

Monthly Indicators



August 2025

U.S. existing-home sales rose 2.0% month-over-month and 0.8% year-over-year to a seasonally adjusted annual rate of 4.01 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast a rate of 3.92 million units. Regionally, sales increased on a monthly basis in the West, South, and Northeast, but declined in the Midwest.

New Listings increased 11.3 percent to 207. Pending Sales increased 17.3 percent to 163. Inventory increased 14.2 percent to 757.

Median Sales Price increased 14.2 percent from \$248,500 to \$283,750. Days on Market decreased 6.8 percent to 69. Months Supply of Inventory increased 9.5 percent to 6.9.

Nationally, 1.55 million units were listed for sale heading into August, up 0.6% from the previous month and 15.7% higher than the same time last year, representing a 4.6-month supply at the current sales pace, according to NAR. Inventory is now at its highest level since May 2020, a shift that has helped slow price growth in many markets. As a result, the national median existing-home sales price edged up just 0.2% year-over-year to \$422,400.

Activity Snapshot

- 9.1%	+ 14.2%	+ 14.2%
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.

Activity Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days on Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12
Area Overview	13

Activity Overview

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



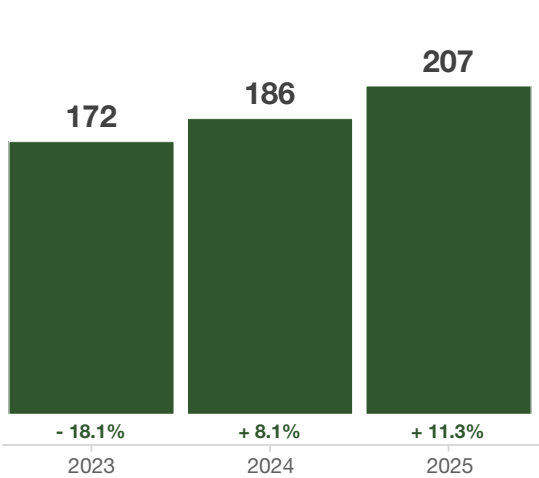
Key Metrics	Historical Sparkbars	8-2024	8-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		186	207	+ 11.3%	1,272	1,392	+ 9.4%
Pending Sales		139	163	+ 17.3%	883	908	+ 2.8%
Closed Sales		132	120	- 9.1%	773	768	- 0.6%
Days on Market Until Sale		74	69	- 6.8%	87	84	- 3.4%
Median Sales Price		\$248,500	\$283,750	+ 14.2%	\$229,000	\$240,000	+ 4.8%
Average Sales Price		\$397,309	\$360,967	- 9.1%	\$322,209	\$330,312	+ 2.5%
Percent of List Price Received		96.1%	96.7%	+ 0.6%	95.3%	95.7%	+ 0.4%
Housing Affordability Index		150	127	- 15.3%	163	150	- 8.0%
Inventory of Homes for Sale		663	757	+ 14.2%	—	—	—
Months Supply of Inventory		6.3	6.9	+ 9.5%	—	—	—

New Listings

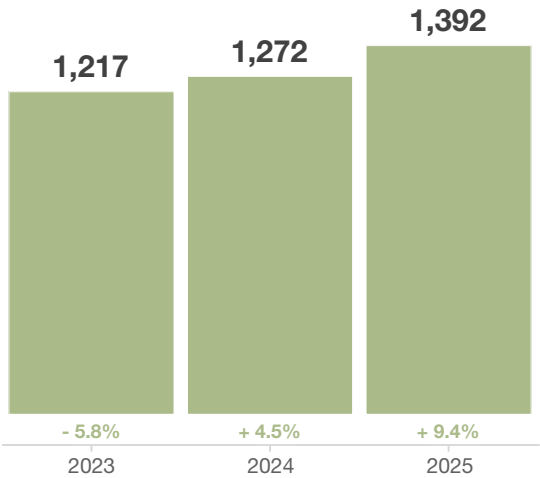
A count of the properties that have been newly listed on the market in a given month.



August

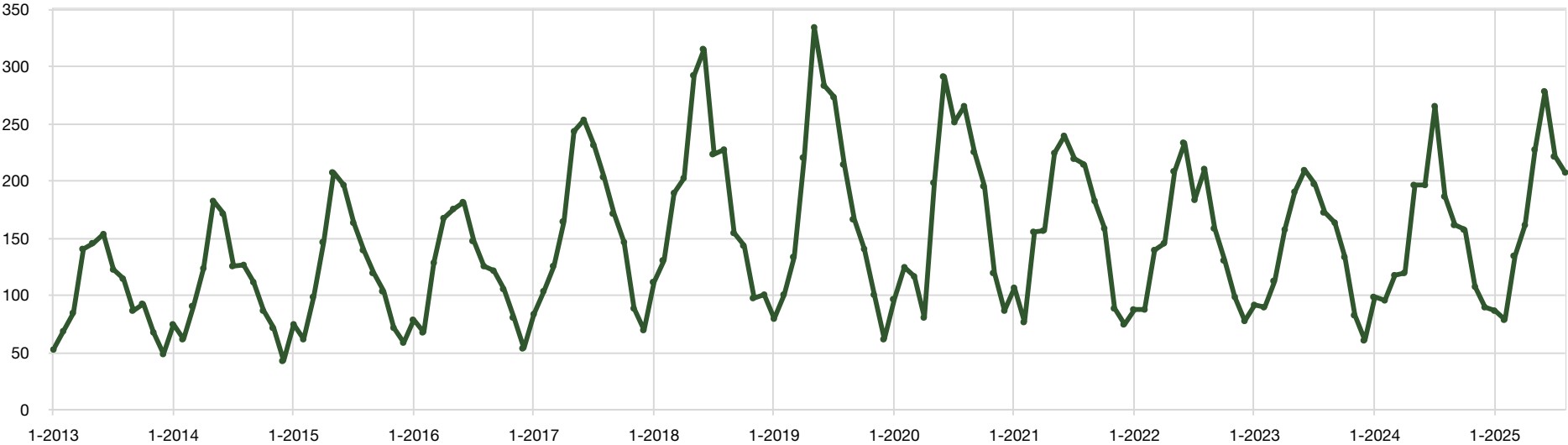


Year to Date



New Listings		Prior Year	Percent Change
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	134	117	+ 14.5%
April 2025	161	119	+ 35.3%
May 2025	227	196	+ 15.8%
June 2025	278	196	+ 41.8%
July 2025	221	265	- 16.6%
August 2025	207	186	+ 11.3%
12-Month Avg	159	143	+ 11.2%

Historical New Listings by Month

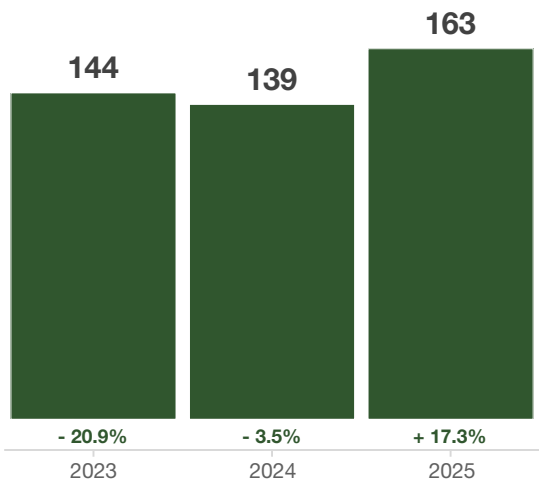


Pending Sales

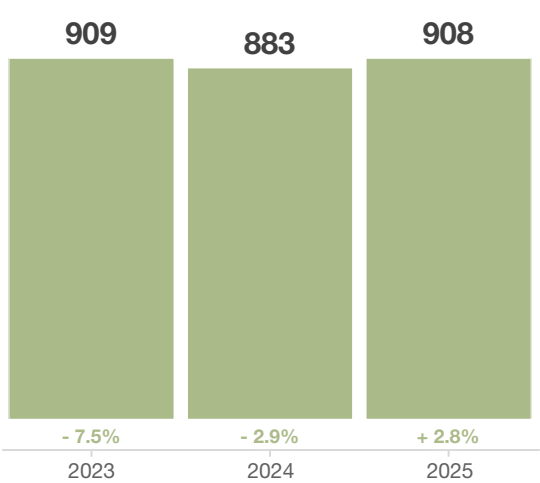
A count of the properties on which offers have been accepted in a given month.



August

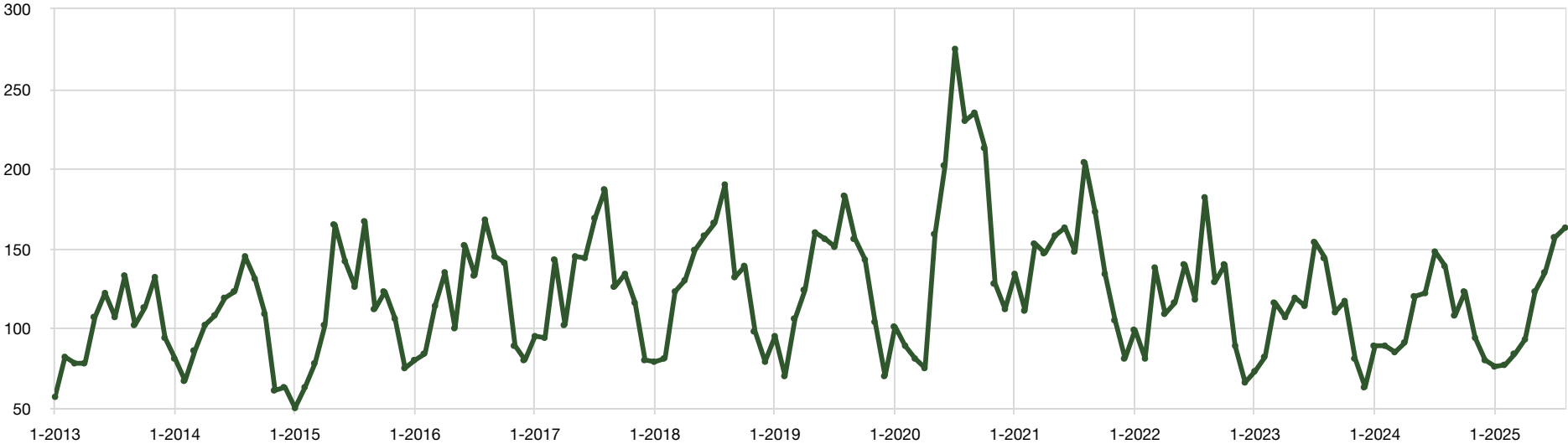


Year to Date



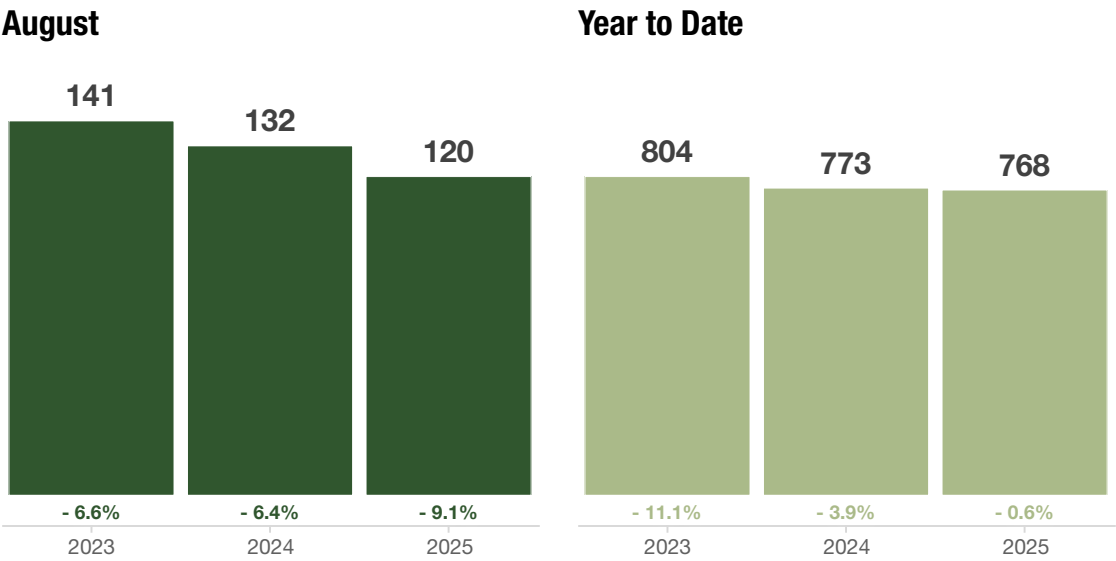
Pending Sales		Prior Year	Percent Change
September 2024	108	110	- 1.8%
October 2024	123	117	+ 5.1%
November 2024	94	81	+ 16.0%
December 2024	80	63	+ 27.0%
January 2025	76	89	- 14.6%
February 2025	77	89	- 13.5%
March 2025	84	85	- 1.2%
April 2025	93	91	+ 2.2%
May 2025	123	120	+ 2.5%
June 2025	135	122	+ 10.7%
July 2025	157	148	+ 6.1%
August 2025	163	139	+ 17.3%
12-Month Avg	109	105	+ 3.8%

Historical Pending Sales by Month



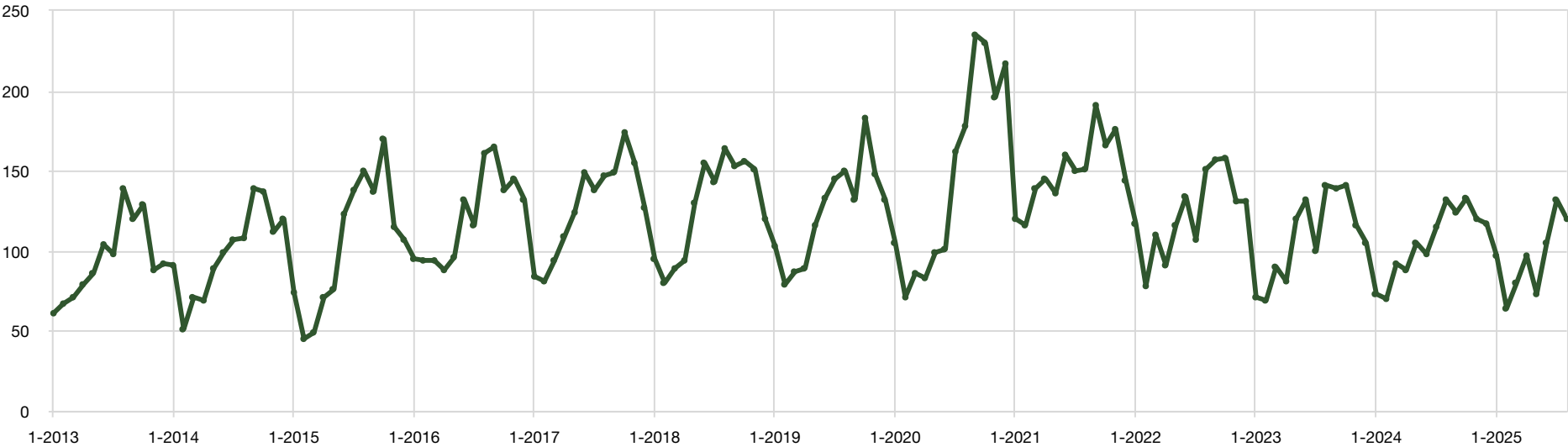
Closed Sales

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



	Closed Sales	Prior Year	Percent Change
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	73	105	- 30.5%
June 2025	105	98	+ 7.1%
July 2025	132	115	+ 14.8%
August 2025	120	132	- 9.1%
12-Month Avg	105	106	- 0.9%

Historical Closed Sales by Month

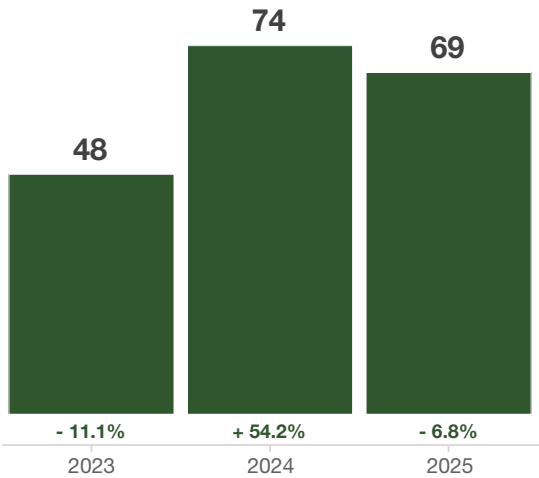


Days on Market Until Sale

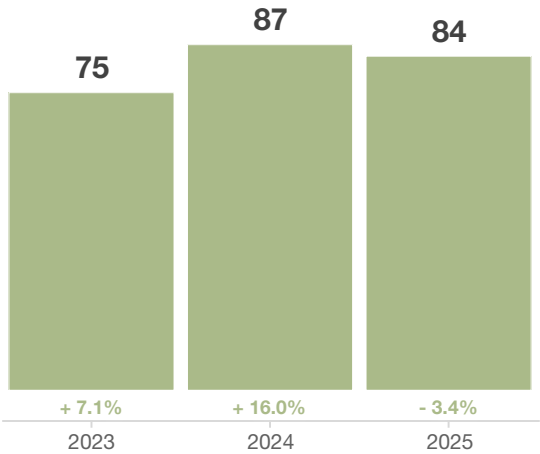
Average number of days between when a property is listed and when an offer is accepted in a given month.



August



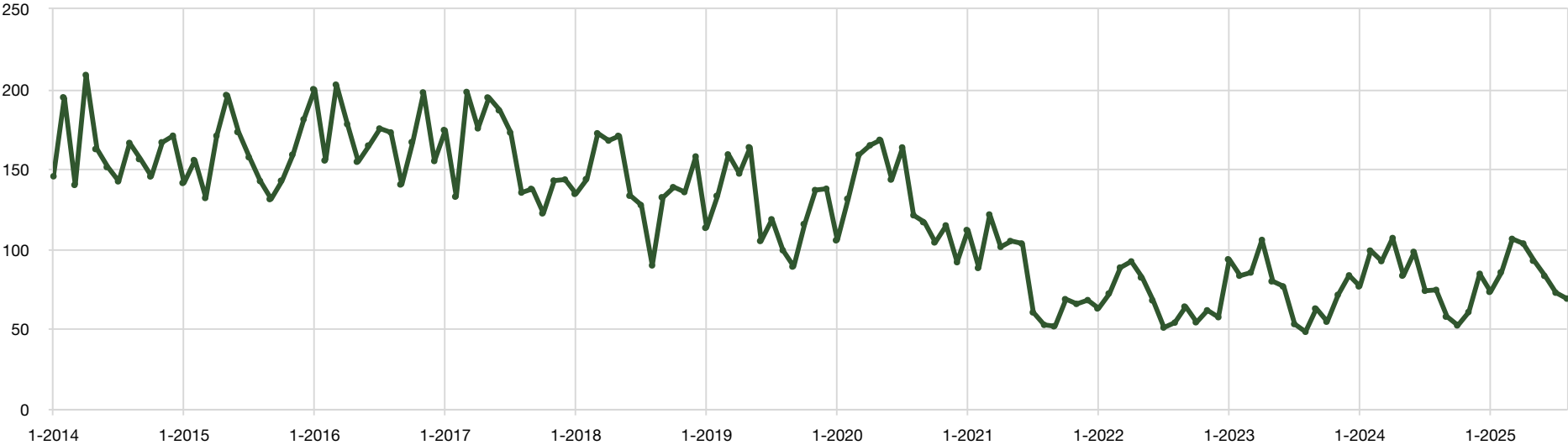
Year to Date



Days on Market		Prior Year	Percent Change
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%
August 2025	69	74	- 6.8%
12-Month Avg*	76	79	- 3.9%

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

Historical Days on Market Until Sale by Month

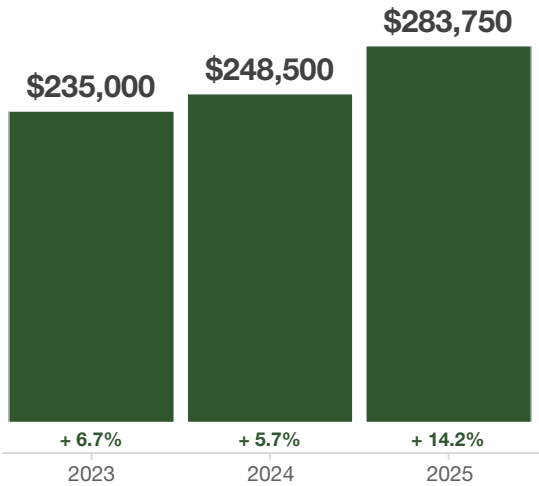


Median Sales Price

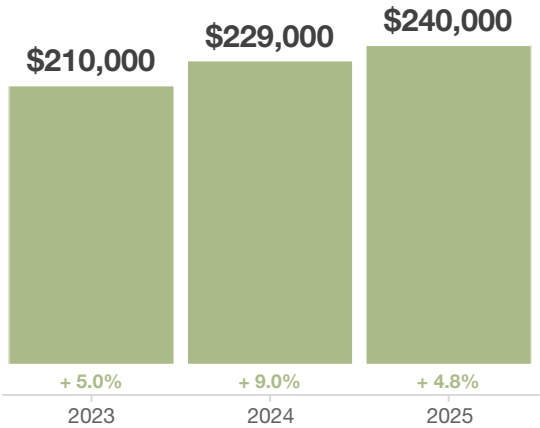
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



August



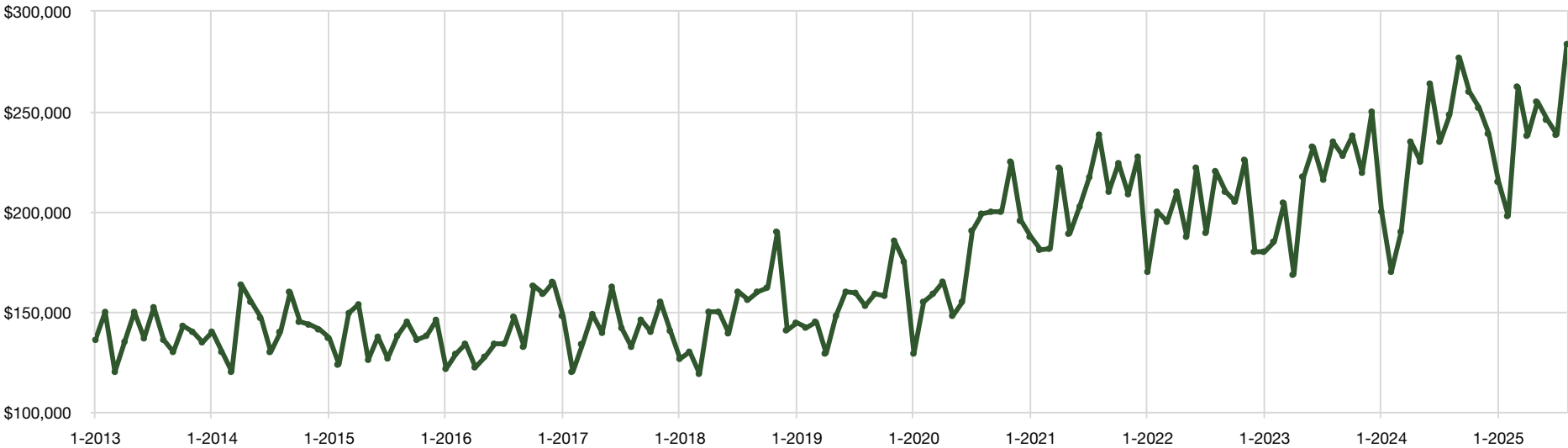
Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$255,000	\$225,000	+ 13.3%
June 2025	\$246,000	\$264,000	- 6.8%
July 2025	\$238,450	\$235,000	+ 1.5%
August 2025	\$283,750	\$248,500	+ 14.2%
12-Month Avg*	\$250,000	\$229,750	+ 8.8%

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

Historical Median Sales Price by Month

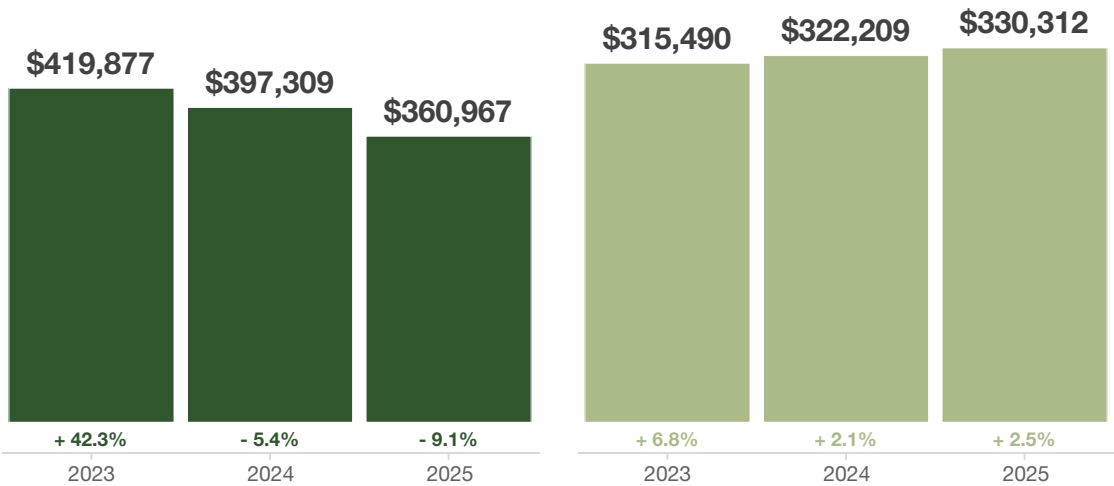


Average Sales Price

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



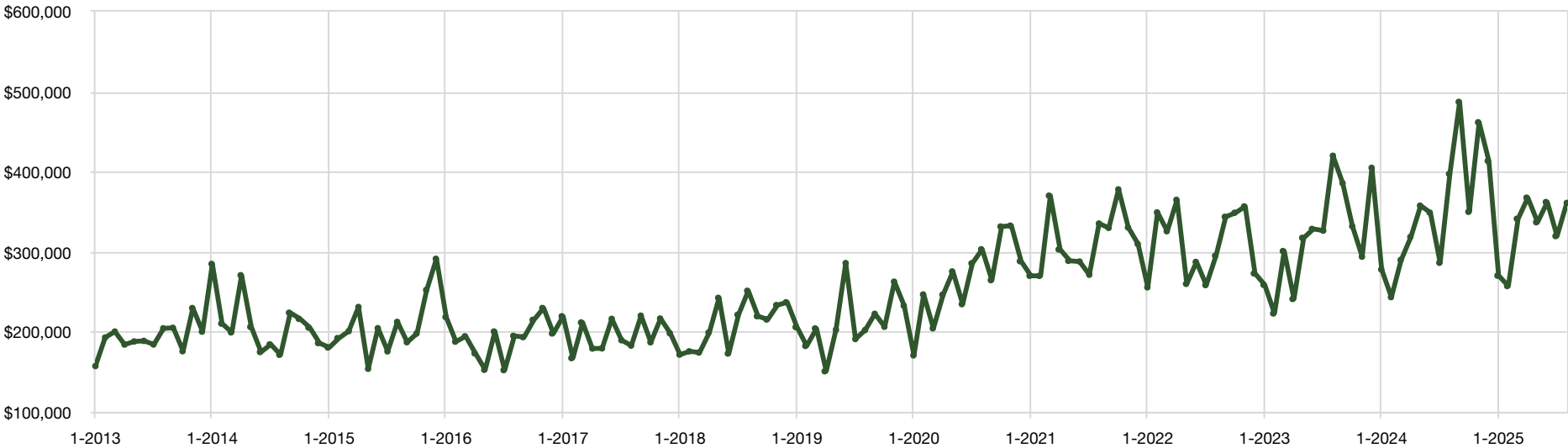
August



Avg. Sales Price	Prior Year	Percent Change
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	\$336,887	\$357,584 - 5.8%
June 2025	\$362,022	\$348,854 + 3.8%
July 2025	\$319,583	\$286,262 + 11.6%
August 2025	\$360,967	\$397,309 - 9.1%
12-Month Avg*	\$367,944	\$334,391 + 10.0%

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

Historical Average Sales Price by Month

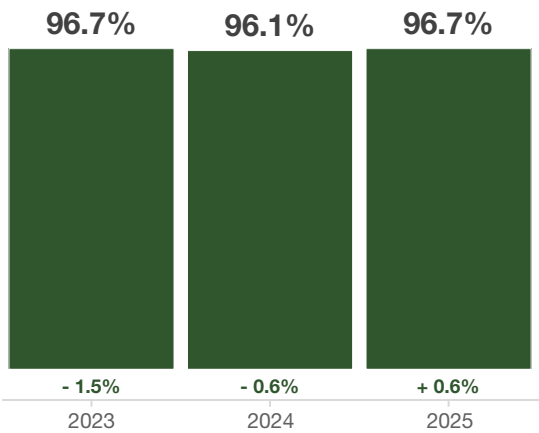


Percent of List Price Received

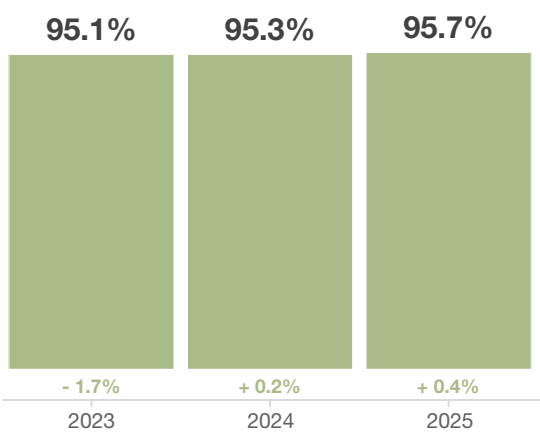
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



August



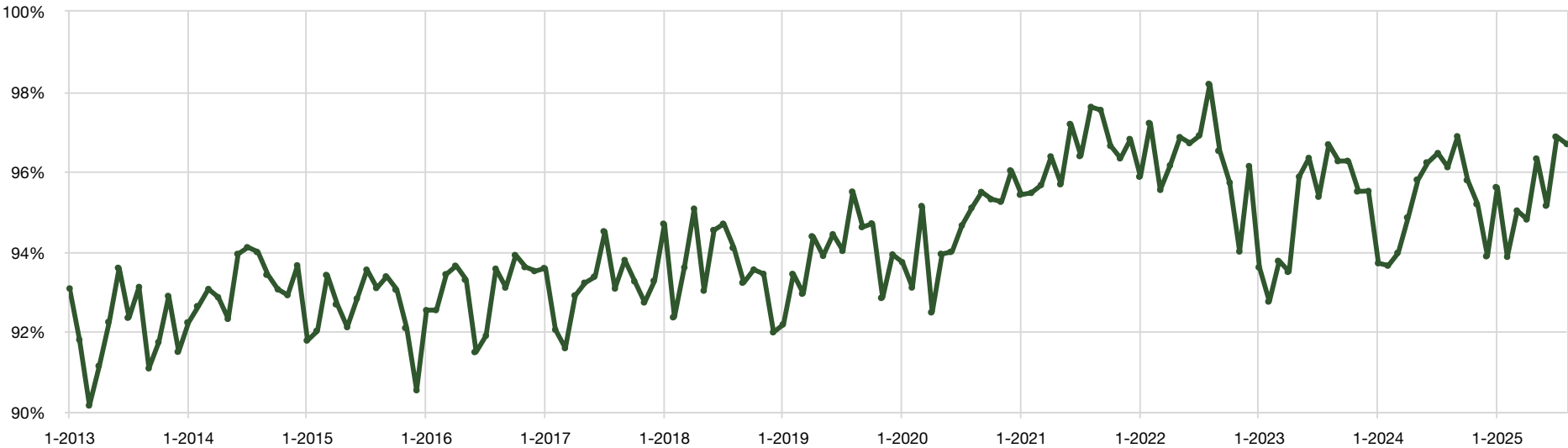
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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	96.9%	96.5%	+ 0.4%
August 2025	96.7%	96.1%	+ 0.6%
12-Month Avg*	95.6%	95.5%	+ 0.1%

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

Historical Percent of List Price Received by Month

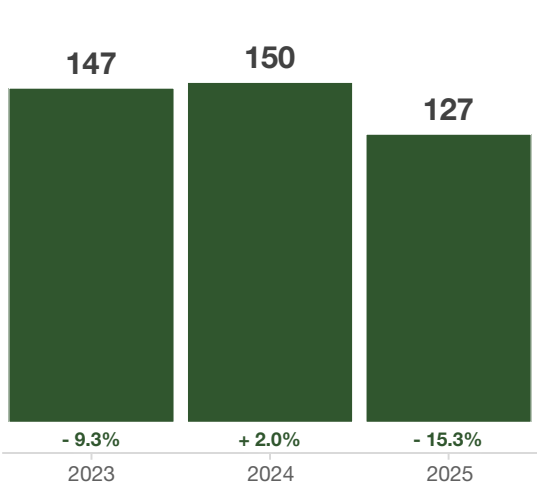


Housing Affordability Index

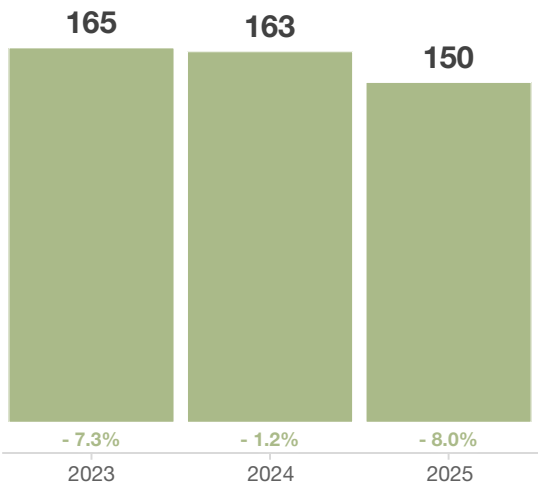
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



August

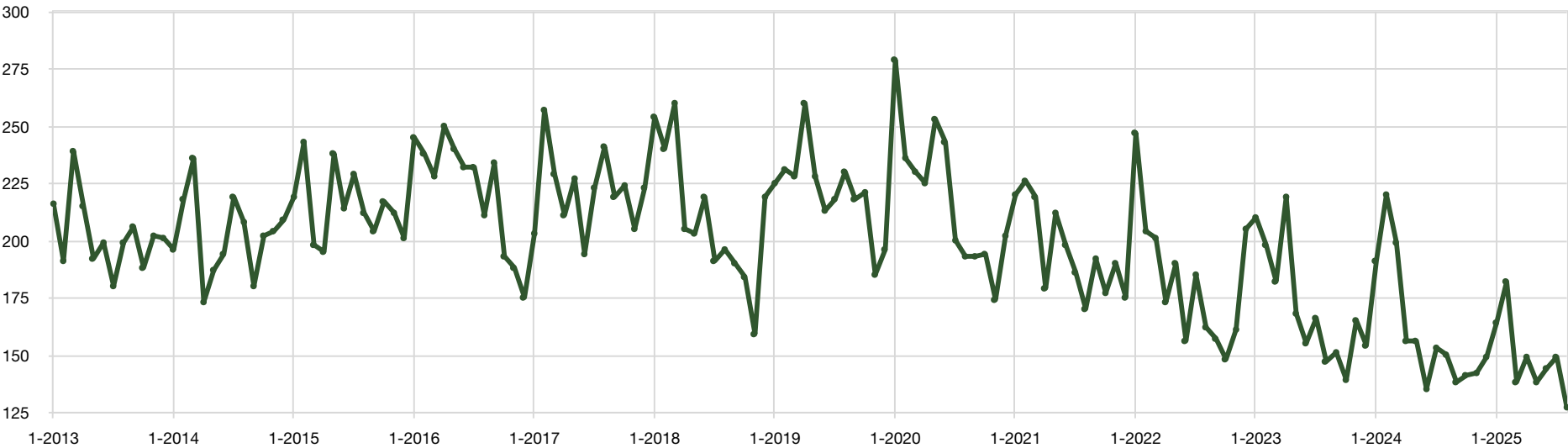


Year to Date



Affordability Index		Prior Year	Percent Change
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	138	156	- 11.5%
June 2025	144	135	+ 6.7%
July 2025	149	153	- 2.6%
August 2025	127	150	- 15.3%
12-Month Avg	147	164	- 10.4%

Historical Housing Affordability Index by Month

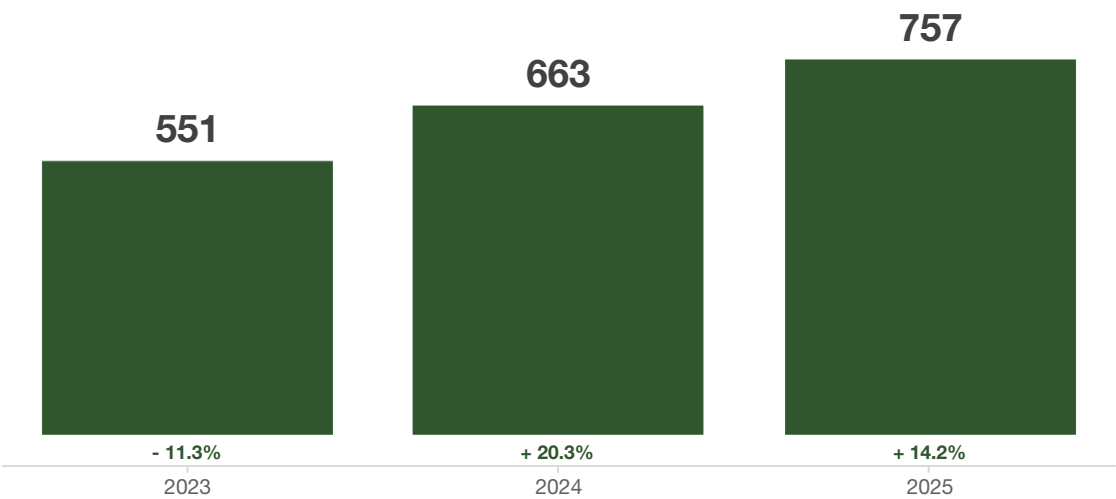


Inventory of Homes for Sale

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

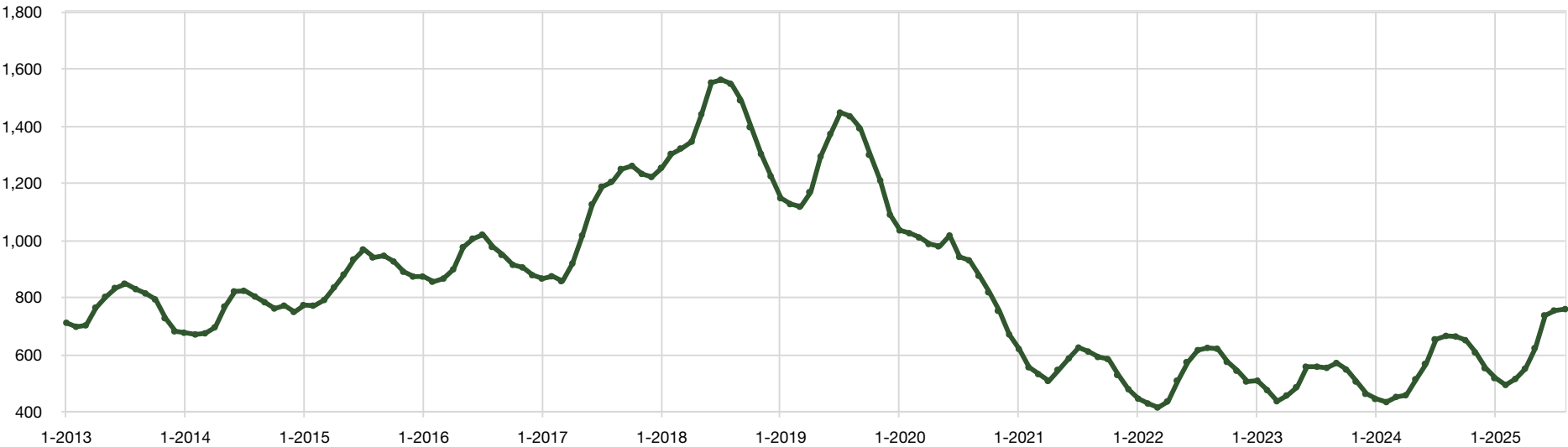


August



Homes for Sale	Prior Year	Percent Change
September 2024	661	568 + 16.4%
October 2024	648	545 + 18.9%
November 2024	605	503 + 20.3%
December 2024	550	460 + 19.6%
January 2025	515	442 + 16.5%
February 2025	491	431 + 13.9%
March 2025	512	449 + 14.0%
April 2025	548	455 + 20.4%
May 2025	620	511 + 21.3%
June 2025	735	565 + 30.1%
July 2025	752	651 + 15.5%
August 2025	757	663 + 14.2%
12-Month Avg	616	520 + 18.5%

Historical Inventory of Homes for Sale by Month

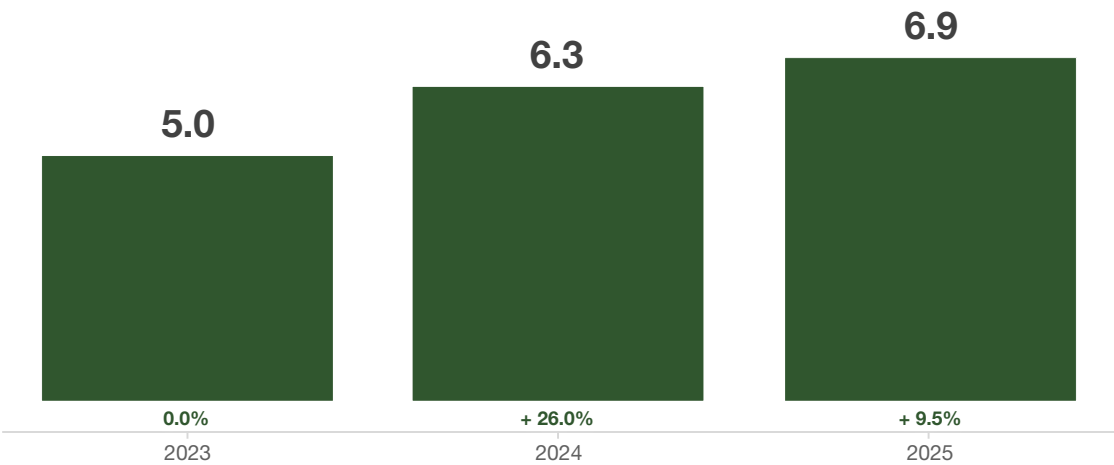


Months Supply of Inventory

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.



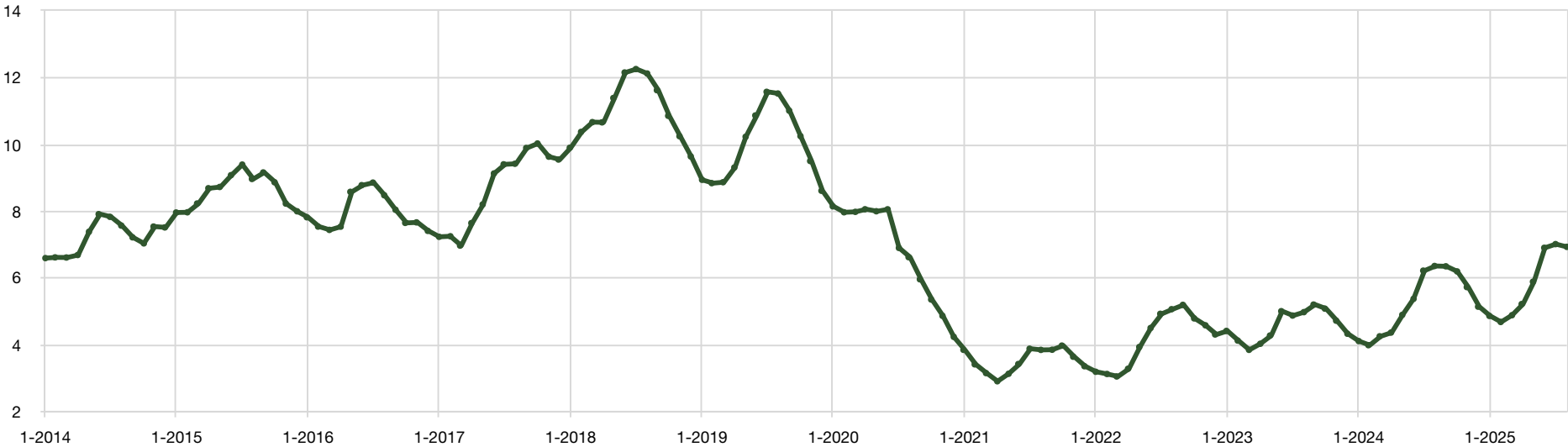
August



Months Supply		Prior Year	Percent Change
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	4.7	4.0	+ 17.5%
March 2025	4.9	4.2	+ 16.7%
April 2025	5.2	4.3	+ 20.9%
May 2025	5.9	4.9	+ 20.4%
June 2025	6.9	5.4	+ 27.8%
July 2025	7.0	6.2	+ 12.9%
August 2025	6.9	6.3	+ 9.5%
12-Month Avg*	5.8	4.9	+ 18.6%

* Months Supply for all properties from September 2024 through August 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		
	8-2024	8-2025	+ / -	8-2024	8-2025	+ / -	8-2024	8-2025	+ / -	8-2024	8-2025	+ / -	8-2024	8-2025	+ / -
Clinton	60	75	+ 25.0%	53	49	- 7.5%	\$225,000	\$245,000	+ 8.9%	180	189	+ 5.0%	4.1	4.1	0.0%
Essex	41	54	+ 31.7%	34	27	- 20.6%	\$362,500	\$465,000	+ 28.3%	181	223	+ 23.2%	7.4	8.5	+ 14.9%
Franklin	45	51	+ 13.3%	31	32	+ 3.2%	\$195,000	\$282,500	+ 44.9%	186	222	+ 19.4%	7.7	9.2	+ 19.5%
Fulton	0	0	0.0%	0	0	0.0%	—	—	—	0	0	0.0%	—	—	—
Hamilton	12	7	- 41.7%	5	6	+ 20.0%	\$256,000	\$372,500	+ 45.5%	36	40	+ 11.1%	9.0	9.8	+ 8.9%
Herkimer	9	5	- 44.4%	5	3	- 40.0%	\$525,000	\$215,000	- 59.0%	28	11	- 60.7%	7.5	4.8	- 36.0%
Lewis	0	0	0.0%	0	0	0.0%	—	—	—	2	0	- 100.0%	—	—	—
Oneida	2	0	- 100.0%	2	0	- 100.0%	\$168,750	—	—	5	0	- 100.0%	3.8	—	—
Saratoga	9	7	- 22.2%	0	0	0.0%	—	—	—	21	31	+ 47.6%	11.5	10.3	- 10.4%
St Lawrence	7	5	- 28.6%	1	1	0.0%	\$410,000	\$95,000	- 76.8%	17	19	+ 11.8%	7.7	8.1	+ 5.2%
Warren	1	2	+ 100.0%	1	2	+ 100.0%	\$240,000	\$408,750	+ 70.3%	5	18	+ 260.0%	2.5	9.5	+ 280.0%
Washington	0	0	0.0%	0	0	0.0%	—	—	—	1	3	+ 200.0%	1.0	2.0	+ 100.0%
Other	0	0	0.0%	0	0	0.0%	—	—	—	0	0	0.0%	—	—	—