

Monthly Indicators



July 2025

U.S. existing-home sales fell 2.7% from the previous month to a seasonally adjusted annual rate of 3.93 million, according to the National Association of REALTORS® (NAR). Sales were unchanged from one year earlier. Regionally, monthly sales declined in the Midwest, Northeast, and South but rose in the West. Year-over-year, sales decreased in the Northeast and West but increased in the South and Midwest.

New Listings decreased 16.6 percent to 221. Pending Sales increased 6.8 percent to 158. Inventory increased 13.5 percent to 739.

Median Sales Price increased 2.7 percent from \$235,000 to \$241,250. Days on Market decreased 1.4 percent to 73. Months Supply of Inventory increased 11.3 percent to 6.9.

Nationally, the median existing-home sales price rose 2.0% year-over-year to \$435,300, a new monthly high and the 24th consecutive month of annual price gains, according to NAR. Slower sales activity has contributed to rising inventory this year, with 1.53 million properties listed for sale heading into July, a 15.9% increase from the same time last year and equivalent to a 4.7-month supply at the current sales pace.

Activity Snapshot

| | | |
|---|---|---|
| + 9.6% | + 2.7% | + 13.5% |
| 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.

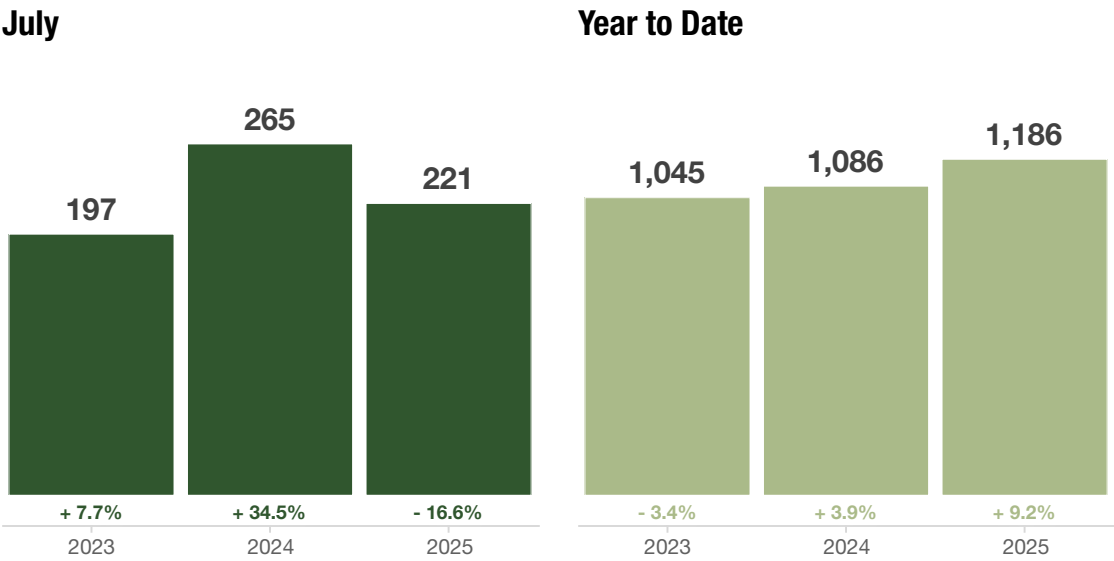


Adirondack-Champlain Valley
MULTIPLE LISTING SERVICE

| Key Metrics | Historical Sparkbars | 7-2024 | 7-2025 | % Change | YTD 2024 | YTD 2025 | % Change |
|--------------------------------|----------------------|-----------|-----------|----------|-----------|-----------|----------|
| New Listings | | 265 | 221 | - 16.6% | 1,086 | 1,186 | + 9.2% |
| Pending Sales | | 148 | 158 | + 6.8% | 744 | 748 | + 0.5% |
| Closed Sales | | 115 | 126 | + 9.6% | 641 | 641 | 0.0% |
| Days on Market Until Sale | | 74 | 73 | - 1.4% | 89 | 87 | - 2.2% |
| Median Sales Price | | \$235,000 | \$241,250 | + 2.7% | \$225,000 | \$239,998 | + 6.7% |
| Average Sales Price | | \$286,262 | \$329,446 | + 15.1% | \$306,720 | \$326,829 | + 6.6% |
| Percent of List Price Received | | 96.5% | 97.0% | + 0.5% | 95.1% | 95.5% | + 0.4% |
| Housing Affordability Index | | 153 | 147 | - 3.9% | 159 | 148 | - 6.9% |
| Inventory of Homes for Sale | | 651 | 739 | + 13.5% | — | — | — |
| Months Supply of Inventory | | 6.2 | 6.9 | + 11.3% | — | — | — |

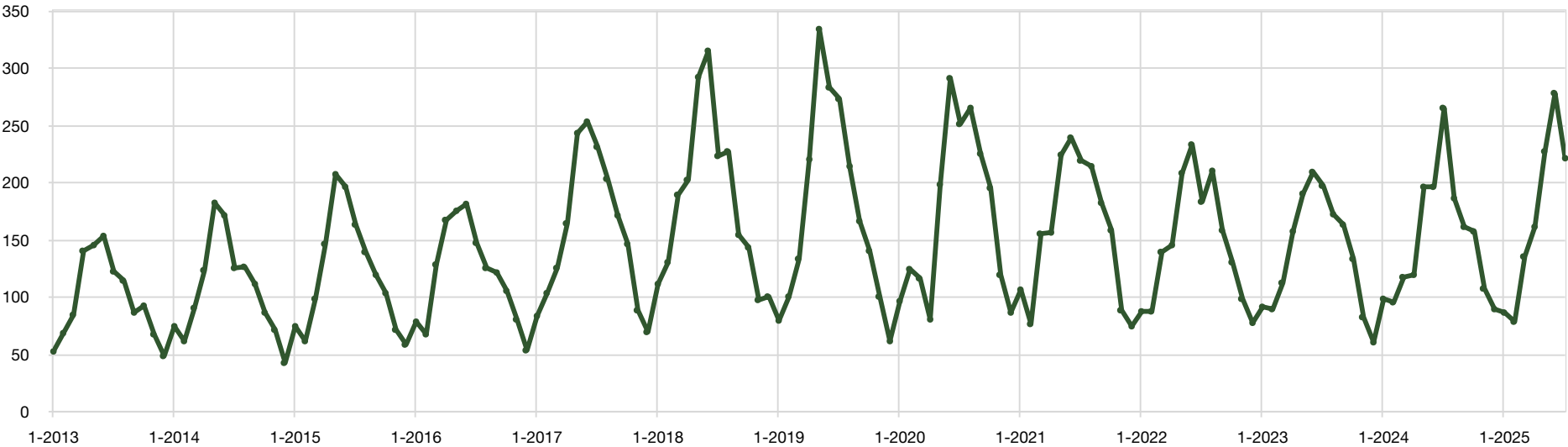
New Listings

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



| New Listings | | Prior Year | Percent Change |
|----------------|-----|------------|----------------|
| August 2024 | 186 | 172 | + 8.1% |
| September 2024 | 161 | 163 | - 1.2% |
| October 2024 | 157 | 133 | + 18.0% |
| November 2024 | 107 | 82 | + 30.5% |
| December 2024 | 89 | 60 | + 48.3% |
| January 2025 | 86 | 98 | - 12.2% |
| February 2025 | 78 | 95 | - 17.9% |
| March 2025 | 135 | 117 | + 15.4% |
| April 2025 | 161 | 119 | + 35.3% |
| May 2025 | 227 | 196 | + 15.8% |
| June 2025 | 278 | 196 | + 41.8% |
| July 2025 | 221 | 265 | - 16.6% |
| 12-Month Avg | 157 | 141 | + 11.3% |

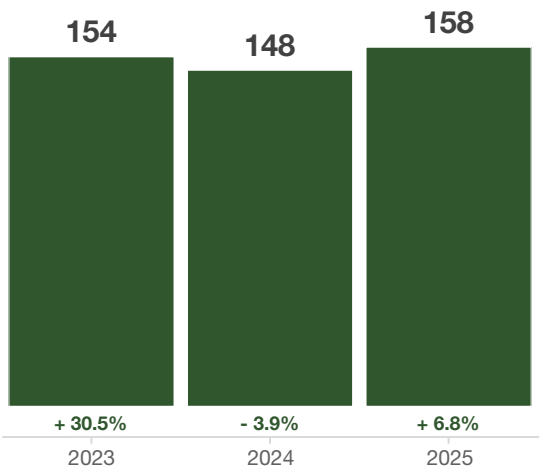
Historical New Listings by Month



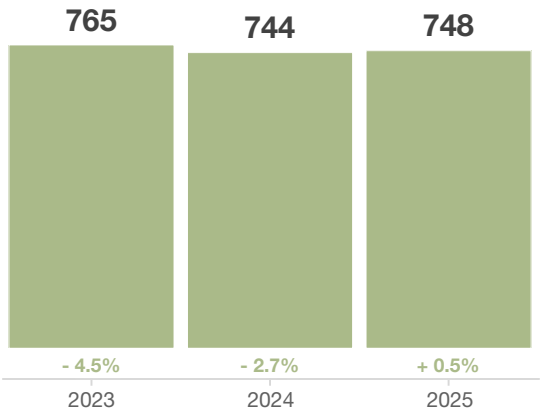
Pending Sales

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

July

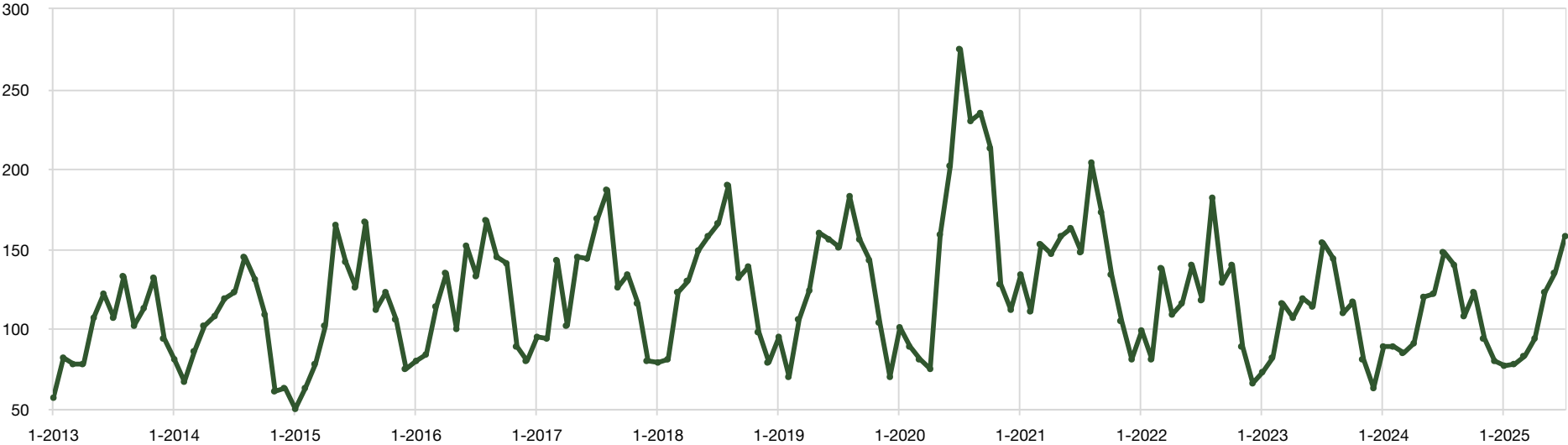


Year to Date



| Pending Sales | | Prior Year | Percent Change |
|----------------|-----|------------|----------------|
| August 2024 | 140 | 144 | - 2.8% |
| September 2024 | 108 | 110 | - 1.8% |
| October 2024 | 123 | 117 | + 5.1% |
| November 2024 | 94 | 81 | + 16.0% |
| December 2024 | 80 | 63 | + 27.0% |
| January 2025 | 77 | 89 | - 13.5% |
| February 2025 | 78 | 89 | - 12.4% |
| March 2025 | 83 | 85 | - 2.4% |
| April 2025 | 94 | 91 | + 3.3% |
| May 2025 | 123 | 120 | + 2.5% |
| June 2025 | 135 | 122 | + 10.7% |
| July 2025 | 158 | 148 | + 6.8% |
| 12-Month Avg | 108 | 105 | + 2.9% |

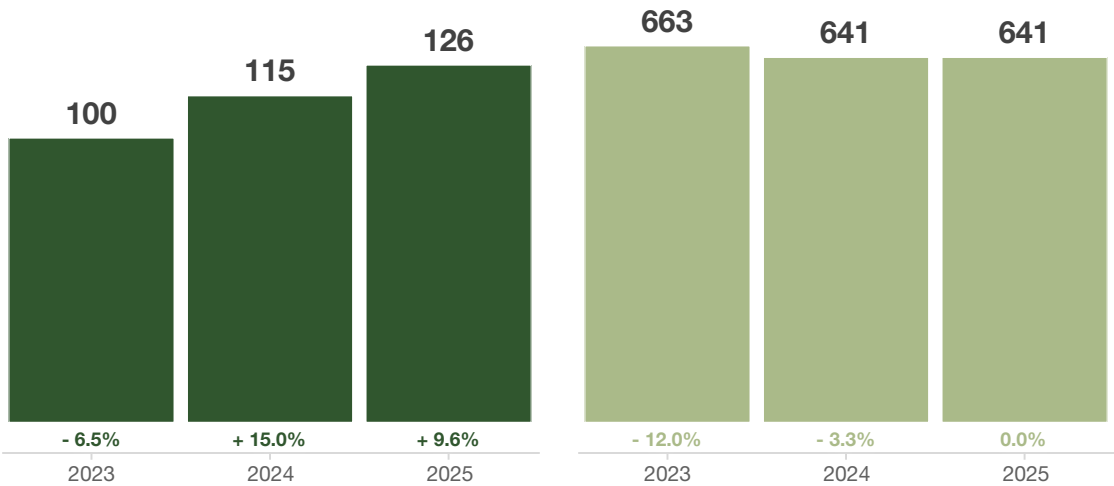
Historical Pending Sales by Month



Closed Sales

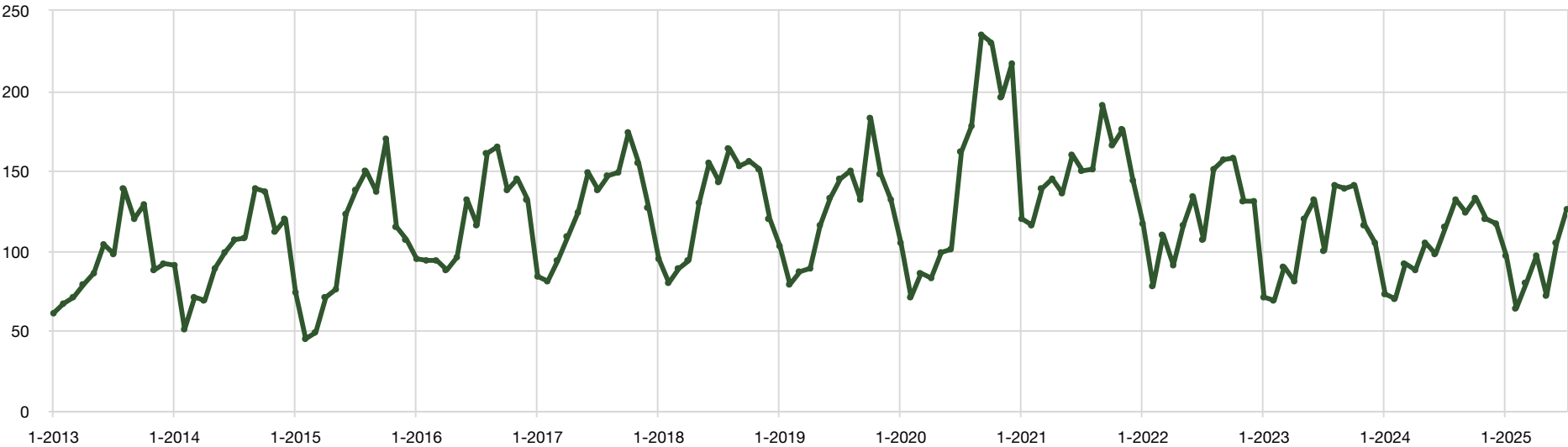
A count of the actual sales that closed in a given month.

July



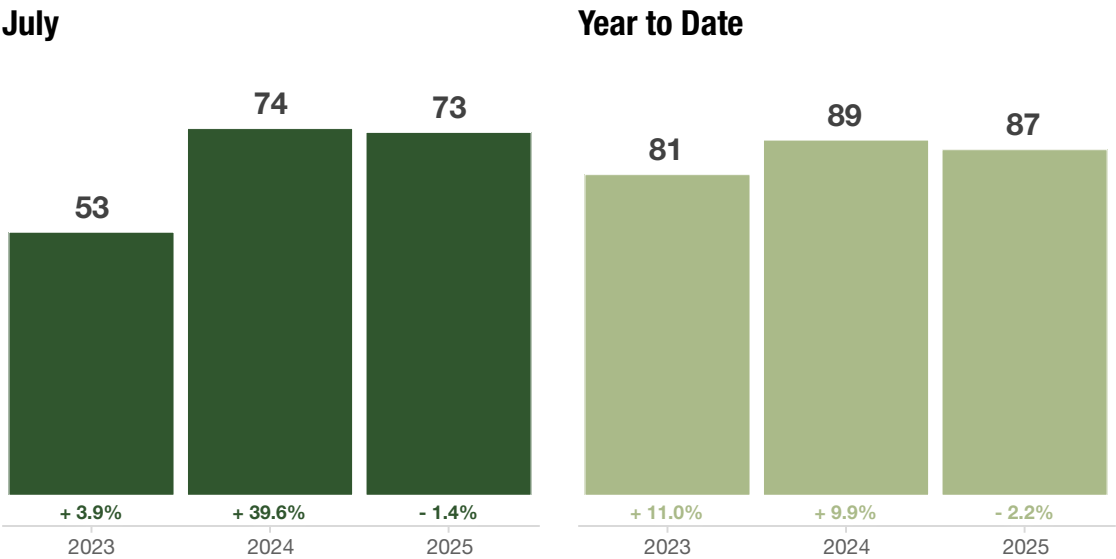
| Closed Sales | | Prior Year | Percent Change |
|----------------|-----|------------|----------------|
| August 2024 | 132 | 141 | - 6.4% |
| September 2024 | 124 | 139 | - 10.8% |
| October 2024 | 133 | 141 | - 5.7% |
| November 2024 | 120 | 116 | + 3.4% |
| December 2024 | 117 | 105 | + 11.4% |
| 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 | 105 | 98 | + 7.1% |
| July 2025 | 126 | 115 | + 9.6% |
| 12-Month Avg | 106 | 107 | - 0.9% |

Historical Closed Sales by Month



Days on Market Until Sale

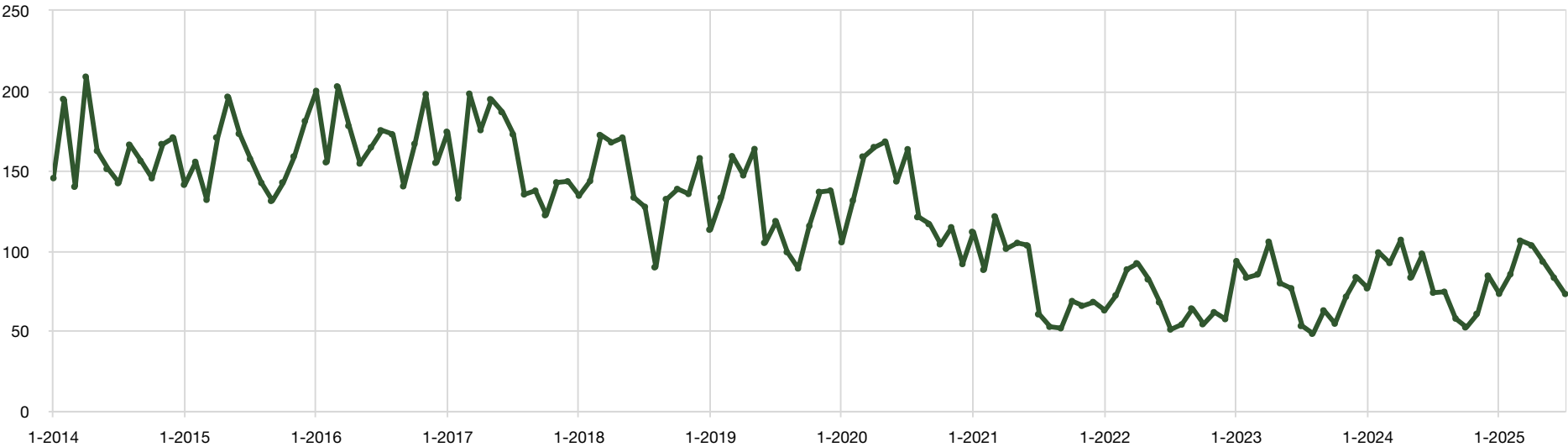
Average number of days between when a property is listed and when an offer is accepted in a given month.



| Days on Market | | Prior Year | Percent Change |
|----------------|-----|------------|----------------|
| 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 | 83 | 98 | - 15.3% |
| July 2025 | 73 | 74 | - 1.4% |
| 12-Month Avg* | 76 | 76 | + 0.6% |

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

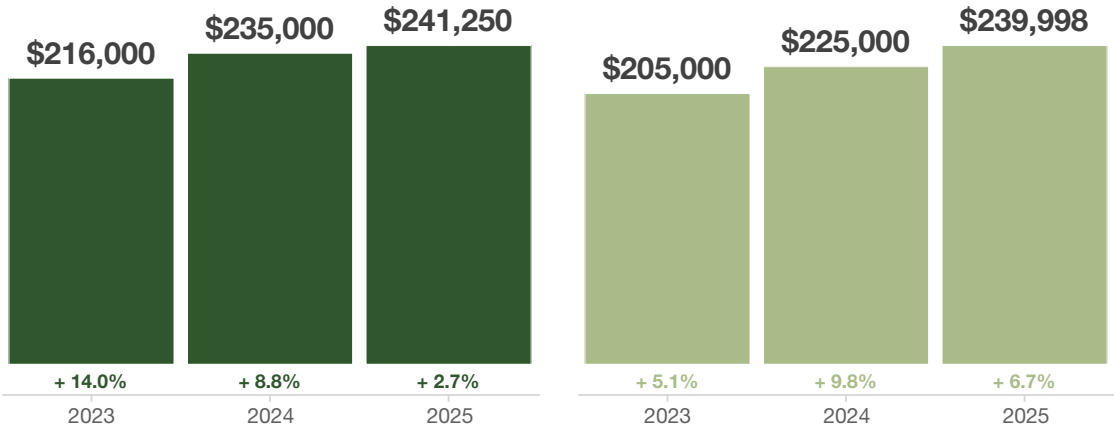
Historical Days on Market Until Sale by Month



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.

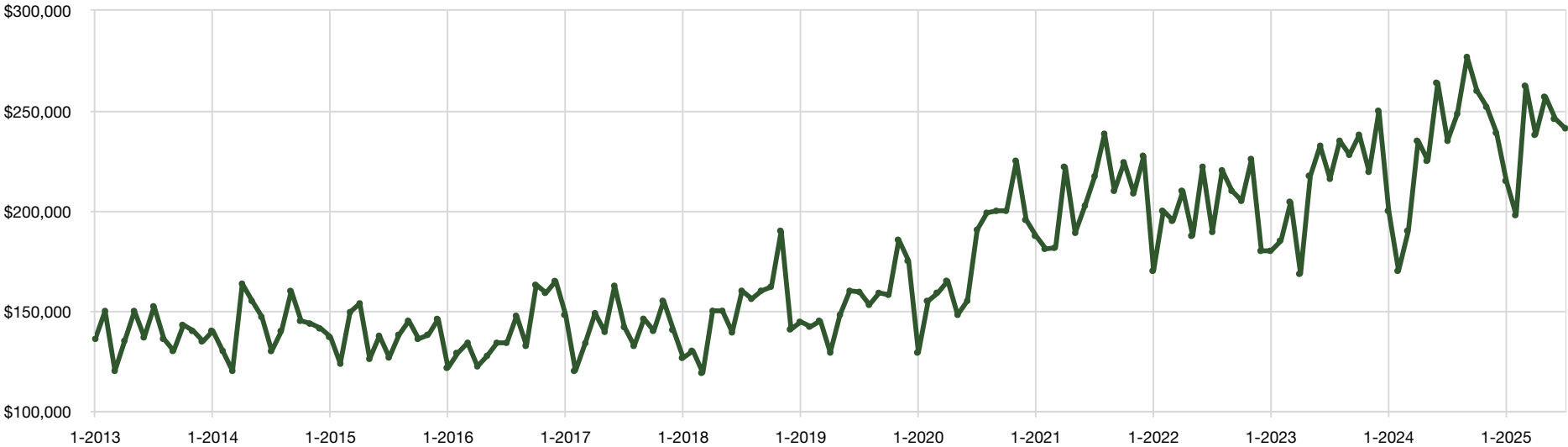
July



| Median Sales Price | Prior Year | Percent Change |
|--------------------|------------|-------------------|
| 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% |
| July 2025 | \$241,250 | \$235,000 + 2.7% |
| 12-Month Avg* | \$249,000 | \$225,000 + 10.7% |

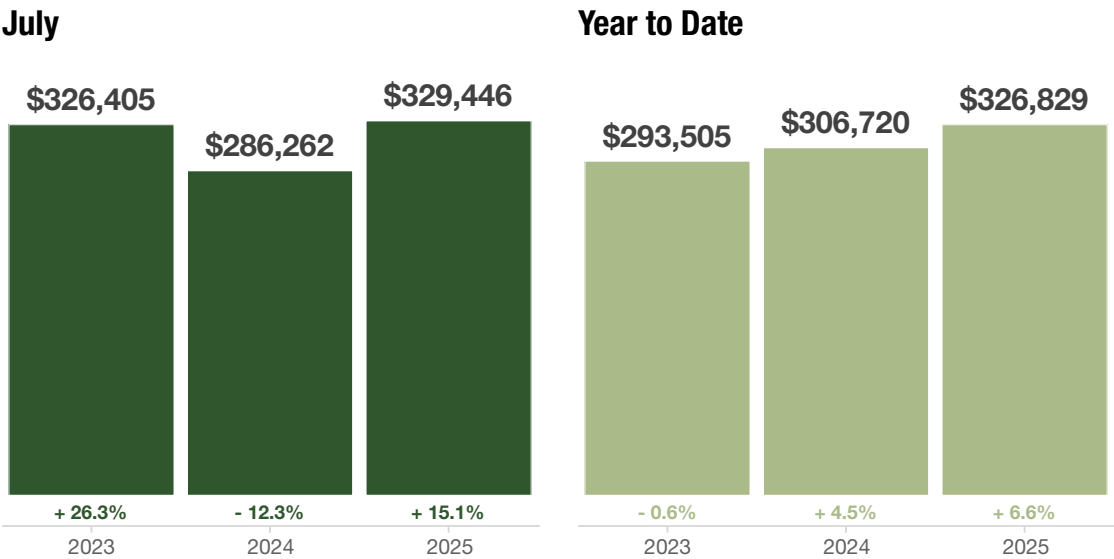
* Median Sales Price for all properties from August 2024 through July 2025. This is not the average of the individual figures above.

Historical Median Sales Price by Month



Average Sales Price

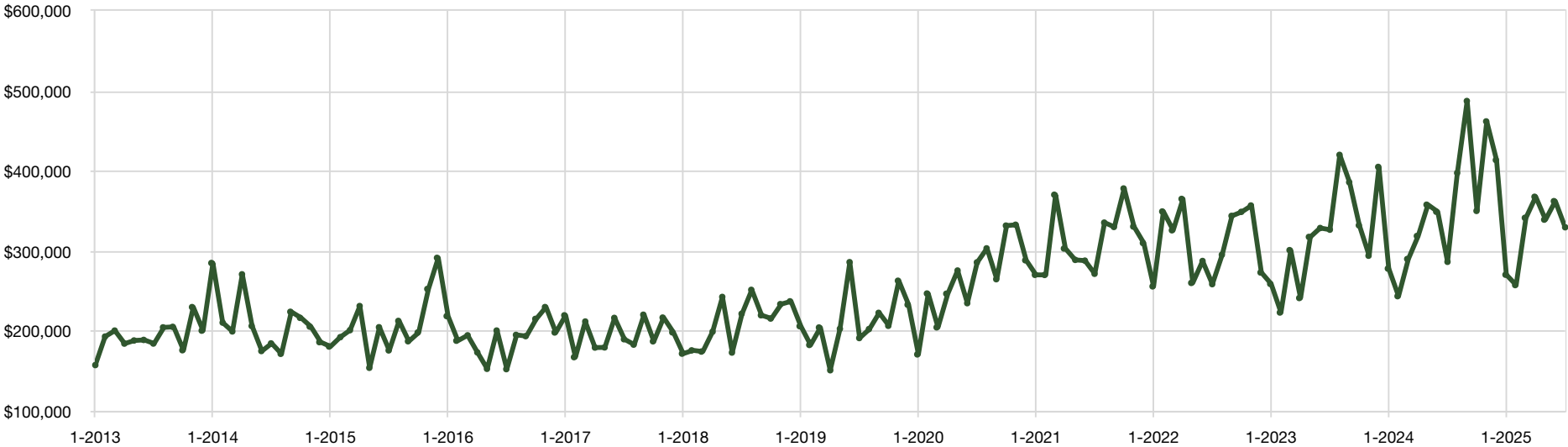
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



| Avg. Sales Price | Prior Year | Percent Change |
|------------------|------------|-------------------|
| 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 | \$362,022 | \$348,854 + 3.8% |
| July 2025 | \$329,446 | \$286,262 + 15.1% |
| 12-Month Avg* | \$373,024 | \$337,188 + 10.6% |

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

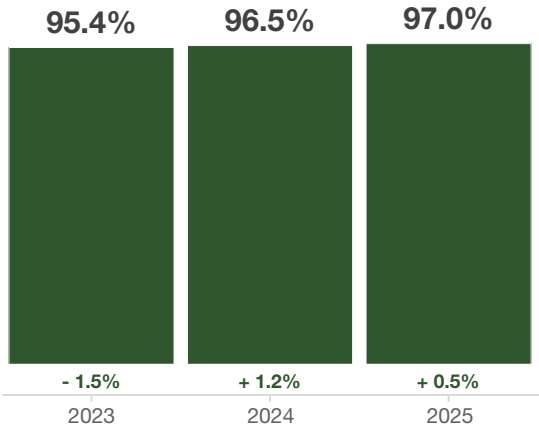
Historical Average Sales Price by Month



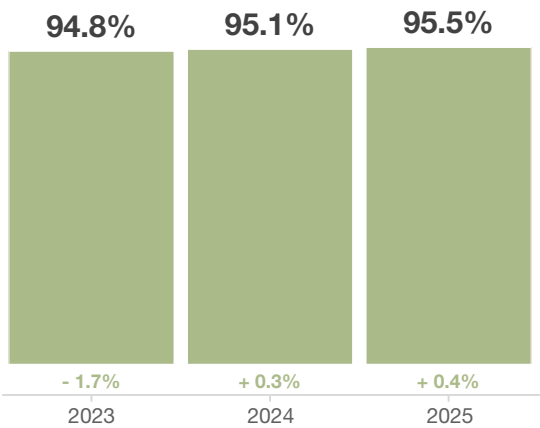
Percent of List Price Received

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.

July



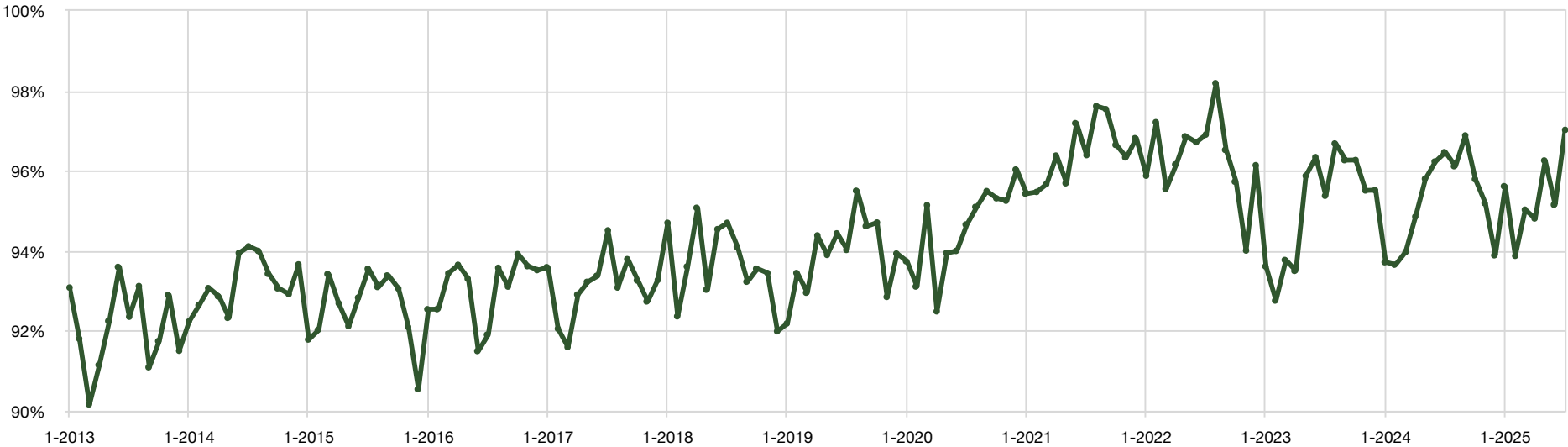
Year to Date



| | Pct. of List Price Received | Prior Year | Percent Change |
|----------------|-----------------------------|------------|----------------|
| 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 | 95.2% | 96.2% | - 1.0% |
| July 2025 | 97.0% | 96.5% | + 0.5% |
| 12-Month Avg* | 95.6% | 95.6% | - 0.0% |

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

Historical Percent of List Price Received by Month



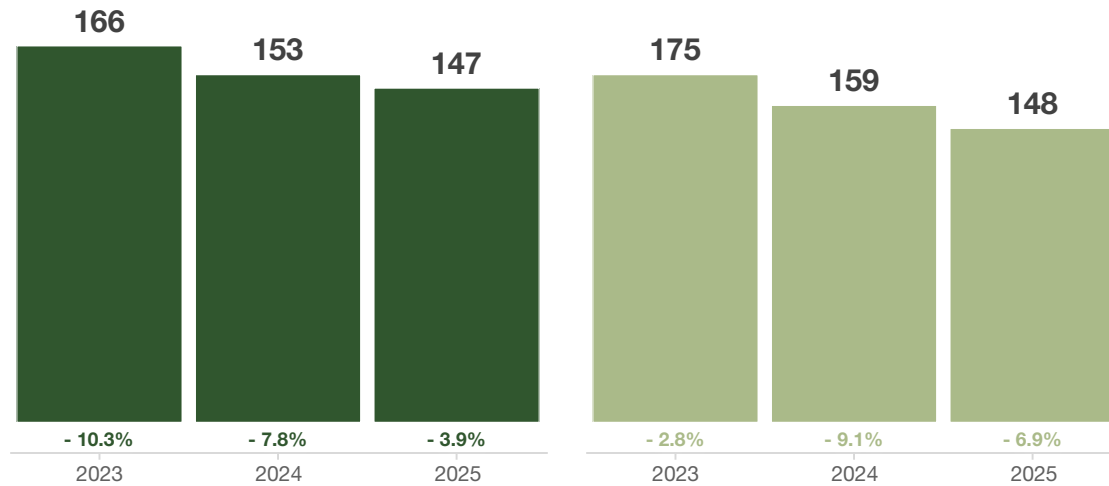


Adirondack-Champlain Valley
MULTIPLE LISTING SERVICE

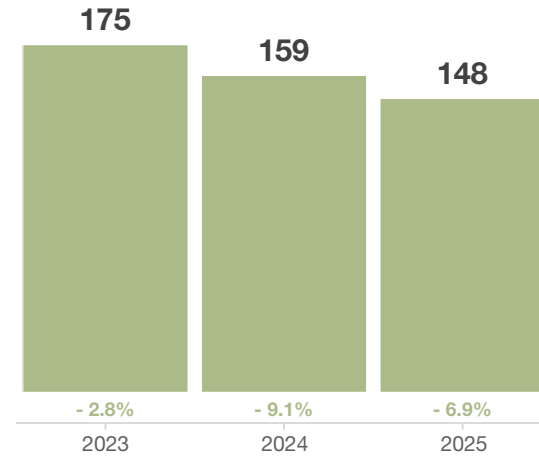
Housing Affordability Index

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.

July

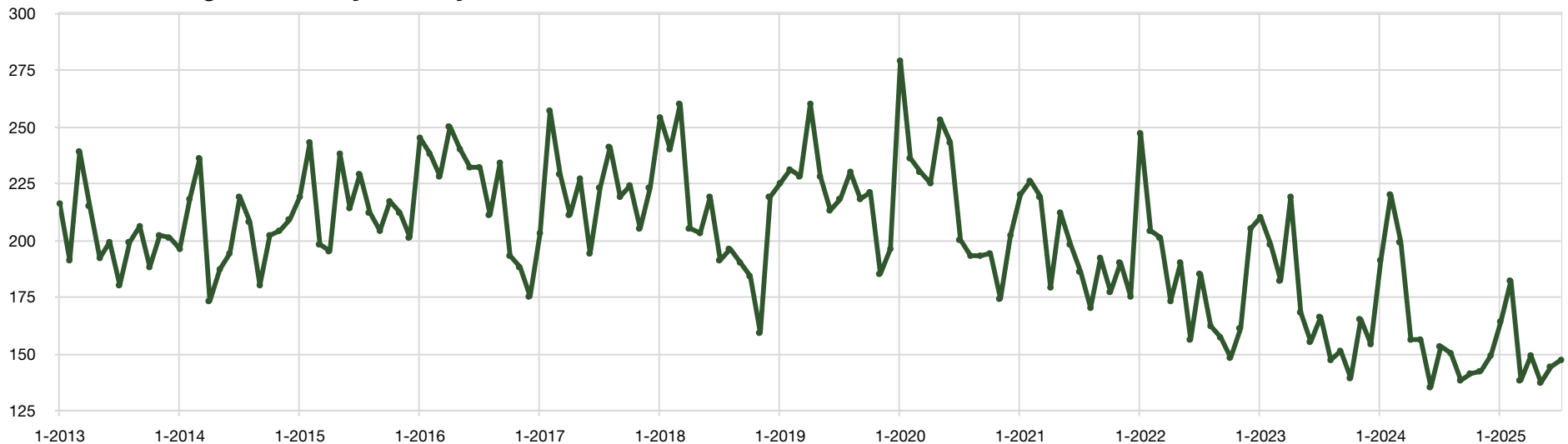


Year to Date



| Affordability Index | | Prior Year | Percent Change |
|---------------------|-----|------------|----------------|
| 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% |
| July 2025 | 147 | 153 | - 3.9% |
| 12-Month Avg | 148 | 164 | - 9.8% |

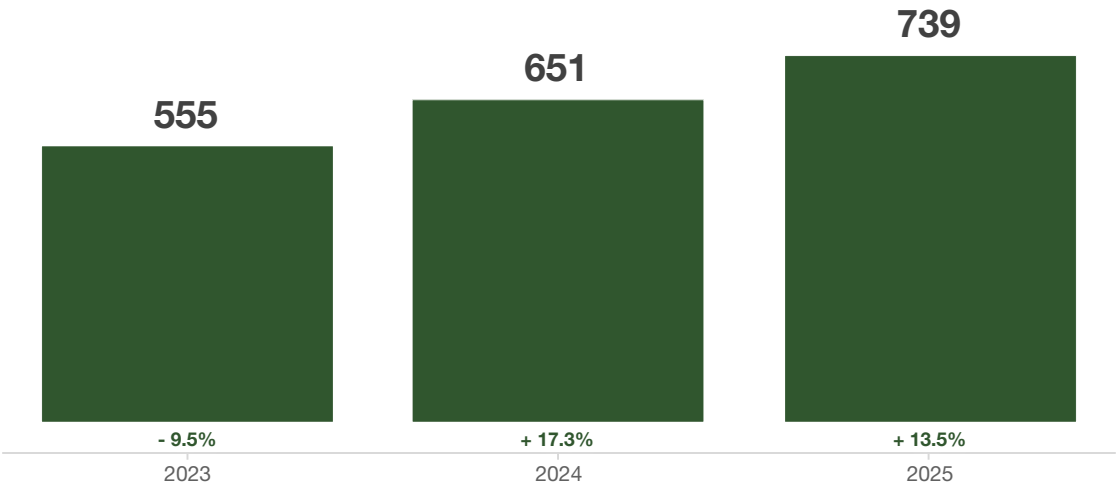
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

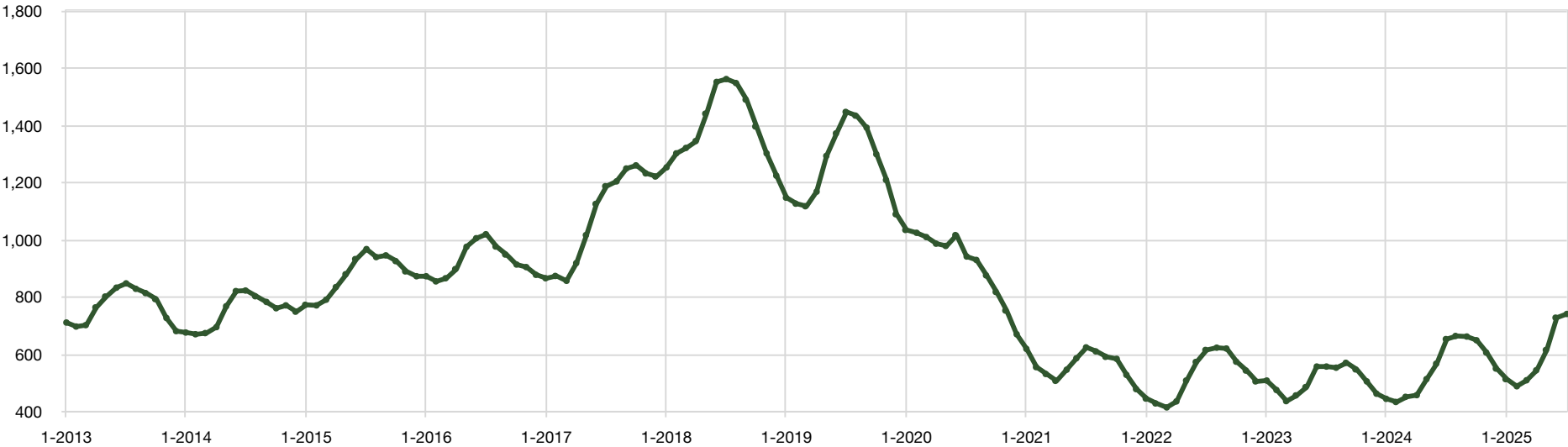
The number of properties available for sale in active status at the end of a given month.

July



| Homes for Sale | Prior Year | Percent Change |
|----------------|------------|----------------|
| August 2024 | 662 | 551 + 20.1% |
| September 2024 | 660 | 568 + 16.2% |
| October 2024 | 647 | 545 + 18.7% |
| November 2024 | 604 | 503 + 20.1% |
| December 2024 | 548 | 460 + 19.1% |
| January 2025 | 511 | 442 + 15.6% |
| February 2025 | 486 | 431 + 12.8% |
| March 2025 | 507 | 449 + 12.9% |
| April 2025 | 542 | 455 + 19.1% |
| May 2025 | 613 | 511 + 20.0% |
| June 2025 | 726 | 565 + 28.5% |
| July 2025 | 739 | 651 + 13.5% |
| 12-Month Avg | 604 | 511 + 18.2% |

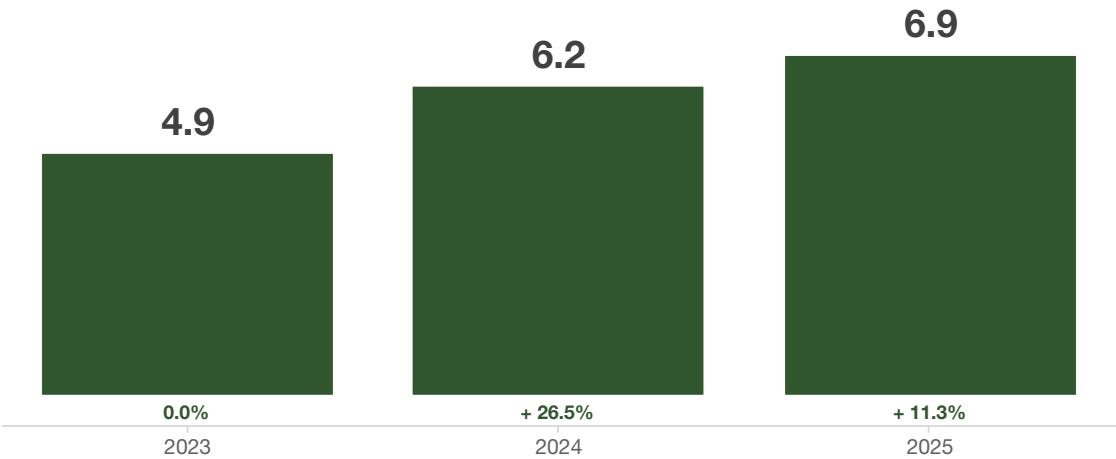
Historical Inventory of Homes for Sale by Month



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.

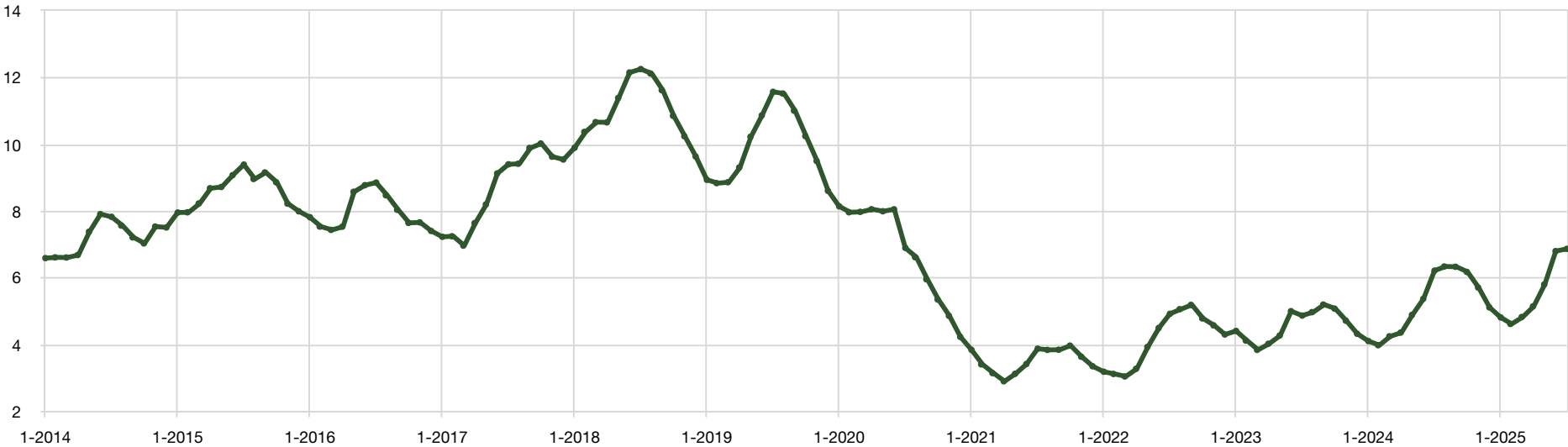
July



| Months Supply | | Prior Year | Percent Change |
|----------------|-----|------------|----------------|
| 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 | 4.8 | 4.2 | + 14.3% |
| April 2025 | 5.1 | 4.3 | + 18.6% |
| May 2025 | 5.8 | 4.9 | + 18.4% |
| June 2025 | 6.8 | 5.4 | + 25.9% |
| July 2025 | 6.9 | 6.2 | + 11.3% |
| 12-Month Avg* | 5.7 | 4.8 | + 19.4% |

* Months Supply for all properties from August 2024 through July 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 | | |
|-------------|--------------|--------|----------|--------------|--------|----------|--------------------|-----------|----------|----------------|--------|----------|---------------|--------|---------|
| | 7-2024 | 7-2025 | + / - | 7-2024 | 7-2025 | + / - | 7-2024 | 7-2025 | + / - | 7-2024 | 7-2025 | + / - | 7-2024 | 7-2025 | + / - |
| Clinton | 98 | 82 | - 16.3% | 44 | 50 | + 13.6% | \$222,450 | \$233,000 | + 4.7% | 185 | 200 | + 8.1% | 4.2 | 4.5 | + 7.1% |
| Essex | 49 | 49 | 0.0% | 28 | 39 | + 39.3% | \$288,500 | \$350,000 | + 21.3% | 180 | 211 | + 17.2% | 7.3 | 8.1 | + 11.0% |
| Franklin | 82 | 58 | - 29.3% | 34 | 29 | - 14.7% | \$199,000 | \$158,500 | - 20.4% | 181 | 211 | + 16.6% | 7.4 | 8.7 | + 17.6% |
| Fulton | 0 | 0 | 0.0% | 0 | 0 | 0.0% | — | — | — | 1 | 0 | - 100.0% | — | — | — |
| Hamilton | 11 | 14 | + 27.3% | 2 | 4 | + 100.0% | \$596,750 | \$442,500 | - 25.8% | 33 | 43 | + 30.3% | 8.4 | 11.0 | + 31.0% |
| Herkimer | 8 | 5 | - 37.5% | 5 | 0 | - 100.0% | \$439,750 | — | — | 22 | 5 | - 77.3% | 5.9 | 1.8 | - 69.5% |
| Lewis | 0 | 0 | 0.0% | 0 | 0 | 0.0% | — | — | — | 3 | 1 | - 66.7% | — | — | — |
| Oneida | 3 | 0 | - 100.0% | 0 | 0 | 0.0% | — | — | — | 3 | 1 | - 66.7% | 2.1 | 0.7 | - 66.7% |
| Saratoga | 3 | 5 | + 66.7% | 0 | 1 | — | — | \$95,000 | — | 15 | 26 | + 73.3% | 9.0 | 9.0 | 0.0% |
| St Lawrence | 8 | 4 | - 50.0% | 1 | 1 | 0.0% | \$46,000 | \$95,000 | + 106.5% | 15 | 18 | + 20.0% | 7.1 | 8.1 | + 14.1% |
| Warren | 0 | 3 | — | 1 | 2 | + 100.0% | \$385,000 | \$313,985 | - 18.4% | 8 | 17 | + 112.5% | 4.4 | 7.7 | + 75.0% |
| Washington | 2 | 1 | - 50.0% | 0 | 0 | 0.0% | — | — | — | 3 | 3 | 0.0% | 3.0 | 2.1 | - 30.0% |
| Other | 0 | 0 | 0.0% | 0 | 0 | 0.0% | — | — | — | 0 | 0 | 0.0% | — | — | — |