

Monthly Indicators



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 increased 66.7 percent to 30. Pending Sales decreased 29.6 percent to 19. Inventory increased 86.7 percent to 56.

Median Sales Price increased 16.9 percent from \$194,670 to \$227,500. Days on Market decreased 14.3 percent to 36. Months Supply of Inventory increased 78.6 percent to 2.5.

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.

Activity Snapshot

0.0%	+ 16.9%	+ 86.7%
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.



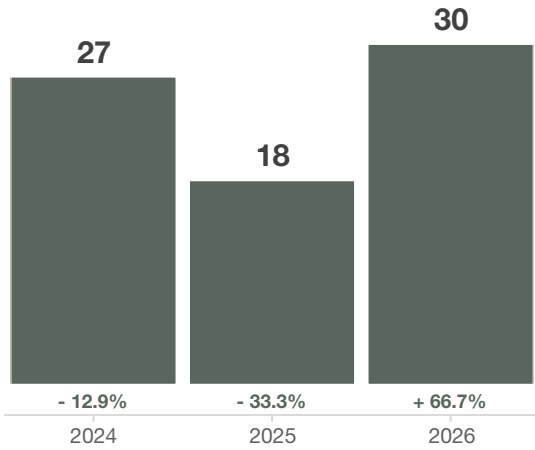
Key Metrics	Historical Sparkbars	3-2025	3-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		18	30	+ 66.7%	66	69	+ 4.5%
Pending Sales		27	19	- 29.6%	61	46	- 24.6%
Closed Sales		16	16	0.0%	52	53	+ 1.9%
Days on Market Until Sale		42	36	- 14.3%	35	49	+ 40.0%
Median Sales Price		\$194,670	\$227,500	+ 16.9%	\$169,000	\$215,000	+ 27.2%
Average Sales Price		\$240,271	\$246,956	+ 2.8%	\$198,055	\$243,690	+ 23.0%
Percent of List Price Received		97.2%	98.1%	+ 0.9%	96.9%	97.5%	+ 0.6%
Housing Affordability Index		164	144	- 12.2%	189	152	- 19.6%
Inventory of Homes for Sale		30	56	+ 86.7%	—	—	—
Months Supply of Inventory		1.4	2.5	+ 78.6%	—	—	—

New Listings

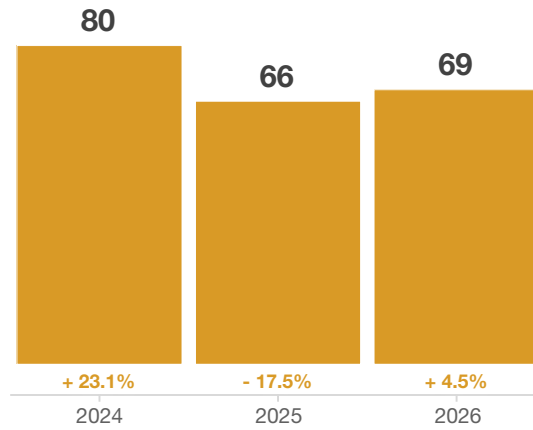
A count of the properties that have been newly listed on the market in a given month.



March

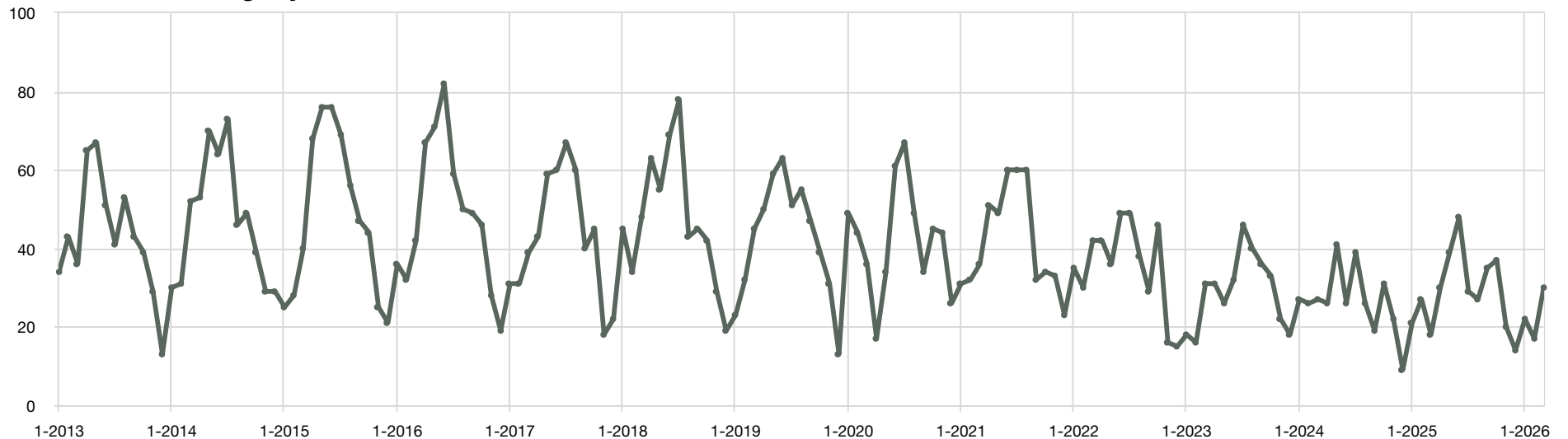


Year to Date



	New Listings	Prior Year	Percent Change
April 2025	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%
January 2026	22	21	+ 4.8%
February 2026	17	27	- 37.0%
March 2026	30	18	+ 66.7%
12-Month Avg	29	25	+ 16.0%

Historical New Listings by Month

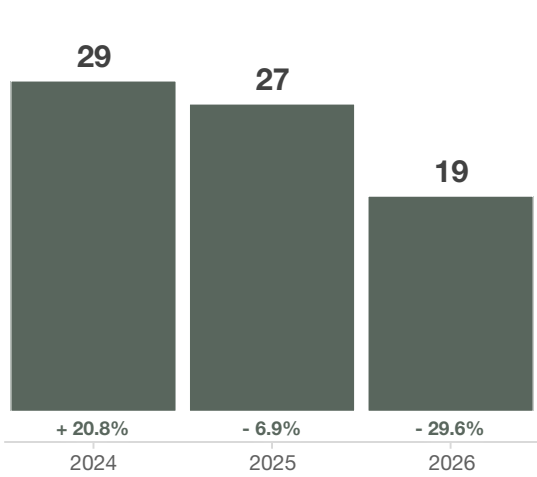


Pending Sales

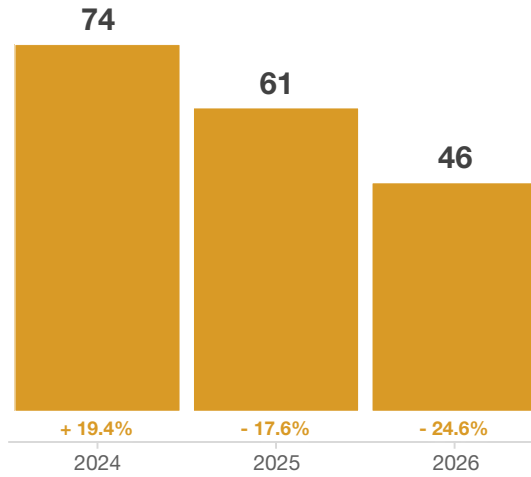
A count of the properties on which offers have been accepted in a given month.



March

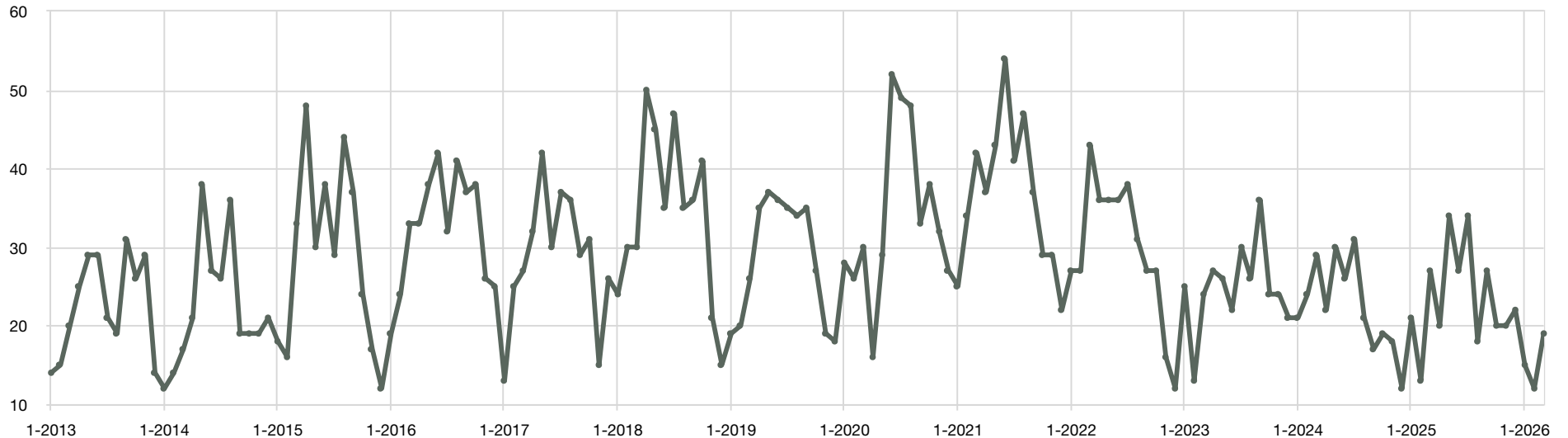


Year to Date



	Pending Sales	Prior Year	Percent Change
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	20	19	+ 5.3%
November 2025	20	18	+ 11.1%
December 2025	22	12	+ 83.3%
January 2026	15	21	- 28.6%
February 2026	12	13	- 7.7%
March 2026	19	27	- 29.6%
12-Month Avg	22	21	+ 4.8%

Historical Pending Sales by Month

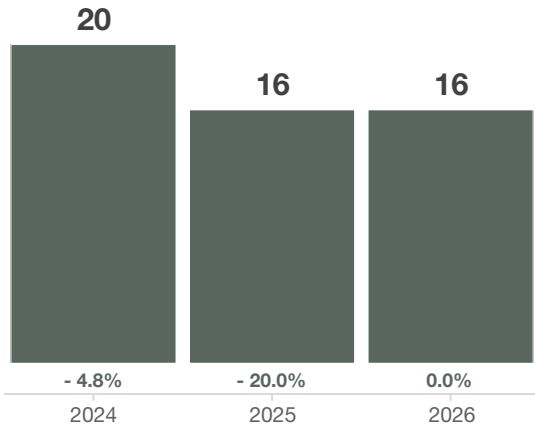


Closed Sales

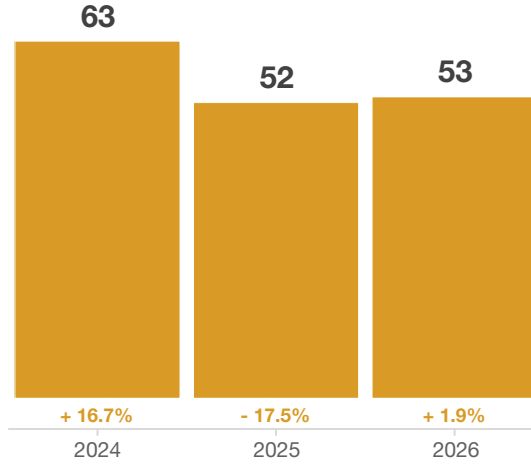
A count of the actual sales that closed in a given month.



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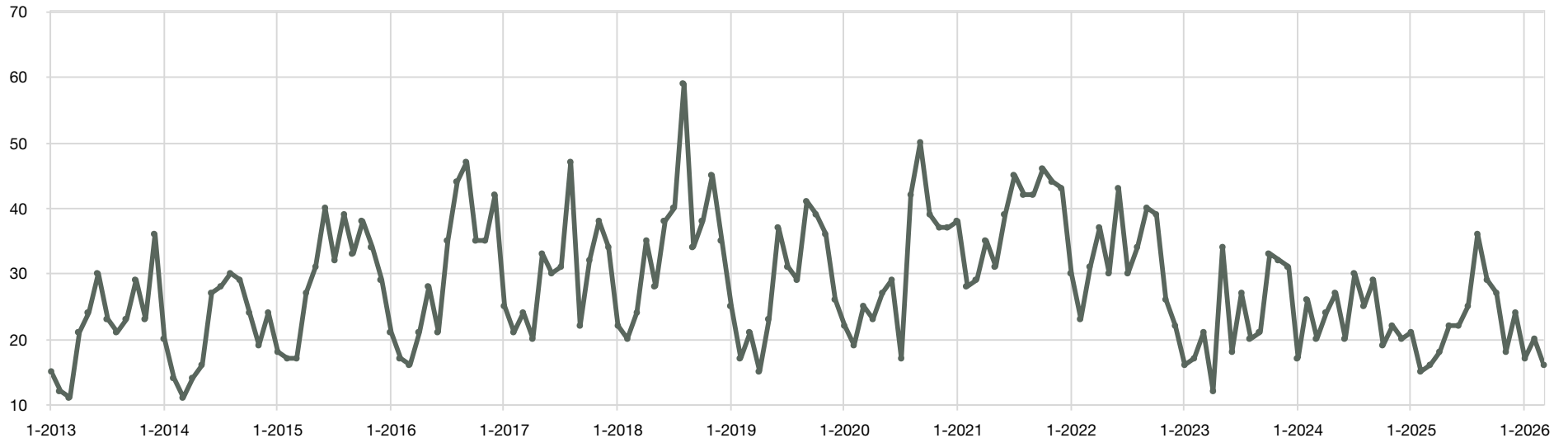


Year to Date



Closed Sales	Prior Year	Percent Change	
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%
January 2026	17	21	-19.0%
February 2026	20	15	+33.3%
March 2026	16	16	0.0%
12-Month Avg	23	22	+4.5%

Historical Closed Sales by Month

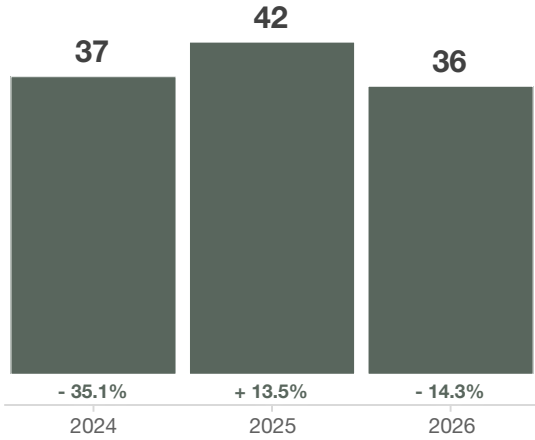


Days on Market Until Sale

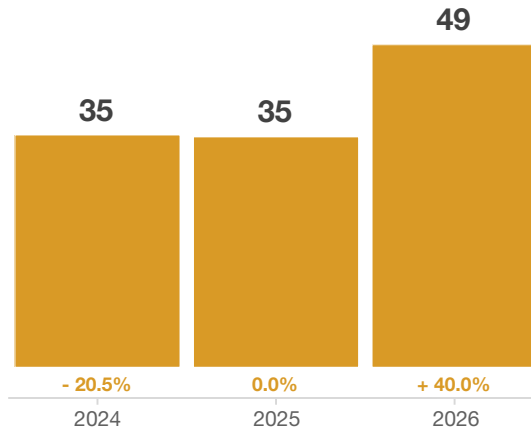
Average number of days between when a property is listed and when an offer is accepted in a given month.



March



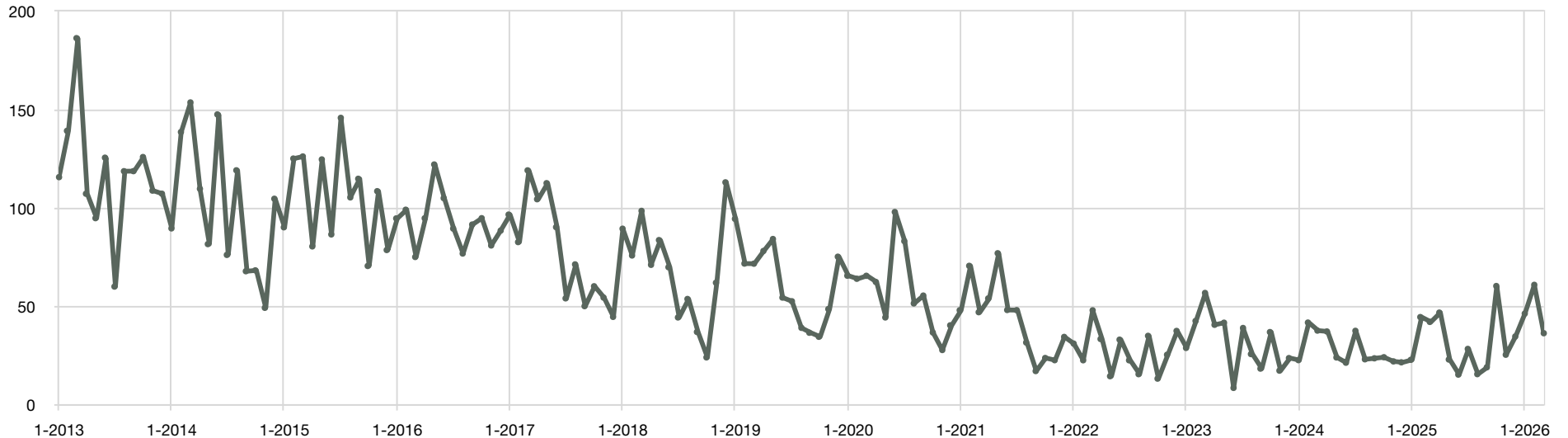
Year to Date



Days on Market	Prior Year	Percent Change	
April 2025	47	37	+ 27.0%
May 2025	23	24	- 4.2%
June 2025	15	21	- 28.6%
July 2025	28	37	- 24.3%
August 2025	15	23	- 34.8%
September 2025	19	23	- 17.4%
October 2025	60	24	+ 150.0%
November 2025	25	22	+ 13.6%
December 2025	34	21	+ 61.9%
January 2026	46	23	+ 100.0%
February 2026	61	44	+ 38.6%
March 2026	36	42	- 14.3%
12-Month Avg*	33	28	+ 16.9%

* Days on Market for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

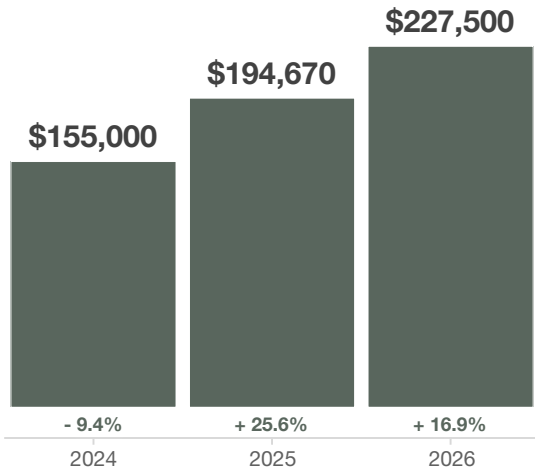


Median Sales Price

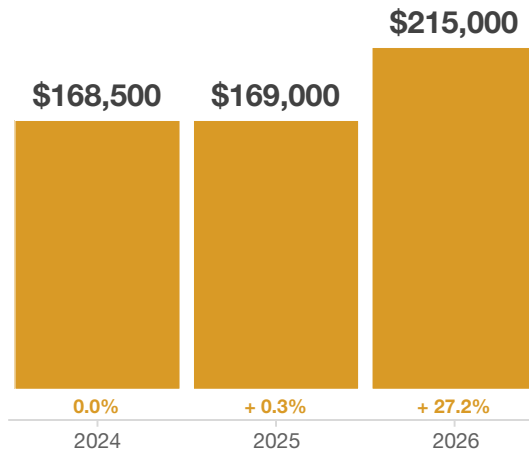
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



March



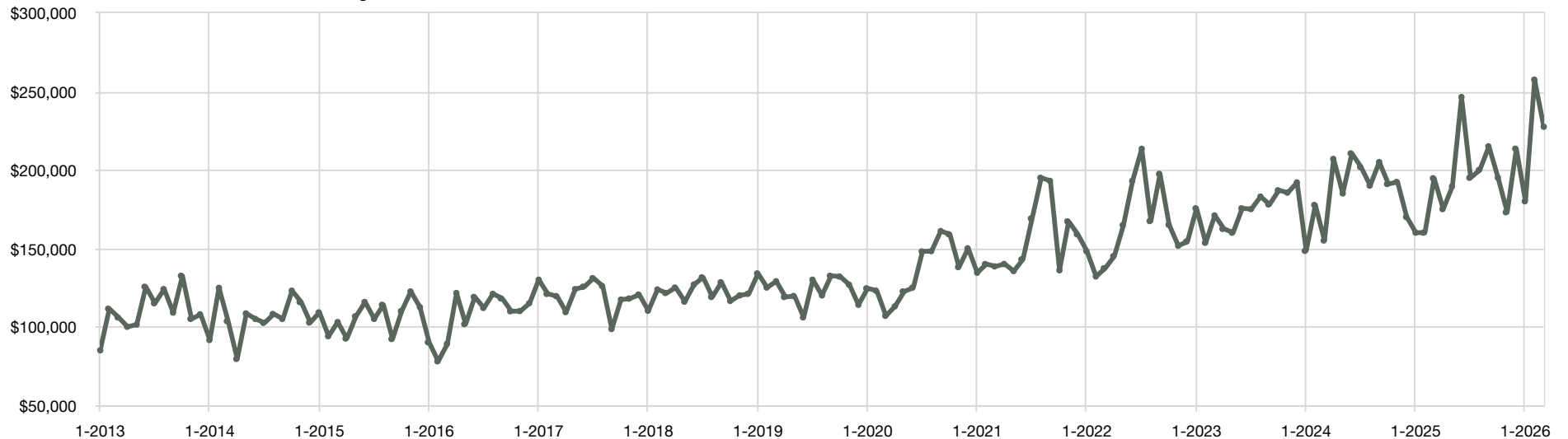
Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
January 2026	\$180,000	\$160,000	+ 12.5%
February 2026	\$257,500	\$160,000	+ 60.9%
March 2026	\$227,500	\$194,670	+ 16.9%
12-Month Avg*	\$200,000	\$190,275	+ 5.1%

* Median Sales Price for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

Historical Median Sales Price by Month

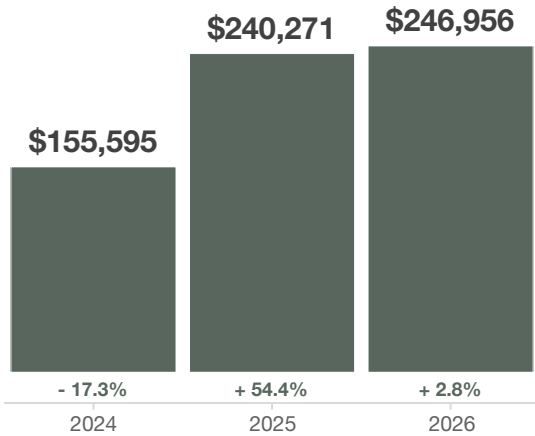


Average Sales Price

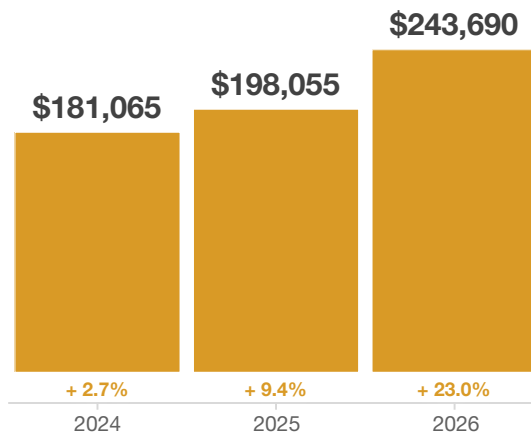
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March



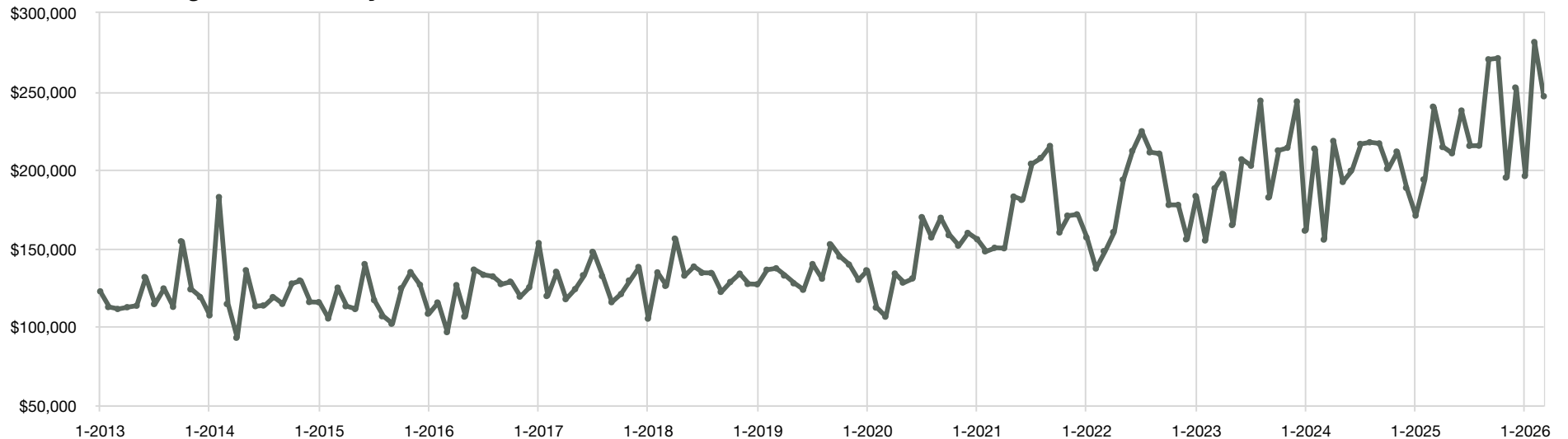
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$252,475	\$188,589	+ 33.9%
January 2026	\$196,153	\$170,871	+ 14.8%
February 2026	\$281,483	\$193,896	+ 45.2%
March 2026	\$246,956	\$240,271	+ 2.8%
12-Month Avg*	\$235,482	\$206,026	+ 14.3%

* Avg. Sales Price for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

Historical Average Sales Price by Month

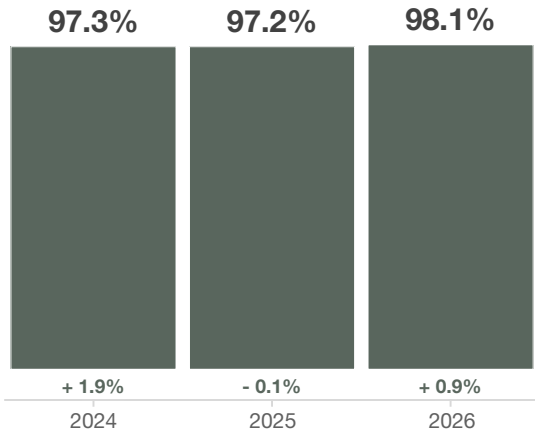


Percent of List Price Received

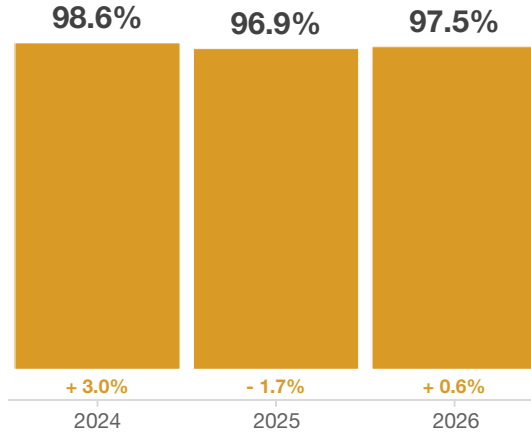
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



March



Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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	100.6%	97.9%	+ 2.8%
January 2026	99.1%	98.9%	+ 0.2%
February 2026	95.7%	93.9%	+ 1.9%
March 2026	98.1%	97.2%	+ 0.9%
12-Month Avg*	98.6%	98.8%	- 0.2%

* Pct. of List Price Received for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

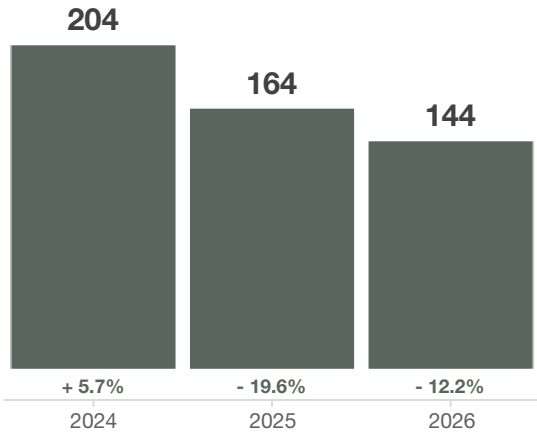


Housing Affordability Index

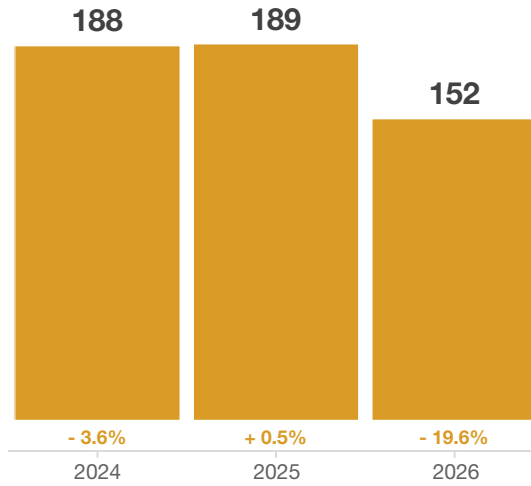
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



March

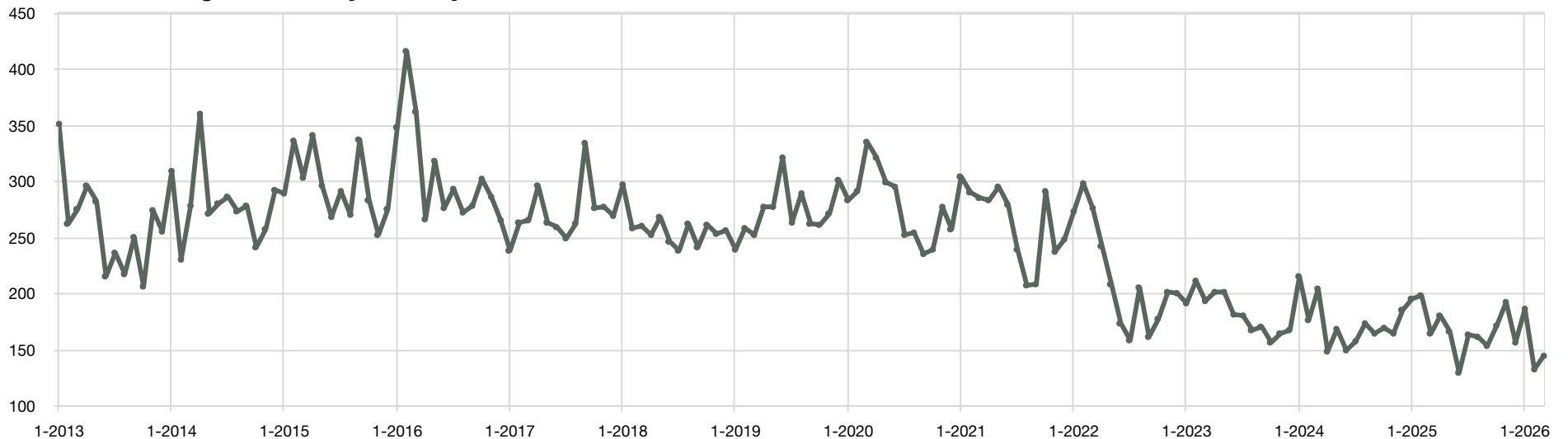


Year to Date



	Affordability Index	Prior Year	Percent Change
April 2025	180	148	+ 21.6%
May 2025	166	168	- 1.2%
June 2025	129	149	- 13.4%
July 2025	163	157	+ 3.8%
August 2025	161	173	- 6.9%
September 2025	153	164	- 6.7%
October 2025	171	169	+ 1.2%
November 2025	192	164	+ 17.1%
December 2025	156	185	- 15.7%
January 2026	186	195	- 4.6%
February 2026	132	198	- 33.3%
March 2026	144	164	- 12.2%
12-Month Avg	161	170	- 5.3%

Historical Housing Affordability Index by Month

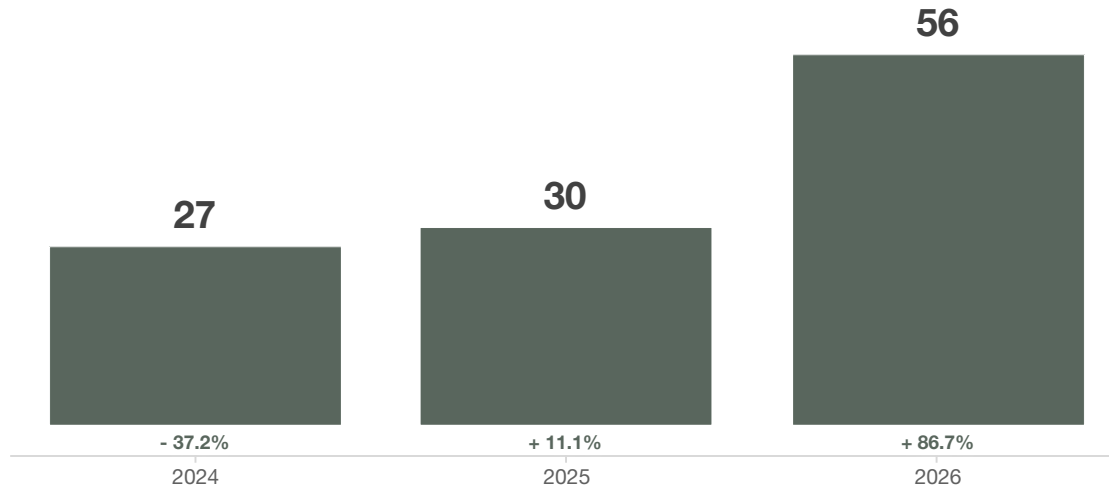


Inventory of Homes for Sale

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

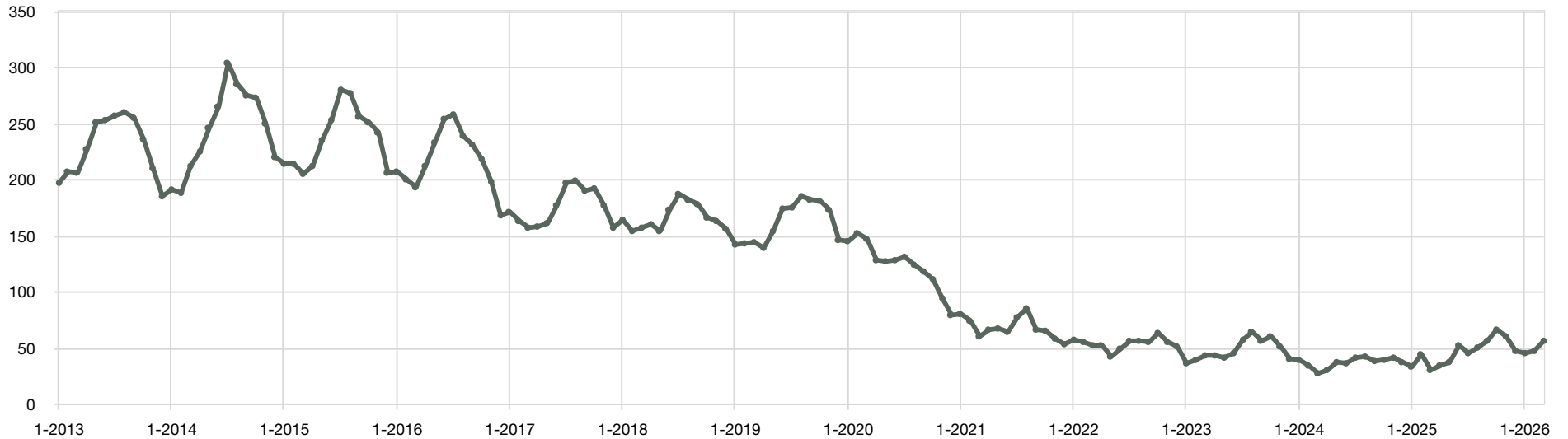


March



	Homes for Sale	Prior Year	Percent Change
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	66	39	+ 69.2%
November 2025	60	41	+ 46.3%
December 2025	47	37	+ 27.0%
January 2026	45	33	+ 36.4%
February 2026	47	44	+ 6.8%
March 2026	56	30	+ 86.7%
12-Month Avg	50	37	+ 35.1%

Historical Inventory of Homes for Sale by Month

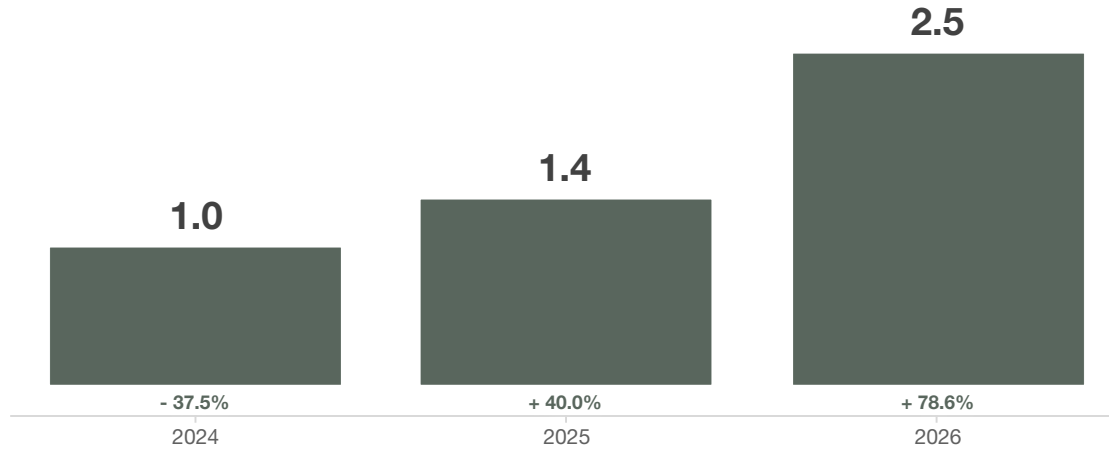


Months Supply of Inventory

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.



March



Months Supply	Prior Year	Percent Change
April 2025	1.6	+ 33.3%
May 2025	1.7	+ 21.4%
June 2025	2.4	+ 71.4%
July 2025	2.1	+ 31.3%
August 2025	2.3	+ 43.8%
September 2025	2.5	+ 56.3%
October 2025	2.9	+ 81.3%
November 2025	2.6	+ 44.4%
December 2025	2.0	+ 25.0%
January 2026	1.9	+ 26.7%
February 2026	2.0	0.0%
March 2026	2.5	+ 78.6%
12-Month Avg*	2.2	+ 42.2%

* Months Supply for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month

