

Quarterly Indicators

Sullivan County



Q3-2016

Even as prices rise in many communities, homes are selling faster now than they have in the past several years. This creates a situation where buyers need to move fast in order to secure homes, and they may have to pay more for them. While increasing prices generally coax more selling activity, there has been some hesitancy among potential sellers who worry that they will not be able to buy a desirable and reasonably priced home once they sell.

- Single-Family Closed Sales were up 44.3 percent to 140.
- There were no Condos Closed Sales during this quarter.
- There were no Co-ops Closed Sales during this quarter.
- Single-Family Median Sales Price increased 5.5 percent to \$128,750.
- Condos ended the quarter with no Median Sales Price.
- Co-ops ended the quarter with no Median Sales Price.

Low housing supply has already prevented an outright national boon in sales activity, despite a continuation of near record-low mortgage rates and an unemployment rate under 5.0 percent deep into 2016. The issue is not purchasing power. Many areas are falling behind last year's closed sales totals simply because of lack of available inventory. As this continues, higher prices may put a deeper squeeze on the current buyer pool.

Quarterly Snapshot

+ 40.0% **- 15.4%** **+ 7.4%**

One-Year Change in Closed Sales All Properties	One-Year Change in Homes for Sale All Properties	One-Year Change in Median Sales Price All Properties
+ 40.0%	- 15.4%	+ 7.4%

Residential real estate activity comprised of Single-Family, Condo and Co-op properties. Percent changes are calculated using rounded figures.

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Single-Family Homes Market Overview

Key metrics for **Single-Family Homes Only** for the report quarter and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	Q3-2015	Q3-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		273	257	- 5.9%	849	875	+ 3.1%
Pending Sales		115	156	+ 35.7%	266	367	+ 38.0%
Closed Sales		97	140	+ 44.3%	250	338	+ 35.2%
Days on Market		166	145	- 12.7%	164	166	+ 1.2%
Median Sales Price		\$122,000	\$128,750	+ 5.5%	\$101,000	\$111,000	+ 9.9%
Average Sales Price		\$146,094	\$155,980	+ 6.8%	\$129,052	\$151,371	+ 17.3%
Pct. of Orig. Price Received		86.5%	89.0%	+ 2.9%	84.9%	87.1%	+ 2.6%
Housing Affordability Index		234	231	- 1.3%	282	269	- 4.6%
Inventory of Homes for Sale		759	638	- 15.9%	--	--	--
Months Supply of Inventory		25.9	15.6	- 39.8%	--	--	--

Condos Market Overview

Key metrics for **Condominiums Only** for the report quarter and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	Q3-2015	Q3-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		2	0	- 100.0%	12	14	+ 16.7%
Pending Sales		3	0	- 100.0%	9	4	- 55.6%
Closed Sales		3	0	- 100.0%	10	4	- 60.0%
Days on Market		171	--	--	101	48	- 52.5%
Median Sales Price		\$45,500	--	--	\$36,500	\$35,900	- 1.6%
Average Sales Price		\$51,500	--	--	\$41,775	\$71,933	+ 72.2%
Pct. of Orig. Price Received		88.3%	--	--	83.1%	101.0%	+ 21.5%
Housing Affordability Index		627	--	--	782	--	--
Inventory of Homes for Sale		6	9	+ 50.0%	--	--	--
Months Supply of Inventory		4.0	6.8	+ 70.0%	--	--	--

Co-ops Market Overview

Key metrics for **Co-operatives Only** for the report quarter and for year-to-date (YTD) starting from the first of the year.

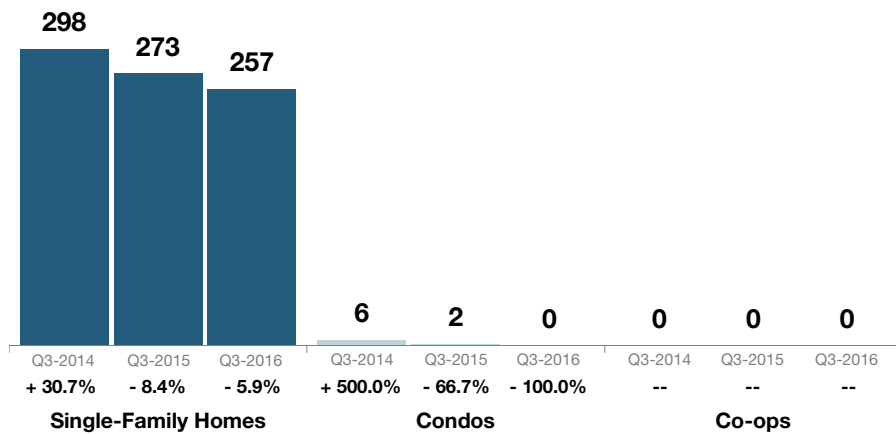


Key Metrics	Historical Sparkbars						Q3-2015	Q3-2016	Percent Change	YTD 2015	YTD 2016	Percent Change						
New Listings	0	0	0	0	1	0	1	0	0	0	0	2	0	0	--	1	2	+ 100.0%
	Q4-2013	Q2-2014		Q4-2014	Q2-2015		Q4-2015	Q2-2016										
Pending Sales	0	0	0	0	0	0	0	0	0	0	0	0	0	0	--	0	0	--
	Q4-2013	Q2-2014		Q4-2014	Q2-2015		Q4-2015	Q2-2016										
Closed Sales	0	0	0	0	0	0	0	0	0	0	0	0	0	0	--	0	0	--
	Q4-2013	Q2-2014		Q4-2014	Q2-2015		Q4-2015	Q2-2016										
Days on Market	0	0	0	0	0	0	0	0	0	0	0	0	--	--	--	--	--	--
	Q4-2013	Q2-2014		Q4-2014	Q2-2015		Q4-2015	Q2-2016										
Median Sales Price	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	--	--	--	--	--	--
	Q4-2013	Q2-2014		Q4-2014	Q2-2015		Q4-2015	Q2-2016										
Average Sales Price	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	--	--	--	--	--	--
	Q4-2013	Q2-2014		Q4-2014	Q2-2015		Q4-2015	Q2-2016										
Pct. of Orig. Price Received	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	--	--	--	--	--	--
	Q4-2013	Q2-2014		Q4-2014	Q2-2015		Q4-2015	Q2-2016										
Housing Affordability Index	0	0	0	0	0	0	0	0	0	0	0	0	--	--	--	--	--	--
	Q4-2013	Q2-2014		Q4-2014	Q2-2015		Q4-2015	Q2-2016										
Inventory of Homes for Sale	1	1	1	0	0	0	1	1	0	0	2	1	1	1	0.0%	--	--	--
	Q4-2013	Q2-2014		Q4-2014	Q2-2015		Q4-2015	Q2-2016										
Months Supply of Inventory	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	--	--	--	--	--	--
	Q4-2013	Q2-2014		Q4-2014	Q2-2015		Q4-2015	Q2-2016										

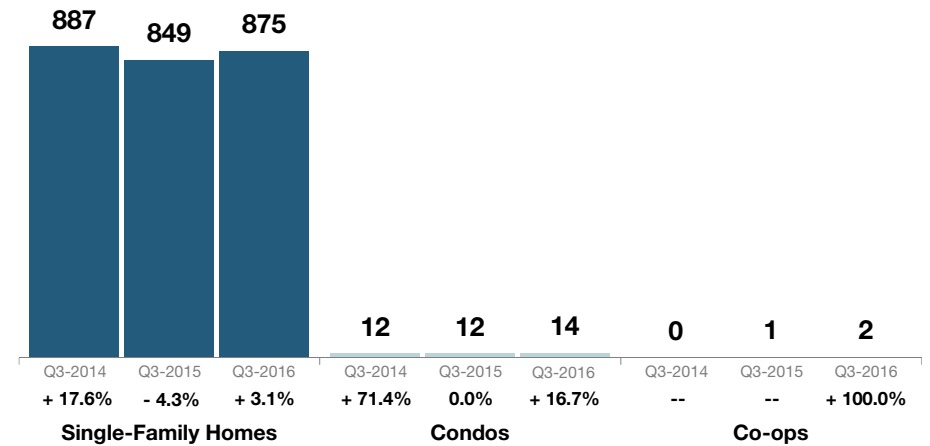
New Listings

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

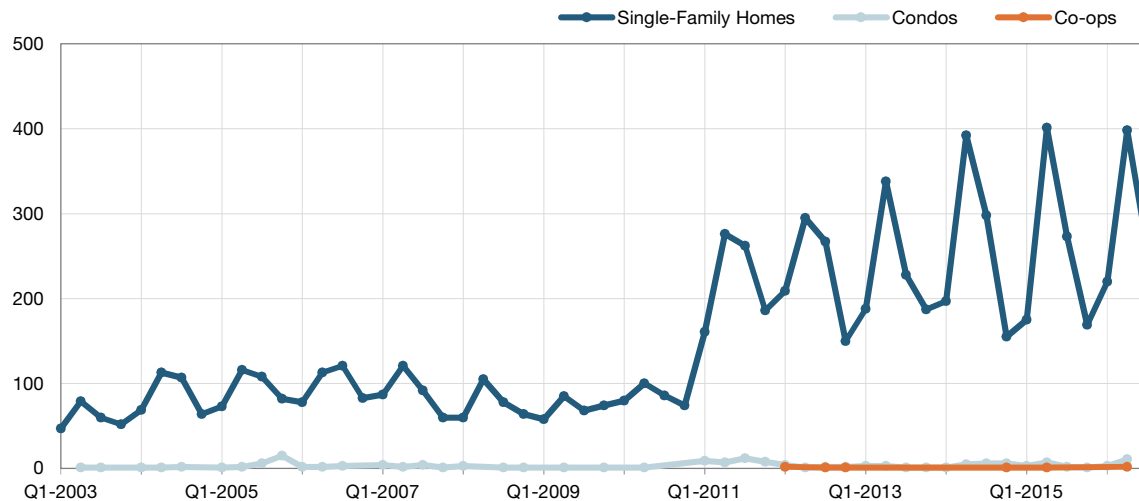
Q3-2016



Year to Date



Historical New Listings by Quarter



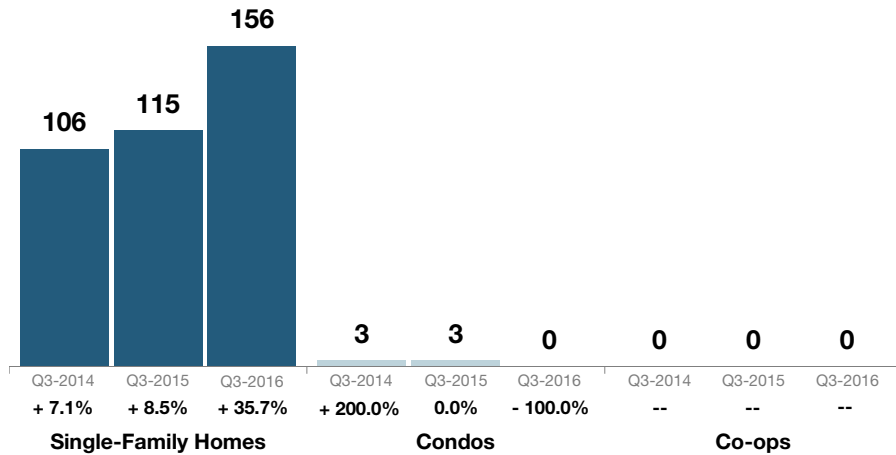
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2013	187	1	0
Q1-2014	197	1	0
Q2-2014	392	5	0
Q3-2014	298	6	0
Q4-2014	155	6	1
Q1-2015	175	3	0
Q2-2015	401	7	1
Q3-2015	273	2	0
Q4-2015	169	1	0
Q1-2016	220	3	0
Q2-2016	398	11	2
Q3-2016	257	0	0

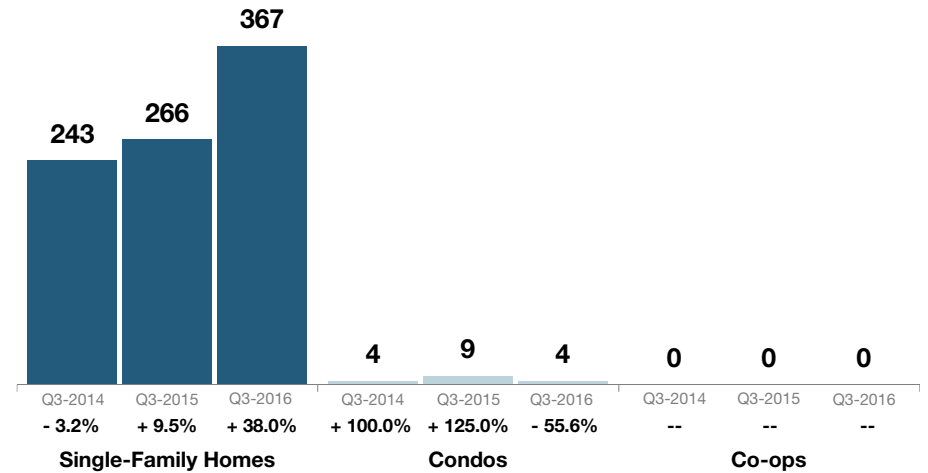
Pending Sales

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

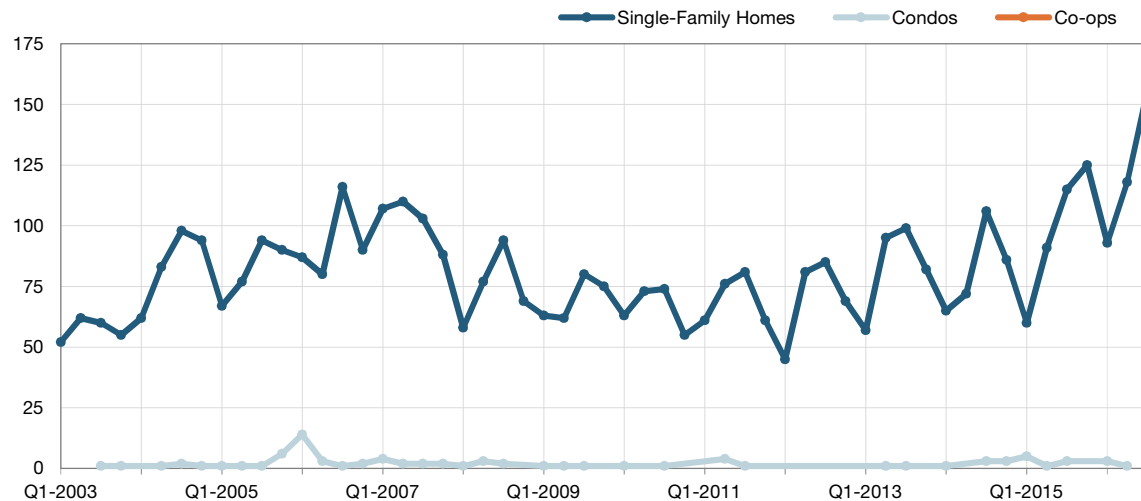
Q3-2016



Year to Date



Historical Pending Sales by Quarter



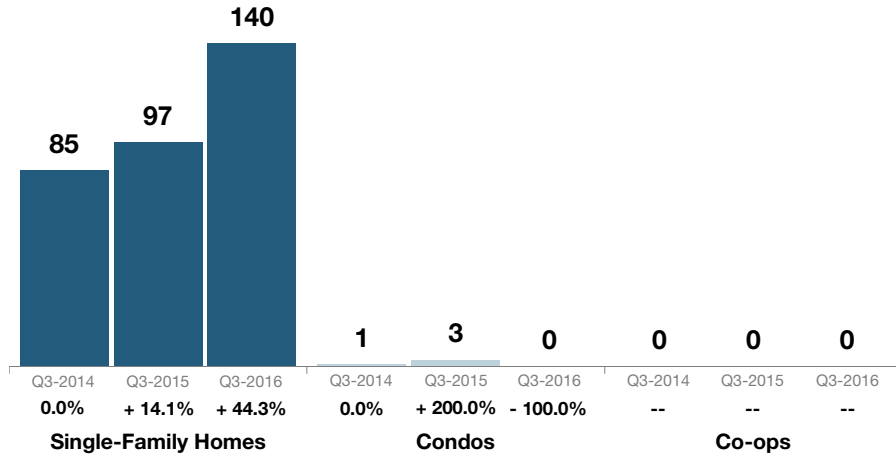
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2013	82	0	0
Q1-2014	65	1	0
Q2-2014	72	0	0
Q3-2014	106	3	0
Q4-2014	86	3	0
Q1-2015	60	5	0
Q2-2015	91	1	0
Q3-2015	115	3	0
Q4-2015	125	0	0
Q1-2016	93	3	0
Q2-2016	118	1	0
Q3-2016	156	0	0

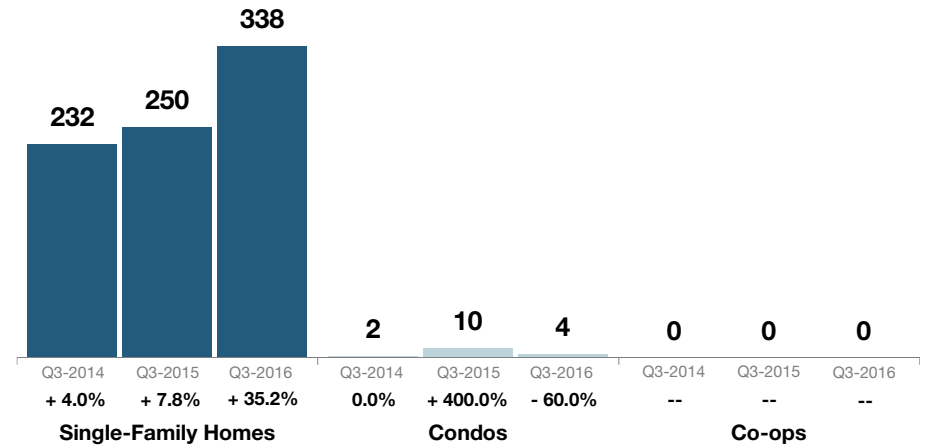
Closed Sales

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

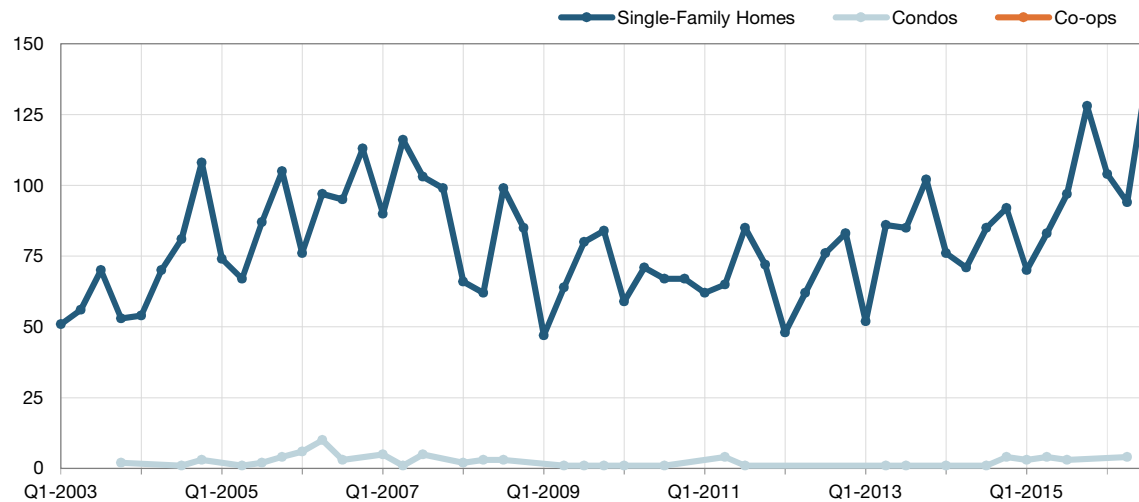
Q3-2016



Year to Date



Historical Closed Sales by Quarter



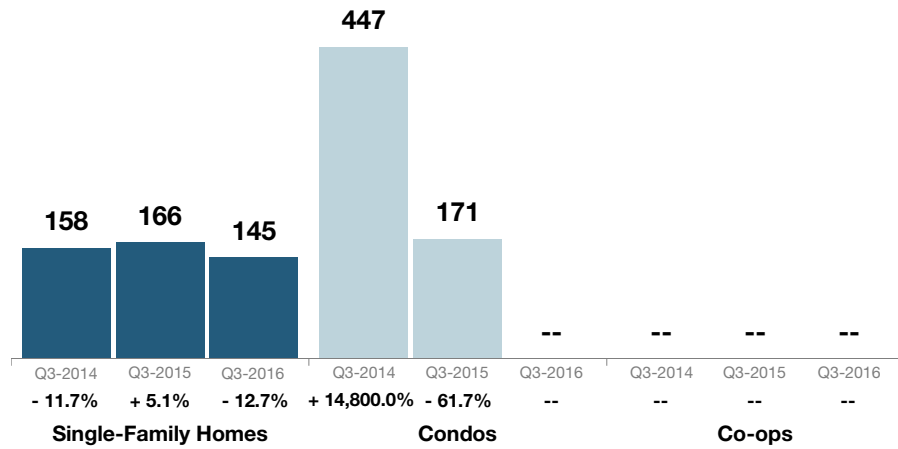
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2013	102	0	0
Q1-2014	76	1	0
Q2-2014	71	0	0
Q3-2014	85	1	0
Q4-2014	92	4	0
Q1-2015	70	3	0
Q2-2015	83	4	0
Q3-2015	97	3	0
Q4-2015	128	0	0
Q1-2016	104	0	0
Q2-2016	94	4	0
Q3-2016	140	0	0

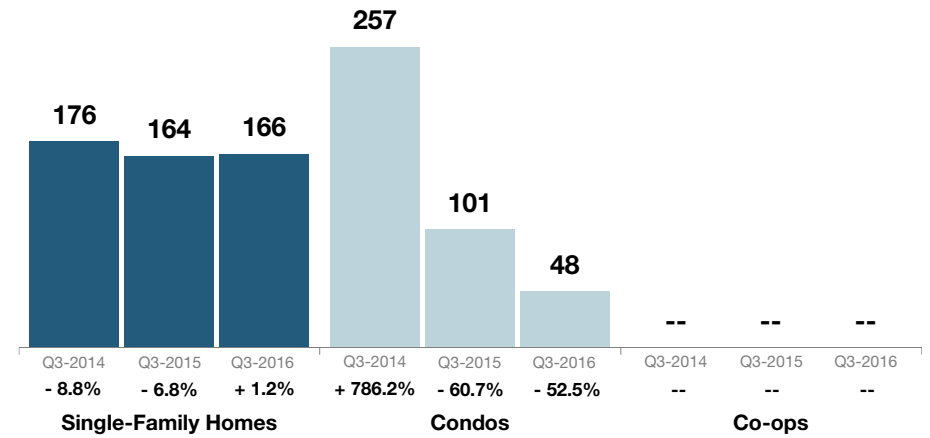
Days on Market Until Sale

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

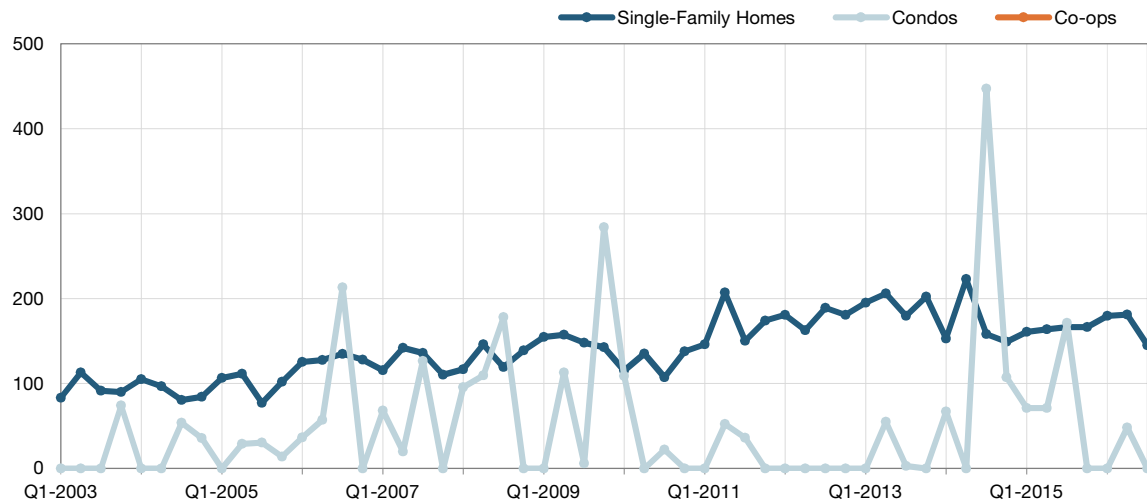
Q3-2016



Year to Date



Historical Days on Market Until Sale by Quarter



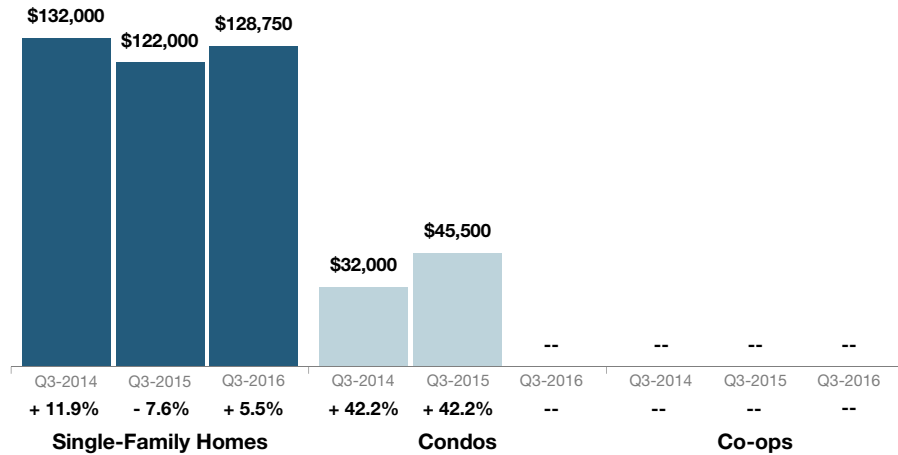
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2013	202	--	--
Q1-2014	153	67	--
Q2-2014	223	--	--
Q3-2014	158	447	--
Q4-2014	149	108	--
Q1-2015	161	71	--
Q2-2015	164	71	--
Q3-2015	166	171	--
Q4-2015	167	--	--
Q1-2016	180	--	--
Q2-2016	181	48	--
Q3-2016	145	--	--

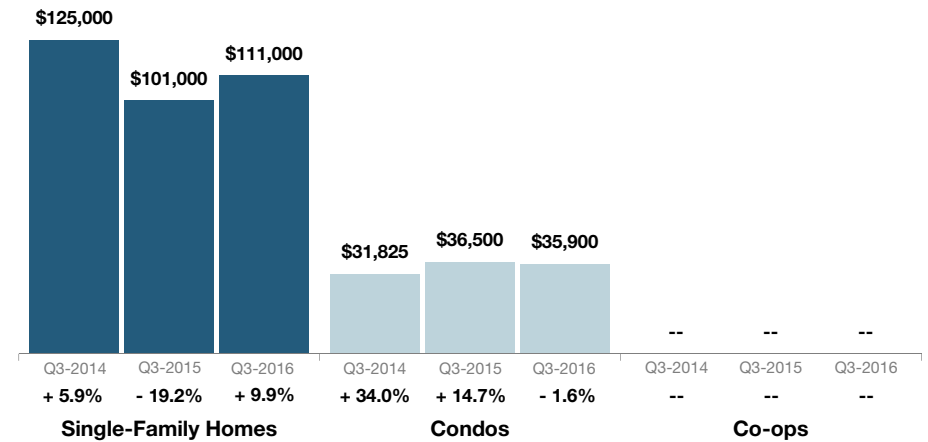
Median Sales Price

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

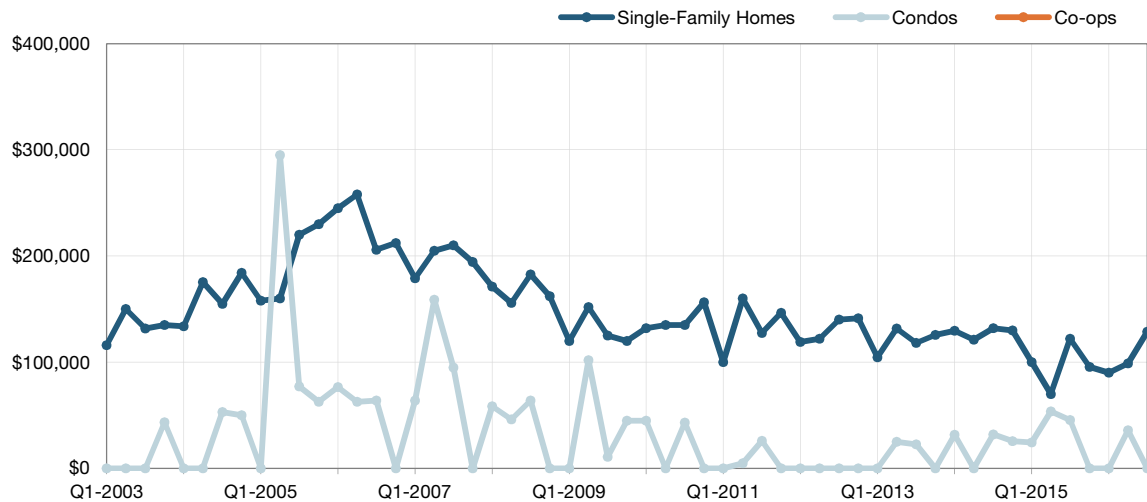
Q3-2016



Year to Date



Historical Median Sales Price by Quarter



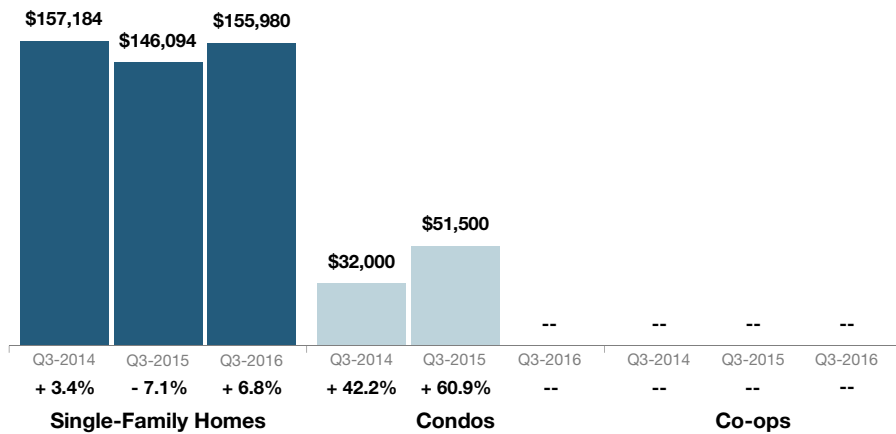
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2013	\$125,750	--	--
Q1-2014	\$129,500	\$31,649	--
Q2-2014	\$121,000	--	--
Q3-2014	\$132,000	\$32,000	--
Q4-2014	\$130,000	\$25,500	--
Q1-2015	\$100,000	\$24,425	--
Q2-2015	\$70,000	\$53,750	--
Q3-2015	\$122,000	\$45,500	--
Q4-2015	\$95,625	--	--
Q1-2016	\$90,000	--	--
Q2-2016	\$98,950	\$35,900	--
Q3-2016	\$128,750	--	--

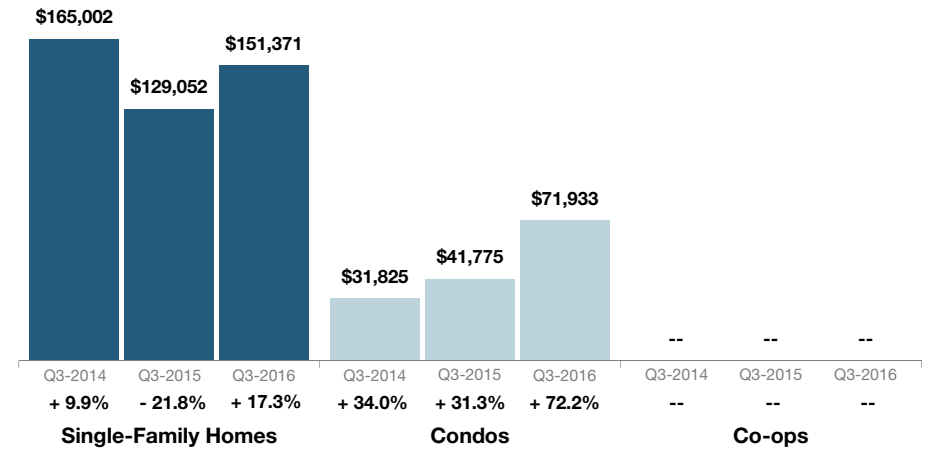
Average Sales Price

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

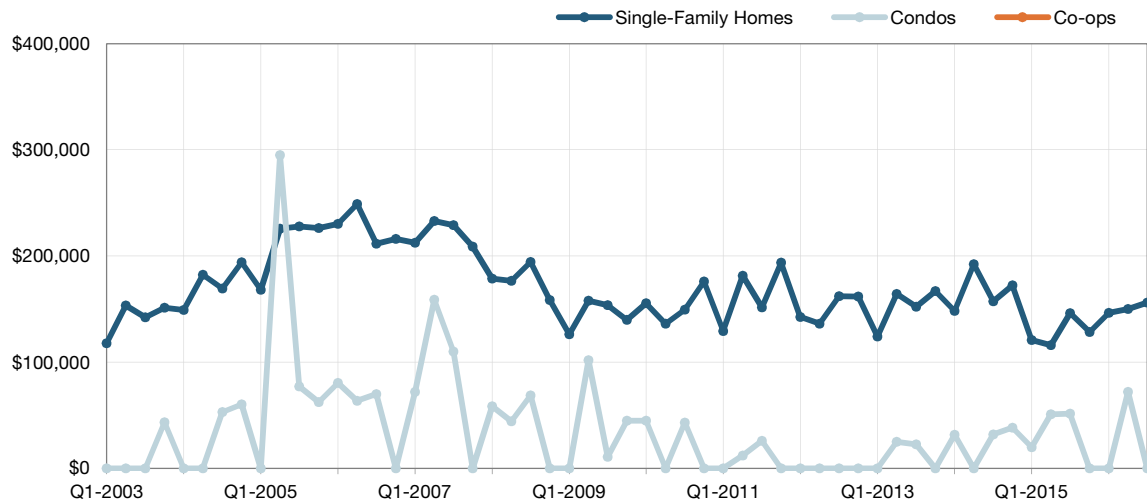
Q3-2016



Year to Date



Historical Average Sales Price by Quarter



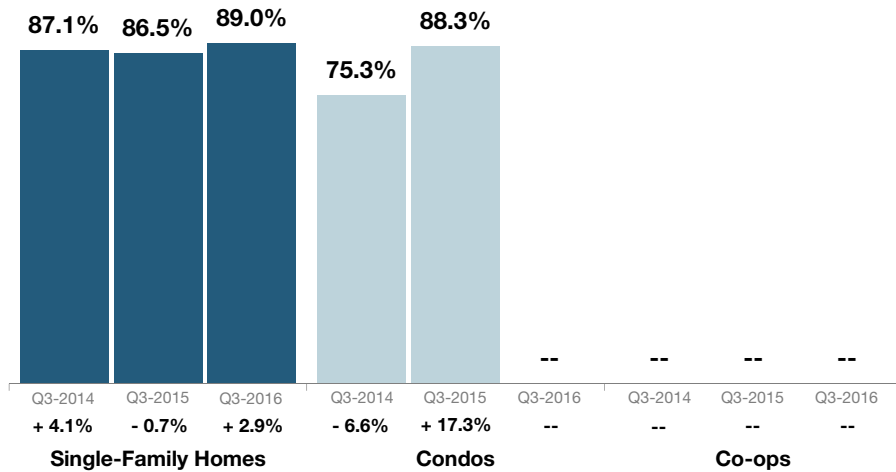
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2013	\$166,919	--	--
Q1-2014	\$148,243	\$31,649	--
Q2-2014	\$192,302	--	--
Q3-2014	\$157,184	\$32,000	--
Q4-2014	\$172,262	\$38,125	--
Q1-2015	\$120,909	\$19,750	--
Q2-2015	\$115,892	\$51,000	--
Q3-2015	\$146,094	\$51,500	--
Q4-2015	\$128,233	--	--
Q1-2016	\$146,480	--	--
Q2-2016	\$149,986	\$71,933	--
Q3-2016	\$155,980	--	--

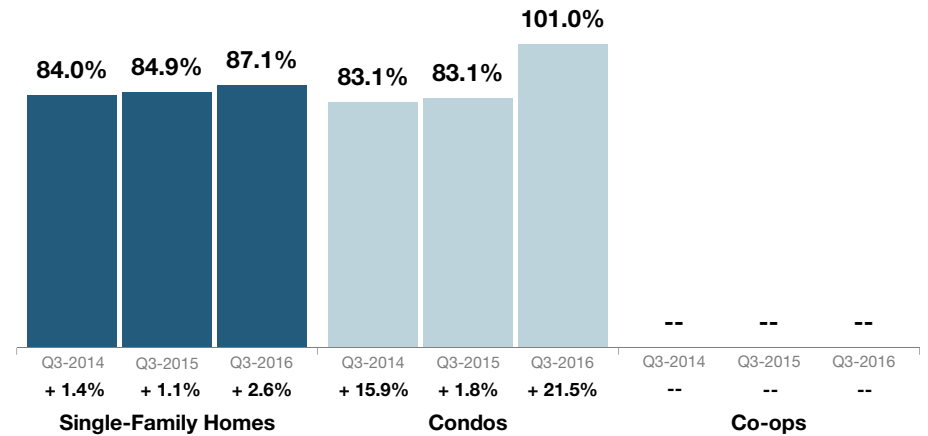
Percent of Original List Price Received

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

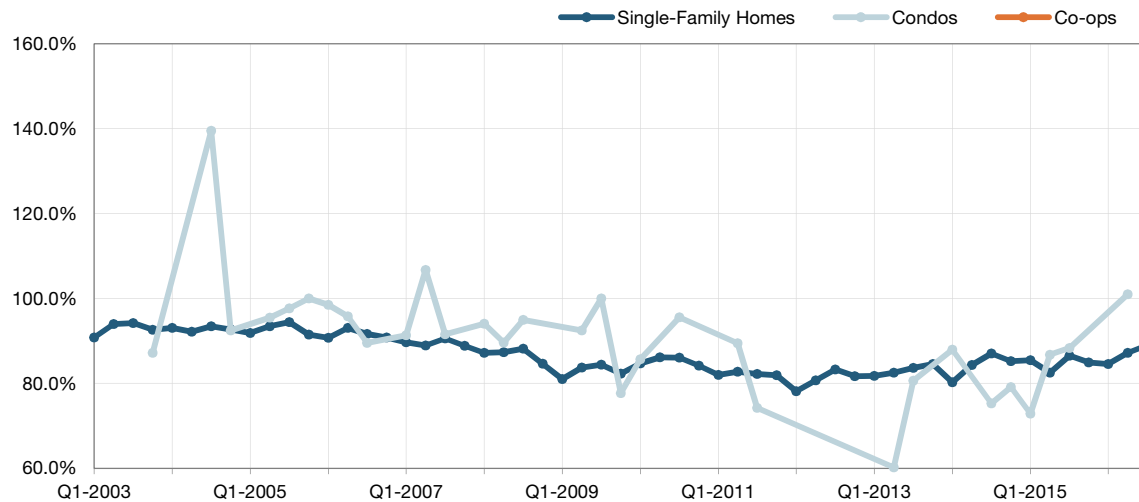
Q3-2016



Year to Date



Historical Percent of Original List Price Received by Quarter



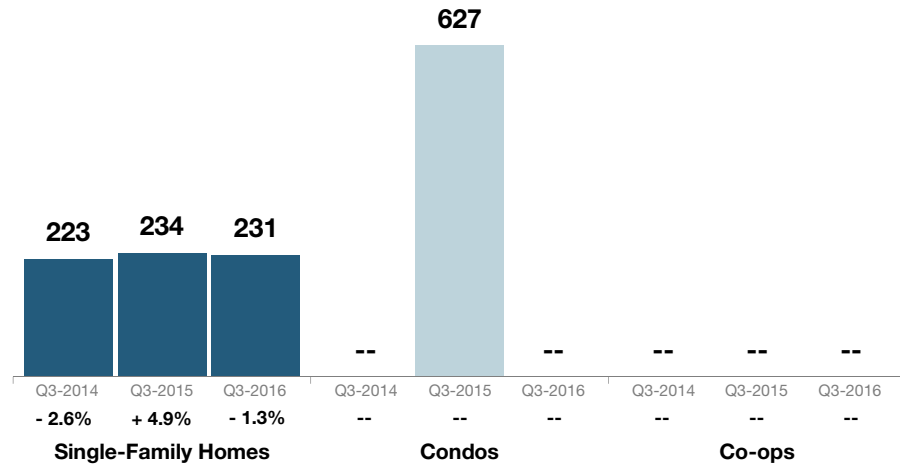
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2013	84.6%	--	--
Q1-2014	80.3%	87.9%	--
Q2-2014	84.3%	--	--
Q3-2014	87.1%	75.3%	--
Q4-2014	85.2%	79.1%	--
Q1-2015	85.5%	72.9%	--
Q2-2015	82.5%	86.8%	--
Q3-2015	86.5%	88.3%	--
Q4-2015	84.9%	--	--
Q1-2016	84.5%	--	--
Q2-2016	87.2%	101.0%	--
Q3-2016	89.0%	--	--

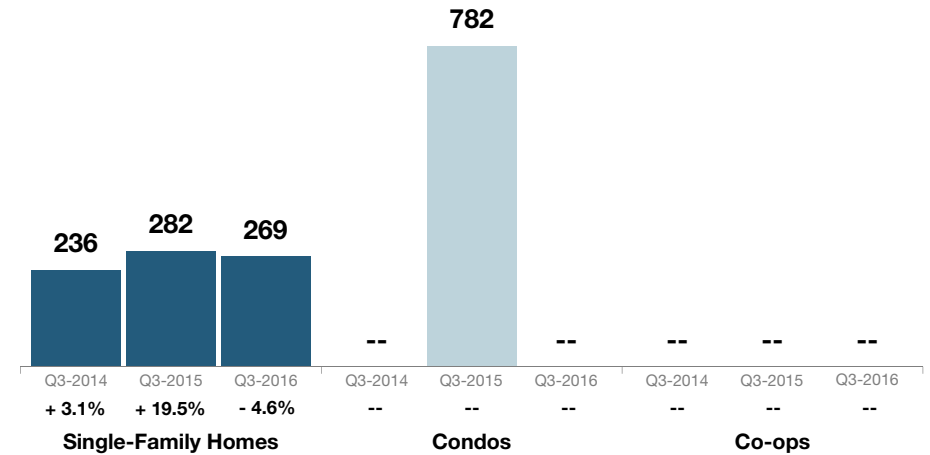
Housing Affordability Index

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.

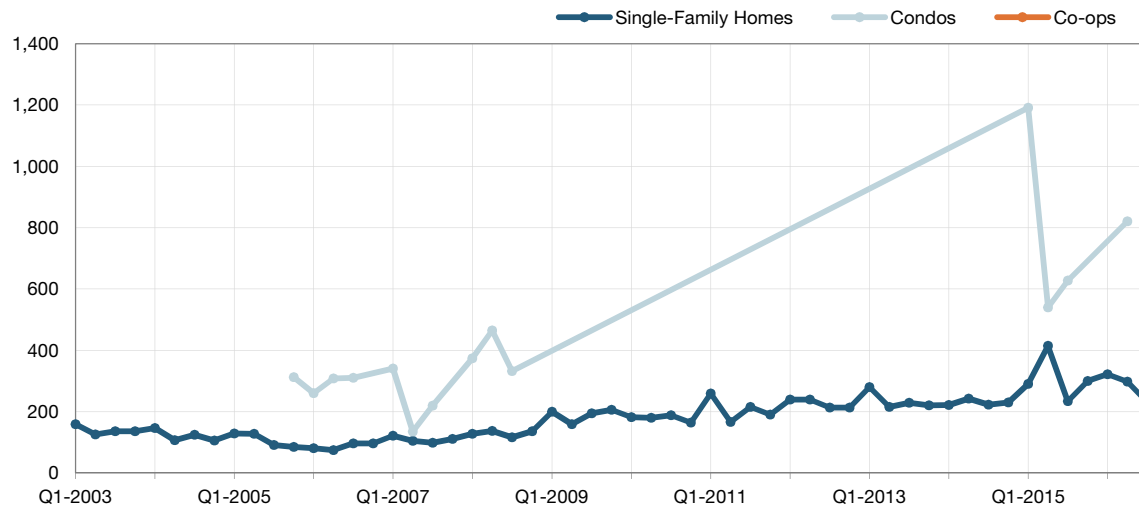
Q3-2016



Year to Date



Historical Housing Affordability Index by Quarter



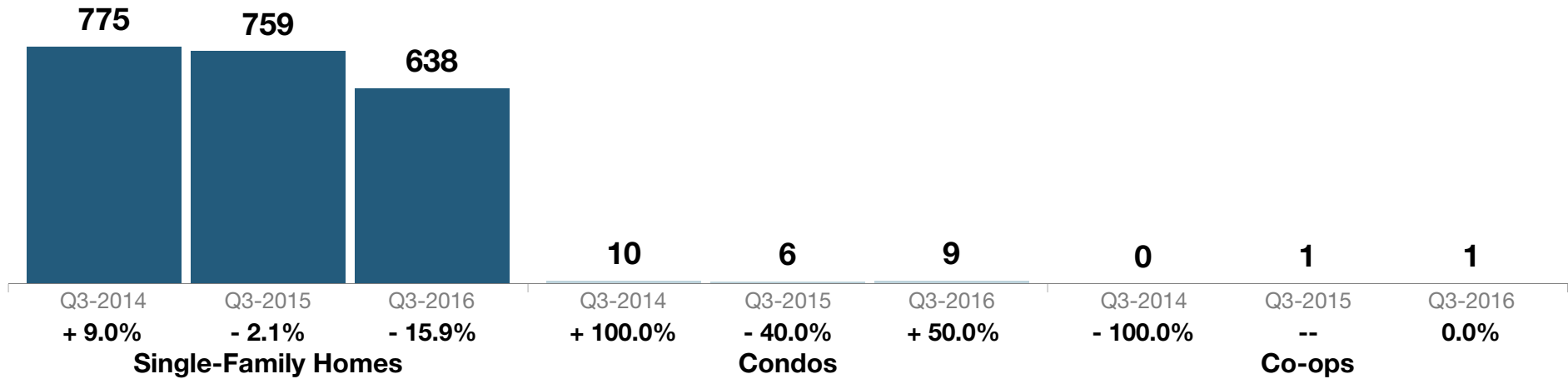
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2013	221	--	--
Q1-2014	222	--	--
Q2-2014	242	--	--
Q3-2014	223	--	--
Q4-2014	230	--	--
Q1-2015	291	1,191	--
Q2-2015	415	540	--
Q3-2015	234	627	--
Q4-2015	300	--	--
Q1-2016	322	--	--
Q2-2016	298	821	--
Q3-2016	231	--	--

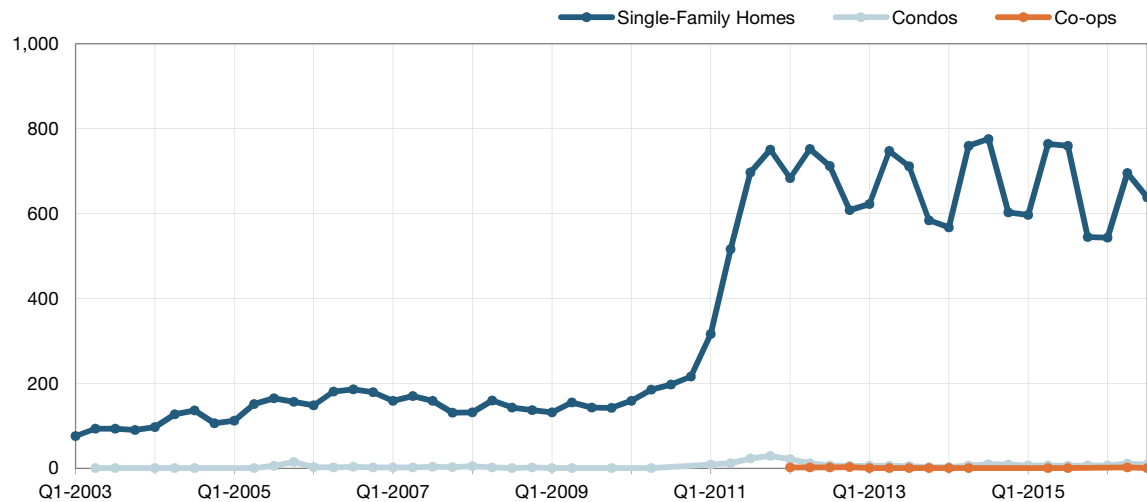
Inventory of Homes for Sale

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

Q3-2016



Historical Inventory of Homes for Sale by Quarter



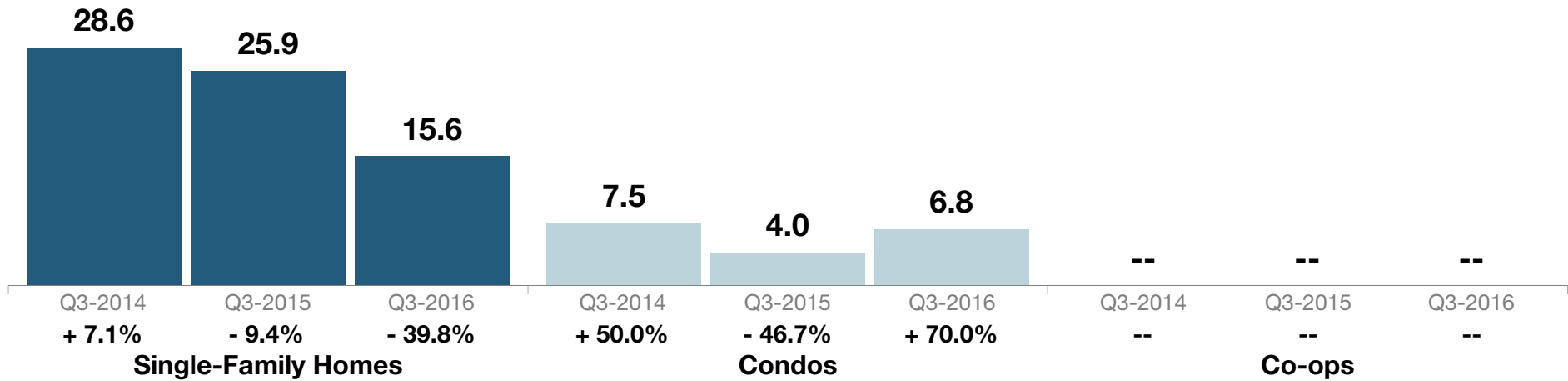
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2013	584	3	1
Q1-2014	567	3	1
Q2-2014	759	7	1
Q3-2014	775	10	0
Q4-2014	603	9	0
Q1-2015	597	7	0
Q2-2015	764	7	1
Q3-2015	759	6	1
Q4-2015	545	7	0
Q1-2016	543	7	0
Q2-2016	695	11	2
Q3-2016	638	9	1

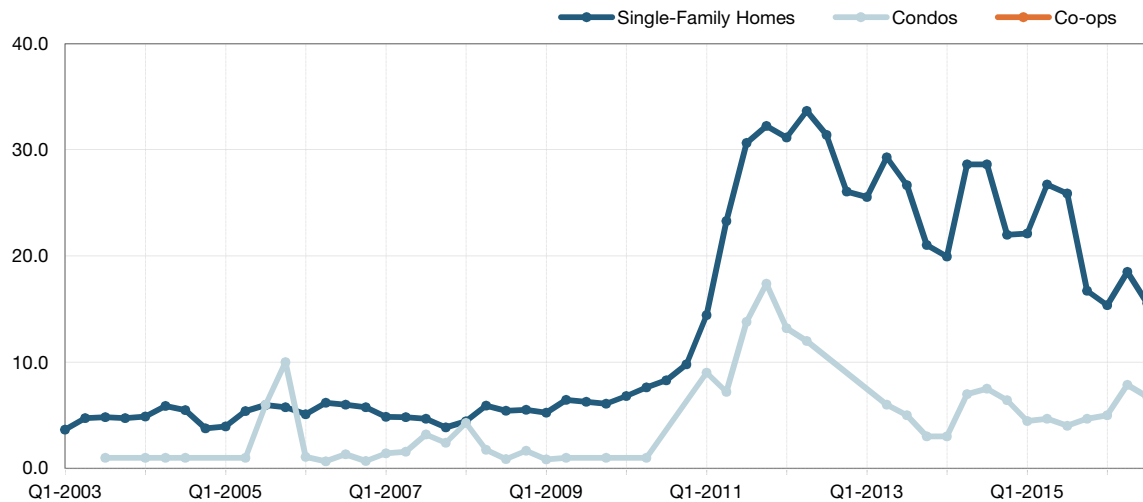
Months Supply of Inventory

The inventory of homes for sale at the end of a given quarter, divided by the average monthly pending sales from the last 4 quarters.

Q3-2016



Historical Months Supply of Inventory by Quarter



Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2013	21.0	3.0	--
Q1-2014	20.0	3.0	--
Q2-2014	28.6	7.0	--
Q3-2014	28.6	7.5	--
Q4-2014	22.0	6.4	--
Q1-2015	22.1	4.5	--
Q2-2015	26.7	4.7	--
Q3-2015	25.9	4.0	--
Q4-2015	16.7	4.7	--
Q1-2016	15.4	5.0	--
Q2-2016	18.5	7.9	--
Q3-2016	15.6	6.8	--

Total Market Overview

Key metrics for single-family homes, condominiums and co-operatives combined for the report quarter and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	Q3-2015	Q3-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings	<p>Bar chart showing New Listings from Q4-2013 to Q2-2016. Values: 188, 198, 397, 304, 162, 178, 409, 275, 170, 223, 411, 257.</p>	275	257	- 6.5%	862	891	+ 3.4%
Pending Sales	<p>Bar chart showing Pending Sales from Q4-2013 to Q2-2016. Values: 82, 66, 72, 109, 89, 65, 92, 118, 125, 96, 119, 156.</p>	118	156	+ 32.2%	275	371	+ 34.9%
Closed Sales	<p>Bar chart showing Closed Sales from Q4-2013 to Q2-2016. Values: 102, 77, 71, 86, 96, 73, 87, 100, 128, 104, 98, 140.</p>	100	140	+ 40.0%	260	342	+ 31.5%
Days on Market	<p>Bar chart showing Days on Market from Q4-2013 to Q2-2016. Values: 202, 152, 223, 162, 147, 157, 160, 167, 167, 180, 176, 145.</p>	167	145	- 13.2%	162	164	+ 1.2%
Median Sales Price	<p>Bar chart showing Median Sales Price from Q4-2013 to Q2-2016. Values: \$125,750, \$124,000, \$121,000, \$129,500, \$127,300, \$96,000, \$70,000, \$119,900, \$95,025, \$90,000, \$96,000, \$128,750.</p>	\$119,900	\$128,750	+ 7.4%	\$96,000	\$110,000	+ 14.6%
Average Sales Price	<p>Bar chart showing Average Sales Price from Q4-2013 to Q2-2016. Values: \$166,919, \$146,729, \$192,002, \$155,728, \$169,554, \$116,751, \$112,839, \$143,228, \$128,233, \$146,480, \$147,521, \$155,980.</p>	\$143,228	\$155,980	+ 8.9%	\$125,656	\$150,660	+ 19.9%
Pct. of Orig. Price Received	<p>Bar chart showing Pct. of Orig. Price Received from Q4-2013 to Q2-2016. Values: 84.6%, 80.4%, 84.3%, 86.9%, 84.9%, 84.9%, 82.7%, 86.6%, 84.9%, 84.5%, 87.7%, 89.0%.</p>	86.6%	89.0%	+ 2.8%	84.8%	87.2%	+ 2.8%
Housing Affordability Index	<p>Bar chart showing Housing Affordability Index from Q4-2013 to Q2-2016. Values: 221, 232, 242, 228, 235, 303, 415, 238, 300, 322, 301, 231.</p>	238	231	- 2.9%	297	271	- 8.8%
Inventory of Homes for Sale	<p>Bar chart showing Inventory of Homes for Sale from Q4-2013 to Q2-2016. Values: 588, 571, 767, 785, 612, 604, 772, 766, 552, 550, 708, 648.</p>	766	648	- 15.4%	--	--	--
Months Supply of Inventory	<p>Bar chart showing Months Supply of Inventory from Q4-2013 to Q2-2016. Values: 21.1, 19.9, 28.8, 28.6, 21.9, 21.6, 26.1, 25.3, 16.6, 15.3, 18.6, 15.7.</p>	25.3	15.7	- 37.9%	--	--	--