

Monthly Indicators



January 2025

U.S. existing-home sales advanced for the third straight month, climbing 2.2% to a seasonally adjusted annual rate of 4.24 million units, a 10-month high, according to the National Association of REALTORS® (NAR). Sales were up 9.3% year-over-year, driven largely by purchases of homes priced \$500,000 and above. Month-over-month, sales rose in the South, Northeast, and the West but fell in the Midwest, with all four regions reporting year-over-year gains.

New Listings were up 2.2 percent to 137. Pending Sales decreased 29.8 percent to 85. Inventory grew 22.1 percent to 354 units.

Prices moved higher as the Median Sales Price was up 10.8 percent to \$205,000. Days on Market increased 6.7 percent to 32 days. Months Supply of Inventory was up 20.0 percent to 2.4 months.

According to NAR, total housing inventory was 1.15 million units heading into January, a 13.5% decrease from the previous month but a 16.2% increase from the same period one year earlier, for a 3.3-month supply at the current sales pace. Housing supply remains down compared to pre-pandemic levels, and the limited number of homes on the market continues to push sales prices higher nationwide, with the median existing-home price rising 6% year-over-year to \$404,400.

Activity Snapshot

- 8.1% **+ 10.8%** **+ 22.1%**

One-Year Change in Closed Sales	One-Year Change in Median Sales Price	One-Year Change in Homes for Sale
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Residential activity in Fulton, Hamilton, Herkimer, Lewis, Madison and Oneida counties 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.



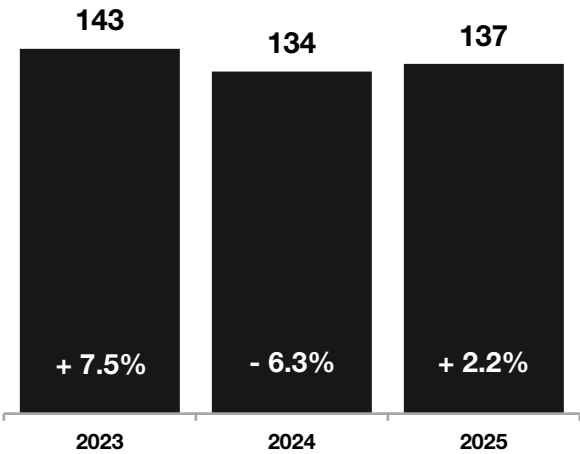
Key Metrics	Historical Sparkbars	1-2024	1-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		134	137	+ 2.2%	134	137	+ 2.2%
Pending Sales		121	85	- 29.8%	121	85	- 29.8%
Closed Sales		124	114	- 8.1%	124	114	- 8.1%
Days on Market		30	32	+ 6.7%	30	32	+ 6.7%
Median Sales Price		\$185,000	\$205,000	+ 10.8%	\$185,000	\$205,000	+ 10.8%
Avg. Sales Price		\$204,009	\$274,219	+ 34.4%	\$204,009	\$274,219	+ 34.4%
Pct. of List Price Received		97.6%	97.8%	+ 0.2%	97.6%	97.8%	+ 0.2%
Affordability Index		167	159	- 4.8%	167	159	- 4.8%
Homes for Sale		290	354	+ 22.1%	--	--	--
Months Supply		2.0	2.4	+ 20.0%	--	--	--

New Listings

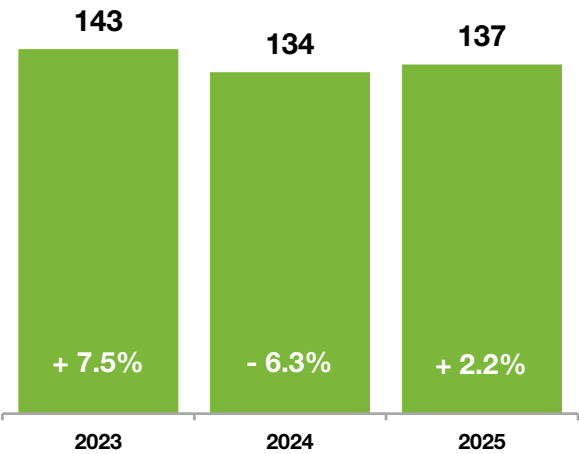
A count of the properties that have been newly listed on the market in a given month.



January

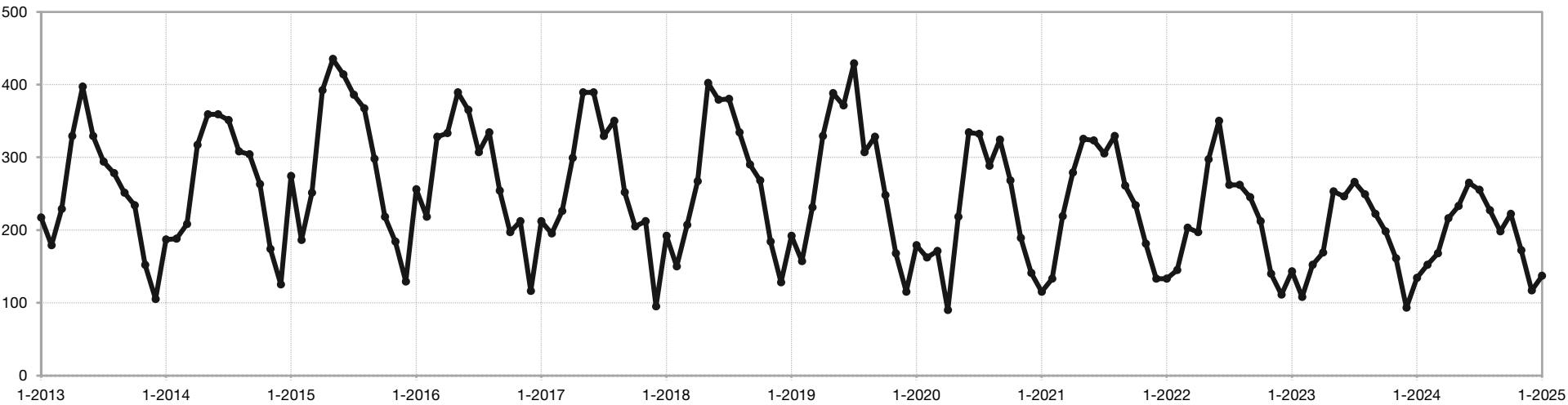


Year to Date



New Listings		Prior Year	Percent Change
February 2024	152	108	+40.7%
March 2024	168	152	+10.5%
April 2024	216	169	+27.8%
May 2024	233	253	-7.9%
June 2024	265	246	+7.7%
July 2024	255	266	-4.1%
August 2024	227	249	-8.8%
September 2024	198	222	-10.8%
October 2024	222	198	+12.1%
November 2024	172	161	+6.8%
December 2024	117	93	+25.8%
January 2025	137	134	+2.2%
12-Month Avg	197	188	+4.8%

Historical New Listings by Month

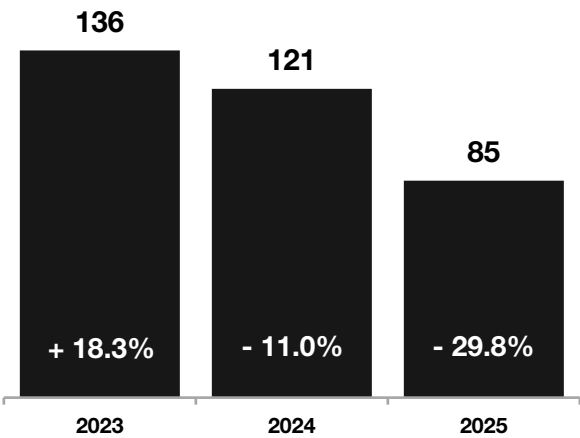


Pending Sales

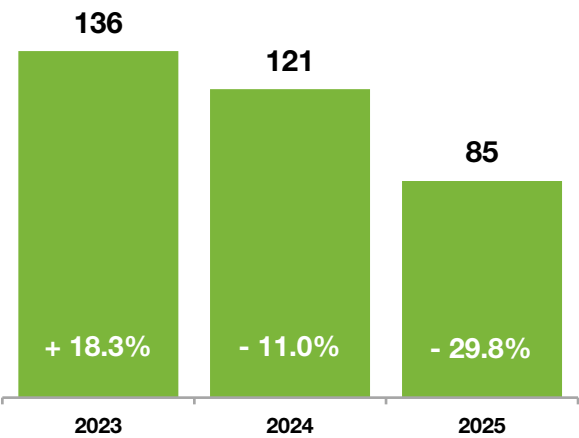
A count of the properties on which offers have been accepted in a given month.



January

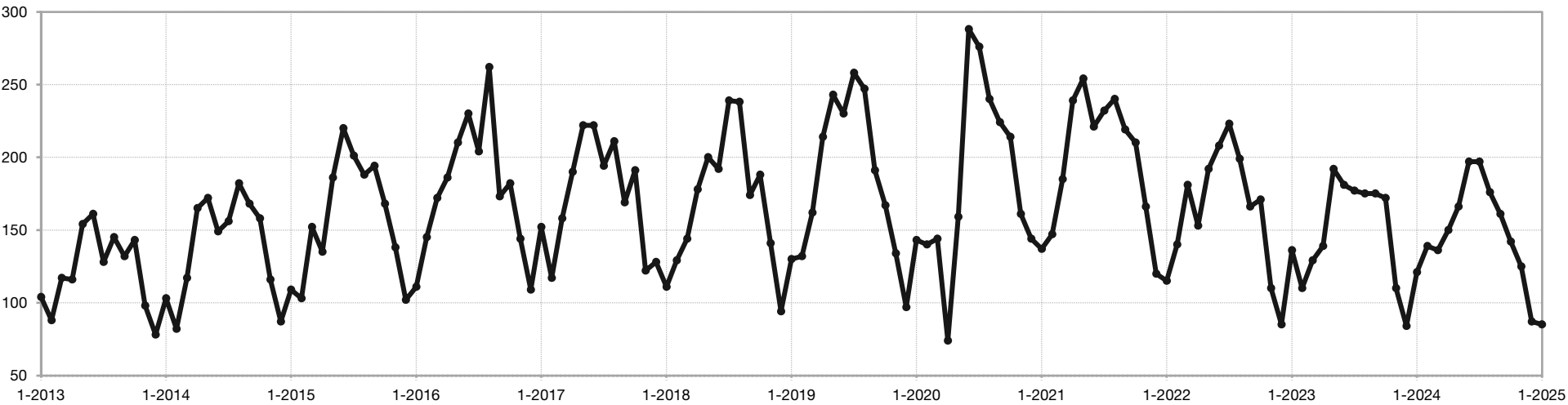


Year to Date



Pending Sales		Prior Year	Percent Change
February 2024	139	110	+26.4%
March 2024	136	129	+5.4%
April 2024	150	139	+7.9%
May 2024	166	192	-13.5%
June 2024	197	181	+8.8%
July 2024	197	177	+11.3%
August 2024	176	175	+0.6%
September 2024	161	175	-8.0%
October 2024	142	172	-17.4%
November 2024	125	110	+13.6%
December 2024	87	84	+3.6%
January 2025	85	121	-29.8%
12-Month Avg	147	147	0.0%

Historical Pending Sales by Month

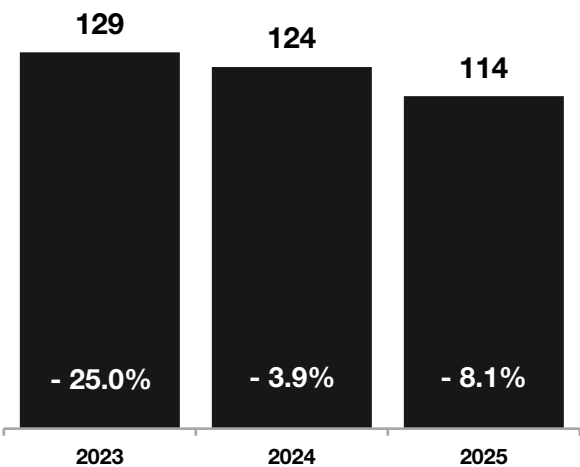


Closed Sales

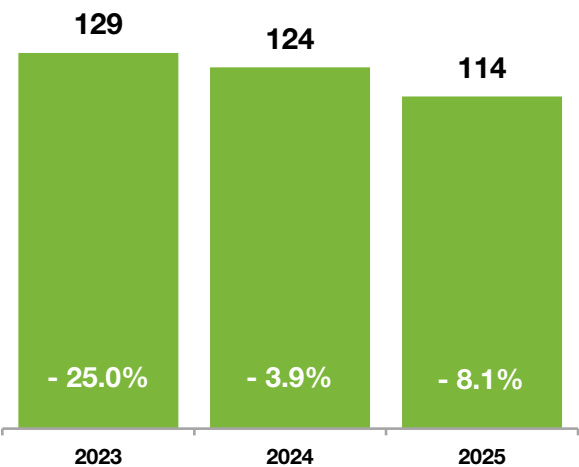
A count of the actual sales that closed in a given month.



January

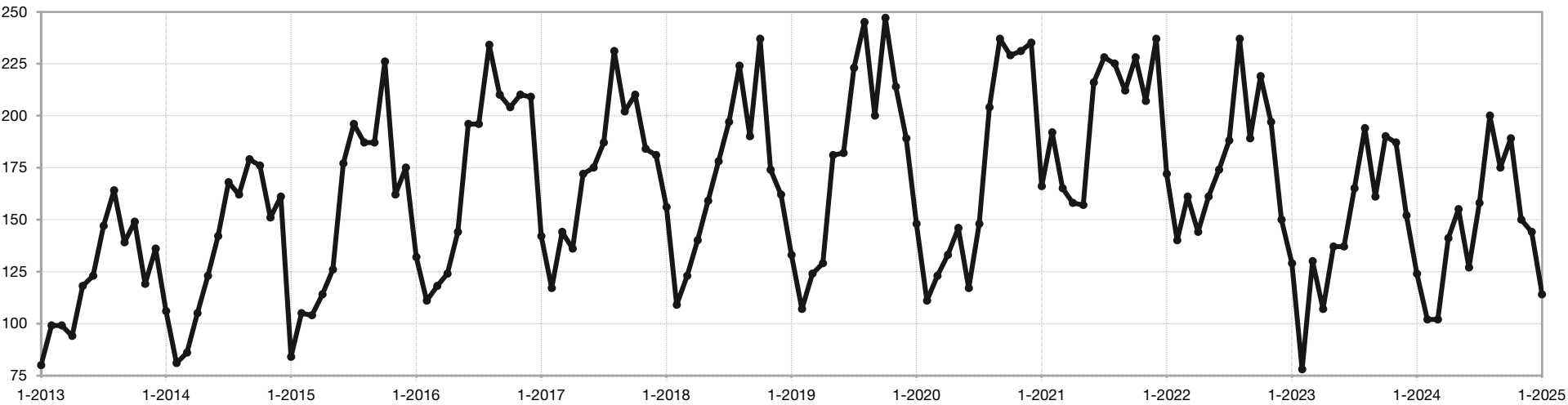


Year to Date



Closed Sales		Prior Year	Percent Change
February 2024	102	78	+30.8%
March 2024	102	130	-21.5%
April 2024	141	107	+31.8%
May 2024	155	137	+13.1%
June 2024	127	137	-7.3%
July 2024	158	165	-4.2%
August 2024	200	194	+3.1%
September 2024	175	161	+8.7%
October 2024	189	190	-0.5%
November 2024	150	187	-19.8%
December 2024	144	152	-5.3%
January 2025	114	124	-8.1%
12-Month Avg	146	147	-0.7%

Historical Closed Sales by Month

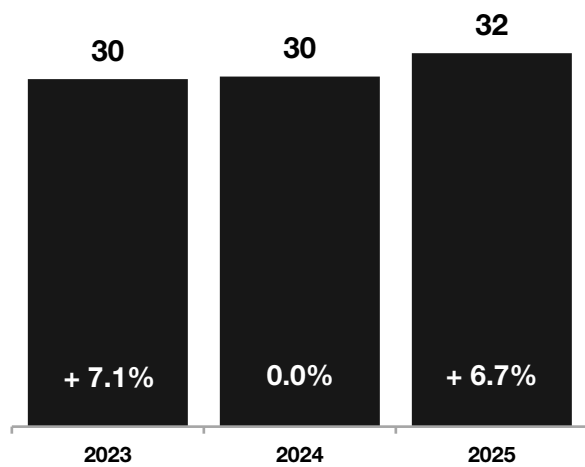


Days on Market Until Sale

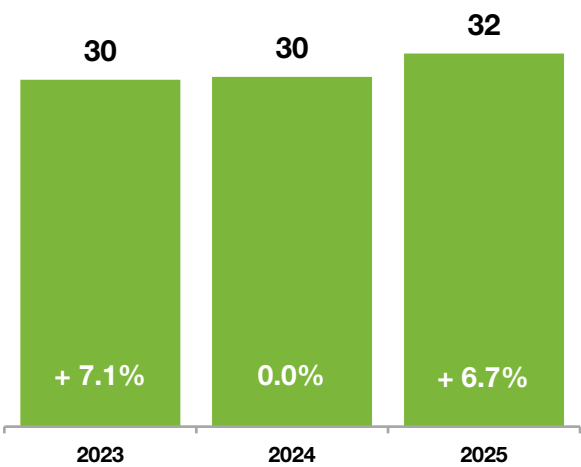
Average number of days between when a property is listed and when an offer is accepted in a given month.



January



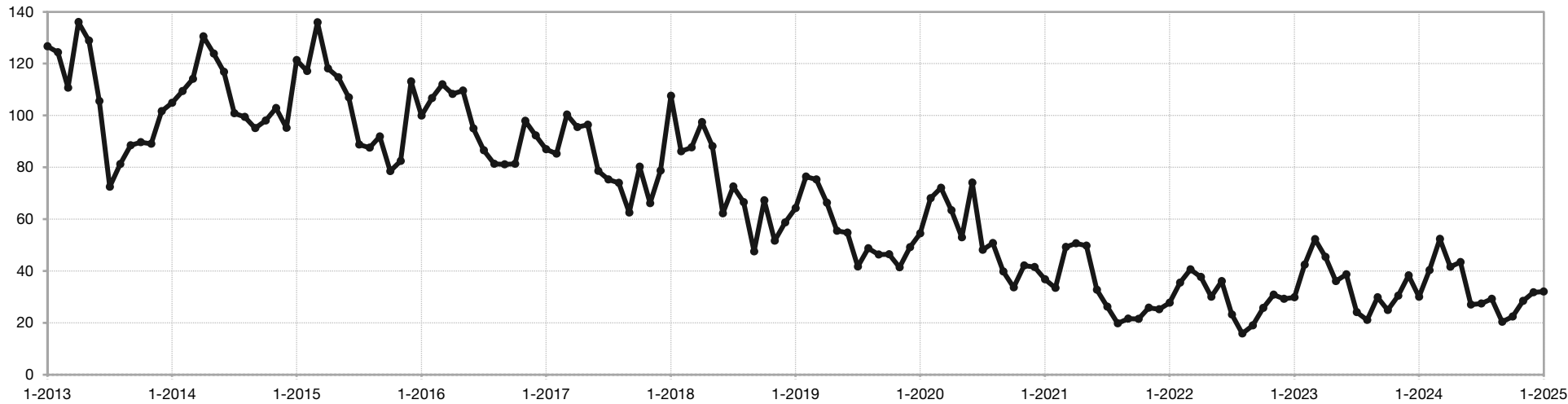
Year to Date



Days on Market		Prior Year	Percent Change
February 2024	40	42	-4.8%
March 2024	52	52	0.0%
April 2024	42	45	-6.7%
May 2024	43	36	+19.4%
June 2024	27	39	-30.8%
July 2024	27	24	+12.5%
August 2024	29	21	+38.1%
September 2024	20	30	-33.3%
October 2024	22	25	-12.0%
November 2024	28	30	-6.7%
December 2024	32	38	-15.8%
January 2025	32	30	+6.7%
12-Month Avg*	32	33	-3.0%

* Average Days on Market of all properties from February 2024 through January 2025. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

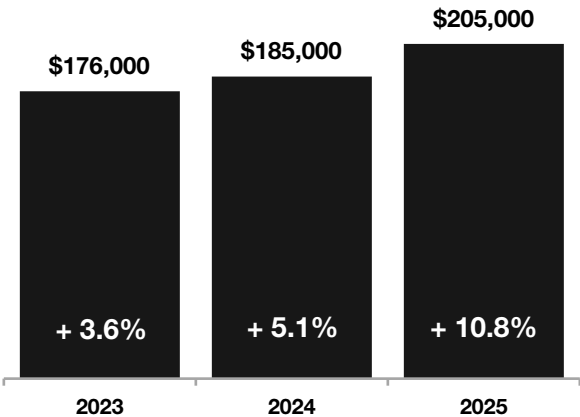


Median Sales Price

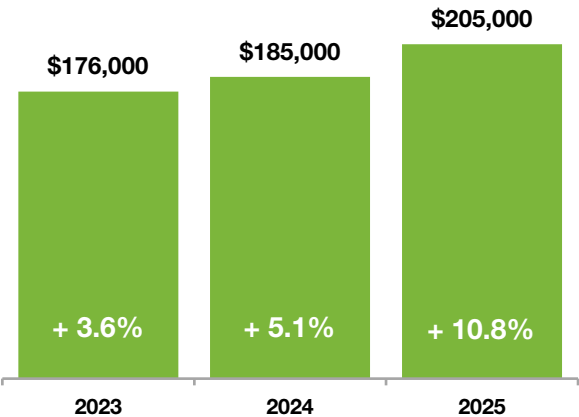
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January



Year to Date



Median Sales Price		Prior Year	Percent Change
February 2024	\$190,000	\$165,500	+14.8%
March 2024	\$178,250	\$162,950	+9.4%
April 2024	\$210,000	\$169,000	+24.3%
May 2024	\$210,000	\$159,900	+31.3%
June 2024	\$202,850	\$202,500	+0.2%
July 2024	\$205,000	\$189,900	+8.0%
August 2024	\$206,000	\$200,000	+3.0%
September 2024	\$225,000	\$200,000	+12.5%
October 2024	\$202,000	\$186,750	+8.2%
November 2024	\$212,000	\$196,800	+7.7%
December 2024	\$212,000	\$192,750	+10.0%
January 2025	\$205,000	\$185,000	+10.8%
12-Month Med*	\$205,500	\$185,000	+11.1%

* Median Sales Price of all properties from February 2024 through January 2025. This is not the average of the individual figures above.

Historical Median Sales Price by Month

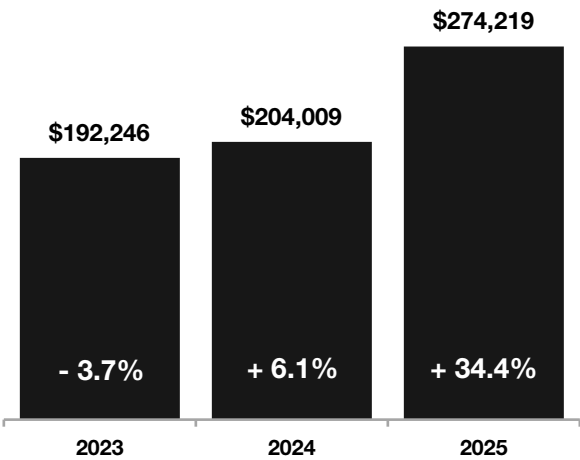


Average Sales Price

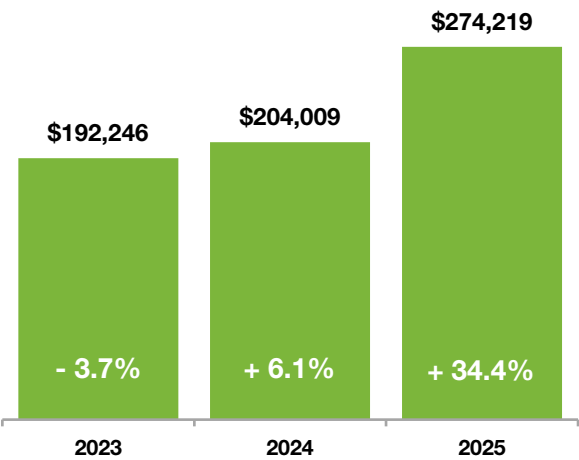
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



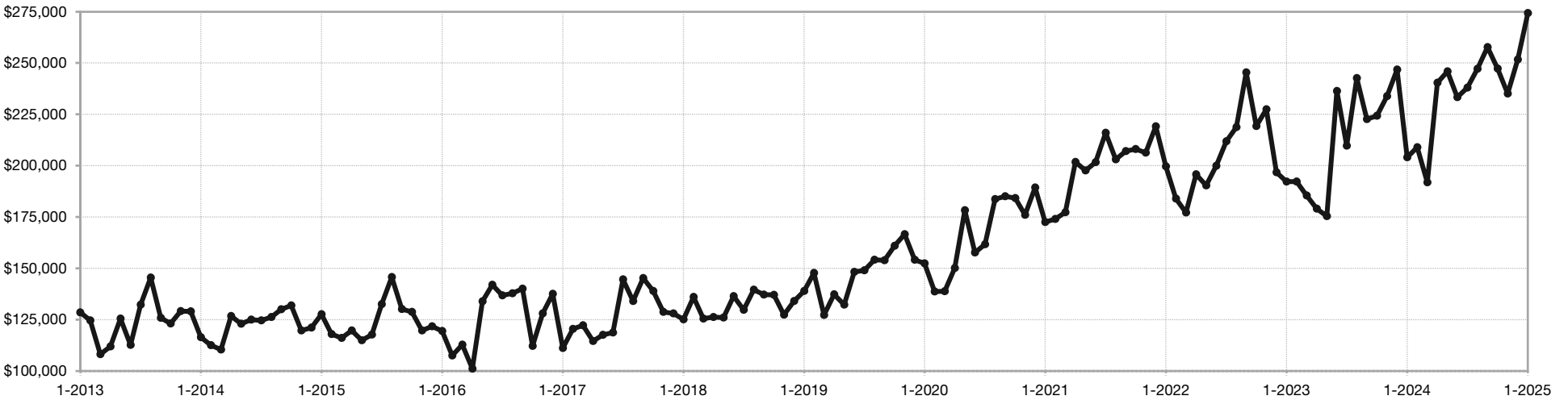
Year to Date



Avg. Sales Price		Prior Year	Percent Change
February 2024	\$208,962	\$192,245	+8.7%
March 2024	\$191,779	\$185,346	+3.5%
April 2024	\$240,341	\$179,050	+34.2%
May 2024	\$245,862	\$175,334	+40.2%
June 2024	\$233,260	\$236,310	-1.3%
July 2024	\$238,000	\$209,692	+13.5%
August 2024	\$247,125	\$242,612	+1.9%
September 2024	\$257,688	\$222,632	+15.7%
October 2024	\$247,293	\$224,188	+10.3%
November 2024	\$235,050	\$233,836	+0.5%
December 2024	\$251,639	\$246,737	+2.0%
January 2025	\$274,219	\$204,009	+34.4%
12-Month Avg*	\$241,381	\$216,364	+11.6%

* Avg. Sales Price of all properties from February 2024 through January 2025. This is not the average of the individual figures above.

Historical Average Sales Price by Month

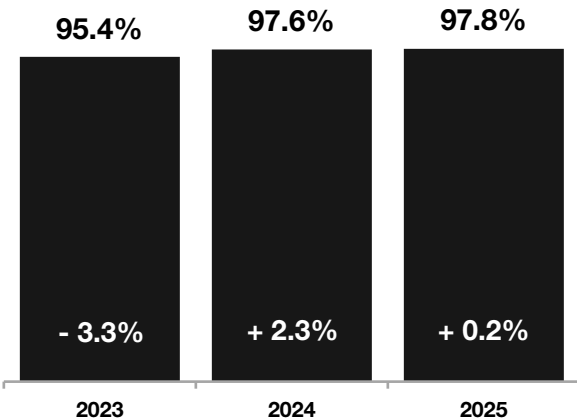


Percent of List Price Received

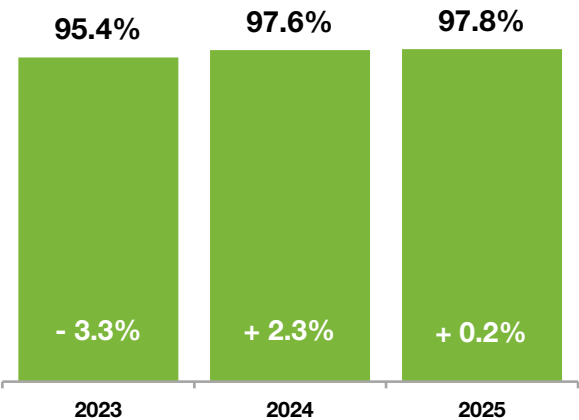
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



January



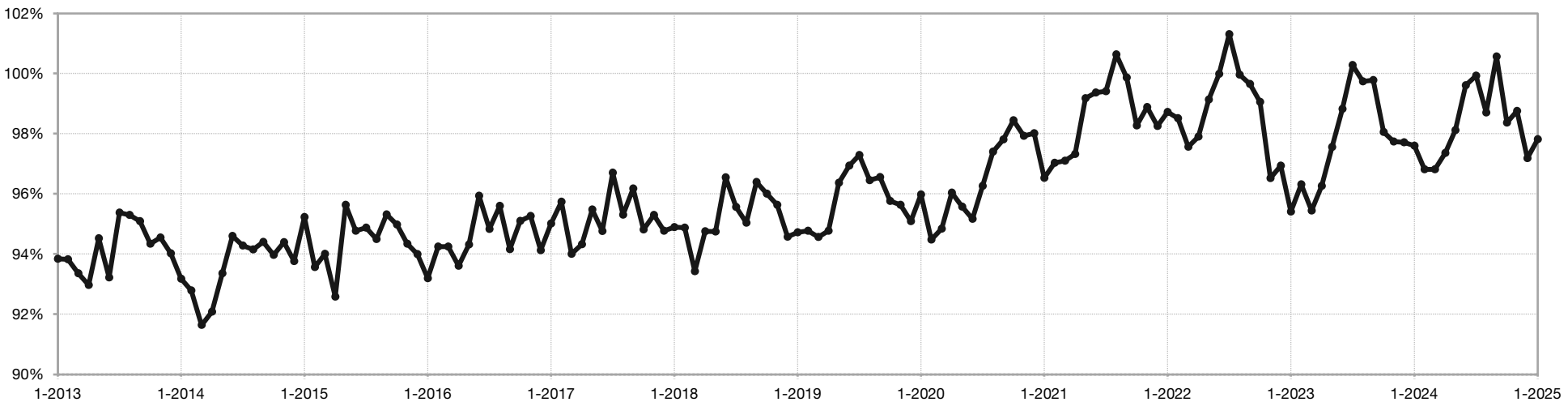
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
February 2024	96.8%	96.3%	+0.5%
March 2024	96.8%	95.4%	+1.5%
April 2024	97.4%	96.3%	+1.1%
May 2024	98.1%	97.6%	+0.5%
June 2024	99.6%	98.8%	+0.8%
July 2024	99.9%	100.3%	-0.4%
August 2024	98.7%	99.7%	-1.0%
September 2024	100.6%	99.8%	+0.8%
October 2024	98.4%	98.1%	+0.3%
November 2024	98.8%	97.7%	+1.1%
December 2024	97.2%	97.7%	-0.5%
January 2025	97.8%	97.6%	+0.2%
12-Month Avg*	98.5%	98.2%	+0.3%

* Average Pct. of List Price Received for all properties from February 2024 through January 2025. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

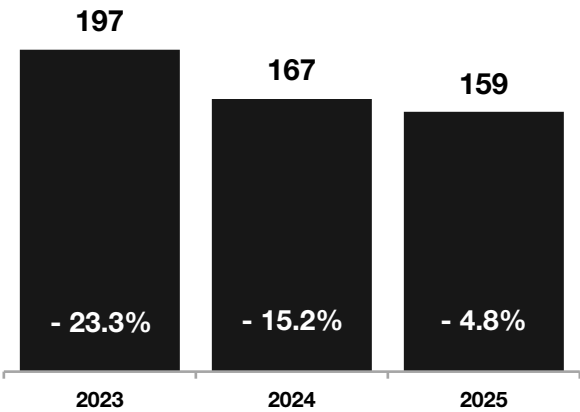


Housing Affordability Index

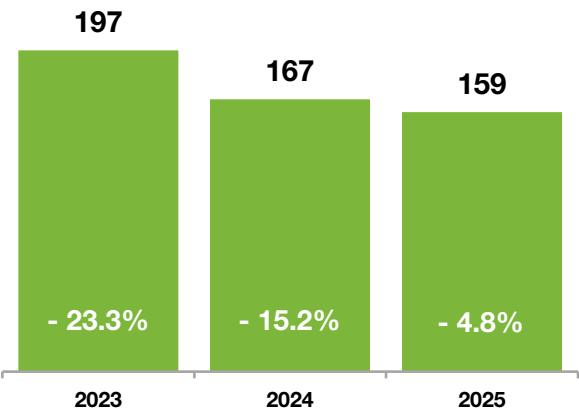
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



January

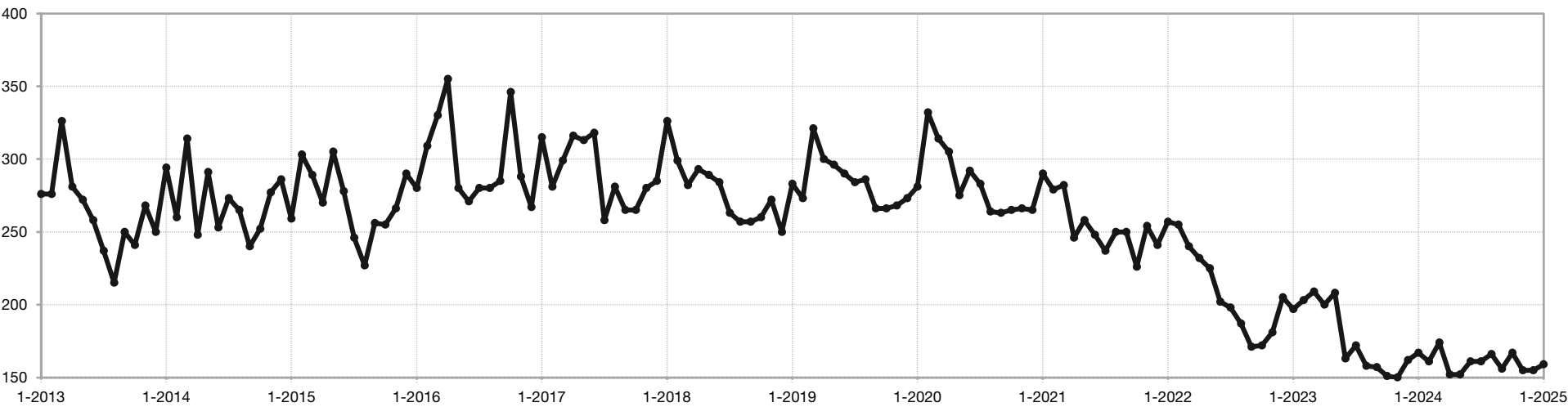


Year to Date



Affordability Index		Prior Year	Percent Change
February 2024	161	203	-20.7%
March 2024	174	209	-16.7%
April 2024	152	200	-24.0%
May 2024	152	208	-26.9%
June 2024	161	163	-1.2%
July 2024	161	172	-6.4%
August 2024	166	158	+5.1%
September 2024	156	157	-0.6%
October 2024	167	151	+10.6%
November 2024	155	150	+3.3%
December 2024	155	162	-4.3%
January 2025	159	167	-4.8%
12-Month Avg	160	175	-8.6%

Historical Housing Affordability Index by Month

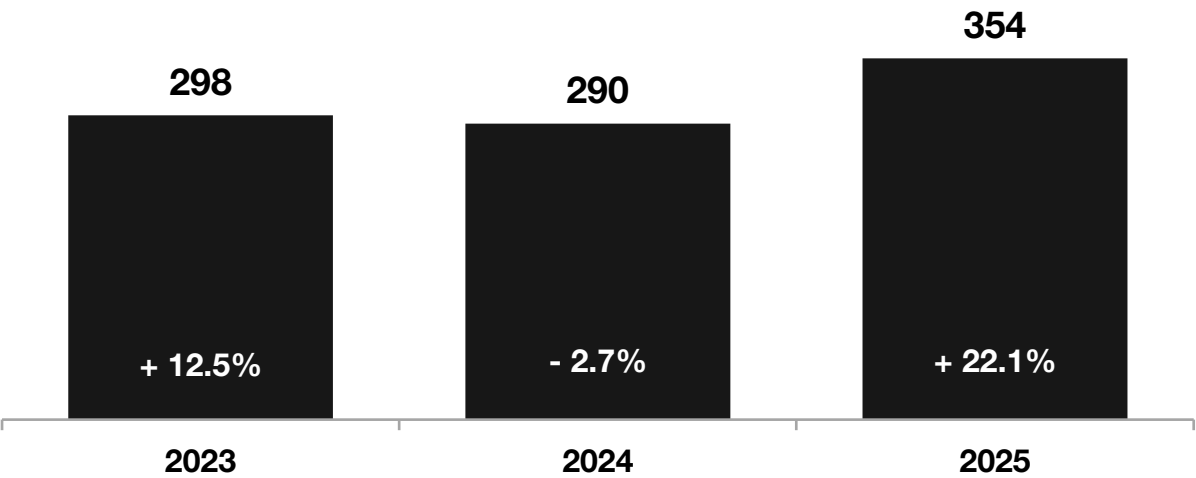


Inventory of Homes for Sale

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

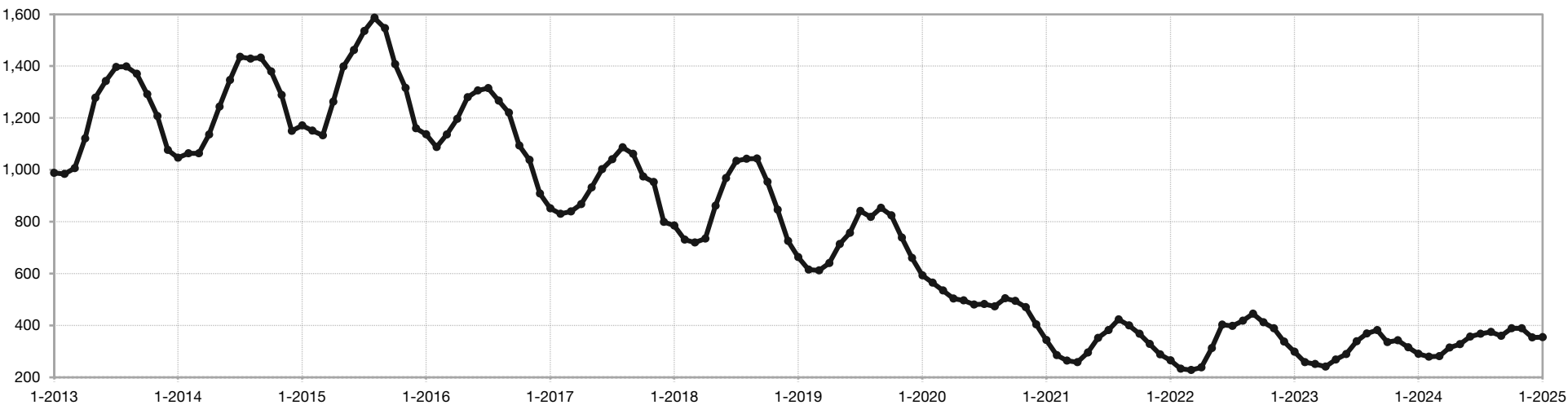


January



Homes for Sale		Prior Year	Percent Change
February 2024	279	258	+8.1%
March 2024	281	251	+12.0%
April 2024	314	241	+30.3%
May 2024	327	268	+22.0%
June 2024	356	289	+23.2%
July 2024	367	338	+8.6%
August 2024	374	368	+1.6%
September 2024	359	381	-5.8%
October 2024	388	335	+15.8%
November 2024	388	342	+13.5%
December 2024	353	315	+12.1%
January 2025	354	290	+22.1%
12-Month Avg	345	306	+12.7%

Historical Inventory of Homes for Sale by Month

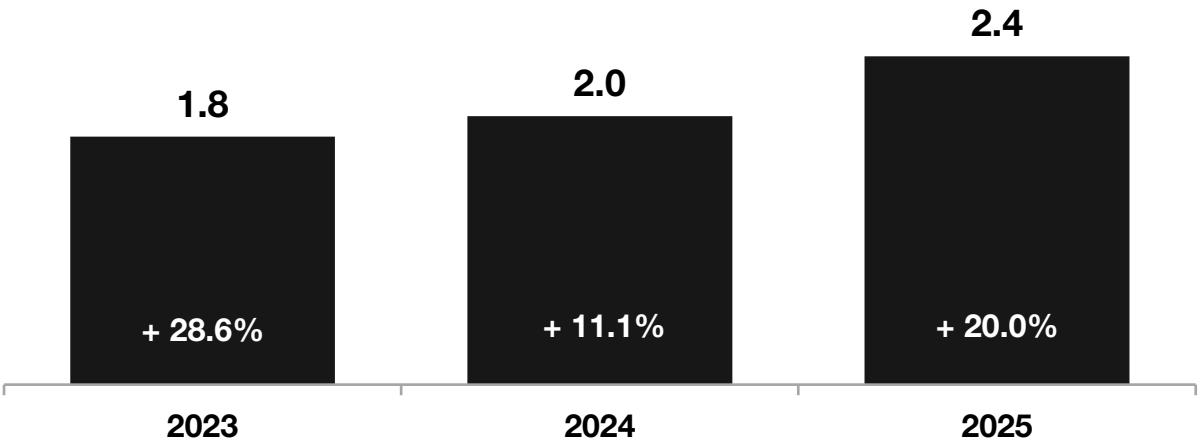


Months Supply of Inventory

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.



January



Months Supply		Prior Year	Percent Change
February 2024	1.9	1.6	+18.8%
March 2024	1.9	1.6	+18.8%
April 2024	2.1	1.5	+40.0%
May 2024	2.2	1.7	+29.4%
June 2024	2.4	1.9	+26.3%
July 2024	2.4	2.3	+4.3%
August 2024	2.5	2.5	0.0%
September 2024	2.4	2.6	-7.7%
October 2024	2.6	2.3	+13.0%
November 2024	2.6	2.3	+13.0%
December 2024	2.4	2.1	+14.3%
January 2025	2.4	2.0	+20.0%
12-Month Avg	2.3	2.0	+15.0%

Historical Months Supply of Inventory by Month

