

Quarterly Indicators



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

Q2-2020

Q2 was substantially impacted by COVID-19, which slowed the economy and housing activity along with it for much of the last three months. Recent weeks have seen the economy slowly reopening and buyer activity coming back significantly, with June showing activity as tracked by ShowingTime up substantially from April and May levels and nationally now above June 2019 levels.

New Listings decreased 36.8 percent to 41,762. Pending Sales were down 35.7 percent to 26,597. Inventory levels shrank 19.6 percent to 58,215 units.

Prices continued to gain traction. The Median Sales Price decreased 1.8 percent to \$275,000. Days on Market was up 5.4 percent to 78 days. Sellers were encouraged as Months Supply of Inventory was down 9.5 percent to 5.7 months.

While buyer activity has quickly recovered from COVID-19 lows, sellers continue to list fewer homes for sale than trends before COVID-19 indicated. Many housing experts believe sellers remain reluctant to list their homes due to continued concerns over COVID-19. Until sellers regain confidence, housing inventory will continue to be constrained during what is expected to be an active summer selling season.

Activity Snapshot

- 31.4% **- 1.8%** **- 19.6%**

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.

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

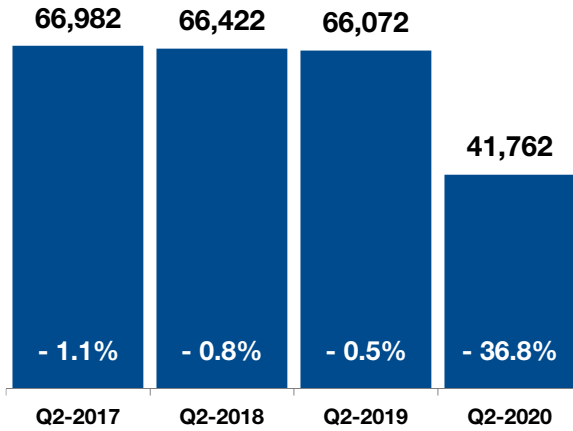


Key Metrics	Historical Sparkbars	Q2-2019	Q2-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		66,072	41,762	- 36.8%	113,188	81,171	- 28.3%
Pending Sales		41,333	26,597	- 35.7%	71,270	53,390	- 25.1%
Closed Sales		33,530	23,003	- 31.4%	59,722	48,854	- 18.2%
Days on Market		74	78	+ 5.4%	78	80	+ 2.6%
Median Sales Price		\$280,000	\$275,000	- 1.8%	\$278,000	\$284,900	+ 2.5%
Average Sales Price		\$368,998	\$376,626	+ 2.1%	\$365,239	\$377,881	+ 3.5%
Pct. of List Price Received		97.5%	97.6%	+ 0.1%	97.2%	97.2%	0.0%
Housing Affordability Index		121	137	+ 13.2%	122	132	+ 8.2%
Inventory of Homes for Sale		72,432	58,215	- 19.6%	--	--	--
Months Supply of Inventory		6.3	5.7	- 9.5%	--	--	--

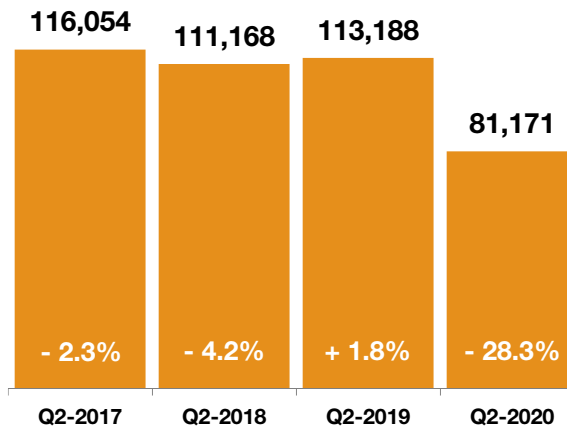
New Listings

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

Second Quarter

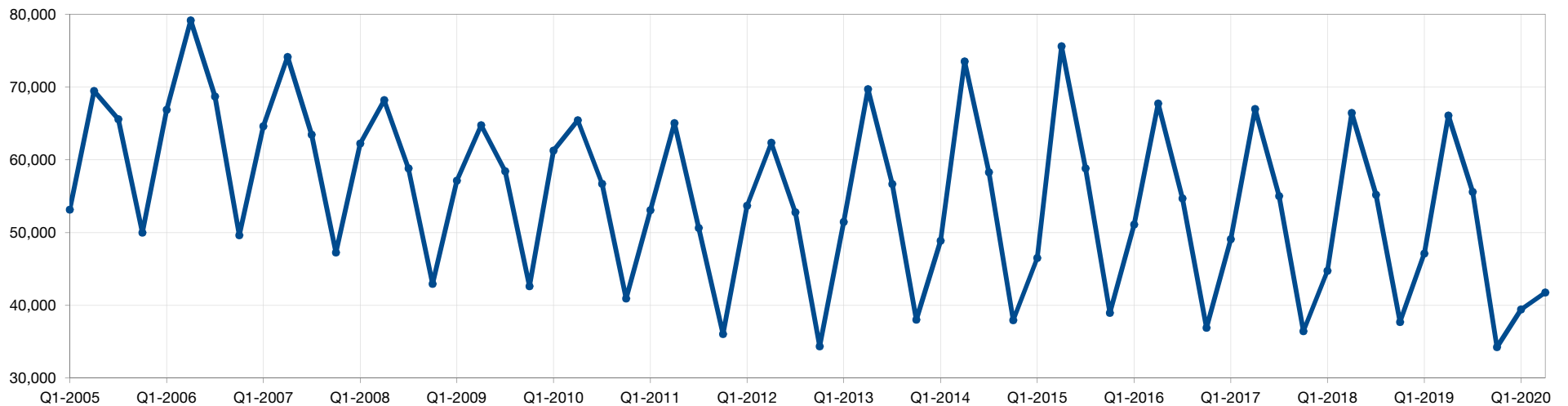


Year to Date



	New Listings	Percent Change
Q3-2017	55,011	+0.6%
Q4-2017	36,460	-1.2%
Q1-2018	44,746	-8.8%
Q2-2018	66,422	-0.8%
Q3-2018	55,191	+0.3%
Q4-2018	37,690	+3.4%
Q1-2019	47,116	+5.3%
Q2-2019	66,072	-0.5%
Q3-2019	55,582	+0.7%
Q4-2019	34,263	-9.1%
Q1-2020	39,409	-16.4%
Q2-2020	41,762	-36.8%

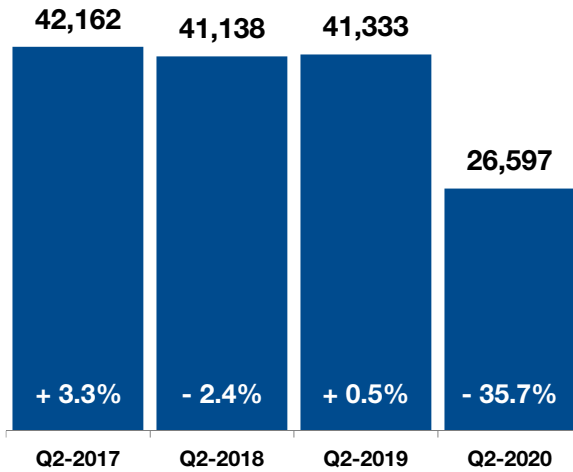
Historical New Listings by Quarter



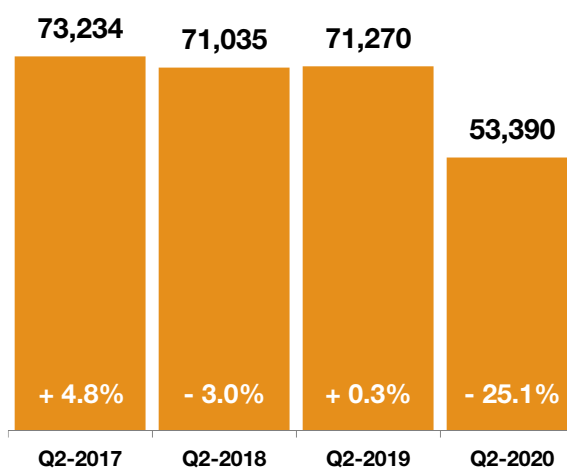
Pending Sales

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

Second Quarter

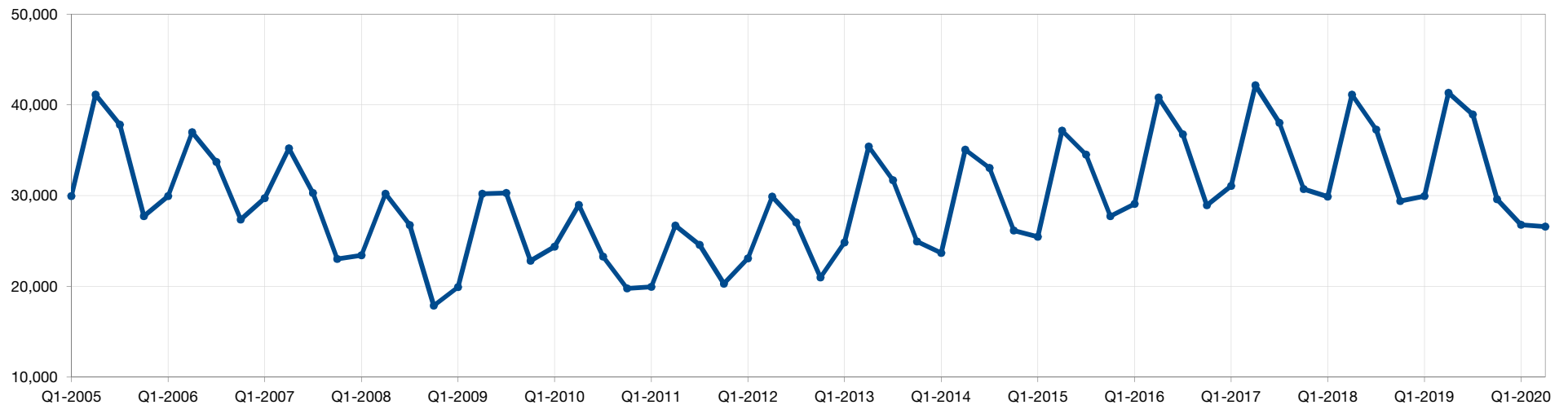


Year to Date



	Pending Sales	Percent Change
Q3-2017	38,027	+3.4%
Q4-2017	30,734	+6.1%
Q1-2018	29,897	-3.8%
Q2-2018	41,138	-2.4%
Q3-2018	37,275	-2.0%
Q4-2018	29,406	-4.3%
Q1-2019	29,937	+0.1%
Q2-2019	41,333	+0.5%
Q3-2019	38,952	+4.5%
Q4-2019	29,594	+0.6%
Q1-2020	26,793	-10.5%
Q2-2020	26,597	-35.7%

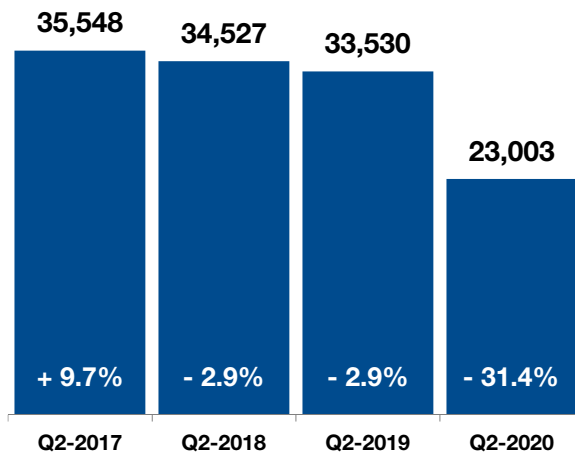
Historical Pending Sales by Quarter



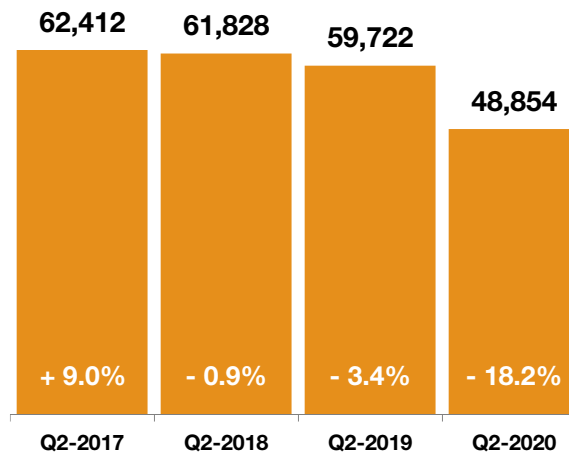
Closed Sales

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

Second Quarter

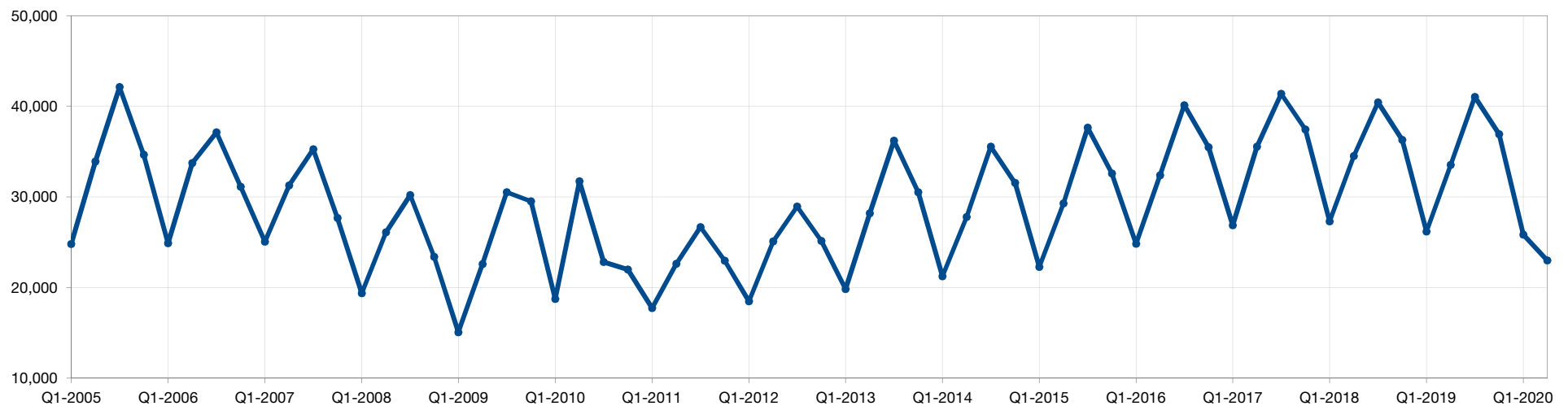


Year to Date



	Closed Sales	Percent Change
Q3-2017	41,389	+3.1%
Q4-2017	37,436	+5.5%
Q1-2018	27,301	+1.6%
Q2-2018	34,527	-2.9%
Q3-2018	40,433	-2.3%
Q4-2018	36,289	-3.1%
Q1-2019	26,192	-4.1%
Q2-2019	33,530	-2.9%
Q3-2019	41,047	+1.5%
Q4-2019	36,945	+1.8%
Q1-2020	25,851	-1.3%
Q2-2020	23,003	-31.4%

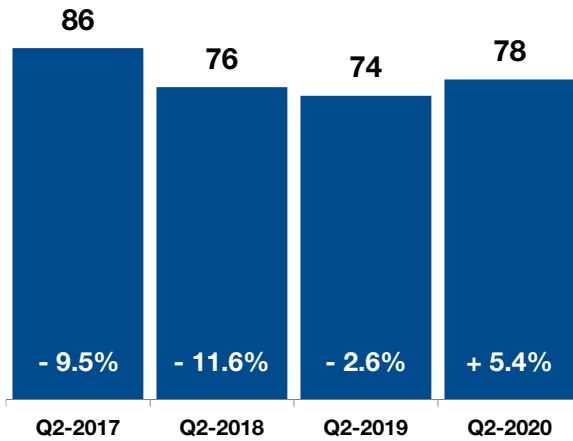
Historical Closed Sales by Quarter



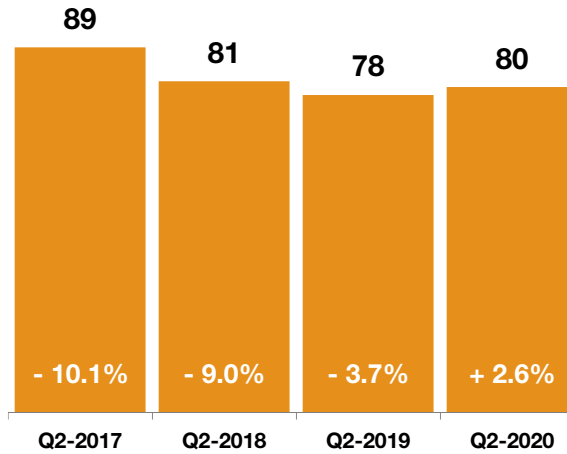
Days on Market

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

Second Quarter

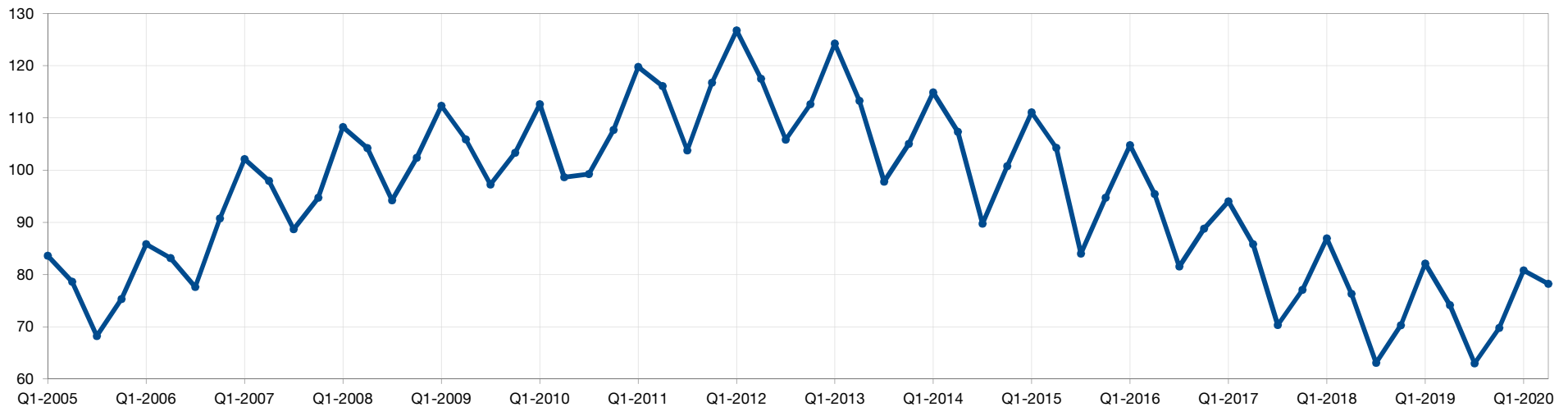


Year to Date



	Days on Market	Percent Change
Q3-2017	70	-14.6%
Q4-2017	77	-13.5%
Q1-2018	87	-7.4%
Q2-2018	76	-11.6%
Q3-2018	63	-10.0%
Q4-2018	70	-9.1%
Q1-2019	82	-5.7%
Q2-2019	74	-2.6%
Q3-2019	63	0.0%
Q4-2019	70	0.0%
Q1-2020	81	-1.2%
Q2-2020	78	+5.4%

Historical Days on Market by Quarter

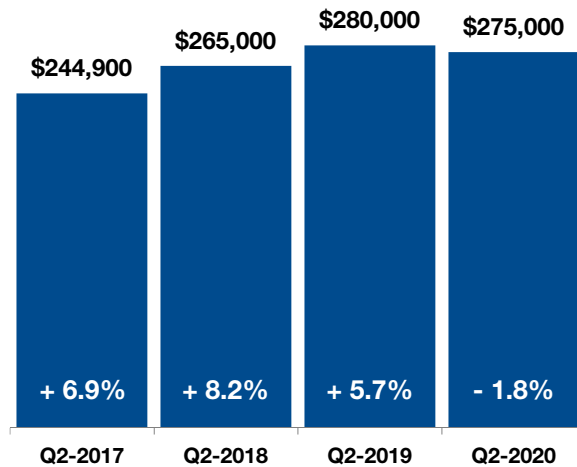


Median Sales Price

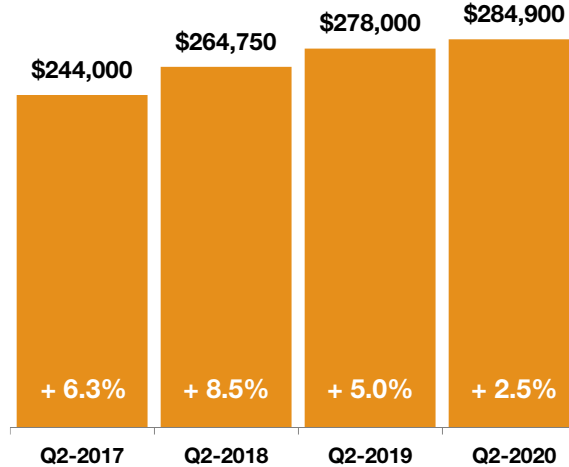
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given quarter.



Second Quarter

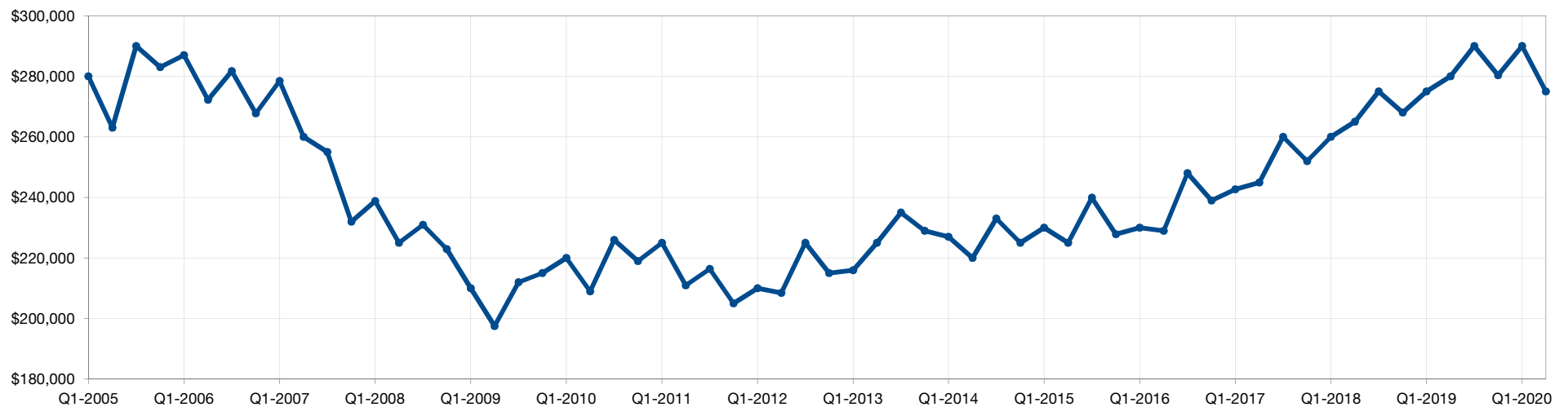


Year to Date



	Median Sales Price	Percent Change
Q3-2017	\$260,000	+4.8%
Q4-2017	\$252,000	+5.4%
Q1-2018	\$260,000	+7.1%
Q2-2018	\$265,000	+8.2%
Q3-2018	\$275,000	+5.8%
Q4-2018	\$268,000	+6.3%
Q1-2019	\$275,000	+5.8%
Q2-2019	\$280,000	+5.7%
Q3-2019	\$290,000	+5.5%
Q4-2019	\$280,331	+4.6%
Q1-2020	\$290,000	+5.5%
Q2-2020	\$275,000	-1.8%

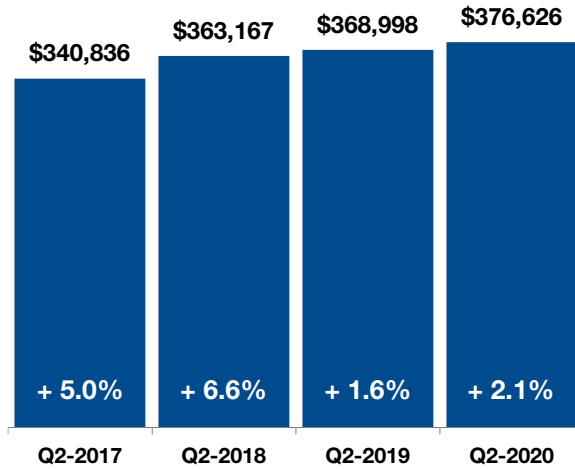
Historical Median Sales Price by Quarter



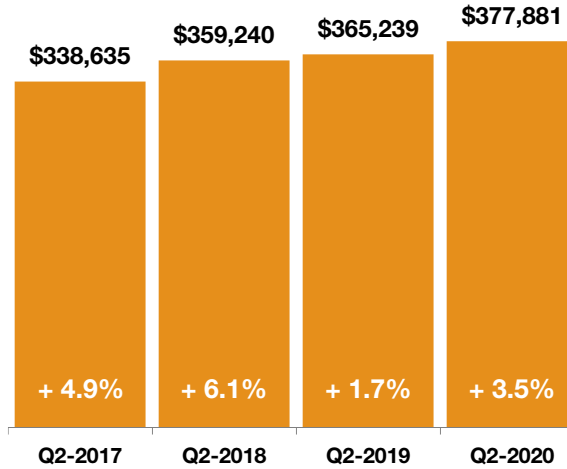
Average Sales Price

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

Second Quarter

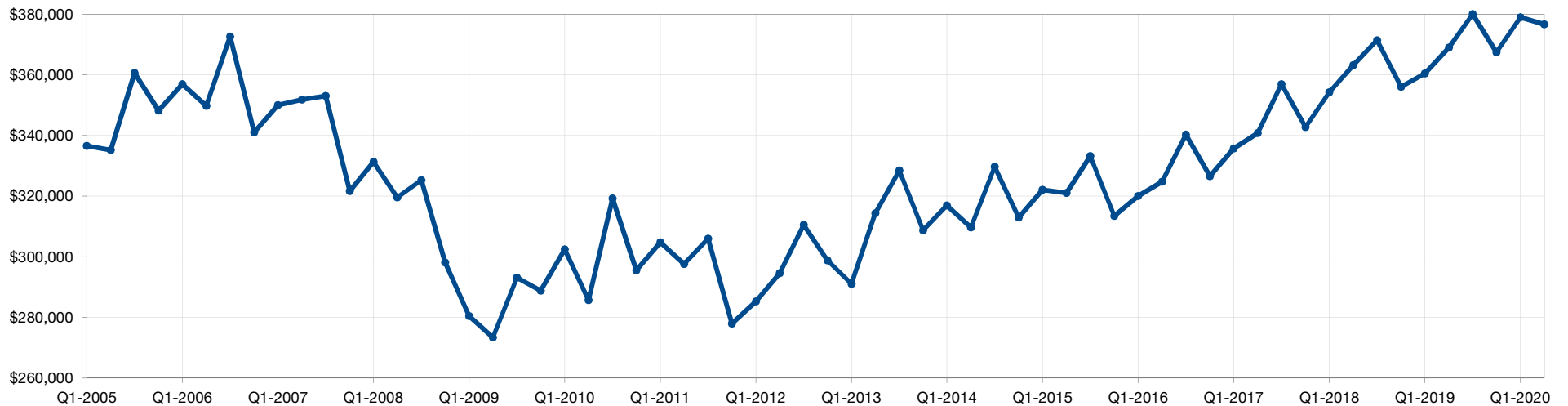


Year to Date



	Avg. Sales Price	Percent Change
Q3-2017	\$356,898	+4.9%
Q4-2017	\$342,762	+5.0%
Q1-2018	\$354,273	+5.5%
Q2-2018	\$363,167	+6.6%
Q3-2018	\$371,373	+4.1%
Q4-2018	\$356,059	+3.9%
Q1-2019	\$360,423	+1.7%
Q2-2019	\$368,998	+1.6%
Q3-2019	\$379,992	+2.3%
Q4-2019	\$367,467	+3.2%
Q1-2020	\$378,970	+5.1%
Q2-2020	\$376,626	+2.1%

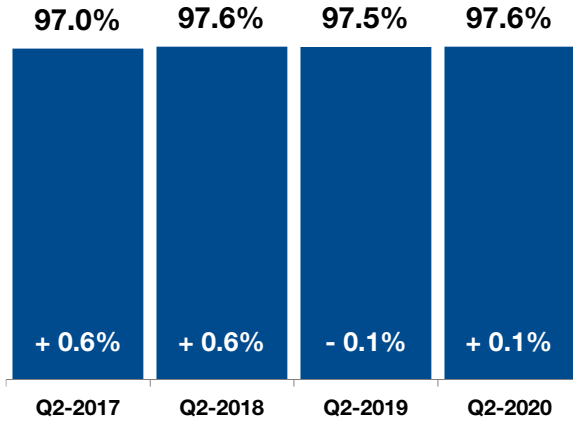
Historical Average Sales Price by Quarter



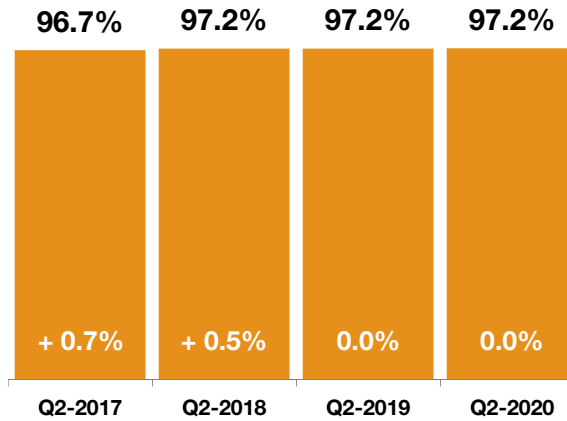
Percent of List Price Received

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.

Second Quarter

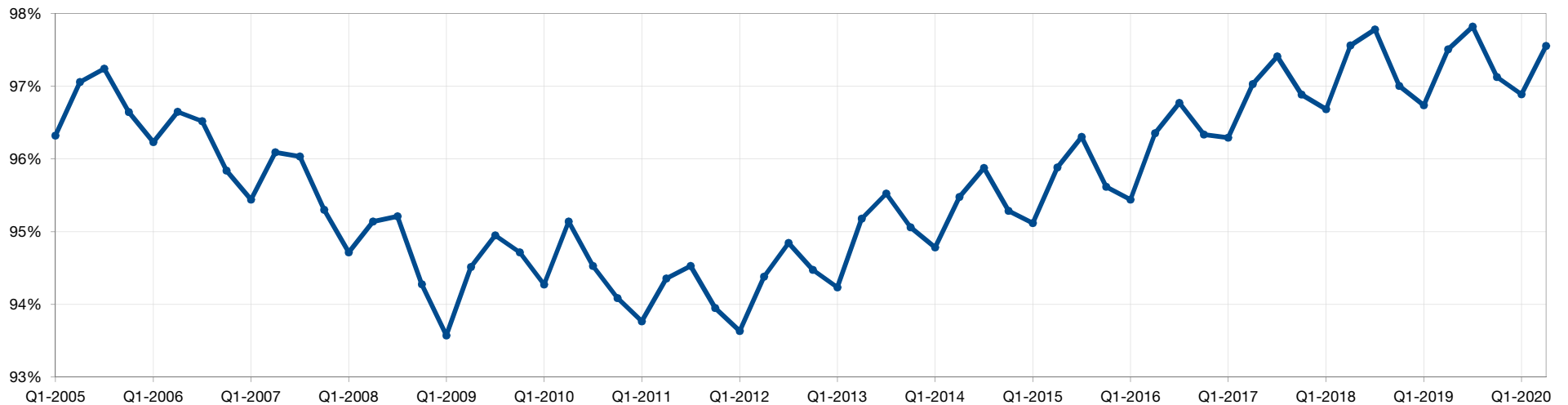


Year to Date



	Pct. of List Price Received	Percent Change
Q3-2017	97.4%	+0.6%
Q4-2017	96.9%	+0.6%
Q1-2018	96.7%	+0.4%
Q2-2018	97.6%	+0.6%
Q3-2018	97.8%	+0.4%
Q4-2018	97.0%	+0.1%
Q1-2019	96.7%	0.0%
Q2-2019	97.5%	-0.1%
Q3-2019	97.8%	0.0%
Q4-2019	97.1%	+0.1%
Q1-2020	96.9%	+0.2%
Q2-2020	97.6%	+0.1%

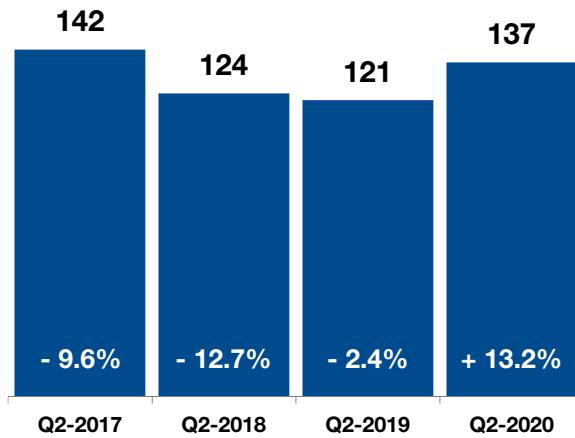
Historical Percent of List Price Received by Quarter



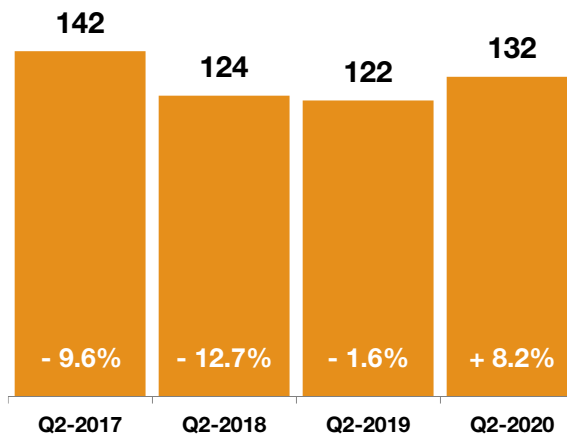
Housing Affordability Index

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.

Second Quarter

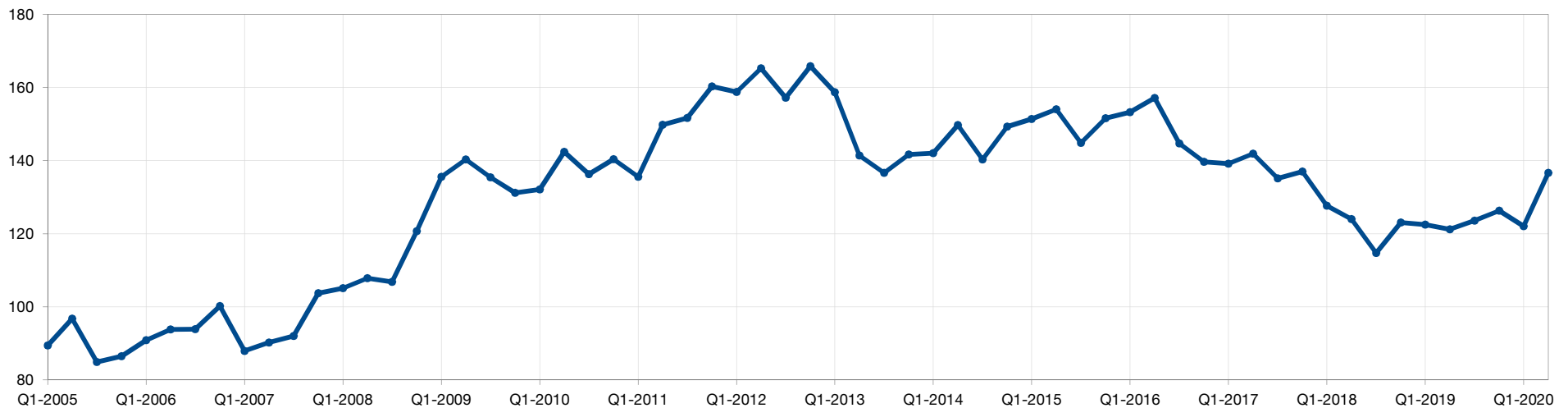


Year to Date



	Affordability Index	Percent Change
Q3-2017	135	-6.9%
Q4-2017	137	-2.1%
Q1-2018	128	-7.9%
Q2-2018	124	-12.7%
Q3-2018	115	-14.8%
Q4-2018	123	-10.2%
Q1-2019	122	-4.7%
Q2-2019	121	-2.4%
Q3-2019	124	+7.8%
Q4-2019	126	+2.4%
Q1-2020	122	0.0%
Q2-2020	137	+13.2%

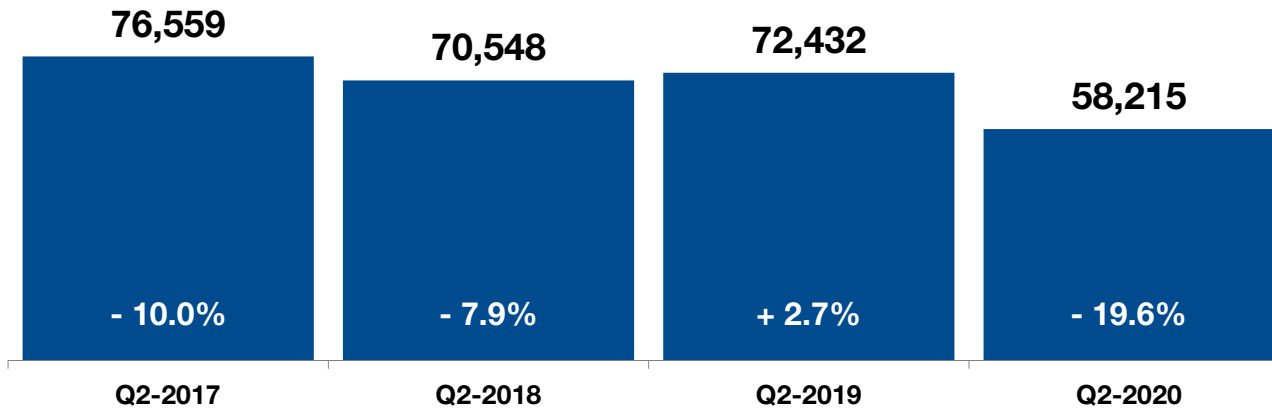
Historical Housing Affordability Index by Quarter



Inventory of Homes for Sale

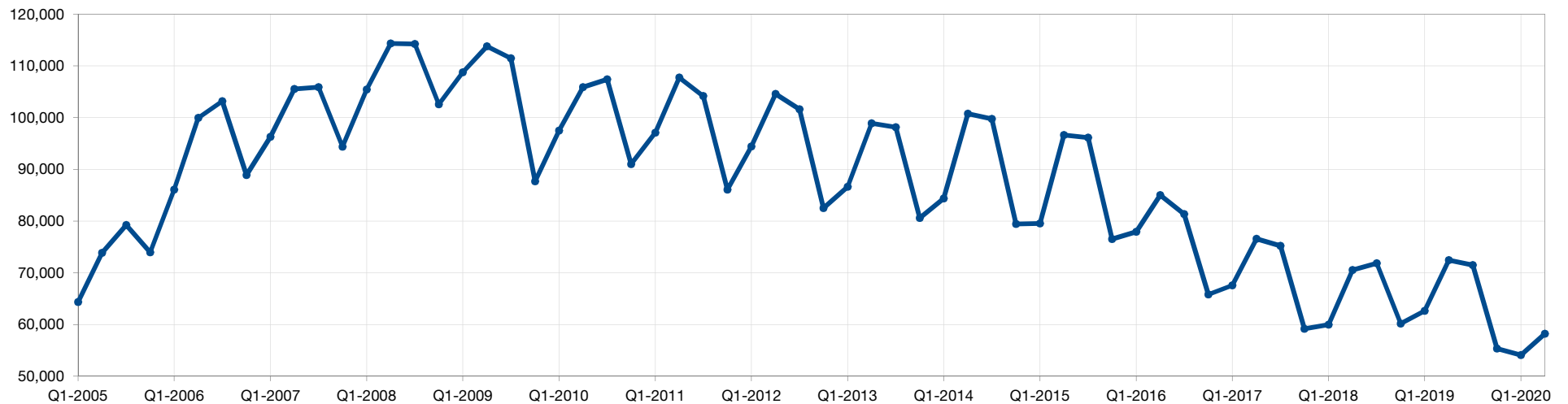
The number of properties available for sale in active status at the end of a given quarter.

Second Quarter



	Homes for Sale	Percent Change
Q3-2017	75,189	-7.5%
Q4-2017	59,175	-10.1%
Q1-2018	59,965	-11.3%
Q2-2018	70,548	-7.9%
Q3-2018	71,827	-4.5%
Q4-2018	60,160	+1.7%
Q1-2019	62,643	+4.5%
Q2-2019	72,432	+2.7%
Q3-2019	71,492	-0.5%
Q4-2019	55,369	-8.0%
Q1-2020	54,069	-13.7%
Q2-2020	58,215	-19.6%

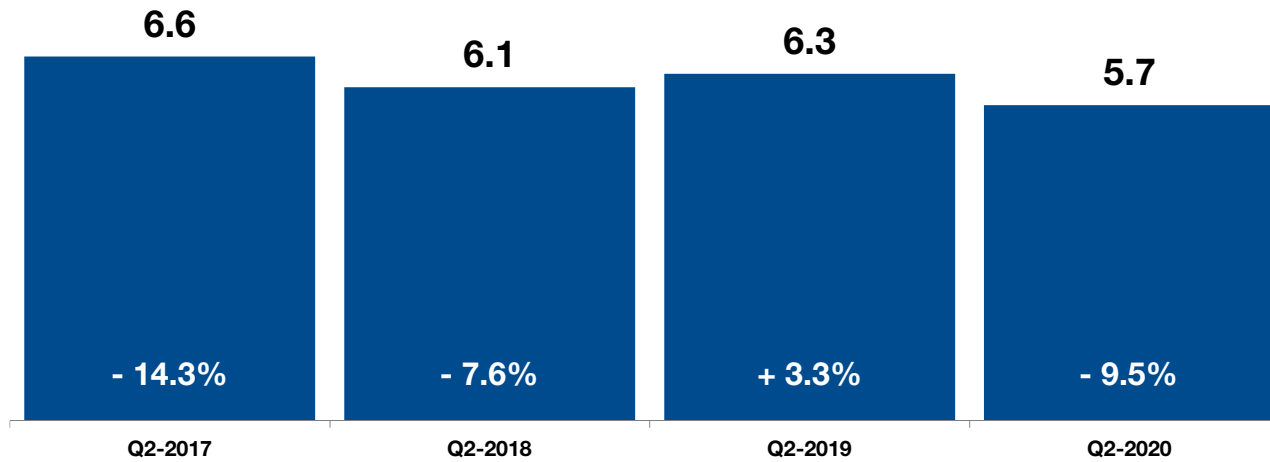
Historical Inventory of Homes for Sale by Quarter



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.

Second Quarter



	Months Supply	Percent Change
Q3-2017	6.4	-12.3%
Q4-2017	5.0	-13.8%
Q1-2018	5.1	-13.6%
Q2-2018	6.1	-7.6%
Q3-2018	6.2	-3.1%
Q4-2018	5.2	+4.0%
Q1-2019	5.5	+7.8%
Q2-2019	6.3	+3.3%
Q3-2019	6.1	-1.6%
Q4-2019	4.8	-7.7%
Q1-2020	4.7	-14.5%
Q2-2020	5.7	-9.5%

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		
	Q2-2019	Q2-2020	+ / -	Q2-2019	Q2-2020	+ / -	Q2-2019	Q2-2020	+ / -	Q2-2019	Q2-2020	+ / -	Q2-2019	Q2-2020	+ / -
Albany*	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Allegany	175	126	-28.0%	104	65	-37.5%	\$83,200	\$78,700	-5.4%	201	125	-37.8%	6.5	4.5	-30.8%
Bronx	667	430	-35.5%	341	199	-41.6%	\$341,000	\$376,500	+10.4%	763	730	-4.3%	6.7	7.5	+11.9%
Broome	826	514	-37.8%	453	308	-32.0%	\$111,595	\$114,180	+2.3%	804	466	-42.0%	5.7	3.3	-42.1%
Cattaraugus	333	200	-39.9%	190	122	-35.8%	\$80,000	\$110,000	+37.5%	452	317	-29.9%	7.6	5.3	-30.3%
Cayuga	359	237	-34.0%	149	120	-19.5%	\$127,720	\$144,100	+12.8%	309	246	-20.4%	5.3	4.8	-9.4%
Chautauqua	603	373	-38.1%	302	256	-15.2%	\$93,900	\$105,500	+12.4%	609	424	-30.4%	5.8	4.2	-27.6%
Chemung	391	248	-36.6%	238	134	-43.7%	\$116,277	\$133,000	+14.4%	329	234	-28.9%	4.4	3.4	-22.7%
Chenango	277	165	-40.4%	93	81	-12.9%	\$97,650	\$122,200	+25.1%	450	287	-36.2%	14.2	8.0	-43.7%
Clinton	312	200	-35.9%	154	111	-27.9%	\$144,310	\$140,000	-3.0%	276	173	-37.3%	5.2	3.3	-36.5%
Columbia	516	387	-25.0%	147	186	+26.5%	\$246,000	\$289,000	+17.5%	874	529	-39.5%	15.0	7.7	-48.7%
Cortland	195	126	-35.4%	86	81	-5.8%	\$116,500	\$122,500	+5.2%	213	174	-18.3%	6.2	5.8	-6.5%
Delaware	473	292	-38.3%	151	120	-20.5%	\$142,000	\$145,000	+2.1%	851	631	-25.9%	15.9	12.6	-20.8%
Dutchess	1,752	1,380	-21.2%	780	577	-26.0%	\$280,000	\$306,000	+9.3%	1,961	1,514	-22.8%	7.4	5.6	-24.3%
Erie	3,562	2,314	-35.0%	2,014	1,395	-30.7%	\$165,000	\$180,000	+9.1%	1,602	974	-39.2%	2.2	1.5	-31.8%
Essex	339	229	-32.4%	106	101	-4.7%	\$158,000	\$182,500	+15.5%	659	448	-32.0%	15.4	9.9	-35.7%
Franklin	206	141	-31.6%	81	70	-13.6%	\$115,000	\$103,475	-10.0%	350	238	-32.0%	11.8	7.8	-33.9%
Fulton*	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Genesee	171	138	-19.3%	94	72	-23.4%	\$116,750	\$135,950	+16.4%	79	57	-27.8%	2.2	1.5	-31.8%
Greene	473	362	-23.5%	214	154	-28.0%	\$188,620	\$200,000	+6.0%	818	501	-38.8%	12.2	6.9	-43.4%
Hamilton	85	59	-30.6%	33	19	-42.4%	\$195,000	\$208,000	+6.7%	172	114	-33.7%	15.4	9.2	-40.3%
Herkimer	315	149	-52.7%	97	104	+7.2%	\$84,850	\$110,930	+30.7%	745	648	-13.0%	17.0	14.6	-14.1%

* Data is included in the calculation of state totals. Contact the following local association for a noted county's statistical data:
Greater Capital Association of REALTORS®, 451 New Karner Road, Albany, NY 12205, 518.464.0191

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		
	Q2-2019	Q2-2020	+ / -	Q2-2019	Q2-2020	+ / -	Q2-2019	Q2-2020	+ / -	Q2-2019	Q2-2020	+ / -	Q2-2019	Q2-2020	+ / -
Jefferson	736	523	-28.9%	299	248	-17.1%	\$145,000	\$152,900	+5.4%	914	764	-16.4%	9.7	8.5	-12.4%
Kings	1,304	690	-47.1%	449	314	-30.1%	\$570,000	\$615,500	+8.0%	1,857	1,680	-9.5%	11.2	11.6	+3.6%
Lewis	144	81	-43.8%	42	48	+14.3%	\$105,000	\$111,330	+6.0%	220	155	-29.5%	13.8	8.6	-37.7%
Livingston	282	172	-39.0%	144	87	-39.6%	\$149,000	\$143,000	-4.0%	168	103	-38.7%	3.5	2.3	-34.3%
Madison	322	224	-30.4%	138	119	-13.8%	\$136,000	\$180,000	+32.4%	319	294	-7.8%	5.8	6.0	+3.4%
Monroe	3,664	2,617	-28.6%	2,309	1,551	-32.8%	\$154,900	\$165,000	+6.5%	1,158	801	-30.8%	1.6	1.2	-25.0%
Montgomery*	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Nassau	6,181	3,904	-36.8%	3,435	2,070	-39.7%	\$515,000	\$555,000	+7.8%	7,520	7,465	-0.7%	6.3	8.3	+31.7%
New York†	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Niagara	826	571	-30.9%	537	357	-33.5%	\$131,700	\$131,800	+0.1%	450	321	-28.7%	2.6	1.9	-26.9%
Oneida	887	581	-34.5%	452	346	-23.5%	\$126,140	\$139,000	+10.2%	2,072	1,944	-6.2%	11.9	13.5	+13.4%
Onondaga	2,194	1,425	-35.1%	1,275	960	-24.7%	\$158,400	\$160,000	+1.0%	1,098	799	-27.2%	2.6	2.1	-19.2%
Ontario	738	612	-17.1%	335	249	-25.7%	\$209,500	\$215,000	+2.6%	452	329	-27.2%	4.3	3.1	-27.9%
Orange	2,061	1,550	-24.8%	999	735	-26.4%	\$255,000	\$279,950	+9.8%	2,221	1,735	-21.9%	6.0	5.0	-16.7%
Orleans	145	105	-27.6%	79	70	-11.4%	\$100,000	\$110,000	+10.0%	94	69	-26.6%	2.8	2.2	-21.4%
Oswego	528	347	-34.3%	266	197	-25.9%	\$102,000	\$114,400	+12.2%	418	312	-25.4%	4.5	3.6	-20.0%
Otsego	358	225	-37.2%	129	92	-28.7%	\$149,500	\$136,000	-9.0%	620	467	-24.7%	15.5	11.0	-29.0%
Putnam	740	453	-38.8%	273	265	-2.9%	\$354,853	\$340,000	-4.2%	709	552	-22.1%	7.1	5.3	-25.4%
Queens	6,141	2,065	-66.4%	2,772	848	-69.4%	\$485,000	\$500,000	+3.1%	8,651	7,005	-19.0%	8.9	11.0	+23.6%
Rensselaer*	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Richmond	1,975	1,040	-47.3%	889	558	-37.2%	\$544,000	\$577,500	+6.2%	2,412	1,926	-20.1%	7.6	7.3	-3.9%
Rockland	1,435	960	-33.1%	609	477	-21.7%	\$418,064	\$439,500	+5.1%	1,424	1,069	-24.9%	6.6	4.9	-25.8%

† 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 state totals. Contact the following local association for a noted county's statistical data:

Greater Capital Association of REALTORS®, 451 New Karner Road, Albany, NY 12205, 518.464.0191

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		
	Q2-2019	Q2-2020	+ / -	Q2-2019	Q2-2020	+ / -	Q2-2019	Q2-2020	+ / -	Q2-2019	Q2-2020	+ / -	Q2-2019	Q2-2020	+ / -
St Lawrence	474	303	-36.1%	215	140	-34.9%	\$90,000	\$90,000	0.0%	956	572	-40.2%	14.1	8.4	-40.4%
Saratoga*	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Schenectady*	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Schoharie*	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Schuyler	94	71	-24.5%	32	25	-21.9%	\$142,500	\$185,000	+29.8%	90	60	-33.3%	6.8	4.8	-29.4%
Seneca	132	73	-44.7%	62	39	-37.1%	\$93,000	\$94,760	+1.9%	116	66	-43.1%	5.2	2.8	-46.2%
Steuben	438	283	-35.4%	220	176	-20.0%	\$112,250	\$124,500	+10.9%	415	295	-28.9%	5.5	3.9	-29.1%
Suffolk	7,099	4,854	-31.6%	4,435	3,425	-22.8%	\$386,500	\$421,000	+8.9%	9,302	8,701	-6.5%	6.1	7.0	+14.8%
Sullivan	646	439	-32.0%	229	207	-9.6%	\$149,000	\$175,000	+17.4%	1,531	1,182	-22.8%	18.4	12.4	-32.6%
Tioga	233	132	-43.3%	88	78	-11.4%	\$140,750	\$148,500	+5.5%	229	134	-41.5%	7.2	4.0	-44.4%
Tompkins	440	306	-30.5%	244	182	-25.4%	\$245,000	\$269,995	+10.2%	302	217	-28.1%	4.2	3.5	-16.7%
Ulster	1,228	930	-24.3%	524	418	-20.2%	\$235,000	\$275,000	+17.0%	1,559	1,040	-33.3%	8.6	5.3	-38.4%
Warren	530	314	-40.8%	200	153	-23.5%	\$218,400	\$246,500	+12.9%	691	502	-27.4%	8.5	7.1	-16.5%
Washington*	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Wayne	408	312	-23.5%	247	177	-28.3%	\$136,703	\$139,950	+2.4%	224	157	-29.9%	2.7	2.0	-25.9%
Westchester	4,755	3,266	-31.3%	2,341	1,730	-26.1%	\$530,000	\$575,000	+8.5%	4,418	3,410	-22.8%	5.9	4.9	-16.9%
Wyoming	158	109	-31.0%	60	64	+6.7%	\$109,250	\$80,000	-26.8%	100	80	-20.0%	3.8	3.1	-18.4%
Yates	149	75	-49.7%	65	48	-26.2%	\$175,000	\$179,700	+2.7%	123	73	-40.7%	5.5	3.4	-38.2%
New York State	66,072	41,762	-36.8%	33,530	23,003	-31.4%	\$280,000	\$275,000	-1.8%	72,432	58,215	-19.6%	6.3	5.7	-9.5%

* Data is included in the calculation of state totals. Contact the following local association for a noted county's statistical data:
Greater Capital Association of REALTORS®, 451 New Karner Road, Albany, NY 12205, 518.464.0191