

# 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 were up 12.0 percent to 634. Pending Sales decreased 28.5 percent to 348. Inventory grew 49.7 percent to 2,375 units.

Median Sales Price was up 1.7 percent to \$304,990. Days on Market decreased 2.7 percent to 71 days. Months Supply of Inventory was up 43.8 percent to 4.6 months.

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.

## Quick Facts

<b>- 1.2%</b>	<b>+ 1.7%</b>	<b>+ 43.8%</b>
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.



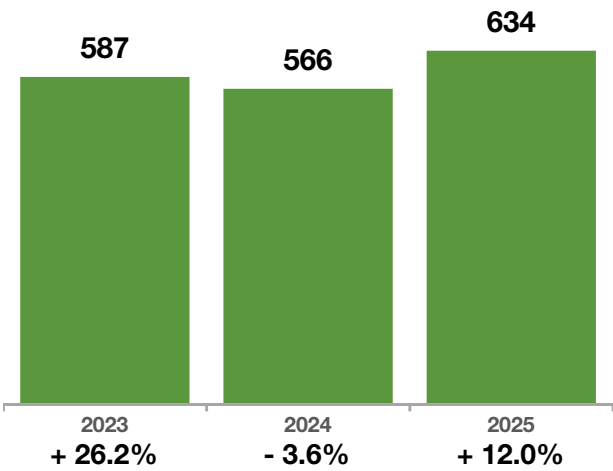
Key Metrics	Historical Sparkbars			11-2024	11-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	11-2023	11-2024	11-2025						
New Listings				566	<b>634</b>	+ 12.0%	8,033	<b>9,171</b>	+ 14.2%
Pending Sales				487	<b>348</b>	- 28.5%	5,681	<b>5,914</b>	+ 4.1%
Closed Sales				431	<b>426</b>	- 1.2%	5,472	<b>5,847</b>	+ 6.9%
Days on Market				73	<b>71</b>	- 2.7%	65	<b>69</b>	+ 6.2%
Median Sales Price				\$299,900	<b>\$304,990</b>	+ 1.7%	\$304,900	<b>\$311,900</b>	+ 2.3%
Average Sales Price				\$377,060	<b>\$411,647</b>	+ 9.2%	\$403,615	<b>\$420,379</b>	+ 4.2%
Pct. of List Price Received				97.5%	<b>97.8%</b>	+ 0.3%	97.8%	<b>97.8%</b>	0.0%
Housing Affordability Index				97	<b>101</b>	+ 4.1%	96	<b>98</b>	+ 2.1%
Inventory of Homes for Sale				1,587	<b>2,375</b>	+ 49.7%	--	<b>--</b>	--
Months Supply of Inventory				3.2	<b>4.6</b>	+ 43.8%	--	<b>--</b>	--

# New Listings

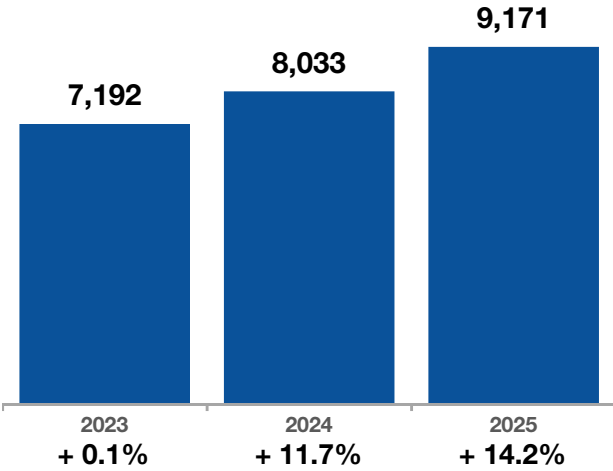
A count of the properties that have been newly listed on the market in a given month.



## November

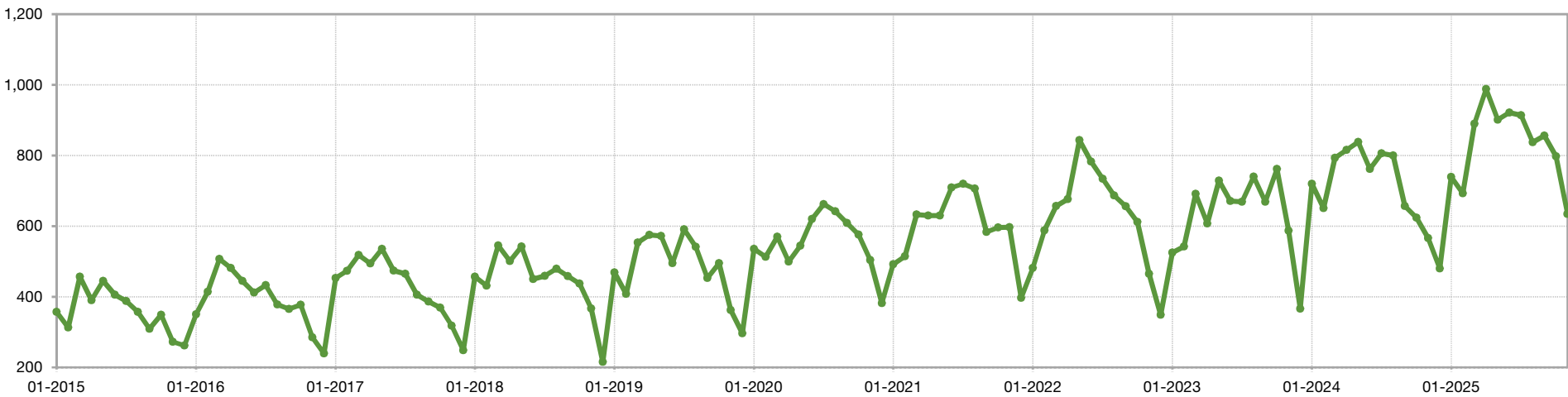


## Year to Date



New Listings		Prior Year	Percent Change
December 2024	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	837	800	+4.6%
September 2025	856	657	+30.3%
October 2025	798	624	+27.9%
November 2025	634	566	+12.0%
12-Month Avg	804	700	+14.9%

## Historical New Listings by Month

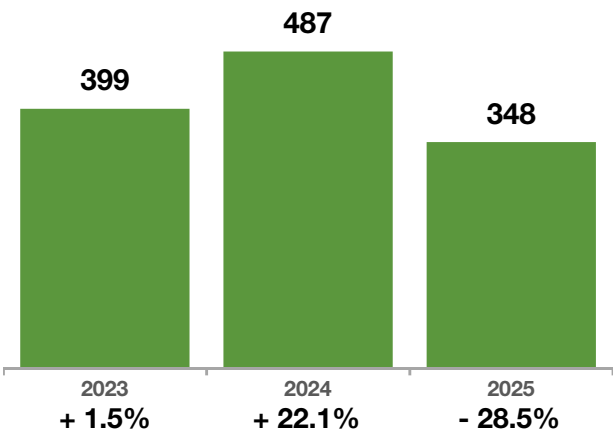


# Pending Sales

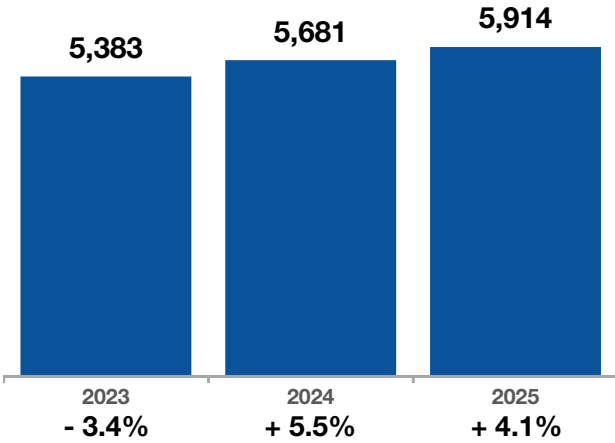
A count of the properties on which offers have been accepted in a given month.



## November

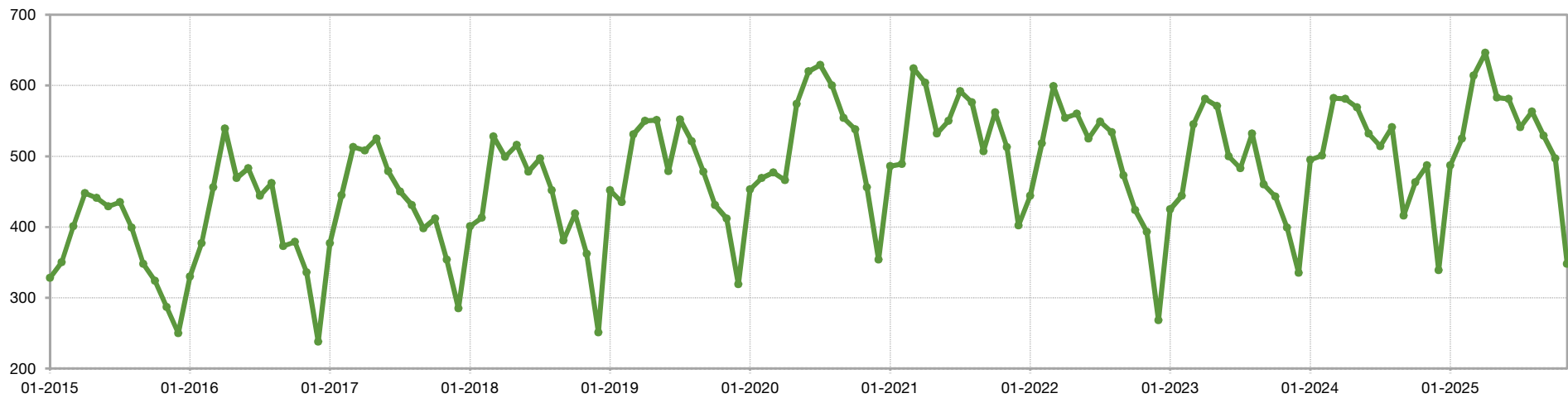


## Year to Date



Pending Sales		Prior Year	Percent Change
December 2024	339	335	+1.2%
January 2025	487	495	-1.6%
February 2025	525	501	+4.8%
March 2025	614	582	+5.5%
April 2025	646	581	+11.2%
May 2025	583	569	+2.5%
June 2025	581	532	+9.2%
July 2025	541	514	+5.3%
August 2025	563	541	+4.1%
September 2025	529	416	+27.2%
October 2025	497	463	+7.3%
November 2025	348	487	-28.5%
12-Month Avg	521	501	+3.9%

## Historical Pending Sales by Month

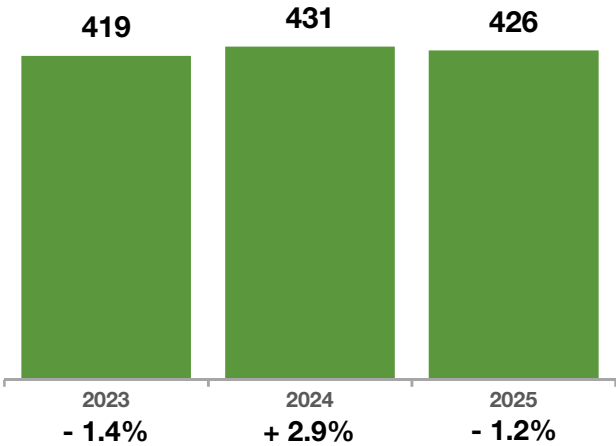


# Closed Sales

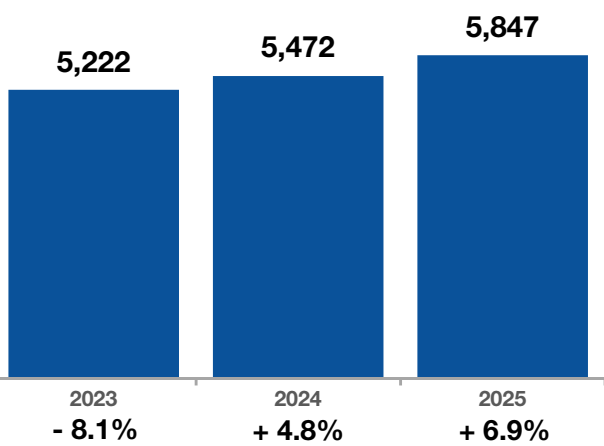
A count of the actual sales that closed in a given month.



## November

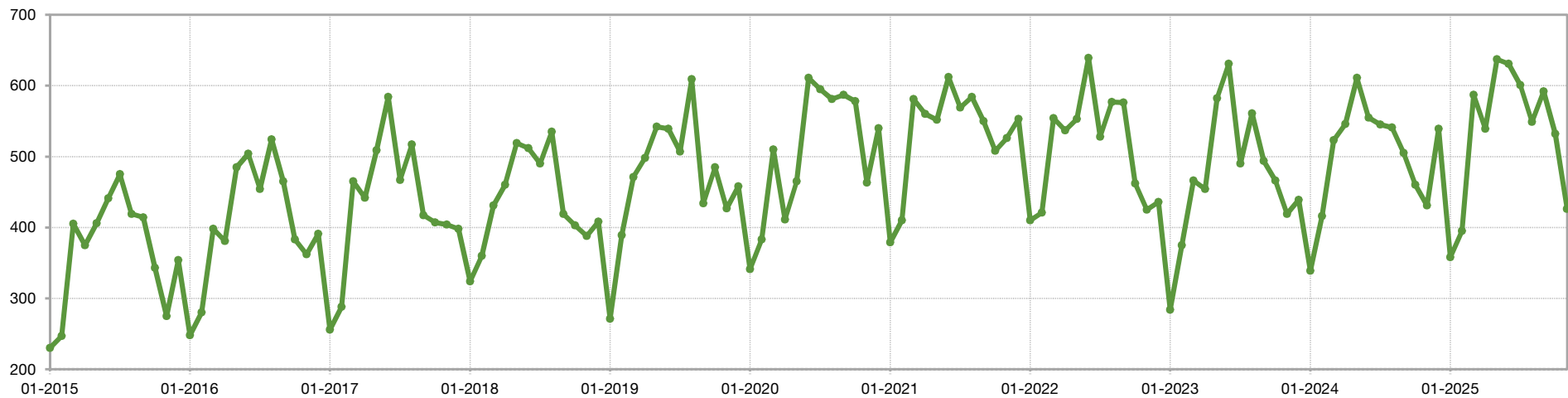


## Year to Date



Closed Sales		Prior Year	Percent Change
December 2024	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	532	460	+15.7%
November 2025	426	431	-1.2%
12-Month Avg	532	493	+8.0%

## Historical Closed Sales by Month

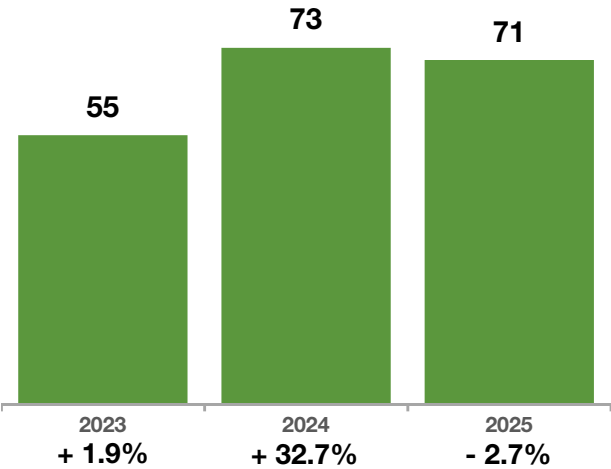


# Days on Market Until Sale

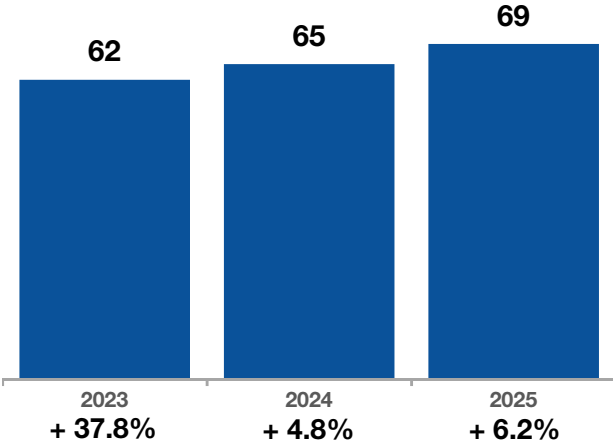
Average number of days between when a property is listed and when an offer is accepted in a given month.



## November



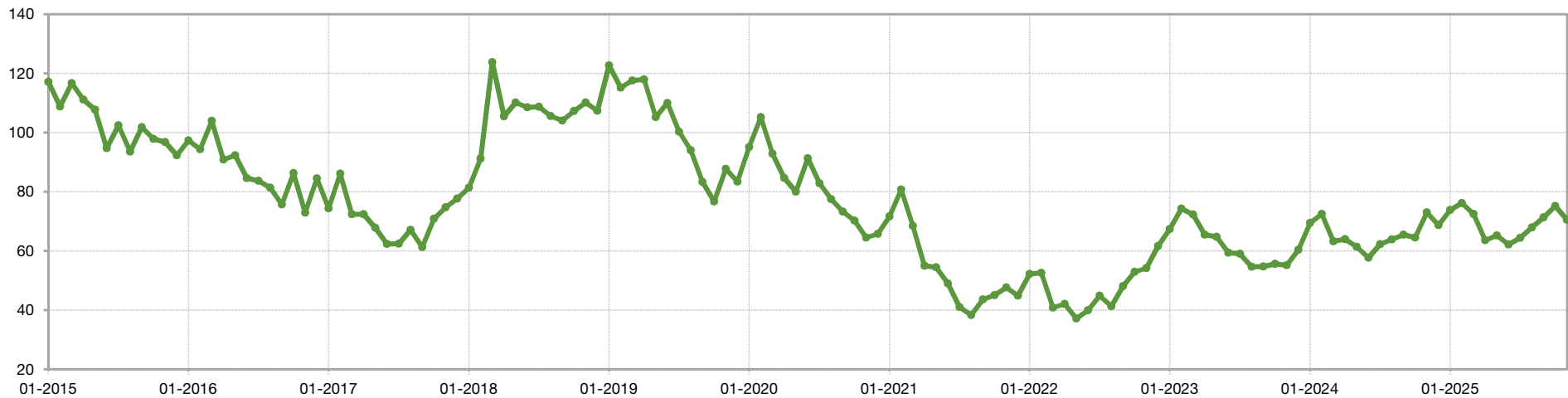
## Year to Date



Days on Market		Prior Year	Percent Change
December 2024	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%
November 2025	71	73	-2.7%
12-Month Avg*	69	64	+7.8%

\* Average Days on Market of 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

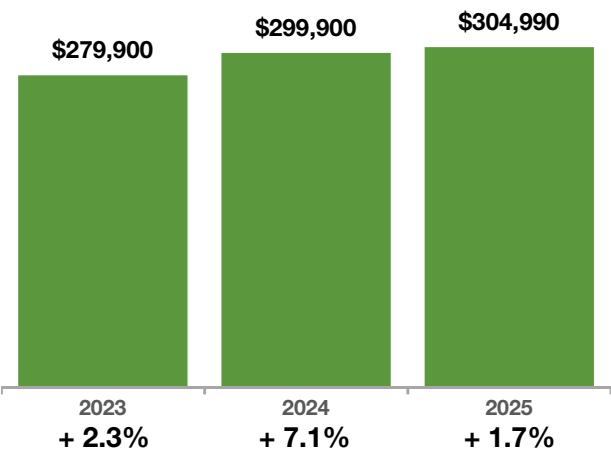


# Median Sales Price

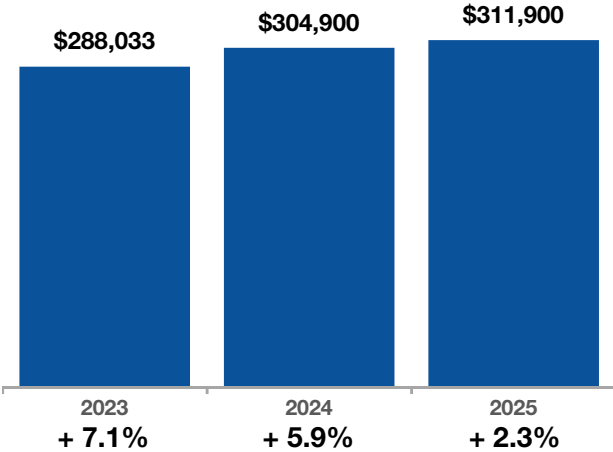
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## November



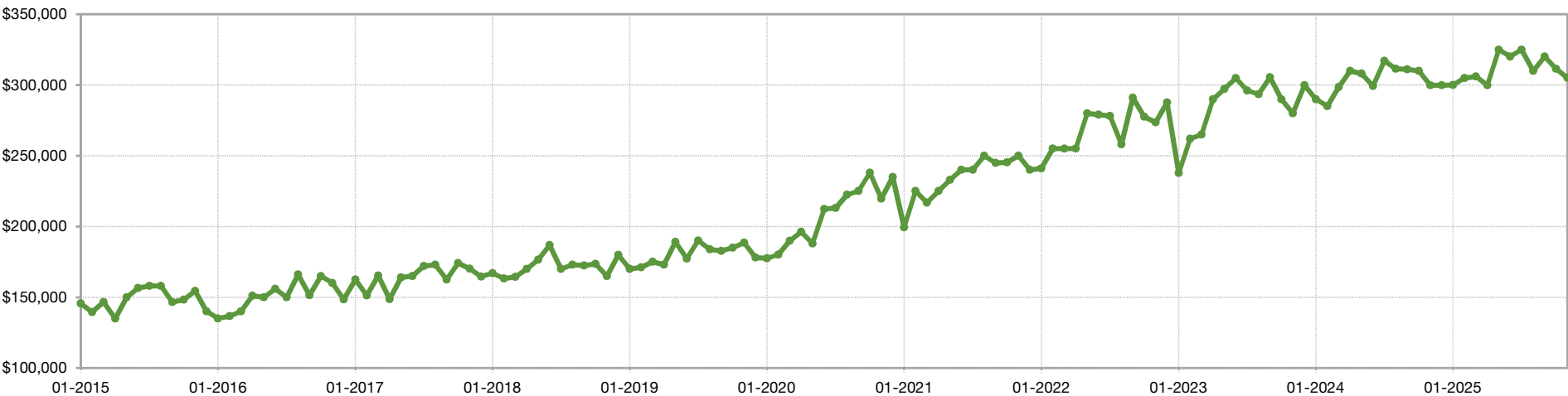
## Year to Date



	Median Sales Price	Prior Year	Percent Change
December 2024	\$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	\$311,450	\$309,950	+0.5%
November 2025	\$304,990	\$299,900	+1.7%
12-Month Med*	\$310,000	\$304,000	+2.0%

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

## Historical Median Sales Price by Month

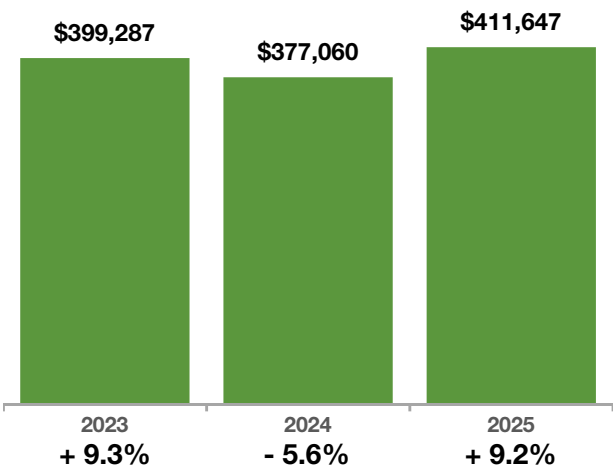


# Average Sales Price

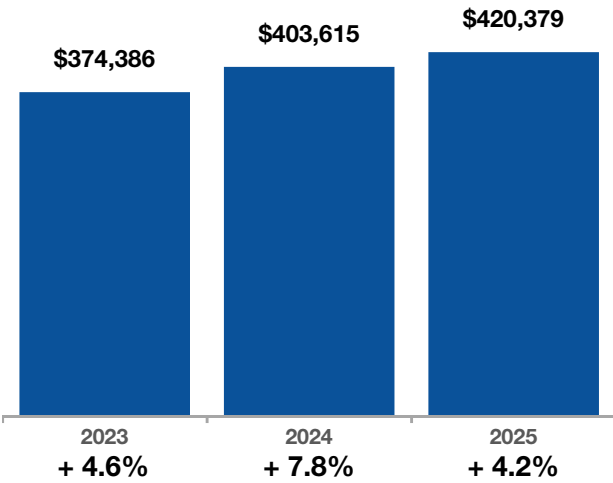
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## November



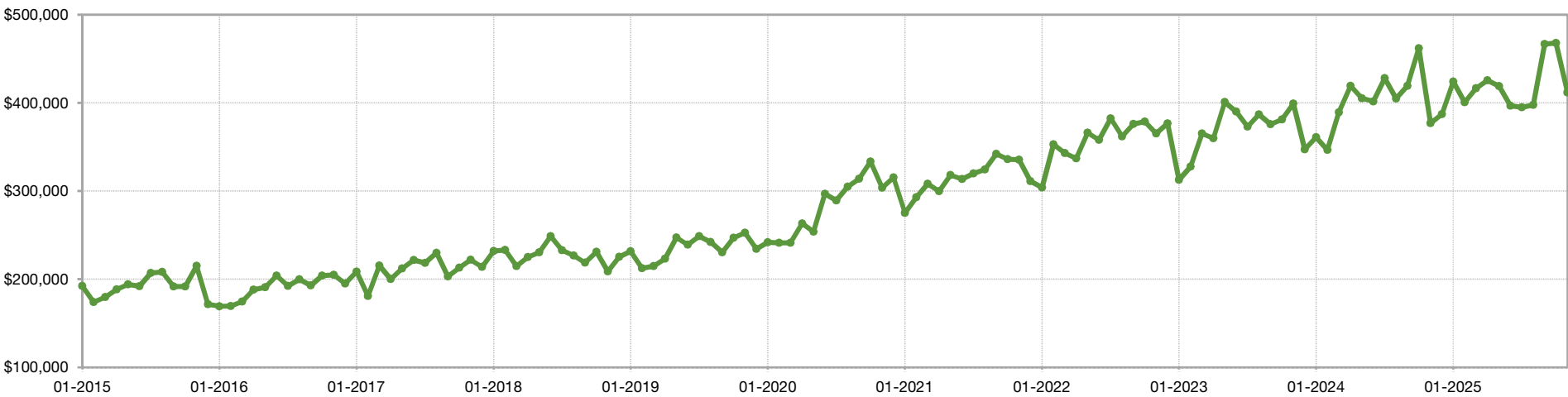
## Year to Date



Avg. Sales Price		Prior Year	Percent Change
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	\$396,859	\$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	\$467,855	\$461,924	+1.3%
November 2025	\$411,647	\$377,060	+9.2%
12-Month Avg*	\$417,441	\$396,783	+5.2%

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

## Historical Average Sales Price by Month



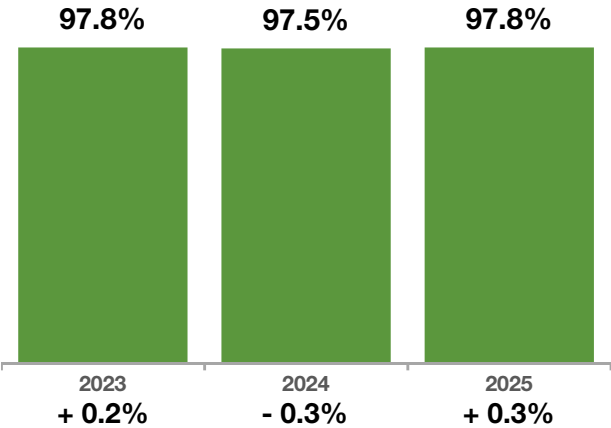


# Percent of List Price Received

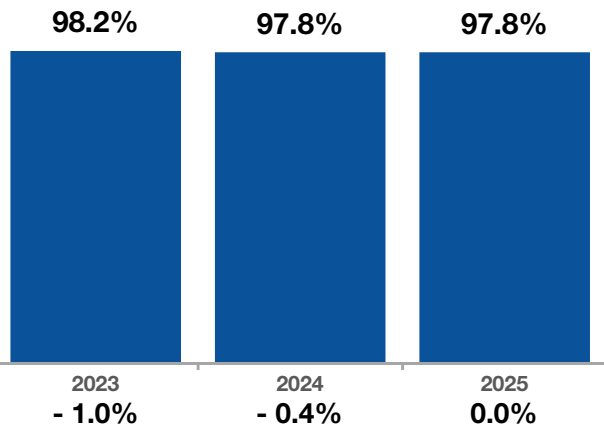
Percentage found when dividing a property’s sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## November



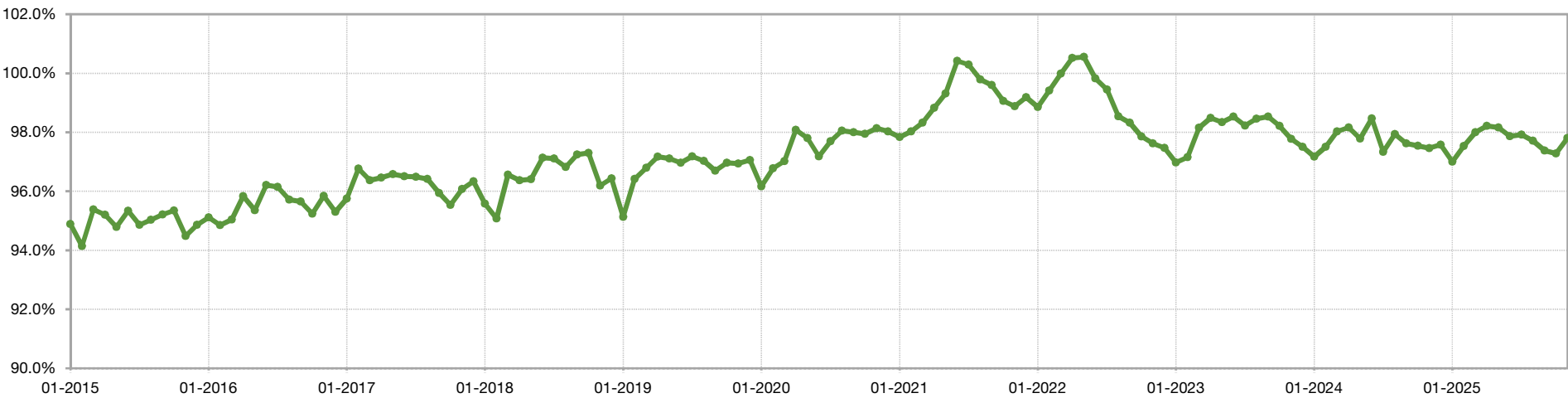
## Year to Date



Pct. of List Price Received		Prior Year	Percent Change
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%
November 2025	97.8%	97.5%	+0.3%
12-Month Avg*		97.7%	0.0%

\* Average 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

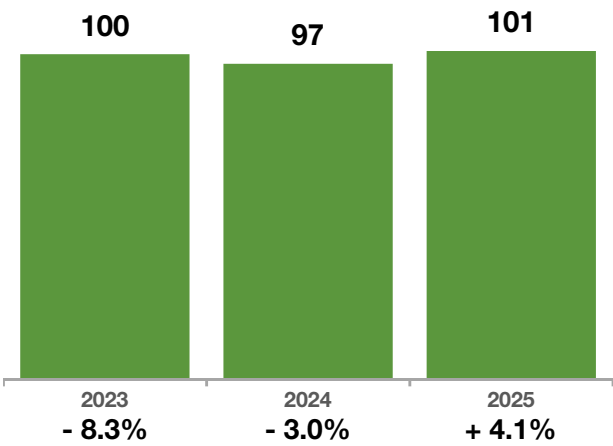


# Housing Affordability Index

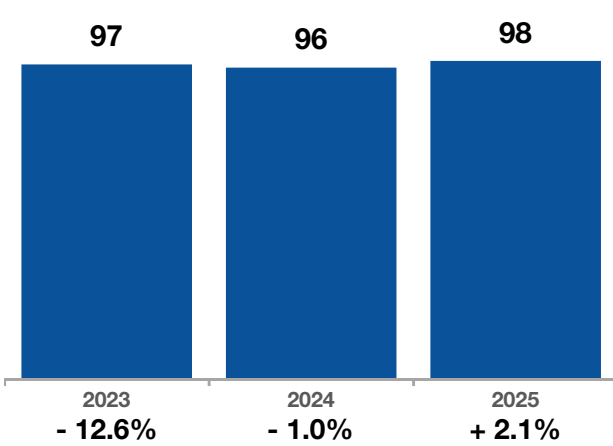
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## November

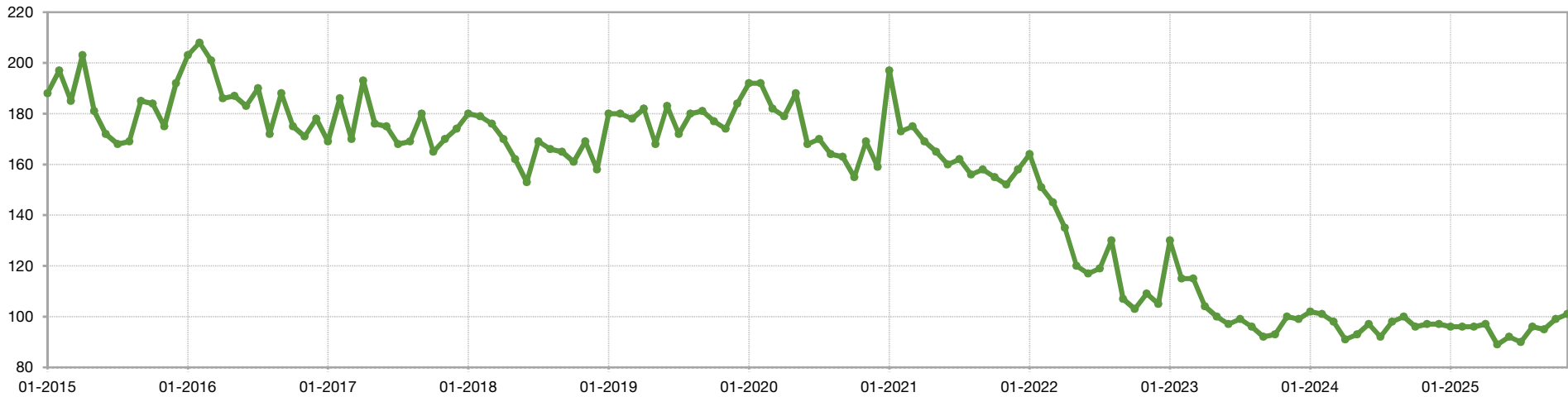


## Year to Date



Affordability Index		Prior Year	Percent Change
December 2024	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%
November 2025	101	97	+4.1%
12-Month Avg		95	-1.7%

## Historical Housing Affordability Index by Month

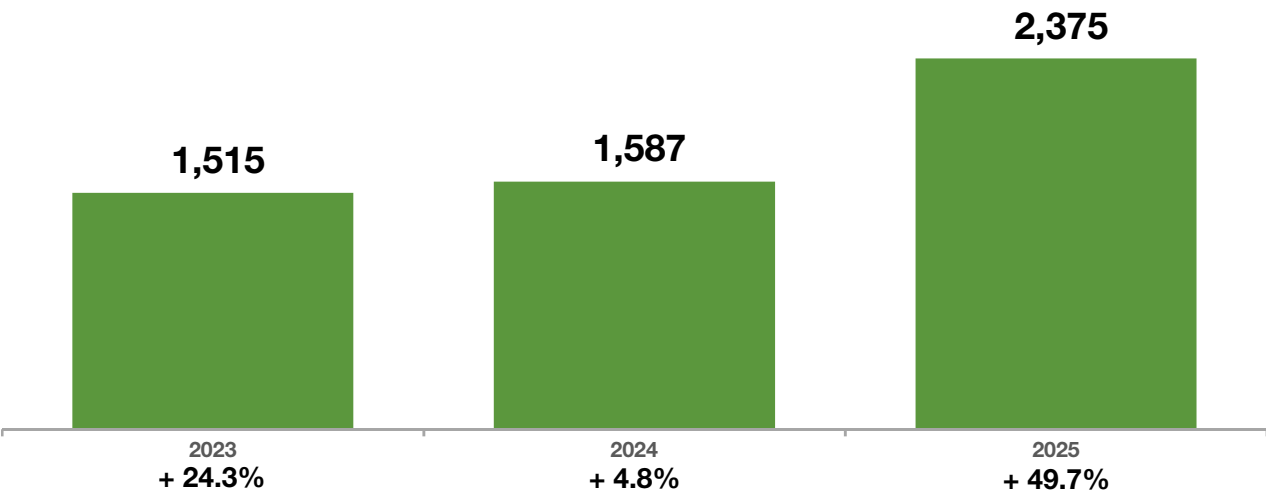


# Inventory of Homes for Sale

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



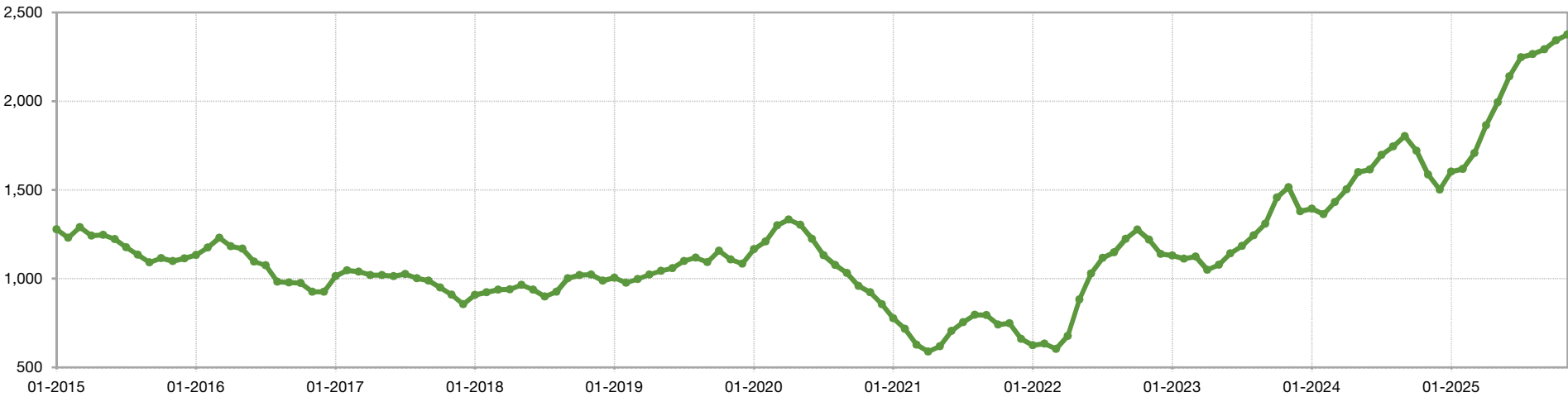
## November



Homes for Sale		Prior Year	Percent Change
December 2024	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	1,994	1,600	+24.6%
June 2025	2,140	1,615	+32.5%
July 2025	2,247	1,697	+32.4%
August 2025	2,265	1,744	+29.9%
September 2025	2,292	1,803	+27.1%
October 2025	2,342	1,720	+36.2%
November 2025	2,375	1,587	+49.7%
12-Month Avg*	1,996	1,570	+27.1%

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

## Historical Inventory of Homes for Sale by Month

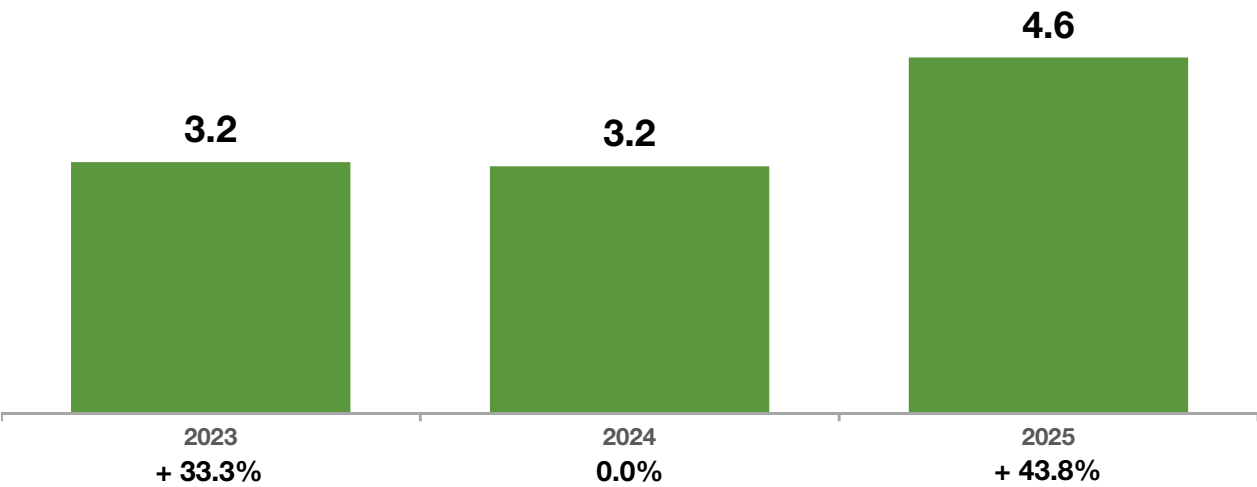


# Months Supply of Inventory

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.



## November



Months Supply		Prior Year	Percent Change
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	4.3	3.7	+16.2%
October 2025	4.4	3.5	+25.7%
November 2025	4.6	3.2	+43.8%
12-Month Avg*	3.9	3.2	+21.9%

\* 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

