

# Monthly Indicators

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



## March 2026

U.S. existing-home sales unexpectedly rose 1.7% month-over-month to a seasonally adjusted annual rate of 4.09 million, as lower mortgage rates helped boost buyer activity, according to the National Association of REALTORS® (NAR). Monthly sales increased in the Midwest, South, and West but decreased in the Northeast. Sales increased year-over-year in the South, but fell in the Northeast, Midwest, and West.

New Listings in the Albany region decreased 4.7 percent to 982. Pending Sales were up 4.2 percent to 871. Inventory levels fell 8.6 percent to 1,481 units.

Prices continued to gain traction. The Median Sales Price increased 9.7 percent to \$340,000. Days on Market was up 15.4 percent to 45 days. Sellers were encouraged as Months Supply of Inventory was down 10.5 percent to 1.7 months.

Data from NAR show that inventory continued to grow nationwide, ticking up 2.4% month-over-month and 4.9% year-over-year to 1.29 million units heading into March, representing a 3.8-month supply at the current sales pace. Meanwhile, home prices increased for the 32nd consecutive month, climbing 0.3% year-over-year to \$398,000.

## Quick Facts

**- 6.5%**

**+ 9.7%**

**- 8.6%**

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	3-2025	3-2026	+ / -	YTD 2025	YTD 2026	+ / -
<b>New Listings</b>		1,030	<b>982</b>	- 4.7%	2,578	<b>2,423</b>	- 6.0%
<b>Pending Sales</b>		836	<b>871</b>	+ 4.2%	2,124	<b>2,137</b>	+ 0.6%
<b>Closed Sales</b>		688	<b>643</b>	- 6.5%	2,065	<b>1,853</b>	- 10.3%
<b>Days on Market Until Sale</b>		39	<b>45</b>	+ 15.4%	38	<b>42</b>	+ 10.5%
<b>Median Sales Price</b>		\$310,000	<b>\$340,000</b>	+ 9.7%	\$307,000	<b>\$325,000</b>	+ 5.9%
<b>Average Sales Price</b>		\$366,476	<b>\$415,251</b>	+ 13.3%	\$373,289	<b>\$406,369</b>	+ 8.9%
<b>Percent of Original List Price Received</b>		97.8%	<b>97.9%</b>	+ 0.1%	97.4%	<b>97.2%</b>	- 0.2%
<b>Housing Affordability Index</b>		100	<b>93</b>	- 7.0%	101	<b>98</b>	- 3.0%
<b>Inventory of Homes for Sale</b>		1,620	<b>1,481</b>	- 8.6%	--	--	--
<b>Months Supply of Homes for Sale</b>		1.9	<b>1.7</b>	- 10.5%	--	--	--

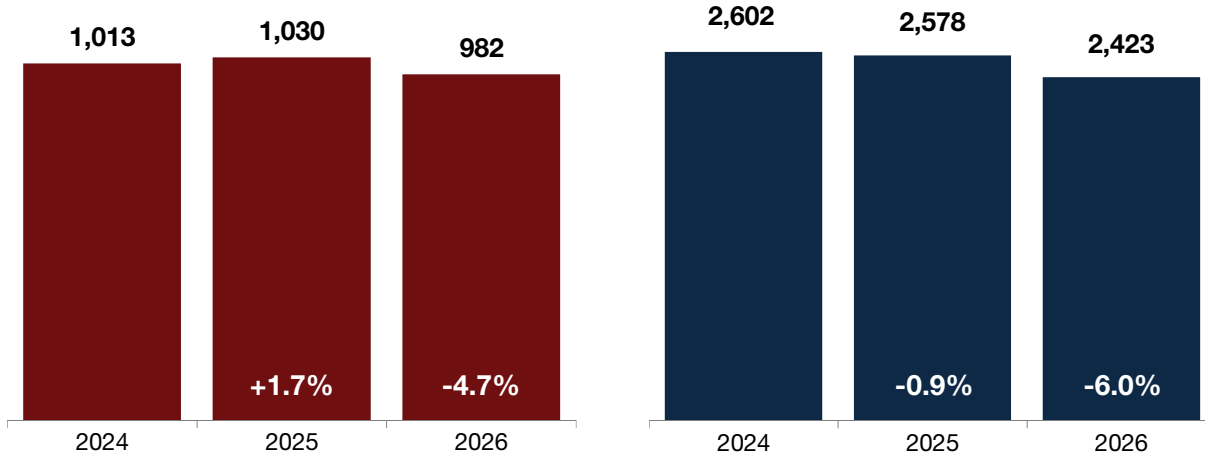
# New Listings

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



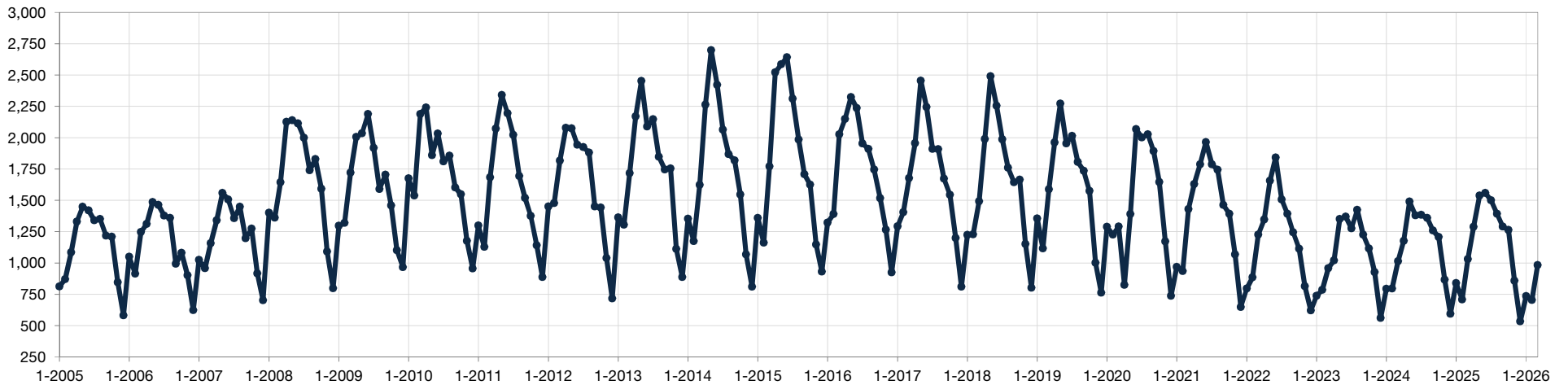
## March

## Year To Date



New Listings		Prior Year	Percent Change
April 2025	1,289	1,177	+9.5%
May 2025	1,538	1,491	+3.2%
June 2025	1,559	1,379	+13.1%
July 2025	1,501	1,384	+8.5%
August 2025	1,393	1,359	+2.5%
September 2025	1,291	1,259	+2.5%
October 2025	1,264	1,208	+4.6%
November 2025	859	866	-0.8%
December 2025	533	593	-10.1%
January 2026	736	840	-12.4%
February 2026	705	708	-0.4%
<b>March 2026</b>	<b>982</b>	<b>1,030</b>	<b>-4.7%</b>
12-Month Avg	1,138	1,108	+2.7%

## Historical New Listing Activity



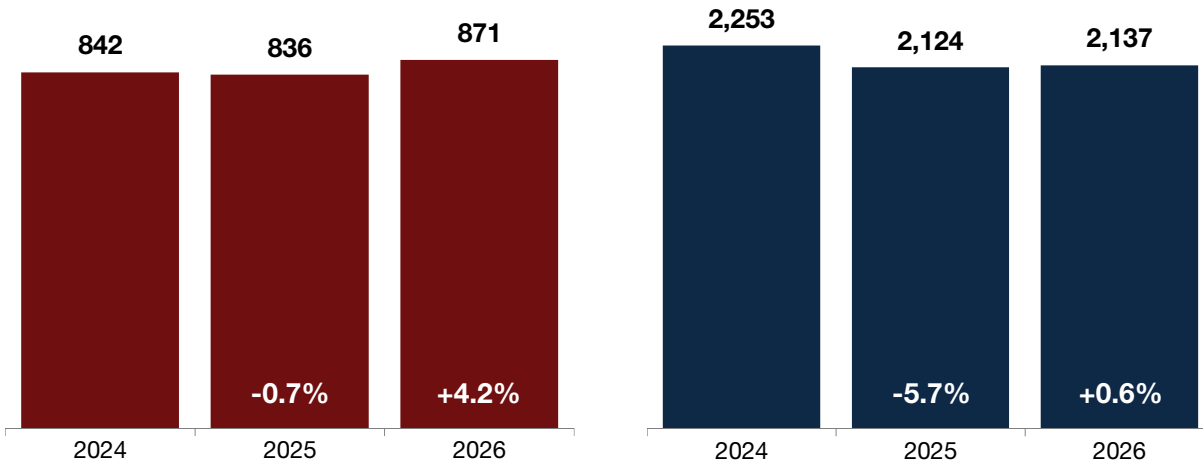
# Pending Sales

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



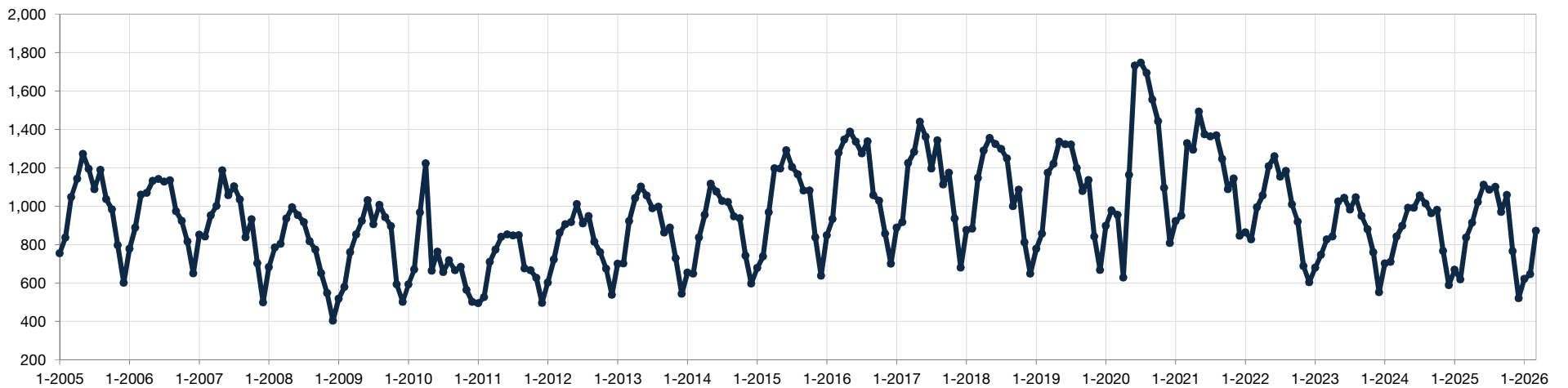
## March

## Year To Date



Pending Sales		Prior Year	Percent Change
April 2025	913	897	+1.8%
May 2025	1,021	991	+3.0%
June 2025	1,111	991	+12.1%
July 2025	1,085	1,055	+2.8%
August 2025	1,100	1,013	+8.6%
September 2025	969	962	+0.7%
October 2025	1,058	981	+7.8%
November 2025	766	767	-0.1%
December 2025	520	589	-11.7%
January 2026	621	669	-7.2%
February 2026	645	619	+4.2%
<b>March 2026</b>	<b>871</b>	<b>836</b>	<b>+4.2%</b>
12-Month Avg	890	864	+3.0%

## Historical Pending Sales Activity

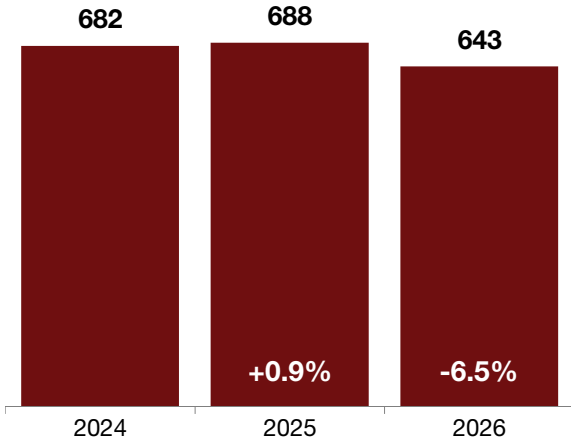


# Closed Sales

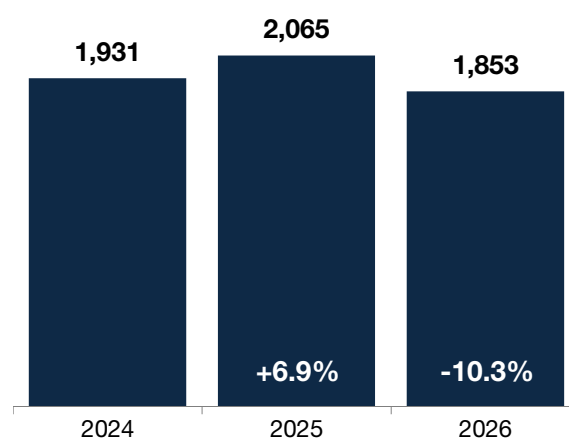
A count of the actual sales that have closed in a given month.



## March

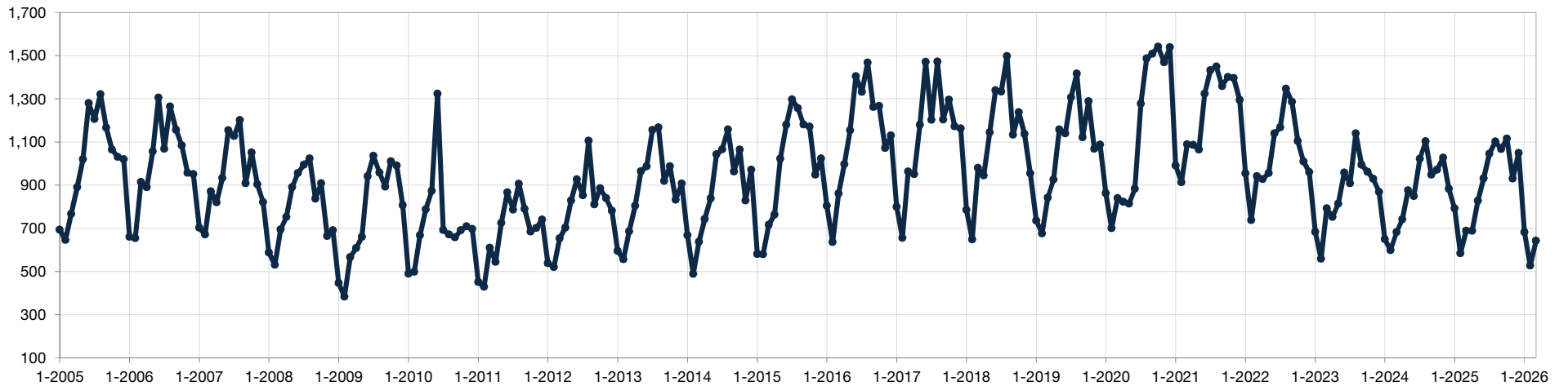


## Year To Date



Closed Sales	Prior Year	Percent Change
April 2025	742	-7.1%
May 2025	876	-5.6%
June 2025	849	+9.8%
July 2025	1,022	+2.3%
August 2025	1,103	-0.1%
September 2025	948	+12.6%
October 2025	972	+14.7%
November 2025	1,027	-9.4%
December 2025	883	+18.8%
January 2026	793	-14.0%
February 2026	584	-9.6%
<b>March 2026</b>	<b>688</b>	<b>-6.5%</b>
12-Month Avg	884	+0.5%

## Historical Closed Sales Activity



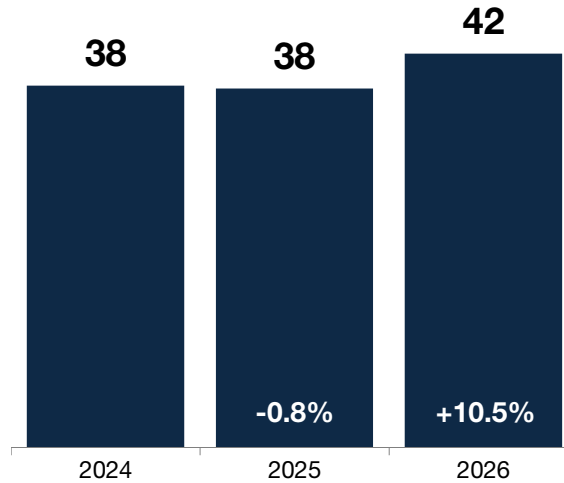
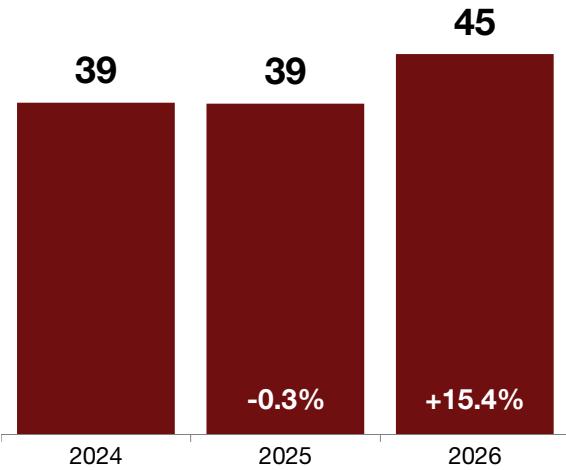
# Days on Market Until Sale

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



## March

## Year To Date



Month	Days on Market Until Sale	Prior Year	Percent Change
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	+3.6%
October 2025	26	27	-3.3%
November 2025	30	30	+0.2%
December 2025	32	30	+8.3%
January 2026	37	36	+3.1%
February 2026	44	40	+10.8%
<b>March 2026</b>	<b>45</b>	<b>39</b>	<b>+15.4%</b>
12-Month Avg	30	30	+0.5%

## Historical Days on Market Until Sale



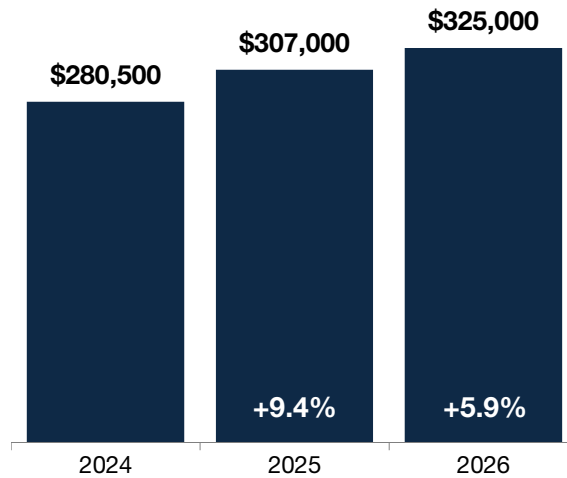
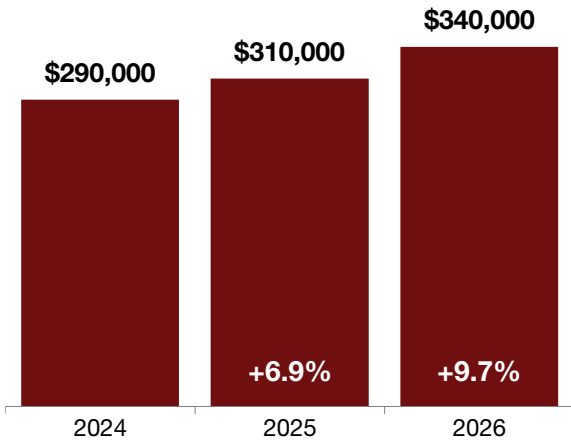
# Median Sales Price

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



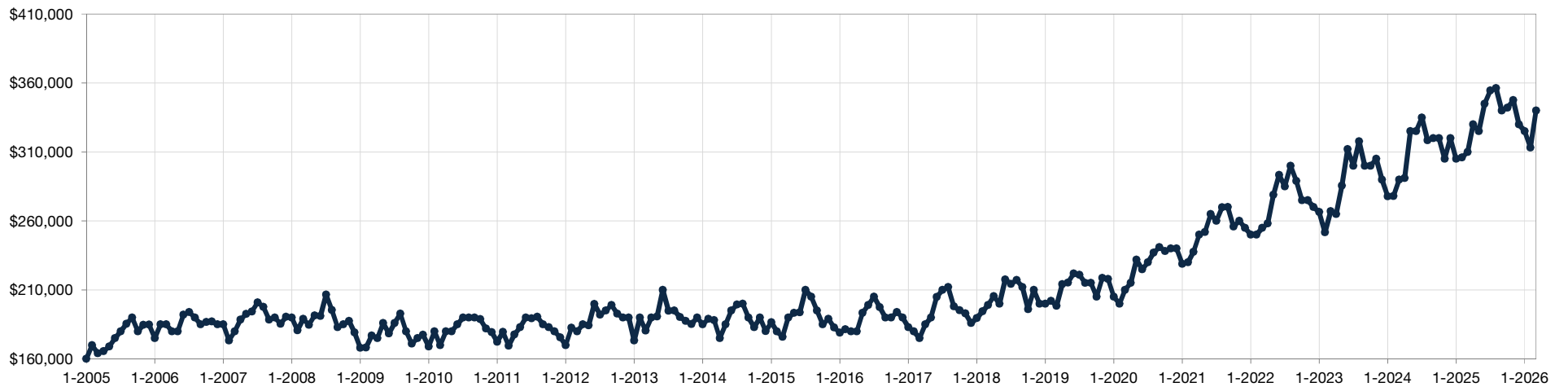
## March

## Year To Date



	Median Sales Price	Prior Year	Percent Change
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	\$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%
February 2026	\$313,250	\$306,000	+2.4%
<b>March 2026</b>	<b>\$340,000</b>	<b>\$310,000</b>	<b>+9.7%</b>
12-Month Med	\$340,000	\$315,000	+7.9%

## Historical Median Sales Price



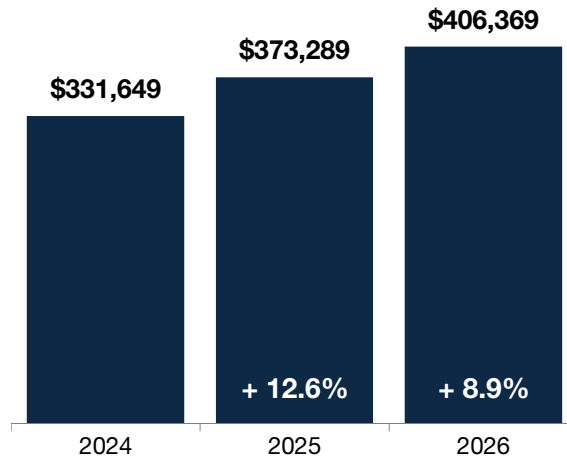
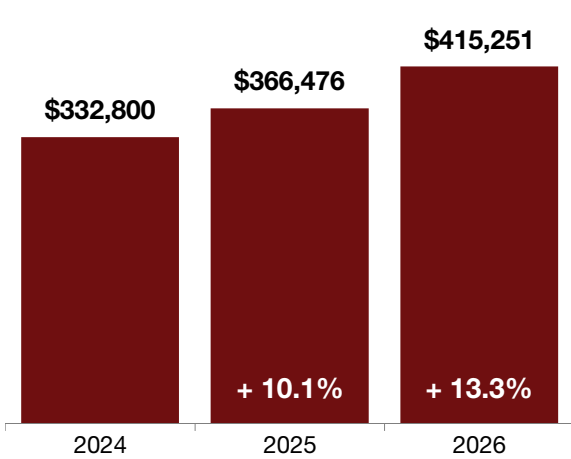
# Average Sales Price

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



## March

## Year To Date



	Average Sales Price	Prior Year	Percent Change
April 2025	\$391,362	\$369,188	+6.0%
May 2025	\$390,226	\$373,204	+4.6%
June 2025	\$407,638	\$397,195	+2.6%
July 2025	\$418,196	\$380,993	+9.8%
August 2025	\$420,518	\$381,966	+10.1%
September 2025	\$412,554	\$392,023	+5.2%
October 2025	\$409,577	\$374,277	+9.4%
November 2025	\$407,595	\$372,914	+9.3%
December 2025	\$414,877	\$387,465	+7.1%
January 2026	\$406,506	\$385,205	+5.5%
February 2026	\$395,409	\$365,136	+8.3%
<b>March 2026</b>	<b>\$415,251</b>	<b>\$366,476</b>	<b>+13.3%</b>
12-Month Avg	\$408,790	\$379,531	+7.7%

## Historical Average Sales Price



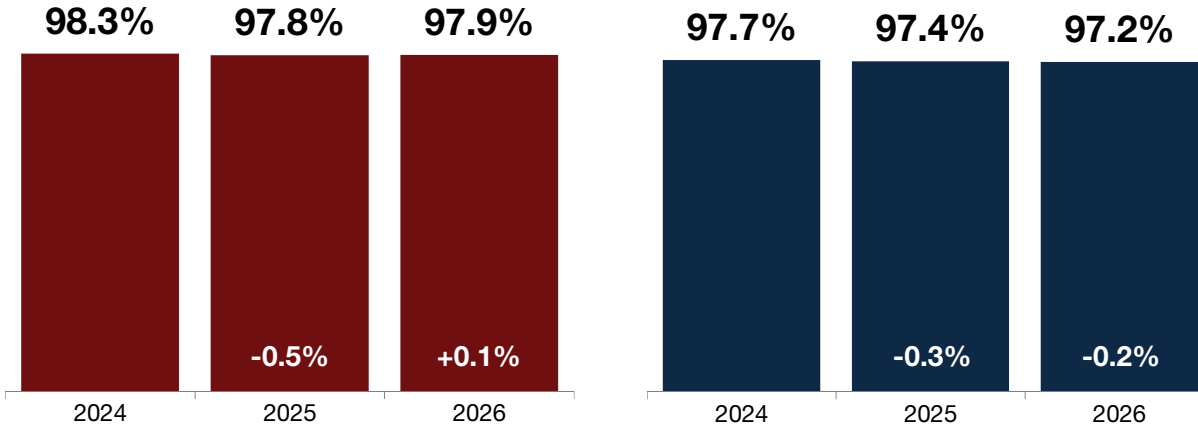
# Percent of Original List Price Received

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.



## March

## Year To Date



	Pct. of Orig. List Price Rec'd	Prior Year	Percent Change
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	99.4%	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%
January 2026	97.1%	97.2%	-0.1%
February 2026	96.6%	97.1%	-0.5%
<b>March 2026</b>	<b>97.9%</b>	<b>97.8%</b>	<b>+0.1%</b>
12-Month Avg	99.0%	99.3%	-0.3%

## Historical Percent of Original List Price Received

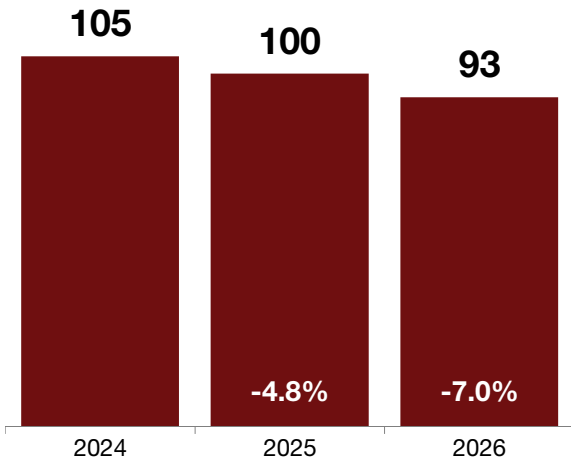


# Housing Affordability Index

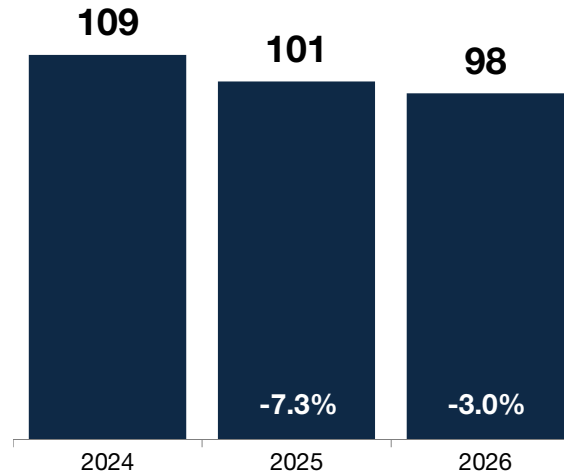
This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



## March



## Year To Date



	Housing Affordability Index	Prior Year	Percent Change
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%
February 2026	105	100	+5.0%
<b>March 2026</b>	<b>93</b>	<b>100</b>	<b>-7.0%</b>
12-Month Avg	94	98	-4.1%

## Historical Housing Affordability Index

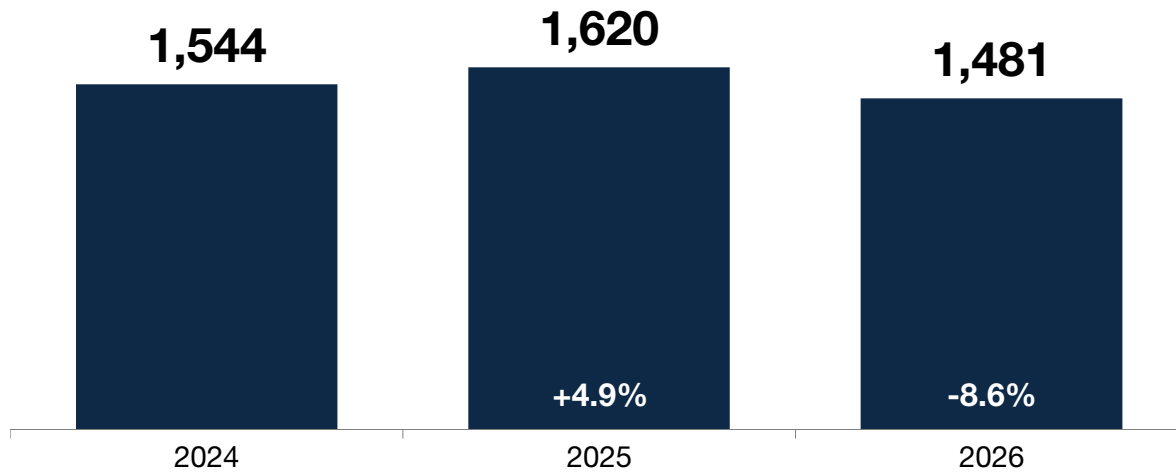


# Inventory of Homes for Sale

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

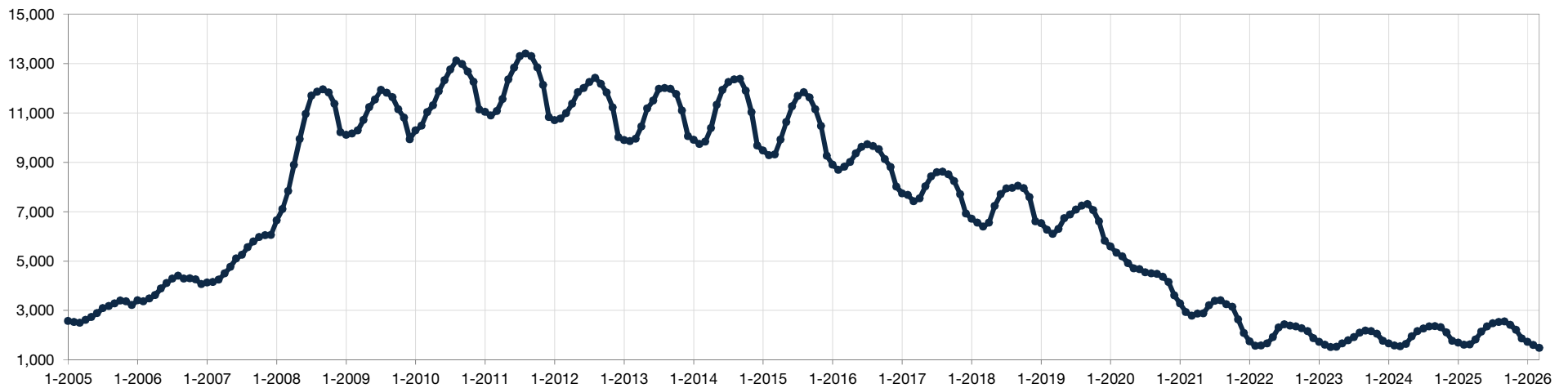


## March



Inventory of Homes for Sale	Prior Year	Percent Change
April 2025	1,645	+10.9%
May 2025	1,947	+9.8%
June 2025	2,163	+8.8%
July 2025	2,261	+9.4%
August 2025	2,351	+7.6%
September 2025	2,363	+7.7%
October 2025	2,318	+4.2%
November 2025	2,110	+4.7%
December 2025	1,769	+5.4%
January 2026	1,690	+2.2%
February 2026	1,611	-0.8%
<b>March 2026</b>	<b>1,620</b>	<b>-8.6%</b>
12-Month Avg	2,097	+5.1%

## Historical Inventory of Homes for Sale

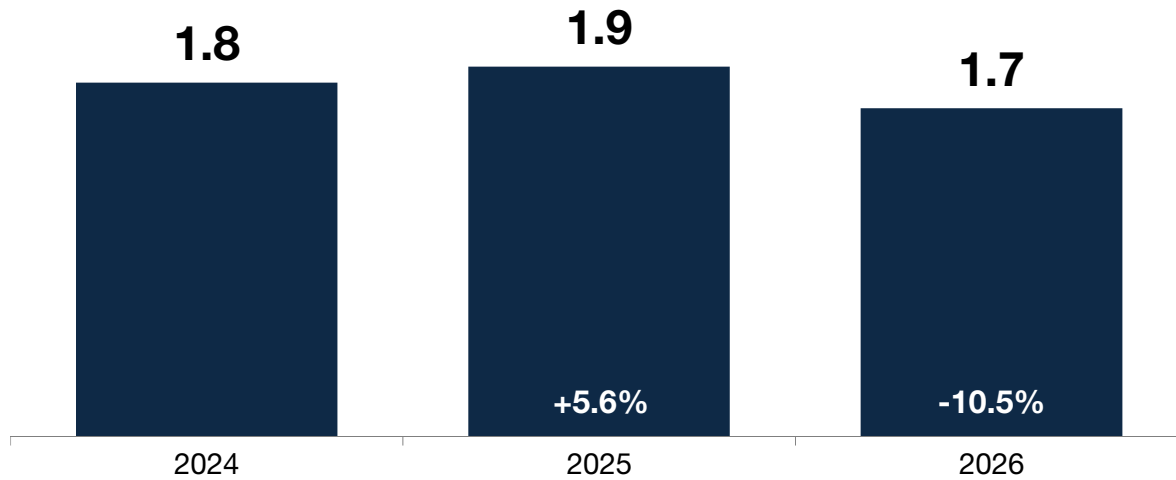


# Months Supply of Inventory

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.



## March



Months Supply of Inventory	Prior Year	Percent Change
April 2025	1.9	+10.5%
May 2025	2.3	+8.7%
June 2025	2.5	+8.0%
July 2025	2.6	+7.7%
August 2025	2.7	+3.7%
September 2025	2.7	+7.4%
October 2025	2.7	0.0%
November 2025	2.4	+4.2%
December 2025	2.0	+5.0%
January 2026	1.9	+5.3%
February 2026	1.9	-5.3%
<b>March 2026</b>	<b>1.9</b>	<b>-10.5%</b>
12-Month Avg	2.3	+4.3%

## Historical Months Supply of Inventory

