

Monthly Indicators



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 increased 55.6 percent to 14. Pending Sales increased 58.3 percent to 19. Inventory increased 48.6 percent to 55.

Median Sales Price increased 25.6 percent from \$170,000 to \$213,500. Days on Market increased 61.9 percent to 34. Months Supply of Inventory increased 50.0 percent to 2.4.

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.

Activity Snapshot

+ 20.0%	+ 25.6%	+ 48.6%
One-Year Change in Closed Sales All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Homes for Sale 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.



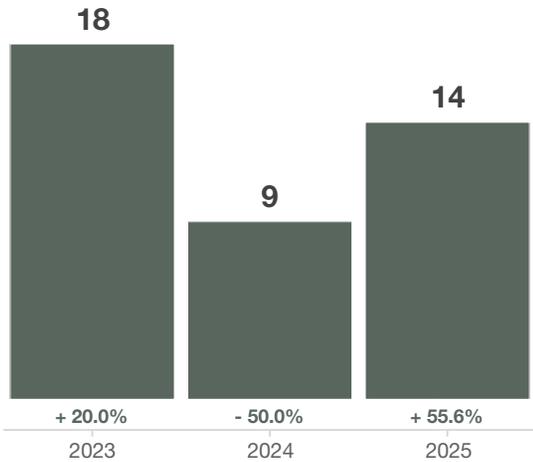
Key Metrics	Historical Sparkbars	12-2024	12-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		9	14	+ 55.6%	319	345	+ 8.2%
Pending Sales		12	19	+ 58.3%	270	274	+ 1.5%
Closed Sales		20	24	+ 20.0%	279	273	- 2.2%
Days on Market Until Sale		21	34	+ 61.9%	28	30	+ 7.1%
Median Sales Price		\$170,000	\$213,500	+ 25.6%	\$189,335	\$194,835	+ 2.9%
Average Sales Price		\$188,589	\$252,267	+ 33.8%	\$201,832	\$226,847	+ 12.4%
Percent of List Price Received		97.9%	100.5%	+ 2.7%	99.1%	98.5%	- 0.6%
Housing Affordability Index		175	148	- 15.4%	157	162	+ 3.2%
Inventory of Homes for Sale		37	55	+ 48.6%	—	—	—
Months Supply of Inventory		1.6	2.4	+ 50.0%	—	—	—

New Listings

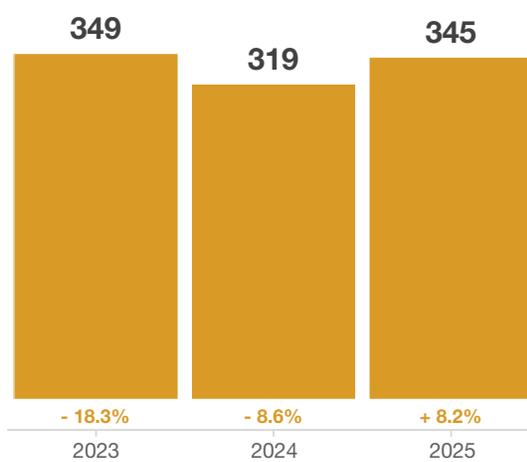
A count of the properties that have been newly listed on the market in a given month.



December

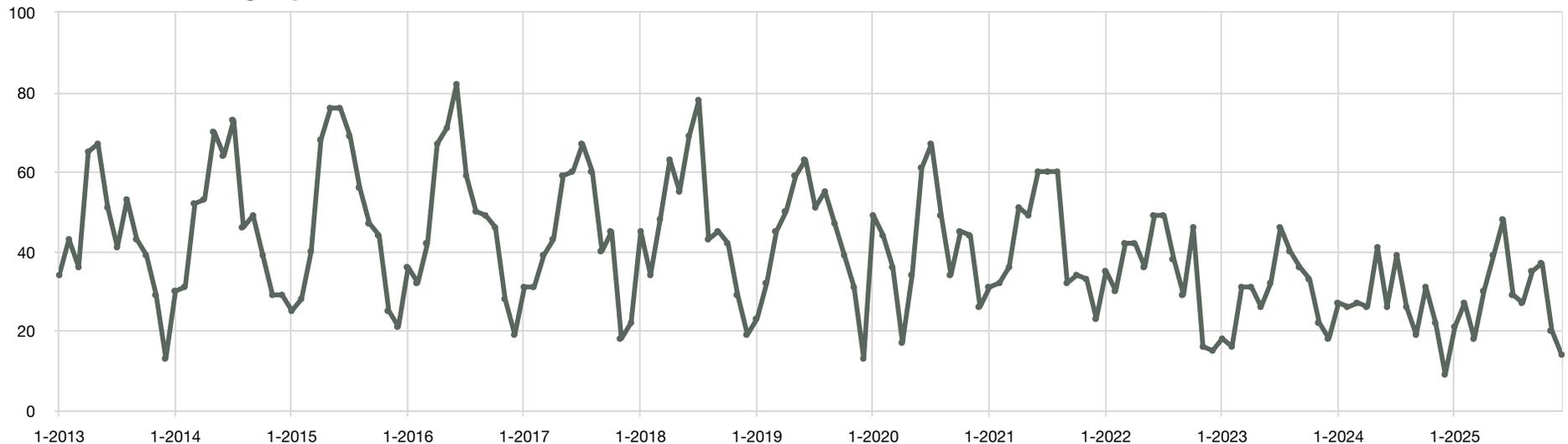


Year to Date



	New Listings	Prior Year	Percent Change
January 2025	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	26	+ 84.6%
July 2025	29	39	- 25.6%
August 2025	27	26	+ 3.8%
September 2025	35	19	+ 84.2%
October 2025	37	31	+ 19.4%
November 2025	20	22	- 9.1%
December 2025	14	9	+ 55.6%
12-Month Avg	29	27	+ 7.4%

Historical New Listings by Month

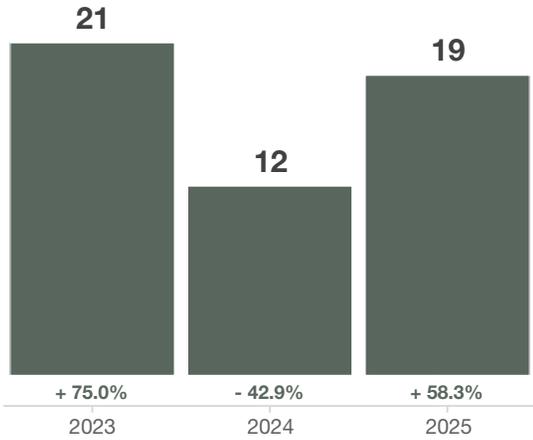


Pending Sales

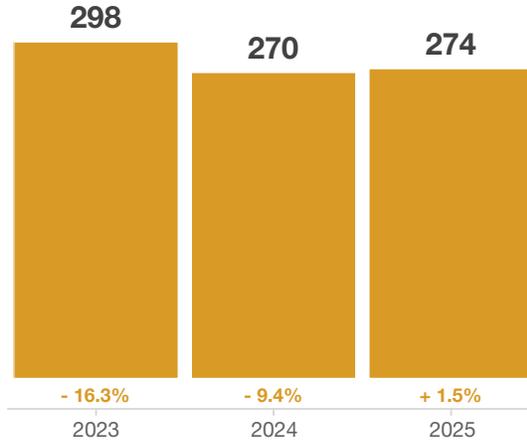
A count of the properties on which offers have been accepted in a given month.



December

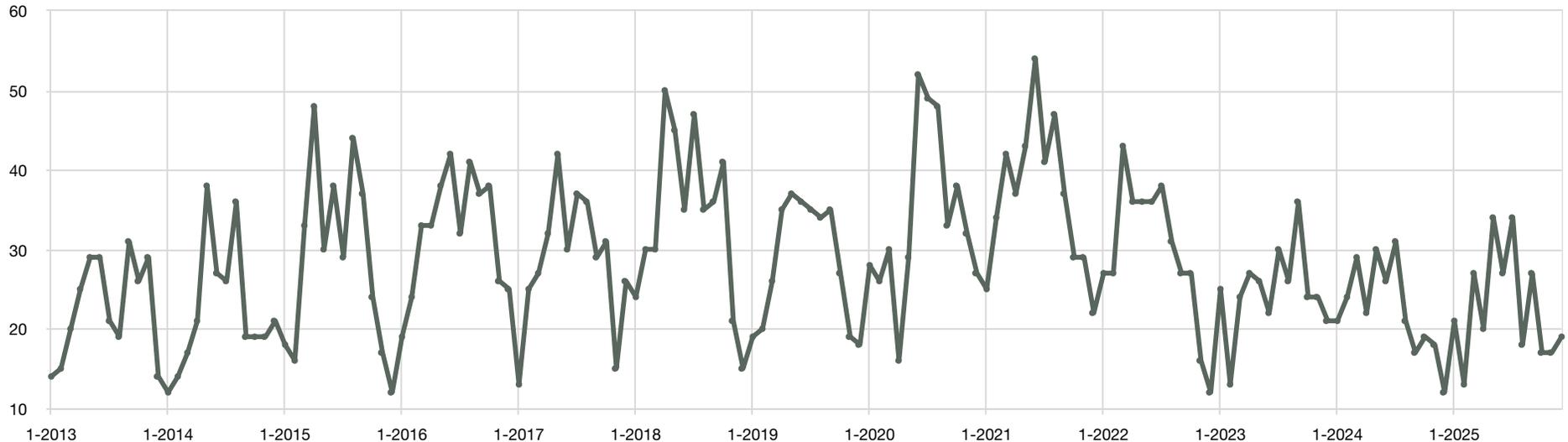


Year to Date



	Pending Sales	Prior Year	Percent Change
January 2025	21	21	0.0%
February 2025	13	24	-45.8%
March 2025	27	29	-6.9%
April 2025	20	22	-9.1%
May 2025	34	30	+13.3%
June 2025	27	26	+3.8%
July 2025	34	31	+9.7%
August 2025	18	21	-14.3%
September 2025	27	17	+58.8%
October 2025	17	19	-10.5%
November 2025	17	18	-5.6%
December 2025	19	12	+58.3%
12-Month Avg	23	23	0.0%

Historical Pending Sales by Month

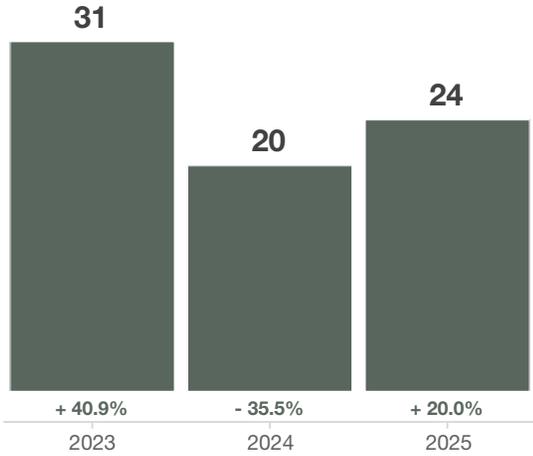


Closed Sales

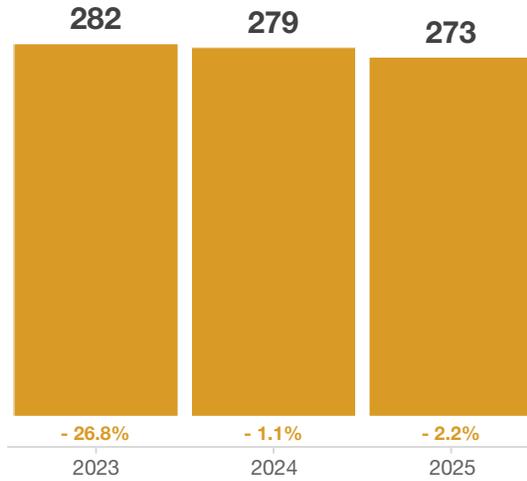
A count of the actual sales that closed in a given month.



December

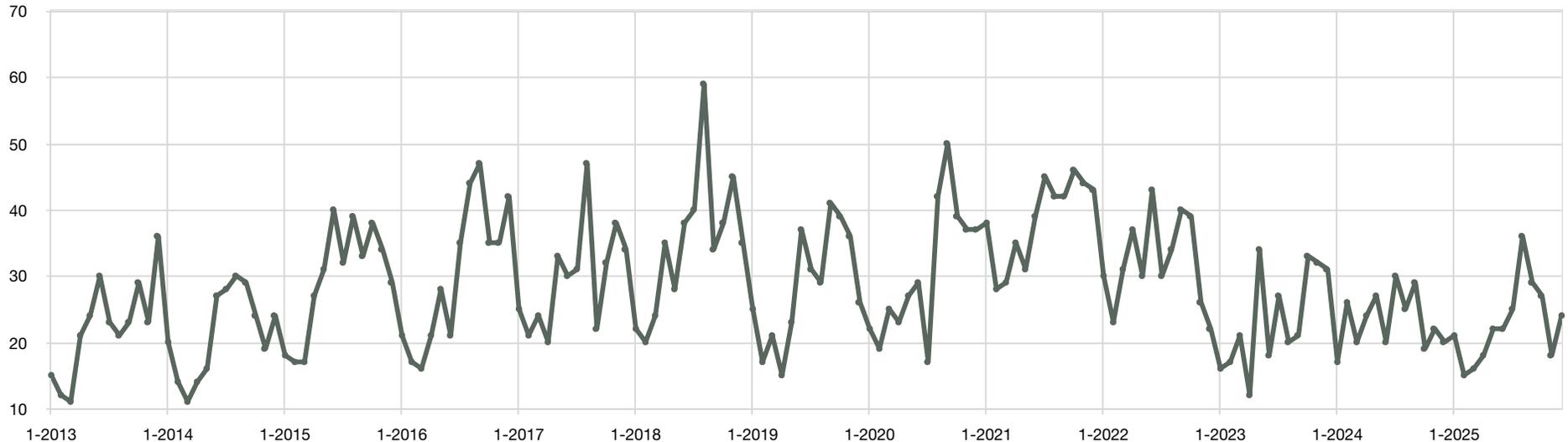


Year to Date



	Closed Sales	Prior Year	Percent Change
January 2025	21	17	+ 23.5%
February 2025	15	26	- 42.3%
March 2025	16	20	- 20.0%
April 2025	18	24	- 25.0%
May 2025	22	27	- 18.5%
June 2025	22	20	+ 10.0%
July 2025	25	30	- 16.7%
August 2025	36	25	+ 44.0%
September 2025	29	29	0.0%
October 2025	27	19	+ 42.1%
November 2025	18	22	- 18.2%
December 2025	24	20	+ 20.0%
12-Month Avg	23	23	0.0%

Historical Closed Sales by Month

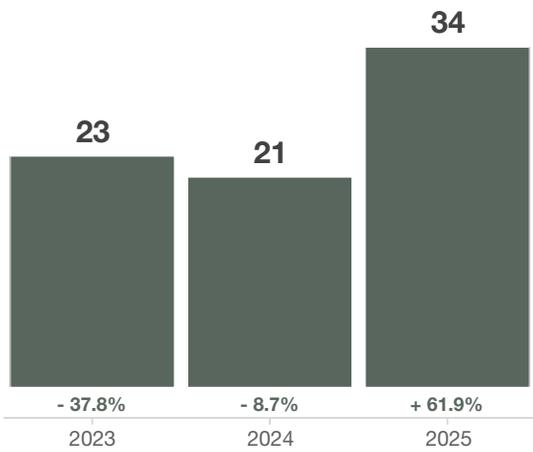


Days on Market Until Sale

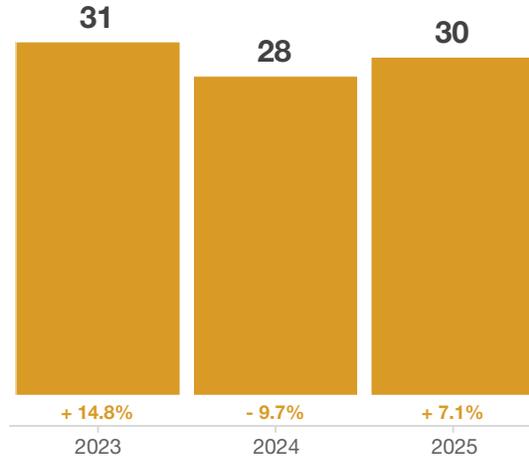
Average number of days between when a property is listed and when an offer is accepted in a given month.



December



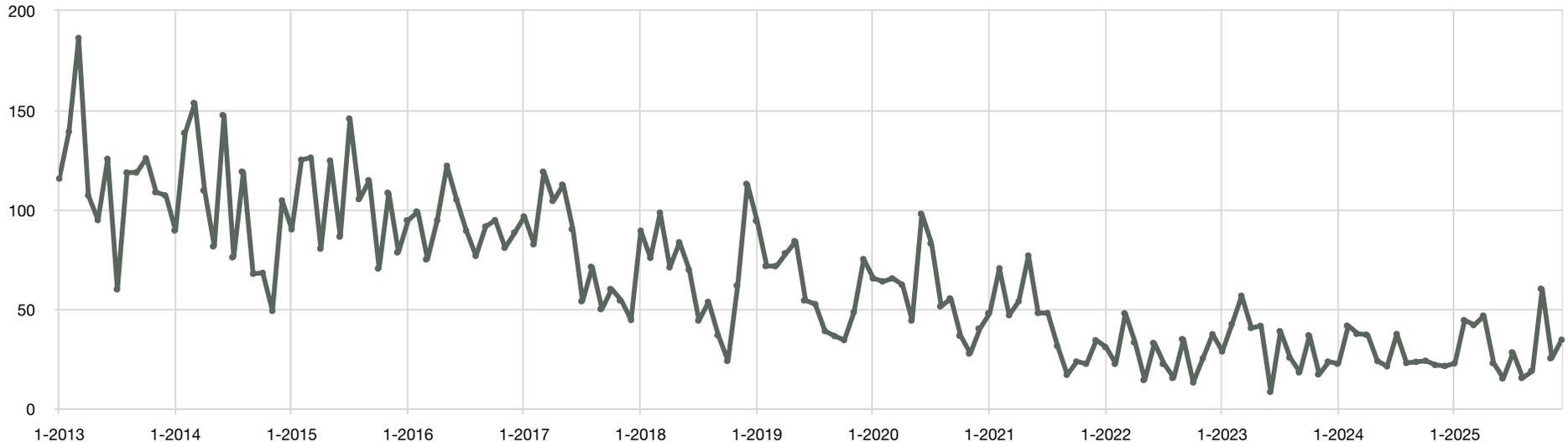
Year to Date



Days on Market	Prior Year	Percent Change
January 2025	23	+ 4.5%
February 2025	44	+ 4.8%
March 2025	42	+ 13.5%
April 2025	47	+ 27.0%
May 2025	23	- 4.2%
June 2025	15	- 28.6%
July 2025	28	- 24.3%
August 2025	15	- 34.8%
September 2025	19	- 17.4%
October 2025	60	+ 150.0%
November 2025	25	+ 13.6%
December 2025	34	+ 61.9%
12-Month Avg*	30	+ 6.0%

* Days on Market for all properties from January 2025 through December 2025. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

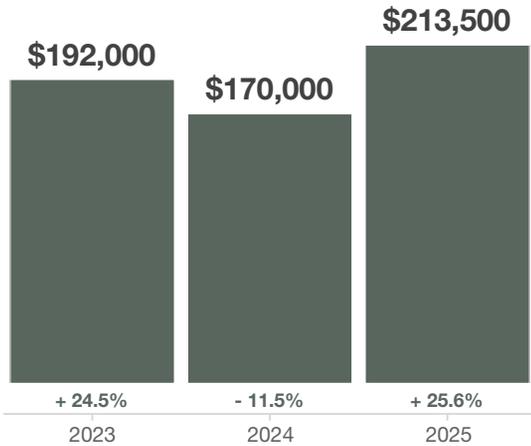


Median Sales Price

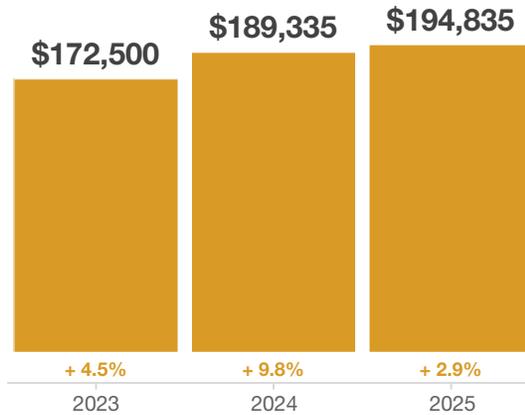
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



December



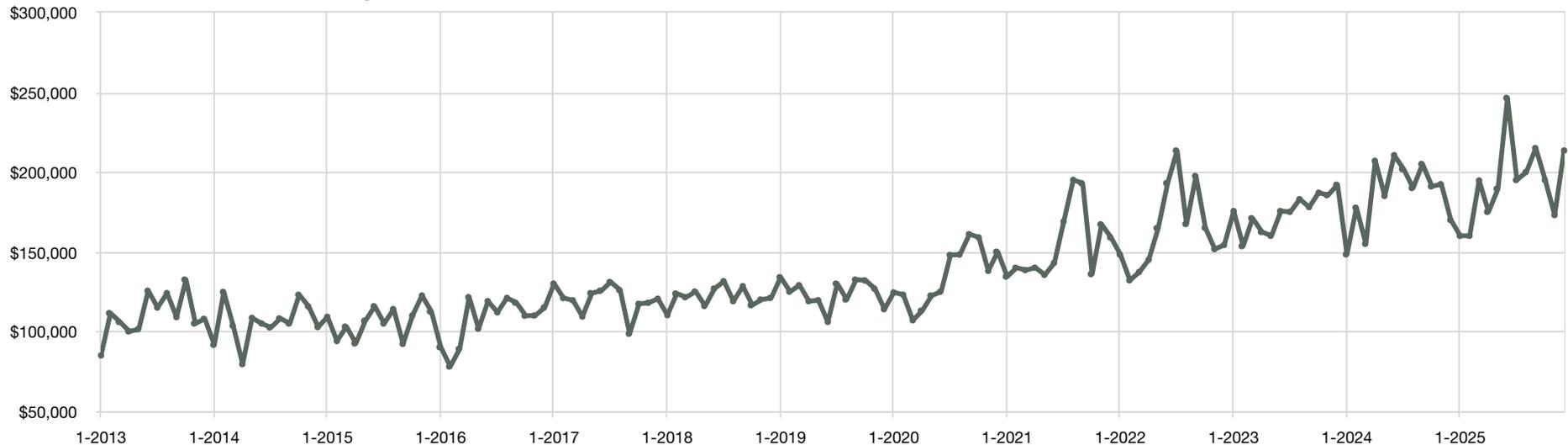
Year to Date



	Median Sales Price	Prior Year	Percent Change
January 2025	\$160,000	\$148,400	+ 7.8%
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	\$189,500	\$185,000	+ 2.4%
June 2025	\$246,450	\$210,522	+ 17.1%
July 2025	\$195,000	\$201,845	- 3.4%
August 2025	\$199,910	\$190,000	+ 5.2%
September 2025	\$215,000	\$205,000	+ 4.9%
October 2025	\$195,000	\$191,000	+ 2.1%
November 2025	\$173,000	\$192,335	- 10.1%
December 2025	\$213,500	\$170,000	+ 25.6%
12-Month Avg*	\$194,835	\$189,335	+ 2.9%

* Median Sales Price for all properties from January 2025 through December 2025. This is not the average of the individual figures above.

Historical Median Sales Price by Month

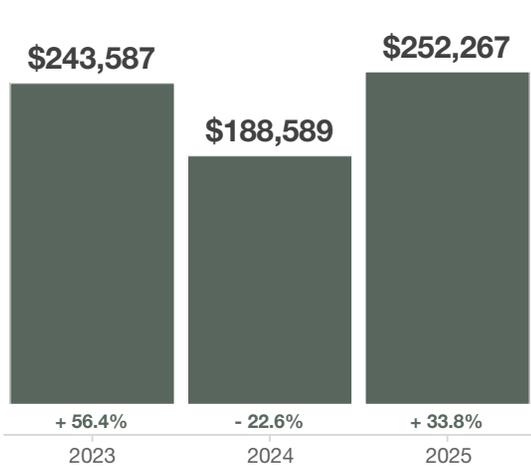


Average Sales Price

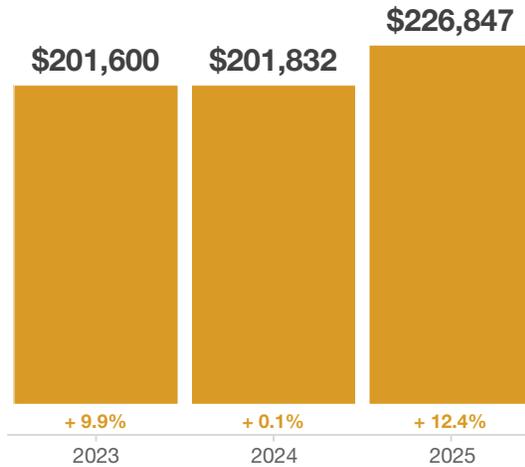
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December



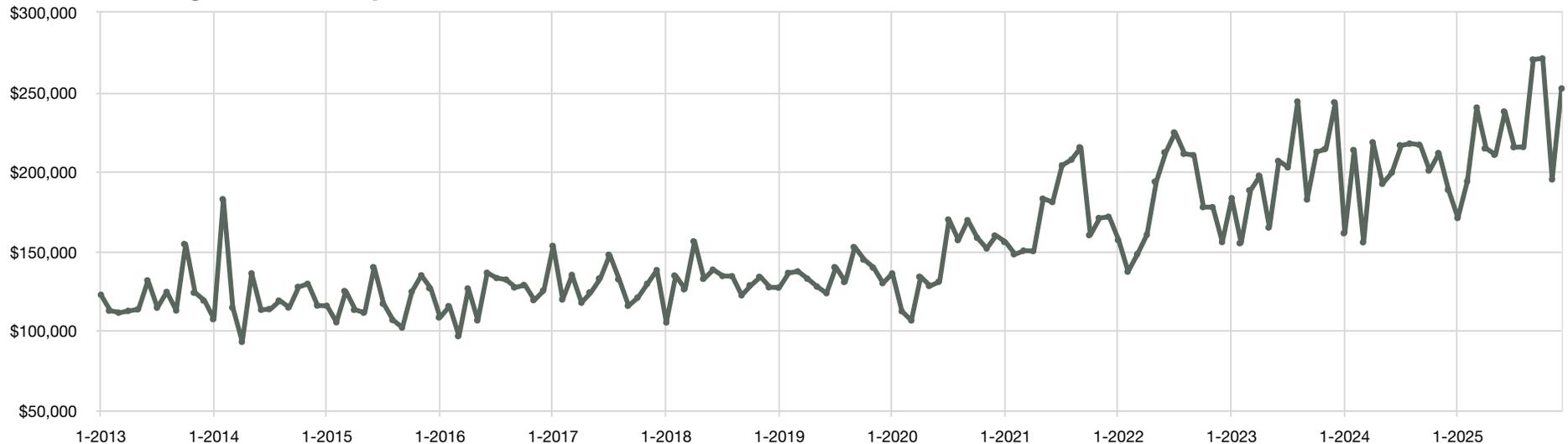
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
January 2025	\$170,871	\$161,304	+ 5.9%
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	\$210,605	\$192,328	+ 9.5%
June 2025	\$237,822	\$199,423	+ 19.3%
July 2025	\$215,364	\$216,537	- 0.5%
August 2025	\$215,463	\$217,596	- 1.0%
September 2025	\$270,491	\$216,877	+ 24.7%
October 2025	\$271,174	\$200,705	+ 35.1%
November 2025	\$195,126	\$211,655	- 7.8%
December 2025	\$252,267	\$188,589	+ 33.8%
12-Month Avg*	\$226,847	\$201,832	+ 12.4%

* Avg. Sales Price for all properties from January 2025 through December 2025. This is not the average of the individual figures above.

Historical Average Sales Price by Month

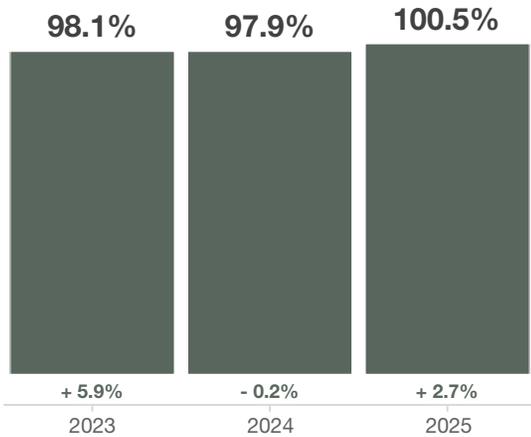


Percent of List Price Received

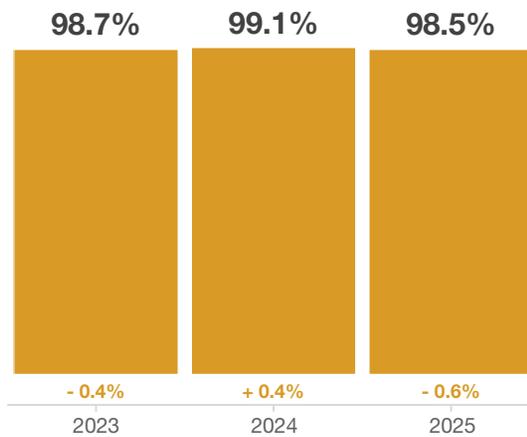
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



December



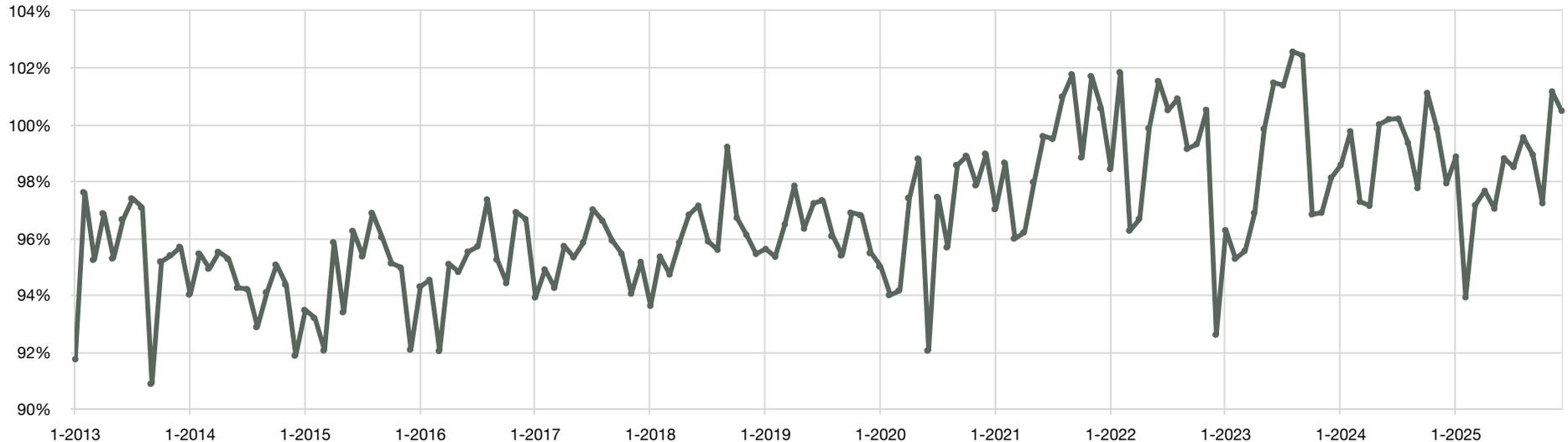
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
January 2025	98.9%	98.6%	+ 0.3%
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	97.0%	100.0%	- 3.0%
June 2025	98.8%	100.2%	- 1.4%
July 2025	98.5%	100.2%	- 1.7%
August 2025	99.5%	99.3%	+ 0.2%
September 2025	98.9%	97.8%	+ 1.1%
October 2025	97.2%	101.1%	- 3.9%
November 2025	101.2%	99.9%	+ 1.3%
December 2025	100.5%	97.9%	+ 2.7%
12-Month Avg*	98.5%	99.1%	- 0.7%

* Pct. of List Price Received for all properties from January 2025 through December 2025. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

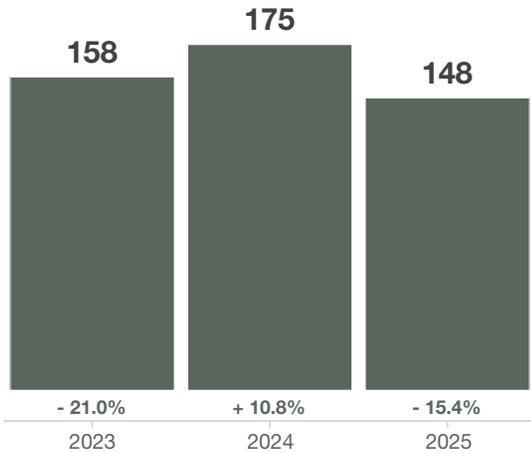


Housing Affordability Index

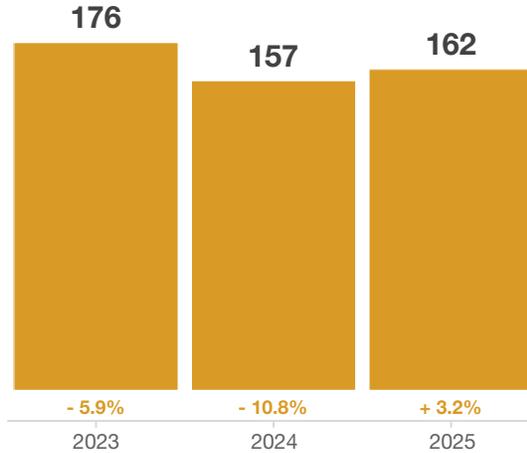
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



December

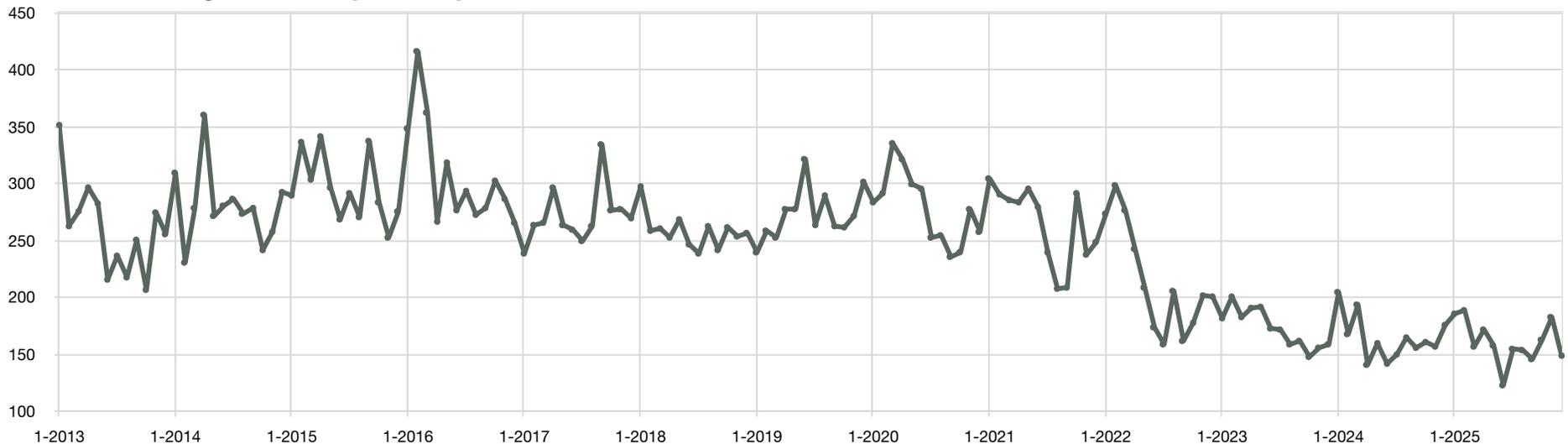


Year to Date



	Affordability Index	Prior Year	Percent Change
January 2025	185	204	- 9.3%
February 2025	188	167	+ 12.6%
March 2025	156	193	- 19.2%
April 2025	171	140	+ 22.1%
May 2025	157	159	- 1.3%
June 2025	122	141	- 13.5%
July 2025	154	149	+ 3.4%
August 2025	153	164	- 6.7%
September 2025	145	155	- 6.5%
October 2025	162	160	+ 1.3%
November 2025	182	156	+ 16.7%
December 2025	148	175	- 15.4%
12-Month Avg	160	164	- 2.4%

Historical Housing Affordability Index by Month

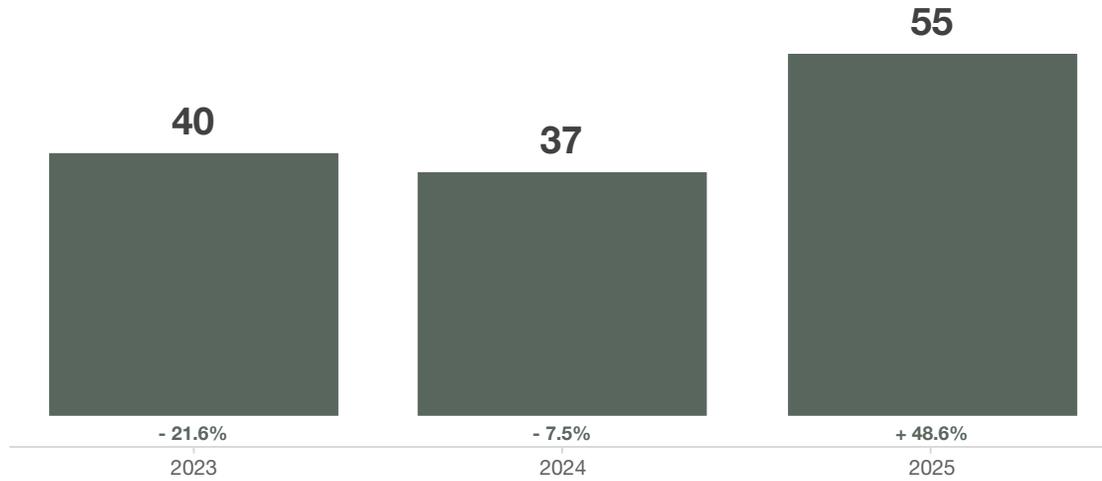


Inventory of Homes for Sale

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



December



	Homes for Sale	Prior Year	Percent Change
January 2025	33	39	- 15.4%
February 2025	44	34	+ 29.4%
March 2025	30	27	+ 11.1%
April 2025	34	30	+ 13.3%
May 2025	37	37	0.0%
June 2025	52	36	+ 44.4%
July 2025	45	41	+ 9.8%
August 2025	50	42	+ 19.0%
September 2025	56	38	+ 47.4%
October 2025	68	39	+ 74.4%
November 2025	65	41	+ 58.5%
December 2025	55	37	+ 48.6%
12-Month Avg	47	37	+ 27.0%

Historical Inventory of Homes for Sale by Month

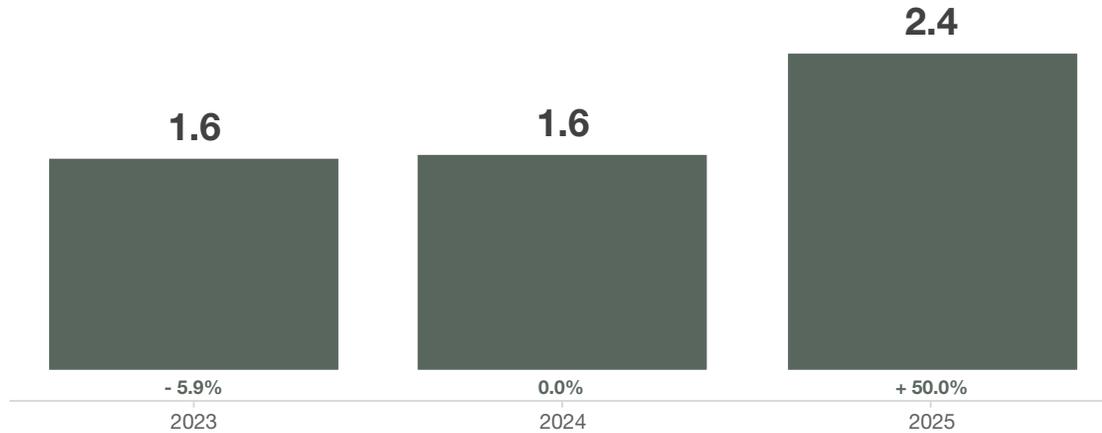


Months Supply of Inventory

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.



December



	Months Supply	Prior Year	Percent Change
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	1.6	1.2	+ 33.3%
May 2025	1.7	1.4	+ 21.4%
June 2025	2.4	1.4	+ 71.4%
July 2025	2.1	1.6	+ 31.3%
August 2025	2.3	1.6	+ 43.8%
September 2025	2.5	1.6	+ 56.3%
October 2025	3.0	1.6	+ 87.5%
November 2025	2.9	1.8	+ 61.1%
December 2025	2.4	1.6	+ 50.0%
12-Month Avg*	2.2	1.5	+ 45.3%

* Months Supply for all properties from January 2025 through December 2025. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month

