

Monthly Indicators



February 2025

U.S. existing-home sales fell for the first time since September, slipping 4.9% month-over-month to a seasonally adjusted annual rate of 4.08 million units, according to the National Association of REALTORS® (NAR), as elevated home prices and higher interest rates continue to impact buyer activity. Despite the drop, sales were up 2% compared to the same period last year, marking the fourth consecutive monthly year-over-year increase.

New Listings were down 36.2 percent to 97. Pending Sales decreased 51.1 percent to 68. Inventory grew 15.8 percent to 323 units.

Prices moved higher as the Median Sales Price was up 12.9 percent to \$214,500. Days on Market decreased 10.0 percent to 36 days. Months Supply of Inventory was up 21.1 percent to 2.3 months.

The limited number of properties for sale has continued to push home prices higher nationwide. At last measure, the national median existing-home price was \$396,900, a 4.8% increase from one year earlier, with prices up in all four regions, according to NAR. Meanwhile, total housing inventory heading into February stood at 1.18 million units, up 3.5% month-over-month and 16.8% year-over-year, for a 3.5-month supply at the current sales pace.

Activity Snapshot

- 10.8% **+ 12.9%** **+ 15.8%**

One-Year Change in **Closed Sales** One-Year Change in **Median Sales Price** One-Year Change in **Homes for Sale**

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.



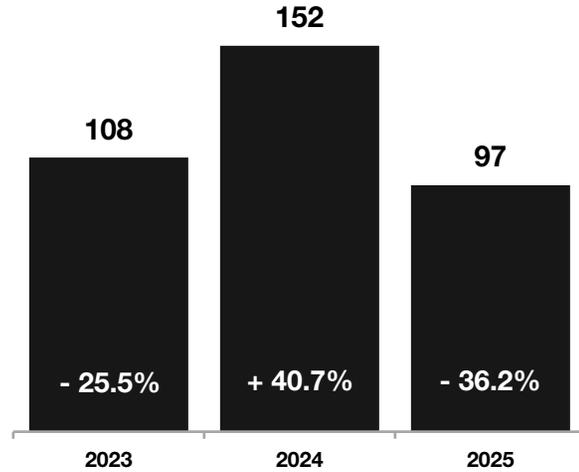
Key Metrics	Historical Sparkbars	2-2024	2-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		152	97	- 36.2%	286	234	- 18.2%
Pending Sales		139	68	- 51.1%	260	168	- 35.4%
Closed Sales		102	91	- 10.8%	226	209	- 7.5%
Days on Market		40	36	- 10.0%	35	35	0.0%
Median Sales Price		\$190,000	\$214,500	+ 12.9%	\$187,250	\$209,950	+ 12.1%
Avg. Sales Price		\$208,962	\$220,979	+ 5.8%	\$206,244	\$248,871	+ 20.7%
Pct. of List Price Received		96.8%	97.5%	+ 0.7%	97.2%	97.6%	+ 0.4%
Affordability Index		161	154	- 4.3%	163	157	- 3.7%
Homes for Sale		279	323	+ 15.8%	--	--	--
Months Supply		1.9	2.3	+ 21.1%	--	--	--

New Listings

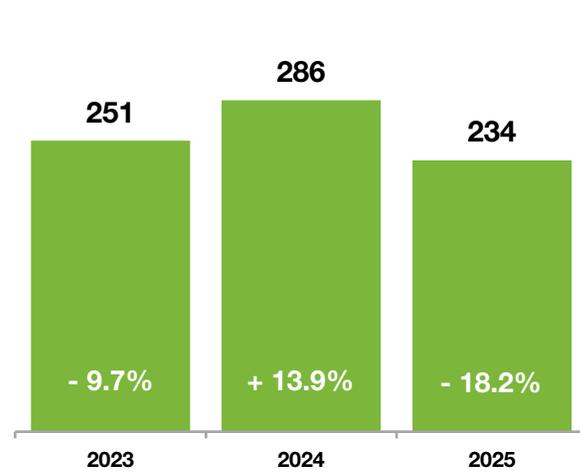
A count of the properties that have been newly listed on the market in a given month.



February

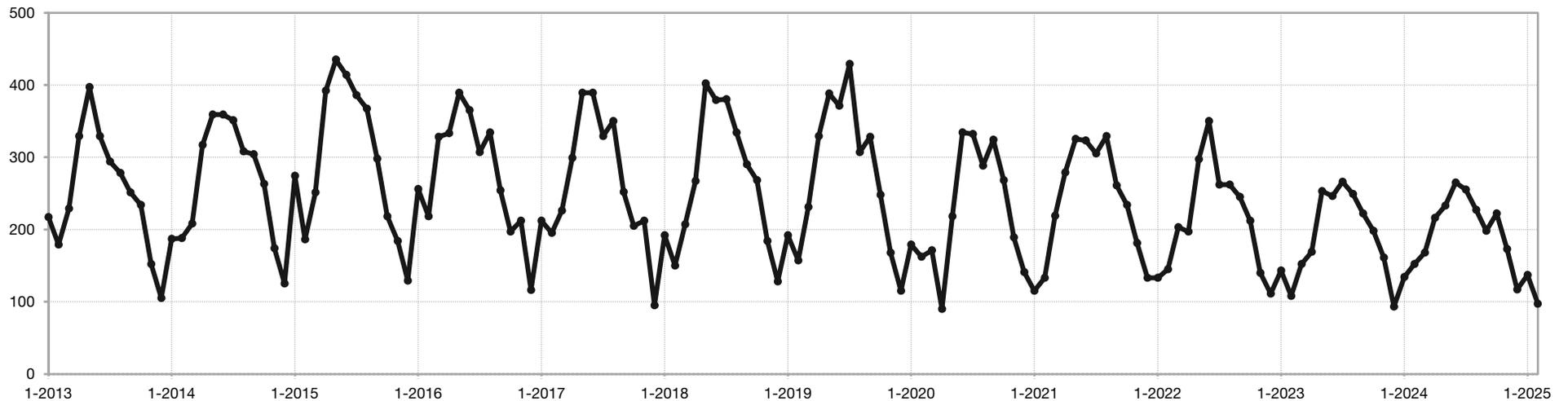


Year to Date



	New Listings	Prior Year	Percent Change
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	173	161	+7.5%
December 2024	117	93	+25.8%
January 2025	137	134	+2.2%
February 2025	97	152	-36.2%
12-Month Avg	192	191	+0.5%

Historical New Listings by Month

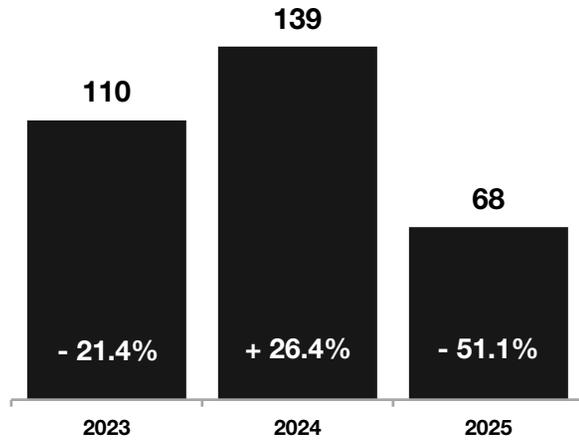


Pending Sales

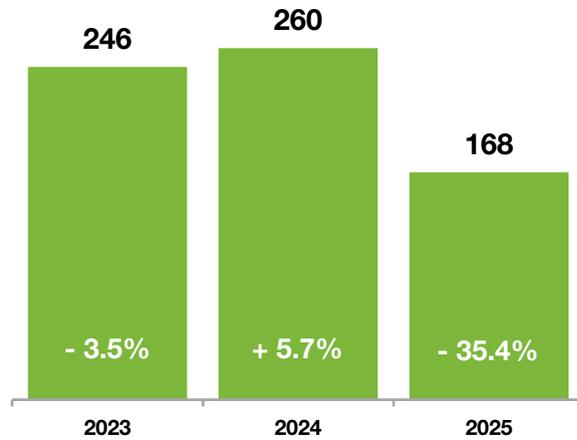
A count of the properties on which offers have been accepted in a given month.



February

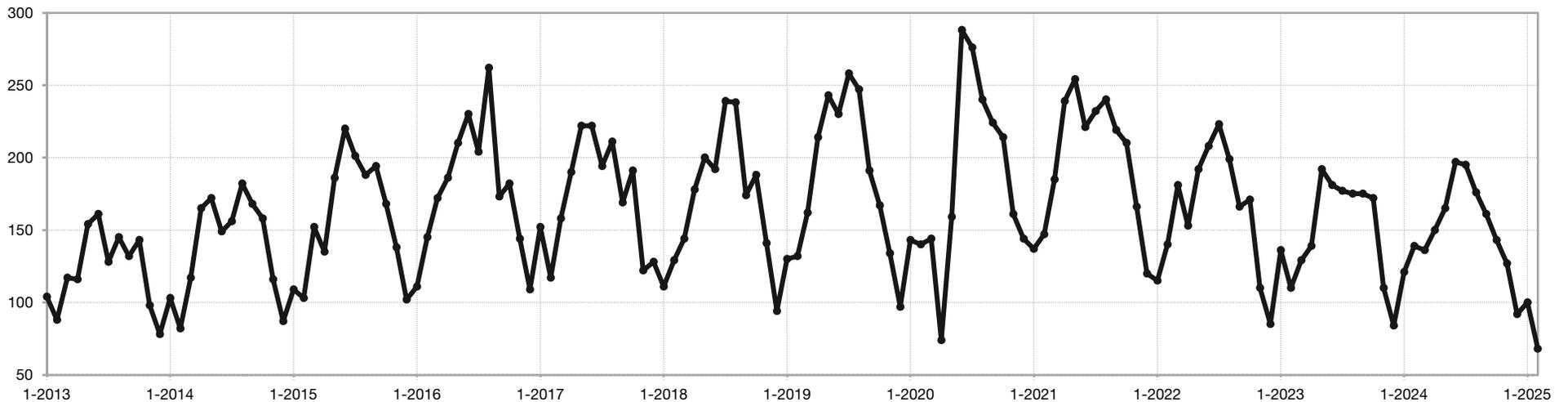


Year to Date



	Pending Sales	Prior Year	Percent Change
March 2024	136	129	+5.4%
April 2024	150	139	+7.9%
May 2024	165	192	-14.1%
June 2024	197	181	+8.8%
July 2024	195	177	+10.2%
August 2024	176	175	+0.6%
September 2024	161	175	-8.0%
October 2024	143	172	-16.9%
November 2024	127	110	+15.5%
December 2024	92	84	+9.5%
January 2025	100	121	-17.4%
February 2025	68	139	-51.1%
12-Month Avg	143	150	-4.7%

Historical Pending Sales by Month

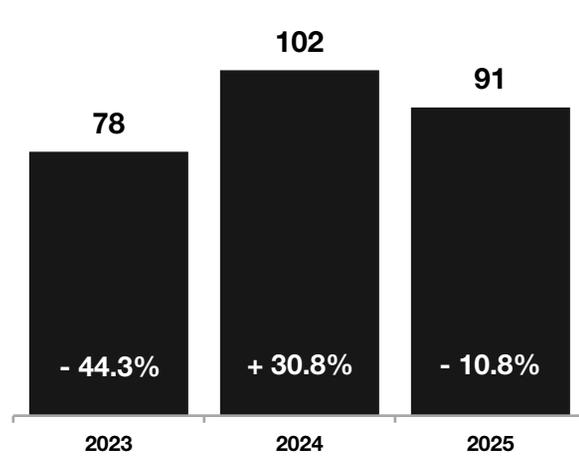


Closed Sales

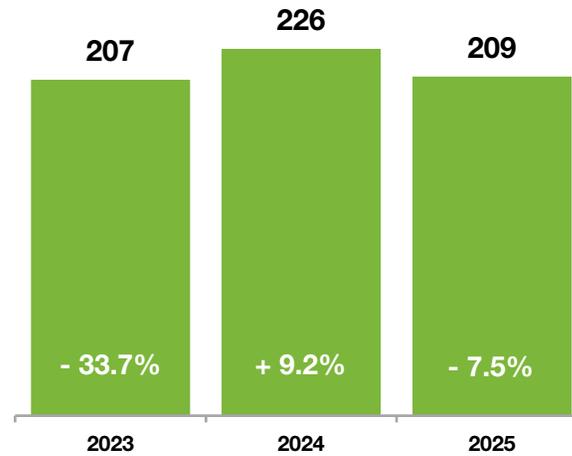
A count of the actual sales that closed in a given month.



February

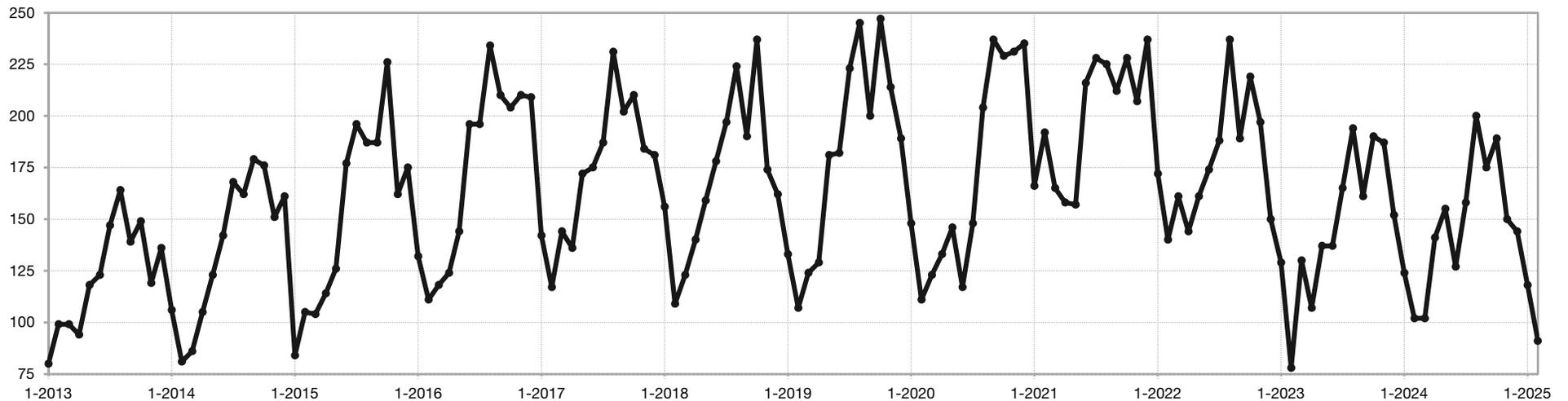


Year to Date



Closed Sales	Prior Year	Percent Change
March 2024	102	-21.5%
April 2024	141	+31.8%
May 2024	155	+13.1%
June 2024	127	-7.3%
July 2024	158	-4.2%
August 2024	200	+3.1%
September 2024	175	+8.7%
October 2024	189	-0.5%
November 2024	150	-19.8%
December 2024	144	-5.3%
January 2025	118	-4.8%
February 2025	91	-10.8%
12-Month Avg	146	-2.0%

Historical Closed Sales by Month

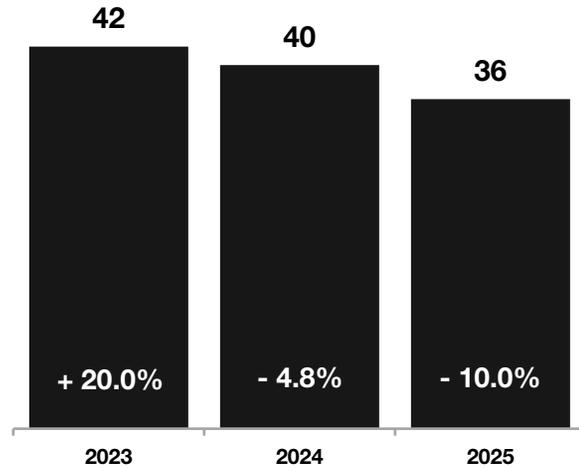


Days on Market Until Sale

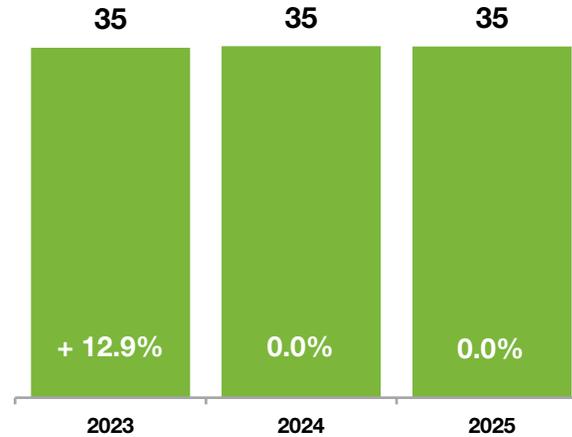
Average number of days between when a property is listed and when an offer is accepted in a given month.



February



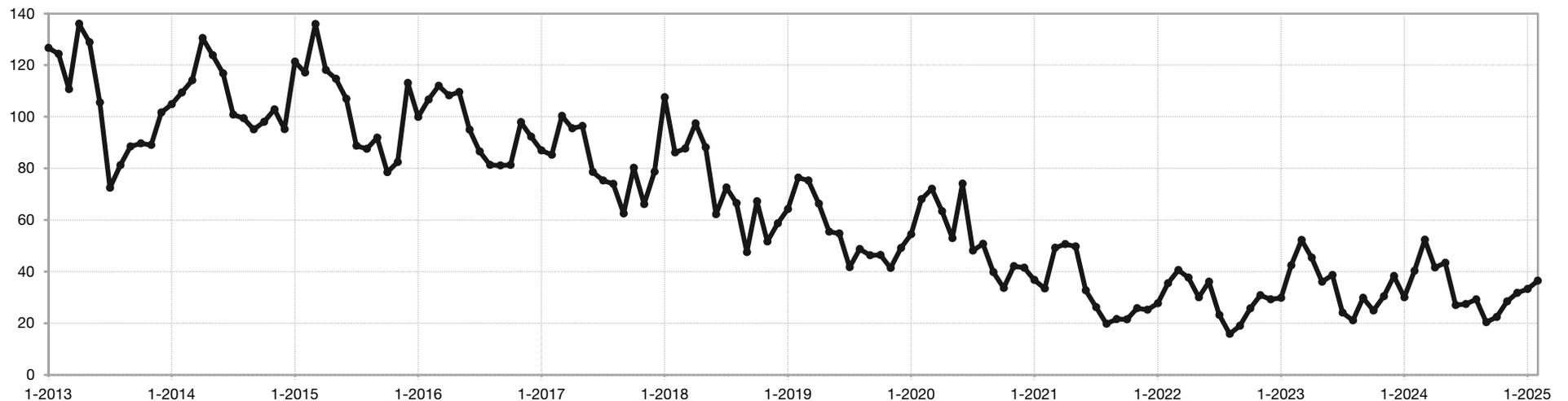
Year to Date



Days on Market		Prior Year	Percent Change
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	33	30	+10.0%
February 2025	36	40	-10.0%
12-Month Avg*	32	33	-3.0%

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

Historical Days on Market Until Sale by Month

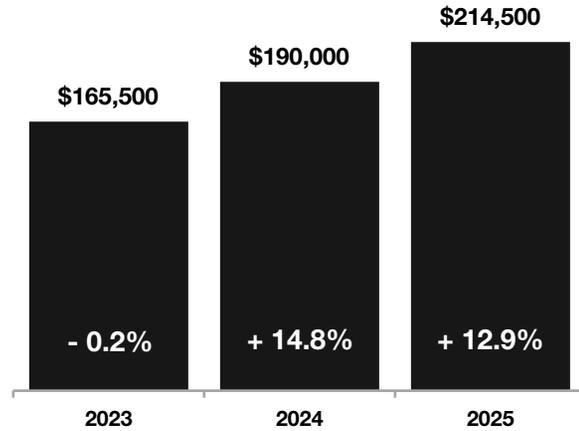


Median Sales Price

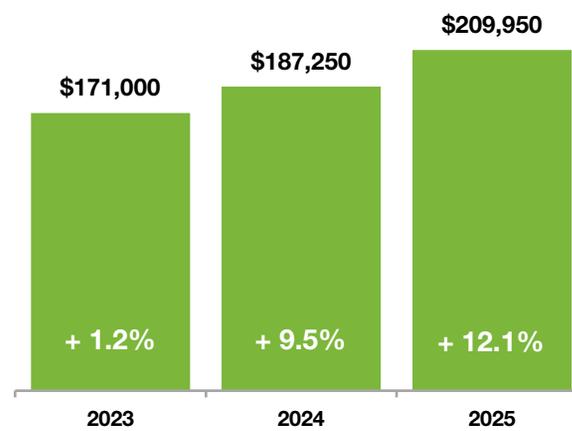
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



February



Year to Date



Month	Median Sales Price	Prior Year	Percent Change
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%
February 2025	\$214,500	\$190,000	+12.9%
12-Month Med*	\$209,000	\$185,000	+13.0%

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

Historical Median Sales Price by Month

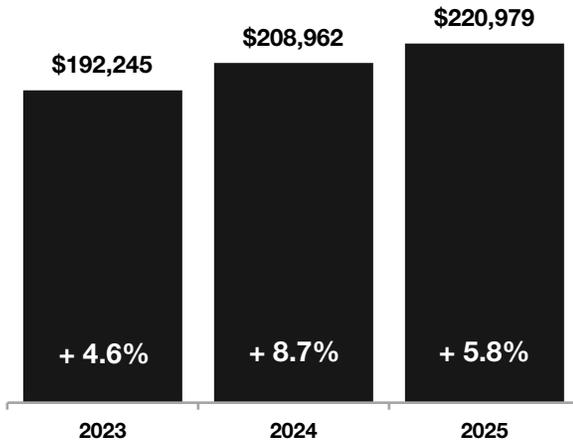


Average Sales Price

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



February



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$270,144	\$204,009	+32.4%
February 2025	\$220,979	\$208,962	+5.8%
12-Month Avg*	\$242,023	\$216,995	+11.5%

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

Historical Average Sales Price by Month

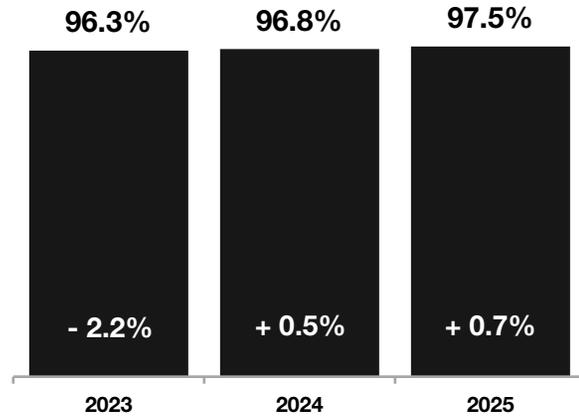


Percent of List Price Received

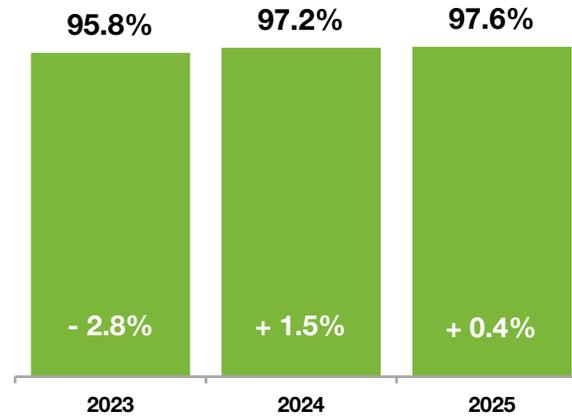


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

February



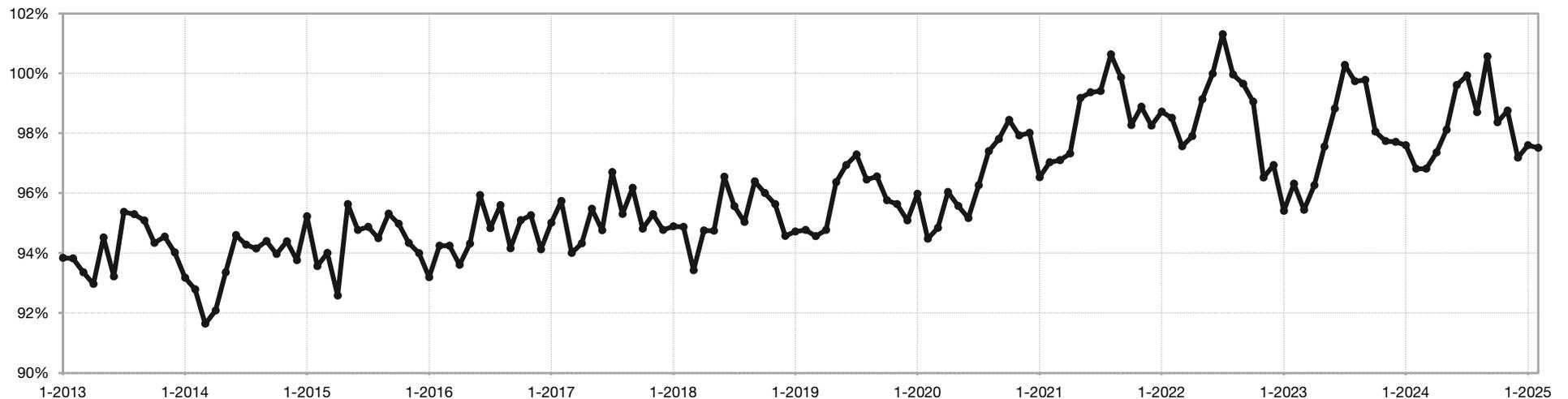
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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	97.6%	97.6%	0.0%
February 2025	97.5%	96.8%	+0.7%
12-Month Avg*	98.5%	98.2%	+0.3%

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

Historical Percent of List Price Received by Month

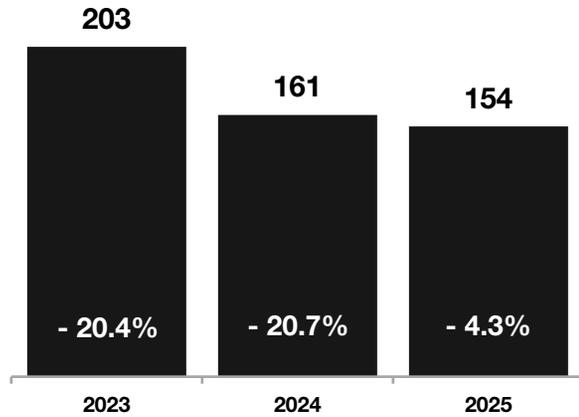


Housing Affordability Index

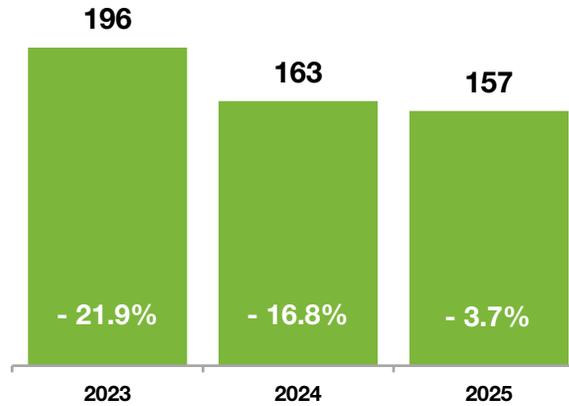


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

February

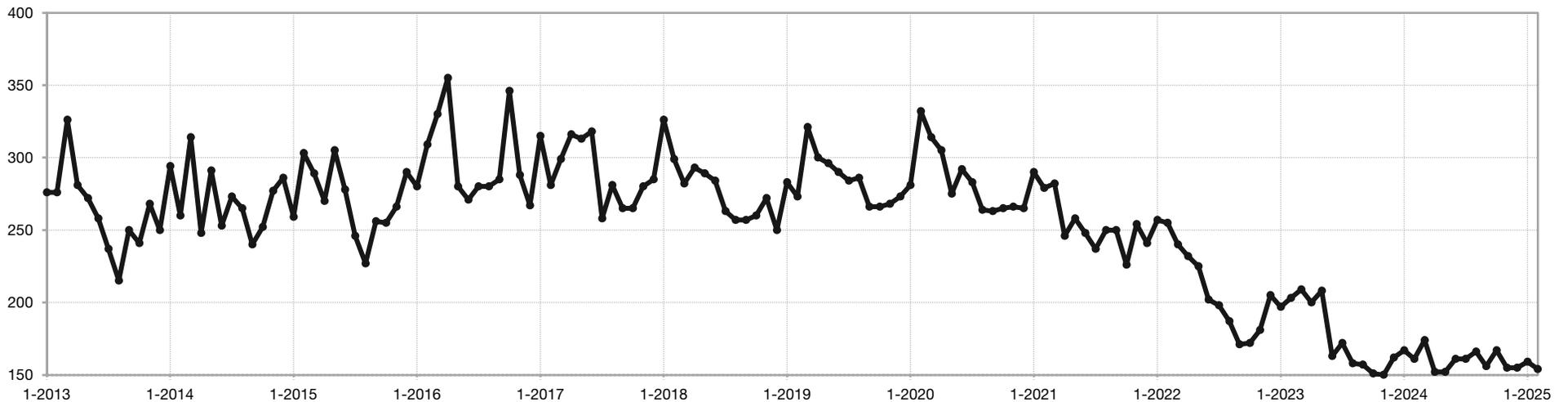


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
February 2025	154	161	-4.3%
12-Month Avg	159	172	-7.1%

Historical Housing Affordability Index by Month

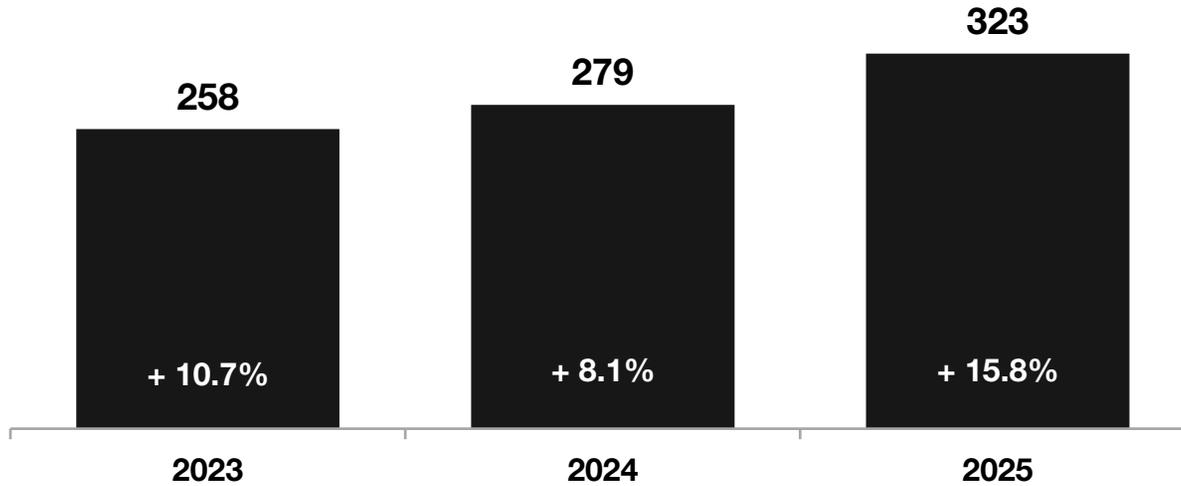


Inventory of Homes for Sale

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

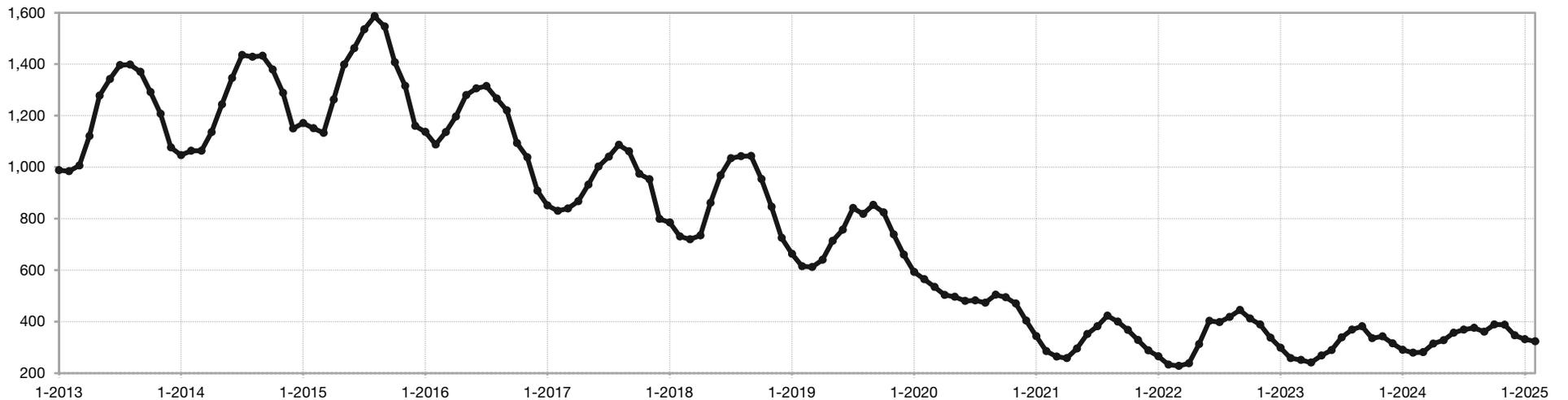


February



Homes for Sale		Prior Year	Percent Change
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	368	338	+8.9%
August 2024	375	368	+1.9%
September 2024	360	381	-5.5%
October 2024	388	335	+15.8%
November 2024	387	342	+13.2%
December 2024	346	315	+9.8%
January 2025	331	290	+14.1%
February 2025	323	279	+15.8%
12-Month Avg	346	308	+12.3%

Historical Inventory of Homes for Sale by Month

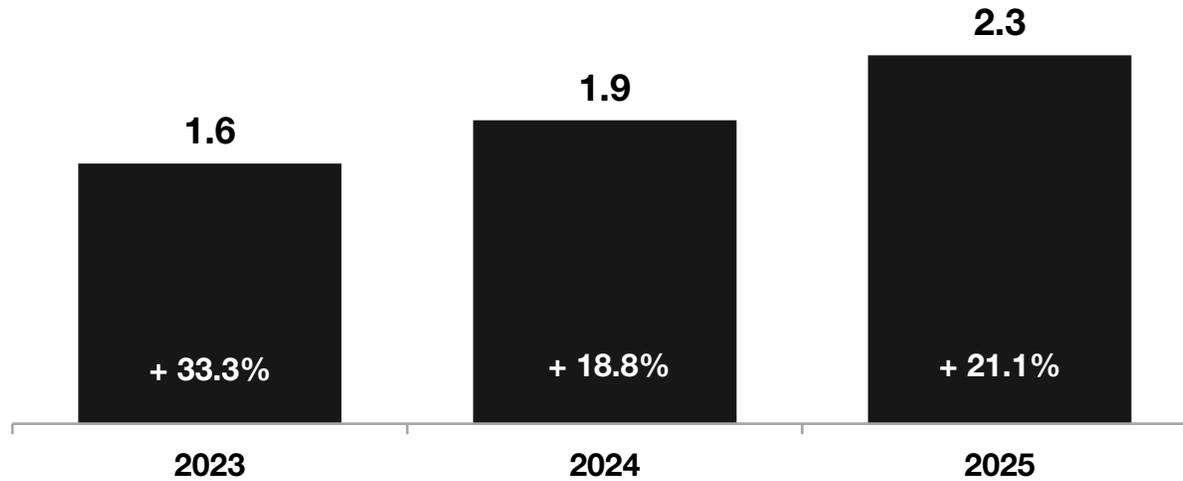


Months Supply of Inventory

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.



February



Months Supply		Prior Year	Percent Change
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	2.3	2.1	+9.5%
January 2025	2.2	2.0	+10.0%
February 2025	2.3	1.9	+21.1%
12-Month Avg	2.3	2.0	+15.0%

Historical Months Supply of Inventory by Month

