

Monthly Indicators



January 2025

U.S. existing-home sales advanced for the third straight month, climbing 2.2% to a seasonally adjusted annual rate of 4.24 million units, a 10-month high, according to the National Association of REALTORS® (NAR). Sales were up 9.3% year-over-year, driven largely by purchases of homes priced \$500,000 and above. Month-over-month, sales rose in the South, Northeast, and the West but fell in the Midwest, with all four regions reporting year-over-year gains.

New Listings were up 1.6 percent to 3,090. Pending Sales decreased 1.7 percent to 1,921. Inventory shrank 3.8 percent to 8,383 units.

Prices moved higher as the Median Sales Price was up 9.5 percent to \$690,000. Average Sales Price increased 11.5 percent to \$837,825. Months Supply of Inventory was down 8.6 percent to 3.2 months.

According to NAR, total housing inventory was 1.15 million units heading into January, a 13.5% decrease from the previous month but a 16.2% increase from the same period one year earlier, for a 3.3-month supply at the current sales pace. Housing supply remains down compared to pre-pandemic levels, and the limited number of homes on the market continues to push sales prices higher nationwide, with the median existing-home price rising 6% year-over-year to \$404,400.

Activity Snapshot

+ 2.1%	+ 9.5%	- 3.8%
One-Year Change in Closed Sales	One-Year Change in Median Sales Price	One-Year Change in Homes for Sale

Residential activity in Nassau, Queens, Suffolk counties, and Out of Area, composed of single-family homes, townhomes and co-ops 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.



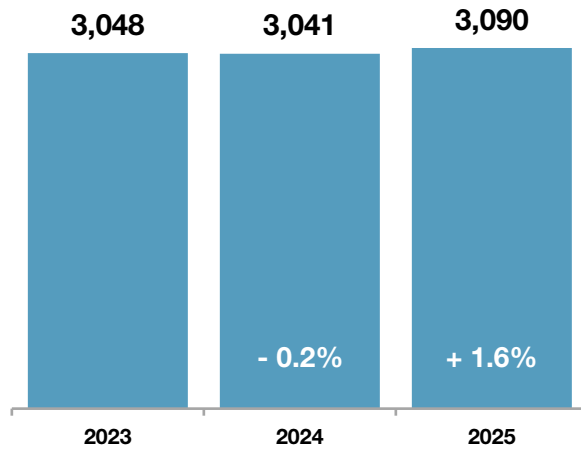
Key Metrics	Historical Sparkbars	1-2024	1-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		3,041	3,090	+ 1.6%	3,041	3,090	+ 1.6%
Closed Sales		2,259	2,306	+ 2.1%	2,259	2,306	+ 2.1%
Median Sales Price		\$630,000	\$690,000	+ 9.5%	\$630,000	\$690,000	+ 9.5%
Avg. Sales Price		\$751,297	\$837,825	+ 11.5%	\$751,297	\$837,825	+ 11.5%
Pending Sales		1,954	1,921	- 1.7%	1,954	1,921	- 1.7%
Affordability Index		74	66	- 10.8%	74	66	- 10.8%
Homes for Sale		8,715	8,383	- 3.8%	--	--	--
Months Supply		3.5	3.2	- 8.6%	--	--	--

New Listings

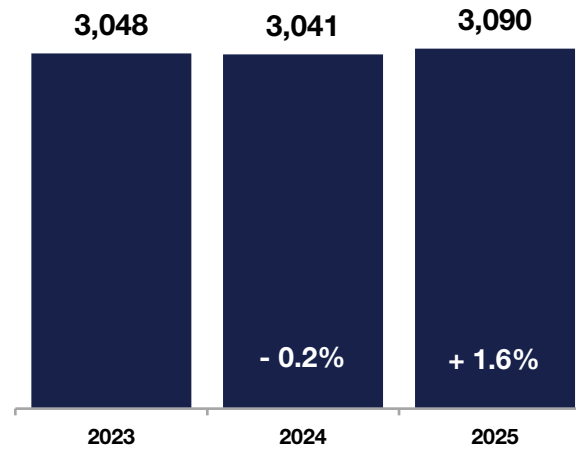
A count of the properties that have been newly listed on the market in a given month.



January

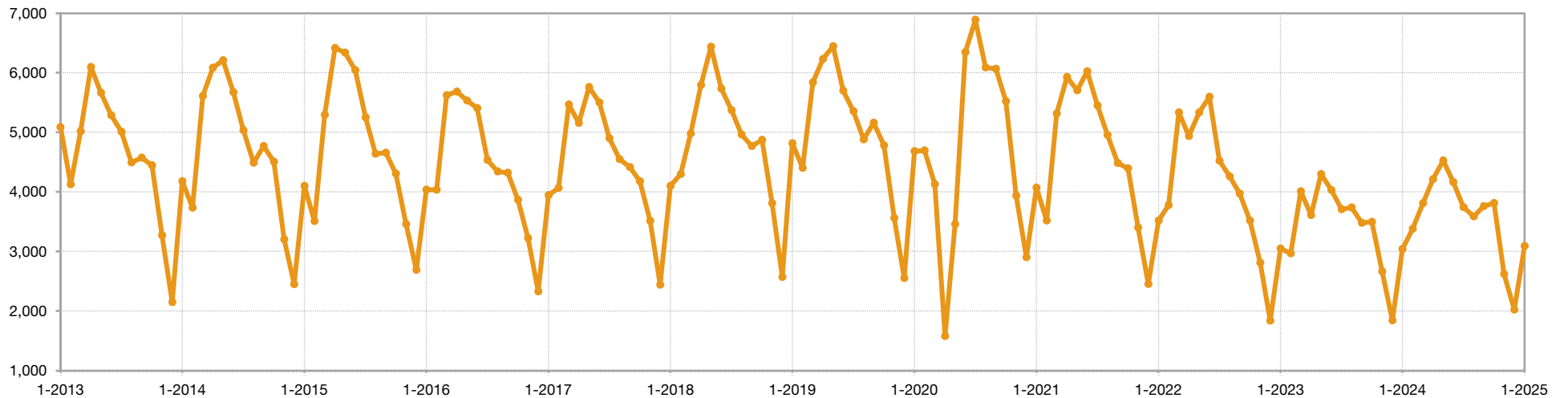


Year to Date



	New Listings	Prior Year	Percent Change
February 2024	3,382	2,967	+14.0%
March 2024	3,807	4,011	-5.1%
April 2024	4,213	3,608	+16.8%
May 2024	4,525	4,298	+5.3%
June 2024	4,164	4,033	+3.2%
July 2024	3,744	3,708	+1.0%
August 2024	3,587	3,738	-4.0%
September 2024	3,758	3,480	+8.0%
October 2024	3,812	3,496	+9.0%
November 2024	2,624	2,666	-1.6%
December 2024	2,024	1,844	+9.8%
January 2025	3,090	3,041	+1.6%
12-Month Avg	3,561	3,408	+4.5%

Historical New Listings by Month

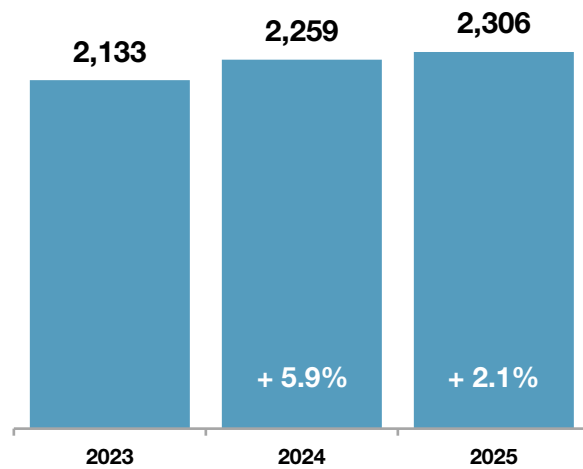


Closed Sales

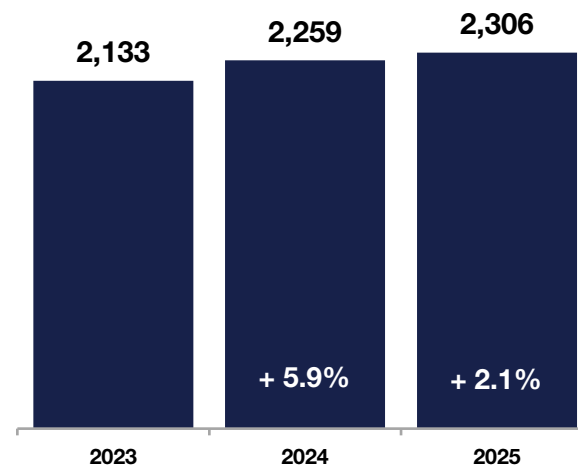
A count of the actual sales that closed in a given month.



January

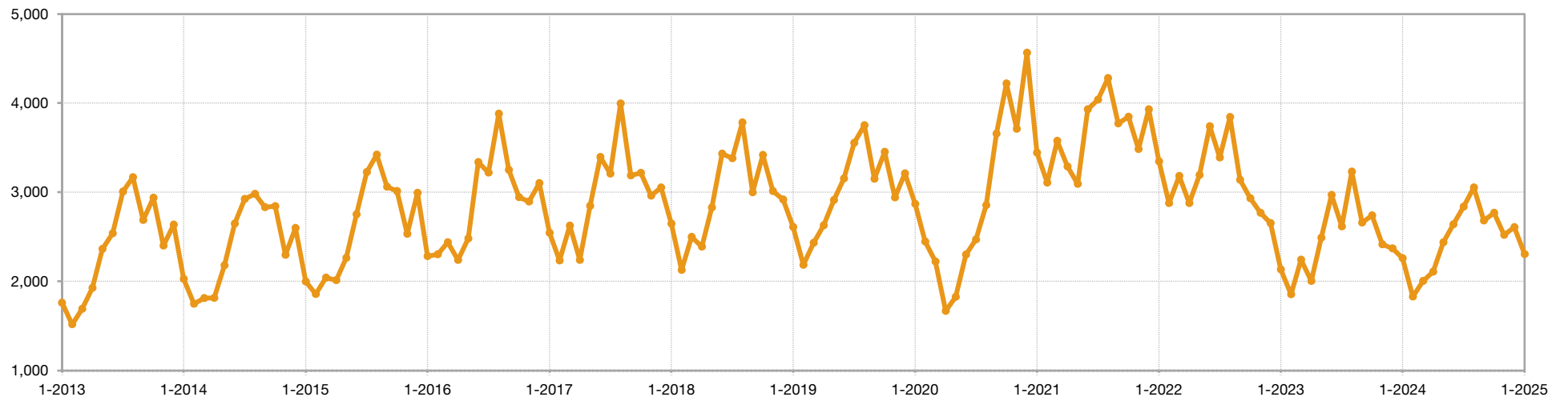


Year to Date



	Closed Sales	Prior Year	Percent Change
February 2024	1,830	1,854	-1.3%
March 2024	2,004	2,242	-10.6%
April 2024	2,106	2,005	+5.0%
May 2024	2,439	2,488	-2.0%
June 2024	2,638	2,969	-11.1%
July 2024	2,838	2,615	+8.5%
August 2024	3,052	3,230	-5.5%
September 2024	2,683	2,659	+0.9%
October 2024	2,767	2,740	+1.0%
November 2024	2,520	2,416	+4.3%
December 2024	2,606	2,370	+10.0%
January 2025	2,306	2,259	+2.1%
12-Month Avg	2,482	2,487	-0.2%

Historical Closed Sales by Month

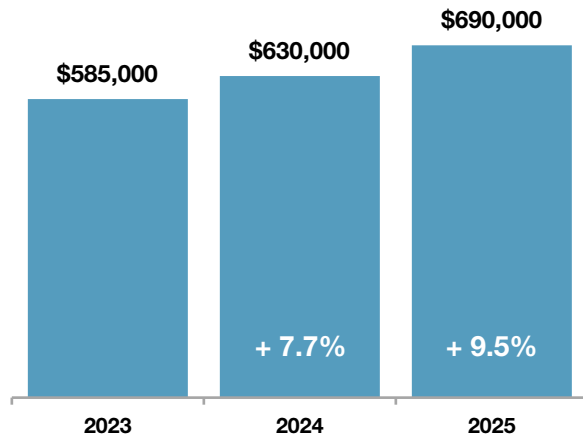


Median Sales Price

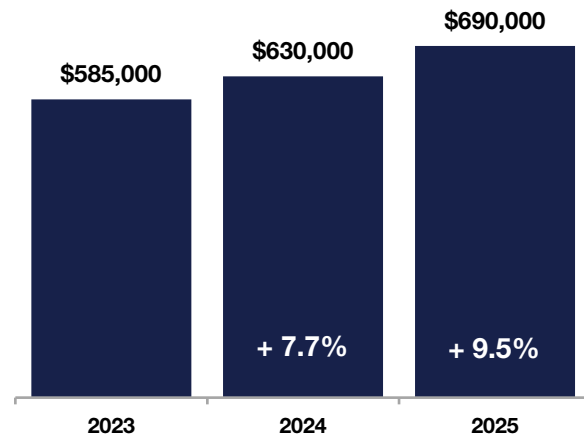
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January



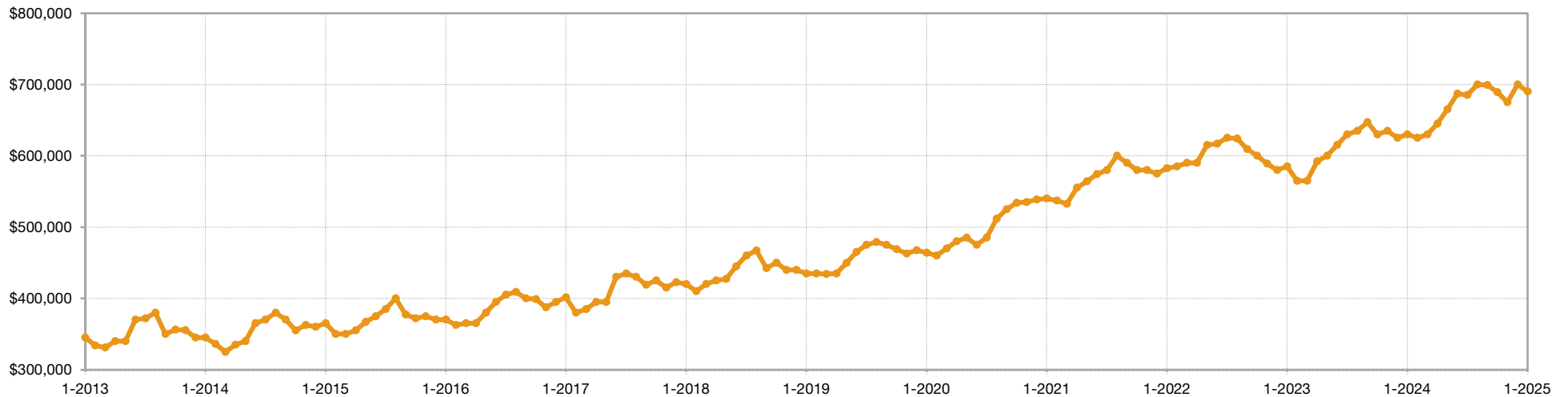
Year to Date



	Median Sales Price	Prior Year	Percent Change
February 2024	\$625,000	\$565,000	+10.6%
March 2024	\$630,000	\$565,000	+11.5%
April 2024	\$645,000	\$592,000	+9.0%
May 2024	\$665,000	\$600,000	+10.8%
June 2024	\$687,000	\$615,000	+11.7%
July 2024	\$685,000	\$630,000	+8.7%
August 2024	\$700,000	\$635,000	+10.2%
September 2024	\$699,000	\$647,000	+8.0%
October 2024	\$689,000	\$630,000	+9.4%
November 2024	\$675,000	\$635,000	+6.3%
December 2024	\$700,000	\$625,000	+12.0%
January 2025	\$690,000	\$630,000	+9.5%
12-Month Avg	\$675,000	\$619,015	+9.0%

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

Historical Median Sales Price by Month

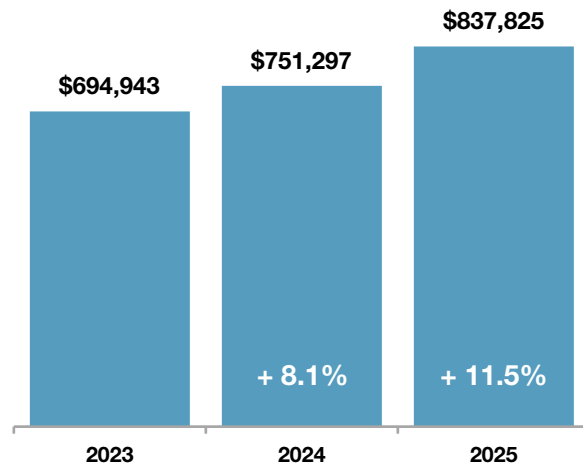


Average Sales Price

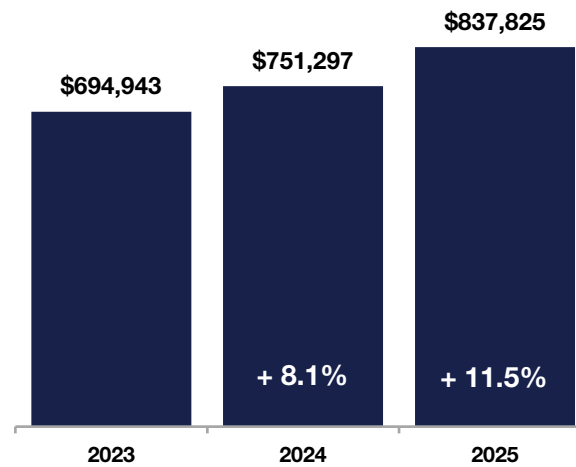
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



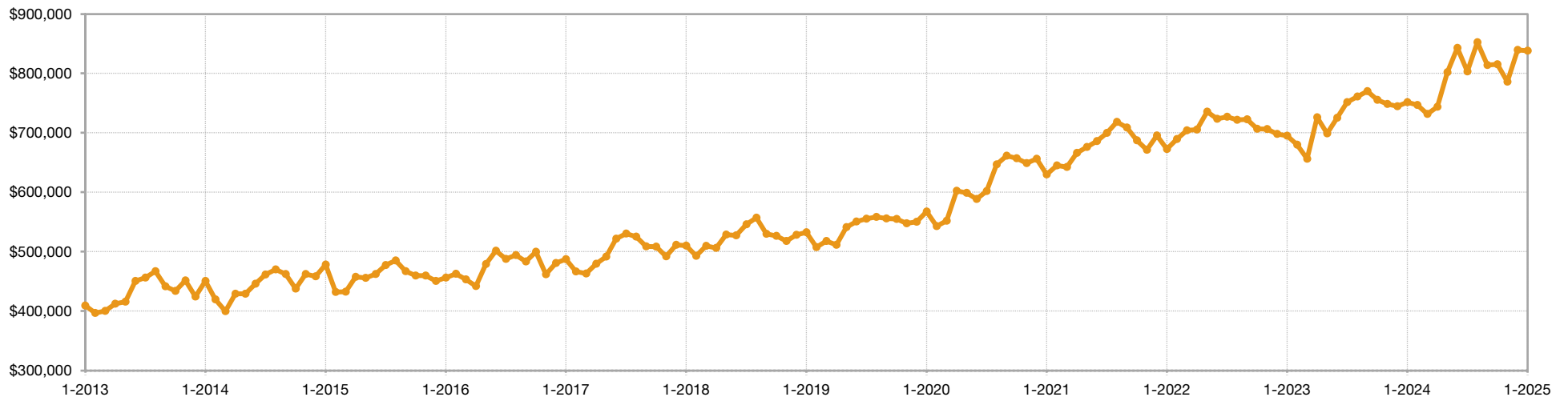
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
February 2024	\$746,431	\$679,722	+9.8%
March 2024	\$731,745	\$656,069	+11.5%
April 2024	\$743,674	\$725,912	+2.4%
May 2024	\$801,716	\$698,729	+14.7%
June 2024	\$842,875	\$725,192	+16.2%
July 2024	\$803,070	\$751,478	+6.9%
August 2024	\$852,237	\$760,816	+12.0%
September 2024	\$813,870	\$769,722	+5.7%
October 2024	\$815,191	\$755,157	+7.9%
November 2024	\$786,049	\$748,428	+5.0%
December 2024	\$839,202	\$744,407	+12.7%
January 2025	\$837,825	\$751,297	+11.5%
12-Month Avg*	\$805,620	\$733,318	+9.9%

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

Historical Average Sales Price by Month

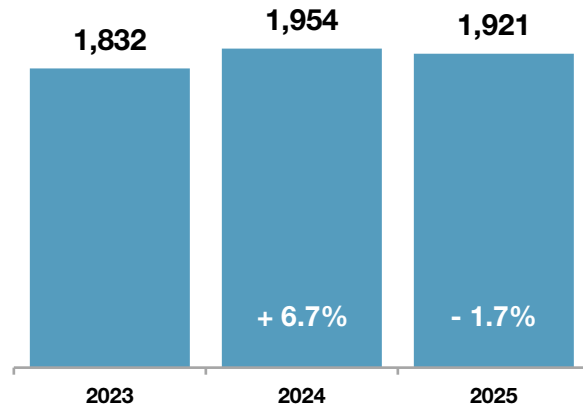


Pending Sales

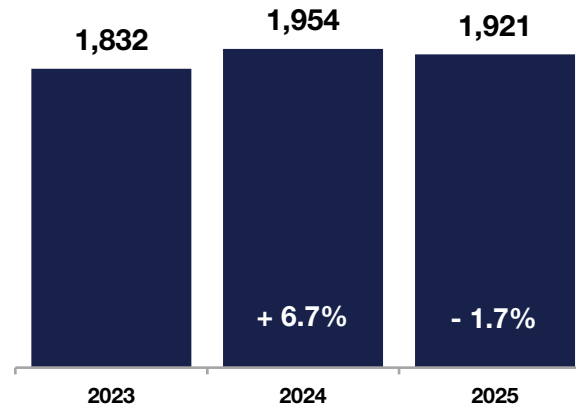
A count of the properties on which offers have been accepted in a given month.



January

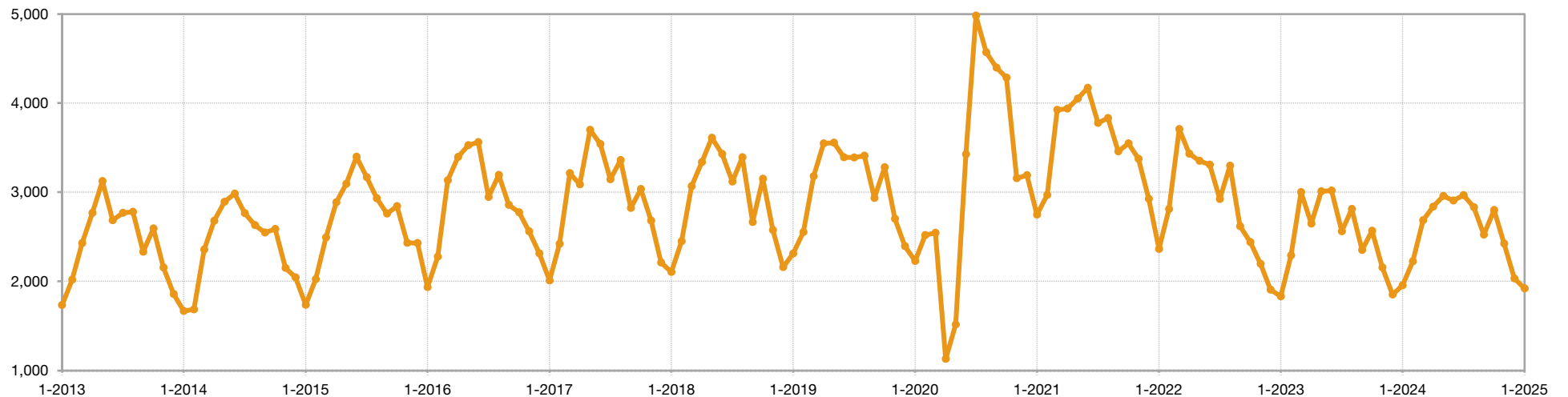


Year to Date



	Pending Sales	Prior Year	Percent Change
February 2024	2,224	2,291	-2.9%
March 2024	2,684	3,002	-10.6%
April 2024	2,836	2,646	+7.2%
May 2024	2,958	3,008	-1.7%
June 2024	2,907	3,018	-3.7%
July 2024	2,966	2,561	+15.8%
August 2024	2,832	2,812	+0.7%
September 2024	2,523	2,352	+7.3%
October 2024	2,800	2,568	+9.0%
November 2024	2,423	2,155	+12.4%
December 2024	2,032	1,852	+9.7%
January 2025	1,921	1,954	-1.7%
12-Month Med	2,592	2,518	+2.9%

Historical Pending Sales by Month

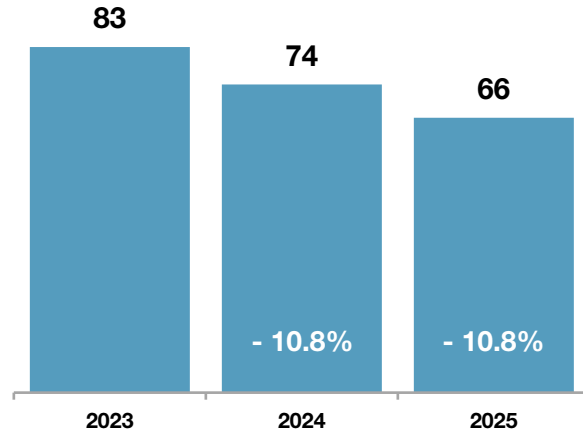


Housing Affordability Index

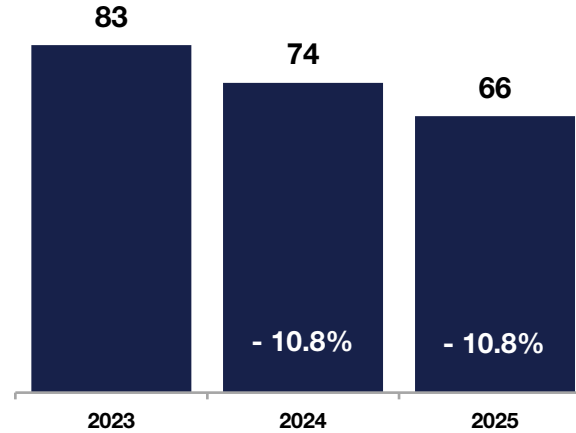
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



January

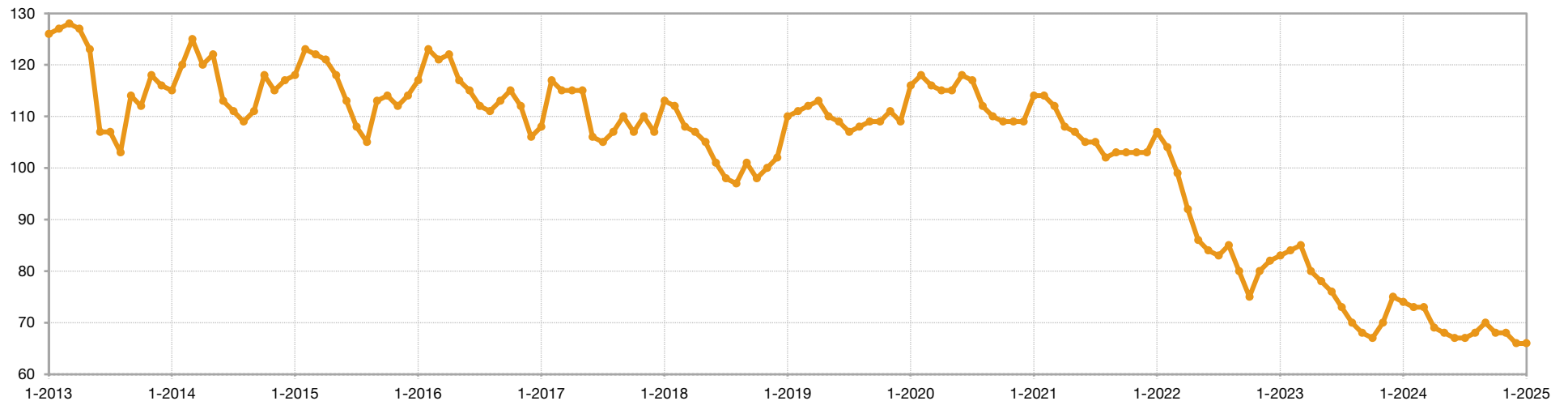


Year to Date



Affordability Index	Prior Year	Percent Change	
February 2024	73	84	-13.1%
March 2024	73	85	-14.1%
April 2024	69	80	-13.8%
May 2024	68	78	-12.8%
June 2024	67	76	-11.8%
July 2024	67	73	-8.2%
August 2024	68	70	-2.9%
September 2024	70	68	+2.9%
October 2024	68	67	+1.5%
November 2024	68	70	-2.9%
December 2024	66	75	-12.0%
January 2025	66	74	-10.8%
12-Month Avg	69	75	-8.6%

Historical Housing Affordability Index by Month

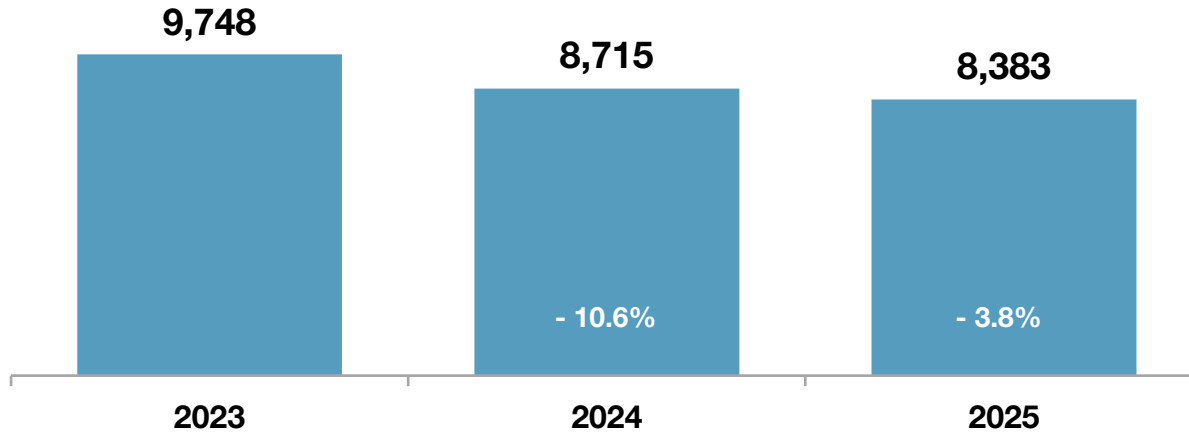


Inventory of Homes for Sale

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

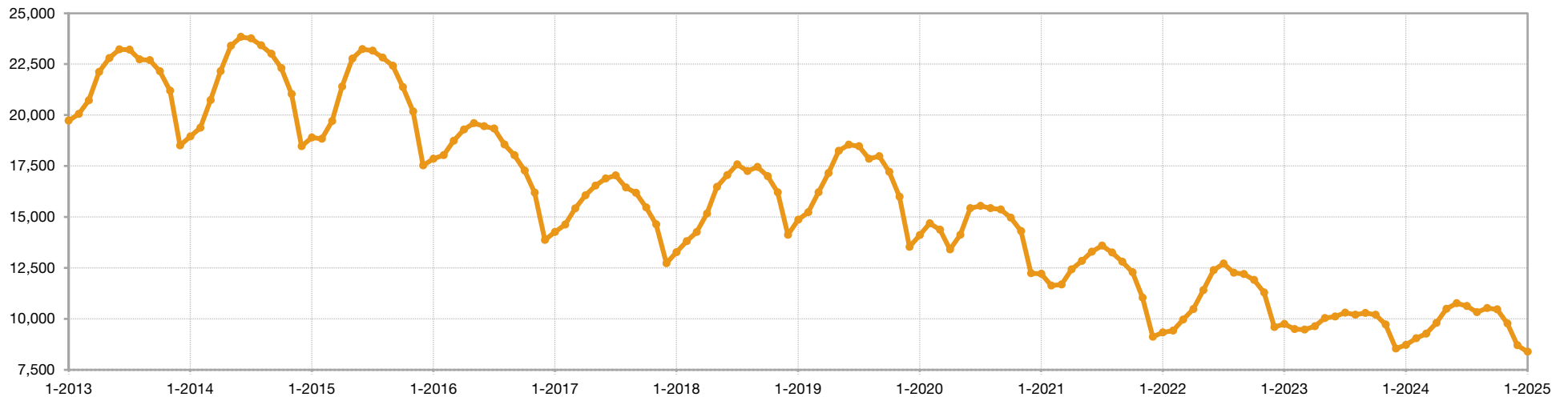


January



Homes for Sale		Prior Year	Percent Change
February 2024	9,036	9,486	-4.7%
March 2024	9,271	9,464	-2.0%
April 2024	9,799	9,624	+1.8%
May 2024	10,483	10,028	+4.5%
June 2024	10,760	10,104	+6.5%
July 2024	10,621	10,293	+3.2%
August 2024	10,320	10,192	+1.3%
September 2024	10,523	10,282	+2.3%
October 2024	10,459	10,196	+2.6%
November 2024	9,769	9,721	+0.5%
December 2024	8,703	8,533	+2.0%
January 2025	8,383	8,715	-3.8%
12-Month Avg	9,844	9,720	+1.3%

Historical Inventory of Homes for Sale by Month

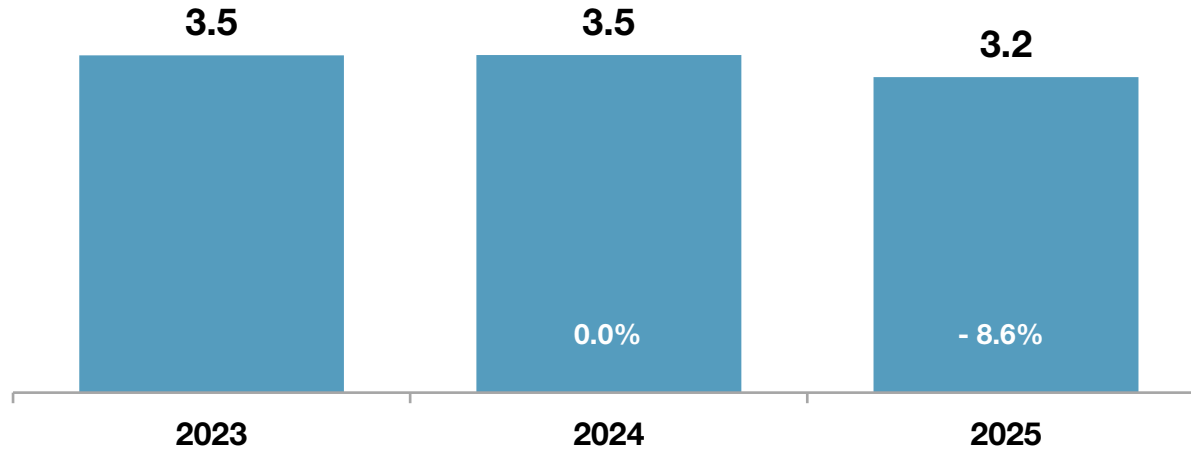


Months Supply of Inventory

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.



January



Months Supply		Prior Year	Percent Change
February 2024	3.6	3.4	+5.9%
March 2024	3.7	3.5	+5.7%
April 2024	3.9	3.6	+8.3%
May 2024	4.2	3.8	+10.5%
June 2024	4.3	3.9	+10.3%
July 2024	4.2	4.0	+5.0%
August 2024	4.1	4.0	+2.5%
September 2024	4.1	4.1	0.0%
October 2024	4.1	4.1	0.0%
November 2024	3.8	3.9	-2.6%
December 2024	3.4	3.4	0.0%
January 2025	3.2	3.5	-8.6%
12-Month Avg	3.9	3.8	+2.6%

Historical Months Supply of Inventory by Month

