

Quarterly Indicators

Bronx County



Q4-2017

The number of homes for sale, days on market and months of supply were all down in year-over-year comparisons in a majority of the country for the entirety of 2017, as was housing affordability. And although total sales volumes were mixed, prices were consistently up in most markets. Buyers may not benefit from higher prices, but sellers do, and there should be more listing activity by more confident sellers in 2018. At least that would be the most viable prediction for an economic landscape pointing toward improved conditions for sellers.

- Single-Family Closed Sales were down 0.7 percent to 148.
- Condos Closed Sales were up 44.7 percent to 55.
- Co-ops Closed Sales were up 16.7 percent to 161.

- Single-Family Median Sales Price increased 8.8 percent to \$451,500.
- Condos Median Sales Price decreased 16.5 percent to \$240,000.
- Co-ops Median Sales Price increased 9.3 percent to \$180,000.

Unemployment rates have remained low throughout 2017, and wages have shown improvement, though not always to levels that match home price increases. Yet housing demand remained incredibly strong in 2017, even in the face of higher mortgage rates that are likely to increase further in 2018. Home building and selling professionals are both cautiously optimistic for the year ahead. Housing and economic indicators give reason for this optimism, with or without new federal tax legislation.

Quarterly Snapshot

+ 12.0% **- 20.7%** **- 2.3%**

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
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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	Q4-2016	Q4-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings	<p>Bar chart showing New Listings from Q1-2015 to Q3-2017. Values: 191, 286, 252, 189, 213, 279, 235, 157, 209, 255, 233, 191.</p>	157	191	+ 21.7%	884	888	+ 0.5%
Pending Sales	<p>Bar chart showing Pending Sales from Q1-2015 to Q3-2017. Values: 88, 139, 132, 130, 107, 148, 160, 119, 116, 140, 168, 157.</p>	119	157	+ 31.9%	534	581	+ 8.8%
Closed Sales	<p>Bar chart showing Closed Sales from Q1-2015 to Q3-2017. Values: 90, 107, 120, 143, 120, 112, 149, 149, 126, 124, 131, 148.</p>	149	148	- 0.7%	530	529	- 0.2%
Days on Market	<p>Bar chart showing Days on Market from Q1-2015 to Q3-2017. Values: 112, 106, 83, 85, 86, 89, 102, 75, 79, 66, 65, 67.</p>	75	67	- 10.7%	88	69	- 21.6%
Median Sales Price	<p>Bar chart showing Median Sales Price from Q1-2015 to Q3-2017. Values: \$364,000, \$374,000, \$381,000, \$380,000, \$391,500, \$390,000, \$416,000, \$415,000, \$416,000, \$447,000, \$446,000, \$451,500.</p>	\$415,000	\$451,500	+ 8.8%	\$402,850	\$435,000	+ 8.0%
Average Sales Price	<p>Bar chart showing Average Sales Price from Q1-2015 to Q3-2017. Values: \$407,792, \$417,903, \$416,195, \$406,295, \$463,319, \$417,916, \$465,379, \$444,074, \$472,930, \$452,266, \$467,503, \$500,730.</p>	\$444,074	\$500,730	+ 12.8%	\$448,893	\$474,520	+ 5.7%
Pct. of Orig. Price Received	<p>Bar chart showing Pct. of Orig. Price Received from Q1-2015 to Q3-2017. Values: 91.2%, 93.2%, 94.0%, 94.5%, 94.3%, 93.8%, 95.9%, 95.6%, 95.4%, 96.2%, 97.0%, 95.8%.</p>	95.6%	95.8%	+ 0.2%	95.0%	96.1%	+ 1.2%
Housing Affordability Index	<p>Bar chart showing Housing Affordability Index from Q1-2015 to Q3-2017. Values: 85, 82, 79, 80, 80, 82, 78, 75, 72, 70, 71, 69.</p>	75	69	- 8.0%	77	72	- 6.5%
Inventory of Homes for Sale	<p>Bar chart showing Inventory of Homes for Sale from Q1-2015 to Q3-2017. Values: 271, 328, 337, 265, 264, 288, 268, 187, 213, 248, 237, 178.</p>	187	178	- 4.8%	--	--	--
Months Supply of Inventory	<p>Bar chart showing Months Supply of Inventory from Q1-2015 to Q3-2017. Values: 7.6, 8.7, 8.7, 6.5, 6.2, 6.7, 5.9, 4.2, 4.7, 5.6, 5.2, 3.7.</p>	4.2	3.7	- 11.9%	--	--	--

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	Q4-2016	Q4-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings	<p>81, 73, 75, 48, 76, 81, 83, 52, 75, 87, 64, 63</p> <p>Q1-2015, Q3-2015, Q1-2016, Q3-2016, Q1-2017, Q3-2017</p>	52	63	+ 21.2%	292	289	- 1.0%
Pending Sales	<p>28, 43, 30, 35, 42, 48, 38, 41, 32, 60, 53, 44</p> <p>Q1-2015, Q3-2015, Q1-2016, Q3-2016, Q1-2017, Q3-2017</p>	41	44	+ 7.3%	169	189	+ 11.8%
Closed Sales	<p>27, 33, 26, 35, 24, 47, 47, 38, 38, 37, 50, 55</p> <p>Q1-2015, Q3-2015, Q1-2016, Q3-2016, Q1-2017, Q3-2017</p>	38	55	+ 44.7%	156	180	+ 15.4%
Days on Market	<p>80, 91, 116, 79, 105, 113, 111, 137, 104, 133, 83, 87</p> <p>Q1-2015, Q3-2015, Q1-2016, Q3-2016, Q1-2017, Q3-2017</p>	137	87	- 36.5%	117	99	- 15.4%
Median Sales Price	<p>\$154,500, \$131,000, \$160,000, \$158,000, \$156,000, \$130,000, \$225,000, \$287,500, \$190,000, \$205,000, \$242,500, \$240,000</p> <p>Q1-2015, Q3-2015, Q1-2016, Q3-2016, Q1-2017, Q3-2017</p>	\$287,500	\$240,000	- 16.5%	\$192,000	\$221,000	+ 15.1%
Average Sales Price	<p>\$238,710, \$232,005, \$274,639, \$275,994, \$302,556, \$235,953, \$291,280, \$318,934, \$254,345, \$272,892, \$236,938, \$321,422</p> <p>Q1-2015, Q3-2015, Q1-2016, Q3-2016, Q1-2017, Q3-2017</p>	\$318,934	\$321,422	+ 0.8%	\$283,082	\$290,484	+ 2.6%
Pct. of Orig. Price Received	<p>92.8%, 95.2%, 94.7%, 91.7%, 91.1%, 92.9%, 93.9%, 94.7%, 96.3%, 96.0%, 98.9%, 95.0%</p> <p>Q1-2015, Q3-2015, Q1-2016, Q3-2016, Q1-2017, Q3-2017</p>	94.7%	95.0%	+ 0.3%	93.4%	96.6%	+ 3.4%
Housing Affordability Index	<p>199, 235, 189, 192, 201, 246, 143, 108, 159, 152, 130, 130</p> <p>Q1-2015, Q3-2015, Q1-2016, Q3-2016, Q1-2017, Q3-2017</p>	108	130	+ 20.4%	162	141	- 13.0%
Inventory of Homes for Sale	<p>119, 110, 123, 94, 96, 98, 111, 84, 102, 100, 80, 64</p> <p>Q1-2015, Q3-2015, Q1-2016, Q3-2016, Q1-2017, Q3-2017</p>	84	64	- 23.8%	--	--	--
Months Supply of Inventory	<p>11.1, 9.5, 11.5, 8.3, 7.7, 7.6, 8.2, 6.0, 7.7, 7.0, 5.2, 4.1</p> <p>Q1-2015, Q3-2015, Q1-2016, Q3-2016, Q1-2017, Q3-2017</p>	6.0	4.1	- 31.7%	--	--	--

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.

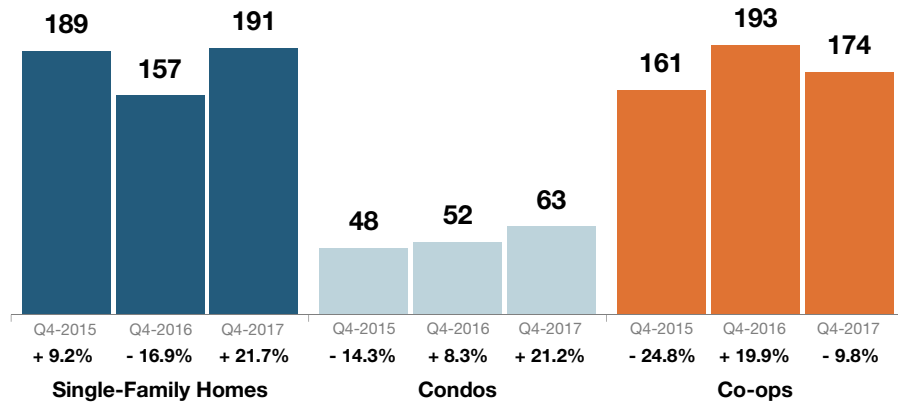


Key Metrics	Historical Sparkbars	Q4-2016	Q4-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		193	174	- 9.8%	911	927	+ 1.8%
Pending Sales		137	181	+ 32.1%	559	705	+ 26.1%
Closed Sales		138	161	+ 16.7%	543	643	+ 18.4%
Days on Market		136	101	- 25.7%	134	107	- 20.1%
Median Sales Price		\$164,750	\$180,000	+ 9.3%	\$170,000	\$180,000	+ 5.9%
Average Sales Price		\$195,293	\$219,248	+ 12.3%	\$207,679	\$222,898	+ 7.3%
Pct. of Orig. Price Received		94.0%	96.3%	+ 2.4%	93.9%	95.6%	+ 1.8%
Housing Affordability Index		189	173	- 8.5%	183	173	- 5.5%
Inventory of Homes for Sale		342	244	- 28.7%	--	--	--
Months Supply of Inventory		7.3	4.2	- 42.5%	--	--	--

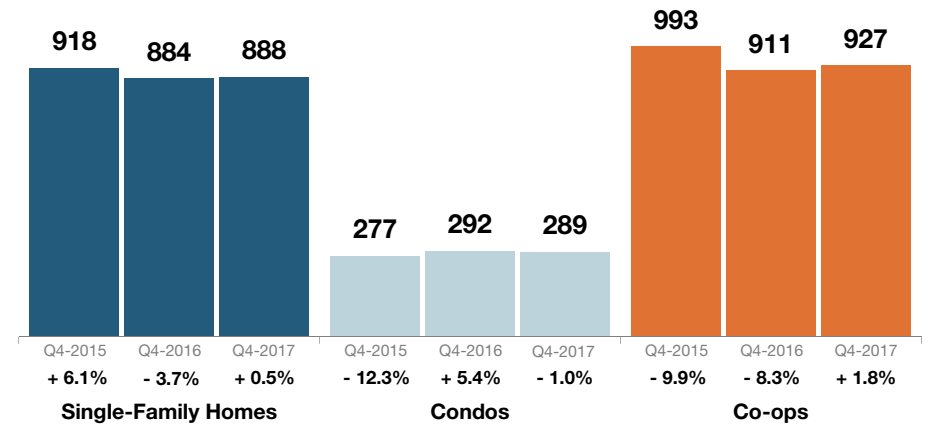
New Listings

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

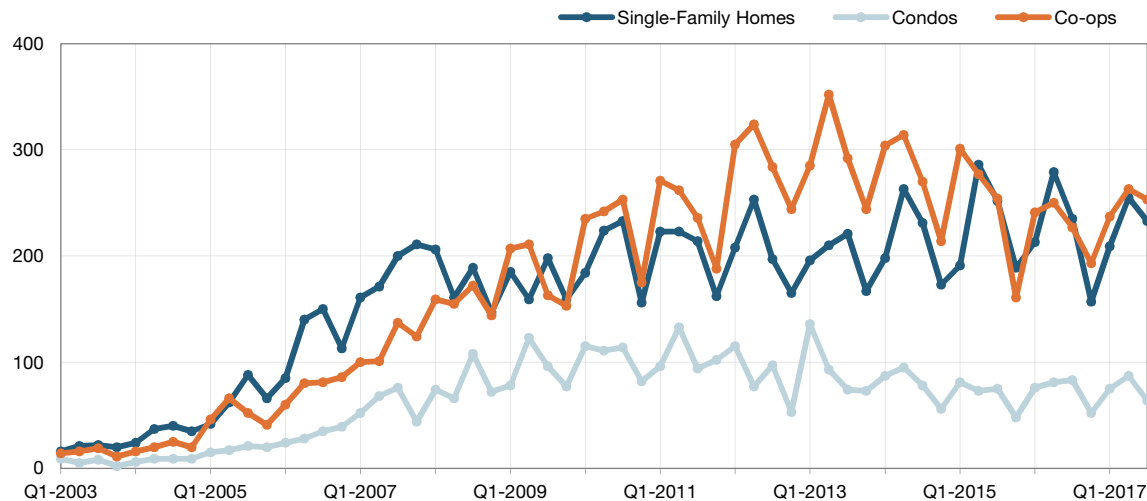
Q4-2017



Year to Date



Historical New Listings by Quarter



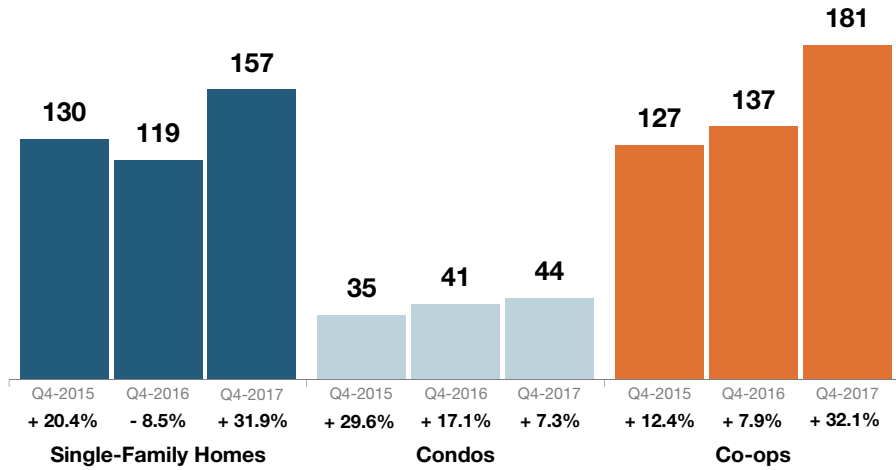
Quarter	Single-Family Homes	Condos	Co-ops
Q1-2015	191	81	301
Q2-2015	286	73	277
Q3-2015	252	75	254
Q4-2015	189	48	161
Q1-2016	213	76	241
Q2-2016	279	81	250
Q3-2016	235	83	227
Q4-2016	157	52	193
Q1-2017	209	75	237
Q2-2017	255	87	263
Q3-2017	233	64	253
Q4-2017	191	63	174

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

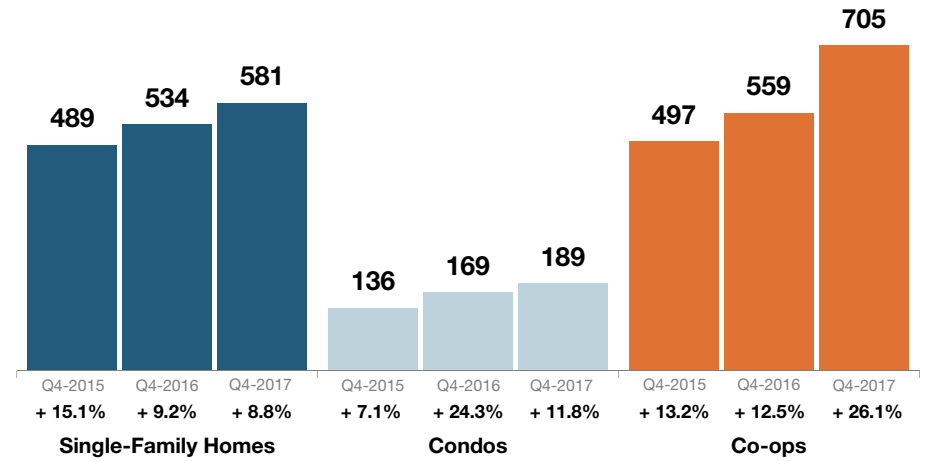
Pending Sales

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

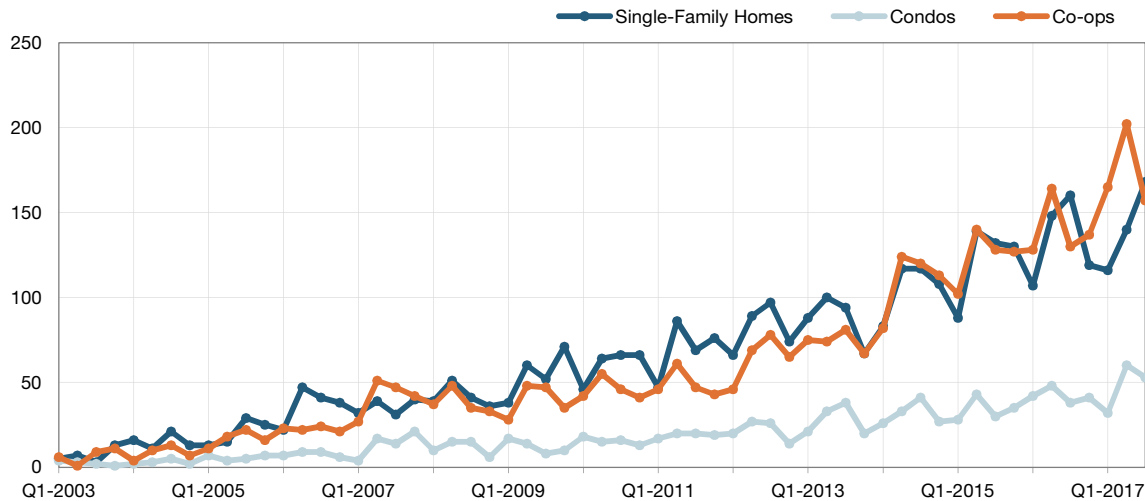
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Historical Pending Sales by Quarter



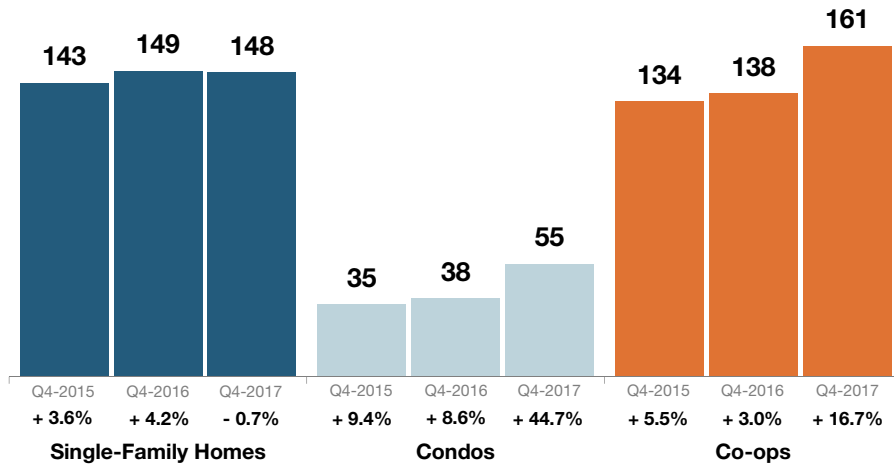
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2015	88	28	102
Q2-2015	139	43	140
Q3-2015	132	30	128
Q4-2015	130	35	127
Q1-2016	107	42	128
Q2-2016	148	48	164
Q3-2016	160	38	130
Q4-2016	119	41	137
Q1-2017	116	32	165
Q2-2017	140	60	202
Q3-2017	168	53	157
Q4-2017	157	44	181

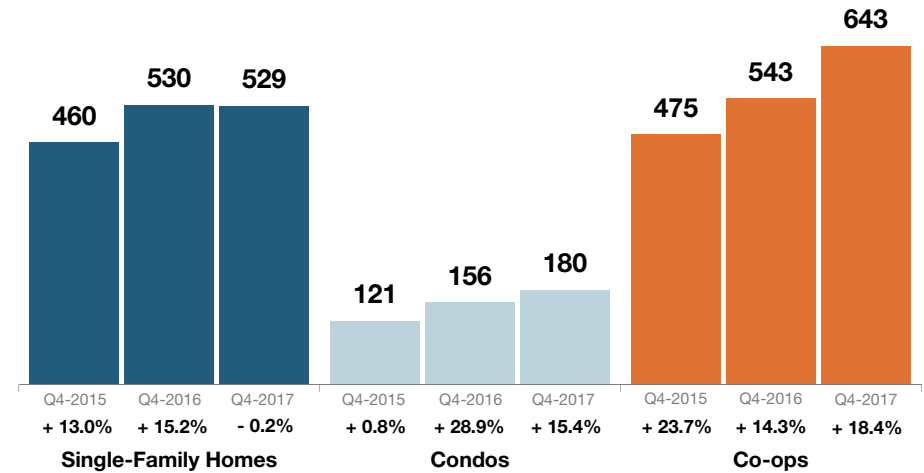
Closed Sales

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

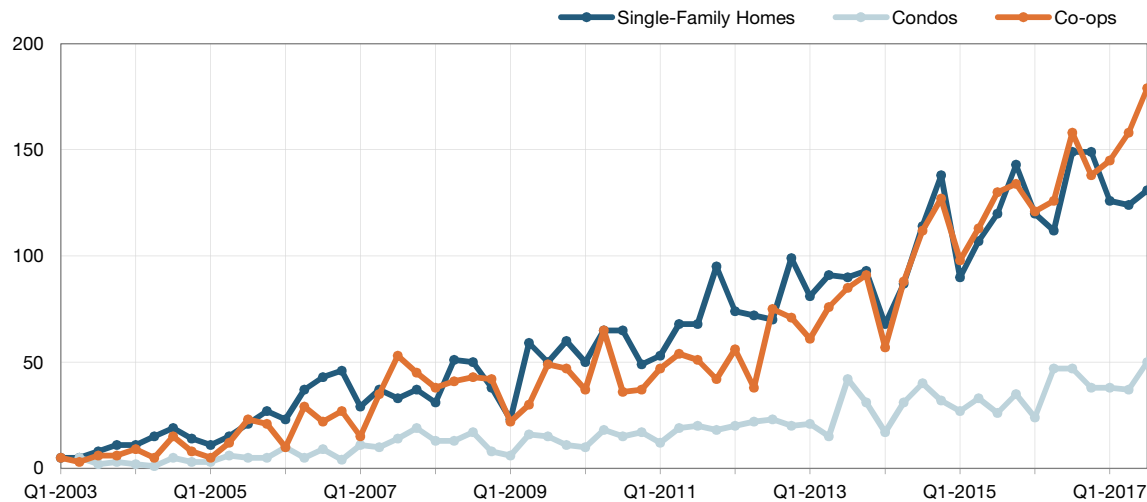
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Historical Closed Sales by Quarter



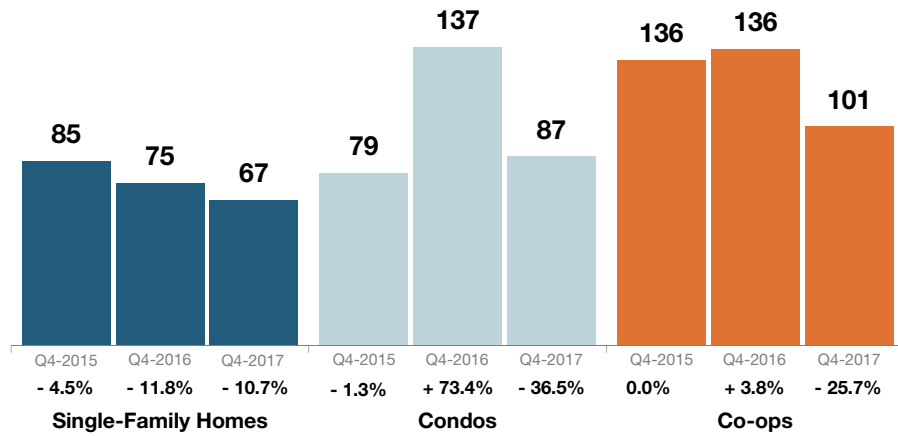
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2015	90	27	98
Q2-2015	107	33	113
Q3-2015	120	26	130
Q4-2015	143	35	134
Q1-2016	120	24	121
Q2-2016	112	47	126
Q3-2016	149	47	158
Q4-2016	149	38	138
Q1-2017	126	38	145
Q2-2017	124	37	158
Q3-2017	131	50	179
Q4-2017	148	55	161

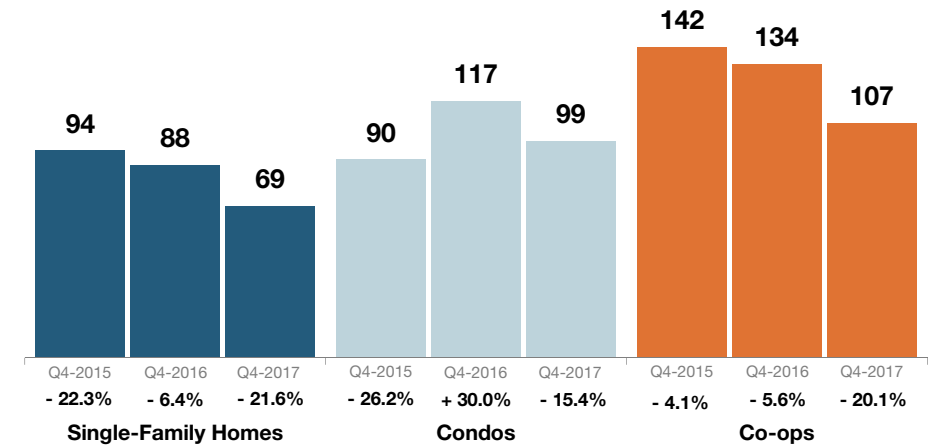
Days on Market Until Sale

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

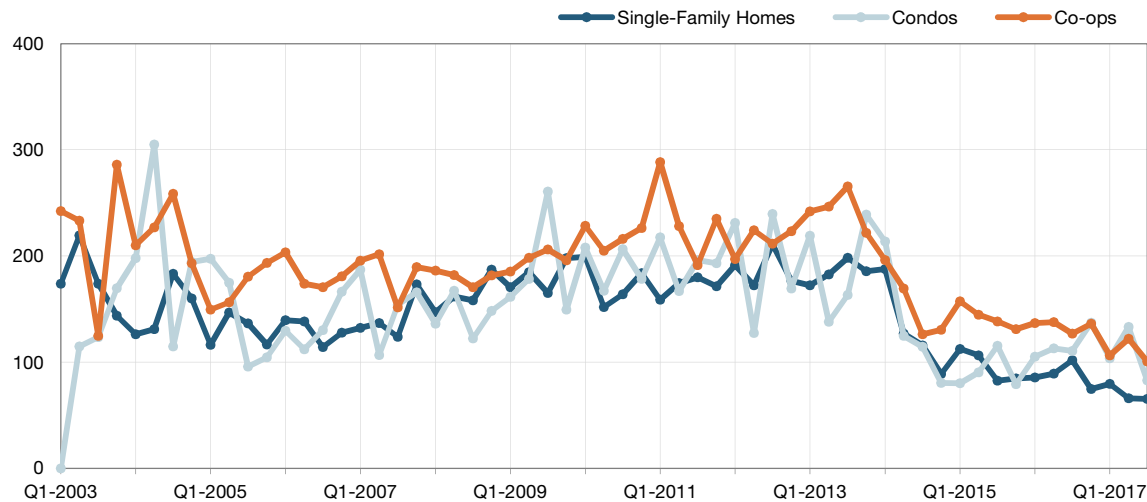
Q4-2017



Year to Date



Historical Days on Market Until Sale by Quarter



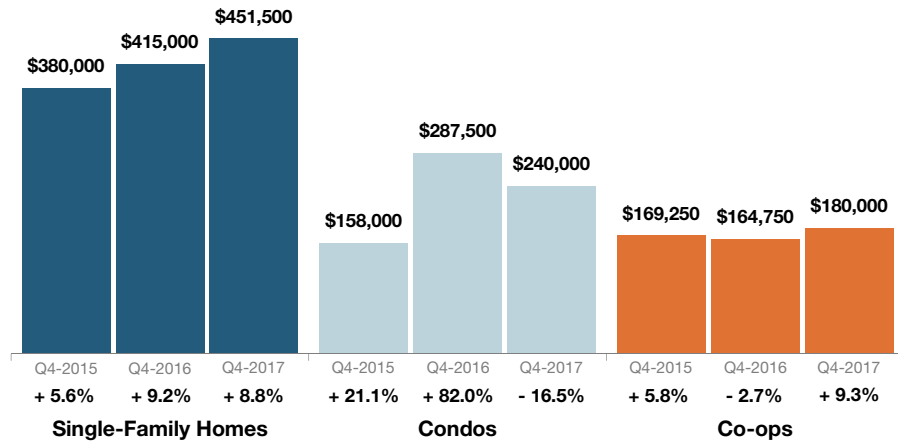
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2015	112	80	157
Q2-2015	106	91	145
Q3-2015	83	116	138
Q4-2015	85	79	131
Q1-2016	86	105	137
Q2-2016	89	113	138
Q3-2016	102	111	127
Q4-2016	75	137	136
Q1-2017	79	104	106
Q2-2017	66	133	122
Q3-2017	65	83	100
Q4-2017	67	87	101

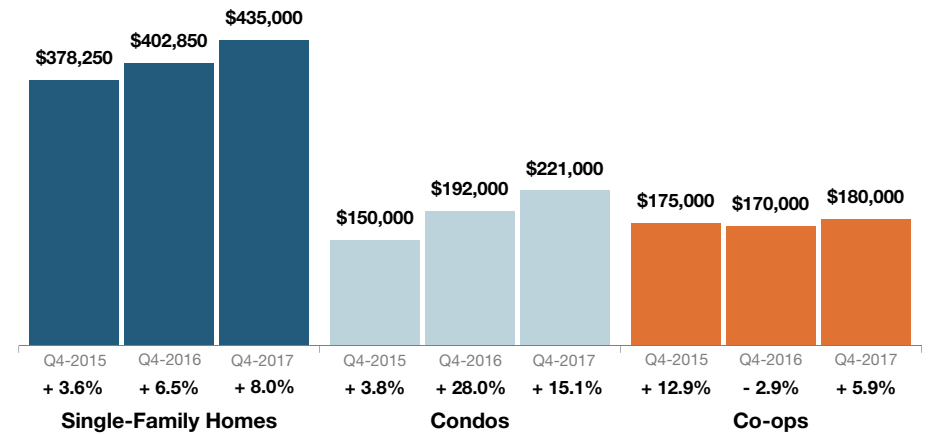
Median Sales Price

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

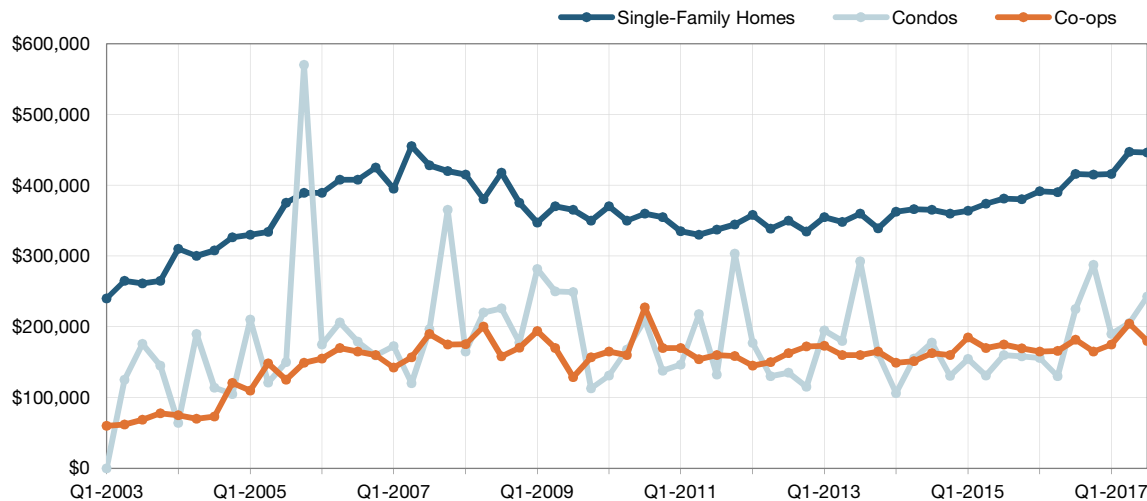
Q4-2017



Year to Date



Historical Median Sales Price by Quarter



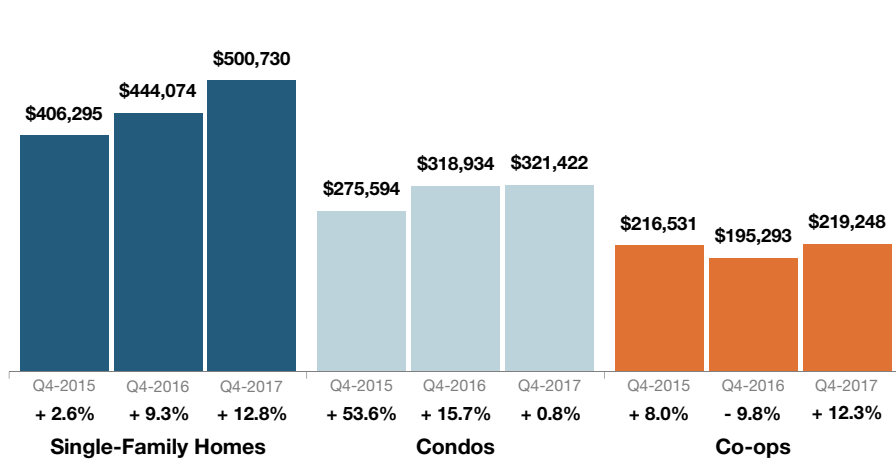
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2015	\$364,000	\$154,500	\$185,000
Q2-2015	\$374,000	\$131,000	\$170,000
Q3-2015	\$381,000	\$160,000	\$175,000
Q4-2015	\$380,000	\$158,000	\$169,250
Q1-2016	\$391,500	\$156,000	\$165,000
Q2-2016	\$390,000	\$130,000	\$166,000
Q3-2016	\$416,000	\$225,000	\$181,475
Q4-2016	\$415,000	\$287,500	\$164,750
Q1-2017	\$416,000	\$190,000	\$175,000
Q2-2017	\$447,000	\$205,000	\$204,500
Q3-2017	\$446,000	\$242,500	\$180,000
Q4-2017	\$451,500	\$240,000	\$180,000

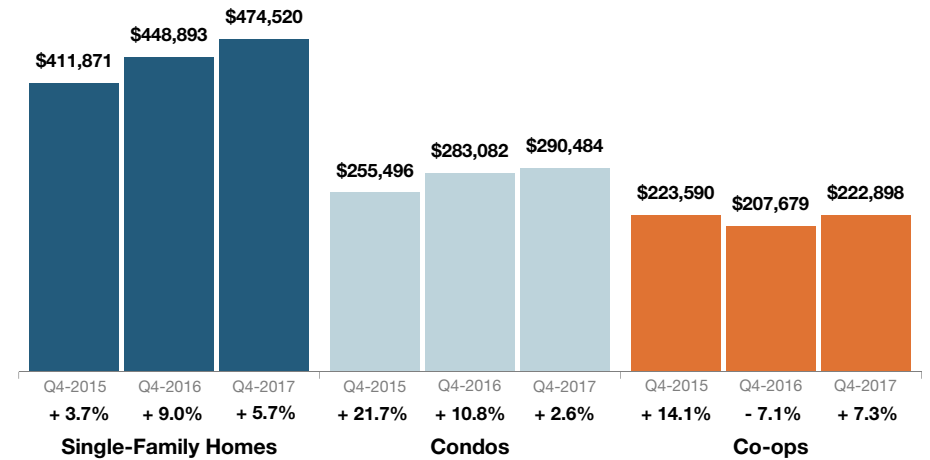
Average Sales Price

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

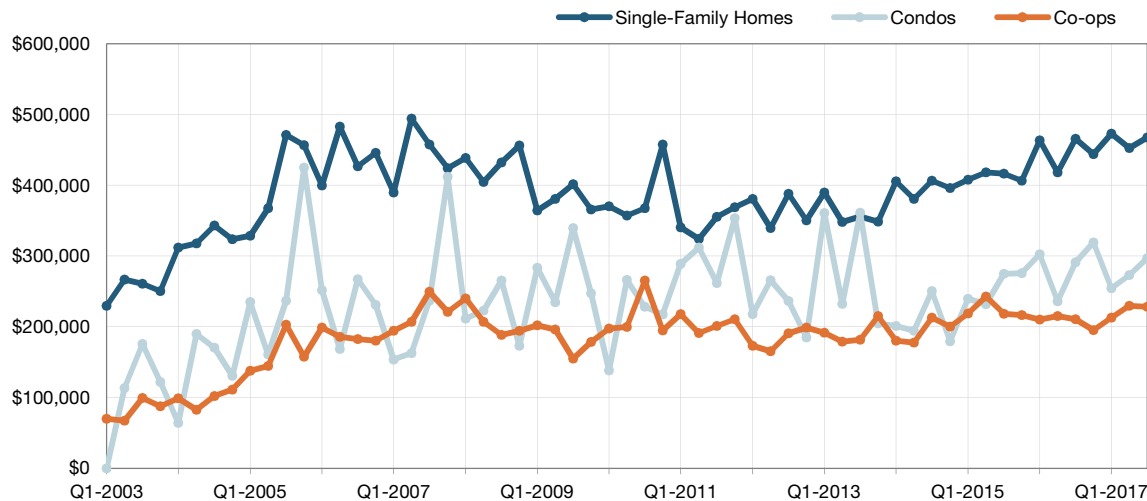
Q4-2017



Year to Date



Historical Average Sales Price by Quarter



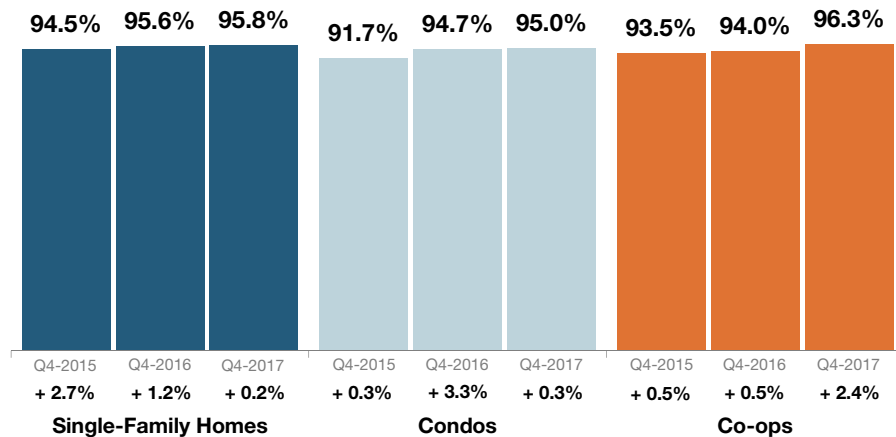
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2015	\$407,792	\$239,719	\$218,730
Q2-2015	\$417,903	\$232,005	\$242,513
Q3-2015	\$416,195	\$274,639	\$218,081
Q4-2015	\$406,295	\$275,594	\$216,531
Q1-2016	\$463,319	\$302,556	\$210,169
Q2-2016	\$417,916	\$235,953	\$215,013
Q3-2016	\$465,379	\$291,280	\$210,742
Q4-2016	\$444,074	\$318,934	\$195,293
Q1-2017	\$472,930	\$254,345	\$212,985
Q2-2017	\$452,266	\$272,892	\$229,744
Q3-2017	\$467,503	\$296,938	\$228,167
Q4-2017	\$500,730	\$321,422	\$219,248

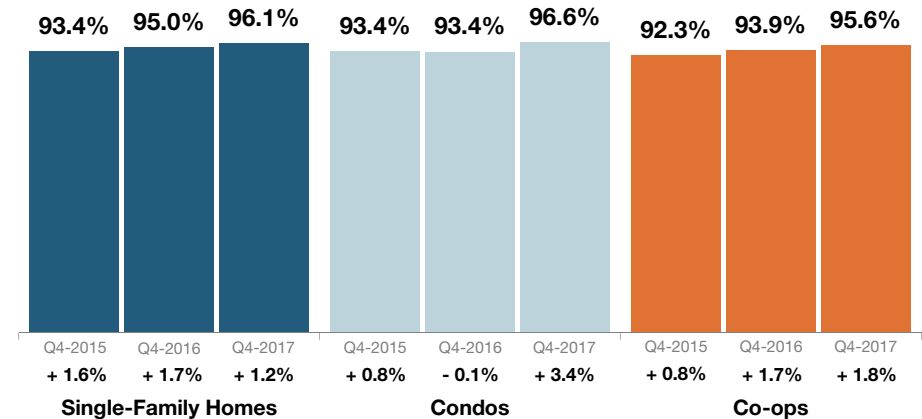
Percent of Original List Price Received

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.

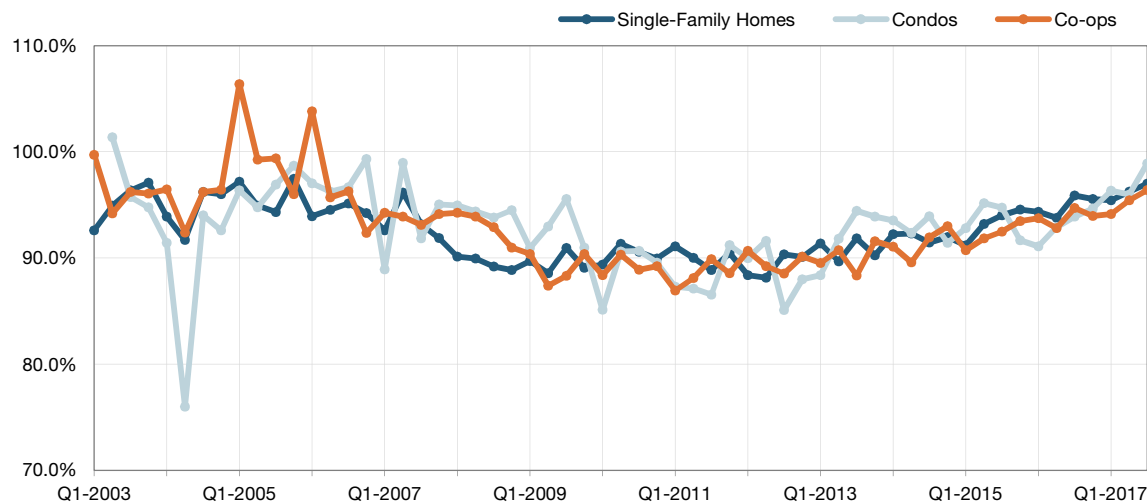
Q4-2017



Year to Date



Historical Percent of Original List Price Received by Quarter



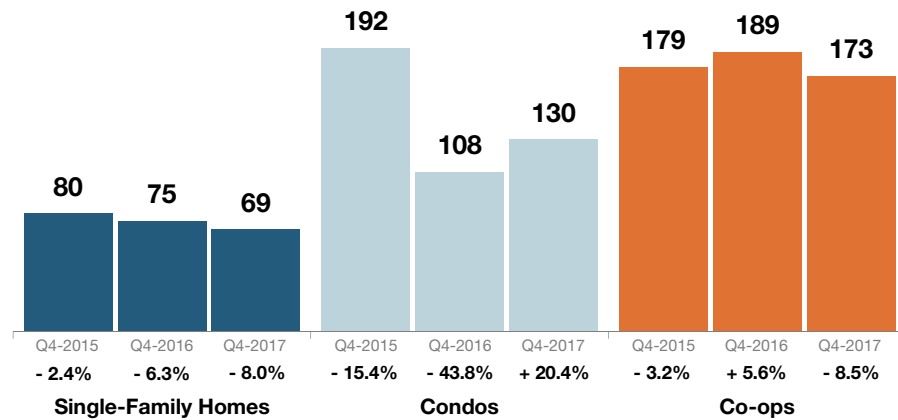
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2015	91.2%	92.8%	90.7%
Q2-2015	93.2%	95.2%	91.8%
Q3-2015	94.0%	94.7%	92.5%
Q4-2015	94.5%	91.7%	93.5%
Q1-2016	94.3%	91.1%	93.7%
Q2-2016	93.8%	92.9%	92.8%
Q3-2016	95.9%	93.9%	94.7%
Q4-2016	95.6%	94.7%	94.0%
Q1-2017	95.4%	96.3%	94.1%
Q2-2017	96.2%	96.0%	95.4%
Q3-2017	97.0%	98.9%	96.4%
Q4-2017	95.8%	95.0%	96.3%

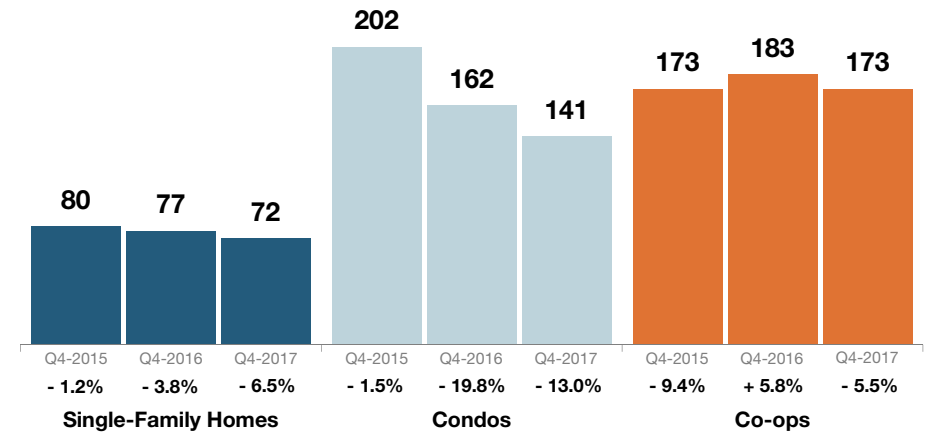
Housing Affordability Index

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.

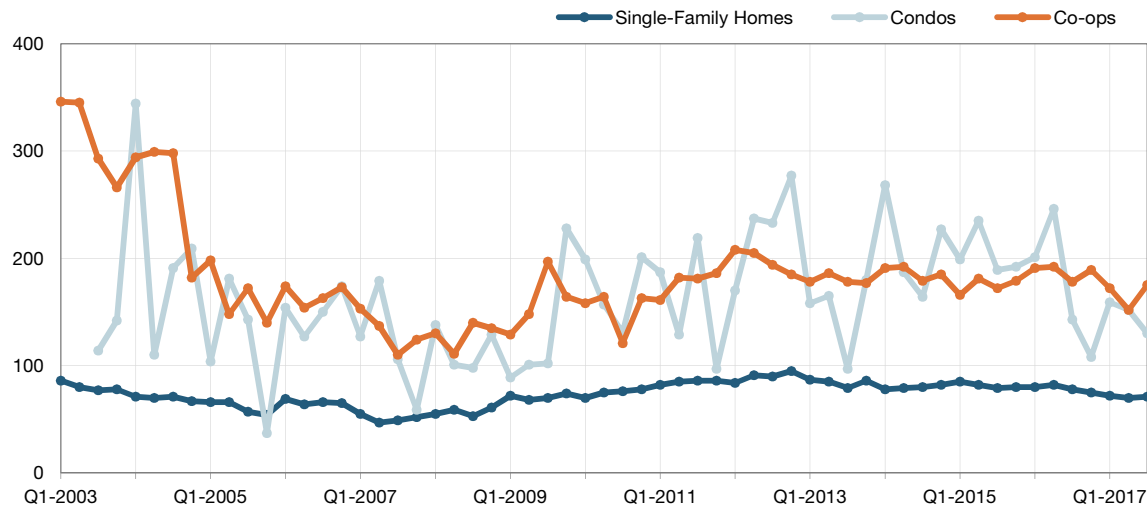
Q4-2017



Year to Date



Historical Housing Affordability Index by Quarter



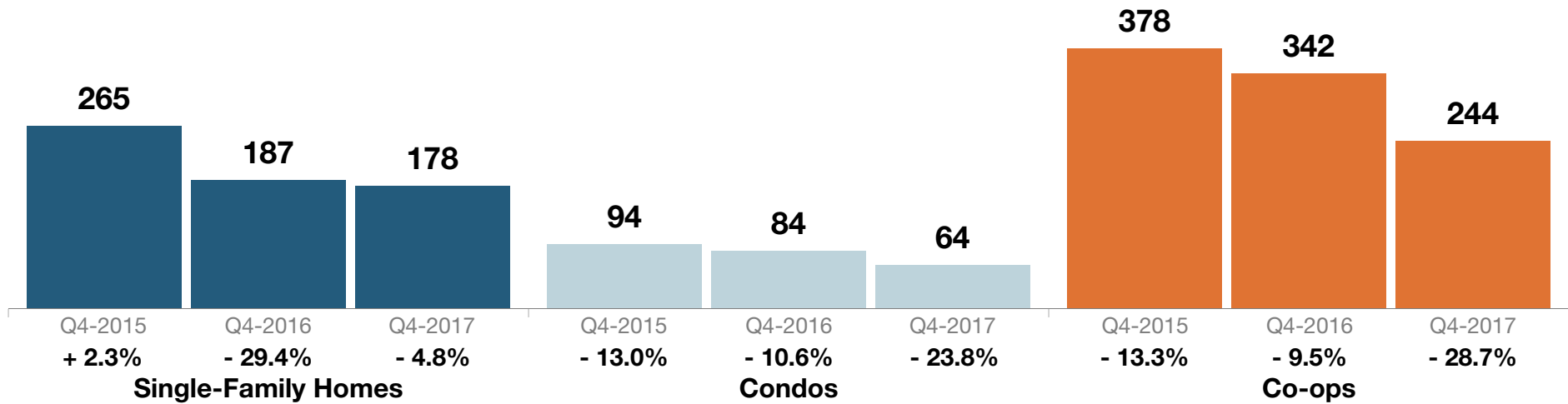
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2015	85	199	166
Q2-2015	82	235	181
Q3-2015	79	189	172
Q4-2015	80	192	179
Q1-2016	80	201	191
Q2-2016	82	246	192
Q3-2016	78	143	178
Q4-2016	75	108	189
Q1-2017	72	159	172
Q2-2017	70	152	152
Q3-2017	71	130	175
Q4-2017	69	130	173

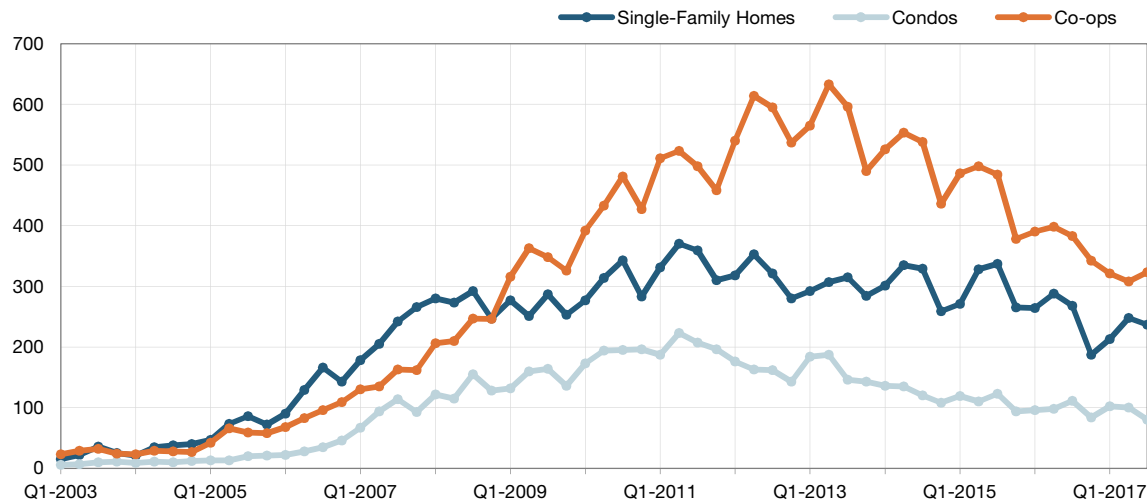
Inventory of Homes for Sale

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

Q4-2017



Historical Inventory of Homes for Sale by Quarter



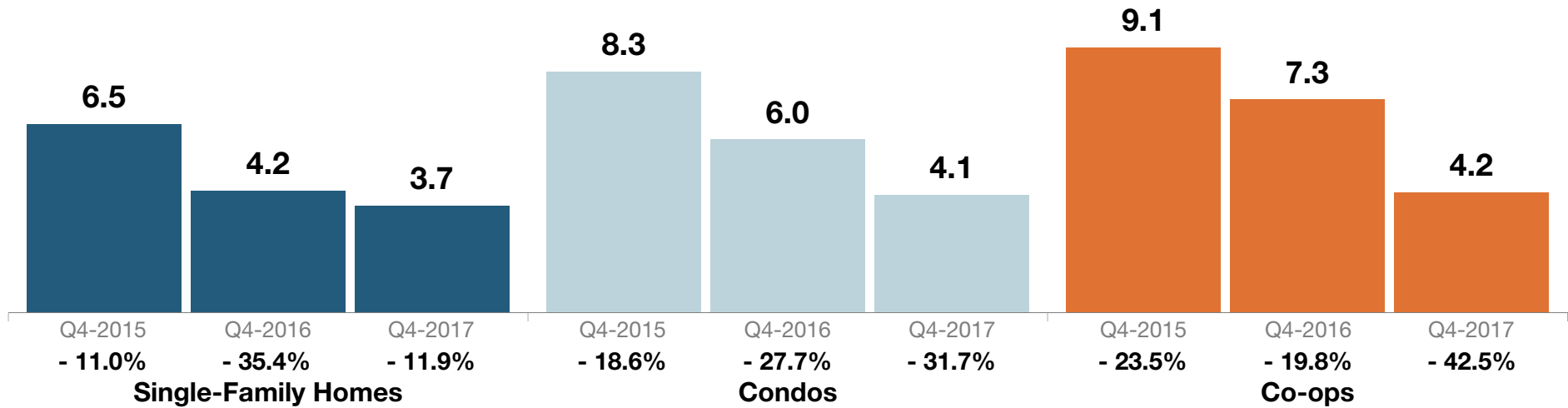
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2015	271	119	486
Q2-2015	328	110	498
Q3-2015	337	123	484
Q4-2015	265	94	378
Q1-2016	264	96	390
Q2-2016	288	98	398
Q3-2016	268	111	383
Q4-2016	187	84	342
Q1-2017	213	102	321
Q2-2017	248	100	308
Q3-2017	237	80	323
Q4-2017	178	64	244

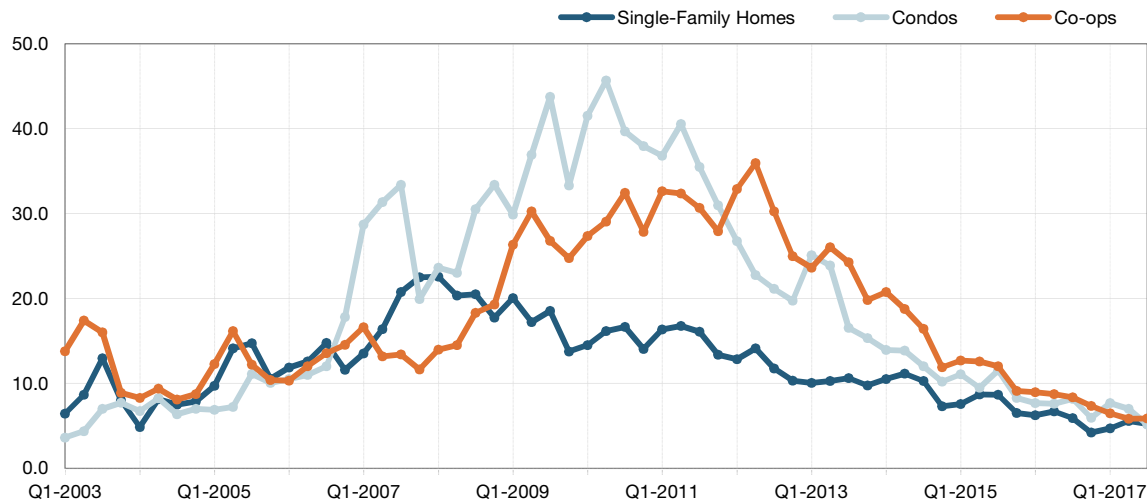
Months Supply of Inventory

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.

Q4-2017



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
Q1-2015	7.6	11.1	12.7
Q2-2015	8.7	9.5	12.6
Q3-2015	8.7	11.5	12.0
Q4-2015	6.5	8.3	9.1
Q1-2016	6.2	7.7	8.9
Q2-2016	6.7	7.6	8.7
Q3-2016	5.9	8.2	8.4
Q4-2016	4.2	6.0	7.3
Q1-2017	4.7	7.7	6.5
Q2-2017	5.6	7.0	5.8
Q3-2017	5.2	5.2	5.9
Q4-2017	3.7	4.1	4.2

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	Q4-2016	Q4-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings	<p>64 87 67 0 48 77 54 1 45 76 55 11</p> <p>Q1-2015 Q3-2015 Q1-2016 Q3-2016 Q1-2017 Q3-2017</p>	402	428	+ 6.5%	2,087	2,104	+ 0.8%
Pending Sales	<p>218 322 290 292 277 360 328 297 313 402 378 382</p> <p>Q1-2015 Q3-2015 Q1-2016 Q3-2016 Q1-2017 Q3-2017</p>	297	382	+ 28.6%	1,262	1,475	+ 16.9%
Closed Sales	<p>215 253 276 312 265 285 354 325 309 319 360 364</p> <p>Q1-2015 Q3-2015 Q1-2016 Q3-2016 Q1-2017 Q3-2017</p>	325	364	+ 12.0%	1,229	1,352	+ 10.0%
Days on Market	<p>129 121 112 104 111 115 114 108 95 102 85 85</p> <p>Q1-2015 Q3-2015 Q1-2016 Q3-2016 Q1-2017 Q3-2017</p>	108	85	- 21.3%	112	91	- 18.8%
Median Sales Price	<p>\$275,000 \$275,000 \$291,500 \$292,500 \$310,000 \$280,000 \$297,500 \$325,000 \$305,000 \$299,900 \$300,000 \$317,500</p> <p>Q1-2015 Q3-2015 Q1-2016 Q3-2016 Q1-2017 Q3-2017</p>	\$325,000	\$317,500	- 2.3%	\$301,600	\$305,000	+ 1.1%
Average Sales Price	<p>\$300,508 \$315,519 \$309,545 \$310,132 \$333,170 \$298,204 \$328,613 \$323,806 \$324,068 \$321,246 \$324,810 \$349,195</p> <p>Q1-2015 Q3-2015 Q1-2016 Q3-2016 Q1-2017 Q3-2017</p>	\$323,806	\$349,135	+ 7.8%	\$321,273	\$330,349	+ 2.8%
Pct. of Orig. Price Received	<p>91.2% 92.8% 93.4% 93.8% 93.8% 93.2% 95.1% 94.8% 94.9% 95.8% 97.0% 95.9%</p> <p>Q1-2015 Q3-2015 Q1-2016 Q3-2016 Q1-2017 Q3-2017</p>	94.8%	95.9%	+ 1.2%	94.3%	95.9%	+ 1.7%
Housing Affordability Index	<p>112 112 104 104 101 114 108 96 99 104 105 98</p> <p>Q1-2015 Q3-2015 Q1-2016 Q3-2016 Q1-2017 Q3-2017</p>	96	98	+ 2.1%	103	102	- 1.0%
Inventory of Homes for Sale	<p>876 936 944 737 750 784 762 613 636 656 640 486</p> <p>Q1-2015 Q3-2015 Q1-2016 Q3-2016 Q1-2017 Q3-2017</p>	613	486	- 20.7%	--	--	--
Months Supply of Inventory	<p>10.3 10.5 10.5 7.9 7.6 7.7 7.3 5.8 5.9 5.9 5.5 4.0</p> <p>Q1-2015 Q3-2015 Q1-2016 Q3-2016 Q1-2017 Q3-2017</p>	5.8	4.0	- 31.0%	--	--	--