

# Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE GREATER CAPITAL ASSOCIATION OF REALTORS®



## June 2025

U.S. existing-home sales edged up 0.8% month-over-month to a seasonally adjusted annual rate of 4.03 million units, exceeding economists' expectations, although sales were down 0.7% year-over-year, according to the National Association of REALTORS® (NAR). On a monthly basis, sales increased in the Midwest, Northeast, and South but decreased in the West.

New Listings in the Albany region increased 9.9 percent to 1,512. Pending Sales were up 19.2 percent to 1,178. Inventory levels rose 1.2 percent to 2,185 units.

Prices continued to gain traction. The Median Sales Price increased 7.7 percent to \$350,000. Days on Market remained flat at 23 days. Absorption rates were even with last year as Months Supply of Inventory remained flat at 2.5 months.

Heading into June, there were 1.54 million units for sale across the country, a 6.2% increase from the previous month and a 20.3% improvement over the same period last year, representing a 4.6-month supply at the current sales pace, according to NAR. Despite the additional supply, home prices have continued to rise nationwide, albeit at a slower pace than during the pandemic, climbing 1.3% year-over-year to \$422,800 as of last measure.

## Quick Facts

**+ 2.5%**

**+ 7.7%**

**+ 1.2%**

Change in  
Closed Sales

Change in  
Median Sales Price

Change in  
Inventory

Data is refreshed regularly to capture changes in market activity, so figures shown may be different than previously reported.

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# Market Overview

Key market metrics for the current month and year-to-date figures.



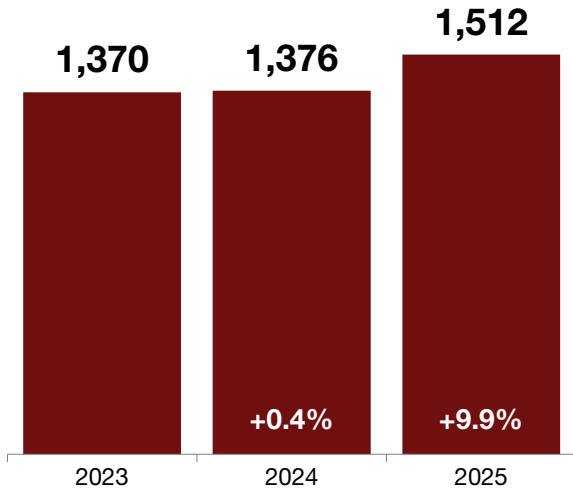
Key Metrics	Historical Sparklines	6-2024	6-2025	+ / -	YTD 2024	YTD 2025	+ / -
<b>New Listings</b>		1,376	<b>1,512</b>	+ 9.9%	6,637	<b>6,819</b>	+ 2.7%
<b>Pending Sales</b>		988	<b>1,178</b>	+ 19.2%	5,127	<b>5,206</b>	+ 1.5%
<b>Closed Sales</b>		849	<b>870</b>	+ 2.5%	4,398	<b>4,404</b>	+ 0.1%
<b>Days on Market Until Sale</b>		23	<b>23</b>	0.0%	34	<b>33</b>	- 2.0%
<b>Median Sales Price</b>		\$325,000	<b>\$350,000</b>	+ 7.7%	\$300,000	<b>\$325,000</b>	+ 8.3%
<b>Average Sales Price</b>		\$397,195	<b>\$410,870</b>	+ 3.4%	\$358,935	<b>\$386,391</b>	+ 7.6%
<b>Percent of Original List Price Received</b>		101.6%	<b>100.8%</b>	- 0.8%	99.3%	<b>99.0%</b>	- 0.3%
<b>Housing Affordability Index</b>		94	<b>88</b>	- 6.4%	102	<b>95</b>	- 6.9%
<b>Inventory of Homes for Sale</b>		2,159	<b>2,185</b>	+ 1.2%	--	--	--
<b>Months Supply of Homes for Sale</b>		2.5	<b>2.5</b>	0.0%	--	--	--

# New Listings

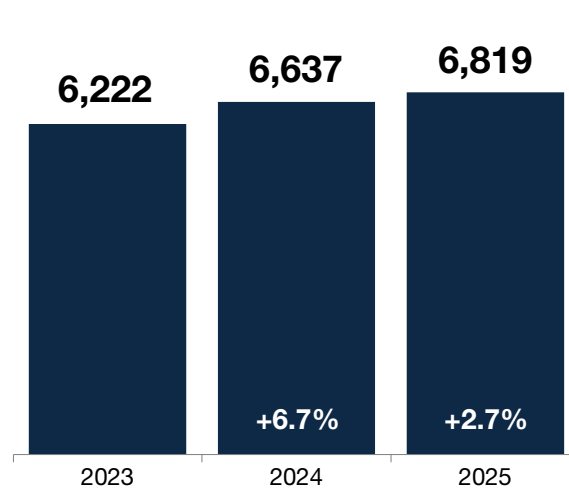
A count of the properties that have been newly listed on the market in a given month.



## June

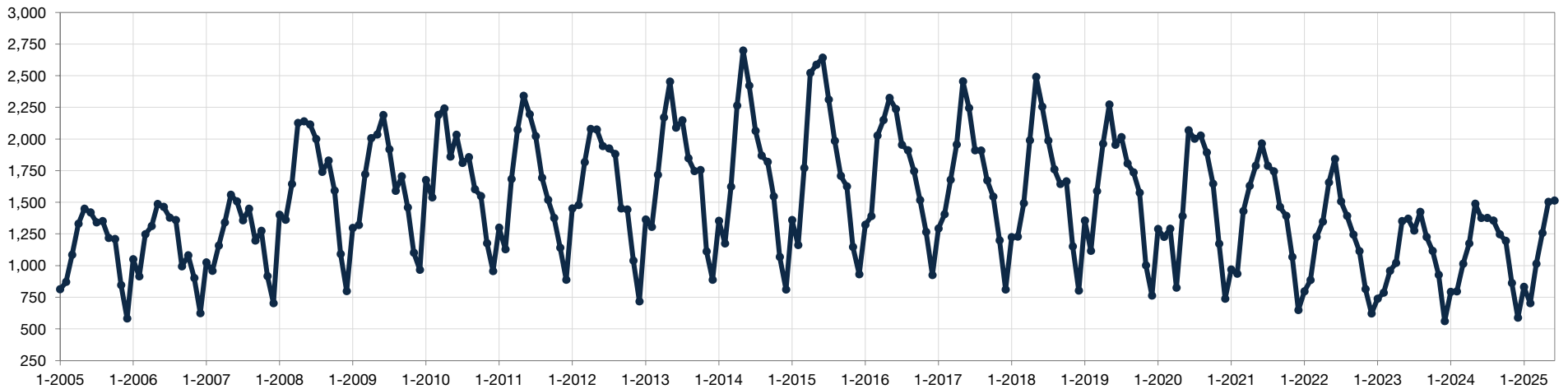


## Year To Date



	New Listings	Prior Year	Percent Change
July 2024	1,376	1,275	+7.9%
August 2024	1,354	1,423	-4.8%
September 2024	1,246	1,227	+1.5%
October 2024	1,195	1,116	+7.1%
November 2024	863	927	-6.9%
December 2024	587	561	+4.6%
January 2025	831	791	+5.1%
February 2025	702	796	-11.8%
March 2025	1,014	1,013	+0.1%
April 2025	1,258	1,174	+7.2%
May 2025	1,502	1,487	+1.0%
<b>June 2025</b>	<b>1,512</b>	<b>1,376</b>	<b>+9.9%</b>
12-Month Avg	1,120	1,097	+2.1%

## Historical New Listing Activity



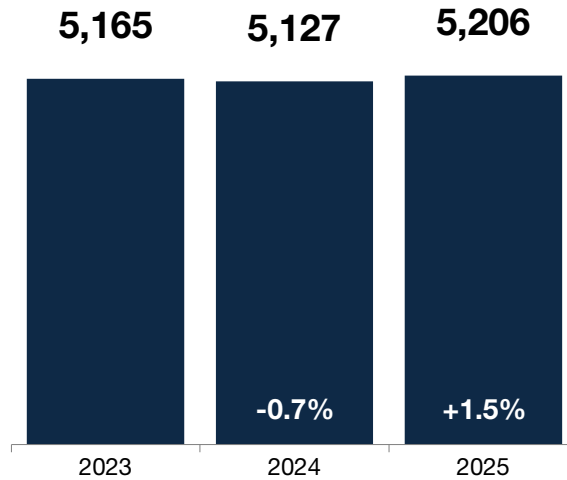
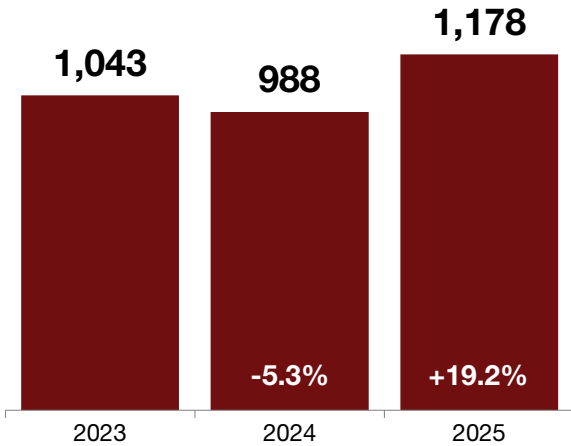
# Pending Sales

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



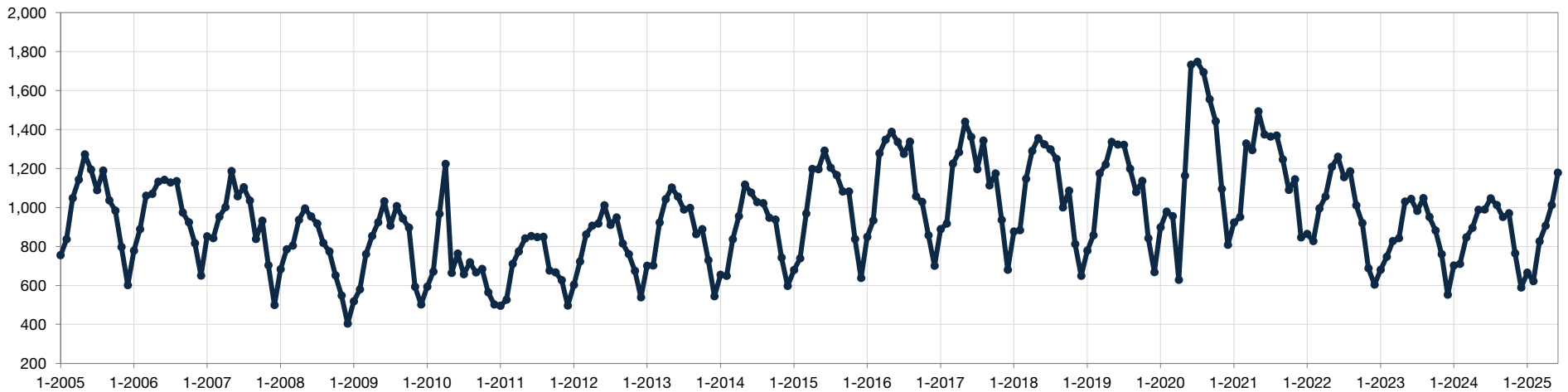
## June

## Year To Date



	Pending Sales	Prior Year	Percent Change
July 2024	1,046	982	+6.5%
August 2024	1,011	1,047	-3.4%
September 2024	950	951	-0.1%
October 2024	970	881	+10.1%
November 2024	764	760	+0.5%
December 2024	588	552	+6.5%
January 2025	665	701	-5.1%
February 2025	621	710	-12.5%
March 2025	825	846	-2.5%
April 2025	905	895	+1.1%
May 2025	1,012	987	+2.5%
<b>June 2025</b>	<b>1,178</b>	<b>988</b>	<b>+19.2%</b>
12-Month Avg	878	858	+2.3%

## Historical Pending Sales Activity

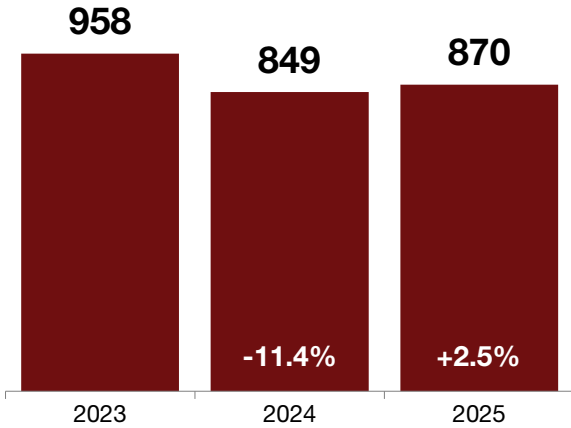


# Closed Sales

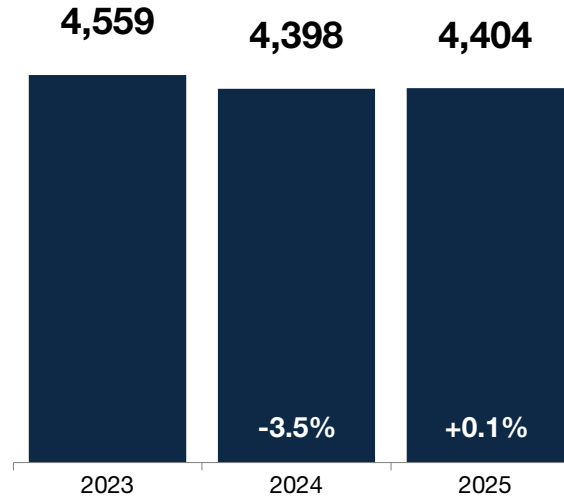
A count of the actual sales that have closed in a given month.



## June

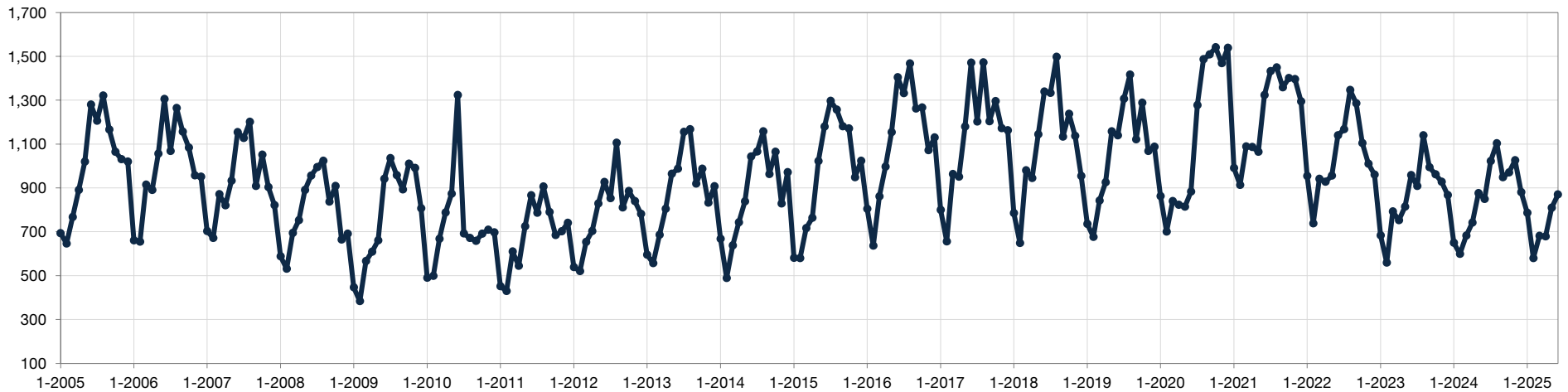


## Year To Date



Closed Sales	Prior Year	Percent Change	
July 2024	1,022	909	+12.4%
August 2024	1,103	1,139	-3.2%
September 2024	948	995	-4.7%
October 2024	970	962	+0.8%
November 2024	1,026	928	+10.6%
December 2024	881	867	+1.6%
January 2025	786	650	+20.9%
February 2025	579	599	-3.3%
March 2025	681	682	-0.1%
April 2025	679	742	-8.5%
May 2025	809	876	-7.6%
<b>June 2025</b>	<b>870</b>	<b>849</b>	<b>+2.5%</b>
12-Month Avg	863	850	+1.8%

## Historical Closed Sales Activity

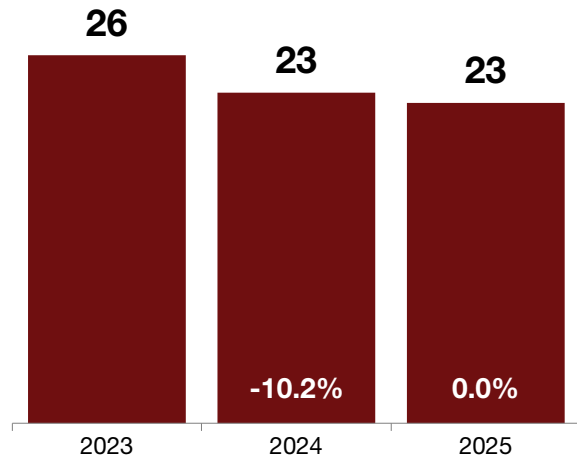


# Days on Market Until Sale

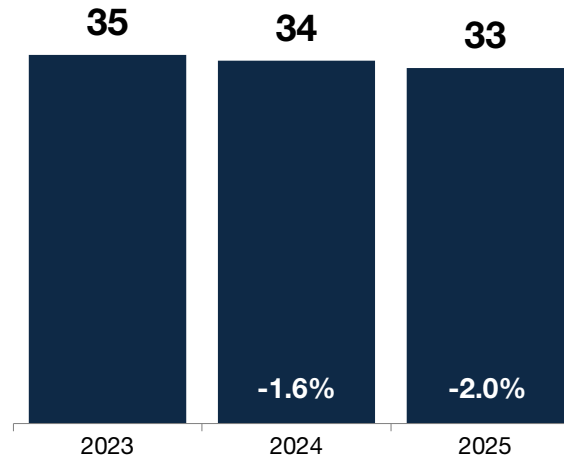
Average number of days between when a property is first listed and when an offer is accepted in a given month.



## June



## Year To Date



Month	Days on Market Until Sale	Prior Year	Percent Change
July 2024	26	23	+11.0%
August 2024	25	22	+13.0%
September 2024	27	24	+12.6%
October 2024	27	24	+14.1%
November 2024	30	26	+16.6%
December 2024	29	27	+10.2%
January 2025	36	34	+4.2%
February 2025	40	41	-4.0%
March 2025	39	39	-1.2%
April 2025	36	39	-5.9%
May 2025	31	31	-0.9%
<b>June 2025</b>	<b>23</b>	<b>23</b>	<b>0.0%</b>
12-Month Avg	30	28	+5.2%

## Historical Days on Market Until Sale



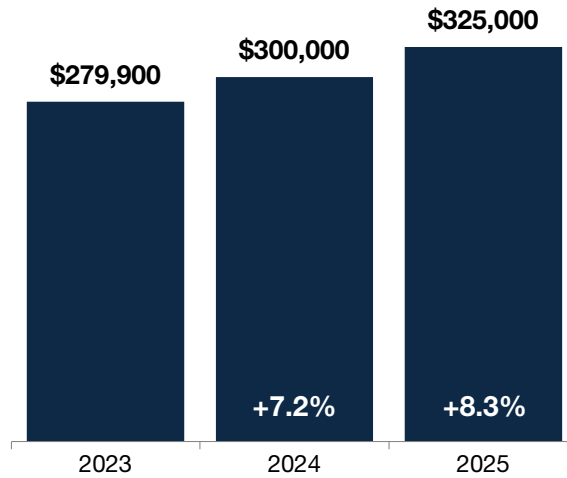
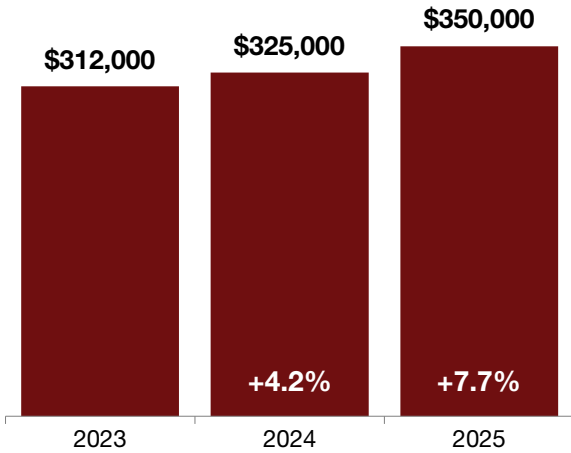
# Median Sales Price

Median price point for all closed sales, not accounting for seller concessions, in a given month. Does not account for seller concessions.



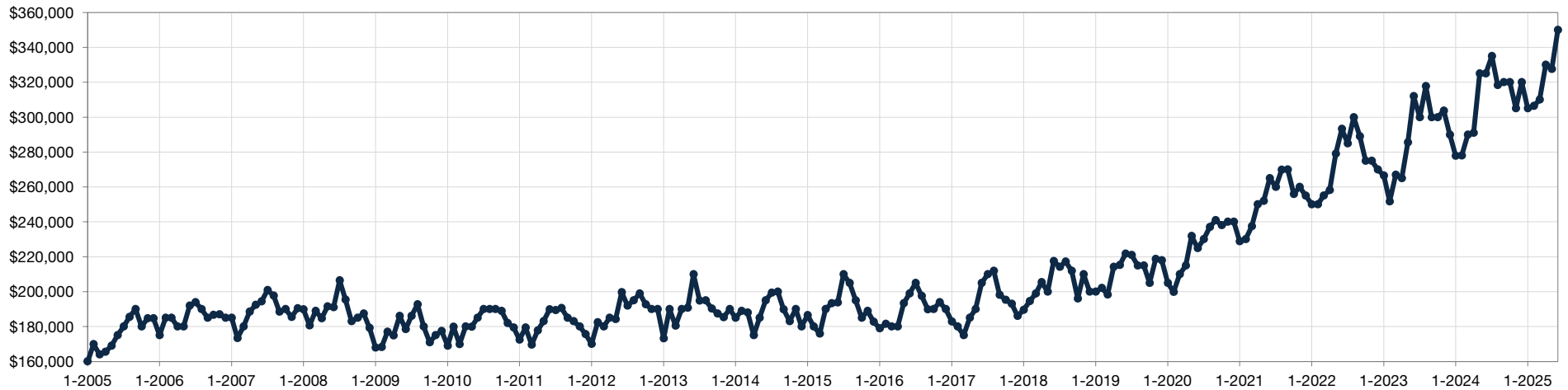
## June

## Year To Date



	Median Sales Price	Prior Year	Percent Change
July 2024	\$335,000	\$300,000	+11.7%
August 2024	\$318,450	\$317,750	+0.2%
September 2024	\$320,000	\$300,000	+6.7%
October 2024	\$320,000	\$300,000	+6.7%
November 2024	\$305,000	\$303,750	+0.4%
December 2024	\$320,000	\$290,000	+10.3%
January 2025	\$305,000	\$277,875	+9.8%
February 2025	\$306,500	\$278,000	+10.3%
March 2025	\$310,000	\$290,000	+6.9%
April 2025	\$330,000	\$291,000	+13.4%
May 2025	\$327,600	\$325,000	+0.8%
<b>June 2025</b>	<b>\$350,000</b>	<b>\$325,000</b>	<b>+7.7%</b>
12-Month Med	\$320,000	\$300,000	+6.7%

## Historical Median Sales Price



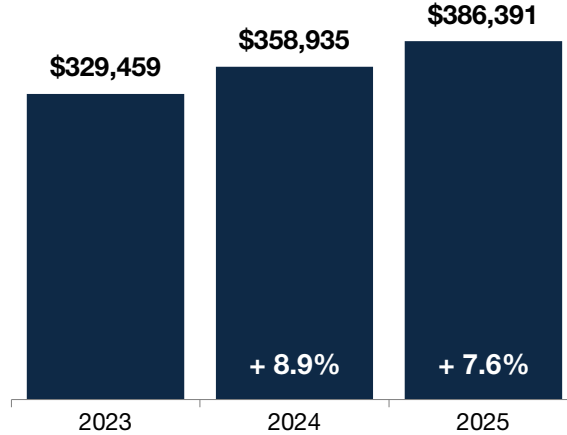
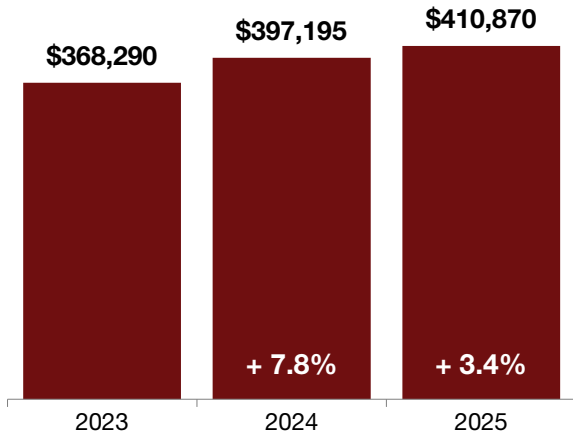
# Average Sales Price

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



## June

## Year To Date



	Average Sales Price	Prior Year	Percent Change
July 2024	\$380,993	\$368,539	+3.4%
August 2024	\$381,966	\$366,241	+4.3%
September 2024	\$392,010	\$380,364	+3.1%
October 2024	\$374,612	\$344,352	+8.8%
November 2024	\$372,582	\$365,055	+2.1%
December 2024	\$387,605	\$336,552	+15.2%
January 2025	\$385,149	\$326,956	+17.8%
February 2025	\$366,443	\$335,436	+9.2%
March 2025	\$365,768	\$332,800	+9.9%
April 2025	\$388,651	\$369,188	+5.3%
May 2025	\$391,042	\$373,204	+4.8%
<b>June 2025</b>	<b>\$410,870</b>	<b>\$397,195</b>	<b>+3.4%</b>
12-Month Avg	\$383,532	\$359,982	+6.5%

## Historical Average Sales Price



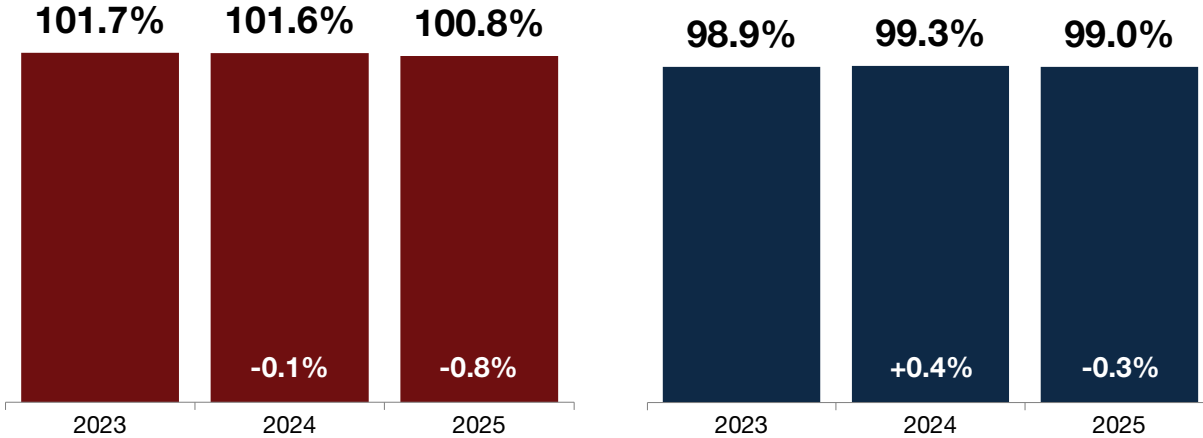
# Percent of Original List Price Received

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



## June

## Year To Date



	Pct. of Orig. List Price Rec'd	Prior Year	Percent Change
July 2024	101.0%	102.0%	-1.0%
August 2024	100.3%	101.6%	-1.3%
September 2024	99.2%	100.8%	-1.6%
October 2024	99.3%	100.1%	-0.8%
November 2024	98.0%	99.2%	-1.2%
December 2024	98.3%	98.3%	0.0%
January 2025	97.2%	97.9%	-0.7%
February 2025	97.1%	97.0%	+0.1%
March 2025	97.9%	98.3%	-0.4%
April 2025	98.9%	99.0%	-0.1%
May 2025	101.0%	100.7%	+0.3%
<b>June 2025</b>	<b>100.8%</b>	<b>101.6%</b>	<b>-0.8%</b>
12-Month Avg	99.2%	99.9%	-0.7%

## Historical Percent of Original List Price Received



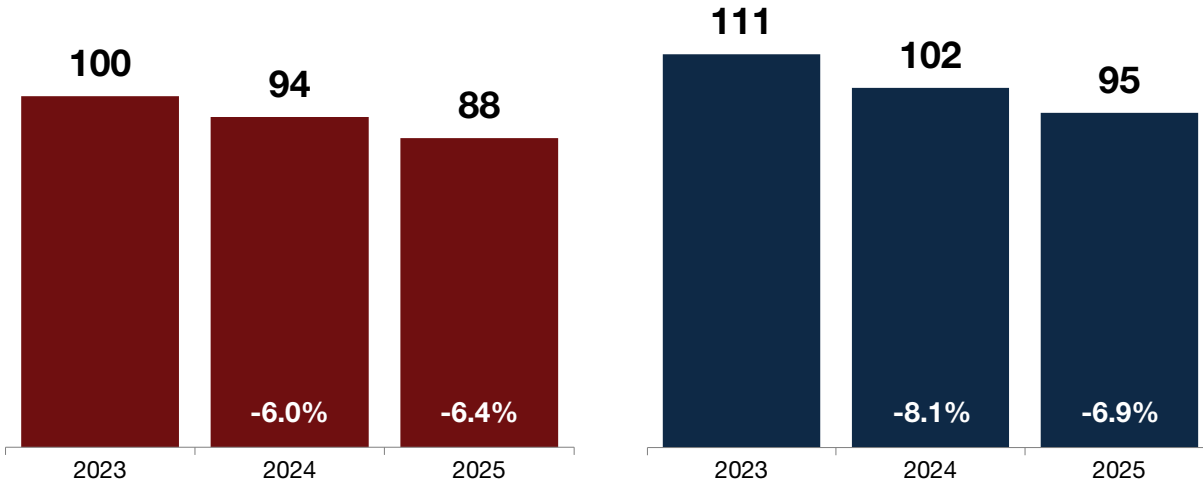
# Housing Affordability Index

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



## June

## Year To Date



	Housing Affordability Index	Prior Year	Percent Change
July 2024	92	102	-9.8%
August 2024	99	93	+6.5%
September 2024	102	98	+4.1%
October 2024	98	94	+4.3%
November 2024	100	97	+3.1%
December 2024	95	107	-11.2%
January 2025	99	111	-10.8%
February 2025	100	109	-8.3%
March 2025	100	105	-4.8%
April 2025	93	102	-8.8%
May 2025	93	92	+1.1%
<b>June 2025</b>	<b>88</b>	<b>94</b>	<b>-6.4%</b>
12-Month Avg	97	100	-3.0%

## Historical Housing Affordability Index

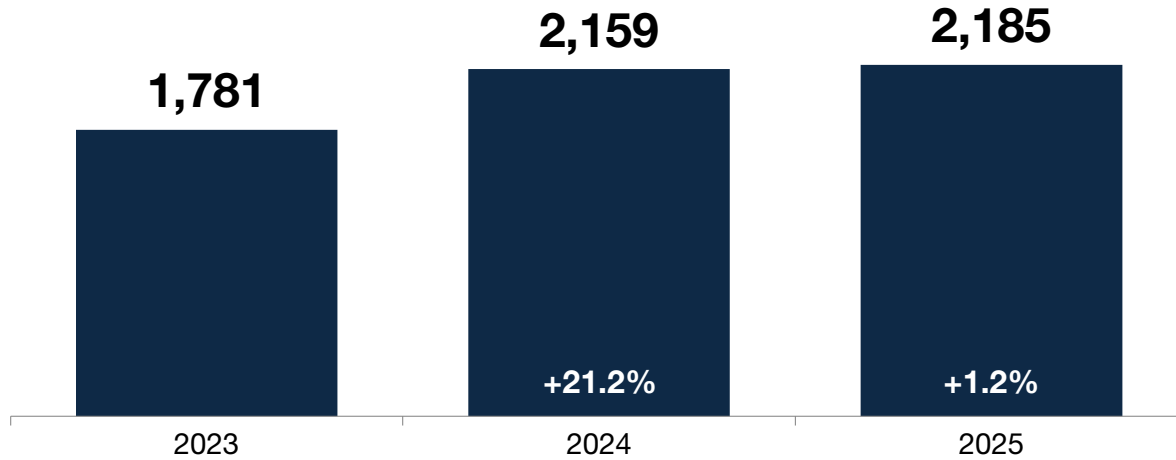


# Inventory of Homes for Sale

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

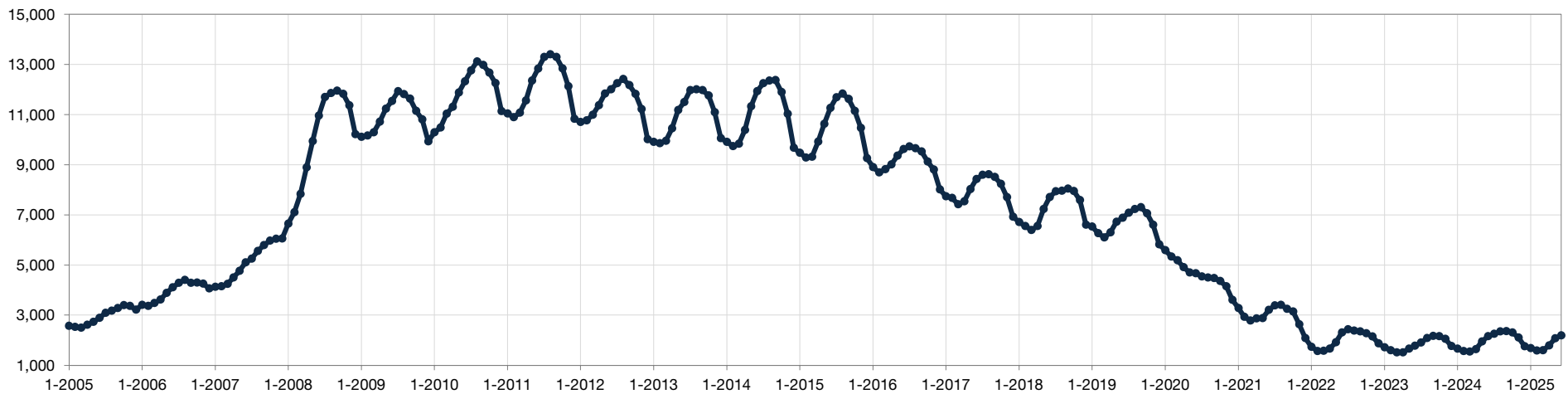


## June



Inventory of Homes for Sale	Prior Year	Percent Change
July 2024	1,904	+18.6%
August 2024	2,088	+12.3%
September 2024	2,169	+8.7%
October 2024	2,157	+7.1%
November 2024	2,050	+2.6%
December 2024	1,764	-0.2%
January 2025	1,656	+1.4%
February 2025	1,570	+1.4%
March 2025	1,541	+3.7%
April 2025	1,641	+8.7%
May 2025	1,943	+7.0%
<b>June 2025</b>	<b>2,185</b>	<b>+1.2%</b>
12-Month Avg	2,004	+6.0%

## Historical Inventory of Homes for Sale

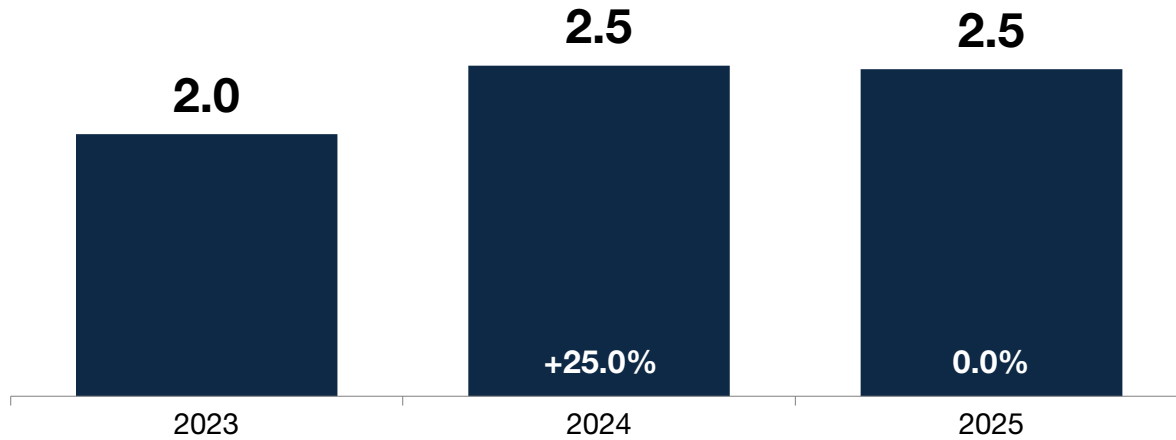


# Months Supply of Inventory

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.



## June



Month	Months Supply of Inventory	Prior Year	Percent Change
July 2024	2.6	2.2	+18.2%
August 2024	2.7	2.4	+12.5%
September 2024	2.7	2.5	+8.0%
October 2024	2.7	2.5	+8.0%
November 2024	2.4	2.4	0.0%
December 2024	2.0	2.0	0.0%
January 2025	1.9	1.9	0.0%
February 2025	1.8	1.8	0.0%
March 2025	1.9	1.8	+5.6%
April 2025	2.1	1.9	+10.5%
May 2025	2.4	2.3	+4.3%
<b>June 2025</b>	<b>2.5</b>	<b>2.5</b>	<b>0.0%</b>
12-Month Avg	2.3	2.2	+4.5%

## Historical Months Supply of Inventory

