

Monthly Indicators



November 2025

U.S. sales of existing homes rose 1.2% from the previous month to a seasonally adjusted annual rate of 4.10 million, according to the National Association of REALTORS® (NAR), as buyers took advantage of lower mortgage rates this fall. Sales increased in the Midwest and South, held steady in the Northeast, and edged down in the West. Year-over-year, sales were up 1.7%, with gains in the Northeast, Midwest, and South, while the West posted a decline.

New Listings decreased 12.1 percent to 94. Pending Sales increased 9.6 percent to 103. Inventory increased 2.3 percent to 619.

Median Sales Price increased 21.0 percent from \$252,000 to \$305,000. Days on Market increased 31.1 percent to 80. Months Supply of Inventory decreased 3.5 percent to 5.5.

Nationally, inventory dipped 0.7% month-over-month but rose 10.9% year-over-year, totaling 1.52 million units, according to NAR. At the current sales pace, supply stands at 4.4 months, slightly below last month's level but higher than the 4.1 months recorded a year ago. Supported by modest inventory levels, prices continue to rise, with the national median existing-home price increasing 2.1% year-over-year to \$415,200, marking 28 consecutive months of annual gains.

Activity Snapshot

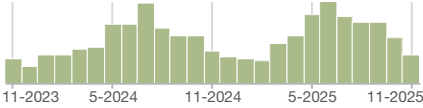
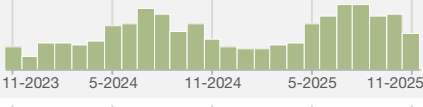
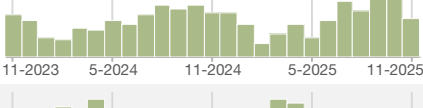
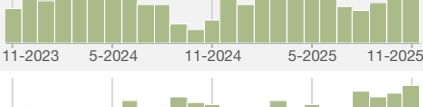
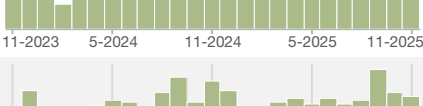
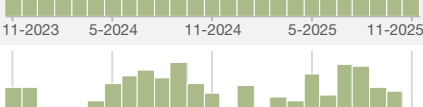
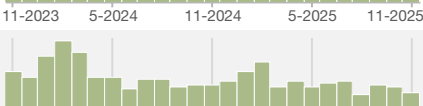
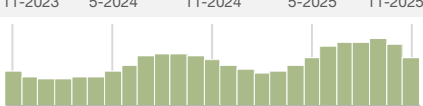
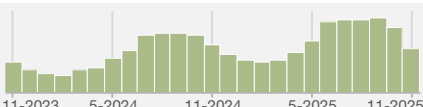
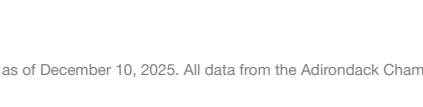
- 10.8%	+ 21.0%	+ 2.3%
One-Year Change in Closed Sales All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Homes for Sale All Properties

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.

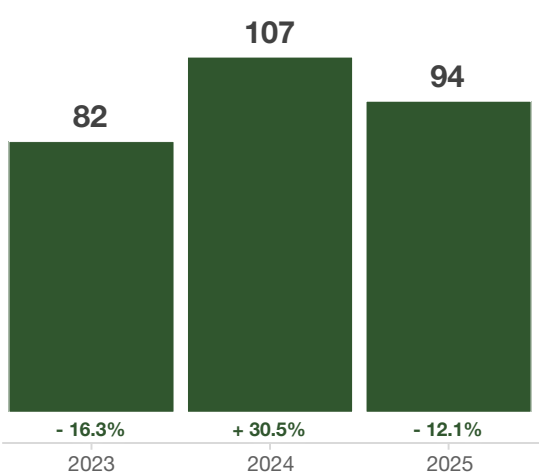
Key Metrics	Historical Sparkbars	11-2024	11-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		107	94	- 12.1%	1,697	1,840	+ 8.4%
Pending Sales		94	103	+ 9.6%	1,208	1,279	+ 5.9%
Closed Sales		120	107	- 10.8%	1,150	1,185	+ 3.0%
Days on Market Until Sale		61	80	+ 31.1%	77	82	+ 6.5%
Median Sales Price		\$252,000	\$305,000	+ 21.0%	\$240,000	\$255,000	+ 6.3%
Average Sales Price		\$461,688	\$372,876	- 19.2%	\$357,693	\$368,083	+ 2.9%
Percent of List Price Received		95.2%	94.3%	- 0.9%	95.5%	95.5%	0.0%
Housing Affordability Index		142	127	- 10.6%	149	152	+ 2.0%
Inventory of Homes for Sale		605	619	+ 2.3%	—	—	—
Months Supply of Inventory		5.7	5.5	- 3.5%	—	—	—

New Listings

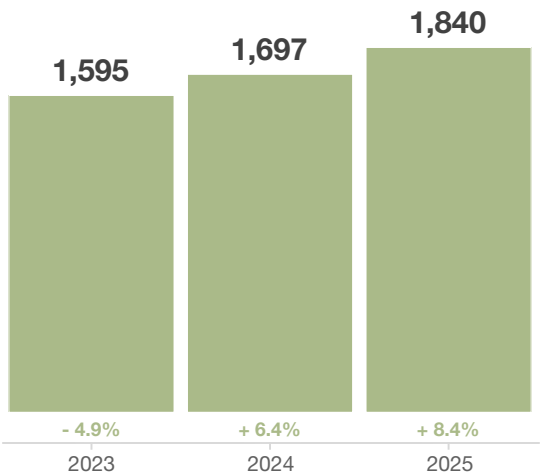
A count of the properties that have been newly listed on the market in a given month.



November

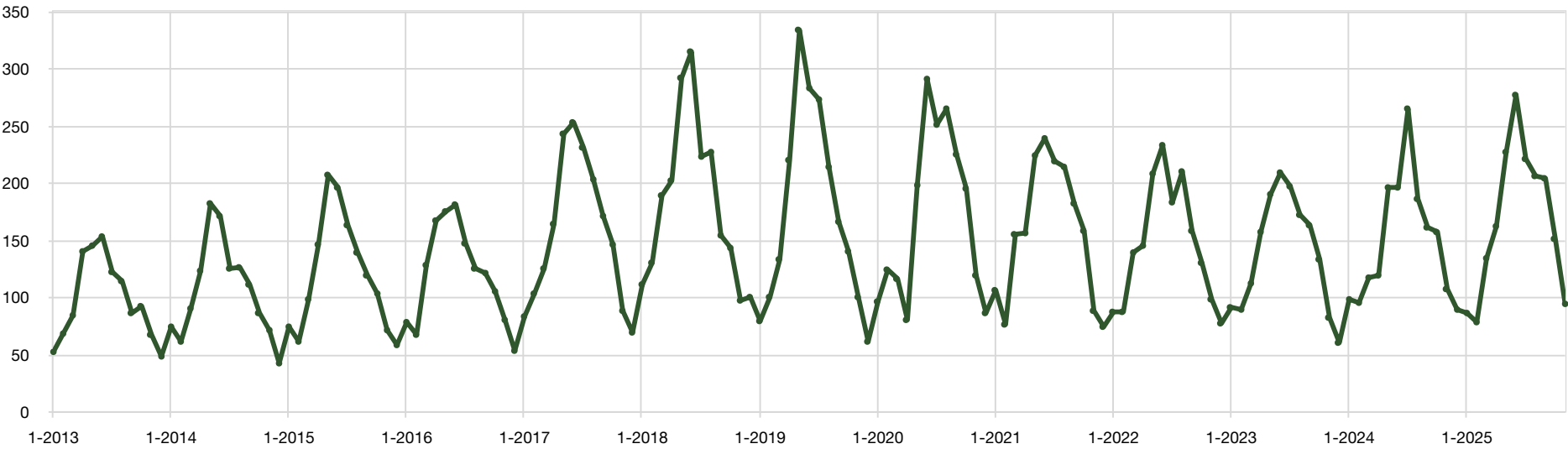


Year to Date



New Listings		Prior Year	Percent Change
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	162	119	+ 36.1%
May 2025	227	196	+ 15.8%
June 2025	277	196	+ 41.3%
July 2025	221	265	- 16.6%
August 2025	206	186	+ 10.8%
September 2025	204	161	+ 26.7%
October 2025	151	157	- 3.8%
November 2025	94	107	- 12.1%
12-Month Avg	161	146	+ 10.3%

Historical New Listings by Month

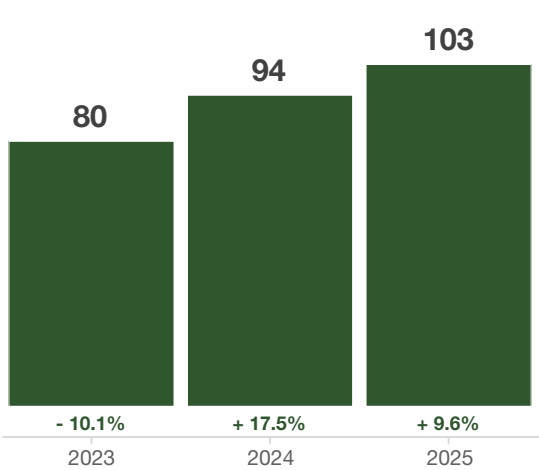


Pending Sales

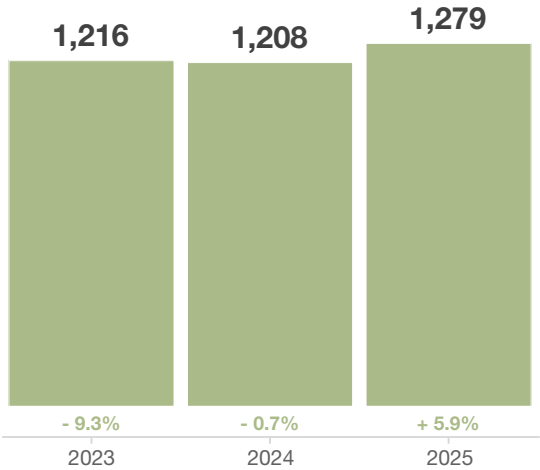
A count of the properties on which offers have been accepted in a given month.



November

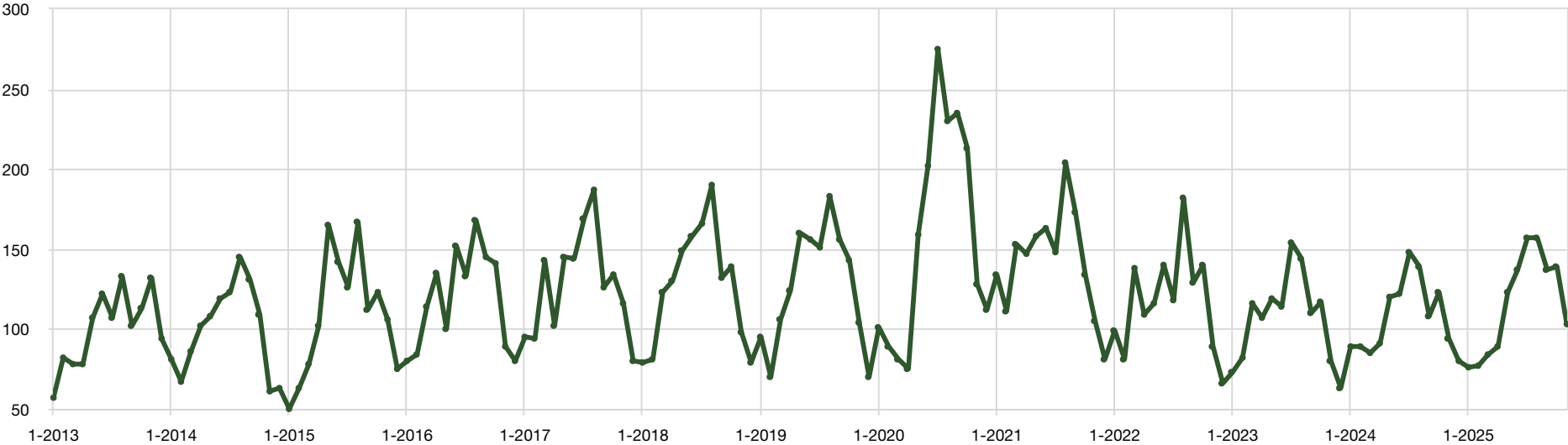


Year to Date



Pending Sales		Prior Year	Percent Change
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	89	91	- 2.2%
May 2025	123	120	+ 2.5%
June 2025	137	122	+ 12.3%
July 2025	157	148	+ 6.1%
August 2025	157	139	+ 12.9%
September 2025	137	108	+ 26.9%
October 2025	139	123	+ 13.0%
November 2025	103	94	+ 9.6%
12-Month Avg	113	106	+ 6.6%

Historical Pending Sales by Month

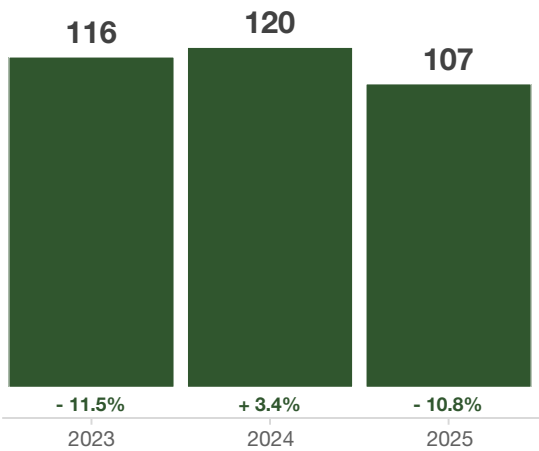


Closed Sales

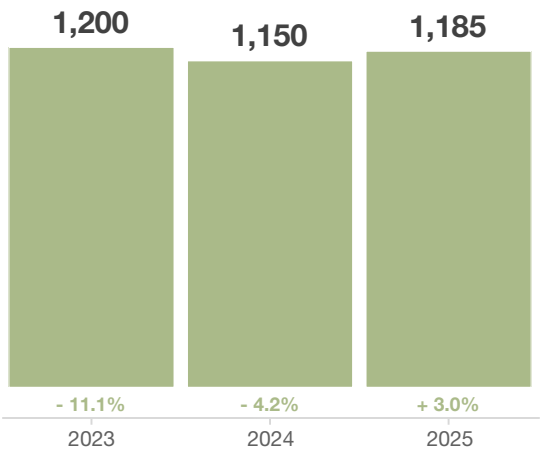
A count of the actual sales that closed in a given month.



November

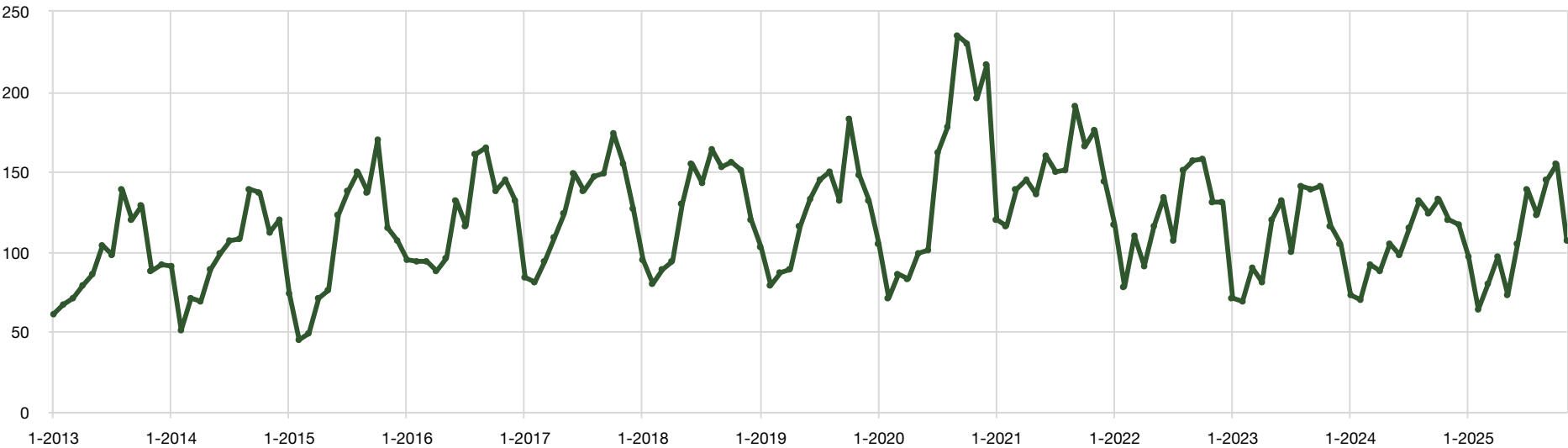


Year to Date



Closed Sales		Prior Year	Percent Change
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	139	115	+ 20.9%
August 2025	123	132	- 6.8%
September 2025	145	124	+ 16.9%
October 2025	155	133	+ 16.5%
November 2025	107	120	- 10.8%
12-Month Avg	109	105	+ 3.8%

Historical Closed Sales by Month

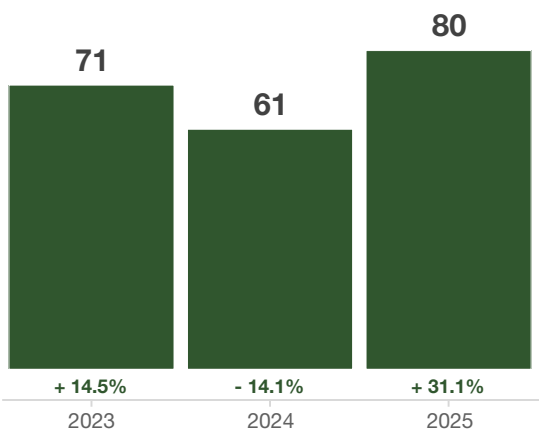


Days on Market Until Sale

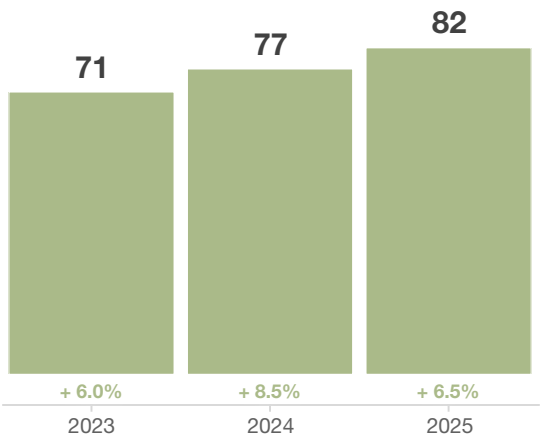
Average number of days between when a property is listed and when an offer is accepted in a given month.



November



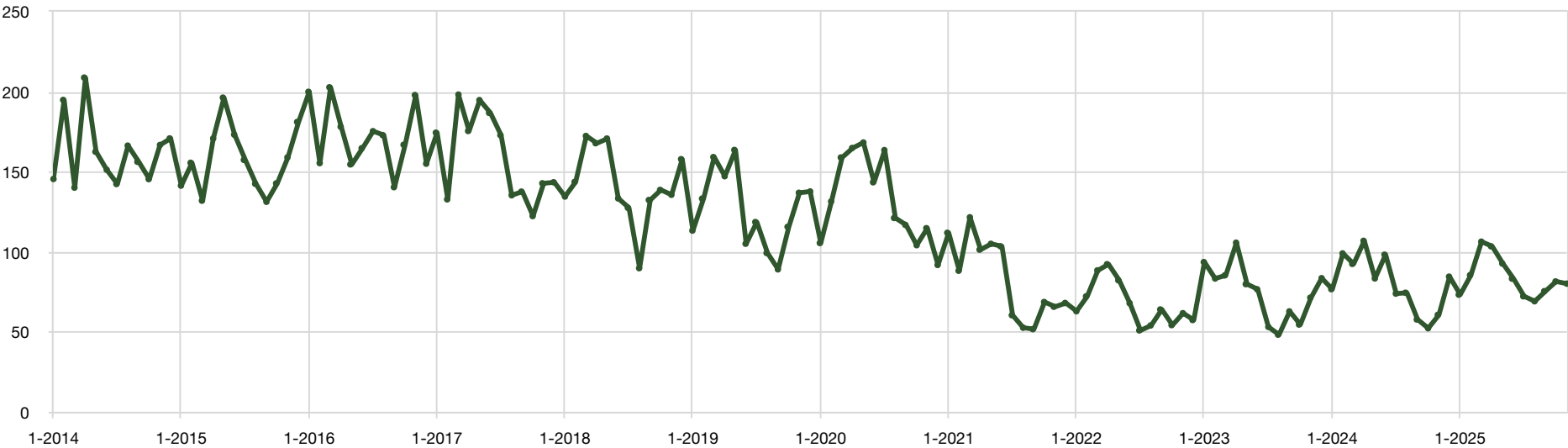
Year to Date



Days on Market		Prior Year	Percent Change
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	75	58	+ 29.3%
October 2025	81	52	+ 55.8%
November 2025	80	61	+ 31.1%
12-Month Avg*	82	77	+ 6.2%

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

Historical Days on Market Until Sale by Month

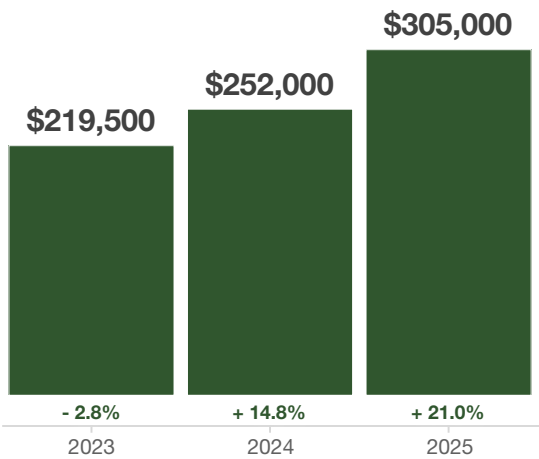


Median Sales Price

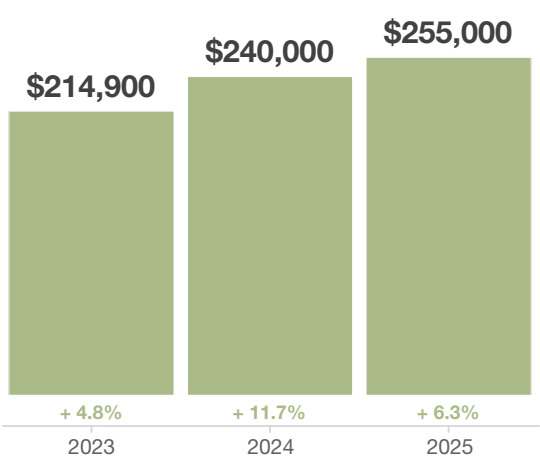
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November



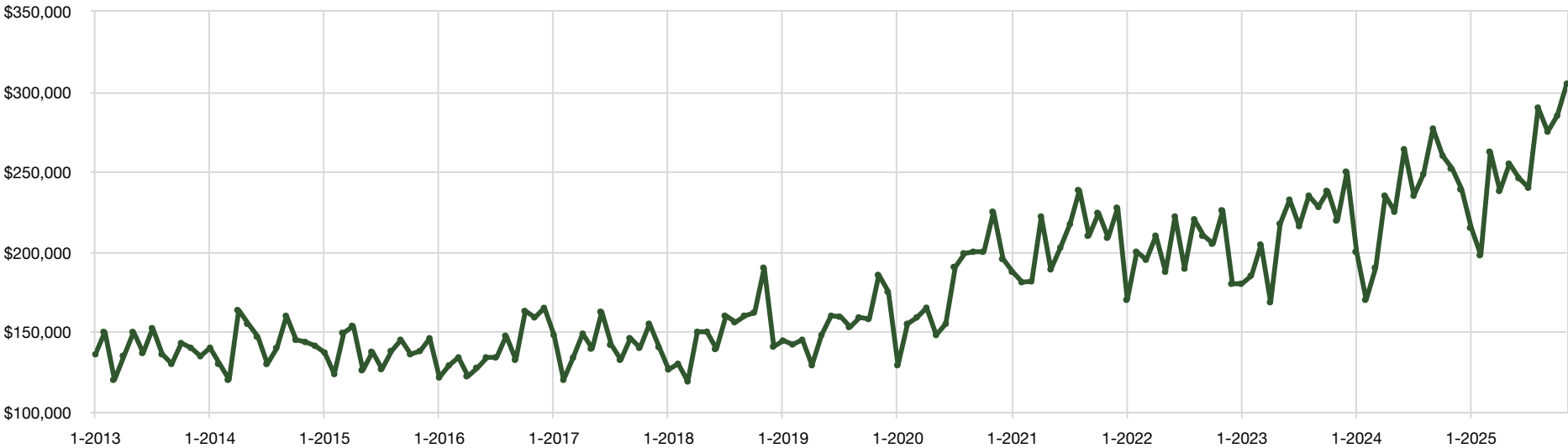
Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$240,000	\$235,000	+ 2.1%
August 2025	\$290,000	\$248,500	+ 16.7%
September 2025	\$275,000	\$276,900	- 0.7%
October 2025	\$285,000	\$260,000	+ 9.6%
November 2025	\$305,000	\$252,000	+ 21.0%
12-Month Avg*	\$255,000	\$241,535	+ 5.6%

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

Historical Median Sales Price by Month

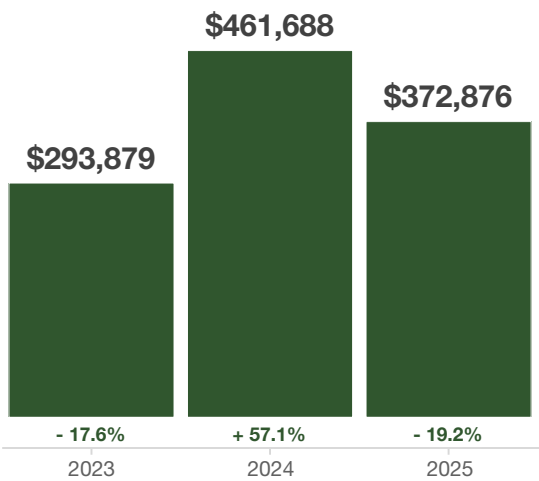


Average Sales Price

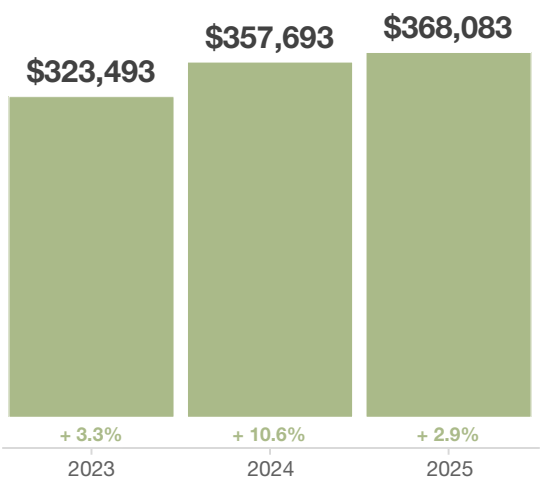
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November



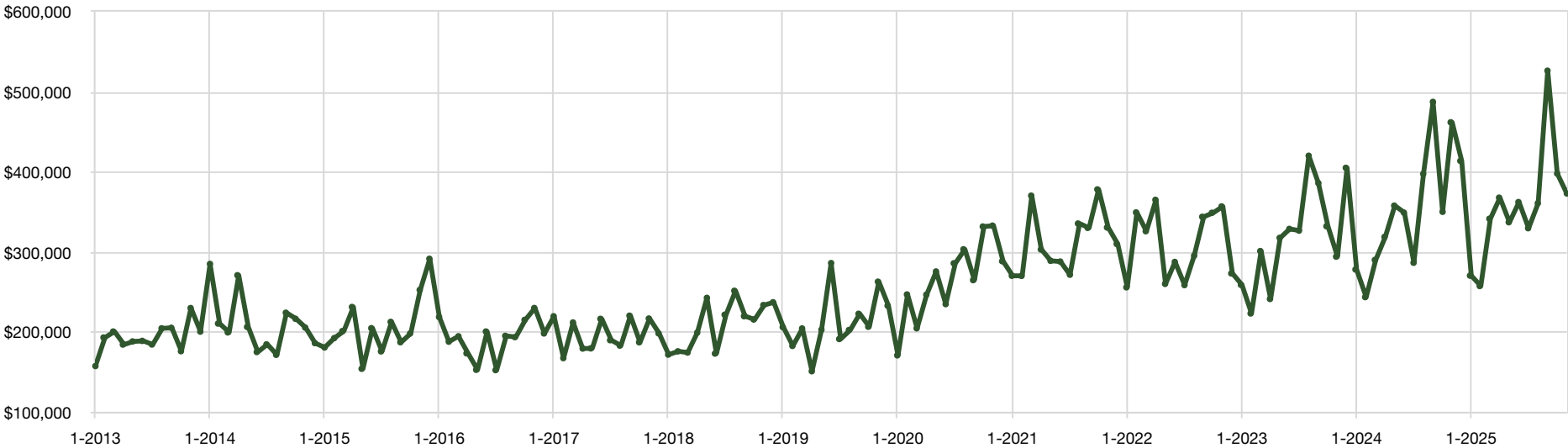
Year to Date



Avg. Sales Price	Prior Year	Percent Change
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	\$329,413	\$286,262 + 15.1%
August 2025	\$360,536	\$397,309 - 9.3%
September 2025	\$526,148	\$487,180 + 8.0%
October 2025	\$397,667	\$349,885 + 13.7%
November 2025	\$372,876	\$461,688 - 19.2%
12-Month Avg*	\$372,163	\$361,607 + 2.9%

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

Historical Average Sales Price by Month

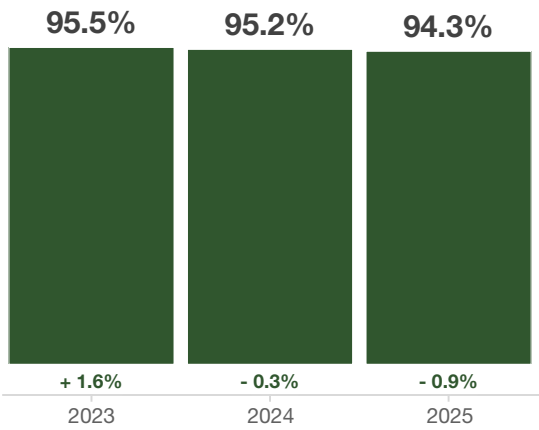


Percent of List Price Received

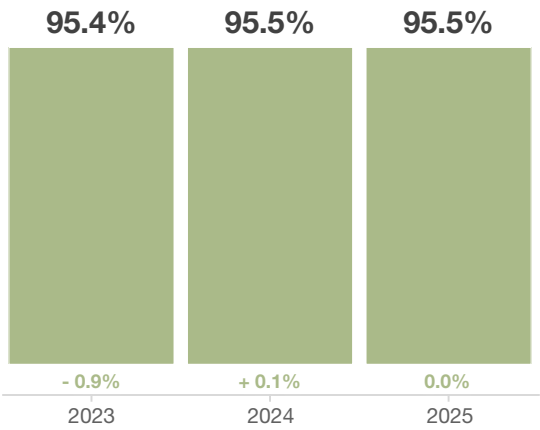
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



November



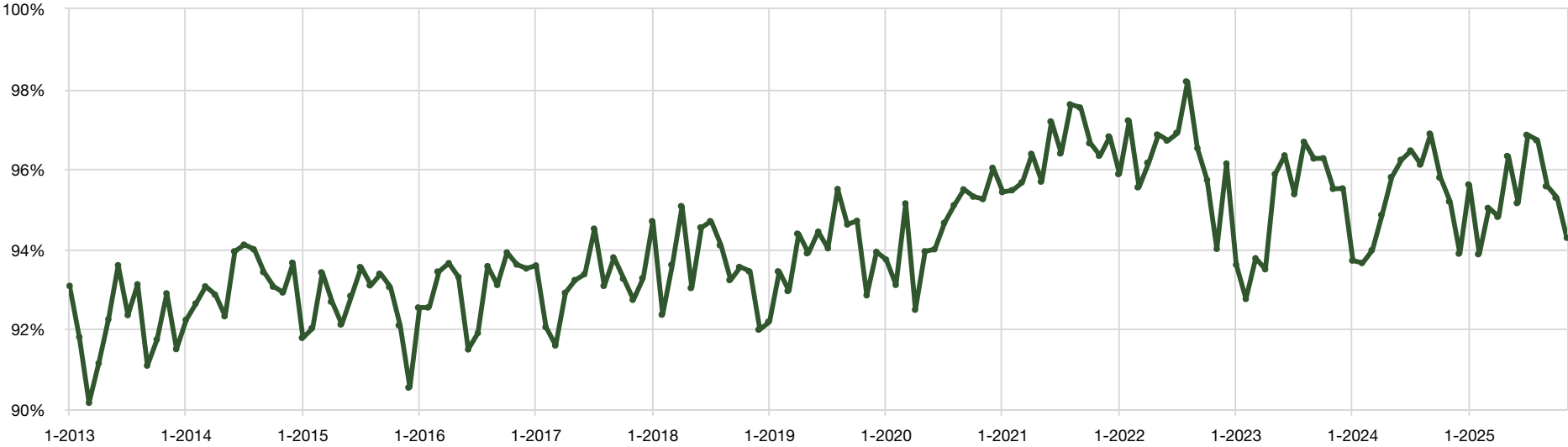
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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%
September 2025	95.6%	96.9%	- 1.3%
October 2025	95.3%	95.8%	- 0.5%
November 2025	94.3%	95.2%	- 0.9%
12-Month Avg*	95.4%	95.5%	- 0.2%

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

Historical Percent of List Price Received by Month

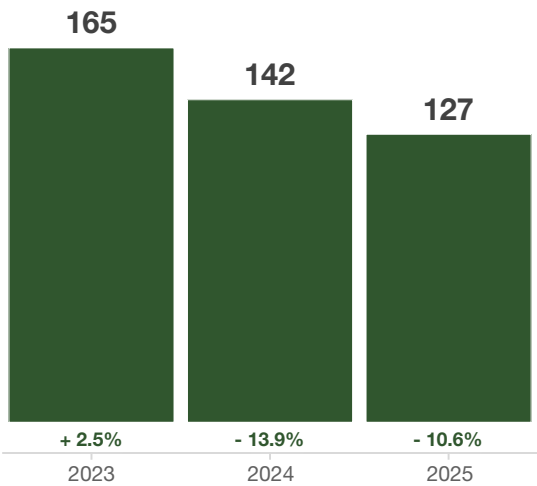


Housing Affordability Index

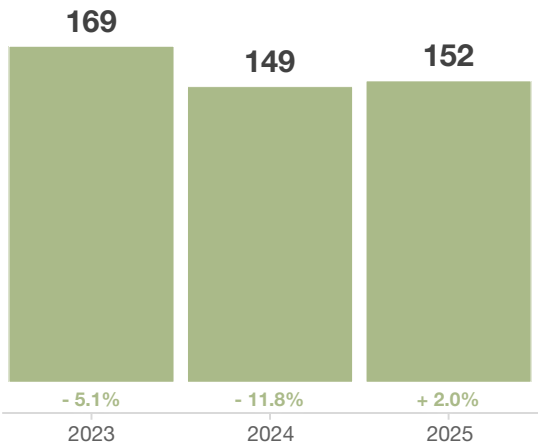
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



November

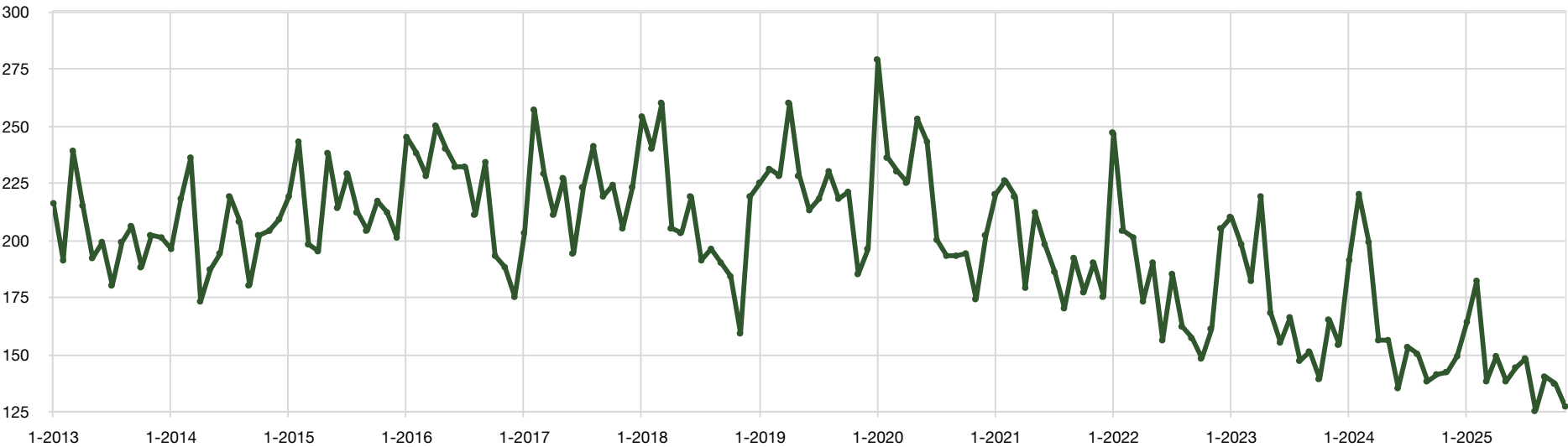


Year to Date



Affordability Index		Prior Year	Percent Change
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	148	153	- 3.3%
August 2025	125	150	- 16.7%
September 2025	140	138	+ 1.4%
October 2025	137	141	- 2.8%
November 2025	127	142	- 10.6%
12-Month Avg	145	161	- 9.9%

Historical Housing Affordability Index by Month

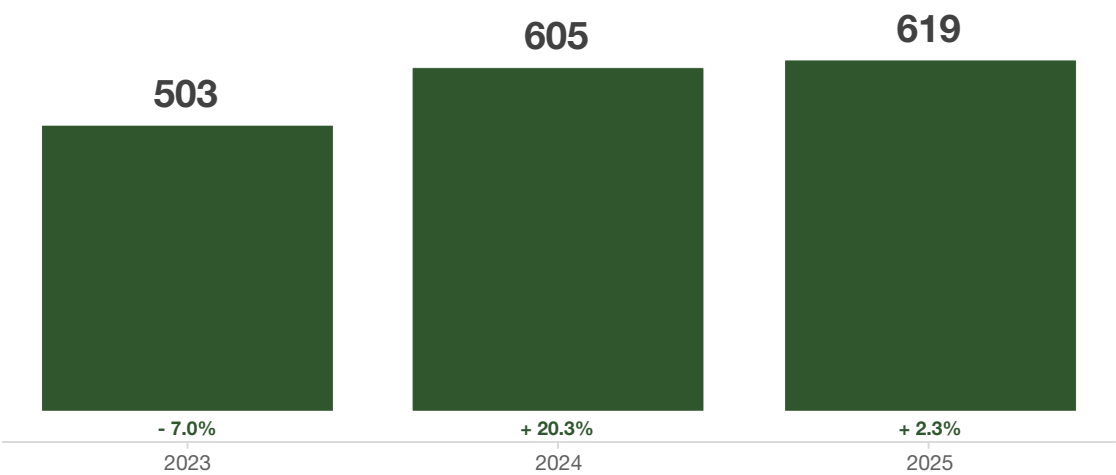


Inventory of Homes for Sale

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

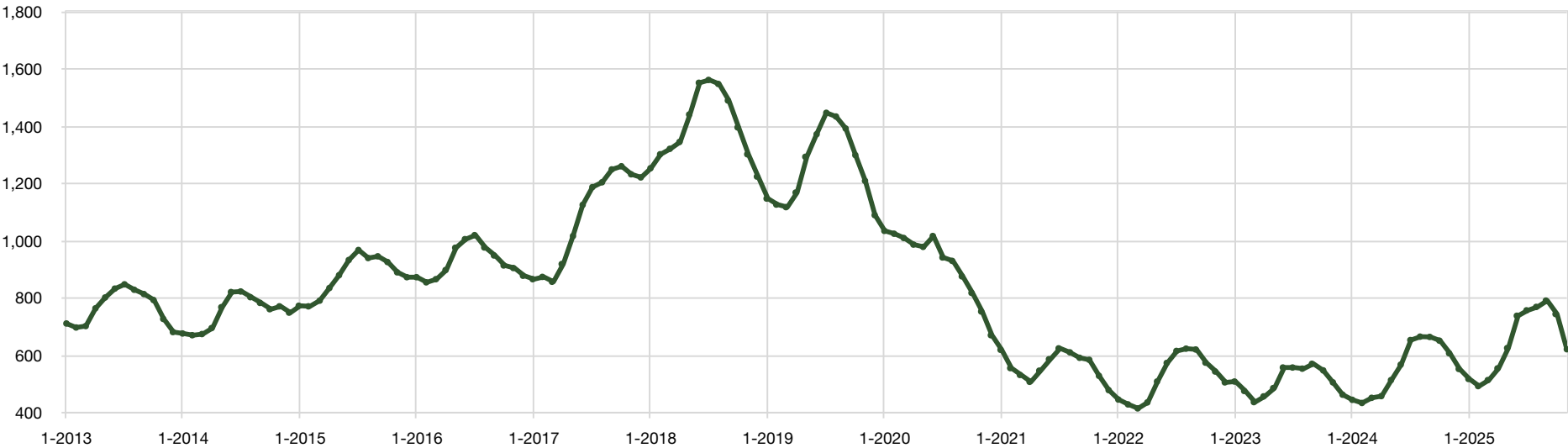


November



Homes for Sale		Prior Year	Percent Change
December 2024	550	460	+ 19.6%
January 2025	515	442	+ 16.5%
February 2025	490	431	+ 13.7%
March 2025	511	449	+ 13.8%
April 2025	552	455	+ 21.3%
May 2025	623	511	+ 21.9%
June 2025	736	565	+ 30.3%
July 2025	755	651	+ 16.0%
August 2025	767	663	+ 15.7%
September 2025	789	662	+ 19.2%
October 2025	742	649	+ 14.3%
November 2025	619	605	+ 2.3%
12-Month Avg	637	545	+ 16.9%

Historical Inventory of Homes for Sale by Month

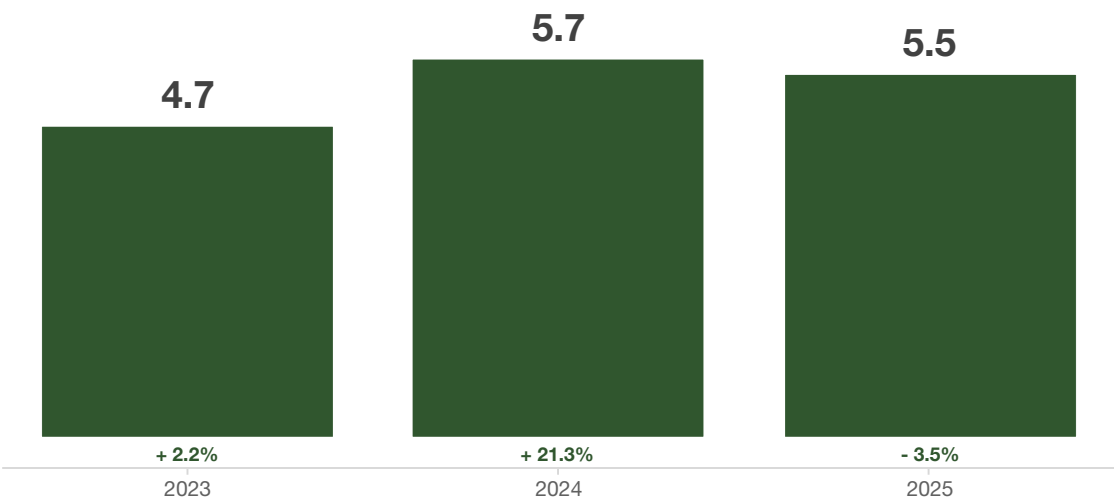


Months Supply of Inventory

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.



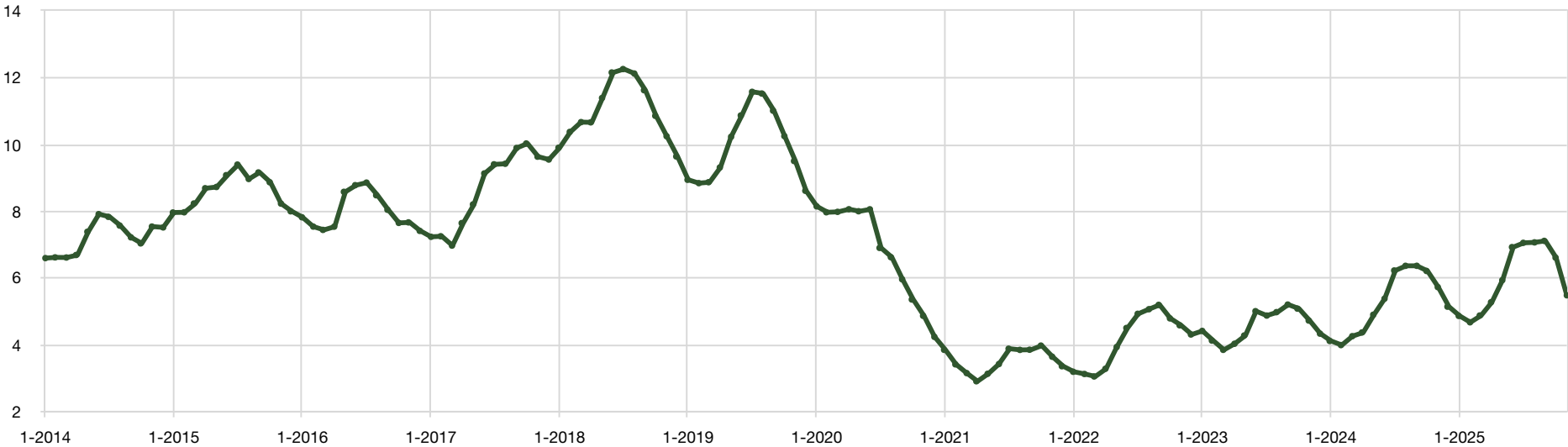
November



Months Supply		Prior Year	Percent Change
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	5.3	4.4	+ 20.5%
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	7.1	6.3	+ 12.7%
September 2025	7.1	6.4	+ 10.9%
October 2025	6.6	6.2	+ 6.5%
November 2025	5.5	5.7	- 3.5%
12-Month Avg*	5.9	5.2	+ 14.2%

* Months Supply for all properties from December 2024 through November 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		
	11-2024	11-2025	+ / -	11-2024	11-2025	+ / -	11-2024	11-2025	+ / -	11-2024	11-2025	+ / -	11-2024	11-2025	+ / -
Clinton	41	42	+ 2.4%	46	47	+ 2.2%	\$210,000	\$252,500	+ 20.2%	171	171	0.0%	4.0	3.6	- 10.0%
Essex	27	15	- 44.4%	33	23	- 30.3%	\$465,500	\$382,000	- 17.9%	167	177	+ 6.0%	6.4	7.0	+ 9.4%
Franklin	22	24	+ 9.1%	26	25	- 3.8%	\$170,050	\$270,000	+ 58.8%	168	184	+ 9.5%	6.9	7.1	+ 2.9%
Fulton	0	0	0.0%	0	0	0.0%	—	—	—	0	0	0.0%	—	—	—
Hamilton	2	2	0.0%	5	5	0.0%	\$310,000	\$310,000	0.0%	26	21	- 19.2%	7.3	4.3	- 41.1%
Herkimer	3	0	- 100.0%	3	0	- 100.0%	\$536,000	—	—	24	6	- 75.0%	7.5	2.8	- 62.7%
Lewis	0	1	—	0	0	0.0%	—	—	—	2	2	0.0%	—	—	—
Oneida	0	0	0.0%	2	0	- 100.0%	\$290,162	—	—	3	3	0.0%	1.9	3.0	+ 57.9%
Saratoga	6	5	- 16.7%	1	3	+ 200.0%	\$350,000	\$680,000	+ 94.3%	17	21	+ 23.5%	9.7	5.3	- 45.4%
St Lawrence	4	1	- 75.0%	2	2	0.0%	\$216,630	\$522,500	+ 141.2%	20	14	- 30.0%	8.7	5.8	- 33.3%
Warren	2	2	0.0%	1	1	0.0%	\$1,100,000	\$489,000	- 55.5%	4	15	+ 275.0%	1.8	5.6	+ 211.1%
Washington	0	2	—	1	0	- 100.0%	\$232,000	—	—	2	5	+ 150.0%	2.0	3.3	+ 65.0%
Other	0	0	0.0%	0	0	0.0%	—	—	—	0	0	0.0%	—	—	—