Monthly Indicators

Adirondack-Champlain Valley
MULTIPLE LISTING SERVICE

March 2026

U.S. existing-home sales unexpectedly rose 1.7% month-over-month to a seasonally adjusted annual rate of 4.09 million, as lower mortgage rates helped boost buyer activity, according to the National Association of REALTORS® (NAR). Monthly sales increased in the Midwest, South, and West but decreased in the Northeast. Sales increased year-over-year in the South, but fell in the Northeast, Midwest, and West.

New Listings decreased 14.1 percent to 116. Pending Sales increased 19.0 percent to 100. Inventory decreased 8.4 percent to 470.

Median Sales Price decreased 10.5 percent from $262,500 to $234,950. Days on Market increased 7.5 percent to 114. Months Supply of Inventory decreased 16.3 percent to 4.1.

Data from NAR show that inventory continued to grow nationwide, ticking up 2.4% month-over-month and 4.9% year-over-year to 1.29 million units heading into March, representing a 3.8-month supply at the current sales pace. Meanwhile, home prices increased for the 32nd consecutive month, climbing 0.3% year-over-year to $398,000.

Activity Snapshot

+ 12.5%	- 10.5%	- 8.4%
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.

Activity Overview

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

Adirondack-Champlain Valley
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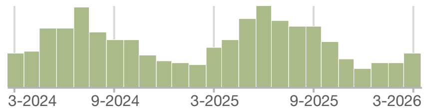
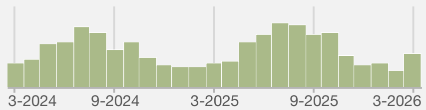
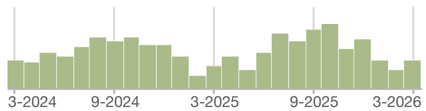
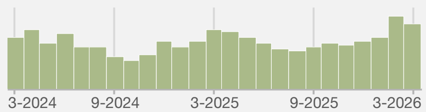
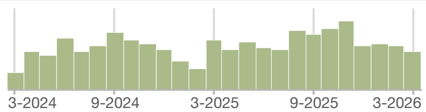
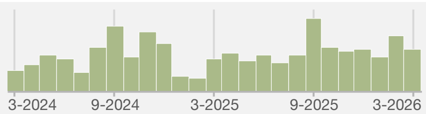
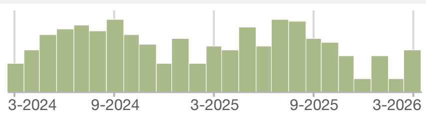
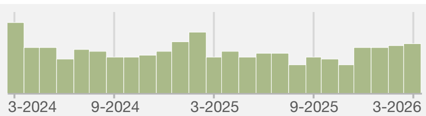
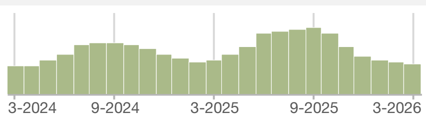
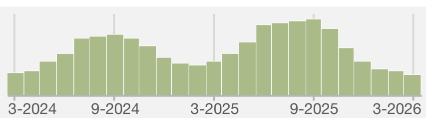
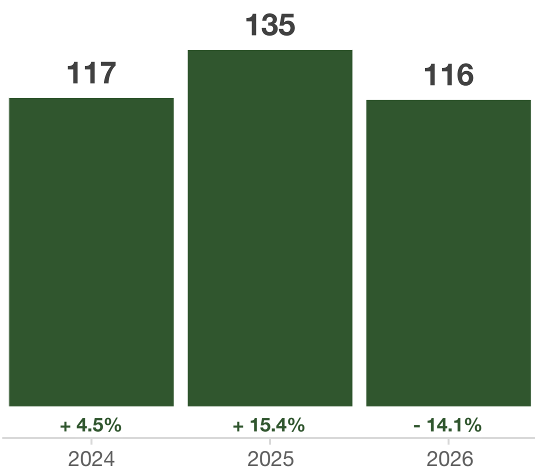
Key Metrics	Historical Sparkbars	3-2025	3-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		135	**116**	- 14.1%	299	**283**	- 5.4%
Pending Sales		84	**100**	+ 19.0%	237	**256**	+ 8.0%
Closed Sales		80	**90**	+ 12.5%	241	**255**	+ 5.8%
Days on Market Until Sale		106	**114**	+ 7.5%	87	**110**	+ 26.4%
Median Sales Price		$262,500	**$234,950**	- 10.5%	$220,000	**$245,000**	+ 11.4%
Average Sales Price		$341,192	**$388,555**	+ 13.9%	$290,278	**$392,675**	+ 35.3%
Percent of List Price Received		95.0%	**94.8%**	- 0.2%	95.0%	**94.2%**	- 0.8%
Housing Affordability Index		144	**169**	+ 17.4%	171	**162**	- 5.3%
Inventory of Homes for Sale		513	**470**	- 8.4%	—	**—**	—
Months Supply of Inventory		4.9	**4.1**	- 16.3%	—	**—**	—

New Listings

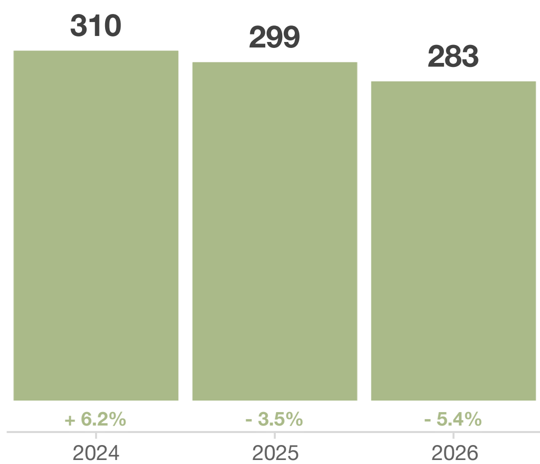
A count of the properties that have been newly listed on the market in a given month.

Adirondack-Champlain Valley
MULTIPLE LISTING SERVICE

March

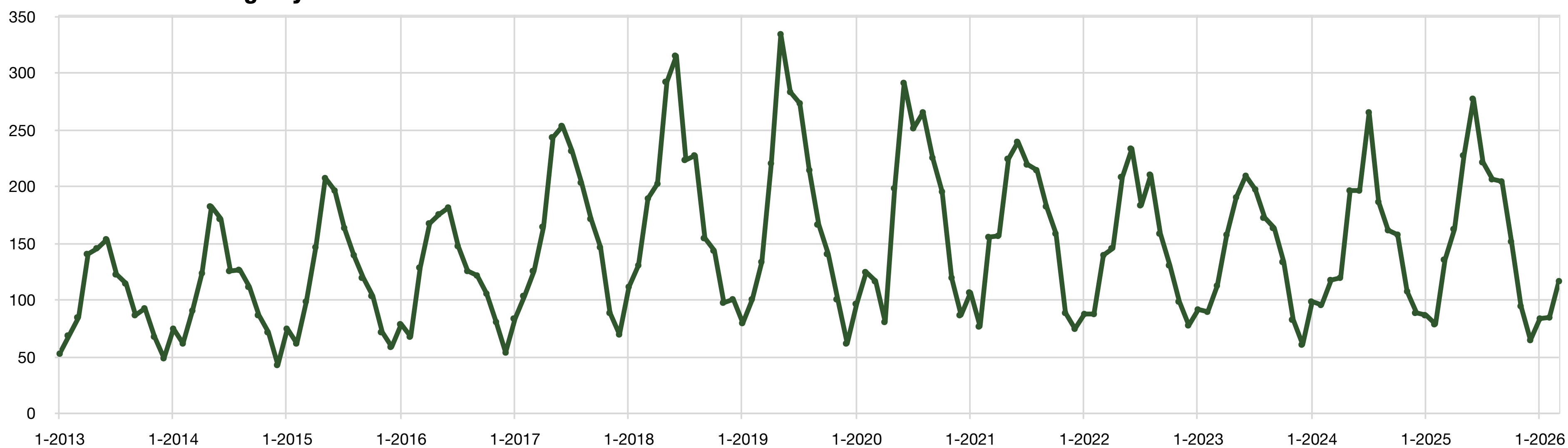


Year to Date



New Listings		Prior Year	Percent Change
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	64	88	- 27.3%
January 2026	83	86	- 3.5%
February 2026	84	78	+ 7.7%
March 2026	**116**	**135**	**- 14.1%**
12-Month Avg	157	148	+ 6.1%

Historical New Listings by Month

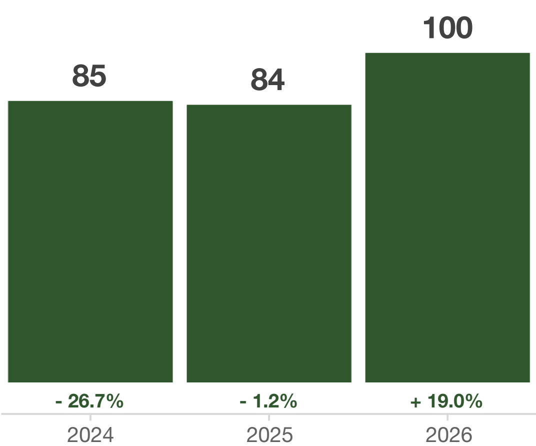


Pending Sales

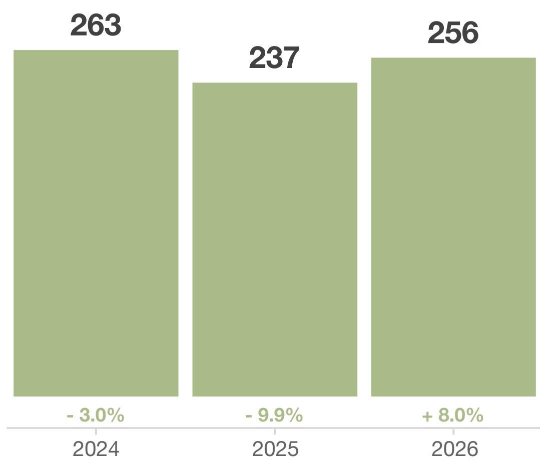
A count of the properties on which offers have been accepted in a given month.

Adirondack-Champlain Valley
MULTIPLE LISTING SERVICE

March

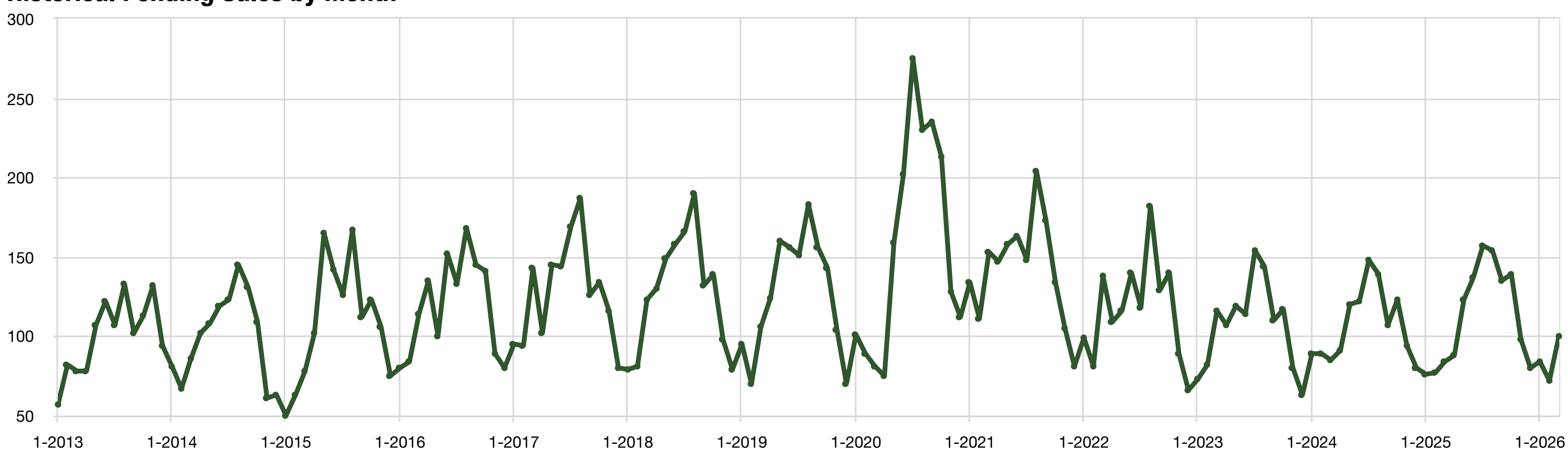


Year to Date



Pending Sales		Prior Year	Percent Change
April 2025	88	91	- 3.3%
May 2025	123	120	+ 2.5%
June 2025	137	122	+ 12.3%
July 2025	157	148	+ 6.1%
August 2025	154	139	+ 10.8%
September 2025	135	107	+ 26.2%
October 2025	139	123	+ 13.0%
November 2025	98	94	+ 4.3%
December 2025	80	80	0.0%
January 2026	84	76	+ 10.5%
February 2026	72	77	- 6.5%
March 2026	**100**	**84**	**+ 19.0%**
12-Month Avg	114	105	+ 8.6%

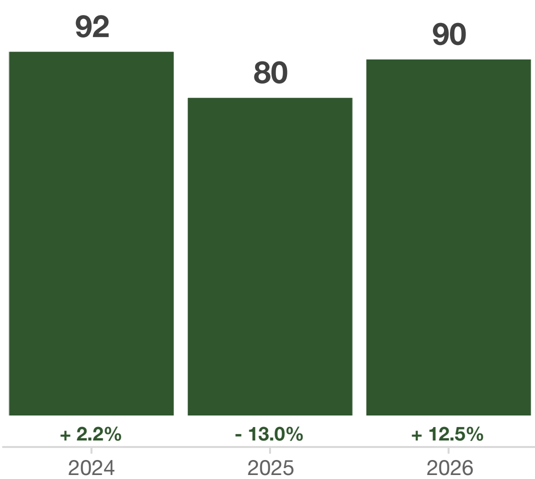
Historical Pending Sales by Month



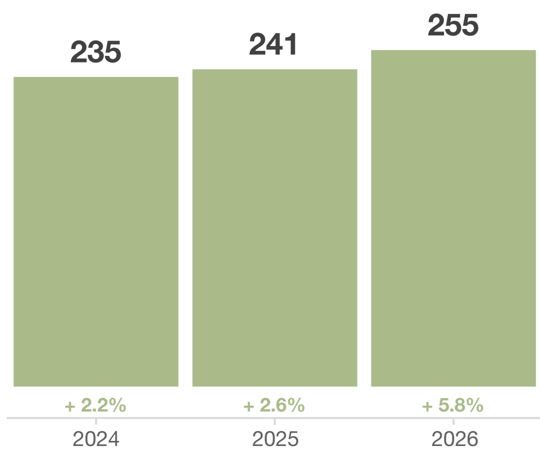
Closed Sales

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

March

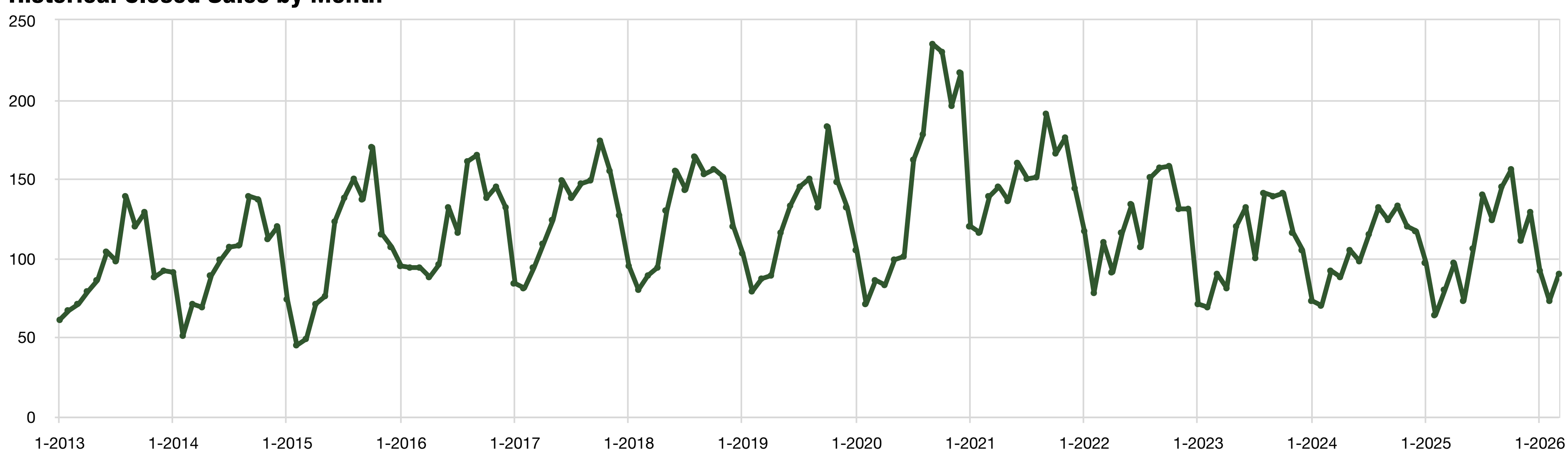


Year to Date



Closed Sales		Prior Year	Percent Change
April 2025	97	88	+ 10.2%
May 2025	73	105	- 30.5%
June 2025	106	98	+ 8.2%
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	129	117	+ 10.3%
January 2026	92	97	- 5.2%
February 2026	73	64	+ 14.1%
March 2026	**90**	**80**	**+ 12.5%**
12-Month Avg	111	106	+ 4.7%

Historical Closed Sales by Month

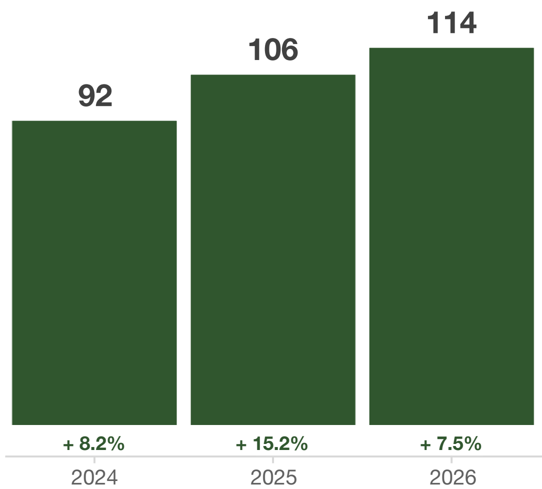


Days on Market Until Sale

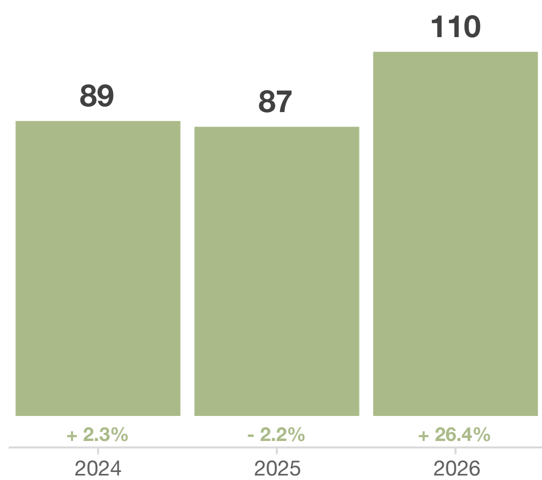
Average number of days between when a property is listed and when an offer is accepted in a given month.

Adirondack-Champlain Valley MULTIPLE LISTING SERVICE

March



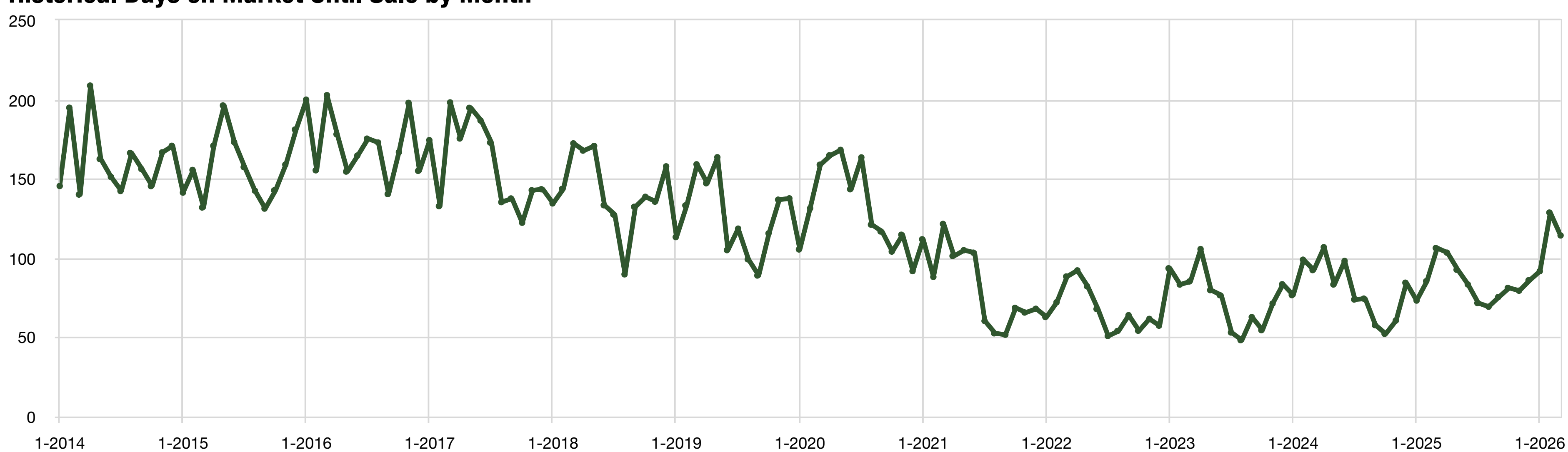
Year to Date



Days on Market		Prior Year	Percent Change
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%
January 2026	92	73	+ 26.0%
February 2026	129	85	+ 51.8%
March 2026	**114**	**106**	**+ 7.5%**
12-Month Avg*	87	77	+ 12.2%

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

Historical Days on Market Until Sale by Month

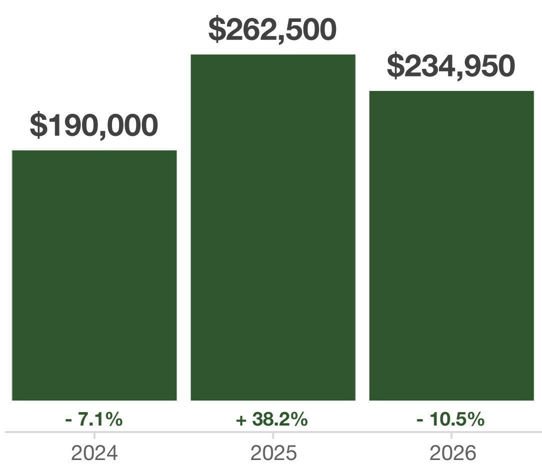


Median Sales Price

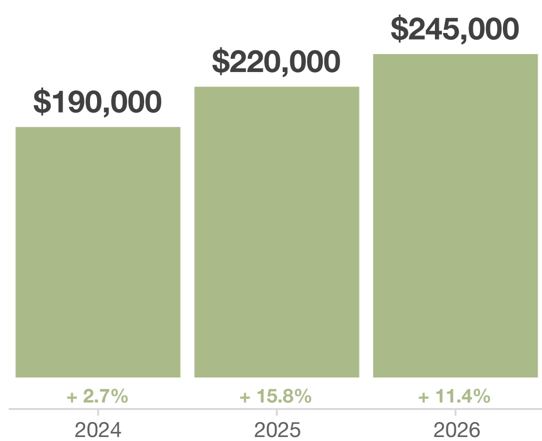
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

Adirondack-Champlain Valley
MULTIPLE LISTING SERVICE

March



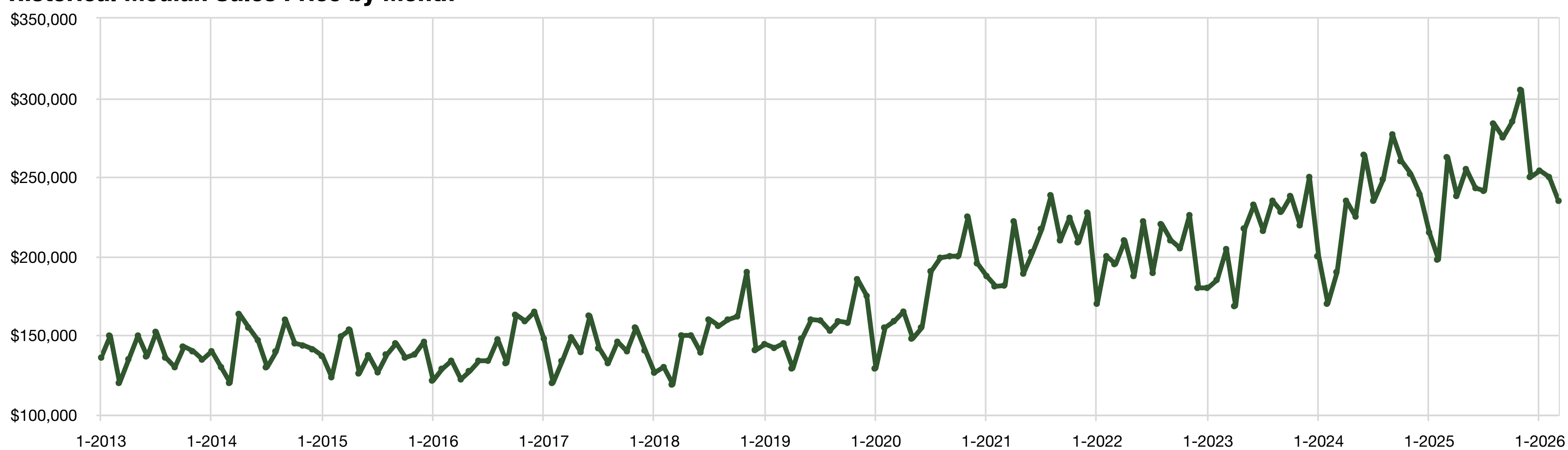
Year to Date



Median Sales Price		Prior Year	Percent Change
April 2025	$238,000	$235,000	+ 1.3%
May 2025	$255,000	$225,000	+ 13.3%
June 2025	$243,000	$264,000	- 8.0%
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%
January 2026	$254,000	$215,000	+ 18.1%
February 2026	$250,000	$197,850	+ 26.4%
March 2026	**$234,950**	**$262,500**	**- 10.5%**
12-Month Avg*	$259,000	$249,000	+ 4.0%

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

Historical Median Sales Price by Month

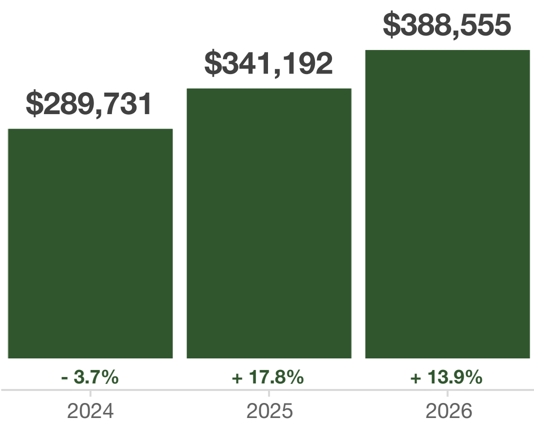


Average Sales Price

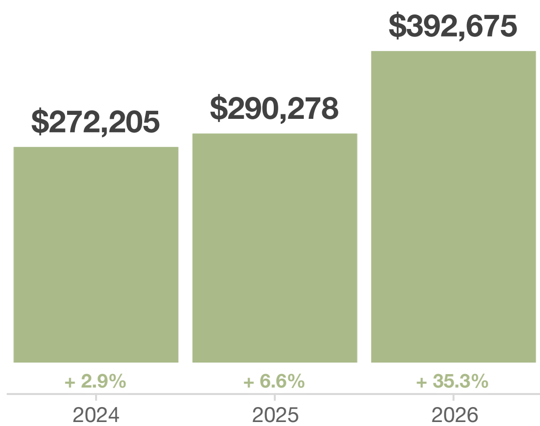
Average sales price for all closed sales, not accounting for seller concessions, in a given month.

Adirondack-Champlain Valley
MULTIPLE LISTING SERVICE

March



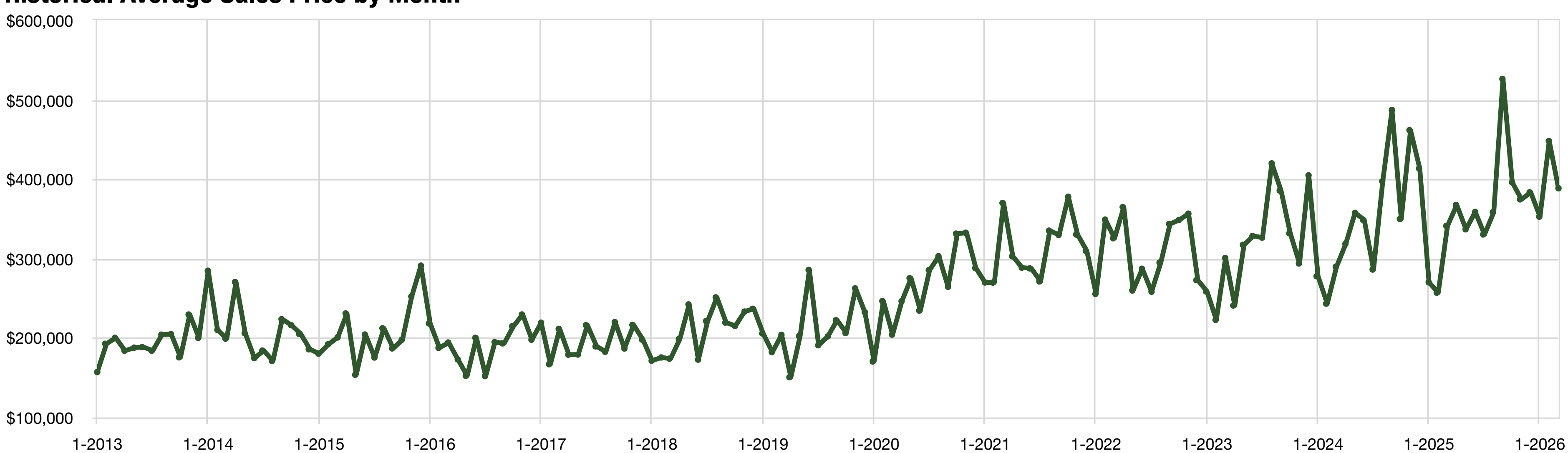
Year to Date



Avg. Sales Price		Prior Year	Percent Change
April 2025	$367,507	$318,495	+ 15.4%
May 2025	$336,887	$357,584	- 5.8%
June 2025	$358,755	$348,854	+ 2.8%
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	$374,588	$461,688	- 18.9%
December 2025	$383,453	$413,456	- 7.3%
January 2026	$352,796	$270,131	+ 30.6%
February 2026	$448,012	$257,169	+ 74.2%
March 2026	**$388,555**	**$341,192**	**+ 13.9%**
12-Month Avg*	$387,900	$365,849	+ 6.0%

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

Historical Average Sales Price by Month

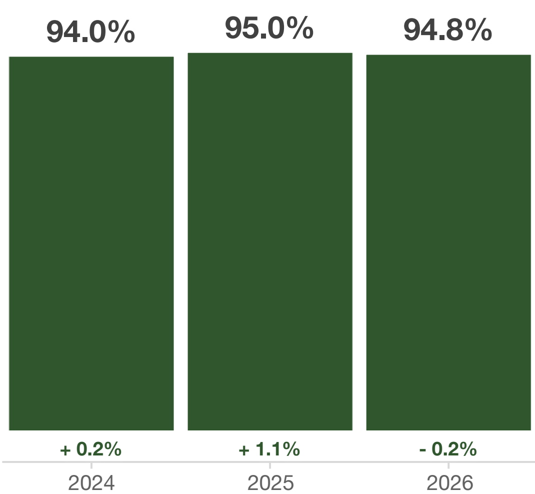


Percent of List Price Received

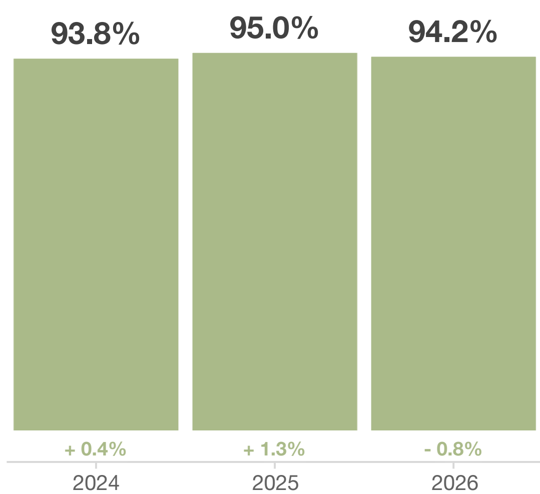
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

Adirondack-Champlain Valley
MULTIPLE LISTING SERVICE

March



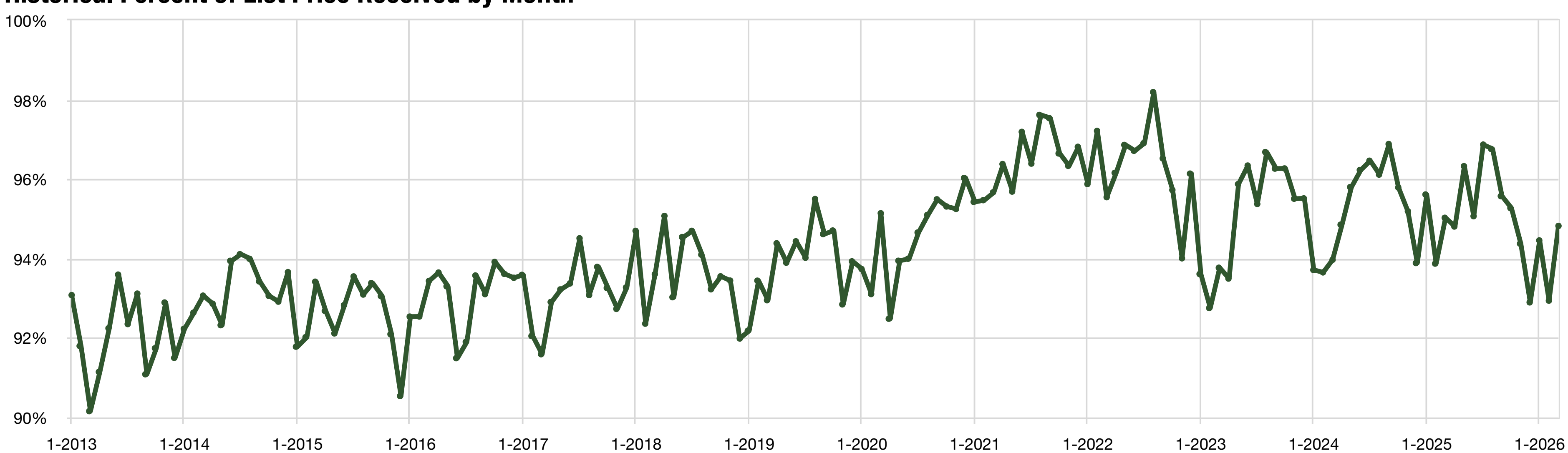
Year to Date



Pct. of List Price Received		Prior Year	Percent Change
April 2025	94.8%	94.9%	- 0.1%
May 2025	96.3%	95.8%	+ 0.5%
June 2025	95.1%	96.2%	- 1.1%
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	94.4%	95.2%	- 0.8%
December 2025	92.9%	93.9%	- 1.1%
January 2026	94.5%	95.6%	- 1.2%
February 2026	92.9%	93.9%	- 1.1%
March 2026	**94.8%**	**95.0%**	**- 0.2%**
12-Month Avg*	95.1%	95.6%	- 0.5%

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

Historical Percent of List Price Received by Month

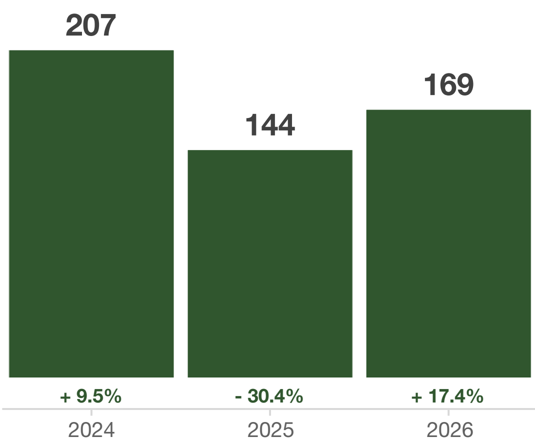


Housing Affordability Index

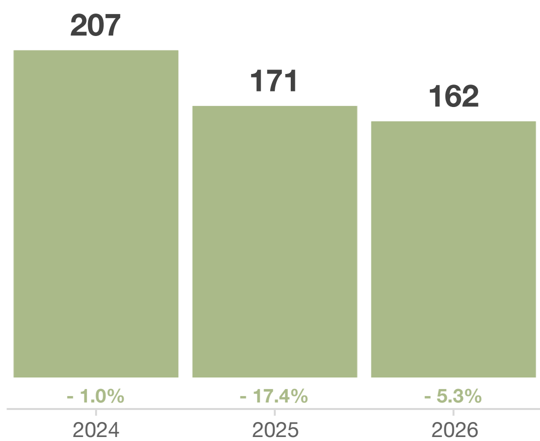
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

Adirondack-Champlain Valley
MULTIPLE LISTING SERVICE

March

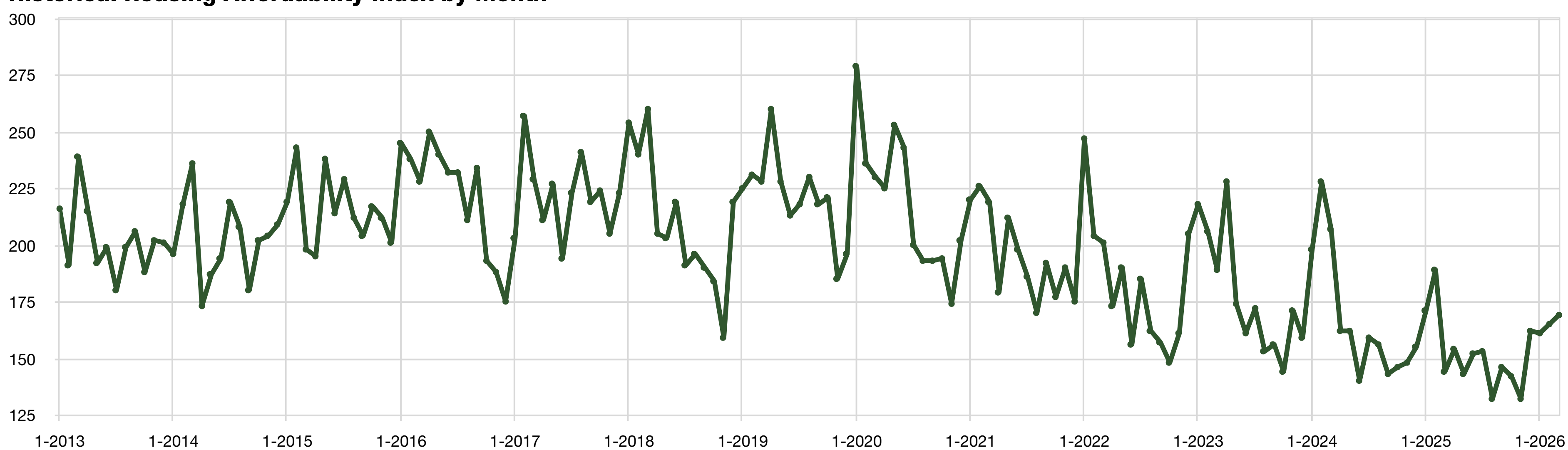


Year to Date



Affordability Index		Prior Year	Percent Change
April 2025	154	162	- 4.9%
May 2025	143	162	- 11.7%
June 2025	152	140	+ 8.6%
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%
January 2026	161	171	- 5.8%
February 2026	165	189	- 12.7%
March 2026	**169**	**144**	**+ 17.4%**
12-Month Avg	151	156	- 3.2%

Historical Housing Affordability Index by Month

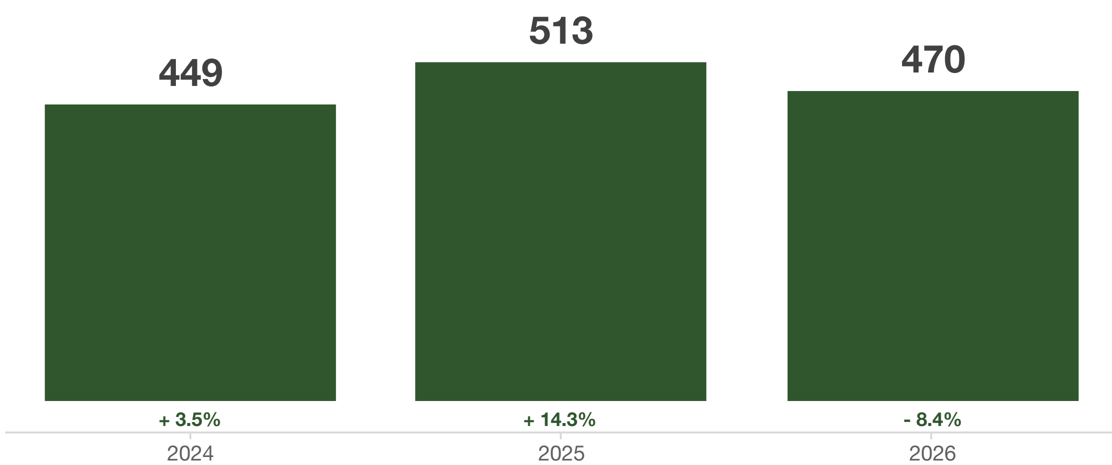


Inventory of Homes for Sale

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

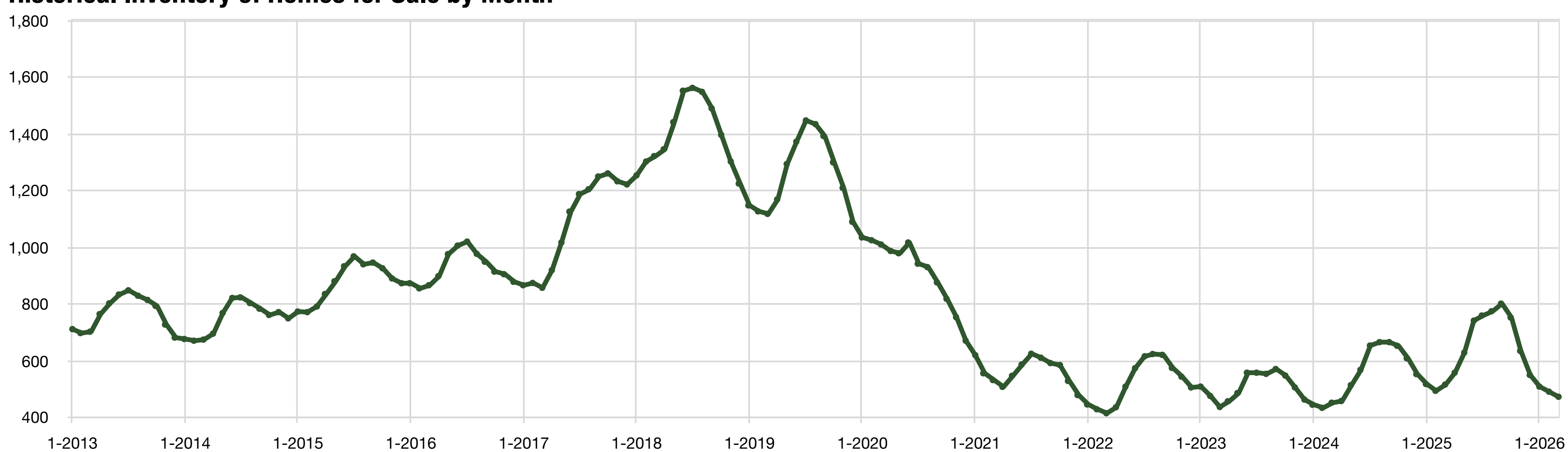
Adirondack-Champlain Valley
MULTIPLE LISTING SERVICE

March



Homes for Sale		Prior Year	Percent Change
April 2025	555	455	+ 22.0%
May 2025	626	511	+ 22.5%
June 2025	739	565	+ 30.8%
July 2025	757	651	+ 16.3%
August 2025	772	663	+ 16.4%
September 2025	799	663	+ 20.5%
October 2025	750	650	+ 15.4%
November 2025	632	606	+ 4.3%
December 2025	547	550	- 0.5%
January 2026	506	515	- 1.7%
February 2026	488	491	- 0.6%
March 2026	**470**	**513**	**- 8.4%**
12-Month Avg	637	569	+ 12.0%

Historical Inventory of Homes for Sale by Month

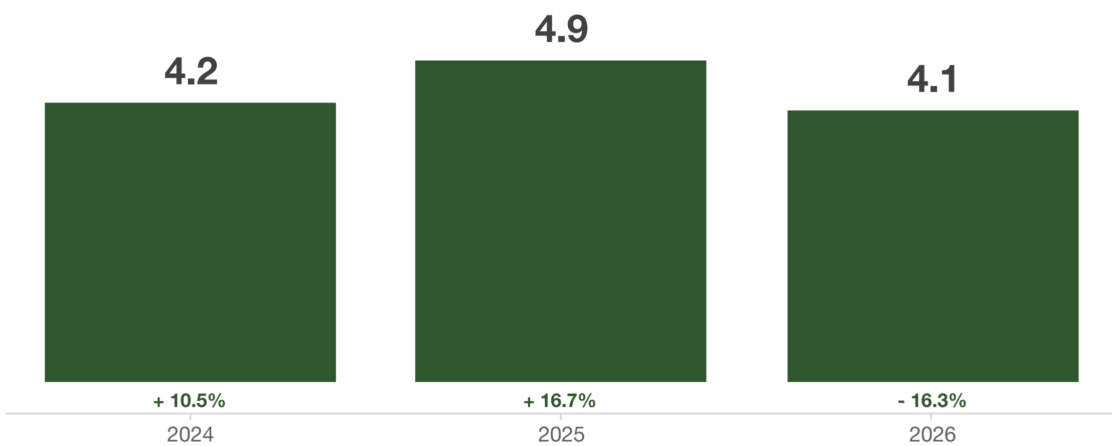


Months Supply of Inventory

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

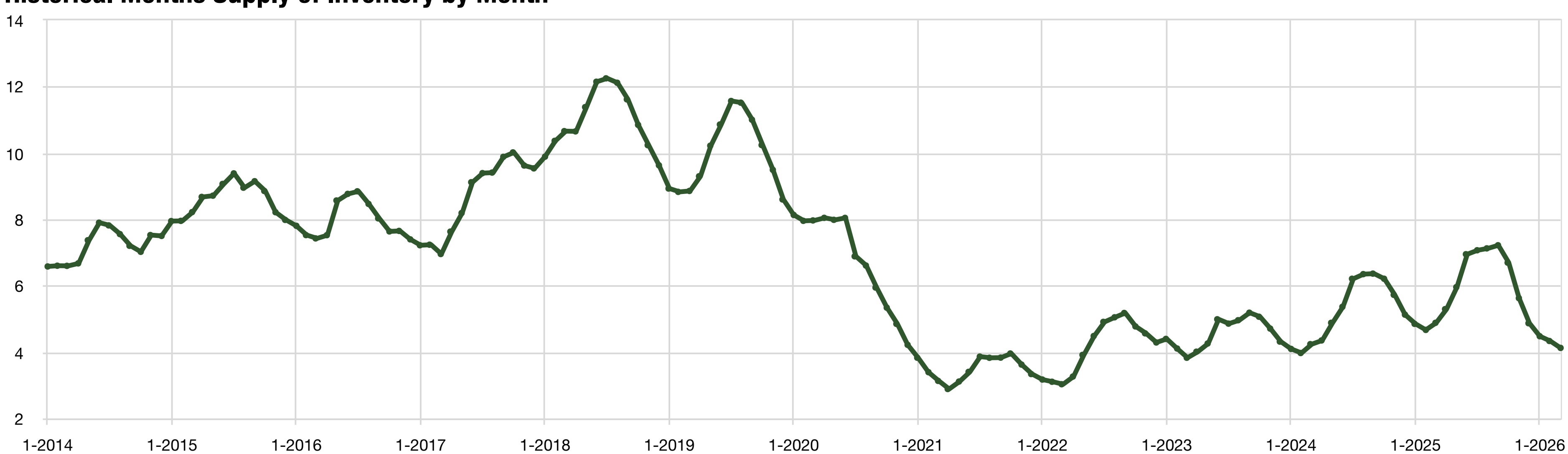
March



Months Supply		Prior Year	Percent Change
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	4.9	5.1	- 3.9%
January 2026	4.5	4.9	- 8.2%
February 2026	4.3	4.7	- 8.5%
March 2026	**4.1**	**4.9**	**- 16.3%**
12-Month Avg*	5.8	5.4	+ 7.3%

* Months Supply for all properties from April 2025 through March 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.

Adirondack-Champlain Valley
MULTIPLE LISTING SERVICE

	New Listings			Closed Sales			Median Sales Price			Homes for Sale			Months Supply		
	3-2025	3-2026	+ / –	3-2025	3-2026	+ / –	3-2025	3-2026	+ / –	3-2025	3-2026	+ / –	3-2025	3-2026	+ / –
Clinton	53	50	**- 5.7%**	32	32	**0.0%**	$245,000	$189,250	**- 22.8%**	127	124	**- 2.4%**	3.0	2.6	**- 13.3%**
Essex	36	20	**- 44.4%**	25	22	**- 12.0%**	$345,000	$405,000	**+ 17.4%**	161	152	**- 5.6%**	6.2	6.1	**- 1.6%**
Franklin	33	28	**- 15.2%**	18	22	**+ 22.2%**	$124,977	$153,175	**+ 22.6%**	151	132	**- 12.6%**	6.4	5.0	**- 21.9%**
Fulton	0	0	**0.0%**	0	0	**0.0%**	—	—	**—**	0	0	**0.0%**	—	—	**—**
Hamilton	2	4	**+ 100.0%**	0	8	**—**	—	$250,000	**—**	20	12	**- 40.0%**	5.9	2.3	**- 61.0%**
Herkimer	1	1	**0.0%**	2	1	**- 50.0%**	$277,500	$540,000	**+ 94.6%**	9	5	**- 44.4%**	3.0	2.5	**- 16.7%**
Lewis	0	0	**0.0%**	0	0	**0.0%**	—	—	**—**	1	2	**+ 100.0%**	—	2.0	**—**
Oneida	1	0	**- 100.0%**	1	1	**0.0%**	$895,000	$48,000	**- 94.6%**	2	2	**0.0%**	1.3	2.0	**+ 53.8%**
Saratoga	3	10	**+ 233.3%**	0	1	**—**	—	$550,000	**—**	18	18	**0.0%**	9.5	4.4	**- 53.7%**
St Lawrence	3	2	**- 33.3%**	0	0	**0.0%**	—	—	**—**	18	10	**- 44.4%**	6.9	4.2	**- 39.1%**
Warren	1	1	**0.0%**	1	2	**+ 100.0%**	$255,000	$395,500	**+ 55.1%**	3	7	**+ 133.3%**	1.6	2.3	**+ 43.8%**
Washington	2	0	**- 100.0%**	1	1	**0.0%**	$22,000	$550,000	**+ 2,400.0%**	2	6	**+ 200.0%**	1.4	6.0	**+ 328.6%**
Other	0	0	**0.0%**	0	0	**0.0%**	—	—	**—**	0	0	**0.0%**	—	—	**—**