

Monthly Indicators



October 2025

U.S. existing-home sales climbed 1.5% month-over-month and 4.1% year-over-year, reaching a seasonally adjusted annual rate of 4.06 million units, according to the National Association of REALTORS® (NAR). The increase was partly driven by falling mortgage rates, which recently hit their lowest level in more than a year. Regionally, monthly sales advanced in the Northeast, South, and West, while the Midwest experienced a slight decline.

New Listings increased 15.6 percent to 170. Pending Sales decreased 18.0 percent to 82. Inventory increased 27.2 percent to 626.

Median Sales Price increased 3.3 percent from \$223,000 to \$230,450. Days on Market were dead even with last year. Months Supply of Inventory increased 40.8 percent to 6.9.

Housing inventory edged up 1.3% from the previous month to 1.55 million units, 14.0% higher than the same period last year. This represents a 4.6-month supply at the current sales pace, according to NAR. The median existing-home price grew 2.1% year-over-year to \$415,200, continuing the trend of annual price gains. The Midwest saw the largest year-over-year increase in median sales price, followed by the Northeast and South, while prices remained mostly flat in the West.

Activity Snapshot

+ 4.9%	+ 3.3%	+ 27.2%
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 Otsego, Delaware, Chenango, and Madison 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.



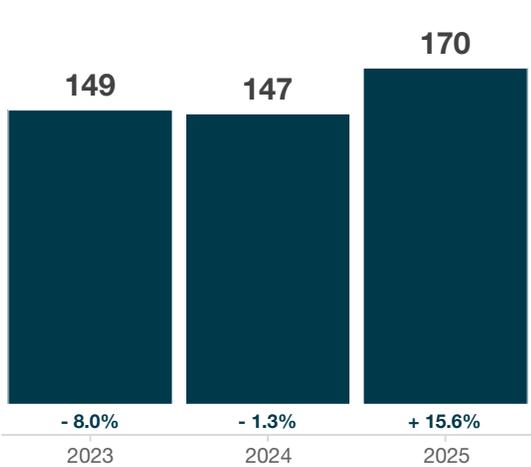
Key Metrics	Historical Sparkbars	10-2024	10-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		147	170	+ 15.6%	1,532	1,532	0.0%
Pending Sales		100	82	- 18.0%	1,052	951	- 9.6%
Closed Sales		122	128	+ 4.9%	994	897	- 9.8%
Days on Market Until Sale		53	53	0.0%	62	58	- 6.5%
Median Sales Price		\$223,000	\$230,450	+ 3.3%	\$195,250	\$210,000	+ 7.6%
Average Sales Price		\$261,308	\$340,396	+ 30.3%	\$241,807	\$267,530	+ 10.6%
Percent of List Price Received		95.8%	96.2%	+ 0.4%	95.8%	96.5%	+ 0.7%
Housing Affordability Index		134	136	+ 1.5%	153	149	- 2.6%
Inventory of Homes for Sale		492	626	+ 27.2%	—	—	—
Months Supply of Inventory		4.9	6.9	+ 40.8%	—	—	—

New Listings

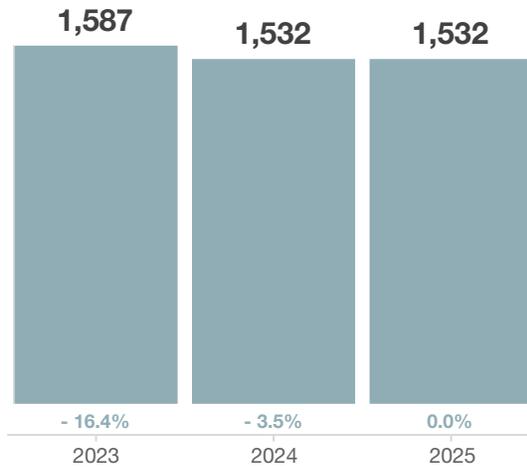
A count of the properties that have been newly listed on the market in a given month.



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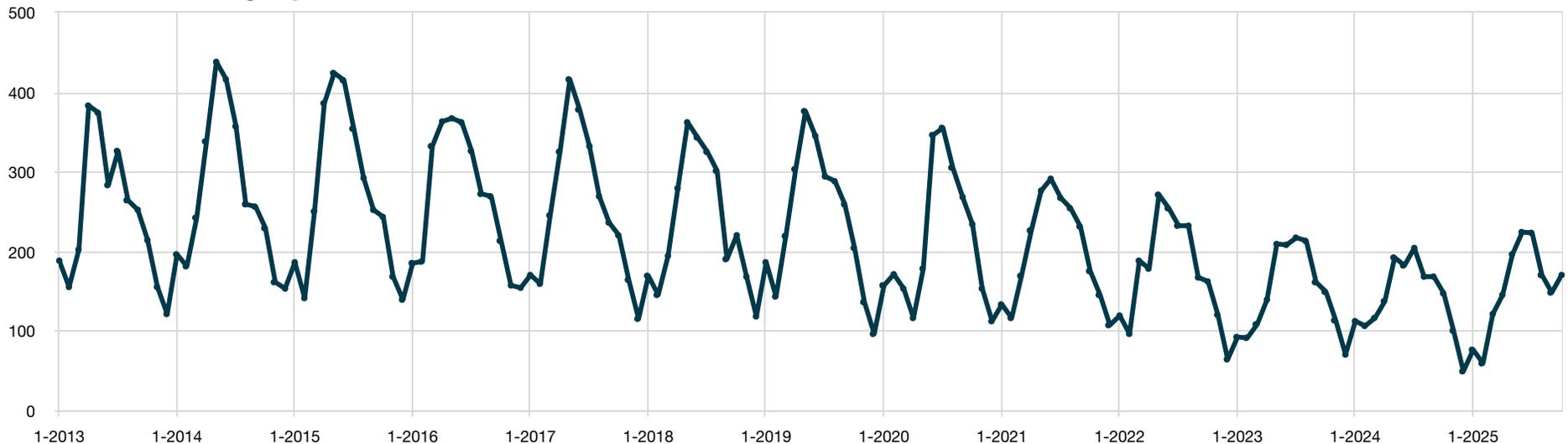


Year to Date



	New Listings	Prior Year	Percent Change
November 2024	100	113	- 11.5%
December 2024	49	70	- 30.0%
January 2025	76	112	- 32.1%
February 2025	59	106	- 44.3%
March 2025	121	116	+ 4.3%
April 2025	145	137	+ 5.8%
May 2025	196	192	+ 2.1%
June 2025	224	182	+ 23.1%
July 2025	223	204	+ 9.3%
August 2025	170	168	+ 1.2%
September 2025	148	168	- 11.9%
October 2025	170	147	+ 15.6%
12-Month Avg	140	143	- 2.1%

Historical New Listings by Month

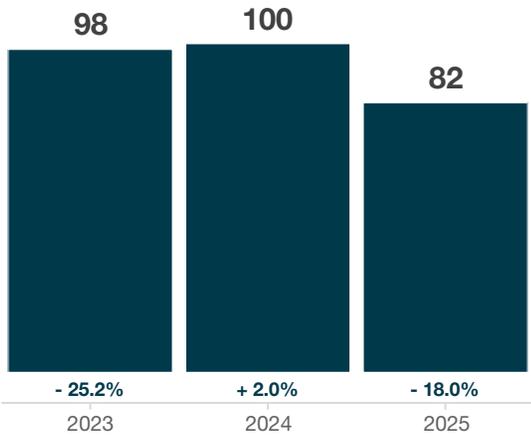


Pending Sales

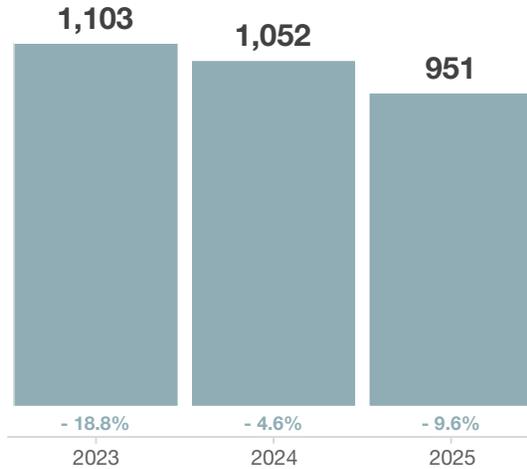
A count of the properties on which offers have been accepted in a given month.



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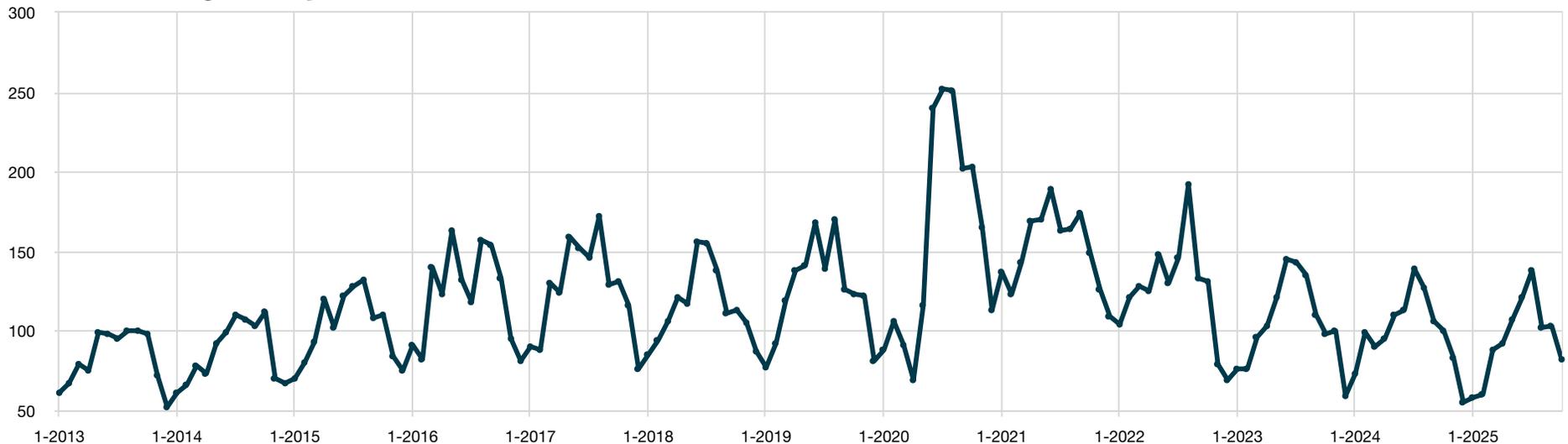


Year to Date



	Pending Sales	Prior Year	Percent Change
November 2024	83	100	-17.0%
December 2024	55	59	-6.8%
January 2025	58	73	-20.5%
February 2025	60	99	-39.4%
March 2025	88	90	-2.2%
April 2025	92	95	-3.2%
May 2025	107	110	-2.7%
June 2025	121	113	+7.1%
July 2025	138	139	-0.7%
August 2025	102	127	-19.7%
September 2025	103	106	-2.8%
October 2025	82	100	-18.0%
12-Month Avg	91	101	-9.9%

Historical Pending Sales by Month

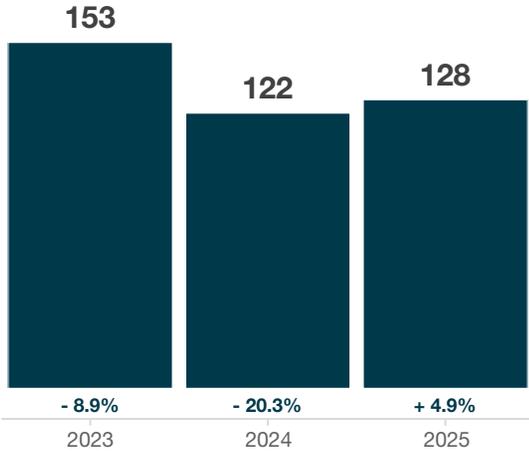


Closed Sales

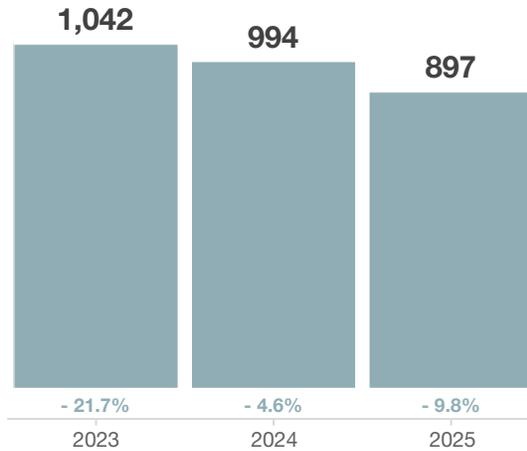
A count of the actual sales that closed in a given month.



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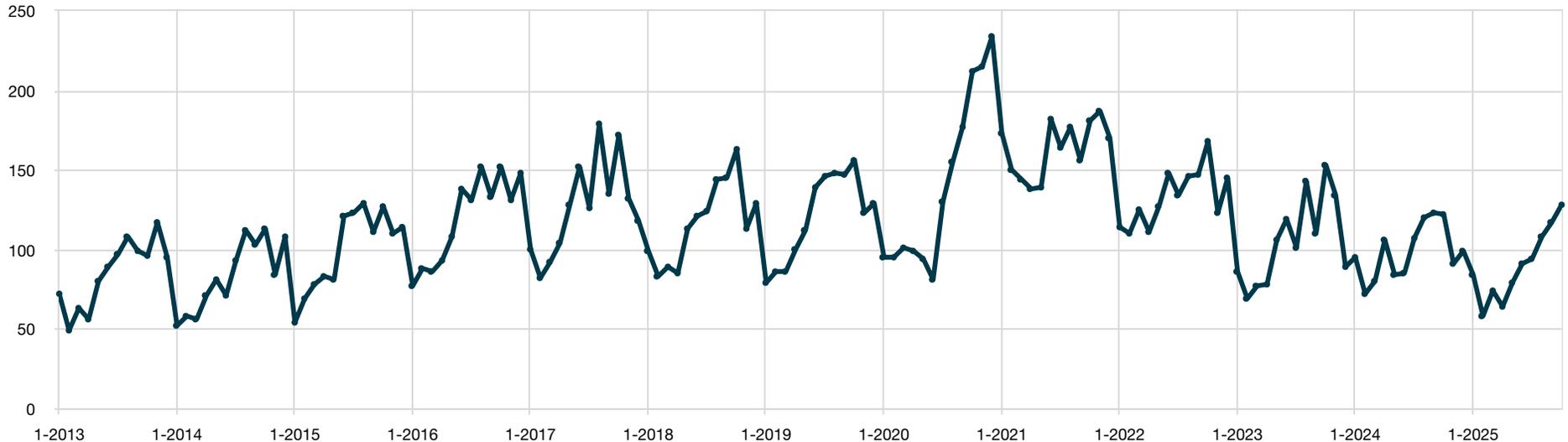


Year to Date



	Closed Sales	Prior Year	Percent Change
November 2024	91	134	- 32.1%
December 2024	99	89	+ 11.2%
January 2025	84	95	- 11.6%
February 2025	58	72	- 19.4%
March 2025	74	80	- 7.5%
April 2025	64	106	- 39.6%
May 2025	79	84	- 6.0%
June 2025	91	85	+ 7.1%
July 2025	94	107	- 12.1%
August 2025	108	120	- 10.0%
September 2025	117	123	- 4.9%
October 2025	128	122	+ 4.9%
12-Month Avg	91	101	- 9.9%

Historical Closed Sales by Month

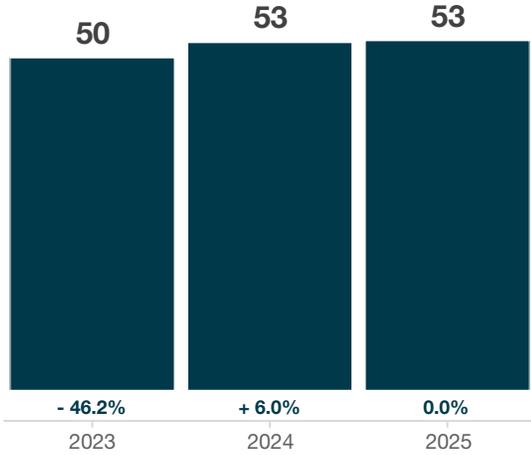


Days on Market Until Sale

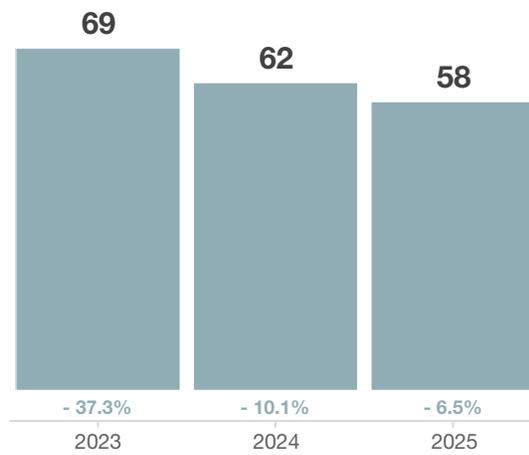
Average number of days between when a property is listed and when an offer is accepted in a given month.



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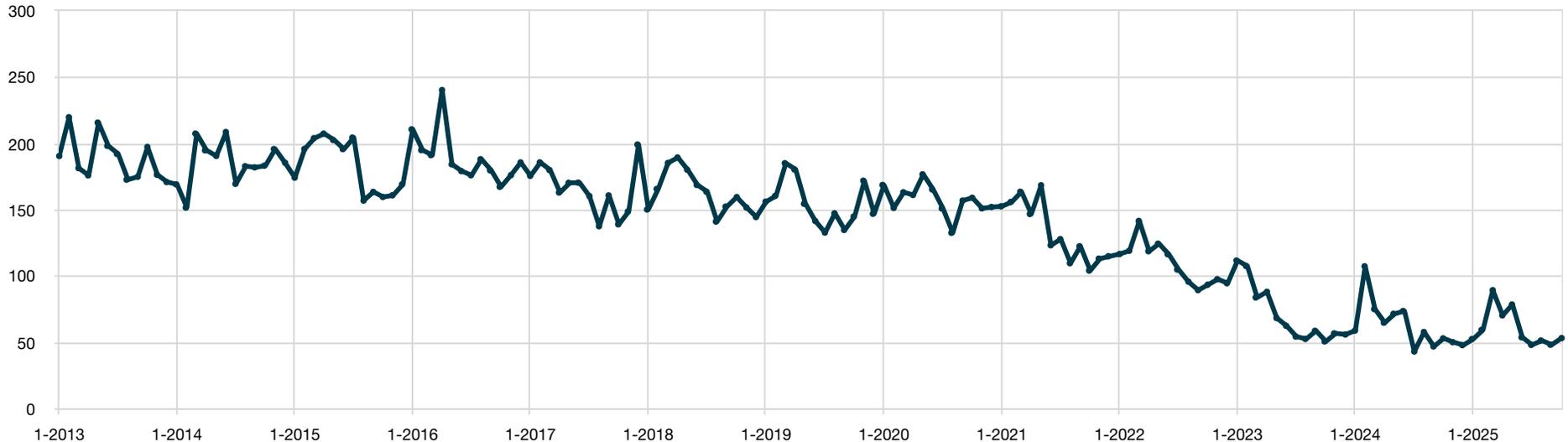
Year to Date



Days on Market	Prior Year	Percent Change
November 2024	50	-12.3%
December 2024	48	-14.3%
January 2025	52	-11.9%
February 2025	59	-44.9%
March 2025	89	+18.7%
April 2025	70	+7.7%
May 2025	78	+9.9%
June 2025	54	-26.0%
July 2025	48	+11.6%
August 2025	51	-12.1%
September 2025	48	+2.1%
October 2025	53	0.0%
12-Month Avg*	57	-7.4%

* Days on Market for all properties from November 2024 through October 2025. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

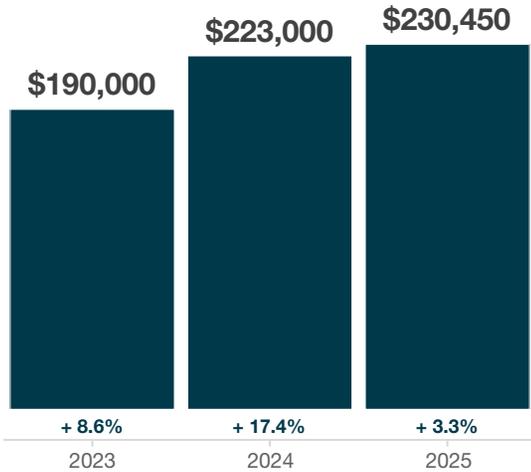


Median Sales Price

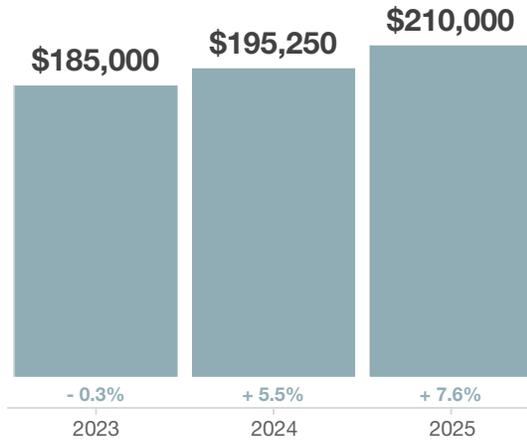
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



October



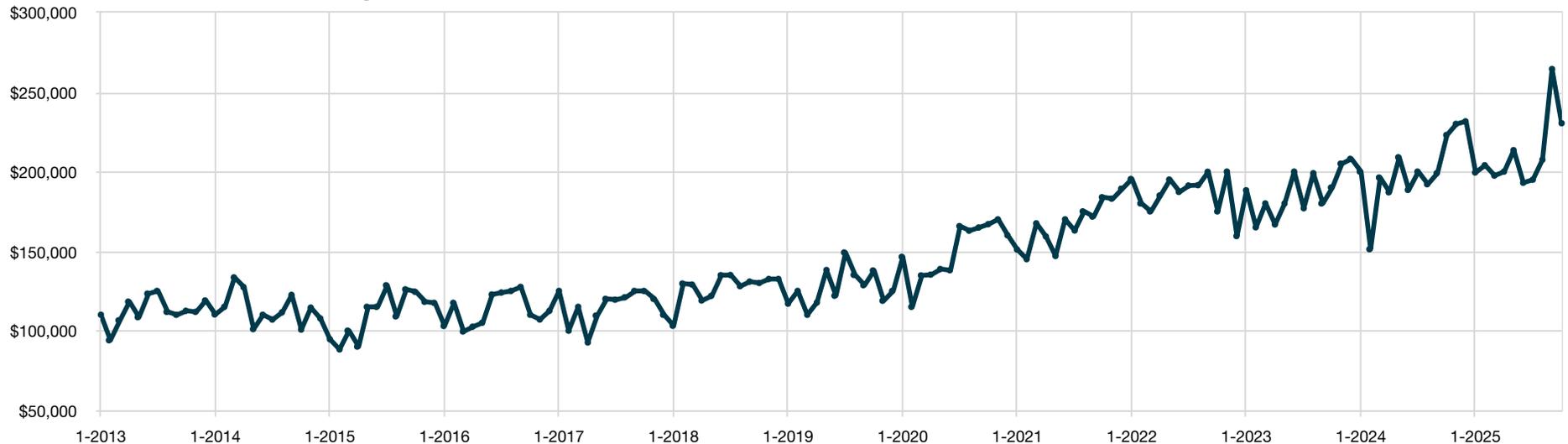
Year to Date



	Median Sales Price	Prior Year	Percent Change
November 2024	\$230,000	\$205,000	+ 12.2%
December 2024	\$231,600	\$208,000	+ 11.3%
January 2025	\$199,450	\$200,000	- 0.3%
February 2025	\$204,000	\$151,225	+ 34.9%
March 2025	\$197,497	\$196,250	+ 0.6%
April 2025	\$200,000	\$187,000	+ 7.0%
May 2025	\$213,500	\$209,000	+ 2.2%
June 2025	\$193,000	\$188,500	+ 2.4%
July 2025	\$194,938	\$200,000	- 2.5%
August 2025	\$207,500	\$192,075	+ 8.0%
September 2025	\$264,500	\$199,000	+ 32.9%
October 2025	\$230,450	\$223,000	+ 3.3%
12-Month Avg*	\$215,250	\$199,000	+ 8.2%

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

Historical Median Sales Price by Month

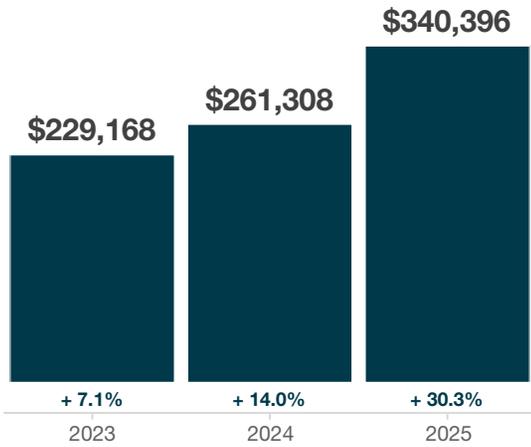


Average Sales Price

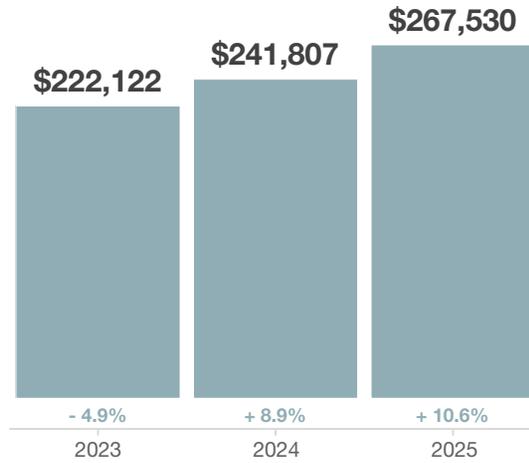
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



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Year to Date



	Avg. Sales Price	Prior Year	Percent Change
November 2024	\$282,362	\$240,907	+ 17.2%
December 2024	\$295,066	\$241,311	+ 22.3%
January 2025	\$245,058	\$235,700	+ 4.0%
February 2025	\$243,389	\$185,863	+ 31.0%
March 2025	\$258,547	\$234,188	+ 10.4%
April 2025	\$278,261	\$242,676	+ 14.7%
May 2025	\$253,831	\$296,431	- 14.4%
June 2025	\$229,345	\$229,420	- 0.0%
July 2025	\$245,343	\$229,423	+ 6.9%
August 2025	\$248,252	\$234,493	+ 5.9%
September 2025	\$290,465	\$253,906	+ 14.4%
October 2025	\$340,396	\$261,308	+ 30.3%
12-Month Avg*	\$271,290	\$241,672	+ 12.3%

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

Historical Average Sales Price by Month

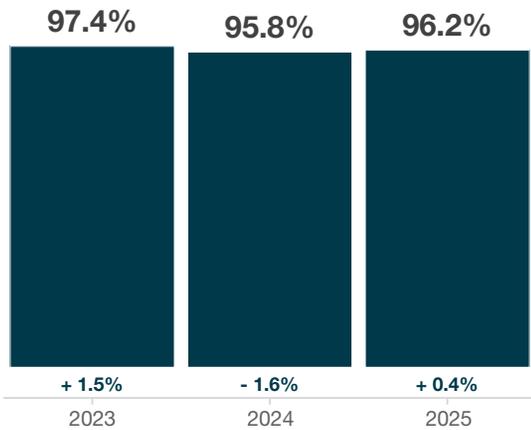


Percent of List Price Received

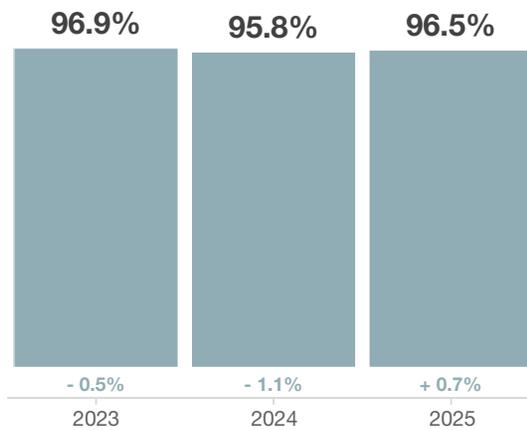
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



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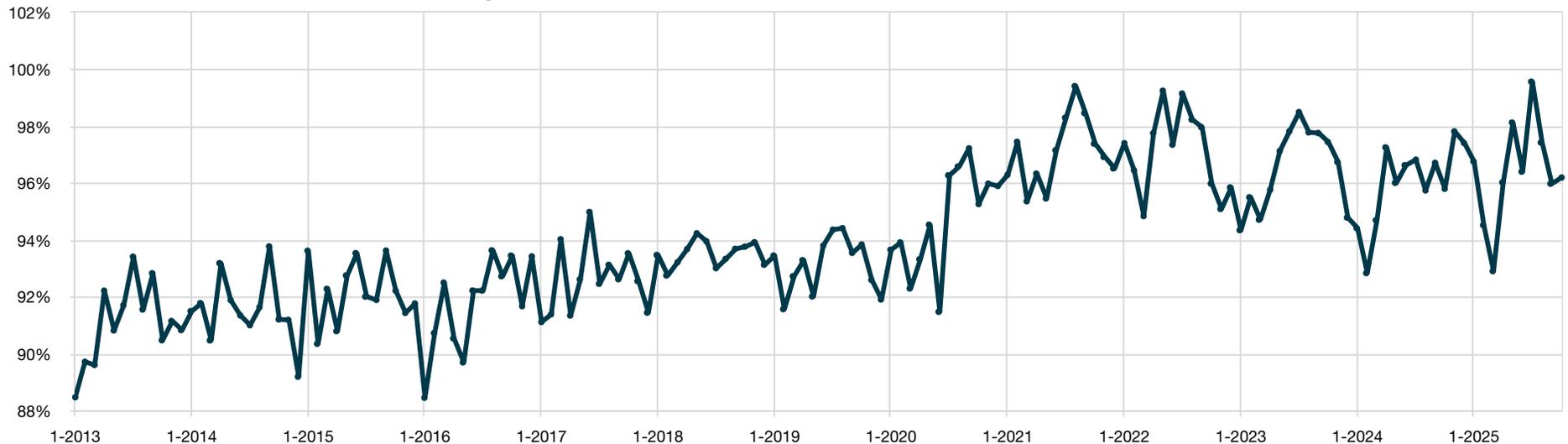
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
November 2024	97.8%	96.7%	+ 1.1%
December 2024	97.4%	94.8%	+ 2.7%
January 2025	96.8%	94.4%	+ 2.5%
February 2025	94.5%	92.8%	+ 1.8%
March 2025	92.9%	94.7%	- 1.9%
April 2025	96.0%	97.3%	- 1.3%
May 2025	98.1%	96.0%	+ 2.2%
June 2025	96.4%	96.6%	- 0.2%
July 2025	99.6%	96.8%	+ 2.9%
August 2025	97.4%	95.7%	+ 1.8%
September 2025	96.0%	96.7%	- 0.7%
October 2025	96.2%	95.8%	+ 0.4%
12-Month Avg*	96.7%	95.8%	+ 0.9%

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

Historical Percent of List Price Received by Month

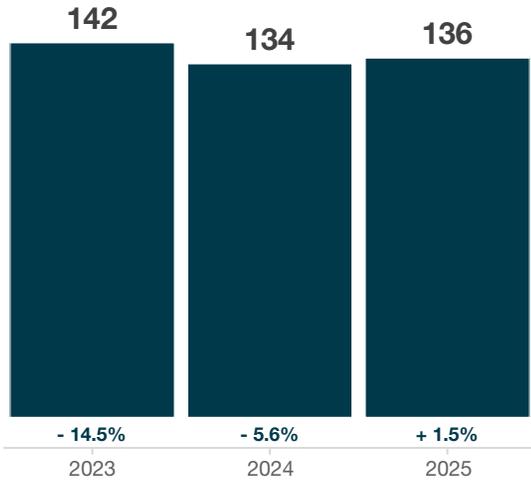


Housing Affordability Index

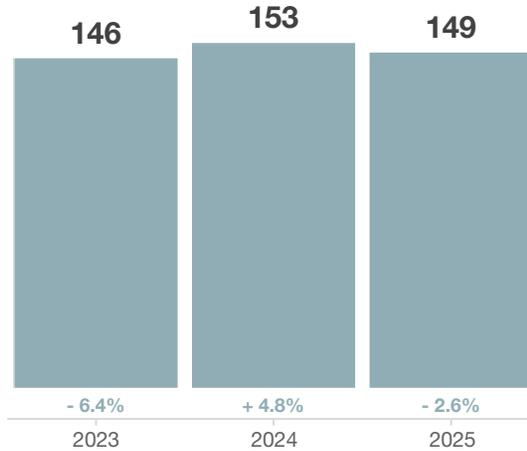
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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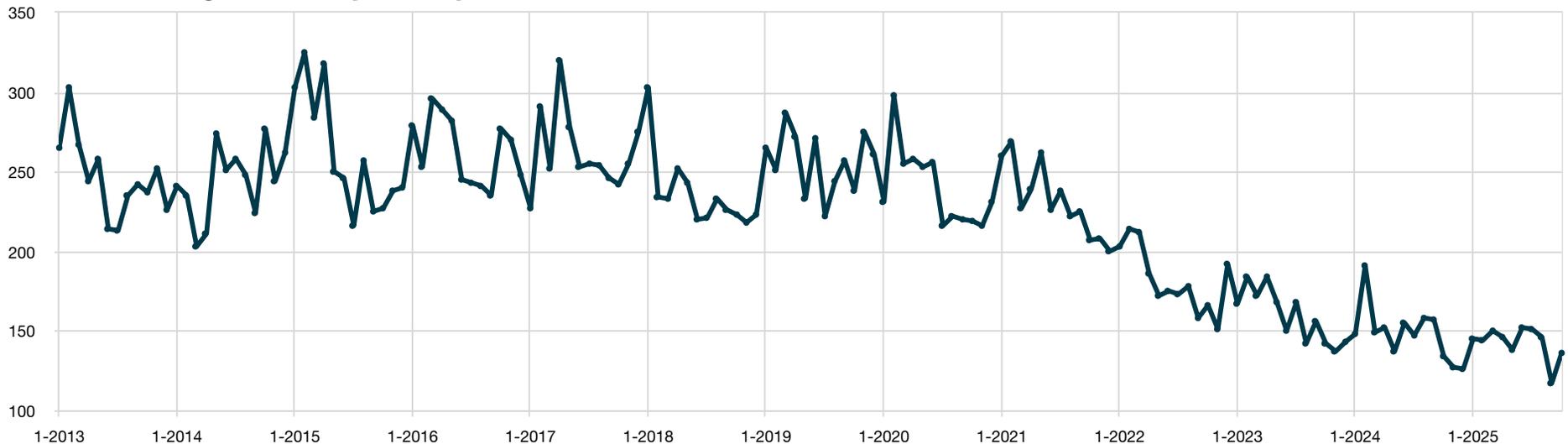


Year to Date



	Affordability Index	Prior Year	Percent Change
November 2024	127	137	- 7.3%
December 2024	126	143	- 11.9%
January 2025	145	148	- 2.0%
February 2025	144	191	- 24.6%
March 2025	150	149	+ 0.7%
April 2025	146	152	- 3.9%
May 2025	138	137	+ 0.7%
June 2025	152	155	- 1.9%
July 2025	151	147	+ 2.7%
August 2025	146	158	- 7.6%
September 2025	117	157	- 25.5%
October 2025	136	134	+ 1.5%
12-Month Avg	140	151	- 7.3%

Historical Housing Affordability Index by Month

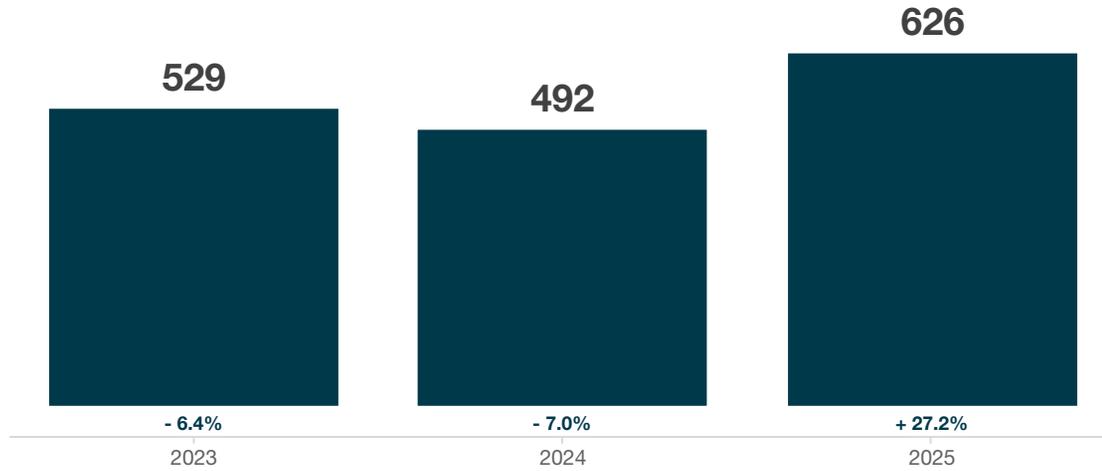


Inventory of Homes for Sale

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

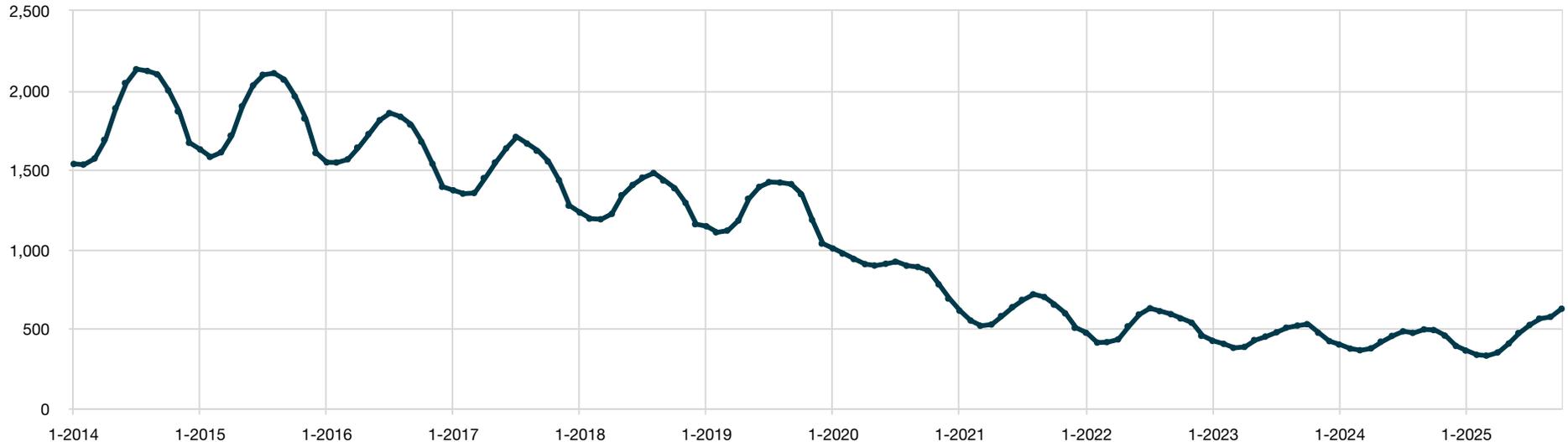


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	Homes for Sale	Prior Year	Percent Change
November 2024	457	475	- 3.8%
December 2024	392	422	- 7.1%
January 2025	363	401	- 9.5%
February 2025	336	375	- 10.4%
March 2025	331	365	- 9.3%
April 2025	351	377	- 6.9%
May 2025	407	419	- 2.9%
June 2025	473	455	+ 4.0%
July 2025	524	484	+ 8.3%
August 2025	564	474	+ 19.0%
September 2025	575	496	+ 15.9%
October 2025	626	492	+ 27.2%
12-Month Avg	450	436	+ 3.2%

Historical Inventory of Homes for Sale by Month

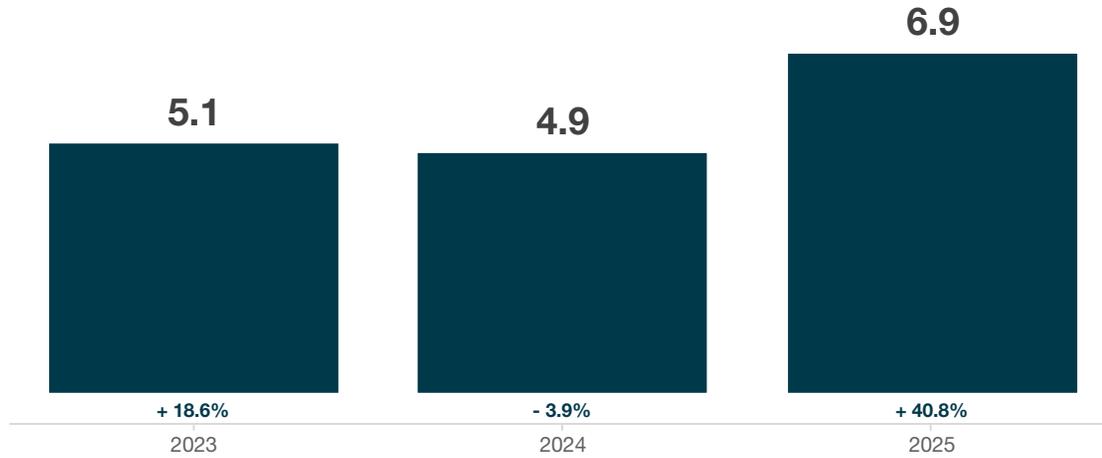


Months Supply of Inventory

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.



October



	Months Supply	Prior Year	Percent Change
November 2024	4.6	4.5	+ 2.2%
December 2024	4.0	4.0	0.0%
January 2025	3.7	3.8	- 2.6%
February 2025	3.5	3.5	0.0%
March 2025	3.5	3.4	+ 2.9%
April 2025	3.7	3.6	+ 2.8%
May 2025	4.3	4.0	+ 7.5%
June 2025	5.0	4.5	+ 11.1%
July 2025	5.5	4.8	+ 14.6%
August 2025	6.1	4.7	+ 29.8%
September 2025	6.2	4.9	+ 26.5%
October 2025	6.9	4.9	+ 40.8%
12-Month Avg*	4.8	4.2	+ 13.1%

* Months Supply for all properties from November 2024 through October 2025. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month

