

Monthly Indicators



August 2025

U.S. existing-home sales rose 2.0% month-over-month and 0.8% year-over-year to a seasonally adjusted annual rate of 4.01 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast a rate of 3.92 million units. Regionally, sales increased on a monthly basis in the West, South, and Northeast, but declined in the Midwest.

New Listings were up 2.8 percent to 822. Pending Sales decreased 27.0 percent to 395. Inventory grew 39.0 percent to 2,425 units.

Prices moved lower as Median Sales Price was down 0.3 percent to \$310,450. Days on Market increased 4.7 percent to 67 days, the ninth consecutive month of year-over-year gains. Months Supply of Inventory was up 37.1 percent to 4.8 months, indicating that supply increased relative to demand.

Nationally, 1.55 million units were listed for sale heading into August, up 0.6% from the previous month and 15.7% higher than the same time last year, representing a 4.6-month supply at the current sales pace, according to NAR. Inventory is now at its highest level since May 2020, a shift that has helped slow price growth in many markets. As a result, the national median existing-home sales price edged up just 0.2% year-over-year to \$422,400.

Quick Facts

+ 0.7%	- 0.3%	+ 37.1%
One-Year Change in Closed Sales	One-Year Change in Median Sales Price	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.



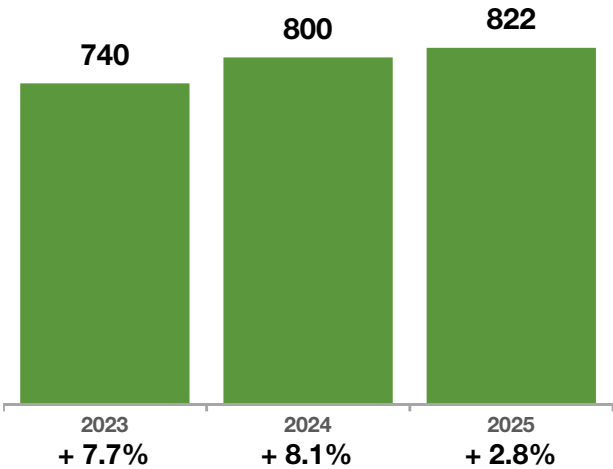
Key Metrics	Historical Sparkbars			08-2024	08-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	08-2023	08-2024	08-2025						
New Listings				800	822	+ 2.8%	6,186	6,857	+ 10.8%
Pending Sales				541	395	- 27.0%	4,315	4,347	+ 0.7%
Closed Sales				541	545	+ 0.7%	4,076	4,292	+ 5.3%
Days on Market				64	67	+ 4.7%	64	67	+ 4.7%
Median Sales Price				\$311,433	\$310,450	- 0.3%	\$302,887	\$311,000	+ 2.7%
Average Sales Price				\$404,912	\$399,224	- 1.4%	\$397,922	\$409,186	+ 2.8%
Pct. of List Price Received				97.9%	97.7%	- 0.2%	97.8%	97.9%	+ 0.1%
Housing Affordability Index				98	96	- 2.0%	100	96	- 4.0%
Inventory of Homes for Sale				1,744	2,425	+ 39.0%	--	--	--
Months Supply of Inventory				3.5	4.8	+ 37.1%	--	--	--

New Listings

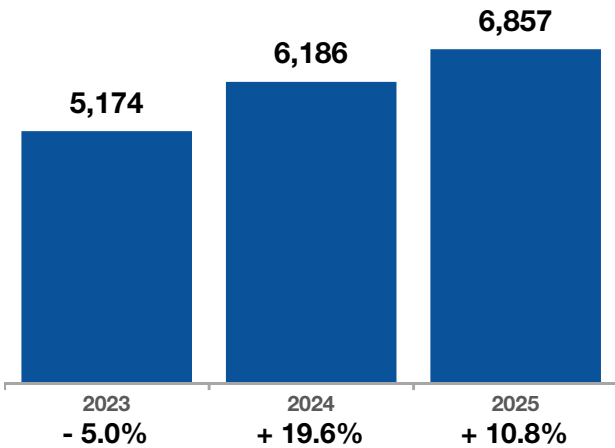
A count of the properties that have been newly listed on the market in a given month.



August

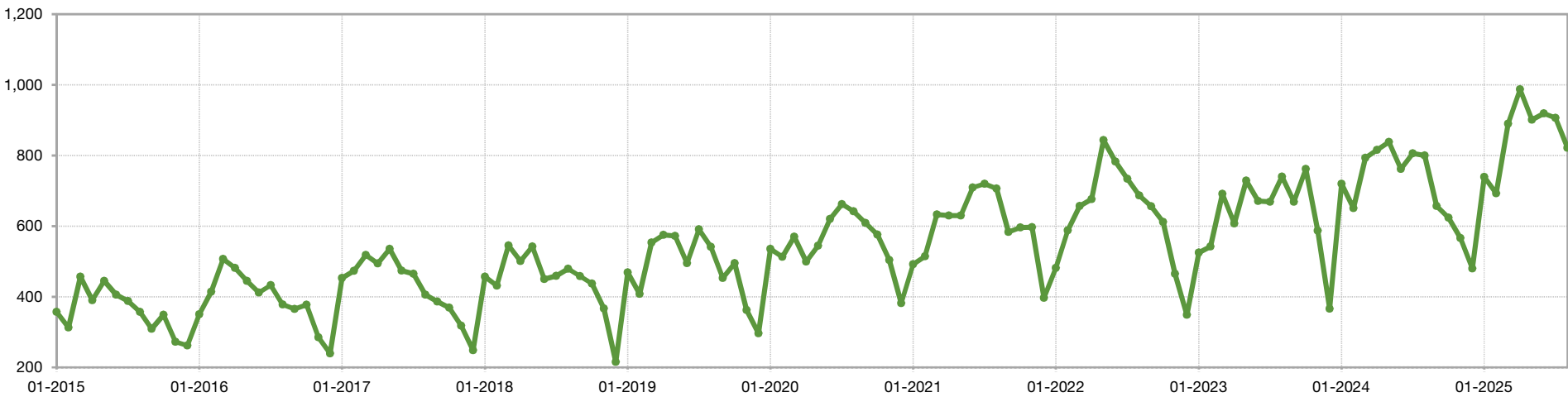


Year to Date



New Listings		Prior Year	Percent Change
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	739	720	+2.6%
February 2025	693	651	+6.5%
March 2025	890	793	+12.2%
April 2025	987	816	+21.0%
May 2025	901	838	+7.5%
June 2025	919	762	+20.6%
July 2025	906	806	+12.4%
August 2025	822	800	+2.8%
12-Month Avg	765	714	+7.2%

Historical New Listings by Month

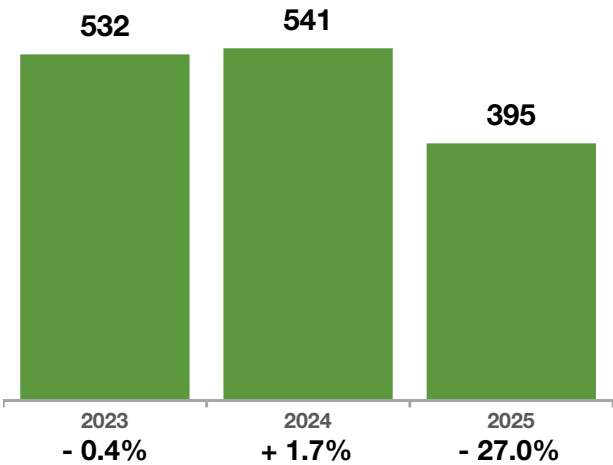


Pending Sales

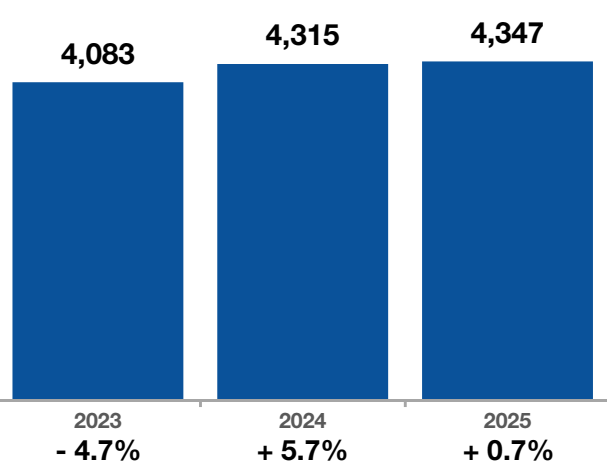
A count of the properties on which offers have been accepted in a given month.



August

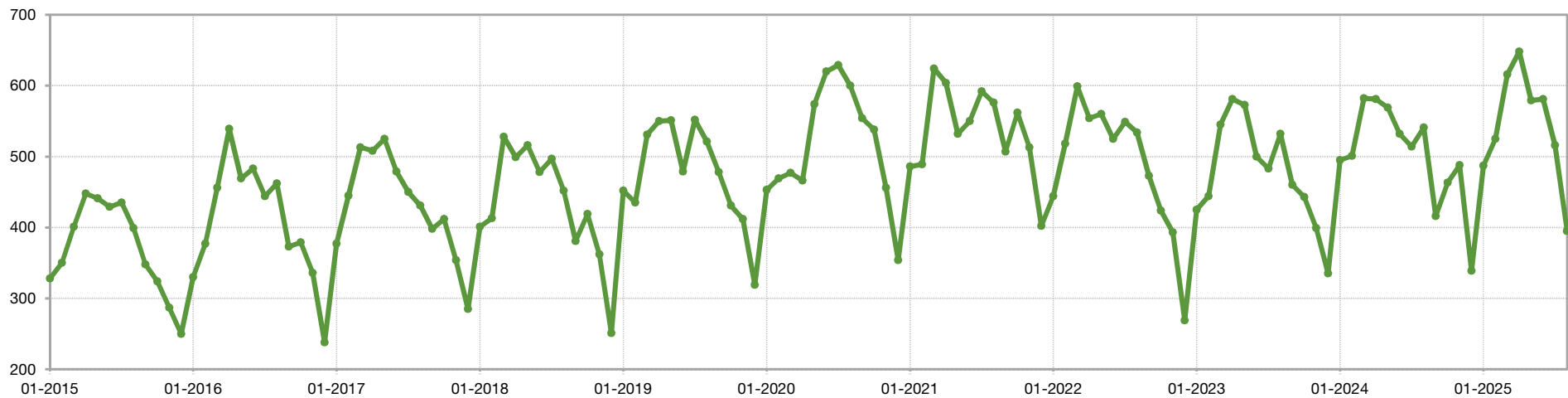


Year to Date



Pending Sales		Prior Year	Percent Change
September 2024	416	460	-9.6%
October 2024	463	443	+4.5%
November 2024	488	399	+22.3%
December 2024	339	335	+1.2%
January 2025	487	495	-1.6%
February 2025	525	501	+4.8%
March 2025	616	582	+5.8%
April 2025	648	581	+11.5%
May 2025	579	569	+1.8%
June 2025	581	532	+9.2%
July 2025	516	514	+0.4%
August 2025	395	541	-27.0%
12-Month Avg	504	496	+1.7%

Historical Pending Sales by Month

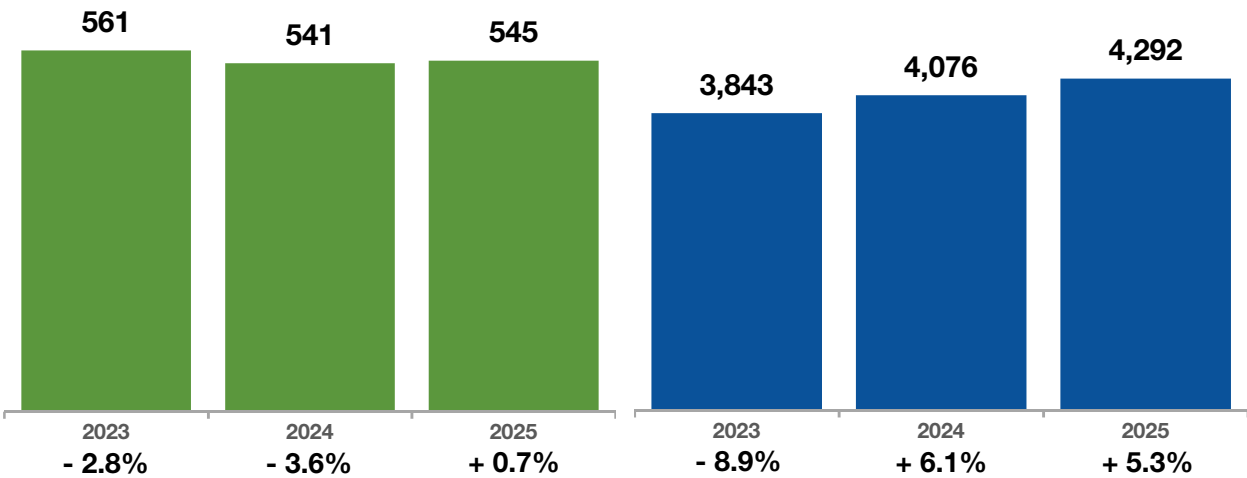


Closed Sales

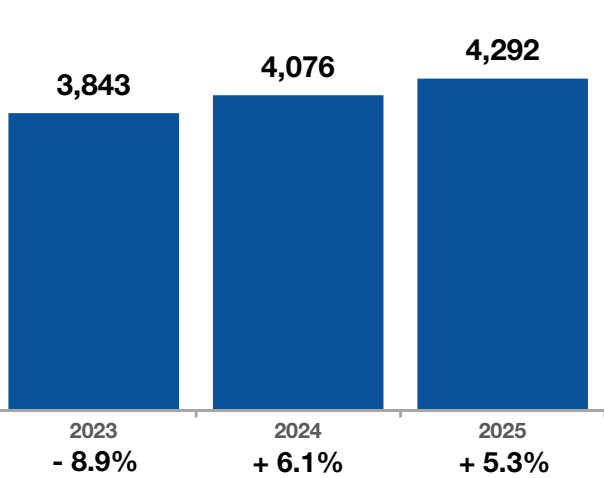
A count of the actual sales that closed in a given month.



August

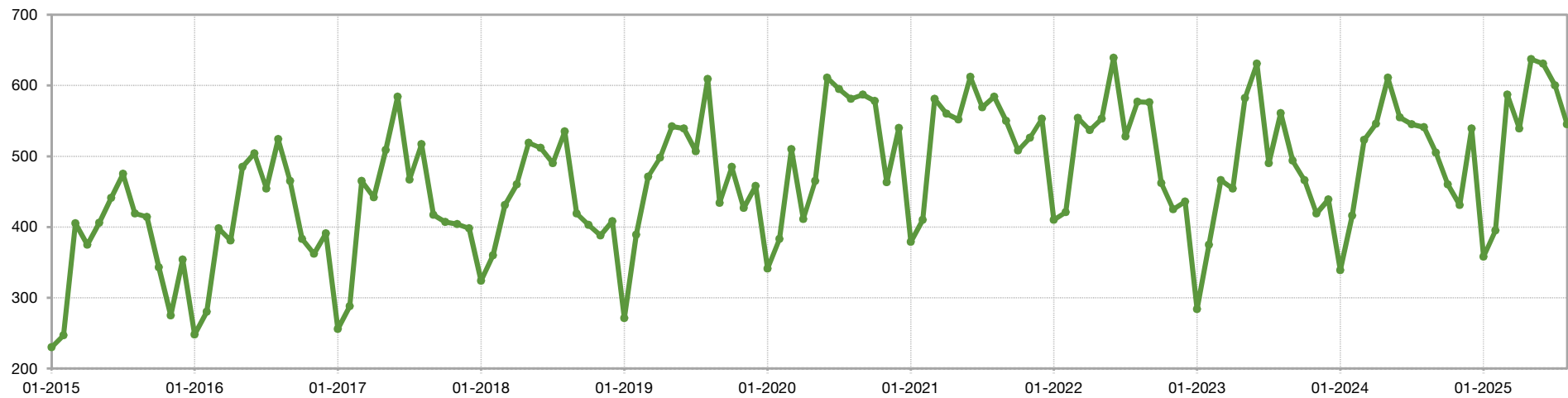


Year to Date



Closed Sales		Prior Year	Percent Change
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	637	611	+4.3%
June 2025	631	555	+13.7%
July 2025	600	545	+10.1%
August 2025	545	541	+0.7%
12-Month Avg	519	491	+5.6%

Historical Closed Sales by Month

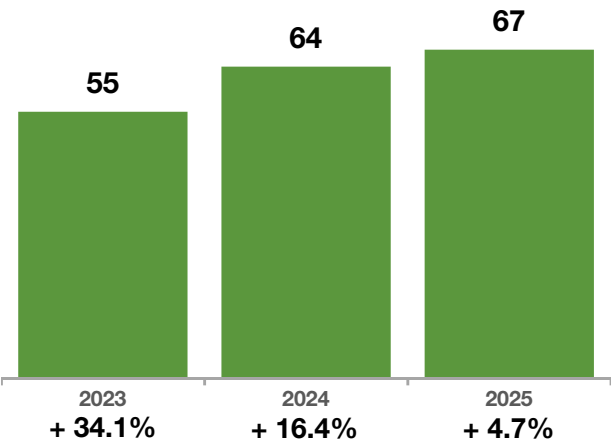


Days on Market Until Sale

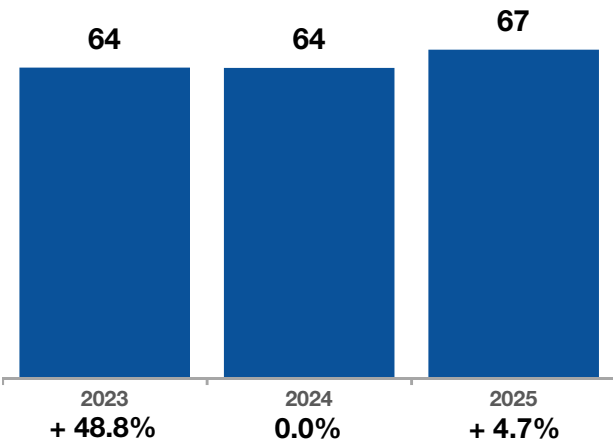
Average number of days between when a property is listed and when an offer is accepted in a given month.



August



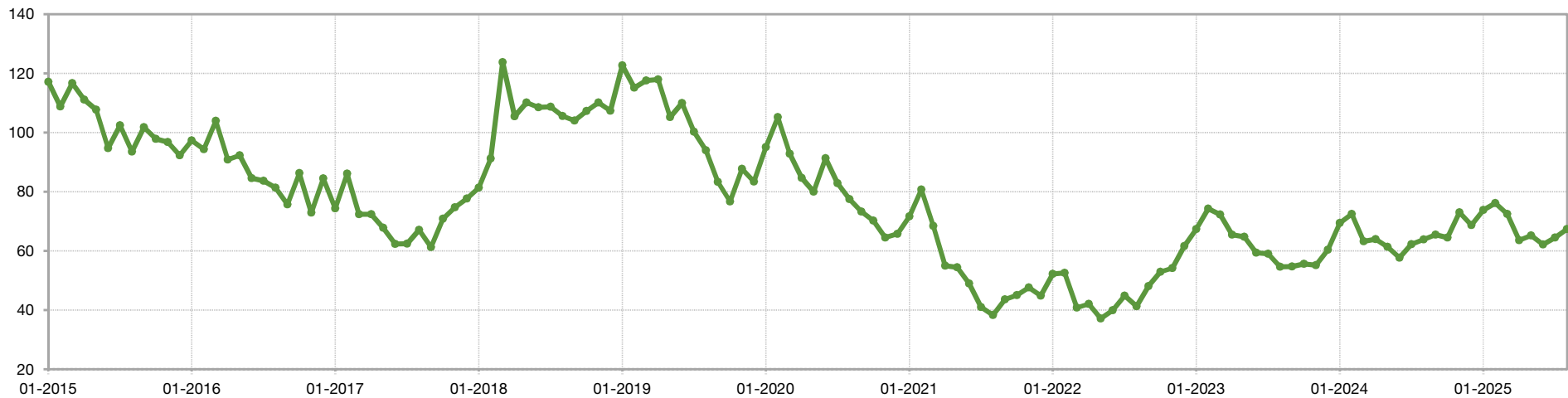
Year to Date



Days on Market		Prior Year	Percent Change
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%
July 2025	65	62	+4.8%
August 2025	67	64	+4.7%
12-Month Avg*	68	61	+11.5%

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

Historical Days on Market Until Sale by Month

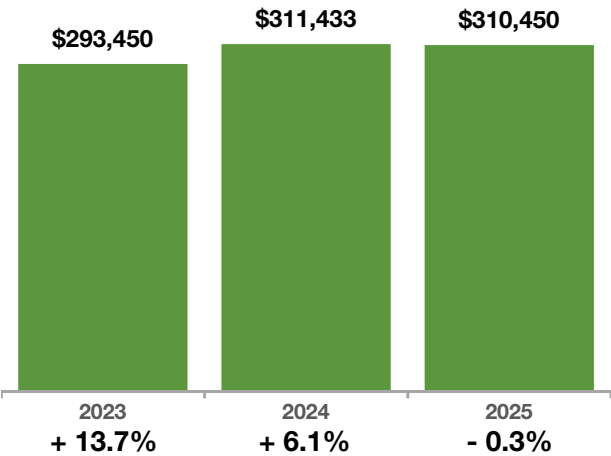


Median Sales Price

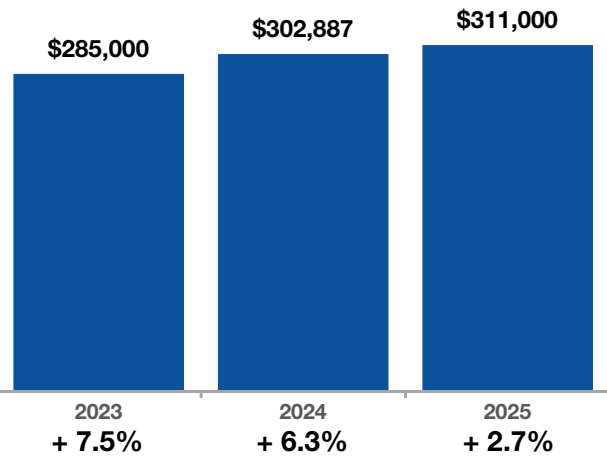
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



August



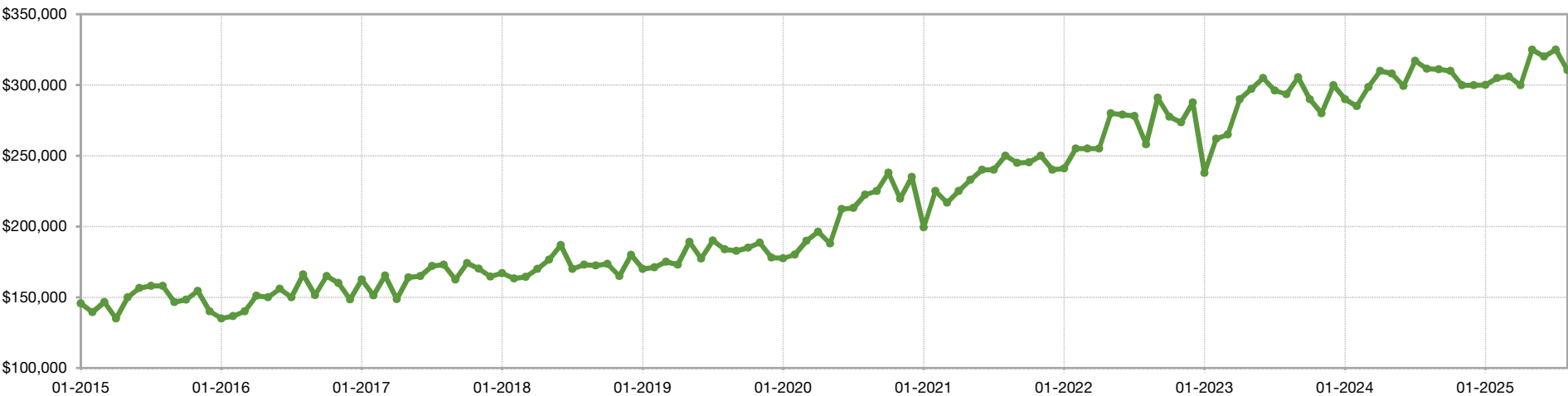
Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
July 2025	\$325,000	\$317,000	+2.5%
August 2025	\$310,450	\$311,433	-0.3%
12-Month Med*	\$310,000	\$300,000	+3.3%

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

Historical Median Sales Price by Month

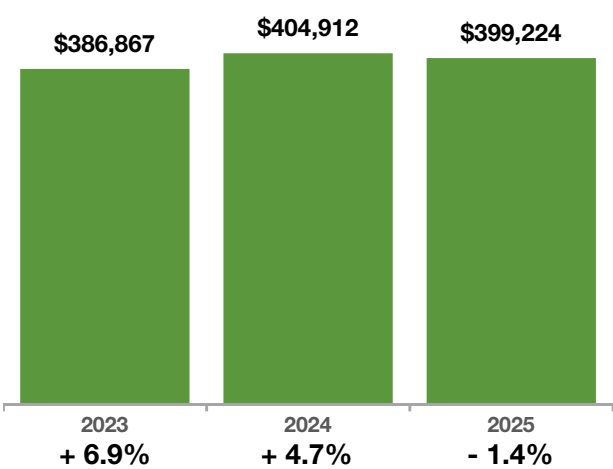


Average Sales Price

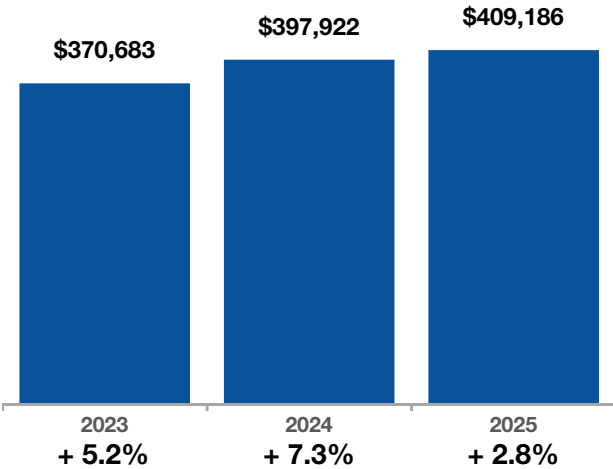
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



August



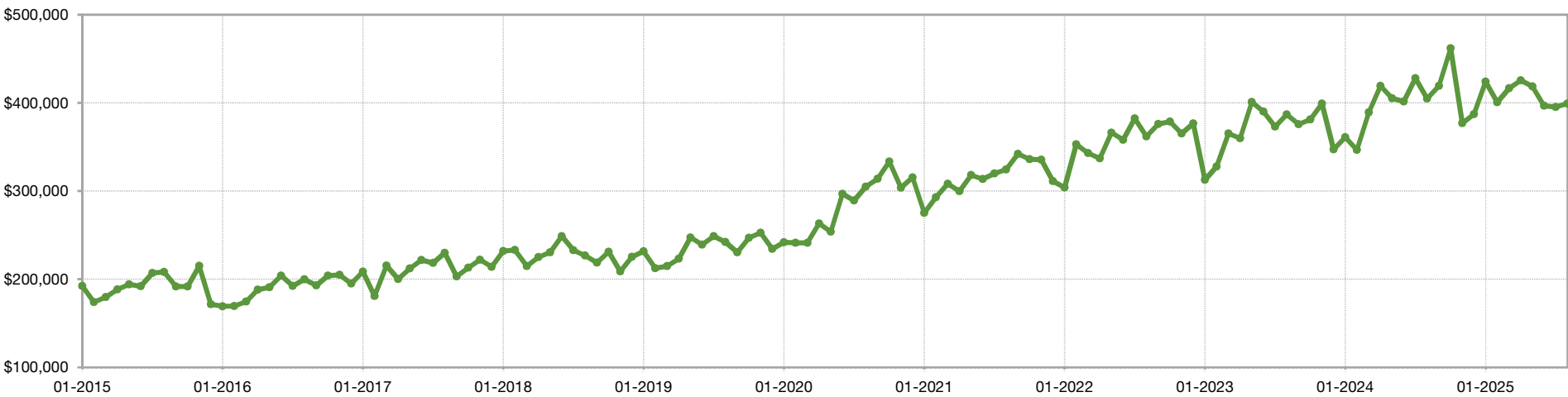
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$424,202	\$361,144	+17.5%
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	\$418,770	\$405,237	+3.3%
June 2025	\$396,909	\$401,710	-1.2%
July 2025	\$395,387	\$427,870	-7.6%
August 2025	\$399,224	\$404,912	-1.4%
12-Month Avg*	\$410,244	\$388,277	+5.7%

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

Historical Average Sales Price by Month

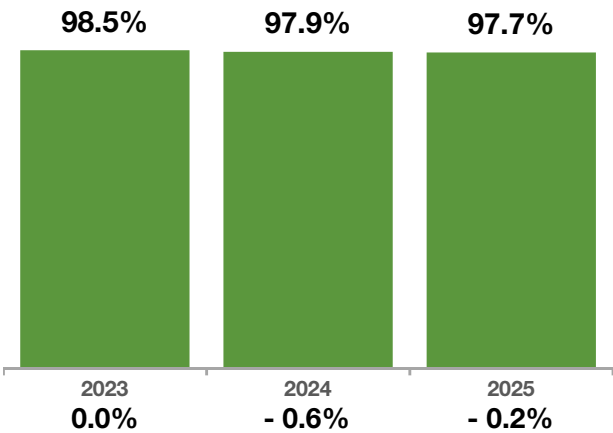


Percent of List Price Received

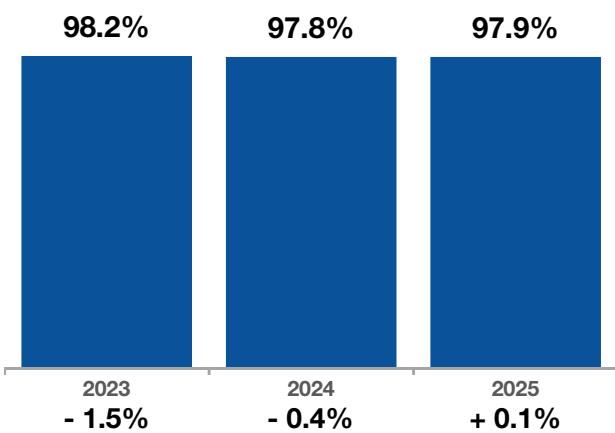
Percentage found when dividing a property’s sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



August



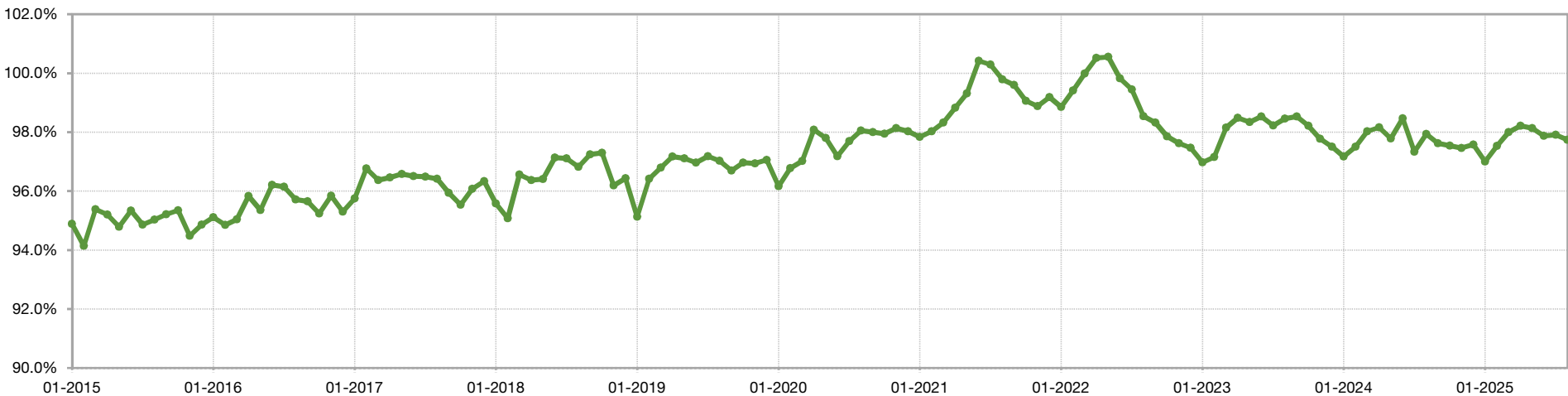
Year to Date



Pct. of List Price Received		Prior Year	Percent Change
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%
June 2025	97.9%	98.5%	-0.6%
July 2025	97.9%	97.3%	+0.6%
August 2025	97.7%	97.9%	-0.2%
12-Month Avg*		97.8%	-0.1%

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

Historical Percent of List Price Received by Month

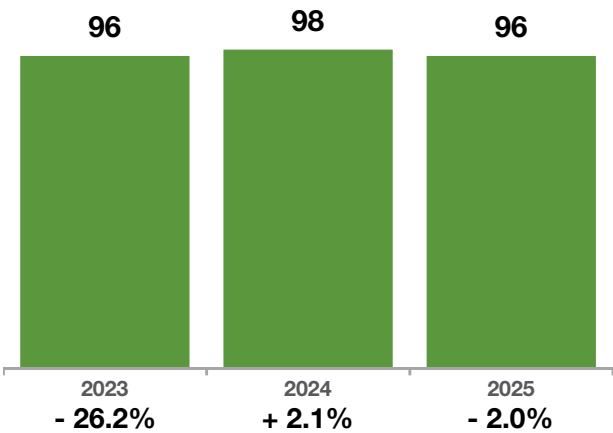


Housing Affordability Index

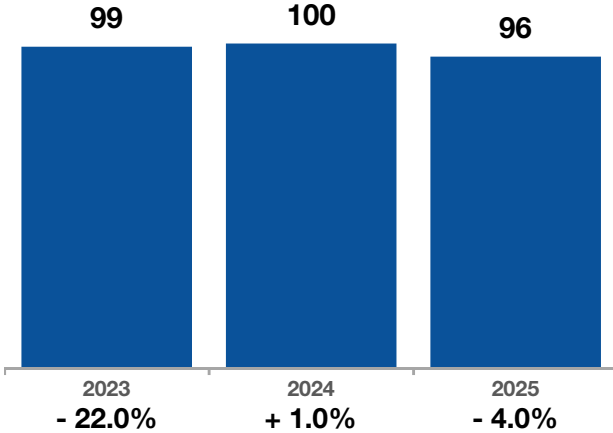
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



August

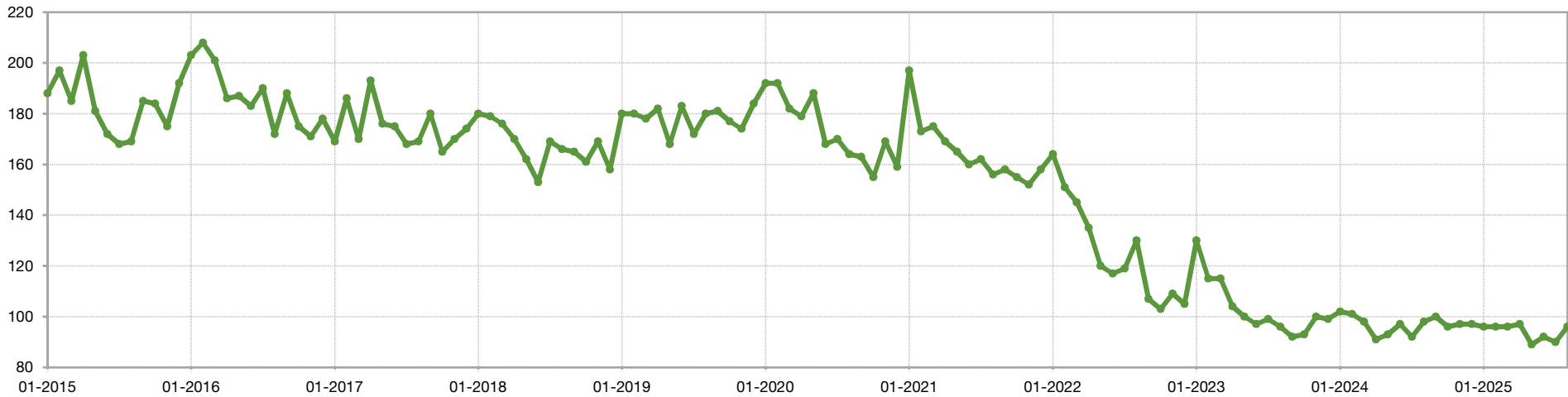


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
July 2025	90	92	-2.2%
August 2025	96	98	-2.0%
12-Month Avg	95	96	-1.2%

Historical Housing Affordability Index by Month

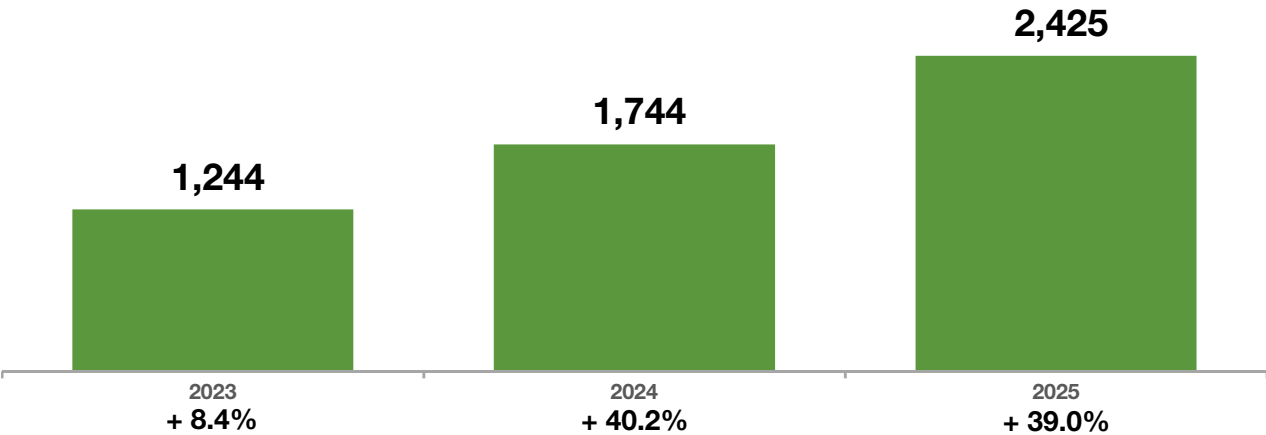


Inventory of Homes for Sale

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



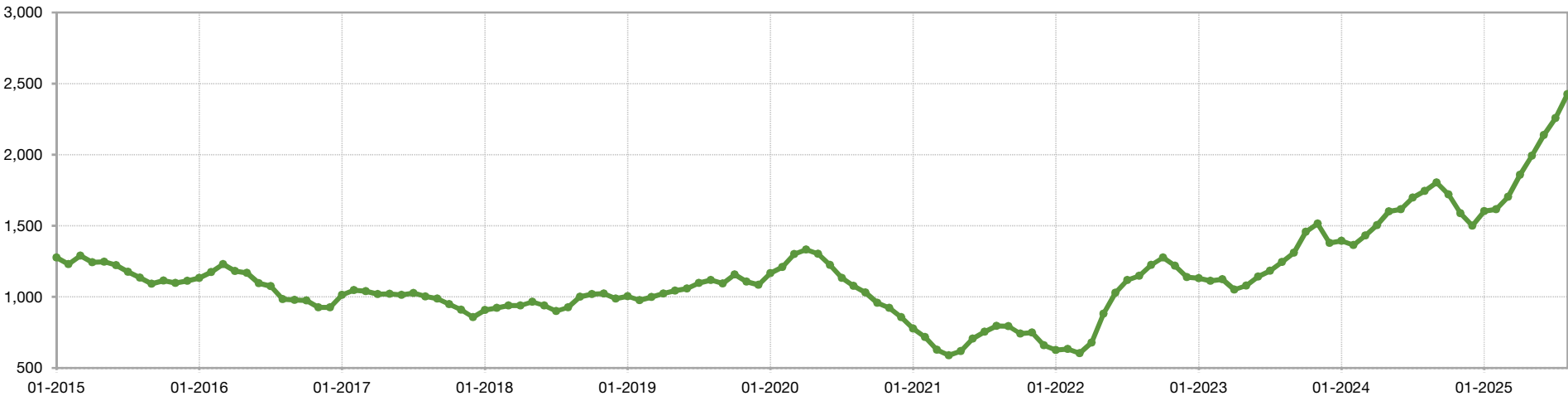
August



Homes for Sale		Prior Year	Percent Change
September 2024	1,803	1,309	+37.7%
October 2024	1,720	1,457	+18.1%
November 2024	1,587	1,515	+4.8%
December 2024	1,500	1,379	+8.8%
January 2025	1,602	1,394	+14.9%
February 2025	1,616	1,363	+18.6%
March 2025	1,704	1,431	+19.1%
April 2025	1,858	1,503	+23.6%
May 2025	1,993	1,600	+24.6%
June 2025	2,137	1,615	+32.3%
July 2025	2,256	1,697	+32.9%
August 2025	2,425	1,744	+39.0%
12-Month Avg*	1,850	1,501	+23.3%

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

Historical Inventory of Homes for Sale by Month

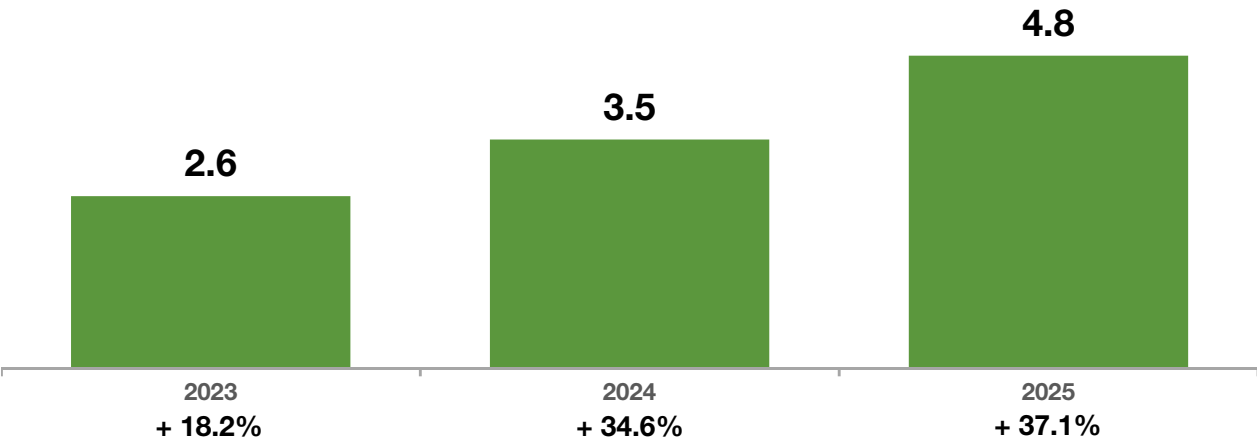


Months Supply of Inventory

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.



August



Months Supply		Prior Year	Percent Change
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	3.9	3.3	+18.2%
June 2025	4.1	3.3	+24.2%
July 2025	4.4	3.4	+29.4%
August 2025	4.8	3.5	+37.1%
12-Month Avg*	3.7	3.1	+19.4%

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

Historical Months Supply of Inventory by Month

