

Monthly Indicators

Due to ongoing MLS consolidation work, some data points prior to March 2020 may be restated in future months.

April 2020

While the stock market recovered significantly in March, the effects of COVID-19 to the economy continue to build. In just the last four weeks, more than 20 million people nationwide filed initial unemployment claims according to the United States Department of Labor, including nearly 1.2 million claims filed in New York State alone. In the face of these challenging times, real estate activity in April slowed significantly.

New Listings were down 68.4 percent to 6,507. Pending Sales decreased 66.6 percent to 4,287. Inventory shrank 17.6 percent to 53,041 units.

Prices moved lower as the Median Sales Price was down 2.6 percent to \$262,000. Days on Market decreased 7.3 percent to 76 days. Months Supply of Inventory was down 10.3 percent to 5.2 months.

While the effect of COVID-19 does vary across the state, it is expected that social distancing, higher unemployment, and lower overall economic activity is likely to continue to constrain real estate activity in the near term. At the same time, the industry is adapting to the current environment by conducting business using technologies such as virtual showings and e-signing to help buyers and sellers with their housing needs in the face of these challenges.

Activity Snapshot

- 29.3% **- 2.6%** **- 17.6%**

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 composed 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.



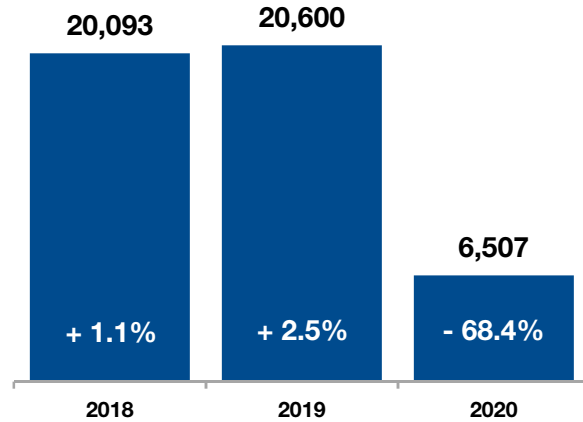
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Key Metrics	Historical Sparkbars	4-2019	4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		20,600	6,507	- 68.4%	66,360	45,659	- 31.2%
Pending Sales		12,825	4,287	- 66.6%	41,484	29,180	- 29.7%
Closed Sales		9,374	6,626	- 29.3%	34,347	31,881	- 7.2%
Days on Market		82	76	- 7.3%	82	79	- 3.7%
Median Sales Price		\$269,000	\$262,000	- 2.6%	\$271,139	\$285,000	+ 5.1%
Avg. Sales Price		\$352,027	\$361,663	+ 2.7%	\$357,760	\$375,556	+ 5.0%
Pct. of List Price Received		97.2%	97.6%	+ 0.4%	96.8%	97.0%	+ 0.2%
Affordability Index		129	138	+ 7.0%	128	127	- 0.8%
Homes for Sale		64,357	53,041	- 17.6%	--	--	--
Months Supply		5.8	5.2	- 10.3%	--	--	--

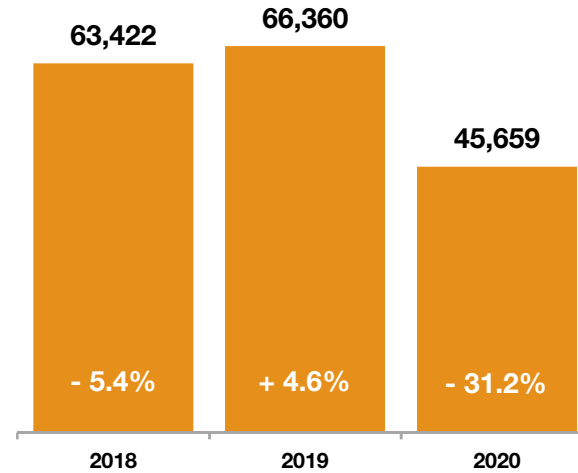
New Listings

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

April

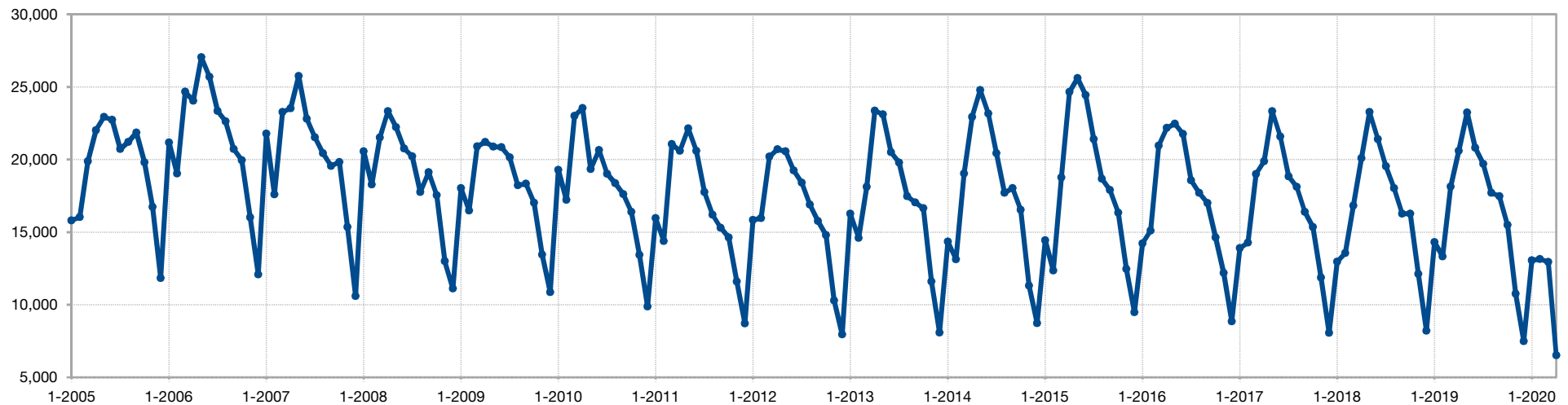


Year to Date



	New Listings	Prior Year	Percent Change
May 2019	23,230	23,270	-0.2%
June 2019	20,802	21,408	-2.8%
July 2019	19,699	19,527	+0.9%
August 2019	17,705	18,028	-1.8%
September 2019	17,462	16,268	+7.3%
October 2019	15,492	16,263	-4.7%
November 2019	10,755	12,115	-11.2%
December 2019	7,489	8,211	-8.8%
January 2020	13,056	14,310	-8.8%
February 2020	13,143	13,319	-1.3%
March 2020	12,953	18,131	-28.6%
April 2020	6,507	20,600	-68.4%
12-Month Avg	14,858	16,788	-11.5%

Historical New Listings by Month



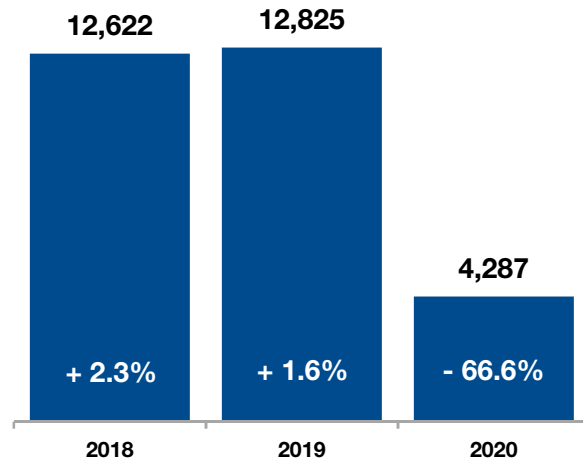
Pending Sales

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

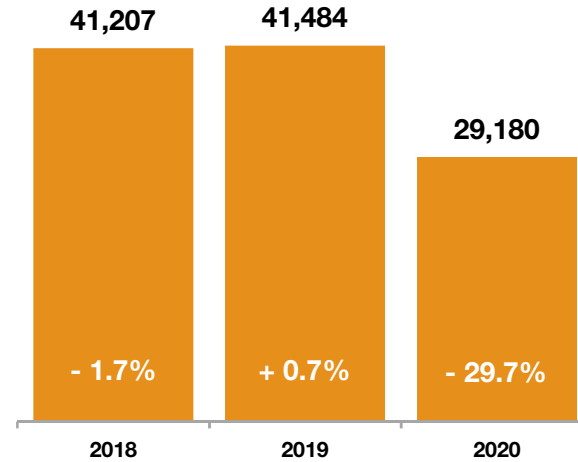


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April

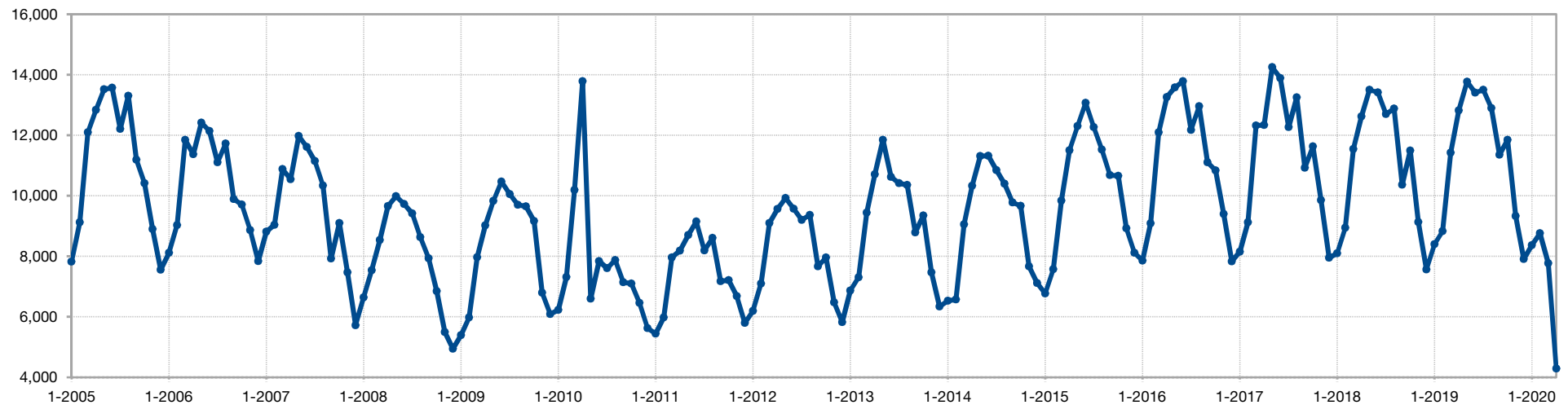


Year to Date



	Pending Sales	Prior Year	Percent Change
May 2019	13,766	13,505	+1.9%
June 2019	13,403	13,413	-0.1%
July 2019	13,506	12,697	+6.4%
August 2019	12,900	12,878	+0.2%
September 2019	11,355	10,365	+9.6%
October 2019	11,851	11,491	+3.1%
November 2019	9,327	9,130	+2.2%
December 2019	7,905	7,561	+4.5%
January 2020	8,366	8,403	-0.4%
February 2020	8,761	8,834	-0.8%
March 2020	7,766	11,422	-32.0%
April 2020	4,287	12,825	-66.6%
12-Month Avg	10,266	11,044	-7.0%

Historical Pending Sales by Month



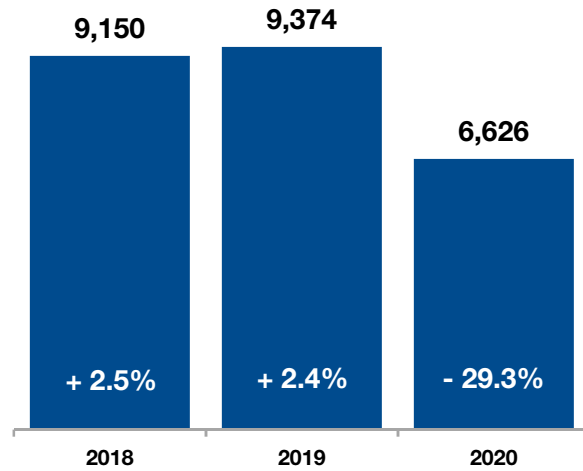
Closed Sales

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

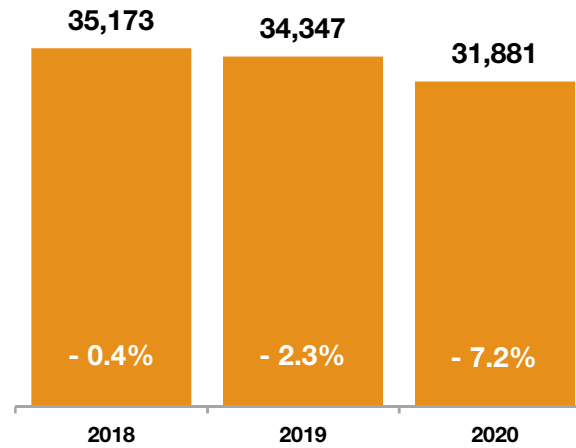


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April

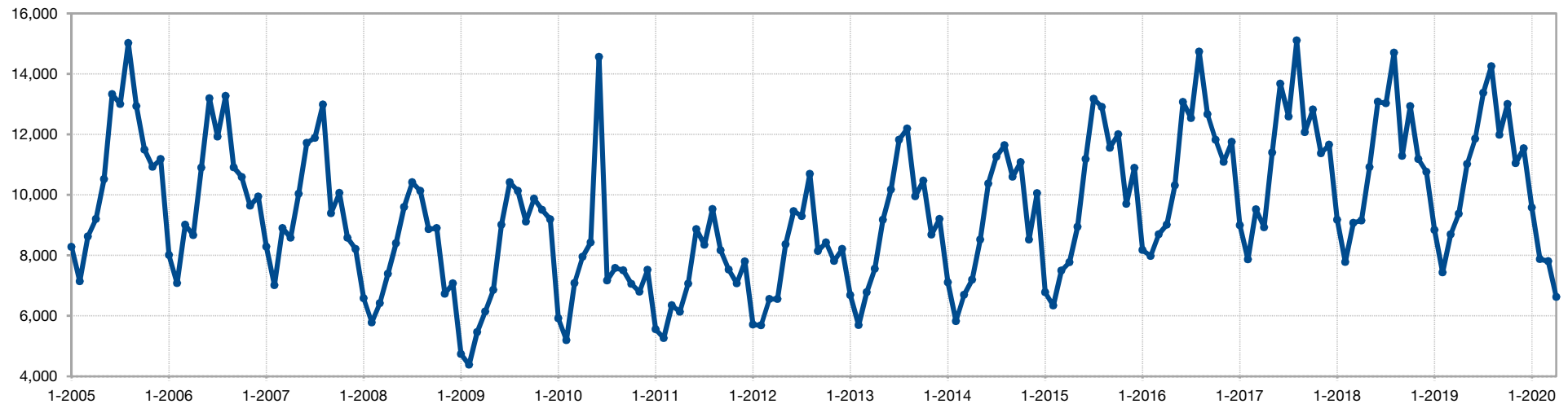


Year to Date



	Closed Sales	Prior Year	Percent Change
May 2019	11,018	10,919	+0.9%
June 2019	11,854	13,083	-9.4%
July 2019	13,374	13,026	+2.7%
August 2019	14,249	14,696	-3.0%
September 2019	11,983	11,285	+6.2%
October 2019	13,006	12,936	+0.5%
November 2019	11,047	11,187	-1.3%
December 2019	11,535	10,763	+7.2%
January 2020	9,579	8,843	+8.3%
February 2020	7,871	7,438	+5.8%
March 2020	7,805	8,692	-10.2%
April 2020	6,626	9,374	-29.3%
12-Month Avg	10,829	11,020	-1.7%

Historical Closed Sales by Month



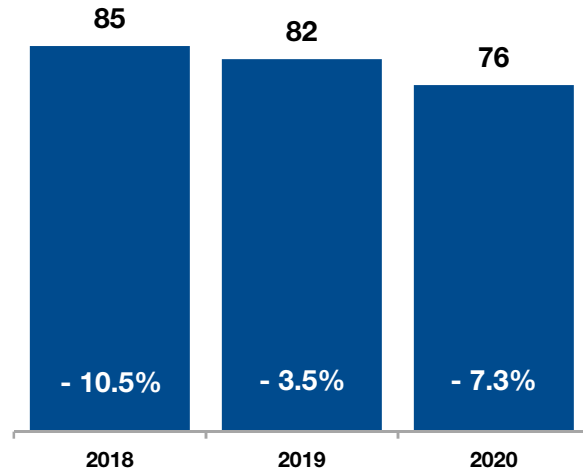
Days on Market

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

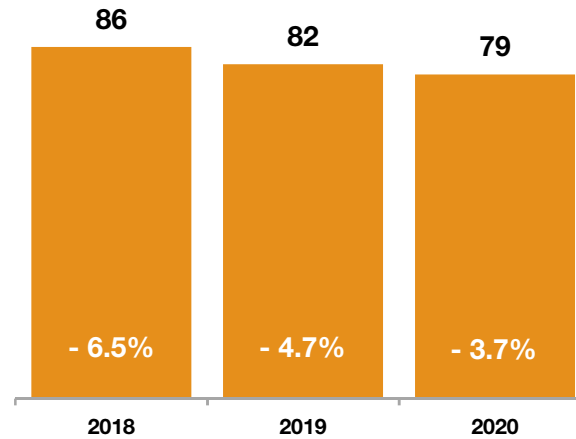


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April



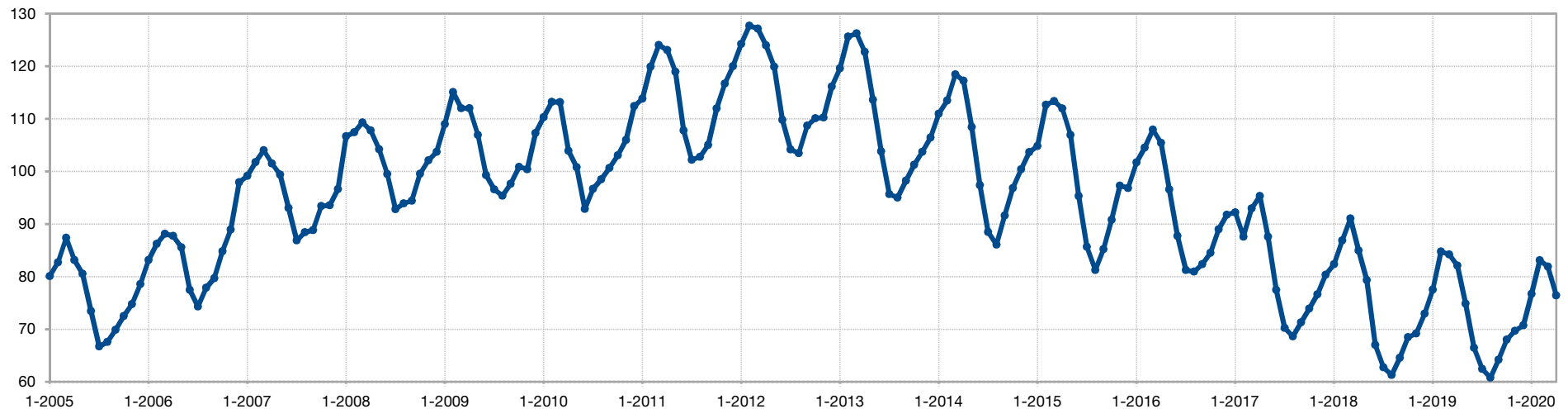
Year to Date



Days on Market	Prior Year	Percent Change	
May 2019	75	79	-5.1%
June 2019	66	67	-1.5%
July 2019	62	63	-1.6%
August 2019	61	61	0.0%
September 2019	64	65	-1.5%
October 2019	68	68	0.0%
November 2019	70	69	+1.4%
December 2019	71	73	-2.7%
January 2020	77	78	-1.3%
February 2020	83	85	-2.4%
March 2020	82	84	-2.4%
April 2020	76	82	-7.3%
12-Month Avg*	70	71	-1.4%

* Average Days on Market of all properties from May 2019 through April 2020. This is not the average of the individual figures above.

Historical Days on Market by Month

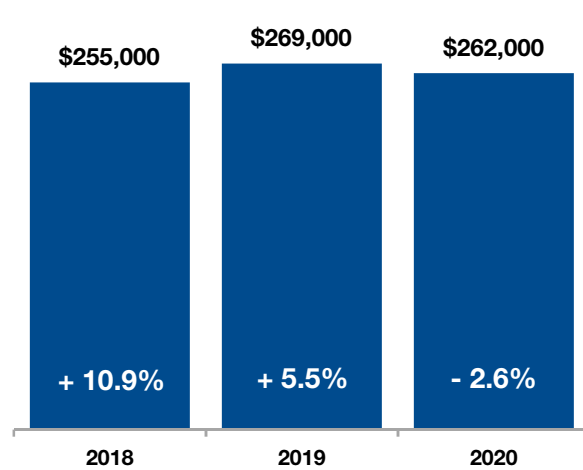


Median Sales Price

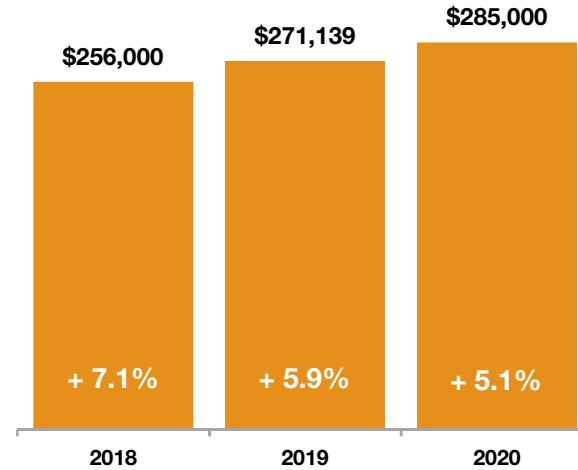
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



April



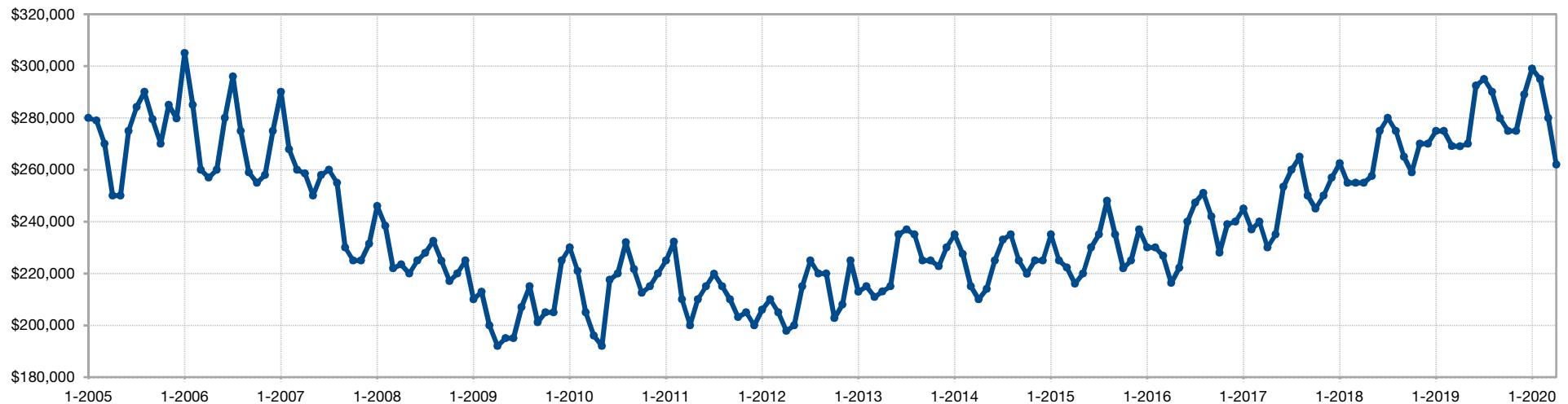
Year to Date



Median Sales Price	Prior Year	Percent Change
May 2019	\$270,000	\$257,600 +4.8%
June 2019	\$292,500	\$275,000 +6.4%
July 2019	\$295,000	\$280,000 +5.4%
August 2019	\$290,000	\$275,000 +5.5%
September 2019	\$279,900	\$265,000 +5.6%
October 2019	\$275,000	\$259,000 +6.2%
November 2019	\$275,000	\$270,000 +1.9%
December 2019	\$289,000	\$270,000 +7.0%
January 2020	\$299,000	\$275,000 +8.7%
February 2020	\$295,000	\$275,000 +7.3%
March 2020	\$280,000	\$269,120 +4.0%
April 2020	\$262,000	\$269,000 -2.6%
12-Month Med*	\$284,000	\$270,000 +5.2%

* Median Sales Price of all properties from May 2019 through April 2020. This is not the average of the individual figures above.

Historical Median Sales Price by Month

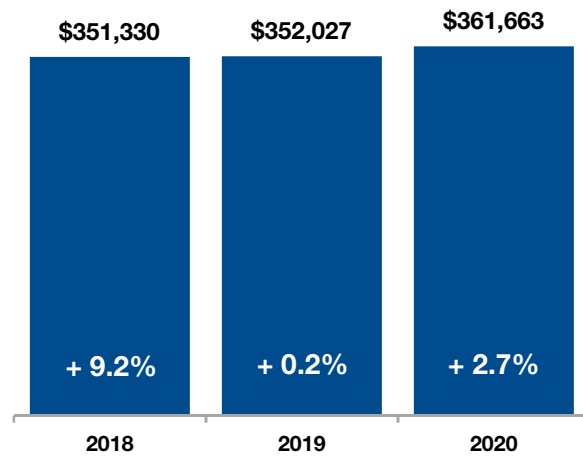


Average Sales Price

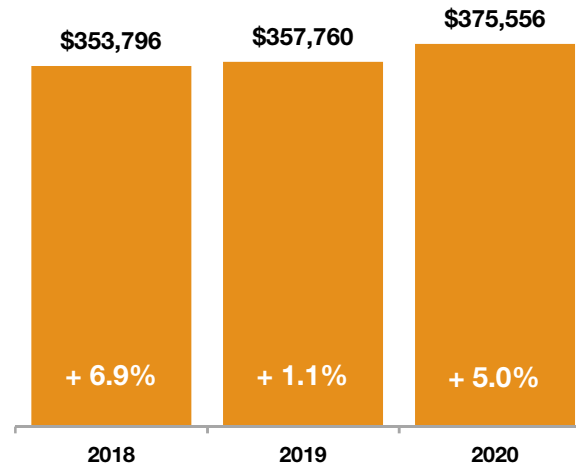
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April



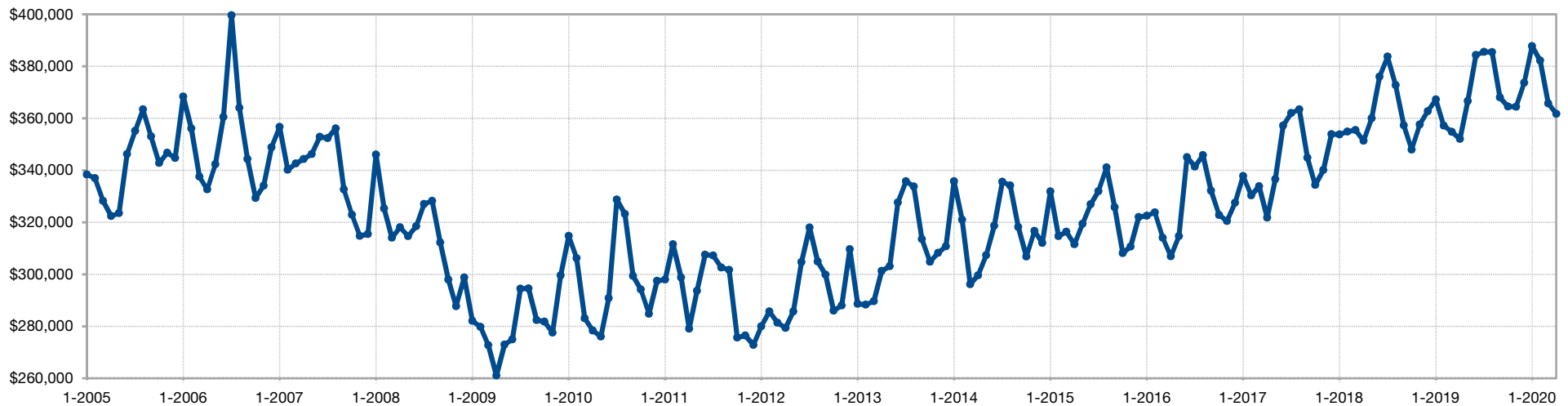
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
May 2019	\$366,609	\$360,016	+1.8%
June 2019	\$384,301	\$375,936	+2.2%
July 2019	\$385,520	\$383,699	+0.5%
August 2019	\$385,436	\$372,734	+3.4%
September 2019	\$367,998	\$357,251	+3.0%
October 2019	\$364,544	\$347,915	+4.8%
November 2019	\$364,412	\$357,630	+1.9%
December 2019	\$373,634	\$362,754	+3.0%
January 2020	\$387,742	\$367,201	+5.6%
February 2020	\$382,235	\$357,226	+7.0%
March 2020	\$365,688	\$354,801	+3.1%
April 2020	\$361,663	\$352,027	+2.7%
12-Month Avg*	\$374,785	\$363,350	+3.1%

* Avg. Sales Price of all properties from May 2019 through April 2020. This is not the average of the individual figures above.

Historical Average Sales Price by Month

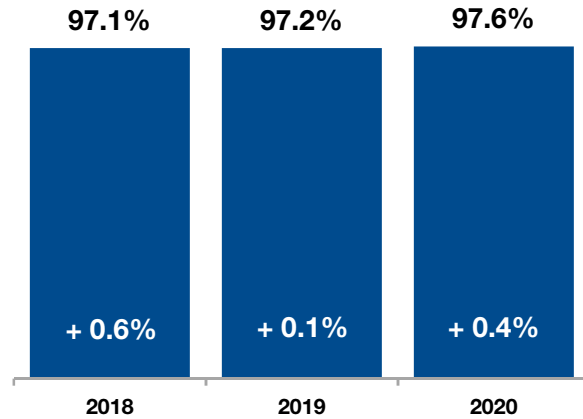


Percent of List Price Received

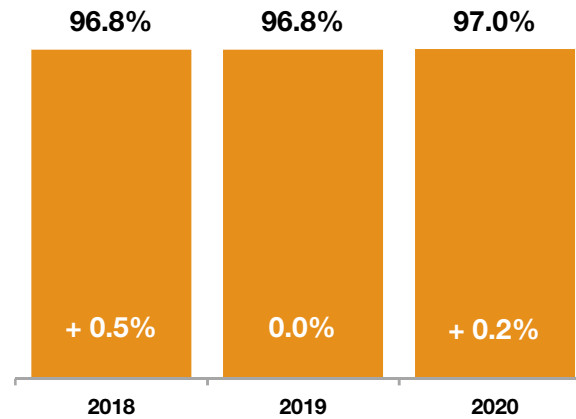
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



April



Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
May 2019	97.4%	97.4%	0.0%
June 2019	97.9%	98.0%	-0.1%
July 2019	98.0%	98.0%	0.0%
August 2019	97.9%	97.8%	+0.1%
September 2019	97.7%	97.5%	+0.2%
October 2019	97.3%	97.2%	+0.1%
November 2019	97.1%	97.0%	+0.1%
December 2019	97.0%	96.7%	+0.3%
January 2020	96.9%	96.7%	+0.2%
February 2020	96.8%	96.7%	+0.1%
March 2020	97.0%	96.8%	+0.2%
April 2020	97.6%	97.2%	+0.4%
12-Month Avg*	97.4%	97.3%	+0.1%

* Average Pct. of List Price Received for all properties from May 2019 through April 2020. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

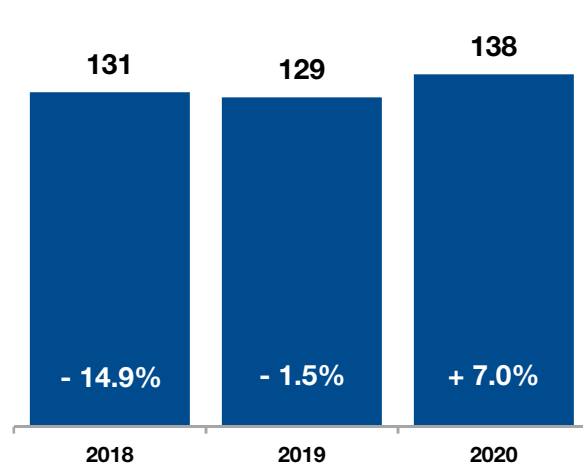


Housing Affordability Index

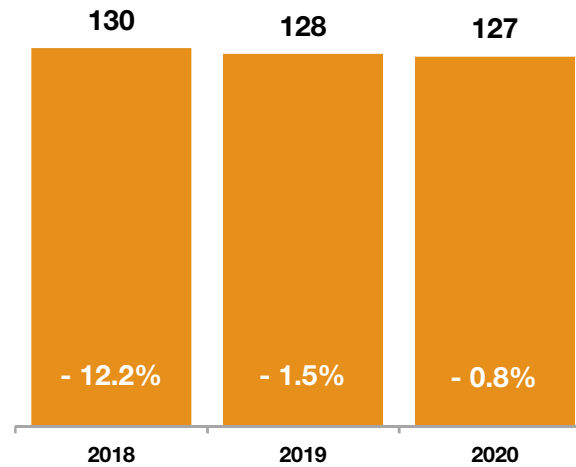
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



April

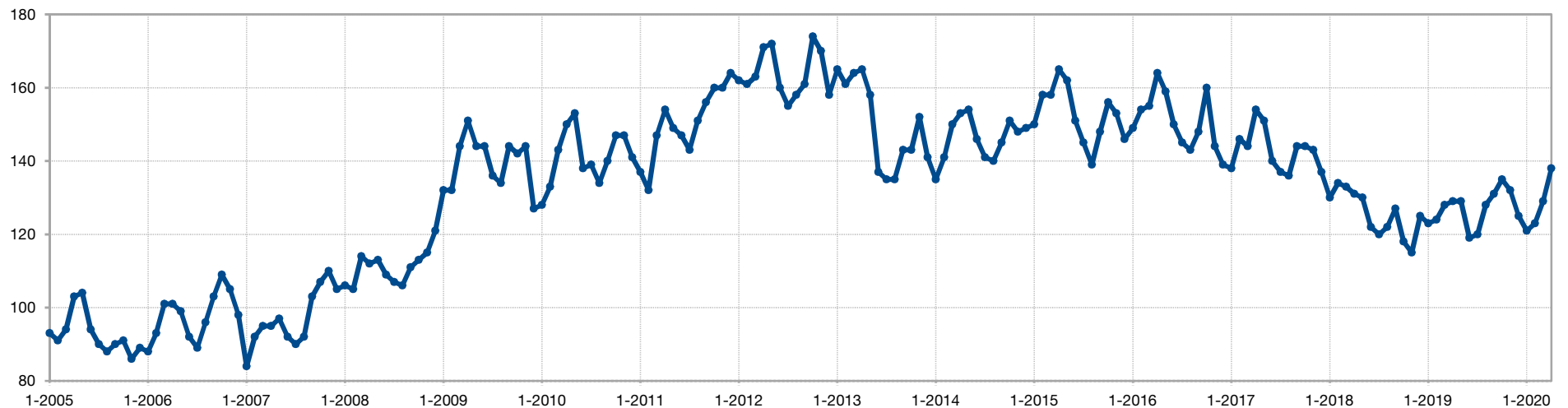


Year to Date



	Affordability Index	Prior Year	Percent Change
May 2019	129	130	-0.8%
June 2019	119	122	-2.5%
July 2019	120	120	0.0%
August 2019	128	122	+4.9%
September 2019	131	127	+3.1%
October 2019	135	118	+14.4%
November 2019	132	115	+14.8%
December 2019	125	125	0.0%
January 2020	121	123	-1.6%
February 2020	123	124	-0.8%
March 2020	129	128	+0.8%
April 2020	138	129	+7.0%
12-Month Avg	128	124	+3.2%

Historical Housing Affordability Index by Month



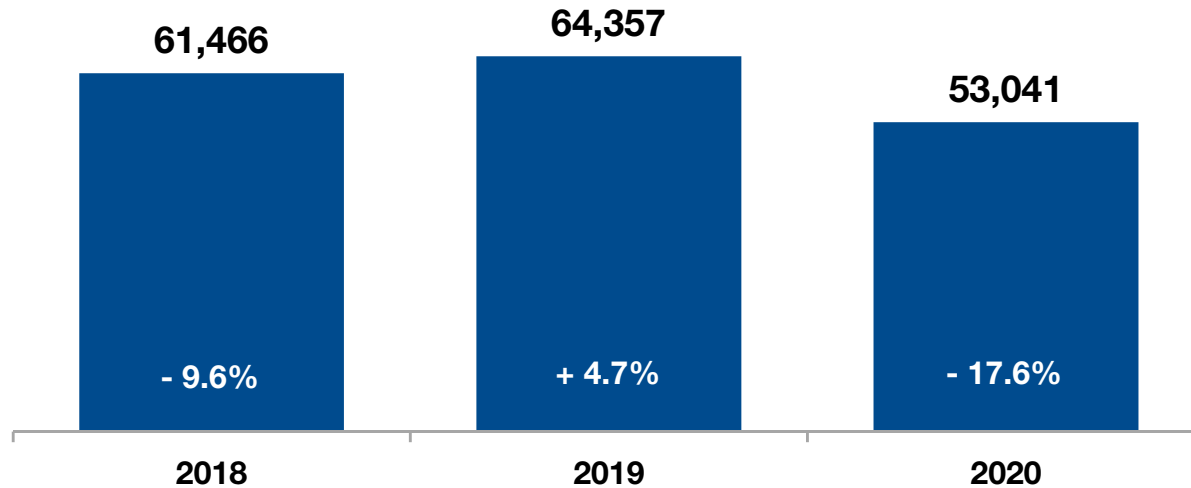
Inventory of Homes for Sale

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



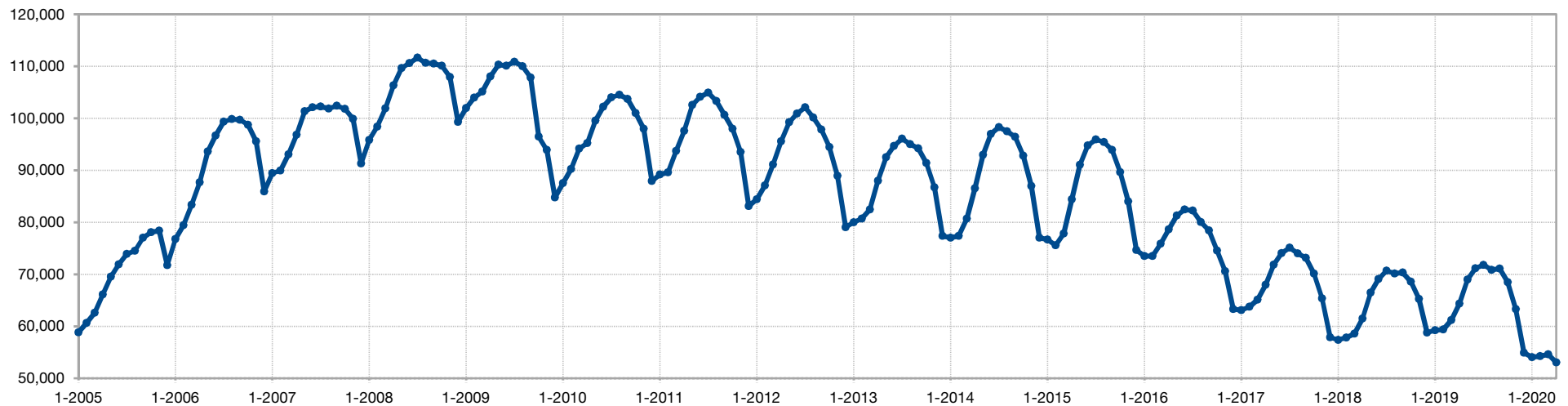
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April



Homes for Sale		Prior Year	Percent Change
May 2019	68,991	66,442	+3.8%
June 2019	71,128	69,083	+3.0%
July 2019	71,769	70,700	+1.5%
August 2019	70,841	70,135	+1.0%
September 2019	71,064	70,323	+1.1%
October 2019	68,472	68,569	-0.1%
November 2019	63,298	65,264	-3.0%
December 2019	54,888	58,788	-6.6%
January 2020	54,068	59,235	-8.7%
February 2020	54,267	59,353	-8.6%
March 2020	54,606	61,178	-10.7%
April 2020	53,041	64,357	-17.6%
12-Month Avg	63,036	65,286	-3.4%

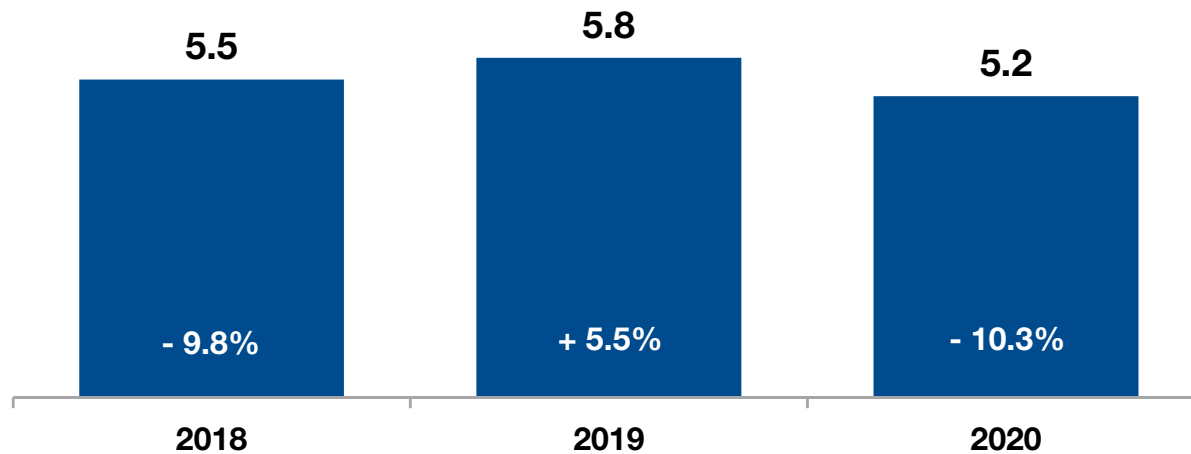
Historical Inventory of Homes for Sale by Month



Months Supply of Inventory

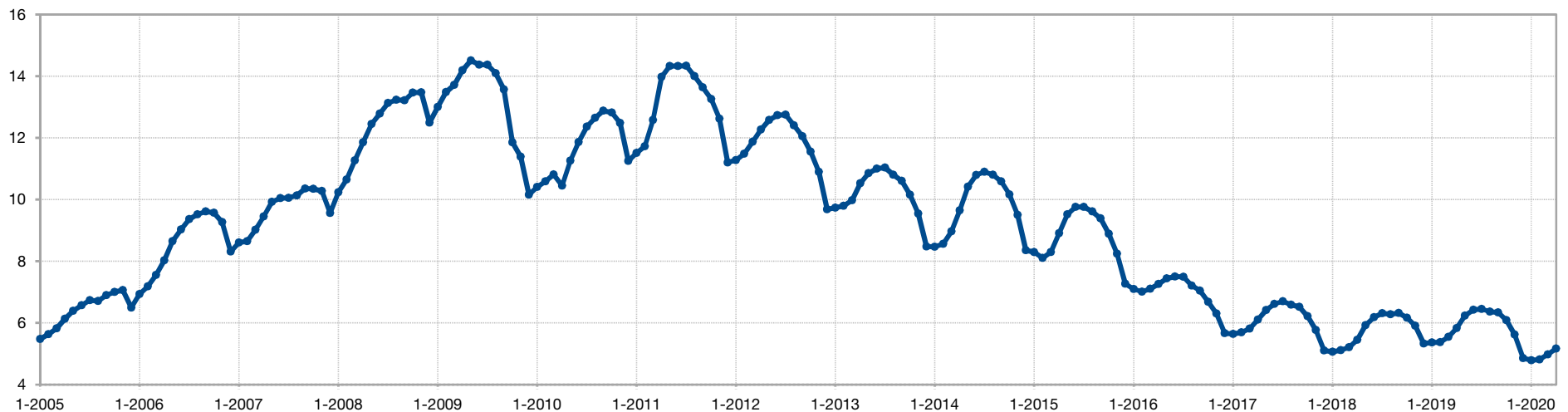
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

April



Months Supply		Prior Year	Percent Change
May 2019	6.2	5.9	+5.1%
June 2019	6.4	6.2	+3.2%
July 2019	6.4	6.3	+1.6%
August 2019	6.4	6.3	+1.6%
September 2019	6.3	6.3	0.0%
October 2019	6.1	6.2	-1.6%
November 2019	5.6	5.9	-5.1%
December 2019	4.9	5.3	-7.5%
January 2020	4.8	5.4	-11.1%
February 2020	4.8	5.4	-11.1%
March 2020	5.0	5.5	-9.1%
April 2020	5.2	5.8	-10.3%
12-Month Avg	5.7	5.9	-3.4%

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		
	4-2019	4-2020	+ / -	4-2019	4-2020	+ / -	4-2019	4-2020	+ / -	4-2019	4-2020	+ / -	4-2019	4-2020	+ / -
Albany* (1)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Allegany	59	28	-52.5%	20	9	-55.0%	\$84,450	\$109,000	+29.1%	231	128	-44.6%	8.1	4.3	-46.9%
Bronx	221	53	-76.0%	114	58	-49.1%	\$327,000	\$442,500	+35.3%	706	610	-13.6%	6.0	5.6	-6.7%
Broome	264	61	-76.9%	116	106	-8.6%	\$115,000	\$113,118	-1.6%	727	469	-35.5%	5.3	3.3	-37.7%
Cattaraugus	101	34	-66.3%	55	40	-27.3%	\$73,000	\$118,000	+61.6%	405	343	-15.3%	6.7	5.9	-11.9%
Cayuga	102	45	-55.9%	48	46	-4.2%	\$139,250	\$143,800	+3.3%	256	207	-19.1%	4.4	3.9	-11.4%
Chautauqua	185	66	-64.3%	91	84	-7.7%	\$72,000	\$116,450	+61.7%	520	396	-23.8%	5.1	3.8	-25.5%
Chemung	124	39	-68.5%	70	41	-41.4%	\$99,968	\$140,000	+40.0%	289	242	-16.3%	3.9	3.5	-10.3%
Chenango	84	37	-56.0%	31	32	+3.2%	\$95,200	\$112,000	+17.6%	377	257	-31.8%	12.4	6.7	-46.0%
Clinton	90	28	-68.9%	46	29	-37.0%	\$135,550	\$133,000	-1.9%	205	167	-18.5%	3.9	3.3	-15.4%
Columbia	156	60	-61.5%	40	49	+22.5%	\$218,300	\$255,000	+16.8%	790	548	-30.6%	13.4	9.2	-31.3%
Cortland	55	21	-61.8%	18	23	+27.8%	\$118,500	\$113,000	-4.6%	164	149	-9.1%	4.6	4.9	+6.5%
Delaware	137	52	-62.0%	39	29	-25.6%	\$163,500	\$169,000	+3.4%	724	565	-22.0%	13.6	11.1	-18.4%
Dutchess	578	203	-64.9%	229	175	-23.6%	\$274,500	\$305,000	+11.1%	1,744	1,307	-25.1%	6.6	4.8	-27.3%
Erie	1,088	384	-64.7%	566	477	-15.7%	\$158,000	\$185,000	+17.1%	1,290	931	-27.8%	1.8	1.4	-22.2%
Essex	79	33	-58.2%	23	31	+34.8%	\$115,160	\$160,000	+38.9%	562	448	-20.3%	12.9	10.7	-17.1%
Franklin	57	20	-64.9%	22	18	-18.2%	\$107,500	\$96,325	-10.4%	307	225	-26.7%	10.6	7.5	-29.2%
Fulton* (1)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Genesee	49	20	-59.2%	23	26	+13.0%	\$109,900	\$122,500	+11.5%	72	52	-27.8%	2.0	1.4	-30.0%
Greene	172	48	-72.1%	51	51	0.0%	\$153,000	\$200,000	+30.7%	823	505	-38.6%	12.6	7.3	-42.1%
Hamilton	21	4	-81.0%	13	4	-69.2%	\$120,000	\$327,500	+172.9%	135	112	-17.0%	12.2	11.5	-5.7%
Herkimer	85	31	-63.5%	32	41	+28.1%	\$79,000	\$105,000	+32.9%	678	680	+0.3%	16.0	15.2	-5.0%

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		
	4-2019	4-2020	+ / -	4-2019	4-2020	+ / -	4-2019	4-2020	+ / -	4-2019	4-2020	+ / -	4-2019	4-2020	+ / -
Jefferson	224	102	-54.5%	84	71	-15.5%	\$146,500	\$141,000	-3.8%	789	666	-15.6%	8.4	7.2	-14.3%
Kings	414	89	-78.5%	150	79	-47.3%	\$570,000	\$627,500	+10.1%	1,747	1,466	-16.1%	11.1	8.9	-19.8%
Lewis	42	16	-61.9%	13	16	+23.1%	\$105,000	\$140,000	+33.3%	186	156	-16.1%	11.4	8.6	-24.6%
Livingston	84	29	-65.5%	36	28	-22.2%	\$141,000	\$136,250	-3.4%	141	103	-27.0%	3.1	2.3	-25.8%
Madison	100	36	-64.0%	36	41	+13.9%	\$107,685	\$155,000	+43.9%	280	263	-6.1%	5.3	5.1	-3.8%
Monroe	1,142	533	-53.3%	654	454	-30.6%	\$145,000	\$162,500	+12.1%	952	742	-22.1%	1.3	1.1	-15.4%
Montgomery* (1)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Nassau	1,964	520	-73.5%	931	513	-44.9%	\$505,000	\$559,900	+10.9%	6,887	6,462	-6.2%	6.2	7.2	+16.1%
New York†	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Niagara	248	98	-60.5%	168	104	-38.1%	\$129,850	\$130,000	+0.1%	398	357	-10.3%	2.3	2.1	-8.7%
Oneida	277	82	-70.4%	116	91	-21.6%	\$120,000	\$135,000	+12.5%	1,980	1,878	-5.2%	11.4	12.5	+9.6%
Onondaga	677	265	-60.9%	331	301	-9.1%	\$148,400	\$158,750	+7.0%	951	723	-24.0%	2.3	1.8	-21.7%
Ontario	232	146	-37.1%	89	92	+3.4%	\$187,000	\$210,250	+12.4%	387	298	-23.0%	3.8	2.7	-28.9%
Orange* (2)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Orleans	41	19	-53.7%	29	27	-6.9%	\$90,000	\$117,000	+30.0%	79	67	-15.2%	2.3	2.1	-8.7%
Oswego	167	51	-69.5%	80	62	-22.5%	\$110,850	\$114,700	+3.5%	359	271	-24.5%	3.8	3.1	-18.4%
Otsego	112	36	-67.9%	31	37	+19.4%	\$92,500	\$132,500	+43.2%	542	401	-26.0%	13.6	9.0	-33.8%
Putnam* (2)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Queens	1,574	212	-86.5%	662	164	-75.2%	\$558,500	\$567,500	+1.6%	6,791	6,279	-7.5%	9.4	9.9	+5.3%
Rensselaer* (1)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Richmond	701	85	-87.9%	254	133	-47.6%	\$520,000	\$570,000	+9.6%	2,218	1,544	-30.4%	6.9	5.1	-26.1%
Rockland* (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		
	4-2019	4-2020	+ / -	4-2019	4-2020	+ / -	4-2019	4-2020	+ / -	4-2019	4-2020	+ / -	4-2019	4-2020	+ / -
St Lawrence	128	48	-62.5%	71	40	-43.7%	\$78,440	\$70,000	-10.8%	882	575	-34.8%	13.2	8.6	-34.8%
Saratoga* (1)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Schenectady* (1)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Schoharie* (1)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Schuyler	29	10	-65.5%	12	11	-8.3%	\$160,000	\$134,900	-15.7%	72	57	-20.8%	5.2	4.6	-11.5%
Seneca	44	12	-72.7%	20	14	-30.0%	\$61,250	\$74,750	+22.0%	111	80	-27.9%	5.0	3.4	-32.0%
Steuben	139	46	-66.9%	69	57	-17.4%	\$107,000	\$111,700	+4.4%	355	281	-20.8%	4.7	3.6	-23.4%
Suffolk	2,326	787	-66.2%	1,252	844	-32.6%	\$380,000	\$425,000	+11.8%	8,846	8,126	-8.1%	6.1	6.8	+11.5%
Sullivan	195	44	-77.4%	63	53	-15.9%	\$162,500	\$156,250	-3.8%	1,386	1,106	-20.2%	16.4	12.2	-25.6%
Tioga	50	17	-66.0%	26	27	+3.8%	\$128,500	\$149,000	+16.0%	160	144	-10.0%	5.5	4.4	-20.0%
Tompkins	143	51	-64.3%	62	49	-21.0%	\$218,361	\$240,000	+9.9%	299	194	-35.1%	4.4	3.0	-31.8%
Ulster	341	138	-59.5%	166	165	-0.6%	\$227,500	\$280,000	+23.1%	1,259	874	-30.6%	7.1	4.5	-36.6%
Warren	142	54	-62.0%	69	44	-36.2%	\$195,520	\$245,000	+25.3%	568	483	-15.0%	6.9	7.1	+2.9%
Washington* (1)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Wayne	118	72	-39.0%	91	60	-34.1%	\$135,500	\$150,000	+10.7%	200	179	-10.5%	2.4	2.2	-8.3%
Westchester* (2)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Wyoming	50	20	-60.0%	12	22	+83.3%	\$102,500	\$86,000	-16.1%	95	72	-24.2%	3.6	2.7	-25.0%
Yates	56	15	-73.2%	15	19	+26.7%	\$167,504	\$220,000	+31.3%	107	82	-23.4%	4.9	3.9	-20.4%
New York State	20,600	6,507	-68.4%	9,374	6,626	-29.3%	\$269,000	\$262,000	-2.6%	64,357	53,041	-17.6%	5.8	5.2	-10.3%

† 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