

# Quarterly Indicators

## Ulster County



### Q1-2019

In addition to the quandary of ongoing housing price increases and affordability concerns in many U.S. markets, the first quarter of 2019 saw a fair share of adverse weather as well. Sales totals were mixed across the nation and sometimes dependent on what was a persistent wintry mix, especially in the Great Plains, Midwest and Northeast. Meanwhile, new listings and total homes for sale have been trending lower in year-over-year comparisons in many areas, and last year's marks were already quite low.

- Single-Family Closed Sales were down 2.1 percent to 93.
- Condos Closed Sales were up 600.0 percent to 7.
- Co-ops Closed Sales finished the month at 1.
- Single-Family Median Sales Price increased 9.6 percent to \$224,781.
- Condos Median Sales Price decreased 9.8 percent to \$157,000.
- Co-ops Median Sales Price ended the month at \$90,000.

The Federal Reserve recently announced that no further interest rate hikes are planned for 2019. Given the fact that the federal funds rate has increased nine times over the past three years, this was welcome news for U.S. consumers, which carry an approximate average of \$6,000 in revolving credit card debt per household. Fed actions also tend to affect mortgage rates, so the pause in rate hikes was also welcome news to the residential real estate industry.

### Quarterly Snapshot

**+ 5.2%**      **- 3.2%**      **+ 4.8%**

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
+ 5.2%	- 3.2%	+ 4.8%

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	Q1-2018	Q1-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>	<p>Bar chart showing New Listings from Q2-2016 to Q4-2018. Values: Q2-2016: 239, Q4-2016: 128, Q2-2017: 311, Q4-2017: 154, Q2-2018: 268, Q4-2018: 208.</p>	155	<b>208</b>	+ 34.2%	155	<b>208</b>	+ 34.2%
<b>Pending Sales</b>	<p>Bar chart showing Pending Sales from Q2-2016 to Q4-2018. Values: Q2-2016: 130, Q4-2016: 96, Q2-2017: 124, Q4-2017: 112, Q2-2018: 139, Q4-2018: 125.</p>	112	<b>125</b>	+ 11.6%	112	<b>125</b>	+ 11.6%
<b>Closed Sales</b>	<p>Bar chart showing Closed Sales from Q2-2016 to Q4-2018. Values: Q2-2016: 104, Q4-2016: 117, Q2-2017: 149, Q4-2017: 95, Q2-2018: 143, Q4-2018: 93.</p>	95	<b>93</b>	- 2.1%	95	<b>93</b>	- 2.1%
<b>Days on Market</b>	<p>Bar chart showing Days on Market from Q2-2016 to Q4-2018. Values: Q2-2016: 150, Q4-2016: 130, Q2-2017: 130, Q4-2017: 109, Q2-2018: 99, Q4-2018: 103.</p>	122	<b>103</b>	- 15.6%	122	<b>103</b>	- 15.6%
<b>Median Sales Price</b>	<p>Bar chart showing Median Sales Price from Q2-2016 to Q4-2018. Values: Q2-2016: \$190,000, Q4-2016: \$186,730, Q2-2017: \$206,500, Q4-2017: \$224,000, Q2-2018: \$215,000, Q4-2018: \$224,781.</p>	\$205,000	<b>\$224,781</b>	+ 9.6%	\$205,000	<b>\$224,781</b>	+ 9.6%
<b>Average Sales Price</b>	<p>Bar chart showing Average Sales Price from Q2-2016 to Q4-2018. Values: Q2-2016: \$206,976, Q4-2016: \$214,484, Q2-2017: \$219,069, Q4-2017: \$245,443, Q2-2018: \$241,233, Q4-2018: \$226,517.</p>	\$241,233	<b>\$226,517</b>	- 6.1%	\$241,233	<b>\$226,517</b>	- 6.1%
<b>Pct. of Orig. Price Received</b>	<p>Bar chart showing Pct. of Orig. Price Received from Q2-2016 to Q4-2018. Values: Q2-2016: 87.6%, Q4-2016: 91.6%, Q2-2017: 93.0%, Q4-2017: 91.2%, Q2-2018: 94.3%, Q4-2018: 91.0%.</p>	91.2%	<b>91.0%</b>	- 0.2%	91.2%	<b>91.0%</b>	- 0.2%
<b>Housing Affordability Index</b>	<p>Bar chart showing Housing Affordability Index from Q2-2016 to Q4-2018. Values: Q2-2016: 196, Q4-2016: 194, Q2-2017: 182, Q4-2017: 166, Q2-2018: 164, Q4-2018: 159.</p>	175	<b>159</b>	- 9.1%	175	<b>159</b>	- 9.1%
<b>Inventory of Homes for Sale</b>	<p>Bar chart showing Inventory of Homes for Sale from Q2-2016 to Q4-2018. Values: Q2-2016: 415, Q4-2016: 271, Q2-2017: 401, Q4-2017: 301, Q2-2018: 353, Q4-2018: 266.</p>	275	<b>265</b>	- 3.6%	--	--	--
<b>Months Supply of Inventory</b>	<p>Bar chart showing Months Supply of Inventory from Q2-2016 to Q4-2018. Values: Q2-2016: 12.4, Q4-2016: 7.4, Q2-2017: 10.9, Q4-2017: 7.4, Q2-2018: 8.3, Q4-2018: 6.4.</p>	6.4	<b>6.4</b>	0.0%	--	--	--

# 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	Q1-2018	Q1-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		2	7	+ 250.0%	2	7	+ 250.0%
<b>Pending Sales</b>		2	5	+ 150.0%	2	5	+ 150.0%
<b>Closed Sales</b>		1	7	+ 600.0%	1	7	+ 600.0%
<b>Days on Market</b>		67	69	+ 3.0%	67	69	+ 3.0%
<b>Median Sales Price</b>		\$174,000	\$157,000	- 9.8%	\$174,000	\$157,000	- 9.8%
<b>Average Sales Price</b>		\$174,000	\$162,857	- 6.4%	\$174,000	\$162,857	- 6.4%
<b>Pct. of Orig. Price Received</b>		99.7%	91.0%	- 8.7%	99.7%	91.0%	- 8.7%
<b>Housing Affordability Index</b>		207	227	+ 9.7%	207	227	+ 9.7%
<b>Inventory of Homes for Sale</b>		3	4	+ 33.3%	--	--	--
<b>Months Supply of Inventory</b>		1.8	2.0	+ 11.1%	--	--	--

# 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.

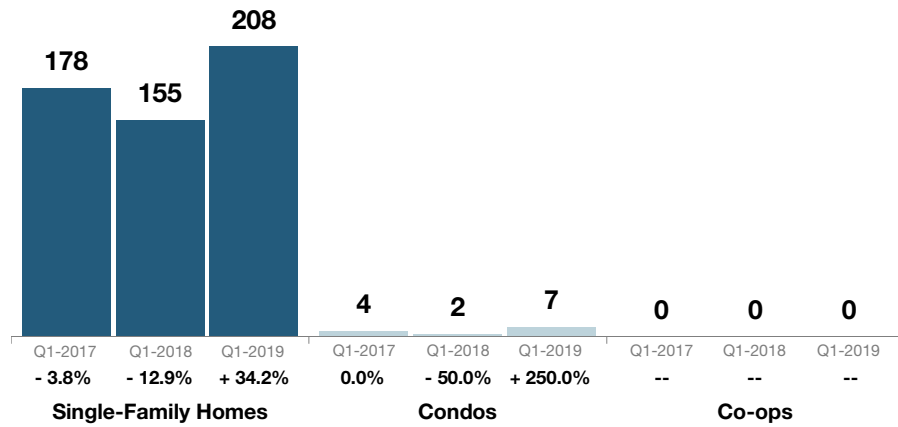


Key Metrics	Historical Sparkbars						Q1-2018	Q1-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>	0	0	0	1	0	0	0	0	--	0	0	--
	Q2-2016	Q4-2016	Q2-2017	Q4-2017	Q2-2018	Q4-2018						
<b>Pending Sales</b>	1	0	0	1	0	0	0	1	--	0	1	--
	Q2-2016	Q4-2016	Q2-2017	Q4-2017	Q2-2018	Q4-2018						
<b>Closed Sales</b>	1	0	0	1	0	0	0	1	--	0	1	--
	Q2-2016	Q4-2016	Q2-2017	Q4-2017	Q2-2018	Q4-2018						
<b>Days on Market</b>	307	0	0	41	0	0	--	230	--	--	230	--
	Q2-2016	Q4-2016	Q2-2017	Q4-2017	Q2-2018	Q4-2018						
<b>Median Sales Price</b>	\$29,500	\$0	\$0	\$205,000	\$0	\$0	--	\$90,000	--	--	\$90,000	--
	Q2-2016	Q4-2016	Q2-2017	Q4-2017	Q2-2018	Q4-2018						
<b>Average Sales Price</b>	\$29,500	\$0	\$0	\$205,000	\$0	\$0	--	\$90,000	--	--	\$90,000	--
	Q2-2016	Q4-2016	Q2-2017	Q4-2017	Q2-2018	Q4-2018						
<b>Pct. of Orig. Price Received</b>	75.6%	0.0%	0.0%	95.3%	0.0%	0.0%	--	72.1%	--	--	72.1%	--
	Q2-2016	Q4-2016	Q2-2017	Q4-2017	Q2-2018	Q4-2018						
<b>Housing Affordability Index</b>	0	0	0	0	0	0	--	--	--	--	--	--
	Q2-2016	Q4-2016	Q2-2017	Q4-2017	Q2-2018	Q4-2018						
<b>Inventory of Homes for Sale</b>	0	0	0	0	0	1	0	0	--	--	--	--
	Q2-2016	Q4-2016	Q2-2017	Q4-2017	Q2-2018	Q4-2018						
<b>Months Supply of Inventory</b>	0.0	0.0	0.0	0.0	0.0	0.0	--	--	--	--	--	--
	Q2-2016	Q4-2016	Q2-2017	Q4-2017	Q2-2018	Q4-2018						

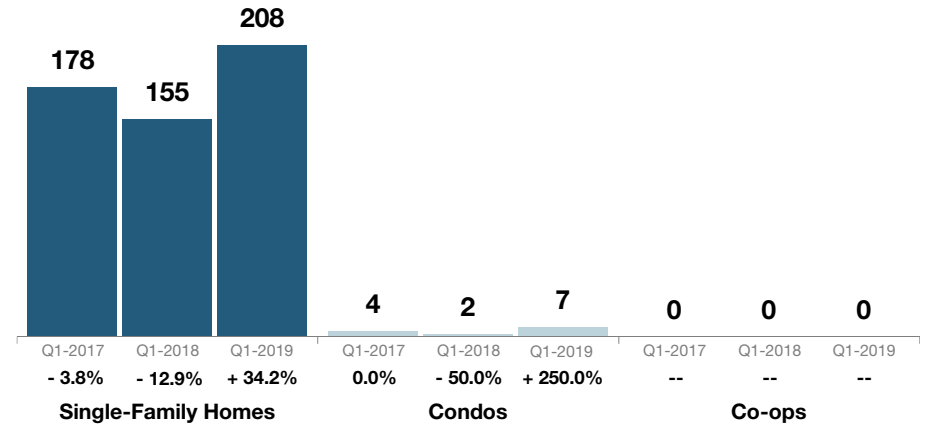
# New Listings

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

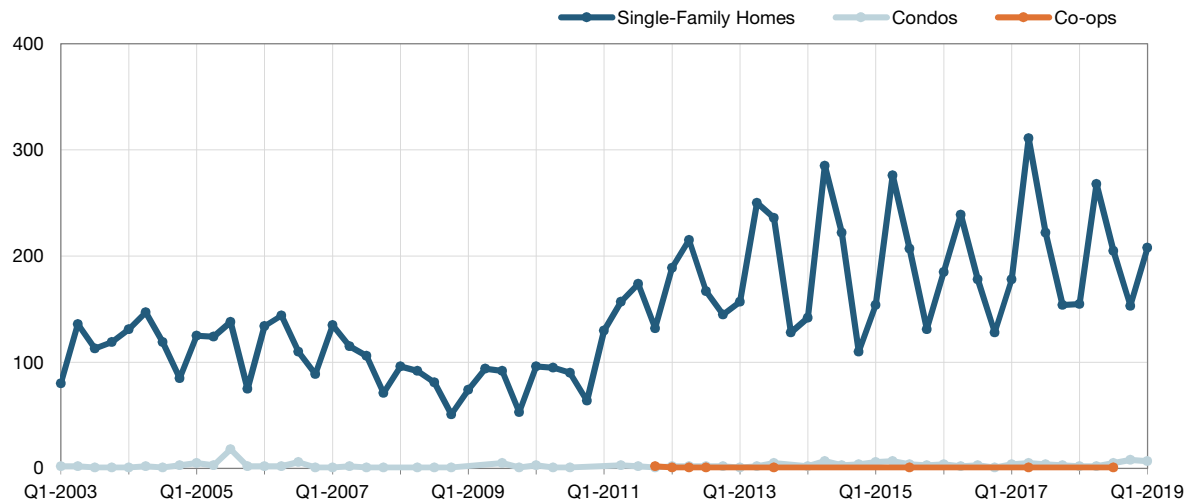
## Q1-2019



## Year to Date



## Historical New Listings by Quarter



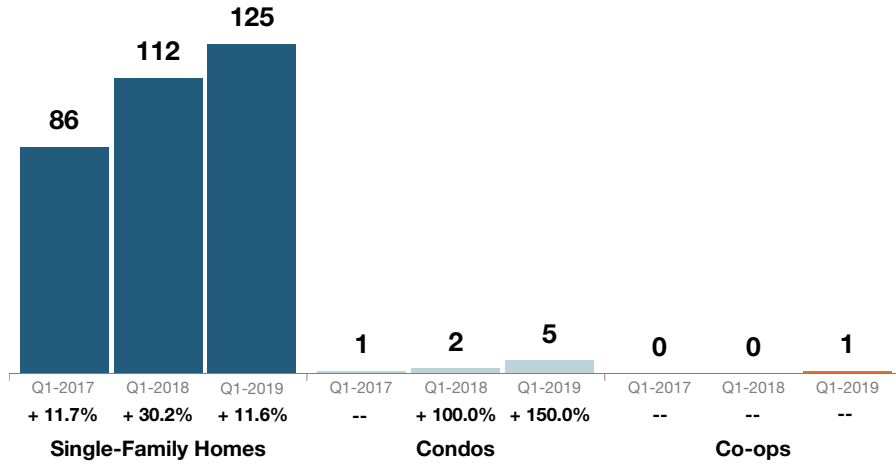
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2016	239	2	0
Q3-2016	178	3	0
Q4-2016	128	1	0
Q1-2017	178	4	0
Q2-2017	311	5	1
Q3-2017	222	4	0
Q4-2017	154	3	0
Q1-2018	155	2	0
Q2-2018	268	2	0
Q3-2018	205	5	1
Q4-2018	153	8	0
<b>Q1-2019</b>	<b>208</b>	<b>7</b>	<b>0</b>

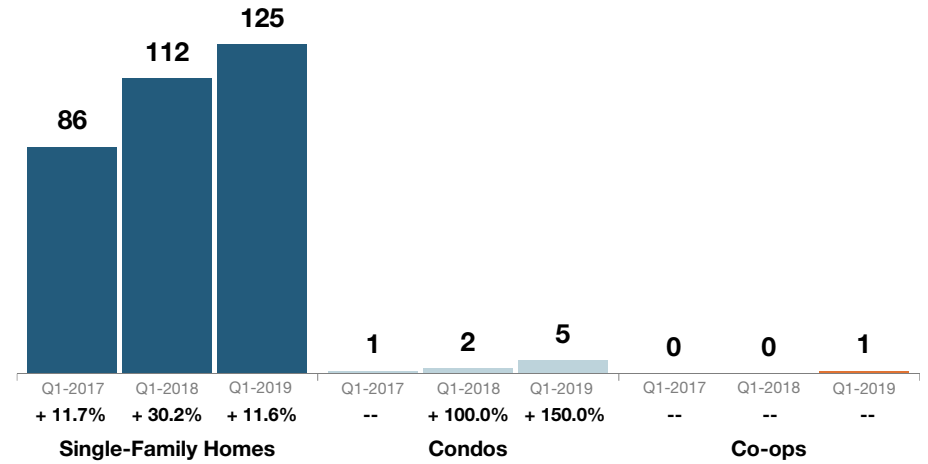
# Pending Sales

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

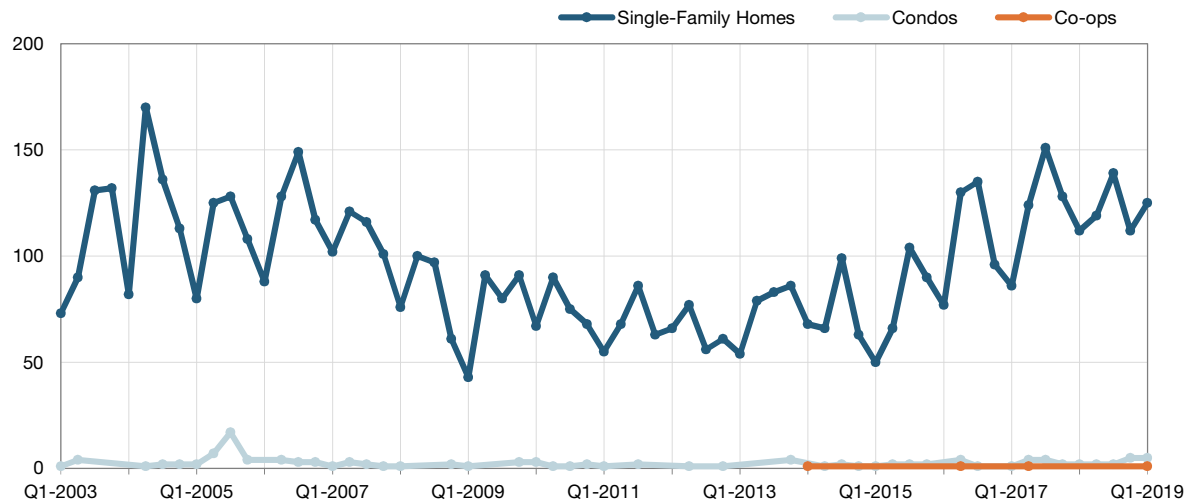
## Q1-2019



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## Historical Pending Sales by Quarter



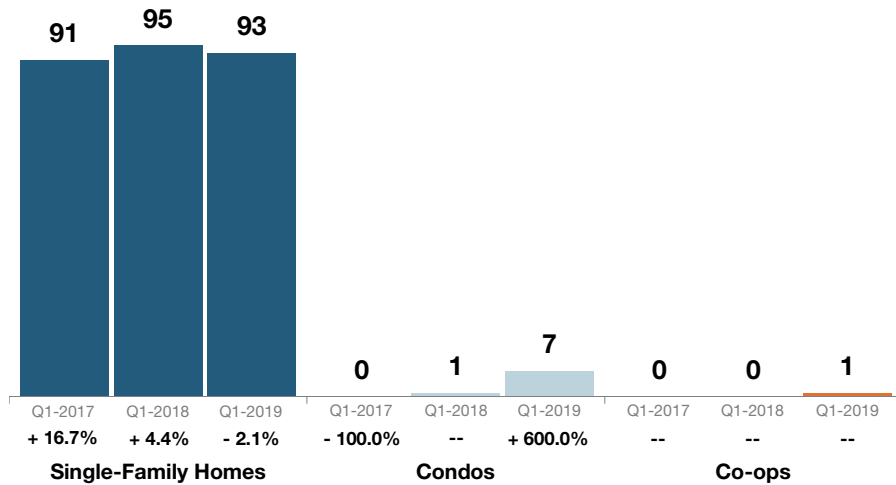
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2016	130	4	1
Q3-2016	135	1	0
Q4-2016	96	0	0
Q1-2017	86	1	0
Q2-2017	124	4	1
Q3-2017	151	4	0
Q4-2017	128	2	0
Q1-2018	112	2	0
Q2-2018	119	2	0
Q3-2018	139	2	0
Q4-2018	112	5	0
<b>Q1-2019</b>	<b>125</b>	<b>5</b>	<b>1</b>

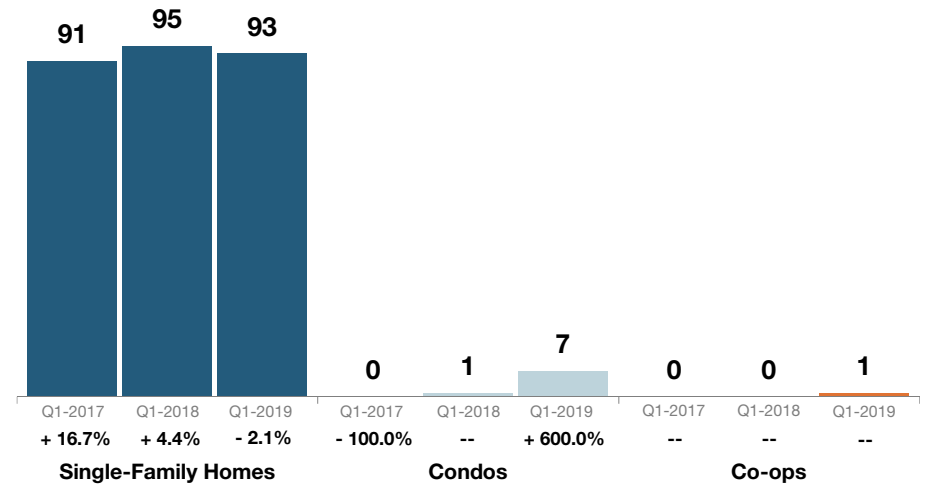
# Closed Sales

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

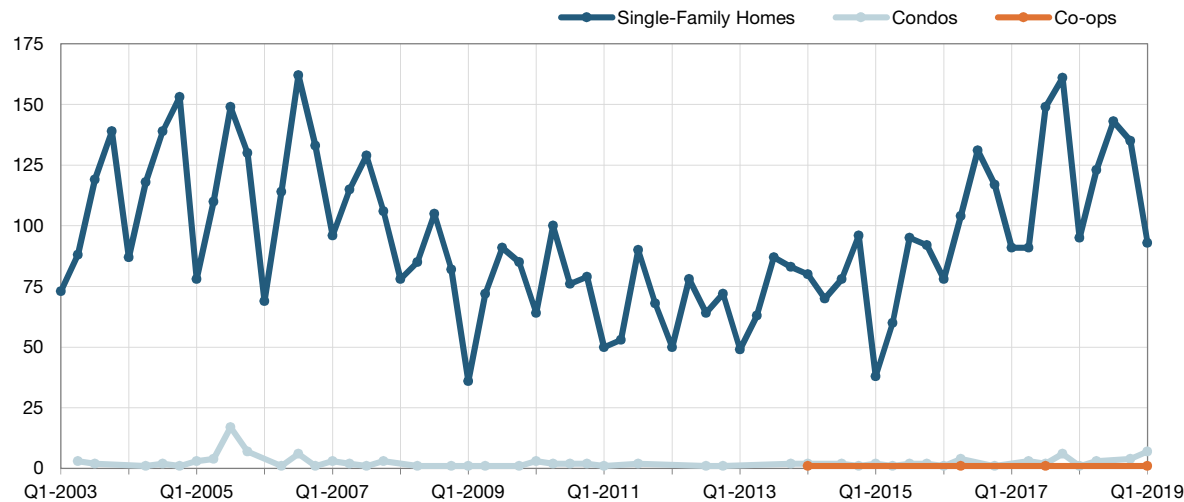
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## Historical Closed Sales by Quarter



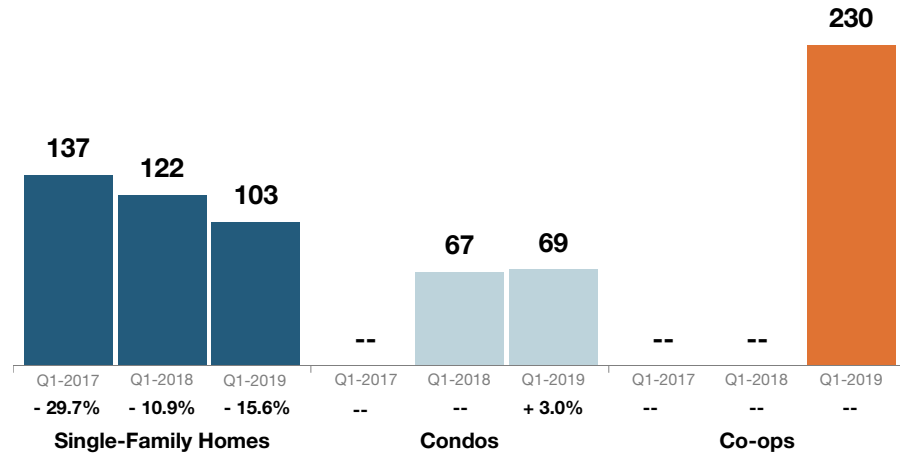
Quarter	Single-Family Homes	Condos	Co-ops
Q2-2016	104	4	1
Q3-2016	131	0	0
Q4-2016	117	1	0
Q1-2017	91	0	0
Q2-2017	91	3	0
Q3-2017	149	2	1
Q4-2017	161	6	0
Q1-2018	95	1	0
Q2-2018	123	3	0
Q3-2018	143	0	0
Q4-2018	135	4	0
<b>Q1-2019</b>	<b>93</b>	<b>7</b>	<b>1</b>

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

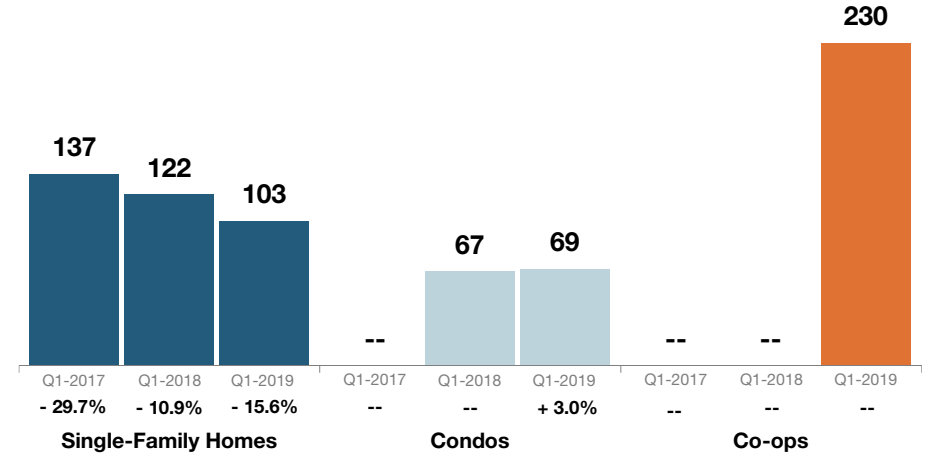
# Days on Market Until Sale

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

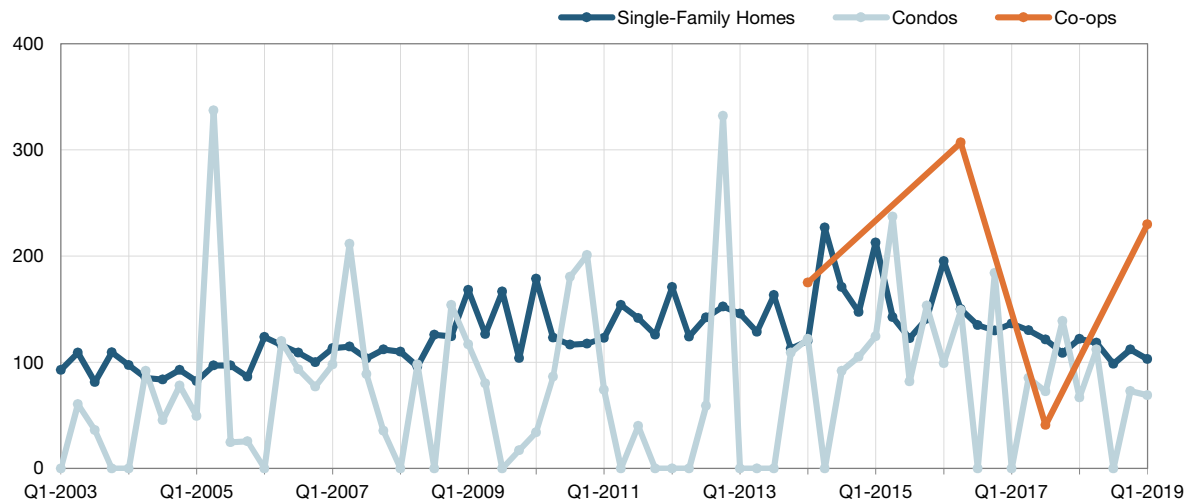
## Q1-2019



## Year to Date



## Historical Days on Market Until Sale by Quarter



Quarter	Single-Family Homes	Condos	Co-ops
Q2-2016	150	149	307
Q3-2016	135	--	--
Q4-2016	130	184	--
Q1-2017	137	--	--
Q2-2017	130	85	--
Q3-2017	121	73	41
Q4-2017	109	139	--
Q1-2018	122	67	--
Q2-2018	118	112	--
Q3-2018	99	--	--
Q4-2018	112	73	--
<b>Q1-2019</b>	<b>103</b>	<b>69</b>	<b>230</b>

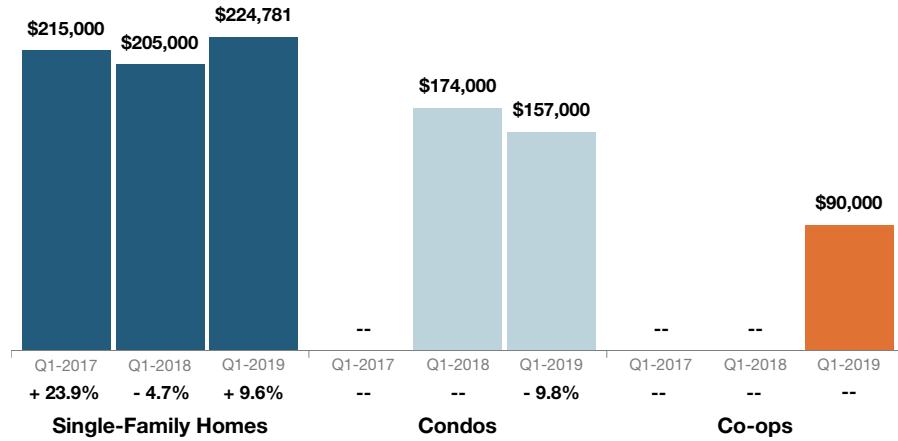
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.



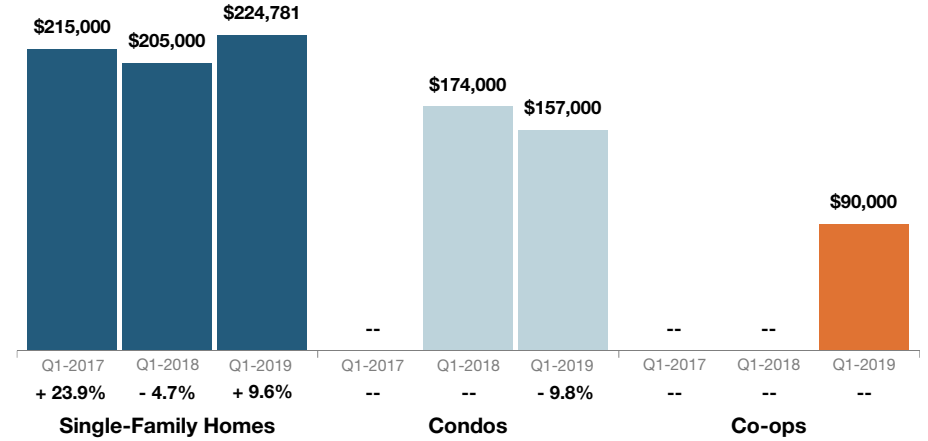
# Median Sales Price

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

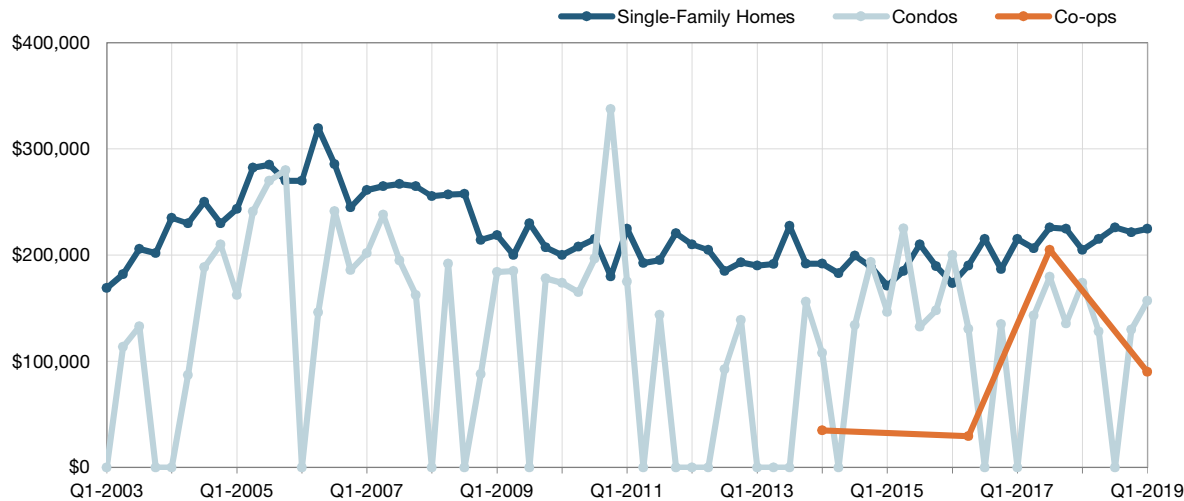
## Q1-2019



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## Historical Median Sales Price by Quarter



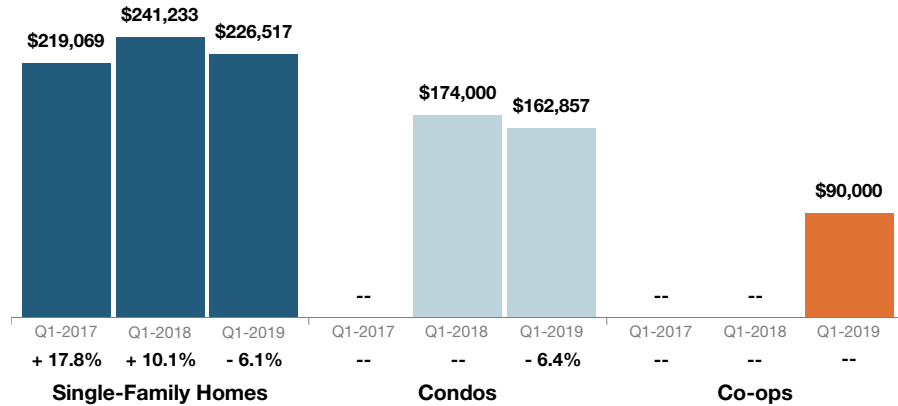
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2016	\$190,000	\$130,475	\$29,500
Q3-2016	\$215,000	--	--
Q4-2016	\$186,730	\$135,000	--
Q1-2017	\$215,000	--	--
Q2-2017	\$206,500	\$143,000	--
Q3-2017	\$226,000	\$179,500	\$205,000
Q4-2017	\$224,900	\$135,500	--
Q1-2018	\$205,000	\$174,000	--
Q2-2018	\$215,000	\$128,000	--
Q3-2018	\$226,000	--	--
Q4-2018	\$221,500	\$129,900	--
<b>Q1-2019</b>	<b>\$224,781</b>	<b>\$157,000</b>	<b>\$90,000</b>

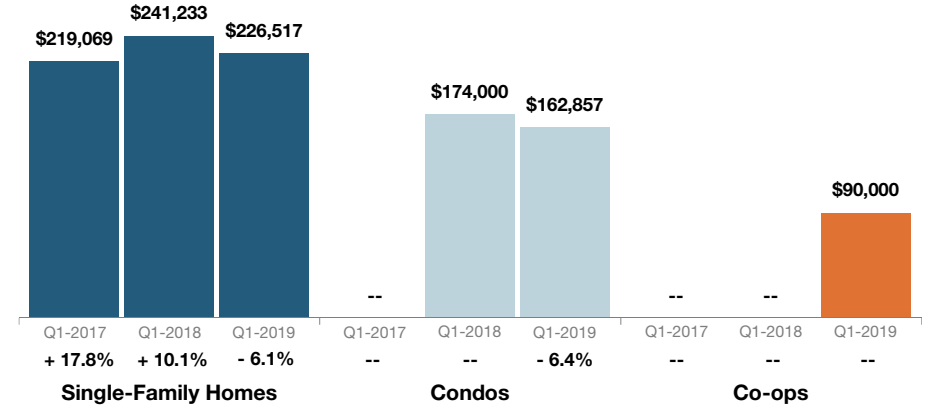
# Average Sales Price

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

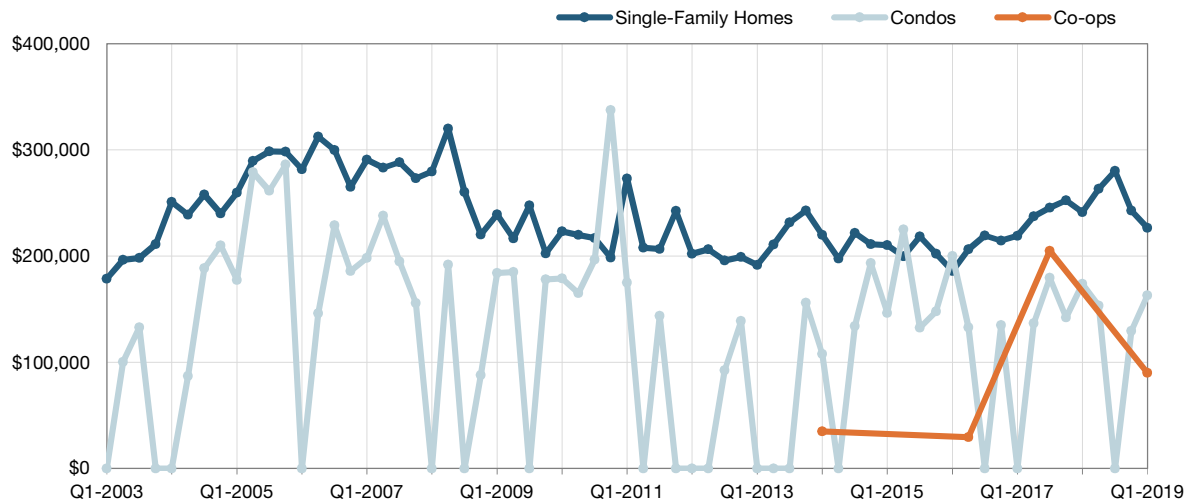
## Q1-2019



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## Historical Average Sales Price by Quarter



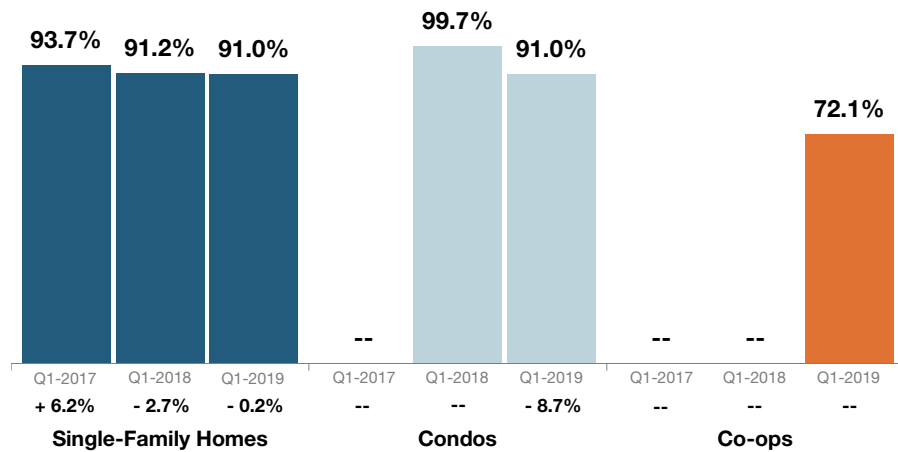
Quarter	Single-Family Homes	Condos	Co-ops
Q2-2016	\$206,376	\$132,738	\$29,500
Q3-2016	\$219,356	--	--
Q4-2016	\$214,494	\$135,000	--
Q1-2017	\$219,069	--	--
Q2-2017	\$237,579	\$136,667	--
Q3-2017	\$245,443	\$179,500	\$205,000
Q4-2017	\$252,369	\$142,167	--
Q1-2018	\$241,233	\$174,000	--
Q2-2018	\$263,334	\$153,333	--
Q3-2018	\$280,099	--	--
Q4-2018	\$242,965	\$129,600	--
<b>Q1-2019</b>	<b>\$226,517</b>	<b>\$162,857</b>	<b>\$90,000</b>

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

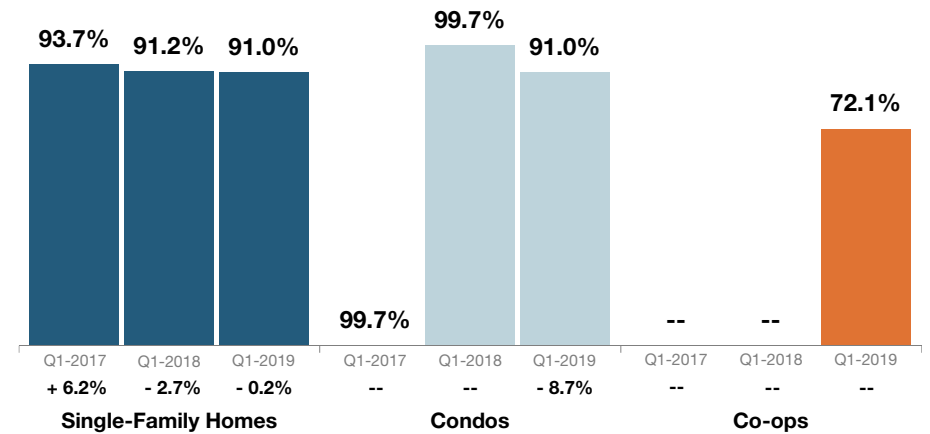
# Percent of Original List Price Received

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.

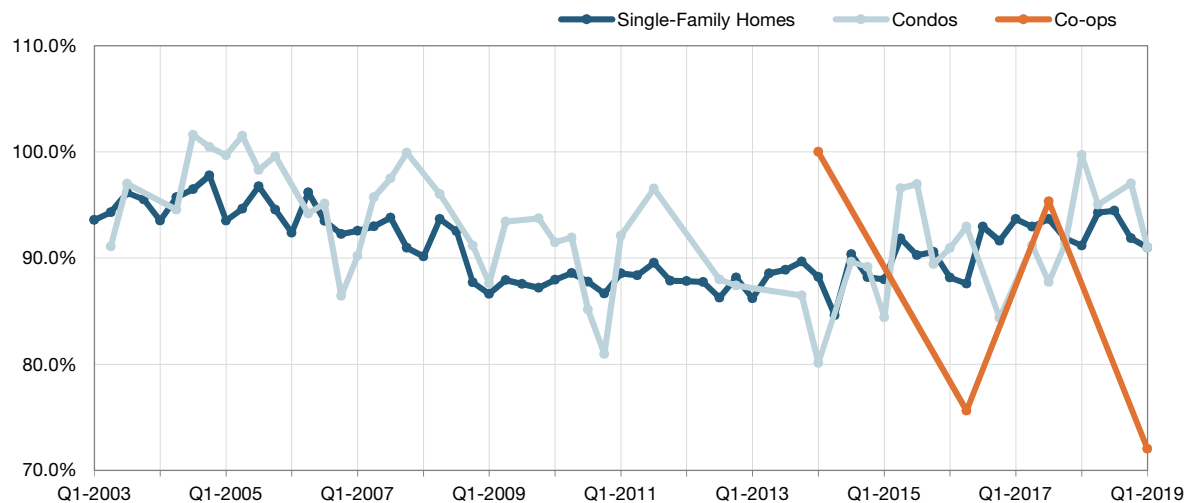
## Q1-2019



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## Historical Percent of Original List Price Received by Quarter



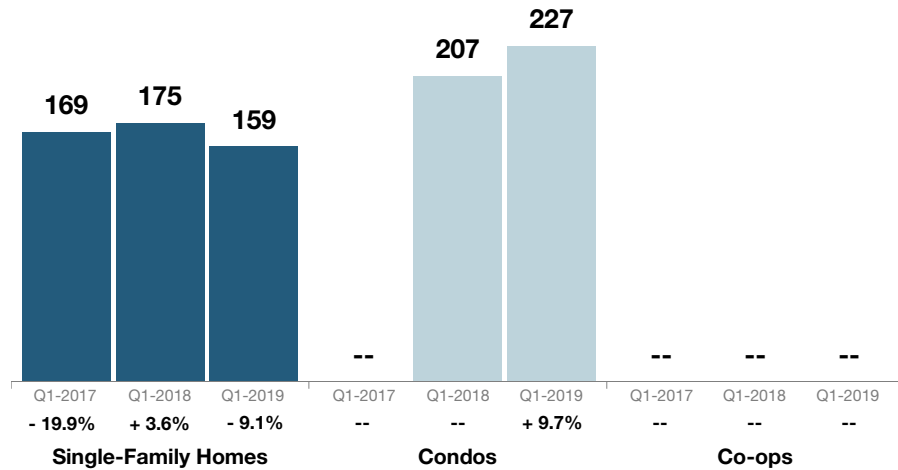
Quarter	Single-Family Homes	Condos	Co-ops
Q2-2016	87.6%	93.0%	75.6%
Q3-2016	93.0%	--	--
Q4-2016	91.6%	84.4%	--
Q1-2017	93.7%	--	--
Q2-2017	93.0%	91.2%	--
Q3-2017	93.7%	87.8%	95.3%
Q4-2017	91.9%	91.3%	--
Q1-2018	91.2%	99.7%	--
Q2-2018	94.3%	95.0%	--
Q3-2018	94.5%	--	--
Q4-2018	91.9%	97.0%	--
<b>Q1-2019</b>	<b>91.0%</b>	<b>91.0%</b>	<b>72.1%</b>

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

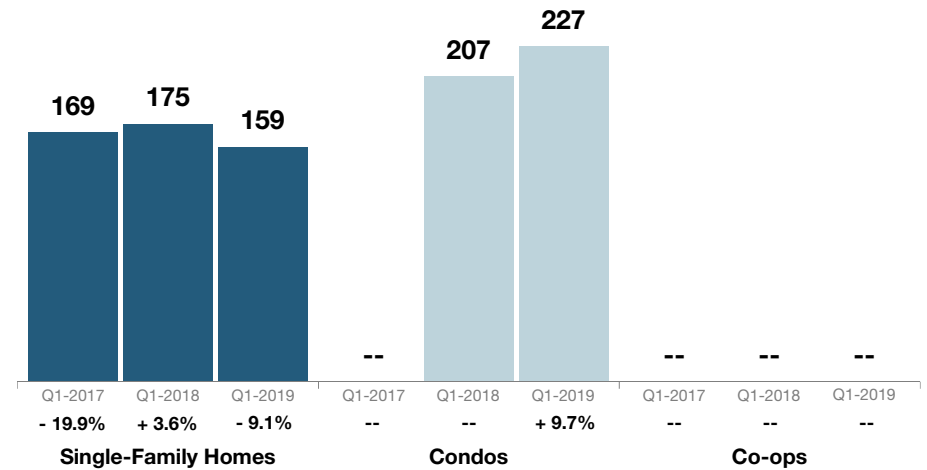
# Housing Affordability Index

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.

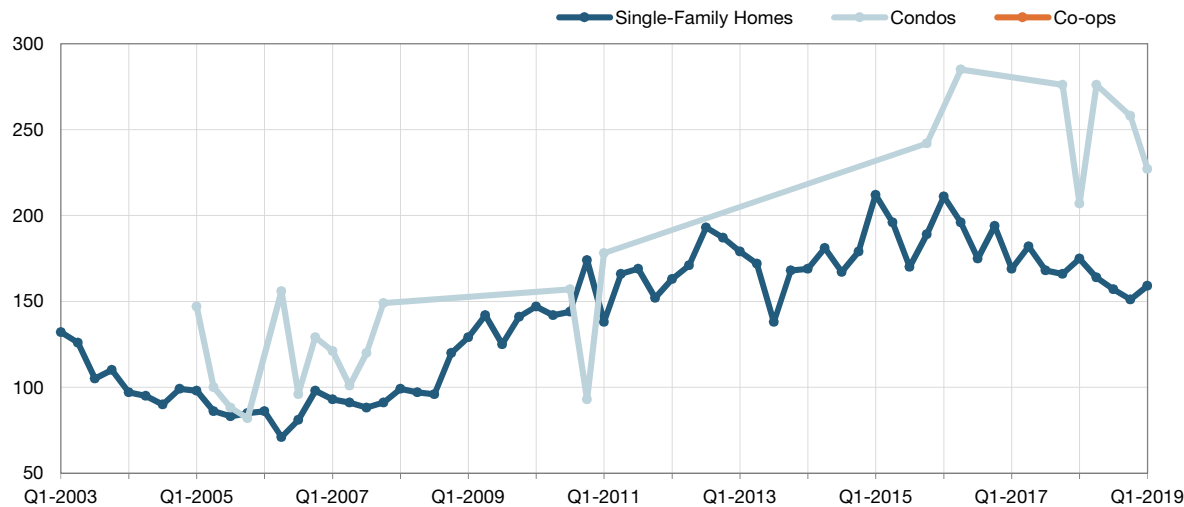
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## Historical Housing Affordability Index by Quarter



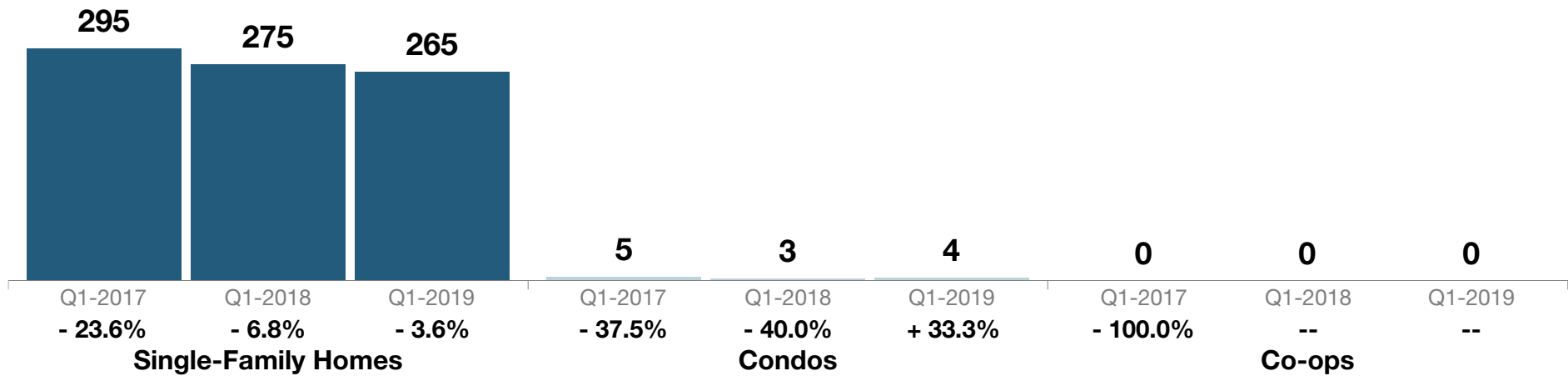
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2016	196	285	--
Q3-2016	175	--	--
Q4-2016	194	--	--
Q1-2017	169	--	--
Q2-2017	182	--	--
Q3-2017	168	--	--
Q4-2017	166	276	--
Q1-2018	175	207	--
Q2-2018	164	276	--
Q3-2018	157	--	--
Q4-2018	151	258	--
<b>Q1-2019</b>	<b>159</b>	<b>227</b>	--

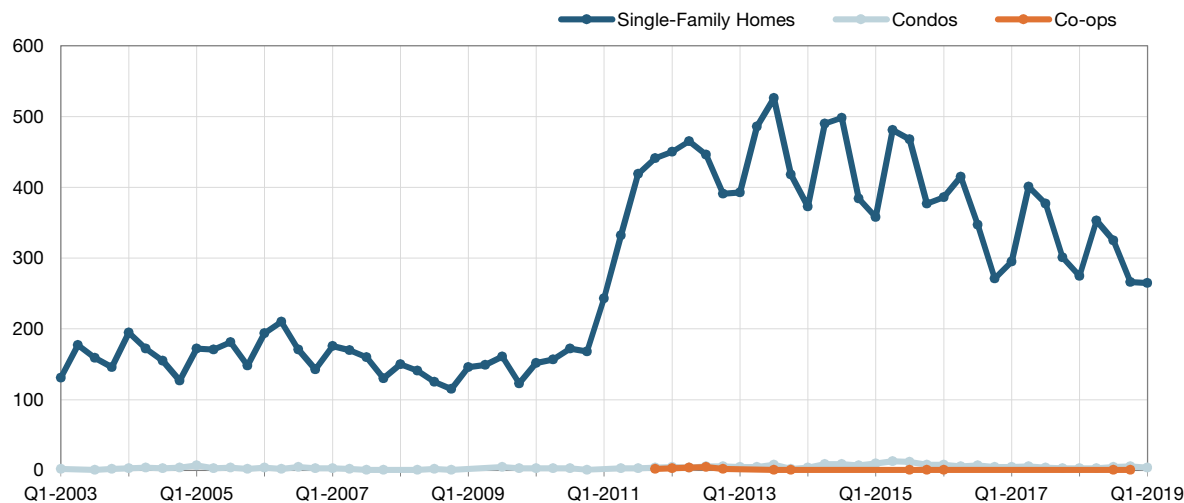
# Inventory of Homes for Sale

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

## Q1-2019



## Historical Inventory of Homes for Sale by Quarter



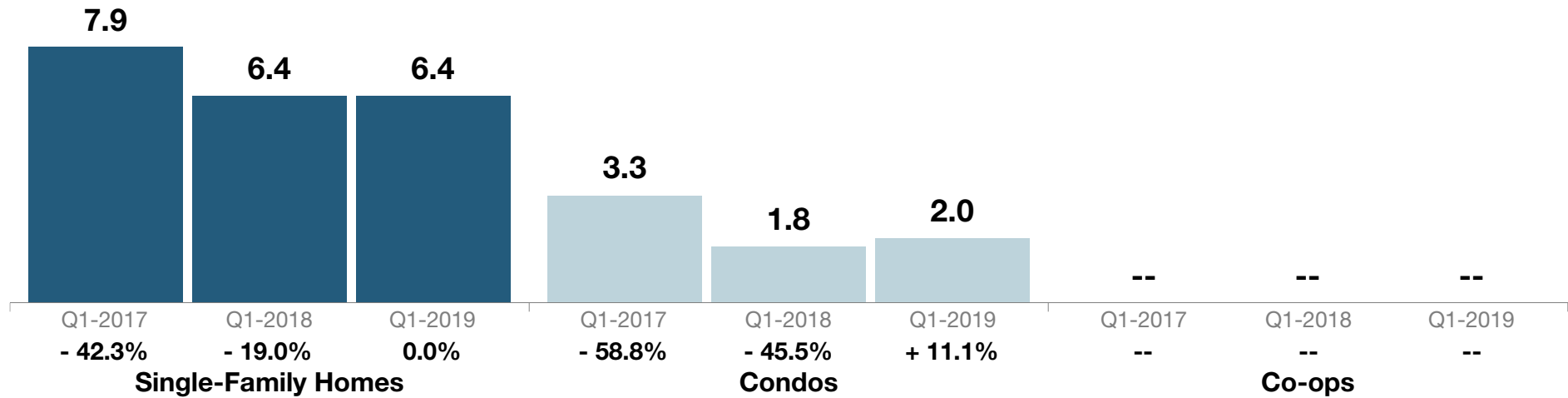
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2016	415	6	0
Q3-2016	347	7	0
Q4-2016	271	5	0
Q1-2017	295	5	0
Q2-2017	401	6	0
Q3-2017	377	4	0
Q4-2017	301	3	0
Q1-2018	275	3	0
Q2-2018	353	3	0
Q3-2018	325	5	1
Q4-2018	266	6	1
<b>Q1-2019</b>	<b>265</b>	<b>4</b>	<b>0</b>

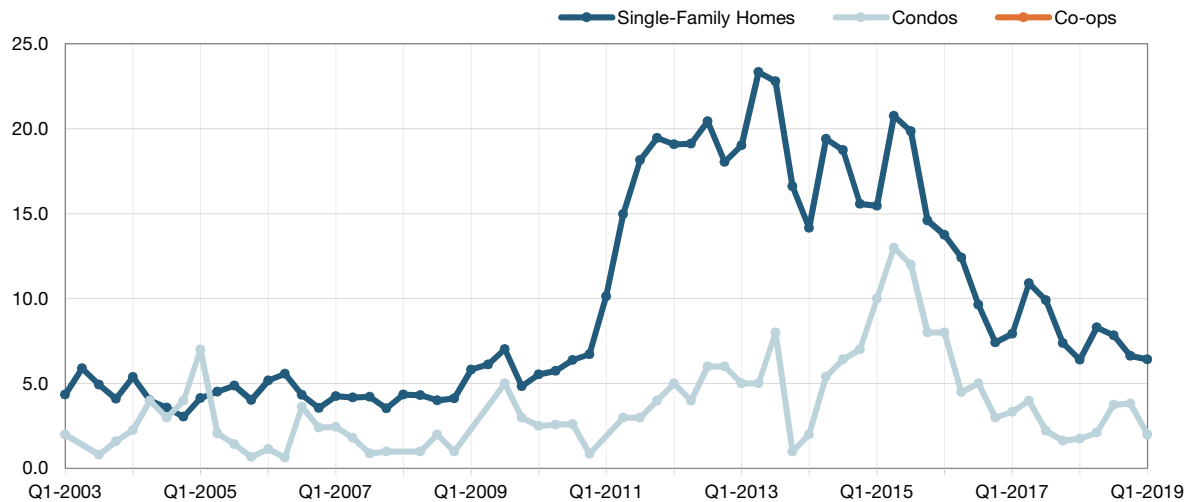
# Months Supply of Inventory

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.

## Q1-2019



## 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
Q2-2016	12.4	4.5	--
Q3-2016	9.6	5.0	--
Q4-2016	7.4	3.0	--
Q1-2017	7.9	3.3	--
Q2-2017	10.9	4.0	--
Q3-2017	9.9	2.2	--
Q4-2017	7.4	1.6	--
Q1-2018	6.4	1.8	--
Q2-2018	8.3	2.1	--
Q3-2018	7.8	3.8	--
Q4-2018	6.6	3.8	--
<b>Q1-2019</b>	<b>6.4</b>	<b>2.0</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	Q1-2018	Q1-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		157	<b>215</b>	+ 36.9%	157	<b>215</b>	+ 36.9%
<b>Pending Sales</b>		114	<b>131</b>	+ 14.9%	114	<b>131</b>	+ 14.9%
<b>Closed Sales</b>		96	<b>101</b>	+ 5.2%	96	<b>101</b>	+ 5.2%
<b>Days on Market</b>		122	<b>102</b>	- 16.4%	122	<b>102</b>	- 16.4%
<b>Median Sales Price</b>		\$202,500	<b>\$212,167</b>	+ 4.8%	\$202,500	<b>\$212,167</b>	+ 4.8%
<b>Average Sales Price</b>		\$240,517	<b>\$220,696</b>	- 8.2%	\$240,517	<b>\$220,696</b>	- 8.2%
<b>Pct. of Orig. Price Received</b>		91.3%	<b>90.8%</b>	- 0.5%	91.3%	<b>90.8%</b>	- 0.5%
<b>Housing Affordability Index</b>		178	<b>168</b>	- 5.6%	178	<b>168</b>	- 5.6%
<b>Inventory of Homes for Sale</b>		278	<b>269</b>	- 3.2%	--	--	--
<b>Months Supply of Inventory</b>		6.3	<b>6.3</b>	0.0%	--	--	--