

Monthly Indicators

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



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 in the Albany region decreased 12.0 percent to 521. Pending Sales were down 5.6 percent to 555. Inventory levels rose 0.1 percent to 1,769 units.

Prices continued to gain traction. The Median Sales Price increased 3.1 percent to \$330,000. Days on Market was up 3.3 percent to 31 days. Absorption rates were even with last year as Months Supply of Inventory remained flat at 2.0 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

+ 15.5%

+ 3.1%

+ 0.1%

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.



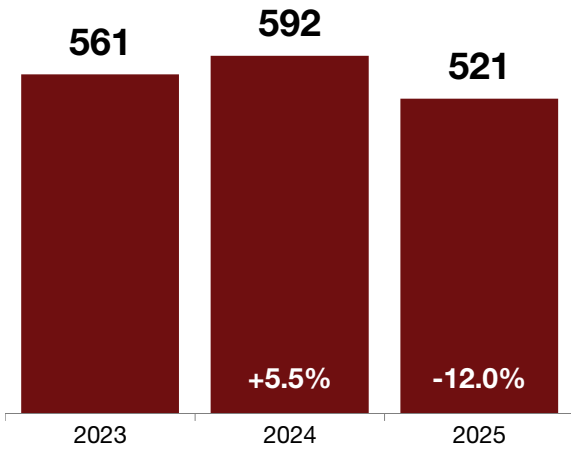
Key Metrics	Historical Sparklines	12-2024	12-2025	+ / -	YTD 2024	YTD 2025	+ / -
New Listings		592	521	- 12.0%	13,313	13,738	+ 3.2%
Pending Sales		588	555	- 5.6%	10,497	10,703	+ 2.0%
Closed Sales		883	1,020	+ 15.5%	10,353	10,759	+ 3.9%
Days on Market Until Sale		30	31	+ 3.3%	30	30	- 1.4%
Median Sales Price		\$320,000	\$330,000	+ 3.1%	\$312,000	\$335,000	+ 7.4%
Average Sales Price		\$387,465	\$417,820	+ 7.8%	\$371,857	\$402,653	+ 8.3%
Percent of Original List Price Received		98.3%	97.3%	- 1.0%	99.4%	99.0%	- 0.4%
Housing Affordability Index		95	98	+ 3.2%	98	96	- 2.0%
Inventory of Homes for Sale		1,767	1,769	+ 0.1%	--	--	--
Months Supply of Homes for Sale		2.0	2.0	0.0%	--	--	--

New Listings

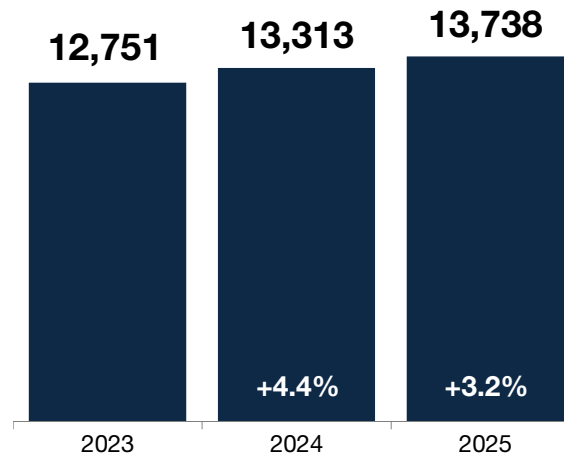
A count of the properties that have been newly listed on the market in a given month.



December

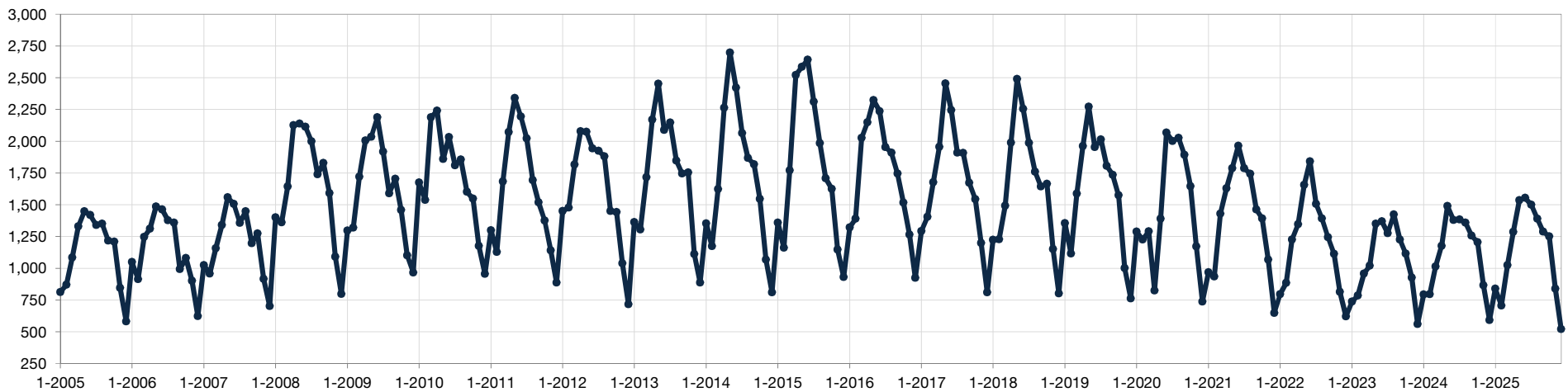


Year To Date



	New Listings	Prior Year	Percent Change
January 2025	840	793	+5.9%
February 2025	706	796	-11.3%
March 2025	1,025	1,013	+1.2%
April 2025	1,287	1,177	+9.3%
May 2025	1,535	1,491	+3.0%
June 2025	1,555	1,379	+12.8%
July 2025	1,500	1,383	+8.5%
August 2025	1,391	1,359	+2.4%
September 2025	1,288	1,258	+2.4%
October 2025	1,251	1,206	+3.7%
November 2025	839	866	-3.1%
December 2025	521	592	-12.0%
12-Month Avg	1,145	1,109	+3.2%

Historical New Listing Activity

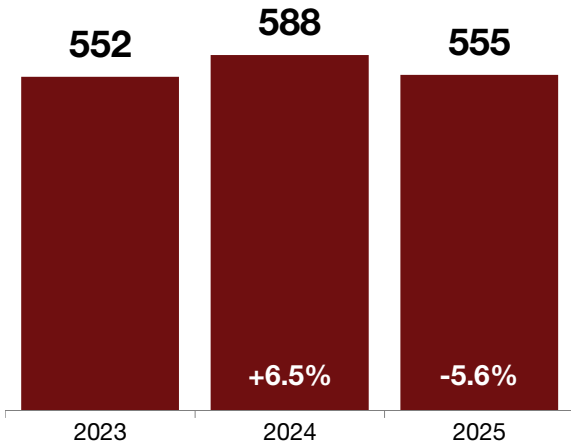


Pending Sales

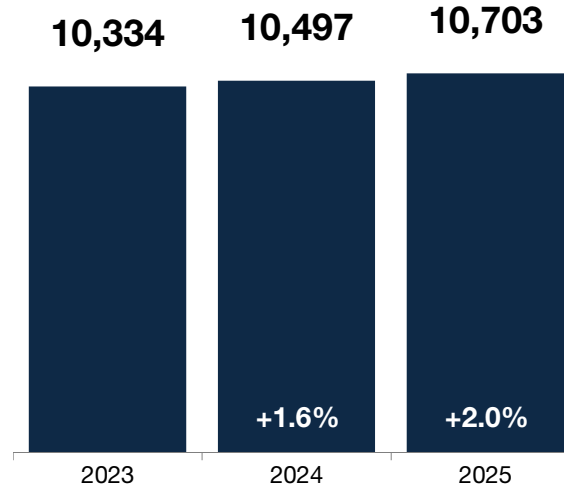
A count of the properties on which contracts have been accepted in a given month.



December

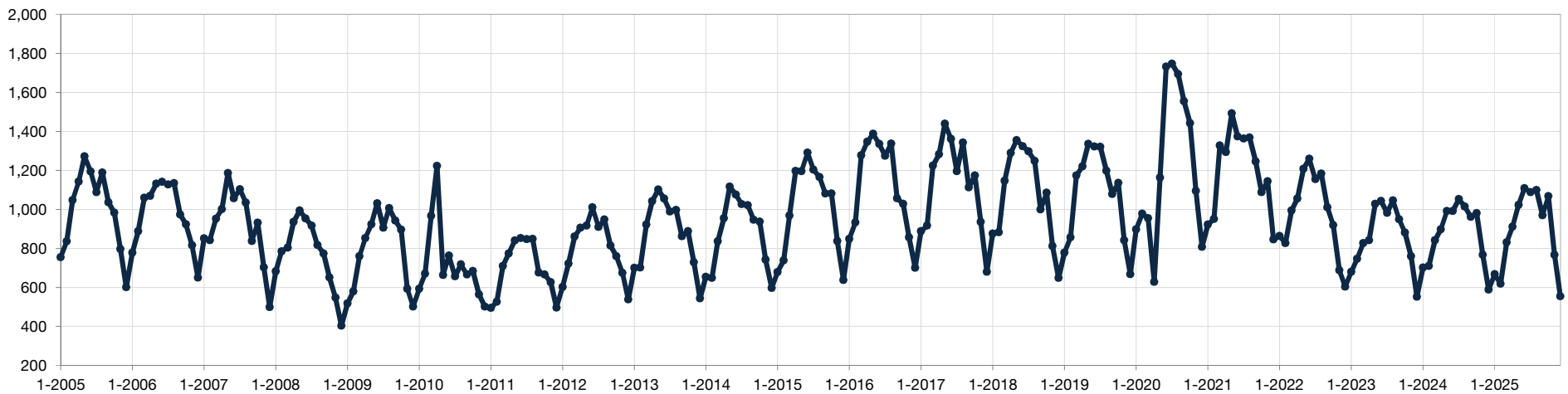


Year To Date



	Pending Sales	Prior Year	Percent Change
January 2025	667	702	-5.0%
February 2025	619	710	-12.8%
March 2025	830	842	-1.4%
April 2025	911	897	+1.6%
May 2025	1,022	991	+3.1%
June 2025	1,108	991	+11.8%
July 2025	1,088	1,053	+3.3%
August 2025	1,099	1,014	+8.4%
September 2025	970	961	+0.9%
October 2025	1,067	981	+8.8%
November 2025	767	767	0.0%
December 2025	555	588	-5.6%
12-Month Avg	892	875	+2.0%

Historical Pending Sales Activity

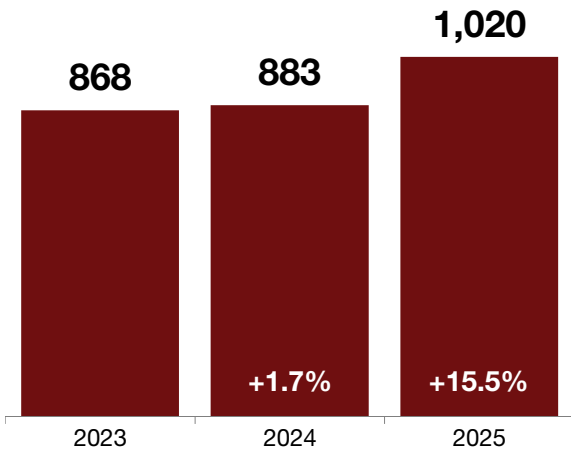


Closed Sales

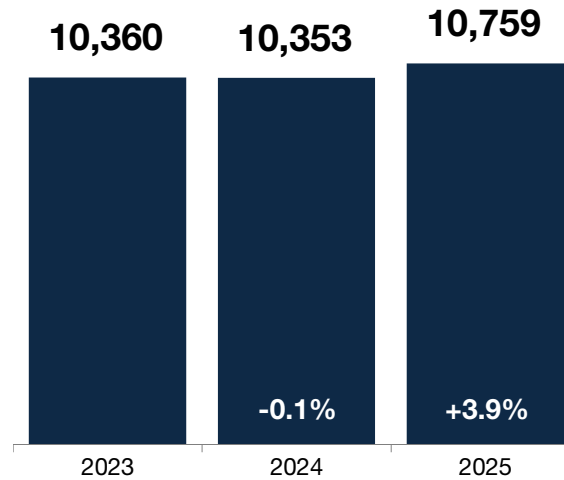
A count of the actual sales that have closed in a given month.



December

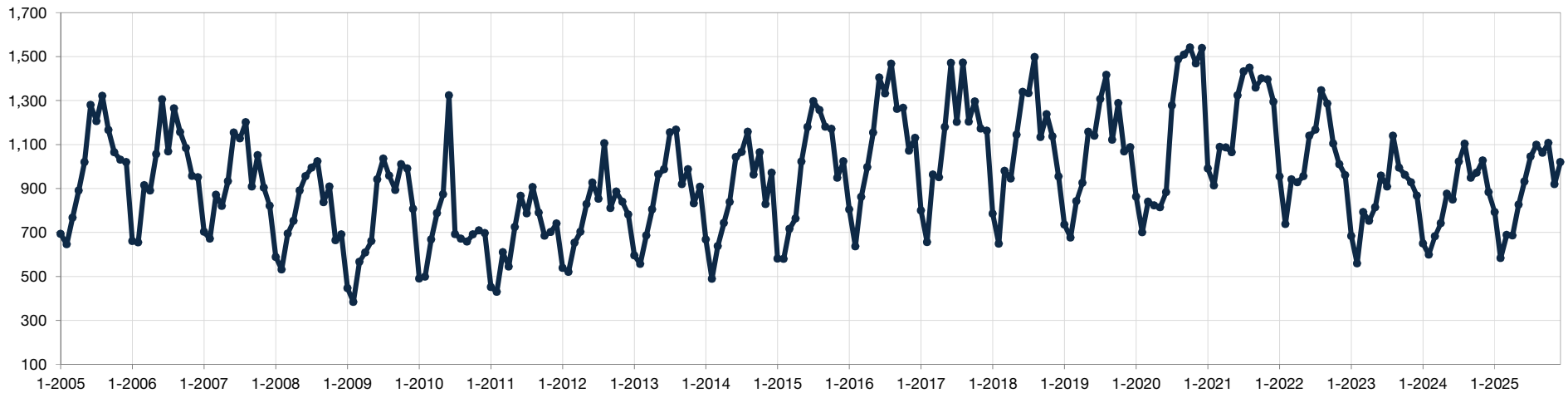


Year To Date



Closed Sales	Prior Year	Percent Change
January 2025	650	+21.8%
February 2025	599	-2.7%
March 2025	682	+1.0%
April 2025	742	-7.5%
May 2025	876	-5.7%
June 2025	849	+9.7%
July 2025	1,022	+2.3%
August 2025	1,103	-0.4%
September 2025	948	+12.0%
October 2025	972	+13.9%
November 2025	1,027	-10.5%
December 2025	883	+15.5%
12-Month Avg	897	+4.1%

Historical Closed Sales Activity

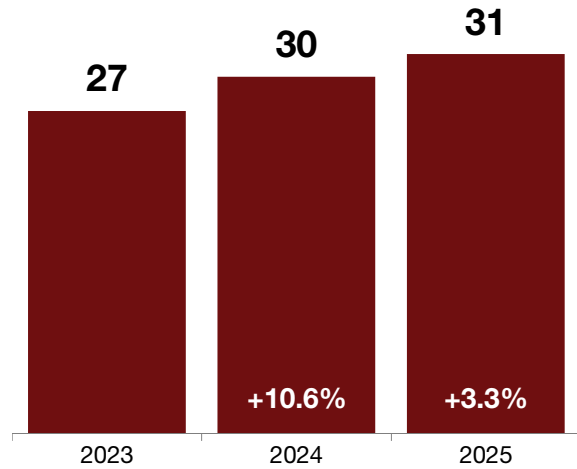


Days on Market Until Sale

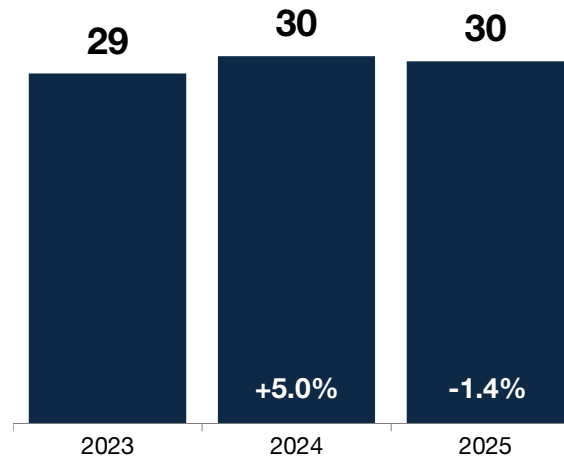
Average number of days between when a property is first listed and when an offer is accepted in a given month.



December



Year To Date



Month	Days on Market Until Sale	Prior Year	Percent Change
January 2025	36	34	+3.5%
February 2025	40	41	-4.3%
March 2025	39	39	-0.4%
April 2025	36	39	-6.2%
May 2025	31	31	+0.2%
June 2025	23	23	-1.3%
July 2025	24	26	-6.4%
August 2025	25	25	-0.1%
September 2025	27	27	+0.3%
October 2025	26	27	-3.1%
November 2025	30	30	-0.5%
December 2025	31	30	+3.3%
12-Month Avg	30	30	-1.4%

Historical Days on Market Until Sale

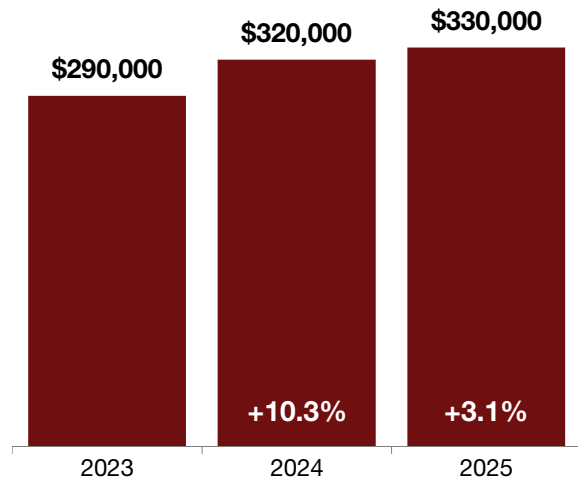


Median Sales Price

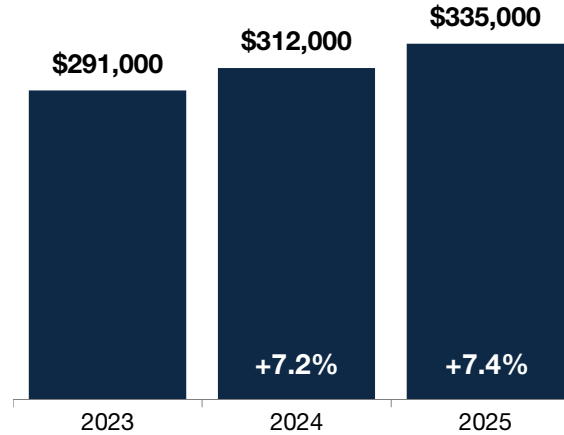
Median price point for all closed sales, not accounting for seller concessions, in a given month. Does not account for seller concessions.



December



Year To Date



	Median Sales Price	Prior Year	Percent Change
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	\$326,000	\$325,000	+0.3%
June 2025	\$345,500	\$325,000	+6.3%
July 2025	\$354,500	\$335,000	+5.8%
August 2025	\$357,500	\$318,450	+12.3%
September 2025	\$340,000	\$320,000	+6.3%
October 2025	\$342,000	\$320,000	+6.9%
November 2025	\$346,000	\$305,000	+13.4%
December 2025	\$330,000	\$320,000	+3.1%
12-Month Med	\$335,000	\$312,000	+7.4%

Historical Median Sales Price



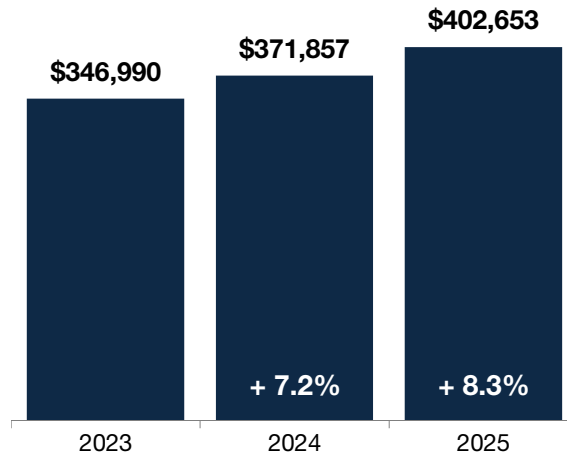
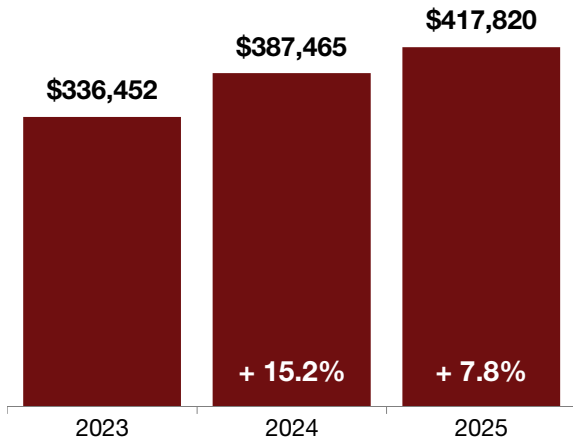
Average Sales Price

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



December

Year To Date



	Average Sales Price	Prior Year	Percent Change
January 2025	\$385,508	\$326,956	+17.9%
February 2025	\$365,364	\$335,436	+8.9%
March 2025	\$366,280	\$332,800	+10.1%
April 2025	\$390,858	\$369,188	+5.9%
May 2025	\$390,323	\$373,204	+4.6%
June 2025	\$407,719	\$397,195	+2.6%
July 2025	\$418,089	\$380,993	+9.7%
August 2025	\$421,047	\$381,966	+10.2%
September 2025	\$412,204	\$392,023	+5.1%
October 2025	\$408,954	\$374,277	+9.3%
November 2025	\$408,146	\$372,914	+9.4%
December 2025	\$417,820	\$387,465	+7.8%
12-Month Avg	\$402,653	\$371,857	+8.3%

Historical Average Sales Price



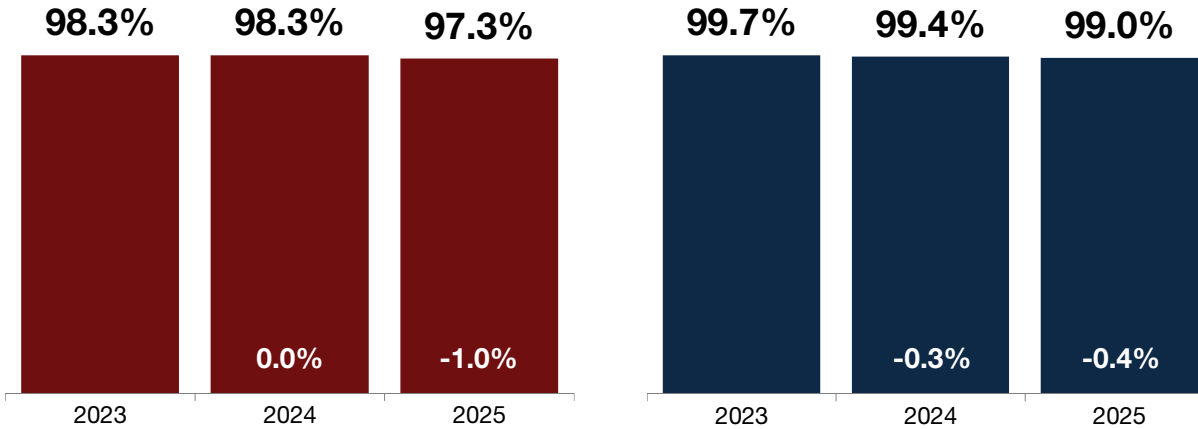
Percent of Original List Price Received

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.



December

Year To Date



	Pct. of Orig. List Price Rec'd	Prior Year	Percent Change
January 2025	97.3%	97.9%	-0.6%
February 2025	97.0%	97.0%	0.0%
March 2025	97.8%	98.3%	-0.5%
April 2025	99.0%	99.0%	0.0%
May 2025	100.9%	100.7%	+0.2%
June 2025	100.7%	101.6%	-0.9%
July 2025	100.4%	101.0%	-0.6%
August 2025	99.8%	100.3%	-0.5%
September 2025	99.4%	99.2%	+0.2%
October 2025	99.1%	99.3%	-0.2%
November 2025	98.0%	98.0%	0.0%
December 2025	97.3%	98.3%	-1.0%
12-Month Avg	99.0%	99.4%	-0.4%

Historical Percent of Original List Price Received

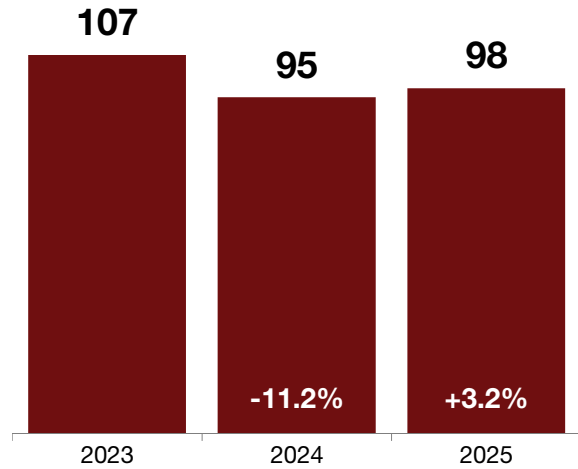


Housing Affordability Index

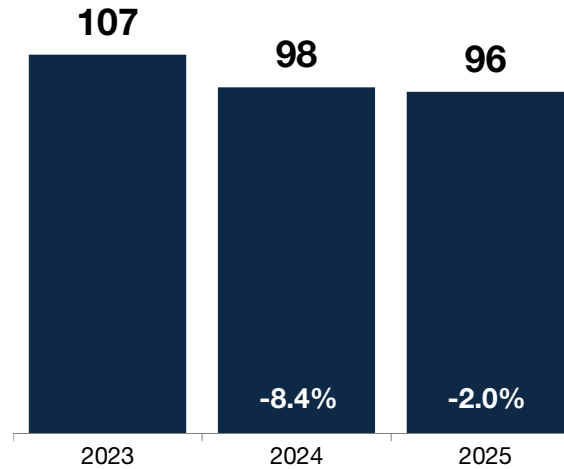
This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



December



Year To Date



	Housing Affordability Index	Prior Year	Percent Change
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%
June 2025	89	94	-5.3%
July 2025	87	92	-5.4%
August 2025	87	99	-12.1%
September 2025	94	102	-7.8%
October 2025	95	98	-3.1%
November 2025	93	100	-7.0%
December 2025	98	95	+3.2%
12-Month Avg	94	100	-6.0%

Historical Housing Affordability Index

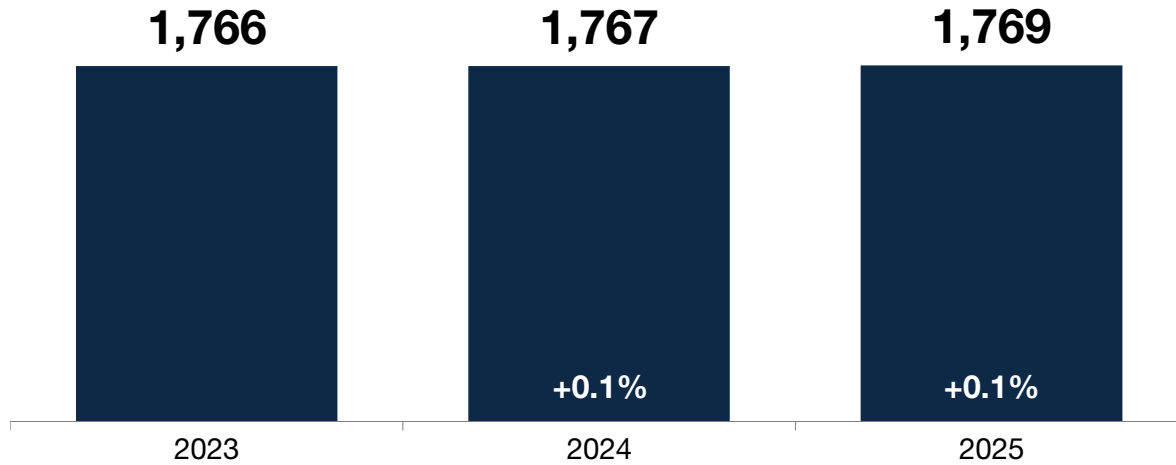


Inventory of Homes for Sale

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

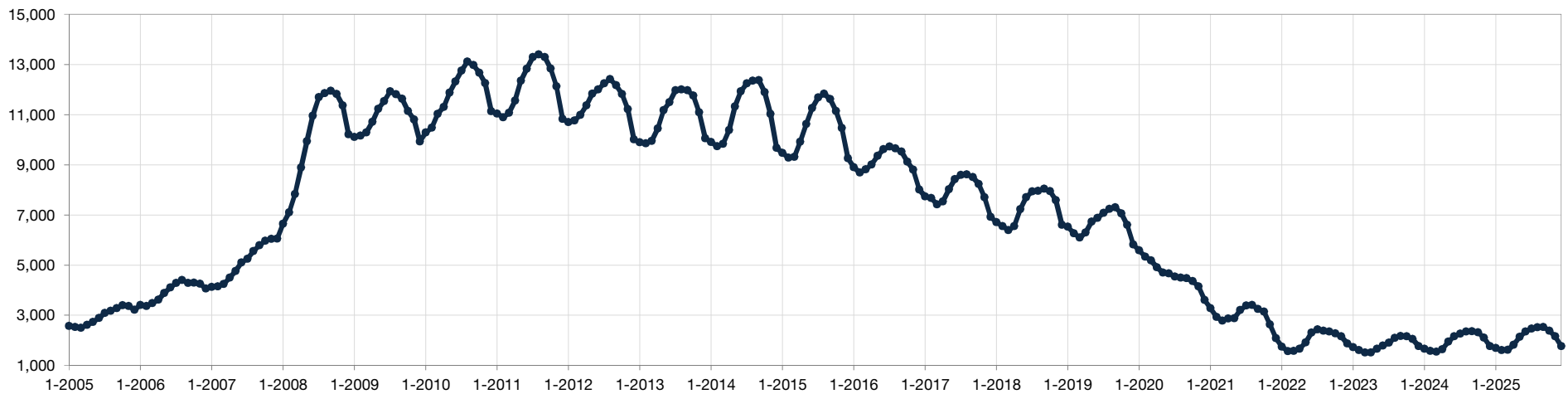


December



	Inventory of Homes for Sale	Prior Year	Percent Change
January 2025	1,692	1,659	+2.0%
February 2025	1,611	1,573	+2.4%
March 2025	1,621	1,543	+5.1%
April 2025	1,825	1,644	+11.0%
May 2025	2,134	1,946	+9.7%
June 2025	2,348	2,162	+8.6%
July 2025	2,462	2,261	+8.9%
August 2025	2,519	2,350	+7.2%
September 2025	2,531	2,362	+7.2%
October 2025	2,383	2,315	+2.9%
November 2025	2,160	2,107	+2.5%
December 2025	1,769	1,767	+0.1%
12-Month Avg	2,088	1,974	+5.6%

Historical Inventory of Homes for Sale

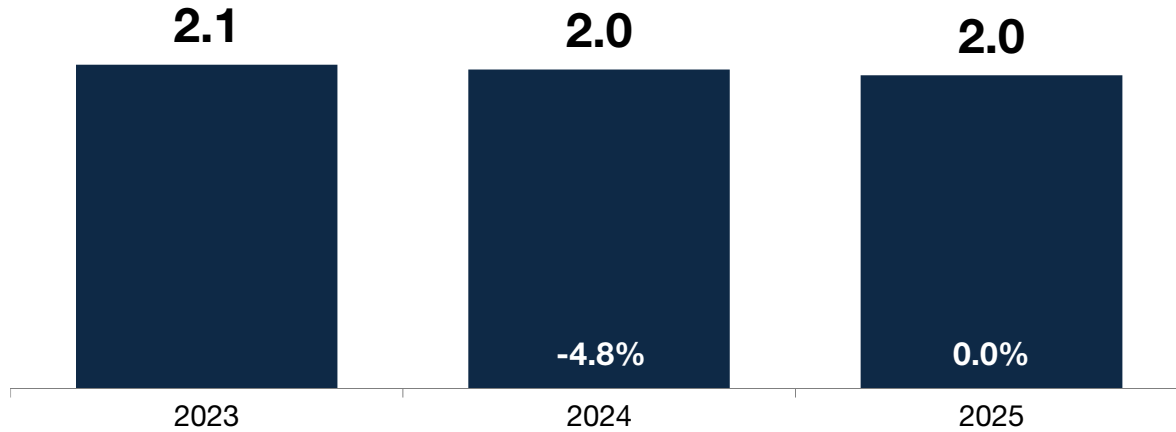


Months Supply of Inventory

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.



December



Months Supply of Inventory		Prior Year	Percent Change
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	2.8	2.6	+7.7%
August 2025	2.8	2.7	+3.7%
September 2025	2.9	2.7	+7.4%
October 2025	2.7	2.7	0.0%
November 2025	2.4	2.4	0.0%
December 2025	2.0	2.0	0.0%
12-Month Avg	2.4	2.3	+4.3%

Historical Months Supply of Inventory

