

Quarterly Indicators

Provided by OneKey® MLS

Sullivan County

Q2-2025

U.S. sales of existing homes were cooler than usual in the second quarter of 2025, as economic uncertainty and persistent affordability challenges continued to suppress market activity. Average 30-year mortgage rates fluctuated between 6.5% and 7% during the spring, while home prices continued to rise in many areas—diminishing purchasing power and prompting many prospective homebuyers to remain on the sidelines until affordability improves.

- Single-Family Closed Sales were up 14.6 percent to 181.
- Condos Closed Sales were down 50.0 percent to 1.
- Co-ops Closed Sales were up 100.0 percent to 1.
- Single-Family Median Sales Price increased 11.8 percent to \$360,000.
- Condos Median Sales Price decreased 18.9 percent to \$170,000.
- Co-ops Median Sales Price increased 0.0 percent to \$85,000.

Nationally, inventory has increased significantly compared to the same period last year. According to Realtor.com, the number of homes for sale recently surpassed 1 million units for the first time since winter 2019, giving buyers a wider selection of properties to choose from. Homes are now taking nearly a week longer to sell on average than they did a year ago, and price reductions are becoming more common as sellers adjust their expectations and the market shifts toward a more balanced state.



Quarterly Snapshot

+ 14.4% **+ 20.9%** **+ 12.5%**

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.


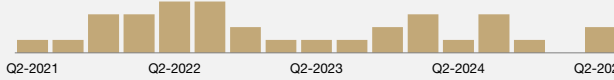
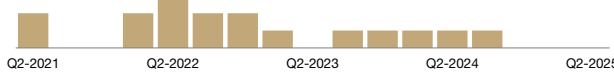
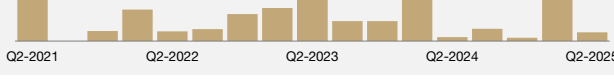
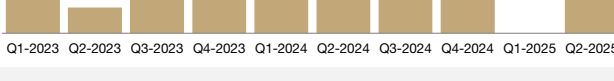

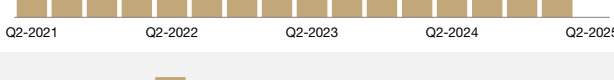
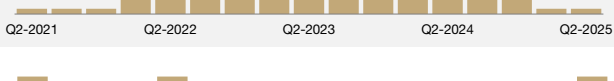
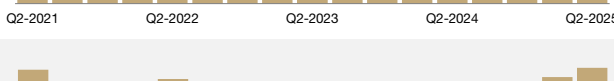
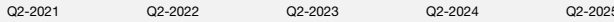


Key Metrics	Historical Sparkbars	Q2-2024	Q2-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		391	490	+ 25.3%	613	726	+ 18.4%
Pending Sales		184	185	+ 0.5%	323	344	+ 6.5%
Closed Sales		158	181	+ 14.6%	299	325	+ 8.7%
Days on Market		88	105	+ 19.3%	93	103	+ 10.8%
Median Pending Price		\$315,000	\$365,500	+ 16.0%	\$315,000	\$365,500	+ 16.0%
Median Sales Price		\$322,000	\$360,000	+ 11.8%	\$315,000	\$360,000	+ 14.3%
Pct. of Orig. Price Received		95.5%	94.2%	- 1.4%	93.6%	93.4%	- 0.2%
Housing Affordability Index		93	85	- 8.6%	95	85	- 10.5%
Inventory of Homes for Sale		450	540	+ 20.0%	--	--	--
Months Supply of Inventory		7.8	8.8	+ 12.8%	--	--	--

Condos Market Overview








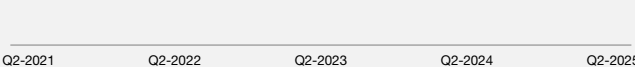

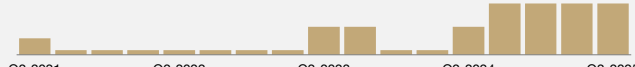
Key metrics for **Condominiums Only** for the report quarter and for year-to-date (YTD) starting from the first of the year.



Key Metrics		Historical Sparkbars			Q2-2024	Q2-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		3	5	+ 66.7%	5	10	+ 100.0%			
Pending Sales		1	2	+ 100.0%	4	2	- 50.0%			
Closed Sales		2	1	- 50.0%	4	2	- 50.0%			
Days on Market		40	50	+ 25.0%	81	96	+ 18.5%			
Median Pending Price		\$189,000	\$182,500	- 3.4%	\$177,000	\$182,500	+ 3.1%			
Median Sales Price		\$209,500	\$170,000	- 18.9%	\$177,000	\$160,000	- 9.6%			
Pct. of Orig. Price Received		95.6%	68.3%	- 28.6%	94.5%	77.0%	- 18.5%			
Housing Affordability Index		143	0	- 100.0%	170	0	- 100.0%			
Inventory of Homes for Sale		3	6	+ 100.0%	--	--	--			
Months Supply of Inventory		2.1	5.0	+ 138.1%	--	--	--			

Co-ops Market Overview

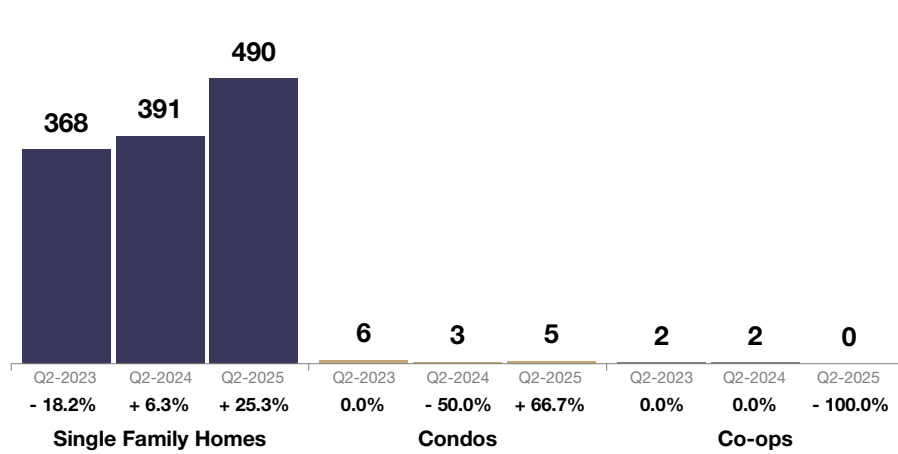
Key metrics for **Co-operatives Only** for the report quarter and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	Q2-2024	Q2-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		2	0	- 100.0%	2	1	- 50.0%
Pending Sales		0	0	--	0	0	--
Closed Sales		0	1	--	0	1	--
Days on Market		--	90	--	--	90	--
Median Pending Price		--	--	--	--	--	--
Median Sales Price		--	\$85,000	--	--	\$85,000	--
Pct. of Orig. Price Received		--	94.4%	--	--	94.4%	--
Housing Affordability Index		--	--	--	--	--	--
Inventory of Homes for Sale		2	4	+ 100.0%	--	--	--
Months Supply of Inventory		2.0	4.0	+ 100.0%	--	--	--

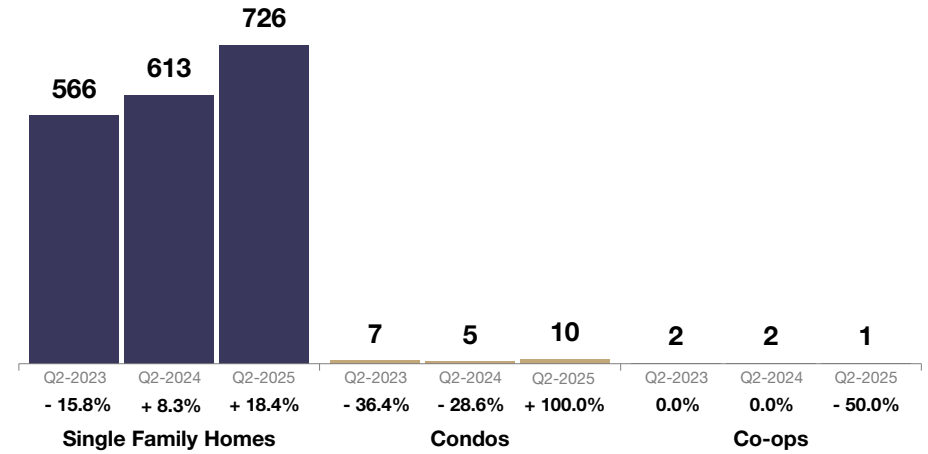
New Listings

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

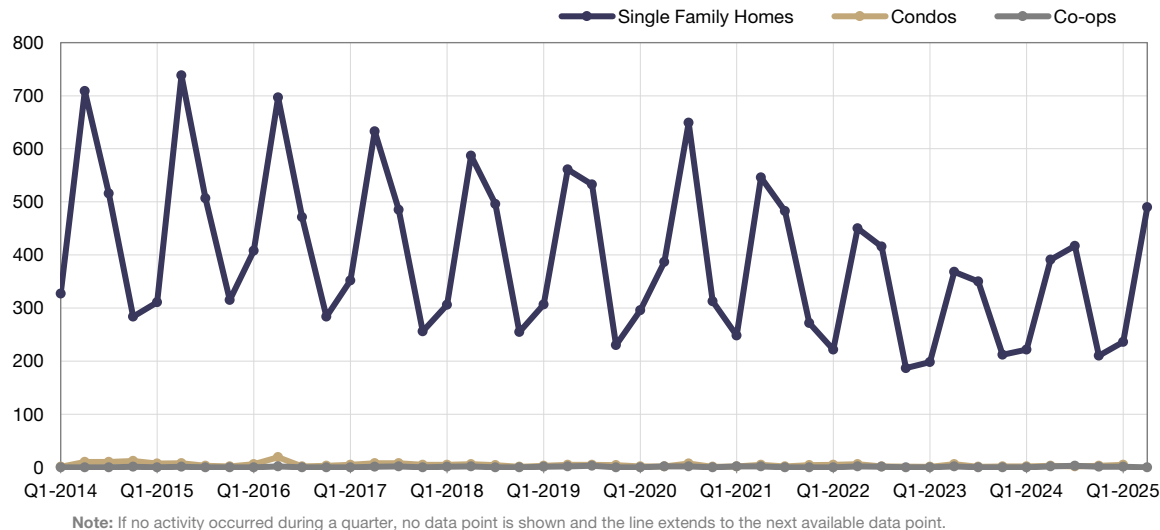
Q2-2025



Year to Date



Historical New Listings by Quarter

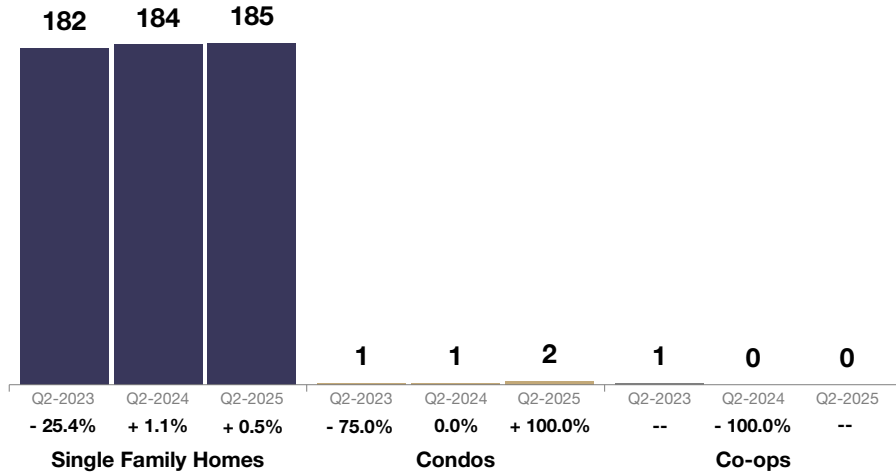


Quarter	Single Family Homes	Condos	Co-ops
Q3-2022	416	2	1
Q4-2022	187	0	0
Q1-2023	198	1	0
Q2-2023	368	6	2
Q3-2023	350	1	0
Q4-2023	212	2	0
Q1-2024	222	2	0
Q2-2024	391	3	2
Q3-2024	417	2	3
Q4-2024	210	3	1
Q1-2025	236	5	1
Q2-2025	490	5	0

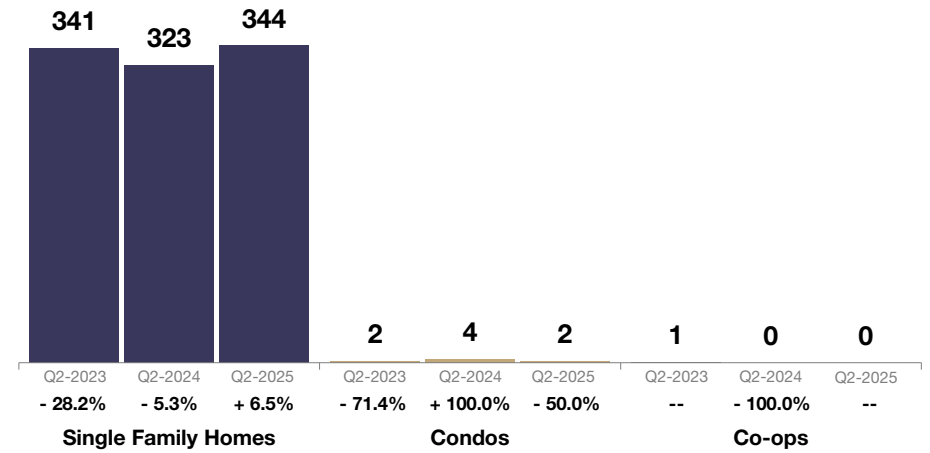
Pending Sales

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

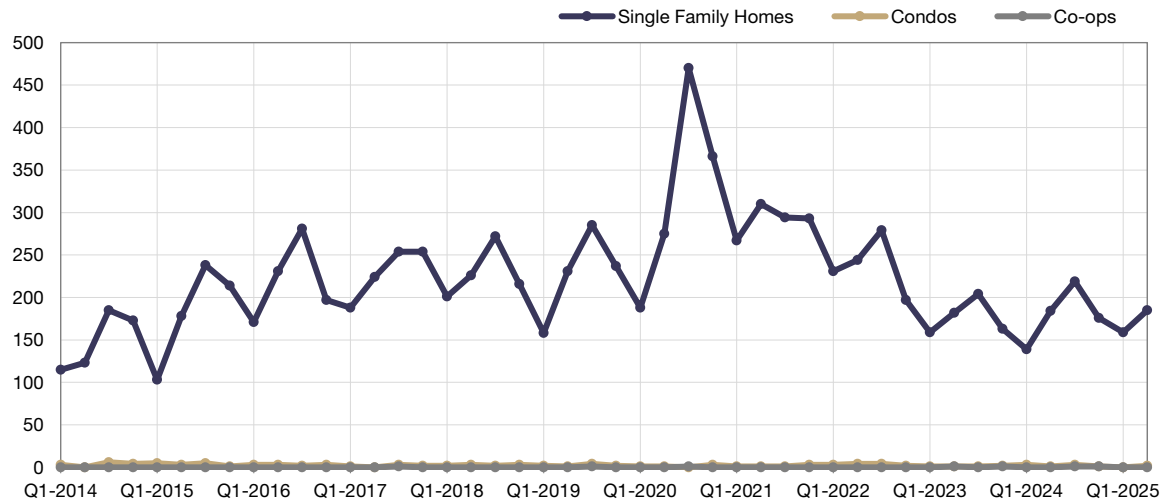
Q2-2025



Year to Date



Historical Pending Sales by Quarter



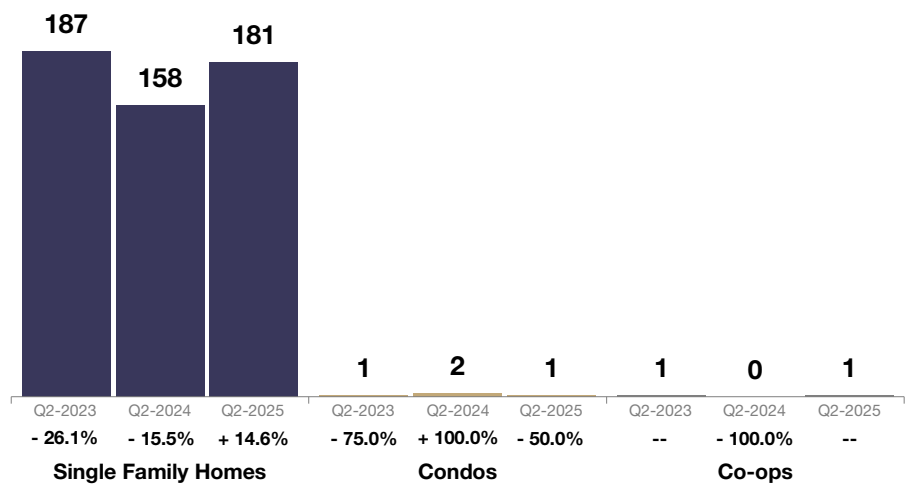
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single Family Homes	Condos	Co-ops
Q3-2022	279	4	0
Q4-2022	197	2	0
Q1-2023	159	1	0
Q2-2023	182	1	1
Q3-2023	204	1	0
Q4-2023	163	2	1
Q1-2024	139	3	0
Q2-2024	184	1	0
Q3-2024	219	3	1
Q4-2024	176	1	1
Q1-2025	159	0	0
Q2-2025	185	2	0

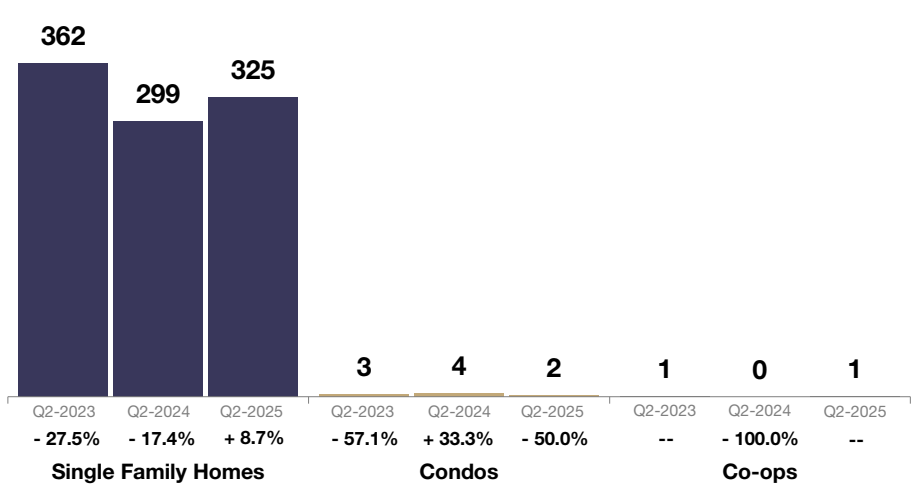
Closed Sales

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

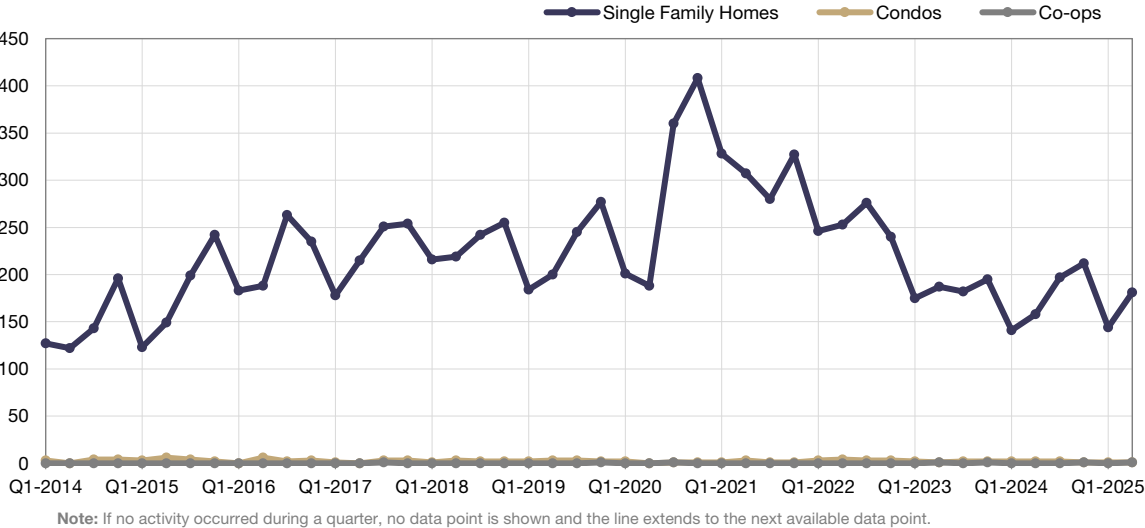
Q2-2025



Year to Date



Historical Closed Sales by Quarter

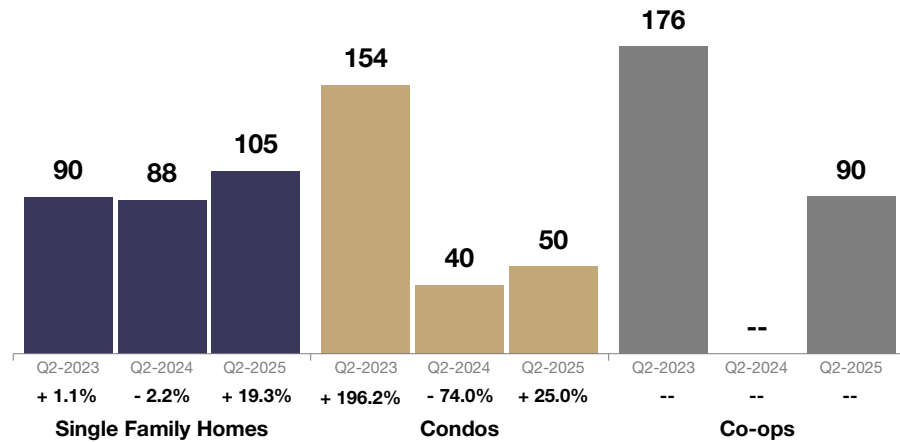


Quarter	Single Family Homes	Condos	Co-ops
Q3-2022	276	3	0
Q4-2022	240	3	0
Q1-2023	175	2	0
Q2-2023	187	1	1
Q3-2023	182	2	0
Q4-2023	195	2	1
Q1-2024	141	2	0
Q2-2024	158	2	0
Q3-2024	197	2	0
Q4-2024	212	1	1
Q1-2025	144	1	0
Q2-2025	181	1	1

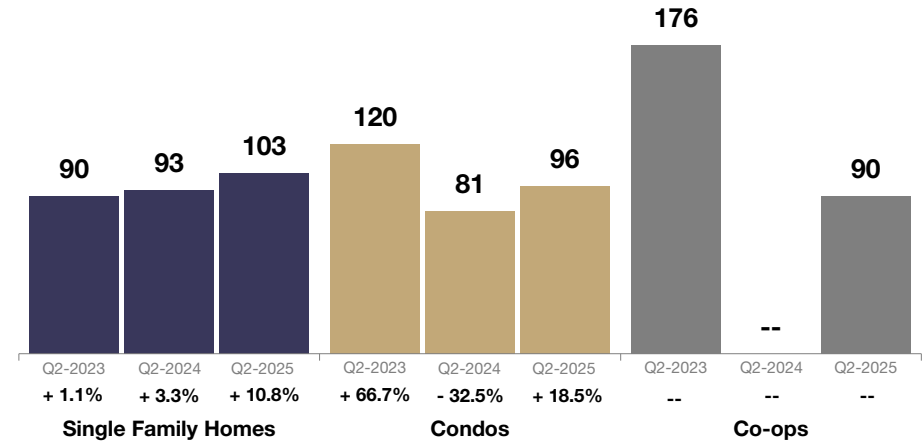
Days on Market Until Sale

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

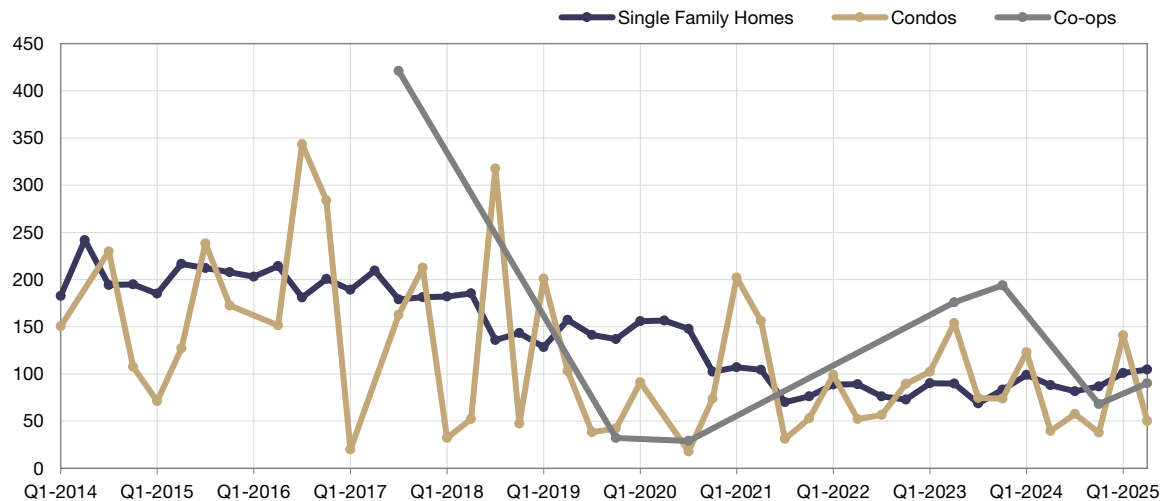
Q2-2025



Year to Date



Historical Days on Market Until Sale by Quarter

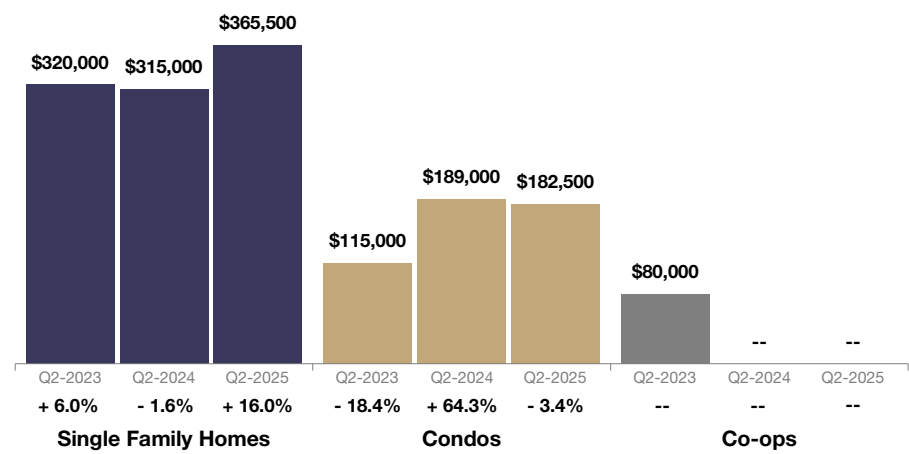


Quarter	Single Family Homes	Condos	Co-ops
Q3-2022	76	57	--
Q4-2022	73	89	--
Q1-2023	90	103	--
Q2-2023	90	154	176
Q3-2023	69	75	--
Q4-2023	83	74	194
Q1-2024	99	123	--
Q2-2024	88	40	--
Q3-2024	82	58	--
Q4-2024	87	38	68
Q1-2025	101	141	--
Q2-2025	105	50	90

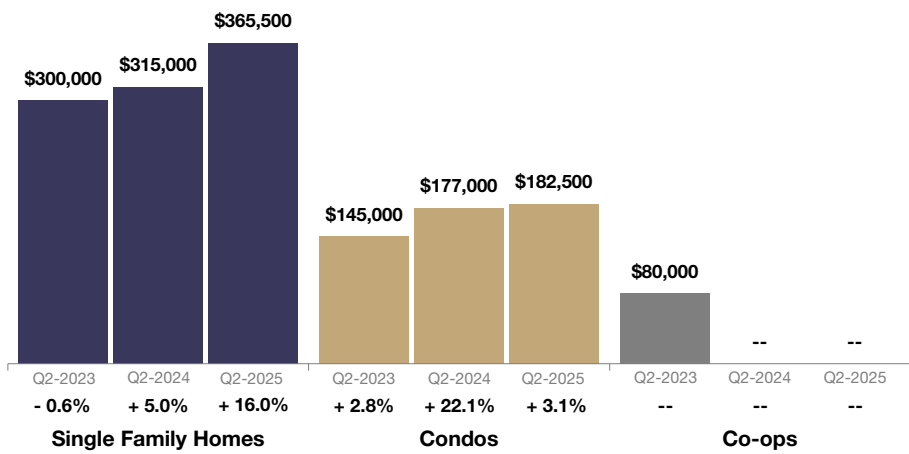
Median Pending Price

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.

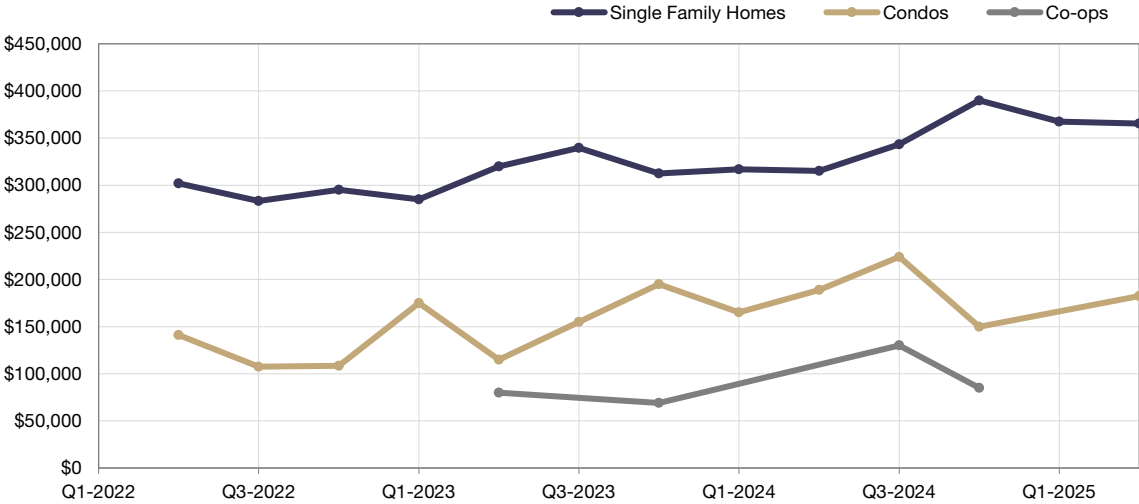
Q2-2025



Year to Date



Historical Median Pending Price by Quarter

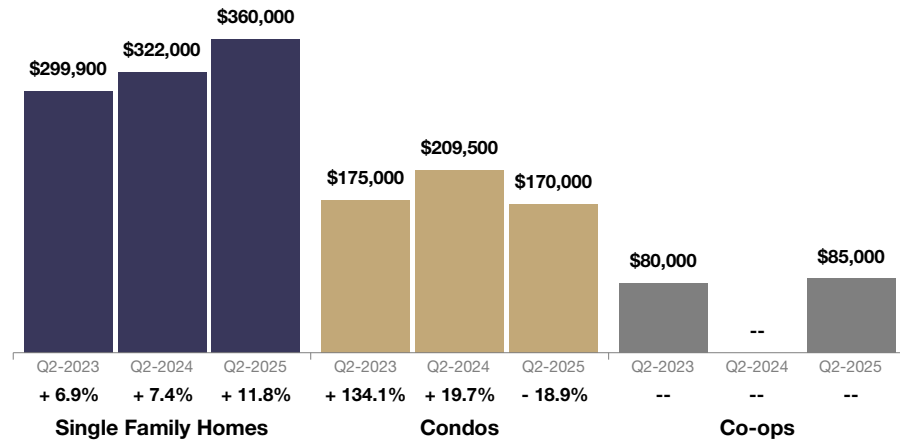


Quarter	Single Family Homes	Condos	Co-ops
--	--	--	--
Q4-2022	\$295,000	\$108,500	--
Q1-2023	\$284,900	\$175,000	--
Q2-2023	\$320,000	\$115,000	\$80,000
Q3-2023	\$339,500	\$155,000	--
Q4-2023	\$312,500	\$195,000	\$69,000
Q1-2024	\$317,000	\$165,000	--
Q2-2024	\$315,000	\$189,000	--
Q3-2024	\$343,250	\$224,000	\$130,000
Q4-2024	\$390,000	\$150,000	\$85,000
Q1-2025	\$367,500	\$0	--
Q2-2025	\$365,500	\$182,500	--

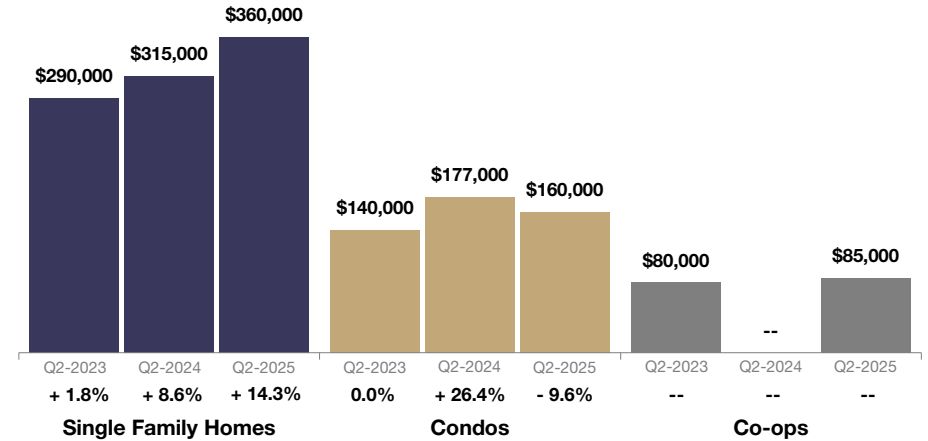
Median Sales Price

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

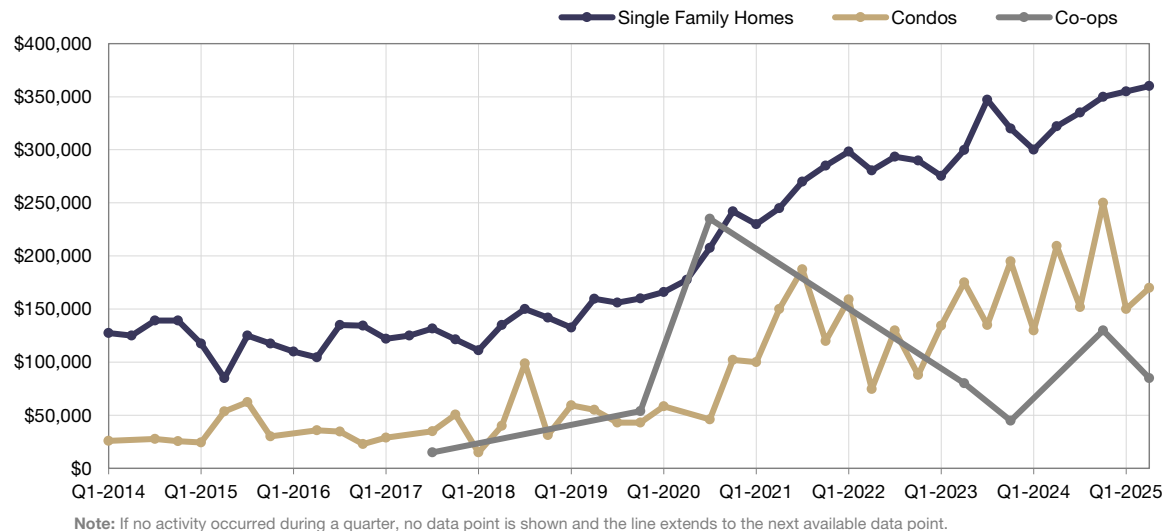
Q2-2025



Year to Date



Historical Median Sales Price by Quarter

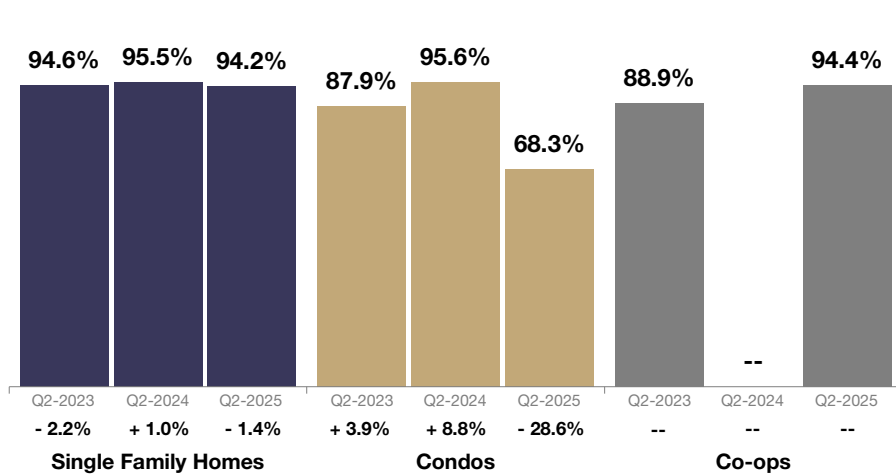


Quarter	Single Family Homes	Condos	Co-ops
Q3-2022	\$293,500	\$129,900	--
Q4-2022	\$290,000	\$88,000	--
Q1-2023	\$275,500	\$134,500	--
Q2-2023	\$299,900	\$175,000	\$80,000
Q3-2023	\$347,250	\$135,000	--
Q4-2023	\$320,000	\$195,000	\$45,000
Q1-2024	\$300,000	\$130,000	--
Q2-2024	\$322,000	\$209,500	--
Q3-2024	\$335,000	\$152,000	--
Q4-2024	\$350,000	\$250,000	\$130,000
Q1-2025	\$355,000	\$150,000	--
Q2-2025	\$360,000	\$170,000	\$85,000

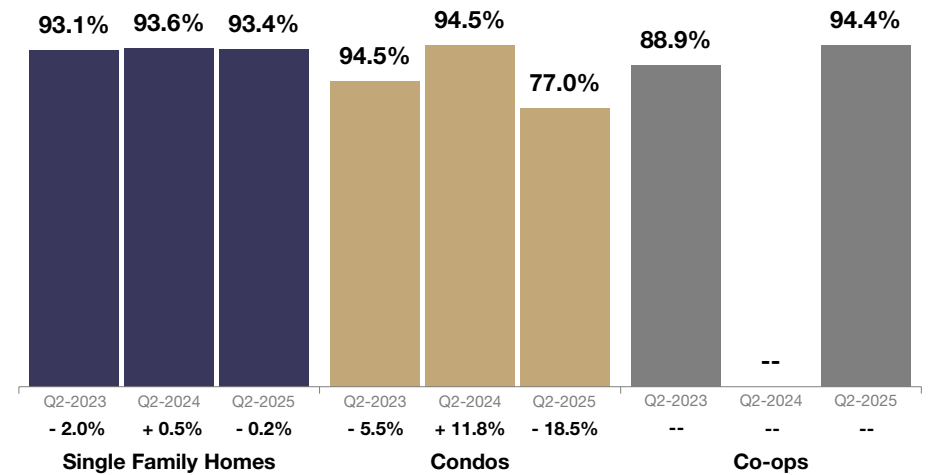
Percent of Original List Price Received

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 month, not accounting for seller concessions.

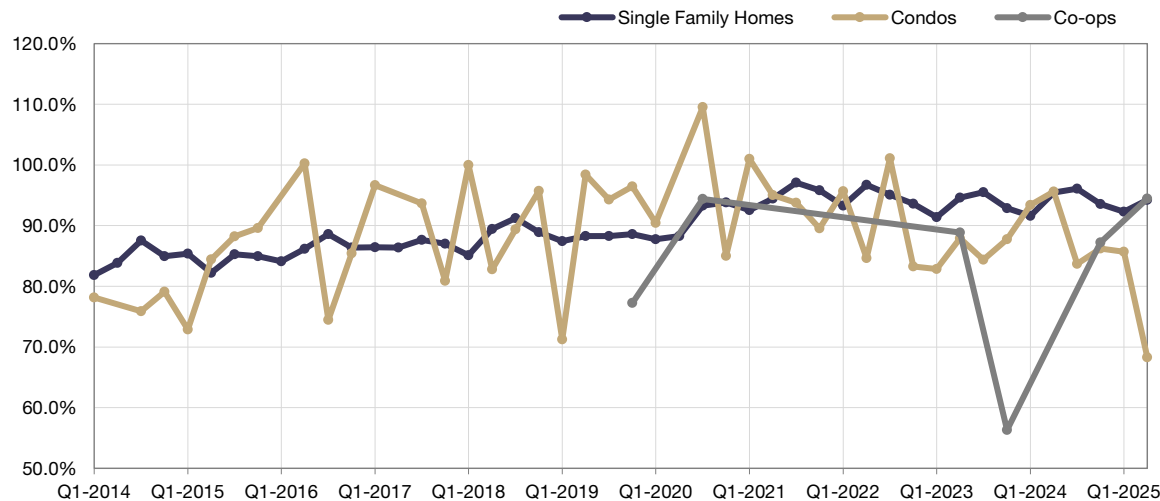
Q2-2025



Year to Date



Historical Percent of Original List Price Received by Quarter



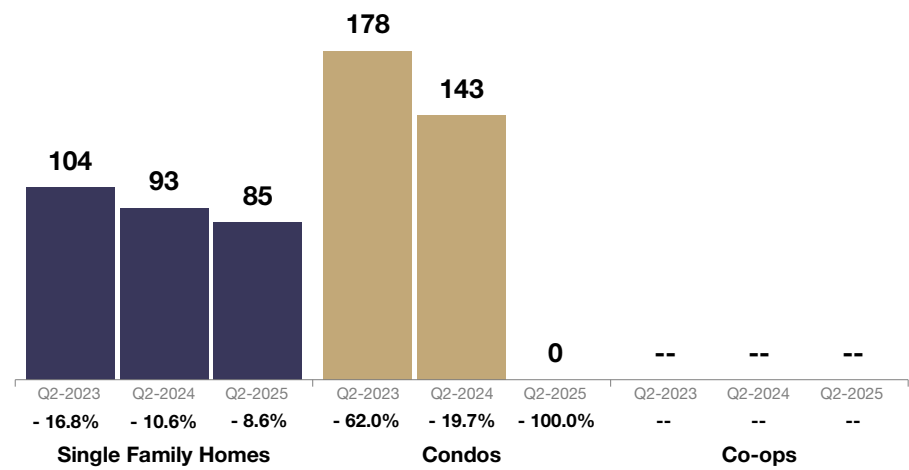
Quarter	Single Family Homes	Condos	Co-ops
Q3-2022	95.1%	101.1%	--
Q4-2022	93.6%	83.3%	--
Q1-2023	91.4%	82.8%	--
Q2-2023	94.6%	87.9%	88.9%
Q3-2023	95.5%	84.4%	--
Q4-2023	92.9%	87.7%	56.3%
Q1-2024	91.6%	93.4%	--
Q2-2024	95.5%	95.6%	--
Q3-2024	96.1%	83.7%	--
Q4-2024	93.5%	86.2%	87.2%
Q1-2025	92.3%	85.7%	--
Q2-2025	94.2%	68.3%	94.4%

Housing Affordability Index

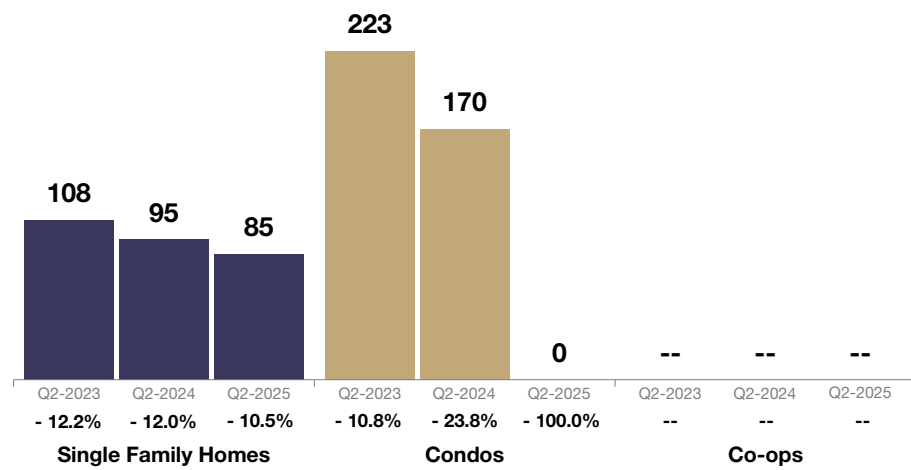
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



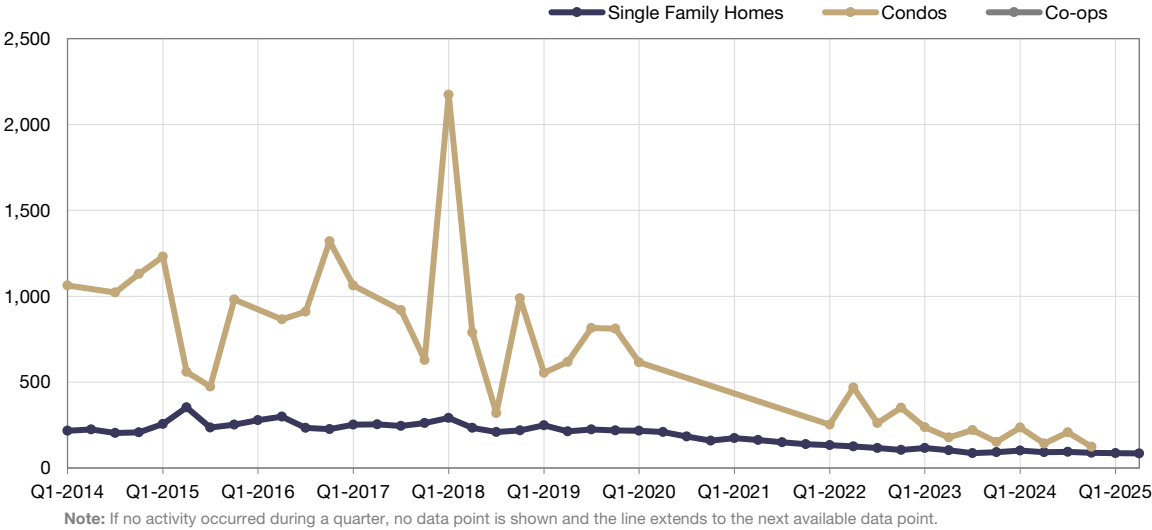
Q2-2025



Year to Date



Historical Housing Affordability Index by Quarter

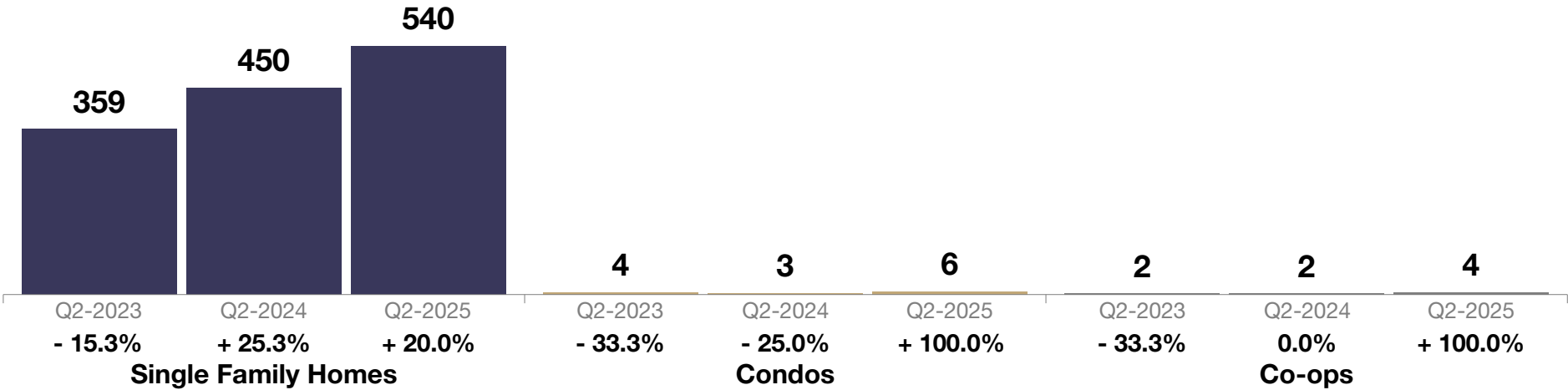


Quarter	Single Family Homes	Condos	Co-ops
Q3-2022	116	262	--
Q4-2022	106	351	--
Q1-2023	116	237	--
Q2-2023	104	178	--
Q3-2023	86	221	--
Q4-2023	92	151	--
Q1-2024	102	235	--
Q2-2024	93	143	--
Q3-2024	94	208	--
Q4-2024	88	123	--
Q1-2025	86	0	--
Q2-2025	85	0	--

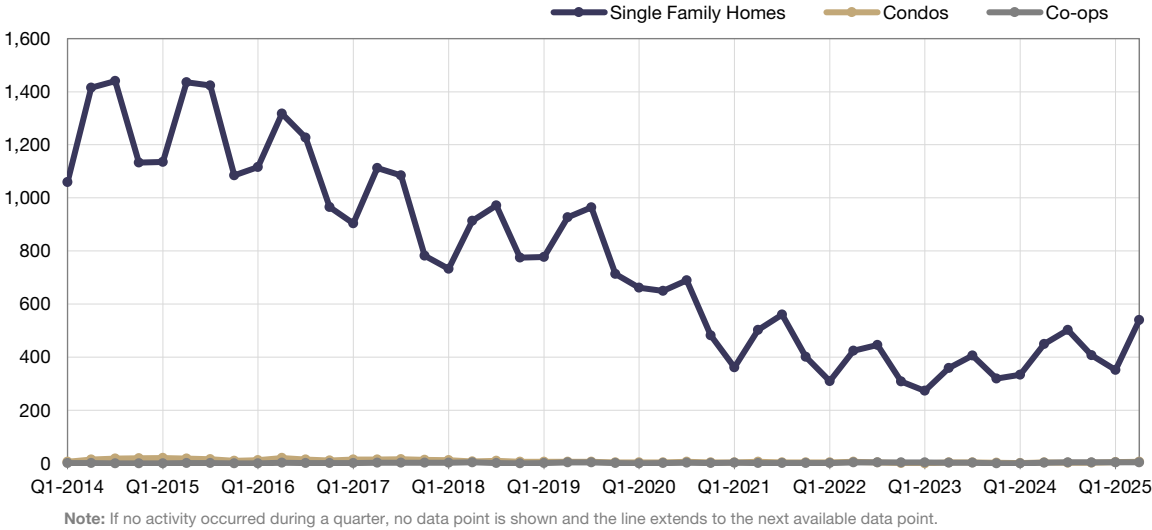
Inventory of Homes for Sale

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

Q2-2025



Historical Inventory of Homes for Sale by Quarter

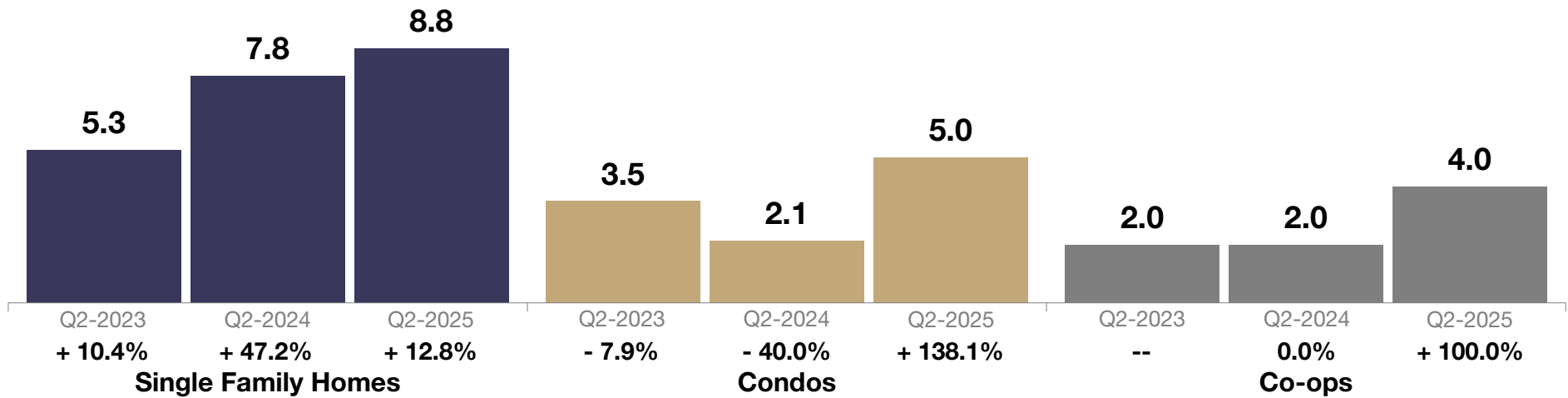


Quarter	Single Family Homes	Condos	Co-ops
Q3-2022	446	3	3
Q4-2022	309	1	3
Q1-2023	273	0	3
Q2-2023	359	4	2
Q3-2023	406	3	2
Q4-2023	319	2	0
Q1-2024	334	1	0
Q2-2024	450	3	2
Q3-2024	503	2	4
Q4-2024	407	2	4
Q1-2025	352	5	4
Q2-2025	540	6	4

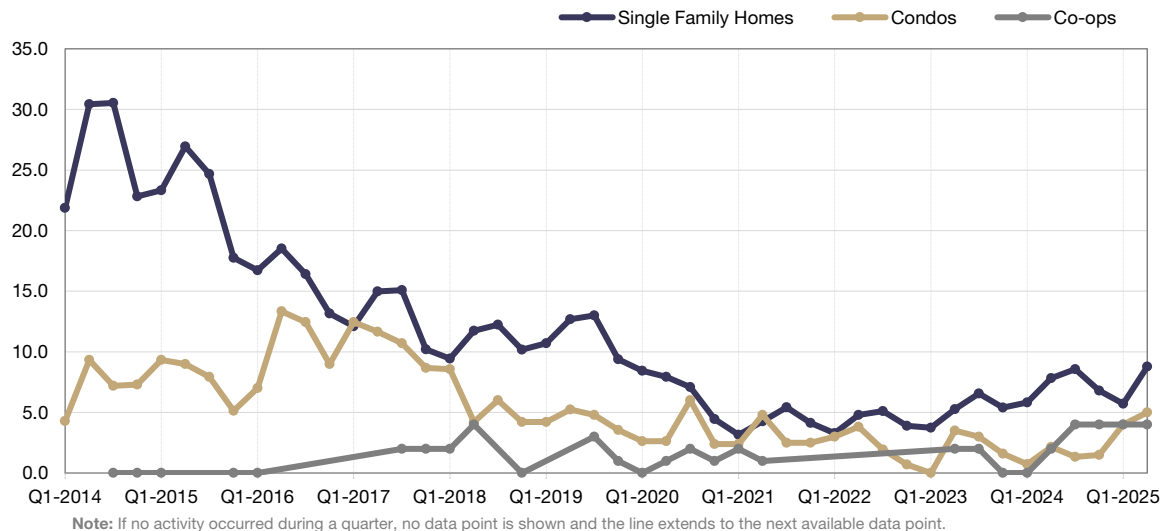
Months Supply of Inventory

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.

Q2-2025



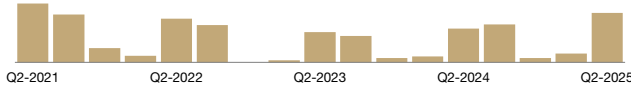
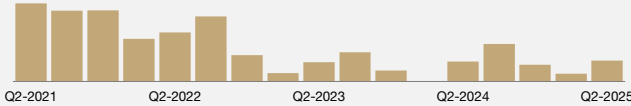
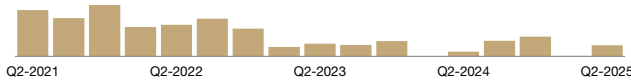
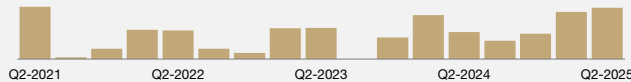
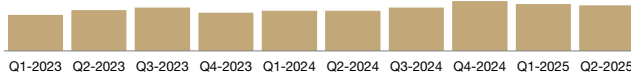
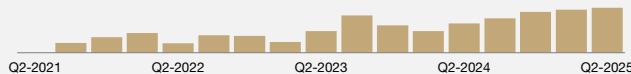
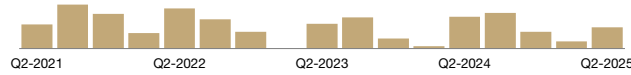
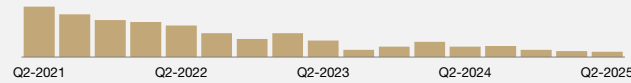
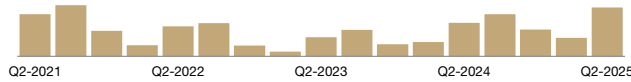
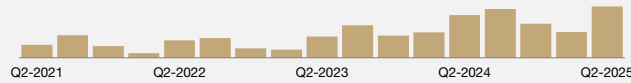
Historical Months Supply of Inventory by Quarter



Quarter	Single Family Homes	Condos	Co-ops
Q3-2022	5.1	1.9	--
Q4-2022	3.9	0.7	--
Q1-2023	3.7	0.0	--
Q2-2023	5.3	3.5	2.0
Q3-2023	6.6	3.0	2.0
Q4-2023	5.4	1.6	0.0
Q1-2024	5.8	0.7	0.0
Q2-2024	7.8	2.1	2.0
Q3-2024	8.6	1.3	4.0
Q4-2024	6.8	1.5	4.0
Q1-2025	5.7	4.0	4.0
Q2-2025	8.8	5.0	4.0

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	Q2-2024	Q2-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		396	495	+ 25.0%	620	737	+ 18.9%
Pending Sales		185	187	+ 1.1%	327	346	+ 5.8%
Closed Sales		160	183	+ 14.4%	303	328	+ 8.3%
Days on Market		88	104	+ 18.2%	93	103	+ 10.8%
Median Pending Price		\$315,000	\$357,450	+ 13.5%	\$315,000	\$365,000	+ 15.9%
Median Sales Price		\$320,000	\$360,000	+ 12.5%	\$314,000	\$355,000	+ 13.1%
Pct. of Orig. Price Received		95.5%	94.1%	- 1.5%	93.7%	93.3%	- 0.4%
Housing Affordability Index		94	85	- 9.6%	96	86	- 10.4%
Inventory of Homes for Sale		455	550	+ 20.9%	--	--	--
Months Supply of Inventory		7.8	8.8	+ 12.8%	--	--	--