

Monthly Indicators



November 2025

U.S. sales of existing homes rose 1.2% from the previous month to a seasonally adjusted annual rate of 4.10 million, according to the National Association of REALTORS® (NAR), as buyers took advantage of lower mortgage rates this fall. Sales increased in the Midwest and South, held steady in the Northeast, and edged down in the West. Year-over-year, sales were up 1.7%, with gains in the Northeast, Midwest, and South, while the West posted a decline.

New Listings decreased 6.0 percent to 94. Pending Sales decreased 4.8 percent to 79. Inventory increased 21.0 percent to 553.

Median Sales Price increased 6.5 percent from \$230,000 to \$245,000. Days on Market increased 2.0 percent to 51. Months Supply of Inventory increased 28.3 percent to 5.9.

Nationally, inventory dipped 0.7% month-over-month but rose 10.9% year-over-year, totaling 1.52 million units, according to NAR. At the current sales pace, supply stands at 4.4 months, slightly below last month's level but higher than the 4.1 months recorded a year ago. Supported by modest inventory levels, prices continue to rise, with the national median existing-home price increasing 2.1% year-over-year to \$415,200, marking 28 consecutive months of annual gains.

Activity Snapshot

+ 3.3%	+ 6.5%	+ 21.0%
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.

Activity Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days on Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12

Activity Overview

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



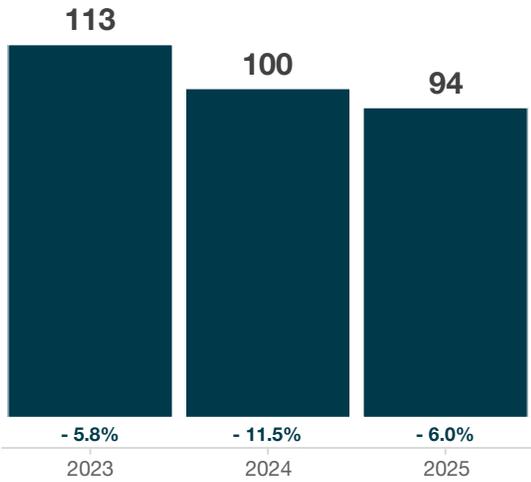
Key Metrics	Historical Sparkbars	11-2024	11-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		100	94	- 6.0%	1,632	1,627	- 0.3%
Pending Sales		83	79	- 4.8%	1,135	1,064	- 6.3%
Closed Sales		91	94	+ 3.3%	1,085	993	- 8.5%
Days on Market Until Sale		50	51	+ 2.0%	61	58	- 4.9%
Median Sales Price		\$230,000	\$245,000	+ 6.5%	\$200,000	\$215,000	+ 7.5%
Average Sales Price		\$282,362	\$275,505	- 2.4%	\$245,215	\$267,931	+ 9.3%
Percent of List Price Received		97.8%	95.6%	- 2.2%	96.0%	96.4%	+ 0.4%
Housing Affordability Index		127	127	0.0%	146	145	- 0.7%
Inventory of Homes for Sale		457	553	+ 21.0%	—	—	—
Months Supply of Inventory		4.6	5.9	+ 28.3%	—	—	—

New Listings

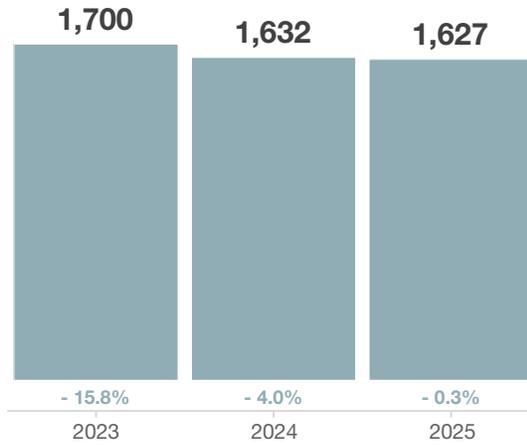
A count of the properties that have been newly listed on the market in a given month.



November

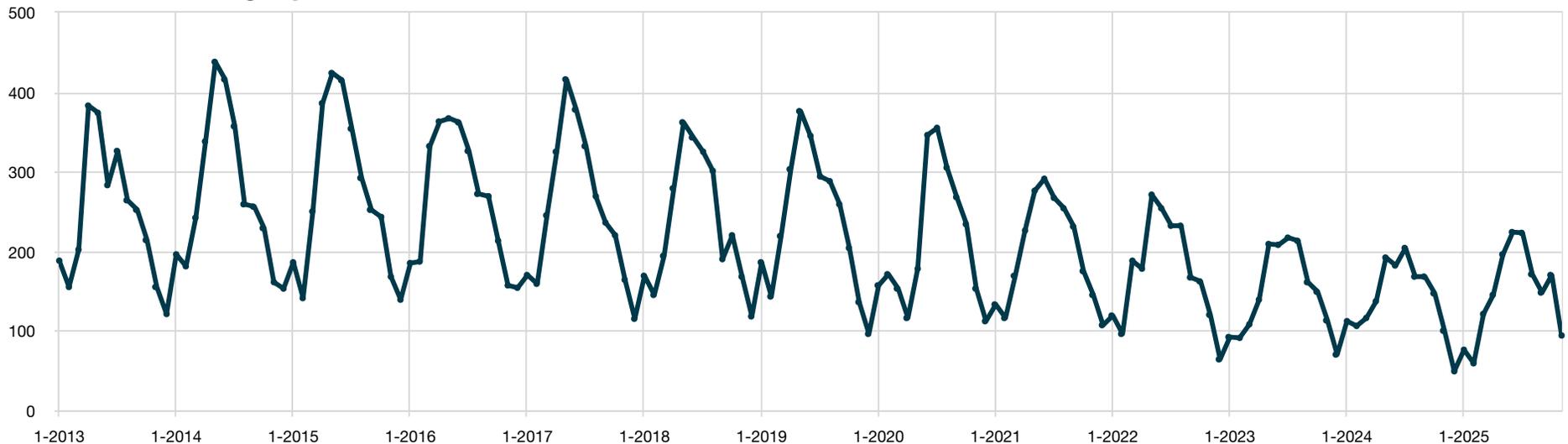


Year to Date



	New Listings	Prior Year	Percent Change
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	171	168	+1.8%
September 2025	148	168	-11.9%
October 2025	170	147	+15.6%
November 2025	94	100	-6.0%
12-Month Avg	140	142	-1.4%

Historical New Listings by Month

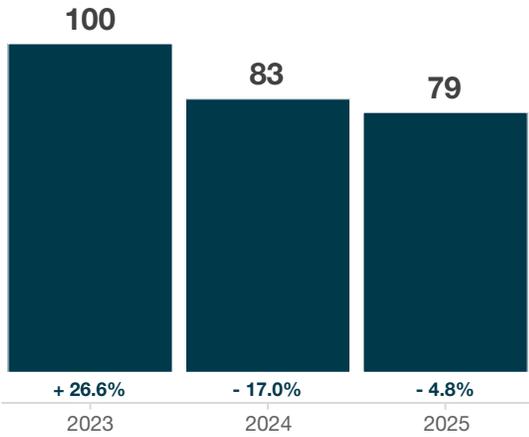


Pending Sales

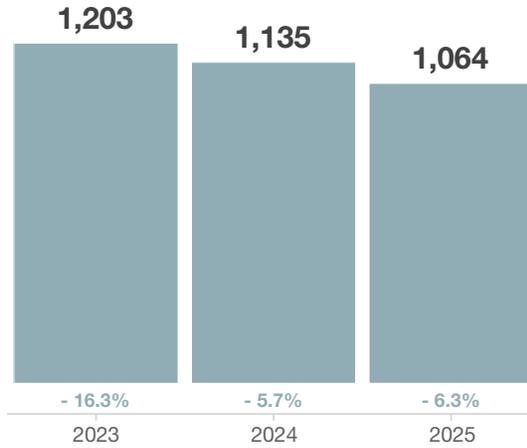
A count of the properties on which offers have been accepted in a given month.



November

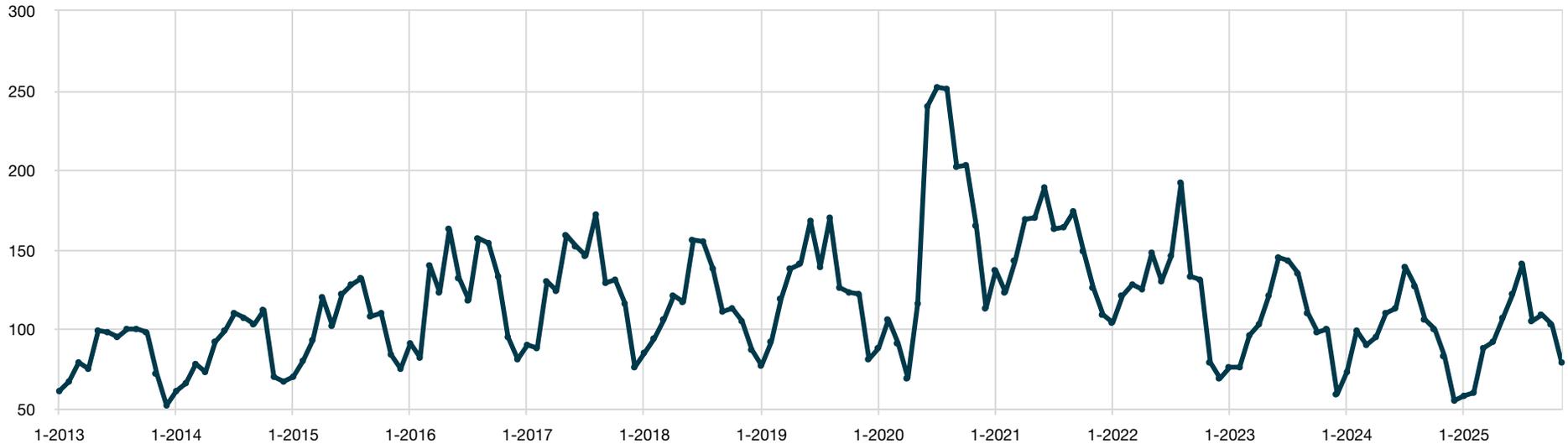


Year to Date



	Pending Sales	Prior Year	Percent Change
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	122	113	+ 8.0%
July 2025	141	139	+ 1.4%
August 2025	105	127	- 17.3%
September 2025	109	106	+ 2.8%
October 2025	103	100	+ 3.0%
November 2025	79	83	- 4.8%
12-Month Avg	93	100	- 7.0%

Historical Pending Sales by Month

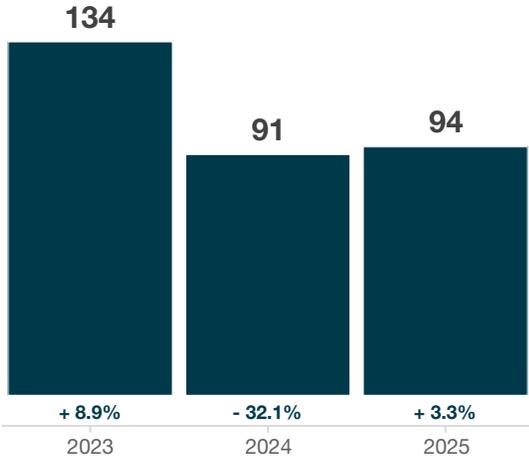


Closed Sales

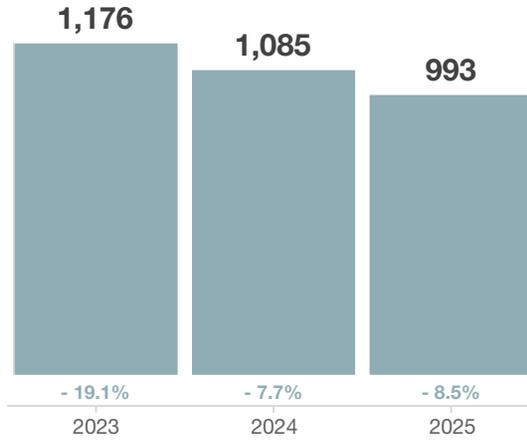
A count of the actual sales that closed in a given month.



November

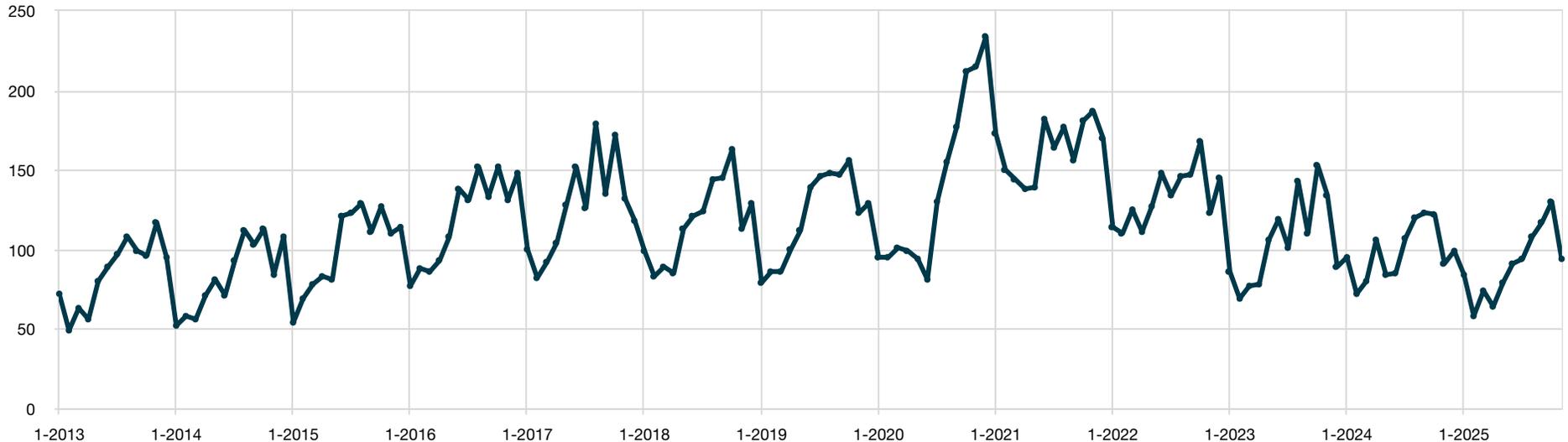


Year to Date



	Closed Sales	Prior Year	Percent Change
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	130	122	+ 6.6%
November 2025	94	91	+ 3.3%
12-Month Avg	91	98	- 7.1%

Historical Closed Sales by Month

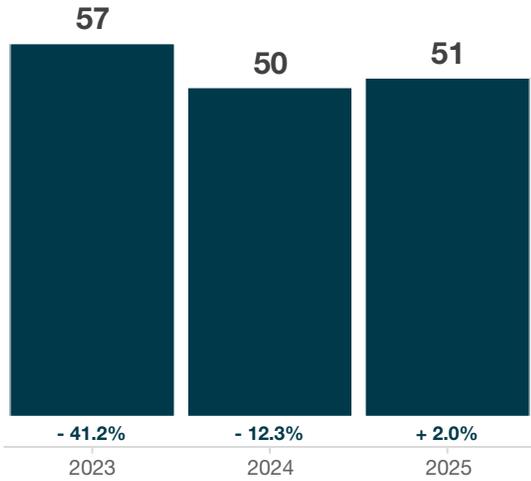


Days on Market Until Sale

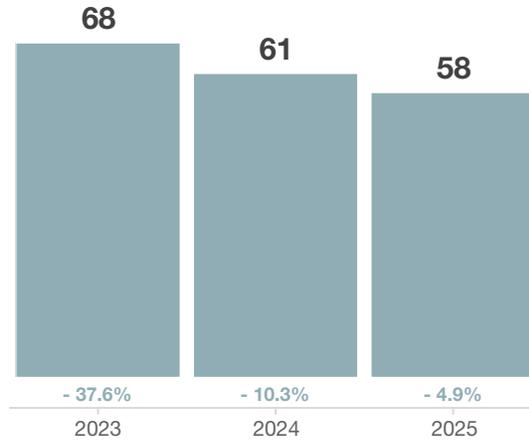
Average number of days between when a property is listed and when an offer is accepted in a given month.



November



Year to Date



Days on Market	Prior Year	Percent Change
December 2024	56	-14.3%
January 2025	59	-11.9%
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	+2.0%
12-Month Avg*	61	-6.8%

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

Historical Days on Market Until Sale by Month

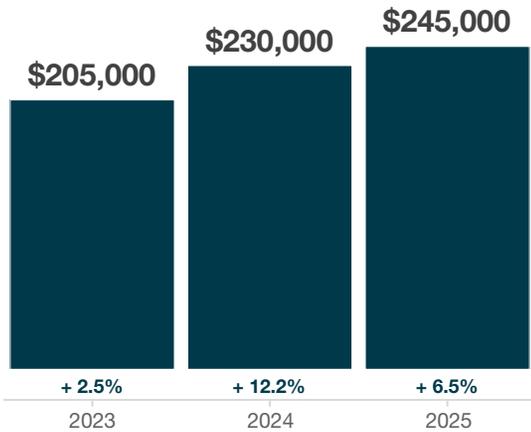


Median Sales Price

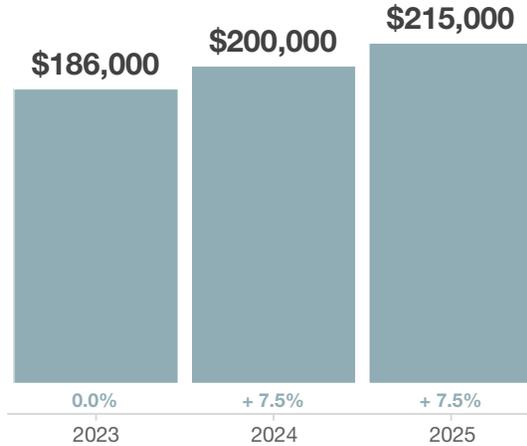
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November



Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$225,950	\$223,000	+ 1.3%
November 2025	\$245,000	\$230,000	+ 6.5%
12-Month Avg*	\$215,200	\$200,000	+ 7.6%

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

Historical Median Sales Price by Month

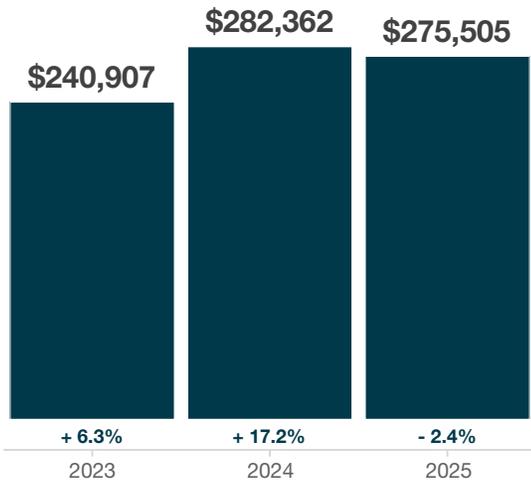


Average Sales Price

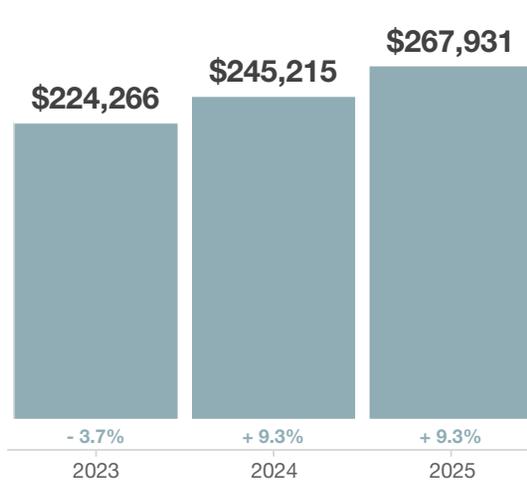
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November



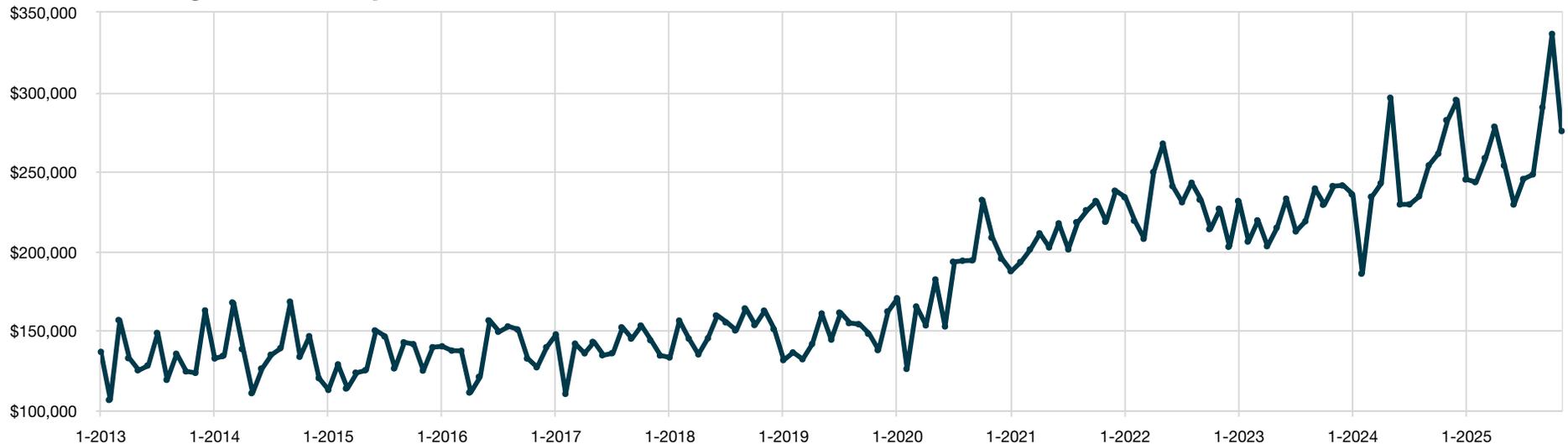
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$336,567	\$261,308	+ 28.8%
November 2025	\$275,505	\$282,362	- 2.4%
12-Month Avg*	\$270,398	\$244,919	+ 10.4%

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

Historical Average Sales Price by Month

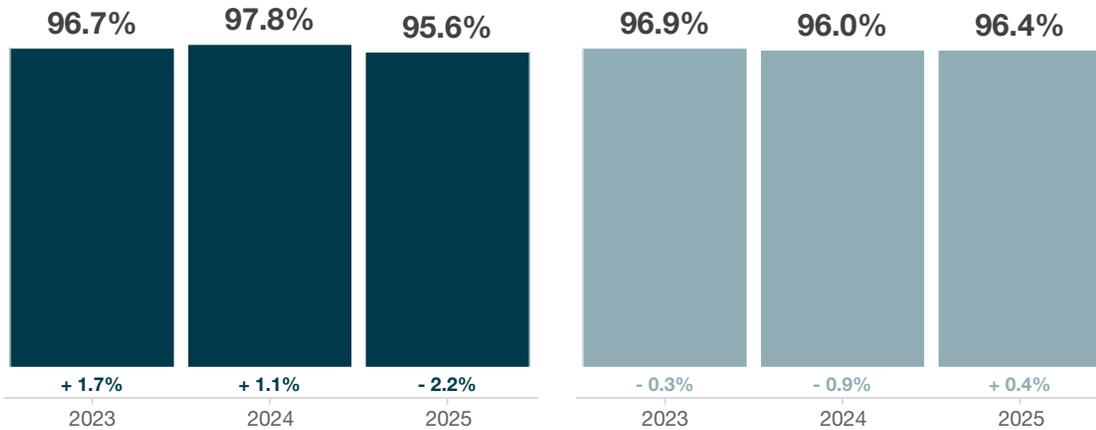


Percent of List Price Received

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.



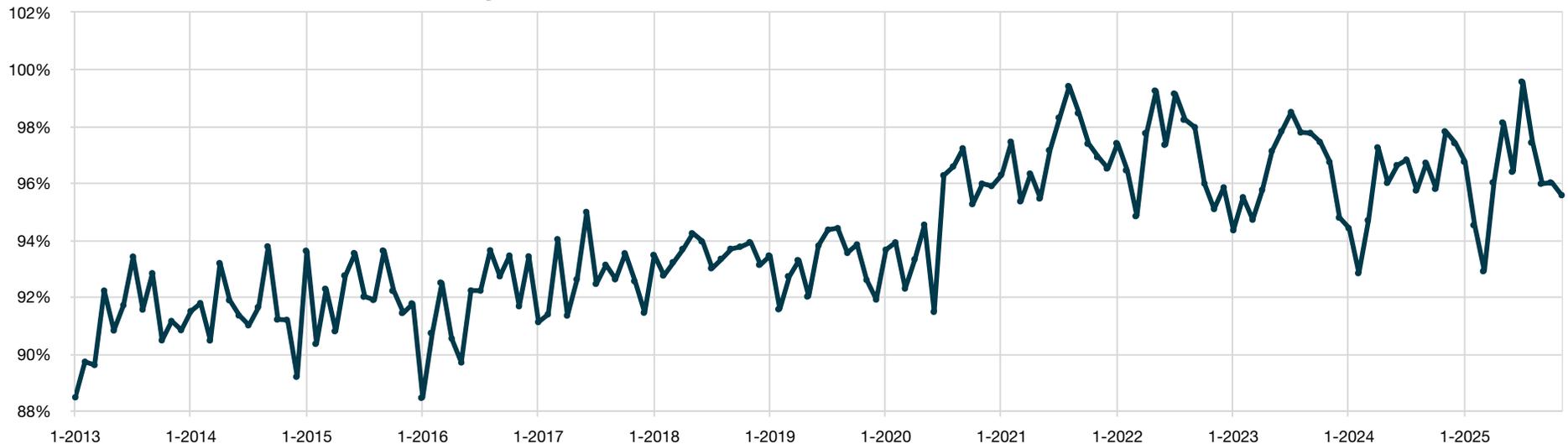
November



	Pct. of List Price Received	Prior Year	Percent Change
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	96.0%	95.8%	+ 0.2%
November 2025	95.6%	97.8%	- 2.2%
12-Month Avg*	96.5%	95.9%	+ 0.6%

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

Historical Percent of List Price Received by Month

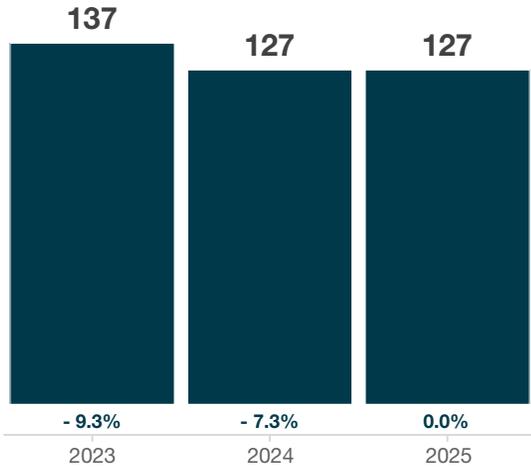


Housing Affordability Index

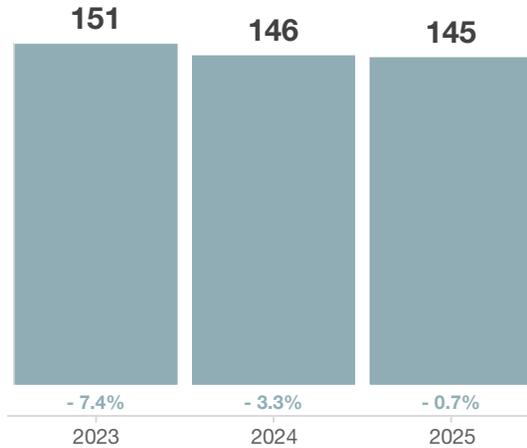
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



November

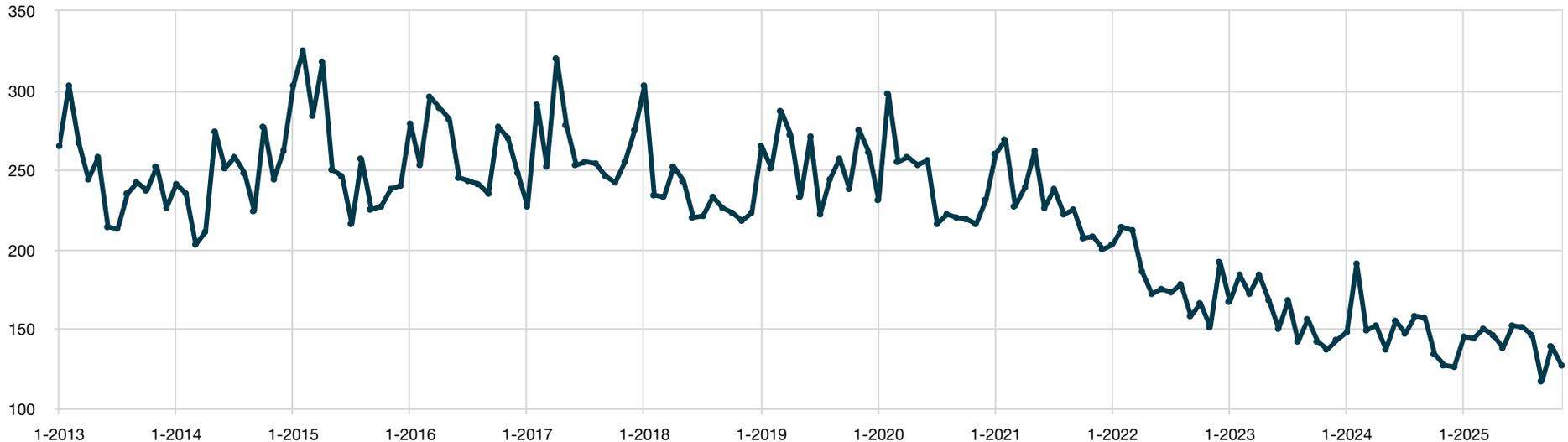


Year to Date



	Affordability Index	Prior Year	Percent Change
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	139	134	+ 3.7%
November 2025	127	127	0.0%
12-Month Avg	140	150	- 6.7%

Historical Housing Affordability Index by Month

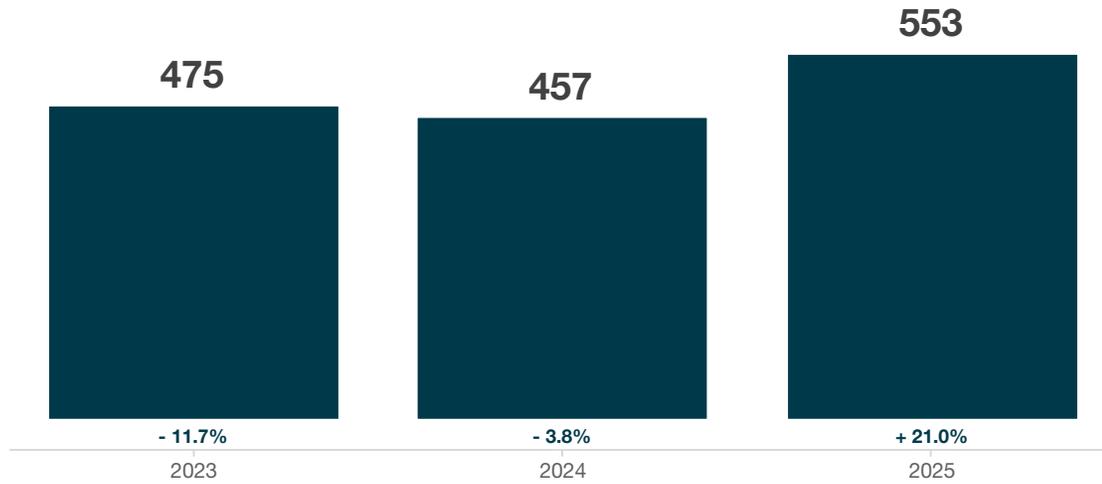


Inventory of Homes for Sale

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

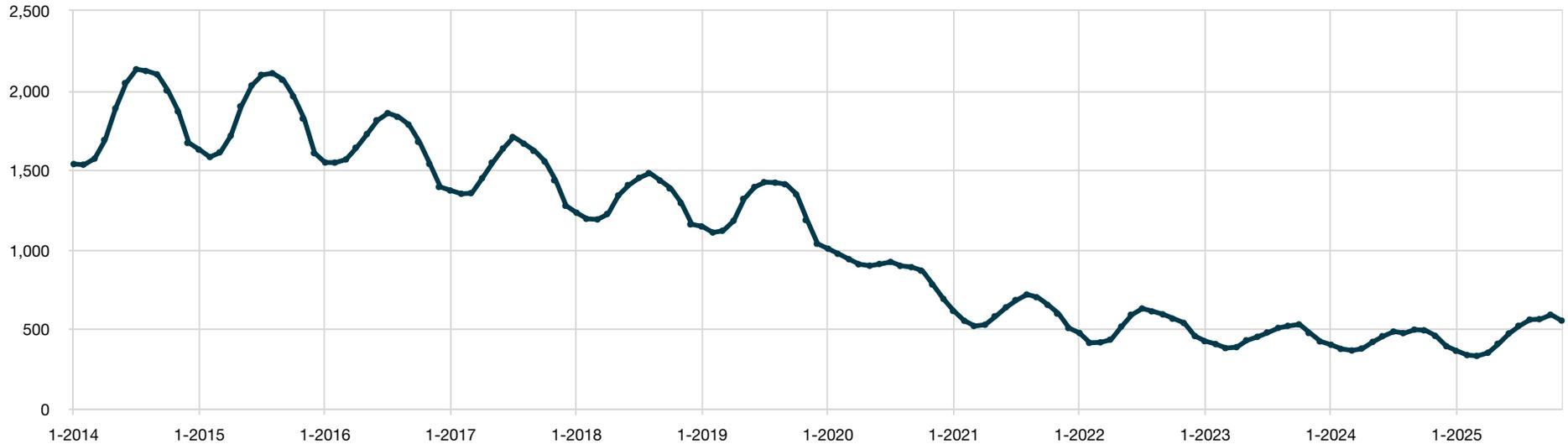


November



	Homes for Sale	Prior Year	Percent Change
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	472	455	+ 3.7%
July 2025	520	484	+ 7.4%
August 2025	559	474	+ 17.9%
September 2025	562	496	+ 13.3%
October 2025	590	492	+ 19.9%
November 2025	553	457	+ 21.0%
12-Month Avg	453	435	+ 4.1%

Historical Inventory of Homes for Sale by Month

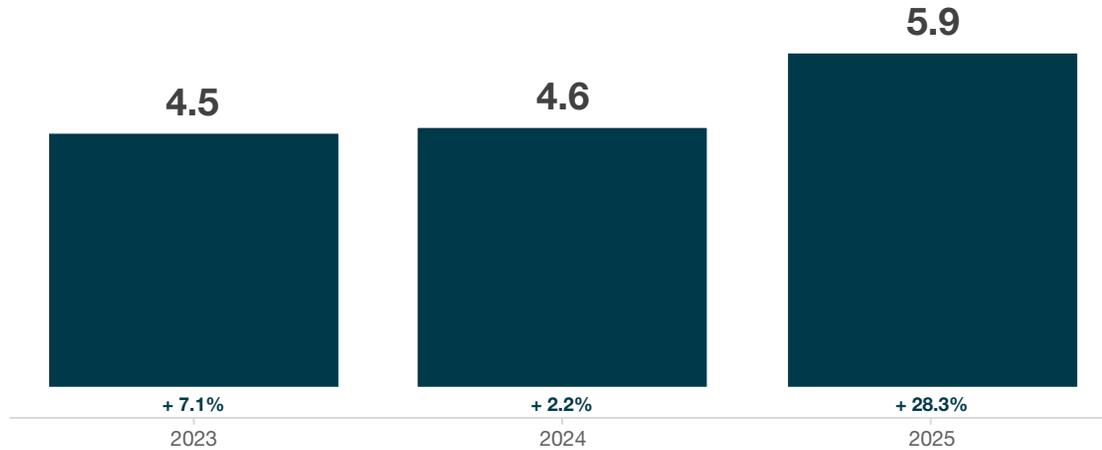


Months Supply of Inventory

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.



November



	Months Supply	Prior Year	Percent Change
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	6.0	4.7	+ 27.7%
September 2025	6.0	4.9	+ 22.4%
October 2025	6.3	4.9	+ 28.6%
November 2025	5.9	4.6	+ 28.3%
12-Month Avg*	4.8	4.2	+ 13.5%

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

Historical Months Supply of Inventory by Month

