

# Monthly Indicators



## 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 decreased 25.6 percent to 29. Pending Sales decreased 25.8 percent to 23. Inventory increased 42.9 percent to 60.

Median Sales Price decreased 0.9 percent from \$201,845 to \$200,000. Days on Market decreased 45.9 percent to 20. Months Supply of Inventory increased 81.3 percent to 2.9.

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.

## Activity Snapshot

<b>- 23.3%</b>	<b>- 0.9%</b>	<b>+ 42.9%</b>
One-Year Change in <b>Closed Sales</b> All Properties	One-Year Change in <b>Median Sales Price</b> All Properties	One-Year Change in <b>Homes for Sale</b> All Properties

Residential activity in Cortland County composed of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

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# Activity Overview

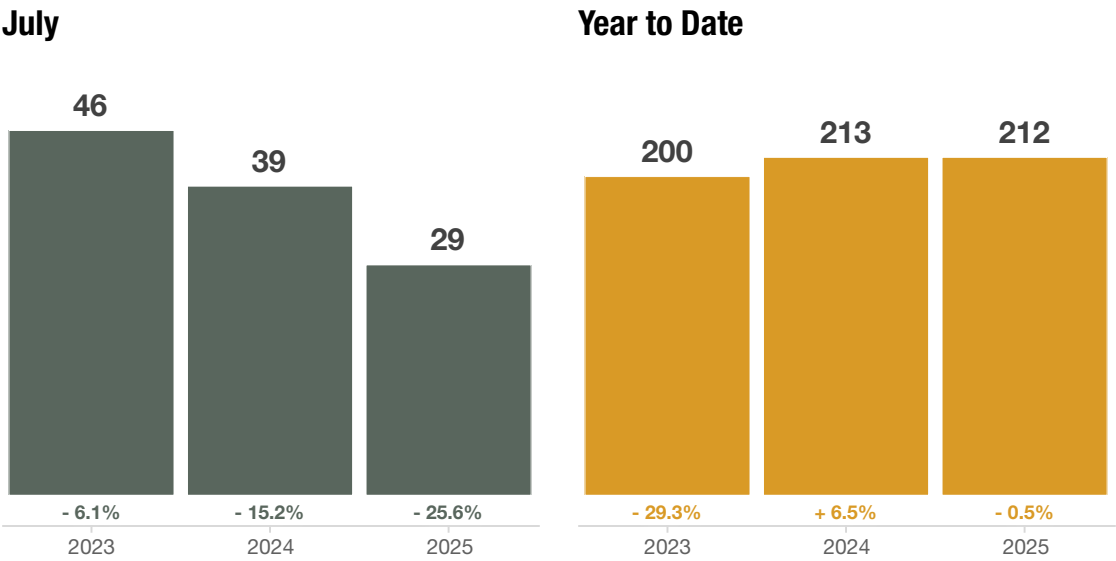
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	7-2024	7-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		39	29	- 25.6%	213	212	- 0.5%
Pending Sales		31	23	- 25.8%	183	161	- 12.0%
Closed Sales		30	23	- 23.3%	164	135	- 17.7%
Days on Market Until Sale		37	20	- 45.9%	32	29	- 9.4%
Median Sales Price		\$201,845	\$200,000	- 0.9%	\$185,000	\$190,000	+ 2.7%
Average Sales Price		\$216,537	\$224,135	+ 3.5%	\$197,115	\$213,650	+ 8.4%
Percent of List Price Received		100.2%	101.0%	+ 0.8%	99.1%	98.1%	- 1.0%
Housing Affordability Index		149	150	+ 0.7%	162	158	- 2.5%
Inventory of Homes for Sale		42	60	+ 42.9%	—	—	—
Months Supply of Inventory		1.6	2.9	+ 81.3%	—	—	—

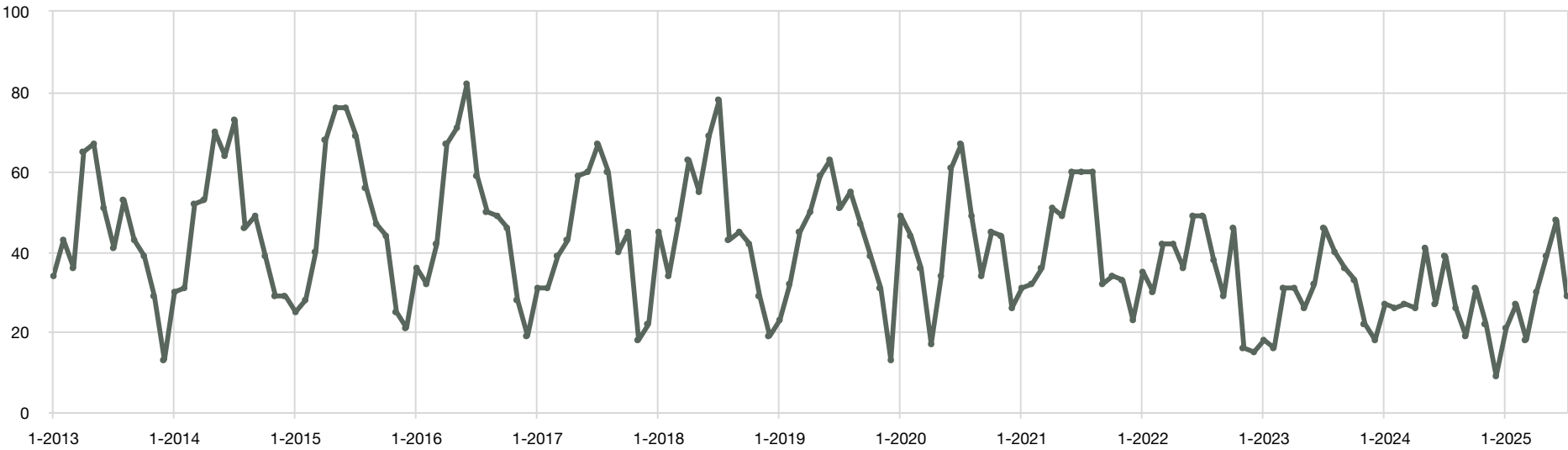
# New Listings

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



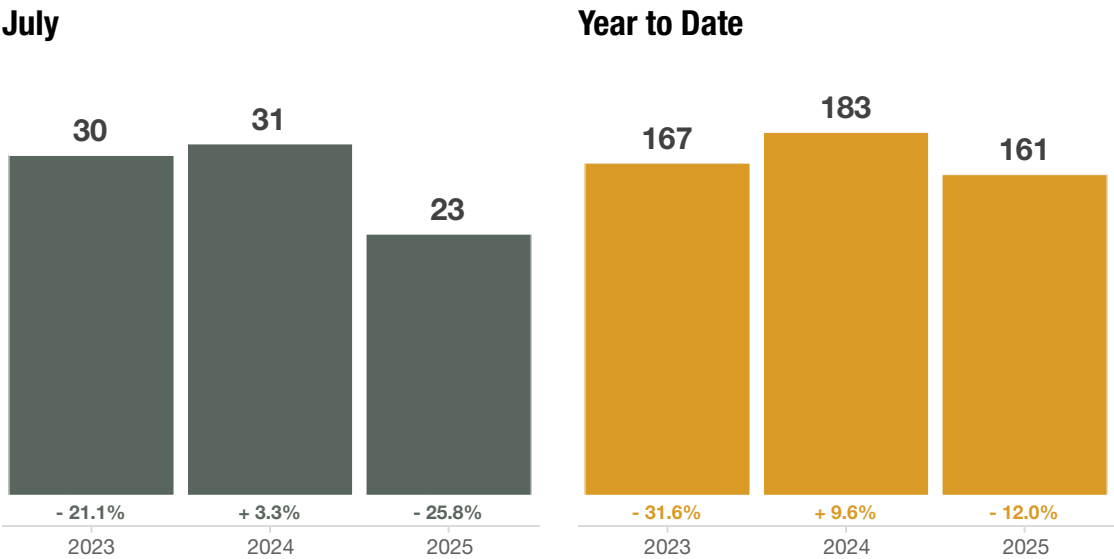
New Listings		Prior Year	Percent Change
August 2024	26	40	- 35.0%
September 2024	19	36	- 47.2%
October 2024	31	33	- 6.1%
November 2024	22	22	0.0%
December 2024	9	18	- 50.0%
January 2025	21	27	- 22.2%
February 2025	27	26	+ 3.8%
March 2025	18	27	- 33.3%
April 2025	30	26	+ 15.4%
May 2025	39	41	- 4.9%
June 2025	48	27	+ 77.8%
July 2025	29	39	- 25.6%
12-Month Avg	27	30	- 10.0%

## Historical New Listings by Month



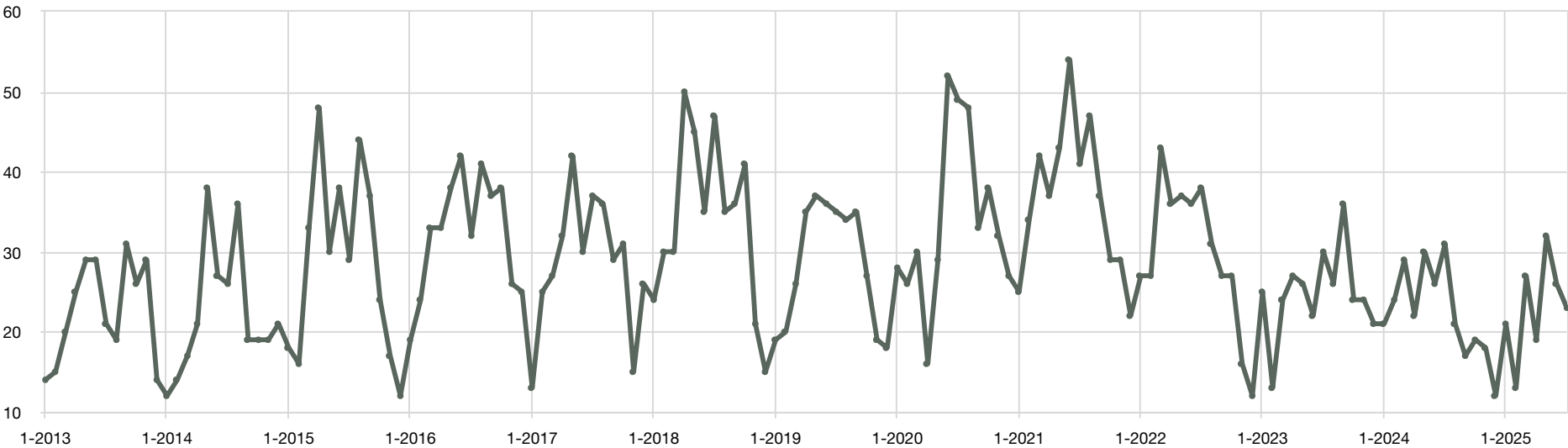
# Pending Sales

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



Pending Sales		Prior Year	Percent Change
August 2024	21	26	- 19.2%
September 2024	17	36	- 52.8%
October 2024	19	24	- 20.8%
November 2024	18	24	- 25.0%
December 2024	12	21	- 42.9%
January 2025	21	21	0.0%
February 2025	13	24	- 45.8%
March 2025	27	29	- 6.9%
April 2025	19	22	- 13.6%
May 2025	32	30	+ 6.7%
June 2025	26	26	0.0%
July 2025	23	31	- 25.8%
12-Month Avg	21	26	- 19.2%

## Historical Pending Sales by Month

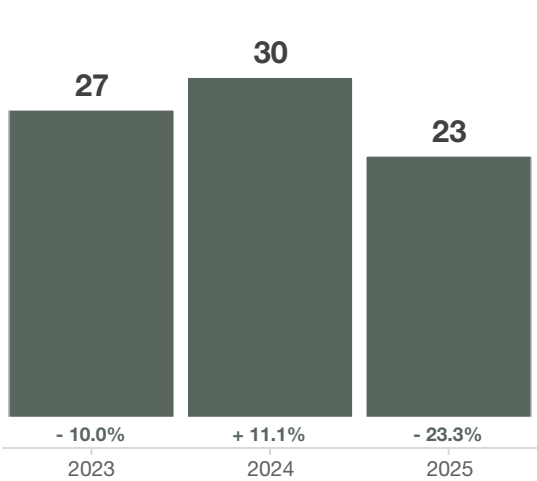


# Closed Sales

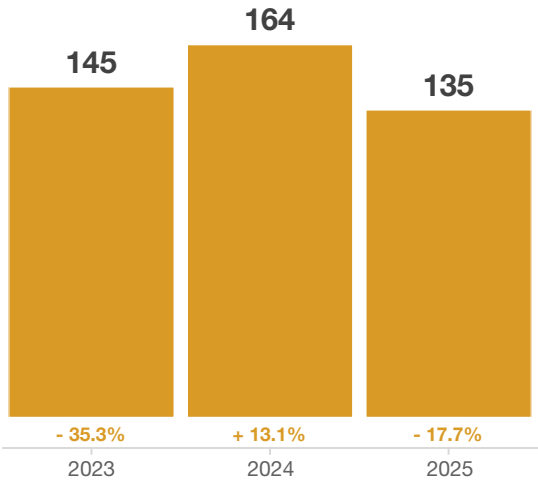
A count of the actual sales that closed in a given month.



## July

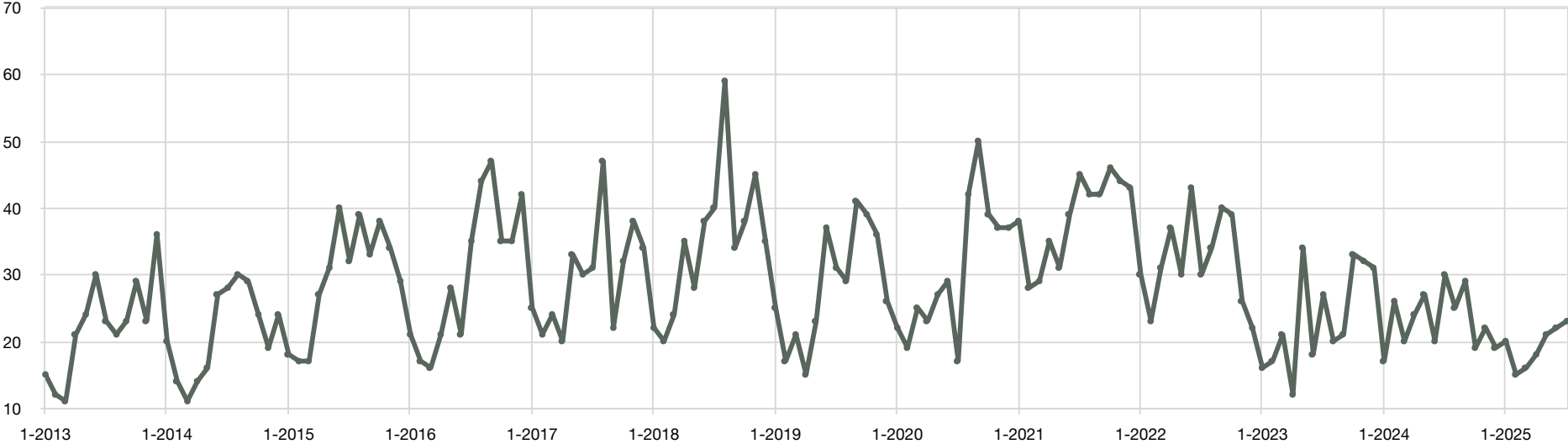


## Year to Date



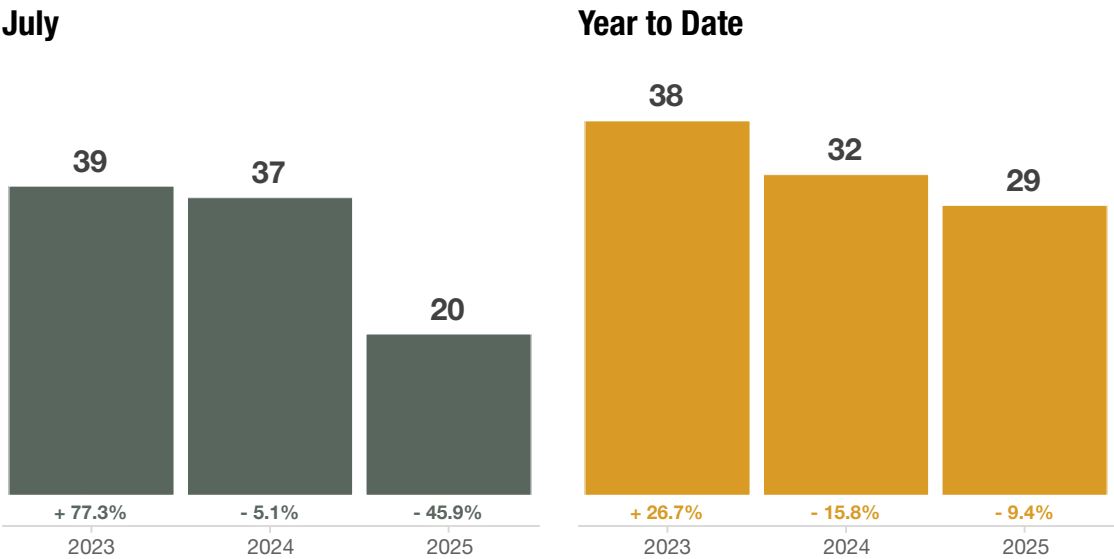
Closed Sales		Prior Year	Percent Change
August 2024	25	20	+ 25.0%
September 2024	29	21	+ 38.1%
October 2024	19	33	- 42.4%
November 2024	22	32	- 31.3%
December 2024	19	31	- 38.7%
January 2025	20	17	+ 17.6%
February 2025	15	26	- 42.3%
March 2025	16	20	- 20.0%
April 2025	18	24	- 25.0%
May 2025	21	27	- 22.2%
June 2025	22	20	+ 10.0%
July 2025	23	30	- 23.3%
12-Month Avg	21	25	- 16.0%

## Historical Closed Sales by Month



# Days on Market Until Sale

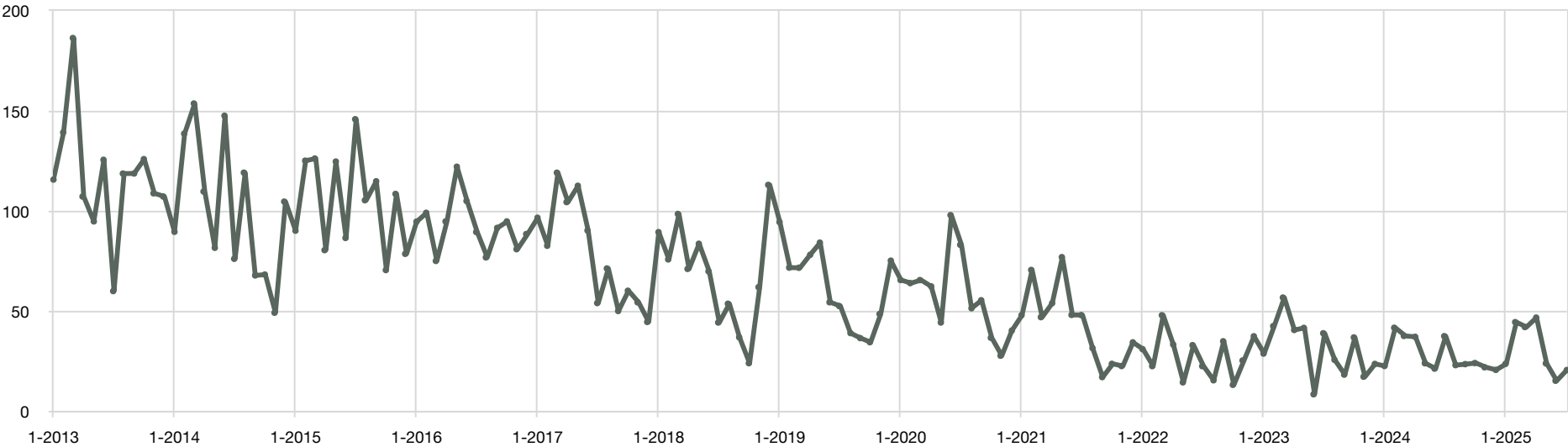
Average number of days between when a property is listed and when an offer is accepted in a given month.



Days on Market		Prior Year	Percent Change
August 2024	23	26	- 11.5%
September 2024	23	18	+ 27.8%
October 2024	24	37	- 35.1%
November 2024	22	17	+ 29.4%
December 2024	20	23	- 13.0%
January 2025	24	22	+ 9.1%
February 2025	44	42	+ 4.8%
March 2025	42	37	+ 13.5%
April 2025	47	37	+ 27.0%
May 2025	24	24	0.0%
June 2025	15	21	- 28.6%
July 2025	20	37	- 45.9%
12-Month Avg*	26	29	- 9.1%

\* Days on Market for all properties from August 2024 through July 2025. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

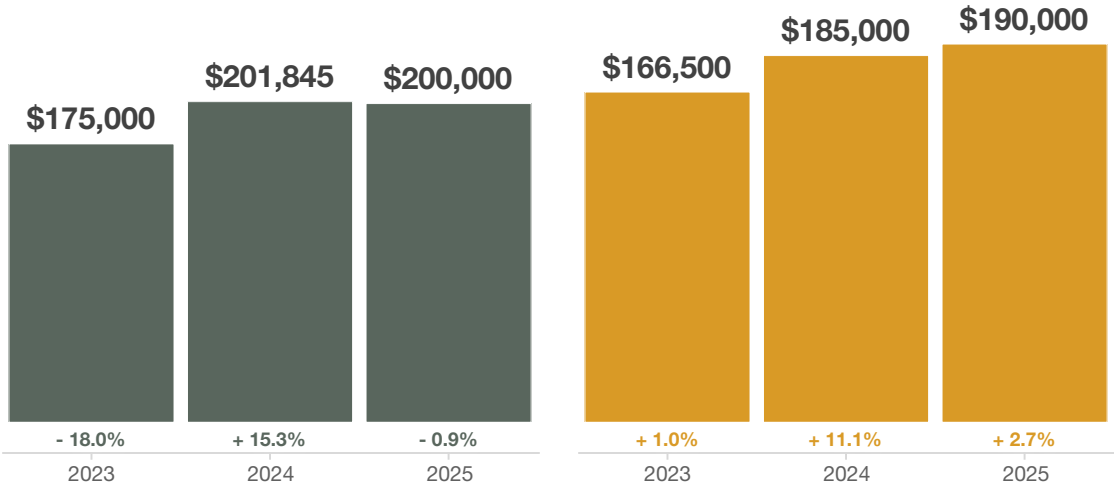


# Median Sales Price

Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## July



Median Sales Price	Prior Year	Percent Change
August 2024	\$190,000	\$182,950 + 3.9%
September 2024	\$205,000	\$178,000 + 15.2%
October 2024	\$191,000	\$187,000 + 2.1%
November 2024	\$192,335	\$185,500 + 3.7%
December 2024	\$170,000	\$192,000 - 11.5%
January 2025	\$160,500	\$148,400 + 8.2%
February 2025	\$160,000	\$177,625 - 9.9%
March 2025	\$194,670	\$155,000 + 25.6%
April 2025	\$175,000	\$207,000 - 15.5%
May 2025	\$179,000	\$185,000 - 3.2%
June 2025	\$246,450	\$210,522 + 17.1%
July 2025	\$200,000	\$201,845 - 0.9%
12-Month Avg*	\$190,000	\$185,000 + 2.7%

\* Median Sales Price for all properties from August 2024 through July 2025. This is not the average of the individual figures above.

## Historical Median Sales Price by Month

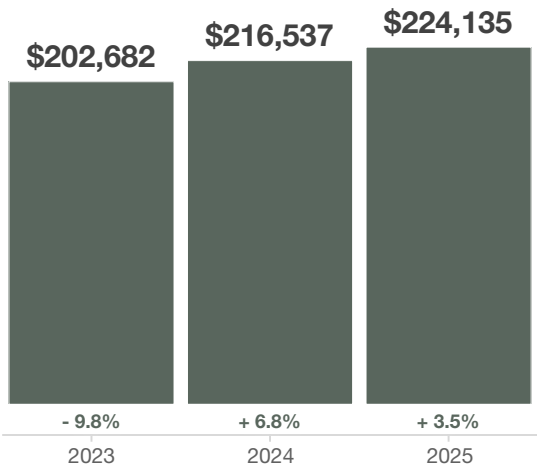


# Average Sales Price

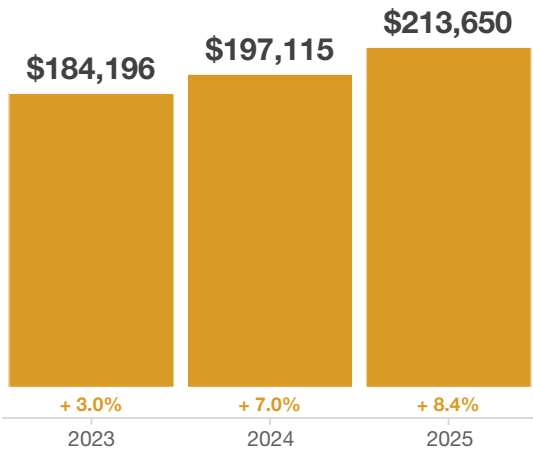
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## July



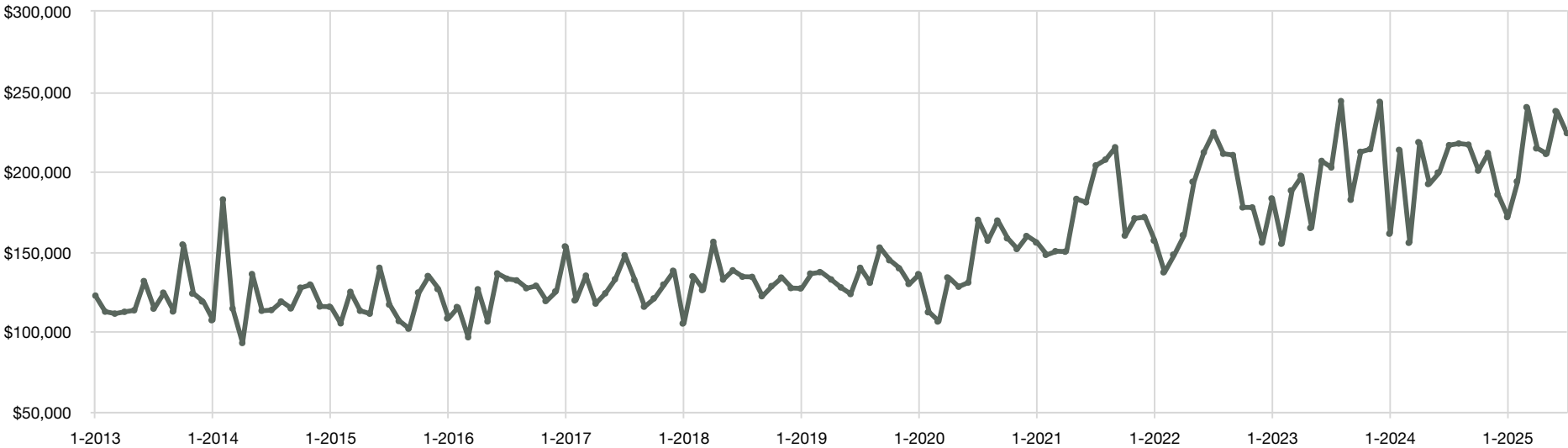
## Year to Date



Avg. Sales Price		Prior Year	Percent Change
August 2024	\$217,596	\$244,065	- 10.8%
September 2024	\$216,877	\$182,471	+ 18.9%
October 2024	\$200,705	\$212,388	- 5.5%
November 2024	\$211,655	\$214,128	- 1.2%
December 2024	\$185,733	\$243,587	- 23.8%
January 2025	\$171,665	\$161,304	+ 6.4%
February 2025	\$193,896	\$213,579	- 9.2%
March 2025	\$240,271	\$155,595	+ 54.4%
April 2025	\$214,600	\$218,428	- 1.8%
May 2025	\$211,110	\$192,328	+ 9.8%
June 2025	\$237,822	\$199,423	+ 19.3%
July 2025	\$224,135	\$216,537	+ 3.5%
12-Month Avg*	\$211,220	\$207,482	+ 1.8%

\* Avg. Sales Price for all properties from August 2024 through July 2025. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



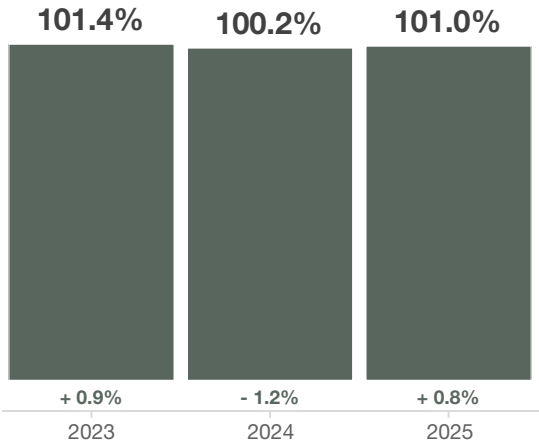


# Percent of List Price Received

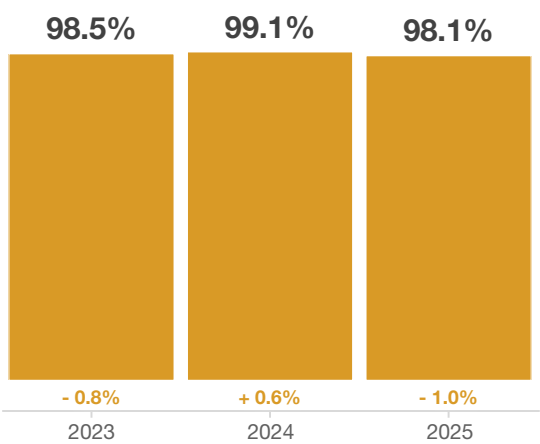
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## July



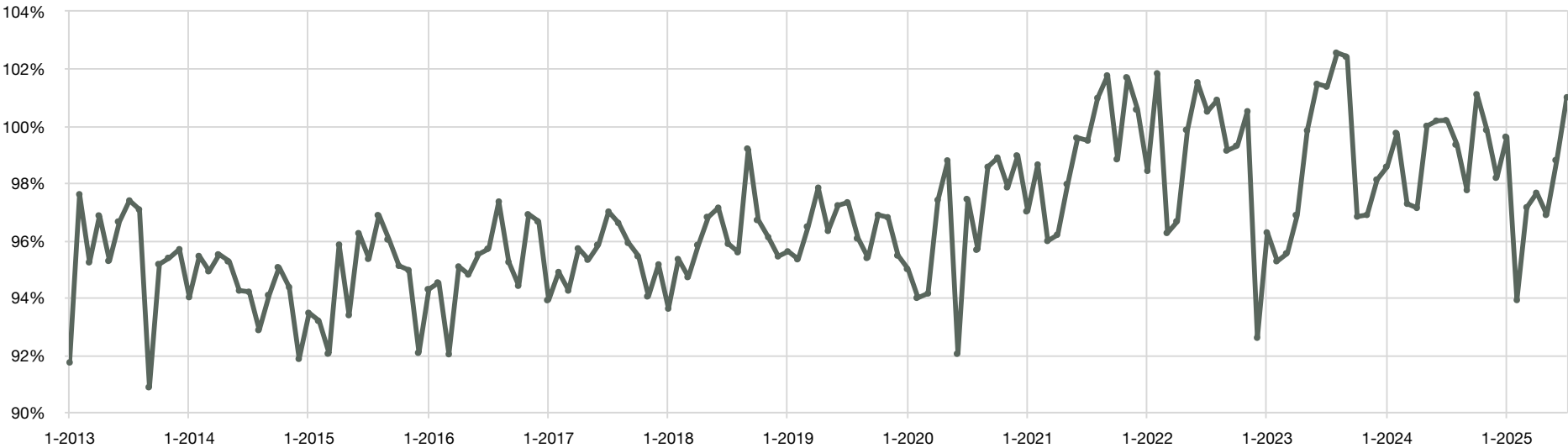
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
August 2024	99.3%	102.6%	- 3.2%
September 2024	97.8%	102.4%	- 4.5%
October 2024	101.1%	96.8%	+ 4.4%
November 2024	99.9%	96.9%	+ 3.1%
December 2024	98.2%	98.1%	+ 0.1%
January 2025	99.6%	98.6%	+ 1.0%
February 2025	93.9%	99.8%	- 5.9%
March 2025	97.2%	97.3%	- 0.1%
April 2025	97.7%	97.1%	+ 0.6%
May 2025	96.9%	100.0%	- 3.1%
June 2025	98.8%	100.2%	- 1.4%
July 2025	101.0%	100.2%	+ 0.8%
12-Month Avg*	98.6%	99.0%	- 0.4%

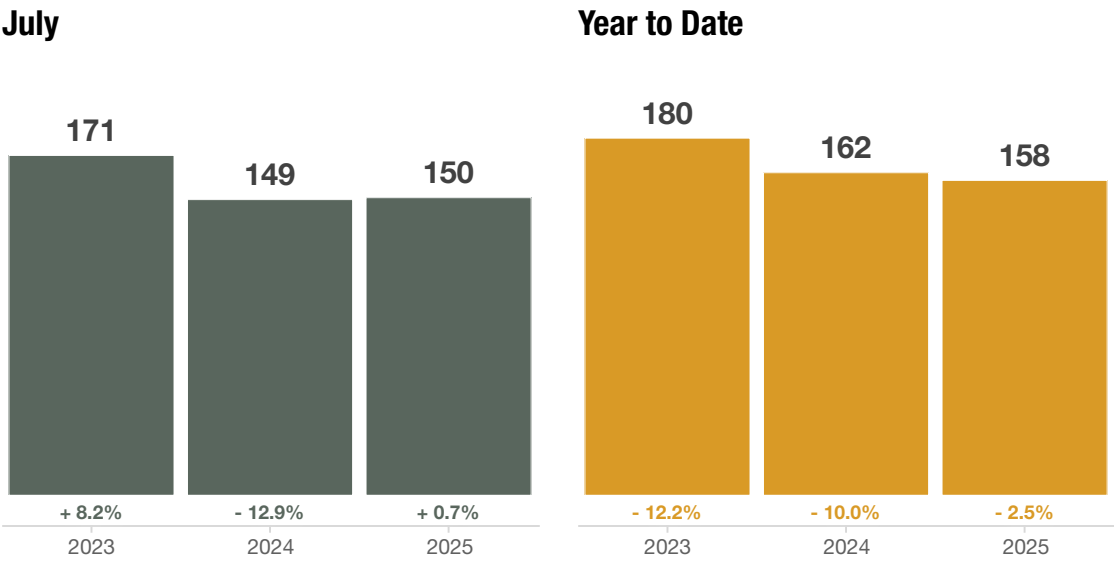
\* Pct. of List Price Received for all properties from August 2024 through July 2025. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



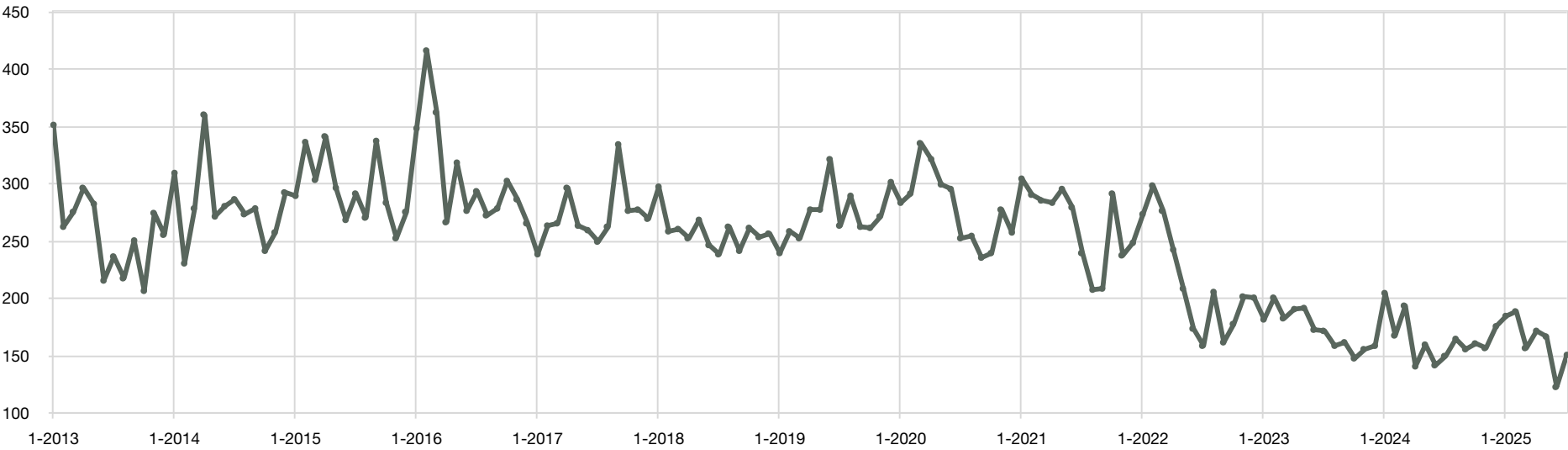
# Housing Affordability Index

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



Affordability Index		Prior Year	Percent Change
August 2024	164	158	+ 3.8%
September 2024	155	161	- 3.7%
October 2024	160	147	+ 8.8%
November 2024	156	155	+ 0.6%
December 2024	175	158	+ 10.8%
January 2025	184	204	- 9.8%
February 2025	188	167	+ 12.6%
March 2025	156	193	- 19.2%
April 2025	171	140	+ 22.1%
May 2025	166	159	+ 4.4%
June 2025	122	141	- 13.5%
July 2025	150	149	+ 0.7%
12-Month Avg	162	161	+ 0.6%

## Historical Housing Affordability Index by Month

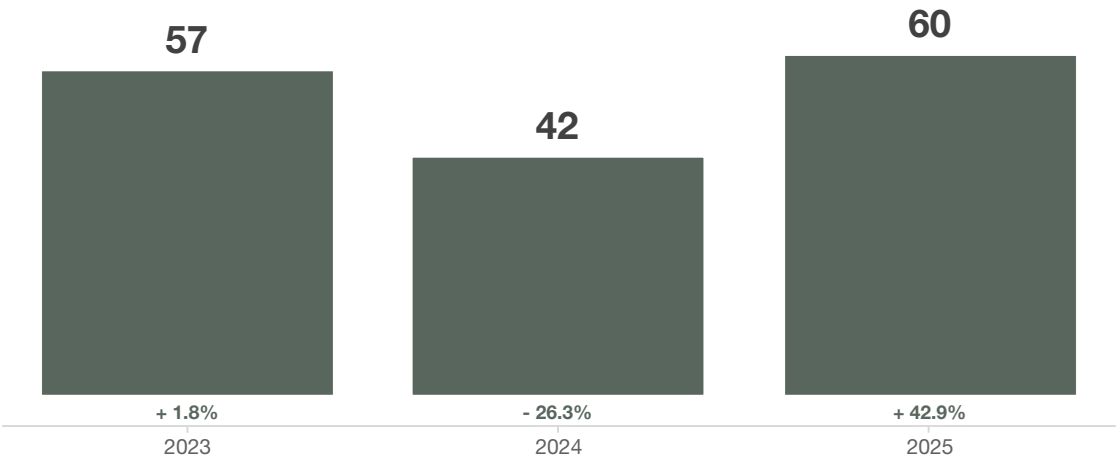


# Inventory of Homes for Sale

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



July



Homes for Sale		Prior Year	Percent Change
August 2024	43	64	- 32.8%
September 2024	39	56	- 30.4%
October 2024	40	60	- 33.3%
November 2024	42	51	- 17.6%
December 2024	37	40	- 7.5%
January 2025	33	39	- 15.4%
February 2025	44	34	+ 29.4%
March 2025	30	27	+ 11.1%
April 2025	35	30	+ 16.7%
May 2025	40	37	+ 8.1%
June 2025	56	37	+ 51.4%
July 2025	60	42	+ 42.9%
12-Month Avg	42	43	- 2.3%

## Historical Inventory of Homes for Sale by Month

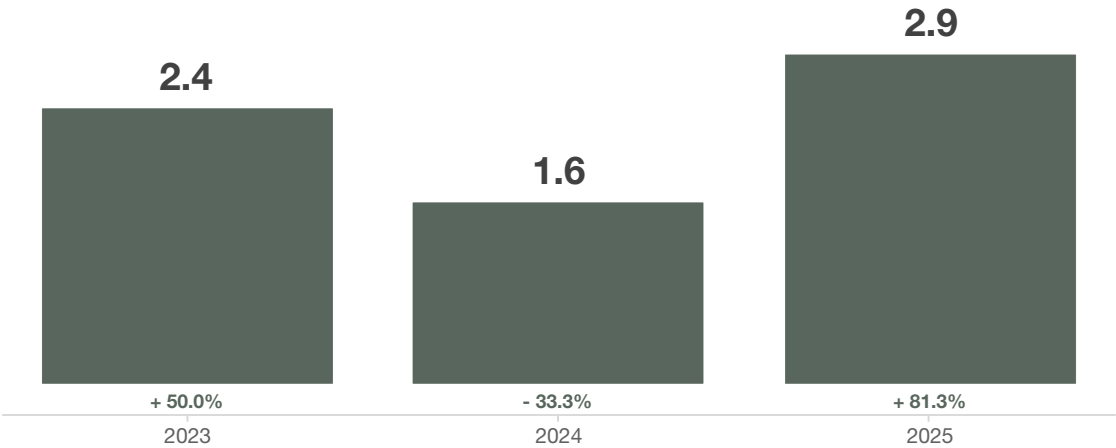


# Months Supply of Inventory

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



Months Supply		Prior Year	Percent Change
August 2024	1.7	2.8	- 39.3%
September 2024	1.6	2.4	- 33.3%
October 2024	1.7	2.6	- 34.6%
November 2024	1.8	2.1	- 14.3%
December 2024	1.6	1.6	0.0%
January 2025	1.5	1.6	- 6.3%
February 2025	2.0	1.3	+ 53.8%
March 2025	1.4	1.0	+ 40.0%
April 2025	1.7	1.2	+ 41.7%
May 2025	1.9	1.4	+ 35.7%
June 2025	2.6	1.4	+ 85.7%
July 2025	2.9	1.6	+ 81.3%
12-Month Avg*	1.9	1.8	+ 6.2%

\* Months Supply for all properties from August 2024 through July 2025. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month

