

# Monthly Indicators



## December 2025

U.S. existing home sales ticked up 0.5% from the previous month to a seasonally adjusted annual rate of 4.13 million, marking the third consecutive monthly increase, according to the National Association of REALTORS® (NAR). However, sales were down 1.0% from the same period last year. Regionally, sales rose month-over-month in the Northeast and South, were unchanged in the West, and declined in the Midwest. On a year-over-year basis, sales were flat in the Northeast and South and fell in both the Midwest and West.

New Listings were up 0.6 percent to 483. Pending Sales decreased 20.7 percent to 268. Inventory grew 43.8 percent to 2,161 units.

Median Sales Price was down 0.6 percent to \$298,195. Days on Market increased 15.9 percent to 80 days. Months Supply of Inventory was up 36.7 percent to 4.1 months.

The national median existing-home price continued to climb, rising 1.2% from a year ago to \$409,200, according to NAR. This year-over-year increase—the 29th consecutive monthly gain—reflects ongoing tightness in housing supply. At the end of November, there were 1.43 million units for sale, down 5.9% from the previous month but up 7.5% from the same time last year, representing a 4.2-month supply at the current sales pace.

## Quick Facts

<b>+ 14.3%</b>	<b>- 0.6%</b>	<b>+ 36.7%</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.



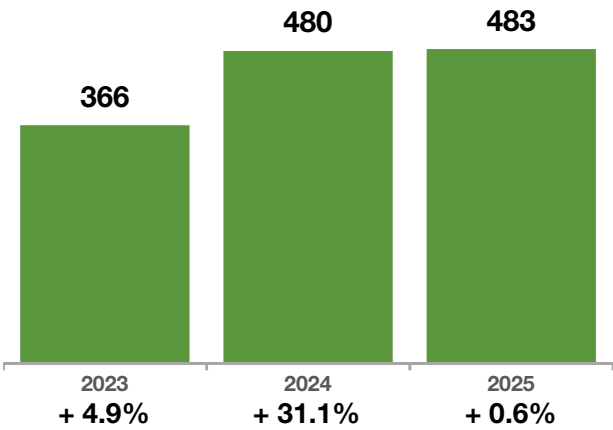
Key Metrics	Historical Sparkbars			12-2024	12-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	12-2023	12-2024	12-2025						
New Listings				480	<b>483</b>	+ 0.6%	8,513	<b>9,671</b>	+ 13.6%
Pending Sales				338	<b>268</b>	- 20.7%	6,019	<b>6,339</b>	+ 5.3%
Closed Sales				539	<b>616</b>	+ 14.3%	6,011	<b>6,465</b>	+ 7.6%
Days on Market				69	<b>80</b>	+ 15.9%	65	<b>70</b>	+ 7.7%
Median Sales Price				\$299,900	<b>\$298,195</b>	- 0.6%	\$303,995	<b>\$310,000</b>	+ 2.0%
Average Sales Price				\$387,158	<b>\$387,861</b>	+ 0.2%	\$402,134	<b>\$417,359</b>	+ 3.8%
Pct. of List Price Received				97.6%	<b>97.6%</b>	0.0%	97.7%	<b>97.7%</b>	0.0%
Housing Affordability Index				97	<b>103</b>	+ 6.2%	96	<b>100</b>	+ 4.2%
Inventory of Homes for Sale				1,503	<b>2,161</b>	+ 43.8%	--	<b>--</b>	--
Months Supply of Inventory				3.0	<b>4.1</b>	+ 36.7%	--	<b>--</b>	--

# New Listings

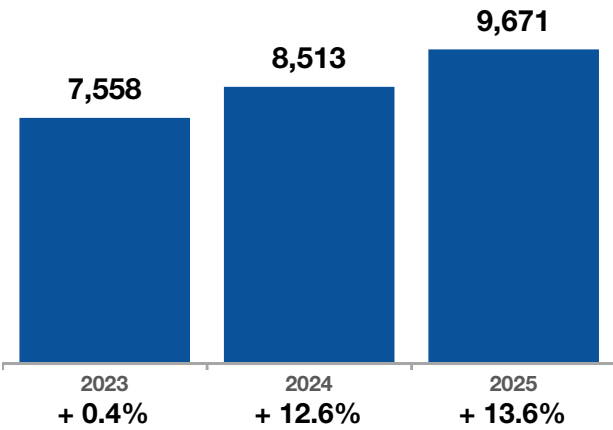
A count of the properties that have been newly listed on the market in a given month.



## December

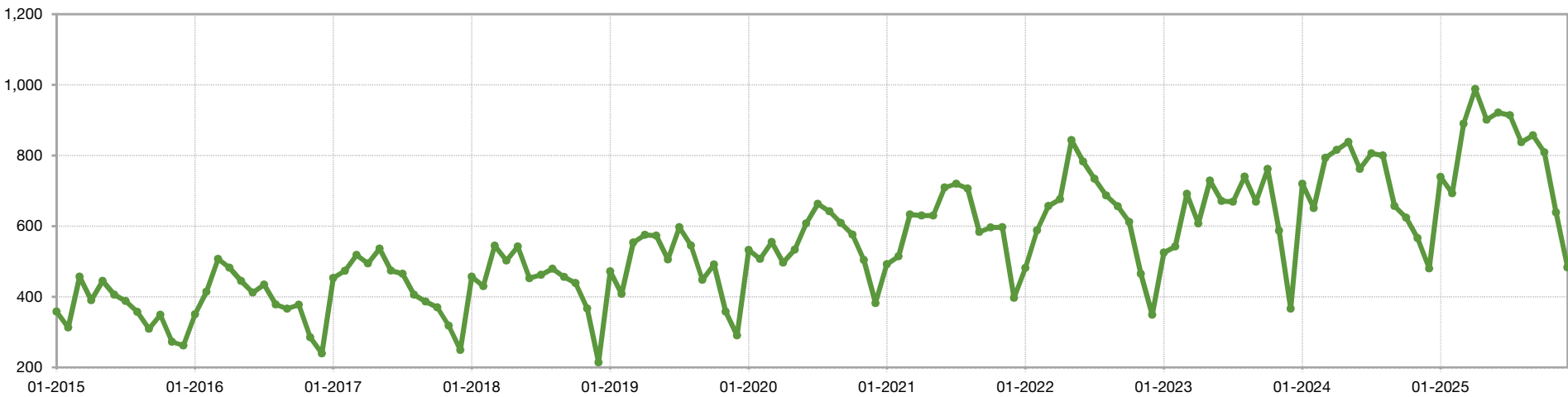


## Year to Date



New Listings		Prior Year	Percent Change
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	857	657	+30.4%
October 2025	809	624	+29.6%
November 2025	639	566	+12.9%
December 2025	483	480	+0.6%
12-Month Avg	806	709	+13.6%

## Historical New Listings by Month

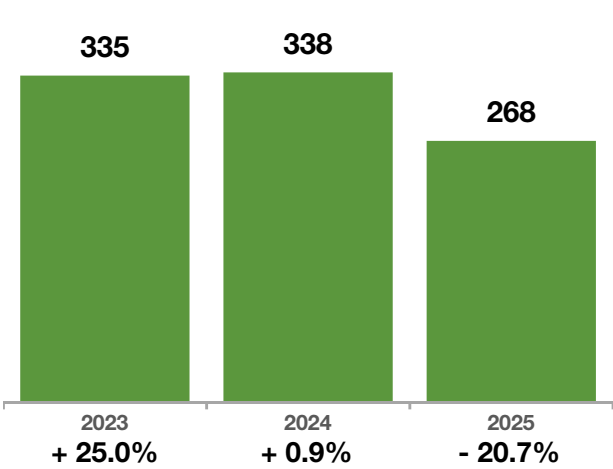


# Pending Sales

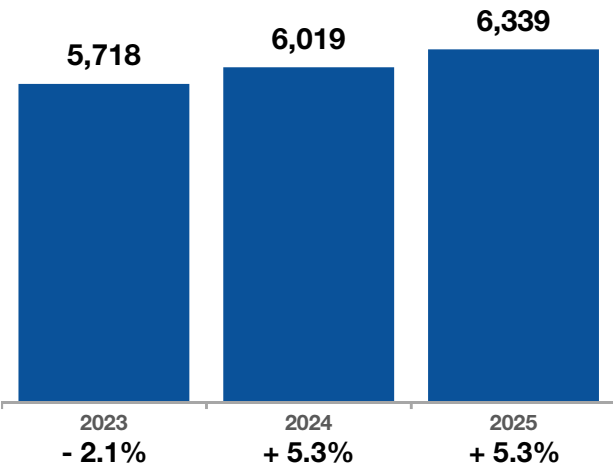
A count of the properties on which offers have been accepted in a given month.



## December

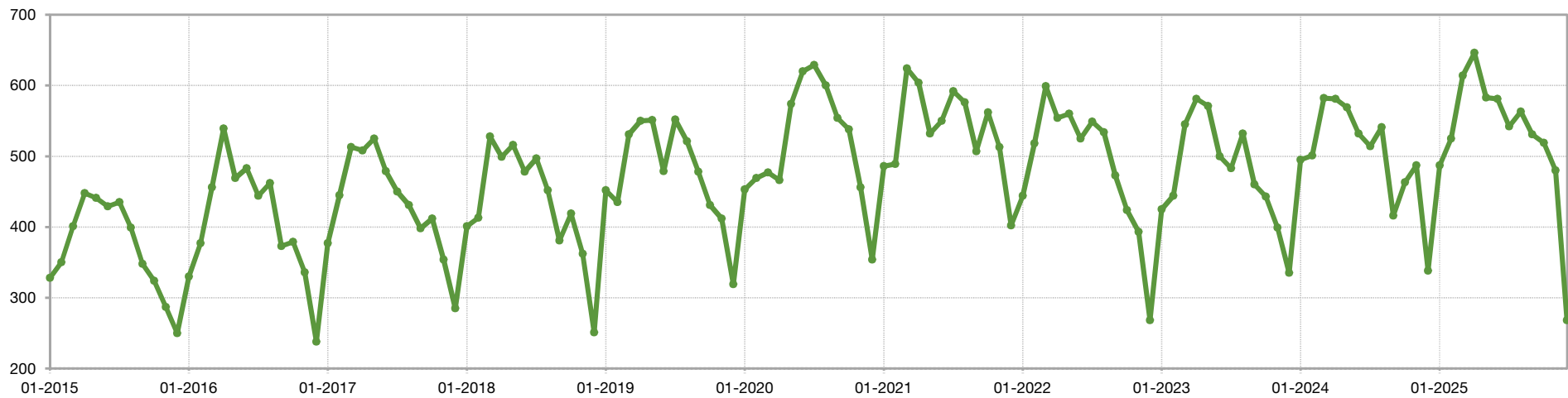


## Year to Date



Pending Sales		Prior Year	Percent Change
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	542	514	+5.4%
August 2025	563	541	+4.1%
September 2025	531	416	+27.6%
October 2025	519	463	+12.1%
November 2025	480	487	-1.4%
December 2025	268	338	-20.7%
12-Month Avg	528	502	+5.3%

## Historical Pending Sales by Month

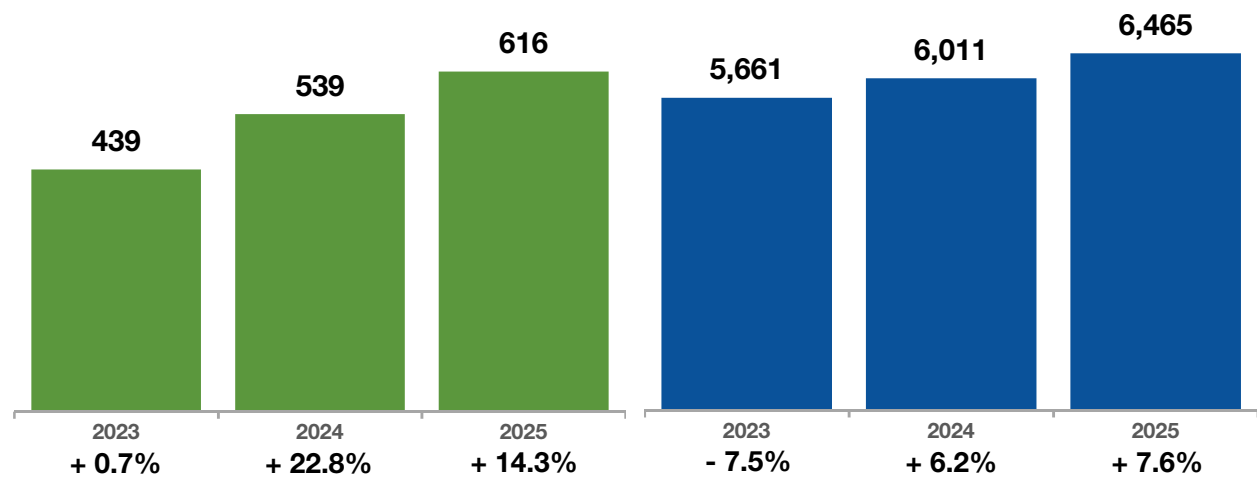


# Closed Sales

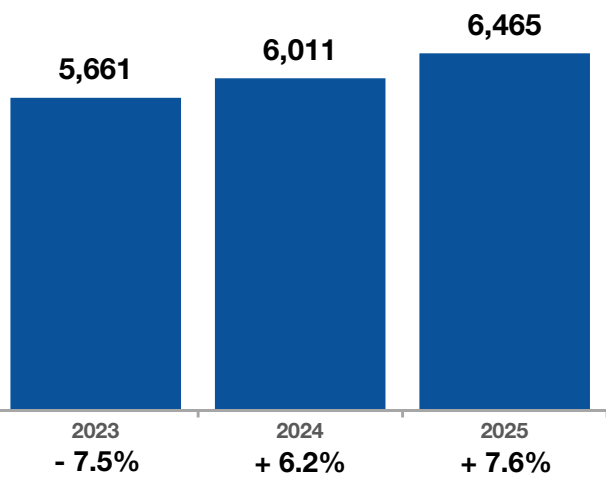
A count of the actual sales that closed in a given month.



## December

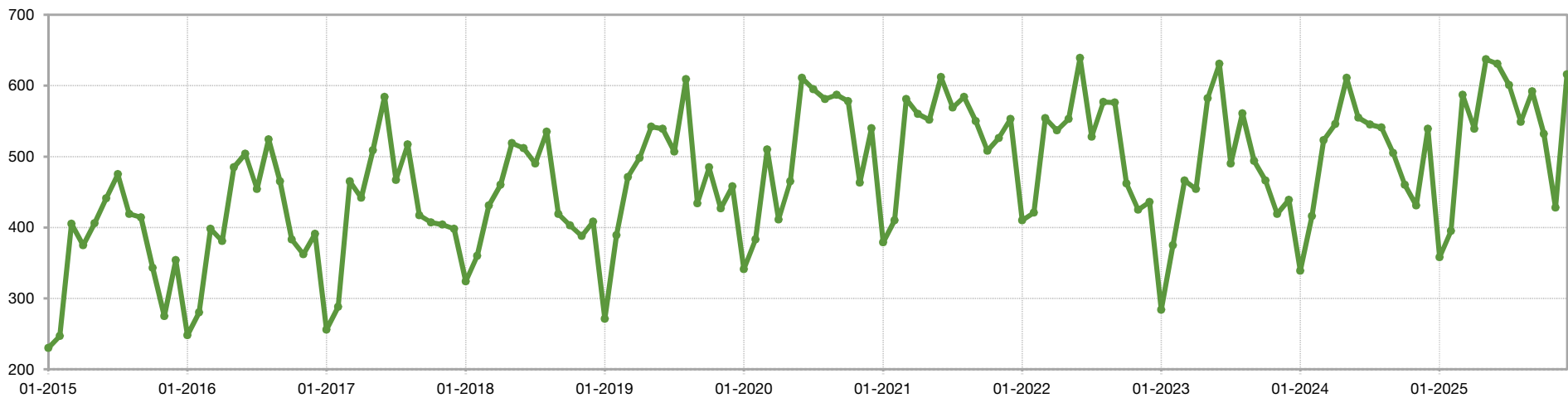


## Year to Date



Closed Sales		Prior Year	Percent Change
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	428	431	-0.7%
December 2025	616	539	+14.3%
12-Month Avg	539	501	+7.6%

## Historical Closed Sales by Month

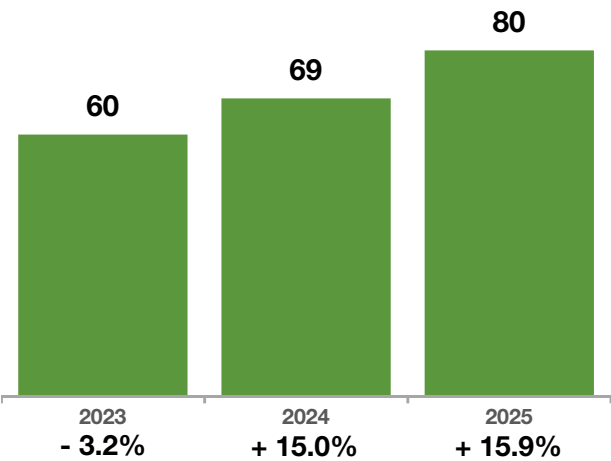


# Days on Market Until Sale

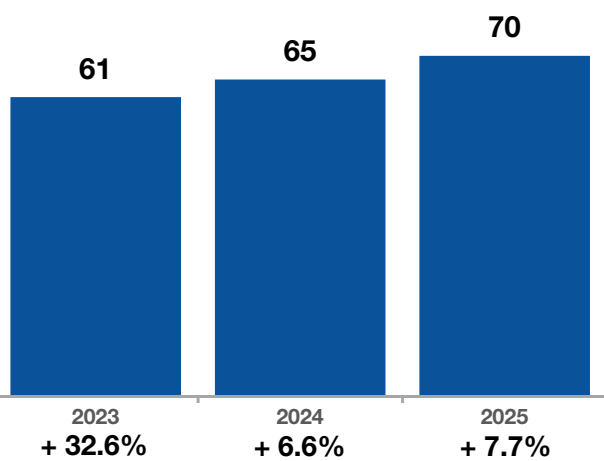
Average number of days between when a property is listed and when an offer is accepted in a given month.



## December



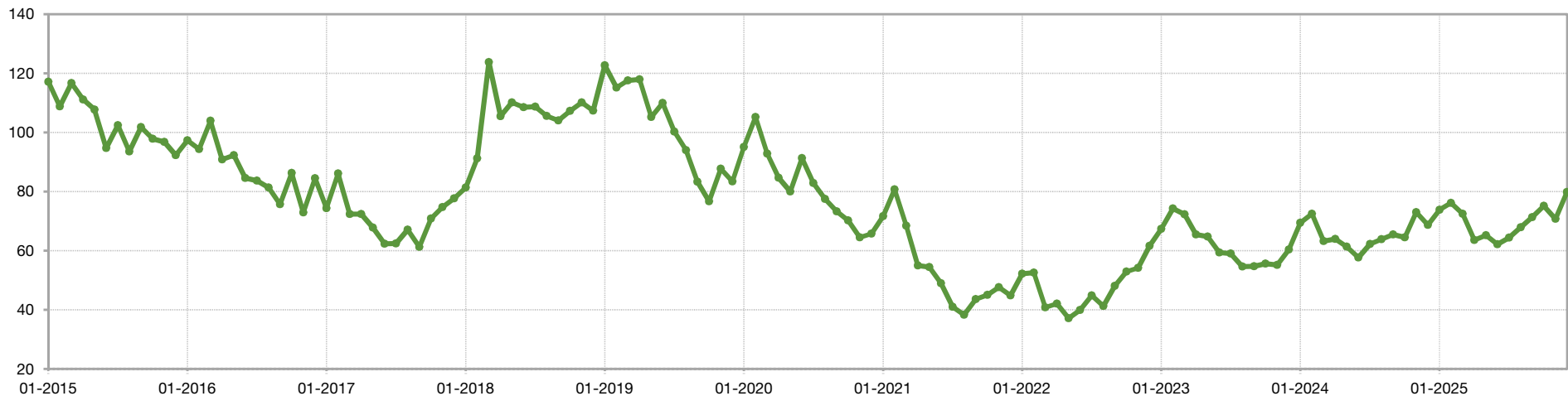
## Year to Date



Days on Market		Prior Year	Percent Change
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%
December 2025	80	69	+15.9%
12-Month Avg*	70	65	+7.7%

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

## Historical Days on Market Until Sale by Month

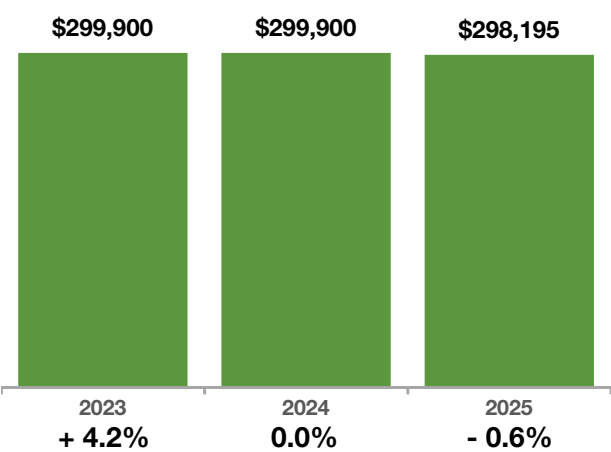


# Median Sales Price

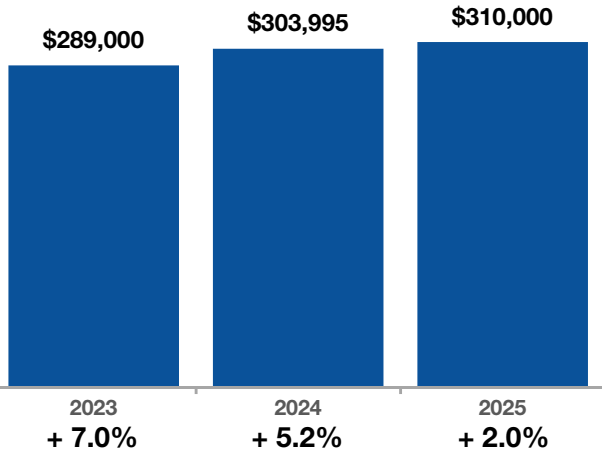
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## December



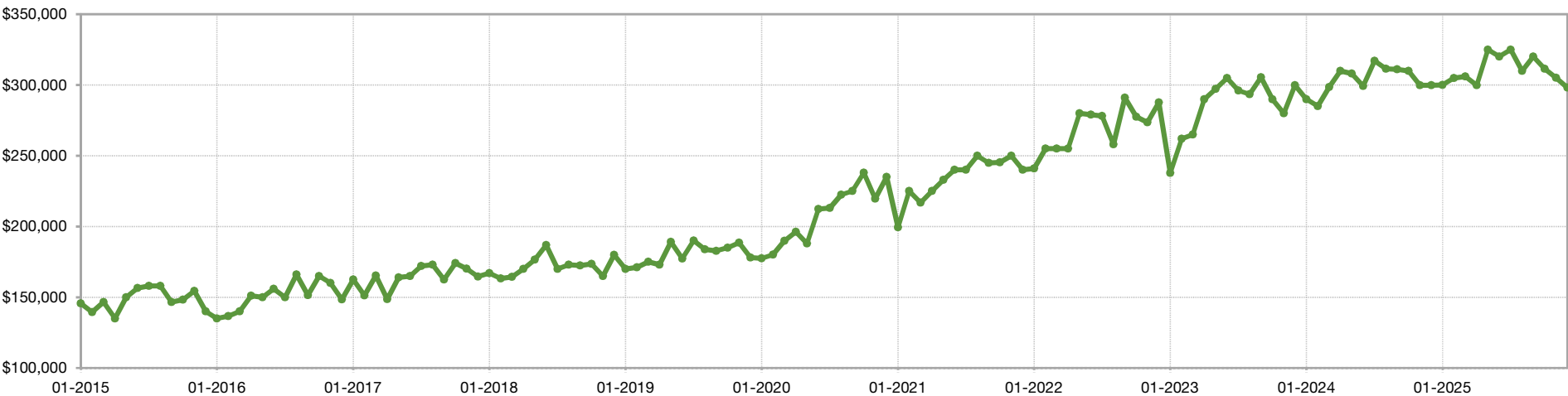
## Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$305,000	\$299,900	+1.7%
December 2025	\$298,195	\$299,900	-0.6%
12-Month Med*	\$310,000	\$303,995	+2.0%

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

## Historical Median Sales Price by Month

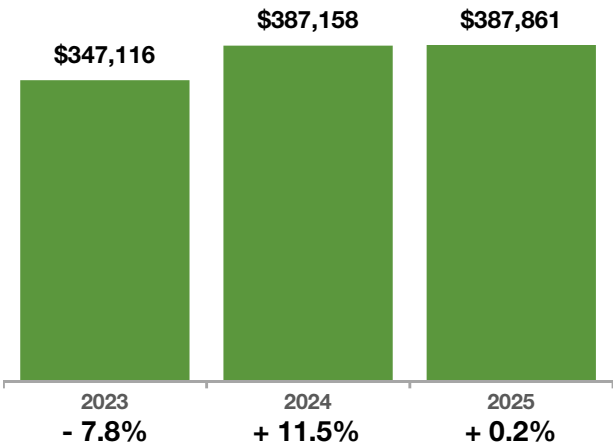


# Average Sales Price

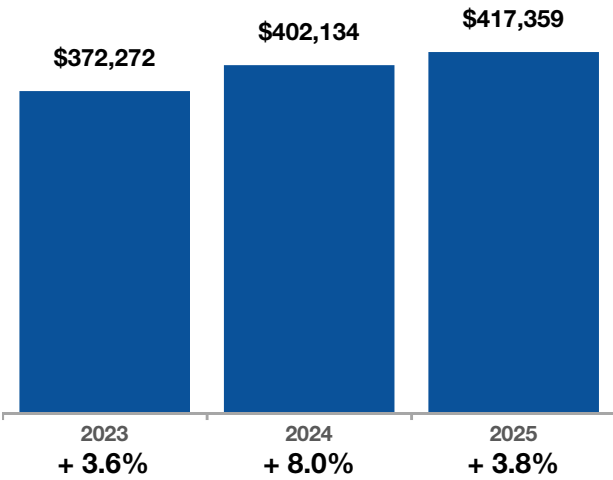
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## December



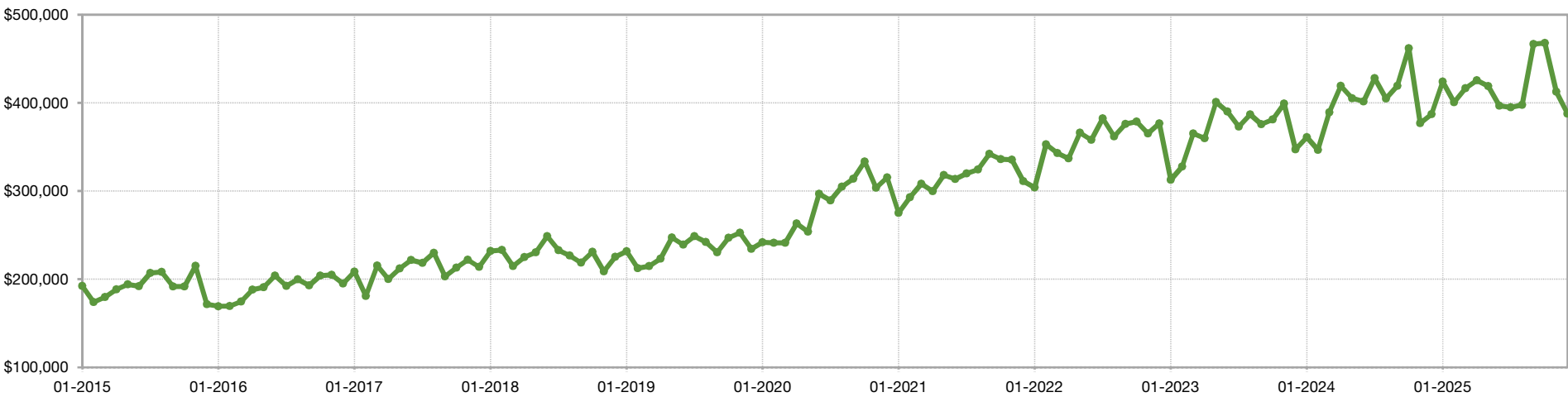
## Year to Date



Avg. Sales Price	Prior Year	Percent Change
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	\$467,856	\$461,924 +1.3%
November 2025	\$412,658	\$377,060 +9.4%
December 2025	\$387,861	\$387,158 +0.2%
12-Month Avg*	\$417,584	\$400,120 +4.4%

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

## Historical Average Sales Price by Month



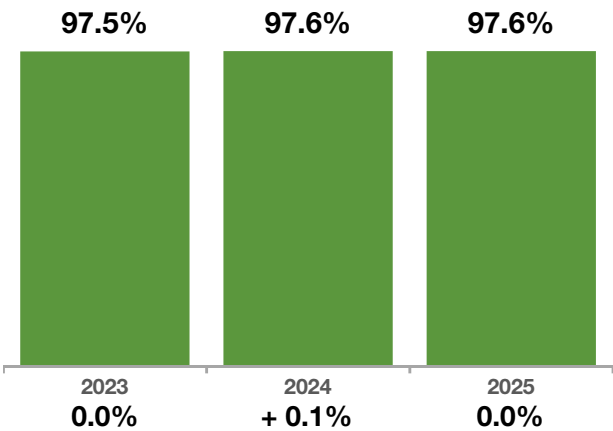


# Percent of List Price Received

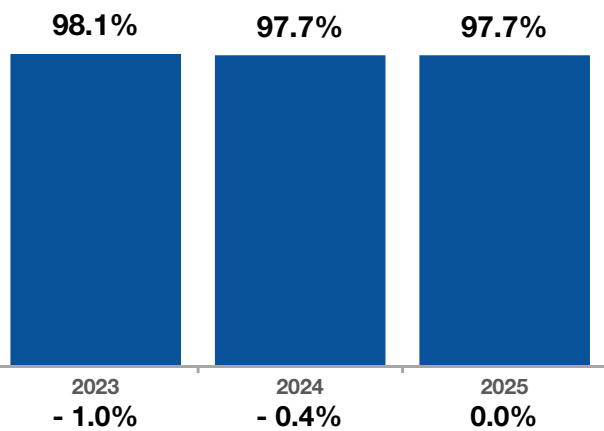
Percentage found when dividing a property’s sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## December



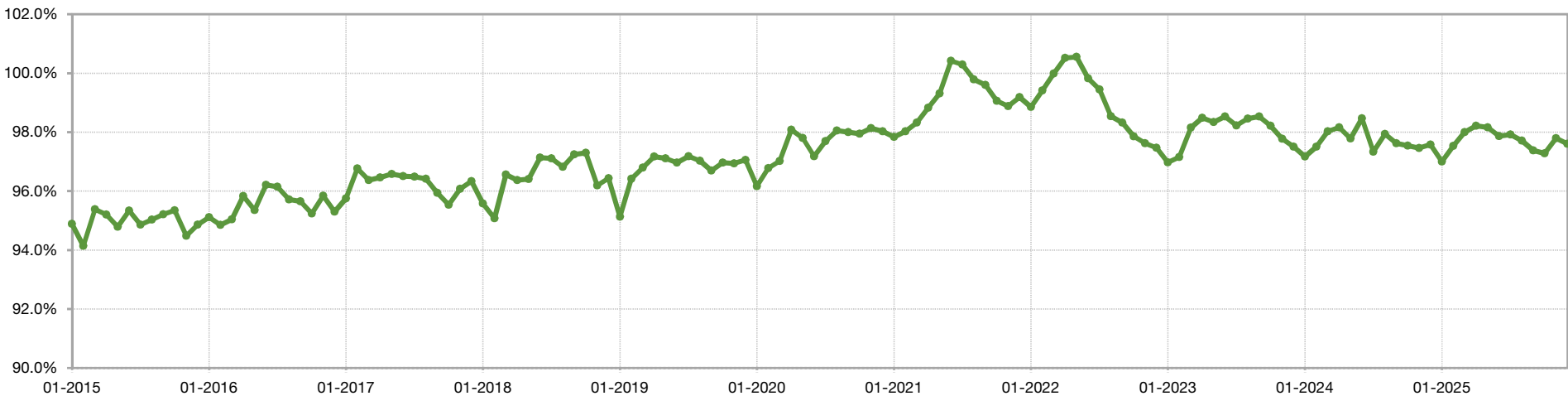
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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%
December 2025	97.6%	97.6%	0.0%
12-Month Avg*	97.7%	97.7%	0.0%

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

## Historical Percent of List Price Received by Month

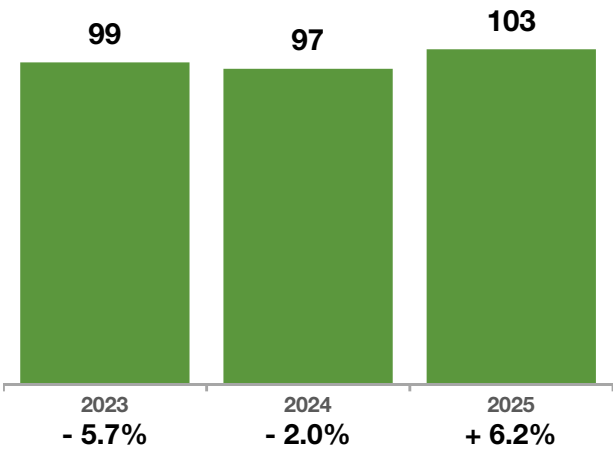


# Housing Affordability Index

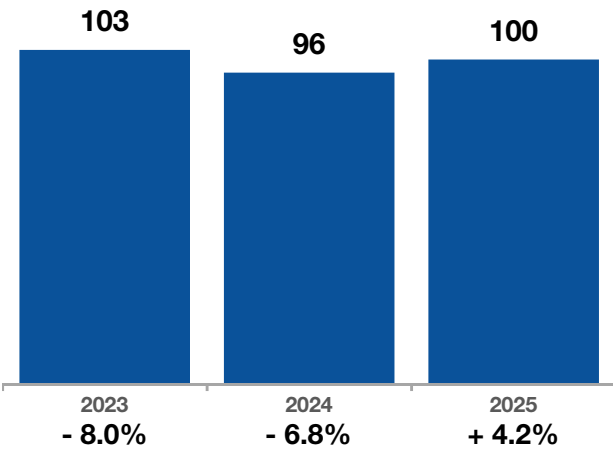
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## December

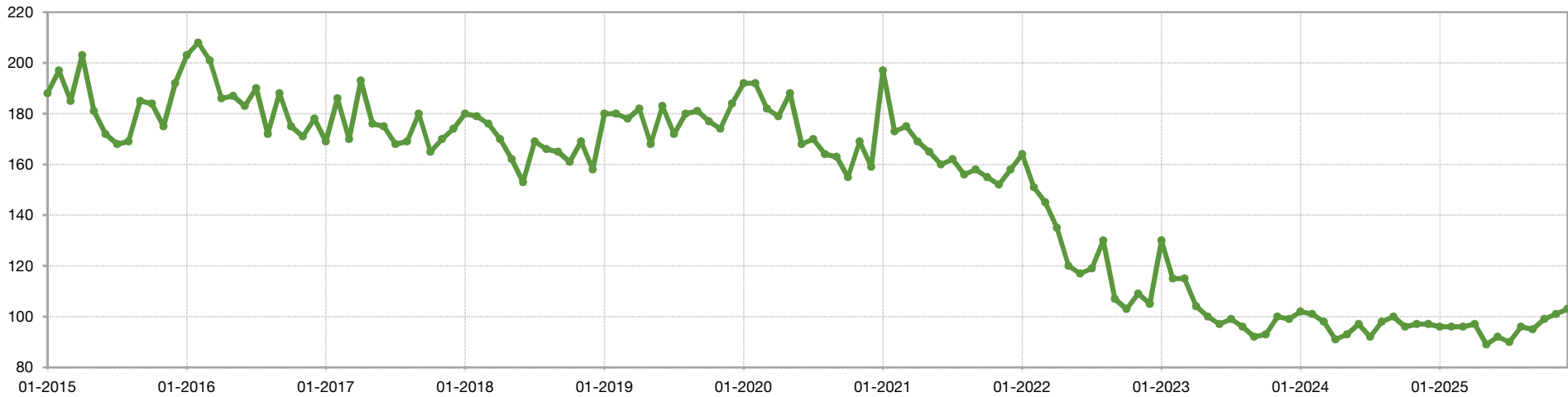


## Year to Date



Affordability Index		Prior Year	Percent Change
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%
December 2025	103	97	+6.2%
12-Month Avg	96	97	-1.0%

## Historical Housing Affordability Index by Month

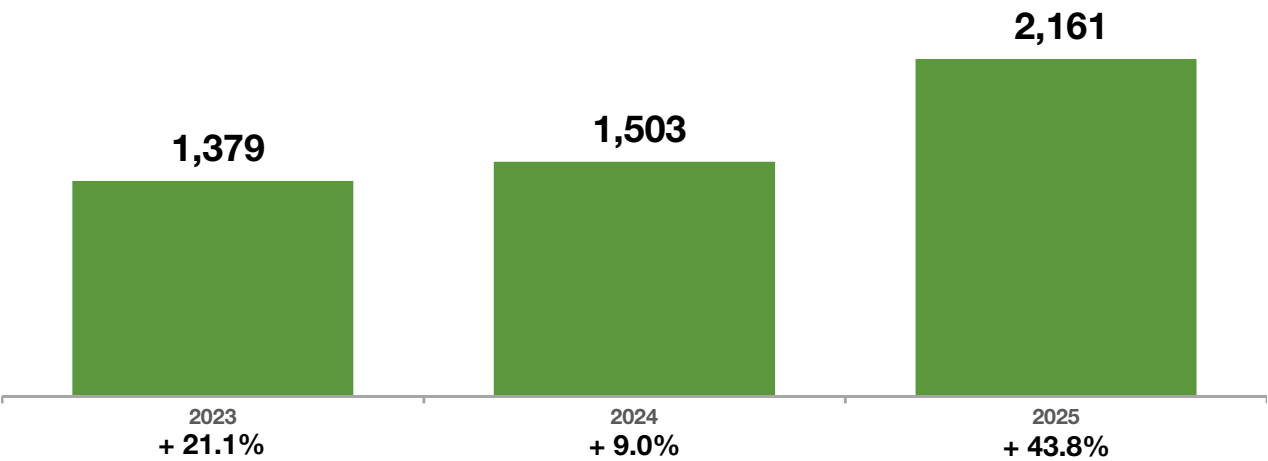


# Inventory of Homes for Sale

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



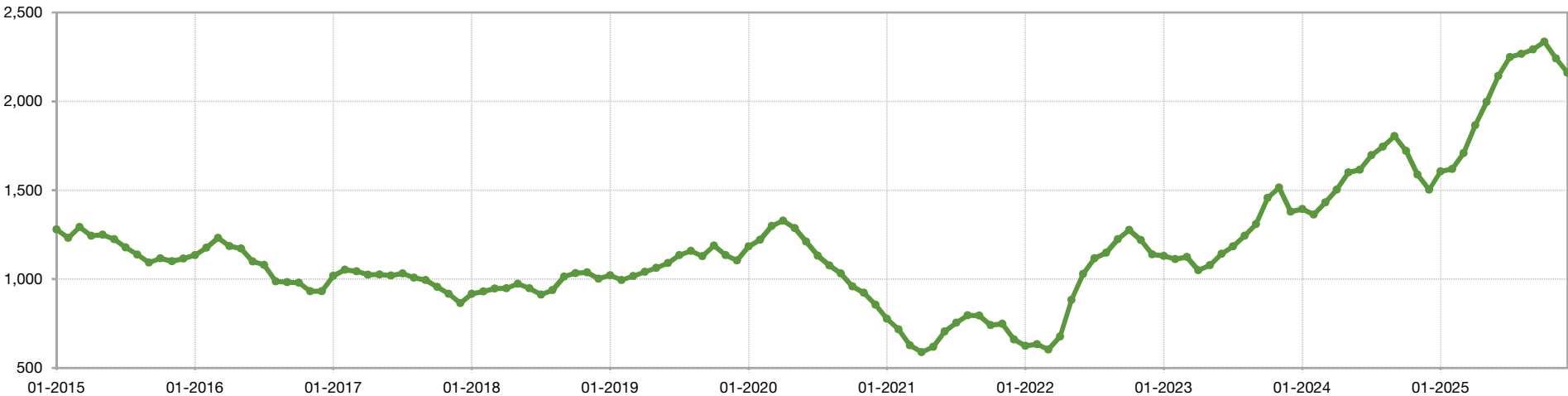
## December



Homes for Sale		Prior Year	Percent Change
January 2025	1,605	1,394	+15.1%
February 2025	1,619	1,363	+18.8%
March 2025	1,709	1,431	+19.4%
April 2025	1,865	1,503	+24.1%
May 2025	1,997	1,600	+24.8%
June 2025	2,142	1,615	+32.6%
July 2025	2,248	1,697	+32.5%
August 2025	2,266	1,745	+29.9%
September 2025	2,292	1,804	+27.1%
October 2025	2,335	1,721	+35.7%
November 2025	2,241	1,588	+41.1%
December 2025	2,161	1,503	+43.8%
12-Month Avg*	2,040	1,580	+29.1%

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

## Historical Inventory of Homes for Sale by Month

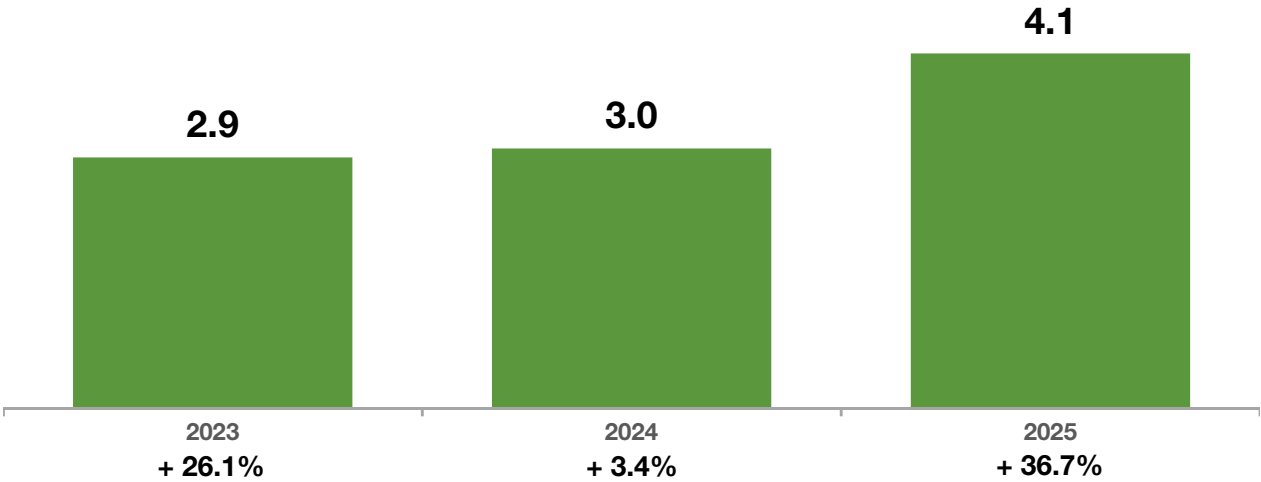


# Months Supply of Inventory

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.



## December



Months Supply		Prior Year	Percent Change
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	4.2	3.2	+31.3%
December 2025	4.1	3.0	+36.7%
12-Month Avg*	3.9	3.2	+21.9%

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

## Historical Months Supply of Inventory by Month

