

# Monthly Indicators

## March 2018

Residential real estate activity has been relatively slow in the first quarter of 2018, yet housing is proving its resiliency in a consistently improving economy. Some markets have had increases in signed contracts, but the vast majority of the nation continues to experience fewer closed sales and lower inventory compared to last year at this time. With fewer homes for sale, strong buyer demand has continued to keep prices on the rise – a trend that should continue for the foreseeable future.

New Listings were down 11.0 percent to 16,953. Pending Sales decreased 5.3 percent to 11,686. Inventory shrank 10.2 percent to 57,975 units.

Prices moved higher as the Median Sales Price was up 7.4 percent to \$260,000. Days on Market decreased 5.2 percent to 92 days. Months Supply of Inventory was down 12.1 percent to 5.1 months.

The Federal Reserve raised its key short-term interest rate by .25 percent in March, citing concerns about inflation. It is the sixth rate increase by the Fed since December 2015, and at least two more rate increases are expected this year. Borrowing money will be more expensive, particularly for home equity loans, credit cards and adjustable rate mortgages, but rising wages and a low national unemployment rate that has been at 4.1 percent for five months in a row would seem to indicate that consumers are prepared for this. And although mortgage rates have risen to their highest point in four years, they still remain low from a historical perspective.

## Activity Snapshot

**- 9.3%**      **+ 7.4%**      **- 10.2%**

One-Year Change in **Closed Sales**      One-Year Change in **Median Sales Price**      One-Year Change in **Homes for Sale**

Residential activity in New York State, comprised of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

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# Activity Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



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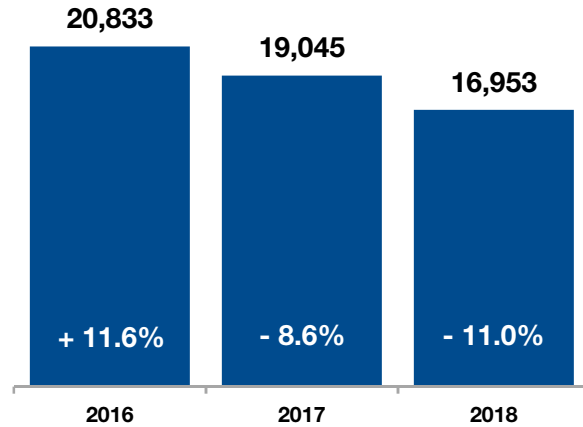
Key Metrics	Historical Sparkbars	3-2017	3-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>		19,045	<b>16,953</b>	- 11.0%	47,209	<b>44,064</b>	- 6.7%
<b>Pending Sales</b>		12,338	<b>11,686</b>	- 5.3%	29,895	<b>29,103</b>	- 2.6%
<b>Closed Sales</b>		9,454	<b>8,574</b>	- 9.3%	26,214	<b>25,192</b>	- 3.9%
<b>Days on Market</b>		97	<b>92</b>	- 5.2%	95	<b>87</b>	- 8.4%
<b>Median Sales Price</b>		\$242,000	<b>\$260,000</b>	+ 7.4%	\$242,000	<b>\$260,000</b>	+ 7.4%
<b>Avg. Sales Price</b>		\$335,275	<b>\$359,378</b>	+ 7.2%	\$335,286	<b>\$356,008</b>	+ 6.2%
<b>Pct. of List Price Received</b>		96.4%	<b>96.8%</b>	+ 0.4%	96.3%	<b>96.7%</b>	+ 0.4%
<b>Affordability Index</b>		143	<b>131</b>	- 8.4%	143	<b>131</b>	- 8.4%
<b>Homes for Sale</b>		64,558	<b>57,975</b>	- 10.2%	--	--	--
<b>Months Supply</b>		5.8	<b>5.1</b>	- 12.1%	--	--	--

# New Listings

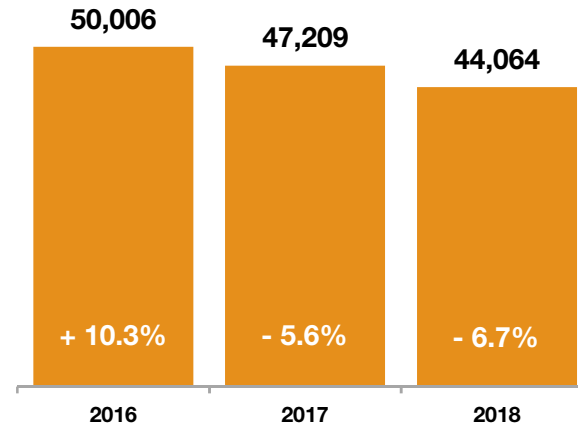
A count of the properties that have been newly listed on the market in a given month.



## March

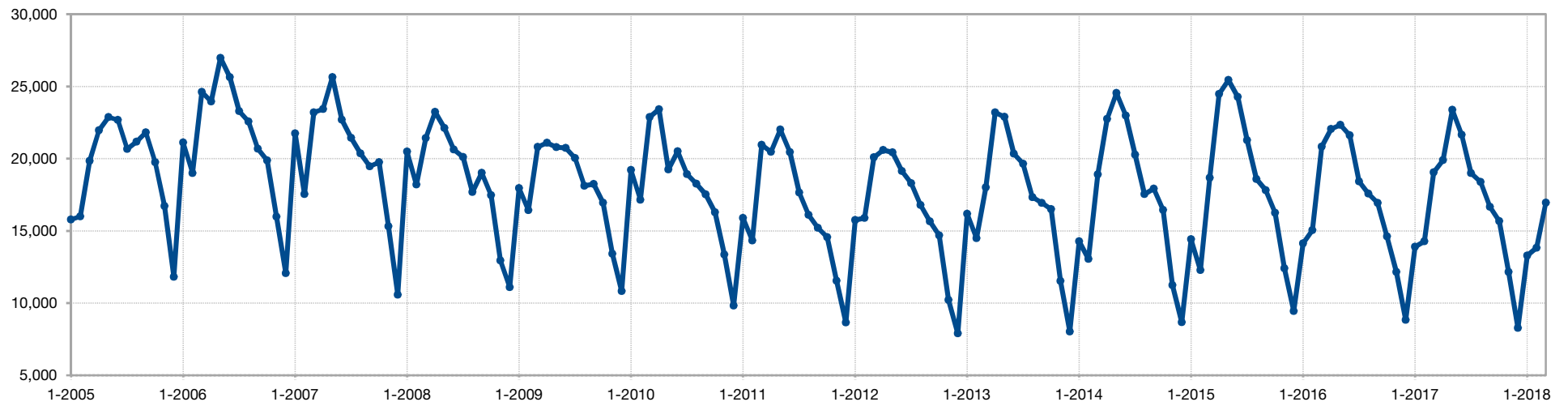


## Year to Date



	New Listings	Prior Year	Percent Change
April 2017	19,901	22,055	-9.8%
May 2017	23,373	22,344	+4.6%
June 2017	21,646	21,618	+0.1%
July 2017	18,988	18,423	+3.1%
August 2017	18,387	17,585	+4.6%
September 2017	16,663	16,927	-1.6%
October 2017	15,681	14,608	+7.3%
November 2017	12,149	12,160	-0.1%
December 2017	8,274	8,834	-6.3%
January 2018	13,290	13,890	-4.3%
February 2018	13,821	14,274	-3.2%
<b>March 2018</b>	<b>16,953</b>	<b>19,045</b>	<b>-11.0%</b>
12-Month Avg	16,594	16,814	-1.3%

## Historical New Listings by Month

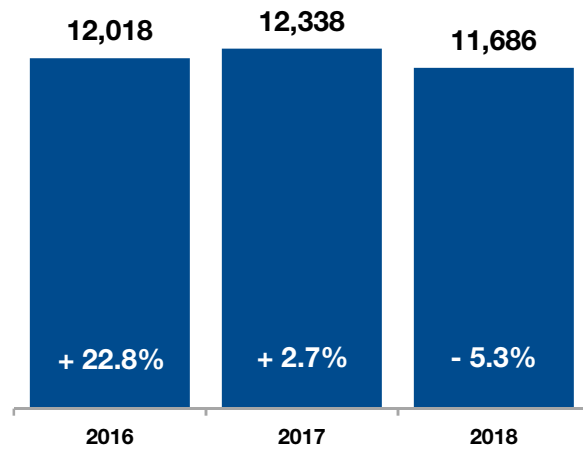


# Pending Sales

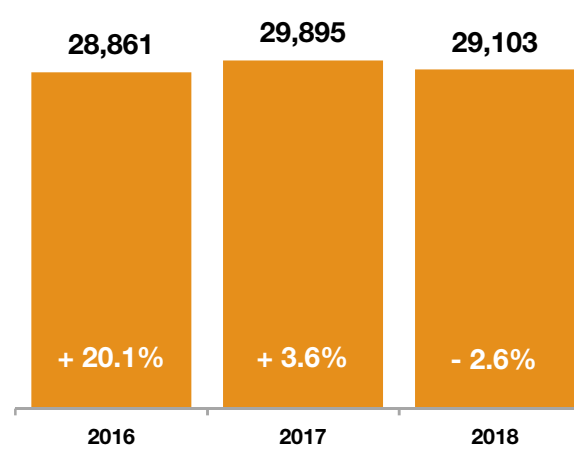
A count of the properties on which offers have been accepted in a given month.



## March

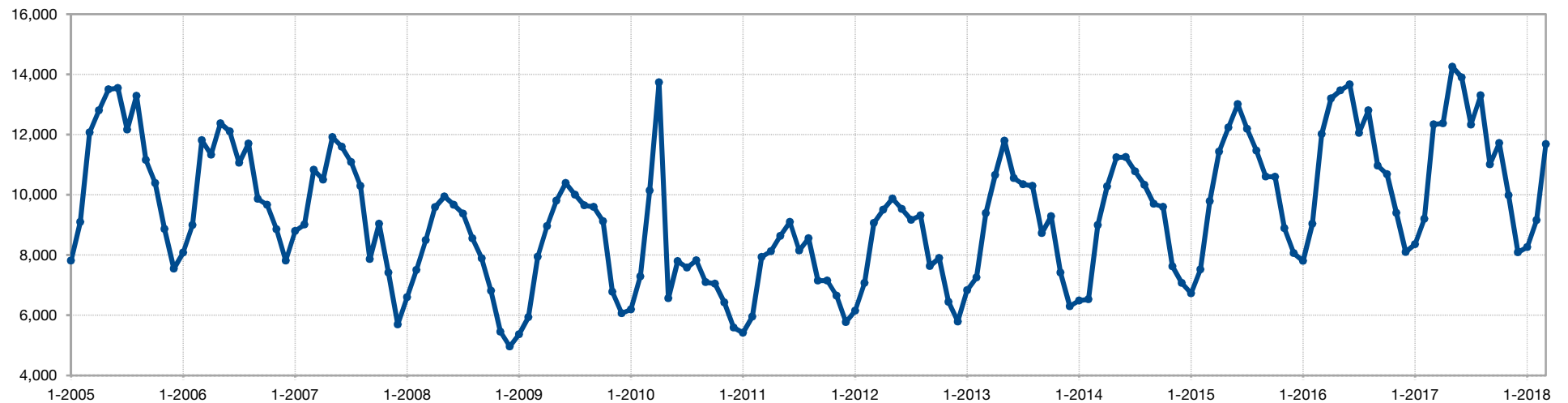


## Year to Date



	Pending Sales	Prior Year	Percent Change
April 2017	12,370	13,197	-6.3%
May 2017	14,253	13,463	+5.9%
June 2017	13,895	13,662	+1.7%
July 2017	12,331	12,058	+2.3%
August 2017	13,305	12,807	+3.9%
September 2017	11,011	10,964	+0.4%
October 2017	11,720	10,687	+9.7%
November 2017	9,988	9,398	+6.3%
December 2017	8,087	8,099	-0.1%
January 2018	8,261	8,359	-1.2%
February 2018	9,156	9,198	-0.5%
<b>March 2018</b>	<b>11,686</b>	<b>12,338</b>	<b>-5.3%</b>
12-Month Avg	11,339	11,186	+1.4%

## Historical Pending Sales by Month

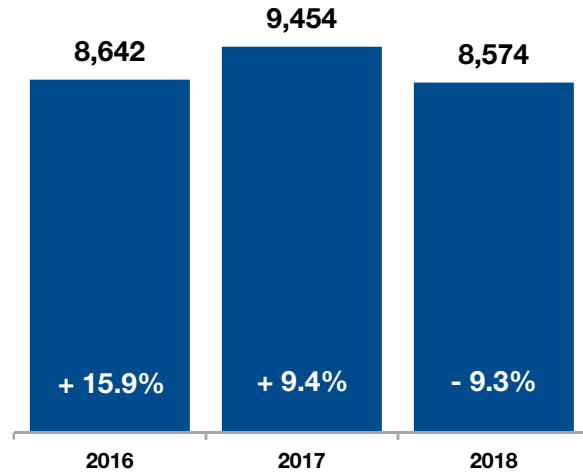


# Closed Sales

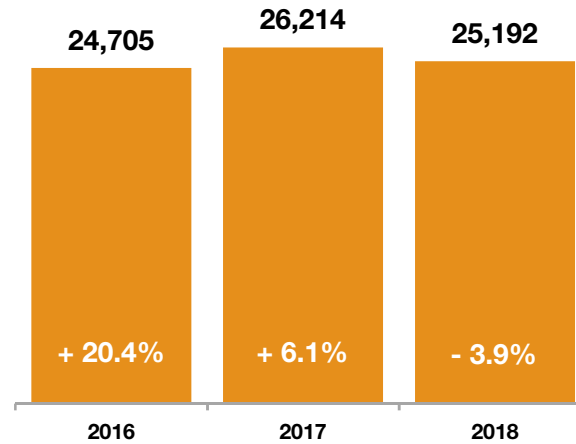
A count of the actual sales that closed in a given month.



## March



## Year to Date



	Closed Sales	Prior Year	Percent Change
April 2017	8,870	8,949	-0.9%
May 2017	11,316	10,237	+10.5%
June 2017	13,572	12,962	+4.7%
July 2017	12,491	12,467	+0.2%
August 2017	14,982	14,642	+2.3%
September 2017	11,990	12,583	-4.7%
October 2017	12,681	11,744	+8.0%
November 2017	11,262	10,997	+2.4%
December 2017	11,511	11,679	-1.4%
January 2018	8,999	8,940	+0.7%
February 2018	7,619	7,820	-2.6%
<b>March 2018</b>	<b>8,574</b>	<b>9,454</b>	<b>-9.3%</b>
12-Month Avg	11,156	11,040	+1.1%

## Historical Closed Sales by Month



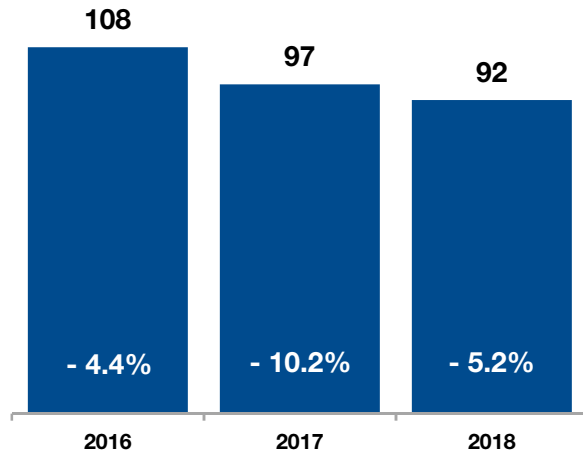
# Days on Market

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

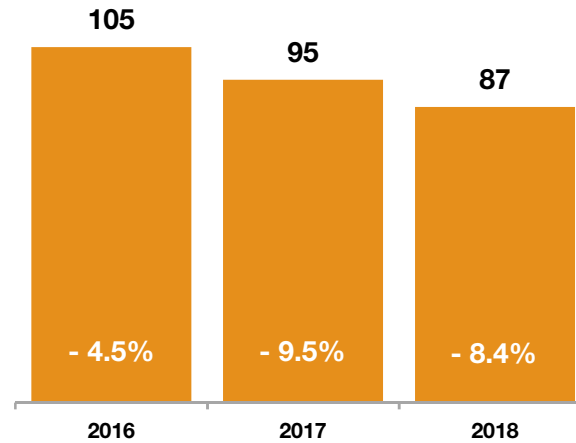


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## March



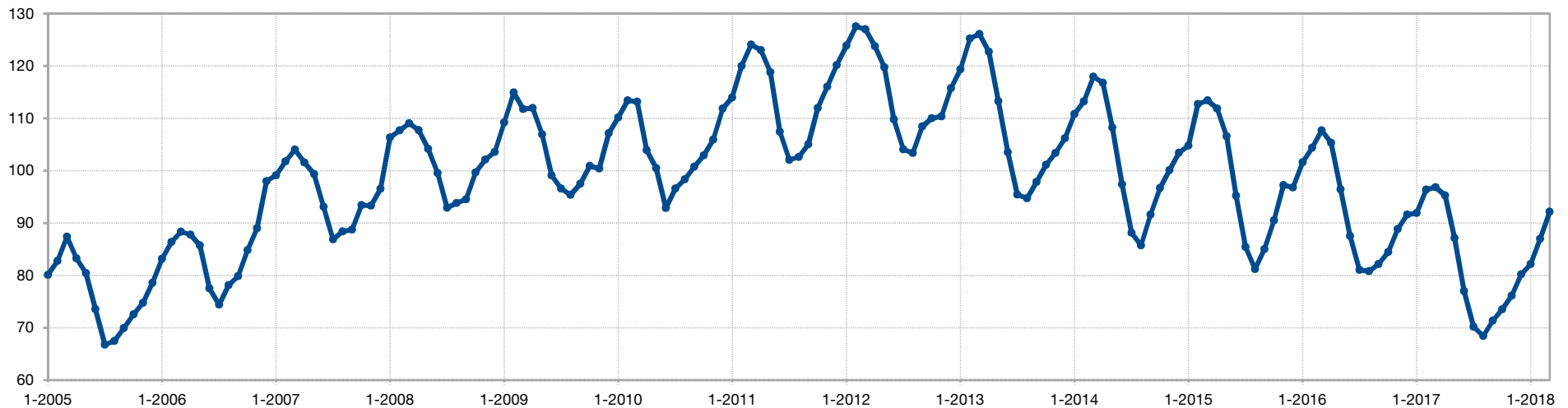
## Year to Date



Days on Market		Prior Year	Percent Change
April 2017	95	105	-9.5%
May 2017	87	96	-9.4%
June 2017	77	88	-12.5%
July 2017	70	81	-13.6%
August 2017	68	81	-16.0%
September 2017	71	82	-13.4%
October 2017	73	84	-13.1%
November 2017	76	89	-14.6%
December 2017	80	92	-13.0%
January 2018	82	92	-10.9%
February 2018	87	96	-9.4%
<b>March 2018</b>	<b>92</b>	<b>97</b>	<b>-5.2%</b>
12-Month Avg*	79	89	-11.2%

\* Average Days on Market of all properties from April 2017 through March 2018. This is not the average of the individual figures above.

## Historical Days on Market by Month

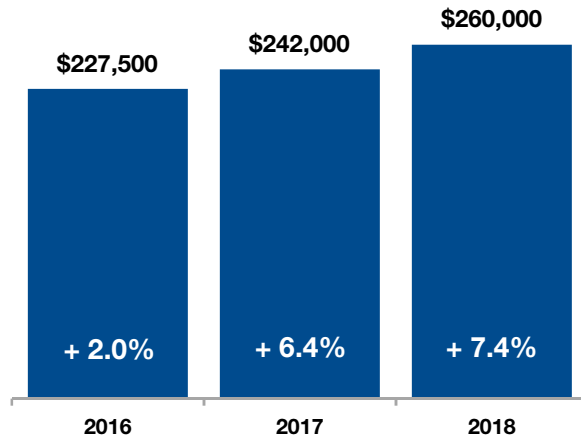


# Median Sales Price

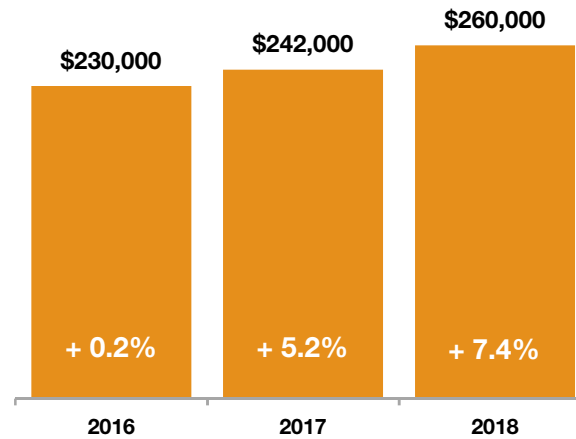
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## March



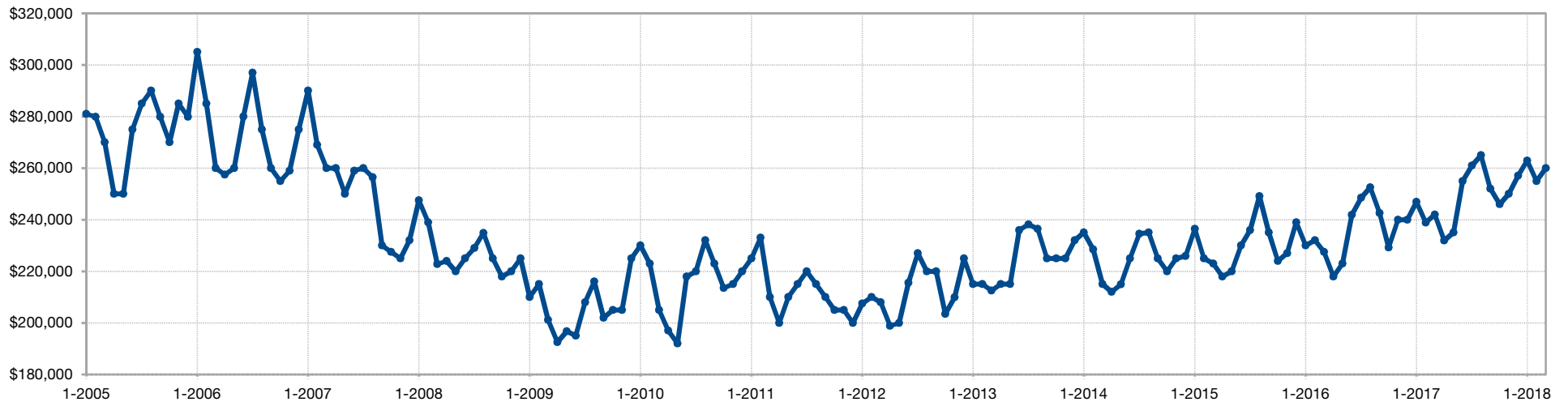
## Year to Date



Month	Median Sales Price	Prior Year	Percent Change
April 2017	\$231,900	\$218,000	+6.4%
May 2017	\$235,000	\$223,000	+5.4%
June 2017	\$255,000	\$241,900	+5.4%
July 2017	\$261,000	\$248,500	+5.0%
August 2017	\$265,000	\$252,500	+5.0%
September 2017	\$252,000	\$242,610	+3.9%
October 2017	\$246,000	\$229,250	+7.3%
November 2017	\$250,000	\$239,945	+4.2%
December 2017	\$257,061	\$240,000	+7.1%
January 2018	\$262,870	\$246,915	+6.5%
February 2018	\$255,000	\$238,900	+6.7%
<b>March 2018</b>	<b>\$260,000</b>	<b>\$242,000</b>	<b>+7.4%</b>
12-Month Med*	\$252,000	\$239,900	+5.0%

\* Median Sales Price of all properties from April 2017 through March 2018. This is not the average of the individual figures above.

## Historical Median Sales Price by Month

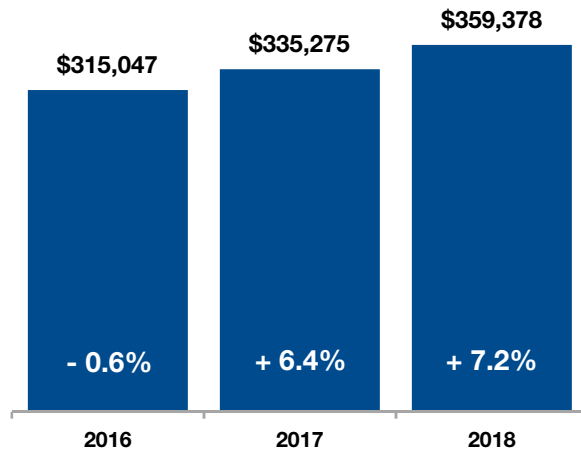


# Average Sales Price

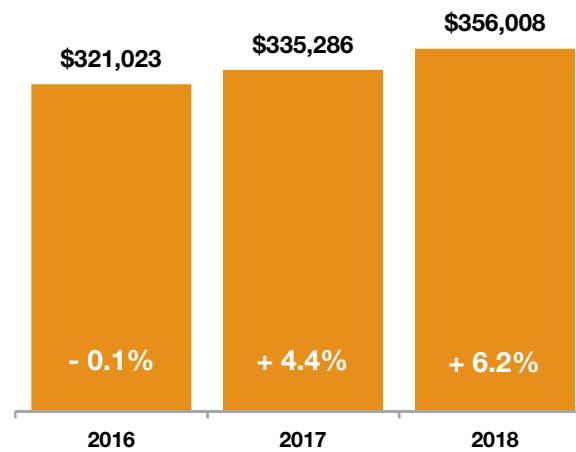
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## March



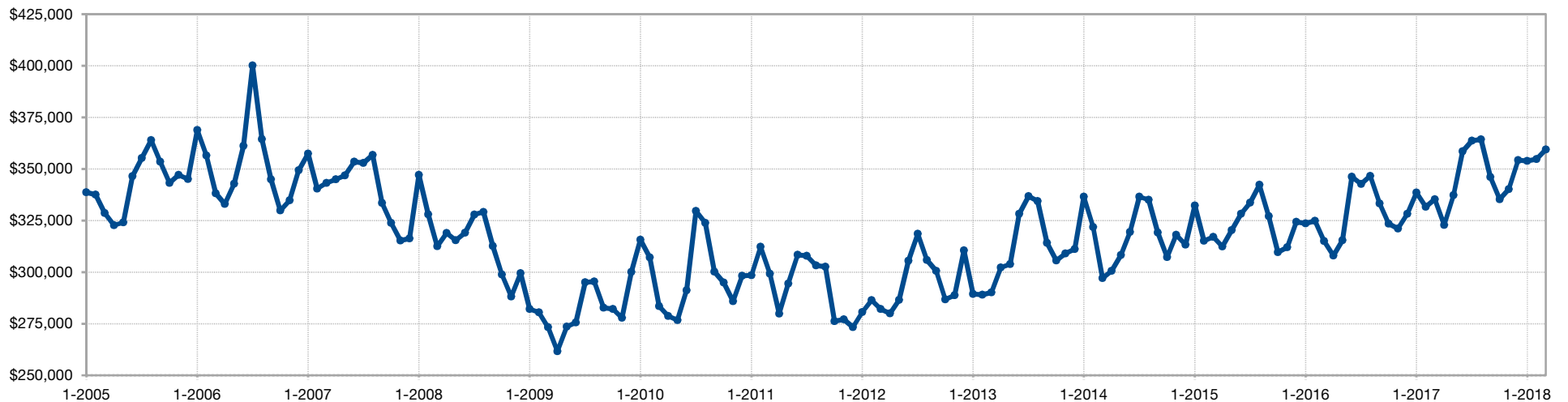
## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
April 2017	\$322,875	\$308,005	+4.8%
May 2017	\$337,228	\$315,396	+6.9%
June 2017	\$358,550	\$346,207	+3.6%
July 2017	\$363,658	\$342,650	+6.1%
August 2017	\$364,279	\$346,627	+5.1%
September 2017	\$346,075	\$333,265	+3.8%
October 2017	\$335,254	\$323,454	+3.6%
November 2017	\$340,218	\$321,094	+6.0%
December 2017	\$354,243	\$328,257	+7.9%
January 2018	\$353,901	\$338,520	+4.5%
February 2018	\$354,707	\$331,602	+7.0%
<b>March 2018</b>	<b>\$359,378</b>	<b>\$335,275</b>	<b>+7.2%</b>
12-Month Avg*	\$349,790	\$331,884	+5.4%

\* Avg. Sales Price of all properties from April 2017 through March 2018. This is not the average of the individual figures above.

## Historical Average Sales Price by Month

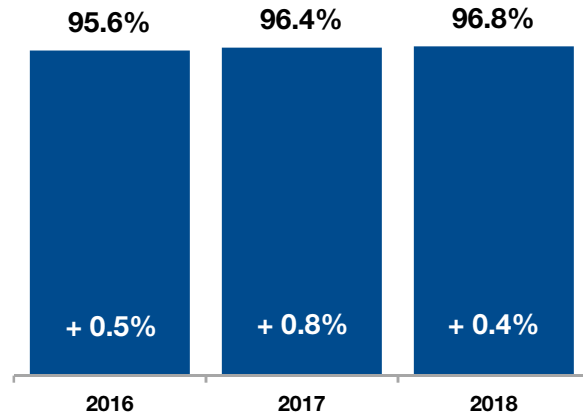




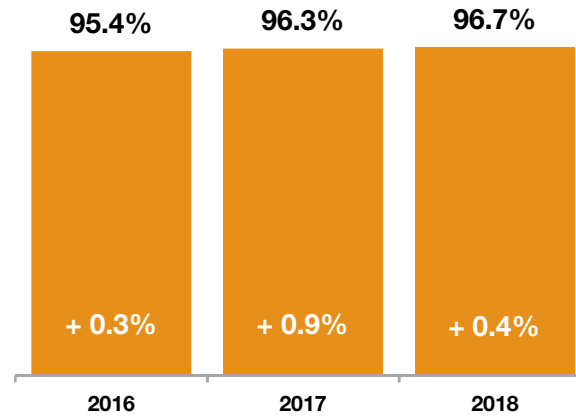
# Percent of List Price Received

Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## March



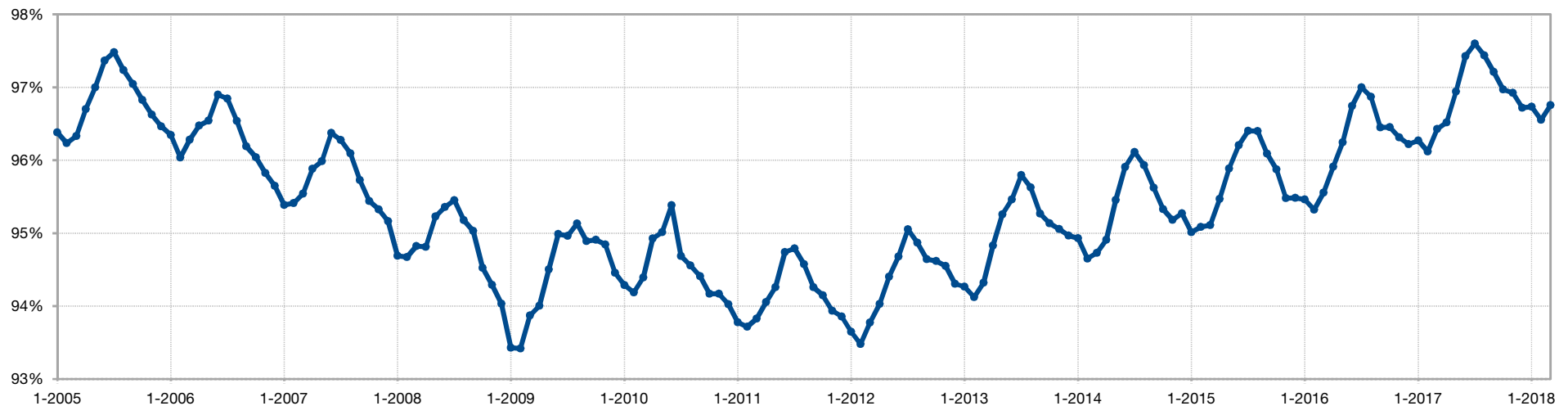
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
April 2017	96.5%	95.9%	+0.6%
May 2017	96.9%	96.2%	+0.7%
June 2017	97.4%	96.7%	+0.7%
July 2017	97.6%	97.0%	+0.6%
August 2017	97.4%	96.9%	+0.5%
September 2017	97.2%	96.4%	+0.8%
October 2017	97.0%	96.5%	+0.5%
November 2017	96.9%	96.3%	+0.6%
December 2017	96.7%	96.2%	+0.5%
January 2018	96.7%	96.3%	+0.4%
February 2018	96.6%	96.1%	+0.5%
<b>March 2018</b>	<b>96.8%</b>	<b>96.4%</b>	<b>+0.4%</b>
12-Month Avg*	97.0%	96.5%	+0.5%

\* Average Pct. of List Price Received for all properties from April 2017 through March 2018. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

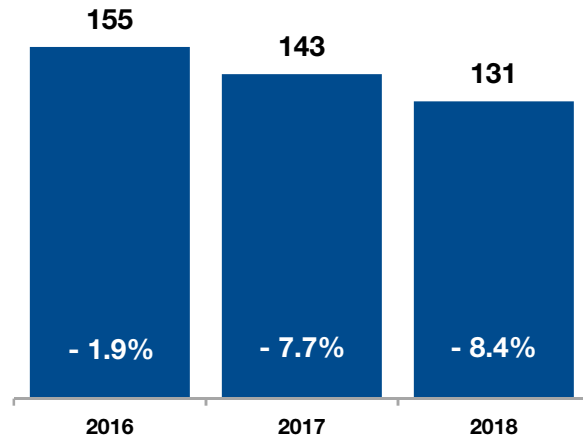


# Housing Affordability Index

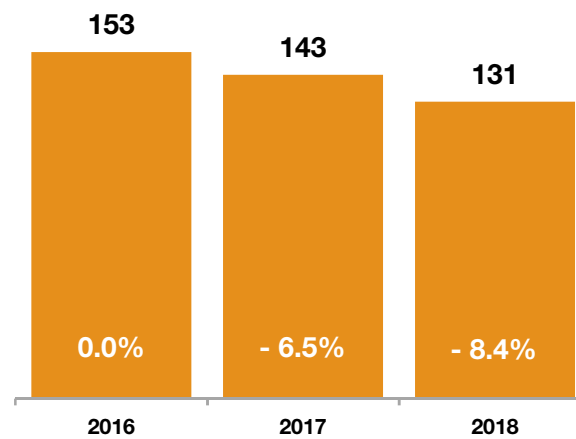
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## March

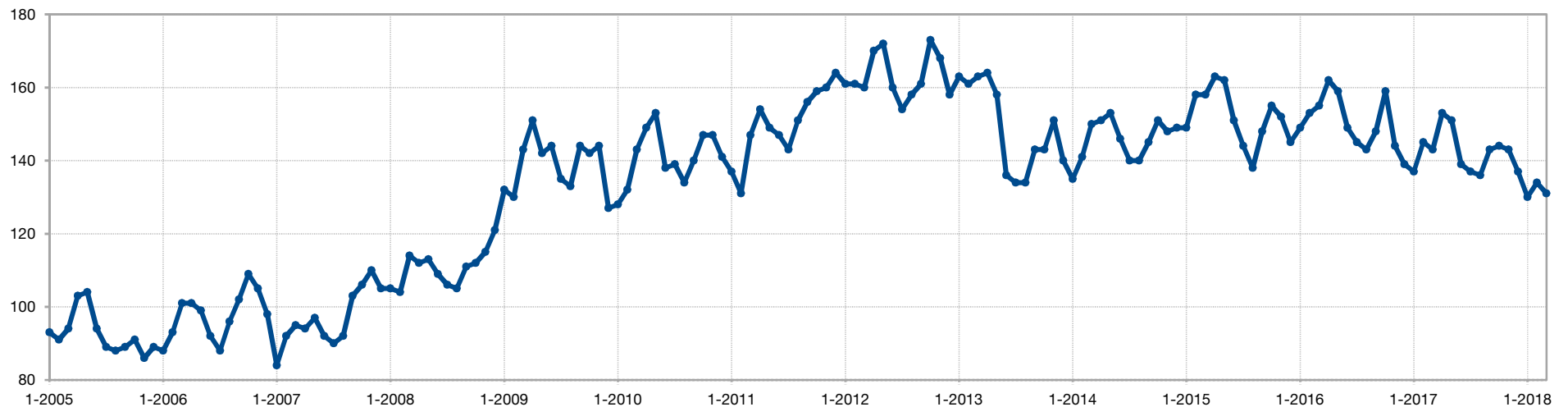


## Year to Date



	Affordability Index	Prior Year	Percent Change
April 2017	153	162	-5.6%
May 2017	151	159	-5.0%
June 2017	139	149	-6.7%
July 2017	137	145	-5.5%
August 2017	136	143	-4.9%
September 2017	143	148	-3.4%
October 2017	144	159	-9.4%
November 2017	143	144	-0.7%
December 2017	137	139	-1.4%
January 2018	130	137	-5.1%
February 2018	134	145	-7.6%
<b>March 2018</b>	<b>131</b>	<b>143</b>	<b>-8.4%</b>
12-Month Avg	140	148	-5.4%

## Historical Housing Affordability Index by Month



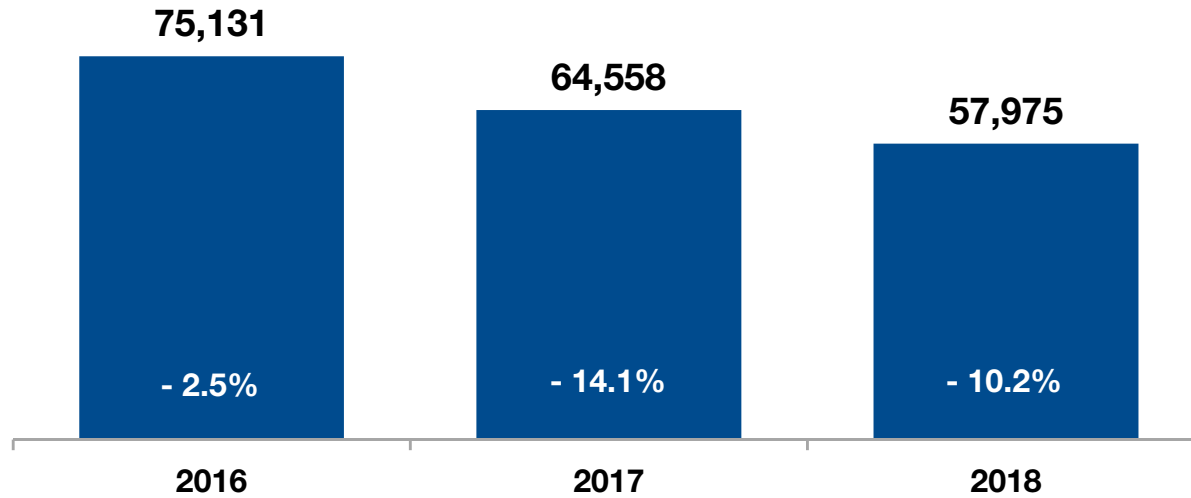
# Inventory of Homes for Sale

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



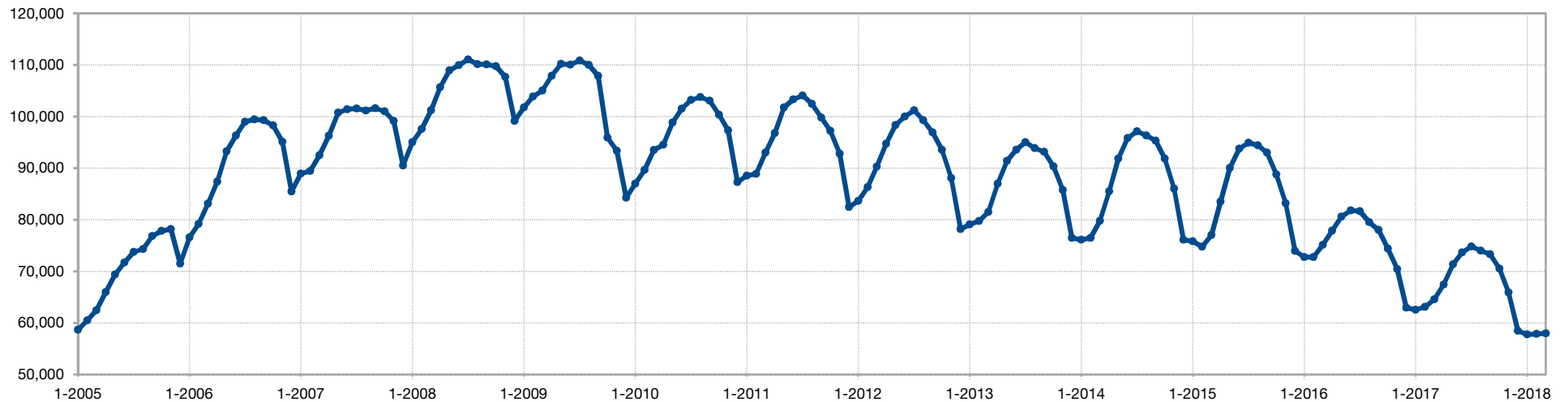
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## March



Homes for Sale		Prior Year	Percent Change
April 2017	67,434	77,866	-13.4%
May 2017	71,345	80,608	-11.5%
June 2017	73,654	81,780	-9.9%
July 2017	74,827	81,637	-8.3%
August 2017	73,992	79,533	-7.0%
September 2017	73,286	78,026	-6.1%
October 2017	70,515	74,382	-5.2%
November 2017	65,908	70,449	-6.4%
December 2017	58,450	62,937	-7.1%
January 2018	57,739	62,549	-7.7%
February 2018	57,843	63,118	-8.4%
<b>March 2018</b>	<b>57,975</b>	<b>64,558</b>	<b>-10.2%</b>
12-Month Avg	66,914	73,120	-8.5%

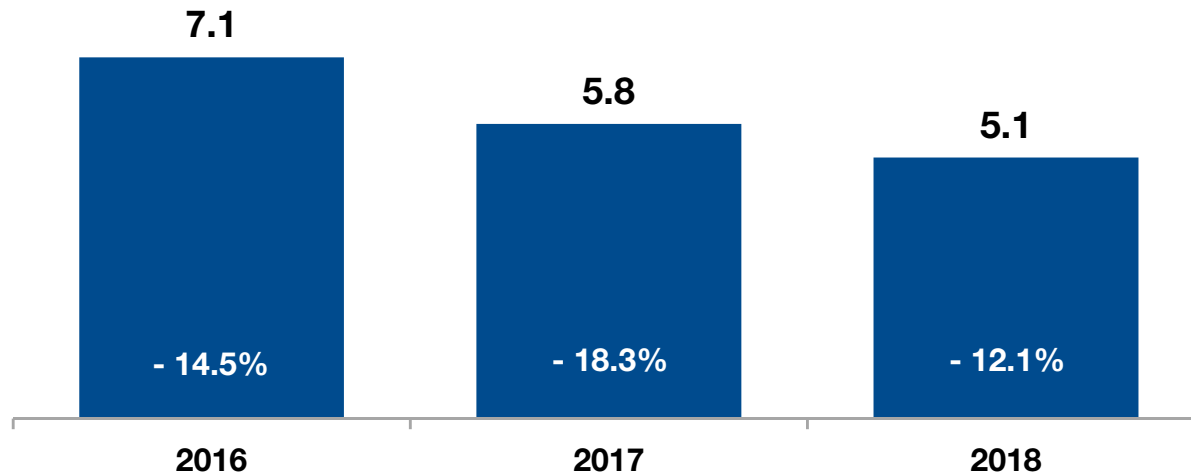
## Historical Inventory of Homes for Sale by Month



# Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

## March



Months Supply	Prior Year	Percent Change	
April 2017	6.1	7.2	-15.3%
May 2017	6.4	7.4	-13.5%
June 2017	6.6	7.5	-12.0%
July 2017	6.7	7.5	-10.7%
August 2017	6.6	7.2	-8.3%
September 2017	6.5	7.1	-8.5%
October 2017	6.2	6.7	-7.5%
November 2017	5.8	6.3	-7.9%
December 2017	5.1	5.7	-10.5%
January 2018	5.1	5.6	-8.9%
February 2018	5.1	5.7	-10.5%
<b>March 2018</b>	<b>5.1</b>	<b>5.8</b>	<b>-12.1%</b>
12-Month Avg	5.9	6.6	-10.6%

## Historical Months Supply of Inventory by Month



# Activity by County

Key metrics by report month for the counties in the state of New York.



New York State Association of REALTORS®, Inc.

	New Listings			Closed Sales			Median Sales Price			Homes for Sale			Months Supply		
	3-2017	3-2018	+ / -	3-2017	3-2018	+ / -	3-2017	3-2018	+ / -	3-2017	3-2018	+ / -	3-2017	3-2018	+ / -
<b>Albany*</b> (1)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
<b>Allegany</b>	96	93	-3.1%	26	24	-7.7%	\$45,000	\$83,500	+85.6%	251	224	-10.8%	9.0	6.9	-23.3%
<b>Bronx</b>	202	190	-5.9%	130	110	-15.4%	\$315,000	\$339,500	+7.8%	751	600	-20.1%	6.5	4.5	-30.8%
<b>Broome</b>	225	205	-8.9%	128	104	-18.8%	\$91,500	\$103,608	+13.2%	809	615	-24.0%	6.0	4.3	-28.3%
<b>Cattaraugus</b>	128	83	-35.2%	54	44	-18.5%	\$79,500	\$71,250	-10.4%	588	492	-16.3%	9.4	8.7	-7.4%
<b>Cayuga</b>	86	81	-5.8%	39	28	-28.2%	\$110,000	\$120,000	+9.1%	288	280	-2.8%	5.2	5.4	+3.8%
<b>Chautauqua</b>	175	134	-23.4%	57	51	-10.5%	\$78,500	\$76,000	-3.2%	760	578	-23.9%	7.7	6.0	-22.1%
<b>Chemung</b>	110	110	0.0%	44	67	+52.3%	\$87,165	\$99,350	+14.0%	380	294	-22.6%	6.3	4.0	-36.5%
<b>Chenango</b>	69	59	-14.5%	36	29	-19.4%	\$95,845	\$105,319	+9.9%	418	349	-16.5%	11.5	9.5	-17.4%
<b>Clinton</b>	67	72	+7.5%	36	37	+2.8%	\$108,350	\$122,000	+12.6%	286	231	-19.2%	5.7	4.4	-22.8%
<b>Columbia</b>	133	104	-21.8%	50	63	+26.0%	\$289,500	\$246,212	-15.0%	808	605	-25.1%	12.8	8.5	-33.6%
<b>Cortland</b>	49	57	+16.3%	26	23	-11.5%	\$119,530	\$120,000	+0.4%	199	200	+0.5%	5.5	6.1	+10.9%
<b>Delaware</b>	93	81	-12.9%	44	38	-13.6%	\$135,500	\$170,000	+25.5%	750	659	-12.1%	14.4	12.9	-10.4%
<b>Dutchess</b>	506	401	-20.8%	218	233	+6.9%	\$240,000	\$250,000	+4.2%	1,773	1,357	-23.5%	6.4	4.7	-26.6%
<b>Erie</b>	998	917	-8.1%	569	445	-21.8%	\$137,650	\$149,900	+8.9%	1,450	1,144	-21.1%	2.0	1.6	-20.0%
<b>Essex</b>	59	68	+15.3%	41	41	0.0%	\$179,500	\$111,000	-38.2%	703	598	-14.9%	16.4	12.8	-22.0%
<b>Franklin</b>	33	37	+12.1%	13	20	+53.8%	\$77,550	\$86,520	+11.6%	403	334	-17.1%	13.6	11.7	-14.0%
<b>Fulton</b>	59	59	0.0%	36	32	-11.1%	\$94,420	\$90,000	-4.7%	321	273	-15.0%	7.1	6.0	-15.5%
<b>Genesee</b>	61	30	-50.8%	28	32	+14.3%	\$102,401	\$106,500	+4.0%	109	84	-22.9%	2.7	2.4	-11.1%
<b>Greene</b>	127	119	-6.3%	37	63	+70.3%	\$164,300	\$176,000	+7.1%	918	701	-23.6%	15.4	9.5	-38.3%
<b>Hamilton</b>	10	11	+10.0%	6	6	0.0%	\$125,500	\$120,000	-4.4%	120	119	-0.8%	14.8	14.6	-1.4%
<b>Herkimer</b>	56	52	-7.1%	41	28	-31.7%	\$81,550	\$107,500	+31.8%	511	519	+1.6%	12.0	12.4	+3.3%

# Activity by County (continued)

Key metrics by report month for the counties in the state of New York.



New York State Association of REALTORS®, Inc.

	New Listings			Closed Sales			Median Sales Price			Homes for Sale			Months Supply		
	3-2017	3-2018	+ / -	3-2017	3-2018	+ / -	3-2017	3-2018	+ / -	3-2017	3-2018	+ / -	3-2017	3-2018	+ / -
<b>Jefferson</b>	190	179	-5.8%	72	69	-4.2%	\$131,000	\$107,614	-17.9%	836	786	-6.0%	9.0	8.5	-5.6%
<b>Kings</b>	310	303	-2.3%	147	147	0.0%	\$519,000	\$590,000	+13.7%	1,206	1,225	+1.6%	7.6	7.0	-7.9%
<b>Lewis</b>	38	24	-36.8%	12	18	+50.0%	\$74,415	\$132,000	+77.4%	199	163	-18.1%	10.5	8.8	-16.2%
<b>Livingston</b>	61	81	+32.8%	30	31	+3.3%	\$125,950	\$104,478	-17.0%	171	159	-7.0%	3.5	3.5	0.0%
<b>Madison</b>	80	64	-20.0%	40	37	-7.5%	\$115,500	\$138,000	+19.5%	305	296	-3.0%	5.2	5.7	+9.6%
<b>Monroe</b>	1,100	1,035	-5.9%	588	463	-21.3%	\$130,500	\$135,000	+3.4%	1,374	1,079	-21.5%	1.8	1.5	-16.7%
<b>Montgomery*</b> (1)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
<b>Nassau</b>	2,010	1,761	-12.4%	993	898	-9.6%	\$468,500	\$505,000	+7.8%	6,418	6,525	+1.7%	5.8	5.9	+1.7%
<b>New York†</b>	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
<b>Niagara</b>	246	189	-23.2%	136	127	-6.6%	\$85,000	\$117,000	+37.6%	481	302	-37.2%	2.7	1.7	-37.0%
<b>Oneida</b>	244	197	-19.3%	136	111	-18.4%	\$112,360	\$128,547	+14.4%	1,566	1,650	+5.4%	8.9	9.8	+10.1%
<b>Onondaga</b>	674	591	-12.3%	359	279	-22.3%	\$129,125	\$130,900	+1.4%	1,283	1,210	-5.7%	2.8	2.8	0.0%
<b>Ontario</b>	192	181	-5.7%	95	89	-6.3%	\$145,000	\$148,500	+2.4%	394	374	-5.1%	3.7	3.5	-5.4%
<b>Orange*</b> (2)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
<b>Orleans</b>	40	47	+17.5%	16	21	+31.3%	\$85,417	\$123,500	+44.6%	117	110	-6.0%	3.5	3.4	-2.9%
<b>Oswego</b>	152	116	-23.7%	77	74	-3.9%	\$70,000	\$90,300	+29.0%	510	402	-21.2%	5.3	4.2	-20.8%
<b>Otsego</b>	91	67	-26.4%	23	23	0.0%	\$115,000	\$129,500	+12.6%	575	460	-20.0%	12.6	10.2	-19.0%
<b>Putnam*</b> (2)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
<b>Queens</b>	1,440	1,318	-8.5%	693	623	-10.1%	\$490,000	\$535,000	+9.2%	5,226	5,574	+6.7%	6.8	7.3	+7.4%
<b>Rensselaer*</b> (1)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
<b>Richmond</b>	541	535	-1.1%	350	305	-12.9%	\$499,000	\$542,500	+8.7%	1,426	1,412	-1.0%	4.0	4.0	0.0%
<b>Rockland*</b> (2)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

# Activity by County (continued)

Key metrics by report month for the counties in the state of New York.



New York State Association of REALTORS®, Inc.

	New Listings			Closed Sales			Median Sales Price			Homes for Sale			Months Supply		
	3-2017	3-2018	+ / -	3-2017	3-2018	+ / -	3-2017	3-2018	+ / -	3-2017	3-2018	+ / -	3-2017	3-2018	+ / -
<b>St Lawrence</b>	123	126	<b>+2.4%</b>	60	40	<b>-33.3%</b>	\$67,450	\$60,751	<b>-9.9%</b>	937	706	<b>-24.7%</b>	14.0	10.5	<b>-25.0%</b>
<b>Saratoga*</b> (1)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
<b>Schenectady*</b> (1)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
<b>Schoharie*</b> (1)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
<b>Schuyler</b>	18	22	<b>+22.2%</b>	17	3	<b>-82.4%</b>	\$145,500	\$150,000	<b>+3.1%</b>	104	79	<b>-24.0%</b>	6.9	5.2	<b>-24.6%</b>
<b>Seneca</b>	40	30	<b>-25.0%</b>	16	19	<b>+18.8%</b>	\$113,750	\$147,000	<b>+29.2%</b>	107	104	<b>-2.8%</b>	4.0	4.0	<b>0.0%</b>
<b>Steuben</b>	120	115	<b>-4.2%</b>	65	60	<b>-7.7%</b>	\$111,000	\$119,000	<b>+7.2%</b>	430	368	<b>-14.4%</b>	5.6	5.0	<b>-10.7%</b>
<b>Suffolk</b>	2,575	2,212	<b>-14.1%</b>	1,201	1,107	<b>-7.8%</b>	\$330,000	\$352,000	<b>+6.7%</b>	9,705	9,141	<b>-5.8%</b>	7.0	6.3	<b>-10.0%</b>
<b>Sullivan</b>	164	136	<b>-17.1%</b>	65	80	<b>+23.1%</b>	\$98,000	\$112,650	<b>+14.9%</b>	1,109	912	<b>-17.8%</b>	13.0	9.8	<b>-24.6%</b>
<b>Tioga</b>	46	54	<b>+17.4%</b>	11	30	<b>+172.7%</b>	\$80,000	\$140,450	<b>+75.6%</b>	187	157	<b>-16.0%</b>	7.1	5.1	<b>-28.2%</b>
<b>Tompkins</b>	148	121	<b>-18.2%</b>	32	44	<b>+37.5%</b>	\$204,250	\$218,000	<b>+6.7%</b>	286	223	<b>-22.0%</b>	4.7	3.5	<b>-25.5%</b>
<b>Ulster</b>	278	223	<b>-19.8%</b>	165	150	<b>-9.1%</b>	\$187,000	\$227,201	<b>+21.5%</b>	1,424	1,053	<b>-26.1%</b>	7.7	5.6	<b>-27.3%</b>
<b>Warren</b>	125	126	<b>+0.8%</b>	72	67	<b>-6.9%</b>	\$190,000	\$210,000	<b>+10.5%</b>	778	689	<b>-11.4%</b>	9.1	8.0	<b>-12.1%</b>
<b>Washington</b>	82	64	<b>-22.0%</b>	58	40	<b>-31.0%</b>	\$103,000	\$120,000	<b>+16.5%</b>	491	389	<b>-20.8%</b>	8.0	6.6	<b>-17.5%</b>
<b>Wayne</b>	125	126	<b>+0.8%</b>	79	48	<b>-39.2%</b>	\$103,000	\$118,500	<b>+15.0%</b>	268	237	<b>-11.6%</b>	3.1	2.9	<b>-6.5%</b>
<b>Westchester*</b> (2)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
<b>Wyoming</b>	30	39	<b>+30.0%</b>	11	16	<b>+45.5%</b>	\$98,000	\$76,500	<b>-21.9%</b>	114	96	<b>-15.8%</b>	4.5	3.6	<b>-20.0%</b>
<b>Yates</b>	28	41	<b>+46.4%</b>	13	15	<b>+15.4%</b>	\$195,000	\$150,000	<b>-23.1%</b>	107	101	<b>-5.6%</b>	5.3	4.5	<b>-15.1%</b>
<b>New York State</b>	19,045	16,953	<b>-11.0%</b>	9,454	8,574	<b>-9.3%</b>	\$242,000	\$260,000	<b>+7.4%</b>	64,558	57,975	<b>-10.2%</b>	5.8	5.1	<b>-12.1%</b>

† Data is included in the calculation of state totals. However, New York County data is incomplete and does not accurately represent activity.

\* Data is included in the calculation of the state totals. For this county's statistical data, contact the corresponding local board/association listed below:

(1) Greater Capital Association of REALTORS®, 451 New Karner Road, Albany, NY 12205, 518-464-0191

(2) Hudson Gateway Association of REALTORS®, One Maple Avenue, White Plains, NY 10605, 914-681-0833