

# Monthly Indicators



## October 2025

U.S. existing-home sales climbed 1.5% month-over-month and 4.1% year-over-year, reaching a seasonally adjusted annual rate of 4.06 million units, according to the National Association of REALTORS® (NAR). The increase was partly driven by falling mortgage rates, which recently hit their lowest level in more than a year. Regionally, monthly sales advanced in the Northeast, South, and West, while the Midwest experienced a slight decline.

New Listings were up 26.3 percent to 788. Pending Sales decreased 18.8 percent to 376. Inventory grew 43.7 percent to 2,471 units.

Prices moved higher as Median Sales Price was up 0.3 percent to \$311,000. Days on Market increased 15.4 percent to 75 days, the eleventh consecutive month of year-over-year gains. Months Supply of Inventory was up 34.3 percent to 4.7 months, the eleventh consecutive month of year-over-year gains.

Housing inventory edged up 1.3% from the previous month to 1.55 million units, 14.0% higher than the same period last year. This represents a 4.6-month supply at the current sales pace, according to NAR. The median existing-home price grew 2.1% year-over-year to \$415,200, continuing the trend of annual price gains. The Midwest saw the largest year-over-year increase in median sales price, followed by the Northeast and South, while prices remained mostly flat in the West.

## Quick Facts

**+ 14.1%**

One-Year Change in  
Closed Sales

**+ 0.3%**

One-Year Change in  
Median Sales Price

**+ 34.3%**

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.



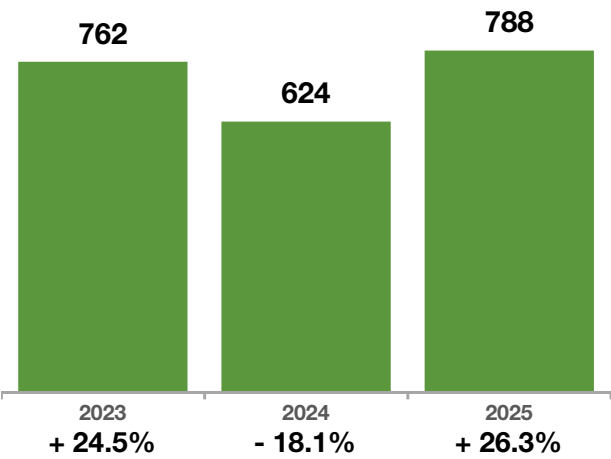
Key Metrics	Historical Sparkbars			10-2024	10-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	10-2023	10-2024	10-2025						
New Listings				624	<b>788</b>	+ 26.3%	7,467	<b>8,522</b>	+ 14.1%
Pending Sales				463	<b>376</b>	- 18.8%	5,194	<b>5,425</b>	+ 4.4%
Closed Sales				460	<b>525</b>	+ 14.1%	5,041	<b>5,414</b>	+ 7.4%
Days on Market				65	<b>75</b>	+ 15.4%	64	<b>69</b>	+ 7.8%
Median Sales Price				\$309,950	<b>\$311,000</b>	+ 0.3%	\$304,945	<b>\$312,900</b>	+ 2.6%
Average Sales Price				\$461,924	<b>\$467,234</b>	+ 1.1%	\$405,894	<b>\$420,955</b>	+ 3.7%
Pct. of List Price Received				97.5%	<b>97.3%</b>	- 0.2%	97.8%	<b>97.7%</b>	- 0.1%
Housing Affordability Index				96	<b>99</b>	+ 3.1%	98	<b>99</b>	+ 1.0%
Inventory of Homes for Sale				1,720	<b>2,471</b>	+ 43.7%	--	--	--
Months Supply of Inventory				3.5	<b>4.7</b>	+ 34.3%	--	--	--

# New Listings

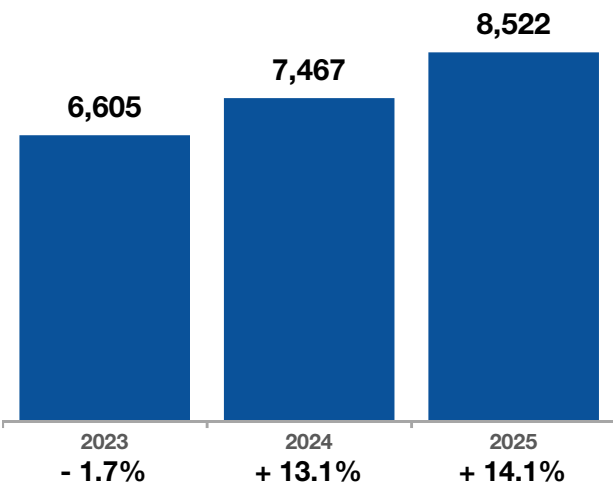
A count of the properties that have been newly listed on the market in a given month.



## October

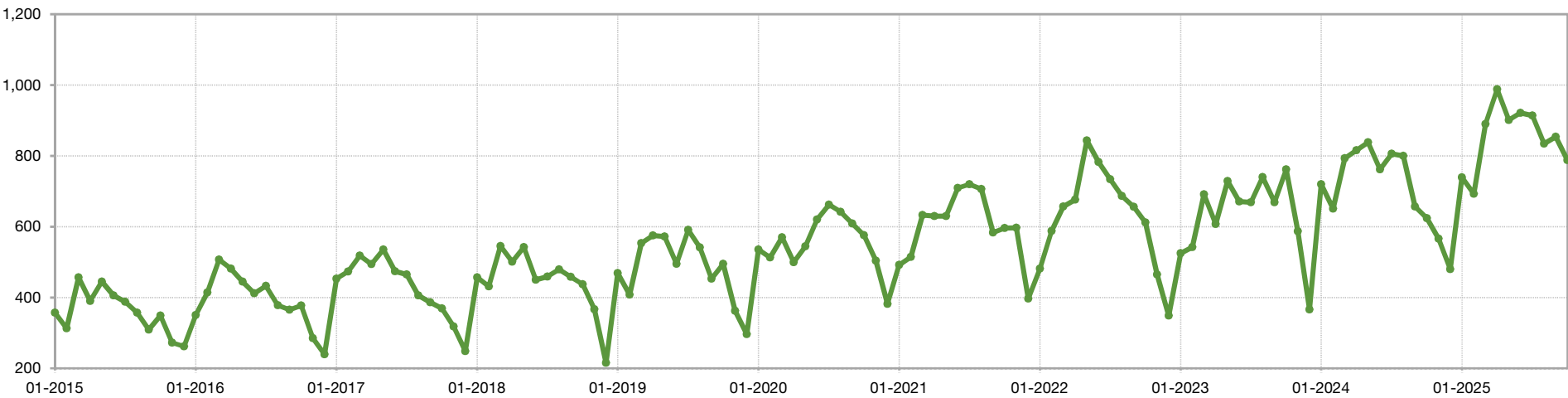


## Year to Date



New Listings		Prior Year	Percent Change
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	988	816	+21.1%
May 2025	901	838	+7.5%
June 2025	921	762	+20.9%
July 2025	914	806	+13.4%
August 2025	834	800	+4.3%
September 2025	854	657	+30.0%
October 2025	788	624	+26.3%
12-Month Avg	797	702	+13.6%

## Historical New Listings by Month

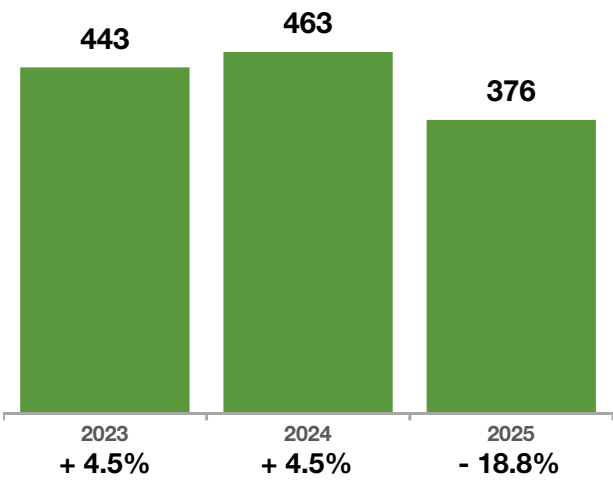


# Pending Sales

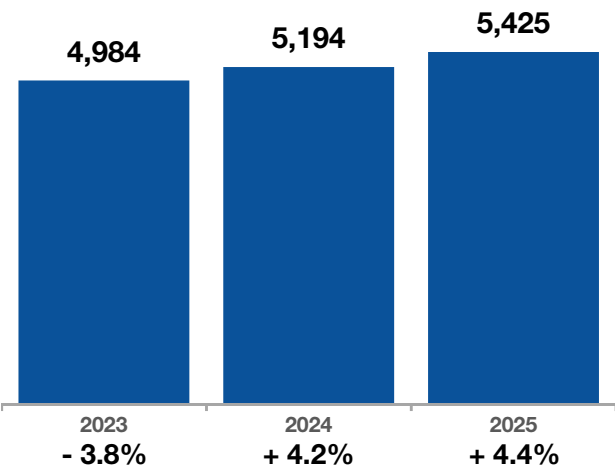
A count of the properties on which offers have been accepted in a given month.



## October

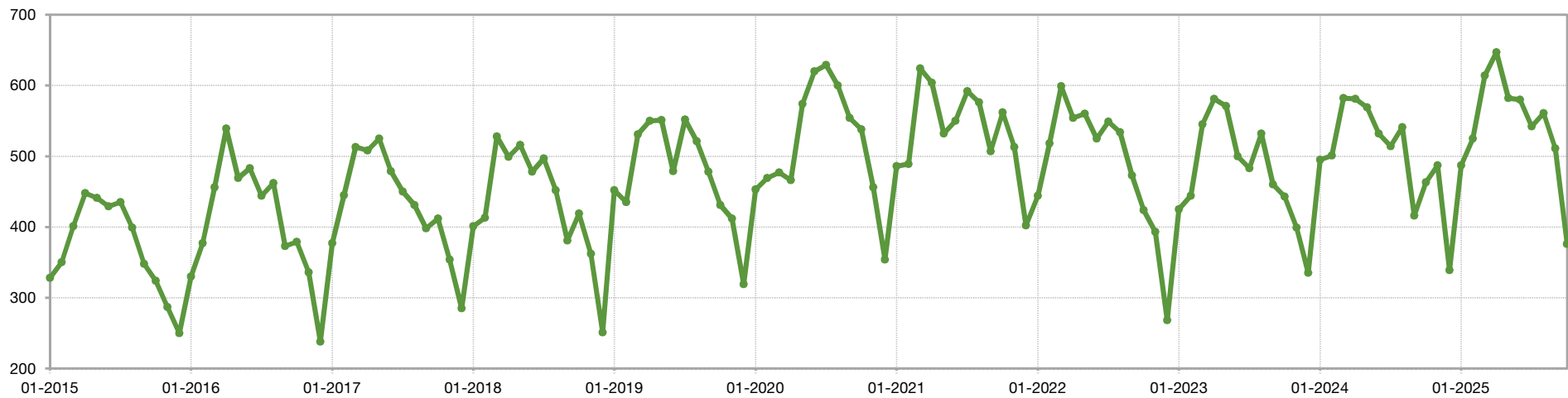


## Year to Date



Pending Sales		Prior Year	Percent Change
November 2024	487	399	+22.1%
December 2024	339	335	+1.2%
January 2025	487	495	-1.6%
February 2025	525	501	+4.8%
March 2025	614	582	+5.5%
April 2025	647	581	+11.4%
May 2025	582	569	+2.3%
June 2025	580	532	+9.0%
July 2025	542	514	+5.4%
August 2025	561	541	+3.7%
September 2025	511	416	+22.8%
October 2025	376	463	-18.8%
12-Month Avg	521	494	+5.4%

## Historical Pending Sales by Month

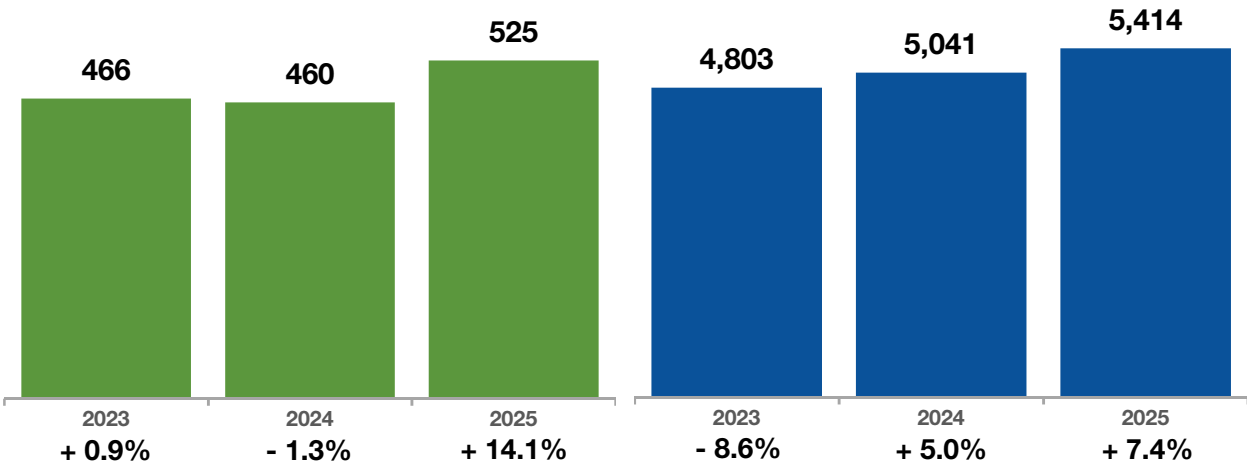


# Closed Sales

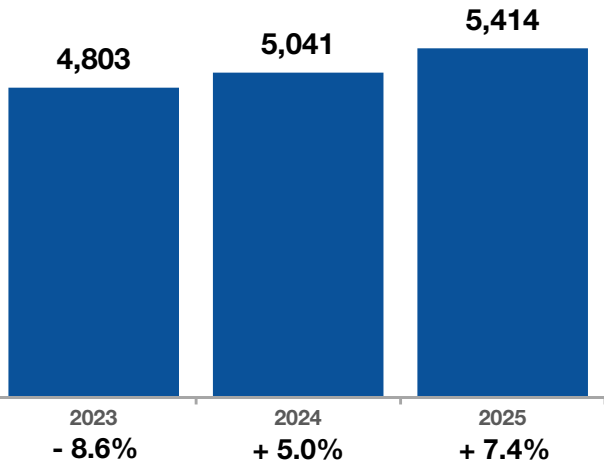
A count of the actual sales that closed in a given month.



## October

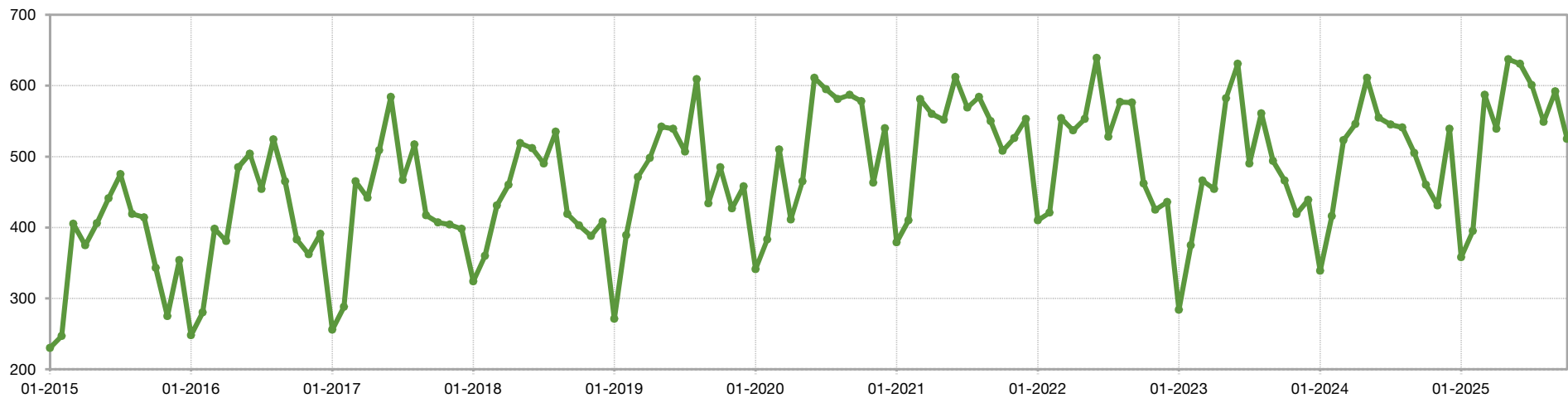


## Year to Date



Closed Sales		Prior Year	Percent Change
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	601	545	+10.3%
August 2025	549	541	+1.5%
September 2025	592	505	+17.2%
October 2025	525	460	+14.1%
12-Month Avg	532	492	+8.2%

## Historical Closed Sales by Month

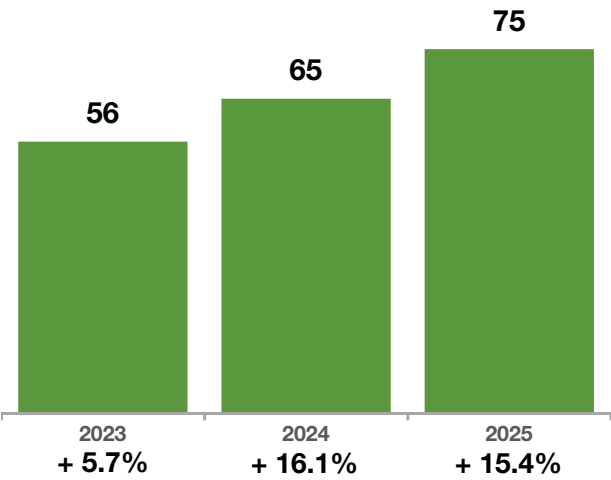


# Days on Market Until Sale

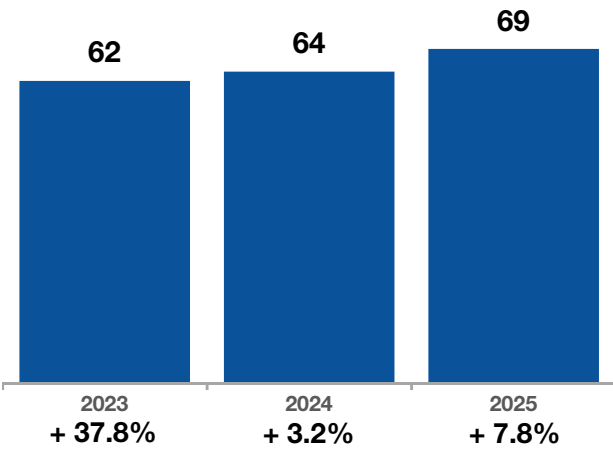
Average number of days between when a property is listed and when an offer is accepted in a given month.



## October



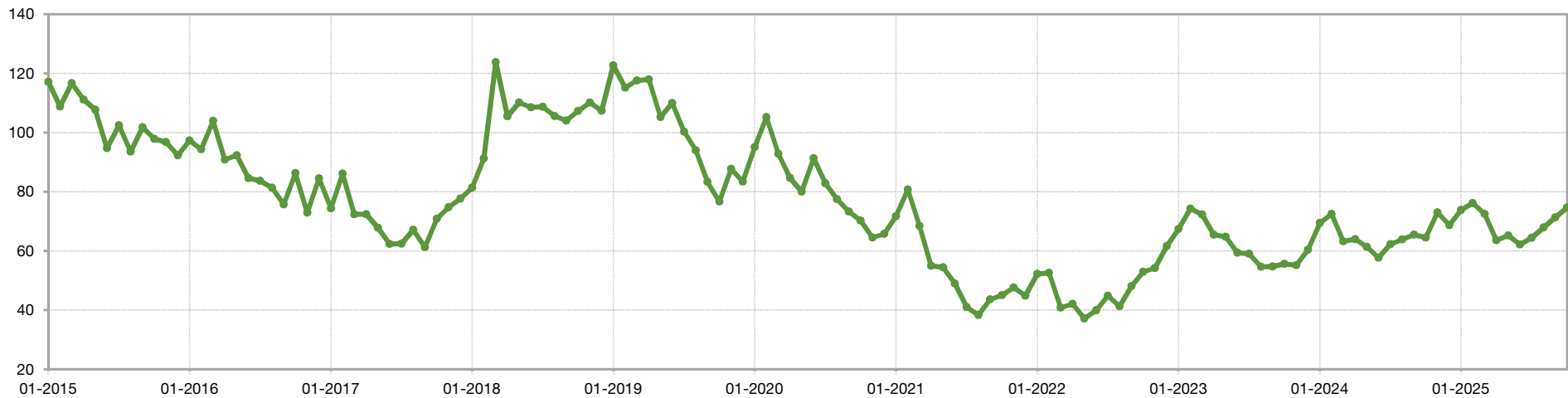
## Year to Date



Days on Market		Prior Year	Percent Change
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	64	62	+3.2%
August 2025	68	64	+6.3%
September 2025	71	65	+9.2%
October 2025	75	65	+15.4%
12-Month Avg*	69	63	+9.5%

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

## Historical Days on Market Until Sale by Month



# Median Sales Price

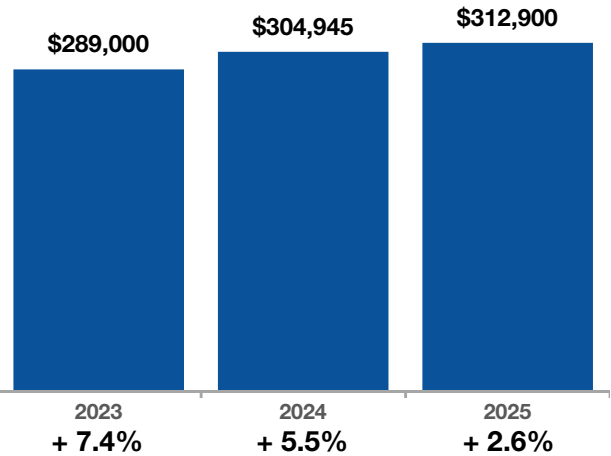
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## October



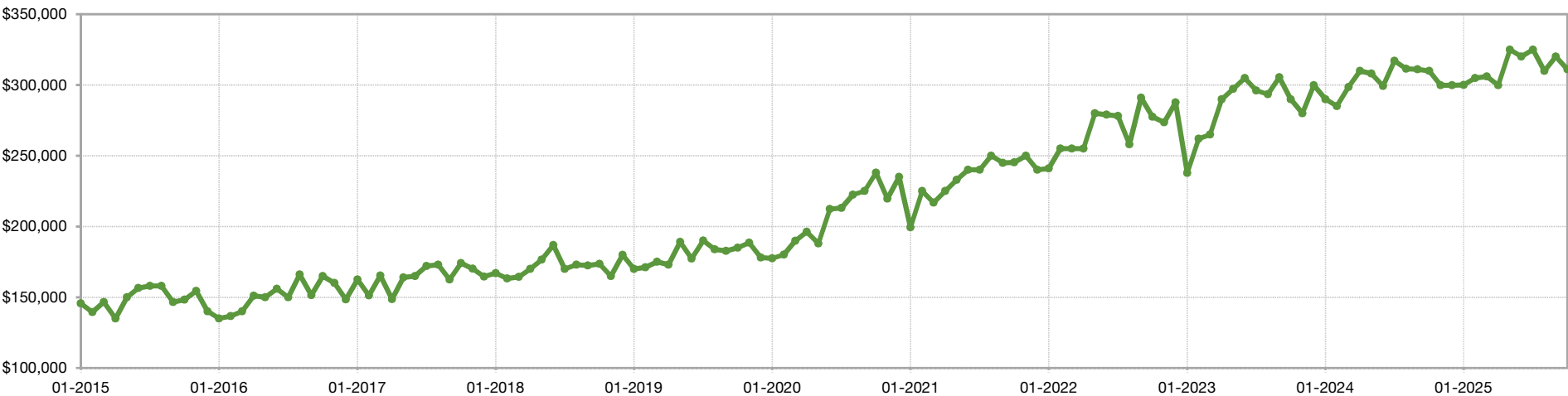
## Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$310,000	\$311,433	-0.5%
September 2025	\$320,000	\$311,000	+2.9%
October 2025	\$311,000	\$309,950	+0.3%
12-Month Med*	\$310,000	\$302,400	+2.5%

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

## Historical Median Sales Price by Month

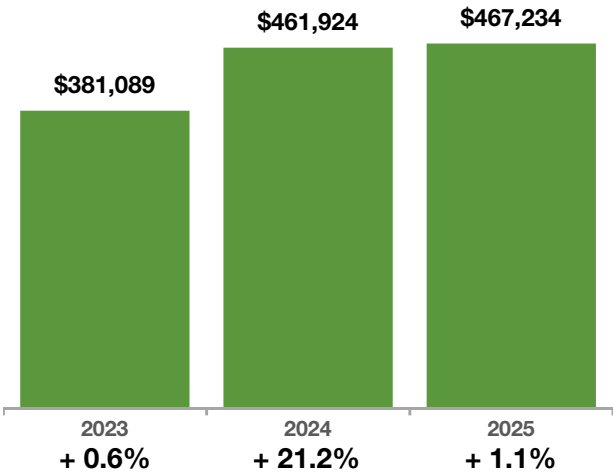


# Average Sales Price

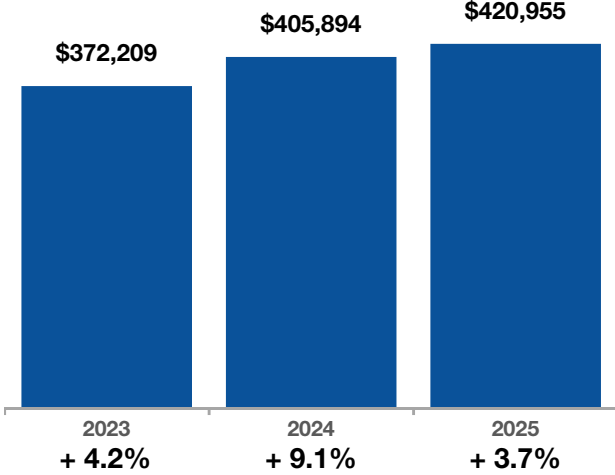
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## October



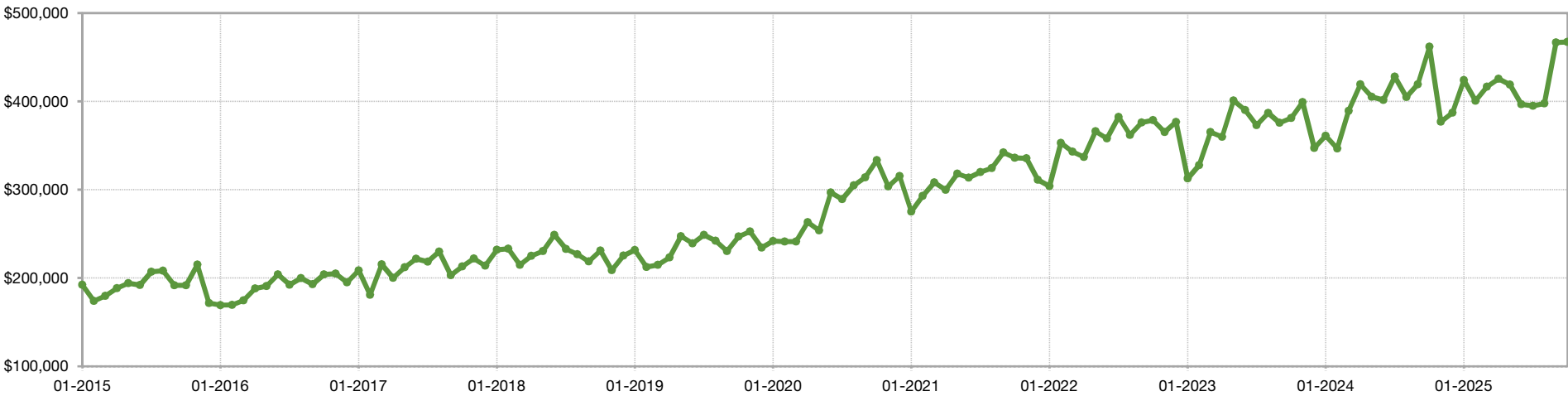
## Year to Date



Avg. Sales Price	Prior Year	Percent Change
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	\$418,927	\$405,237 +3.4%
June 2025	\$396,909	\$401,710 -1.2%
July 2025	\$395,052	\$427,870 -7.7%
August 2025	\$397,738	\$404,912 -1.8%
September 2025	\$466,756	\$419,194 +11.3%
October 2025	\$467,234	\$461,924 +1.1%
12-Month Avg*	\$414,511	\$398,635 +4.0%

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

## Historical Average Sales Price by Month



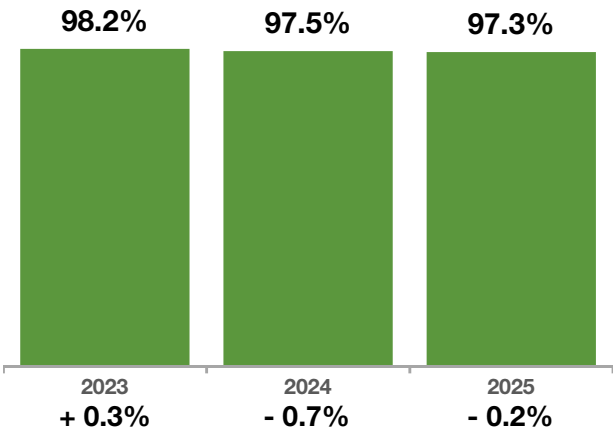


# Percent of List Price Received

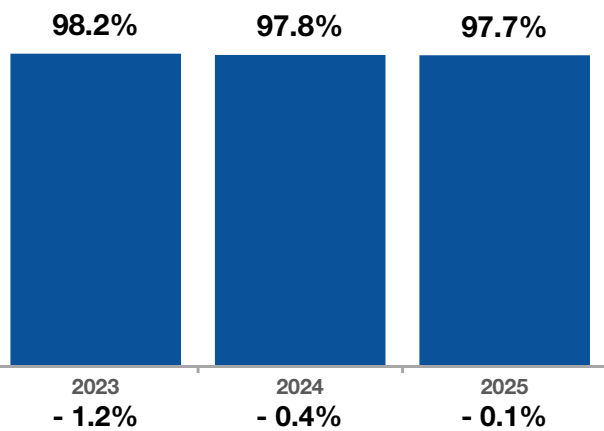
Percentage found when dividing a property’s sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## October



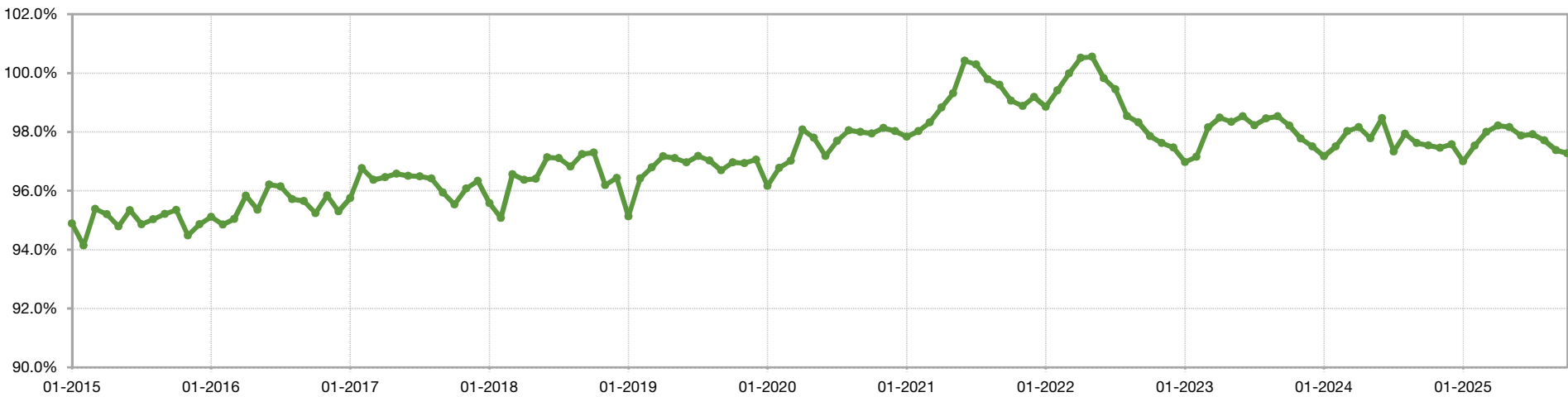
## Year to Date



Pct. of List Price Received		Prior Year	Percent Change
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	98.2%	97.8%	+0.4%
June 2025	97.9%	98.5%	-0.6%
July 2025	97.9%	97.3%	+0.6%
August 2025	97.7%	97.9%	-0.2%
September 2025	97.4%	97.6%	-0.2%
October 2025	97.3%	97.5%	-0.2%
12-Month Avg*	97.7%	97.8%	-0.1%

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

## Historical Percent of List Price Received by Month

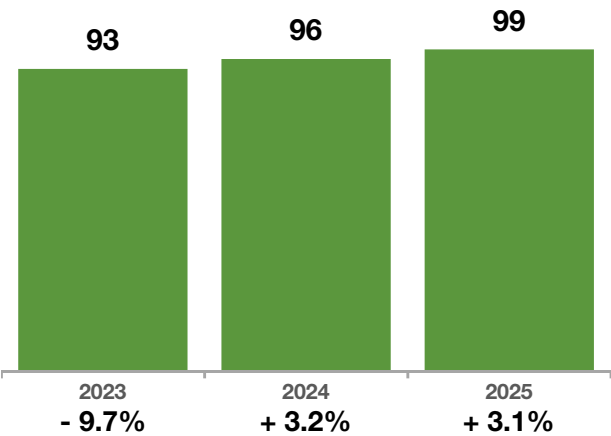


# Housing Affordability Index

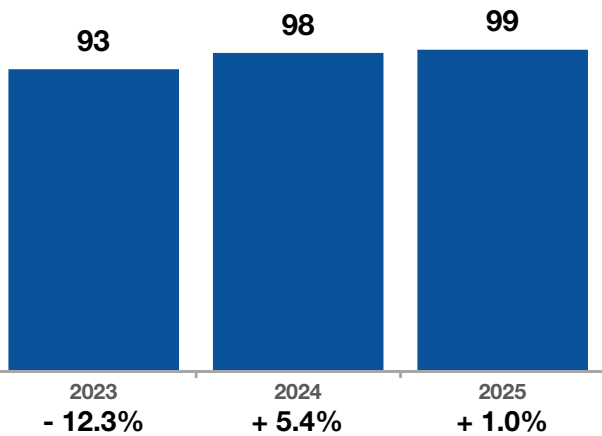
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## October

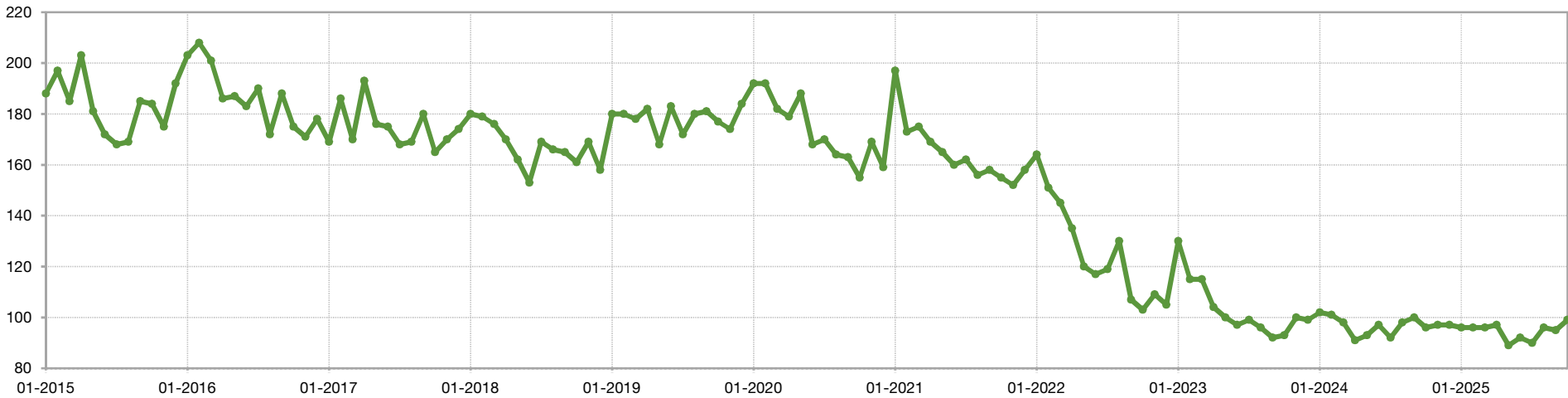


## Year to Date



Affordability Index		Prior Year	Percent Change
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%
September 2025	95	100	-5.0%
October 2025	99	96	+3.1%
12-Month Avg	95	97	-2.3%

## Historical Housing Affordability Index by Month

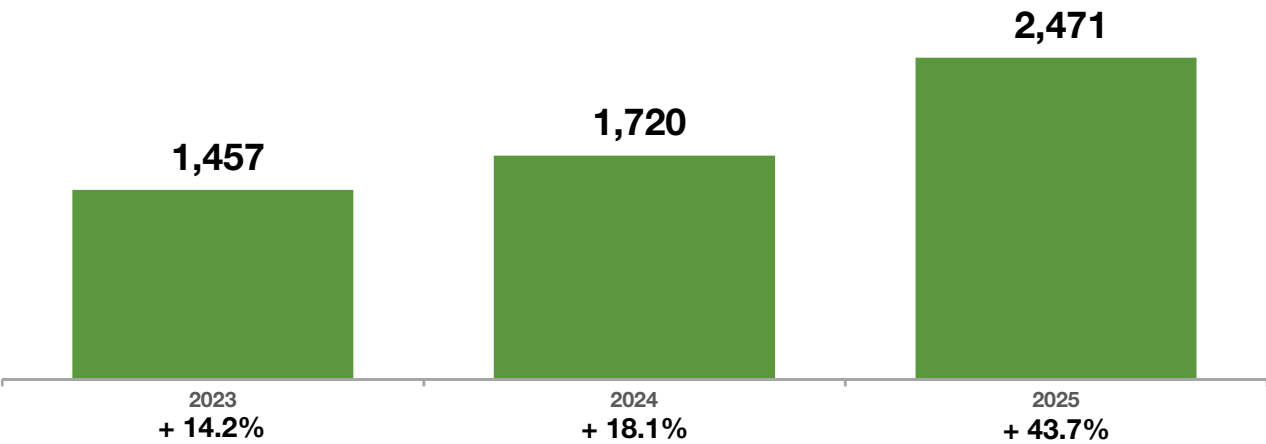


# Inventory of Homes for Sale

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



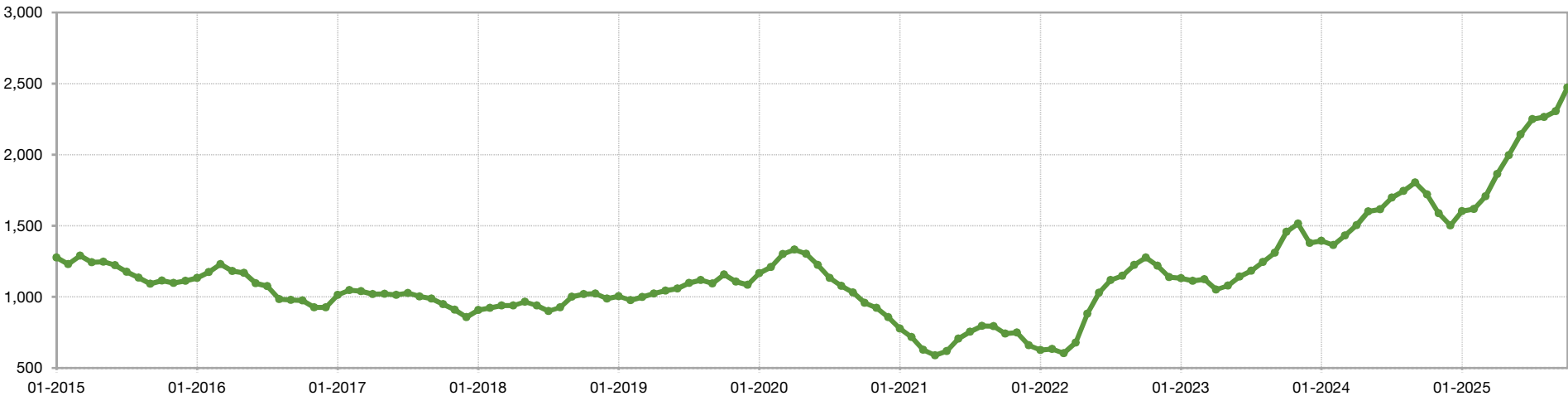
## October



Homes for Sale		Prior Year	Percent Change
November 2024	1,587	1,515	+4.8%
December 2024	1,501	1,379	+8.8%
January 2025	1,603	1,394	+15.0%
February 2025	1,617	1,363	+18.6%
March 2025	1,707	1,431	+19.3%
April 2025	1,863	1,503	+24.0%
May 2025	1,995	1,600	+24.7%
June 2025	2,142	1,615	+32.6%
July 2025	2,249	1,697	+32.5%
August 2025	2,265	1,744	+29.9%
September 2025	2,305	1,803	+27.8%
October 2025	2,471	1,720	+43.7%
12-Month Avg*	1,942	1,564	+24.2%

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

## Historical Inventory of Homes for Sale by Month

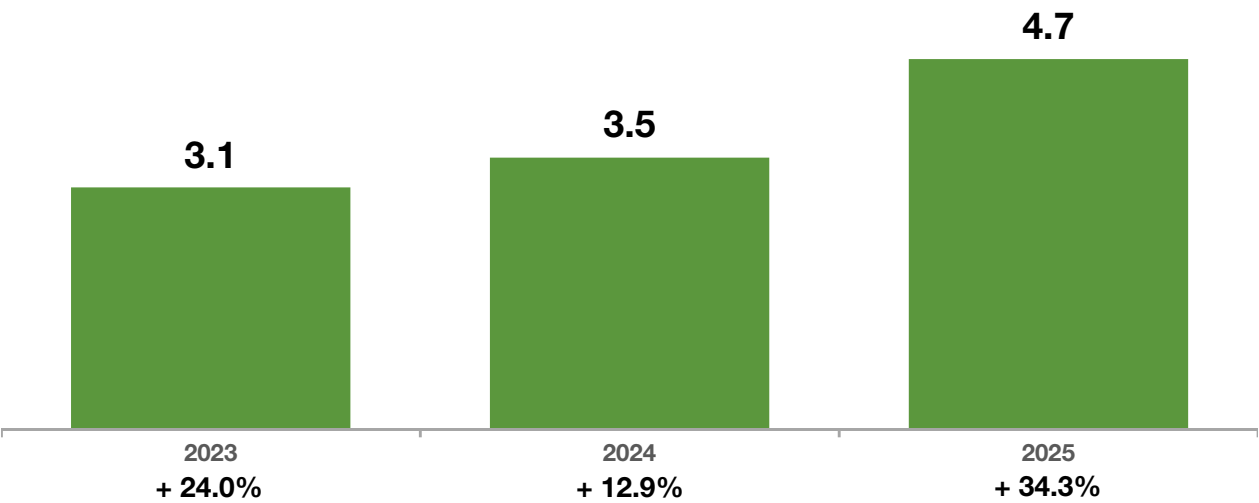


# Months Supply of Inventory

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.



## October



Months Supply		Prior Year	Percent Change
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	4.3	3.4	+26.5%
August 2025	4.4	3.5	+25.7%
September 2025	4.4	3.7	+18.9%
October 2025	4.7	3.5	+34.3%
12-Month Avg*	3.8	3.2	+18.8%

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

## Historical Months Supply of Inventory by Month

