

Quarterly Indicators

Sullivan County



Q3-2019

With the kids back in school and the weather cooling, the housing market begins its annual cooldown as well. Nationally, buyer and seller activity remained strong, buoyed by low mortgage rates and a strong economy. The market fundamentals suggest no significant changes from recent trends, other than the seasonally tempered pace we see this time of year. As we move into the final three months of 2019, buyers will find fewer homes coming on the market, but also less competition for those homes.

- Single-Family Closed Sales remained flat at 264.
- Condos Closed Sales were up 50.0 percent to 3.
- Co-ops Closed Sales finished the quarter at 0.

- Single-Family Median Sales Price increased 4.9 percent to \$149,000.
- Condos Median Sales Price decreased 56.5 percent to \$43,000.
- Co-ops Median Sales Price had limited activity.

In Washington there are discussions around a broad overhaul of the housing finance system, including the re-privatization of Fannie Mae and Freddie Mac and reforms to federal agencies involved with financing substantial portions of the mortgages made every year. Many of these policy conversations and eventual changes will take months or years to be implemented and their impact is not yet clear. While Halloween decorations are beginning to adorn homes around the country, the real estate market this fall is looking far from scary.

Quarterly Snapshot

+ 0.4% **- 2.4%** **+ 4.5%**

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 composed of Single-Family, Condo and Co-op properties. 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	Q3-2018	Q3-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings	<p>Q4-2016: 301, Q2-2017: 670, Q4-2017: 268, Q2-2018: 640, Q4-2018: 293, Q2-2019: 605</p>	539	568	+ 5.4%	1,515	1,498	- 1.1%
Pending Sales	<p>Q4-2016: 209, Q2-2017: 237, Q4-2017: 265, Q2-2018: 251, Q4-2018: 228, Q2-2019: 260</p>	299	326	+ 9.0%	765	764	- 0.1%
Closed Sales	<p>Q4-2016: 249, Q2-2017: 231, Q4-2017: 270, Q2-2018: 238, Q4-2018: 276, Q2-2019: 215</p>	264	264	0.0%	730	676	- 7.4%
Days on Market	<p>Q4-2016: 214, Q2-2017: 215, Q4-2017: 191, Q2-2018: 199, Q4-2018: 148, Q2-2019: 170</p>	139	144	+ 3.6%	172	151	- 12.2%
Median Sales Price	<p>Q4-2016: \$127,200, Q2-2017: \$120,000, Q4-2017: \$110,050, Q2-2018: \$125,000, Q4-2018: \$130,000, Q2-2019: \$146,000</p>	\$142,000	\$149,000	+ 4.9%	\$127,250	\$142,500	+ 12.0%
Average Sales Price	<p>Q4-2016: \$151,014, Q2-2017: \$160,000, Q4-2017: \$159,073, Q2-2018: \$177,503, Q4-2018: \$166,596, Q2-2019: \$185,016</p>	\$175,341	\$184,445	+ 5.2%	\$165,485	\$176,611	+ 6.7%
Pct. of Orig. Price Received	<p>Q4-2016: 86.3%, Q2-2017: 86.4%, Q4-2017: 86.8%, Q2-2018: 89.7%, Q4-2018: 88.3%, Q2-2019: 87.9%</p>	90.6%	88.4%	- 2.4%	88.6%	87.8%	- 0.9%
Housing Affordability Index	<p>Q4-2016: 219, Q2-2017: 256, Q4-2017: 279, Q2-2018: 231, Q4-2018: 211, Q2-2019: 200</p>	205	196	- 4.4%	228	205	- 10.1%
Inventory of Homes for Sale	<p>Q4-2016: 1,081, Q2-2017: 1,204, Q4-2017: 874, Q2-2018: 999, Q4-2018: 869, Q2-2019: 1,027</p>	1,053	1,029	- 2.3%	--	--	--
Months Supply of Inventory	<p>Q4-2016: 13.9, Q2-2017: 15.3, Q4-2017: 10.7, Q2-2018: 12.0, Q4-2018: 10.5, Q2-2019: 12.8</p>	12.3	12.4	+ 0.8%	--	--	--

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	Q3-2018	Q3-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		4	5	+ 25.0%	15	13	- 13.3%
Pending Sales		2	4	+ 100.0%	7	7	0.0%
Closed Sales		2	3	+ 50.0%	6	8	+ 33.3%
Days on Market		318	38	- 88.1%	137	103	- 24.8%
Median Sales Price		\$98,750	\$43,000	- 56.5%	\$34,500	\$52,250	+ 51.4%
Average Sales Price		\$98,750	\$99,667	+ 0.9%	\$53,567	\$72,313	+ 35.0%
Pct. of Orig. Price Received		89.4%	94.3%	+ 5.5%	87.9%	90.1%	+ 2.5%
Housing Affordability Index		294	679	+ 131.0%	843	559	- 33.7%
Inventory of Homes for Sale		9	6	- 33.3%	--	--	--
Months Supply of Inventory		6.0	4.8	- 20.0%	--	--	--

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.

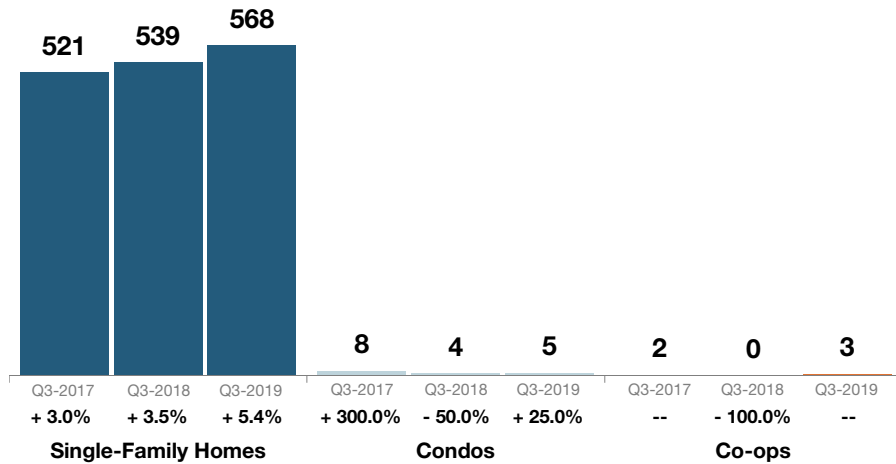


Key Metrics	Historical Sparkbars	Q3-2018	Q3-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		0	3	--	3	6	+ 100.0%
Pending Sales		0	1	--	0	1	--
Closed Sales		0	0	--	0	0	--
Days on Market		--	--	--	--	--	--
Median Sales Price		--	--	--	--	--	--
Average Sales Price		--	--	--	--	--	--
Pct. of Orig. Price Received		--	--	--	--	--	--
Housing Affordability Index		--	--	--	--	--	--
Inventory of Homes for Sale		1	3	+ 200.0%	--	--	--
Months Supply of Inventory		--	3.0	--	--	--	--

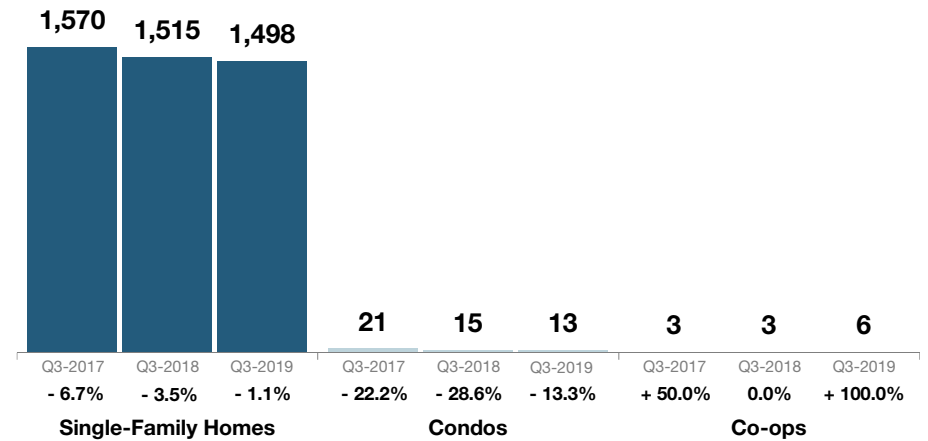
New Listings

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

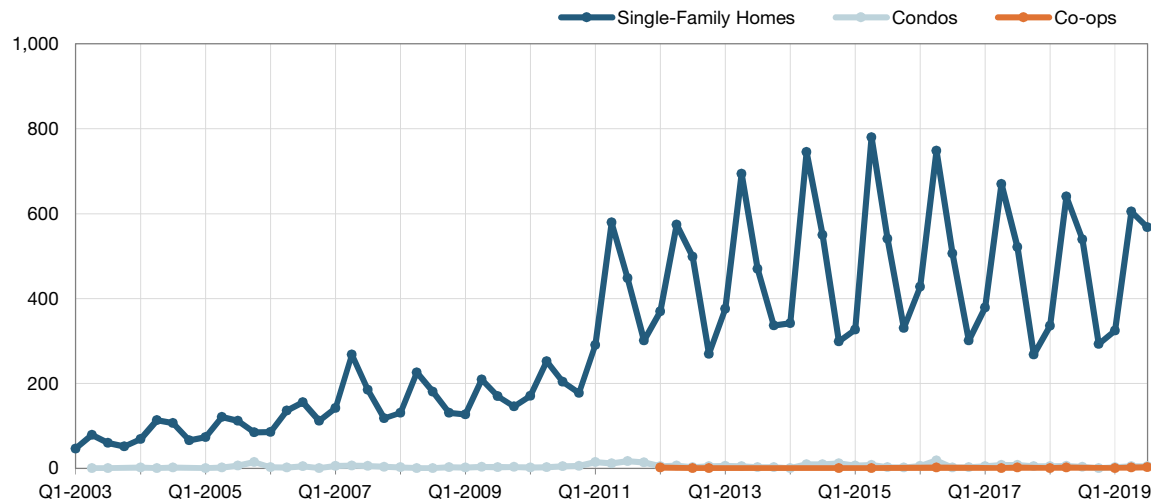
Q3-2019



Year to Date



Historical New Listings by Quarter



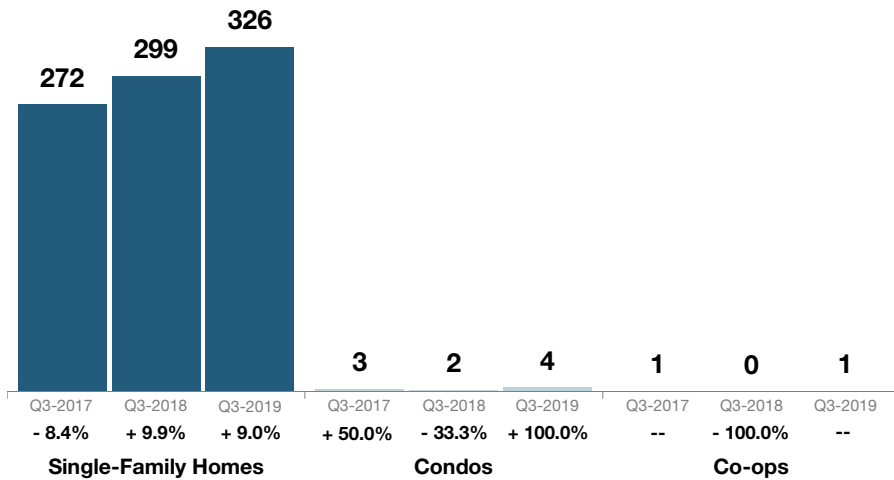
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2016	301	3	0
Q1-2017	379	5	0
Q2-2017	670	8	1
Q3-2017	521	8	2
Q4-2017	268	5	0
Q1-2018	336	5	1
Q2-2018	640	6	2
Q3-2018	539	4	0
Q4-2018	293	1	0
Q1-2019	325	3	1
Q2-2019	605	5	2
Q3-2019	568	5	3

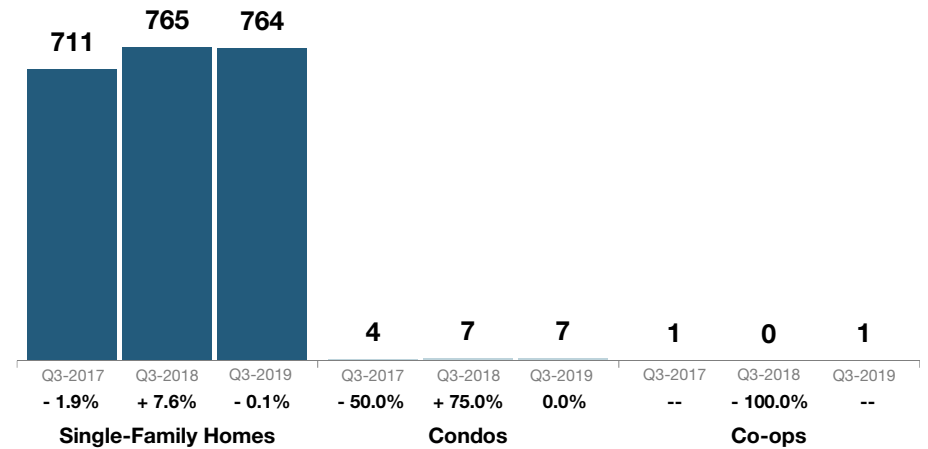
Pending Sales

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

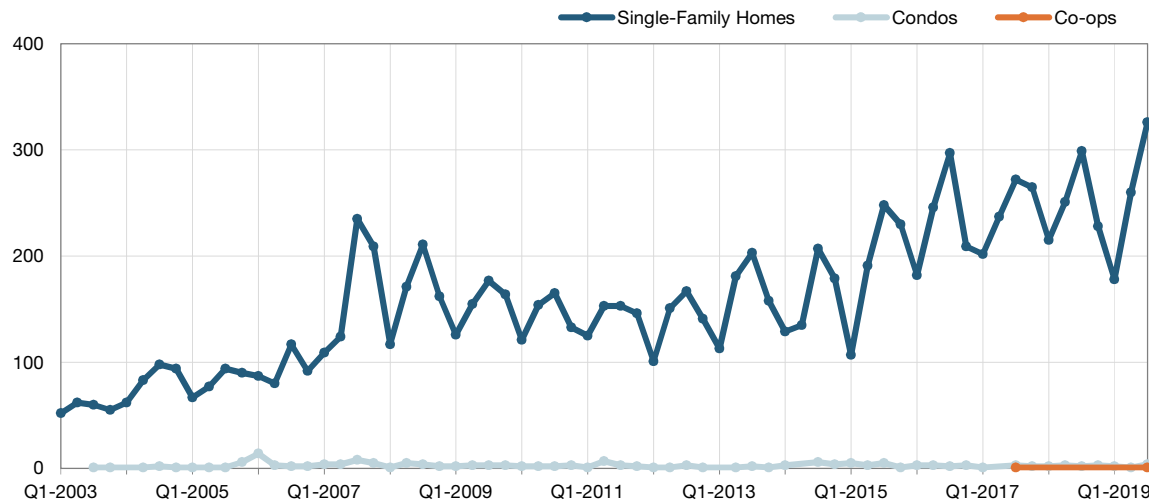
Q3-2019



Year to Date



Historical Pending Sales by Quarter



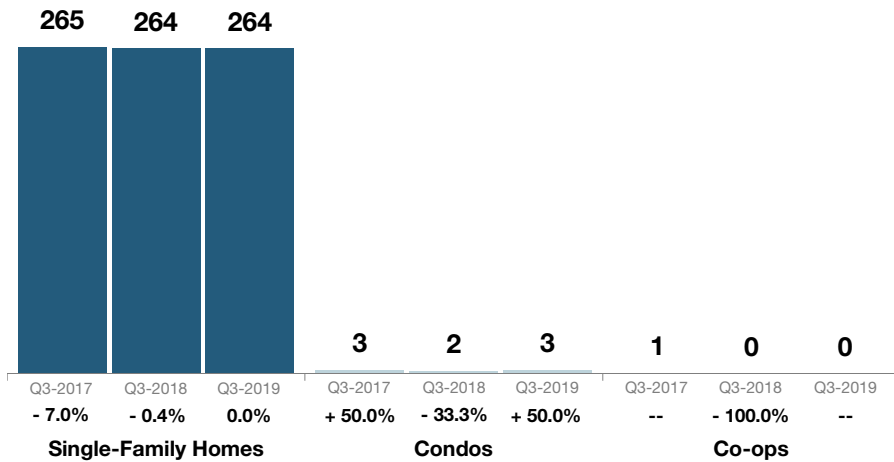
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2016	209	3	0
Q1-2017	202	1	0
Q2-2017	237	0	0
Q3-2017	272	3	1
Q4-2017	265	2	0
Q1-2018	215	2	0
Q2-2018	251	3	0
Q3-2018	299	2	0
Q4-2018	228	3	0
Q1-2019	178	2	0
Q2-2019	260	1	0
Q3-2019	326	4	1

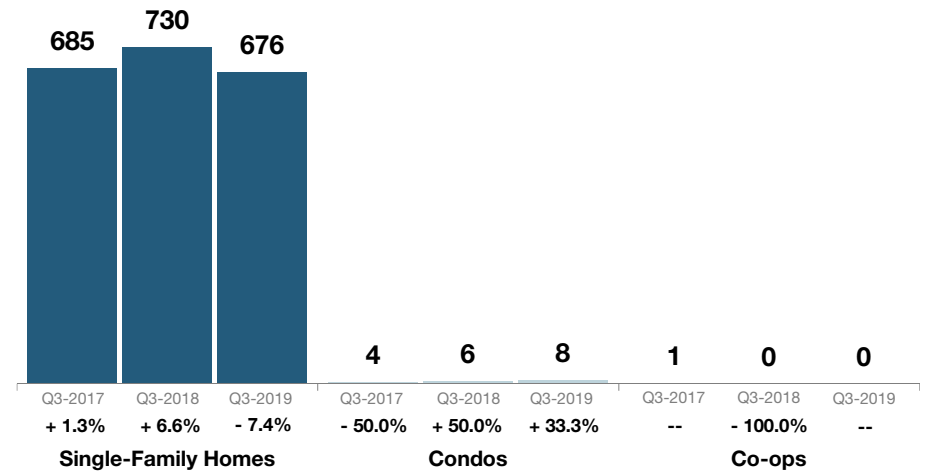
Closed Sales

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

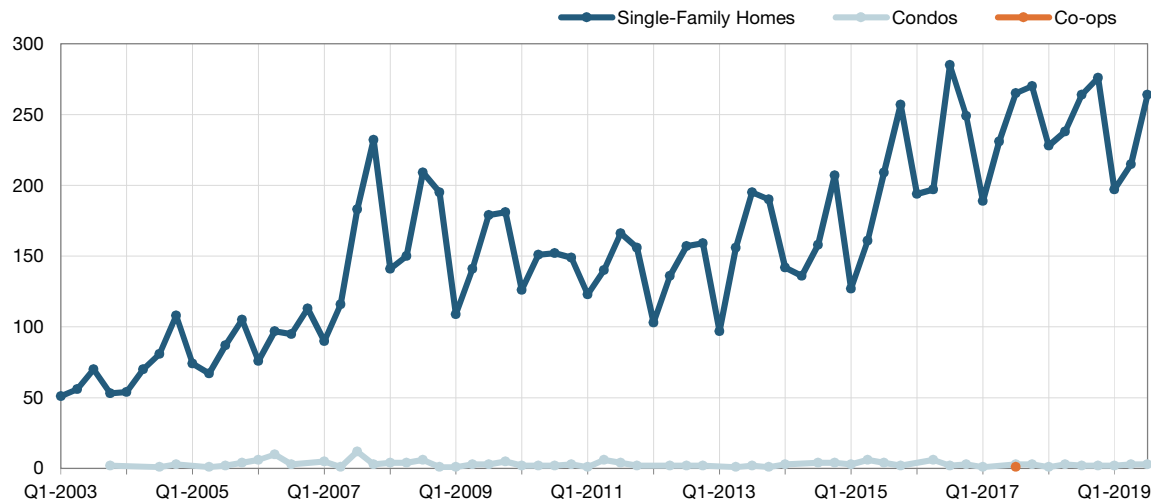
Q3-2019



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Historical Closed Sales by Quarter



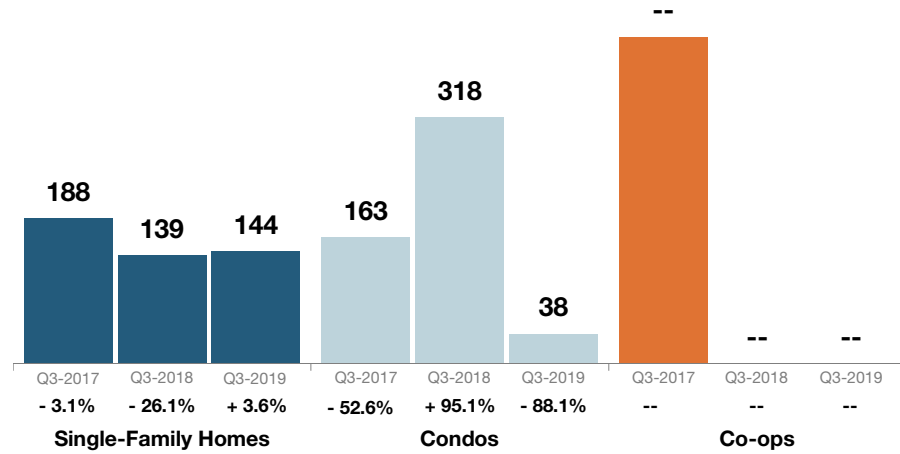
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2016	249	3	0
Q1-2017	189	1	0
Q2-2017	231	0	0
Q3-2017	265	3	1
Q4-2017	270	3	0
Q1-2018	228	1	0
Q2-2018	238	3	0
Q3-2018	264	2	0
Q4-2018	276	2	0
Q1-2019	197	2	0
Q2-2019	215	3	0
Q3-2019	264	3	0

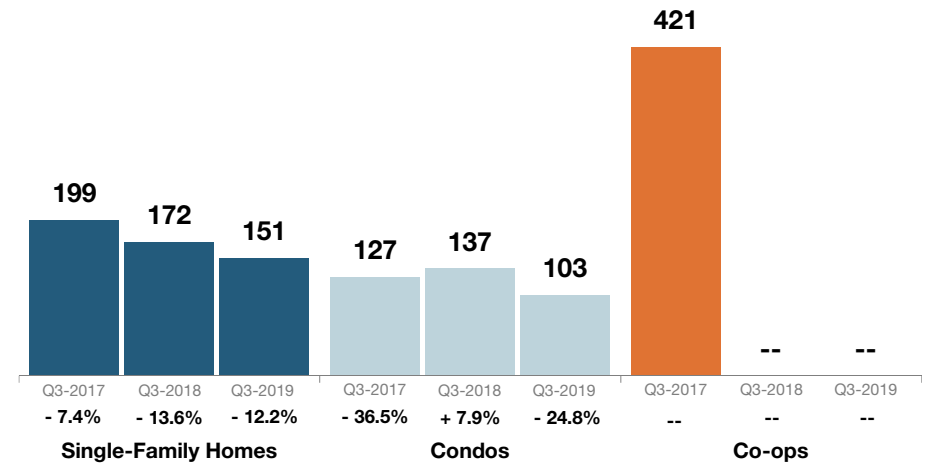
Days on Market Until Sale

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

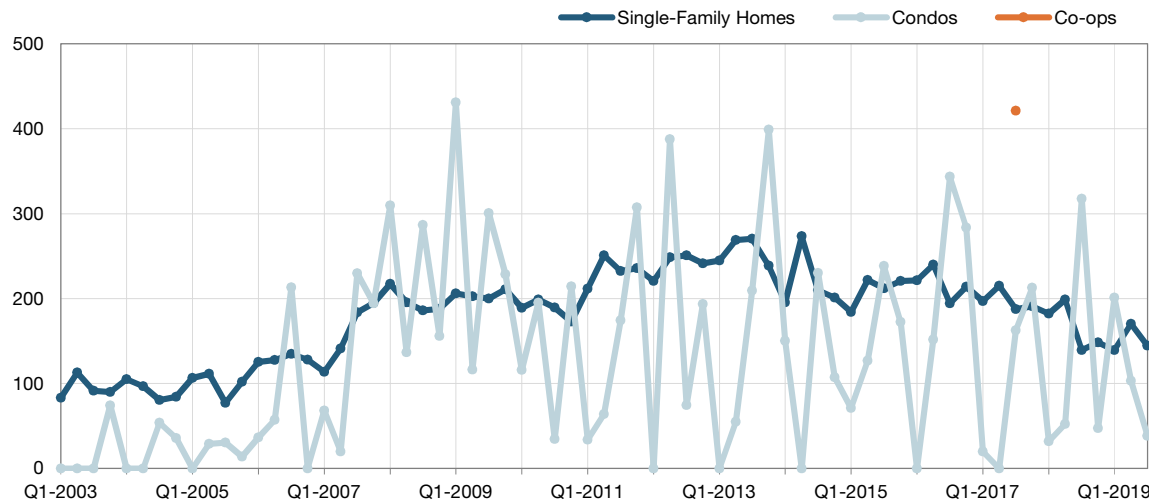
Q3-2019



Year to Date



Historical Days on Market Until Sale by Quarter



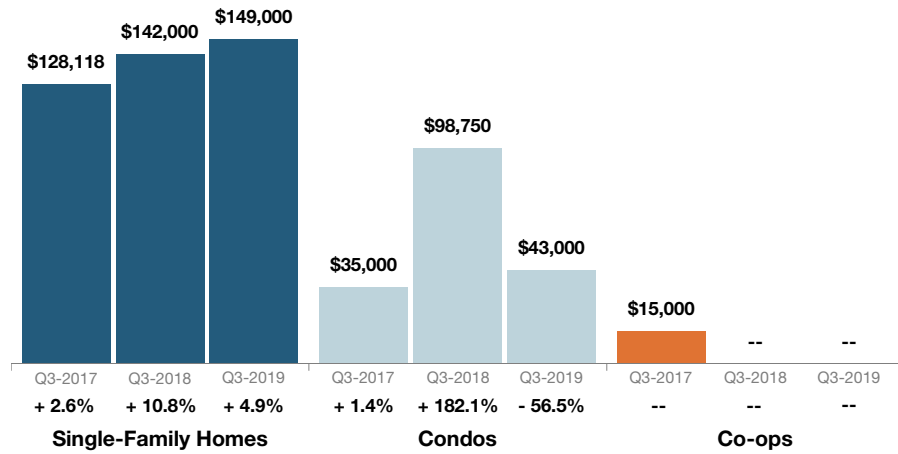
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2016	214	284	--
Q1-2017	197	20	--
Q2-2017	215	--	--
Q3-2017	188	163	421
Q4-2017	191	213	--
Q1-2018	182	32	--
Q2-2018	199	52	--
Q3-2018	139	318	--
Q4-2018	148	48	--
Q1-2019	139	201	--
Q2-2019	170	103	--
Q3-2019	144	38	--

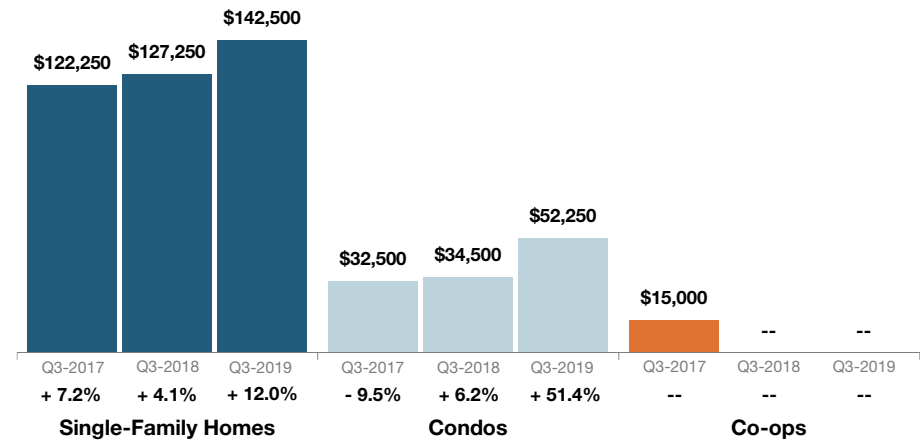
Median Sales Price

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

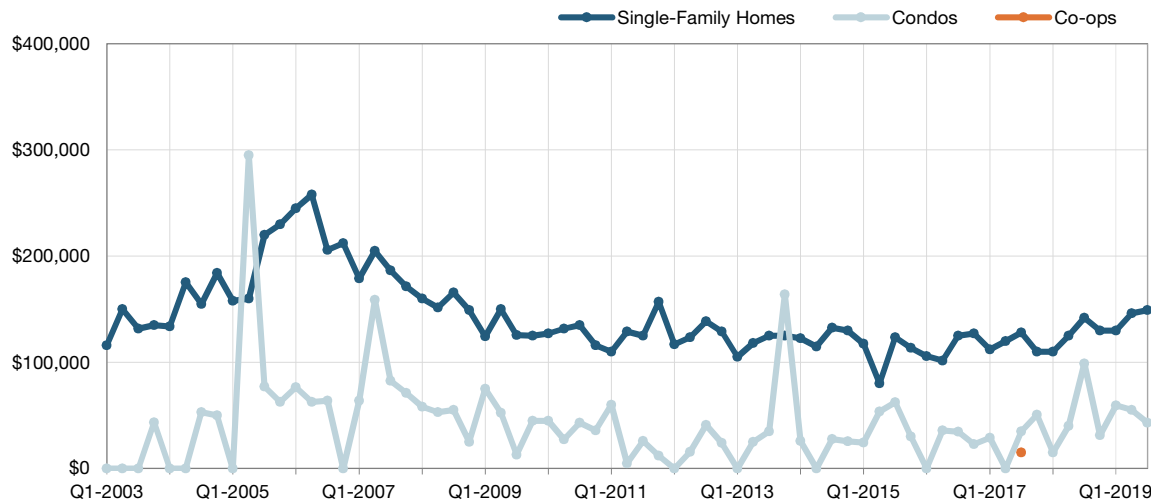
Q3-2019



Year to Date



Historical Median Sales Price by Quarter



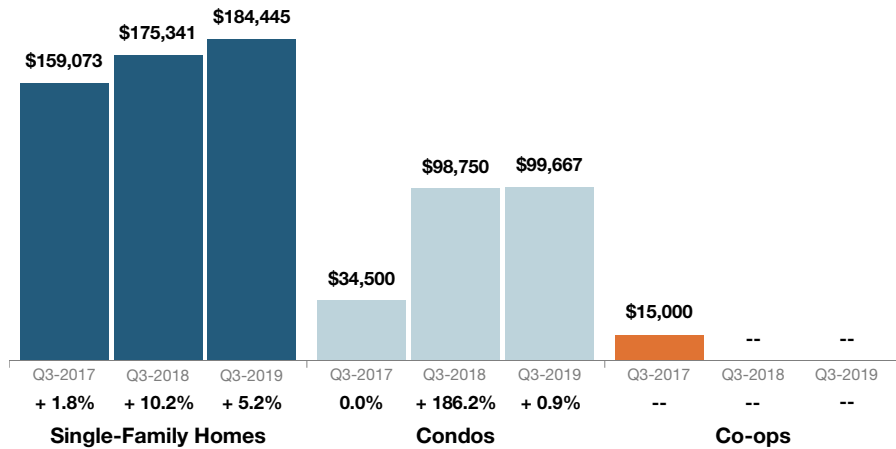
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2016	\$127,200	\$23,000	--
Q1-2017	\$112,000	\$29,000	--
Q2-2017	\$120,000	--	--
Q3-2017	\$128,118	\$35,000	\$15,000
Q4-2017	\$110,050	\$50,500	--
Q1-2018	\$110,000	\$14,900	--
Q2-2018	\$125,000	\$40,000	--
Q3-2018	\$142,000	\$98,750	--
Q4-2018	\$130,000	\$31,250	--
Q1-2019	\$130,000	\$59,250	--
Q2-2019	\$146,000	\$55,000	--
Q3-2019	\$149,000	\$43,000	--

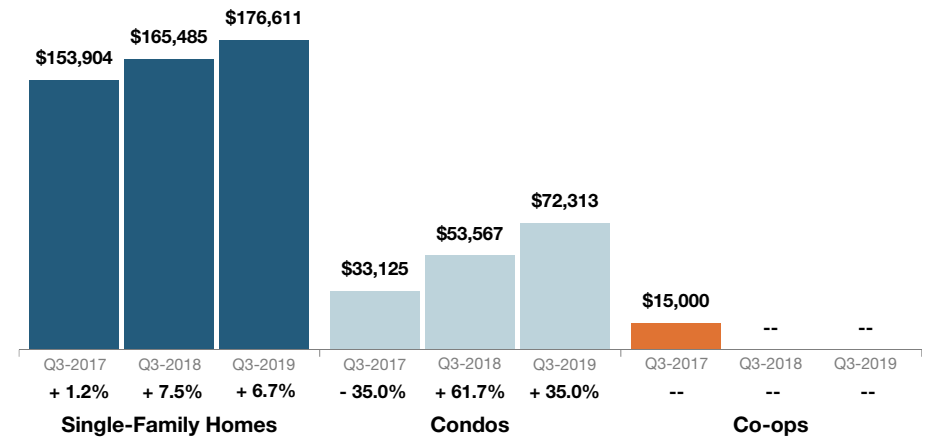
Average Sales Price

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

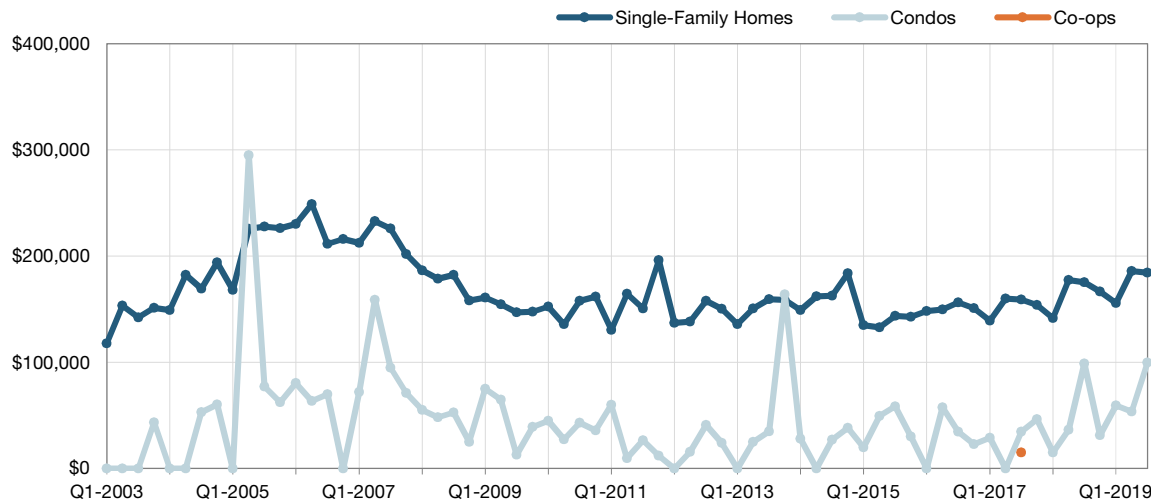
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Year to Date



Historical Average Sales Price by Quarter



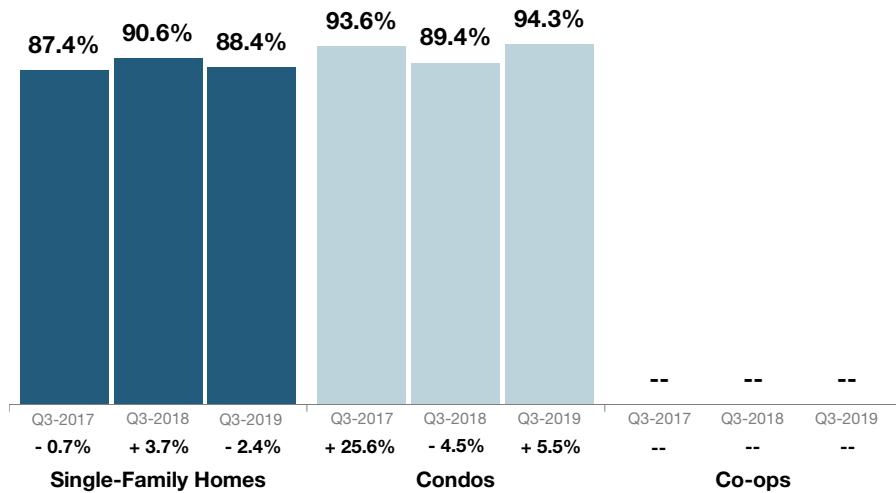
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2016	\$151,014	\$23,000	--
Q1-2017	\$139,240	\$29,000	--
Q2-2017	\$160,093	--	--
Q3-2017	\$159,073	\$34,500	\$15,000
Q4-2017	\$153,820	\$46,500	--
Q1-2018	\$141,572	\$14,900	--
Q2-2018	\$177,503	\$36,333	--
Q3-2018	\$175,341	\$98,750	--
Q4-2018	\$166,596	\$31,250	--
Q1-2019	\$155,785	\$59,250	--
Q2-2019	\$185,916	\$53,667	--
Q3-2019	\$184,445	\$99,667	--

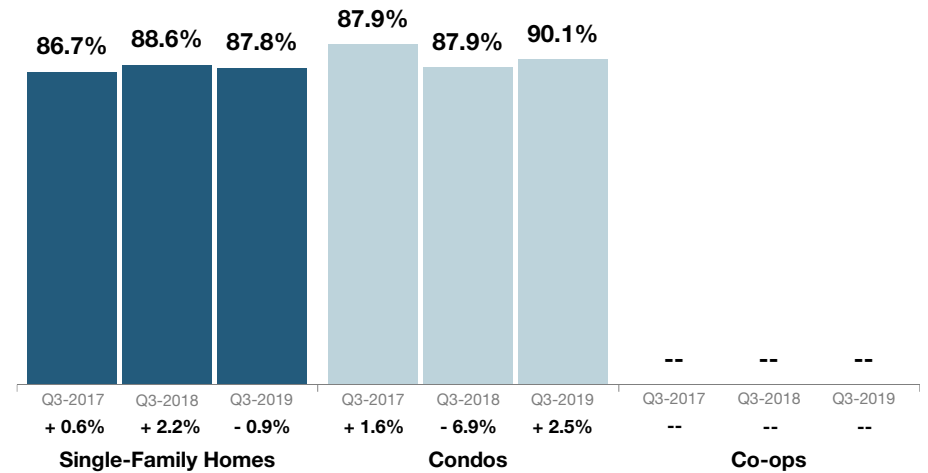
Percent of Original List Price Received

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.

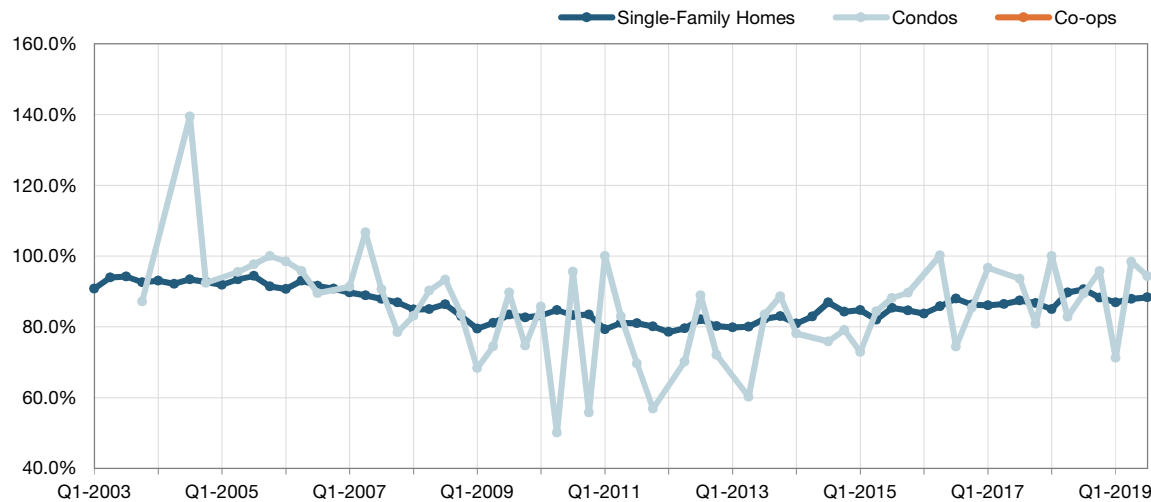
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Year to Date



Historical Percent of Original List Price Received by Quarter



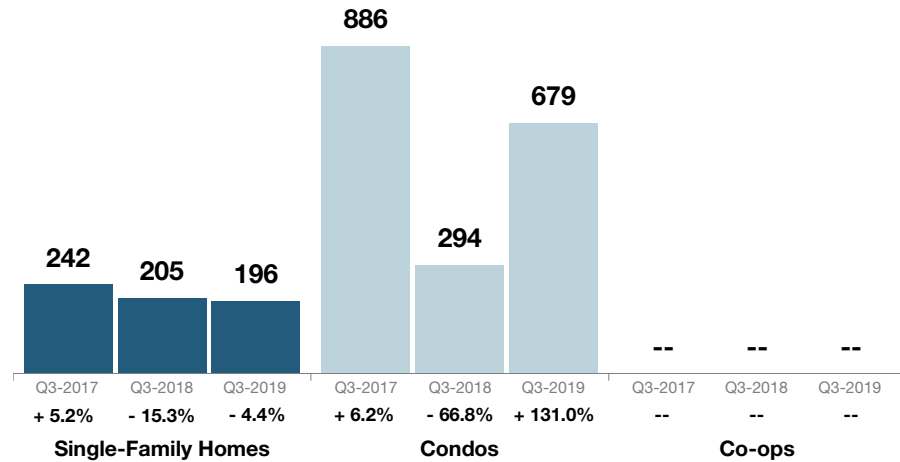
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2016	86.3%	85.4%	--
Q1-2017	86.1%	96.7%	--
Q2-2017	86.4%	--	--
Q3-2017	87.4%	93.6%	--
Q4-2017	86.8%	80.9%	--
Q1-2018	85.0%	100.0%	--
Q2-2018	89.7%	82.8%	--
Q3-2018	90.6%	89.4%	--
Q4-2018	88.3%	95.7%	--
Q1-2019	86.9%	71.3%	--
Q2-2019	87.9%	98.4%	--
Q3-2019	88.4%	94.3%	--

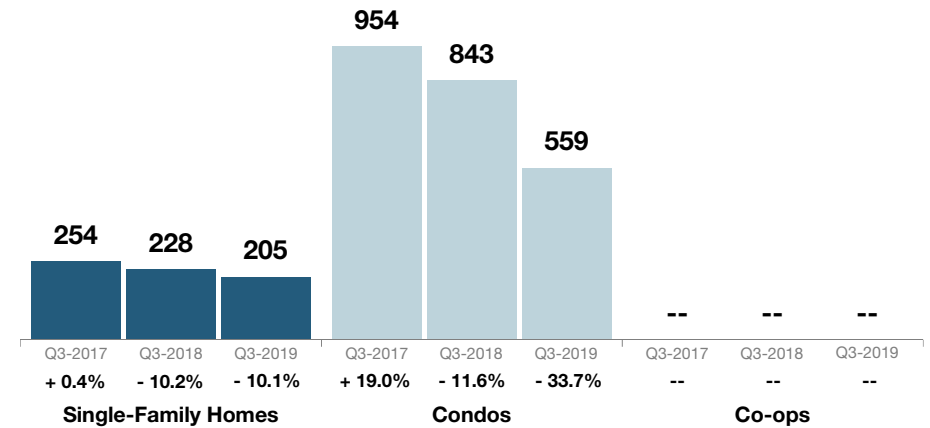
Housing Affordability Index

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.

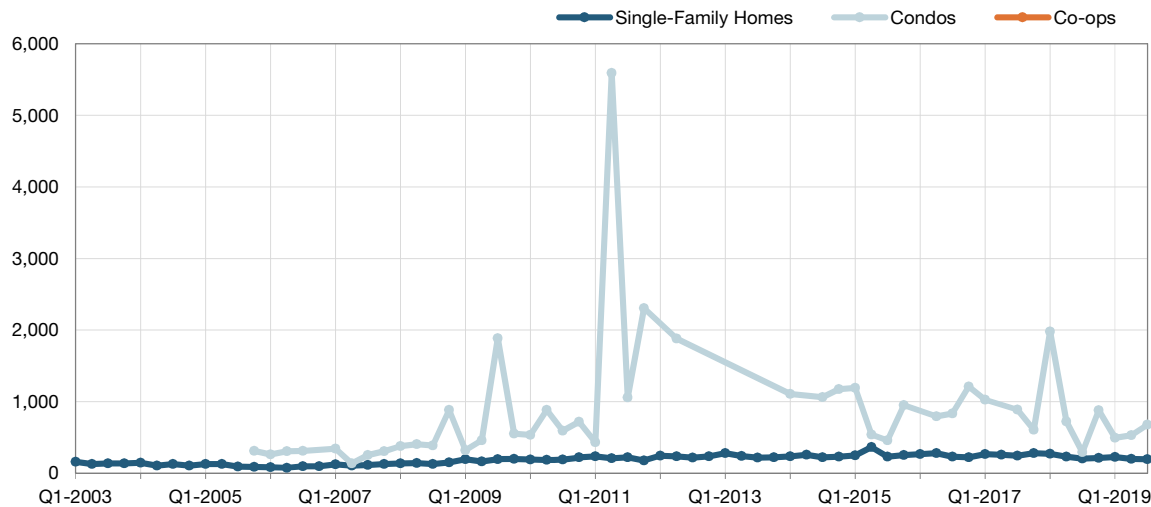
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Year to Date



Historical Housing Affordability Index by Quarter



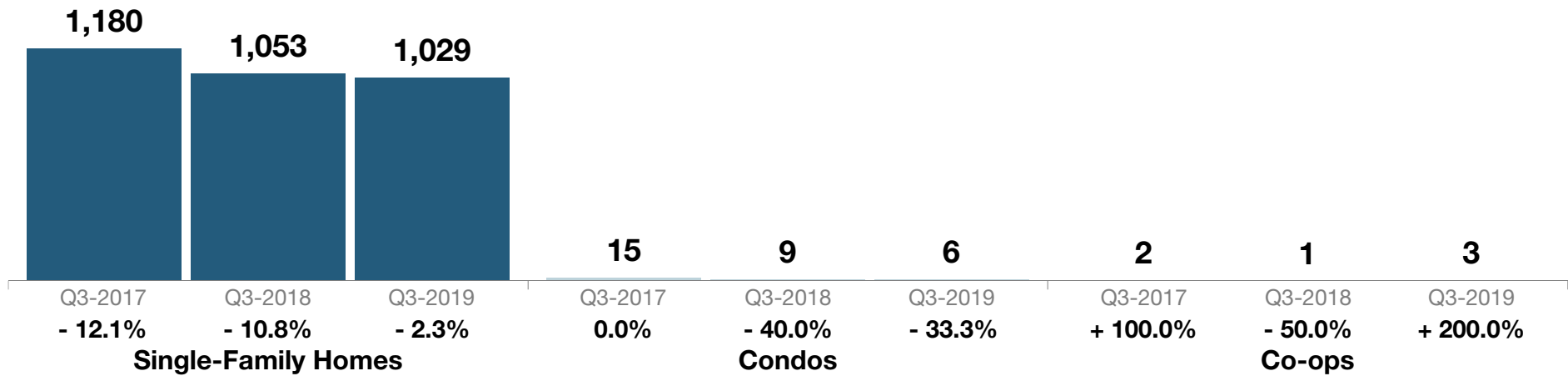
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2016	219	1,209	--
Q1-2017	265	1,024	--
Q2-2017	256	--	--
Q3-2017	242	886	--
Q4-2017	279	607	--
Q1-2018	268	1,977	--
Q2-2018	231	723	--
Q3-2018	205	294	--
Q4-2018	211	879	--
Q1-2019	225	493	--
Q2-2019	200	531	--
Q3-2019	196	679	--

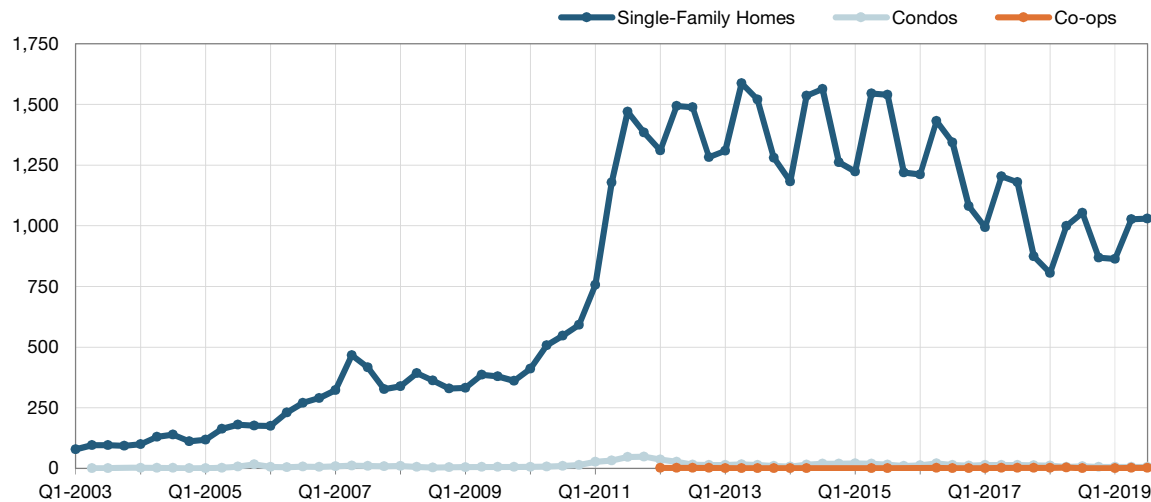
Inventory of Homes for Sale

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

Q3-2019



Historical Inventory of Homes for Sale by Quarter



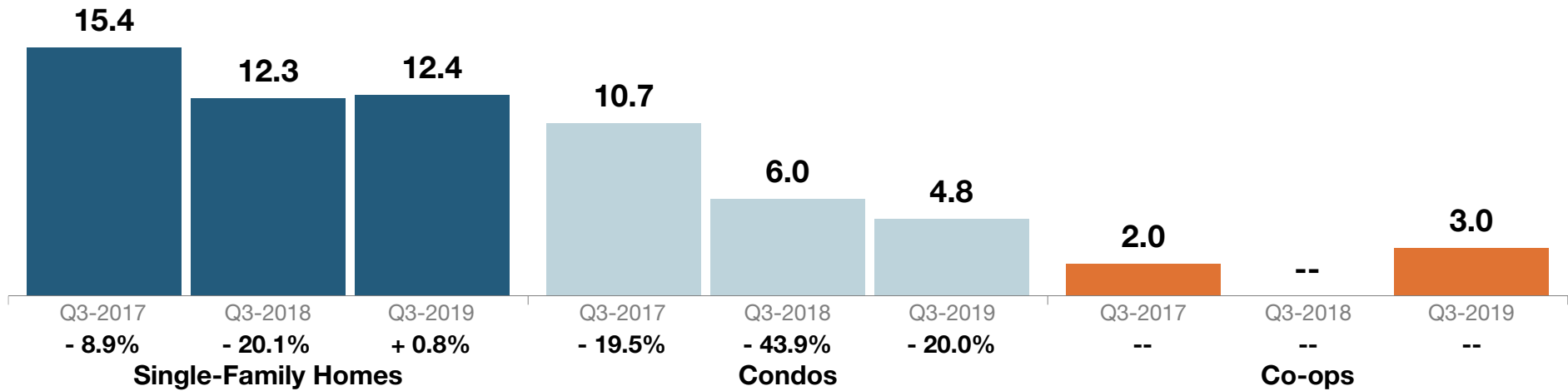
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2016	1,081	12	1
Q1-2017	994	15	1
Q2-2017	1,204	15	2
Q3-2017	1,180	15	2
Q4-2017	874	13	2
Q1-2018	806	12	2
Q2-2018	999	7	4
Q3-2018	1,053	9	1
Q4-2018	869	6	0
Q1-2019	864	6	1
Q2-2019	1,027	6	3
Q3-2019	1,029	6	3

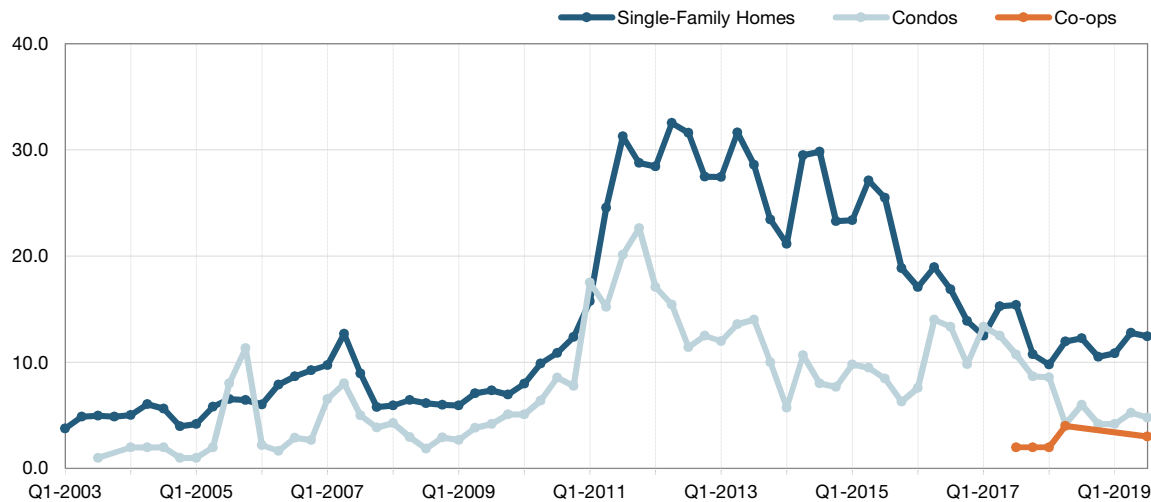
Months Supply of Inventory

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.

Q3-2019



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
Q4-2016	13.9	9.8	--
Q1-2017	12.5	13.3	--
Q2-2017	15.3	12.5	--
Q3-2017	15.4	10.7	2.0
Q4-2017	10.7	8.7	2.0
Q1-2018	9.8	8.6	2.0
Q2-2018	12.0	4.2	4.0
Q3-2018	12.3	6.0	--
Q4-2018	10.5	4.2	--
Q1-2019	10.8	4.2	--
Q2-2019	12.8	5.3	--
Q3-2019	12.4	4.8	3.0

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	Q3-2018	Q3-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings	<p>Bar chart showing New Listings from Q4-2016 to Q2-2019. Values: 304, 384, 679, 531, 273, 342, 648, 543, 294, 329, 612, 576.</p>	543	576	+ 6.1%	1,533	1,517	- 1.0%
Pending Sales	<p>Bar chart showing Pending Sales from Q4-2016 to Q2-2019. Values: 212, 203, 237, 276, 267, 217, 254, 301, 231, 180, 261, 331.</p>	301	331	+ 10.0%	772	772	0.0%
Closed Sales	<p>Bar chart showing Closed Sales from Q4-2016 to Q2-2019. Values: 252, 190, 231, 269, 273, 229, 241, 266, 278, 199, 218, 267.</p>	266	267	+ 0.4%	736	684	- 7.1%
Days on Market	<p>Bar chart showing Days on Market from Q4-2016 to Q2-2019. Values: 215, 196, 215, 188, 191, 181, 197, 141, 148, 140, 169, 143.</p>	141	143	+ 1.4%	171	151	- 11.7%
Median Sales Price	<p>Bar chart showing Median Sales Price from Q4-2016 to Q2-2019. Values: \$125,300, \$112,000, \$120,000, \$125,500, \$110,000, \$110,000, \$125,000, \$142,000, \$130,000, \$130,000, \$145,500, \$148,450.</p>	\$142,000	\$148,450	+ 4.5%	\$126,011	\$140,000	+ 11.1%
Average Sales Price	<p>Bar chart showing Average Sales Price from Q4-2016 to Q2-2019. Values: \$149,484, \$138,660, \$160,090, \$157,126, \$152,623, \$141,017, \$175,731, \$174,763, \$165,615, \$154,805, \$184,096, \$183,489.</p>	\$174,763	\$183,489	+ 5.0%	\$164,568	\$175,385	+ 6.6%
Pct. of Orig. Price Received	<p>Bar chart showing Pct. of Orig. Price Received from Q4-2016 to Q2-2019. Values: 86.3%, 86.2%, 86.4%, 87.5%, 86.7%, 85.1%, 89.6%, 90.6%, 88.3%, 86.7%, 88.0%, 88.5%.</p>	90.6%	88.5%	- 2.3%	88.6%	87.8%	- 0.9%
Housing Affordability Index	<p>Bar chart showing Housing Affordability Index from Q4-2016 to Q2-2019. Values: 222, 265, 256, 247, 279, 268, 231, 205, 211, 225, 201, 197.</p>	205	197	- 3.9%	231	209	- 9.5%
Inventory of Homes for Sale	<p>Bar chart showing Inventory of Homes for Sale from Q4-2016 to Q2-2019. Values: 1,094, 1,010, 1,221, 1,197, 889, 820, 1,010, 1,063, 875, 871, 1,036, 1,038.</p>	1,063	1,038	- 2.4%	--	--	--
Months Supply of Inventory	<p>Bar chart showing Months Supply of Inventory from Q4-2016 to Q2-2019. Values: 13.9, 12.6, 15.4, 15.5, 10.9, 9.9, 12.0, 12.3, 10.5, 10.8, 12.8, 12.4.</p>	12.3	12.4	+ 0.8%	--	--	--