

# Quarterly Indicators

## Ulster County



### Q4-2016

Most of 2016 offered the same monthly housing market highlights. The number of homes for sale was drastically down in year-over-year comparisons, along with days on market and months of supply. Meanwhile, sales and prices were up in most markets. Unemployment rates were low, wages improved and, as the year waned, we completed a contentious presidential election and saw mortgage rates increase, neither of which are expected to have a negative impact on real estate in 2017.

- Single-Family Closed Sales were up 24.2 percent to 113.
- Condos Closed Sales were down 50.0 percent to 1.
- There were no Co-ops Closed Sales recorded this quarter.
- Single-Family Median Sales Price decreased 1.1 percent to \$187,480.
- Condos Median Sales Price decreased 8.8 percent to \$135,000.
- Co-ops ended the quarter with no Median Sales Price.

The overwhelming feeling about prospects in residential real estate for the immediate future is optimism. Real estate professionals across the nation are expressing that they are as busy as ever. There are certainly challenges in this market, like continued low inventory and higher competition for those fewer properties, but opportunities abound for hardworking agents and diligent consumers.

### Quarterly Snapshot

**+ 22.6%**    **- 31.3%**    **+ 1.3%**

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
+ 22.6%	- 31.3%	+ 1.3%

Residential real estate activity comprised 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	Q4-2015	Q4-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
<b>New Listings</b>	<p>Bar chart showing New Listings from Q1-2014 to Q3-2016. Values: Q1-2014 (131), Q3-2014 (213), Q1-2015 (153), Q3-2015 (200), Q1-2016 (177), Q3-2016 (127). Peak values: Q1-2015 (272), Q3-2015 (267).</p>	126	127	+ 0.8%	746	704	- 5.6%
<b>Pending Sales</b>	<p>Bar chart showing Pending Sales from Q1-2014 to Q3-2016. Values: Q1-2014 (65), Q3-2014 (96), Q1-2015 (48), Q3-2015 (101), Q1-2016 (74), Q3-2016 (100). Peak values: Q1-2015 (129), Q3-2015 (132).</p>	88	100	+ 13.6%	301	435	+ 44.5%
<b>Closed Sales</b>	<p>Bar chart showing Closed Sales from Q1-2014 to Q3-2016. Values: Q1-2014 (76), Q3-2014 (78), Q1-2015 (36), Q3-2015 (92), Q1-2016 (75), Q3-2016 (113). Peak values: Q1-2015 (92), Q3-2015 (102), Q1-2016 (127).</p>	91	113	+ 24.2%	276	417	+ 51.1%
<b>Days on Market</b>	<p>Bar chart showing Days on Market from Q1-2014 to Q3-2016. Values: Q1-2014 (118), Q3-2014 (171), Q1-2015 (207), Q3-2015 (114), Q1-2016 (141), Q3-2016 (124). Peak values: Q1-2014 (224), Q1-2015 (199).</p>	141	124	- 12.1%	140	148	+ 5.7%
<b>Median Sales Price</b>	<p>Bar chart showing Median Sales Price from Q1-2014 to Q3-2016. Values: Q1-2014 (\$194,843), Q3-2014 (\$199,500), Q1-2015 (\$171,250), Q3-2015 (\$210,000), Q1-2016 (\$171,750), Q3-2016 (\$187,480). Peak values: Q1-2014 (\$194,843), Q3-2015 (\$210,000).</p>	\$189,500	\$187,480	- 1.1%	\$190,700	\$192,000	+ 0.7%
<b>Average Sales Price</b>	<p>Bar chart showing Average Sales Price from Q1-2014 to Q3-2016. Values: Q1-2014 (\$213,002), Q3-2014 (\$221,844), Q1-2015 (\$172,101), Q3-2015 (\$220,783), Q1-2016 (\$178,083), Q3-2016 (\$214,651). Peak values: Q1-2014 (\$213,002), Q3-2015 (\$220,783).</p>	\$202,130	\$214,651	+ 6.2%	\$204,258	\$209,556	+ 2.6%
<b>Pct. of Orig. Price Received</b>	<p>Bar chart showing Pct. of Orig. Price Received from Q1-2014 to Q3-2016. Values: Q1-2014 (88.2%), Q3-2014 (90.4%), Q1-2015 (88.3%), Q3-2015 (91.5%), Q1-2016 (88.2%), Q3-2016 (93.4%). Peak values: Q3-2014 (90.4%), Q3-2015 (91.5%), Q3-2016 (93.4%).</p>	90.6%	91.3%	+ 0.8%	90.5%	90.6%	+ 0.1%
<b>Housing Affordability Index</b>	<p>Bar chart showing Housing Affordability Index from Q1-2014 to Q3-2016. Values: Q1-2014 (166), Q3-2014 (167), Q1-2015 (177), Q3-2015 (170), Q1-2016 (194), Q3-2016 (199). Peak values: Q1-2015 (212), Q1-2016 (211).</p>	189	199	+ 5.3%	188	194	+ 3.2%
<b>Inventory of Homes for Sale</b>	<p>Bar chart showing Inventory of Homes for Sale from Q1-2014 to Q3-2016. Values: Q1-2014 (343), Q3-2014 (467), Q1-2015 (346), Q3-2015 (454), Q1-2016 (370), Q3-2016 (252). Peak values: Q3-2014 (467), Q3-2015 (463).</p>	365	252	- 31.0%	--	--	--
<b>Months Supply of Inventory</b>	<p>Bar chart showing Months Supply of Inventory from Q1-2014 to Q3-2016. Values: Q1-2014 (13.7), Q3-2014 (18.4), Q1-2015 (15.6), Q3-2015 (19.9), Q1-2016 (13.6), Q3-2016 (7.0). Peak values: Q3-2014 (19.5), Q3-2015 (20.7).</p>	14.6	7.0	- 52.1%	--	--	--

# 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	Q4-2015	Q4-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
<b>New Listings</b>		3	1	- 66.7%	20	10	- 50.0%
<b>Pending Sales</b>		2	0	- 100.0%	7	5	- 28.6%
<b>Closed Sales</b>		2	1	- 50.0%	7	6	- 14.3%
<b>Days on Market</b>		154	184	+ 19.5%	137	147	+ 7.3%
<b>Median Sales Price</b>		\$148,000	\$135,000	- 8.8%	\$164,000	\$138,750	- 15.4%
<b>Average Sales Price</b>		\$148,000	\$135,000	- 8.8%	\$154,143	\$144,325	- 6.4%
<b>Pct. of Orig. Price Received</b>		89.4%	84.4%	- 5.6%	91.2%	91.2%	0.0%
<b>Housing Affordability Index</b>		242	--	--	218	--	--
<b>Inventory of Homes for Sale</b>		8	5	- 37.5%	--	--	--
<b>Months Supply of Inventory</b>		8.0	3.0	- 62.5%	--	--	--

# 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.

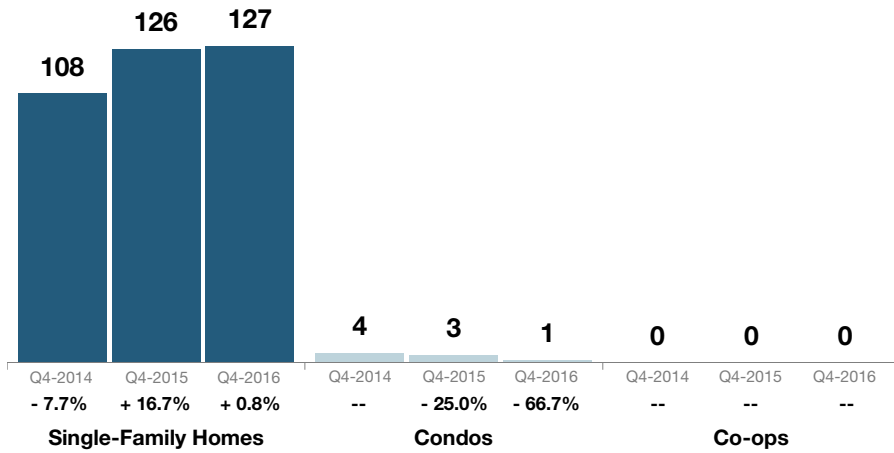


Key Metrics	Historical Sparkbars												Q4-2015	Q4-2016	Percent Change	YTD 2015	YTD 2016	Percent Change				
<b>New Listings</b>	0	0	0	0	0	0	1	0	0	0	0	0	0	0	--	1	0	- 100.0%				
	Q1-2014	Q3-2014			Q1-2015			Q3-2015			Q1-2016			Q3-2016								
<b>Pending Sales</b>	1	0	0	0	0	0	0	0	0	1	0	0	0	0	--	0	1	--				
	Q1-2014	Q3-2014			Q1-2015			Q3-2015			Q1-2016			Q3-2016								
<b>Closed Sales</b>	1	0	0	0	0	0	0	0	0	1	0	0	0	0	--	0	1	--				
	Q1-2014	Q3-2014			Q1-2015			Q3-2015			Q1-2016			Q3-2016								
<b>Days on Market</b>	175	0	0	0	0	0	0	0	0	307	0	0	--	--	--	--	307	--				
	Q1-2014	Q3-2014			Q1-2015			Q3-2015			Q1-2016			Q3-2016								
<b>Median Sales Price</b>	\$35,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$29,500	\$0	\$0	--	--	--	--	\$29,500	--				
	Q1-2014	Q3-2014			Q1-2015			Q3-2015			Q1-2016			Q3-2016								
<b>Average Sales Price</b>	\$35,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$29,500	\$0	\$0	--	--	--	--	\$29,500	--				
	Q1-2014	Q3-2014			Q1-2015			Q3-2015			Q1-2016			Q3-2016								
<b>Pct. of Orig. Price Received</b>	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	75.6%	0.0%	0.0%	--	--	--	--	75.6%	--				
	Q1-2014	Q3-2014			Q1-2015			Q3-2015			Q1-2016			Q3-2016								
<b>Housing Affordability Index</b>	0	0	0	0	0	0	0	0	0	0	0	0	--	--	--	--	--	--				
	Q1-2014	Q3-2014			Q1-2015			Q3-2015			Q1-2016			Q3-2016								
<b>Inventory of Homes for Sale</b>	0	0	0	0	0	0	1	1	1	0	0	0	1	0	- 100.0%	--	--	--				
	Q1-2014	Q3-2014			Q1-2015			Q3-2015			Q1-2016			Q3-2016								
<b>Months Supply of Inventory</b>	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	--	--	--	--	--	--				
	Q1-2014	Q3-2014			Q1-2015			Q3-2015			Q1-2016			Q3-2016								

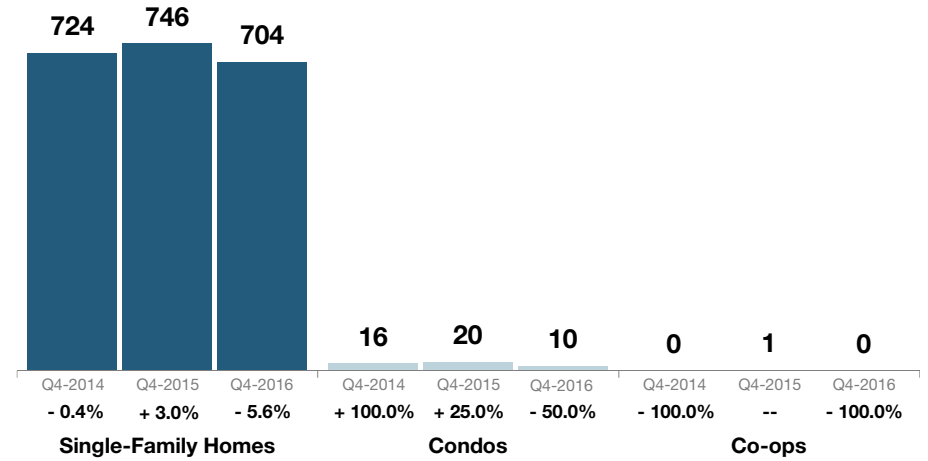
# New Listings

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

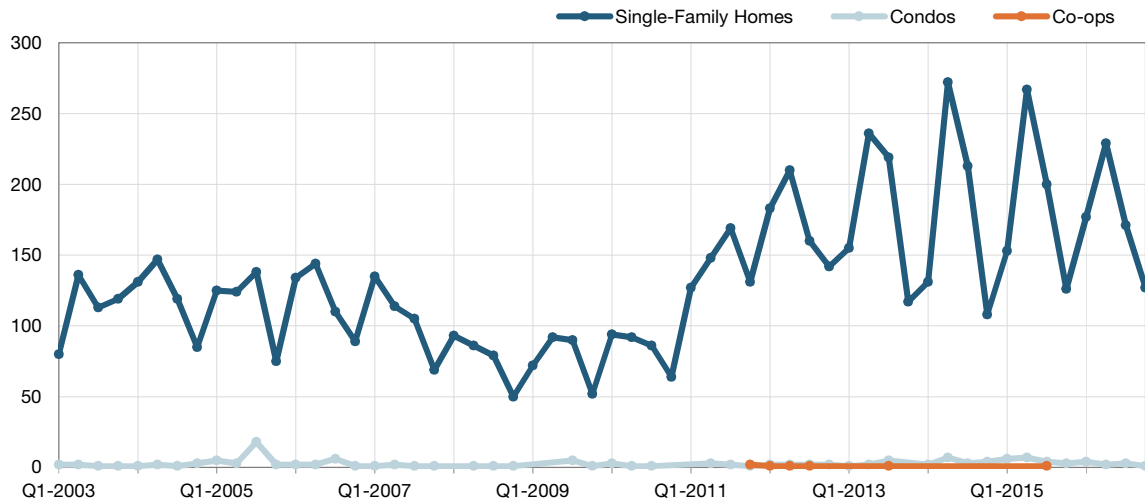
## Q4-2016



## Year to Date



## Historical New Listings by Quarter



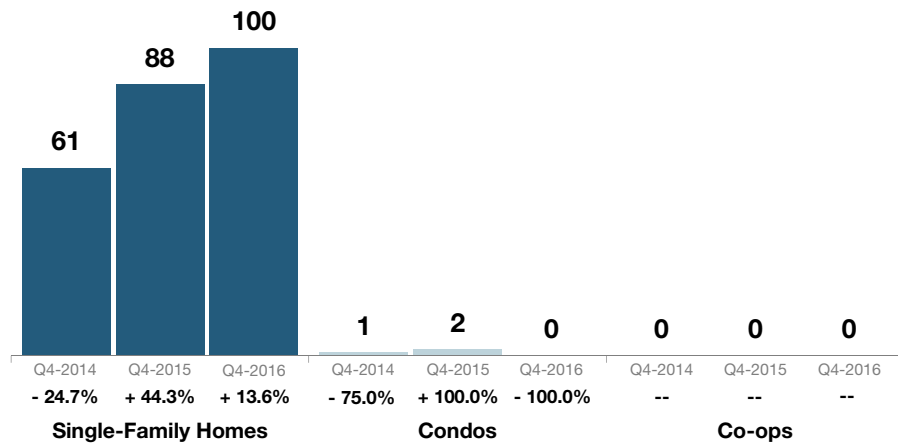
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2014	131	2	0
Q2-2014	272	7	0
Q3-2014	213	3	0
Q4-2014	108	4	0
Q1-2015	153	6	0
Q2-2015	267	7	0
Q3-2015	200	4	1
Q4-2015	126	3	0
Q1-2016	177	4	0
Q2-2016	229	2	0
Q3-2016	171	3	0
<b>Q4-2016</b>	<b>127</b>	<b>1</b>	<b>0</b>

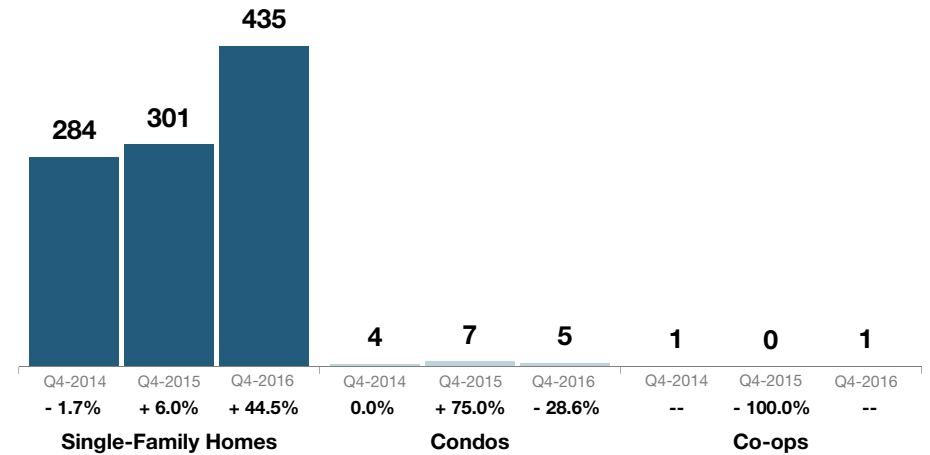
# Pending Sales

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

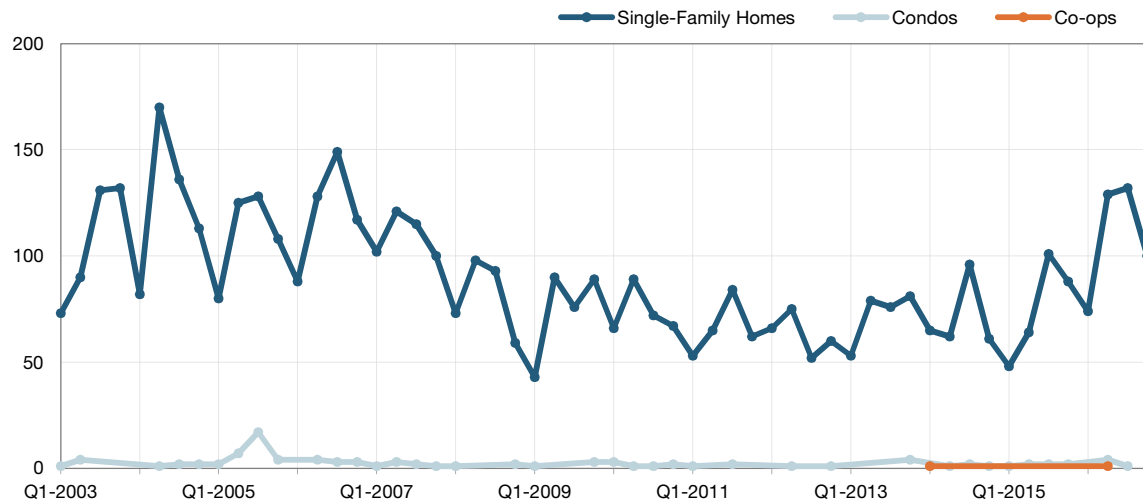
## Q4-2016



## Year to Date



## Historical Pending Sales by Quarter



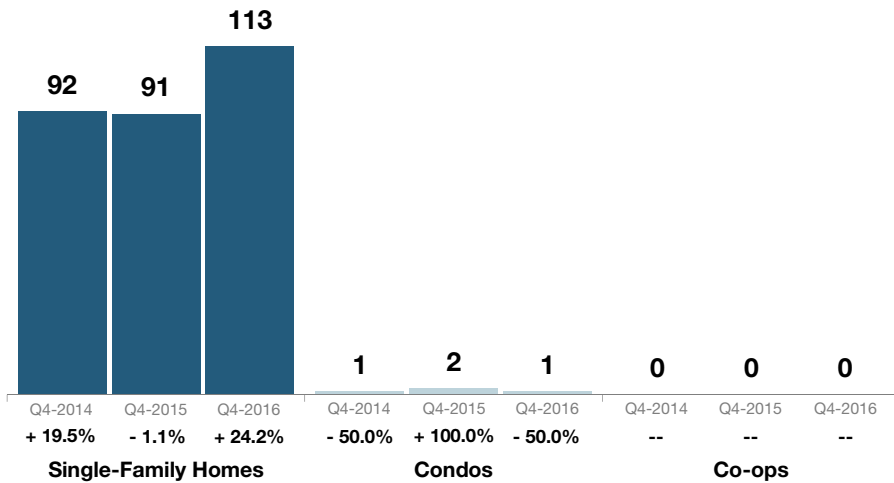
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2014	65	0	1
Q2-2014	62	1	0
Q3-2014	96	2	0
Q4-2014	61	1	0
Q1-2015	48	1	0
Q2-2015	64	2	0
Q3-2015	101	2	0
Q4-2015	88	2	0
Q1-2016	74	0	0
Q2-2016	129	4	1
Q3-2016	132	1	0
<b>Q4-2016</b>	<b>100</b>	<b>0</b>	<b>0</b>

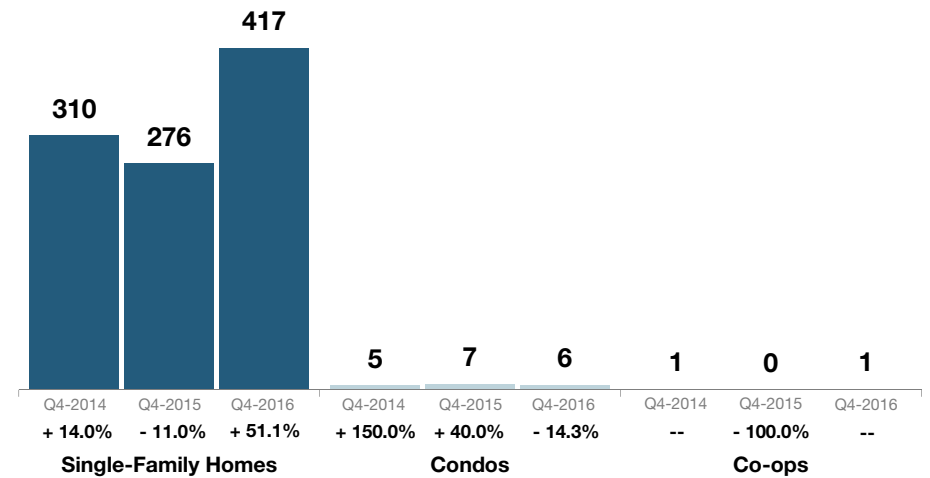
# Closed Sales

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

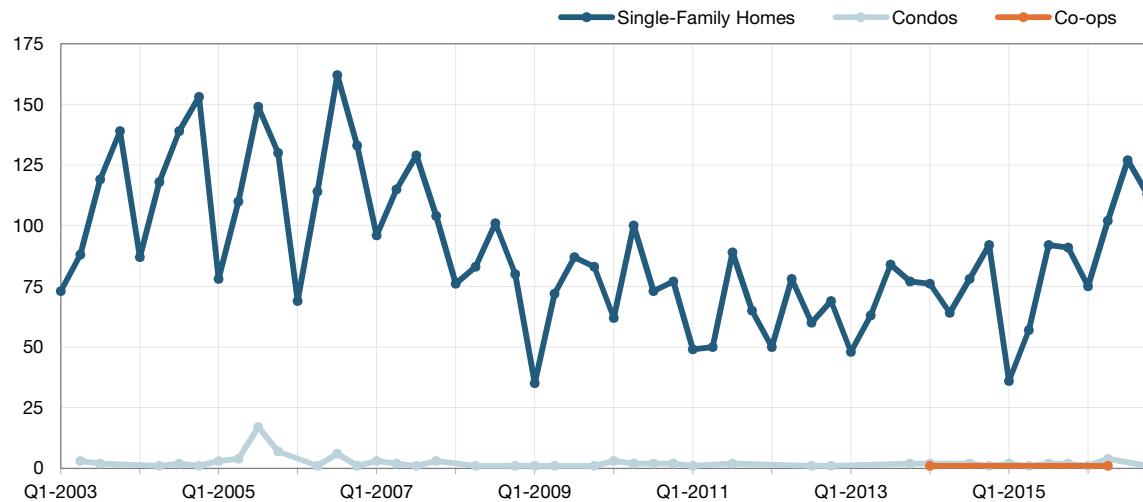
## Q4-2016



## Year to Date



## Historical Closed Sales by Quarter



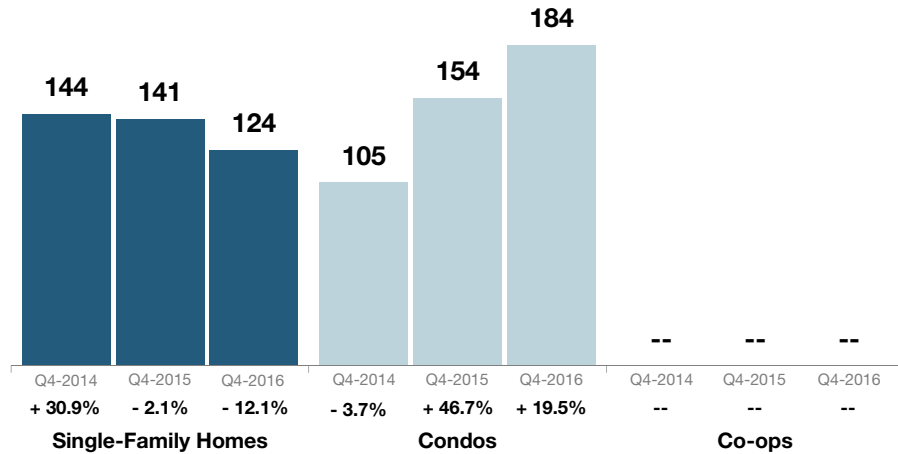
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2014	76	2	1
Q2-2014	64	0	0
Q3-2014	78	2	0
Q4-2014	92	1	0
Q1-2015	36	2	0
Q2-2015	57	1	0
Q3-2015	92	2	0
Q4-2015	91	2	0
Q1-2016	75	1	0
Q2-2016	102	4	1
Q3-2016	127	0	0
<b>Q4-2016</b>	<b>113</b>	<b>1</b>	<b>0</b>

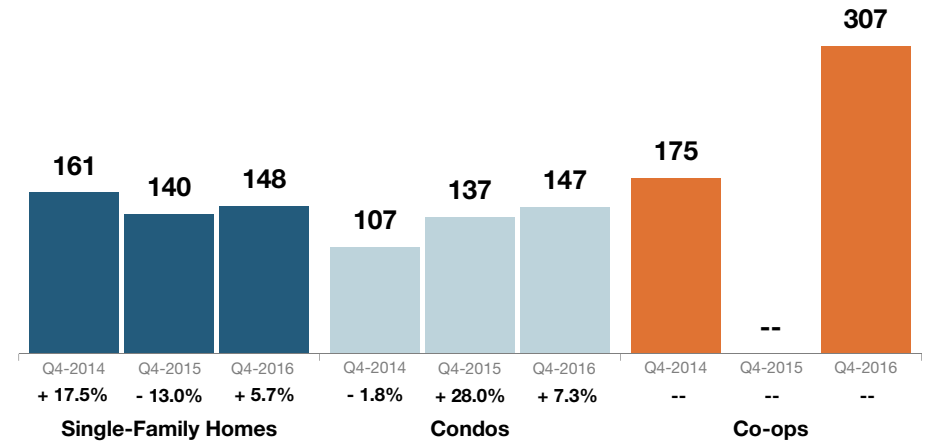
# Days on Market Until Sale

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

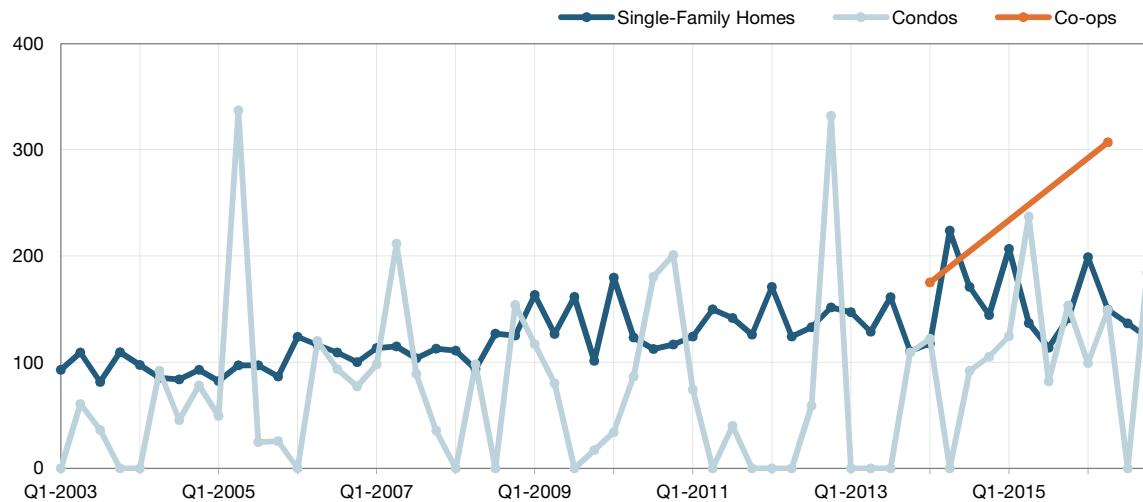
## Q4-2016



## Year to Date



## Historical Days on Market Until Sale by Quarter



Quarter	Single-Family Homes	Condos	Co-ops
Q1-2014	118	122	175
Q2-2014	224	--	--
Q3-2014	171	92	--
Q4-2014	144	105	--
Q1-2015	207	125	--
Q2-2015	137	237	--
Q3-2015	114	82	--
Q4-2015	141	154	--
Q1-2016	199	99	--
Q2-2016	150	149	307
Q3-2016	137	--	--
<b>Q4-2016</b>	<b>124</b>	<b>184</b>	--

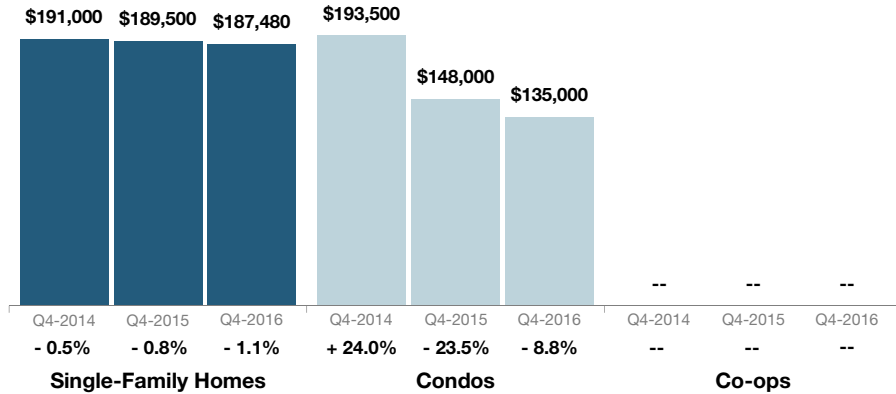
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.



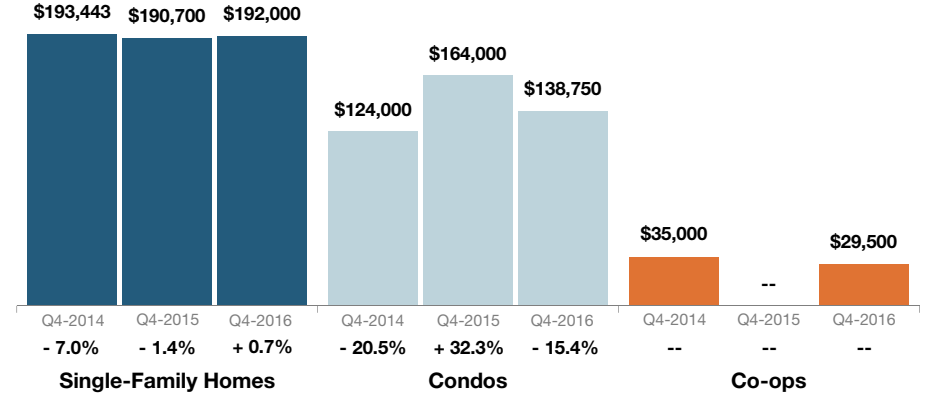
# Median Sales Price

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

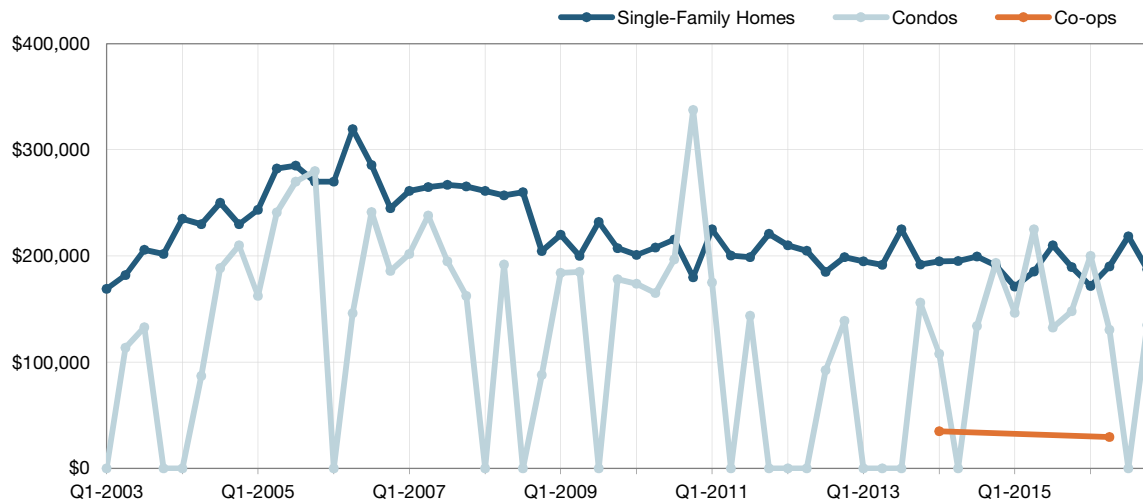
## Q4-2016



## Year to Date



## Historical Median Sales Price by Quarter



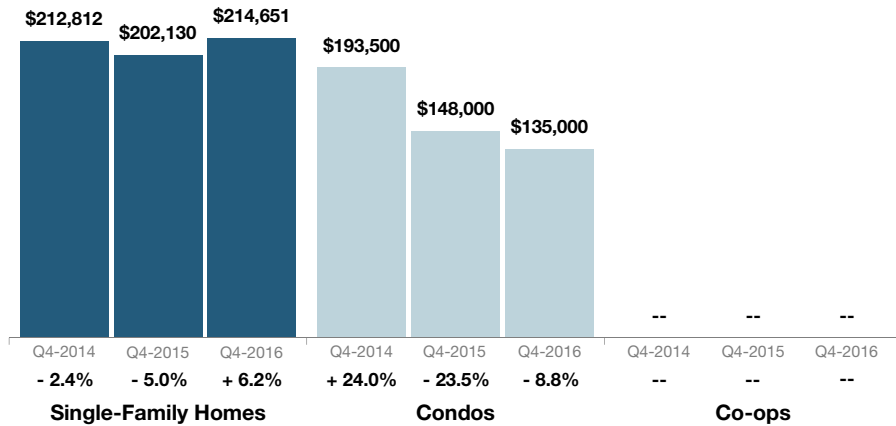
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2014	\$194,943	\$108,000	\$35,000
Q2-2014	\$195,250	--	--
Q3-2014	\$199,500	\$134,000	--
Q4-2014	\$191,000	\$193,500	--
Q1-2015	\$171,250	\$146,500	--
Q2-2015	\$185,250	\$225,000	--
Q3-2015	\$210,000	\$132,500	--
Q4-2015	\$189,500	\$148,000	--
Q1-2016	\$171,750	\$200,000	--
Q2-2016	\$190,000	\$130,475	\$29,500
Q3-2016	\$218,500	--	--
<b>Q4-2016</b>	<b>\$187,480</b>	<b>\$135,000</b>	--

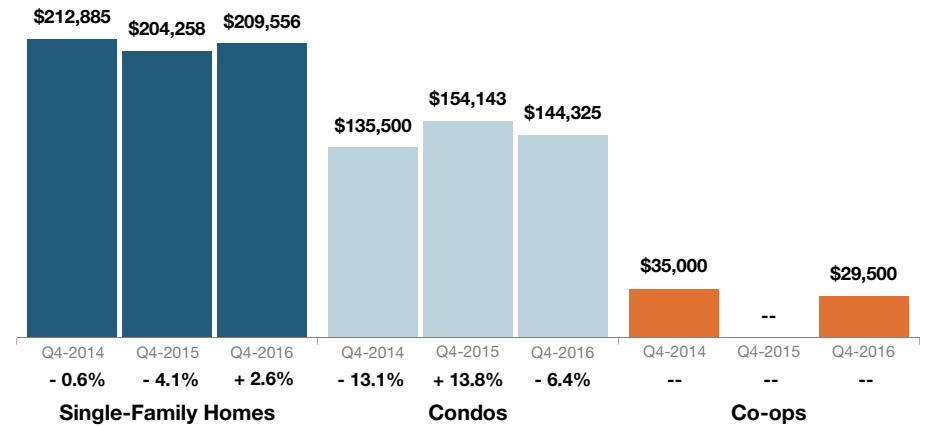
# Average Sales Price

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

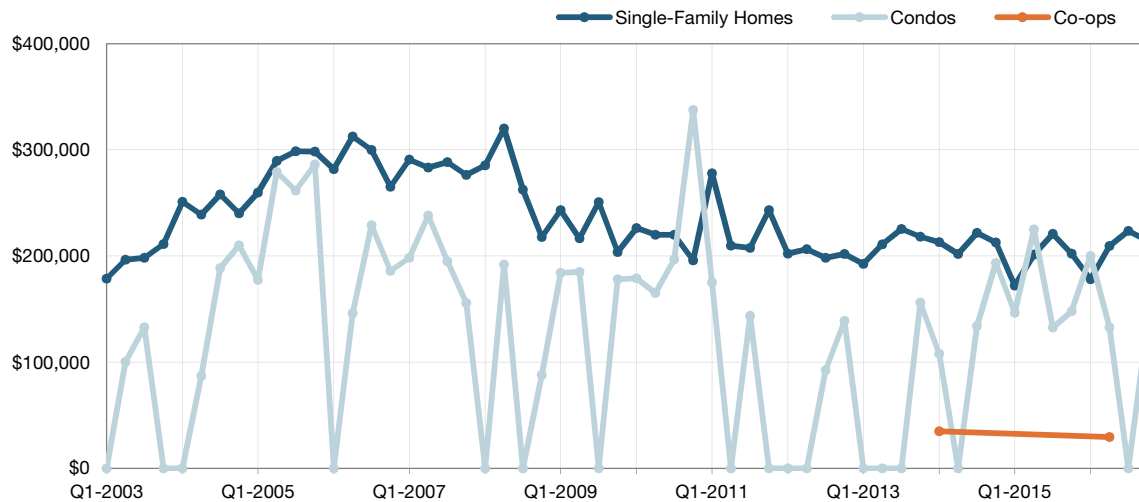
## Q4-2016



## Year to Date



## Historical Average Sales Price by Quarter



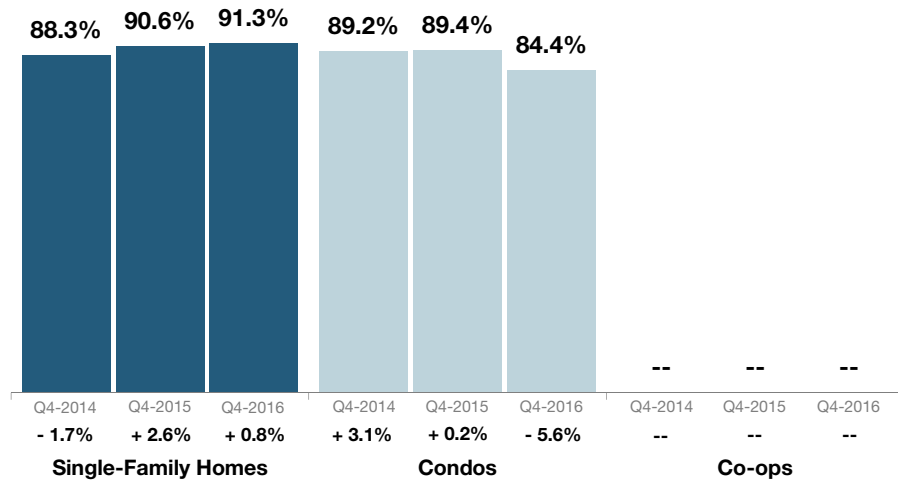
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2014	\$213,002	\$108,000	\$35,000
Q2-2014	\$201,932	--	--
Q3-2014	\$221,844	\$134,000	--
Q4-2014	\$212,812	\$193,500	--
Q1-2015	\$172,101	\$146,500	--
Q2-2015	\$201,241	\$225,000	--
Q3-2015	\$220,783	\$132,500	--
Q4-2015	\$202,130	\$148,000	--
Q1-2016	\$178,063	\$200,000	--
Q2-2016	\$209,462	\$132,738	\$29,500
Q3-2016	\$223,490	--	--
<b>Q4-2016</b>	<b>\$214,651</b>	<b>\$135,000</b>	--

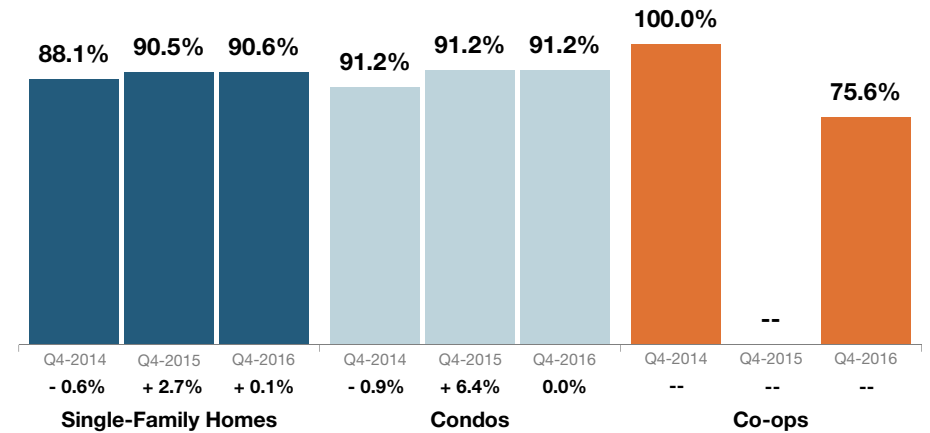
# Percent of Original List Price Received

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.

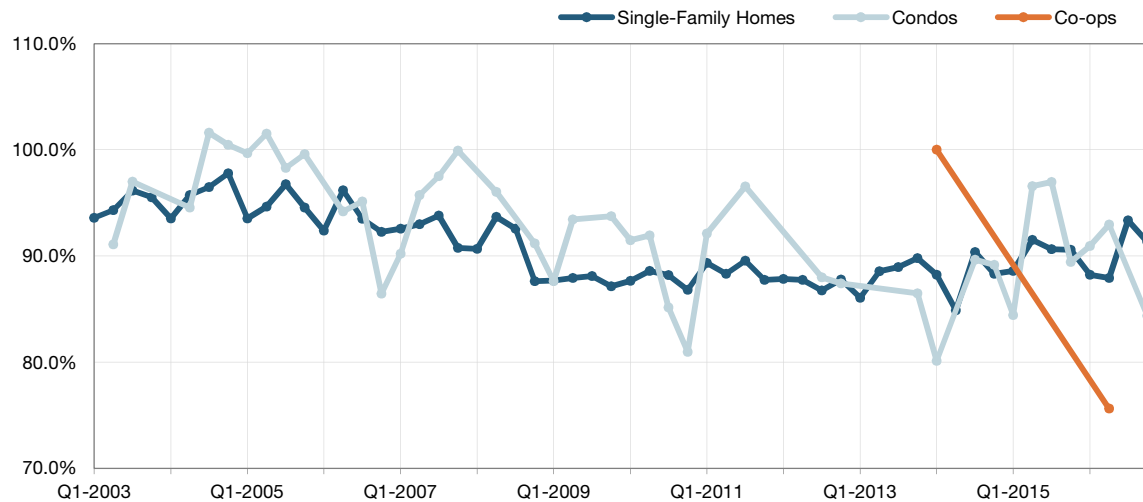
## Q4-2016



## Year to Date



## Historical Percent of Original List Price Received by Quarter



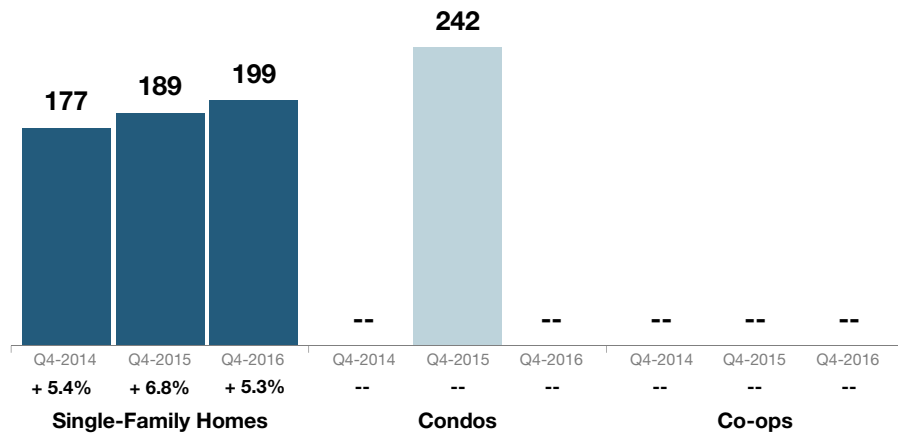
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2014	88.2%	80.1%	100.0%
Q2-2014	84.9%	--	--
Q3-2014	90.4%	89.6%	--
Q4-2014	88.3%	89.2%	--
Q1-2015	88.6%	84.4%	--
Q2-2015	91.5%	96.6%	--
Q3-2015	90.6%	97.0%	--
Q4-2015	90.6%	89.4%	--
Q1-2016	88.2%	91.0%	--
Q2-2016	87.9%	93.0%	75.6%
Q3-2016	93.4%	--	--
<b>Q4-2016</b>	<b>91.3%</b>	<b>84.4%</b>	--

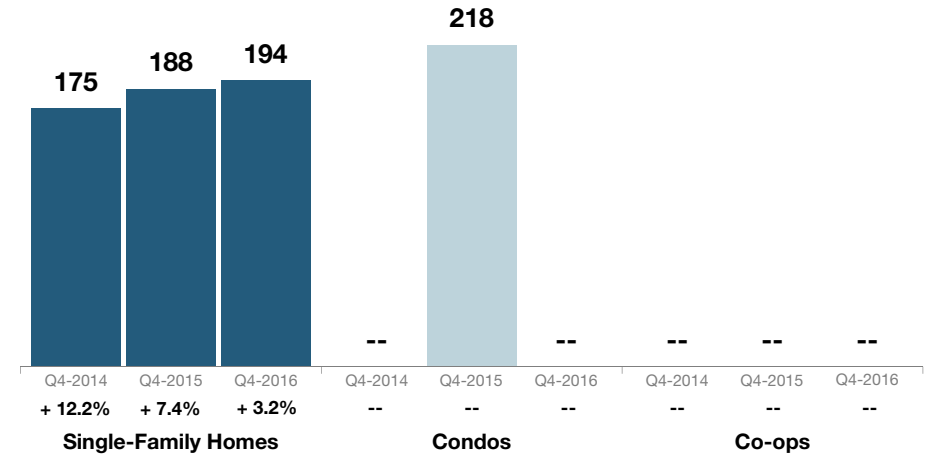
# Housing Affordability Index

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.

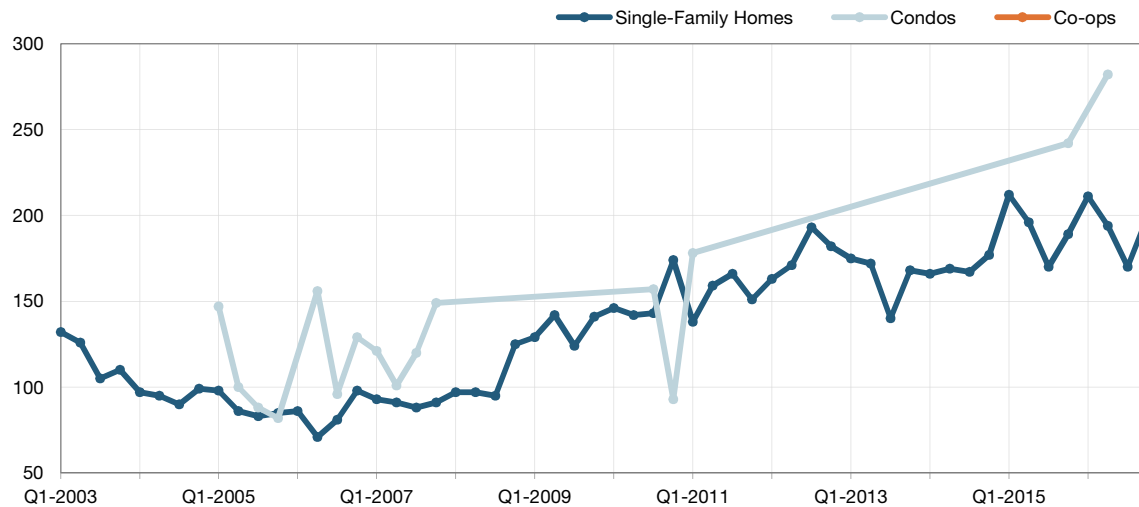
## Q4-2016



## Year to Date



## Historical Housing Affordability Index by Quarter



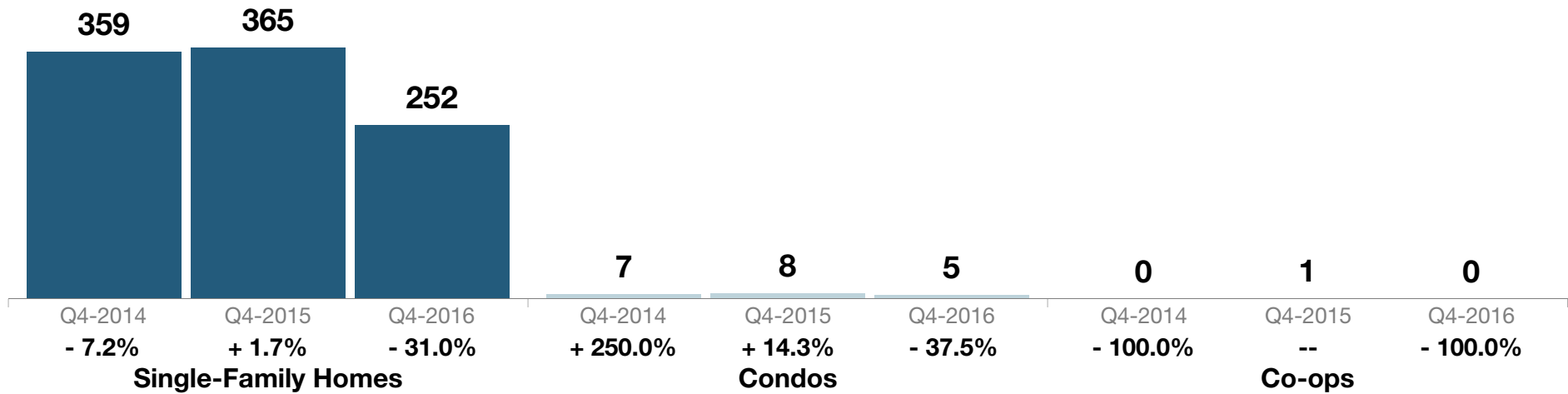
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2014	166	--	--
Q2-2014	169	--	--
Q3-2014	167	--	--
Q4-2014	177	--	--
Q1-2015	212	--	--
Q2-2015	196	--	--
Q3-2015	170	--	--
Q4-2015	189	242	--
Q1-2016	211	--	--
Q2-2016	194	282	--
Q3-2016	170	--	--
<b>Q4-2016</b>	<b>199</b>	--	--

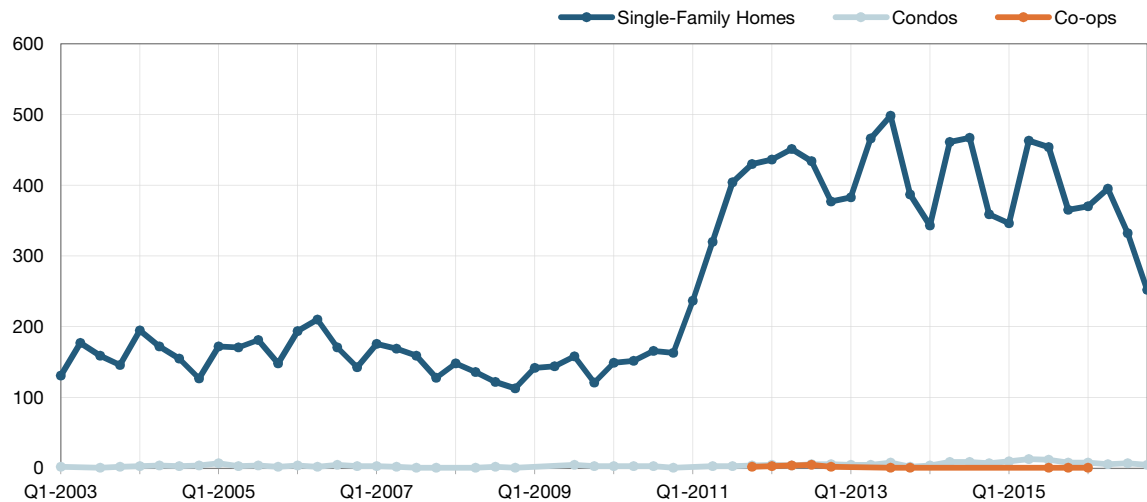
# Inventory of Homes for Sale

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

## Q4-2016



## Historical Inventory of Homes for Sale by Quarter



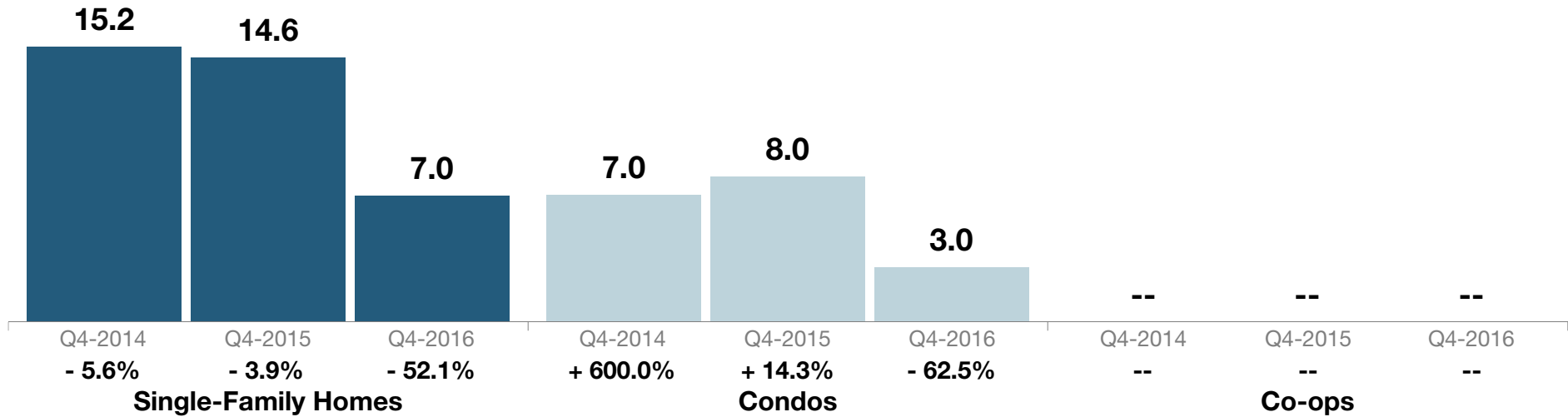
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2014	343	4	0
Q2-2014	461	9	0
Q3-2014	467	9	0
Q4-2014	359	7	0
Q1-2015	346	10	0
Q2-2015	463	13	0
Q3-2015	454	12	1
Q4-2015	365	8	1
Q1-2016	370	8	1
Q2-2016	395	6	0
Q3-2016	332	7	0
<b>Q4-2016</b>	<b>252</b>	<b>5</b>	<b>0</b>

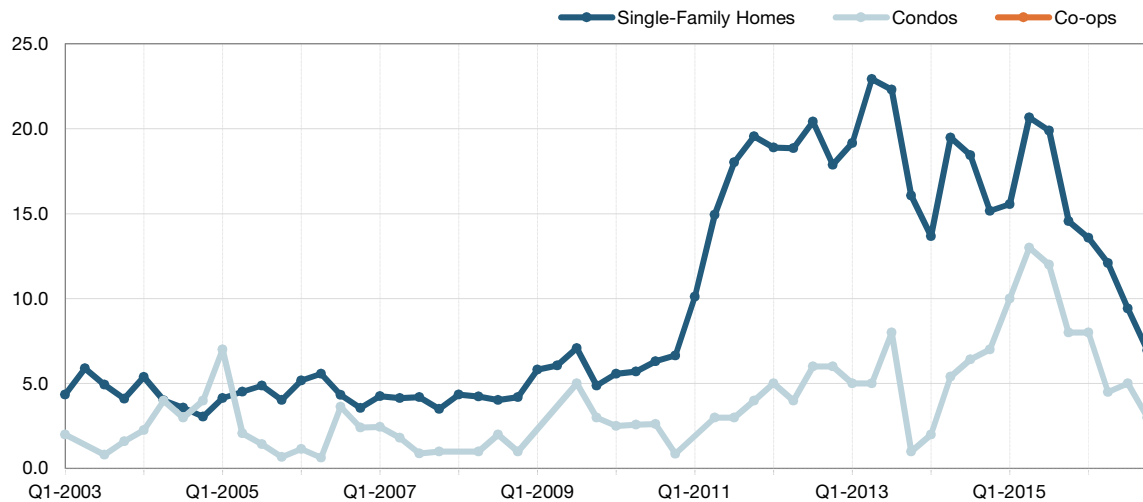
# Months Supply of Inventory

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.

## Q4-2016



## 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
Q1-2014	13.7	2.0	--
Q2-2014	19.5	5.4	--
Q3-2014	18.4	6.4	--
Q4-2014	15.2	7.0	--
Q1-2015	15.6	10.0	--
Q2-2015	20.7	13.0	--
Q3-2015	19.9	12.0	--
Q4-2015	14.6	8.0	--
Q1-2016	13.6	8.0	--
Q2-2016	12.1	4.5	--
Q3-2016	9.4	5.0	--
<b>Q4-2016</b>	<b>7.0</b>	<b>3.0</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	Q4-2015	Q4-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
<b>New Listings</b>	<p>Q1-2014: 133, Q3-2014: 279, Q1-2015: 112, Q3-2015: 274, Q1-2016: 129, Q3-2016: 128</p>	129	128	- 0.8%	767	714	- 6.9%
<b>Pending Sales</b>	<p>Q1-2014: 66, Q3-2014: 98, Q1-2015: 49, Q3-2015: 103, Q1-2016: 74, Q3-2016: 100</p>	90	100	+ 11.1%	308	441	+ 43.2%
<b>Closed Sales</b>	<p>Q1-2014: 79, Q3-2014: 80, Q1-2015: 38, Q3-2015: 94, Q1-2016: 76, Q3-2016: 114</p>	93	114	+ 22.6%	283	424	+ 49.8%
<b>Days on Market</b>	<p>Q1-2014: 118, Q3-2014: 224, Q1-2015: 202, Q3-2015: 113, Q1-2016: 141, Q3-2016: 124</p>	141	124	- 12.1%	140	148	+ 5.7%
<b>Median Sales Price</b>	<p>Q1-2014: \$180,000, Q3-2014: \$195,500, Q1-2015: \$171,250, Q3-2015: \$205,000, Q1-2016: \$173,500, Q3-2016: \$187,460</p>	\$185,000	\$187,460	+ 1.3%	\$190,275	\$190,775	+ 0.3%
<b>Average Sales Price</b>	<p>Q1-2014: \$208,090, Q3-2014: \$219,648, Q1-2015: \$170,754, Q3-2015: \$218,904, Q1-2016: \$178,355, Q3-2016: \$223,490</p>	\$200,966	\$213,946	+ 6.5%	\$203,014	\$208,202	+ 2.6%
<b>Pct. of Orig. Price Received</b>	<p>Q1-2014: 88.2%, Q3-2014: 90.4%, Q1-2015: 88.3%, Q3-2015: 91.6%, Q1-2016: 88.3%, Q3-2016: 93.4%</p>	90.6%	91.3%	+ 0.8%	90.6%	90.5%	- 0.1%
<b>Housing Affordability Index</b>	<p>Q1-2014: 171, Q3-2014: 170, Q1-2015: 212, Q3-2015: 174, Q1-2016: 209, Q3-2016: 199</p>	194	199	+ 2.6%	188	195	+ 3.7%
<b>Inventory of Homes for Sale</b>	<p>Q1-2014: 347, Q3-2014: 476, Q1-2015: 356, Q3-2015: 476, Q1-2016: 379, Q3-2016: 257</p>	374	257	- 31.3%	--	--	--
<b>Months Supply of Inventory</b>	<p>Q1-2014: 13.6, Q3-2014: 18.3, Q1-2015: 15.7, Q3-2015: 20.8, Q1-2016: 13.7, Q3-2016: 7.0</p>	14.6	7.0	- 52.1%	--	--	--