

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.



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.

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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		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
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.

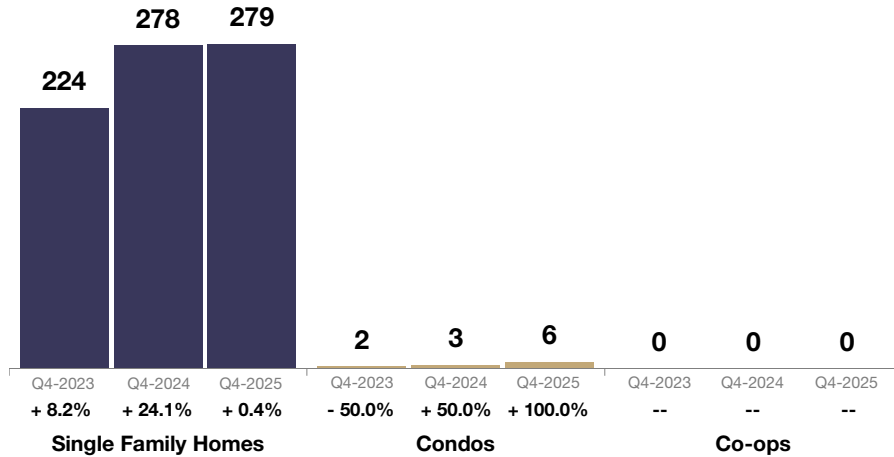


Key Metrics	Historical Sparkbars	Q4-2024	Q4-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		0	0	--	1	0	- 100.0%
Pending Sales		0	1	--	0	1	--
Closed Sales		0	0	--	0	0	--
Days on Market		--	--	--	--	--	--
Median Pending Price		--	\$35,000	--	--	\$35,000	--
Median Sales Price		--	--	--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

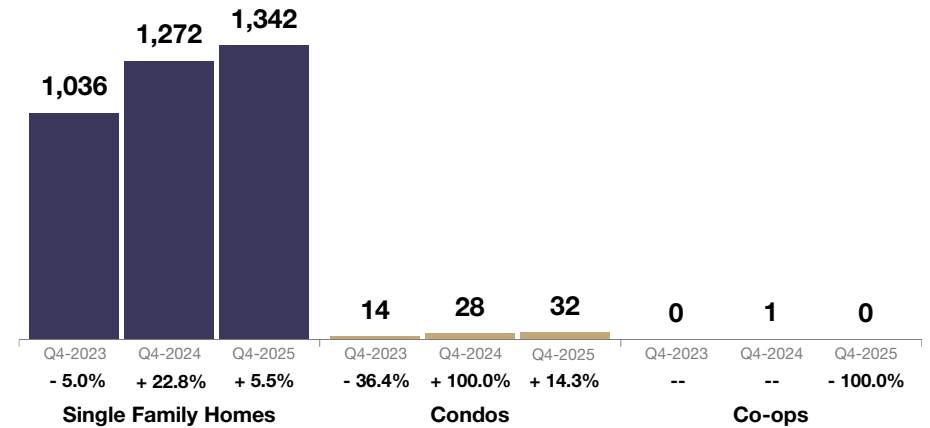
New Listings

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

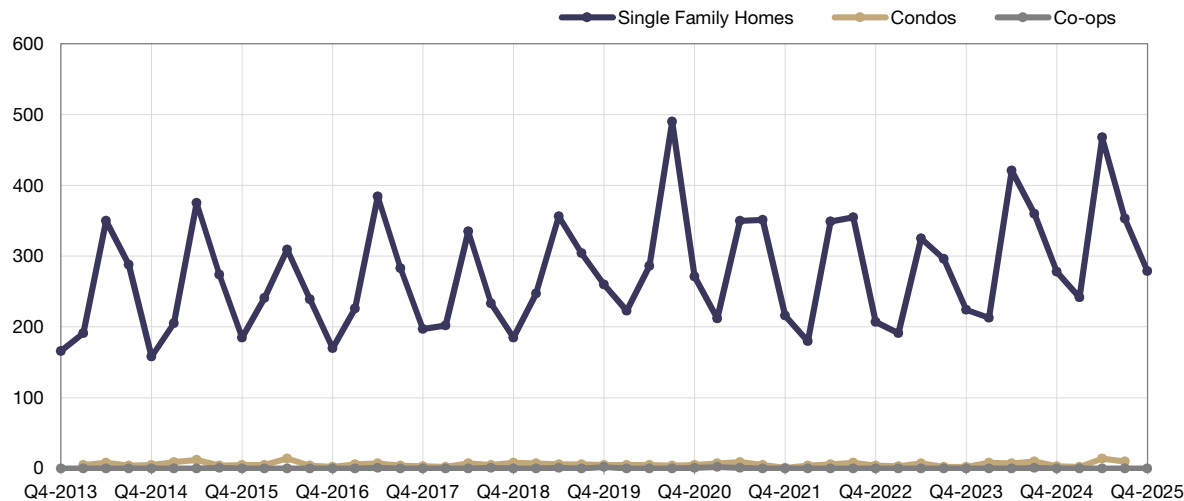
Q4-2025



Year to Date



Historical New Listings by Quarter



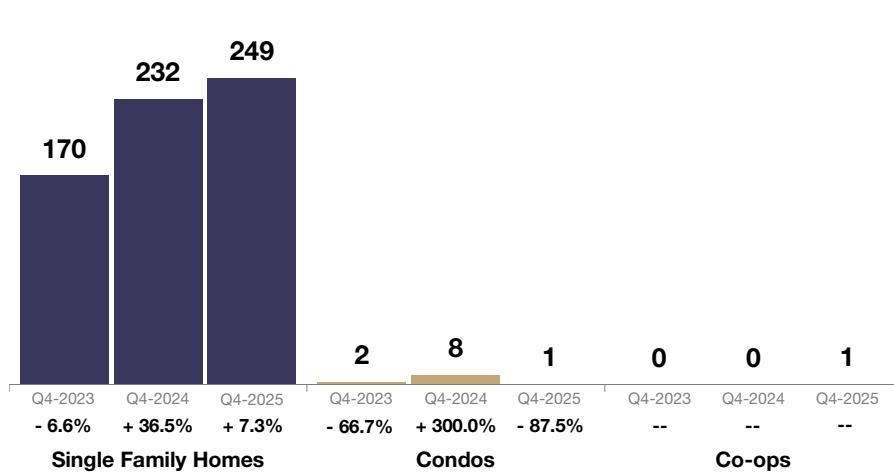
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

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

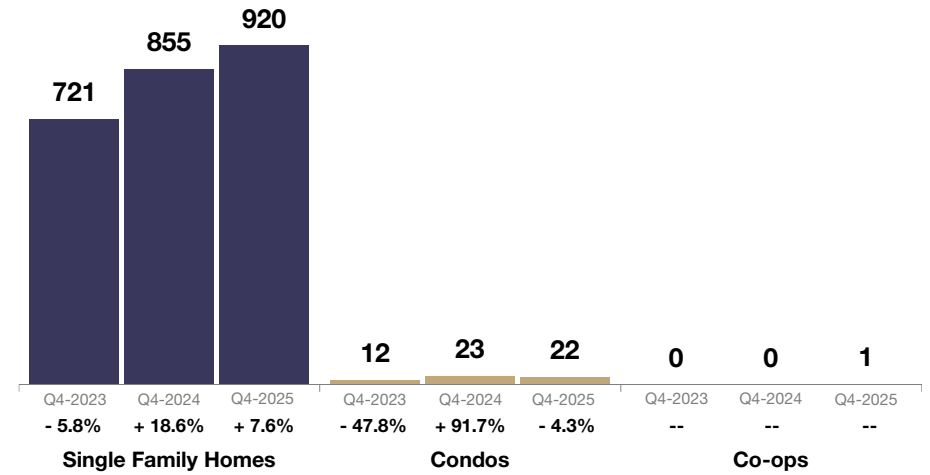
Pending Sales

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

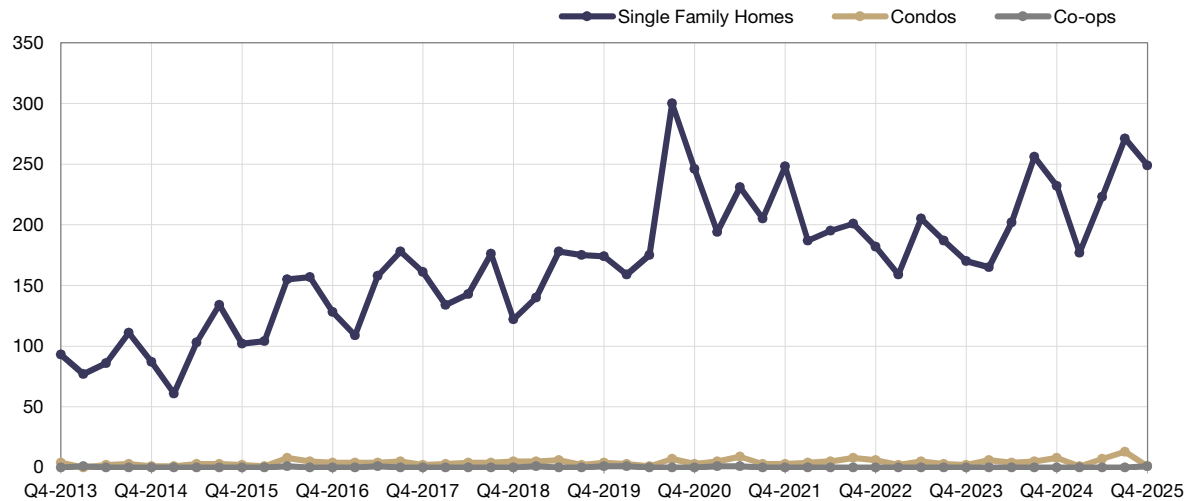
Q4-2025



Year to Date



Historical Pending Sales by Quarter



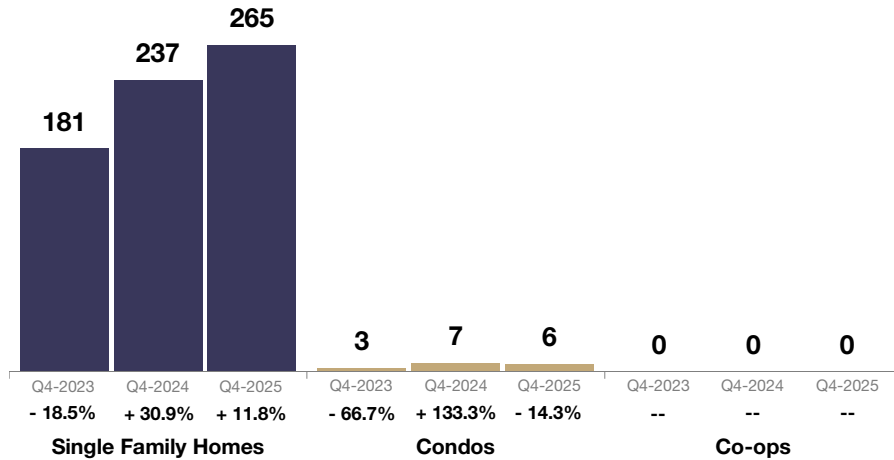
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

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

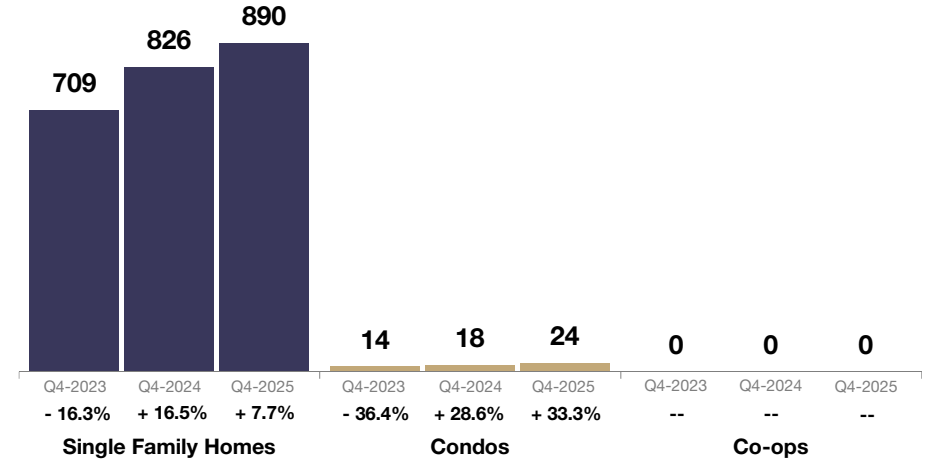
Closed Sales

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

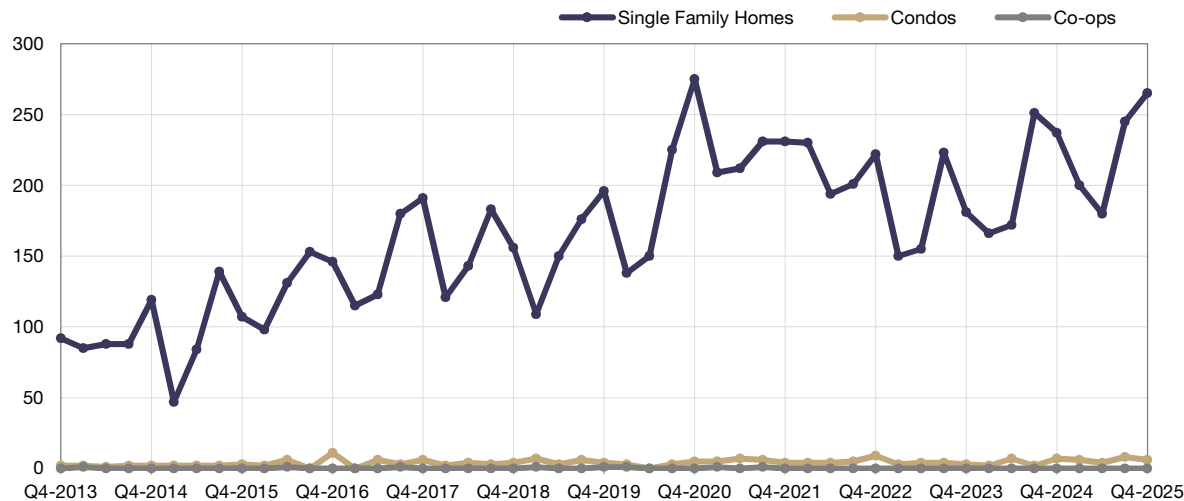
Q4-2025



Year to Date



Historical Closed Sales by Quarter



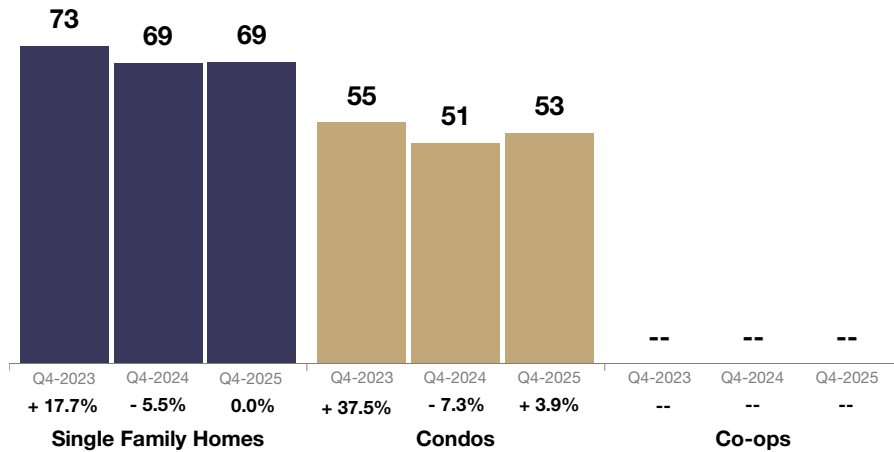
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

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

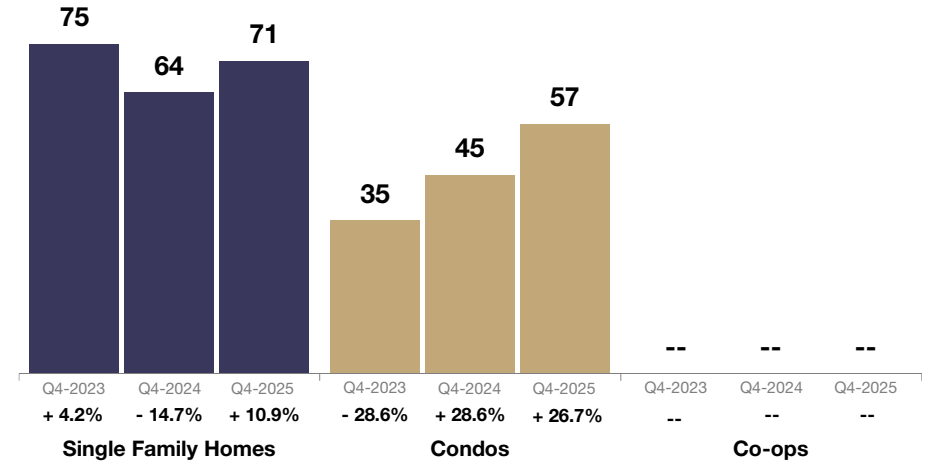
Days on Market Until Sale

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

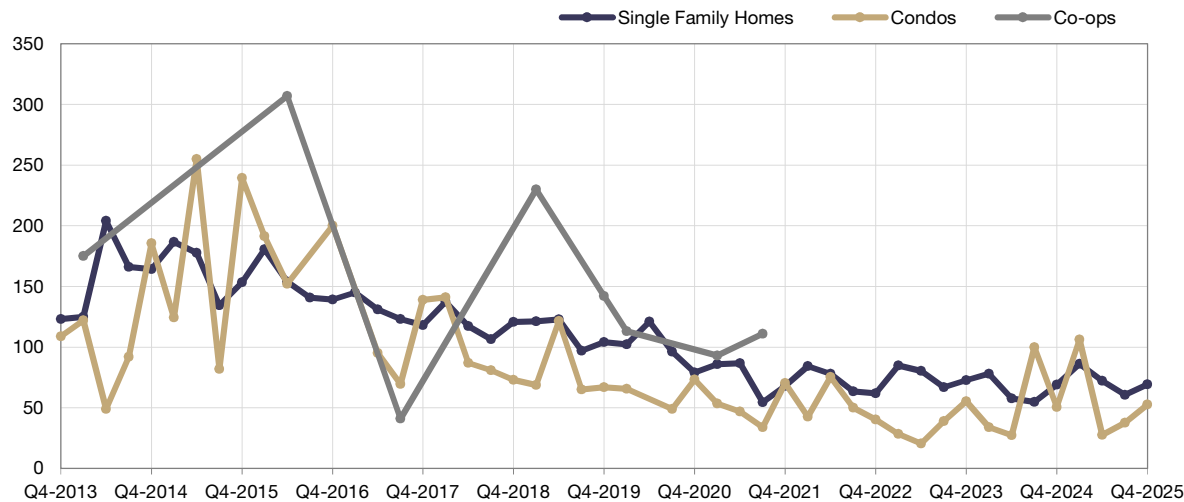
Q4-2025



Year to Date



Historical Days on Market Until Sale by Quarter



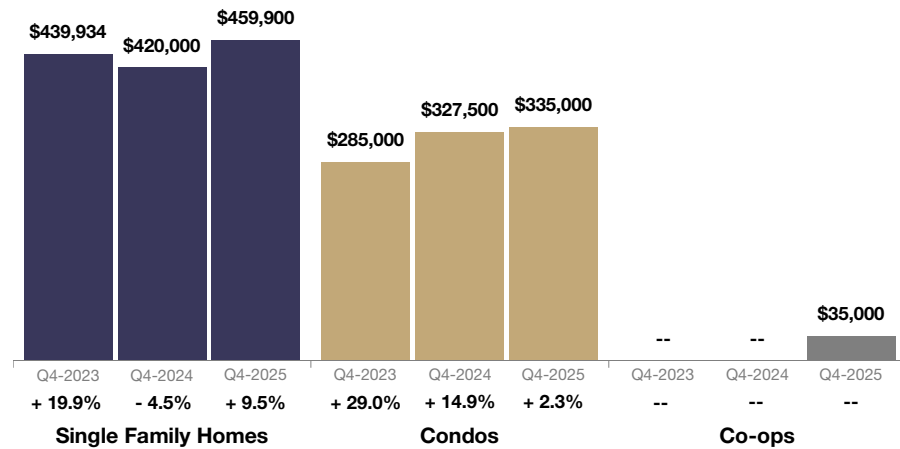
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

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	--

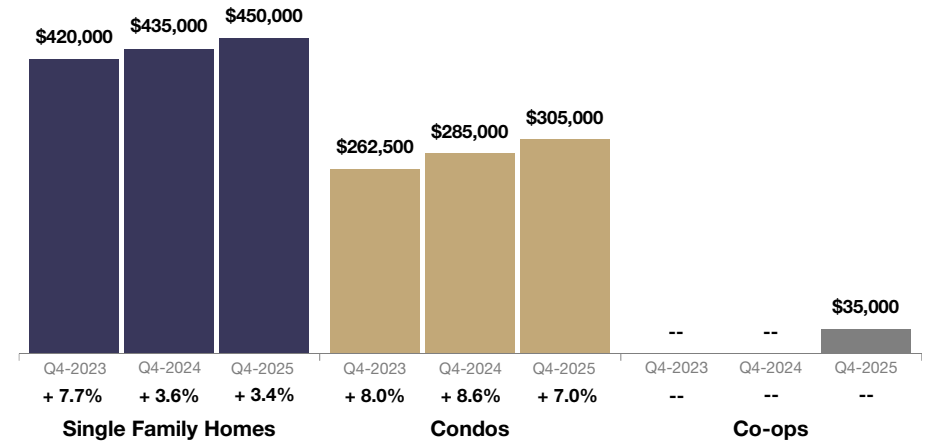
Median Pending Price

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.

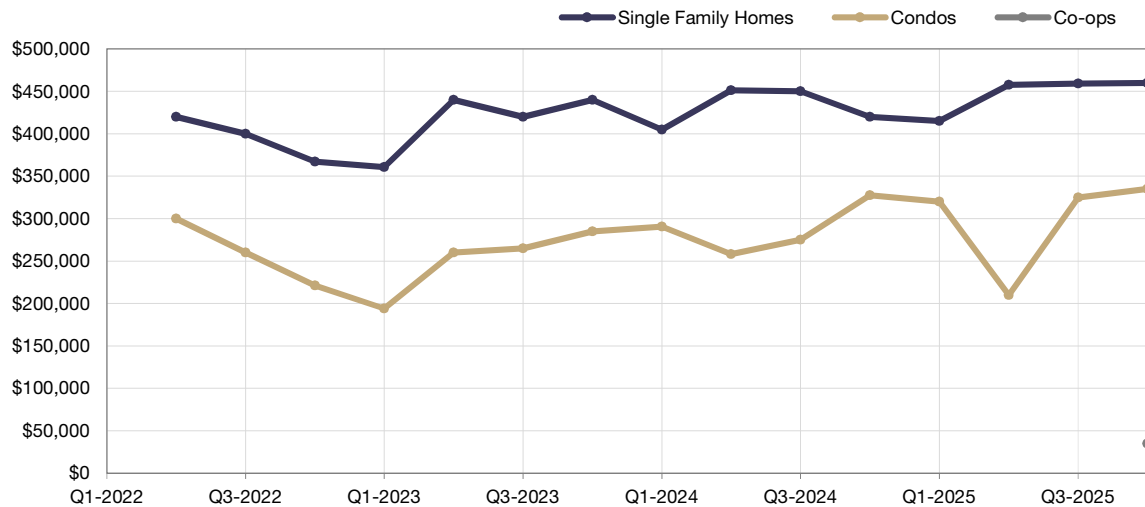
Q4-2025



Year to Date



Historical Median Pending Price by Quarter

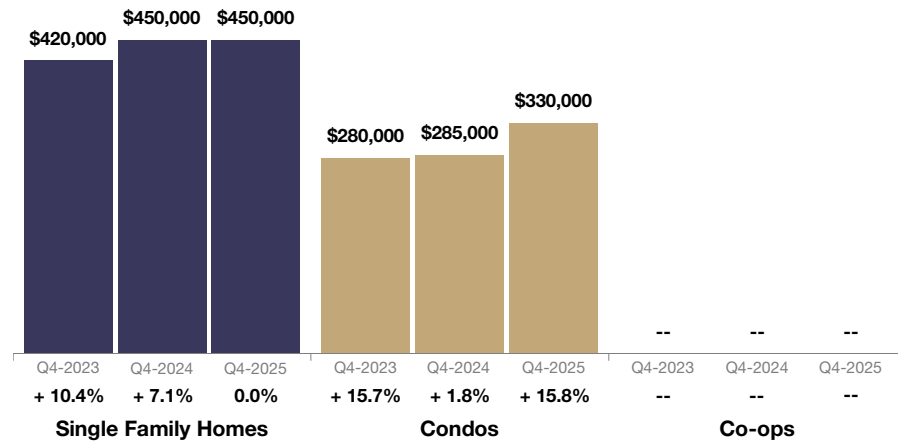


Quarter	Single Family Homes	Condos	Co-ops
--	--	--	--
Q2-2023	\$440,000	\$260,000	--
Q3-2023	\$420,000	\$265,000	--
Q4-2023	\$439,934	\$285,000	--
Q1-2024	\$405,000	\$290,500	--
Q2-2024	\$451,250	\$258,000	--
Q3-2024	\$450,000	\$275,000	--
Q4-2024	\$420,000	\$327,500	--
Q1-2025	\$414,900	\$320,000	--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

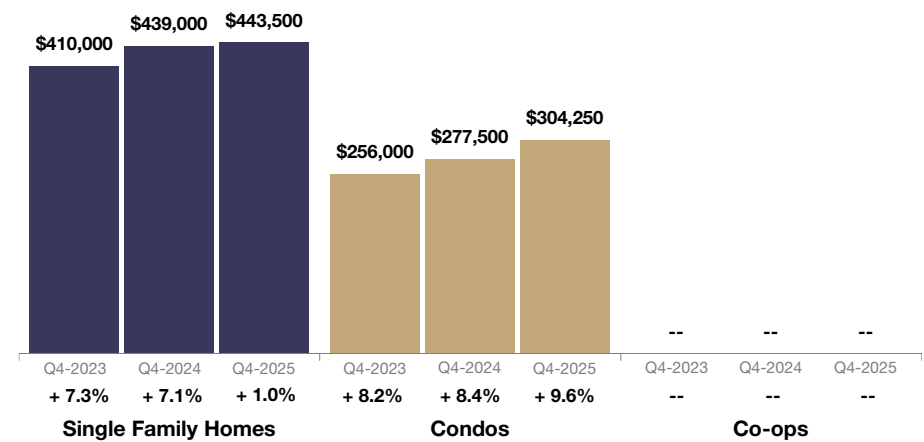
Median Sales Price

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

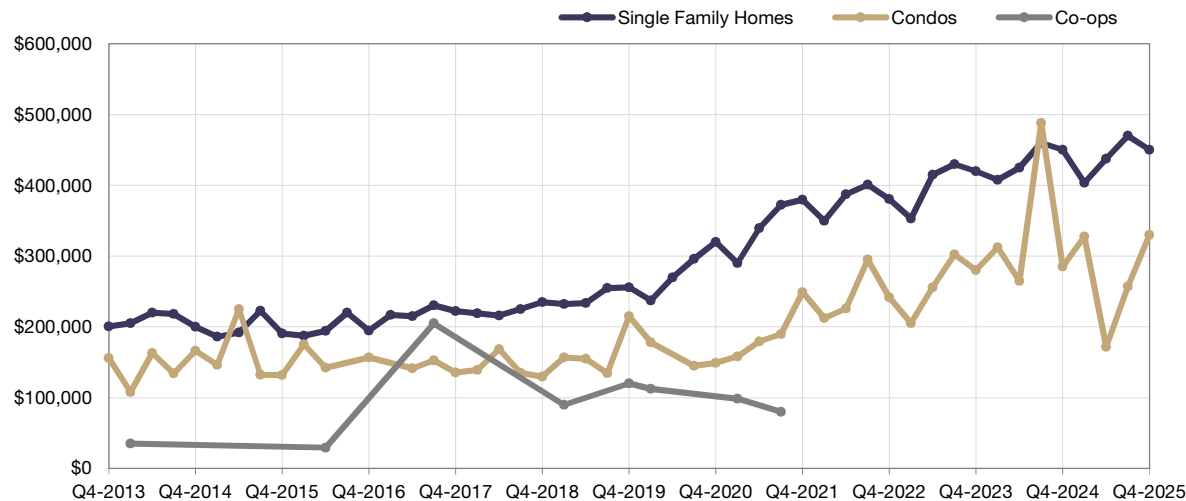
Q4-2025



Year to Date



Historical Median Sales Price by Quarter



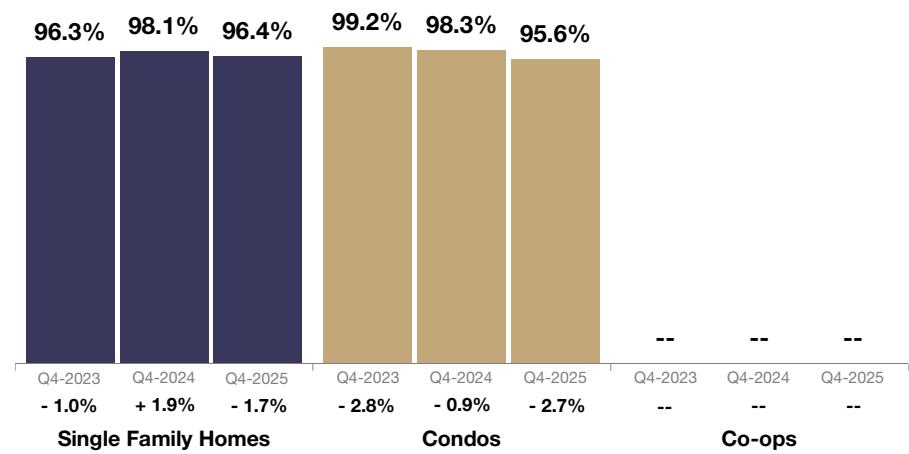
Quarter	Single Family Homes	Condos	Co-ops
Q1-2023	\$353,000	\$205,000	--
Q2-2023	\$415,000	\$256,000	--
Q3-2023	\$430,000	\$302,500	--
Q4-2023	\$420,000	\$280,000	--
Q1-2024	\$407,750	\$312,500	--
Q2-2024	\$425,000	\$265,000	--
Q3-2024	\$460,000	\$488,000	--
Q4-2024	\$450,000	\$285,000	--
Q1-2025	\$403,750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

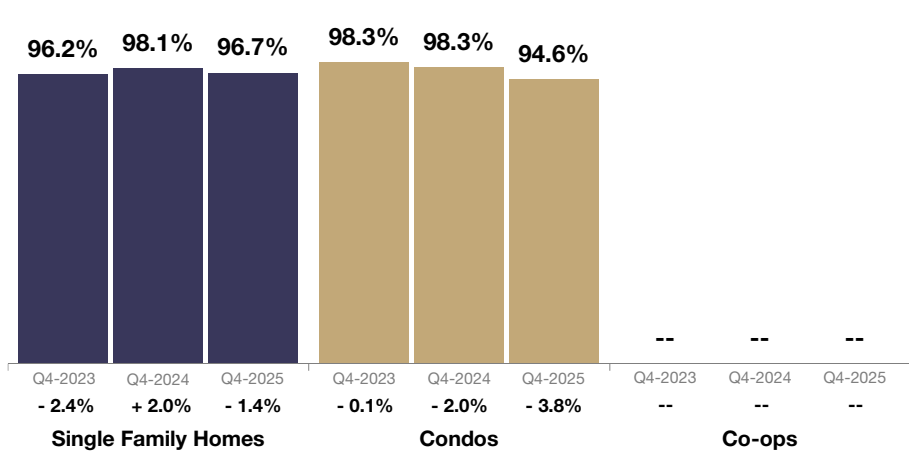
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



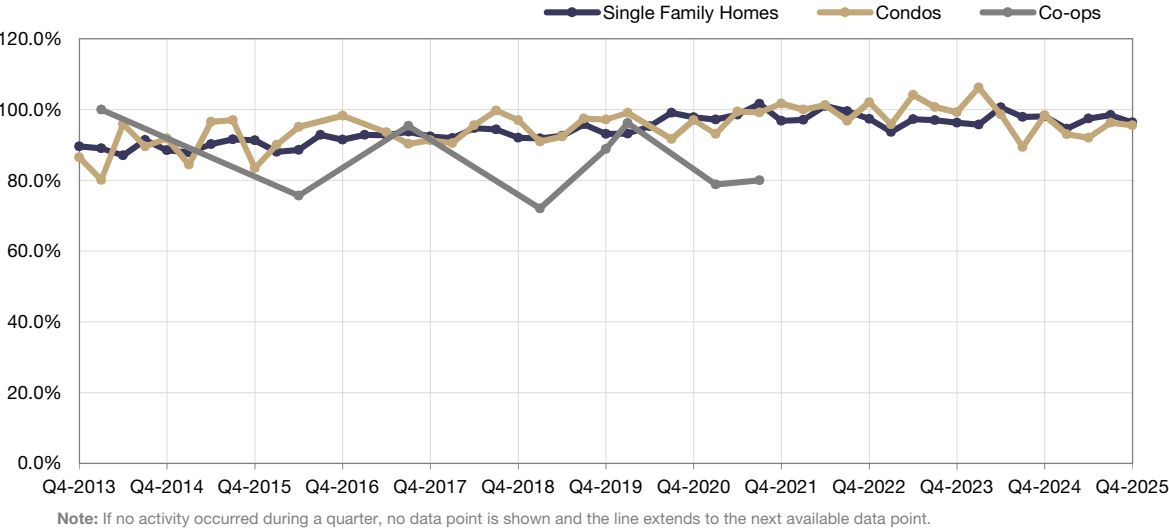
Q4-2025



Year to Date



Historical Percent of Original List Price Received by Quarter

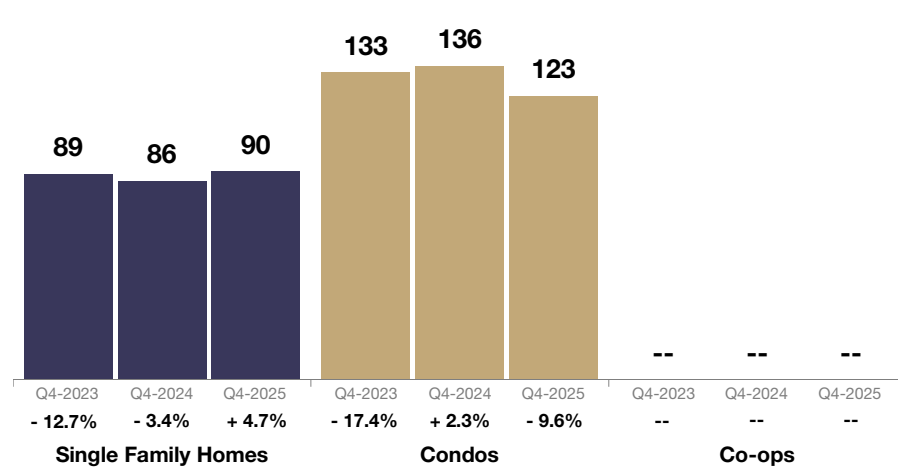


Quarter	Single Family Homes	Condos	Co-ops
Q1-2023	93.6%	95.8%	--
Q2-2023	97.3%	104.1%	--
Q3-2023	97.0%	100.7%	--
Q4-2023	96.3%	99.2%	--
Q1-2024	95.7%	106.2%	--
Q2-2024	100.6%	98.6%	--
Q3-2024	97.9%	89.4%	--
Q4-2024	98.1%	98.3%	--
Q1-2025	94.5%	93.1%	--
Q2-2025	97.4%	92.1%	--
Q3-2025	98.5%	96.3%	--
Q4-2025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

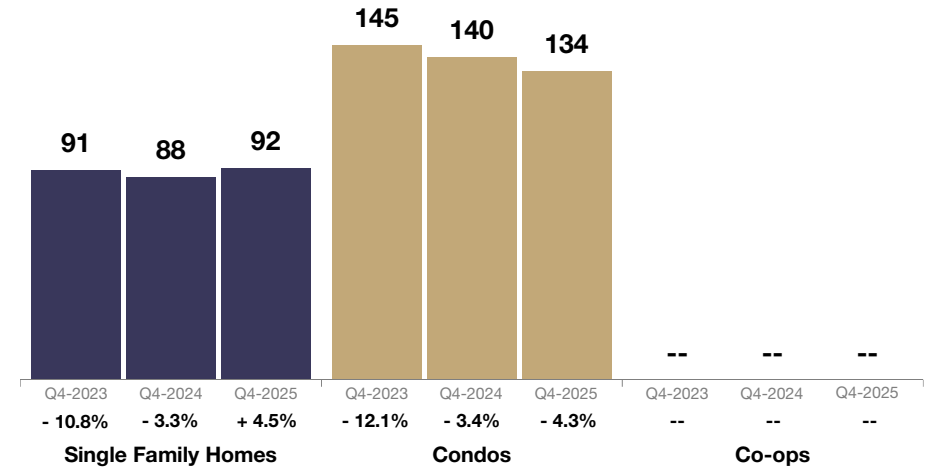
Housing Affordability Index

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.

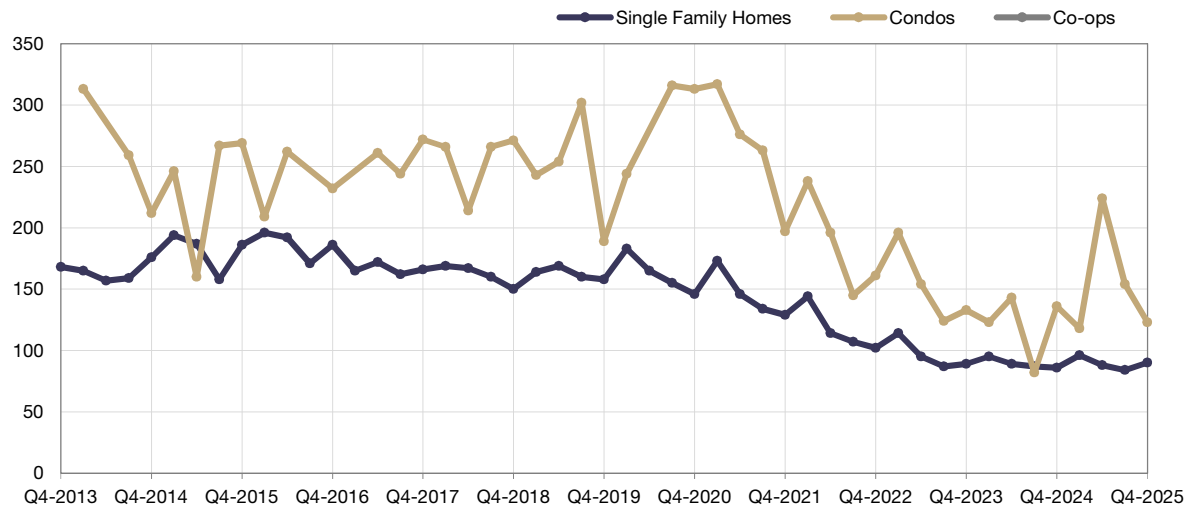
Q4-2025



Year to Date



Historical Housing Affordability Index by Quarter

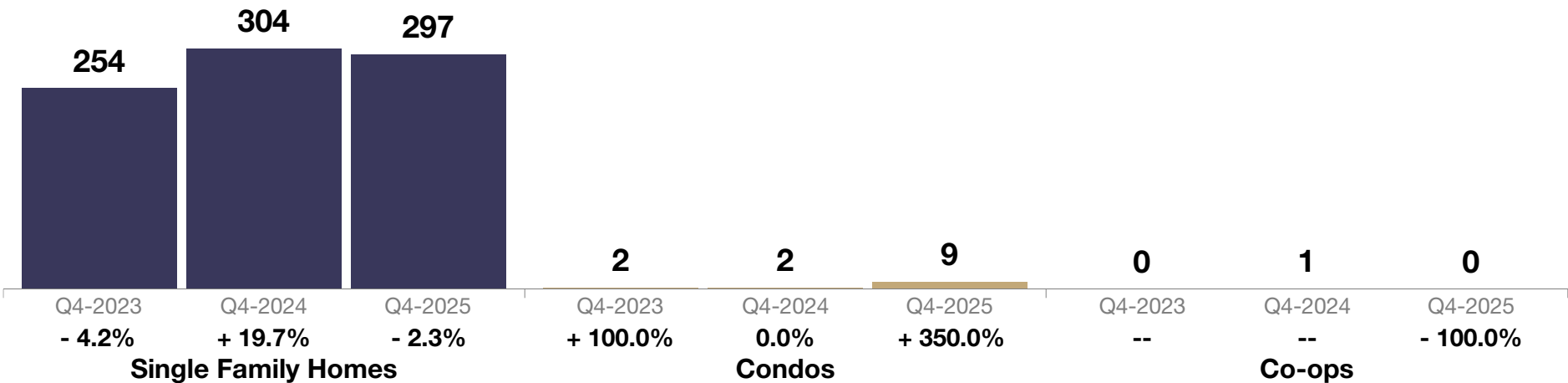


Quarter	Single Family Homes	Condos	Co-ops
Q1-2023	114	196	--
Q2-2023	95	154	--
Q3-2023	87	124	--
Q4-2023	89	133	--
Q1-2024	95	123	--
Q2-2024	89	143	--
Q3-2024	87	82	--
Q4-2024	86	136	--
Q1-2025	96	118	--
Q2-2025	88	224	--
Q3-2025	84	154	--
Q4-2025	90	123	--

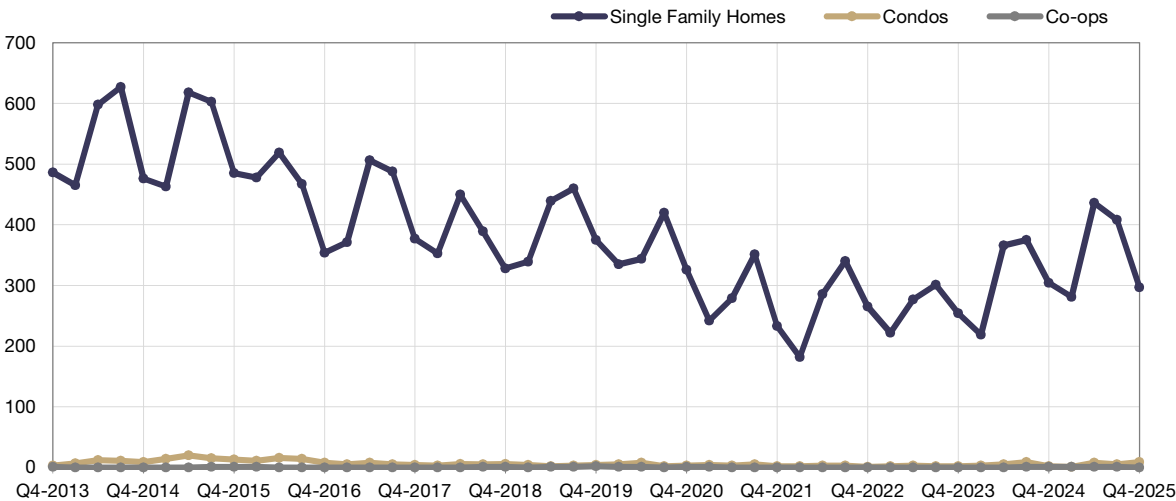
Inventory of Homes for Sale

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

Q4-2025



Historical Inventory of Homes for Sale by Quarter



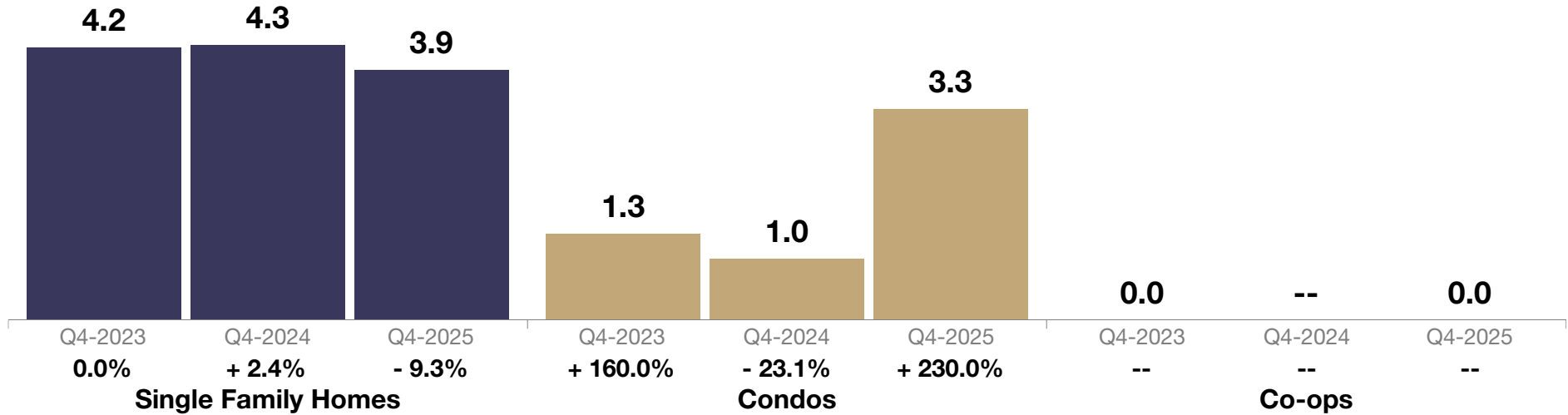
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

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

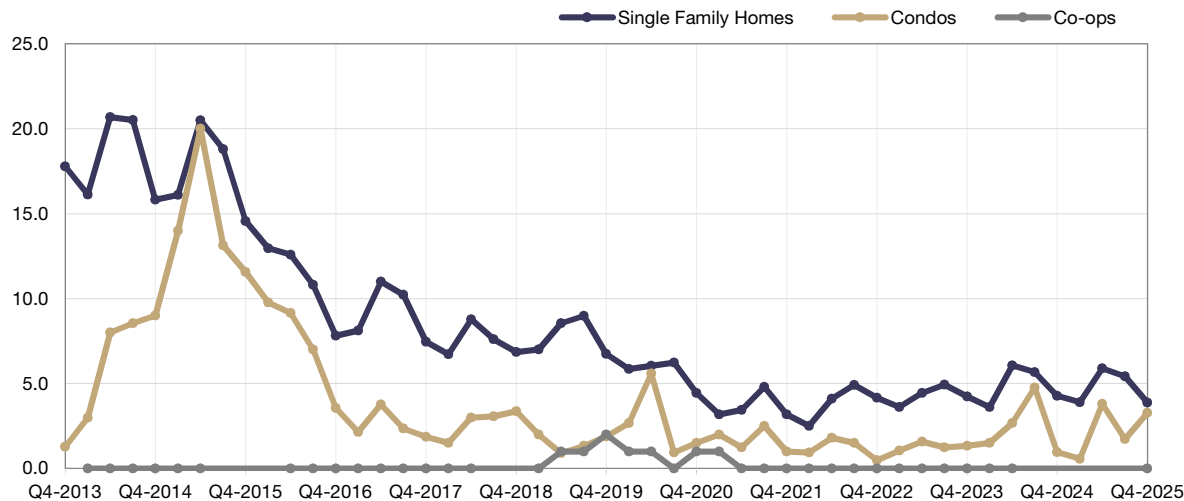
Months Supply of Inventory

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

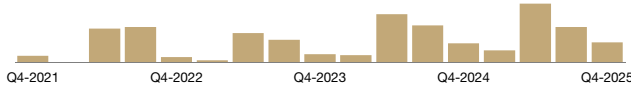
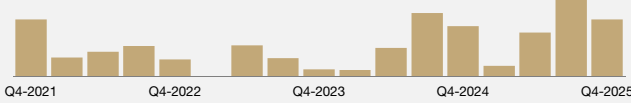
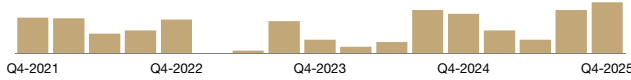
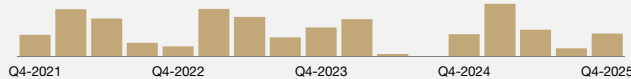
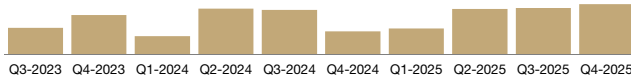
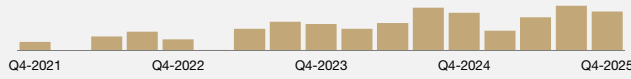
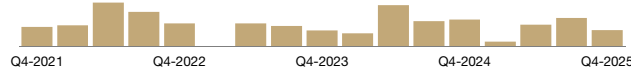
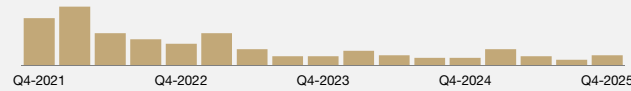
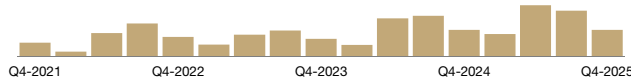
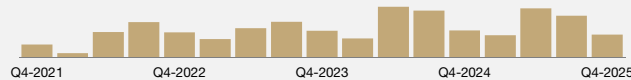


Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

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
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%	--	--	--