

Quarterly Indicators

Provided by OneKey® MLS

Sullivan County

Q1-2025

The U.S. housing market was in a state of flux in the first quarter of 2025. Sales of existing homes hit a 10-month high in January before dropping in February, only to rise again in March. Home prices are increasing in most parts of the country, and mortgage rates have stayed between 6.5% and 7%, leading many homebuyers to postpone their purchase in hopes that rates will fall later this year.

- Single-Family Closed Sales were up 1.4 percent to 143.
- Condos Closed Sales were down 50.0 percent to 1.
- There were no recorded Co-Op sales this quarter.
- Single-Family Median Sales Price increased 18.3 percent to \$355,000.
- Condos Median Sales Price increased 15.4 percent to \$150,000.
- A Median Sales Price could not be calculated this quarter.

Inventory has continued to grow nationwide, with the total number of homes for sale up considerably from the same period last year. Buyer demand has softened, and properties are spending more time on the market as a result, forcing some sellers to slash prices as they adjust to changing market conditions. Although housing costs are up nationally, price growth is moderating, and with inventory at its highest level in years, buyers may face less competition and have more options in the months ahead.



Quarterly Snapshot

+ 0.7% **+ 3.0%** **+ 18.3%**

One-Year Change in Closed Sales All Properties	One-Year Change in Homes for Sale All Properties	One-Year Change in Median Sales Price All Properties
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Residential real estate activity in Sullivan County, comprised of single family properties, condominiums, and co-ops. Percent changes are calculated using rounded figures.

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Single Family Homes Market Overview

Key metrics for **Single-Family Homes Only** for the report quarter and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	Q1-2024	Q1-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		222	235	+ 5.9%	222	235	+ 5.9%
Pending Sales		139	161	+ 15.8%	139	161	+ 15.8%
Closed Sales		141	143	+ 1.4%	141	143	+ 1.4%
Days on Market		99	100	+ 1.0%	99	100	+ 1.0%
Median Pending Price		\$317,000	\$365,000	+ 15.1%	\$317,000	\$365,000	+ 15.1%
Median Sales Price		\$300,000	\$355,000	+ 18.3%	\$300,000	\$355,000	+ 18.3%
Pct. of Orig. Price Received		91.6%	92.4%	+ 0.9%	91.6%	92.4%	+ 0.9%
Housing Affordability Index		102	86	- 15.7%	102	86	- 15.7%
Inventory of Homes for Sale		334	337	+ 0.9%	--	--	--
Months Supply of Inventory		5.8	5.5	- 5.2%	--	--	--

Condos Market Overview

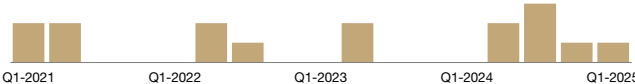
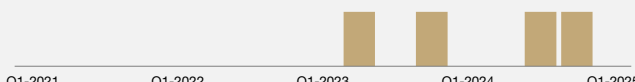
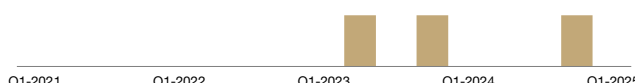
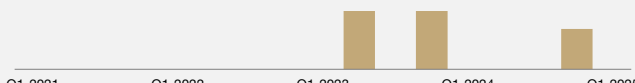
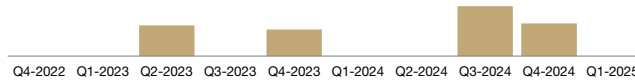
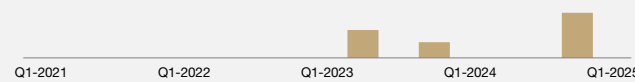
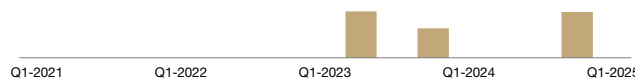
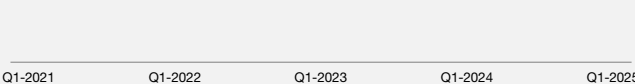
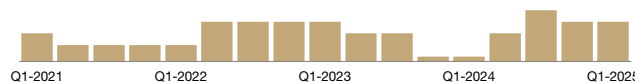
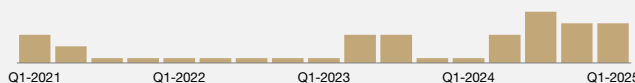
Key metrics for **Condominiums Only** for the report quarter and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	Q1-2024	Q1-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		2	5	+ 150.0%	2	5	+ 150.0%
Pending Sales		3	0	- 100.0%	3	0	- 100.0%
Closed Sales		2	1	- 50.0%	2	1	- 50.0%
Days on Market		123	141	+ 14.6%	123	141	+ 14.6%
Median Pending Price		\$165,000	\$0	- 100.0%	\$165,000	\$0	- 100.0%
Median Sales Price		\$130,000	\$150,000	+ 15.4%	\$130,000	\$150,000	+ 15.4%
Pct. of Orig. Price Received		93.4%	85.7%	- 8.2%	93.4%	85.7%	- 8.2%
Housing Affordability Index		235	0	- 100.0%	235	0	- 100.0%
Inventory of Homes for Sale		1	5	+ 400.0%	--	--	--
Months Supply of Inventory		0.7	4.0	+ 471.4%	--	--	--

Co-ops Market Overview

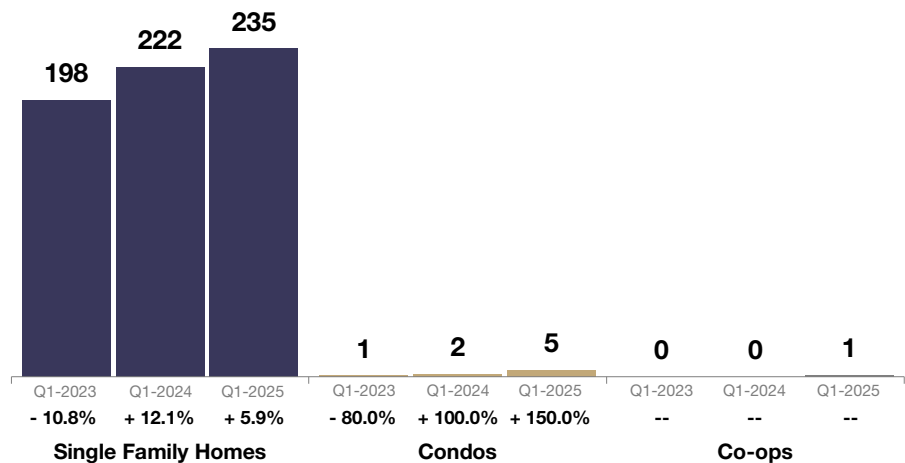
Key metrics for **Co-operatives Only** for the report quarter and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	Q1-2024	Q1-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		0	1	--	0	1	--
Pending Sales		0	0	--	0	0	--
Closed Sales		0	0	--	0	0	--
Days on Market		--	--	--	--	--	--
Median Pending Price		--	--	--	--	--	--
Median Sales Price		--	--	--	--	--	--
Pct. of Orig. Price Received		--	--	--	--	--	--
Housing Affordability Index		--	--	--	--	--	--
Inventory of Homes for Sale		0	3	--	--	--	--
Months Supply of Inventory		--	3.0	--	--	--	--

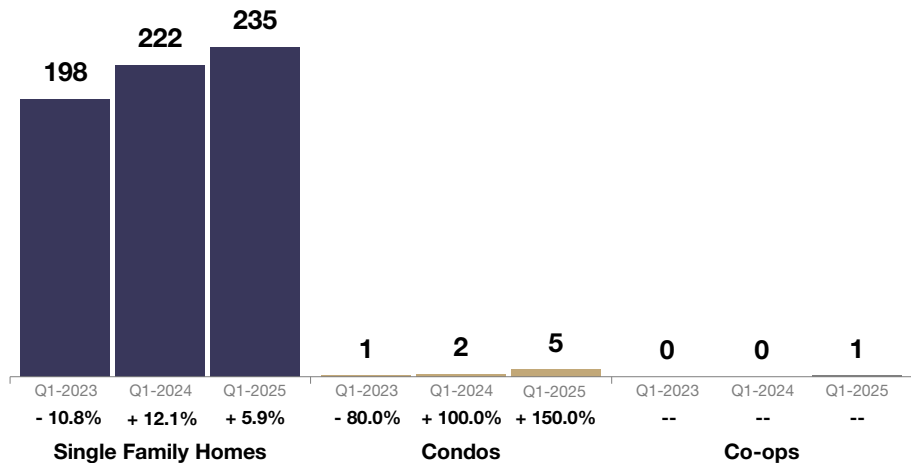
New Listings

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

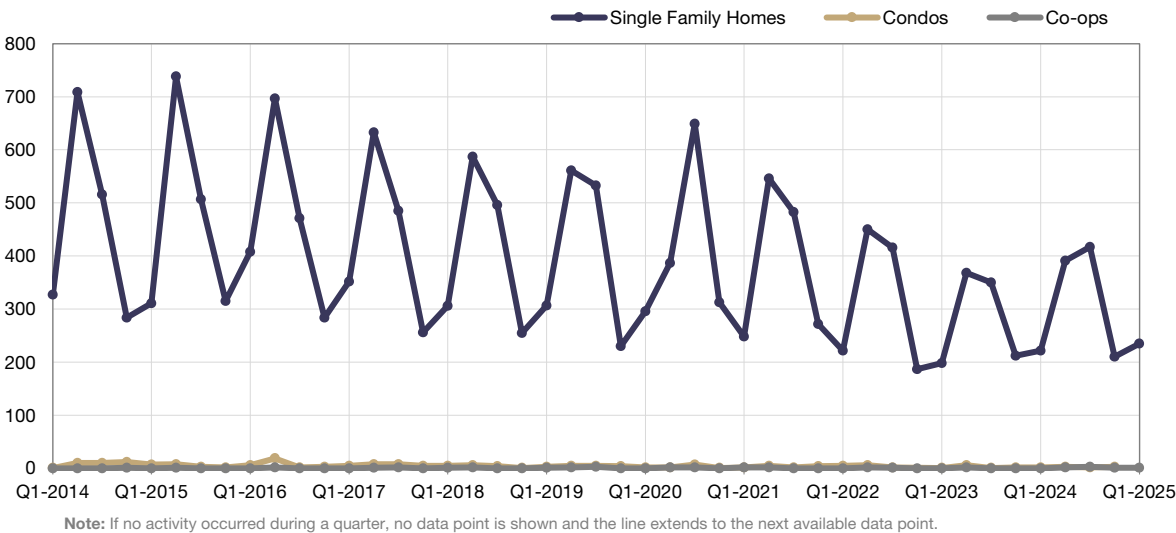
Q1-2025



Year to Date



Historical New Listings by Quarter

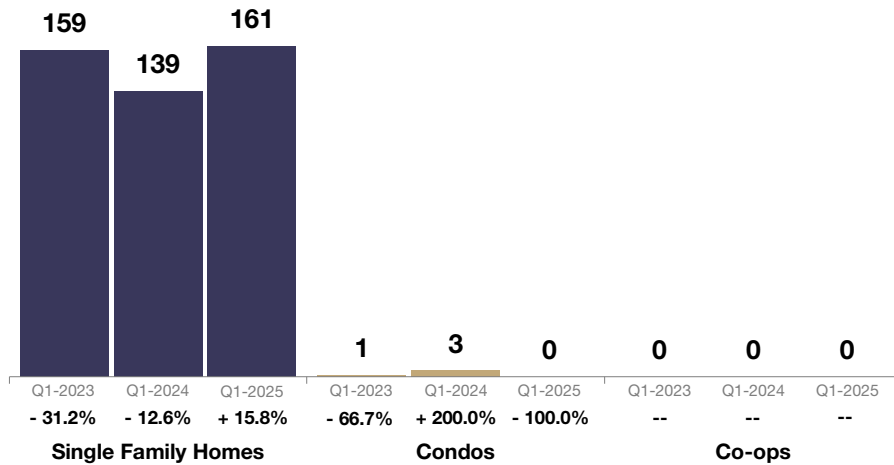


Quarter	Single Family Homes	Condos	Co-ops
Q2-2022	450	6	2
Q3-2022	416	2	1
Q4-2022	187	0	0
Q1-2023	198	1	0
Q2-2023	368	6	2
Q3-2023	350	1	0
Q4-2023	212	2	0
Q1-2024	222	2	0
Q2-2024	391	3	2
Q3-2024	417	2	3
Q4-2024	210	3	1
Q1-2025	235	5	1

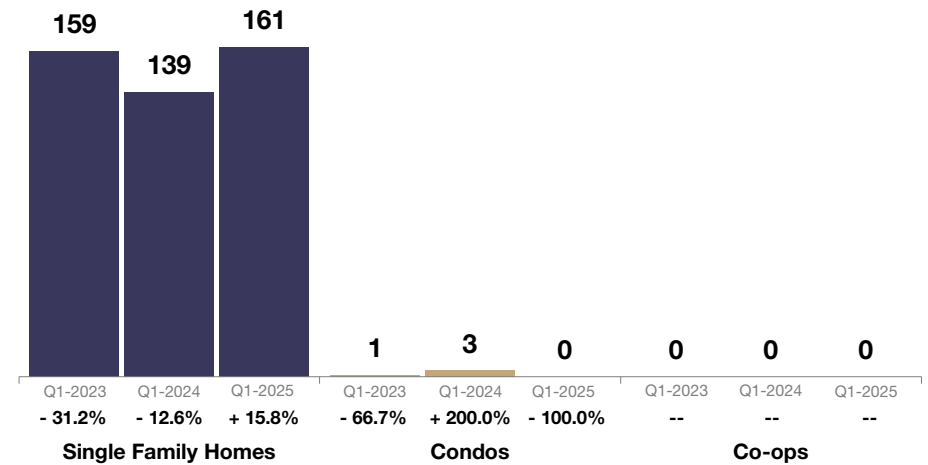
Pending Sales

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

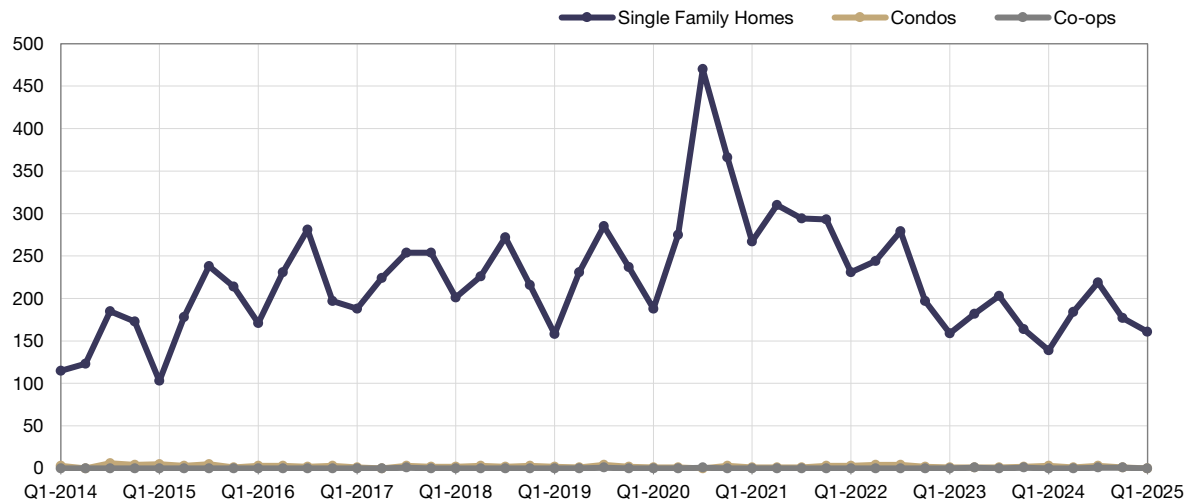
Q1-2025



Year to Date



Historical Pending Sales by Quarter



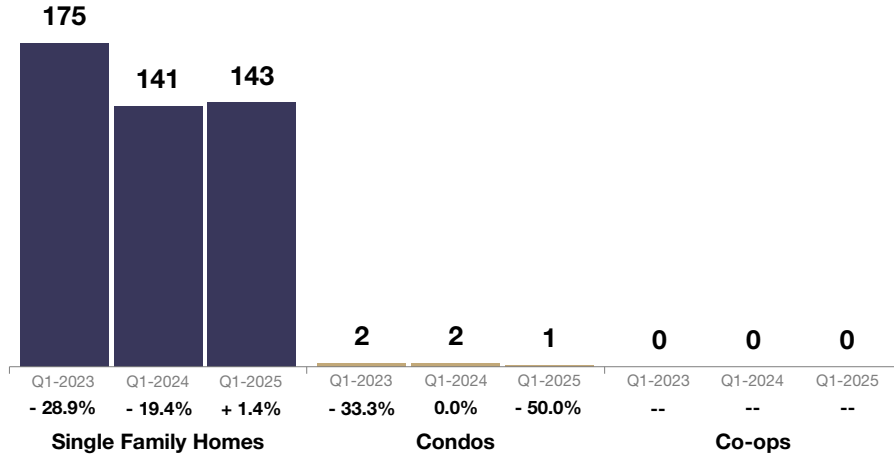
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single Family Homes	Condos	Co-ops
Q2-2022	244	4	0
Q3-2022	279	4	0
Q4-2022	197	2	0
Q1-2023	159	1	0
Q2-2023	182	1	1
Q3-2023	203	1	0
Q4-2023	164	2	1
Q1-2024	139	3	0
Q2-2024	184	1	0
Q3-2024	219	3	1
Q4-2024	177	1	1
Q1-2025	161	0	0

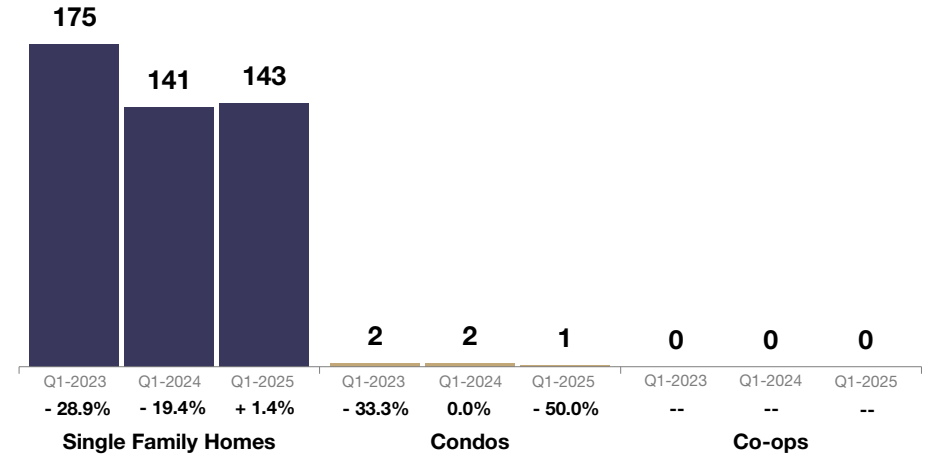
Closed Sales

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

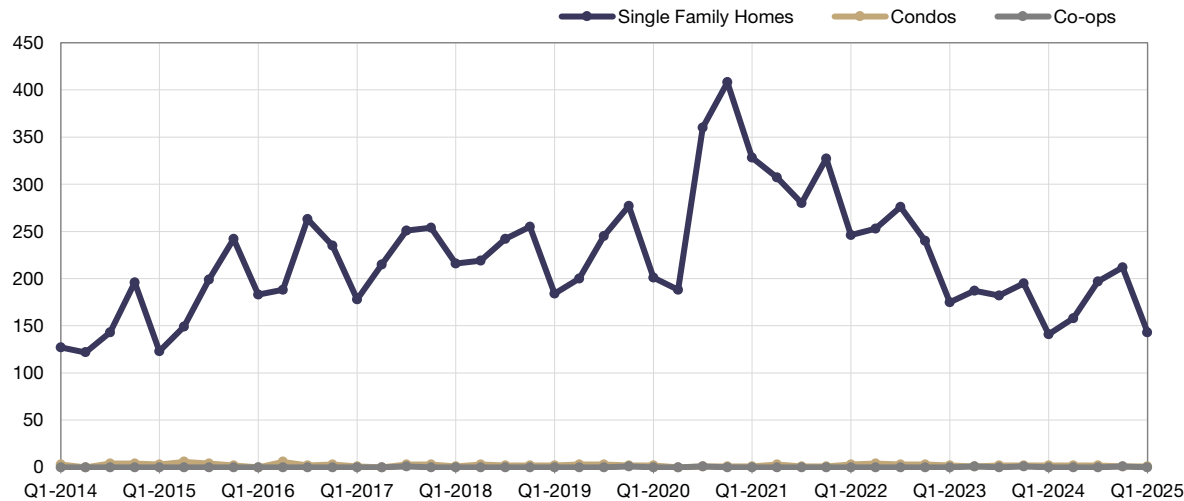
Q1-2025



Year to Date



Historical Closed Sales by Quarter



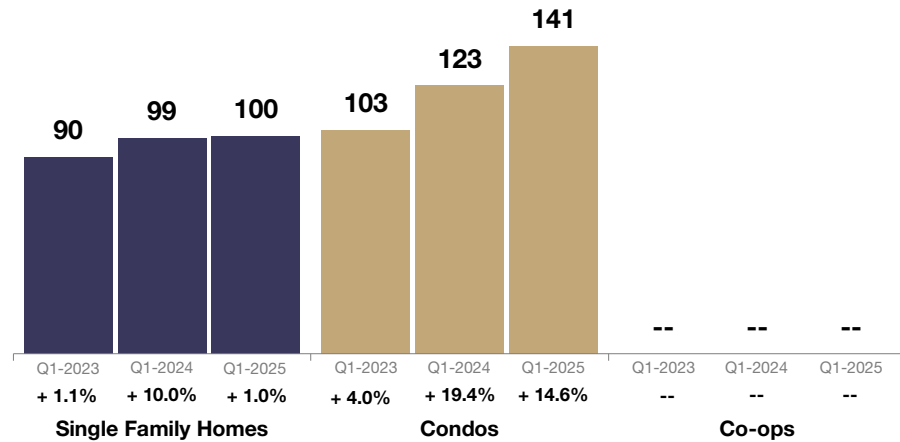
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single Family Homes	Condos	Co-ops
Q2-2022	253	4	0
Q3-2022	276	3	0
Q4-2022	240	3	0
Q1-2023	175	2	0
Q2-2023	187	1	1
Q3-2023	182	2	0
Q4-2023	195	2	1
Q1-2024	141	2	0
Q2-2024	158	2	0
Q3-2024	197	2	0
Q4-2024	212	1	1
Q1-2025	143	1	0

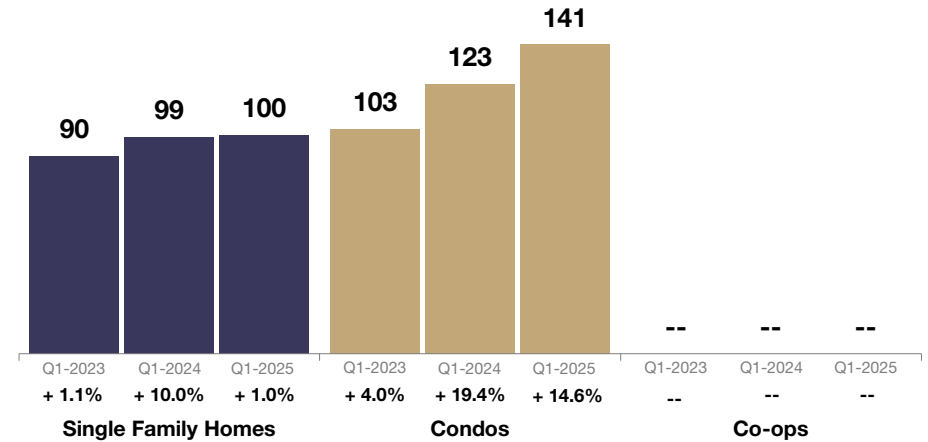
Days on Market Until Sale

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

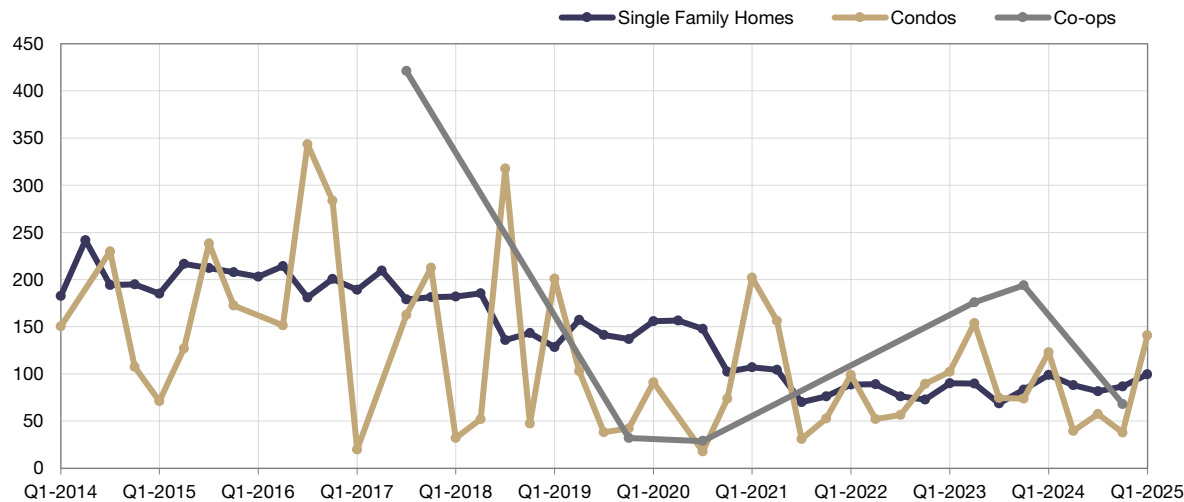
Q1-2025



Year to Date



Historical Days on Market Until Sale by Quarter

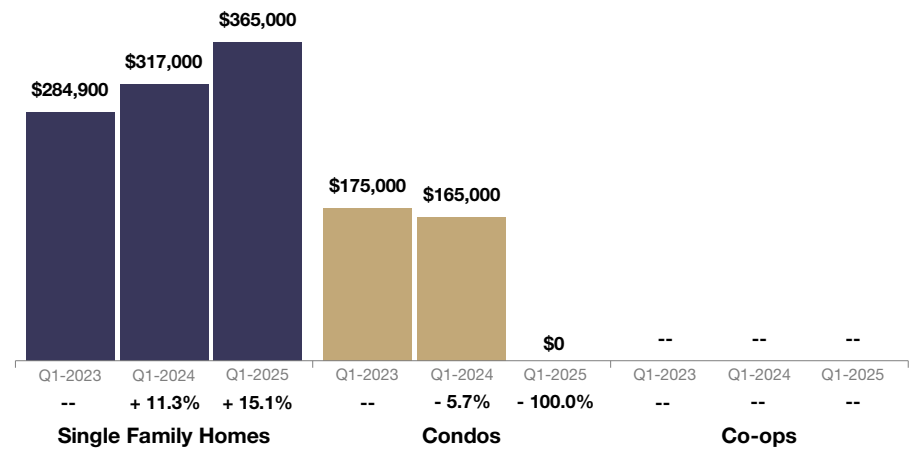


Quarter	Single Family Homes	Condos	Co-ops
Q2-2022	89	52	--
Q3-2022	76	57	--
Q4-2022	73	89	--
Q1-2023	90	103	--
Q2-2023	90	154	176
Q3-2023	69	75	--
Q4-2023	83	74	194
Q1-2024	99	123	--
Q2-2024	88	40	--
Q3-2024	82	58	--
Q4-2024	87	38	68
Q1-2025	100	141	--

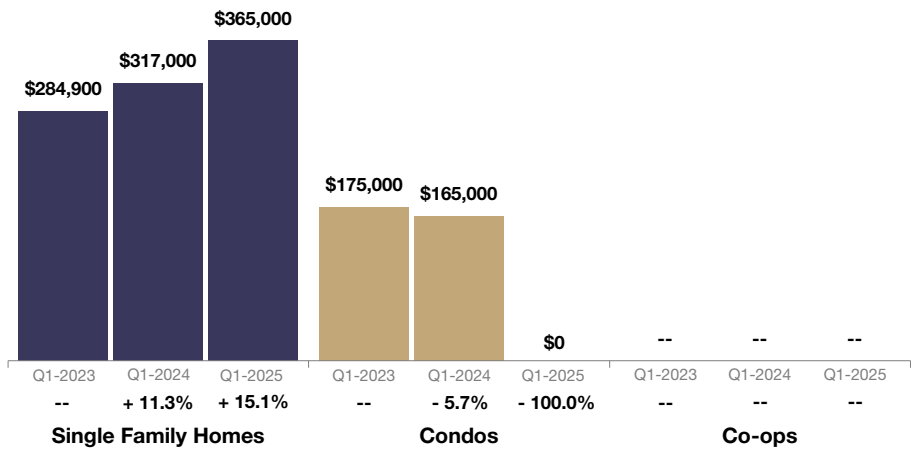
Median Pending Price

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

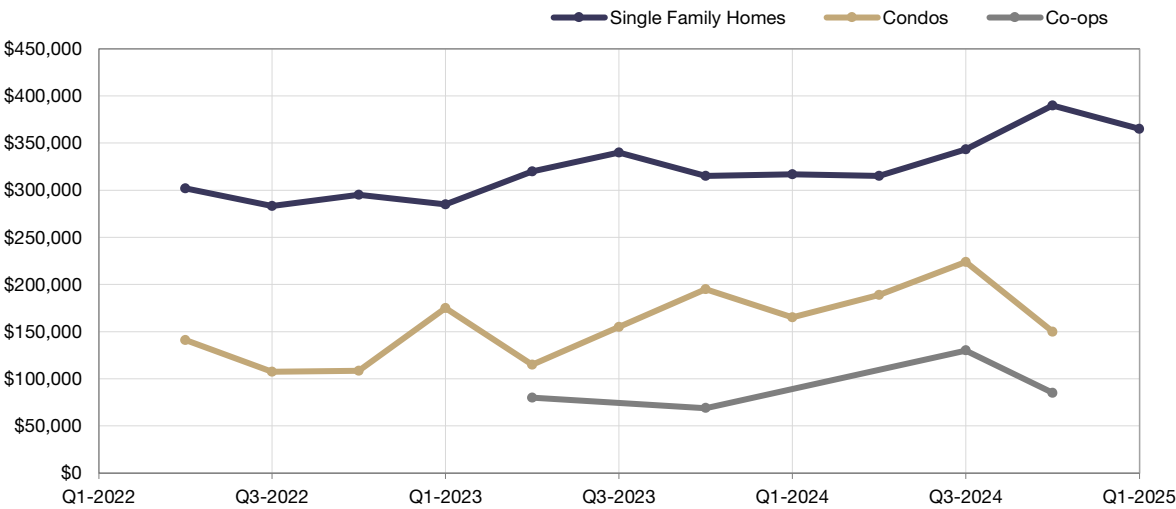
Q1-2025



Year to Date



Historical Median Pending Price by Quarter

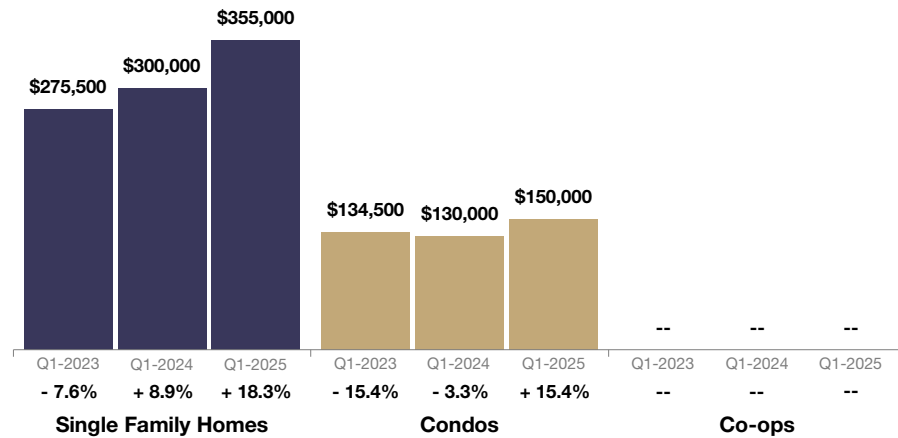


Quarter	Single Family Homes	Condos	Co-ops
--	--	--	--
Q3-2022	\$283,250	\$107,500	--
Q4-2022	\$295,000	\$108,500	--
Q1-2023	\$284,900	\$175,000	--
Q2-2023	\$320,000	\$115,000	\$80,000
Q3-2023	\$340,000	\$155,000	--
Q4-2023	\$315,000	\$195,000	\$69,000
Q1-2024	\$317,000	\$165,000	--
Q2-2024	\$315,000	\$189,000	--
Q3-2024	\$343,250	\$224,000	\$130,000
Q4-2024	\$390,000	\$150,000	\$85,000
Q1-2025	\$365,000	\$0	--

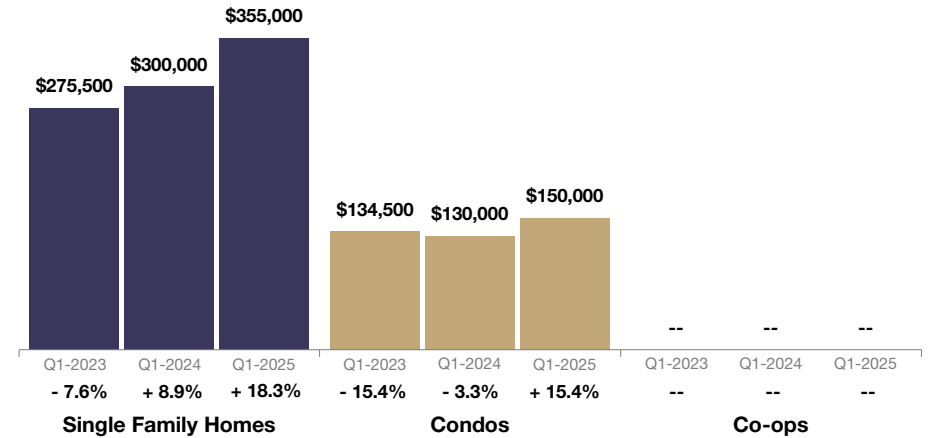
Median Sales Price

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

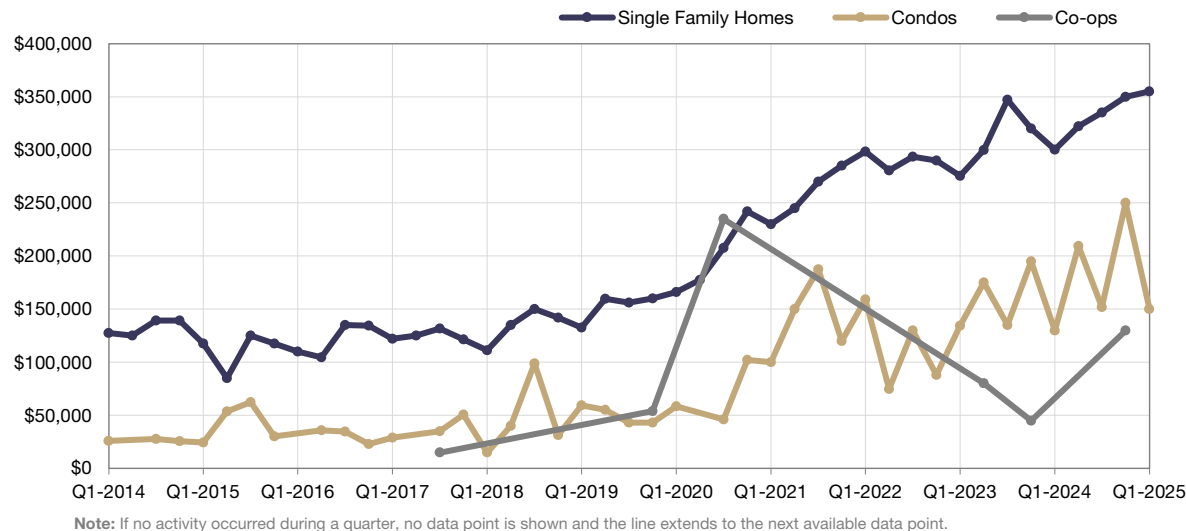
Q1-2025



Year to Date



Historical Median Sales Price by Quarter

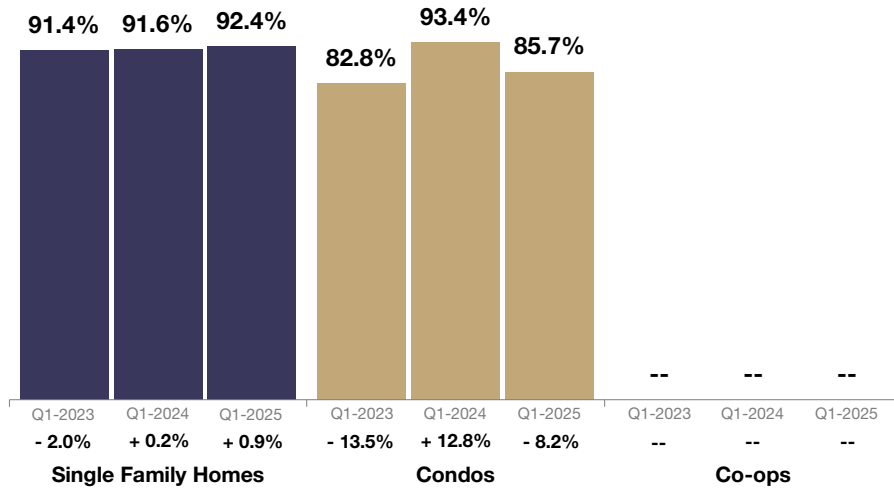


Quarter	Single Family Homes	Condos	Co-ops
Q2-2022	\$280,500	\$74,750	--
Q3-2022	\$293,500	\$129,900	--
Q4-2022	\$290,000	\$88,000	--
Q1-2023	\$275,500	\$134,500	--
Q2-2023	\$299,900	\$175,000	\$80,000
Q3-2023	\$347,250	\$135,000	--
Q4-2023	\$320,000	\$195,000	\$45,000
Q1-2024	\$300,000	\$130,000	--
Q2-2024	\$322,000	\$209,500	--
Q3-2024	\$335,000	\$152,000	--
Q4-2024	\$350,000	\$250,000	\$130,000
Q1-2025	\$355,000	\$150,000	--

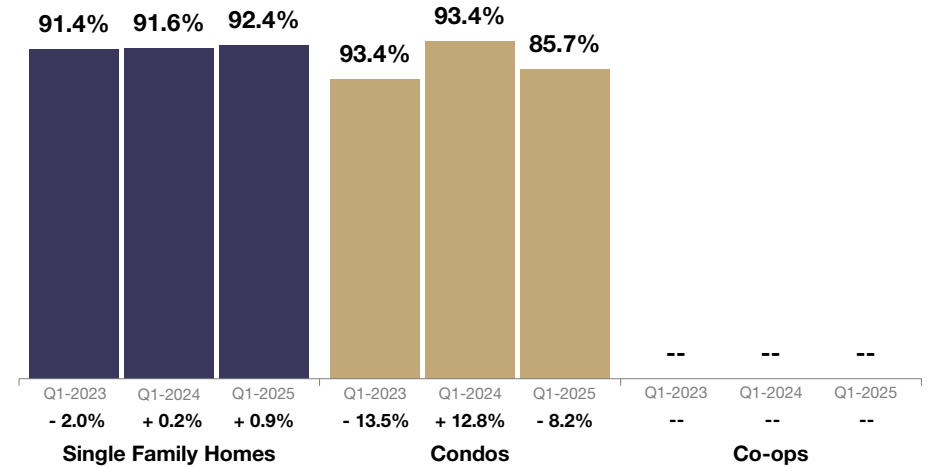
Percent of Original List Price Received

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

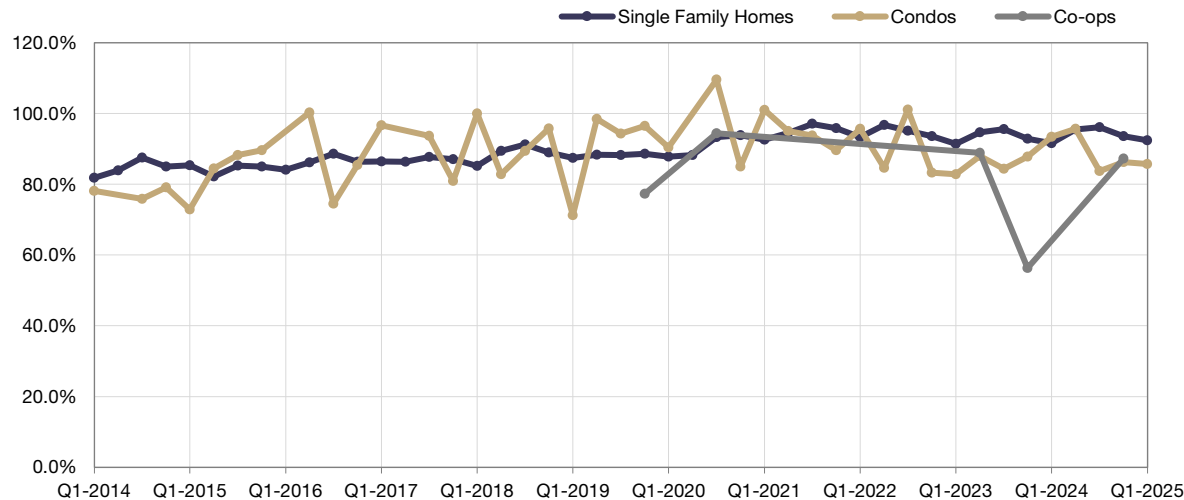
Q1-2025



Year to Date



Historical Percent of Original List Price Received by Quarter



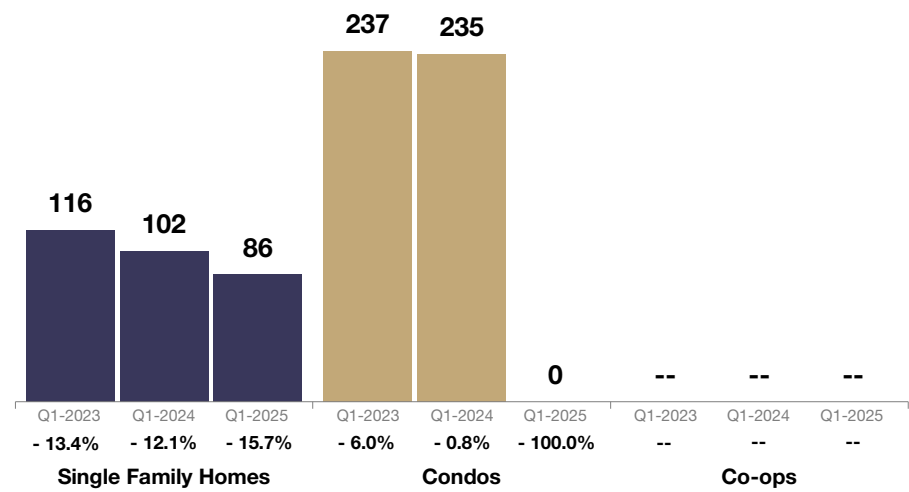
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single Family Homes	Condos	Co-ops
Q2-2022	96.7%	84.6%	--
Q3-2022	95.1%	101.1%	--
Q4-2022	93.6%	83.3%	--
Q1-2023	91.4%	82.8%	--
Q2-2023	94.6%	87.9%	88.9%
Q3-2023	95.5%	84.4%	--
Q4-2023	92.9%	87.7%	56.3%
Q1-2024	91.6%	93.4%	--
Q2-2024	95.5%	95.6%	--
Q3-2024	96.1%	83.7%	--
Q4-2024	93.5%	86.2%	87.2%
Q1-2025	92.4%	85.7%	--

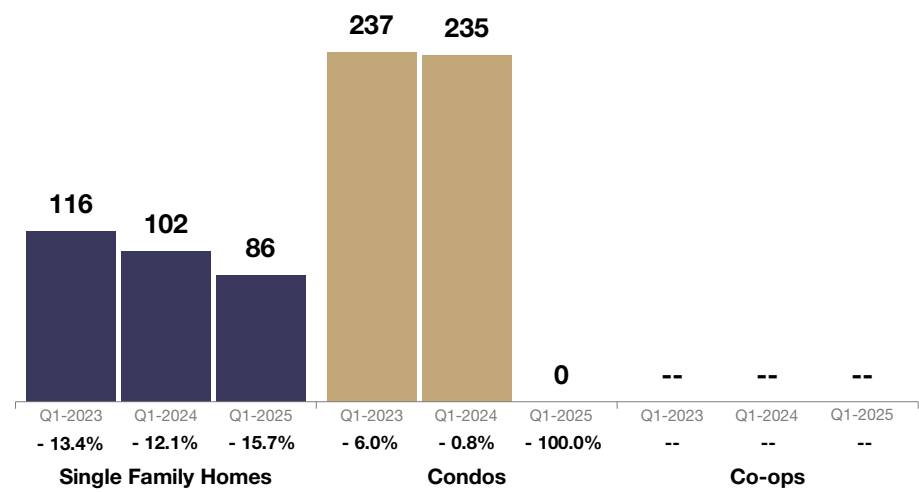
Housing Affordability Index

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.

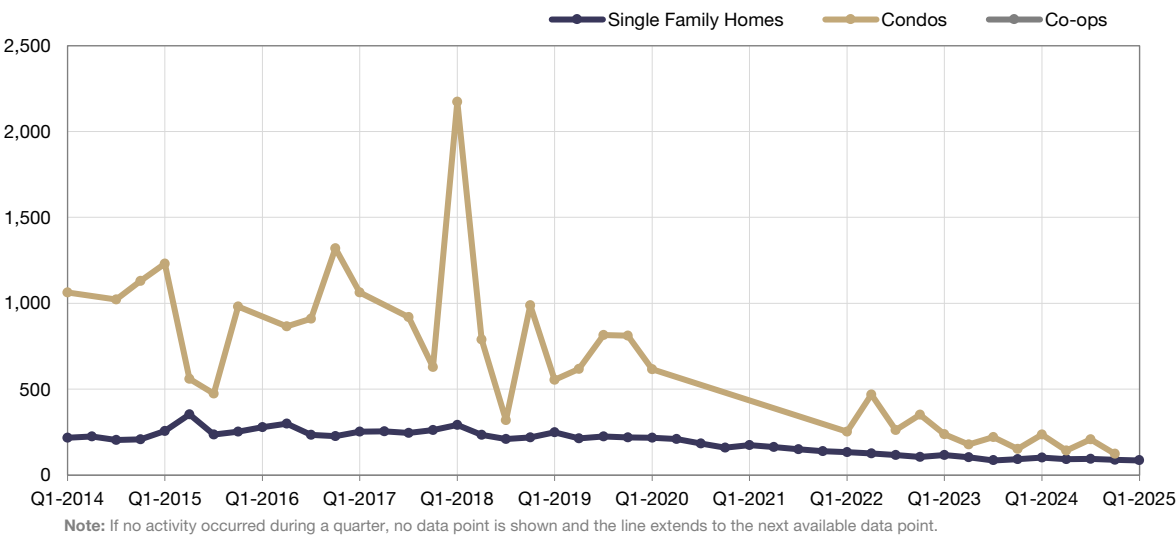
Q1-2025



Year to Date



Historical Housing Affordability Index by Quarter

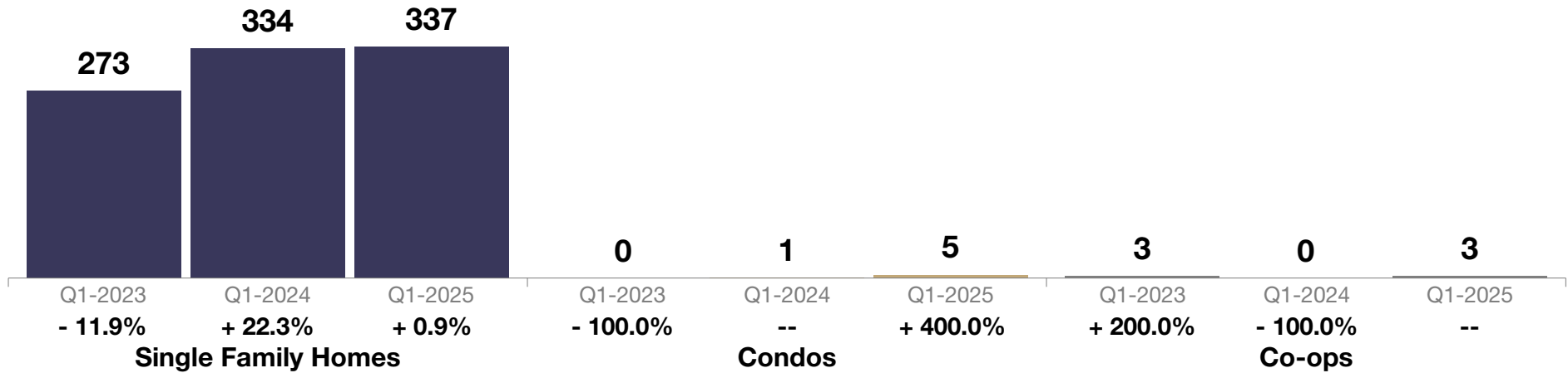


Quarter	Single Family Homes	Condos	Co-ops
Q2-2022	125	469	--
Q3-2022	116	262	--
Q4-2022	106	351	--
Q1-2023	116	237	--
Q2-2023	104	178	--
Q3-2023	86	221	--
Q4-2023	92	151	--
Q1-2024	102	235	--
Q2-2024	93	143	--
Q3-2024	94	208	--
Q4-2024	88	123	--
Q1-2025	86	0	--

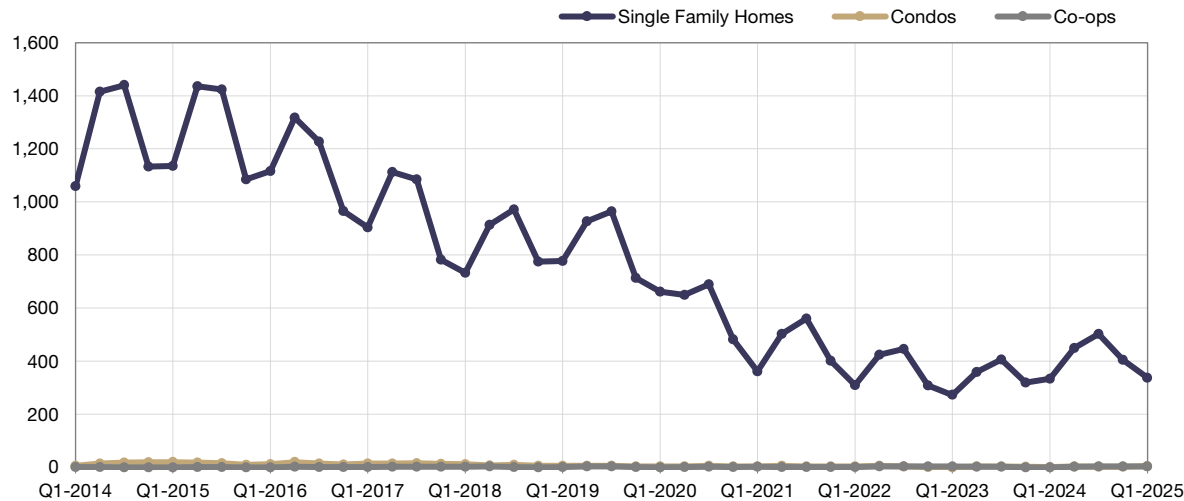
Inventory of Homes for Sale

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

Q1-2025



Historical Inventory of Homes for Sale by Quarter



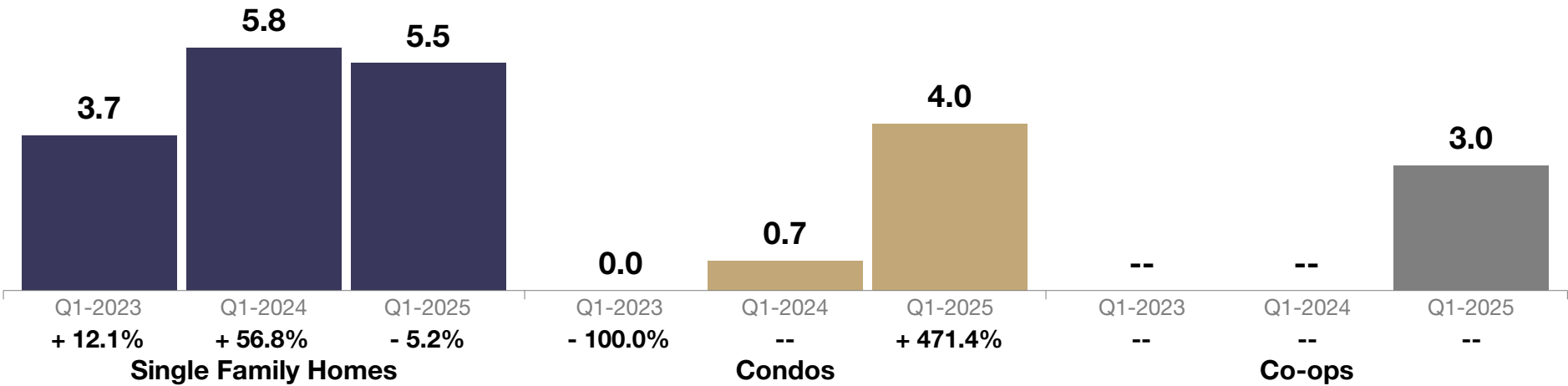
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single Family Homes	Condos	Co-ops
Q2-2022	424	6	3
Q3-2022	446	3	3
Q4-2022	309	1	3
Q1-2023	273	0	3
Q2-2023	359	4	2
Q3-2023	406	3	2
Q4-2023	319	2	0
Q1-2024	334	1	0
Q2-2024	450	3	2
Q3-2024	502	2	4
Q4-2024	405	2	3
Q1-2025	337	5	3

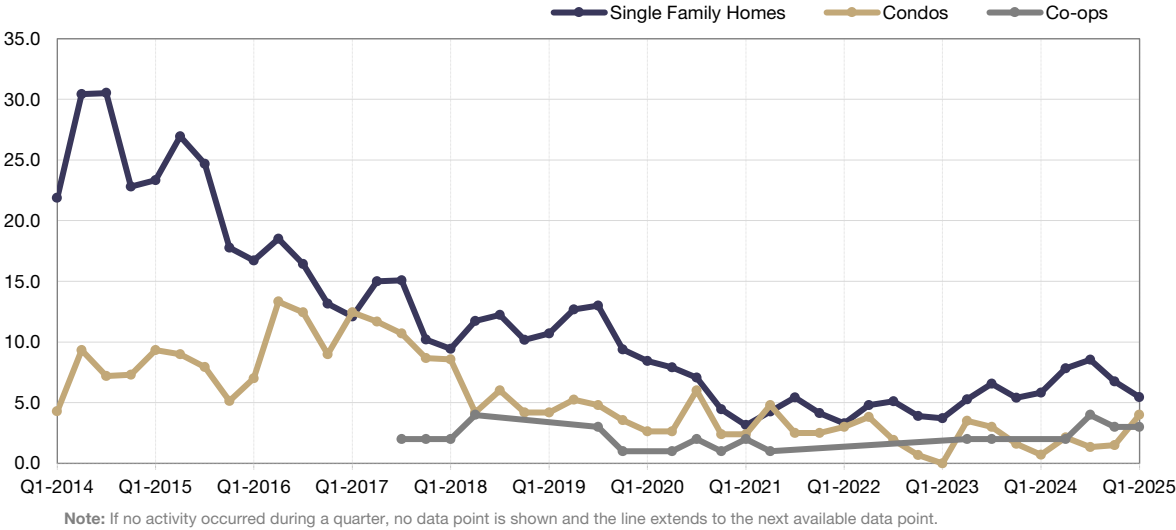
Months Supply of Inventory

The inventory of homes for sale at the end of a given quarter, divided by the average monthly pending sales from the last 4 quarters.

Q1-2025



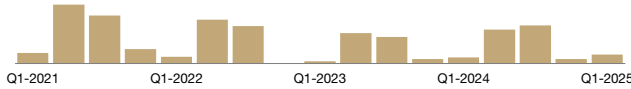
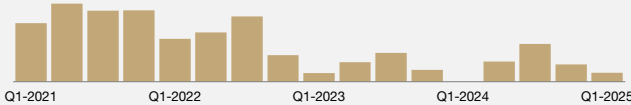
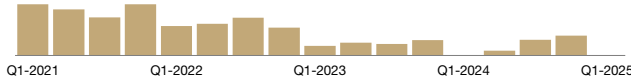
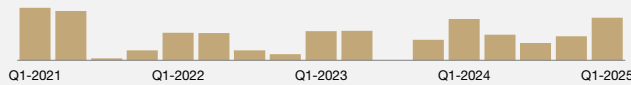
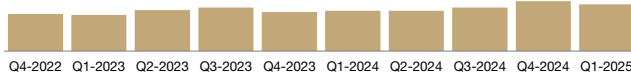
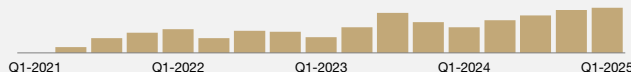
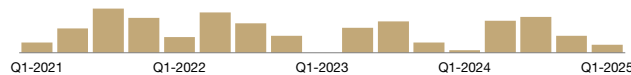
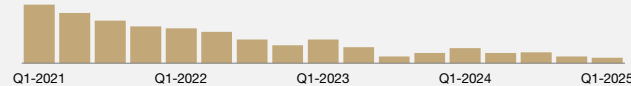
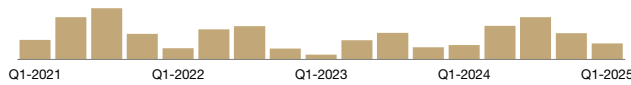
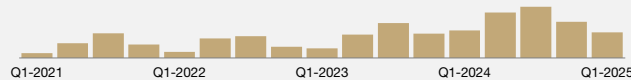
Historical Months Supply of Inventory by Quarter



Quarter	Single Family Homes	Condos	Co-ops
Q2-2022	4.8	3.8	--
Q3-2022	5.1	1.9	--
Q4-2022	3.9	0.7	--
Q1-2023	3.7	0	--
Q2-2023	5.3	3.5	2.0
Q3-2023	6.6	3.0	2.0
Q4-2023	5.4	1.6	--
Q1-2024	5.8	0.7	--
Q2-2024	7.8	2.1	2.0
Q3-2024	8.5	1.3	4.0
Q4-2024	6.8	1.5	3.0
Q1-2025	5.5	4.0	3.0

Total Market Overview

Key metrics for single-family homes, condominiums and co-operatives combined for the report quarter and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	Q1-2024	Q1-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		224	241	+ 7.6%	224	241	+ 7.6%
Pending Sales		142	161	+ 13.4%	142	161	+ 13.4%
Closed Sales		143	144	+ 0.7%	143	144	+ 0.7%
Days on Market		99	100	+ 1.0%	99	100	+ 1.0%
Median Pending Price		\$315,000	\$365,000	+ 15.9%	\$315,000	\$365,000	+ 15.9%
Median Sales Price		\$300,000	\$355,000	+ 18.3%	\$300,000	\$355,000	+ 18.3%
Pct. of Orig. Price Received		91.6%	92.3%	+ 0.8%	91.6%	92.3%	+ 0.8%
Housing Affordability Index		102	86	- 15.7%	102	86	- 15.7%
Inventory of Homes for Sale		335	345	+ 3.0%	--	--	--
Months Supply of Inventory		5.8	5.5	- 5.2%	--	--	--