

Quarterly Indicators

Sullivan 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 down 10.9 percent to 114.
- There was 1 Condo Closed Sale this quarter.
- There were no Co-ops Closed Sales during this quarter.

- Single-Family Median Sales Price increased 38.6 percent to \$132,500.
- Condos Median Sales Price landed at \$15,000.
- Co-ops ended the quarter with no Median Sales Price.

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

- 10.2% **- 5.3%** **+ 35.9%**

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
New Listings	<p>Bar chart showing New Listings from Q1-2014 to Q3-2016. Values: 197, 392, 298, 155, 175, 401, 273, 169, 220, 398, 257, 174.</p>	169	174	+ 3.0%	1,018	1,049	+ 3.0%
Pending Sales	<p>Bar chart showing Pending Sales from Q1-2014 to Q3-2016. Values: 65, 72, 106, 86, 60, 91, 115, 124, 92, 117, 146, 105.</p>	124	105	- 15.3%	390	460	+ 17.9%
Closed Sales	<p>Bar chart showing Closed Sales from Q1-2014 to Q3-2016. Values: 76, 71, 85, 92, 70, 83, 97, 128, 104, 94, 141, 114.</p>	128	114	- 10.9%	378	453	+ 19.8%
Days on Market	<p>Bar chart showing Days on Market from Q1-2014 to Q3-2016. Values: 153, 223, 158, 149, 161, 164, 166, 167, 180, 181, 145, 186.</p>	167	186	+ 11.4%	165	171	+ 3.6%
Median Sales Price	<p>Bar chart showing Median Sales Price from Q1-2014 to Q3-2016. Values: \$129,500, \$121,000, \$132,000, \$130,000, \$100,000, \$70,000, \$122,000, \$95,625, \$90,000, \$98,950, \$128,125, \$132,500.</p>	\$95,625	\$132,500	+ 38.6%	\$98,000	\$118,000	+ 20.4%
Average Sales Price	<p>Bar chart showing Average Sales Price from Q1-2014 to Q3-2016. Values: \$148,243, \$192,202, \$157,184, \$172,282, \$120,909, \$115,892, \$146,094, \$128,233, \$146,480, \$150,136, \$155,216, \$150,621.</p>	\$128,233	\$150,621	+ 17.5%	\$128,772	\$150,985	+ 17.2%
Pct. of Orig. Price Received	<p>Bar chart showing Pct. of Orig. Price Received from Q1-2014 to Q3-2016. Values: 80.3%, 84.3%, 87.1%, 85.2%, 85.5%, 82.5%, 86.5%, 84.9%, 84.5%, 87.3%, 88.7%, 86.7%.</p>	84.9%	86.7%	+ 2.1%	84.9%	86.9%	+ 2.4%
Housing Affordability Index	<p>Bar chart showing Housing Affordability Index from Q1-2014 to Q3-2016. Values: 222, 242, 223, 230, 291, 415, 234, 300, 322, 298, 233, 225.</p>	300	225	- 25.0%	293	253	- 13.7%
Inventory of Homes for Sale	<p>Bar chart showing Inventory of Homes for Sale from Q1-2014 to Q3-2016. Values: 567, 759, 775, 603, 597, 764, 759, 545, 543, 695, 653, 512.</p>	545	512	- 6.1%	--	--	--
Months Supply of Inventory	<p>Bar chart showing Months Supply of Inventory from Q1-2014 to Q3-2016. Values: 20.0, 28.6, 28.6, 22.0, 22.1, 26.7, 25.9, 16.8, 15.4, 18.6, 16.4, 13.4.</p>	16.8	13.4	- 20.2%	--	--	--

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
New Listings		1	2	+ 100.0%	13	16	+ 23.1%
Pending Sales		0	1	--	9	5	- 44.4%
Closed Sales		0	1	--	10	5	- 50.0%
Days on Market		--	178	--	101	74	- 26.7%
Median Sales Price		--	\$15,000	--	\$36,500	\$32,900	- 9.9%
Average Sales Price		--	\$15,000	--	\$41,775	\$57,700	+ 38.1%
Pct. of Orig. Price Received		--	--	--	83.1%	101.0%	+ 21.5%
Housing Affordability Index		--	--	--	785	--	--
Inventory of Homes for Sale		7	10	+ 42.9%	--	--	--
Months Supply of Inventory		4.7	8.0	+ 70.2%	--	--	--

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.

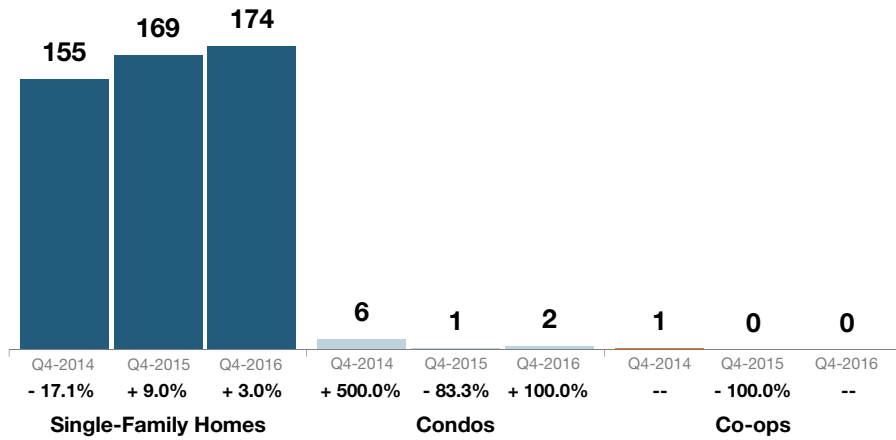


Key Metrics	Historical Sparkbars						Q4-2015	Q4-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings	0	0	0	1	0	1	0	0	--	1	2	+ 100.0%
	Q1-2014	Q3-2014		Q1-2015	Q3-2015		Q1-2016	Q3-2016				
Pending Sales	0	0	0	0	0	0	0	0	--	0	0	--
	Q1-2014	Q3-2014		Q1-2015	Q3-2015		Q1-2016	Q3-2016				
Closed Sales	0	0	0	0	0	0	0	0	--	0	0	--
	Q1-2014	Q3-2014		Q1-2015	Q3-2015		Q1-2016	Q3-2016				
Days on Market	0	0	0	0	0	0	--	--	--	--	--	--
	Q1-2014	Q3-2014		Q1-2015	Q3-2015		Q1-2016	Q3-2016				
Median Sales Price	\$0	\$0	\$0	\$0	\$0	\$0	--	--	--	--	--	--
	Q1-2014	Q3-2014		Q1-2015	Q3-2015		Q1-2016	Q3-2016				
Average Sales Price	\$0	\$0	\$0	\$0	\$0	\$0	--	--	--	--	--	--
	Q1-2014	Q3-2014		Q1-2015	Q3-2015		Q1-2016	Q3-2016				
Pct. of Orig. Price Received	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	--	--	--	--	--	--
	Q1-2014	Q3-2014		Q1-2015	Q3-2015		Q1-2016	Q3-2016				
Housing Affordability Index	0	0	0	0	0	0	--	--	--	--	--	--
	Q1-2014	Q3-2014		Q1-2015	Q3-2015		Q1-2016	Q3-2016				
Inventory of Homes for Sale	1	1	0	0	0	1	0	1	--	--	--	--
	Q1-2014	Q3-2014		Q1-2015	Q3-2015		Q1-2016	Q3-2016				
Months Supply of Inventory	0.0	0.0	0.0	0.0	0.0	0.0	--	--	--	--	--	--
	Q1-2014	Q3-2014		Q1-2015	Q3-2015		Q1-2016	Q3-2016				

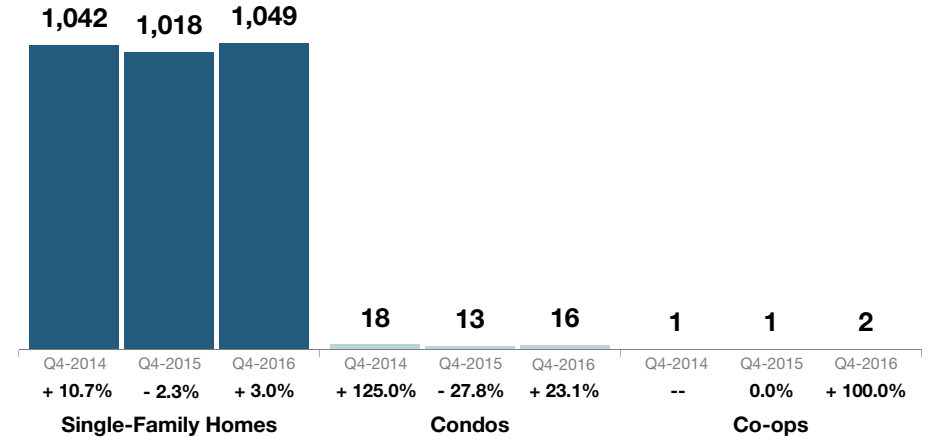
New Listings

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

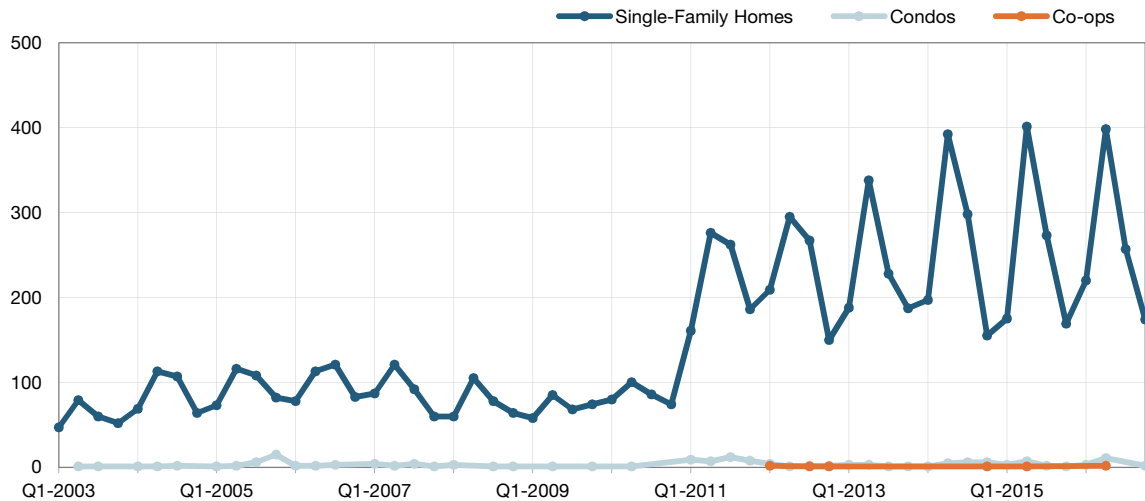
Q4-2016



Year to Date



Historical New Listings by Quarter



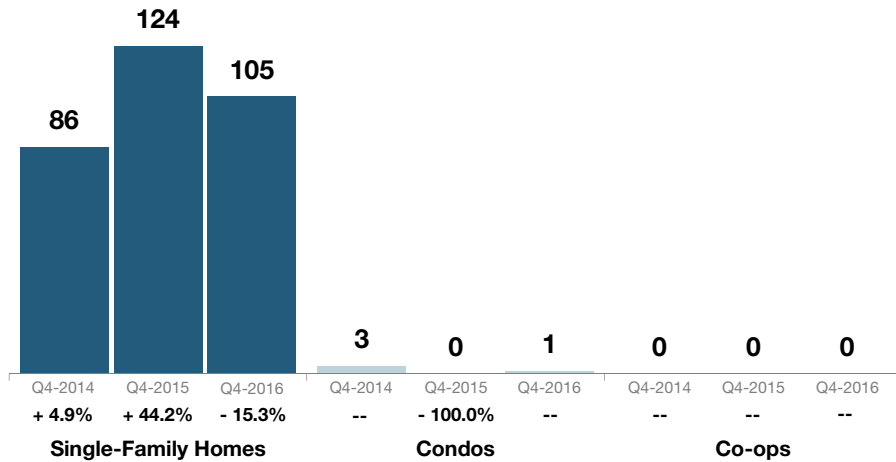
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2014	197	1	0
Q2-2014	392	5	0
Q3-2014	298	6	0
Q4-2014	155	6	1
Q1-2015	175	3	0
Q2-2015	401	7	1
Q3-2015	273	2	0
Q4-2015	169	1	0
Q1-2016	220	3	0
Q2-2016	398	11	2
Q3-2016	257	0	0
Q4-2016	174	2	0

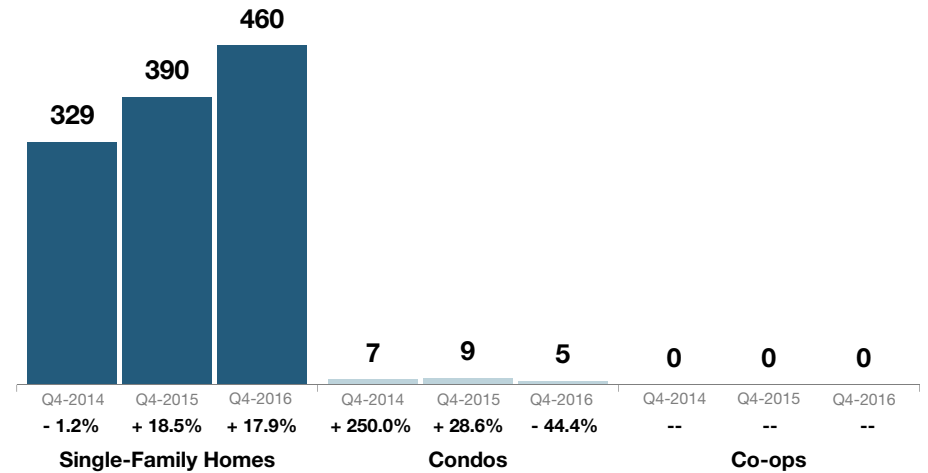
Pending Sales

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

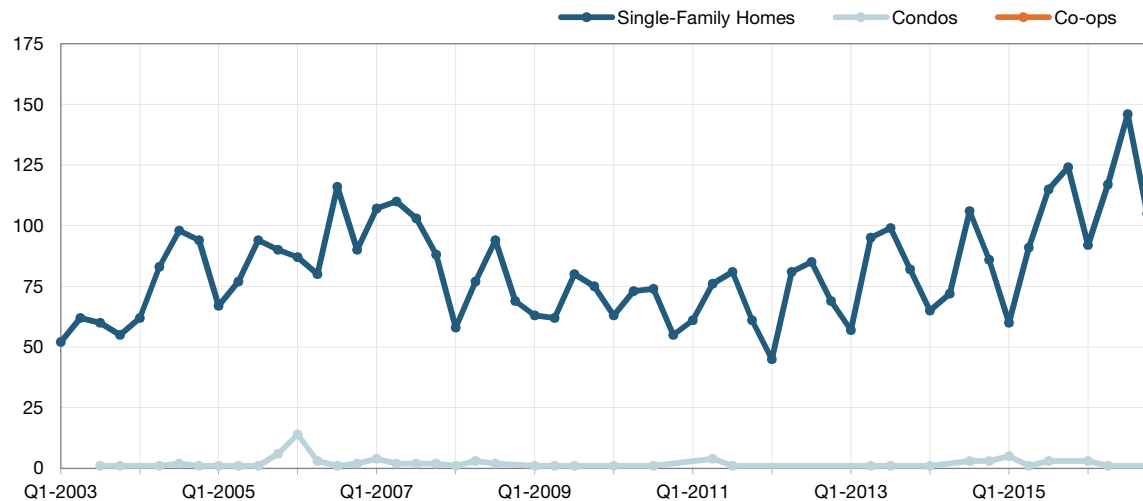
Q4-2016



Year to Date



Historical Pending Sales by Quarter



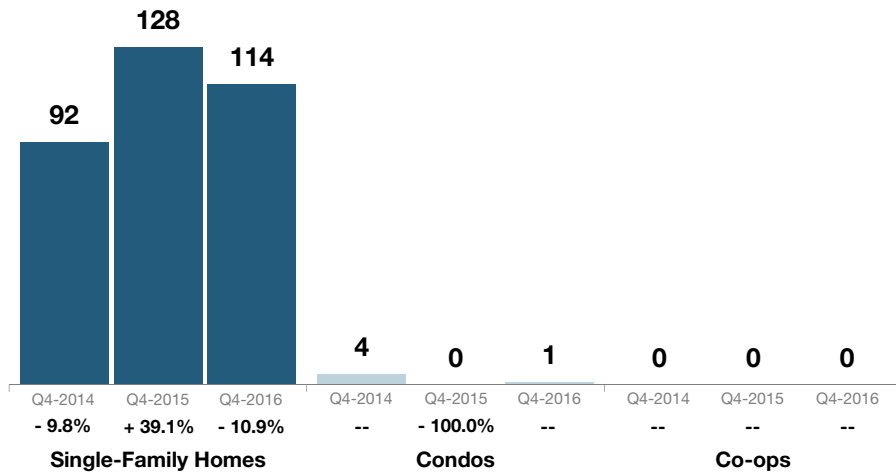
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2014	65	1	0
Q2-2014	72	0	0
Q3-2014	106	3	0
Q4-2014	86	3	0
Q1-2015	60	5	0
Q2-2015	91	1	0
Q3-2015	115	3	0
Q4-2015	124	0	0
Q1-2016	92	3	0
Q2-2016	117	1	0
Q3-2016	146	0	0
Q4-2016	105	1	0

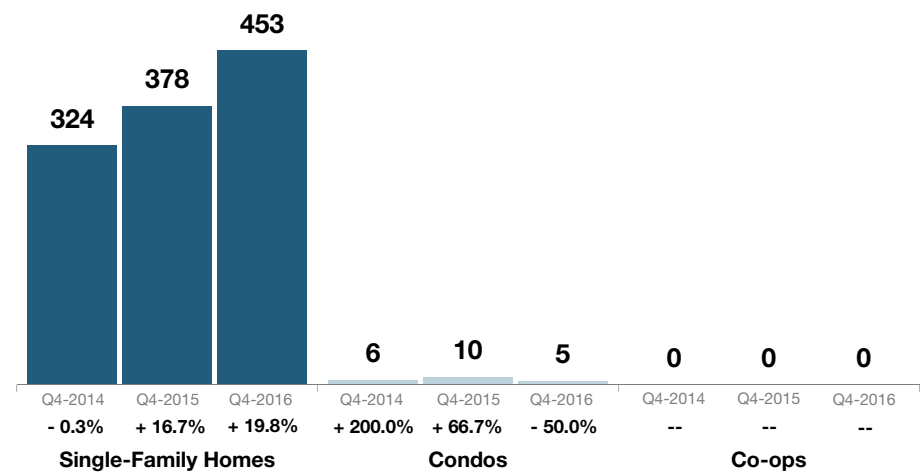
Closed Sales

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

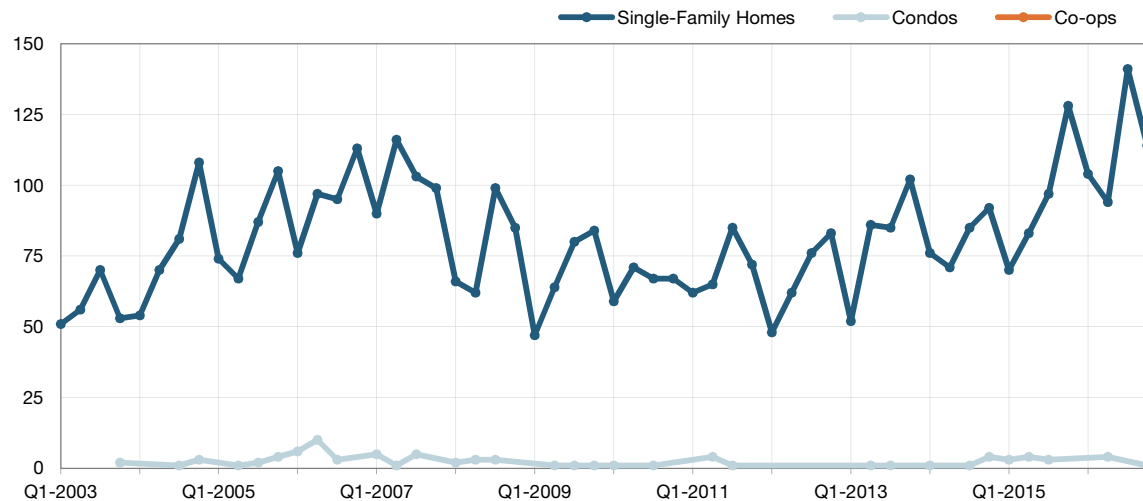
Q4-2016



Year to Date



Historical Closed Sales by Quarter



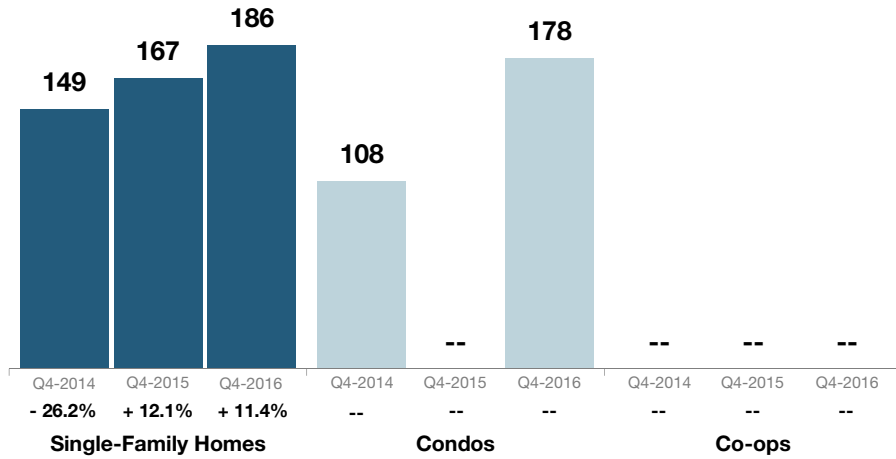
Quarter	Single-Family Homes	Condos	Co-ops
Q1-2014	76	1	0
Q2-2014	71	0	0
Q3-2014	85	1	0
Q4-2014	92	4	0
Q1-2015	70	3	0
Q2-2015	83	4	0
Q3-2015	97	3	0
Q4-2015	128	0	0
Q1-2016	104	0	0
Q2-2016	94	4	0
Q3-2016	141	0	0
Q4-2016	114	1	0

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

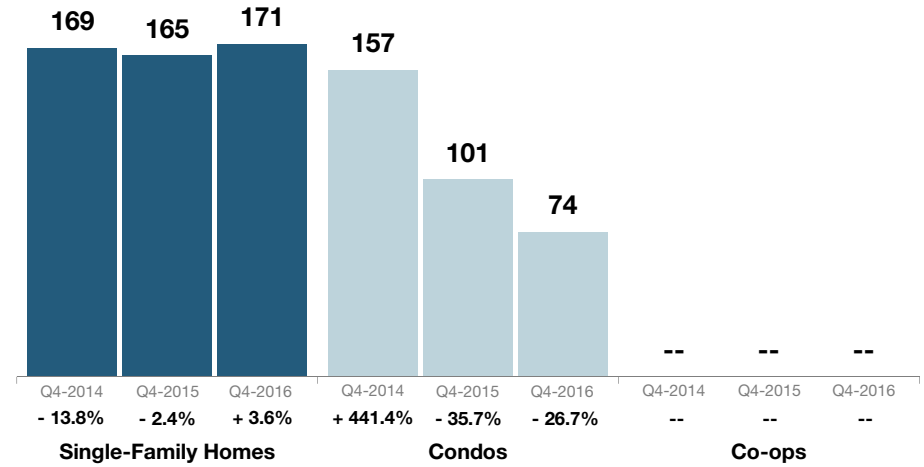
Days on Market Until Sale

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

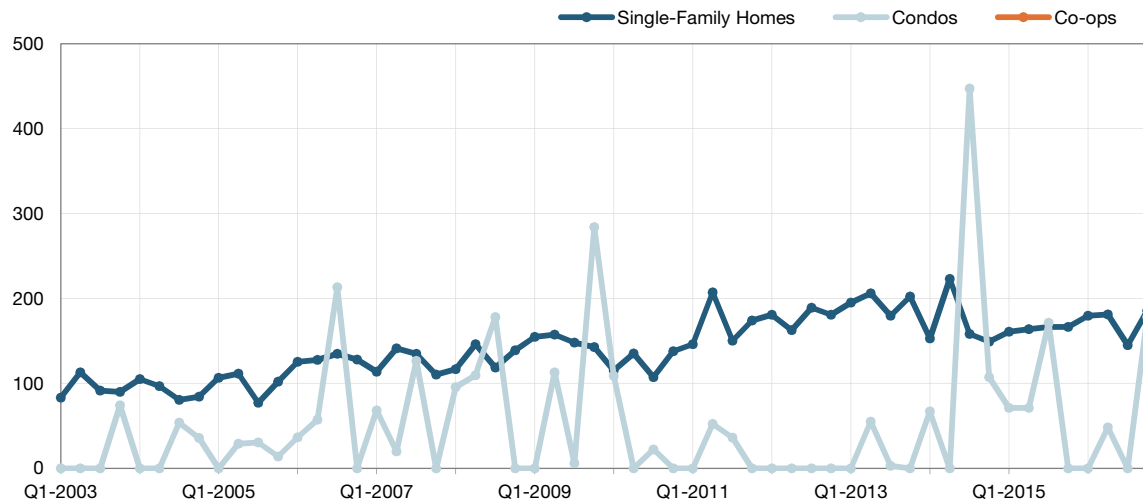
Q4-2016



Year to Date



Historical Days on Market Until Sale by Quarter



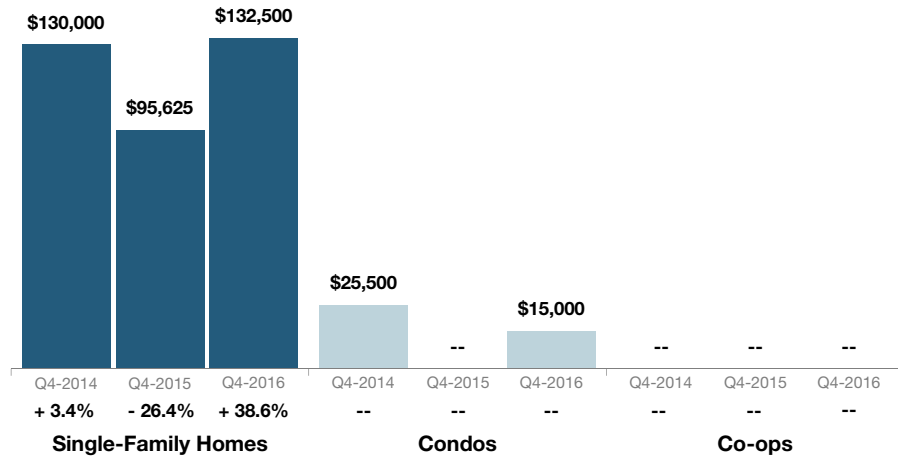
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2014	153	67	--
Q2-2014	223	--	--
Q3-2014	158	447	--
Q4-2014	149	108	--
Q1-2015	161	71	--
Q2-2015	164	71	--
Q3-2015	166	171	--
Q4-2015	167	--	--
Q1-2016	180	--	--
Q2-2016	181	48	--
Q3-2016	145	--	--
Q4-2016	186	178	--

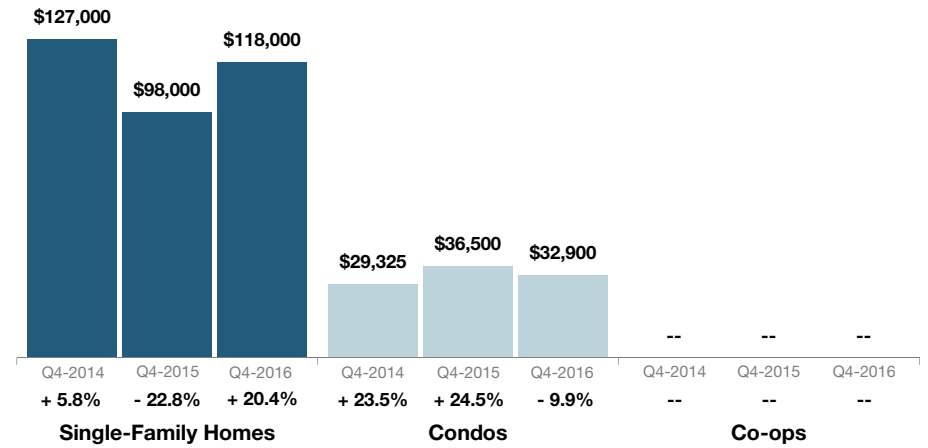
Median Sales Price

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

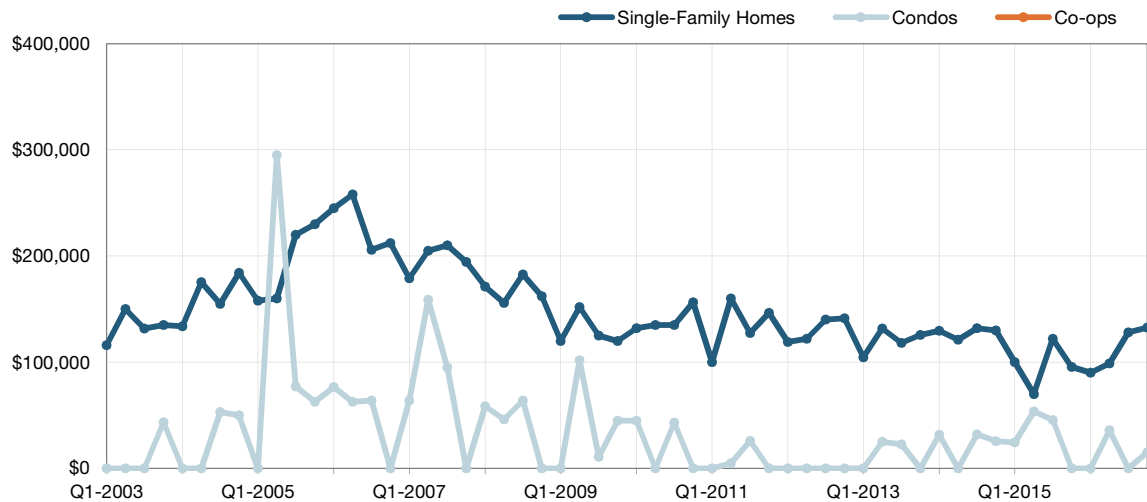
Q4-2016



Year to Date



Historical Median Sales Price by Quarter



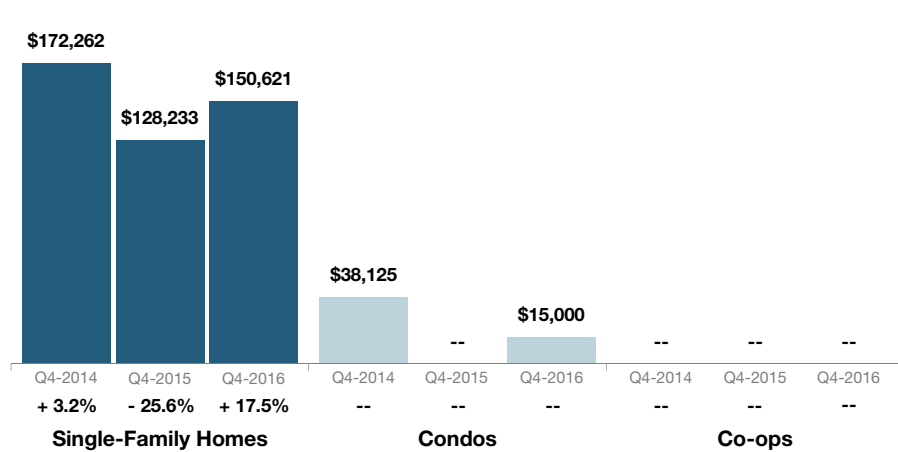
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2014	\$129,500	\$31,649	--
Q2-2014	\$121,000	--	--
Q3-2014	\$132,000	\$32,000	--
Q4-2014	\$130,000	\$25,500	--
Q1-2015	\$100,000	\$24,425	--
Q2-2015	\$70,000	\$53,750	--
Q3-2015	\$122,000	\$45,500	--
Q4-2015	\$95,625	--	--
Q1-2016	\$90,000	--	--
Q2-2016	\$98,950	\$35,900	--
Q3-2016	\$128,125	--	--
Q4-2016	\$132,500	\$15,000	--

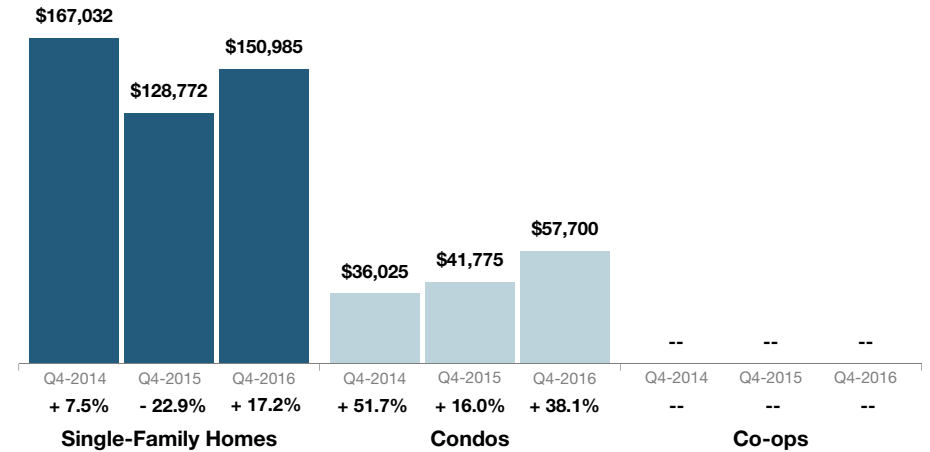
Average Sales Price

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

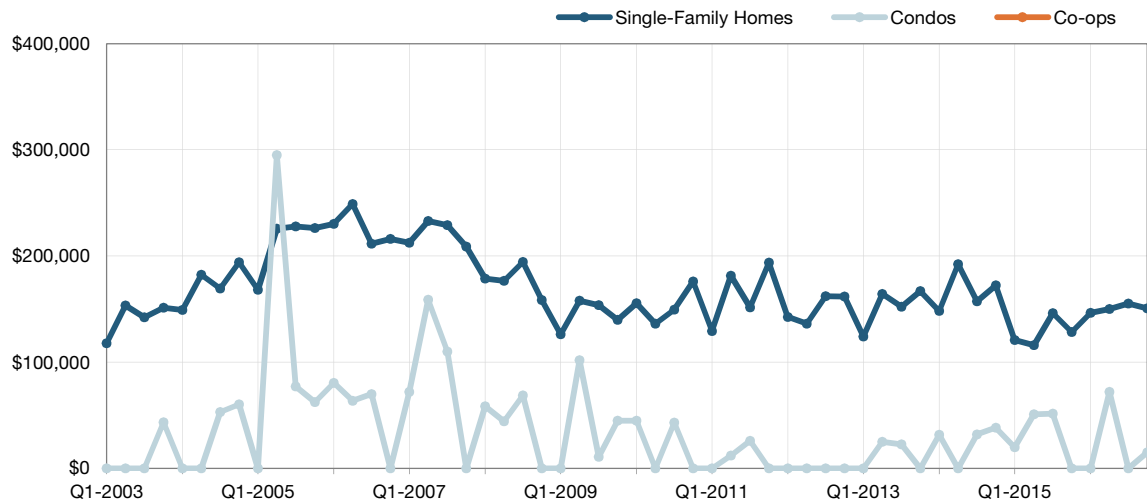
Q4-2016



Year to Date



Historical Average Sales Price by Quarter



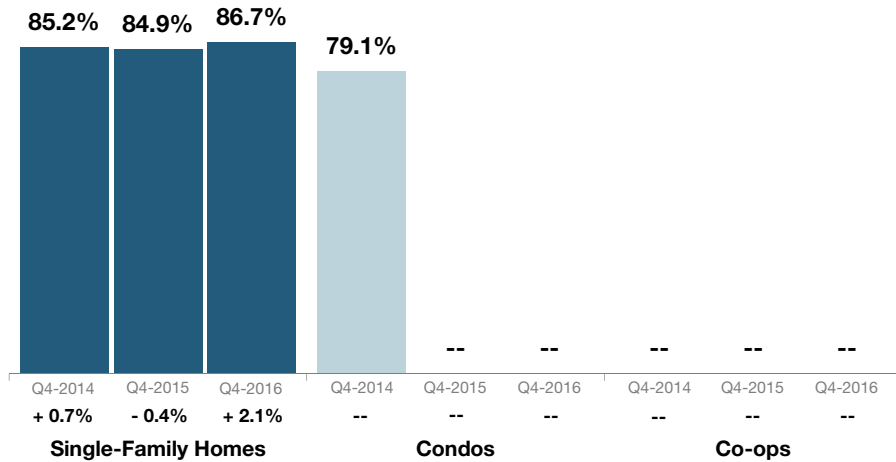
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2014	\$148,243	\$31,649	--
Q2-2014	\$192,302	--	--
Q3-2014	\$157,184	\$32,000	--
Q4-2014	\$172,262	\$38,125	--
Q1-2015	\$120,909	\$19,750	--
Q2-2015	\$115,892	\$51,000	--
Q3-2015	\$146,094	\$51,500	--
Q4-2015	\$128,233	--	--
Q1-2016	\$146,480	--	--
Q2-2016	\$150,136	\$71,933	--
Q3-2016	\$155,216	--	--
Q4-2016	\$150,621	\$15,000	--

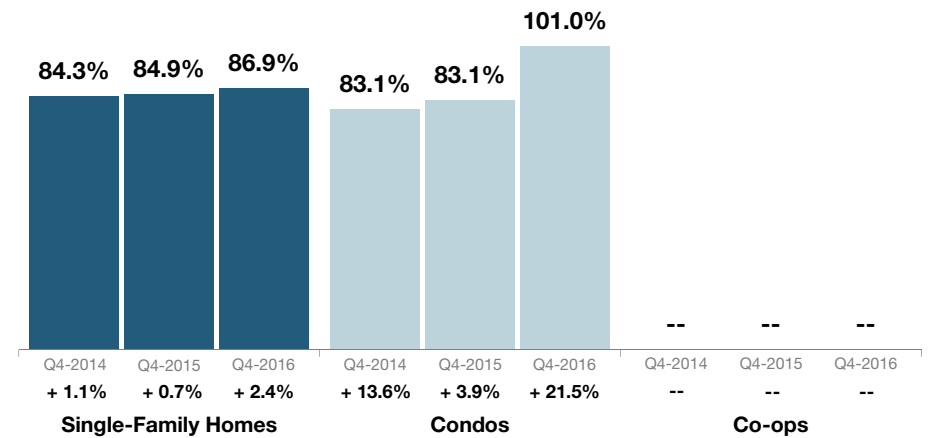
Percent of Original List Price Received

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.

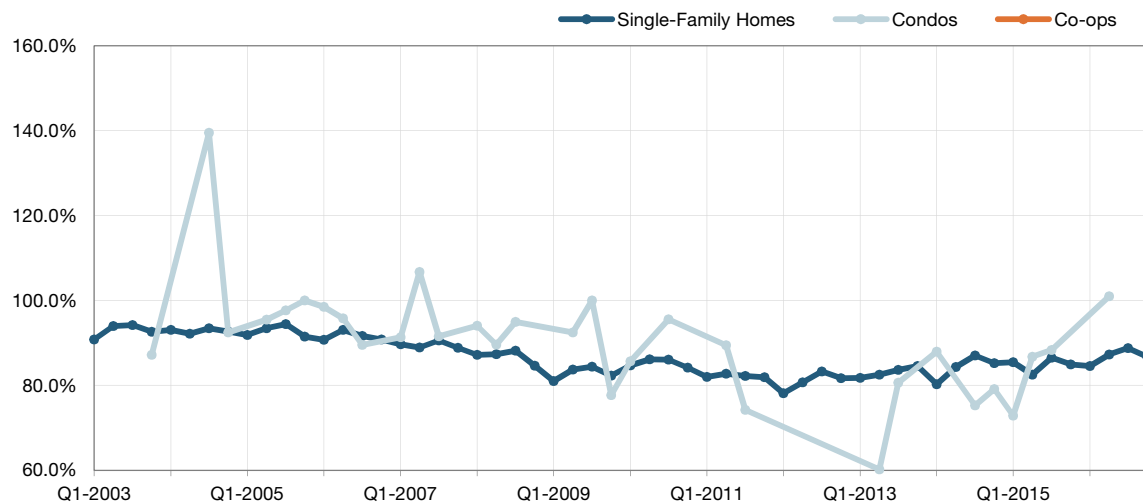
Q4-2016



Year to Date



Historical Percent of Original List Price Received by Quarter



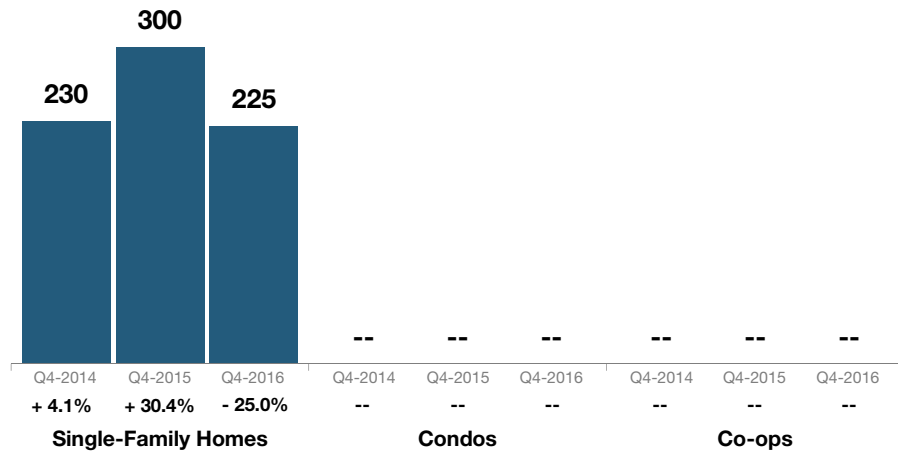
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2014	80.3%	87.9%	--
Q2-2014	84.3%	--	--
Q3-2014	87.1%	75.3%	--
Q4-2014	85.2%	79.1%	--
Q1-2015	85.5%	72.9%	--
Q2-2015	82.5%	86.8%	--
Q3-2015	86.5%	88.3%	--
Q4-2015	84.9%	--	--
Q1-2016	84.5%	--	--
Q2-2016	87.3%	101.0%	--
Q3-2016	88.7%	--	--
Q4-2016	86.7%	--	--

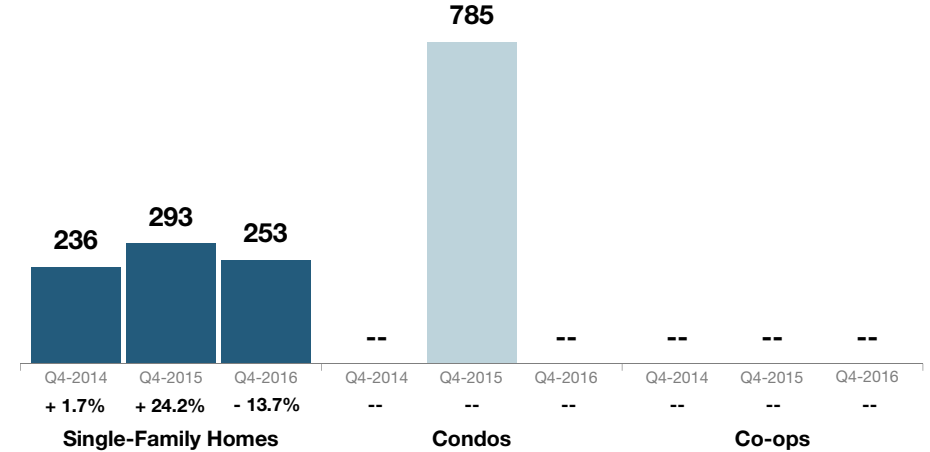
Housing Affordability Index

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.

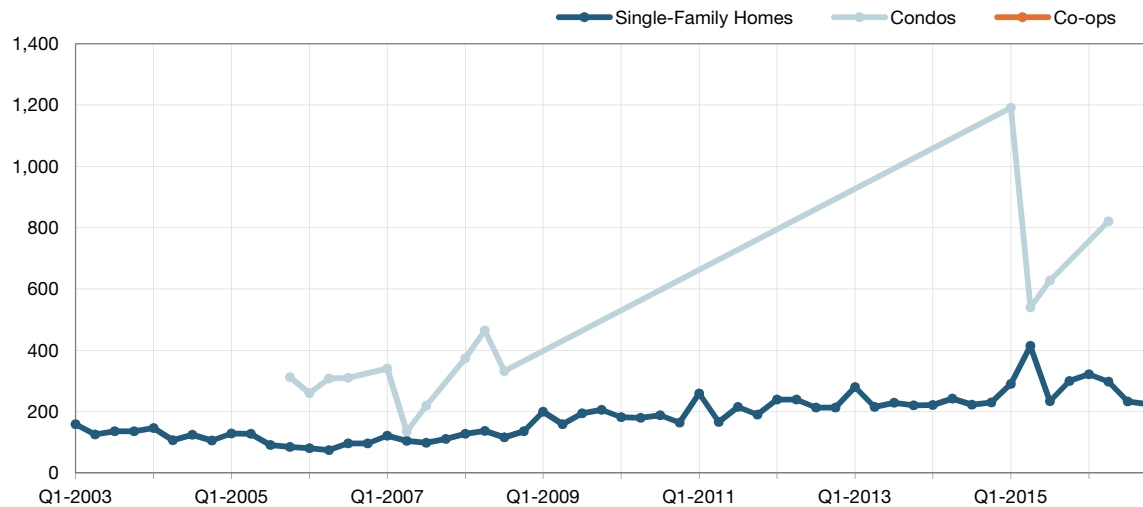
Q4-2016



Year to Date



Historical Housing Affordability Index by Quarter



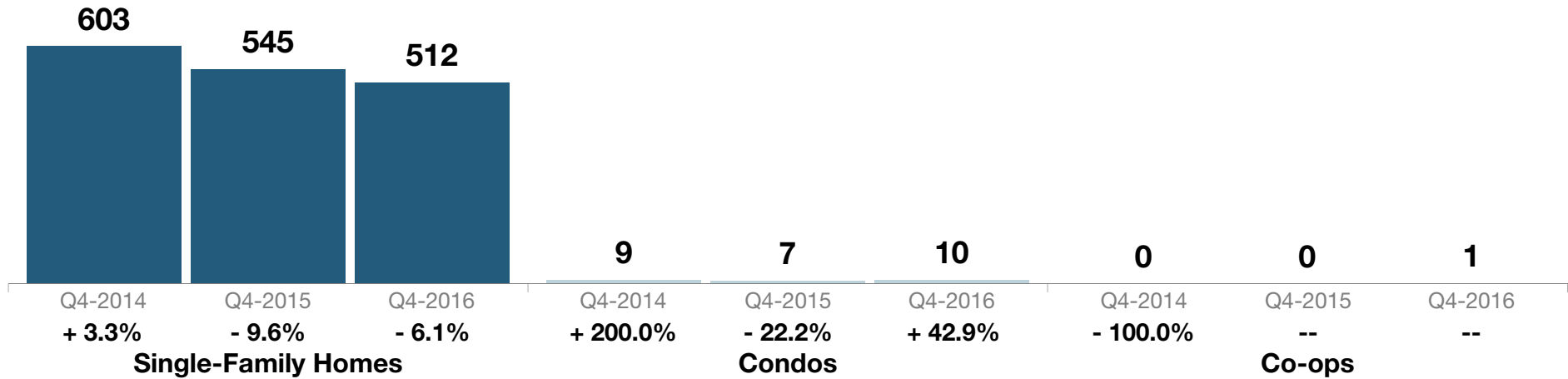
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2014	222	--	--
Q2-2014	242	--	--
Q3-2014	223	--	--
Q4-2014	230	--	--
Q1-2015	291	1,191	--
Q2-2015	415	540	--
Q3-2015	234	627	--
Q4-2015	300	--	--
Q1-2016	322	--	--
Q2-2016	298	821	--
Q3-2016	233	--	--
Q4-2016	225	--	--

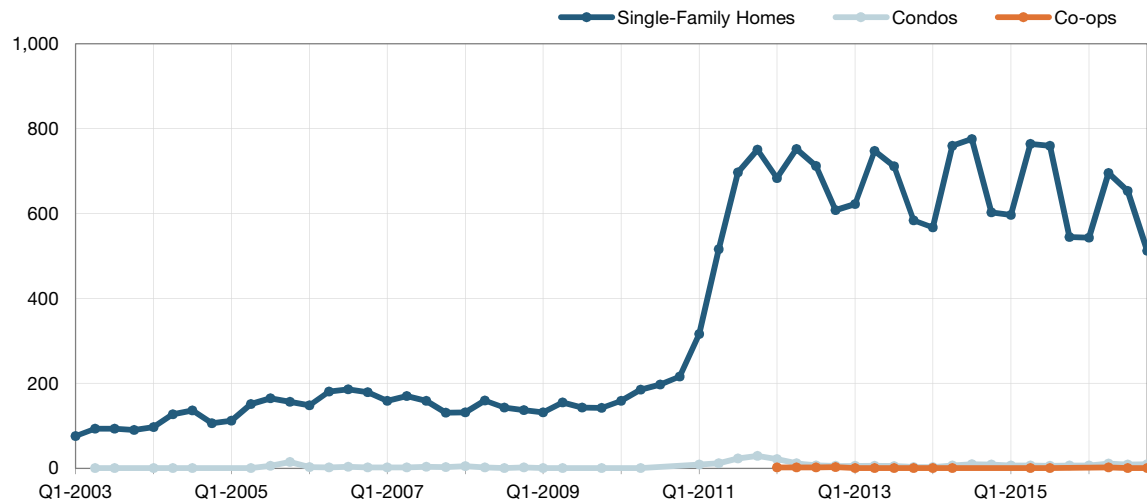
Inventory of Homes for Sale

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



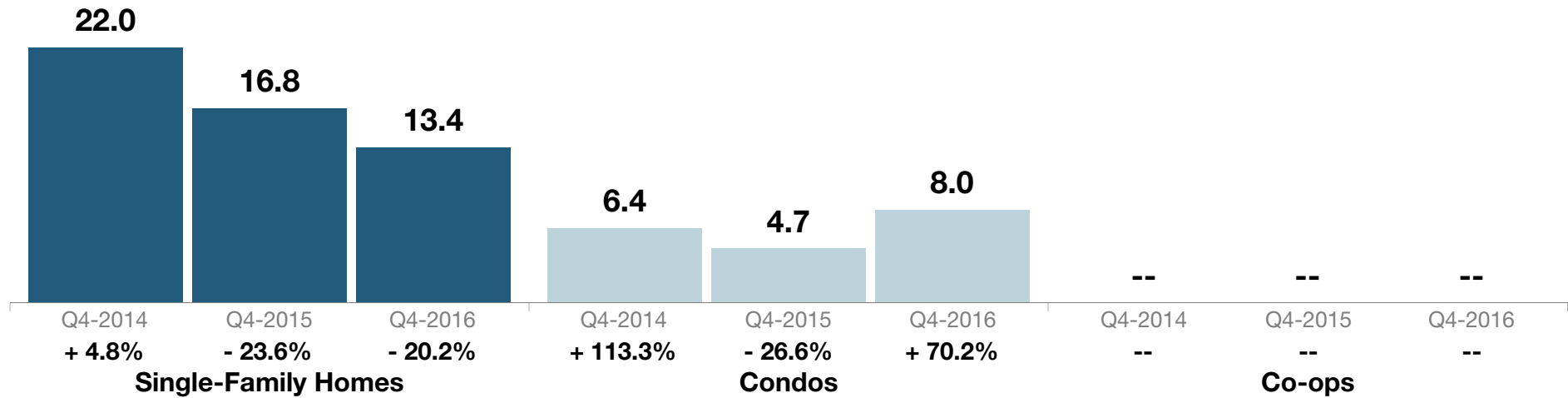
Quarter	Single-Family Homes	Condos	Co-ops
Q1-2014	567	3	1
Q2-2014	759	7	1
Q3-2014	775	10	0
Q4-2014	603	9	0
Q1-2015	597	7	0
Q2-2015	764	7	1
Q3-2015	759	6	1
Q4-2015	545	7	0
Q1-2016	543	7	0
Q2-2016	695	11	2
Q3-2016	653	9	1
Q4-2016	512	10	1

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

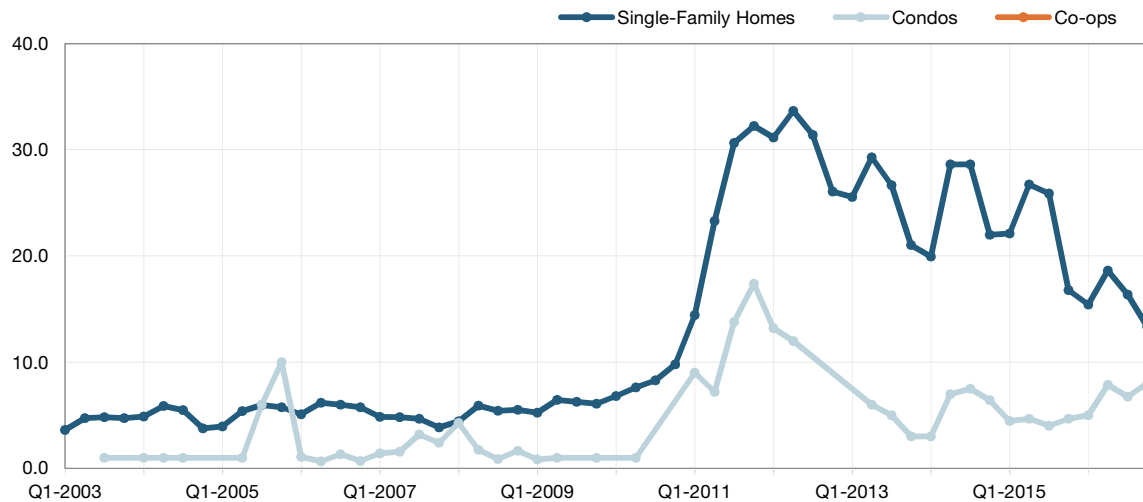
Months Supply of Inventory

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	20.0	3.0	--
Q2-2014	28.6	7.0	--
Q3-2014	28.6	7.5	--
Q4-2014	22.0	6.4	--
Q1-2015	22.1	4.5	--
Q2-2015	26.7	4.7	--
Q3-2015	25.9	4.0	--
Q4-2015	16.8	4.7	--
Q1-2016	15.4	5.0	--
Q2-2016	18.6	7.9	--
Q3-2016	16.4	6.8	--
Q4-2016	13.4	8.0	--

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
New Listings	<p>Bar chart showing New Listings from Q1-2014 to Q3-2016. Values: 198, 397, 304, 162, 178, 409, 275, 170, 223, 411, 257, 176.</p>	170	176	+ 3.5%	1,032	1,067	+ 3.4%
Pending Sales	<p>Bar chart showing Pending Sales from Q1-2014 to Q3-2016. Values: 66, 72, 109, 89, 65, 92, 118, 124, 95, 118, 146, 106.</p>	124	106	- 14.5%	399	465	+ 16.5%
Closed Sales	<p>Bar chart showing Closed Sales from Q1-2014 to Q3-2016. Values: 77, 71, 86, 96, 73, 87, 100, 128, 104, 98, 141, 115.</p>	128	115	- 10.2%	388	458	+ 18.0%
Days on Market	<p>Bar chart showing Days on Market from Q1-2014 to Q3-2016. Values: 152, 223, 162, 147, 157, 160, 167, 167, 180, 176, 145, 185.</p>	167	185	+ 10.8%	163	170	+ 4.3%
Median Sales Price	<p>Bar chart showing Median Sales Price from Q1-2014 to Q3-2016. Values: \$124,000, \$121,000, \$129,500, \$127,300, \$96,000, \$70,000, \$119,900, \$66,825, \$90,000, \$98,000, \$128,125, \$130,000.</p>	\$95,625	\$130,000	+ 35.9%	\$96,000	\$118,000	+ 22.9%
Average Sales Price	<p>Bar chart showing Average Sales Price from Q1-2014 to Q3-2016. Values: \$146,729, \$192,302, \$155,728, \$166,554, \$116,751, \$112,839, \$143,228, \$128,233, \$146,480, \$147,666, \$155,216, \$149,442.</p>	\$128,233	\$149,442	+ 16.5%	\$126,513	\$150,158	+ 18.7%
Pct. of Orig. Price Received	<p>Bar chart showing Pct. of Orig. Price Received from Q1-2014 to Q3-2016. Values: 80.4%, 84.3%, 86.9%, 84.9%, 84.9%, 82.7%, 86.6%, 84.9%, 84.5%, 87.8%, 88.7%, 86.7%.</p>	84.9%	86.7%	+ 2.1%	84.9%	87.0%	+ 2.5%
Housing Affordability Index	<p>Bar chart showing Housing Affordability Index from Q1-2014 to Q3-2016. Values: 232, 242, 228, 235, 303, 415, 238, 300, 322, 301, 233, 229.</p>	300	229	- 23.7%	299	253	- 15.4%
Inventory of Homes for Sale	<p>Bar chart showing Inventory of Homes for Sale from Q1-2014 to Q3-2016. Values: 571, 767, 785, 612, 604, 772, 766, 552, 550, 708, 663, 523.</p>	552	523	- 5.3%	--	--	--
Months Supply of Inventory	<p>Bar chart showing Months Supply of Inventory from Q1-2014 to Q3-2016. Values: 19.9, 28.8, 28.6, 21.9, 21.6, 26.1, 25.3, 16.6, 15.4, 18.7, 16.5, 13.5.</p>	16.6	13.5	- 18.7%	--	--	--