

# Monthly Indicators

## 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

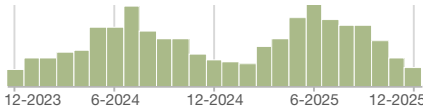
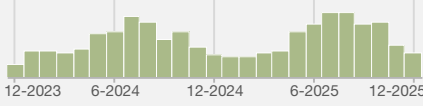
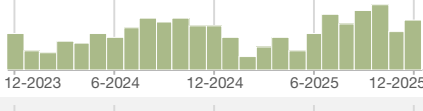
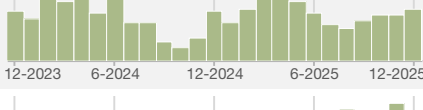
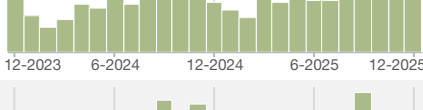
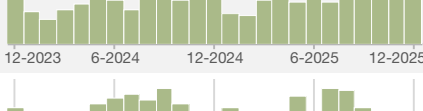
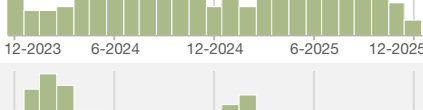
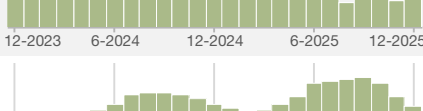
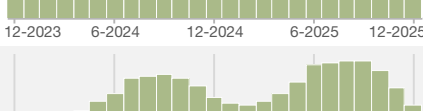
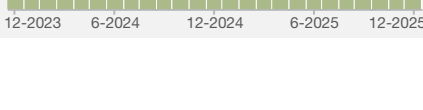
<b>+ 8.5%</b>	<b>+ 4.6%</b>	<b>- 3.1%</b>
One-Year Change in <b>Closed Sales</b> All Properties	One-Year Change in <b>Median Sales Price</b> All Properties	One-Year Change in <b>Homes for Sale</b> All Properties

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.

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.

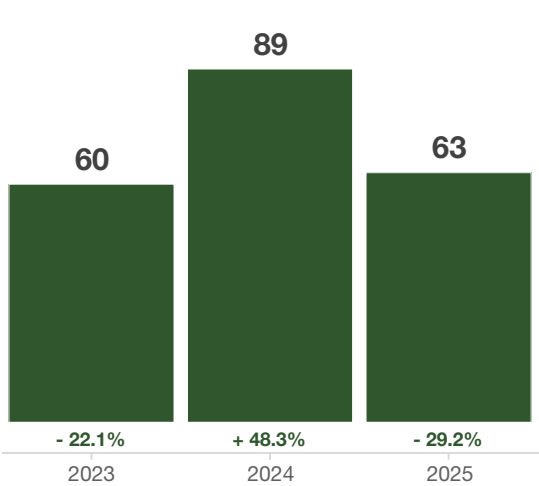
Key Metrics	Historical Sparkbars	12-2024	12-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		89	63	- 29.2%	1,786	1,904	+ 6.6%
Pending Sales		80	85	+ 6.3%	1,287	1,355	+ 5.3%
Closed Sales		117	127	+ 8.5%	1,267	1,316	+ 3.9%
Days on Market Until Sale		84	86	+ 2.4%	78	82	+ 5.1%
Median Sales Price		\$239,000	\$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

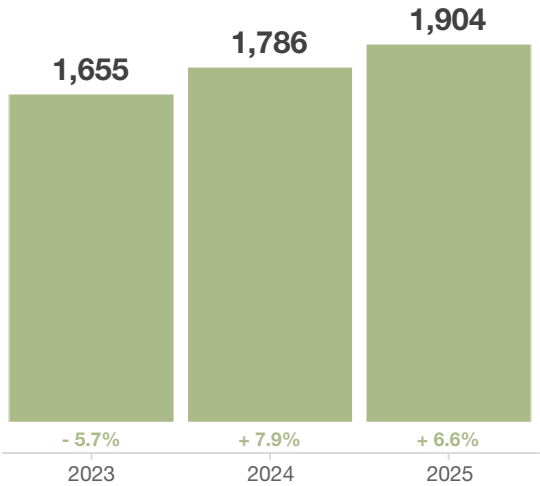
A count of the properties that have been newly listed on the market in a given month.



## December

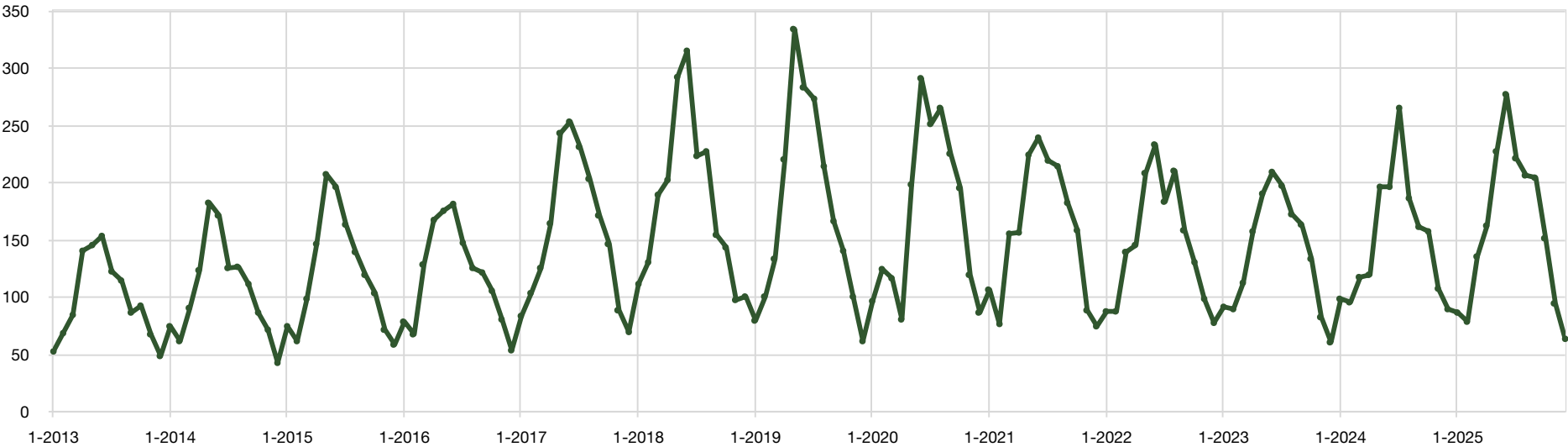


## Year to Date



New Listings		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

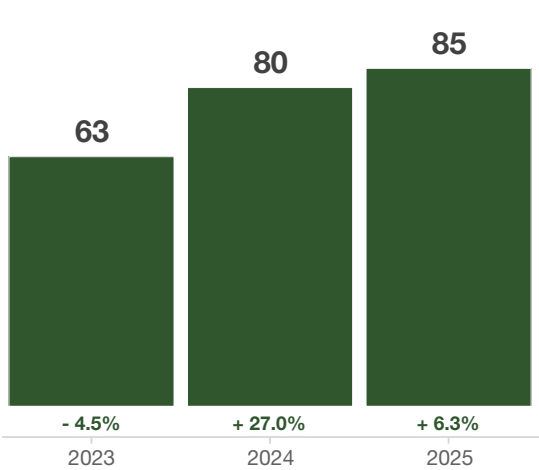


# Pending Sales

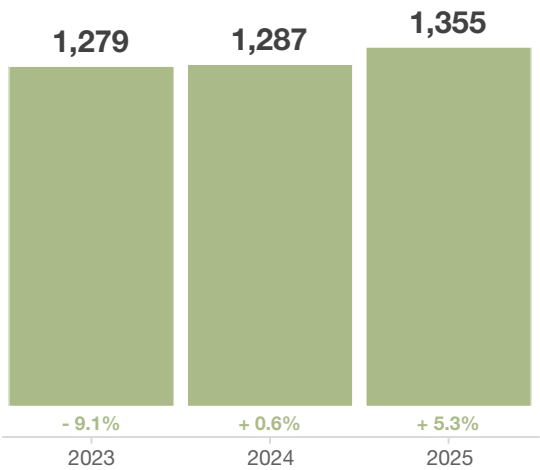
A count of the properties on which offers have been accepted in a given month.



## December

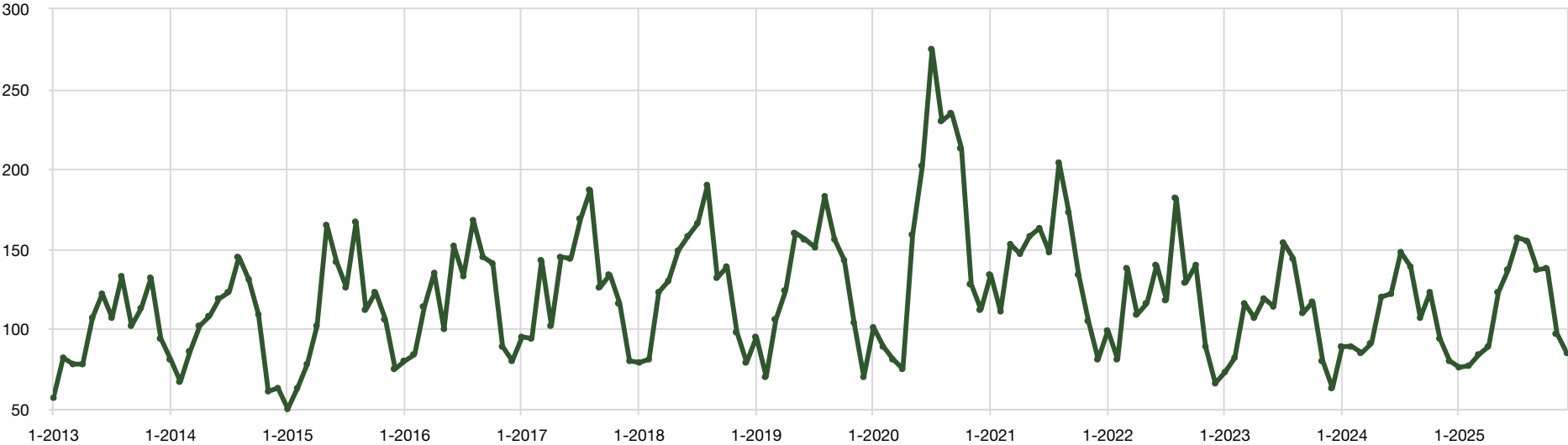


## Year to Date



Pending Sales		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%

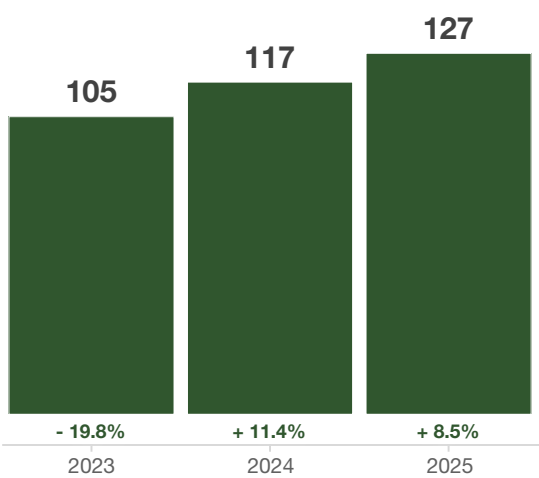
## Historical Pending Sales by Month



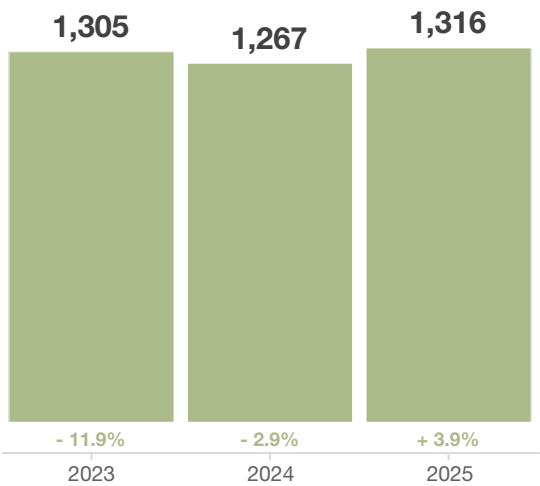
# Closed Sales

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

## December

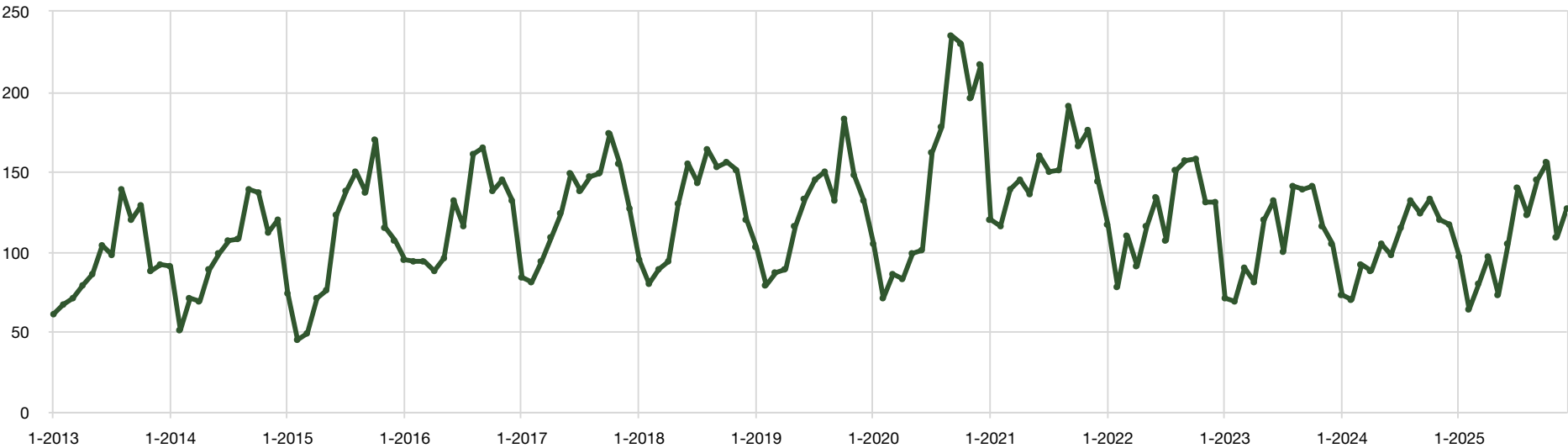


## Year to Date



Closed Sales		Prior Year	Percent Change
January 2025	97	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	140	115	+ 21.7%
August 2025	123	132	- 6.8%
September 2025	145	124	+ 16.9%
October 2025	156	133	+ 17.3%
November 2025	109	120	- 9.2%
December 2025	127	117	+ 8.5%
12-Month Avg	110	106	+ 3.8%

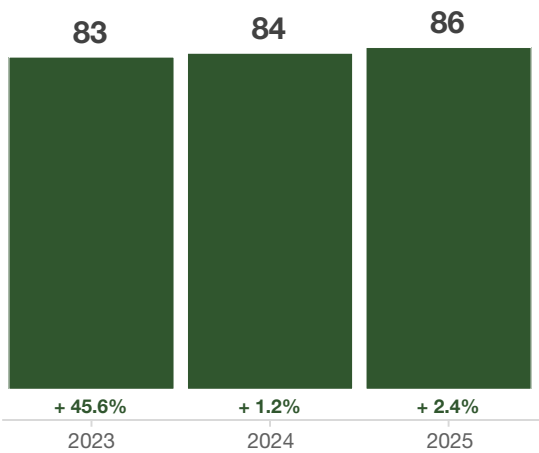
## Historical Closed Sales by Month



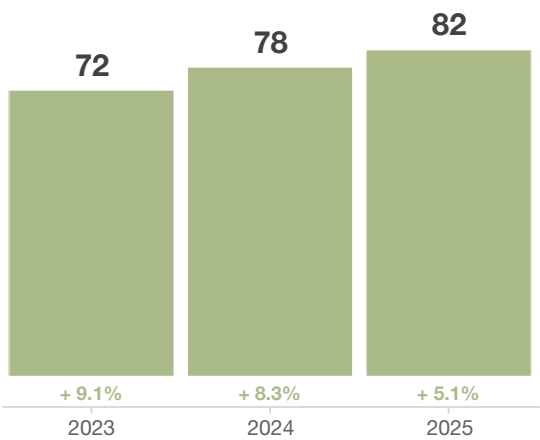
# Days on Market Until Sale

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

## December



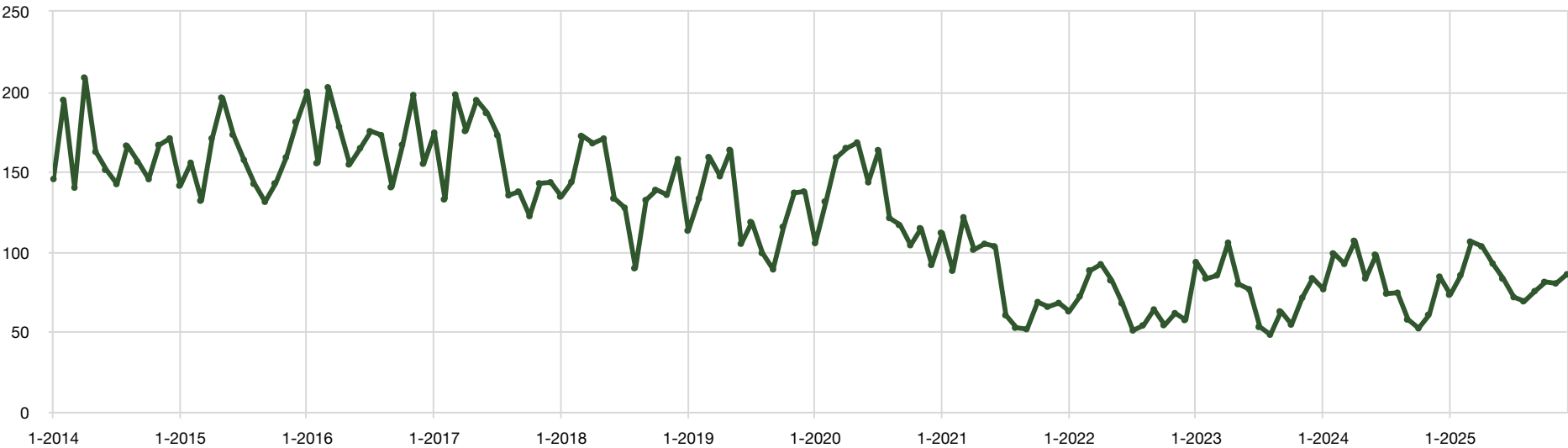
## Year to Date



Days on Market		Prior Year	Percent Change
January 2025	73	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%
December 2025	86	84	+ 2.4%
12-Month Avg*	82	78	+ 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

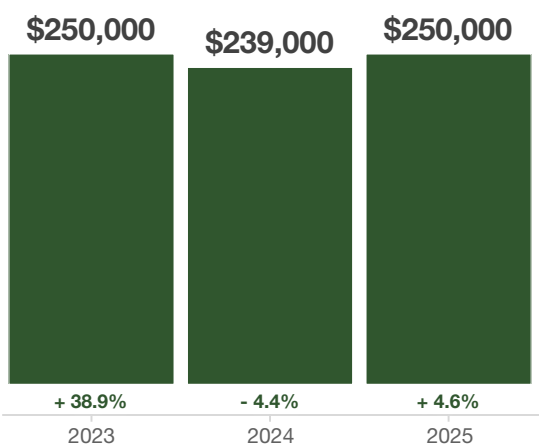


# Median Sales Price

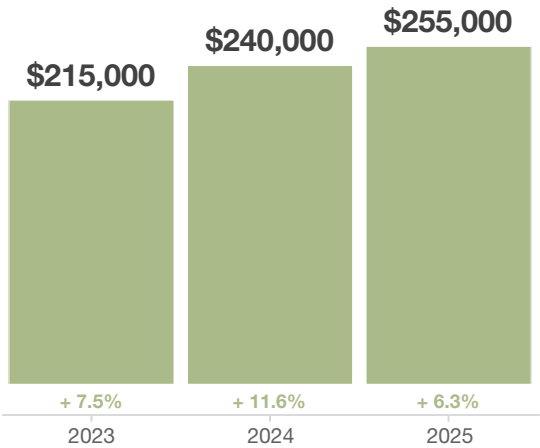
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## December



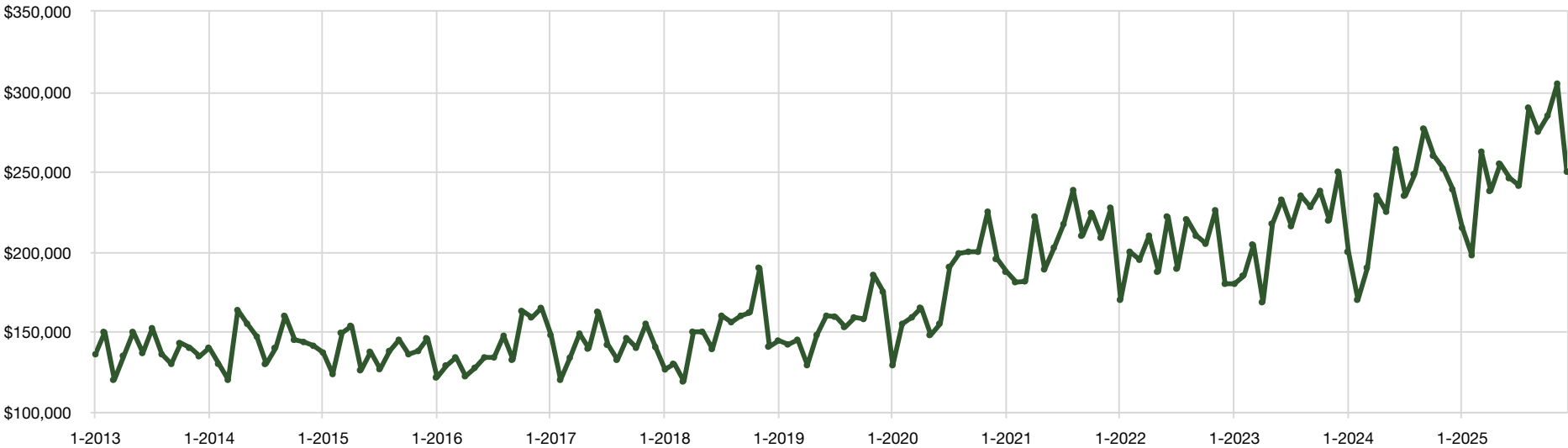
## Year to Date



	Median Sales Price	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

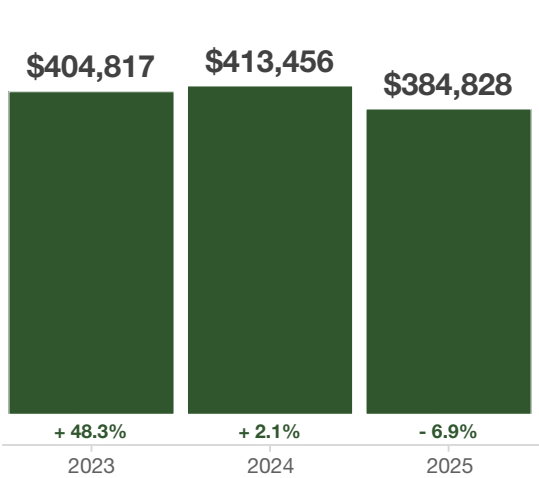


# Average Sales Price

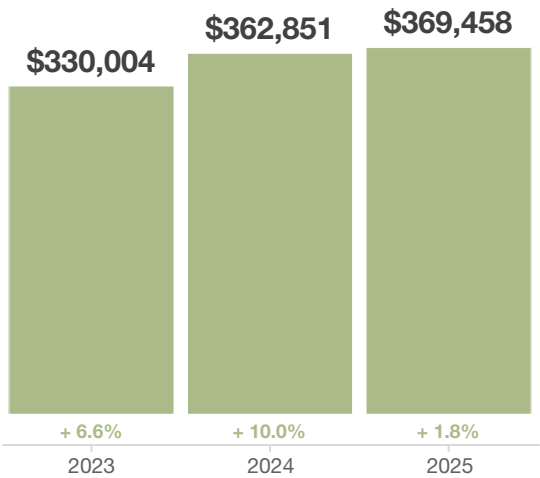
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## December



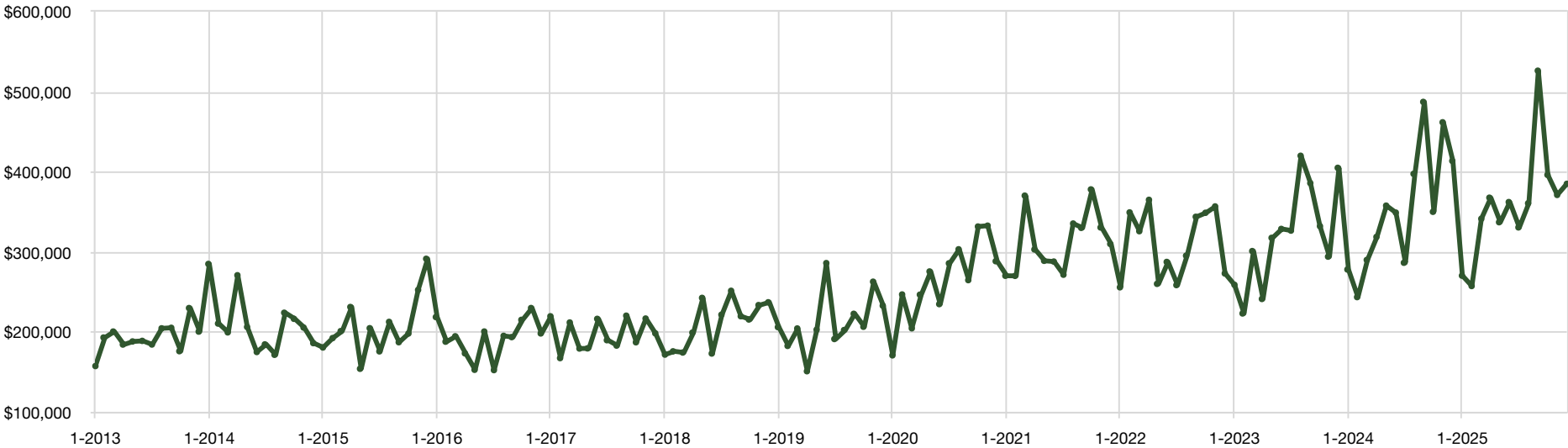
## Year to Date



Avg. Sales Price		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



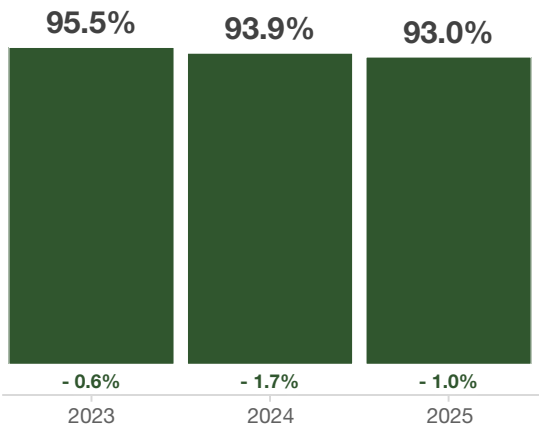


# Percent of List Price Received

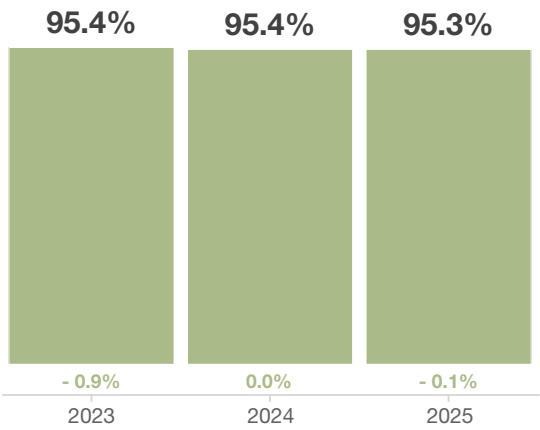
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## December



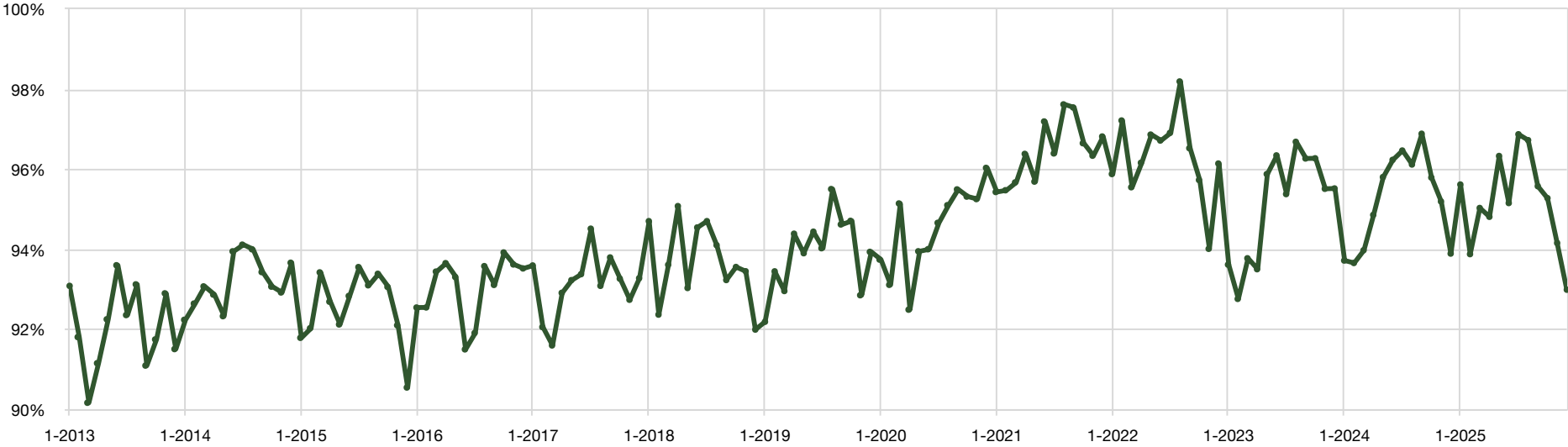
## Year to Date



	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.

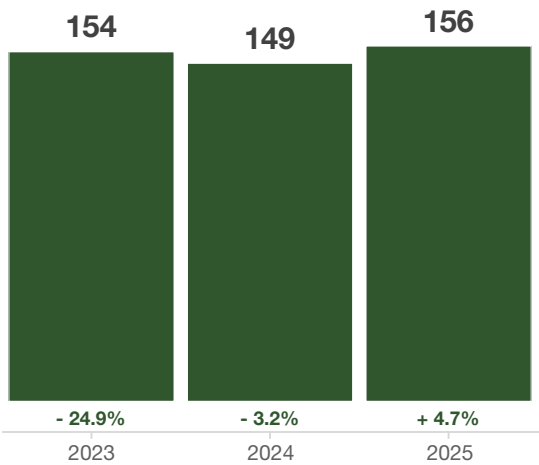
## Historical Percent of List Price Received by Month



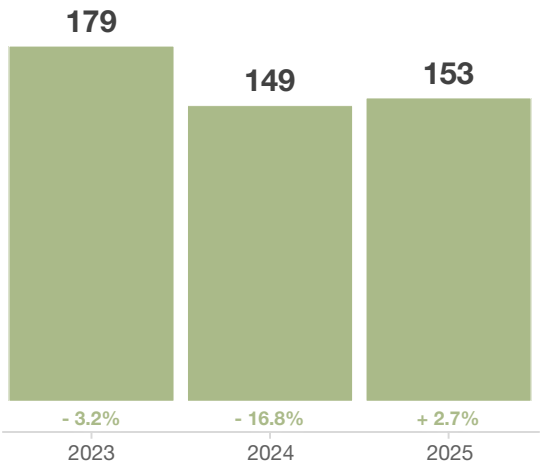
# Housing Affordability Index

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

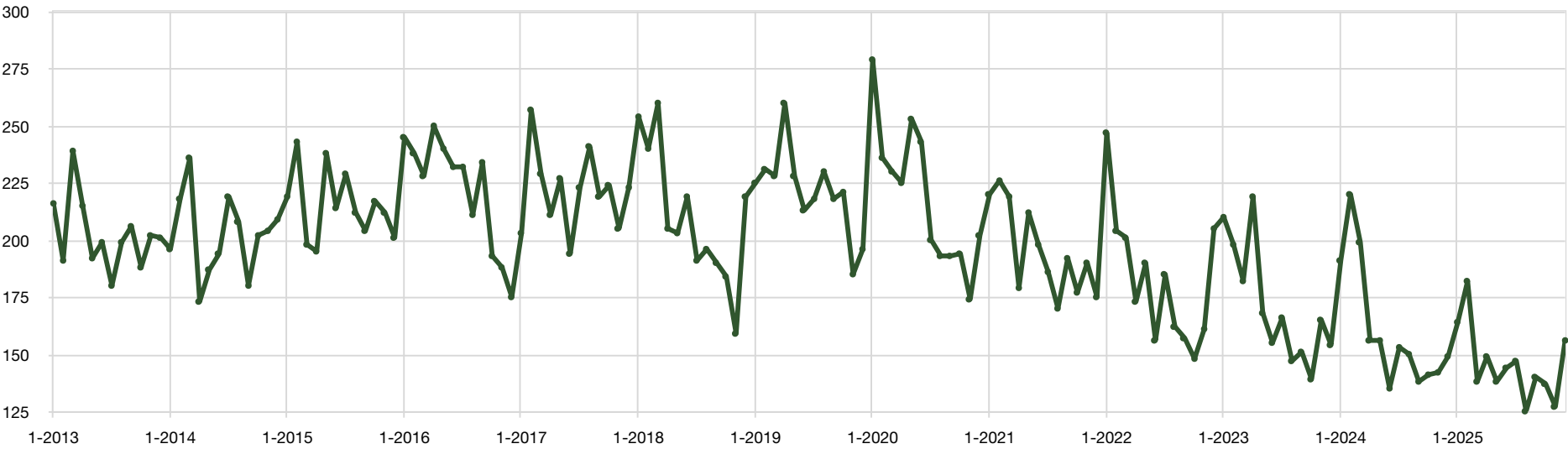


## Year to Date



	Affordability Index	Prior Year	Percent Change
January 2025	164	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	147	153	- 3.9%
August 2025	125	150	- 16.7%
September 2025	140	138	+ 1.4%
October 2025	137	141	- 2.8%
November 2025	127	142	- 10.6%
December 2025	156	149	+ 4.7%
12-Month Avg	146	161	- 9.3%

## Historical Housing Affordability Index by Month

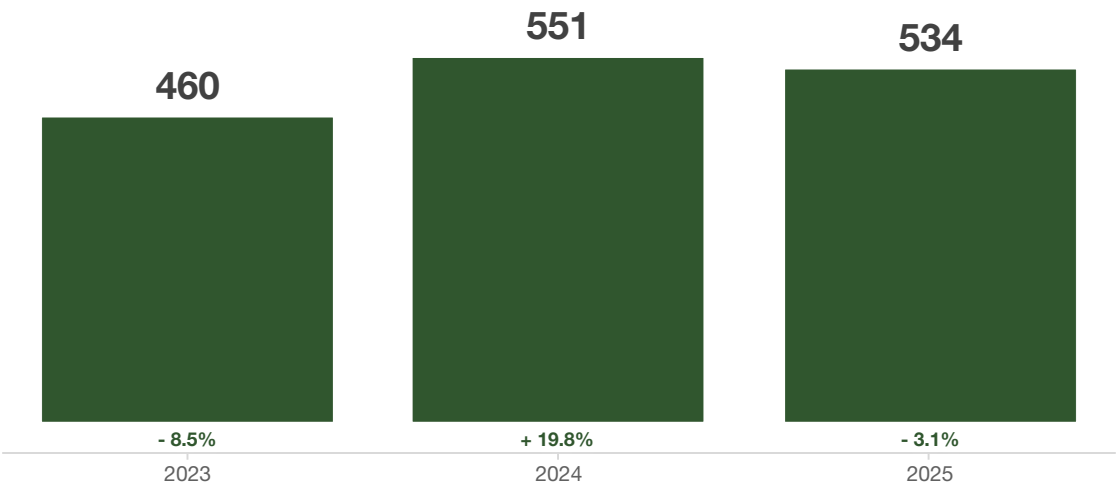


# Inventory of Homes for Sale

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

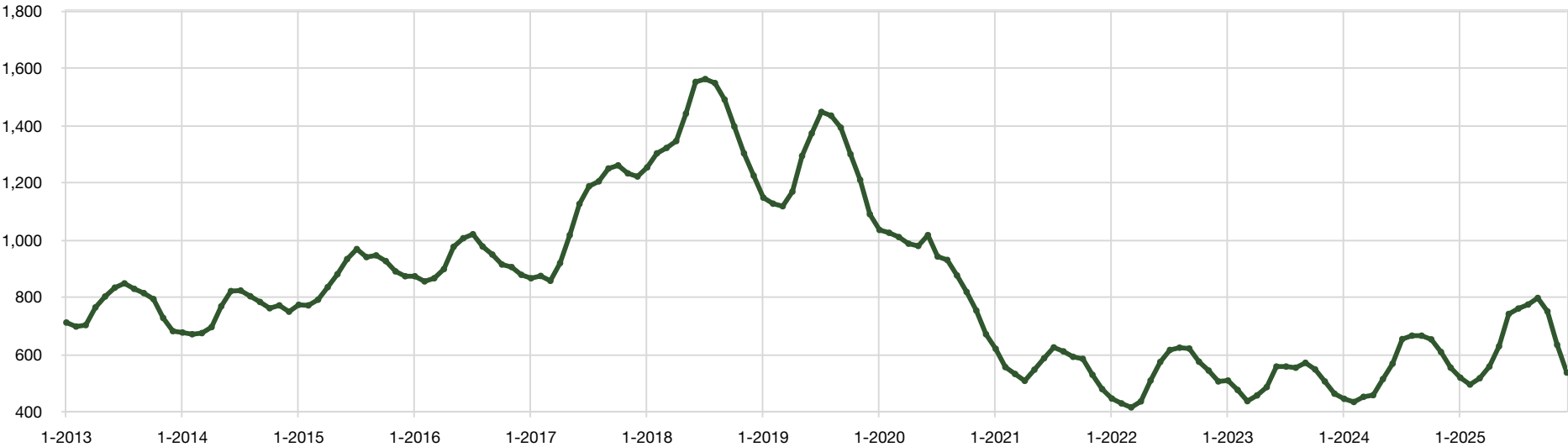


## December



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%

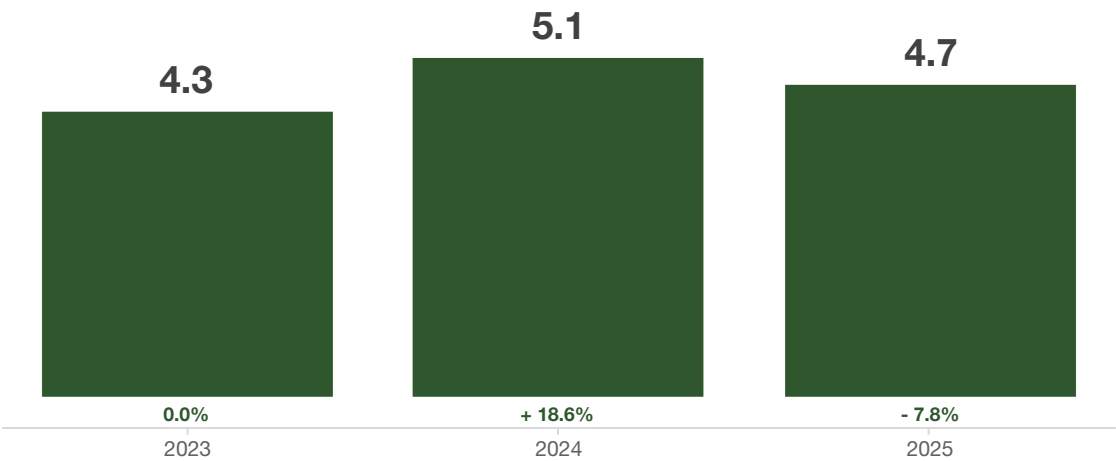
## Historical Inventory of Homes for Sale by Month



# 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.

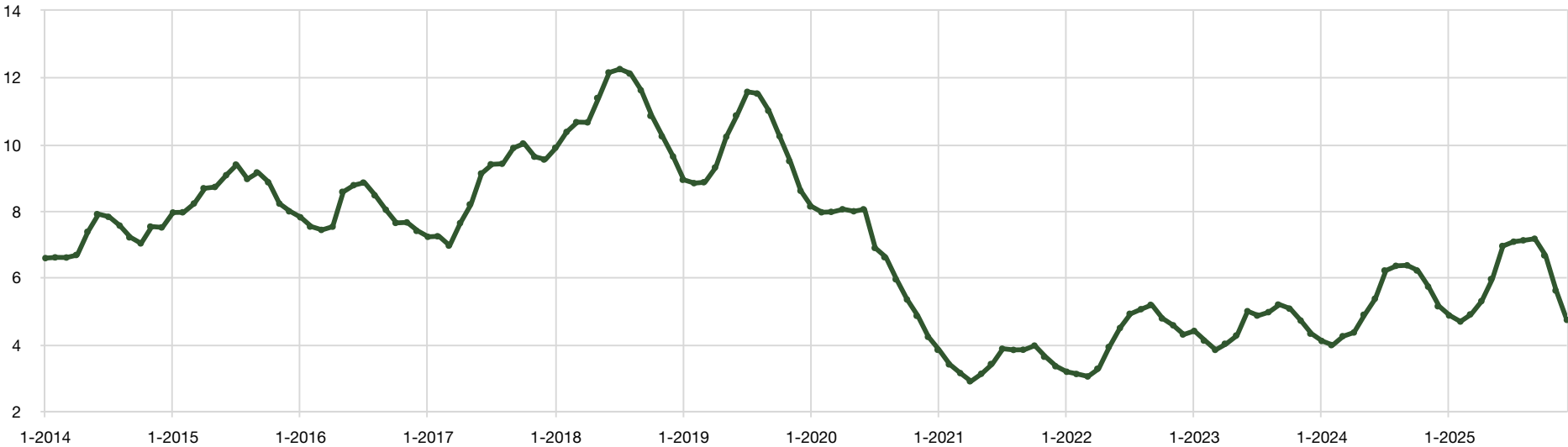
## December



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%	—	—	—