

# 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 increased 10.2 percent to 119. Pending Sales decreased 56.1 percent to 36. Inventory increased 73.1 percent to 334.

Median Sales Price increased 13.8 percent from \$360,000 to \$409,500. Days on Market increased 31.6 percent to 25. Months Supply of Inventory increased 86.7 percent to 5.6.

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>- 7.1%</b>	<b>+ 13.8%</b>	<b>+ 73.1%</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 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.



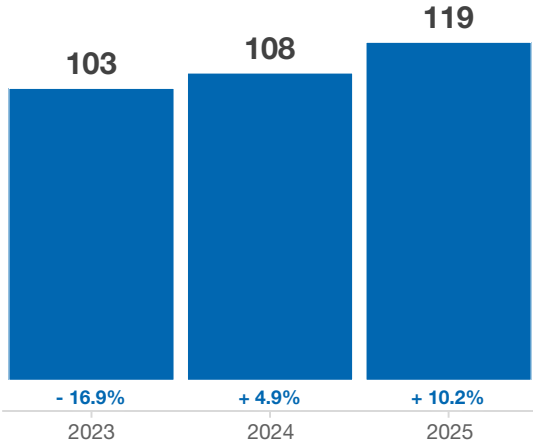
Key Metrics	Historical Sparkbars	7-2024	7-2025	% Change	YTD 2024	YTD 2025	% Change
<b>New Listings</b>		108	<b>119</b>	+ 10.2%	697	<b>725</b>	+ 4.0%
<b>Pending Sales</b>		82	<b>36</b>	- 56.1%	520	<b>428</b>	- 17.7%
<b>Closed Sales</b>		84	<b>78</b>	- 7.1%	406	<b>406</b>	0.0%
<b>Days on Market Until Sale</b>		19	<b>25</b>	+ 31.6%	25	<b>31</b>	+ 24.0%
<b>Median Sales Price</b>		\$360,000	<b>\$409,500</b>	+ 13.8%	\$340,500	<b>\$360,000</b>	+ 5.7%
<b>Average Sales Price</b>		\$381,269	<b>\$462,794</b>	+ 21.4%	\$382,708	<b>\$414,619</b>	+ 8.3%
<b>Percent of List Price Received</b>		101.2%	<b>100.9%</b>	- 0.3%	102.1%	<b>100.5%</b>	- 1.6%
<b>Housing Affordability Index</b>		89	<b>79</b>	- 11.2%	94	<b>90</b>	- 4.3%
<b>Inventory of Homes for Sale</b>		193	<b>334</b>	+ 73.1%	—	—	—
<b>Months Supply of Inventory</b>		3.0	<b>5.6</b>	+ 86.7%	—	—	—

# New Listings

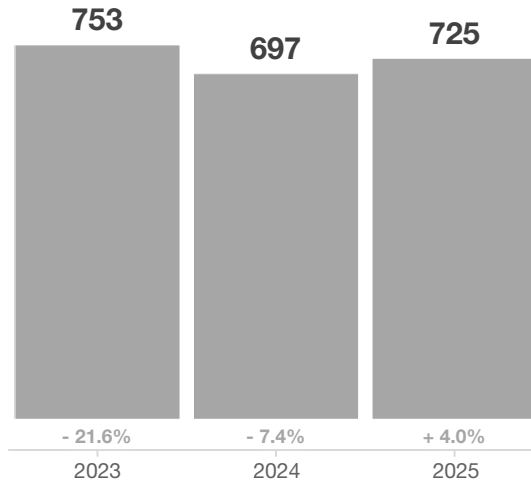
A count of the properties that have been newly listed on the market in a given month.



## July

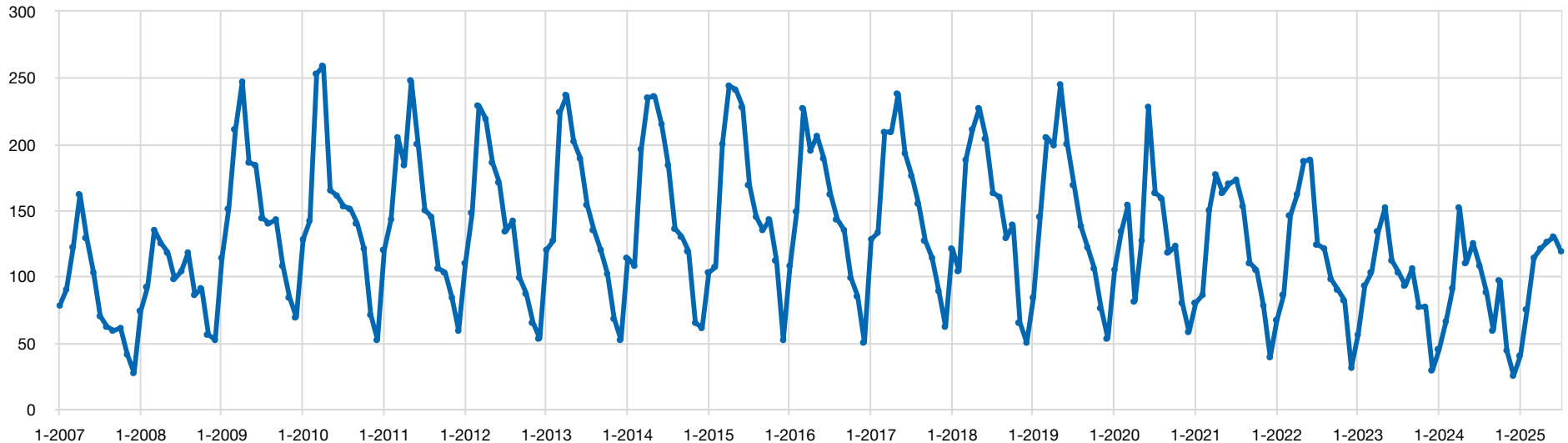


## Year to Date



	New Listings	Prior Year	Percent Change
August 2024	88	93	- 5.4%
September 2024	59	106	- 44.3%
October 2024	97	77	+ 26.0%
November 2024	44	77	- 42.9%
December 2024	25	29	- 13.8%
January 2025	40	45	- 11.1%
February 2025	75	66	+ 13.6%
March 2025	114	91	+ 25.3%
April 2025	121	152	- 20.4%
May 2025	126	110	+ 14.5%
June 2025	130	125	+ 4.0%
<b>July 2025</b>	<b>119</b>	<b>108</b>	<b>+ 10.2%</b>
12-Month Avg	87	90	- 3.3%

## Historical New Listings by Month

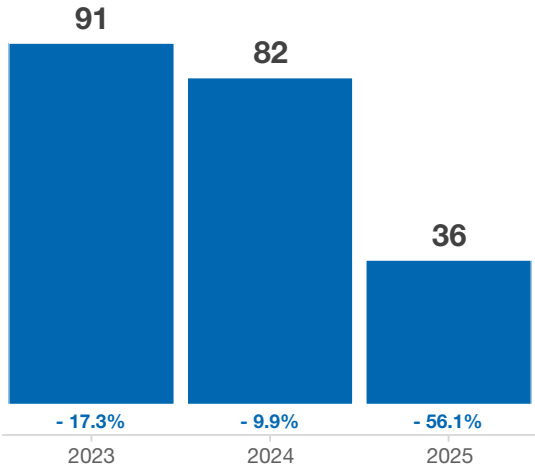


# Pending Sales

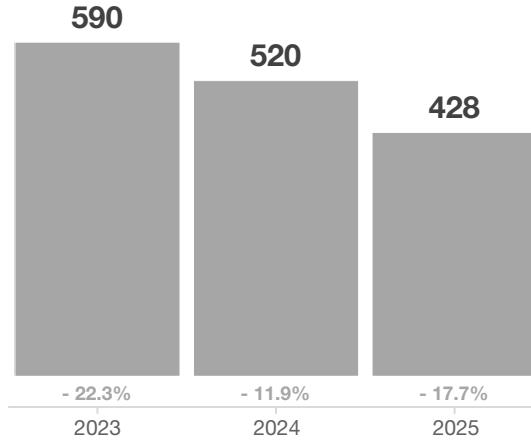
A count of the properties on which offers have been accepted in a given month.



## July

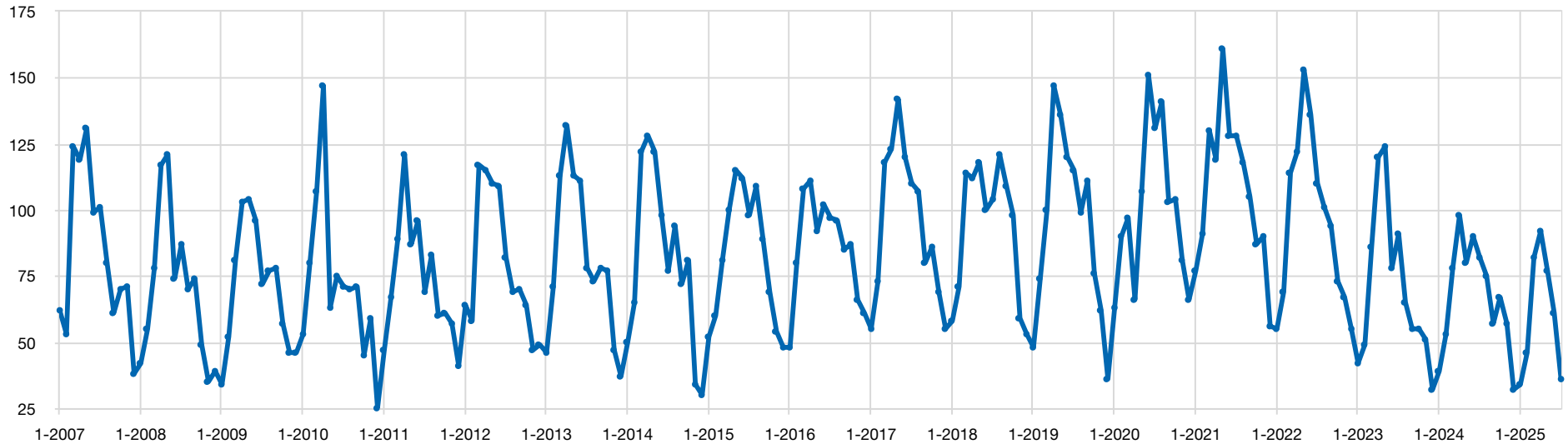


## Year to Date



	Pending Sales	Prior Year	Percent Change
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	34	39	- 12.8%
February 2025	46	53	- 13.2%
March 2025	82	78	+ 5.1%
April 2025	92	98	- 6.1%
May 2025	77	80	- 3.8%
June 2025	61	90	- 32.2%
<b>July 2025</b>	<b>36</b>	<b>82</b>	<b>- 56.1%</b>
12-Month Avg	60	65	- 7.7%

## Historical Pending Sales by Month

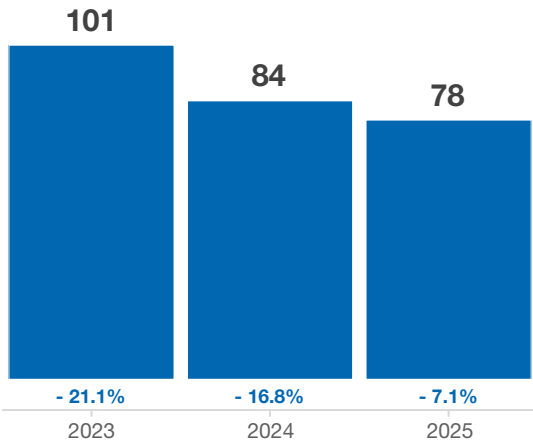


# Closed Sales

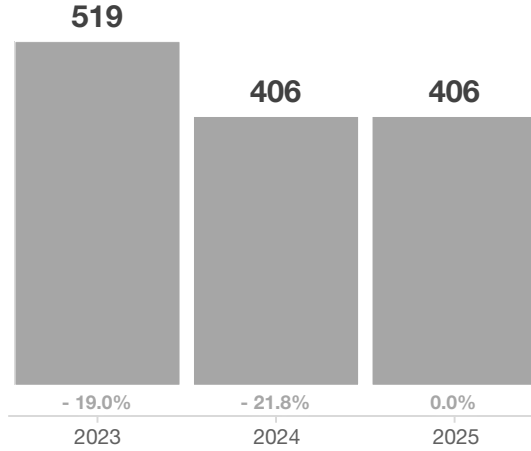
A count of the actual sales that closed in a given month.



## July

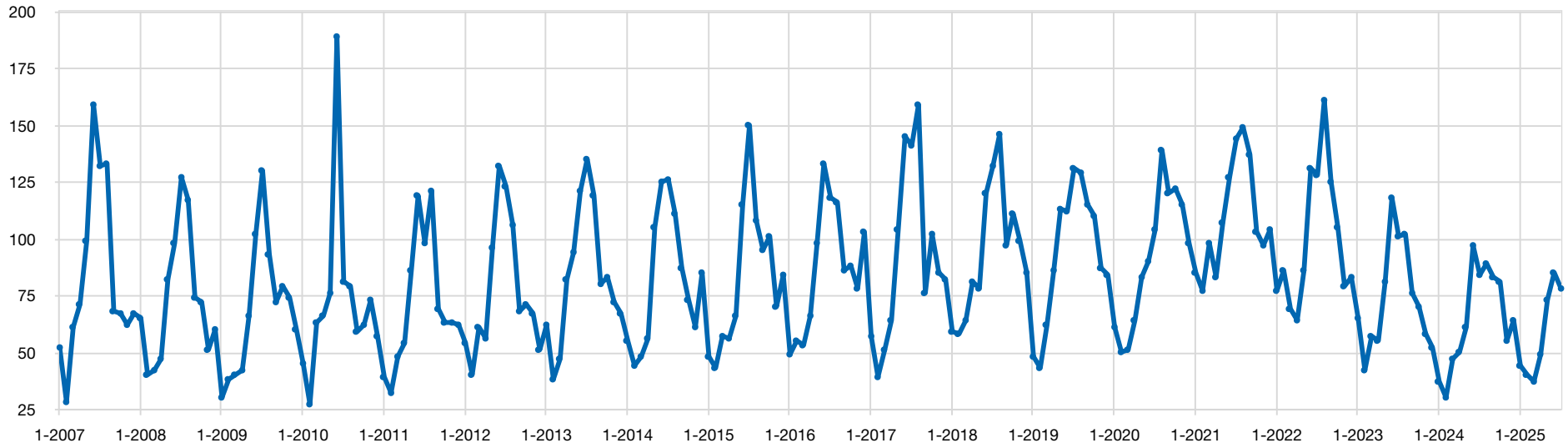


## Year to Date



	Closed Sales	Prior Year	Percent Change
August 2024	89	102	-12.7%
September 2024	83	76	+9.2%
October 2024	81	70	+15.7%
November 2024	55	58	-5.2%
December 2024	64	52	+23.1%
January 2025	44	37	+18.9%
February 2025	40	30	+33.3%
March 2025	37	47	-21.3%
April 2025	49	50	-2.0%
May 2025	73	61	+19.7%
June 2025	85	97	-12.4%
<b>July 2025</b>	<b>78</b>	<b>84</b>	<b>-7.1%</b>
12-Month Avg	65	64	+1.6%

## Historical Closed Sales by Month

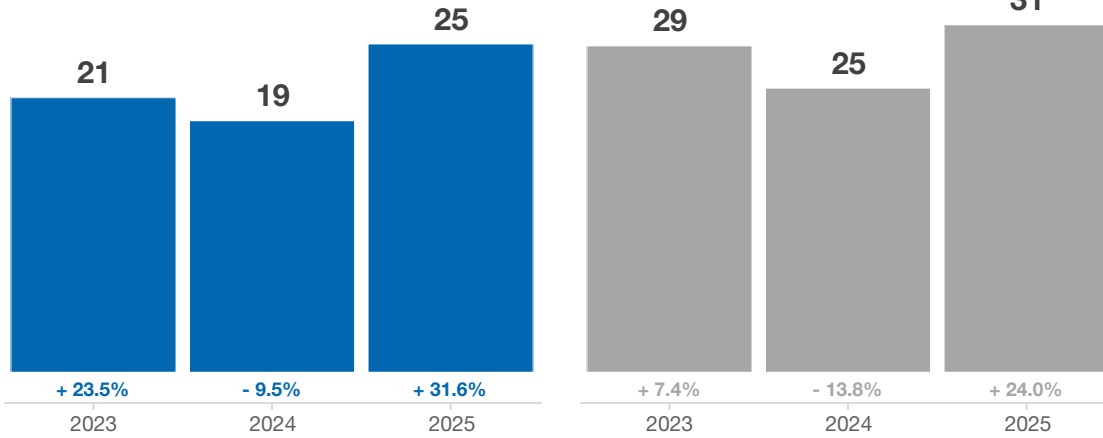


# Days on Market Until Sale

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



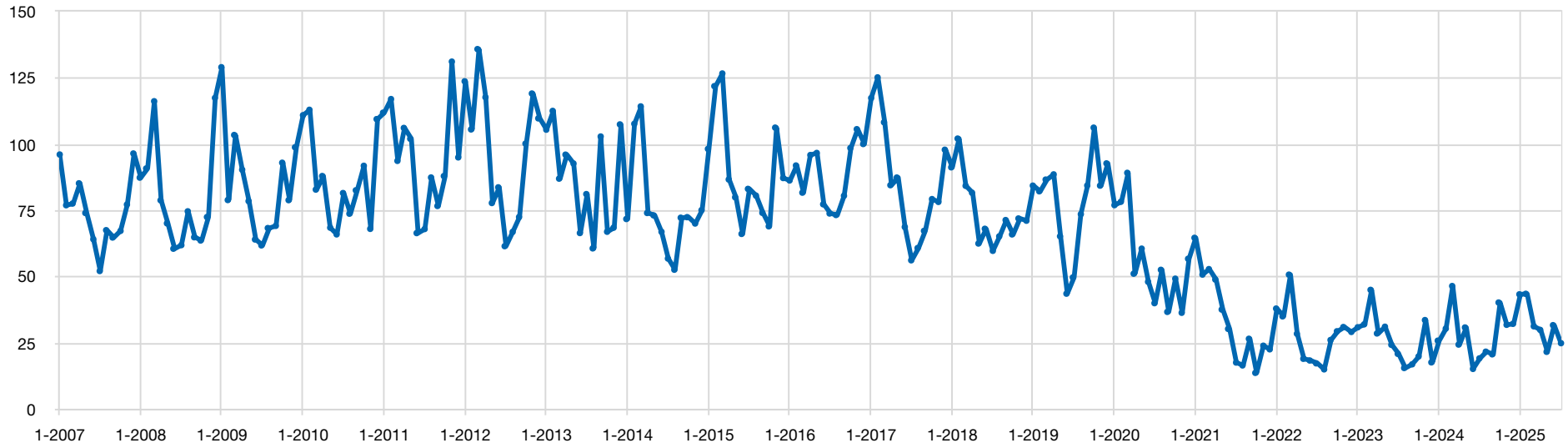
## July



Days on Market	Prior Year	Percent Change
August 2024	22	+ 46.7%
September 2024	21	+ 23.5%
October 2024	40	+ 100.0%
November 2024	32	- 3.0%
December 2024	32	+ 77.8%
January 2025	43	+ 65.4%
February 2025	43	+ 43.3%
March 2025	31	- 32.6%
April 2025	30	+ 25.0%
May 2025	22	- 29.0%
June 2025	32	+ 113.3%
<b>July 2025</b>	<b>25</b>	<b>+ 31.6%</b>
12-Month Avg*	30	+ 31.4%

\* 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

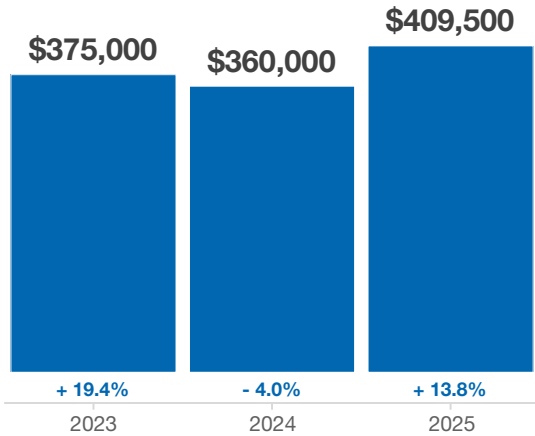


# Median Sales Price

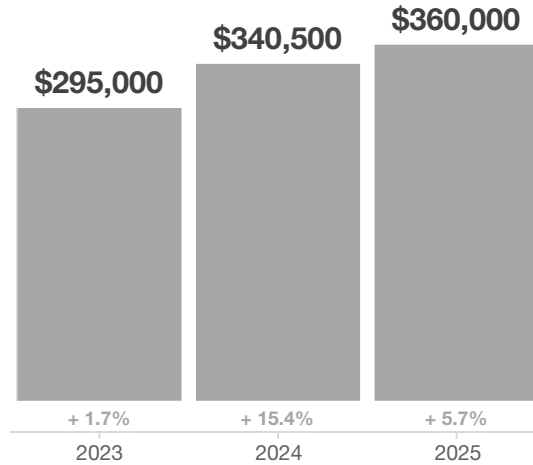
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## July



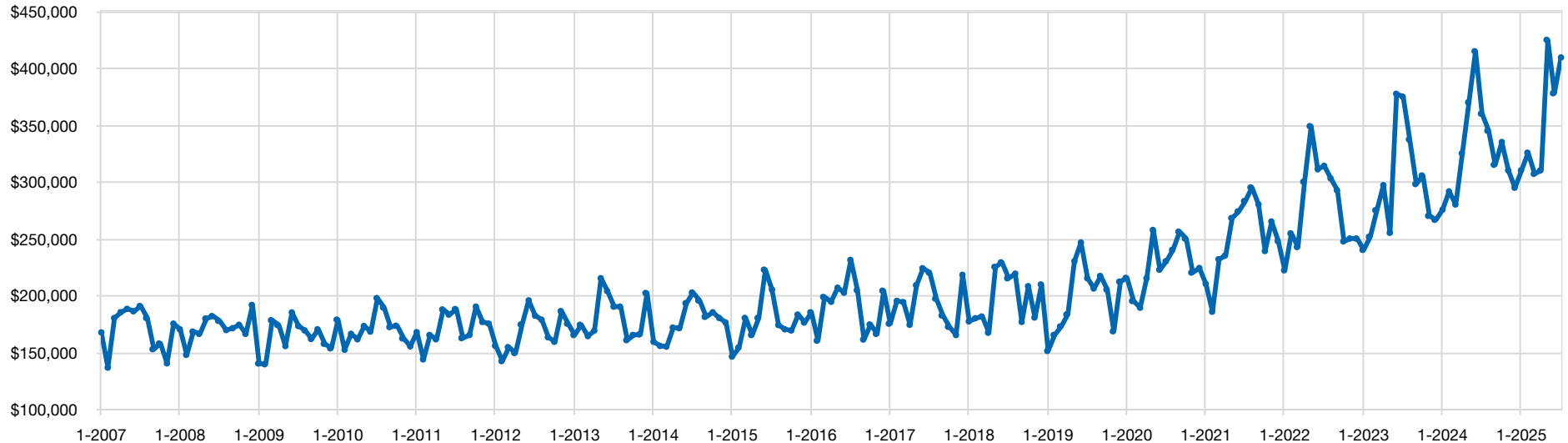
## Year to Date



	Median Sales Price	Prior Year	Percent Change
August 2024	\$345,000	\$337,250	+ 2.3%
September 2024	\$315,000	\$298,000	+ 5.7%
October 2024	\$335,000	\$305,500	+ 9.7%
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	\$325,615	\$291,500	+ 11.7%
March 2025	\$307,000	\$280,000	+ 9.6%
April 2025	\$310,000	\$325,000	- 4.6%
May 2025	\$425,000	\$370,000	+ 14.9%
June 2025	\$378,000	\$415,000	- 8.9%
<b>July 2025</b>	<b>\$409,500</b>	<b>\$360,000</b>	<b>+ 13.8%</b>
12-Month Avg*	\$340,000	\$321,750	+ 5.7%

\* 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

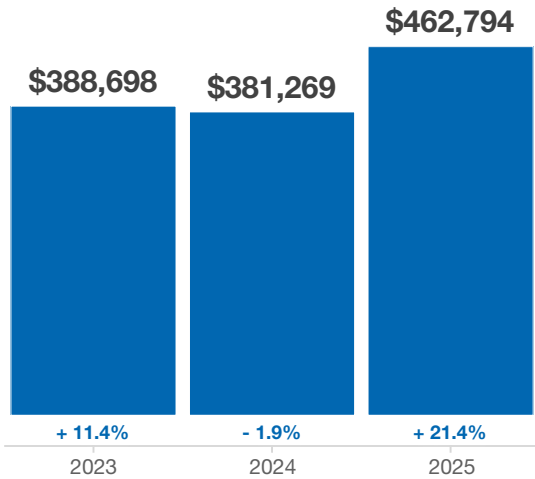


# Average Sales Price

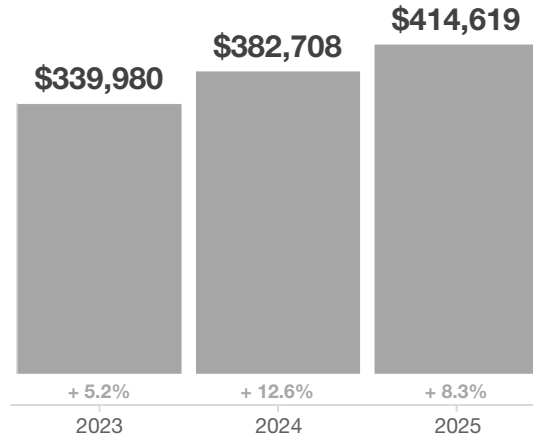
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## July



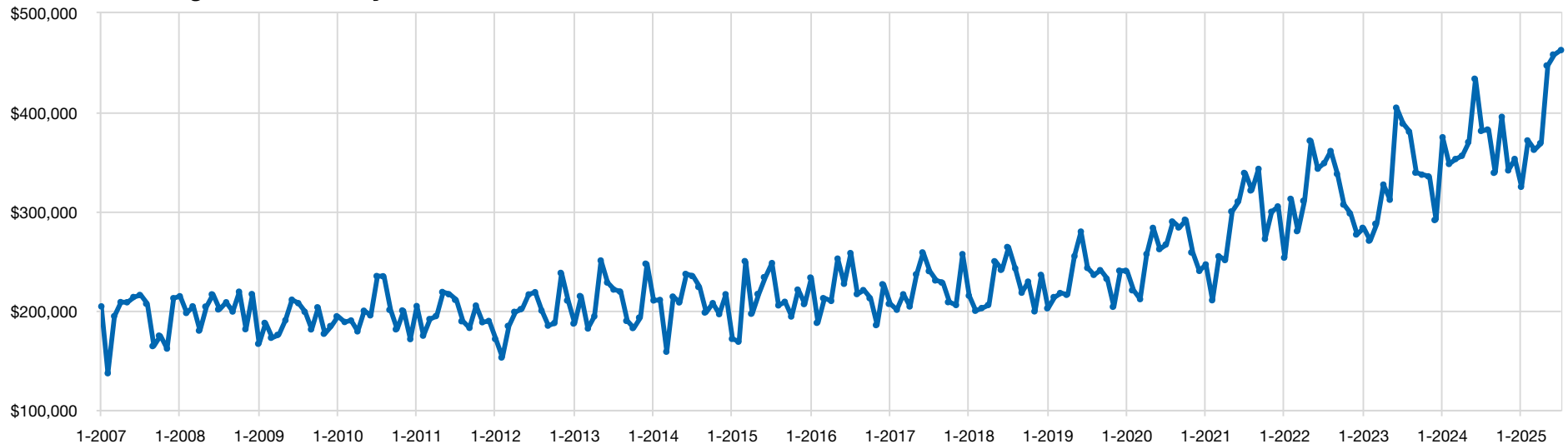
## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
August 2024	\$382,594	\$380,501	+ 0.6%
September 2024	\$339,050	\$339,213	- 0.0%
October 2024	\$395,414	\$337,121	+ 17.3%
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	\$371,639	\$347,960	+ 6.8%
March 2025	\$362,266	\$352,893	+ 2.7%
April 2025	\$368,863	\$356,178	+ 3.6%
May 2025	\$447,214	\$369,945	+ 20.9%
June 2025	\$458,240	\$433,853	+ 5.6%
<b>July 2025</b>	<b>\$462,794</b>	<b>\$381,269</b>	<b>+ 21.4%</b>
12-Month Avg*	\$390,651	\$364,106	+ 7.3%

\* 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



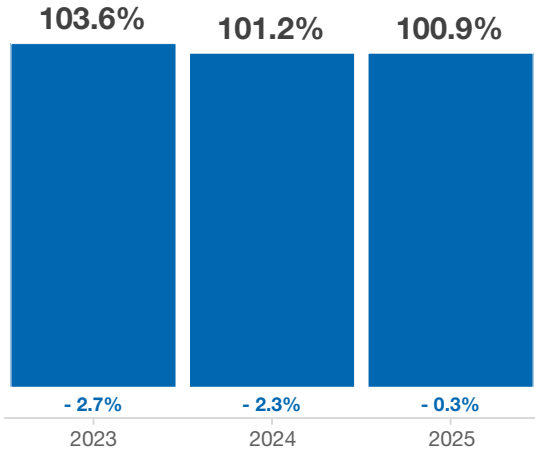


# Percent of List Price Received

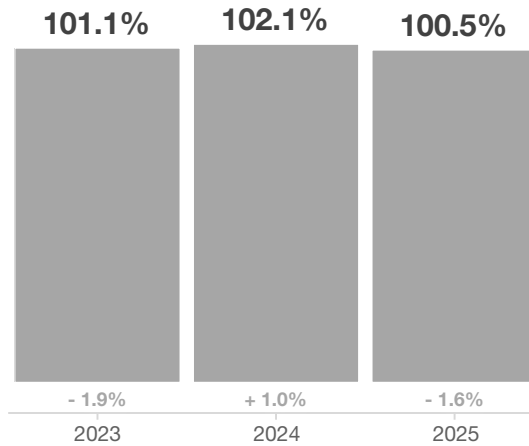
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## July



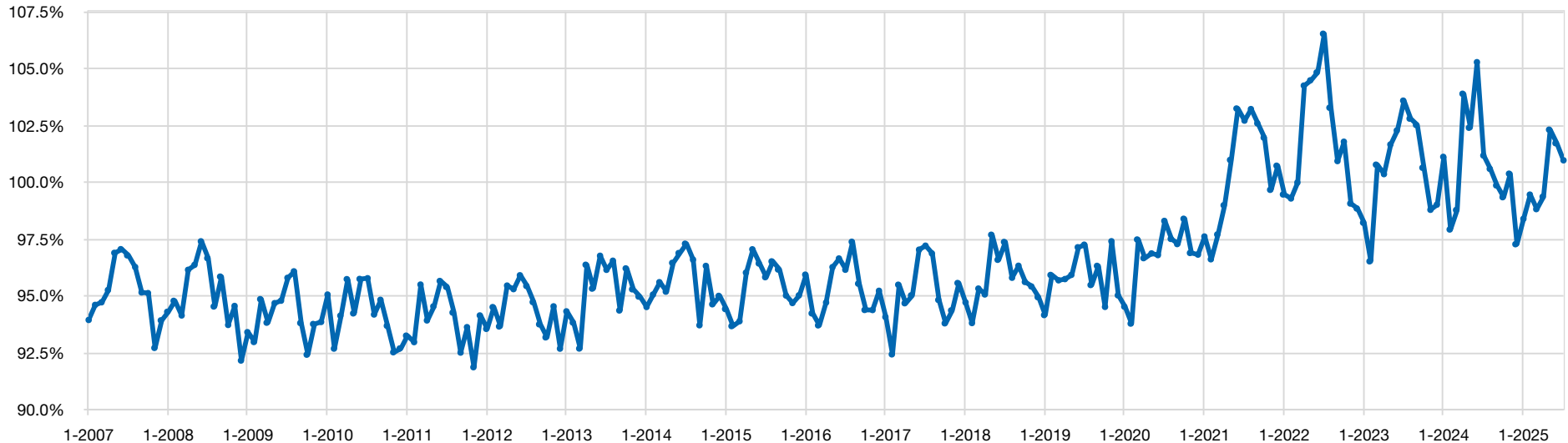
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
August 2024	100.6%	102.8%	- 2.1%
September 2024	99.8%	102.5%	- 2.6%
October 2024	99.3%	100.6%	- 1.3%
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	99.4%	97.9%	+ 1.5%
March 2025	98.8%	98.8%	0.0%
April 2025	99.3%	103.9%	- 4.4%
May 2025	102.3%	102.4%	- 0.1%
June 2025	101.7%	105.3%	- 3.4%
<b>July 2025</b>	<b>100.9%</b>	<b>101.2%</b>	<b>- 0.3%</b>
12-Month Avg*	100.1%	101.6%	- 1.6%

\* 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

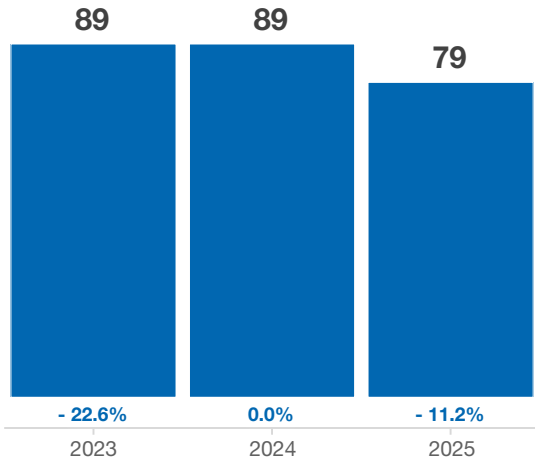


# Housing Affordability Index

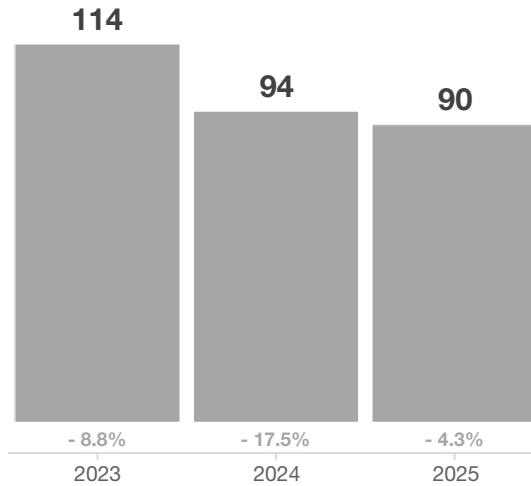
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## July

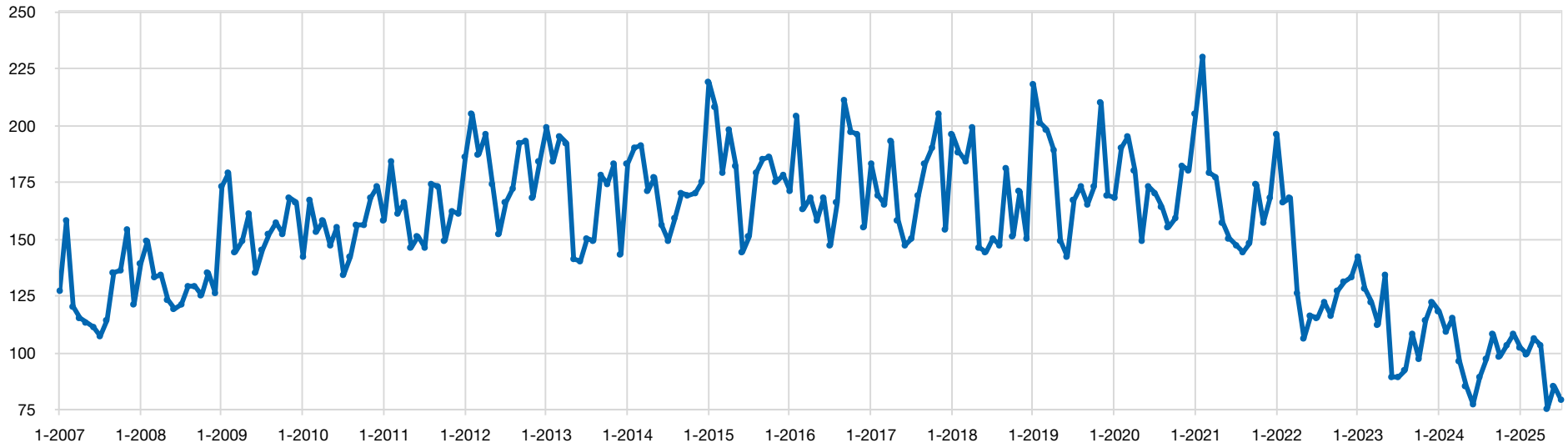


## Year to Date



	Affordability Index	Prior Year	Percent Change
August 2024	97	92	+ 5.4%
September 2024	108	108	0.0%
October 2024	98	97	+ 1.0%
November 2024	103	114	- 9.6%
December 2024	108	122	- 11.5%
January 2025	102	118	- 13.6%
February 2025	99	109	- 9.2%
March 2025	106	115	- 7.8%
April 2025	103	96	+ 7.3%
May 2025	75	85	- 11.8%
June 2025	85	77	+ 10.4%
<b>July 2025</b>	<b>79</b>	<b>89</b>	<b>- 11.2%</b>
12-Month Avg	97	102	- 4.9%

## Historical Housing Affordability Index by Month

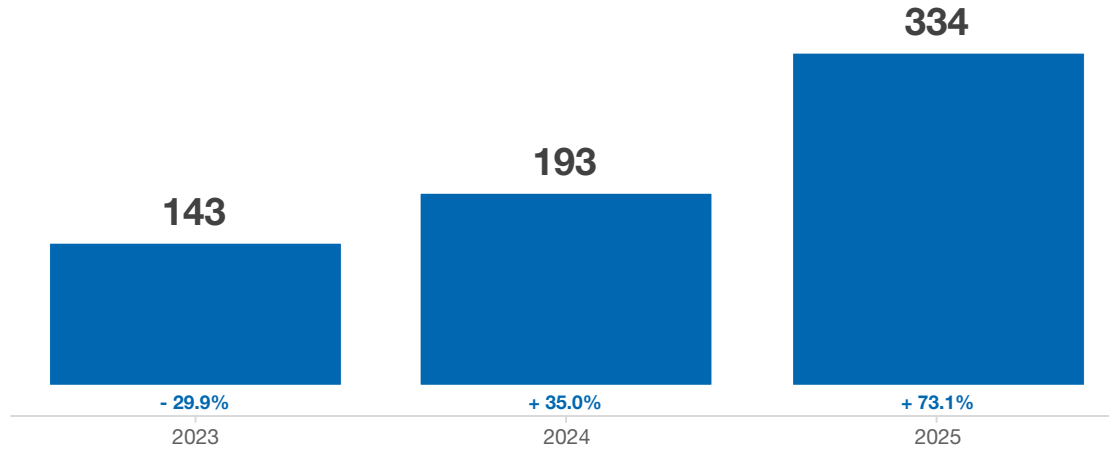


# Inventory of Homes for Sale

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

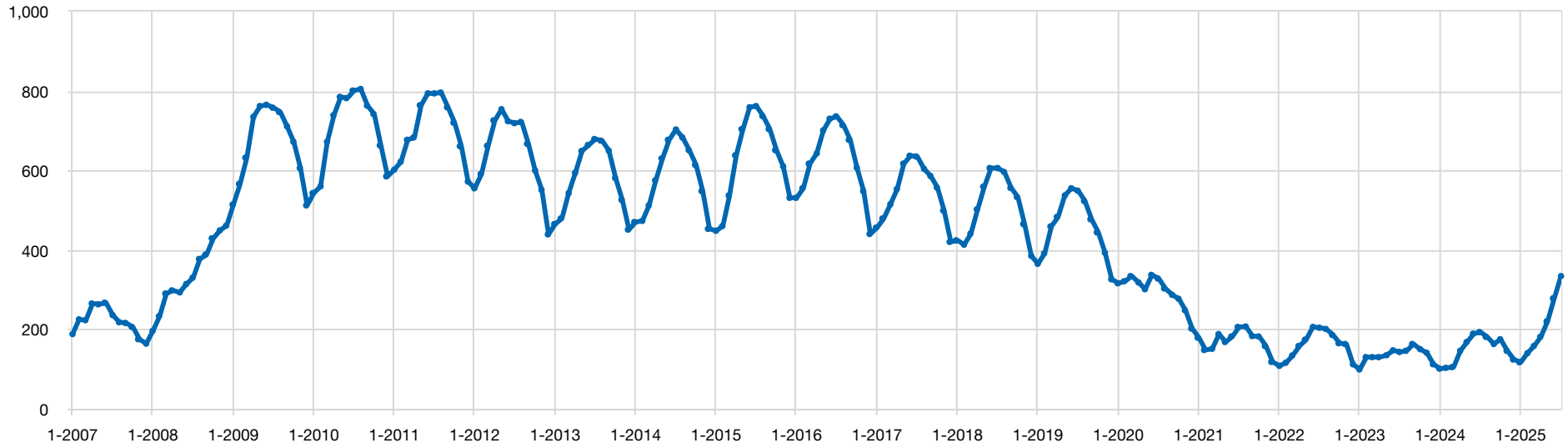


## July



	Homes for Sale	Prior Year	Percent Change
August 2024	181	146	+ 24.0%
September 2024	163	163	0.0%
October 2024	175	150	+ 16.7%
November 2024	146	141	+ 3.5%
December 2024	124	112	+ 10.7%
January 2025	117	101	+ 15.8%
February 2025	140	103	+ 35.9%
March 2025	158	105	+ 50.5%
April 2025	181	146	+ 24.0%
May 2025	220	168	+ 31.0%
June 2025	278	189	+ 47.1%
<b>July 2025</b>	<b>334</b>	<b>193</b>	<b>+ 73.1%</b>
12-Month Avg	185	143	+ 29.4%

## Historical Inventory of Homes for Sale by Month

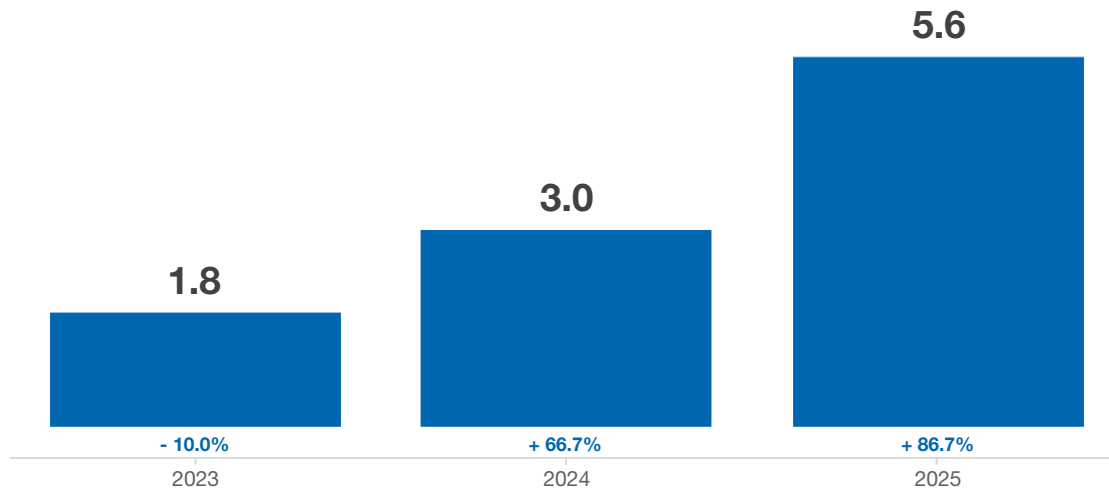


# Months Supply of Inventory

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.



## July



	Months Supply	Prior Year	Percent Change
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	1.7	1.4	+ 21.4%
February 2025	2.1	1.5	+ 40.0%
March 2025	2.4	1.5	+ 60.0%
April 2025	2.7	2.1	+ 28.6%
May 2025	3.3	2.6	+ 26.9%
June 2025	4.4	2.9	+ 51.7%
<b>July 2025</b>	<b>5.6</b>	<b>3.0</b>	<b>+ 86.7%</b>
12-Month Avg*	2.8	2.0	+ 39.0%

\* 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

