

Monthly Indicators

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



January 2026

U.S. existing-home sales climbed 5.1% month-over-month and 1.4% year-over-year to a seasonally adjusted annual rate of 4.35 million units, the strongest pace in nearly three years, according to the National Association of REALTORS® (NAR). Lower mortgage rates and slower home price growth helped spur buyer activity, and sales increased month-over-month in every region. On an annual basis, sales rose in the South, held steady in the West and Midwest, and declined in the Northeast.

New Listings in the Albany region decreased 14.1 percent to 722. Pending Sales were down 2.8 percent to 650. Inventory levels fell 2.8 percent to 1,643 units.

Prices continued to gain traction. The Median Sales Price increased 6.6 percent to \$325,000. Days on Market was up 2.8 percent to 37 days. Sellers were encouraged as Months Supply of Inventory was down 5.3 percent to 1.8 months.

Nationally, there were 1.18 million homes for sale heading into January, an 18.1% decline from the previous month but 3.5% higher compared to the same period last year, representing a 3.3-month supply at the current sales pace, according to NAR. Meanwhile, the median existing-home price rose 0.4% from a year ago to \$405,400, reflecting a continued moderation in national price growth.

Quick Facts

- 17.7% **+ 6.6%** **- 2.8%**

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.

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Market Overview

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



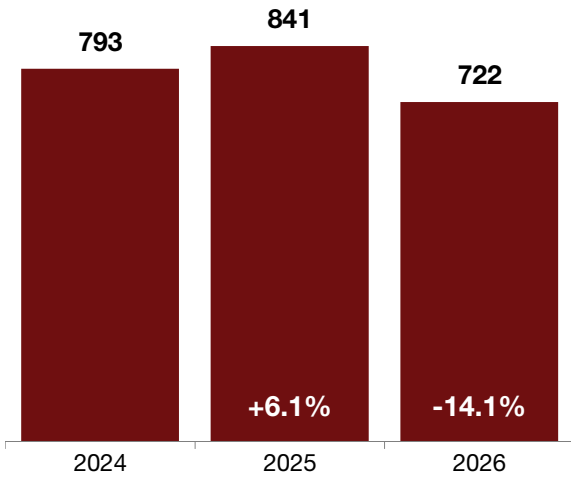
Key Metrics	Historical Sparklines	1-2025	1-2026	+ / -	YTD 2025	YTD 2026	+ / -
New Listings		841	722	- 14.1%	841	722	- 14.1%
Pending Sales		669	650	- 2.8%	669	650	- 2.8%
Closed Sales		792	652	- 17.7%	792	652	- 17.7%
Days on Market Until Sale		36	37	+ 2.8%	36	37	+ 2.8%
Median Sales Price		\$305,000	\$325,000	+ 6.6%	\$305,000	\$325,000	+ 6.6%
Average Sales Price		\$385,508	\$404,270	+ 4.9%	\$385,508	\$404,270	+ 4.9%
Percent of Original List Price Received		97.3%	97.2%	- 0.1%	97.3%	97.2%	- 0.1%
Housing Affordability Index		99	100	+ 1.0%	99	100	+ 1.0%
Inventory of Homes for Sale		1,691	1,643	- 2.8%	--	--	--
Months Supply of Homes for Sale		1.9	1.8	- 5.3%	--	--	--

New Listings

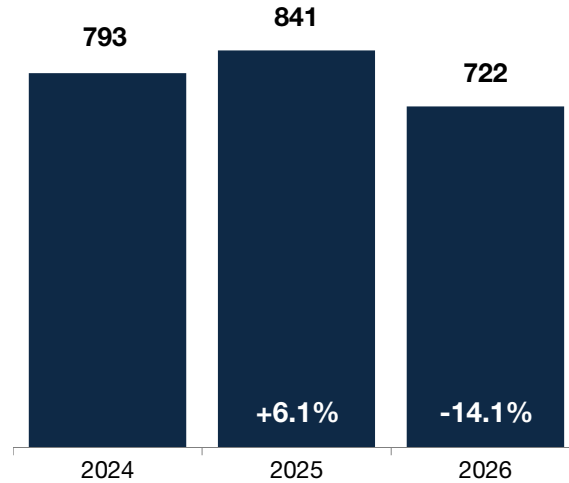
A count of the properties that have been newly listed on the market in a given month.



January

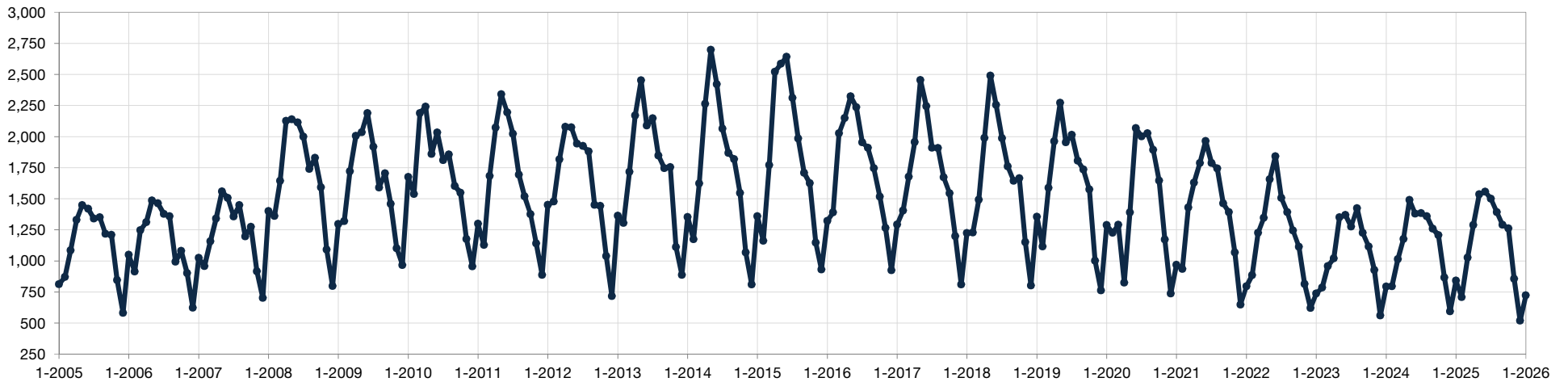


Year To Date



	New Listings	Prior Year	Percent Change
February 2025	708	796	-11.1%
March 2025	1,027	1,013	+1.4%
April 2025	1,289	1,177	+9.5%
May 2025	1,536	1,491	+3.0%
June 2025	1,557	1,379	+12.9%
July 2025	1,501	1,383	+8.5%
August 2025	1,392	1,359	+2.4%
September 2025	1,291	1,259	+2.5%
October 2025	1,261	1,207	+4.5%
November 2025	855	866	-1.3%
December 2025	519	593	-12.5%
January 2026	722	841	-14.1%
12-Month Avg	1,138	1,114	+2.2%

Historical New Listing Activity



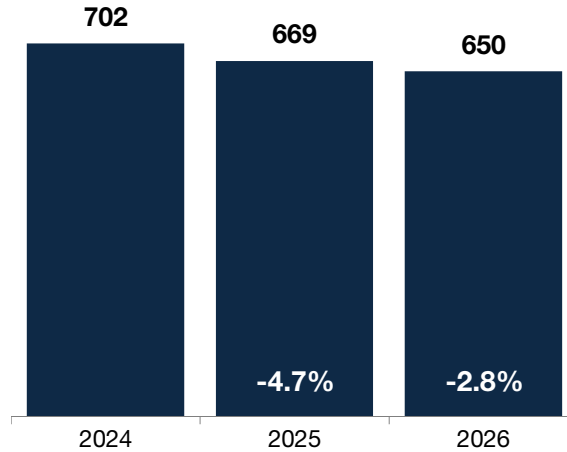
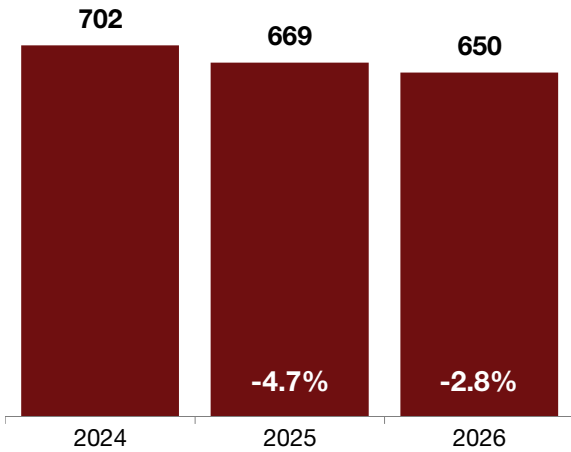
Pending Sales

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



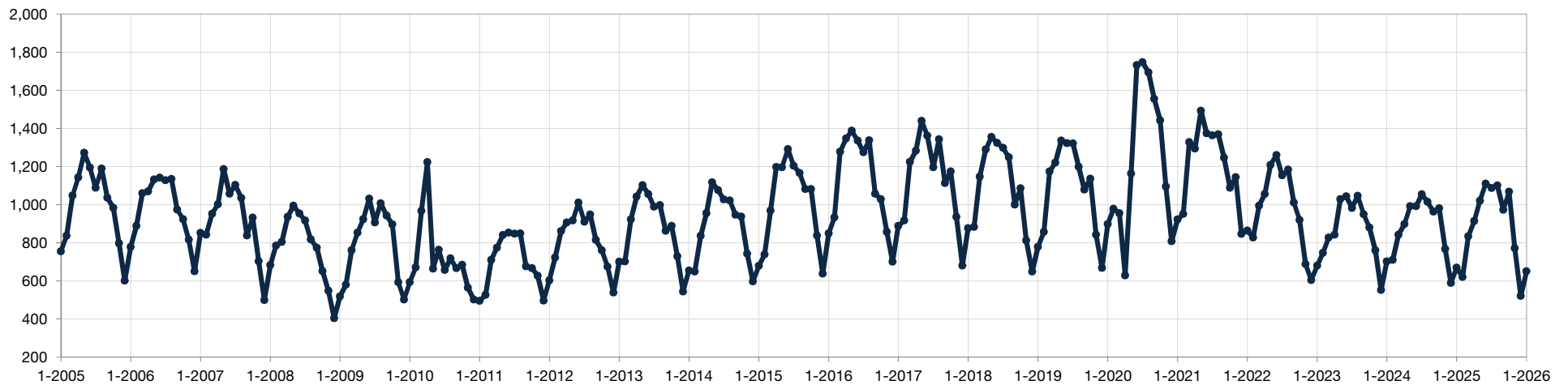
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Year To Date



	Pending Sales	Prior Year	Percent Change
February 2025	620	709	-12.6%
March 2025	833	842	-1.1%
April 2025	913	897	+1.8%
May 2025	1,020	991	+2.9%
June 2025	1,109	991	+11.9%
July 2025	1,087	1,054	+3.1%
August 2025	1,100	1,014	+8.5%
September 2025	972	962	+1.0%
October 2025	1,067	981	+8.8%
November 2025	771	767	+0.5%
December 2025	520	589	-11.7%
January 2026	650	669	-2.8%
12-Month Avg	889	872	+1.9%

Historical Pending Sales Activity

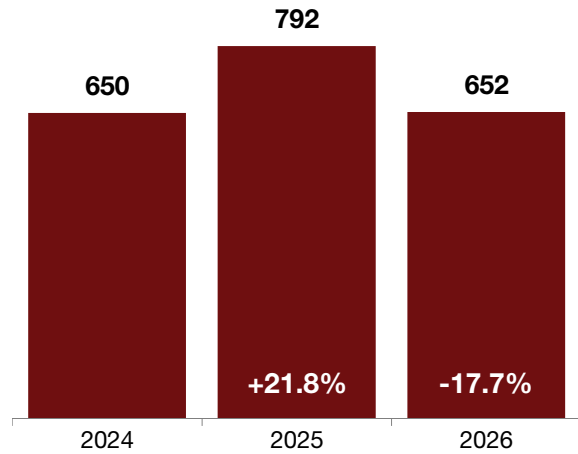


Closed Sales

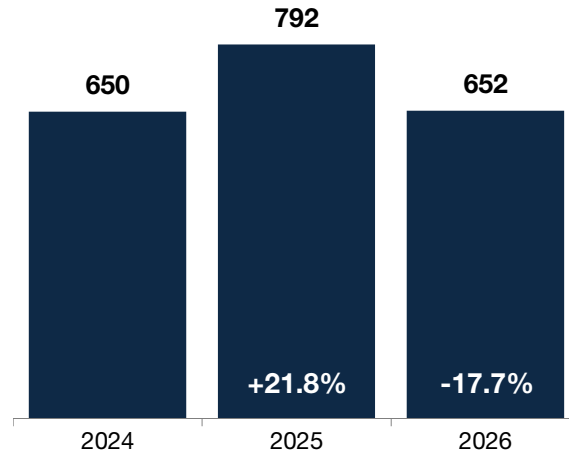
A count of the actual sales that have closed in a given month.



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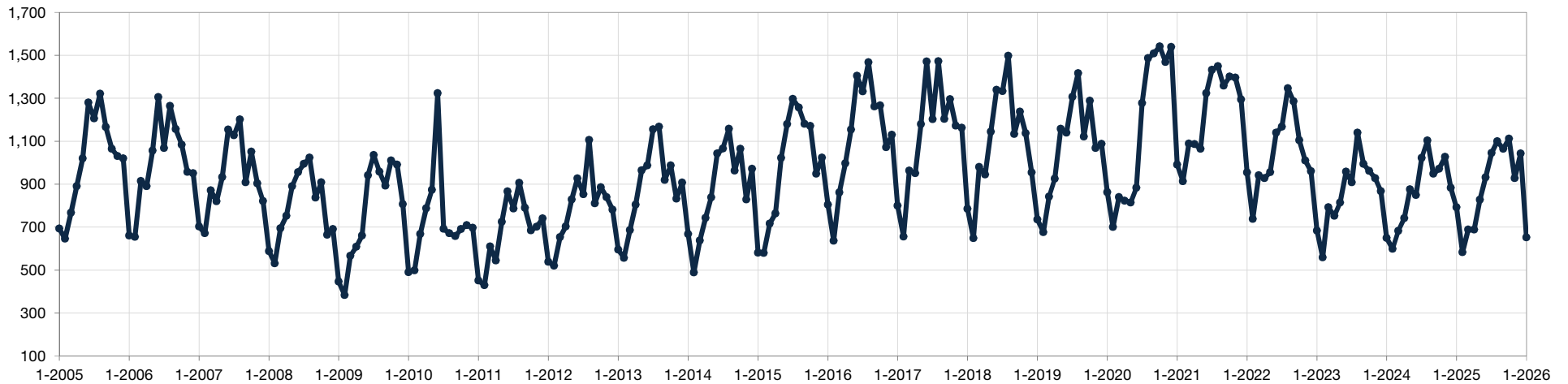


Year To Date



	Closed Sales	Prior Year	Percent Change
February 2025	583	599	-2.7%
March 2025	689	682	+1.0%
April 2025	689	742	-7.1%
May 2025	827	876	-5.6%
June 2025	931	849	+9.7%
July 2025	1,045	1,022	+2.3%
August 2025	1,100	1,103	-0.3%
September 2025	1,065	948	+12.3%
October 2025	1,112	972	+14.4%
November 2025	928	1,027	-9.6%
December 2025	1,043	883	+18.1%
January 2026	652	792	-17.7%
12-Month Avg	889	875	+1.2%

Historical Closed Sales Activity



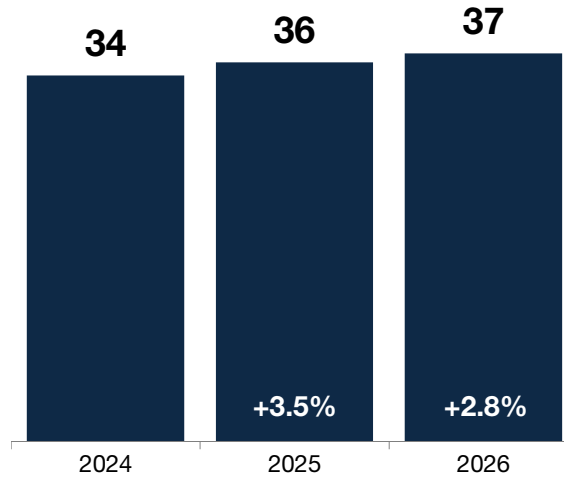
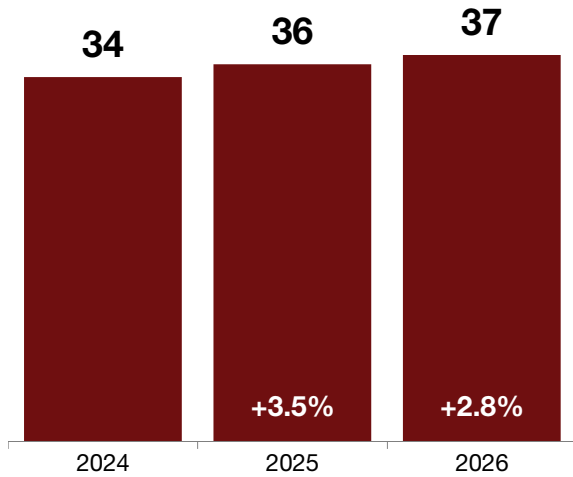
Days on Market Until Sale

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



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Year To Date



Month	Days on Market Until Sale	Prior Year	Percent Change
February 2025	40	41	-4.3%
March 2025	39	39	-0.4%
April 2025	36	39	-6.7%
May 2025	31	31	-1.4%
June 2025	23	23	-1.3%
July 2025	24	26	-6.5%
August 2025	25	25	-0.1%
September 2025	28	27	+3.7%
October 2025	26	27	-3.1%
November 2025	30	30	+0.2%
December 2025	32	30	+8.4%
January 2026	37	36	+2.8%
12-Month Avg	30	30	-1.5%

Historical Days on Market Until Sale

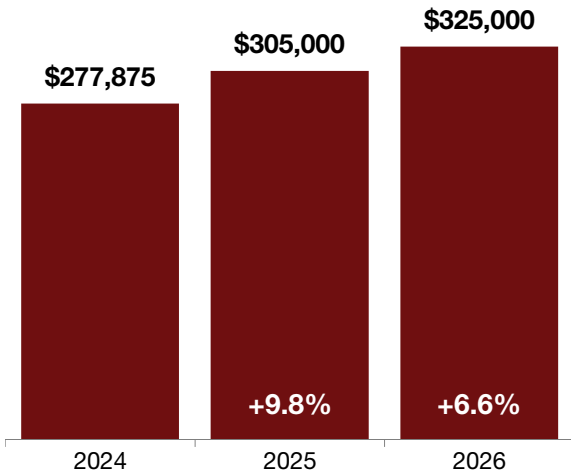


Median Sales Price

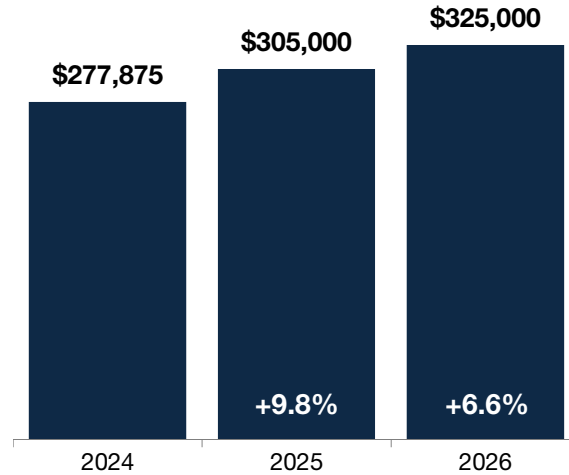
Median price point for all closed sales, not accounting for seller concessions, in a given month. Does not account for seller concessions.



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Year To Date



	Median Sales Price	Prior Year	Percent Change
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	\$345,500	\$325,000	+6.3%
July 2025	\$354,500	\$335,000	+5.8%
August 2025	\$356,250	\$318,450	+11.9%
September 2025	\$340,000	\$320,000	+6.3%
October 2025	\$342,000	\$320,000	+6.9%
November 2025	\$347,500	\$305,000	+13.9%
December 2025	\$330,000	\$320,000	+3.1%
January 2026	\$325,000	\$305,000	+6.6%
12-Month Med	\$336,250	\$315,000	+6.7%

Historical Median Sales Price



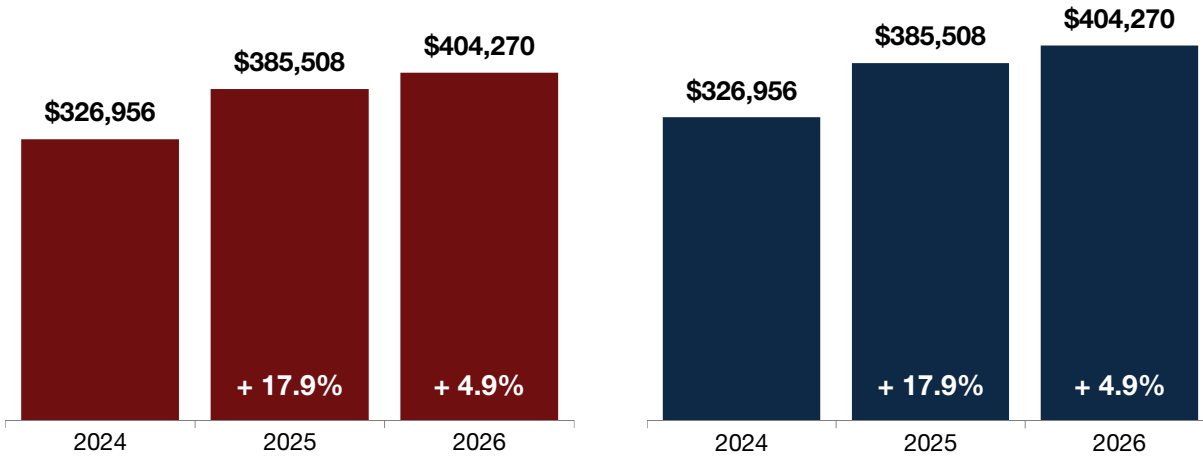
Average Sales Price

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



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Year To Date



	Average Sales Price	Prior Year	Percent Change
February 2025	\$365,364	\$335,436	+8.9%
March 2025	\$366,280	\$332,800	+10.1%
April 2025	\$391,362	\$369,188	+6.0%
May 2025	\$390,226	\$373,204	+4.6%
June 2025	\$407,719	\$397,195	+2.6%
July 2025	\$418,196	\$380,993	+9.8%
August 2025	\$420,883	\$381,966	+10.2%
September 2025	\$413,179	\$392,023	+5.4%
October 2025	\$408,752	\$374,277	+9.2%
November 2025	\$407,292	\$372,914	+9.2%
December 2025	\$415,680	\$387,465	+7.3%
January 2026	\$404,270	\$385,508	+4.9%
12-Month Avg	\$403,878	\$375,667	+7.5%

Historical Average Sales Price



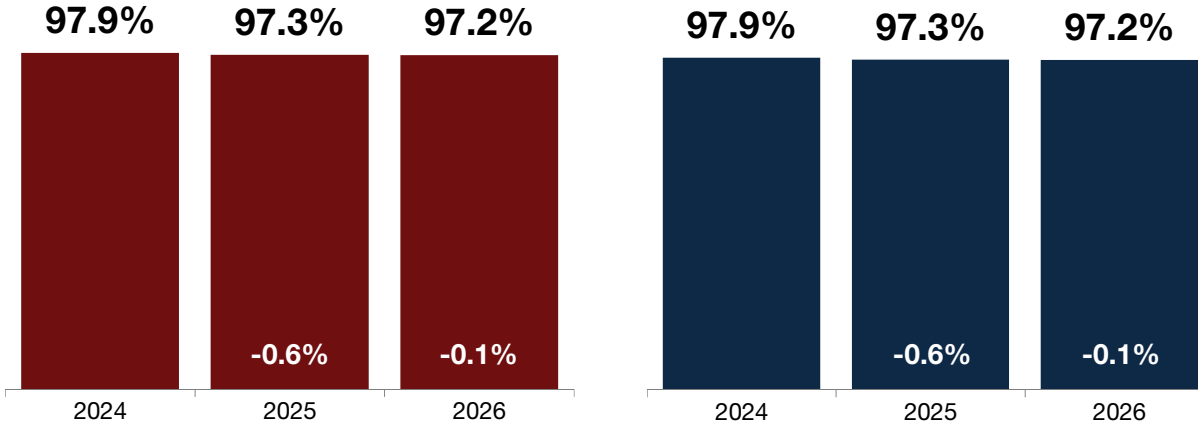
Percent of Original List Price Received

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.



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Year To Date



	Pct. of Orig. List Price Rec'd	Prior Year	Percent Change
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	100.5%	101.0%	-0.5%
August 2025	99.8%	100.3%	-0.5%
September 2025	99.5%	99.2%	+0.3%
October 2025	99.1%	99.3%	-0.2%
November 2025	98.0%	98.0%	0.0%
December 2025	97.3%	98.3%	-1.0%
January 2026	97.2%	97.3%	-0.1%
12-Month Avg	99.0%	99.3%	-0.3%

Historical Percent of Original List Price Received

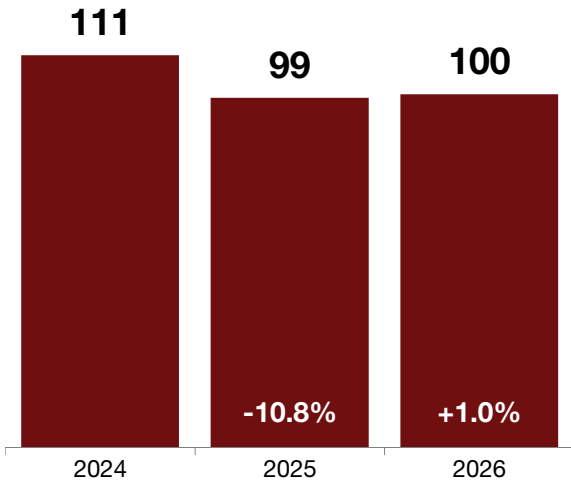


Housing Affordability Index

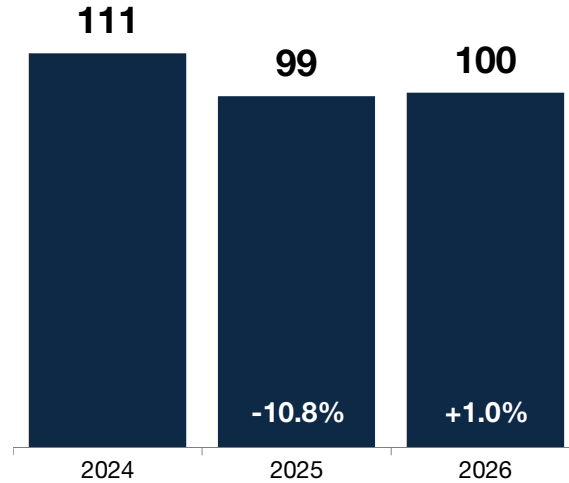
This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



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Year To Date



	Housing Affordability Index	Prior Year	Percent Change
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	88	99	-11.1%
September 2025	94	102	-7.8%
October 2025	95	98	-3.1%
November 2025	93	100	-7.0%
December 2025	98	95	+3.2%
January 2026	100	99	+1.0%
12-Month Avg	94	99	-5.1%

Historical Housing Affordability Index

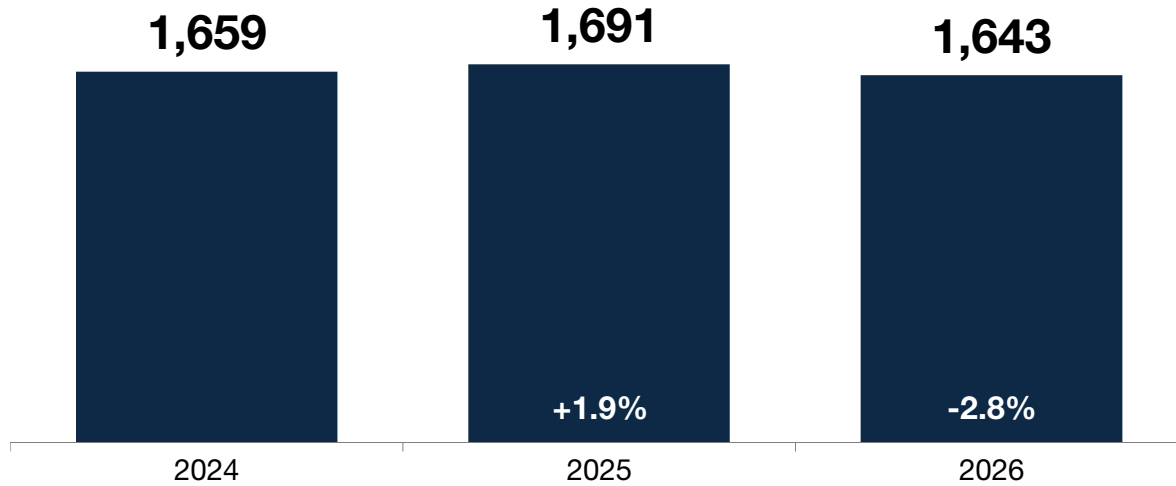


Inventory of Homes for Sale

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

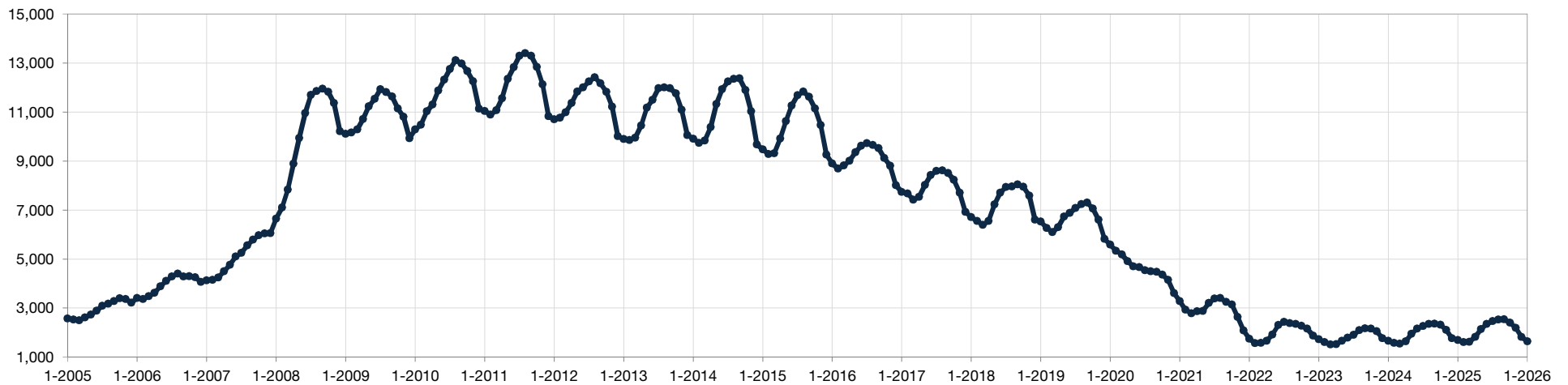


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	Inventory of Homes for Sale	Prior Year	Percent Change
February 2025	1,611	1,574	+2.4%
March 2025	1,620	1,544	+4.9%
April 2025	1,824	1,645	+10.9%
May 2025	2,137	1,947	+9.8%
June 2025	2,353	2,163	+8.8%
July 2025	2,469	2,261	+9.2%
August 2025	2,526	2,350	+7.5%
September 2025	2,538	2,362	+7.5%
October 2025	2,400	2,316	+3.6%
November 2025	2,185	2,108	+3.7%
December 2025	1,824	1,768	+3.2%
January 2026	1,643	1,691	-2.8%
12-Month Avg	2,094	1,977	+5.7%

Historical Inventory of Homes for Sale

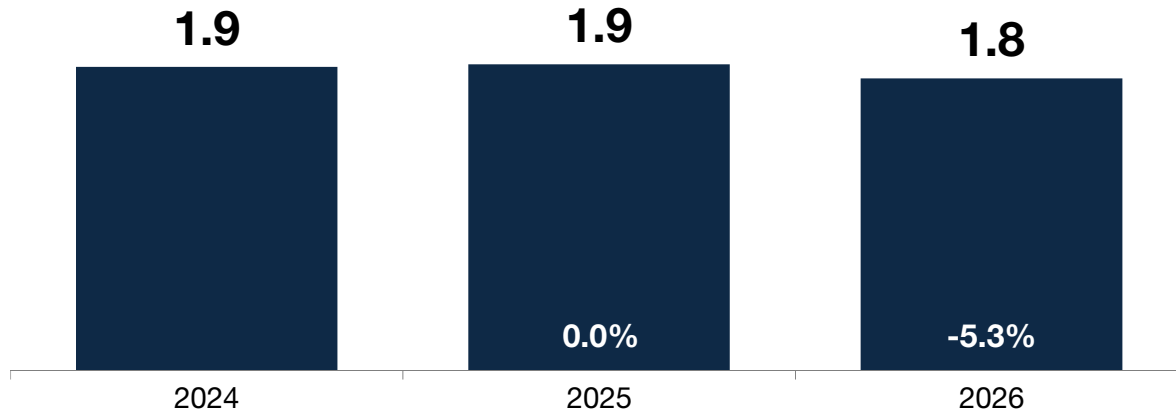


Months Supply of Inventory

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.



January



	Months Supply of Inventory	Prior Year	Percent Change
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%
January 2026	1.8	1.9	-5.3%
12-Month Avg	2.4	2.3	+4.3%

Historical Months Supply of Inventory

