

Monthly Indicators



Adirondack-Champlain Valley
MULTIPLE LISTING SERVICE

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.

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Activity Overview

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



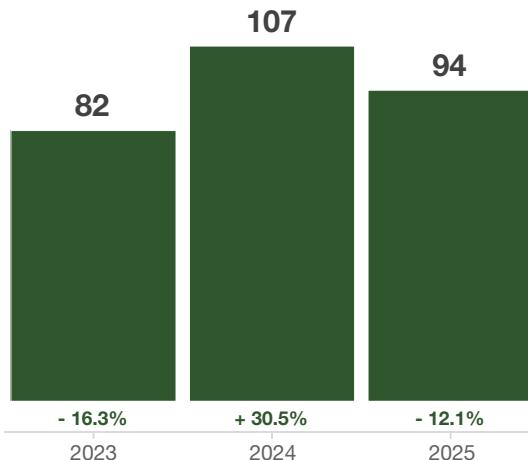
Key Metrics	Historical Sparkbars	11-2024	11-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		107	94	- 12.1%	1,697	1,840	+ 8.4%
Pending Sales		94	103	+ 9.6%	1,208	1,279	+ 5.9%
Closed Sales		120	107	- 10.8%	1,150	1,185	+ 3.0%
Days on Market Until Sale		61	80	+ 31.1%	77	82	+ 6.5%
Median Sales Price		\$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

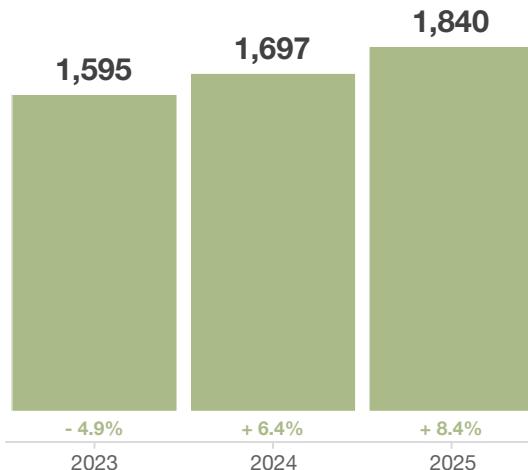
A count of the properties that have been newly listed on the market in a given month.



November



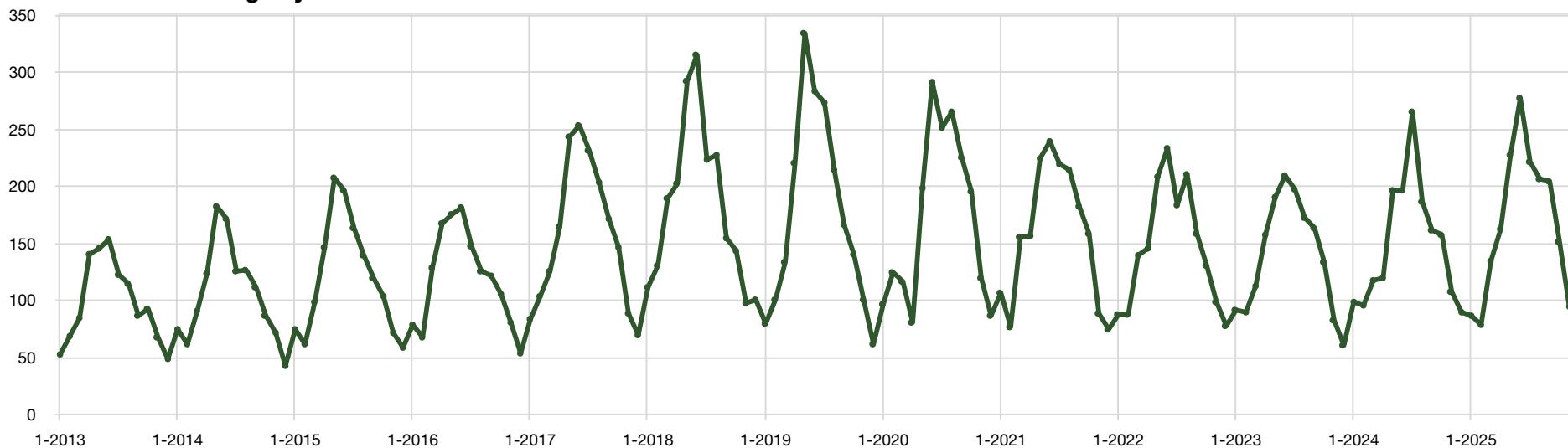
Year to Date



New Listings

	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

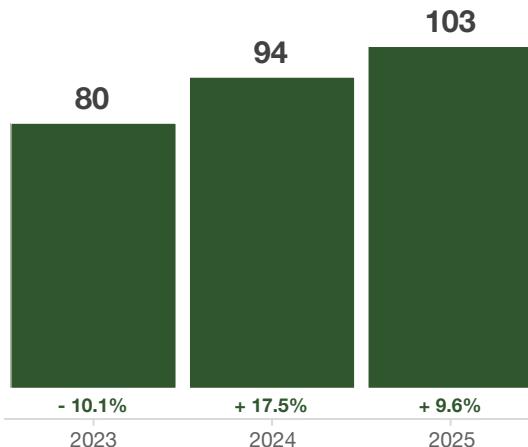


Pending Sales

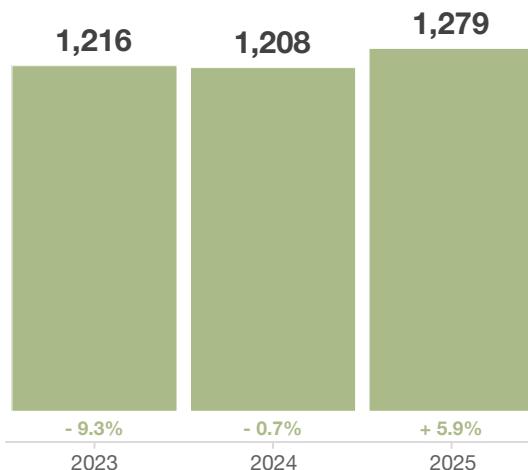
A count of the properties on which offers have been accepted in a given month.



November



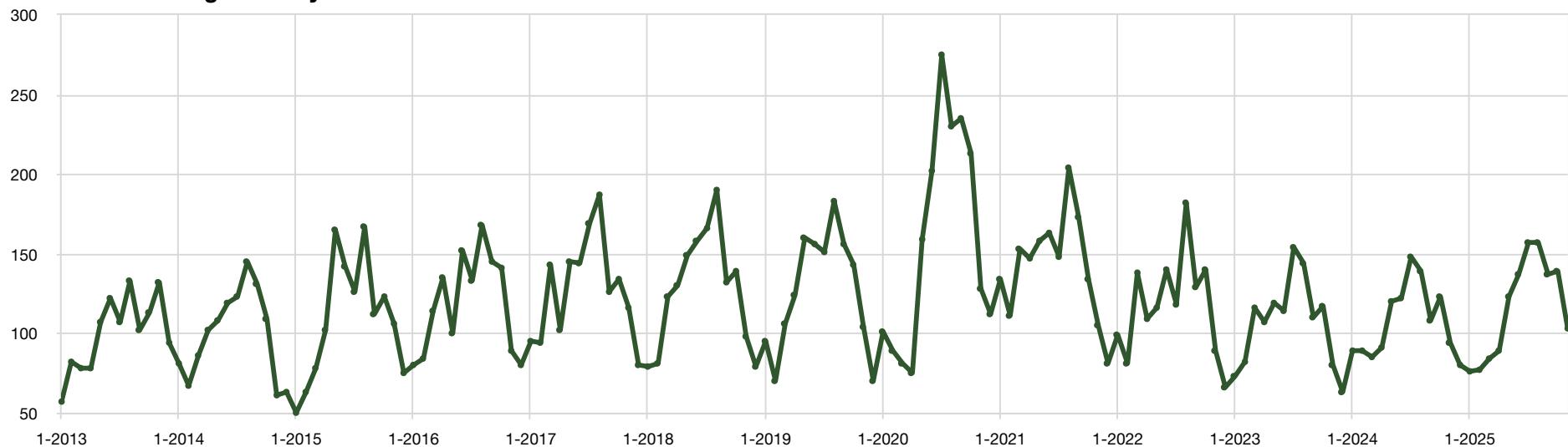
Year to Date



Pending Sales

	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

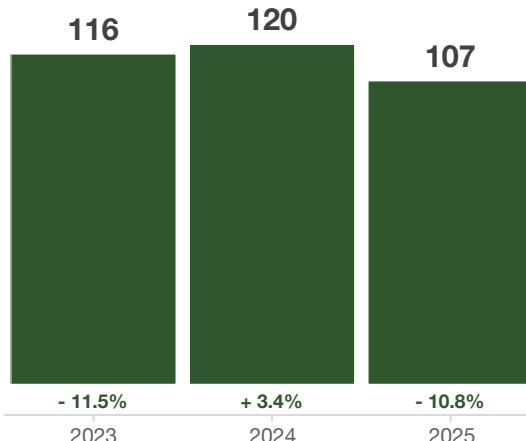


Closed Sales

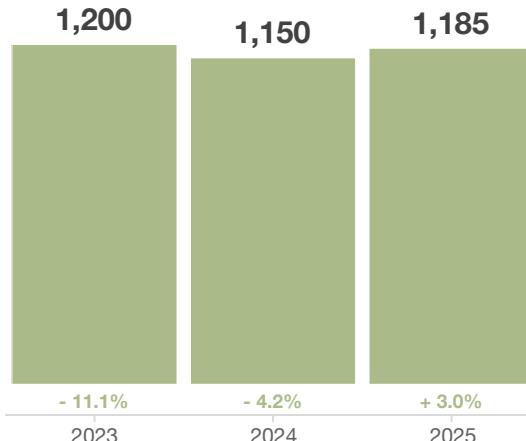
A count of the actual sales that closed in a given month.



November



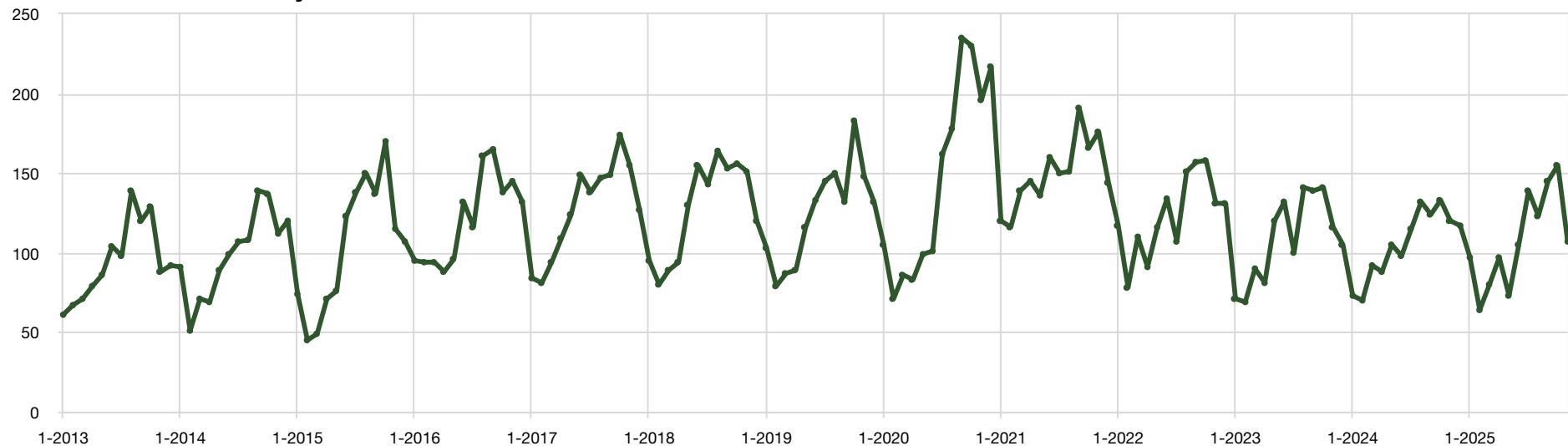
Year to Date



Closed Sales

	Prior Year	Percent Change
December 2024	117	+ 11.4%
January 2025	97	+ 32.9%
February 2025	64	- 8.6%
March 2025	80	- 13.0%
April 2025	97	+ 10.2%
May 2025	73	- 30.5%
June 2025	105	+ 7.1%
July 2025	139	+ 20.9%
August 2025	123	- 6.8%
September 2025	145	+ 16.9%
October 2025	155	+ 16.5%
November 2025	107	- 10.8%
12-Month Avg	109	+ 3.8%

Historical Closed Sales by Month

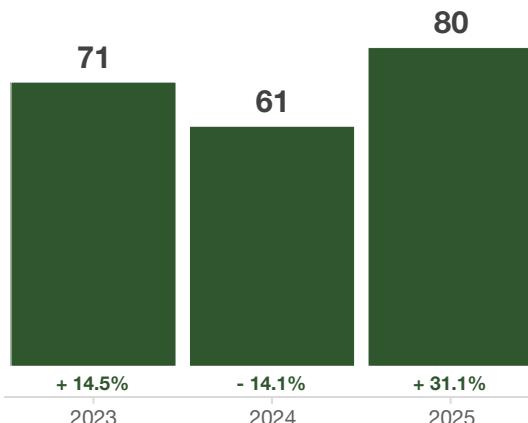


Days on Market Until Sale

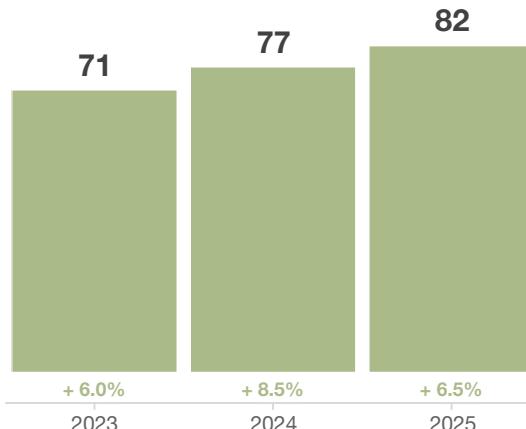
Average number of days between when a property is listed and when an offer is accepted in a given month.



November



Year to Date

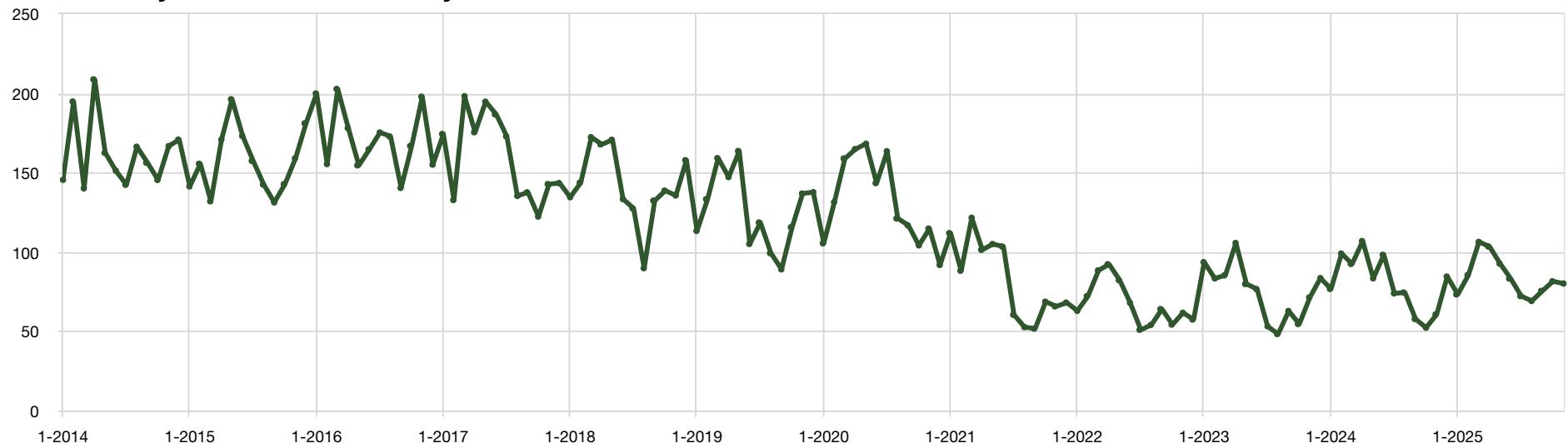


Days on Market

	Prior Year	Percent Change
December 2024	84	+ 1.2%
January 2025	73	- 5.2%
February 2025	85	- 14.1%
March 2025	106	+ 15.2%
April 2025	103	- 3.7%
May 2025	93	+ 12.0%
June 2025	83	- 15.3%
July 2025	72	- 2.7%
August 2025	69	- 6.8%
September 2025	75	+ 29.3%
October 2025	81	+ 55.8%
November 2025	80	+ 31.1%
12-Month Avg*	82	+ 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

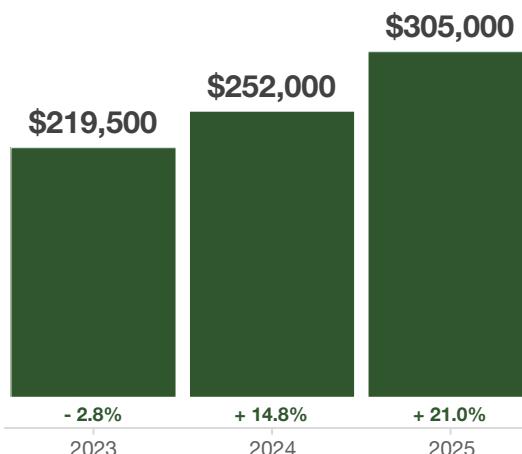


Median Sales Price

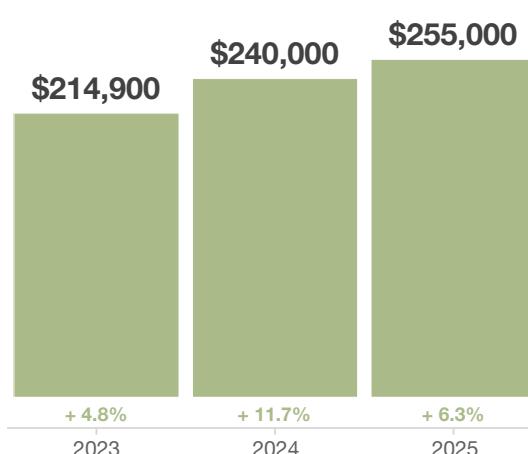
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November



Year to Date



Median Sales Price

	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

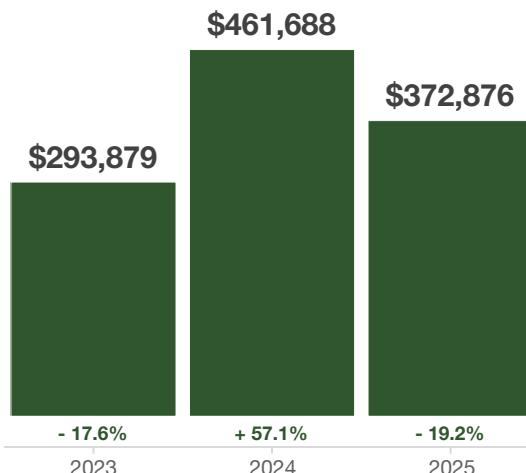


Average Sales Price

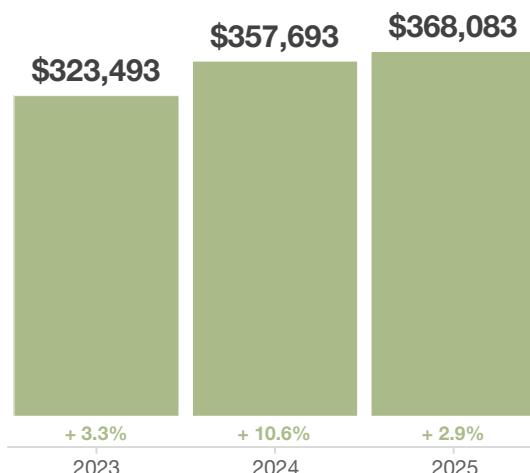
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November



Year to Date

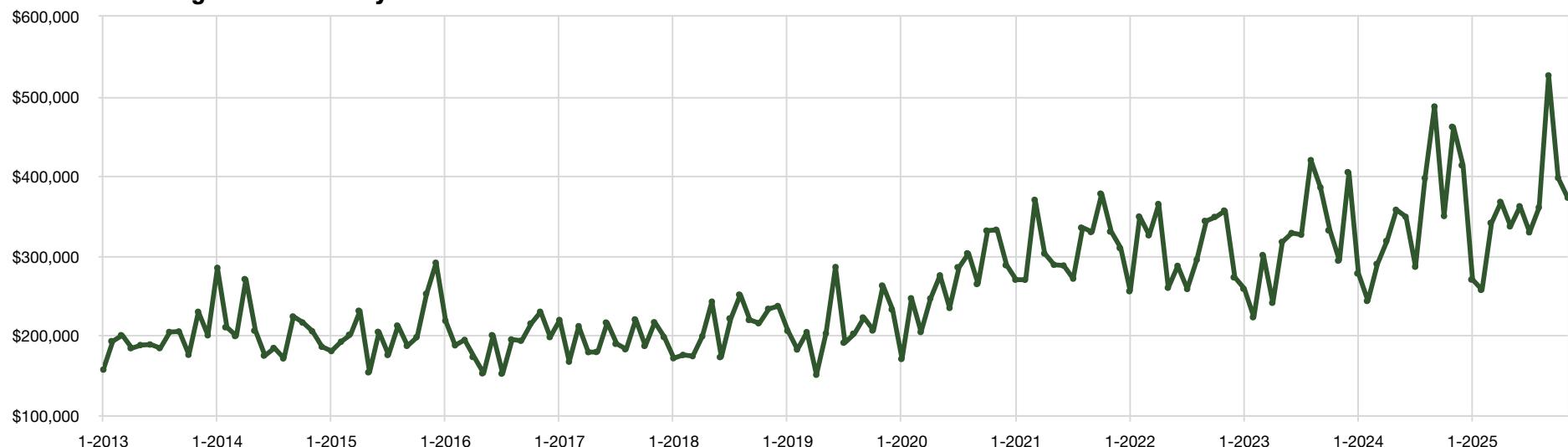


Avg. Sales Price

	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

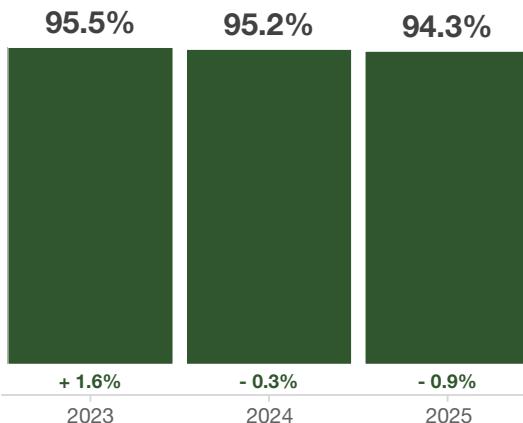


Percent of List Price Received

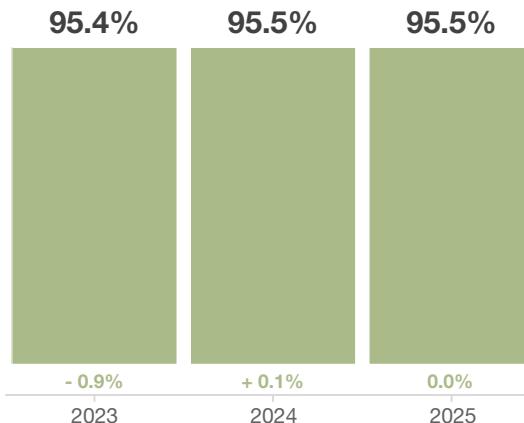
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



November



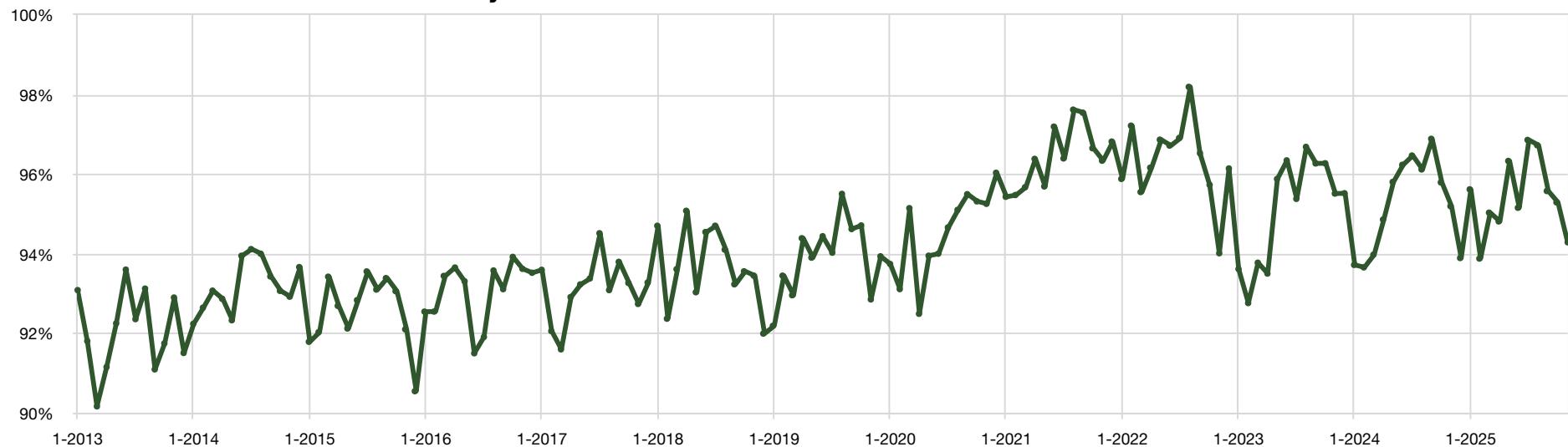
Year to Date



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

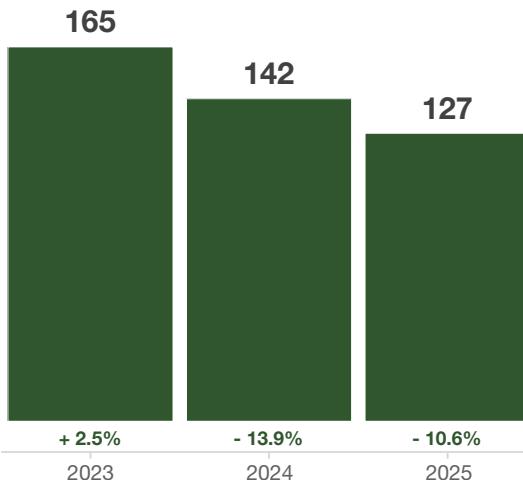


Housing Affordability Index

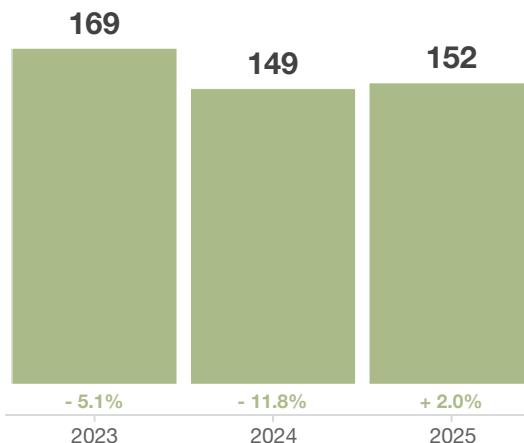
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



November



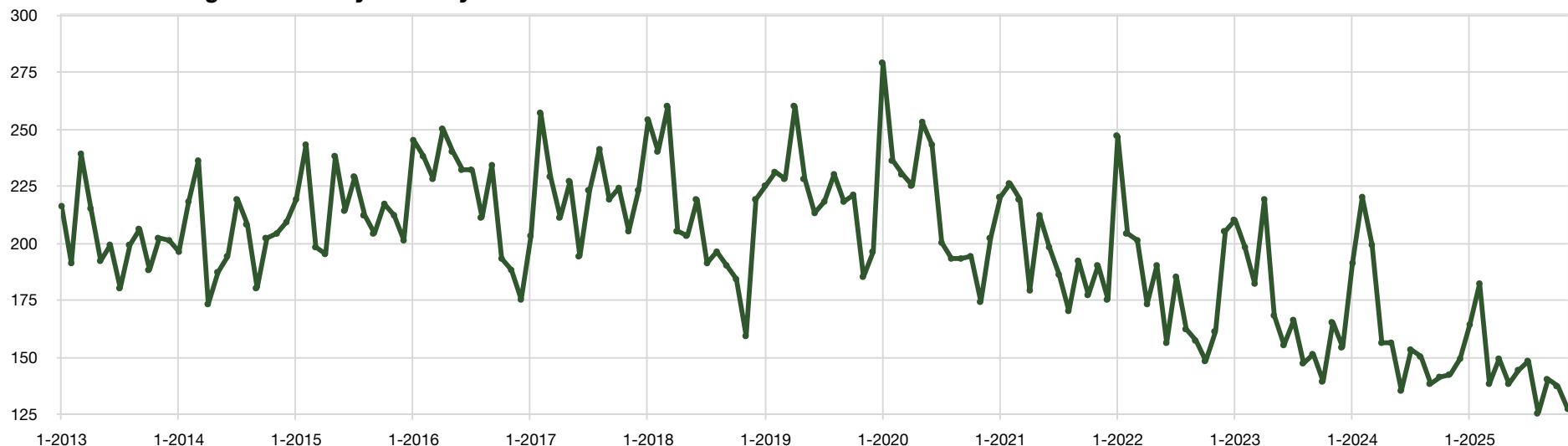
Year to Date



Affordability Index

	Prior Year	Percent Change
December 2024	149	-3.2%
January 2025	164	-14.1%
February 2025	182	-17.3%
March 2025	138	-30.7%
April 2025	149	-4.5%
May 2025	138	-11.5%
June 2025	144	+6.7%
July 2025	148	-3.3%
August 2025	125	-16.7%
September 2025	140	+1.4%
October 2025	137	-2.8%
November 2025	127	-10.6%
12-Month Avg	145	-9.9%

Historical Housing Affordability Index by Month

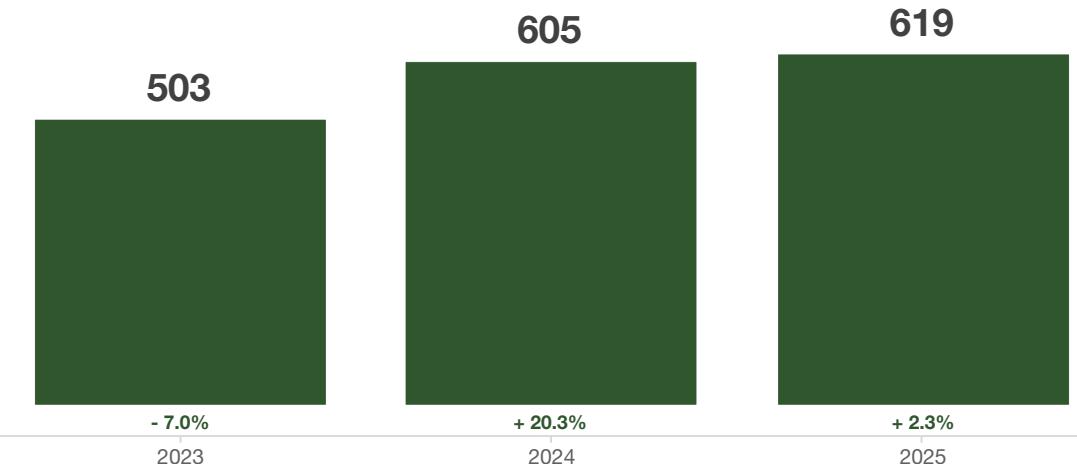


Inventory of Homes for Sale

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

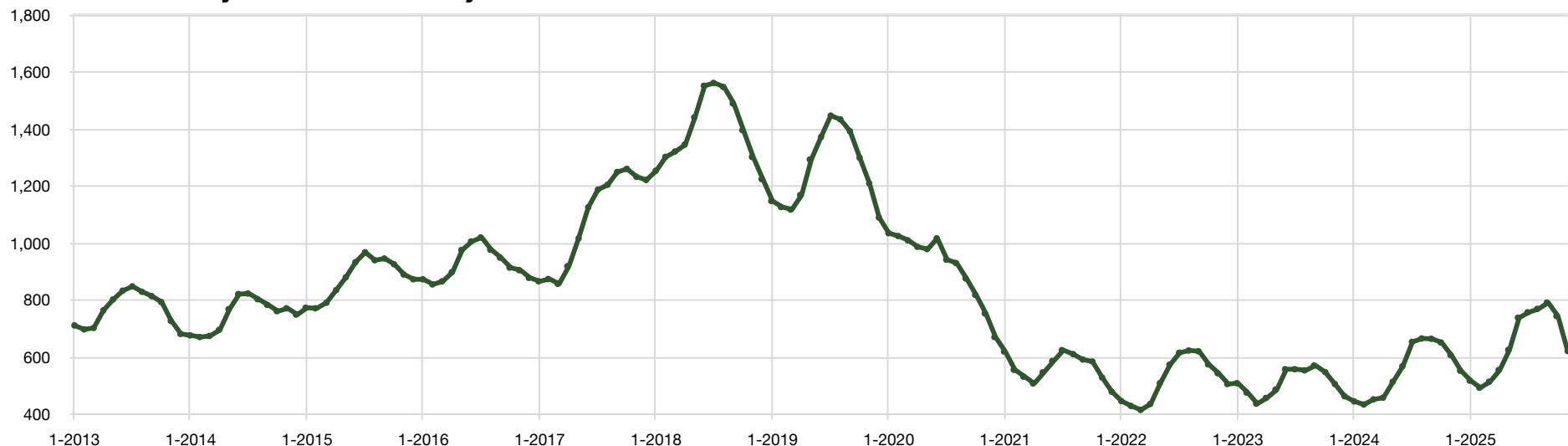


November



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

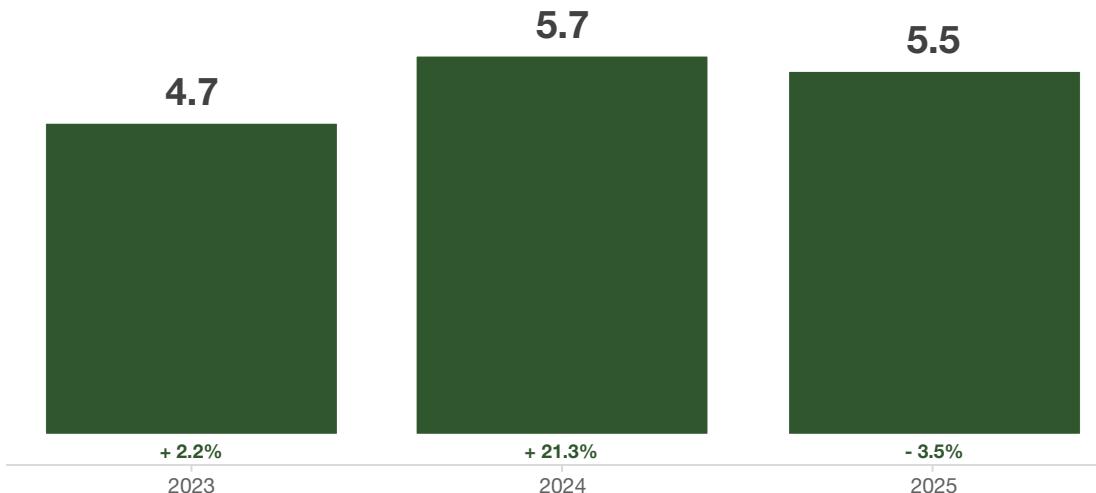


Months Supply of Inventory

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.



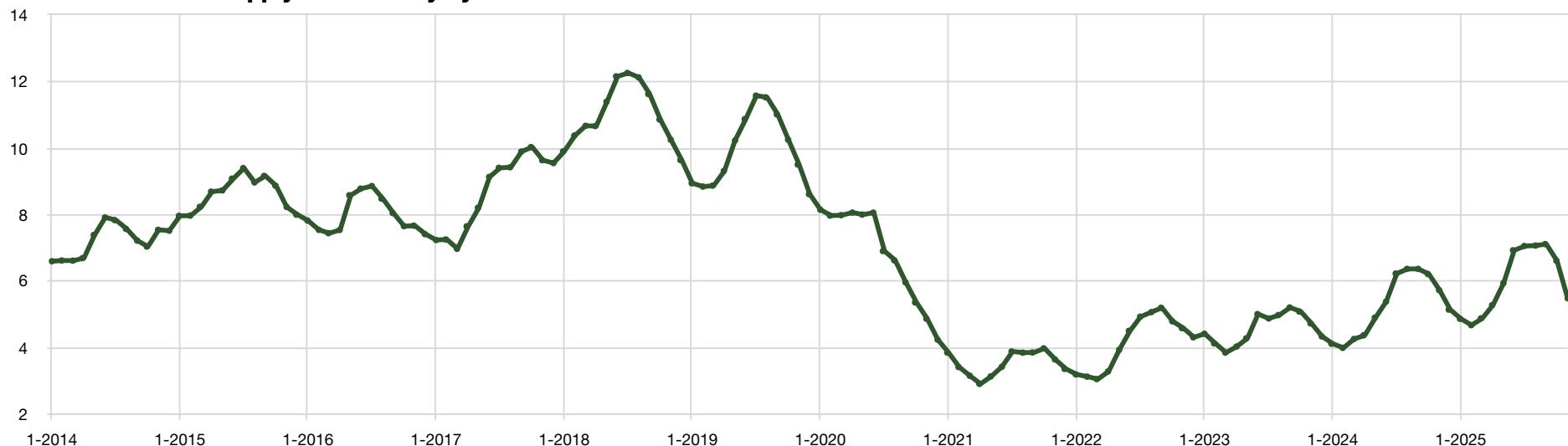
November



Months Supply	Prior Year	Percent Change
December 2024	5.1	+ 18.6%
January 2025	4.8	+ 17.1%
February 2025	4.7	+ 17.5%
March 2025	4.9	+ 16.7%
April 2025	5.3	+ 20.5%
May 2025	5.9	+ 20.4%
June 2025	6.9	+ 27.8%
July 2025	7.0	+ 12.9%
August 2025	7.1	+ 12.7%
September 2025	7.1	+ 10.9%
October 2025	6.6	+ 6.5%
November 2025	5.5	- 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%	—	—	—