

# Monthly Indicators



## January 2026

U.S. existing-home sales climbed 5.1% month-over-month and 1.4% year-over-year to a seasonally adjusted annual rate of 4.35 million units, the strongest pace in nearly three years, according to the National Association of REALTORS® (NAR). Lower mortgage rates and slower home price growth helped spur buyer activity, and sales increased month-over-month in every region. On an annual basis, sales rose in the South, held steady in the West and Midwest, and declined in the Northeast.

New Listings decreased 3.5 percent to 83. Pending Sales increased 15.8 percent to 88. Inventory decreased 4.3 percent to 493.

Median Sales Price increased 22.1 percent from \$215,000 to \$262,500. Days on Market increased 28.8 percent to 94. Months Supply of Inventory decreased 12.2 percent to 4.3.

Nationally, there were 1.18 million homes for sale heading into January, an 18.1% decline from the previous month but 3.5% higher compared to the same period last year, representing a 3.3-month supply at the current sales pace, according to NAR. Meanwhile, the median existing-home price rose 0.4% from a year ago to \$405,400, reflecting a continued moderation in national price growth.

## Activity Snapshot

<b>- 9.3%</b>	<b>+ 22.1%</b>	<b>- 4.3%</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	1-2025	1-2026	% Change	YTD 2025	YTD 2026	% Change
<b>New Listings</b>		86	<b>83</b>	- 3.5%	86	<b>83</b>	- 3.5%
<b>Pending Sales</b>		76	<b>88</b>	+ 15.8%	76	<b>88</b>	+ 15.8%
<b>Closed Sales</b>		97	<b>88</b>	- 9.3%	97	<b>88</b>	- 9.3%
<b>Days on Market Until Sale</b>		73	<b>94</b>	+ 28.8%	73	<b>94</b>	+ 28.8%
<b>Median Sales Price</b>		\$215,000	<b>\$262,500</b>	+ 22.1%	\$215,000	<b>\$262,500</b>	+ 22.1%
<b>Average Sales Price</b>		\$270,131	<b>\$358,760</b>	+ 32.8%	\$270,131	<b>\$358,760</b>	+ 32.8%
<b>Percent of List Price Received</b>		95.6%	<b>93.9%</b>	- 1.8%	95.6%	<b>93.9%</b>	- 1.8%
<b>Housing Affordability Index</b>		171	<b>155</b>	- 9.4%	171	<b>155</b>	- 9.4%
<b>Inventory of Homes for Sale</b>		515	<b>493</b>	- 4.3%	—	—	—
<b>Months Supply of Inventory</b>		4.9	<b>4.3</b>	- 12.2%	—	—	—

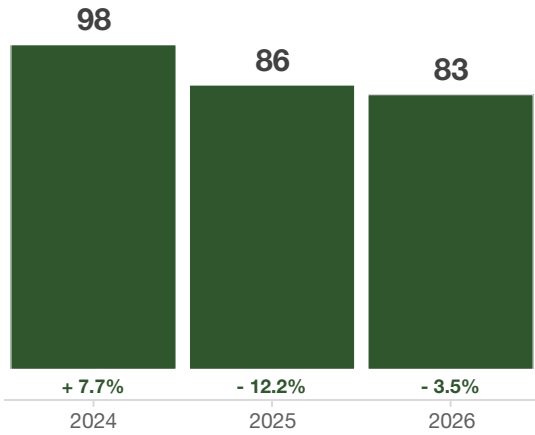
# New Listings

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

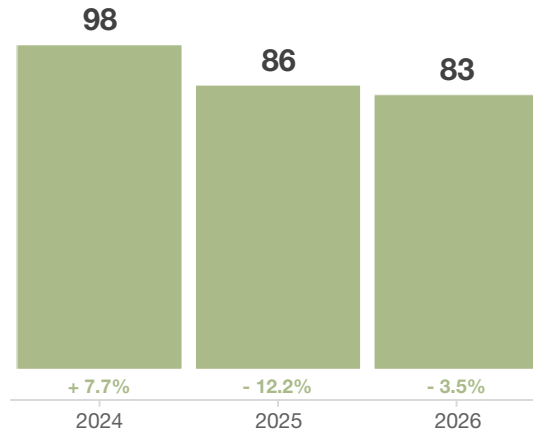


Adirondack-Champlain Valley  
MULTIPLE LISTING SERVICE

## January

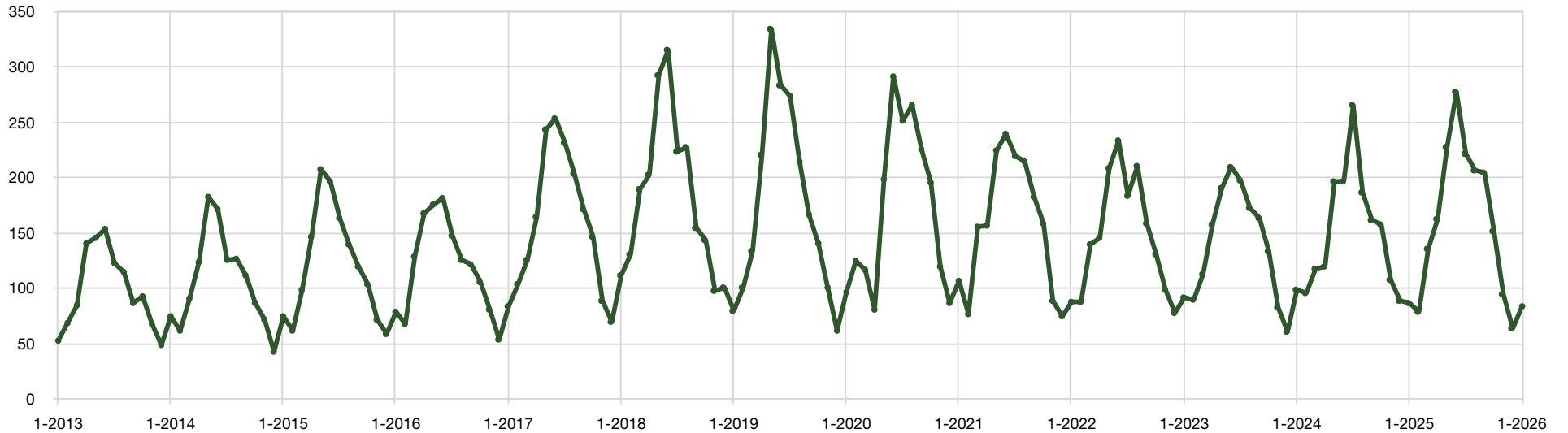


## Year to Date



	New Listings	Prior Year	Percent Change
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	88	- 28.4%
<b>January 2026</b>	<b>83</b>	<b>86</b>	<b>- 3.5%</b>
12-Month Avg	158	148	+ 6.8%

## Historical New Listings by Month



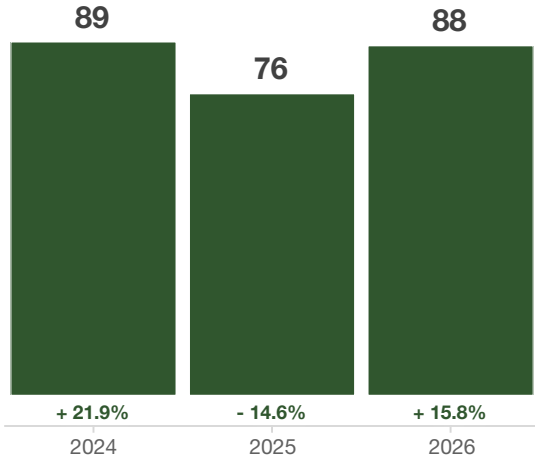
# Pending Sales

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

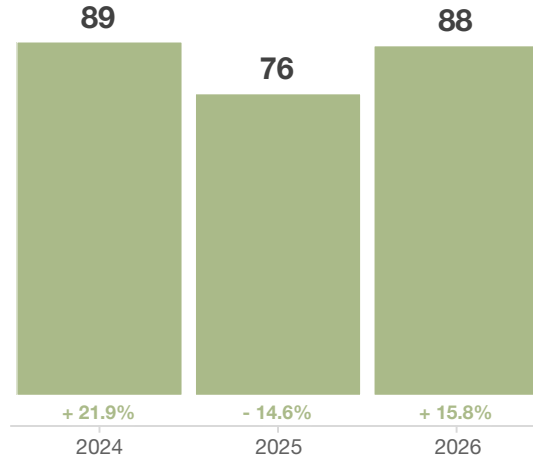


Adirondack-Champlain Valley  
MULTIPLE LISTING SERVICE

## January

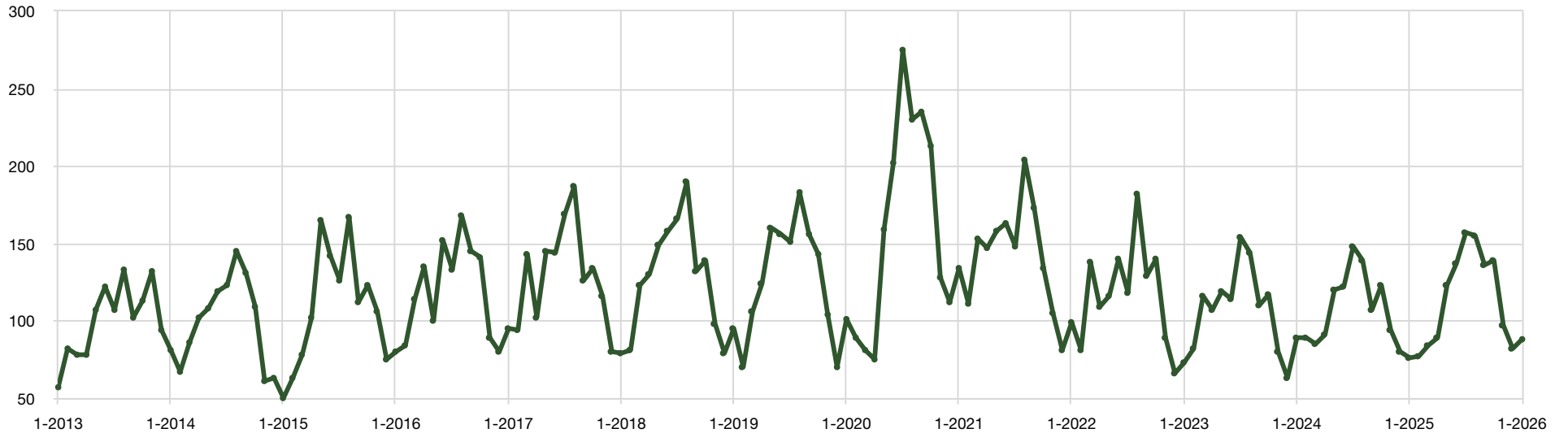


## Year to Date



	Pending Sales	Prior Year	Percent Change
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	136	107	+ 27.1%
October 2025	139	123	+ 13.0%
November 2025	97	94	+ 3.2%
December 2025	82	80	+ 2.5%
<b>January 2026</b>	<b>88</b>	<b>76</b>	<b>+ 15.8%</b>
12-Month Avg	114	106	+ 7.5%

## Historical Pending Sales by Month



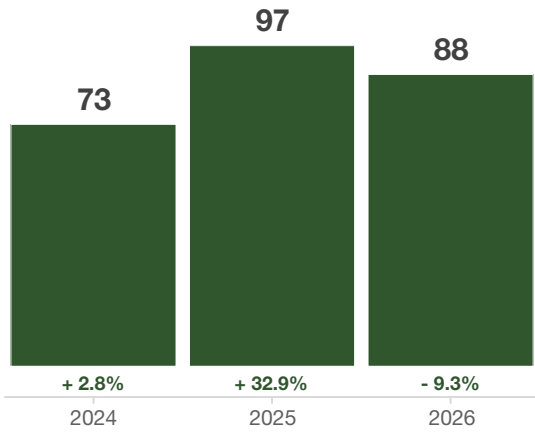
# Closed Sales

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

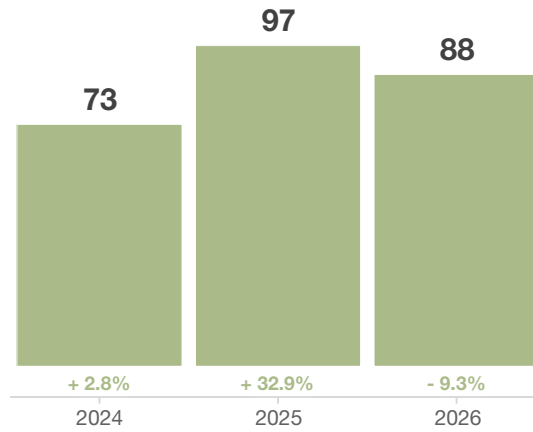


Adirondack-Champlain Valley  
MULTIPLE LISTING SERVICE

## January

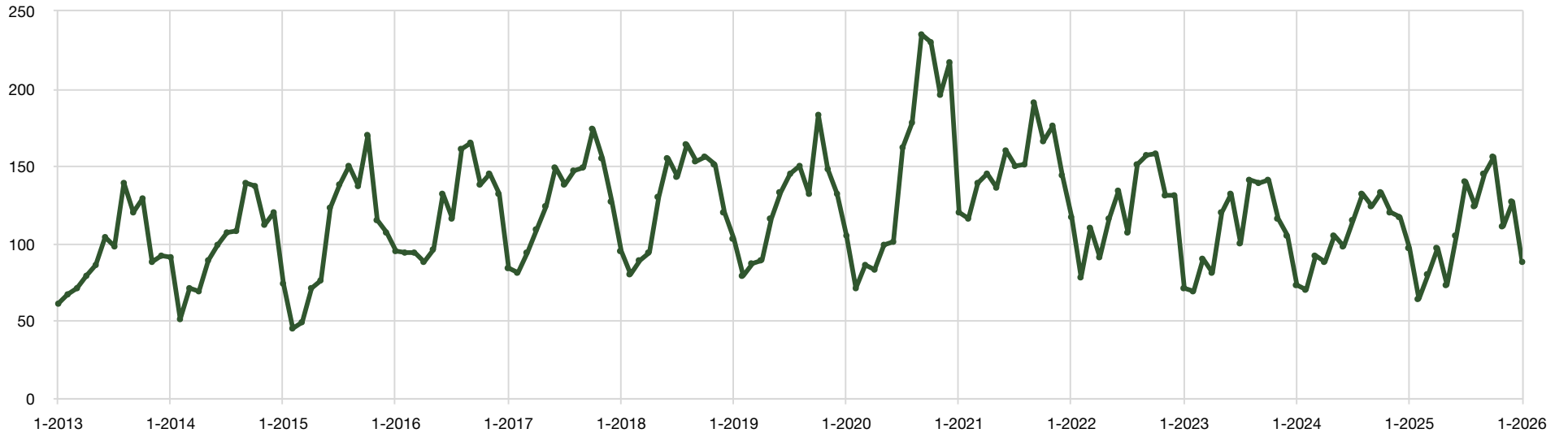


## Year to Date



	Closed Sales	Prior Year	Percent Change
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	124	132	- 6.1%
September 2025	145	124	+ 16.9%
October 2025	156	133	+ 17.3%
November 2025	111	120	- 7.5%
December 2025	127	117	+ 8.5%
<b>January 2026</b>	<b>88</b>	<b>97</b>	<b>- 9.3%</b>
12-Month Avg	109	108	+ 0.9%

## Historical Closed Sales by Month



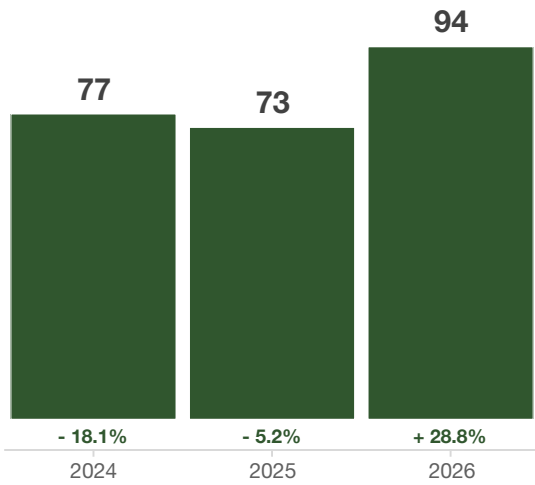
# Days on Market Until Sale

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

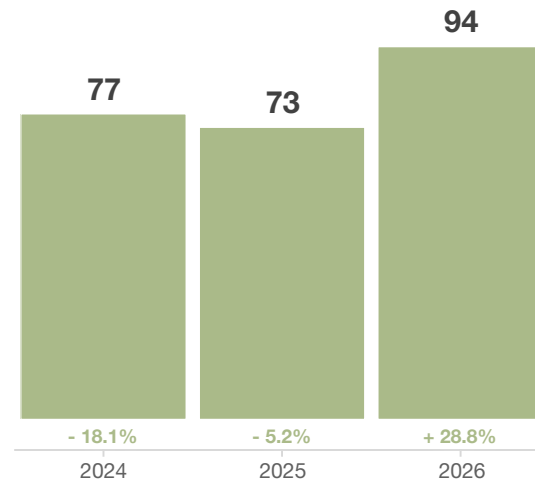


Adirondack-Champlain Valley  
MULTIPLE LISTING SERVICE

## January



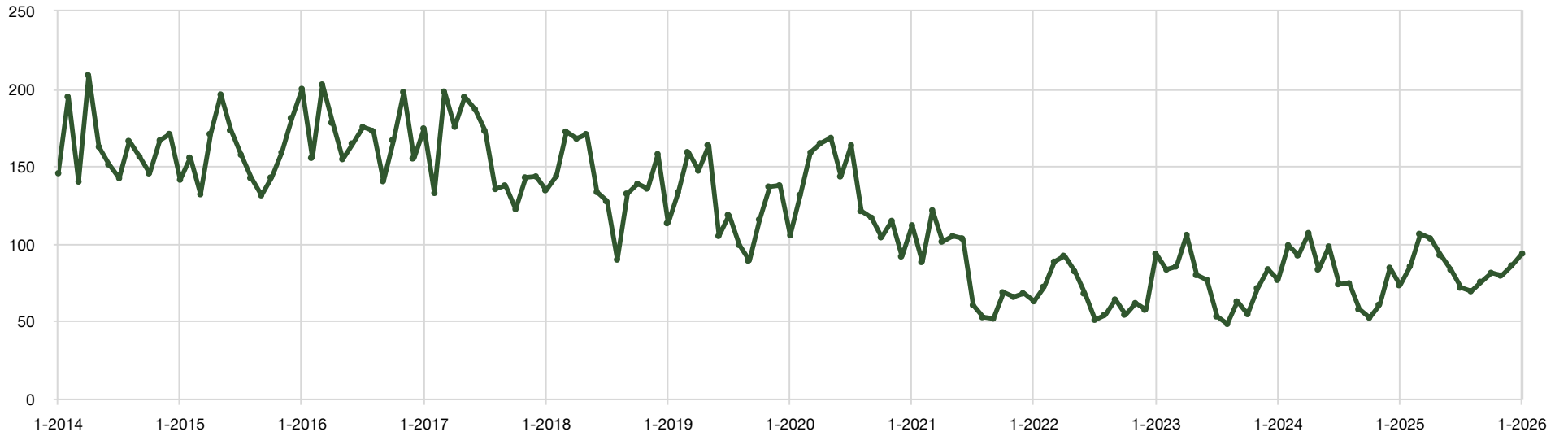
## Year to Date



Days on Market	Prior Year	Percent Change	
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	79	61	+29.5%
December 2025	86	84	+2.4%
<b>January 2026</b>	<b>94</b>	<b>73</b>	<b>+28.8%</b>
12-Month Avg*	84	77	+8.3%

\* Days on Market for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



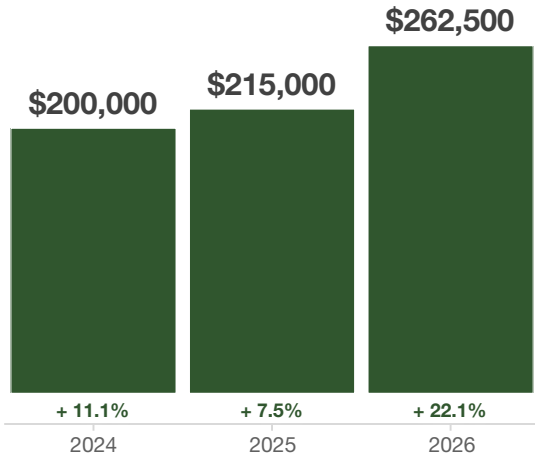
# Median Sales Price

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

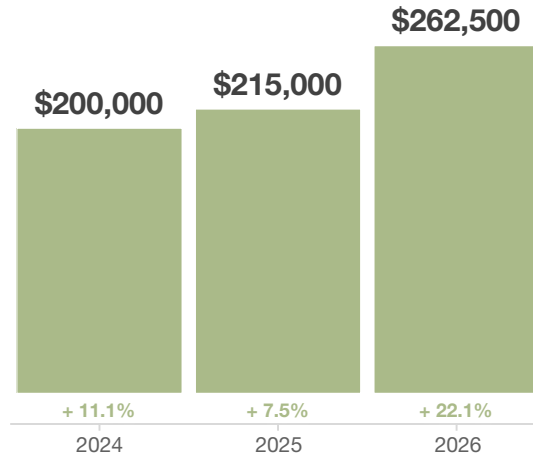


Adirondack-Champlain Valley  
MULTIPLE LISTING SERVICE

## January



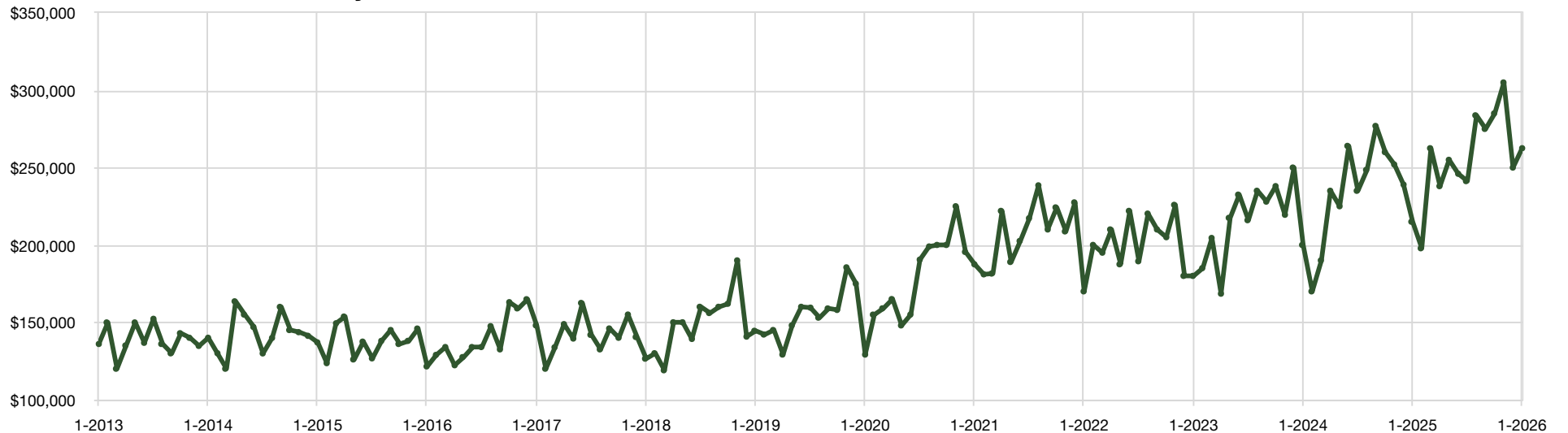
## Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$283,750	\$248,500	+ 14.2%
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%
<b>January 2026</b>	<b>\$262,500</b>	<b>\$215,000</b>	<b>+ 22.1%</b>
12-Month Avg*	\$258,000	\$241,000	+ 7.1%

\* Median Sales Price for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



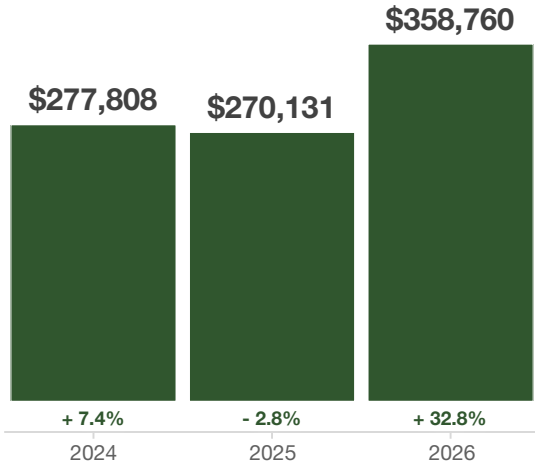
# Average Sales Price

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

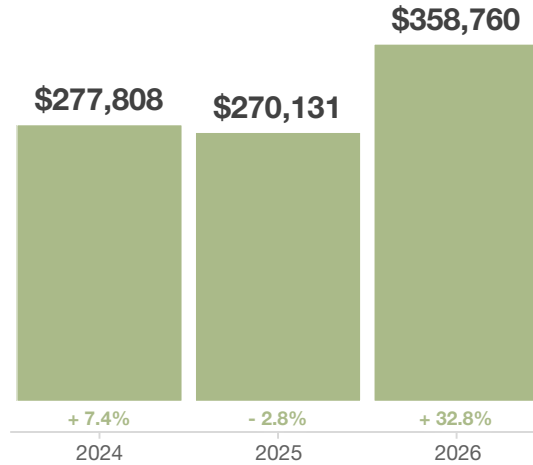


Adirondack-Champlain Valley  
MULTIPLE LISTING SERVICE

## January



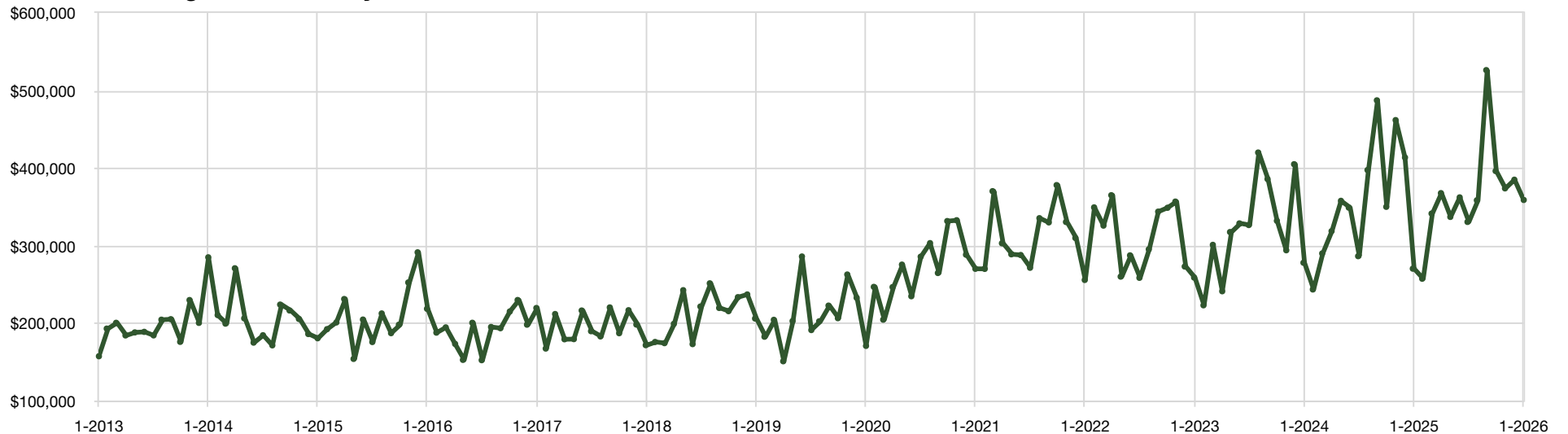
## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$358,274	\$397,309	- 9.8%
September 2025	\$526,148	\$487,180	+ 8.0%
October 2025	\$396,048	\$349,885	+ 13.2%
November 2025	\$373,687	\$461,688	- 19.1%
December 2025	\$384,828	\$413,456	- 6.9%
<b>January 2026</b>	<b>\$358,760</b>	<b>\$270,131</b>	<b>+ 32.8%</b>
12-Month Avg*	\$376,110	\$360,689	+ 4.3%

\* Avg. Sales Price for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



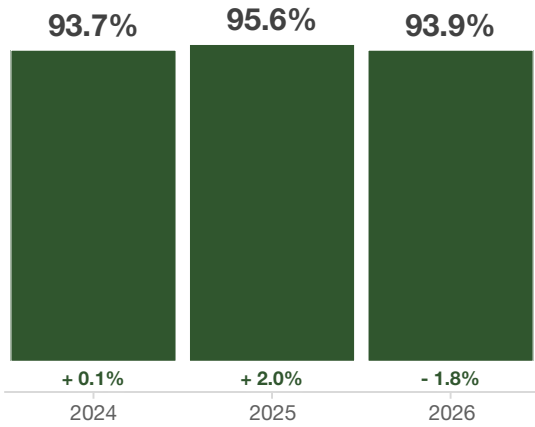
# Percent of List Price Received

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.

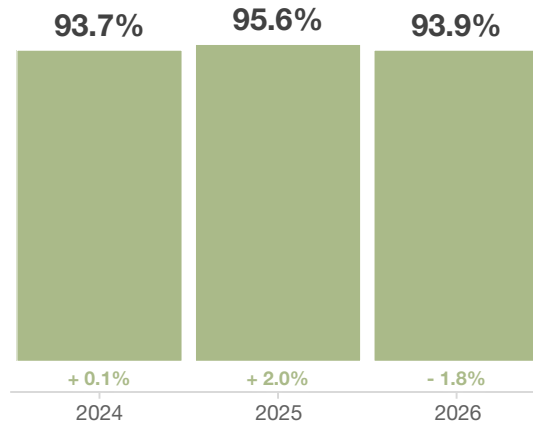


Adirondack-Champlain Valley  
MULTIPLE LISTING SERVICE

## January



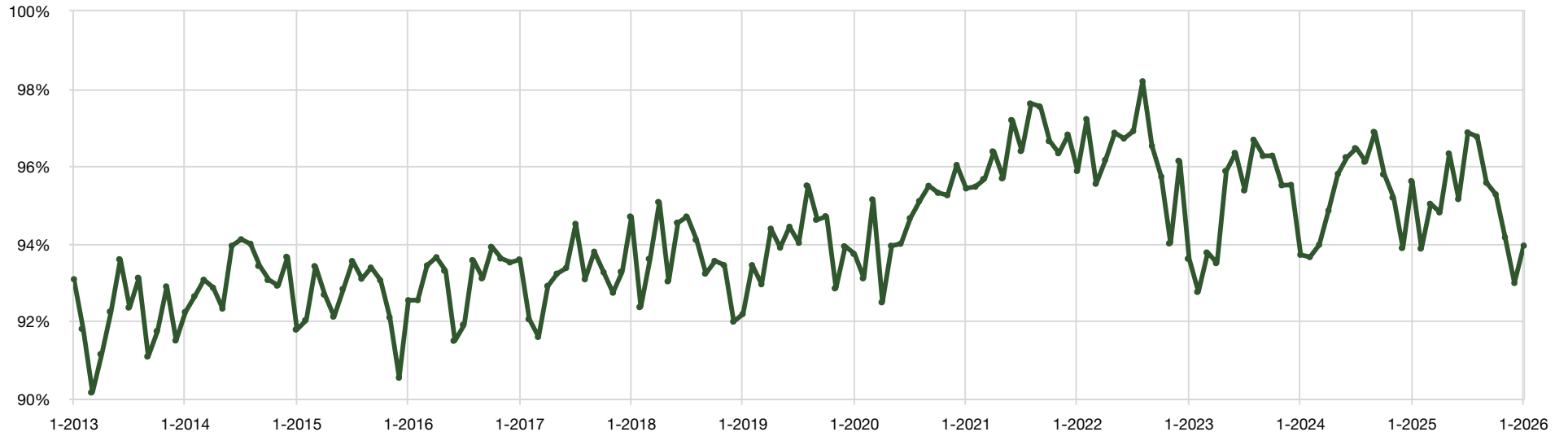
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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	96.8%	96.1%	+ 0.7%
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%
<b>January 2026</b>	<b>93.9%</b>	<b>95.6%</b>	<b>- 1.8%</b>
12-Month Avg*	95.1%	95.5%	- 0.3%

\* Pct. of List Price Received for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

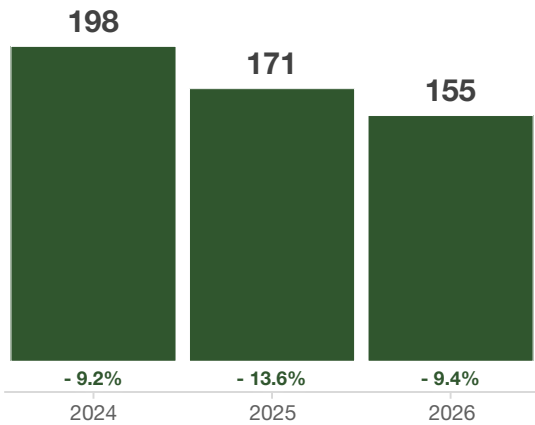


# Housing Affordability Index

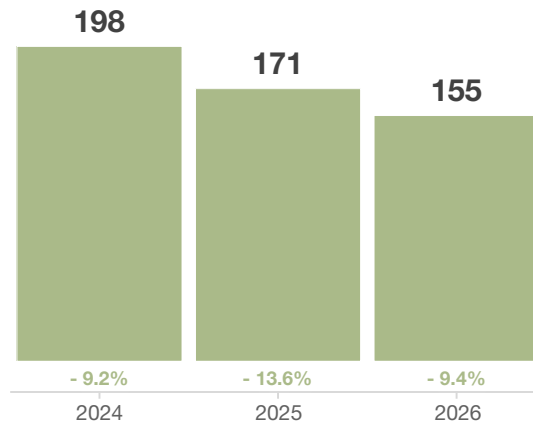
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## January

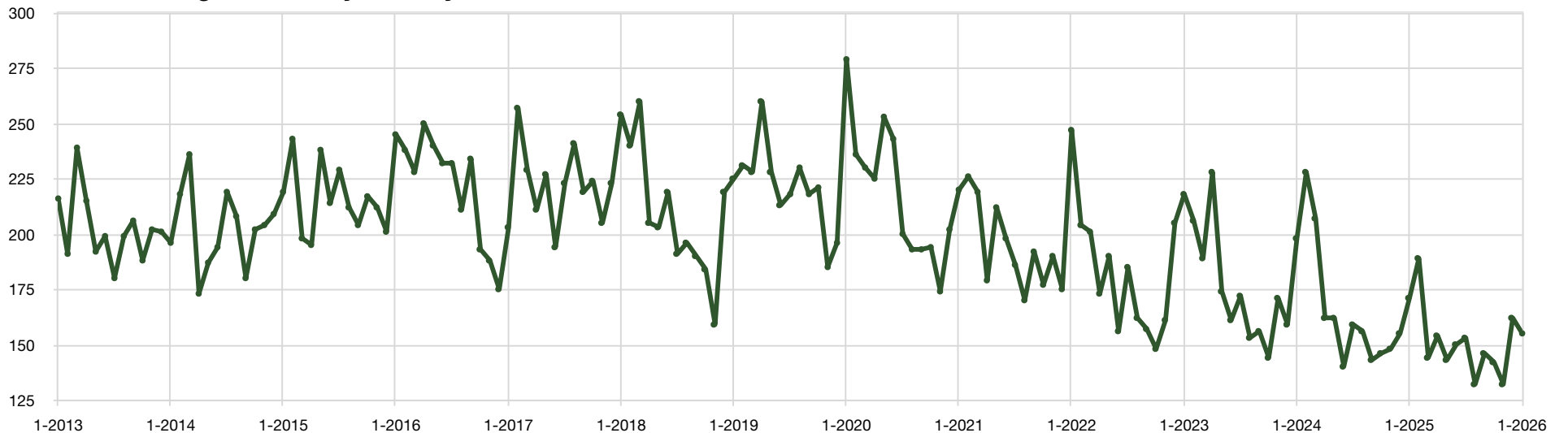


## Year to Date



	Affordability Index	Prior Year	Percent Change
February 2025	189	228	- 17.1%
March 2025	144	207	- 30.4%
April 2025	154	162	- 4.9%
May 2025	143	162	- 11.7%
June 2025	150	140	+ 7.1%
July 2025	153	159	- 3.8%
August 2025	132	156	- 15.4%
September 2025	146	143	+ 2.1%
October 2025	142	146	- 2.7%
November 2025	132	148	- 10.8%
December 2025	162	155	+ 4.5%
<b>January 2026</b>	<b>155</b>	<b>171</b>	<b>- 9.4%</b>
12-Month Avg	150	165	- 9.1%

## Historical Housing Affordability Index by Month



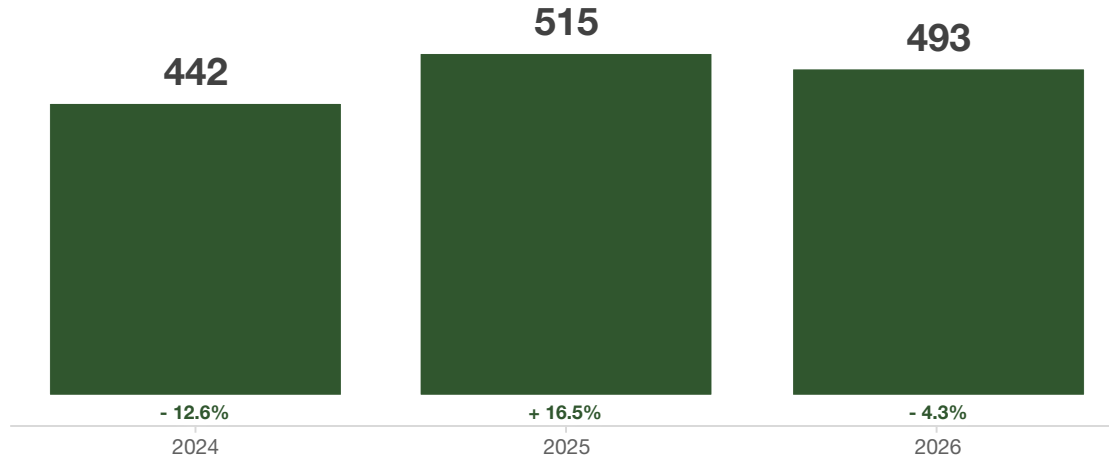
# Inventory of Homes for Sale

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



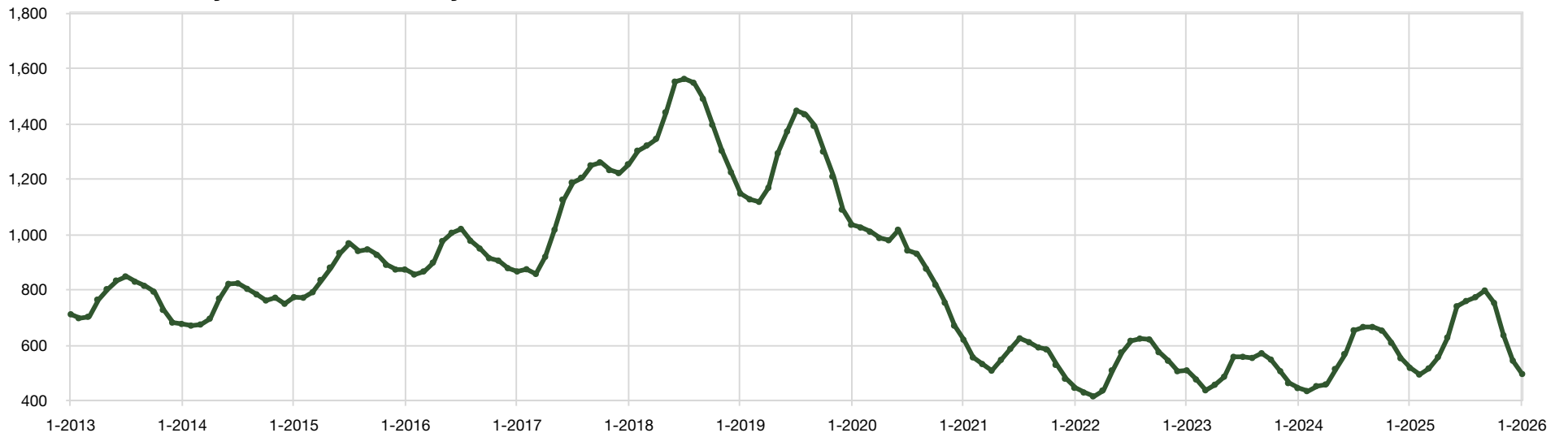
Adirondack-Champlain Valley  
MULTIPLE LISTING SERVICE

## January



	Homes for Sale	Prior Year	Percent Change
February 2025	491	431	+ 13.9%
March 2025	513	449	+ 14.3%
April 2025	554	455	+ 21.8%
May 2025	625	511	+ 22.3%
June 2025	738	565	+ 30.6%
July 2025	757	651	+ 16.3%
August 2025	771	663	+ 16.3%
September 2025	795	663	+ 19.9%
October 2025	750	650	+ 15.4%
November 2025	633	606	+ 4.5%
December 2025	541	550	- 1.6%
<b>January 2026</b>	<b>493</b>	<b>515</b>	<b>- 4.3%</b>
12-Month Avg	638	559	+ 14.1%

## Historical Inventory of Homes for Sale by Month



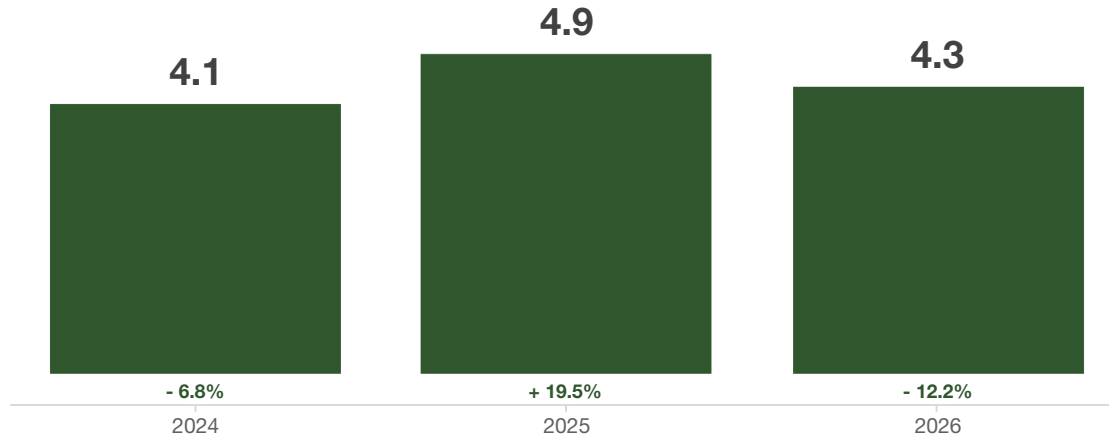
# Months Supply of Inventory

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.



Adirondack-Champlain Valley  
MULTIPLE LISTING SERVICE

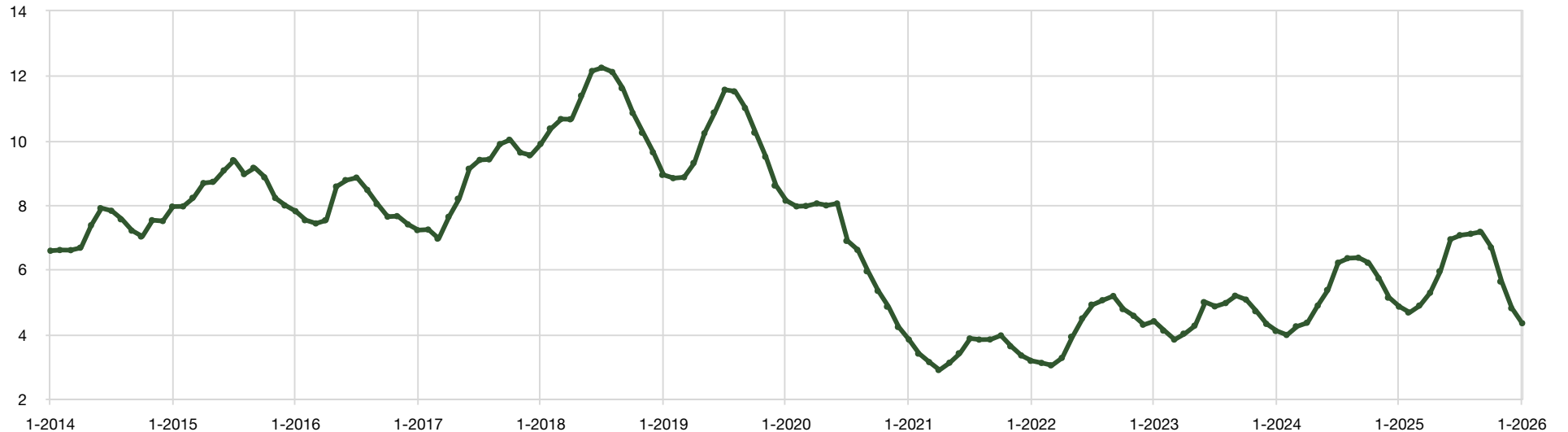
## January



	Months Supply	Prior Year	Percent Change
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	7.1	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	4.8	5.1	- 5.9%
<b>January 2026</b>	<b>4.3</b>	<b>4.9</b>	<b>- 12.2%</b>
12-Month Avg*	5.9	5.3	+ 10.8%

\* Months Supply for all properties from February 2025 through January 2026. 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		
	1-2025	1-2026	+ / -	1-2025	1-2026	+ / -	1-2025	1-2026	+ / -	1-2025	1-2026	+ / -	1-2025	1-2026	+ / -
<b>Clinton</b>	35	30	- 14.3%	44	39	- 11.4%	\$247,450	\$220,000	- 11.1%	126	132	+ 4.8%	2.9	2.8	- 3.4%
<b>Essex</b>	14	18	+ 28.6%	22	19	- 13.6%	\$297,500	\$465,000	+ 56.3%	156	156	0.0%	6.0	6.1	+ 1.7%
<b>Franklin</b>	23	18	- 21.7%	23	21	- 8.7%	\$135,000	\$158,500	+ 17.4%	149	133	- 10.7%	6.2	5.0	- 19.4%
<b>Fulton</b>	0	0	0.0%	0	0	0.0%	—	—	—	0	0	0.0%	—	—	—
<b>Hamilton</b>	3	2	- 33.3%	1	4	+ 300.0%	\$190,000	\$412,500	+ 117.1%	23	11	- 52.2%	6.7	2.2	- 67.2%
<b>Herkimer</b>	0	2	—	3	1	- 66.7%	\$825,000	\$745,000	- 9.7%	13	7	- 46.2%	4.3	3.1	- 27.9%
<b>Lewis</b>	0	0	0.0%	0	0	0.0%	—	—	—	2	1	- 50.0%	—	1.0	—
<b>Oneida</b>	0	0	0.0%	0	0	0.0%	—	—	—	2	2	0.0%	1.3	2.0	+ 53.8%
<b>Saratoga</b>	7	5	- 28.6%	1	1	0.0%	\$705,000	\$480,000	- 31.9%	22	17	- 22.7%	11.7	4.5	- 61.5%
<b>St Lawrence</b>	2	2	0.0%	2	1	- 50.0%	\$160,000	\$175,000	+ 9.4%	14	14	0.0%	5.5	6.5	+ 18.2%
<b>Warren</b>	1	2	+ 100.0%	1	1	0.0%	\$215,000	\$330,000	+ 53.5%	5	11	+ 120.0%	2.3	4.2	+ 82.6%
<b>Washington</b>	1	4	+ 300.0%	0	1	—	—	\$287,000	—	3	8	+ 166.7%	3.0	5.7	+ 90.0%
<b>Other</b>	0	0	0.0%	0	0	0.0%	—	—	—	0	0	0.0%	—	—	—