

# Monthly Indicators



## December 2025

U.S. existing home sales ticked up 0.5% from the previous month to a seasonally adjusted annual rate of 4.13 million, marking the third consecutive monthly increase, according to the National Association of REALTORS® (NAR). However, sales were down 1.0% from the same period last year. Regionally, sales rose month-over-month in the Northeast and South, were unchanged in the West, and declined in the Midwest. On a year-over-year basis, sales were flat in the Northeast and South and fell in both the Midwest and West.

New Listings increased 24.5 percent to 61. Pending Sales decreased 10.9 percent to 49. Inventory increased 17.3 percent to 460.

Median Sales Price increased 2.8 percent from \$231,600 to \$238,000. Days on Market increased 47.9 percent to 71. Months Supply of Inventory increased 20.0 percent to 4.8.

The national median existing-home price continued to climb, rising 1.2% from a year ago to \$409,200, according to NAR. This year-over-year increase—the 29th consecutive monthly gain—reflects ongoing tightness in housing supply. At the end of November, there were 1.43 million units for sale, down 5.9% from the previous month but up 7.5% from the same time last year, representing a 4.2-month supply at the current sales pace.

## Activity Snapshot

<b>+ 7.1%</b>	<b>+ 2.8%</b>	<b>+ 17.3%</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 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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Months Supply of Inventory	<b>12</b>



# Activity Overview

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



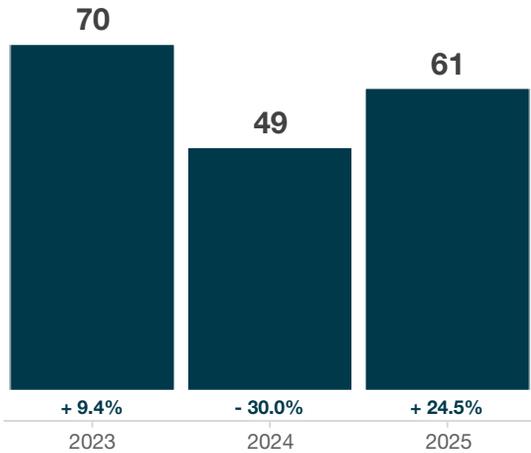
Key Metrics	Historical Sparkbars	12-2024	12-2025	% Change	YTD 2024	YTD 2025	% Change
<b>New Listings</b>		49	<b>61</b>	+ 24.5%	1,681	<b>1,688</b>	+ 0.4%
<b>Pending Sales</b>		55	<b>49</b>	- 10.9%	1,190	<b>1,141</b>	- 4.1%
<b>Closed Sales</b>		99	<b>106</b>	+ 7.1%	1,184	<b>1,103</b>	- 6.8%
<b>Days on Market Until Sale</b>		48	<b>71</b>	+ 47.9%	60	<b>59</b>	- 1.7%
<b>Median Sales Price</b>		\$231,600	<b>\$238,000</b>	+ 2.8%	\$200,000	<b>\$215,100</b>	+ 7.6%
<b>Average Sales Price</b>		\$295,066	<b>\$294,833</b>	- 0.1%	\$249,390	<b>\$270,415</b>	+ 8.4%
<b>Percent of List Price Received</b>		97.4%	<b>95.2%</b>	- 2.3%	96.1%	<b>96.3%</b>	+ 0.2%
<b>Housing Affordability Index</b>		126	<b>131</b>	+ 4.0%	146	<b>145</b>	- 0.7%
<b>Inventory of Homes for Sale</b>		392	<b>460</b>	+ 17.3%	—	—	—
<b>Months Supply of Inventory</b>		4.0	<b>4.8</b>	+ 20.0%	—	—	—

# New Listings

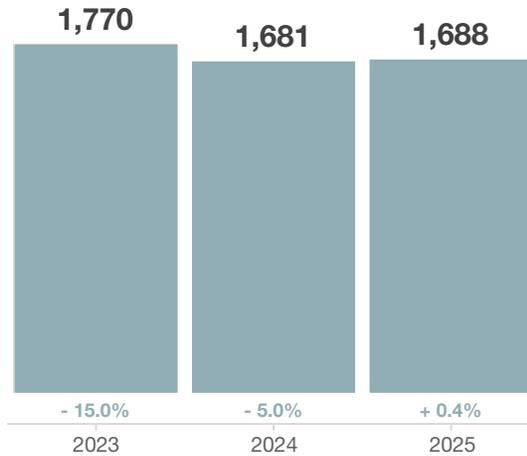
A count of the properties that have been newly listed on the market in a given month.



## December

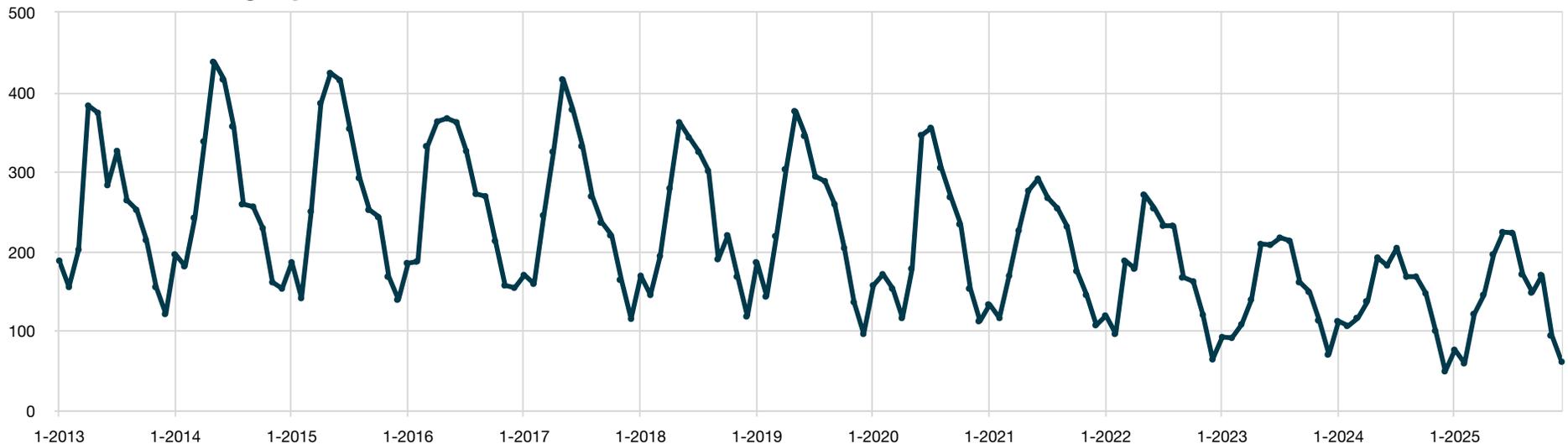


## Year to Date



	New Listings	Prior Year	Percent Change
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	171	168	+ 1.8%
September 2025	148	168	- 11.9%
October 2025	170	147	+ 15.6%
November 2025	94	100	- 6.0%
<b>December 2025</b>	<b>61</b>	<b>49</b>	<b>+ 24.5%</b>
12-Month Avg	141	140	+ 0.7%

## Historical New Listings by Month

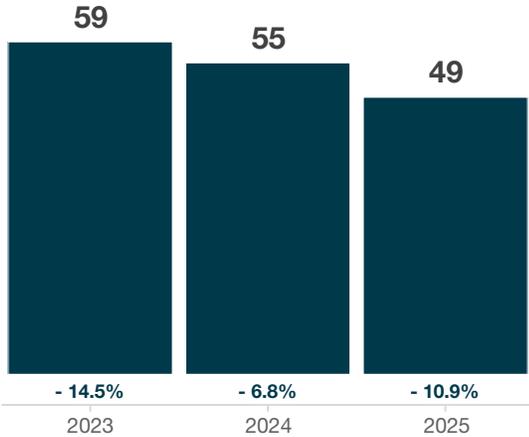


# Pending Sales

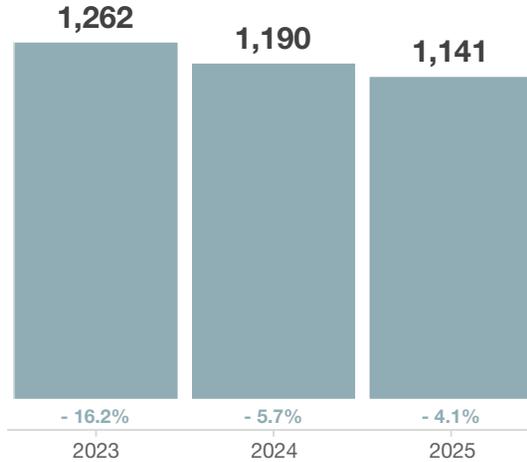
A count of the properties on which offers have been accepted in a given month.



## December

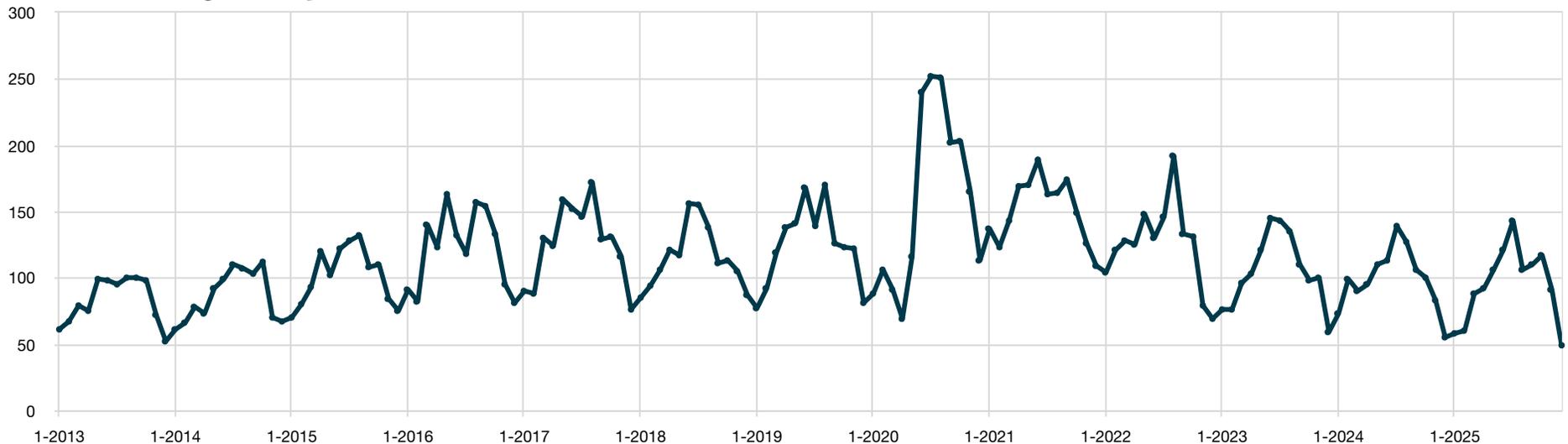


## Year to Date



	Pending Sales	Prior Year	Percent Change
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	106	110	-3.6%
June 2025	121	113	+7.1%
July 2025	143	139	+2.9%
August 2025	106	127	-16.5%
September 2025	110	106	+3.8%
October 2025	117	100	+17.0%
November 2025	91	83	+9.6%
<b>December 2025</b>	<b>49</b>	<b>55</b>	<b>-10.9%</b>
12-Month Avg	95	99	-4.0%

## Historical Pending Sales by Month

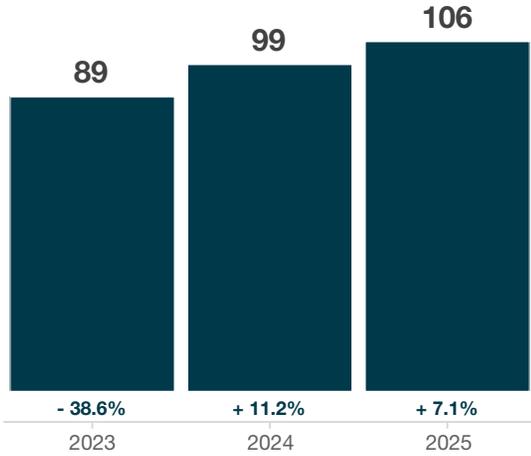


# Closed Sales

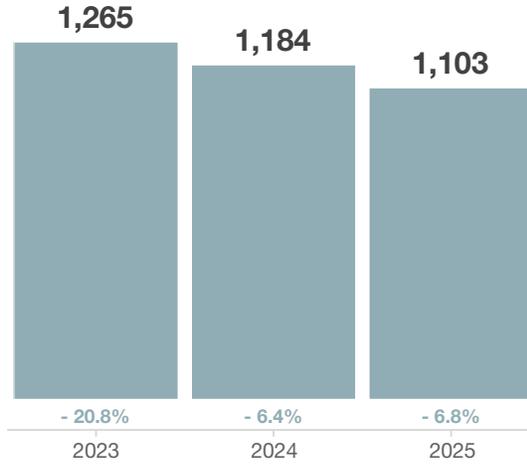
A count of the actual sales that closed in a given month.



## December

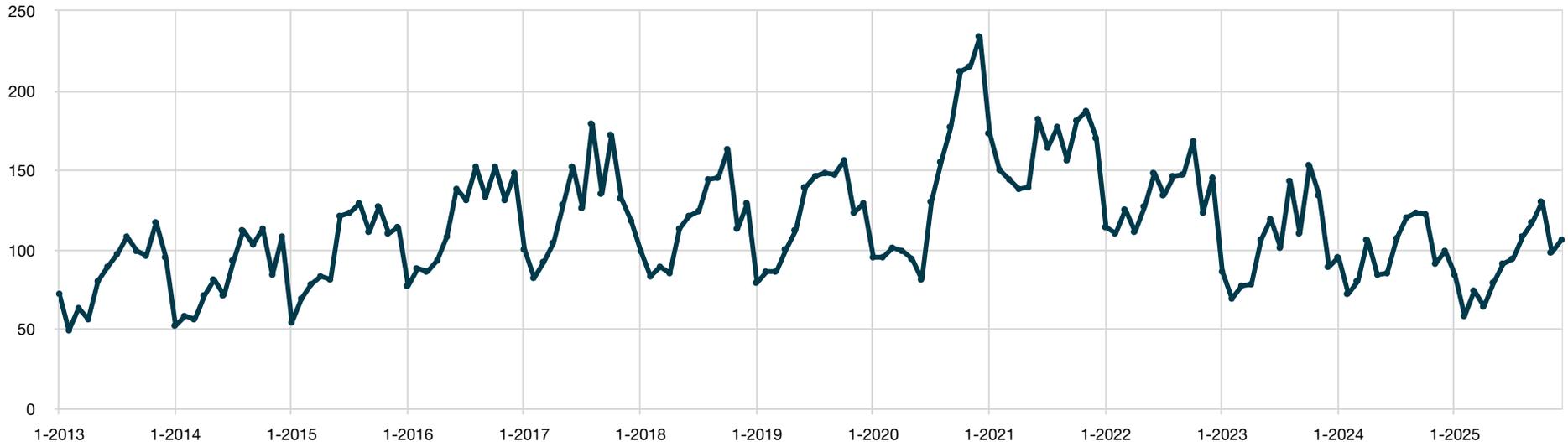


## Year to Date



	Closed Sales	Prior Year	Percent Change
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	130	122	+ 6.6%
November 2025	98	91	+ 7.7%
<b>December 2025</b>	<b>106</b>	<b>99</b>	<b>+ 7.1%</b>
12-Month Avg	92	99	- 7.1%

## Historical Closed Sales by Month

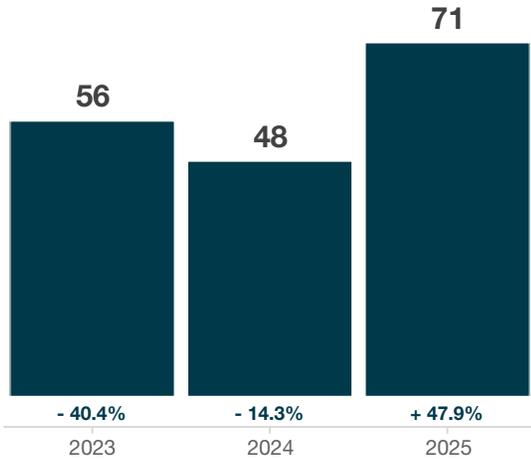


# Days on Market Until Sale

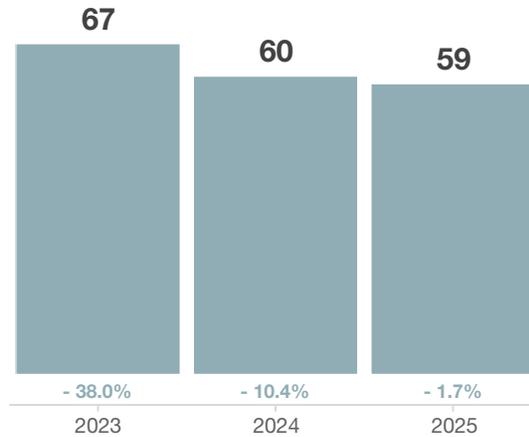
Average number of days between when a property is listed and when an offer is accepted in a given month.



## December



## Year to Date



Days on Market	Prior Year	Percent Change	
January 2025	52	59	- 11.9%
February 2025	59	107	- 44.9%
March 2025	89	75	+ 18.7%
April 2025	70	65	+ 7.7%
May 2025	78	71	+ 9.9%
June 2025	54	73	- 26.0%
July 2025	48	43	+ 11.6%
August 2025	51	58	- 12.1%
September 2025	48	47	+ 2.1%
October 2025	53	53	0.0%
November 2025	50	50	0.0%
<b>December 2025</b>	<b>71</b>	<b>48</b>	<b>+ 47.9%</b>
12-Month Avg*	59	60	- 2.2%

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

## Historical Days on Market Until Sale by Month

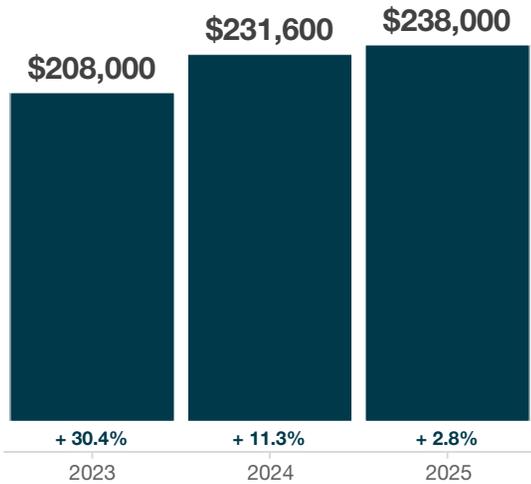


# Median Sales Price

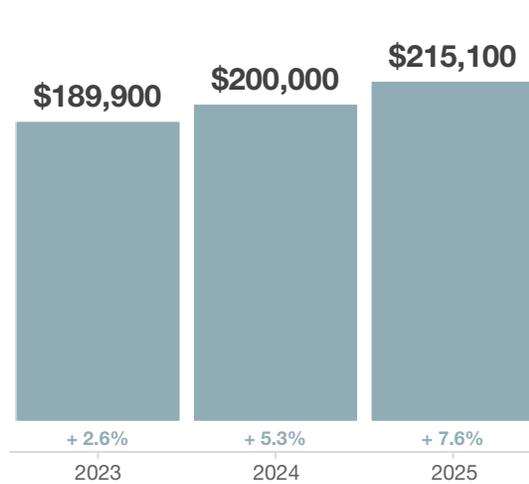
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## December



## Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$225,950	\$223,000	+ 1.3%
November 2025	\$237,500	\$230,000	+ 3.3%
<b>December 2025</b>	<b>\$238,000</b>	<b>\$231,600</b>	<b>+ 2.8%</b>
12-Month Avg*	\$215,100	\$200,000	+ 7.6%

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

## Historical Median Sales Price by Month

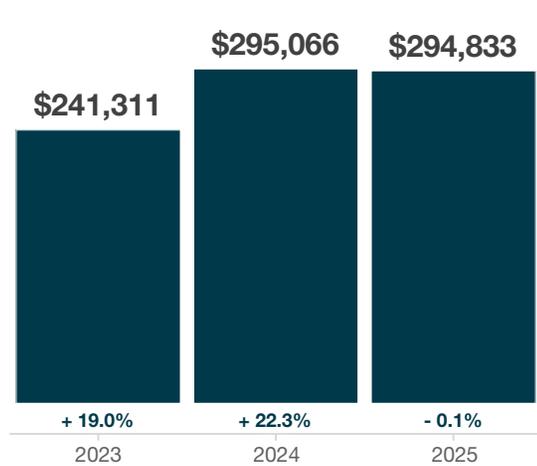


# Average Sales Price

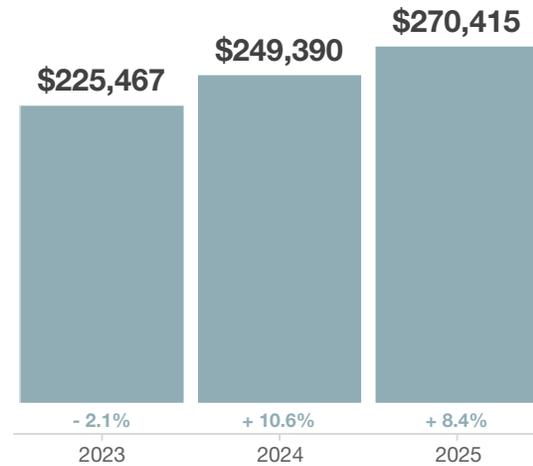
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## December



## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$336,567	\$261,308	+ 28.8%
November 2025	\$273,976	\$282,362	- 3.0%
<b>December 2025</b>	<b>\$294,833</b>	<b>\$295,066</b>	<b>- 0.1%</b>
12-Month Avg*	\$270,415	\$249,390	+ 8.4%

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

## Historical Average Sales Price by Month

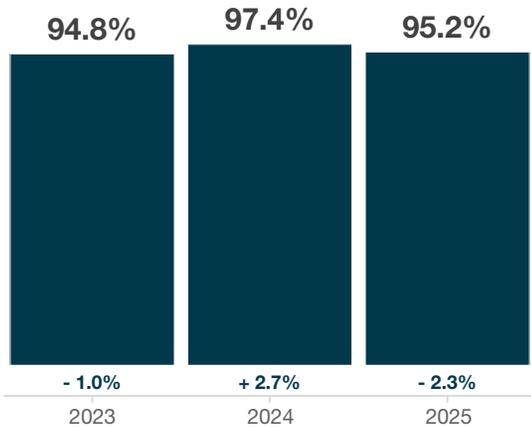


# Percent of List Price Received

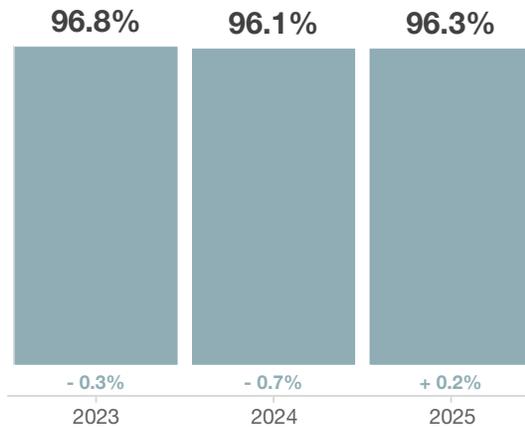
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## December



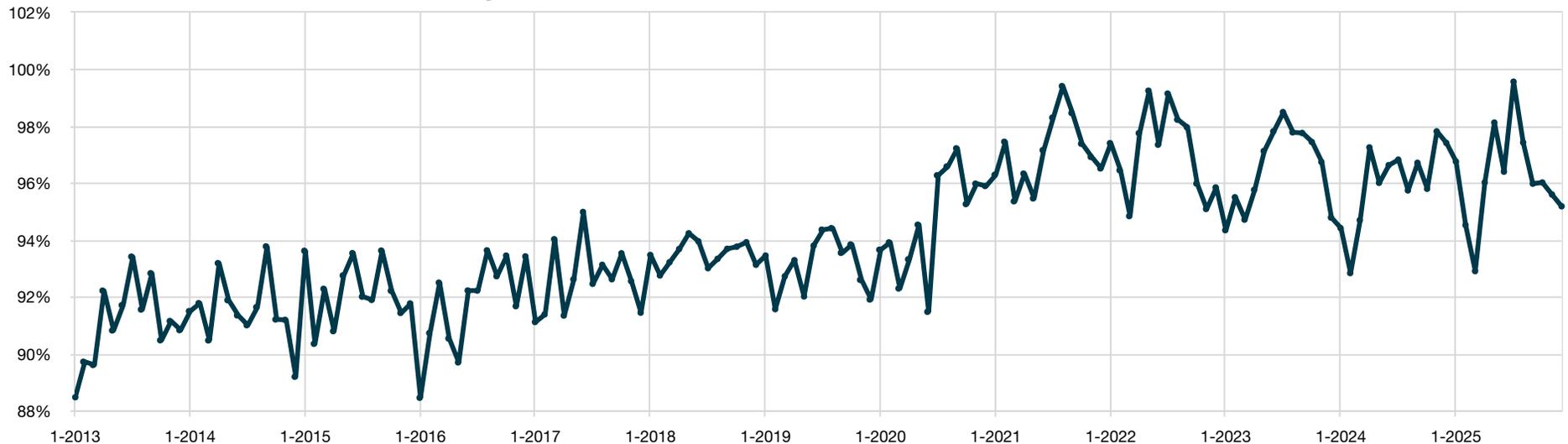
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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	96.0%	95.8%	+ 0.2%
November 2025	95.6%	97.8%	- 2.2%
<b>December 2025</b>	<b>95.2%</b>	<b>97.4%</b>	<b>- 2.3%</b>
12-Month Avg*	96.3%	96.1%	+ 0.2%

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

## Historical Percent of List Price Received by Month

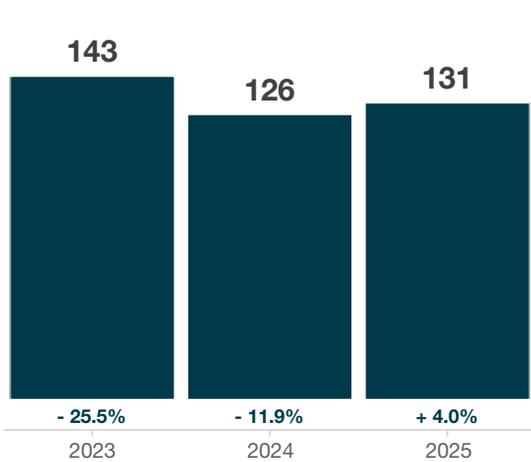


# Housing Affordability Index

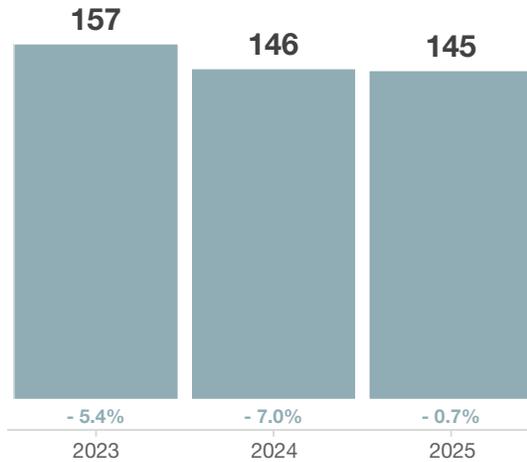
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## December

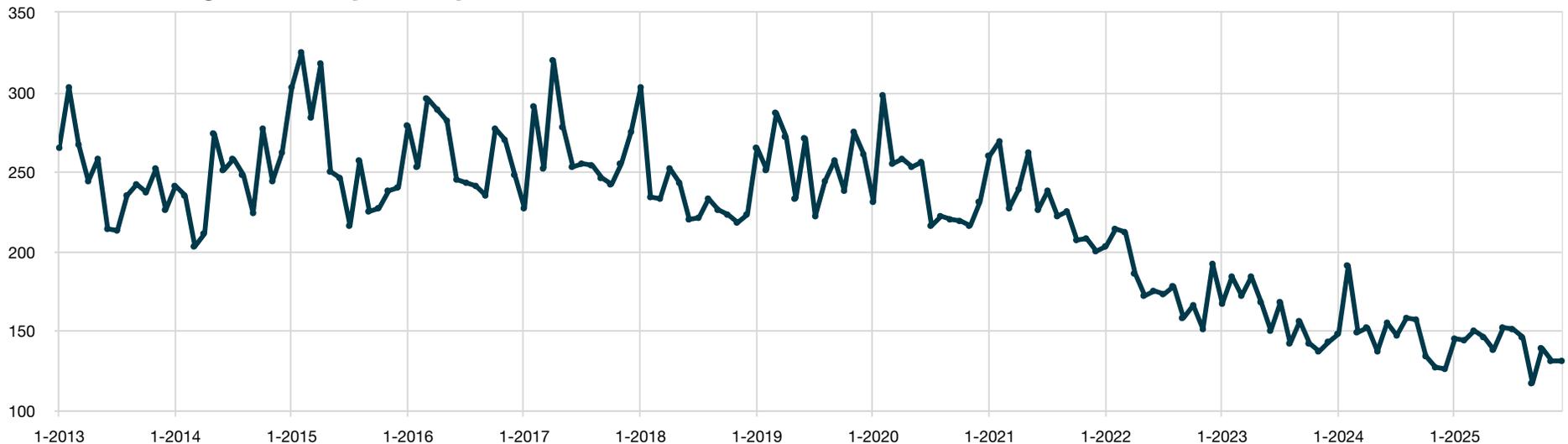


## Year to Date



	Affordability Index	Prior Year	Percent Change
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	139	134	+ 3.7%
November 2025	131	127	+ 3.1%
<b>December 2025</b>	<b>131</b>	<b>126</b>	<b>+ 4.0%</b>
12-Month Avg	141	148	- 4.7%

## Historical Housing Affordability Index by Month

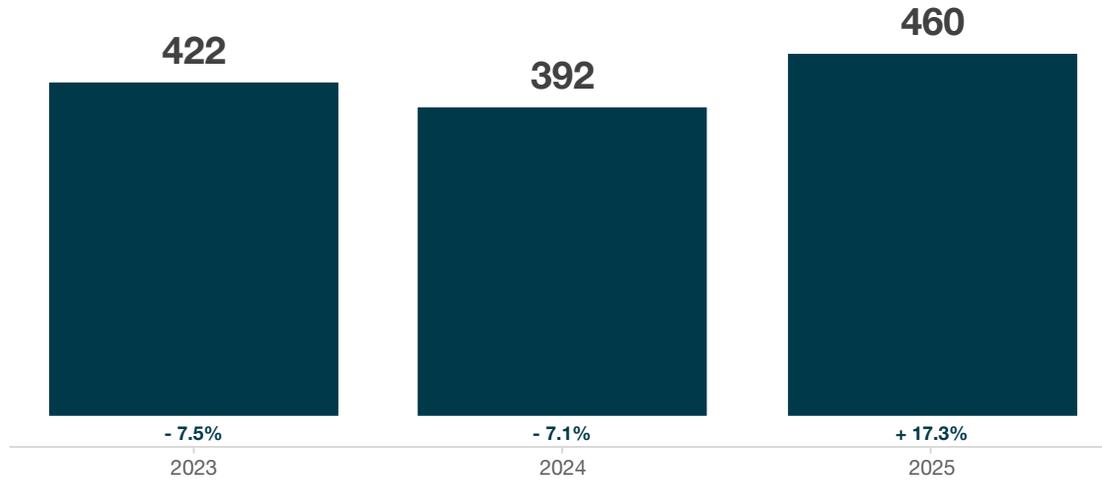


# Inventory of Homes for Sale

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

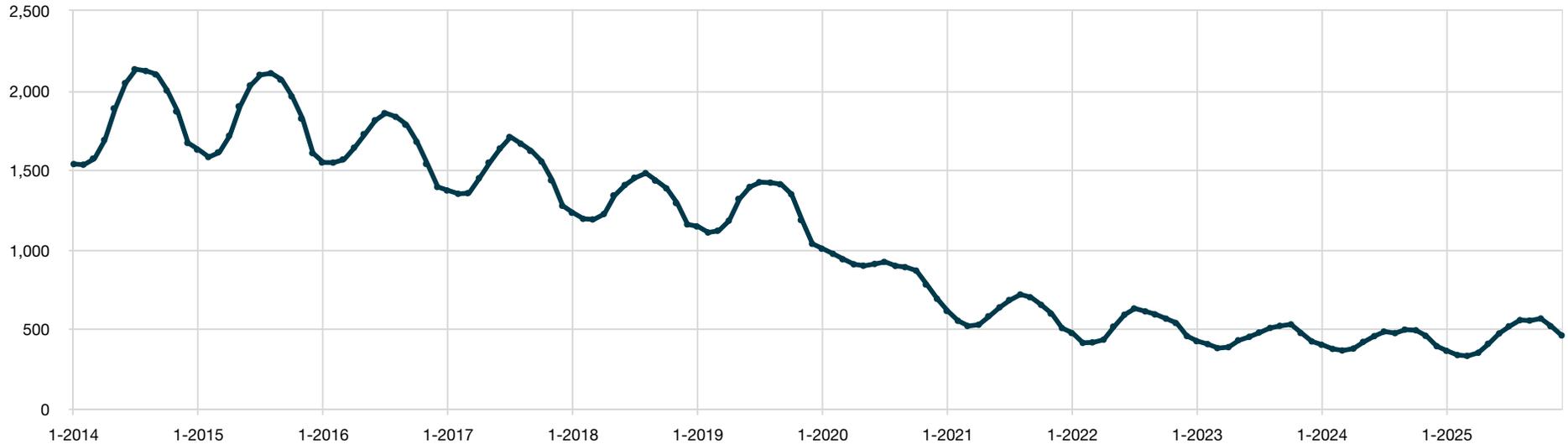


## December



	Homes for Sale	Prior Year	Percent Change
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	472	455	+ 3.7%
July 2025	517	484	+ 6.8%
August 2025	556	474	+ 17.3%
September 2025	553	496	+ 11.5%
October 2025	566	492	+ 15.0%
November 2025	518	457	+ 13.3%
<b>December 2025</b>	<b>460</b>	<b>392</b>	<b>+ 17.3%</b>
12-Month Avg	453	432	+ 4.9%

## Historical Inventory of Homes for Sale by Month

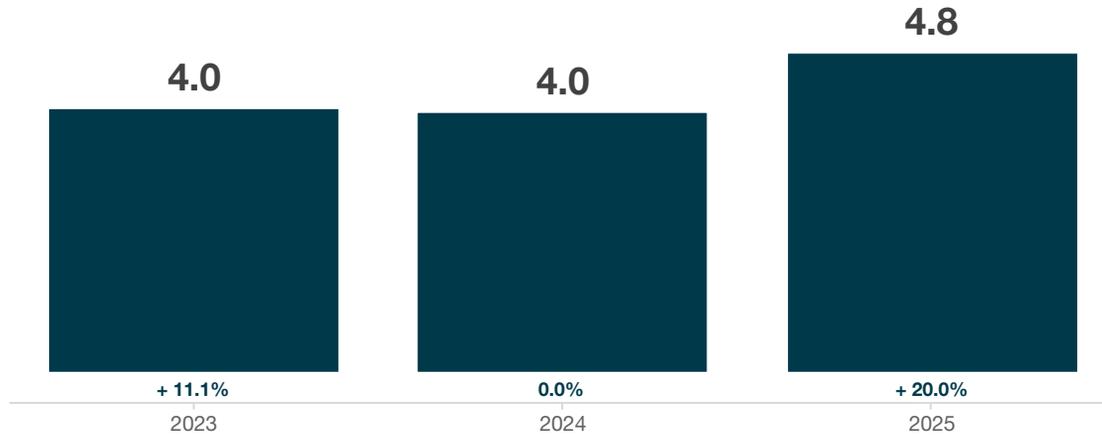


# Months Supply of Inventory

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.



## December



Months Supply	Prior Year	Percent Change	
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	5.4	4.8	+ 12.5%
August 2025	6.0	4.7	+ 27.7%
September 2025	5.9	4.9	+ 20.4%
October 2025	6.0	4.9	+ 22.4%
November 2025	5.4	4.6	+ 17.4%
<b>December 2025</b>	<b>4.8</b>	<b>4.0</b>	<b>+ 20.0%</b>
12-Month Avg*	4.8	4.2	+ 13.4%

\* Months Supply for all properties from January 2025 through December 2025. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month

