

# Monthly Indicators



## January 2025

U.S. existing-home sales advanced for the third straight month, climbing 2.2% to a seasonally adjusted annual rate of 4.24 million units, a 10-month high, according to the National Association of REALTORS® (NAR). Sales were up 9.3% year-over-year, driven largely by purchases of homes priced \$500,000 and above. Month-over-month, sales rose in the South, Northeast, and the West but fell in the Midwest, with all four regions reporting year-over-year gains.

New Listings were up 47.0 percent to 122. Pending Sales increased 29.4 percent to 110. Inventory grew 1.9 percent to 273 units.

Prices moved higher as the Median Sales Price was up 12.8 percent to \$154,442. Days on Market increased 8.7 percent to 50 days. Months Supply of Inventory was down 4.0 percent to 2.4 months.

According to NAR, total housing inventory was 1.15 million units heading into January, a 13.5% decrease from the previous month but a 16.2% increase from the same period one year earlier, for a 3.3-month supply at the current sales pace. Housing supply remains down compared to pre-pandemic levels, and the limited number of homes on the market continues to push sales prices higher nationwide, with the median existing-home price rising 6% year-over-year to \$404,400.

## Activity Snapshot

**- 5.0%**      **+ 12.8%**      **+ 1.9%**

One-Year Change in  
**Closed Sales**      One-Year Change in  
**Median Sales Price**      One-Year Change in  
**Homes for Sale**

Residential activity in Chemung, Schuylers, Steuben, Tioga and Yates counties composed of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

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# Activity Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



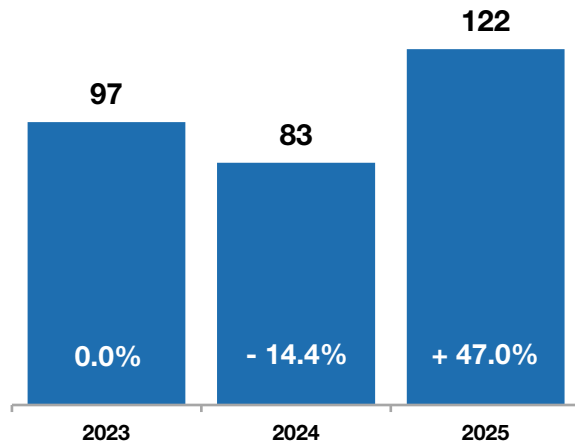
Key Metrics	Historical Sparkbars	1-2024	1-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
<b>New Listings</b>		83	<b>122</b>	+ 47.0%	83	<b>122</b>	+ 47.0%
<b>Pending Sales</b>		85	<b>110</b>	+ 29.4%	85	<b>110</b>	+ 29.4%
<b>Closed Sales</b>		100	<b>95</b>	- 5.0%	100	<b>95</b>	- 5.0%
<b>Days on Market</b>		46	<b>50</b>	+ 8.7%	46	<b>50</b>	+ 8.7%
<b>Median Sales Price</b>		\$136,930	<b>\$154,442</b>	+ 12.8%	\$136,930	<b>\$154,442</b>	+ 12.8%
<b>Avg. Sales Price</b>		\$158,494	<b>\$188,118</b>	+ 18.7%	\$158,494	<b>\$188,118</b>	+ 18.7%
<b>Pct. of List Price Received</b>		95.7%	<b>94.6%</b>	- 1.1%	95.7%	<b>94.6%</b>	- 1.1%
<b>Affordability Index</b>		216	<b>187</b>	- 13.4%	216	<b>187</b>	- 13.4%
<b>Homes for Sale</b>		268	<b>273</b>	+ 1.9%	--	--	--
<b>Months Supply</b>		2.5	<b>2.4</b>	- 4.0%	--	--	--

# New Listings

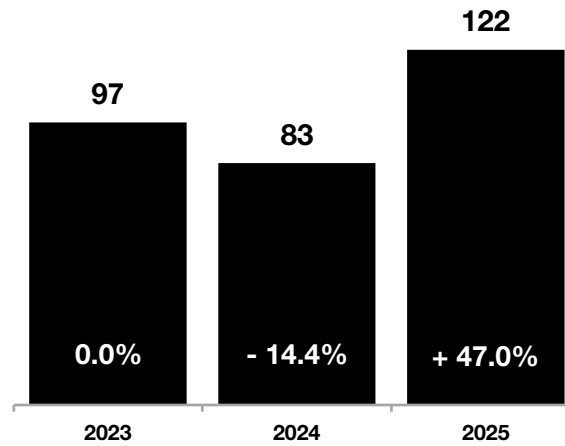
A count of the properties that have been newly listed on the market in a given month.



## January

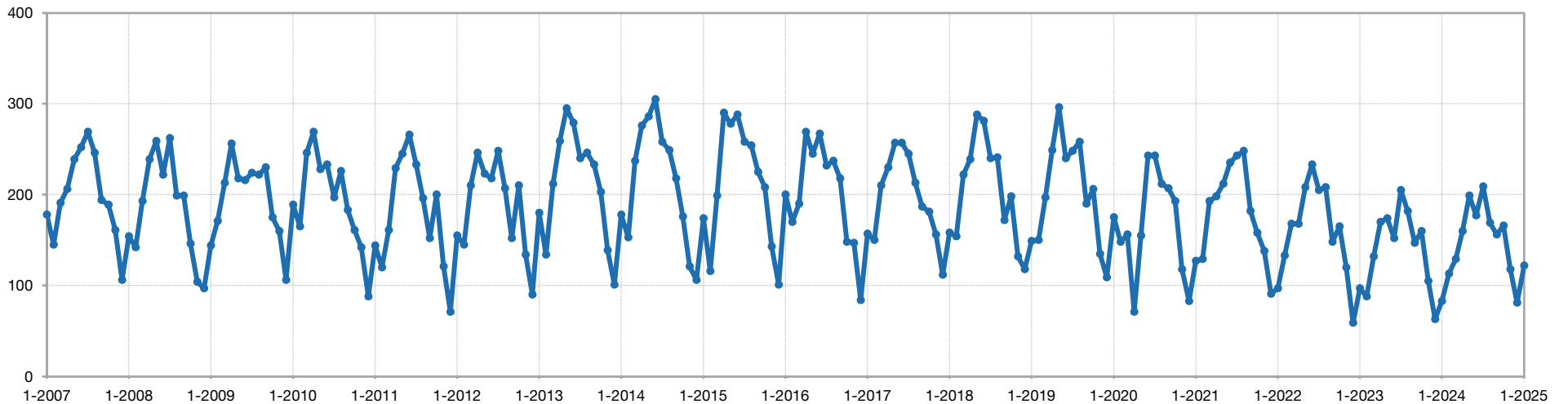


## Year to Date



New Listings	Prior Year	Percent Change
February 2024	113	88 +28.4%
March 2024	129	132 -2.3%
April 2024	160	170 -5.9%
May 2024	199	174 +14.4%
June 2024	177	152 +16.4%
July 2024	209	205 +2.0%
August 2024	169	182 -7.1%
September 2024	156	147 +6.1%
October 2024	166	160 +3.8%
November 2024	118	105 +12.4%
December 2024	81	63 +28.6%
<b>January 2025</b>	<b>122</b>	<b>83 +47.0%</b>
12-Month Avg	150	138 +8.7%

## Historical New Listings by Month

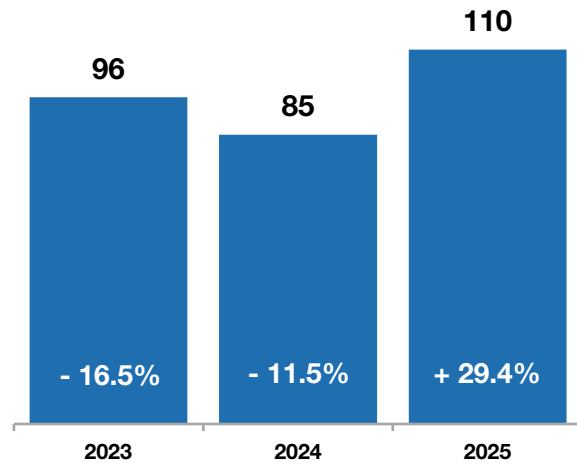


# Pending Sales

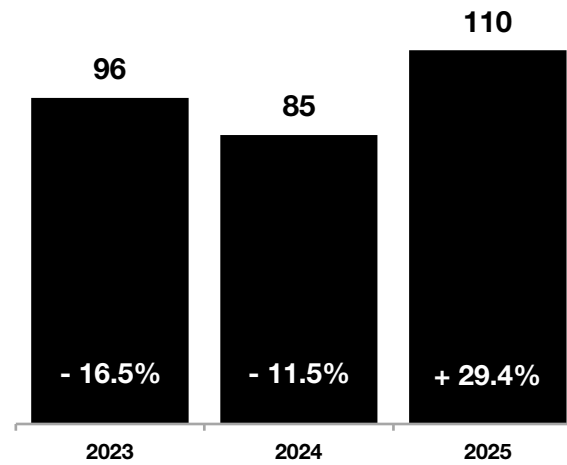
A count of the properties on which offers have been accepted in a given month.



## January

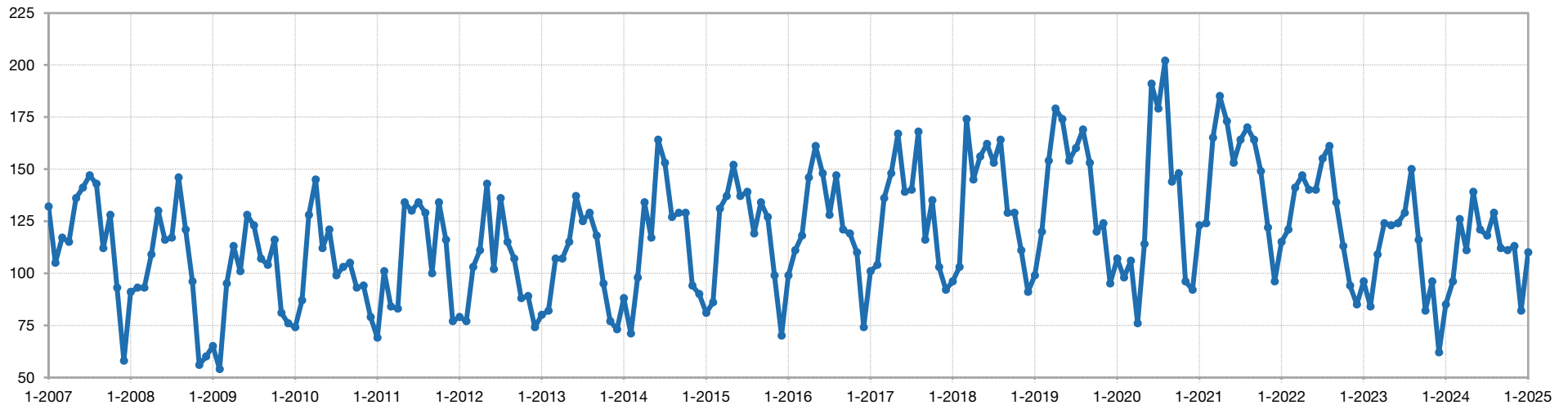


## Year to Date



	Pending Sales	Prior Year	Percent Change
February 2024	96	84	+14.3%
March 2024	126	109	+15.6%
April 2024	111	124	-10.5%
May 2024	139	123	+13.0%
June 2024	121	124	-2.4%
July 2024	118	129	-8.5%
August 2024	129	150	-14.0%
September 2024	112	116	-3.4%
October 2024	111	82	+35.4%
November 2024	113	96	+17.7%
December 2024	82	62	+32.3%
<b>January 2025</b>	<b>110</b>	<b>85</b>	<b>+29.4%</b>
12-Month Avg	114	107	+6.5%

## Historical Pending Sales by Month

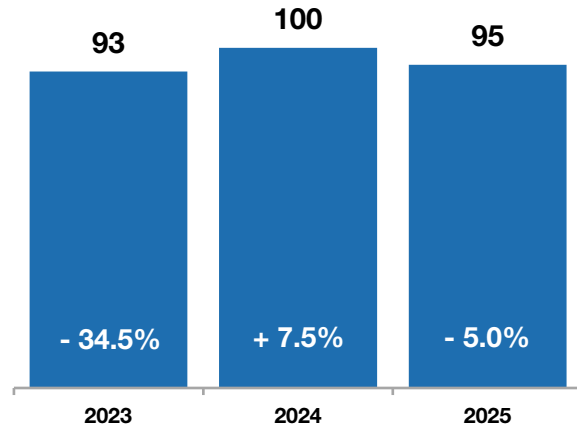


# Closed Sales

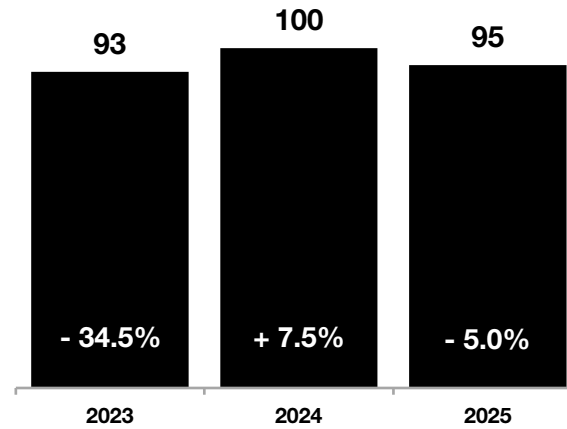
A count of the actual sales that closed in a given month.



## January

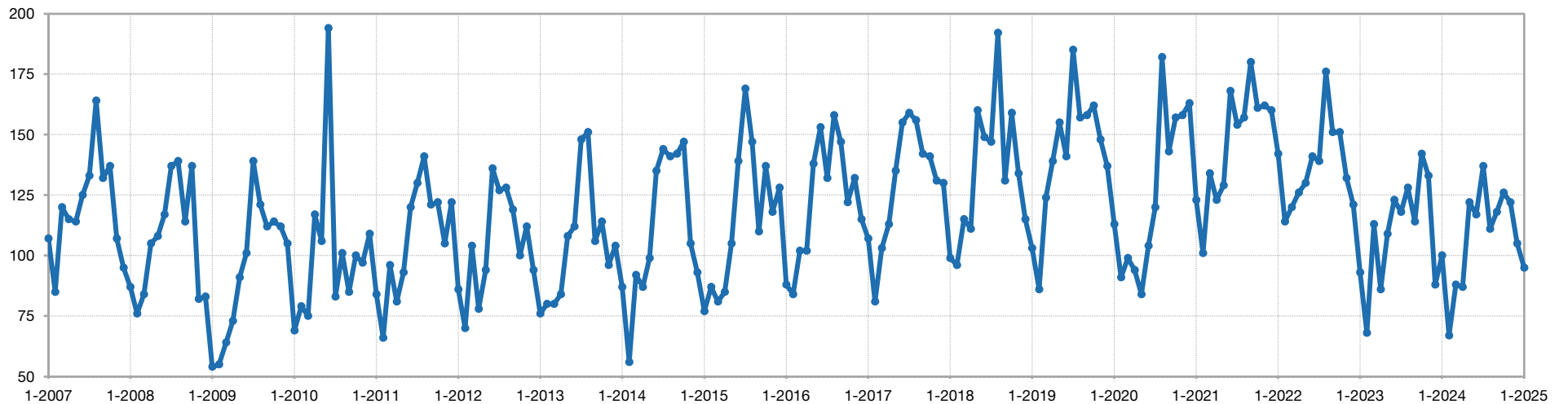


## Year to Date



Closed Sales	Prior Year	Percent Change
February 2024	67	68 -1.5%
March 2024	88	113 -22.1%
April 2024	87	86 +1.2%
May 2024	122	109 +11.9%
June 2024	117	123 -4.9%
July 2024	137	118 +16.1%
August 2024	111	128 -13.3%
September 2024	118	114 +3.5%
October 2024	126	142 -11.3%
November 2024	122	133 -8.3%
December 2024	105	88 +19.3%
<b>January 2025</b>	<b>95</b>	<b>100 -5.0%</b>
12-Month Avg	108	110 -1.8%

## Historical Closed Sales by Month

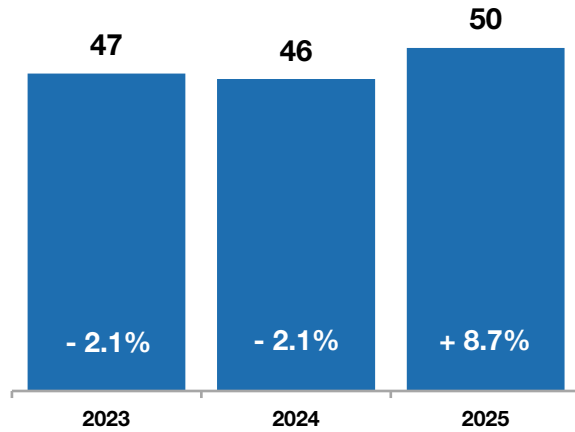


# Days on Market Until Sale

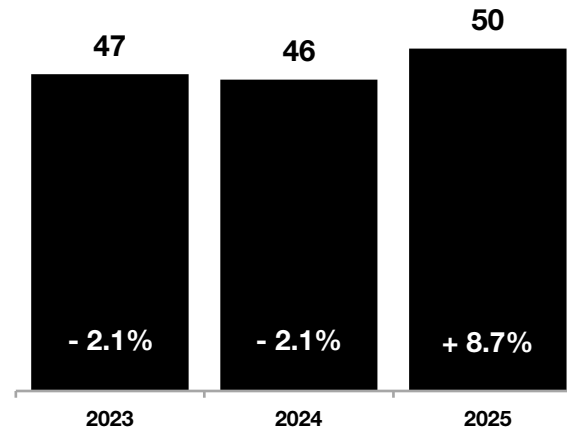
Average number of days between when a property is listed and when an offer is accepted in a given month.



## January



## Year to Date



Days on Market	Prior Year	Percent Change	
February 2024	50	61	-18.0%
March 2024	58	67	-13.4%
April 2024	58	59	-1.7%
May 2024	43	45	-4.4%
June 2024	41	41	0.0%
July 2024	33	31	+6.5%
August 2024	37	26	+42.3%
September 2024	30	34	-11.8%
October 2024	42	31	+35.5%
November 2024	46	50	-8.0%
December 2024	50	42	+19.0%
<b>January 2025</b>	<b>50</b>	<b>46</b>	<b>+8.7%</b>
12-Month Avg*	44	43	+2.3%

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

## Historical Days on Market Until Sale by Month

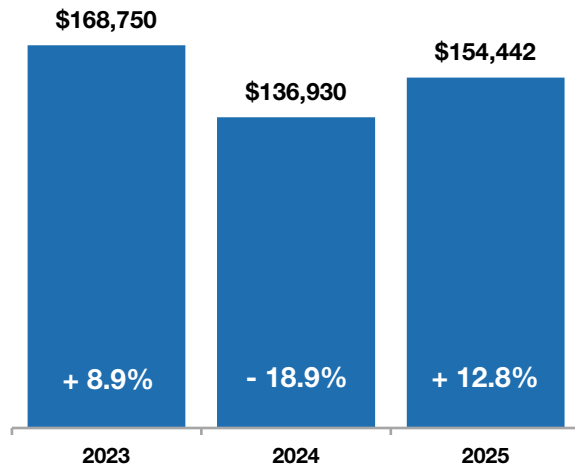


# Median Sales Price

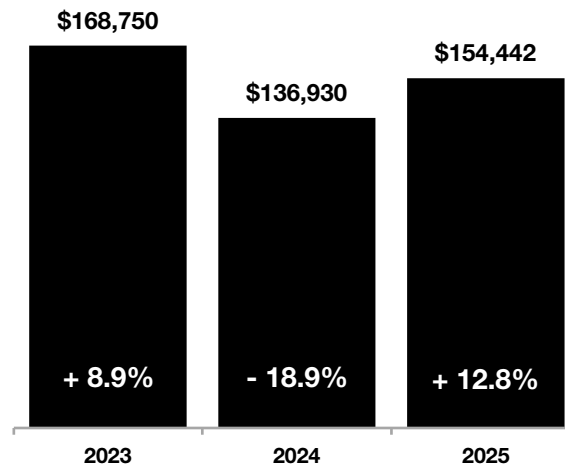
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## January



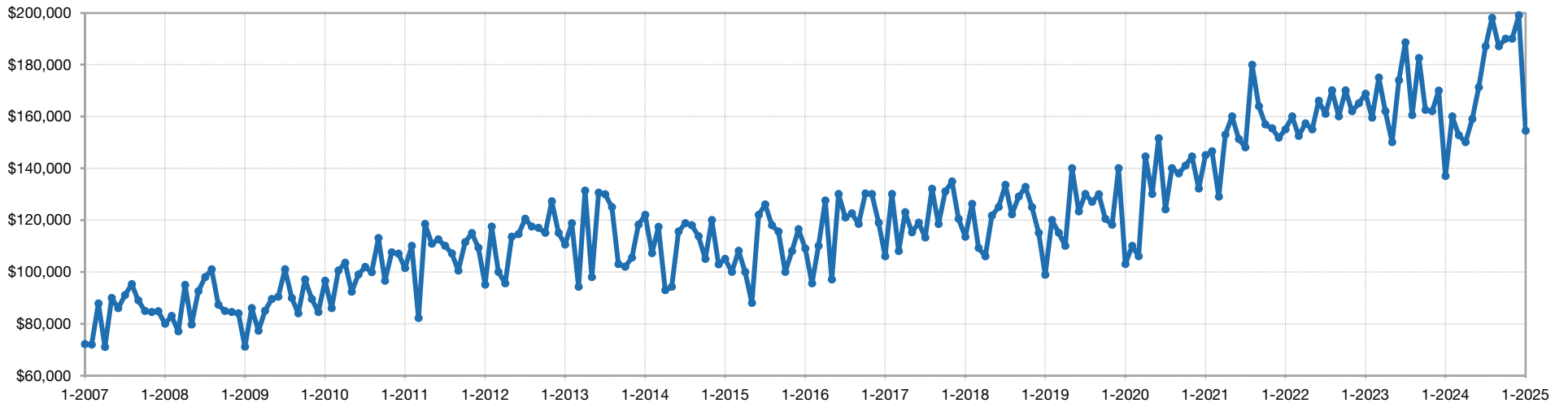
## Year to Date



	Median Sales Price	Prior Year	Percent Change
February 2024	\$160,000	\$159,500	+0.3%
March 2024	\$152,800	\$175,000	-12.7%
April 2024	\$150,000	\$162,007	-7.4%
May 2024	\$159,000	\$150,000	+6.0%
June 2024	\$171,250	\$174,000	-1.6%
July 2024	\$187,000	\$188,585	-0.8%
August 2024	\$198,000	\$160,500	+23.4%
September 2024	\$187,000	\$182,500	+2.5%
October 2024	\$189,950	\$162,500	+16.9%
November 2024	\$189,950	\$162,000	+17.3%
December 2024	\$199,000	\$169,999	+17.1%
<b>January 2025</b>	<b>\$154,442</b>	<b>\$136,930</b>	<b>+12.8%</b>
12-Month Med*	\$175,000	\$165,000	+6.1%

\* Median Sales Price of all properties from February 2024 through January 2025. This is not the average of the individual figures above.

## Historical Median Sales Price by Month

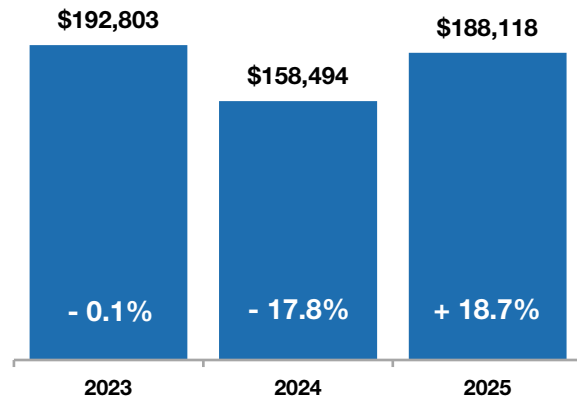


# Average Sales Price

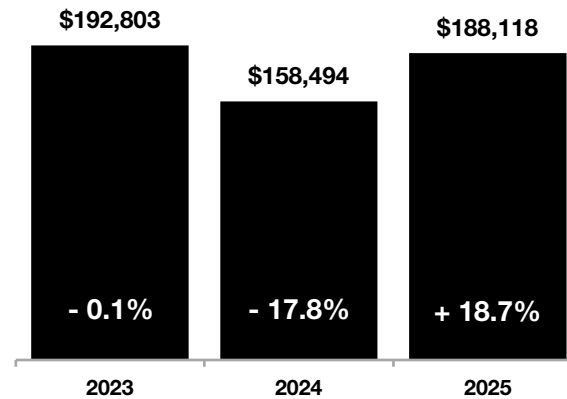
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## January



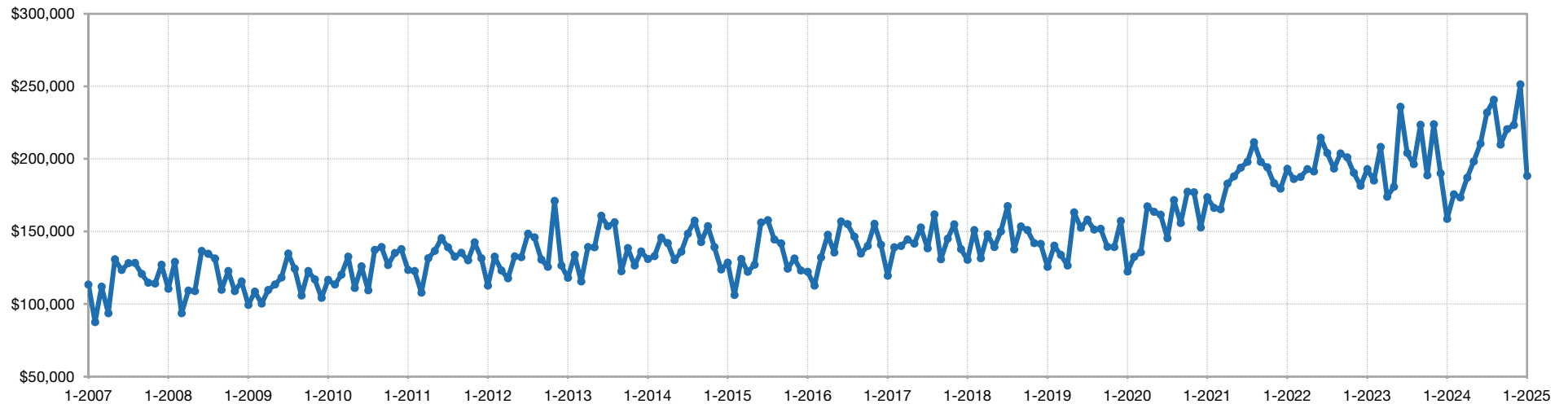
## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
February 2024	\$175,416	\$184,952	-5.2%
March 2024	\$173,240	\$208,102	-16.8%
April 2024	\$186,988	\$173,817	+7.6%
May 2024	\$198,123	\$180,628	+9.7%
June 2024	\$210,423	\$235,684	-10.7%
July 2024	\$231,825	\$203,964	+13.7%
August 2024	\$240,512	\$196,221	+22.6%
September 2024	\$209,795	\$223,353	-6.1%
October 2024	\$220,387	\$188,557	+16.9%
November 2024	\$223,177	\$223,652	-0.2%
December 2024	\$251,148	\$189,924	+32.2%
<b>January 2025</b>	<b>\$188,118</b>	<b>\$158,494</b>	<b>+18.7%</b>
12-Month Avg*	\$211,985	\$199,360	+6.3%

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

## Historical Average Sales Price by Month



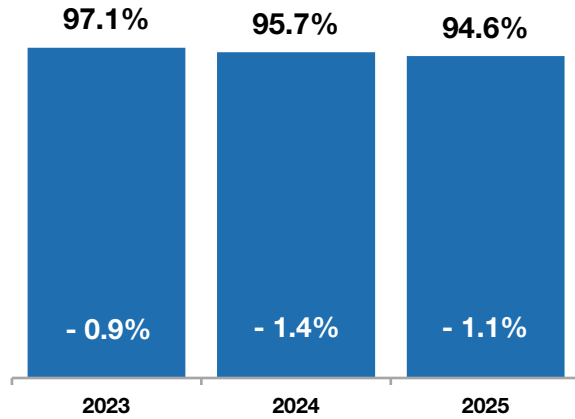


# Percent of List Price Received

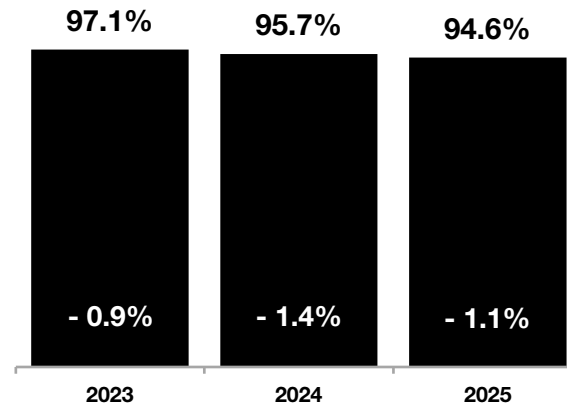
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## January



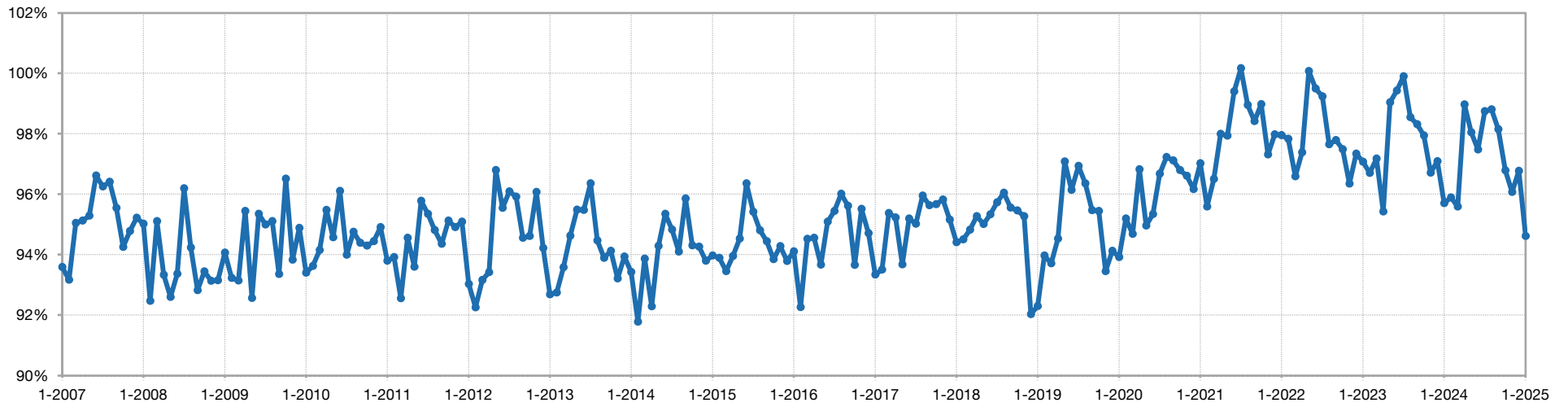
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
February 2024	95.9%	96.7%	-0.8%
March 2024	95.6%	97.2%	-1.6%
April 2024	99.0%	95.4%	+3.8%
May 2024	98.0%	99.0%	-1.0%
June 2024	97.5%	99.4%	-1.9%
July 2024	98.7%	99.9%	-1.2%
August 2024	98.8%	98.5%	+0.3%
September 2024	98.1%	98.3%	-0.2%
October 2024	96.8%	97.9%	-1.1%
November 2024	96.1%	96.7%	-0.6%
December 2024	96.8%	97.1%	-0.3%
<b>January 2025</b>	<b>94.6%</b>	<b>95.7%</b>	<b>-1.1%</b>
12-Month Avg*	97.3%	97.8%	-0.5%

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

## Historical Percent of List Price Received by Month

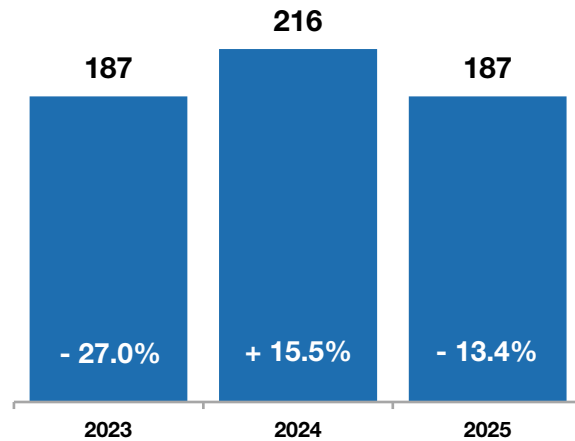


# Housing Affordability Index

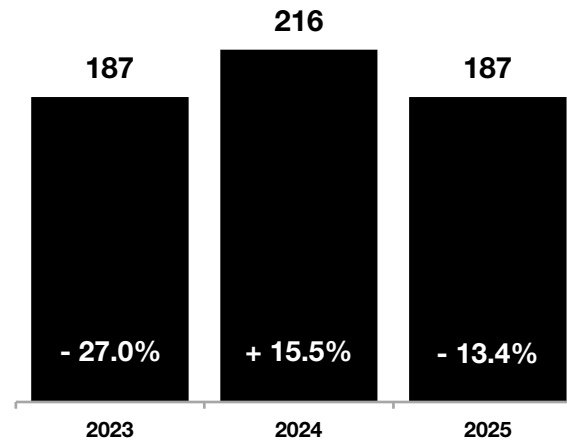
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## January

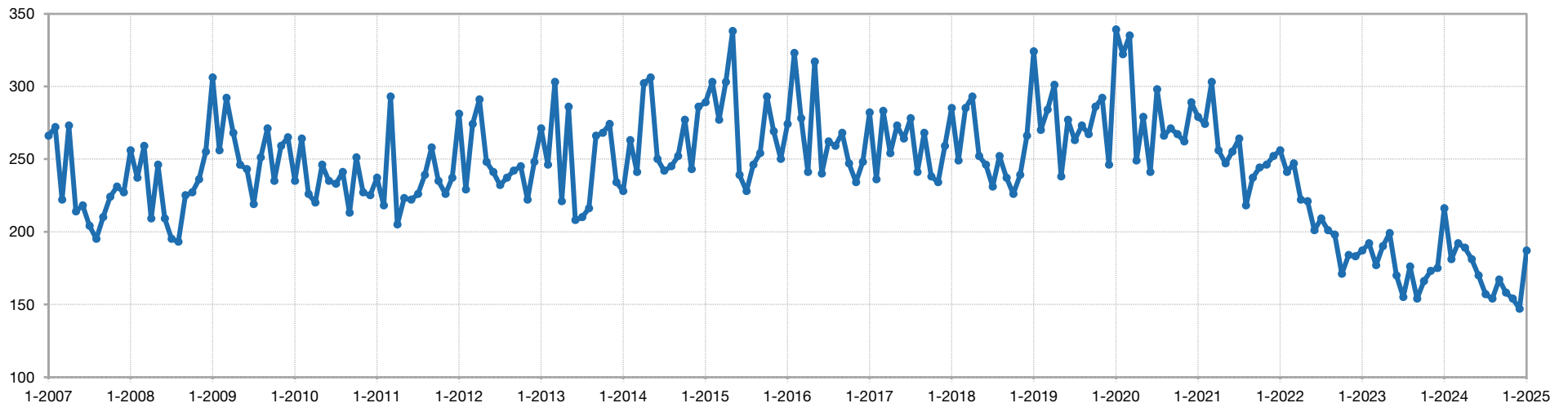


## Year to Date



	Affordability Index	Prior Year	Percent Change
February 2024	181	192	-5.7%
March 2024	192	177	+8.5%
April 2024	189	190	-0.5%
May 2024	181	199	-9.0%
June 2024	170	170	0.0%
July 2024	157	155	+1.3%
August 2024	154	176	-12.5%
September 2024	167	154	+8.4%
October 2024	158	166	-4.8%
November 2024	154	173	-11.0%
December 2024	147	175	-16.0%
<b>January 2025</b>	<b>187</b>	<b>216</b>	<b>-13.4%</b>
12-Month Avg	170	179	-4.9%

## Historical Housing Affordability Index by Month

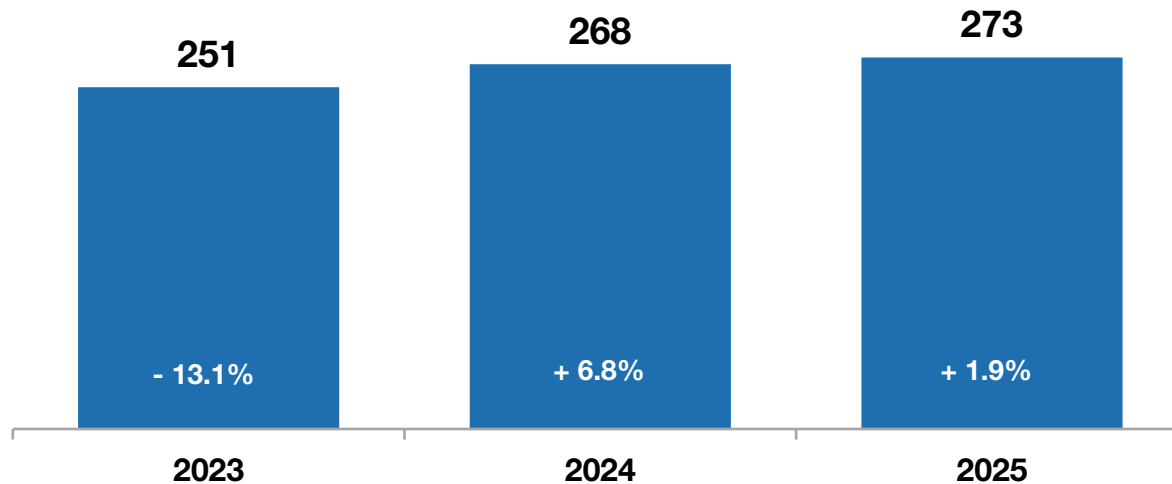


# Inventory of Homes for Sale

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



## January



Homes for Sale		Prior Year	Percent Change
February 2024	262	230	+13.9%
March 2024	227	237	-4.2%
April 2024	255	250	+2.0%
May 2024	290	272	+6.6%
June 2024	319	269	+18.6%
July 2024	373	318	+17.3%
August 2024	380	320	+18.8%
September 2024	399	330	+20.9%
October 2024	416	361	+15.2%
November 2024	364	335	+8.7%
December 2024	312	298	+4.7%
<b>January 2025</b>	<b>273</b>	<b>268</b>	<b>+1.9%</b>
12-Month Avg	323	291	+11.0%

## Historical Inventory of Homes for Sale by Month

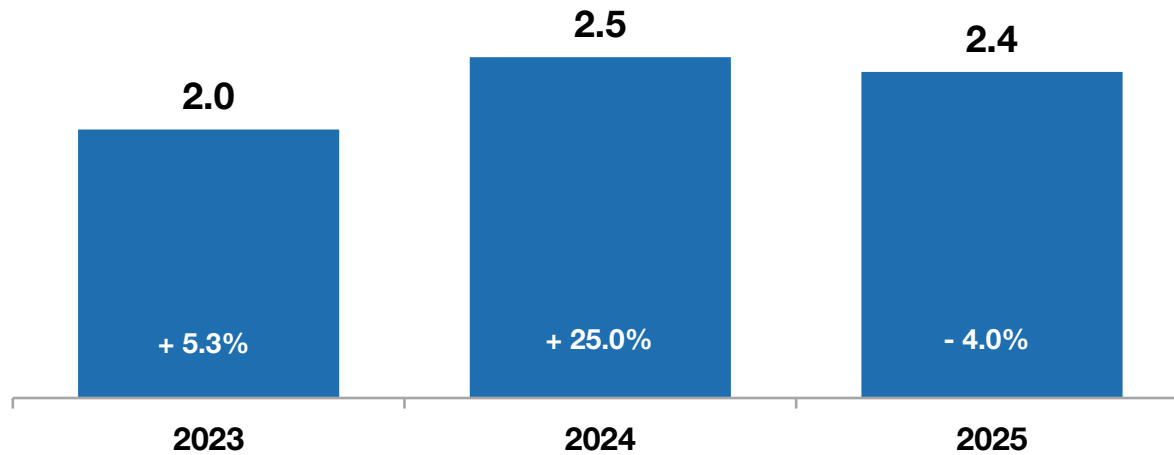


# Months Supply of Inventory

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.



## January



Months Supply		Prior Year	Percent Change
February 2024	2.4	1.9	+26.3%
March 2024	2.1	2.0	+5.0%
April 2024	2.4	2.1	+14.3%
May 2024	2.6	2.3	+13.0%
June 2024	2.9	2.3	+26.1%
July 2024	3.4	2.8	+21.4%
August 2024	3.6	2.8	+28.6%
September 2024	3.7	2.9	+27.6%
October 2024	3.8	3.3	+15.2%
November 2024	3.3	3.1	+6.5%
December 2024	2.8	2.8	0.0%
<b>January 2025</b>	<b>2.4</b>	<b>2.5</b>	<b>-4.0%</b>
12-Month Avg	3.0	2.6	+15.4%

## Historical Months Supply of Inventory by Month

