

Monthly Indicators



April 2025

U.S. existing-home sales decreased 5.9% month-over-month and 2.4% year-over-year to a seasonally adjusted annual rate of 4.02 million units, according to the National Association of REALTORS® (NAR), as affordability challenges and economic uncertainty weigh on market activity. Sales were down month-over-month in all four regions, with the West experiencing the largest decline, at 9.4%.

New Listings were up 19.1 percent to 972. Pending Sales decreased 21.5 percent to 456. Inventory grew 37.3 percent to 2,063 units.

Prices moved lower as Median Sales Price was down 3.3 percent to \$299,900. Days on Market held steady at 64. Months Supply of Inventory was up 35.5 percent to 4.2 months, indicating that supply increased relative to demand.

Total housing inventory increased 8.1% month-over-month for a total of 1.33 million units heading into April, equivalent to a 4.0-month supply at the current sales pace, according to NAR. Although inventory is up nearly 20% from the same time last year, the additional supply has had little effect on home prices across much of the country, with the national median existing-home price climbing 2.7% year-over-year to \$403,700 as of last measure.

Quick Facts

- 1.8%

One-Year Change in
Closed Sales

- 3.3%

One-Year Change in
Median Sales Price

+ 35.5%

One-Year Change in
Months Supply

A research tool provided by the Western Upstate Association of REALTORS®. Percent changes are calculated using rounded figures.

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Market Overview

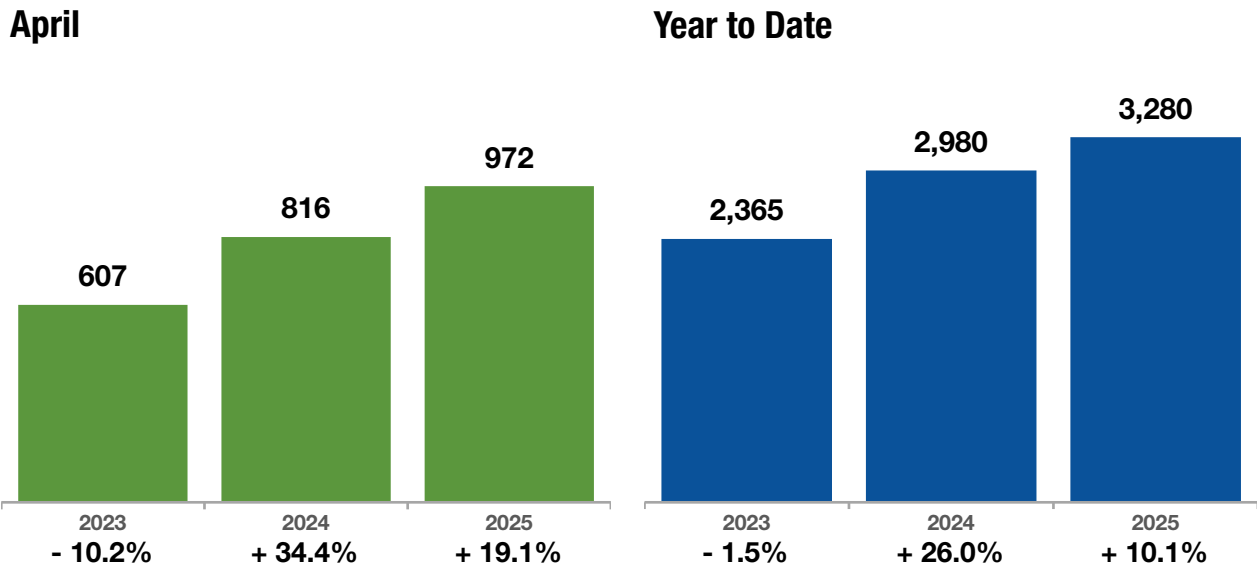
Key market metrics for the current month and year-to-date figures.



Key Metrics	Historical Sparkbars			04-2024	04-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	04-2023	04-2024	04-2025						
New Listings				816	972	+ 19.1%	2,980	3,280	+ 10.1%
Pending Sales				581	456	- 21.5%	2,159	2,040	- 5.5%
Closed Sales				546	536	- 1.8%	1,824	1,876	+ 2.9%
Days on Market				64	64	0.0%	67	71	+ 6.0%
Median Sales Price				\$310,000	\$299,900	- 3.3%	\$295,700	\$302,899	+ 2.4%
Average Sales Price				\$419,420	\$426,577	+ 1.7%	\$383,282	\$417,784	+ 9.0%
Pct. of List Price Received				98.2%	98.2%	0.0%	97.8%	97.8%	0.0%
Housing Affordability Index				91	97	+ 6.6%	96	96	0.0%
Inventory of Homes for Sale				1,503	2,063	+ 37.3%	--	--	--
Months Supply of Inventory				3.1	4.2	+ 35.5%	--	--	--

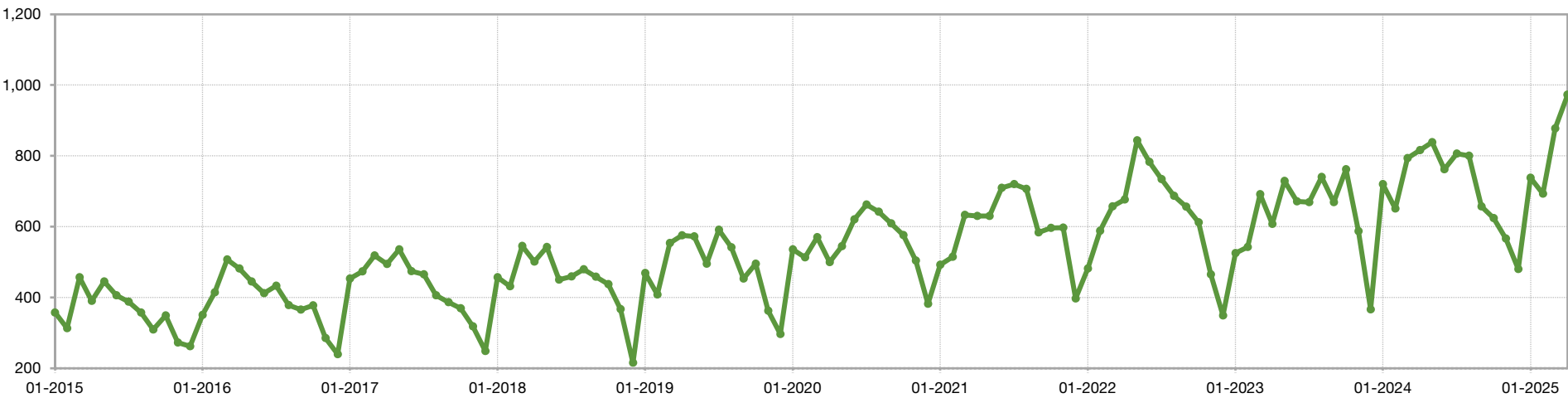
New Listings

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



New Listings		Prior Year	Percent Change
May 2024	838	729	+15.0%
June 2024	762	671	+13.6%
July 2024	806	669	+20.5%
August 2024	800	740	+8.1%
September 2024	657	669	-1.8%
October 2024	624	762	-18.1%
November 2024	566	587	-3.6%
December 2024	480	366	+31.1%
January 2025	738	720	+2.5%
February 2025	693	651	+6.5%
March 2025	877	793	+10.6%
April 2025	972	816	+19.1%
12-Month Avg	734	681	+7.8%

Historical New Listings by Month

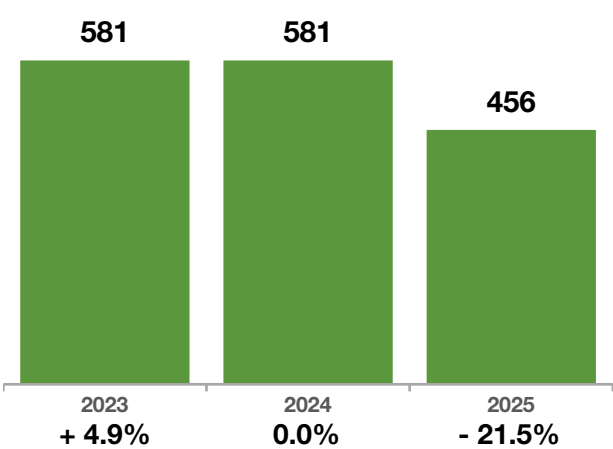


Pending Sales

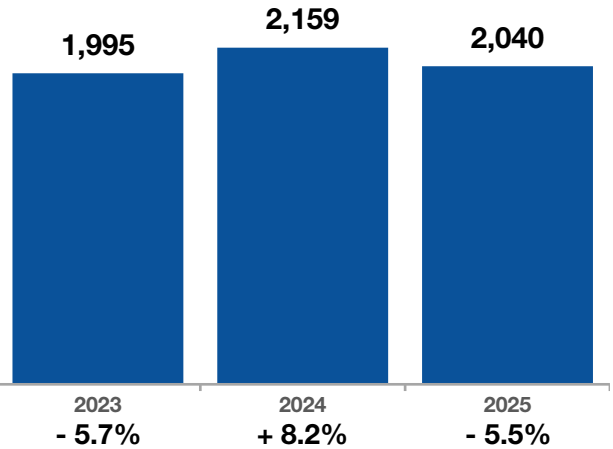
A count of the properties on which offers have been accepted in a given month.



April

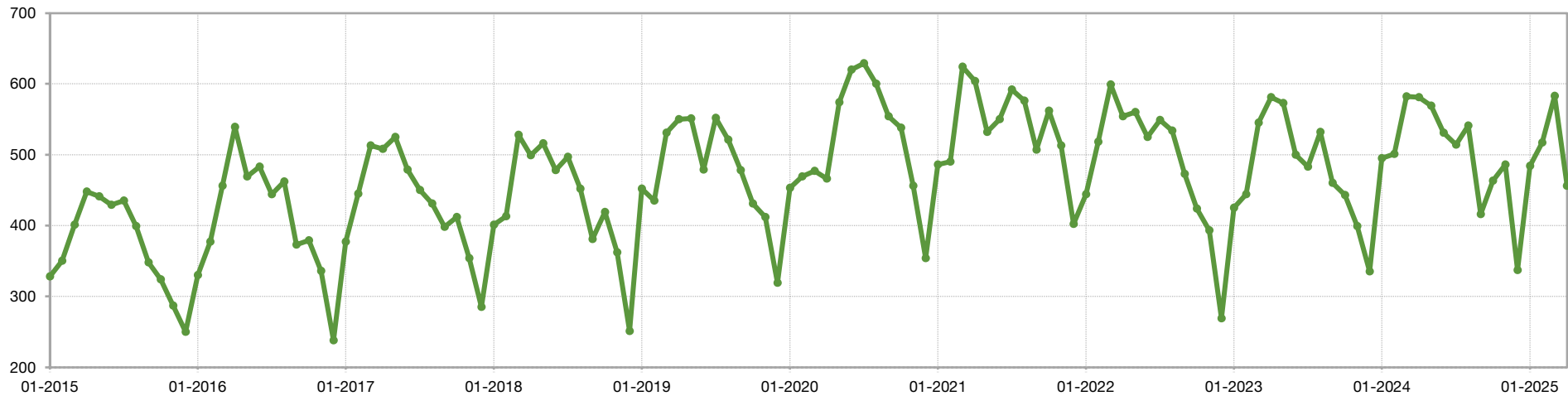


Year to Date



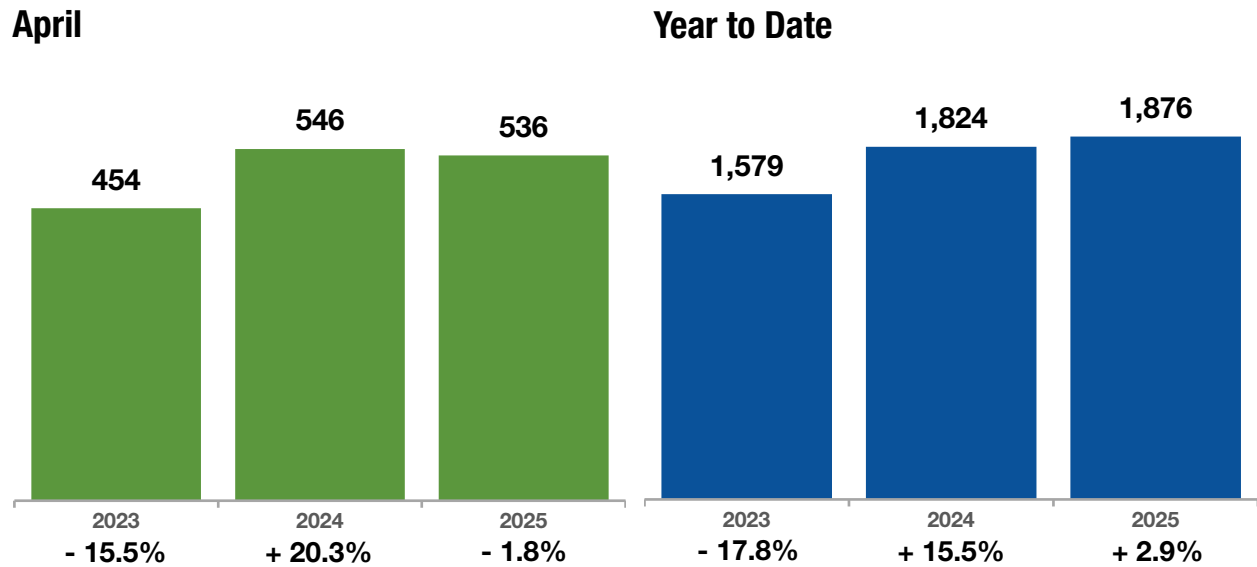
Pending Sales		Prior Year	Percent Change
May 2024	569	573	-0.7%
June 2024	531	500	+6.2%
July 2024	514	483	+6.4%
August 2024	541	532	+1.7%
September 2024	416	460	-9.6%
October 2024	463	443	+4.5%
November 2024	486	399	+21.8%
December 2024	337	335	+0.6%
January 2025	484	495	-2.2%
February 2025	517	501	+3.2%
March 2025	583	582	+0.2%
April 2025	456	581	-21.5%
12-Month Avg	491	490	+0.2%

Historical Pending Sales by Month



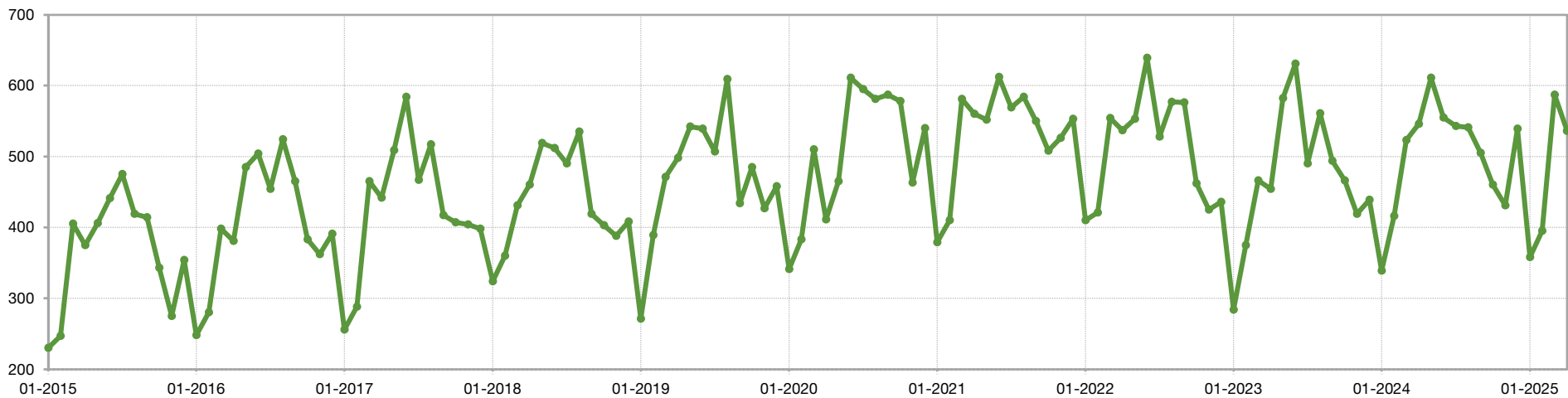
Closed Sales

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



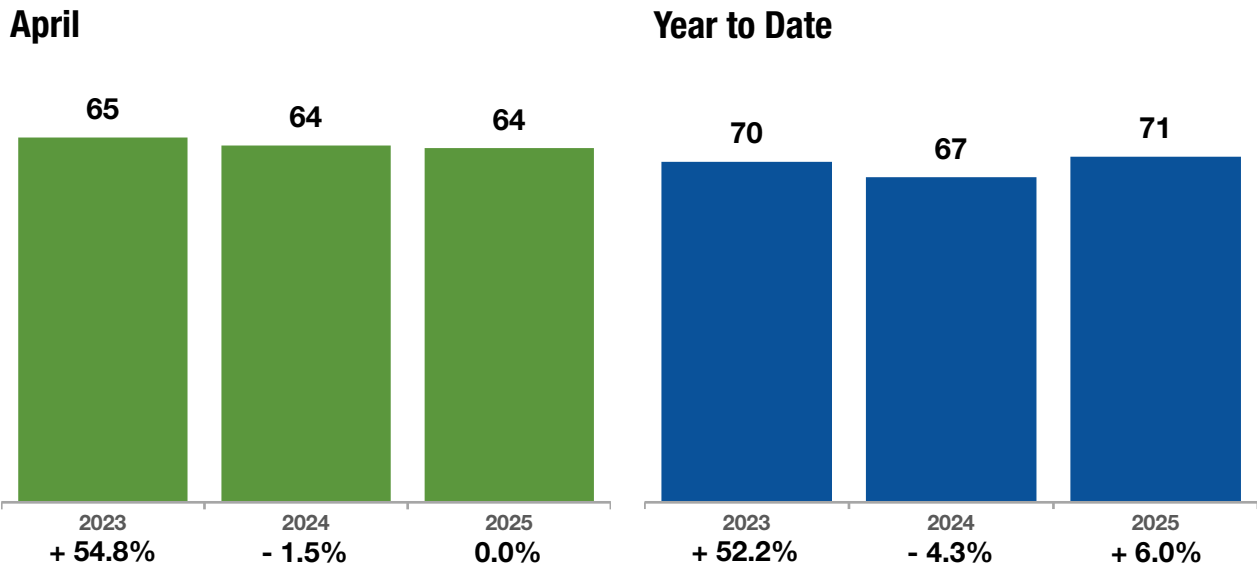
Closed Sales		Prior Year	Percent Change
May 2024	611	582	+5.0%
June 2024	555	631	-12.0%
July 2024	543	490	+10.8%
August 2024	541	561	-3.6%
September 2024	505	494	+2.2%
October 2024	460	466	-1.3%
November 2024	431	419	+2.9%
December 2024	539	439	+22.8%
January 2025	358	339	+5.6%
February 2025	395	416	-5.0%
March 2025	587	523	+12.2%
April 2025	536	546	-1.8%
12-Month Avg	505	492	+2.6%

Historical Closed Sales by Month



Days on Market Until Sale

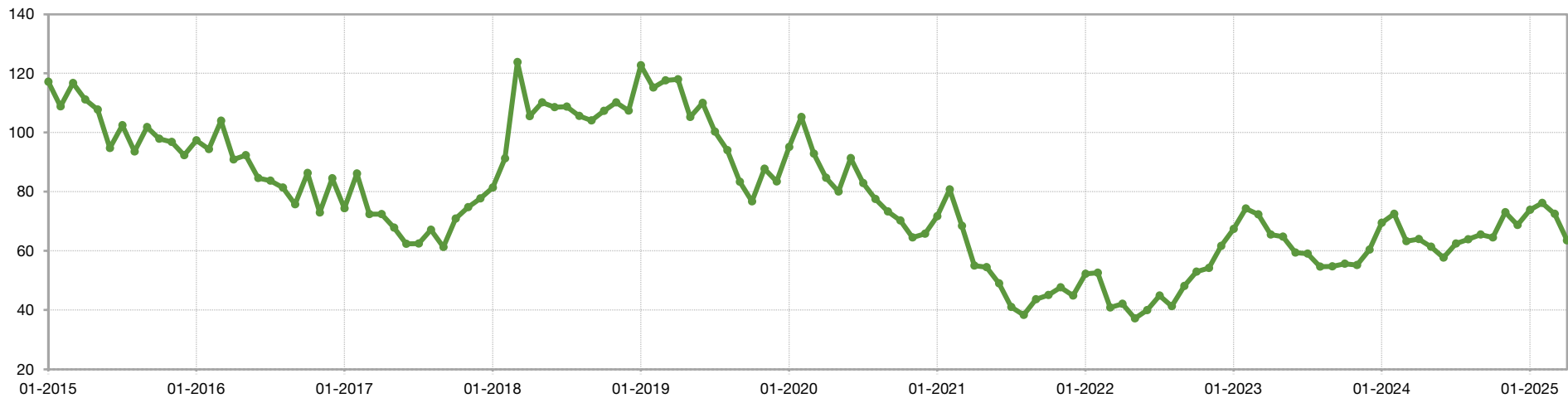
Average number of days between when a property is listed and when an offer is accepted in a given month.



Days on Market		Prior Year	Percent Change
May 2024	61	65	-6.2%
June 2024	58	59	-1.7%
July 2024	62	59	+5.1%
August 2024	64	55	+16.4%
September 2024	65	55	+18.2%
October 2024	65	56	+16.1%
November 2024	73	55	+32.7%
December 2024	69	60	+15.0%
January 2025	74	69	+7.2%
February 2025	76	73	+4.1%
March 2025	73	63	+15.9%
April 2025	64	64	0.0%
12-Month Avg*	66	61	+8.2%

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

Historical Days on Market Until Sale by Month

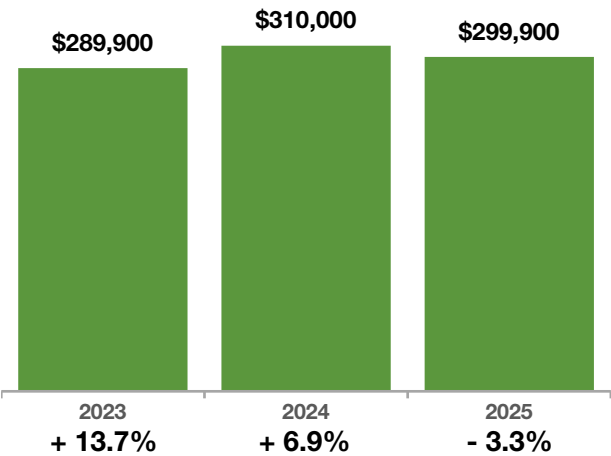


Median Sales Price

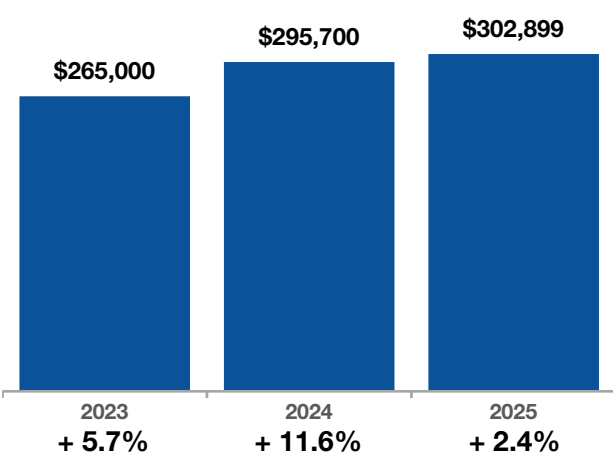
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



April



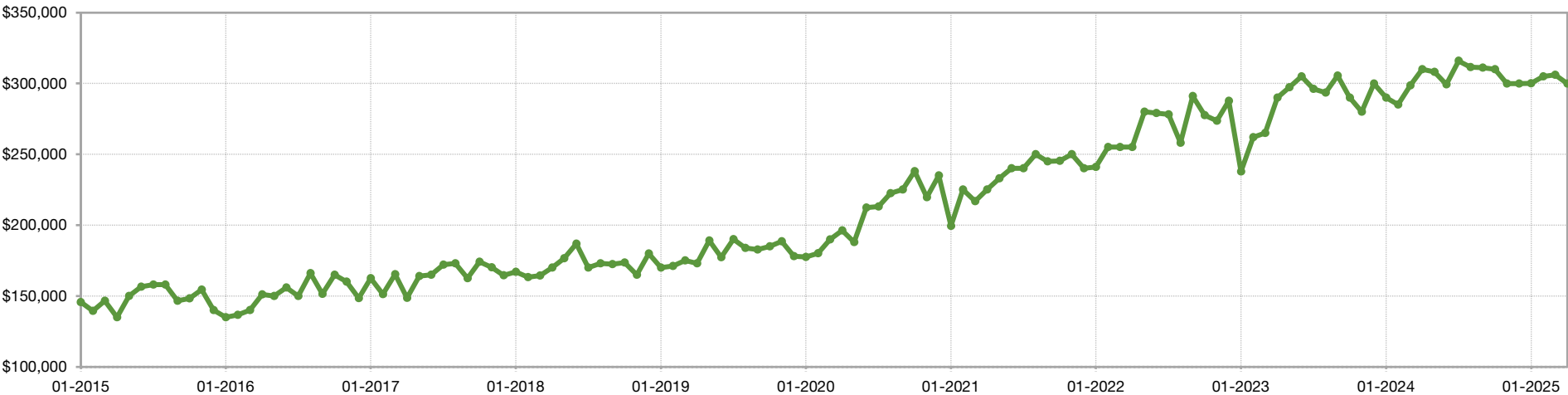
Year to Date



Median Sales Price	Prior Year	Percent Change
May 2024	\$297,189	+3.6%
June 2024	\$304,950	-1.9%
July 2024	\$296,000	+6.7%
August 2024	\$293,450	+6.1%
September 2024	\$305,450	+1.8%
October 2024	\$289,900	+6.9%
November 2024	\$279,900	+7.1%
December 2024	\$299,900	0.0%
January 2025	\$289,900	+3.5%
February 2025	\$285,000	+7.0%
March 2025	\$298,500	+2.5%
April 2025	\$310,000	-3.3%
12-Month Med*	\$297,000	+2.7%

* Median Sales Price of all properties from May 2024 through April 2025. This is not the median of the individual figures above.

Historical Median Sales Price by Month

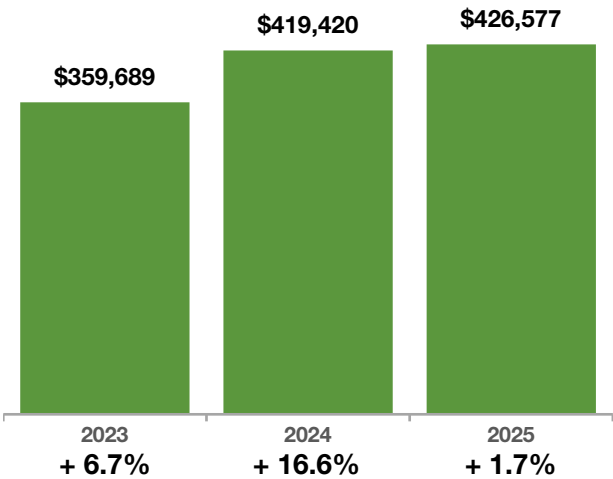


Average Sales Price

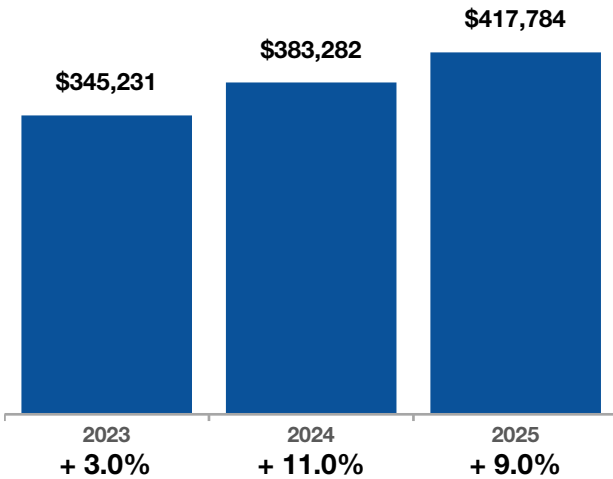
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April



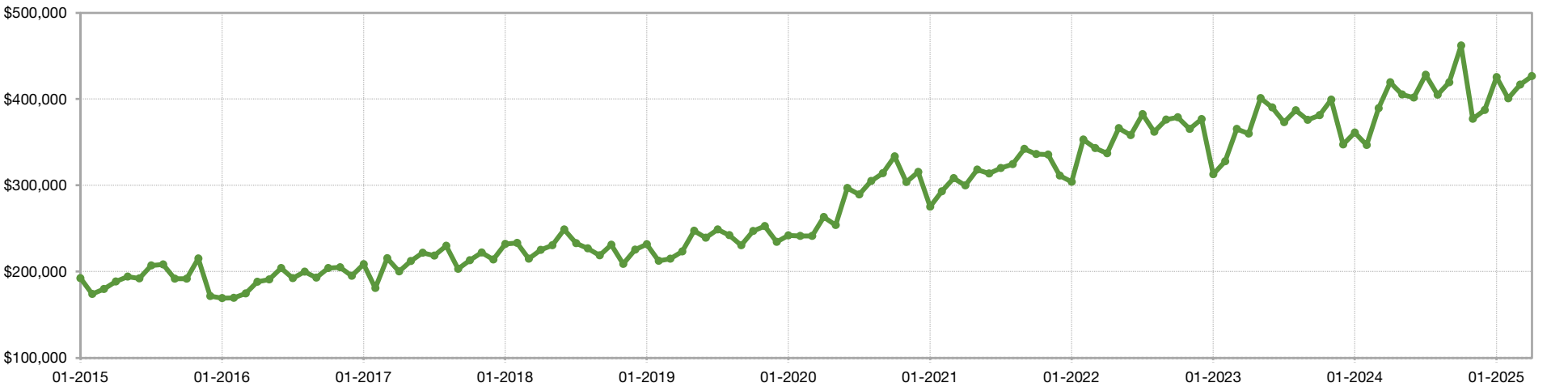
Year to Date



Avg. Sales Price		Prior Year	Percent Change
May 2024	\$405,237	\$401,026	+1.1%
June 2024	\$401,710	\$390,140	+3.0%
July 2024	\$427,909	\$372,999	+14.7%
August 2024	\$404,912	\$386,867	+4.7%
September 2024	\$419,194	\$375,737	+11.6%
October 2024	\$461,924	\$381,089	+21.2%
November 2024	\$377,060	\$399,287	-5.6%
December 2024	\$387,158	\$347,116	+11.5%
January 2025	\$425,322	\$361,144	+17.8%
February 2025	\$400,698	\$346,690	+15.6%
March 2025	\$416,682	\$389,117	+7.1%
April 2025	\$426,577	\$419,420	+1.7%
12-Month Avg*	\$412,865	\$380,886	+8.4%

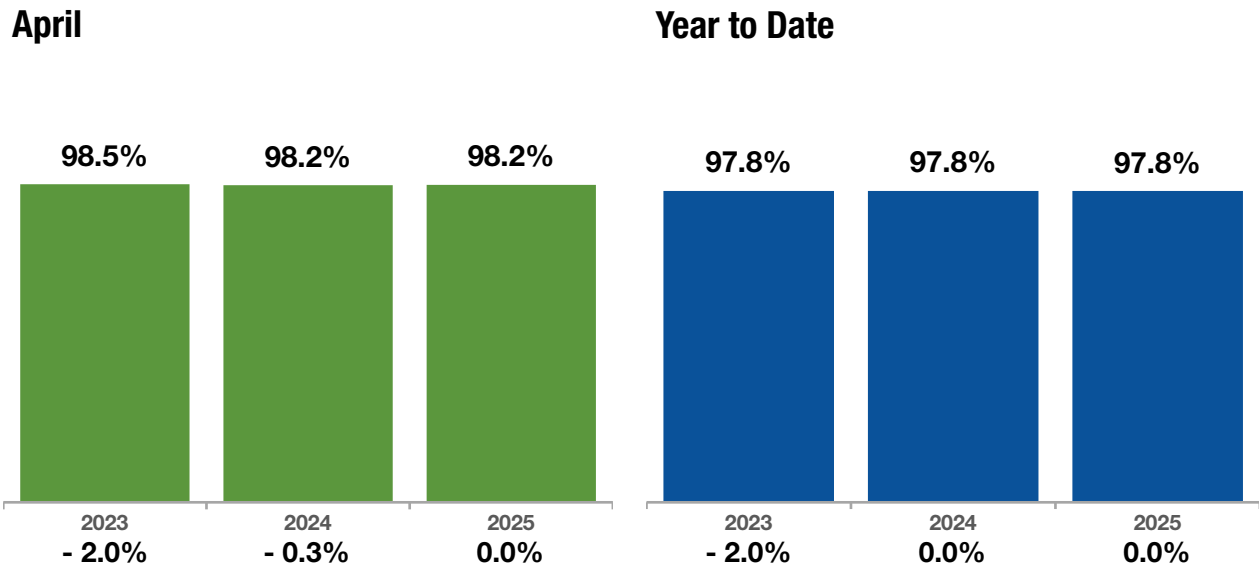
* Avg. Sales Price of all properties from May 2024 through April 2025. This is not the average of the individual figures above.

Historical Average Sales Price by Month



Percent of List Price Received

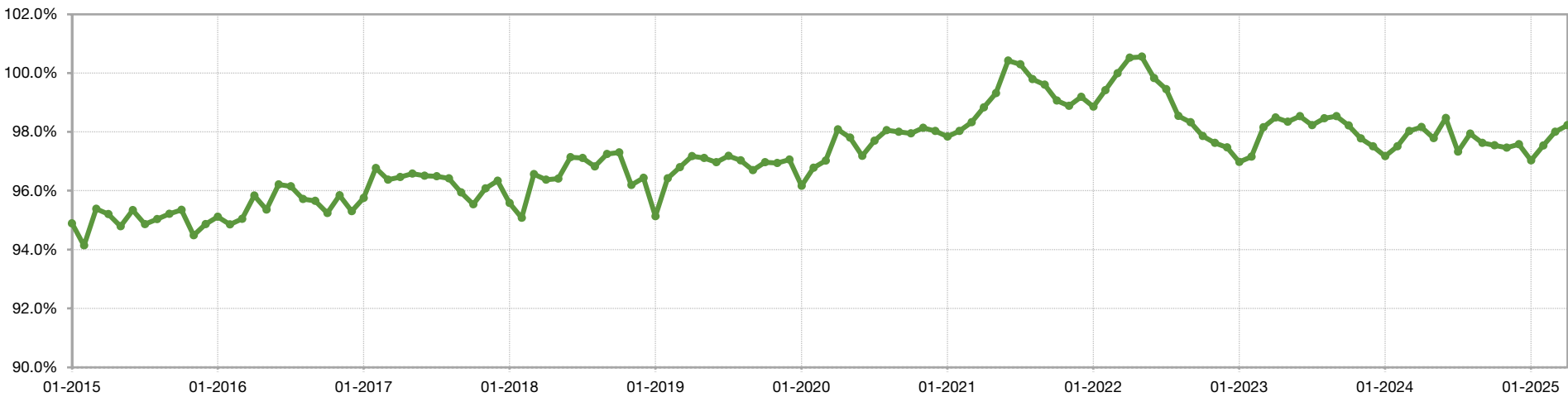
Percentage found when dividing a property’s sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



Pct. of List Price Received		Prior Year	Percent Change
May 2024	97.8%	98.3%	-0.5%
June 2024	98.5%	98.5%	0.0%
July 2024	97.3%	98.2%	-0.9%
August 2024	97.9%	98.5%	-0.6%
September 2024	97.6%	98.5%	-0.9%
October 2024	97.5%	98.2%	-0.7%
November 2024	97.5%	97.8%	-0.3%
December 2024	97.6%	97.5%	+0.1%
January 2025	97.0%	97.2%	-0.2%
February 2025	97.5%	97.5%	0.0%
March 2025	98.0%	98.0%	0.0%
April 2025	98.2%	98.2%	0.0%
12-Month Avg*		97.7%	-0.4%

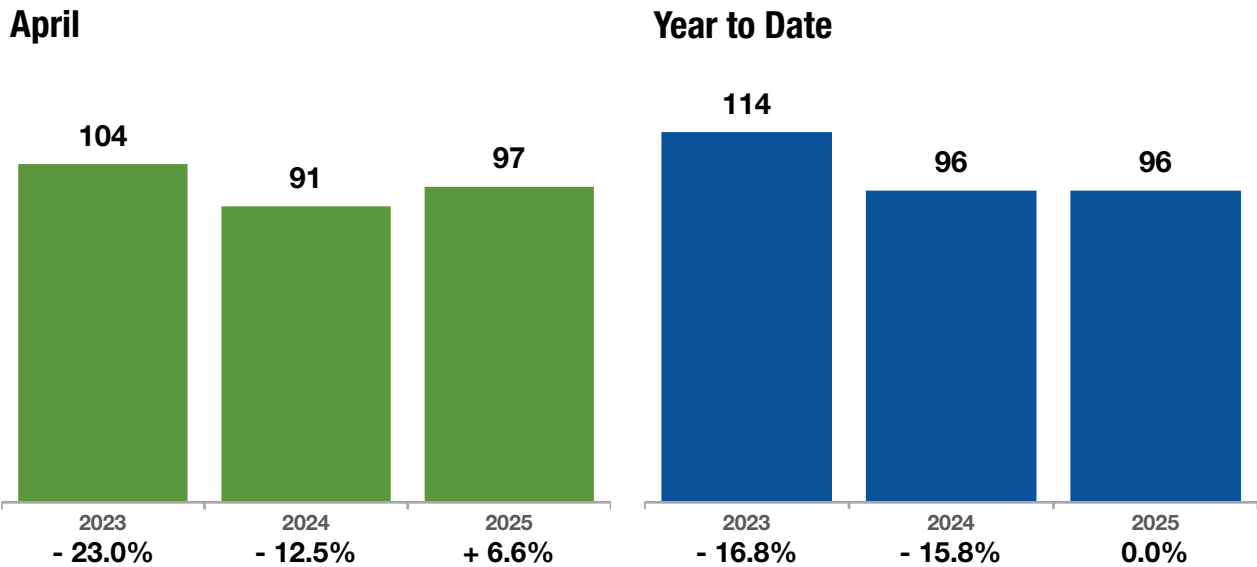
* Average Pct. of List Price Received for all properties from May 2024 through April 2025. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



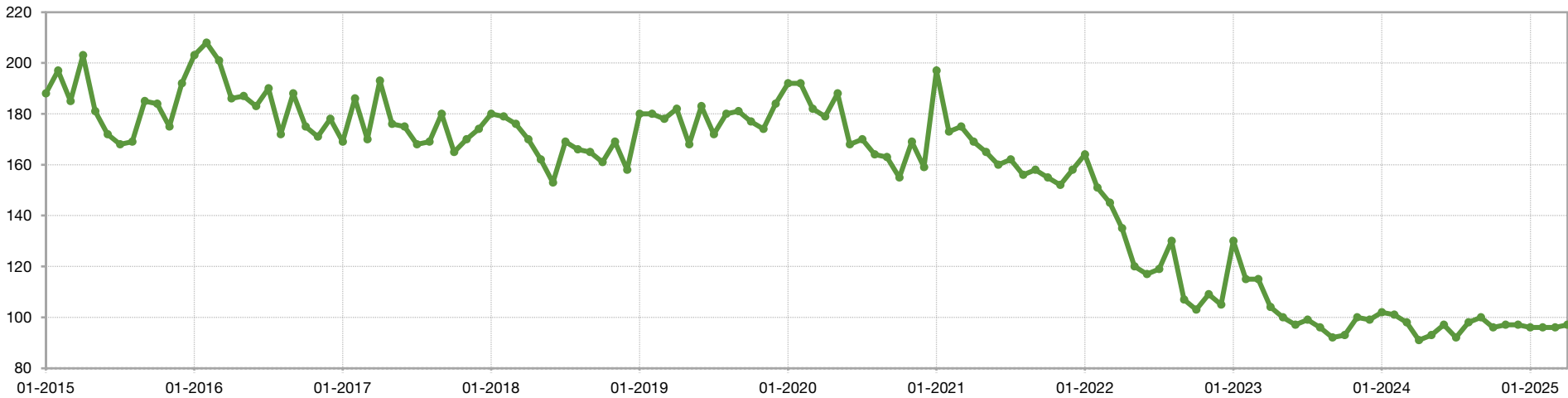
Housing Affordability Index

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.



Affordability Index		Prior Year	Percent Change
May 2024	93	100	-7.0%
June 2024	97	97	0.0%
July 2024	92	99	-7.1%
August 2024	98	96	+2.1%
September 2024	100	92	+8.7%
October 2024	96	93	+3.2%
November 2024	97	100	-3.0%
December 2024	97	99	-2.0%
January 2025	96	102	-5.9%
February 2025	96	101	-5.0%
March 2025	96	98	-2.0%
April 2025	97	91	+6.6%
12-Month Avg		96	-1.1%

Historical Housing Affordability Index by Month

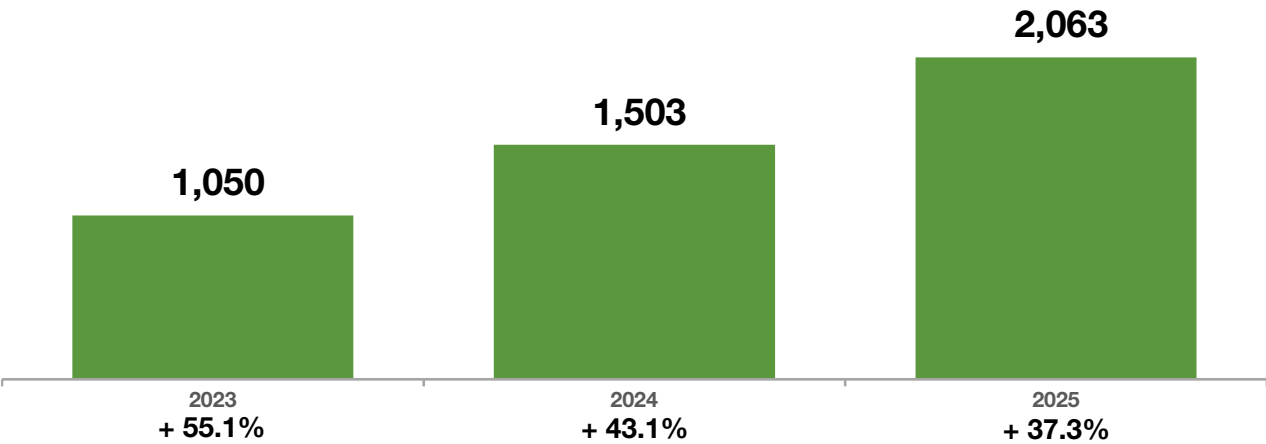


Inventory of Homes for Sale

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



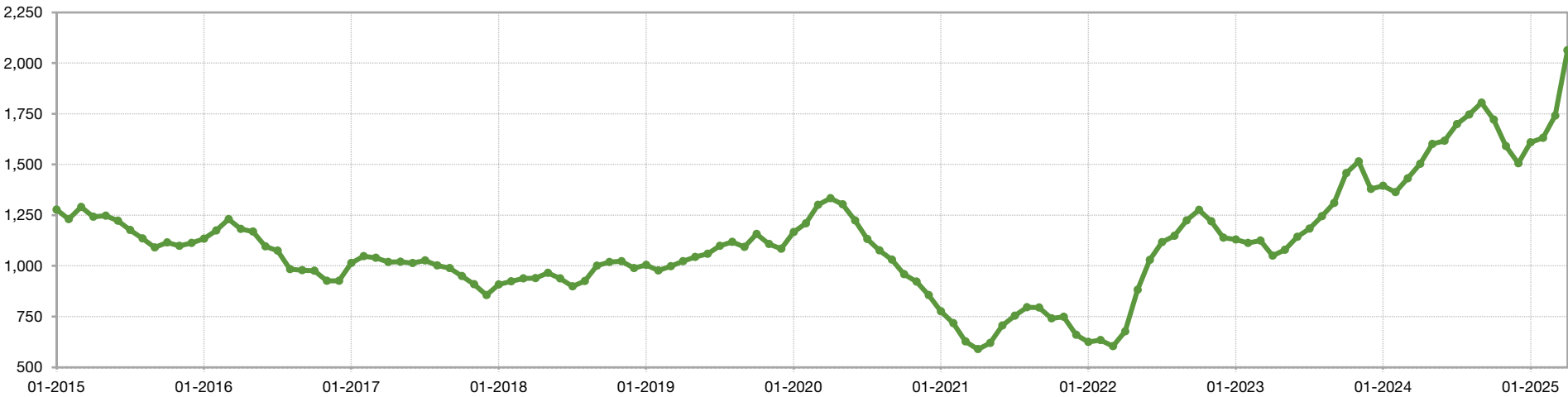
April



Homes for Sale		Prior Year	Percent Change
May 2024	1,600	1,078	+48.4%
June 2024	1,616	1,142	+41.5%
July 2024	1,698	1,183	+43.5%
August 2024	1,745	1,244	+40.3%
September 2024	1,804	1,309	+37.8%
October 2024	1,721	1,457	+18.1%
November 2024	1,590	1,515	+5.0%
December 2024	1,505	1,379	+9.1%
January 2025	1,608	1,394	+15.4%
February 2025	1,630	1,363	+19.6%
March 2025	1,740	1,431	+21.6%
April 2025	2,063	1,503	+37.3%
12-Month Avg*	1,693	1,333	+27.0%

* Homes for Sale for all properties from May 2024 through April 2025. This is not the average of the individual figures above.

Historical Inventory of Homes for Sale by Month

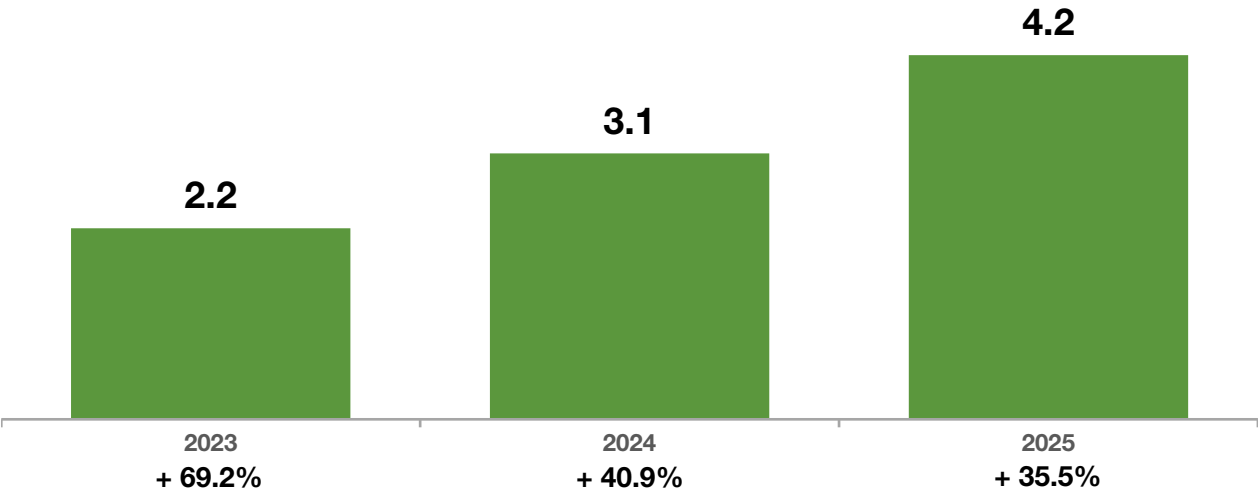


Months Supply of Inventory

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.



April



Months Supply		Prior Year	Percent Change
May 2024	3.3	2.3	+43.5%
June 2024	3.3	2.4	+37.5%
July 2024	3.4	2.5	+36.0%
August 2024	3.5	2.6	+34.6%
September 2024	3.7	2.8	+32.1%
October 2024	3.5	3.1	+12.9%
November 2024	3.2	3.2	0.0%
December 2024	3.0	2.9	+3.4%
January 2025	3.2	2.9	+10.3%
February 2025	3.2	2.8	+14.3%
March 2025	3.5	2.9	+20.7%
April 2025	4.2	3.1	+35.5%
12-Month Avg*	3.4	2.8	+21.4%

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

Historical Months Supply of Inventory by Month

