

Quarterly Indicators

Provided by OneKey® MLS

Sullivan County

Q4-2025

The U.S. housing market showed early signs of stabilization in the fourth quarter of 2025. Average 30-year mortgage rates have trended downward since the summer, settling into the low 6% range and remaining there for the quarter, improving affordability enough to draw some buyers back into the market. Monthly existing-home sales rose in October and November, according to the National Association of REALTORS® (NAR), suggesting that momentum may be starting to build.

- Single-Family Closed Sales were up 0.9 percent to 214.
- Condos Closed Sales were up 200.0 percent to 3.
- There were no recorded Co-Op sales this quarter.

- Single-Family Median Sales Price increased 9.3 percent to \$382,500.
- Condos Median Sales Price increased 30.0 percent to \$325,000.
- A Median Sales Price could not be calculated this quarter.

Inventory edged higher nationwide, giving buyers more options than a year ago, though supply remains below long-term norms. Home prices have continued to rise on a year-over-year basis, but the pace of appreciation has moderated in recent months. The rapid price gains seen during the pandemic have eased as the market transitions toward a slower, more sustainable rhythm. Together, these trends point to a housing market that is gradually moving toward balance.



Quarterly Snapshot

+ 1.4% **+ 2.6%** **+ 8.9%**

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
--	--	--

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					Q4-2024	Q4-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		211	228	+ 8.1%	1,241	1,417	+ 14.2%				
Pending Sales		175	209	+ 19.4%	717	780	+ 8.8%				
Closed Sales		212	214	+ 0.9%	708	736	+ 4.0%				
Days on Market		87	88	+ 1.1%	88	90	+ 2.3%				
Median Pending Price		\$390,000	\$360,000	- 7.7%	\$335,000	\$365,000	+ 9.0%				
Median Sales Price		\$350,000	\$382,500	+ 9.3%	\$330,000	\$372,000	+ 12.7%				
Pct. of Orig. Price Received		93.5%	91.6%	- 2.0%	94.3%	93.0%	- 1.4%				
Housing Affordability Index		88	84	- 4.5%	93	87	- 6.5%				
Inventory of Homes for Sale		410	422	+ 2.9%	--	--	--				
Months Supply of Inventory		6.9	6.5	- 5.8%	--	--	--				

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					Q4-2024	Q4-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	Q4-2021	Q4-2022	Q4-2023	Q4-2024	Q4-2025	YTD 2024	YTD 2025		YTD 2024	YTD 2025	
New Listings						3	1	- 66.7%	10	13	+ 30.0%
Pending Sales						1	2	+ 100.0%	8	7	- 12.5%
Closed Sales						1	3	+ 200.0%	7	7	0.0%
Days on Market						38	71	+ 86.8%	68	77	+ 13.2%
Median Pending Price						\$150,000	\$325,000	+ 116.7%	\$177,000	\$191,250	+ 8.1%
Median Sales Price						\$250,000	\$325,000	+ 30.0%	\$189,000	\$175,000	- 7.4%
Pct. of Orig. Price Received						86.2%	91.8%	+ 6.5%	90.2%	88.2%	- 2.2%
Housing Affordability Index						123	99	- 19.5%	163	184	+ 12.9%
Inventory of Homes for Sale						2	1	- 50.0%	--	--	--
Months Supply of Inventory						1.5	0.7	- 53.3%	--	--	--

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.



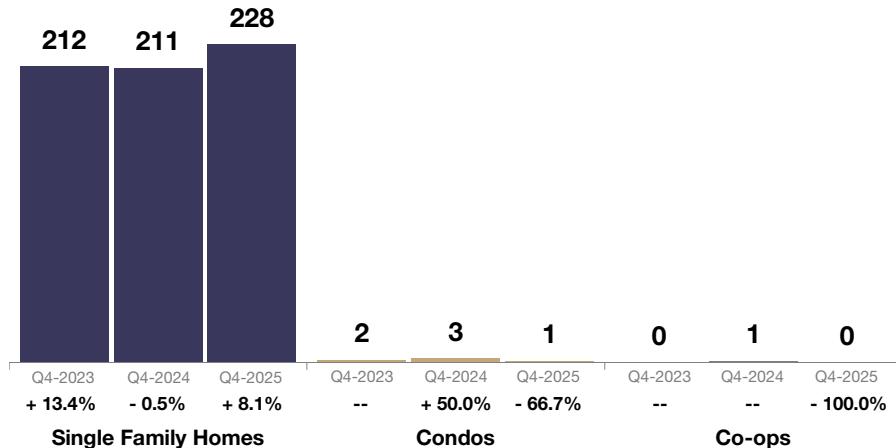
Key Metrics	Historical Sparkbars					Q4-2024	Q4-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	Q4-2021	Q4-2022	Q4-2023	Q4-2024	Q4-2025	YTD 2024	YTD 2025		YTD 2024	YTD 2025	
New Listings						1	0	-100.0%	6	7	+16.7%
Pending Sales						1	0	-100.0%	2	0	-100.0%
Closed Sales						1	0	-100.0%	1	1	0.0%
Days on Market						68	--	--	68	90	+32.4%
Median Pending Price						\$85,000	--	--	\$107,500	--	--
Median Sales Price						\$130,000	--	--	\$130,000	\$85,000	-34.6%
Pct. of Orig. Price Received						87.2%	--	--	87.2%	94.4%	+8.3%
Housing Affordability Index						--	--	--	--	--	--
Inventory of Homes for Sale						4	4	0.0%	--	--	--
Months Supply of Inventory						4.0	--	--	--	--	--

New Listings

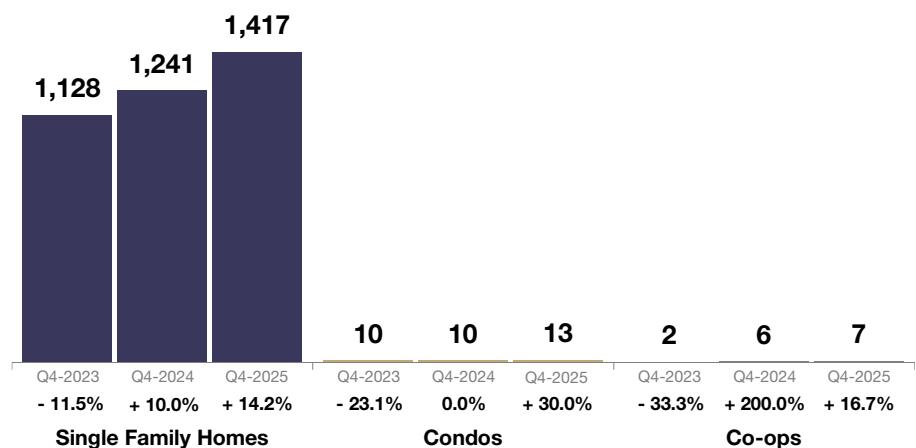
A count of the properties that have been newly listed on the market in a given quarter.

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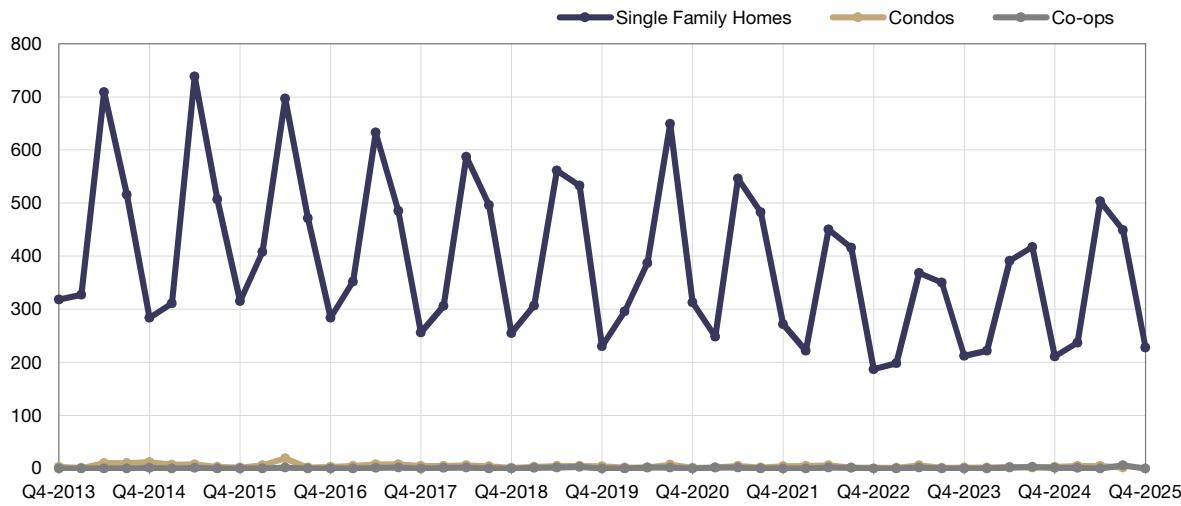
Q4-2025



Year to Date



Historical New Listings 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.

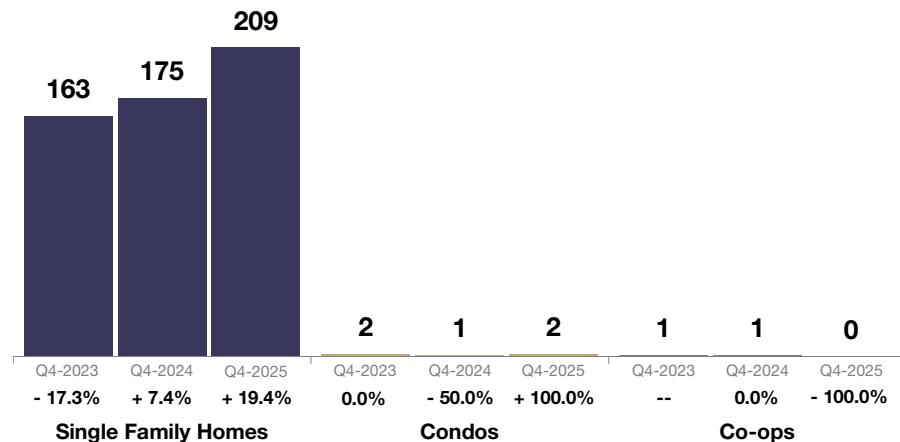
Quarter	Single Family Homes	Condos	Co-ops
Q1-2023	198	1	0
Q2-2023	368	6	2
Q3-2023	350	1	0
Q4-2023	212	2	0
Q1-2024	222	2	0
Q2-2024	391	3	2
Q3-2024	417	2	3
Q4-2024	211	3	1
Q1-2025	237	5	1
Q2-2025	503	5	0
Q3-2025	449	2	6
Q4-2025	228	1	0

Pending Sales

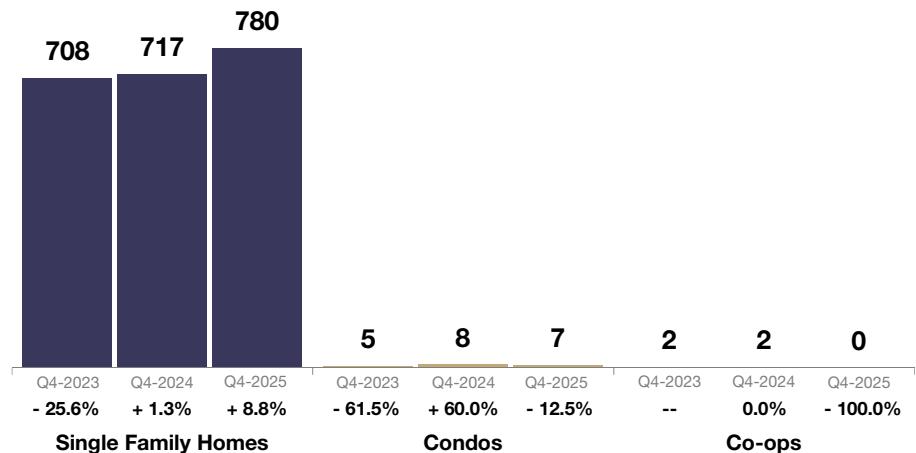
A count of the properties on which offers have been accepted in a given quarter.

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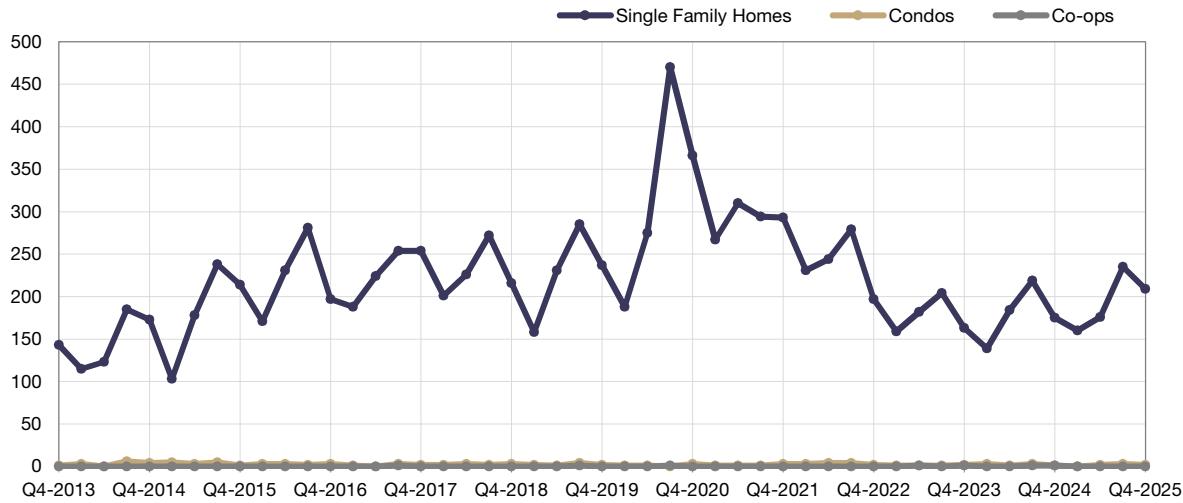
Q4-2025



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.

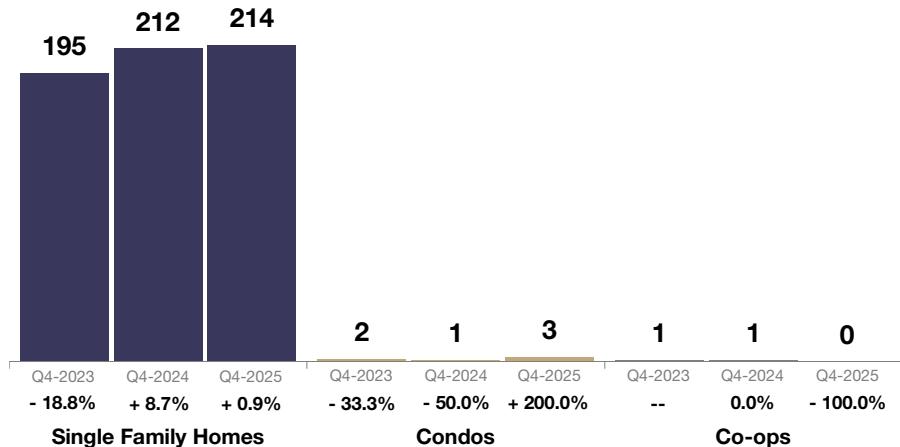
Quarter	Single Family Homes	Condos	Co-ops
Q1-2023	159	1	0
Q2-2023	182	1	1
Q3-2023	204	1	0
Q4-2023	163	2	1
Q1-2024	139	3	0
Q2-2024	184	1	0
Q3-2024	219	3	1
Q4-2024	175	1	1
Q1-2025	160	0	0
Q2-2025	176	2	0
Q3-2025	235	3	0
Q4-2025	209	2	0

Closed Sales

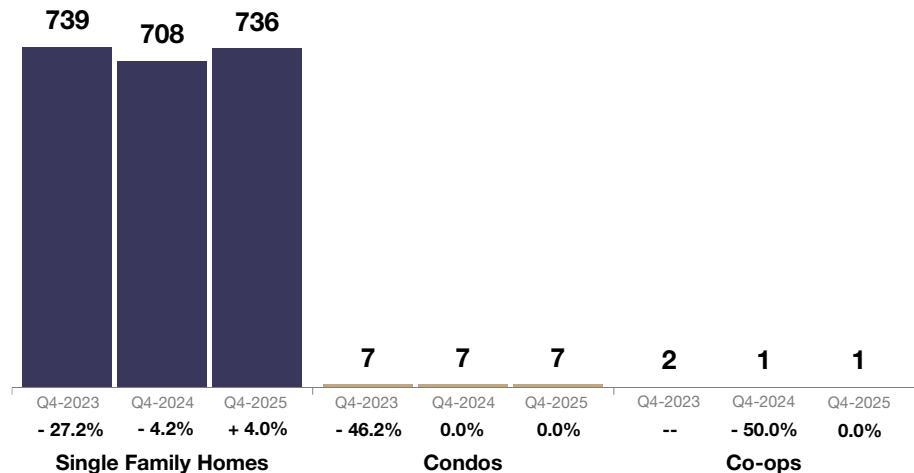
A count of the actual sales that closed in a given quarter.

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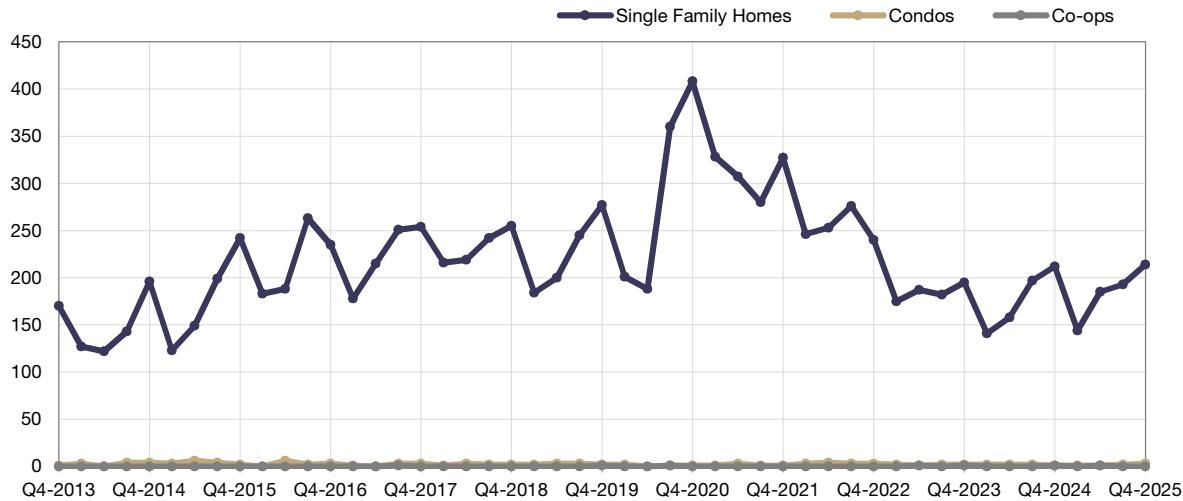
Q4-2025



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
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	185	1	1
Q3-2025	193	2	0
Q4-2025	214	3	0

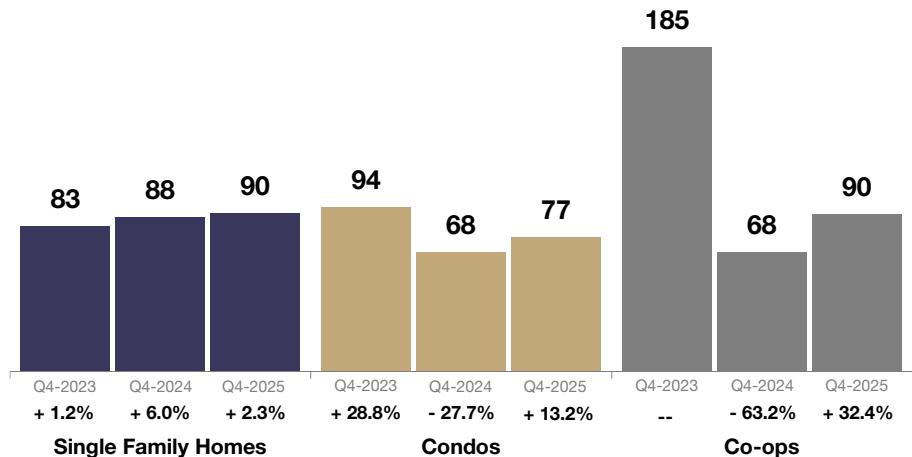
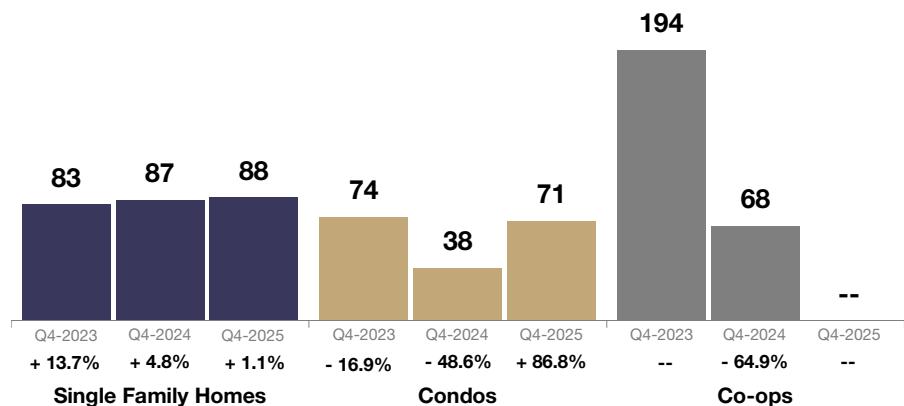
Days on Market Until Sale

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

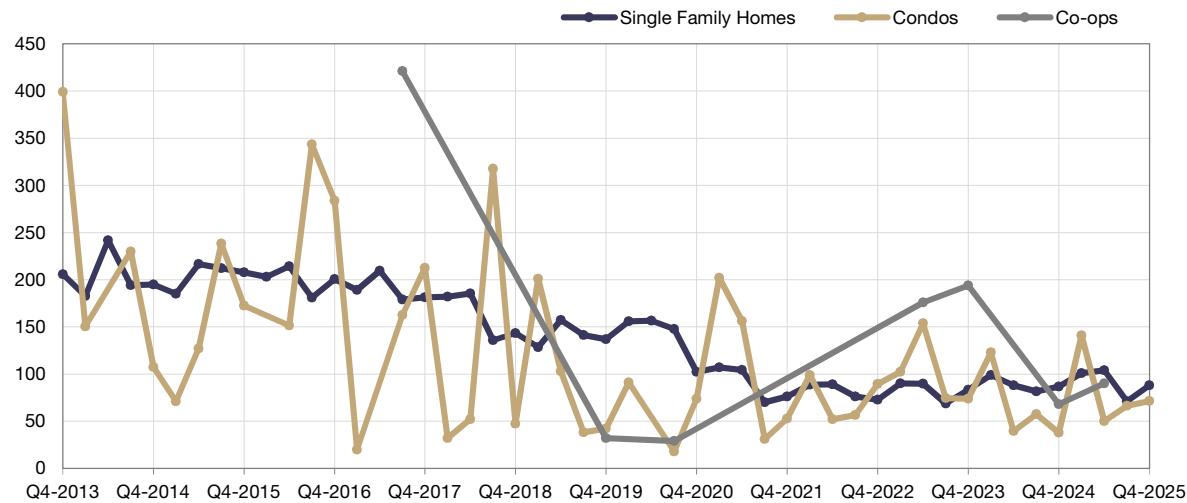
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Year to Date



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.

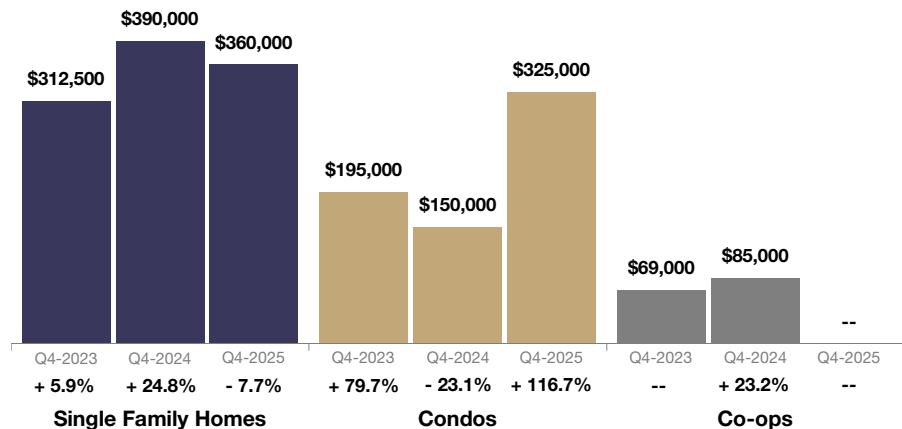
Quarter	Single Family Homes	Condos	Co-ops
Q1-2023	90	103	--
Q2-2023	90	154	176
Q3-2023	69	75	--
Q4-2023	83	74	194
Q1-2024	99	123	--
Q2-2024	88	40	--
Q3-2024	82	58	--
Q4-2024	87	38	68
Q1-2025	101	141	--
Q2-2025	104	50	90
Q3-2025	71	67	--
Q4-2025	88	71	--

Median Pending Price

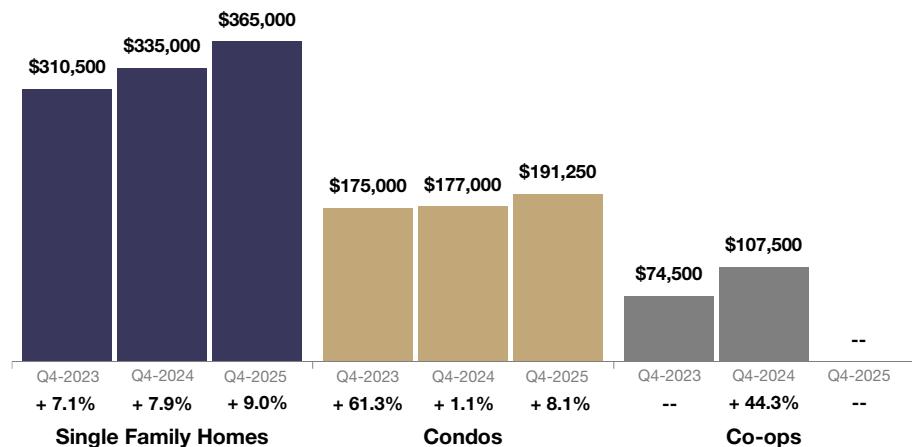
Point at which half of the pending sales sold for more and half sold for less, not accounting for seller concessions, in a given quarter.

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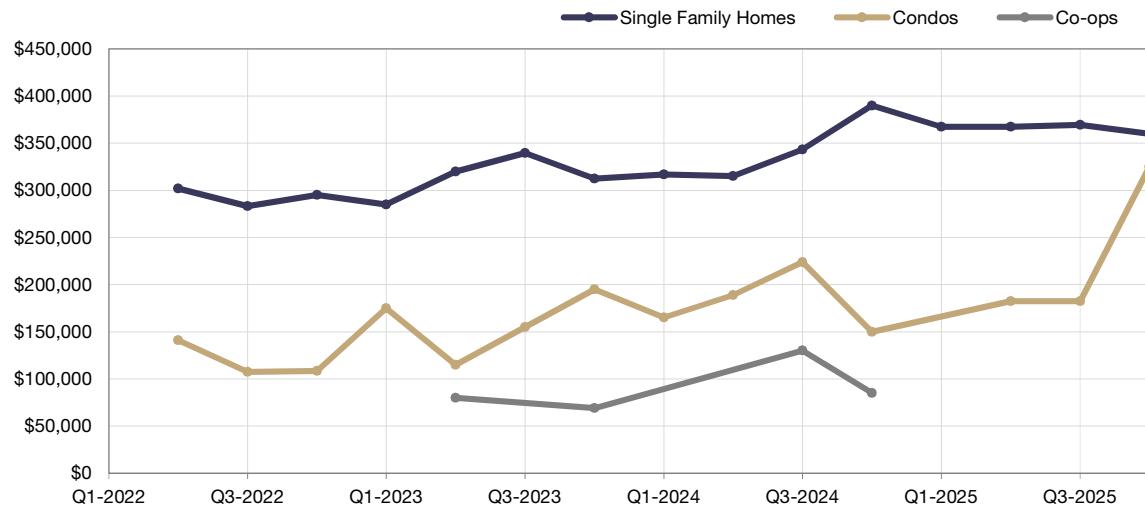
Q4-2025



Year to Date



Historical Median Pending Price 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.

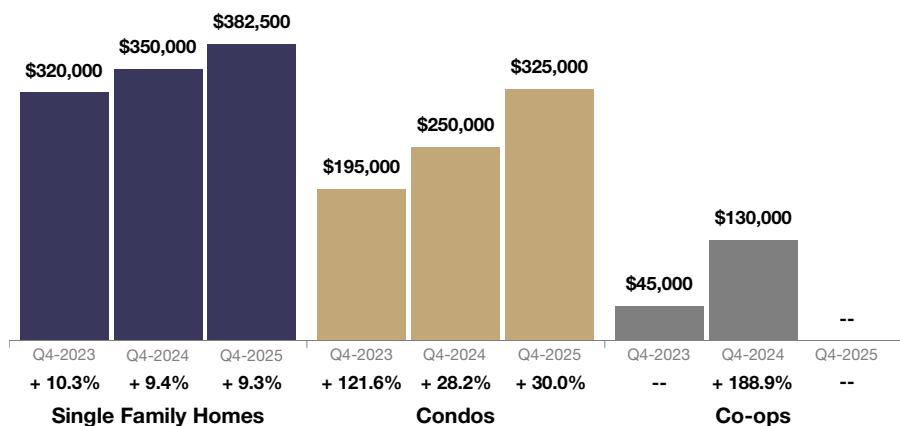
Quarter	Single Family Homes	Condos	Co-ops
--	--	--	--
Q2-2023	\$320,000	\$115,000	\$80,000
Q3-2023	\$339,500	\$155,000	--
Q4-2023	\$312,500	\$195,000	\$69,000
Q1-2024	\$317,000	\$165,000	--
Q2-2024	\$315,000	\$189,000	--
Q3-2024	\$343,250	\$224,000	\$130,000
Q4-2024	\$390,000	\$150,000	\$85,000
Q1-2025	\$367,500	\$0	--
Q2-2025	\$367,500	\$182,500	--
Q3-2025	\$369,500	\$182,500	--
Q4-2025	\$360,000	\$325,000	--

Median Sales Price

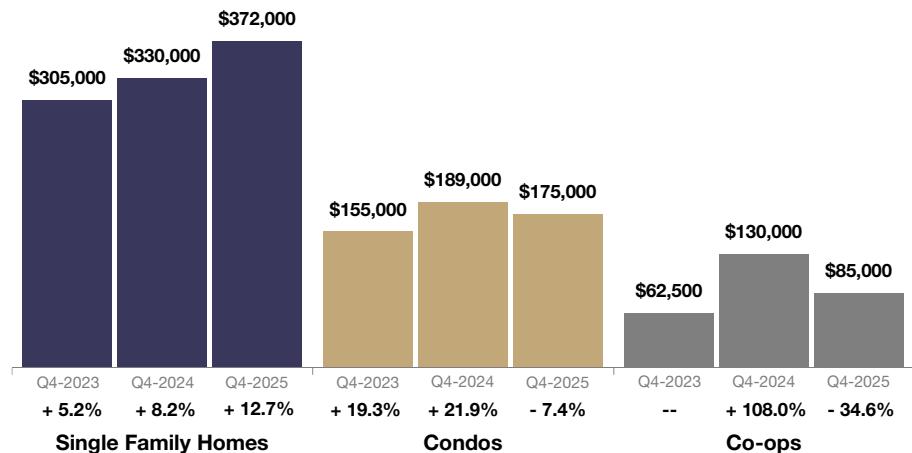
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given quarter.

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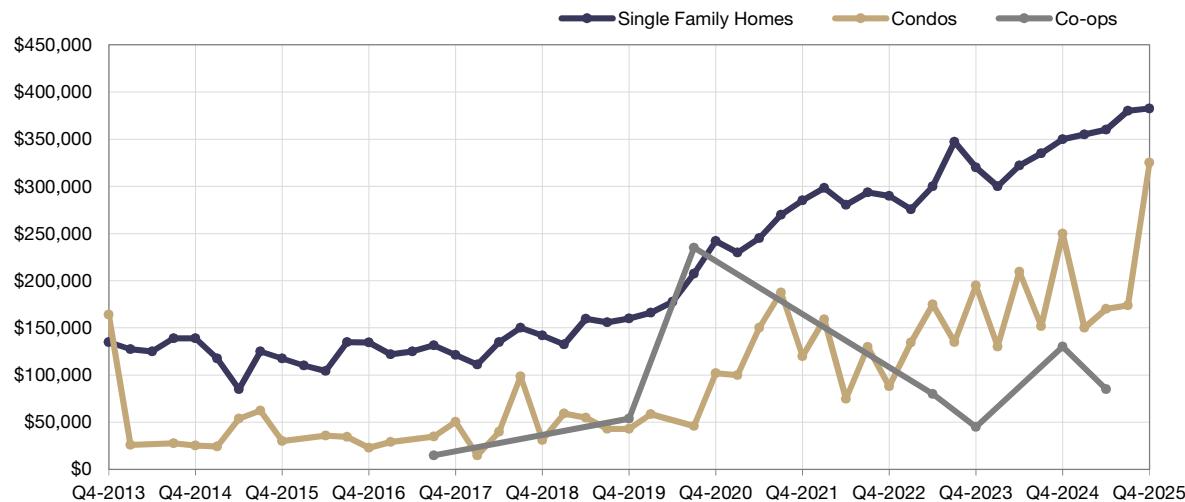
Q4-2025



Year to Date



Historical Median Sales Price 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.

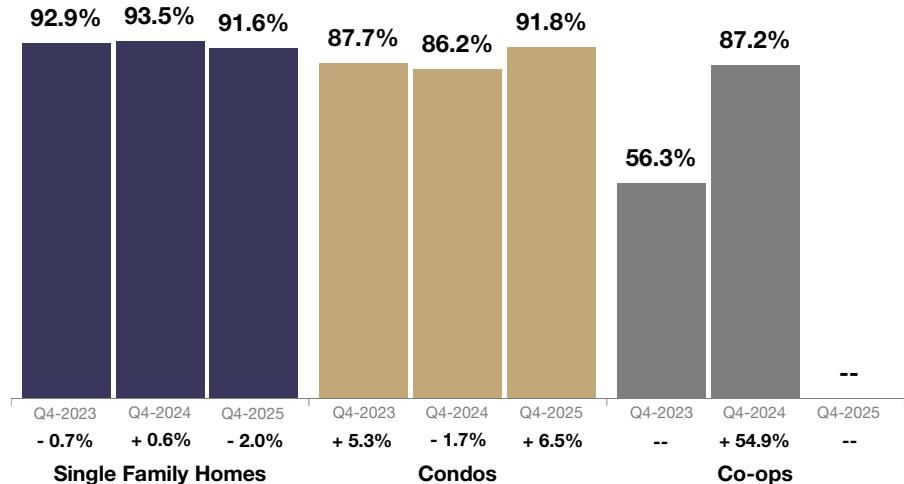
Quarter	Single Family Homes	Condos	Co-ops
Q1-2023	\$275,500	\$134,500	--
Q2-2023	\$299,900	\$175,000	\$80,000
Q3-2023	\$347,250	\$135,000	--
Q4-2023	\$320,000	\$195,000	\$45,000
Q1-2024	\$300,000	\$130,000	--
Q2-2024	\$322,000	\$209,500	--
Q3-2024	\$335,000	\$152,000	--
Q4-2024	\$350,000	\$250,000	\$130,000
Q1-2025	\$355,000	\$150,000	--
Q2-2025	\$360,000	\$170,000	\$85,000
Q3-2025	\$380,000	\$173,750	--
Q4-2025	\$382,500	\$325,000	--

Percent of Original List Price Received

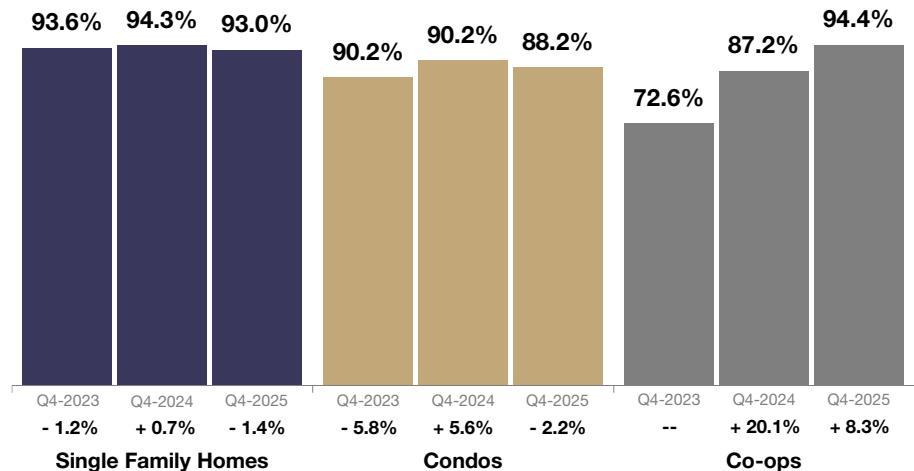
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

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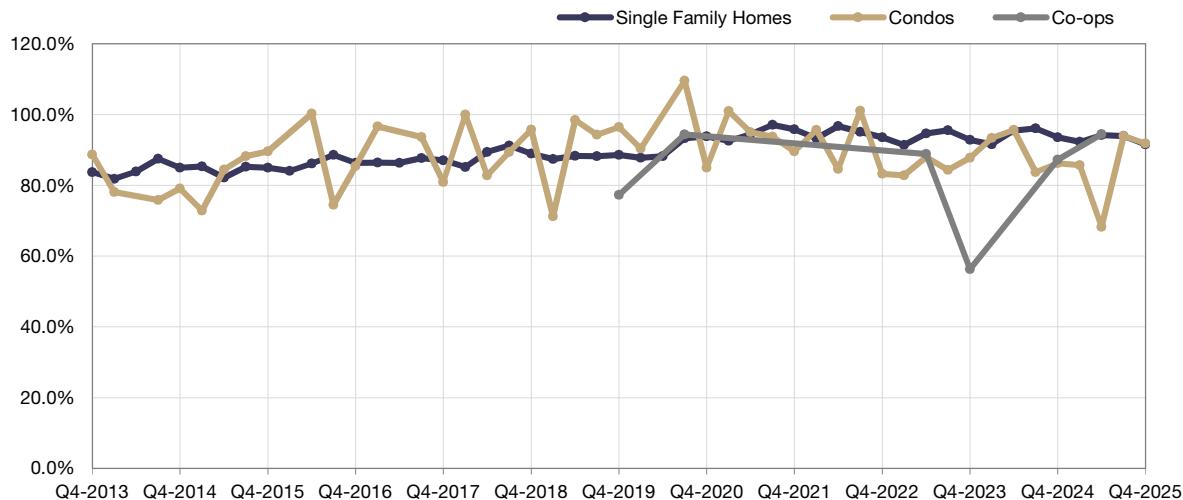
Q4-2025



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.

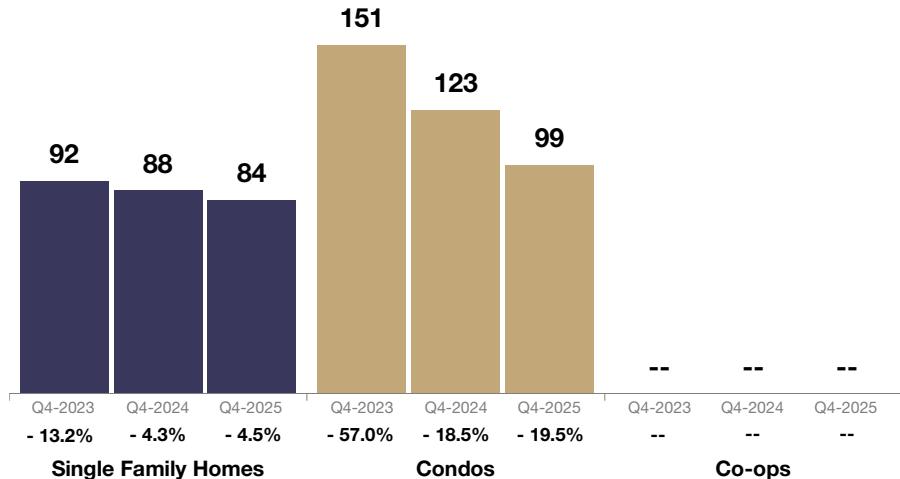
Quarter	Single Family Homes	Condos	Co-ops
Q1-2023	91.4%	82.8%	--
Q2-2023	94.6%	87.9%	88.9%
Q3-2023	95.5%	84.4%	--
Q4-2023	92.9%	87.7%	56.3%
Q1-2024	91.6%	93.4%	--
Q2-2024	95.5%	95.6%	--
Q3-2024	96.1%	83.7%	--
Q4-2024	93.5%	86.2%	87.2%
Q1-2025	92.3%	85.7%	--
Q2-2025	94.2%	68.3%	94.4%
Q3-2025	93.9%	93.9%	--
Q4-2025	91.6%	91.8%	--

Housing Affordability Index

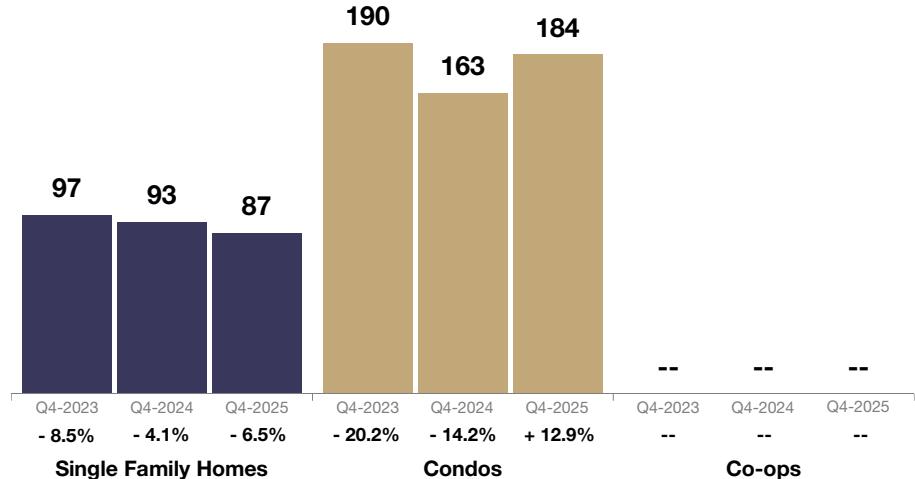
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

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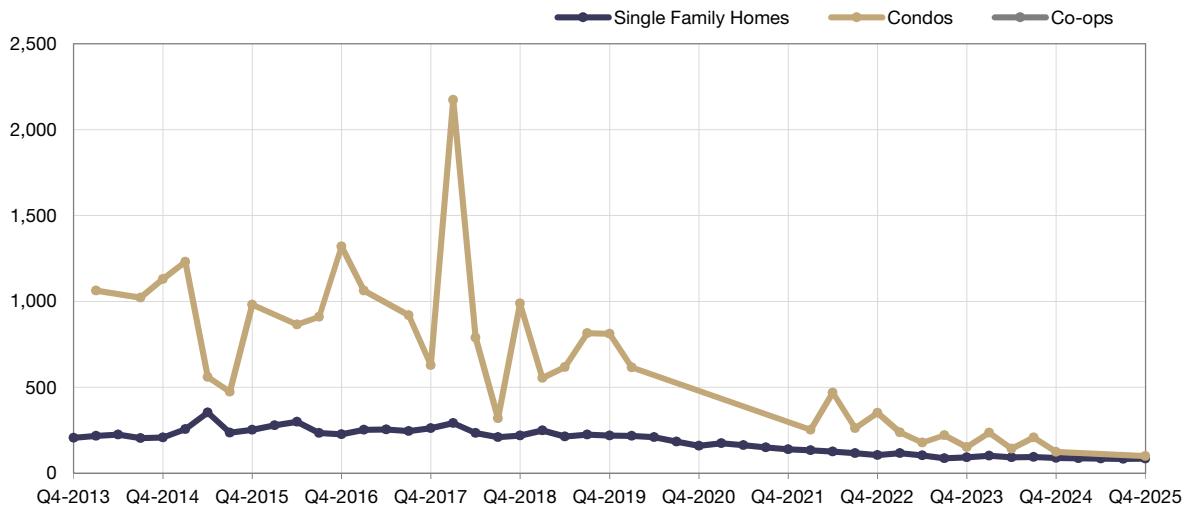
Q4-2025



Year to Date



Historical Housing Affordability Index 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.

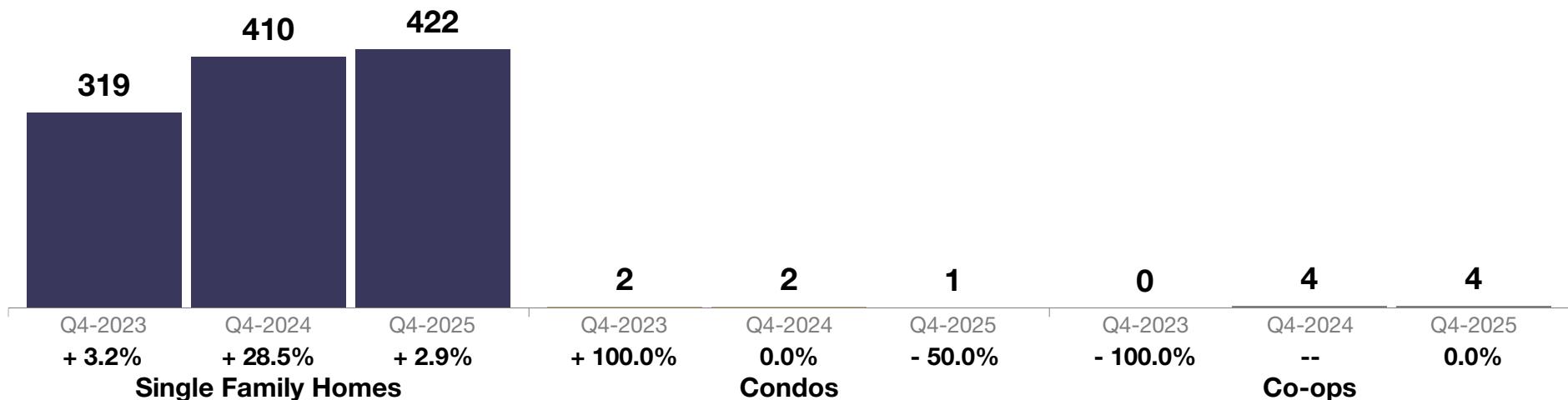
Quarter	Single Family Homes	Condos	Co-ops
Q1-2023	116	237	--
Q2-2023	104	178	--
Q3-2023	86	221	--
Q4-2023	92	151	--
Q1-2024	102	235	--
Q2-2024	93	143	--
Q3-2024	94	208	--
Q4-2024	88	123	--
Q1-2025	86	0	--
Q2-2025	85	0	--
Q3-2025	82	0	--
Q4-2025	84	99	--

Inventory of Homes for Sale

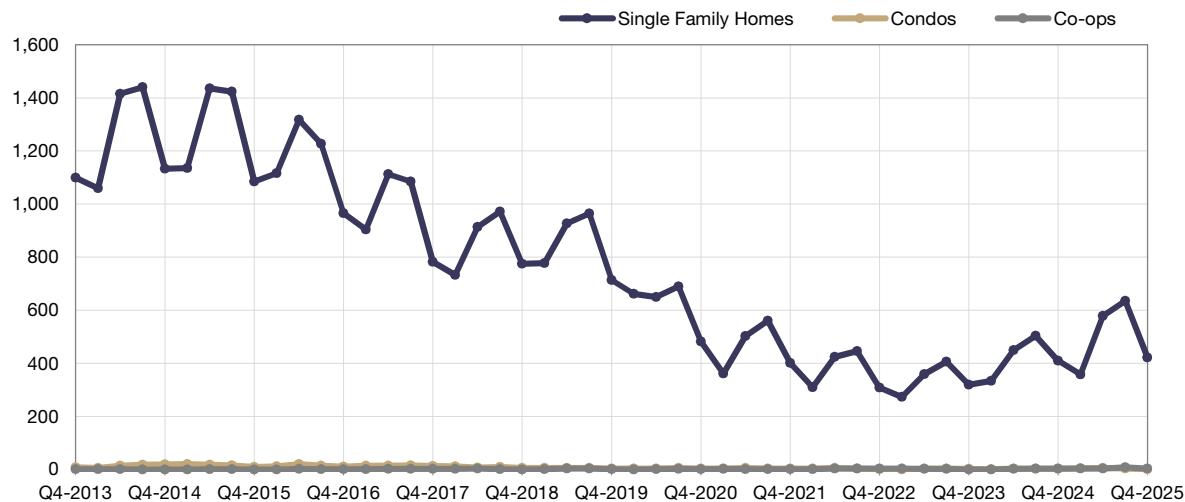
The number of properties available for sale in active status at the end of a given quarter.

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Q4-2025



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.

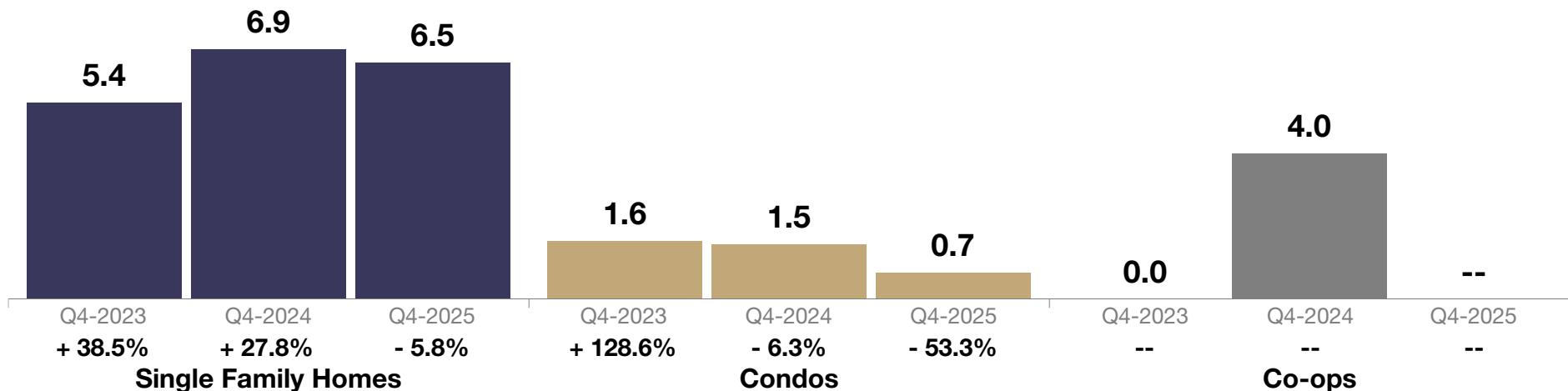
Quarter	Single Family Homes	Condos	Co-ops
Q1-2023	273	0	3
Q2-2023	359	4	2
Q3-2023	406	3	2
Q4-2023	319	2	0
Q1-2024	334	1	0
Q2-2024	450	3	2
Q3-2024	504	2	4
Q4-2024	410	2	4
Q1-2025	358	5	4
Q2-2025	578	6	4
Q3-2025	635	4	8
Q4-2025	422	1	4

Months Supply of Inventory

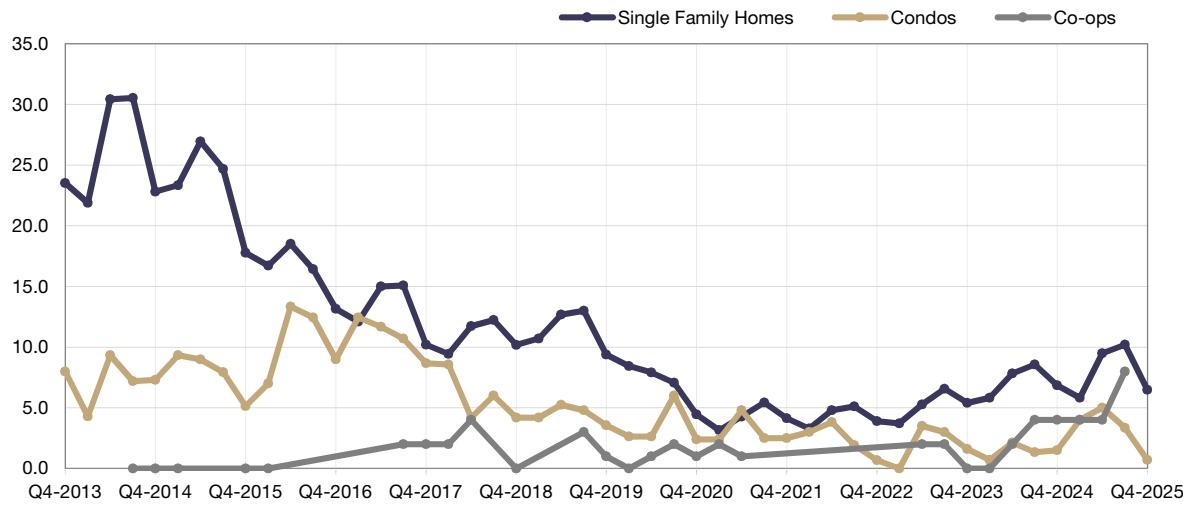
The inventory of homes for sale at the end of a given quarter, divided by the average monthly pending sales from the last 4 quarters.

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Q4-2025



Historical Months Supply of Inventory 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
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	6.9	1.5	4.0
Q1-2025	5.8	4.0	4.0
Q2-2025	9.5	5.0	4.0
Q3-2025	10.2	3.3	8.0
Q4-2025	6.5	0.7	--

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					Q4-2024	Q4-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	Q4-2021	Q4-2022	Q4-2023	Q4-2024	Q4-2025	Q4-2024	Q4-2025		YTD 2024	YTD 2025	
New Listings						215	229	+ 6.5%	1,257	1,437	+ 14.3%
Pending Sales						177	211	+ 19.2%	727	787	+ 8.3%
Closed Sales						214	217	+ 1.4%	716	744	+ 3.9%
Days on Market						86	88	+ 2.3%	88	90	+ 2.3%
Median Pending Price						\$390,000	\$360,000	- 7.7%	\$330,000	\$365,000	+ 10.6%
Median Sales Price						\$349,000	\$380,000	+ 8.9%	\$330,000	\$370,000	+ 12.1%
Pct. of Orig. Price Received						93.5%	91.6%	- 2.0%	94.2%	93.0%	- 1.3%
Housing Affordability Index						88	85	- 3.4%	93	87	- 6.5%
Inventory of Homes for Sale						416	427	+ 2.6%	--	--	--
Months Supply of Inventory						6.9	6.5	- 5.8%	--	--	--