

Monthly Indicators

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



August 2025

U.S. existing-home sales rose 2.0% month-over-month and 0.8% year-over-year to a seasonally adjusted annual rate of 4.01 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast a rate of 3.92 million units. Regionally, sales increased on a monthly basis in the West, South, and Northeast, but declined in the Midwest.

New Listings in the Albany region increased 0.1 percent to 1,356. Pending Sales were up 13.5 percent to 1,149. Inventory levels rose 1.8 percent to 2,387 units.

Prices continued to gain traction. The Median Sales Price increased 13.0 percent to \$360,000. Days on Market was up 4.0 percent to 26 days. Absorption rates were even with last year as Months Supply of Inventory remained flat at 2.7 months.

Nationally, 1.55 million units were listed for sale heading into August, up 0.6% from the previous month and 15.7% higher than the same time last year, representing a 4.6-month supply at the current sales pace, according to NAR. Inventory is now at its highest level since May 2020, a shift that has helped slow price growth in many markets. As a result, the national median existing-home sales price edged up just 0.2% year-over-year to \$422,400.

Quick Facts

- 5.1%

+ 13.0%

+ 1.8%

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.

Market Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days On Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12

Market Overview

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



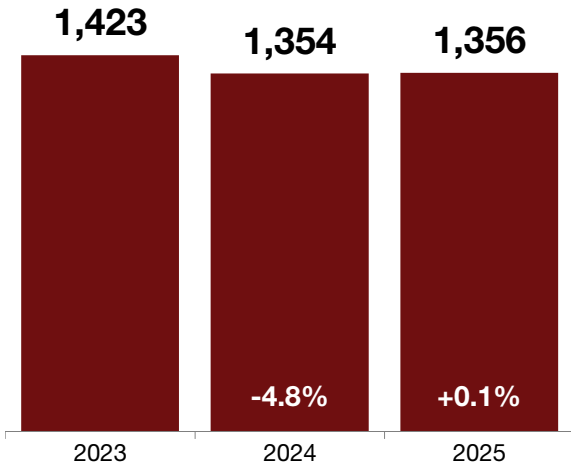
Key Metrics	Historical Sparklines	8-2024	8-2025	+ / -	YTD 2024	YTD 2025	+ / -
New Listings		1,354	1,356	+ 0.1%	9,371	9,727	+ 3.8%
Pending Sales		1,012	1,149	+ 13.5%	7,189	7,382	+ 2.7%
Closed Sales		1,103	1,047	- 5.1%	6,523	6,536	+ 0.2%
Days on Market Until Sale		25	26	+ 4.0%	31	31	- 1.8%
Median Sales Price		\$318,450	\$360,000	+ 13.0%	\$310,000	\$330,000	+ 6.5%
Average Sales Price		\$381,966	\$424,464	+ 11.1%	\$366,289	\$396,668	+ 8.3%
Percent of Original List Price Received		100.3%	99.9%	- 0.4%	99.7%	99.3%	- 0.4%
Housing Affordability Index		99	87	- 12.1%	102	95	- 6.9%
Inventory of Homes for Sale		2,345	2,387	+ 1.8%	--	--	--
Months Supply of Homes for Sale		2.7	2.7	0.0%	--	--	--

New Listings

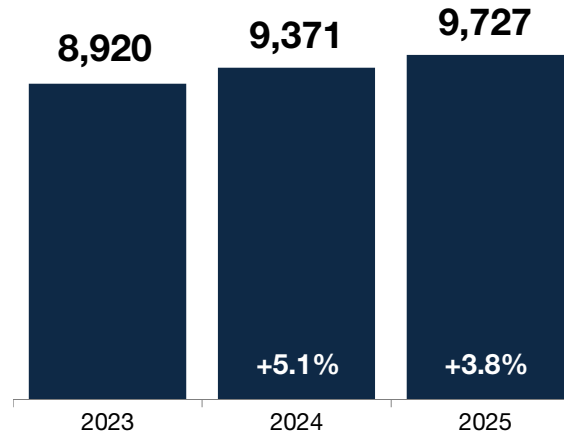
A count of the properties that have been newly listed on the market in a given month.



August

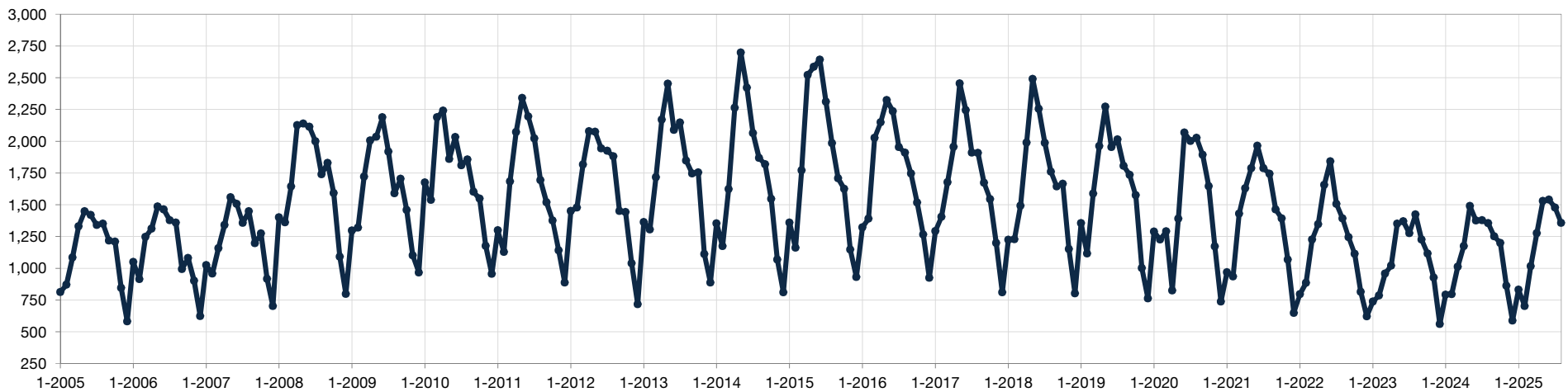


Year To Date



	New Listings	Prior Year	Percent Change
September 2024	1,250	1,227	+1.9%
October 2024	1,199	1,116	+7.4%
November 2024	863	927	-6.9%
December 2024	587	561	+4.6%
January 2025	832	791	+5.2%
February 2025	702	796	-11.8%
March 2025	1,015	1,012	+0.3%
April 2025	1,275	1,175	+8.5%
May 2025	1,530	1,489	+2.8%
June 2025	1,540	1,376	+11.9%
July 2025	1,477	1,378	+7.2%
August 2025	1,356	1,354	+0.1%
12-Month Avg	1,136	1,100	+3.2%

Historical New Listing Activity

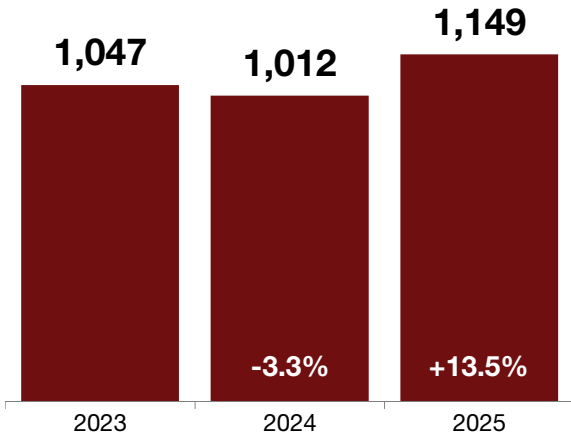


Pending Sales

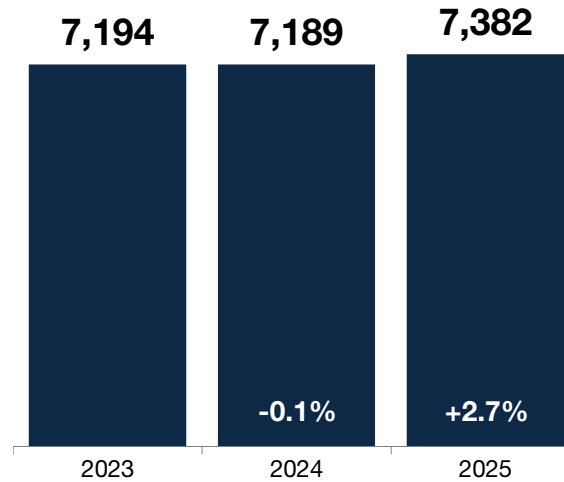
A count of the properties on which contracts have been accepted in a given month.



August

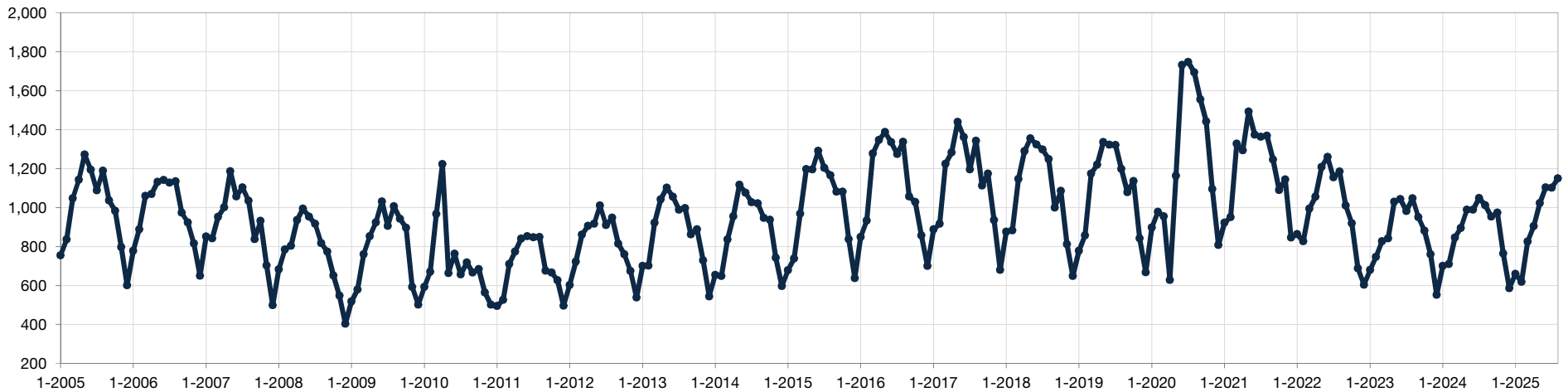


Year To Date



	Pending Sales	Prior Year	Percent Change
September 2024	953	950	+0.3%
October 2024	973	881	+10.4%
November 2024	764	760	+0.5%
December 2024	586	552	+6.2%
January 2025	659	700	-5.9%
February 2025	619	710	-12.8%
March 2025	825	846	-2.5%
April 2025	904	895	+1.0%
May 2025	1,022	989	+3.3%
June 2025	1,103	989	+11.5%
July 2025	1,101	1,048	+5.1%
August 2025	1,149	1,012	+13.5%
12-Month Avg	888	861	+3.2%

Historical Pending Sales Activity

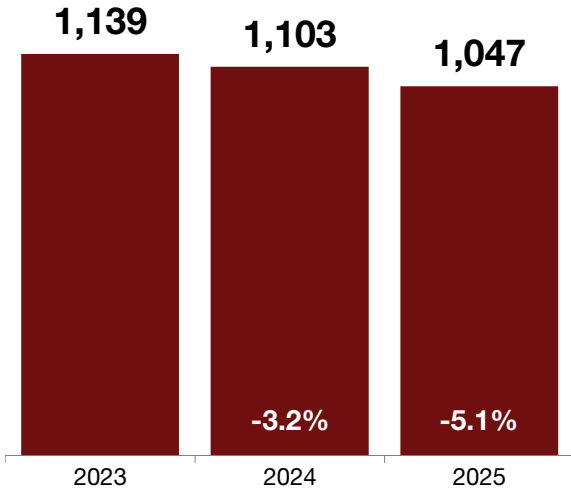


Closed Sales

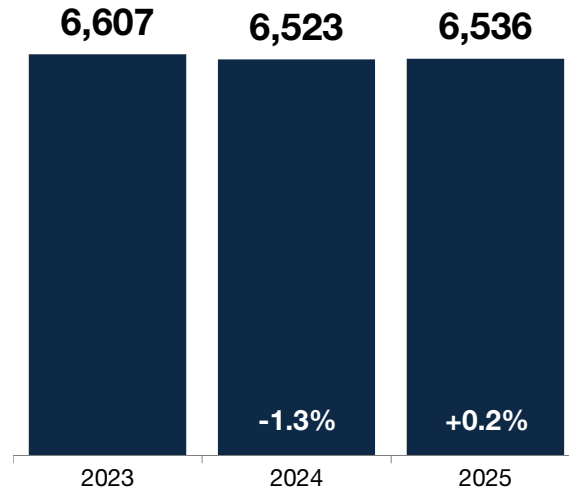
A count of the actual sales that have closed in a given month.



August

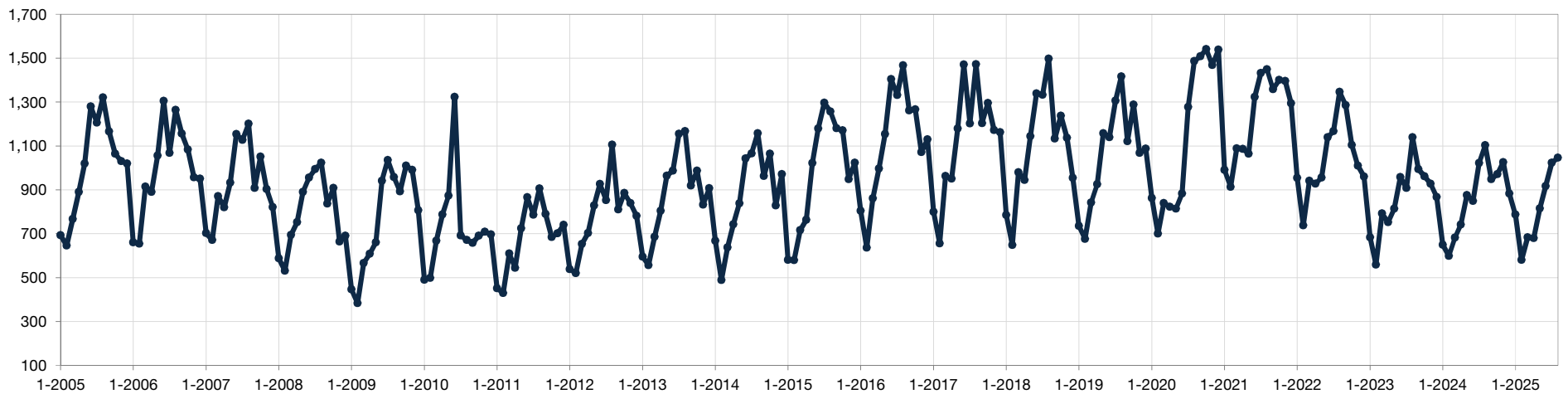


Year To Date



	Closed Sales	Prior Year	Percent Change
September 2024	948	995	-4.7%
October 2024	972	962	+1.0%
November 2024	1,026	928	+10.6%
December 2024	883	867	+1.8%
January 2025	787	650	+21.1%
February 2025	581	599	-3.0%
March 2025	684	682	+0.3%
April 2025	680	742	-8.4%
May 2025	816	876	-6.8%
June 2025	917	849	+8.0%
July 2025	1,024	1,022	+0.2%
August 2025	1,047	1,103	-5.1%
12-Month Avg	864	856	+1.3%

Historical Closed Sales Activity



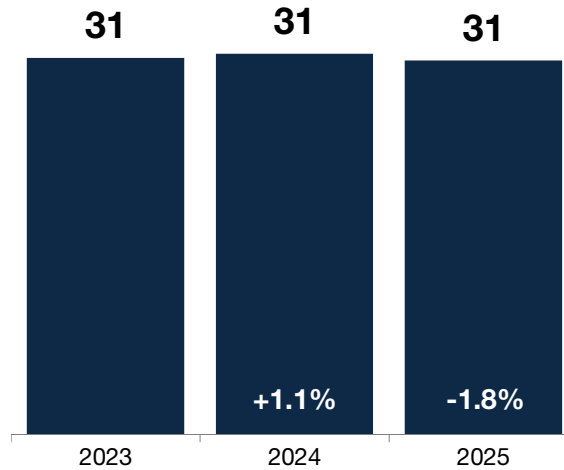
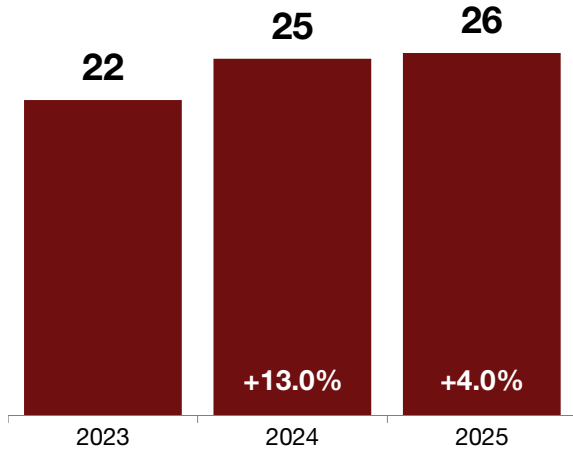
Days on Market Until Sale

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



August

Year To Date



Month	Days on Market Until Sale	Prior Year	Percent Change
September 2024	27	24	+12.6%
October 2024	27	24	+14.1%
November 2024	30	26	+16.6%
December 2024	30	27	+10.7%
January 2025	36	34	+4.1%
February 2025	40	41	-4.1%
March 2025	39	39	-0.3%
April 2025	36	39	-6.0%
May 2025	31	31	-0.8%
June 2025	23	23	-0.3%
July 2025	24	26	-6.8%
August 2025	26	25	+4.0%
12-Month Avg	30	29	+3.1%

Historical Days on Market Until Sale



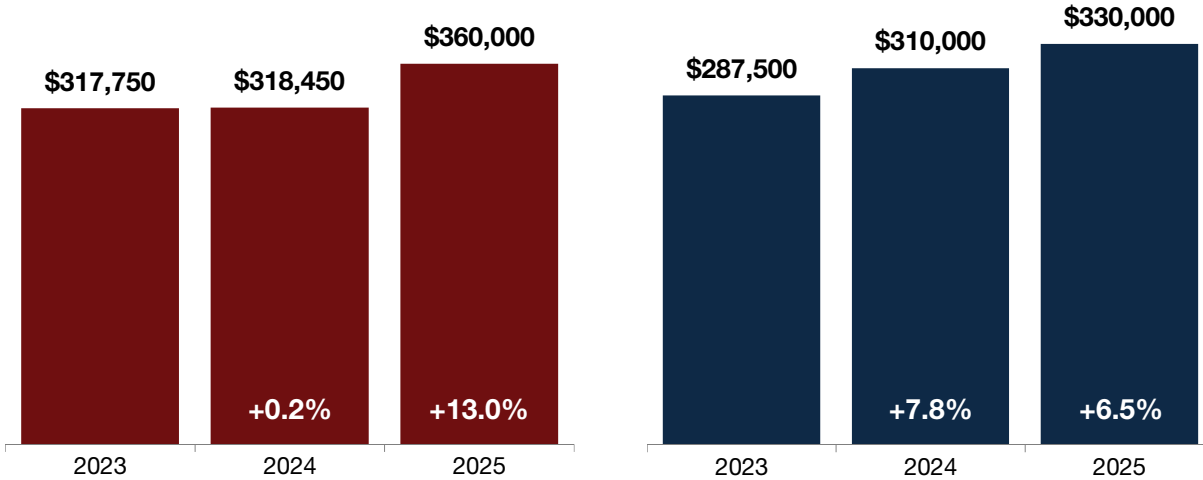
Median Sales Price

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



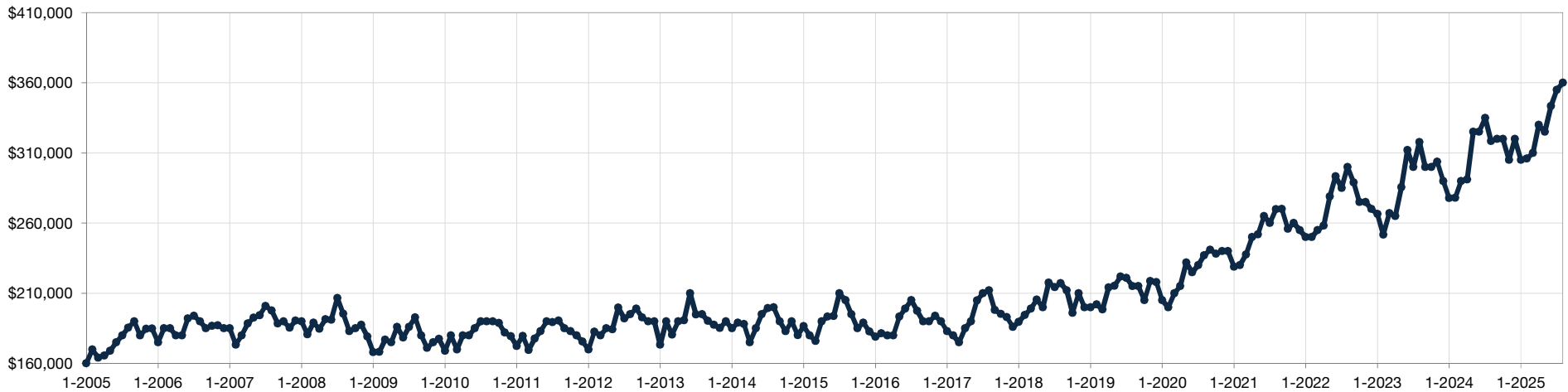
August

Year To Date



	Median Sales Price	Prior Year	Percent Change
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	\$306,000	\$278,000	+10.1%
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	\$343,500	\$325,000	+5.7%
July 2025	\$355,000	\$335,000	+6.0%
August 2025	\$360,000	\$318,450	+13.0%
12-Month Med	\$325,000	\$305,000	+6.6%

Historical Median Sales Price



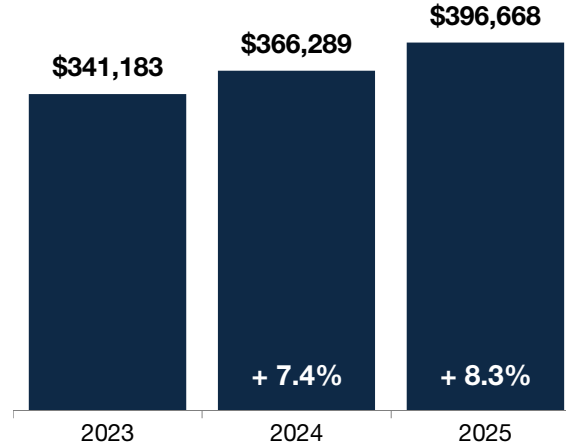
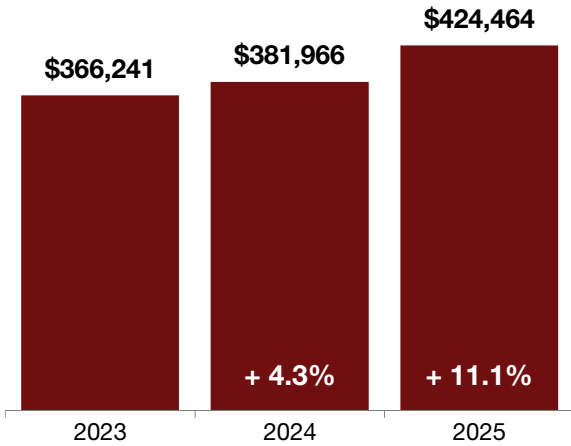
Average Sales Price

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



August

Year To Date



	Average Sales Price	Prior Year	Percent Change
September 2024	\$392,023	\$380,364	+3.1%
October 2024	\$374,267	\$344,352	+8.7%
November 2024	\$372,582	\$365,055	+2.1%
December 2024	\$387,453	\$336,552	+15.1%
January 2025	\$385,168	\$326,956	+17.8%
February 2025	\$365,856	\$335,436	+9.1%
March 2025	\$365,856	\$332,800	+9.9%
April 2025	\$388,259	\$369,188	+5.2%
May 2025	\$389,726	\$373,204	+4.4%
June 2025	\$406,390	\$397,195	+2.3%
July 2025	\$417,591	\$380,993	+9.6%
August 2025	\$424,464	\$381,966	+11.1%
12-Month Avg	\$390,975	\$362,983	+7.7%

Historical Average Sales Price



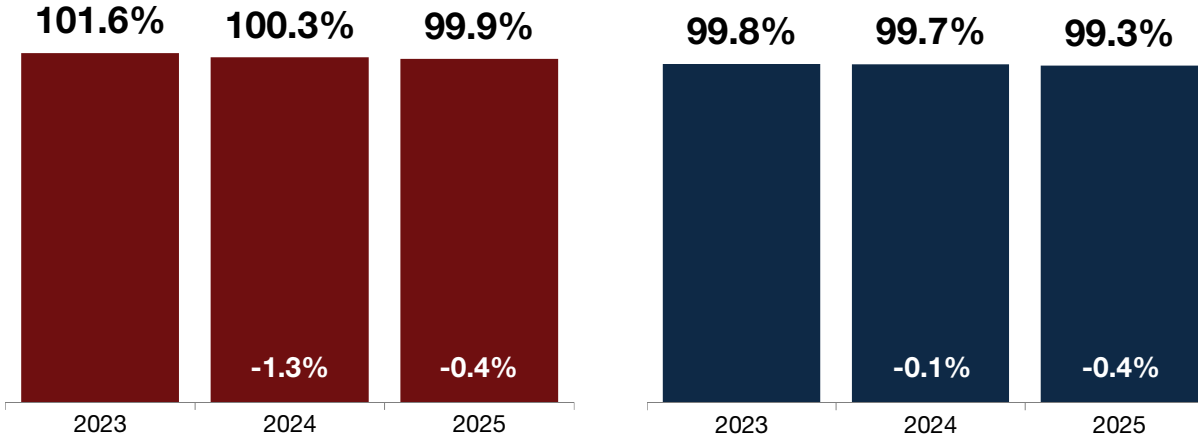
Percent of Original List Price Received

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.



August

Year To Date



	Pct. of Orig. List Price Rec'd	Prior Year	Percent Change
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	97.8%	98.3%	-0.5%
April 2025	98.9%	99.0%	-0.1%
May 2025	100.9%	100.7%	+0.2%
June 2025	100.7%	101.6%	-0.9%
July 2025	100.5%	101.0%	-0.5%
August 2025	99.9%	100.3%	-0.4%
12-Month Avg	99.1%	99.7%	-0.6%

Historical Percent of Original List Price Received



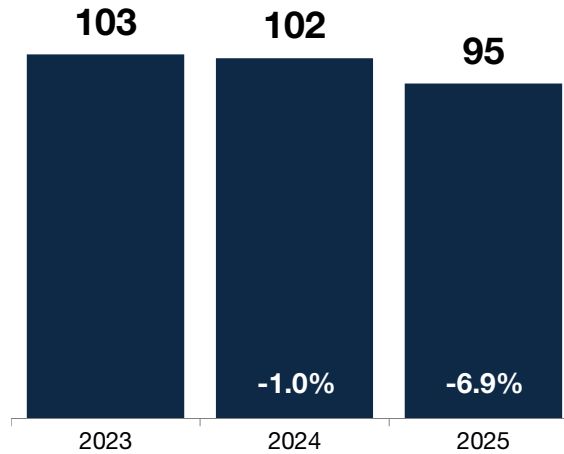
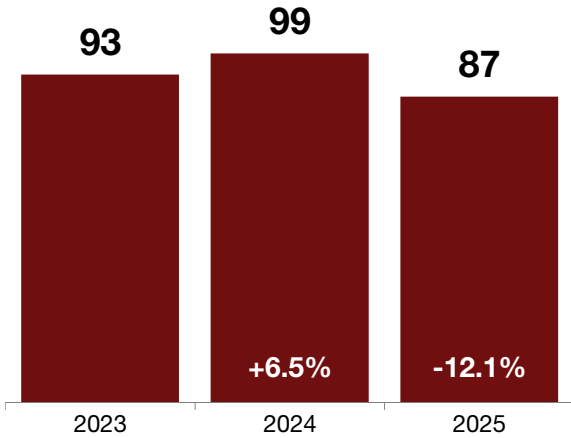
Housing Affordability Index

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.**



August

Year To Date



	Housing Affordability Index	Prior Year	Percent Change
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%
August 2025	87	99	-12.1%
12-Month Avg	95	100	-5.0%

Historical Housing Affordability Index

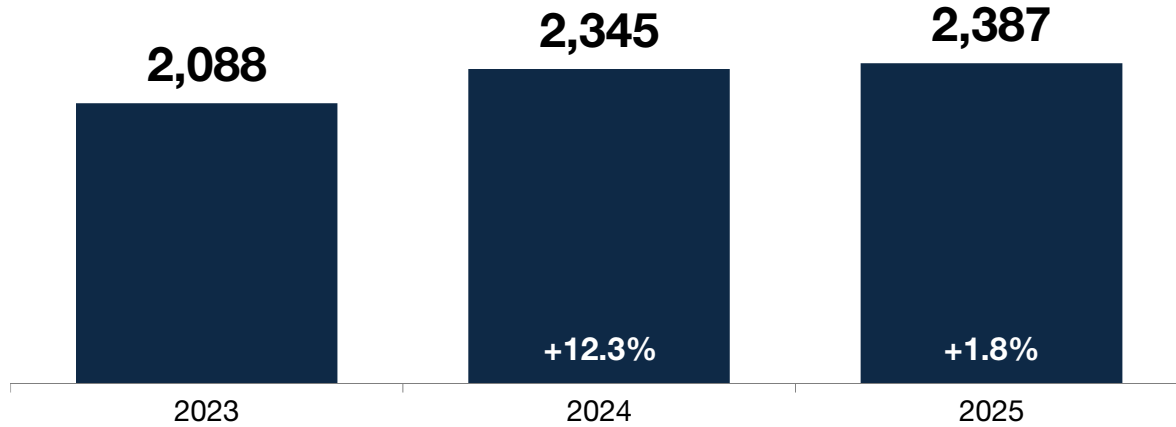


Inventory of Homes for Sale

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

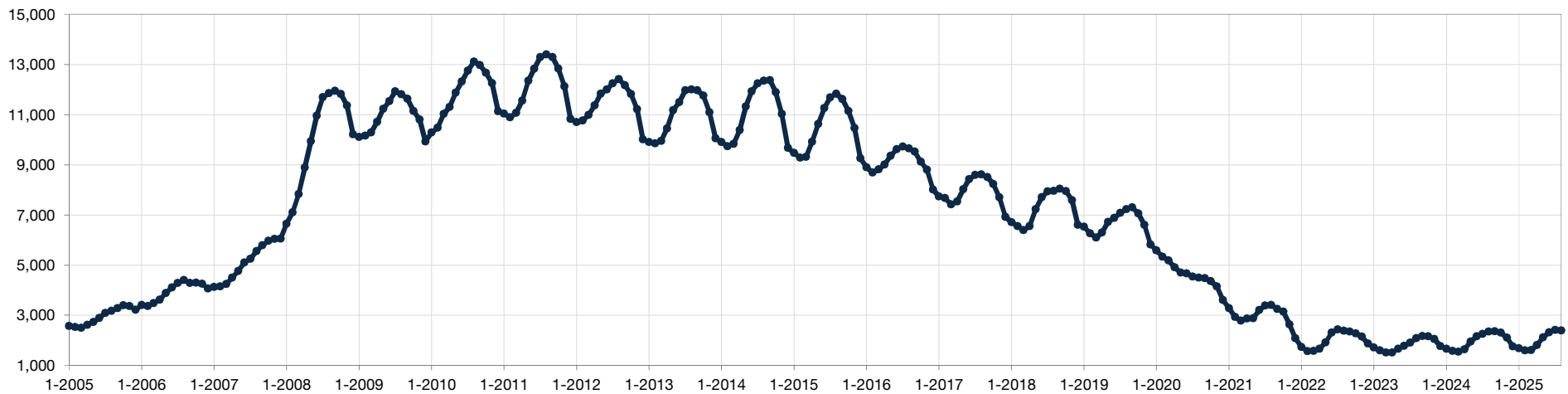


August



	Inventory of Homes for Sale	Prior Year	Percent Change
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	1,658	+1.6%
February 2025	1,600	1,572	+1.8%
March 2025	1,607	1,542	+4.2%
April 2025	1,807	1,643	+10.0%
May 2025	2,115	1,945	+8.7%
June 2025	2,322	2,160	+7.5%
July 2025	2,411	2,259	+6.7%
August 2025	2,387	2,345	+1.8%
12-Month Avg	2,039	1,939	+5.0%

Historical Inventory of Homes for Sale

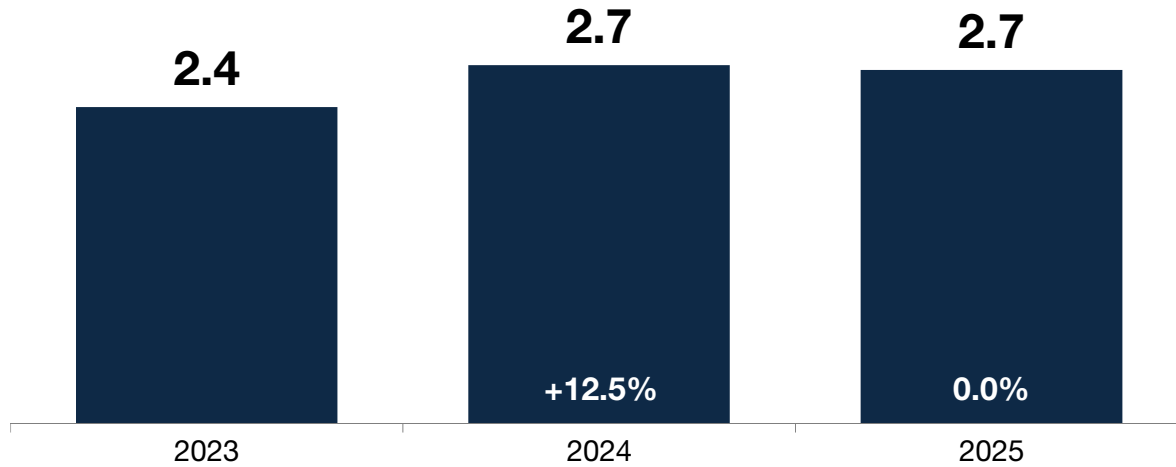


Months Supply of Inventory

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.



August



	Months Supply of Inventory	Prior Year	Percent Change
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	2.7	2.5	+8.0%
July 2025	2.7	2.6	+3.8%
August 2025	2.7	2.7	0.0%
12-Month Avg	2.3	2.2	+4.5%

Historical Months Supply of Inventory

