

# Quarterly Indicators

## Sullivan 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 10.1 percent to 196.
- Condos Closed Sales were down 100.0 percent to 0.
- Co-ops Closed Sales finished the month at 0.
- Single-Family Median Sales Price increased 17.7 percent to \$175,000.
- Condos Median Sales Price could not be calculated due to no activity.
- Co-ops Median Sales Price could not be calculated due to no activity.

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

**- 11.3%**    **- 34.8%**    **+ 19.9%**

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
- 11.3%	- 34.8%	+ 19.9%

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
<b>New Listings</b>		605	<b>407</b>	- 32.7%	930	<b>719</b>	- 22.7%
<b>Pending Sales</b>		250	<b>304</b>	+ 21.6%	425	<b>512</b>	+ 20.5%
<b>Closed Sales</b>		218	<b>196</b>	- 10.1%	415	<b>406</b>	- 2.2%
<b>Days on Market</b>		169	<b>158</b>	- 6.5%	155	<b>156</b>	+ 0.6%
<b>Median Sales Price</b>		\$148,700	<b>\$175,000</b>	+ 17.7%	\$140,000	<b>\$166,500</b>	+ 18.9%
<b>Average Sales Price</b>		\$188,348	<b>\$208,452</b>	+ 10.7%	\$172,973	<b>\$201,232</b>	+ 16.3%
<b>Pct. of Orig. Price Received</b>		88.0%	<b>88.3%</b>	+ 0.3%	87.5%	<b>87.9%</b>	+ 0.5%
<b>Housing Affordability Index</b>		202	<b>179</b>	- 11.4%	215	<b>188</b>	- 12.6%
<b>Inventory of Homes for Sale</b>		1,028	<b>673</b>	- 34.5%	--	--	--
<b>Months Supply of Inventory</b>		13.0	<b>7.5</b>	- 42.3%	--	--	--

# 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
<b>New Listings</b>		5	2	- 60.0%	8	4	- 50.0%
<b>Pending Sales</b>		1	2	+ 100.0%	3	3	0.0%
<b>Closed Sales</b>		3	0	- 100.0%	5	2	- 60.0%
<b>Days on Market</b>		103	--	--	142	91	- 35.9%
<b>Median Sales Price</b>		\$55,000	--	--	\$55,000	\$58,500	+ 6.4%
<b>Average Sales Price</b>		\$53,667	--	--	\$55,900	\$58,500	+ 4.7%
<b>Pct. of Orig. Price Received</b>		98.4%	--	--	87.5%	90.4%	+ 3.3%
<b>Housing Affordability Index</b>		546	--	--	546	536	- 1.8%
<b>Inventory of Homes for Sale</b>		6	2	- 66.7%	--	--	--
<b>Months Supply of Inventory</b>		5.3	1.6	- 69.8%	--	--	--

# 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.

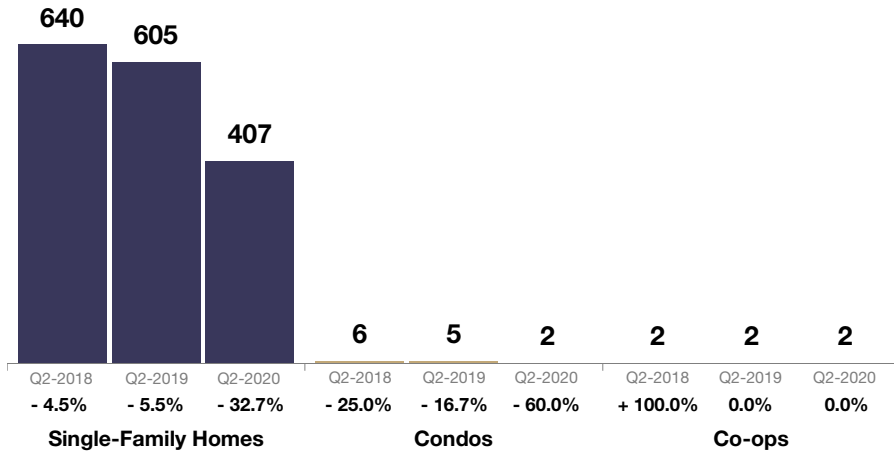


Key Metrics	Historical Sparkbars	Q2-2019	Q2-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		2	2	0.0%	3	2	- 33.3%
<b>Pending Sales</b>		0	1	--	0	1	--
<b>Closed Sales</b>		0	0	--	0	0	--
<b>Days on Market</b>		--	--	--	--	--	--
<b>Median Sales Price</b>		--	--	--	--	--	--
<b>Average Sales Price</b>		--	--	--	--	--	--
<b>Pct. of Orig. Price Received</b>		--	--	--	--	--	--
<b>Housing Affordability Index</b>		--	--	--	--	--	--
<b>Inventory of Homes for Sale</b>		3	1	- 66.7%	--	--	--
<b>Months Supply of Inventory</b>		--	1.0	--	--	--	--

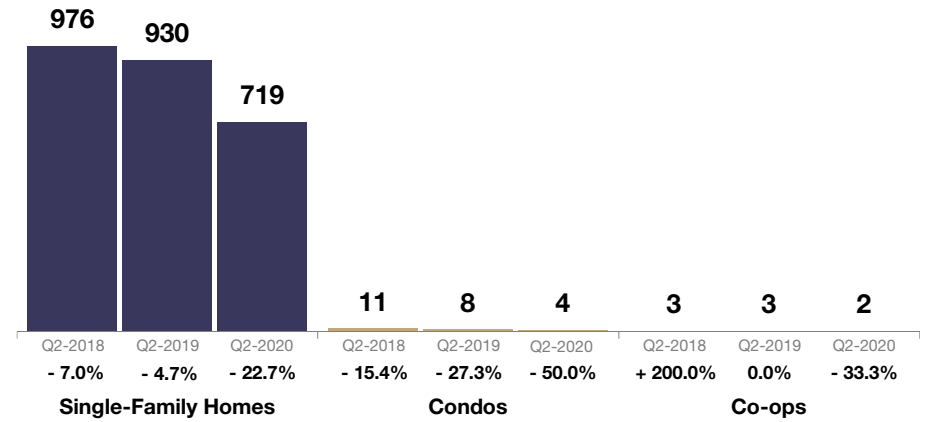
# New Listings

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

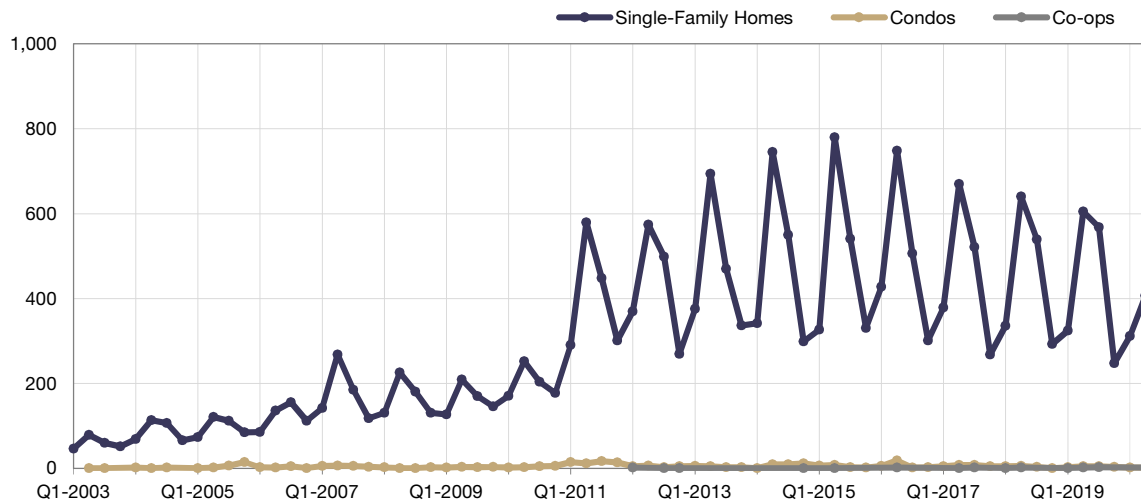
## Q2-2020



## Year to Date



## Historical New Listings by Quarter



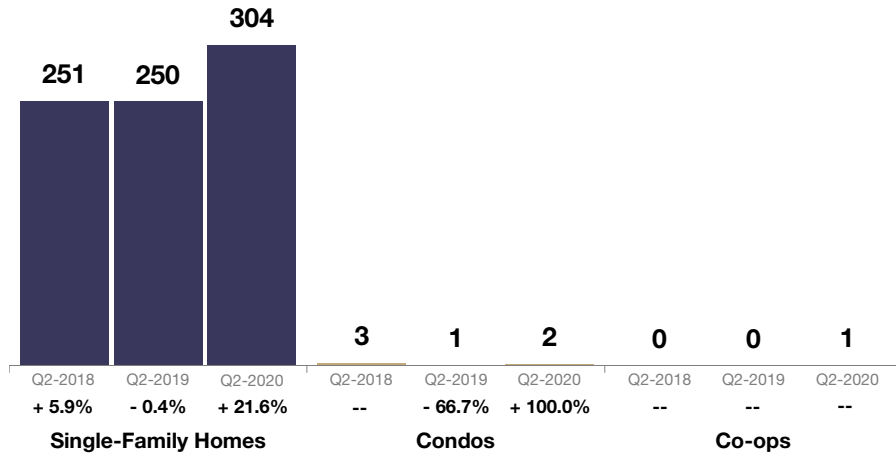
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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
Q4-2019	248	4	0
Q1-2020	312	2	0
<b>Q2-2020</b>	<b>407</b>	<b>2</b>	<b>2</b>

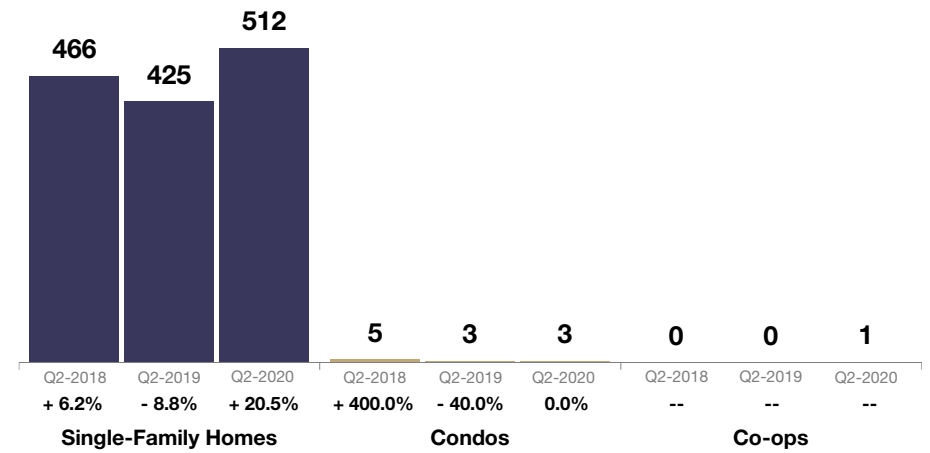
# Pending Sales

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

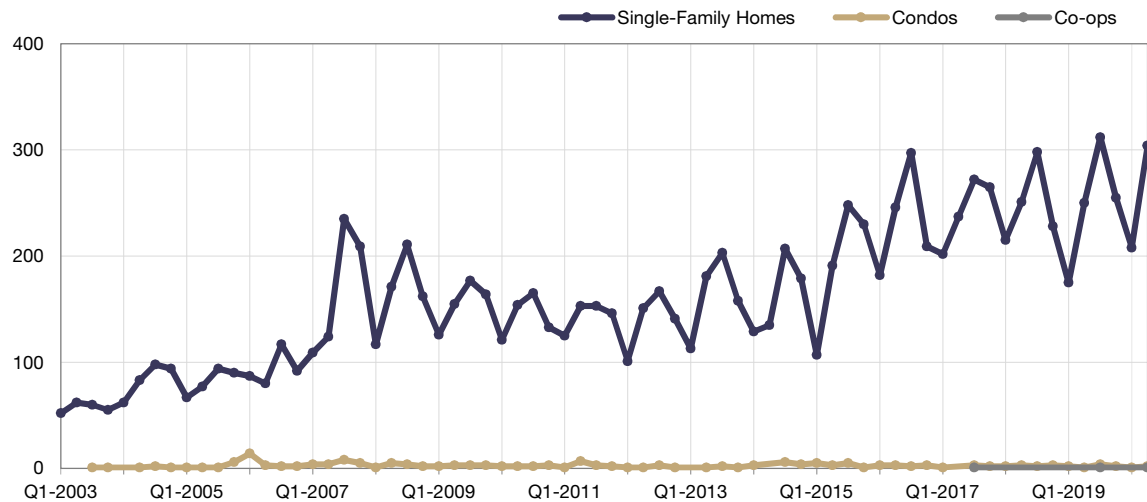
## Q2-2020



## Year to Date



## Historical Pending Sales by Quarter



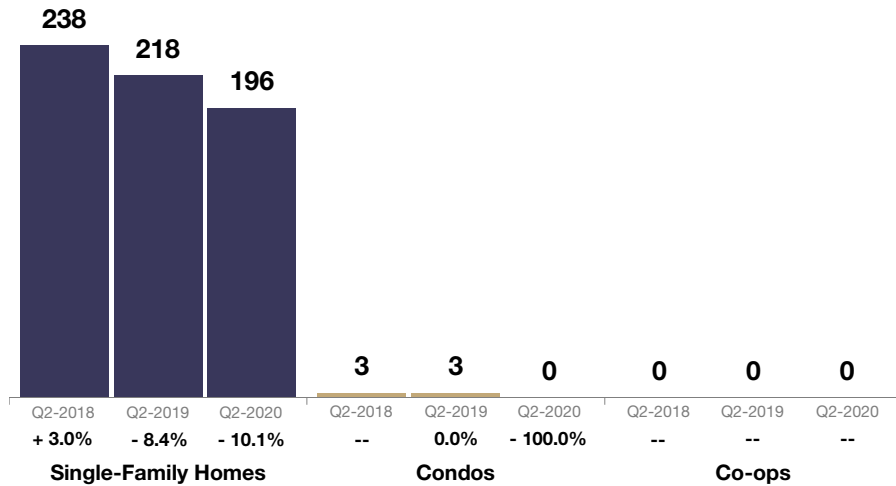
Quarter	Single-Family Homes	Condos	Co-ops
Q3-2017	272	3	1
Q4-2017	265	2	0
Q1-2018	215	2	0
Q2-2018	251	3	0
Q3-2018	298	2	0
Q4-2018	228	3	0
Q1-2019	175	2	0
Q2-2019	250	1	0
Q3-2019	312	4	1
Q4-2019	255	2	0
Q1-2020	208	1	0
<b>Q2-2020</b>	<b>304</b>	<b>2</b>	<b>1</b>

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

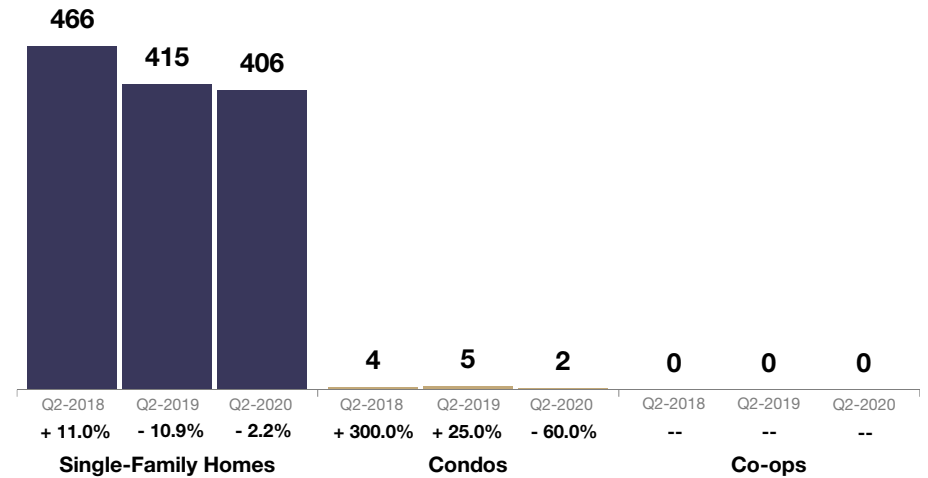
# Closed Sales

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

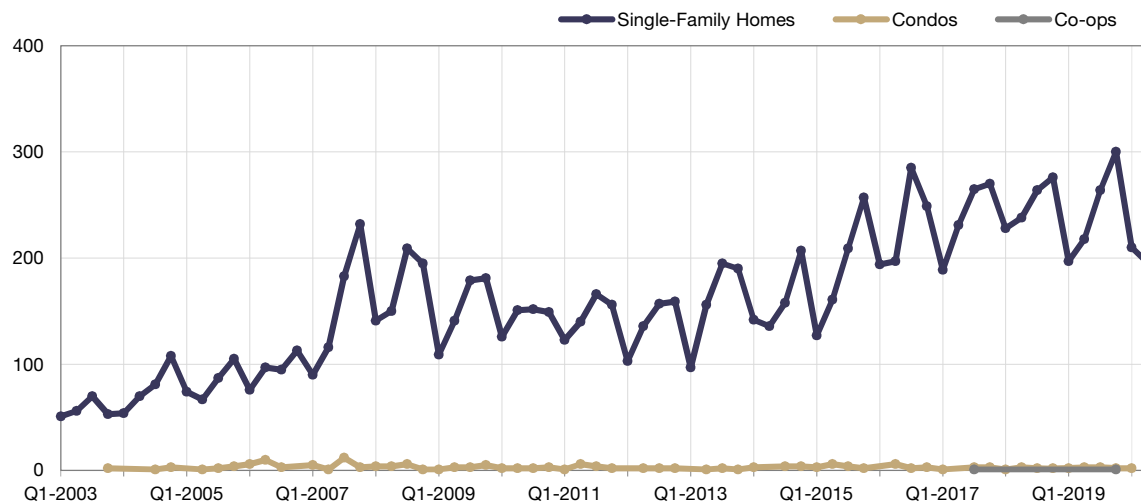
## Q2-2020



## Year to Date



## Historical Closed Sales by Quarter



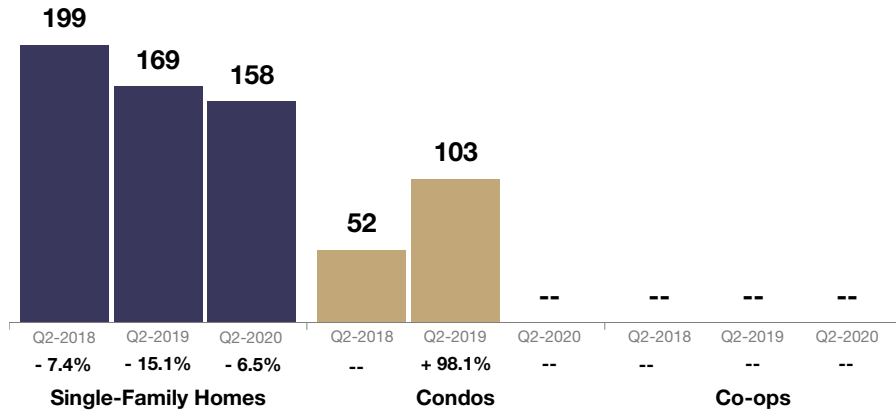
Quarter	Single-Family Homes	Condos	Co-ops
Q3-2017	265	3	1
Q4-2017	270	3	0
Q1-2018	228	1	0
Q2-2018	238	3	0
Q3-2018	264	2	0
Q4-2018	276	2	0
Q1-2019	197	2	0
Q2-2019	218	3	0
Q3-2019	264	3	0
Q4-2019	300	2	1
Q1-2020	210	2	0
<b>Q2-2020</b>	<b>196</b>	<b>0</b>	<b>0</b>

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

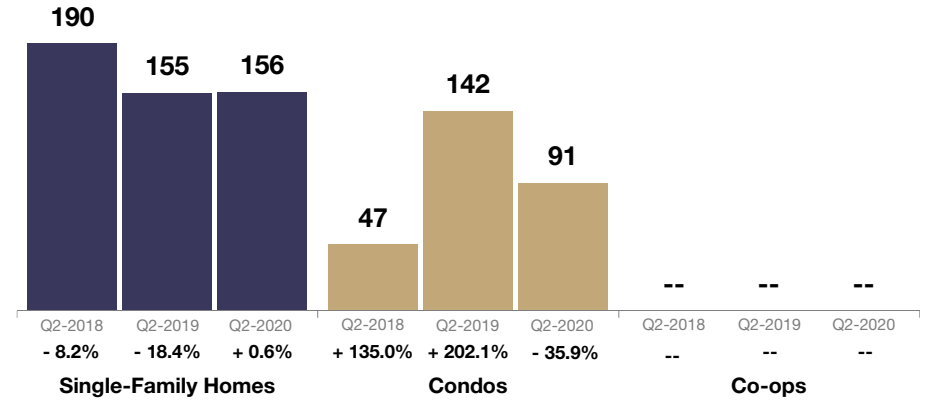
# Days on Market Until Sale

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

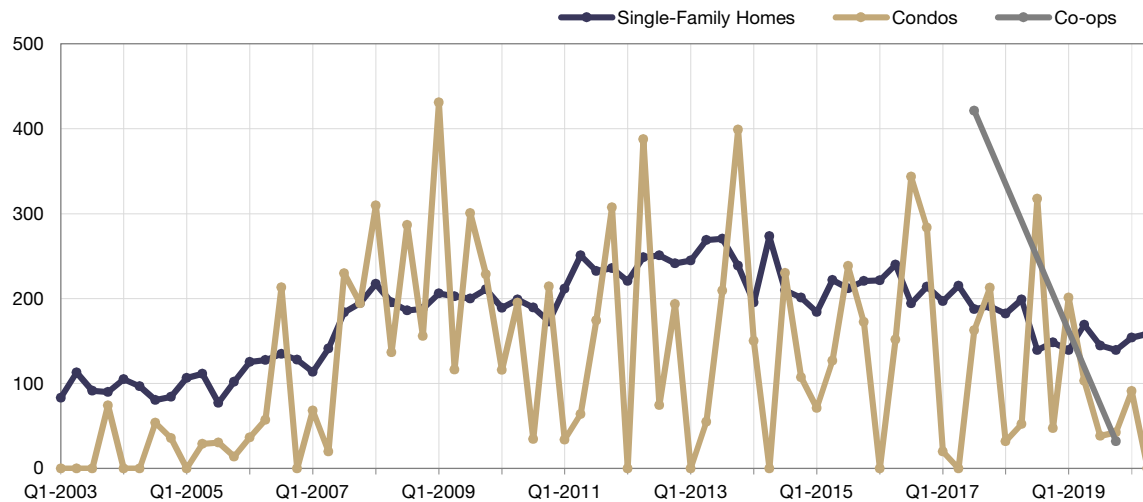
## Q2-2020



## Year to Date



## Historical Days on Market Until Sale by Quarter



Quarter	Single-Family Homes	Condos	Co-ops
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	169	103	--
Q3-2019	144	38	--
Q4-2019	139	43	32
Q1-2020	154	91	--
<b>Q2-2020</b>	<b>158</b>	--	--

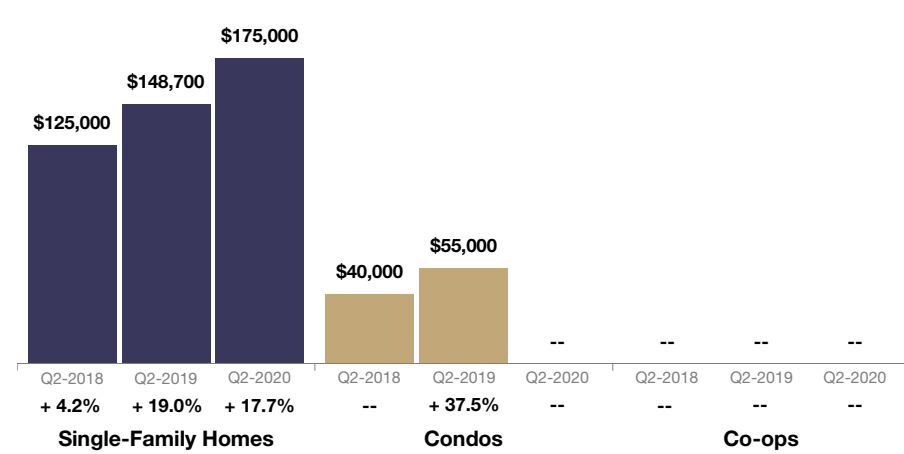
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.



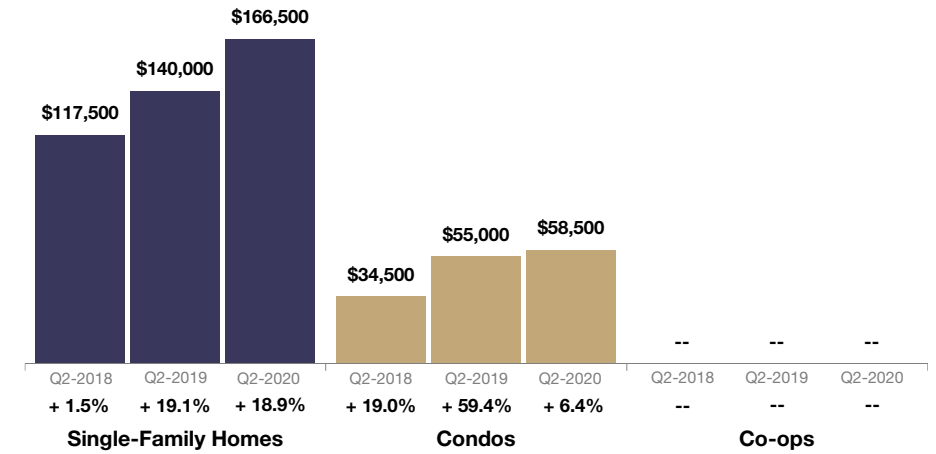
# Median Sales Price

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

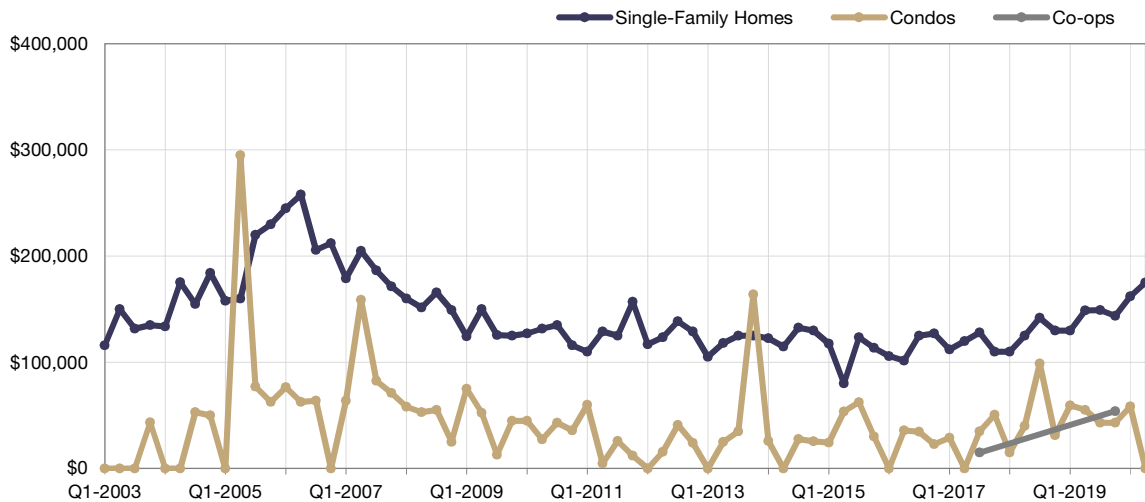
## Q2-2020



## Year to Date



## Historical Median Sales Price by Quarter



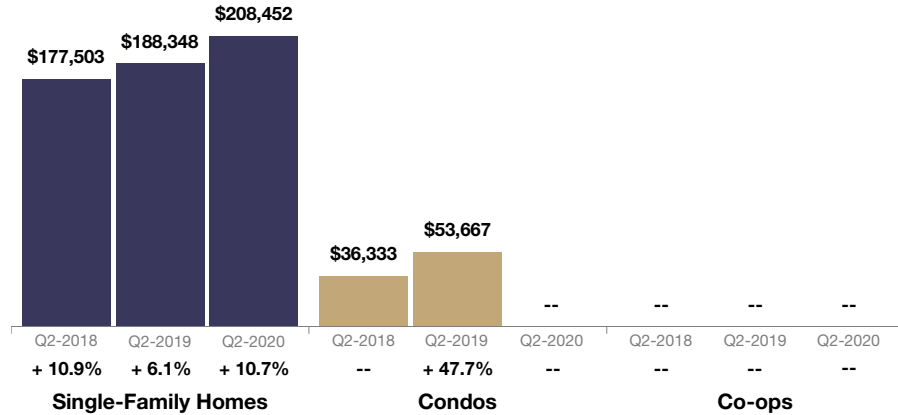
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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	\$148,700	\$55,000	--
Q3-2019	\$149,000	\$43,000	--
Q4-2019	\$143,646	\$43,000	\$54,000
Q1-2020	\$162,250	\$58,500	--
<b>Q2-2020</b>	<b>\$175,000</b>	--	--

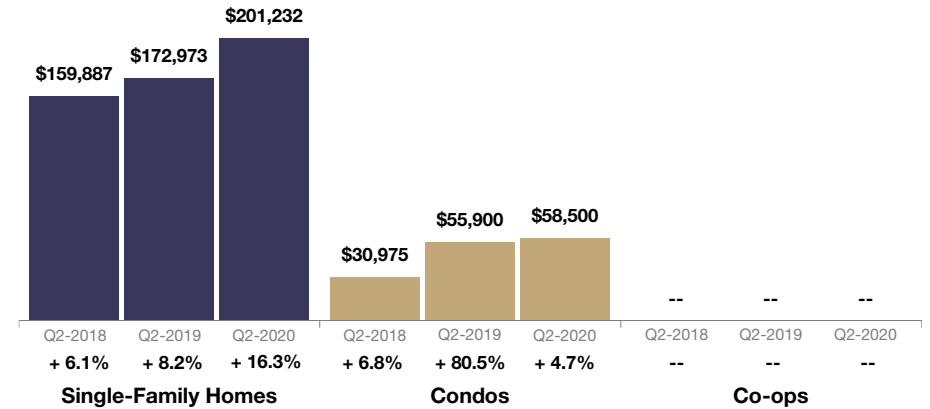
# Average Sales Price

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

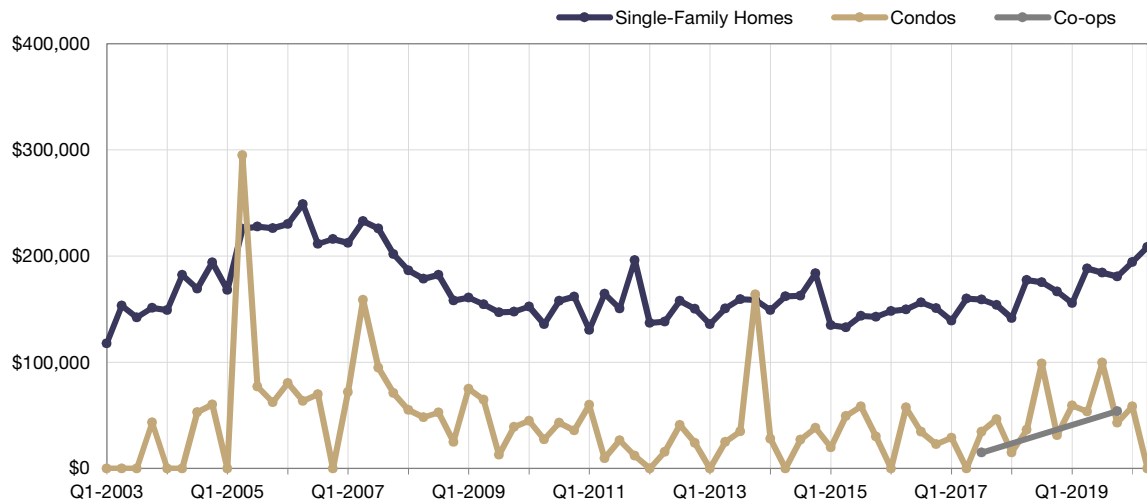
## Q2-2020



## Year to Date



## Historical Average Sales Price by Quarter



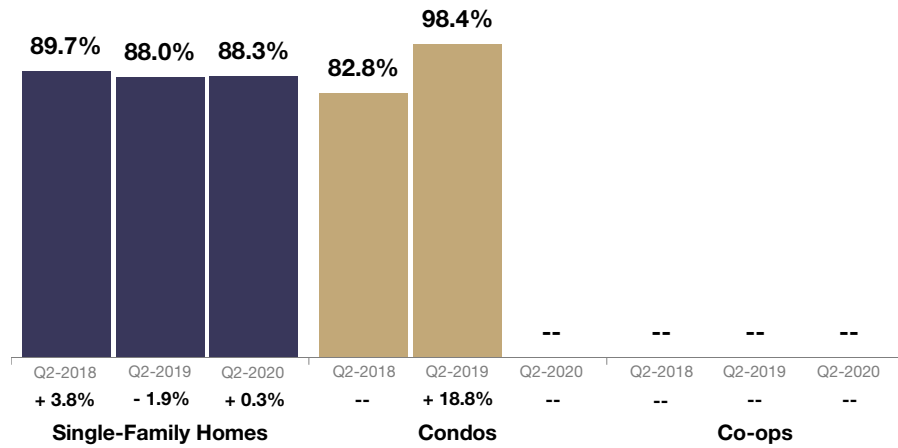
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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	\$188,348	\$53,667	--
Q3-2019	\$184,445	\$99,667	--
Q4-2019	\$180,809	\$43,000	\$54,000
Q1-2020	\$194,494	\$58,500	--
<b>Q2-2020</b>	<b>\$208,452</b>	--	--

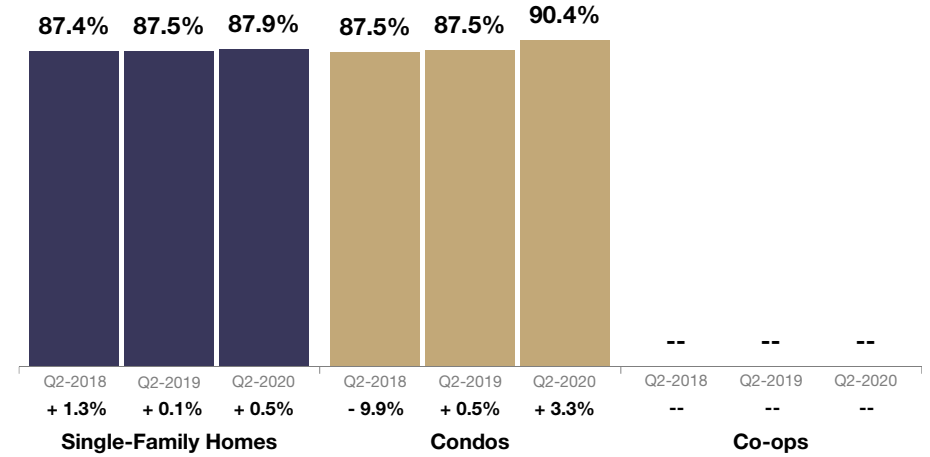
# Percent of Original List Price Received

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.

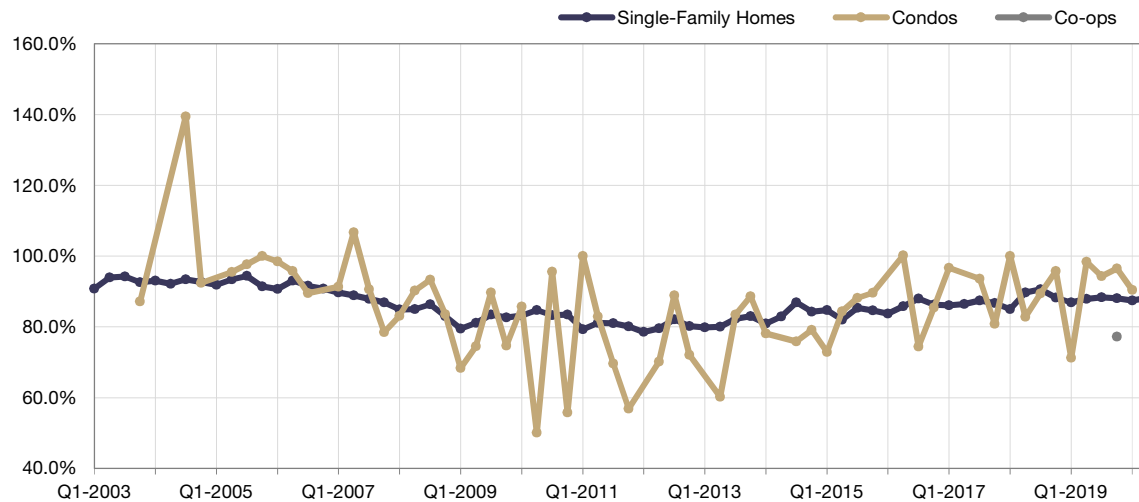
## Q2-2020



## Year to Date



## Historical Percent of Original List Price Received by Quarter



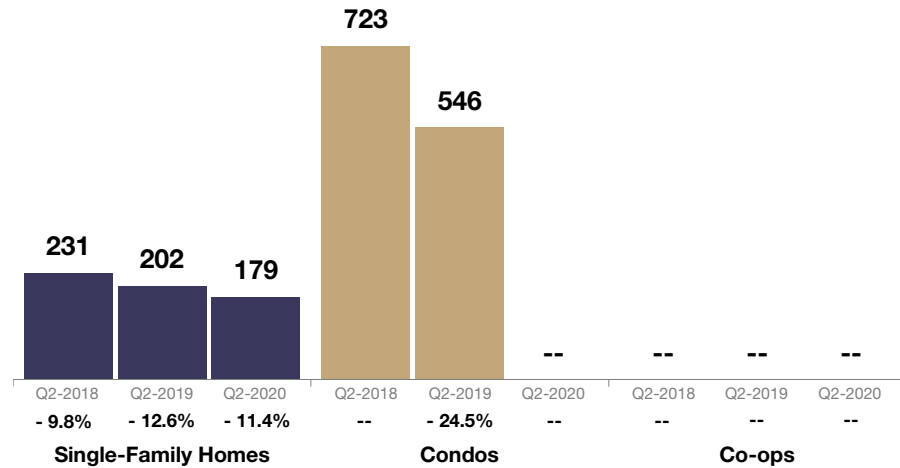
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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	88.0%	98.4%	--
Q3-2019	88.4%	94.3%	--
Q4-2019	88.1%	96.5%	77.3%
Q1-2020	87.5%	90.4%	--
<b>Q2-2020</b>	<b>88.3%</b>	--	--

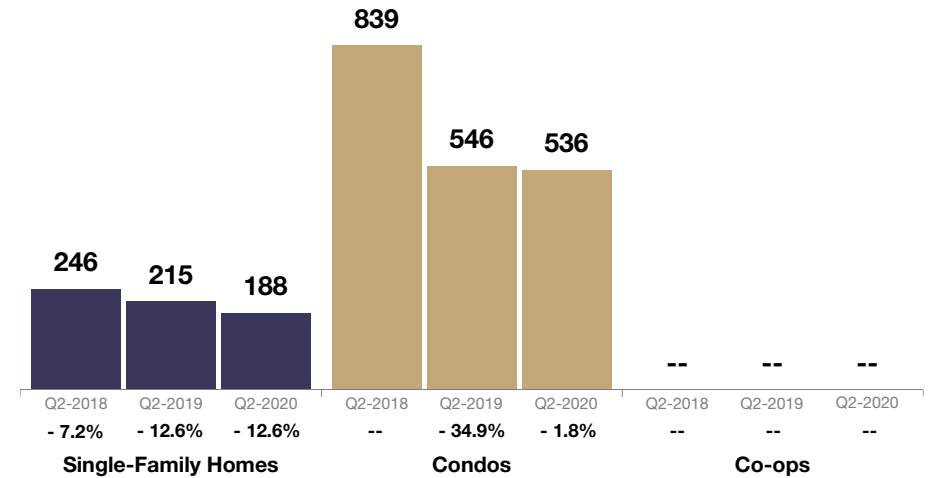
# Housing Affordability Index

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.

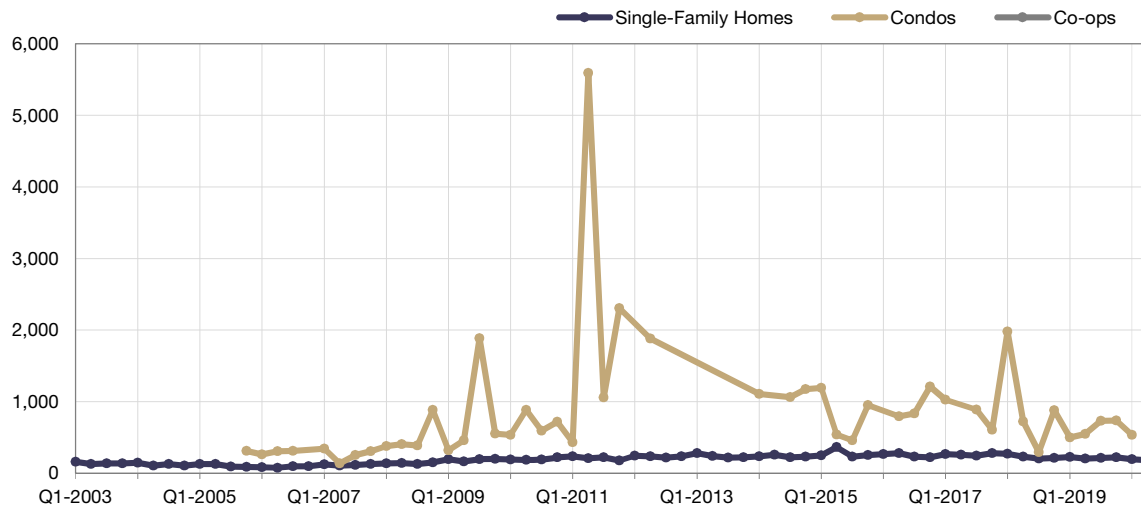
## Q2-2020



## Year to Date



## Historical Housing Affordability Index by Quarter



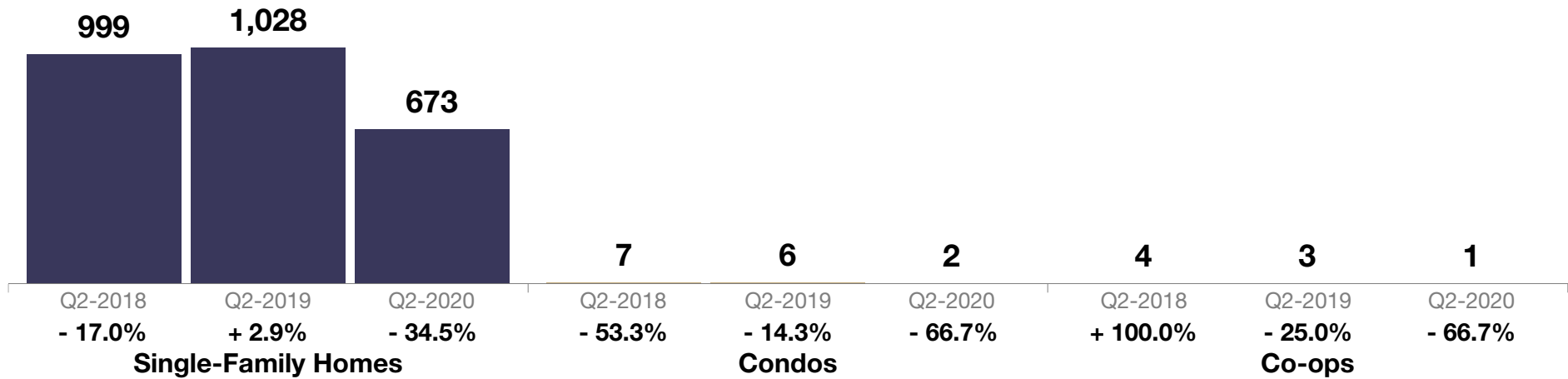
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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	227	499	--
Q2-2019	202	546	--
Q3-2019	211	732	--
Q4-2019	220	734	--
Q1-2020	193	536	--
<b>Q2-2020</b>	<b>179</b>	<b>--</b>	<b>--</b>

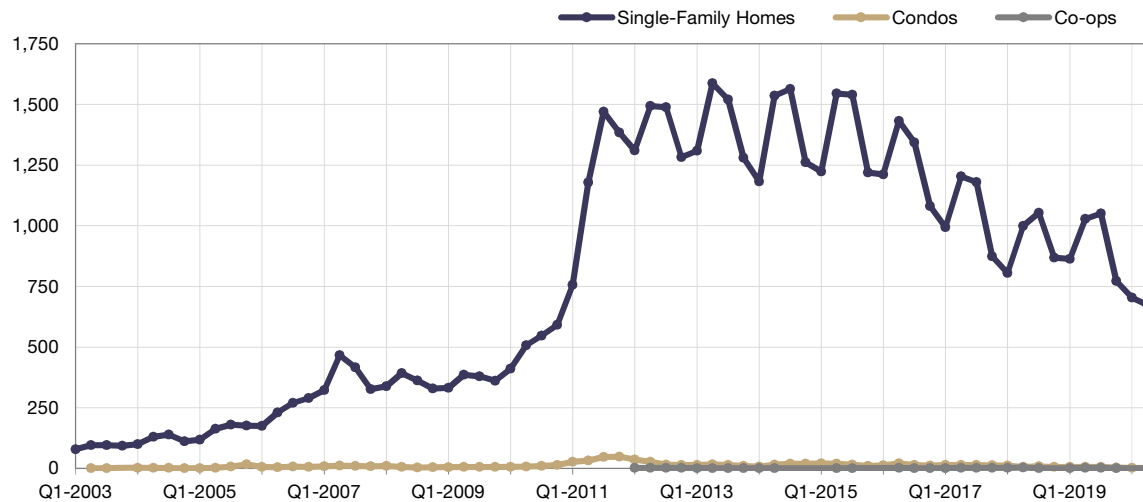
# Inventory of Homes for Sale

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



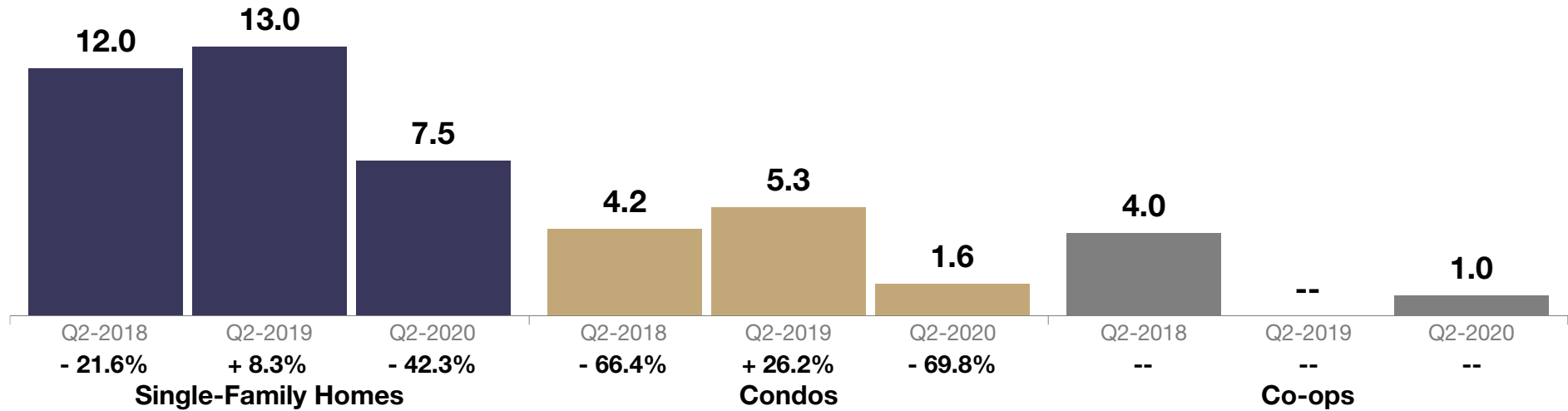
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2017	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	1,028	6	3
Q3-2019	1,051	6	3
Q4-2019	773	4	1
Q1-2020	704	3	0
<b>Q2-2020</b>	<b>673</b>	<b>2</b>	<b>1</b>

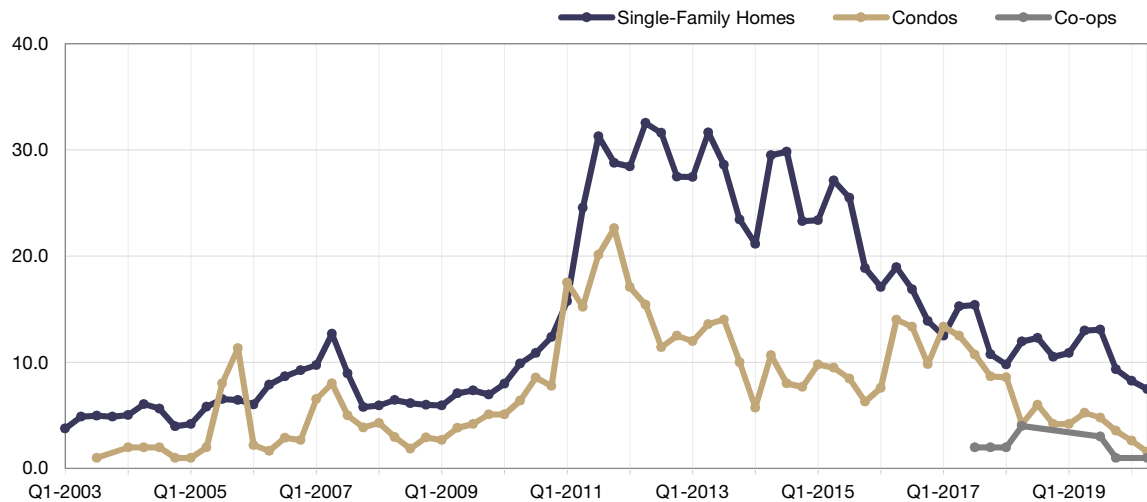
# Months Supply of Inventory

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.

## Q2-2020



## Historical Months Supply of Inventory by Quarter



Quarter	Single-Family Homes	Condos	Co-ops
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	10.9	4.2	--
Q2-2019	13.0	5.3	--
Q3-2019	13.1	4.8	3.0
Q4-2019	9.4	3.6	1.0
Q1-2020	8.2	2.6	--
<b>Q2-2020</b>	<b>7.5</b>	<b>1.6</b>	<b>1.0</b>

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
<b>New Listings</b>	<p>531, 273, 342, 648, 543, 294, 329, 612, 576, 252, 314, 411</p> <p>Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020</p>	612	411	- 32.8%	941	725	- 23.0%
<b>Pending Sales</b>	<p>276, 267, 217, 254, 300, 231, 177, 251, 317, 257, 209, 307</p> <p>Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020</p>	251	307	+ 22.3%	428	516	+ 20.6%
<b>Closed Sales</b>	<p>269, 273, 229, 241, 266, 278, 199, 221, 267, 303, 212, 196</p> <p>Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020</p>	221	196	- 11.3%	420	408	- 2.9%
<b>Days on Market</b>	<p>188, 191, 181, 197, 141, 148, 140, 168, 143, 138, 153, 158</p> <p>Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020</p>	168	158	- 6.0%	155	156	+ 0.6%
<b>Median Sales Price</b>	<p>\$125,500, \$110,000, \$110,000, \$125,000, \$142,000, \$130,000, \$130,000, \$146,000, \$148,450, \$141,500, \$160,500, \$175,000</p> <p>Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020</p>	\$146,000	\$175,000	+ 19.9%	\$140,000	\$165,500	+ 18.2%
<b>Average Sales Price</b>	<p>\$157,126, \$162,623, \$141,017, \$175,731, \$174,763, \$165,615, \$154,805, \$166,519, \$163,489, \$179,481, \$192,211, \$208,452</p> <p>Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020</p>	\$186,519	\$208,452	+ 11.8%	\$171,573	\$200,532	+ 16.9%
<b>Pct. of Orig. Price Received</b>	<p>87.5%, 86.7%, 85.1%, 89.6%, 90.6%, 88.3%, 86.7%, 88.1%, 88.5%, 88.1%, 87.5%, 88.3%</p> <p>Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020</p>	88.1%	88.3%	+ 0.2%	87.5%	87.9%	+ 0.5%
<b>Housing Affordability Index</b>	<p>247, 279, 268, 231, 205, 211, 227, 206, 212, 223, 195, 179</p> <p>Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020</p>	206	179	- 13.1%	215	189	- 12.1%
<b>Inventory of Homes for Sale</b>	<p>1,197, 889, 820, 1,010, 1,063, 875, 871, 1,037, 1,060, 778, 707, 676</p> <p>Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020</p>	1,037	676	- 34.8%	--	--	--
<b>Months Supply of Inventory</b>	<p>15.5, 10.9, 9.9, 12.0, 12.3, 10.5, 10.9, 13.0, 13.0, 9.3, 8.2, 7.4</p> <p>Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020</p>	13.0	7.4	- 43.1%	--	--	--