

Quarterly Indicators

Provided by OneKey® MLS

Ulster County

Q3-2025

The U.S. housing market showed modest improvement in the third quarter of 2025, despite ongoing affordability challenges and a limited supply of existing homes for sale. Mortgage rates began the summer in the mid-to-high 6% range and gradually declined, helping to boost existing-home sales in July before activity leveled off in August. Some economists believe a combination of lower rates and increased inventory could support additional sales gains in the months ahead.

- Single-Family Closed Sales were down 3.2 percent to 243.
- Condos Closed Sales were up 300.0 percent to 8.
- There were no recorded Co-Op sales this quarter.
- Single-Family Median Sales Price increased 2.2 percent to \$470,000.
- Condos Median Sales Price decreased 47.3 percent to \$257,000.
- A Median Sales Price could not be calculated this quarter.

Nationally, active listings grew by double digits year-over-year in the third quarter, with the number of homes on the market reaching its highest level since May 2020, according to the National Association of REALTORS®. Although home prices remain elevated in many areas, the pace of growth has slowed, and homes are taking longer to sell than they did a year ago. Buyers entering the market this fall may benefit from increased inventory, greater negotiating power, and a less competitive landscape.



Quarterly Snapshot

- 0.8% **+ 4.4%** **+ 1.1%**

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

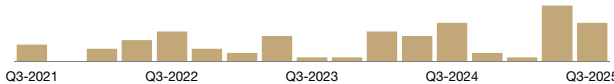
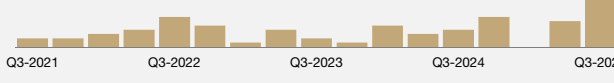
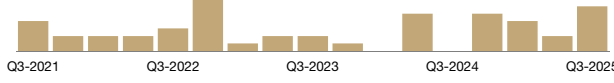
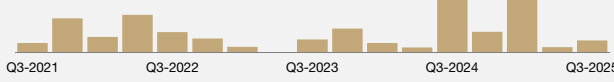
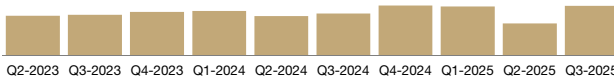
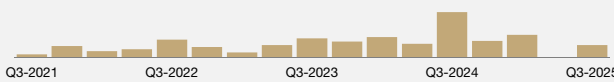
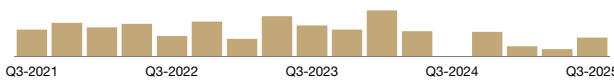
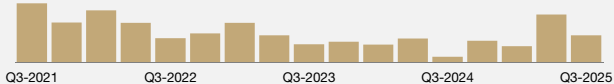
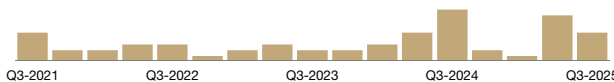
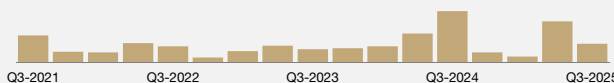
Key metrics for **Single-Family Homes Only** for the report quarter and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	Q3-2024	Q3-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		360	353	- 1.9%	994	1,059	+ 6.5%
Pending Sales		257	269	+ 4.7%	624	668	+ 7.1%
Closed Sales		251	243	- 3.2%	589	622	+ 5.6%
Days on Market		55	61	+ 10.9%	62	72	+ 16.1%
Median Pending Price		\$450,000	\$460,000	+ 2.2%	\$440,000	\$445,000	+ 1.1%
Median Sales Price		\$460,000	\$470,000	+ 2.2%	\$434,000	\$440,000	+ 1.4%
Pct. of Orig. Price Received		97.9%	98.4%	+ 0.5%	98.1%	96.9%	- 1.2%
Housing Affordability Index		87	84	- 3.4%	92	90	- 2.2%
Inventory of Homes for Sale		375	396	+ 5.6%	--	--	--
Months Supply of Inventory		5.7	5.3	- 7.0%	--	--	--

Condos Market Overview

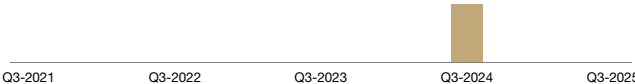
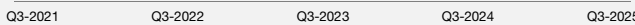
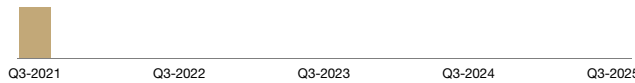
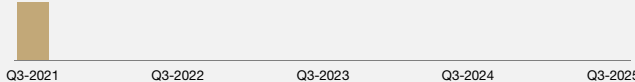
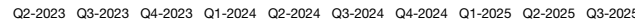
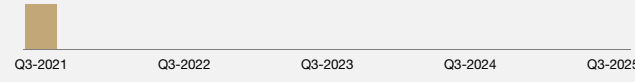
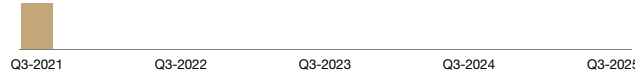
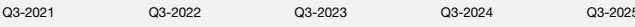
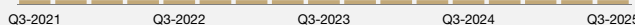
Key metrics for **Condominiums Only** for the report quarter and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	Q3-2024	Q3-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		10	10	0.0%	25	26	+ 4.0%
Pending Sales		5	13	+ 160.0%	15	21	+ 40.0%
Closed Sales		2	8	+ 300.0%	11	18	+ 63.6%
Days on Market		100	38	- 62.0%	42	58	+ 38.1%
Median Pending Price		\$275,000	\$325,000	+ 18.2%	\$276,000	\$300,000	+ 8.7%
Median Sales Price		\$488,000	\$257,000	- 47.3%	\$276,000	\$276,090	+ 0.0%
Pct. of Orig. Price Received		89.4%	96.3%	+ 7.7%	98.3%	94.3%	- 4.1%
Housing Affordability Index		82	154	+ 87.8%	145	143	- 1.4%
Inventory of Homes for Sale		9	5	- 44.4%	--	--	--
Months Supply of Inventory		4.8	1.7	- 64.6%	--	--	--

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.

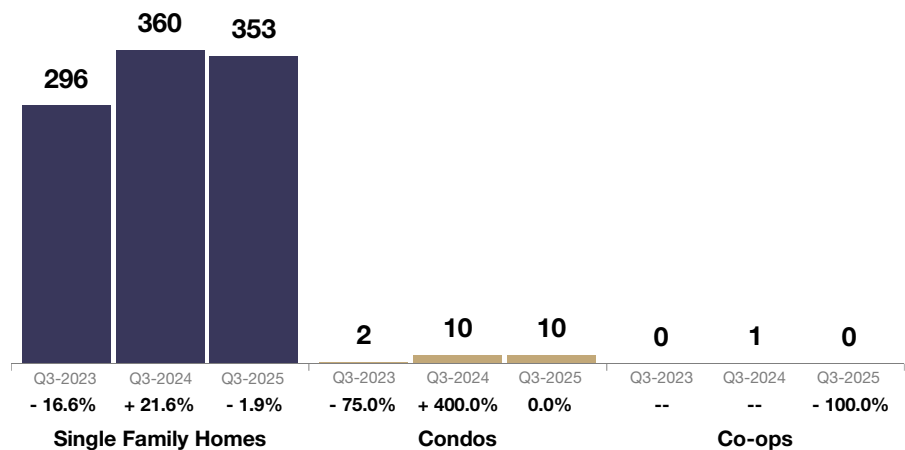


Key Metrics	Historical Sparkbars	Q3-2024	Q3-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		1	0	- 100.0%	1	0	- 100.0%
Pending Sales		0	0	--	0	0	--
Closed Sales		0	0	--	0	0	--
Days on Market		--	--	--	--	--	--
Median Pending Price		--	--	--	--	--	--
Median Sales Price		--	--	--	--	--	--
Pct. of Orig. Price Received		--	--	--	--	--	--
Housing Affordability Index		--	--	--	--	--	--
Inventory of Homes for Sale		1	1	0.0%	--	--	--
Months Supply of Inventory		--	--	--	--	--	--

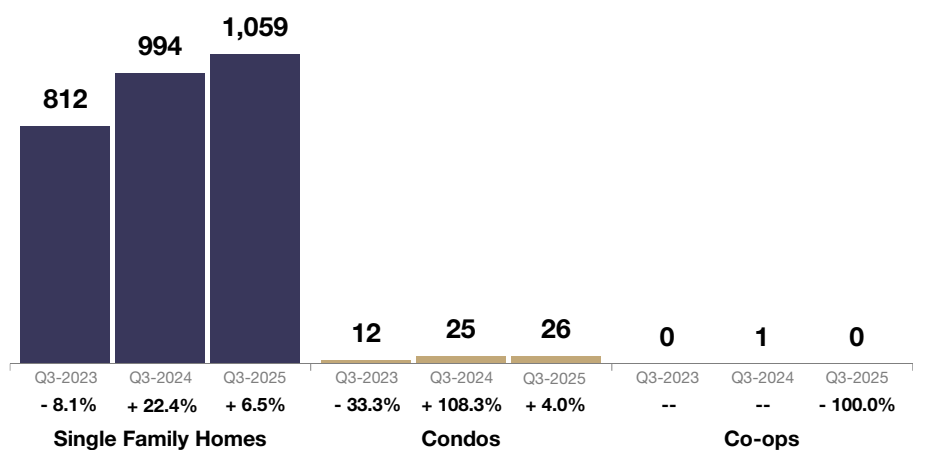
New Listings

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

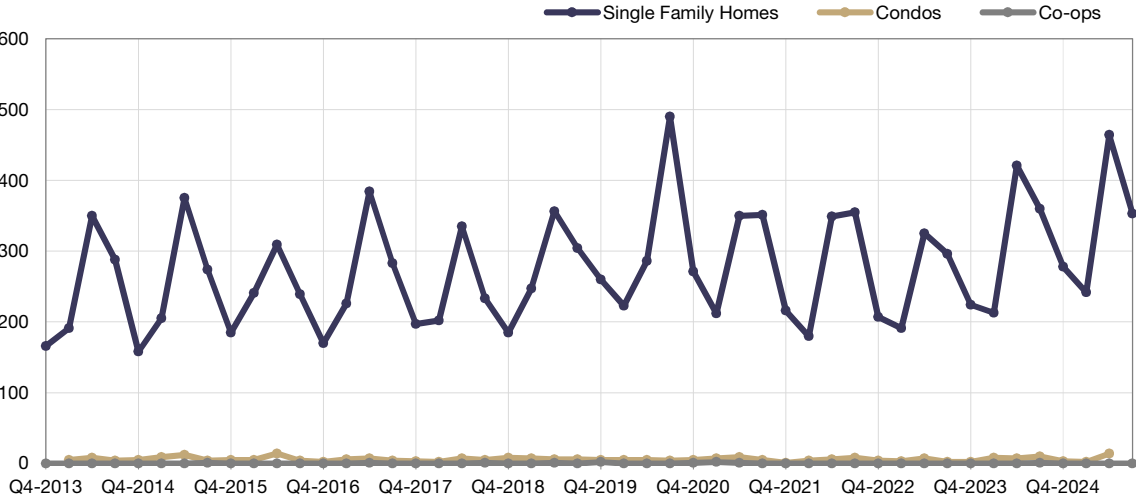
Q3-2025



Year to Date



Historical New Listings by Quarter



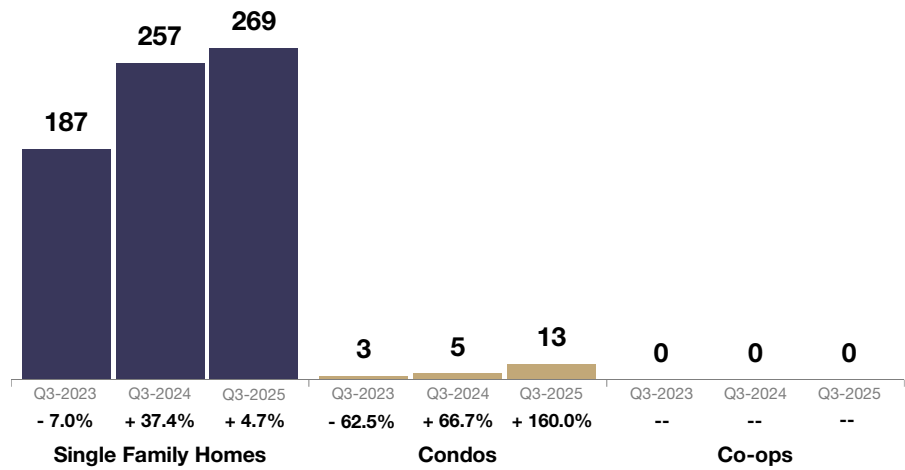
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single Family Homes	Condos	Co-ops
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	464	14	0
Q3-2025	353	10	0

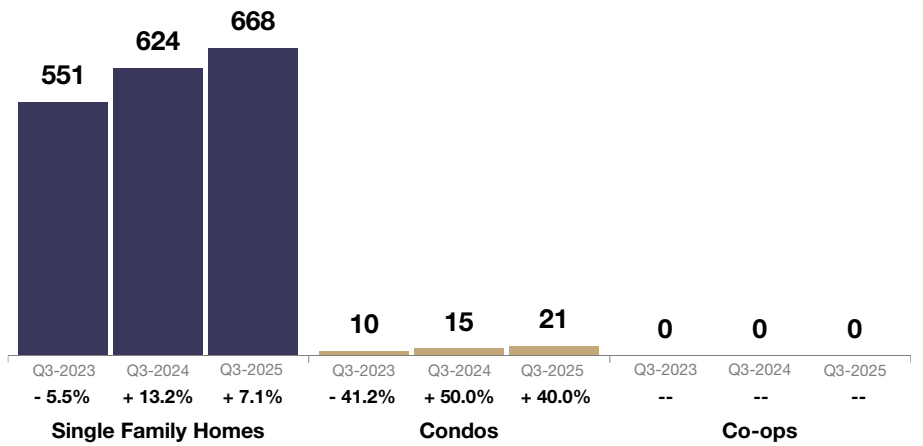
Pending Sales

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

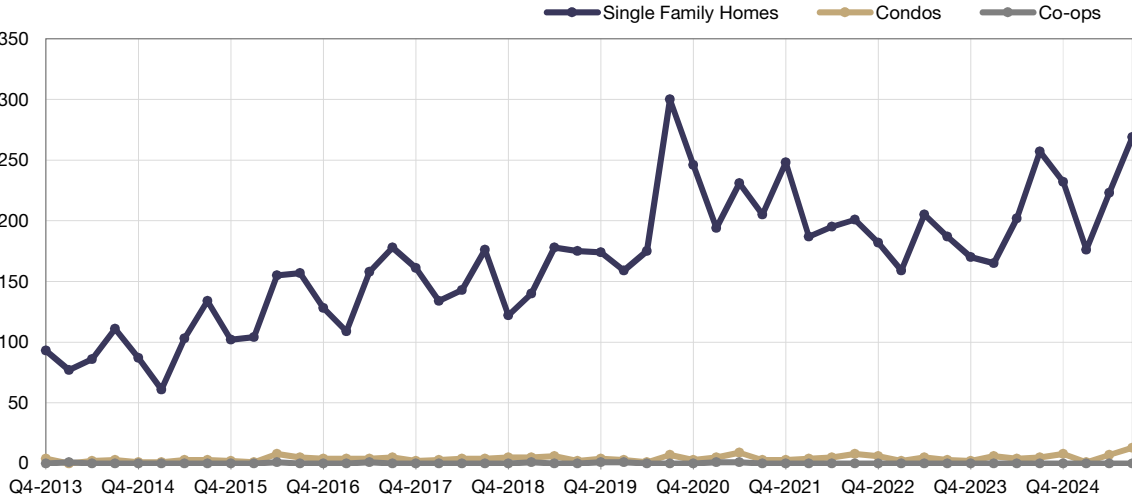
Q3-2025



Year to Date



Historical Pending Sales by Quarter



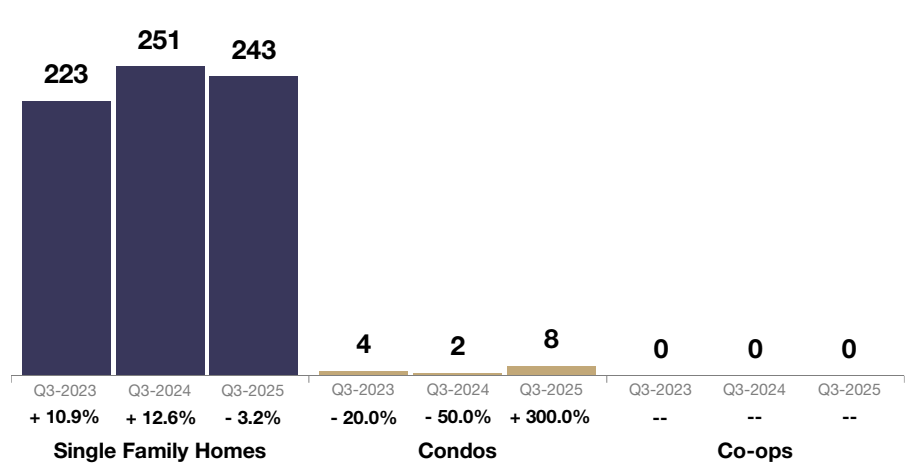
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single Family Homes	Condos	Co-ops
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	232	8	0
Q1-2025	176	1	0
Q2-2025	223	7	0
Q3-2025	269	13	0

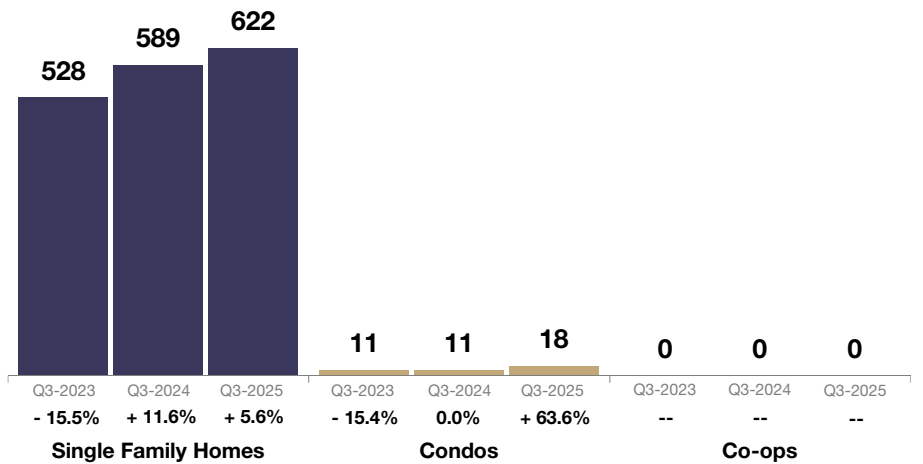
Closed Sales

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

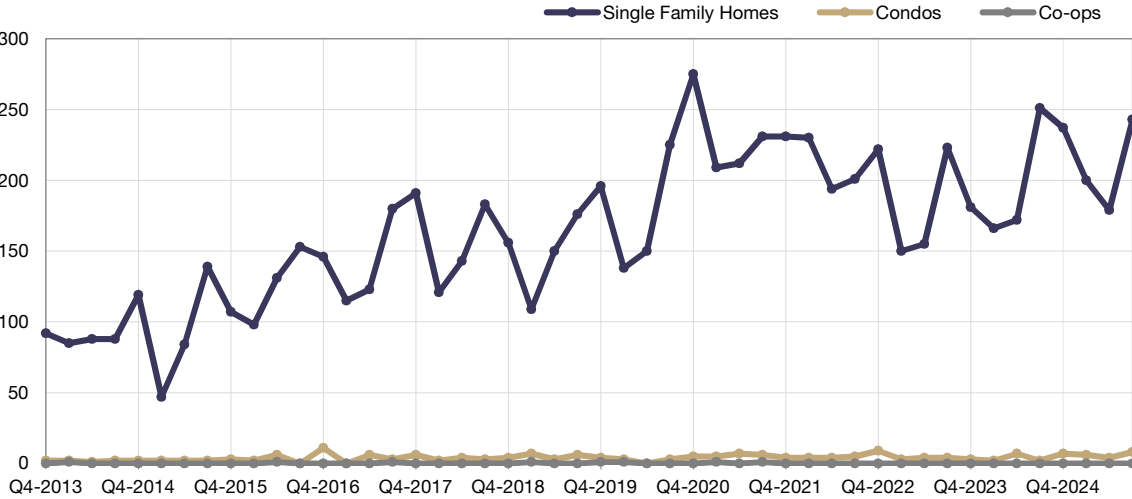
Q3-2025



Year to Date



Historical Closed Sales by Quarter



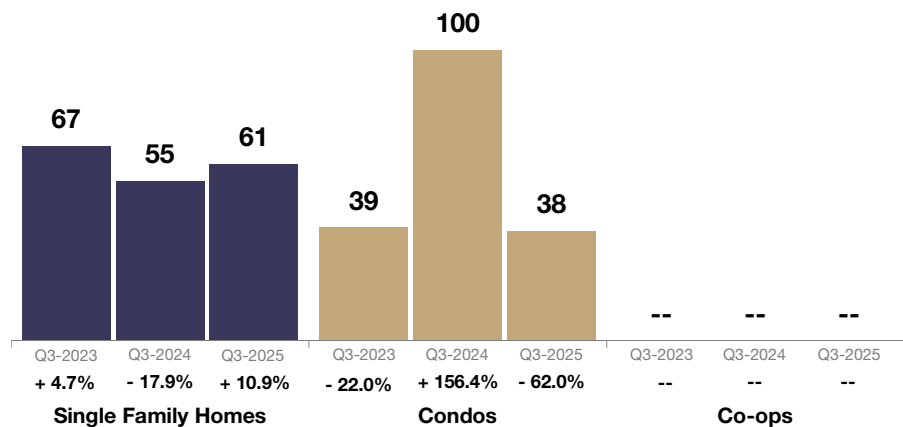
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single Family Homes	Condos	Co-ops
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	179	4	0
Q3-2025	243	8	0

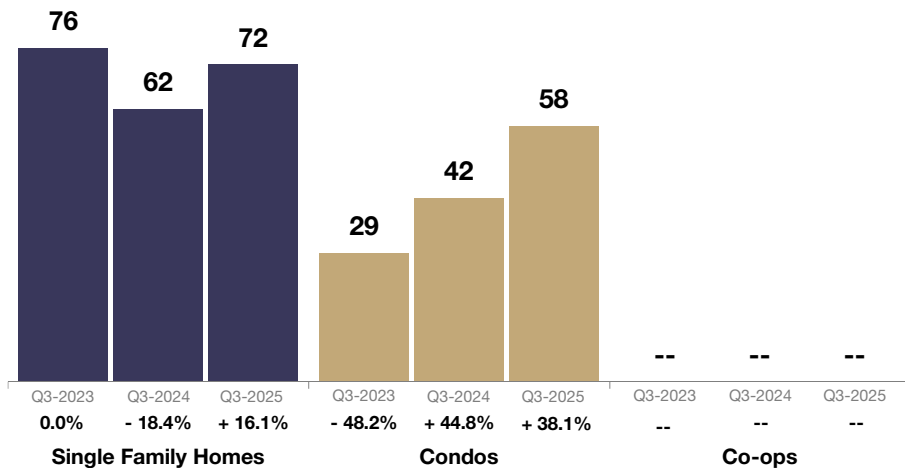
Days on Market Until Sale

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

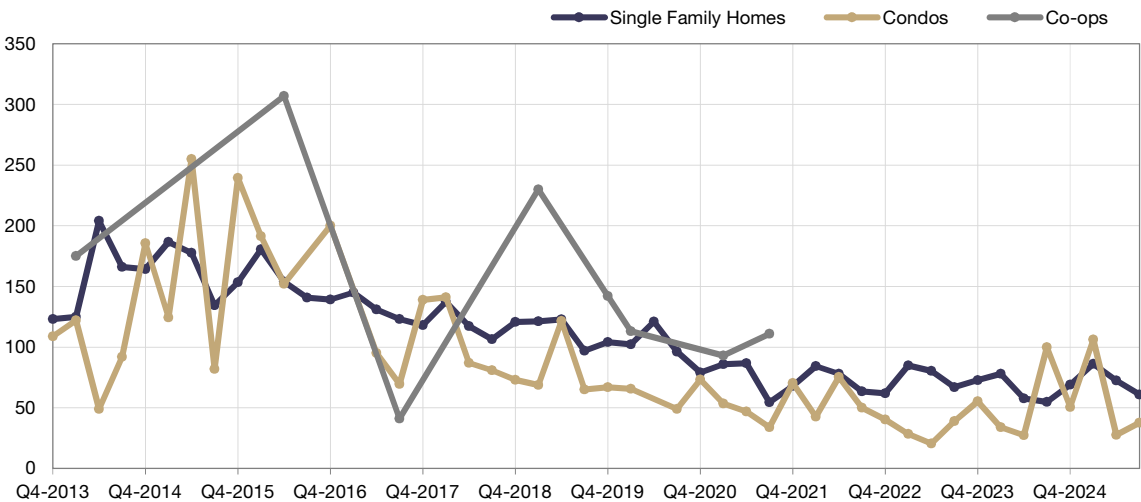
Q3-2025



Year to Date



Historical Days on Market Until Sale by Quarter



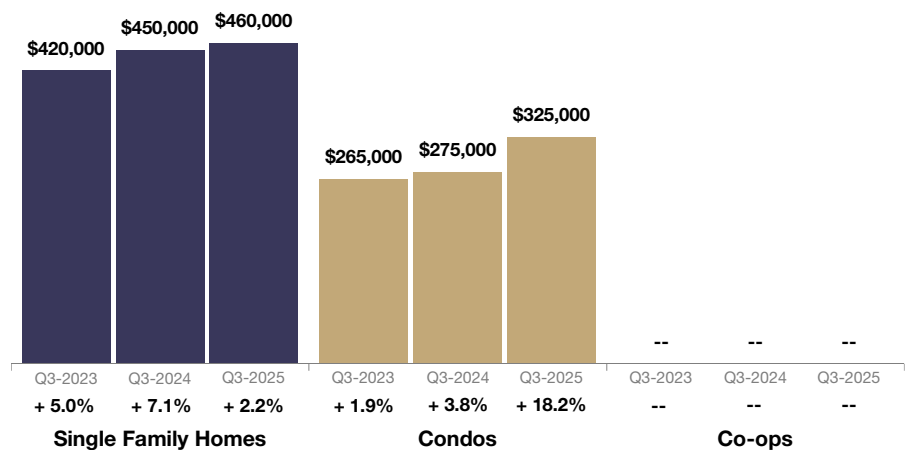
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single Family Homes	Condos	Co-ops
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	72	28	--
Q3-2025	61	38	--

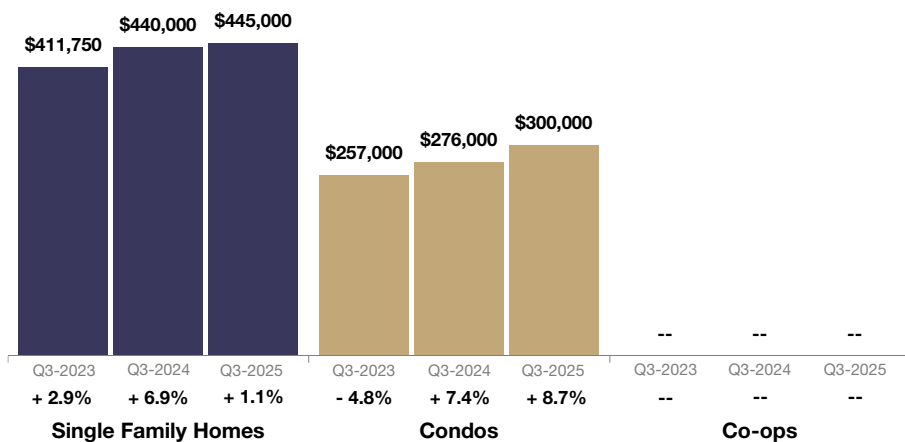
Median Pending Price

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.

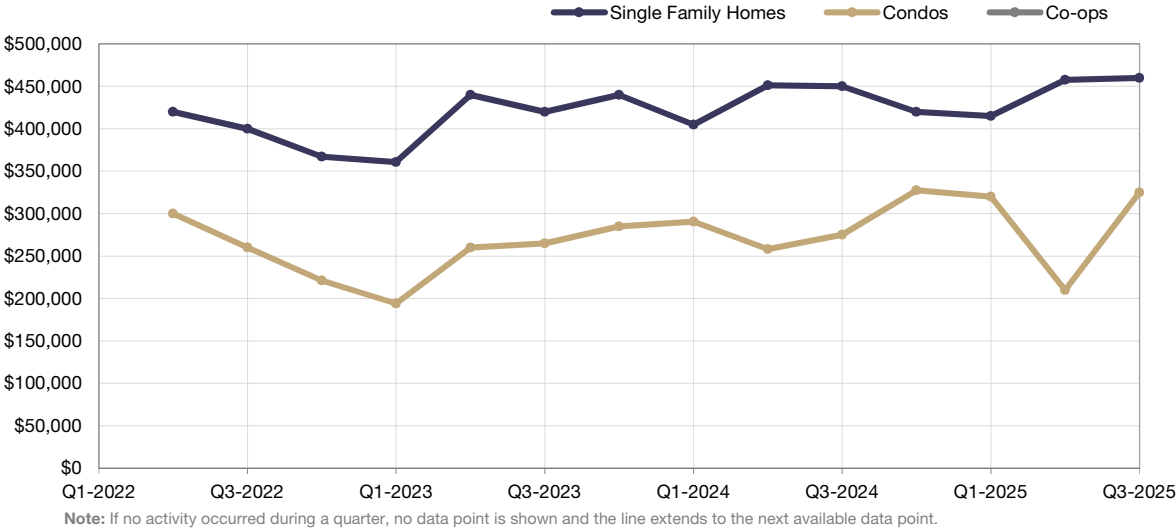
Q3-2025



Year to Date



Historical Median Pending Price by Quarter



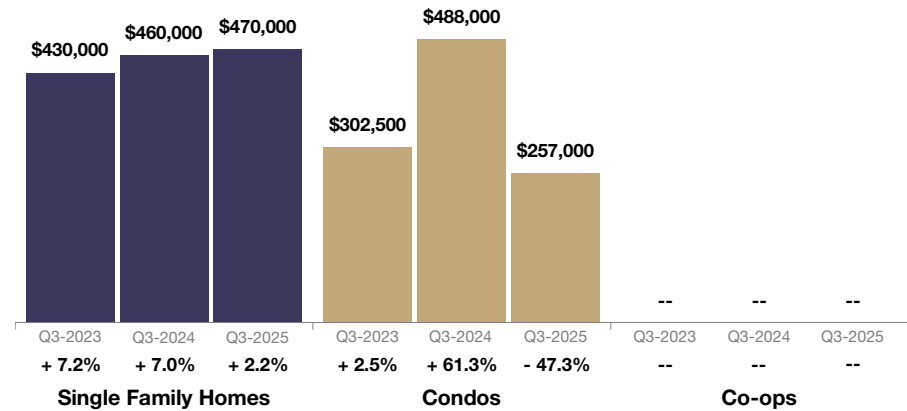
Quarter	Single Family Homes	Condos	Co-ops
--	--	--	--
Q1-2023	\$360,750	\$194,000	--
Q2-2023	\$440,000	\$260,000	--
Q3-2023	\$420,000	\$265,000	--
Q4-2023	\$439,934	\$285,000	--
Q1-2024	\$405,000	\$290,500	--
Q2-2024	\$451,250	\$258,000	--
Q3-2024	\$450,000	\$275,000	--
Q4-2024	\$420,000	\$327,500	--
Q1-2025	\$414,900	\$320,000	--
Q2-2025	\$457,500	\$210,000	--
Q3-2025	\$460,000	\$325,000	--

Median Sales Price

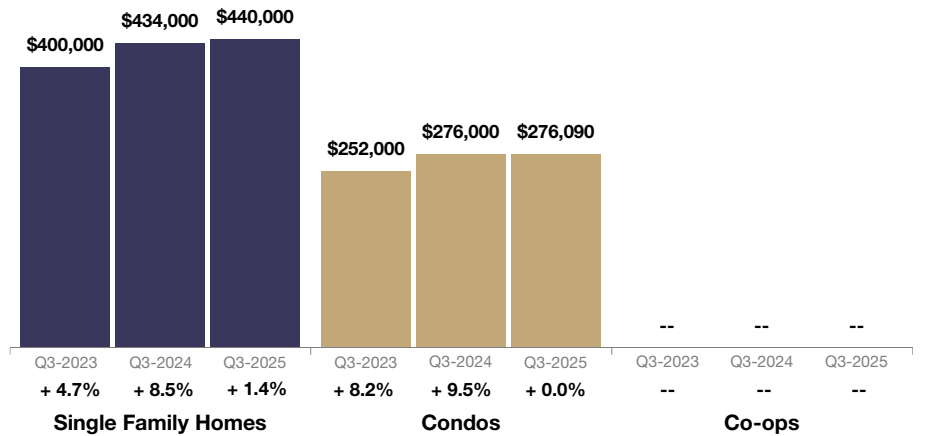
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given quarter.



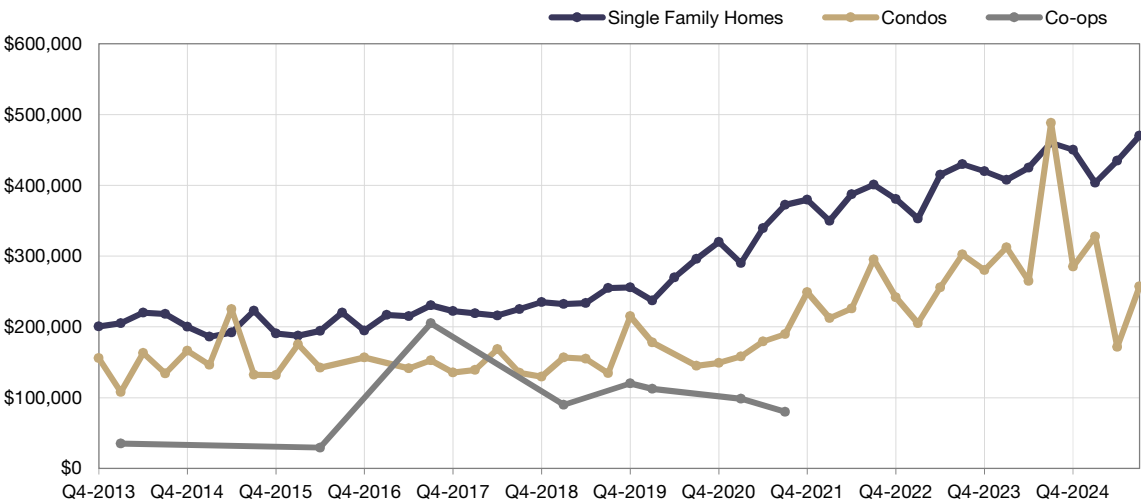
Q3-2025



Year to Date



Historical Median Sales Price by Quarter

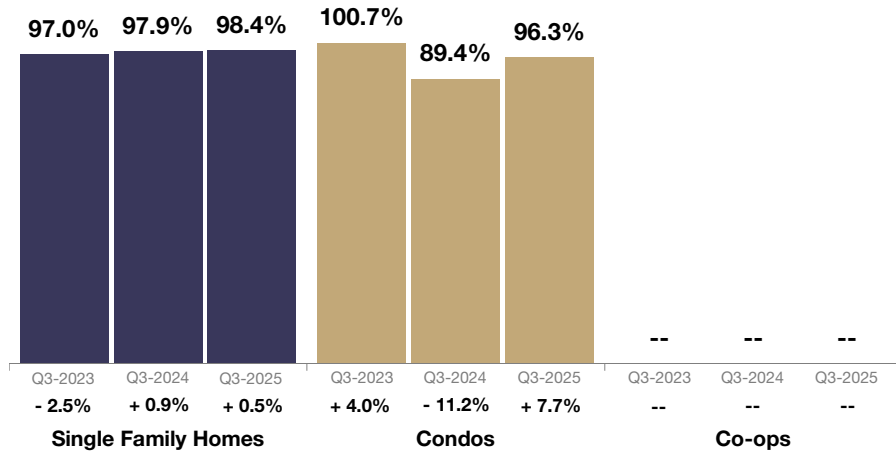


Quarter	Single Family Homes	Condos	Co-ops
Q4-2022	\$380,500	\$242,000	--
Q1-2023	\$353,000	\$205,000	--
Q2-2023	\$415,000	\$256,000	--
Q3-2023	\$430,000	\$302,500	--
Q4-2023	\$420,000	\$280,000	--
Q1-2024	\$407,750	\$312,500	--
Q2-2024	\$425,000	\$265,000	--
Q3-2024	\$460,000	\$488,000	--
Q4-2024	\$450,000	\$285,000	--
Q1-2025	\$403,750	\$327,500	--
Q2-2025	\$435,000	\$171,750	--
Q3-2025	\$470,000	\$257,000	--

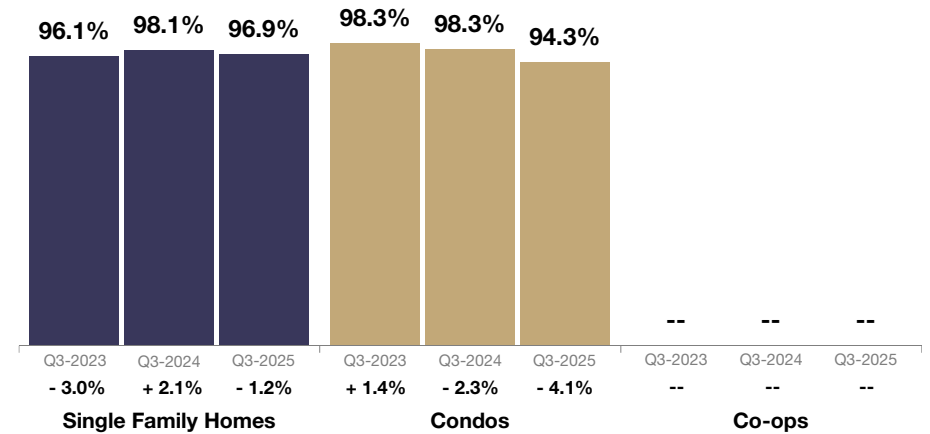
Percent of Original List Price Received

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.

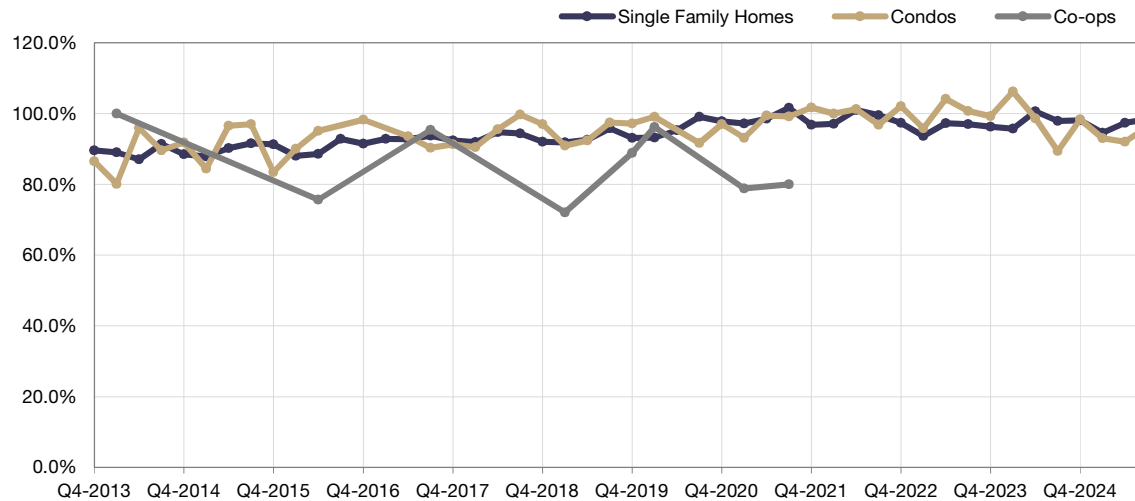
Q3-2025



Year to Date



Historical Percent of Original List Price Received by Quarter



Quarter	Single Family Homes	Condos	Co-ops
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	97.3%	92.1%	--
Q3-2025	98.4%	96.3%	--

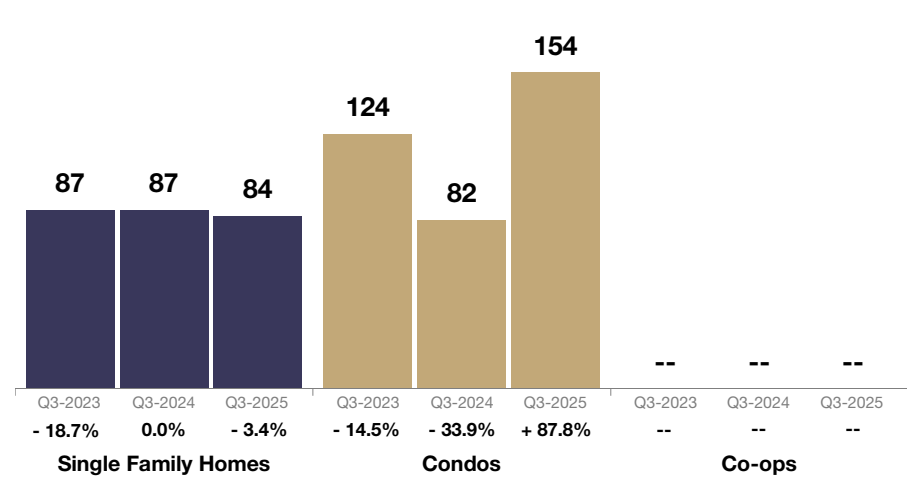
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Housing Affordability Index

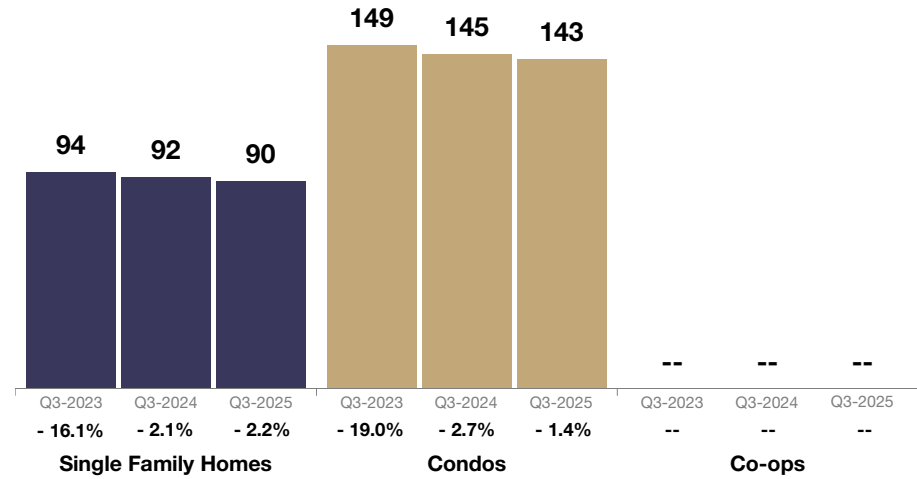
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



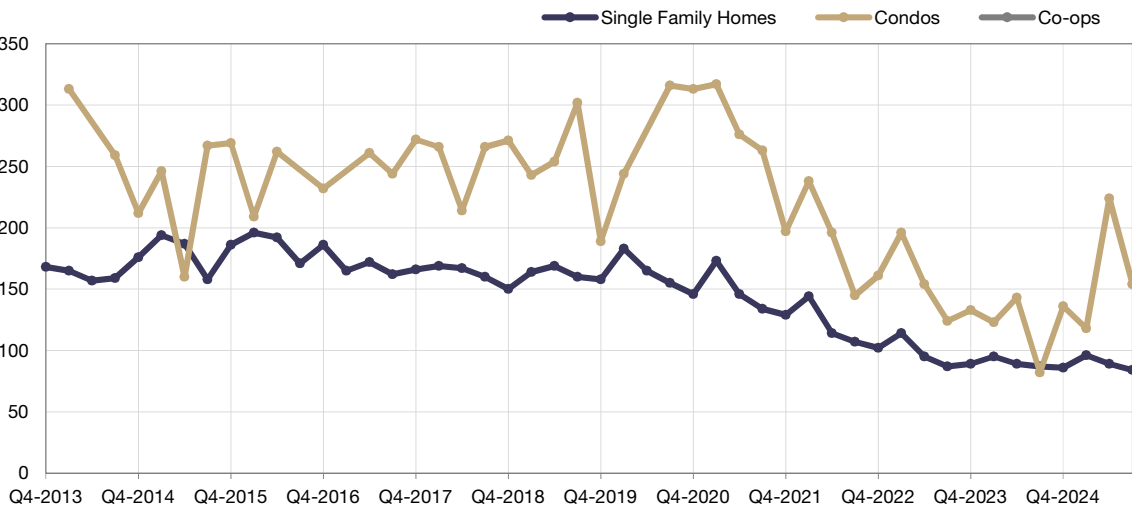
Q3-2025



Year to Date



Historical Housing Affordability Index by Quarter

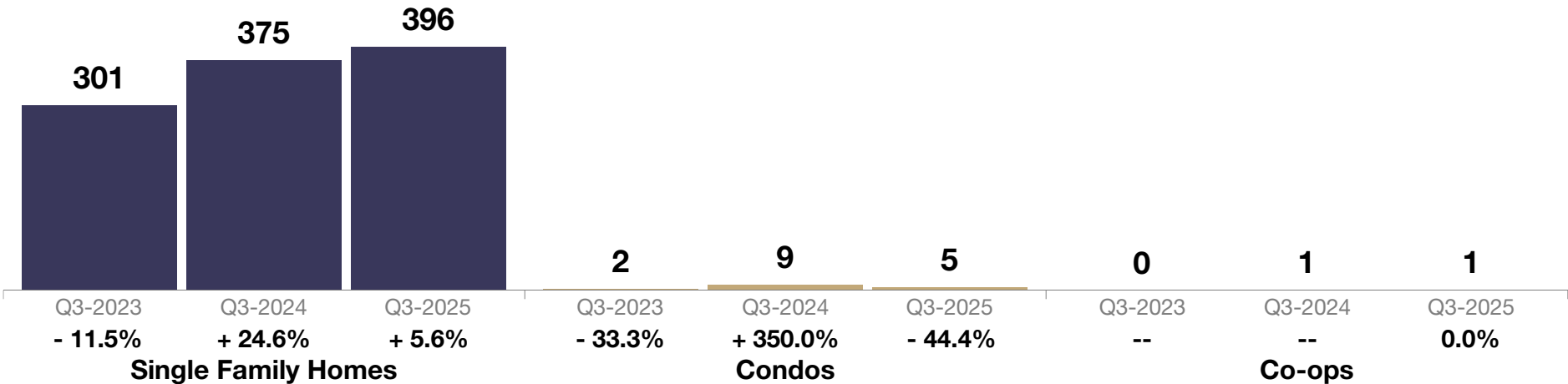


Quarter	Single Family Homes	Condos	Co-ops
Q4-2022	102	161	--
Q1-2023	114	196	--
Q2-2023	95	154	--
Q3-2023	87	124	--
Q4-2023	89	133	--
Q1-2024	95	123	--
Q2-2024	89	143	--
Q3-2024	87	82	--
Q4-2024	86	136	--
Q1-2025	96	118	--
Q2-2025	89	224	--
Q3-2025	84	154	--

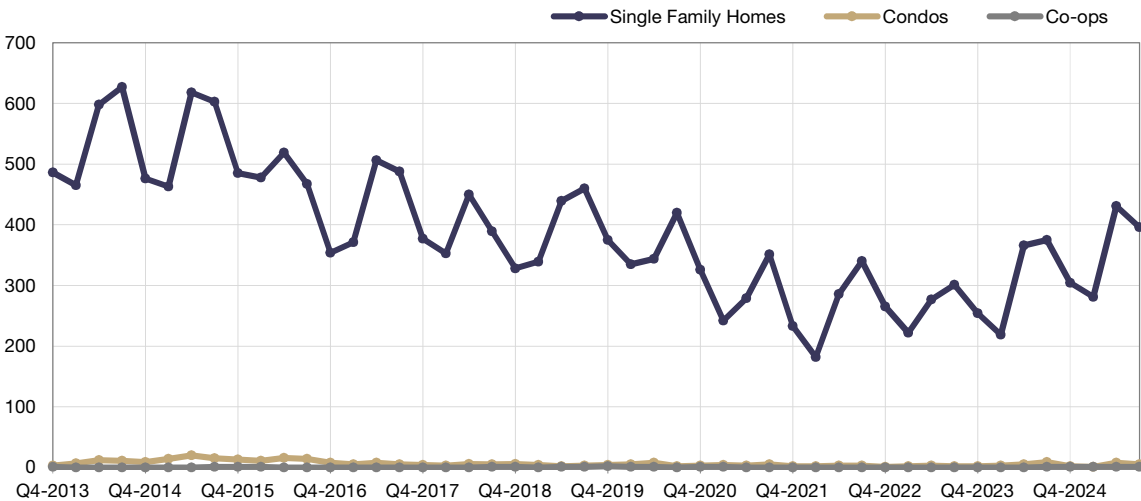
Inventory of Homes for Sale

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

Q3-2025



Historical Inventory of Homes for Sale by Quarter



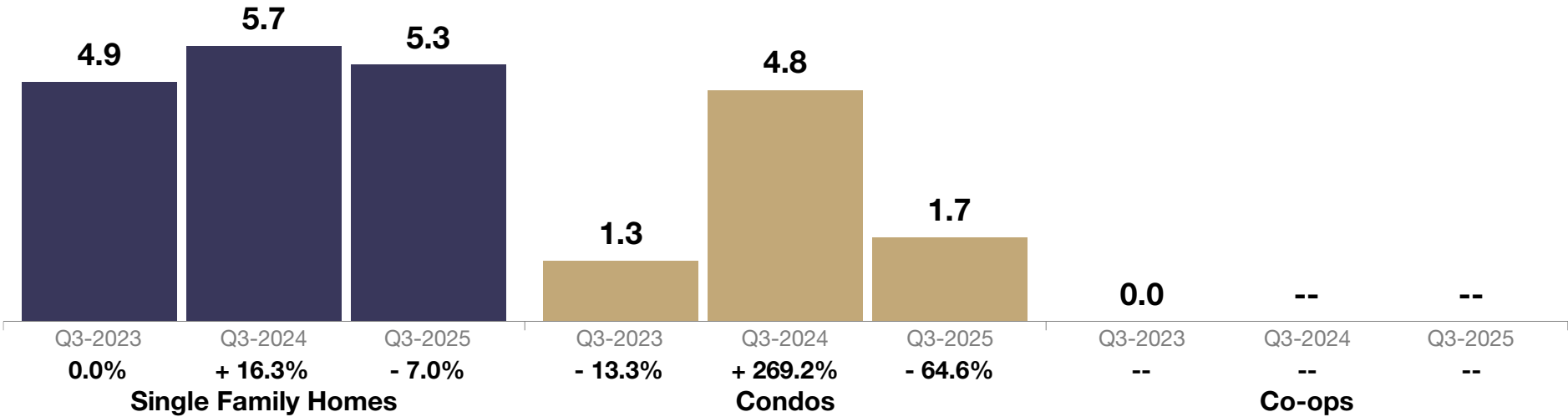
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single Family Homes	Condos	Co-ops
Q4-2022	265	1	0
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	431	8	1
Q3-2025	396	5	1

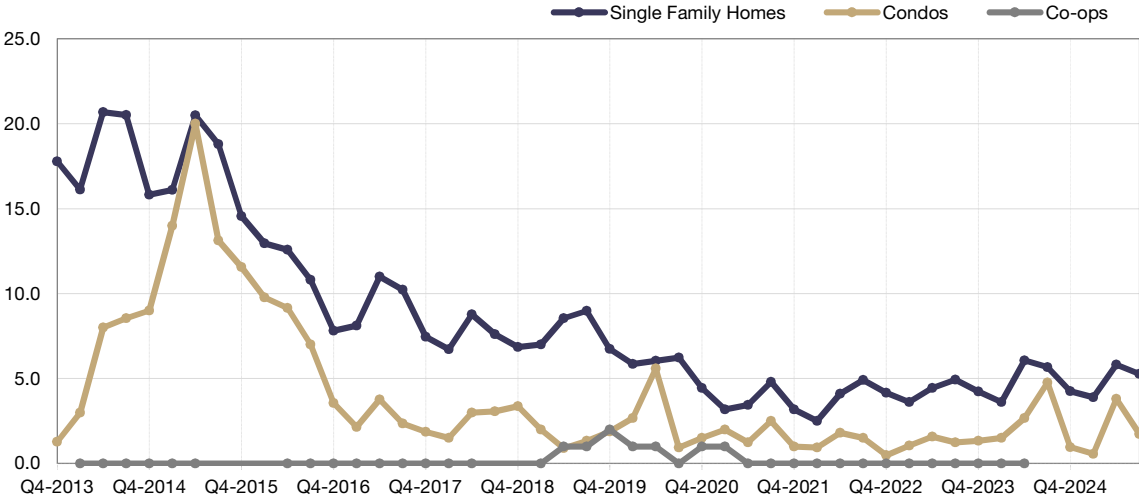
Months Supply of Inventory

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.

Q3-2025



Historical Months Supply of Inventory by Quarter

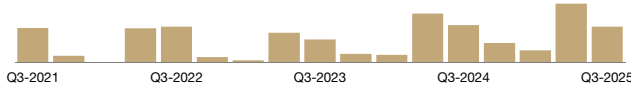
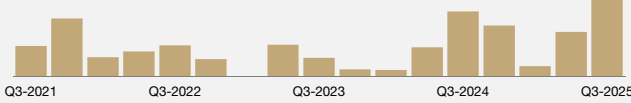
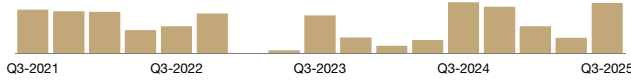
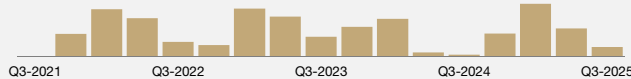
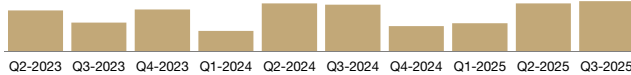
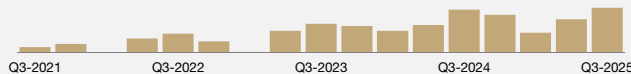
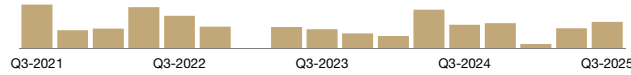
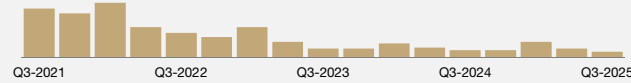
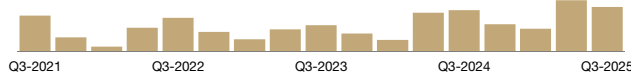
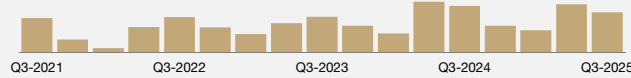


Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single Family Homes	Condos	Co-ops
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	6.1	2.7	0.0
Q3-2024	5.7	4.8	--
Q4-2024	4.3	1.0	--
Q1-2025	3.9	0.6	--
Q2-2025	5.8	3.8	--
Q3-2025	5.3	1.7	--

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	Q3-2024	Q3-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		371	363	- 2.2%	1,020	1,085	+ 6.4%
Pending Sales		262	282	+ 7.6%	639	689	+ 7.8%
Closed Sales		253	251	- 0.8%	600	640	+ 6.7%
Days on Market		55	60	+ 9.1%	62	72	+ 16.1%
Median Pending Price		\$448,000	\$454,500	+ 1.5%	\$435,000	\$440,000	+ 1.1%
Median Sales Price		\$460,000	\$465,000	+ 1.1%	\$430,000	\$433,500	+ 0.8%
Pct. of Orig. Price Received		97.9%	98.3%	+ 0.4%	98.1%	96.8%	- 1.3%
Housing Affordability Index		87	85	- 2.3%	93	91	- 2.2%
Inventory of Homes for Sale		385	402	+ 4.4%	--	--	--
Months Supply of Inventory		5.7	5.2	- 8.8%	--	--	--