Monthly Indicators

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October 2025

U.S. existing-home sales climbed 1.5% month-over-month and 4.1% year-over-year, reaching a seasonally adjusted annual rate of 4.06 million units, according to the National Association of REALTORS® (NAR). The increase was partly driven by falling mortgage rates, which recently hit their lowest level in more than a year. Regionally, monthly sales advanced in the Northeast, South, and West, while the Midwest experienced a slight decline.

New Listings increased 19.4 percent to 37. Pending Sales decreased 36.8 percent to 12. Inventory increased 102.6 percent to 79.

Median Sales Price increased 2.1 percent from $191,000 to $195,000. Days on Market increased 150.0 percent to 60. Months Supply of Inventory increased 125.0 percent to 3.6.

Housing inventory edged up 1.3% from the previous month to 1.55 million units, 14.0% higher than the same period last year. This represents a 4.6-month supply at the current sales pace, according to NAR. The median existing-home price grew 2.1% year-over-year to $415,200, continuing the trend of annual price gains. The Midwest saw the largest year-over-year increase in median sales price, followed by the Northeast and South, while prices remained mostly flat in the West.

Activity Snapshot

+ 42.1%	+ 2.1%	+ 102.6%
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.

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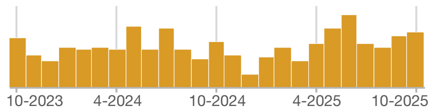
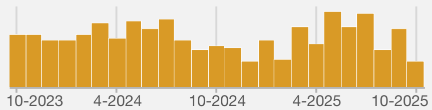
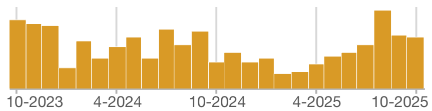
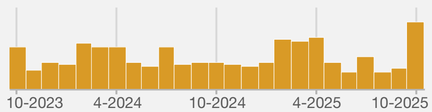
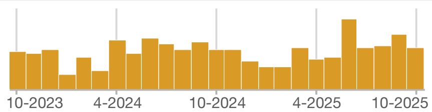
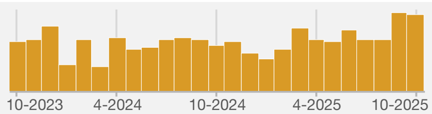
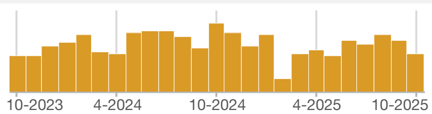
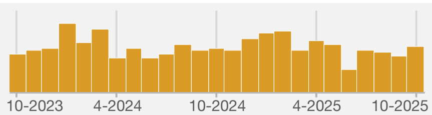
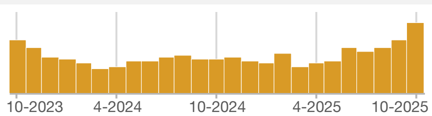
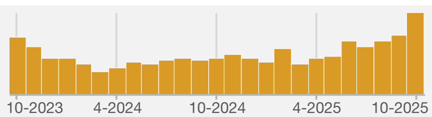
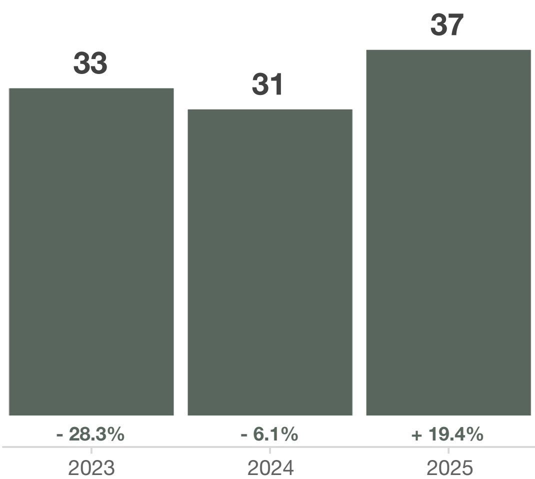
Key Metrics	Historical Sparkbars	10-2024	10-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		31	**37**	+ 19.4%	288	**311**	+ 8.0%
Pending Sales		19	**12**	- 36.8%	240	**230**	- 4.2%
Closed Sales		19	**27**	+ 42.1%	237	**228**	- 3.8%
Days on Market Until Sale		24	**60**	+ 150.0%	29	**30**	+ 3.4%
Median Sales Price		$191,000	**$195,000**	+ 2.1%	$190,000	**$194,670**	+ 2.5%
Average Sales Price		$200,705	**$271,174**	+ 35.1%	$201,981	**$227,338**	+ 12.6%
Percent of List Price Received		101.1%	**97.2%**	- 3.9%	99.1%	**98.1%**	- 1.0%
Housing Affordability Index		160	**162**	+ 1.3%	161	**162**	+ 0.6%
Inventory of Homes for Sale		39	**79**	+ 102.6%	—	**—**	—
Months Supply of Inventory		1.6	**3.6**	+ 125.0%	—	**—**	—

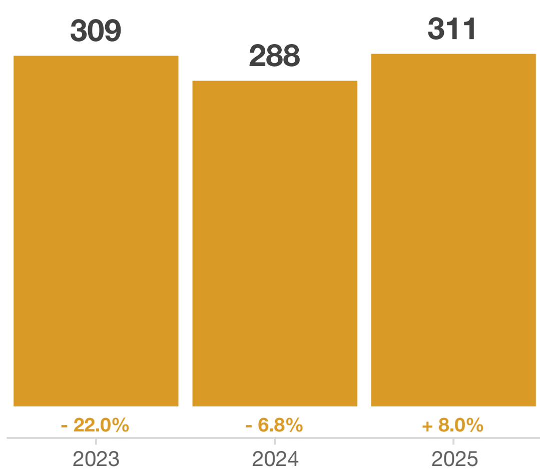
New Listings

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

October

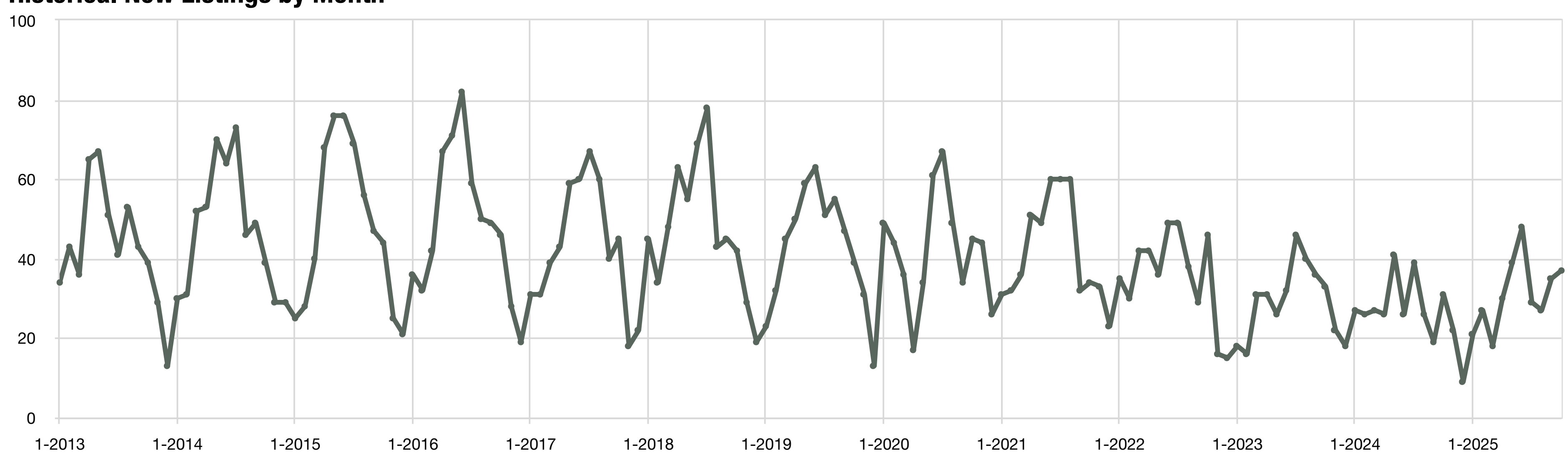


Year to Date



New Listings		Prior Year	Percent Change
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	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%**
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.

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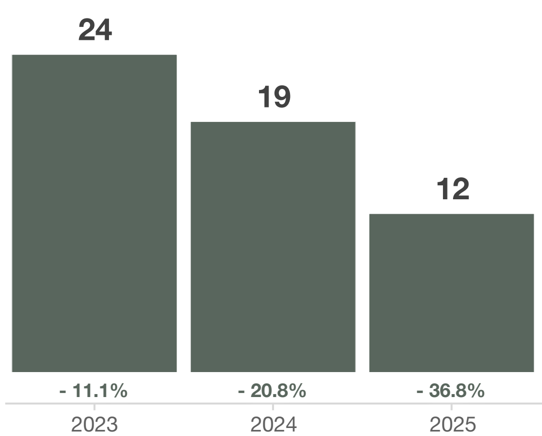
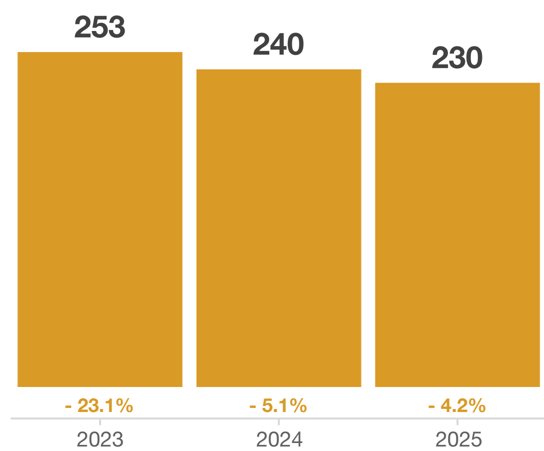
October

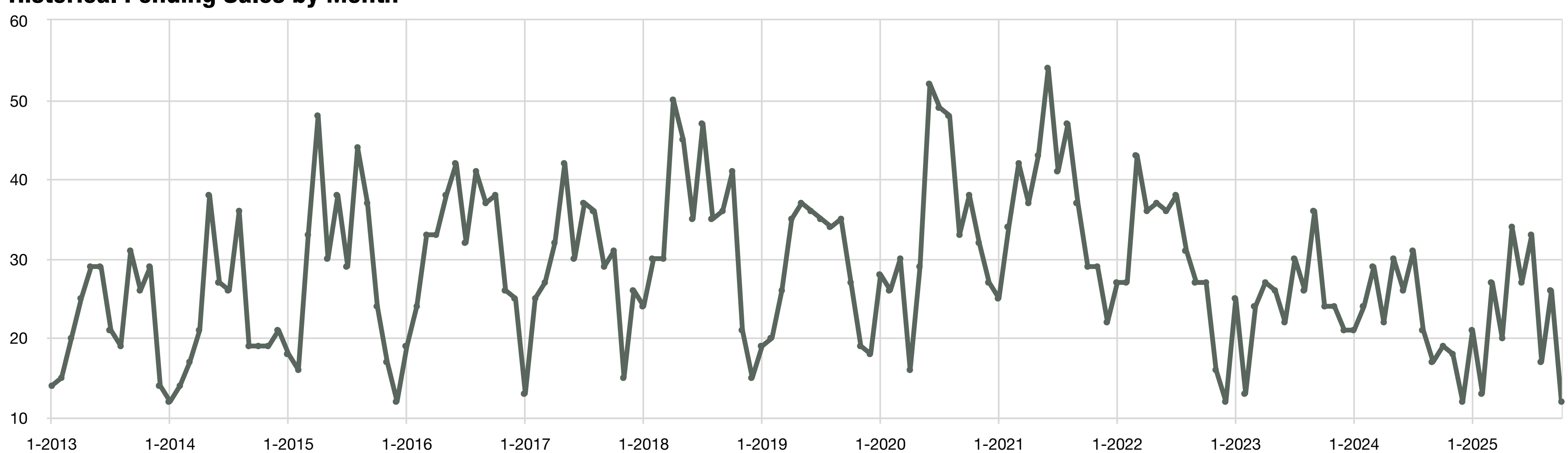


Year to Date



Pending Sales		Prior Year	Percent Change
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	20	22	- 9.1%
May 2025	34	30	+ 13.3%
June 2025	27	26	+ 3.8%
July 2025	33	31	+ 6.5%
August 2025	17	21	- 19.0%
September 2025	26	17	+ 52.9%
October 2025	**12**	**19**	**- 36.8%**
12-Month Avg	22	24	- 8.3%

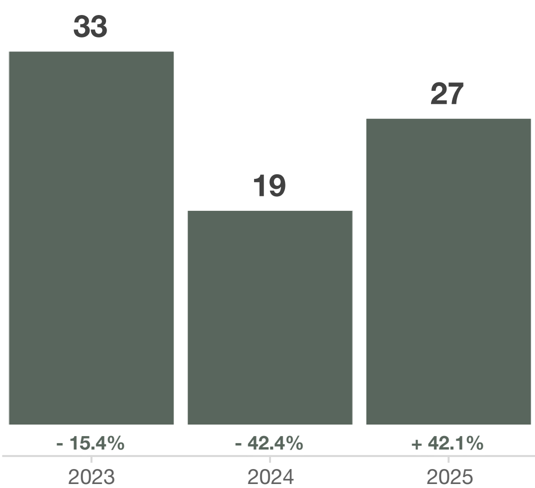
Historical Pending Sales by Month



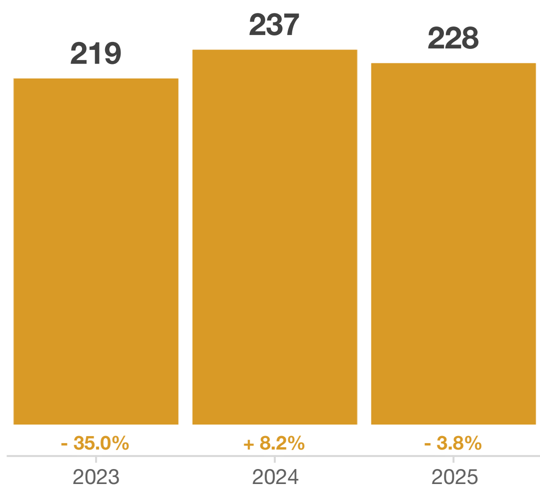
Closed Sales

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

October

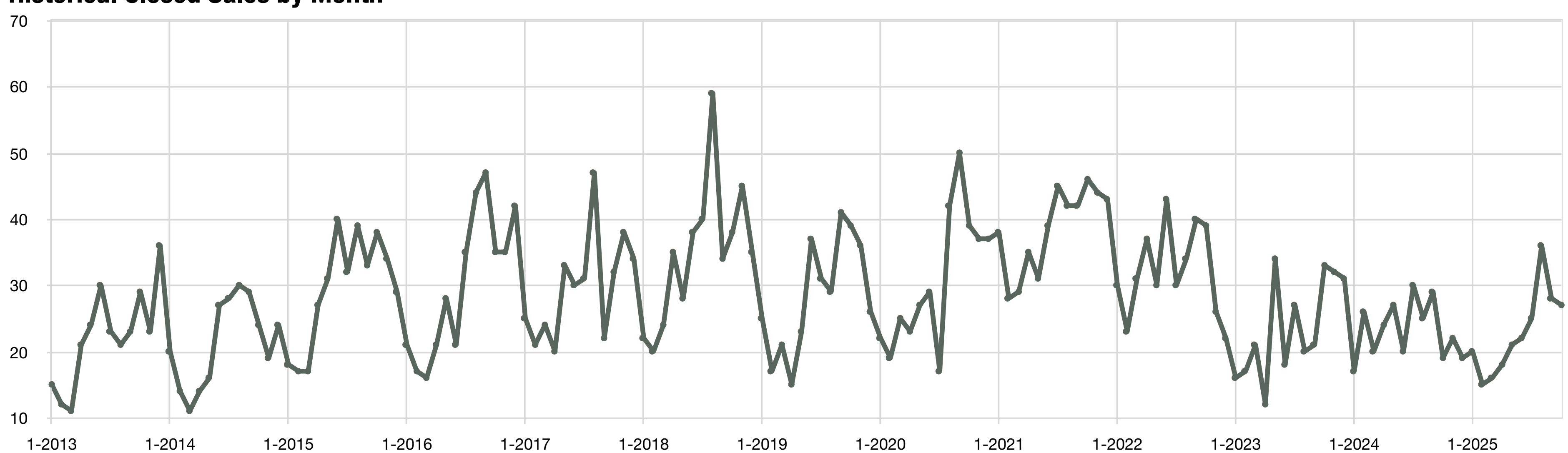


Year to Date



Closed Sales		Prior Year	Percent Change
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	25	30	- 16.7%
August 2025	36	25	+ 44.0%
September 2025	28	29	- 3.4%
October 2025	**27**	**19**	**+ 42.1%**
12-Month Avg	22	25	- 12.0%

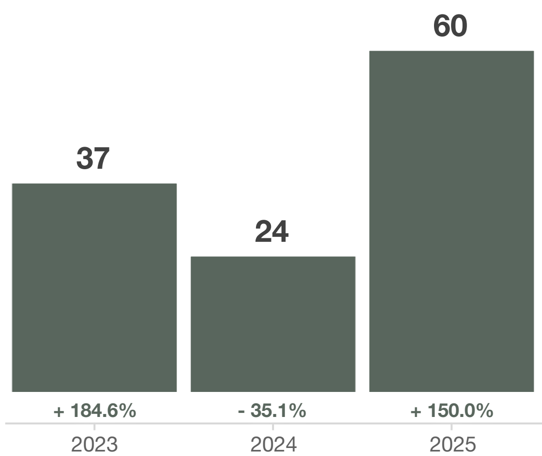
Historical Closed Sales by Month



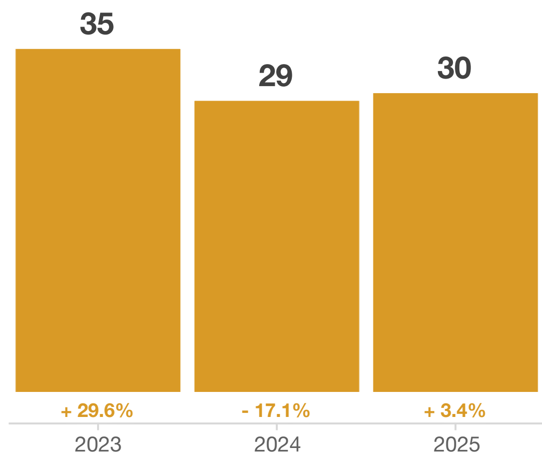
Days on Market Until Sale

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

October



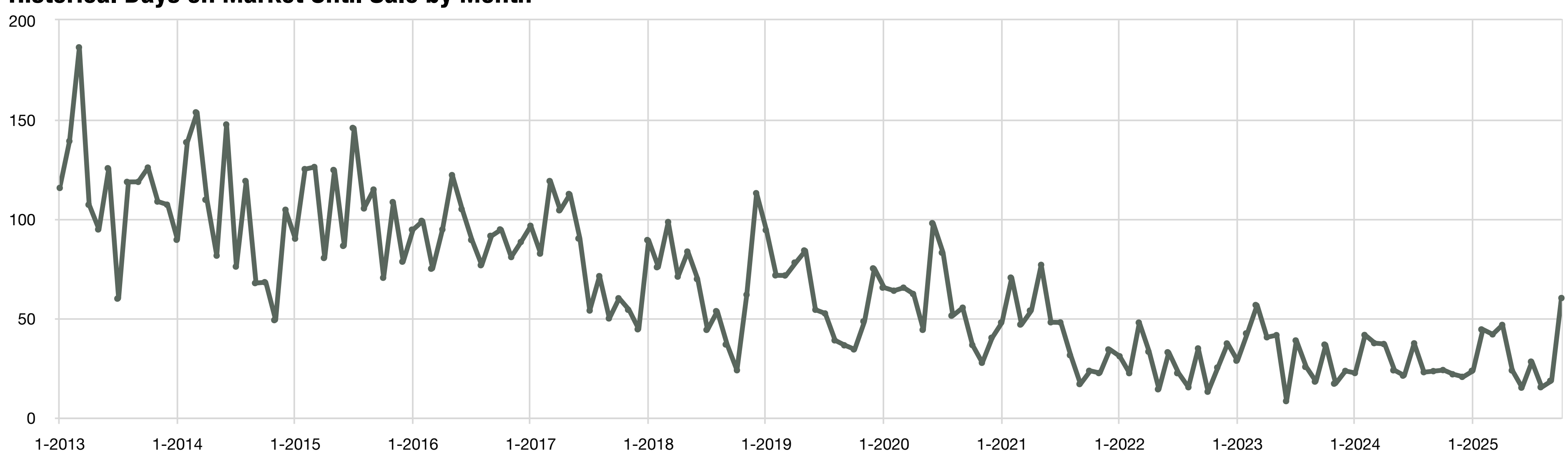
Year to Date



Days on Market		Prior Year	Percent Change
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	28	37	- 24.3%
August 2025	15	23	- 34.8%
September 2025	18	23	- 21.7%
October 2025	**60**	**24**	**+ 150.0%**
12-Month Avg*	29	28	+ 4.5%

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

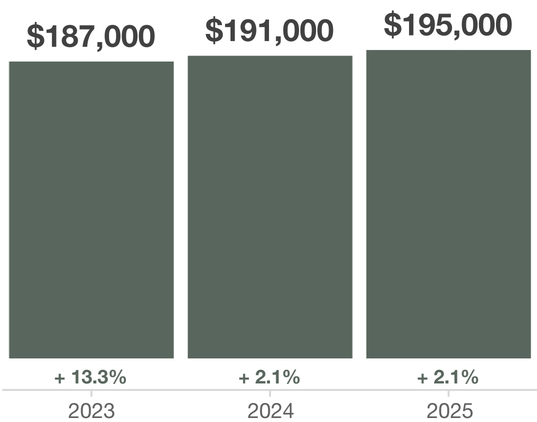
Historical Days on Market Until Sale by Month



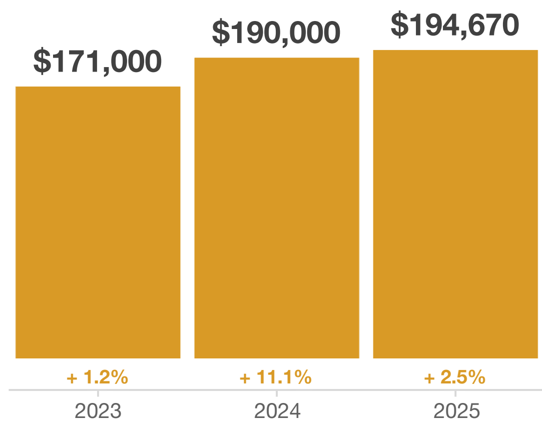
Median Sales Price

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

October



Year to Date



Median Sales Price		Prior Year	Percent Change
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	$195,000	$201,845	- 3.4%
August 2025	$199,910	$190,000	+ 5.2%
September 2025	$217,750	$205,000	+ 6.2%
October 2025	**$195,000**	**$191,000**	**+ 2.1%**
12-Month Avg*	$190,000	$190,000	0.0%

* Median Sales Price for all properties from November 2024 through October 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.

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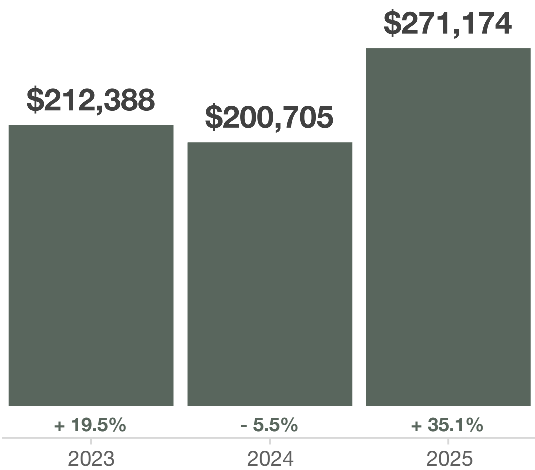
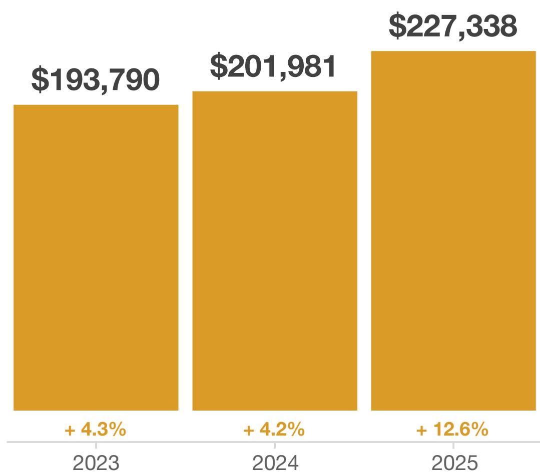


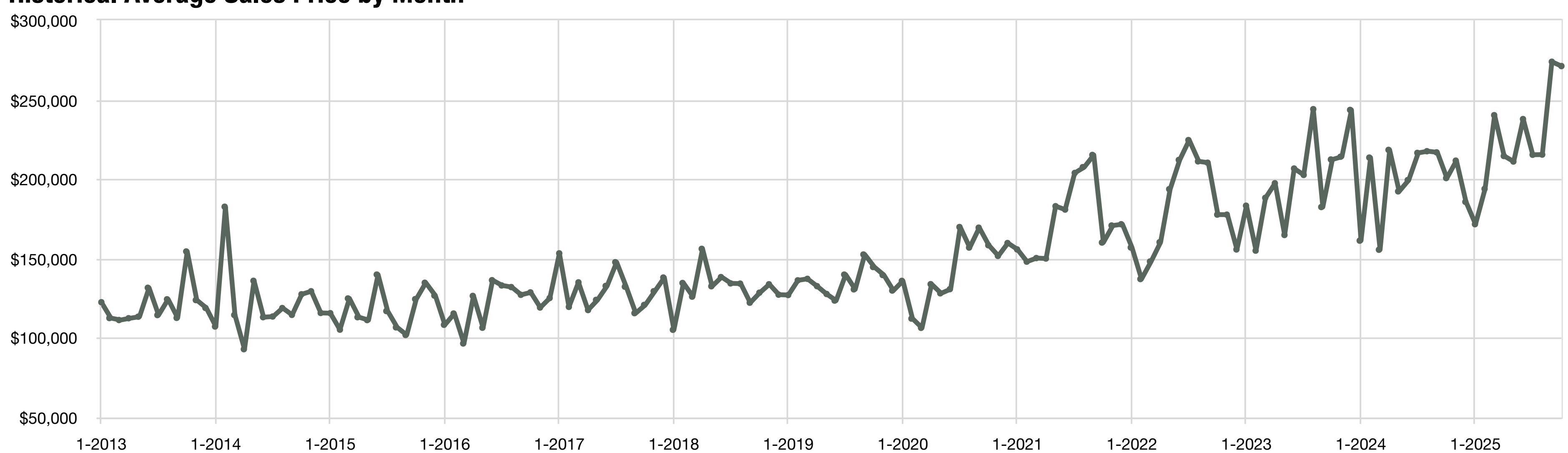
Year to Date



Avg. Sales Price		Prior Year	Percent Change
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	$215,364	$216,537	- 0.5%
August 2025	$215,463	$217,596	- 1.0%
September 2025	$273,901	$216,877	+ 26.3%
October 2025	**$271,174**	**$200,705**	**+ 35.1%**
12-Month Avg*	$223,241	$207,576	+ 7.5%

* Avg. Sales Price for all properties from November 2024 through October 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.

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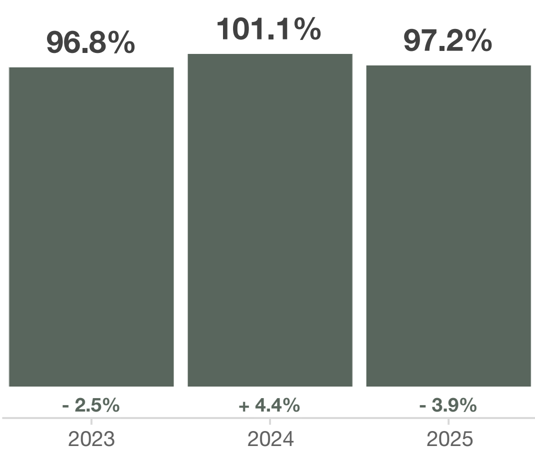
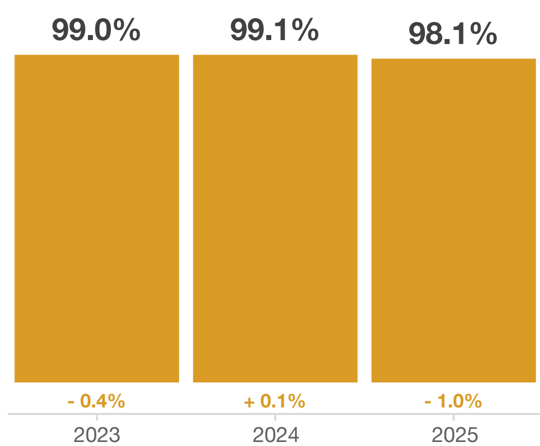


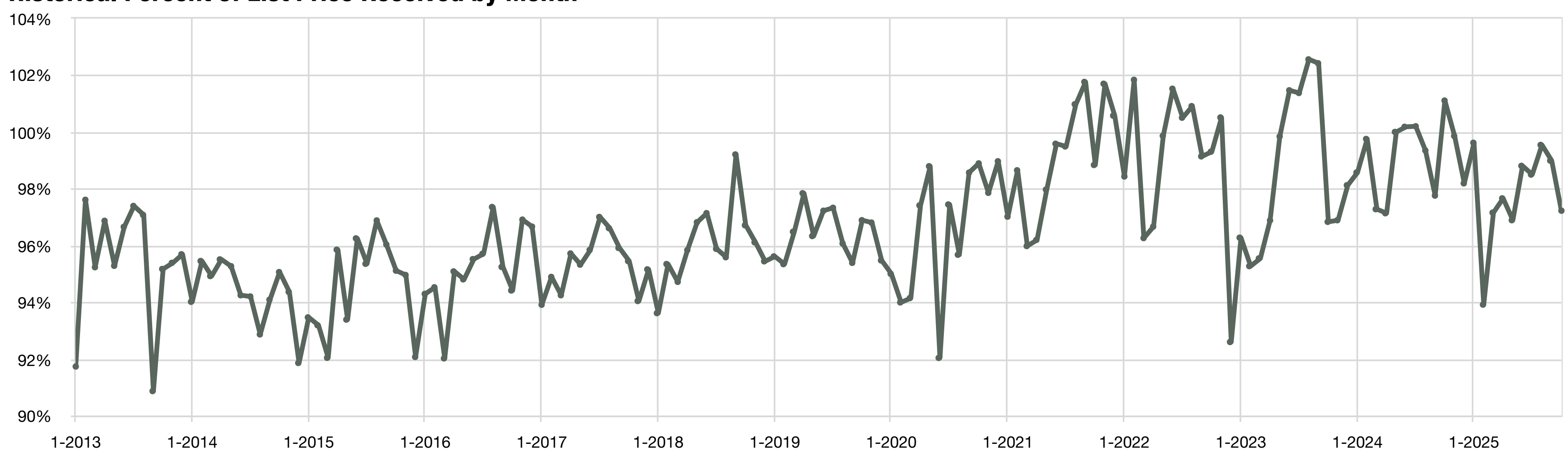
Year to Date



Pct. of List Price Received		Prior Year	Percent Change
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	98.5%	100.2%	- 1.7%
August 2025	99.5%	99.3%	+ 0.2%
September 2025	99.0%	97.8%	+ 1.2%
October 2025	**97.2%**	**101.1%**	**- 3.9%**
12-Month Avg*	98.2%	98.8%	- 0.6%

* Pct. of List Price Received for all properties from November 2024 through October 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.

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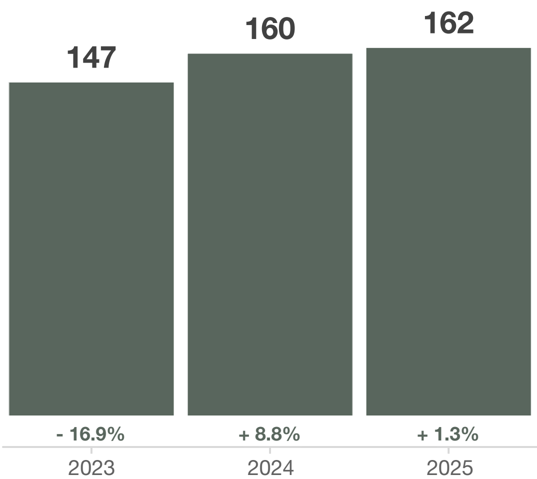
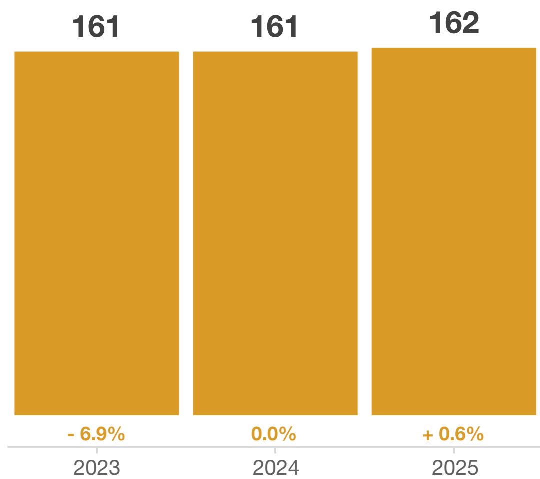
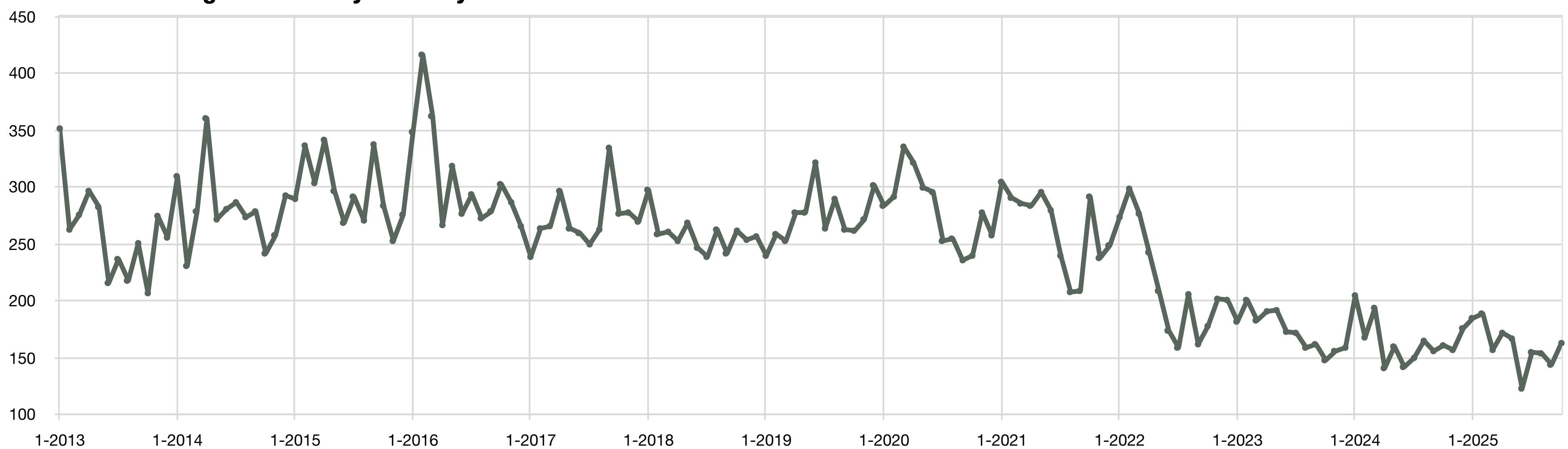


Year to Date



Affordability Index		Prior Year	Percent Change
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	154	149	+ 3.4%
August 2025	153	164	- 6.7%
September 2025	143	155	- 7.7%
October 2025	**162**	**160**	**+ 1.3%**
12-Month Avg	161	162	- 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.

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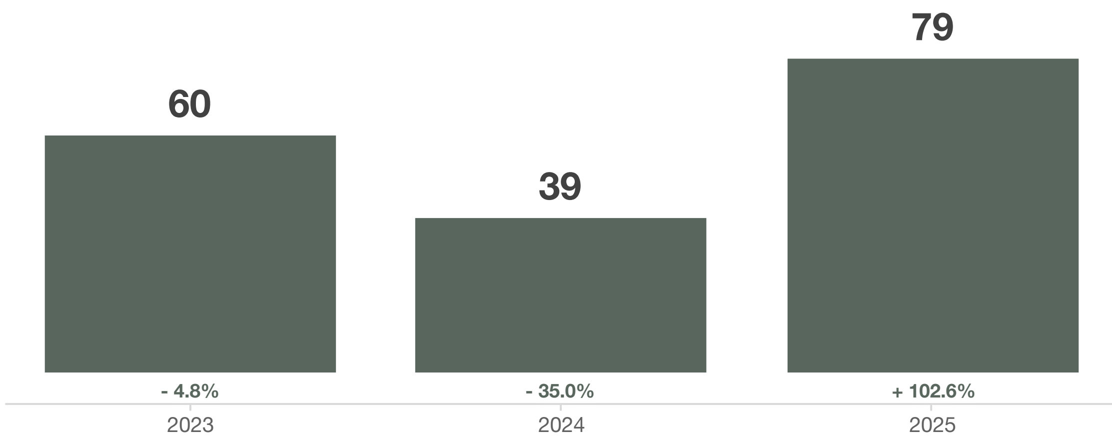
October



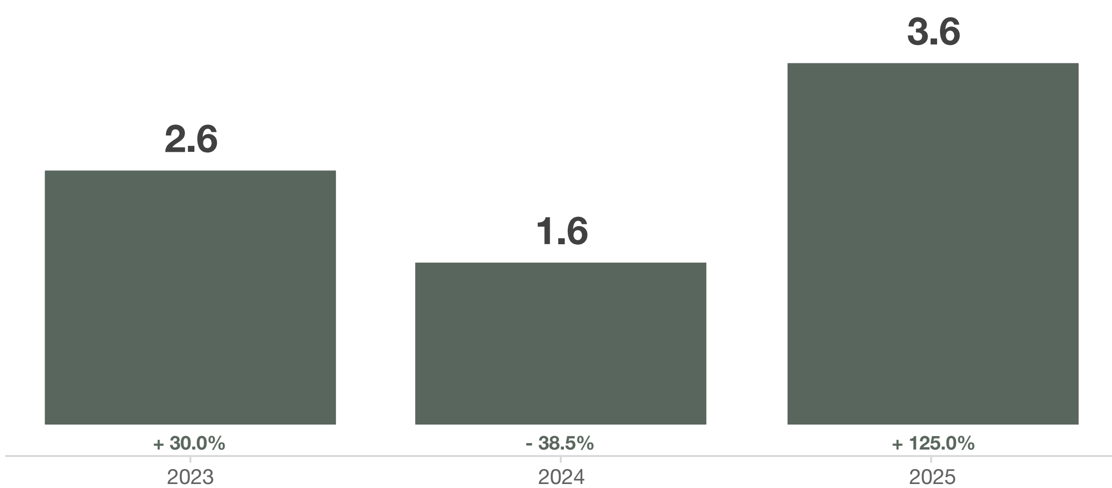
Homes for Sale		Prior Year	Percent Change
November 2024	41	51	- 19.6%
December 2024	37	40	- 7.5%
January 2025	33	39	- 15.4%
February 2025	44	34	+ 29.4%
March 2025	30	27	+ 11.1%
April 2025	34	30	+ 13.3%
May 2025	37	37	0.0%
June 2025	52	36	+ 44.4%
July 2025	46	41	+ 12.2%
August 2025	52	42	+ 23.8%
September 2025	59	38	+ 55.3%
October 2025	**79**	**39**	**+ 102.6%**
12-Month Avg	45	38	+ 18.4%

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.

October



Months Supply		Prior Year	Percent Change
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	1.6	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	2.4	1.6	+ 50.0%
September 2025	2.7	1.6	+ 68.8%
October 2025	**3.6**	**1.6**	**+ 125.0%**
12-Month Avg*	2.1	1.5	+ 37.2%

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

Historical Months Supply of Inventory by Month