

Monthly Indicators

October 2021

The U.S. housing market remains robust, with strong activity reported across both rental and residential housing fronts. Single-family rent prices are increasing rapidly, as demand for single-family housing and inventory constraints forces some buyers to rent, increasing competition and pushing rents up across the nation. Meanwhile, sales of new construction single-family homes recently hit a six-month high, rising 14% to a seasonally adjusted rate of 800,000, according to the latest data from the U.S. Department of Housing and Urban Development.

New Listings were down 15.9 percent to 15,507. Pending Sales decreased 6.4 percent to 14,108. Inventory shrank 23.1 percent to 41,093 units.

Prices moved higher as the Median Sales Price was up 10.1 percent to \$370,000. Days on Market decreased 24.2 percent to 47 days. Months Supply of Inventory was down 34.0 percent to 3.1 months.

As temperatures drop, existing home sales continue to be plentiful, buoyed by strong demand, low interest rates, and a slight uptick in new listings in recent months, according to the National Association of REALTORS®. With interest rates inching upward, and experts expecting further rate increases on the horizon, motivated buyers are hoping to lock in their home purchases to take advantage of what are still historically low rates.

Activity Snapshot

- 10.0% **+ 10.1%** **- 23.1%**

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.

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Activity Overview

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



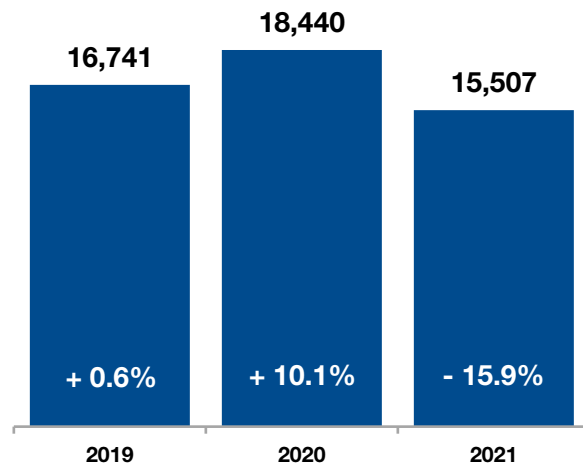
New York State Association of REALTORS®, Inc.

Key Metrics	Historical Sparkbars	10-2020	10-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		18,440	15,507	- 15.9%	170,698	172,348	+ 1.0%
Pending Sales		15,069	14,108	- 6.4%	120,305	137,252	+ 14.1%
Closed Sales		15,401	13,867	- 10.0%	100,912	125,784	+ 24.6%
Days on Market		62	47	- 24.2%	73	56	- 23.3%
Median Sales Price		\$336,000	\$370,000	+ 10.1%	\$300,000	\$370,000	+ 23.3%
Avg. Sales Price		\$438,357	\$490,458	+ 11.9%	\$403,310	\$480,194	+ 19.1%
Pct. of List Price Received		99.3%	101.0%	+ 1.7%	98.2%	100.7%	+ 2.5%
Affordability Index		137	131	- 4.4%	153	131	- 14.4%
Homes for Sale		53,468	41,093	- 23.1%	--	--	--
Months Supply		4.7	3.1	- 34.0%	--	--	--

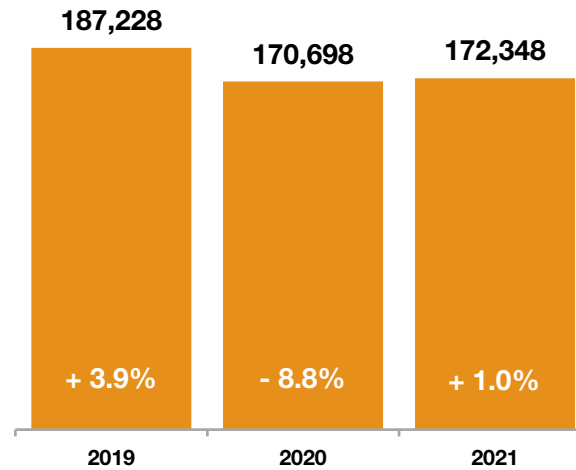
New Listings

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

October

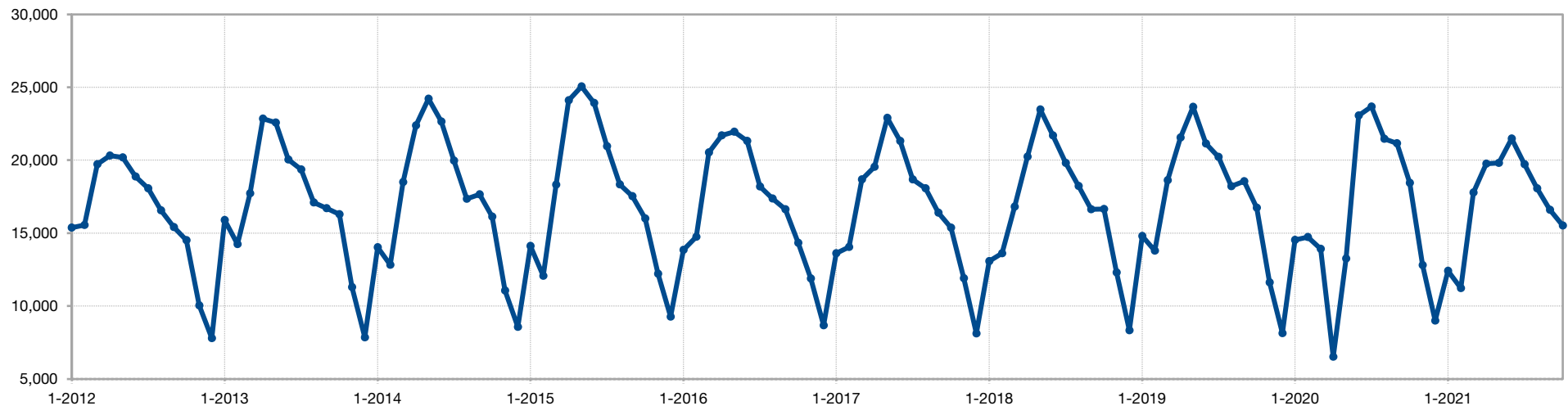


Year to Date



	New Listings	Prior Year	Percent Change
November 2020	12,796	11,624	+10.1%
December 2020	9,000	8,126	+10.8%
January 2021	12,412	14,517	-14.5%
February 2021	11,218	14,720	-23.8%
March 2021	17,782	13,919	+27.8%
April 2021	19,758	6,515	+203.3%
May 2021	19,812	13,252	+49.5%
June 2021	21,480	23,059	-6.8%
July 2021	19,722	23,660	-16.6%
August 2021	18,070	21,457	-15.8%
September 2021	16,587	21,159	-21.6%
October 2021	15,507	18,440	-15.9%
12-Month Avg	16,179	15,871	+1.9%

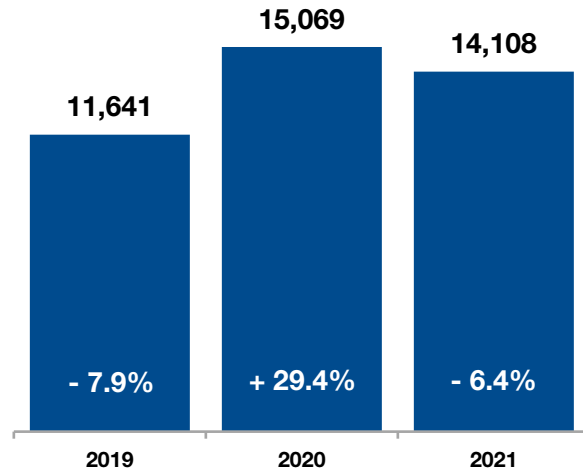
Historical New Listings by Month



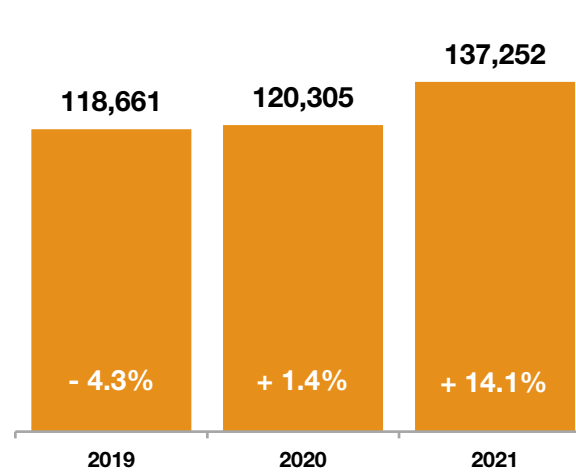
Pending Sales

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

October



Year to Date



	Pending Sales	Prior Year	Percent Change
November 2020	11,588	9,305	+24.5%
December 2020	10,309	7,936	+29.9%
January 2021	9,866	8,559	+15.3%
February 2021	10,193	9,286	+9.8%
March 2021	13,985	9,242	+51.3%
April 2021	14,202	5,295	+168.2%
May 2021	15,263	8,225	+85.6%
June 2021	15,902	14,777	+7.6%
July 2021	14,944	17,497	-14.6%
August 2021	15,242	16,752	-9.0%
September 2021	13,547	15,603	-13.2%
October 2021	14,108	15,069	-6.4%
12-Month Avg	13,262	11,462	+15.7%

Historical Pending Sales by Month



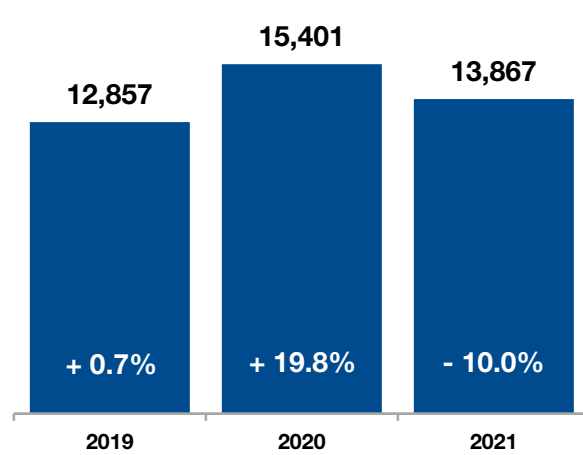
Closed Sales

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

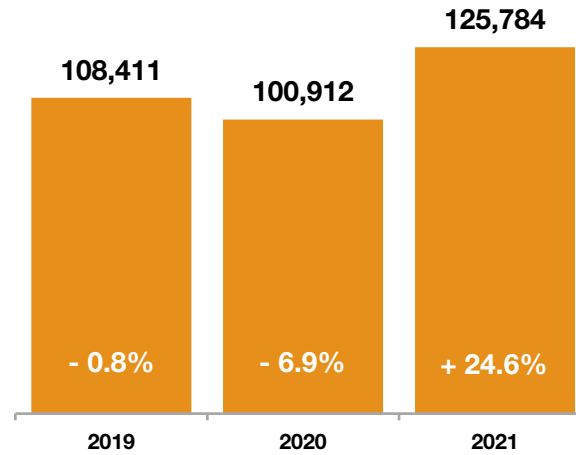


New York State Association of REALTORS®, Inc.

October



Year to Date



	Closed Sales	Prior Year	Percent Change
November 2020	13,756	10,967	+25.4%
December 2020	15,969	11,461	+39.3%
January 2021	11,556	9,552	+21.0%
February 2021	10,138	7,902	+28.3%
March 2021	11,389	8,056	+41.4%
April 2021	10,933	7,136	+53.2%
May 2021	11,073	7,465	+48.3%
June 2021	13,653	8,436	+61.8%
July 2021	14,236	10,384	+37.1%
August 2021	15,278	12,671	+20.6%
September 2021	13,661	13,909	-1.8%
October 2021	13,867	15,401	-10.0%
12-Month Avg	12,959	10,278	+26.1%

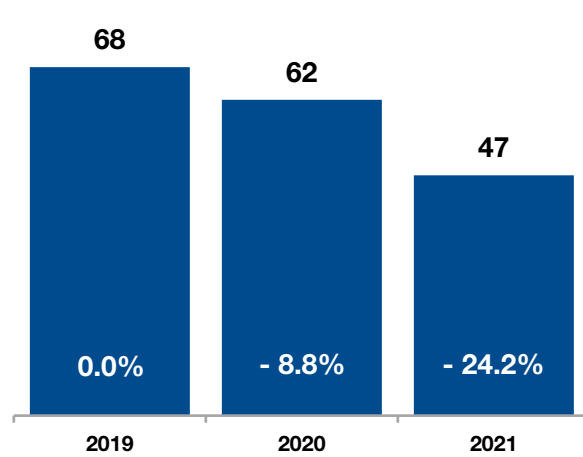
Historical Closed Sales by Month



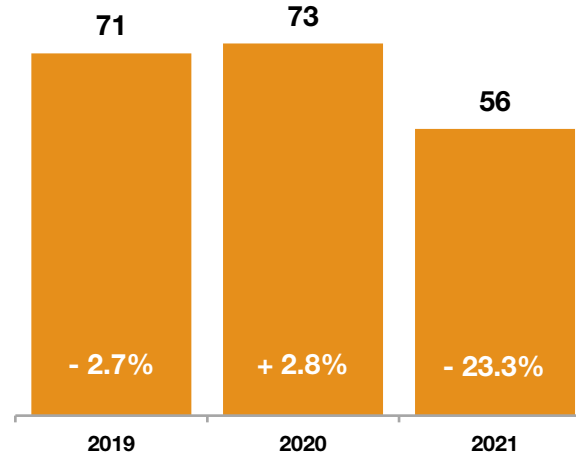
Days on Market

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

October



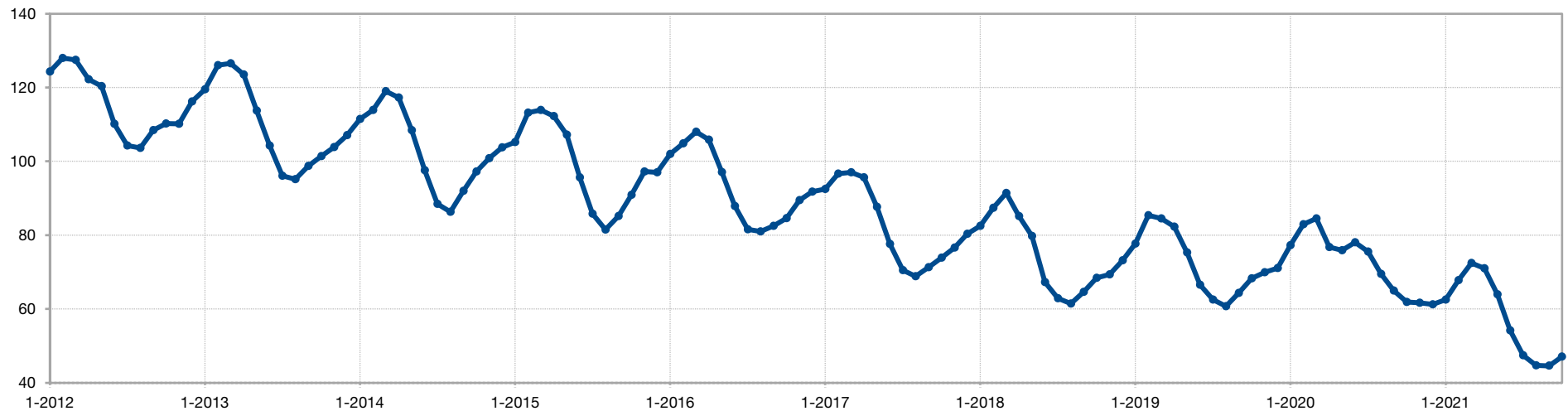
Year to Date



Days on Market		Prior Year	Percent Change
November 2020	62	70	-11.4%
December 2020	61	71	-14.1%
January 2021	62	77	-19.5%
February 2021	68	83	-18.1%
March 2021	72	84	-14.3%
April 2021	71	77	-7.8%
May 2021	64	76	-15.8%
June 2021	54	78	-30.8%
July 2021	47	75	-37.3%
August 2021	45	69	-34.8%
September 2021	45	65	-30.8%
October 2021	47	62	-24.2%
12-Month Avg*	57	73	-21.9%

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

Historical Days on Market by Month

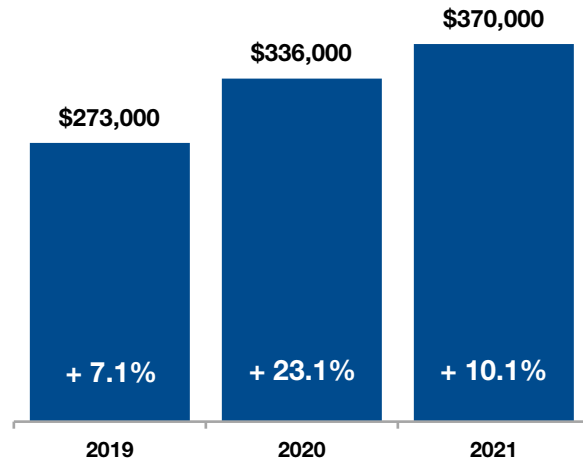


Median Sales Price

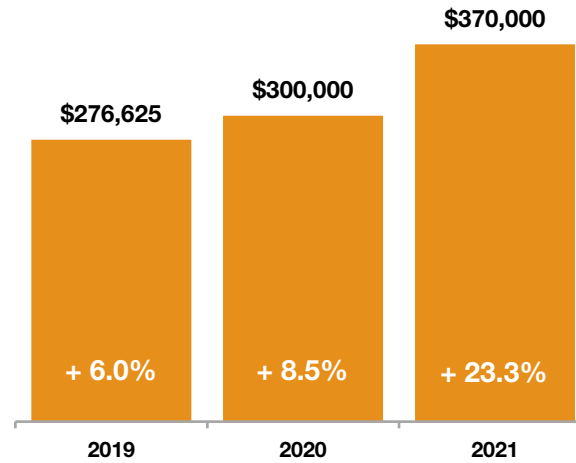
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



October



Year to Date



	Median Sales Price	Prior Year	Percent Change
November 2020	\$330,000	\$274,900	+20.0%
December 2020	\$348,000	\$286,000	+21.7%
January 2021	\$350,000	\$295,000	+18.6%
February 2021	\$355,000	\$295,000	+20.3%
March 2021	\$361,899	\$280,000	+29.2%
April 2021	\$365,000	\$260,000	+40.4%
May 2021	\$355,000	\$276,000	+28.6%
June 2021	\$379,000	\$300,000	+26.3%
July 2021	\$385,000	\$292,500	+31.6%
August 2021	\$390,000	\$304,000	+28.3%
September 2021	\$373,500	\$319,000	+17.1%
October 2021	\$370,000	\$336,000	+10.1%
12-Month Med*	\$364,000	\$295,250	+23.3%

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

Historical Median Sales Price by Month

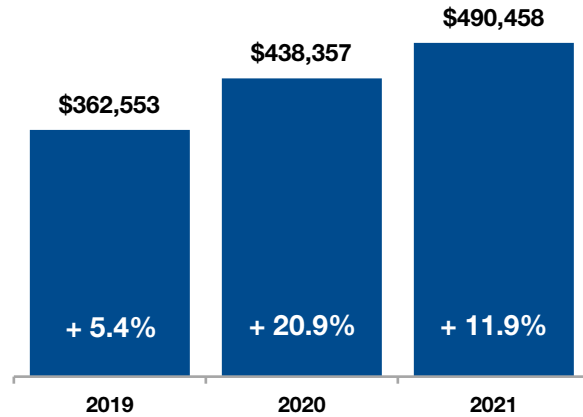


Average Sales Price

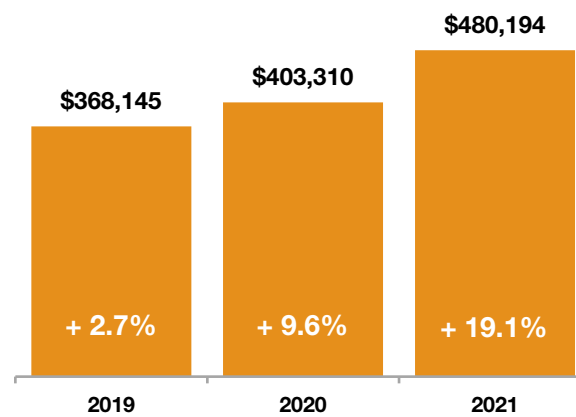
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October



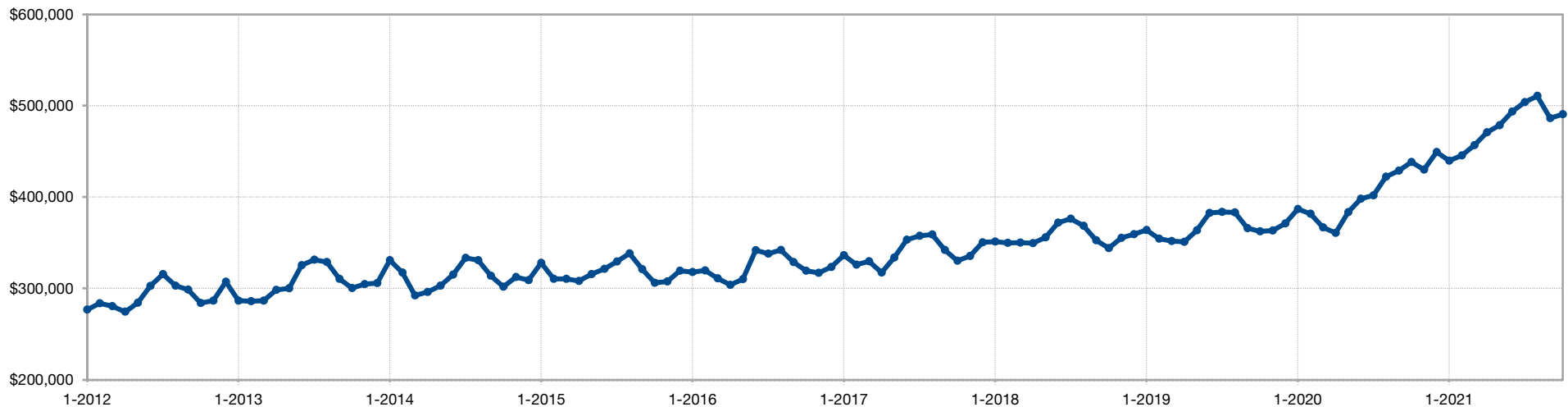
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
November 2020	\$430,057	\$363,204	+18.4%
December 2020	\$449,241	\$370,964	+21.1%
January 2021	\$439,870	\$386,948	+13.7%
February 2021	\$445,453	\$381,575	+16.7%
March 2021	\$456,796	\$366,795	+24.5%
April 2021	\$470,622	\$360,691	+30.5%
May 2021	\$478,425	\$383,402	+24.8%
June 2021	\$493,453	\$398,179	+23.9%
July 2021	\$503,852	\$401,699	+25.4%
August 2021	\$510,585	\$422,310	+20.9%
September 2021	\$486,337	\$428,709	+13.4%
October 2021	\$490,458	\$438,357	+11.9%
12-Month Avg*	\$472,588	\$396,741	+19.1%

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

Historical Average Sales Price by Month

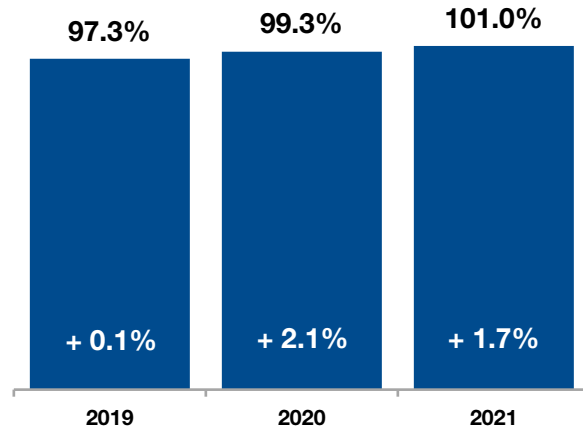


Percent of List Price Received

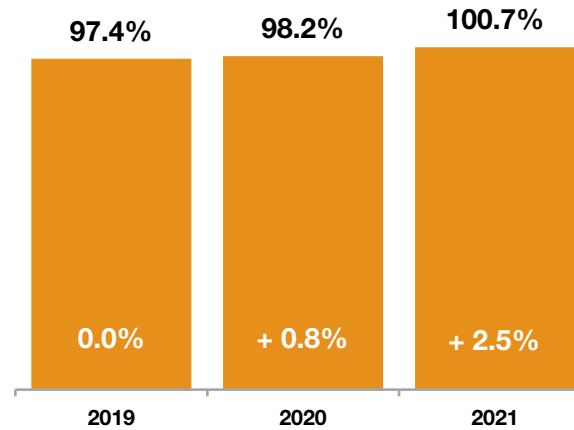
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



October



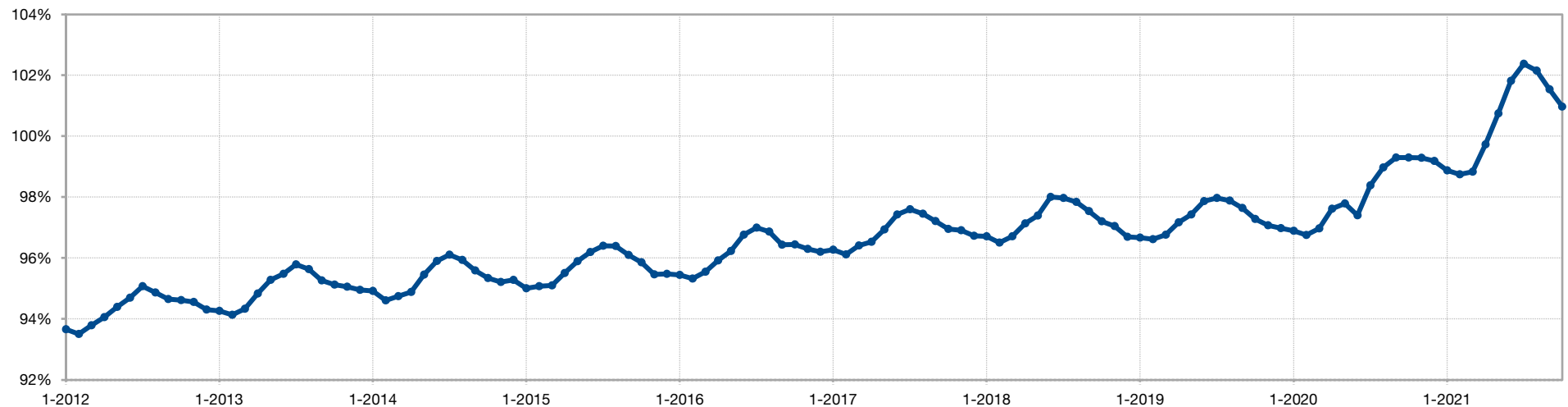
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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	100.7%	97.8%	+3.0%
June 2021	101.8%	97.4%	+4.5%
July 2021	102.4%	98.4%	+4.1%
August 2021	102.2%	99.0%	+3.2%
September 2021	101.5%	99.3%	+2.2%
October 2021	101.0%	99.3%	+1.7%
12-Month Avg*	100.4%	98.0%	+2.4%

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

Historical Percent of List Price Received by Month

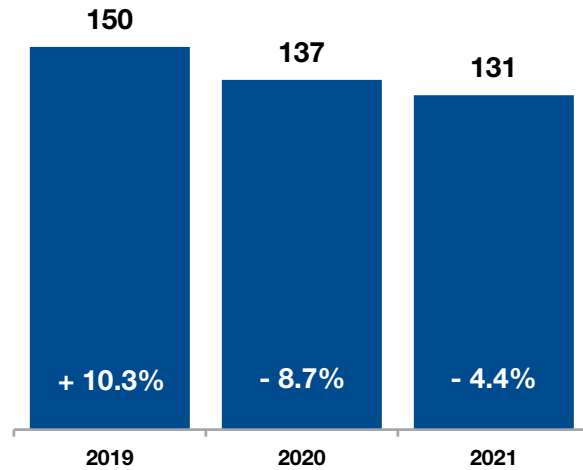


Housing Affordability Index

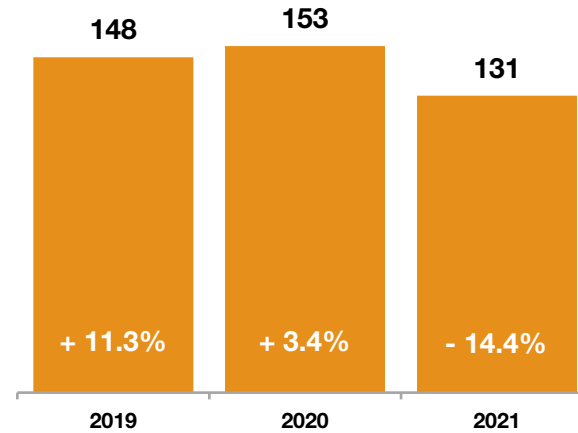
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



October



Year to Date



	Affordability Index	Prior Year	Percent Change
November 2020	140	149	-6.0%
December 2020	134	143	-6.3%
January 2021	141	144	-2.1%
February 2021	138	146	-5.5%
March 2021	132	155	-14.8%
April 2021	131	169	-22.5%
May 2021	136	160	-15.0%
June 2021	127	148	-14.2%
July 2021	126	154	-18.2%
August 2021	125	150	-16.7%
September 2021	130	143	-9.1%
October 2021	131	137	-4.4%
12-Month Avg	133	150	-11.5%

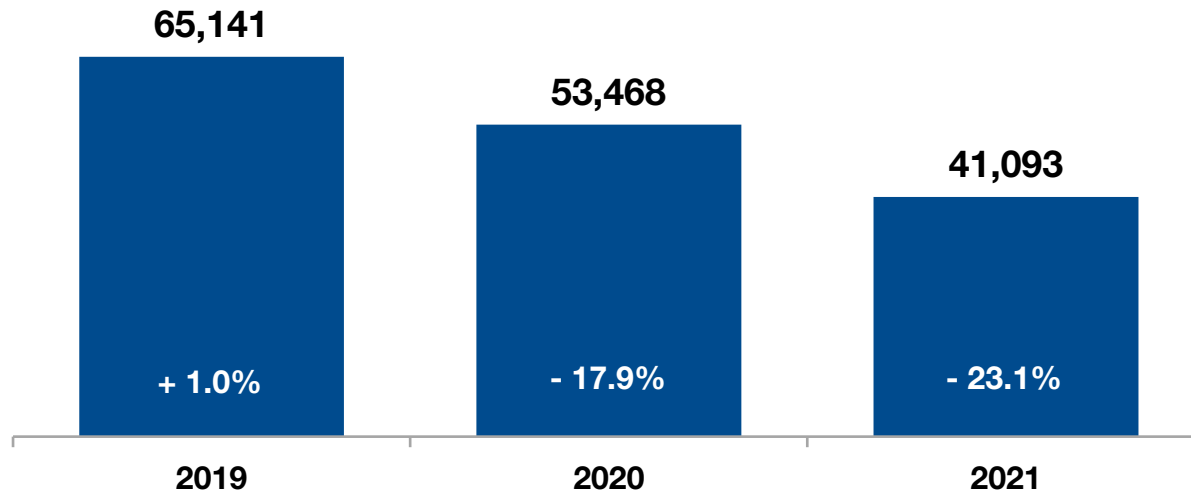
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

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

October



	Homes for Sale	Prior Year	Percent Change
November 2020	50,360	60,623	-16.9%
December 2020	43,381	52,934	-18.0%
January 2021	41,687	53,196	-21.6%
February 2021	39,201	53,765	-27.1%
March 2021	38,981	52,681	-26.0%
April 2021	41,113	49,297	-16.6%
May 2021	42,519	50,103	-15.1%
June 2021	44,334	53,621	-17.3%
July 2021	45,557	54,753	-16.8%
August 2021	44,604	54,482	-18.1%
September 2021	43,765	54,902	-20.3%
October 2021	41,093	53,468	-23.1%
12-Month Avg	43,050	53,652	-19.8%

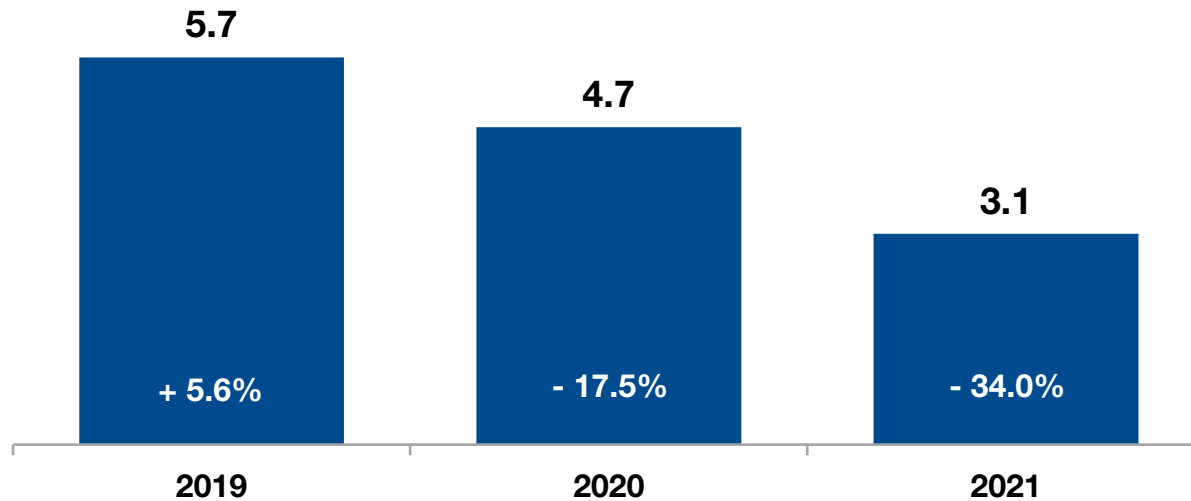
Historical Inventory of Homes for Sale by Month



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.

October



Months Supply		Prior Year	Percent Change
November 2020	4.3	5.3	-18.9%
December 2020	3.7	4.7	-21.3%
January 2021	3.5	4.7	-25.5%
February 2021	3.3	4.8	-31.3%
March 2021	3.1	4.8	-35.4%
April 2021	3.1	4.7	-34.0%
May 2021	3.1	5.0	-38.0%
June 2021	3.2	5.3	-39.6%
July 2021	3.3	5.2	-36.5%
August 2021	3.3	5.0	-34.0%
September 2021	3.3	4.9	-32.7%
October 2021	3.1	4.7	-34.0%
12-Month Avg	3.4	4.9	-30.6%

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		
	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -
Albany* (1)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Allegany	33	36	+9.1%	33	31	-6.1%	\$97,850	\$110,000	+12.4%	98	93	-5.1%	3.2	2.8	-12.5%
Bronx	260	286	+10.0%	106	156	+47.2%	\$440,000	\$455,000	+3.4%	940	1,033	+9.9%	9.6	6.4	-33.3%
Broome	241	200	-17.0%	201	185	-8.0%	\$143,617	\$156,000	+8.6%	507	364	-28.2%	3.4	2.2	-35.3%
Cattaraugus	81	71	-12.3%	93	78	-16.1%	\$129,900	\$150,550	+15.9%	264	167	-36.7%	4.0	2.2	-45.0%
Cayuga	73	61	-16.4%	103	68	-34.0%	\$168,010	\$160,000	-4.8%	143	157	+9.8%	2.3	2.9	+26.1%
Chautauqua	132	138	+4.5%	155	132	-14.8%	\$143,500	\$165,000	+15.0%	293	251	-14.3%	2.6	2.2	-15.4%
Chemung	104	79	-24.0%	88	77	-12.5%	\$126,000	\$138,304	+9.8%	231	157	-32.0%	3.3	2.0	-39.4%
Chenango	64	53	-17.2%	59	54	-8.5%	\$115,000	\$145,500	+26.5%	319	241	-24.5%	8.5	5.2	-38.8%
Clinton	76	58	-23.7%	70	48	-31.4%	\$160,500	\$175,000	+9.0%	192	117	-39.1%	3.5	2.1	-40.0%
Columbia	150	109	-27.3%	111	77	-30.6%	\$374,000	\$379,900	+1.6%	690	365	-47.1%	9.0	4.6	-48.9%
Cortland	47	39	-17.0%	40	48	+20.0%	\$154,760	\$138,495	-10.5%	134	83	-38.1%	4.0	2.1	-47.5%
Delaware	93	79	-15.1%	98	75	-23.5%	\$190,000	\$230,000	+21.1%	642	440	-31.5%	10.9	6.3	-42.2%
Dutchess	498	357	-28.3%	391	352	-10.0%	\$358,000	\$395,000	+10.3%	1,590	924	-41.9%	5.4	2.9	-46.3%
Erie	838	843	+0.6%	1,060	910	-14.2%	\$200,000	\$225,000	+12.5%	867	785	-9.5%	1.2	1.1	-8.3%
Essex	81	64	-21.0%	100	62	-38.0%	\$300,000	\$298,250	-0.6%	362	267	-26.2%	6.0	4.8	-20.0%
Franklin	47	35	-25.5%	50	42	-16.0%	\$170,000	\$173,500	+2.1%	236	139	-41.1%	6.6	3.4	-48.5%
Fulton* (1)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Genesee	46	53	+15.2%	50	51	+2.0%	\$145,500	\$170,000	+16.8%	64	54	-15.6%	1.6	1.2	-25.0%
Greene	142	98	-31.0%	104	76	-26.9%	\$258,450	\$287,500	+11.2%	677	377	-44.3%	9.1	4.5	-50.5%
Hamilton	10	8	-20.0%	17	16	-5.9%	\$185,000	\$300,000	+62.2%	74	55	-25.7%	5.1	4.8	-5.9%
Herkimer	66	44	-33.3%	53	51	-3.8%	\$121,900	\$185,000	+51.8%	602	553	-8.1%	13.1	11.7	-10.7%

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		
	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -
Jefferson	134	127	-5.2%	160	170	+6.3%	\$203,450	\$185,000	-9.1%	471	484	+2.8%	4.1	3.9	-4.9%
Kings	361	319	-11.6%	153	218	+42.5%	\$621,500	\$662,000	+6.5%	1,916	1,675	-12.6%	14.5	8.4	-42.1%
Lewis	25	25	0.0%	25	23	-8.0%	\$112,500	\$133,900	+19.0%	109	104	-4.6%	5.0	5.5	+10.0%
Livingston	54	47	-13.0%	57	62	+8.8%	\$149,950	\$164,950	+10.0%	97	62	-36.1%	2.2	1.4	-36.4%
Madison	63	54	-14.3%	85	65	-23.5%	\$189,900	\$197,300	+3.9%	200	211	+5.5%	3.4	4.0	+17.6%
Monroe	893	739	-17.2%	955	812	-15.0%	\$180,000	\$190,000	+5.6%	667	494	-25.9%	0.9	0.7	-22.2%
Montgomery* (1)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Nassau	1,834	1,361	-25.8%	1,615	1,331	-17.6%	\$588,000	\$650,000	+10.5%	4,819	3,345	-30.6%	4.3	2.4	-44.2%
New York†	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Niagara	191	237	+24.1%	262	233	-11.1%	\$160,100	\$193,000	+20.5%	259	281	+8.5%	1.5	1.5	0.0%
Oneida	211	216	+2.4%	213	197	-7.5%	\$160,000	\$185,000	+15.6%	1,879	1,913	+1.8%	11.9	11.1	-6.7%
Onondaga	586	509	-13.1%	574	524	-8.7%	\$172,000	\$185,000	+7.6%	685	741	+8.2%	1.6	1.7	+6.3%
Ontario	174	127	-27.0%	145	145	0.0%	\$254,000	\$225,000	-11.4%	272	212	-22.1%	2.5	1.9	-24.0%
Orange* (2)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Orleans	46	38	-17.4%	48	34	-29.2%	\$158,000	\$157,500	-0.3%	77	43	-44.2%	2.3	1.2	-47.8%
Oswego	124	88	-29.0%	122	124	+1.6%	\$139,750	\$160,000	+14.5%	253	235	-7.1%	2.8	2.4	-14.3%
Otsego	88	53	-39.8%	70	51	-27.1%	\$186,500	\$185,000	-0.8%	533	343	-35.6%	12.0	5.9	-50.8%
Putnam* (2)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Queens	1,742	1,555	-10.7%	689	964	+39.9%	\$650,000	\$685,000	+5.4%	6,488	5,695	-12.2%	10.5	5.4	-48.6%
Rensselaer* (1)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Richmond	545	448	-17.8%	464	413	-11.0%	\$575,000	\$639,000	+11.1%	2,017	1,162	-42.4%	6.5	2.9	-55.4%
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		
	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -
St Lawrence	83	78	-6.0%	100	84	-16.0%	\$124,000	\$135,000	+8.9%	526	352	-33.1%	7.1	4.2	-40.8%
Saratoga* (1)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Schenectady* (1)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Schoharie* (1)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Schuyler	23	14	-39.1%	20	19	-5.0%	\$243,500	\$200,000	-17.9%	49	39	-20.4%	3.3	2.6	-21.2%
Seneca	41	30	-26.8%	29	28	-3.4%	\$148,000	\$141,000	-4.7%	59	37	-37.3%	2.5	1.5	-40.0%
Steuben	107	98	-8.4%	86	94	+9.3%	\$136,700	\$154,500	+13.0%	271	188	-30.6%	3.5	2.2	-37.1%
Suffolk	2,222	1,758	-20.9%	2,059	1,650	-19.9%	\$469,999	\$520,000	+10.6%	4,789	3,519	-26.5%	3.1	2.1	-32.3%
Sullivan	167	144	-13.8%	158	110	-30.4%	\$225,000	\$239,000	+6.2%	1,184	1,031	-12.9%	10.6	9.1	-14.2%
Tioga	40	51	+27.5%	37	32	-13.5%	\$140,350	\$154,950	+10.4%	137	105	-23.4%	3.8	2.7	-28.9%
Tompkins	77	55	-28.6%	83	65	-21.7%	\$274,160	\$281,000	+2.5%	145	68	-53.1%	2.1	1.0	-52.4%
Ulster	325	233	-28.3%	273	189	-30.8%	\$315,000	\$333,000	+5.7%	1,118	740	-33.8%	5.2	3.9	-25.0%
Warren	102	89	-12.7%	142	104	-26.8%	\$250,000	\$250,000	0.0%	332	245	-26.2%	3.6	3.1	-13.9%
Washington* (1)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Wayne	110	93	-15.5%	103	97	-5.8%	\$160,000	\$185,000	+15.6%	126	96	-23.8%	1.5	1.1	-26.7%
Westchester* (2)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Wyoming	39	33	-15.4%	38	35	-7.9%	\$149,000	\$133,000	-10.7%	59	45	-23.7%	2.2	1.5	-31.8%
Yates	38	23	-39.5%	37	22	-40.5%	\$465,000	\$194,000	-58.3%	51	35	-31.4%	2.2	1.6	-27.3%
New York State	18,440	15,507	-15.9%	15,401	13,867	-10.0%	\$336,000	\$370,000	+10.1%	53,468	41,093	-23.1%	4.7	3.1	-34.0%

† 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