

Quarterly Indicators

Putnam County



Q1-2020

The first quarter of 2020 started out strong but as we moved into March, the spread and impact of COVID-19 became more apparent. The financial markets turned volatile and lenders began tightening underwriting standards. Unemployment, which had been at record lows early in the quarter, shot up by millions of people in the last weeks of March as stay at home orders became widespread.

- Single-Family Closed Sales were up 8.7 percent to 224.
- Condos Closed Sales were up 37.5 percent to 33.
- Co-ops Closed Sales finished the month at 2.

- Single-Family Median Sales Price increased 1.7 percent to \$335,000.
- Condos Median Sales Price increased 15.7 percent to \$251,000.
- Co-ops Median Sales Price ended the month at \$61,000.

With COVID-19's impact across the country and across the economy, real estate activity will be diminished during the pandemic. The duration and severity of the impact to the housing market will depend on what happens with both the virus and the economy.

Quarterly Snapshot

+ 12.6% **- 1.4%** **+ 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 composed 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	Q1-2019	Q1-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		383	399	+ 4.2%	383	399	+ 4.2%
Pending Sales		205	280	+ 36.6%	205	280	+ 36.6%
Closed Sales		206	224	+ 8.7%	206	224	+ 8.7%
Days on Market		91	88	- 3.3%	91	88	- 3.3%
Median Sales Price		\$329,500	\$335,000	+ 1.7%	\$329,500	\$335,000	+ 1.7%
Average Sales Price		\$341,779	\$373,285	+ 9.2%	\$341,779	\$373,285	+ 9.2%
Pct. of Orig. Price Received		92.7%	93.1%	+ 0.4%	92.7%	93.1%	+ 0.4%
Housing Affordability Index		92	96	+ 4.3%	92	96	+ 4.3%
Inventory of Homes for Sale		464	440	- 5.2%	--	--	--
Months Supply of Inventory		5.5	4.7	- 14.5%	--	--	--

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	Q1-2019	Q1-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings	<p>Q2-2017: 61, Q4-2017: 48, Q2-2018: 45, Q4-2018: 46, Q2-2019: 48, Q4-2019: 41, Q2-2020: 29, Q4-2020: 35, Q2-2021: 72, Q4-2021: 48, Q2-2022: 39, Q4-2022: 51</p>	35	51	+ 45.7%	35	51	+ 45.7%
Pending Sales	<p>Q2-2017: 36, Q4-2017: 41, Q2-2018: 39, Q4-2018: 31, Q2-2019: 41, Q4-2019: 29, Q2-2020: 31, Q4-2020: 25, Q2-2021: 36, Q4-2021: 41, Q2-2022: 32, Q4-2022: 39</p>	25	39	+ 56.0%	25	39	+ 56.0%
Closed Sales	<p>Q2-2017: 34, Q4-2017: 40, Q2-2018: 36, Q4-2018: 31, Q2-2019: 35, Q4-2019: 41, Q2-2020: 34, Q4-2020: 24, Q2-2021: 25, Q4-2021: 39, Q2-2022: 38, Q4-2022: 33</p>	24	33	+ 37.5%	24	33	+ 37.5%
Days on Market	<p>Q2-2017: 109, Q4-2017: 75, Q2-2018: 68, Q4-2018: 67, Q2-2019: 65, Q4-2019: 91, Q2-2020: 79, Q4-2020: 66, Q2-2021: 47, Q4-2021: 74, Q2-2022: 63, Q4-2022: 77</p>	66	77	+ 16.7%	66	77	+ 16.7%
Median Sales Price	<p>Q2-2017: \$188,000, Q4-2017: \$215,000, Q2-2018: \$215,000, Q4-2018: \$236,000, Q2-2019: \$250,000, Q4-2019: \$237,500, Q2-2020: \$285,000, Q4-2020: \$217,000, Q2-2021: \$235,000, Q4-2021: \$255,000, Q2-2022: \$270,000, Q4-2022: \$251,000</p>	\$217,000	\$251,000	+ 15.7%	\$217,000	\$251,000	+ 15.7%
Average Sales Price	<p>Q2-2017: \$245,907, Q4-2017: \$240,592, Q2-2018: \$247,795, Q4-2018: \$254,609, Q2-2019: \$283,608, Q4-2019: \$270,813, Q2-2020: \$289,564, Q4-2020: \$213,006, Q2-2021: \$245,364, Q4-2021: \$272,036, Q2-2022: \$266,957, Q4-2022: \$254,116</p>	\$213,006	\$254,116	+ 19.3%	\$213,006	\$254,116	+ 19.3%
Pct. of Orig. Price Received	<p>Q2-2017: 94.0%, Q4-2017: 95.7%, Q2-2018: 94.6%, Q4-2018: 96.5%, Q2-2019: 97.3%, Q4-2019: 96.8%, Q2-2020: 97.0%, Q4-2020: 94.9%, Q2-2021: 98.7%, Q4-2021: 96.4%, Q2-2022: 95.7%, Q4-2022: 93.6%</p>	94.9%	93.6%	- 1.4%	94.9%	93.6%	- 1.4%
Housing Affordability Index	<p>Q2-2017: 167, Q4-2017: 149, Q2-2018: 147, Q4-2018: 129, Q2-2019: 119, Q4-2019: 126, Q2-2020: 99, Q4-2020: 140, Q2-2021: 132, Q4-2021: 127, Q2-2022: 120, Q4-2022: 129</p>	140	129	- 7.9%	140	129	- 7.9%
Inventory of Homes for Sale	<p>Q2-2017: 56, Q4-2017: 51, Q2-2018: 39, Q4-2018: 41, Q2-2019: 40, Q4-2019: 44, Q2-2020: 34, Q4-2020: 35, Q2-2021: 61, Q4-2021: 55, Q2-2022: 50, Q4-2022: 53</p>	35	53	+ 51.4%	--	--	--
Months Supply of Inventory	<p>Q2-2017: 4.7, Q4-2017: 4.3, Q2-2018: 3.1, Q4-2018: 3.3, Q2-2019: 3.2, Q4-2019: 3.8, Q2-2020: 3.1, Q4-2020: 3.3, Q2-2021: 6.0, Q4-2021: 5.0, Q2-2022: 4.5, Q4-2022: 4.3</p>	3.3	4.3	+ 30.3%	--	--	--

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.

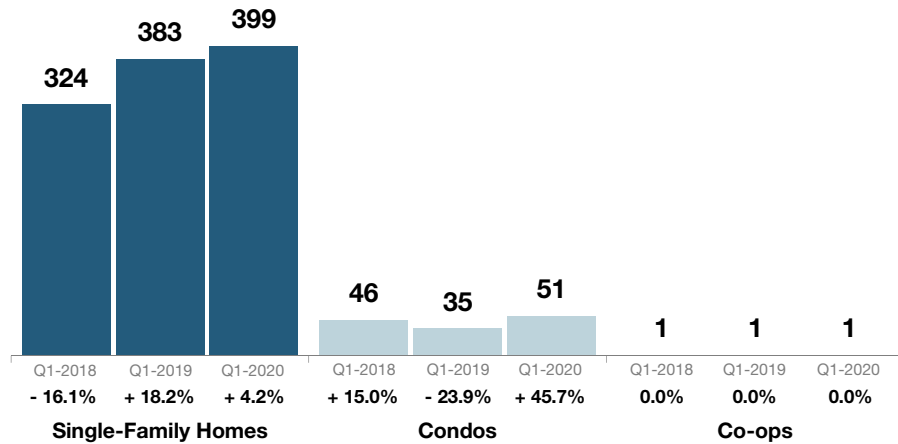


Key Metrics	Historical Sparkbars	Q1-2019	Q1-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		1	1	0.0%	1	1	--
Pending Sales		1	1	0.0%	1	1	0.0%
Closed Sales		0	2	--	0	2	--
Days on Market		--	15	--	--	15	--
Median Sales Price		--	\$61,000	--	--	\$61,000	--
Average Sales Price		--	\$61,000	--	--	\$61,000	--
Pct. of Orig. Price Received		--	86.6%	--	--	86.6%	--
Housing Affordability Index		--	--	--	--	--	--
Inventory of Homes for Sale		1	0	- 100.0%	--	--	--
Months Supply of Inventory		0.8	--	--	--	--	--

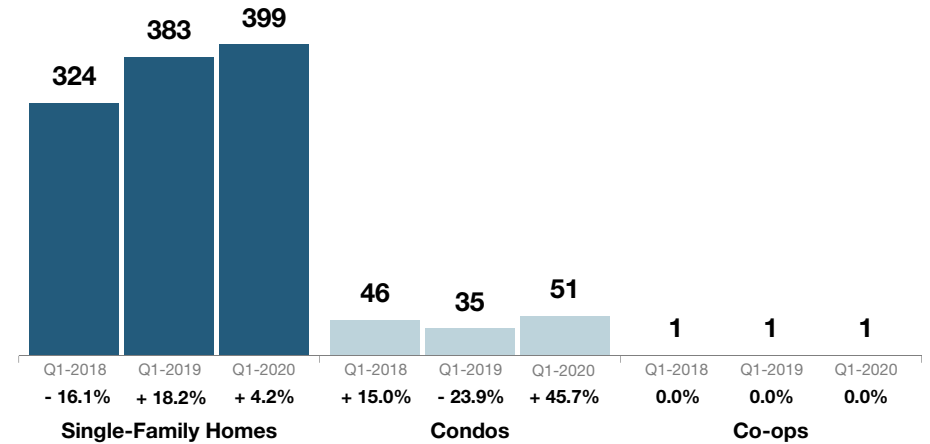
New Listings

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

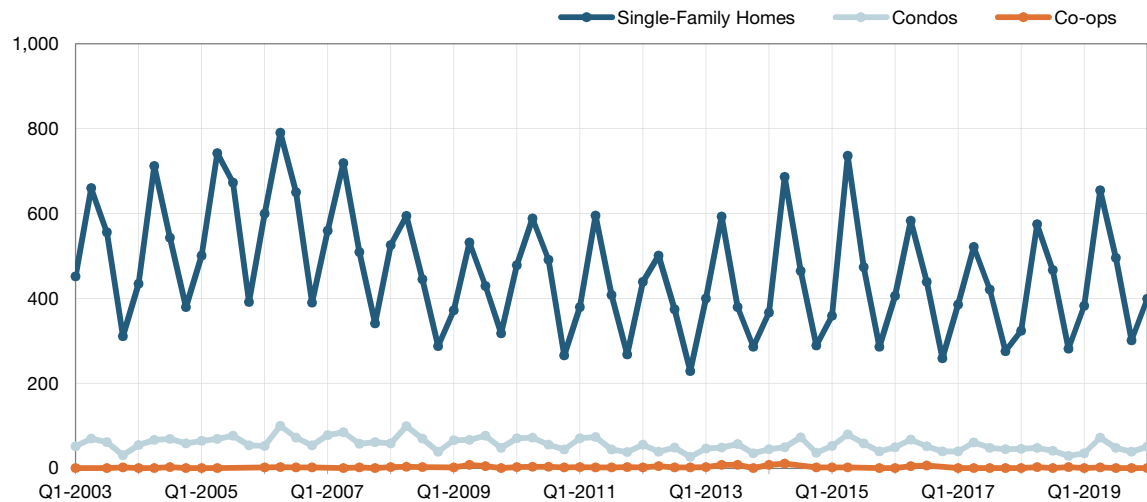
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Historical New Listings by Quarter



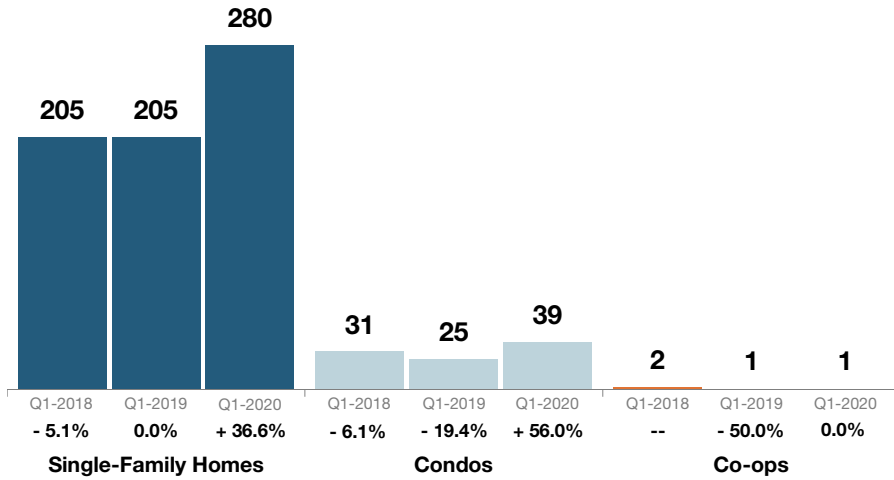
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2017	521	61	1
Q3-2017	421	48	1
Q4-2017	276	45	1
Q1-2018	324	46	1
Q2-2018	575	48	3
Q3-2018	467	41	1
Q4-2018	282	29	3
Q1-2019	383	35	1
Q2-2019	655	72	2
Q3-2019	496	48	1
Q4-2019	301	39	1
Q1-2020	399	51	1

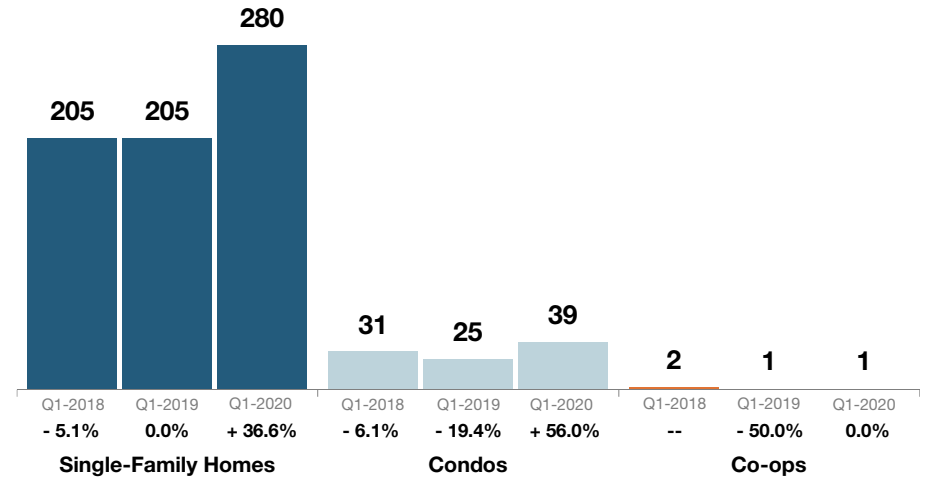
Pending Sales

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

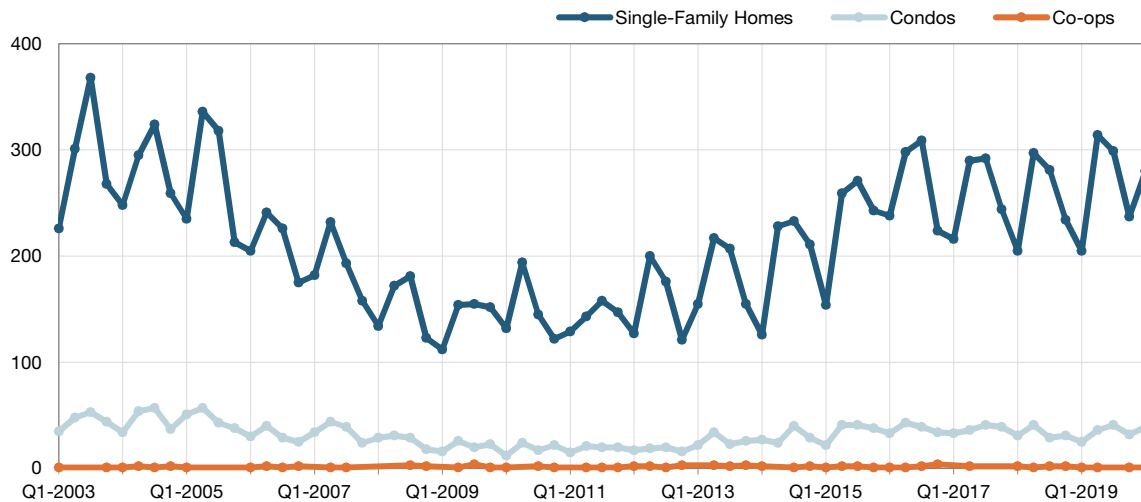
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Historical Pending Sales by Quarter



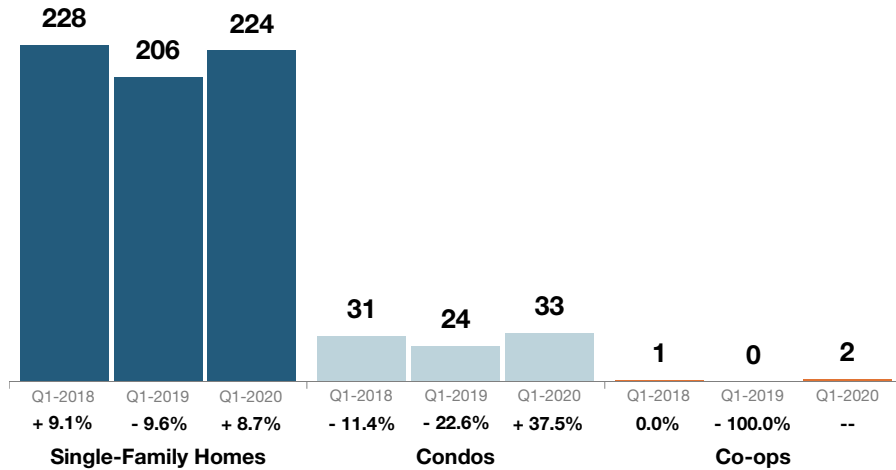
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2017	290	36	2
Q3-2017	292	41	0
Q4-2017	244	39	0
Q1-2018	205	31	2
Q2-2018	297	41	1
Q3-2018	281	29	2
Q4-2018	234	31	2
Q1-2019	205	25	1
Q2-2019	314	36	1
Q3-2019	299	41	0
Q4-2019	237	32	1
Q1-2020	280	39	1

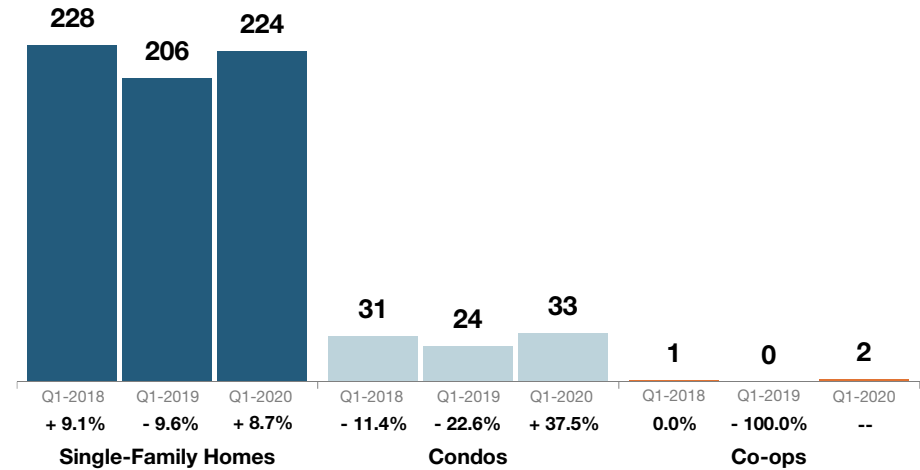
Closed Sales

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

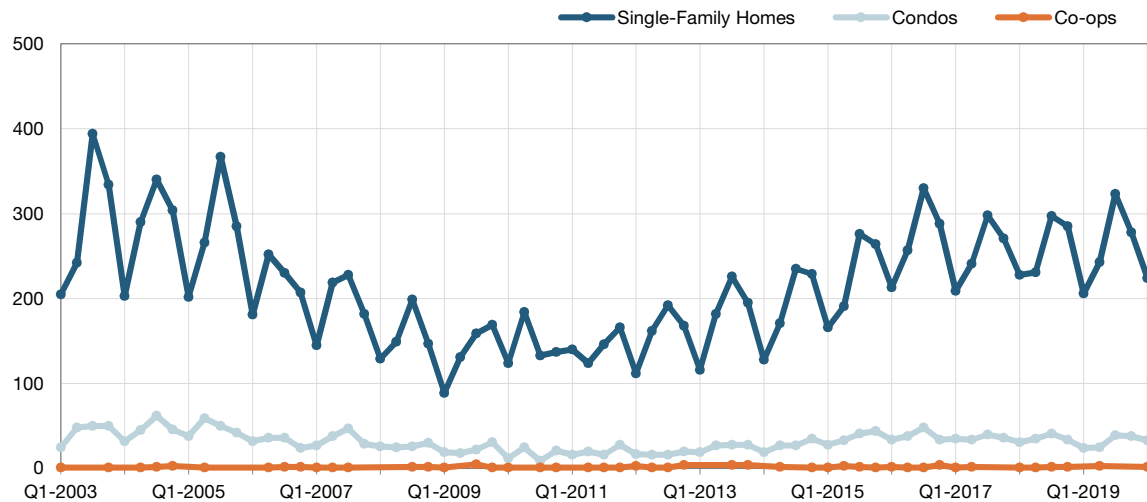
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Historical Closed Sales by Quarter



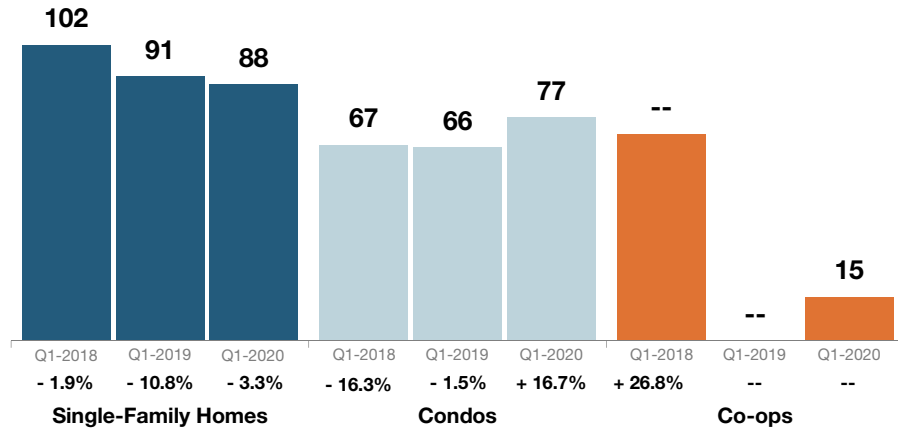
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2017	241	34	2
Q3-2017	298	40	0
Q4-2017	271	36	0
Q1-2018	228	31	1
Q2-2018	231	35	1
Q3-2018	297	41	2
Q4-2018	285	34	2
Q1-2019	206	24	0
Q2-2019	243	25	3
Q3-2019	323	39	0
Q4-2019	278	38	0
Q1-2020	224	33	2

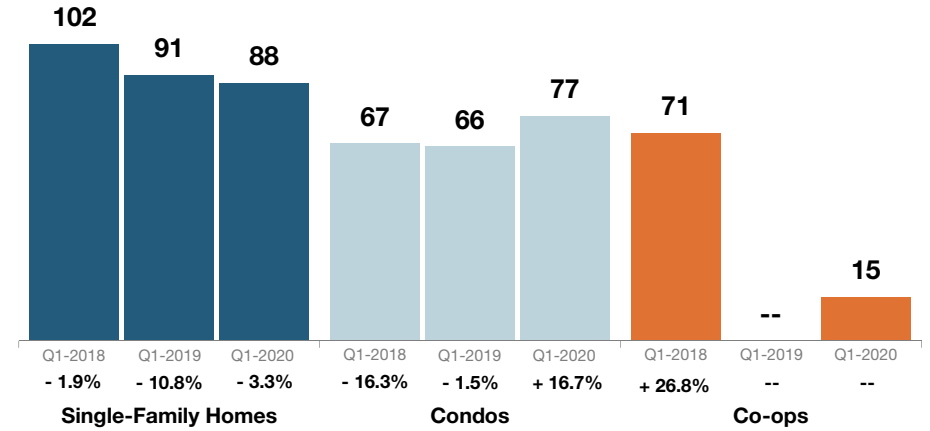
Days on Market Until Sale

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

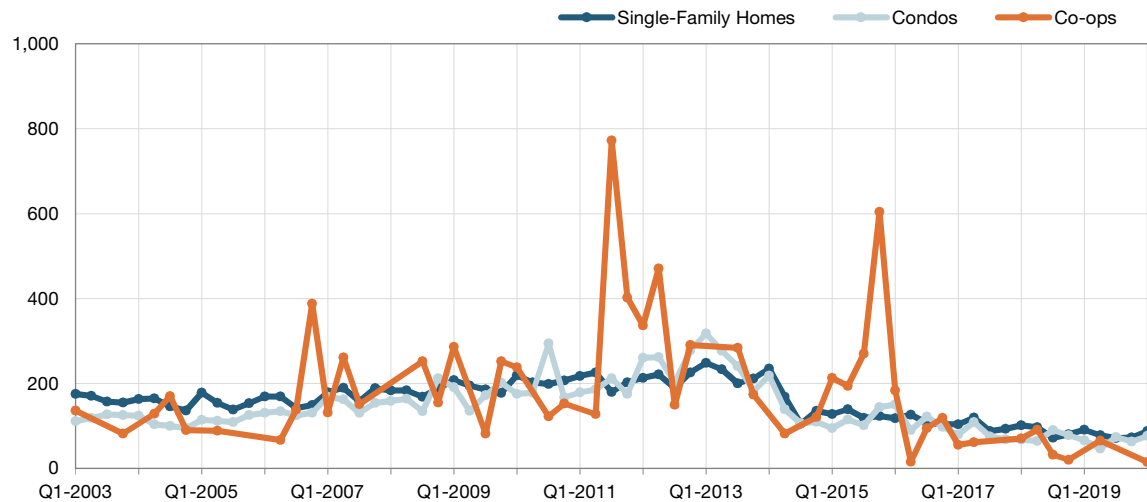
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Historical Days on Market Until Sale by Quarter



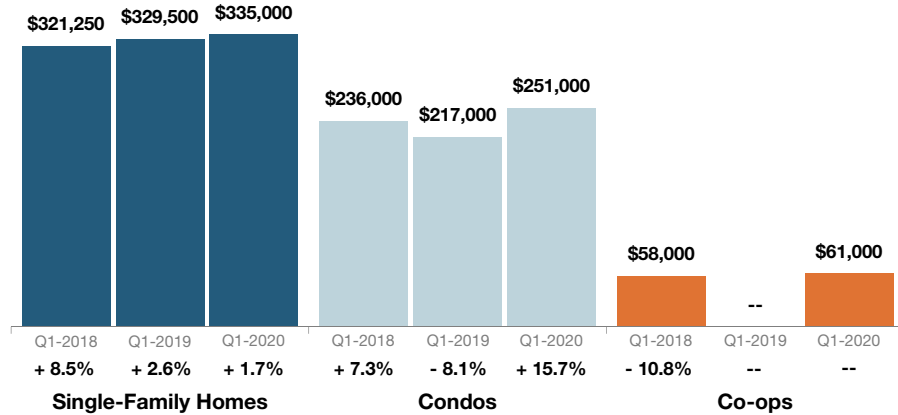
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2017	120	109	62
Q3-2017	88	75	--
Q4-2017	93	68	--
Q1-2018	102	67	71
Q2-2018	97	65	91
Q3-2018	72	91	33
Q4-2018	80	79	20
Q1-2019	91	66	--
Q2-2019	78	47	65
Q3-2019	72	74	--
Q4-2019	73	63	--
Q1-2020	88	77	15

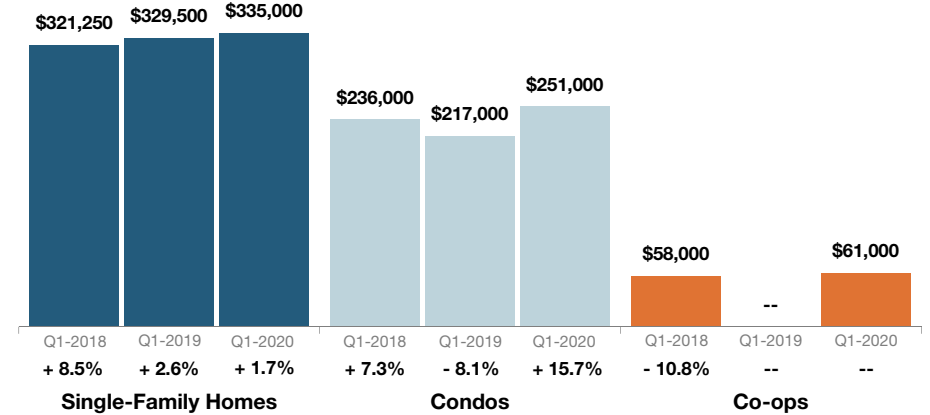
Median Sales Price

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

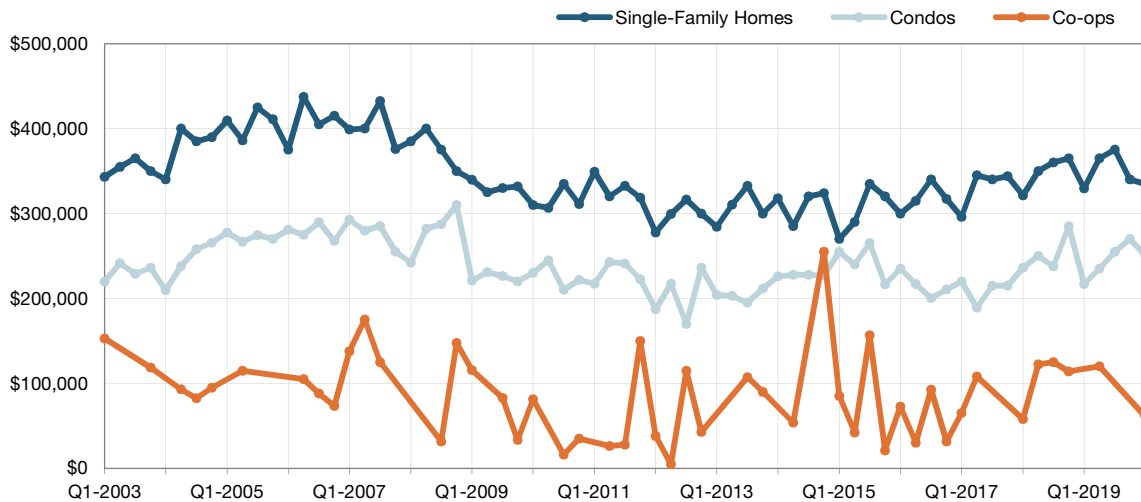
Q1-2020



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Historical Median Sales Price by Quarter



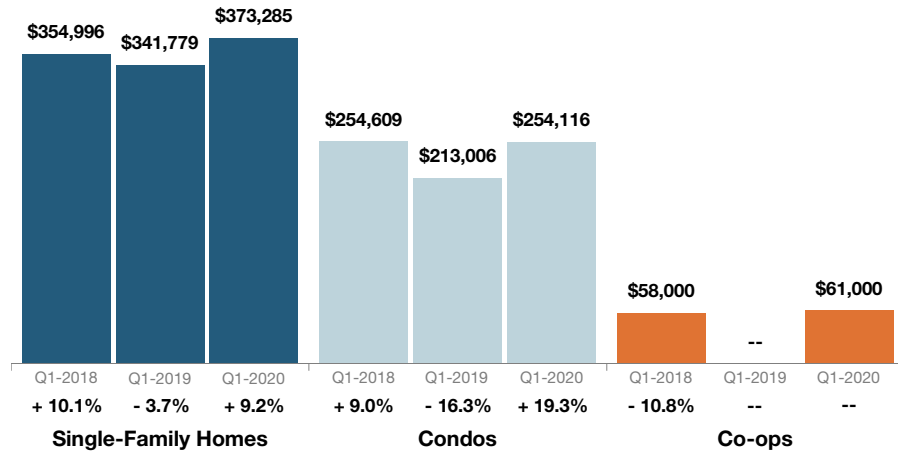
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2017	\$345,000	\$189,000	\$108,250
Q3-2017	\$340,000	\$215,000	--
Q4-2017	\$344,000	\$215,000	--
Q1-2018	\$321,250	\$236,000	\$58,000
Q2-2018	\$350,000	\$250,000	\$122,500
Q3-2018	\$360,000	\$237,500	\$125,000
Q4-2018	\$365,000	\$285,000	\$114,000
Q1-2019	\$329,500	\$217,000	--
Q2-2019	\$365,000	\$235,000	\$120,000
Q3-2019	\$375,000	\$255,000	--
Q4-2019	\$340,000	\$270,000	--
Q1-2020	\$335,000	\$251,000	\$61,000

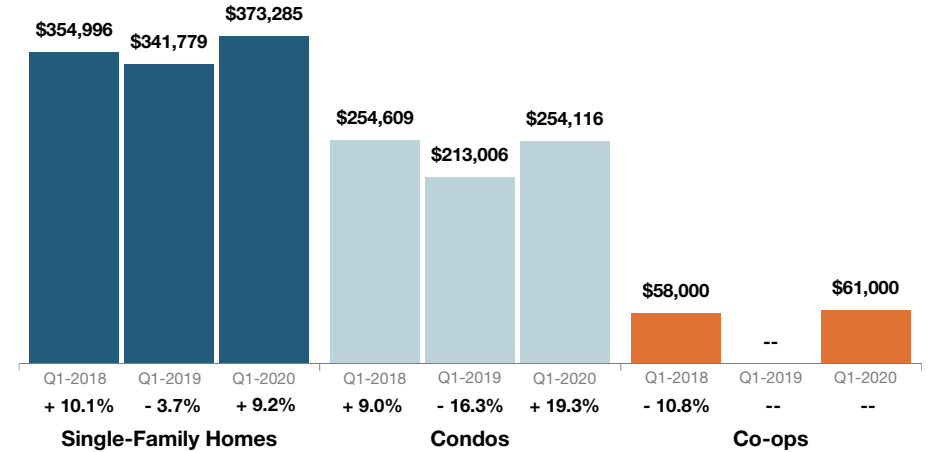
Average Sales Price

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

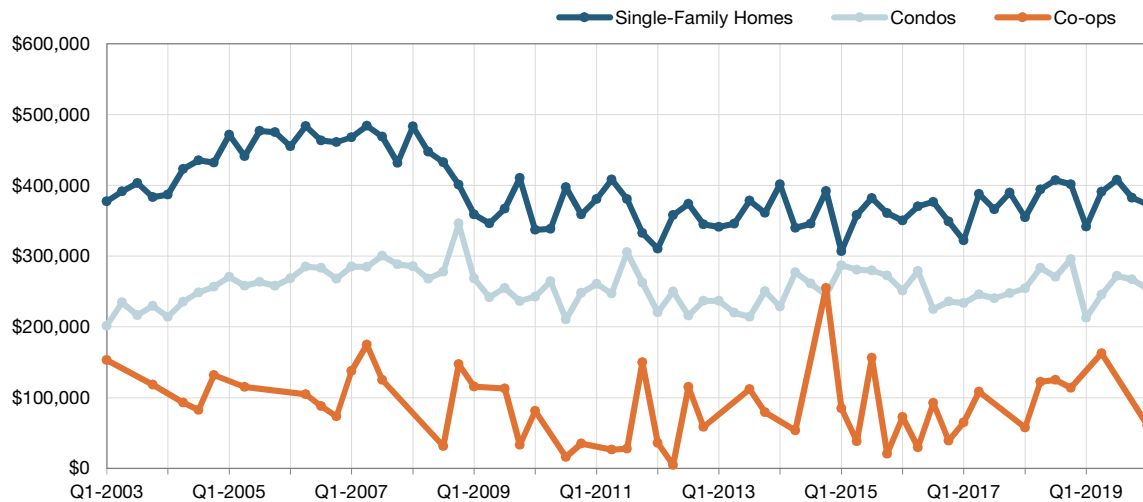
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Historical Average Sales Price by Quarter



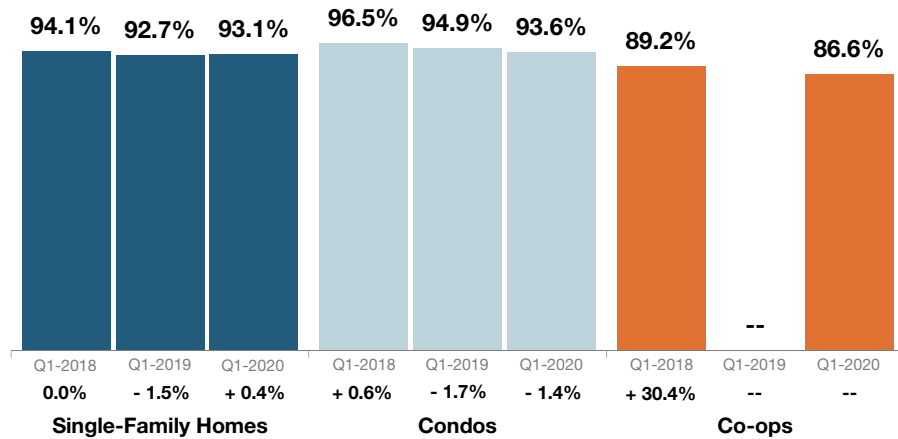
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2017	\$387,712	\$245,907	\$108,250
Q3-2017	\$365,968	\$240,592	--
Q4-2017	\$389,434	\$247,795	--
Q1-2018	\$354,996	\$254,609	\$58,000
Q2-2018	\$394,163	\$283,608	\$122,500
Q3-2018	\$407,402	\$270,613	\$125,000
Q4-2018	\$401,169	\$295,564	\$114,000
Q1-2019	\$341,779	\$213,006	--
Q2-2019	\$391,093	\$245,364	\$162,500
Q3-2019	\$407,629	\$272,036	--
Q4-2019	\$382,198	\$266,957	--
Q1-2020	\$373,285	\$254,116	\$61,000

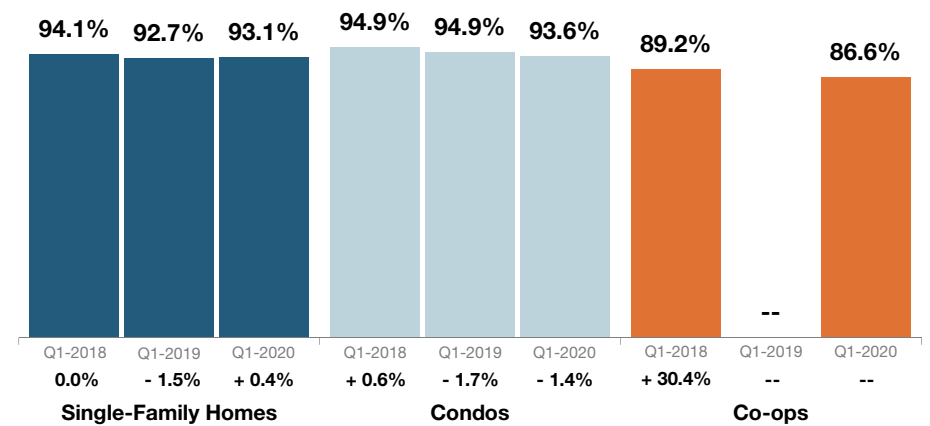
Percent of Original List Price Received

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.

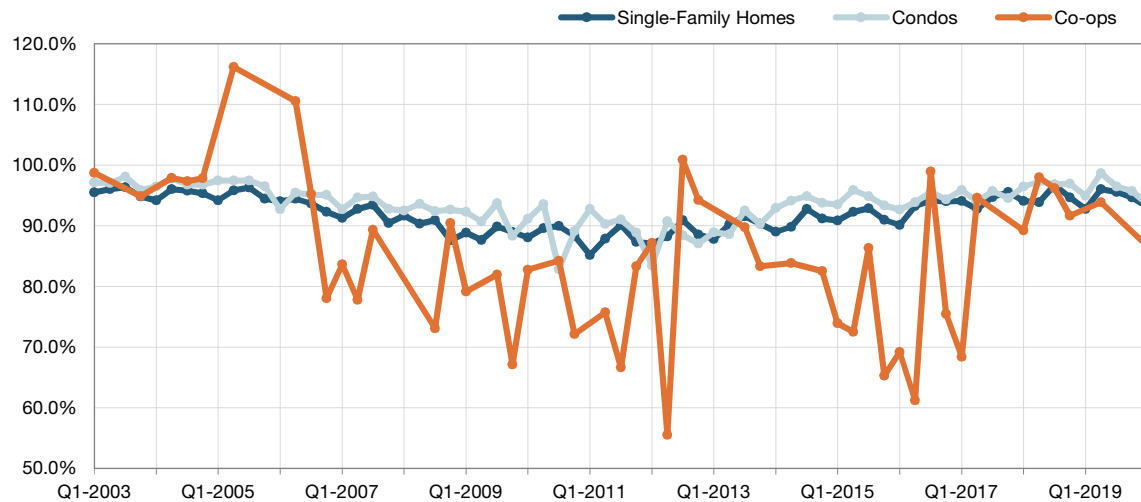
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Historical Percent of Original List Price Received by Quarter



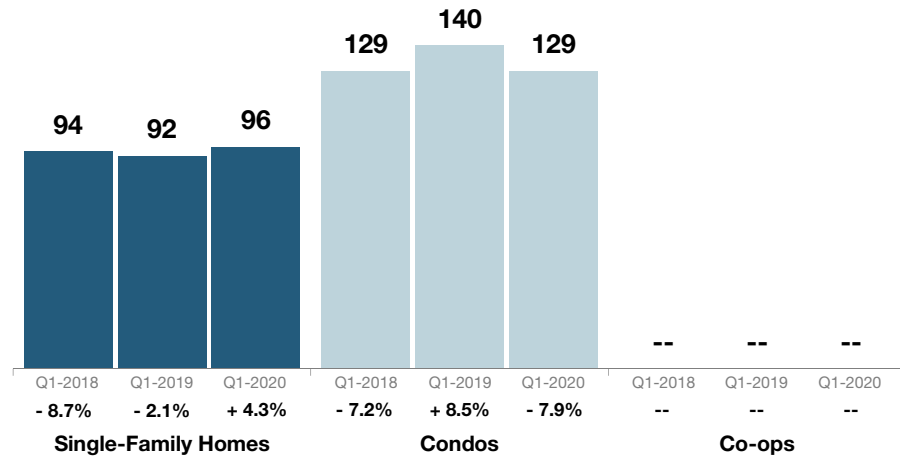
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2017	92.8%	94.0%	94.6%
Q3-2017	94.7%	95.7%	--
Q4-2017	95.6%	94.6%	--
Q1-2018	94.1%	96.5%	89.2%
Q2-2018	93.9%	97.3%	98.0%
Q3-2018	96.7%	96.8%	96.2%
Q4-2018	94.7%	97.0%	91.7%
Q1-2019	92.7%	94.9%	--
Q2-2019	96.0%	98.7%	93.9%
Q3-2019	95.6%	96.4%	--
Q4-2019	94.7%	95.7%	--
Q1-2020	93.1%	93.6%	86.6%

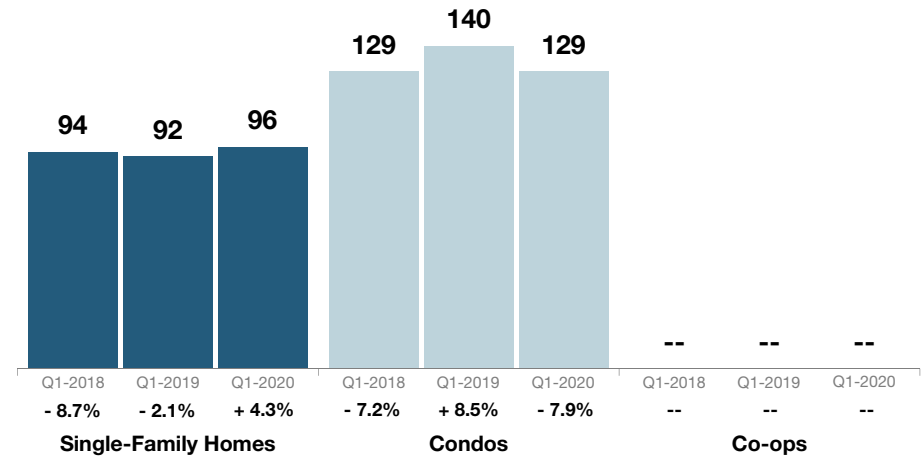
Housing Affordability Index

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.

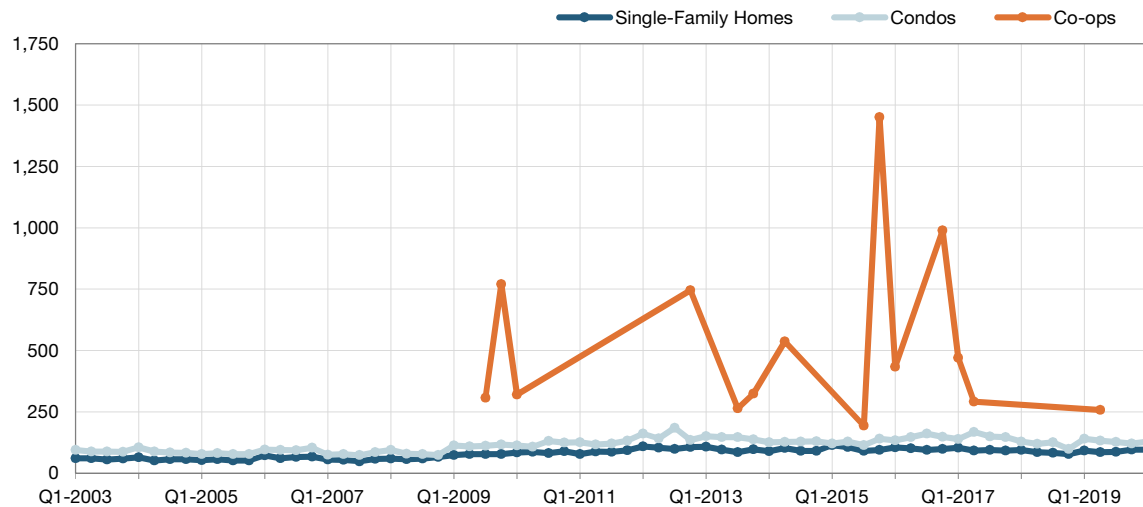
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Historical Housing Affordability Index by Quarter



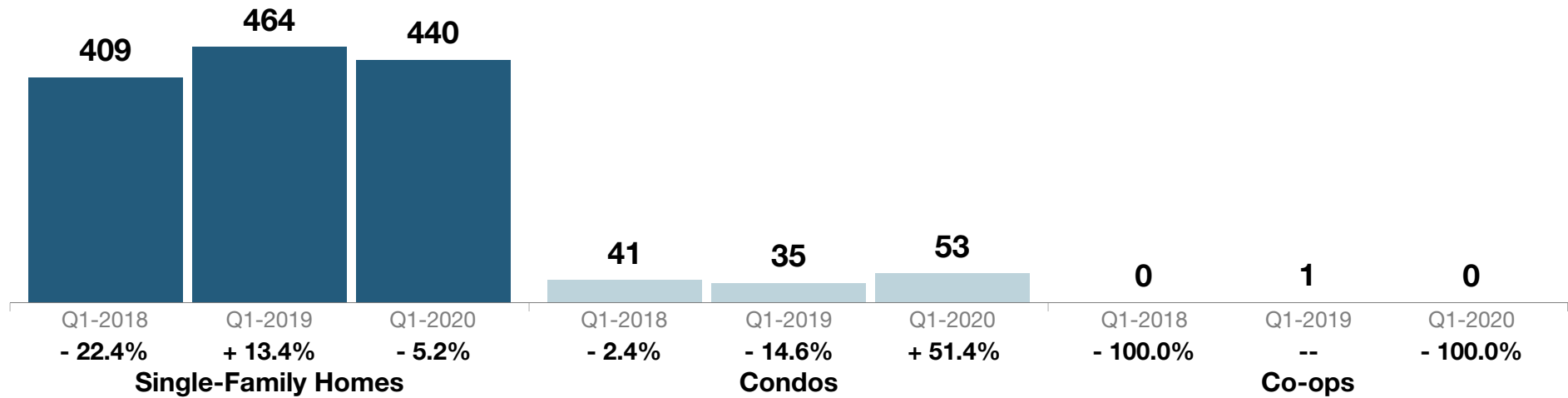
Quarter	Single-Family Homes	Condos	Co-ops
Q2-2017	92	167	292
Q3-2017	94	149	--
Q4-2017	92	147	--
Q1-2018	94	129	--
Q2-2018	85	119	--
Q3-2018	83	126	--
Q4-2018	77	99	--
Q1-2019	92	140	--
Q2-2019	85	132	258
Q3-2019	86	127	--
Q4-2019	96	120	--
Q1-2020	96	129	--

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

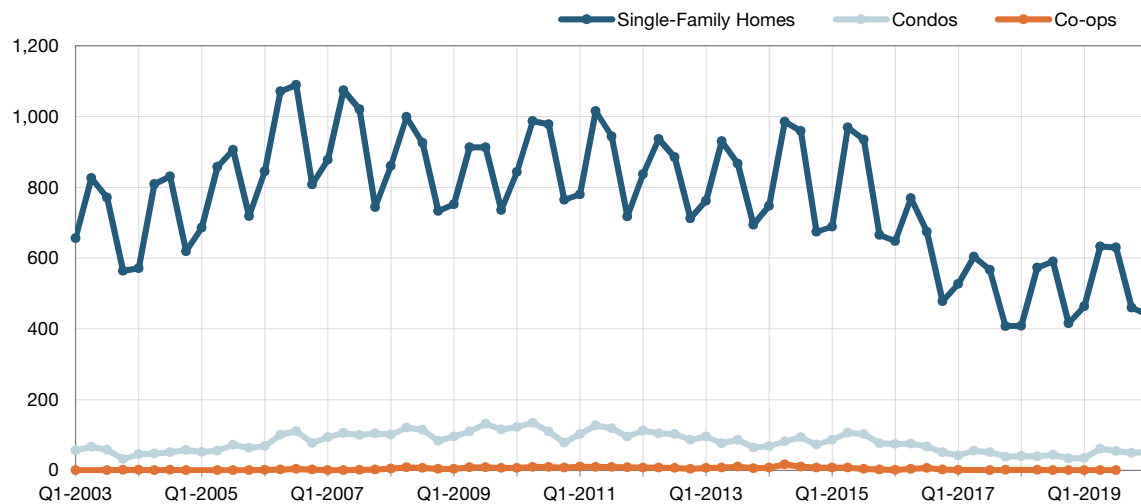
Inventory of Homes for Sale

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

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Historical Inventory of Homes for Sale by Quarter



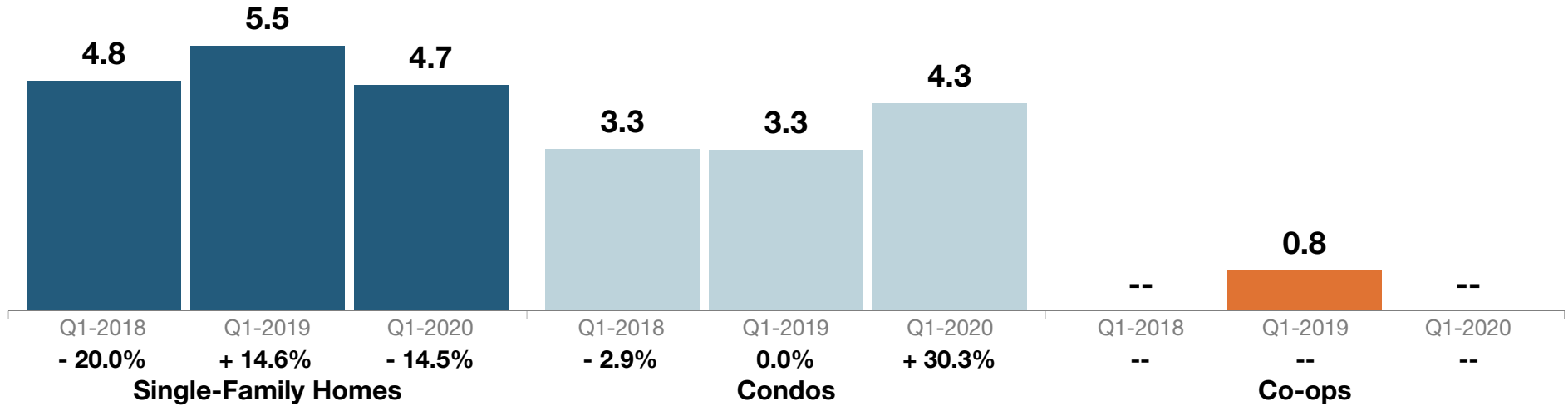
Quarter	Single-Family Homes	Condos	Co-ops
Q2-2017	604	56	0
Q3-2017	567	51	1
Q4-2017	408	39	2
Q1-2018	409	41	0
Q2-2018	573	40	2
Q3-2018	590	44	1
Q4-2018	416	34	1
Q1-2019	464	35	1
Q2-2019	633	61	1
Q3-2019	630	55	1
Q4-2019	460	50	0
Q1-2020	440	53	0

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

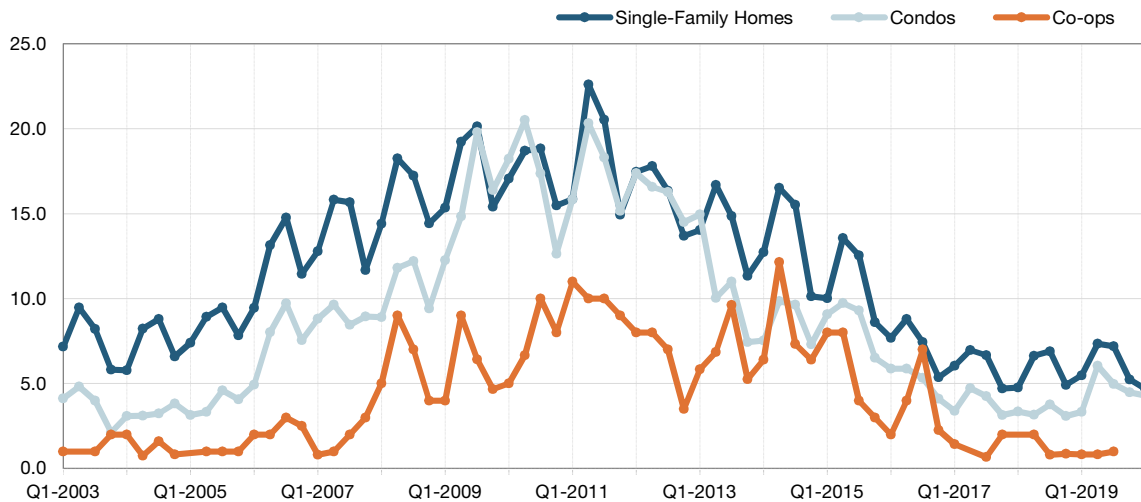
Months Supply of Inventory

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.

Q1-2020



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
Q2-2017	7.0	4.7	--
Q3-2017	6.7	4.3	0.7
Q4-2017	4.7	3.1	2.0
Q1-2018	4.8	3.3	--
Q2-2018	6.6	3.2	2.0
Q3-2018	6.9	3.8	0.8
Q4-2018	4.9	3.1	0.9
Q1-2019	5.5	3.3	0.8
Q2-2019	7.3	6.0	0.8
Q3-2019	7.2	5.0	1.0
Q4-2019	5.2	4.5	--
Q1-2020	4.7	4.3	--

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	Q1-2019	Q1-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings	<p>Q2-2017: 583, Q4-2017: 322, Q2-2018: 626, Q4-2018: 314, Q2-2019: 729, Q4-2019: 451</p>	419	451	+ 7.6%	419	451	+ 7.6%
Pending Sales	<p>Q2-2017: 328, Q4-2017: 283, Q2-2018: 339, Q4-2018: 267, Q2-2019: 351, Q4-2019: 320</p>	231	320	+ 38.5%	231	320	+ 38.5%
Closed Sales	<p>Q2-2017: 277, Q4-2017: 307, Q2-2018: 267, Q4-2018: 321, Q2-2019: 271, Q4-2019: 259</p>	230	259	+ 12.6%	230	259	+ 12.6%
Days on Market	<p>Q2-2017: 118, Q4-2017: 90, Q2-2018: 93, Q4-2018: 80, Q2-2019: 75, Q4-2019: 86</p>	88	86	- 2.3%	88	86	- 2.3%
Median Sales Price	<p>Q2-2017: \$324,900, Q4-2017: \$333,464, Q2-2018: \$335,900, Q4-2018: \$350,000, Q2-2019: \$360,000, Q4-2019: \$324,900</p>	\$317,500	\$324,900	+ 2.3%	\$317,500	\$324,900	+ 2.3%
Average Sales Price	<p>Q2-2017: \$369,289, Q4-2017: \$372,825, Q2-2018: \$378,654, Q4-2018: \$388,195, Q2-2019: \$375,119, Q4-2019: \$355,690</p>	\$328,224	\$355,690	+ 8.4%	\$328,224	\$355,690	+ 8.4%
Pct. of Orig. Price Received	<p>Q2-2017: 92.9%, Q4-2017: 95.4%, Q2-2018: 94.4%, Q4-2018: 93.0%, Q2-2019: 96.2%, Q4-2019: 93.1%</p>	93.0%	93.1%	+ 0.1%	93.0%	93.1%	+ 0.1%
Housing Affordability Index	<p>Q2-2017: 97, Q4-2017: 95, Q2-2018: 89, Q4-2018: 81, Q2-2019: 88, Q4-2019: 99</p>	96	99	+ 3.1%	96	99	+ 3.1%
Inventory of Homes for Sale	<p>Q2-2017: 660, Q4-2017: 449, Q2-2018: 615, Q4-2018: 451, Q2-2019: 695, Q4-2019: 493</p>	500	493	- 1.4%	--	--	--
Months Supply of Inventory	<p>Q2-2017: 6.7, Q4-2017: 4.5, Q2-2018: 6.2, Q4-2018: 4.7, Q2-2019: 7.2, Q4-2019: 4.6</p>	5.2	4.6	- 11.5%	--	--	--