

Quarterly Indicators

Ulster County



Q2-2021

Q2 2021 continued the trends seen in the first quarter – strong buyer demand and low inventory in most market segments, coupled with low interest rates, drove multiple offers for above asking price on many properties. In May, the National Association of REALTORS® reported that the median sales price of existing homes rose by 24% over the previous year – the highest increase since 1999. While this breakneck pace of price appreciation is likely to slow a bit in the coming months, low inventory and healthy buyer demand are expected to keep the market active throughout the next quarter.

- Single-Family Closed Sales were up 42.9 percent to 190.
- Condos Closed Sales were up 0.0 percent to 6.
- Co-ops Closed Sales finished the month at 0.
- Single-Family Median Sales Price increased 24.7 percent to \$330,500.
- Condos Median Sales Price increased 0.0 percent to \$179,500.
- Co-ops Median Sales Price ended the month at --.

As the quarter was coming to a close, lumber prices fell by more than half of their record highs earlier in the quarter, but were still about double from their pre-pandemic levels. The lower lumber prices are great news for new construction builders and potential homebuyers and are likely to have a positive impact on the amount of housing built in the coming months, as some projects that were delayed due to high prices are restarted.

Quarterly Snapshot

+ 47.4% **- 29.1%** **+ 23.6%**

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	Q2-2020	Q2-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings	<p>Bar chart showing New Listings from Q3-2018 to Q1-2021. Values: 205, 153, 208, 301, 251, 228, 193, 256, 432, 236, 187, 313.</p>	256	313	+ 22.3%	449	500	+ 11.4%
Pending Sales	<p>Bar chart showing Pending Sales from Q3-2018 to Q1-2021. Values: 138, 110, 116, 150, 149, 151, 146, 159, 282, 227, 176, 234.</p>	159	234	+ 47.2%	305	410	+ 34.4%
Closed Sales	<p>Bar chart showing Closed Sales from Q3-2018 to Q1-2021. Values: 143, 135, 93, 126, 147, 165, 128, 133, 215, 255, 182, 190.</p>	133	190	+ 42.9%	261	372	+ 42.5%
Days on Market	<p>Bar chart showing Days on Market from Q3-2018 to Q1-2021. Values: 99, 112, 103, 111, 93, 95, 95, 119, 91, 72, 79, 80.</p>	119	80	- 32.8%	107	79	- 26.2%
Median Sales Price	<p>Bar chart showing Median Sales Price from Q3-2018 to Q1-2021. Values: \$226,000, \$221,500, \$224,761, \$220,000, \$249,100, \$242,050, \$219,950, \$265,000, \$285,000, \$315,000, \$289,000, \$300,500.</p>	\$265,000	\$330,500	+ 24.7%	\$245,000	\$319,000	+ 30.2%
Average Sales Price	<p>Bar chart showing Average Sales Price from Q3-2018 to Q1-2021. Values: \$280,099, \$242,965, \$226,517, \$224,205, \$235,774, \$289,013, \$230,848, \$289,434, \$335,967, \$353,782, \$298,908, \$362,273.</p>	\$299,434	\$362,273	+ 21.0%	\$265,798	\$350,842	+ 32.0%
Pct. of Orig. Price Received	<p>Bar chart showing Pct. of Orig. Price Received from Q3-2018 to Q1-2021. Values: 94.5%, 91.9%, 91.0%, 92.6%, 95.1%, 92.9%, 93.0%, 94.7%, 98.5%, 98.0%, 96.6%, 99.1%.</p>	94.7%	99.1%	+ 4.6%	93.9%	97.9%	+ 4.3%
Housing Affordability Index	<p>Bar chart showing Housing Affordability Index from Q3-2018 to Q1-2021. Values: 157, 157, 161, 170, 155, 159, 178, 152, 145, 134, 144, 124.</p>	152	124	- 18.4%	164	129	- 21.3%
Inventory of Homes for Sale	<p>Bar chart showing Inventory of Homes for Sale from Q3-2018 to Q1-2021. Values: 325, 268, 277, 368, 380, 327, 291, 306, 363, 278, 216, 219.</p>	306	219	- 28.4%	--	--	--
Months Supply of Inventory	<p>Bar chart showing Months Supply of Inventory from Q3-2018 to Q1-2021. Values: 7.8, 6.7, 6.9, 8.6, 8.7, 6.9, 5.9, 6.1, 5.9, 4.1, 3.1, 2.9.</p>	6.1	2.9	- 52.5%	--	--	--

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	Q2-2020	Q2-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings	<p>Q3-2018: 5, Q1-2019: 8, Q3-2019: 7, Q1-2020: 5, Q3-2020: 6, Q1-2021: 3, 3, 4, 4, 5, 6, 8</p>	4	8	+ 100.0%	7	14	+ 100.0%
Pending Sales	<p>Q3-2018: 2, Q1-2019: 5, Q3-2019: 5, Q1-2020: 6, Q3-2020: 2, Q1-2021: 3, 2, 1, 6, 3, 6, 8</p>	1	8	+ 700.0%	3	14	+ 366.7%
Closed Sales	<p>Q3-2018: 0, Q1-2019: 4, Q3-2019: 7, Q1-2020: 3, Q3-2020: 6, Q1-2021: 3, 2, 0, 3, 4, 5, 6</p>	0	6	--	2	11	+ 450.0%
Days on Market	<p>Q3-2018: 0, Q1-2019: 73, Q3-2019: 69, Q1-2020: 122, Q3-2020: 65, Q1-2021: 61, 68, 0, 49, 59, 54, 49</p>	--	49	--	68	51	- 25.0%
Median Sales Price	<p>Q3-2018: \$0, Q1-2019: \$129,900, Q3-2019: \$157,000, Q1-2020: \$155,000, Q3-2020: \$134,500, Q1-2021: \$200,000, \$160,000, \$0, \$144,876, \$169,500, \$168,000, \$179,500</p>	--	\$179,500	--	\$160,000	\$175,000	+ 9.4%
Average Sales Price	<p>Q3-2018: \$0, Q1-2019: \$129,900, Q3-2019: \$162,857, Q1-2020: \$200,000, Q3-2020: \$199,333, Q1-2021: \$198,333, \$160,000, \$0, \$198,625, \$185,750, \$163,600, \$185,833</p>	--	\$185,833	--	\$160,000	\$175,727	+ 9.8%
Pct. of Orig. Price Received	<p>Q3-2018: 0.0%, Q1-2019: 97.0%, Q3-2019: 91.0%, Q1-2020: 92.4%, Q3-2020: 97.4%, Q1-2021: 91.5%, 99.1%, 0.0%, 91.7%, 99.1%, 93.1%, 99.4%</p>	--	99.4%	--	99.1%	96.6%	- 2.5%
Housing Affordability Index	<p>Q3-2018: 0, Q1-2019: 268, Q3-2019: 230, Q1-2020: 241, Q3-2020: 287, Q1-2021: 192, 245, 0, 285, 264, 263, 229</p>	--	229	--	251	235	- 6.4%
Inventory of Homes for Sale	<p>Q3-2018: 5, Q1-2019: 6, Q3-2019: 4, Q1-2020: 1, Q3-2020: 3, Q1-2021: 3, 3, 3, 6, 2, 3, 3, 3</p>	6	3	- 50.0%	--	--	--
Months Supply of Inventory	<p>Q3-2018: 3.8, Q1-2019: 3.8, Q3-2019: 2.0, Q1-2020: 0.4, Q3-2020: 1.3, Q1-2021: 1.3, 1.4, 3.8, 0.8, 1.5, 1.5, 1.3</p>	3.8	1.3	- 65.8%	--	--	--

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.

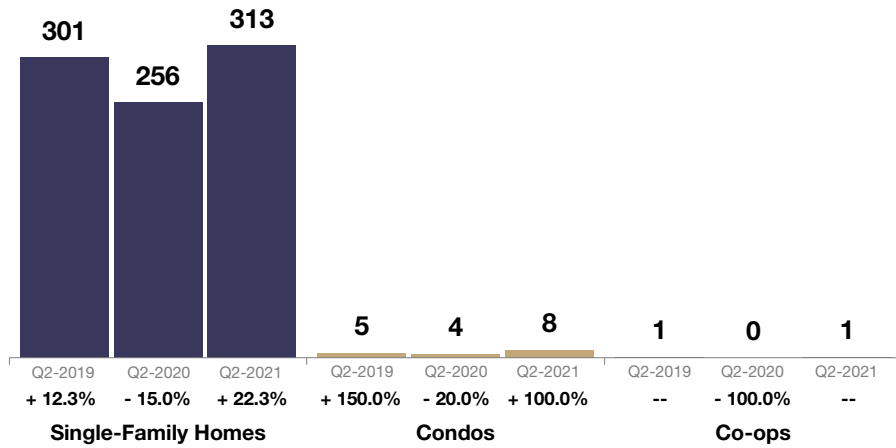


Key Metrics	Historical Sparkbars	Q2-2020	Q2-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		0	1	--	0	3	--
Pending Sales		0	1	--	1	2	+ 100.0%
Closed Sales		0	0	--	1	1	0.0%
Days on Market		--	--	--	113	93	- 17.7%
Median Sales Price		--	--	--	\$112,500	\$98,500	- 12.4%
Average Sales Price		--	--	--	\$112,500	\$98,500	- 12.4%
Pct. of Orig. Price Received		--	--	--	96.2%	78.8%	- 18.1%
Housing Affordability Index		--	--	--	--	--	--
Inventory of Homes for Sale		1	0	- 100.0%	--	--	--
Months Supply of Inventory		1.0	--	--	--	--	--

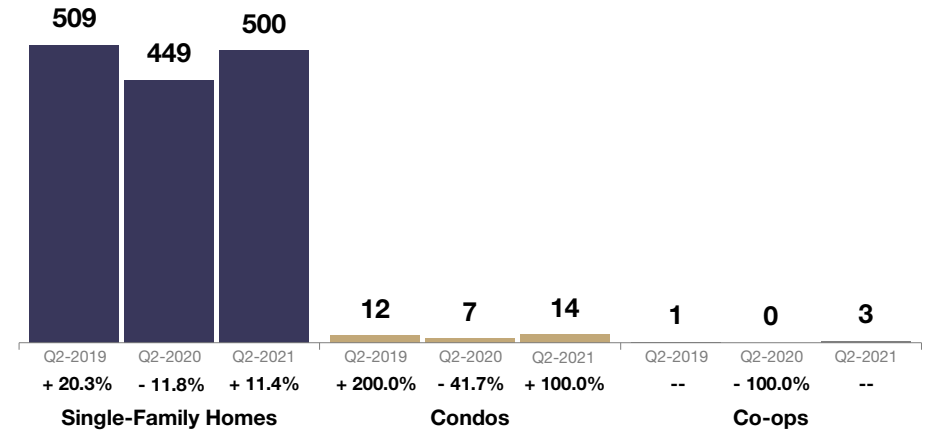
New Listings

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

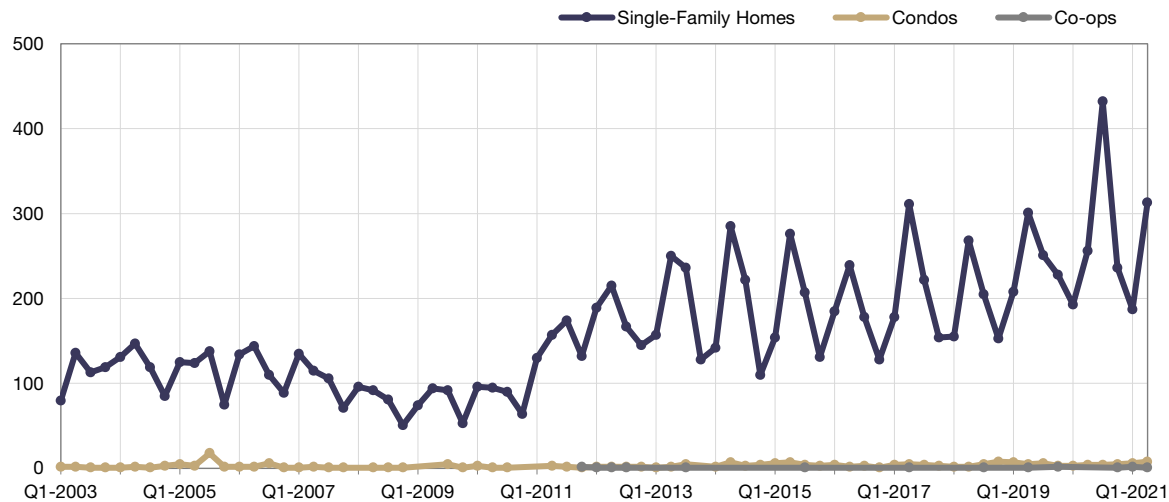
Q2-2021



Year to Date



Historical New Listings by Quarter



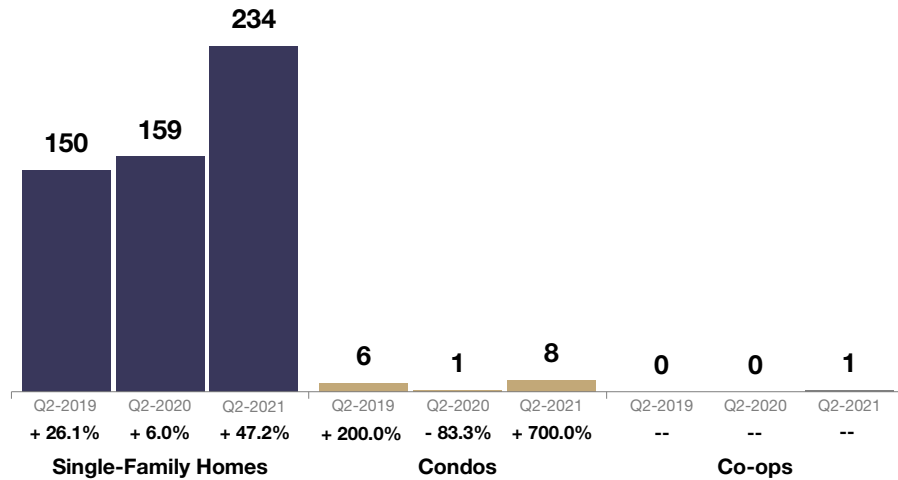
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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
Q1-2021	187	6	2
Q2-2021	313	8	1

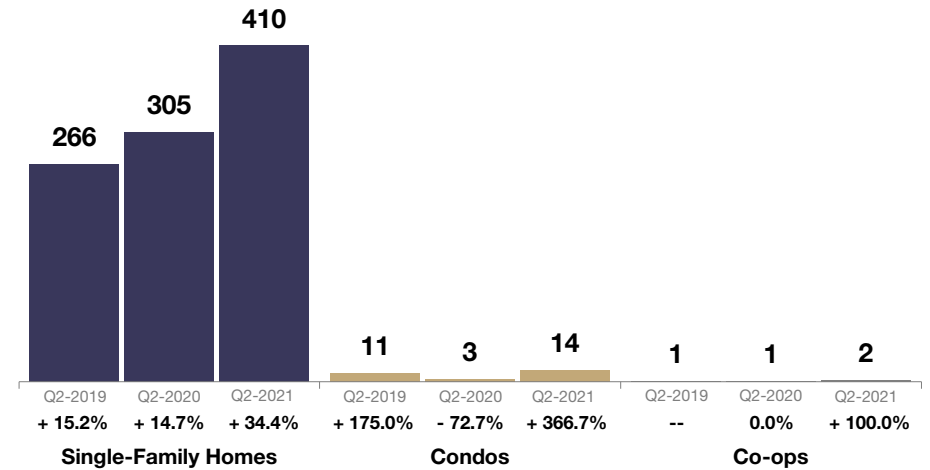
Pending Sales

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

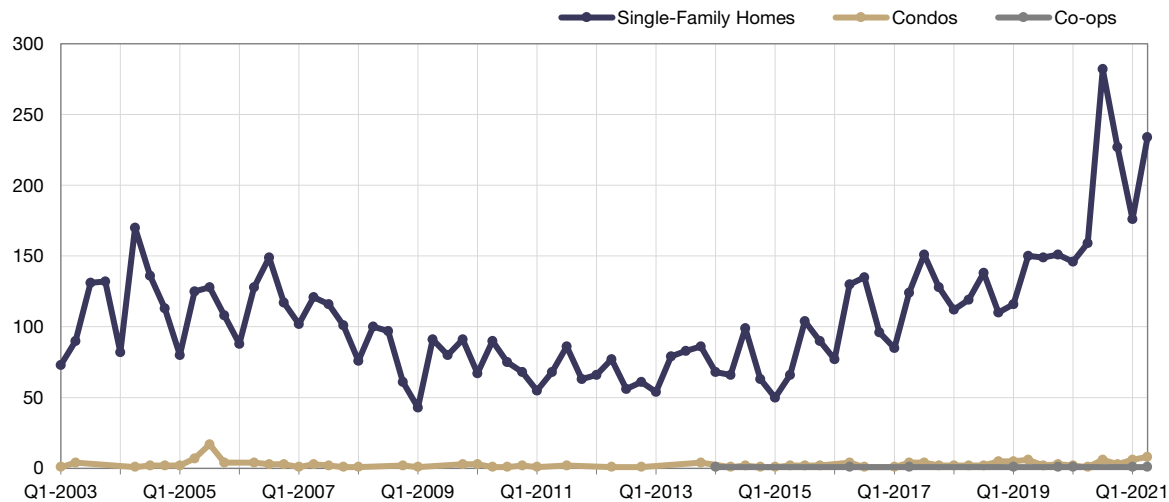
Q2-2021



Year to Date



Historical Pending Sales by Quarter



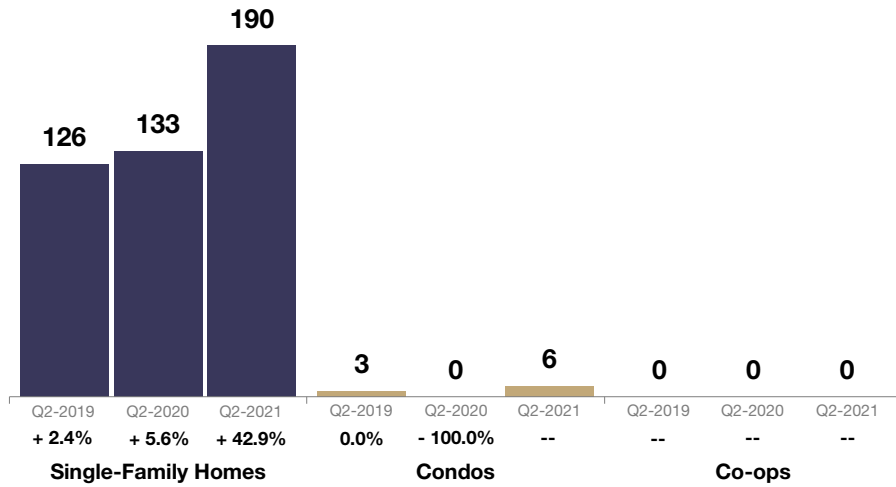
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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	146	2	1
Q2-2020	159	1	0
Q3-2020	282	6	0
Q4-2020	227	3	0
Q1-2021	176	6	1
Q2-2021	234	8	1

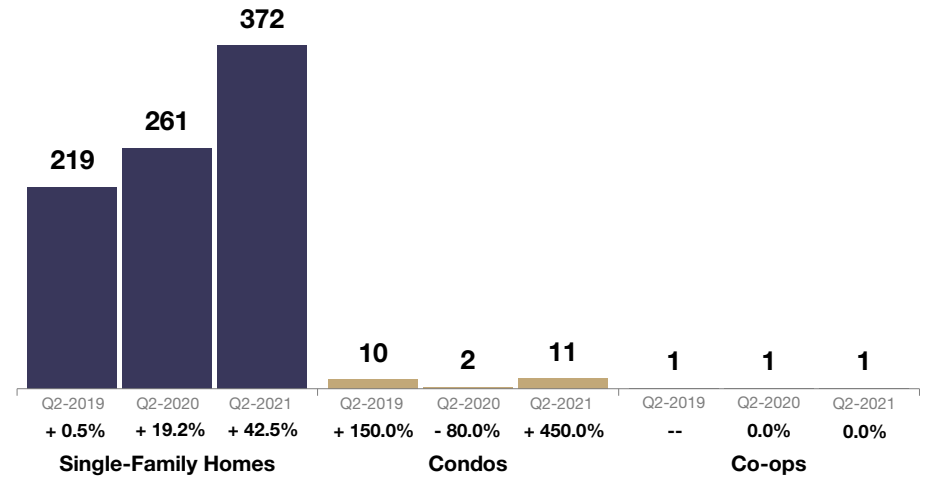
Closed Sales

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

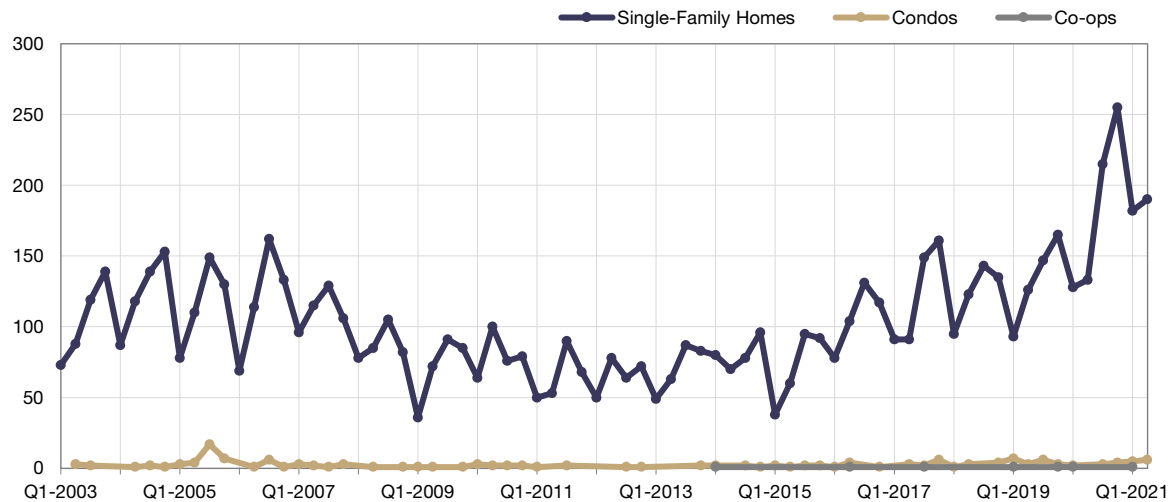
Q2-2021



Year to Date



Historical Closed Sales by Quarter



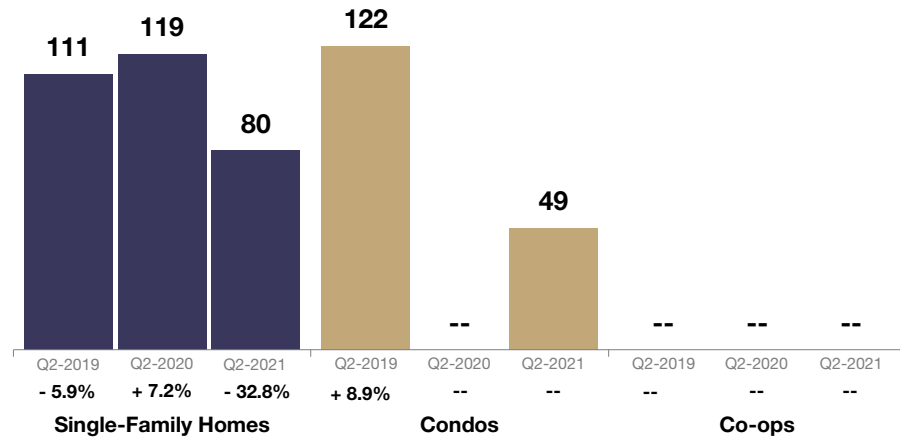
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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	215	3	0
Q4-2020	255	4	0
Q1-2021	182	5	1
Q2-2021	190	6	0

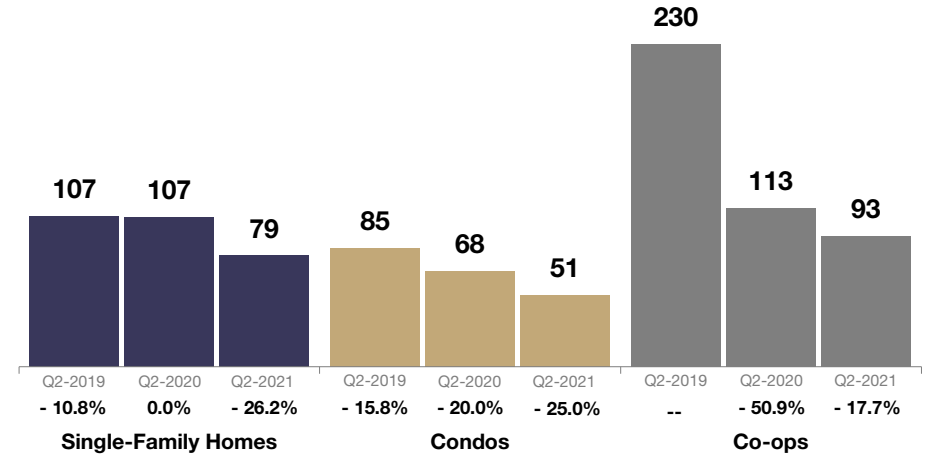
Days on Market Until Sale

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

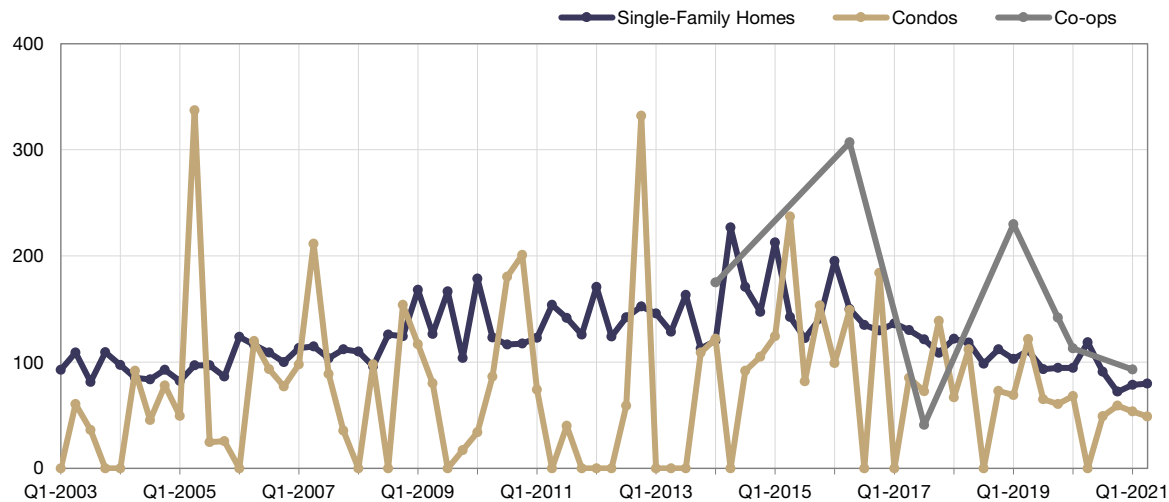
Q2-2021



Year to Date



Historical Days on Market Until Sale by Quarter



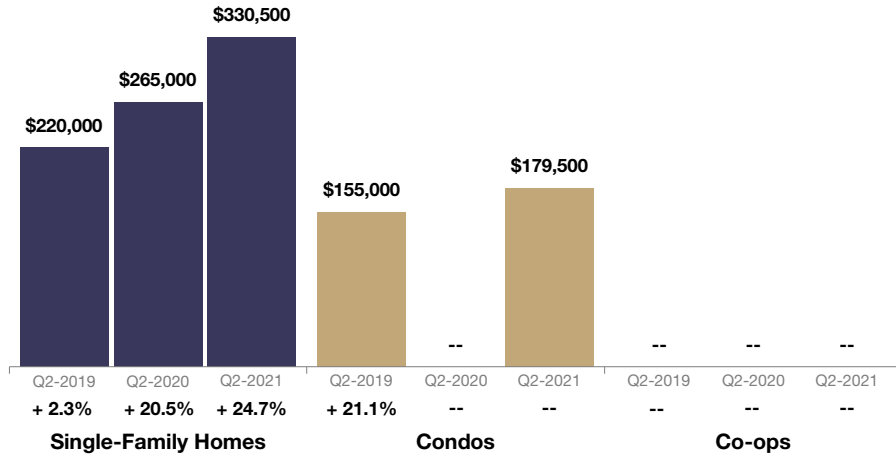
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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	--
Q1-2021	79	54	93
Q2-2021	80	49	--

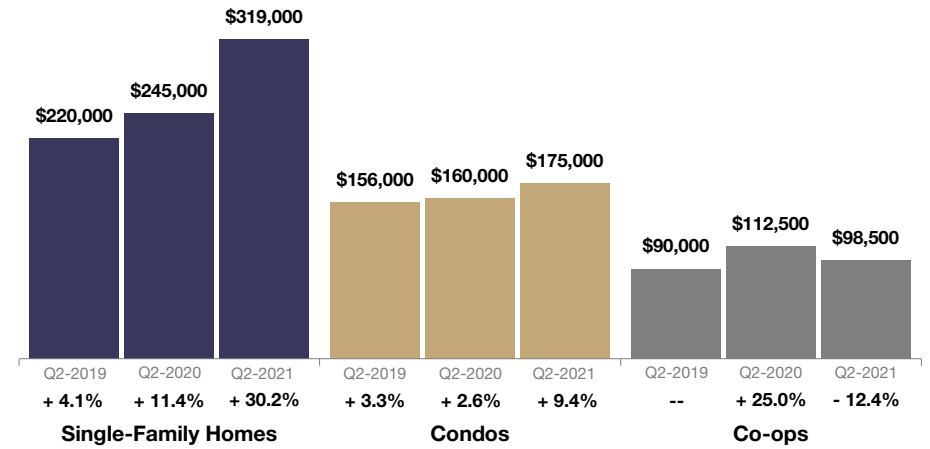
Median Sales Price

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

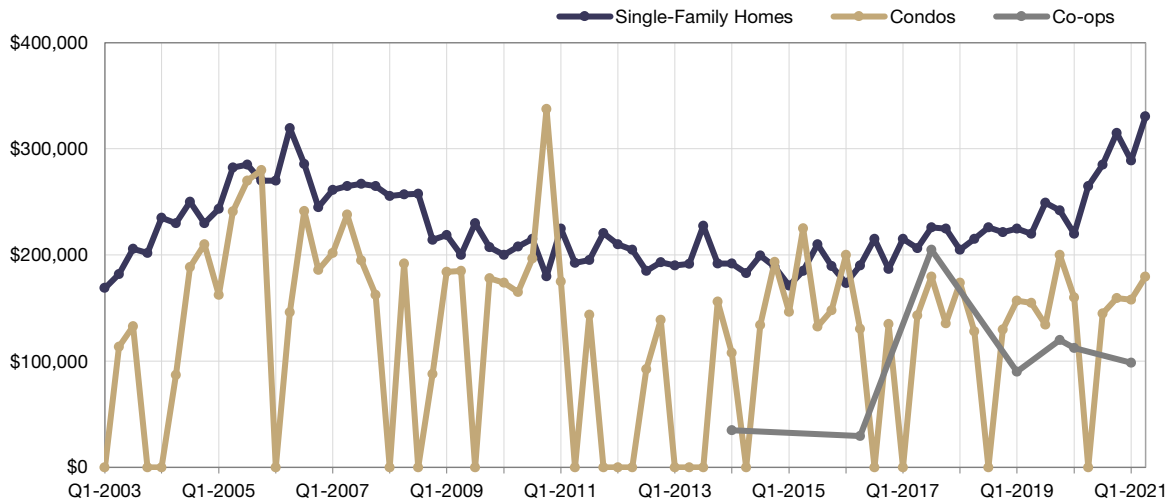
Q2-2021



Year to Date



Historical Median Sales Price by Quarter



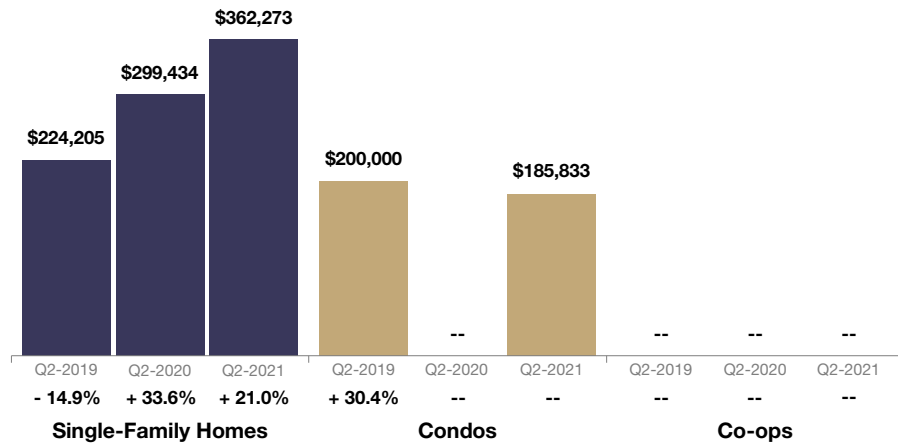
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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	\$285,000	\$144,876	--
Q4-2020	\$315,000	\$159,500	--
Q1-2021	\$289,000	\$158,000	\$98,500
Q2-2021	\$330,500	\$179,500	--

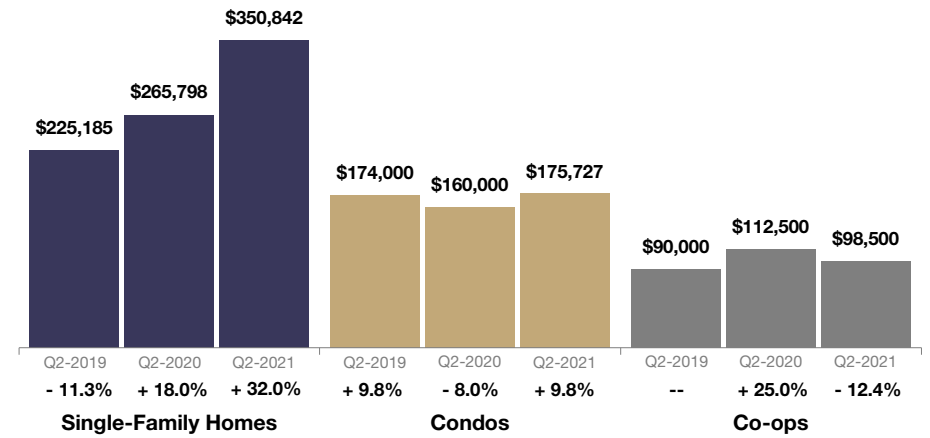
Average Sales Price

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

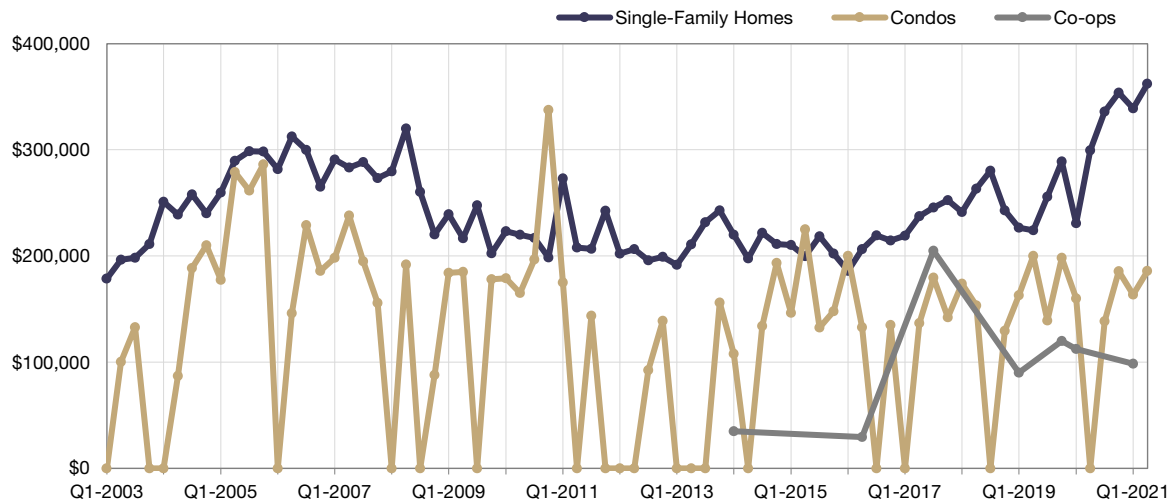
Q2-2021



Year to Date



Historical Average Sales Price by Quarter



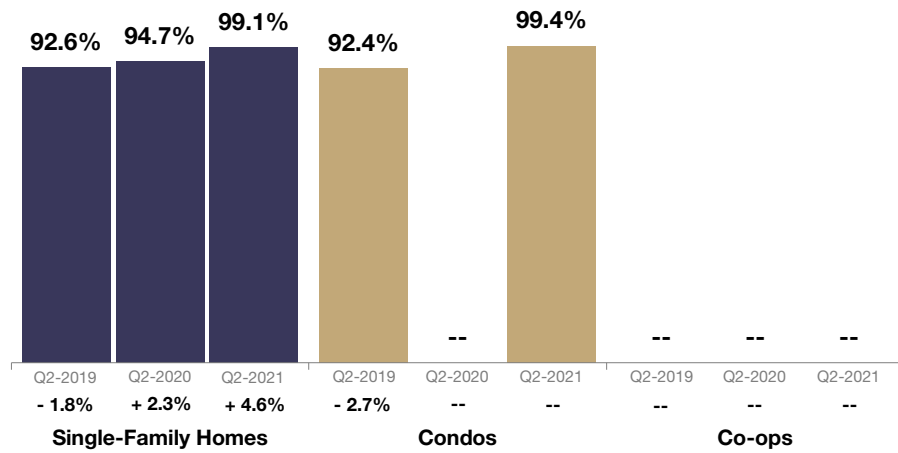
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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	\$299,434	--	--
Q3-2020	\$335,967	\$138,625	--
Q4-2020	\$353,782	\$185,750	--
Q1-2021	\$338,908	\$163,600	\$98,500
Q2-2021	\$362,273	\$185,833	--

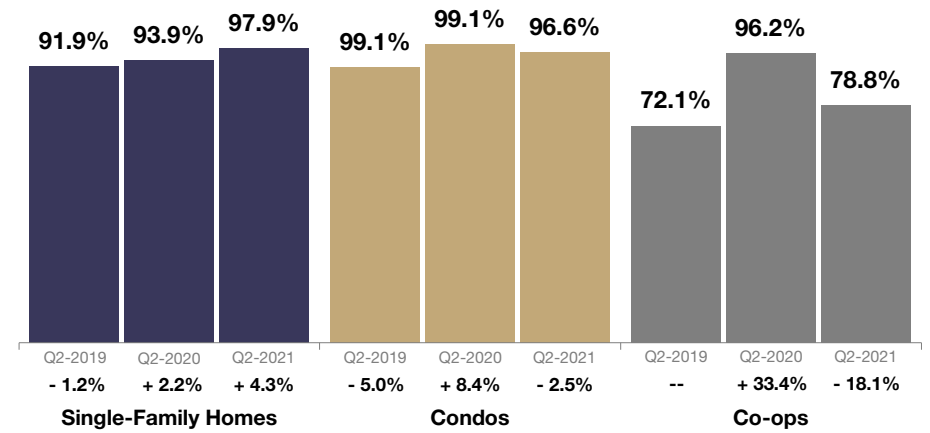
Percent of Original List Price Received

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.

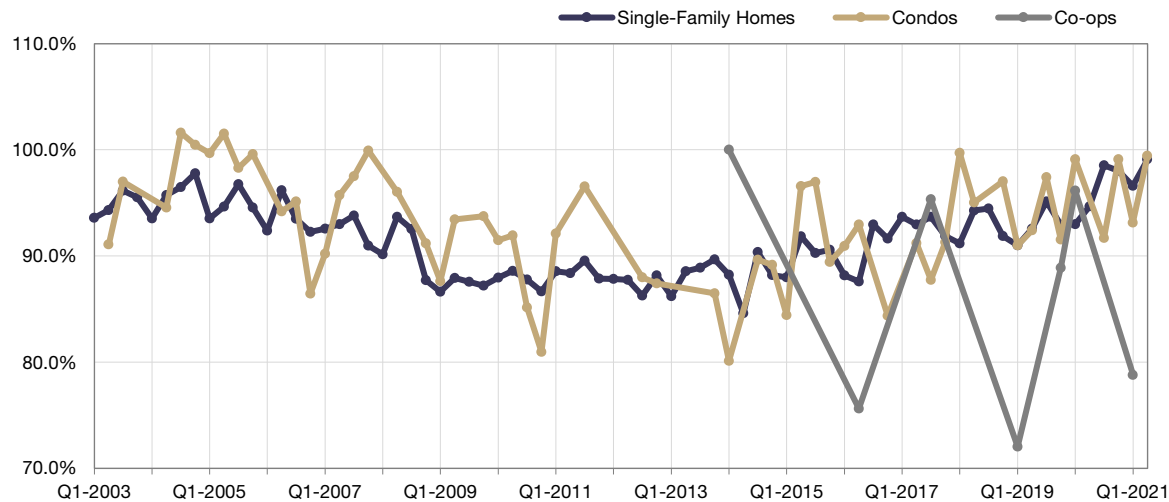
Q2-2021



Year to Date



Historical Percent of Original List Price Received by Quarter



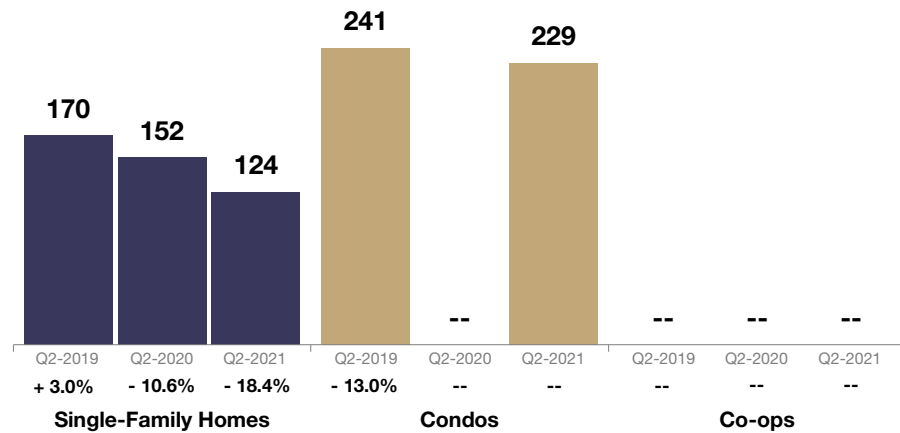
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2018	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%	--
Q1-2021	96.6%	93.1%	78.8%
Q2-2021	99.1%	99.4%	--

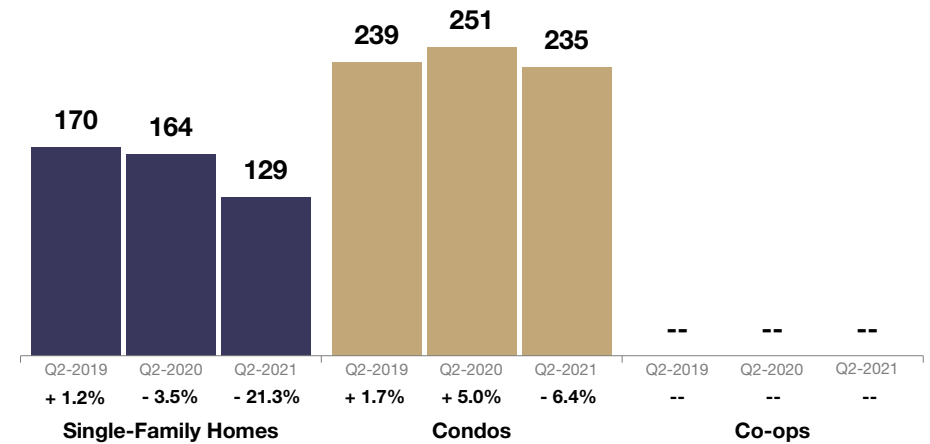
Housing Affordability Index

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.

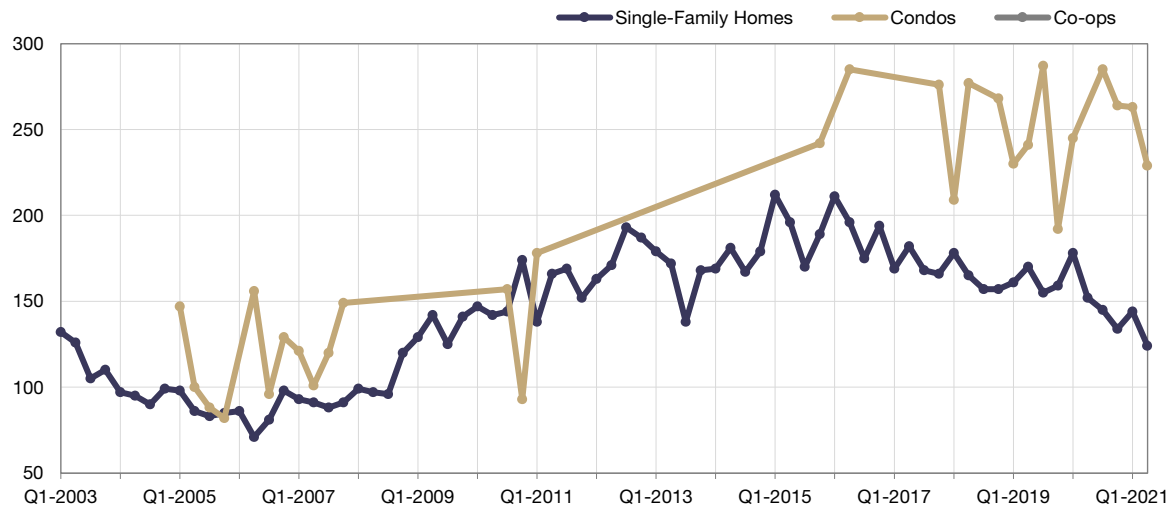
Q2-2021



Year to Date



Historical Housing Affordability Index by Quarter



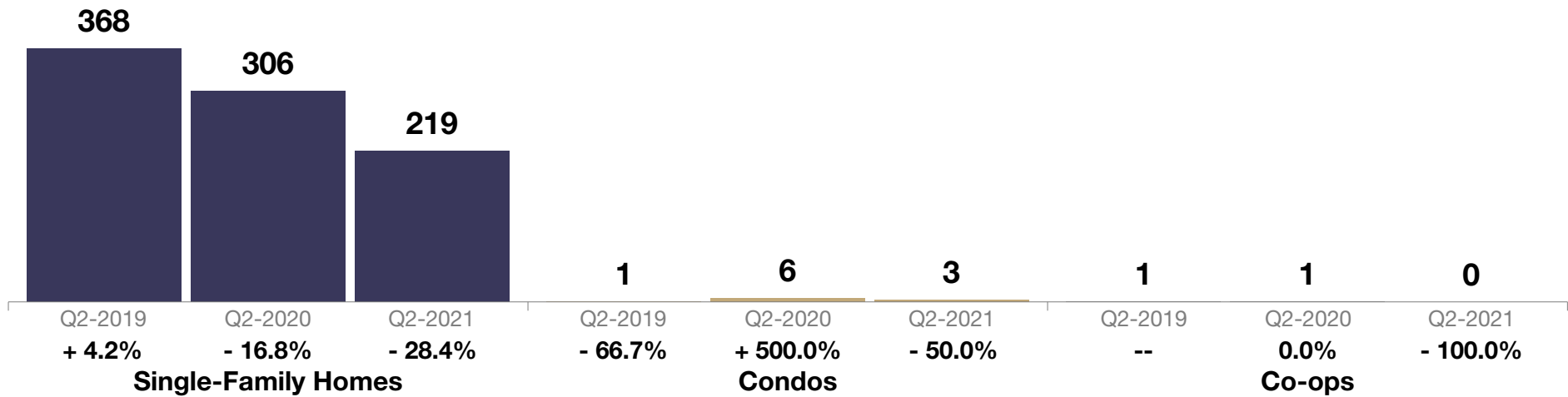
Quarter	Single-Family Homes	Condos	Co-ops
Q3-2018	157	--	--
Q4-2018	157	268	--
Q1-2019	161	230	--
Q2-2019	170	241	--
Q3-2019	155	287	--
Q4-2019	159	192	--
Q1-2020	178	245	--
Q2-2020	152	--	--
Q3-2020	145	285	--
Q4-2020	134	264	--
Q1-2021	144	263	--
Q2-2021	124	229	--

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

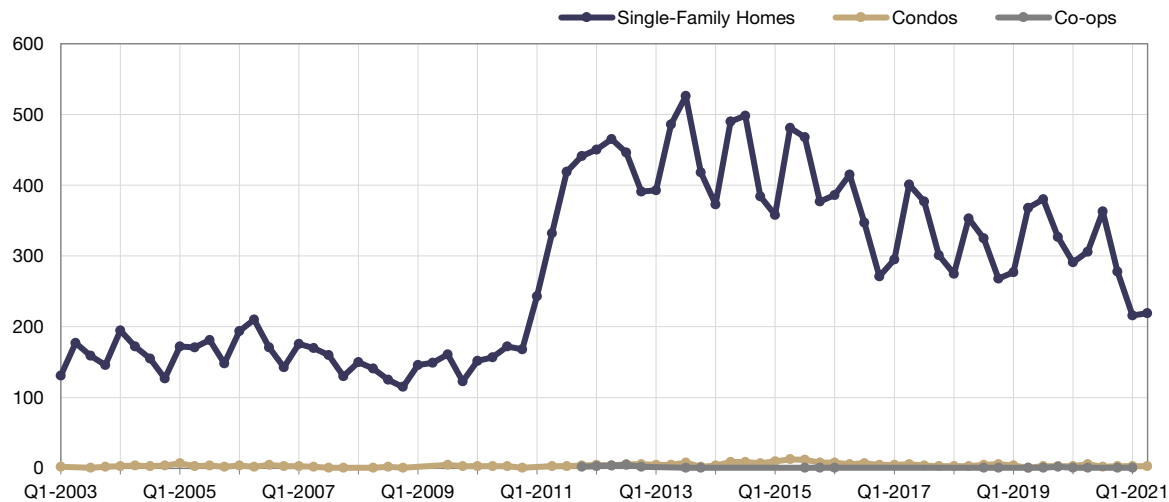
Inventory of Homes for Sale

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

Q2-2021



Historical Inventory of Homes for Sale by Quarter



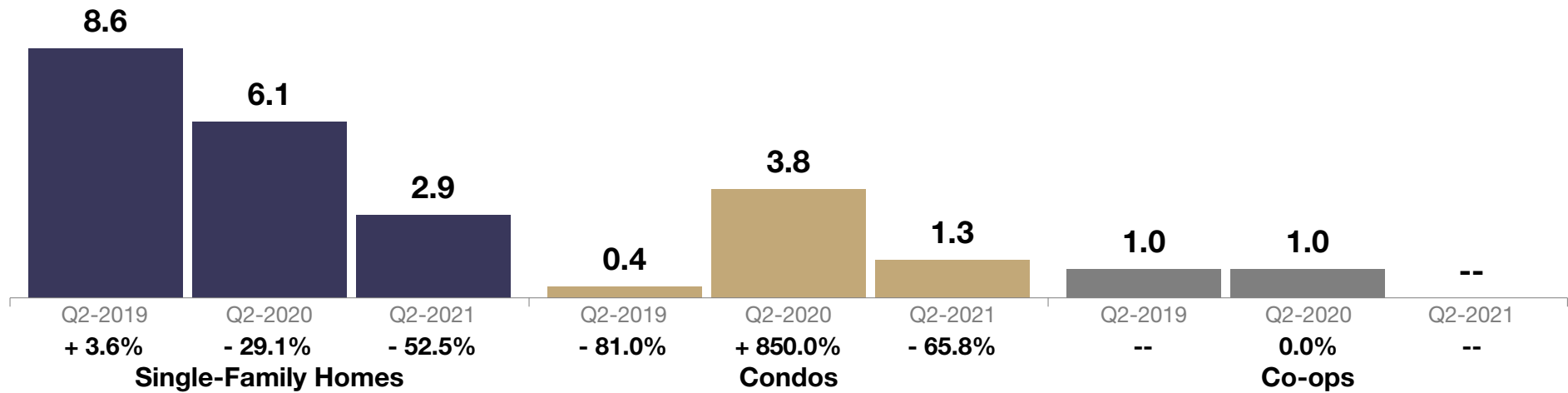
Quarter	Single-Family Homes	Condos	Co-ops
Q3-2018	325	5	1
Q4-2018	268	6	1
Q1-2019	277	4	0
Q2-2019	368	1	1
Q3-2019	380	3	1
Q4-2019	327	3	2
Q1-2020	291	3	1
Q2-2020	306	6	1
Q3-2020	363	2	0
Q4-2020	278	3	1
Q1-2021	216	3	1
Q2-2021	219	3	0

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

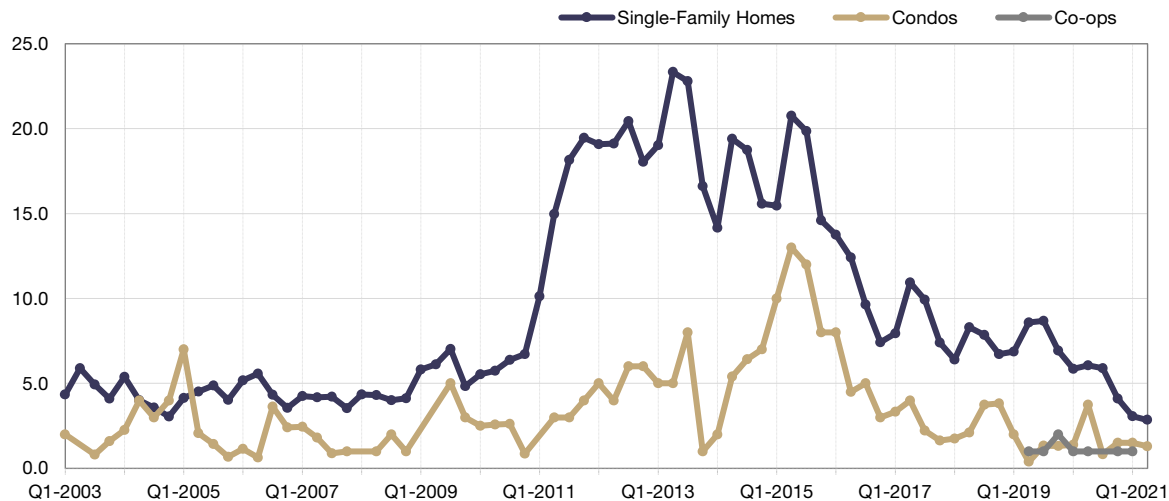
Months Supply of Inventory

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.

Q2-2021



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
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	5.9	1.4	1.0
Q2-2020	6.1	3.8	1.0
Q3-2020	5.9	0.8	--
Q4-2020	4.1	1.5	1.0
Q1-2021	3.1	1.5	1.0
Q2-2021	2.9	1.3	--

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	Q2-2020	Q2-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings	<p>211, 161, 215, 307, 257, 233, 196, 260, 436, 242, 195, 322</p> <p>Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021</p>	260	322	+ 23.8%	456	517	+ 13.4%
Pending Sales	<p>140, 115, 122, 156, 151, 155, 149, 160, 288, 230, 183, 243</p> <p>Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021</p>	160	243	+ 51.9%	309	426	+ 37.9%
Closed Sales	<p>143, 139, 101, 129, 153, 169, 131, 133, 218, 259, 188, 196</p> <p>Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021</p>	133	196	+ 47.4%	264	384	+ 45.5%
Days on Market	<p>99, 111, 102, 111, 92, 94, 94, 119, 90, 72, 78, 79</p> <p>Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021</p>	119	79	- 33.6%	107	78	- 27.1%
Median Sales Price	<p>\$226,000, \$220,000, \$212,167, \$219,965, \$245,000, \$240,000, \$215,000, \$265,000, \$282,500, \$313,500, \$284,100, \$327,450</p> <p>Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021</p>	\$265,000	\$327,450	+ 23.6%	\$240,000	\$314,575	+ 31.1%
Average Sales Price	<p>\$280,099, \$239,703, \$220,696, \$223,638, \$251,207, \$286,403, \$228,863, \$289,434, \$333,252, \$351,167, \$332,967, \$356,872</p> <p>Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021</p>	\$299,434	\$356,872	+ 19.2%	\$264,416	\$345,169	+ 30.5%
Pct. of Orig. Price Received	<p>94.5%, 92.0%, 90.8%, 92.6%, 95.2%, 92.9%, 93.1%, 94.7%, 98.4%, 98.0%, 96.4%, 99.1%</p> <p>Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021</p>	94.7%	99.1%	+ 4.6%	93.9%	97.8%	+ 4.2%
Housing Affordability Index	<p>157, 158, 170, 170, 157, 160, 182, 152, 146, 134, 146, 126</p> <p>Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021</p>	152	126	- 17.1%	167	131	- 21.6%
Inventory of Homes for Sale	<p>331, 275, 281, 370, 384, 332, 295, 313, 365, 282, 220, 222</p> <p>Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021</p>	313	222	- 29.1%	--	--	--
Months Supply of Inventory	<p>7.9, 6.7, 6.8, 8.3, 8.5, 6.8, 5.8, 6.1, 5.8, 4.1, 3.1, 2.8</p> <p>Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021</p>	6.1	2.8	- 54.1%	--	--	--