

Monthly Indicators



January 2026

U.S. existing-home sales climbed 5.1% month-over-month and 1.4% year-over-year to a seasonally adjusted annual rate of 4.35 million units, the strongest pace in nearly three years, according to the National Association of REALTORS® (NAR). Lower mortgage rates and slower home price growth helped spur buyer activity, and sales increased month-over-month in every region. On an annual basis, sales rose in the South, held steady in the West and Midwest, and declined in the Northeast.

New Listings increased 21.1 percent to 92. Pending Sales increased 6.9 percent to 62. Inventory increased 17.6 percent to 427.

Median Sales Price increased 18.8 percent from \$199,450 to \$236,950. Days on Market increased 38.5 percent to 72. Months Supply of Inventory increased 18.9 percent to 4.4.

Nationally, there were 1.18 million homes for sale heading into January, an 18.1% decline from the previous month but 3.5% higher compared to the same period last year, representing a 3.3-month supply at the current sales pace, according to NAR. Meanwhile, the median existing-home price rose 0.4% from a year ago to \$405,400, reflecting a continued moderation in national price growth.

Activity Snapshot

+ 16.7%

One-Year Change in
Closed Sales
All Properties

+ 18.8%

One-Year Change in
Median Sales Price
All Properties

+ 17.6%

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.



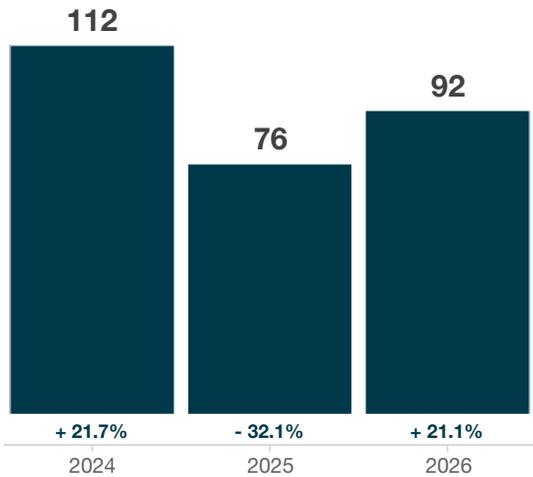
| Key Metrics | Historical Sparkbars | 1-2025 | 1-2026 | % Change | YTD 2025 | YTD 2026 | % Change |
|---------------------------------------|----------------------|-----------|------------------|----------|-----------|------------------|----------|
| New Listings | | 76 | 92 | + 21.1% | 76 | 92 | + 21.1% |
| Pending Sales | | 58 | 62 | + 6.9% | 58 | 62 | + 6.9% |
| Closed Sales | | 84 | 98 | + 16.7% | 84 | 98 | + 16.7% |
| Days on Market Until Sale | | 52 | 72 | + 38.5% | 52 | 72 | + 38.5% |
| Median Sales Price | | \$199,450 | \$236,950 | + 18.8% | \$199,450 | \$236,950 | + 18.8% |
| Average Sales Price | | \$245,058 | \$267,550 | + 9.2% | \$245,058 | \$267,550 | + 9.2% |
| Percent of List Price Received | | 96.8% | 94.6% | - 2.3% | 96.8% | 94.6% | - 2.3% |
| Housing Affordability Index | | 149 | 138 | - 7.4% | 149 | 138 | - 7.4% |
| Inventory of Homes for Sale | | 363 | 427 | + 17.6% | — | — | — |
| Months Supply of Inventory | | 3.7 | 4.4 | + 18.9% | — | — | — |

New Listings

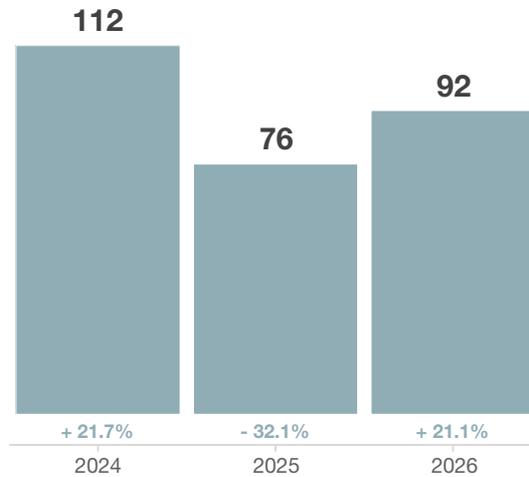
A count of the properties that have been newly listed on the market in a given month.



January

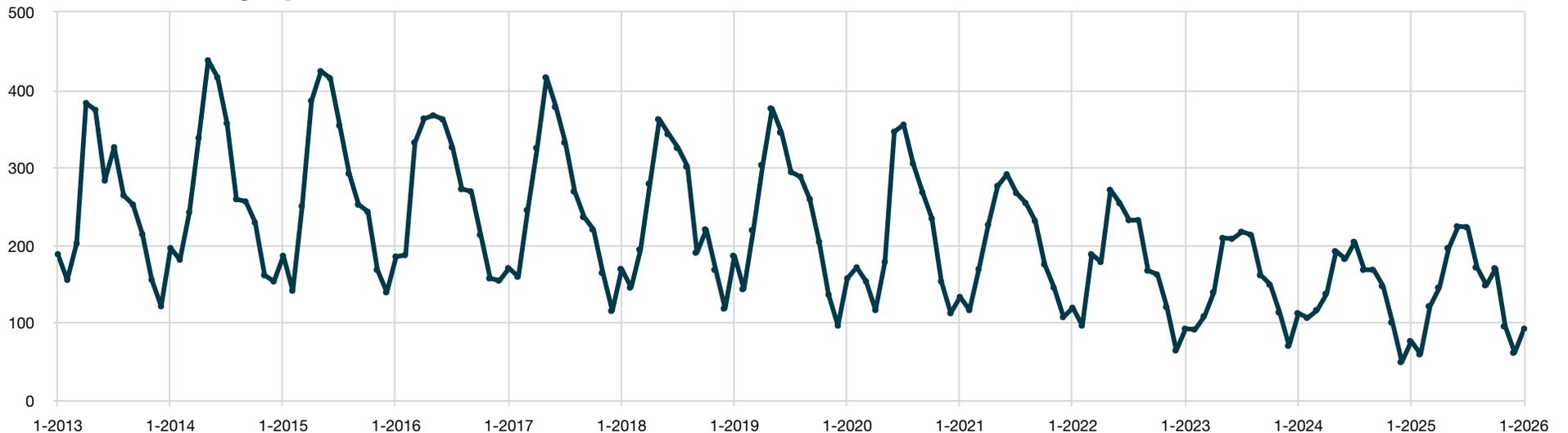


Year to Date



| | New Listings | Prior Year | Percent Change |
|---------------------|--------------|------------|----------------|
| February 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 | 95 | 100 | - 5.0% |
| December 2025 | 61 | 49 | + 24.5% |
| January 2026 | 92 | 76 | + 21.1% |
| 12-Month Avg | 142 | 137 | + 3.6% |

Historical New Listings by Month

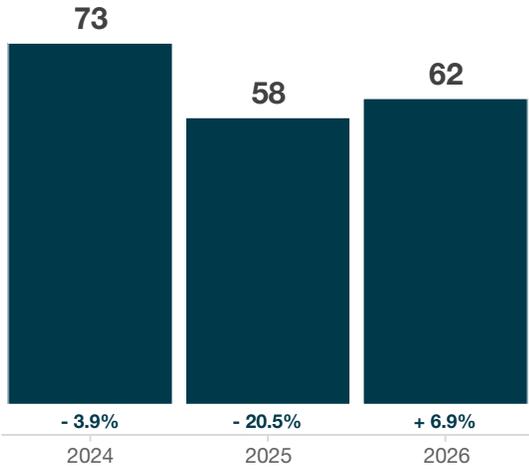


Pending Sales

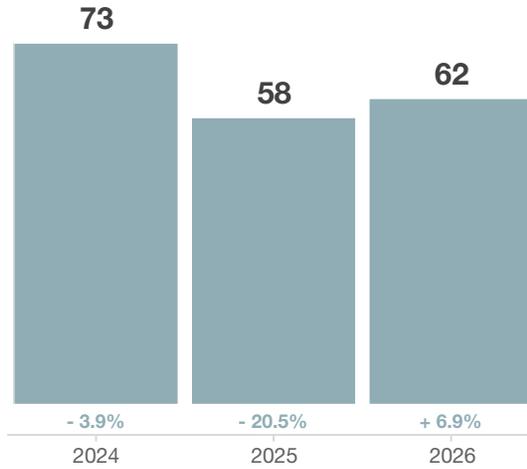
A count of the properties on which offers have been accepted in a given month.



January

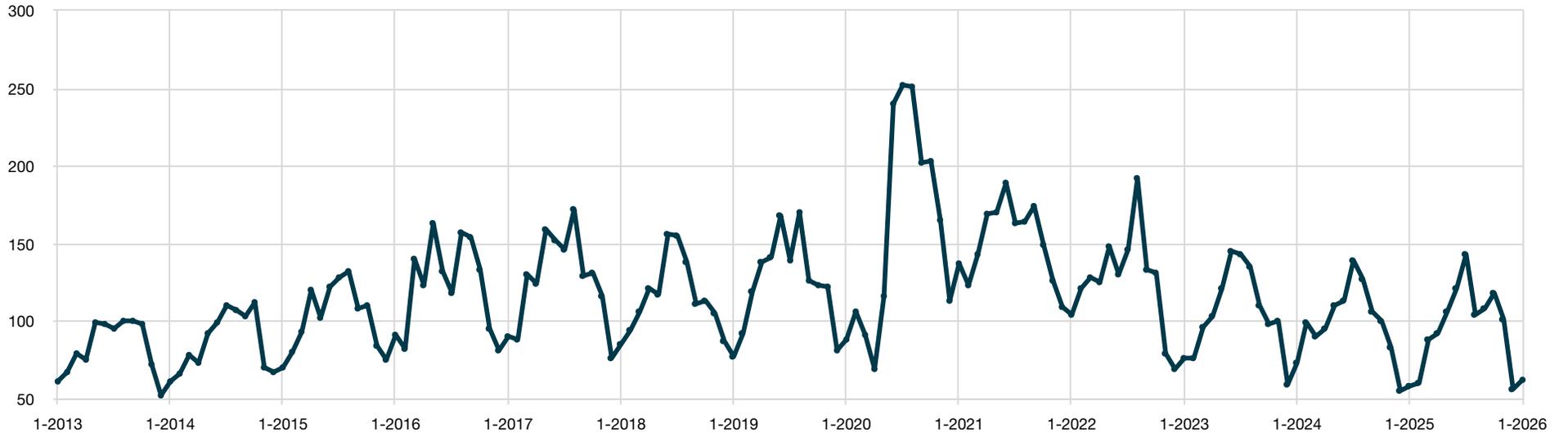


Year to Date



| | Pending Sales | Prior Year | Percent Change |
|---------------------|---------------|------------|----------------|
| February 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 | 104 | 127 | -18.1% |
| September 2025 | 108 | 106 | +1.9% |
| October 2025 | 118 | 100 | +18.0% |
| November 2025 | 101 | 83 | +21.7% |
| December 2025 | 56 | 55 | +1.8% |
| January 2026 | 62 | 58 | +6.9% |
| 12-Month Avg | 97 | 98 | -1.0% |

Historical Pending Sales by Month

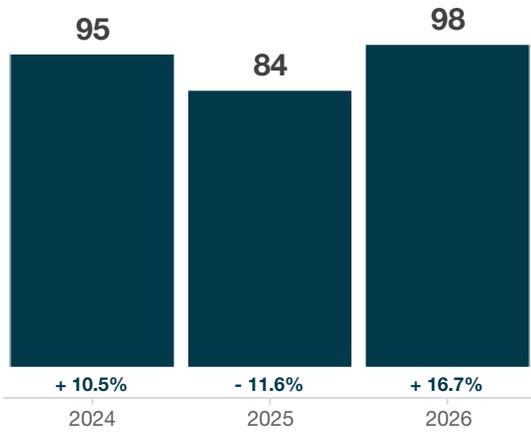


Closed Sales

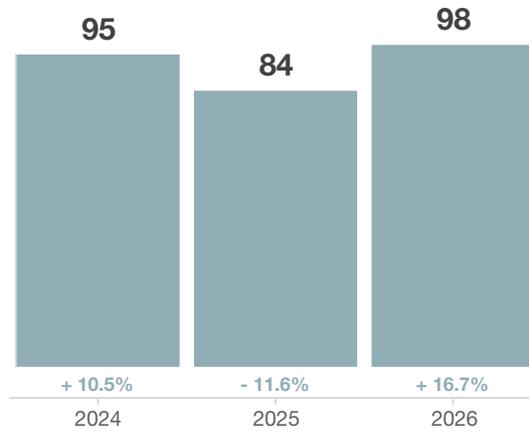
A count of the actual sales that closed in a given month.



January

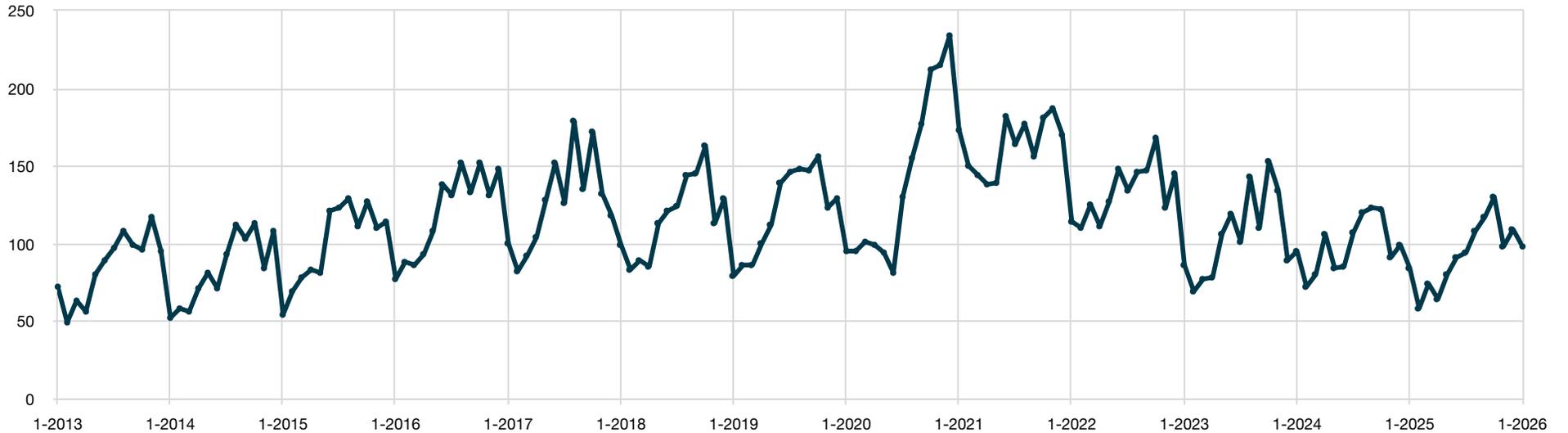


Year to Date



| | Closed Sales | Prior Year | Percent Change |
|---------------------|--------------|------------|----------------|
| February 2025 | 58 | 72 | - 19.4% |
| March 2025 | 74 | 80 | - 7.5% |
| April 2025 | 64 | 106 | - 39.6% |
| May 2025 | 80 | 84 | - 4.8% |
| 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% |
| December 2025 | 109 | 99 | + 10.1% |
| January 2026 | 98 | 84 | + 16.7% |
| 12-Month Avg | 93 | 98 | - 5.1% |

Historical Closed Sales by Month

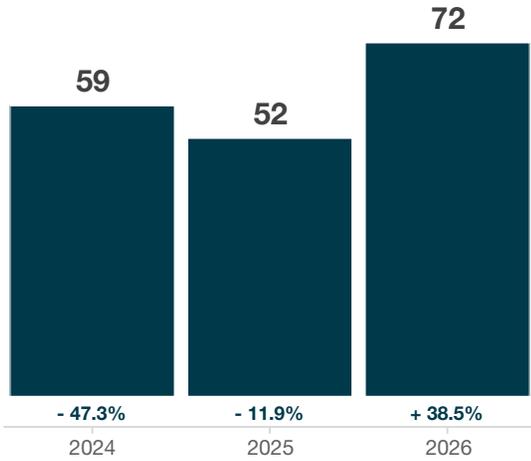


Days on Market Until Sale

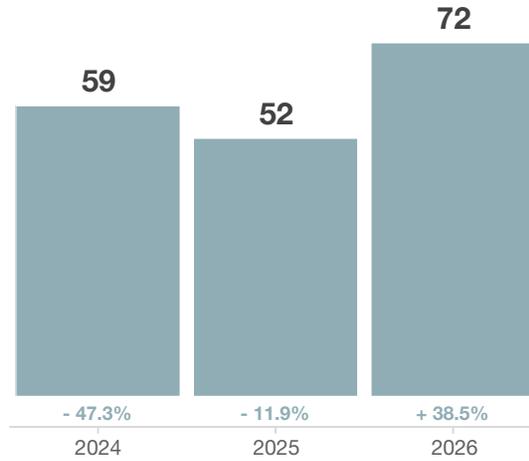
Average number of days between when a property is listed and when an offer is accepted in a given month.



January



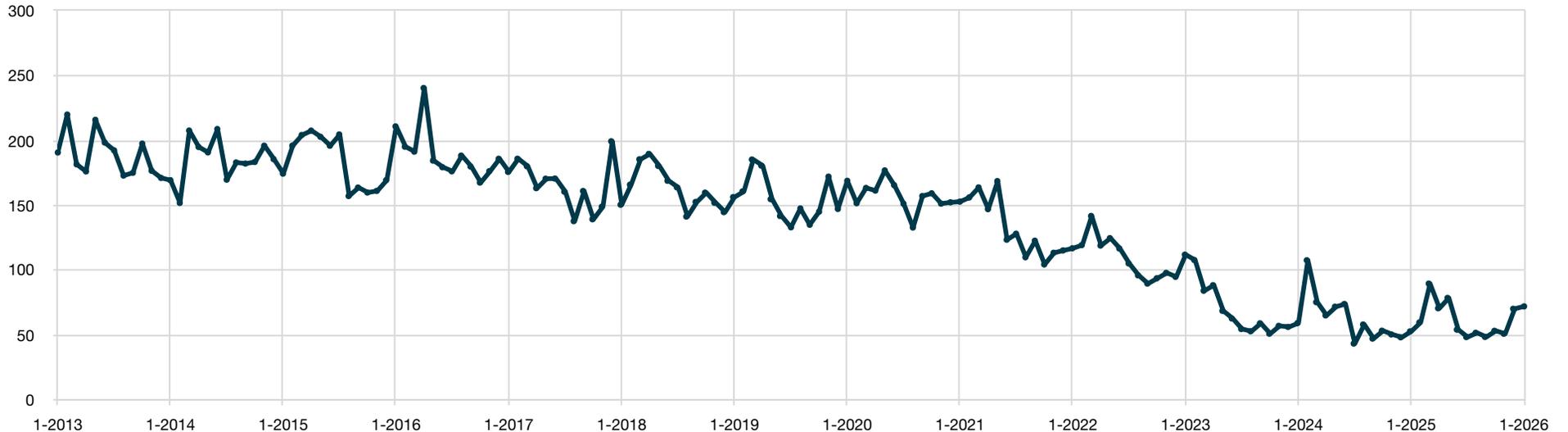
Year to Date



| Days on Market | Prior Year | Percent Change |
|---------------------|------------|----------------|
| February 2025 | 107 | -44.9% |
| March 2025 | 75 | +18.7% |
| April 2025 | 65 | +7.7% |
| May 2025 | 71 | +9.9% |
| June 2025 | 73 | -26.0% |
| July 2025 | 43 | +11.6% |
| August 2025 | 58 | -12.1% |
| September 2025 | 47 | +2.1% |
| October 2025 | 53 | 0.0% |
| November 2025 | 50 | 0.0% |
| December 2025 | 48 | +45.8% |
| January 2026 | 52 | +38.5% |
| 12-Month Avg* | 60 | +1.0% |

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

Historical Days on Market Until Sale by Month

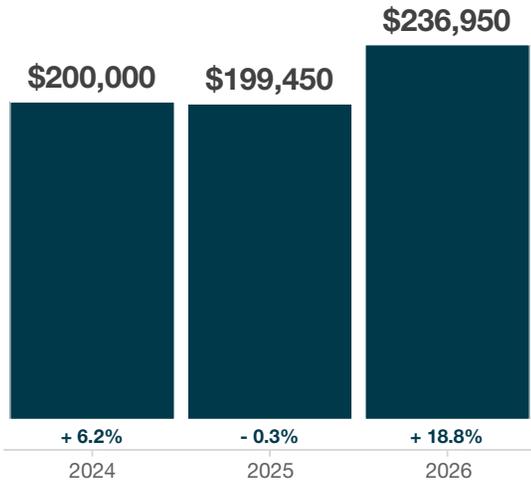


Median Sales Price

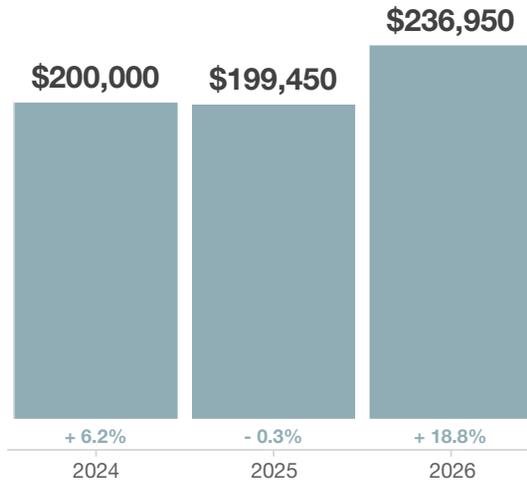
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January



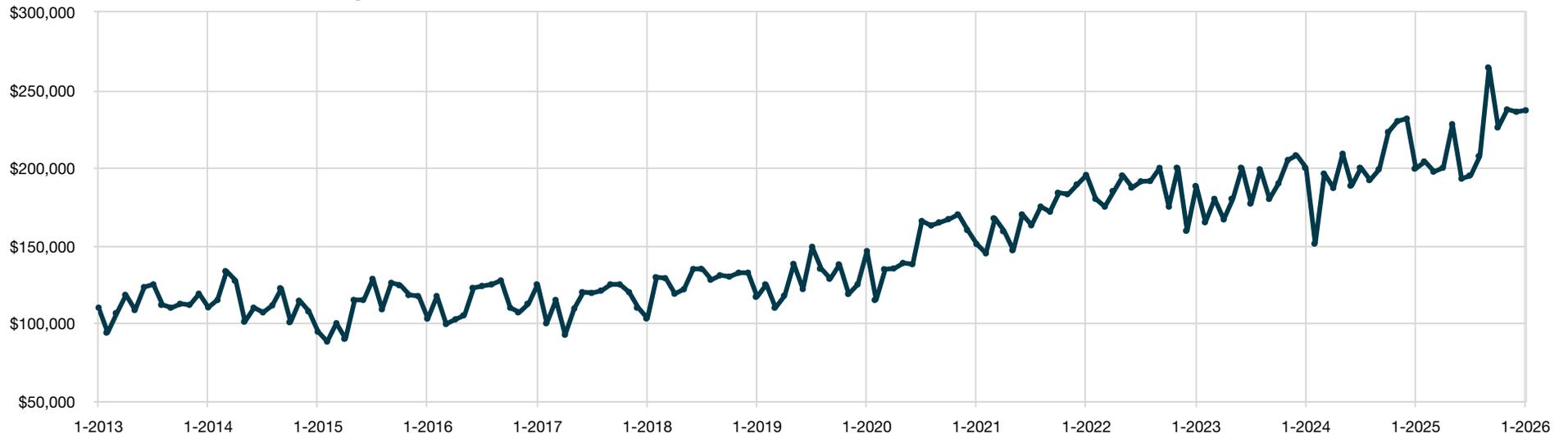
Year to Date



| | Median Sales Price | Prior Year | Percent Change |
|---------------------|--------------------|------------------|----------------|
| 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 | \$228,000 | \$209,000 | + 9.1% |
| 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% |
| December 2025 | \$236,000 | \$231,600 | + 1.9% |
| January 2026 | \$236,950 | \$199,450 | + 18.8% |
| 12-Month Avg* | \$220,000 | \$200,000 | + 10.0% |

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

Historical Median Sales Price by Month

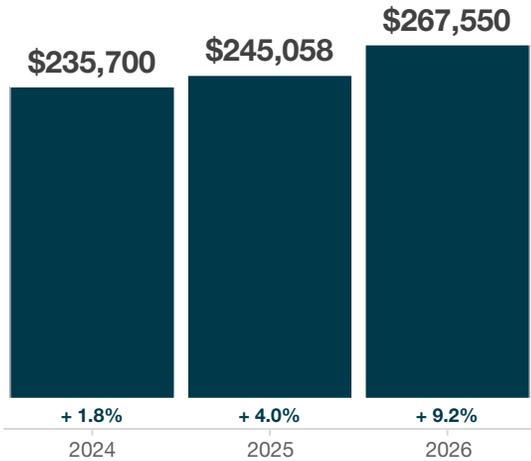


Average Sales Price

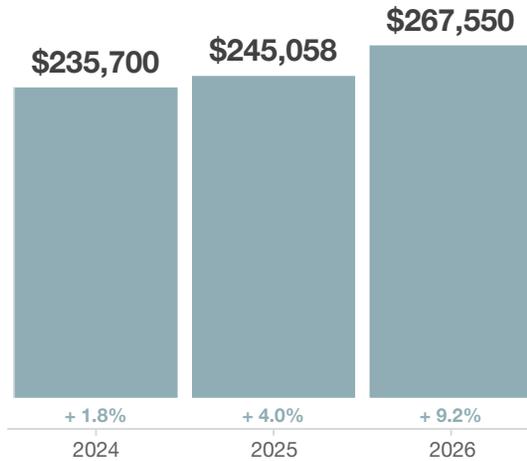
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



Year to Date



| | Avg. Sales Price | Prior Year | Percent Change |
|---------------------|------------------|------------------|----------------|
| 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 | \$256,820 | \$296,431 | - 13.4% |
| 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% |
| December 2025 | \$291,584 | \$295,066 | - 1.2% |
| January 2026 | \$267,550 | \$245,058 | + 9.2% |
| 12-Month Avg* | \$272,014 | \$250,190 | + 8.7% |

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

Historical Average Sales Price by Month

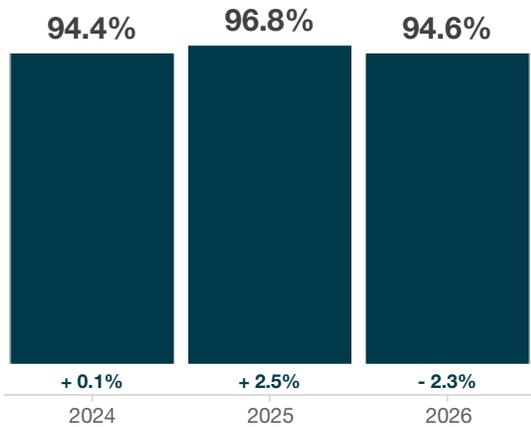


Percent of List Price Received

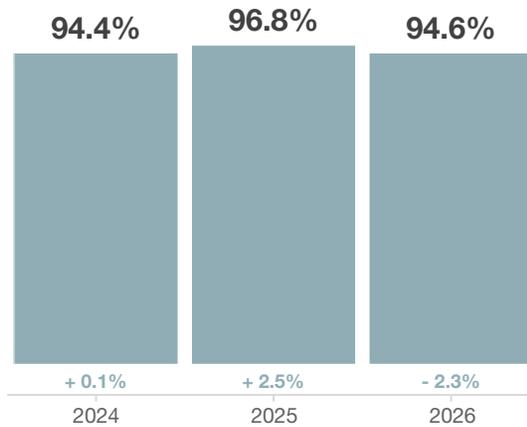
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



January



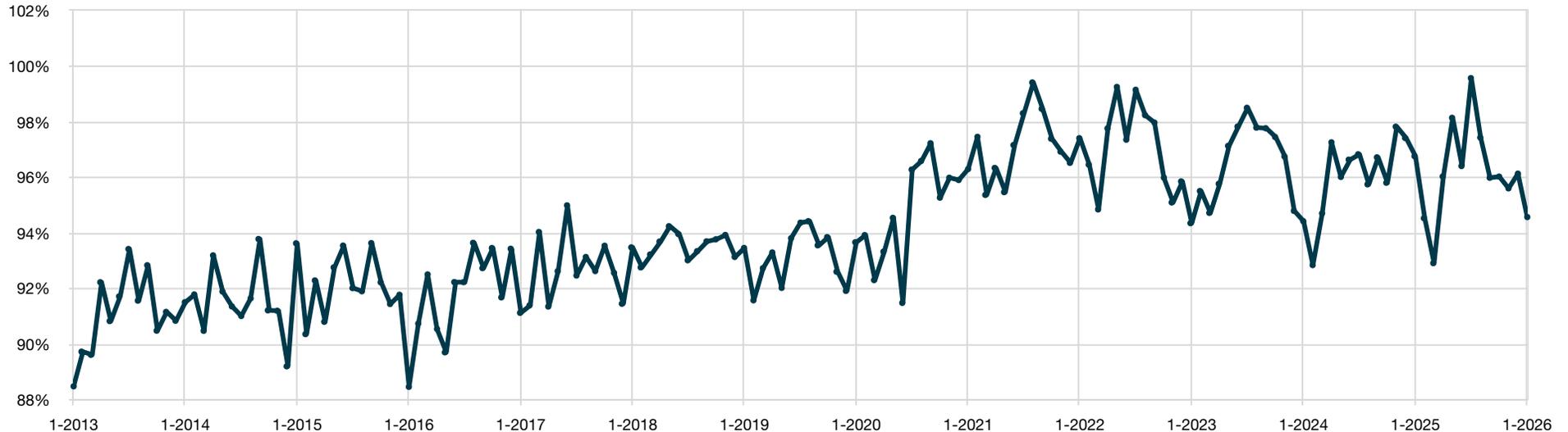
Year to Date



| | Pct. of List Price Received | Prior Year | Percent Change |
|---------------------|-----------------------------|--------------|----------------|
| 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% |
| December 2025 | 96.1% | 97.4% | - 1.3% |
| January 2026 | 94.6% | 96.8% | - 2.3% |
| 12-Month Avg* | 96.2% | 96.3% | - 0.1% |

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

Historical Percent of List Price Received by Month

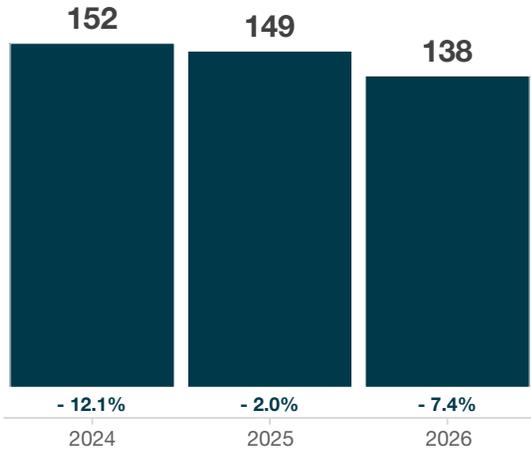


Housing Affordability Index

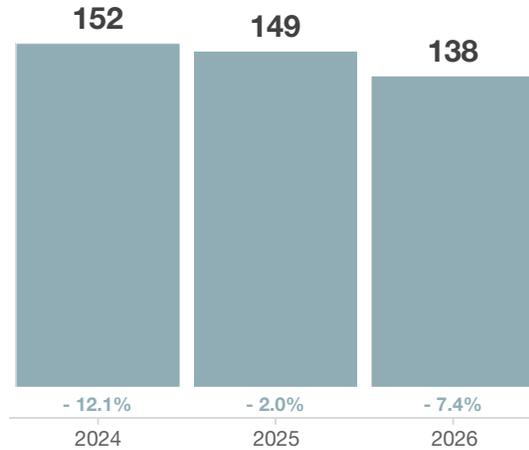
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



January

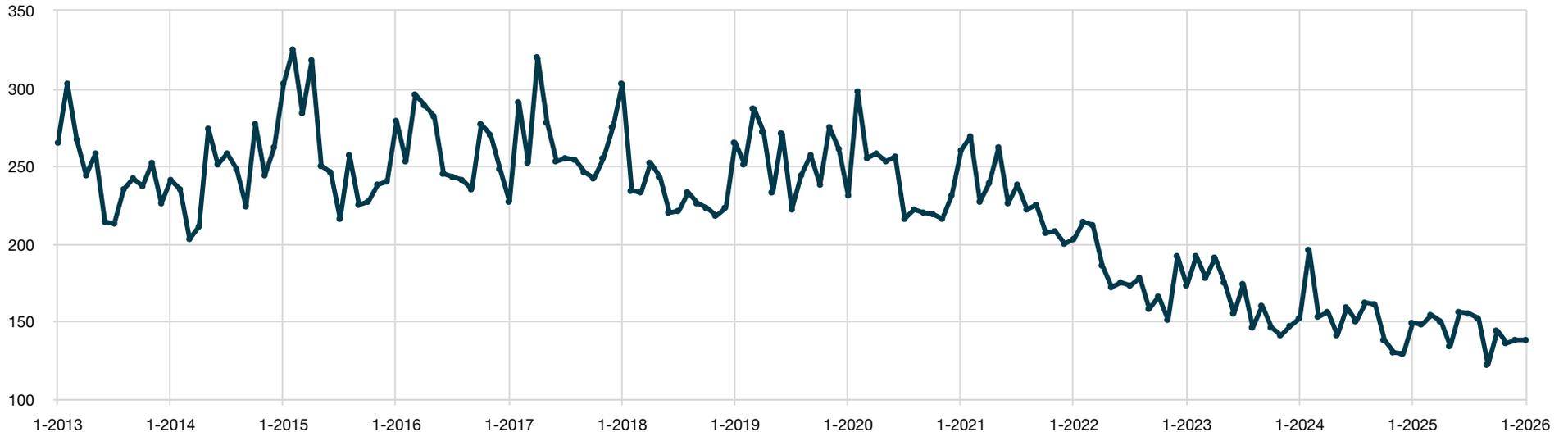


Year to Date



| | Affordability Index | Prior Year | Percent Change |
|---------------------|---------------------|------------|----------------|
| February 2025 | 148 | 196 | - 24.5% |
| March 2025 | 154 | 153 | + 0.7% |
| April 2025 | 150 | 156 | - 3.8% |
| May 2025 | 134 | 141 | - 5.0% |
| June 2025 | 156 | 159 | - 1.9% |
| July 2025 | 155 | 150 | + 3.3% |
| August 2025 | 152 | 162 | - 6.2% |
| September 2025 | 122 | 161 | - 24.2% |
| October 2025 | 144 | 138 | + 4.3% |
| November 2025 | 136 | 130 | + 4.6% |
| December 2025 | 138 | 129 | + 7.0% |
| January 2026 | 138 | 149 | - 7.4% |
| 12-Month Avg | 144 | 152 | - 5.3% |

Historical Housing Affordability Index by Month

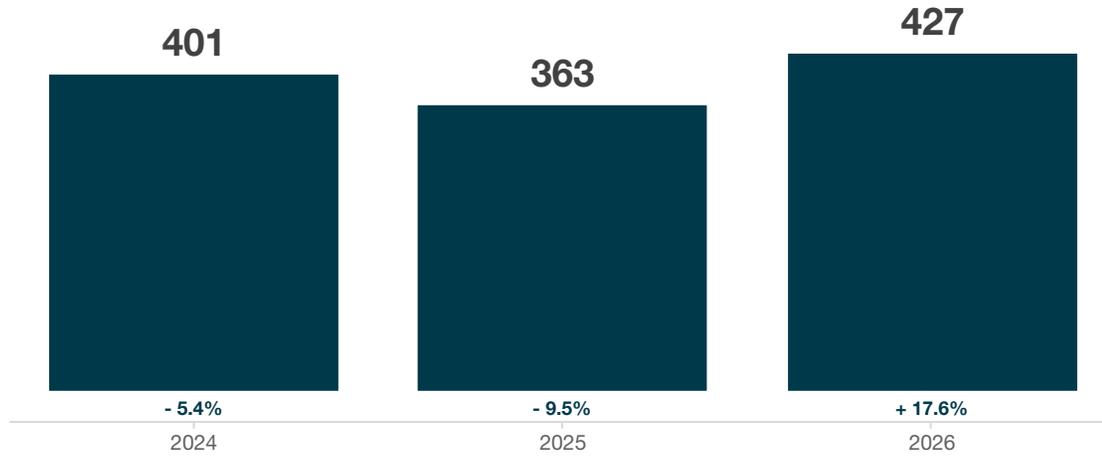


Inventory of Homes for Sale

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

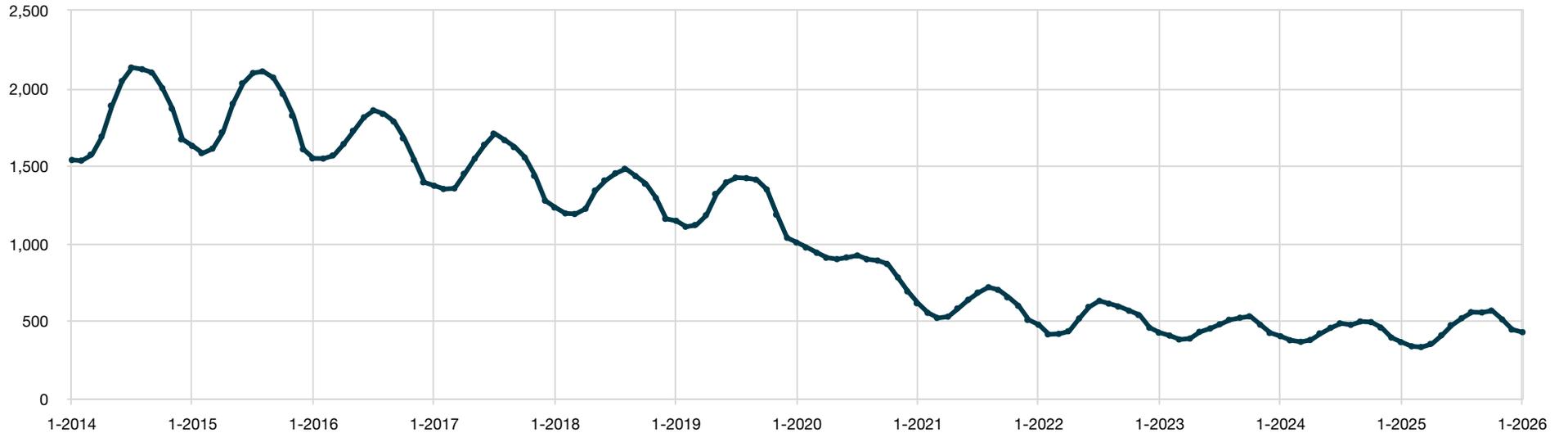


January



| Homes for Sale | Prior Year | Percent Change | |
|---------------------|------------|----------------|----------------|
| 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 | 554 | 496 | + 11.7% |
| October 2025 | 566 | 492 | + 15.0% |
| November 2025 | 509 | 457 | + 11.4% |
| December 2025 | 444 | 392 | + 13.3% |
| January 2026 | 427 | 363 | + 17.6% |
| 12-Month Avg | 456 | 429 | + 6.3% |

Historical Inventory of Homes for Sale by Month

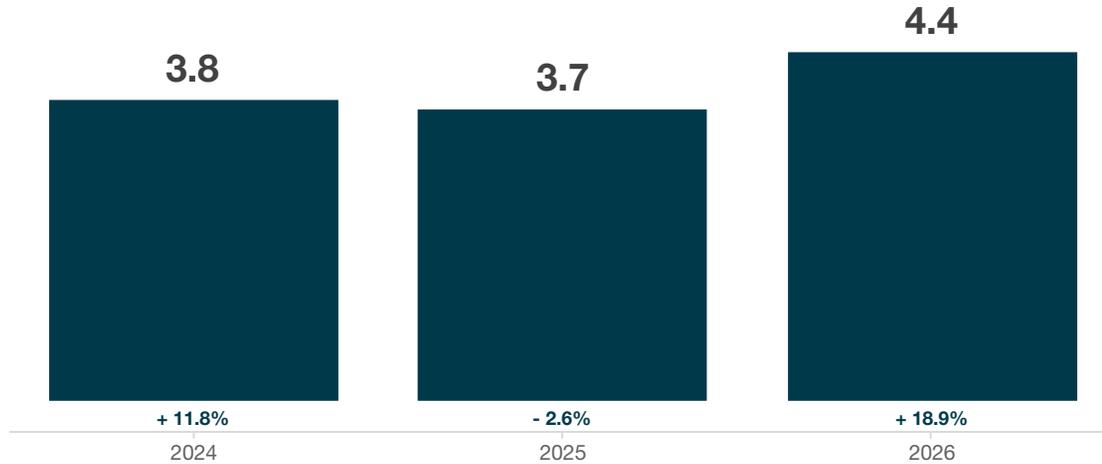


Months Supply of Inventory

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.



January



| Months Supply | Prior Year | Percent Change |
|---------------------|------------|----------------|
| February 2025 | 3.5 | 0.0% |
| March 2025 | 3.4 | + 2.9% |
| April 2025 | 3.6 | + 2.8% |
| May 2025 | 4.0 | + 7.5% |
| June 2025 | 4.5 | + 11.1% |
| July 2025 | 4.8 | + 12.5% |
| August 2025 | 4.7 | + 27.7% |
| September 2025 | 4.9 | + 20.4% |
| October 2025 | 4.9 | + 22.4% |
| November 2025 | 4.6 | + 15.2% |
| December 2025 | 4.0 | + 15.0% |
| January 2026 | 3.7 | + 18.9% |
| 12-Month Avg* | 4.8 | + 14.5% |

* Months Supply for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month

