

# Monthly Indicators



## September 2025

U.S. existing-home sales were virtually unchanged from the previous month, dipping just 0.2% to a seasonally adjusted annual rate of 4.0 million units, according to the National Association of REALTORS® (NAR). Most of these transactions went under contract in June and July, when mortgage rates were 40 to 50 basis points higher than current levels. Year-over-year, sales increased 1.8%, with the strongest activity occurring in the Midwest, where the typical home price is 22% below the national median.

New Listings increased 28.0 percent to 206. Pending Sales increased 30.6 percent to 141. Inventory increased 18.3 percent to 783.

Median Sales Price increased 2.9 percent from \$276,900 to \$285,000. Days on Market increased 27.6 percent to 74. Months Supply of Inventory increased 11.1 percent to 7.0.

Nationally, housing inventory declined for the first time this year, slipping 1.3% month-over-month to 1.53 million units, representing a 4.6-month supply at the current sales pace, according to NAR. Despite the monthly drop, total inventory remained 11.7% higher than the same time last year. Meanwhile, the median existing-home price rose 2% year-over-year to \$422,600, though it was essentially flat compared to the prior month.

## Activity Snapshot

<b>+ 15.3%</b>	<b>+ 2.9%</b>	<b>+ 18.3%</b>
One-Year Change in <b>Closed Sales</b> All Properties	One-Year Change in <b>Median Sales Price</b> All Properties	One-Year Change in <b>Homes for Sale</b> 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.



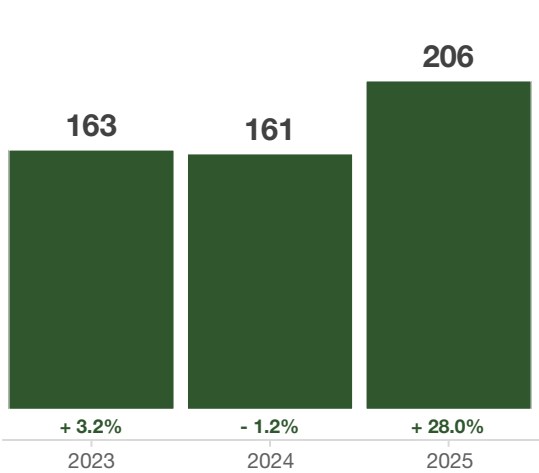
Key Metrics	Historical Sparkbars	9-2024	9-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		161	206	+ 28.0%	1,433	1,600	+ 11.7%
Pending Sales		108	141	+ 30.6%	991	1,045	+ 5.4%
Closed Sales		124	143	+ 15.3%	897	913	+ 1.8%
Days on Market Until Sale		58	74	+ 27.6%	83	82	- 1.2%
Median Sales Price		\$276,900	\$285,000	+ 2.9%	\$235,000	\$250,000	+ 6.4%
Average Sales Price		\$487,180	\$531,027	+ 9.0%	\$345,040	\$361,505	+ 4.8%
Percent of List Price Received		96.9%	95.6%	- 1.3%	95.5%	95.7%	+ 0.2%
Housing Affordability Index		138	135	- 2.2%	162	154	- 4.9%
Inventory of Homes for Sale		662	783	+ 18.3%	—	—	—
Months Supply of Inventory		6.3	7.0	+ 11.1%	—	—	—

# New Listings

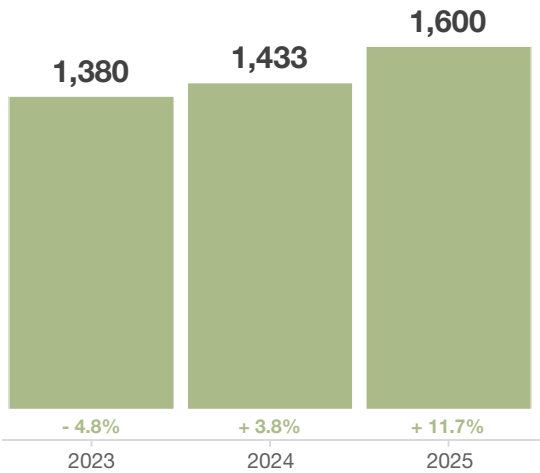
A count of the properties that have been newly listed on the market in a given month.



## September

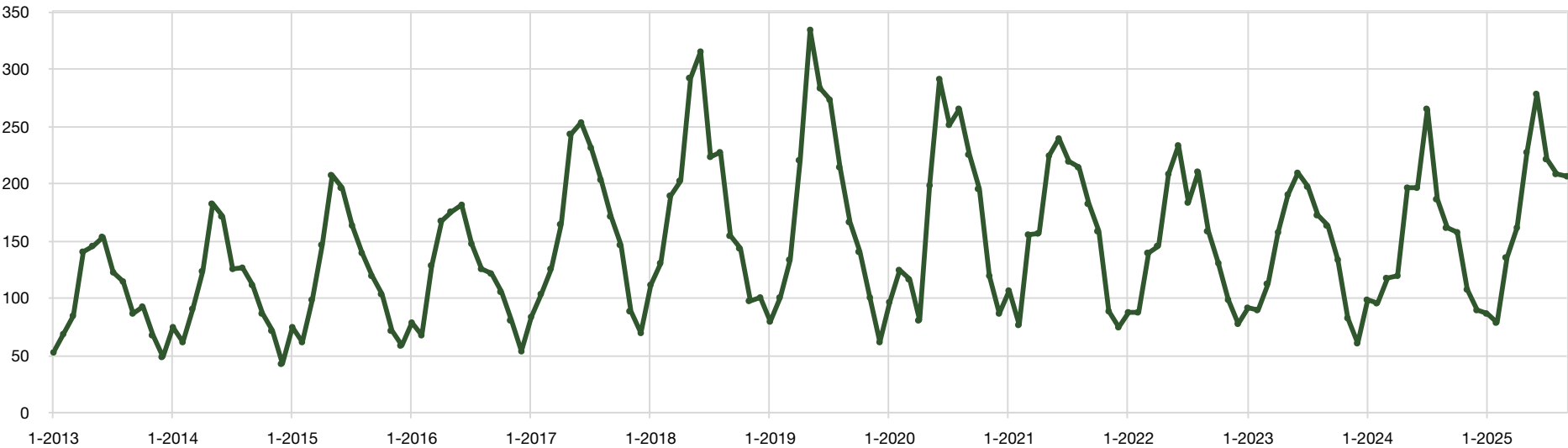


## Year to Date



New Listings		Prior Year	Percent Change
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%
August 2025	208	186	+ 11.8%
September 2025	206	161	+ 28.0%
12-Month Avg	163	142	+ 14.8%

## Historical New Listings by Month

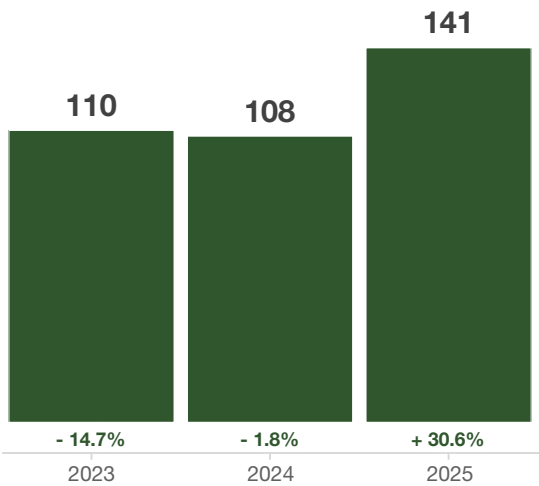


# Pending Sales

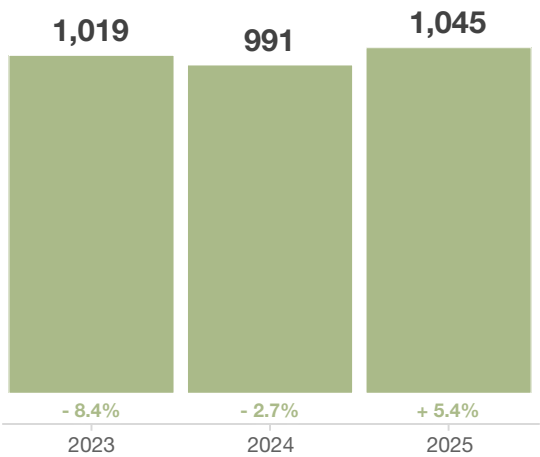
A count of the properties on which offers have been accepted in a given month.



## September

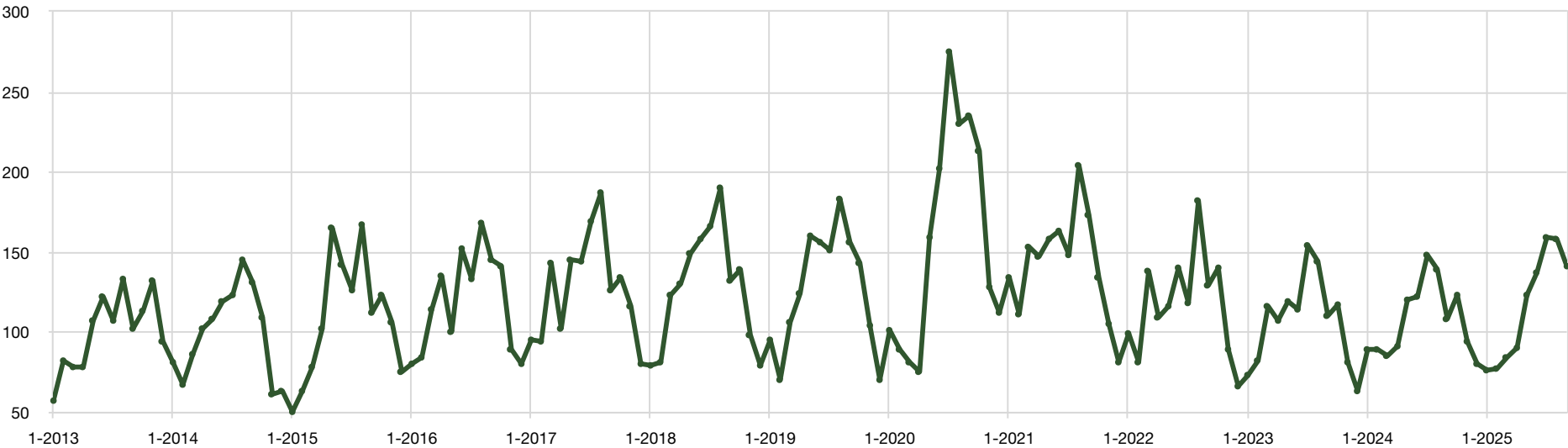


## Year to Date



Pending Sales		Prior Year	Percent Change
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	90	91	- 1.1%
May 2025	123	120	+ 2.5%
June 2025	137	122	+ 12.3%
July 2025	159	148	+ 7.4%
August 2025	158	139	+ 13.7%
September 2025	141	108	+ 30.6%
12-Month Avg	112	104	+ 7.7%

## Historical Pending Sales by Month

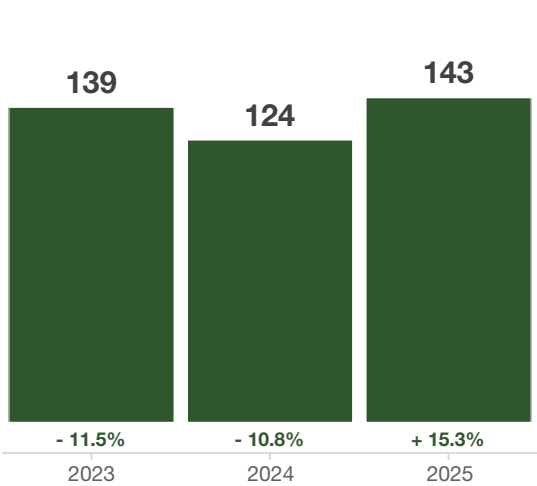


# Closed Sales

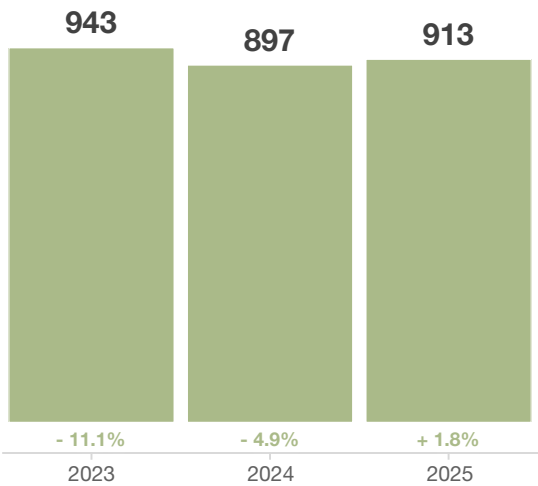
A count of the actual sales that closed in a given month.



## September

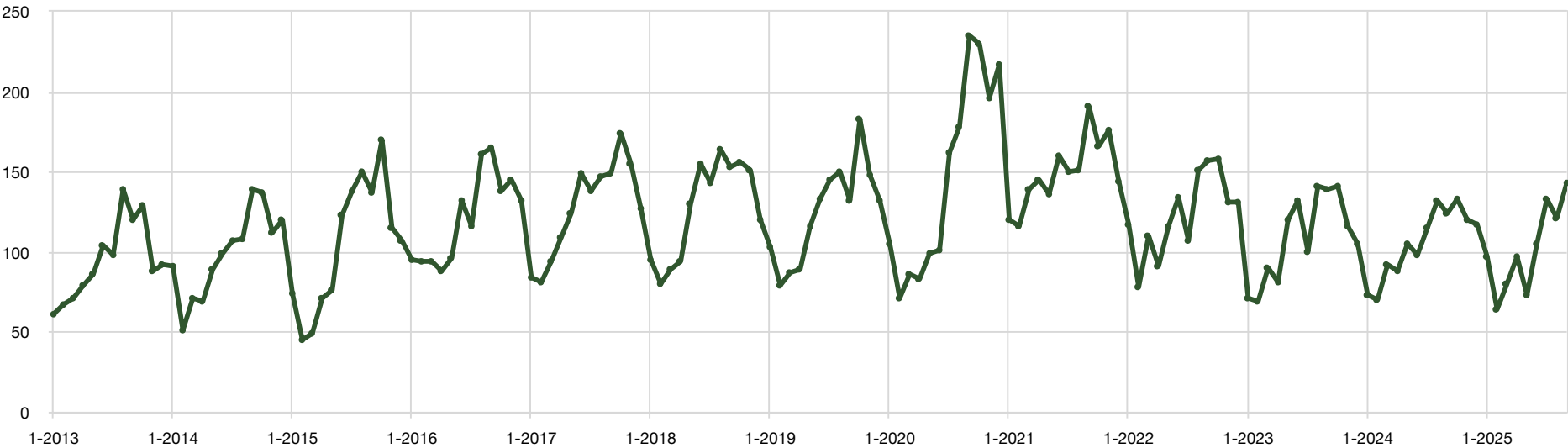


## Year to Date



Closed Sales		Prior Year	Percent Change
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	133	115	+ 15.7%
August 2025	121	132	- 8.3%
September 2025	143	124	+ 15.3%
12-Month Avg	107	105	+ 1.9%

## Historical Closed Sales by Month

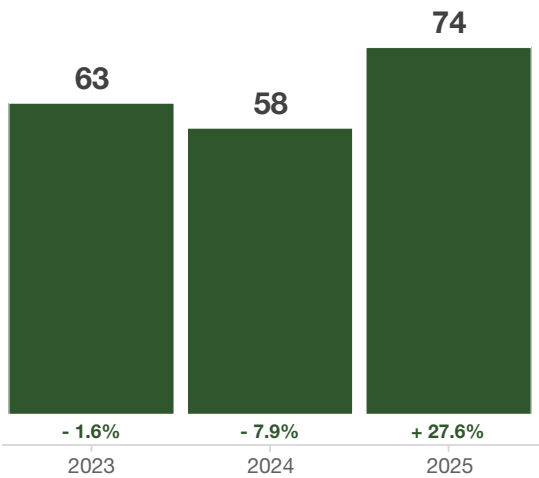


# Days on Market Until Sale

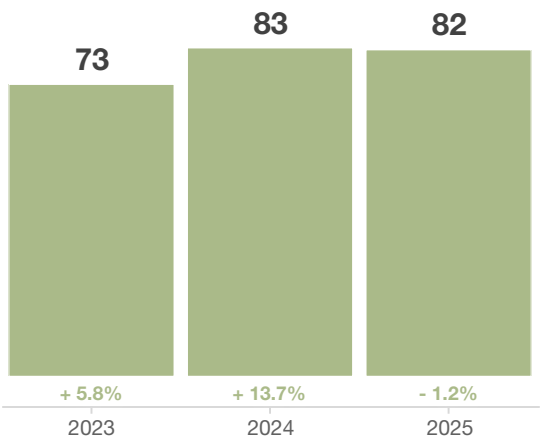
Average number of days between when a property is listed and when an offer is accepted in a given month.



## September



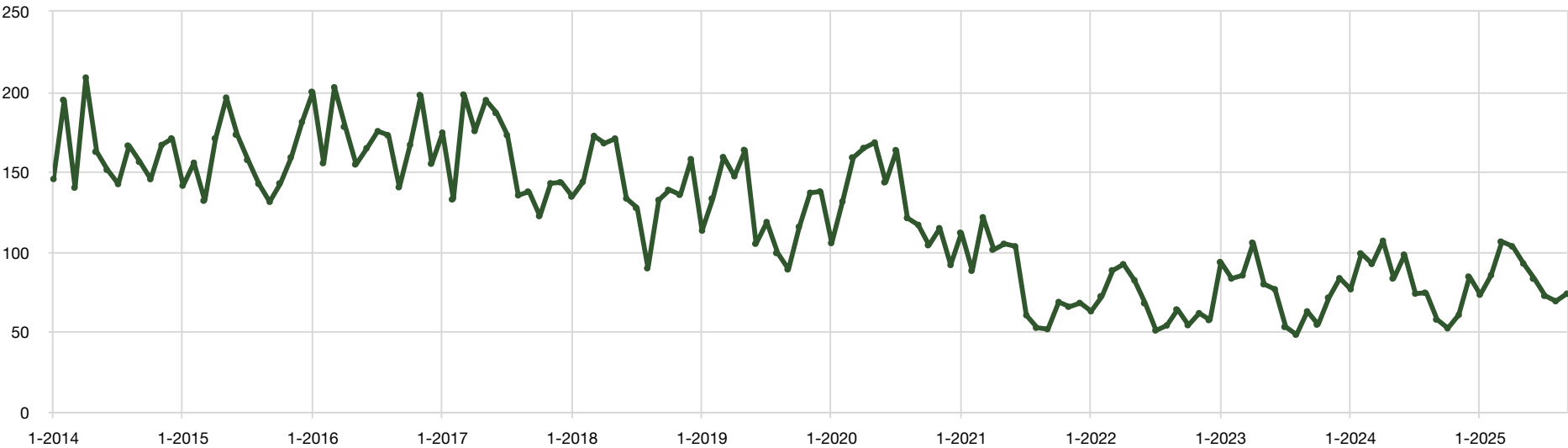
## Year to Date



Days on Market		Prior Year	Percent Change
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	72	74	- 2.7%
August 2025	69	74	- 6.8%
September 2025	74	58	+ 27.6%
12-Month Avg*	77	79	- 1.6%

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

## Historical Days on Market Until Sale by Month

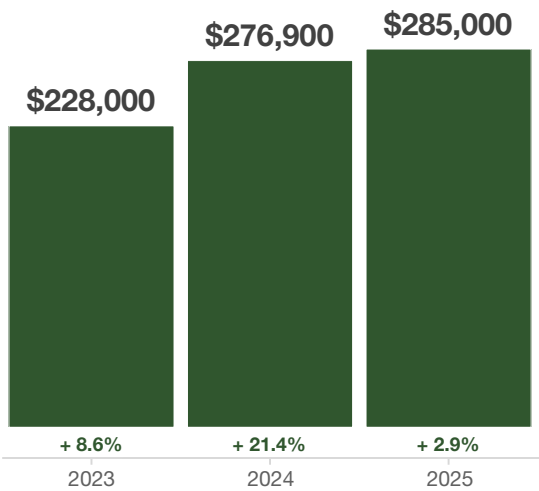


# Median Sales Price

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



## September



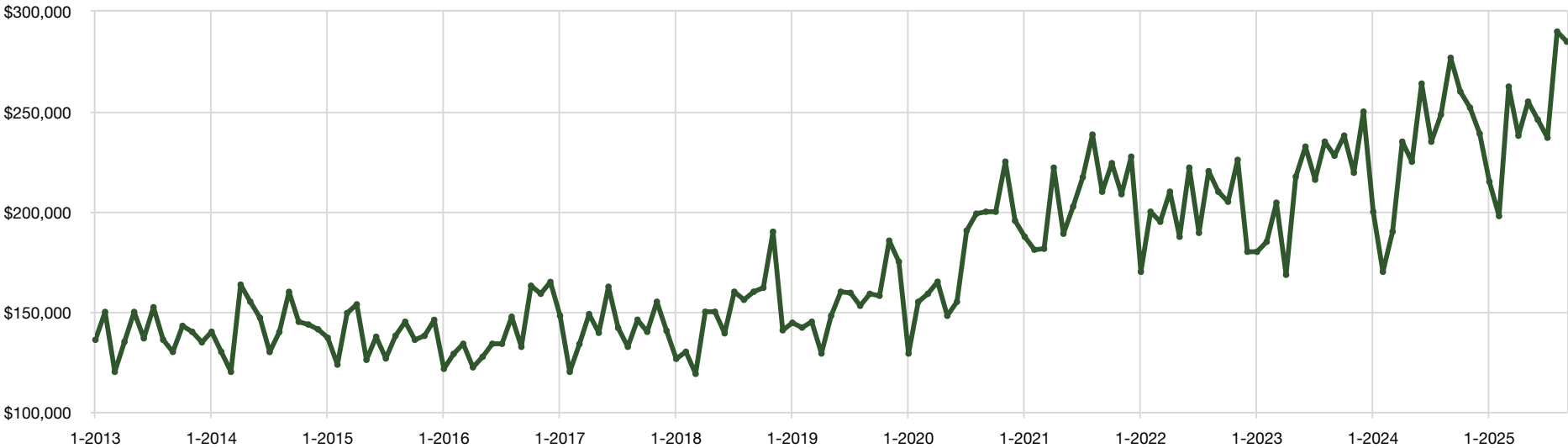
## Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$237,000	\$235,000	+ 0.9%
August 2025	\$290,000	\$248,500	+ 16.7%
September 2025	\$285,000	\$276,900	+ 2.9%
12-Month Avg*	\$250,000	\$235,000	+ 6.4%

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

## Historical Median Sales Price by Month

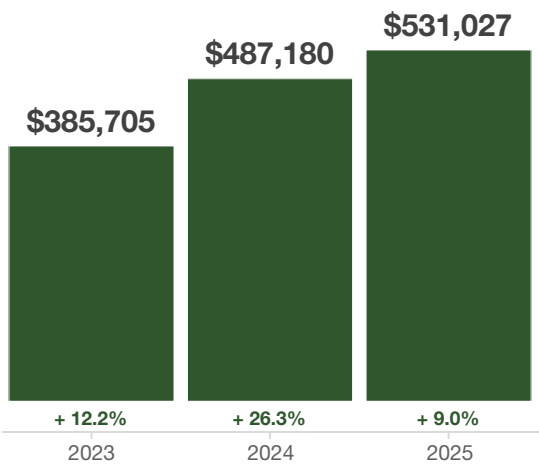


# Average Sales Price

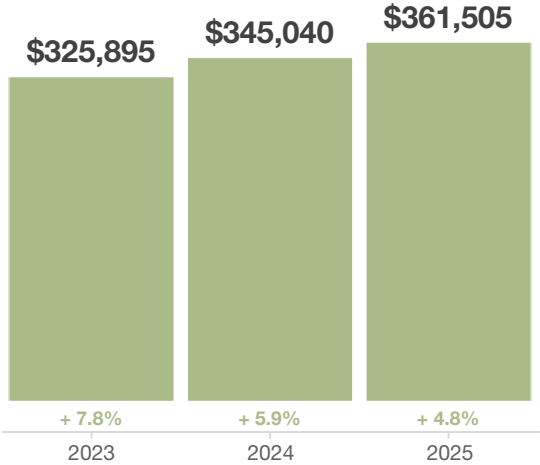
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## September



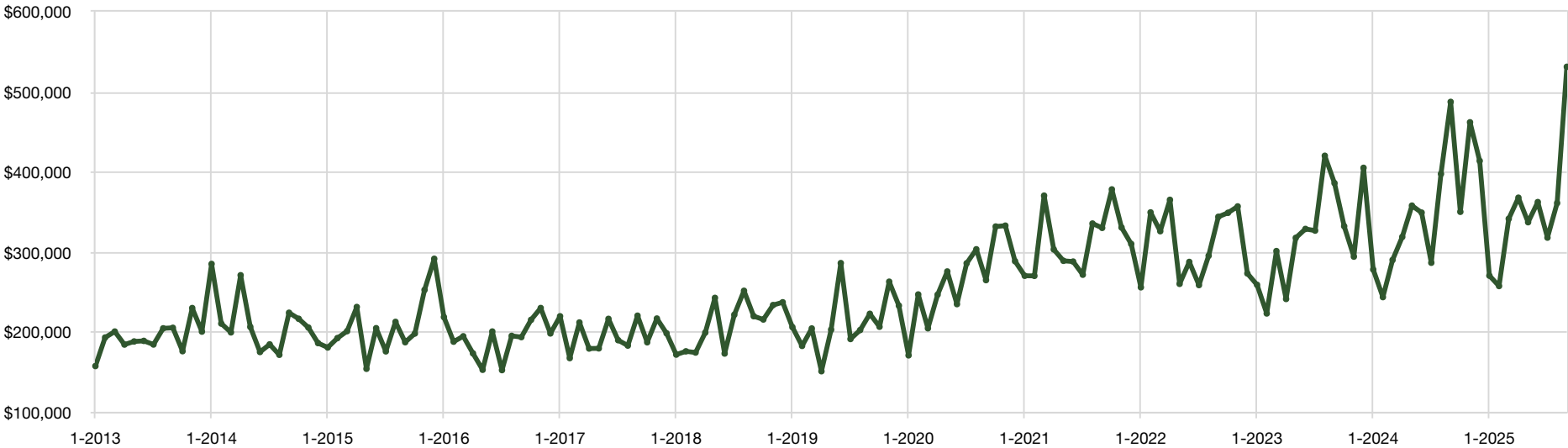
## Year to Date



Avg. Sales Price	Prior Year	Percent Change
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	\$317,646	\$286,262 + 11.0%
August 2025	\$360,835	\$397,309 - 9.2%
September 2025	\$531,027	\$487,180 + 9.0%
12-Month Avg*	\$374,350	\$343,789 + 8.9%

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

## Historical Average Sales Price by Month



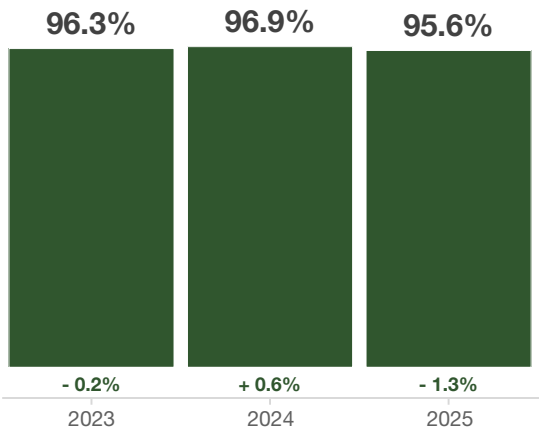


# Percent of List Price Received

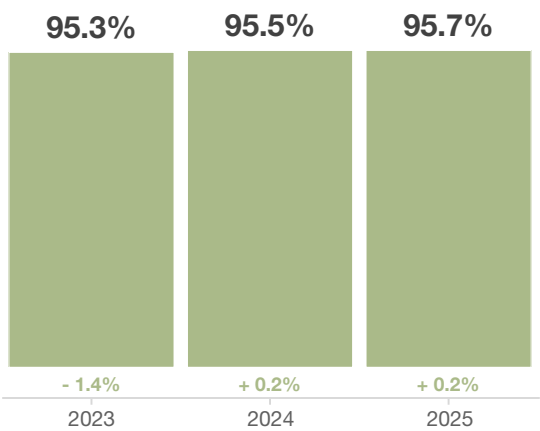
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## September



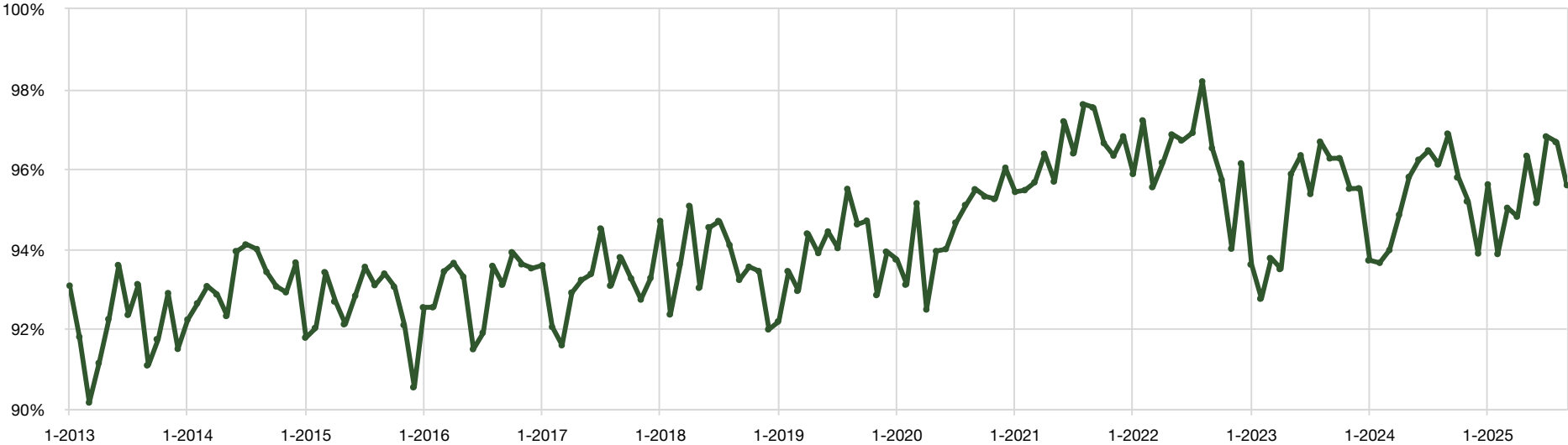
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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	96.8%	96.5%	+ 0.3%
August 2025	96.7%	96.1%	+ 0.6%
September 2025	95.6%	96.9%	- 1.3%
12-Month Avg*	95.5%	95.6%	- 0.1%

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

## Historical Percent of List Price Received by Month

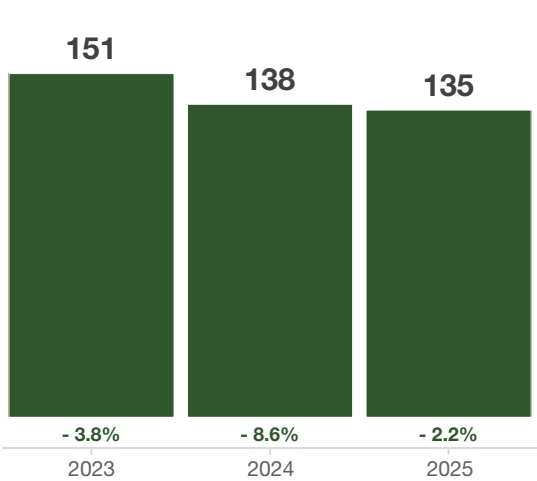


# Housing Affordability Index

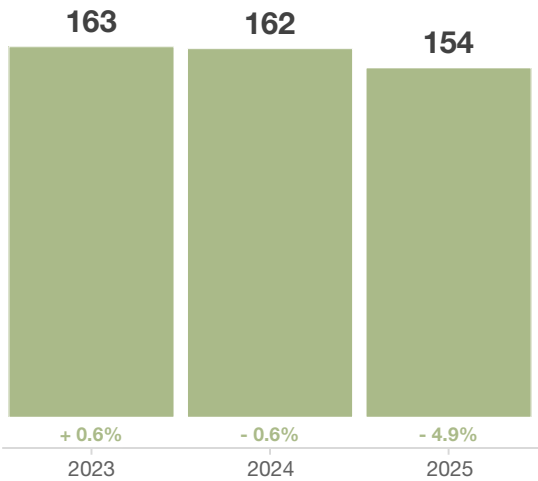
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## September

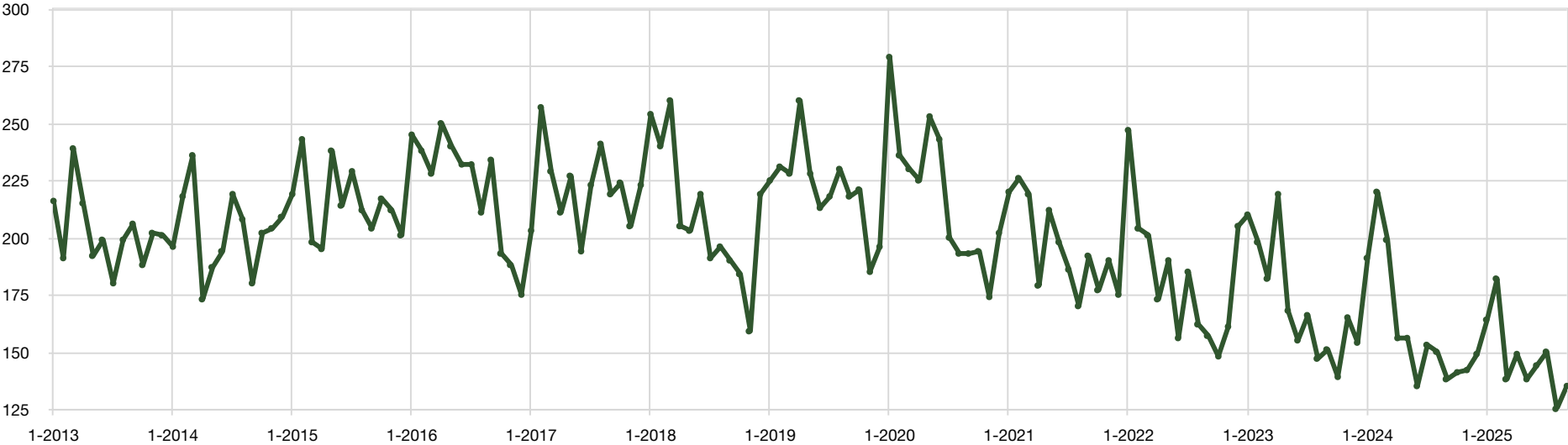


## Year to Date



Affordability Index		Prior Year	Percent Change
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	150	153	- 2.0%
August 2025	125	150	- 16.7%
September 2025	135	138	- 2.2%
12-Month Avg	146	163	- 10.4%

## Historical Housing Affordability Index by Month

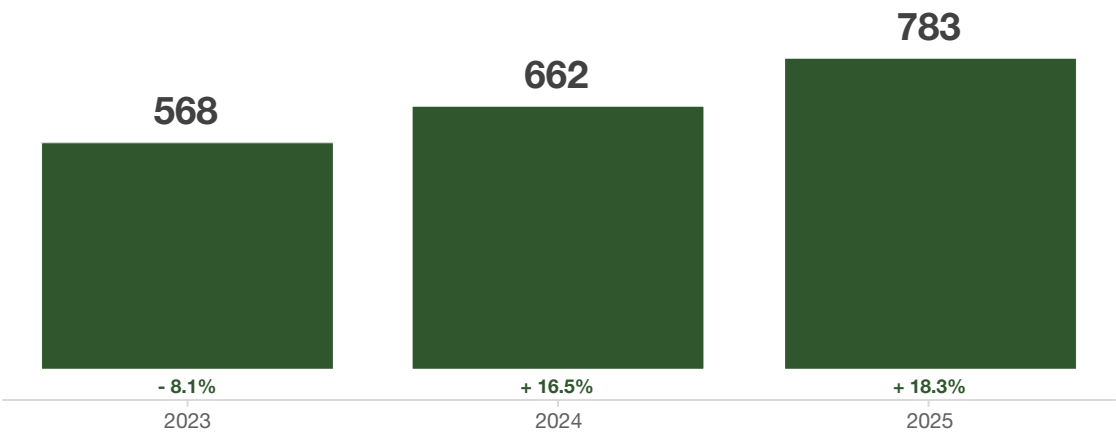


# Inventory of Homes for Sale

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

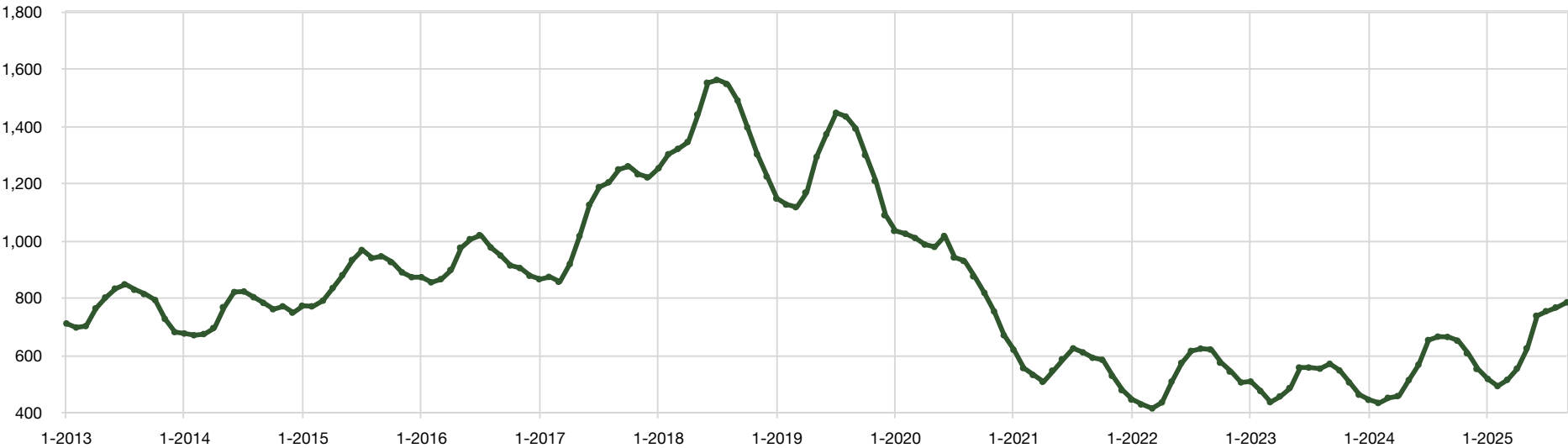


## September



Homes for Sale		Prior Year	Percent Change
October 2024	649	545	+ 19.1%
November 2024	605	503	+ 20.3%
December 2024	550	460	+ 19.6%
January 2025	515	442	+ 16.5%
February 2025	490	431	+ 13.7%
March 2025	512	449	+ 14.0%
April 2025	551	455	+ 21.1%
May 2025	622	511	+ 21.7%
June 2025	736	565	+ 30.3%
July 2025	752	651	+ 15.5%
August 2025	765	663	+ 15.4%
September 2025	783	662	+ 18.3%
12-Month Avg	628	528	+ 18.9%

## Historical Inventory of Homes for Sale by Month

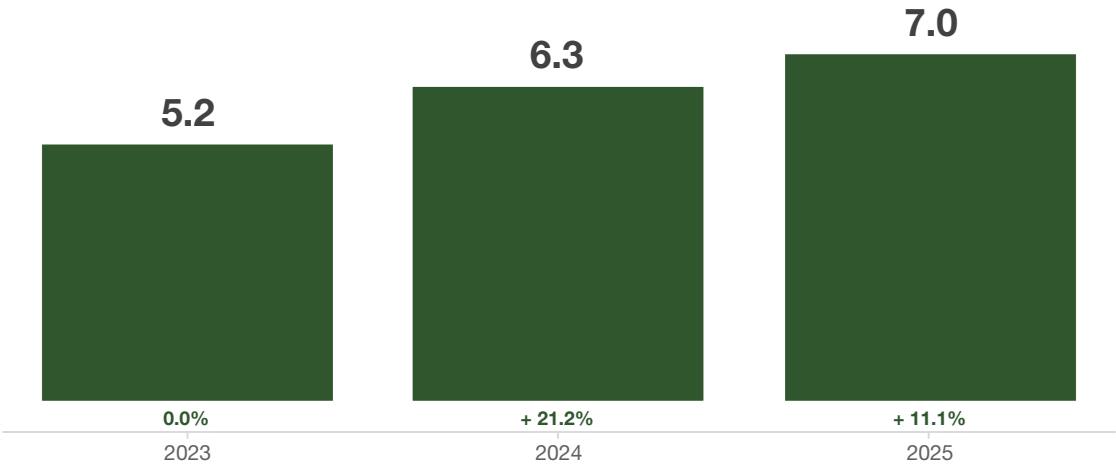


# Months Supply of Inventory

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.



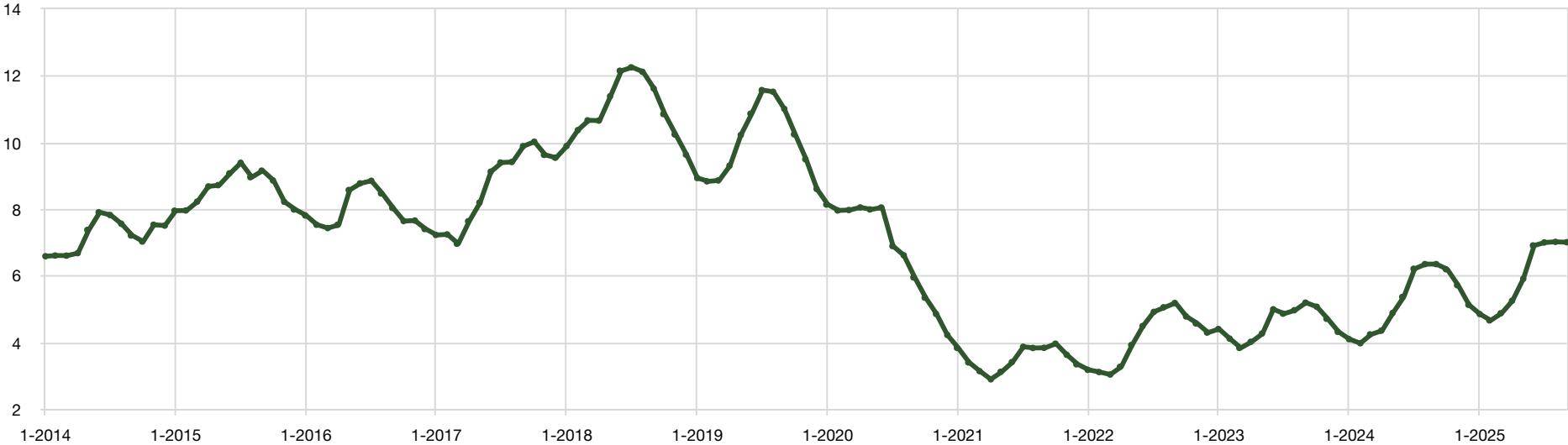
## September



Months Supply		Prior Year	Percent Change
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	7.0	6.3	+ 11.1%
September 2025	7.0	6.3	+ 11.1%
12-Month Avg*	5.9	5.0	+ 17.7%

\* Months Supply for all properties from October 2024 through September 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		
	9-2024	9-2025	+ / -	9-2024	9-2025	+ / -	9-2024	9-2025	+ / -	9-2024	9-2025	+ / -	9-2024	9-2025	+ / -
Clinton	55	64	+ 16.4%	42	57	+ 35.7%	\$259,000	\$219,900	- 15.1%	178	192	+ 7.9%	4.1	4.1	0.0%
Essex	42	37	- 11.9%	30	32	+ 6.7%	\$350,000	\$504,000	+ 44.0%	185	225	+ 21.6%	7.5	8.6	+ 14.7%
Franklin	42	69	+ 64.3%	35	30	- 14.3%	\$212,000	\$250,000	+ 17.9%	185	248	+ 34.1%	7.5	10.1	+ 34.7%
Fulton	0	0	0.0%	0	0	0.0%	—	—	—	0	0	0.0%	—	—	—
Hamilton	5	10	+ 100.0%	5	11	+ 120.0%	\$449,000	\$299,900	- 33.2%	35	38	+ 8.6%	10.0	8.4	- 16.0%
Herkimer	7	2	- 71.4%	2	6	+ 200.0%	\$567,500	\$809,000	+ 42.6%	28	11	- 60.7%	7.7	4.8	- 37.7%
Lewis	0	0	0.0%	0	0	0.0%	—	—	—	2	0	- 100.0%	—	—	—
Oneida	1	3	+ 200.0%	2	0	- 100.0%	\$253,750	—	—	3	3	0.0%	1.8	3.0	+ 66.7%
Saratoga	2	7	+ 250.0%	2	4	+ 100.0%	\$434,298	\$472,339	+ 8.8%	20	24	+ 20.0%	12.0	6.9	- 42.5%
St Lawrence	6	3	- 50.0%	2	2	0.0%	\$391,000	\$411,000	+ 5.1%	20	18	- 10.0%	8.7	7.4	- 14.9%
Warren	1	10	+ 900.0%	3	0	- 100.0%	\$480,000	—	—	5	20	+ 300.0%	2.3	8.0	+ 247.8%
Washington	0	0	0.0%	1	1	0.0%	\$700,000	\$160,000	- 77.1%	0	2	—	—	1.3	—
Other	0	0	0.0%	0	0	0.0%	—	—	—	0	0	0.0%	—	—	—