

Quarterly Indicators

Sullivan County



Q1-2020

The first quarter of 2020 started out strong but as we moved into March, the spread and impact of COVID-19 became more apparent. The financial markets turned volatile and lenders began tightening underwriting standards. Unemployment, which had been at record lows early in the quarter, shot up by millions of people in the last weeks of March as stay at home orders became widespread.

- Single-Family Closed Sales were up 6.6 percent to 210.
- Condos Closed Sales remained flat at 2.
- Co-ops Closed Sales finished the month at 0.

- Single-Family Median Sales Price increased 24.8 percent to \$162,250.
- Condos Median Sales Price decreased 1.3 percent to \$58,500.
- Co-ops Median Sales Price could not be calculated due to no sales.

With COVID-19's impact across the country and across the economy, real estate activity will be diminished during the pandemic. The duration and severity of the impact to the housing market will depend on what happens with both the virus and the economy.

Quarterly Snapshot

+ 6.5% **- 22.8%** **+ 23.5%**

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	Q1-2019	Q1-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings	<p>Bar chart showing New Listings from Q2-2017 to Q4-2019. Values: 670, 521, 268, 336, 640, 539, 293, 325, 605, 568, 248, 312.</p>	325	312	- 4.0%	325	312	- 4.0%
Pending Sales	<p>Bar chart showing Pending Sales from Q2-2017 to Q4-2019. Values: 237, 272, 265, 215, 251, 298, 228, 175, 254, 313, 259, 226.</p>	175	226	+ 29.1%	175	226	+ 29.1%
Closed Sales	<p>Bar chart showing Closed Sales from Q2-2017 to Q4-2019. Values: 231, 265, 270, 228, 238, 264, 276, 197, 217, 264, 301, 210.</p>	197	210	+ 6.6%	197	210	+ 6.6%
Days on Market	<p>Bar chart showing Days on Market from Q2-2017 to Q4-2019. Values: 215, 188, 191, 182, 199, 139, 148, 139, 170, 144, 139, 154.</p>	139	154	+ 10.8%	139	154	+ 10.8%
Median Sales Price	<p>Bar chart showing Median Sales Price from Q2-2017 to Q4-2019. Values: \$120,000, \$128,118, \$110,050, \$110,000, \$125,000, \$142,000, \$130,000, \$130,000, \$148,400, \$148,000, \$144,792, \$162,250.</p>	\$130,000	\$162,250	+ 24.8%	\$130,000	\$162,250	+ 24.8%
Average Sales Price	<p>Bar chart showing Average Sales Price from Q2-2017 to Q4-2019. Values: \$160,093, \$159,073, \$153,820, \$141,572, \$177,503, \$175,341, \$166,596, \$155,785, \$187,833, \$184,445, \$181,205, \$194,494.</p>	\$155,785	\$194,494	+ 24.8%	\$155,785	\$194,494	+ 24.8%
Pct. of Orig. Price Received	<p>Bar chart showing Pct. of Orig. Price Received from Q2-2017 to Q4-2019. Values: 86.4%, 87.4%, 86.8%, 85.0%, 89.7%, 90.6%, 88.3%, 86.9%, 87.9%, 88.4%, 88.1%, 87.5%.</p>	86.9%	87.5%	+ 0.7%	86.9%	87.5%	+ 0.7%
Housing Affordability Index	<p>Bar chart showing Housing Affordability Index from Q2-2017 to Q4-2019. Values: 256, 242, 279, 268, 231, 205, 211, 227, 202, 211, 218, 193.</p>	227	193	- 15.0%	227	193	- 15.0%
Inventory of Homes for Sale	<p>Bar chart showing Inventory of Homes for Sale from Q2-2017 to Q4-2019. Values: 1,204, 1,180, 874, 806, 999, 1,053, 869, 864, 1,028, 1,051, 767, 669.</p>	864	669	- 22.6%	--	--	--
Months Supply of Inventory	<p>Bar chart showing Months Supply of Inventory from Q2-2017 to Q4-2019. Values: 15.3, 15.4, 10.7, 9.8, 12.0, 12.3, 10.5, 10.9, 12.9, 13.0, 9.2, 7.6.</p>	10.9	7.6	- 30.3%	--	--	--

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	Q1-2019	Q1-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings	<p>Bar chart showing New Listings from Q2-2017 to Q4-2019. Values: 8, 8, 5, 5, 6, 4, 1, 3, 5, 5, 4, 2.</p>	3	2	- 33.3%	3	2	- 33.3%
Pending Sales	<p>Bar chart showing Pending Sales from Q2-2017 to Q4-2019. Values: 0, 3, 2, 2, 3, 2, 3, 2, 1, 4, 2, 1.</p>	2	1	- 50.0%	2	1	- 50.0%
Closed Sales	<p>Bar chart showing Closed Sales from Q2-2017 to Q4-2019. Values: 0, 3, 3, 1, 3, 2, 2, 2, 3, 3, 2, 2.</p>	2	2	0.0%	2	2	0.0%
Days on Market	<p>Bar chart showing Days on Market from Q2-2017 to Q4-2019. Values: 0, 163, 213, 32, 52, 318, 48, 201, 103, 38, 43, 91.</p>	201	91	- 54.7%	201	91	- 54.7%
Median Sales Price	<p>Bar chart showing Median Sales Price from Q2-2017 to Q4-2019. Values: \$0, \$30,000, \$30,500, \$14,000, \$40,000, \$98,750, \$31,250, \$59,250, \$55,000, \$43,000, \$43,000, \$58,500.</p>	\$59,250	\$58,500	- 1.3%	\$59,250	\$58,500	- 1.3%
Average Sales Price	<p>Bar chart showing Average Sales Price from Q2-2017 to Q4-2019. Values: \$0, \$34,500, \$46,500, \$14,000, \$36,333, \$98,750, \$31,250, \$59,250, \$53,667, \$99,667, \$43,000, \$58,500.</p>	\$59,250	\$58,500	- 1.3%	\$59,250	\$58,500	- 1.3%
Pct. of Orig. Price Received	<p>Bar chart showing Pct. of Orig. Price Received from Q2-2017 to Q4-2019. Values: 0.0%, 93.6%, 80.9%, 100.0%, 82.8%, 89.4%, 95.7%, 71.3%, 98.4%, 94.3%, 96.5%, 90.4%.</p>	71.3%	90.4%	+ 26.8%	71.3%	90.4%	+ 26.8%
Housing Affordability Index	<p>Bar chart showing Housing Affordability Index from Q2-2017 to Q4-2019. Values: 0, 886, 607, 1,977, 723, 294, 879, 499, 546, 732, 734, 536.</p>	499	536	+ 7.4%	499	536	+ 7.4%
Inventory of Homes for Sale	<p>Bar chart showing Inventory of Homes for Sale from Q2-2017 to Q4-2019. Values: 15, 15, 13, 12, 7, 9, 6, 6, 6, 6, 4, 3.</p>	6	3	- 50.0%	--	--	--
Months Supply of Inventory	<p>Bar chart showing Months Supply of Inventory from Q2-2017 to Q4-2019. Values: 12.5, 10.7, 8.7, 8.6, 4.2, 6.0, 4.2, 4.2, 5.3, 4.8, 3.6, 2.6.</p>	4.2	2.6	- 38.1%	--	--	--

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.

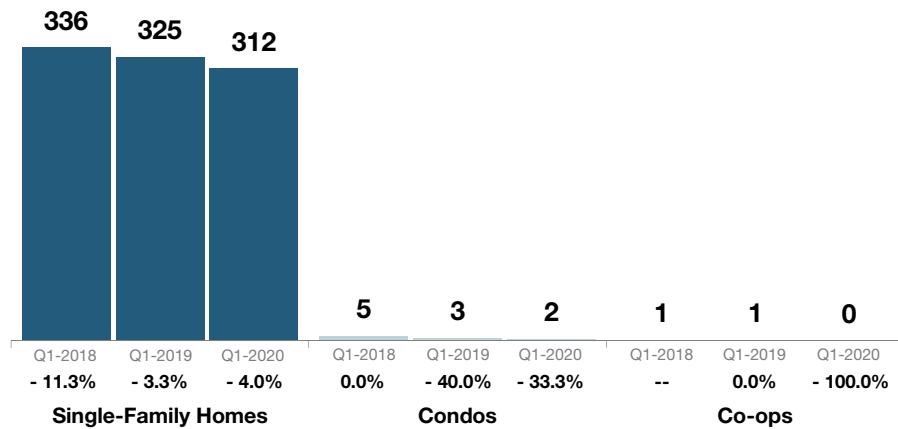


Key Metrics	Historical Sparkbars	Q1-2019	Q1-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		1	0	- 100.0%	1	0	- 100.0%
Pending Sales		0	0	--	0	0	--
Closed Sales		0	0	--	0	0	--
Days on Market		--	--	--	--	--	--
Median Sales Price		--	--	--	--	--	--
Average Sales Price		--	--	--	--	--	--
Pct. of Orig. Price Received		--	--	--	--	--	--
Housing Affordability Index		--	--	--	--	--	--
Inventory of Homes for Sale		1	0	- 100.0%	--	--	--
Months Supply of Inventory		--	--	--	--	--	--

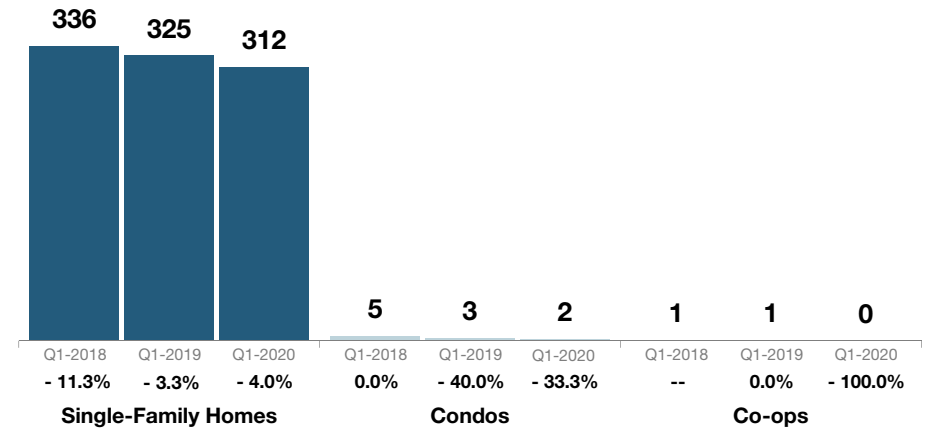
New Listings

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

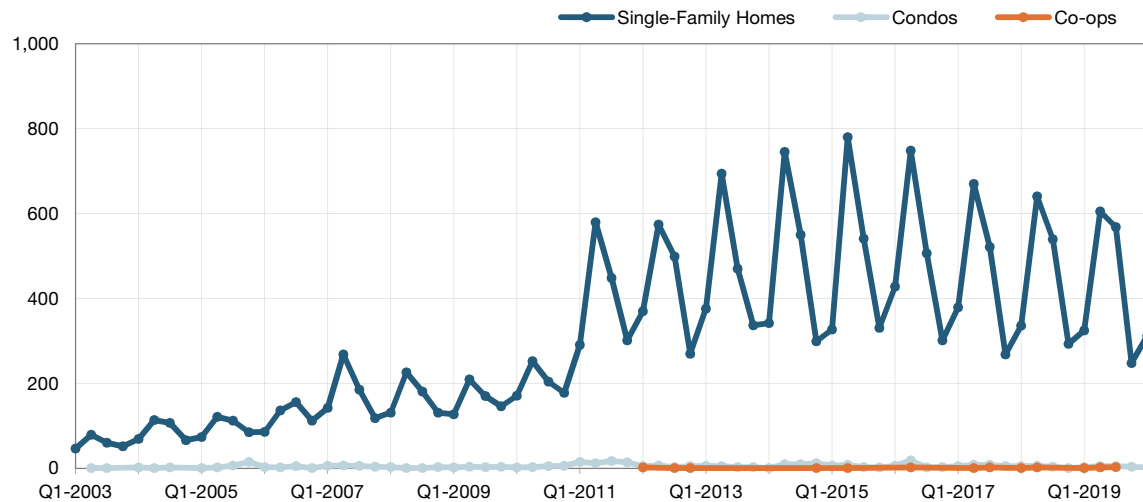
Q1-2020



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Historical New Listings by Quarter



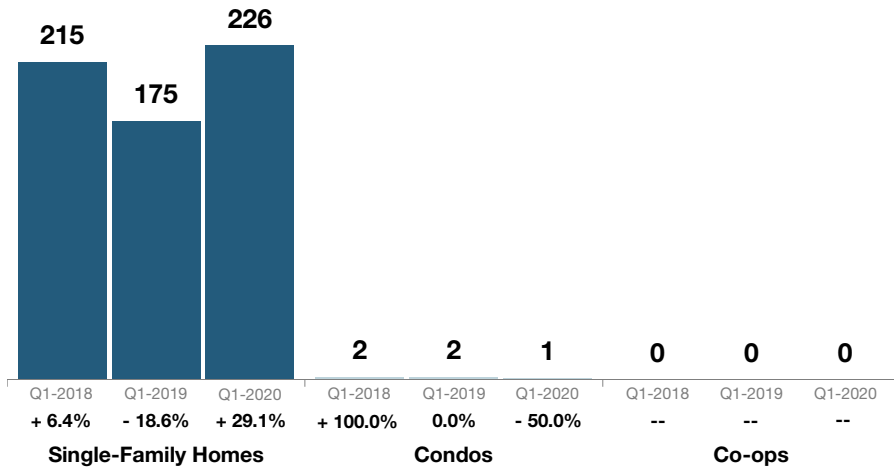
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2017	670	8	1
Q3-2017	521	8	2
Q4-2017	268	5	0
Q1-2018	336	5	1
Q2-2018	640	6	2
Q3-2018	539	4	0
Q4-2018	293	1	0
Q1-2019	325	3	1
Q2-2019	605	5	2
Q3-2019	568	5	3
Q4-2019	248	4	0
Q1-2020	312	2	0

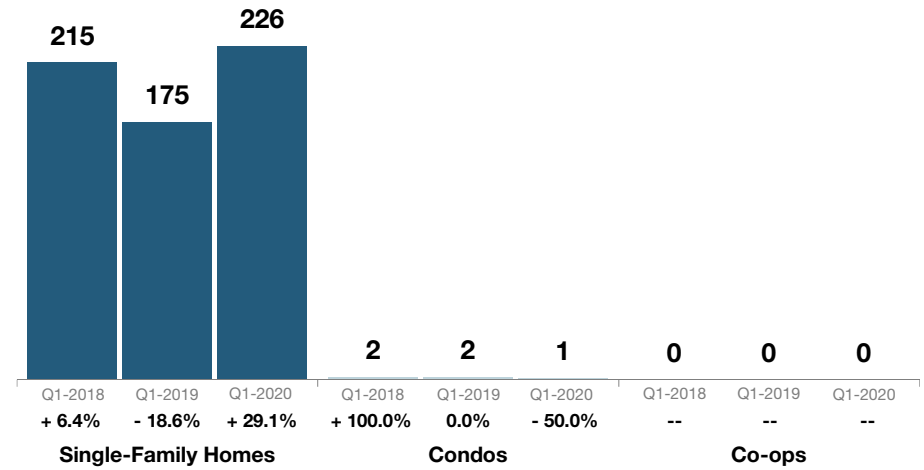
Pending Sales

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

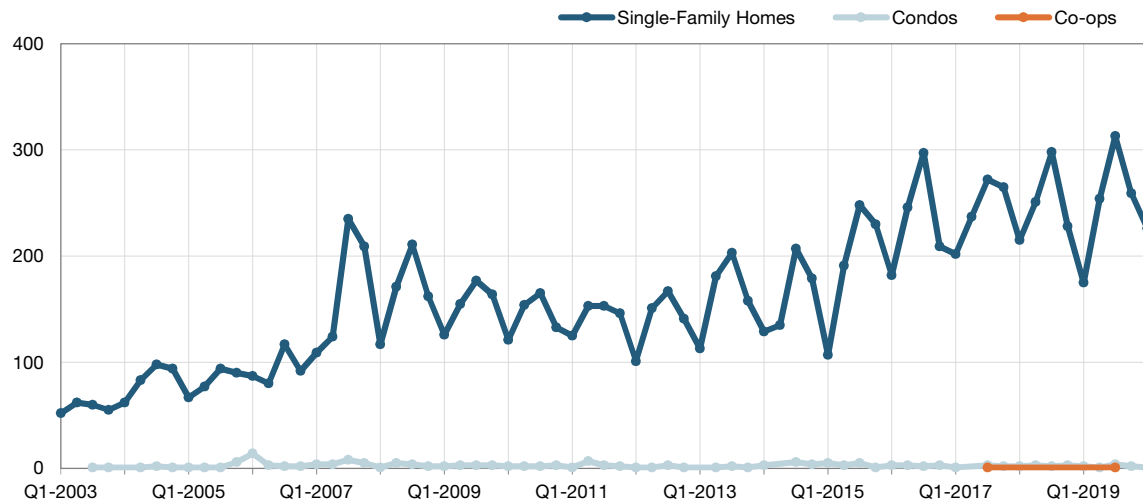
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Historical Pending Sales by Quarter



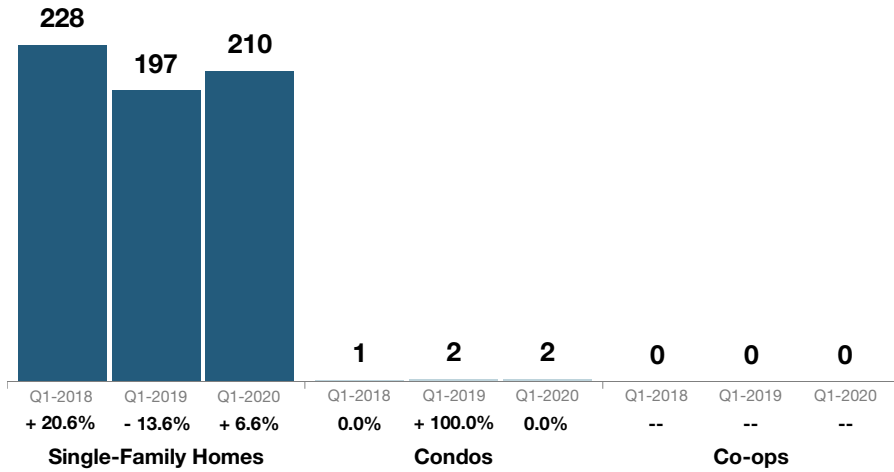
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2017	237	0	0
Q3-2017	272	3	1
Q4-2017	265	2	0
Q1-2018	215	2	0
Q2-2018	251	3	0
Q3-2018	298	2	0
Q4-2018	228	3	0
Q1-2019	175	2	0
Q2-2019	254	1	0
Q3-2019	313	4	1
Q4-2019	259	2	0
Q1-2020	226	1	0

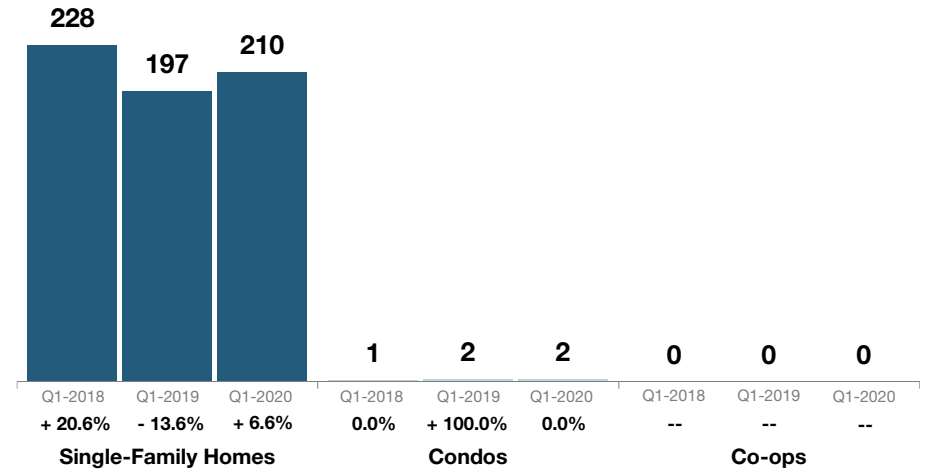
Closed Sales

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

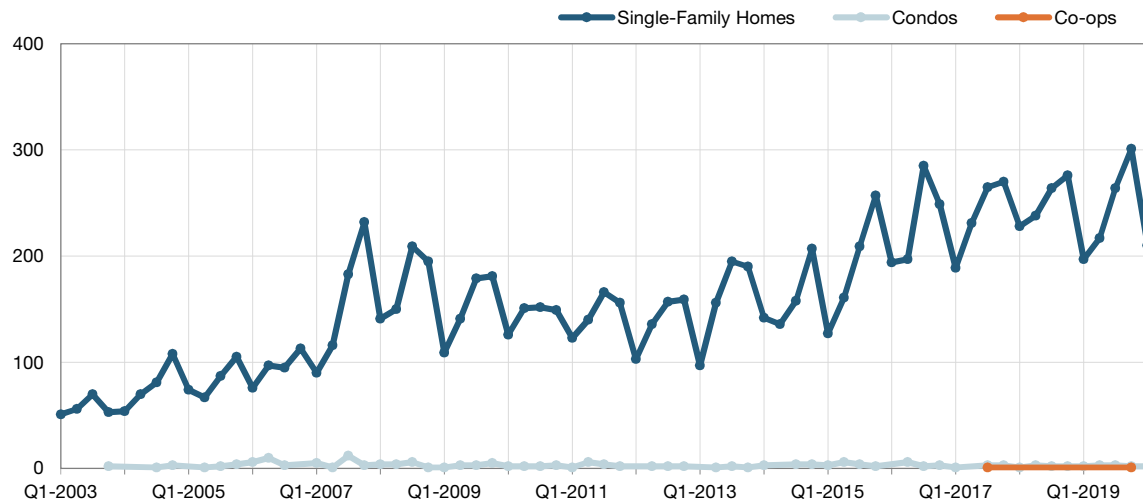
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Historical Closed Sales by Quarter



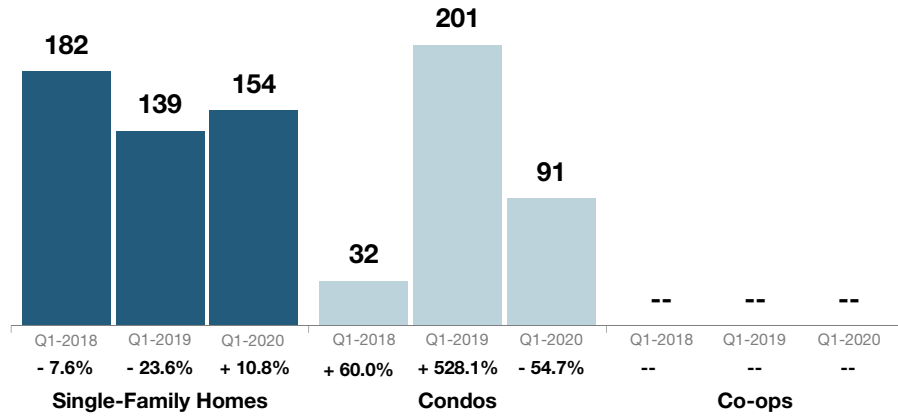
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2017	231	0	0
Q3-2017	265	3	1
Q4-2017	270	3	0
Q1-2018	228	1	0
Q2-2018	238	3	0
Q3-2018	264	2	0
Q4-2018	276	2	0
Q1-2019	197	2	0
Q2-2019	217	3	0
Q3-2019	264	3	0
Q4-2019	301	2	1
Q1-2020	210	2	0

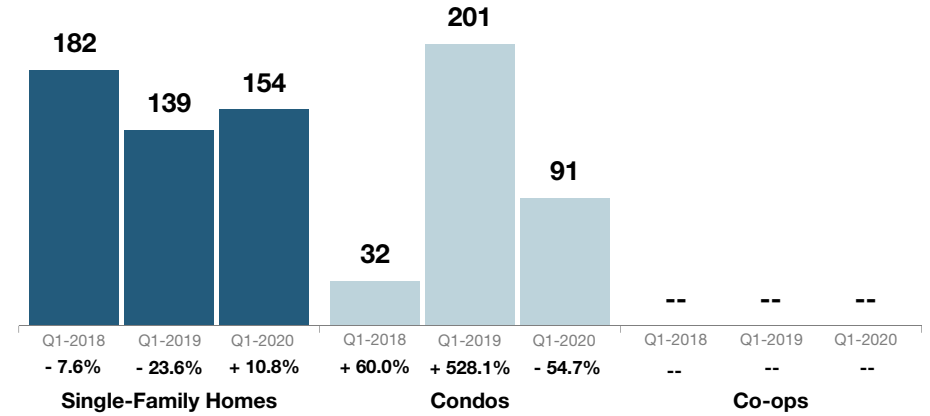
Days on Market Until Sale

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

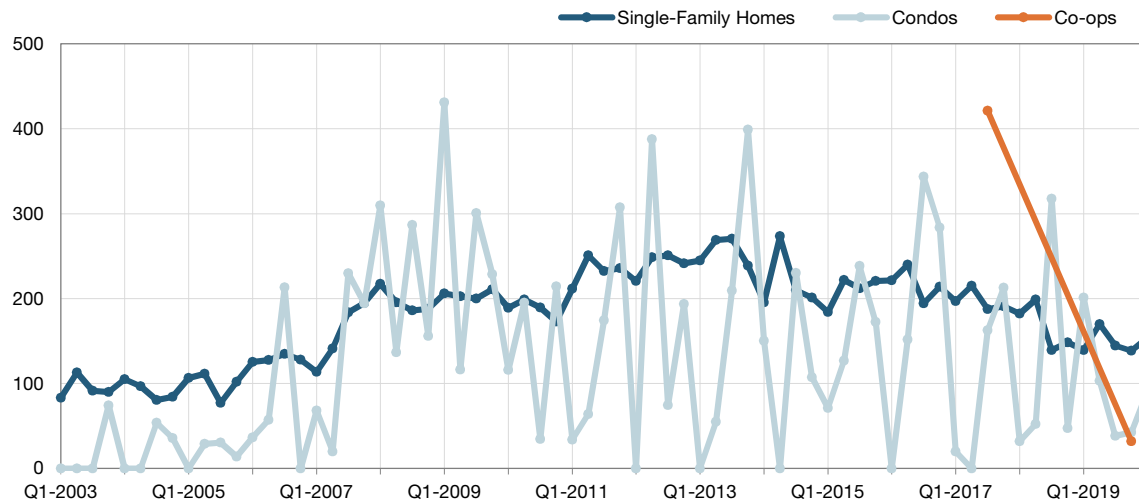
Q1-2020



Year to Date



Historical Days on Market Until Sale by Quarter



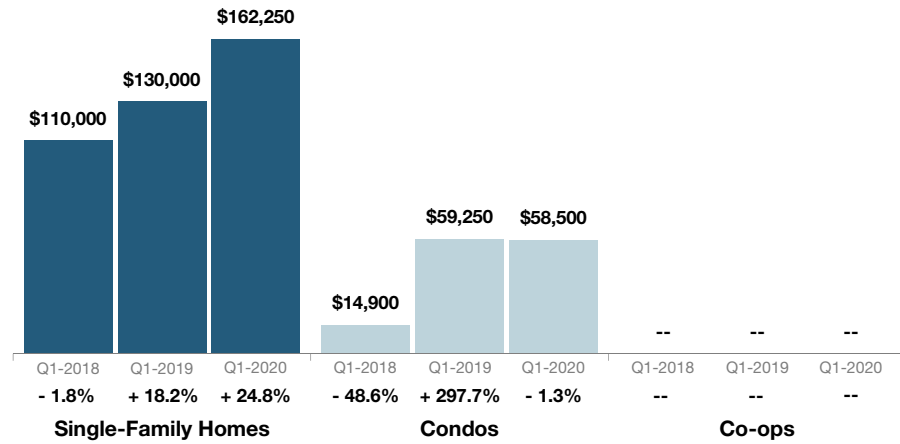
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2017	215	--	--
Q3-2017	188	163	421
Q4-2017	191	213	--
Q1-2018	182	32	--
Q2-2018	199	52	--
Q3-2018	139	318	--
Q4-2018	148	48	--
Q1-2019	139	201	--
Q2-2019	170	103	--
Q3-2019	144	38	--
Q4-2019	139	43	32
Q1-2020	154	91	--

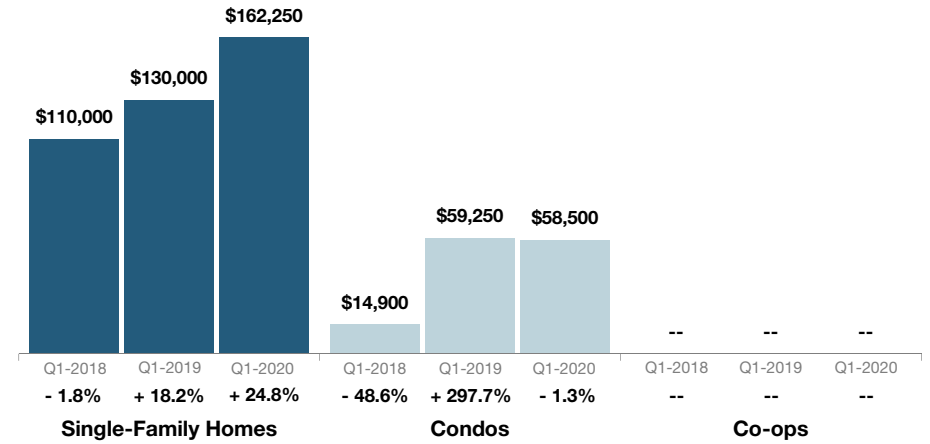
Median Sales Price

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

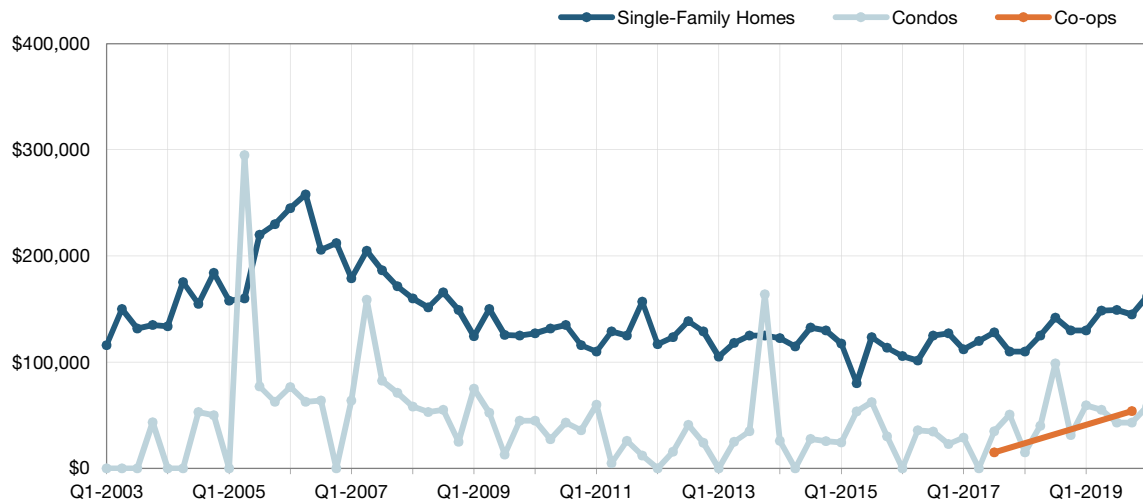
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Historical Median Sales Price by Quarter



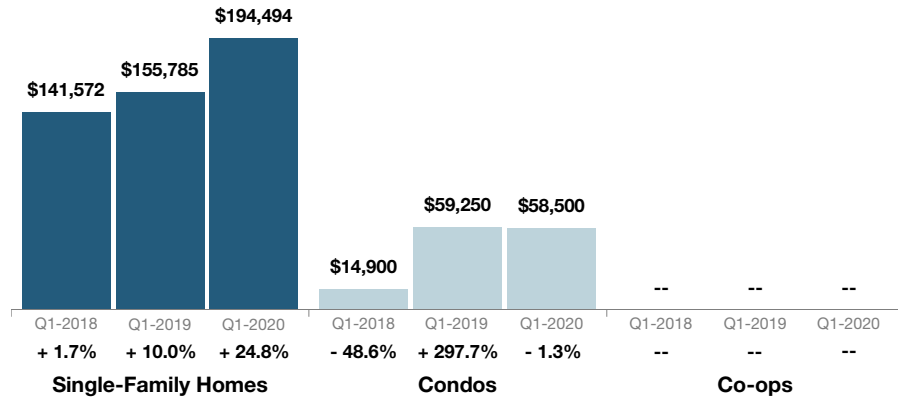
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2017	\$120,000	--	--
Q3-2017	\$128,118	\$35,000	\$15,000
Q4-2017	\$110,050	\$50,500	--
Q1-2018	\$110,000	\$14,900	--
Q2-2018	\$125,000	\$40,000	--
Q3-2018	\$142,000	\$98,750	--
Q4-2018	\$130,000	\$31,250	--
Q1-2019	\$130,000	\$59,250	--
Q2-2019	\$148,400	\$55,000	--
Q3-2019	\$149,000	\$43,000	--
Q4-2019	\$144,792	\$43,000	\$54,000
Q1-2020	\$162,250	\$58,500	--

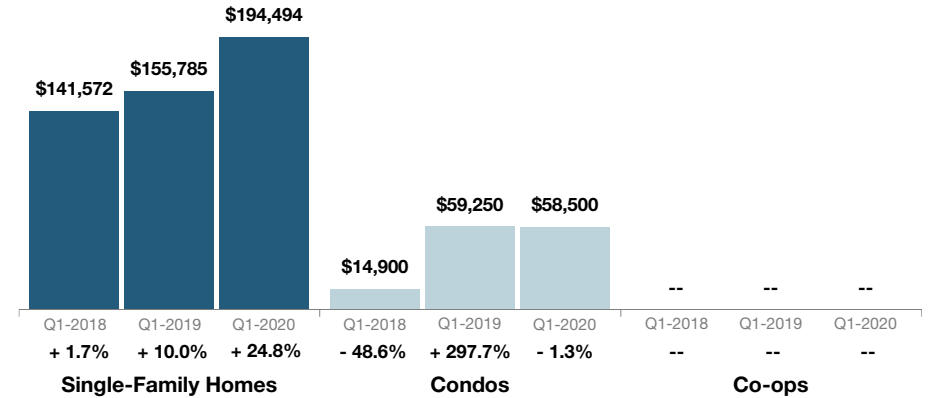
Average Sales Price

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

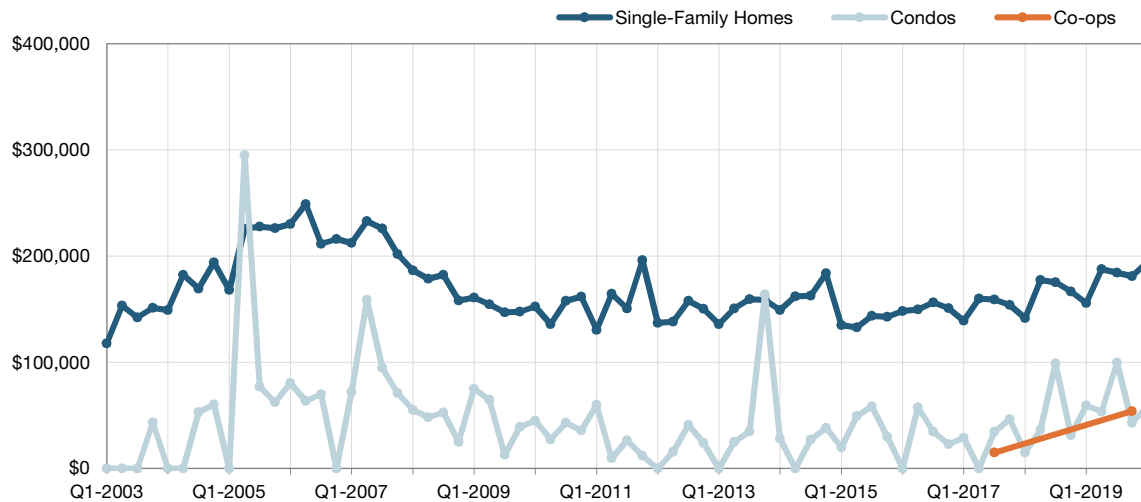
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Year to Date



Historical Average Sales Price by Quarter



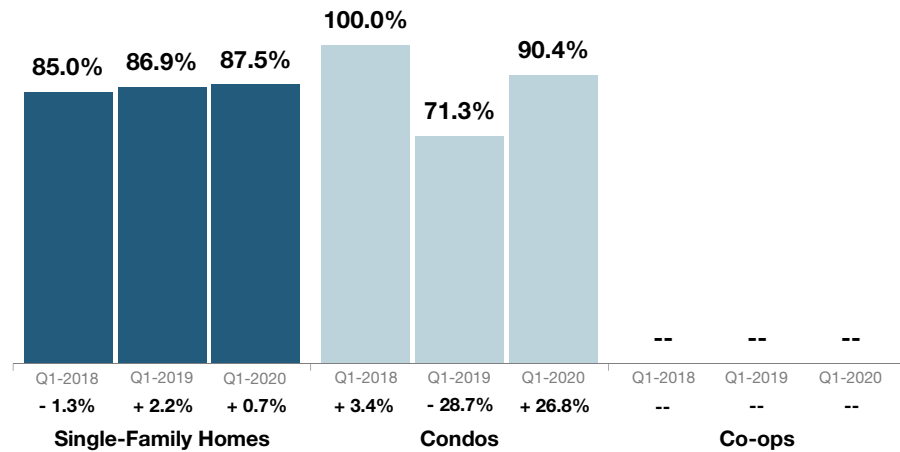
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2017	\$160,093	--	--
Q3-2017	\$159,073	\$34,500	\$15,000
Q4-2017	\$153,820	\$46,500	--
Q1-2018	\$141,572	\$14,900	--
Q2-2018	\$177,503	\$36,333	--
Q3-2018	\$175,341	\$98,750	--
Q4-2018	\$166,596	\$31,250	--
Q1-2019	\$155,785	\$59,250	--
Q2-2019	\$187,833	\$53,667	--
Q3-2019	\$184,445	\$99,667	--
Q4-2019	\$181,205	\$43,000	\$54,000
Q1-2020	\$194,494	\$58,500	--

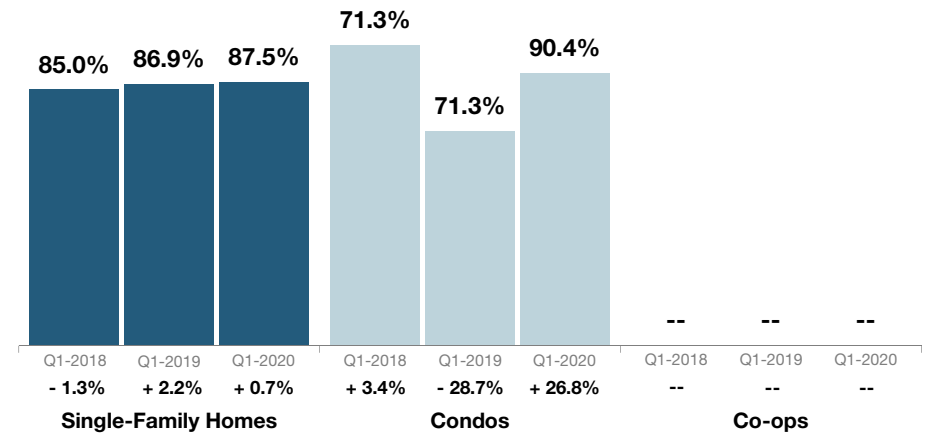
Percent of Original List Price Received

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.

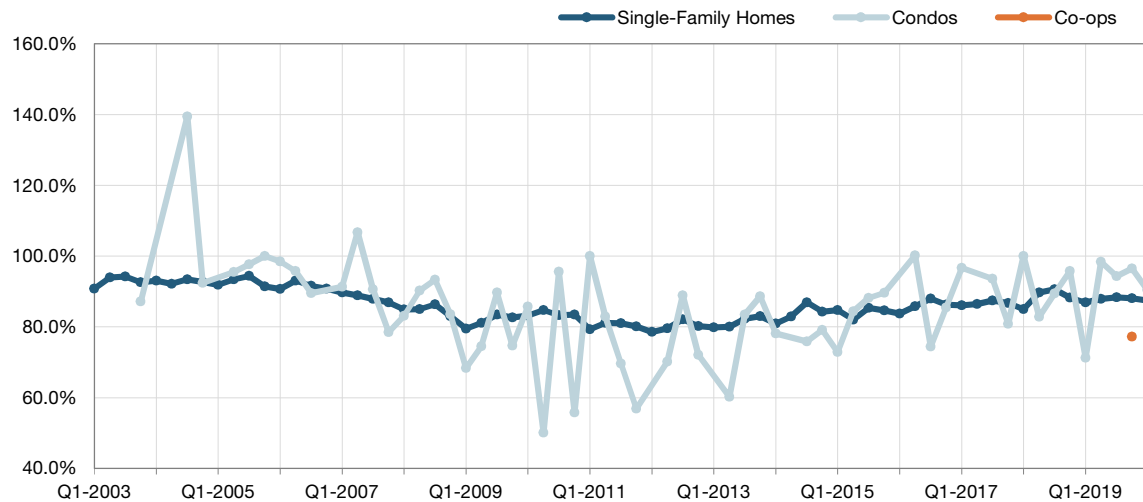
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Year to Date



Historical Percent of Original List Price Received by Quarter



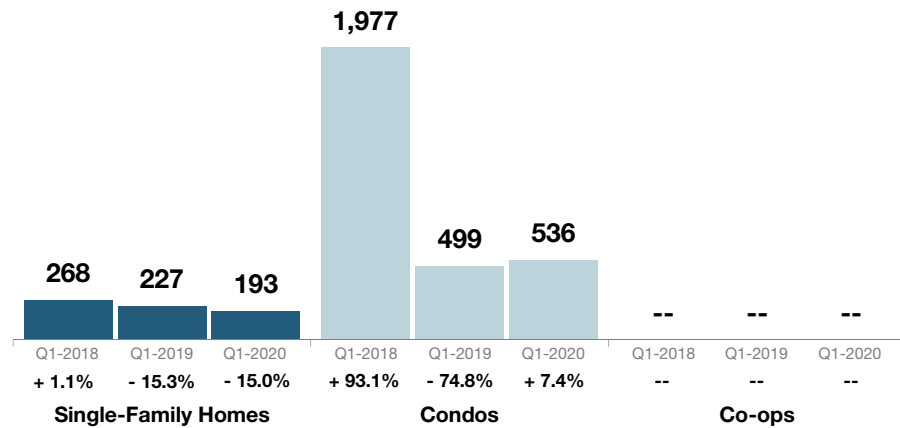
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2017	86.4%	--	--
Q3-2017	87.4%	93.6%	--
Q4-2017	86.8%	80.9%	--
Q1-2018	85.0%	100.0%	--
Q2-2018	89.7%	82.8%	--
Q3-2018	90.6%	89.4%	--
Q4-2018	88.3%	95.7%	--
Q1-2019	86.9%	71.3%	--
Q2-2019	87.9%	98.4%	--
Q3-2019	88.4%	94.3%	--
Q4-2019	88.1%	96.5%	77.3%
Q1-2020	87.5%	90.4%	--

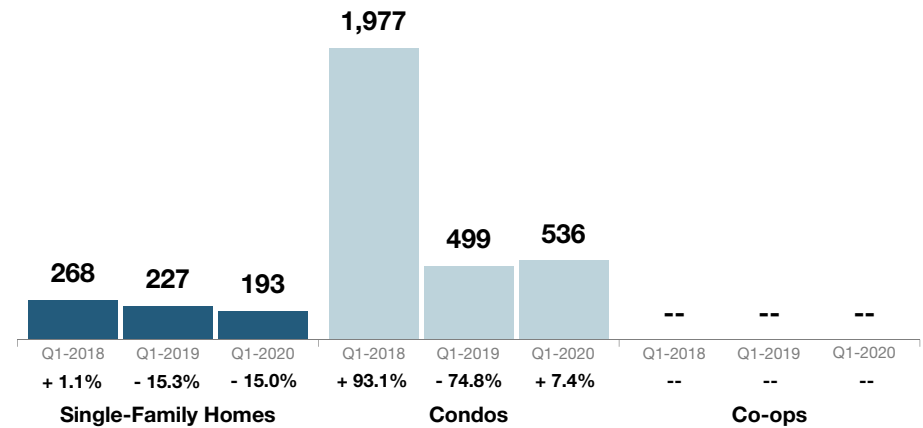
Housing Affordability Index

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.

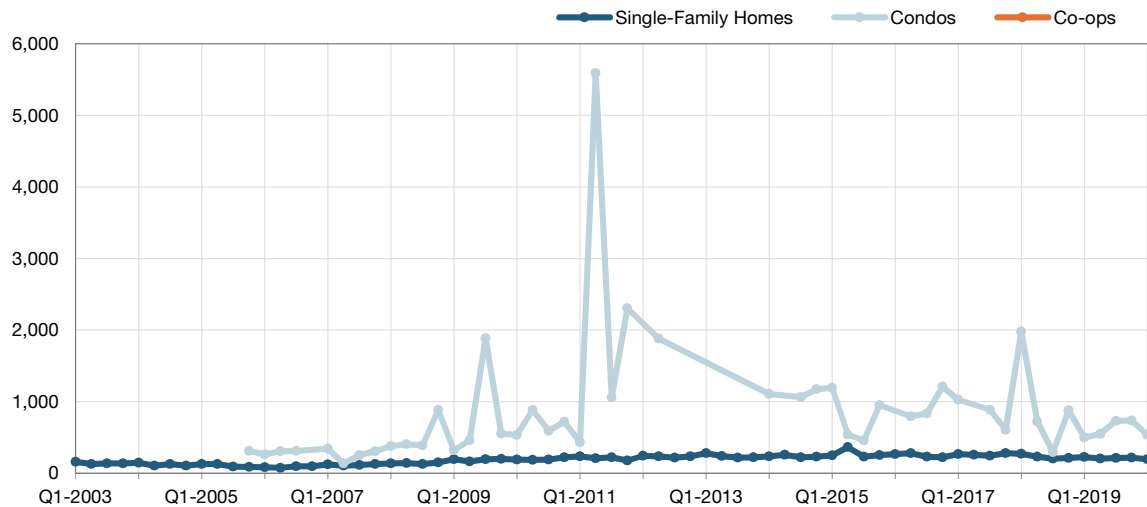
Q1-2020



Year to Date



Historical Housing Affordability Index by Quarter



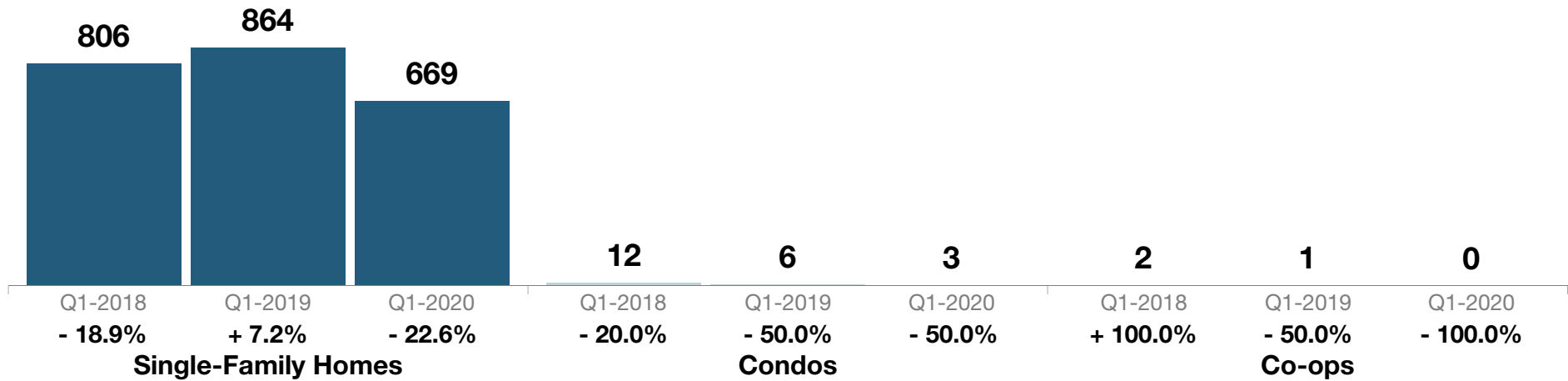
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2017	256	--	--
Q3-2017	242	886	--
Q4-2017	279	607	--
Q1-2018	268	1,977	--
Q2-2018	231	723	--
Q3-2018	205	294	--
Q4-2018	211	879	--
Q1-2019	227	499	--
Q2-2019	202	546	--
Q3-2019	211	732	--
Q4-2019	218	734	--
Q1-2020	193	536	--

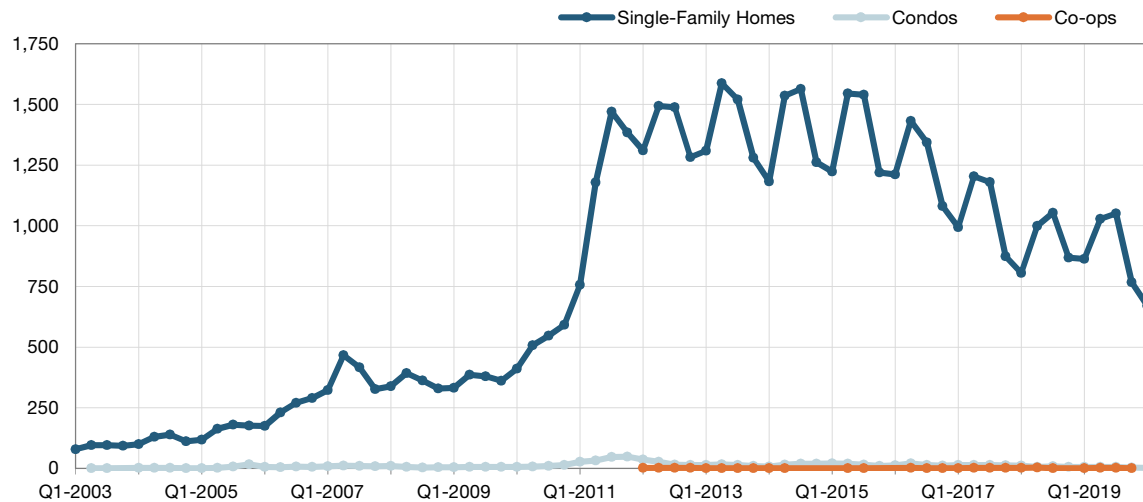
Inventory of Homes for Sale

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

Q1-2020



Historical Inventory of Homes for Sale by Quarter



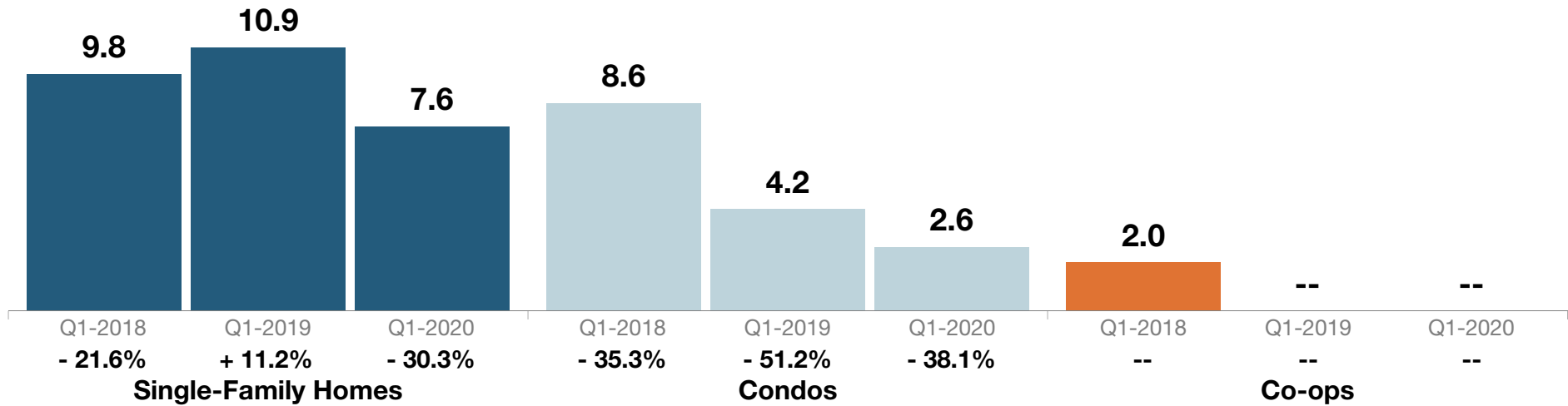
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2017	1,204	15	2
Q3-2017	1,180	15	2
Q4-2017	874	13	2
Q1-2018	806	12	2
Q2-2018	999	7	4
Q3-2018	1,053	9	1
Q4-2018	869	6	0
Q1-2019	864	6	1
Q2-2019	1,028	6	3
Q3-2019	1,051	6	3
Q4-2019	767	4	1
Q1-2020	669	3	0

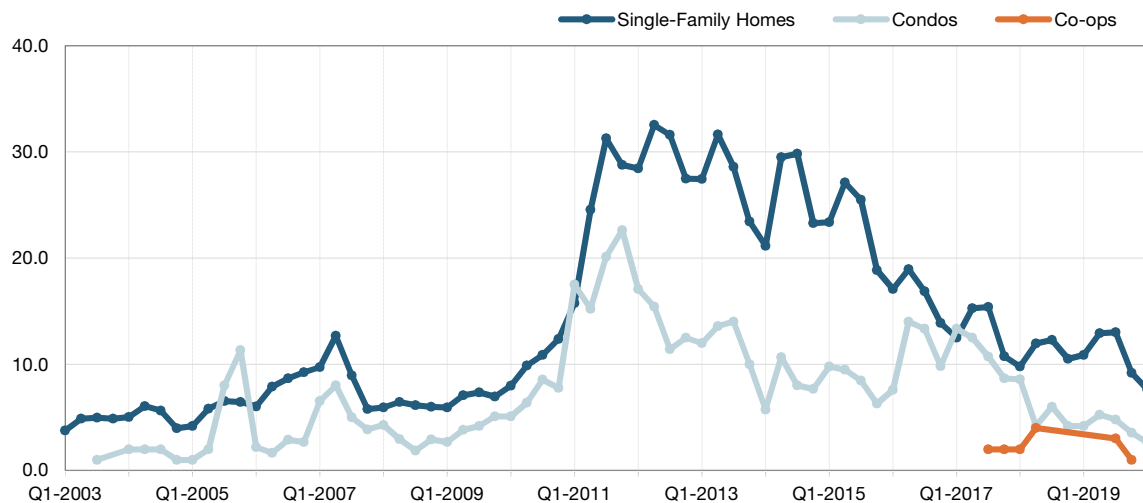
Months Supply of Inventory

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.

Q1-2020



Historical Months Supply of Inventory by Quarter



Quarter	Single-Family Homes	Condos	Co-ops
Q2-2017	15.3	12.5	--
Q3-2017	15.4	10.7	2.0
Q4-2017	10.7	8.7	2.0
Q1-2018	9.8	8.6	2.0
Q2-2018	12.0	4.2	4.0
Q3-2018	12.3	6.0	--
Q4-2018	10.5	4.2	--
Q1-2019	10.9	4.2	--
Q2-2019	12.9	5.3	--
Q3-2019	13.0	4.8	3.0
Q4-2019	9.2	3.6	1.0
Q1-2020	7.6	2.6	--

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	Q1-2019	Q1-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings	<p>Q2-2017: 679, Q4-2017: 531, Q2-2018: 648, Q4-2018: 294, Q2-2019: 612, Q4-2019: 314</p>	329	314	- 4.6%	329	314	- 4.6%
Pending Sales	<p>Q2-2017: 237, Q4-2017: 276, Q2-2018: 254, Q4-2018: 231, Q2-2019: 255, Q4-2019: 227</p>	177	227	+ 28.2%	177	227	+ 28.2%
Closed Sales	<p>Q2-2017: 231, Q4-2017: 273, Q2-2018: 241, Q4-2018: 278, Q2-2019: 220, Q4-2019: 212</p>	199	212	+ 6.5%	199	212	+ 6.5%
Days on Market	<p>Q2-2017: 215, Q4-2017: 191, Q2-2018: 197, Q4-2018: 148, Q2-2019: 169, Q4-2019: 153</p>	140	153	+ 9.3%	140	153	+ 9.3%
Median Sales Price	<p>Q2-2017: \$120,000, Q4-2017: \$125,500, Q2-2018: \$125,000, Q4-2018: \$130,000, Q2-2019: \$146,000, Q4-2019: \$160,500</p>	\$130,000	\$160,500	+ 23.5%	\$130,000	\$160,500	+ 23.5%
Average Sales Price	<p>Q2-2017: \$160,093, Q4-2017: \$162,623, Q2-2018: \$175,731, Q4-2018: \$165,615, Q2-2019: \$186,004, Q4-2019: \$193,211</p>	\$154,805	\$193,211	+ 24.8%	\$154,805	\$193,211	+ 24.8%
Pct. of Orig. Price Received	<p>Q2-2017: 86.4%, Q4-2017: 86.7%, Q2-2018: 89.6%, Q4-2018: 86.7%, Q2-2019: 88.0%, Q4-2019: 87.5%</p>	86.7%	87.5%	+ 0.9%	86.7%	87.5%	+ 0.9%
Housing Affordability Index	<p>Q2-2017: 256, Q4-2017: 279, Q2-2018: 231, Q4-2018: 211, Q2-2019: 206, Q4-2019: 195</p>	227	195	- 14.1%	227	195	- 14.1%
Inventory of Homes for Sale	<p>Q2-2017: 1,221, Q4-2017: 1,197, Q2-2018: 1,010, Q4-2018: 875, Q2-2019: 1,037, Q4-2019: 672</p>	871	672	- 22.8%	--	--	--
Months Supply of Inventory	<p>Q2-2017: 15.4, Q4-2017: 15.5, Q2-2018: 12.0, Q4-2018: 10.5, Q2-2019: 12.9, Q4-2019: 7.6</p>	10.9	7.6	- 30.3%	--	--	--