

# Monthly Indicators



## June 2025

U.S. existing-home sales edged up 0.8% month-over-month to a seasonally adjusted annual rate of 4.03 million units, exceeding economists' expectations, although sales were down 0.7% year-over-year, according to the National Association of REALTORS® (NAR). On a monthly basis, sales increased in the Midwest, Northeast, and South but decreased in the West.

New Listings were up 18.8 percent to 905. Pending Sales decreased 23.5 percent to 407, the seventh consecutive month of year-over-year declines. Inventory grew 44.2 percent to 2,329 units.

Prices moved higher as Median Sales Price was up 6.9 percent to \$320,000. Days on Market increased 6.9 percent to 62 days. Months Supply of Inventory was up 42.4 percent to 4.7 months, indicating that supply increased relative to demand.

Heading into June, there were 1.54 million units for sale across the country, a 6.2% increase from the previous month and a 20.3% improvement over the same period last year, representing a 4.6-month supply at the current sales pace, according to NAR. Despite the additional supply, home prices have continued to rise nationwide, albeit at a slower pace than during the pandemic, climbing 1.3% year-over-year to \$422,800 as of last measure.

## Quick Facts

**+ 13.0%**

One-Year Change in  
Closed Sales

**+ 6.9%**

One-Year Change in  
Median Sales Price

**+ 42.4%**

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

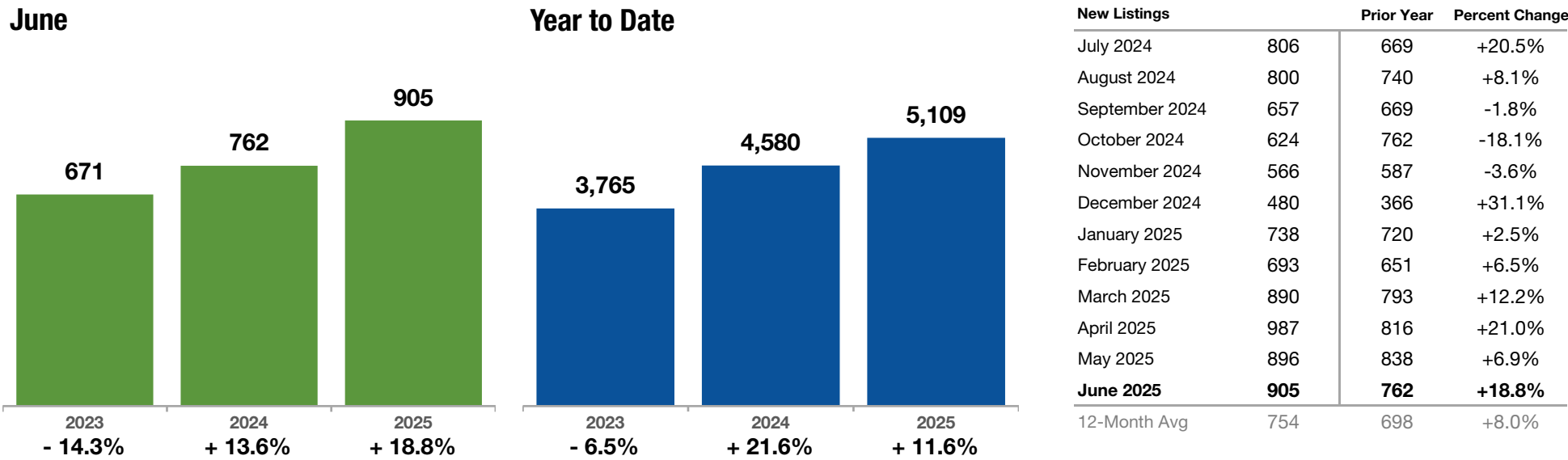
Key market metrics for the current month and year-to-date figures.



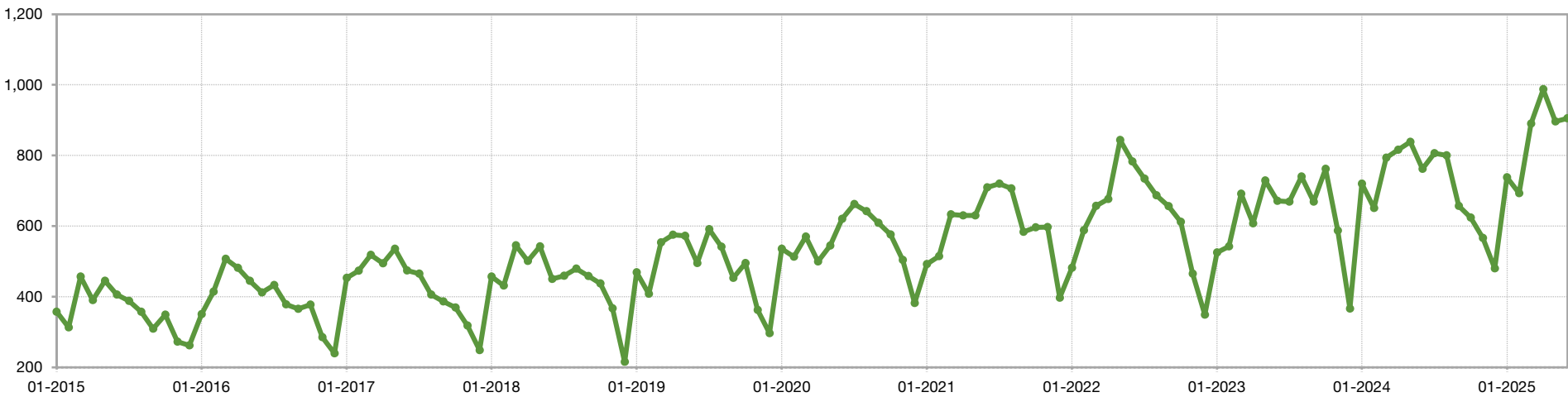
Key Metrics	Historical Sparkbars			06-2024	06-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	06-2023	06-2024	06-2025						
New Listings				762	905	+ 18.8%	4,580	5,109	+ 11.6%
Pending Sales				532	407	- 23.5%	3,260	3,211	- 1.5%
Closed Sales				555	627	+ 13.0%	2,990	3,140	+ 5.0%
Days on Market				58	62	+ 6.9%	64	68	+ 6.3%
Median Sales Price				\$299,251	\$320,000	+ 6.9%	\$299,900	\$310,000	+ 3.4%
Average Sales Price				\$401,710	\$397,765	- 1.0%	\$391,185	\$413,384	+ 5.7%
Pct. of List Price Received				98.5%	97.9%	- 0.6%	97.9%	97.9%	0.0%
Housing Affordability Index				97	92	- 5.2%	97	95	- 2.1%
Inventory of Homes for Sale				1,615	2,329	+ 44.2%	--	--	--
Months Supply of Inventory				3.3	4.7	+ 42.4%	--	--	--

# New Listings

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

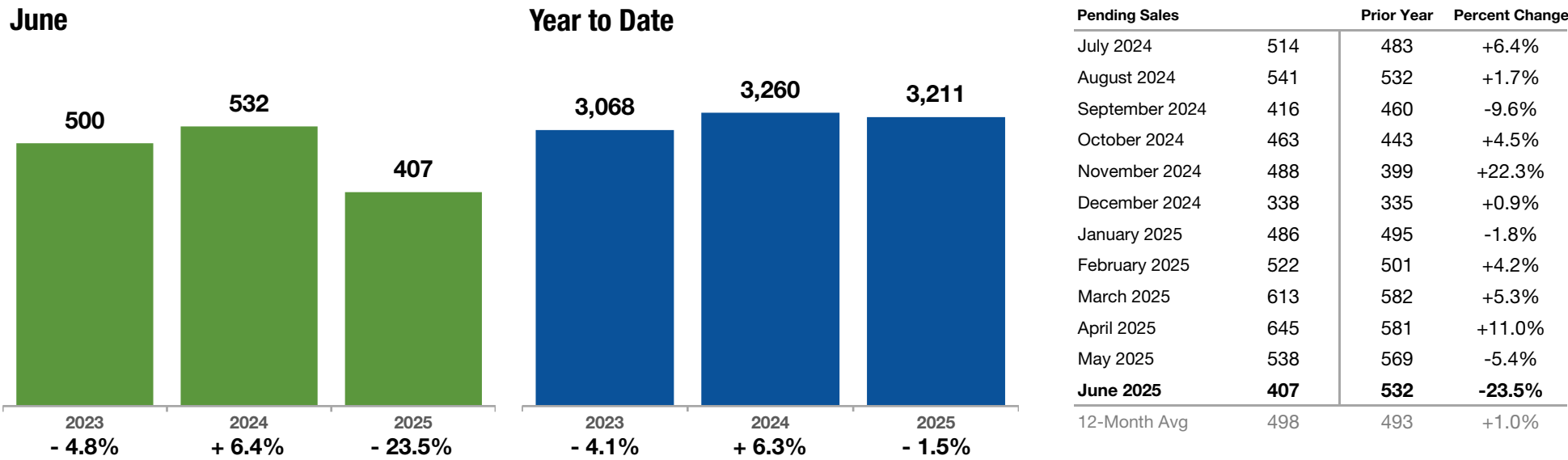


## Historical New Listings by Month

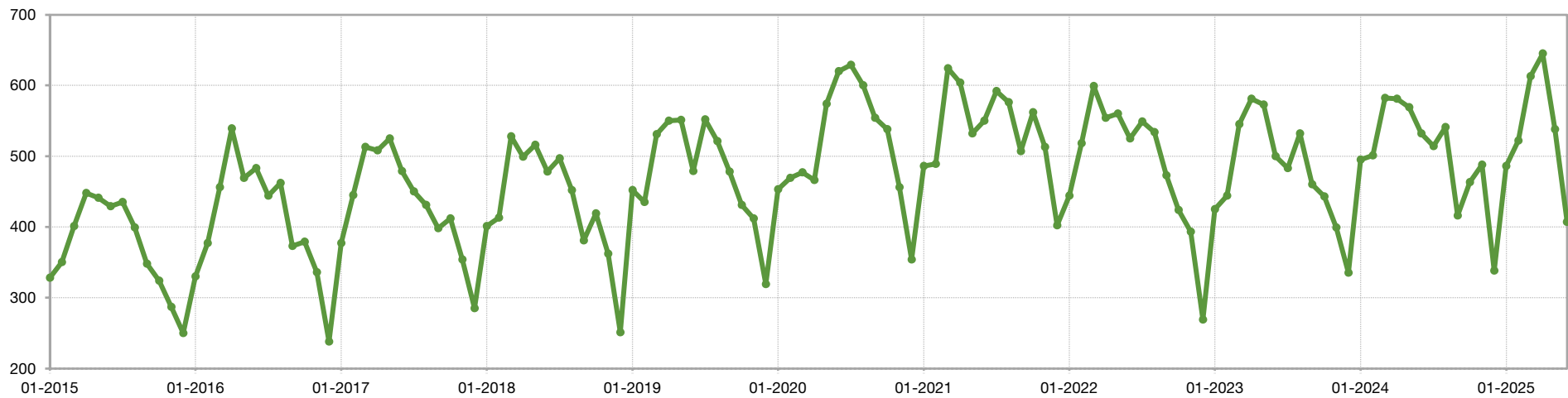


# Pending Sales

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

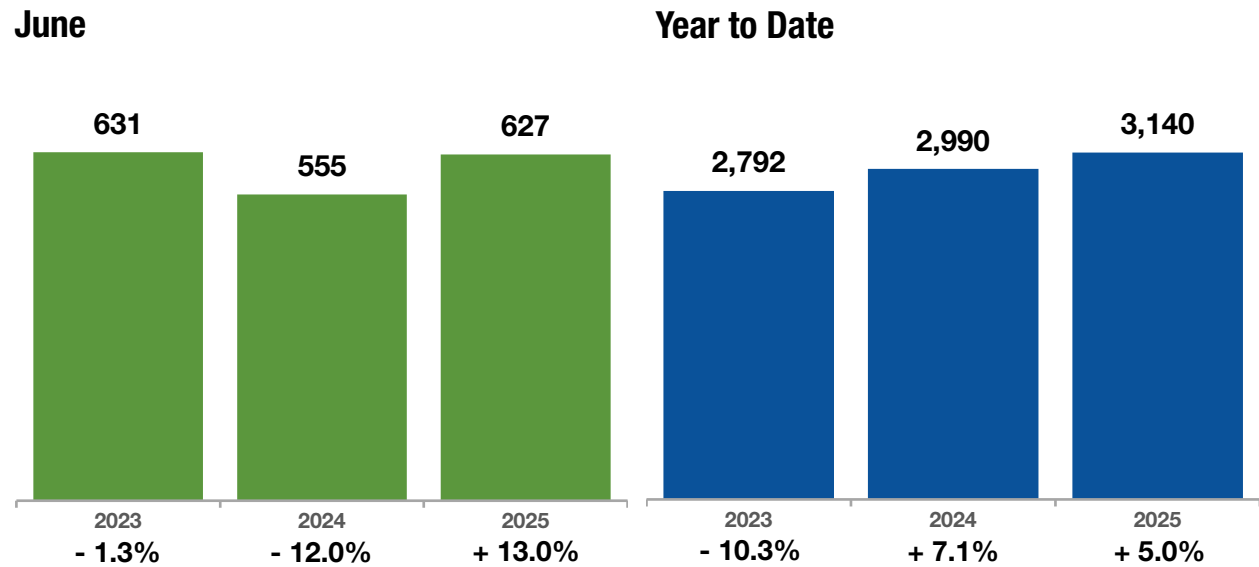


## Historical Pending Sales by Month



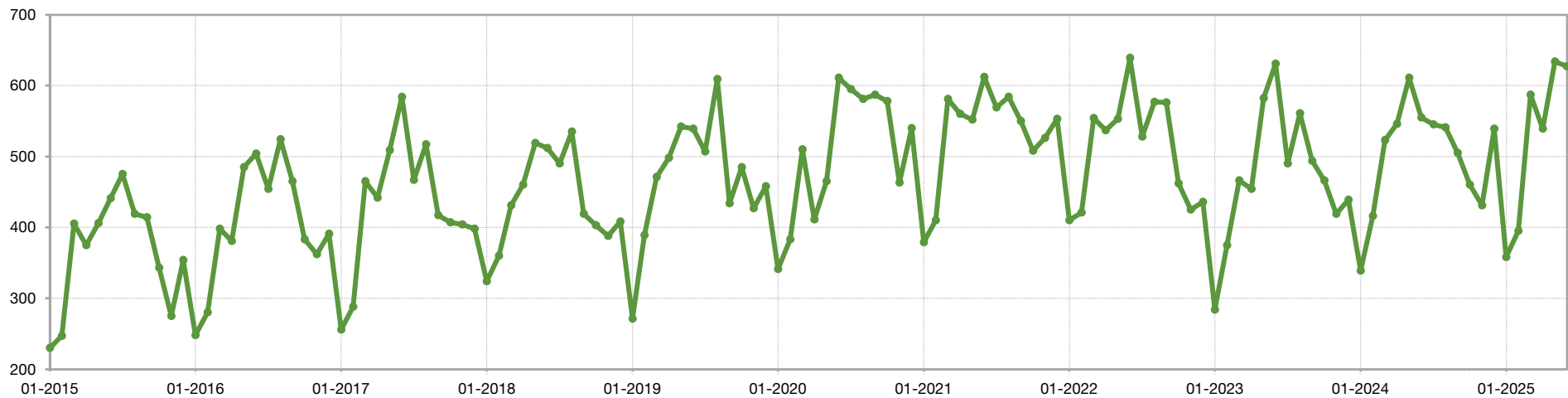
# Closed Sales

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



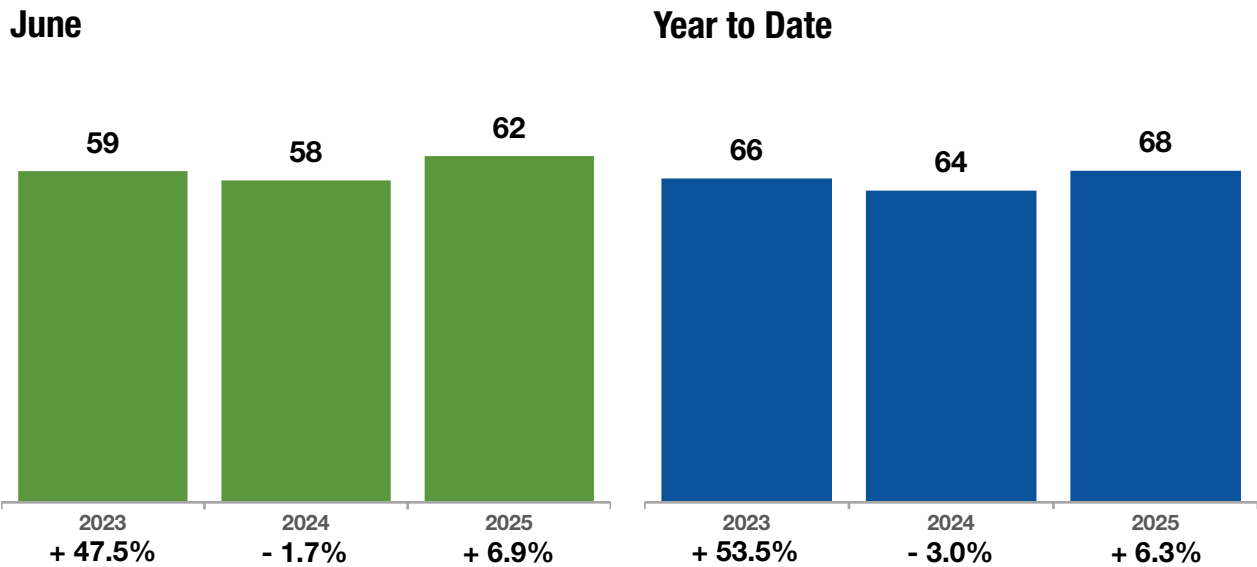
Closed Sales		Prior Year	Percent Change
July 2024	545	490	+11.2%
August 2024	541	561	-3.6%
September 2024	505	494	+2.2%
October 2024	460	466	-1.3%
November 2024	431	419	+2.9%
December 2024	539	439	+22.8%
January 2025	358	339	+5.6%
February 2025	395	416	-5.0%
March 2025	587	523	+12.2%
April 2025	539	546	-1.3%
May 2025	634	611	+3.8%
June 2025	627	555	+13.0%
12-Month Avg	513	488	+5.2%

## Historical Closed Sales by Month



# Days on Market Until Sale

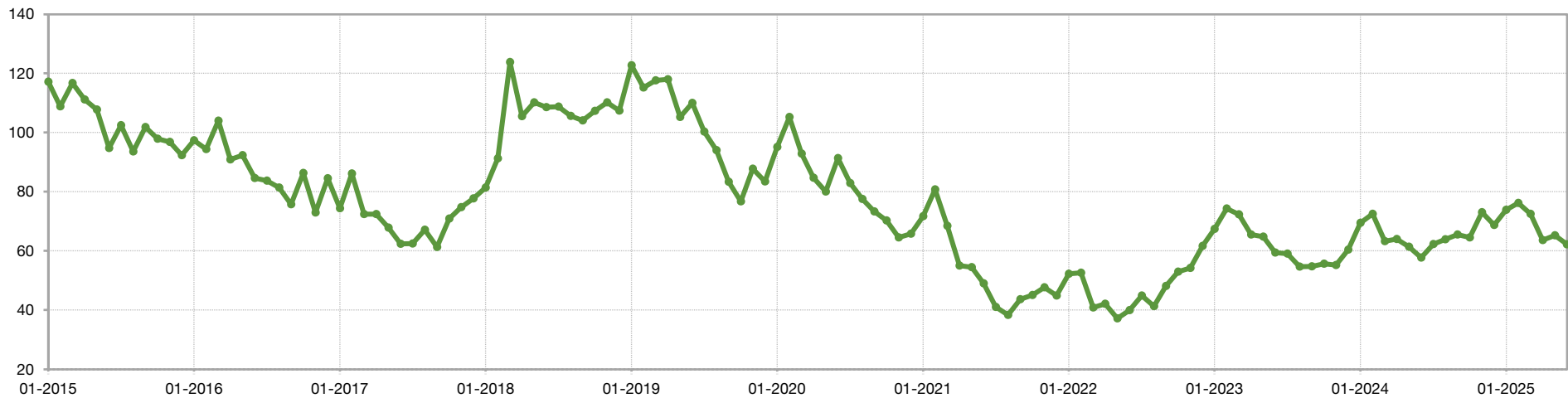
Average number of days between when a property is listed and when an offer is accepted in a given month.



Days on Market		Prior Year	Percent Change
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%
May 2025	65	61	+6.6%
June 2025	62	58	+6.9%
12-Month Avg*	67	60	+11.7%

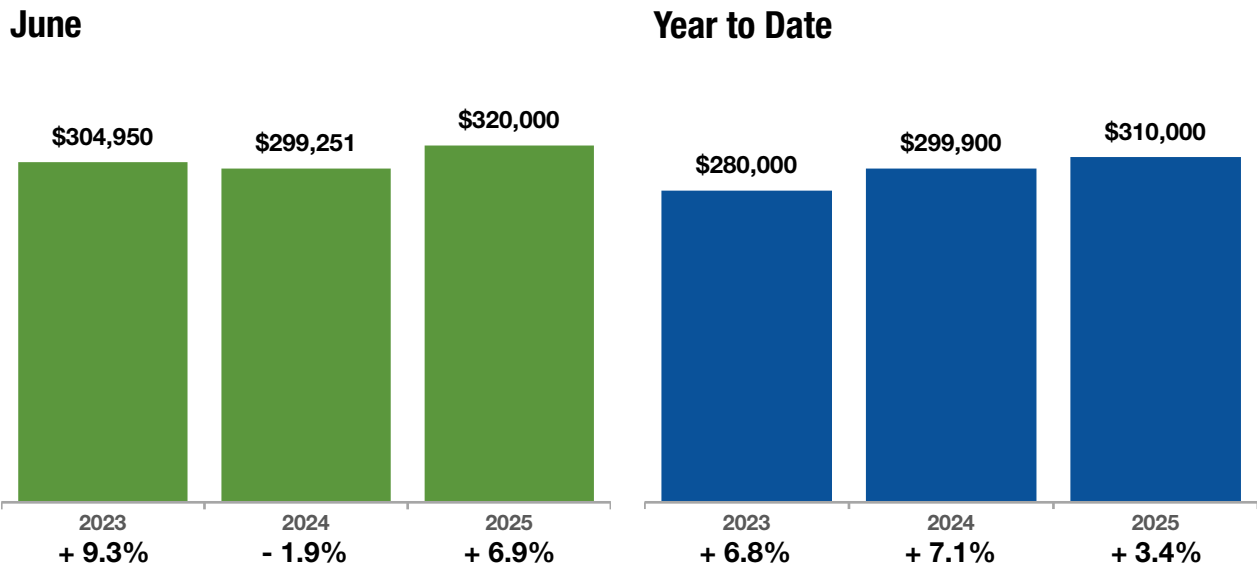
\* Average Days on Market of all properties from July 2024 through June 2025. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



# Median Sales Price

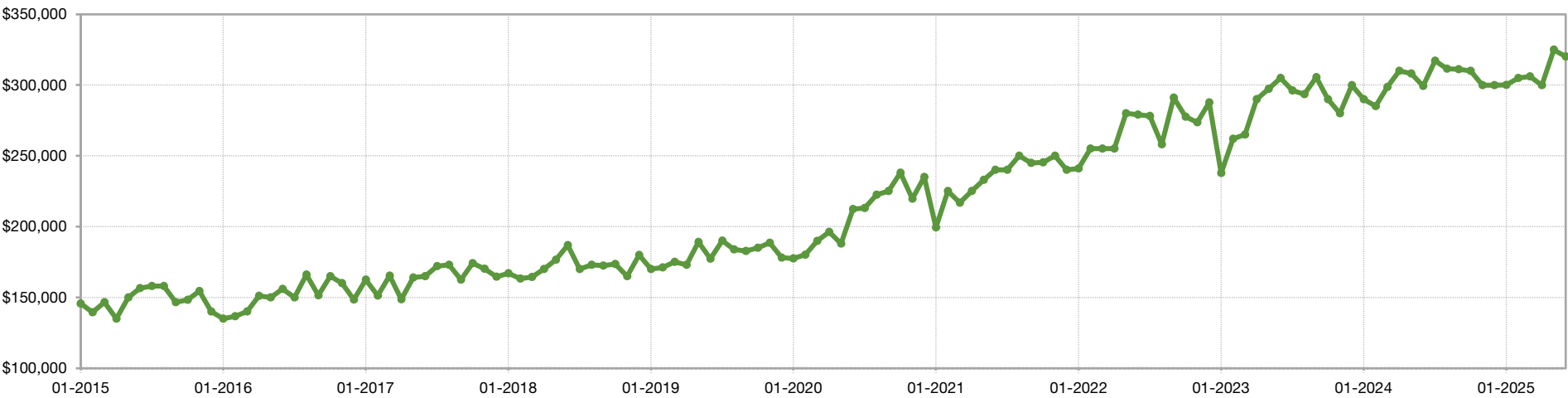
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



	Median Sales Price	Prior Year	Percent Change
July 2024	\$317,000	\$296,000	+7.1%
August 2024	\$311,433	\$293,450	+6.1%
September 2024	\$311,000	\$305,450	+1.8%
October 2024	\$309,950	\$289,900	+6.9%
November 2024	\$299,900	\$279,900	+7.1%
December 2024	\$299,900	\$299,900	0.0%
January 2025	\$299,990	\$289,900	+3.5%
February 2025	\$304,900	\$285,000	+7.0%
March 2025	\$306,000	\$298,500	+2.5%
April 2025	\$299,900	\$310,000	-3.3%
May 2025	\$324,900	\$308,000	+5.5%
June 2025	\$320,000	\$299,251	+6.9%
12-Month Med*	\$309,900	\$298,000	+4.0%

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

## Historical Median Sales Price by Month

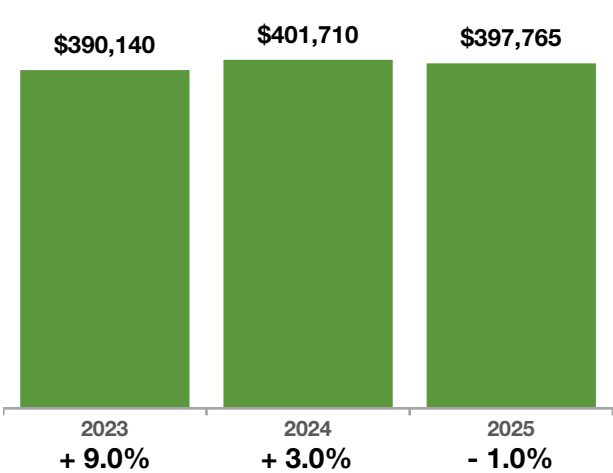


# Average Sales Price

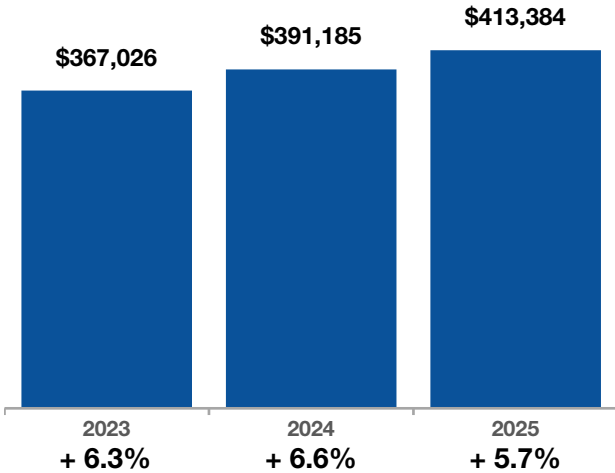
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## June



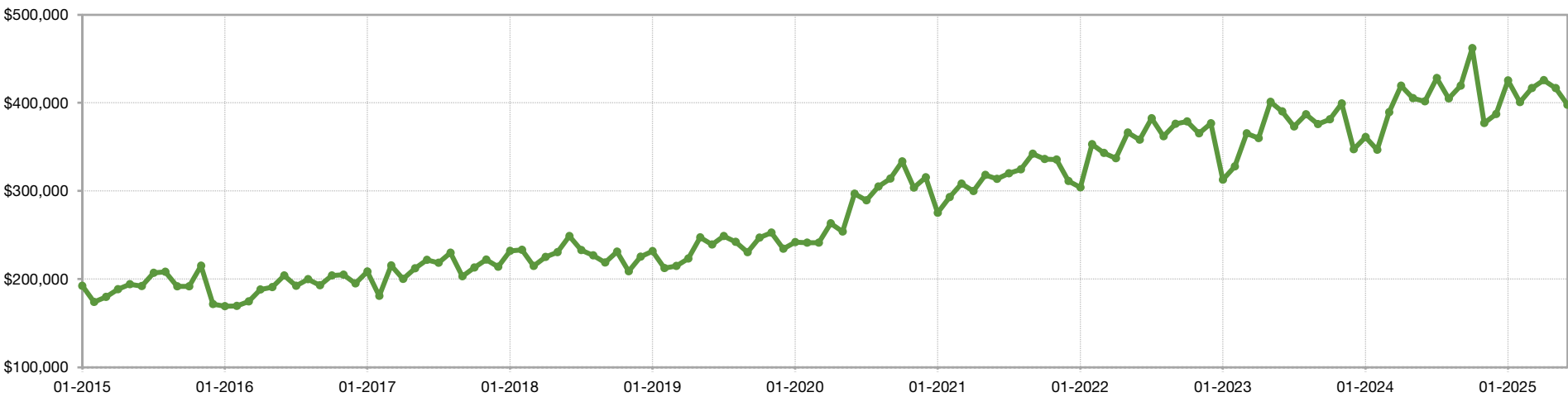
## Year to Date



Avg. Sales Price		Prior Year	Percent Change
July 2024	\$427,870	\$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	\$425,721	\$419,420	+1.5%
May 2025	\$416,453	\$405,237	+2.8%
June 2025	\$397,765	\$401,710	-1.0%
12-Month Avg*	\$413,397	\$382,201	+8.2%

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

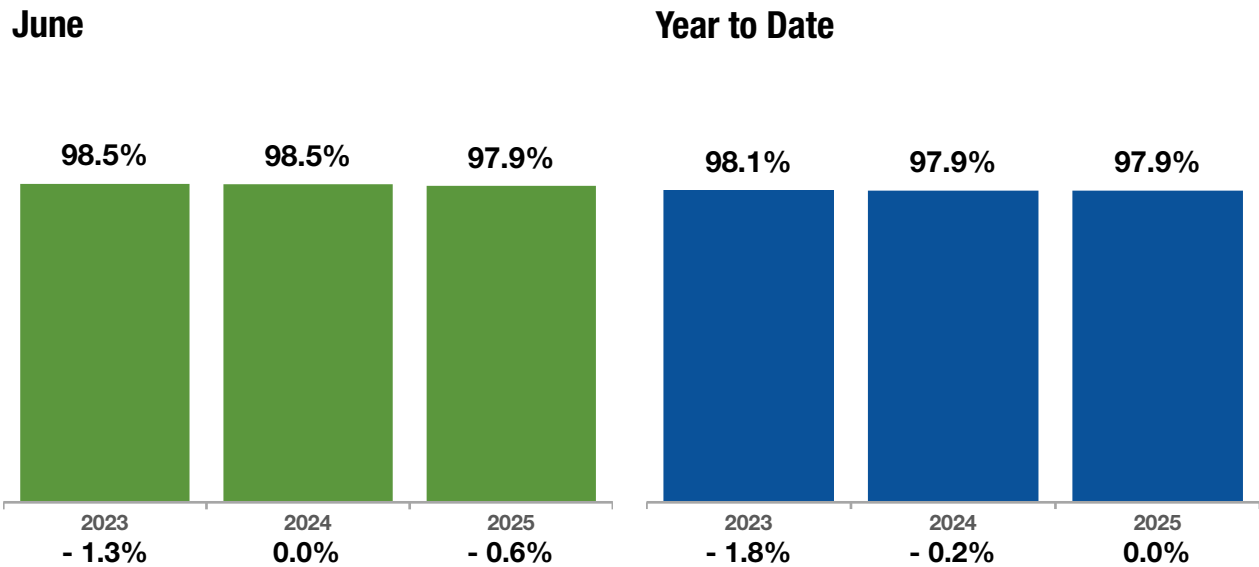
## Historical Average Sales Price by Month





# Percent of List Price Received

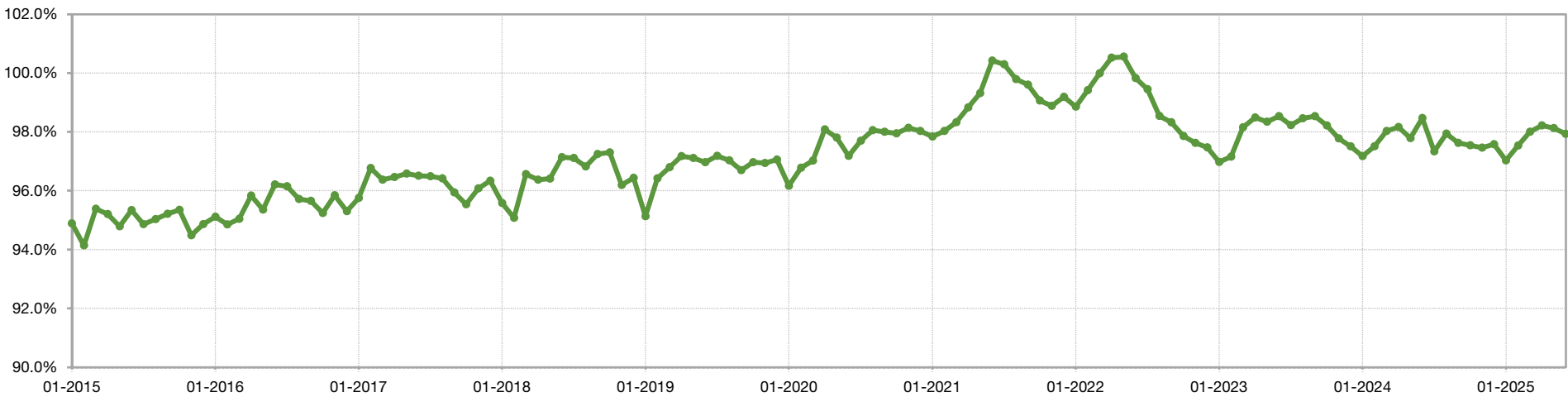
Percentage found when dividing a property’s sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



Pct. of List Price Received		Prior Year	Percent Change
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%
May 2025	98.1%	97.8%	+0.3%
<b>June 2025</b>	<b>97.9%</b>	<b>98.5%</b>	<b>-0.6%</b>
12-Month Avg*	97.7%	98.0%	-0.3%

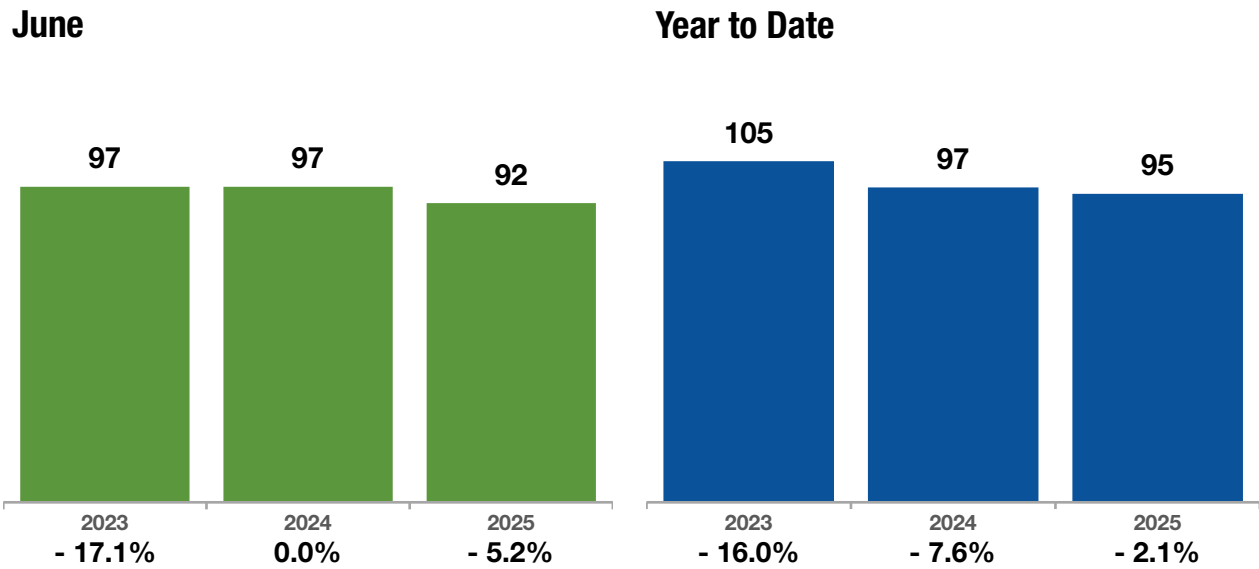
\* Average Pct. of List Price Received for all properties from July 2024 through June 2025. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



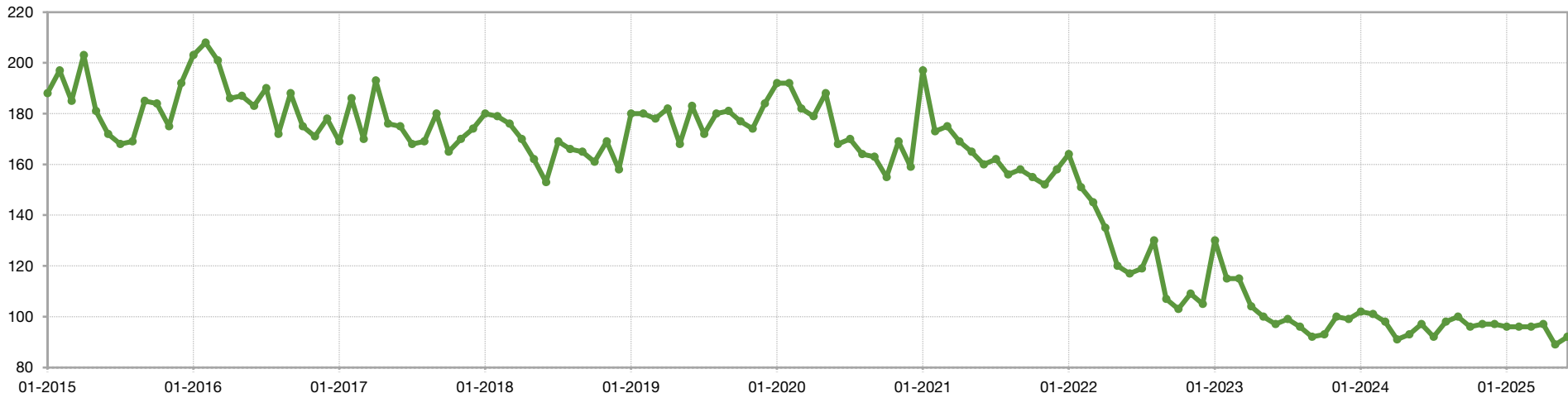
# Housing Affordability Index

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
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%
May 2025	89	93	-4.3%
June 2025	92	97	-5.2%
12-Month Avg	96	97	-1.3%

## Historical Housing Affordability Index by Month

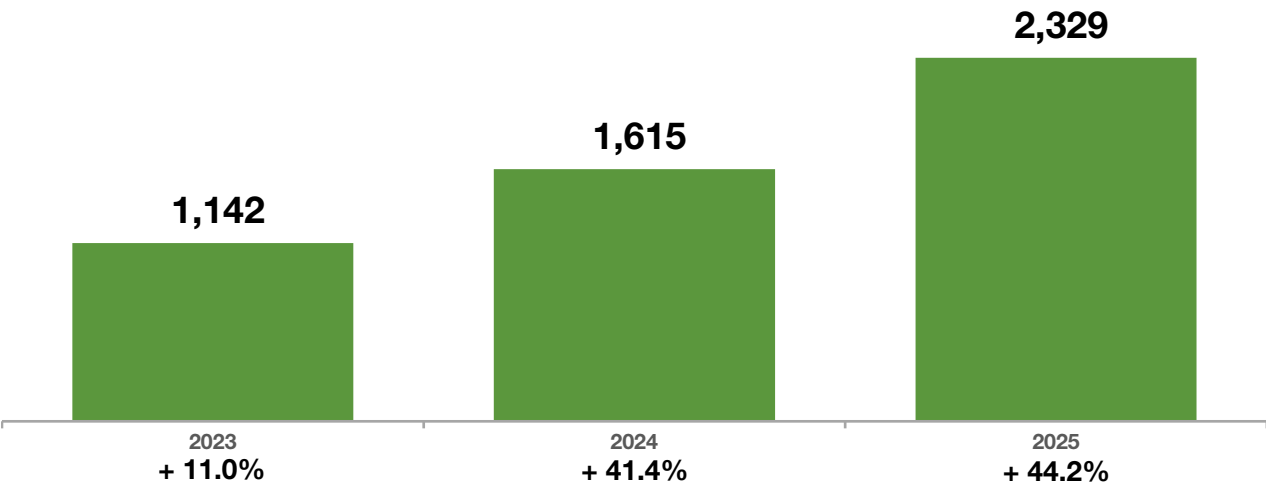


# Inventory of Homes for Sale

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



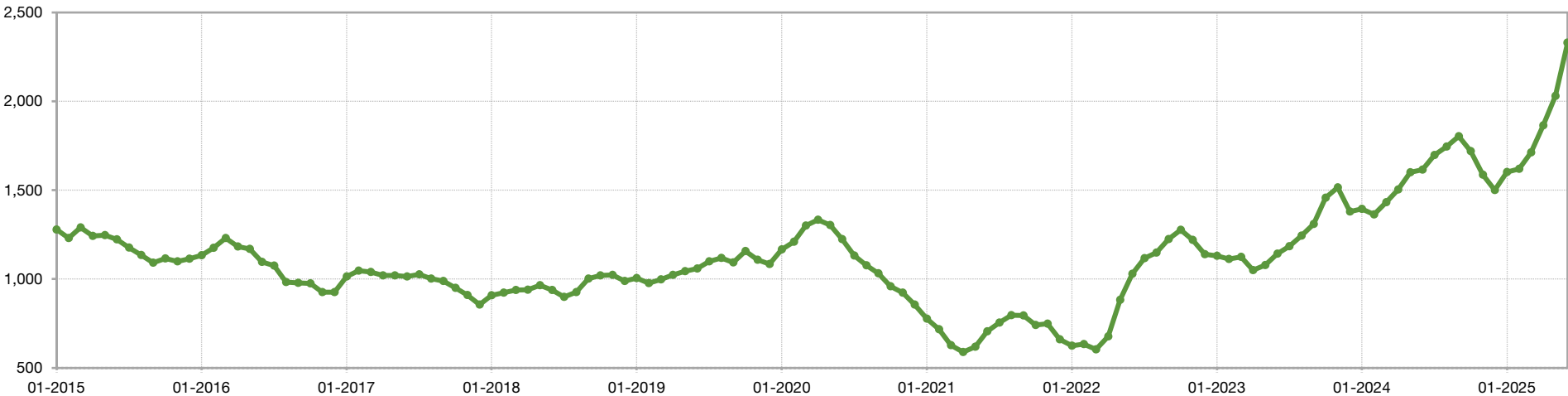
## June



Homes for Sale		Prior Year	Percent Change
July 2024	1,697	1,183	+43.4%
August 2024	1,744	1,244	+40.2%
September 2024	1,803	1,309	+37.7%
October 2024	1,719	1,457	+18.0%
November 2024	1,586	1,515	+4.7%
December 2024	1,500	1,379	+8.8%
January 2025	1,602	1,394	+14.9%
February 2025	1,619	1,363	+18.8%
March 2025	1,711	1,431	+19.6%
April 2025	1,863	1,503	+24.0%
May 2025	2,029	1,600	+26.8%
June 2025	2,329	1,615	+44.2%
12-Month Avg*	1,767	1,416	+24.8%

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

## Historical Inventory of Homes for Sale by Month

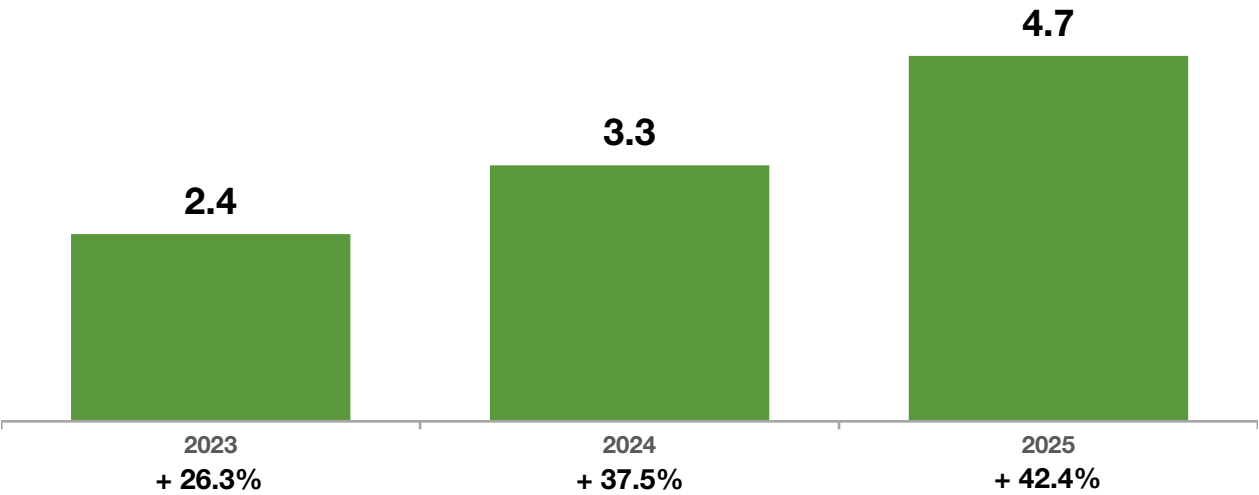


# Months Supply of Inventory

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.



## June



Months Supply		Prior Year	Percent Change
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	3.4	2.9	+17.2%
April 2025	3.6	3.1	+16.1%
May 2025	4.0	3.3	+21.2%
June 2025	4.7	3.3	+42.4%
12-Month Avg*	3.5	2.9	+20.7%

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

## Historical Months Supply of Inventory by Month

