

Quarterly Indicators

Rockland County



Q2-2020

Q2 was substantially impacted by COVID-19, which slowed the economy and housing activity along with it for much of the last three months. Recent weeks have seen the economy slowly reopening and buyer activity coming back significantly, with June showing activity as tracked by ShowingTime up substantially from April and May levels and nationally now above June 2019 levels.

- Single-Family Closed Sales were down 21.7 percent to 361.
- Condos Closed Sales were down 16.3 percent to 103.
- Co-ops Closed Sales were down 48.0 percent to 13.
- Single-Family Median Sales Price increased 5.6 percent to \$475,000.
- Condos Median Sales Price decreased 0.8 percent to \$250,000.
- Co-ops Median Sales Price decreased 3.1 percent to \$77,500.

While buyer activity has quickly recovered from COVID-19 lows, sellers continue to list fewer homes for sale than trends before COVID-19 indicated. Many housing experts believe sellers remain reluctant to list their homes due to continued concerns over COVID-19. Until sellers regain confidence, housing inventory will continue to be constrained during what is expected to be an active summer selling season.

Quarterly Snapshot

- 21.7% **- 25.9%** **+ 5.1%**

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
- 21.7%	- 25.9%	+ 5.1%

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	Q2-2019	Q2-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings	<p>771, 534, 667, 1,112, 820, 566, 713, 1,159, 918, 562, 730, 766</p> <p>Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020</p>	1,159	766	- 33.9%	1,872	1,496	- 20.1%
Pending Sales	<p>582, 431, 379, 588, 495, 451, 399, 606, 616, 470, 422, 531</p> <p>Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020</p>	606	531	- 12.4%	1,005	953	- 5.2%
Closed Sales	<p>635, 570, 361, 470, 595, 495, 393, 461, 643, 531, 452, 361</p> <p>Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020</p>	461	361	- 21.7%	854	813	- 4.8%
Days on Market	<p>67, 77, 87, 82, 63, 73, 88, 89, 67, 79, 90, 78</p> <p>Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020</p>	89	78	- 12.4%	89	85	- 4.5%
Median Sales Price	<p>\$445,000, \$444,500, \$435,000, \$468,750, \$475,000, \$454,000, \$445,000, \$450,000, \$475,000, \$450,000, \$459,000, \$475,000</p> <p>Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020</p>	\$450,000	\$475,000	+ 5.6%	\$449,000	\$467,400	+ 4.1%
Average Sales Price	<p>\$479,454, \$479,951, \$484,869, \$509,587, \$505,412, \$481,961, \$498,252, \$492,293, \$487,380, \$482,265, \$486,154, \$514,960</p> <p>Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020</p>	\$492,293	\$514,960	+ 4.6%	\$495,038	\$498,925	+ 0.8%
Pct. of Orig. Price Received	<p>96.0%, 95.4%, 95.1%, 95.5%, 95.7%, 94.7%, 93.8%, 95.1%, 95.6%, 94.0%, 93.5%, 95.4%</p> <p>Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020</p>	95.1%	95.4%	+ 0.3%	94.5%	94.3%	- 0.2%
Housing Affordability Index	<p>72, 71, 70, 64, 63, 62, 68, 69, 68, 72, 70, 68</p> <p>Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020</p>	69	68	- 1.4%	69	69	0.0%
Inventory of Homes for Sale	<p>977, 742, 799, 1,067, 1,052, 793, 872, 1,152, 1,101, 836, 880, 839</p> <p>Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020</p>	1,152	839	- 27.2%	--	--	--
Months Supply of Inventory	<p>5.5, 4.3, 4.8, 6.5, 6.7, 5.0, 5.4, 7.1, 6.4, 4.8, 5.0, 4.9</p> <p>Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020</p>	7.1	4.9	- 31.0%	--	--	--

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	Q2-2019	Q2-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings	<p>Q3-2017: 175, Q1-2018: 133, Q3-2018: 255, Q1-2019: 136, Q3-2019: 201, Q1-2020: 164</p>	236	164	- 30.5%	422	359	- 14.9%
Pending Sales	<p>Q3-2017: 142, Q1-2018: 121, Q3-2018: 143, Q1-2019: 105, Q3-2019: 149, Q1-2020: 98</p>	143	98	- 31.5%	248	232	- 6.5%
Closed Sales	<p>Q3-2017: 142, Q1-2018: 125, Q3-2018: 170, Q1-2019: 117, Q3-2019: 145, Q1-2020: 103</p>	123	103	- 16.3%	240	209	- 12.9%
Days on Market	<p>Q3-2017: 83, Q1-2018: 94, Q3-2018: 68, Q1-2019: 74, Q3-2019: 67, Q1-2020: 80</p>	67	80	+ 19.4%	70	78	+ 11.4%
Median Sales Price	<p>Q3-2017: \$236,290, Q1-2018: \$220,000, Q3-2018: \$230,050, Q1-2019: \$231,498, Q3-2019: \$256,000, Q1-2020: \$250,000</p>	\$252,000	\$250,000	- 0.8%	\$243,000	\$251,000	+ 3.3%
Average Sales Price	<p>Q3-2017: \$259,240, Q1-2018: \$243,193, Q3-2018: \$260,017, Q1-2019: \$274,323, Q3-2019: \$283,606, Q1-2020: \$271,869</p>	\$297,233	\$287,292	- 3.3%	\$289,958	\$279,470	- 3.6%
Pct. of Orig. Price Received	<p>Q3-2017: 95.1%, Q1-2018: 95.1%, Q3-2018: 96.4%, Q1-2019: 94.9%, Q3-2019: 95.1%, Q1-2020: 96.0%</p>	96.1%	96.0%	- 0.1%	95.5%	95.4%	- 0.1%
Housing Affordability Index	<p>Q3-2017: 135, Q1-2018: 143, Q3-2018: 130, Q1-2019: 129, Q3-2019: 127, Q1-2020: 129</p>	123	129	+ 4.9%	127	129	+ 1.6%
Inventory of Homes for Sale	<p>Q3-2017: 216, Q1-2018: 160, Q3-2018: 205, Q1-2019: 184, Q3-2019: 213, Q1-2020: 187</p>	217	187	- 13.8%	--	--	--
Months Supply of Inventory	<p>Q3-2017: 4.7, Q1-2018: 3.4, Q3-2018: 4.2, Q1-2019: 3.9, Q3-2019: 4.8, Q1-2020: 4.4</p>	5.0	4.4	- 12.0%	--	--	--

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.

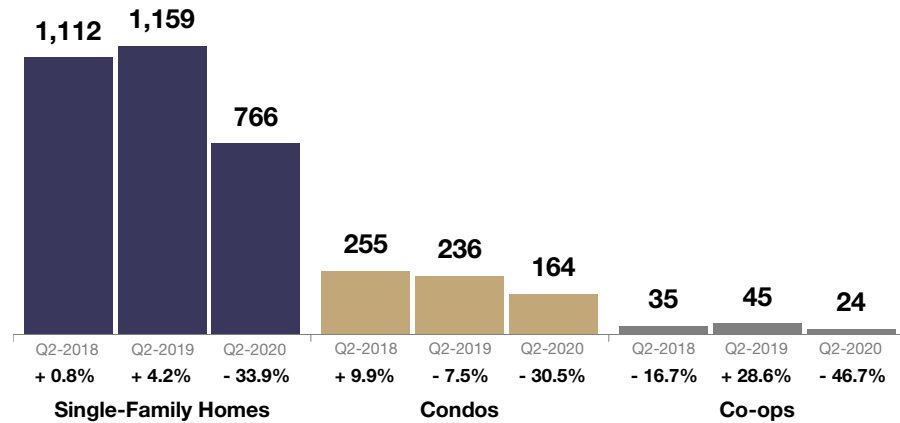


Key Metrics	Historical Sparkbars	Q2-2019	Q2-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		45	24	- 46.7%	86	60	- 30.2%
Pending Sales		26	22	- 15.4%	52	40	- 23.1%
Closed Sales		25	13	- 48.0%	57	36	- 36.8%
Days on Market		81	77	- 4.9%	103	91	- 11.7%
Median Sales Price		\$80,000	\$77,500	- 3.1%	\$73,000	\$81,250	+ 11.3%
Average Sales Price		\$90,300	\$123,038	+ 36.3%	\$94,452	\$124,046	+ 31.3%
Pct. of Orig. Price Received		93.4%	91.7%	- 1.8%	91.3%	92.4%	+ 1.2%
Housing Affordability Index		387	416	+ 7.5%	424	397	- 6.4%
Inventory of Homes for Sale		57	30	- 47.4%	--	--	--
Months Supply of Inventory		6.6	4.3	- 34.8%	--	--	--

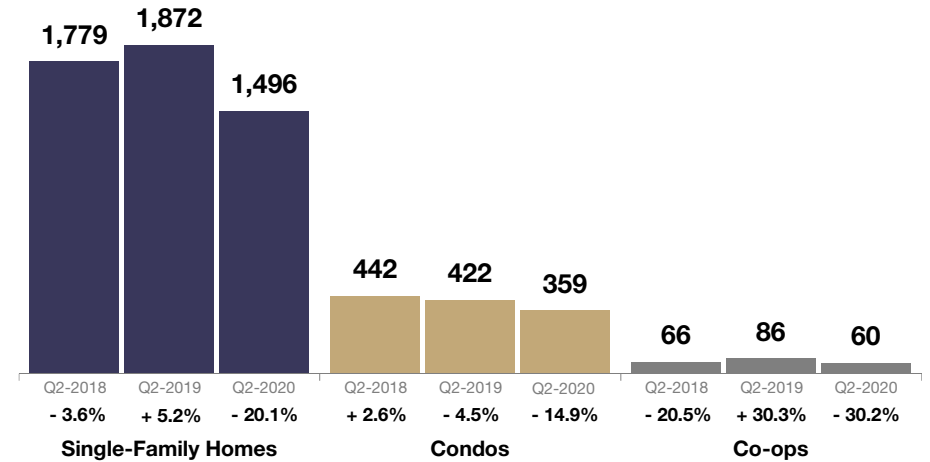
New Listings

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

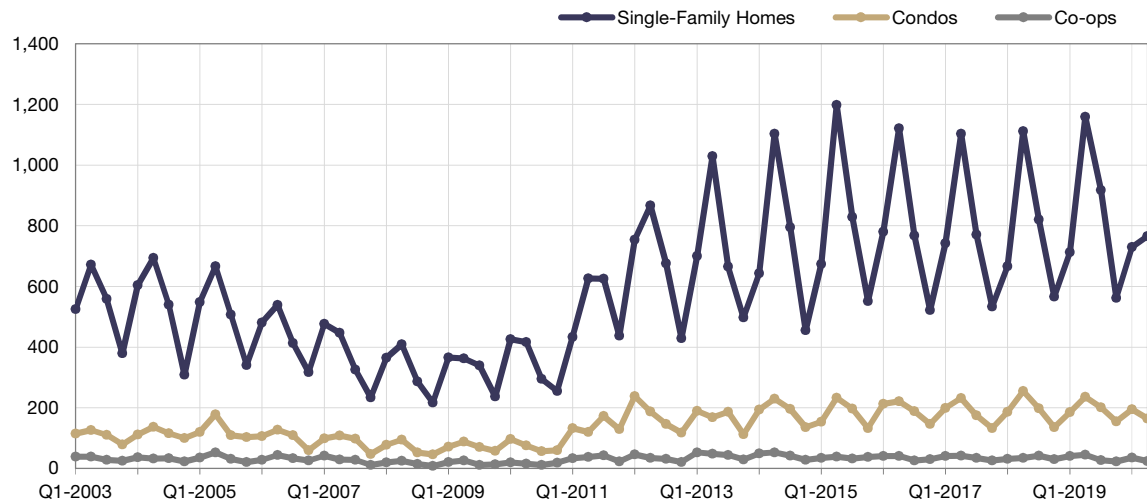
Q2-2020



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Historical New Listings by Quarter



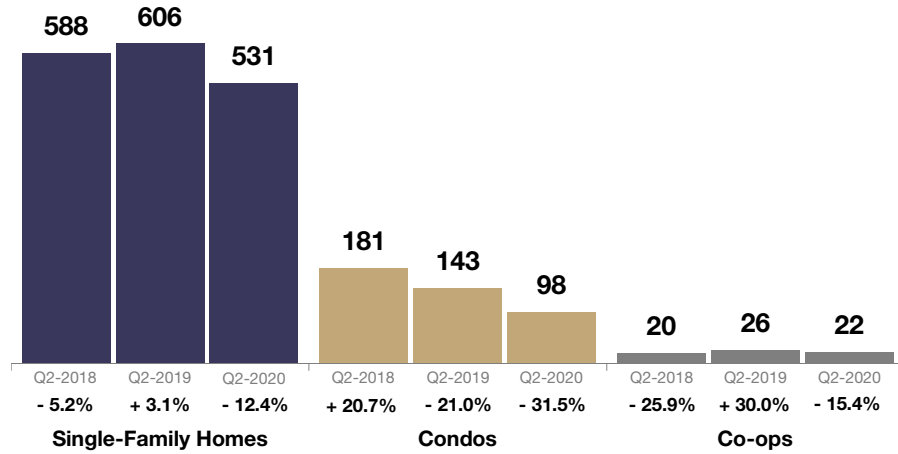
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2017	771	175	35
Q4-2017	534	133	26
Q1-2018	667	187	31
Q2-2018	1,112	255	35
Q3-2018	820	198	42
Q4-2018	566	136	30
Q1-2019	713	186	41
Q2-2019	1,159	236	45
Q3-2019	918	201	27
Q4-2019	562	155	23
Q1-2020	730	195	36
Q2-2020	766	164	24

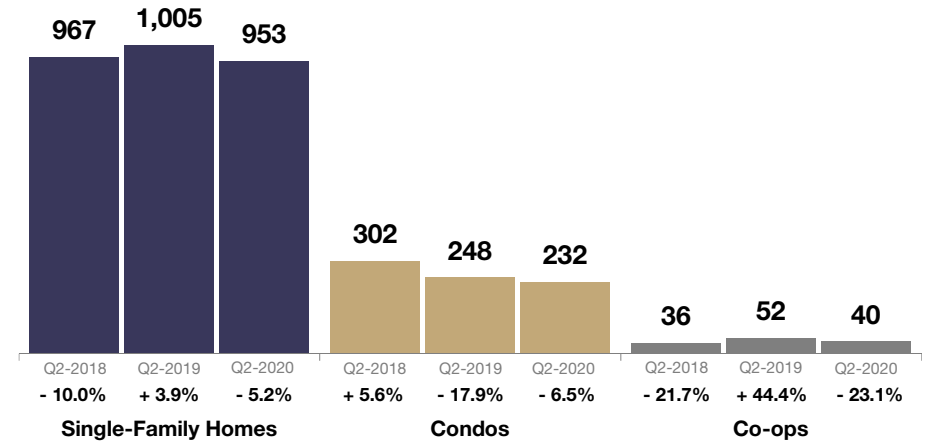
Pending Sales

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

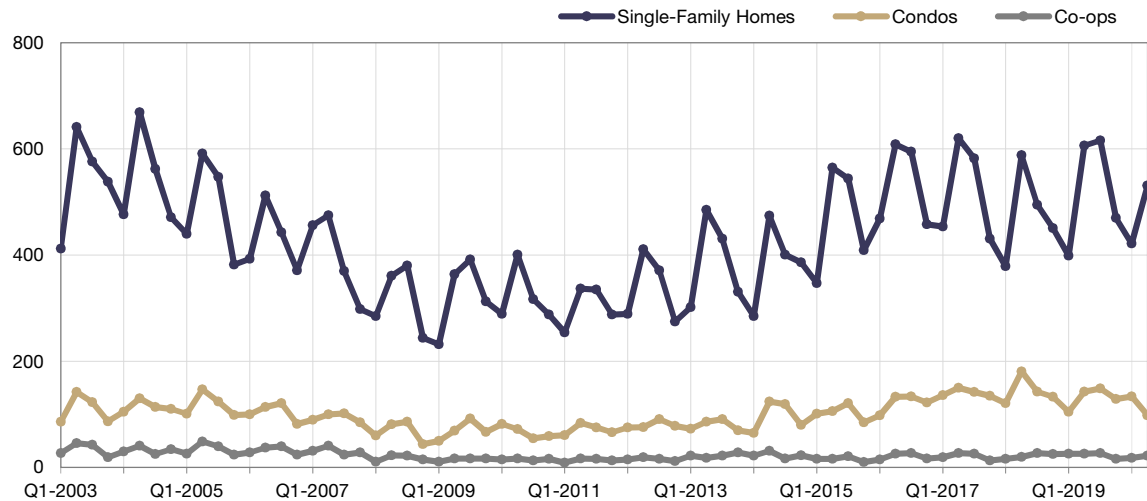
Q2-2020



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Historical Pending Sales by Quarter



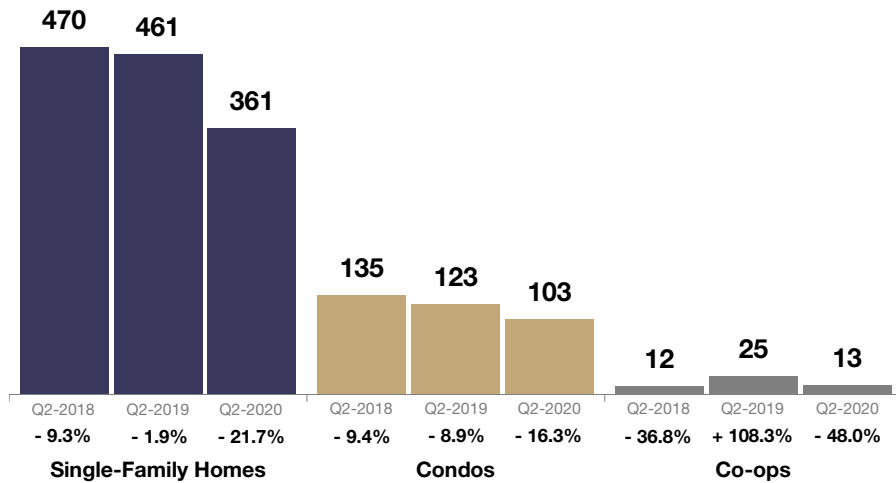
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2017	582	142	26
Q4-2017	431	135	13
Q1-2018	379	121	16
Q2-2018	588	181	20
Q3-2018	495	143	27
Q4-2018	451	133	25
Q1-2019	399	105	26
Q2-2019	606	143	26
Q3-2019	616	149	27
Q4-2019	470	129	16
Q1-2020	422	134	18
Q2-2020	531	98	22

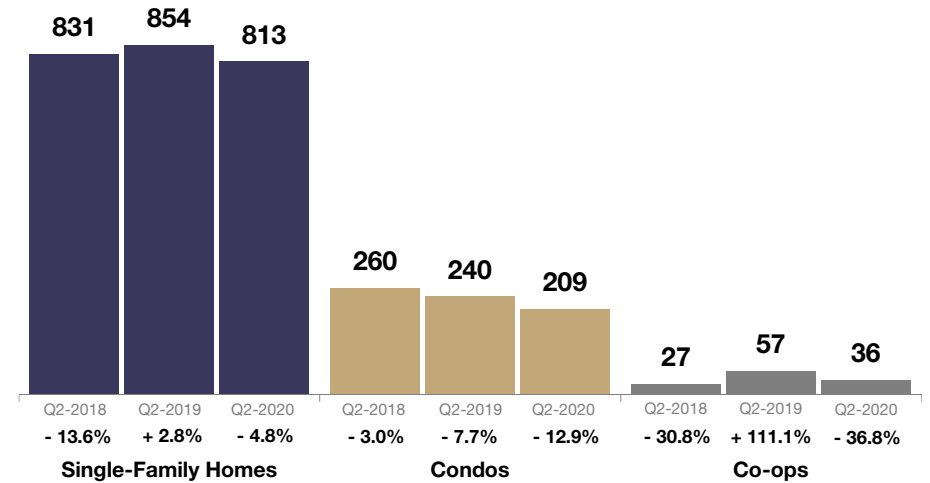
Closed Sales

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

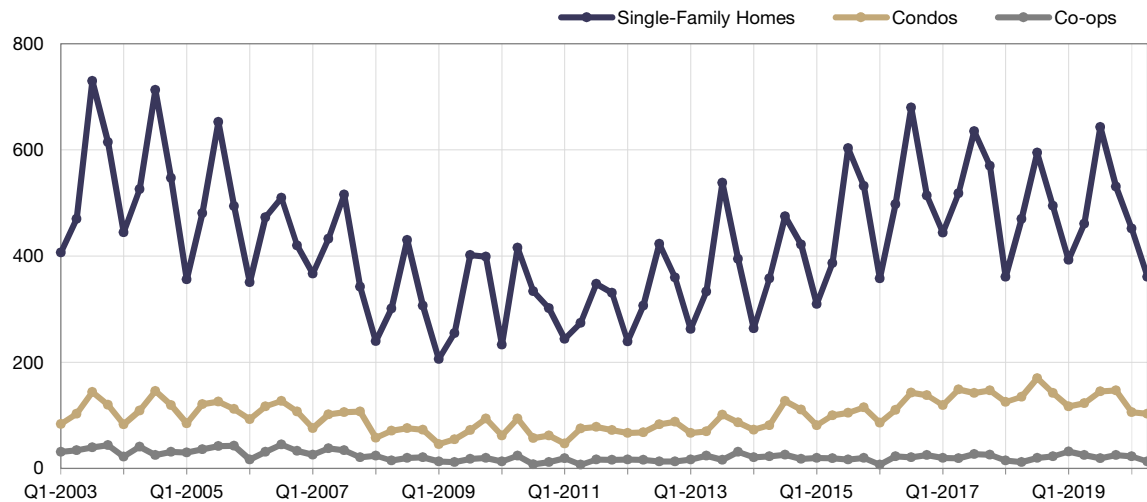
Q2-2020



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Historical Closed Sales by Quarter



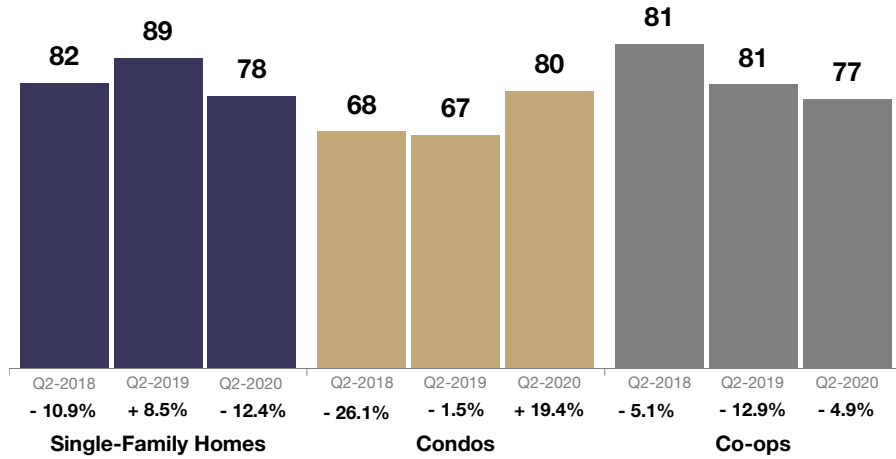
Quarter	Single-Family Homes	Condos	Co-ops
Q3-2017	635	142	27
Q4-2017	570	147	26
Q1-2018	361	125	15
Q2-2018	470	135	12
Q3-2018	595	170	20
Q4-2018	495	142	23
Q1-2019	393	117	32
Q2-2019	461	123	25
Q3-2019	643	145	19
Q4-2019	531	147	25
Q1-2020	452	106	23
Q2-2020	361	103	13

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

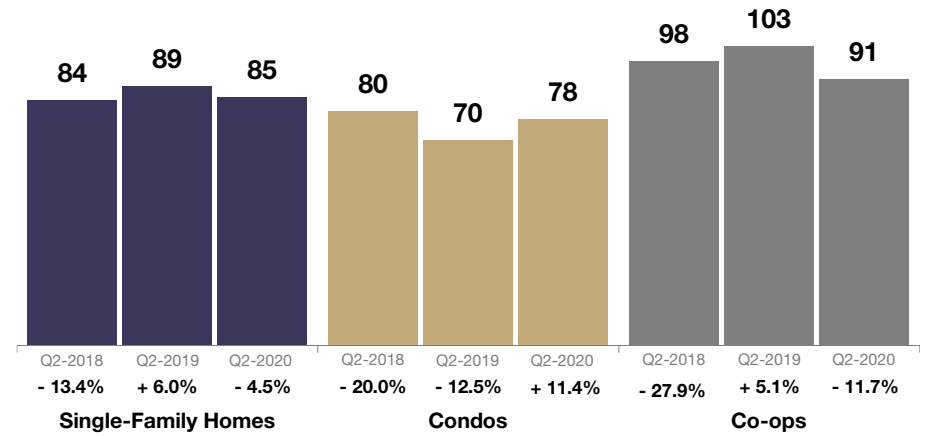
Days on Market Until Sale

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

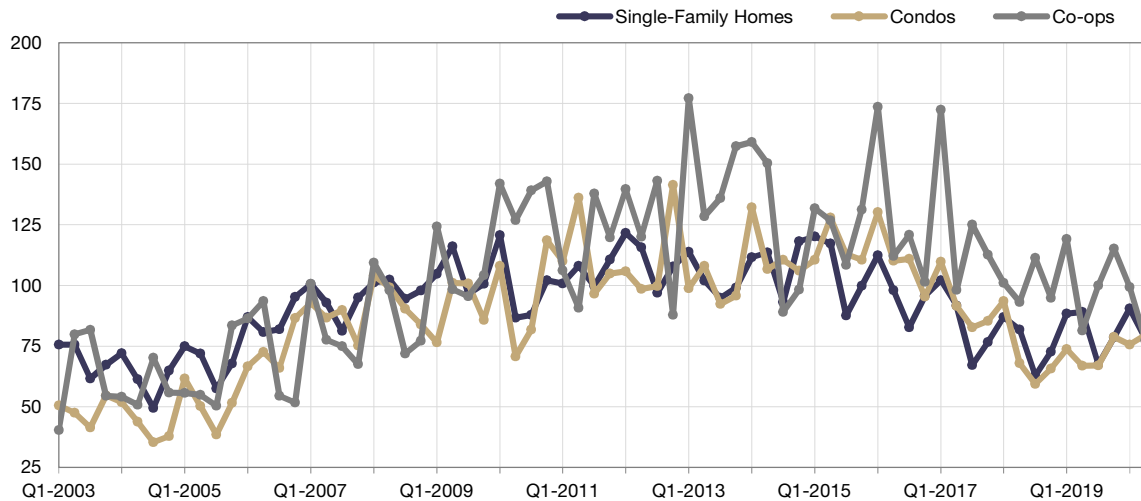
Q2-2020



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Historical Days on Market Until Sale by Quarter



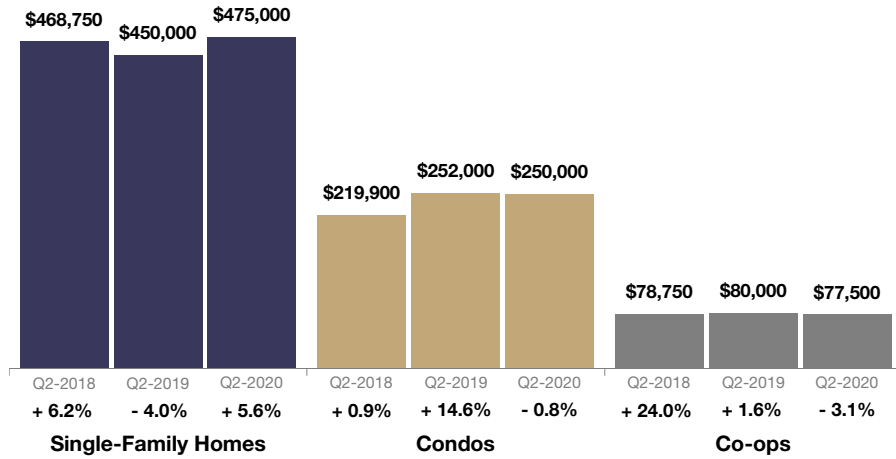
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2017	67	83	125
Q4-2017	77	85	113
Q1-2018	87	94	101
Q2-2018	82	68	93
Q3-2018	63	59	111
Q4-2018	73	66	95
Q1-2019	88	74	119
Q2-2019	89	67	81
Q3-2019	67	67	100
Q4-2019	79	79	115
Q1-2020	90	76	99
Q2-2020	78	80	77

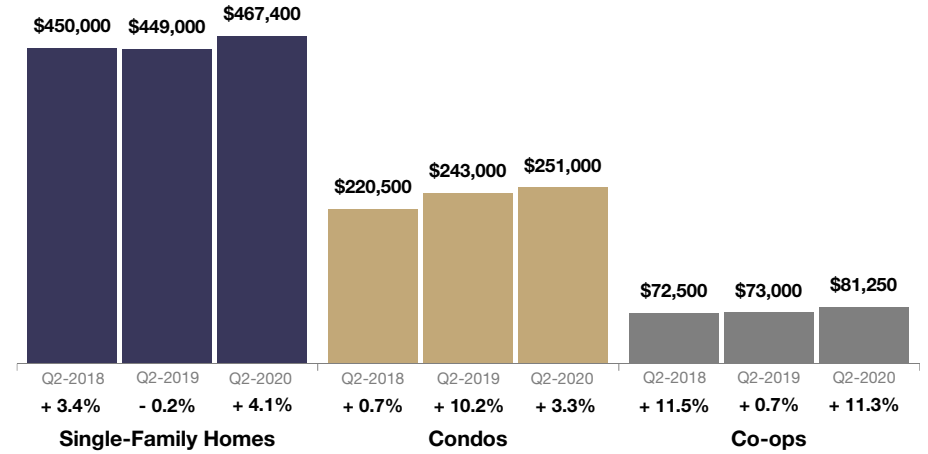
Median Sales Price

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

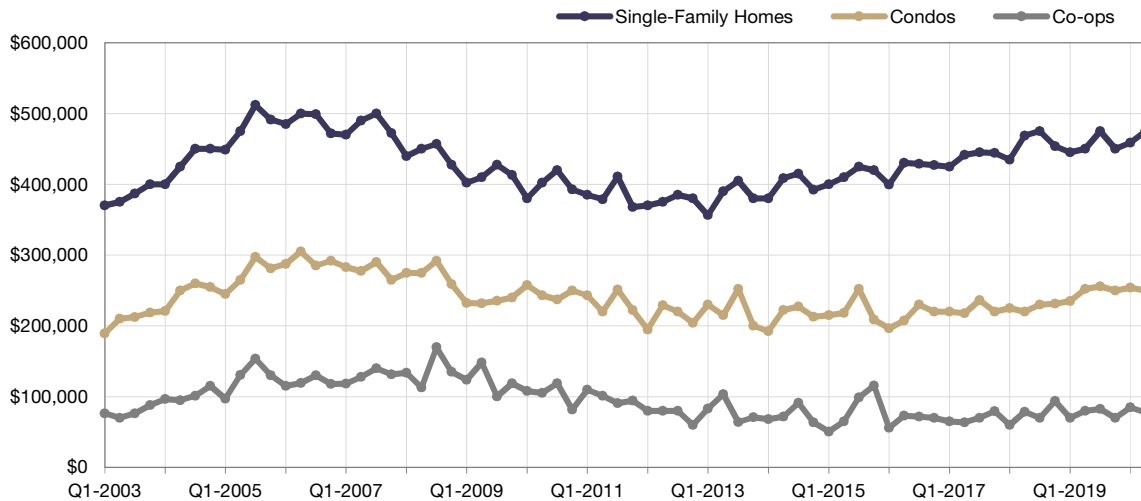
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Historical Median Sales Price by Quarter



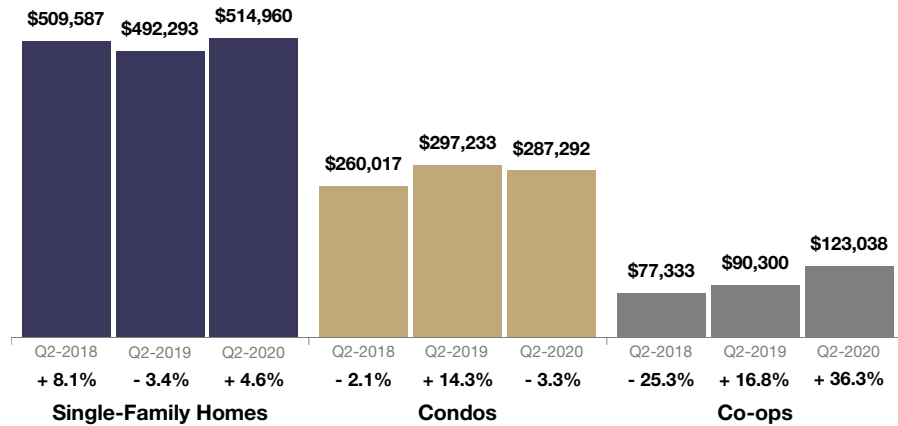
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2017	\$445,000	\$236,250	\$70,000
Q4-2017	\$444,500	\$220,000	\$79,375
Q1-2018	\$435,000	\$225,000	\$60,000
Q2-2018	\$468,750	\$219,900	\$78,750
Q3-2018	\$475,000	\$230,050	\$70,000
Q4-2018	\$454,000	\$231,438	\$94,000
Q1-2019	\$445,000	\$235,000	\$70,000
Q2-2019	\$450,000	\$252,000	\$80,000
Q3-2019	\$475,000	\$256,000	\$82,500
Q4-2019	\$450,000	\$250,000	\$69,999
Q1-2020	\$459,000	\$254,000	\$85,000
Q2-2020	\$475,000	\$250,000	\$77,500

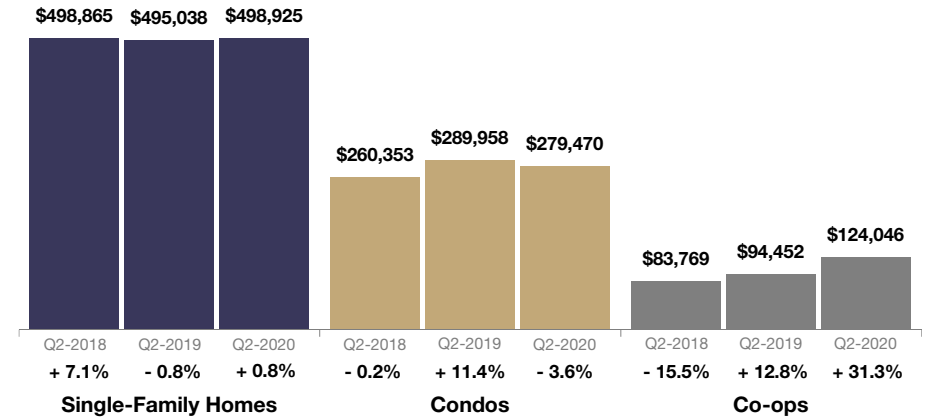
Average Sales Price

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

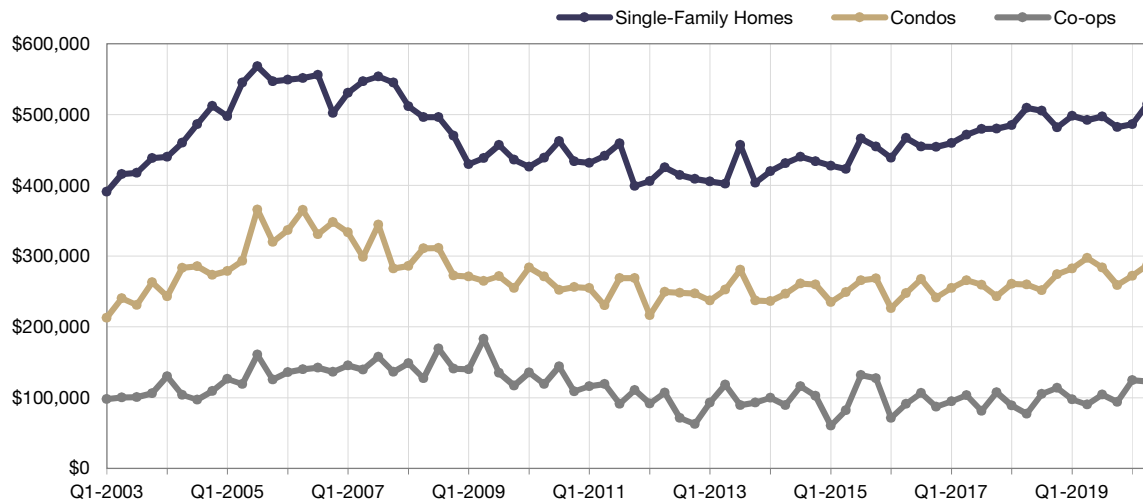
Q2-2020



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Historical Average Sales Price by Quarter



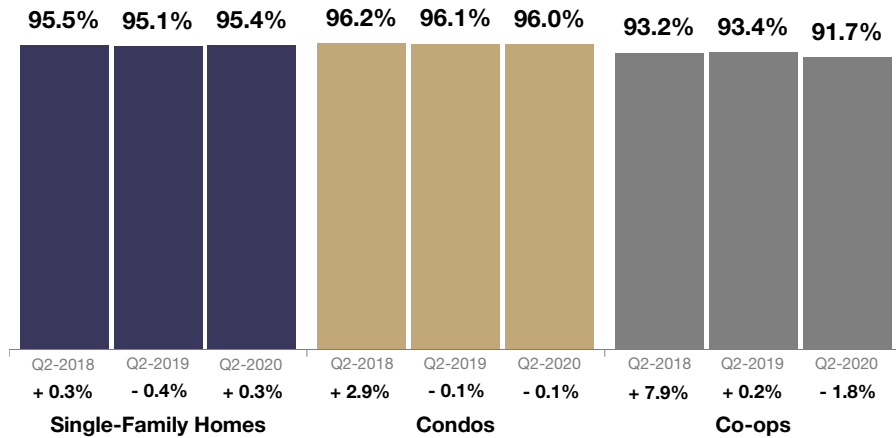
Quarter	Single-Family Homes	Condos	Co-ops
Q3-2017	\$479,454	\$259,240	\$81,109
Q4-2017	\$479,951	\$243,193	\$107,752
Q1-2018	\$484,869	\$260,716	\$88,917
Q2-2018	\$509,587	\$260,017	\$77,333
Q3-2018	\$505,412	\$251,835	\$105,120
Q4-2018	\$481,961	\$274,323	\$113,783
Q1-2019	\$498,252	\$282,310	\$97,695
Q2-2019	\$492,293	\$297,233	\$90,300
Q3-2019	\$497,380	\$283,806	\$104,263
Q4-2019	\$482,365	\$259,016	\$94,196
Q1-2020	\$486,154	\$271,869	\$124,615
Q2-2020	\$514,960	\$287,292	\$123,038

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

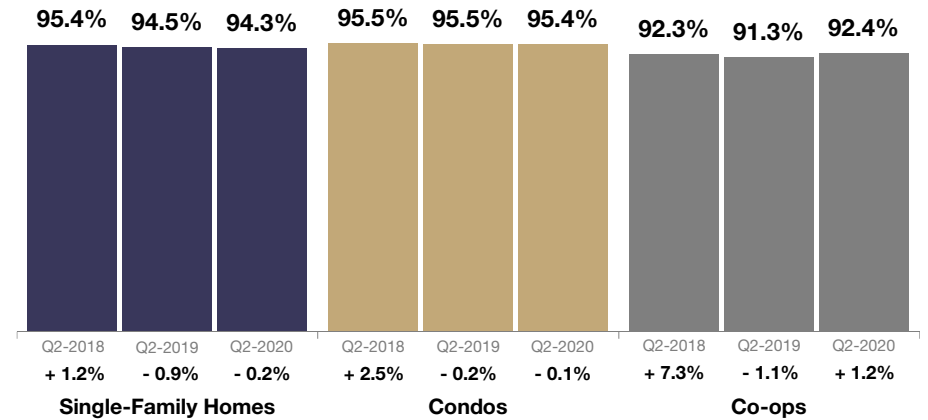
Percent of Original List Price Received

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.

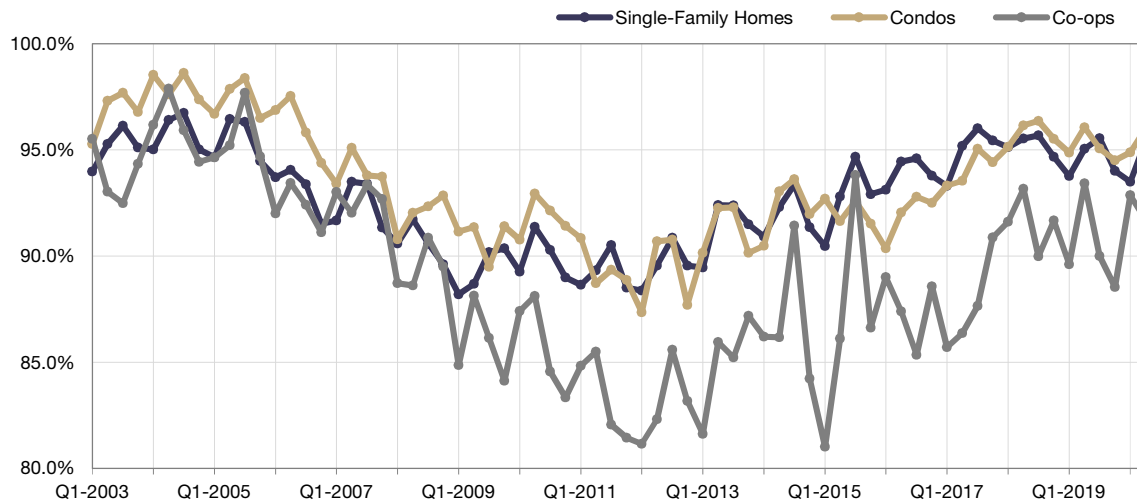
Q2-2020



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Historical Percent of Original List Price Received by Quarter



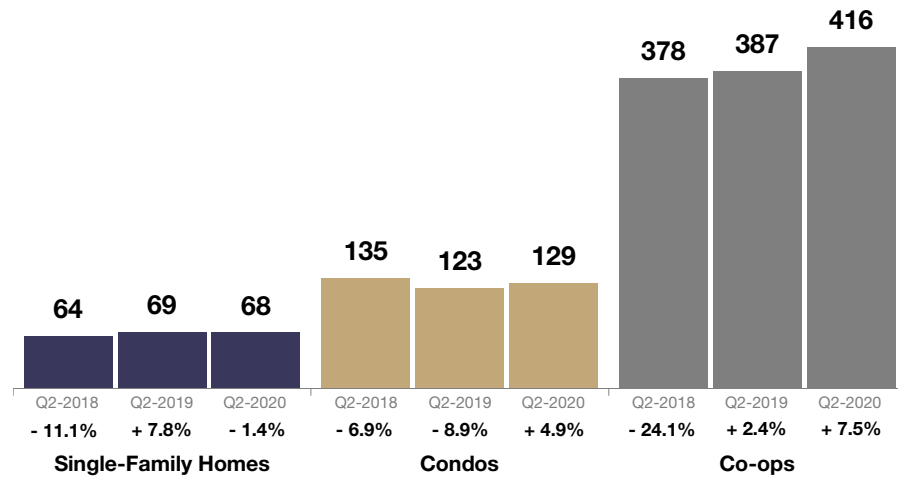
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2017	96.0%	95.1%	87.7%
Q4-2017	95.4%	94.4%	90.9%
Q1-2018	95.1%	95.1%	91.6%
Q2-2018	95.5%	96.2%	93.2%
Q3-2018	95.7%	96.4%	90.0%
Q4-2018	94.7%	95.5%	91.7%
Q1-2019	93.8%	94.9%	89.6%
Q2-2019	95.1%	96.1%	93.4%
Q3-2019	95.6%	95.1%	90.0%
Q4-2019	94.0%	94.5%	88.5%
Q1-2020	93.5%	94.9%	92.9%
Q2-2020	95.4%	96.0%	91.7%

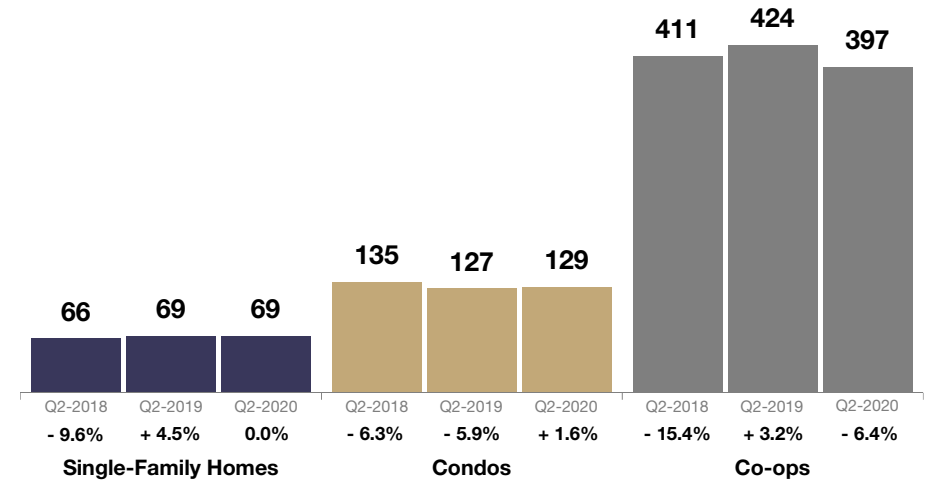
Housing Affordability Index

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.

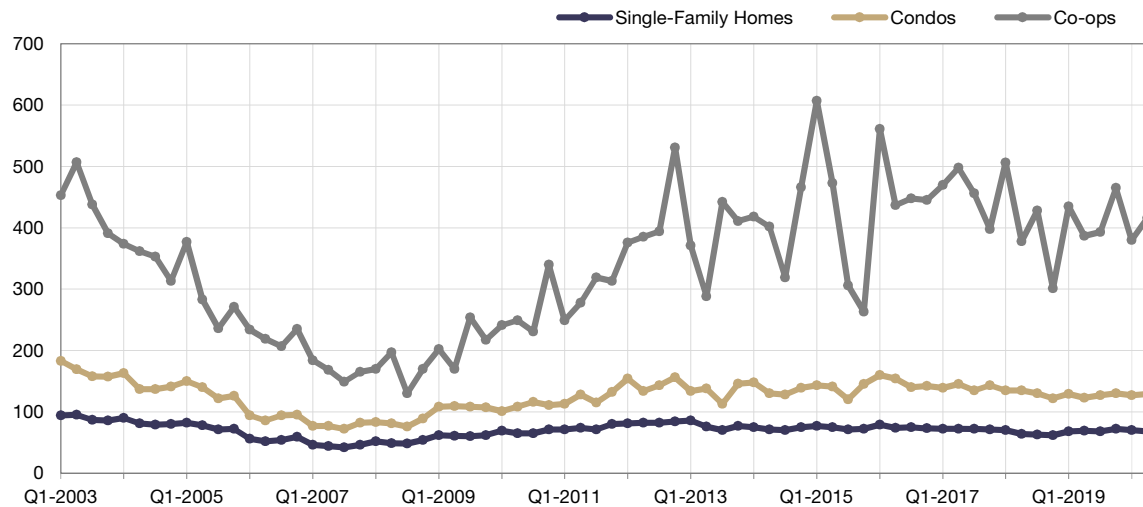
Q2-2020



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Historical Housing Affordability Index by Quarter



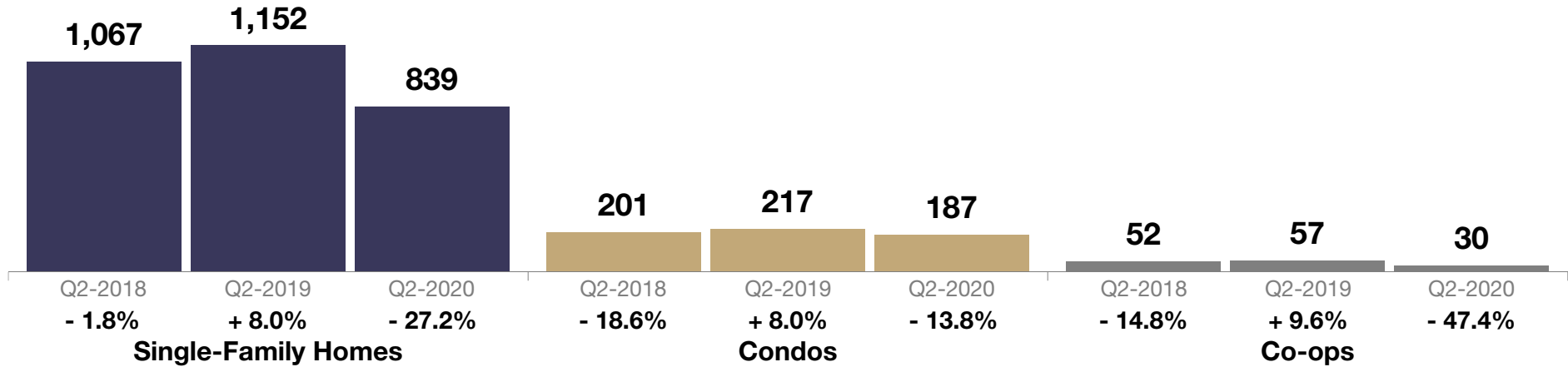
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2017	72	135	456
Q4-2017	71	143	398
Q1-2018	70	135	506
Q2-2018	64	135	378
Q3-2018	63	130	428
Q4-2018	62	122	301
Q1-2019	68	129	435
Q2-2019	69	123	387
Q3-2019	68	127	393
Q4-2019	72	130	465
Q1-2020	70	127	380
Q2-2020	68	129	416

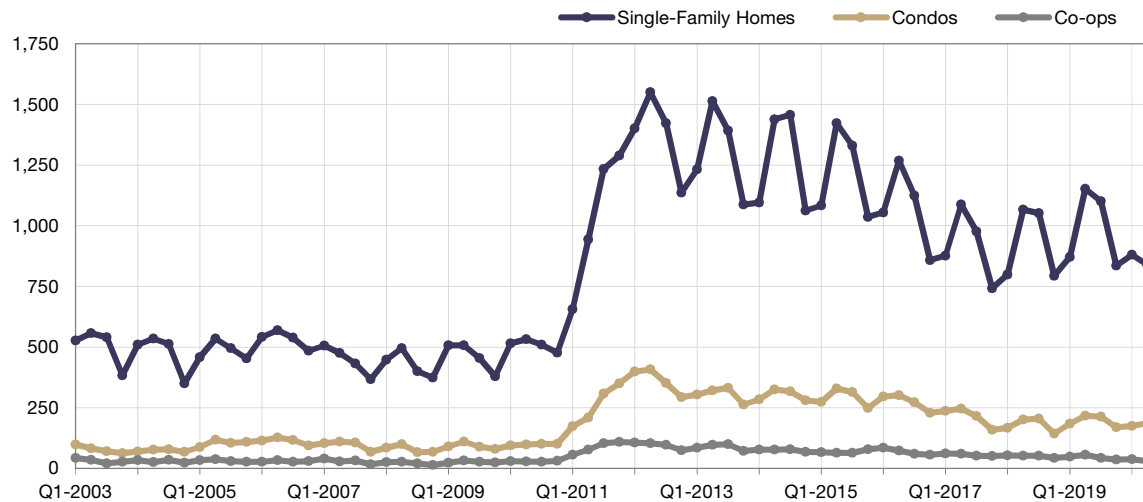
Inventory of Homes for Sale

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

Q2-2020



Historical Inventory of Homes for Sale by Quarter



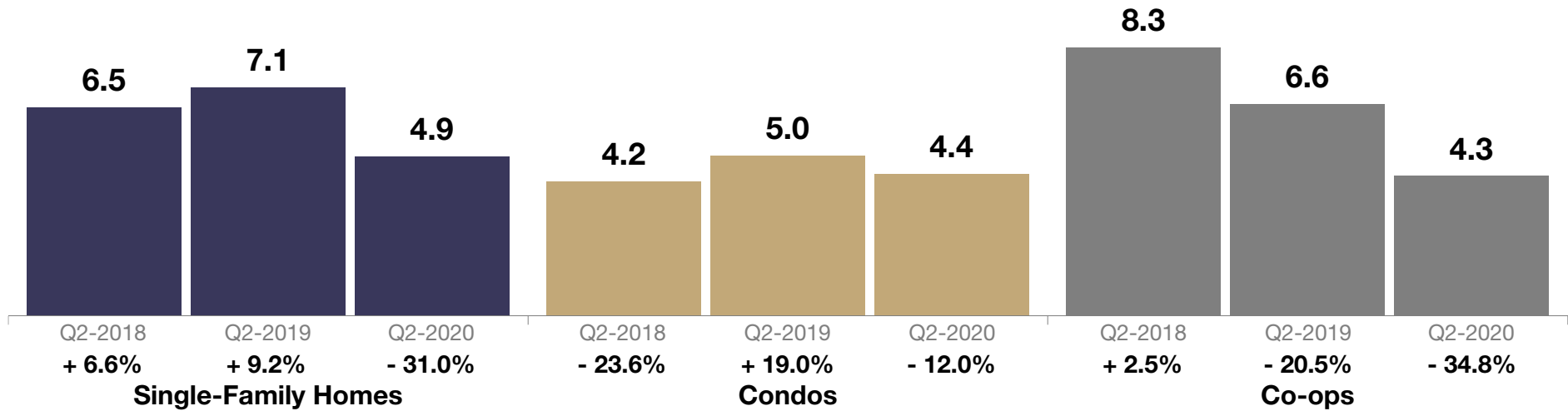
Quarter	Single-Family Homes	Condos	Co-ops
Q3-2017	977	216	53
Q4-2017	742	160	51
Q1-2018	799	167	54
Q2-2018	1,067	201	52
Q3-2018	1,052	205	53
Q4-2018	793	144	43
Q1-2019	872	184	48
Q2-2019	1,152	217	57
Q3-2019	1,101	213	43
Q4-2019	836	170	37
Q1-2020	880	175	38
Q2-2020	839	187	30

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

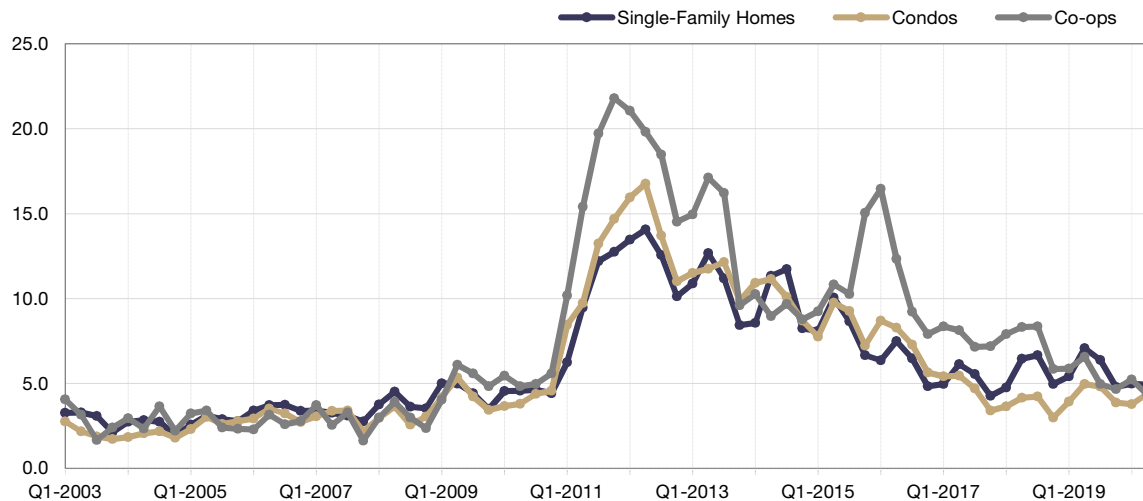
Months Supply of Inventory

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.

Q2-2020



Historical Months Supply of Inventory by Quarter



Quarter	Single-Family Homes	Condos	Co-ops
Q3-2017	5.5	4.7	7.1
Q4-2017	4.3	3.4	7.2
Q1-2018	4.8	3.7	7.9
Q2-2018	6.5	4.2	8.3
Q3-2018	6.7	4.2	8.4
Q4-2018	5.0	3.0	5.9
Q1-2019	5.4	3.9	5.9
Q2-2019	7.1	5.0	6.6
Q3-2019	6.4	4.8	5.0
Q4-2019	4.8	3.9	4.7
Q1-2020	5.0	3.8	5.2
Q2-2020	4.9	4.4	4.3

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

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	Q2-2019	Q2-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings	<p>Bar chart showing New Listings from Q3-2017 to Q1-2020. Values: 981, 693, 885, 1,402, 1,060, 732, 940, 1,440, 1,146, 740, 961, 954.</p>	1,440	954	- 33.8%	2,380	1,915	- 19.5%
Pending Sales	<p>Bar chart showing Pending Sales from Q3-2017 to Q1-2020. Values: 750, 579, 516, 789, 665, 609, 530, 775, 792, 615, 574, 651.</p>	775	651	- 16.0%	1,305	1,225	- 6.1%
Closed Sales	<p>Bar chart showing Closed Sales from Q3-2017 to Q1-2020. Values: 804, 743, 501, 617, 785, 660, 542, 609, 807, 703, 581, 477.</p>	609	477	- 21.7%	1,151	1,058	- 8.1%
Days on Market	<p>Bar chart showing Days on Market from Q3-2017 to Q1-2020. Values: 72, 80, 89, 79, 63, 72, 87, 84, 68, 80, 88, 78.</p>	84	78	- 7.1%	86	84	- 2.3%
Median Sales Price	<p>Bar chart showing Median Sales Price from Q3-2017 to Q1-2020. Values: \$415,000, \$400,000, \$385,000, \$425,000, \$430,000, \$410,000, \$390,000, \$418,064, \$435,000, \$408,000, \$415,000, \$439,500.</p>	\$418,064	\$439,500	+ 5.1%	\$406,425	\$425,000	+ 4.6%
Average Sales Price	<p>Bar chart showing Average Sales Price from Q3-2017 to Q1-2020. Values: \$427,183, \$420,004, \$416,932, \$446,574, \$440,299, \$424,457, \$427,988, \$436,302, \$449,750, \$421,858, \$432,747, \$454,992.</p>	\$436,302	\$454,992	+ 4.3%	\$432,384	\$442,765	+ 2.4%
Pct. of Orig. Price Received	<p>Bar chart showing Pct. of Orig. Price Received from Q3-2017 to Q1-2020. Values: 95.6%, 95.1%, 95.0%, 95.6%, 95.7%, 94.8%, 93.8%, 95.2%, 95.3%, 93.9%, 93.7%, 95.4%.</p>	95.2%	95.4%	+ 0.2%	94.5%	94.5%	0.0%
Housing Affordability Index	<p>Bar chart showing Housing Affordability Index from Q3-2017 to Q1-2020. Values: 77, 79, 79, 70, 70, 69, 78, 74, 75, 80, 78, 73.</p>	74	73	- 1.4%	76	76	0.0%
Inventory of Homes for Sale	<p>Bar chart showing Inventory of Homes for Sale from Q3-2017 to Q1-2020. Values: 1,246, 953, 1,020, 1,320, 1,310, 980, 1,104, 1,426, 1,357, 1,043, 1,093, 1,056.</p>	1,426	1,056	- 25.9%	--	--	--
Months Supply of Inventory	<p>Bar chart showing Months Supply of Inventory from Q3-2017 to Q1-2020. Values: 5.4, 4.2, 4.6, 6.0, 6.2, 4.6, 5.1, 6.6, 6.0, 4.6, 4.8, 4.8.</p>	6.6	4.8	- 27.3%	--	--	--