

Monthly Indicators



Adirondack-Champlain Valley
MULTIPLE LISTING SERVICE

December 2025

U.S. existing home sales ticked up 0.5% from the previous month to a seasonally adjusted annual rate of 4.13 million, marking the third consecutive monthly increase, according to the National Association of REALTORS® (NAR). However, sales were down 1.0% from the same period last year. Regionally, sales rose month-over-month in the Northeast and South, were unchanged in the West, and declined in the Midwest. On a year-over-year basis, sales were flat in the Northeast and South and fell in both the Midwest and West.

New Listings decreased 29.2 percent to 63. Pending Sales increased 6.3 percent to 85. Inventory decreased 3.1 percent to 534.

Median Sales Price increased 4.6 percent from \$239,000 to \$250,000. Days on Market increased 2.4 percent to 86. Months Supply of Inventory decreased 7.8 percent to 4.7.

The national median existing-home price continued to climb, rising 1.2% from a year ago to \$409,200, according to NAR. This year-over-year increase—the 29th consecutive monthly gain—reflects ongoing tightness in housing supply. At the end of November, there were 1.43 million units for sale, down 5.9% from the previous month but up 7.5% from the same time last year, representing a 4.2-month supply at the current sales pace.

Activity Snapshot

+ 8.5%

One-Year Change in
Closed Sales
All Properties

+ 4.6%

One-Year Change in
Median Sales Price
All Properties

- 3.1%

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

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

Activity Overview

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



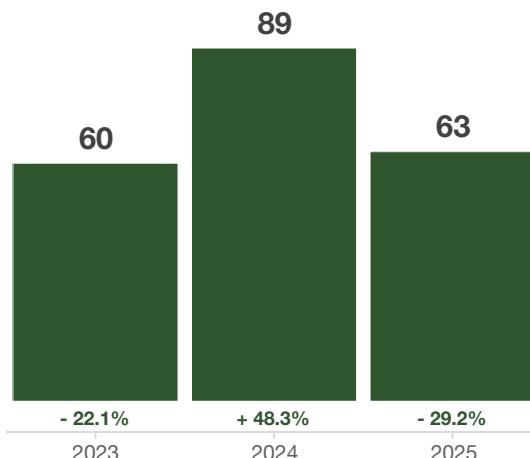
| Key Metrics | Historical Sparkbars | 12-2024 | 12-2025 | % Change | YTD 2024 | YTD 2025 | % Change |
|---------------------------------------|----------------------|-----------|-----------|----------|-----------|-----------|----------|
| New Listings | | 89 | 63 | - 29.2% | 1,786 | 1,904 | + 6.6% |
| Pending Sales | | 80 | 85 | + 6.3% | 1,287 | 1,355 | + 5.3% |
| Closed Sales | | 117 | 127 | + 8.5% | 1,267 | 1,316 | + 3.9% |
| Days on Market Until Sale | | 84 | 86 | + 2.4% | 78 | 82 | + 5.1% |
| Median Sales Price | | \$239,000 | \$250,000 | + 4.6% | \$240,000 | \$255,000 | + 6.3% |
| Average Sales Price | | \$413,456 | \$384,828 | - 6.9% | \$362,851 | \$369,458 | + 1.8% |
| Percent of List Price Received | | 93.9% | 93.0% | - 1.0% | 95.4% | 95.3% | - 0.1% |
| Housing Affordability Index | | 149 | 156 | + 4.7% | 149 | 153 | + 2.7% |
| Inventory of Homes for Sale | | 551 | 534 | - 3.1% | — | — | — |
| Months Supply of Inventory | | 5.1 | 4.7 | - 7.8% | — | — | — |

New Listings

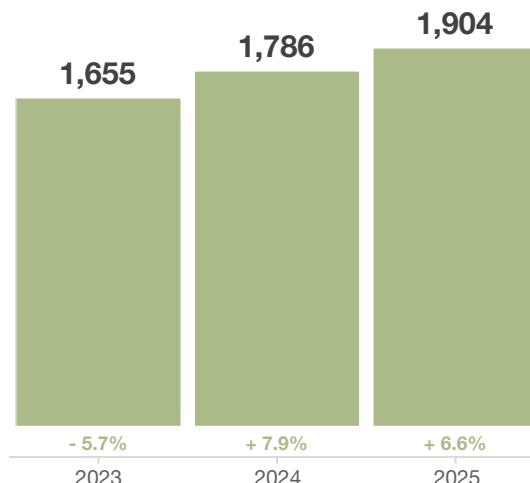
A count of the properties that have been newly listed on the market in a given month.



December



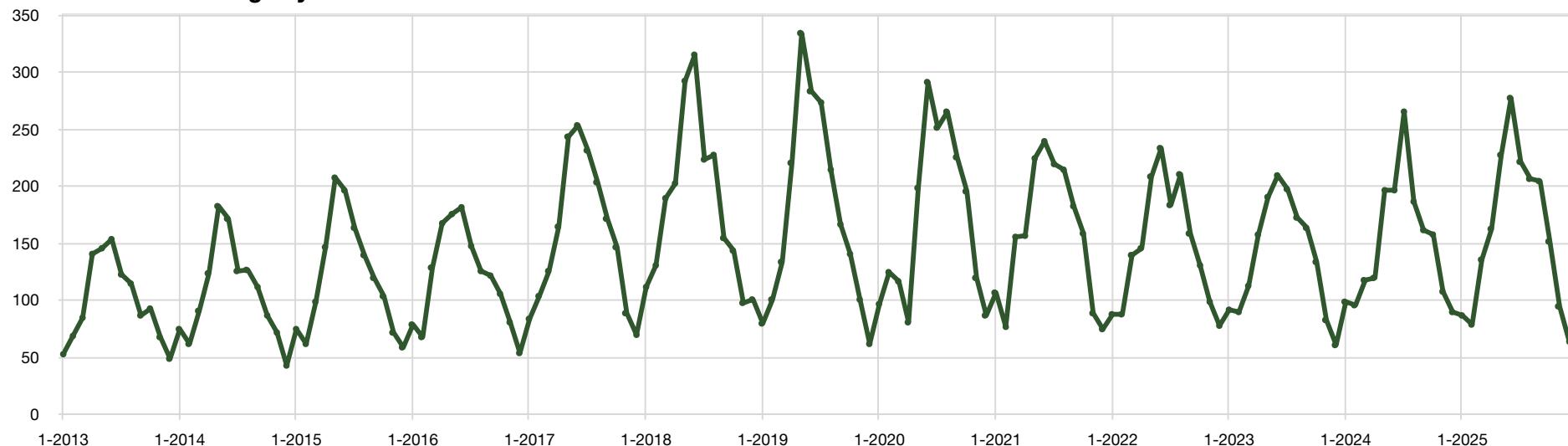
Year to Date



New Listings

| | New Listings | Prior Year | Percent Change |
|----------------------|--------------|------------|----------------|
| January 2025 | 86 | 98 | - 12.2% |
| February 2025 | 78 | 95 | - 17.9% |
| March 2025 | 135 | 117 | + 15.4% |
| 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% |
| December 2025 | 63 | 89 | - 29.2% |
| 12-Month Avg | 159 | 149 | + 6.7% |

Historical New Listings by Month

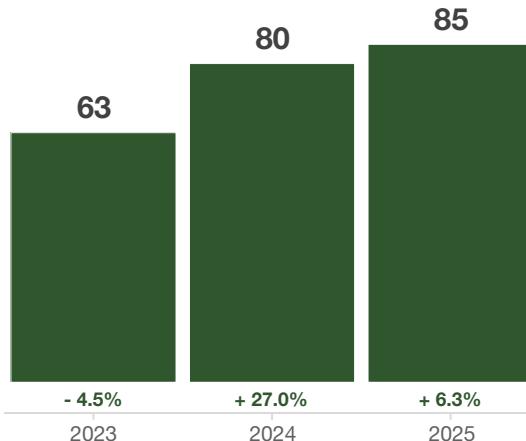


Pending Sales

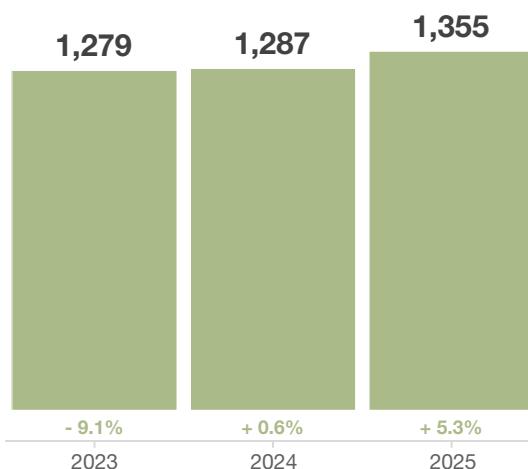
A count of the properties on which offers have been accepted in a given month.



December



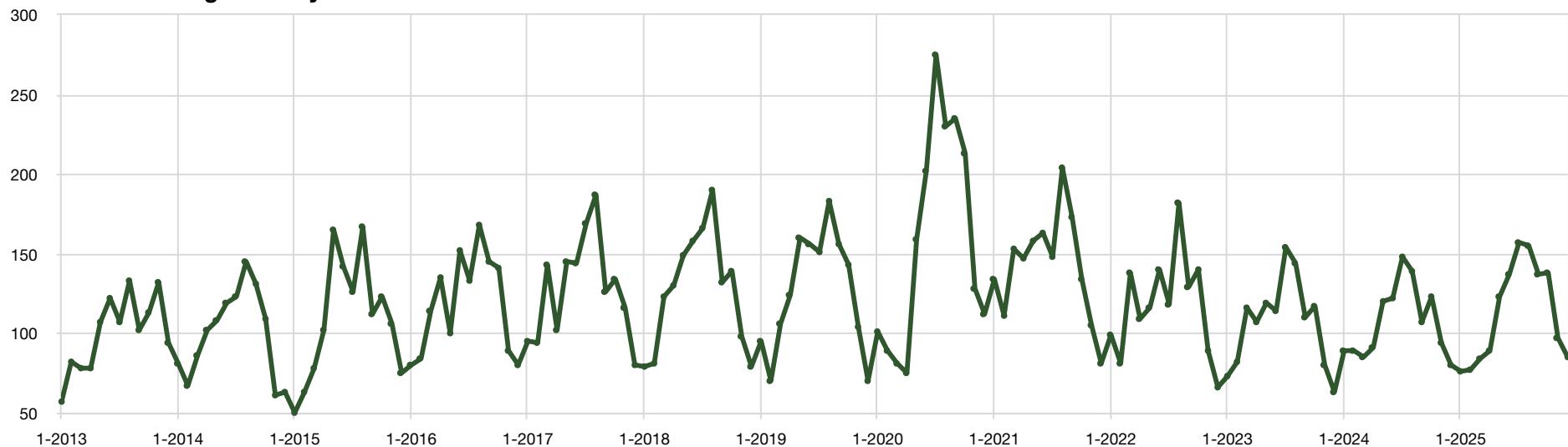
Year to Date



Pending Sales

| | Pending Sales | Prior Year | Percent Change |
|----------------------|---------------|------------|----------------|
| 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 | 155 | 139 | + 11.5% |
| September 2025 | 137 | 107 | + 28.0% |
| October 2025 | 138 | 123 | + 12.2% |
| November 2025 | 97 | 94 | + 3.2% |
| December 2025 | 85 | 80 | + 6.3% |
| 12-Month Avg | 113 | 107 | + 5.6% |

Historical Pending Sales by Month

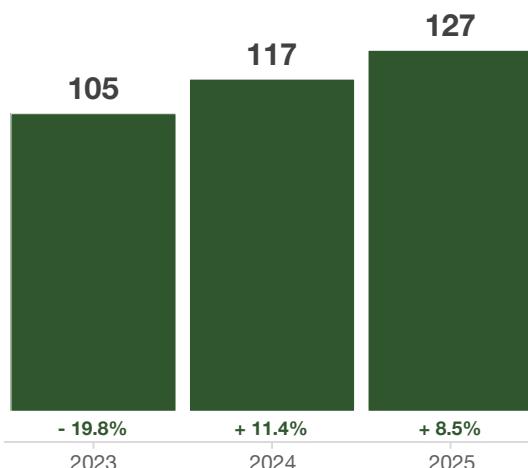


Closed Sales

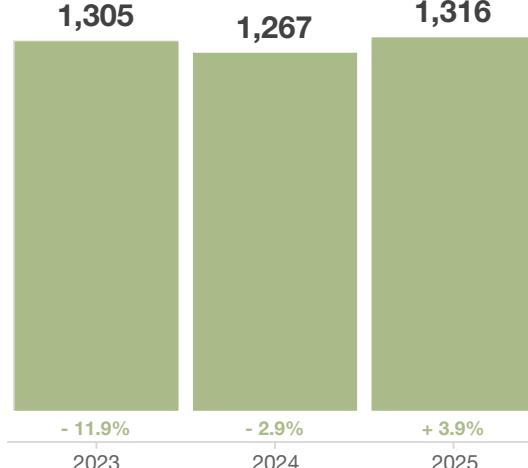
A count of the actual sales that closed in a given month.



December



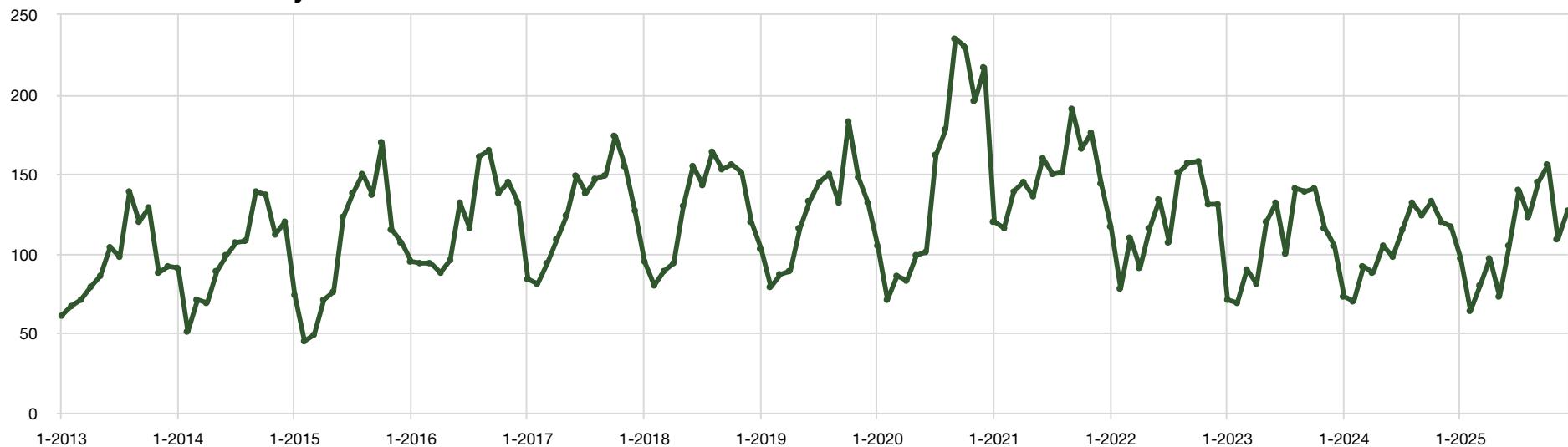
Year to Date



Closed Sales

| | Prior Year | Percent Change |
|----------------------|------------|----------------|
| 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 | 140 | + 21.7% |
| August 2025 | 123 | - 6.8% |
| September 2025 | 145 | + 16.9% |
| October 2025 | 156 | + 17.3% |
| November 2025 | 109 | - 9.2% |
| December 2025 | 127 | + 8.5% |
| 12-Month Avg | 110 | + 3.8% |

Historical Closed Sales by Month

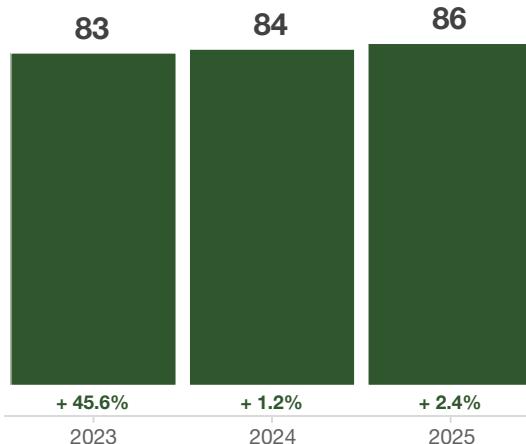


Days on Market Until Sale

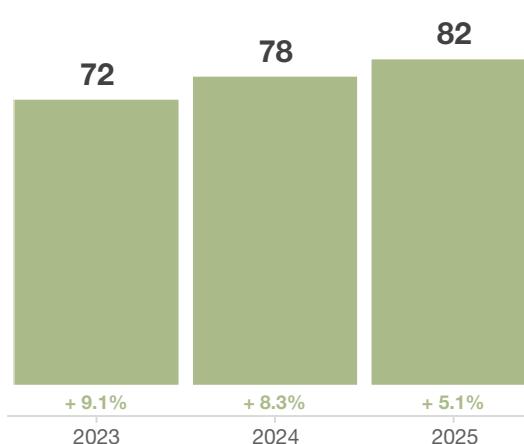
Average number of days between when a property is listed and when an offer is accepted in a given month.



December



Year to Date

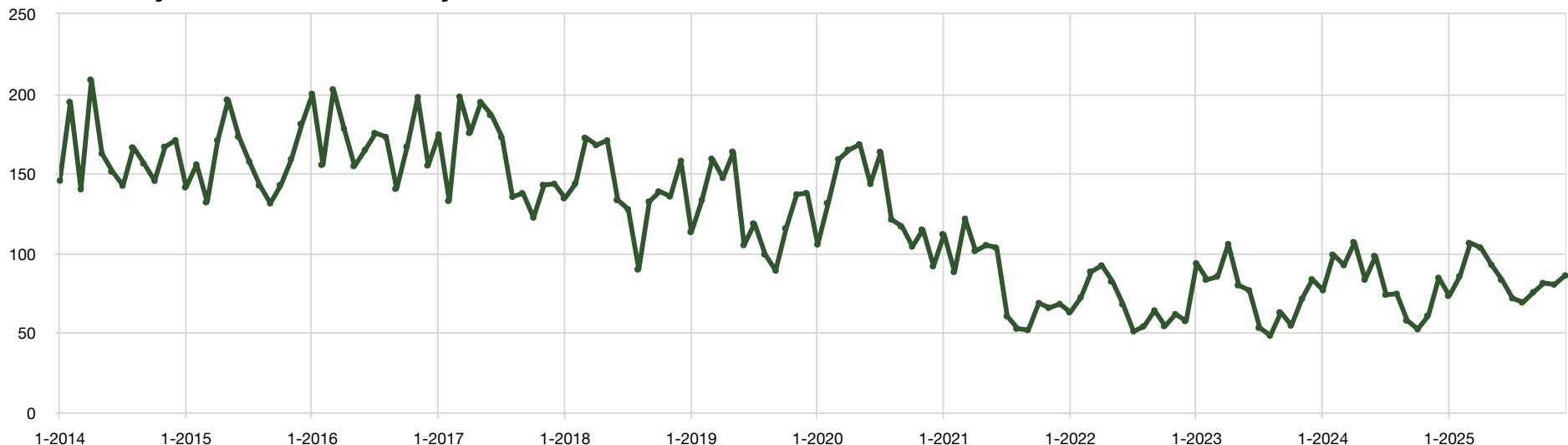


Days on Market

| | Prior Year | Percent Change |
|----------------------|------------|----------------|
| 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% |
| December 2025 | 86 | + 2.4% |
| 12-Month Avg* | 82 | + 6.1% |

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

Historical Days on Market Until Sale by Month

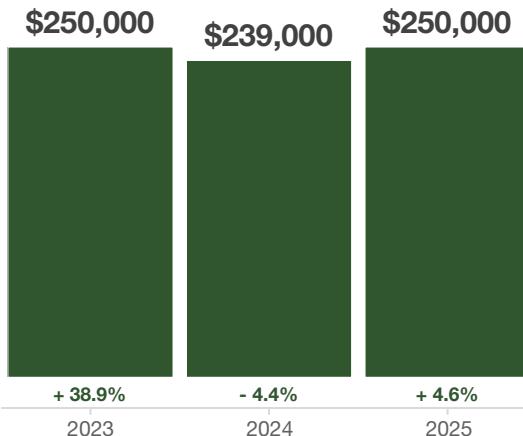


Median Sales Price

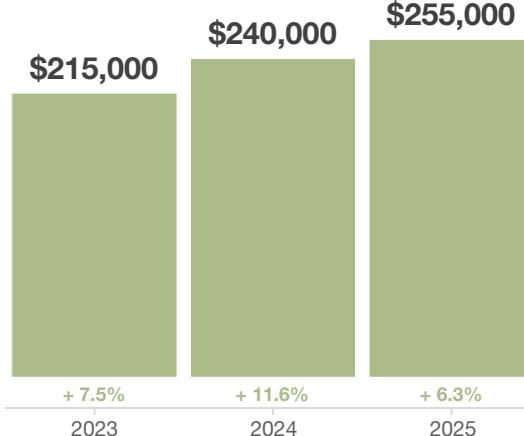
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



December



Year to Date

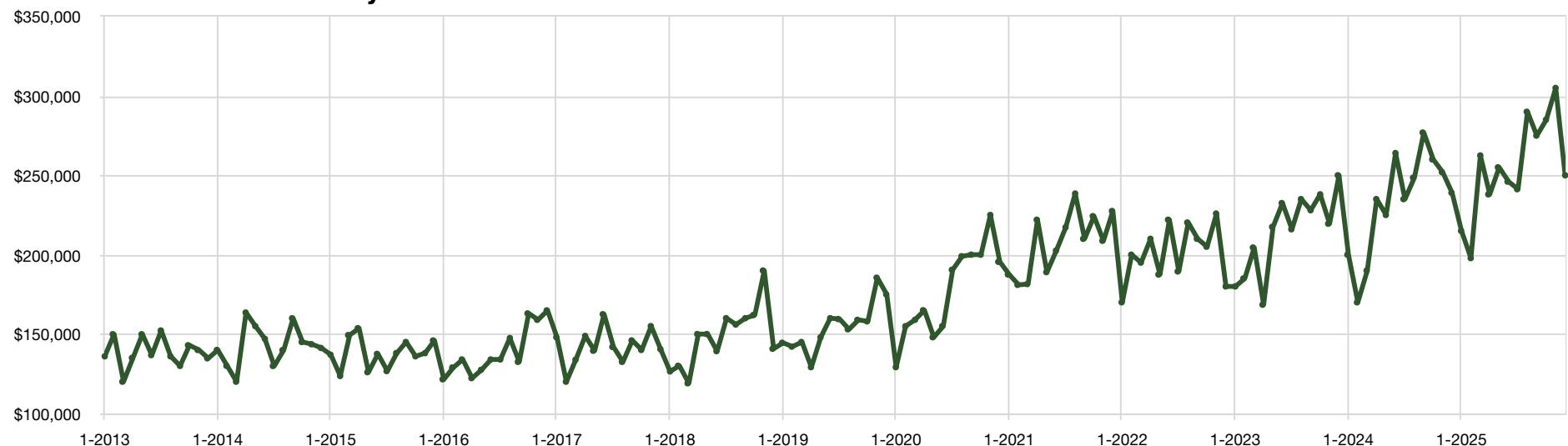


Median Sales Price

| | Median Sales Price | Prior Year | Percent Change |
|----------------------|--------------------|------------------|----------------|
| 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 | \$241,250 | \$235,000 | + 2.7% |
| 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% |
| December 2025 | \$250,000 | \$239,000 | + 4.6% |
| 12-Month Avg* | \$255,000 | \$240,000 | + 6.3% |

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

Historical Median Sales Price by Month

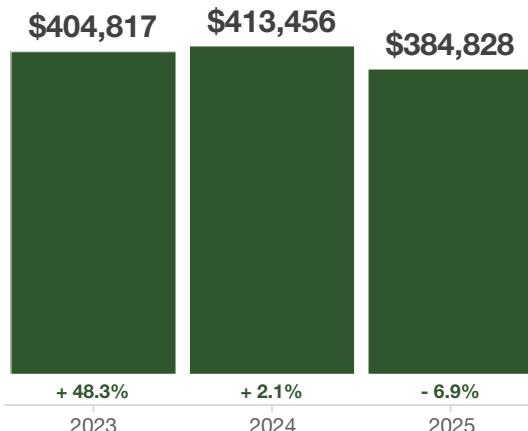


Average Sales Price

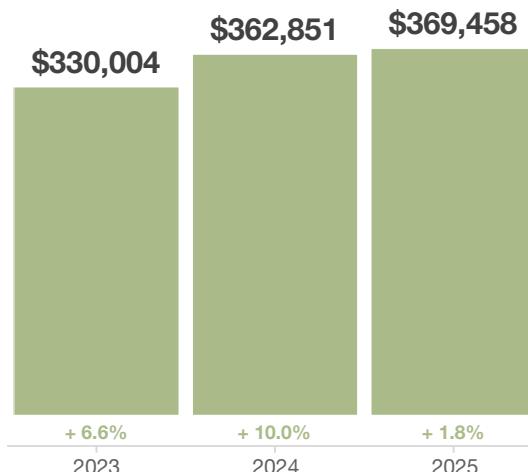
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December



Year to Date

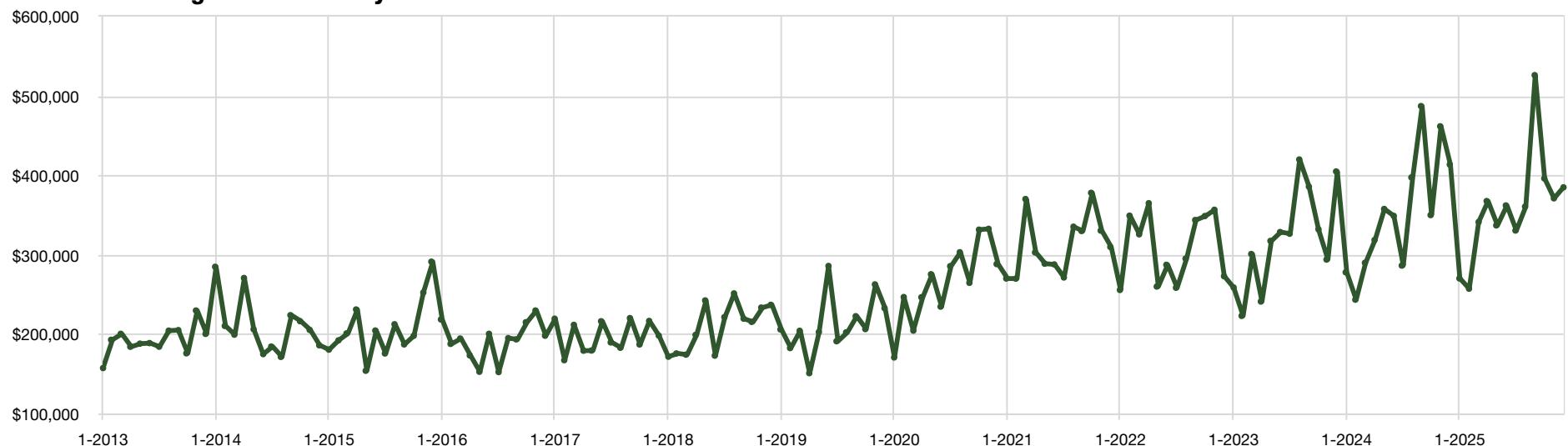


Avg. Sales Price

| | Avg. Sales Price | Prior Year | Percent Change |
|----------------------|------------------|------------------|----------------|
| 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 | \$330,418 | \$286,262 | + 15.4% |
| August 2025 | \$360,536 | \$397,309 | - 9.3% |
| September 2025 | \$526,148 | \$487,180 | + 8.0% |
| October 2025 | \$396,048 | \$349,885 | + 13.2% |
| November 2025 | \$370,984 | \$461,688 | - 19.6% |
| December 2025 | \$384,828 | \$413,456 | - 6.9% |
| 12-Month Avg* | \$369,458 | \$362,851 | + 1.8% |

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

Historical Average Sales Price by Month

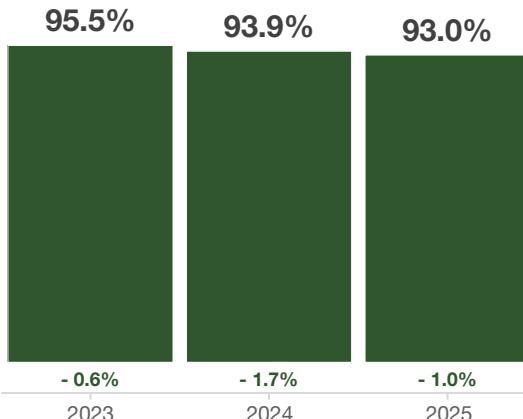


Percent of List Price Received

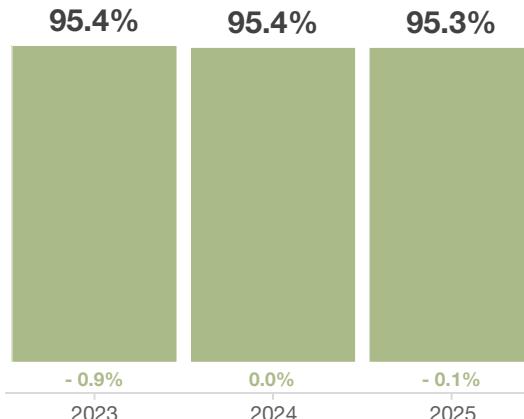
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



December



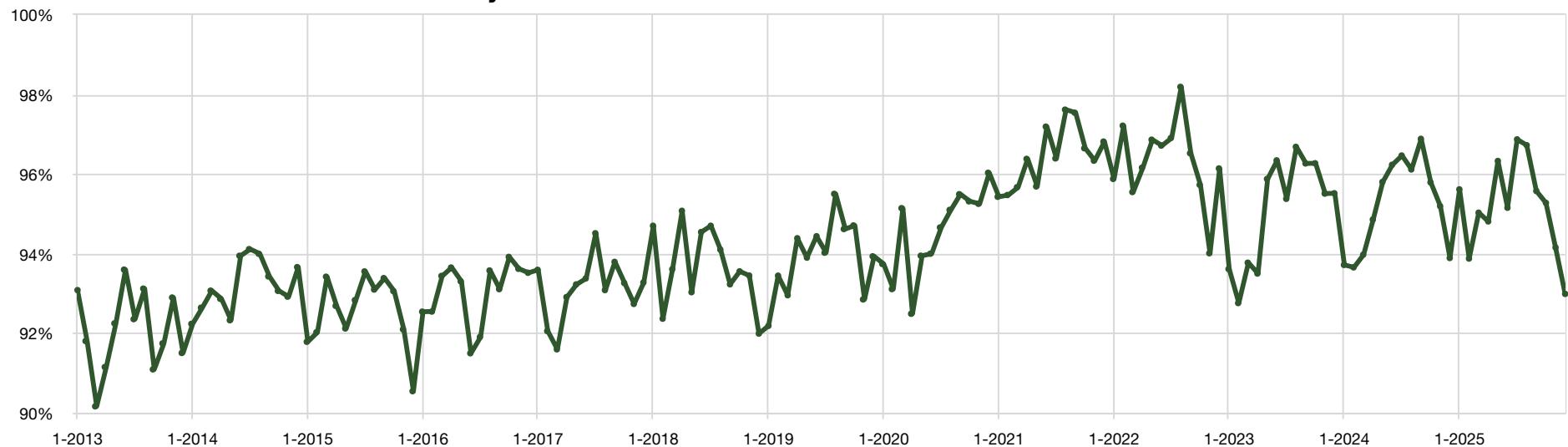
Year to Date



| | Pct. of List Price Received | Prior Year | Percent Change |
|----------------------|-----------------------------|--------------|----------------|
| 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 | 94.2% | 95.2% | - 1.1% |
| December 2025 | 93.0% | 93.9% | - 1.0% |
| 12-Month Avg* | 95.3% | 95.4% | - 0.1% |

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

Historical Percent of List Price Received by Month

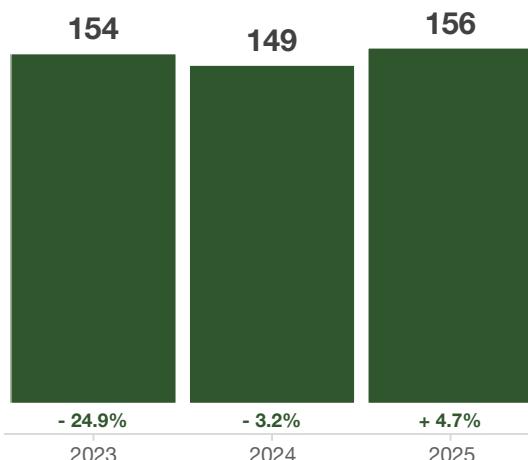


Housing Affordability Index

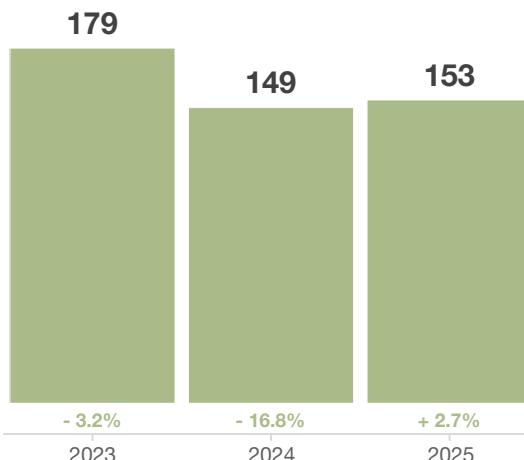
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



December



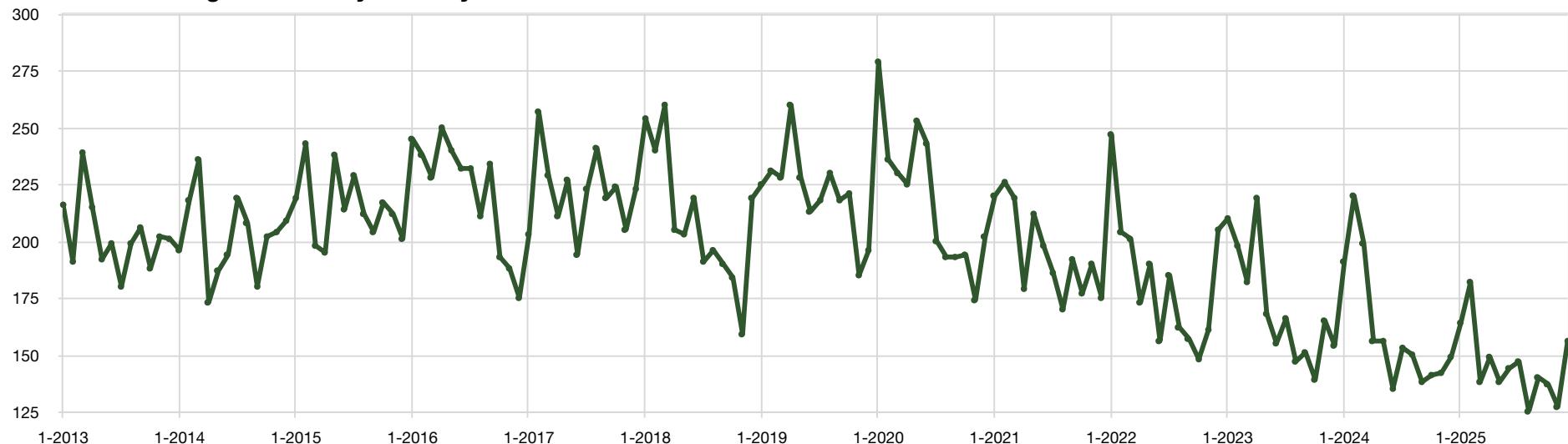
Year to Date



Affordability Index

| | Prior Year | Percent Change |
|----------------------|------------|----------------|
| 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 | 147 | - 3.9% |
| August 2025 | 125 | - 16.7% |
| September 2025 | 140 | + 1.4% |
| October 2025 | 137 | - 2.8% |
| November 2025 | 127 | - 10.6% |
| December 2025 | 156 | + 4.7% |
| 12-Month Avg | 146 | - 9.3% |

Historical Housing Affordability Index by Month

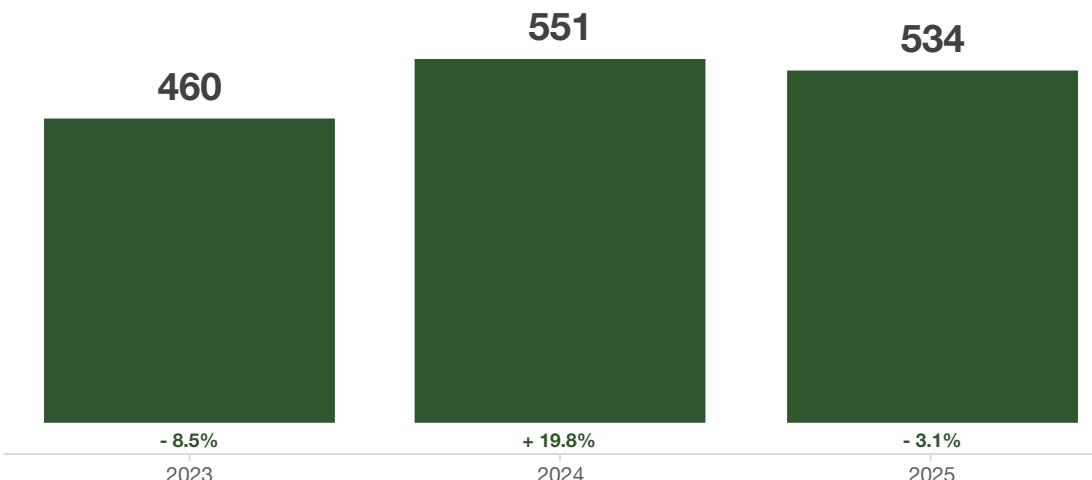


Inventory of Homes for Sale

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

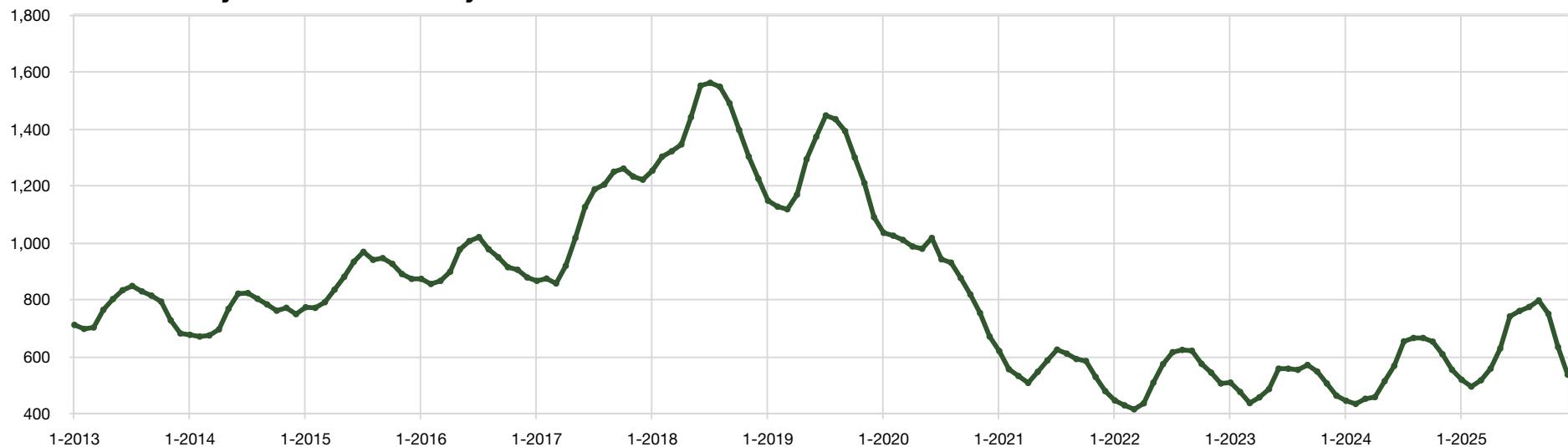


December



| | Homes for Sale | Prior Year | Percent Change |
|----------------------|----------------|------------|----------------|
| January 2025 | 516 | 442 | + 16.7% |
| February 2025 | 492 | 431 | + 14.2% |
| March 2025 | 514 | 449 | + 14.5% |
| April 2025 | 555 | 455 | + 22.0% |
| May 2025 | 626 | 511 | + 22.5% |
| June 2025 | 739 | 565 | + 30.8% |
| July 2025 | 758 | 651 | + 16.4% |
| August 2025 | 772 | 663 | + 16.4% |
| September 2025 | 795 | 663 | + 19.9% |
| October 2025 | 748 | 650 | + 15.1% |
| November 2025 | 631 | 606 | + 4.1% |
| December 2025 | 534 | 551 | - 3.1% |
| 12-Month Avg | 640 | 553 | + 15.7% |

Historical Inventory of Homes for Sale by Month

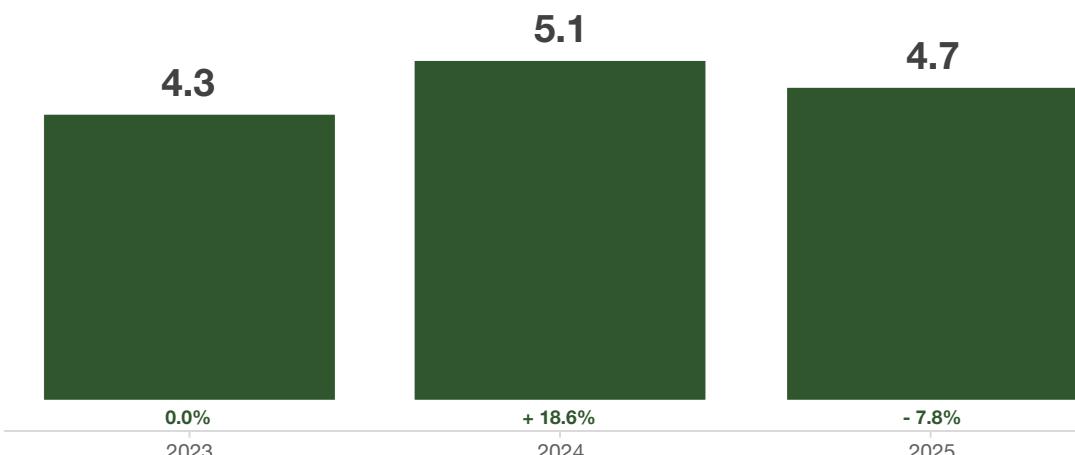


Months Supply of Inventory

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.



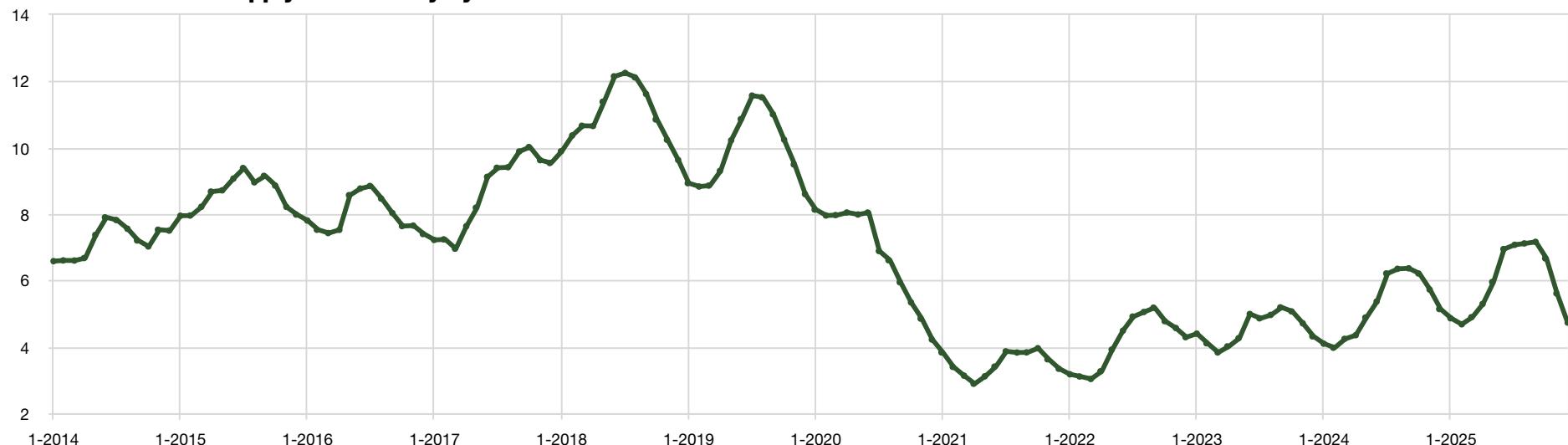
December



| Months Supply | Prior Year | Percent Change |
|----------------------|------------|-------------------|
| January 2025 | 4.9 | 4.1 + 19.5% |
| 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 | 6.0 | 4.9 + 22.4% |
| June 2025 | 6.9 | 5.4 + 27.8% |
| July 2025 | 7.1 | 6.2 + 14.5% |
| August 2025 | 7.1 | 6.3 + 12.7% |
| September 2025 | 7.2 | 6.4 + 12.5% |
| October 2025 | 6.7 | 6.2 + 8.1% |
| November 2025 | 5.6 | 5.7 - 1.8% |
| December 2025 | 4.7 | 5.1 - 7.8% |
| 12-Month Avg* | 5.9 | 5.2 + 12.8% |

* Months Supply for all properties from January 2025 through December 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 | | |
|--------------------|--------------|---------|-----------------|--------------|---------|-----------------|--------------------|-------------|-----------------|----------------|---------|-----------------|---------------|---------|----------------|
| | 12-2024 | 12-2025 | + / - | 12-2024 | 12-2025 | + / - | 12-2024 | 12-2025 | + / - | 12-2024 | 12-2025 | + / - | 12-2024 | 12-2025 | + / - |
| Clinton | 34 | 21 | - 38.2% | 44 | 53 | + 20.5% | \$187,500 | \$216,000 | + 15.2% | 143 | 147 | + 2.8% | 3.3 | 3.1 | - 6.1% |
| Essex | 21 | 19 | - 9.5% | 36 | 30 | - 16.7% | \$397,500 | \$421,000 | + 5.9% | 166 | 162 | - 2.4% | 6.3 | 6.3 | 0.0% |
| Franklin | 18 | 14 | - 22.2% | 18 | 31 | + 72.2% | \$180,050 | \$180,000 | - 0.0% | 149 | 150 | + 0.7% | 6.0 | 5.8 | - 3.3% |
| Fulton | 0 | 0 | 0.0% | 0 | 0 | 0.0% | — | — | — | 0 | 0 | 0.0% | — | — | — |
| Hamilton | 1 | 0 | - 100.0% | 3 | 3 | 0.0% | \$200,000 | \$320,000 | + 60.0% | 22 | 19 | - 13.6% | 6.1 | 4.0 | - 34.4% |
| Herkimer | 1 | 0 | - 100.0% | 5 | 2 | - 60.0% | \$432,000 | \$4,242,500 | + 882.1% | 20 | 6 | - 70.0% | 6.3 | 2.8 | - 55.6% |
| Lewis | 0 | 0 | 0.0% | 0 | 0 | 0.0% | — | — | — | 2 | 2 | 0.0% | — | — | — |
| Oneida | 0 | 0 | 0.0% | 0 | 0 | 0.0% | — | — | — | 3 | 3 | 0.0% | 1.9 | 3.0 | + 57.9% |
| Saratoga | 5 | 2 | - 60.0% | 3 | 3 | 0.0% | \$1,500,000 | \$433,000 | - 71.1% | 19 | 15 | - 21.1% | 10.9 | 3.8 | - 65.1% |
| St Lawrence | 3 | 1 | - 66.7% | 7 | 1 | - 85.7% | \$207,000 | \$375,000 | + 81.2% | 17 | 12 | - 29.4% | 6.5 | 5.6 | - 13.8% |
| Warren | 4 | 2 | - 50.0% | 1 | 4 | + 300.0% | \$1,950,000 | \$336,250 | - 82.8% | 6 | 12 | + 100.0% | 2.8 | 4.4 | + 57.1% |
| Washington | 2 | 2 | 0.0% | 0 | 0 | 0.0% | — | — | — | 4 | 5 | + 25.0% | 4.0 | 3.6 | - 10.0% |
| Other | 0 | 0 | 0.0% | 0 | 0 | 0.0% | — | — | — | 0 | 0 | 0.0% | — | — | — |