

# Quarterly Indicators

## Putnam 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 9.1 percent to 288.
- Condos Closed Sales were down 25.0 percent to 33.
- Co-ops Closed Sales were up 300.0 percent to 4.
  
- Single-Family Median Sales Price decreased 0.9 percent to \$317,000.
- Condos Median Sales Price decreased 2.0 percent to \$212,500.
- Co-ops Median Sales Price increased 50.7 percent to \$31,500.

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

**+ 5.2%**      **- 32.6%**      **- 2.5%**

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 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: 367, 686, 465, 289, 359, 736, 474, 286, 406, 583, 439, 259.</p>	286	<b>259</b>	- 9.4%	1,855	<b>1,687</b>	- 9.1%
<b>Pending Sales</b>	<p>Bar chart showing Pending Sales from Q1-2014 to Q3-2016. Values: 126, 228, 233, 211, 154, 259, 271, 242, 240, 303, 319, 248.</p>	242	<b>248</b>	+ 2.5%	926	<b>1,110</b>	+ 19.9%
<b>Closed Sales</b>	<p>Bar chart showing Closed Sales from Q1-2014 to Q3-2016. Values: 128, 171, 235, 229, 166, 191, 276, 264, 213, 257, 330, 288.</p>	264	<b>288</b>	+ 9.1%	897	<b>1,088</b>	+ 21.3%
<b>Days on Market</b>	<p>Bar chart showing Days on Market from Q1-2014 to Q3-2016. Values: 235, 169, 106, 135, 128, 139, 119, 123, 118, 127, 108, 104.</p>	123	<b>104</b>	- 15.4%	126	<b>113</b>	- 10.3%
<b>Median Sales Price</b>	<p>Bar chart showing Median Sales Price from Q1-2014 to Q3-2016. Values: \$318,000, \$285,000, \$300,000, \$223,750, \$270,000, \$290,000, \$335,000, \$290,000, \$300,000, \$315,000, \$340,000, \$317,000.</p>	\$320,000	<b>\$317,000</b>	- 0.9%	\$312,000	<b>\$325,000</b>	+ 4.2%
<b>Average Sales Price</b>	<p>Bar chart showing Average Sales Price from Q1-2014 to Q3-2016. Values: \$401,691, \$339,768, \$345,926, \$391,696, \$309,725, \$358,092, \$382,049, \$360,838, \$350,252, \$370,188, \$375,580, \$348,858.</p>	\$360,838	<b>\$348,838</b>	- 3.3%	\$356,737	<b>\$362,585</b>	+ 1.6%
<b>Pct. of Orig. Price Received</b>	<p>Bar chart showing Pct. of Orig. Price Received from Q1-2014 to Q3-2016. Values: 89.0%, 89.8%, 92.8%, 91.2%, 90.9%, 92.3%, 92.9%, 91.0%, 90.1%, 93.2%, 94.1%, 94.0%.</p>	91.0%	<b>94.0%</b>	+ 3.3%	91.8%	<b>93.1%</b>	+ 1.4%
<b>Housing Affordability Index</b>	<p>Bar chart showing Housing Affordability Index from Q1-2014 to Q3-2016. Values: 89, 102, 91, 91, 114, 106, 90, 95, 102, 99, 93, 100.</p>	95	<b>100</b>	+ 5.3%	97	<b>97</b>	0.0%
<b>Inventory of Homes for Sale</b>	<p>Bar chart showing Inventory of Homes for Sale from Q1-2014 to Q3-2016. Values: 748, 985, 959, 674, 689, 969, 935, 665, 648, 767, 669, 451.</p>	665	<b>451</b>	- 32.2%	--	--	--
<b>Months Supply of Inventory</b>	<p>Bar chart showing Months Supply of Inventory from Q1-2014 to Q3-2016. Values: 12.7, 16.5, 15.5, 10.1, 10.0, 13.6, 12.5, 8.6, 7.7, 8.7, 7.3, 4.9.</p>	8.6	<b>4.9</b>	- 43.0%	--	--	--

# 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	Q4-2015	Q4-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
<b>New Listings</b>		40	40	0.0%	232	210	- 9.5%
<b>Pending Sales</b>		38	35	- 7.9%	142	155	+ 9.2%
<b>Closed Sales</b>		44	33	- 25.0%	146	153	+ 4.8%
<b>Days on Market</b>		145	98	- 32.4%	116	115	- 0.9%
<b>Median Sales Price</b>		\$216,750	\$212,500	- 2.0%	\$243,000	\$214,000	- 11.9%
<b>Average Sales Price</b>		\$272,692	\$237,791	- 12.8%	\$279,172	\$247,013	- 11.5%
<b>Pct. of Orig. Price Received</b>		93.4%	95.0%	+ 1.7%	94.4%	94.4%	0.0%
<b>Housing Affordability Index</b>		140	148	+ 5.7%	125	147	+ 17.6%
<b>Inventory of Homes for Sale</b>		77	48	- 37.7%	--	--	--
<b>Months Supply of Inventory</b>		6.5	3.7	- 43.1%	--	--	--

# 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.

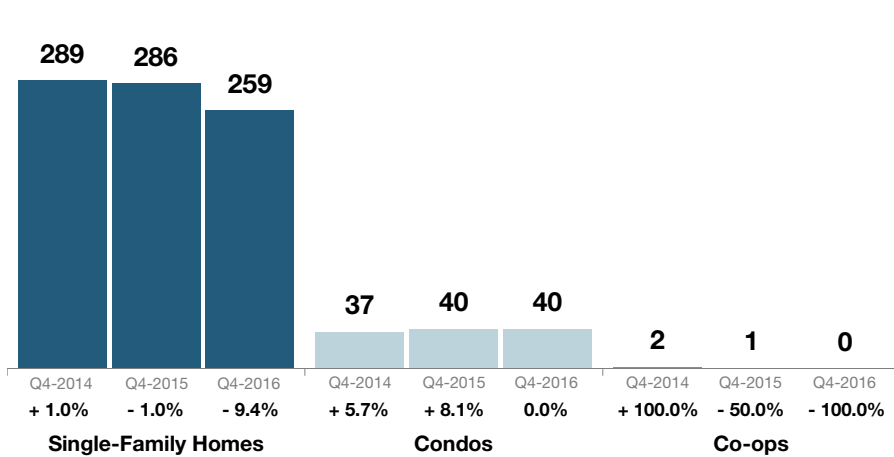


Key Metrics	Historical Sparkbars	Q4-2015	Q4-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
<b>New Listings</b>		1	0	- 100.0%	5	13	+ 160.0%
<b>Pending Sales</b>		1	4	+ 300.0%	6	8	+ 33.3%
<b>Closed Sales</b>		1	4	+ 300.0%	7	8	+ 14.3%
<b>Days on Market</b>		604	119	- 80.3%	277	119	- 57.0%
<b>Median Sales Price</b>		\$20,900	\$31,500	+ 50.7%	\$60,000	\$45,923	- 23.5%
<b>Average Sales Price</b>		\$20,900	\$39,250	+ 87.8%	\$76,200	\$53,106	- 30.3%
<b>Pct. of Orig. Price Received</b>		65.3%	75.5%	+ 15.6%	75.6%	75.1%	- 0.7%
<b>Housing Affordability Index</b>		1,451	1,001	- 31.0%	506	687	+ 35.8%
<b>Inventory of Homes for Sale</b>		3	3	0.0%	--	--	--
<b>Months Supply of Inventory</b>		3.0	2.3	- 23.3%	--	--	--

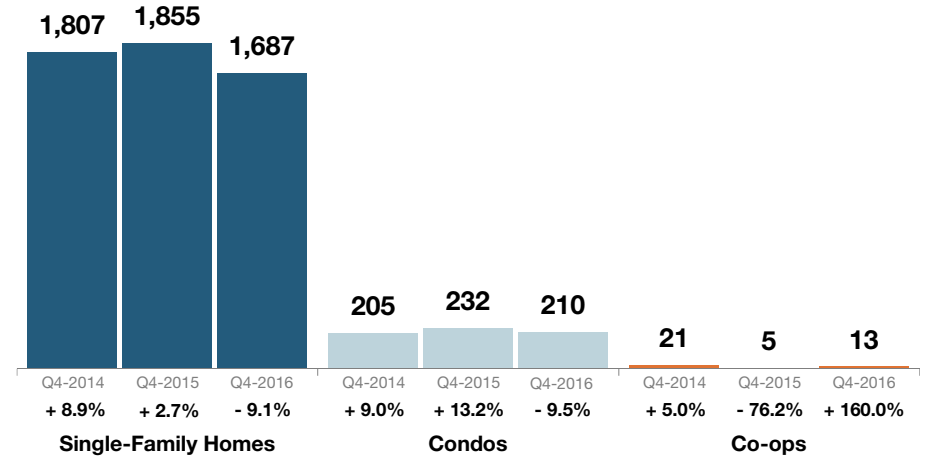
# New Listings

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

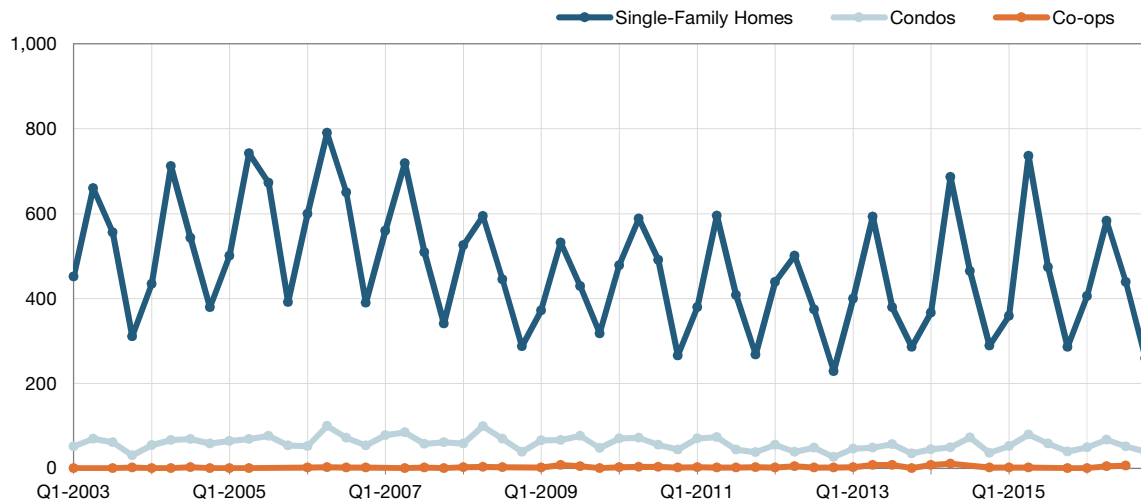
## Q4-2016



## Year to Date



## Historical New Listings by Quarter



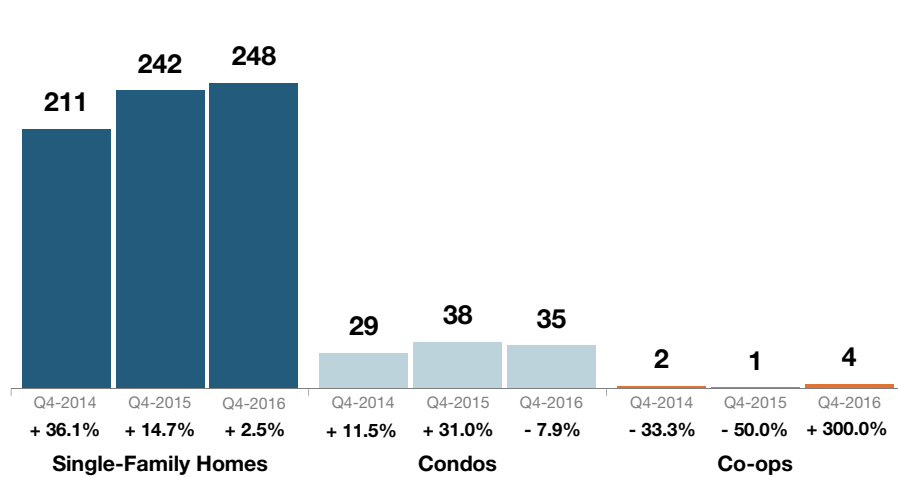
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2014	367	45	8
Q2-2014	686	50	11
Q3-2014	465	73	0
Q4-2014	289	37	2
Q1-2015	359	53	2
Q2-2015	736	80	2
Q3-2015	474	59	0
Q4-2015	286	40	1
Q1-2016	406	50	1
Q2-2016	583	68	5
Q3-2016	439	52	7
<b>Q4-2016</b>	<b>259</b>	<b>40</b>	<b>0</b>

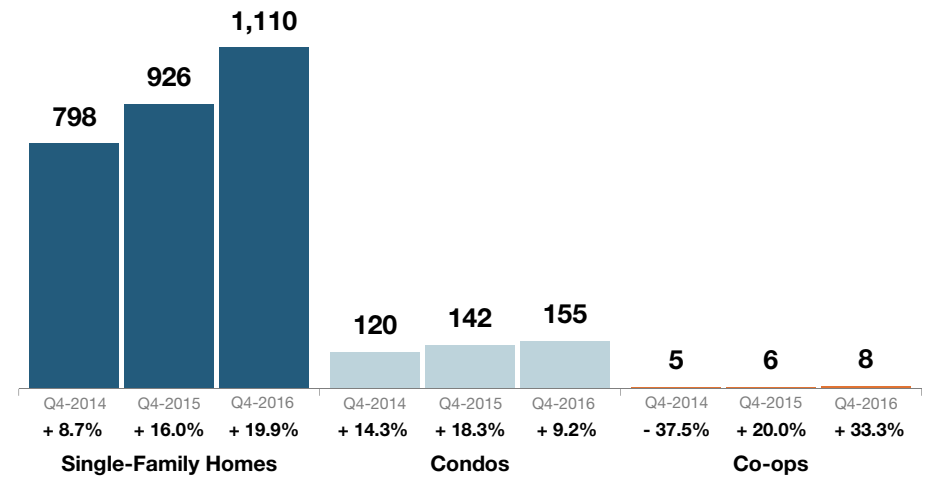
# Pending Sales

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

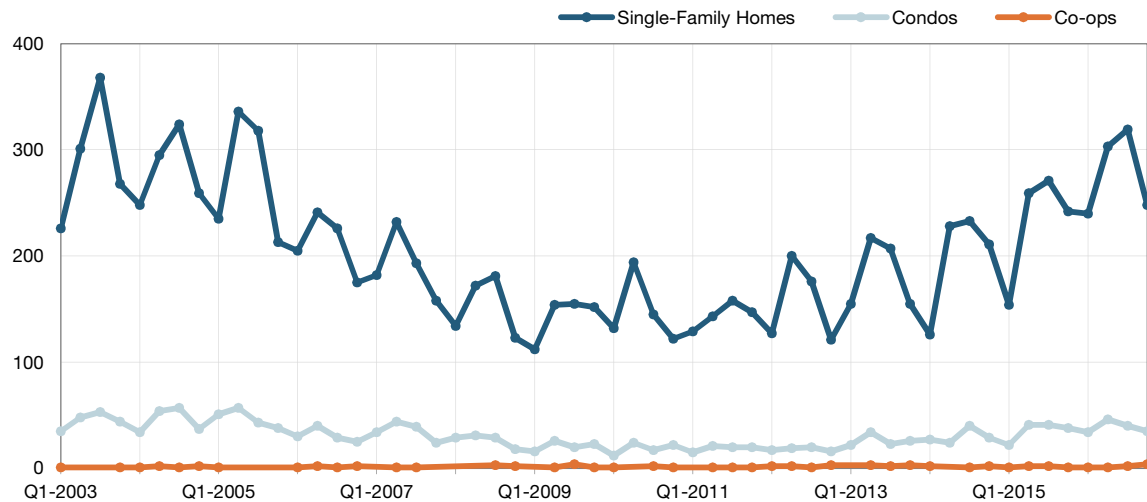
## Q4-2016



## Year to Date



## Historical Pending Sales by Quarter



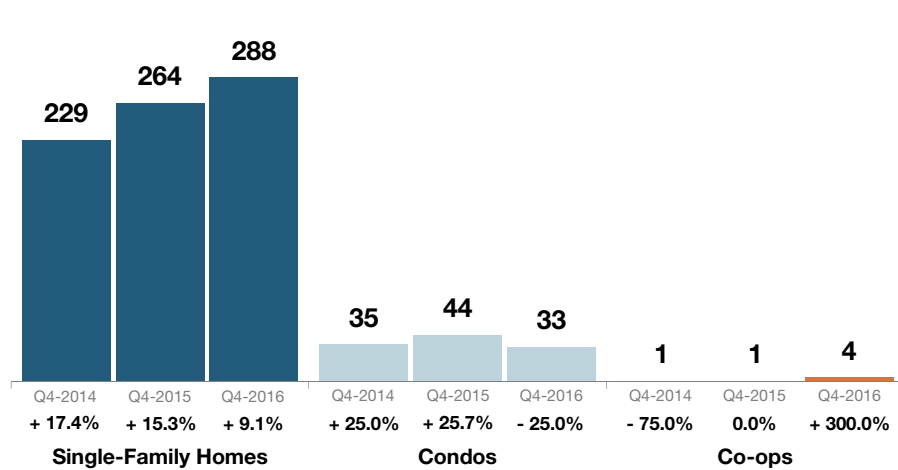
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2014	126	27	2
Q2-2014	228	24	0
Q3-2014	233	40	1
Q4-2014	211	29	2
Q1-2015	154	22	1
Q2-2015	259	41	2
Q3-2015	271	41	2
Q4-2015	242	38	1
Q1-2016	240	34	1
Q2-2016	303	46	1
Q3-2016	319	40	2
<b>Q4-2016</b>	<b>248</b>	<b>35</b>	<b>4</b>

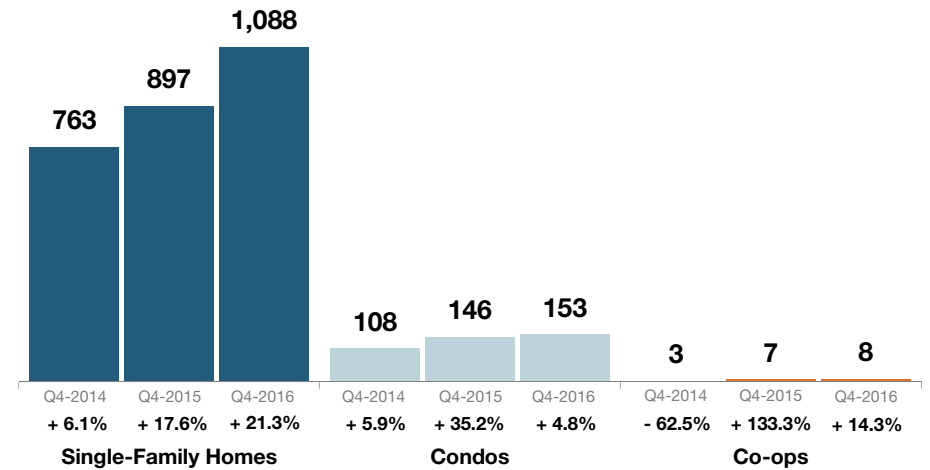
# Closed Sales

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

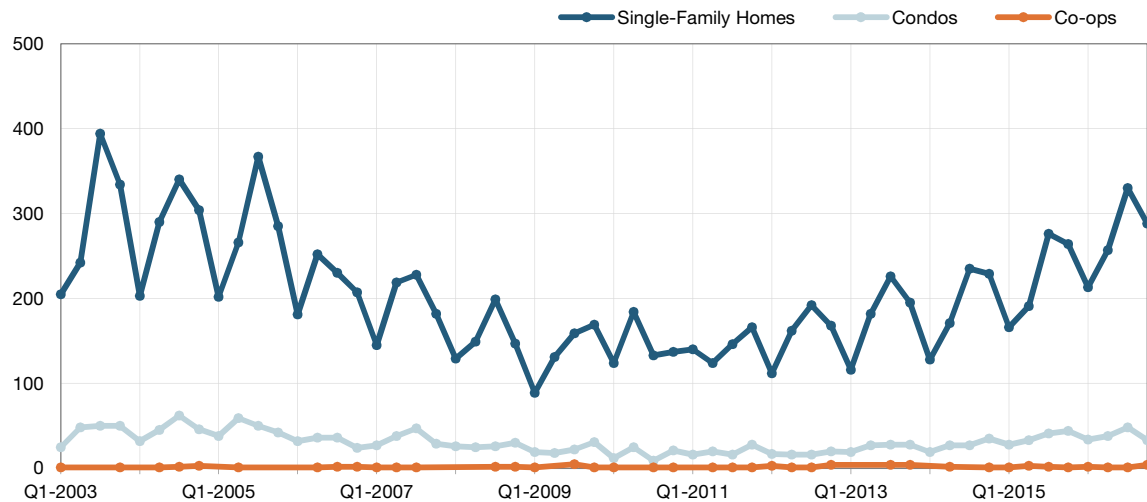
## Q4-2016



## Year to Date



## Historical Closed Sales by Quarter



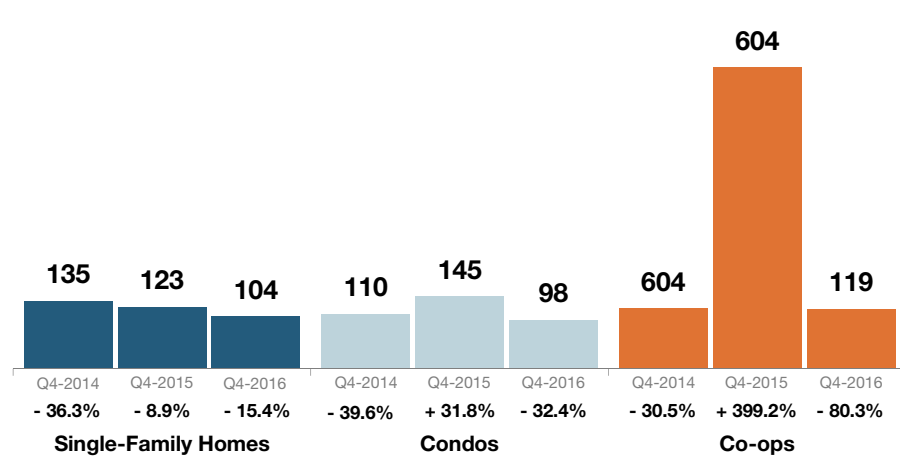
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2014	128	19	0
Q2-2014	171	27	2
Q3-2014	235	27	0
Q4-2014	229	35	1
Q1-2015	166	28	1
Q2-2015	191	33	3
Q3-2015	276	41	2
Q4-2015	264	44	1
Q1-2016	213	34	2
Q2-2016	257	38	1
Q3-2016	330	48	1
<b>Q4-2016</b>	<b>288</b>	<b>33</b>	<b>4</b>

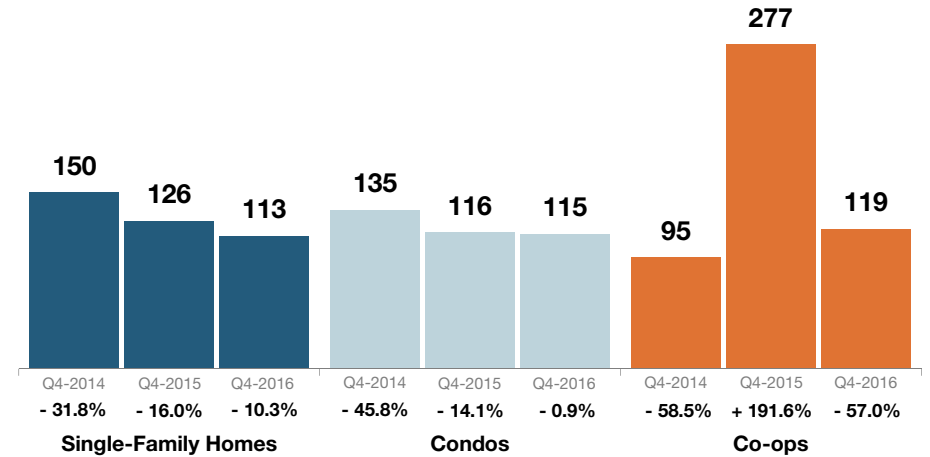
# Days on Market Until Sale

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

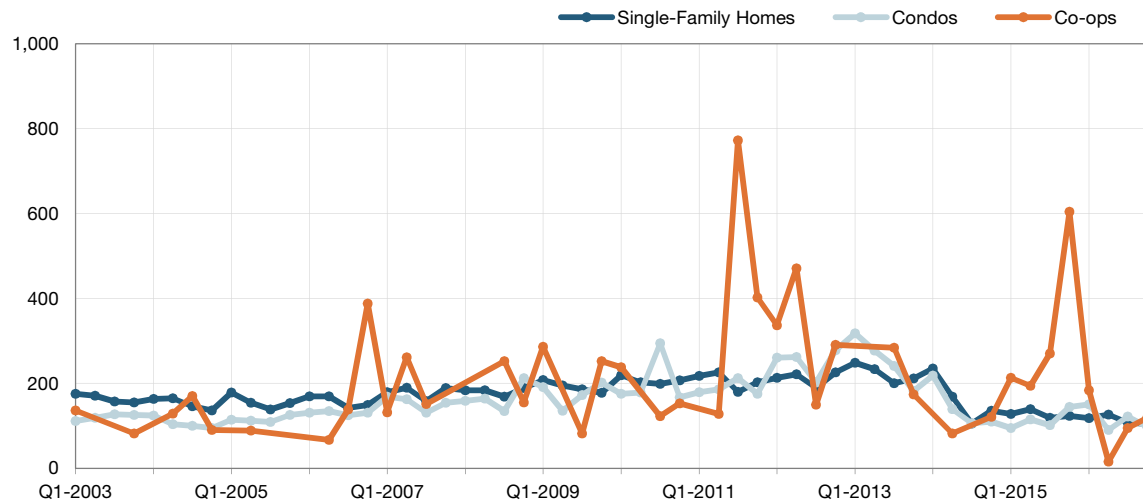
## Q4-2016



## Year to Date



## Historical Days on Market Until Sale by Quarter



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

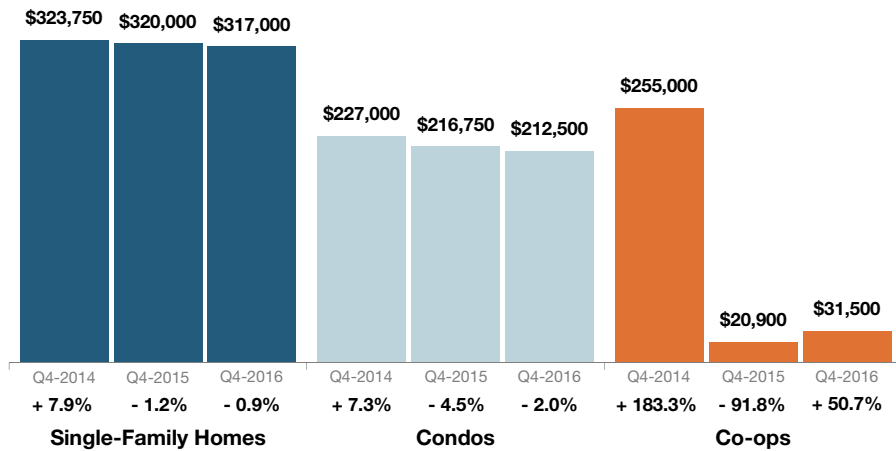
Quarter	Single-Family Homes	Condos	Co-ops
Q1-2014	235	218	--
Q2-2014	169	140	82
Q3-2014	106	106	--
Q4-2014	135	110	121
Q1-2015	128	95	213
Q2-2015	139	115	194
Q3-2015	119	101	271
Q4-2015	123	145	604
Q1-2016	118	151	184
Q2-2016	127	90	16
Q3-2016	108	122	95
<b>Q4-2016</b>	<b>104</b>	<b>98</b>	<b>119</b>



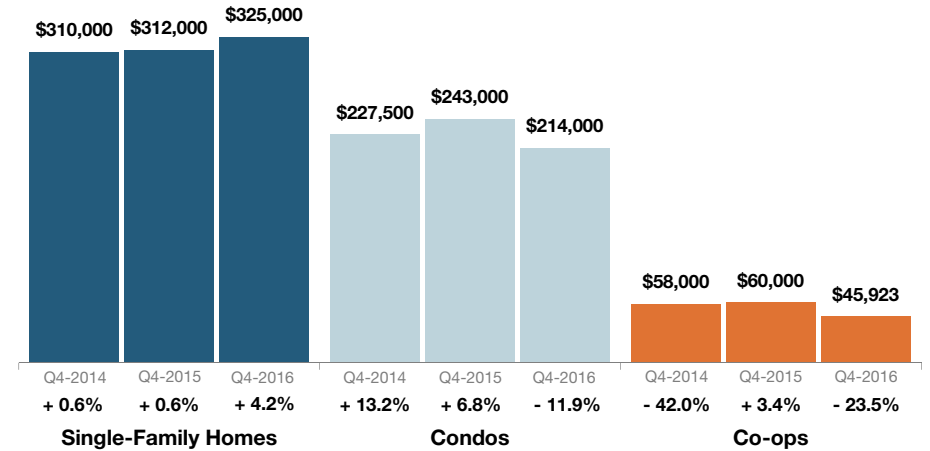
# Median Sales Price

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

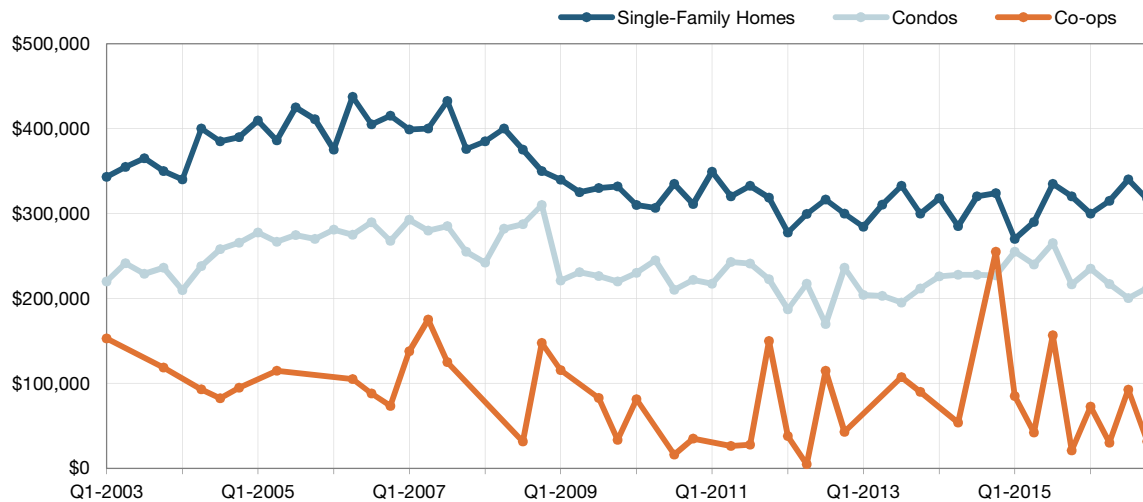
## Q4-2016



## Year to Date



## Historical Median Sales Price by Quarter



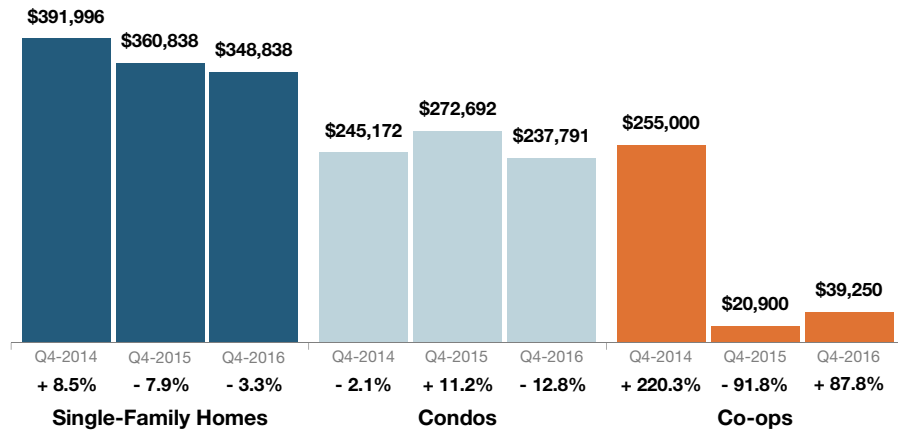
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2014	\$318,000	\$226,000	--
Q2-2014	\$285,000	\$228,000	\$53,950
Q3-2014	\$320,000	\$228,000	--
Q4-2014	\$323,750	\$227,000	\$255,000
Q1-2015	\$270,000	\$255,000	\$85,000
Q2-2015	\$290,000	\$240,000	\$42,000
Q3-2015	\$335,000	\$265,000	\$156,500
Q4-2015	\$320,000	\$216,750	\$20,900
Q1-2016	\$300,000	\$235,000	\$72,673
Q2-2016	\$315,000	\$217,000	\$30,000
Q3-2016	\$340,000	\$200,500	\$92,500
<b>Q4-2016</b>	<b>\$317,000</b>	<b>\$212,500</b>	<b>\$31,500</b>

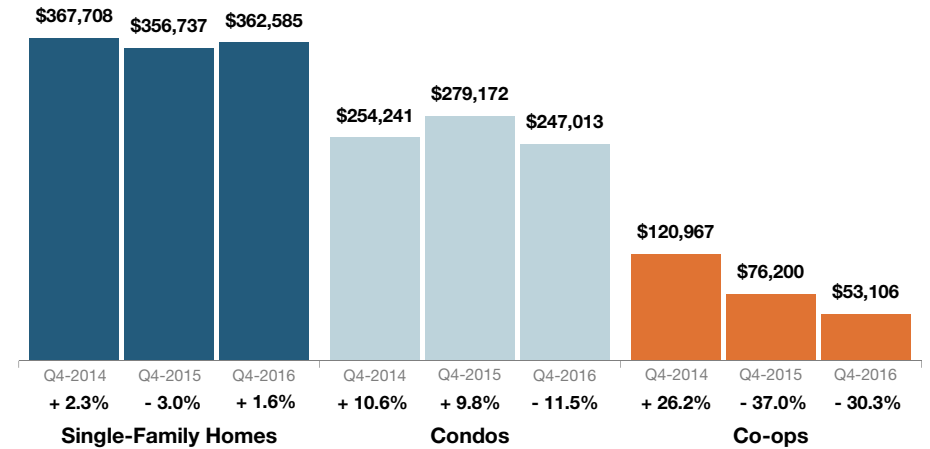
# Average Sales Price

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

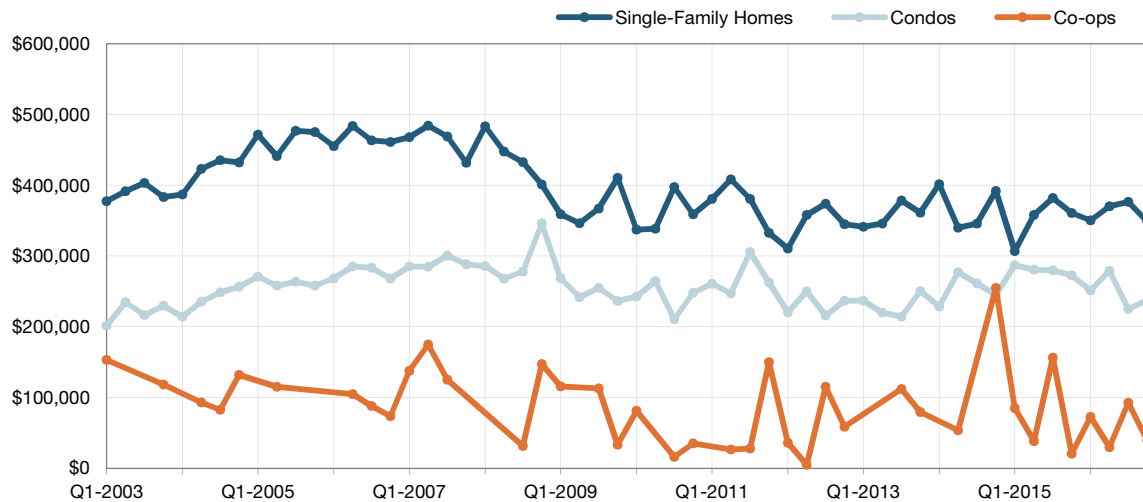
## Q4-2016



## Year to Date



## Historical Average Sales Price by Quarter



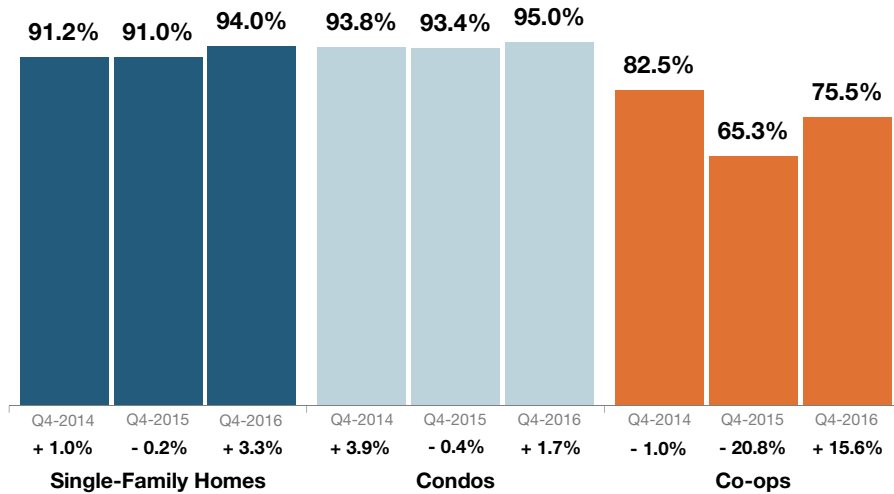
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2014	\$401,591	\$228,489	--
Q2-2014	\$339,768	\$277,208	\$53,950
Q3-2014	\$345,926	\$261,150	--
Q4-2014	\$391,996	\$245,172	\$255,000
Q1-2015	\$306,725	\$286,807	\$85,000
Q2-2015	\$358,092	\$280,521	\$38,167
Q3-2015	\$382,049	\$279,828	\$156,500
Q4-2015	\$360,838	\$272,692	\$20,900
Q1-2016	\$350,252	\$251,462	\$72,673
Q2-2016	\$370,188	\$278,777	\$30,000
Q3-2016	\$376,580	\$225,055	\$92,500
<b>Q4-2016</b>	<b>\$348,838</b>	<b>\$237,791</b>	<b>\$39,250</b>

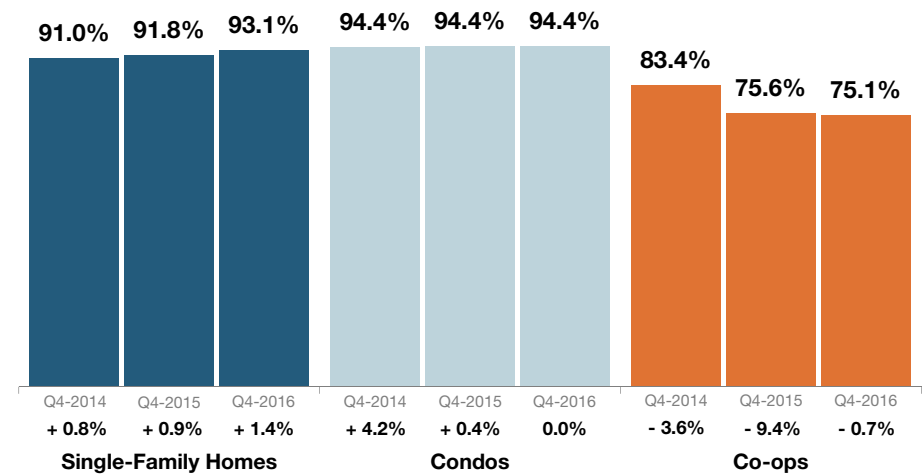
# Percent of Original List Price Received

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.

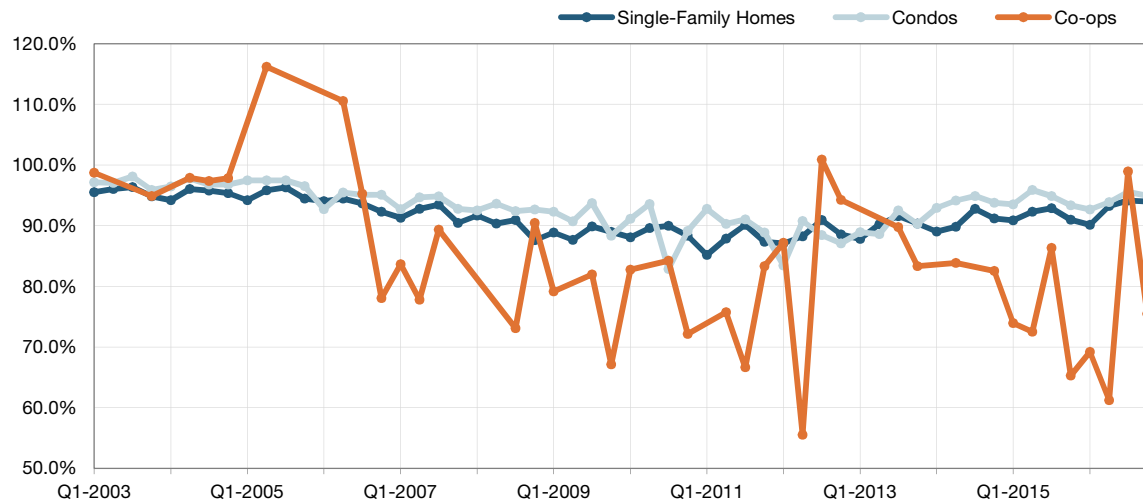
## Q4-2016



## Year to Date



## Historical Percent of Original List Price Received by Quarter



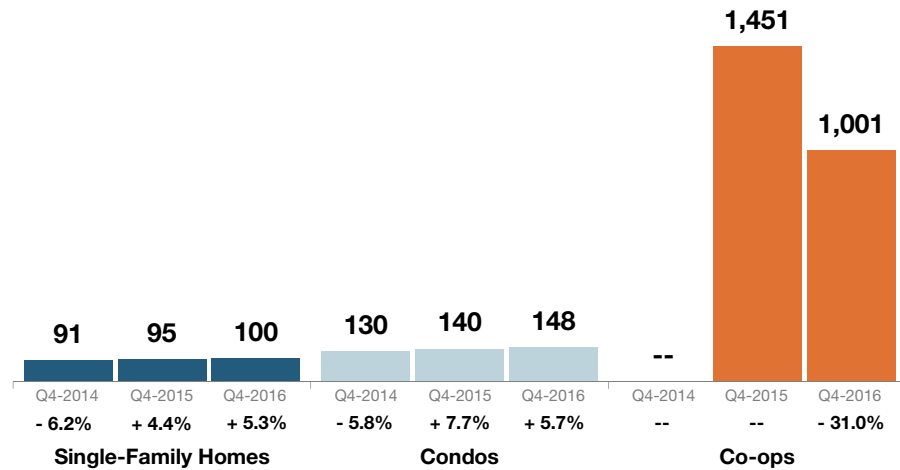
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2014	89.0%	92.9%	--
Q2-2014	89.8%	94.1%	83.9%
Q3-2014	92.8%	94.9%	--
Q4-2014	91.2%	93.8%	82.5%
Q1-2015	90.9%	93.5%	73.9%
Q2-2015	92.3%	95.9%	72.5%
Q3-2015	92.9%	94.8%	86.3%
Q4-2015	91.0%	93.4%	65.3%
Q1-2016	90.1%	92.7%	69.2%
Q2-2016	93.2%	93.9%	61.2%
Q3-2016	94.1%	95.6%	98.9%
<b>Q4-2016</b>	<b>94.0%</b>	<b>95.0%</b>	<b>75.5%</b>

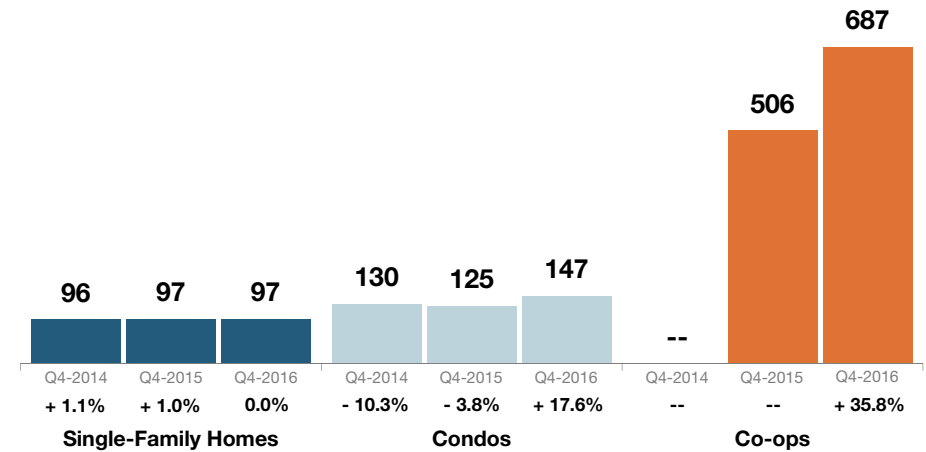
# Housing Affordability Index

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.

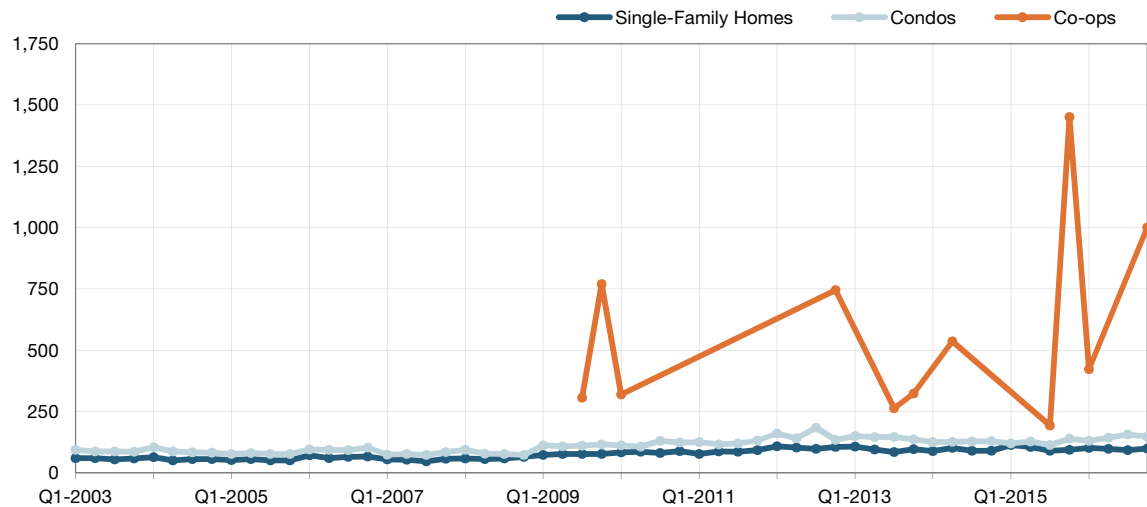
## Q4-2016



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## Historical Housing Affordability Index by Quarter



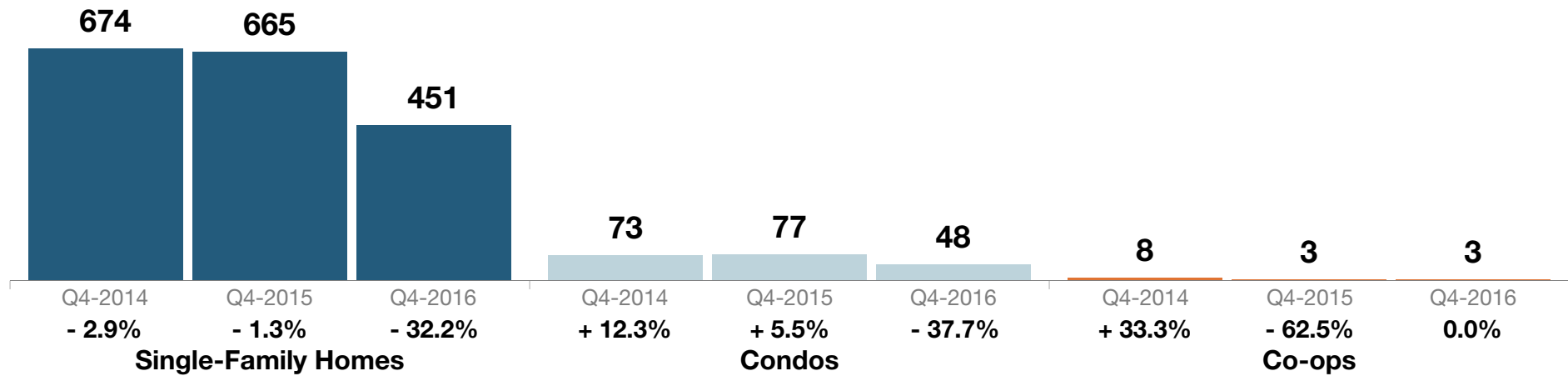
Quarter	Single-Family Homes	Condos	Co-ops
Q1-2014	89	126	--
Q2-2014	102	127	537
Q3-2014	91	128	--
Q4-2014	91	130	--
Q1-2015	114	121	--
Q2-2015	106	128	--
Q3-2015	90	114	193
Q4-2015	95	140	1,451
Q1-2016	102	131	423
Q2-2016	99	144	--
Q3-2016	93	157	--
<b>Q4-2016</b>	<b>100</b>	<b>148</b>	<b>1,001</b>

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

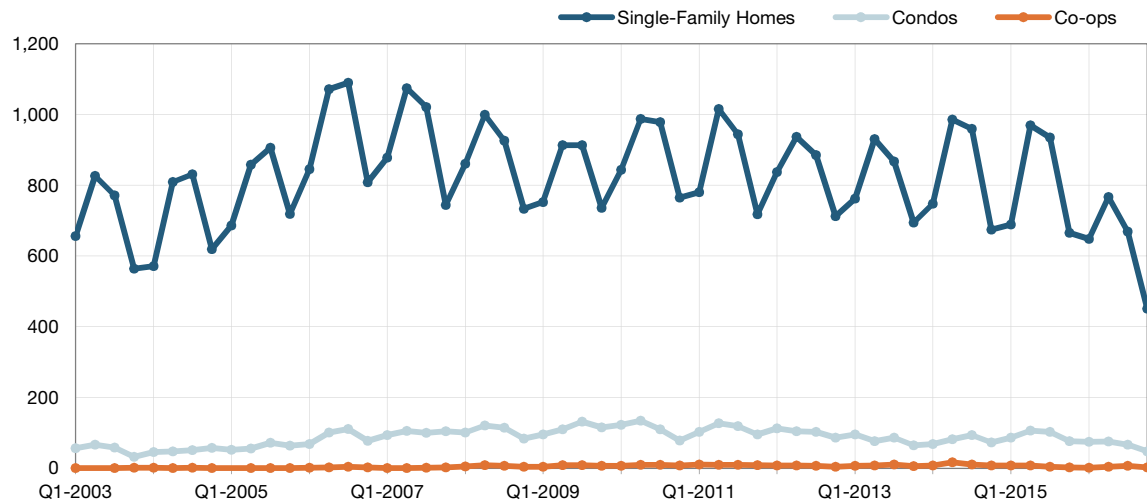
# Inventory of Homes for Sale

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

## Q4-2016



## Historical Inventory of Homes for Sale by Quarter



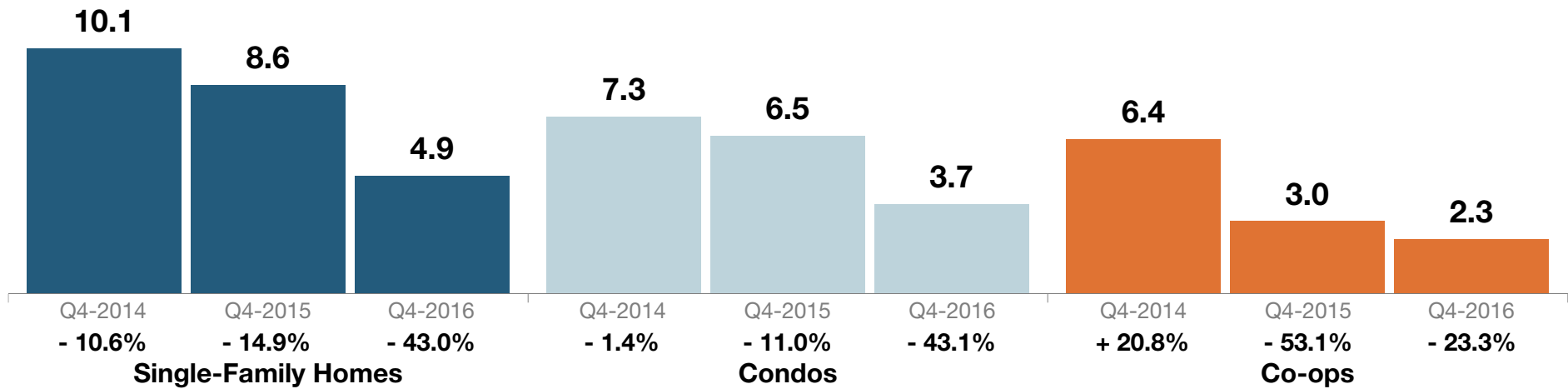
Quarter	Single-Family Homes	Condos	Co-ops
Q1-2014	748	69	8
Q2-2014	985	82	17
Q3-2014	959	94	11
Q4-2014	674	73	8
Q1-2015	689	87	8
Q2-2015	969	107	8
Q3-2015	935	103	4
Q4-2015	665	77	3
Q1-2016	648	75	2
Q2-2016	767	76	4
Q3-2016	669	67	7
<b>Q4-2016</b>	<b>451</b>	<b>48</b>	<b>3</b>

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

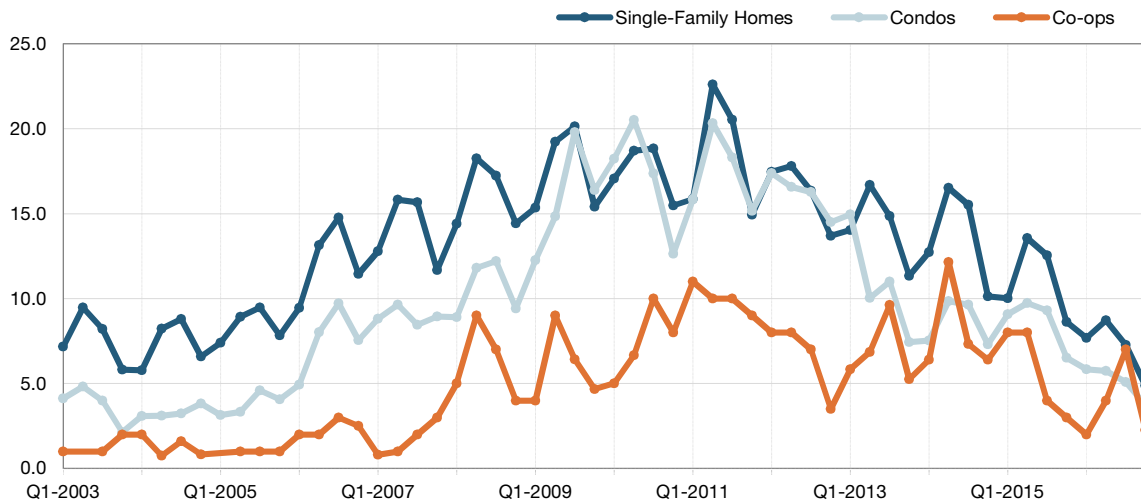
# Months Supply of Inventory

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	12.7	7.5	6.4
Q2-2014	16.5	9.8	12.1
Q3-2014	15.5	9.6	7.3
Q4-2014	10.1	7.3	6.4
Q1-2015	10.0	9.1	8.0
Q2-2015	13.6	9.7	8.0
Q3-2015	12.5	9.3	4.0
Q4-2015	8.6	6.5	3.0
Q1-2016	7.7	5.8	2.0
Q2-2016	8.7	5.7	4.0
Q3-2016	7.3	5.1	7.0
<b>Q4-2016</b>	<b>4.9</b>	<b>3.7</b>	<b>2.3</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>420, 747, 538, 328, 414, 818, 533, 327, 457, 656, 498, 299</p> <p>Q1-2014, Q3-2014, Q1-2015, Q3-2015, Q1-2016, Q3-2016</p>	327	299	- 8.6%	2,092	1,910	- 8.7%
<b>Pending Sales</b>	<p>155, 252, 274, 242, 177, 302, 314, 281, 275, 350, 361, 287</p> <p>Q1-2014, Q3-2014, Q1-2015, Q3-2015, Q1-2016, Q3-2016</p>	281	287	+ 2.1%	1,074	1,273	+ 18.5%
<b>Closed Sales</b>	<p>147, 200, 262, 265, 195, 227, 319, 309, 249, 296, 379, 325</p> <p>Q1-2014, Q3-2014, Q1-2015, Q3-2015, Q1-2016, Q3-2016</p>	309	325	+ 5.2%	1,050	1,249	+ 19.0%
<b>Days on Market</b>	<p>233, 164, 106, 132, 124, 136, 118, 128, 123, 122, 109, 104</p> <p>Q1-2014, Q3-2014, Q1-2015, Q3-2015, Q1-2016, Q3-2016</p>	128	104	- 18.8%	126	114	- 9.5%
<b>Median Sales Price</b>	<p>\$302,500, \$277,500, \$300,000, \$305,000, \$270,000, \$283,000, \$317,250, \$302,500, \$287,500, \$301,000, \$323,000, \$286,000</p> <p>Q1-2014, Q3-2014, Q1-2015, Q3-2015, Q1-2016, Q3-2016</p>	\$302,500	\$295,000	- 2.5%	\$294,900	\$301,500	+ 2.2%
<b>Average Sales Price</b>	<p>\$379,217, \$328,464, \$337,156, \$372,012, \$302,728, \$342,587, \$367,451, \$347,186, \$334,533, \$357,303, \$336,640, \$333,705</p> <p>Q1-2014, Q3-2014, Q1-2015, Q3-2015, Q1-2016, Q3-2016</p>	\$347,186	\$333,705	- 3.9%	\$344,070	\$346,432	+ 0.7%
<b>Pct. of Orig. Price Received</b>	<p>89.5%, 90.4%, 93.0%, 91.5%, 91.1%, 92.6%, 93.1%, 91.2%, 90.3%, 93.2%, 94.3%, 93.9%</p> <p>Q1-2014, Q3-2014, Q1-2015, Q3-2015, Q1-2016, Q3-2016</p>	91.2%	93.9%	+ 3.0%	92.1%	93.1%	+ 1.1%
<b>Housing Affordability Index</b>	<p>94, 104, 97, 97, 114, 109, 95, 100, 107, 104, 98, 107</p> <p>Q1-2014, Q3-2014, Q1-2015, Q3-2015, Q1-2016, Q3-2016</p>	100	107	+ 7.0%	103	105	+ 1.9%
<b>Inventory of Homes for Sale</b>	<p>825, 1,084, 1,064, 755, 784, 1,084, 1,042, 745, 725, 847, 743, 502</p> <p>Q1-2014, Q3-2014, Q1-2015, Q3-2015, Q1-2016, Q3-2016</p>	745	502	- 32.6%	--	--	--
<b>Months Supply of Inventory</b>	<p>12.0, 15.8, 14.8, 9.8, 10.0, 13.1, 12.1, 8.3, 7.4, 8.3, 7.0, 4.7</p> <p>Q1-2014, Q3-2014, Q1-2015, Q3-2015, Q1-2016, Q3-2016</p>	8.3	4.7	- 43.4%	--	--	--