



New York State Association of REALTORS®, Inc.

Monthly Indicators

July 2021

The White House recently announced additional measures to help struggling homeowners avoid foreclosure as they exit forbearance, including loan modifications and payment reductions. Borrowers with federally backed mortgages can lock in lower interest rates and extend the length of their mortgages. For borrowers who can't resume their monthly mortgage, HUD will offer lenders the ability to provide all eligible borrowers with a 25% principal and interest reduction.

New Listings were down 16.2 percent to 19,834. Pending Sales decreased 12.8 percent to 15,267. Inventory shrank 19.5 percent to 44,025 units.

Prices moved higher as the Median Sales Price was up 33.3 percent to \$390,000. Days on Market decreased 36.8 percent to 48 days. Months Supply of Inventory was down 38.5 percent to 3.2 months.

The National Association of REALTORS® reported inventory of homes for sale nationwide rose slightly in June as more sellers list their homes, hoping to take advantage of record-high sales prices across the country. Even with renewed home seller interest, inventory overall remains 18.8% lower than a year ago, according to NAR.

Activity Snapshot

+ 32.6% **+ 33.3%** **- 19.5%**

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.



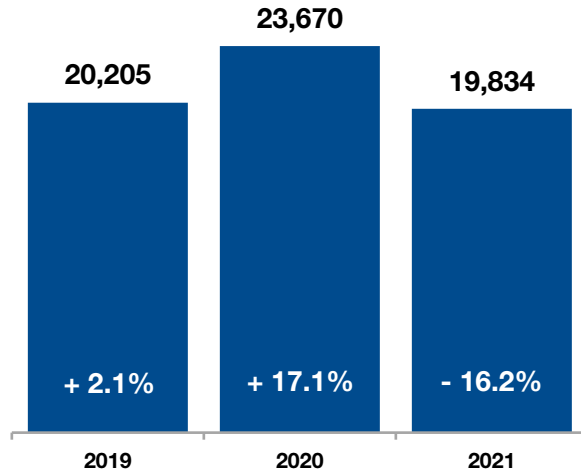
New York State Association of REALTORS®, Inc.

Key Metrics	Historical Sparkbars	7-2020	7-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		23,670	19,834	- 16.2%	109,634	122,203	+ 11.5%
Pending Sales		17,514	15,267	- 12.8%	72,961	96,381	+ 32.1%
Closed Sales		10,384	13,765	+ 32.6%	58,929	82,257	+ 39.6%
Days on Market		76	48	- 36.8%	79	62	- 21.5%
Median Sales Price		\$292,545	\$390,000	+ 33.3%	\$285,000	\$365,000	+ 28.1%
Avg. Sales Price		\$401,814	\$508,571	+ 26.6%	\$384,119	\$472,553	+ 23.0%
Pct. of List Price Received		98.4%	102.3%	+ 4.0%	97.4%	100.3%	+ 3.0%
Affordability Index		133	100	- 24.8%	136	107	- 21.3%
Homes for Sale		54,700	44,025	- 19.5%	--	--	--
Months Supply		5.2	3.2	- 38.5%	--	--	--

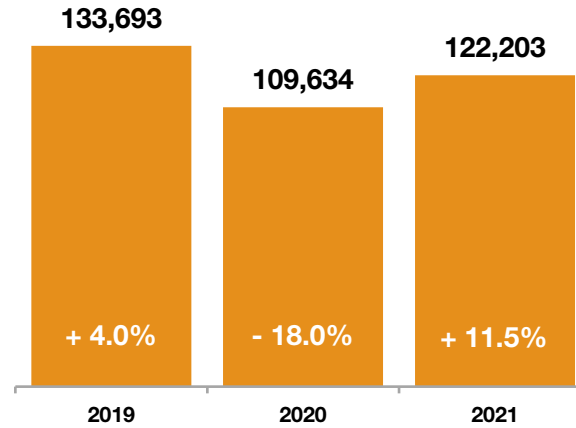
New Listings

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

July

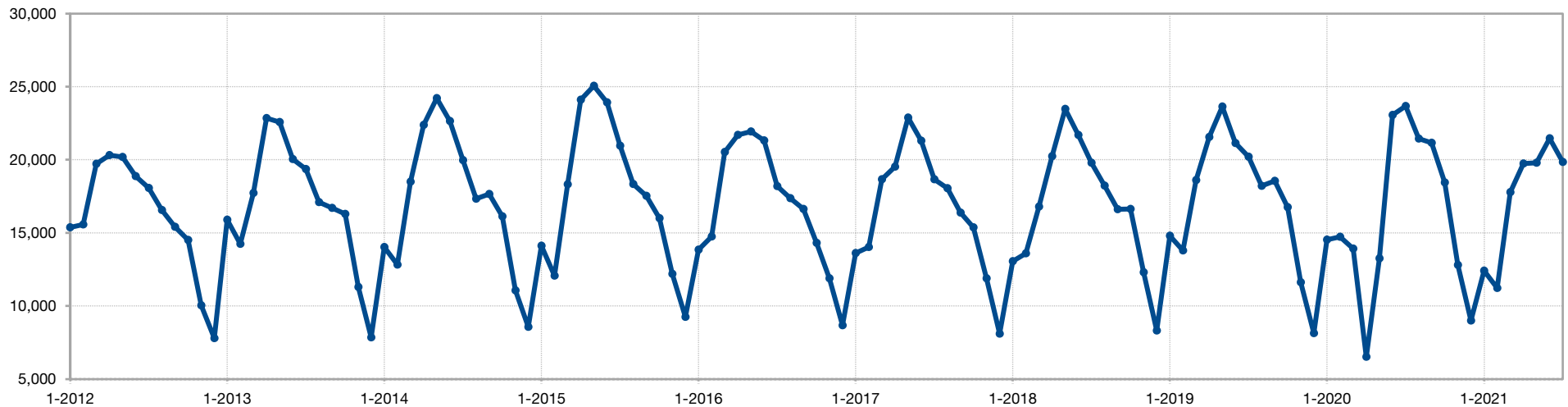


Year to Date



	New Listings	Prior Year	Percent Change
August 2020	21,442	18,202	+17.8%
September 2020	21,158	18,545	+14.1%
October 2020	18,436	16,744	+10.1%
November 2020	12,798	11,620	+10.1%
December 2020	8,993	8,124	+10.7%
January 2021	12,404	14,525	-14.6%
February 2021	11,222	14,718	-23.8%
March 2021	17,782	13,913	+27.8%
April 2021	19,723	6,514	+202.8%
May 2021	19,788	13,247	+49.4%
June 2021	21,450	23,047	-6.9%
July 2021	19,834	23,670	-16.2%
12-Month Avg	17,086	15,239	+12.1%

Historical New Listings by Month

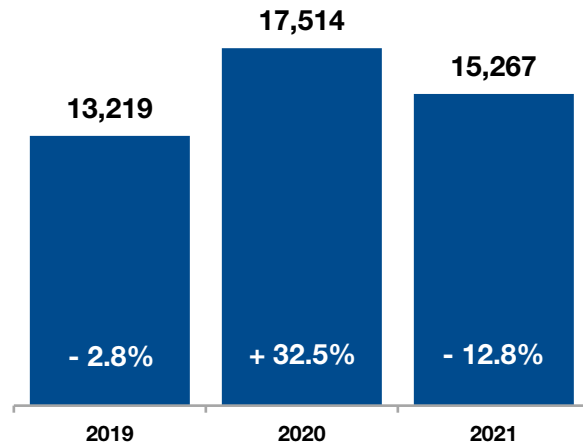


Pending Sales

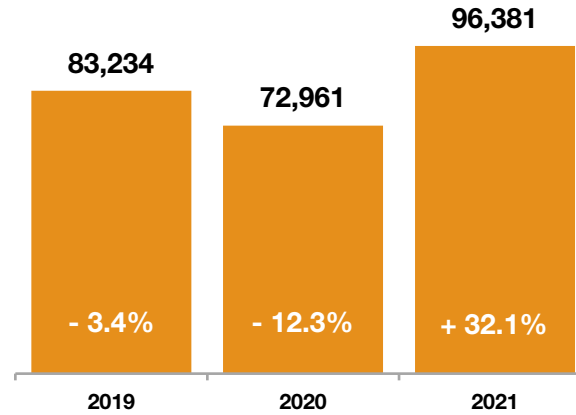
A count of the properties on which offers have been accepted in a given month.



July

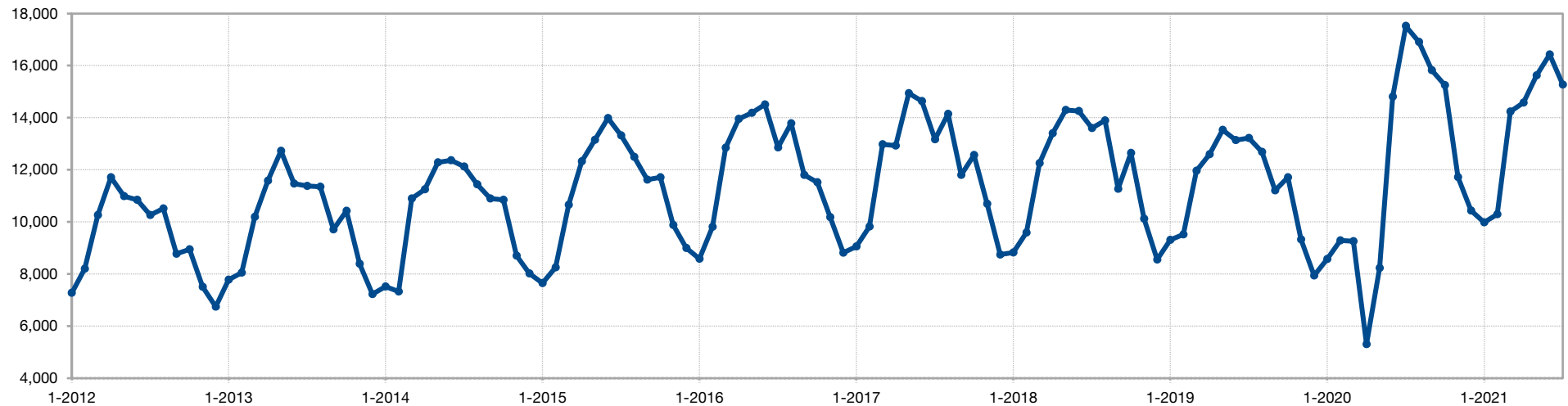


Year to Date



	Pending Sales	Prior Year	Percent Change
August 2020	16,908	12,680	+33.3%
September 2020	15,816	11,207	+41.1%
October 2020	15,251	11,707	+30.3%
November 2020	11,714	9,320	+25.7%
December 2020	10,434	7,938	+31.4%
January 2021	9,977	8,570	+16.4%
February 2021	10,286	9,286	+10.8%
March 2021	14,230	9,252	+53.8%
April 2021	14,577	5,302	+174.9%
May 2021	15,620	8,231	+89.8%
June 2021	16,424	14,806	+10.9%
July 2021	15,267	17,514	-12.8%
12-Month Avg	13,875	10,484	+32.3%

Historical Pending Sales by Month



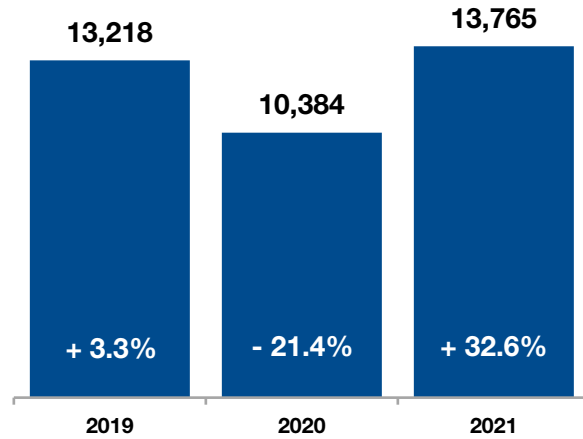
Closed Sales

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

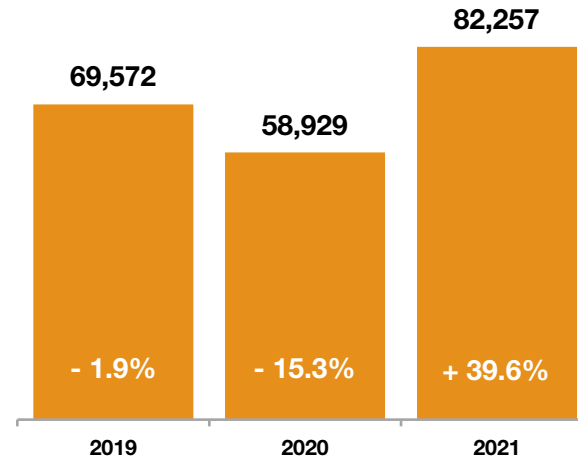


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July

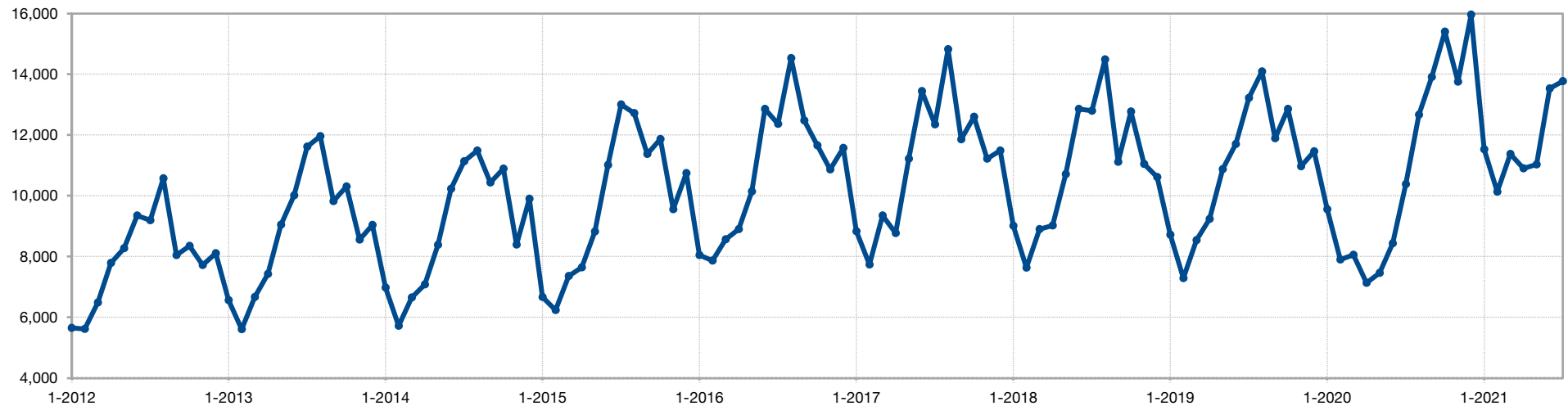


Year to Date



	Closed Sales	Prior Year	Percent Change
August 2020	12,664	14,085	-10.1%
September 2020	13,906	11,887	+17.0%
October 2020	15,395	12,855	+19.8%
November 2020	13,751	10,967	+25.4%
December 2020	15,954	11,460	+39.2%
January 2021	11,532	9,551	+20.7%
February 2021	10,132	7,901	+28.2%
March 2021	11,374	8,057	+41.2%
April 2021	10,903	7,136	+52.8%
May 2021	11,024	7,464	+47.7%
June 2021	13,527	8,436	+60.3%
July 2021	13,765	10,384	+32.6%
12-Month Avg	12,827	10,015	+28.1%

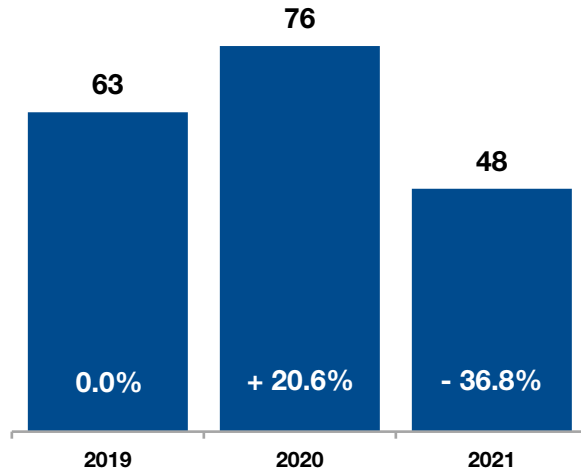
Historical Closed Sales by Month



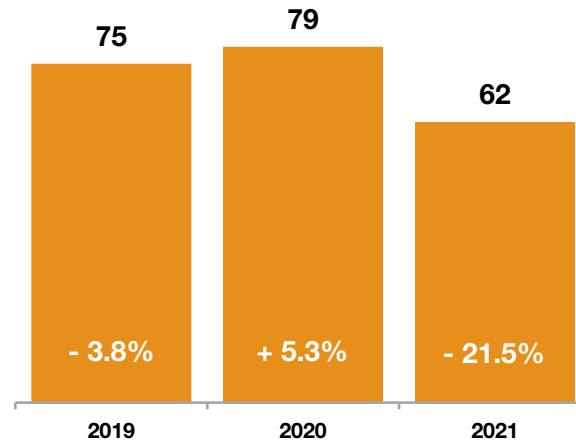
Days on Market

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

July



Year to Date



Days on Market	Prior Year	Percent Change
August 2020	69	+13.1%
September 2020	65	+1.6%
October 2020	62	-8.8%
November 2020	62	-11.4%
December 2020	61	-14.1%
January 2021	63	-18.2%
February 2021	68	-18.1%
March 2021	72	-15.3%
April 2021	71	-7.8%
May 2021	64	-15.8%
June 2021	54	-30.8%
July 2021	48	-36.8%
12-Month Avg*	63	-12.5%

* Average Days on Market of all properties from August 2020 through July 2021. This is not the average of the individual figures above.

Historical Days on Market by Month

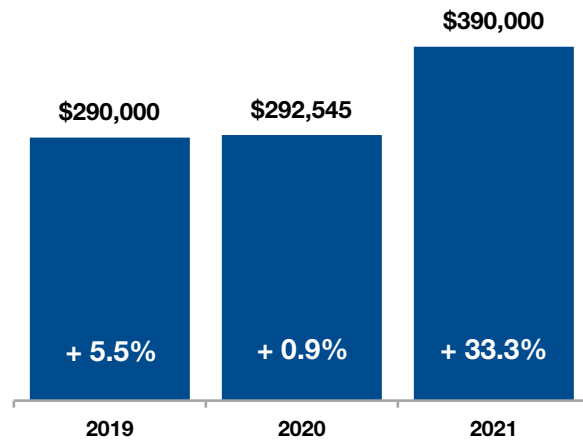


Median Sales Price

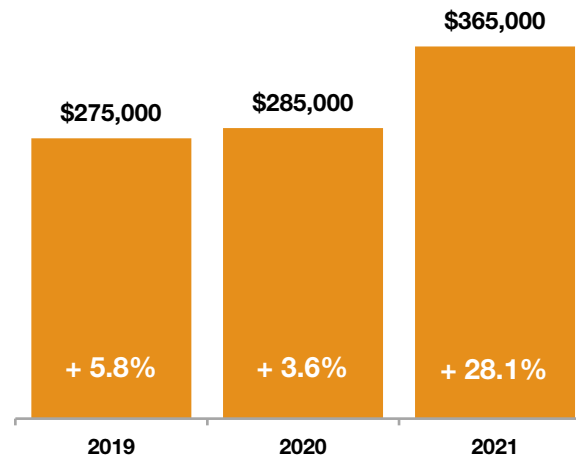
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



July



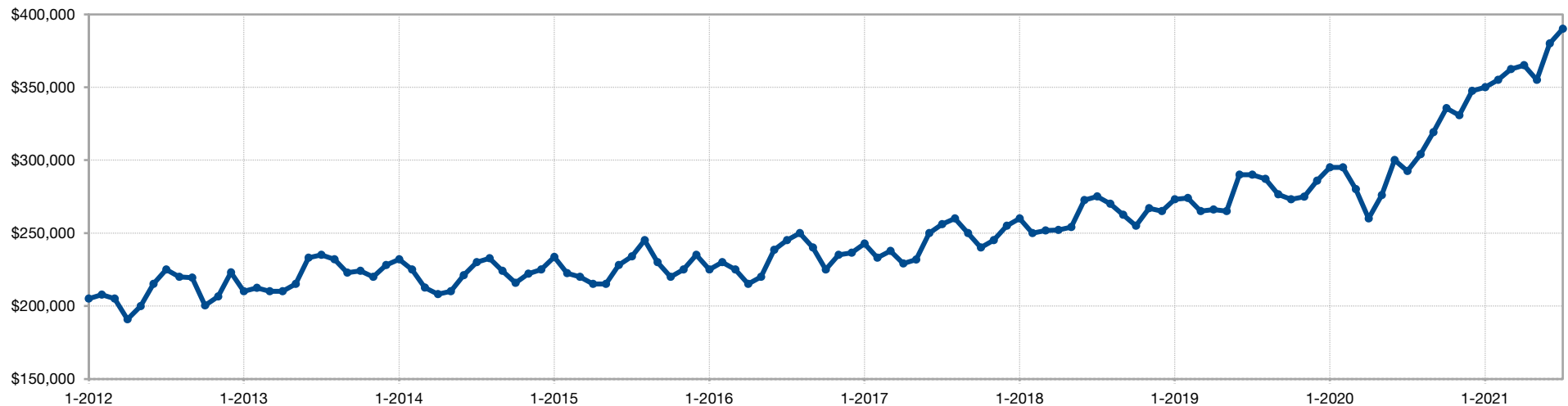
Year to Date



	Median Sales Price	Prior Year	Percent Change
August 2020	\$304,000	\$287,000	+5.9%
September 2020	\$319,000	\$276,500	+15.4%
October 2020	\$335,500	\$273,000	+22.9%
November 2020	\$330,800	\$274,900	+20.3%
December 2020	\$347,500	\$285,875	+21.6%
January 2021	\$350,000	\$295,000	+18.6%
February 2021	\$355,000	\$295,000	+20.3%
March 2021	\$362,250	\$280,000	+29.4%
April 2021	\$365,000	\$260,000	+40.4%
May 2021	\$355,000	\$276,000	+28.6%
June 2021	\$380,000	\$300,000	+26.7%
July 2021	\$390,000	\$292,545	+33.3%
12-Month Med*	\$349,200	\$282,000	+23.8%

* Median Sales Price of all properties from August 2020 through July 2021. This is not the average of the individual figures above.

Historical Median Sales Price by Month

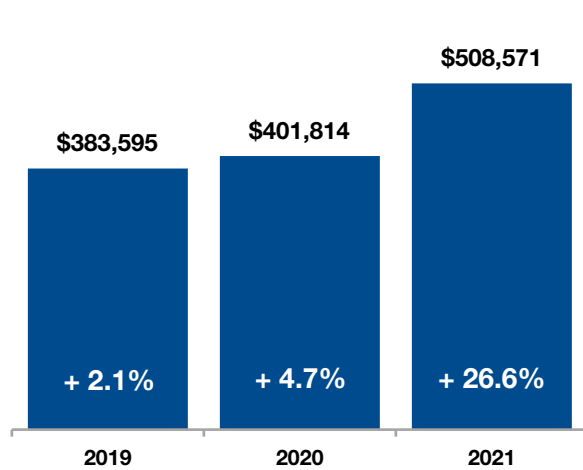


Average Sales Price

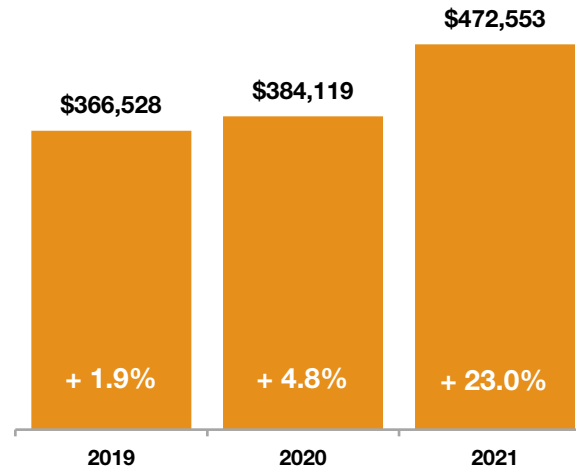
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



July



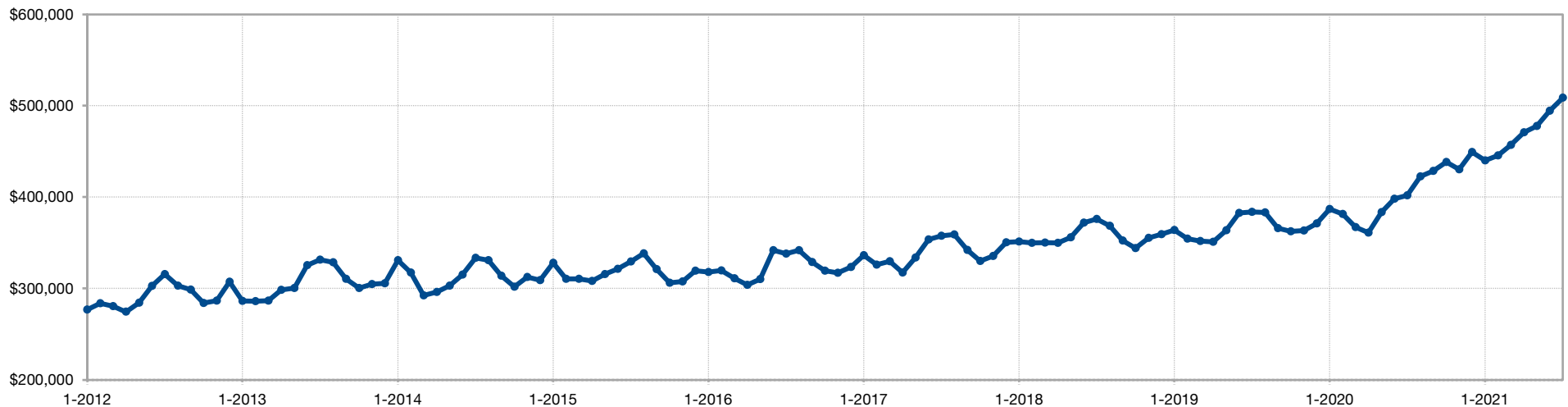
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
August 2020	\$422,397	\$383,170	+10.2%
September 2020	\$428,578	\$365,842	+17.1%
October 2020	\$438,371	\$362,569	+20.9%
November 2020	\$430,178	\$363,188	+18.4%
December 2020	\$449,197	\$370,931	+21.1%
January 2021	\$440,006	\$386,920	+13.7%
February 2021	\$445,553	\$381,541	+16.8%
March 2021	\$457,033	\$366,995	+24.5%
April 2021	\$470,826	\$360,893	+30.5%
May 2021	\$477,553	\$383,442	+24.5%
June 2021	\$494,213	\$398,179	+24.1%
July 2021	\$508,571	\$401,814	+26.6%
12-Month Avg*	\$454,830	\$376,728	+20.7%

* Avg. Sales Price of all properties from August 2020 through July 2021. This is not the average of the individual figures above.

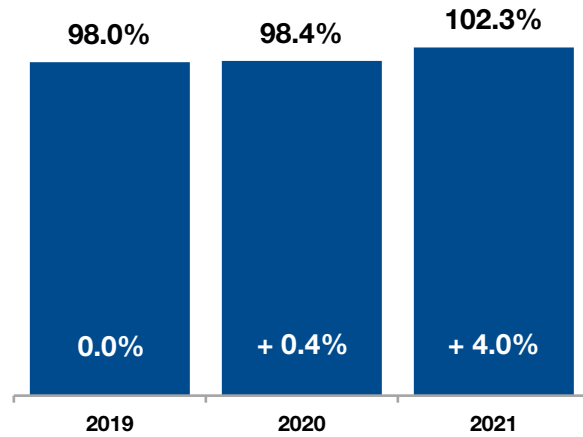
Historical Average Sales Price by Month



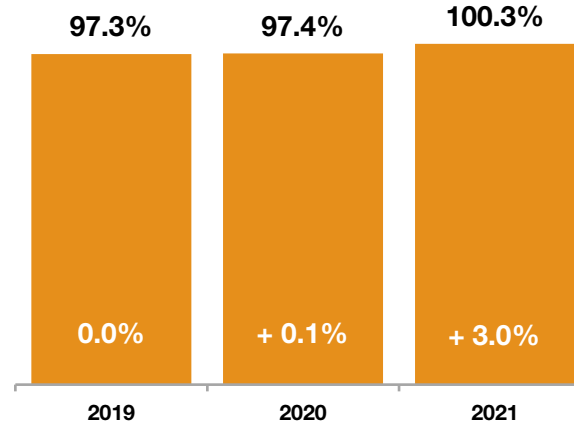
Percent of List Price Received

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.

July



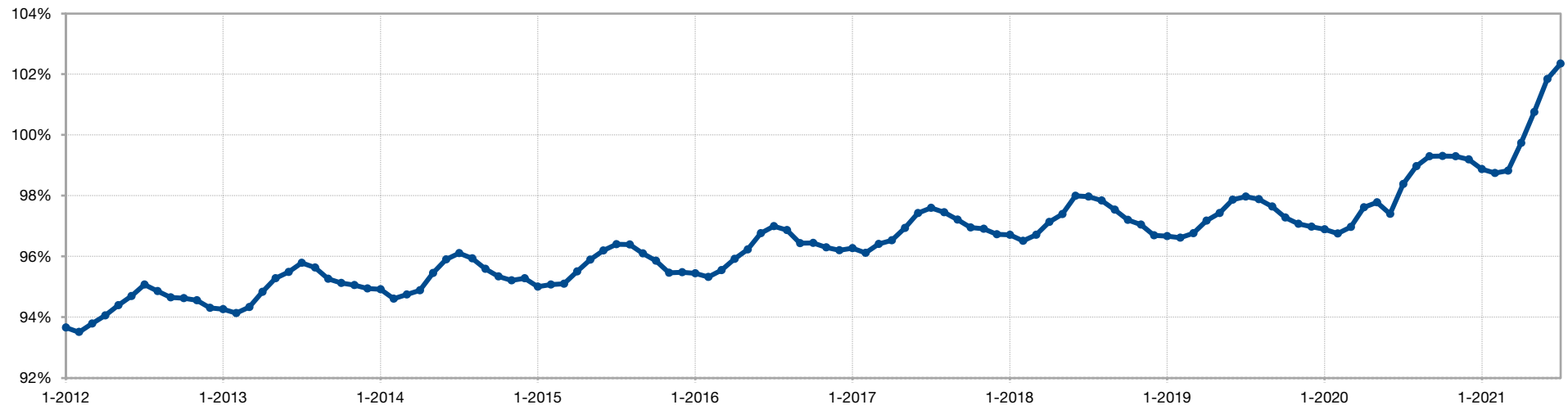
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
August 2020	99.0%	97.9%	+1.1%
September 2020	99.3%	97.6%	+1.7%
October 2020	99.3%	97.3%	+2.1%
November 2020	99.3%	97.1%	+2.3%
December 2020	99.2%	97.0%	+2.3%
January 2021	98.9%	96.9%	+2.1%
February 2021	98.7%	96.8%	+2.0%
March 2021	98.8%	97.0%	+1.9%
April 2021	99.7%	97.6%	+2.2%
May 2021	100.8%	97.8%	+3.1%
June 2021	101.8%	97.4%	+4.5%
July 2021	102.3%	98.4%	+4.0%
12-Month Avg*	99.8%	97.4%	+2.5%

* Average Pct. of List Price Received for all properties from August 2020 through July 2021. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

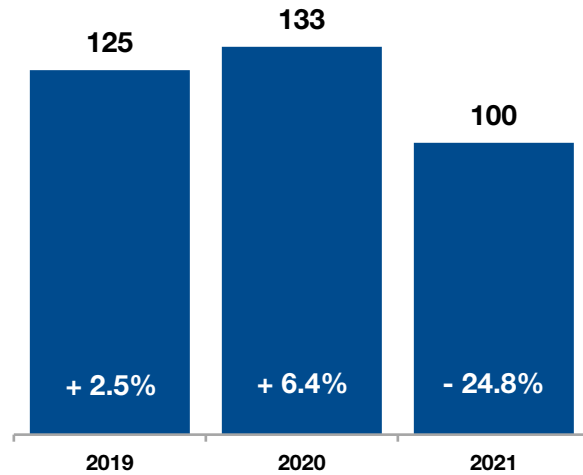


Housing Affordability Index

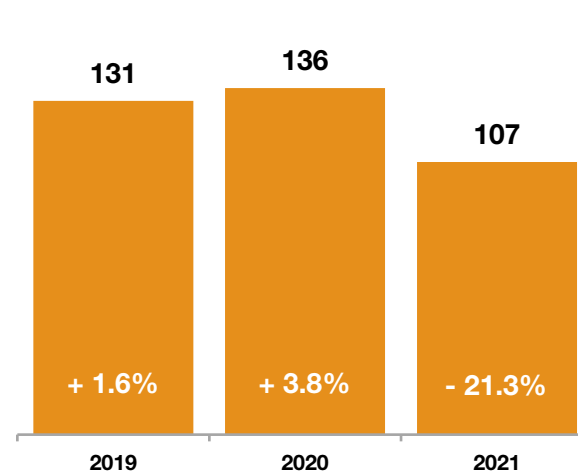
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



July

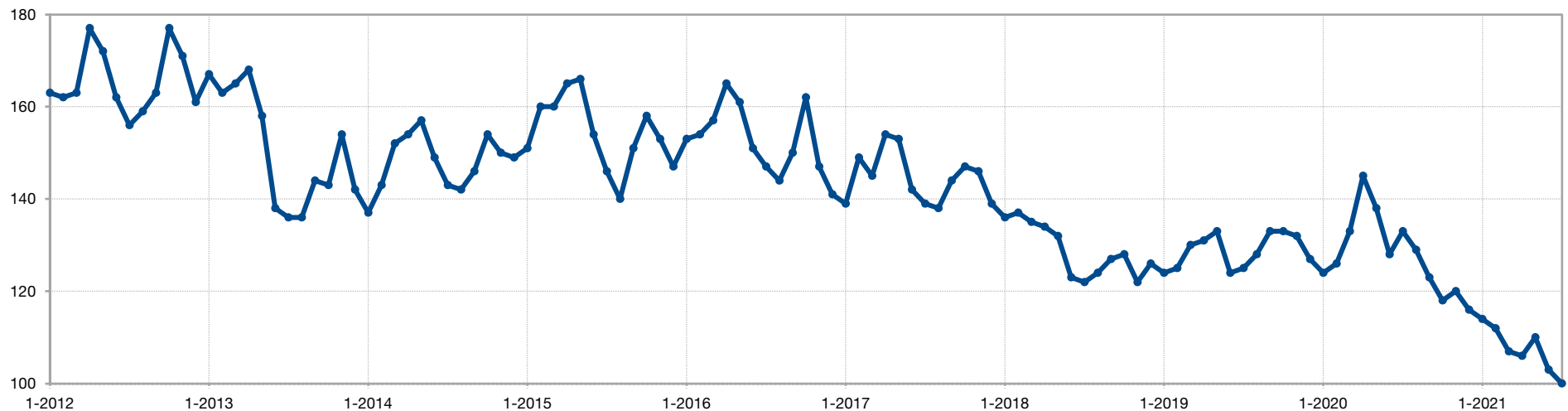


Year to Date



	Affordability Index	Prior Year	Percent Change
August 2020	129	128	+0.8%
September 2020	123	133	-7.5%
October 2020	118	133	-11.3%
November 2020	120	132	-9.1%
December 2020	116	127	-8.7%
January 2021	114	124	-8.1%
February 2021	112	126	-11.1%
March 2021	107	133	-19.5%
April 2021	106	145	-26.9%
May 2021	110	138	-20.3%
June 2021	103	128	-19.5%
July 2021	100	133	-24.8%
12-Month Avg	113	132	-14.1%

Historical Housing Affordability Index by Month



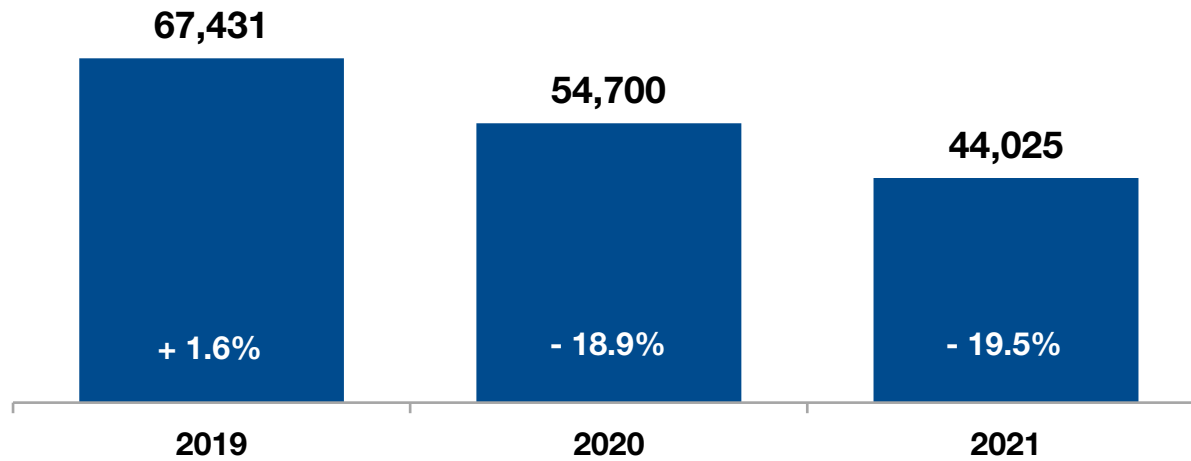
Inventory of Homes for Sale

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



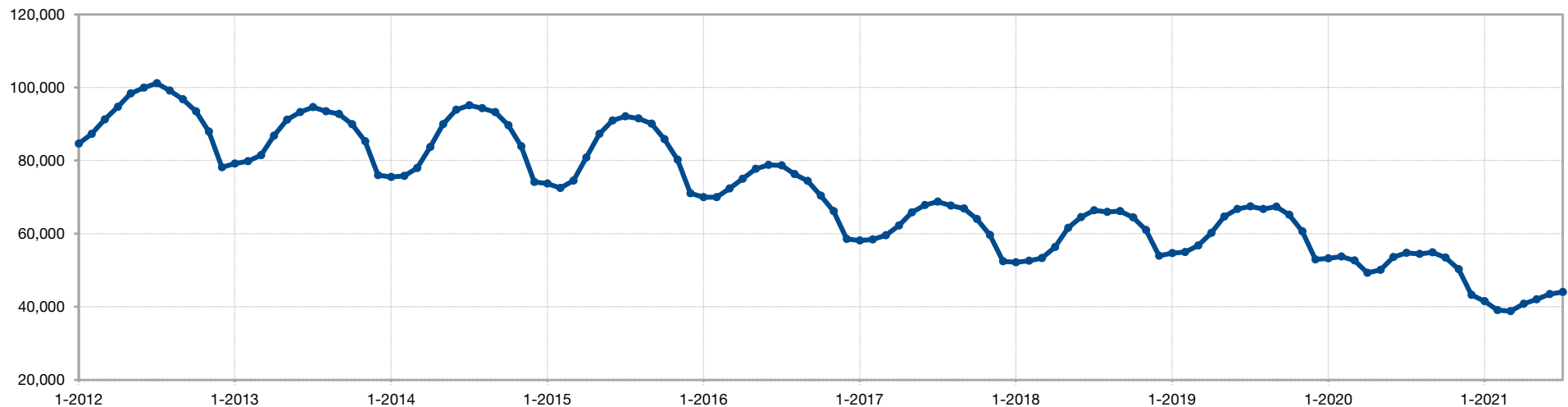
New York State Association of REALTORS®, Inc.

July



	Homes for Sale	Prior Year	Percent Change
August 2020	54,430	66,683	-18.4%
September 2020	54,850	67,341	-18.5%
October 2020	53,418	65,130	-18.0%
November 2020	50,284	60,608	-17.0%
December 2020	43,258	52,914	-18.2%
January 2021	41,537	53,179	-21.9%
February 2021	39,040	53,750	-27.4%
March 2021	38,774	52,663	-26.4%
April 2021	40,758	49,270	-17.3%
May 2021	41,996	50,070	-16.1%
June 2021	43,425	53,555	-18.9%
July 2021	44,025	54,700	-19.5%
12-Month Avg	45,483	56,655	-19.7%

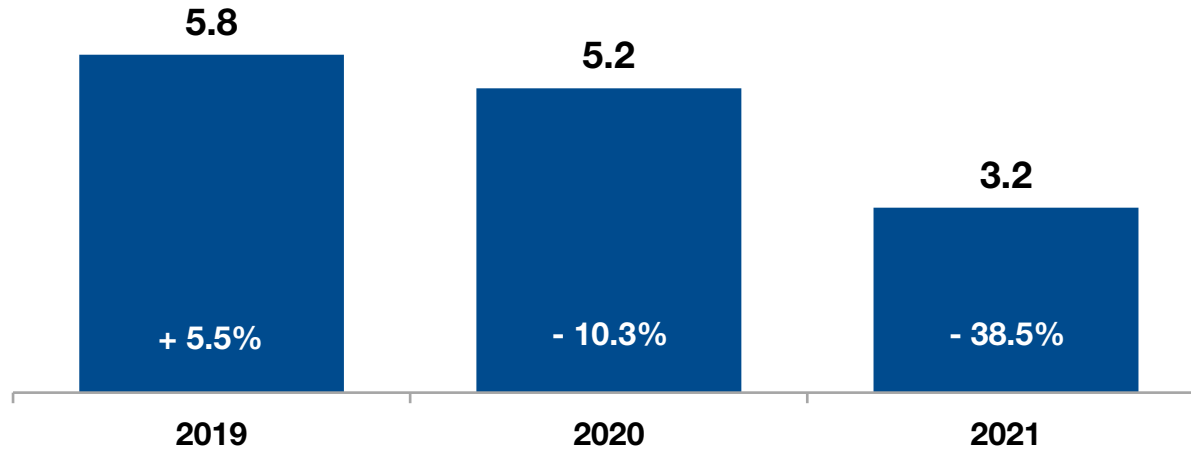
Historical Inventory of Homes for Sale by Month



Months Supply of Inventory

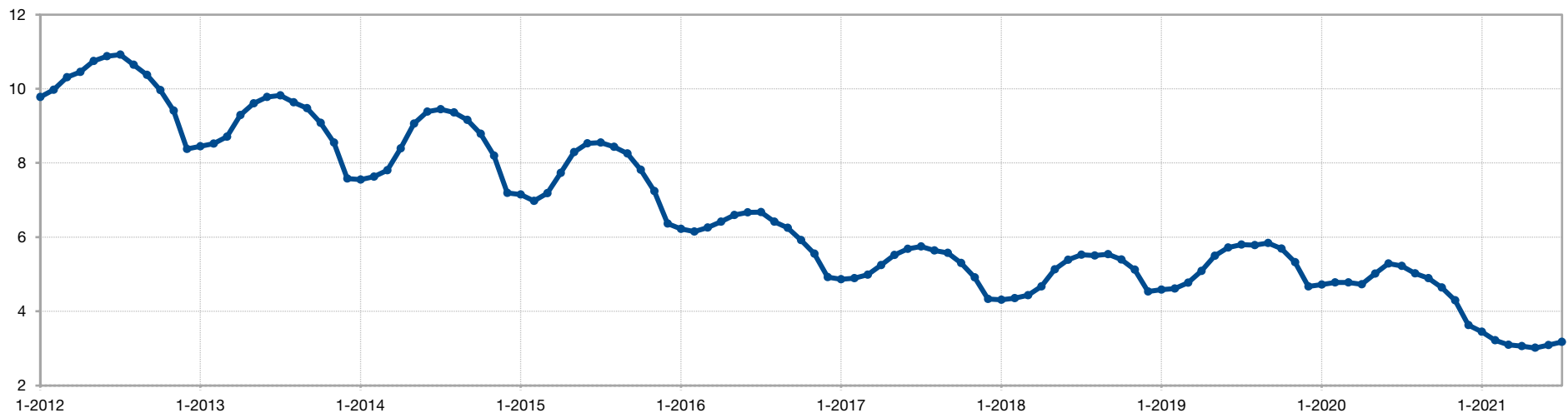
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

July



Months Supply		Prior Year	Percent Change
August 2020	5.0	5.8	-13.8%
September 2020	4.9	5.8	-15.5%
October 2020	4.6	5.7	-19.3%
November 2020	4.3	5.3	-18.9%
December 2020	3.6	4.7	-23.4%
January 2021	3.4	4.7	-27.7%
February 2021	3.2	4.8	-33.3%
March 2021	3.1	4.8	-35.4%
April 2021	3.1	4.7	-34.0%
May 2021	3.0	5.0	-40.0%
June 2021	3.1	5.3	-41.5%
July 2021	3.2	5.2	-38.5%
12-Month Avg	3.7	5.1	-27.5%

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		
	7-2020	7-2021	+ / -	7-2020	7-2021	+ / -	7-2020	7-2021	+ / -	7-2020	7-2021	+ / -	7-2020	7-2021	+ / -
Albany* (1)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Allegany	52	53	+1.9%	29	39	+34.5%	\$78,000	\$120,000	+53.8%	116	86	-25.9%	4.1	2.6	-36.6%
Bronx	336	267	-20.5%	74	157	+112.2%	\$372,500	\$498,000	+33.7%	889	961	+8.1%	10.0	5.9	-41.0%
Broome	249	241	-3.2%	152	170	+11.8%	\$129,787	\$165,500	+27.5%	507	341	-32.7%	3.6	2.0	-44.4%
Cattaraugus	98	109	+11.2%	77	71	-7.8%	\$125,000	\$138,000	+10.4%	313	190	-39.3%	5.1	2.4	-52.9%
Cayuga	86	103	+19.8%	46	61	+32.6%	\$134,500	\$190,000	+41.3%	177	161	-9.0%	3.2	2.7	-15.6%
Chautauqua	174	177	+1.7%	85	122	+43.5%	\$115,000	\$145,250	+26.3%	335	269	-19.7%	3.1	2.3	-25.8%
Chemung	113	128	+13.3%	67	69	+3.0%	\$114,201	\$132,978	+16.4%	251	175	-30.3%	3.7	2.2	-40.5%
Chenango	82	74	-9.8%	25	57	+128.0%	\$140,000	\$133,000	-5.0%	327	280	-14.4%	9.1	6.1	-33.0%
Clinton	83	67	-19.3%	64	51	-20.3%	\$167,500	\$199,000	+18.8%	178	123	-30.9%	3.4	2.1	-38.2%
Columbia	189	119	-37.0%	83	66	-20.5%	\$370,000	\$355,450	-3.9%	631	406	-35.7%	9.3	4.7	-49.5%
Cortland	73	62	-15.1%	16	47	+193.8%	\$140,000	\$165,000	+17.9%	146	95	-34.9%	4.4	2.5	-43.2%
Delaware	165	102	-38.2%	66	46	-30.3%	\$202,500	\$230,000	+13.6%	655	469	-28.4%	12.7	6.3	-50.4%
Dutchess	650	509	-21.7%	252	336	+33.3%	\$316,750	\$395,000	+24.7%	1,633	1,016	-37.8%	6.2	2.8	-54.8%
Erie	1,173	1,153	-1.7%	632	756	+19.6%	\$188,950	\$249,000	+31.8%	1,017	875	-14.0%	1.5	1.2	-20.0%
Essex	98	91	-7.1%	73	56	-23.3%	\$225,000	\$217,500	-3.3%	427	301	-29.5%	8.5	4.7	-44.7%
Franklin	72	63	-12.5%	29	33	+13.8%	\$115,000	\$132,900	+15.6%	244	138	-43.4%	7.5	3.2	-57.3%
Fulton* (1)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Genesee	64	62	-3.1%	49	46	-6.1%	\$141,000	\$162,500	+15.2%	62	59	-4.8%	1.6	1.3	-18.8%
Greene	190	160	-15.8%	65	60	-7.7%	\$240,000	\$325,000	+35.4%	617	398	-35.5%	9.3	4.2	-54.8%
Hamilton	20	21	+5.0%	15	18	+20.0%	\$207,605	\$245,500	+18.3%	87	61	-29.9%	6.5	4.6	-29.2%
Herkimer	83	90	+8.4%	34	45	+32.4%	\$121,300	\$155,000	+27.8%	625	573	-8.3%	13.4	11.9	-11.2%

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		
	7-2020	7-2021	+ / -	7-2020	7-2021	+ / -	7-2020	7-2021	+ / -	7-2020	7-2021	+ / -	7-2020	7-2021	+ / -
Jefferson	213	218	+2.3%	144	140	-2.8%	\$169,000	\$188,000	+11.2%	590	596	+1.0%	5.5	5.0	-9.1%
Kings	491	330	-32.8%	103	214	+107.8%	\$560,000	\$649,000	+15.9%	1,758	1,730	-1.6%	14.7	8.6	-41.5%
Lewis	31	31	0.0%	27	19	-29.6%	\$114,000	\$145,000	+27.2%	125	102	-18.4%	6.0	5.0	-16.7%
Livingston	81	71	-12.3%	49	49	0.0%	\$160,000	\$184,900	+15.6%	105	66	-37.1%	2.3	1.4	-39.1%
Madison	83	70	-15.7%	66	55	-16.7%	\$167,500	\$209,900	+25.3%	224	213	-4.9%	4.1	3.9	-4.9%
Monroe	1,081	1,118	+3.4%	813	830	+2.1%	\$180,000	\$205,000	+13.9%	772	663	-14.1%	1.1	0.9	-18.2%
Montgomery* (1)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Nassau	2,368	1,804	-23.8%	878	1,410	+60.6%	\$550,000	\$671,750	+22.1%	5,338	3,952	-26.0%	5.3	2.7	-49.1%
New York†	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Niagara	276	287	+4.0%	166	174	+4.8%	\$155,000	\$180,000	+16.1%	304	278	-8.6%	1.8	1.5	-16.7%
Oneida	275	249	-9.5%	131	199	+51.9%	\$144,950	\$182,625	+26.0%	1,856	1,893	+2.0%	12.2	11.1	-9.0%
Onondaga	687	665	-3.2%	419	503	+20.0%	\$170,000	\$192,000	+12.9%	651	772	+18.6%	1.6	1.8	+12.5%
Ontario	196	205	+4.6%	100	122	+22.0%	\$214,500	\$246,700	+15.0%	312	235	-24.7%	2.9	2.0	-31.0%
Orange* (2)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Orleans	45	40	-11.1%	32	39	+21.9%	\$121,750	\$139,900	+14.9%	56	44	-21.4%	1.8	1.2	-33.3%
Oswego	121	172	+42.1%	82	93	+13.4%	\$129,750	\$155,000	+19.5%	222	307	+38.3%	2.4	3.3	+37.5%
Otsego	127	96	-24.4%	41	50	+22.0%	\$155,000	\$163,000	+5.2%	519	392	-24.5%	12.3	6.5	-47.2%
Putnam* (2)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Queens	2,201	1,780	-19.1%	471	970	+105.9%	\$540,000	\$650,000	+20.4%	5,907	6,060	+2.6%	10.5	5.7	-45.7%
Rensselaer* (1)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Richmond	811	520	-35.9%	218	422	+93.6%	\$551,250	\$628,500	+14.0%	2,255	1,256	-44.3%	8.4	2.9	-65.5%
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		
	7-2020	7-2021	+ / -	7-2020	7-2021	+ / -	7-2020	7-2021	+ / -	7-2020	7-2021	+ / -	7-2020	7-2021	+ / -
St Lawrence	137	132	-3.6%	66	102	+54.5%	\$117,500	\$131,250	+11.7%	655	412	-37.1%	9.7	4.7	-51.5%
Saratoga* (1)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Schenectady* (1)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Schoharie* (1)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Schuyler	19	37	+94.7%	14	23	+64.3%	\$172,000	\$160,000	-7.0%	49	53	+8.2%	3.9	3.1	-20.5%
Seneca	41	53	+29.3%	25	21	-16.0%	\$141,000	\$180,000	+27.7%	67	54	-19.4%	3.0	2.0	-33.3%
Steuben	155	113	-27.1%	62	90	+45.2%	\$119,900	\$145,030	+21.0%	305	172	-43.6%	4.0	2.0	-50.0%
Suffolk	2,607	2,178	-16.5%	1,195	1,735	+45.2%	\$439,000	\$525,000	+19.6%	5,338	3,793	-28.9%	3.9	2.1	-46.2%
Sullivan	273	211	-22.7%	106	103	-2.8%	\$170,000	\$285,000	+67.6%	1,205	1,042	-13.5%	12.3	8.3	-32.5%
Tioga	63	60	-4.8%	39	56	+43.6%	\$135,000	\$162,450	+20.3%	135	94	-30.4%	4.0	2.4	-40.0%
Tompkins	105	100	-4.8%	82	87	+6.1%	\$265,000	\$312,500	+17.9%	212	100	-52.8%	3.4	1.4	-58.8%
Ulster	474	305	-35.7%	193	203	+5.2%	\$313,224	\$349,900	+11.7%	1,091	739	-32.3%	5.7	3.4	-40.4%
Warren	139	117	-15.8%	108	82	-24.1%	\$224,513	\$250,550	+11.6%	383	283	-26.1%	4.8	3.2	-33.3%
Washington* (1)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Wayne	123	114	-7.3%	83	86	+3.6%	\$152,500	\$179,500	+17.7%	148	126	-14.9%	1.8	1.4	-22.2%
Westchester* (2)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Wyoming	45	47	+4.4%	23	25	+8.7%	\$153,000	\$136,000	-11.1%	73	41	-43.8%	2.8	1.4	-50.0%
Yates	39	47	+20.5%	19	22	+15.8%	\$210,000	\$260,500	+24.0%	62	48	-22.6%	2.9	2.0	-31.0%
New York State	23,670	19,834	-16.2%	10,384	13,765	+32.6%	\$292,545	\$390,000	+33.3%	54,700	44,025	-19.5%	5.2	3.2	-38.5%

† 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