

Quarterly Indicators

Ulster County



Q4-2020

Q4 continued the rebound in housing activity seen in the third quarter, with buyer activity remaining high while seller activity remains too little to bring supply into balance with demand in most market segments.

- Single-Family Closed Sales were up 53.3 percent to 253.
- Condos Closed Sales were up 33.3 percent to 4.
- Co-ops Closed Sales were down 100.0 percent to 0.

- Single-Family Median Sales Price increased 30.1 percent to \$315,000.
- Condos Median Sales Price decreased 20.3 percent to \$159,500.
- Co-ops Median Sales Price ended the month at --.

The 2021 housing market looks to start the year with continued strong buyer demand, near record-low mortgage rates, and limited supply of properties for sale in many market segments. While market fundamentals are strong, the resurgence of COVID-19 in recent weeks leaves some uncertainty on the potential impacts to the economy, the housing market, and the country overall as we wait for the deployment of the vaccines to bring back some stability and normalcy to society.

Quarterly Snapshot

+ 52.1% **- 20.8%** **+ 29.2%**

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	Q4-2019	Q4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		228	236	+ 3.5%	988	1,117	+ 13.1%
Pending Sales		151	235	+ 55.6%	566	831	+ 46.8%
Closed Sales		165	253	+ 53.3%	531	728	+ 37.1%
Days on Market		95	72	- 24.2%	100	90	- 10.0%
Median Sales Price		\$242,050	\$315,000	+ 30.1%	\$235,000	\$276,000	+ 17.4%
Average Sales Price		\$289,013	\$347,590	+ 20.3%	\$253,594	\$315,024	+ 24.2%
Pct. of Orig. Price Received		92.9%	98.0%	+ 5.5%	93.1%	96.7%	+ 3.9%
Housing Affordability Index		159	134	- 15.7%	164	152	- 7.3%
Inventory of Homes for Sale		327	259	- 20.8%	--	--	--
Months Supply of Inventory		6.9	3.7	- 46.4%	--	--	--

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	Q4-2019	Q4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		3	5	+ 66.7%	21	16	- 23.8%
Pending Sales		3	3	0.0%	16	12	- 25.0%
Closed Sales		3	4	+ 33.3%	19	9	- 52.6%
Days on Market		61	59	- 3.3%	75	58	- 22.7%
Median Sales Price		\$200,000	\$159,500	- 20.3%	\$157,000	\$149,000	- 5.1%
Average Sales Price		\$198,333	\$185,750	- 6.3%	\$166,895	\$164,320	- 1.5%
Pct. of Orig. Price Received		91.5%	99.1%	+ 8.3%	93.3%	96.6%	+ 3.5%
Housing Affordability Index		192	264	+ 37.5%	245	282	+ 15.1%
Inventory of Homes for Sale		3	3	0.0%	--	--	--
Months Supply of Inventory		1.3	1.5	+ 15.4%	--	--	--

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.

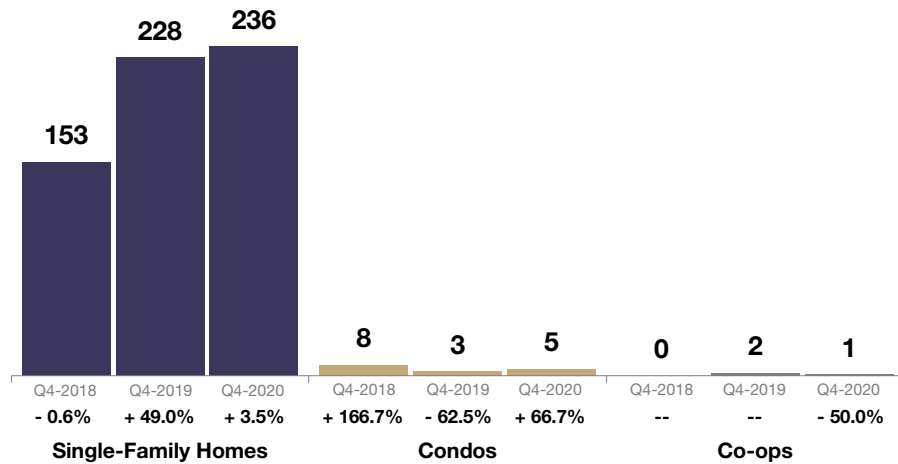


Key Metrics	Historical Sparkbars	Q4-2019	Q4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		2	1	- 50.0%	3	1	- 66.7%
Pending Sales		1	0	- 100.0%	2	1	- 50.0%
Closed Sales		1	0	- 100.0%	2	1	- 50.0%
Days on Market		142	--	--	186	113	- 39.2%
Median Sales Price		\$120,000	--	--	\$105,000	\$112,500	+ 7.1%
Average Sales Price		\$120,000	--	--	\$105,000	\$112,500	+ 7.1%
Pct. of Orig. Price Received		88.9%	--	--	80.5%	96.2%	+ 19.5%
Housing Affordability Index		--	--	--	--	--	--
Inventory of Homes for Sale		2	1	- 50.0%	--	--	--
Months Supply of Inventory		2.0	1.0	- 50.0%	--	--	--

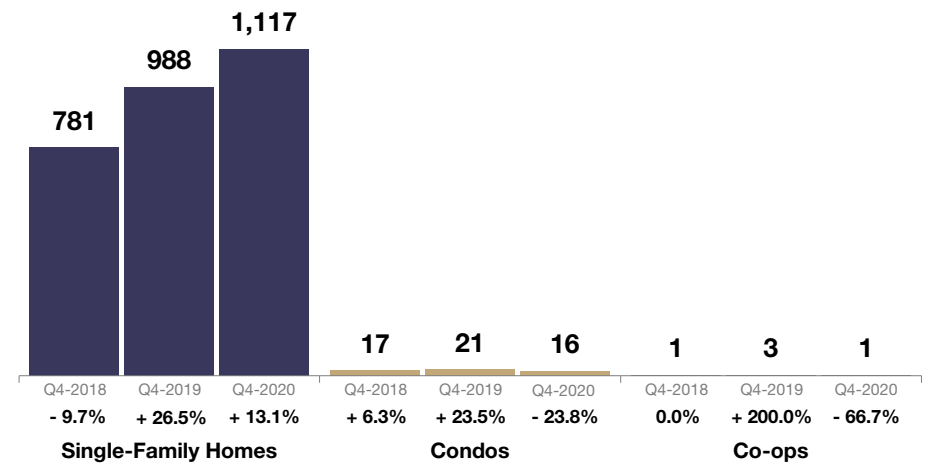
New Listings

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

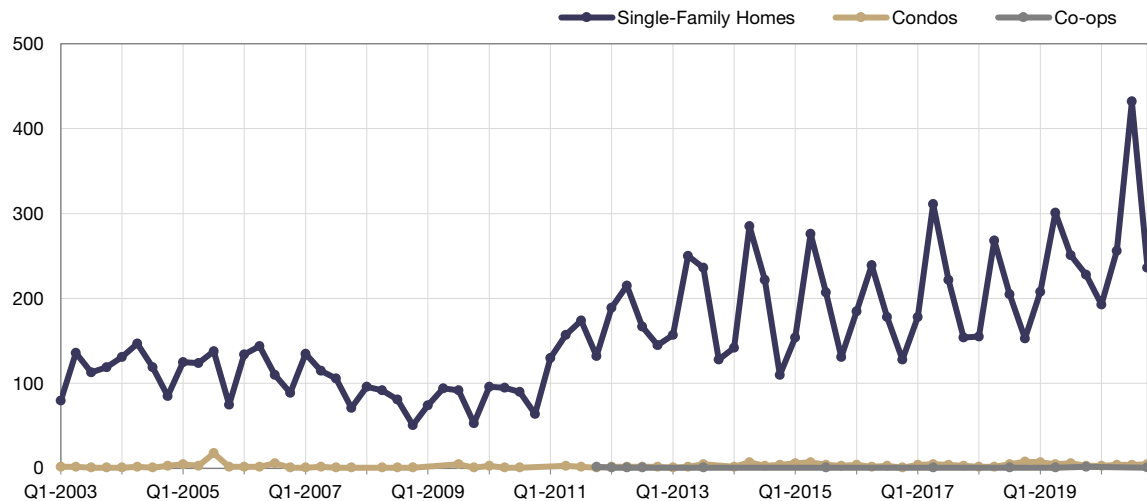
Q4-2020



Year to Date



Historical New Listings by Quarter



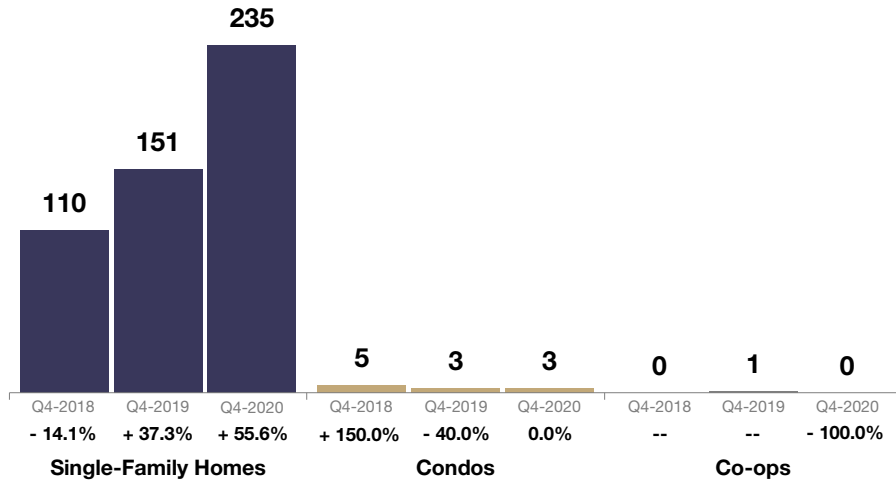
Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	155	2	0
Q2-2018	268	2	0
Q3-2018	205	5	1
Q4-2018	153	8	0
Q1-2019	208	7	0
Q2-2019	301	5	1
Q3-2019	251	6	0
Q4-2019	228	3	2
Q1-2020	193	3	0
Q2-2020	256	4	0
Q3-2020	432	4	0
Q4-2020	236	5	1

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

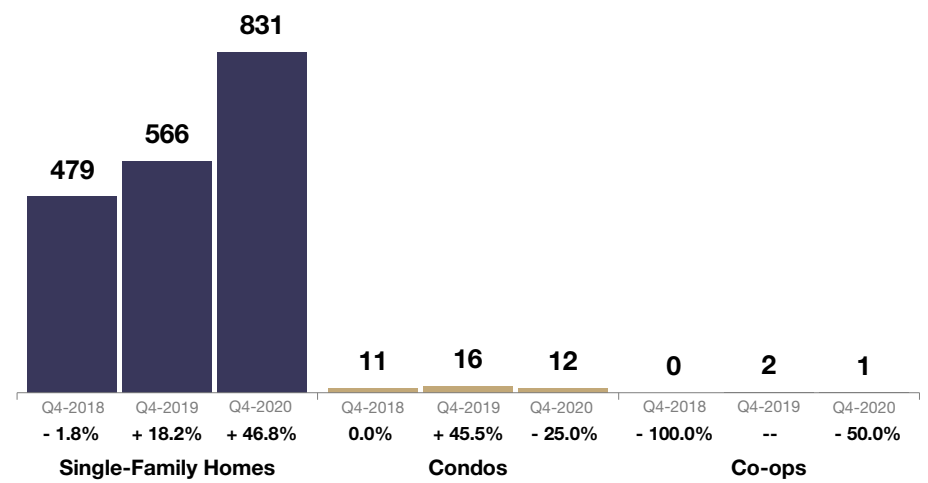
Pending Sales

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

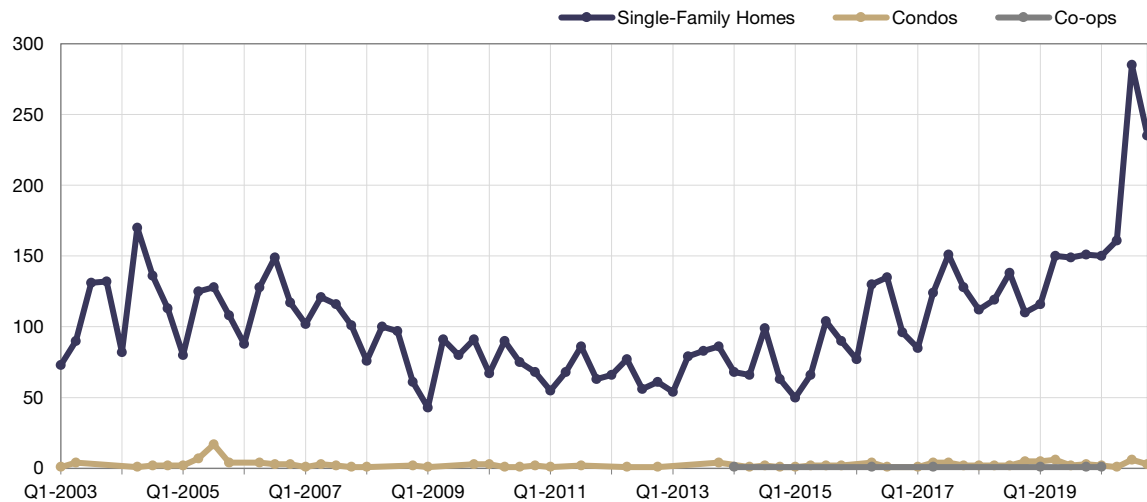
Q4-2020



Year to Date



Historical Pending Sales by Quarter



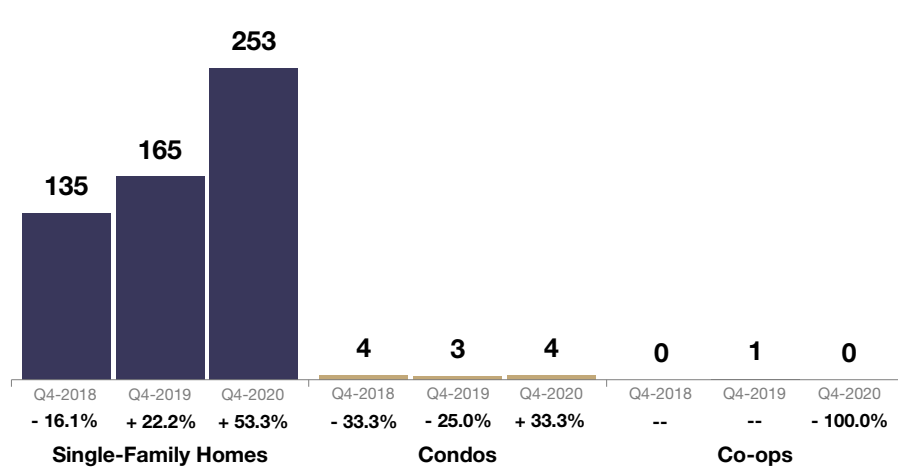
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	112	2	0
Q2-2018	119	2	0
Q3-2018	138	2	0
Q4-2018	110	5	0
Q1-2019	116	5	1
Q2-2019	150	6	0
Q3-2019	149	2	0
Q4-2019	151	3	1
Q1-2020	150	2	1
Q2-2020	161	1	0
Q3-2020	285	6	0
Q4-2020	235	3	0

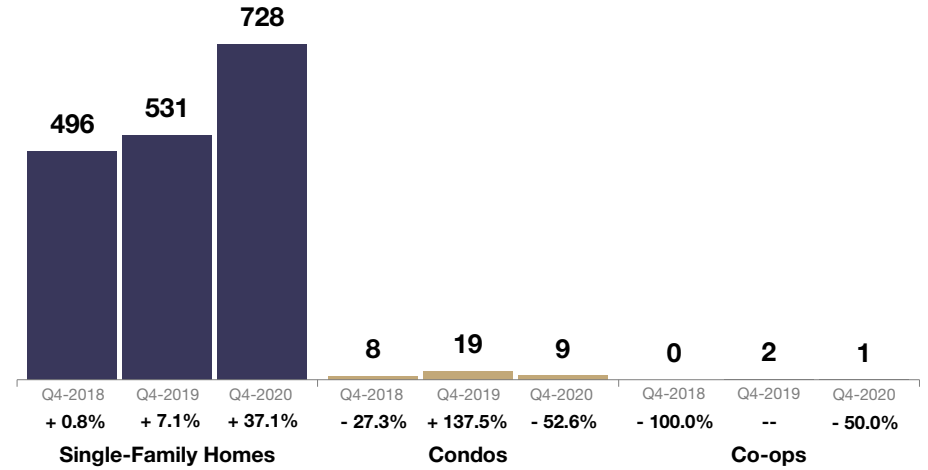
Closed Sales

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

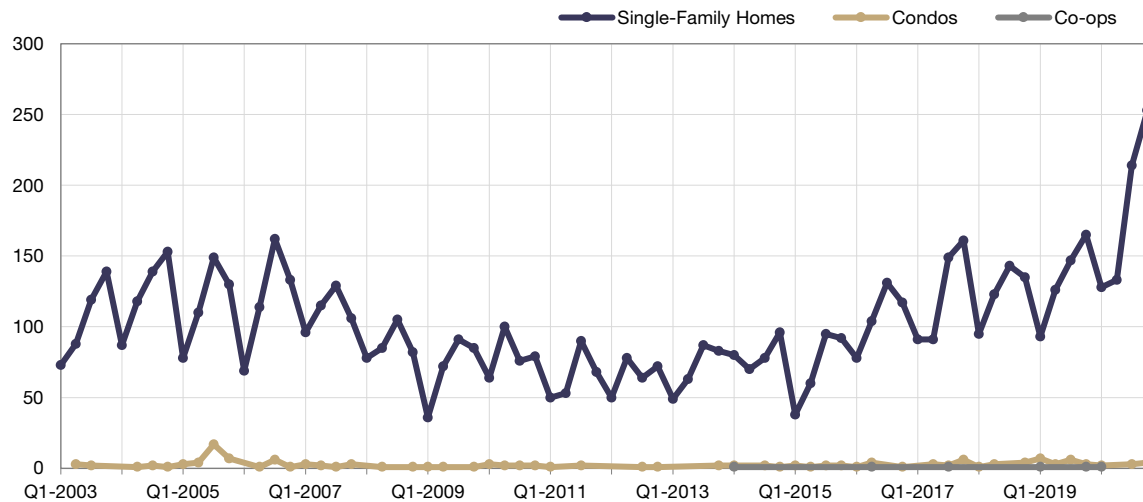
Q4-2020



Year to Date



Historical Closed Sales by Quarter



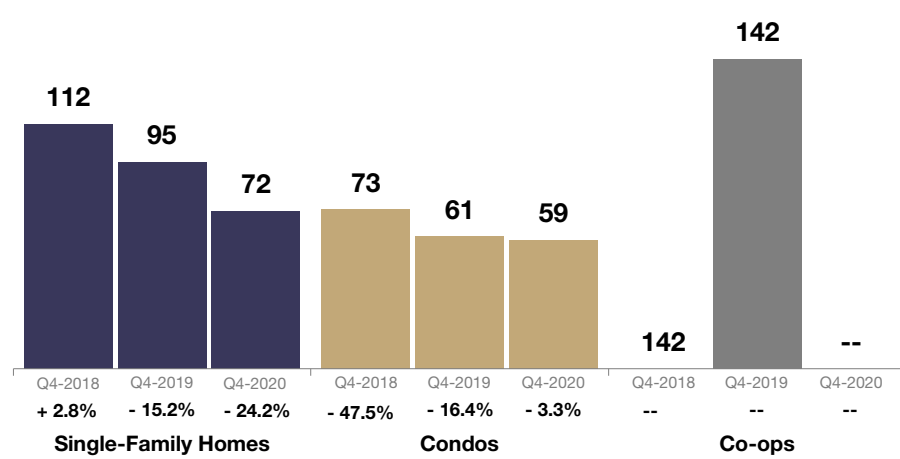
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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	126	3	0
Q3-2019	147	6	0
Q4-2019	165	3	1
Q1-2020	128	2	1
Q2-2020	133	0	0
Q3-2020	214	3	0
Q4-2020	253	4	0

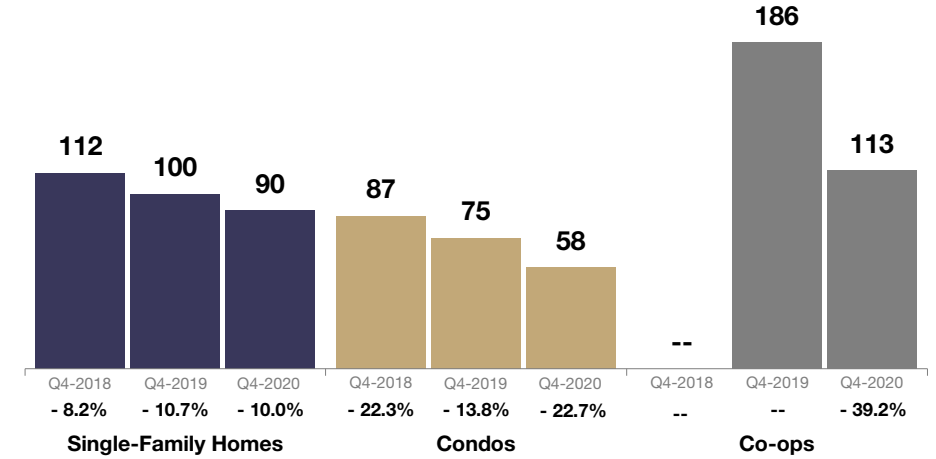
Days on Market Until Sale

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

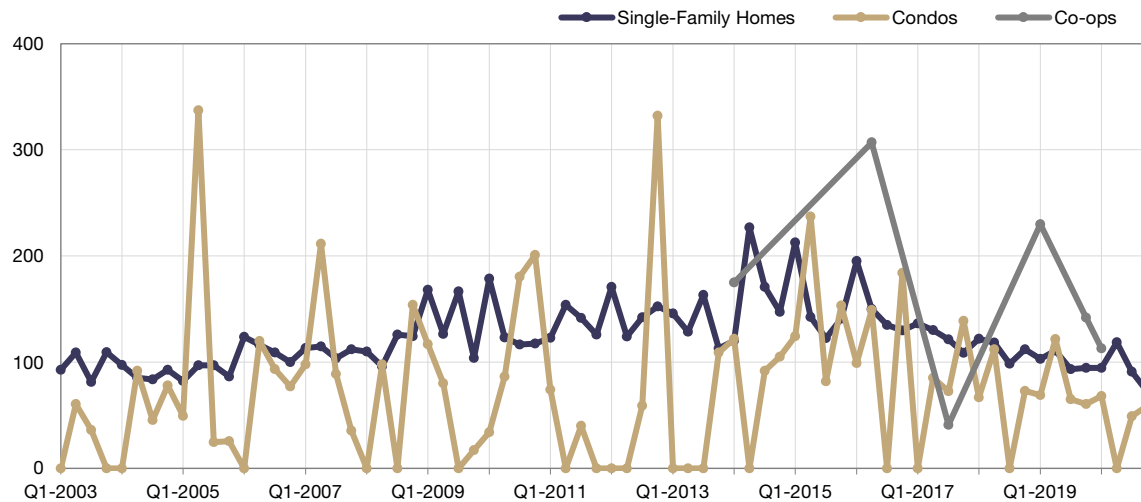
Q4-2020



Year to Date



Historical Days on Market Until Sale by Quarter



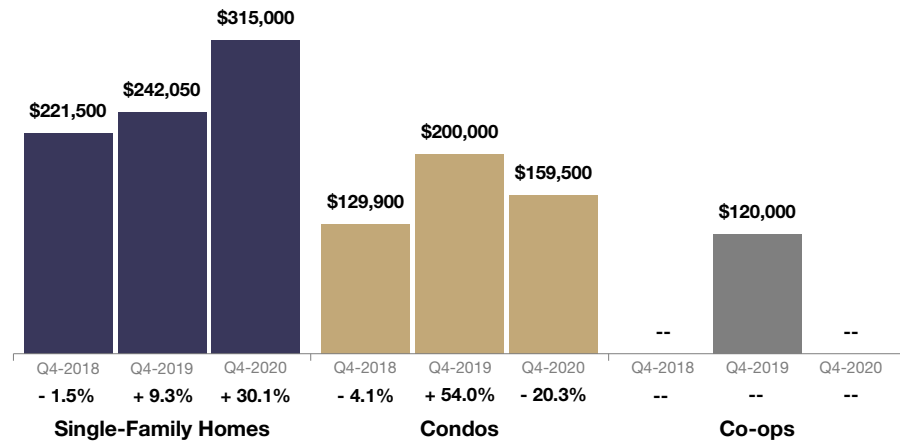
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	122	67	--
Q2-2018	118	112	--
Q3-2018	99	--	--
Q4-2018	112	73	--
Q1-2019	103	69	230
Q2-2019	111	122	--
Q3-2019	93	65	--
Q4-2019	95	61	142
Q1-2020	95	68	113
Q2-2020	119	--	--
Q3-2020	91	49	--
Q4-2020	72	59	--

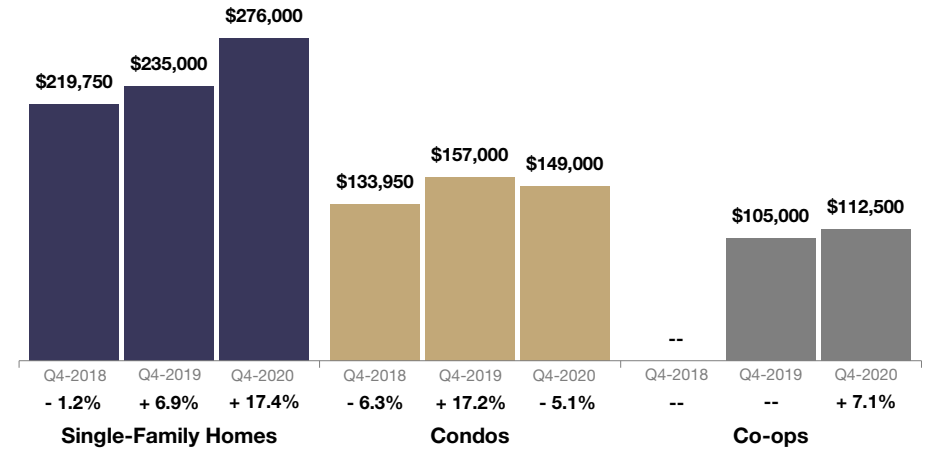
Median Sales Price

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

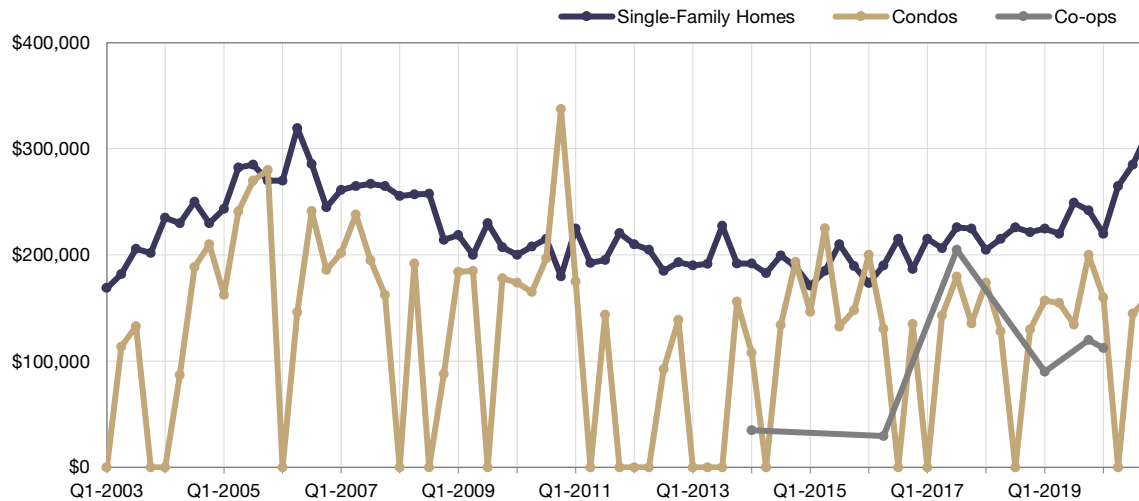
Q4-2020



Year to Date



Historical Median Sales Price by Quarter



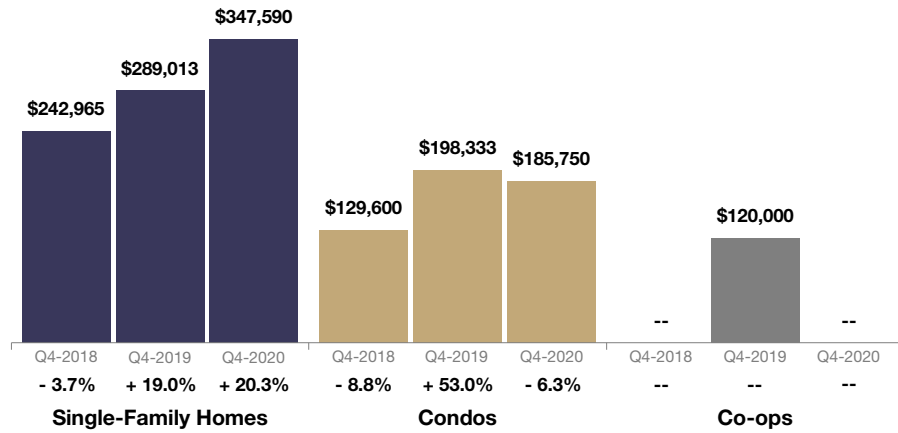
Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	\$205,000	\$174,000	--
Q2-2018	\$215,000	\$128,000	--
Q3-2018	\$226,000	--	--
Q4-2018	\$221,500	\$129,900	--
Q1-2019	\$224,781	\$157,000	\$90,000
Q2-2019	\$220,000	\$155,000	--
Q3-2019	\$249,100	\$134,500	--
Q4-2019	\$242,050	\$200,000	\$120,000
Q1-2020	\$219,950	\$160,000	\$112,500
Q2-2020	\$265,000	--	--
Q3-2020	\$285,150	\$144,876	--
Q4-2020	\$315,000	\$159,500	--

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

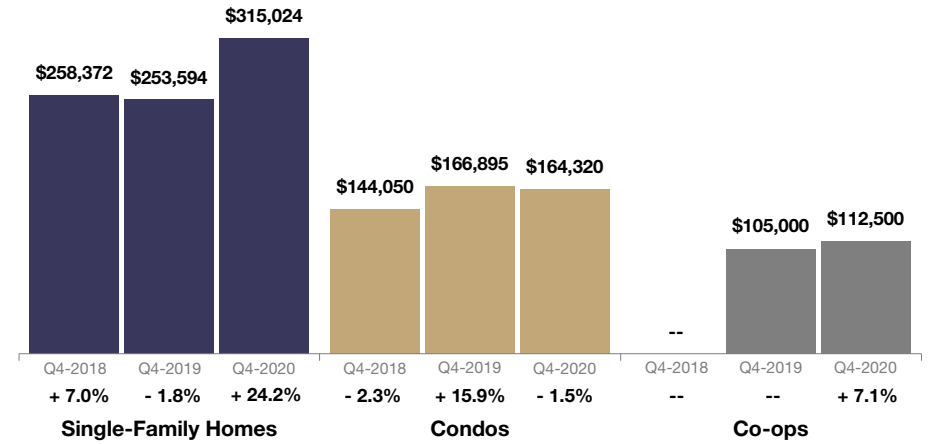
Average Sales Price

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

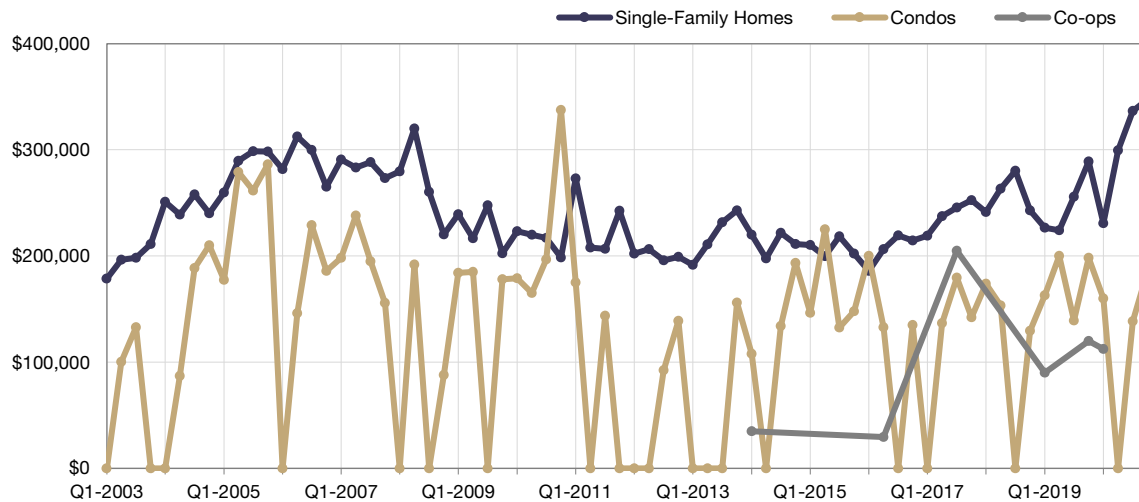
Q4-2020



Year to Date



Historical Average Sales Price by Quarter



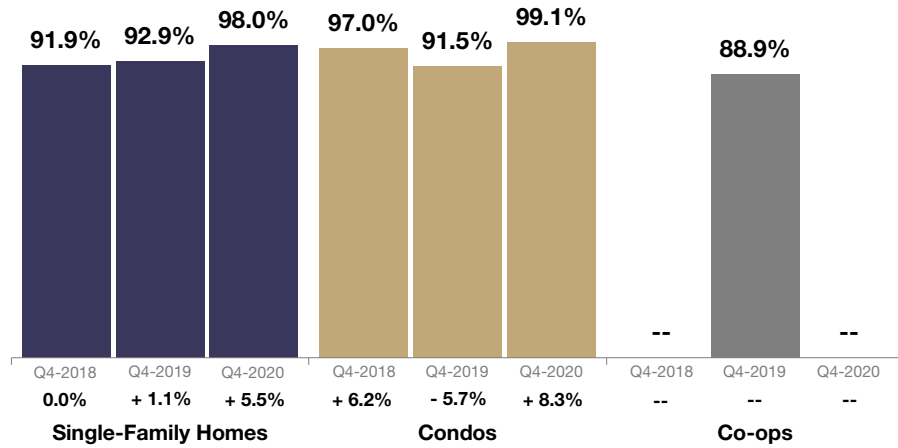
Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	\$241,233	\$174,000	--
Q2-2018	\$263,334	\$153,333	--
Q3-2018	\$280,099	--	--
Q4-2018	\$242,965	\$129,600	--
Q1-2019	\$226,517	\$162,857	\$90,000
Q2-2019	\$224,205	\$200,000	--
Q3-2019	\$255,774	\$139,333	--
Q4-2019	\$289,013	\$198,333	\$120,000
Q1-2020	\$230,848	\$160,000	\$112,500
Q2-2020	\$299,378	--	--
Q3-2020	\$336,596	\$138,625	--
Q4-2020	\$347,590	\$185,750	--

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

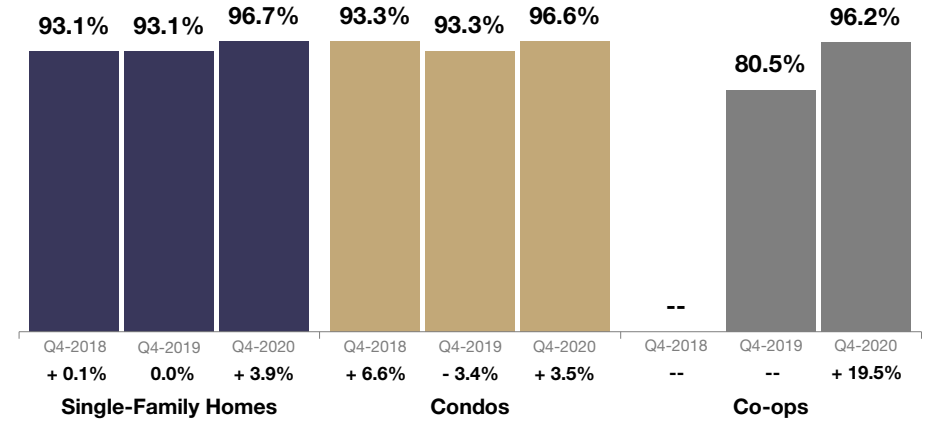
Percent of Original List Price Received

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.

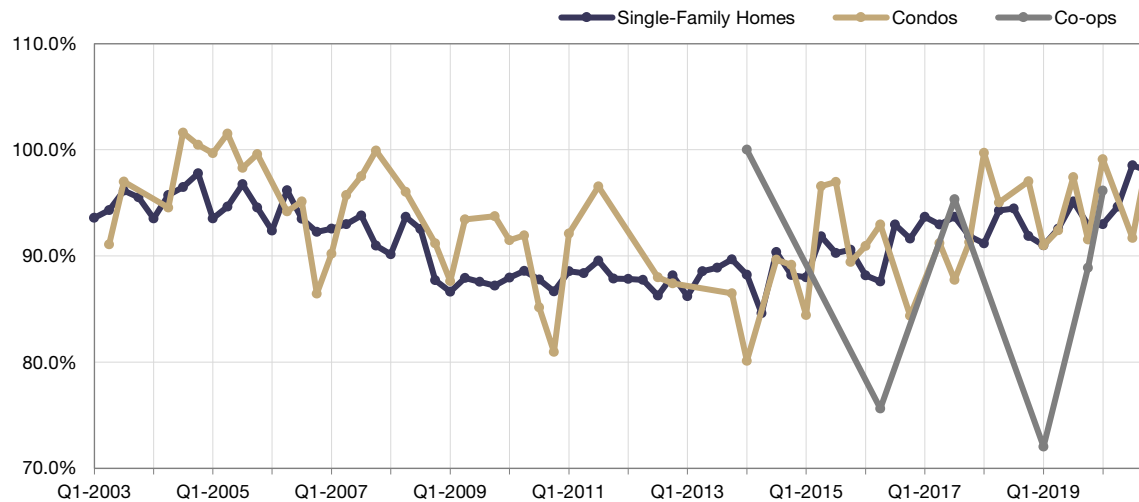
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Year to Date



Historical Percent of Original List Price Received by Quarter



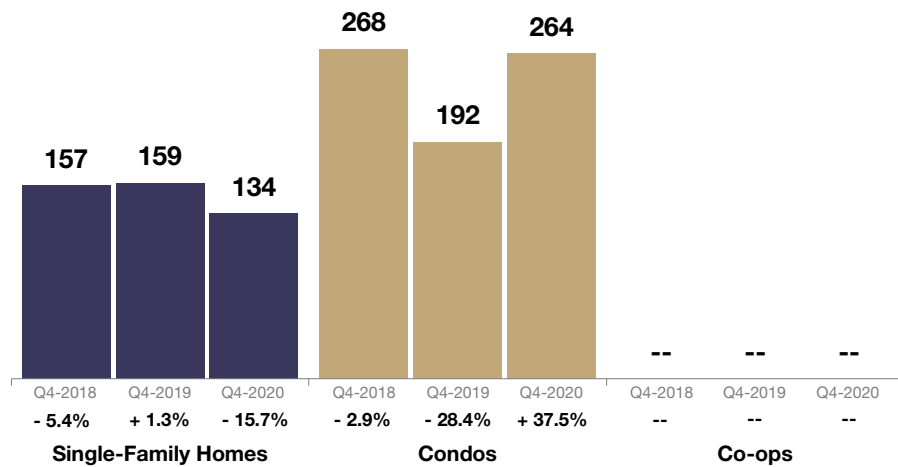
Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	91.2%	99.7%	--
Q2-2018	94.3%	95.0%	--
Q3-2018	94.5%	--	--
Q4-2018	91.9%	97.0%	--
Q1-2019	91.0%	91.0%	72.1%
Q2-2019	92.6%	92.4%	--
Q3-2019	95.1%	97.4%	--
Q4-2019	92.9%	91.5%	88.9%
Q1-2020	93.0%	99.1%	96.2%
Q2-2020	94.7%	--	--
Q3-2020	98.5%	91.7%	--
Q4-2020	98.0%	99.1%	--

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

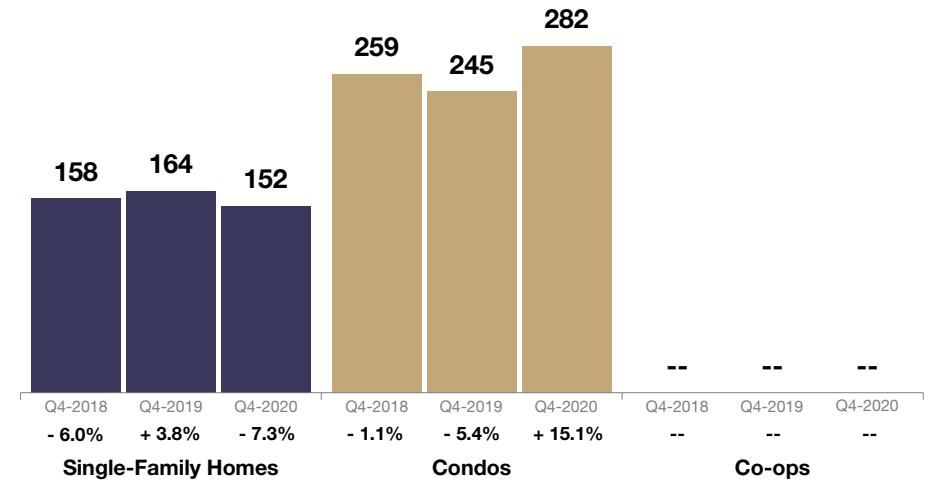
Housing Affordability Index

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.

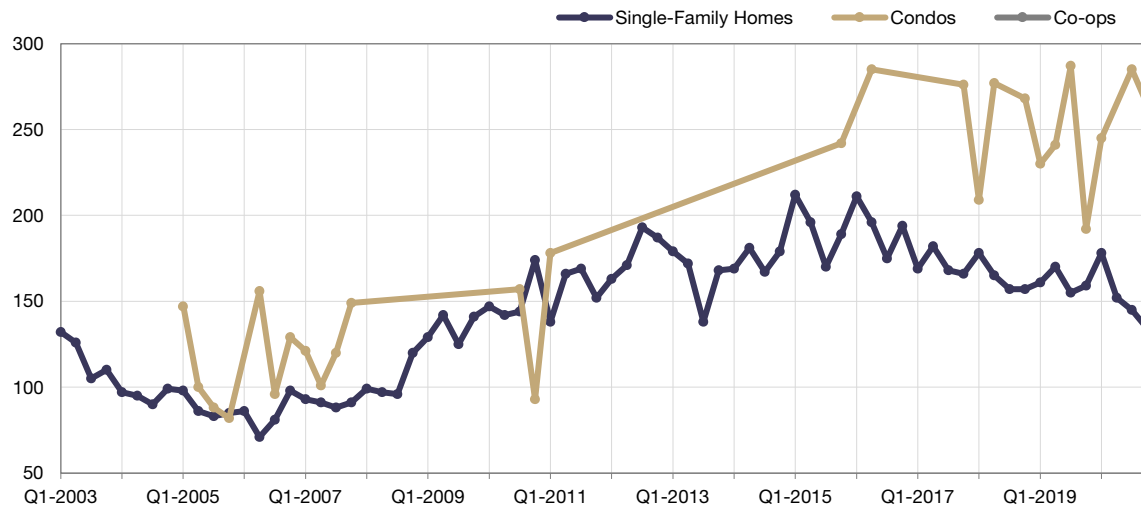
Q4-2020



Year to Date



Historical Housing Affordability Index by Quarter



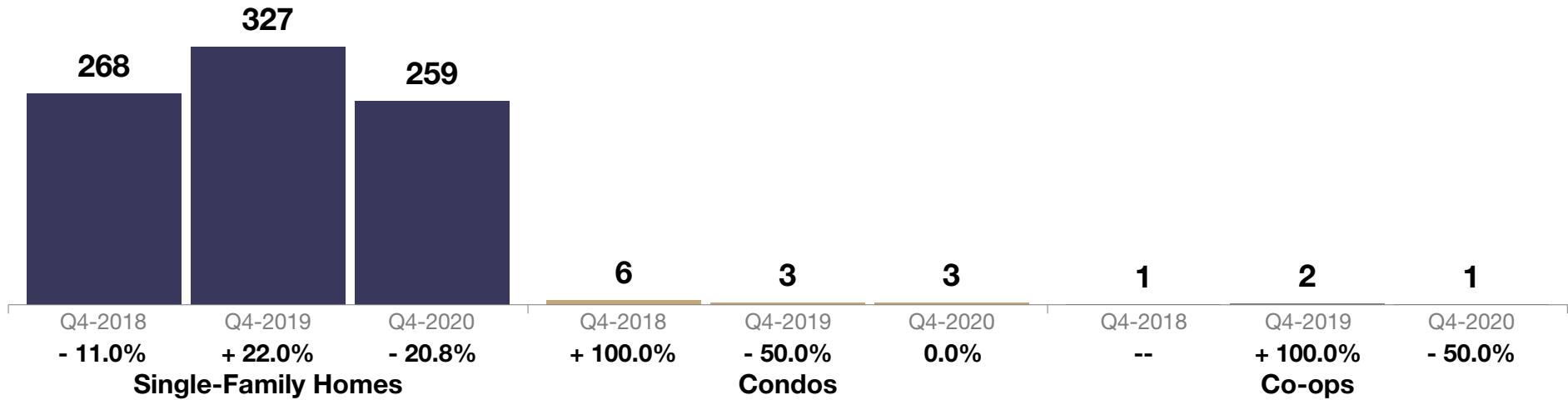
Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	178	209	--
Q2-2018	165	277	--
Q3-2018	157	--	--
Q4-2018	157	268	--
Q1-2019	161	230	--
Q2-2019	170	241	--
Q3-2019	155	287	--
Q4-2019	159	192	--
Q1-2020	178	245	--
Q2-2020	152	--	--
Q3-2020	145	285	--
Q4-2020	134	264	--

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

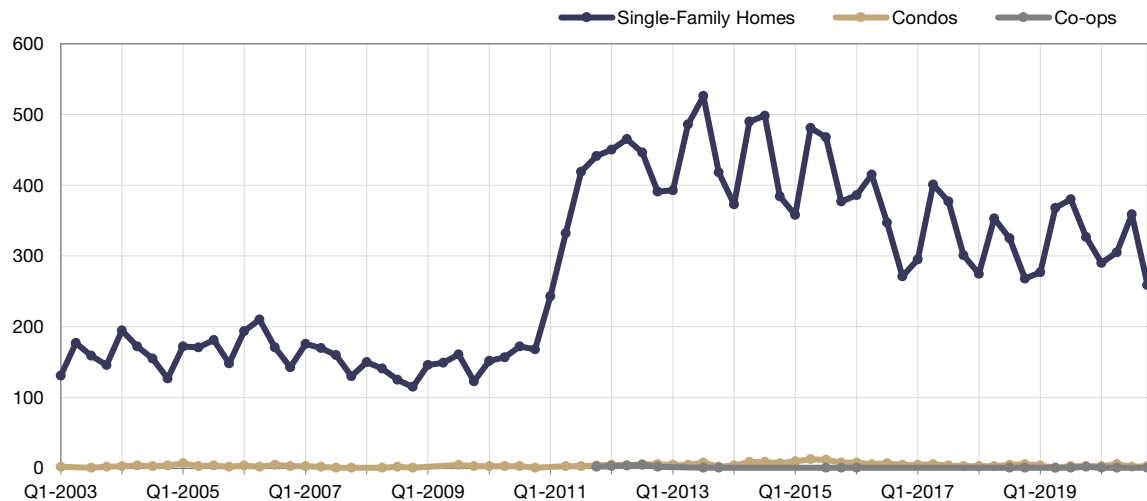
Inventory of Homes for Sale

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

Q4-2020



Historical Inventory of Homes for Sale by Quarter



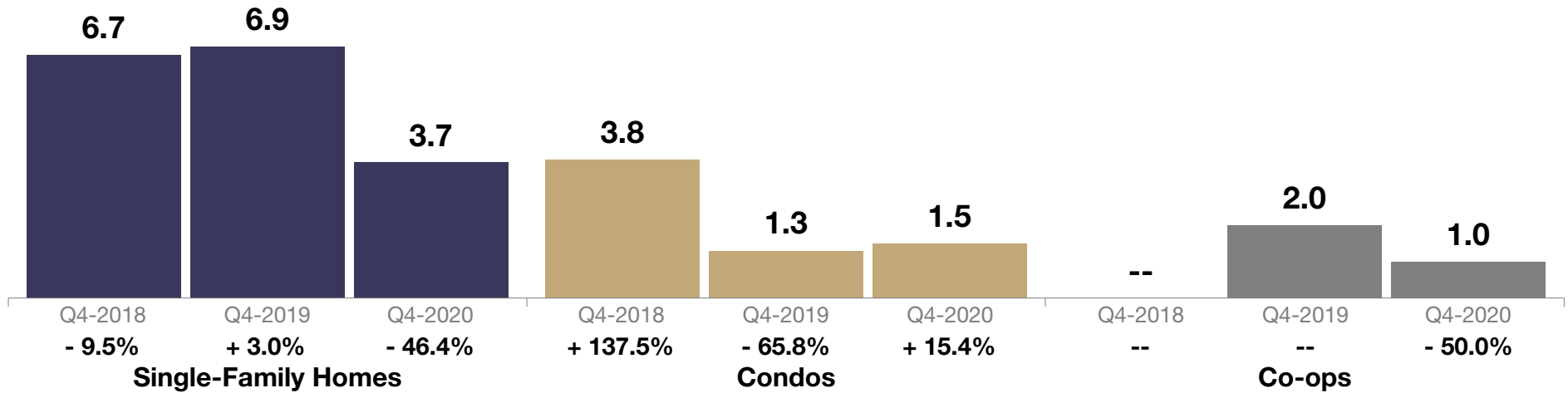
Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	275	3	0
Q2-2018	353	3	0
Q3-2018	325	5	1
Q4-2018	268	6	1
Q1-2019	277	4	0
Q2-2019	368	1	1
Q3-2019	380	3	1
Q4-2019	327	3	2
Q1-2020	290	3	1
Q2-2020	305	6	1
Q3-2020	359	2	0
Q4-2020	259	3	1

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

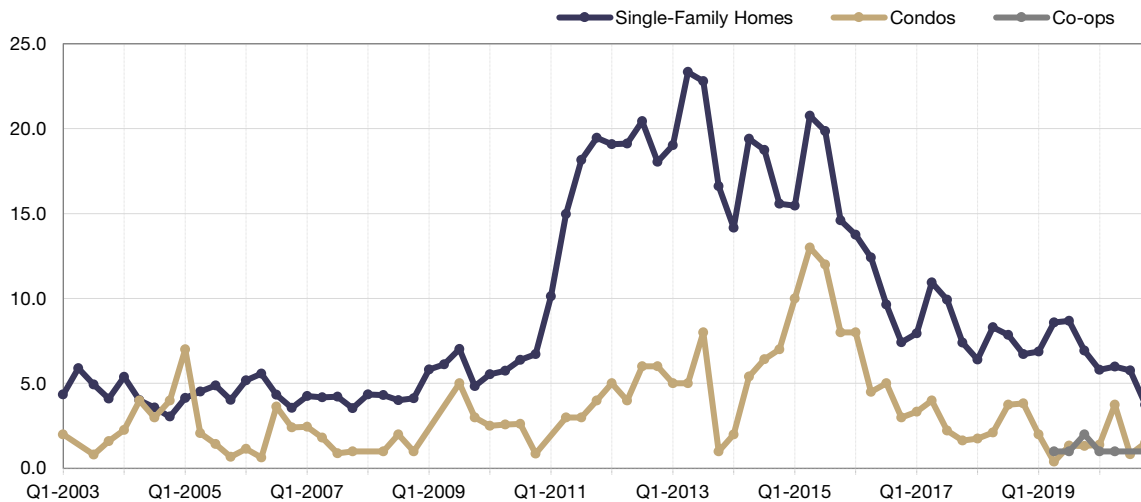
Months Supply of Inventory

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.

Q4-2020



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
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	6.0	3.8	1.0
Q3-2020	5.8	0.8	--
Q4-2020	3.7	1.5	1.0

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	Q4-2019	Q4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		233	242	+ 3.9%	1,012	1,134	+ 12.1%
Pending Sales		155	238	+ 53.5%	584	844	+ 44.5%
Closed Sales		169	257	+ 52.1%	552	738	+ 33.7%
Days on Market		94	72	- 23.4%	99	90	- 9.1%
Median Sales Price		\$240,000	\$310,000	+ 29.2%	\$230,000	\$275,000	+ 19.6%
Average Sales Price		\$286,403	\$345,071	+ 20.5%	\$250,058	\$312,912	+ 25.1%
Pct. of Orig. Price Received		92.9%	98.0%	+ 5.5%	93.1%	96.7%	+ 3.9%
Housing Affordability Index		160	136	- 15.0%	167	153	- 8.4%
Inventory of Homes for Sale		332	263	- 20.8%	--	--	--
Months Supply of Inventory		6.8	3.7	- 45.6%	--	--	--