

Quarterly Indicators

Putnam County



Q4-2020

Q4 continued the rebound in housing activity seen in the third quarter, with buyer activity remaining high while seller activity remains too little to bring supply into balance with demand in most market segments.

- Single-Family Closed Sales were up 64.0 percent to 456.
- Condos Closed Sales were up 57.9 percent to 60.
- Co-ops Closed Sales finished the month at 0.
- Single-Family Median Sales Price increased 16.2 percent to \$395,000.
- Condos Median Sales Price increased 4.1 percent to \$280,950.
- Co-ops Median Sales Price ended the month at --.

The 2021 housing market looks to start the year with continued strong buyer demand, near record-low mortgage rates, and limited supply of properties for sale in many market segments. While market fundamentals are strong, the resurgence of COVID-19 in recent weeks leaves some uncertainty on the potential impacts to the economy, the housing market, and the country overall as we wait for the deployment of the vaccines to bring back some stability and normalcy to society.

Quarterly Snapshot

+ 63.3% **- 34.9%** **+ 15.2%**

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
+ 63.3%	- 34.9%	+ 15.2%

Residential real estate activity composed of Single-Family, Condo and Co-op properties. Percent changes are calculated using rounded figures.

Single-Family Homes Market Overview	2
Condos Market Overview	3
Co-ops Market Overview	4
New Listings	5
Pending Sales	6
Closed Sales	7
Days on Market Until Sale	8
Median Sales Price	9
Average Sales Price	10
Percent of Original List Price Received	11
Housing Affordability Index	12
Inventory of Homes for Sale	13
Months Supply of Inventory	14
Total Market Overview	15

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	Q4-2019	Q4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		301	363	+ 20.6%	1,835	1,775	- 3.3%
Pending Sales		233	409	+ 75.5%	1,049	1,449	+ 38.1%
Closed Sales		278	456	+ 64.0%	1,050	1,259	+ 19.9%
Days on Market		73	68	- 6.8%	77	79	+ 2.6%
Median Sales Price		\$340,000	\$395,000	+ 16.2%	\$359,000	\$380,000	+ 5.8%
Average Sales Price		\$382,198	\$461,283	+ 20.7%	\$384,231	\$436,236	+ 13.5%
Pct. of Orig. Price Received		94.7%	97.9%	+ 3.4%	94.9%	96.0%	+ 1.2%
Housing Affordability Index		95	90	- 5.3%	90	93	+ 3.3%
Inventory of Homes for Sale		463	297	- 35.9%	--	--	--
Months Supply of Inventory		5.3	2.5	- 52.8%	--	--	--

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	Q4-2019	Q4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		39	53	+ 35.9%	194	237	+ 22.2%
Pending Sales		32	61	+ 90.6%	134	201	+ 50.0%
Closed Sales		38	60	+ 57.9%	126	174	+ 38.1%
Days on Market		63	80	+ 27.0%	64	82	+ 28.1%
Median Sales Price		\$270,000	\$280,950	+ 4.1%	\$245,500	\$256,625	+ 4.5%
Average Sales Price		\$266,957	\$293,977	+ 10.1%	\$253,969	\$262,118	+ 3.2%
Pct. of Orig. Price Received		95.7%	98.6%	+ 3.0%	96.4%	96.4%	0.0%
Housing Affordability Index		120	126	+ 5.0%	132	138	+ 4.5%
Inventory of Homes for Sale		50	37	- 26.0%	--	--	--
Months Supply of Inventory		4.5	2.2	- 51.1%	--	--	--

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.

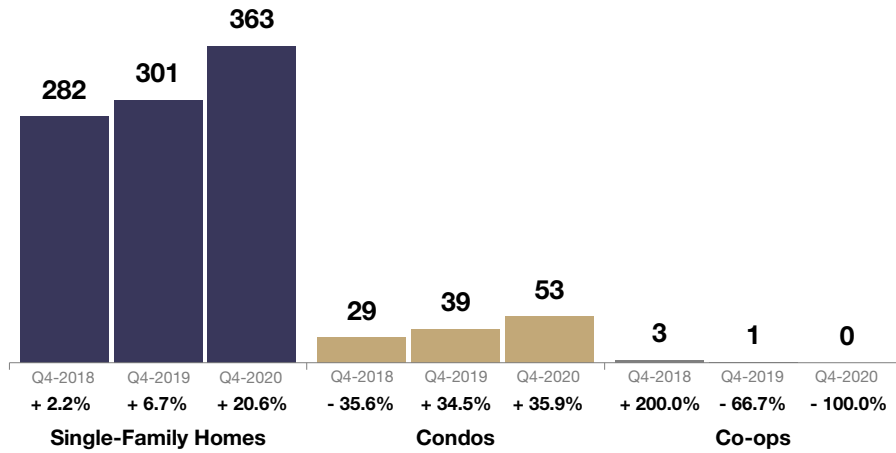


Key Metrics	Historical Sparkbars	Q4-2019	Q4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings	<p>Q1-2018: 1, Q3-2018: 3, Q1-2019: 1, Q3-2019: 3, Q1-2020: 1, Q3-2020: 2</p>	1	0	- 100.0%	5	3	- 40.0%
Pending Sales	<p>Q1-2018: 2, Q3-2018: 1, Q1-2019: 2, Q3-2019: 2, Q1-2020: 1, Q3-2020: 1</p>	1	0	- 100.0%	3	2	- 33.3%
Closed Sales	<p>Q1-2018: 1, Q3-2018: 1, Q1-2019: 2, Q3-2019: 2, Q1-2020: 0, Q3-2020: 3</p>	0	0	--	3	3	0.0%
Days on Market	<p>Q1-2018: 71, Q3-2018: 91, Q1-2019: 33, Q3-2019: 20, Q1-2020: 0, Q3-2020: 65</p>	--	--	--	65	27	- 58.5%
Median Sales Price	<p>Q1-2018: \$58,000, Q3-2018: \$122,500, Q1-2019: \$125,000, Q3-2019: \$114,000, Q1-2020: \$0, Q3-2020: \$120,000</p>	--	--	--	\$120,000	\$75,000	- 37.5%
Average Sales Price	<p>Q1-2018: \$58,000, Q3-2018: \$122,500, Q1-2019: \$125,000, Q3-2019: \$114,000, Q1-2020: \$0, Q3-2020: \$162,500</p>	--	--	--	\$162,500	\$65,667	- 59.6%
Pct. of Orig. Price Received	<p>Q1-2018: 89.2%, Q3-2018: 98.0%, Q1-2019: 96.2%, Q3-2019: 91.7%, Q1-2020: 0.0%, Q3-2020: 93.9%</p>	--	--	--	93.9%	93.5%	- 0.4%
Housing Affordability Index	<p>Q1-2018: 0, Q3-2018: 0, Q1-2019: 0, Q3-2019: 262, Q1-2020: 0, Q3-2020: 0</p>	--	--	--	--	--	--
Inventory of Homes for Sale	<p>Q1-2018: 0, Q3-2018: 2, Q1-2019: 1, Q3-2019: 1, Q1-2020: 1, Q3-2020: 1</p>	0	0	--	--	--	--
Months Supply of Inventory	<p>Q1-2018: 0.0, Q3-2018: 2.0, Q1-2019: 0.8, Q3-2019: 0.9, Q1-2020: 0.8, Q3-2020: 1.0</p>	--	--	--	--	--	--

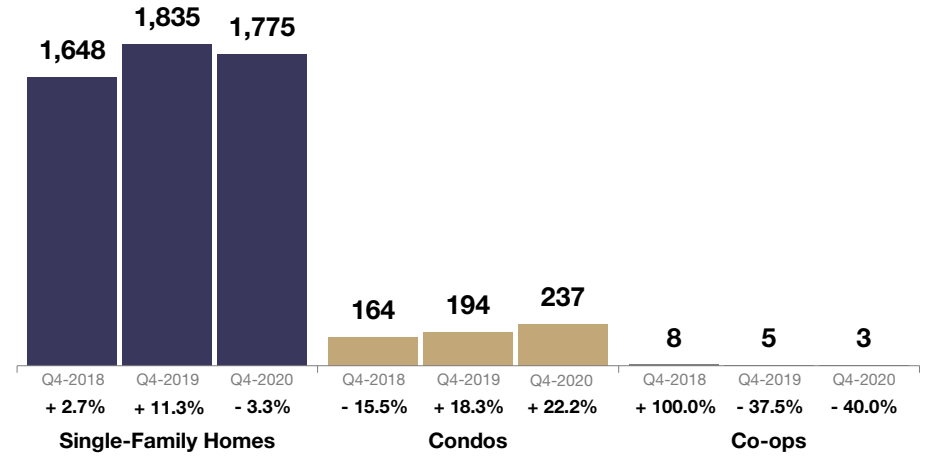
New Listings

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

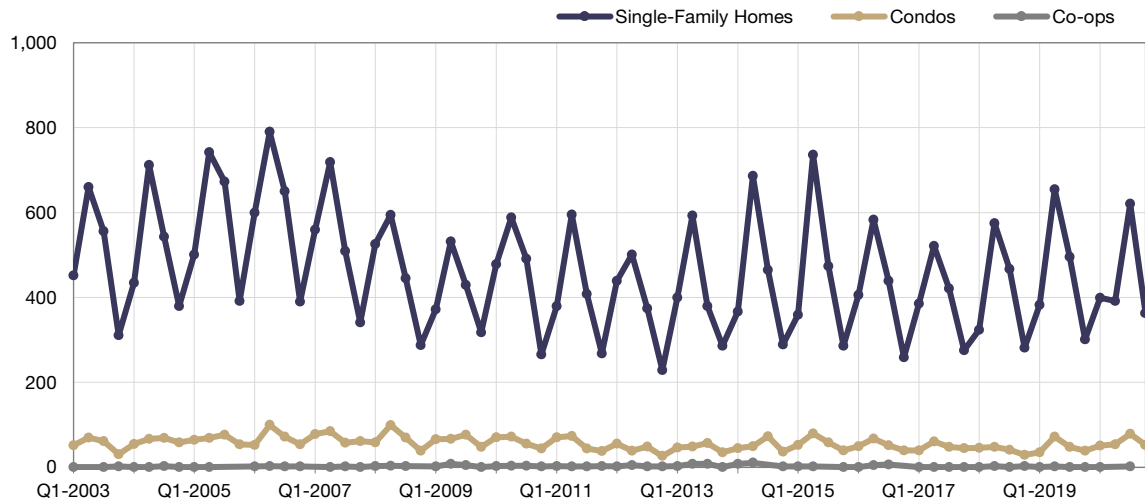
Q4-2020



Year to Date



Historical New Listings by Quarter



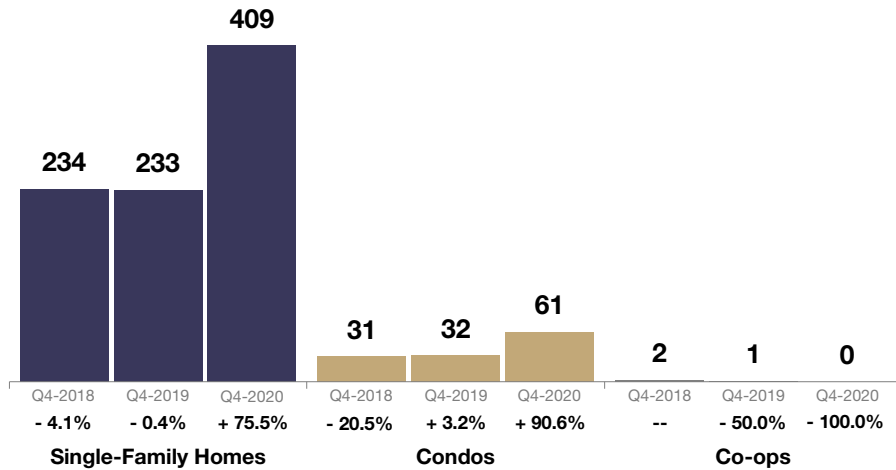
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	324	46	1
Q2-2018	575	48	3
Q3-2018	467	41	1
Q4-2018	282	29	3
Q1-2019	383	35	1
Q2-2019	655	72	2
Q3-2019	496	48	1
Q4-2019	301	39	1
Q1-2020	399	51	1
Q2-2020	392	54	0
Q3-2020	621	79	2
Q4-2020	363	53	0

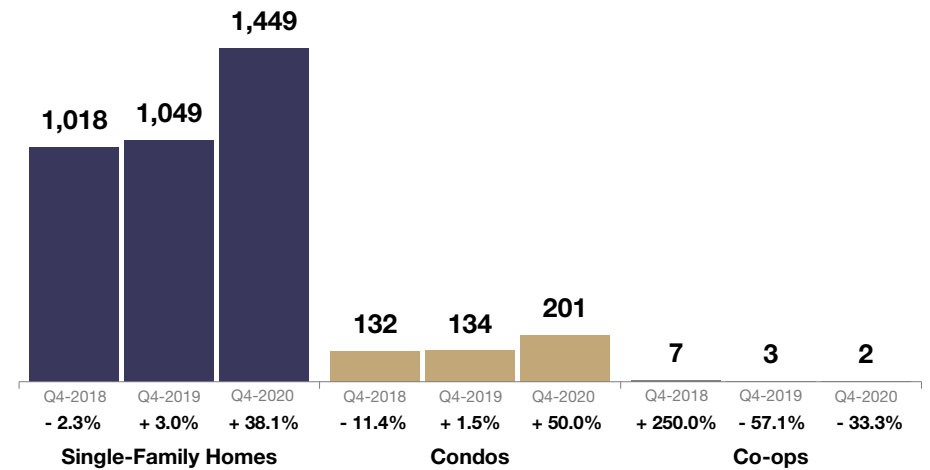
Pending Sales

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

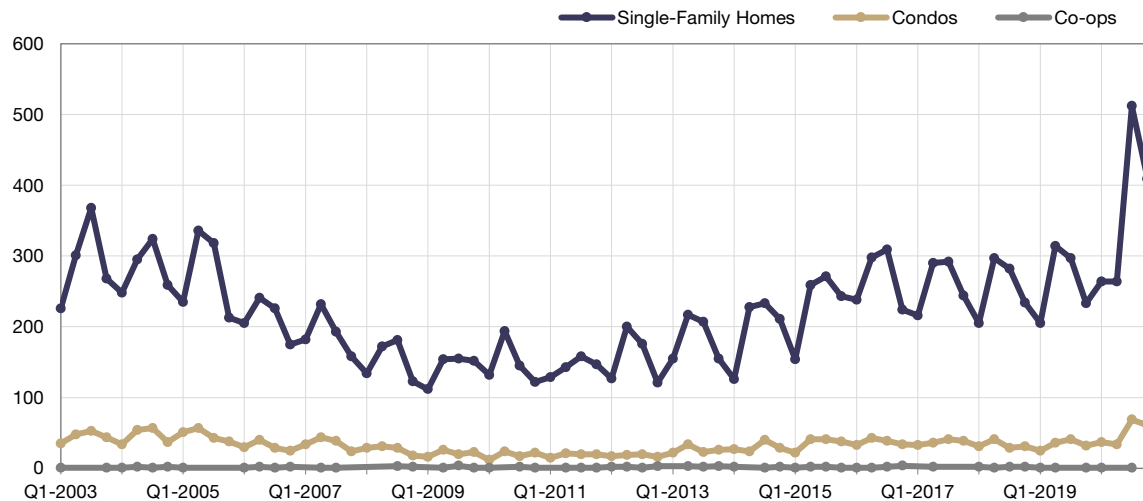
Q4-2020



Year to Date



Historical Pending Sales by Quarter



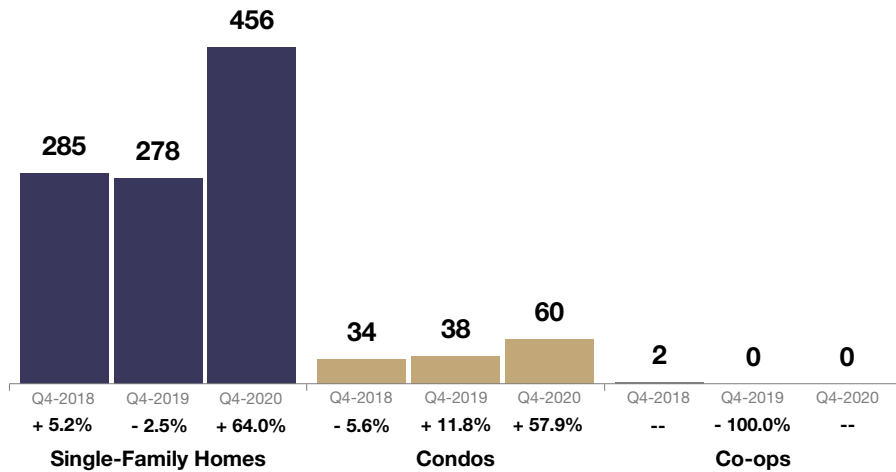
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	205	31	2
Q2-2018	297	41	1
Q3-2018	282	29	2
Q4-2018	234	31	2
Q1-2019	205	25	1
Q2-2019	314	36	1
Q3-2019	297	41	0
Q4-2019	233	32	1
Q1-2020	264	37	1
Q2-2020	264	34	0
Q3-2020	512	69	1
Q4-2020	409	61	0

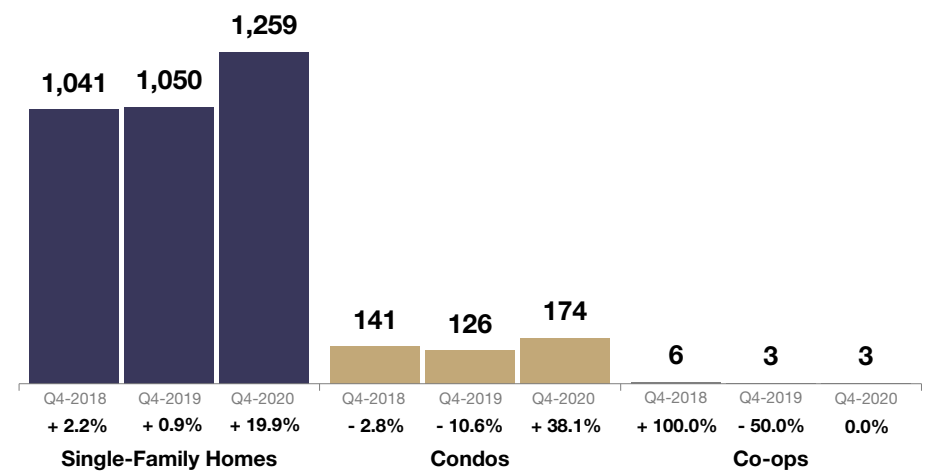
Closed Sales

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

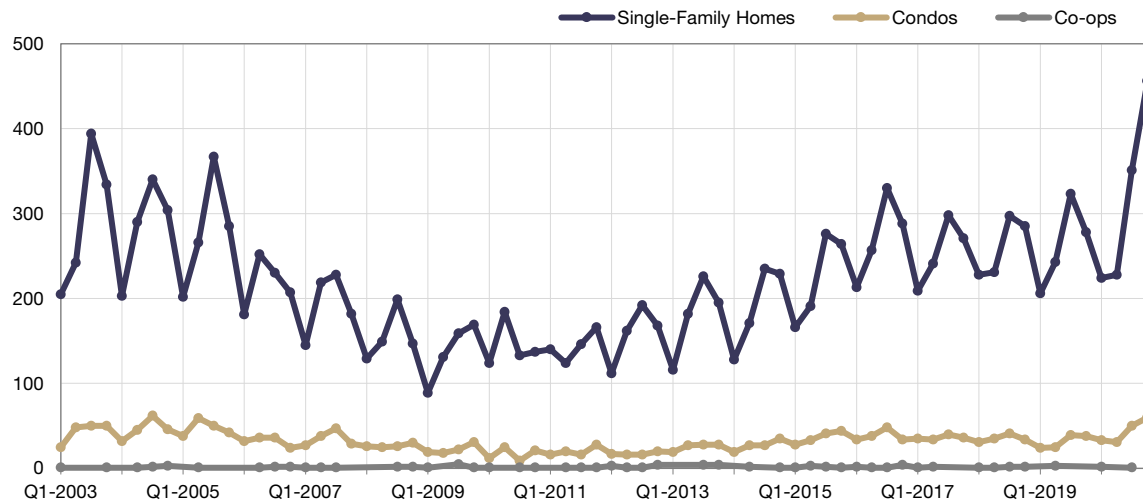
Q4-2020



Year to Date



Historical Closed Sales by Quarter



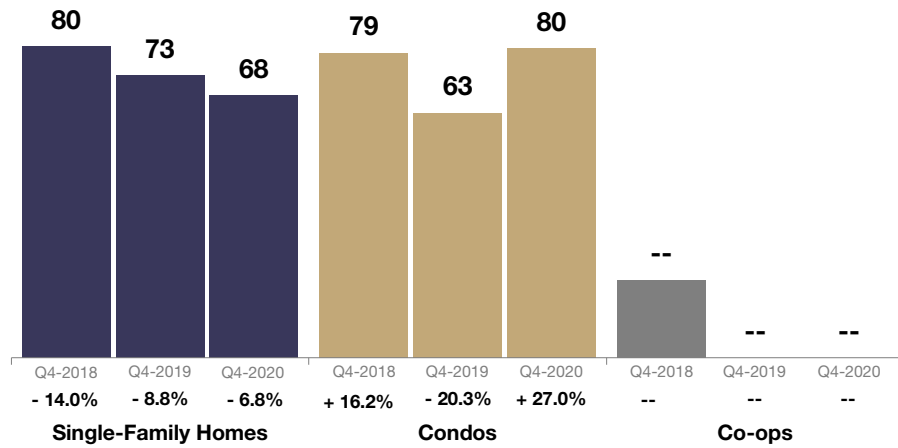
Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	228	31	1
Q2-2018	231	35	1
Q3-2018	297	41	2
Q4-2018	285	34	2
Q1-2019	206	24	0
Q2-2019	243	25	3
Q3-2019	323	39	0
Q4-2019	278	38	0
Q1-2020	224	33	2
Q2-2020	228	31	0
Q3-2020	351	50	1
Q4-2020	456	60	0

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

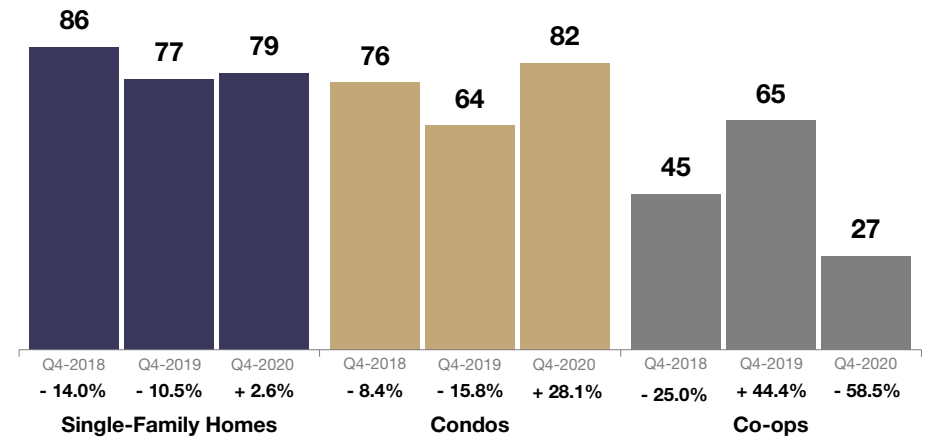
Days on Market Until Sale

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

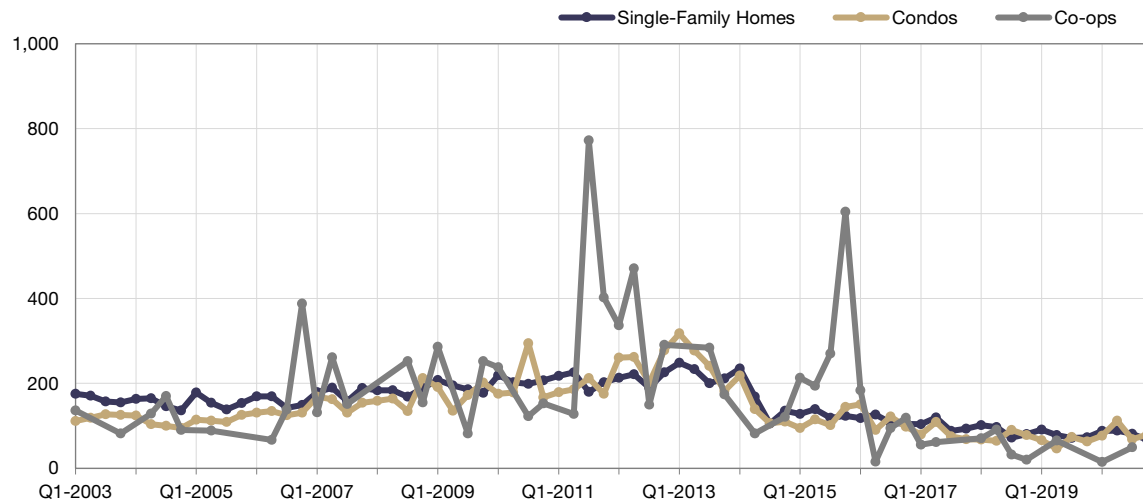
Q4-2020



Year to Date



Historical Days on Market Until Sale by Quarter



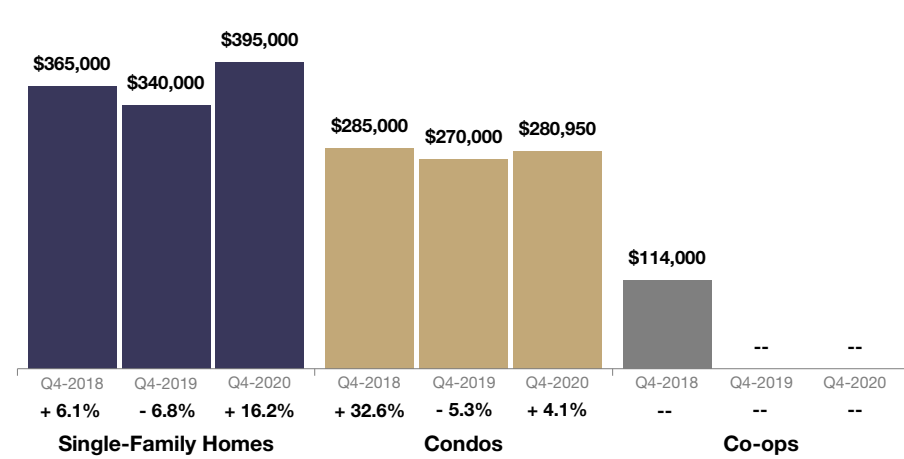
Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	102	67	71
Q2-2018	97	65	91
Q3-2018	72	91	33
Q4-2018	80	79	20
Q1-2019	91	66	--
Q2-2019	78	47	65
Q3-2019	72	74	--
Q4-2019	73	63	--
Q1-2020	88	77	15
Q2-2020	89	112	--
Q3-2020	81	68	50
Q4-2020	68	80	--

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

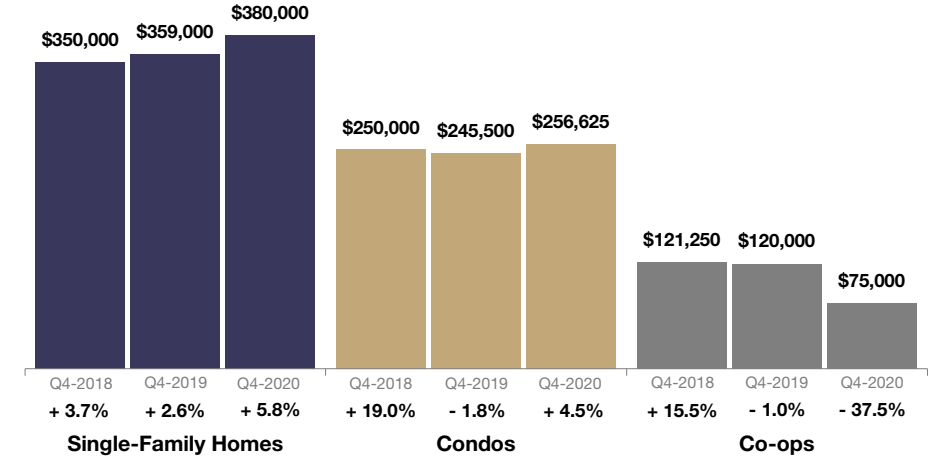
Median Sales Price

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

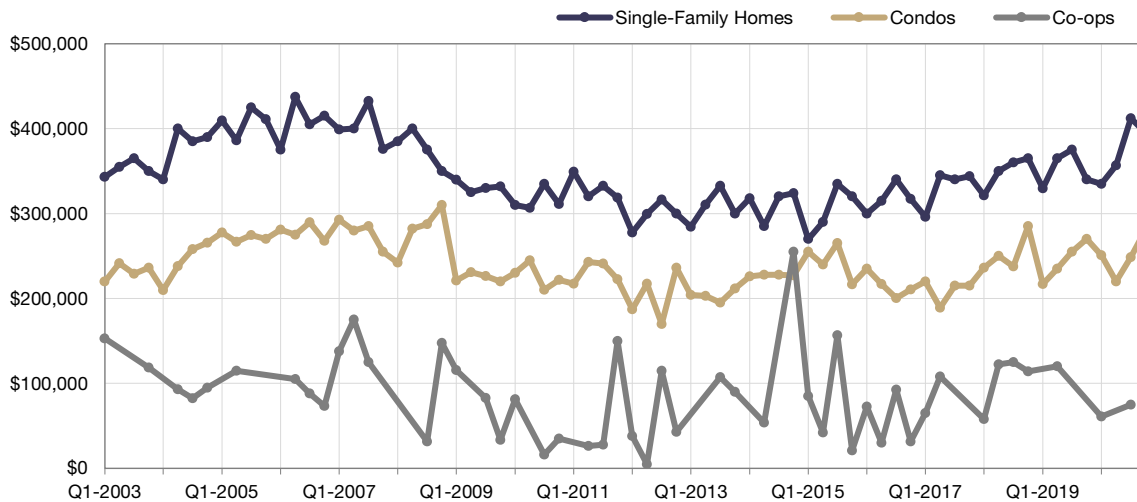
Q4-2020



Year to Date



Historical Median Sales Price by Quarter



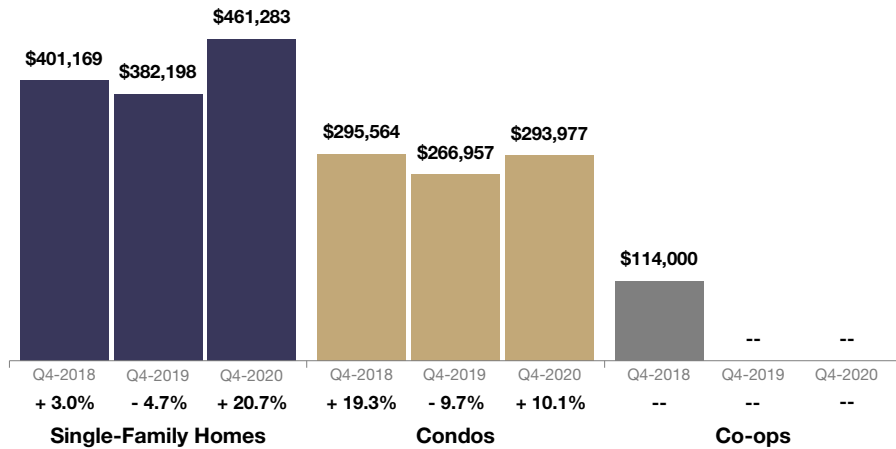
Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	\$321,250	\$236,000	\$58,000
Q2-2018	\$350,000	\$250,000	\$122,500
Q3-2018	\$360,000	\$237,500	\$125,000
Q4-2018	\$365,000	\$285,000	\$114,000
Q1-2019	\$329,500	\$217,000	--
Q2-2019	\$365,000	\$235,000	\$120,000
Q3-2019	\$375,000	\$255,000	--
Q4-2019	\$340,000	\$270,000	--
Q1-2020	\$335,000	\$251,000	\$61,000
Q2-2020	\$356,700	\$220,000	--
Q3-2020	\$412,000	\$248,500	\$75,000
Q4-2020	\$395,000	\$280,950	--

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

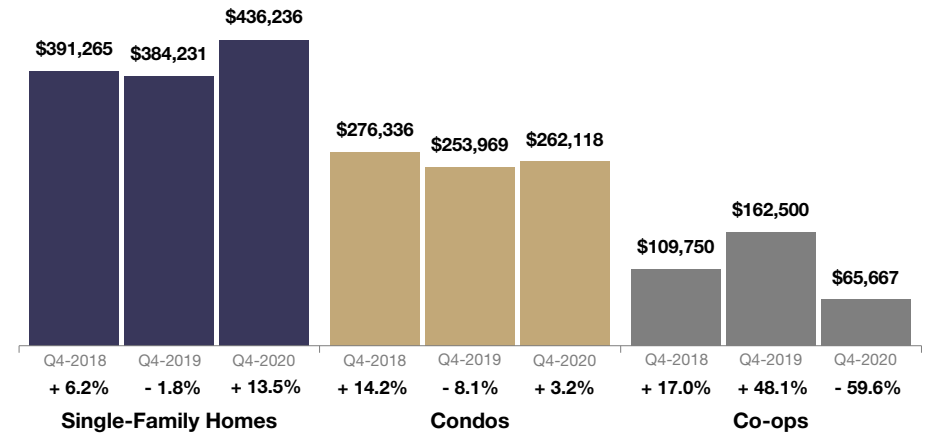
Average Sales Price

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

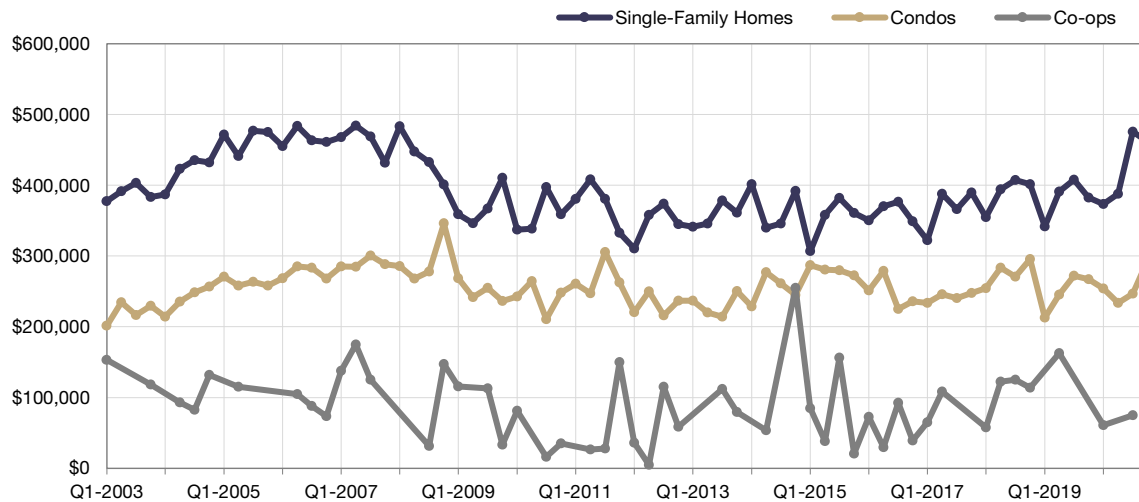
Q4-2020



Year to Date



Historical Average Sales Price by Quarter



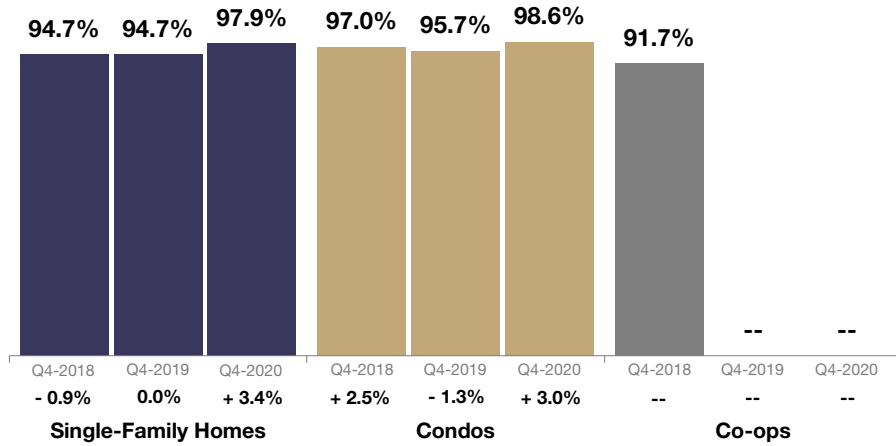
Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	\$354,996	\$254,609	\$58,000
Q2-2018	\$394,163	\$283,608	\$122,500
Q3-2018	\$407,402	\$270,613	\$125,000
Q4-2018	\$401,169	\$295,564	\$114,000
Q1-2019	\$341,779	\$213,006	--
Q2-2019	\$391,093	\$245,364	\$162,500
Q3-2019	\$407,629	\$272,036	--
Q4-2019	\$382,198	\$266,957	--
Q1-2020	\$373,285	\$254,116	\$61,000
Q2-2020	\$387,656	\$233,600	--
Q3-2020	\$475,424	\$246,850	\$75,000
Q4-2020	\$461,283	\$293,977	--

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

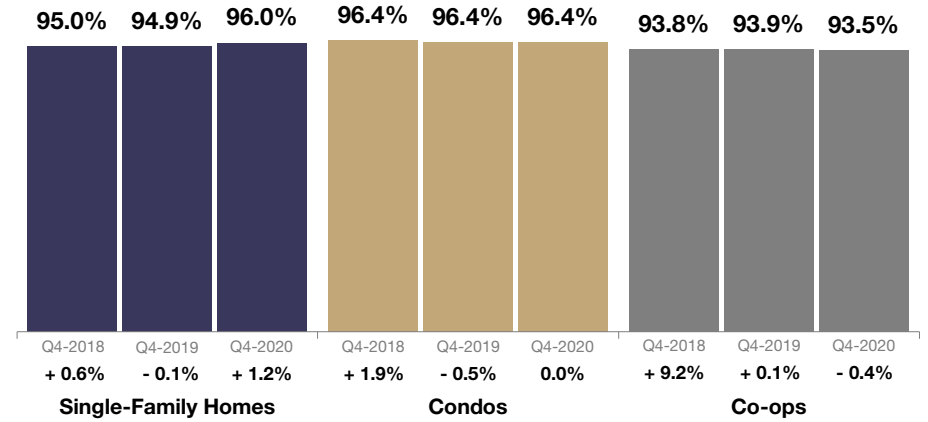
Percent of Original List Price Received

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.

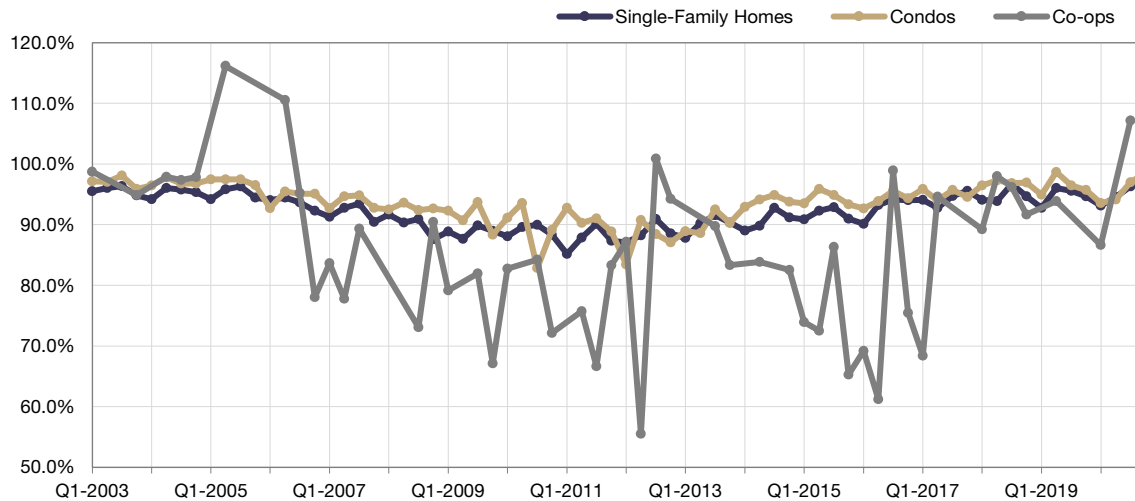
Q4-2020



Year to Date



Historical Percent of Original List Price Received by Quarter



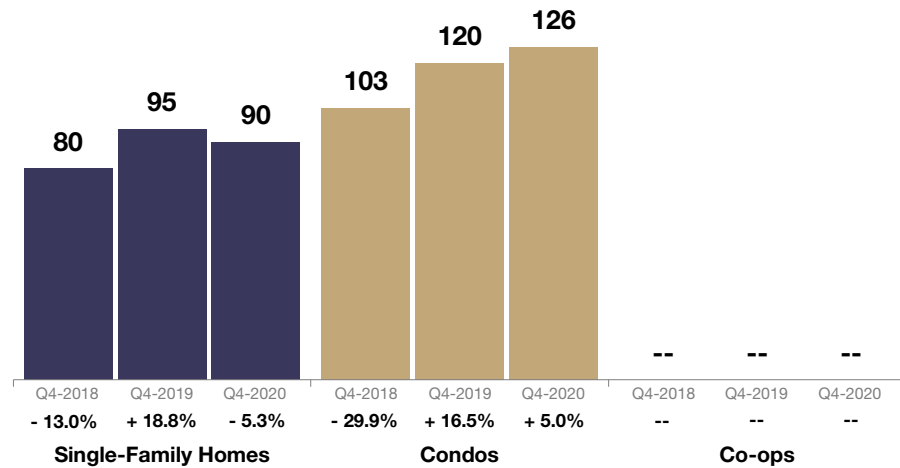
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	94.1%	96.5%	89.2%
Q2-2018	93.9%	97.3%	98.0%
Q3-2018	96.7%	96.8%	96.2%
Q4-2018	94.7%	97.0%	91.7%
Q1-2019	92.7%	94.9%	--
Q2-2019	96.0%	98.7%	93.9%
Q3-2019	95.6%	96.4%	--
Q4-2019	94.7%	95.7%	--
Q1-2020	93.1%	93.6%	86.6%
Q2-2020	94.6%	94.2%	--
Q3-2020	96.3%	97.0%	107.1%
Q4-2020	97.9%	98.6%	--

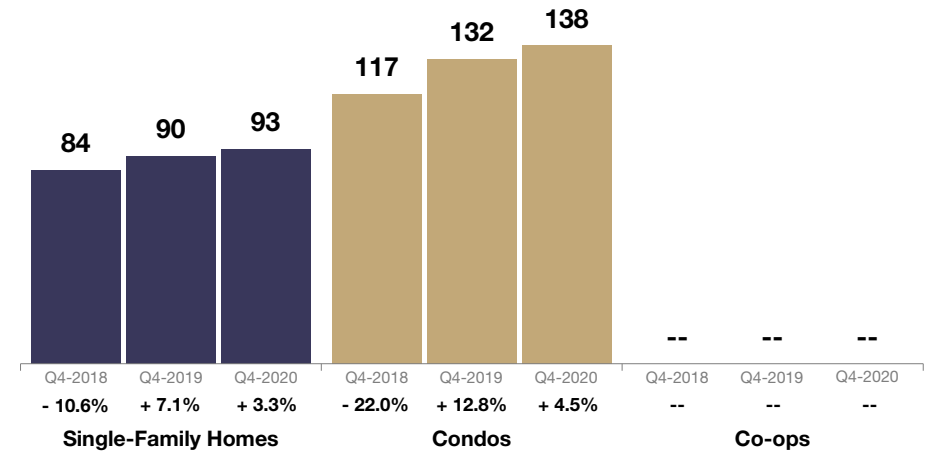
Housing Affordability Index

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.

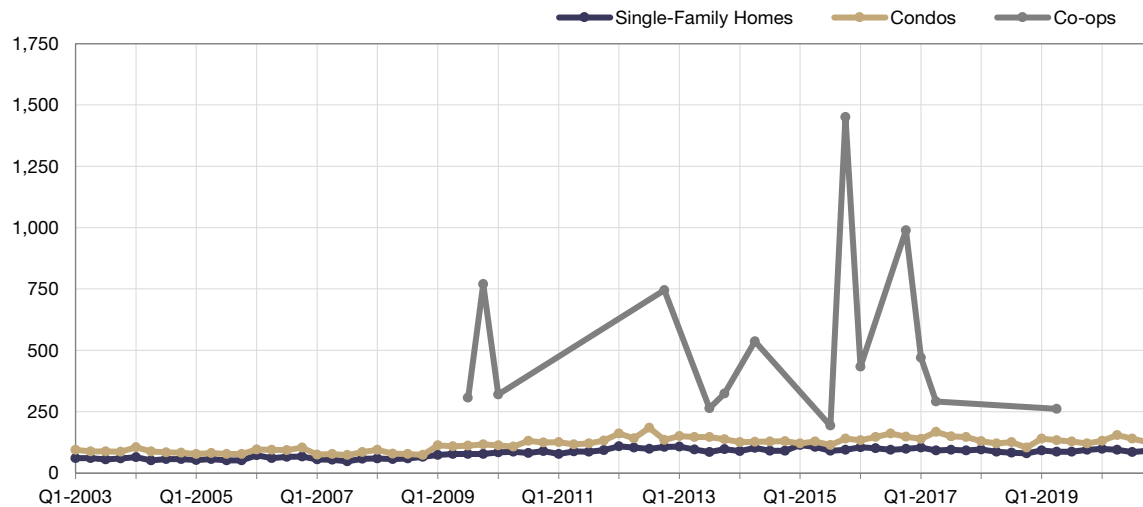
Q4-2020



Year to Date



Historical Housing Affordability Index by Quarter



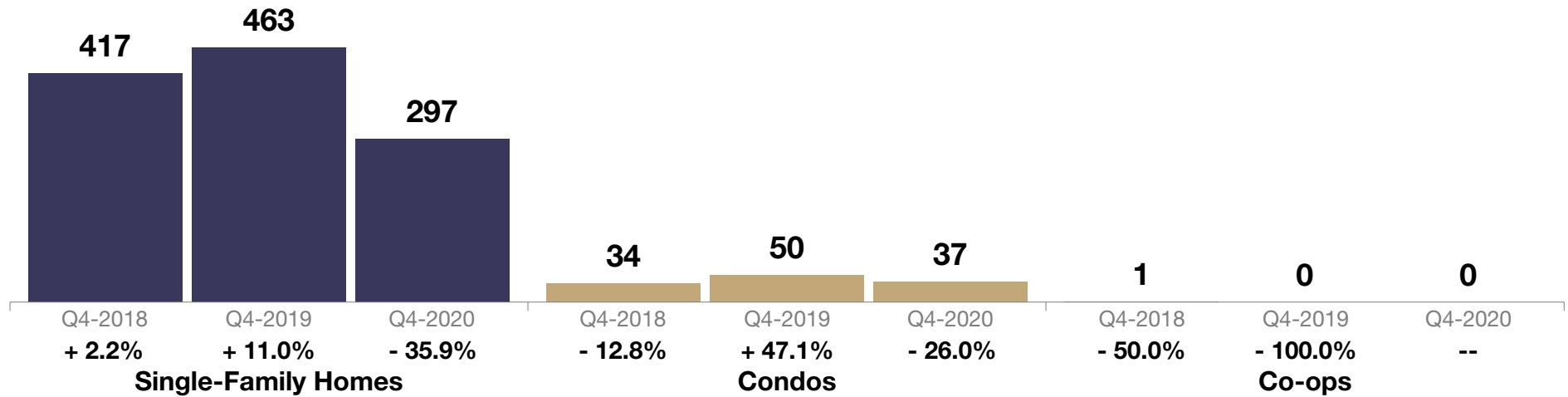
Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	96	130	--
Q2-2018	86	120	--
Q3-2018	83	126	--
Q4-2018	80	103	--
Q1-2019	92	140	--
Q2-2019	86	134	262
Q3-2019	87	128	--
Q4-2019	95	120	--
Q1-2020	98	131	--
Q2-2020	95	154	--
Q3-2020	85	140	--
Q4-2020	90	126	--

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

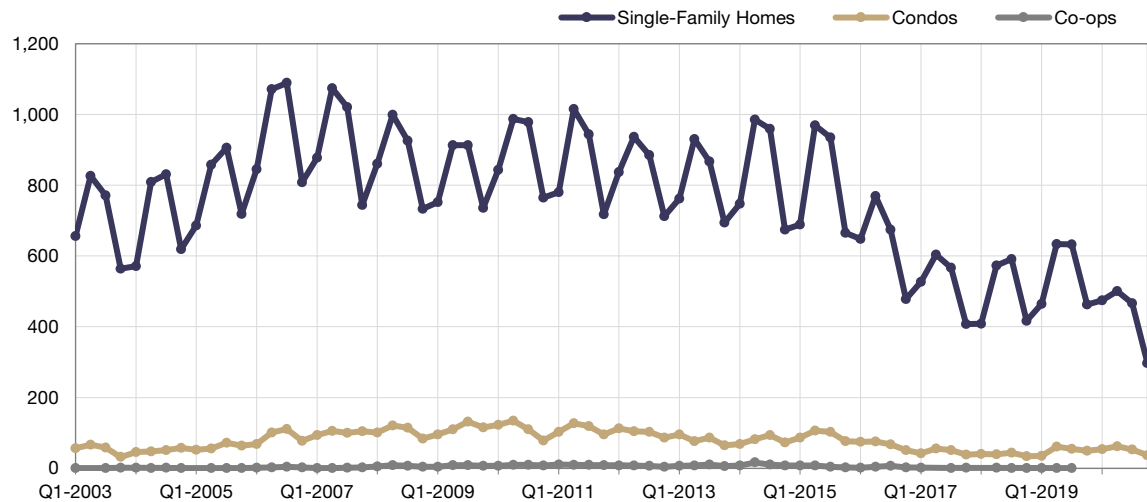
Inventory of Homes for Sale

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

Q4-2020



Historical Inventory of Homes for Sale by Quarter



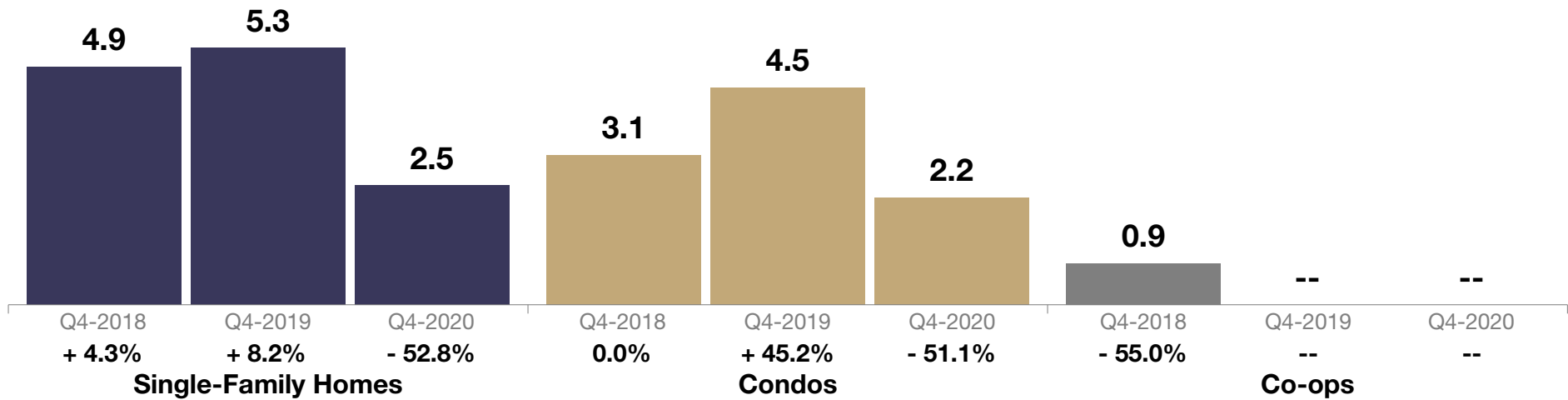
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	409	41	0
Q2-2018	573	40	2
Q3-2018	591	44	1
Q4-2018	417	34	1
Q1-2019	465	35	1
Q2-2019	634	61	1
Q3-2019	633	55	1
Q4-2019	463	50	0
Q1-2020	475	54	0
Q2-2020	501	62	0
Q3-2020	466	53	0
Q4-2020	297	37	0

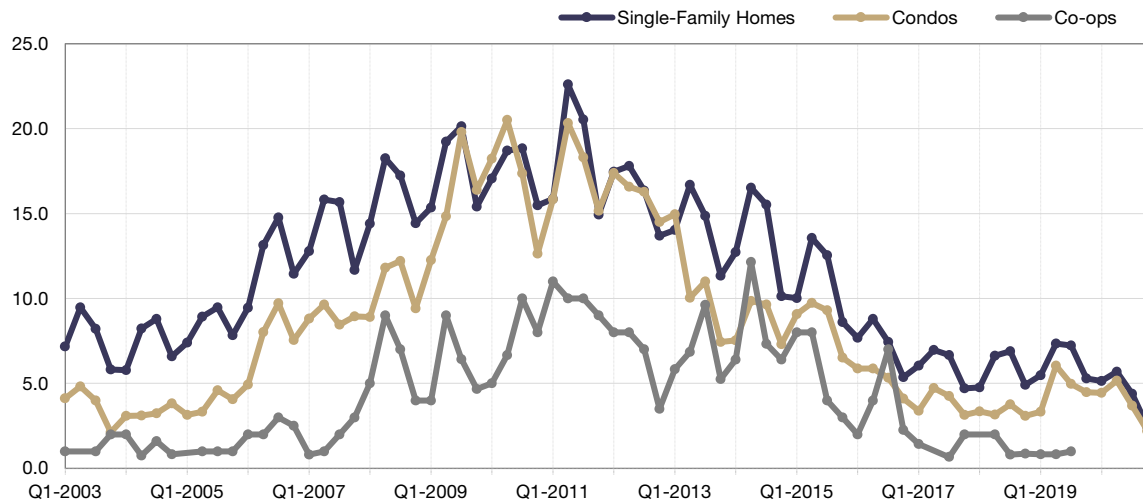
Months Supply of Inventory

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.

Q4-2020



Historical Months Supply of Inventory by Quarter



Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	4.8	3.3	--
Q2-2018	6.6	3.2	2.0
Q3-2018	6.9	3.8	0.8
Q4-2018	4.9	3.1	0.9
Q1-2019	5.5	3.3	0.8
Q2-2019	7.4	6.0	0.8
Q3-2019	7.2	5.0	1.0
Q4-2019	5.3	4.5	--
Q1-2020	5.1	4.4	--
Q2-2020	5.7	5.2	--
Q3-2020	4.4	3.7	--
Q4-2020	2.5	2.2	--

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	Q4-2019	Q4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings	<p>Q1-2018: 371, Q3-2018: 626, Q1-2019: 314, Q3-2019: 729, Q1-2020: 341, Q3-2020: 416</p>	341	416	+ 22.0%	2,034	2,015	- 0.9%
Pending Sales	<p>Q1-2018: 238, Q3-2018: 339, Q1-2019: 231, Q3-2019: 351, Q1-2020: 266, Q3-2020: 470</p>	266	470	+ 76.7%	1,186	1,652	+ 39.3%
Closed Sales	<p>Q1-2018: 260, Q3-2018: 340, Q1-2019: 230, Q3-2019: 362, Q1-2020: 259, Q3-2020: 516</p>	316	516	+ 63.3%	1,179	1,436	+ 21.8%
Days on Market	<p>Q1-2018: 97, Q3-2018: 74, Q1-2019: 88, Q3-2019: 72, Q1-2020: 86, Q3-2020: 69</p>	72	69	- 4.2%	76	79	+ 3.9%
Median Sales Price	<p>Q1-2018: \$310,000, Q3-2018: \$340,000, Q1-2019: \$317,500, Q3-2019: \$360,000, Q1-2020: \$324,000, Q3-2020: \$380,000</p>	\$330,000	\$380,000	+ 15.2%	\$340,900	\$360,000	+ 5.6%
Average Sales Price	<p>Q1-2018: \$341,884, Q3-2018: \$388,195, Q1-2019: \$328,224, Q3-2019: \$393,021, Q1-2020: \$355,690, Q3-2020: \$441,829</p>	\$368,340	\$441,829	+ 20.0%	\$369,721	\$414,364	+ 12.1%
Pct. of Orig. Price Received	<p>Q1-2018: 94.4%, Q3-2018: 96.7%, Q1-2019: 93.0%, Q3-2019: 95.7%, Q1-2020: 93.1%, Q3-2020: 98.0%</p>	94.8%	98.0%	+ 3.4%	95.0%	96.0%	+ 1.1%
Housing Affordability Index	<p>Q1-2018: 99, Q3-2018: 88, Q1-2019: 96, Q3-2019: 90, Q1-2020: 102, Q3-2020: 93</p>	98	93	- 5.1%	95	99	+ 4.2%
Inventory of Homes for Sale	<p>Q1-2018: 450, Q3-2018: 636, Q1-2019: 501, Q3-2019: 689, Q1-2020: 529, Q3-2020: 334</p>	513	334	- 34.9%	--	--	--
Months Supply of Inventory	<p>Q1-2018: 4.6, Q3-2018: 6.5, Q1-2019: 5.2, Q3-2019: 7.0, Q1-2020: 5.1, Q3-2020: 2.4</p>	5.2	2.4	- 53.8%	--	--	--