



Monthly Indicators

April 2025

U.S. existing-home sales decreased 5.9% month-over-month and 2.4% year-over-year to a seasonally adjusted annual rate of 4.02 million units, according to the National Association of REALTORS® (NAR), as affordability challenges and economic uncertainty weigh on market activity. Sales were down month-over-month in all four regions, with the West experiencing the largest decline, at 9.4%.

New Listings were down 20.4 percent to 121. Pending Sales decreased 62.2 percent to 37. Inventory grew 76.0 percent to 257 units.

Prices moved lower as the Median Sales Price was down 5.4 percent to \$307,500. Days on Market increased 29.2 percent to 31 days. Months Supply of Inventory was up 104.8 percent to 4.3 months.

Total housing inventory increased 8.1% month-over-month for a total of 1.33 million units heading into April, equivalent to a 4.0-month supply at the current sales pace, according to NAR. Although inventory is up nearly 20% from the same time last year, the additional supply has had little effect on home prices across much of the country, with the national median existing-home price climbing 2.7% year-over-year to \$403,700 as of last measure.

Activity Snapshot

- 4.0% **- 5.4%** **+ 76.0%**

One-Year Change in
Closed Sales One-Year Change in
Median Sales Price One-Year Change in
Homes for Sale

Residential activity in the Ithaca Multiple Listing Service composed of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

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Activity Overview

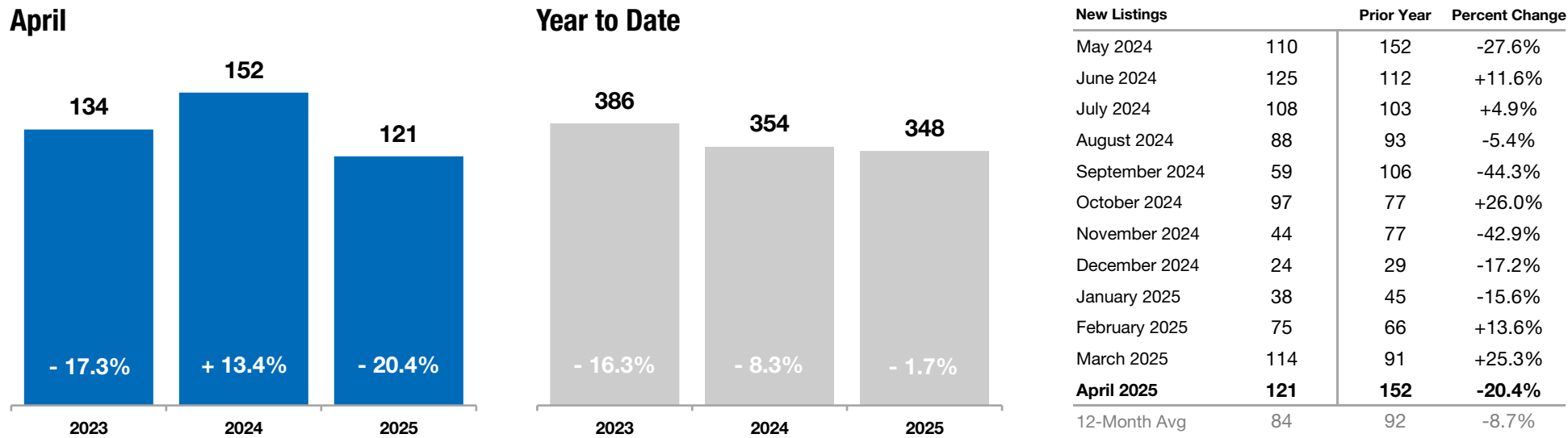
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



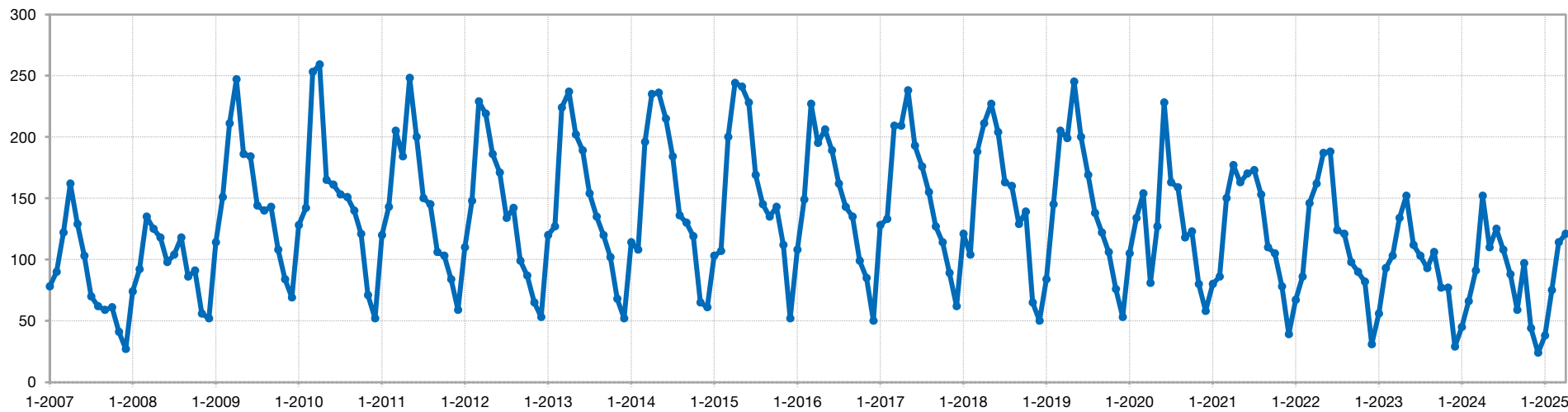
Key Metrics	Historical Sparkbars	4-2024	4-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		152	121	- 20.4%	354	348	- 1.7%
Pending Sales		98	37	- 62.2%	268	178	- 33.6%
Closed Sales		50	48	- 4.0%	164	165	+ 0.6%
Days on Market		24	31	+ 29.2%	32	38	+ 18.8%
Median Sales Price		\$325,000	\$307,500	- 5.4%	\$300,000	\$310,000	+ 3.3%
Avg. Sales Price		\$356,178	\$368,110	+ 3.4%	\$357,942	\$357,615	- 0.1%
Pct. of List Price Received		103.9%	99.0%	- 4.7%	100.7%	98.8%	- 1.9%
Affordability Index		96	104	+ 8.3%	104	103	- 1.0%
Homes for Sale		146	257	+ 76.0%	--	--	--
Months Supply		2.1	4.3	+ 104.8%	--	--	--

New Listings

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



Historical New Listings by Month

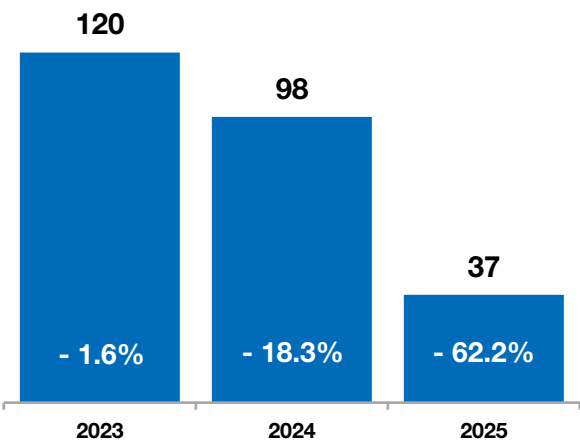


Pending Sales

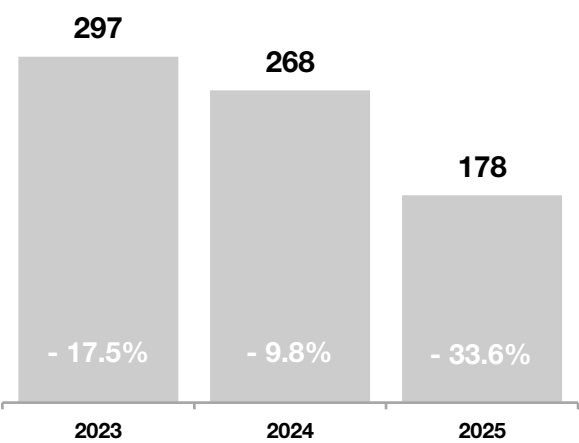
A count of the properties on which offers have been accepted in a given month.



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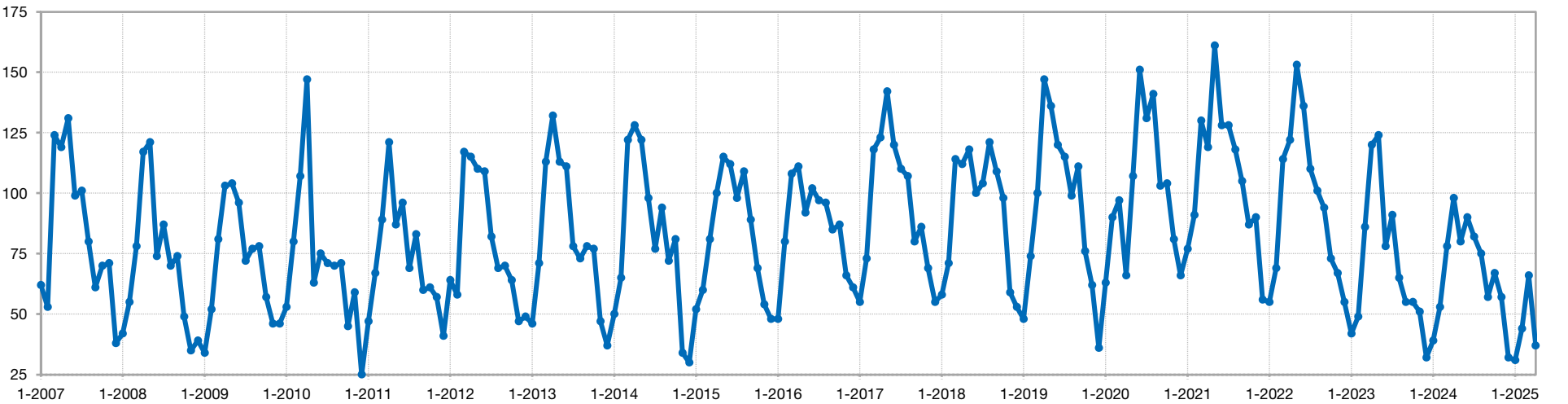


Year to Date



Pending Sales		Prior Year	Percent Change
May 2024	80	124	-35.5%
June 2024	90	78	+15.4%
July 2024	82	91	-9.9%
August 2024	75	65	+15.4%
September 2024	57	55	+3.6%
October 2024	67	55	+21.8%
November 2024	57	51	+11.8%
December 2024	32	32	0.0%
January 2025	31	39	-20.5%
February 2025	44	53	-17.0%
March 2025	66	78	-15.4%
April 2025	37	98	-62.2%
12-Month Avg	60	68	-11.8%

Historical Pending Sales by Month

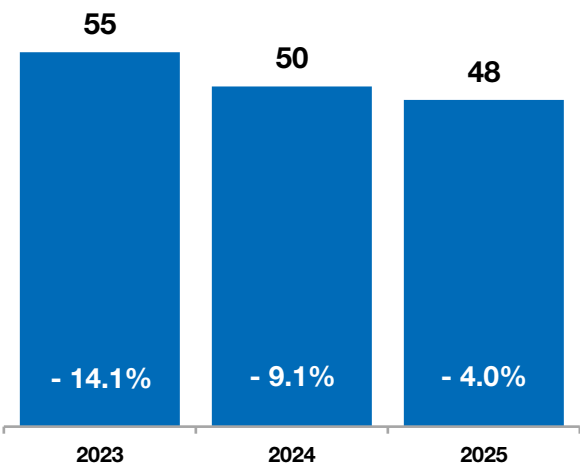


Closed Sales

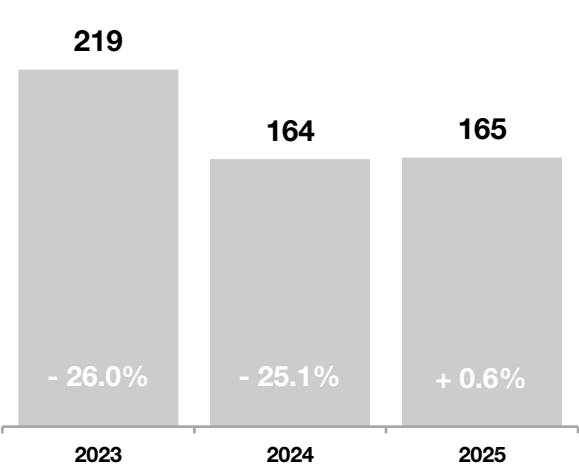
A count of the actual sales that closed in a given month.



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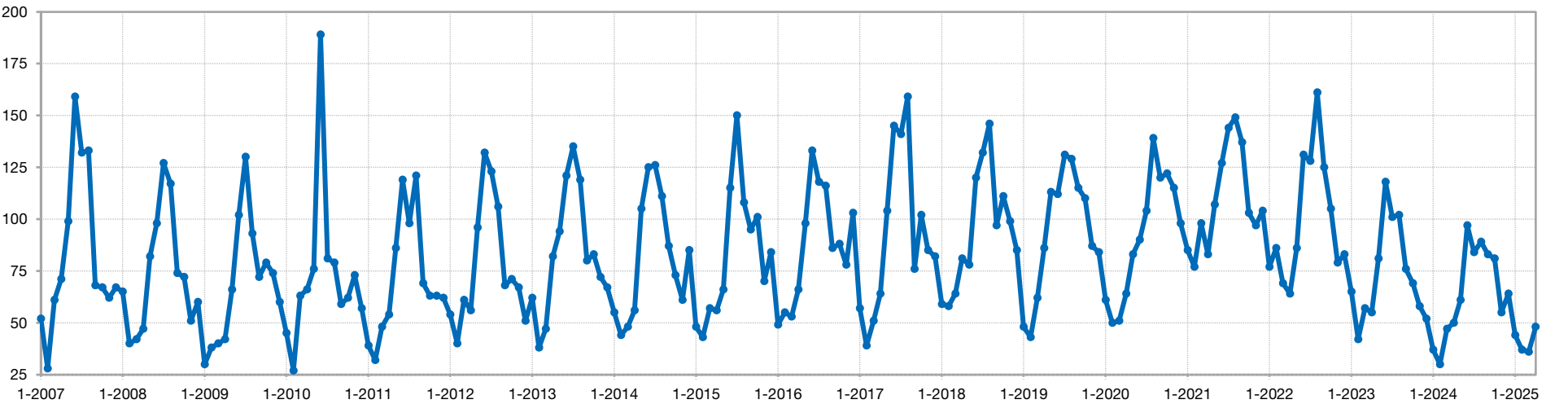


Year to Date



Closed Sales		Prior Year	Percent Change
May 2024	61	81	-24.7%
June 2024	97	118	-17.8%
July 2024	84	101	-16.8%
August 2024	89	102	-12.7%
September 2024	83	76	+9.2%
October 2024	81	69	+17.4%
November 2024	55	58	-5.2%
December 2024	64	52	+23.1%
January 2025	44	37	+18.9%
February 2025	37	30	+23.3%
March 2025	36	47	-23.4%
April 2025	48	50	-4.0%
12-Month Avg	65	68	-4.4%

Historical Closed Sales by Month

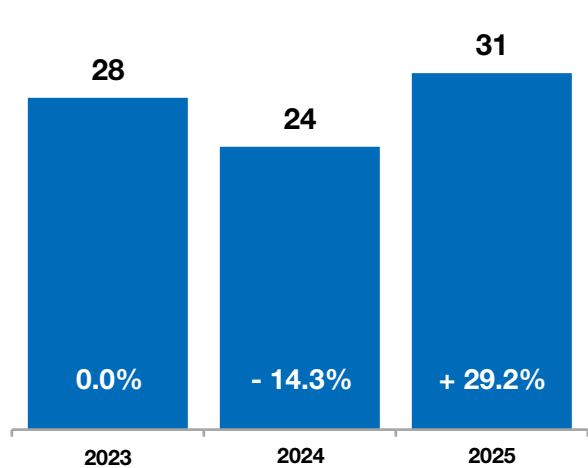


Days on Market

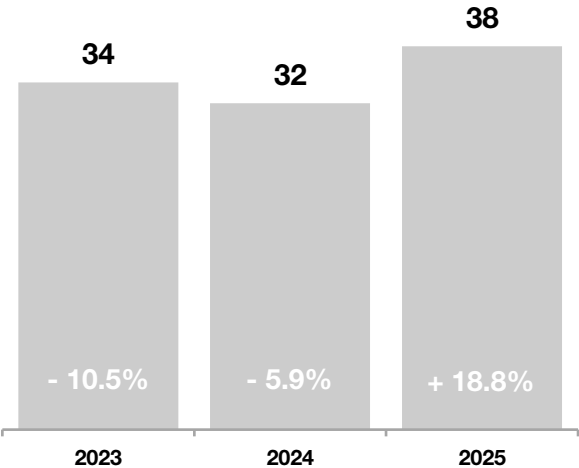
Average number of days between when a property is listed and when an offer is accepted in a given month



April



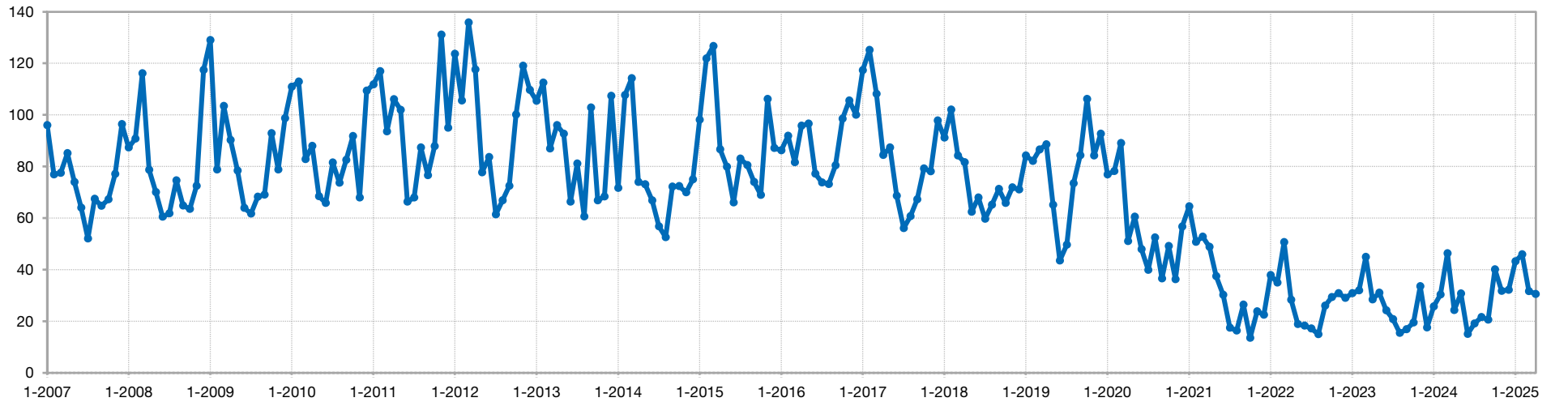
Year to Date



Days on Market		Prior Year	Percent Change
May 2024	31	31	0.0%
June 2024	15	24	-37.5%
July 2024	19	21	-9.5%
August 2024	22	15	+46.7%
September 2024	21	17	+23.5%
October 2024	40	19	+110.5%
November 2024	32	33	-3.0%
December 2024	32	18	+77.8%
January 2025	43	26	+65.4%
February 2025	46	30	+53.3%
March 2025	32	46	-30.4%
April 2025	31	24	+29.2%
12-Month Avg*	28	24	+16.7%

* Average Days on Market of all properties from May 2024 through April 2025. This is not the average of the individual figures above.

Historical Days on Market by Month

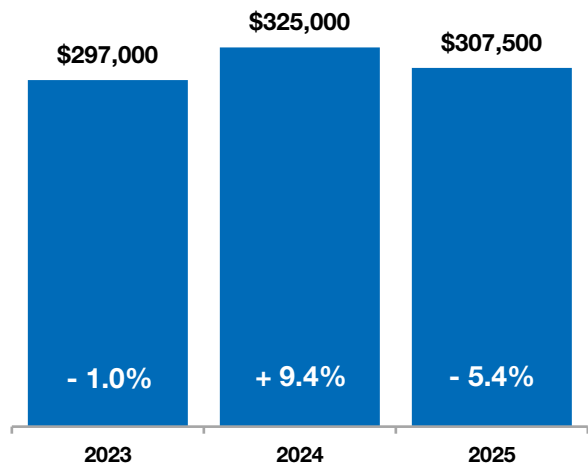


Median Sales Price

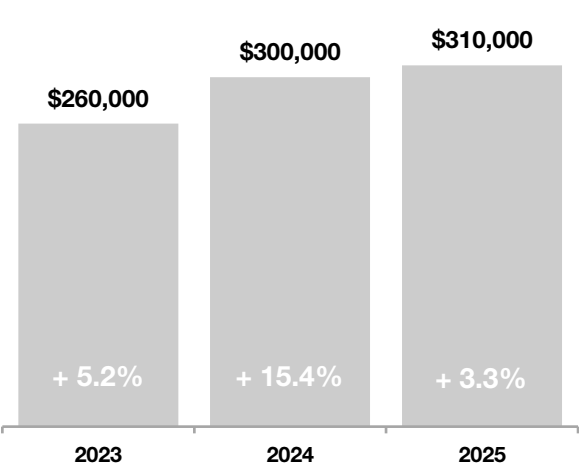
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



April



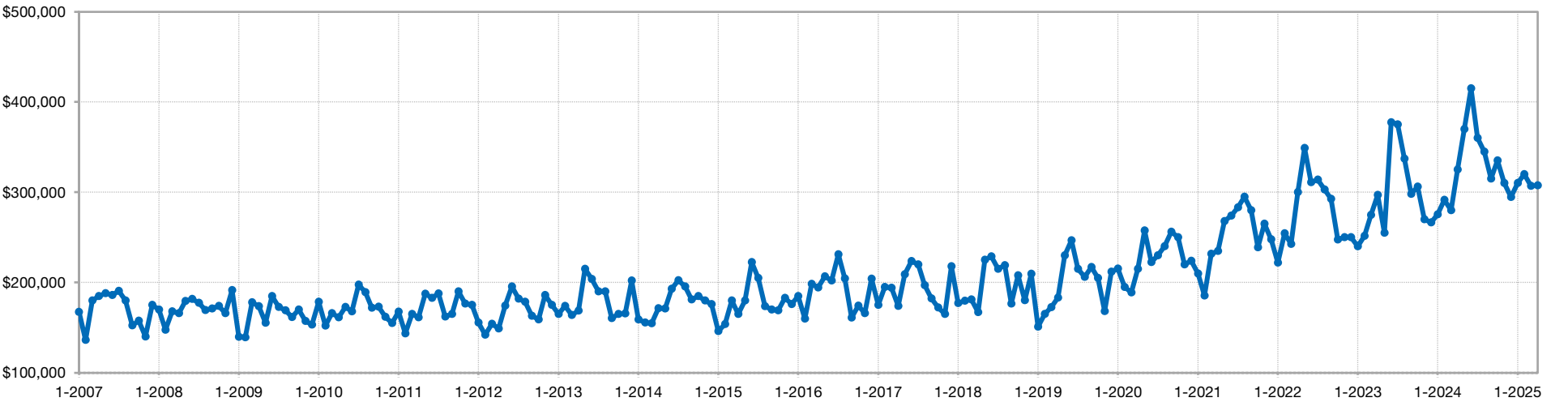
Year to Date



Median Sales Price		Prior Year	Percent Change
May 2024	\$370,000	\$255,000	+45.1%
June 2024	\$415,000	\$377,500	+9.9%
July 2024	\$360,000	\$375,000	-4.0%
August 2024	\$345,000	\$337,250	+2.3%
September 2024	\$315,000	\$298,000	+5.7%
October 2024	\$335,000	\$306,000	+9.5%
November 2024	\$310,000	\$270,000	+14.8%
December 2024	\$294,750	\$266,500	+10.6%
January 2025	\$310,000	\$275,500	+12.5%
February 2025	\$320,000	\$291,500	+9.8%
March 2025	\$307,000	\$280,000	+9.6%
April 2025	\$307,500	\$325,000	-5.4%
12-Month Med*	\$339,000	\$312,000	+8.7%

* Median Sales Price of all properties from May 2024 through April 2025. This is not the average of the individual figures above.

Historical Median Sales Price by Month

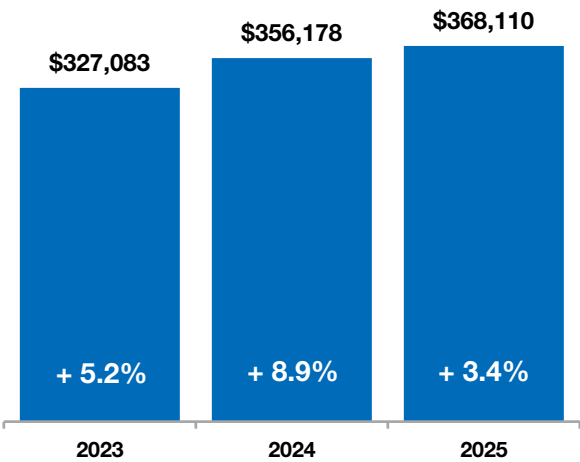


Average Sales Price

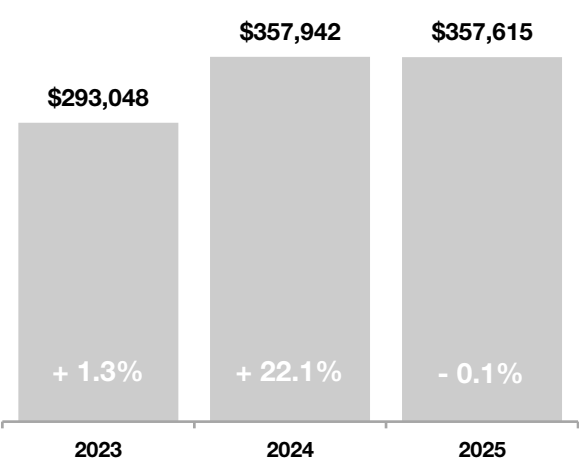
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April



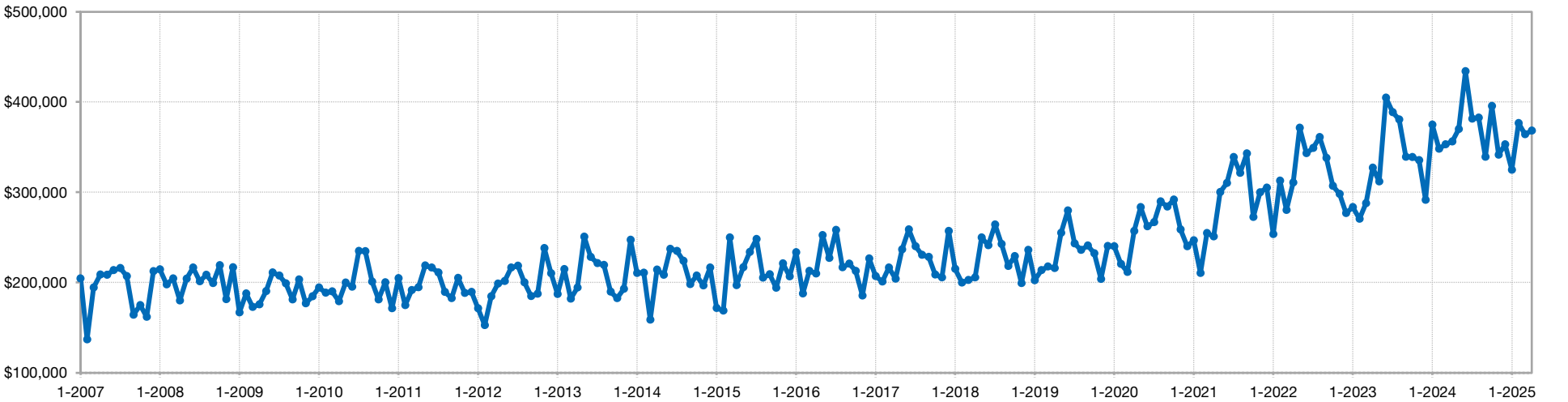
Year to Date



Avg. Sales Price		Prior Year	Percent Change
May 2024	\$369,945	\$311,875	+18.6%
June 2024	\$433,853	\$404,675	+7.2%
July 2024	\$381,269	\$388,698	-1.9%
August 2024	\$382,594	\$380,501	+0.6%
September 2024	\$339,050	\$339,213	-0.0%
October 2024	\$395,414	\$338,963	+16.7%
November 2024	\$341,469	\$335,428	+1.8%
December 2024	\$352,969	\$291,406	+21.1%
January 2025	\$324,925	\$374,831	-13.3%
February 2025	\$376,528	\$347,960	+8.2%
March 2025	\$364,138	\$352,893	+3.2%
April 2025	\$368,110	\$356,178	+3.4%
12-Month Avg*	\$373,909	\$357,567	+4.6%

* Avg. Sales Price of all properties from May 2024 through April 2025. This is not the average of the individual figures above.

Historical Average Sales Price by Month

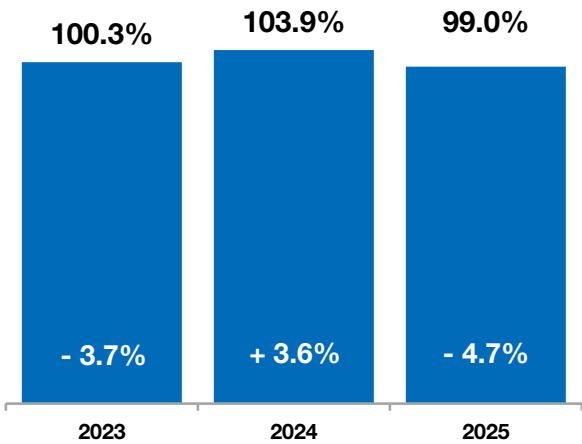


Percent of List Price Received

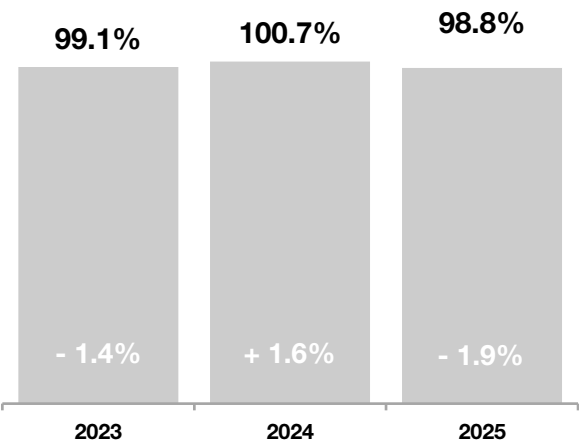
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



April



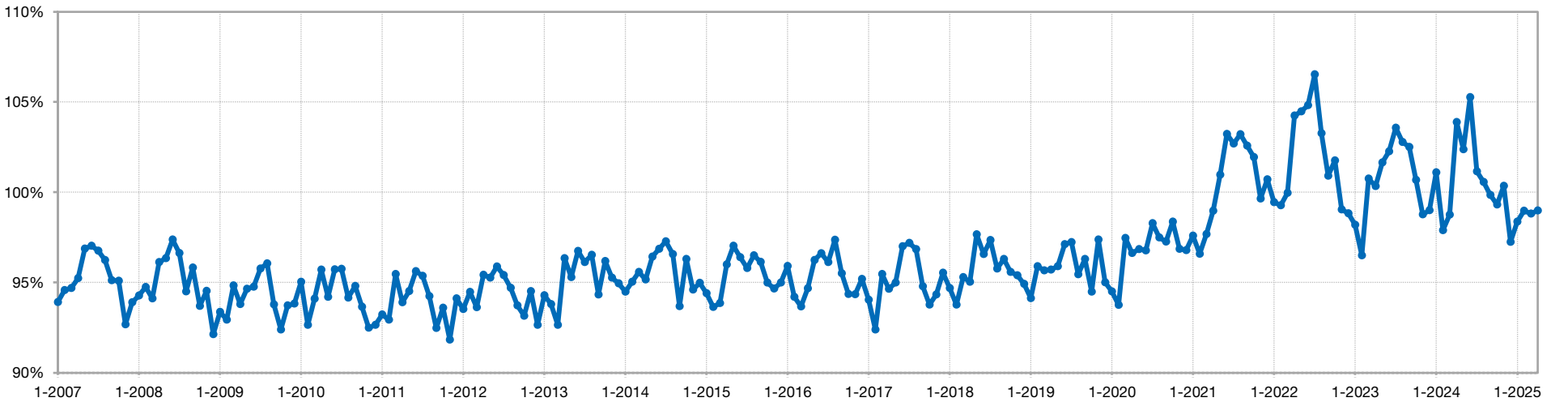
Year to Date



Pct. of List Price Received		Prior Year	Percent Change
May 2024	102.4%	101.6%	+0.8%
June 2024	105.3%	102.3%	+2.9%
July 2024	101.2%	103.6%	-2.3%
August 2024	100.6%	102.8%	-2.1%
September 2024	99.8%	102.5%	-2.6%
October 2024	99.3%	100.7%	-1.4%
November 2024	100.4%	98.8%	+1.6%
December 2024	97.2%	99.0%	-1.8%
January 2025	98.4%	101.1%	-2.7%
February 2025	99.0%	97.9%	+1.1%
March 2025	98.8%	98.8%	0.0%
April 2025	99.0%	103.9%	-4.7%
12-Month Avg*	100.5%	101.5%	-1.0%

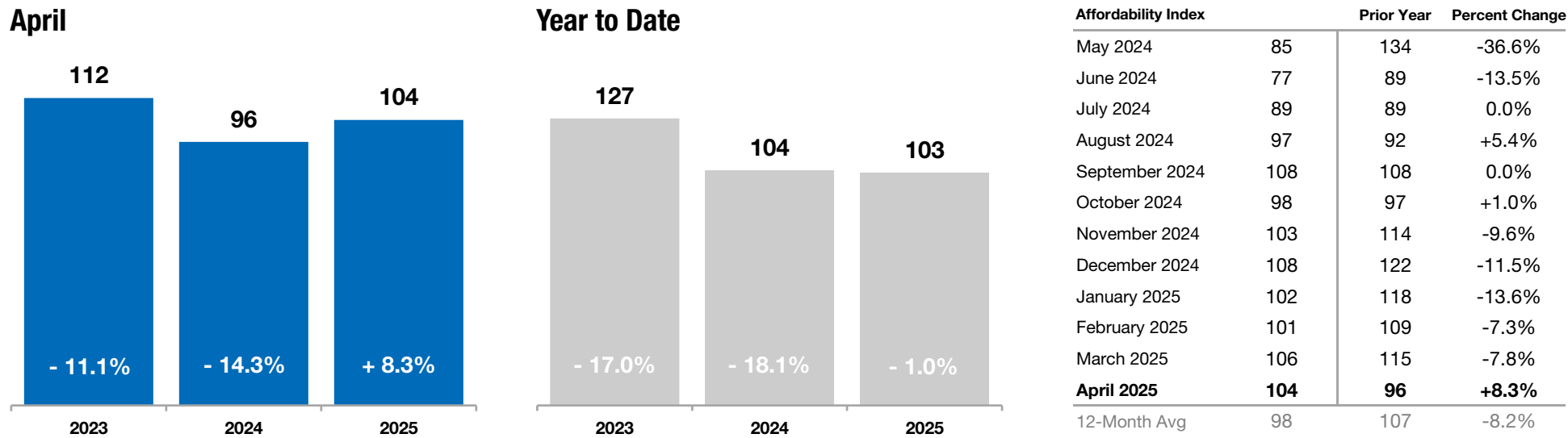
* Average Pct. of List Price Received for all properties from May 2024 through April 2025. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

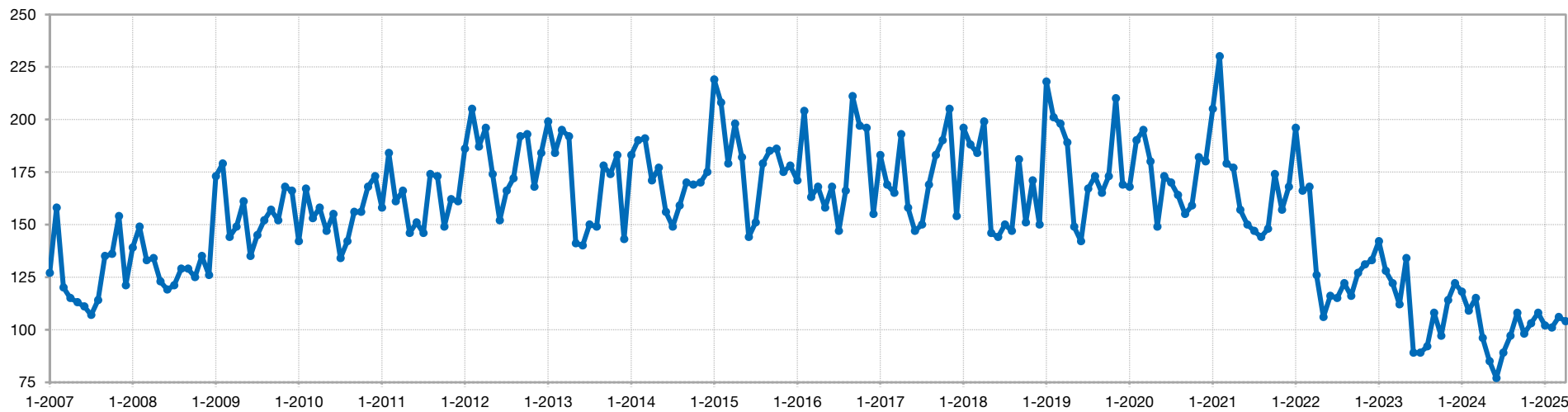


Housing Affordability Index

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.



Historical Housing Affordability Index by Month

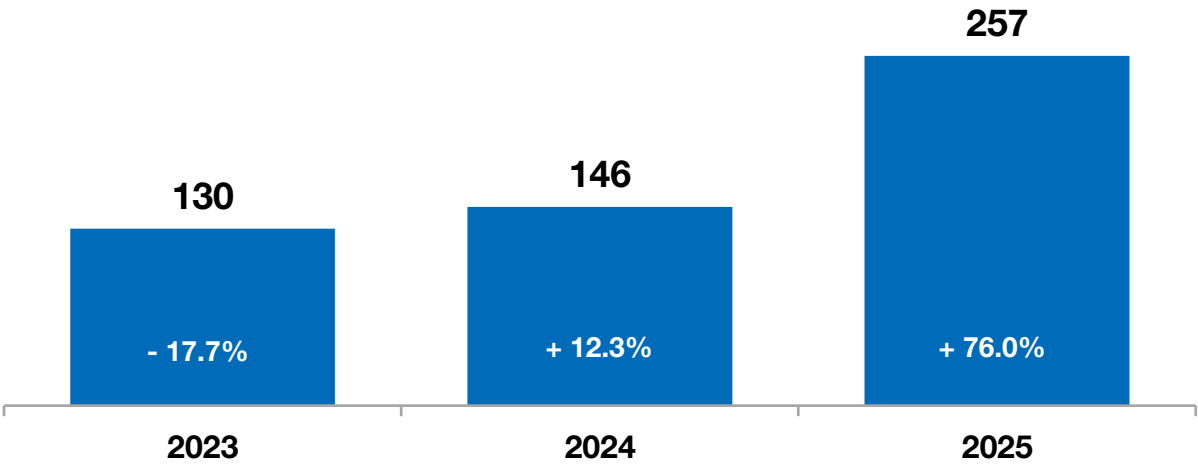


Inventory of Homes for Sale

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

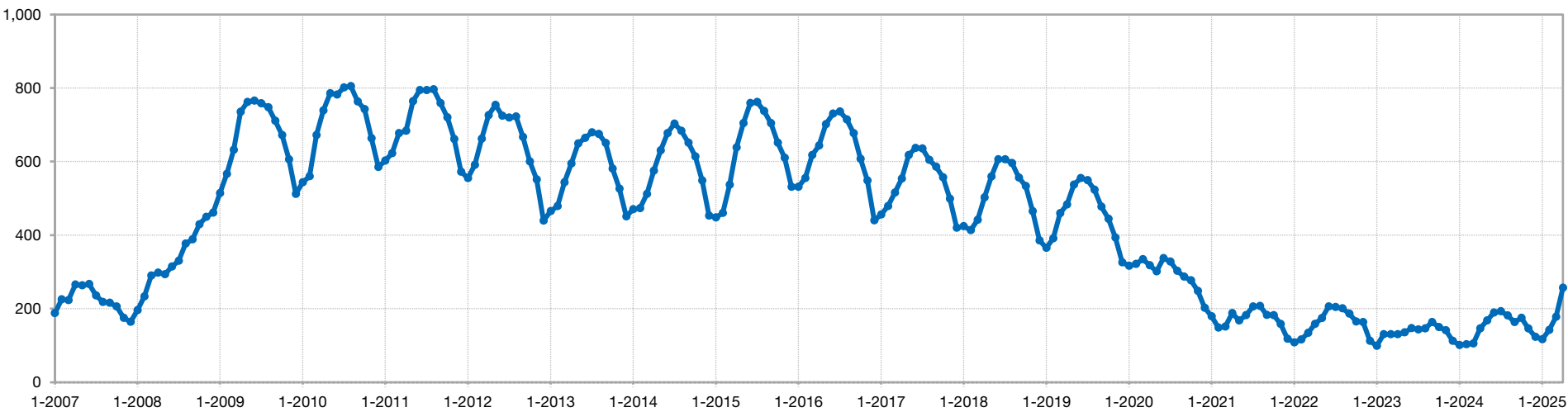


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Homes for Sale		Prior Year	Percent Change
May 2024	168	135	+24.4%
June 2024	189	147	+28.6%
July 2024	193	143	+35.0%
August 2024	181	146	+24.0%
September 2024	163	163	0.0%
October 2024	175	150	+16.7%
November 2024	146	141	+3.5%
December 2024	123	112	+9.8%
January 2025	117	101	+15.8%
February 2025	142	103	+37.9%
March 2025	178	105	+69.5%
April 2025	257	146	+76.0%
12-Month Avg	169	133	+27.1%

Historical Inventory of Homes for Sale by Month

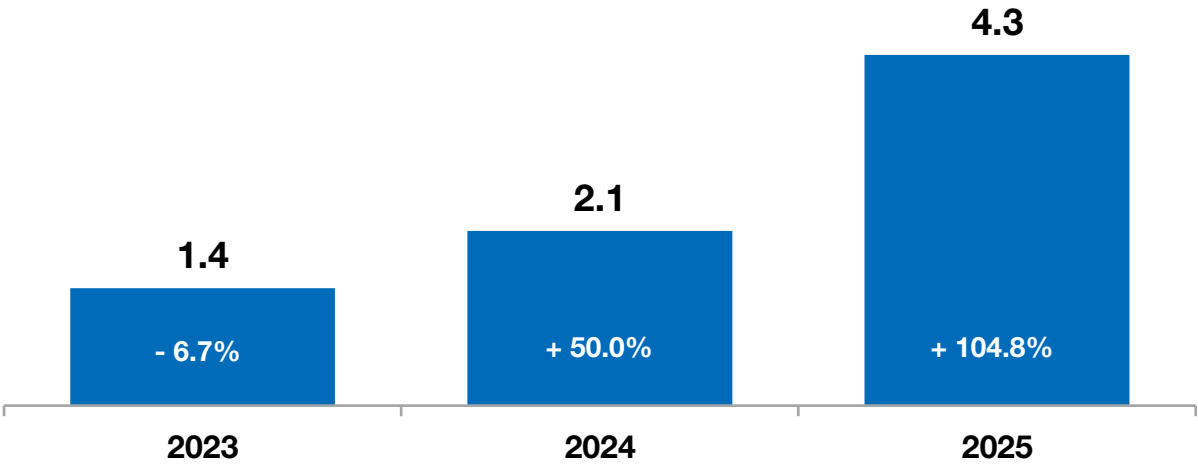


Months Supply of Inventory

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.



April



Months Supply		Prior Year	Percent Change
May 2024	2.6	1.5	+73.3%
June 2024	2.9	1.8	+61.1%
July 2024	3.0	1.8	+66.7%
August 2024	2.8	1.9	+47.4%
September 2024	2.5	2.2	+13.6%
October 2024	2.6	2.0	+30.0%
November 2024	2.2	1.9	+15.8%
December 2024	1.8	1.6	+12.5%
January 2025	1.8	1.4	+28.6%
February 2025	2.2	1.5	+46.7%
March 2025	2.7	1.5	+80.0%
April 2025	4.3	2.1	+104.8%
12-Month Avg	2.6	1.8	+44.4%

Historical Months Supply of Inventory by Month

