

# Quarterly Indicators

## Putnam County



### Q1-2021

The real estate market in the first quarter of 2021 tends to be a good indicator of how the rest of the year will unfold. With strong buyer demand and low inventory across most market segments both locally and nationally, multiple offers were a common occurrence during the quarter as the weather warmed and COVID-19 restrictions began to ease, creating even more urgency in an already frenzied market.

- Single-Family Closed Sales were up 64.3 percent to 368.
- Condos Closed Sales were up 57.6 percent to 52.
- Co-ops Closed Sales finished the quarter at 0.
- Single-Family Median Sales Price increased 16.4 percent to \$390,000.
- Condos Median Sales Price increased 2.3 percent to \$256,750.
- Co-ops Median Sales Price could not be calculated due to no activity.

As the rollout of COVID-19 vaccines continues to accelerate and the economy slowly reopens, strong buyer demand is likely to remain even in the face of falling housing affordability. Existing home seller and new construction activity remains well below levels necessary for housing supply to come into balance with demand, so expect the soaring housing market to continue unabated in the coming months.

### Quarterly Snapshot

**+ 62.2%**    **- 55.2%**    **+ 15.4%**

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
+ 62.2%	- 55.2%	+ 15.4%

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	Q1-2020	Q1-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
<b>New Listings</b>	<p>Q2-2018: 575, Q4-2018: 467, Q2-2019: 655, Q4-2019: 301, Q2-2020: 392, Q4-2020: 289</p>	399	<b>289</b>	- 27.6%	399	<b>289</b>	- 27.6%
<b>Pending Sales</b>	<p>Q2-2018: 297, Q4-2018: 234, Q2-2019: 314, Q4-2019: 233, Q2-2020: 263, Q4-2020: 309</p>	264	<b>309</b>	+ 17.0%	264	<b>309</b>	+ 17.0%
<b>Closed Sales</b>	<p>Q2-2018: 231, Q4-2018: 285, Q2-2019: 243, Q4-2019: 278, Q2-2020: 228, Q4-2020: 368</p>	224	<b>368</b>	+ 64.3%	224	<b>368</b>	+ 64.3%
<b>Days on Market</b>	<p>Q2-2018: 97, Q4-2018: 80, Q2-2019: 78, Q4-2019: 73, Q2-2020: 89, Q4-2020: 66</p>	88	<b>66</b>	- 25.0%	88	<b>66</b>	- 25.0%
<b>Median Sales Price</b>	<p>Q2-2018: \$350,000, Q4-2018: \$365,000, Q2-2019: \$365,000, Q4-2019: \$340,000, Q2-2020: \$356,700, Q4-2020: \$390,000</p>	\$335,000	<b>\$390,000</b>	+ 16.4%	\$335,000	<b>\$390,000</b>	+ 16.4%
<b>Average Sales Price</b>	<p>Q2-2018: \$394,163, Q4-2018: \$401,169, Q2-2019: \$411,779, Q4-2019: \$382,198, Q2-2020: \$387,656, Q4-2020: \$466,679</p>	\$373,285	<b>\$466,679</b>	+ 25.0%	\$373,285	<b>\$466,679</b>	+ 25.0%
<b>Pct. of Orig. Price Received</b>	<p>Q2-2018: 93.9%, Q4-2018: 94.7%, Q2-2019: 96.0%, Q4-2019: 94.7%, Q2-2020: 94.6%, Q4-2020: 97.3%</p>	93.1%	<b>97.3%</b>	+ 4.5%	93.1%	<b>97.3%</b>	+ 4.5%
<b>Housing Affordability Index</b>	<p>Q2-2018: 86, Q4-2018: 80, Q2-2019: 86, Q4-2019: 87, Q2-2020: 95, Q4-2020: 92</p>	98	<b>92</b>	- 6.1%	98	<b>92</b>	- 6.1%
<b>Inventory of Homes for Sale</b>	<p>Q2-2018: 573, Q4-2018: 417, Q2-2019: 634, Q4-2019: 463, Q2-2020: 503, Q4-2020: 211</p>	475	<b>211</b>	- 55.6%	--	--	--
<b>Months Supply of Inventory</b>	<p>Q2-2018: 6.6, Q4-2018: 4.9, Q2-2019: 7.4, Q4-2019: 5.3, Q2-2020: 5.7, Q4-2020: 1.7</p>	5.1	<b>1.7</b>	- 66.7%	--	--	--

# 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	Q1-2020	Q1-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
<b>New Listings</b>		51	44	- 13.7%	51	44	- 13.7%
<b>Pending Sales</b>		36	46	+ 27.8%	36	46	+ 27.8%
<b>Closed Sales</b>		33	52	+ 57.6%	33	52	+ 57.6%
<b>Days on Market</b>		77	68	- 11.7%	77	68	- 11.7%
<b>Median Sales Price</b>		\$251,000	\$256,750	+ 2.3%	\$251,000	\$256,750	+ 2.3%
<b>Average Sales Price</b>		\$254,116	\$264,089	+ 3.9%	\$254,116	\$264,089	+ 3.9%
<b>Pct. of Orig. Price Received</b>		93.6%	98.3%	+ 5.0%	93.6%	98.3%	+ 5.0%
<b>Housing Affordability Index</b>		131	139	+ 6.1%	131	139	+ 6.1%
<b>Inventory of Homes for Sale</b>		54	26	- 51.9%	--	--	--
<b>Months Supply of Inventory</b>		4.5	1.5	- 66.7%	--	--	--

# 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.

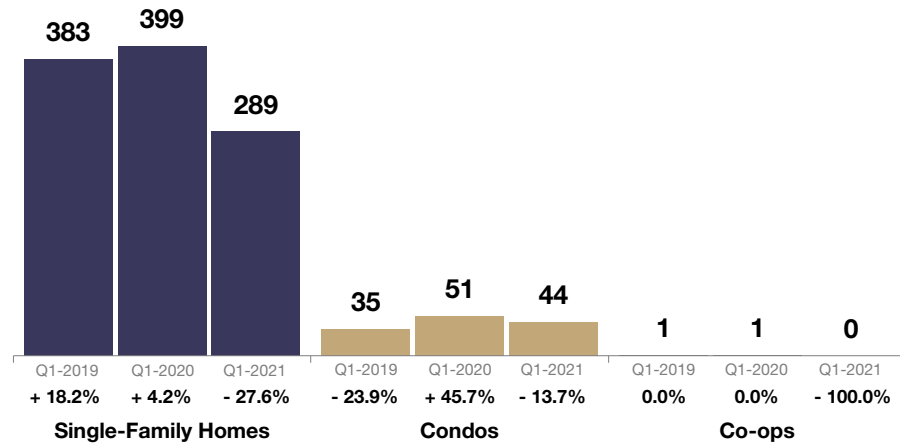


Key Metrics	Historical Sparkbars	Q1-2020	Q1-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
<b>New Listings</b>		1	0	- 100.0%	1	0	- 100.0%
<b>Pending Sales</b>		1	0	- 100.0%	1	0	- 100.0%
<b>Closed Sales</b>		2	0	- 100.0%	2	0	- 100.0%
<b>Days on Market</b>		15	--	--	15	--	--
<b>Median Sales Price</b>		\$61,000	--	--	\$61,000	--	--
<b>Average Sales Price</b>		\$61,000	--	--	\$61,000	--	--
<b>Pct. of Orig. Price Received</b>		86.6%	--	--	86.6%	--	--
<b>Housing Affordability Index</b>		--	--	--	--	--	--
<b>Inventory of Homes for Sale</b>		0	0	--	--	--	--
<b>Months Supply of Inventory</b>		--	--	--	--	--	--

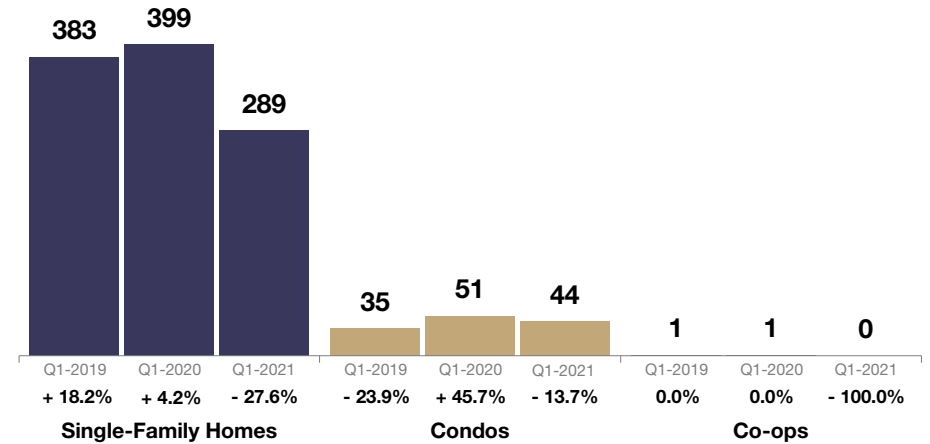
# New Listings

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

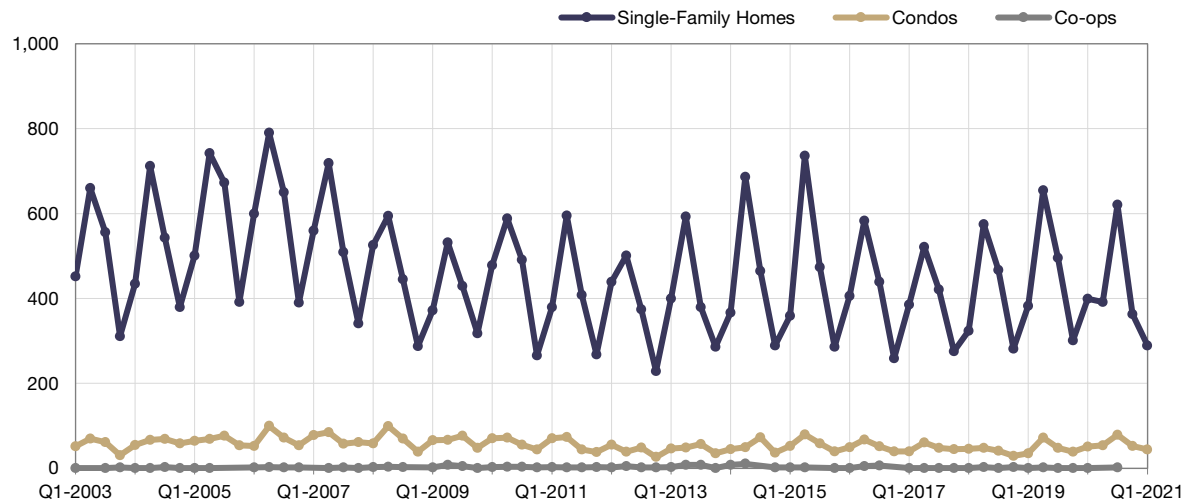
## Q1-2021



## Year to Date



## Historical New Listings by Quarter



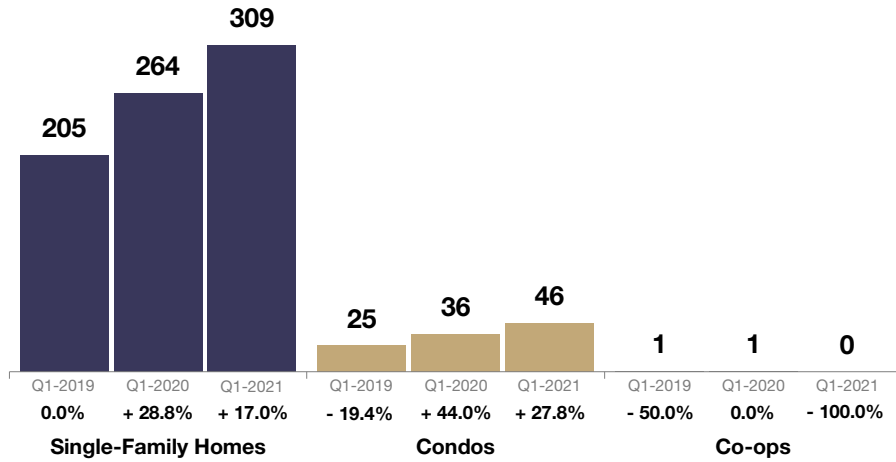
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2018	575	48	3
Q3-2018	467	41	1
Q4-2018	282	29	3
Q1-2019	383	35	1
Q2-2019	655	72	2
Q3-2019	496	48	1
Q4-2019	301	39	1
Q1-2020	399	51	1
Q2-2020	392	54	0
Q3-2020	621	79	2
Q4-2020	363	53	0
<b>Q1-2021</b>	<b>289</b>	<b>44</b>	<b>0</b>

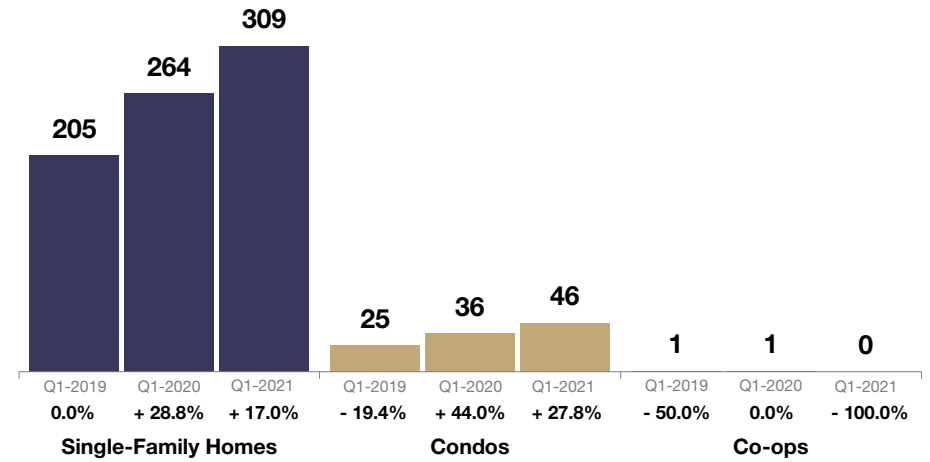
# Pending Sales

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

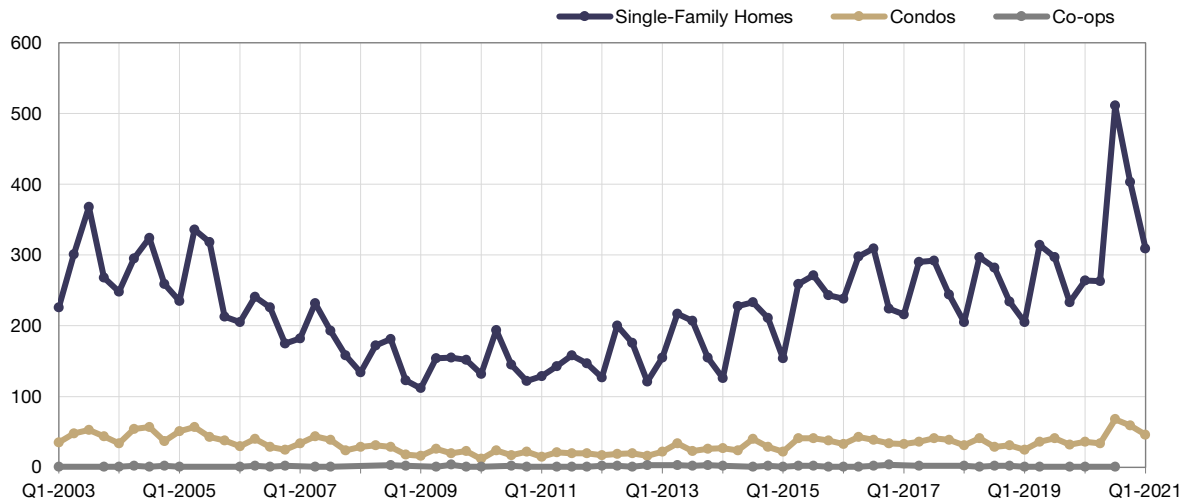
## Q1-2021



## Year to Date



## Historical Pending Sales by Quarter



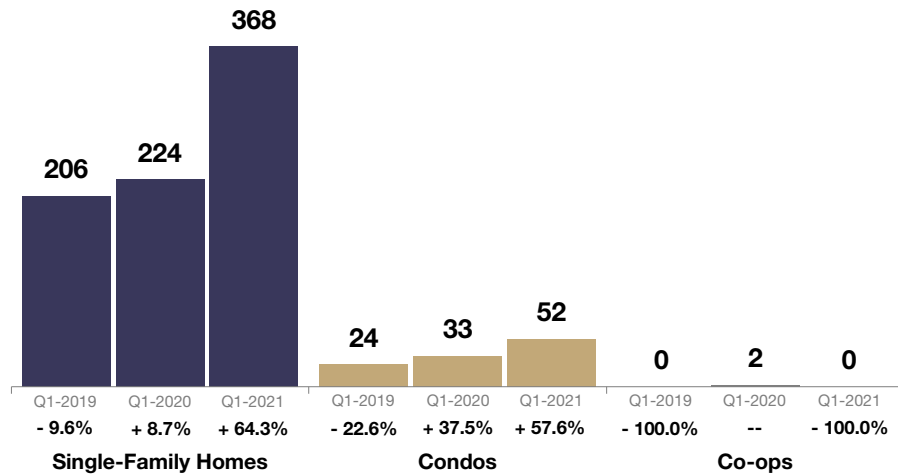
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2018	297	41	1
Q3-2018	282	29	2
Q4-2018	234	31	2
Q1-2019	205	25	1
Q2-2019	314	36	1
Q3-2019	297	41	0
Q4-2019	233	32	1
Q1-2020	264	36	1
Q2-2020	263	34	0
Q3-2020	511	68	1
Q4-2020	403	59	0
<b>Q1-2021</b>	<b>309</b>	<b>46</b>	<b>0</b>

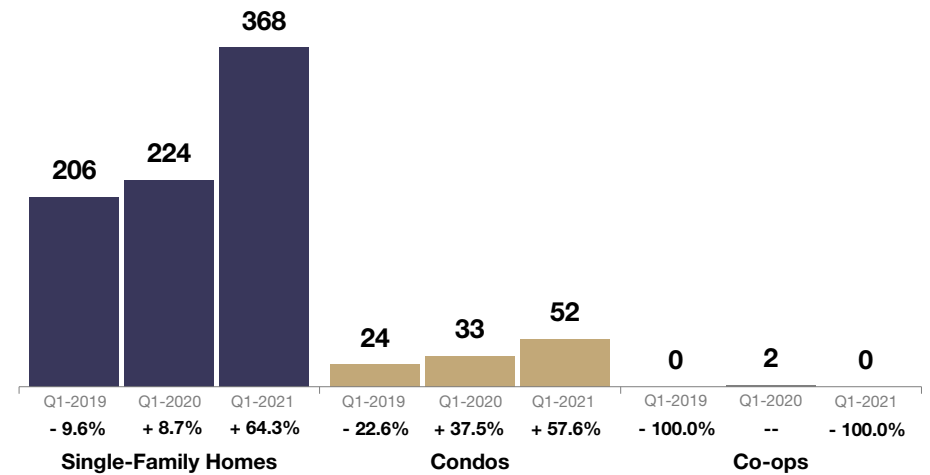
# Closed Sales

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

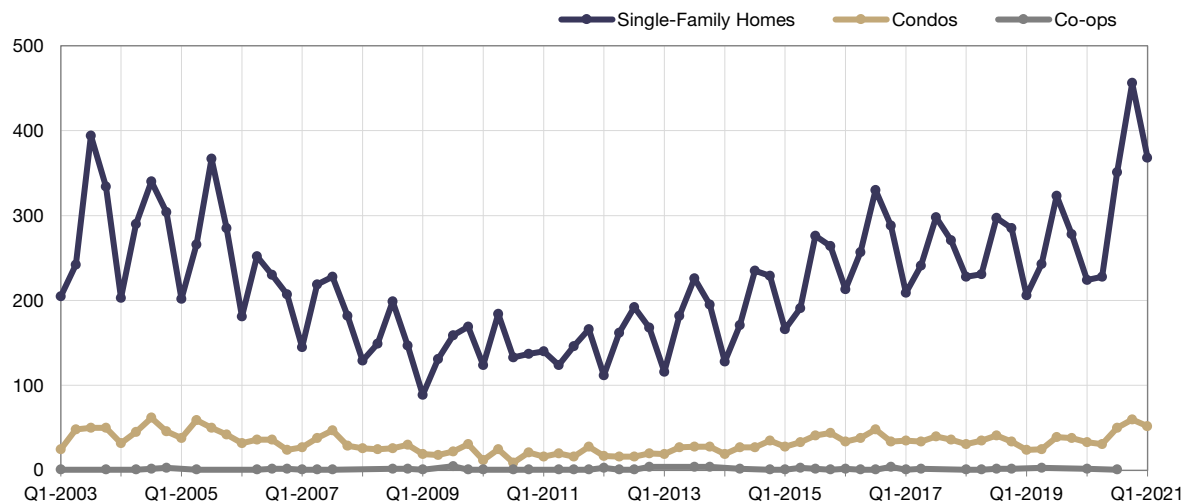
## Q1-2021



## Year to Date



## Historical Closed Sales by Quarter



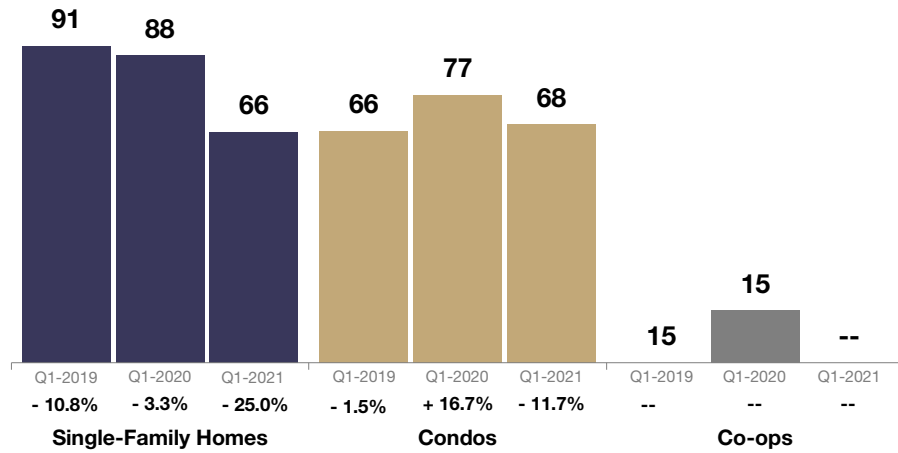
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2018	231	35	1
Q3-2018	297	41	2
Q4-2018	285	34	2
Q1-2019	206	24	0
Q2-2019	243	25	3
Q3-2019	323	39	0
Q4-2019	278	38	0
Q1-2020	224	33	2
Q2-2020	228	31	0
Q3-2020	351	50	1
Q4-2020	456	60	0
<b>Q1-2021</b>	<b>368</b>	<b>52</b>	<b>0</b>

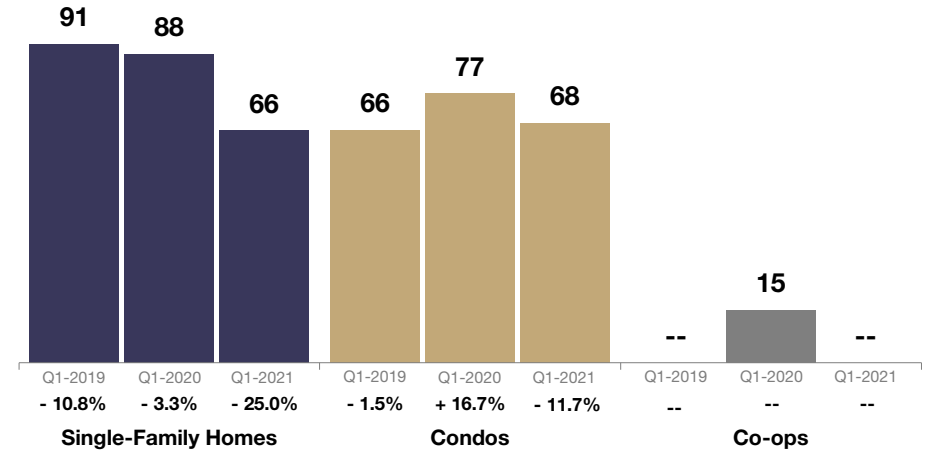
# Days on Market Until Sale

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

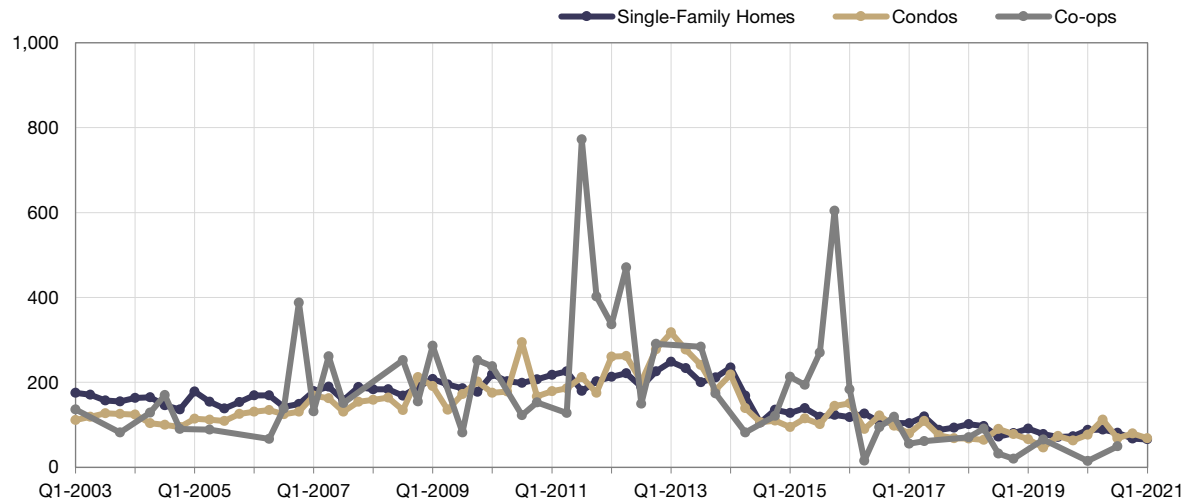
## Q1-2021



## 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.

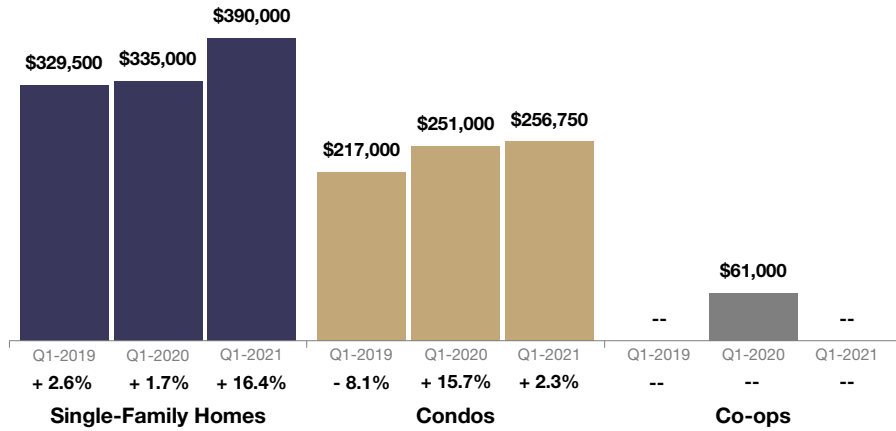
Quarter	Single-Family Homes	Condos	Co-ops
Q2-2018	97	65	91
Q3-2018	72	91	33
Q4-2018	80	79	20
Q1-2019	91	66	--
Q2-2019	78	47	65
Q3-2019	72	74	--
Q4-2019	73	63	--
Q1-2020	88	77	15
Q2-2020	89	112	--
Q3-2020	81	68	50
Q4-2020	68	80	--
<b>Q1-2021</b>	<b>66</b>	<b>68</b>	<b>--</b>



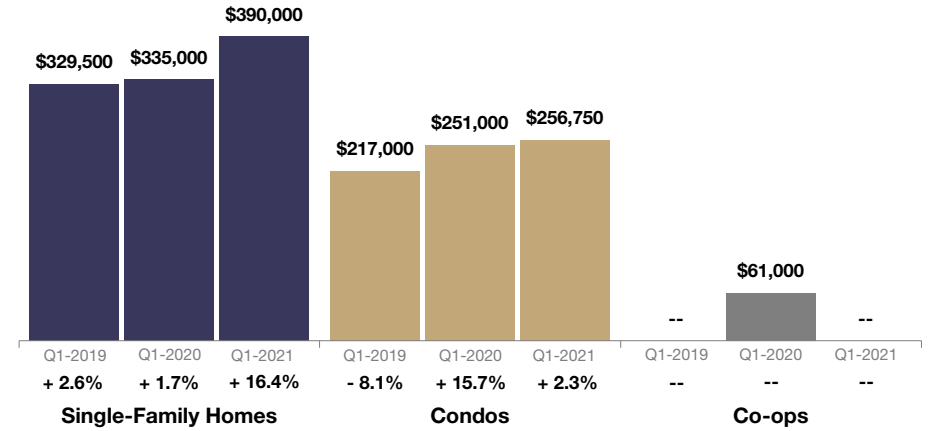
# Median Sales Price

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

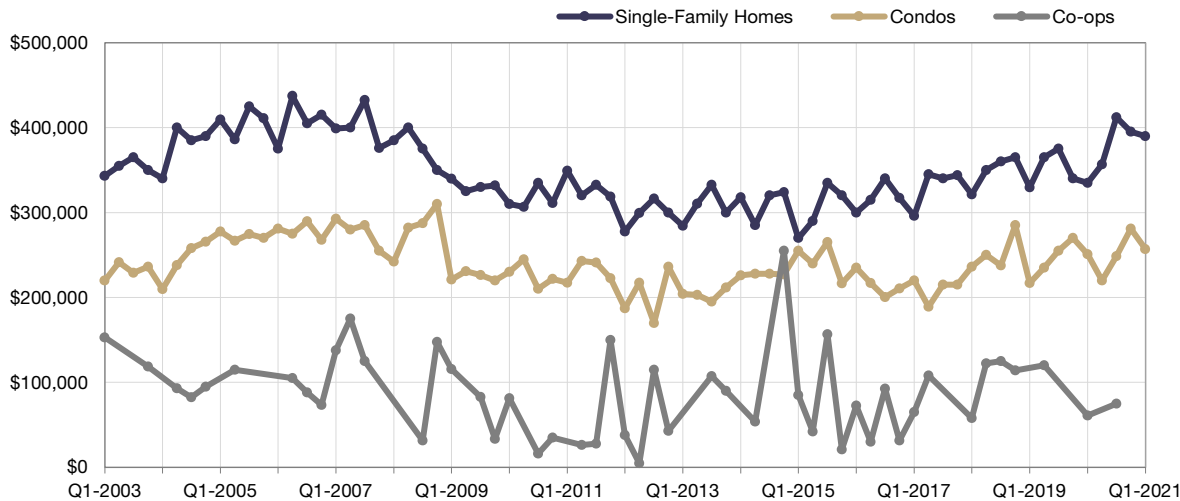
## Q1-2021



## Year to Date



## Historical Median Sales Price by Quarter



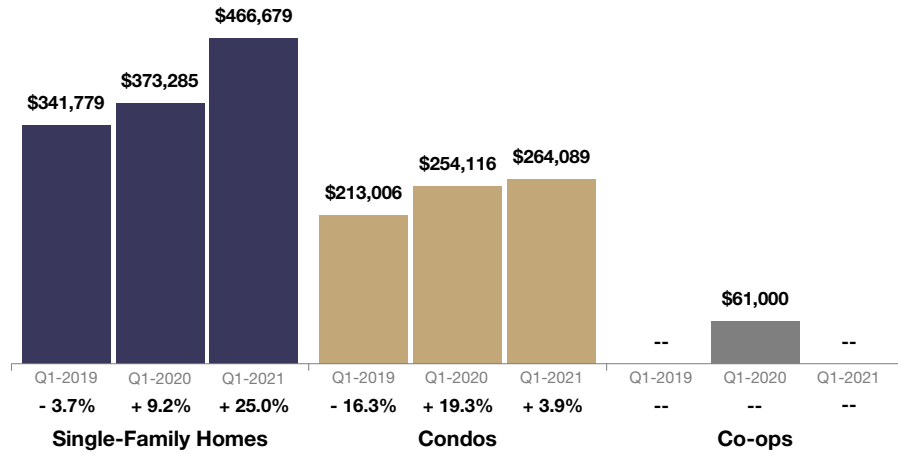
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2018	\$350,000	\$250,000	\$122,500
Q3-2018	\$360,000	\$237,500	\$125,000
Q4-2018	\$365,000	\$285,000	\$114,000
Q1-2019	\$329,500	\$217,000	--
Q2-2019	\$365,000	\$235,000	\$120,000
Q3-2019	\$375,000	\$255,000	--
Q4-2019	\$340,000	\$270,000	--
Q1-2020	\$335,000	\$251,000	\$61,000
Q2-2020	\$356,700	\$220,000	--
Q3-2020	\$412,000	\$248,500	\$75,000
Q4-2020	\$395,000	\$280,950	--
<b>Q1-2021</b>	<b>\$390,000</b>	<b>\$256,750</b>	--

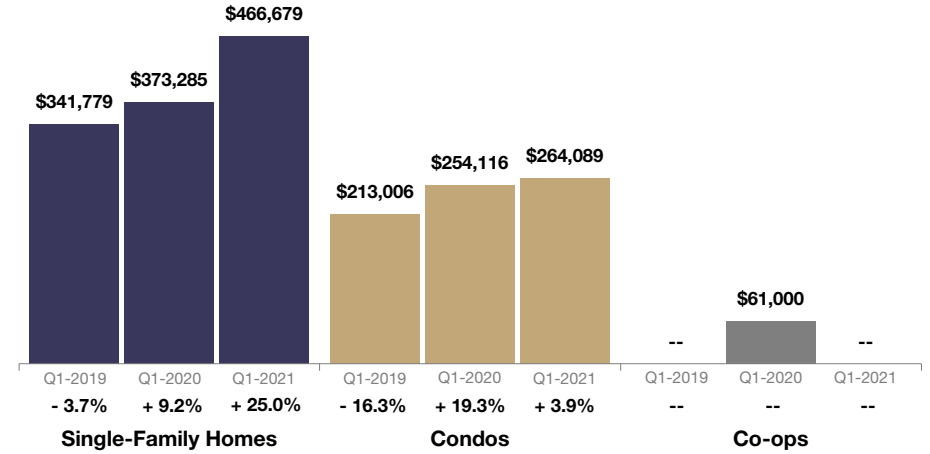
# Average Sales Price

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

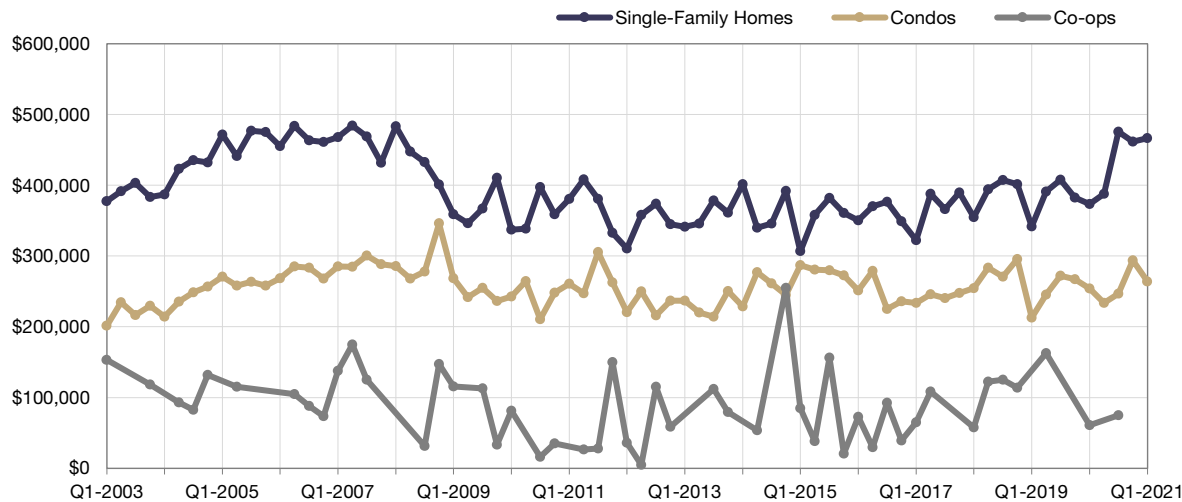
## Q1-2021



## Year to Date



## Historical Average Sales Price by Quarter



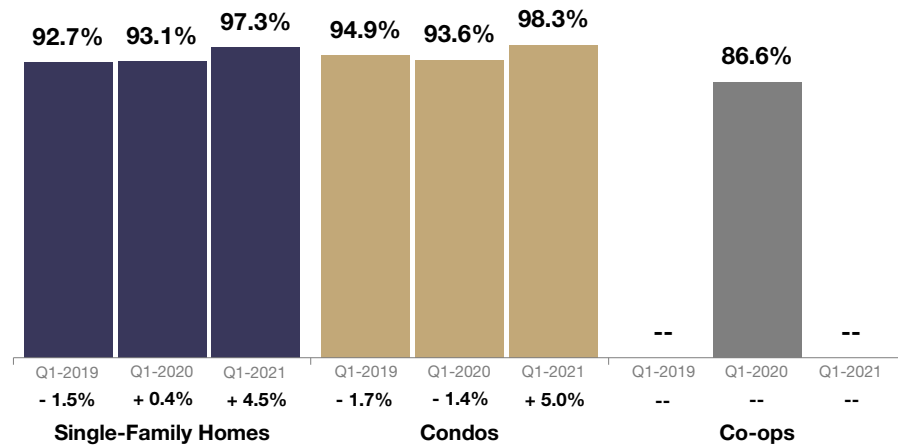
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2018	\$394,163	\$283,608	\$122,500
Q3-2018	\$407,402	\$270,613	\$125,000
Q4-2018	\$401,169	\$295,564	\$114,000
Q1-2019	\$341,779	\$213,006	--
Q2-2019	\$391,093	\$245,364	\$162,500
Q3-2019	\$407,629	\$272,036	--
Q4-2019	\$382,198	\$266,957	--
Q1-2020	\$373,285	\$254,116	\$61,000
Q2-2020	\$387,656	\$233,600	--
Q3-2020	\$475,424	\$246,850	\$75,000
Q4-2020	\$461,283	\$293,977	--
<b>Q1-2021</b>	<b>\$466,679</b>	<b>\$264,089</b>	--

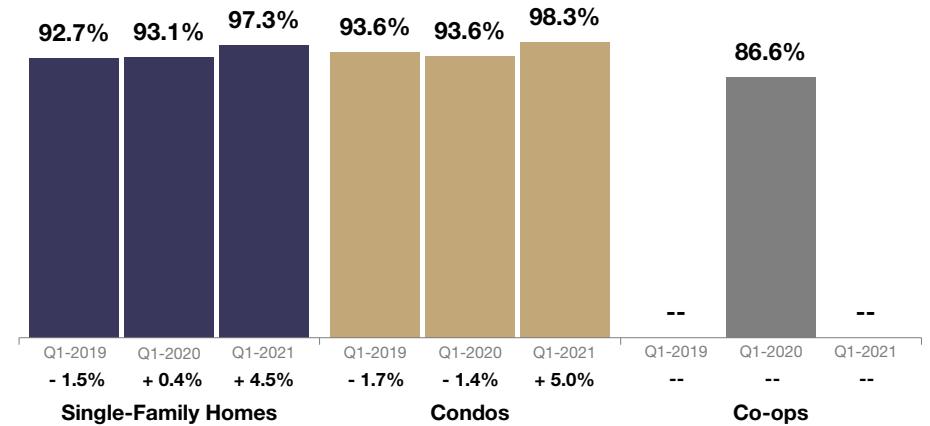
# Percent of Original List Price Received

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.

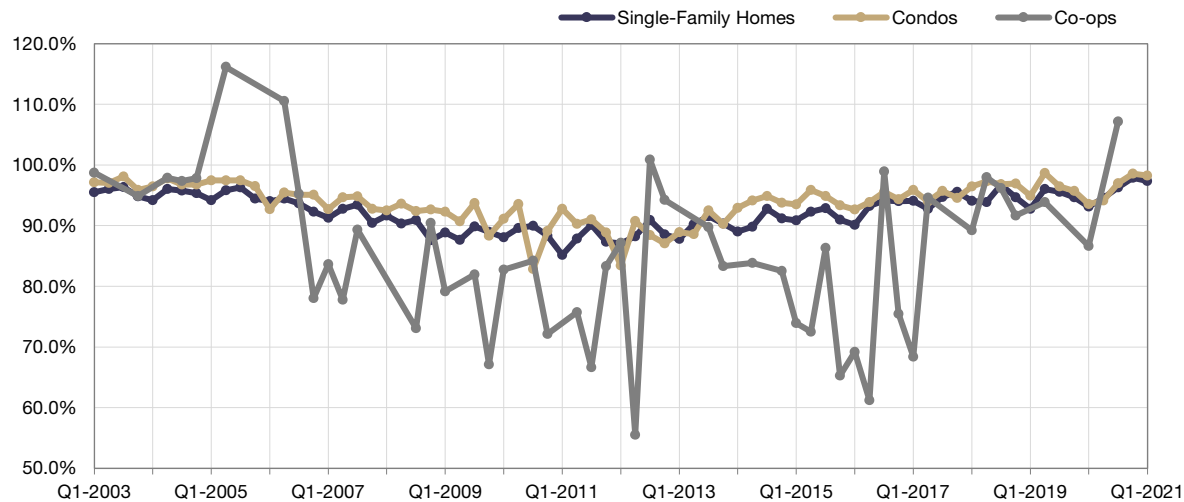
## Q1-2021



## Year to Date



## Historical Percent of Original List Price Received by Quarter



Quarter	Single-Family Homes	Condos	Co-ops
Q2-2018	93.9%	97.3%	98.0%
Q3-2018	96.7%	96.8%	96.2%
Q4-2018	94.7%	97.0%	91.7%
Q1-2019	92.7%	94.9%	--
Q2-2019	96.0%	98.7%	93.9%
Q3-2019	95.6%	96.4%	--
Q4-2019	94.7%	95.7%	--
Q1-2020	93.1%	93.6%	86.6%
Q2-2020	94.6%	94.2%	--
Q3-2020	96.3%	97.0%	107.1%
Q4-2020	97.9%	98.6%	--
<b>Q1-2021</b>	<b>97.3%</b>	<b>98.3%</b>	--

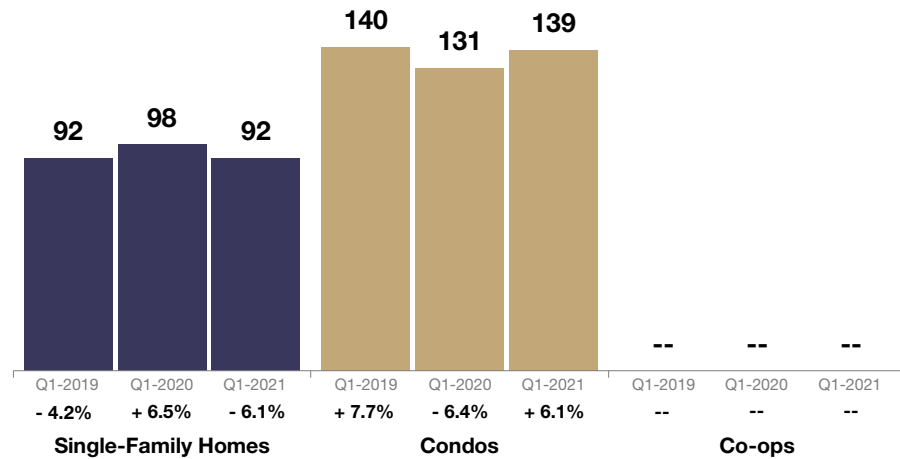
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

# Housing Affordability Index

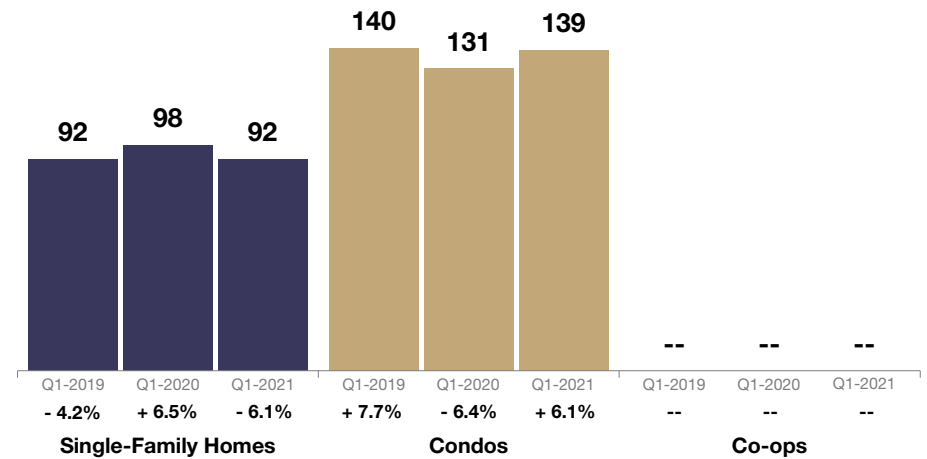
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



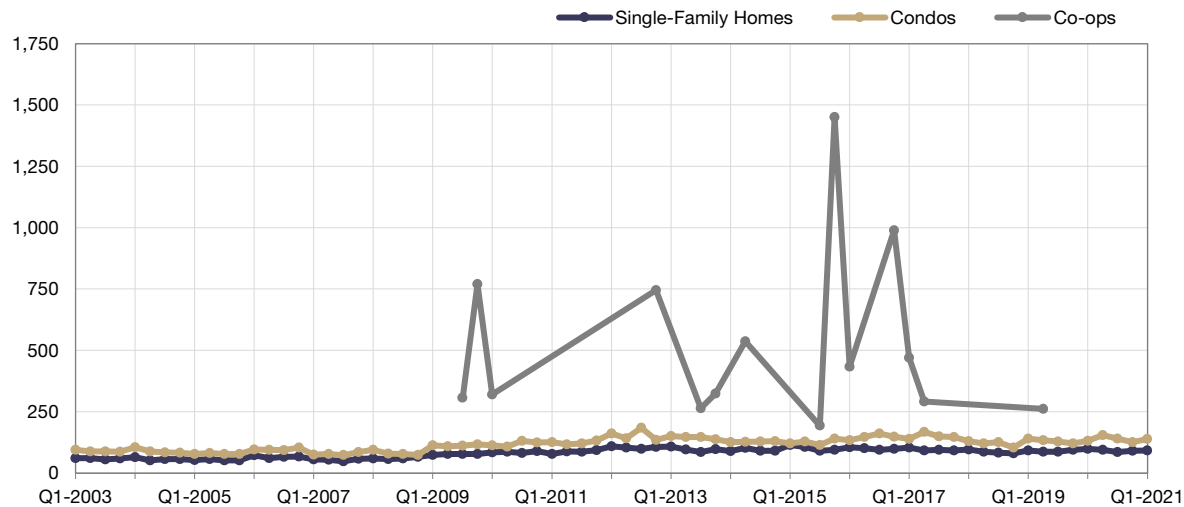
## Q1-2021



## Year to Date



## Historical Housing Affordability Index by Quarter



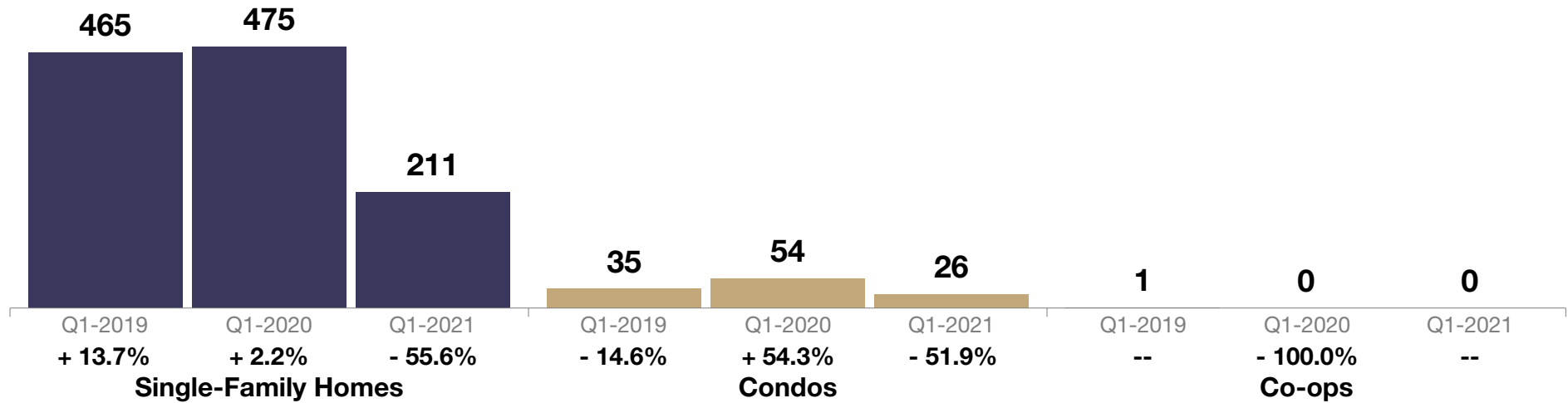
Quarter	Single-Family Homes	Condos	Co-ops
Q2-2018	86	120	--
Q3-2018	83	126	--
Q4-2018	80	103	--
Q1-2019	92	140	--
Q2-2019	86	134	262
Q3-2019	87	128	--
Q4-2019	95	120	--
Q1-2020	98	131	--
Q2-2020	95	154	--
Q3-2020	85	140	--
Q4-2020	90	126	--
<b>Q1-2021</b>	<b>92</b>	<b>139</b>	<b>--</b>

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

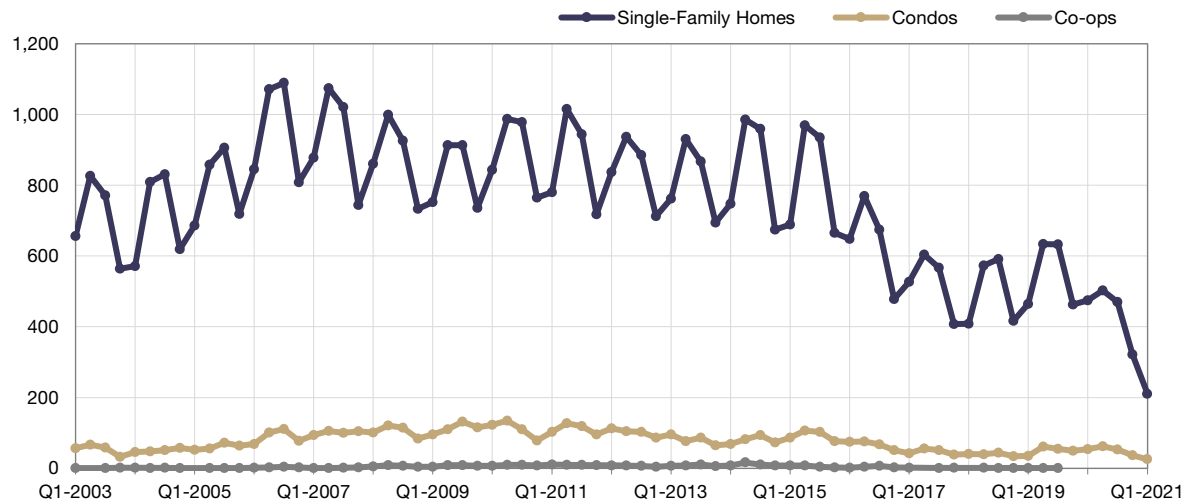
# Inventory of Homes for Sale

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

## Q1-2021



## Historical Inventory of Homes for Sale by Quarter



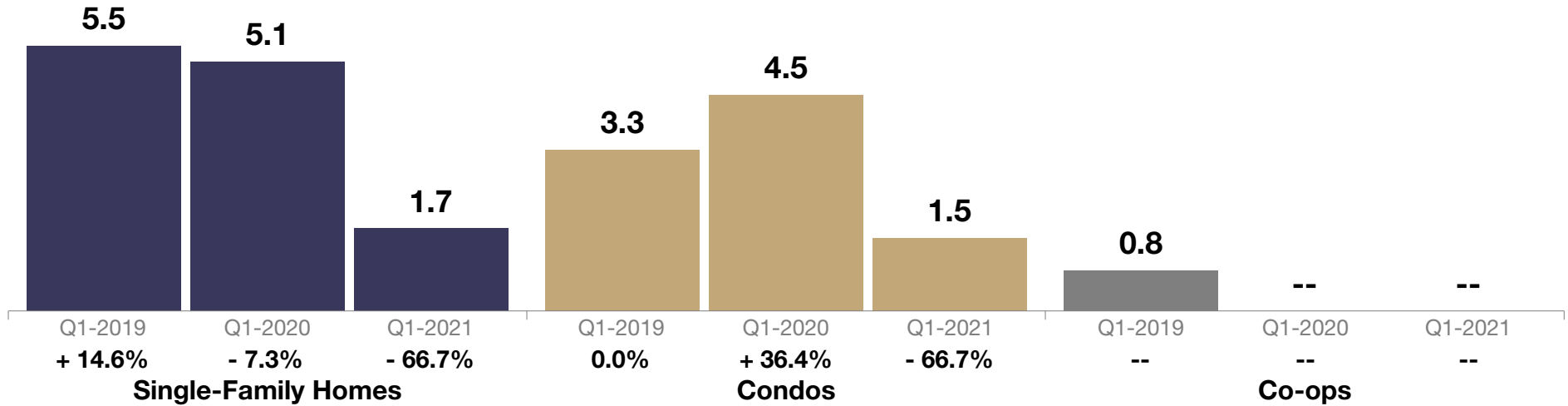
Quarter	Single-Family Homes	Condos	Co-ops
Q2-2018	573	40	2
Q3-2018	591	44	1
Q4-2018	417	34	1
Q1-2019	465	35	1
Q2-2019	634	61	1
Q3-2019	633	55	1
Q4-2019	463	50	0
Q1-2020	475	54	0
Q2-2020	503	62	0
Q3-2020	470	53	0
Q4-2020	322	37	0
<b>Q1-2021</b>	<b>211</b>	<b>26</b>	<b>0</b>

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

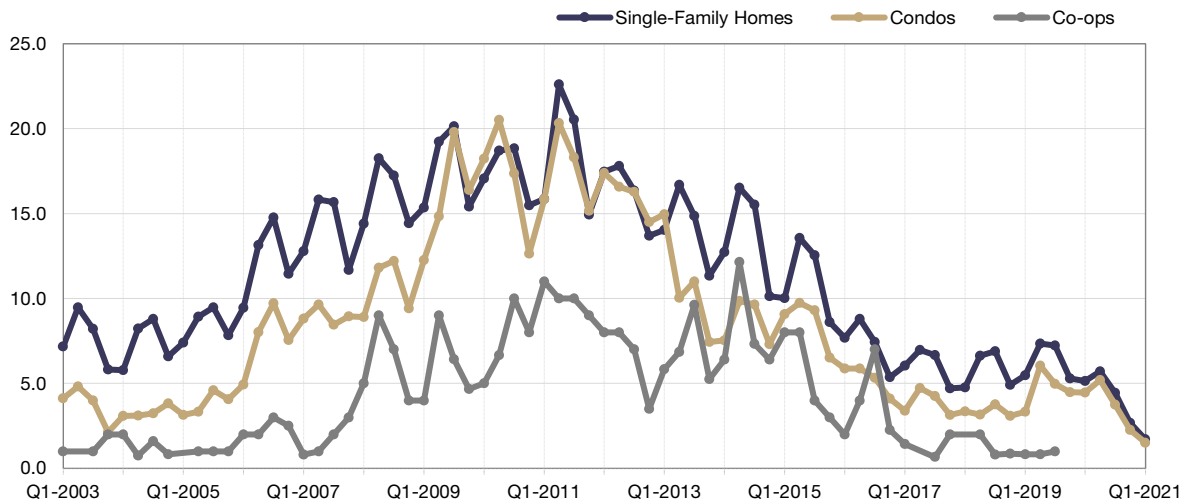
# Months Supply of Inventory

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.

## Q1-2021



## 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
Q2-2018	6.6	3.2	2.0
Q3-2018	6.9	3.8	0.8
Q4-2018	4.9	3.1	0.9
Q1-2019	5.5	3.3	0.8
Q2-2019	7.4	6.0	0.8
Q3-2019	7.2	5.0	1.0
Q4-2019	5.3	4.5	--
Q1-2020	5.1	4.5	--
Q2-2020	5.7	5.2	--
Q3-2020	4.4	3.7	--
Q4-2020	2.7	2.3	--
<b>Q1-2021</b>	<b>1.7</b>	<b>1.5</b>	<b>--</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	Q1-2020	Q1-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
<b>New Listings</b>	<p>626, 509, 314, 419, 729, 545, 341, 451, 446, 702, 416, 333</p> <p>Q2-2018, Q4-2018, Q2-2019, Q4-2019, Q2-2020, Q4-2020</p>	451	<b>333</b>	- 26.2%	451	<b>333</b>	- 26.2%
<b>Pending Sales</b>	<p>339, 313, 267, 231, 351, 338, 266, 301, 297, 580, 462, 355</p> <p>Q2-2018, Q4-2018, Q2-2019, Q4-2019, Q2-2020, Q4-2020</p>	301	<b>355</b>	+ 17.9%	301	<b>355</b>	+ 17.9%
<b>Closed Sales</b>	<p>267, 340, 321, 230, 271, 362, 316, 259, 259, 402, 516, 420</p> <p>Q2-2018, Q4-2018, Q2-2019, Q4-2019, Q2-2020, Q4-2020</p>	259	<b>420</b>	+ 62.2%	259	<b>420</b>	+ 62.2%
<b>Days on Market</b>	<p>93, 74, 80, 88, 75, 72, 72, 86, 92, 80, 69, 66</p> <p>Q2-2018, Q4-2018, Q2-2019, Q4-2019, Q2-2020, Q4-2020</p>	86	<b>66</b>	- 23.3%	86	<b>66</b>	- 23.3%
<b>Median Sales Price</b>	<p>\$335,900, \$340,000, \$350,000, \$317,500, \$350,000, \$360,000, \$330,000, \$324,900, \$340,000, \$373,500, \$380,000, \$375,000</p> <p>Q2-2018, Q4-2018, Q2-2019, Q4-2019, Q2-2020, Q4-2020</p>	\$324,900	<b>\$375,000</b>	+ 15.4%	\$324,900	<b>\$375,000</b>	+ 15.4%
<b>Average Sales Price</b>	<p>\$376,654, \$389,199, \$388,195, \$329,224, \$375,119, \$393,021, \$368,340, \$355,690, \$369,217, \$445,999, \$441,829, \$441,597</p> <p>Q2-2018, Q4-2018, Q2-2019, Q4-2019, Q2-2020, Q4-2020</p>	\$355,690	<b>\$441,597</b>	+ 24.2%	\$355,690	<b>\$441,597</b>	+ 24.2%
<b>Pct. of Orig. Price Received</b>	<p>94.4%, 96.7%, 94.9%, 93.0%, 96.2%, 95.7%, 94.8%, 93.1%, 94.5%, 96.4%, 98.0%, 97.5%</p> <p>Q2-2018, Q4-2018, Q2-2019, Q4-2019, Q2-2020, Q4-2020</p>	93.1%	<b>97.5%</b>	+ 4.7%	93.1%	<b>97.5%</b>	+ 4.7%
<b>Housing Affordability Index</b>	<p>89, 88, 84, 96, 90, 90, 98, 102, 100, 92, 93, 95</p> <p>Q2-2018, Q4-2018, Q2-2019, Q4-2019, Q2-2020, Q4-2020</p>	102	<b>95</b>	- 6.9%	102	<b>95</b>	- 6.9%
<b>Inventory of Homes for Sale</b>	<p>615, 636, 452, 501, 696, 689, 513, 529, 565, 523, 359, 237</p> <p>Q2-2018, Q4-2018, Q2-2019, Q4-2019, Q2-2020, Q4-2020</p>	529	<b>237</b>	- 55.2%	--	--	--
<b>Months Supply of Inventory</b>	<p>6.2, 6.5, 4.7, 5.2, 7.2, 7.0, 5.2, 5.1, 5.6, 4.3, 2.6, 1.7</p> <p>Q2-2018, Q4-2018, Q2-2019, Q4-2019, Q2-2020, Q4-2020</p>	5.1	<b>1.7</b>	- 66.7%	--	--	--