

Quarterly Indicators

Provided by OneKey® MLS

Ulster 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 3.5 percent to 178.
- Condos Closed Sales were down 42.9 percent to 4.
- There were no recorded Co-Op sales this quarter.
- Single-Family Median Sales Price increased 2.9 percent to \$437,500.
- Condos Median Sales Price decreased 35.2 percent to \$171,750.
- A Median Sales Price could not be calculated this quarter.

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

+ 1.7% **+ 13.8%** **+ 3.6%**

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 Ulster County, comprised of single family properties, condominiums, and co-ops. Percent changes are calculated using rounded figures.

Single Family Homes Market Overview	2
Condos Market Overview	3
Co-ops Market Overview	4
New Listings	5
Pending Sales	6
Closed Sales	7
Days on Market Until Sale	8
Median Pending Price	9
Median Sales Price	10
Percent of Original List Price Received	11
Housing Affordability Index	12
Inventory of Homes for Sale	13
Months Supply of Inventory	14
Total Market Overview	15

Single Family Homes Market Overview

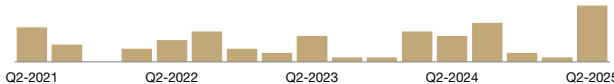
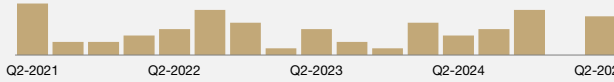
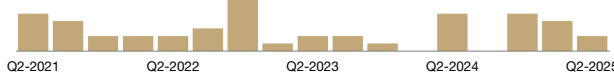
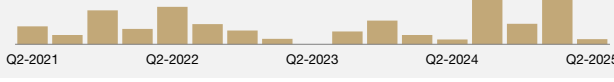
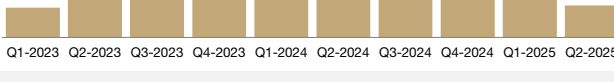
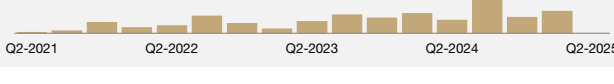
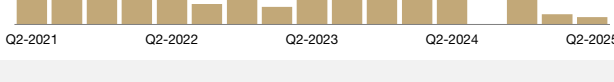
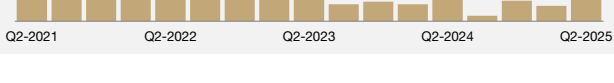
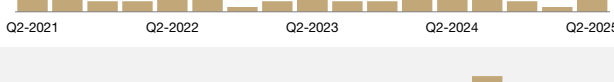
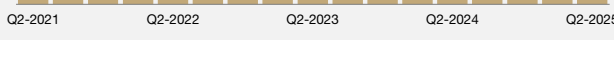
Key metrics for **Single-Family Homes Only** for the report quarter and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	Q2-2024	Q2-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		421	461	+ 9.5%	634	703	+ 10.9%
Pending Sales		202	230	+ 13.9%	367	407	+ 10.9%
Closed Sales		172	178	+ 3.5%	338	378	+ 11.8%
Days on Market		58	73	+ 25.9%	68	80	+ 17.6%
Median Pending Price		\$451,250	\$455,000	+ 0.8%	\$430,000	\$435,000	+ 1.2%
Median Sales Price		\$425,000	\$437,500	+ 2.9%	\$420,000	\$425,000	+ 1.2%
Pct. of Orig. Price Received		100.6%	97.4%	- 3.2%	98.2%	95.9%	- 2.3%
Housing Affordability Index		89	88	- 1.1%	90	91	+ 1.1%
Inventory of Homes for Sale		365	412	+ 12.9%	--	--	--
Months Supply of Inventory		6.0	5.5	- 8.3%	--	--	--

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		7	14	+ 100.0%	15	16	+ 6.7%
Pending Sales		4	7	+ 75.0%	10	8	- 20.0%
Closed Sales		7	4	- 42.9%	9	10	+ 11.1%
Days on Market		27	28	+ 3.7%	29	75	+ 158.6%
Median Pending Price		\$258,000	\$210,000	- 18.6%	\$277,500	\$227,500	- 18.0%
Median Sales Price		\$265,000	\$171,750	- 35.2%	\$276,000	\$322,500	+ 16.8%
Pct. of Orig. Price Received		98.6%	92.1%	- 6.6%	100.3%	92.7%	- 7.6%
Housing Affordability Index		143	224	+ 56.6%	137	119	- 13.1%
Inventory of Homes for Sale		5	8	+ 60.0%	--	--	--
Months Supply of Inventory		2.7	3.8	+ 40.7%	--	--	--

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.

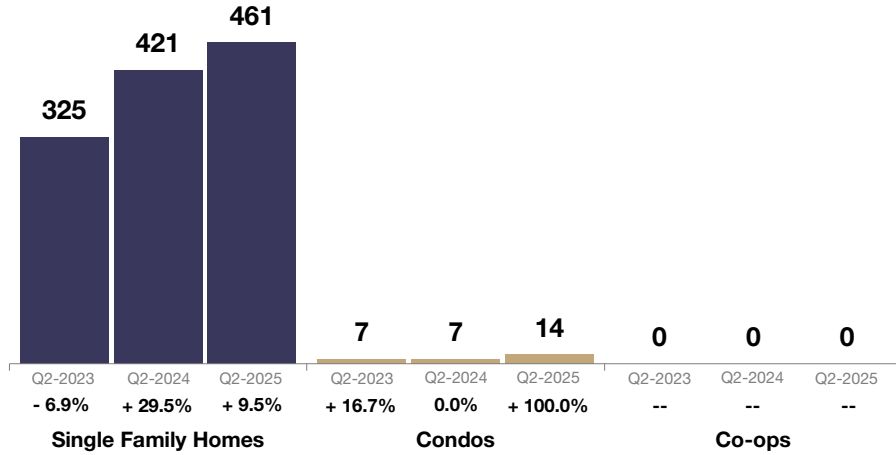


Key Metrics	Historical Sparkbars	Q2-2024	Q2-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		0	0	--	0	0	--
Pending Sales		0	0	--	0	0	--
Closed Sales		0	0	--	0	0	--
Days on Market		--	--	--	--	--	--
Median Pending Price		--	--	--	--	--	--
Median Sales Price		--	--	--	--	--	--
Pct. of Orig. Price Received		--	--	--	--	--	--
Housing Affordability Index		--	--	--	--	--	--
Inventory of Homes for Sale		0	1	--	--	--	--
Months Supply of Inventory		0.0	--	--	--	--	--

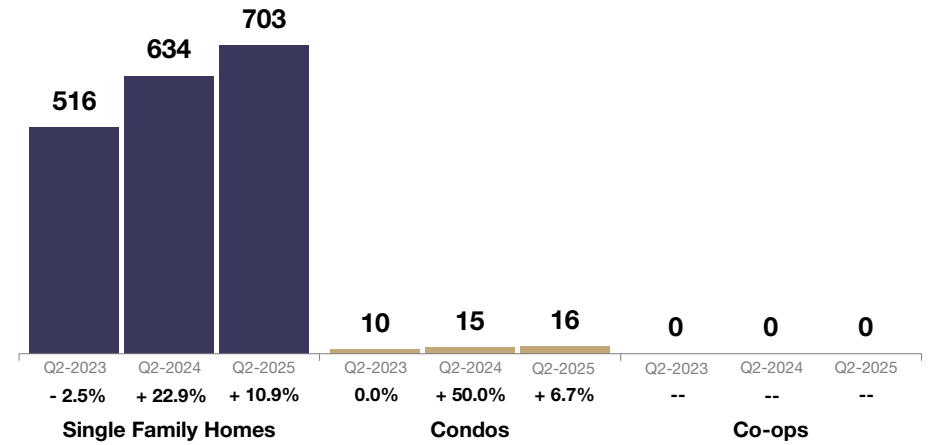
New Listings

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

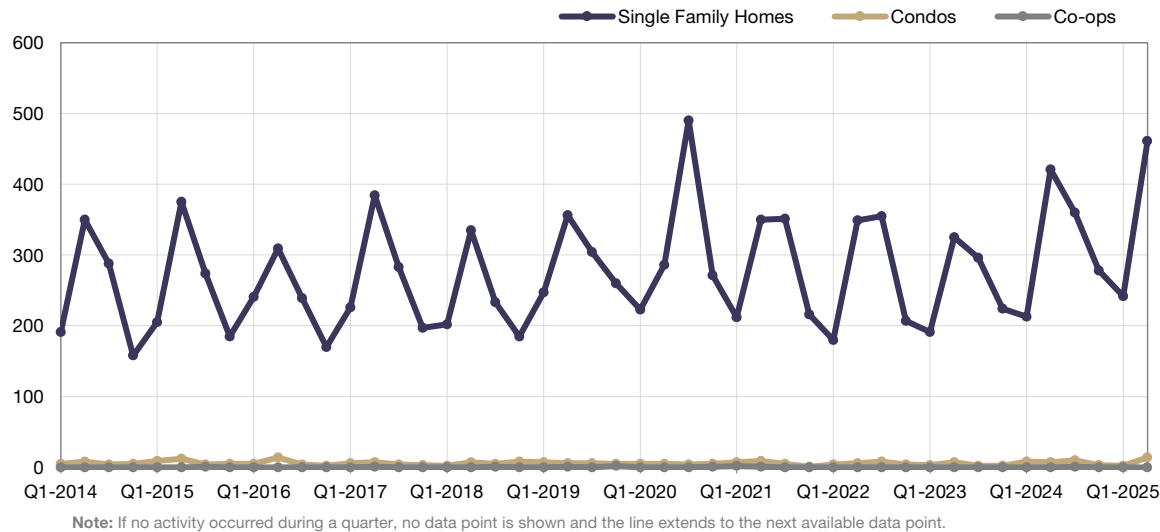
Q2-2025



Year to Date



Historical New Listings by Quarter

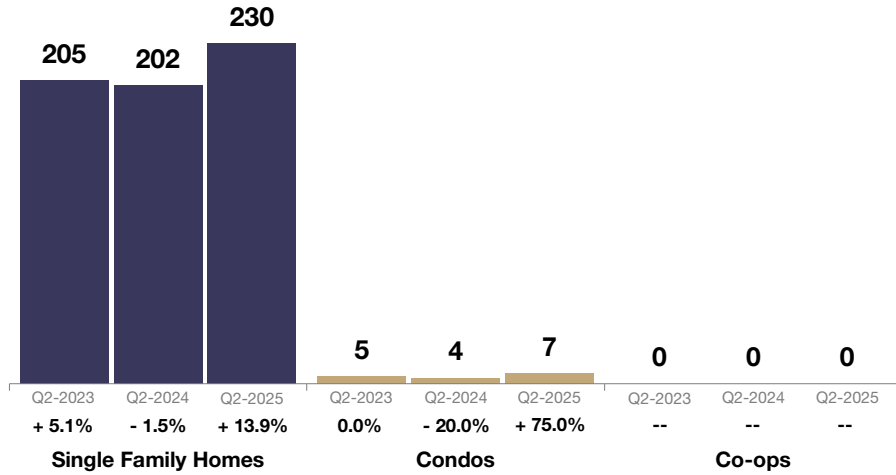


Quarter	Single Family Homes	Condos	Co-ops
Q3-2022	355	8	0
Q4-2022	207	4	0
Q1-2023	191	3	0
Q2-2023	325	7	0
Q3-2023	296	2	0
Q4-2023	224	2	0
Q1-2024	213	8	0
Q2-2024	421	7	0
Q3-2024	360	10	1
Q4-2024	278	3	0
Q1-2025	242	2	0
Q2-2025	461	14	0

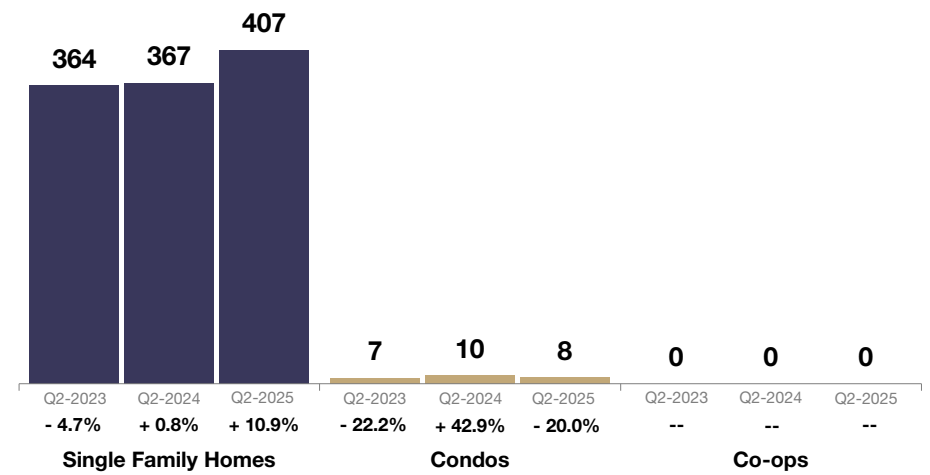
Pending Sales

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

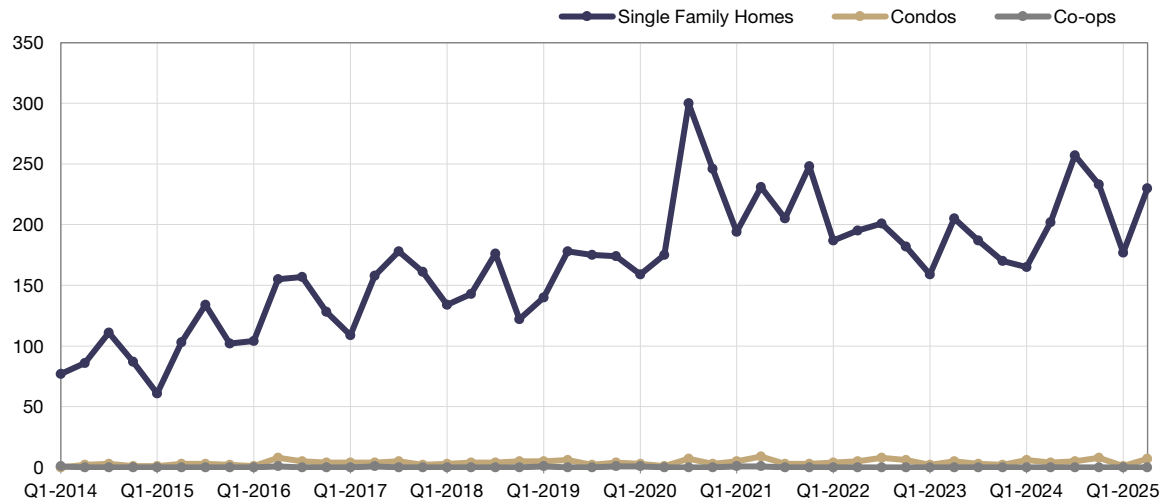
Q2-2025



Year to Date



Historical Pending Sales by Quarter



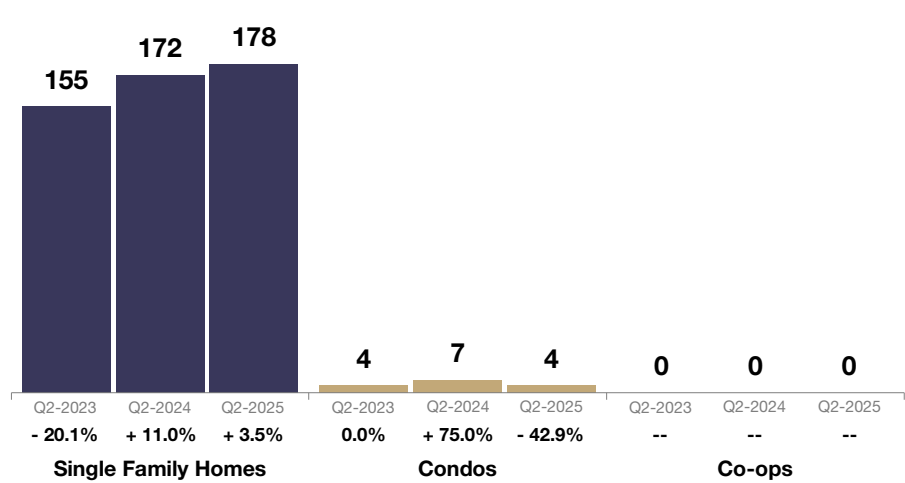
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single Family Homes	Condos	Co-ops
Q3-2022	201	8	0
Q4-2022	182	6	0
Q1-2023	159	2	0
Q2-2023	205	5	0
Q3-2023	187	3	0
Q4-2023	170	2	0
Q1-2024	165	6	0
Q2-2024	202	4	0
Q3-2024	257	5	0
Q4-2024	233	8	0
Q1-2025	177	1	0
Q2-2025	230	7	0

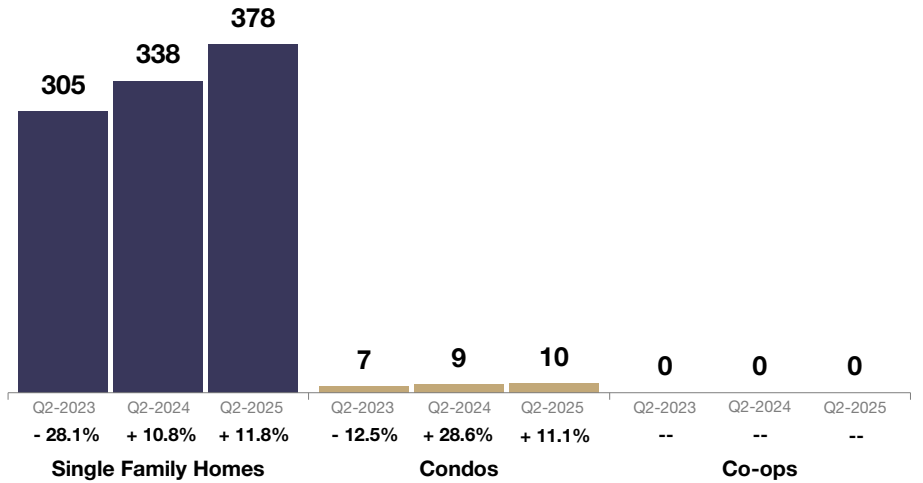
Closed Sales

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

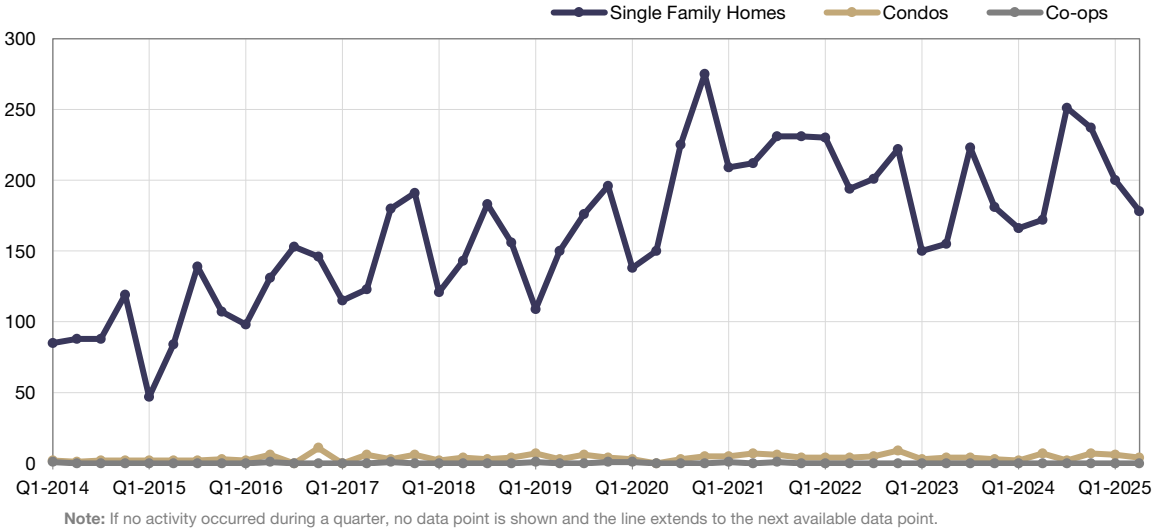
Q2-2025



Year to Date



Historical Closed Sales by Quarter

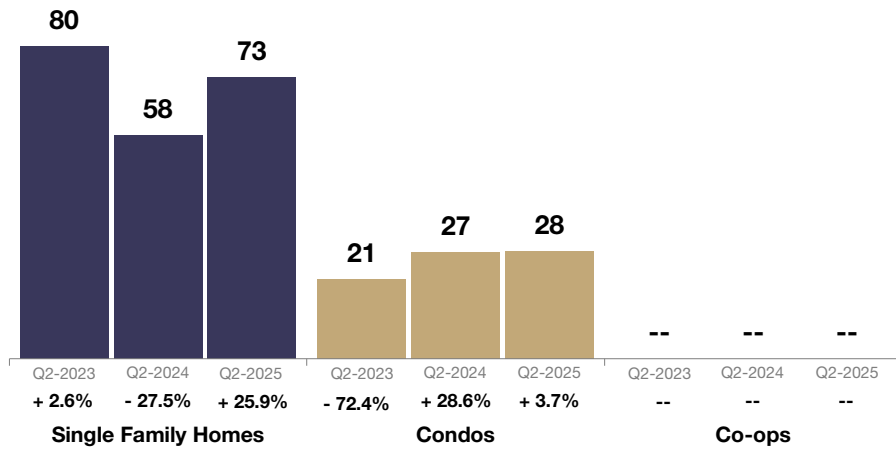


Quarter	Single Family Homes	Condos	Co-ops
Q3-2022	201	5	0
Q4-2022	222	9	0
Q1-2023	150	3	0
Q2-2023	155	4	0
Q3-2023	223	4	0
Q4-2023	181	3	0
Q1-2024	166	2	0
Q2-2024	172	7	0
Q3-2024	251	2	0
Q4-2024	237	7	0
Q1-2025	200	6	0
Q2-2025	178	4	0

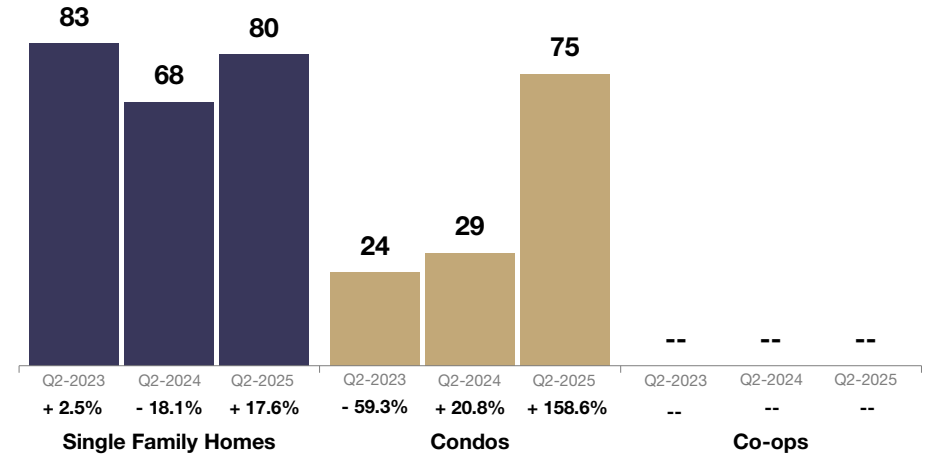
Days on Market Until Sale

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

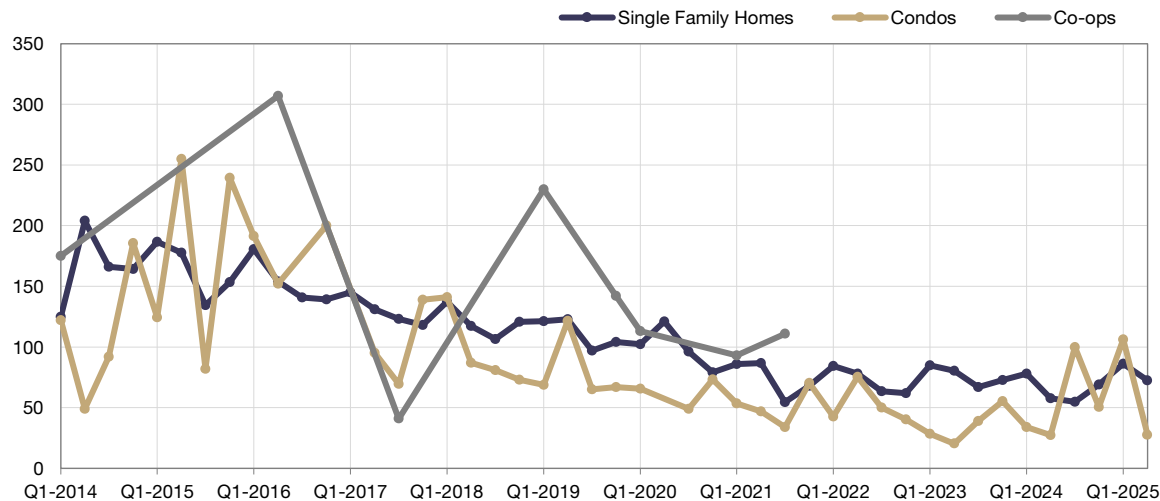
Q2-2025



Year to Date



Historical Days on Market Until 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.

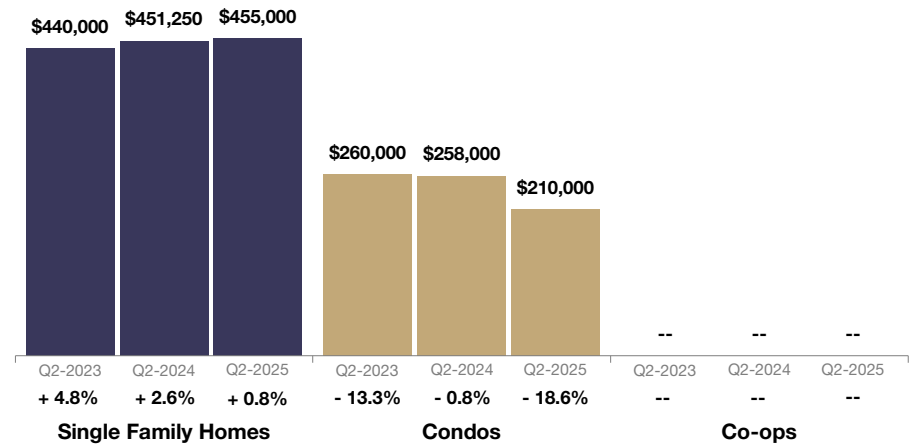
Quarter	Single Family Homes	Condos	Co-ops
Q3-2022	64	50	--
Q4-2022	62	40	--
Q1-2023	85	28	--
Q2-2023	80	21	--
Q3-2023	67	39	--
Q4-2023	73	55	--
Q1-2024	78	34	--
Q2-2024	58	27	--
Q3-2024	55	100	--
Q4-2024	69	51	--
Q1-2025	86	106	--
Q2-2025	73	28	--

Median Pending Price

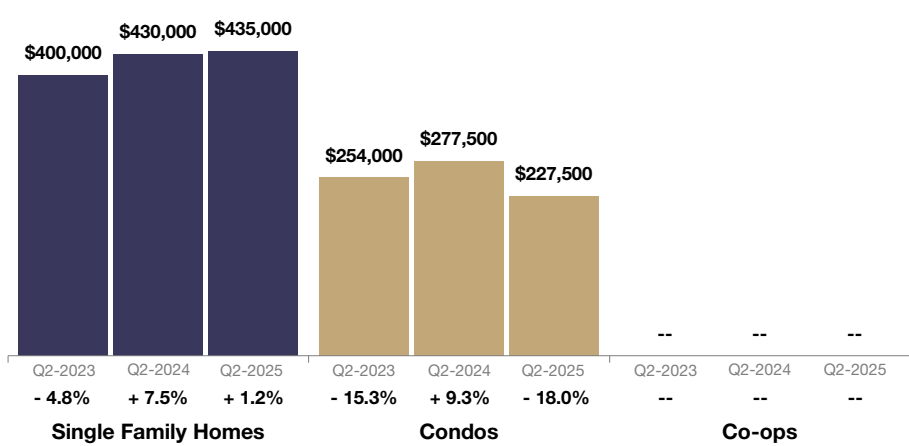
Point at which half of the pending sales sold for more and half sold for less, not accounting for seller concessions, in a given quarter.



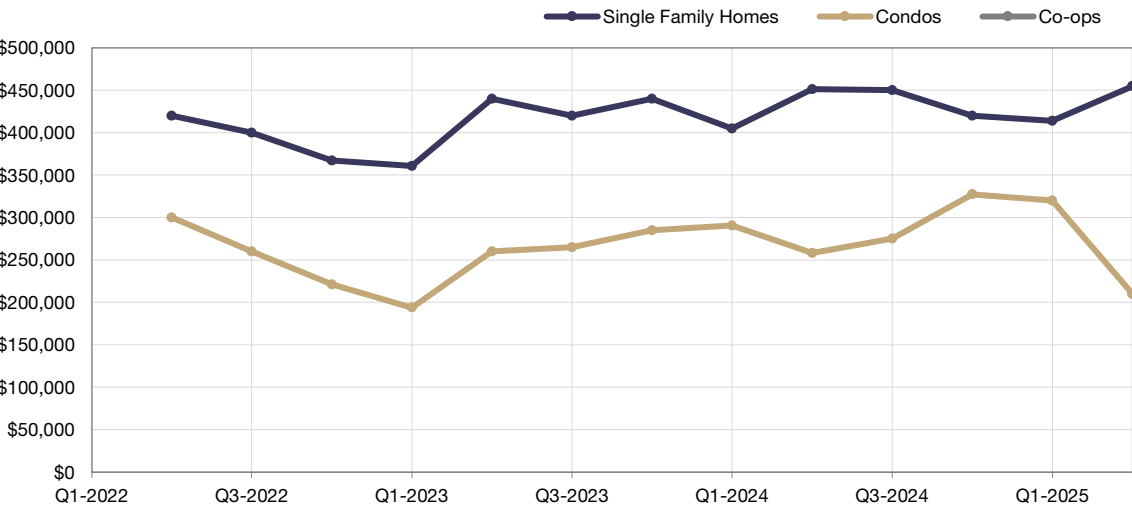
Q2-2025



Year to Date



Historical Median Pending Price by Quarter

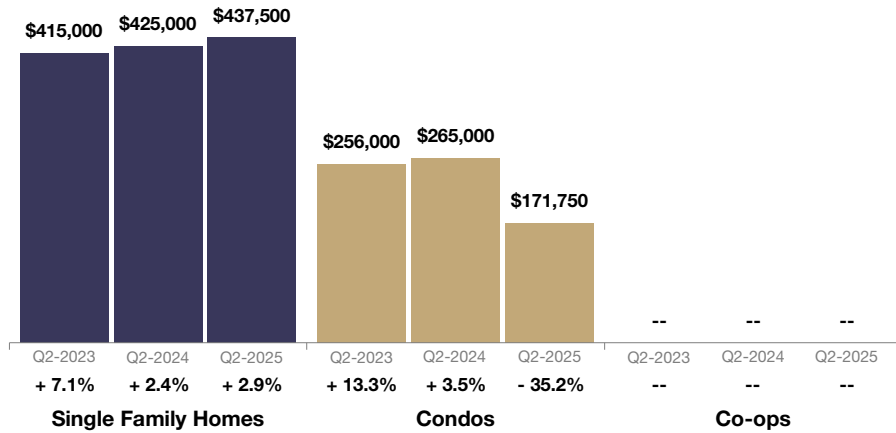


Quarter	Single Family Homes	Condos	Co-ops
--	--	--	--
Q4-2022	\$367,000	\$221,000	--
Q1-2023	\$360,750	\$194,000	--
Q2-2023	\$440,000	\$260,000	--
Q3-2023	\$420,000	\$265,000	--
Q4-2023	\$439,934	\$285,000	--
Q1-2024	\$405,000	\$290,500	--
Q2-2024	\$451,250	\$258,000	--
Q3-2024	\$450,000	\$275,000	--
Q4-2024	\$420,000	\$327,500	--
Q1-2025	\$413,950	\$320,000	--
Q2-2025	\$455,000	\$210,000	--

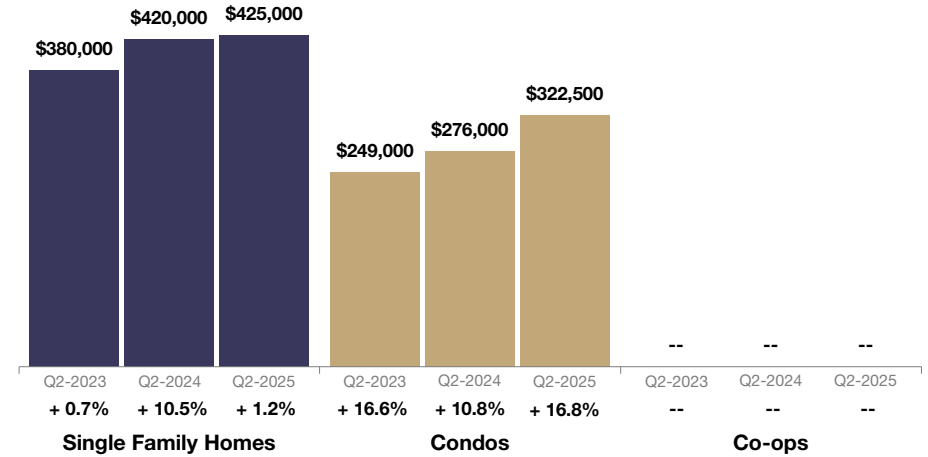
Median Sales Price

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

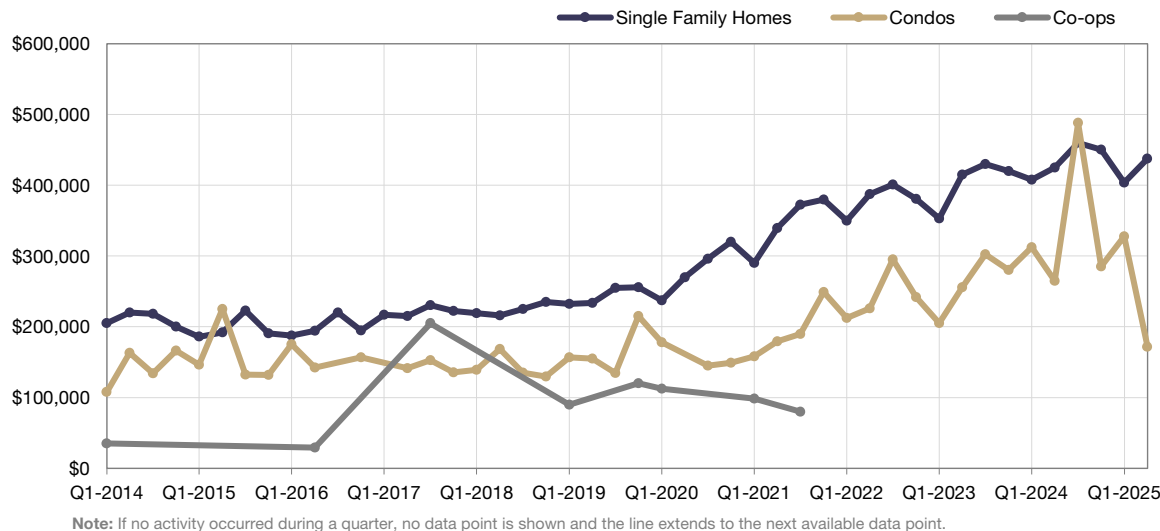
Q2-2025



Year to Date



Historical Median Sales Price by Quarter

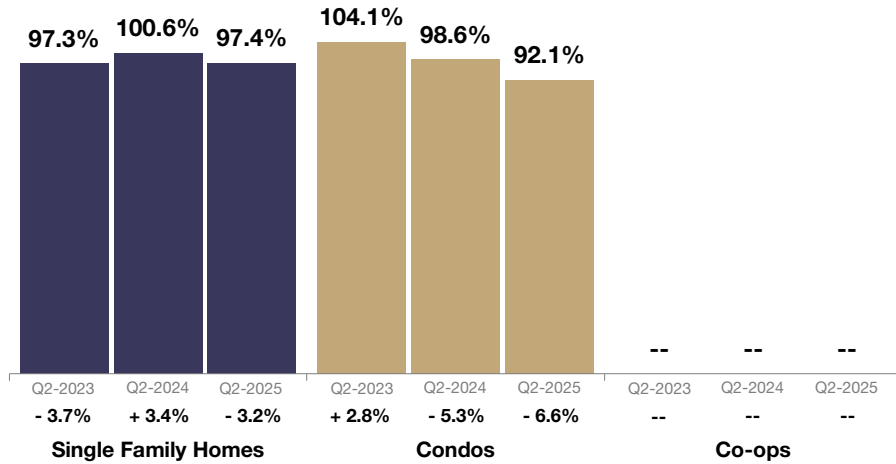


Quarter	Single Family Homes	Condos	Co-ops
Q3-2022	\$401,000	\$295,000	--
Q4-2022	\$380,500	\$242,000	--
Q1-2023	\$353,000	\$205,000	--
Q2-2023	\$415,000	\$256,000	--
Q3-2023	\$430,000	\$302,500	--
Q4-2023	\$420,000	\$280,000	--
Q1-2024	\$407,750	\$312,500	--
Q2-2024	\$425,000	\$265,000	--
Q3-2024	\$460,000	\$488,000	--
Q4-2024	\$450,000	\$285,000	--
Q1-2025	\$403,750	\$327,500	--
Q2-2025	\$437,500	\$171,750	--

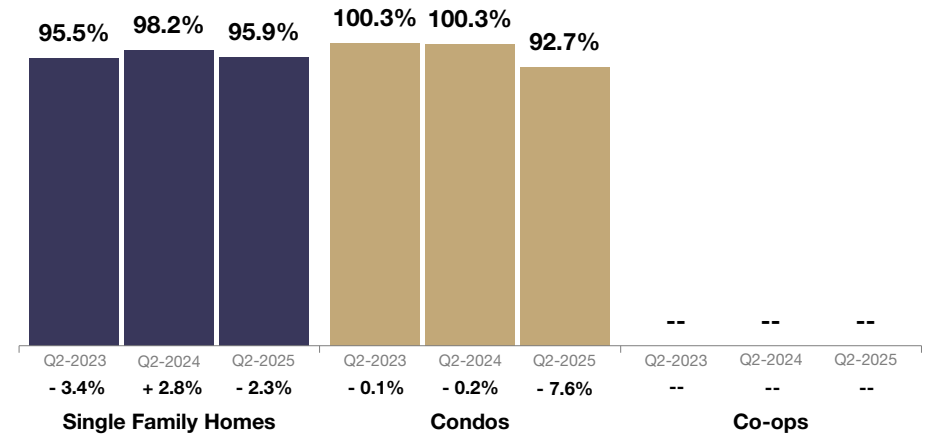
Percent of Original List Price Received

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.

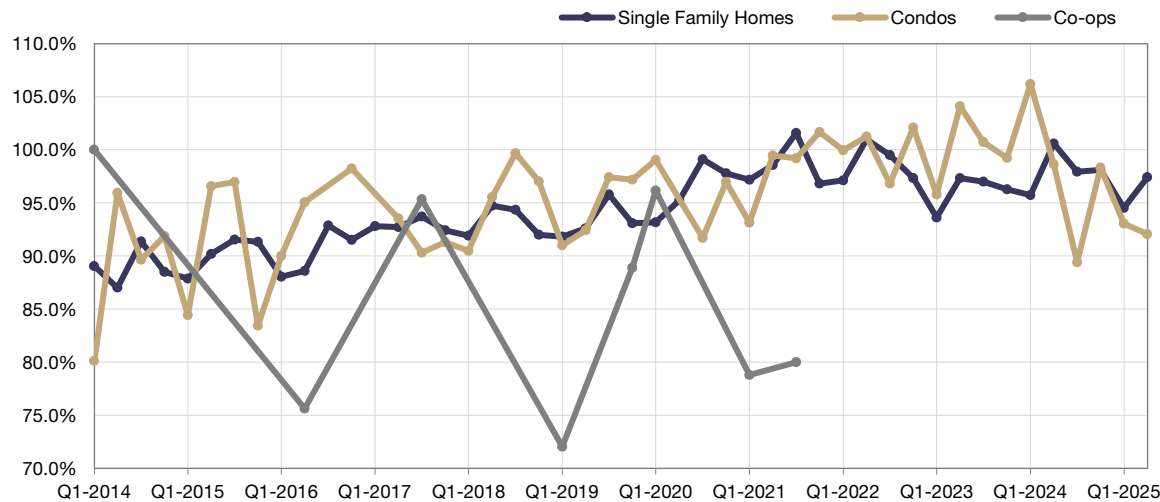
Q2-2025



Year to Date



Historical Percent of Original List Price Received by Quarter



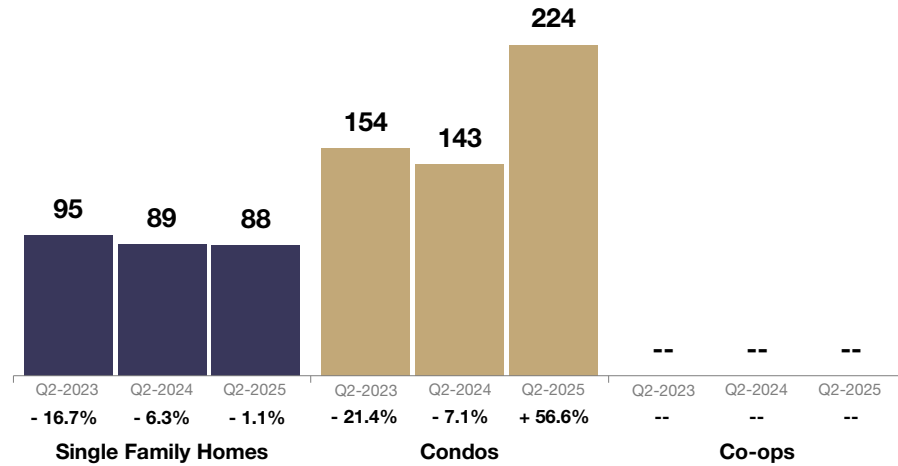
Quarter	Single Family Homes	Condos	Co-ops
Q3-2022	99.5%	96.8%	--
Q4-2022	97.3%	102.1%	--
Q1-2023	93.6%	95.8%	--
Q2-2023	97.3%	104.1%	--
Q3-2023	97.0%	100.7%	--
Q4-2023	96.3%	99.2%	--
Q1-2024	95.7%	106.2%	--
Q2-2024	100.6%	98.6%	--
Q3-2024	97.9%	89.4%	--
Q4-2024	98.1%	98.3%	--
Q1-2025	94.5%	93.1%	--
Q2-2025	97.4%	92.1%	--

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

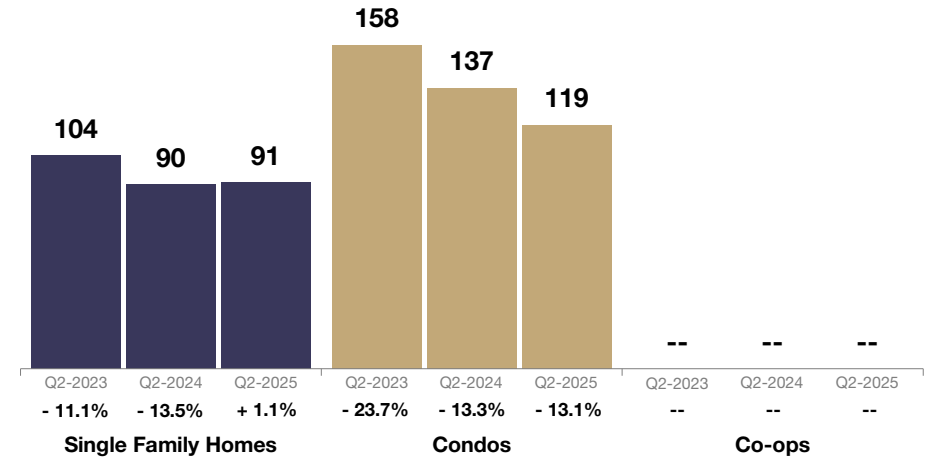
Housing Affordability Index

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.

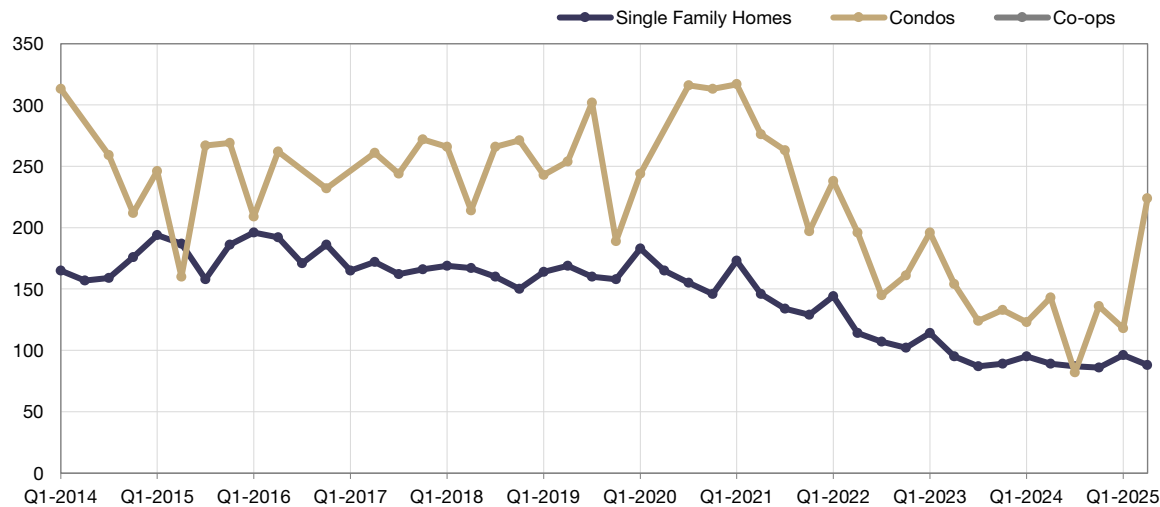
Q2-2025



Year to Date



Historical Housing Affordability Index by Quarter

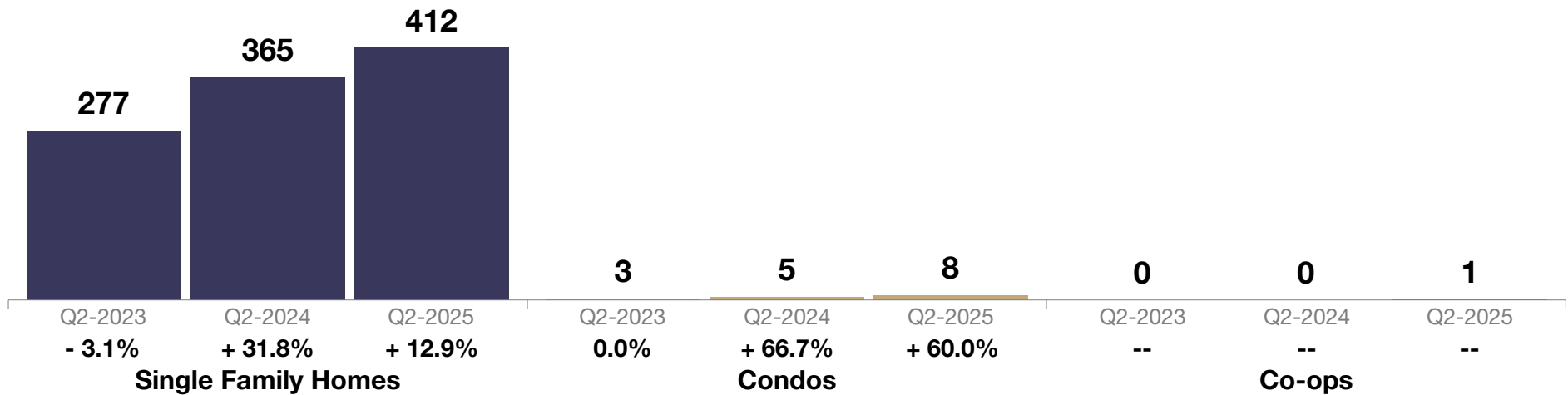


Quarter	Single Family Homes	Condos	Co-ops
Q3-2022	107	145	--
Q4-2022	102	161	--
Q1-2023	114	196	--
Q2-2023	95	154	--
Q3-2023	87	124	--
Q4-2023	89	133	--
Q1-2024	95	123	--
Q2-2024	89	143	--
Q3-2024	87	82	--
Q4-2024	86	136	--
Q1-2025	96	118	--
Q2-2025	88	224	--

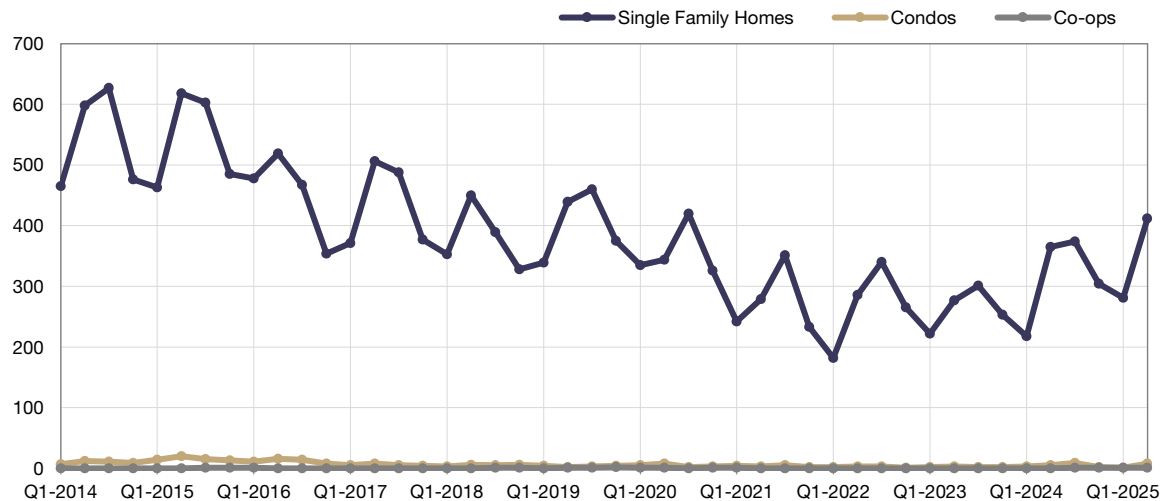
Inventory of Homes for Sale

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



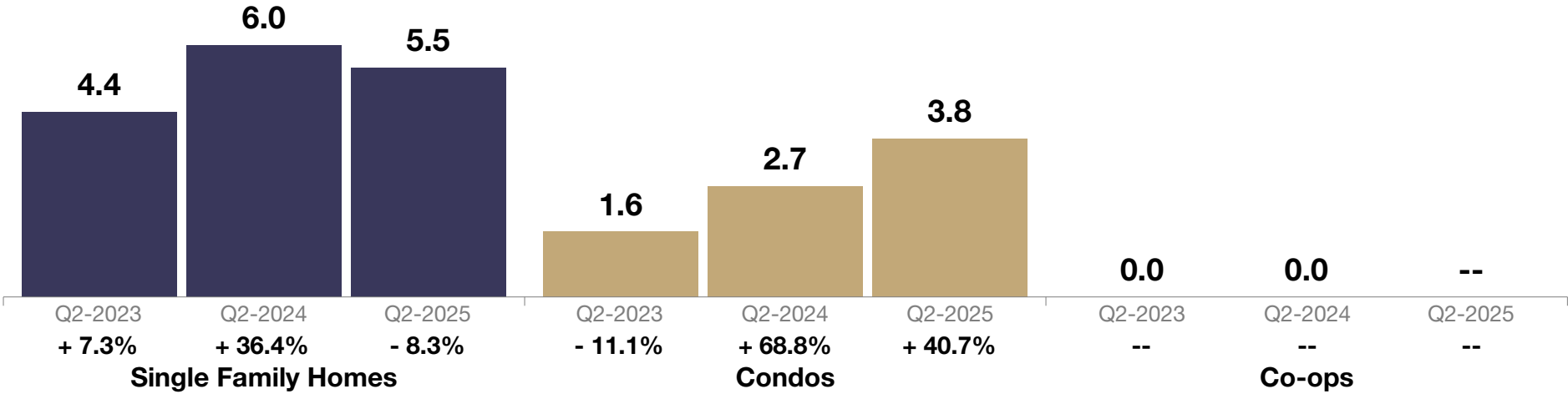
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single Family Homes	Condos	Co-ops
Q3-2022	340	3	0
Q4-2022	265	1	0
Q1-2023	222	2	0
Q2-2023	277	3	0
Q3-2023	301	2	0
Q4-2023	253	2	0
Q1-2024	218	3	0
Q2-2024	365	5	0
Q3-2024	374	9	1
Q4-2024	304	2	1
Q1-2025	281	1	1
Q2-2025	412	8	1

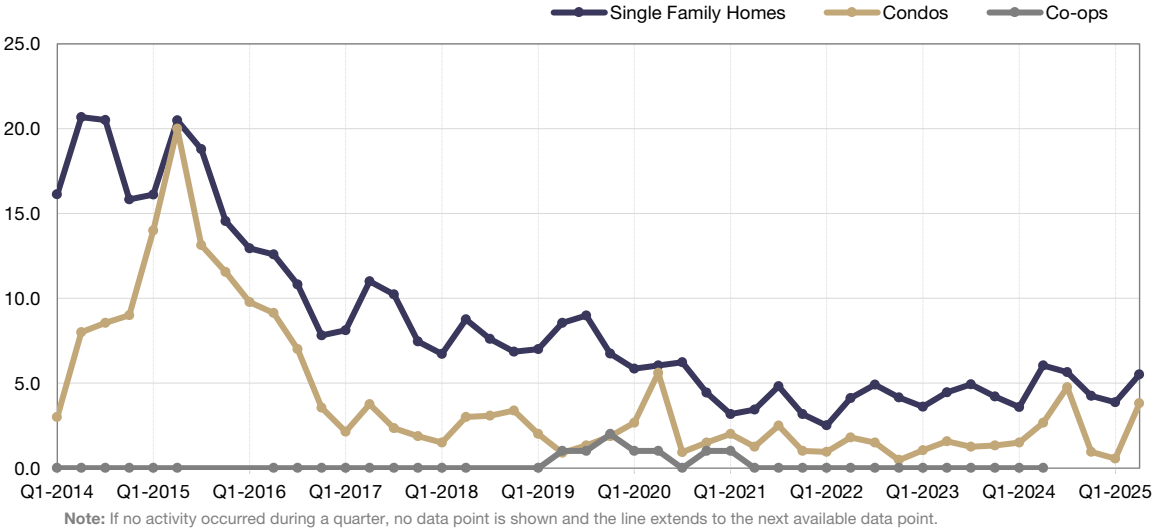
Months Supply of Inventory

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



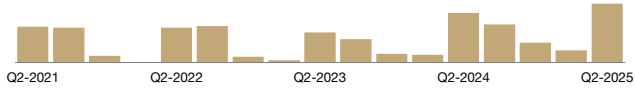
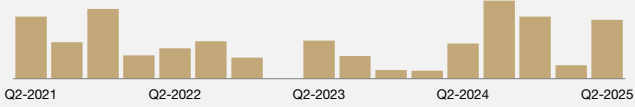
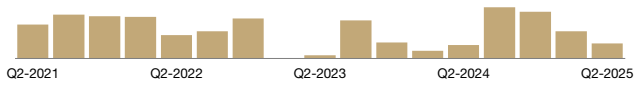
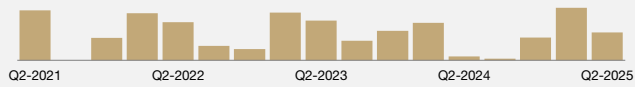
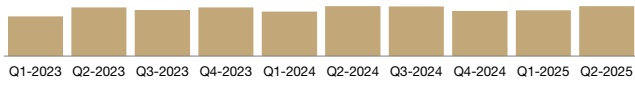
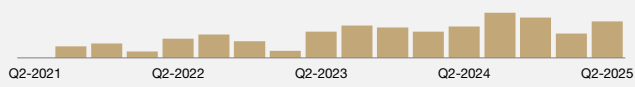
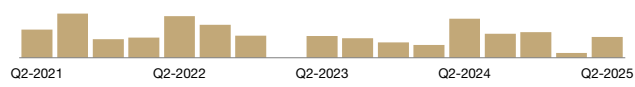
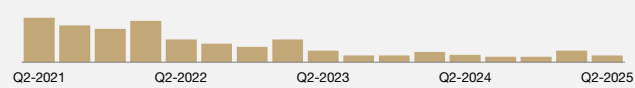
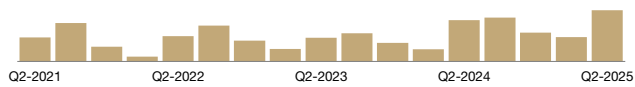
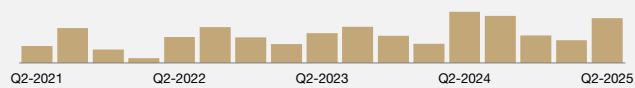
Historical Months Supply of Inventory by Quarter



Quarter	Single Family Homes	Condos	Co-ops
Q3-2022	4.9	1.5	0.0
Q4-2022	4.2	0.5	0.0
Q1-2023	3.6	1.0	0.0
Q2-2023	4.4	1.6	0.0
Q3-2023	4.9	1.3	0.0
Q4-2023	4.2	1.3	0.0
Q1-2024	3.6	1.5	0.0
Q2-2024	6.0	2.7	0.0
Q3-2024	5.7	4.8	--
Q4-2024	4.3	1.0	--
Q1-2025	3.9	0.6	--
Q2-2025	5.5	3.8	--

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		428	475	+ 11.0%	649	719	+ 10.8%
Pending Sales		206	237	+ 15.0%	377	415	+ 10.1%
Closed Sales		179	182	+ 1.7%	347	388	+ 11.8%
Days on Market		56	72	+ 28.6%	67	80	+ 19.4%
Median Pending Price		\$450,500	\$448,750	- 0.4%	\$425,000	\$430,000	+ 1.2%
Median Sales Price		\$420,000	\$435,000	+ 3.6%	\$415,000	\$415,000	0.0%
Pct. of Orig. Price Received		100.5%	97.3%	- 3.2%	98.3%	95.8%	- 2.5%
Housing Affordability Index		90	89	- 1.1%	91	93	+ 2.2%
Inventory of Homes for Sale		370	421	+ 13.8%	--	--	--
Months Supply of Inventory		6.0	5.5	- 8.3%	--	--	--