

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 1.3 percent to 5,899. Pending Sales increased 2.1 percent to 6,343. Inventory decreased 2.4 percent to 23,405.

Median Sales Price increased 6.8 percent from \$412,000 to \$440,000. Days on Market increased 6.3 percent to 51. Months Supply of Inventory decreased 3.7 percent to 2.6.

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

+ 2.5%

One-Year Change in
Closed Sales
All Properties

+ 6.8%

One-Year Change in
Median Sales Price
All Properties

- 2.4%

One-Year Change in
Homes for Sale
All Properties

Residential activity in New York State 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.



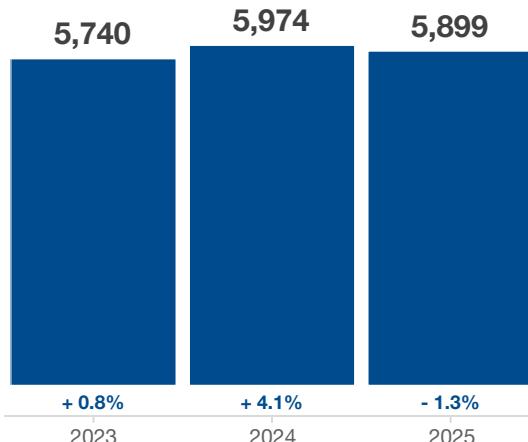
Key Metrics	Historical Sparkbars	12-2024		12-2025		% Change	YTD 2024		YTD 2025		% Change
		12-2024	12-2025	YTD 2024	YTD 2025		—	—	—	—	
New Listings		5,974	5,899	- 1.3%	139,123	142,970	+ 2.8%				
Pending Sales		6,214	6,343	+ 2.1%	106,838	107,197	+ 0.3%				
Closed Sales		9,416	9,649	+ 2.5%	105,340	105,279	- 0.1%				
Days on Market Until Sale		48	51	+ 6.3%	50	49	- 2.0%				
Median Sales Price		\$412,000	\$440,000	+ 6.8%	\$413,000	\$430,000	+ 4.1%				
Average Sales Price		\$542,840	\$565,379	+ 4.2%	\$547,637	\$570,444	+ 4.2%				
Percent of List Price Received		100.9%	100.6%	- 0.3%	101.9%	101.6%	- 0.3%				
Housing Affordability Index		94	93	- 1.1%	94	95	+ 1.1%				
Inventory of Homes for Sale		23,978	23,405	- 2.4%	—	—	—				
Months Supply of Inventory		2.7	2.6	- 3.7%	—	—	—				

New Listings

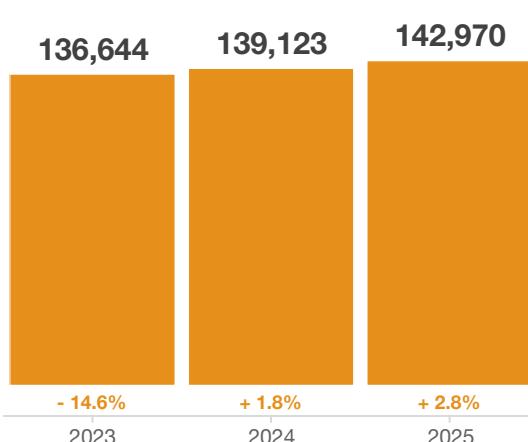
A count of the properties that have been newly listed on the market in a given month.



December



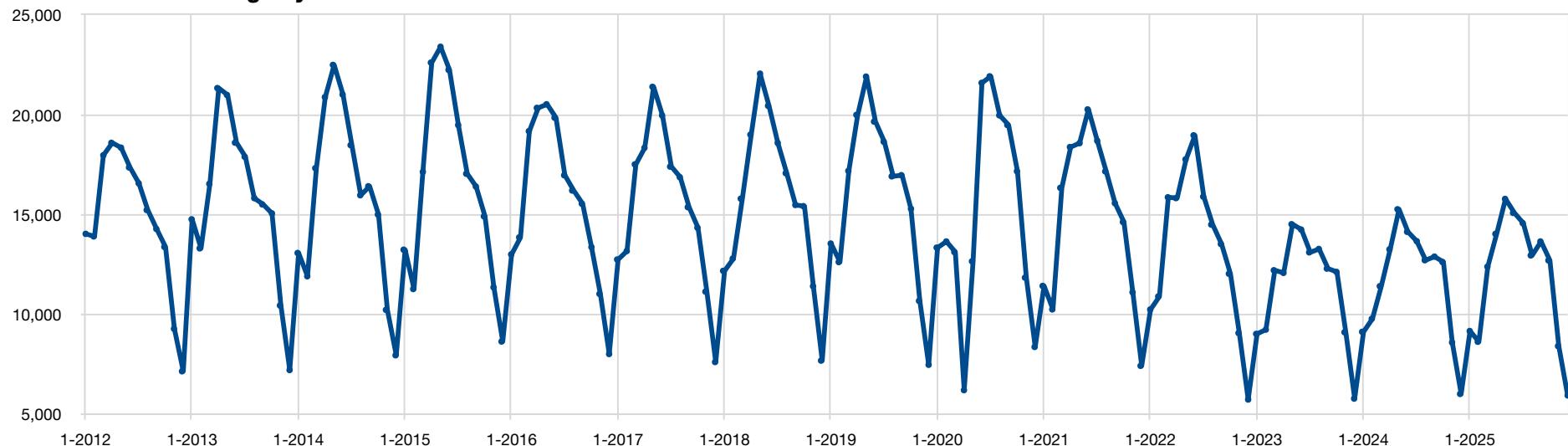
Year to Date



New Listings

	Prior Year	Percent Change
January 2025	9,131	+ 0.4%
February 2025	8,593	- 11.8%
March 2025	12,362	+ 8.6%
April 2025	14,008	+ 5.9%
May 2025	15,763	+ 3.4%
June 2025	15,061	+ 6.7%
July 2025	14,546	+ 6.6%
August 2025	12,927	+ 1.9%
September 2025	13,627	+ 5.9%
October 2025	12,677	+ 0.6%
November 2025	8,376	- 2.1%
December 2025	5,899	- 1.3%
12-Month Avg	11,914	+ 2.8%

Historical New Listings by Month

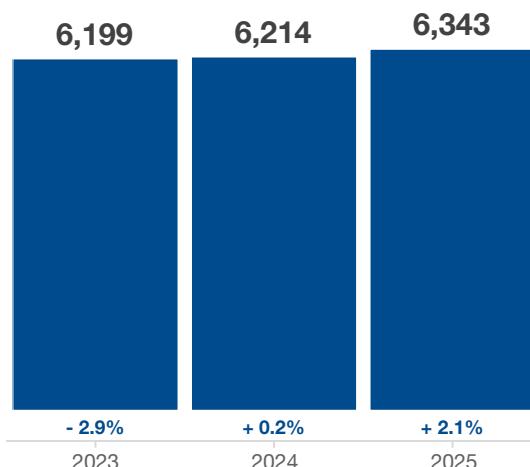


Pending Sales

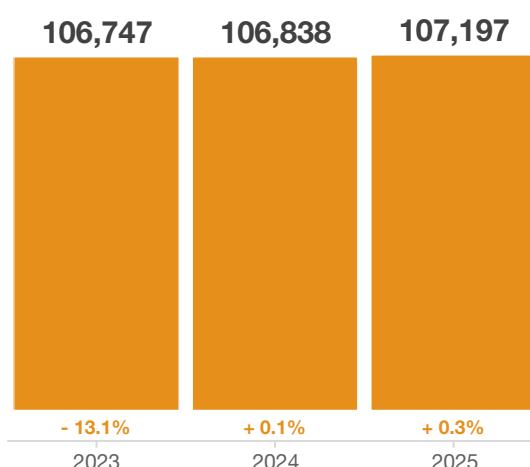
A count of the properties on which offers have been accepted in a given month.



December



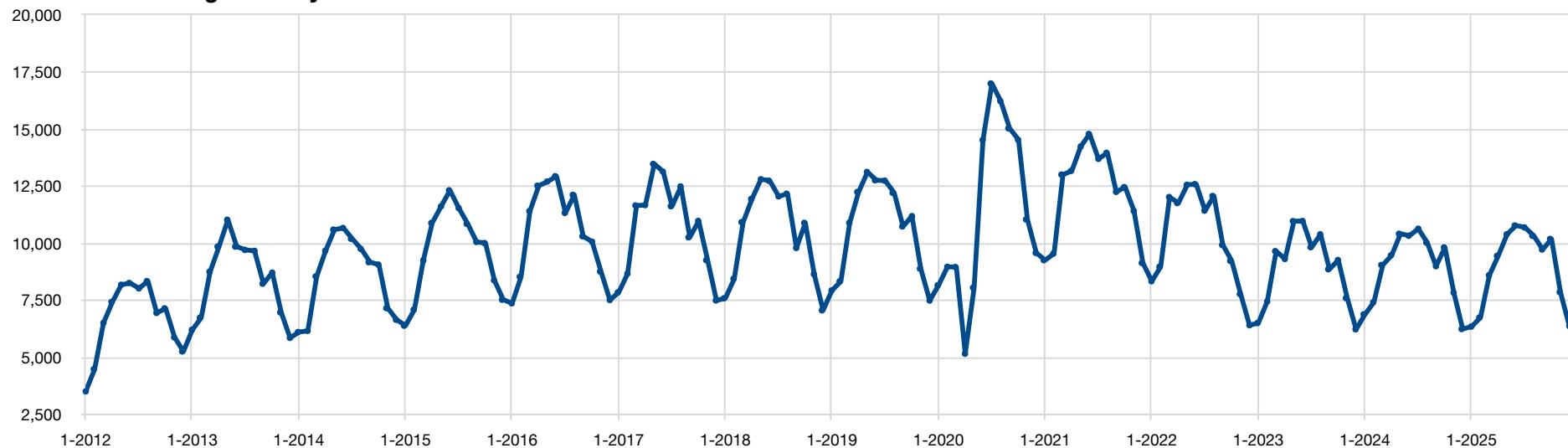
Year to Date



Pending Sales

	Pending Sales	Prior Year	Percent Change
January 2025	6,322	6,857	- 7.8%
February 2025	6,717	7,388	- 9.1%
March 2025	8,575	9,024	- 5.0%
April 2025	9,426	9,449	- 0.2%
May 2025	10,372	10,396	- 0.2%
June 2025	10,758	10,310	+ 4.3%
July 2025	10,674	10,615	+ 0.6%
August 2025	10,306	10,010	+ 3.0%
September 2025	9,705	8,972	+ 8.2%
October 2025	10,165	9,794	+ 3.8%
November 2025	7,834	7,809	+ 0.3%
December 2025	6,343	6,214	+ 2.1%
12-Month Avg	8,933	8,903	+ 0.3%

Historical Pending Sales by Month

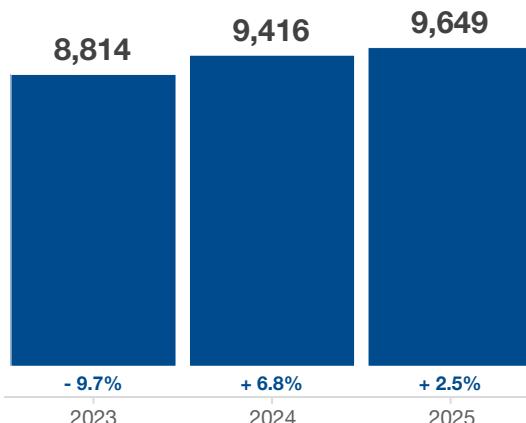


Closed Sales

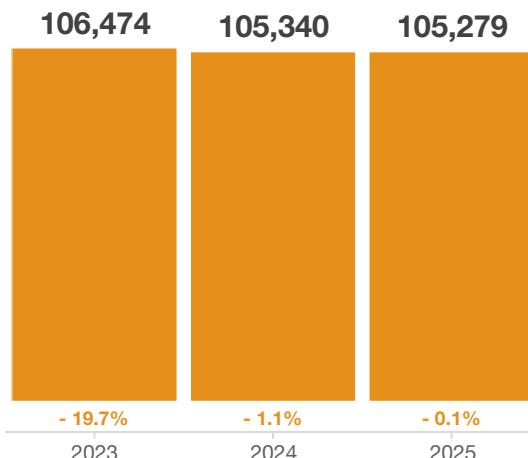
A count of the actual sales that closed in a given month.



December



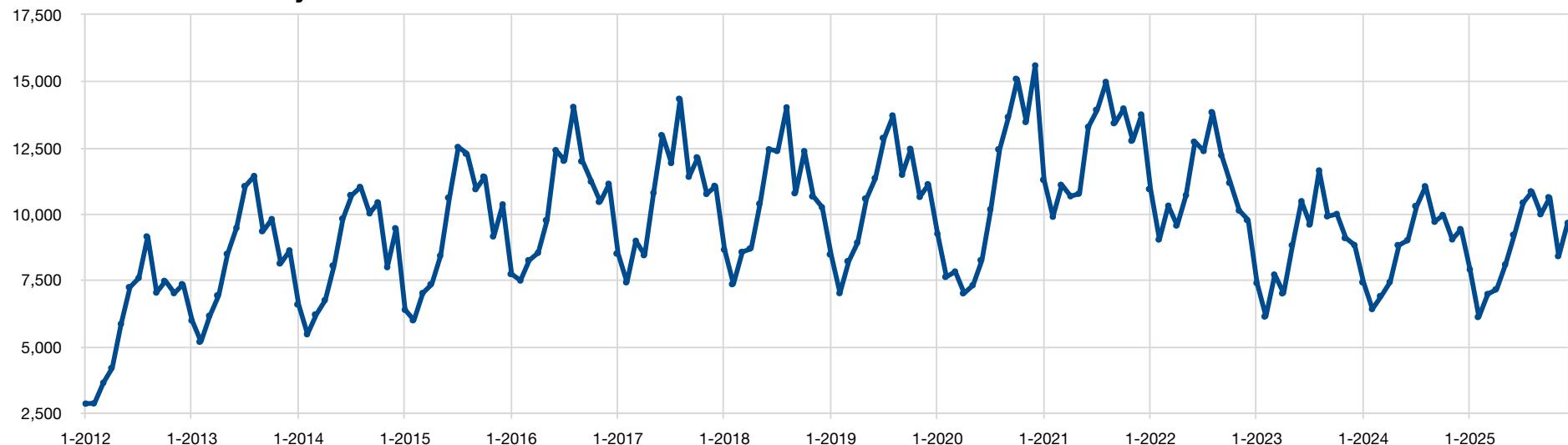
Year to Date



Closed Sales

	Prior Year	Percent Change
January 2025	7,891	+ 6.5%
February 2025	6,102	- 4.7%
March 2025	6,966	+ 1.1%
April 2025	7,140	- 3.8%
May 2025	8,080	- 8.3%
June 2025	9,203	+ 2.3%
July 2025	10,413	+ 1.2%
August 2025	10,840	- 1.7%
September 2025	9,979	+ 2.9%
October 2025	10,618	+ 6.7%
November 2025	8,398	- 7.0%
December 2025	9,649	+ 2.5%
12-Month Avg	8,773	- 0.1%

Historical Closed Sales by Month

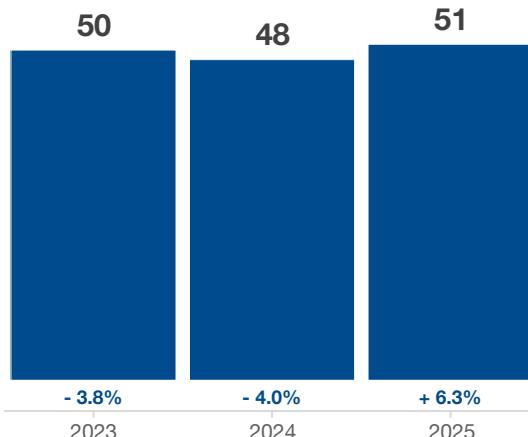


Days on Market Until Sale

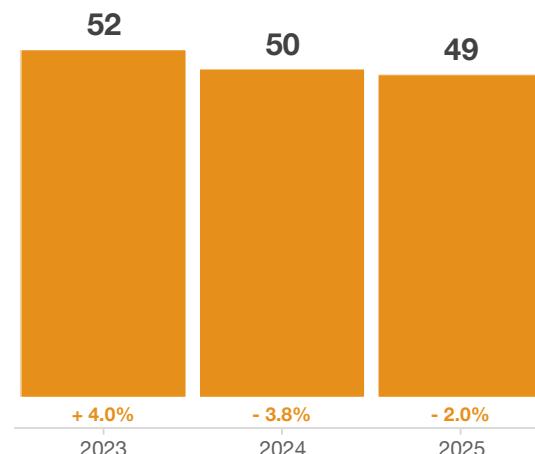
Average number of days between when a property is listed and when an offer is accepted in a given month.



December



Year to Date

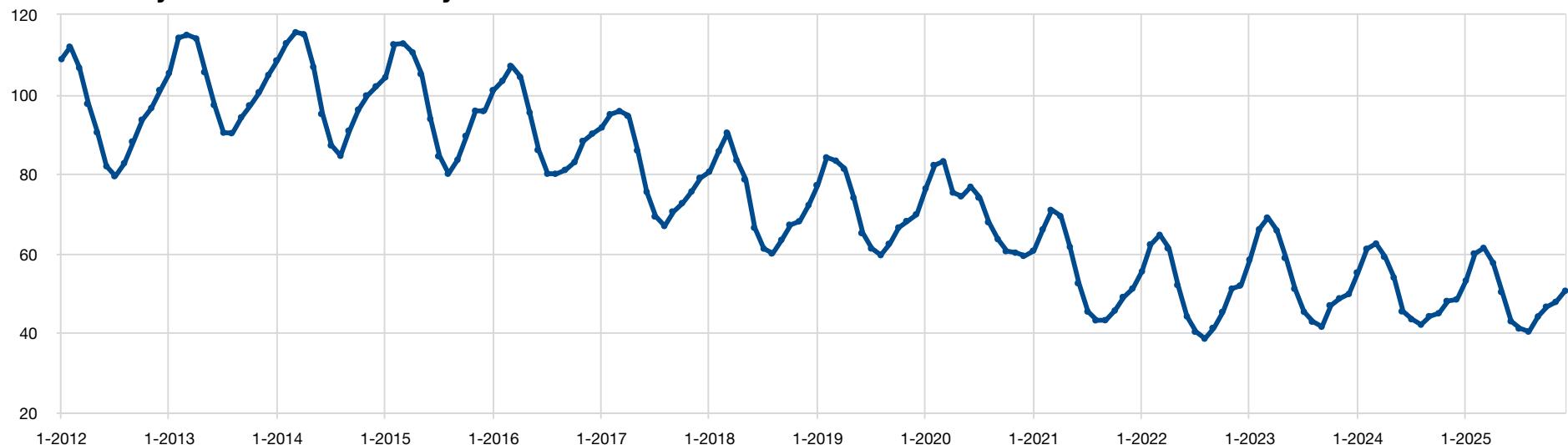


Days on Market

	Days on Market	Prior Year	Percent Change
January 2025	53	55	-3.6%
February 2025	60	61	-1.6%
March 2025	61	62	-1.6%
April 2025	58	59	-1.7%
May 2025	50	54	-7.4%
June 2025	43	45	-4.4%
July 2025	41	43	-4.7%
August 2025	40	42	-4.8%
September 2025	44	44	0.0%
October 2025	47	45	+4.4%
November 2025	48	48	0.0%
December 2025	51	48	+6.3%
12-Month Avg*	49	50	-2.1%

* 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

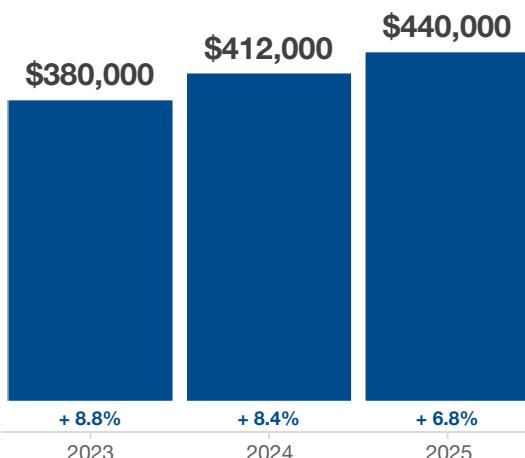


Median Sales Price

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

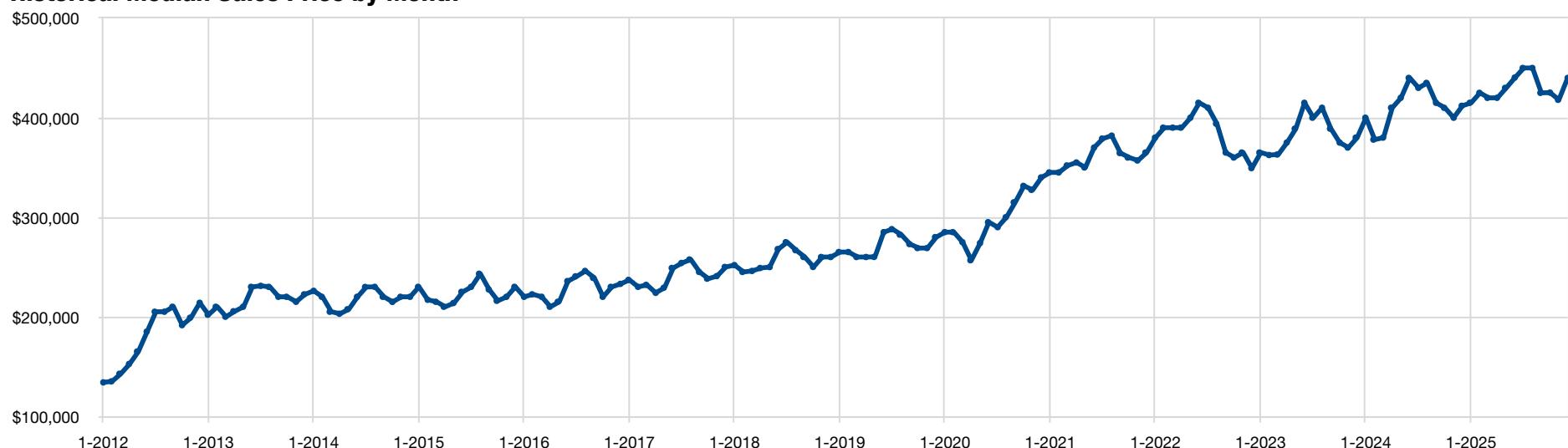


Median Sales Price

	Median Sales Price	Prior Year	Percent Change
January 2025	\$415,000	\$400,000	+ 3.8%
February 2025	\$425,000	\$378,000	+ 12.4%
March 2025	\$419,950	\$380,000	+ 10.5%
April 2025	\$420,000	\$410,000	+ 2.4%
May 2025	\$430,000	\$420,000	+ 2.4%
June 2025	\$440,325	\$440,000	+ 0.1%
July 2025	\$450,000	\$430,000	+ 4.7%
August 2025	\$450,000	\$435,000	+ 3.4%
September 2025	\$425,000	\$415,000	+ 2.4%
October 2025	\$425,250	\$410,000	+ 3.7%
November 2025	\$418,000	\$400,000	+ 4.5%
December 2025	\$440,000	\$412,000	+ 6.8%
12-Month Avg*	\$430,000	\$413,000	+ 4.1%

* 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

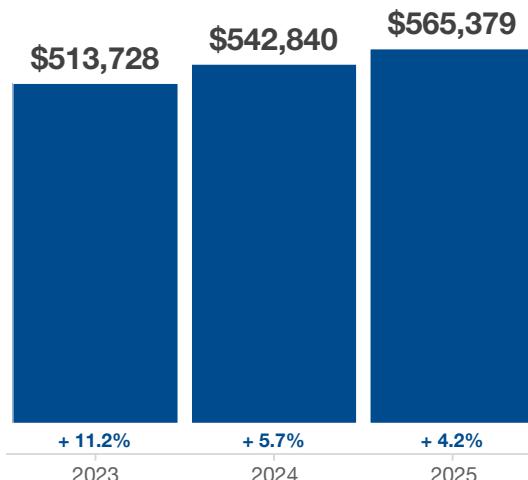


Average Sales Price

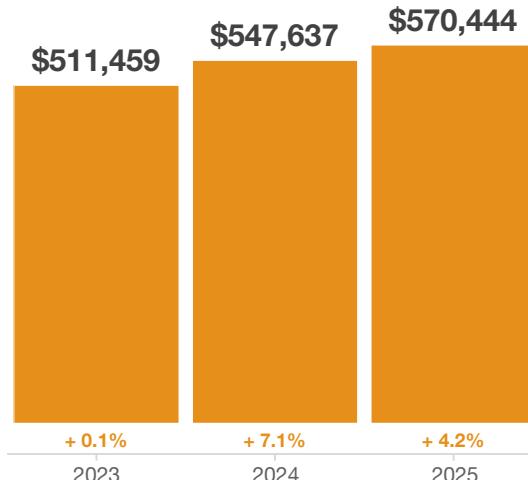
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December



Year to Date

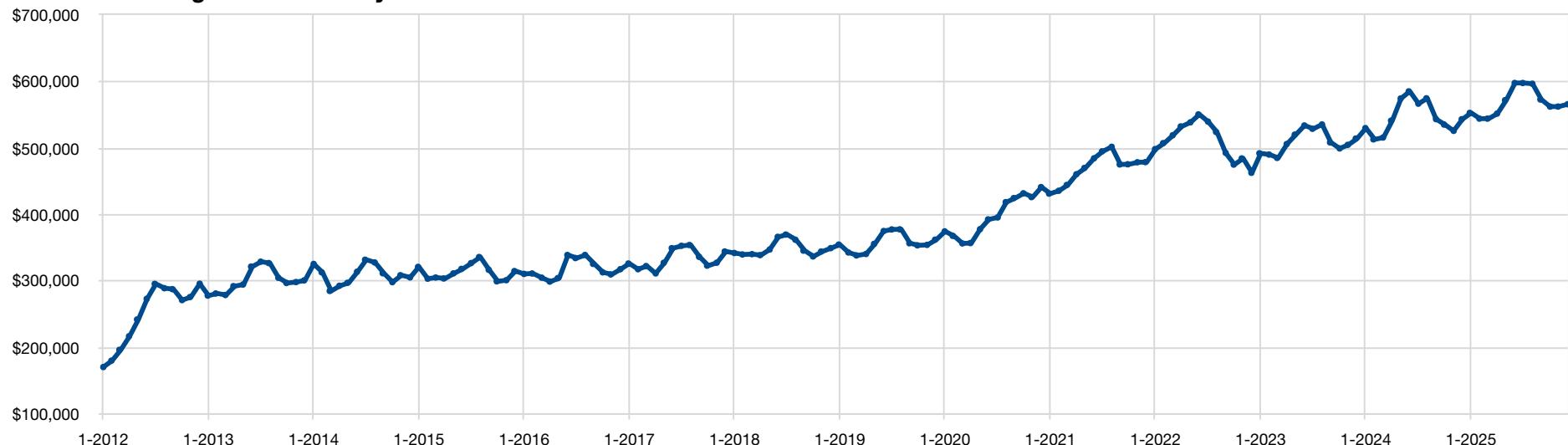


Avg. Sales Price

	Avg. Sales Price	Prior Year	Percent Change
January 2025	\$552,367	\$529,461	+ 4.3%
February 2025	\$543,729	\$512,470	+ 6.1%
March 2025	\$543,705	\$515,272	+ 5.5%
April 2025	\$551,320	\$540,687	+ 2.0%
May 2025	\$571,544	\$574,105	- 0.4%
June 2025	\$597,439	\$584,793	+ 2.2%
July 2025	\$597,391	\$566,237	+ 5.5%
August 2025	\$596,278	\$574,325	+ 3.8%
September 2025	\$572,539	\$542,931	+ 5.5%
October 2025	\$561,847	\$534,784	+ 5.1%
November 2025	\$561,897	\$525,325	+ 7.0%
December 2025	\$565,379	\$542,840	+ 4.2%
12-Month Avg*	\$570,444	\$547,637	+ 4.2%

* 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

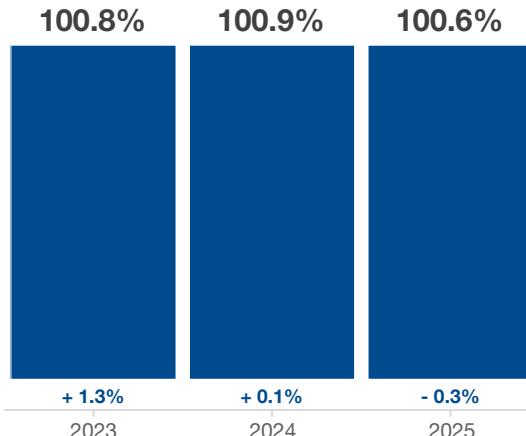


Percent of List Price Received

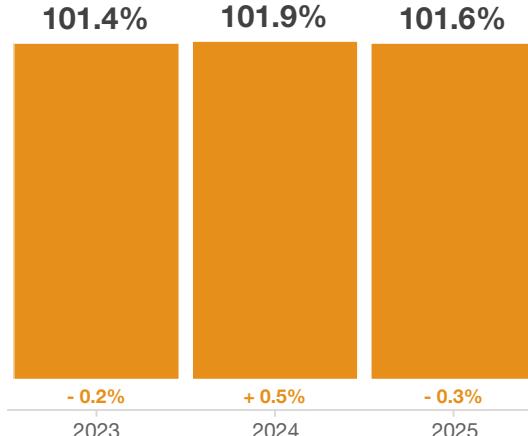
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



December



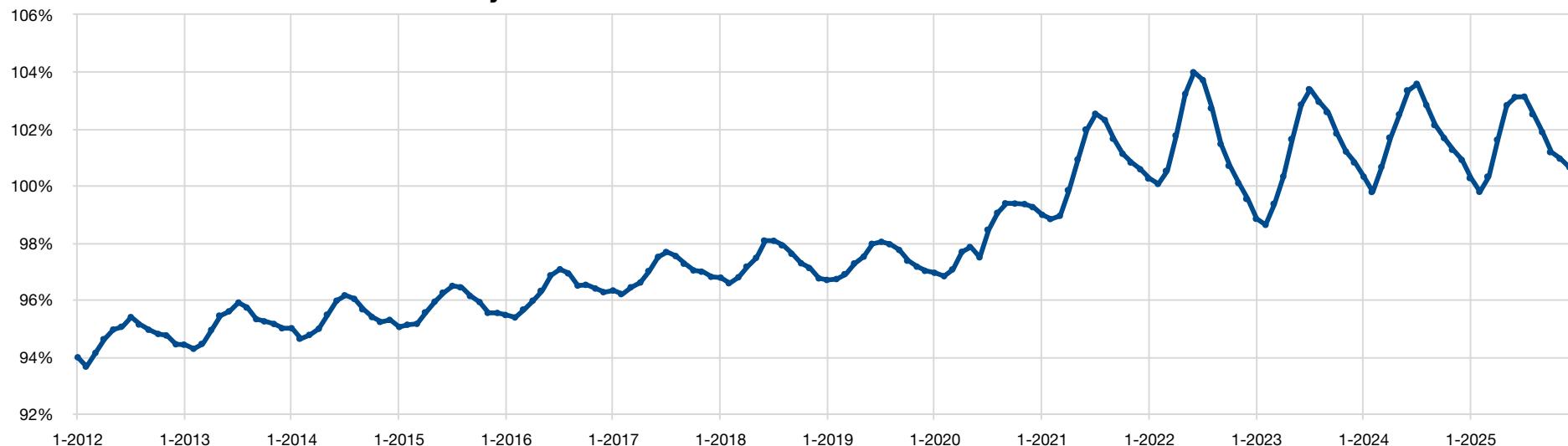
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
January 2025	100.3%	100.3%	0.0%
February 2025	99.8%	99.8%	0.0%
March 2025	100.3%	100.7%	- 0.4%
April 2025	101.6%	101.7%	- 0.1%
May 2025	102.8%	102.5%	+ 0.3%
June 2025	103.1%	103.3%	- 0.2%
July 2025	103.1%	103.6%	- 0.5%
August 2025	102.5%	102.8%	- 0.3%
September 2025	101.9%	102.1%	- 0.2%
October 2025	101.2%	101.7%	- 0.5%
November 2025	101.0%	101.3%	- 0.3%
December 2025	100.6%	100.9%	- 0.3%
12-Month Avg*	101.6%	101.9%	- 0.2%

* 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

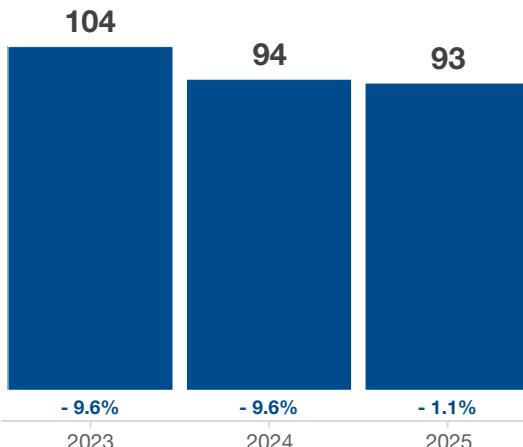


Housing Affordability Index

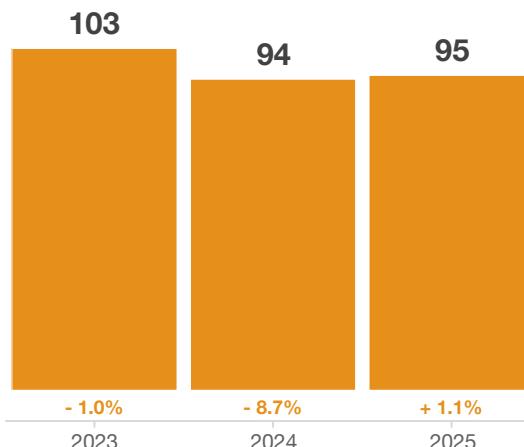
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



December



Year to Date



Affordability Index

	Prior Year	Percent Change
January 2025	93	-5.1%
February 2025	92	-9.8%
March 2025	94	-7.8%
April 2025	93	+1.1%
May 2025	90	-1.1%
June 2025	89	+1.1%
July 2025	87	-4.4%
August 2025	88	-5.4%
September 2025	96	-4.0%
October 2025	97	0.0%
November 2025	98	+1.0%
December 2025	93	-1.1%
12-Month Avg	93	-2.1%

Historical Housing Affordability Index by Month



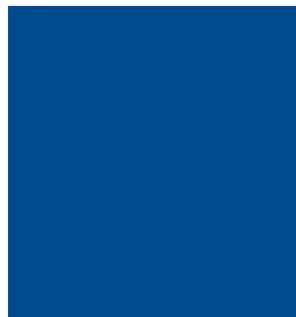
Inventory of Homes for Sale

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



December

23,734



- 10.0%

2023

23,978



+ 1.0%

2024

23,405

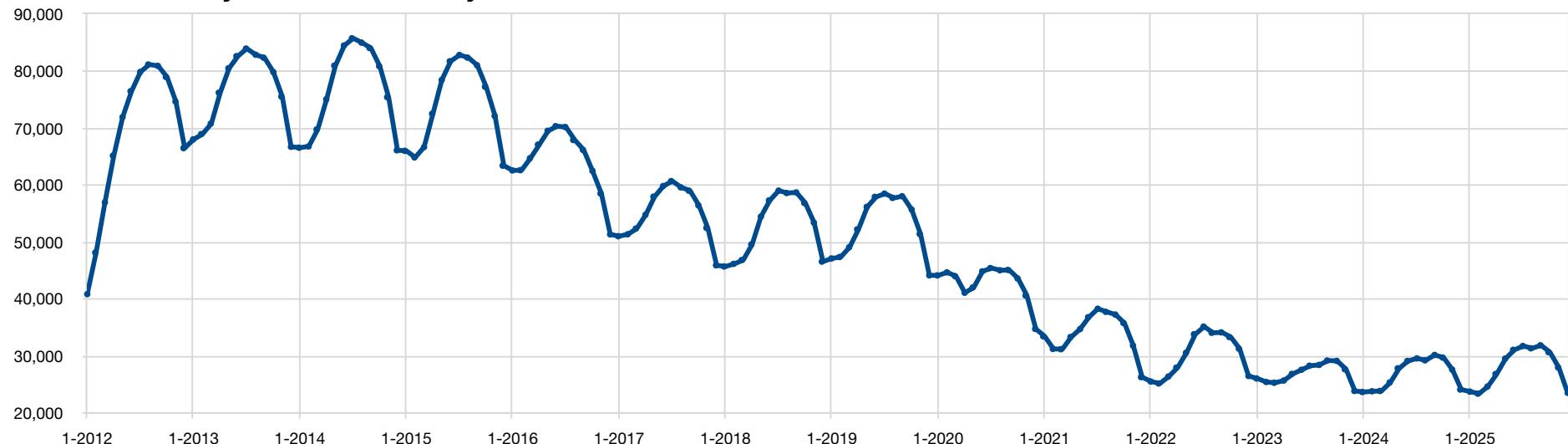


- 2.4%

2025

Homes for Sale	Prior Year	Percent Change
January 2025	23,622	+ 0.3%
February 2025	23,251	- 1.8%
March 2025	24,510	+ 3.3%
April 2025	26,714	+ 5.9%
May 2025	29,425	+ 6.2%
June 2025	30,964	+ 6.8%
July 2025	31,636	+ 7.4%
August 2025	31,230	+ 7.2%
September 2025	31,762	+ 5.6%
October 2025	30,552	+ 3.2%
November 2025	27,867	+ 1.4%
December 2025	23,405	- 2.4%
12-Month Avg	27,912	+ 3.8%

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

2.7



+ 3.8%

2023

2.7



0.0%

2024

2.6



- 3.7%

2025

Months Supply	Prior Year	Percent Change
January 2025	2.7	2.6 + 3.8%
February 2025	2.6	2.7 - 3.7%
March 2025	2.8	2.7 + 3.7%
April 2025	3.0	2.8 + 7.1%
May 2025	3.4	3.1 + 9.7%
June 2025	3.5	3.3 + 6.1%
July 2025	3.6	3.3 + 9.1%
August 2025	3.5	3.3 + 6.1%
September 2025	3.6	3.4 + 5.9%
October 2025	3.4	3.3 + 3.0%
November 2025	3.1	3.1 0.0%
December 2025	2.6	2.7 - 3.7%
12-Month Avg*	3.2	3.0 + 4.2%

* 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



Activity by County

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	+ / -
Albany* (1)	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Allegany	13	14	+ 7.7%	25	26	+ 4.0%	\$160,000	\$172,500	+ 7.8%	78	96	+ 23.1%	3.0	3.6	+ 20.0%
Bronx	120	158	+ 31.7%	102	101	- 1.0%	\$480,000	\$428,625	- 10.7%	713	778	+ 9.1%	6.2	6.7	+ 8.1%
Broome	60	81	+ 35.0%	160	143	- 10.6%	\$180,000	\$190,721	+ 6.0%	266	211	- 20.7%	2.0	1.6	- 20.0%
Cattaraugus	40	37	- 7.5%	63	70	+ 11.1%	\$160,000	\$182,320	+ 14.0%	189	219	+ 15.9%	3.5	4.1	+ 17.1%
Cayuga	23	33	+ 43.5%	52	46	- 11.5%	\$235,000	\$260,000	+ 10.6%	92	135	+ 46.7%	2.1	3.0	+ 42.9%
Chautauqua	46	63	+ 37.0%	106	86	- 18.9%	\$180,000	\$188,000	+ 4.4%	253	249	- 1.6%	3.0	2.7	- 10.0%
Chemung	41	47	+ 14.6%	59	65	+ 10.2%	\$175,258	\$147,500	- 15.8%	160	199	+ 24.4%	2.6	3.3	+ 26.9%
Chenango	16	16	0.0%	31	30	- 3.2%	\$169,900	\$187,500	+ 10.4%	112	115	+ 2.7%	4.0	4.1	+ 2.5%
Clinton	35	25	- 28.6%	43	54	+ 25.6%	\$190,000	\$213,000	+ 12.1%	144	154	+ 6.9%	3.3	3.2	- 3.0%
Columbia	54	37	- 31.5%	69	74	+ 7.2%	\$628,750	\$565,000	- 10.1%	290	269	- 7.2%	5.0	4.7	- 6.0%
Cortland	9	16	+ 77.8%	20	25	+ 25.0%	\$170,000	\$212,000	+ 24.7%	40	59	+ 47.5%	1.6	2.4	+ 50.0%
Delaware	22	23	+ 4.5%	43	32	- 25.6%	\$289,000	\$362,000	+ 25.3%	202	217	+ 7.4%	4.8	5.6	+ 16.7%
Dutchess	114	116	+ 1.8%	241	229	- 5.0%	\$475,000	\$489,500	+ 3.1%	549	525	- 4.4%	2.6	2.5	- 3.8%
Erie	348	364	+ 4.6%	706	691	- 2.1%	\$265,000	\$282,000	+ 6.4%	752	785	+ 4.4%	1.2	1.2	0.0%
Essex	27	31	+ 14.8%	54	41	- 24.1%	\$299,000	\$310,000	+ 3.7%	217	217	0.0%	5.4	5.8	+ 7.4%
Franklin	18	15	- 16.7%	18	31	+ 72.2%	\$180,050	\$180,000	- 0.0%	150	154	+ 2.7%	6.0	5.8	- 3.3%
Fulton* (1)	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Genesee	19	24	+ 26.3%	31	33	+ 6.5%	\$225,000	\$200,000	- 11.1%	55	31	- 43.6%	1.6	0.9	- 43.8%
Greene	67	68	+ 1.5%	69	69	0.0%	\$347,500	\$485,000	+ 39.6%	403	419	+ 4.0%	7.8	8.3	+ 6.4%
Hamilton	5	8	+ 60.0%	6	7	+ 16.7%	\$208,500	\$320,000	+ 53.5%	32	34	+ 6.3%	4.2	3.7	- 11.9%
Herkimer	37	23	- 37.8%	37	43	+ 16.2%	\$164,000	\$185,939	+ 13.4%	121	160	+ 32.2%	3.3	4.1	+ 24.2%
Jefferson	49	41	- 16.3%	81	88	+ 8.6%	\$185,000	\$222,841	+ 20.5%	290	330	+ 13.8%	3.4	3.6	+ 5.9%
Kings	192	165	- 14.1%	135	126	- 6.7%	\$650,000	\$780,000	+ 20.0%	1,164	1,109	- 4.7%	8.2	8.5	+ 3.7%
Lewis	5	11	+ 120.0%	15	28	+ 86.7%	\$200,000	\$186,000	- 7.0%	59	83	+ 40.7%	3.9	5.7	+ 46.2%
Livingston	15	23	+ 53.3%	47	46	- 2.1%	\$236,000	\$210,750	- 10.7%	45	45	0.0%	1.2	1.2	0.0%
Madison	25	20	- 20.0%	44	46	+ 4.5%	\$275,000	\$244,000	- 11.3%	70	80	+ 14.3%	1.5	1.7	+ 13.3%
Monroe	313	260	- 16.9%	609	602	- 1.1%	\$250,000	\$255,000	+ 2.0%	325	293	- 9.8%	0.6	0.5	- 16.7%
Montgomery* (1)	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Nassau	527	535	+ 1.5%	866	831	- 4.0%	\$790,000	\$810,000	+ 2.5%	2,079	1,822	- 12.4%	2.5	2.2	- 12.0%
New York†	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Niagara	108	82	- 24.1%	196	167	- 14.8%	\$225,800	\$244,400	+ 8.2%	238	239	+ 0.4%	1.6	1.5	- 6.3%

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Activity by County

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	+ / -
Oneida	89	92	+ 3.4%	136	129	- 5.1%	\$212,500	\$225,000	+ 5.9%	259	390	+ 50.6%	1.9	3.0	+ 57.9%
Onondaga	179	160	- 10.6%	373	368	- 1.3%	\$241,000	\$266,250	+ 10.5%	402	411	+ 2.2%	1.2	1.2	0.0%
Ontario	56	54	- 3.6%	104	96	- 7.7%	\$259,000	\$305,000	+ 17.8%	137	125	- 8.8%	1.5	1.4	- 6.7%
Orange* (2)	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Orleans	8	10	+ 25.0%	36	42	+ 16.7%	\$162,500	\$208,000	+ 28.0%	34	32	- 5.9%	1.2	1.1	- 8.3%
Oswego	38	47	+ 23.7%	74	101	+ 36.5%	\$177,500	\$196,000	+ 10.4%	139	175	+ 25.9%	1.9	2.2	+ 15.8%
Otsego	19	27	+ 42.1%	42	51	+ 21.4%	\$270,000	\$211,000	- 21.9%	112	167	+ 49.1%	3.0	4.9	+ 63.3%
Putnam* (2)	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Queens	703	641	- 8.8%	573	580	+ 1.2%	\$580,000	\$666,500	+ 14.9%	3,600	3,197	- 11.2%	5.9	5.3	- 10.2%
Rensselaer* (1)	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Richmond	146	121	- 17.1%	215	204	- 5.1%	\$656,500	\$740,000	+ 12.7%	614	424	- 30.9%	2.5	2.3	- 8.0%
Rockland* (2)	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
St Lawrence	6	6	0.0%	13	10	- 23.1%	\$149,000	\$288,500	+ 93.6%	46	65	+ 41.3%	4.2	6.3	+ 50.0%
Saratoga* (1)	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Schenectady* (1)	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Schoharie* (1)	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Schuyler	8	6	- 25.0%	10	14	+ 40.0%	\$316,200	\$279,200	- 11.7%	45	43	- 4.4%	4.0	3.6	- 10.0%
Seneca	10	18	+ 80.0%	20	32	+ 60.0%	\$249,330	\$183,500	- 26.4%	29	47	+ 62.1%	1.6	2.2	+ 37.5%
Steuben	48	49	+ 2.1%	72	66	- 8.3%	\$174,950	\$177,600	+ 1.5%	180	177	- 1.7%	2.8	2.8	0.0%
Suffolk	734	690	- 6.0%	1,203	1,205	+ 0.2%	\$650,000	\$680,000	+ 4.6%	2,887	2,537	- 12.1%	2.6	2.3	- 11.5%
Sullivan	39	39	0.0%	85	91	+ 7.1%	\$331,500	\$369,000	+ 11.3%	442	467	+ 5.7%	6.8	6.6	- 2.9%
Tioga	19	19	0.0%	36	33	- 8.3%	\$212,500	\$227,000	+ 6.8%	70	69	- 1.4%	2.7	2.4	- 11.1%
Tompkins	19	30	+ 57.9%	47	73	+ 55.3%	\$300,000	\$350,000	+ 16.7%	73	124	+ 69.9%	1.4	2.2	+ 57.1%
Ulster	109	97	- 11.0%	164	177	+ 7.9%	\$448,500	\$473,000	+ 5.5%	582	556	- 4.5%	4.2	3.8	- 9.5%
Warren	39	28	- 28.2%	60	81	+ 35.0%	\$280,000	\$325,000	+ 16.1%	168	178	+ 6.0%	2.7	2.8	+ 3.7%
Washington* (1)	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Wayne	35	39	+ 11.4%	64	90	+ 40.6%	\$230,500	\$250,000	+ 8.5%	62	67	+ 8.1%	1.0	1.0	0.0%
Westchester* (2)	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Wyoming	11	15	+ 36.4%	16	30	+ 87.5%	\$176,000	\$205,000	+ 16.5%	33	33	0.0%	1.6	1.2	- 25.0%
Yates	7	10	+ 42.9%	23	19	- 17.4%	\$315,000	\$274,900	- 12.7%	32	41	+ 28.1%	1.8	2.3	+ 27.8%
New York State	5,974	5,899	- 1.3%	9,416	9,649	+ 2.5%	\$412,000	\$440,000	+ 6.8%	23,978	23,405	- 2.4%	2.7	2.6	- 3.7%

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