

# Quarterly Indicators

## Ulster County



### Q2-2018

Housing markets across the nation are most assuredly active this summer, and buyer competition is manifesting itself into several quick sales above asking price. While the strength of the U.S. economy has helped purchase offers pile up, the Fed recently increased the federal funds rate by 0.25 percent, marking the second rate hike this year and seventh since late 2015. Although the 30-year mortgage rate did not increase, buyers often react by locking in at the current rate ahead of assumed higher rates later. When this happens, accelerated price increases are possible, causing further strain on affordability.

- Single-Family Closed Sales were up 34.1 percent to 122.
- Condos Closed Sales remained flat at 3.
- Co-ops Closed Sales finished the month at 0.
- Single-Family Median Sales Price increased 4.4 percent to \$215,500.
- Condos Median Sales Price decreased 10.5 percent to \$128,000.
- There was no Median Sales Price for Co-ops.

Inventory may be persistently lower in year-over-year comparisons, and home prices are still more likely to rise than not, but sales and new listings may finish the summer on the upswing. The housing supply outlook in several markets is beginning to show an increase in new construction and a move by builders away from overstocked rental units to new developments for sale. These are encouraging signs in an already healthy marketplace.

### Quarterly Snapshot

**+ 33.0%**    **- 15.0%**    **+ 4.4%**

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
+ 33.0%	- 15.0%	+ 4.4%

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

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

# 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	Q2-2017	Q2-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>	<p>Bar chart showing New Listings from Q3-2015 to Q1-2018. Values: 207, 131, 185, 239, 178, 128, 178, 311, 222, 154, 155, 268.</p>	311	<b>268</b>	- 13.8%	489	<b>423</b>	- 13.5%
<b>Pending Sales</b>	<p>Bar chart showing Pending Sales from Q3-2015 to Q1-2018. Values: 104, 90, 77, 130, 135, 96, 86, 124, 152, 128, 115, 124.</p>	124	<b>124</b>	0.0%	210	<b>239</b>	+ 13.8%
<b>Closed Sales</b>	<p>Bar chart showing Closed Sales from Q3-2015 to Q1-2018. Values: 95, 92, 78, 104, 131, 117, 91, 91, 149, 160, 95, 122.</p>	91	<b>122</b>	+ 34.1%	182	<b>217</b>	+ 19.2%
<b>Days on Market</b>	<p>Bar chart showing Days on Market from Q3-2015 to Q1-2018. Values: 123, 141, 195, 150, 135, 130, 137, 130, 121, 109, 122, 119.</p>	130	<b>119</b>	- 8.5%	133	<b>120</b>	- 9.8%
<b>Median Sales Price</b>	<p>Bar chart showing Median Sales Price from Q3-2015 to Q1-2018. Values: \$210,000, \$189,500, \$173,500, \$190,000, \$215,000, \$186,730, \$215,000, \$206,500, \$226,000, \$224,950, \$205,000, \$215,500.</p>	\$206,500	<b>\$215,500</b>	+ 4.4%	\$210,109	<b>\$212,500</b>	+ 1.1%
<b>Average Sales Price</b>	<p>Bar chart showing Average Sales Price from Q3-2015 to Q1-2018. Values: \$218,442, \$202,130, \$186,011, \$206,376, \$219,366, \$214,494, \$219,069, \$237,579, \$245,443, \$250,037, \$241,216, \$264,140.</p>	\$237,579	<b>\$264,140</b>	+ 11.2%	\$228,273	<b>\$254,224</b>	+ 11.4%
<b>Pct. of Orig. Price Received</b>	<p>Bar chart showing Pct. of Orig. Price Received from Q3-2015 to Q1-2018. Values: 90.3%, 90.6%, 88.2%, 87.6%, 93.0%, 91.6%, 93.7%, 93.0%, 93.7%, 91.9%, 91.2%, 94.3%.</p>	93.0%	<b>94.3%</b>	+ 1.4%	93.3%	<b>92.9%</b>	- 0.4%
<b>Housing Affordability Index</b>	<p>Bar chart showing Housing Affordability Index from Q3-2015 to Q1-2018. Values: 170, 189, 211, 196, 175, 194, 169, 182, 168, 166, 175, 164.</p>	182	<b>164</b>	- 9.9%	178	<b>166</b>	- 6.7%
<b>Inventory of Homes for Sale</b>	<p>Bar chart showing Inventory of Homes for Sale from Q3-2015 to Q1-2018. Values: 468, 377, 386, 415, 347, 271, 295, 401, 377, 301, 275, 344.</p>	401	<b>344</b>	- 14.2%	--	--	--
<b>Months Supply of Inventory</b>	<p>Bar chart showing Months Supply of Inventory from Q3-2015 to Q1-2018. Values: 19.8, 14.6, 13.7, 12.4, 9.6, 7.4, 7.9, 10.9, 9.9, 7.4, 6.4, 8.0.</p>	10.9	<b>8.0</b>	- 26.6%	--	--	--

# 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	Q2-2017	Q2-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>		5	2	- 60.0%	9	4	- 55.6%
<b>Pending Sales</b>		4	2	- 50.0%	5	4	- 20.0%
<b>Closed Sales</b>		3	3	0.0%	3	4	+ 33.3%
<b>Days on Market</b>		85	112	+ 31.8%	85	101	+ 18.8%
<b>Median Sales Price</b>		\$143,000	\$128,000	- 10.5%	\$143,000	\$151,000	+ 5.6%
<b>Average Sales Price</b>		\$136,667	\$153,333	+ 12.2%	\$136,667	\$158,500	+ 16.0%
<b>Pct. of Orig. Price Received</b>		91.2%	95.0%	+ 4.2%	91.2%	96.2%	+ 5.5%
<b>Housing Affordability Index</b>		--	276	--	--	234	--
<b>Inventory of Homes for Sale</b>		6	2	- 66.7%	--	--	--
<b>Months Supply of Inventory</b>		4.0	1.4	- 65.0%	--	--	--

# 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.

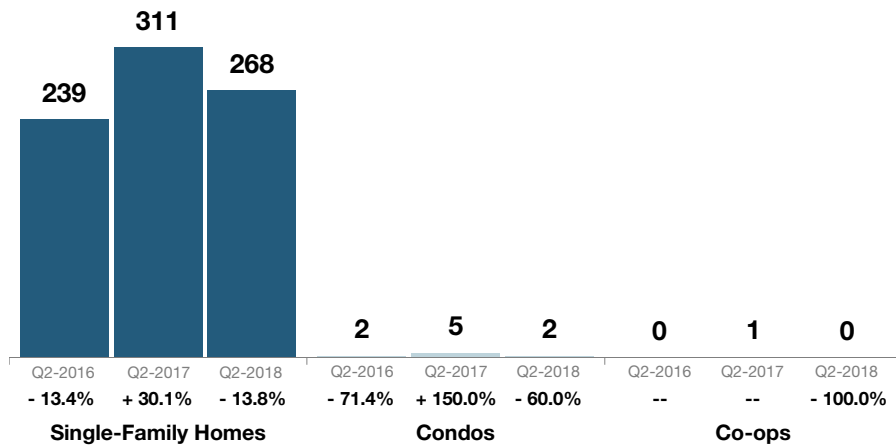


Key Metrics	Historical Sparkbars						Q2-2017	Q2-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>							1	0	- 100.0%	1	0	- 100.0%
<b>Pending Sales</b>							1	0	- 100.0%	1	0	- 100.0%
<b>Closed Sales</b>							0	0	--	0	0	--
<b>Days on Market</b>							--	--	--	--	--	--
<b>Median Sales Price</b>							--	--	--	--	--	--
<b>Average Sales Price</b>							--	--	--	--	--	--
<b>Pct. of Orig. Price Received</b>							--	--	--	--	--	--
<b>Housing Affordability Index</b>							--	--	--	--	--	--
<b>Inventory of Homes for Sale</b>							0	0	--	--	--	--
<b>Months Supply of Inventory</b>							--	--	--	--	--	--

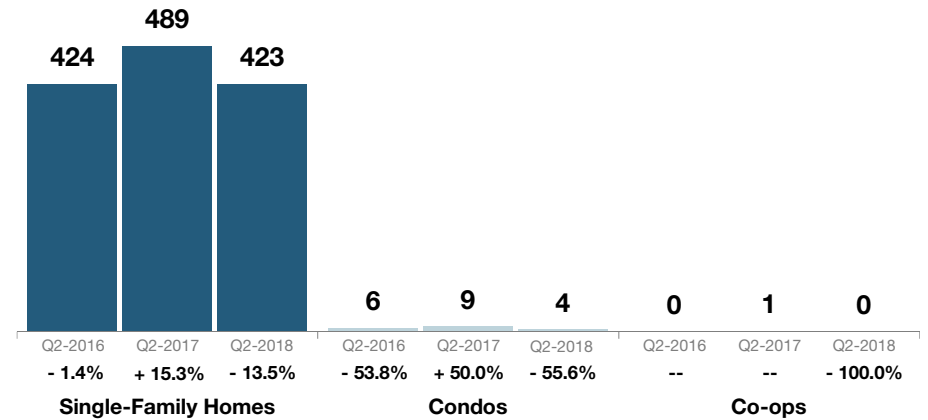
# New Listings

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

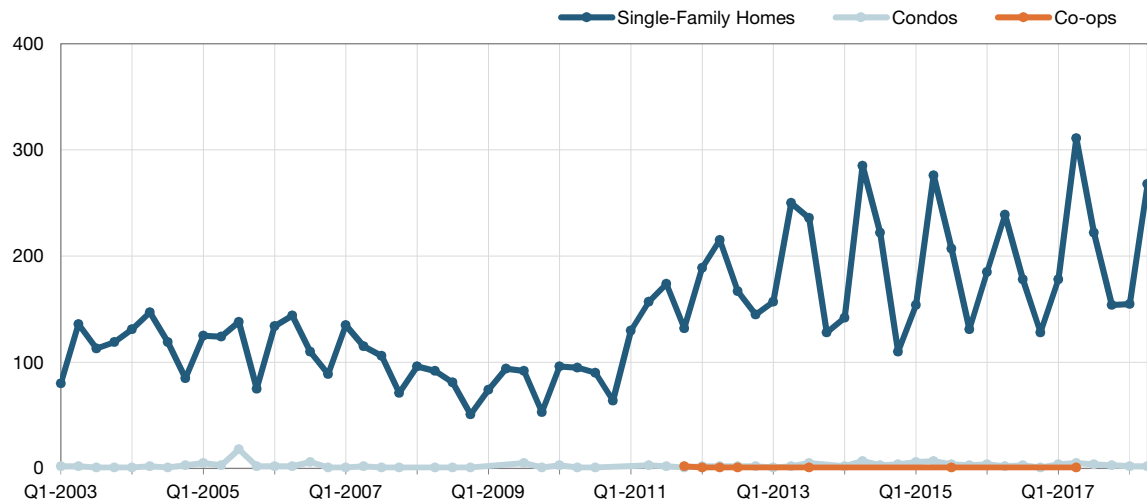
## Q2-2018



## Year to Date



## Historical New Listings by Quarter



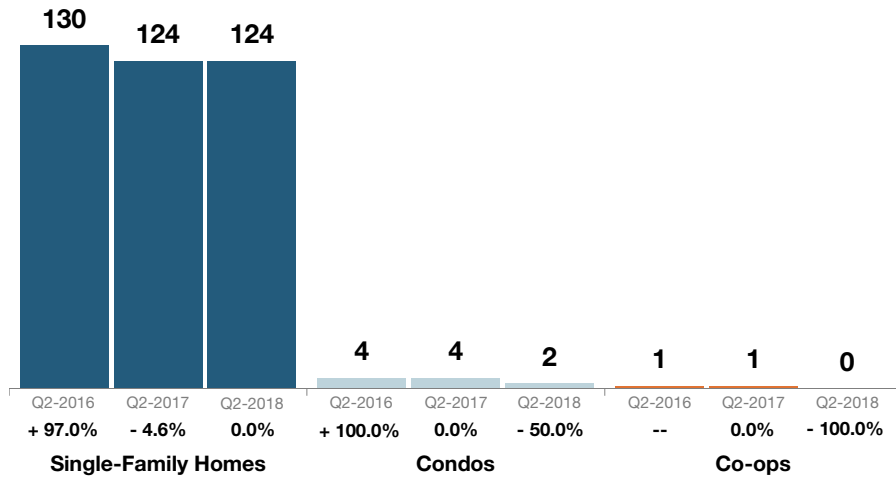
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2015	207	4	1
Q4-2015	131	3	0
Q1-2016	185	4	0
Q2-2016	239	2	0
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
<b>Q2-2018</b>	<b>268</b>	<b>2</b>	<b>0</b>

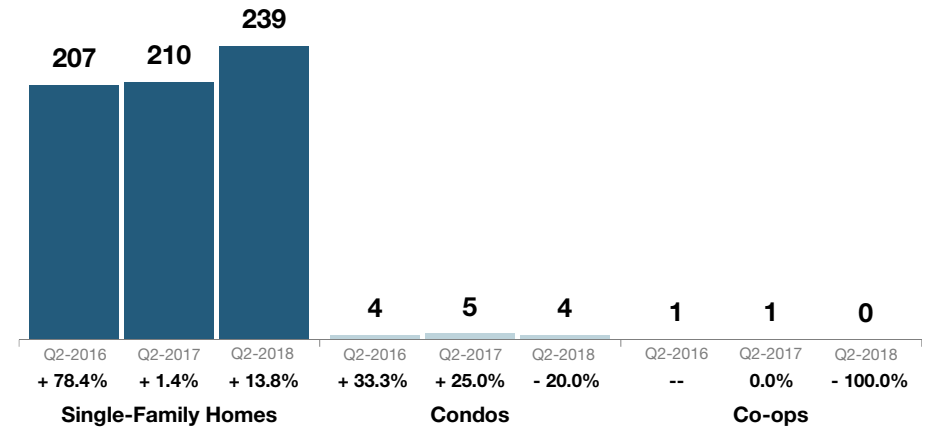
# Pending Sales

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

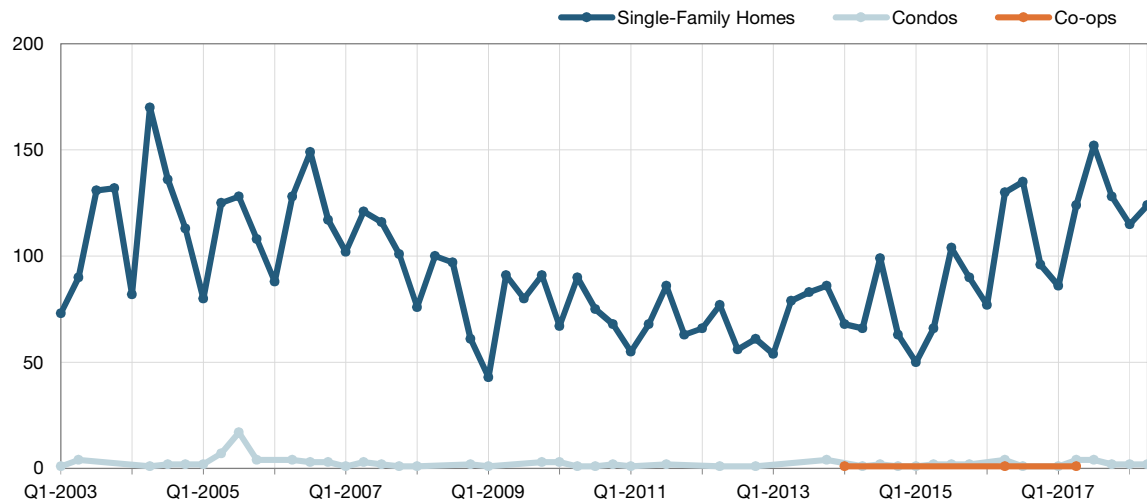
## Q2-2018



## Year to Date



## Historical Pending Sales by Quarter



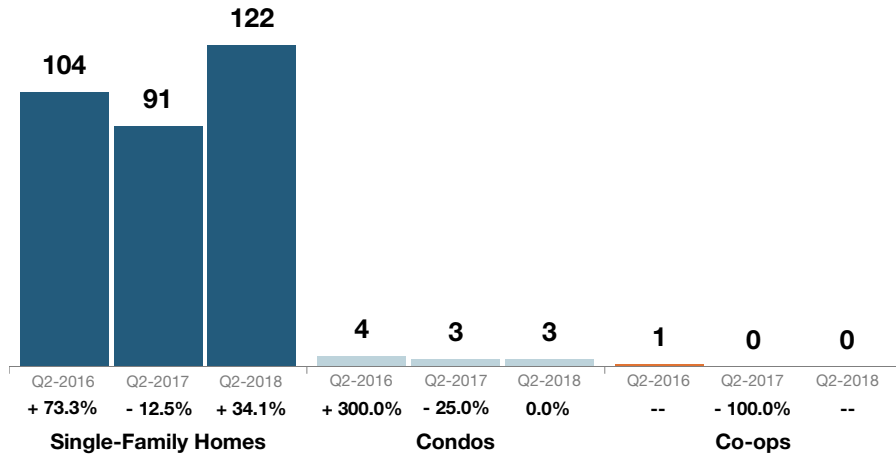
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2015	104	2	0
Q4-2015	90	2	0
Q1-2016	77	0	0
Q2-2016	130	4	1
Q3-2016	135	1	0
Q4-2016	96	0	0
Q1-2017	86	1	0
Q2-2017	124	4	1
Q3-2017	152	4	0
Q4-2017	128	2	0
Q1-2018	115	2	0
<b>Q2-2018</b>	<b>124</b>	<b>2</b>	<b>0</b>

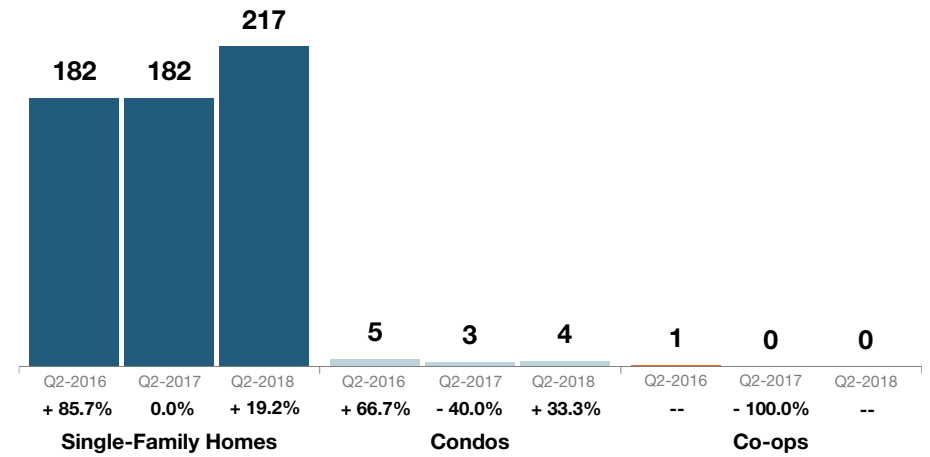
# Closed Sales

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

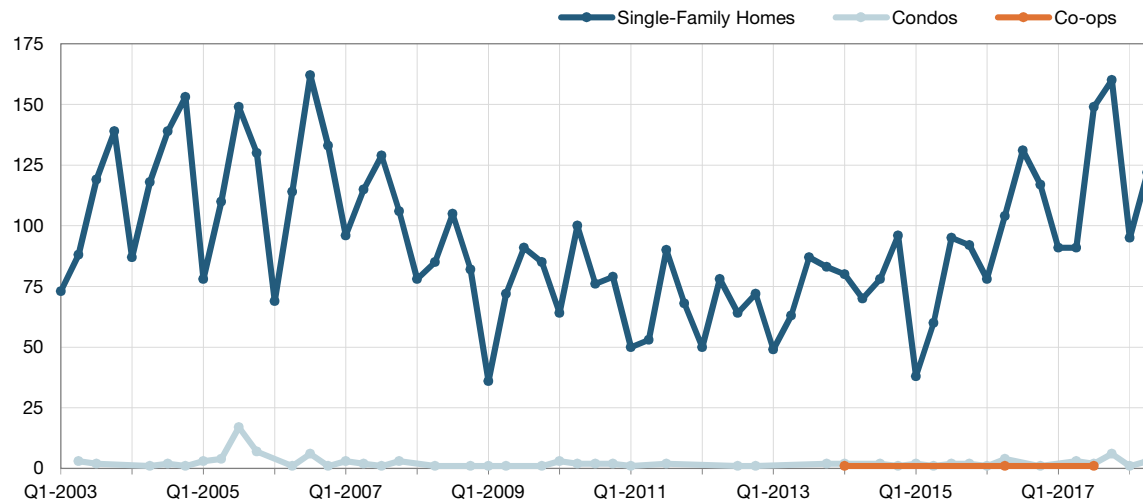
## Q2-2018



## Year to Date



## Historical Closed Sales by Quarter



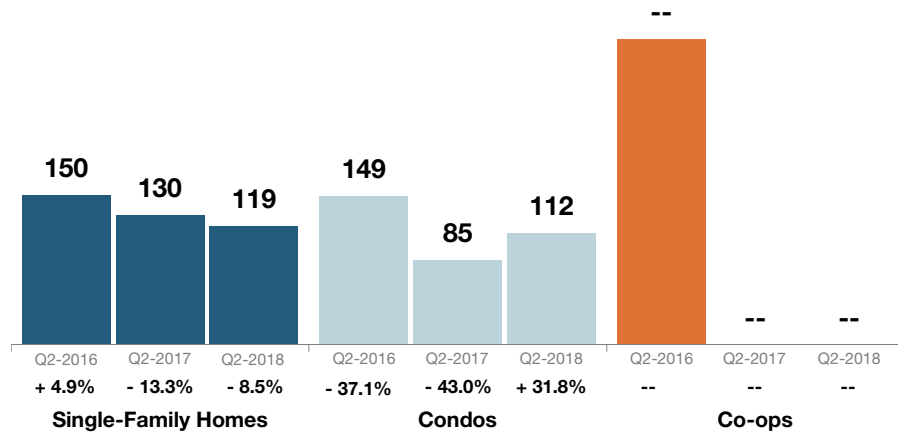
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2015	95	2	0
Q4-2015	92	2	0
Q1-2016	78	1	0
Q2-2016	104	4	1
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	160	6	0
Q1-2018	95	1	0
<b>Q2-2018</b>	<b>122</b>	<b>3</b>	<b>0</b>

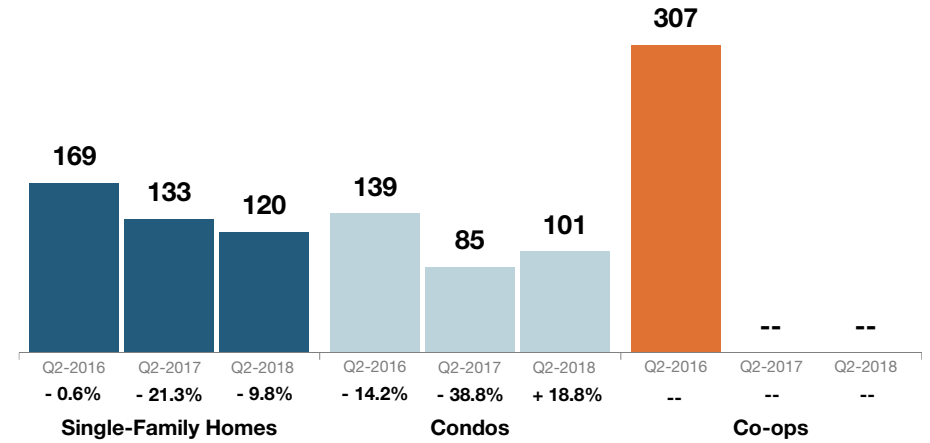
# Days on Market Until Sale

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

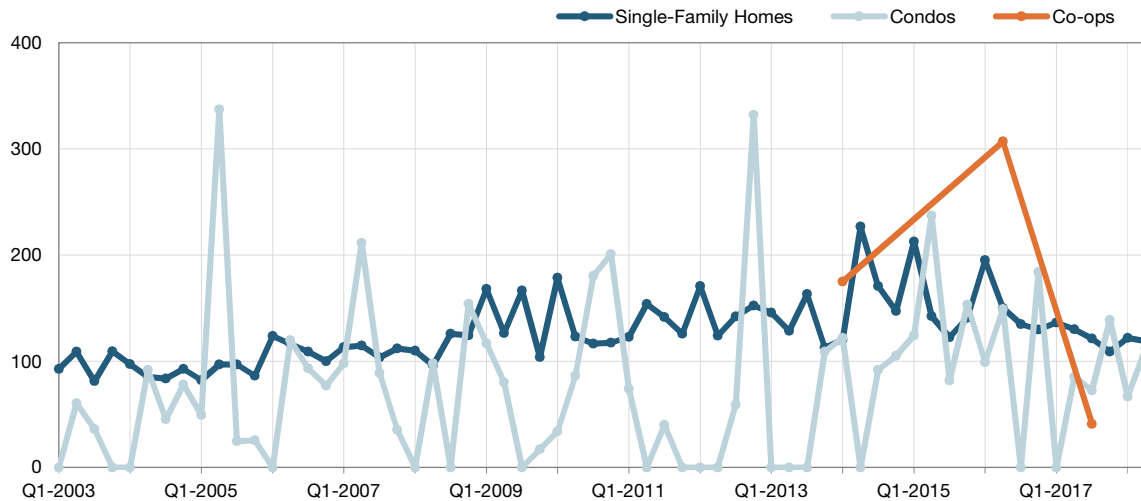
## Q2-2018



## 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.

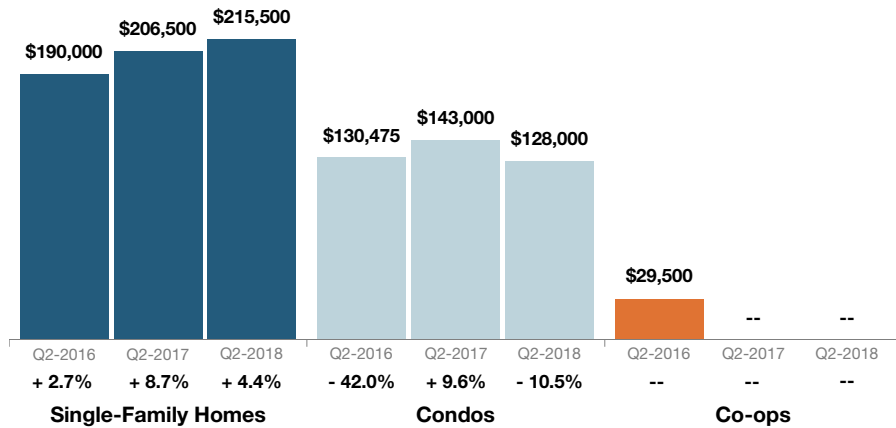
Quarter	Single-Family Homes	Condos	Co-ops
Q3-2015	123	82	--
Q4-2015	141	154	--
Q1-2016	195	99	--
Q2-2016	150	149	307
Q3-2016	135	--	--
Q4-2016	130	184	--
Q1-2017	137	--	--
Q2-2017	130	85	--
Q3-2017	121	73	41
Q4-2017	109	139	--
Q1-2018	122	67	--
<b>Q2-2018</b>	<b>119</b>	<b>112</b>	--



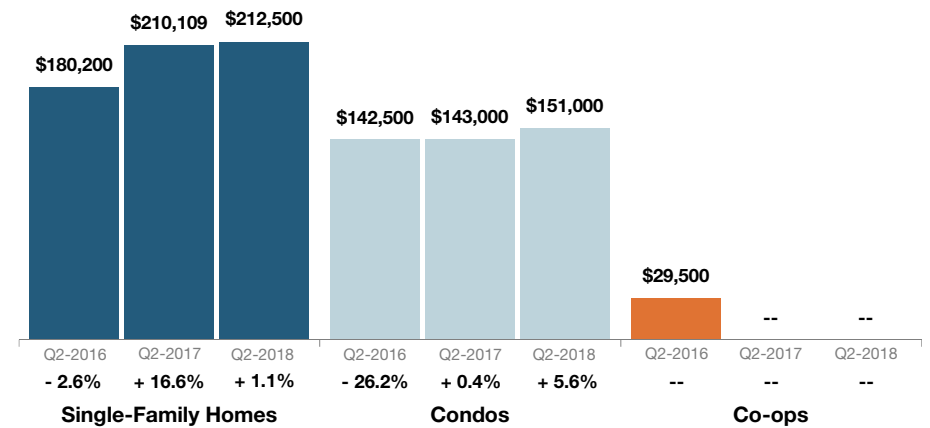
# Median Sales Price

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

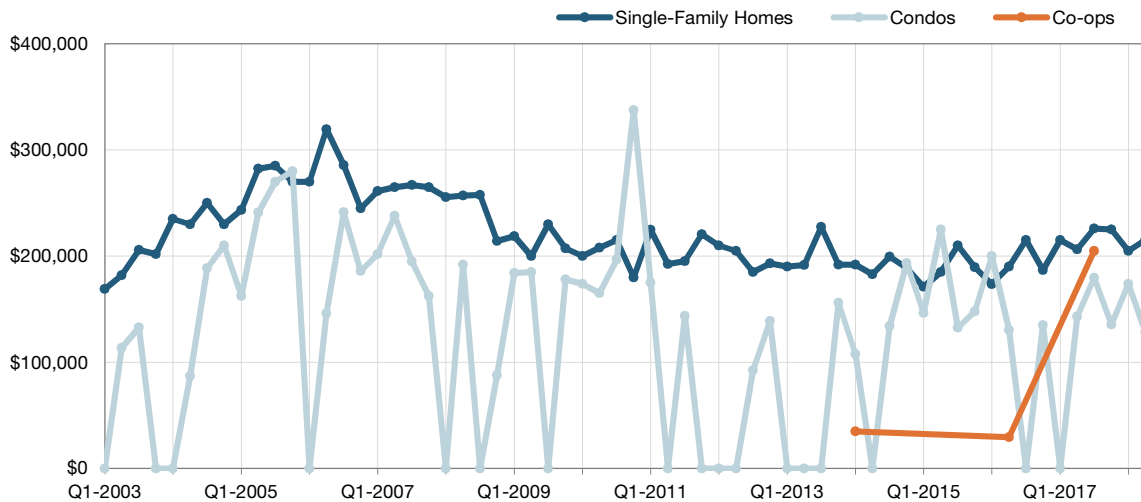
## Q2-2018



## Year to Date



## Historical Median Sales Price by Quarter



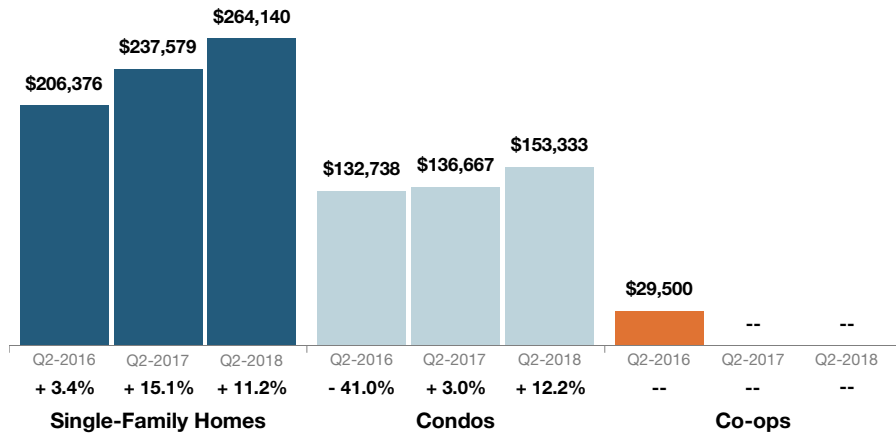
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2015	\$210,000	\$132,500	--
Q4-2015	\$189,500	\$148,000	--
Q1-2016	\$173,500	\$200,000	--
Q2-2016	\$190,000	\$130,475	\$29,500
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	\$224,950	\$135,500	--
Q1-2018	\$205,000	\$174,000	--
<b>Q2-2018</b>	<b>\$215,500</b>	<b>\$128,000</b>	--

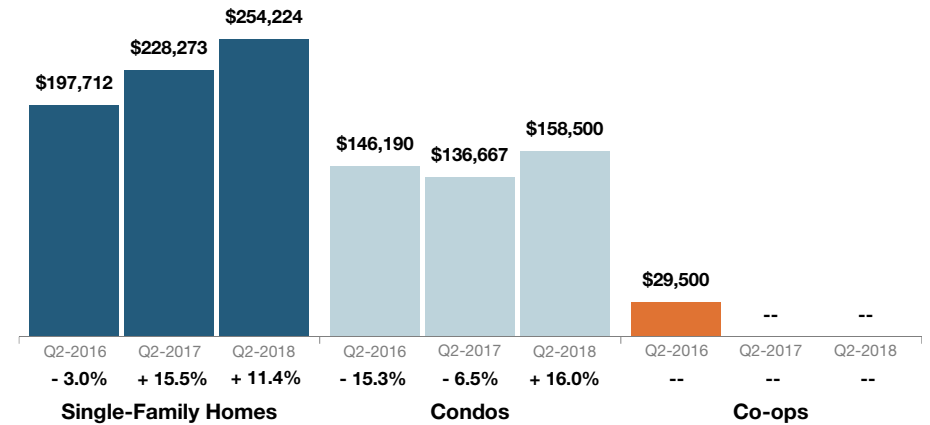
# Average Sales Price

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

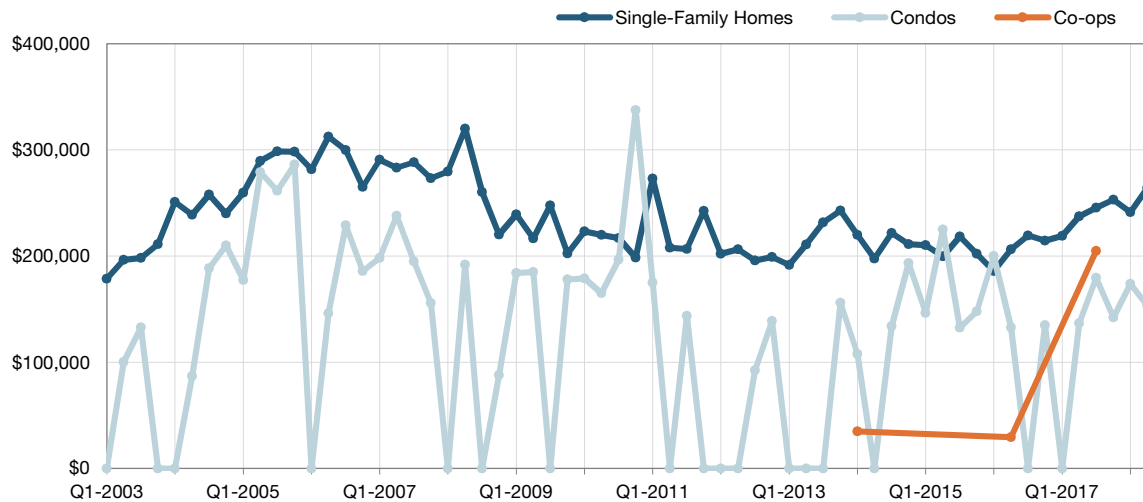
## Q2-2018



## Year to Date



## Historical Average Sales Price by Quarter



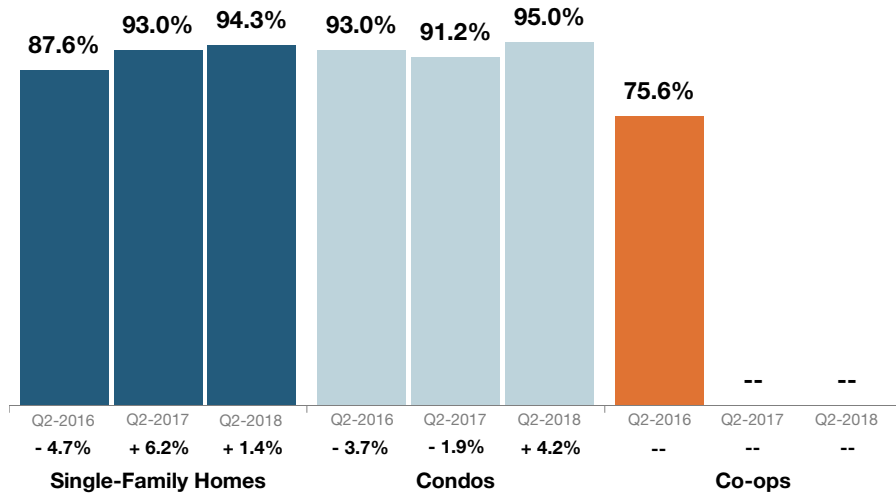
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2015	\$218,442	\$132,500	--
Q4-2015	\$202,130	\$148,000	--
Q1-2016	\$186,011	\$200,000	--
Q2-2016	\$206,376	\$132,738	\$29,500
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	\$253,037	\$142,167	--
Q1-2018	\$241,216	\$174,000	--
<b>Q2-2018</b>	<b>\$264,140</b>	<b>\$153,333</b>	--

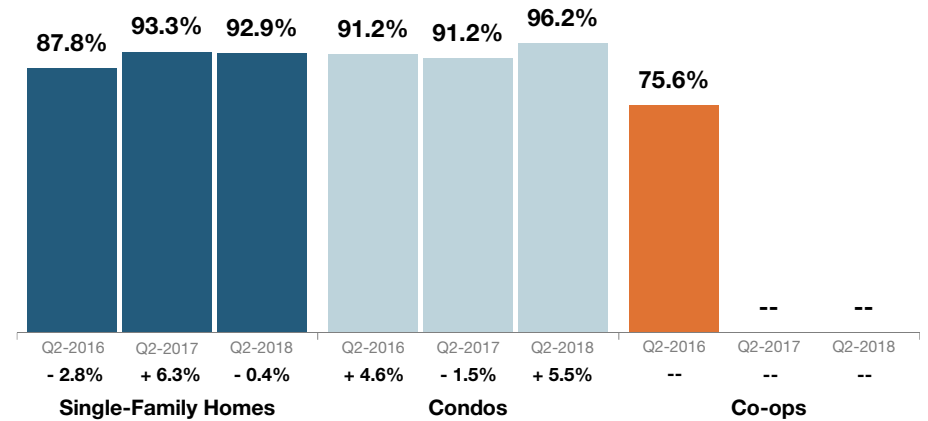
# Percent of Original List Price Received

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.

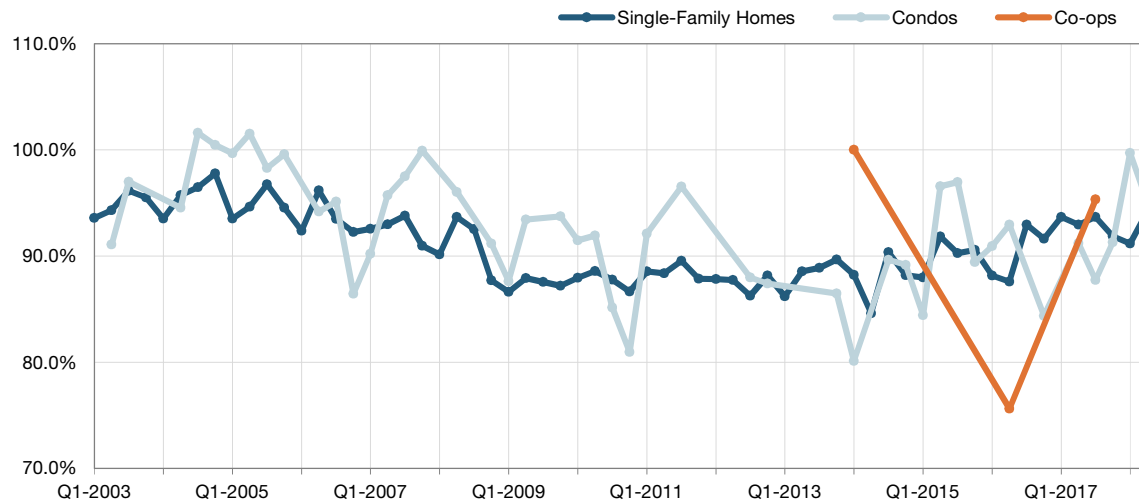
## Q2-2018



## Year to Date



## Historical Percent of Original List Price Received by Quarter



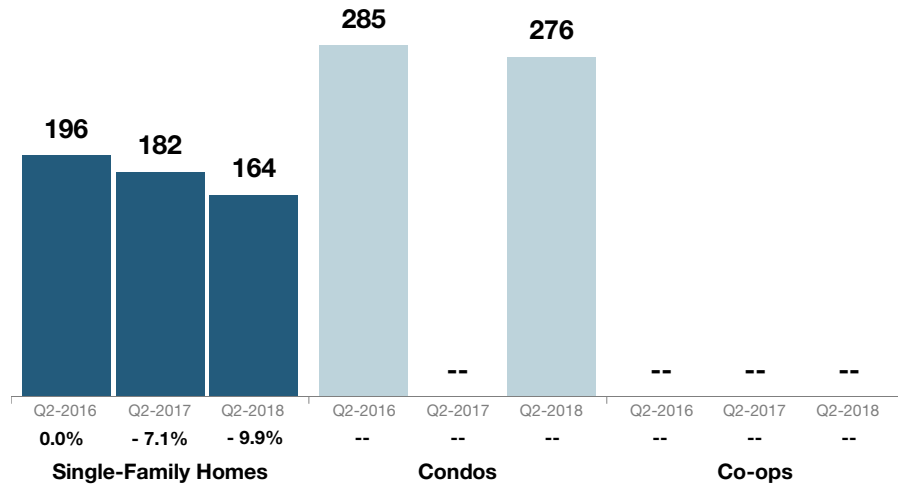
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2015	90.3%	97.0%	--
Q4-2015	90.6%	89.4%	--
Q1-2016	88.2%	91.0%	--
Q2-2016	87.6%	93.0%	75.6%
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%	--
<b>Q2-2018</b>	<b>94.3%</b>	<b>95.0%</b>	--

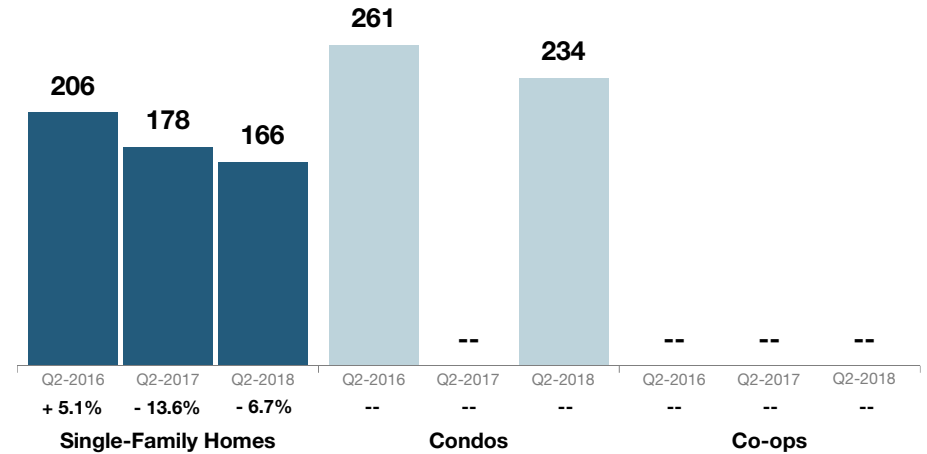
# Housing Affordability Index

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.

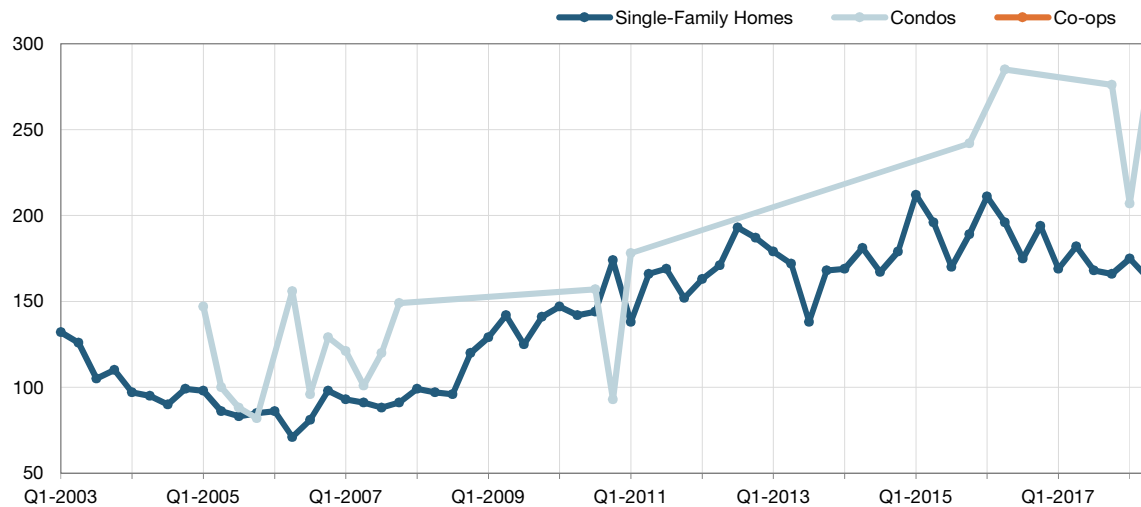
## Q2-2018



## Year to Date



## Historical Housing Affordability Index by Quarter



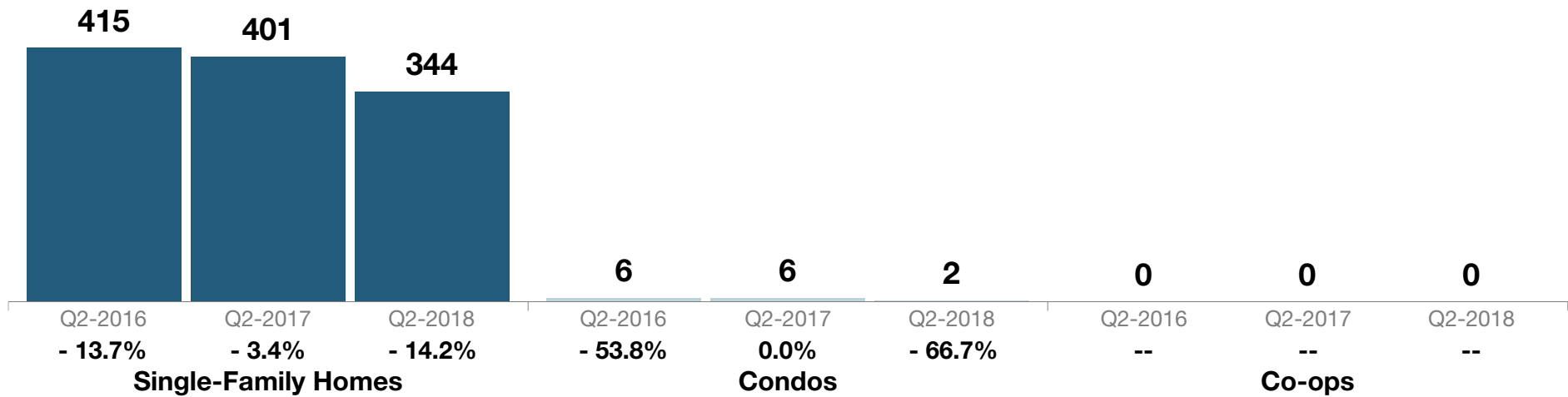
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2015	170	--	--
Q4-2015	189	242	--
Q1-2016	211	--	--
Q2-2016	196	285	--
Q3-2016	175	--	--
Q4-2016	194	--	--
Q1-2017	169	--	--
Q2-2017	182	--	--
Q3-2017	168	--	--
Q4-2017	166	276	--
Q1-2018	175	207	--
<b>Q2-2018</b>	<b>164</b>	<b>276</b>	--

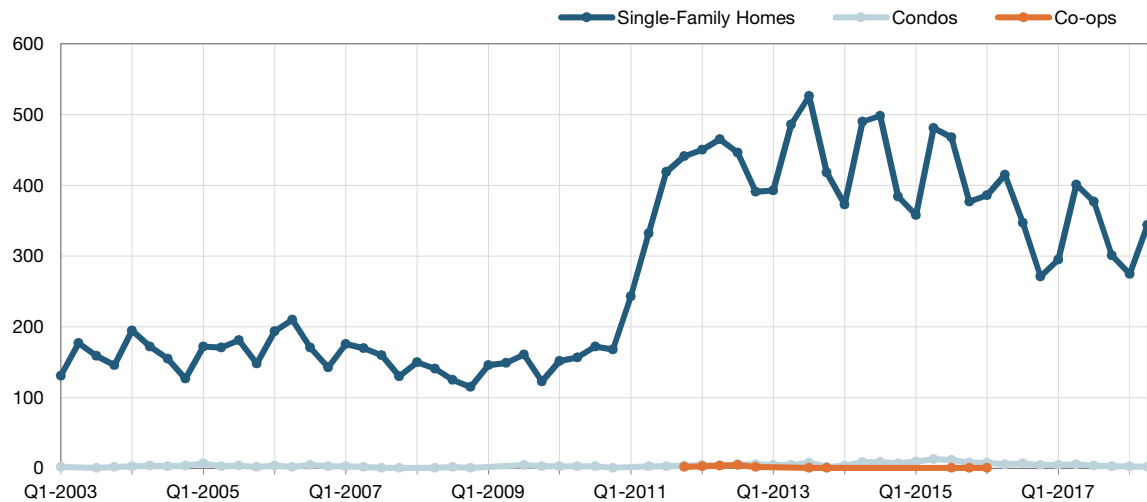
# Inventory of Homes for Sale

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

## Q2-2018



## Historical Inventory of Homes for Sale by Quarter



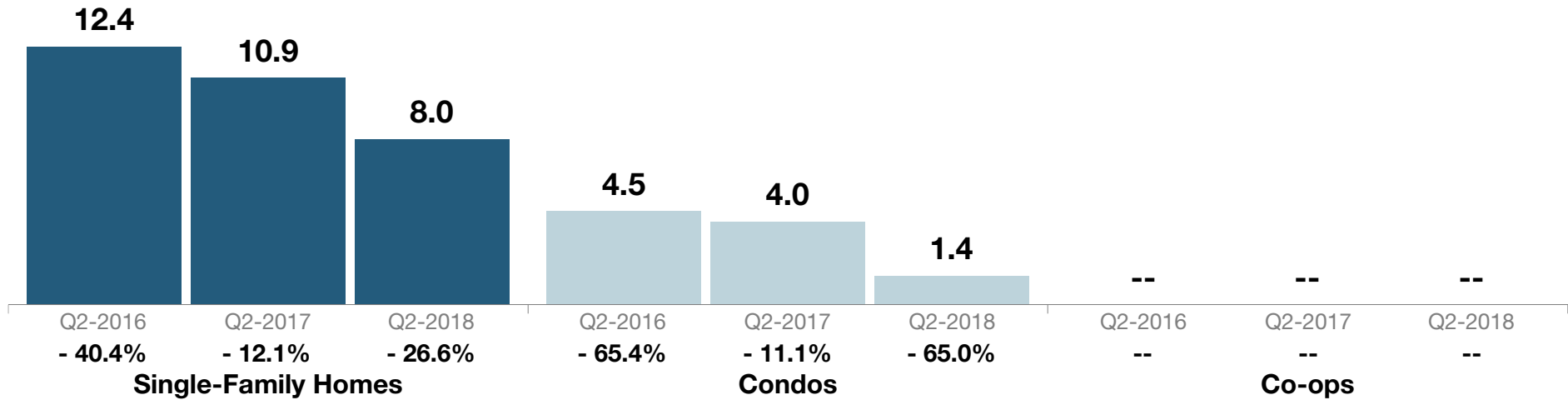
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2015	468	12	1
Q4-2015	377	8	1
Q1-2016	386	8	1
Q2-2016	415	6	0
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
<b>Q2-2018</b>	<b>344</b>	<b>2</b>	<b>0</b>

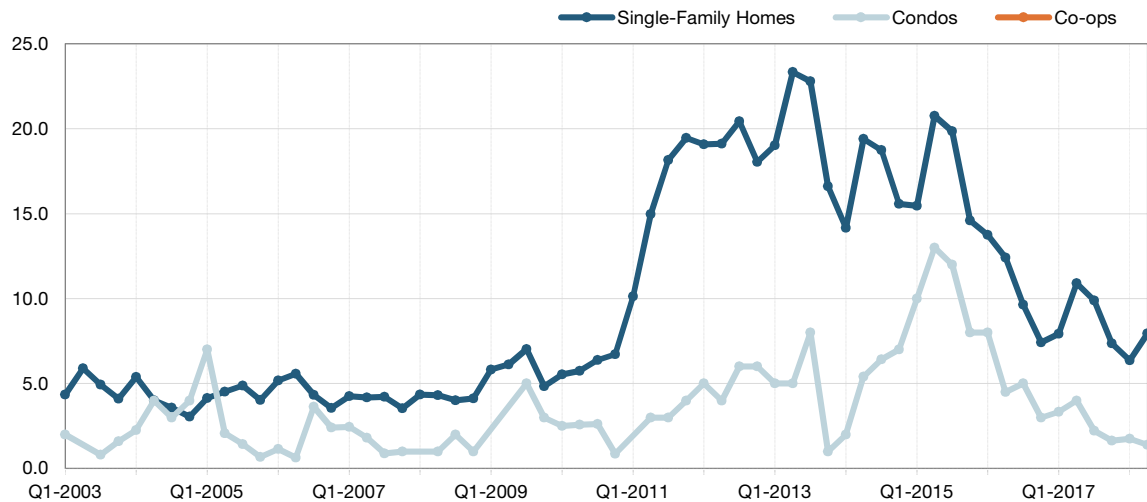
# Months Supply of Inventory

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.

## Q2-2018



## 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
Q3-2015	19.8	12.0	--
Q4-2015	14.6	8.0	--
Q1-2016	13.7	8.0	--
Q2-2016	12.4	4.5	--
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	--
<b>Q2-2018</b>	<b>8.0</b>	<b>1.4</b>	<b>--</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	Q2-2017	Q2-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>	<p>Bar chart showing New Listings from Q3-2015 to Q1-2018. Values: 212, 134, 189, 241, 181, 129, 182, 317, 226, 157, 157, 270.</p>	317	270	- 14.8%	499	427	- 14.4%
<b>Pending Sales</b>	<p>Bar chart showing Pending Sales from Q3-2015 to Q1-2018. Values: 106, 92, 77, 135, 136, 96, 87, 129, 156, 130, 117, 126.</p>	129	126	- 2.3%	216	243	+ 12.5%
<b>Closed Sales</b>	<p>Bar chart showing Closed Sales from Q3-2015 to Q1-2018. Values: 97, 94, 79, 109, 131, 118, 91, 94, 152, 166, 96, 125.</p>	94	125	+ 33.0%	185	221	+ 19.5%
<b>Days on Market</b>	<p>Bar chart showing Days on Market from Q3-2015 to Q1-2018. Values: 122, 141, 194, 151, 135, 130, 137, 129, 120, 110, 122, 119.</p>	129	119	- 7.8%	133	120	- 9.8%
<b>Median Sales Price</b>	<p>Bar chart showing Median Sales Price from Q3-2015 to Q1-2018. Values: \$200,000, \$185,000, \$175,250, \$165,000, \$215,000, \$185,000, \$215,000, \$206,000, \$226,000, \$222,750, \$202,500, \$215,000.</p>	\$206,000	\$215,000	+ 4.4%	\$209,000	\$210,000	+ 0.5%
<b>Average Sales Price</b>	<p>Bar chart showing Average Sales Price from Q3-2015 to Q1-2018. Values: \$216,670, \$200,866, \$186,190, \$202,051, \$219,356, \$213,814, \$219,069, \$234,324, \$244,309, \$249,029, \$240,501, \$261,481.</p>	\$234,324	\$261,481	+ 11.6%	\$226,779	\$252,476	+ 11.3%
<b>Pct. of Orig. Price Received</b>	<p>Bar chart showing Pct. of Orig. Price Received from Q3-2015 to Q1-2018. Values: 90.4%, 90.6%, 88.2%, 87.7%, 93.0%, 91.6%, 93.7%, 92.9%, 93.6%, 91.9%, 91.3%, 94.3%.</p>	92.9%	94.3%	+ 1.5%	93.3%	93.0%	- 0.3%
<b>Housing Affordability Index</b>	<p>Bar chart showing Housing Affordability Index from Q3-2015 to Q1-2018. Values: 178, 194, 209, 201, 175, 195, 169, 182, 168, 168, 178, 164.</p>	182	164	- 9.9%	179	168	- 6.1%
<b>Inventory of Homes for Sale</b>	<p>Bar chart showing Inventory of Homes for Sale from Q3-2015 to Q1-2018. Values: 481, 386, 395, 421, 354, 276, 300, 407, 381, 304, 278, 346.</p>	407	346	- 15.0%	--	--	--
<b>Months Supply of Inventory</b>	<p>Bar chart showing Months Supply of Inventory from Q3-2015 to Q1-2018. Values: 20.0, 14.6, 13.8, 12.3, 9.7, 7.5, 7.9, 10.9, 9.8, 7.3, 6.3, 7.8.</p>	10.9	7.8	- 28.4%	--	--	--