

# Quarterly Indicators



## Q1-2018

Residential real estate activity in New York has been slow and steady in the first quarter of 2018. Pending and closed sales are lower than last year at this time, but anecdotal evidence indicates that buyer demand is present. Low inventory makes a sales increase difficult to achieve.

New Listings decreased 6.7 percent to 44,064. Pending Sales were down 2.6 percent to 29,103. Inventory levels shrank 10.2 percent to 57,975 units.

Prices continued to rise. The Median Sales Price increased 7.4 percent to \$260,000. Days on Market was down 8.4 percent to 87 days. Months Supply of Inventory was down 12.1 percent to 5.1 months.

The Fed raised its key short-term interest rate by .25 percent, citing concerns about inflation. At least two more rate increases are expected in 2018. Although borrowing will be more expensive for home equity loans, credit cards and adjustable rate mortgages, rising wages and a low 4.6 percent New York unemployment rate indicates that the state is poised to weather the rate increase.

## Activity Snapshot

**- 3.9%**      **+ 7.4%**      **- 10.2%**

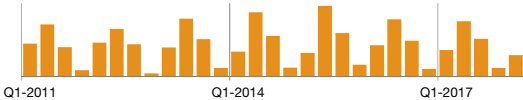
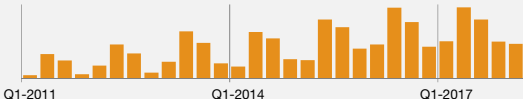



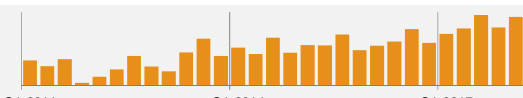

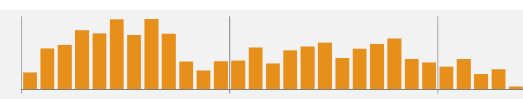

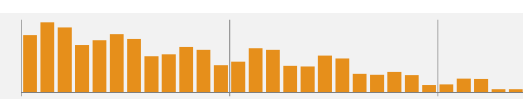
One-Year Change in **Closed Sales**      One-Year Change in **Median Sales Price**      One-Year Change in **Homes for Sale**

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

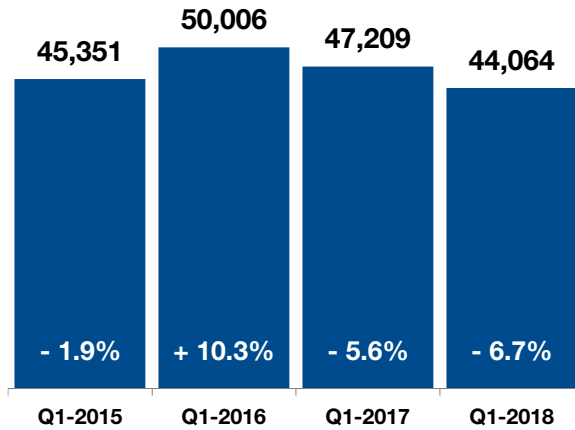
Key metrics by reported quarter and for year-to-date (YTD) starting from the first of the year.

| Key Metrics                        | Historical Sparkbars   | Q1-2017   | Q1-2018          | Percent Change | YTD 2017  | YTD 2018         | Percent Change |
|------------------------------------|--|-----------|------------------|----------------|-----------|------------------|----------------|
| <b>New Listings</b>                |    | 47,209    | <b>44,064</b>    | - 6.7%         | 47,209    | <b>44,064</b>    | - 6.7%         |
| <b>Pending Sales</b>               |    | 29,895    | <b>29,103</b>    | - 2.6%         | 29,895    | <b>29,103</b>    | - 2.6%         |
| <b>Closed Sales</b>                |    | 26,214    | <b>25,192</b>    | - 3.9%         | 26,214    | <b>25,192</b>    | - 3.9%         |
| <b>Days on Market</b>              |    | 95        | <b>87</b>        | - 8.4%         | 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>Average Sales Price</b>         |    | \$335,286 | <b>\$356,008</b> | + 6.2%         | \$335,286 | <b>\$356,008</b> | + 6.2%         |
| <b>Pct. of List Price Received</b> |  | 96.3%     | <b>96.7%</b>     | + 0.4%         | 96.3%     | <b>96.7%</b>     | + 0.4%         |
| <b>Housing Affordability Index</b> |  | 140       | <b>128</b>       | - 8.6%         | 140       | <b>128</b>       | - 8.6%         |
| <b>Inventory of Homes for Sale</b> |  | 64,558    | <b>57,975</b>    | - 10.2%        | --        | --               | --             |
| <b>Months Supply of Inventory</b>  |  | 5.8       | <b>5.1</b>       | - 12.1%        | --        | --               | --             |

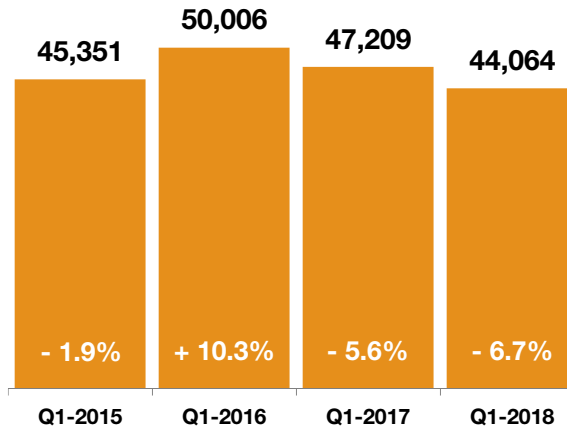
# New Listings

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

## First Quarter

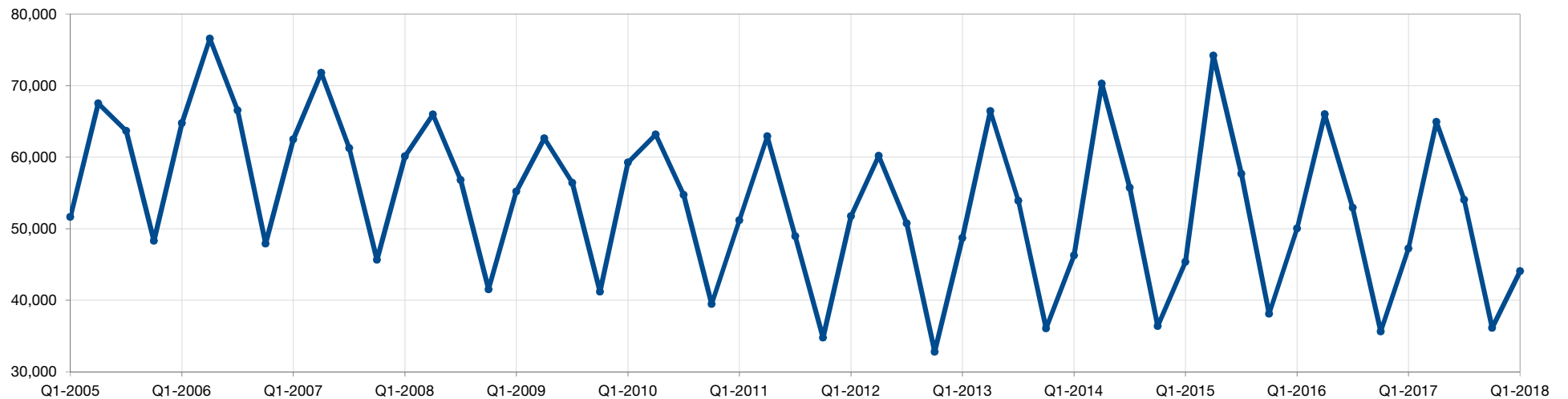


## Year to Date



|                | New Listings  | Percent Change |
|----------------|---------------|----------------|
| Q2-2015        | 74,196        | +5.6%          |
| Q3-2015        | 57,669        | +3.5%          |
| Q4-2015        | 38,104        | +4.8%          |
| Q1-2016        | 50,006        | +10.3%         |
| Q2-2016        | 66,017        | -11.0%         |
| Q3-2016        | 52,935        | -8.2%          |
| Q4-2016        | 35,602        | -6.6%          |
| Q1-2017        | 47,209        | -5.6%          |
| Q2-2017        | 64,920        | -1.7%          |
| Q3-2017        | 54,038        | +2.1%          |
| Q4-2017        | 36,104        | +1.4%          |
| <b>Q1-2018</b> | <b>44,064</b> | <b>-6.7%</b>   |

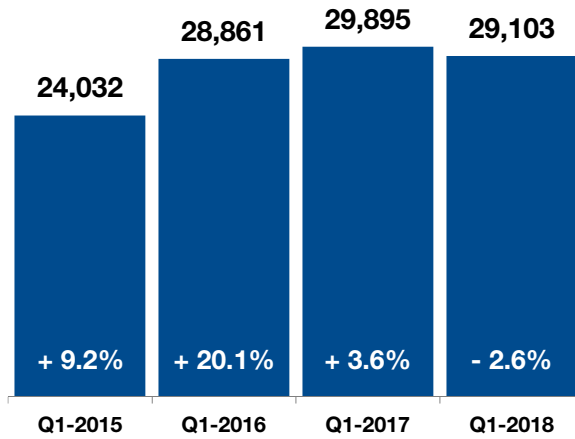
## Historical New Listings by Quarter



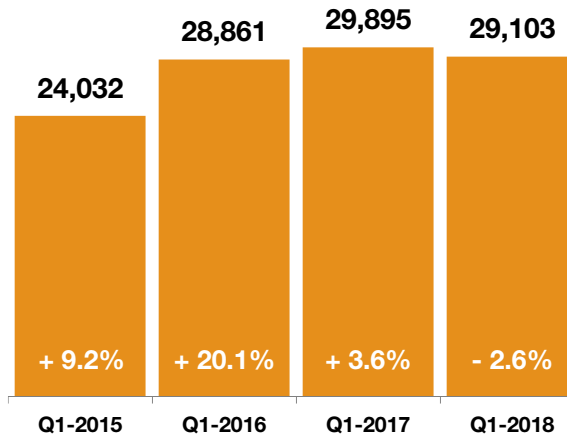
# Pending Sales

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

## First Quarter

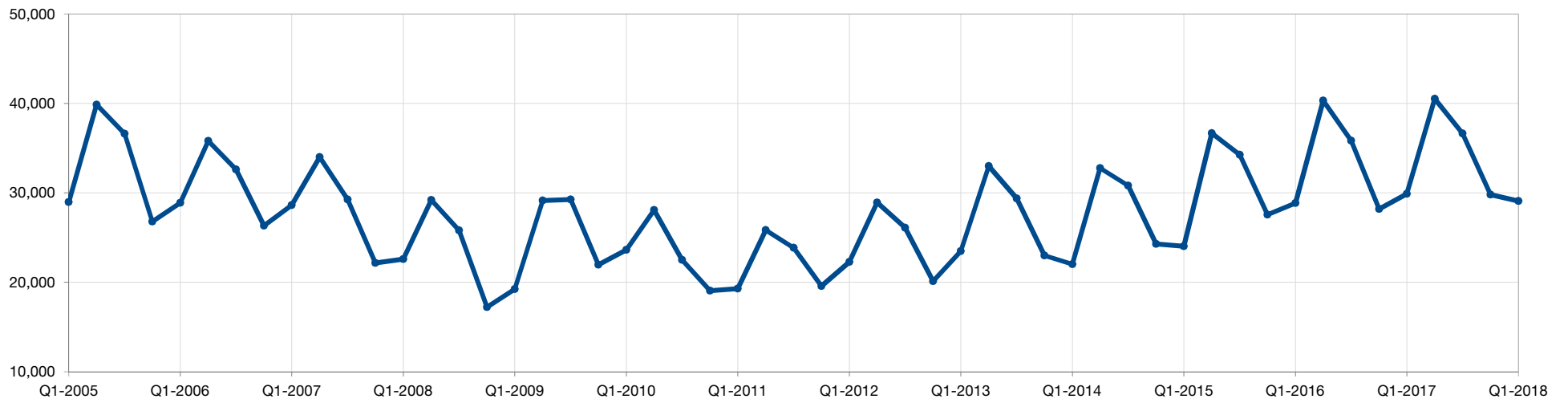


## Year to Date



|                | Pending Sales | Percent Change |
|----------------|---------------|----------------|
| Q2-2015        | 36,680        | +11.9%         |
| Q3-2015        | 34,265        | +11.2%         |
| Q4-2015        | 27,552        | +13.5%         |
| Q1-2016        | 28,861        | +20.1%         |
| Q2-2016        | 40,322        | +9.9%          |
| Q3-2016        | 35,829        | +4.6%          |
| Q4-2016        | 28,184        | +2.3%          |
| Q1-2017        | 29,895        | +3.6%          |
| Q2-2017        | 40,518        | +0.5%          |
| Q3-2017        | 36,647        | +2.3%          |
| Q4-2017        | 29,795        | +5.7%          |
| <b>Q1-2018</b> | <b>29,103</b> | <b>-2.6%</b>   |

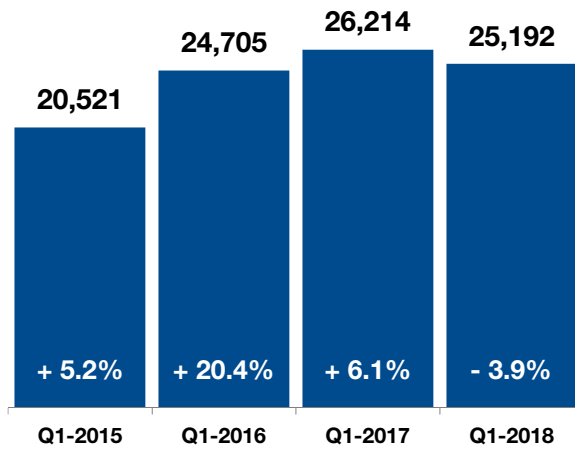
## Historical Pending Sales by Quarter



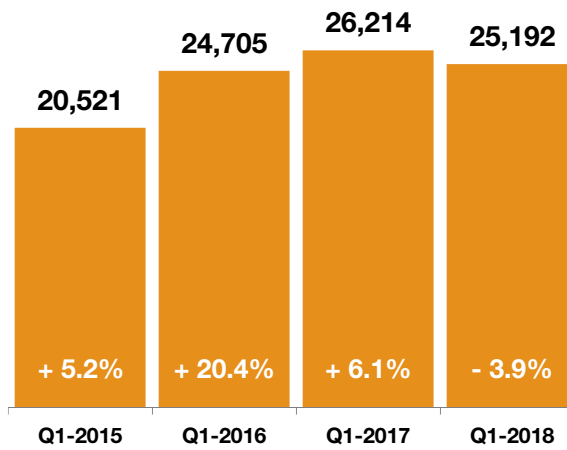
# Closed Sales

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

## First Quarter

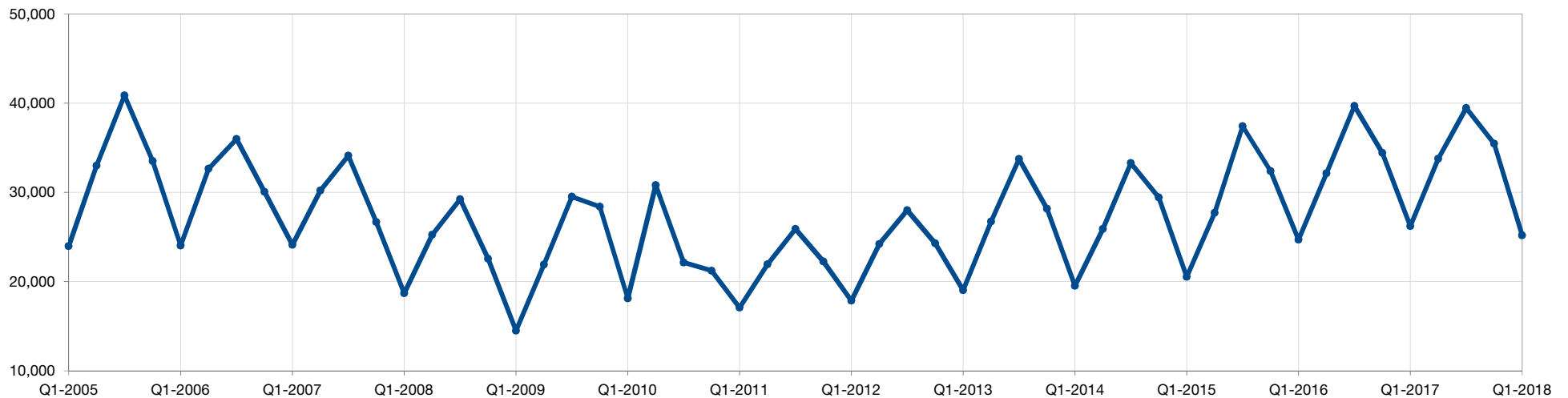


## Year to Date



|                | Closed Sales  | Percent Change |
|----------------|---------------|----------------|
| Q2-2015        | 27,698        | +6.9%          |
| Q3-2015        | 37,414        | +12.4%         |
| Q4-2015        | 32,387        | +10.0%         |
| Q1-2016        | 24,705        | +20.4%         |
| Q2-2016        | 32,148        | +16.1%         |
| Q3-2016        | 39,692        | +6.1%          |
| Q4-2016        | 34,420        | +6.3%          |
| Q1-2017        | 26,214        | +6.1%          |
| Q2-2017        | 33,758        | +5.0%          |
| Q3-2017        | 39,463        | -0.6%          |
| Q4-2017        | 35,454        | +3.0%          |
| <b>Q1-2018</b> | <b>25,192</b> | <b>-3.9%</b>   |

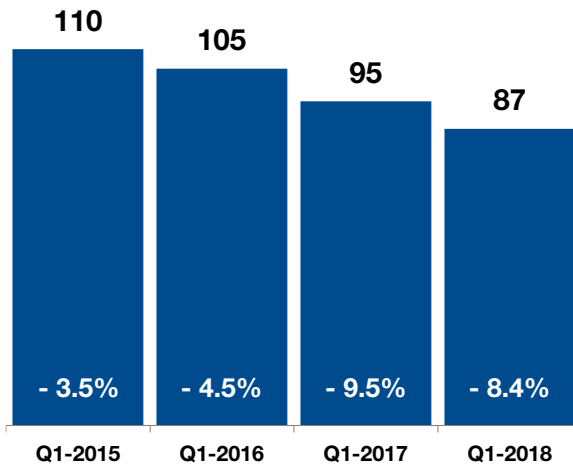
## Historical Closed Sales by Quarter



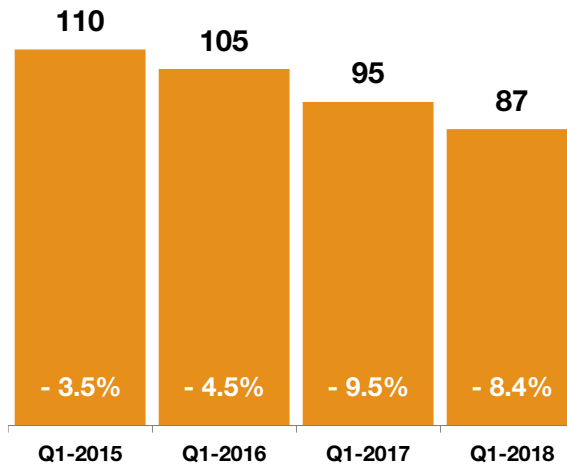
# Days on Market

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

## First Quarter

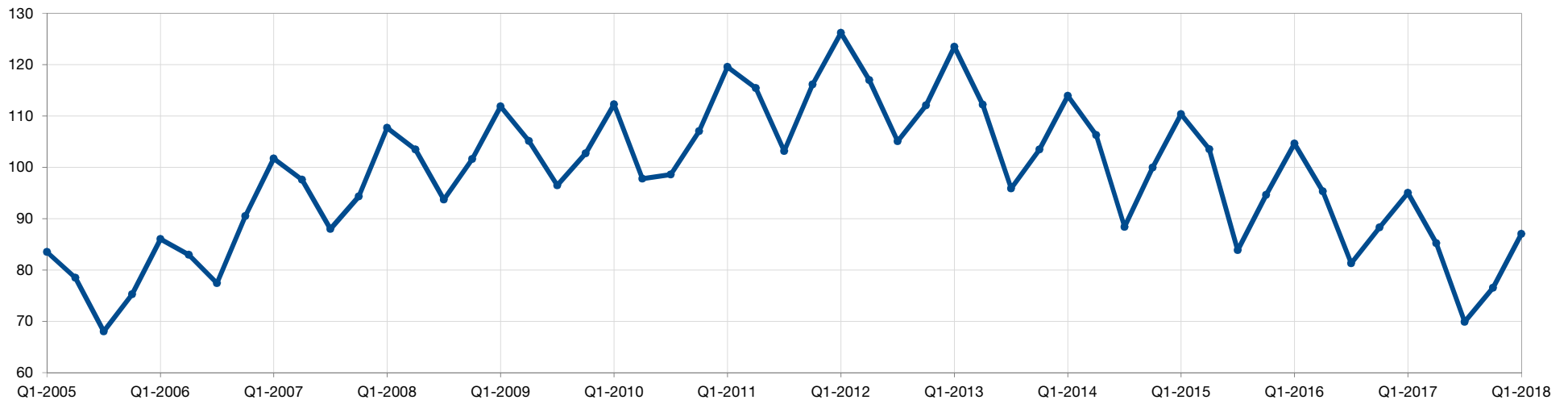


## Year to Date



|                | Days on Market | Percent Change |
|----------------|----------------|----------------|
| Q2-2015        | 103            | -2.8%          |
| Q3-2015        | 84             | -4.5%          |
| Q4-2015        | 95             | -5.0%          |
| Q1-2016        | 105            | -4.5%          |
| Q2-2016        | 95             | -7.8%          |
| Q3-2016        | 81             | -3.6%          |
| Q4-2016        | 88             | -7.4%          |
| Q1-2017        | 95             | -9.5%          |
| Q2-2017        | 85             | -10.5%         |
| Q3-2017        | 70             | -13.6%         |
| Q4-2017        | 76             | -13.6%         |
| <b>Q1-2018</b> | <b>87</b>      | <b>-8.4%</b>   |

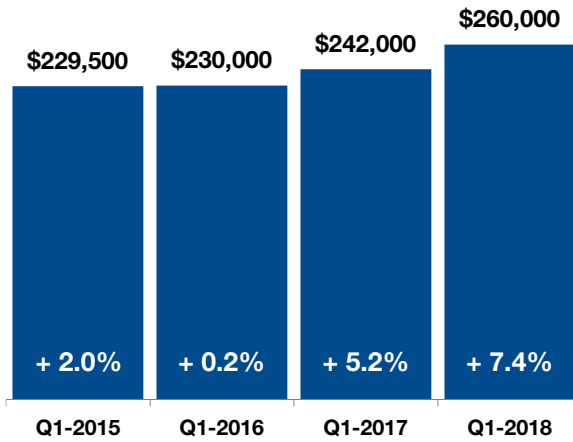
## Historical Days on Market by Quarter



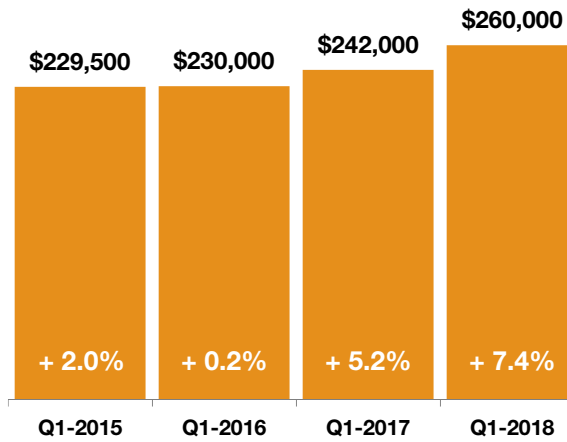
# Median Sales Price

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

## First Quarter

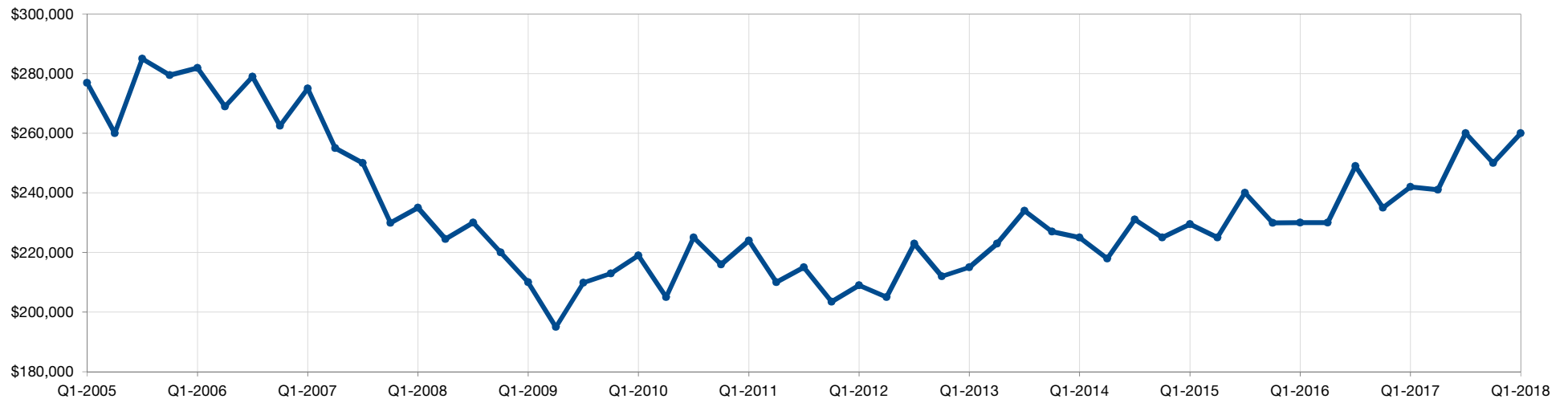


## Year to Date



|                | Median Sales Price | Percent Change |
|----------------|--------------------|----------------|
| Q2-2015        | \$225,000          | +3.2%          |
| Q3-2015        | \$240,000          | +3.9%          |
| Q4-2015        | \$229,900          | +2.2%          |
| Q1-2016        | \$230,000          | +0.2%          |
| Q2-2016        | \$230,000          | +2.2%          |
| Q3-2016        | \$249,000          | +3.8%          |
| Q4-2016        | \$235,000          | +2.2%          |
| Q1-2017        | \$242,000          | +5.2%          |
| Q2-2017        | \$241,100          | +4.8%          |
| Q3-2017        | \$260,000          | +4.4%          |
| Q4-2017        | \$250,000          | +6.4%          |
| <b>Q1-2018</b> | <b>\$260,000</b>   | <b>+7.4%</b>   |

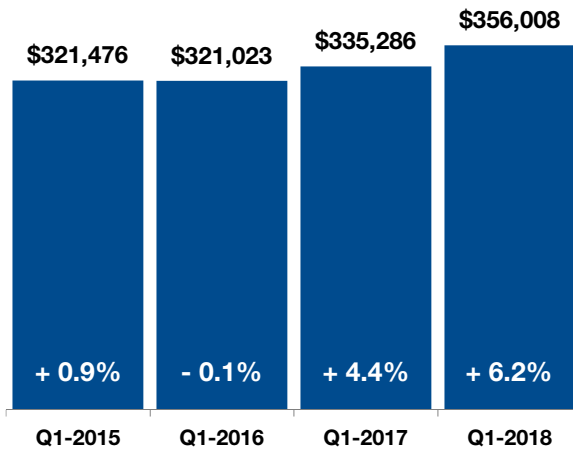
## Historical Median Sales Price by Quarter



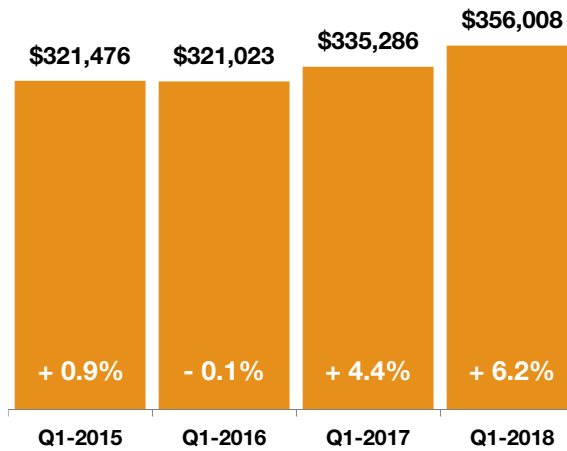
# Average Sales Price

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

## First Quarter

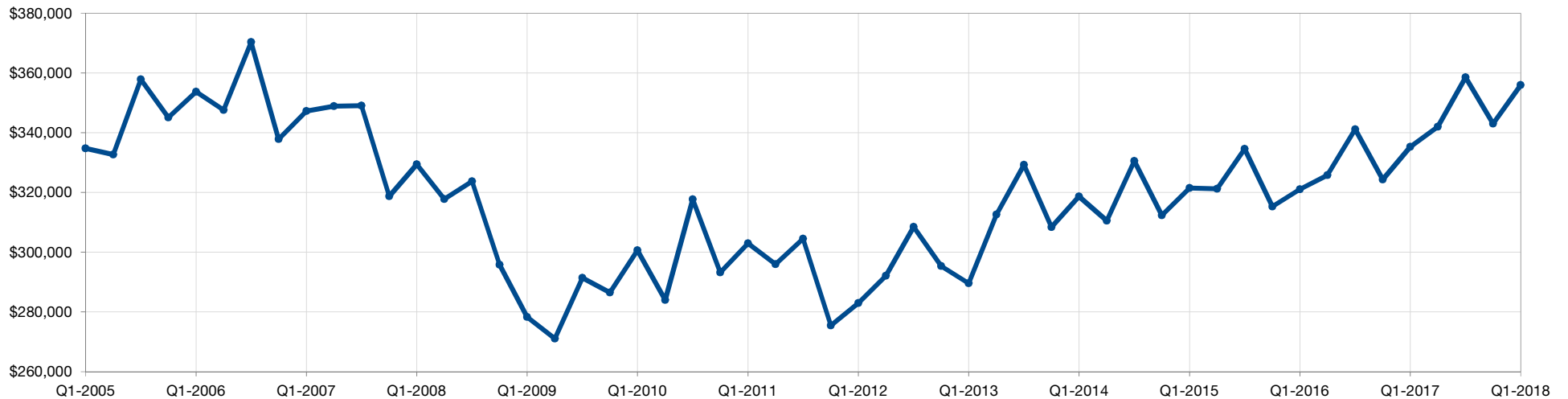


## Year to Date



|                | Avg. Sales Price | Percent Change |
|----------------|------------------|----------------|
| Q2-2015        | \$321,272        | +3.4%          |
| Q3-2015        | \$334,598        | +1.2%          |
| Q4-2015        | \$315,259        | +0.9%          |
| Q1-2016        | \$321,023        | -0.1%          |
| Q2-2016        | \$325,766        | +1.4%          |
| Q3-2016        | \$341,142        | +2.0%          |
| Q4-2016        | \$324,330        | +2.9%          |
| Q1-2017        | \$335,286        | +4.4%          |
| Q2-2017        | \$342,041        | +5.0%          |
| Q3-2017        | \$358,549        | +5.1%          |
| Q4-2017        | \$342,998        | +5.8%          |
| <b>Q1-2018</b> | <b>\$356,008</b> | <b>+6.2%</b>   |

## Historical Average Sales Price by Quarter

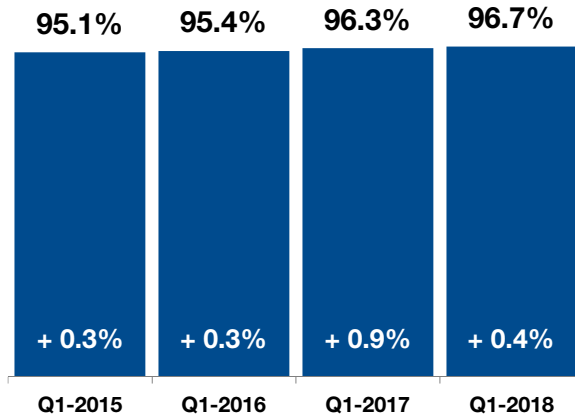




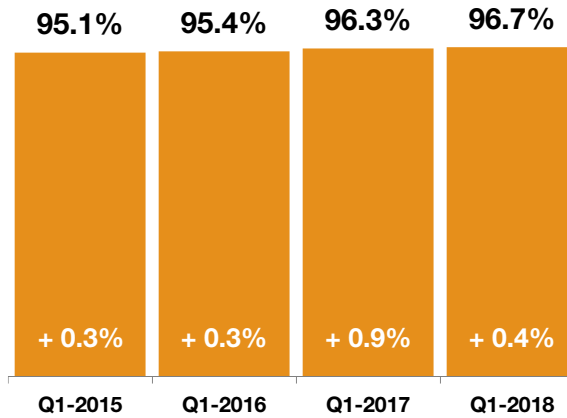
# Percent of List Price Received

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 quarter, not accounting for seller concessions.

## First Quarter

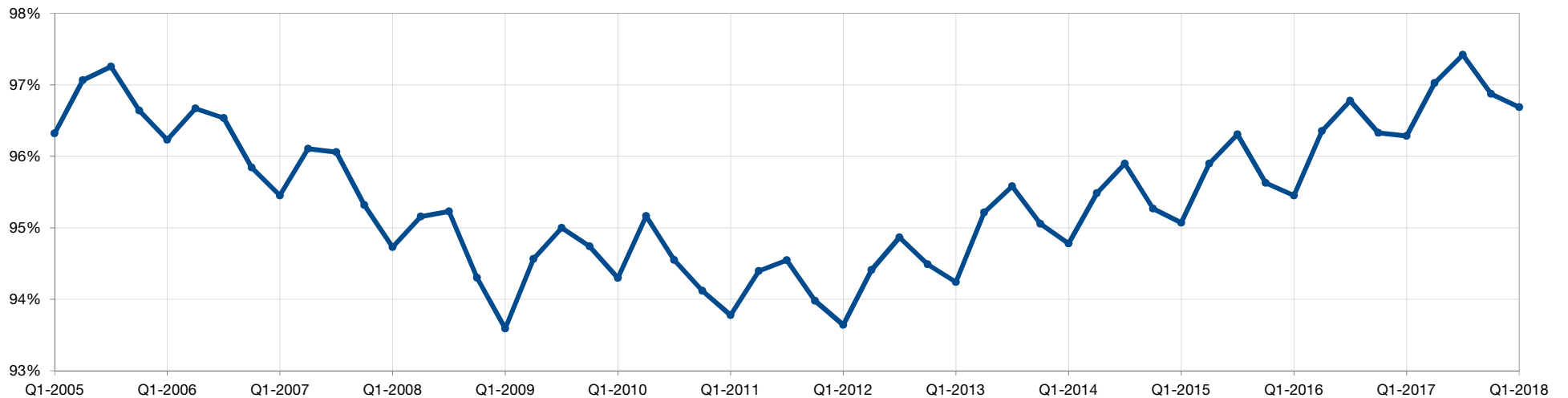


## Year to Date



|                | Pct. of List Price Received | Percent Change |
|----------------|-----------------------------|----------------|
| Q2-2015        | 95.9%                       | +0.4%          |
| Q3-2015        | 96.3%                       | +0.4%          |
| Q4-2015        | 95.6%                       | +0.3%          |
| Q1-2016        | 95.4%                       | +0.3%          |
| Q2-2016        | 96.4%                       | +0.5%          |
| Q3-2016        | 96.8%                       | +0.5%          |
| Q4-2016        | 96.3%                       | +0.7%          |
| Q1-2017        | 96.3%                       | +0.9%          |
| Q2-2017        | 97.0%                       | +0.6%          |
| Q3-2017        | 97.4%                       | +0.6%          |
| Q4-2017        | 96.9%                       | +0.6%          |
| <b>Q1-2018</b> | <b>96.7%</b>                | <b>+0.4%</b>   |

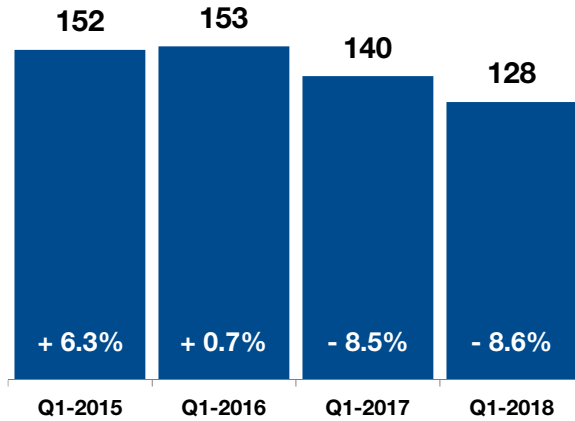
## Historical Percent of List Price Received by Quarter



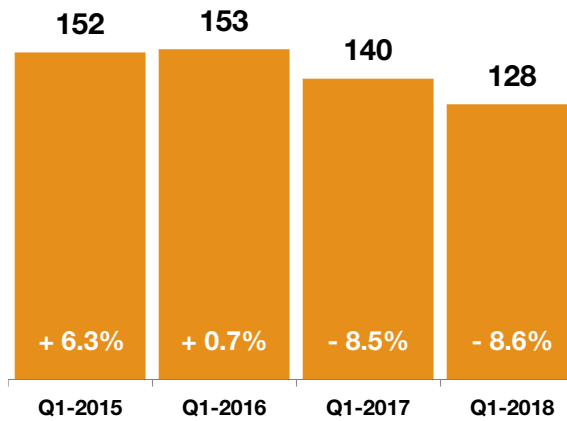
# Housing Affordability Index

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.

## First Quarter

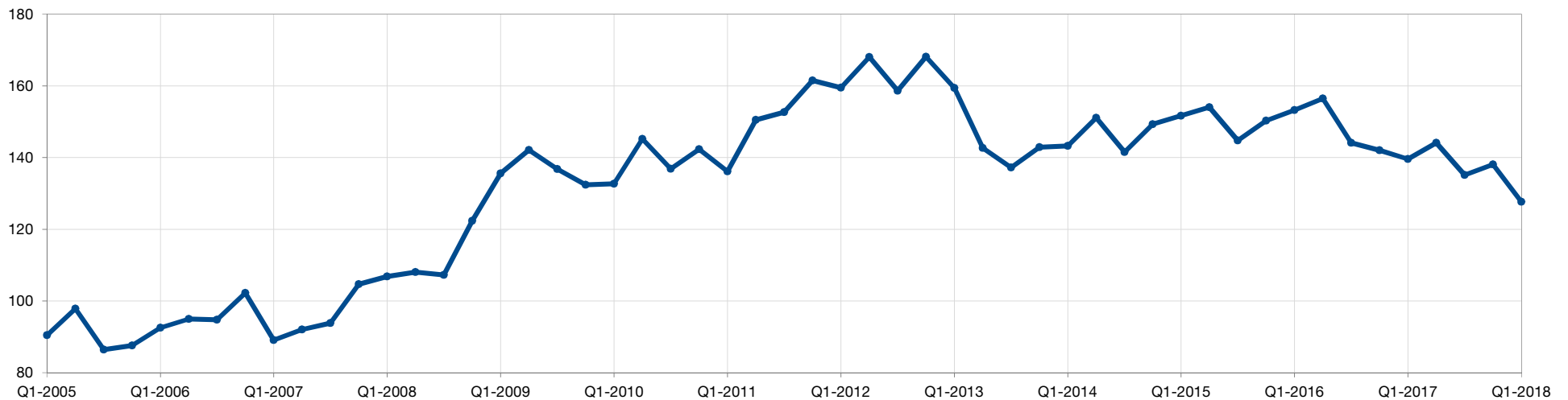


## Year to Date



|                | Affordability Index | Percent Change |
|----------------|---------------------|----------------|
| Q2-2015        | 154                 | +2.0%          |
| Q3-2015        | 145                 | +2.8%          |
| Q4-2015        | 150                 | +0.7%          |
| Q1-2016        | 153                 | +0.7%          |
| Q2-2016        | 156                 | +1.3%          |
| Q3-2016        | 144                 | -0.7%          |
| Q4-2016        | 142                 | -5.3%          |
| Q1-2017        | 140                 | -8.5%          |
| Q2-2017        | 144                 | -7.7%          |
| Q3-2017        | 135                 | -6.3%          |
| Q4-2017        | 138                 | -2.8%          |
| <b>Q1-2018</b> | <b>128</b>          | <b>-8.6%</b>   |

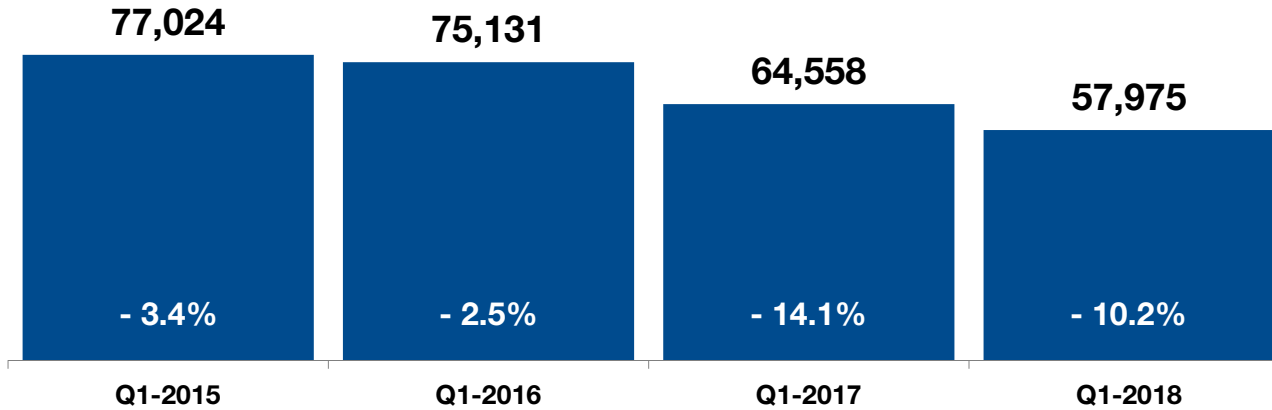
## Historical Housing Affordability Index by Quarter



# Inventory of Homes for Sale

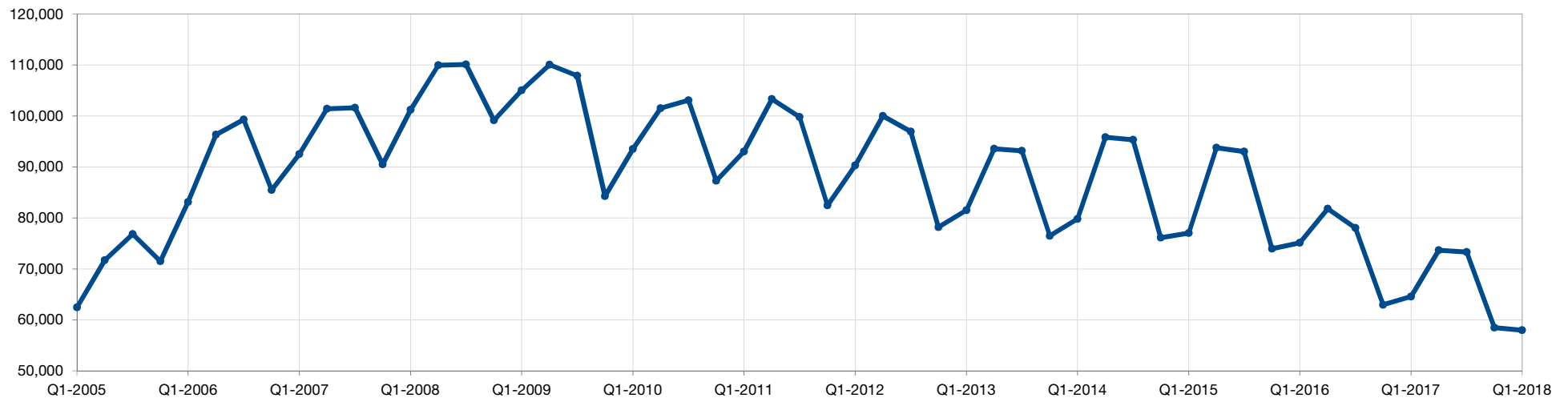
The number of properties available for sale in active status at the end of a given quarter.

## First Quarter



|                | Homes for Sale | Percent Change |
|----------------|----------------|----------------|
| Q2-2015        | 93,776         | -2.1%          |
| Q3-2015        | 93,012         | -2.4%          |
| Q4-2015        | 73,945         | -2.9%          |
| Q1-2016        | 75,131         | -2.5%          |
| Q2-2016        | 81,780         | -12.8%         |
| Q3-2016        | 78,026         | -16.1%         |
| Q4-2016        | 62,937         | -14.9%         |
| Q1-2017        | 64,558         | -14.1%         |
| Q2-2017        | 73,654         | -9.9%          |
| Q3-2017        | 73,286         | -6.1%          |
| Q4-2017        | 58,450         | -7.1%          |
| <b>Q1-2018</b> | <b>57,975</b>  | <b>-10.2%</b>  |

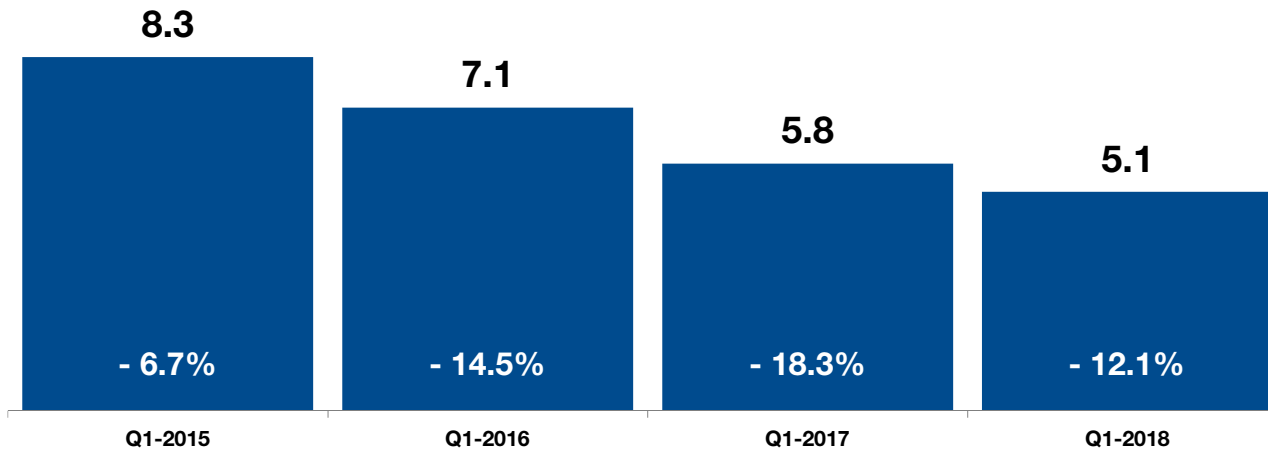
## Historical Inventory of Homes for Sale by Quarter



# Months Supply of Inventory

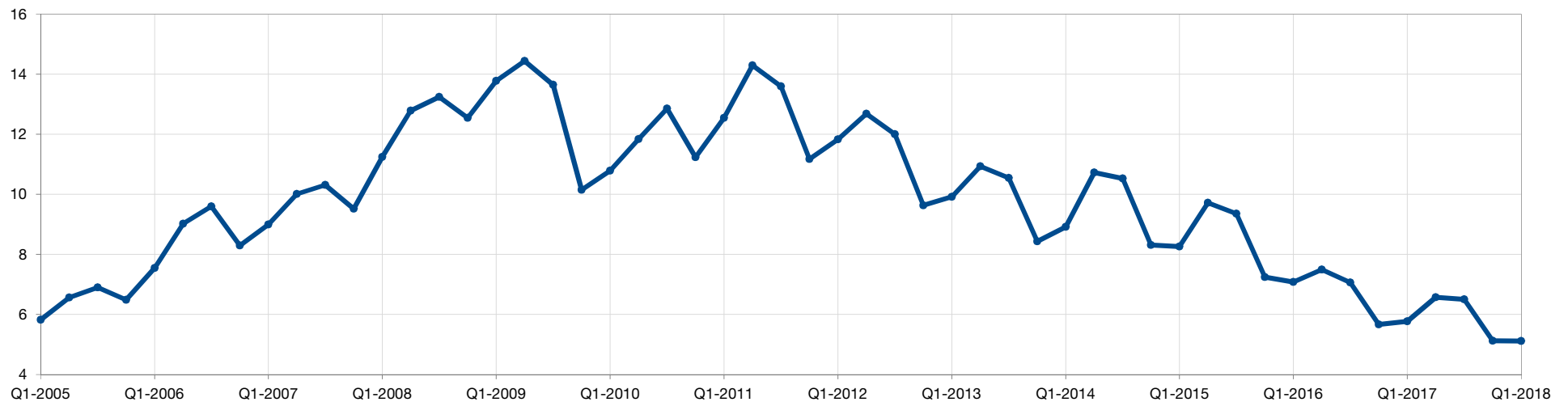
The inventory of homes for sale at the end of a given quarter, divided by the average monthly pending sales from the last 12 months.

## First Quarter



|                | Months Supply | Percent Change |
|----------------|---------------|----------------|
| Q2-2015        | 9.7           | -9.3%          |
| Q3-2015        | 9.4           | -10.5%         |
| Q4-2015        | 7.2           | -13.3%         |
| Q1-2016        | 7.1           | -14.5%         |
| Q2-2016        | 7.5           | -22.7%         |
| Q3-2016        | 7.1           | -24.5%         |
| Q4-2016        | 5.7           | -20.8%         |
| Q1-2017        | 5.8           | -18.3%         |
| Q2-2017        | 6.6           | -12.0%         |
| Q3-2017        | 6.5           | -8.5%          |
| Q4-2017        | 5.1           | -10.5%         |
| <b>Q1-2018</b> | <b>5.1</b>    | <b>-12.1%</b>  |

## Historical Months Supply of Inventory by Quarter



# Activity by County

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



|                    | New Listings |         |        | Closed Sales |         |        | Median Sales Price |           |        | Homes for Sale |         |        | Months Supply |         |        |
|--------------------|--------------|---------|--------|--------------|---------|--------|--------------------|-----------|--------|----------------|---------|--------|---------------|---------|--------|
|                    | Q1-2017      | Q1-2018 | + / -  | Q1-2017      | Q1-2018 | + / -  | Q1-2017            | Q1-2018   | + / -  | Q1-2017        | Q1-2018 | + / -  | Q1-2017       | Q1-2018 | + / -  |
| <b>Albany*</b>     | --           | --      | --     | --           | --      | --     | --                 | --        | --     | --             | --      | --     | --            | --      | --     |
| <b>Allegany</b>    | 159          | 140     | -11.9% | 73           | 76      | +4.1%  | \$63,500           | \$74,100  | +16.7% | 251            | 224     | -10.8% | 9.0           | 6.9     | -23.3% |
| <b>Bronx</b>       | 557          | 555     | -0.4%  | 334          | 312     | -6.6%  | \$311,500          | \$327,889 | +5.3%  | 751            | 600     | -20.1% | 6.5           | 4.5     | -30.8% |
| <b>Broome</b>      | 583          | 495     | -15.1% | 338          | 295     | -12.7% | \$86,000           | \$95,000  | +10.5% | 809            | 615     | -24.0% | 6.0           | 4.3     | -28.3% |
| <b>Cattaraugus</b> | 324          | 218     | -32.7% | 141          | 139     | -1.4%  | \$88,000           | \$72,550  | -17.6% | 588            | 492     | -16.3% | 9.4           | 8.7     | -7.4%  |
| <b>Cayuga</b>      | 208          | 192     | -7.7%  | 118          | 92      | -22.0% | \$110,000          | \$129,200 | +17.5% | 288            | 280     | -2.8%  | 5.2           | 5.4     | +3.8%  |
| <b>Chautauqua</b>  | 425          | 376     | -11.5% | 181          | 192     | +6.1%  | \$80,340           | \$82,000  | +2.1%  | 760            | 578     | -23.9% | 7.7           | 6.0     | -22.1% |
| <b>Chemung</b>     | 256          | 267     | +4.3%  | 134          | 162     | +20.9% | \$88,829           | \$103,500 | +16.5% | 380            | 294     | -22.6% | 6.3           | 4.0     | -36.5% |
| <b>Chenango</b>    | 183          | 151     | -17.5% | 85           | 78      | -8.2%  | \$90,750           | \$103,988 | +14.6% | 418            | 349     | -16.5% | 11.5          | 9.5     | -17.4% |
| <b>Clinton</b>     | 171          | 172     | +0.6%  | 103          | 109     | +5.8%  | \$115,000          | \$124,000 | +7.8%  | 286            | 231     | -19.2% | 5.7           | 4.4     | -22.8% |
| <b>Columbia</b>    | 311          | 305     | -1.9%  | 148          | 158     | +6.8%  | \$235,000          | \$247,423 | +5.3%  | 808            | 605     | -25.1% | 12.8          | 8.5     | -33.6% |
| <b>Cortland</b>    | 127          | 147     | +15.7% | 79           | 72      | -8.9%  | \$118,280          | \$111,000 | -6.2%  | 199            | 200     | +0.5%  | 5.5           | 6.1     | +10.9% |
| <b>Delaware</b>    | 221          | 215     | -2.7%  | 126          | 107     | -15.1% | \$130,000          | \$160,000 | +23.1% | 750            | 659     | -12.1% | 14.4          | 12.9    | -10.4% |
| <b>Dutchess</b>    | 1,272        | 1,015   | -20.2% | 648          | 638     | -1.5%  | \$230,050          | \$250,000 | +8.7%  | 1,773          | 1,357   | -23.5% | 6.4           | 4.7     | -26.6% |
| <b>Erie</b>        | 2,347        | 2,137   | -8.9%  | 1,644        | 1,535   | -6.6%  | \$133,530          | \$149,900 | +12.3% | 1,450          | 1,144   | -21.1% | 2.0           | 1.6     | -20.0% |
| <b>Essex</b>       | 151          | 164     | +8.6%  | 101          | 99      | -2.0%  | \$177,250          | \$134,000 | -24.4% | 703            | 598     | -14.9% | 16.4          | 12.8    | -22.0% |
| <b>Franklin</b>    | 93           | 92      | -1.1%  | 51           | 61      | +19.6% | \$87,000           | \$86,520  | -0.6%  | 403            | 334     | -17.1% | 13.6          | 11.7    | -14.0% |
| <b>Fulton</b>      | 161          | 143     | -11.2% | 93           | 93      | 0.0%   | \$115,000          | \$100,600 | -12.5% | 321            | 273     | -15.0% | 7.1           | 6.0     | -15.5% |
| <b>Genesee</b>     | 139          | 88      | -36.7% | 84           | 80      | -4.8%  | \$106,000          | \$109,900 | +3.7%  | 109            | 84      | -22.9% | 2.7           | 2.4     | -11.1% |
| <b>Greene</b>      | 343          | 351     | +2.3%  | 129          | 152     | +17.8% | \$159,000          | \$175,000 | +10.1% | 918            | 701     | -23.6% | 15.4          | 9.5     | -38.3% |
| <b>Hamilton</b>    | 26           | 26      | 0.0%   | 16           | 20      | +25.0% | \$135,000          | \$135,500 | +0.4%  | 120            | 119     | -0.8%  | 14.8          | 14.6    | -1.4%  |
| <b>Herkimer</b>    | 158          | 165     | +4.4%  | 101          | 82      | -18.8% | \$85,830           | \$100,000 | +16.5% | 511            | 519     | +1.6%  | 12.0          | 12.4    | +3.3%  |

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# Activity by County (continued)

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



|                    | New Listings |         |               | Closed Sales |         |               | Median Sales Price |           |               | Homes for Sale |         |               | Months Supply |         |               |
|--------------------|--------------|---------|---------------|--------------|---------|---------------|--------------------|-----------|---------------|----------------|---------|---------------|---------------|---------|---------------|
|                    | Q1-2017      | Q1-2018 | + / -         | Q1-2017      | Q1-2018 | + / -         | Q1-2017            | Q1-2018   | + / -         | Q1-2017        | Q1-2018 | + / -         | Q1-2017       | Q1-2018 | + / -         |
| <b>Jefferson</b>   | 424          | 400     | <b>-5.7%</b>  | 199          | 202     | <b>+1.5%</b>  | \$121,825          | \$120,000 | <b>-1.5%</b>  | 836            | 786     | <b>-6.0%</b>  | 9.0           | 8.5     | <b>-5.6%</b>  |
| <b>Kings</b>       | 906          | 894     | <b>-1.3%</b>  | 430          | 441     | <b>+2.6%</b>  | \$486,500          | \$570,000 | <b>+17.2%</b> | 1,206          | 1,225   | <b>+1.6%</b>  | 7.6           | 7.0     | <b>-7.9%</b>  |
| <b>Lewis</b>       | 78           | 67      | <b>-14.1%</b> | 33           | 48      | <b>+45.5%</b> | \$79,900           | \$128,000 | <b>+60.2%</b> | 199            | 163     | <b>-18.1%</b> | 10.5          | 8.8     | <b>-16.2%</b> |
| <b>Livingston</b>  | 170          | 174     | <b>+2.4%</b>  | 92           | 96      | <b>+4.3%</b>  | \$131,000          | \$117,450 | <b>-10.3%</b> | 171            | 159     | <b>-7.0%</b>  | 3.5           | 3.5     | <b>0.0%</b>   |
| <b>Madison</b>     | 188          | 160     | <b>-14.9%</b> | 114          | 107     | <b>-6.1%</b>  | \$129,975          | \$129,500 | <b>-0.4%</b>  | 305            | 296     | <b>-3.0%</b>  | 5.2           | 5.7     | <b>+9.6%</b>  |
| <b>Monroe</b>      | 2,688        | 2,452   | <b>-8.8%</b>  | 1,552        | 1,391   | <b>-10.4%</b> | \$129,000          | \$130,000 | <b>+0.8%</b>  | 1,374          | 1,079   | <b>-21.5%</b> | 1.8           | 1.5     | <b>-16.7%</b> |
| <b>Montgomery*</b> | --           | --      | --            | --           | --      | --            | --                 | --        | --            | --             | --      | --            | --            | --      | --            |
| <b>Nassau</b>      | 4,811        | 4,804   | <b>-0.1%</b>  | 2,776        | 2,593   | <b>-6.6%</b>  | \$465,000          | \$505,000 | <b>+8.6%</b>  | 6,418          | 6,525   | <b>+1.7%</b>  | 5.8           | 5.9     | <b>+1.7%</b>  |
| <b>New York†</b>   | --           | --      | --            | --           | --      | --            | --                 | --        | --            | --             | --      | --            | --            | --      | --            |
| <b>Niagara</b>     | 635          | 498     | <b>-21.6%</b> | 394          | 384     | <b>-2.5%</b>  | \$92,000           | \$114,000 | <b>+23.9%</b> | 481            | 302     | <b>-37.2%</b> | 2.7           | 1.7     | <b>-37.0%</b> |
| <b>Oneida</b>      | 648          | 533     | <b>-17.7%</b> | 386          | 376     | <b>-2.6%</b>  | \$108,000          | \$124,000 | <b>+14.8%</b> | 1,566          | 1,650   | <b>+5.4%</b>  | 8.9           | 9.8     | <b>+10.1%</b> |
| <b>Onondaga</b>    | 1,615        | 1,397   | <b>-13.5%</b> | 1,013        | 810     | <b>-20.0%</b> | \$125,040          | \$129,000 | <b>+3.2%</b>  | 1,283          | 1,210   | <b>-5.7%</b>  | 2.8           | 2.8     | <b>0.0%</b>   |
| <b>Ontario</b>     | 487          | 460     | <b>-5.5%</b>  | 228          | 253     | <b>+11.0%</b> | \$136,500          | \$146,500 | <b>+7.3%</b>  | 394            | 374     | <b>-5.1%</b>  | 3.7           | 3.5     | <b>-5.4%</b>  |
| <b>Orange</b>      | 1,465        | 1,325   | <b>-9.6%</b>  | 888          | 902     | <b>+1.6%</b>  | \$213,460          | \$225,999 | <b>+5.9%</b>  | 2,216          | 1,727   | <b>-22.1%</b> | 6.5           | 4.5     | <b>-30.8%</b> |
| <b>Orleans</b>     | 108          | 106     | <b>-1.9%</b>  | 68           | 64      | <b>-5.9%</b>  | \$80,000           | \$93,150  | <b>+16.4%</b> | 117            | 110     | <b>-6.0%</b>  | 3.5           | 3.4     | <b>-2.9%</b>  |
| <b>Oswego</b>      | 353          | 285     | <b>-19.3%</b> | 219          | 214     | <b>-2.3%</b>  | \$85,500           | \$87,450  | <b>+2.3%</b>  | 510            | 402     | <b>-21.2%</b> | 5.3           | 4.2     | <b>-20.8%</b> |
| <b>Otsego</b>      | 192          | 174     | <b>-9.4%</b>  | 89           | 92      | <b>+3.4%</b>  | \$115,000          | \$118,629 | <b>+3.2%</b>  | 575            | 460     | <b>-20.0%</b> | 12.6          | 10.2    | <b>-19.0%</b> |
| <b>Putnam</b>      | 442          | 384     | <b>-13.1%</b> | 248          | 266     | <b>+7.3%</b>  | \$281,750          | \$311,000 | <b>+10.4%</b> | 604            | 453     | <b>-25.0%</b> | 5.9           | 4.4     | <b>-25.4%</b> |
| <b>Queens</b>      | 3,597        | 3,654   | <b>+1.6%</b>  | 2,015        | 1,843   | <b>-8.5%</b>  | \$484,000          | \$540,000 | <b>+11.6%</b> | 5,226          | 5,574   | <b>+6.7%</b>  | 6.8           | 7.3     | <b>+7.4%</b>  |
| <b>Rensselaer*</b> | --           | --      | --            | --           | --      | --            | --                 | --        | --            | --             | --      | --            | --            | --      | --            |
| <b>Richmond</b>    | 1,344        | 1,450   | <b>+7.9%</b>  | 968          | 940     | <b>-2.9%</b>  | \$489,500          | \$550,000 | <b>+12.4%</b> | 1,426          | 1,412   | <b>-1.0%</b>  | 4.0           | 4.0     | <b>0.0%</b>   |
| <b>Rockland</b>    | 979          | 885     | <b>-9.6%</b>  | 583          | 501     | <b>-14.1%</b> | \$385,000          | \$384,250 | <b>-0.2%</b>  | 1,174          | 949     | <b>-19.2%</b> | 5.2           | 4.2     | <b>-19.2%</b> |

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

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# Activity by County (continued)

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



|                       | New Listings  |               |              | Closed Sales  |               |              | Median Sales Price |                  |              | Homes for Sale |               |               | Months Supply |            |               |
|-----------------------|---------------|---------------|--------------|---------------|---------------|--------------|--------------------|------------------|--------------|----------------|---------------|---------------|---------------|------------|---------------|
|                       | Q1-2017       | Q1-2018       | + / -        | Q1-2017       | Q1-2018       | + / -        | Q1-2017            | Q1-2018          | + / -        | Q1-2017        | Q1-2018       | + / -         | Q1-2017       | Q1-2018    | + / -         |
| St Lawrence           | 277           | 275           | -0.7%        | 160           | 129           | -19.4%       | \$80,000           | \$70,000         | -12.5%       | 937            | 706           | -24.7%        | 14.0          | 10.5       | -25.0%        |
| Saratoga*             | --            | --            | --           | --            | --            | --           | --                 | --               | --           | --             | --            | --            | --            | --         | --            |
| Schenectady*          | --            | --            | --           | --            | --            | --           | --                 | --               | --           | --             | --            | --            | --            | --         | --            |
| Schoharie*            | --            | --            | --           | --            | --            | --           | --                 | --               | --           | --             | --            | --            | --            | --         | --            |
| Schuyler              | 54            | 59            | +9.3%        | 37            | 21            | -43.2%       | \$138,000          | \$137,000        | -0.7%        | 104            | 79            | -24.0%        | 6.9           | 5.2        | -24.6%        |
| Seneca                | 97            | 88            | -9.3%        | 58            | 63            | +8.6%        | \$98,750           | \$135,000        | +36.7%       | 107            | 104           | -2.8%         | 4.0           | 4.0        | 0.0%          |
| Steuben               | 300           | 283           | -5.7%        | 175           | 171           | -2.3%        | \$112,000          | \$110,000        | -1.8%        | 430            | 368           | -14.4%        | 5.6           | 5.0        | -10.7%        |
| Suffolk               | 6,384         | 5,913         | -7.4%        | 3,345         | 3,322         | -0.7%        | \$330,000          | \$355,000        | +7.6%        | 9,705          | 9,141         | -5.8%         | 7.0           | 6.3        | -10.0%        |
| Sullivan              | 408           | 371           | -9.1%        | 207           | 232           | +12.1%       | \$110,000          | \$102,000        | -7.3%        | 1,109          | 912           | -17.8%        | 13.0          | 9.8        | -24.6%        |
| Tioga                 | 119           | 124           | +4.2%        | 39            | 72            | +84.6%       | \$112,000          | \$122,340        | +9.2%        | 187            | 157           | -16.0%        | 7.1           | 5.1        | -28.2%        |
| Tompkins              | 324           | 274           | -15.4%       | 97            | 105           | +8.2%        | \$202,000          | \$220,000        | +8.9%        | 286            | 223           | -22.0%        | 4.7           | 3.5        | -25.5%        |
| Ulster                | 797           | 615           | -22.8%       | 447           | 450           | +0.7%        | \$215,000          | \$219,000        | +1.9%        | 1,424          | 1,053         | -26.1%        | 7.7           | 5.6        | -27.3%        |
| Warren                | 336           | 332           | -1.2%        | 181           | 158           | -12.7%       | \$185,000          | \$182,500        | -1.4%        | 778            | 689           | -11.4%        | 9.1           | 8.0        | -12.1%        |
| Washington            | 224           | 180           | -19.6%       | 136           | 124           | -8.8%        | \$127,000          | \$130,000        | +2.4%        | 491            | 389           | -20.8%        | 8.0           | 6.6        | -17.5%        |
| Wayne                 | 331           | 263           | -20.5%       | 198           | 161           | -18.7%       | \$111,450          | \$119,450        | +7.2%        | 268            | 237           | -11.6%        | 3.1           | 2.9        | -6.5%         |
| Westchester           | 3,792         | 3,552         | -6.3%        | 1,802         | 1,748         | -3.0%        | \$425,000          | \$435,000        | +2.4%        | 3,861          | 3,381         | -12.4%        | 4.9           | 4.3        | -12.2%        |
| Wyoming               | 90            | 89            | -1.1%        | 52            | 53            | +1.9%        | \$90,248           | \$78,000         | -13.6%       | 114            | 96            | -15.8%        | 4.5           | 3.6        | -20.0%        |
| Yates                 | 72            | 89            | +23.6%       | 41            | 55            | +34.1%       | \$184,000          | \$147,500        | -19.8%       | 107            | 101           | -5.6%         | 5.3           | 4.5        | -15.1%        |
| <b>New York State</b> | <b>47,209</b> | <b>44,064</b> | <b>-6.7%</b> | <b>26,214</b> | <b>25,192</b> | <b>-3.9%</b> | <b>\$242,000</b>   | <b>\$260,000</b> | <b>+7.4%</b> | <b>64,558</b>  | <b>57,975</b> | <b>-10.2%</b> | <b>5.8</b>    | <b>5.1</b> | <b>-12.1%</b> |

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