

Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE STATEN ISLAND BOARD OF REALTORS®, INC.



January 2025

U.S. existing-home sales advanced for the third straight month, climbing 2.2% to a seasonally adjusted annual rate of 4.24 million units, a 10-month high, according to the National Association of REALTORS® (NAR). Sales were up 9.3% year-over-year, driven largely by purchases of homes priced \$500,000 and above. Month-over-month, sales rose in the South, Northeast, and the West but fell in the Midwest, with all four regions reporting year-over-year gains.

New Listings in Staten Island decreased 13.4 percent to 361. Pending Sales were up 11.1 percent to 300. Inventory levels fell 29.8 percent to 857 units.

Prices continued to gain traction. The Median Sales Price increased 4.8 percent to \$720,000. Days on Market was down 16.5 percent to 68 days. Sellers were encouraged as Months Supply of Inventory was down 33.9 percent to 2.6 months.

According to NAR, total housing inventory was 1.15 million units heading into January, a 13.5% decrease from the previous month but a 16.2% increase from the same period one year earlier, for a 3.3-month supply at the current sales pace. Housing supply remains down compared to pre-pandemic levels, and the limited number of homes on the market continues to push sales prices higher nationwide, with the median existing-home price rising 6% year-over-year to \$404,400.

Quick Facts

+ 14.7%

+ 4.8%

- 29.8%

One-Year Change in
Closed Sales

One-Year Change in
Median Sales Price

One-Year Change in
Inventory

Market Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days on Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of Original List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12



Market Overview

Key market metrics for the current month and year-to-date figures.



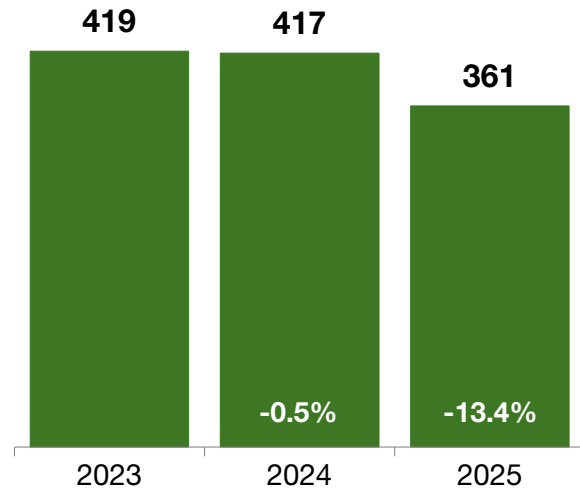
Key Metrics	Historical Sparklines	1-2024	1-2025	+ / -	YTD 2024	YTD 2025	+ / -
New Listings		417	361	- 13.4%	417	361	- 13.4%
Pending Sales		270	300	+ 11.1%	270	300	+ 11.1%
Closed Sales		265	304	+ 14.7%	265	304	+ 14.7%
Days on Market Until Sale		81	68	- 16.5%	81	68	- 16.5%
Median Sales Price		\$687,000	\$720,000	+ 4.8%	\$687,000	\$720,000	+ 4.8%
Average Sales Price		\$726,049	\$769,481	+ 6.0%	\$726,049	\$769,481	+ 6.0%
Percent of Original List Price Received		94.6%	96.2%	+ 1.6%	94.6%	96.2%	+ 1.6%
Housing Affordability Index		58	56	- 3.4%	58	56	- 3.4%
Inventory of Homes for Sale		1,221	857	- 29.8%	--	--	--
Months Supply of Inventory		4.0	2.6	- 33.9%	--	--	--

New Listings

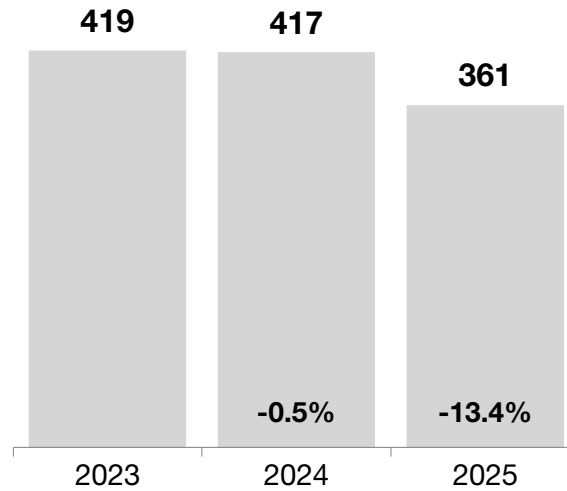
A count of the properties that have been newly listed on the market in a given month.



January

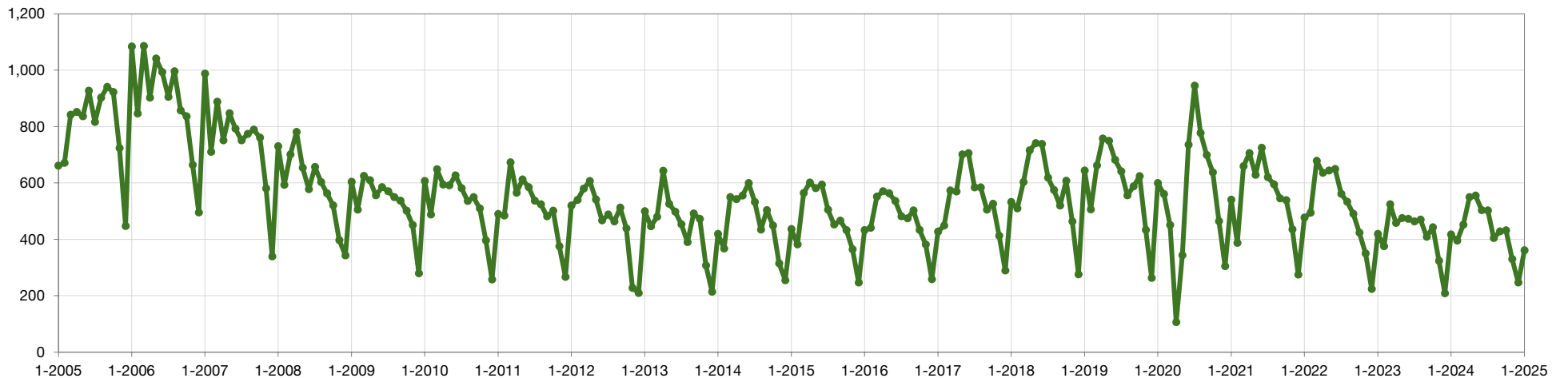


Year to Date



	New Listings	Prior Year	% Change
February 2024	395	375	+5.3%
March 2024	451	524	-13.9%
April 2024	549	458	+19.9%
May 2024	555	475	+16.8%
June 2024	503	472	+6.6%
July 2024	502	463	+8.4%
August 2024	404	469	-13.9%
September 2024	428	409	+4.6%
October 2024	431	442	-2.5%
November 2024	330	323	+2.2%
December 2024	246	208	+18.3%
January 2025	361	417	-13.4%
12-Month Avg	430	420	+2.4%

Historical New Listing Activity

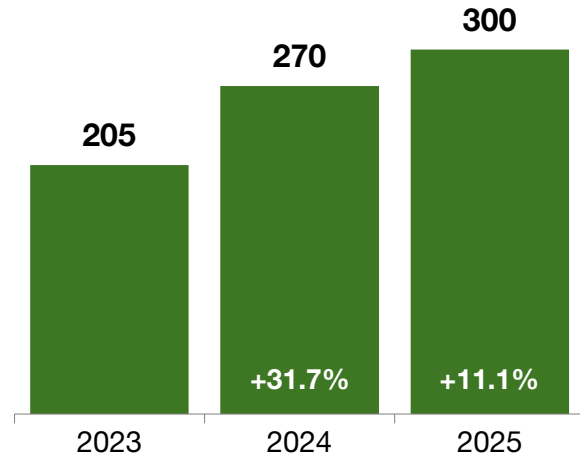


Pending Sales

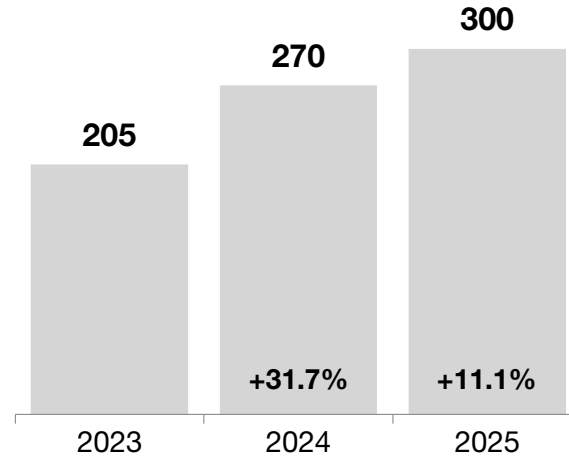
A count of the properties on which offers have been accepted in a given month.



January

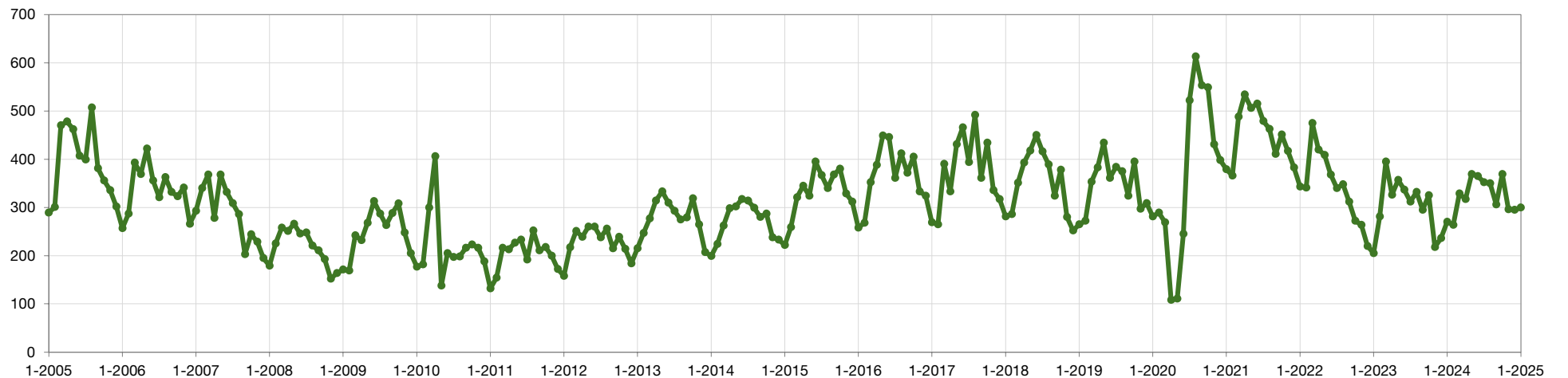


Year to Date



Pending Sales	Prior Year	% Change	
February 2024	264	281	-6.0%
March 2024	329	395	-16.7%
April 2024	317	326	-2.8%
May 2024	369	357	+3.4%
June 2024	365	337	+8.3%
July 2024	352	312	+12.8%
August 2024	350	332	+5.4%
September 2024	306	295	+3.7%
October 2024	369	325	+13.5%
November 2024	296	218	+35.8%
December 2024	295	236	+25.0%
January 2025	300	270	+11.1%
12-Month Avg	326	307	+6.2%

Historical Pending Sales Activity

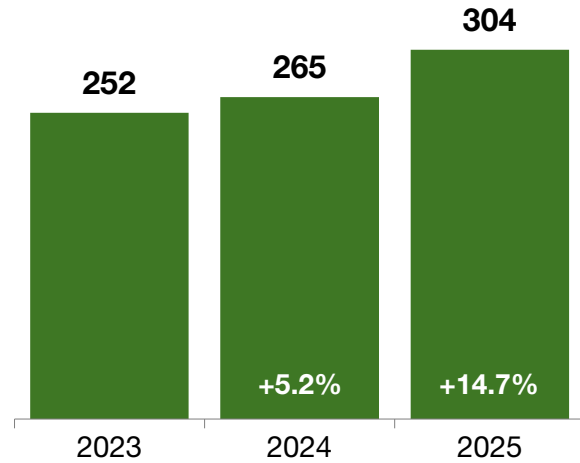


Closed Sales

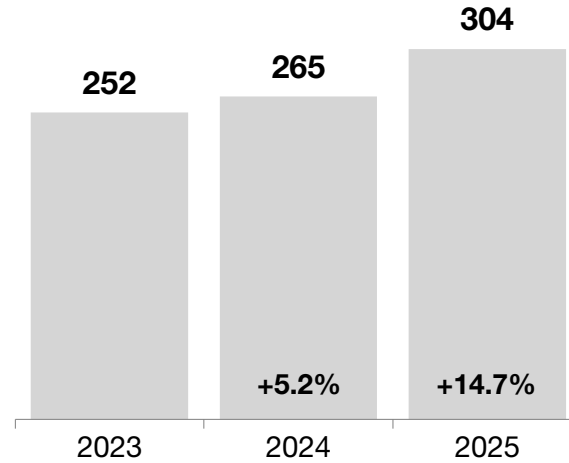
A count of the actual sales that have closed in a given month.



January

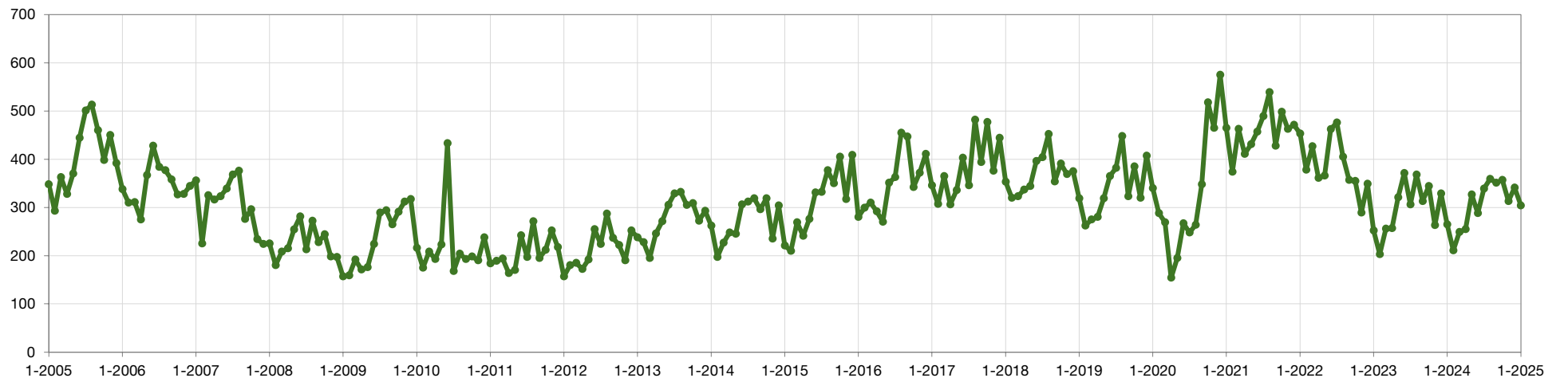


Year to Date



Closed Sales	Prior Year	% Change
February 2024	211	203 +3.9%
March 2024	249	256 -2.7%
April 2024	255	257 -0.8%
May 2024	327	321 +1.9%
June 2024	288	371 -22.4%
July 2024	339	306 +10.8%
August 2024	359	368 -2.4%
September 2024	351	313 +12.1%
October 2024	357	344 +3.8%
November 2024	313	263 +19.0%
December 2024	341	329 +3.6%
January 2025	304	265 +14.7%
12-Month Avg	308	300 +2.7%

Historical Closed Sales Activity



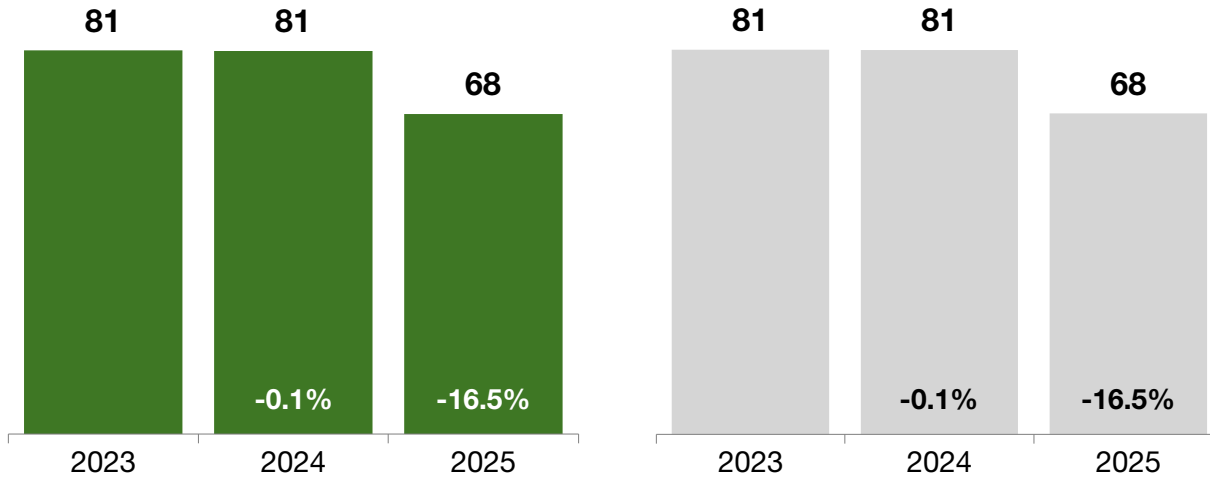
Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted in a given month.
Based on Cumulative Days on Market.



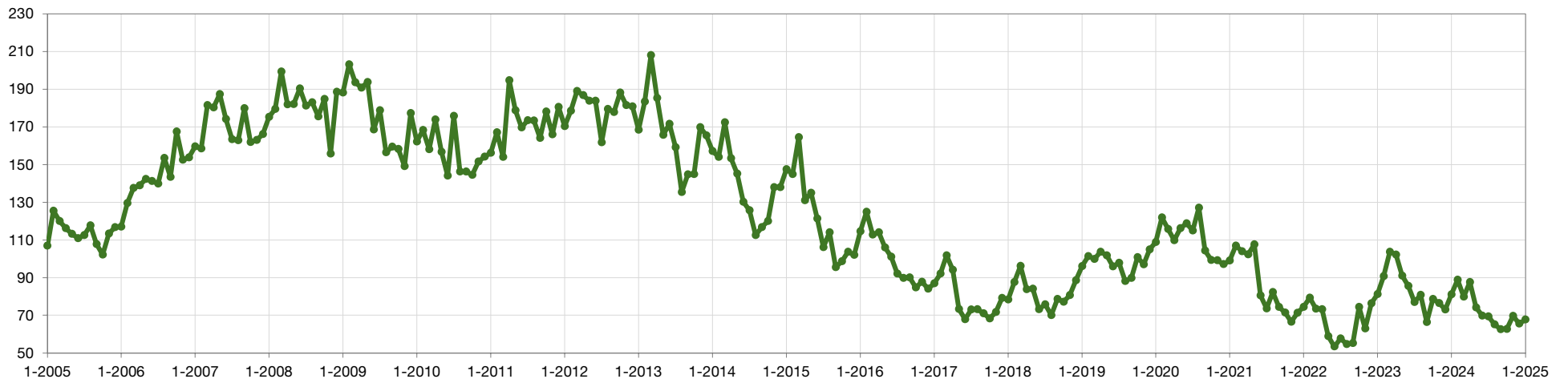
January

Year to Date



Days on Market		Prior Year	% Change
February 2024	89	91	-2.0%
March 2024	80	104	-22.9%
April 2024	88	102	-14.3%
May 2024	74	91	-18.6%
June 2024	70	86	-18.5%
July 2024	69	77	-9.9%
August 2024	65	81	-19.2%
September 2024	63	66	-5.7%
October 2024	63	79	-20.1%
November 2024	70	76	-8.9%
December 2024	66	73	-10.3%
January 2025	68	81	-16.5%
12-Month Avg	71	83	-14.9%

Historical Days on Market Until Sale

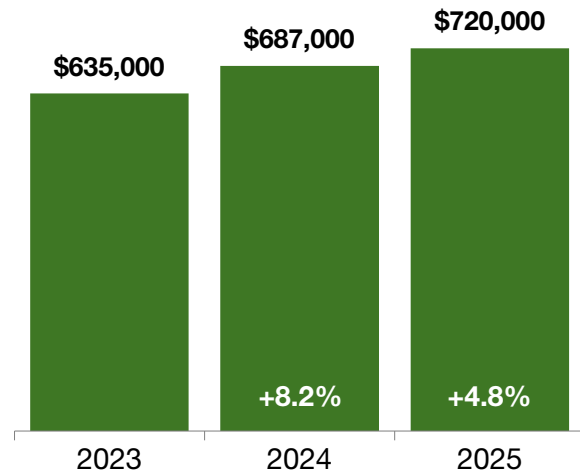


Median Sales Price

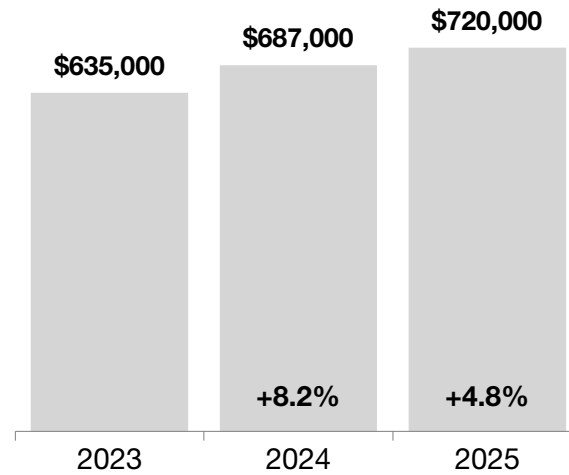
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January

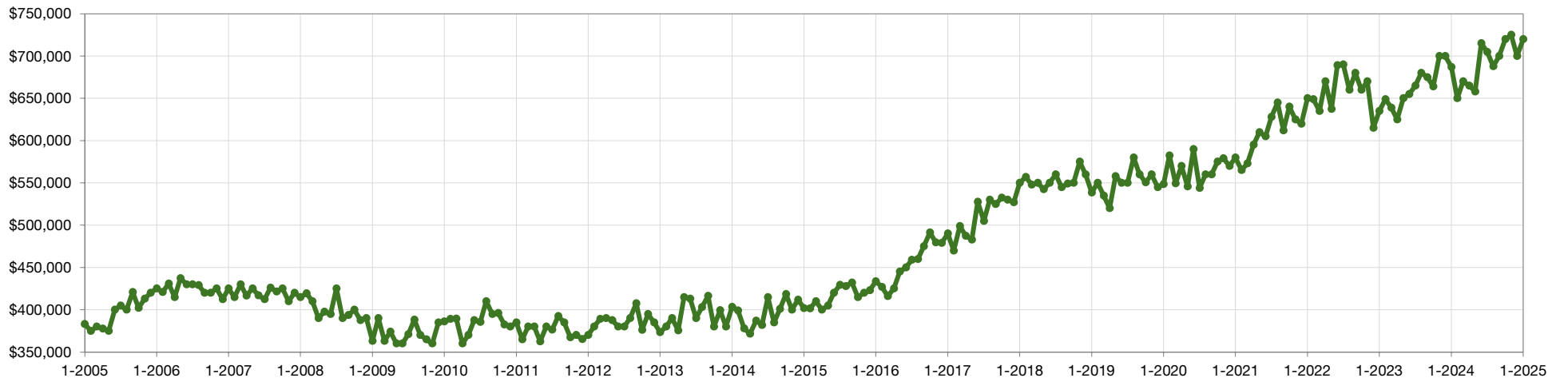


Year to Date



	Median Sales Price	Prior Year	% Change
February 2024	\$650,000	\$649,000	+0.2%
March 2024	\$670,000	\$639,000	+4.9%
April 2024	\$665,000	\$625,000	+6.4%
May 2024	\$658,000	\$650,000	+1.2%
June 2024	\$715,000	\$655,000	+9.2%
July 2024	\$705,000	\$665,000	+6.0%
August 2024	\$688,000	\$680,000	+1.2%
September 2024	\$700,000	\$675,000	+3.7%
October 2024	\$720,000	\$664,000	+8.4%
November 2024	\$725,000	\$700,000	+3.6%
December 2024	\$700,000	\$700,000	0.0%
January 2025	\$720,000	\$687,000	+4.8%
12-Month Med	\$695,000	\$665,000	+4.5%

Historical Median Sales Price

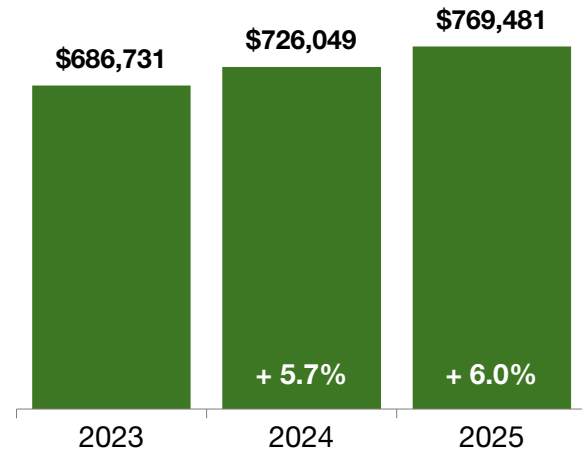


Average Sales Price

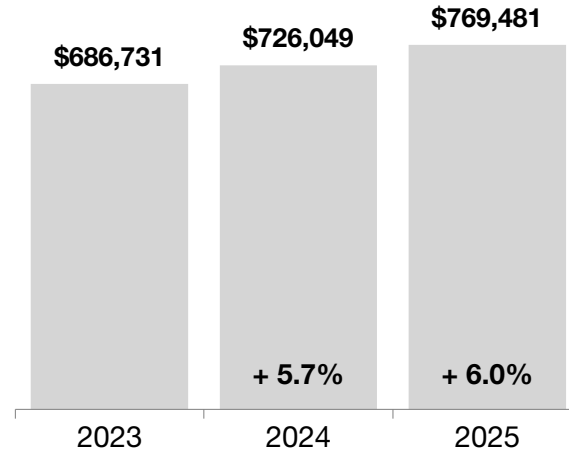
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January

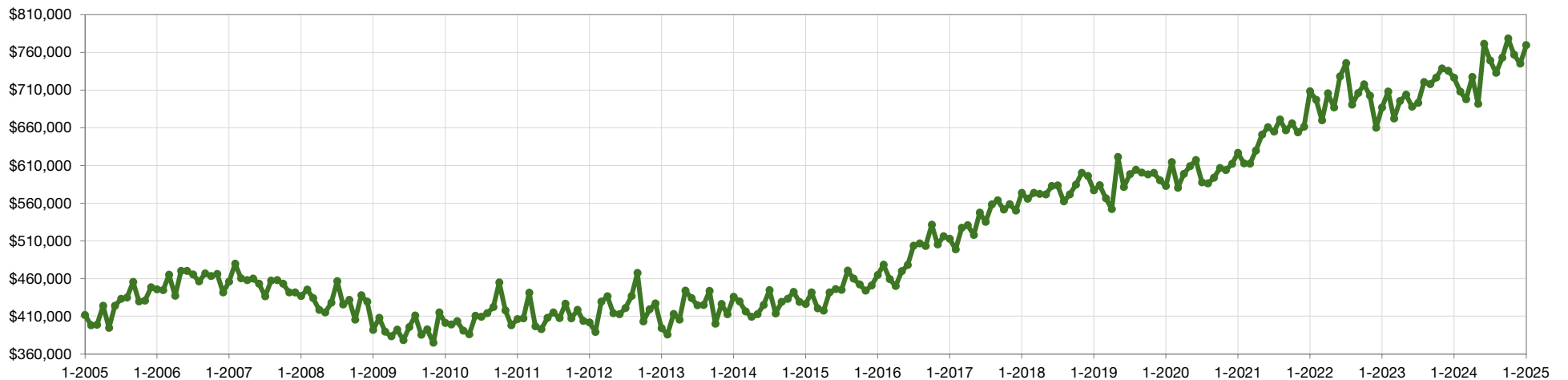


Year to Date



Average Sales Price	Prior Year	% Change
February 2024	\$707,951	\$707,853 +0.0%
March 2024	\$697,660	\$672,034 +3.8%
April 2024	\$727,242	\$695,253 +4.6%
May 2024	\$691,617	\$703,631 -1.7%
June 2024	\$770,958	\$687,727 +12.1%
July 2024	\$749,121	\$692,752 +8.1%
August 2024	\$732,764	\$720,417 +1.7%
September 2024	\$752,750	\$717,570 +4.9%
October 2024	\$778,257	\$726,144 +7.2%
November 2024	\$756,919	\$738,309 +2.5%
December 2024	\$744,768	\$735,336 +1.3%
January 2025	\$769,481	\$726,049 +6.0%
12-Month Avg	\$741,889	\$710,624 +4.4%

Historical Average Sales Price



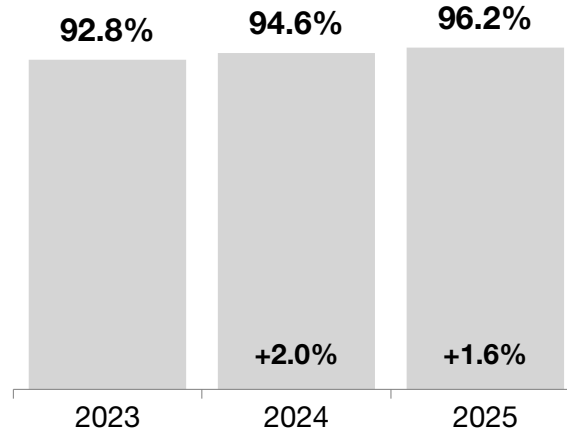
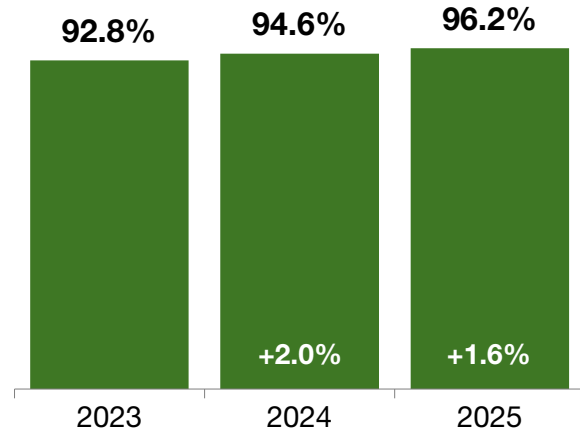
Percent of Original List Price Received

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.



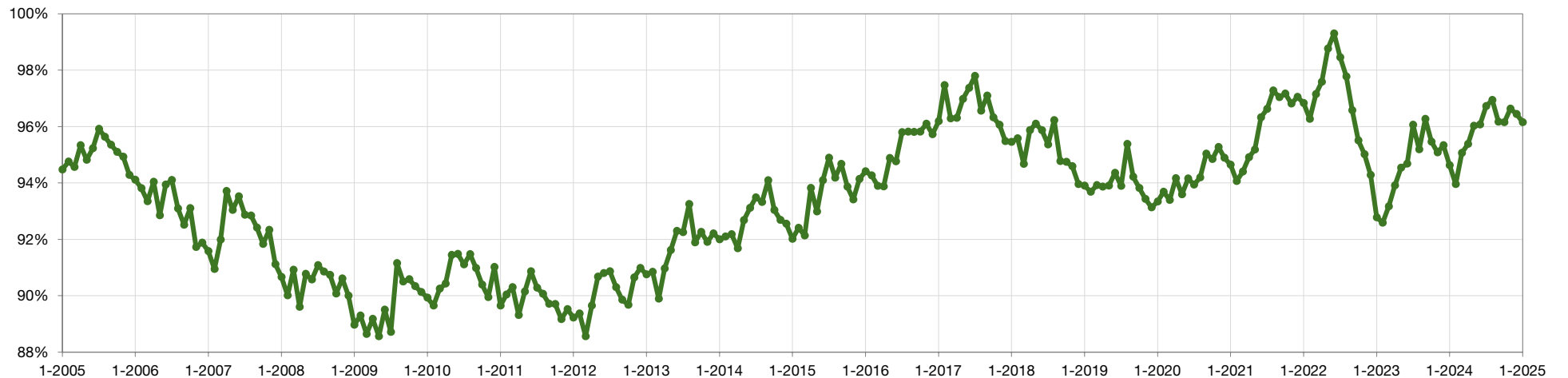
January

Year to Date



	Pct of Orig. List Price if Rec'd	Prior Year	% Change
February 2024	94.0%	92.6%	+1.5%
March 2024	95.1%	93.2%	+2.0%
April 2024	95.4%	93.9%	+1.6%
May 2024	96.0%	94.5%	+1.6%
June 2024	96.1%	94.7%	+1.5%
July 2024	96.7%	96.1%	+0.7%
August 2024	96.9%	95.2%	+1.8%
September 2024	96.2%	96.3%	-0.1%
October 2024	96.2%	95.5%	+0.7%
November 2024	96.6%	95.1%	+1.6%
December 2024	96.4%	95.3%	+1.2%
January 2025	96.2%	94.6%	+1.6%
12-Month Avg	96.1%	94.9%	+1.3%

Historical Percent of Original List Price Received

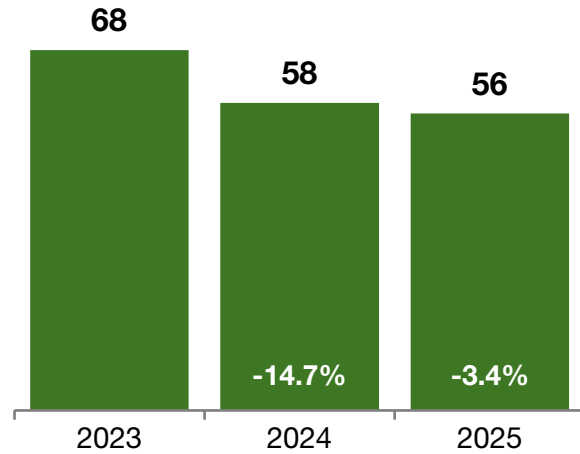


Housing Affordability Index

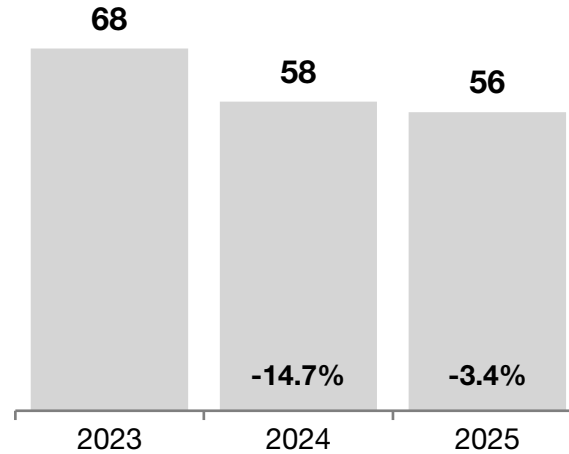
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what home under prevailing interest rates. A higher number means greater affordability.



January



Year to Date



	Housing Affordability Index	Prior Year	% Change
February 2024	60	65	-7.7%
March 2024	59	67	-11.9%
April 2024	58	67	-13.4%
May 2024	59	65	-9.2%
June 2024	55	63	-12.7%
July 2024	56	62	-9.7%
August 2024	60	58	+3.4%
September 2024	60	56	+7.1%
October 2024	56	55	+1.8%
November 2024	55	55	0.0%
December 2024	58	58	0.0%
January 2025	56	58	-3.4%
12-Month Avg	58	60	-3.3%

Historical Housing Affordability Index

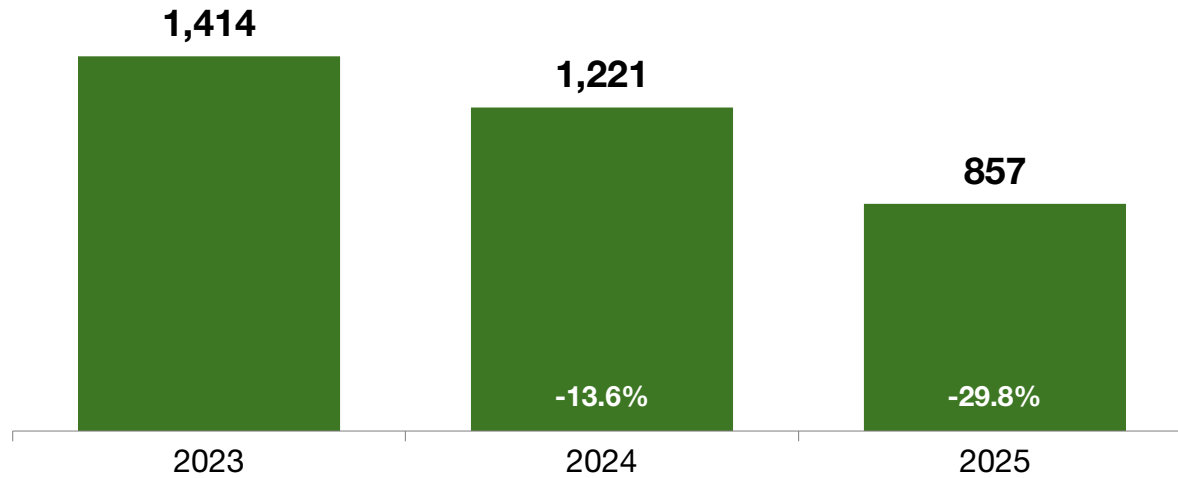


Inventory of Homes for Sale

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



January



Inventory of Homes for Sale	Prior Year	% Change
February 2024	1,247	-10.7%
March 2024	1,270	-8.2%
April 2024	1,376	-2.5%
May 2024	1,445	+2.8%
June 2024	1,446	+2.4%
July 2024	1,459	+1.0%
August 2024	1,393	-4.3%
September 2024	1,371	-4.7%
October 2024	1,265	-9.3%
November 2024	1,157	-16.7%
December 2024	914	-23.0%
January 2025	857	-29.8%
12-Month Avg	1,267	-8.1%

Historical Inventory of Homes for Sale

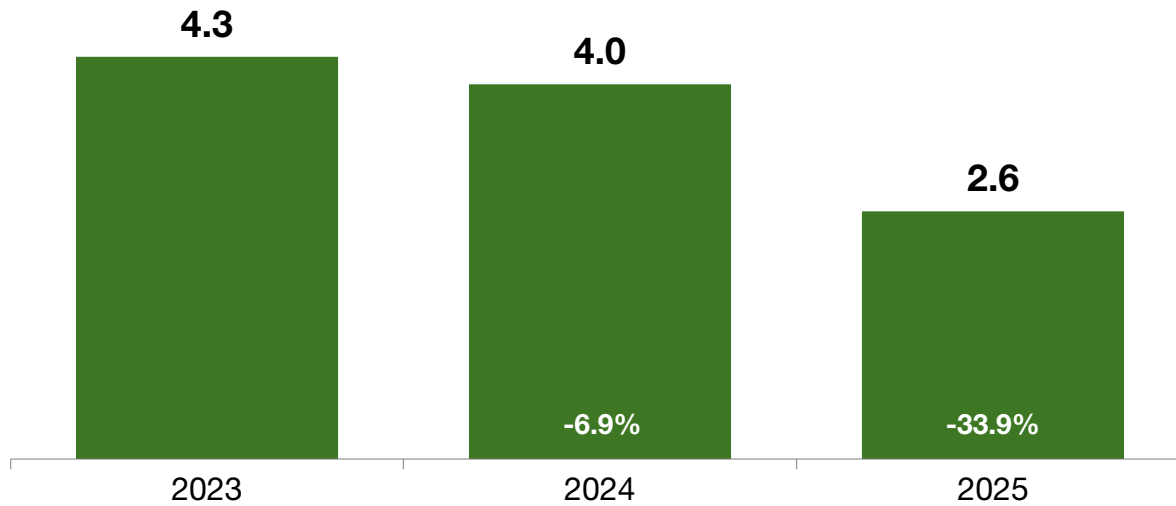


Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



January



Months Supply of Inventory	Prior Year	% Change
February 2024	4.1	4.3 -4.7%
March 2024	4.2	4.3 -2.3%
April 2024	4.6	4.5 +1.5%
May 2024	4.8	4.6 +5.2%
June 2024	4.8	4.6 +3.1%
July 2024	4.8	4.8 -0.1%
August 2024	4.5	4.8 -6.3%
September 2024	4.4	4.8 -7.4%
October 2024	4.1	4.6 -11.6%
November 2024	3.6	4.6 -21.5%
December 2024	2.8	3.9 -28.2%
January 2025	2.6	4.0 -33.9%
12-Month Avg	4.1	4.5 -8.4%

Historical Months Supply of Inventory

