

Monthly Indicators

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

June 2020

While much of the country was working on a phased reopening of the economy in June, real estate activity continued to strengthen as well. Nationally, June showing activity as tracked by ShowingTime was up notably from the COVID-19 depressed levels in recent months but was also up from June 2019, reflecting pent-up demand by prospective home buyers.

New Listings were up 4.6 percent to 22,253. Pending Sales decreased 1.2 percent to 13,668. Inventory shrank 19.6 percent to 58,215 units.

Prices moved higher as the Median Sales Price was up 1.7 percent to \$300,000. Days on Market increased 17.9 percent to 79 days. Months Supply of Inventory was down 9.5 percent to 5.7 months.

While buyer activity continues to be robust, seller activity continues to be a bit softer, with fewer homes being listed for sale than a year ago. Many housing experts believe sellers remain reluctant to list their homes due to continued concerns over COVID-19, which was beginning to see a resurgence in June. Until sellers regain confidence, housing inventory will continue to be constrained during what is expected to be an active summer selling season.

Activity Snapshot

- 34.0% **+ 1.7%** **- 19.6%**

One-Year Change in Closed Sales	One-Year Change in Median Sales Price	One-Year Change in Homes for Sale
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Residential activity in New York State composed of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

Activity Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days on Market	6
Median Sales Price	7
Average Sales Price	8
Percent of List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12
Activity by County	13

Activity Overview

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



New York State Association of REALTORS®, Inc.

Key Metrics	Historical Sparkbars	6-2019	6-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		21,272	22,253	+ 4.6%	113,188	81,171	- 28.3%
Pending Sales		13,834	13,668	- 1.2%	71,270	53,390	- 25.1%
Closed Sales		12,276	8,107	- 34.0%	59,722	48,854	- 18.2%
Days on Market		67	79	+ 17.9%	78	80	+ 2.6%
Median Sales Price		\$295,000	\$300,000	+ 1.7%	\$278,000	\$284,900	+ 2.5%
Avg. Sales Price		\$384,918	\$397,270	+ 3.2%	\$365,239	\$377,881	+ 3.5%
Pct. of List Price Received		97.8%	97.4%	- 0.4%	97.2%	97.2%	0.0%
Affordability Index		118	121	+ 2.5%	125	127	+ 1.6%
Homes for Sale		72,432	58,215	- 19.6%	--	--	--
Months Supply		6.3	5.7	- 9.5%	--	--	--

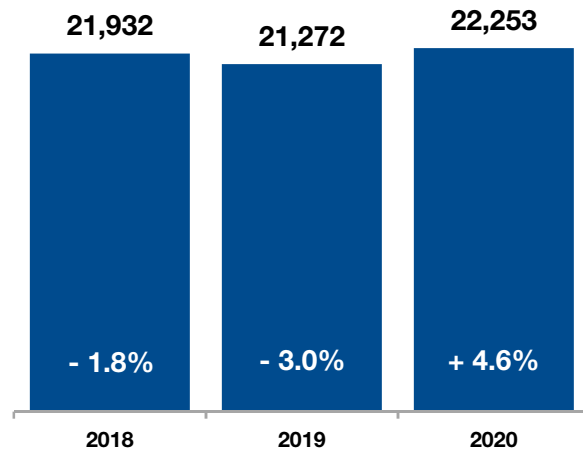
New Listings

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

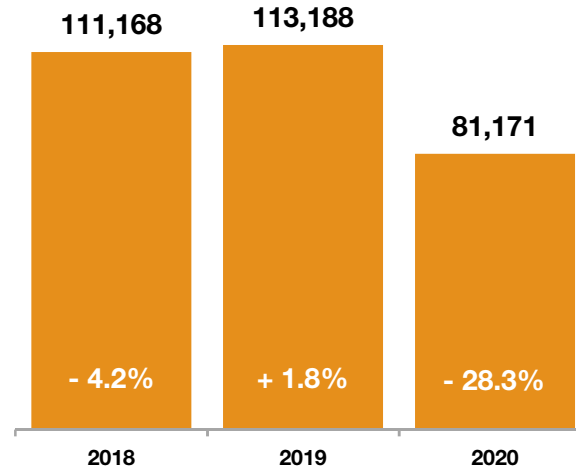


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June

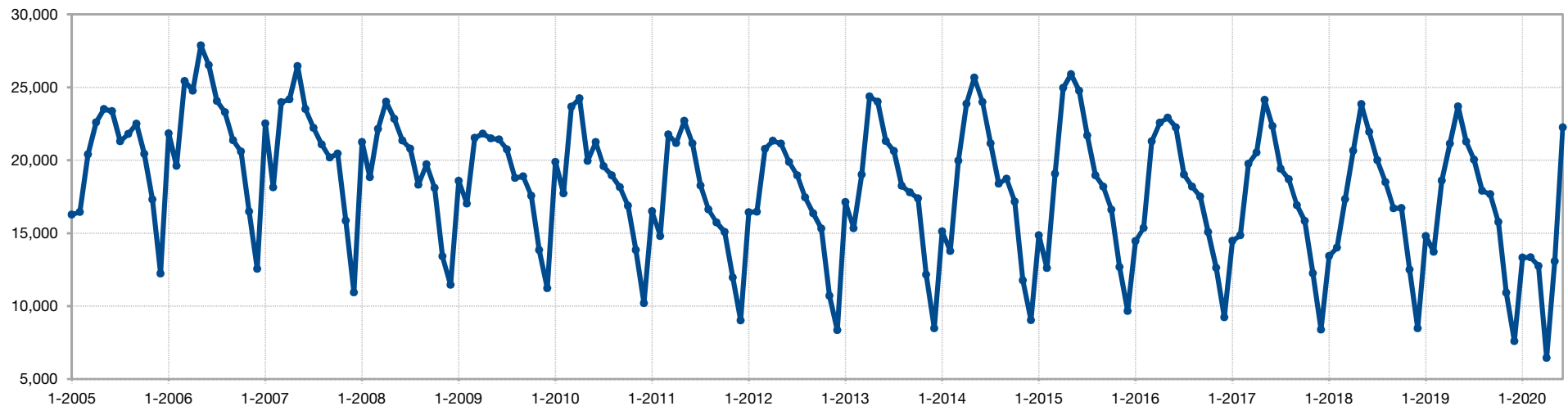


Year to Date



	New Listings	Prior Year	Percent Change
July 2019	20,029	20,005	+0.1%
August 2019	17,892	18,497	-3.3%
September 2019	17,661	16,689	+5.8%
October 2019	15,763	16,721	-5.7%
November 2019	10,911	12,503	-12.7%
December 2019	7,589	8,466	-10.4%
January 2020	13,318	14,786	-9.9%
February 2020	13,341	13,723	-2.8%
March 2020	12,750	18,607	-31.5%
April 2020	6,446	21,125	-69.5%
May 2020	13,063	23,675	-44.8%
June 2020	22,253	21,272	+4.6%
12-Month Avg	14,251	17,172	-17.0%

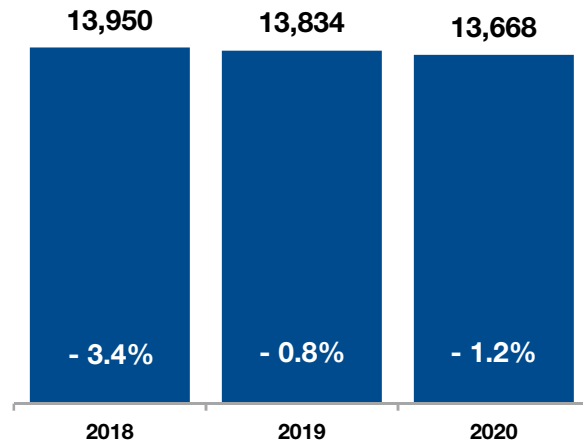
Historical New Listings by Month



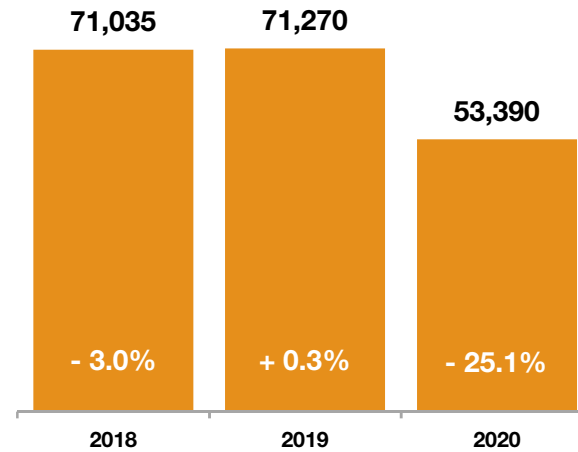
Pending Sales

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

June

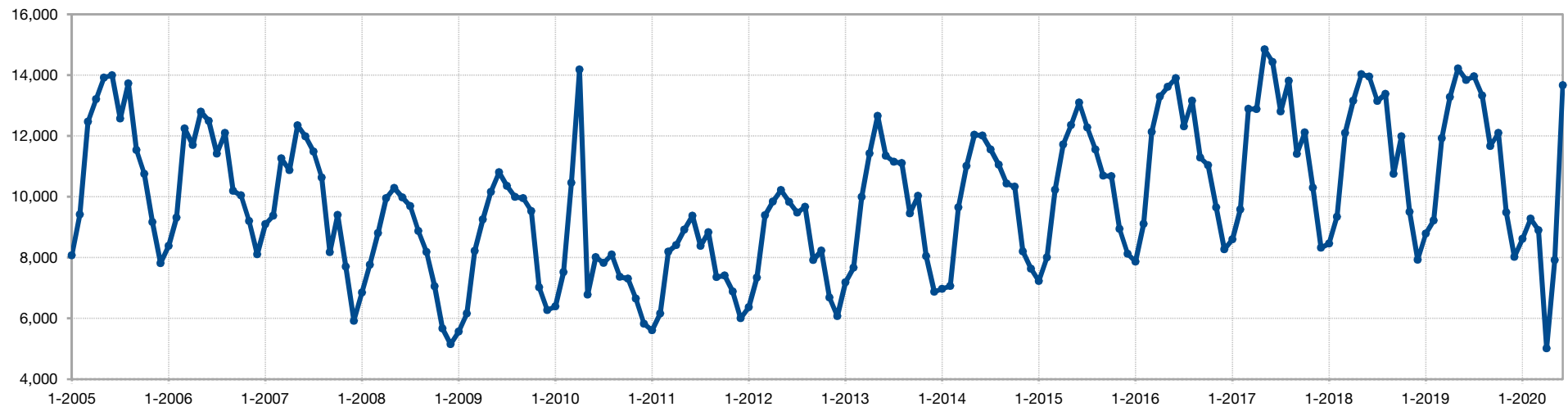


Year to Date



	Pending Sales	Prior Year	Percent Change
July 2019	13,958	13,146	+6.2%
August 2019	13,331	13,379	-0.4%
September 2019	11,663	10,750	+8.5%
October 2019	12,094	11,981	+0.9%
November 2019	9,484	9,499	-0.2%
December 2019	8,016	7,926	+1.1%
January 2020	8,619	8,790	-1.9%
February 2020	9,278	9,222	+0.6%
March 2020	8,896	11,925	-25.4%
April 2020	5,011	13,278	-62.3%
May 2020	7,918	14,221	-44.3%
June 2020	13,668	13,834	-1.2%
12-Month Avg	10,161	11,496	-11.6%

Historical Pending Sales by Month

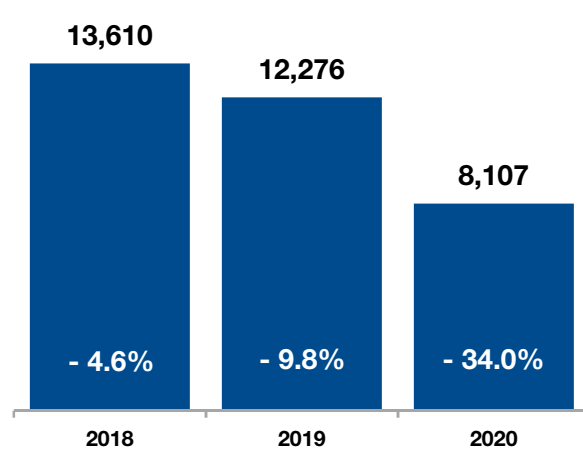


Closed Sales

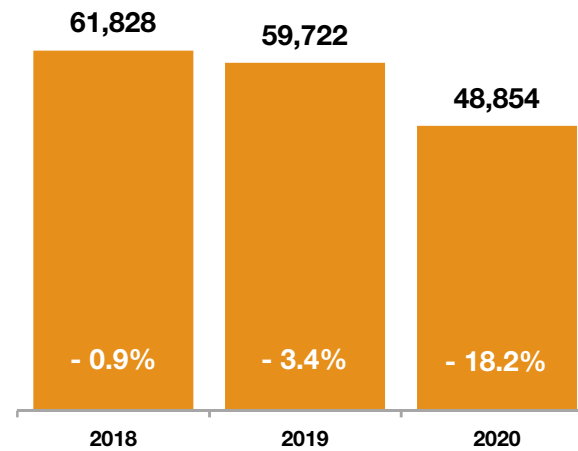
A count of the actual sales that closed in a given month.



June

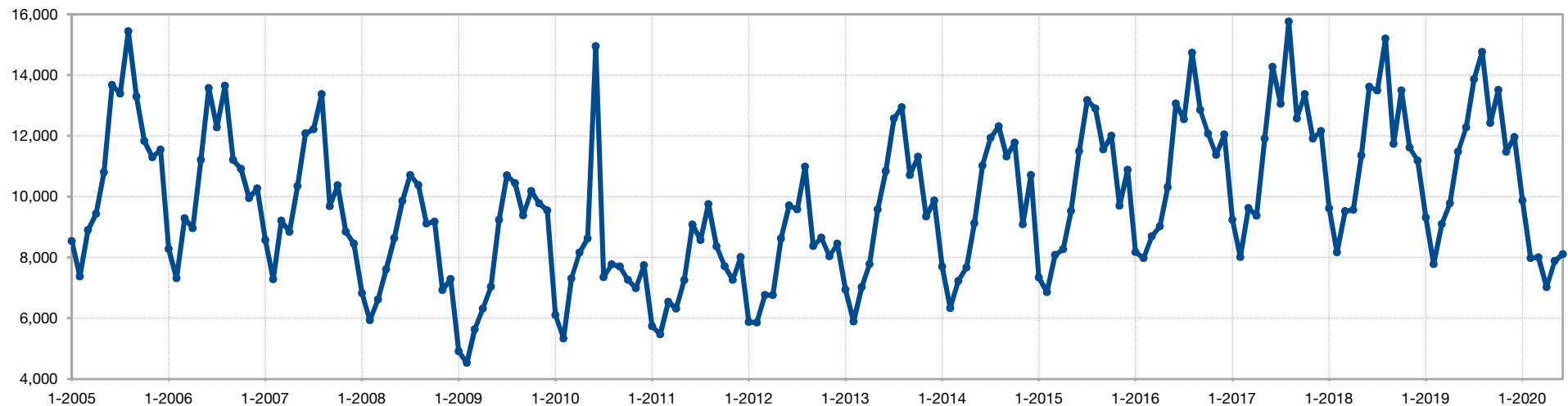


Year to Date



	Closed Sales	Prior Year	Percent Change
July 2019	13,860	13,493	+2.7%
August 2019	14,762	15,204	-2.9%
September 2019	12,425	11,736	+5.9%
October 2019	13,508	13,493	+0.1%
November 2019	11,475	11,617	-1.2%
December 2019	11,962	11,179	+7.0%
January 2020	9,873	9,313	+6.0%
February 2020	7,974	7,781	+2.5%
March 2020	8,004	9,098	-12.0%
April 2020	7,016	9,781	-28.3%
May 2020	7,880	11,473	-31.3%
June 2020	8,107	12,276	-34.0%
12-Month Avg	10,571	11,370	-7.0%

Historical Closed Sales by Month



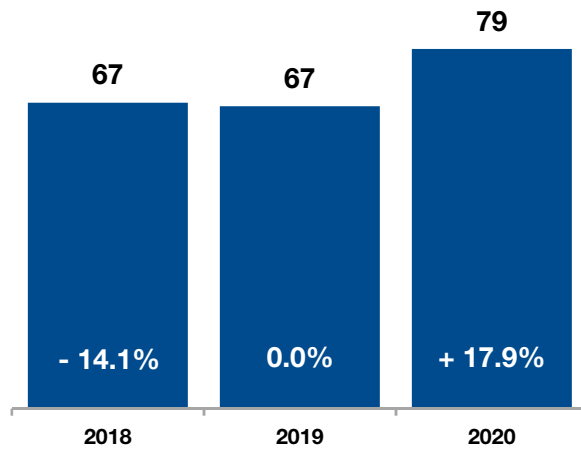
Days on Market

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

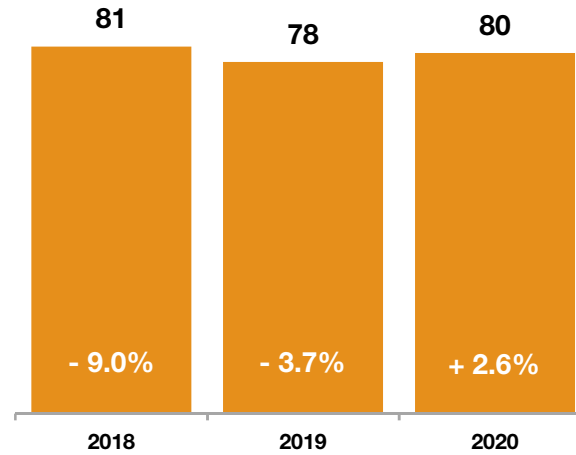


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June



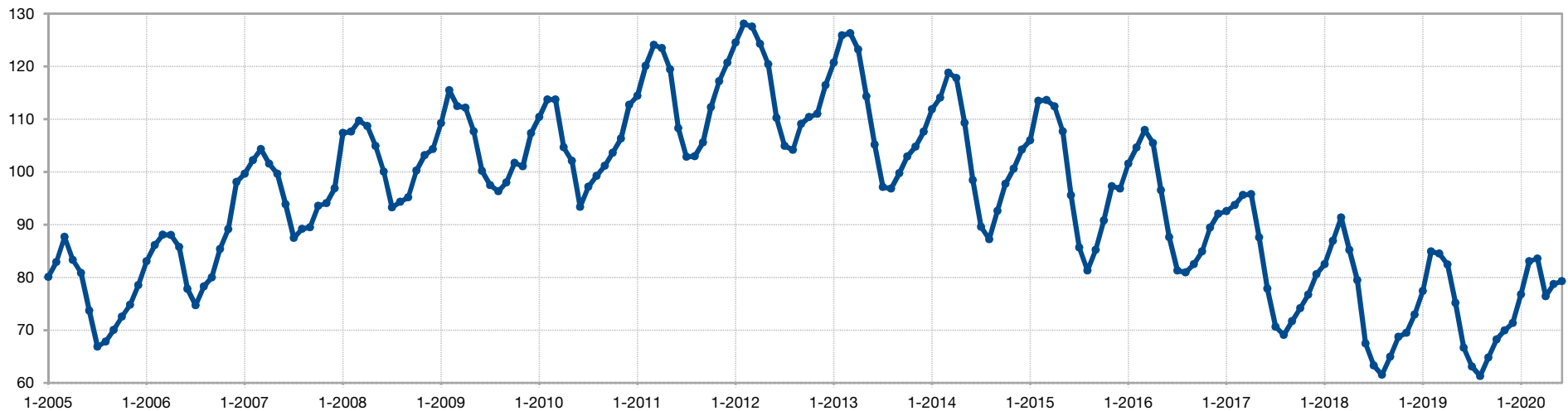
Year to Date



Days on Market		Prior Year	Percent Change
July 2019	63	63	0.0%
August 2019	61	62	-1.6%
September 2019	65	65	0.0%
October 2019	68	69	-1.4%
November 2019	70	69	+1.4%
December 2019	71	73	-2.7%
January 2020	77	77	0.0%
February 2020	83	85	-2.4%
March 2020	84	84	0.0%
April 2020	76	82	-7.3%
May 2020	79	75	+5.3%
June 2020	79	67	+17.9%
12-Month Avg*	71	71	0.0%

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

Historical Days on Market by Month

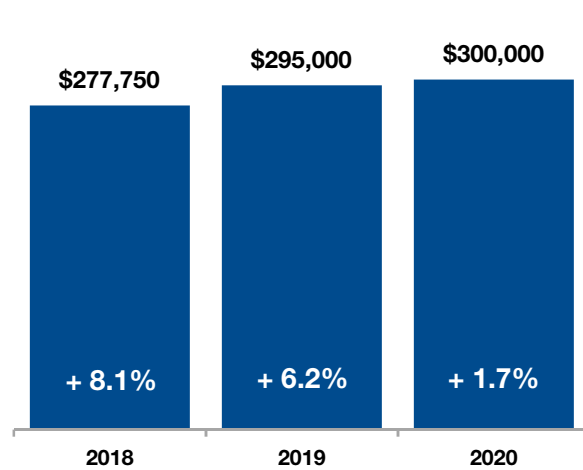


Median Sales Price

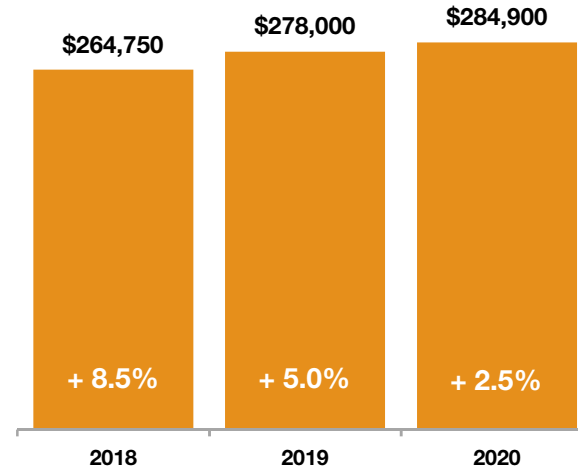
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



June



Year to Date



Median Sales Price	Prior Year	Percent Change
July 2019	\$297,500	\$280,000 +6.3%
August 2019	\$292,000	\$275,000 +6.2%
September 2019	\$281,000	\$270,000 +4.1%
October 2019	\$280,000	\$261,250 +7.2%
November 2019	\$279,000	\$270,000 +3.3%
December 2019	\$290,000	\$271,234 +6.9%
January 2020	\$300,000	\$279,000 +7.5%
February 2020	\$295,000	\$277,700 +6.2%
March 2020	\$280,000	\$272,500 +2.8%
April 2020	\$260,000	\$270,000 -3.7%
May 2020	\$268,000	\$270,000 -0.7%
June 2020	\$300,000	\$295,000 +1.7%
12-Month Med*	\$285,000	\$275,000 +3.6%

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

Historical Median Sales Price by Month

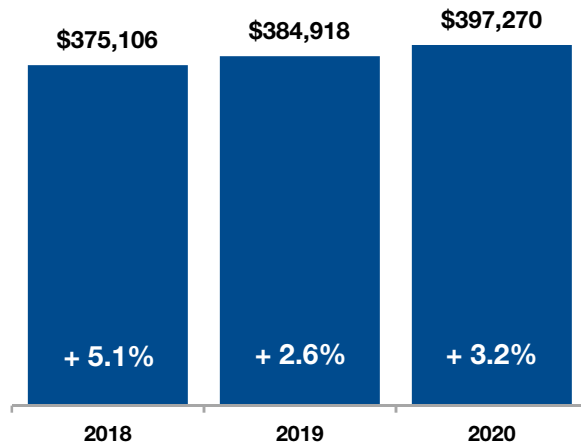


Average Sales Price

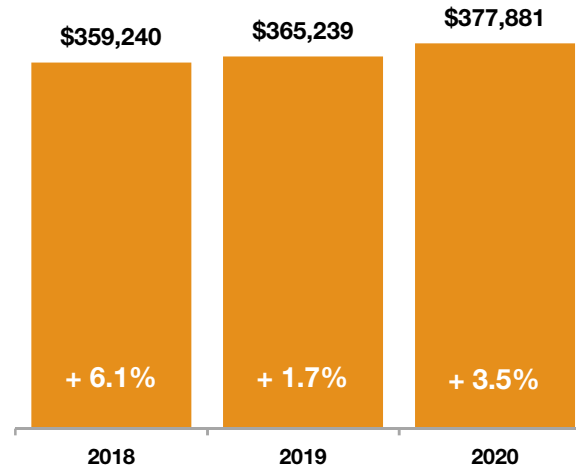
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



June



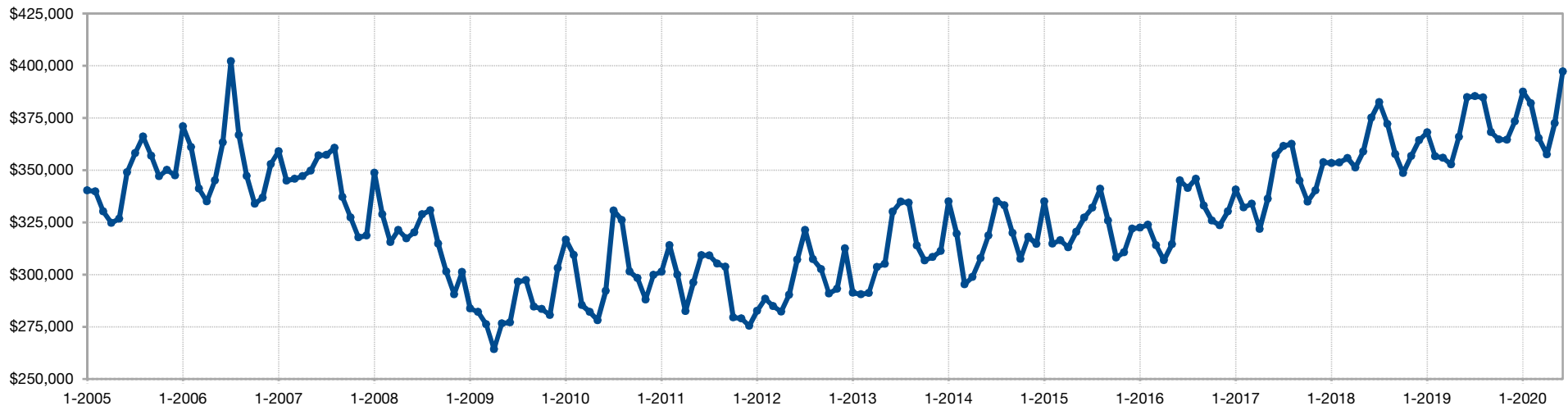
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
July 2019	\$385,431	\$382,509	+0.8%
August 2019	\$384,811	\$372,056	+3.4%
September 2019	\$368,201	\$357,691	+2.9%
October 2019	\$364,663	\$348,576	+4.6%
November 2019	\$364,590	\$356,806	+2.2%
December 2019	\$373,394	\$364,315	+2.5%
January 2020	\$387,574	\$368,068	+5.3%
February 2020	\$382,080	\$356,616	+7.1%
March 2020	\$365,279	\$355,852	+2.6%
April 2020	\$357,584	\$352,712	+1.4%
May 2020	\$372,459	\$365,883	+1.8%
June 2020	\$397,270	\$384,918	+3.2%
12-Month Avg*	\$375,520	\$364,616	+3.0%

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

Historical Average Sales Price by Month

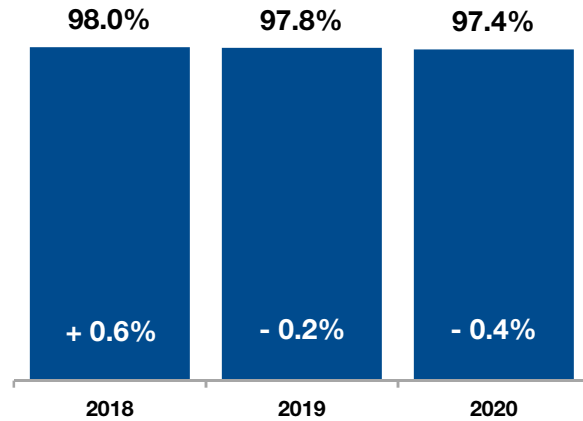


Percent of List Price Received

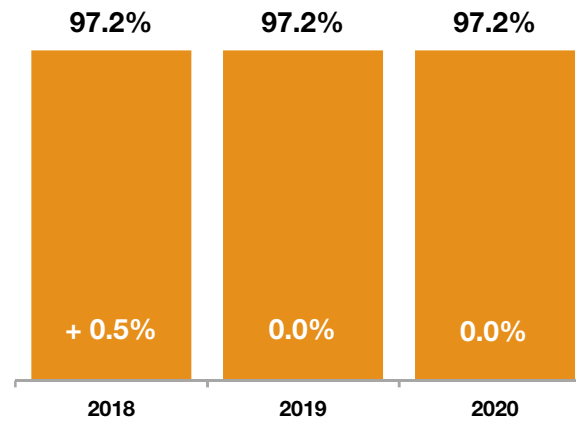
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



June



Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
July 2019	97.9%	98.0%	-0.1%
August 2019	97.9%	97.8%	+0.1%
September 2019	97.6%	97.5%	+0.1%
October 2019	97.3%	97.2%	+0.1%
November 2019	97.1%	97.1%	0.0%
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	97.7%	97.2%	+0.5%
May 2020	97.7%	97.4%	+0.3%
June 2020	97.4%	97.8%	-0.4%
12-Month Avg*	97.4%	97.3%	+0.1%

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

Historical Percent of List Price Received by Month

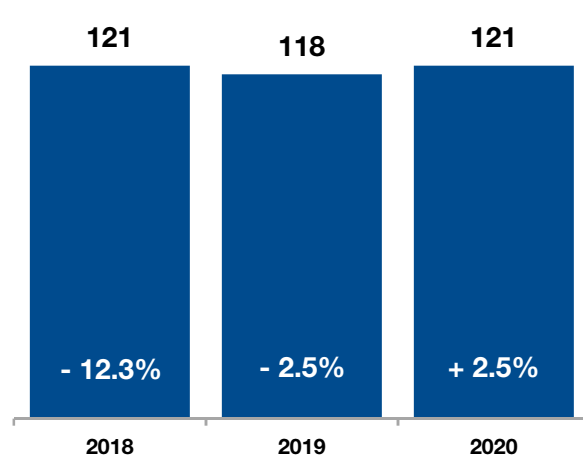


Housing Affordability Index

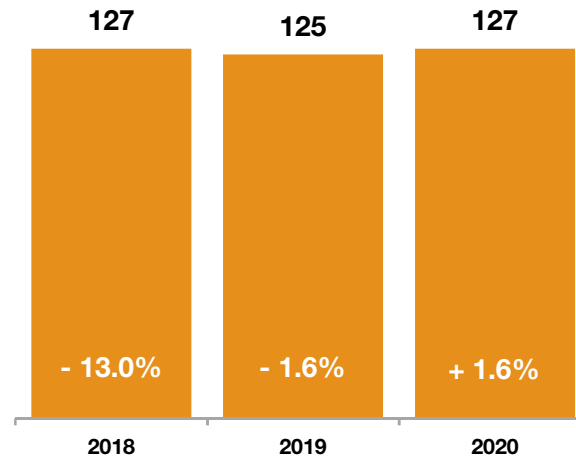
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



June

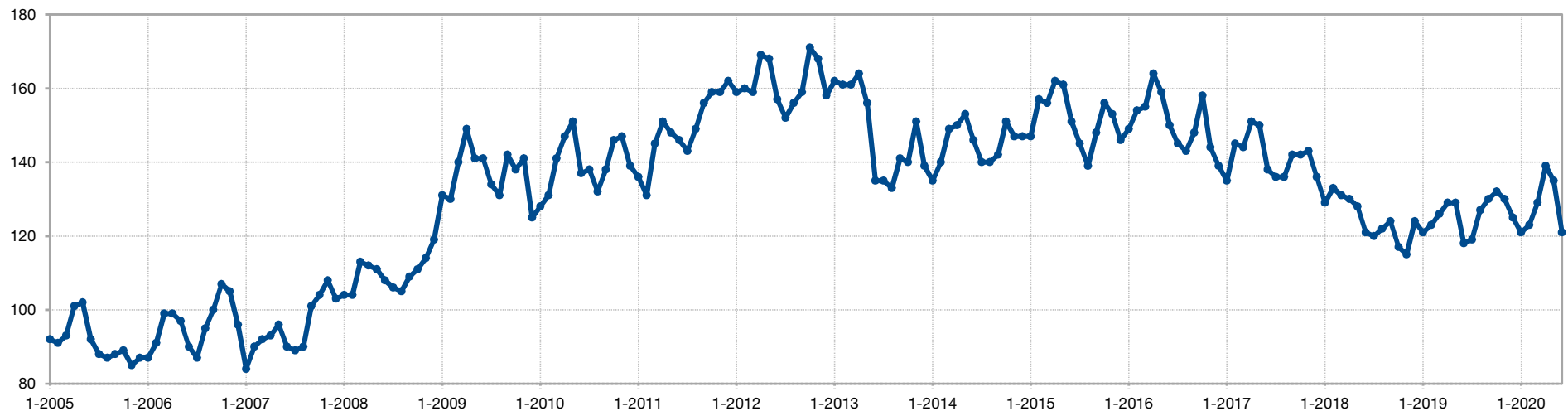


Year to Date



	Affordability Index	Prior Year	Percent Change
July 2019	119	120	-0.8%
August 2019	127	122	+4.1%
September 2019	130	124	+4.8%
October 2019	132	117	+12.8%
November 2019	130	115	+13.0%
December 2019	125	124	+0.8%
January 2020	121	121	0.0%
February 2020	123	123	0.0%
March 2020	129	126	+2.4%
April 2020	139	129	+7.8%
May 2020	135	129	+4.7%
June 2020	121	118	+2.5%
12-Month Avg	128	122	+4.3%

Historical Housing Affordability Index by Month



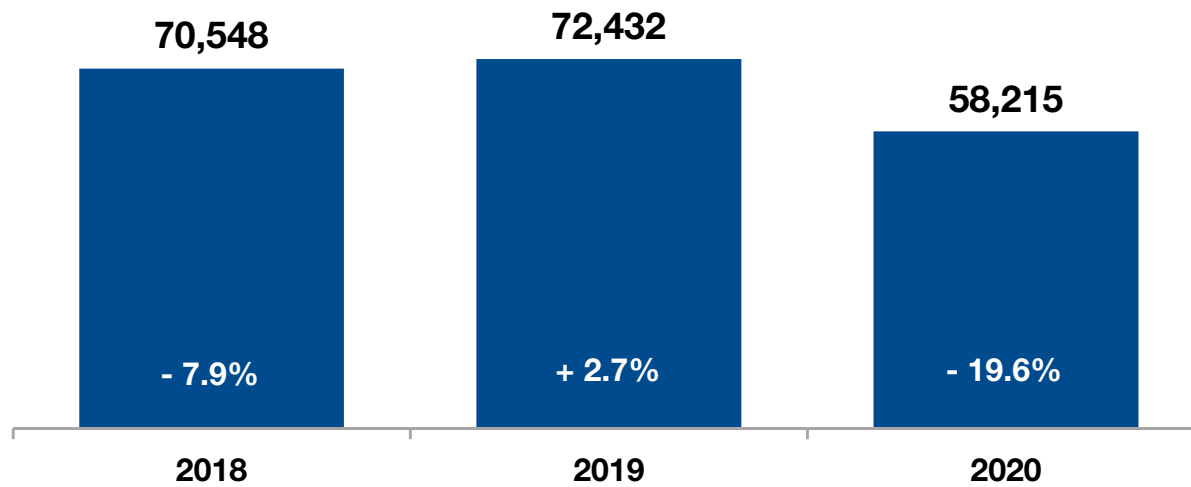
Inventory of Homes for Sale

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



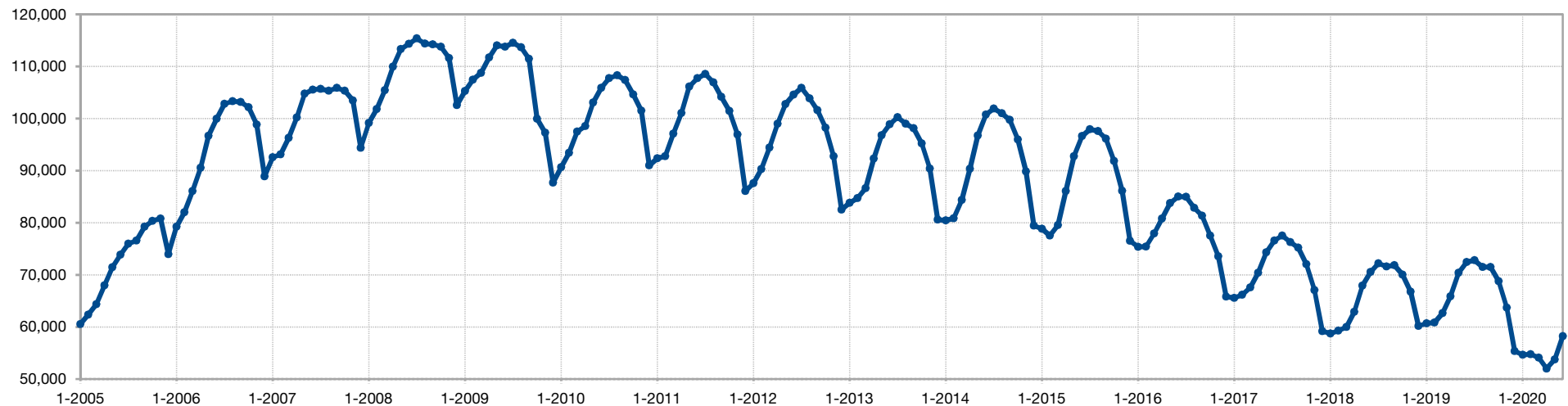
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June



Homes for Sale		Prior Year	Percent Change
July 2019	72,805	72,183	+0.9%
August 2019	71,489	71,599	-0.2%
September 2019	71,492	71,827	-0.5%
October 2019	68,766	70,035	-1.8%
November 2019	63,706	66,748	-4.6%
December 2019	55,369	60,160	-8.0%
January 2020	54,654	60,700	-10.0%
February 2020	54,733	60,839	-10.0%
March 2020	54,069	62,643	-13.7%
April 2020	52,005	65,834	-21.0%
May 2020	53,749	70,365	-23.6%
June 2020	58,215	72,432	-19.6%
12-Month Avg	60,921	67,114	-9.2%

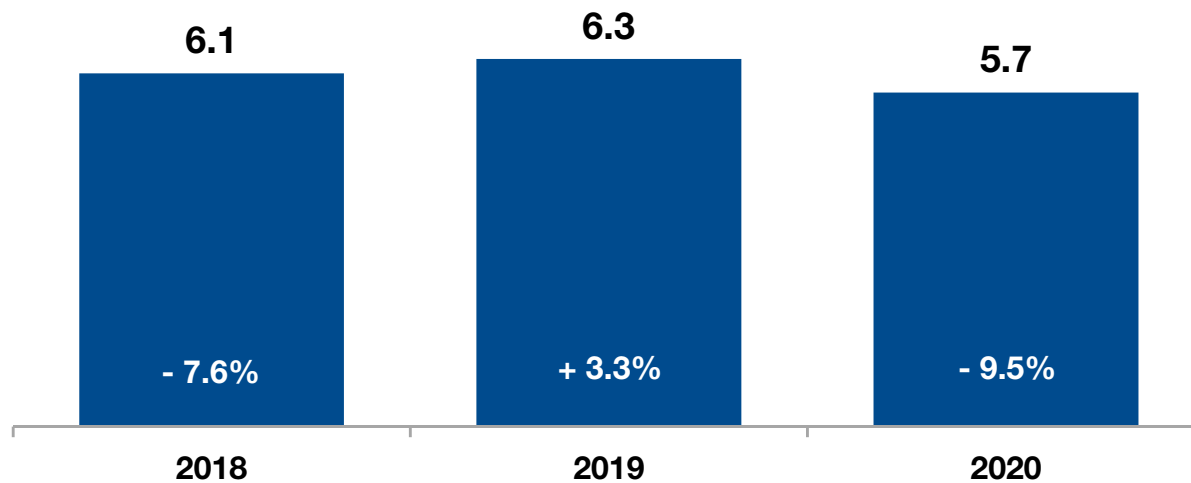
Historical Inventory of Homes for Sale by Month



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.

June



Months Supply		Prior Year	Percent Change
July 2019	6.3	6.2	+1.6%
August 2019	6.2	6.2	0.0%
September 2019	6.1	6.2	-1.6%
October 2019	5.9	6.1	-3.3%
November 2019	5.5	5.8	-5.2%
December 2019	4.8	5.2	-7.7%
January 2020	4.7	5.3	-11.3%
February 2020	4.7	5.3	-11.3%
March 2020	4.7	5.5	-14.5%
April 2020	4.9	5.7	-14.0%
May 2020	5.3	6.1	-13.1%
June 2020	5.7	6.3	-9.5%
12-Month Avg	5.4	5.8	-6.9%

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		
	6-2019	6-2020	+ / -	6-2019	6-2020	+ / -	6-2019	6-2020	+ / -	6-2019	6-2020	+ / -	6-2019	6-2020	+ / -
Albany* (1)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Allegany	58	57	-1.7%	63	26	-58.7%	\$83,500	\$78,500	-6.0%	201	125	-37.8%	6.5	4.5	-30.8%
Bronx	200	230	+15.0%	105	78	-25.7%	\$386,875	\$345,000	-10.8%	763	730	-4.3%	6.7	7.5	+11.9%
Broome	269	287	+6.7%	167	85	-49.1%	\$115,979	\$111,170	-4.1%	804	466	-42.0%	5.7	3.3	-42.1%
Cattaraugus	119	95	-20.2%	60	46	-23.3%	\$79,700	\$87,275	+9.5%	452	317	-29.9%	7.6	5.3	-30.3%
Cayuga	118	122	+3.4%	46	41	-10.9%	\$139,250	\$149,350	+7.3%	309	246	-20.4%	5.3	4.8	-9.4%
Chautauqua	210	208	-1.0%	114	78	-31.6%	\$120,000	\$90,000	-25.0%	609	424	-30.4%	5.8	4.2	-27.6%
Chemung	130	130	0.0%	83	57	-31.3%	\$109,950	\$147,140	+33.8%	329	234	-28.9%	4.4	3.4	-22.7%
Chenango	93	86	-7.5%	33	18	-45.5%	\$99,900	\$91,611	-8.3%	450	287	-36.2%	14.2	8.0	-43.7%
Clinton	106	100	-5.7%	57	43	-24.6%	\$160,000	\$140,000	-12.5%	276	173	-37.3%	5.2	3.3	-36.5%
Columbia	170	190	+11.8%	58	83	+43.1%	\$240,500	\$320,000	+33.1%	874	529	-39.5%	15.0	7.7	-48.7%
Cortland	69	68	-1.4%	42	26	-38.1%	\$104,900	\$126,950	+21.0%	213	174	-18.3%	6.2	5.8	-6.5%
Delaware	170	150	-11.8%	73	48	-34.2%	\$145,000	\$170,000	+17.2%	851	631	-25.9%	15.9	12.6	-20.8%
Dutchess	538	751	+39.6%	293	214	-27.0%	\$310,000	\$320,500	+3.4%	1,961	1,514	-22.8%	7.4	5.6	-24.3%
Erie	1,203	1,192	-0.9%	742	410	-44.7%	\$175,000	\$175,000	0.0%	1,602	974	-39.2%	2.2	1.5	-31.8%
Essex	120	109	-9.2%	44	35	-20.5%	\$227,500	\$190,000	-16.5%	659	448	-32.0%	15.4	9.9	-35.7%
Franklin	65	74	+13.8%	32	25	-21.9%	\$112,500	\$112,000	-0.4%	350	238	-32.0%	11.8	7.8	-33.9%
Fulton* (1)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Genesee	56	83	+48.2%	39	19	-51.3%	\$122,000	\$130,000	+6.6%	79	57	-27.8%	2.2	1.5	-31.8%
Greene	159	207	+30.2%	76	48	-36.8%	\$190,270	\$217,500	+14.3%	818	501	-38.8%	12.2	6.9	-43.4%
Hamilton	33	36	+9.1%	8	8	0.0%	\$273,635	\$172,500	-37.0%	172	114	-33.7%	15.4	9.2	-40.3%
Herkimer	122	72	-41.0%	33	25	-24.2%	\$120,950	\$90,400	-25.3%	745	648	-13.0%	17.0	14.6	-14.1%

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		
	6-2019	6-2020	+ / -	6-2019	6-2020	+ / -	6-2019	6-2020	+ / -	6-2019	6-2020	+ / -	6-2019	6-2020	+ / -
Jefferson	238	268	+12.6%	108	95	-12.0%	\$150,000	\$168,000	+12.0%	914	764	-16.4%	9.7	8.5	-12.4%
Kings	401	424	+5.7%	149	124	-16.8%	\$640,000	\$619,500	-3.2%	1,857	1,680	-9.5%	11.2	11.6	+3.6%
Lewis	52	40	-23.1%	12	17	+41.7%	\$155,000	\$114,165	-26.3%	220	155	-29.5%	13.8	8.6	-37.7%
Livingston	95	90	-5.3%	56	26	-53.6%	\$167,750	\$130,500	-22.2%	168	103	-38.7%	3.5	2.3	-34.3%
Madison	107	122	+14.0%	60	42	-30.0%	\$166,000	\$191,700	+15.5%	319	294	-7.8%	5.8	6.0	+3.4%
Monroe	1,247	1,186	-4.9%	834	512	-38.6%	\$160,000	\$170,000	+6.3%	1,158	801	-30.8%	1.6	1.2	-25.0%
Montgomery* (1)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Nassau	1,887	2,252	+19.3%	1,282	782	-39.0%	\$535,000	\$555,000	+3.7%	7,520	7,465	-0.7%	6.3	8.3	+31.7%
New York†	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Niagara	300	283	-5.7%	171	115	-32.7%	\$136,500	\$131,800	-3.4%	450	321	-28.7%	2.6	1.9	-26.9%
Oneida	292	304	+4.1%	161	116	-28.0%	\$130,000	\$142,950	+10.0%	2,072	1,944	-6.2%	11.9	13.5	+13.4%
Onondaga	728	674	-7.4%	516	300	-41.9%	\$163,000	\$165,000	+1.2%	1,098	799	-27.2%	2.6	2.1	-19.2%
Ontario	252	247	-2.0%	135	77	-43.0%	\$212,500	\$212,500	0.0%	452	329	-27.2%	4.3	3.1	-27.9%
Orange* (2)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Orleans	50	49	-2.0%	26	24	-7.7%	\$103,511	\$120,000	+15.9%	94	69	-26.6%	2.8	2.2	-21.4%
Oswego	183	173	-5.5%	93	69	-25.8%	\$99,950	\$116,600	+16.7%	418	312	-25.4%	4.5	3.6	-20.0%
Otsego	122	131	+7.4%	44	29	-34.1%	\$146,500	\$105,000	-28.3%	620	467	-24.7%	15.5	11.0	-29.0%
Putnam* (2)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Queens	2,042	1,309	-35.9%	886	354	-60.0%	\$505,000	\$483,000	-4.4%	8,651	7,005	-19.0%	8.9	11.0	+23.6%
Rensselaer* (1)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Richmond	616	636	+3.2%	339	238	-29.8%	\$550,000	\$590,139	+7.3%	2,412	1,926	-20.1%	7.6	7.3	-3.9%
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		
	6-2019	6-2020	+ / -	6-2019	6-2020	+ / -	6-2019	6-2020	+ / -	6-2019	6-2020	+ / -	6-2019	6-2020	+ / -
St Lawrence	163	176	+8.0%	74	55	-25.7%	\$111,500	\$95,500	-14.3%	956	572	-40.2%	14.1	8.4	-40.4%
Saratoga* (1)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Schenectady* (1)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Schoharie* (1)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Schuyler	30	32	+6.7%	6	8	+33.3%	\$87,500	\$173,225	+98.0%	90	60	-33.3%	6.8	4.8	-29.4%
Seneca	43	34	-20.9%	18	10	-44.4%	\$107,250	\$117,800	+9.8%	116	66	-43.1%	5.2	2.8	-46.2%
Steuben	133	154	+15.8%	83	52	-37.3%	\$117,000	\$132,500	+13.2%	415	295	-28.9%	5.5	3.9	-29.1%
Suffolk	2,244	2,555	+13.9%	1,627	1,213	-25.4%	\$399,945	\$425,000	+6.3%	9,302	8,701	-6.5%	6.1	7.0	+14.8%
Sullivan	222	250	+12.6%	84	88	+4.8%	\$162,750	\$179,500	+10.3%	1,531	1,182	-22.8%	18.4	12.4	-32.6%
Tioga	83	74	-10.8%	32	23	-28.1%	\$159,500	\$134,000	-16.0%	229	134	-41.5%	7.2	4.0	-44.4%
Tompkins	127	157	+23.6%	95	66	-30.5%	\$260,000	\$273,000	+5.0%	302	217	-28.1%	4.2	3.5	-16.7%
Ulster	429	537	+25.2%	192	127	-33.9%	\$255,000	\$267,000	+4.7%	1,559	1,040	-33.3%	8.6	5.3	-38.4%
Warren	178	159	-10.7%	60	57	-5.0%	\$242,000	\$260,000	+7.4%	691	502	-27.4%	8.5	7.1	-16.5%
Washington* (1)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Wayne	139	136	-2.2%	81	57	-29.6%	\$150,000	\$130,000	-13.3%	224	157	-29.9%	2.7	2.0	-25.9%
Westchester* (2)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Wyoming	55	55	0.0%	30	21	-30.0%	\$121,250	\$59,900	-50.6%	100	80	-20.0%	3.8	3.1	-18.4%
Yates	39	40	+2.6%	26	13	-50.0%	\$215,000	\$145,000	-32.6%	123	73	-40.7%	5.5	3.4	-38.2%
New York State	21,272	22,253	+4.6%	12,276	8,107	-34.0%	\$295,000	\$300,000	+1.7%	72,432	58,215	-19.6%	6.3	5.7	-9.5%

† 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