

# Quarterly Indicators

## Ulster County



### Q1-2020

The first quarter of 2020 started out strong but as we moved into March, the spread and impact of COVID-19 became more apparent. The financial markets turned volatile and lenders began tightening underwriting standards. Unemployment, which had been at record lows early in the quarter, shot up by millions of people in the last weeks of March as stay at home orders became widespread.

- Single-Family Closed Sales were up 37.6 percent to 128.
- Condos Closed Sales were down 71.4 percent to 2.
- Co-ops Closed Sales remained flat at 1.
  
- Single-Family Median Sales Price decreased 2.1 percent to \$219,950.
- Condos Median Sales Price increased 1.9 percent to \$160,000.
- Co-ops Median Sales Price increased 25.0 percent to \$112,500.

With COVID-19's impact across the country and across the economy, real estate activity will be diminished during the pandemic. The duration and severity of the impact to the housing market will depend on what happens with both the virus and the economy.

### Quarterly Snapshot

**+ 29.7%**      **- 1.1%**      **+ 1.3%**

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	Q1-2019	Q1-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>	<p>311, 222, 154, 155, 268, 205, 153, 208, 301, 251, 228, 193</p> <p>Q2-2017, Q4-2017, Q2-2018, Q4-2018, Q2-2019, Q4-2019</p>	208	193	- 7.2%	208	193	- 7.2%
<b>Pending Sales</b>	<p>124, 151, 128, 112, 119, 139, 110, 116, 151, 151, 156, 162</p> <p>Q2-2017, Q4-2017, Q2-2018, Q4-2018, Q2-2019, Q4-2019</p>	116	162	+ 39.7%	116	162	+ 39.7%
<b>Closed Sales</b>	<p>91, 149, 161, 95, 123, 143, 135, 93, 125, 147, 165, 128</p> <p>Q2-2017, Q4-2017, Q2-2018, Q4-2018, Q2-2019, Q4-2019</p>	93	128	+ 37.6%	93	128	+ 37.6%
<b>Days on Market</b>	<p>130, 121, 109, 122, 118, 99, 112, 103, 110, 93, 95, 95</p> <p>Q2-2017, Q4-2017, Q2-2018, Q4-2018, Q2-2019, Q4-2019</p>	103	95	- 7.8%	103	95	- 7.8%
<b>Median Sales Price</b>	<p>\$206,600, \$226,000, \$224,900, \$206,000, \$215,000, \$226,000, \$221,500, \$224,781, \$220,000, \$248,100, \$242,050, \$219,950</p> <p>Q2-2017, Q4-2017, Q2-2018, Q4-2018, Q2-2019, Q4-2019</p>	\$224,781	\$219,950	- 2.1%	\$224,781	\$219,950	- 2.1%
<b>Average Sales Price</b>	<p>\$237,579, \$246,443, \$252,369, \$241,233, \$263,334, \$280,099, \$242,965, \$226,517, \$226,853, \$255,774, \$289,013, \$230,848</p> <p>Q2-2017, Q4-2017, Q2-2018, Q4-2018, Q2-2019, Q4-2019</p>	\$226,517	\$230,848	+ 1.9%	\$226,517	\$230,848	+ 1.9%
<b>Pct. of Orig. Price Received</b>	<p>93.0%, 93.7%, 91.9%, 91.2%, 94.3%, 94.5%, 91.9%, 91.0%, 92.9%, 95.1%, 92.9%, 93.0%</p> <p>Q2-2017, Q4-2017, Q2-2018, Q4-2018, Q2-2019, Q4-2019</p>	91.0%	93.0%	+ 2.2%	91.0%	93.0%	+ 2.2%
<b>Housing Affordability Index</b>	<p>182, 168, 166, 175, 164, 157, 151, 160, 167, 154, 159, 174</p> <p>Q2-2017, Q4-2017, Q2-2018, Q4-2018, Q2-2019, Q4-2019</p>	160	174	+ 8.7%	160	174	+ 8.7%
<b>Inventory of Homes for Sale</b>	<p>401, 377, 301, 275, 353, 325, 268, 277, 368, 379, 321, 274</p> <p>Q2-2017, Q4-2017, Q2-2018, Q4-2018, Q2-2019, Q4-2019</p>	277	274	- 1.1%	--	--	--
<b>Months Supply of Inventory</b>	<p>10.9, 9.9, 7.4, 6.4, 8.3, 7.8, 6.7, 6.9, 8.6, 8.6, 6.7, 5.3</p> <p>Q2-2017, Q4-2017, Q2-2018, Q4-2018, Q2-2019, Q4-2019</p>	6.9	5.3	- 23.2%	--	--	--

# 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	Q1-2019	Q1-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		7	3	- 57.1%	7	3	- 57.1%
<b>Pending Sales</b>		5	2	- 60.0%	5	2	- 60.0%
<b>Closed Sales</b>		7	2	- 71.4%	7	2	- 71.4%
<b>Days on Market</b>		69	68	- 1.4%	69	68	- 1.4%
<b>Median Sales Price</b>		\$157,000	\$160,000	+ 1.9%	\$157,000	\$160,000	+ 1.9%
<b>Average Sales Price</b>		\$162,857	\$160,000	- 1.8%	\$162,857	\$160,000	- 1.8%
<b>Pct. of Orig. Price Received</b>		91.0%	99.1%	+ 8.9%	91.0%	99.1%	+ 8.9%
<b>Housing Affordability Index</b>		230	239	+ 3.9%	230	239	+ 3.9%
<b>Inventory of Homes for Sale</b>		4	3	- 25.0%	--	--	--
<b>Months Supply of Inventory</b>		2.0	1.4	- 30.0%	--	--	--

# 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.

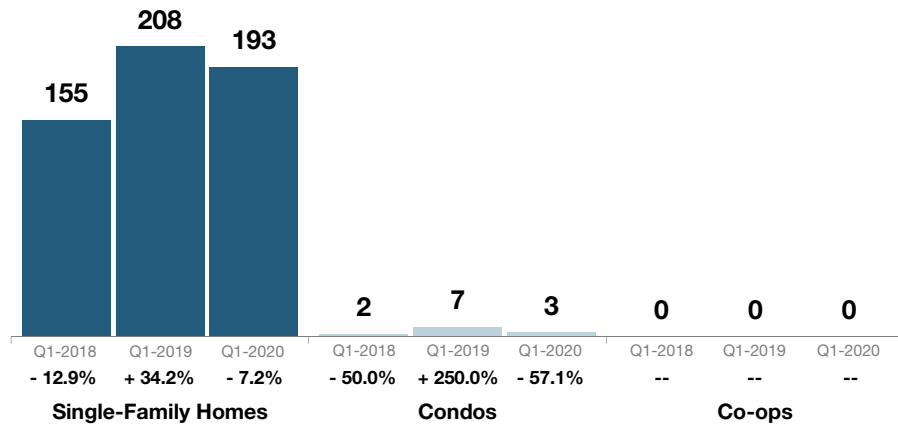


Key Metrics	Historical Sparkbars	Q1-2019	Q1-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		0	0	--	0	0	--
<b>Pending Sales</b>		1	1	0.0%	1	1	0.0%
<b>Closed Sales</b>		1	1	0.0%	1	1	0.0%
<b>Days on Market</b>		230	113	- 50.9%	230	113	- 50.9%
<b>Median Sales Price</b>		\$90,000	\$112,500	+ 25.0%	\$90,000	\$112,500	+ 25.0%
<b>Average Sales Price</b>		\$90,000	\$112,500	+ 25.0%	\$90,000	\$112,500	+ 25.0%
<b>Pct. of Orig. Price Received</b>		72.1%	96.2%	+ 33.4%	72.1%	96.2%	+ 33.4%
<b>Housing Affordability Index</b>		--	--	--	--	--	--
<b>Inventory of Homes for Sale</b>		0	1	--	--	--	--
<b>Months Supply of Inventory</b>		--	1.0	--	--	--	--

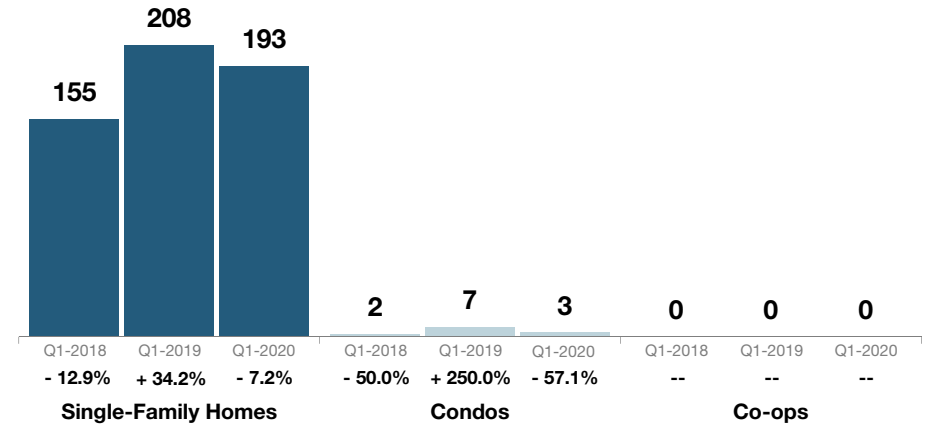
# New Listings

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

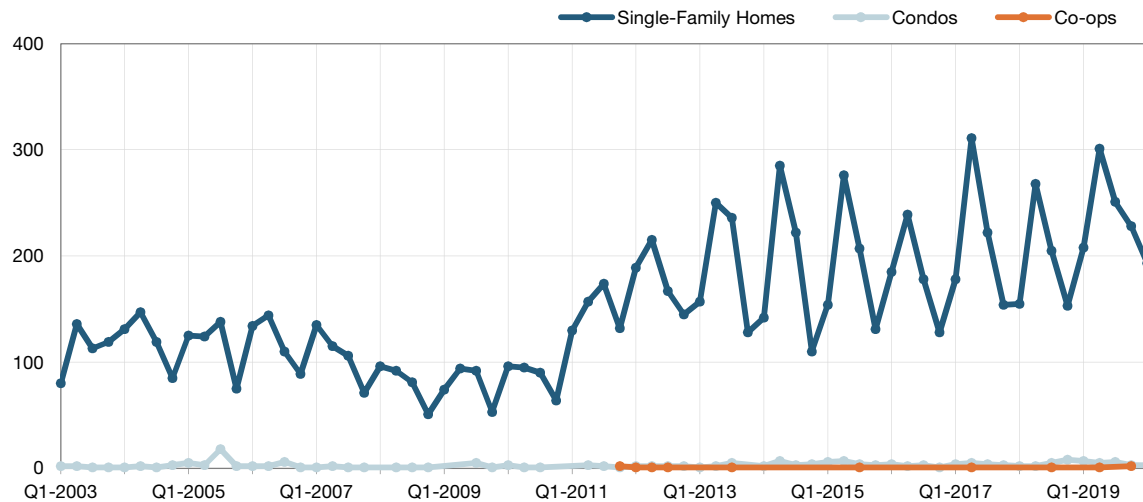
## Q1-2020



## Year to Date



## Historical New Listings by Quarter



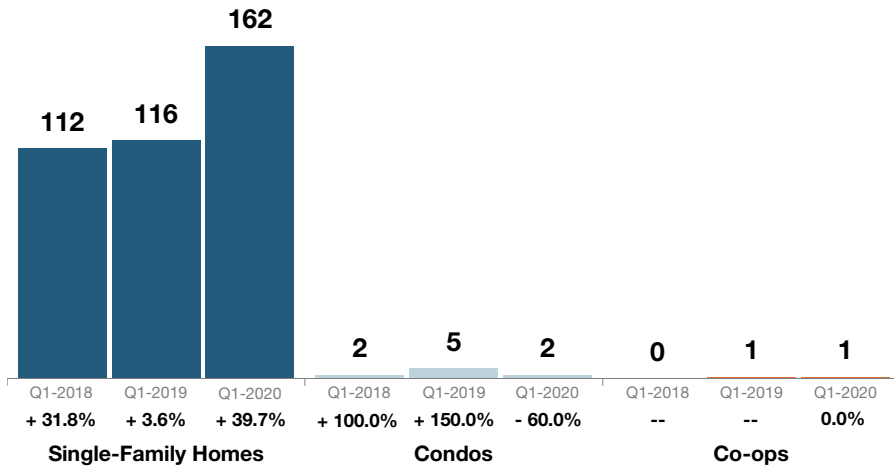
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2017	311	5	1
Q3-2017	222	4	0
Q4-2017	154	3	0
Q1-2018	155	2	0
Q2-2018	268	2	0
Q3-2018	205	5	1
Q4-2018	153	8	0
Q1-2019	208	7	0
Q2-2019	301	5	1
Q3-2019	251	6	0
Q4-2019	228	3	2
<b>Q1-2020</b>	<b>193</b>	<b>3</b>	<b>0</b>

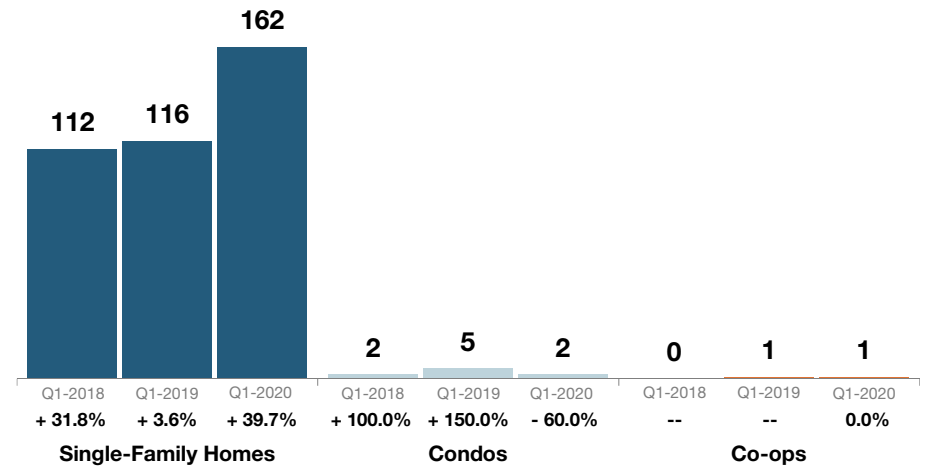
# Pending Sales

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

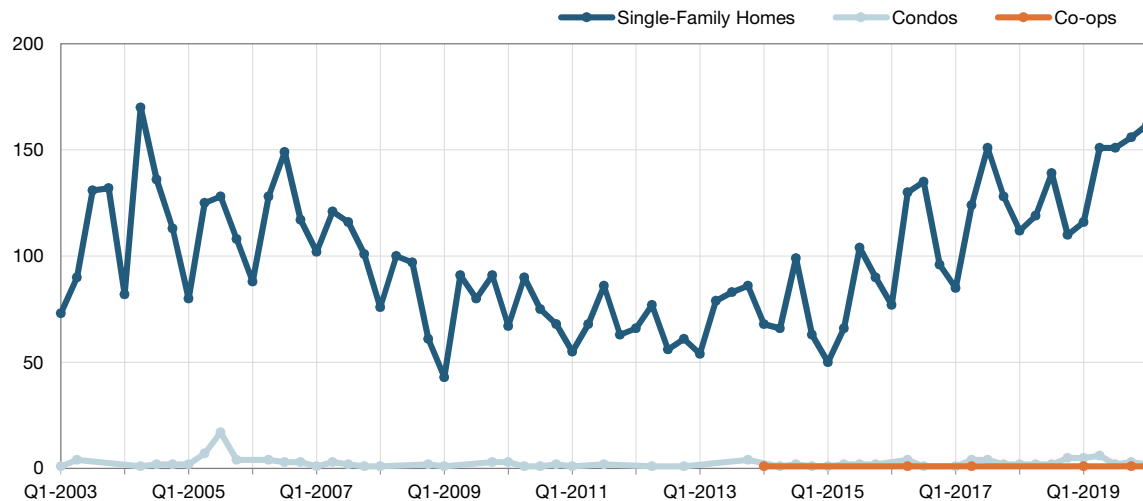
## Q1-2020



## Year to Date



## Historical Pending Sales by Quarter



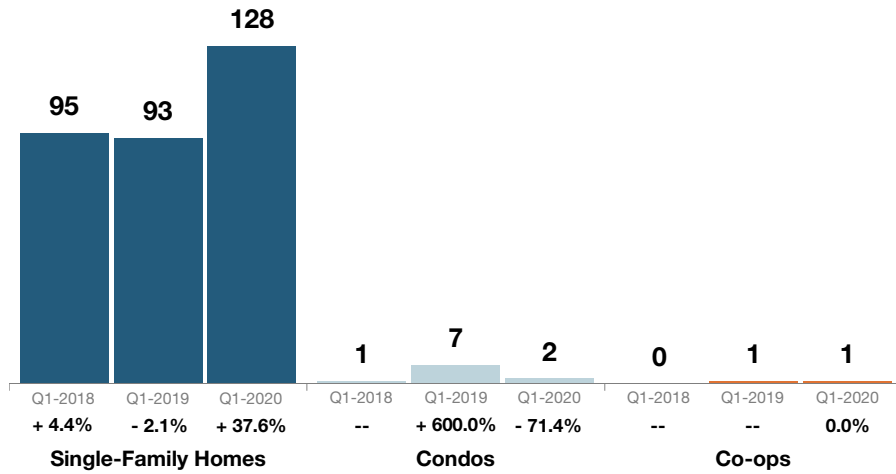
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2017	124	4	1
Q3-2017	151	4	0
Q4-2017	128	2	0
Q1-2018	112	2	0
Q2-2018	119	2	0
Q3-2018	139	2	0
Q4-2018	110	5	0
Q1-2019	116	5	1
Q2-2019	151	6	0
Q3-2019	151	2	0
Q4-2019	156	3	1
<b>Q1-2020</b>	<b>162</b>	<b>2</b>	<b>1</b>

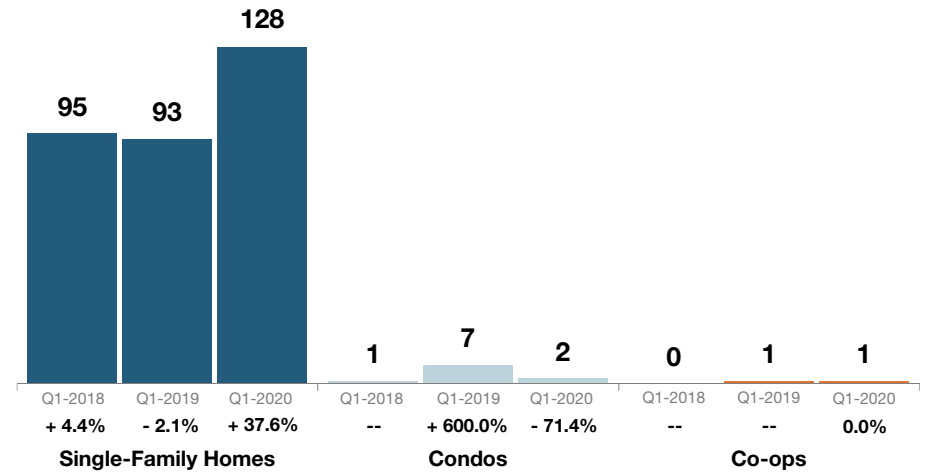
# Closed Sales

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

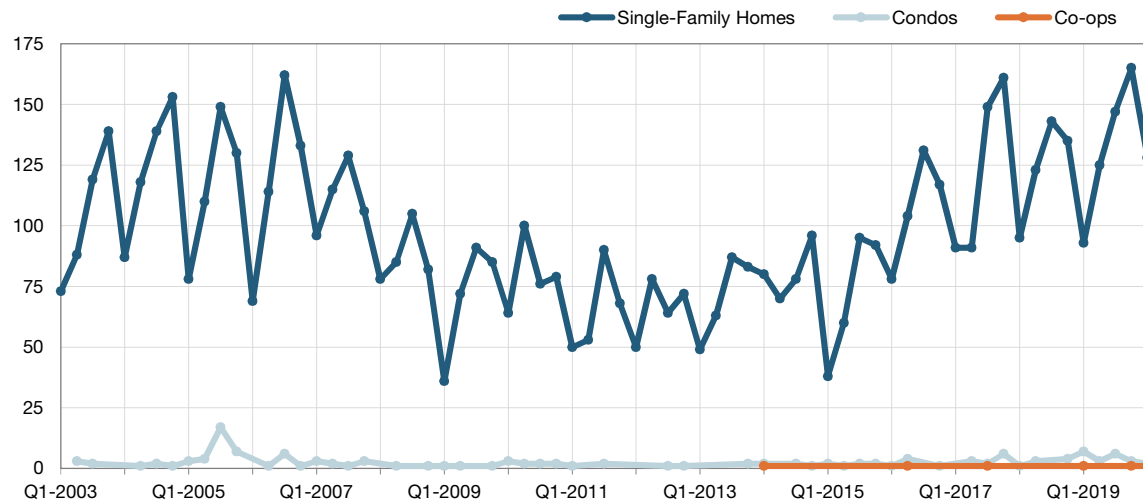
## Q1-2020



## Year to Date



## Historical Closed Sales by Quarter



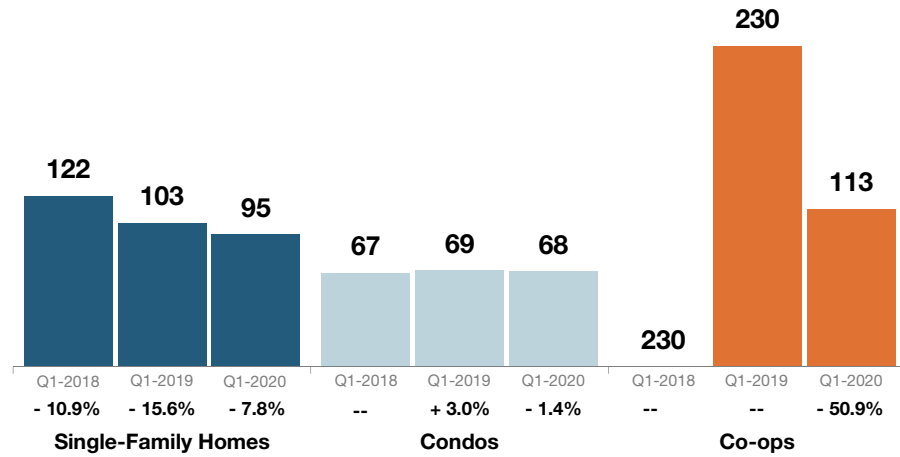
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2017	91	3	0
Q3-2017	149	2	1
Q4-2017	161	6	0
Q1-2018	95	1	0
Q2-2018	123	3	0
Q3-2018	143	0	0
Q4-2018	135	4	0
Q1-2019	93	7	1
Q2-2019	125	3	0
Q3-2019	147	6	0
Q4-2019	165	3	1
<b>Q1-2020</b>	<b>128</b>	<b>2</b>	<b>1</b>

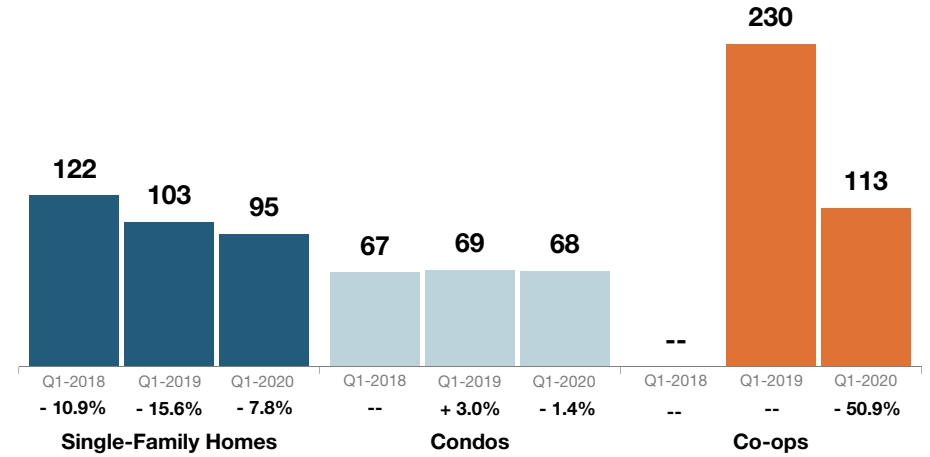
# Days on Market Until Sale

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

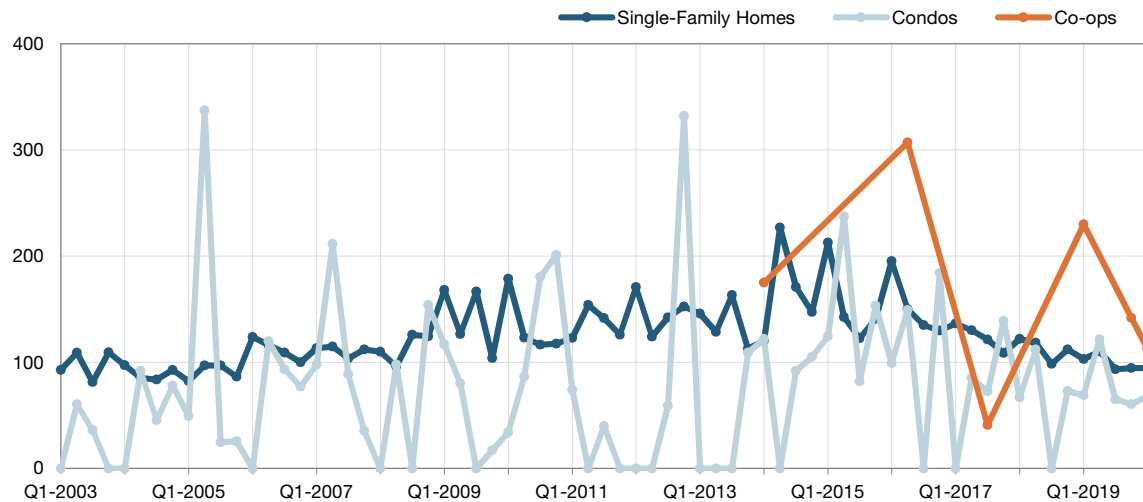
## Q1-2020



## Year to Date



## Historical Days on Market Until Sale by Quarter



Quarter	Single-Family Homes	Condos	Co-ops
Q2-2017	130	85	--
Q3-2017	121	73	41
Q4-2017	109	139	--
Q1-2018	122	67	--
Q2-2018	118	112	--
Q3-2018	99	--	--
Q4-2018	112	73	--
Q1-2019	103	69	230
Q2-2019	110	122	--
Q3-2019	93	65	--
Q4-2019	95	61	142
<b>Q1-2020</b>	<b>95</b>	<b>68</b>	<b>113</b>

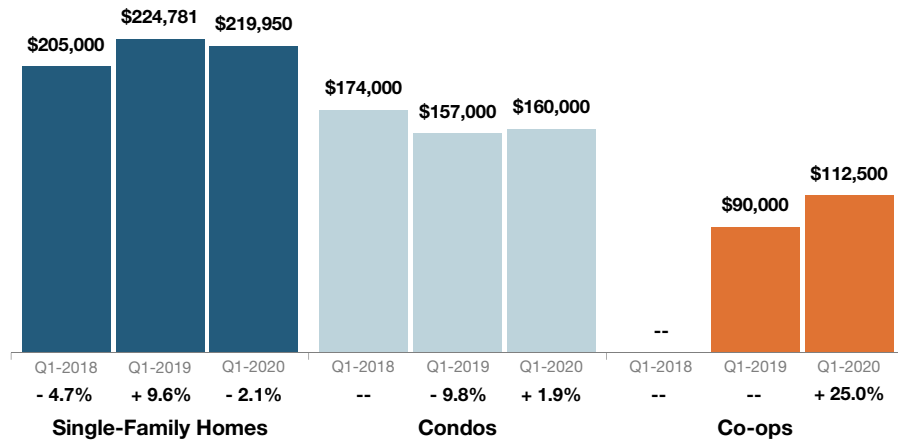
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.



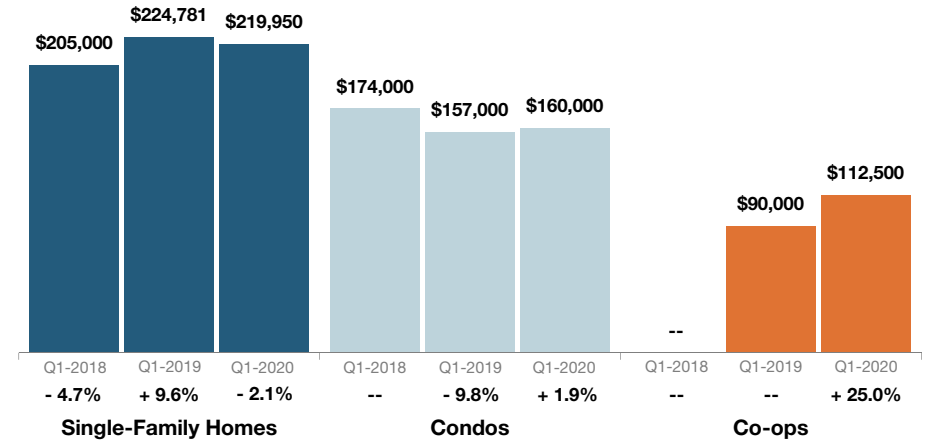
# Median Sales Price

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

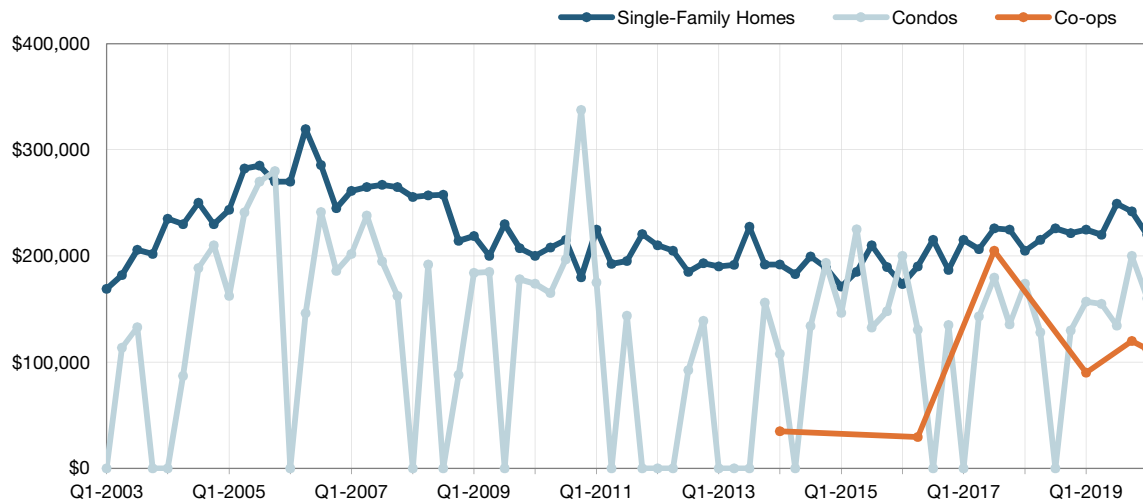
## Q1-2020



## Year to Date



## Historical Median Sales Price by Quarter



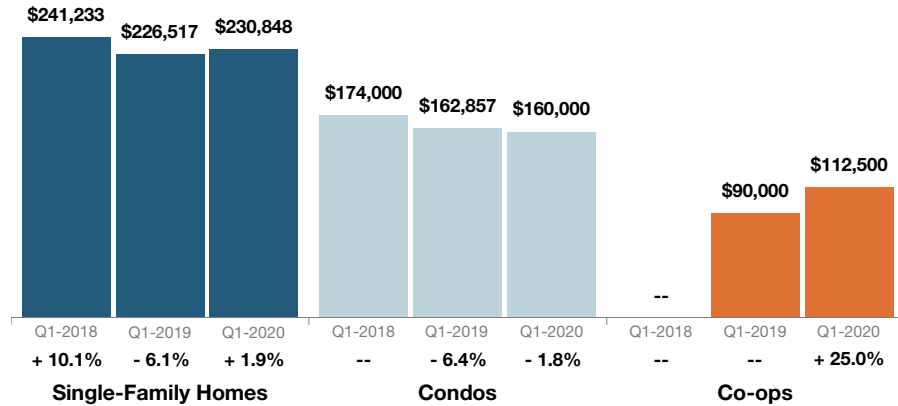
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2017	\$206,500	\$143,000	--
Q3-2017	\$226,000	\$179,500	\$205,000
Q4-2017	\$224,900	\$135,500	--
Q1-2018	\$205,000	\$174,000	--
Q2-2018	\$215,000	\$128,000	--
Q3-2018	\$226,000	--	--
Q4-2018	\$221,500	\$129,900	--
Q1-2019	\$224,781	\$157,000	\$90,000
Q2-2019	\$220,000	\$155,000	--
Q3-2019	\$249,100	\$134,500	--
Q4-2019	\$242,050	\$200,000	\$120,000
<b>Q1-2020</b>	<b>\$219,950</b>	<b>\$160,000</b>	<b>\$112,500</b>

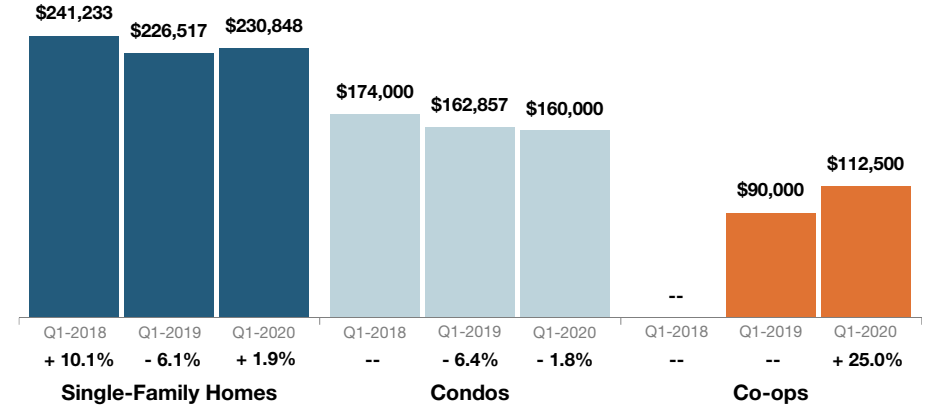
# Average Sales Price

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

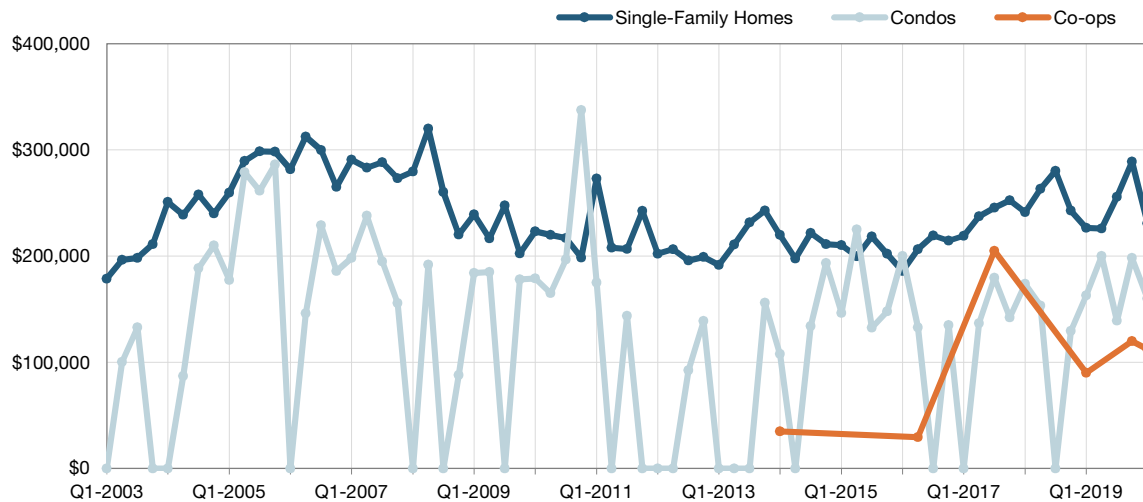
## Q1-2020



## Year to Date



## Historical Average Sales Price by Quarter



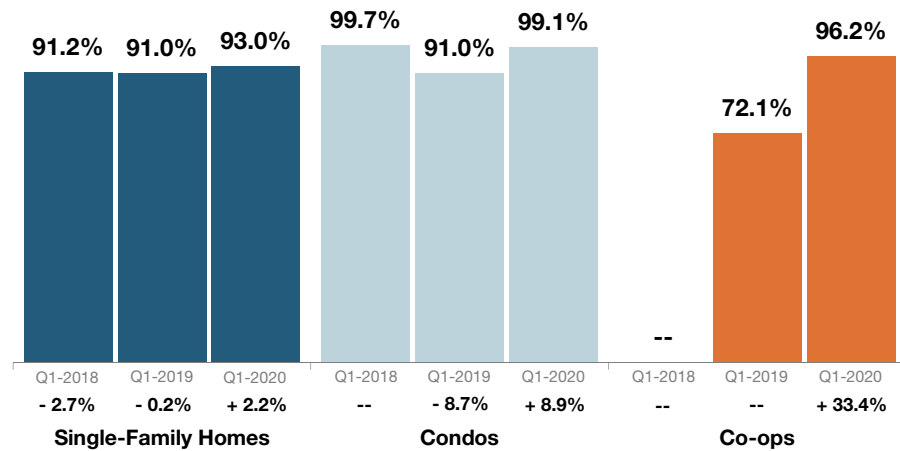
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2017	\$237,579	\$136,667	--
Q3-2017	\$245,443	\$179,500	\$205,000
Q4-2017	\$252,369	\$142,167	--
Q1-2018	\$241,233	\$174,000	--
Q2-2018	\$263,334	\$153,333	--
Q3-2018	\$280,099	--	--
Q4-2018	\$242,965	\$129,600	--
Q1-2019	\$226,517	\$162,857	\$90,000
Q2-2019	\$225,853	\$200,000	--
Q3-2019	\$255,774	\$139,333	--
Q4-2019	\$289,013	\$198,333	\$120,000
<b>Q1-2020</b>	<b>\$230,848</b>	<b>\$160,000</b>	<b>\$112,500</b>

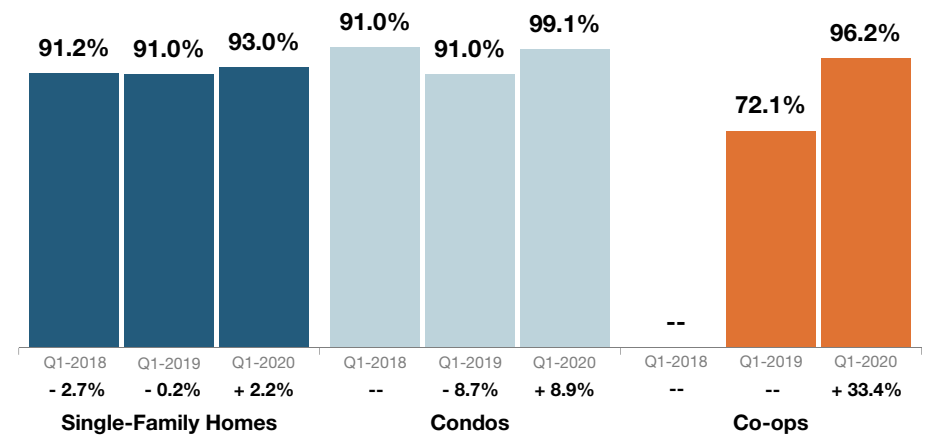
# Percent of Original List Price Received

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.

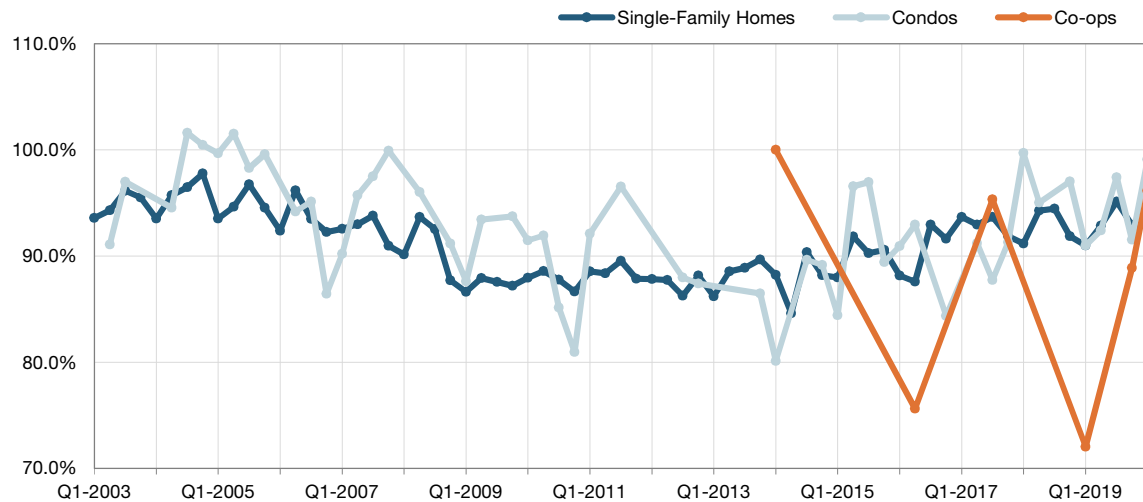
## Q1-2020



## Year to Date



## Historical Percent of Original List Price Received by Quarter



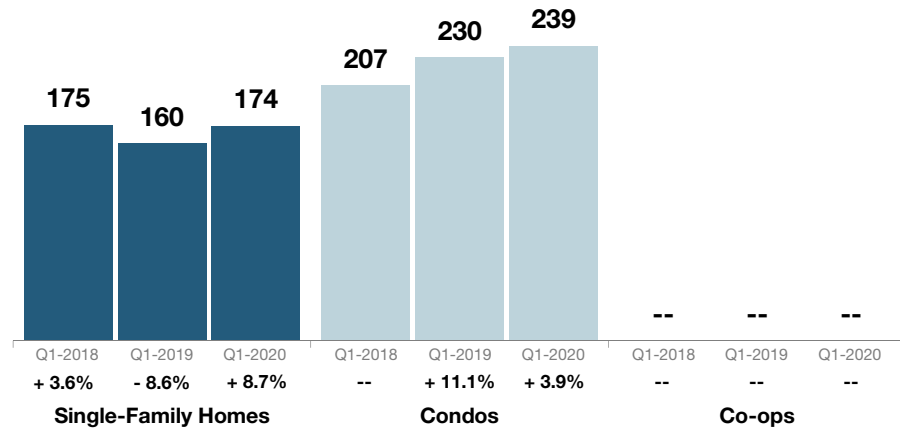
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2017	93.0%	91.2%	--
Q3-2017	93.7%	87.8%	95.3%
Q4-2017	91.9%	91.3%	--
Q1-2018	91.2%	99.7%	--
Q2-2018	94.3%	95.0%	--
Q3-2018	94.5%	--	--
Q4-2018	91.9%	97.0%	--
Q1-2019	91.0%	91.0%	72.1%
Q2-2019	92.9%	92.4%	--
Q3-2019	95.1%	97.4%	--
Q4-2019	92.9%	91.5%	88.9%
<b>Q1-2020</b>	<b>93.0%</b>	<b>99.1%</b>	<b>96.2%</b>

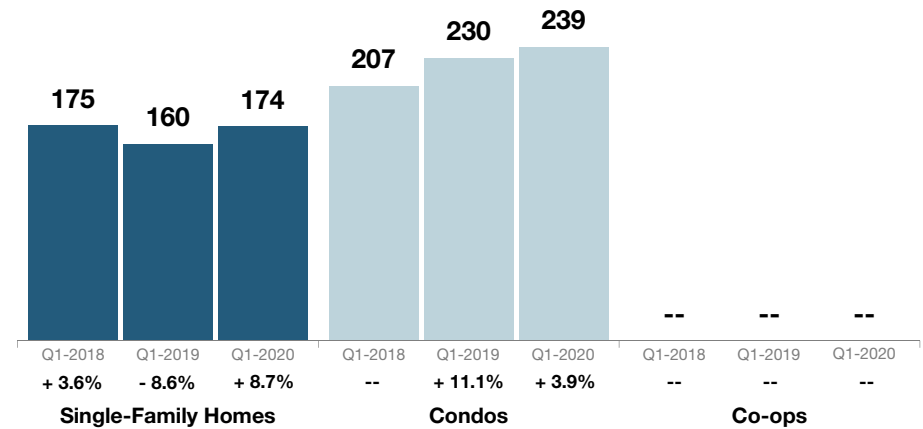
# Housing Affordability Index

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.

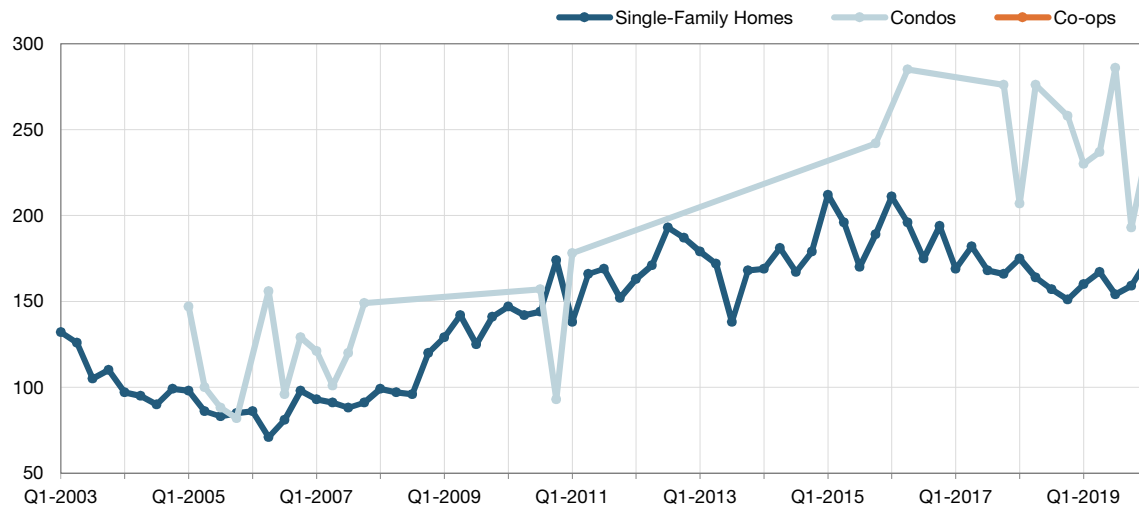
## Q1-2020



## Year to Date



## Historical Housing Affordability Index by Quarter



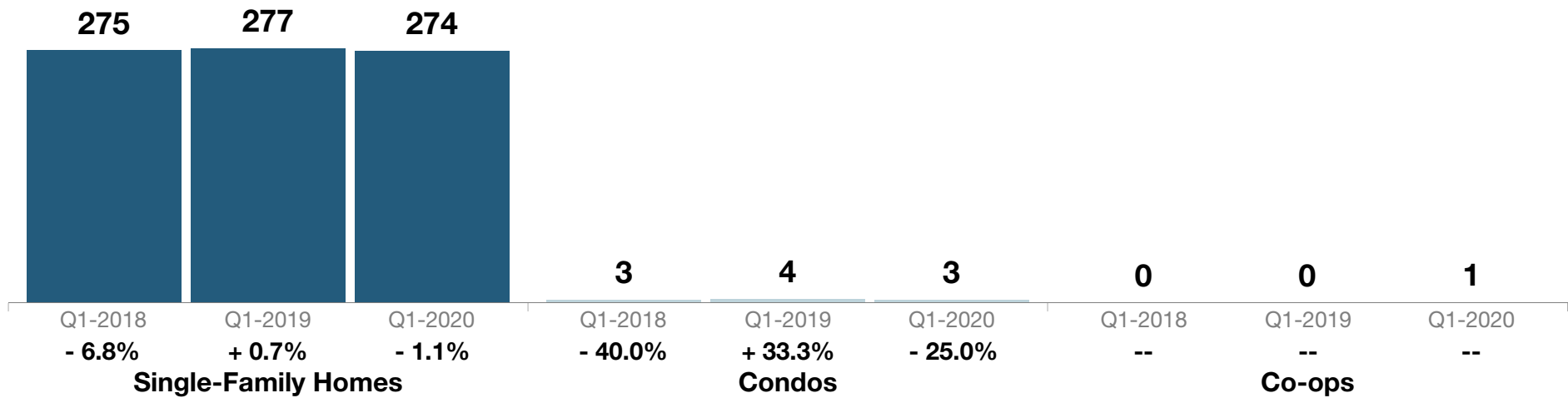
Quarter	Single-Family Homes	Condos	Co-ops
Q2-2017	182	--	--
Q3-2017	168	--	--
Q4-2017	166	276	--
Q1-2018	175	207	--
Q2-2018	164	276	--
Q3-2018	157	--	--
Q4-2018	151	258	--
Q1-2019	160	230	--
Q2-2019	167	237	--
Q3-2019	154	286	--
Q4-2019	159	193	--
<b>Q1-2020</b>	<b>174</b>	<b>239</b>	--

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

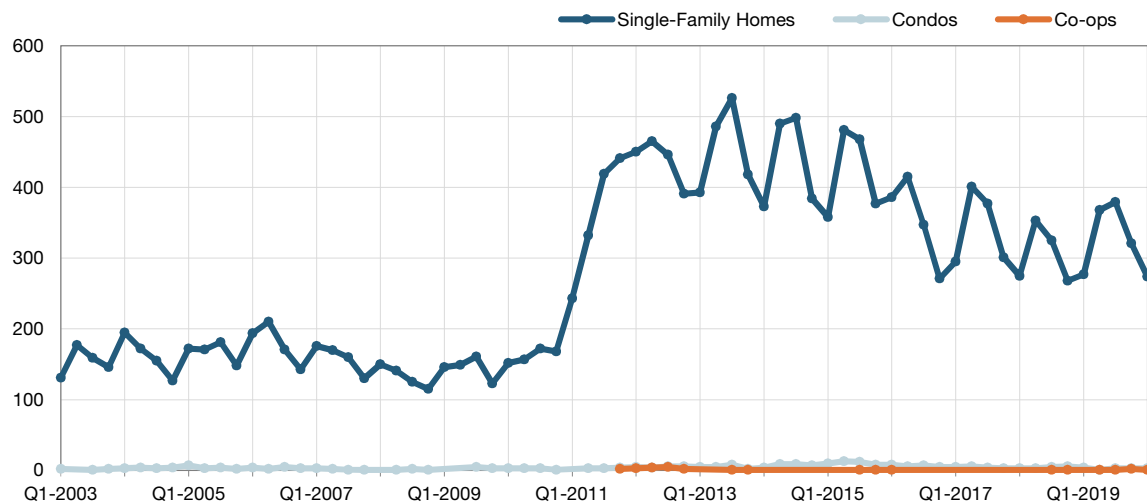
# Inventory of Homes for Sale

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

## Q1-2020



## Historical Inventory of Homes for Sale by Quarter



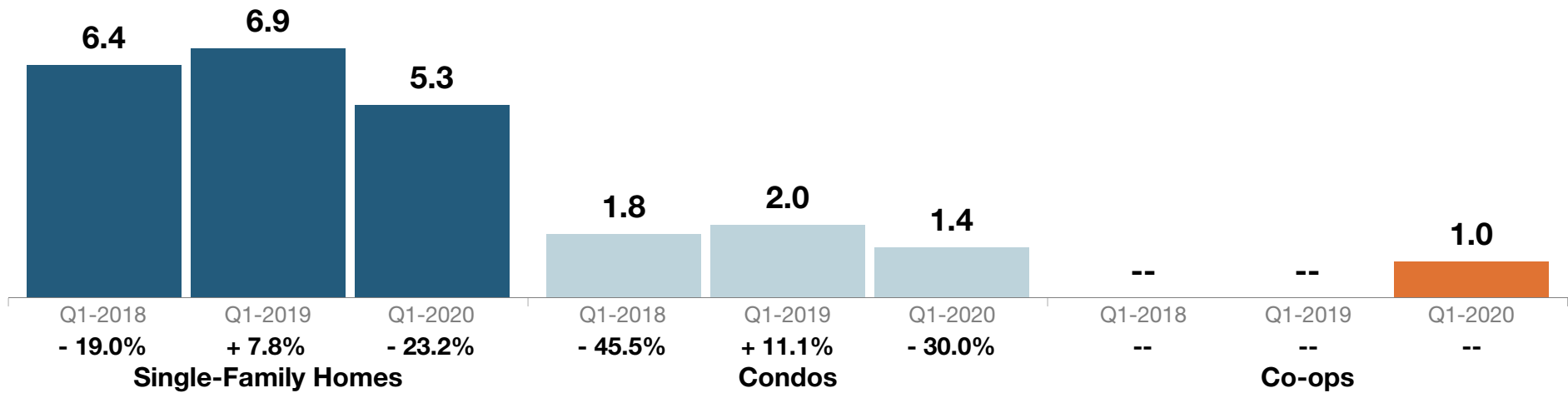
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2017	401	6	0
Q3-2017	377	4	0
Q4-2017	301	3	0
Q1-2018	275	3	0
Q2-2018	353	3	0
Q3-2018	325	5	1
Q4-2018	268	6	1
Q1-2019	277	4	0
Q2-2019	368	1	1
Q3-2019	379	3	1
Q4-2019	321	3	2
<b>Q1-2020</b>	<b>274</b>	<b>3</b>	<b>1</b>

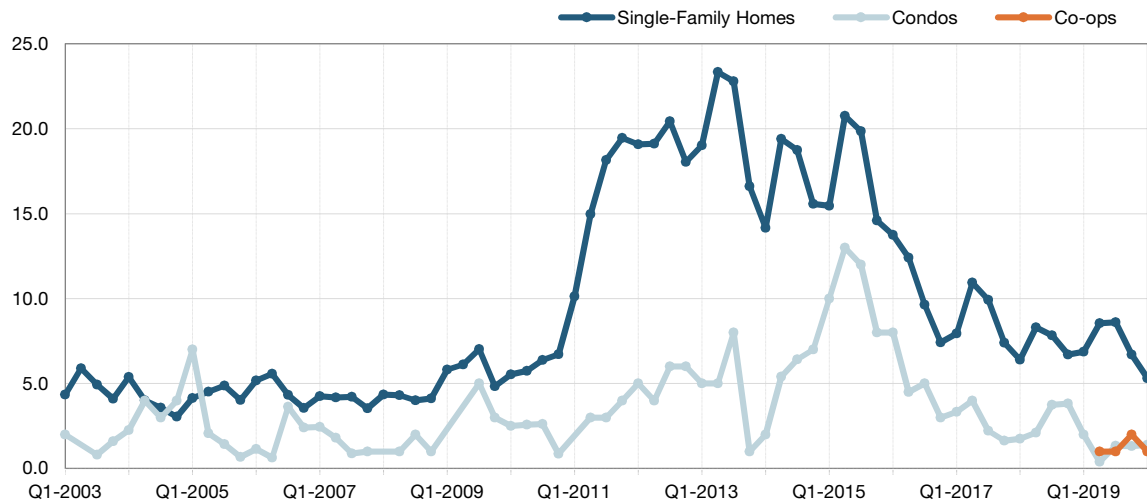
# Months Supply of Inventory

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.

## Q1-2020



## 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
Q2-2017	10.9	4.0	--
Q3-2017	9.9	2.2	--
Q4-2017	7.4	1.6	--
Q1-2018	6.4	1.8	--
Q2-2018	8.3	2.1	--
Q3-2018	7.8	3.8	--
Q4-2018	6.7	3.8	--
Q1-2019	6.9	2.0	--
Q2-2019	8.6	0.4	1.0
Q3-2019	8.6	1.3	1.0
Q4-2019	6.7	1.3	2.0
<b>Q1-2020</b>	<b>5.3</b>	<b>1.4</b>	<b>1.0</b>

# 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	Q1-2019	Q1-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>	<p>Q2-2017: 317, Q4-2017: 226, 157, 157, Q2-2018: 270, 211, 161, 215, Q2-2019: 307, 257, 233, 196</p>	215	196	- 8.8%	215	196	- 8.8%
<b>Pending Sales</b>	<p>Q2-2017: 129, Q4-2017: 155, 130, 114, Q2-2018: 121, 141, 115, 122, Q2-2019: 157, 153, 160, 165</p>	122	165	+ 35.2%	122	165	+ 35.2%
<b>Closed Sales</b>	<p>Q2-2017: 94, Q4-2017: 152, 167, 96, Q2-2018: 126, 143, 139, 101, Q2-2019: 128, 153, 169, 131</p>	101	131	+ 29.7%	101	131	+ 29.7%
<b>Days on Market</b>	<p>Q2-2017: 129, Q4-2017: 120, 110, 122, Q2-2018: 118, 99, 111, 102, Q2-2019: 110, 92, 94, 94</p>	102	94	- 7.8%	102	94	- 7.8%
<b>Median Sales Price</b>	<p>Q2-2017: \$206,000, Q4-2017: \$226,000, \$222,500, \$202,500, Q2-2018: \$212,500, \$226,000, \$220,000, \$212,167, Q2-2019: \$220,000, \$245,000, \$240,000, \$215,000</p>	\$212,167	\$215,000	+ 1.3%	\$212,167	\$215,000	+ 1.3%
<b>Average Sales Price</b>	<p>Q2-2017: \$234,324, Q4-2017: \$244,009, \$248,409, \$240,517, Q2-2018: \$260,715, \$280,099, \$238,703, \$220,696, Q2-2019: \$225,242, \$251,207, \$286,403, \$228,863</p>	\$220,696	\$228,863	+ 3.7%	\$220,696	\$228,863	+ 3.7%
<b>Pct. of Orig. Price Received</b>	<p>Q2-2017: 92.9%, Q4-2017: 93.6%, 91.9%, 91.3%, Q2-2018: 94.3%, 94.5%, 92.0%, 90.8%, Q2-2019: 92.9%, 95.2%, 92.9%, 93.1%</p>	90.8%	93.1%	+ 2.5%	90.8%	93.1%	+ 2.5%
<b>Housing Affordability Index</b>	<p>Q2-2017: 182, Q4-2017: 168, 168, 178, Q2-2018: 166, 157, 152, 170, Q2-2019: 167, 157, 161, 178</p>	170	178	+ 4.7%	170	178	+ 4.7%
<b>Inventory of Homes for Sale</b>	<p>Q2-2017: 407, Q4-2017: 381, 304, 278, Q2-2018: 356, 331, 275, 281, Q2-2019: 370, 383, 326, 278</p>	281	278	- 1.1%	--	--	--
<b>Months Supply of Inventory</b>	<p>Q2-2017: 10.9, Q4-2017: 9.8, 7.3, 6.3, Q2-2018: 8.2, 7.8, 6.7, 6.8, Q2-2019: 8.3, 8.4, 6.6, 5.3</p>	6.8	5.3	- 22.1%	--	--	--