

# Quarterly Indicators

## Ulster County



### Q4-2021

Q4 picked up where last quarter left off to finish the year strong, capping a record-breaking year for the real estate industry. Nationally, existing home sales grew month after month this quarter, despite rising sales prices and increasing mortgage interest rates, as buyers move to lock in their home purchases before the end of the year. New listings have also increased, albeit slowly, and builders are working steadily to add much needed supply to an ultra-competitive housing environment.

- Single-Family Closed Sales were down 16.9 percent to 212.
- Condos Closed Sales remained flat at 4.
- Co-ops Closed Sales finished the month at 0.
  
- Single-Family Median Sales Price increased 21.7 percent to \$383,400.
- Condos Median Sales Price increased 56.3 percent to \$249,250.
- Co-ops Median Sales Price ended the month at --.

The Federal Reserve recently announced the tapering of their bond buying program, set to end in March 2022, with a series of interest rate increases to follow. Lawrence Yun, chief economist at the National Association of REALTORS®, expects mortgage interest rates will reach 3.7% by the end of 2022, and high sales prices, coupled with increasing down payment amounts, will further decrease affordability, which may leave many first-time home buyers unable to compete. But rising interest rates may also serve to help cool buyer demand, which would likely mean a greater selection of homes for potential buyers.

### Quarterly Snapshot

**- 16.6%**    **- 29.7%**    **+ 19.0%**

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
- 16.6%	- 29.7%	+ 19.0%

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	Q4-2020	Q4-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
<b>New Listings</b>	<p>Q1-2019: 208, Q3-2019: 251, Q1-2020: 193, Q3-2020: 432, Q1-2021: 187, Q3-2021: 197</p>	236	<b>197</b>	- 16.5%	1,117	<b>1,018</b>	- 8.9%
<b>Pending Sales</b>	<p>Q1-2019: 116, Q3-2019: 149, Q1-2020: 146, Q3-2020: 278, Q1-2021: 174, Q3-2021: 233</p>	223	<b>233</b>	+ 4.5%	807	<b>824</b>	+ 2.1%
<b>Closed Sales</b>	<p>Q1-2019: 93, Q3-2019: 147, Q1-2020: 128, Q3-2020: 215, Q1-2021: 183, Q3-2021: 212</p>	255	<b>212</b>	- 16.9%	731	<b>806</b>	+ 10.3%
<b>Days on Market</b>	<p>Q1-2019: 103, Q3-2019: 93, Q1-2020: 95, Q3-2020: 91, Q1-2021: 79, Q3-2021: 60</p>	72	<b>60</b>	- 16.7%	90	<b>66</b>	- 26.7%
<b>Median Sales Price</b>	<p>Q1-2019: \$224,761, Q3-2019: \$249,100, Q1-2020: \$219,950, Q3-2020: \$265,000, Q1-2021: \$289,000, Q3-2021: \$372,244</p>	\$315,000	<b>\$383,400</b>	+ 21.7%	\$277,000	<b>\$345,000</b>	+ 24.5%
<b>Average Sales Price</b>	<p>Q1-2019: \$226,517, Q3-2019: \$255,774, Q1-2020: \$230,848, Q3-2020: \$335,967, Q1-2021: \$337,395, Q3-2021: \$469,335</p>	\$353,782	<b>\$469,335</b>	+ 32.7%	\$317,128	<b>\$394,458</b>	+ 24.4%
<b>Pct. of Orig. Price Received</b>	<p>Q1-2019: 91.0%, Q3-2019: 95.1%, Q1-2020: 93.0%, Q3-2020: 98.5%, Q1-2021: 96.5%, Q3-2021: 101.6%</p>	98.0%	<b>97.1%</b>	- 0.9%	96.7%	<b>98.6%</b>	+ 2.0%
<b>Housing Affordability Index</b>	<p>Q1-2019: 170, Q3-2019: 164, Q1-2020: 190, Q3-2020: 155, Q1-2021: 143, Q3-2021: 125</p>	142	<b>125</b>	- 12.0%	162	<b>138</b>	- 14.8%
<b>Inventory of Homes for Sale</b>	<p>Q1-2019: 277, Q3-2019: 380, Q1-2020: 291, Q3-2020: 363, Q1-2021: 218, Q3-2021: 198</p>	279	<b>198</b>	- 29.0%	--	<b>--</b>	--
<b>Months Supply of Inventory</b>	<p>Q1-2019: 6.9, Q3-2019: 8.7, Q1-2020: 5.9, Q3-2020: 5.9, Q1-2021: 3.1, Q3-2021: 2.9</p>	4.1	<b>2.9</b>	- 29.3%	--	<b>--</b>	--

# 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	Q4-2020	Q4-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
<b>New Listings</b>		5	1	- 80.0%	16	20	+ 25.0%
<b>Pending Sales</b>		3	3	0.0%	12	20	+ 66.7%
<b>Closed Sales</b>		4	4	0.0%	9	21	+ 133.3%
<b>Days on Market</b>		59	71	+ 20.3%	58	50	- 13.8%
<b>Median Sales Price</b>		\$159,500	\$249,250	+ 56.3%	\$149,000	\$180,000	+ 20.8%
<b>Average Sales Price</b>		\$185,750	\$220,125	+ 18.5%	\$164,320	\$189,933	+ 15.6%
<b>Pct. of Orig. Price Received</b>		99.1%	101.7%	+ 2.6%	96.6%	98.3%	+ 1.8%
<b>Housing Affordability Index</b>		281	192	- 31.7%	301	265	- 12.0%
<b>Inventory of Homes for Sale</b>		3	1	- 66.7%	--	--	--
<b>Months Supply of Inventory</b>		1.5	0.5	- 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.

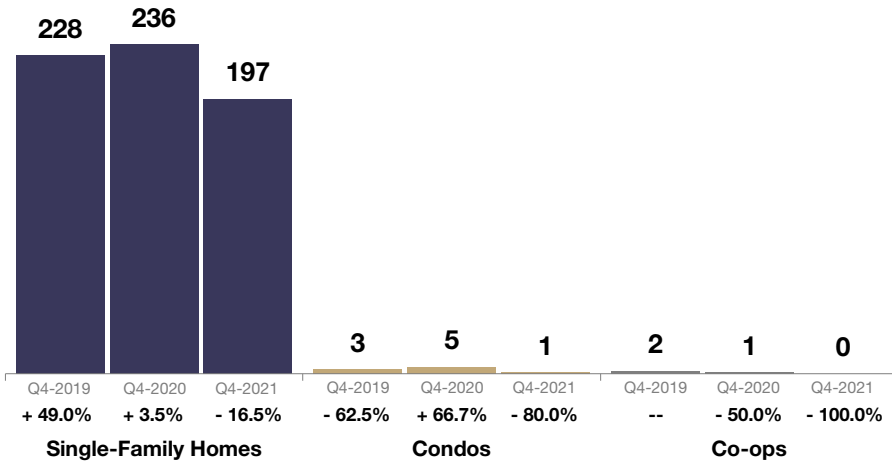


Key Metrics	Historical Sparkbars	Q4-2020	Q4-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
<b>New Listings</b>		1	0	- 100.0%	1	3	+ 200.0%
<b>Pending Sales</b>		0	0	--	1	2	+ 100.0%
<b>Closed Sales</b>		0	0	--	1	2	+ 100.0%
<b>Days on Market</b>		--	--	--	113	102	- 9.7%
<b>Median Sales Price</b>		--	--	--	\$112,500	\$89,250	- 20.7%
<b>Average Sales Price</b>		--	--	--	\$112,500	\$89,250	- 20.7%
<b>Pct. of Orig. Price Received</b>		--	--	--	96.2%	79.4%	- 17.5%
<b>Housing Affordability Index</b>		--	--	--	--	--	--
<b>Inventory of Homes for Sale</b>		1	0	- 100.0%	--	--	--
<b>Months Supply of Inventory</b>		1.0	--	--	--	--	--

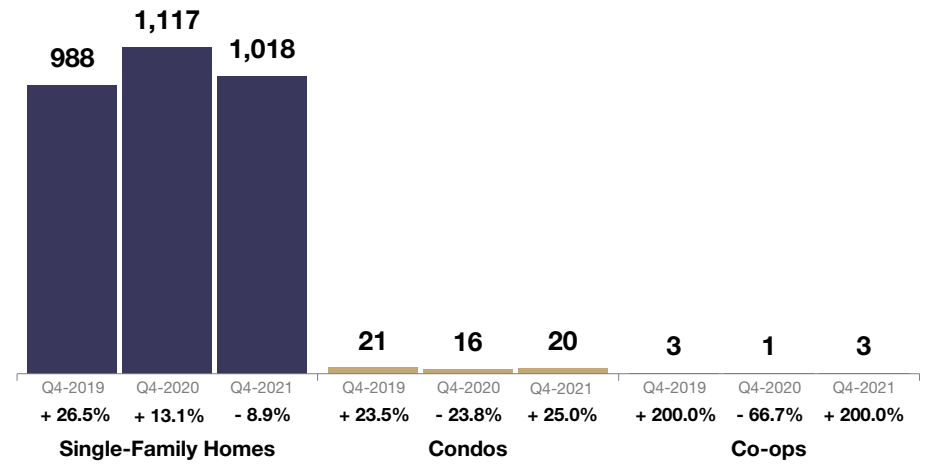
# New Listings

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

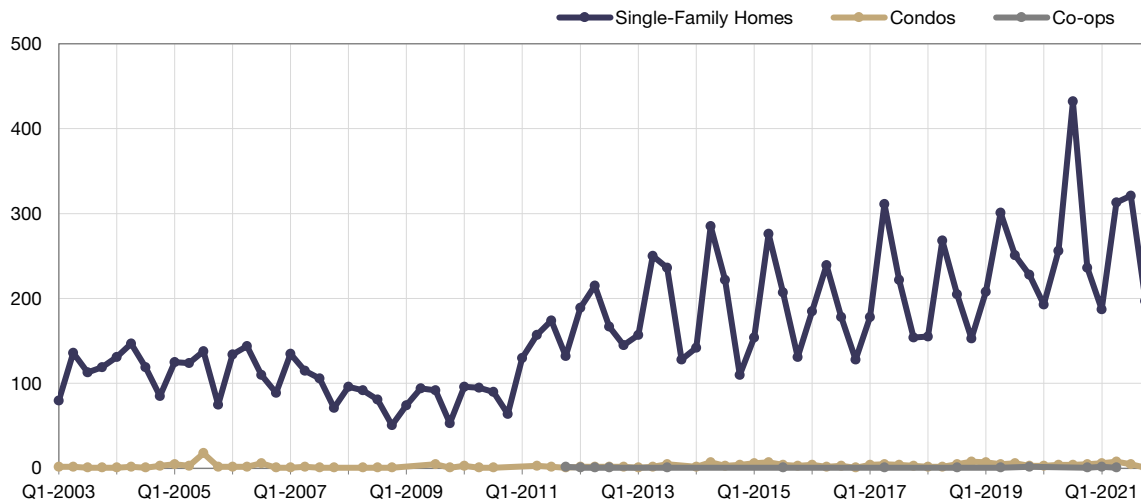
## Q4-2021



## Year to Date



## Historical New Listings by Quarter



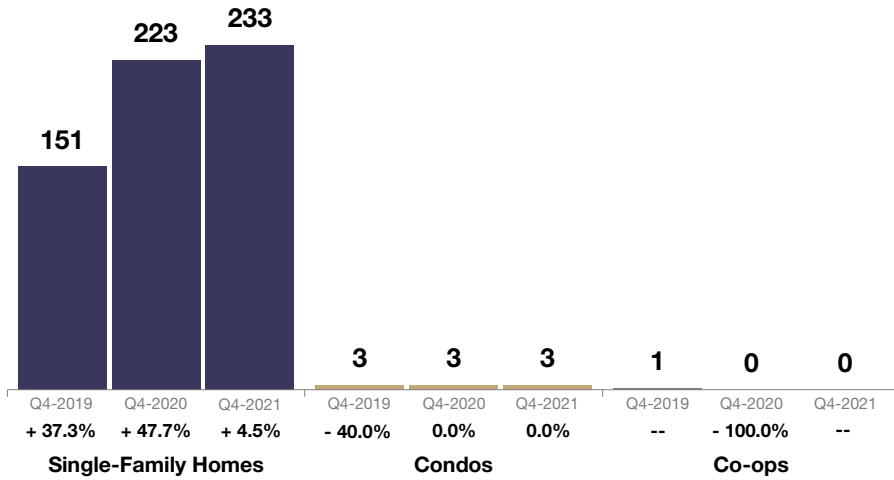
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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
Q3-2021	321	5	0
<b>Q4-2021</b>	<b>197</b>	<b>1</b>	<b>0</b>

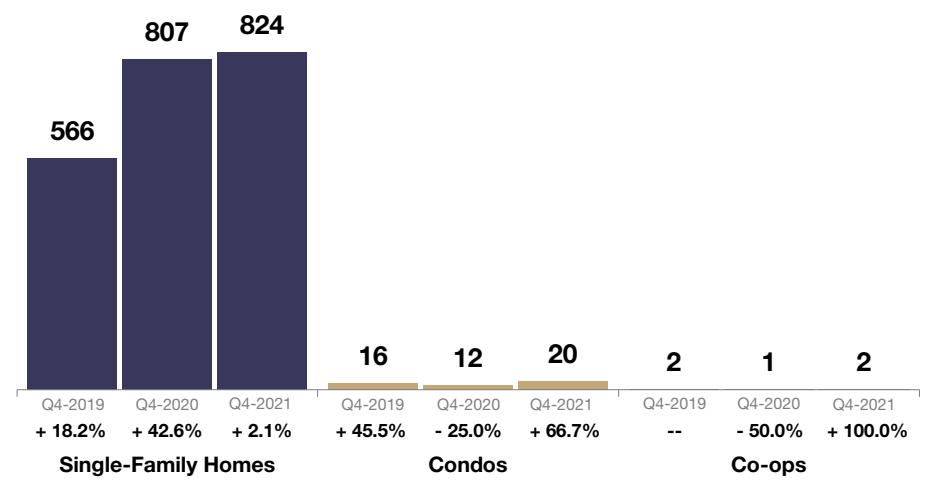
# Pending Sales

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

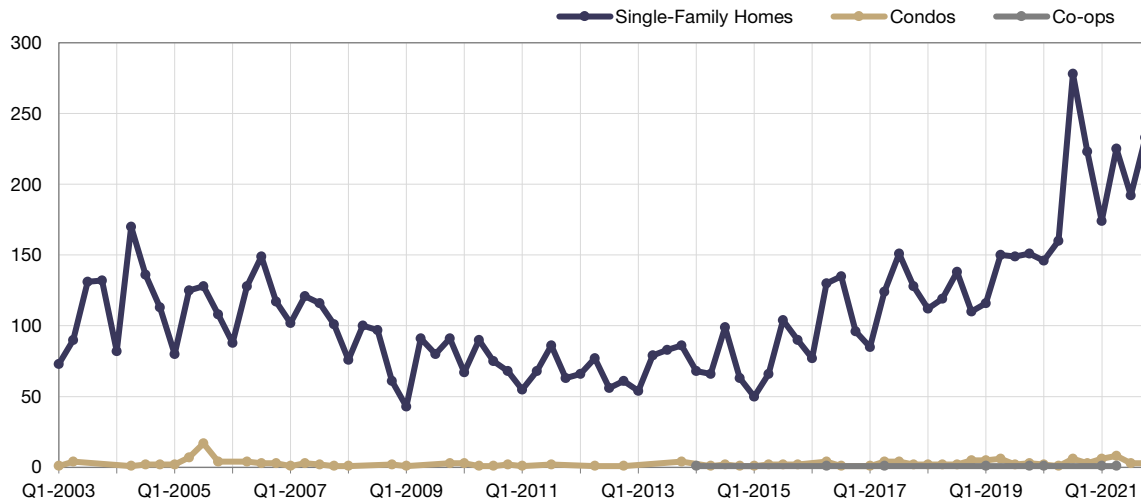
## Q4-2021



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## Historical Pending Sales by Quarter



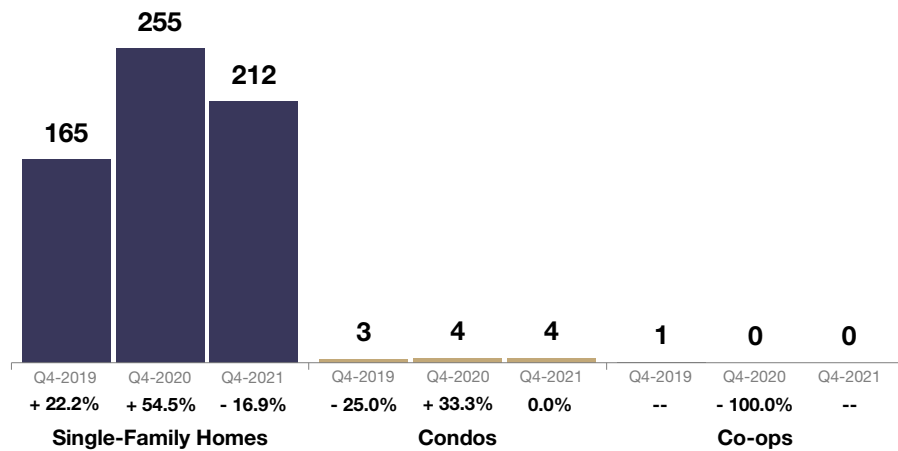
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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	160	1	0
Q3-2020	278	6	0
Q4-2020	223	3	0
Q1-2021	174	6	1
Q2-2021	225	8	1
Q3-2021	192	3	0
<b>Q4-2021</b>	<b>233</b>	<b>3</b>	<b>0</b>

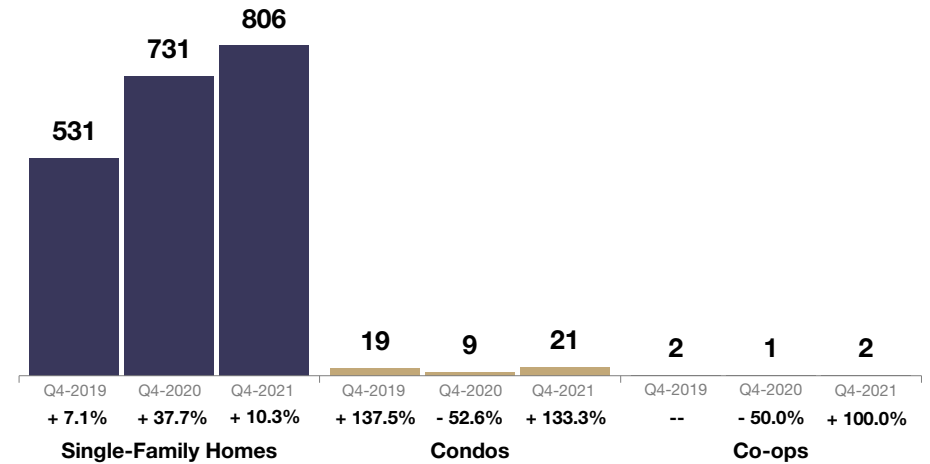
# Closed Sales

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

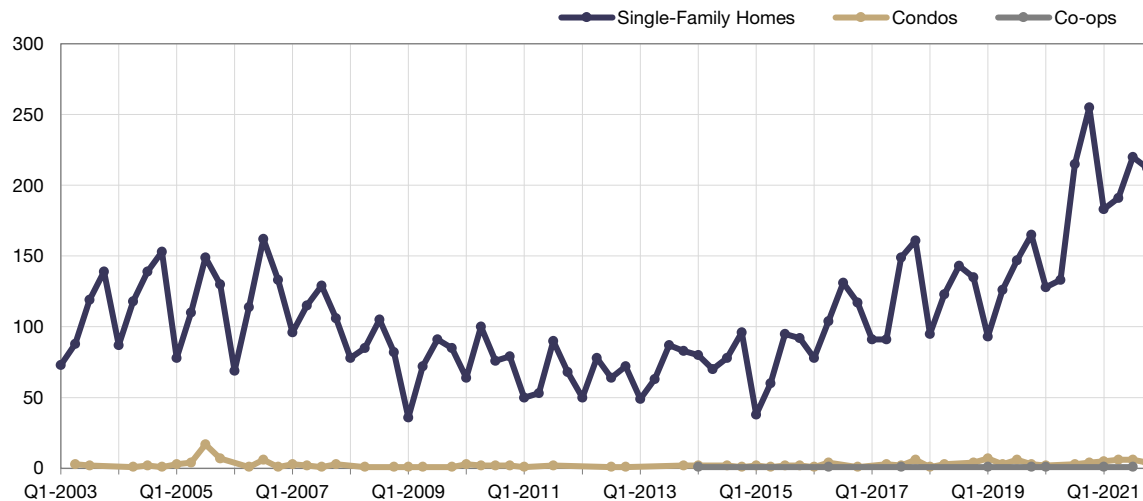
## Q4-2021



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## Historical Closed Sales by Quarter



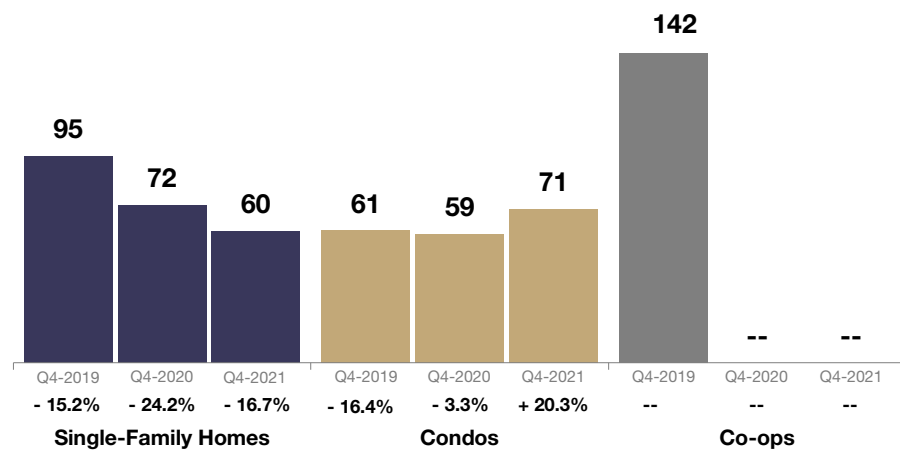
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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	183	5	1
Q2-2021	191	6	0
Q3-2021	220	6	1
<b>Q4-2021</b>	<b>212</b>	<b>4</b>	<b>0</b>

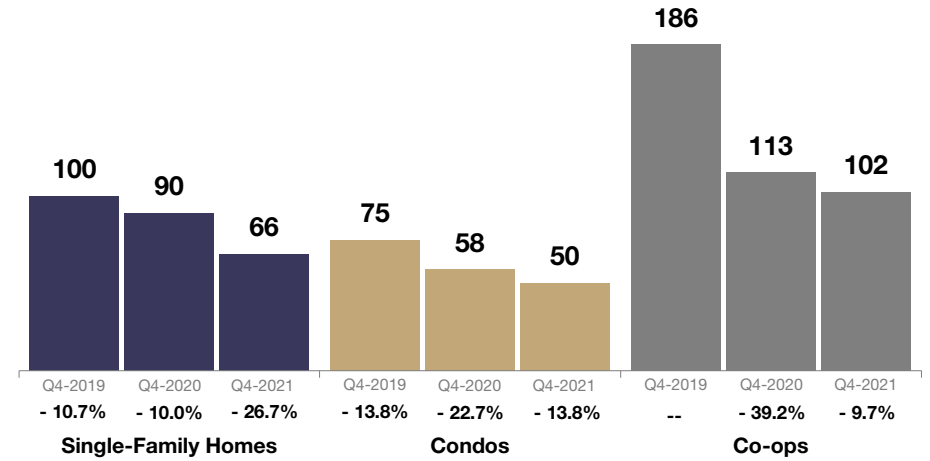
# Days on Market Until Sale

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

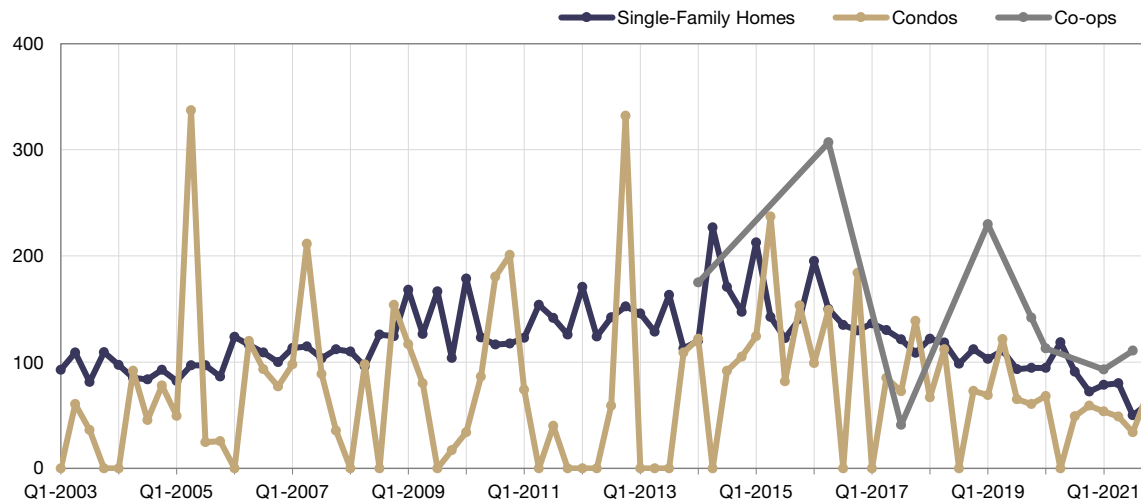
## Q4-2021



## Year to Date



## Historical Days on Market Until Sale by Quarter



Quarter	Single-Family Homes	Condos	Co-ops
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	--
Q3-2021	50	34	111
<b>Q4-2021</b>	<b>60</b>	<b>71</b>	<b>--</b>

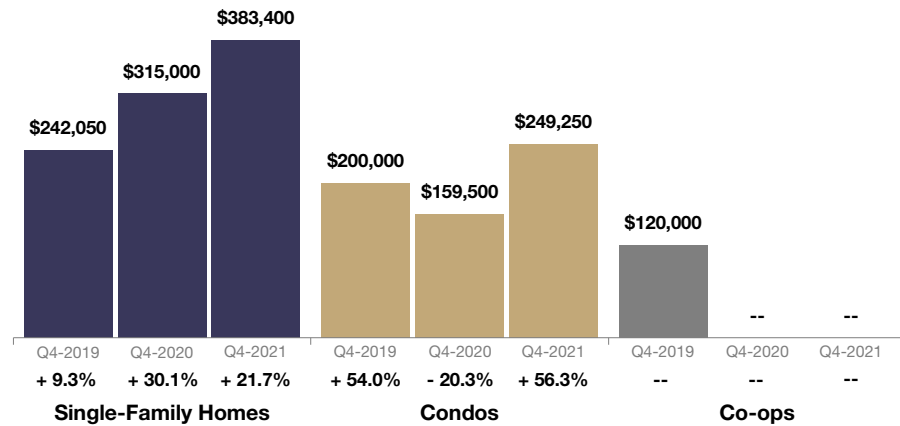
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.



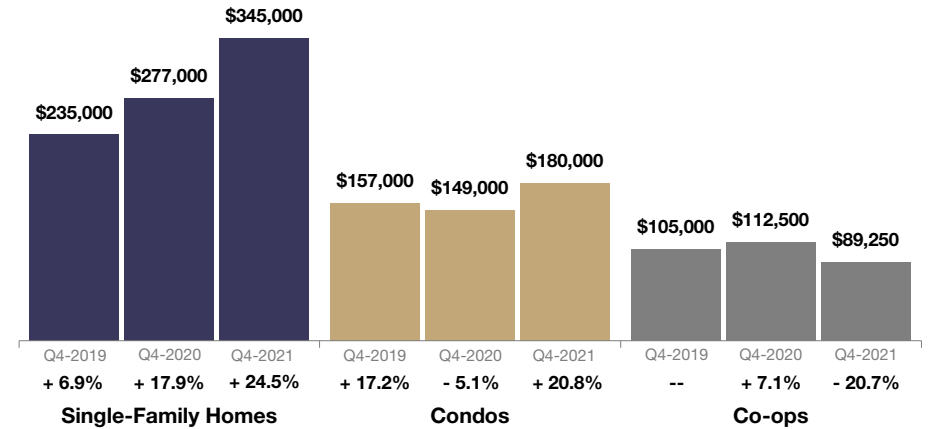
# Median Sales Price

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

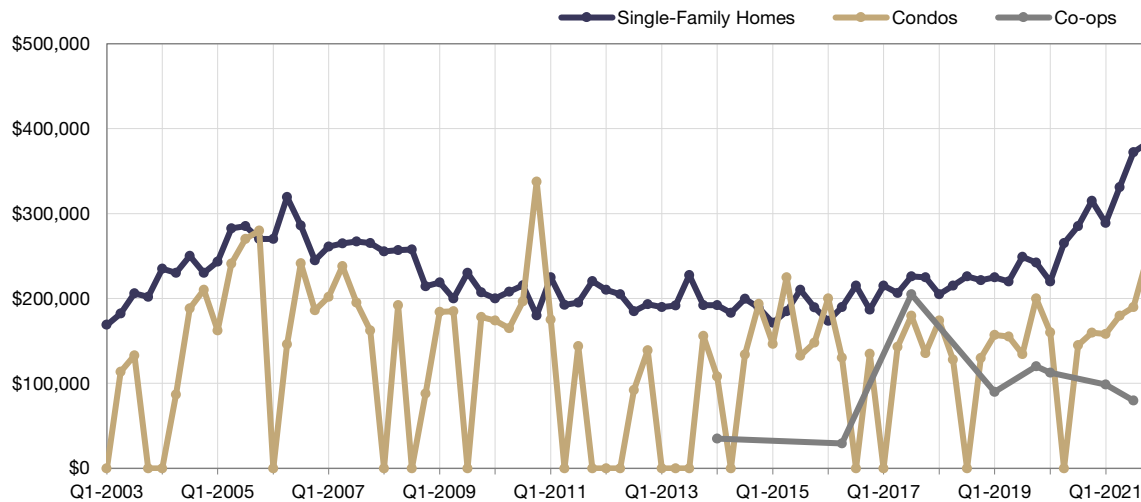
## Q4-2021



## Year to Date



## Historical Median Sales Price by Quarter



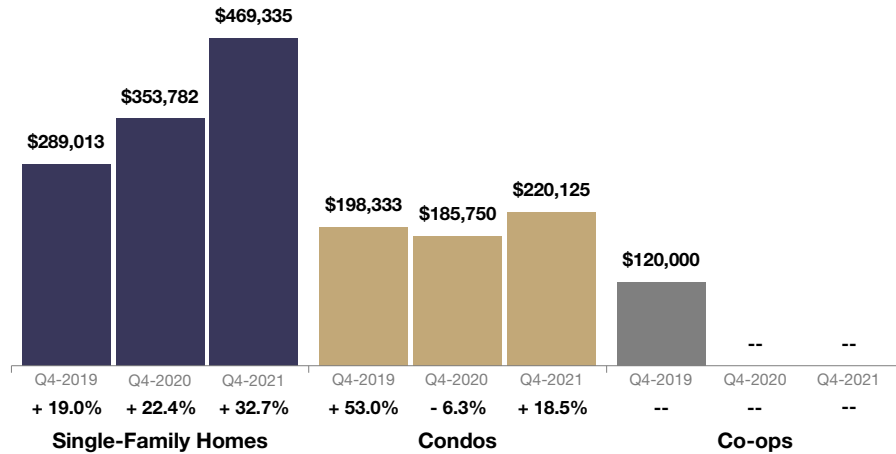
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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	\$331,000	\$179,500	--
Q3-2021	\$372,244	\$190,000	\$80,000
<b>Q4-2021</b>	<b>\$383,400</b>	<b>\$249,250</b>	--

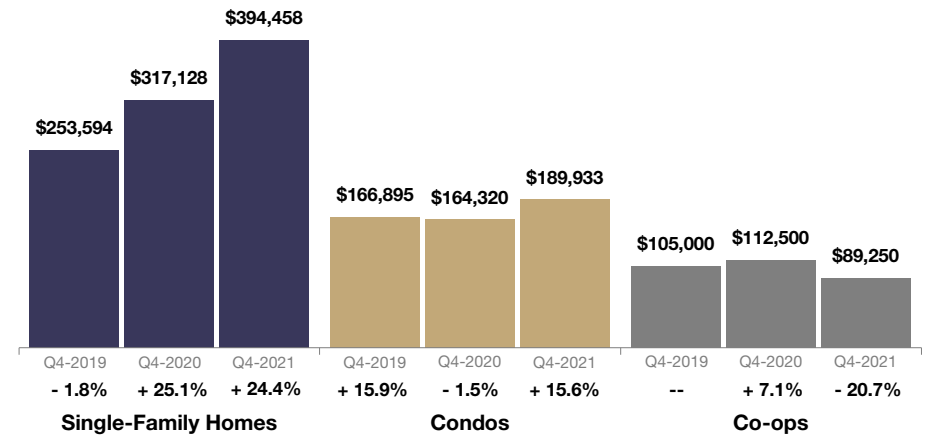
# Average Sales Price

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

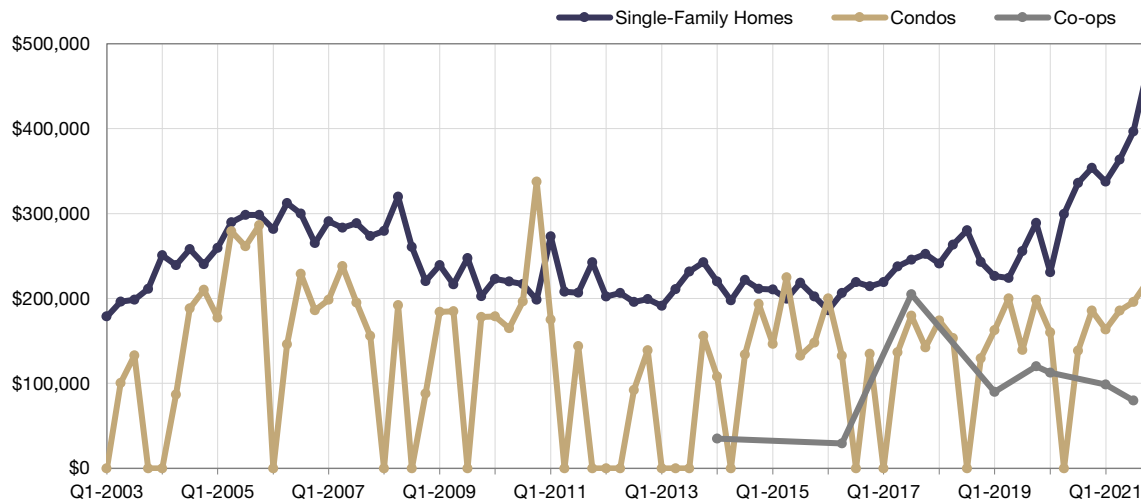
## Q4-2021



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## Historical Average Sales Price by Quarter



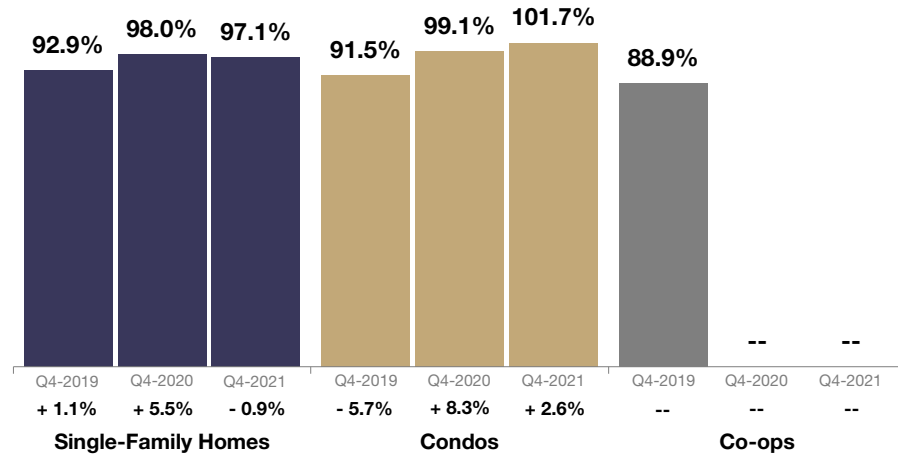
Quarter	Single-Family Homes	Condos	Co-ops
Q1-2019	\$226,517	\$162,857	\$90,000
Q2-2019	\$224,205	\$200,000	--
Q3-2019	\$255,774	\$139,333	--
Q4-2019	\$289,013	\$198,333	\$120,000
Q1-2020	\$230,848	\$160,000	\$112,500
Q2-2020	\$299,434	--	--
Q3-2020	\$335,967	\$138,625	--
Q4-2020	\$353,782	\$185,750	--
Q1-2021	\$337,395	\$163,600	\$98,500
Q2-2021	\$363,413	\$185,833	--
Q3-2021	\$396,733	\$195,850	\$80,000
<b>Q4-2021</b>	<b>\$469,335</b>	<b>\$220,125</b>	--

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

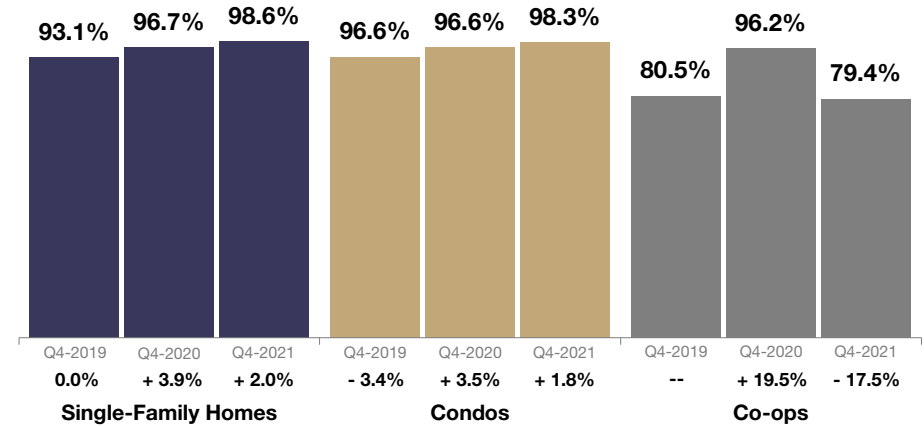
# Percent of Original List Price Received

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.

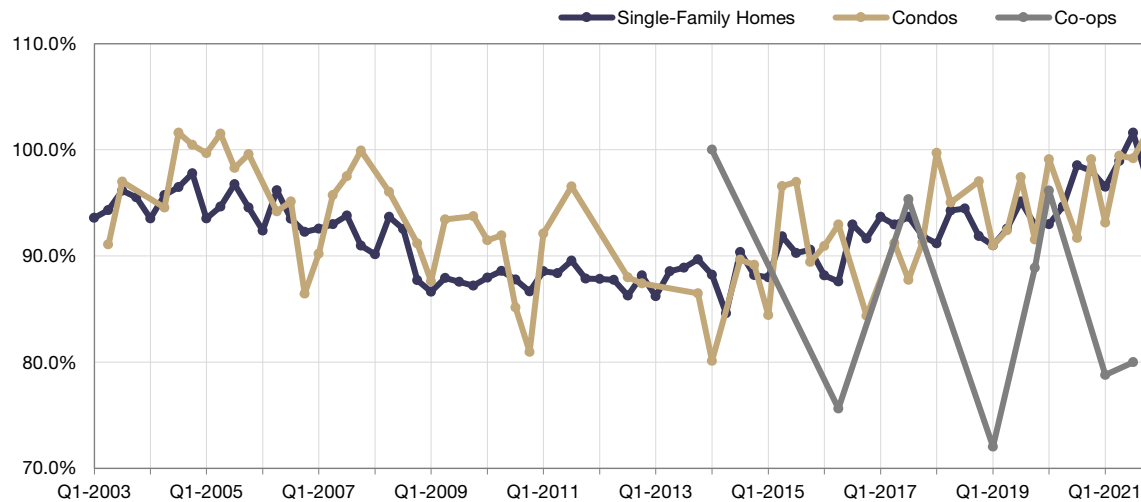
## Q4-2021



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## Historical Percent of Original List Price Received by Quarter



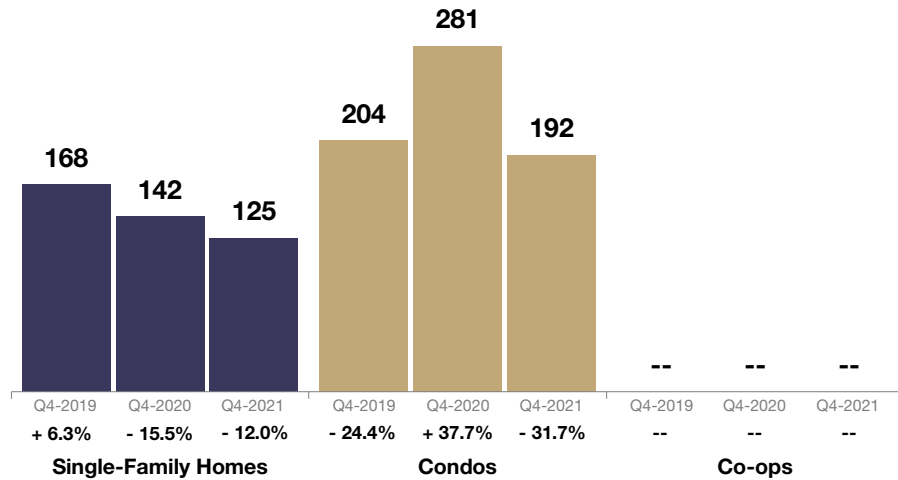
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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	96.5%	93.1%	78.8%
Q2-2021	99.0%	99.4%	--
Q3-2021	101.6%	99.2%	80.0%
<b>Q4-2021</b>	<b>97.1%</b>	<b>101.7%</b>	<b>--</b>

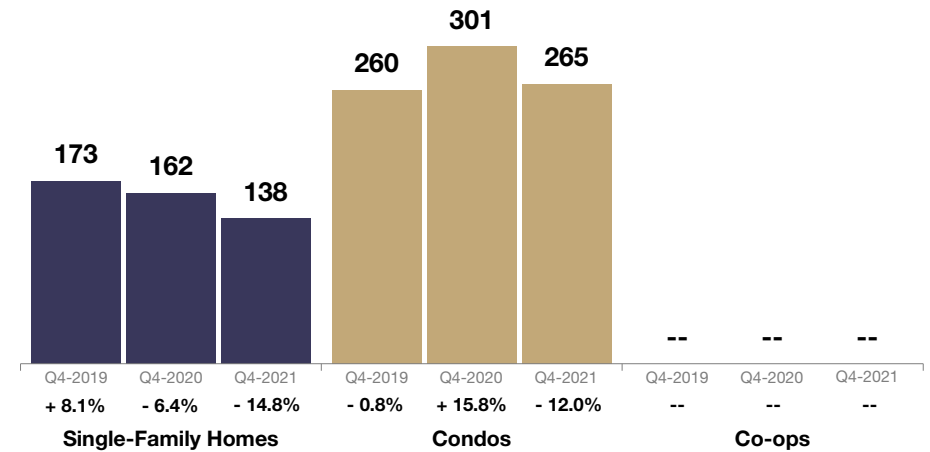
# Housing Affordability Index

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.

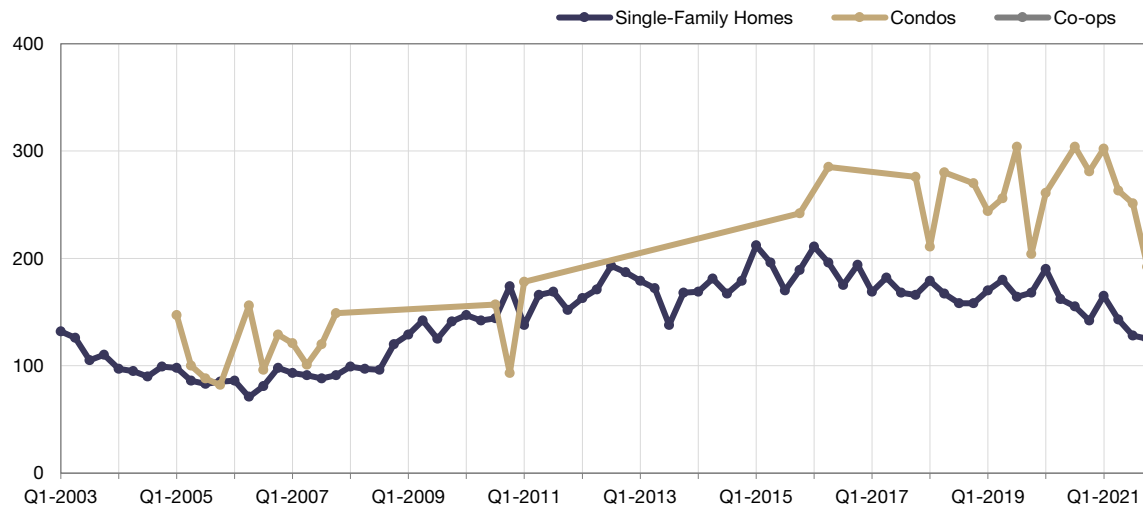
## Q4-2021



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## Historical Housing Affordability Index by Quarter



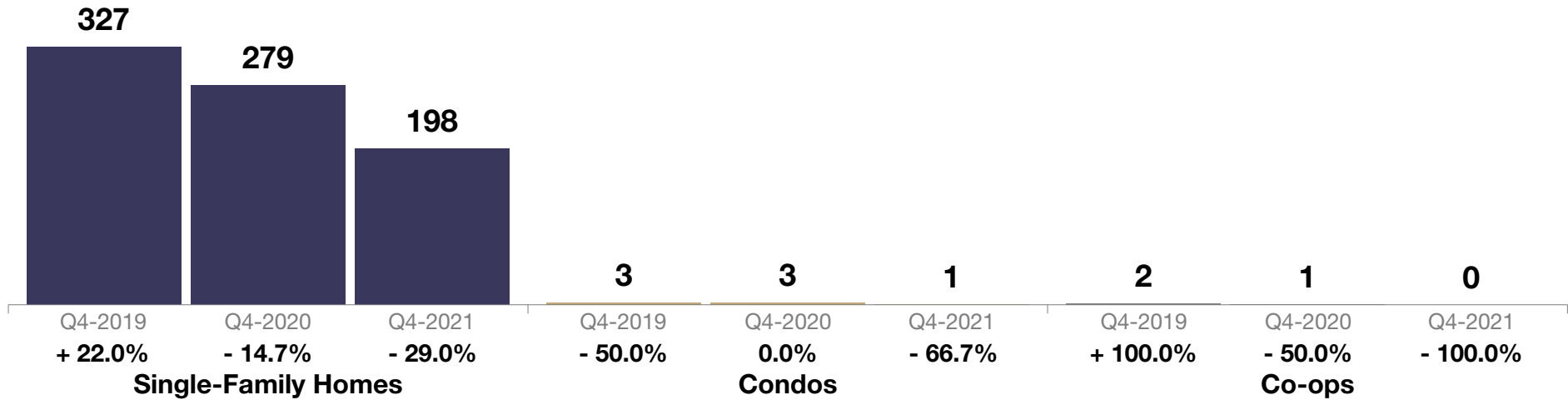
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2019	170	244	--
Q2-2019	180	256	--
Q3-2019	164	304	--
Q4-2019	168	204	--
Q1-2020	190	261	--
Q2-2020	162	--	--
Q3-2020	155	304	--
Q4-2020	142	281	--
Q1-2021	165	302	--
Q2-2021	143	263	--
Q3-2021	128	251	--
<b>Q4-2021</b>	<b>125</b>	<b>192</b>	<b>--</b>

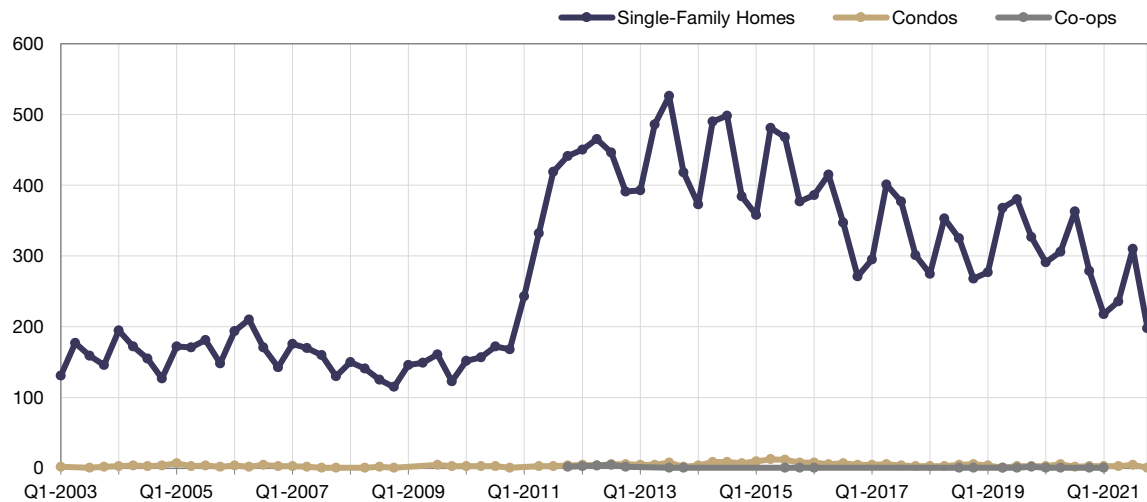
# Inventory of Homes for Sale

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

## Q4-2021



## Historical Inventory of Homes for Sale by Quarter



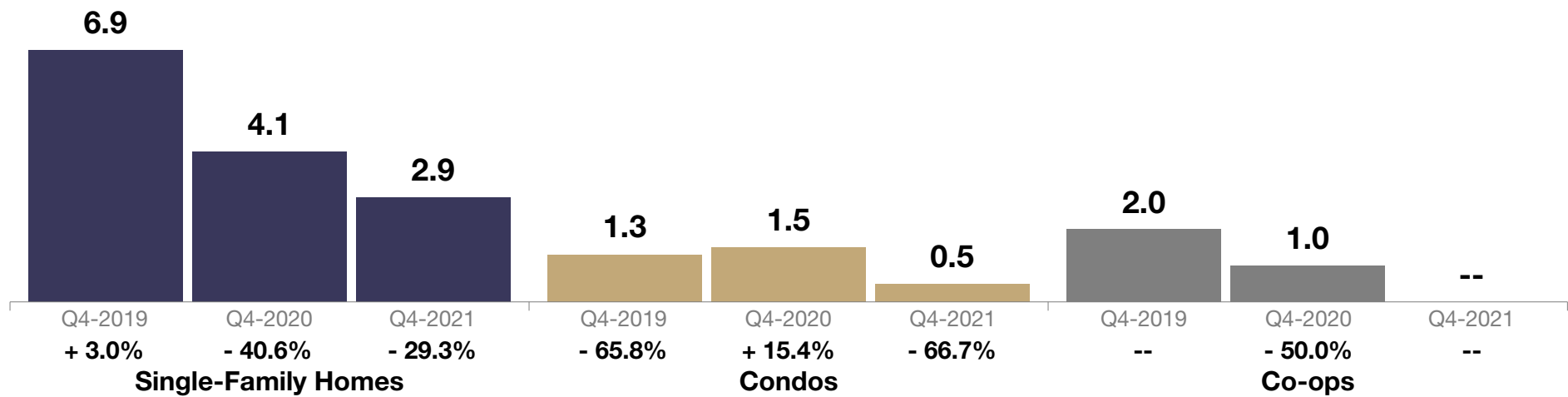
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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	279	3	1
Q1-2021	218	3	1
Q2-2021	236	3	0
Q3-2021	310	5	0
<b>Q4-2021</b>	<b>198</b>	<b>1</b>	<b>0</b>

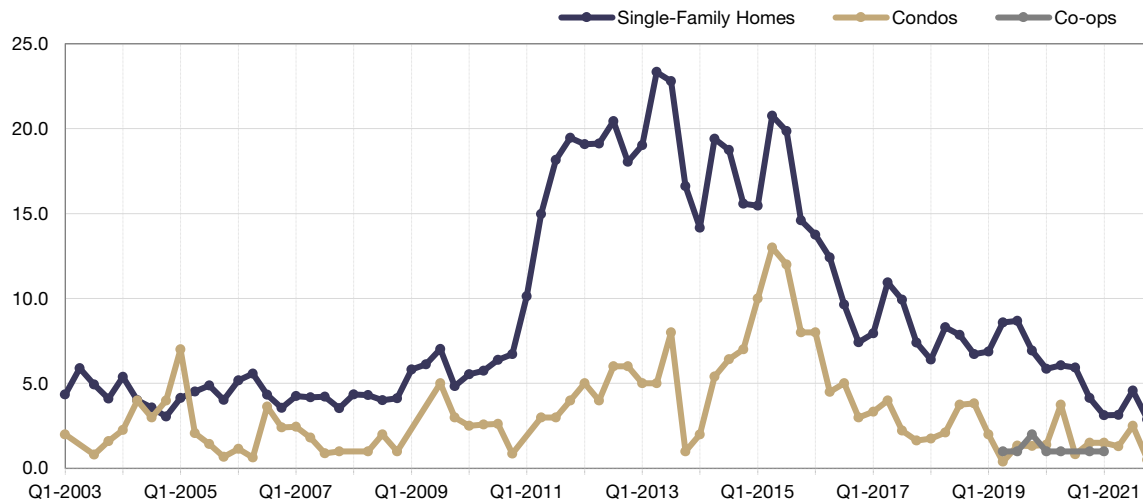
# Months Supply of Inventory

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.

## Q4-2021



## Historical Months Supply of Inventory by Quarter



Quarter	Single-Family Homes	Condos	Co-ops
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	3.1	1.3	--
Q3-2021	4.6	2.5	--
<b>Q4-2021</b>	<b>2.9</b>	<b>0.5</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.

# 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	Q4-2020	Q4-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
<b>New Listings</b>	<p>215, 307, 257, 233, 196, 260, 436, 242, 195, 322, 326, 198</p> <p>Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021</p>	242	<b>198</b>	- 18.2%	1,134	<b>1,041</b>	- 8.2%
<b>Pending Sales</b>	<p>122, 156, 151, 155, 149, 161, 284, 226, 181, 234, 195, 236</p> <p>Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021</p>	226	<b>236</b>	+ 4.4%	820	<b>846</b>	+ 3.2%
<b>Closed Sales</b>	<p>101, 129, 153, 169, 131, 133, 218, 259, 189, 197, 227, 216</p> <p>Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021</p>	259	<b>216</b>	- 16.6%	741	<b>829</b>	+ 11.9%
<b>Days on Market</b>	<p>102, 111, 92, 94, 94, 119, 90, 72, 78, 79, 50, 61</p> <p>Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021</p>	72	<b>61</b>	- 15.3%	90	<b>66</b>	- 26.7%
<b>Median Sales Price</b>	<p>\$212,167, \$219,665, \$245,000, \$240,000, \$215,000, \$265,000, \$282,500, \$313,500, \$283,200, \$293,900, \$382,500, \$373,000</p> <p>Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021</p>	\$313,500	<b>\$373,000</b>	+ 19.0%	\$275,000	<b>\$339,000</b>	+ 23.3%
<b>Average Sales Price</b>	<p>\$220,696, \$223,638, \$251,207, \$266,403, \$229,863, \$299,434, \$333,252, \$351,187, \$331,533, \$368,004, \$389,998, \$464,720</p> <p>Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021</p>	\$351,187	<b>\$464,720</b>	+ 32.3%	\$314,996	<b>\$388,533</b>	+ 23.3%
<b>Pct. of Orig. Price Received</b>	<p>90.8%, 92.6%, 95.2%, 92.9%, 93.1%, 94.7%, 98.4%, 98.0%, 96.3%, 99.0%, 101.4%, 97.1%</p> <p>Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021</p>	98.0%	<b>97.1%</b>	- 0.9%	96.7%	<b>98.6%</b>	+ 2.0%
<b>Housing Affordability Index</b>	<p>181, 180, 167, 170, 194, 162, 156, 143, 169, 143, 132, 128</p> <p>Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021</p>	143	<b>128</b>	- 10.5%	163	<b>141</b>	- 13.5%
<b>Inventory of Homes for Sale</b>	<p>281, 370, 384, 332, 295, 313, 365, 283, 222, 239, 315, 199</p> <p>Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021</p>	283	<b>199</b>	- 29.7%	--	--	--
<b>Months Supply of Inventory</b>	<p>6.8, 8.3, 8.5, 6.8, 5.8, 6.1, 5.8, 4.1, 3.1, 3.1, 4.5, 2.8</p> <p>Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021</p>	4.1	<b>2.8</b>	- 31.7%	--	--	--