

Quarterly Indicators

Ulster County



Q3-2020

Buyers and sellers came back into the market in Q3 2020, with buyer activity up substantially from a year earlier. While seller activity has improved from last quarter, sellers are not listing enough homes to meet the increased demand seen from buyers. Fast sales, multiple offers, and low inventory are likely to continue into what is normally a slower time of year.

- Single-Family Closed Sales were up 43.5 percent to 211.
- Condos Closed Sales were down 50.0 percent to 3.
- Co-ops Closed Sales finished the month at 0.
- Single-Family Median Sales Price increased 14.5 percent to \$285,300.
- Condos Median Sales Price increased 7.7 percent to \$144,876.
- Co-ops Median Sales Price ended the month at --.

While the housing market cools with the changing of the seasons, all signs point to buyer activity remaining elevated as compared to the same period a year ago. The fundamentals of the housing market remain strong and indications point to a healthy and active Q4 to end the year.

Quarterly Snapshot

+ 39.9% **- 11.2%** **+ 16.3%**

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
--	--	--

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	Q3-2019	Q3-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		251	431	+ 71.7%	760	880	+ 15.8%
Pending Sales		149	291	+ 95.3%	414	606	+ 46.4%
Closed Sales		147	211	+ 43.5%	365	472	+ 29.3%
Days on Market		93	90	- 3.2%	102	99	- 2.9%
Median Sales Price		\$249,100	\$285,300	+ 14.5%	\$230,000	\$256,000	+ 11.3%
Average Sales Price		\$255,774	\$336,212	+ 31.4%	\$238,138	\$297,260	+ 24.8%
Pct. of Orig. Price Received		95.1%	98.6%	+ 3.7%	93.3%	96.0%	+ 2.9%
Housing Affordability Index		154	142	- 7.8%	167	158	- 5.4%
Inventory of Homes for Sale		380	339	- 10.8%	--	--	--
Months Supply of Inventory		8.7	5.4	- 37.9%	--	--	--

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	Q3-2019	Q3-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		6	4	- 33.3%	18	11	- 38.9%
Pending Sales		2	6	+ 200.0%	13	9	- 30.8%
Closed Sales		6	3	- 50.0%	16	5	- 68.8%
Days on Market		65	49	- 24.6%	77	57	- 26.0%
Median Sales Price		\$134,500	\$144,876	+ 7.7%	\$146,500	\$144,876	- 1.1%
Average Sales Price		\$139,333	\$138,625	- 0.5%	\$161,000	\$147,175	- 8.6%
Pct. of Orig. Price Received		97.4%	91.7%	- 5.9%	93.7%	94.7%	+ 1.1%
Housing Affordability Index		286	279	- 2.4%	262	279	+ 6.5%
Inventory of Homes for Sale		3	2	- 33.3%	--	--	--
Months Supply of Inventory		1.3	0.8	- 38.5%	--	--	--

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.

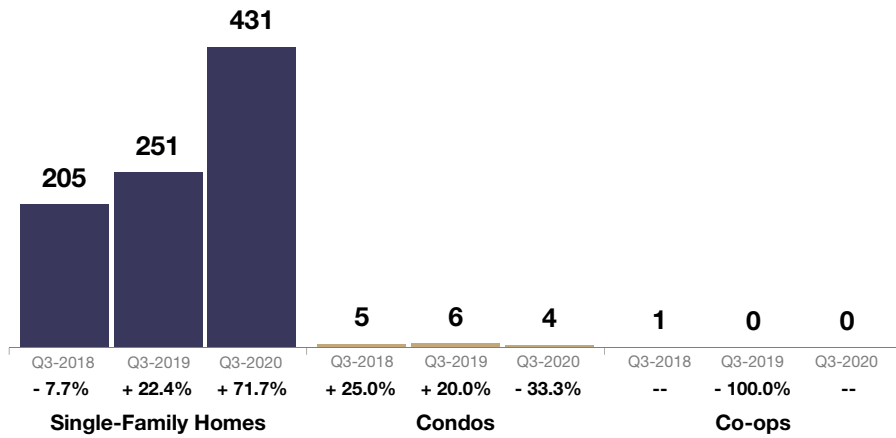


Key Metrics	Historical Sparkbars	Q3-2019	Q3-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		0	0	--	1	0	- 100.0%
Pending Sales		0	0	--	1	1	0.0%
Closed Sales		0	0	--	1	1	0.0%
Days on Market		--	--	--	230	113	- 50.9%
Median Sales Price		--	--	--	\$90,000	\$112,500	+ 25.0%
Average Sales Price		--	--	--	\$90,000	\$112,500	+ 25.0%
Pct. of Orig. Price Received		--	--	--	72.1%	96.2%	+ 33.4%
Housing Affordability Index		--	--	--	--	--	--
Inventory of Homes for Sale		1	0	- 100.0%	--	--	--
Months Supply of Inventory		1.0	--	--	--	--	--

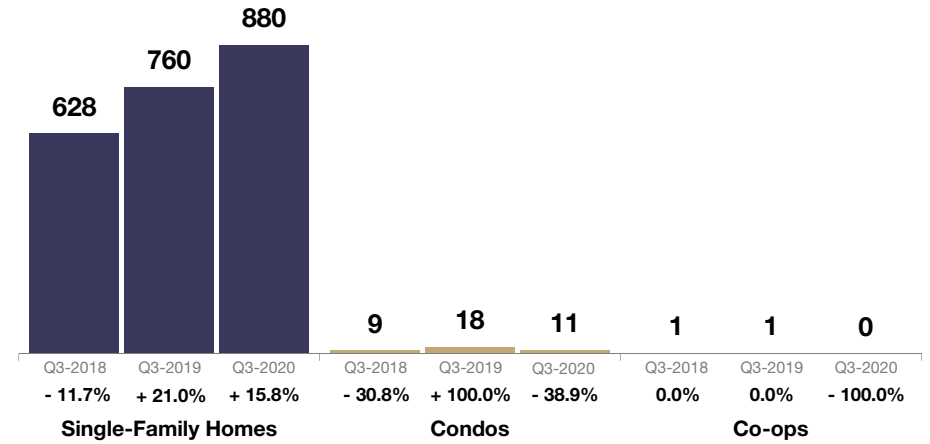
New Listings

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

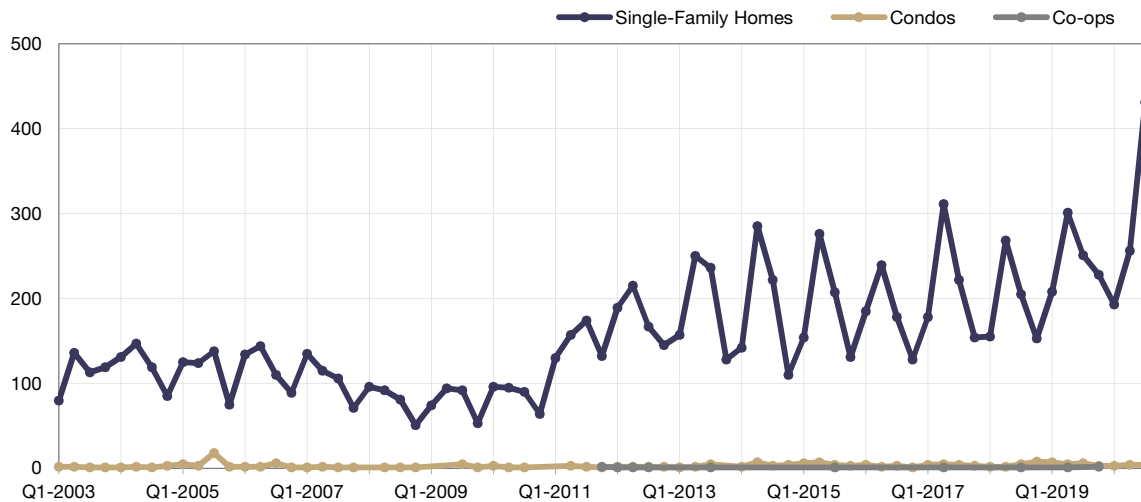
Q3-2020



Year to Date



Historical New Listings by Quarter



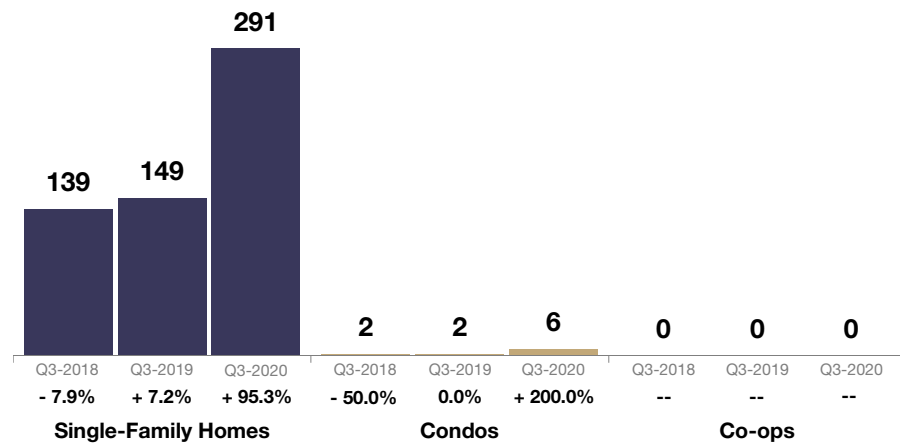
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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
Q1-2020	193	3	0
Q2-2020	256	4	0
Q3-2020	431	4	0

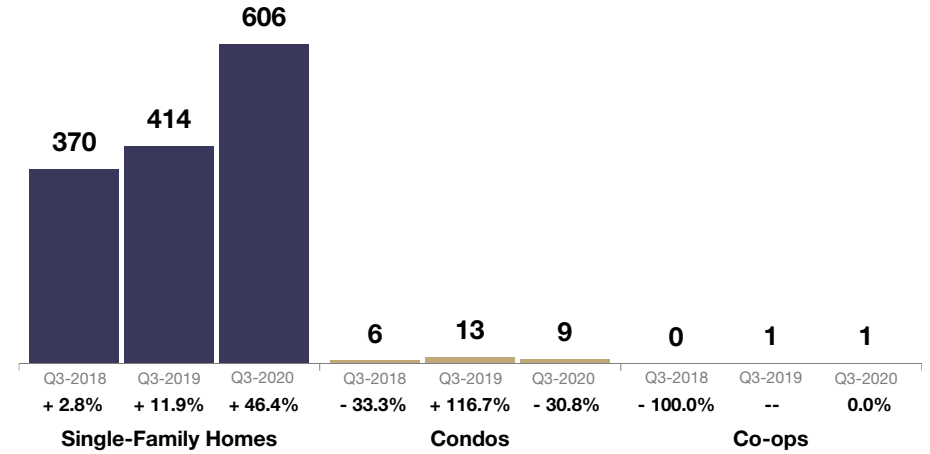
Pending Sales

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

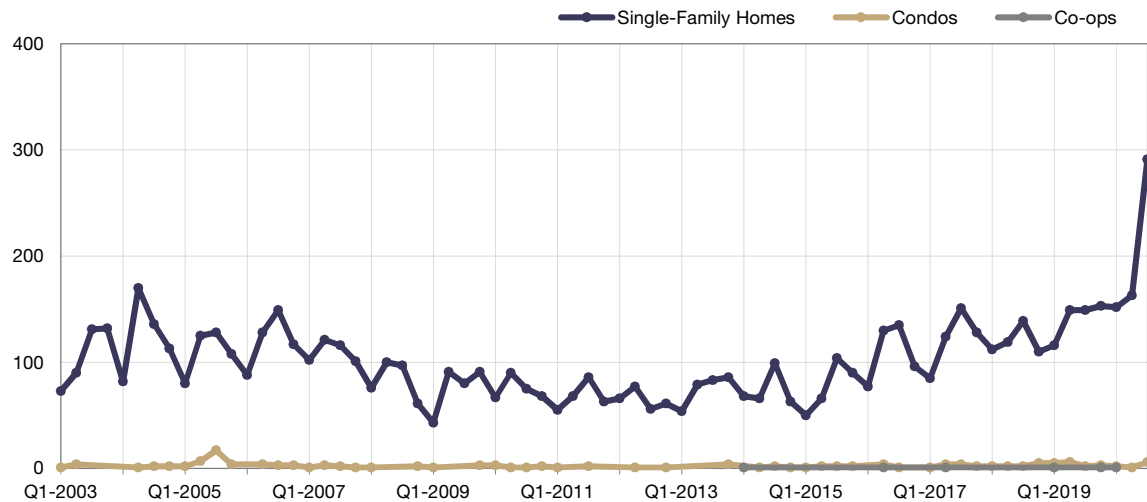
Q3-2020



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Historical Pending Sales by Quarter



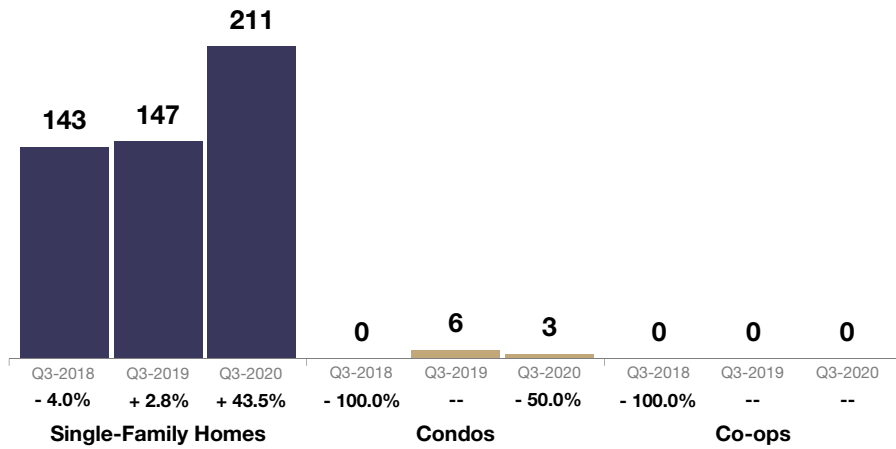
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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	149	6	0
Q3-2019	149	2	0
Q4-2019	153	3	1
Q1-2020	152	2	1
Q2-2020	163	1	0
Q3-2020	291	6	0

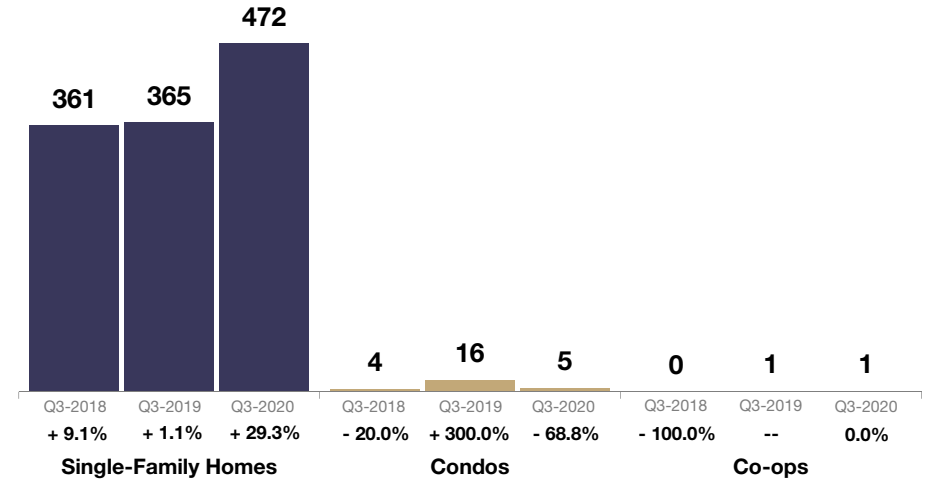
Closed Sales

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

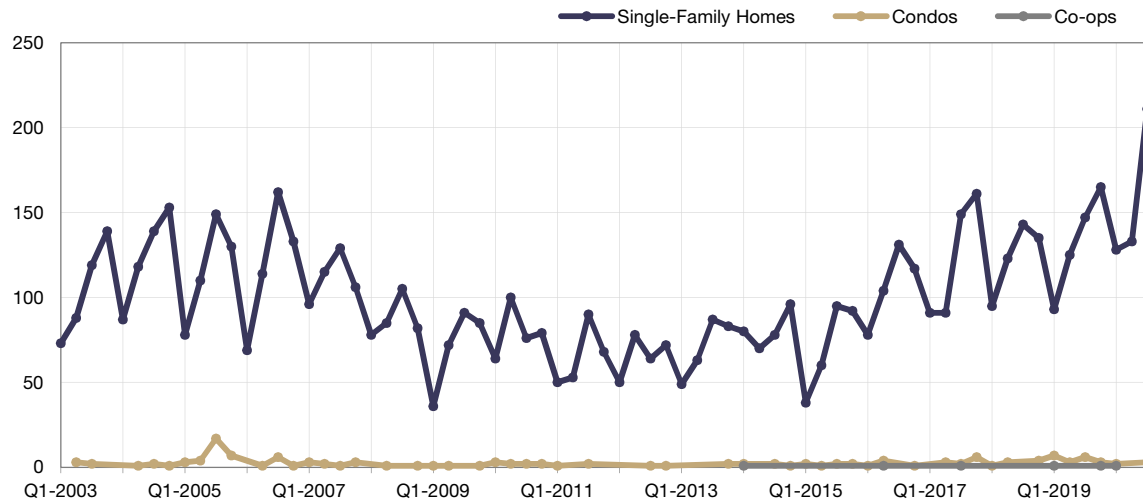
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Historical Closed Sales by Quarter



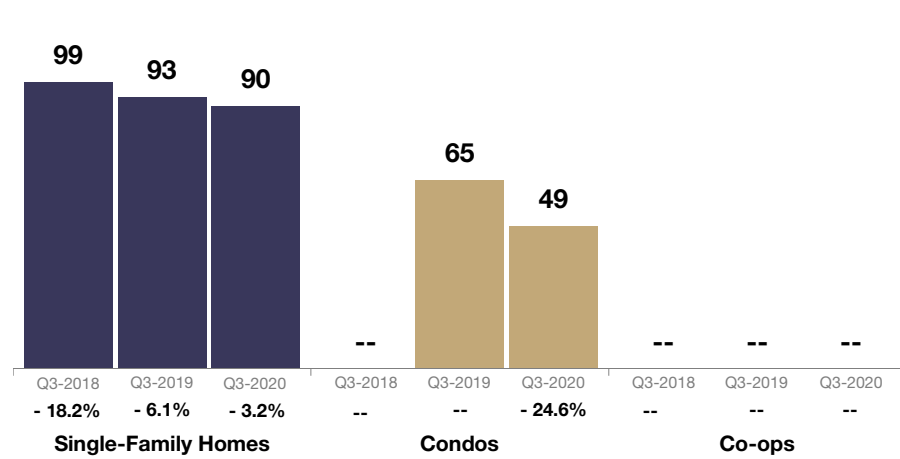
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2017	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
Q1-2020	128	2	1
Q2-2020	133	0	0
Q3-2020	211	3	0

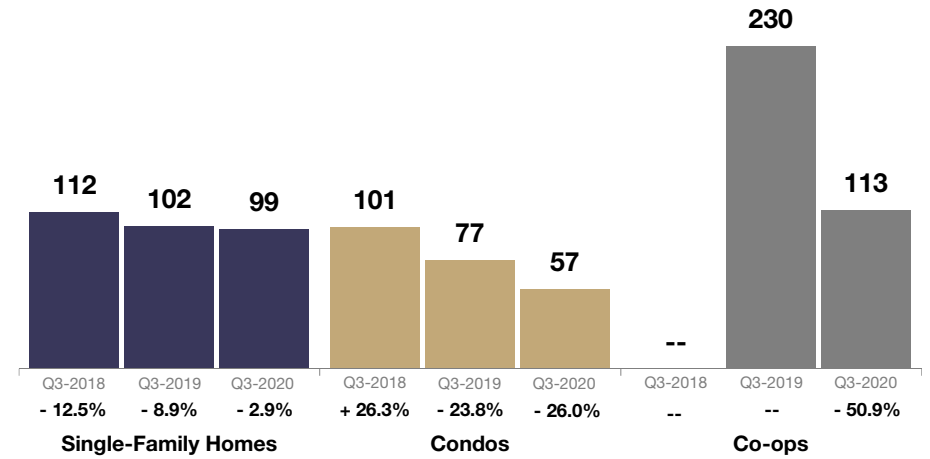
Days on Market Until Sale

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

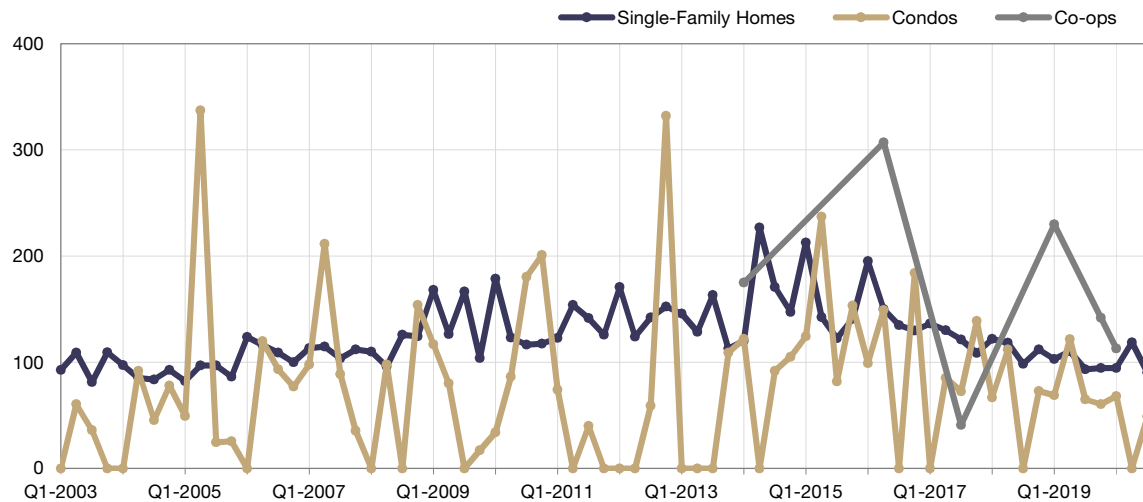
Q3-2020



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Historical Days on Market Until Sale by Quarter



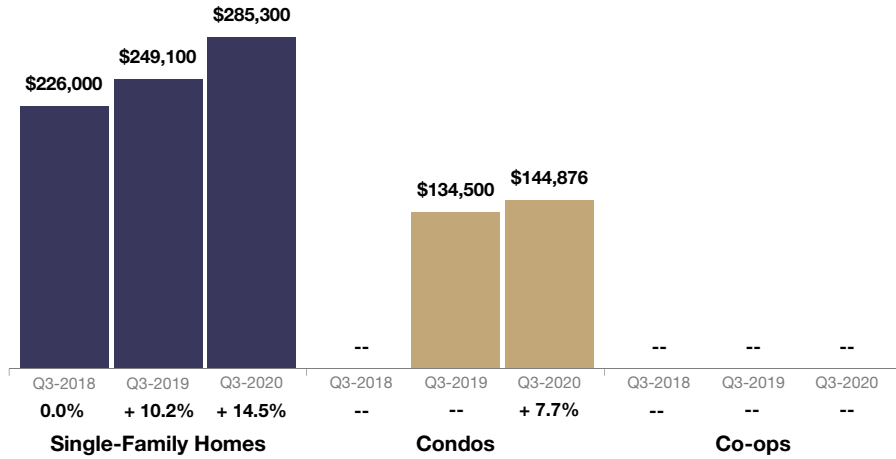
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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
Q1-2020	95	68	113
Q2-2020	119	--	--
Q3-2020	90	49	--

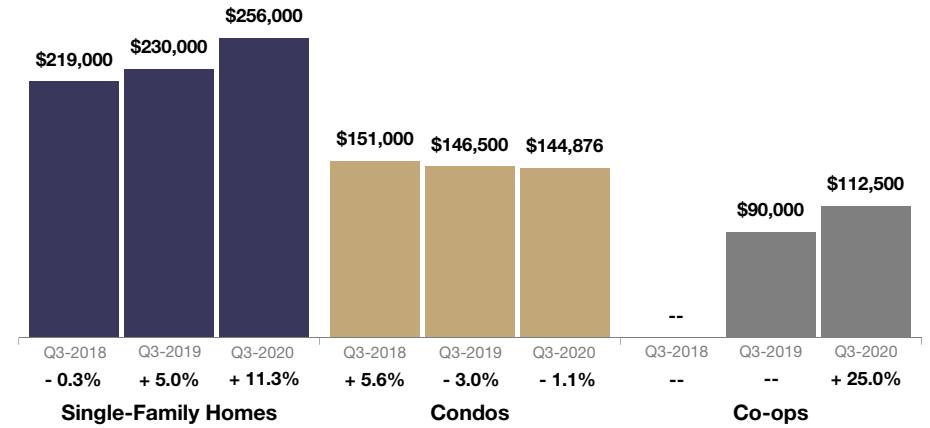
Median Sales Price

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

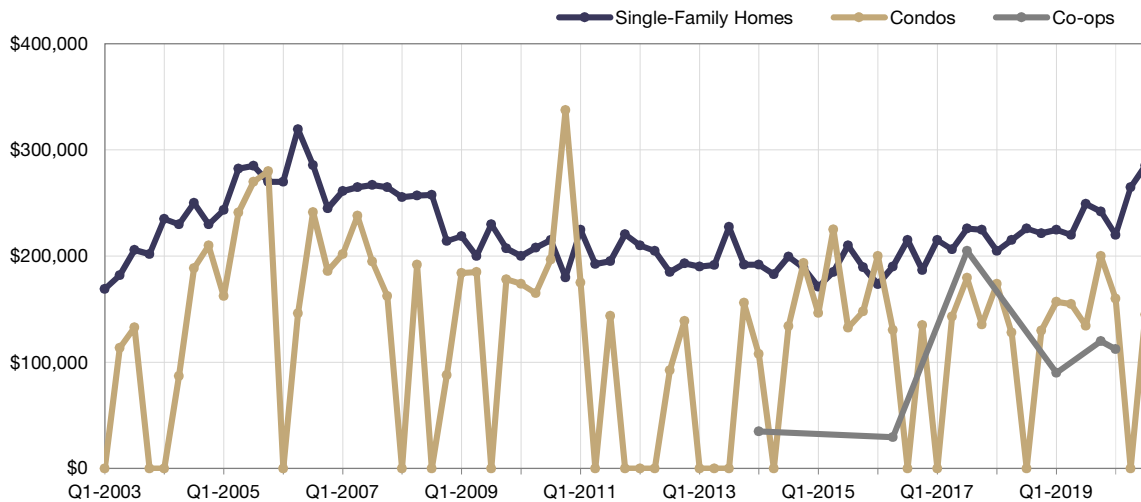
Q3-2020



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Historical Median Sales Price by Quarter



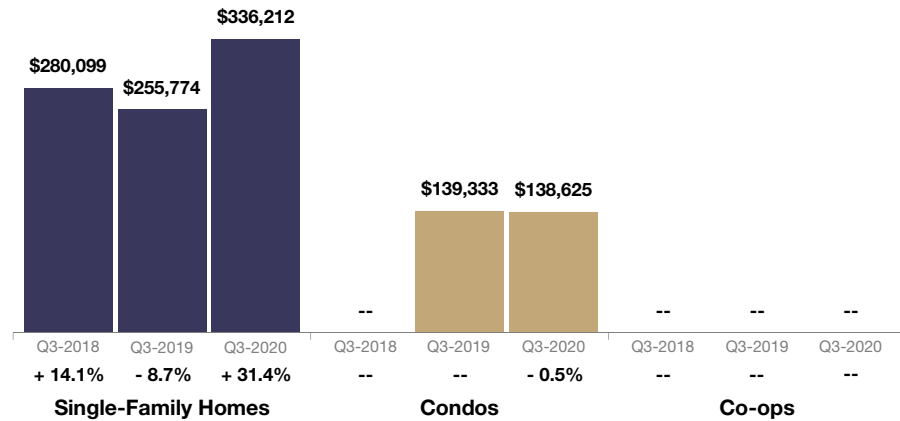
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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
Q1-2020	\$219,950	\$160,000	\$112,500
Q2-2020	\$265,000	--	--
Q3-2020	\$285,300	\$144,876	--

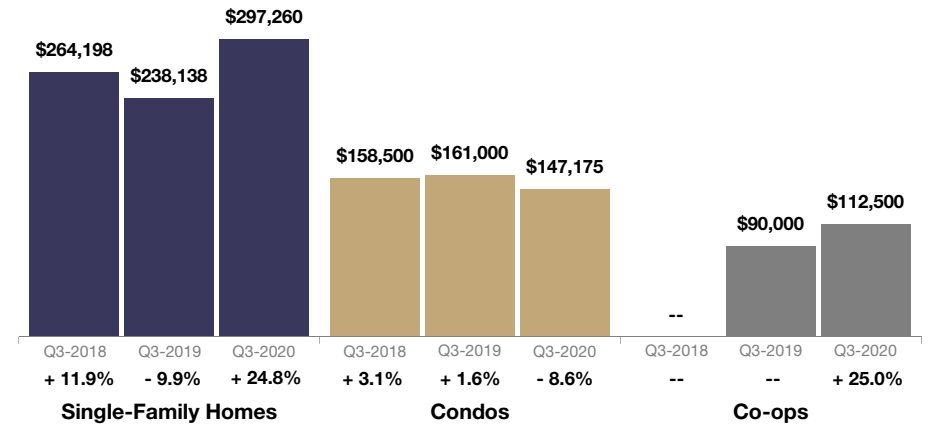
Average Sales Price

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

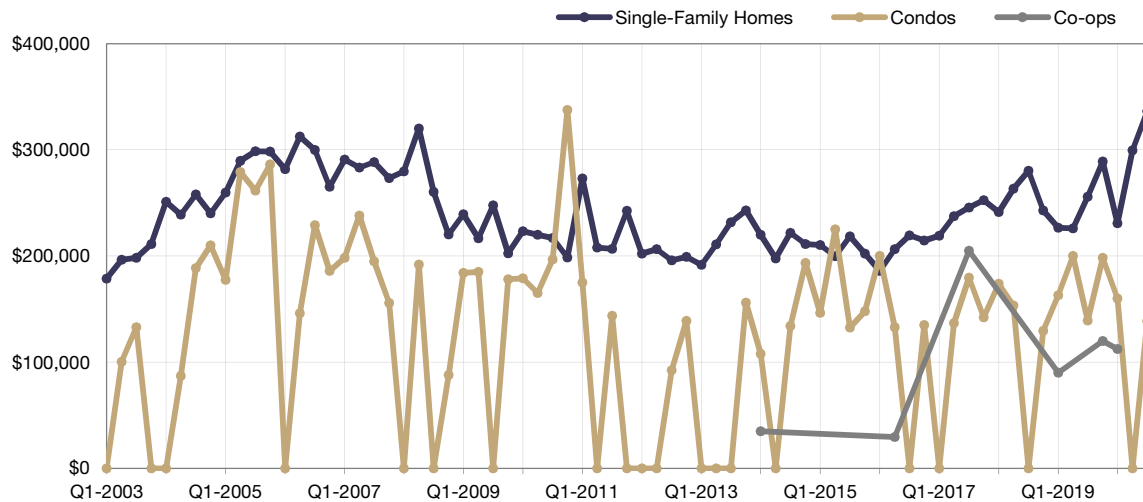
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Historical Average Sales Price by Quarter



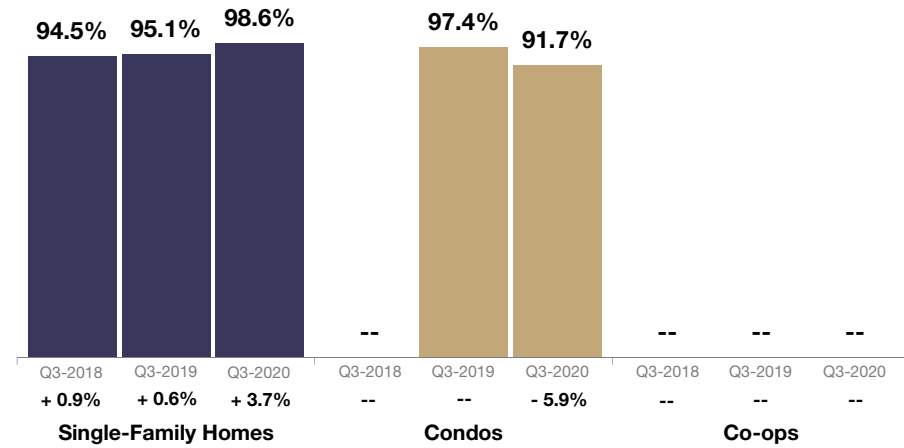
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2017	\$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
Q1-2020	\$230,848	\$160,000	\$112,500
Q2-2020	\$299,378	--	--
Q3-2020	\$336,212	\$138,625	--

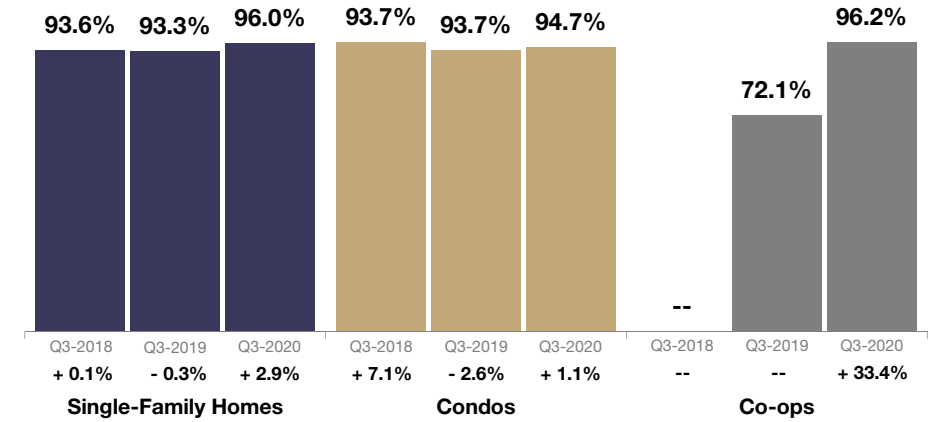
Percent of Original List Price Received

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.

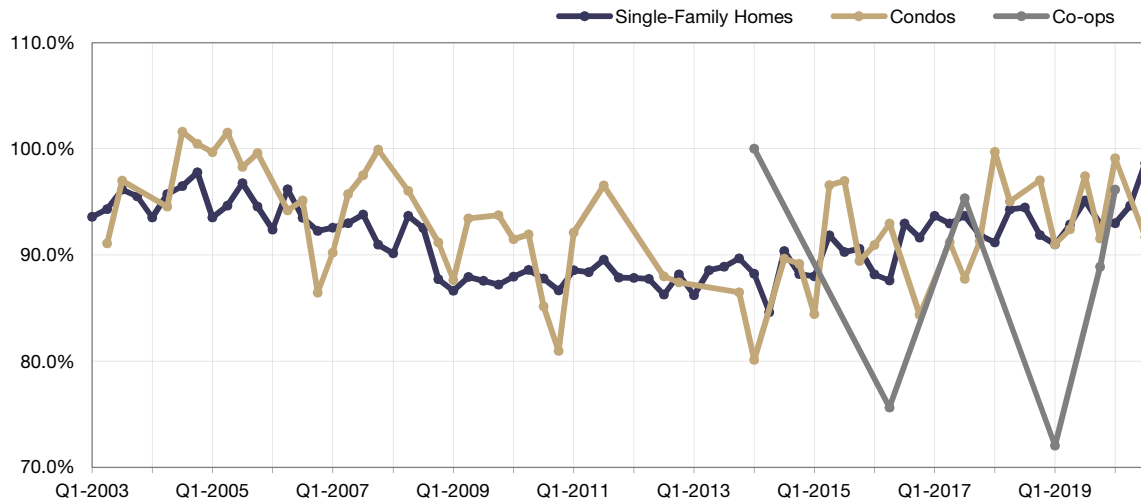
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Historical Percent of Original List Price Received by Quarter



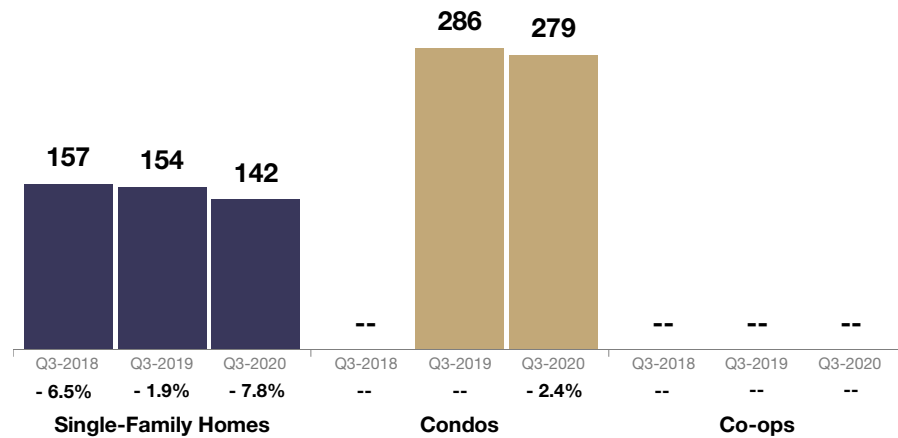
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2017	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%
Q1-2020	93.0%	99.1%	96.2%
Q2-2020	94.7%	--	--
Q3-2020	98.6%	91.7%	--

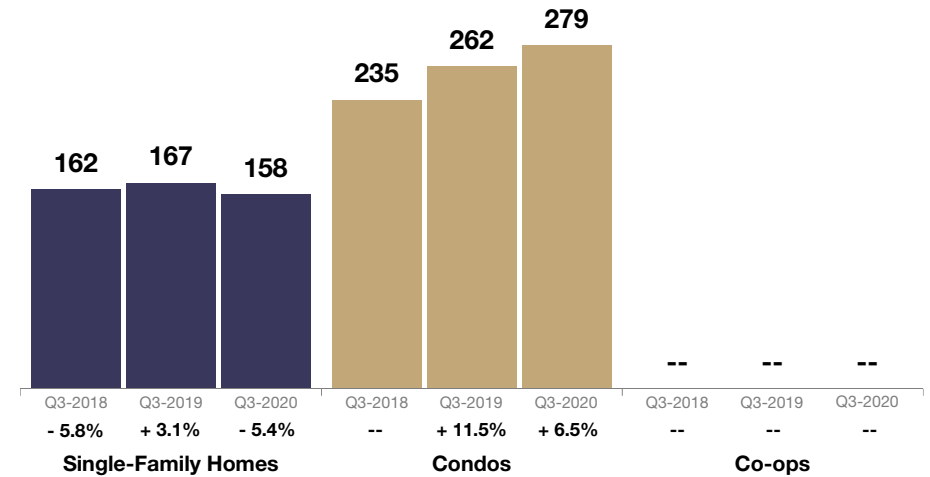
Housing Affordability Index

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.

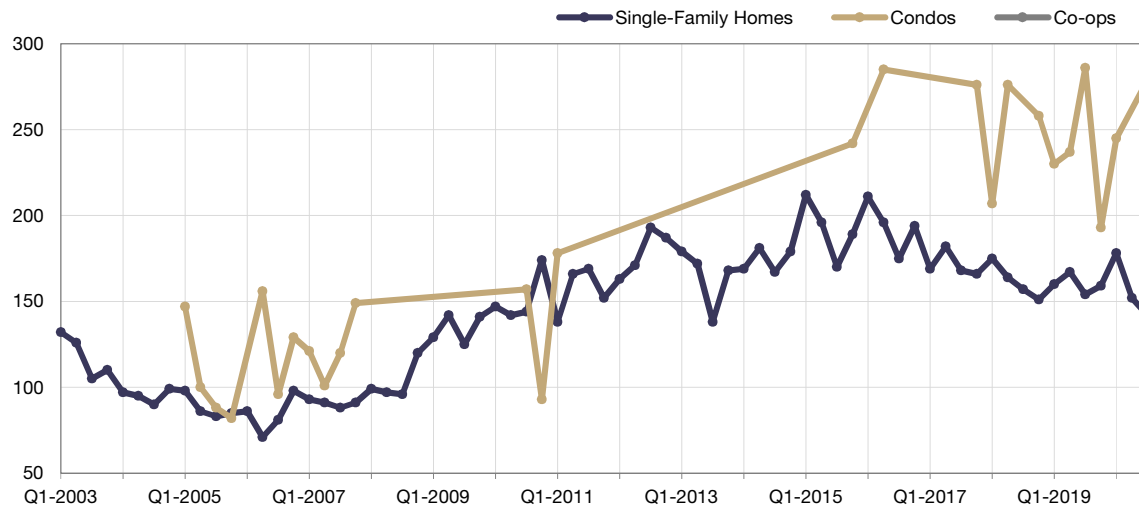
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Historical Housing Affordability Index by Quarter



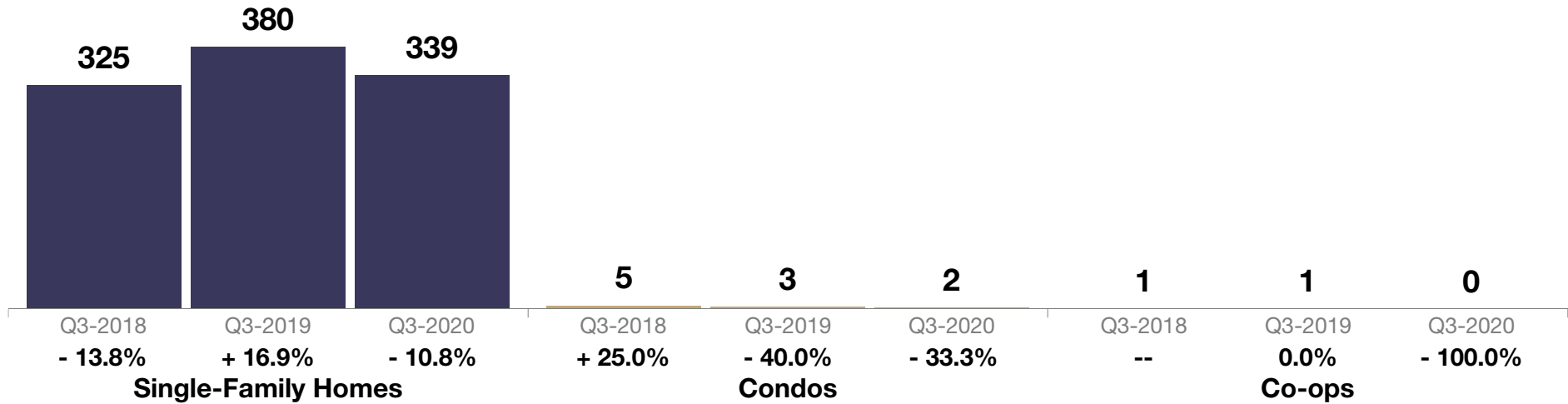
Quarter	Single-Family Homes	Condos	Co-ops
Q4-2017	166	276	--
Q1-2018	175	207	--
Q2-2018	164	276	--
Q3-2018	157	--	--
Q4-2018	151	258	--
Q1-2019	160	230	--
Q2-2019	167	237	--
Q3-2019	154	286	--
Q4-2019	159	193	--
Q1-2020	178	245	--
Q2-2020	152	--	--
Q3-2020	142	279	--

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

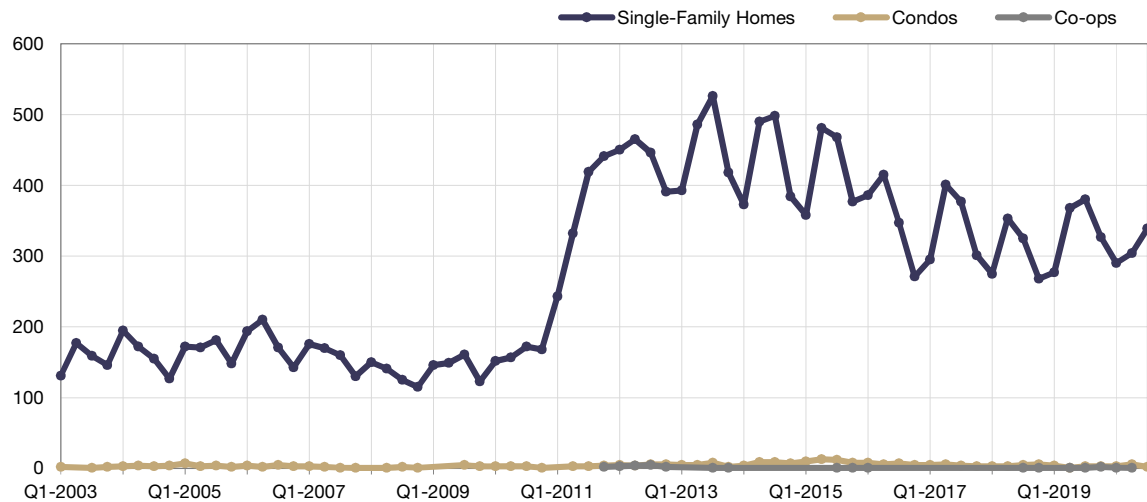
Inventory of Homes for Sale

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

Q3-2020



Historical Inventory of Homes for Sale by Quarter



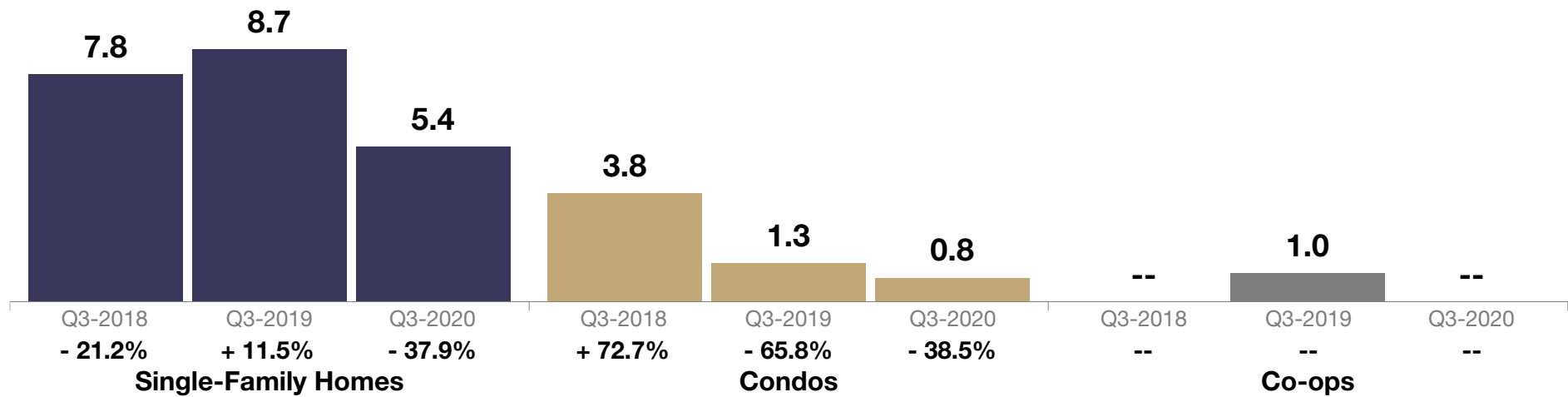
Quarter	Single-Family Homes	Condos	Co-ops
Q4-2017	301	3	0
Q1-2018	275	3	0
Q2-2018	353	3	0
Q3-2018	325	5	1
Q4-2018	268	6	1
Q1-2019	277	4	0
Q2-2019	368	1	1
Q3-2019	380	3	1
Q4-2019	327	3	2
Q1-2020	290	3	1
Q2-2020	304	6	1
Q3-2020	339	2	0

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

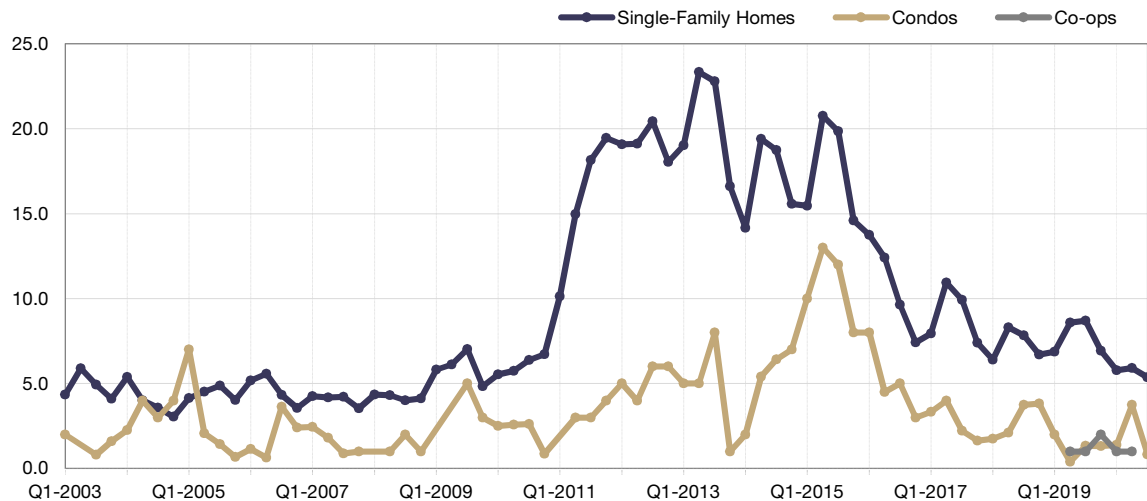
Months Supply of Inventory

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.

Q3-2020



Historical Months Supply of Inventory by Quarter



Quarter	Single-Family Homes	Condos	Co-ops
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	8.7	1.3	1.0
Q4-2019	6.9	1.3	2.0
Q1-2020	5.8	1.4	1.0
Q2-2020	5.9	3.8	1.0
Q3-2020	5.4	0.8	--

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	Q3-2019	Q3-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings	<p>Q4-2017: 157, Q2-2018: 270, Q4-2018: 161, Q2-2019: 307, Q4-2019: 233, Q2-2020: 435</p>	257	435	+ 69.3%	779	891	+ 14.4%
Pending Sales	<p>Q4-2017: 130, Q2-2018: 141, Q4-2018: 115, Q2-2019: 155, Q4-2019: 157, Q2-2020: 297</p>	151	297	+ 96.7%	428	616	+ 43.9%
Closed Sales	<p>Q4-2017: 167, Q2-2018: 126, Q4-2018: 139, Q2-2019: 128, Q4-2019: 169, Q2-2020: 214</p>	153	214	+ 39.9%	382	478	+ 25.1%
Days on Market	<p>Q4-2017: 110, Q2-2018: 118, Q4-2018: 111, Q2-2019: 110, Q4-2019: 94, Q2-2020: 90</p>	92	90	- 2.2%	101	99	- 2.0%
Median Sales Price	<p>Q4-2017: \$222,500, Q2-2018: \$212,500, Q4-2018: \$220,000, Q2-2019: \$212,167, Q4-2019: \$240,000, Q2-2020: \$285,000</p>	\$245,000	\$285,000	+ 16.3%	\$229,250	\$255,000	+ 11.2%
Average Sales Price	<p>Q4-2017: \$248,409, Q2-2018: \$260,715, Q4-2018: \$239,703, Q2-2019: \$225,242, Q4-2019: \$286,403, Q2-2020: \$333,442</p>	\$251,207	\$333,442	+ 32.7%	\$234,500	\$295,303	+ 25.9%
Pct. of Orig. Price Received	<p>Q4-2017: 91.9%, Q2-2018: 94.3%, Q4-2018: 92.0%, Q2-2019: 92.9%, Q4-2019: 93.1%, Q2-2020: 98.5%</p>	95.2%	98.5%	+ 3.5%	93.3%	96.0%	+ 2.9%
Housing Affordability Index	<p>Q4-2017: 168, Q2-2018: 166, Q4-2018: 152, Q2-2019: 167, Q4-2019: 161, Q2-2020: 142</p>	157	142	- 9.6%	168	159	- 5.4%
Inventory of Homes for Sale	<p>Q4-2017: 304, Q2-2018: 356, Q4-2018: 275, Q2-2019: 370, Q4-2019: 332, Q2-2020: 341</p>	384	341	- 11.2%	--	--	--
Months Supply of Inventory	<p>Q4-2017: 7.3, Q2-2018: 8.2, Q4-2018: 6.7, Q2-2019: 8.3, Q4-2019: 6.8, Q2-2020: 5.3</p>	8.5	5.3	- 37.6%	--	--	--