

Quarterly Indicators

Ulster County



Q2-2019

As expected, the Federal Reserve did not change their target range for the federal funds rate at their June meeting. Although the economy is still shuffling ahead with low unemployment and solid retail sales, uncertainty remains regarding trade tensions, slowed manufacturing and job growth, weak business investments, and a flattening yield curve.

- Single-Family Closed Sales were up 1.6 percent to 125.
- Condos Closed Sales remained flat at 3.
- Co-ops Closed Sales finished the quarter at 0.
- Single-Family Median Sales Price increased 2.3 percent to \$220,000.
- Condos Median Sales Price increased 21.1 percent to \$155,000.
- Co-ops did not have a Median Sales Price this quarter.

Real estate markets across the country are performing well in an economic expansion that will become the longest in U.S. history in July. However, there are signs that expansion is slowing. The Federal Reserve considers 2.0 percent a healthy inflation rate, but the U.S. is expected to remain below that this year. The Fed has received pressure from the White House to cut rates in order to spur further economic activity, and the possibility of a rate reduction in 2019 is in play following a string of increases over the last several years. Even so, mortgage rates remain remarkably attractive. Inventory, however, remains a sticking point.

Quarterly Snapshot

+ 1.6% **- 0.3%** **+ 3.5%**

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	Q2-2018	Q2-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings	<p>Bar chart showing New Listings from Q3-2016 to Q1-2019. Values: 178, 128, 178, 311, 222, 154, 155, 268, 205, 153, 208, 301.</p>	268	301	+ 12.3%	423	509	+ 20.3%
Pending Sales	<p>Bar chart showing Pending Sales from Q3-2016 to Q1-2019. Values: 135, 96, 86, 124, 151, 128, 112, 119, 139, 111, 120, 157.</p>	119	157	+ 31.9%	231	277	+ 19.9%
Closed Sales	<p>Bar chart showing Closed Sales from Q3-2016 to Q1-2019. Values: 131, 117, 91, 91, 149, 161, 95, 123, 143, 135, 93, 125.</p>	123	125	+ 1.6%	218	218	0.0%
Days on Market	<p>Bar chart showing Days on Market from Q3-2016 to Q1-2019. Values: 135, 130, 137, 130, 121, 109, 122, 118, 99, 112, 103, 110.</p>	118	110	- 6.8%	120	107	- 10.8%
Median Sales Price	<p>Bar chart showing Median Sales Price from Q3-2016 to Q1-2019. Values: \$215,000, \$186,730, \$215,000, \$206,500, \$226,000, \$224,900, \$205,000, \$215,000, \$226,000, \$221,500, \$224,781, \$220,000.</p>	\$215,000	\$220,000	+ 2.3%	\$211,250	\$221,000	+ 4.6%
Average Sales Price	<p>Bar chart showing Average Sales Price from Q3-2016 to Q1-2019. Values: \$219,356, \$214,494, \$219,069, \$207,579, \$245,443, \$252,369, \$241,233, \$263,934, \$280,099, \$242,985, \$228,517, \$225,853.</p>	\$263,334	\$225,853	- 14.2%	\$253,818	\$226,136	- 10.9%
Pct. of Orig. Price Received	<p>Bar chart showing Pct. of Orig. Price Received from Q3-2016 to Q1-2019. Values: 93.0%, 91.6%, 93.7%, 93.0%, 93.7%, 91.9%, 91.2%, 94.3%, 94.5%, 91.9%, 91.0%, 92.9%.</p>	94.3%	92.9%	- 1.5%	93.0%	92.1%	- 1.0%
Housing Affordability Index	<p>Bar chart showing Housing Affordability Index from Q3-2016 to Q1-2019. Values: 175, 194, 169, 182, 168, 166, 175, 164, 157, 151, 159, 162.</p>	164	162	- 1.2%	167	161	- 3.6%
Inventory of Homes for Sale	<p>Bar chart showing Inventory of Homes for Sale from Q3-2016 to Q1-2019. Values: 347, 271, 295, 401, 377, 301, 275, 353, 325, 268, 276, 353.</p>	353	353	0.0%	--	--	--
Months Supply of Inventory	<p>Bar chart showing Months Supply of Inventory from Q3-2016 to Q1-2019. Values: 9.6, 7.4, 7.9, 10.9, 9.9, 7.4, 6.4, 8.3, 7.8, 6.7, 6.8, 8.0.</p>	8.3	8.0	- 3.6%	--	--	--

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	Q2-2018	Q2-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		2	5	+ 150.0%	4	12	+ 200.0%
Pending Sales		2	6	+ 200.0%	4	11	+ 175.0%
Closed Sales		3	3	0.0%	4	10	+ 150.0%
Days on Market		112	122	+ 8.9%	101	85	- 15.8%
Median Sales Price		\$128,000	\$155,000	+ 21.1%	\$151,000	\$156,000	+ 3.3%
Average Sales Price		\$153,333	\$200,000	+ 30.4%	\$158,500	\$174,000	+ 9.8%
Pct. of Orig. Price Received		95.0%	92.4%	- 2.7%	96.2%	91.4%	- 5.0%
Housing Affordability Index		276	230	- 16.7%	234	229	- 2.1%
Inventory of Homes for Sale		3	1	- 66.7%	--	--	--
Months Supply of Inventory		2.1	0.4	- 81.0%	--	--	--

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.

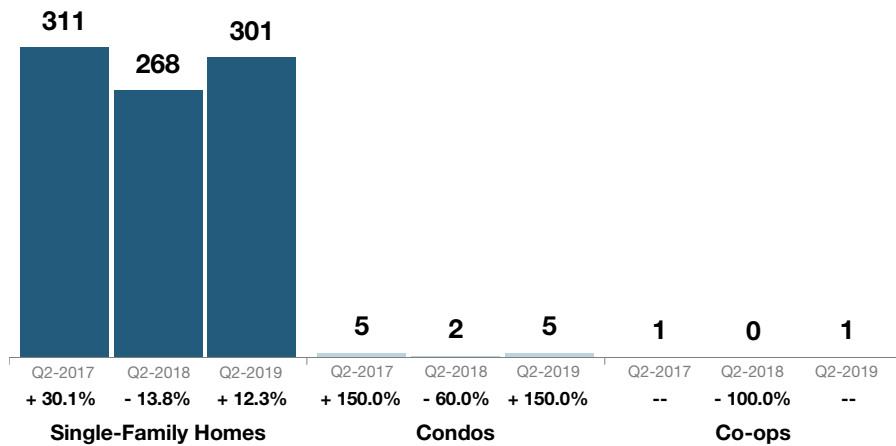


Key Metrics	Historical Sparkbars						Q2-2018	Q2-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings	0	0	0	1	0	0	0	1	--	0	1	--
	Q3-2016	Q1-2017	Q3-2017	Q1-2018	Q3-2018	Q1-2019						
Pending Sales	0	0	0	1	0	0	0	0	--	0	1	--
	Q3-2016	Q1-2017	Q3-2017	Q1-2018	Q3-2018	Q1-2019						
Closed Sales	0	0	0	1	0	0	0	0	--	0	1	--
	Q3-2016	Q1-2017	Q3-2017	Q1-2018	Q3-2018	Q1-2019						
Days on Market	0	0	0	41	0	0	--	--	--	--	230	--
	Q3-2016	Q1-2017	Q3-2017	Q1-2018	Q3-2018	Q1-2019						
Median Sales Price	\$0	\$0	\$0	\$205,000	\$0	\$0	--	--	--	--	\$90,000	--
	Q3-2016	Q1-2017	Q3-2017	Q1-2018	Q3-2018	Q1-2019						
Average Sales Price	\$0	\$0	\$0	\$205,000	\$0	\$0	--	--	--	--	\$90,000	--
	Q3-2016	Q1-2017	Q3-2017	Q1-2018	Q3-2018	Q1-2019						
Pct. of Orig. Price Received	0.0%	0.0%	0.0%	95.3%	0.0%	0.0%	--	--	--	--	72.1%	--
	Q3-2016	Q1-2017	Q3-2017	Q1-2018	Q3-2018	Q1-2019						
Housing Affordability Index	0	0	0	0	0	0	--	--	--	--	--	--
	Q3-2016	Q1-2017	Q3-2017	Q1-2018	Q3-2018	Q1-2019						
Inventory of Homes for Sale	0	0	0	0	1	1	0	1	--	--	--	--
	Q3-2016	Q1-2017	Q3-2017	Q1-2018	Q3-2018	Q1-2019						
Months Supply of Inventory	0.0	0.0	0.0	0.0	0.0	1.0	--	1.0	--	--	--	--
	Q3-2016	Q1-2017	Q3-2017	Q1-2018	Q3-2018	Q1-2019						

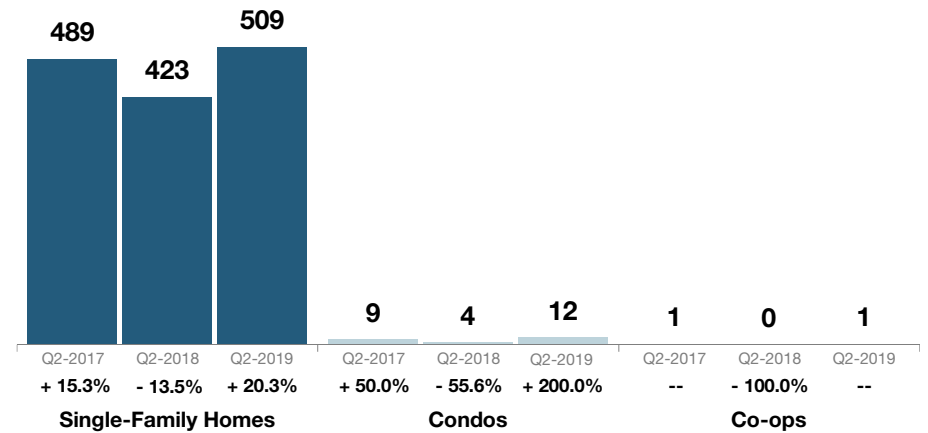
New Listings

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

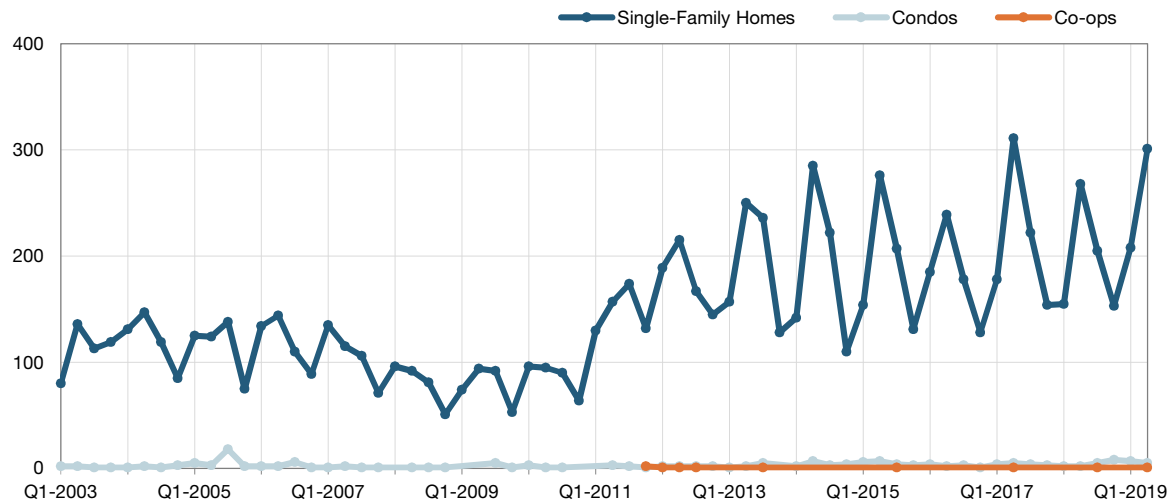
Q2-2019



Year to Date



Historical New Listings by Quarter



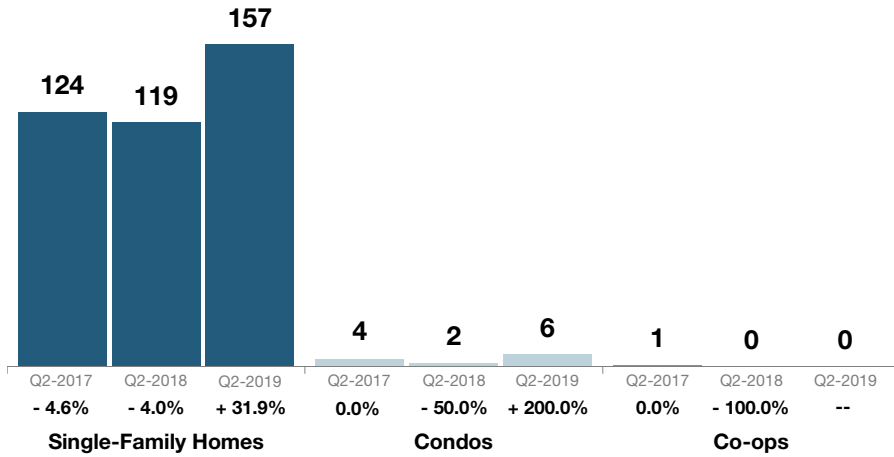
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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
Q1-2019	208	7	0
Q2-2019	301	5	1

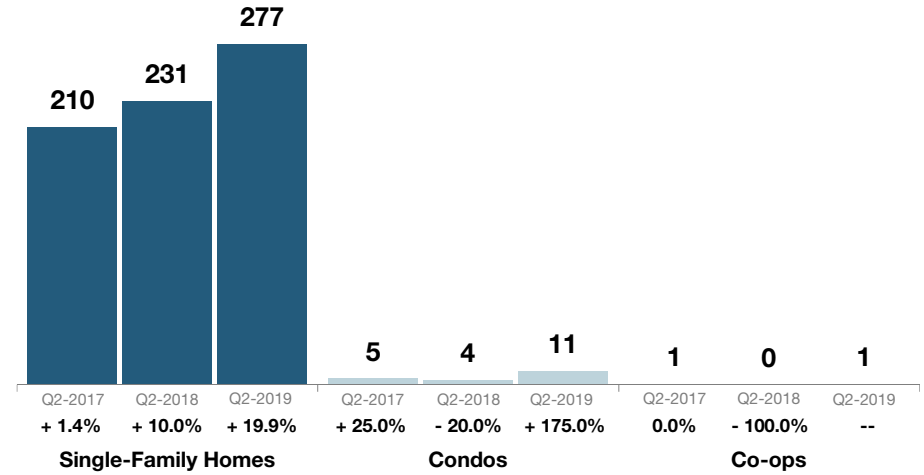
Pending Sales

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

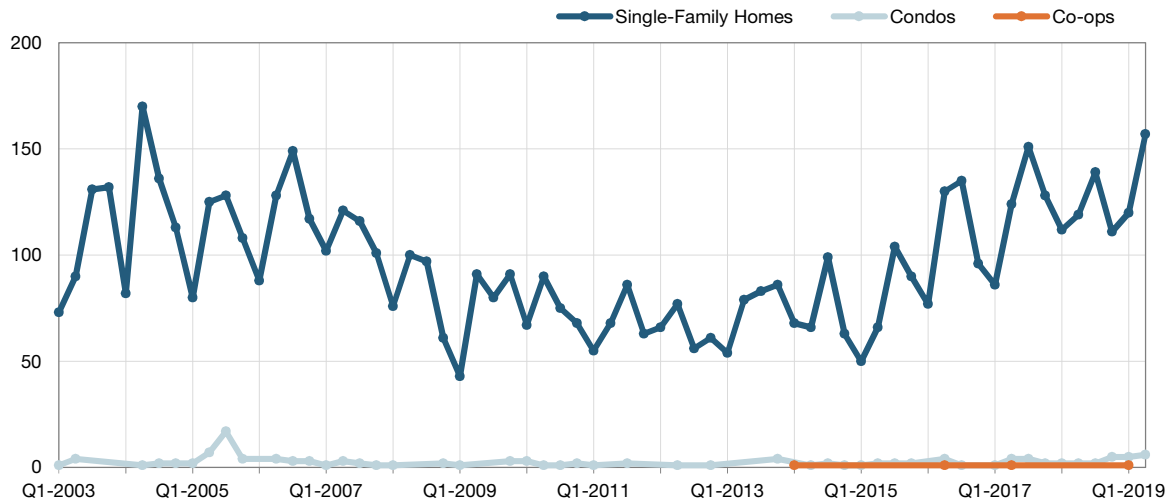
Q2-2019



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Historical Pending Sales by Quarter



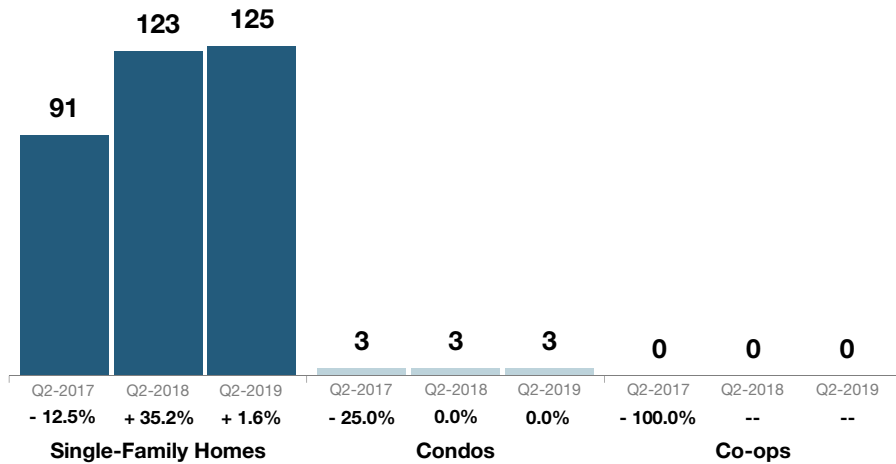
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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	111	5	0
Q1-2019	120	5	1
Q2-2019	157	6	0

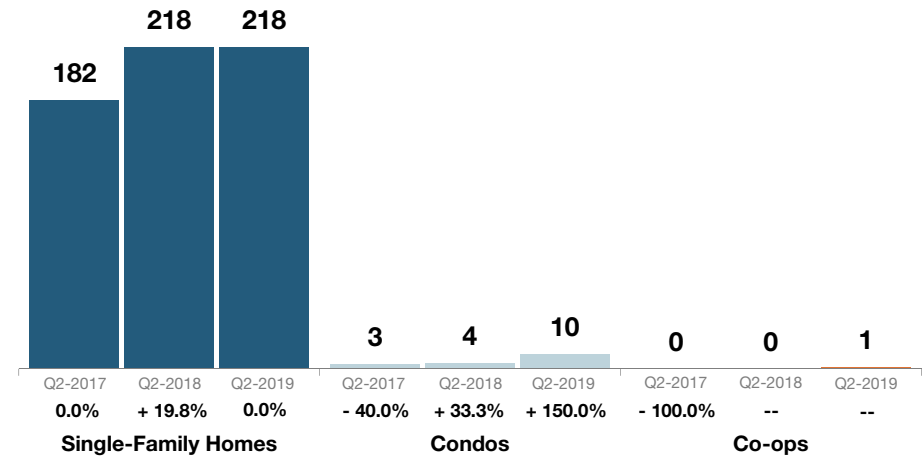
Closed Sales

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

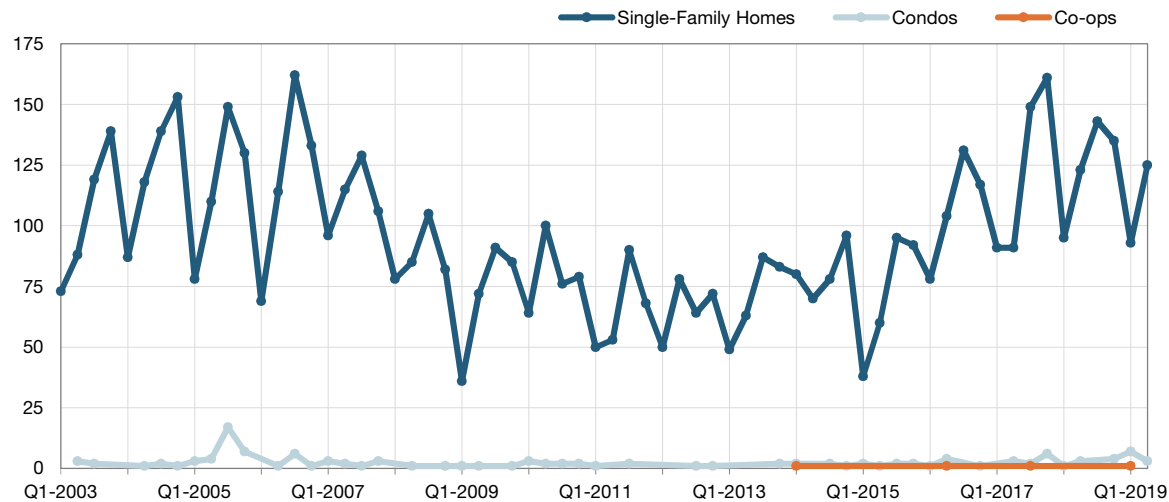
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Historical Closed Sales by Quarter



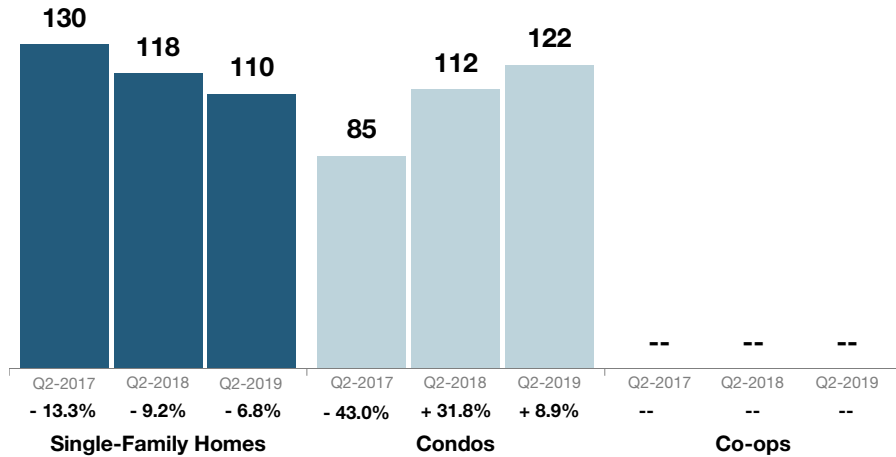
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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
Q1-2019	93	7	1
Q2-2019	125	3	0

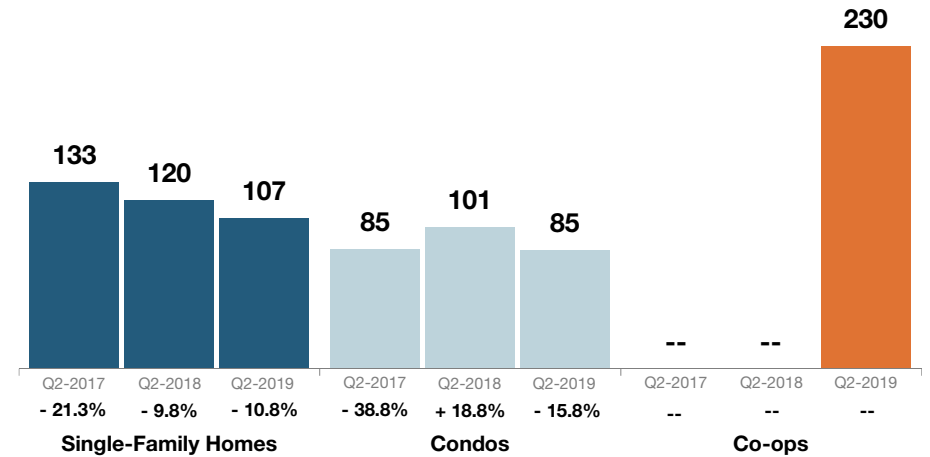
Days on Market Until Sale

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

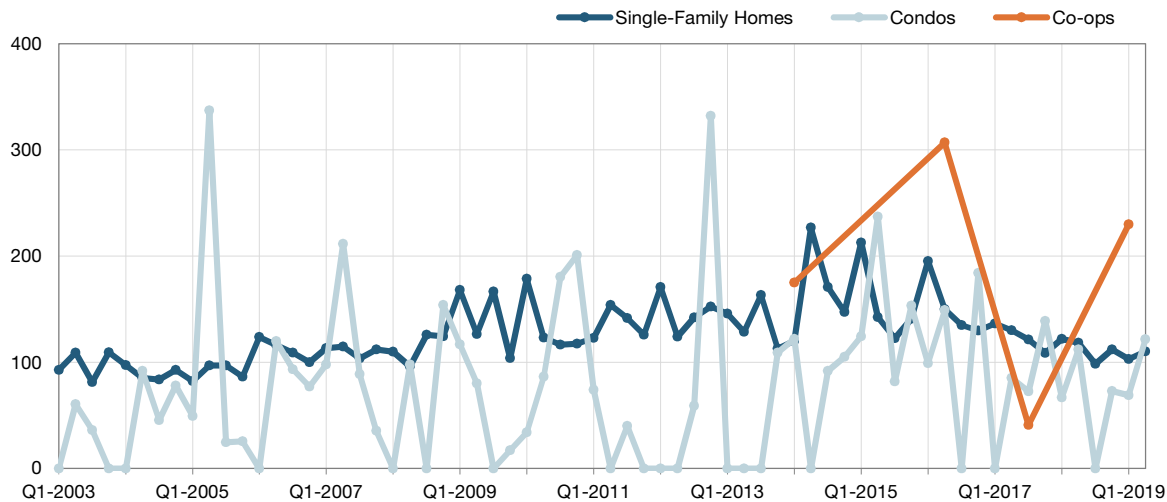
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Historical Days on Market Until Sale by Quarter



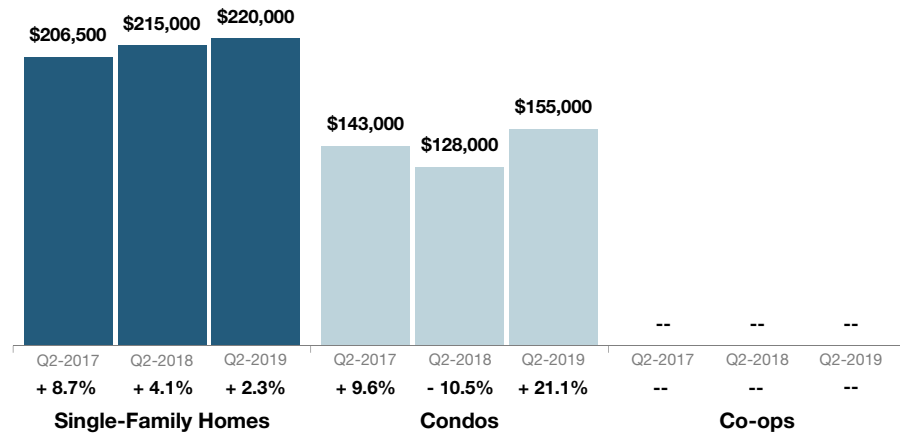
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2016	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	--
Q1-2019	103	69	230
Q2-2019	110	122	--

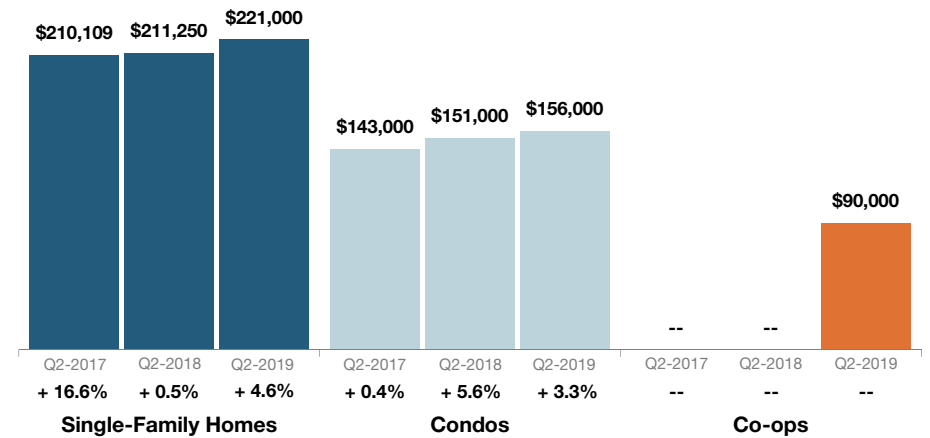
Median Sales Price

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

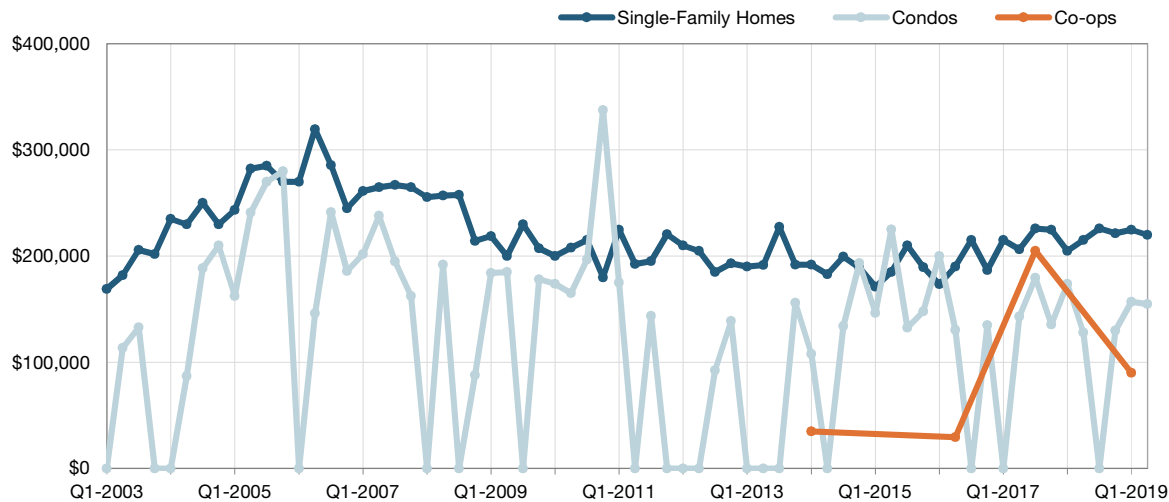
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Historical Median Sales Price by Quarter



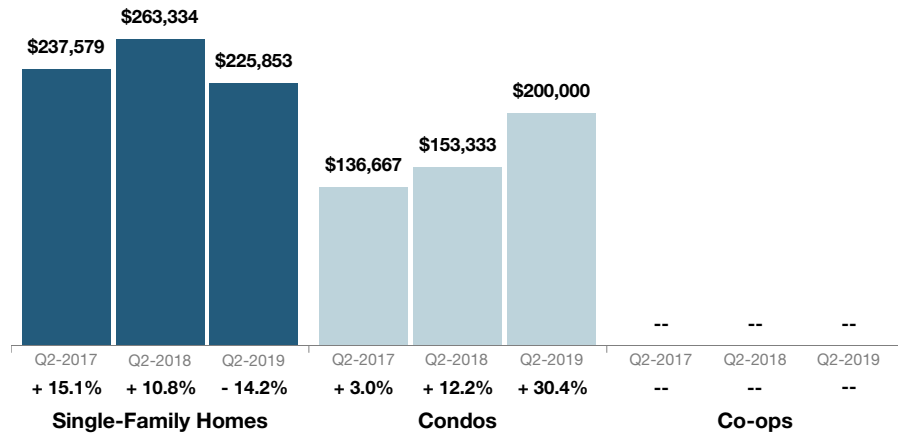
Quarter	Single-Family Homes	Condos	Co-ops
Q3-2016	\$215,000	--	--
Q4-2016	\$186,730	\$135,000	--
Q1-2017	\$215,000	--	--
Q2-2017	\$206,500	\$143,000	--
Q3-2017	\$226,000	\$179,500	\$205,000
Q4-2017	\$224,900	\$135,500	--
Q1-2018	\$205,000	\$174,000	--
Q2-2018	\$215,000	\$128,000	--
Q3-2018	\$226,000	--	--
Q4-2018	\$221,500	\$129,900	--
Q1-2019	\$224,781	\$157,000	\$90,000
Q2-2019	\$220,000	\$155,000	--

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

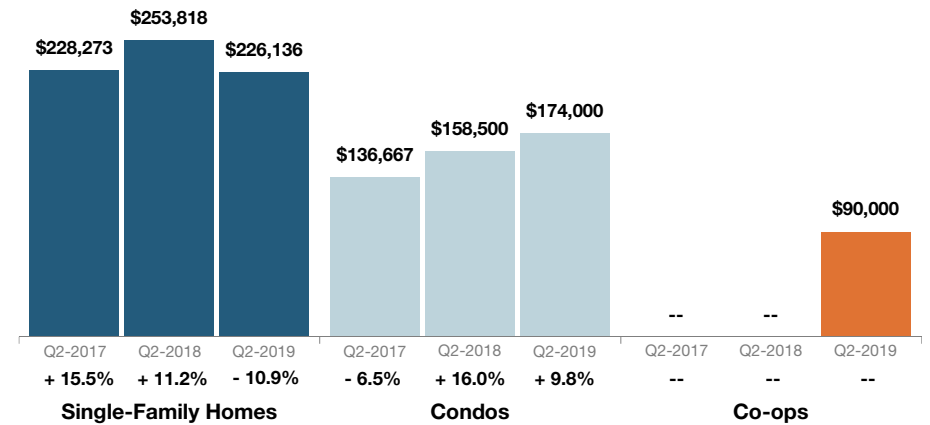
Average Sales Price

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

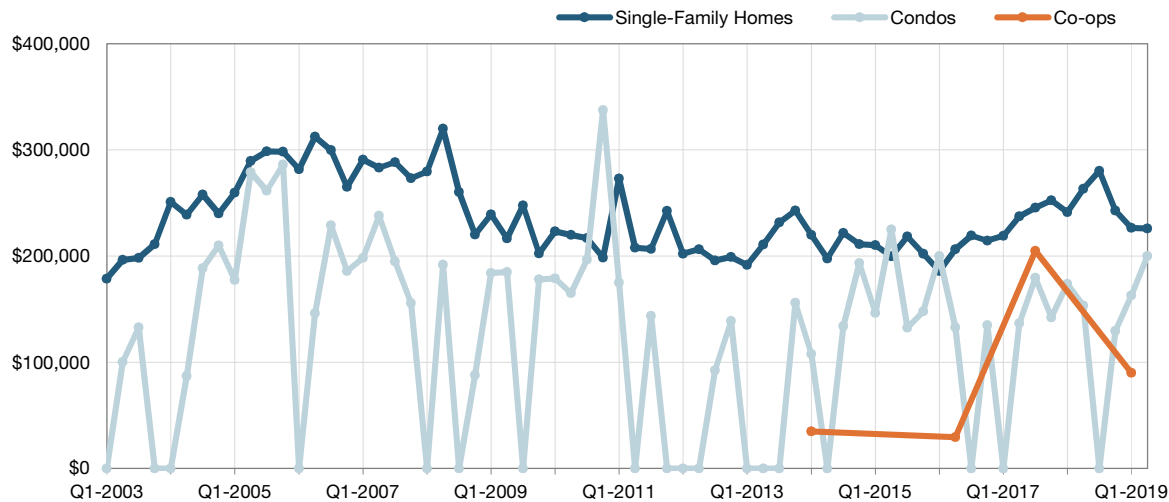
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Historical Average Sales Price by Quarter



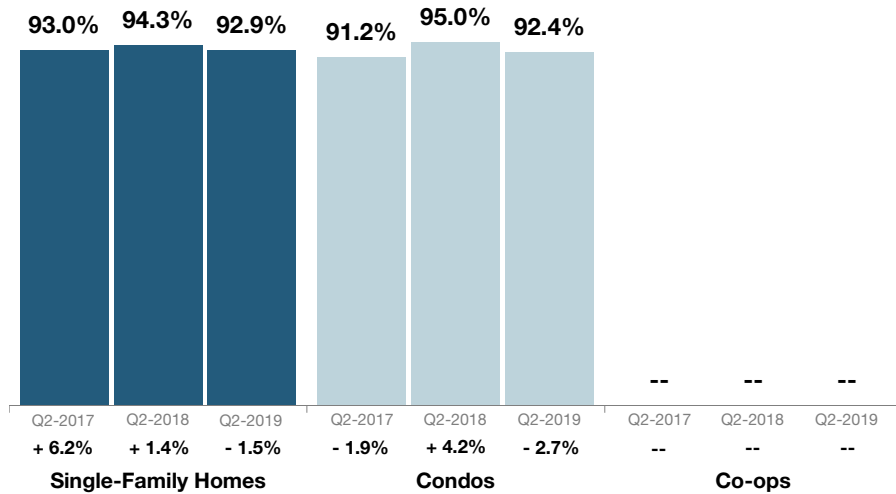
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2016	\$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	--
Q1-2019	\$226,517	\$162,857	\$90,000
Q2-2019	\$225,853	\$200,000	--

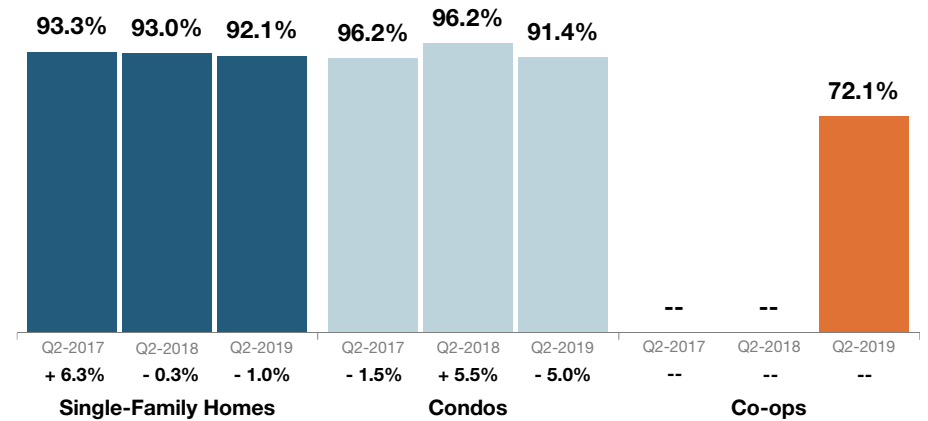
Percent of Original List Price Received

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.

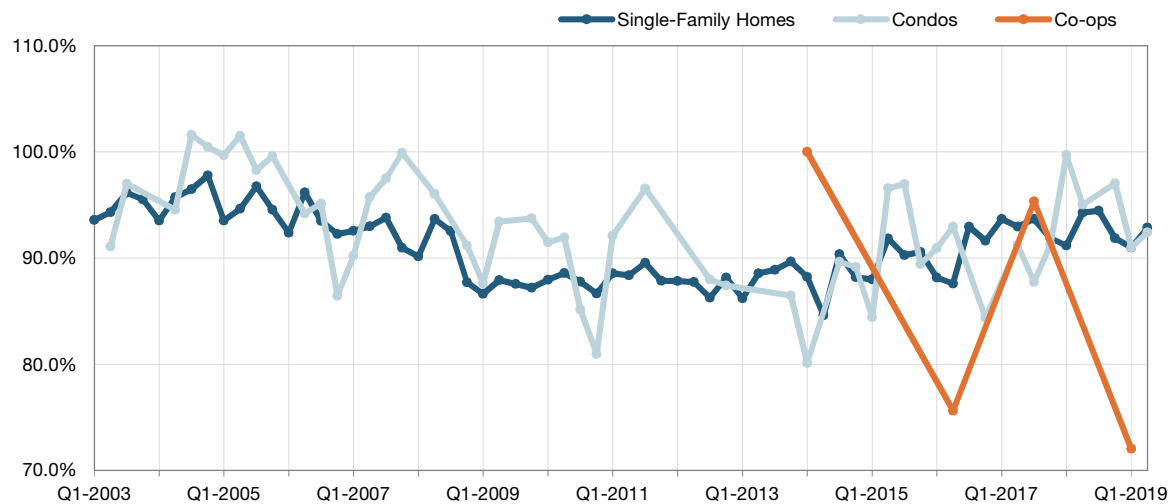
Q2-2019



Year to Date



Historical Percent of Original List Price Received by Quarter



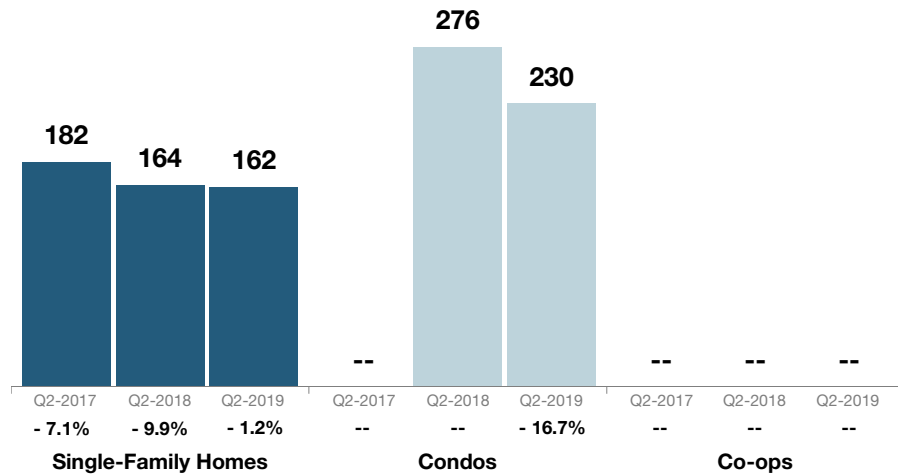
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2016	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%	--
Q1-2019	91.0%	91.0%	72.1%
Q2-2019	92.9%	92.4%	--

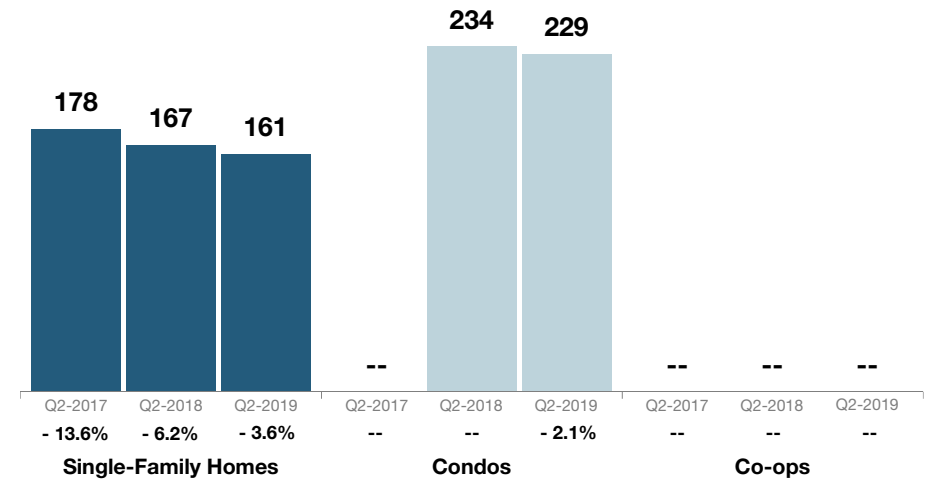
Housing Affordability Index

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.

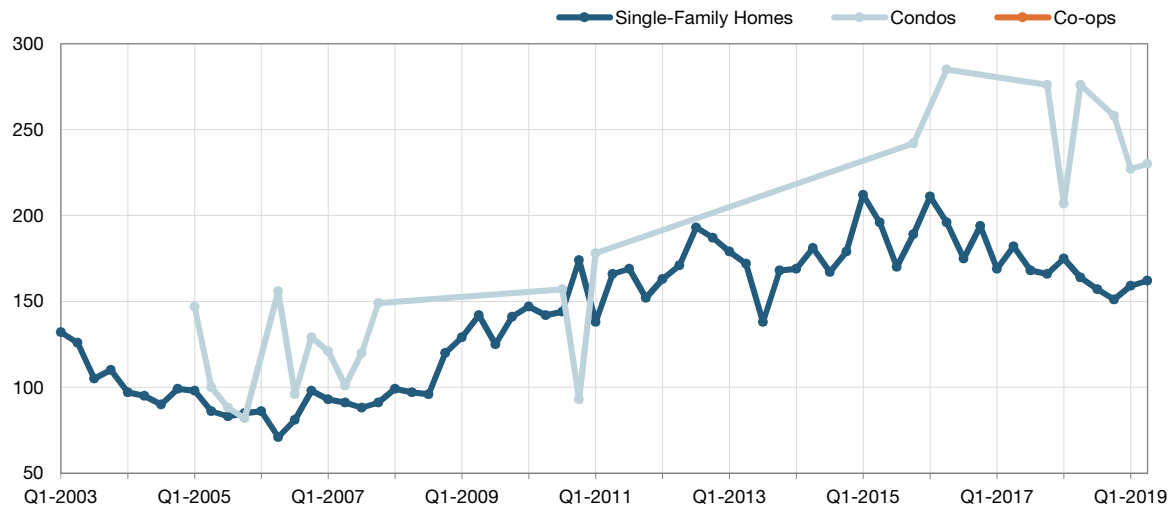
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Historical Housing Affordability Index by Quarter



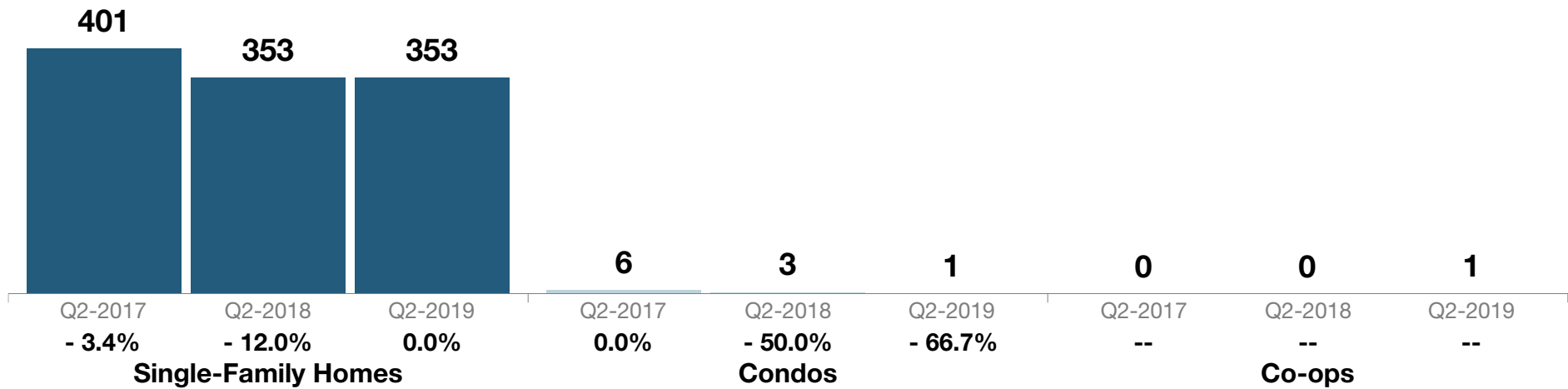
Quarter	Single-Family Homes	Condos	Co-ops
Q3-2016	175	--	--
Q4-2016	194	--	--
Q1-2017	169	--	--
Q2-2017	182	--	--
Q3-2017	168	--	--
Q4-2017	166	276	--
Q1-2018	175	207	--
Q2-2018	164	276	--
Q3-2018	157	--	--
Q4-2018	151	258	--
Q1-2019	159	227	--
Q2-2019	162	230	--

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

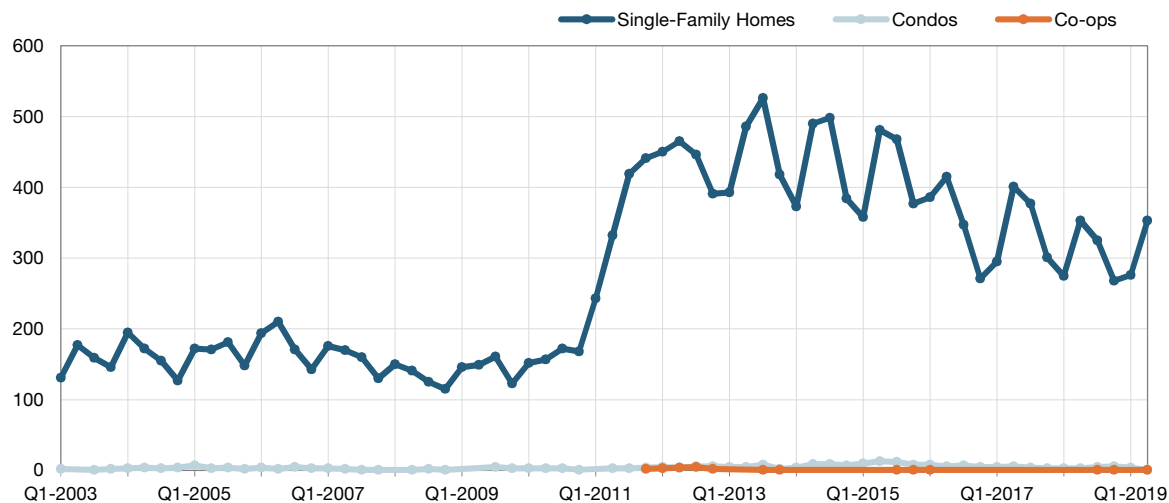
Inventory of Homes for Sale

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

Q2-2019



Historical Inventory of Homes for Sale by Quarter



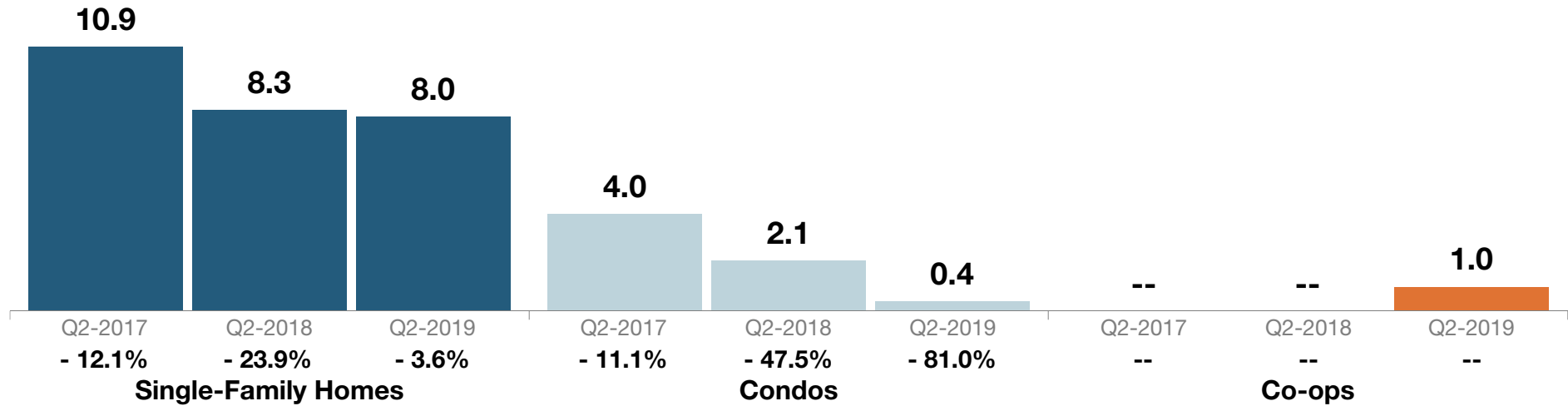
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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	268	6	1
Q1-2019	276	4	0
Q2-2019	353	1	1

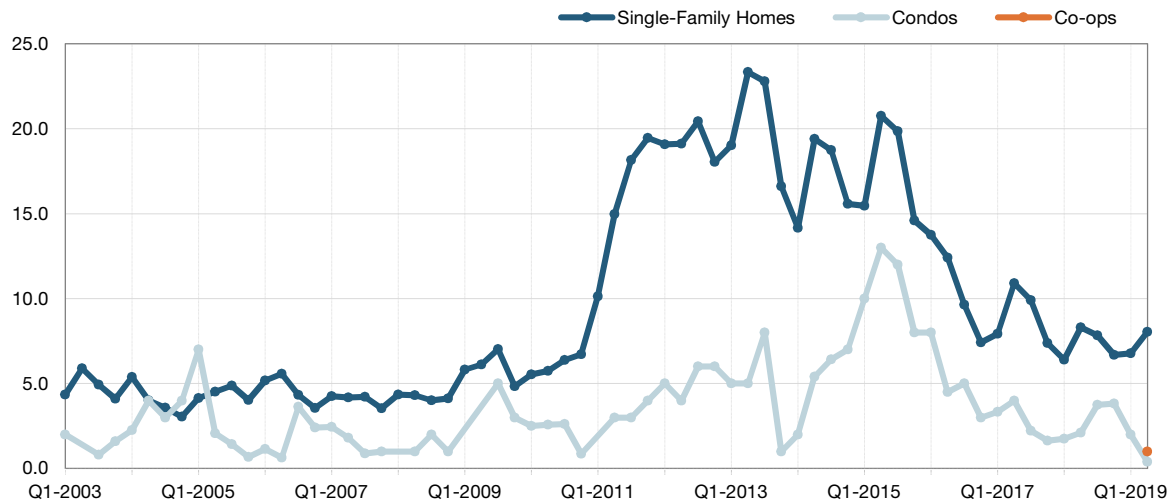
Months Supply of Inventory

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.

Q2-2019



Historical Months Supply of Inventory by Quarter



Quarter	Single-Family Homes	Condos	Co-ops
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	6.7	3.8	--
Q1-2019	6.8	2.0	--
Q2-2019	8.0	0.4	1.0

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	Q2-2018	Q2-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings	<p>Bar chart showing New Listings from Q3-2016 to Q1-2019. Values: 181, 129, 182, 317, 226, 157, 157, 270, 211, 161, 215, 307.</p>	270	307	+ 13.7%	427	522	+ 22.2%
Pending Sales	<p>Bar chart showing Pending Sales from Q3-2016 to Q1-2019. Values: 136, 96, 87, 129, 155, 130, 114, 121, 141, 116, 126, 163.</p>	121	163	+ 34.7%	235	289	+ 23.0%
Closed Sales	<p>Bar chart showing Closed Sales from Q3-2016 to Q1-2019. Values: 131, 118, 91, 94, 152, 167, 96, 126, 143, 139, 101, 128.</p>	126	128	+ 1.6%	222	229	+ 3.2%
Days on Market	<p>Bar chart showing Days on Market from Q3-2016 to Q1-2019. Values: 135, 130, 137, 129, 120, 110, 122, 118, 99, 111, 102, 110.</p>	118	110	- 6.8%	120	107	- 10.8%
Median Sales Price	<p>Bar chart showing Median Sales Price from Q3-2016 to Q1-2019. Values: \$215,000, \$186,000, \$215,000, \$206,000, \$226,000, \$222,500, \$202,500, \$212,500, \$226,000, \$220,000, \$212,167, \$220,000.</p>	\$212,500	\$220,000	+ 3.5%	\$210,000	\$218,000	+ 3.8%
Average Sales Price	<p>Bar chart showing Average Sales Price from Q3-2016 to Q1-2019. Values: \$219,356, \$213,614, \$219,069, \$234,324, \$244,309, \$248,409, \$240,517, \$260,715, \$280,099, \$239,703, \$220,896, \$225,242.</p>	\$260,715	\$225,242	- 13.6%	\$252,085	\$223,239	- 11.4%
Pct. of Orig. Price Received	<p>Bar chart showing Pct. of Orig. Price Received from Q3-2016 to Q1-2019. Values: 93.0%, 91.6%, 93.7%, 92.9%, 93.6%, 91.9%, 91.3%, 94.3%, 94.5%, 92.0%, 90.8%, 92.9%.</p>	94.3%	92.9%	- 1.5%	93.0%	92.0%	- 1.1%
Housing Affordability Index	<p>Bar chart showing Housing Affordability Index from Q3-2016 to Q1-2019. Values: 175, 195, 169, 182, 168, 168, 178, 166, 157, 152, 168, 162.</p>	166	162	- 2.4%	168	164	- 2.4%
Inventory of Homes for Sale	<p>Bar chart showing Inventory of Homes for Sale from Q3-2016 to Q1-2019. Values: 354, 276, 300, 407, 381, 304, 278, 356, 331, 275, 280, 355.</p>	356	355	- 0.3%	--	--	--
Months Supply of Inventory	<p>Bar chart showing Months Supply of Inventory from Q3-2016 to Q1-2019. Values: 9.7, 7.5, 7.9, 10.9, 9.8, 7.3, 6.3, 8.2, 7.8, 6.7, 6.7, 7.8.</p>	8.2	7.8	- 4.9%	--	--	--