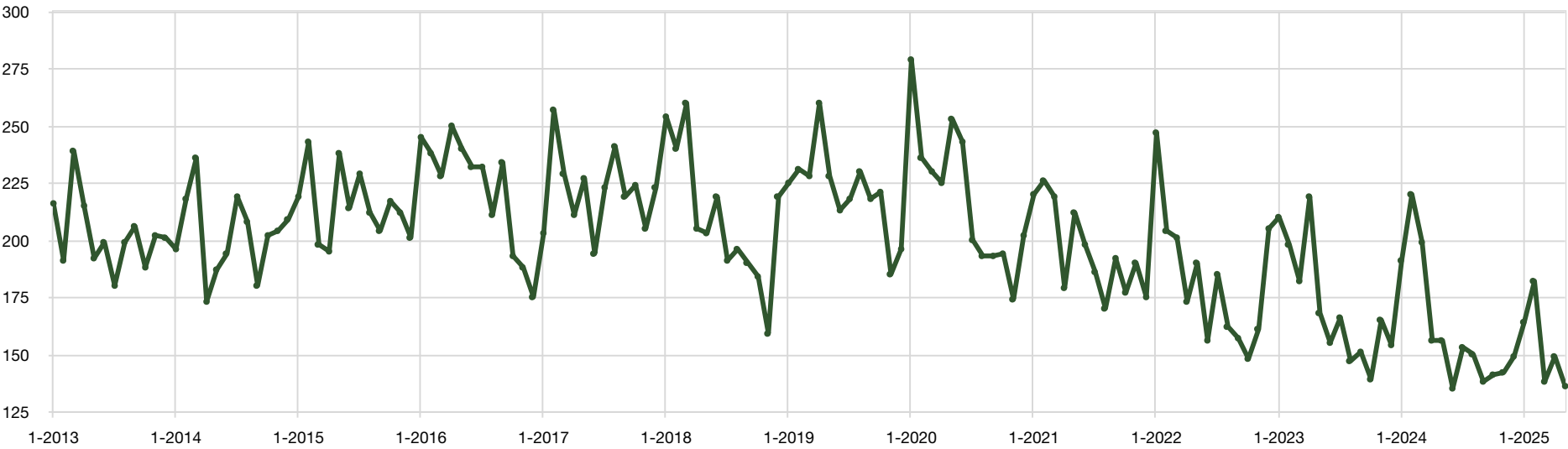
# Housing Affordability Index

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
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	138	199	- 30.7%
April 2025	149	156	- 4.5%
May 2025	136	156	- 12.8%
12-Month Avg	148	167	- 11.4%

## Historical Housing Affordability Index by Month

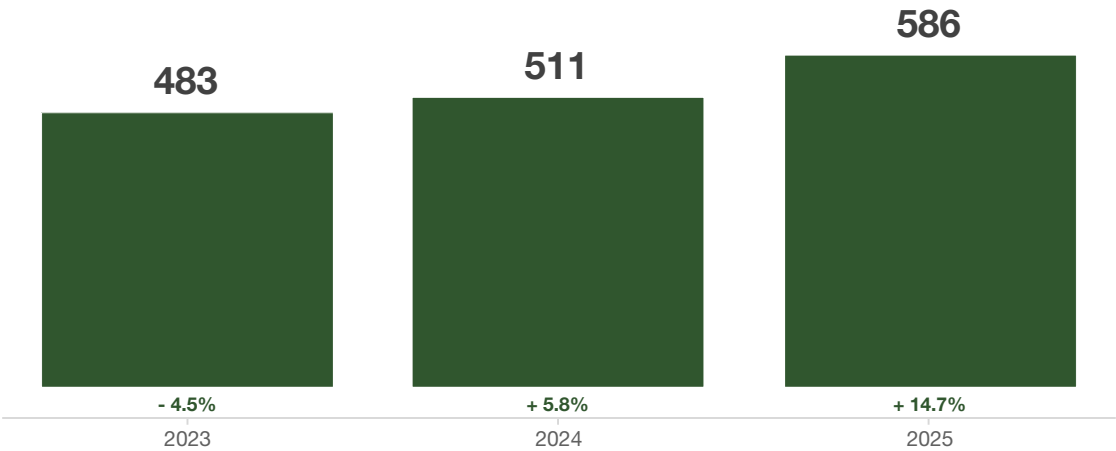


# Inventory of Homes for Sale

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

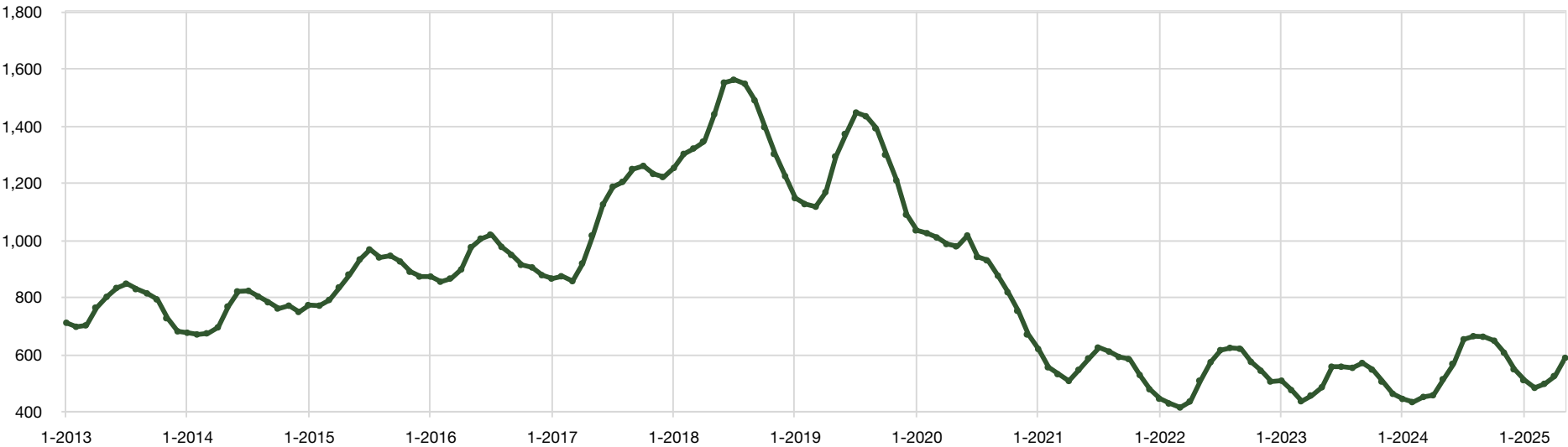


May



Homes for Sale		Prior Year	Percent Change
June 2024	565	555	+ 1.8%
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	546	460	+ 18.7%
January 2025	508	442	+ 14.9%
February 2025	481	431	+ 11.6%
March 2025	495	449	+ 10.2%
April 2025	522	455	+ 14.7%
May 2025	586	511	+ 14.7%
12-Month Avg	577	502	+ 14.9%

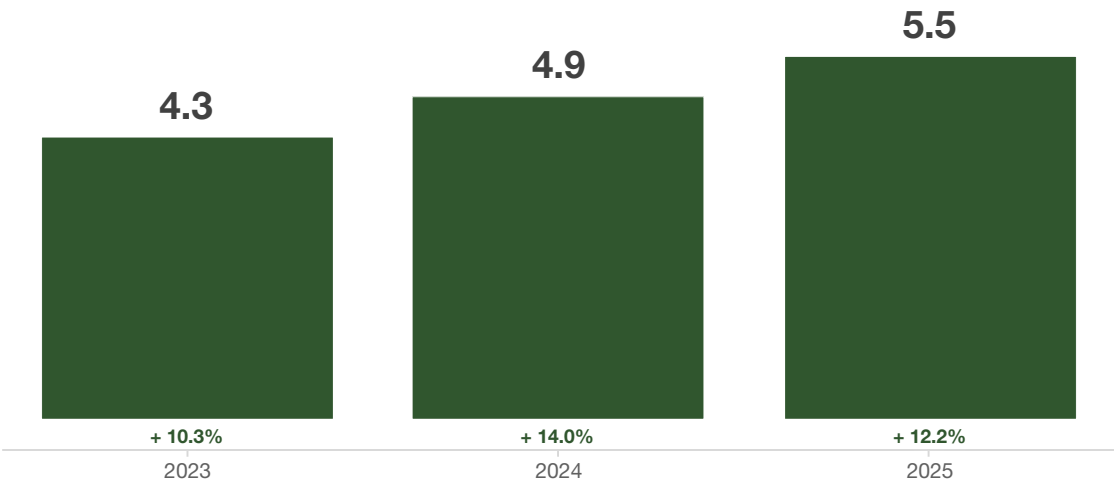
## Historical Inventory of Homes for Sale by Month



# 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.

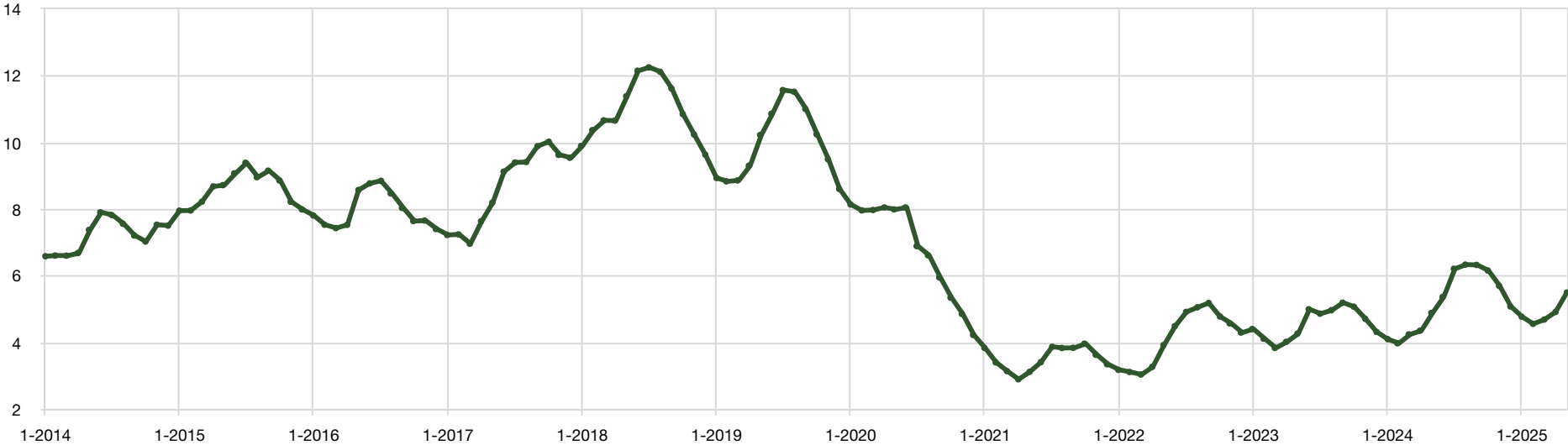
May



Months Supply		Prior Year	Percent Change
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	6.2	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	4.9	4.3	+ 14.0%
May 2025	5.5	4.9	+ 12.2%
12-Month Avg*	5.5	4.6	+ 17.9%

\* Months Supply for all properties from June 2024 through May 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		
	5-2024	5-2025	+ / -	5-2024	5-2025	+ / -	5-2024	5-2025	+ / -	5-2024	5-2025	+ / -	5-2024	5-2025	+ / -
Clinton	60	75	+ 25.0%	46	34	- 26.1%	\$227,500	\$232,500	+ 2.2%	134	142	+ 6.0%	3.1	3.2	+ 3.2%
Essex	56	49	- 12.5%	24	17	- 29.2%	\$284,500	\$375,000	+ 31.8%	165	178	+ 7.9%	6.6	6.9	+ 4.5%
Franklin	48	64	+ 33.3%	21	11	- 47.6%	\$150,000	\$205,475	+ 37.0%	133	180	+ 35.3%	5.4	7.4	+ 37.0%
Fulton	0	0	0.0%	0	0	0.0%	—	—	—	1	0	- 100.0%	—	—	—
Hamilton	4	14	+ 250.0%	5	3	- 40.0%	\$249,000	\$460,000	+ 84.7%	25	23	- 8.0%	6.5	6.7	+ 3.1%
Herkimer	7	3	- 57.1%	4	2	- 50.0%	\$850,000	\$657,500	- 22.6%	19	6	- 68.4%	6.0	1.9	- 68.3%
Lewis	0	0	0.0%	0	0	0.0%	—	—	—	1	1	0.0%	—	1.0	—
Oneida	2	0	- 100.0%	1	0	- 100.0%	\$275,000	—	—	4	3	- 25.0%	3.0	1.7	- 43.3%
Saratoga	6	5	- 16.7%	1	3	+ 200.0%	\$1,150,000	\$290,000	- 74.8%	9	24	+ 166.7%	5.7	10.7	+ 87.7%
St Lawrence	6	3	- 50.0%	2	1	- 50.0%	\$178,750	\$128,500	- 28.1%	11	19	+ 72.7%	4.8	8.3	+ 72.9%
Warren	6	7	+ 16.7%	1	0	- 100.0%	\$220,000	—	—	6	4	- 33.3%	3.0	1.9	- 36.7%
Washington	0	0	0.0%	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%	—	—	—