

Quarterly Indicators

Provided by OneKey® MLS

Ulster 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 11.8 percent to 265.
- Condos Closed Sales were down 14.3 percent to 6.
- There were no recorded Co-Op sales this quarter.

- Single-Family Median Sales Price held steady at \$450,000.
- Condos Median Sales Price increased 15.8 percent to \$330,000.
- 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.

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Quarterly Snapshot

+ 11.1% **- 0.3%** **+ 0.8%**

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					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		278	279	+ 0.4%	1,272	1,342	+ 5.5%				
Pending Sales		232	249	+ 7.3%	855	920	+ 7.6%				
Closed Sales		237	265	+ 11.8%	826	890	+ 7.7%				
Days on Market		69	69	0.0%	64	71	+ 10.9%				
Median Pending Price		\$420,000	\$459,900	+ 9.5%	\$435,000	\$450,000	+ 3.4%				
Median Sales Price		\$450,000	\$450,000	0.0%	\$439,000	\$443,500	+ 1.0%				
Pct. of Orig. Price Received		98.1%	96.4%	- 1.7%	98.1%	96.7%	- 1.4%				
Housing Affordability Index		86	90	+ 4.7%	88	92	+ 4.5%				
Inventory of Homes for Sale		304	297	- 2.3%	--	--	--				
Months Supply of Inventory		4.3	3.9	- 9.3%	--	--	--				

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					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		3	6	+ 100.0%	28	32	+ 14.3%				
Pending Sales		8	1	- 87.5%	23	22	- 4.3%				
Closed Sales		7	6	- 14.3%	18	24	+ 33.3%				
Days on Market		51	53	+ 3.9%	45	57	+ 26.7%				
Median Pending Price		\$327,500	\$335,000	+ 2.3%	\$285,000	\$305,000	+ 7.0%				
Median Sales Price		\$285,000	\$330,000	+ 15.8%	\$277,500	\$304,250	+ 9.6%				
Pct. of Orig. Price Received		98.3%	95.6%	- 2.7%	98.3%	94.6%	- 3.8%				
Housing Affordability Index		136	123	- 9.6%	140	134	- 4.3%				
Inventory of Homes for Sale		2	9	+ 350.0%	--	--	--				
Months Supply of Inventory		1.0	3.3	+ 230.0%	--	--	--				

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.



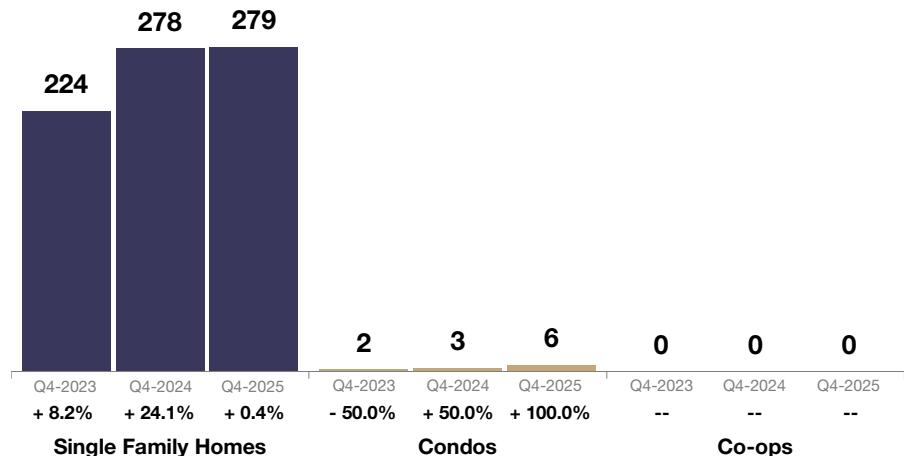
Key Metrics	Historical Sparkbars					Q4-2024	Q4-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	Q4-2021	Q4-2022	Q4-2023	Q4-2024	Q4-2025	Q4-2024	Q4-2025		YTD 2024	YTD 2025	
New Listings						0	0	--	1	0	- 100.0%
Pending Sales						0	1	--	0	1	--
Closed Sales						0	0	--	0	0	--
Days on Market						--	--	--	--	--	--
Median Pending Price						--	\$35,000	--	--	\$35,000	--
Median Sales Price						--	--	--	--	--	--
Pct. of Orig. Price Received						--	--	--	--	--	--
Housing Affordability Index						--	--	--	--	--	--
Inventory of Homes for Sale				    	Q4-2025	1	0	- 100.0%	--	--	--
Months Supply of Inventory					    	--	0.0	--	--	--	--

New Listings

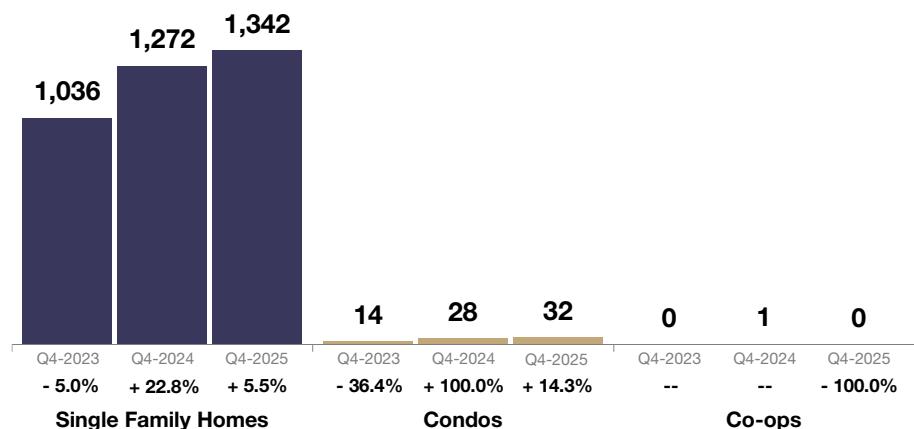
A count of the properties that have been newly listed on the market in a given quarter.

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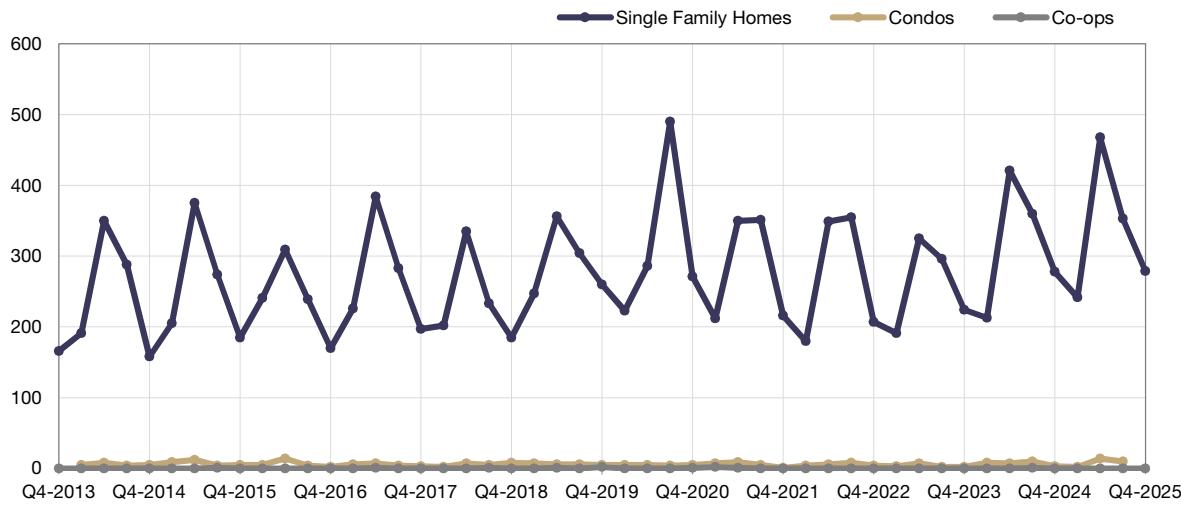
Q4-2025



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.

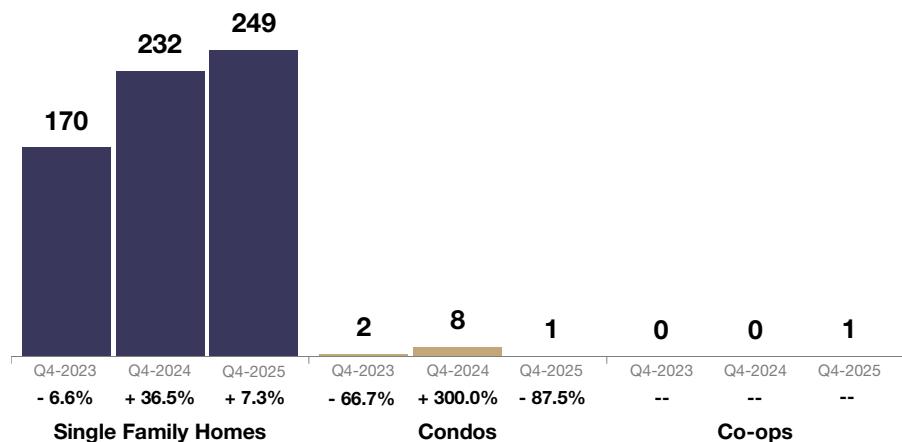
Quarter	Single Family Homes	Condos	Co-ops
Q1-2023	191	3	0
Q2-2023	325	7	0
Q3-2023	296	2	0
Q4-2023	224	2	0
Q1-2024	213	8	0
Q2-2024	421	7	0
Q3-2024	360	10	1
Q4-2024	278	3	0
Q1-2025	242	2	0
Q2-2025	468	14	0
Q3-2025	353	10	0
Q4-2025	279	6	0

Pending Sales

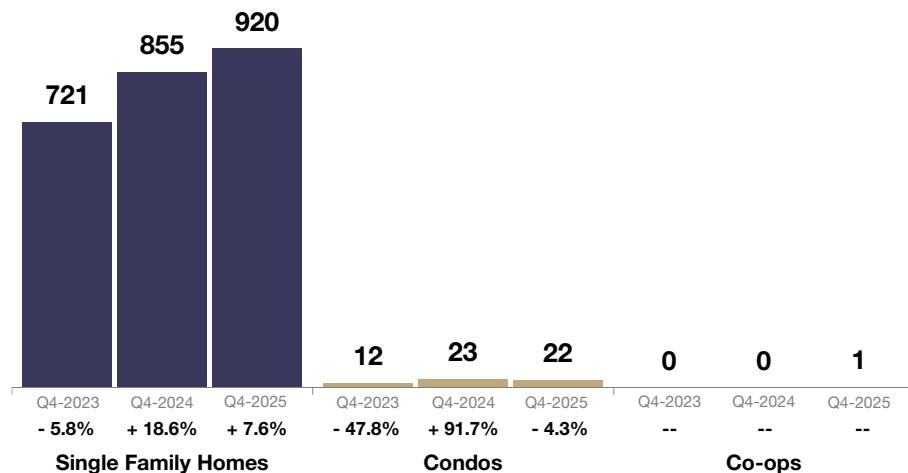
A count of the properties on which offers have been accepted in a given quarter.

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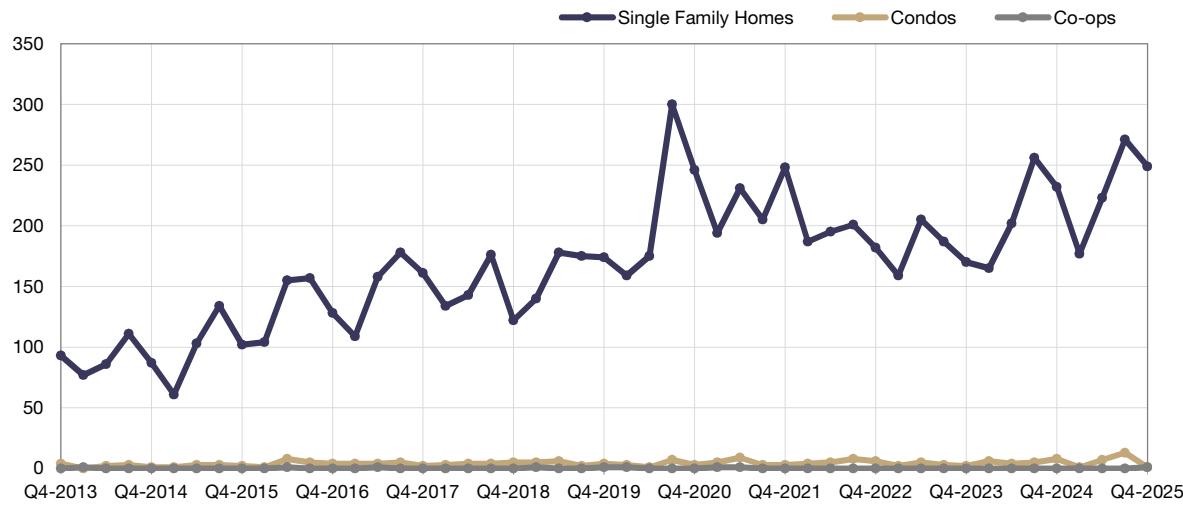
Q4-2025



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.

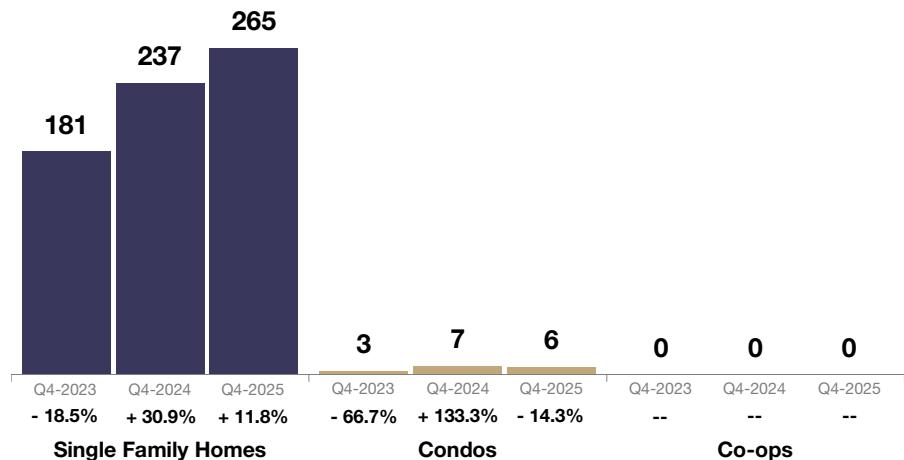
Quarter	Single Family Homes	Condos	Co-ops
Q1-2023	159	2	0
Q2-2023	205	5	0
Q3-2023	187	3	0
Q4-2023	170	2	0
Q1-2024	165	6	0
Q2-2024	202	4	0
Q3-2024	256	5	0
Q4-2024	232	8	0
Q1-2025	177	1	0
Q2-2025	223	7	0
Q3-2025	271	13	0
Q4-2025	249	1	1

Closed Sales

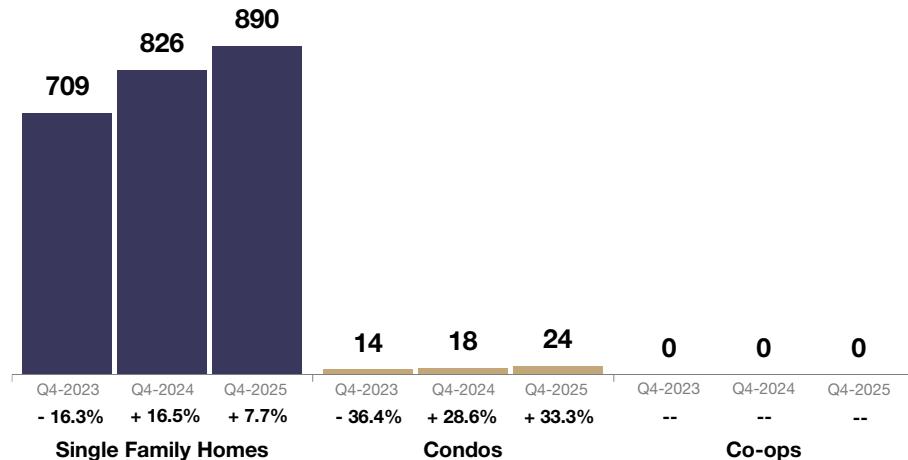
A count of the actual sales that closed in a given quarter.

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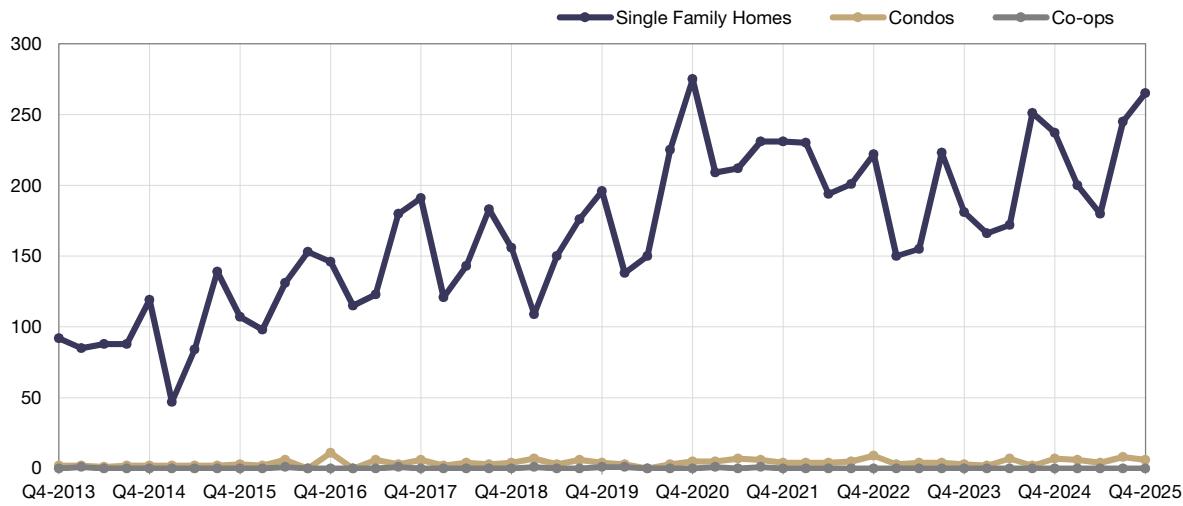
Q4-2025



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.

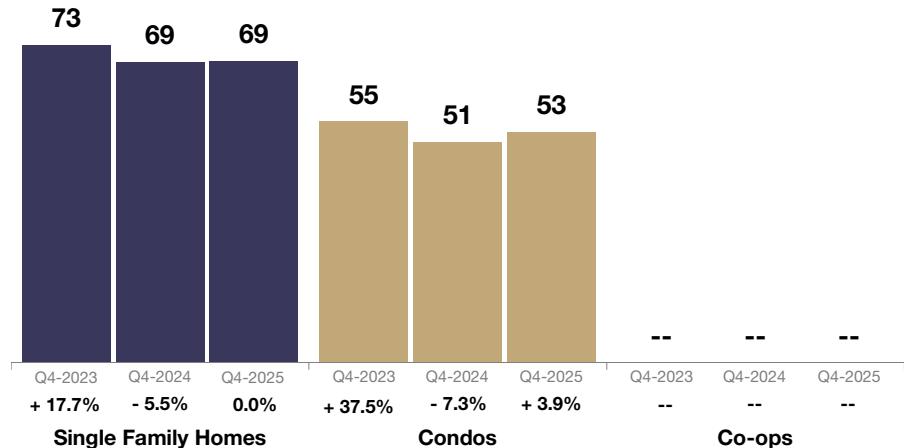
Quarter	Single Family Homes	Condos	Co-ops
Q1-2023	150	3	0
Q2-2023	155	4	0
Q3-2023	223	4	0
Q4-2023	181	3	0
Q1-2024	166	2	0
Q2-2024	172	7	0
Q3-2024	251	2	0
Q4-2024	237	7	0
Q1-2025	200	6	0
Q2-2025	180	4	0
Q3-2025	245	8	0
Q4-2025	265	6	0

Days on Market Until Sale

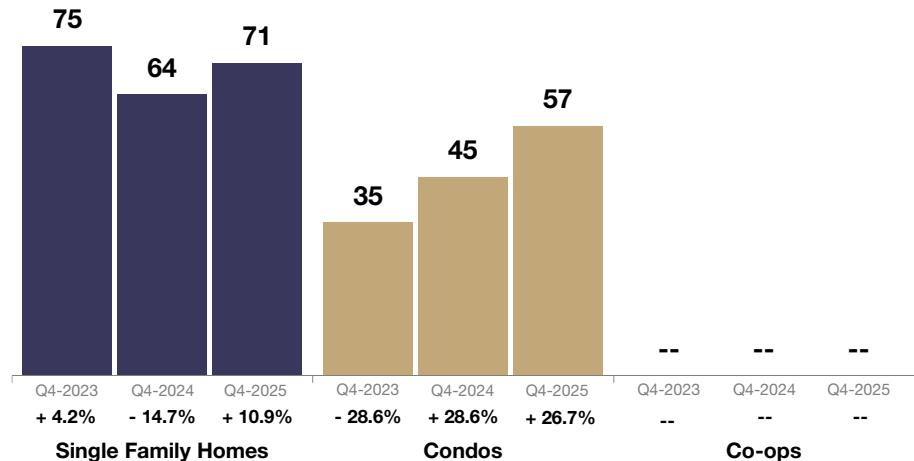
Average number of days between when a property is listed and when an offer is accepted in a given quarter.



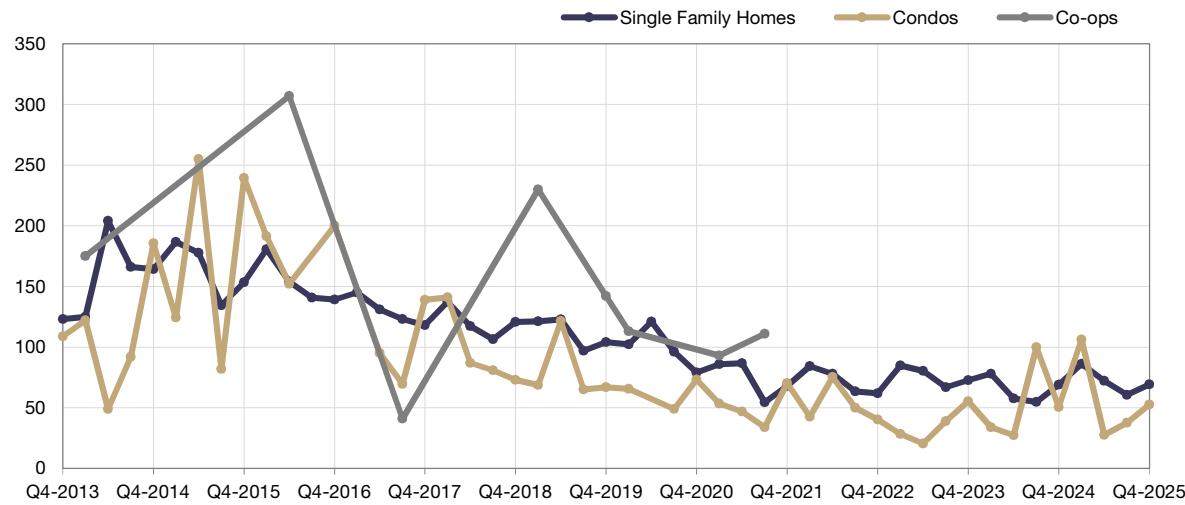
Q4-2025



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.

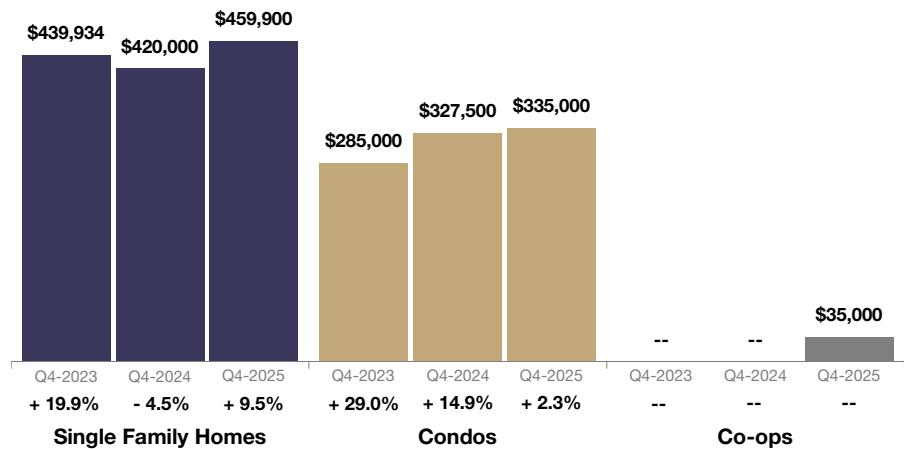
Quarter	Single Family Homes	Condos	Co-ops
Q1-2023	85	28	--
Q2-2023	80	21	--
Q3-2023	67	39	--
Q4-2023	73	55	--
Q1-2024	78	34	--
Q2-2024	58	27	--
Q3-2024	55	100	--
Q4-2024	69	51	--
Q1-2025	86	106	--
Q2-2025	72	28	--
Q3-2025	61	38	--
Q4-2025	69	53	--

Median Pending Price

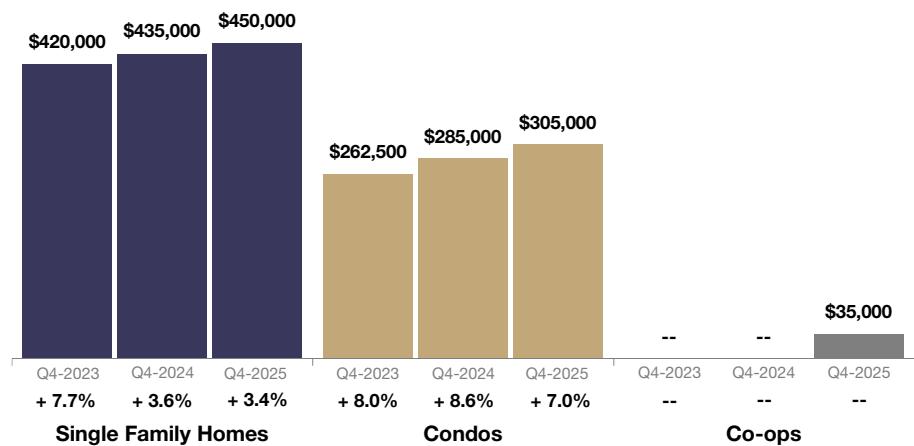
Point at which half of the pending sales sold for more and half sold for less, not accounting for seller concessions, in a given quarter.



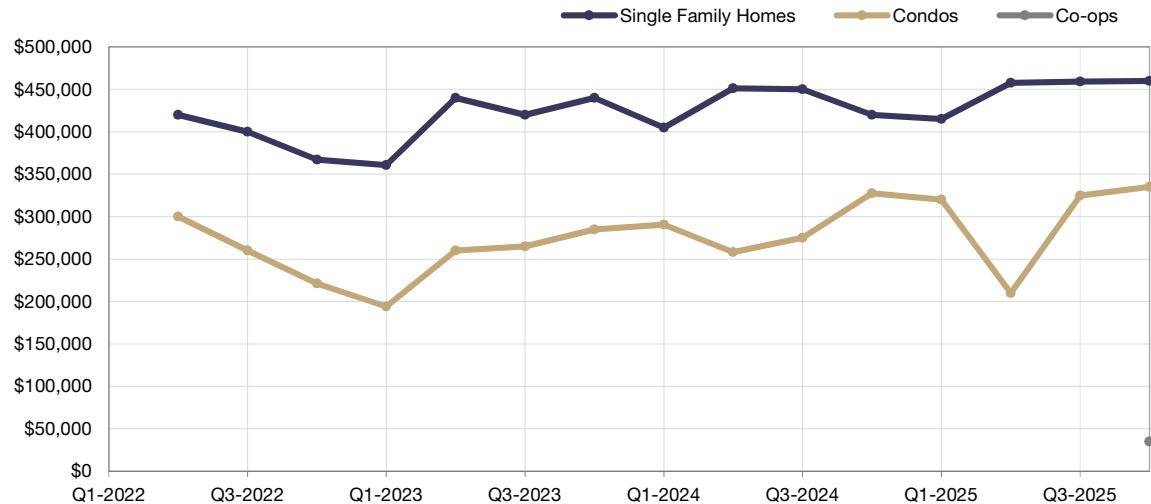
Q4-2025



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.

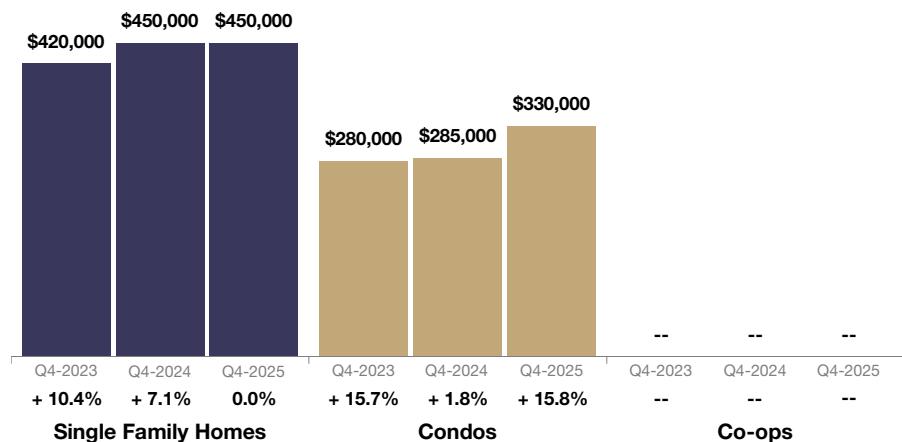
Quarter	Single Family Homes	Condos	Co-ops
--	--	--	--
Q2-2023	\$440,000	\$260,000	--
Q3-2023	\$420,000	\$265,000	--
Q4-2023	\$439,934	\$285,000	--
Q1-2024	\$405,000	\$290,500	--
Q2-2024	\$451,250	\$258,000	--
Q3-2024	\$450,000	\$275,000	--
Q4-2024	\$420,000	\$327,500	--
Q1-2025	\$414,900	\$320,000	--
Q2-2025	\$457,500	\$210,000	--
Q3-2025	\$459,000	\$325,000	--
Q4-2025	\$459,900	\$335,000	\$35,000

Median Sales Price

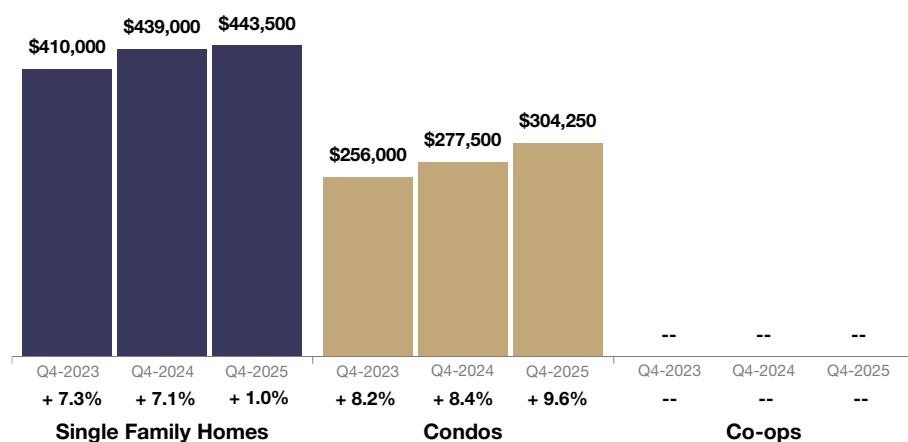
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given quarter.



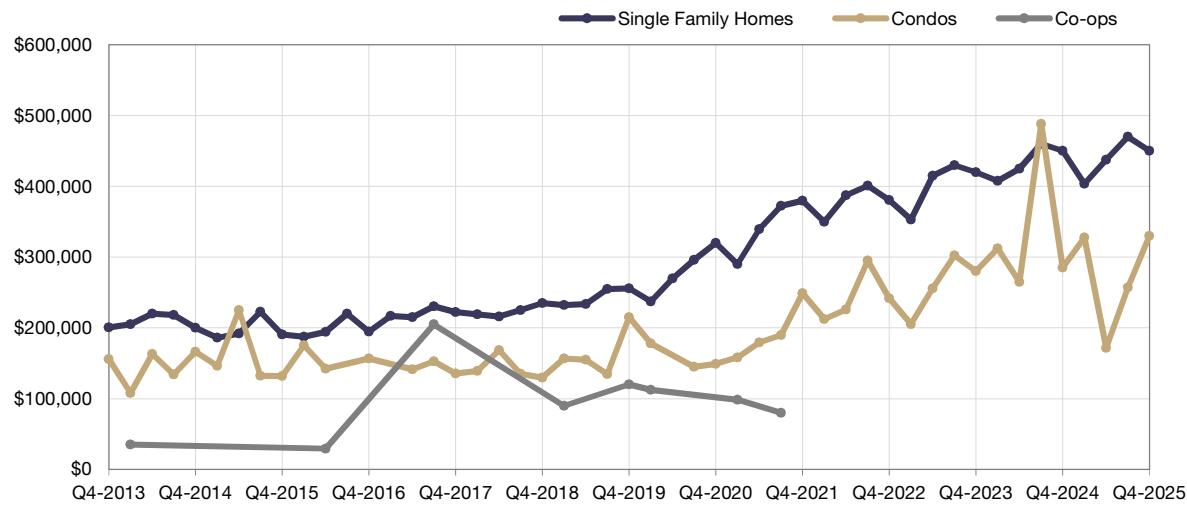
Q4-2025



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.

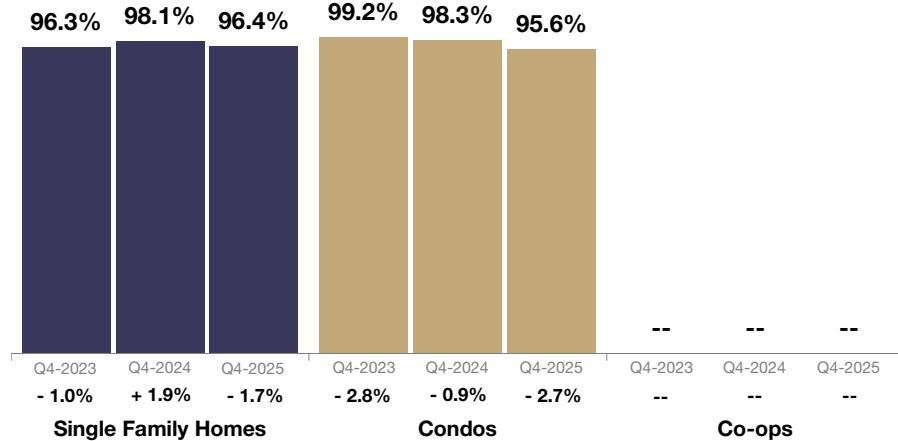
Quarter	Single Family Homes	Condos	Co-ops
Q1-2023	\$353,000	\$205,000	--
Q2-2023	\$415,000	\$256,000	--
Q3-2023	\$430,000	\$302,500	--
Q4-2023	\$420,000	\$280,000	--
Q1-2024	\$407,750	\$312,500	--
Q2-2024	\$425,000	\$265,000	--
Q3-2024	\$460,000	\$488,000	--
Q4-2024	\$450,000	\$285,000	--
Q1-2025	\$403,750	\$327,500	--
Q2-2025	\$437,500	\$171,750	--
Q3-2025	\$470,000	\$257,000	--
Q4-2025	\$450,000	\$330,000	--

Percent of Original List Price Received

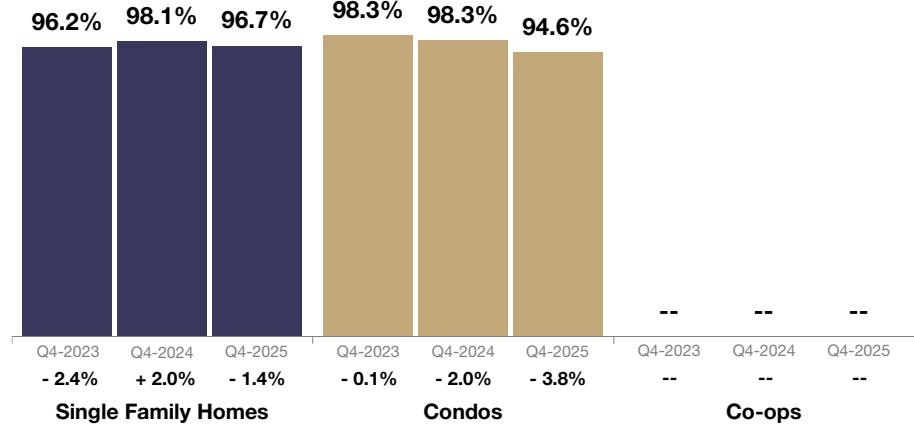
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



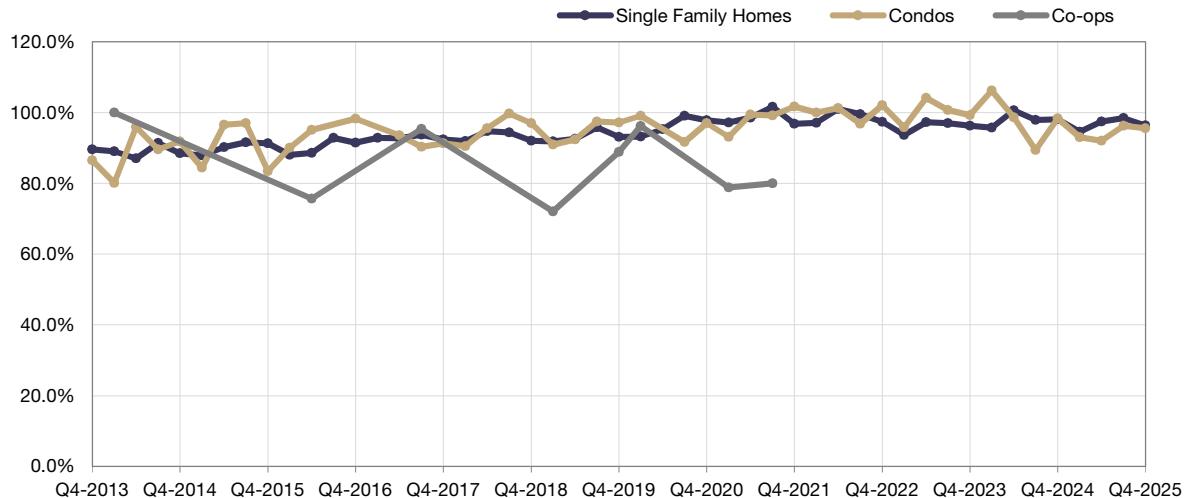
Q4-2025



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.

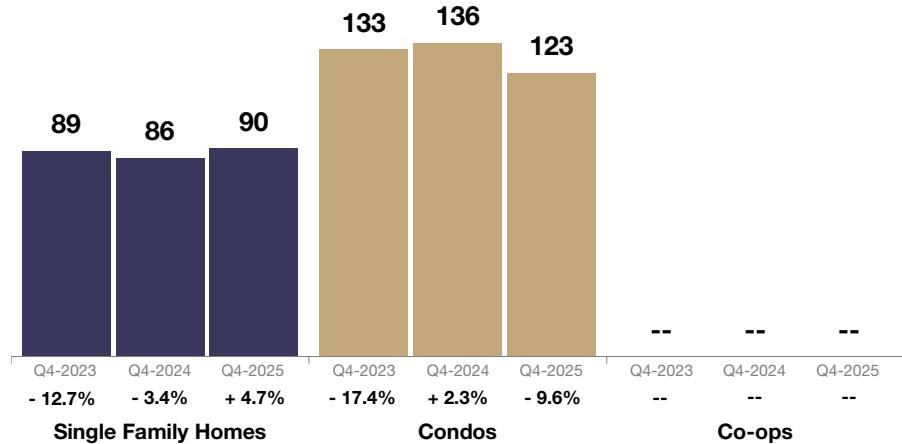
Quarter	Single Family Homes	Condos	Co-ops
Q1-2023	93.6%	95.8%	--
Q2-2023	97.3%	104.1%	--
Q3-2023	97.0%	100.7%	--
Q4-2023	96.3%	99.2%	--
Q1-2024	95.7%	106.2%	--
Q2-2024	100.6%	98.6%	--
Q3-2024	97.9%	89.4%	--
Q4-2024	98.1%	98.3%	--
Q1-2025	94.5%	93.1%	--
Q2-2025	97.4%	92.1%	--
Q3-2025	98.5%	96.3%	--
Q4-2025	96.4%	95.6%	--

Housing Affordability Index

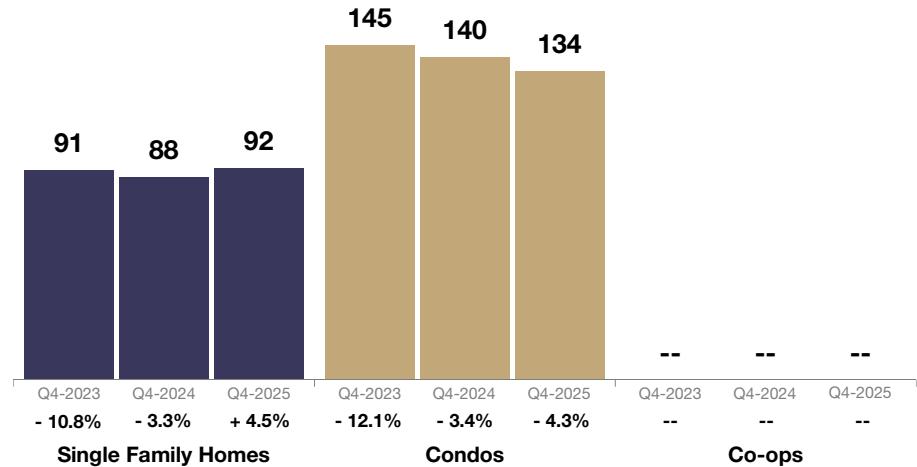
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



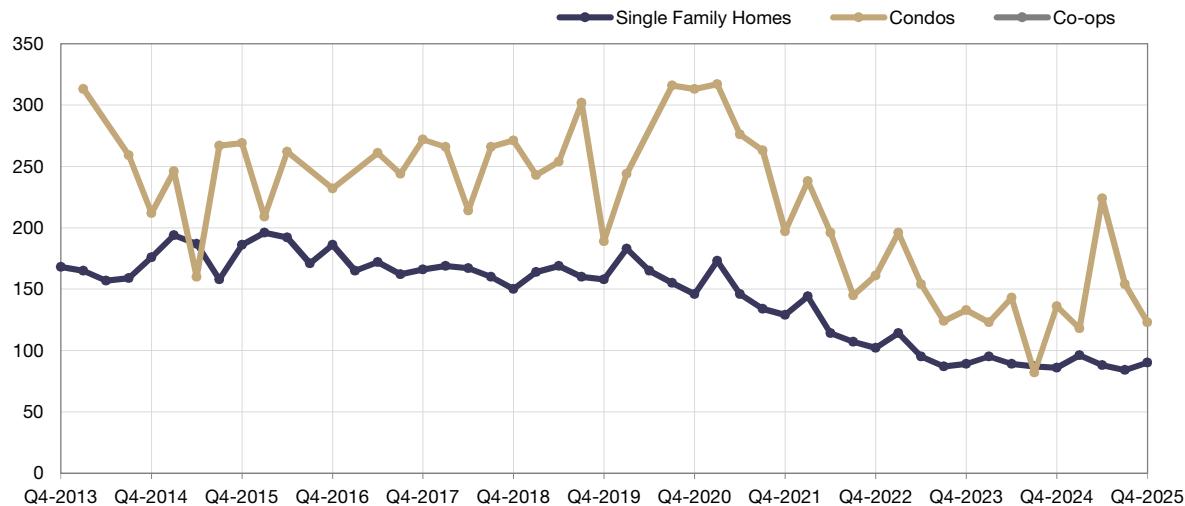
Q4-2025



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.

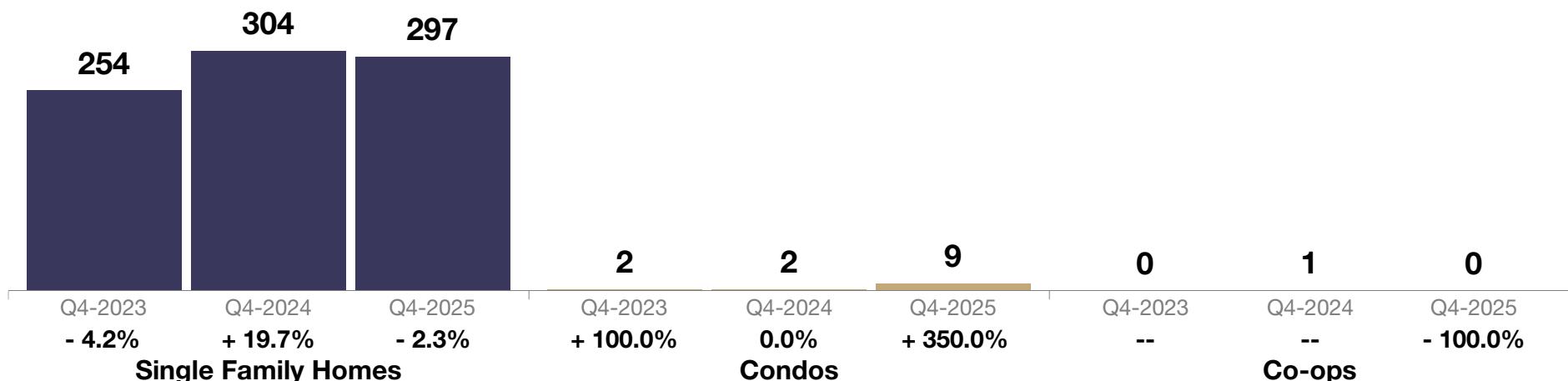
Quarter	Single Family Homes	Condos	Co-ops
Q1-2023	114	196	--
Q2-2023	95	154	--
Q3-2023	87	124	--
Q4-2023	89	133	--
Q1-2024	95	123	--
Q2-2024	89	143	--
Q3-2024	87	82	--
Q4-2024	86	136	--
Q1-2025	96	118	--
Q2-2025	88	224	--
Q3-2025	84	154	--
Q4-2025	90	123	--

Inventory of Homes for Sale

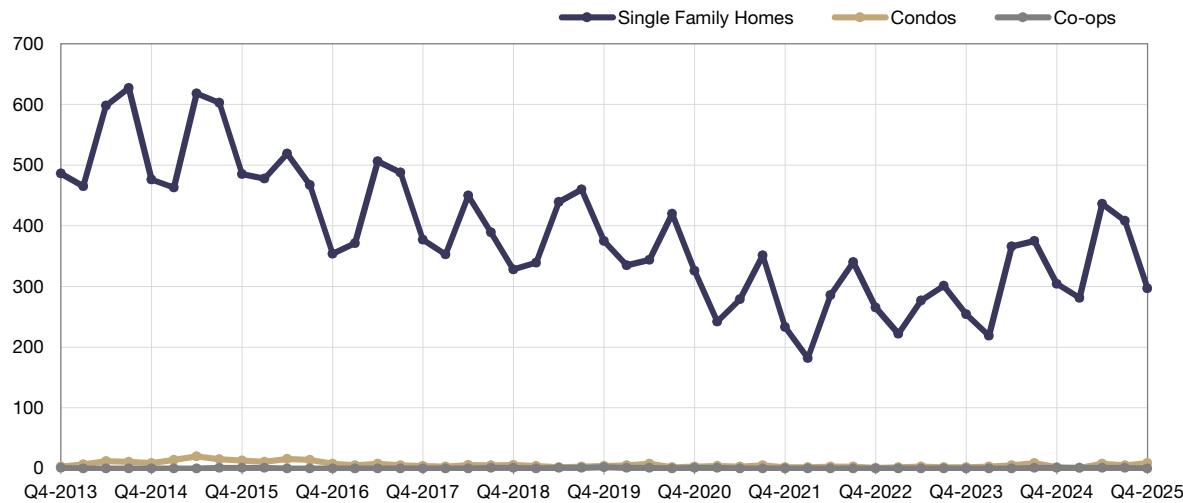
The number of properties available for sale in active status at the end of a given quarter.

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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.

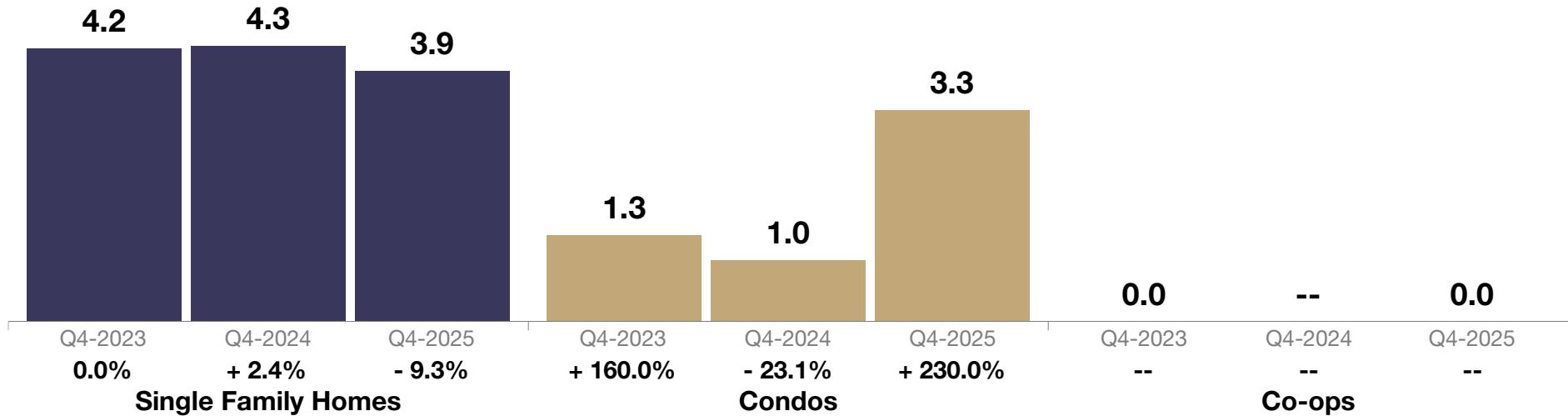
Quarter	Single Family Homes	Condos	Co-ops
Q1-2023	222	2	0
Q2-2023	277	3	0
Q3-2023	301	2	0
Q4-2023	254	2	0
Q1-2024	219	3	0
Q2-2024	366	5	0
Q3-2024	375	9	1
Q4-2024	304	2	1
Q1-2025	281	1	1
Q2-2025	436	8	1
Q3-2025	408	5	1
Q4-2025	297	9	0

Months Supply of Inventory

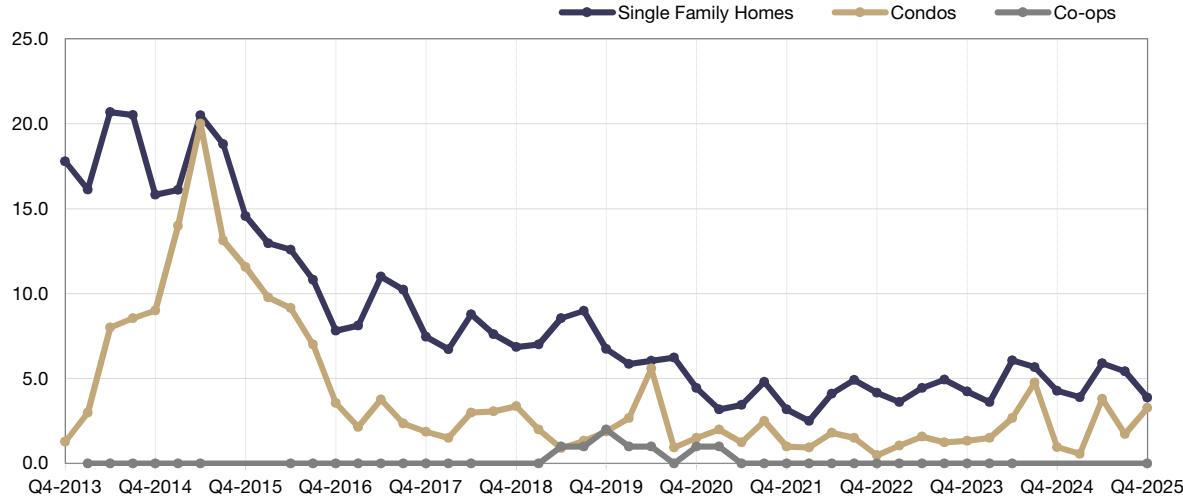
The inventory of homes for sale at the end of a given quarter, divided by the average monthly pending sales from the last 4 quarters.



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	3.6	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	6.1	2.7	0.0
Q3-2024	5.7	4.8	--
Q4-2024	4.3	1.0	--
Q1-2025	3.9	0.6	--
Q2-2025	5.9	3.8	--
Q3-2025	5.4	1.7	--
Q4-2025	3.9	3.3	0.0

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					Q4-2024	Q4-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	Q4-2021	Q4-2022	Q4-2023	Q4-2024	Q4-2025						
New Listings						281	285	+ 1.4%	1,301	1,374	+ 5.6%
Pending Sales						240	251	+ 4.6%	878	943	+ 7.4%
Closed Sales						244	271	+ 11.1%	844	914	+ 8.3%
Days on Market						68	69	+ 1.5%	64	71	+ 10.9%
Median Pending Price						\$408,750	\$459,000	+ 12.3%	\$430,000	\$449,450	+ 4.5%
Median Sales Price						\$446,500	\$450,000	+ 0.8%	\$435,000	\$437,000	+ 0.5%
Pct. of Orig. Price Received						98.1%	96.4%	- 1.7%	98.1%	96.7%	- 1.4%
Housing Affordability Index						87	90	+ 3.4%	89	93	+ 4.5%
Inventory of Homes for Sale						307	306	- 0.3%	--	--	--
Months Supply of Inventory						4.2	3.9	- 7.1%	--	--	--