

Monthly Indicators

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



July 2025

U.S. existing-home sales fell 2.7% from the previous month to a seasonally adjusted annual rate of 3.93 million, according to the National Association of REALTORS® (NAR). Sales were unchanged from one year earlier. Regionally, monthly sales declined in the Midwest, Northeast, and South but rose in the West. Year-over-year, sales decreased in the Northeast and West but increased in the South and Midwest.

New Listings in the Albany region increased 6.4 percent to 1,466. Pending Sales were up 9.7 percent to 1,150. Inventory levels rose 3.3 percent to 2,332 units.

Prices continued to gain traction. The Median Sales Price increased 6.0 percent to \$355,000. Days on Market was down 7.7 percent to 24 days. Buyers felt empowered as Months Supply of Inventory was up 3.8 percent to 2.7 months.

Nationally, the median existing-home sales price rose 2.0% year-over-year to \$435,300, a new monthly high and the 24th consecutive month of annual price gains, according to NAR. Slower sales activity has contributed to rising inventory this year, with 1.53 million properties listed for sale heading into July, a 15.9% increase from the same time last year and equivalent to a 4.7-month supply at the current sales pace.

Quick Facts

- 3.6%

+ 6.0%

+ 3.3%

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.



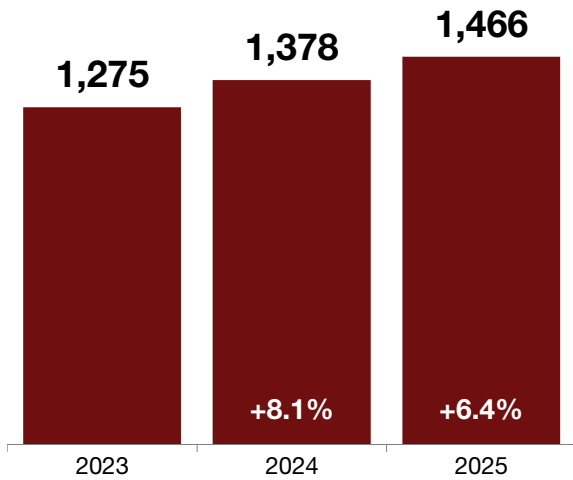
Key Metrics	Historical Sparklines	7-2024	7-2025	+ / -	YTD 2024	YTD 2025	+ / -
New Listings		1,378	1,466	+ 6.4%	8,018	8,320	+ 3.8%
Pending Sales		1,048	1,150	+ 9.7%	6,179	6,271	+ 1.5%
Closed Sales		1,022	985	- 3.6%	5,420	5,434	+ 0.3%
Days on Market Until Sale		26	24	- 7.7%	33	32	- 2.6%
Median Sales Price		\$335,000	\$355,000	+ 6.0%	\$306,000	\$326,500	+ 6.7%
Average Sales Price		\$380,993	\$418,983	+ 10.0%	\$363,098	\$391,580	+ 7.8%
Percent of Original List Price Received		101.0%	100.5%	- 0.5%	99.6%	99.2%	- 0.4%
Housing Affordability Index		92	87	- 5.4%	100	94	- 6.0%
Inventory of Homes for Sale		2,258	2,332	+ 3.3%	--	--	--
Months Supply of Homes for Sale		2.6	2.7	+ 3.8%	--	--	--

New Listings

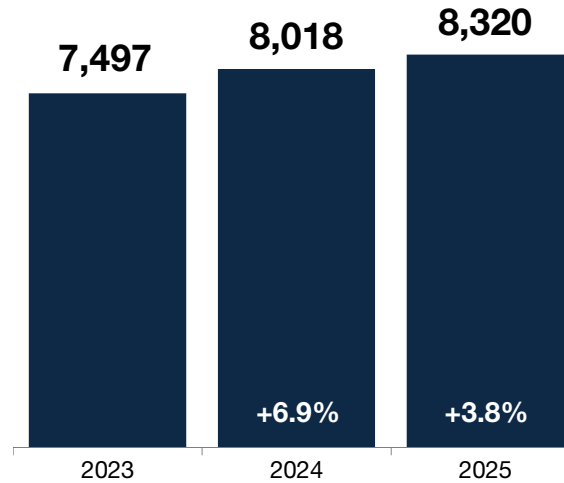
A count of the properties that have been newly listed on the market in a given month.



July

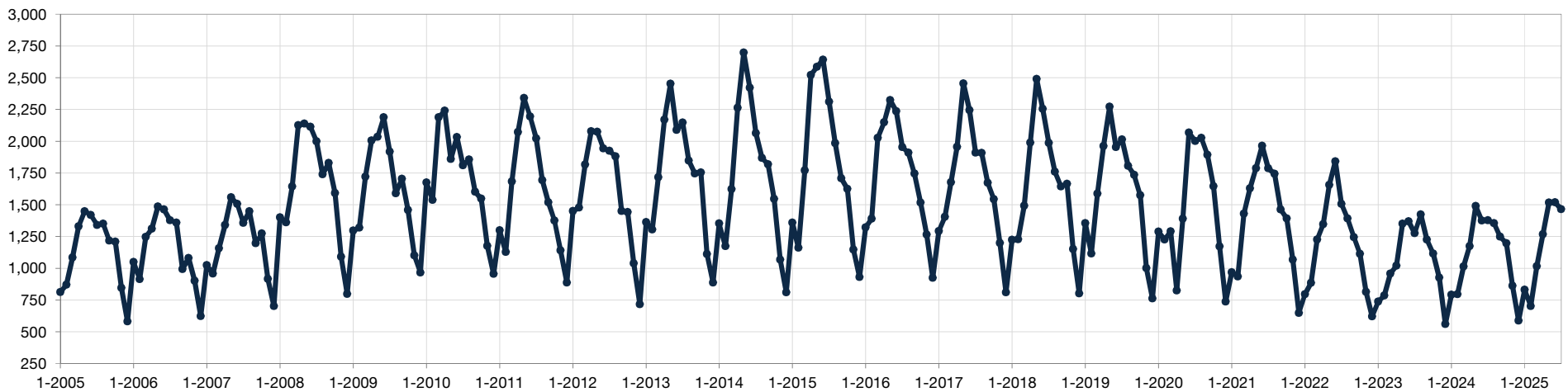


Year To Date



New Listings		Prior Year	Percent Change
August 2024	1,354	1,423	-4.8%
September 2024	1,248	1,227	+1.7%
October 2024	1,196	1,116	+7.2%
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	1,015	1,013	+0.2%
April 2025	1,268	1,175	+7.9%
May 2025	1,518	1,489	+1.9%
June 2025	1,520	1,376	+10.5%
July 2025	1,466	1,378	+6.4%
12-Month Avg	1,131	1,106	+2.2%

Historical New Listing Activity



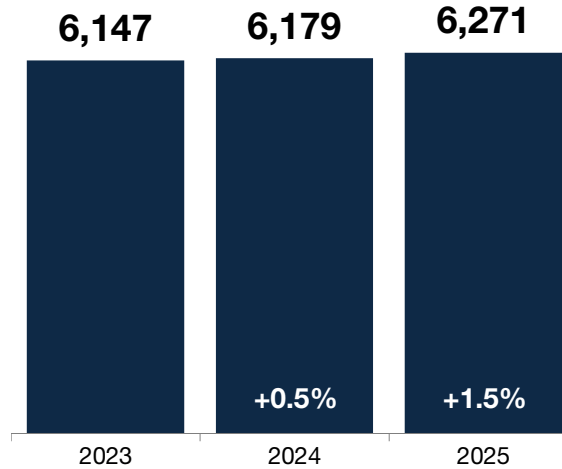
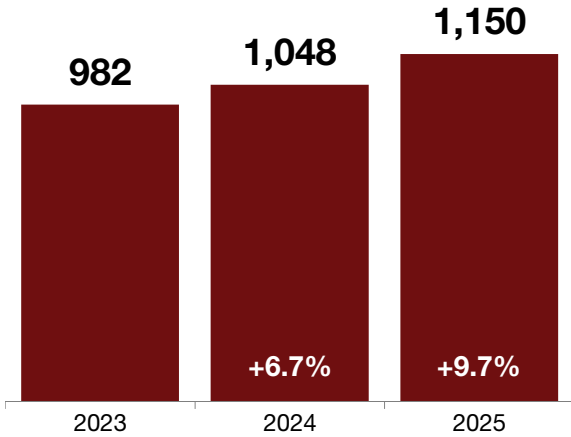
Pending Sales

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



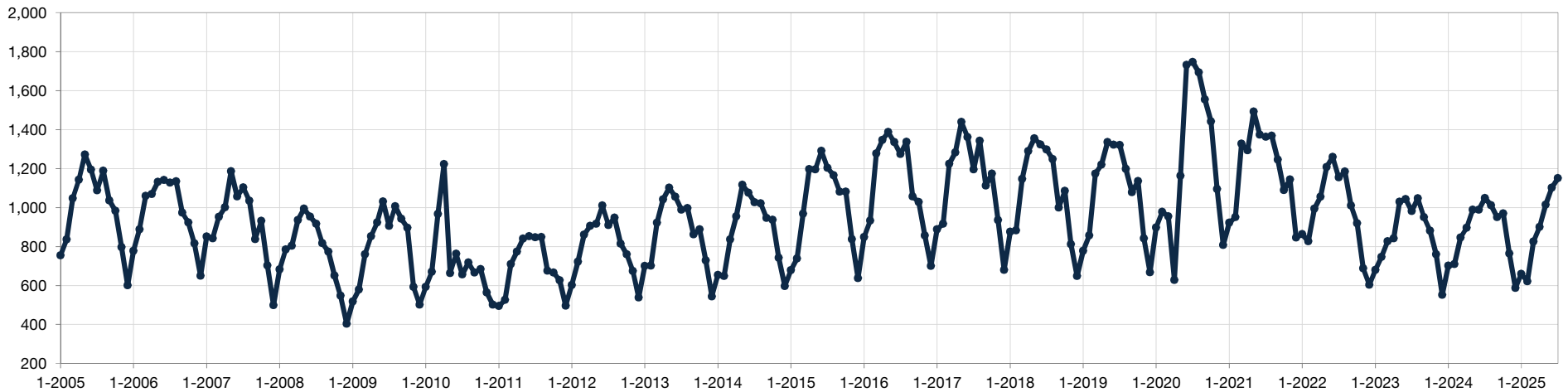
July

Year To Date



	Pending Sales	Prior Year	Percent Change
August 2024	1,012	1,047	-3.3%
September 2024	951	950	+0.1%
October 2024	970	881	+10.1%
November 2024	764	760	+0.5%
December 2024	587	552	+6.3%
January 2025	659	701	-6.0%
February 2025	621	710	-12.5%
March 2025	825	846	-2.5%
April 2025	900	896	+0.4%
May 2025	1,014	989	+2.5%
June 2025	1,102	989	+11.4%
July 2025	1,150	1,048	+9.7%
12-Month Avg	880	864	+1.8%

Historical Pending Sales Activity

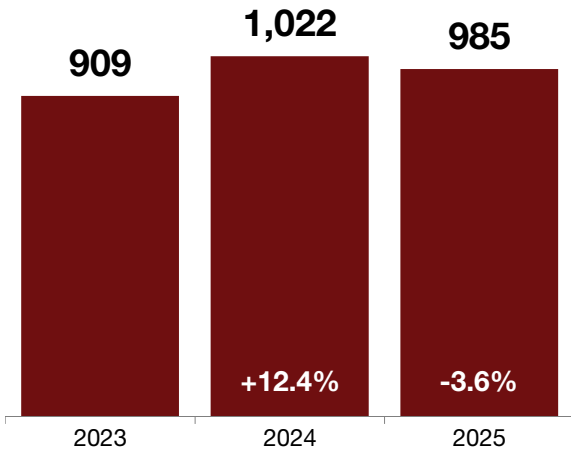


Closed Sales

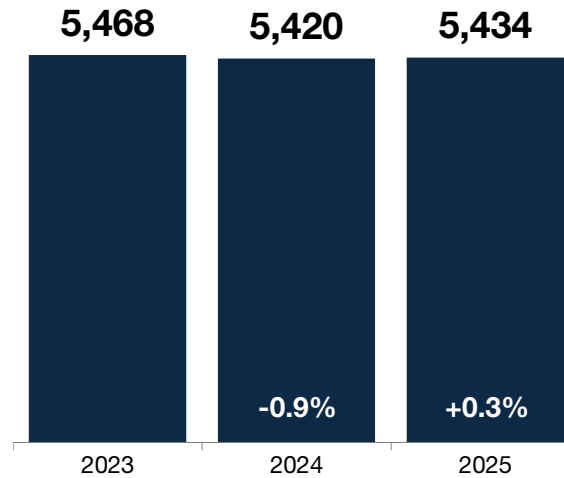
A count of the actual sales that have closed in a given month.



July

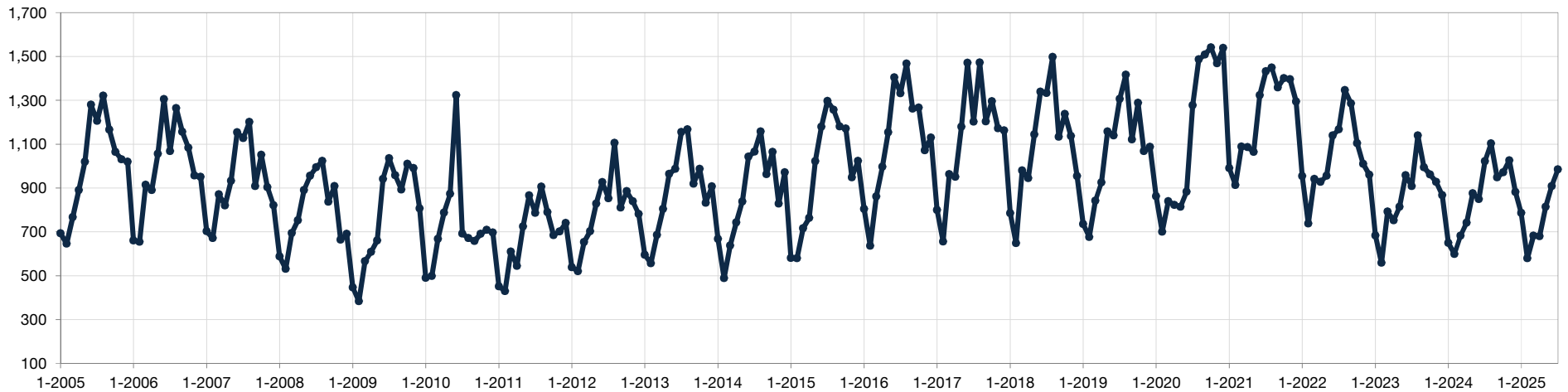


Year To Date



Closed Sales	Prior Year	Percent Change
August 2024	1,103	-3.2%
September 2024	948	-4.7%
October 2024	971	+0.9%
November 2024	1,026	+10.6%
December 2024	882	+1.7%
January 2025	786	+20.9%
February 2025	579	-3.3%
March 2025	682	0.0%
April 2025	680	-8.4%
May 2025	814	-7.1%
June 2025	908	+6.9%
July 2025	985	-3.6%
12-Month Avg	864	+0.9%

Historical Closed Sales Activity



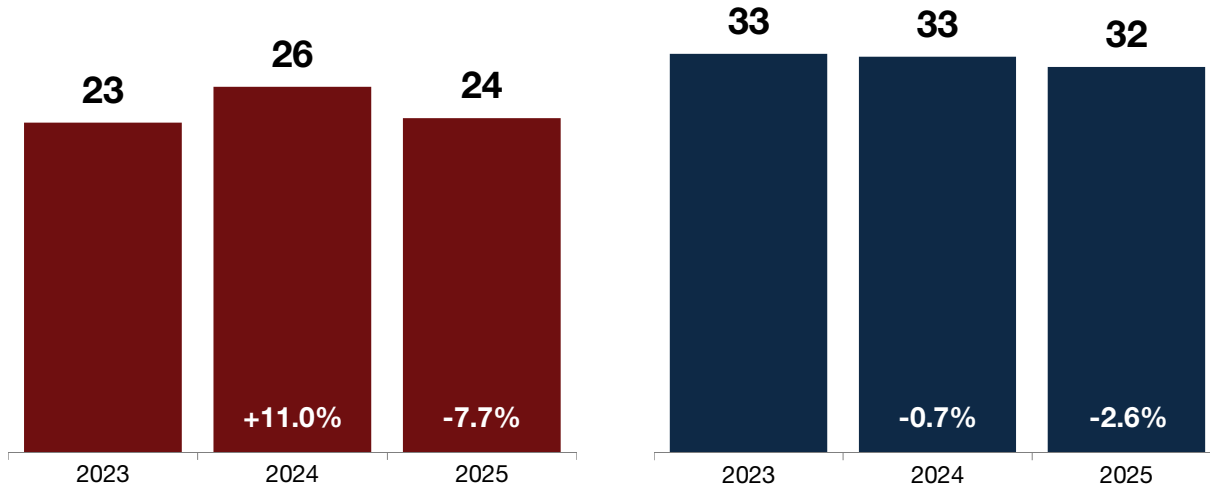
Days on Market Until Sale

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



July

Year To Date



Days on Market Until Sale	Prior Year	Percent Change
August 2024	25	22 +13.0%
September 2024	27	24 +12.6%
October 2024	27	24 +14.2%
November 2024	30	26 +16.6%
December 2024	30	27 +10.7%
January 2025	36	34 +4.2%
February 2025	40	41 -4.0%
March 2025	39	39 -0.9%
April 2025	36	39 -6.0%
May 2025	31	31 -1.0%
June 2025	24	23 +0.6%
July 2025	24	26 -7.7%
12-Month Avg	30	29 +4.0%

Historical Days on Market Until Sale



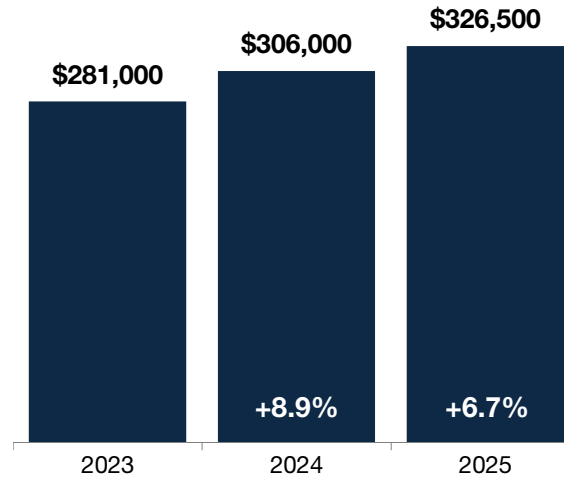
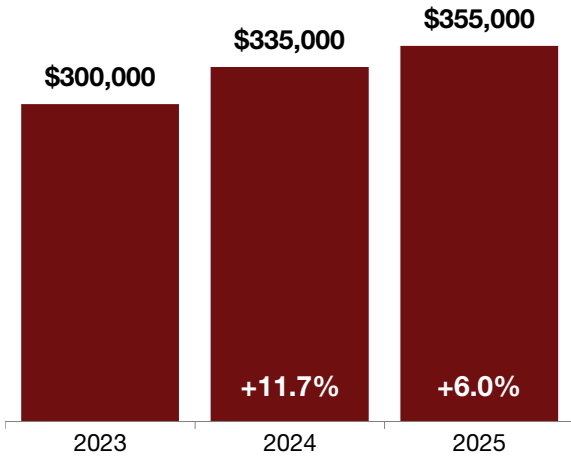
Median Sales Price

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



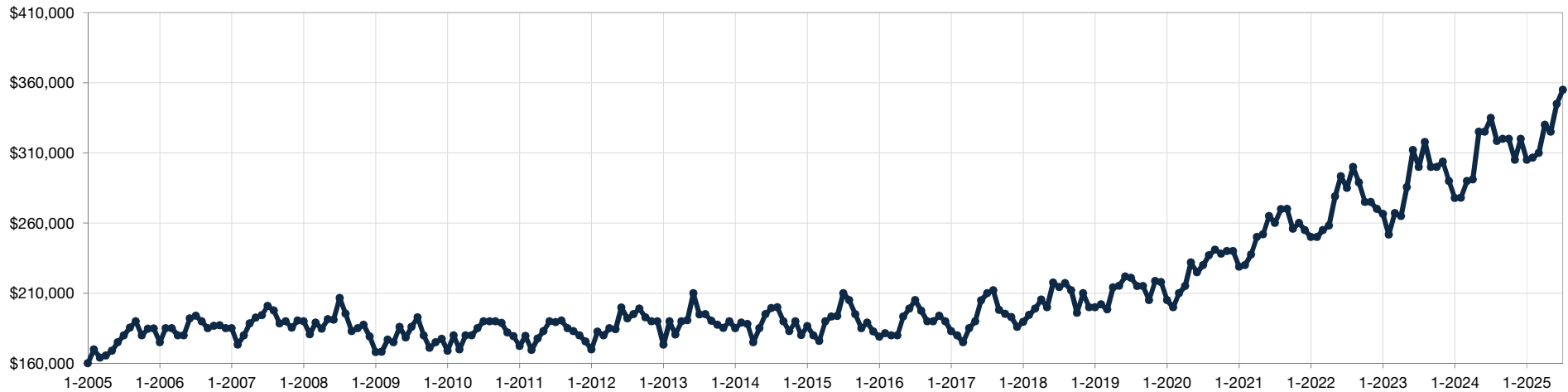
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Year To Date



	Median Sales Price	Prior Year	Percent Change
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	\$319,950	\$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	\$325,000	\$325,000	0.0%
June 2025	\$345,000	\$325,000	+6.2%
July 2025	\$355,000	\$335,000	+6.0%
12-Month Med	\$322,400	\$303,000	+6.4%

Historical Median Sales Price



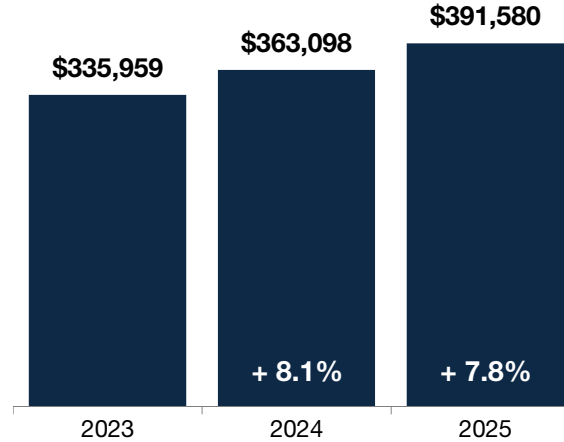
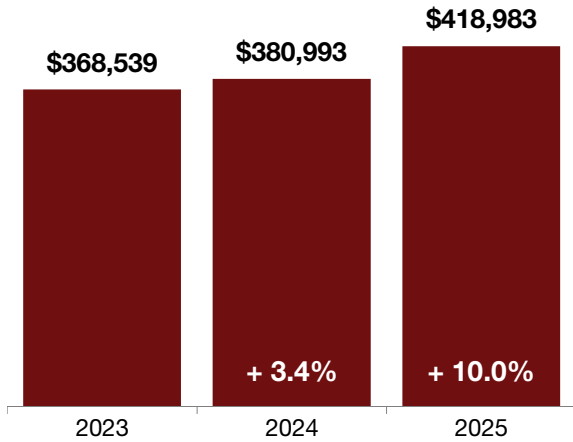
Average Sales Price

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



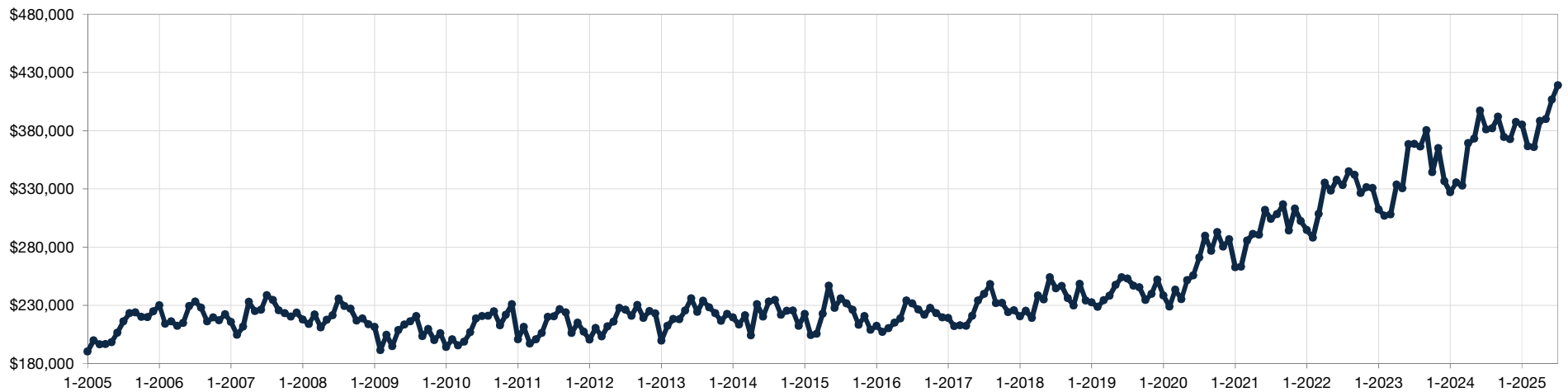
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Year To Date



	Average Sales Price	Prior Year	Percent Change
August 2024	\$381,966	\$366,241	+4.3%
September 2024	\$392,023	\$380,364	+3.1%
October 2024	\$374,523	\$344,352	+8.8%
November 2024	\$372,582	\$365,055	+2.1%
December 2024	\$387,449	\$336,552	+15.1%
January 2025	\$385,149	\$326,956	+17.8%
February 2025	\$366,443	\$335,436	+9.2%
March 2025	\$365,961	\$332,800	+10.0%
April 2025	\$388,240	\$369,188	+5.2%
May 2025	\$389,983	\$373,204	+4.5%
June 2025	\$406,670	\$397,195	+2.4%
July 2025	\$418,983	\$380,993	+10.0%
12-Month Avg	\$386,767	\$361,312	+7.0%

Historical Average Sales Price



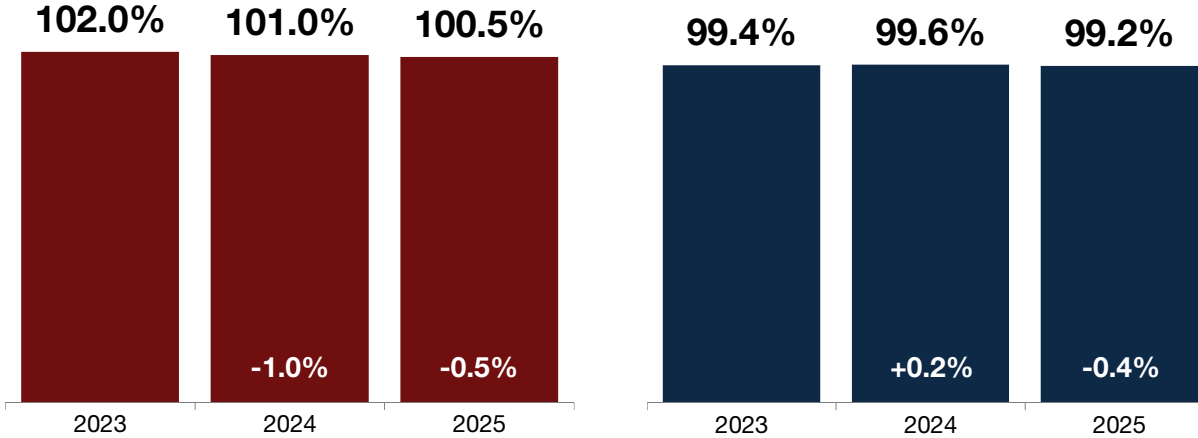
Percent of Original List Price Received

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.



July

Year To Date



	Pct. of Orig. List Price Rec'd	Prior Year	Percent Change
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%
June 2025	100.7%	101.6%	-0.9%
July 2025	100.5%	101.0%	-0.5%
12-Month Avg	99.2%	99.9%	-0.7%

Historical Percent of Original List Price Received

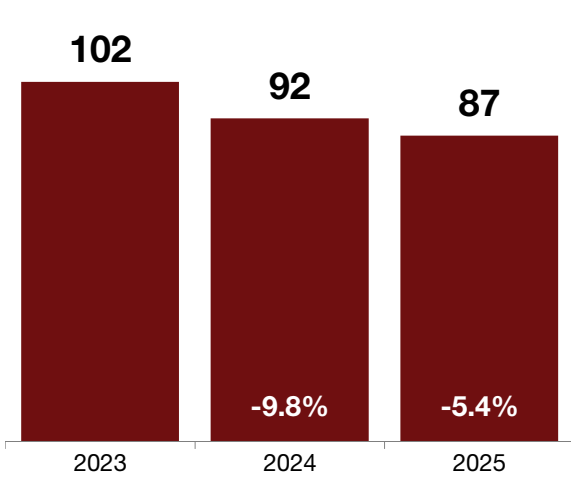


Housing Affordability Index

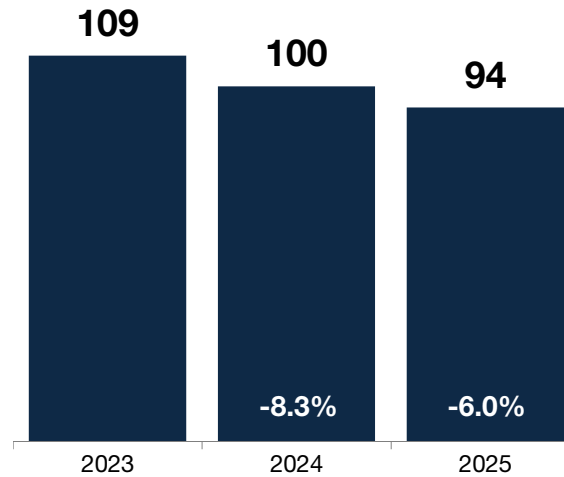
This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



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Year To Date



	Housing Affordability Index	Prior Year	Percent Change
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	94	92	+2.2%
June 2025	89	94	-5.3%
July 2025	87	92	-5.4%
12-Month Avg	96	100	-4.0%

Historical Housing Affordability Index

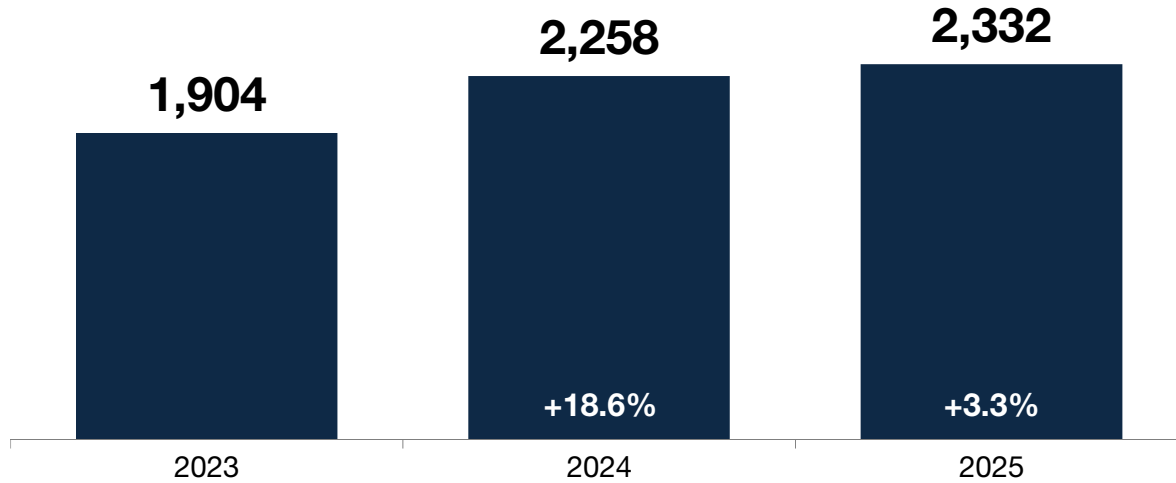


Inventory of Homes for Sale

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

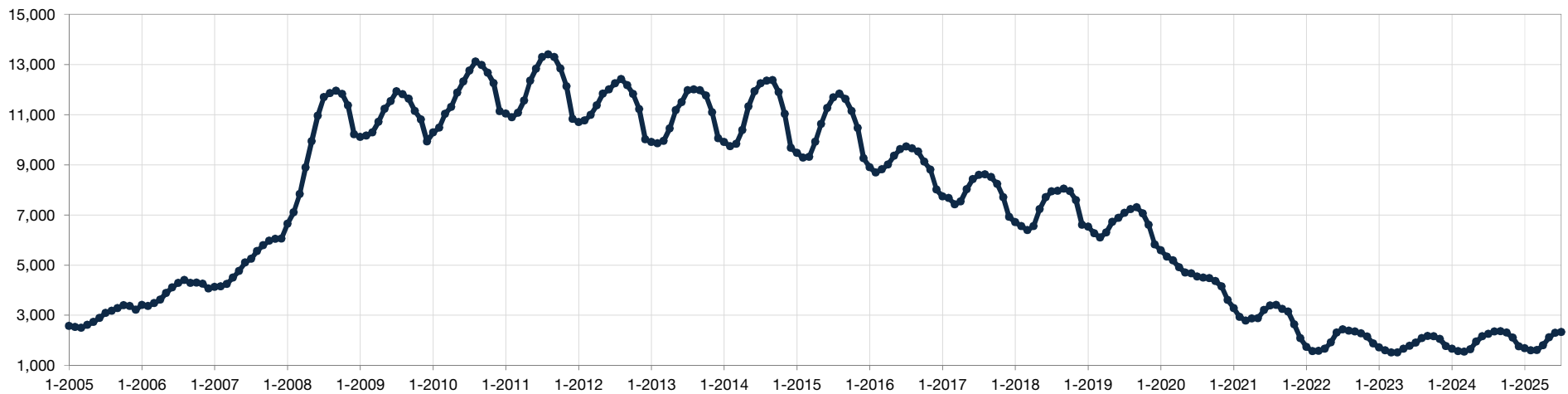


July



Inventory of Homes for Sale	Prior Year	Percent Change
August 2024	2,344	2,088 +12.3%
September 2024	2,357	2,170 +8.6%
October 2024	2,311	2,158 +7.1%
November 2024	2,103	2,051 +2.5%
December 2024	1,761	1,765 -0.2%
January 2025	1,685	1,657 +1.7%
February 2025	1,598	1,571 +1.7%
March 2025	1,605	1,542 +4.1%
April 2025	1,803	1,642 +9.8%
May 2025	2,112	1,944 +8.6%
June 2025	2,301	2,159 +6.6%
July 2025	2,332	2,258 +3.3%
12-Month Avg	2,026	1,917 +5.5%

Historical Inventory of Homes for Sale

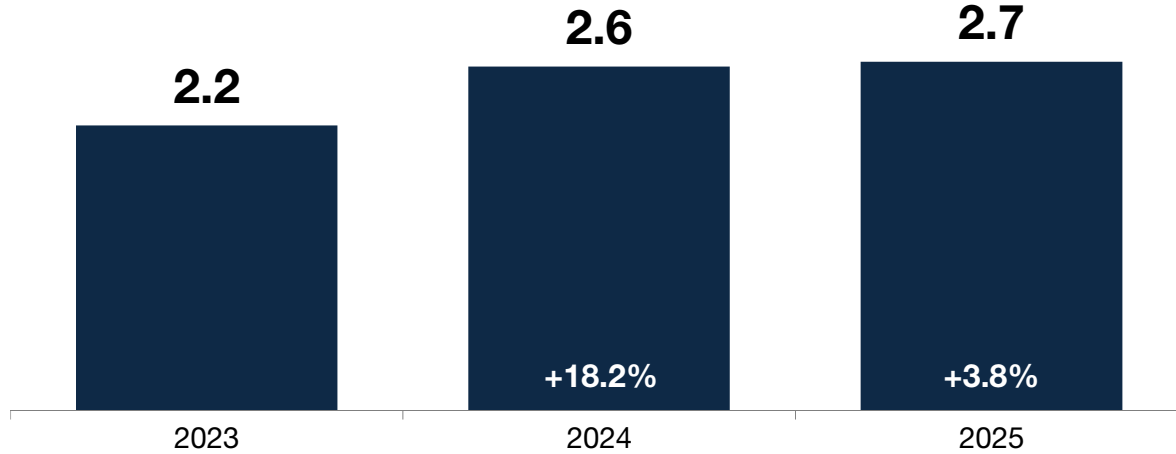


Months Supply of Inventory

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.



July



Month	Months Supply of Inventory	Prior Year	Percent Change
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	1.9	1.8	+5.6%
March 2025	1.9	1.8	+5.6%
April 2025	2.1	1.9	+10.5%
May 2025	2.5	2.3	+8.7%
June 2025	2.6	2.5	+4.0%
July 2025	2.7	2.6	+3.8%
12-Month Avg	2.3	2.2	+4.5%

Historical Months Supply of Inventory

