

Quarterly Indicators

Putnam County



Q2-2020

Q2 was substantially impacted by COVID-19, which slowed the economy and housing activity along with it for much of the last three months. Recent weeks have seen the economy slowly reopening and buyer activity coming back significantly, with June showing activity as tracked by ShowingTime up substantially from April and May levels and nationally now above June 2019 levels.

- Single-Family Closed Sales were down 6.6 percent to 227.
- Condos Closed Sales were up 24.0 percent to 31.
- Co-ops Closed Sales were down 100.0 percent to 0.
- Single-Family Median Sales Price decreased 1.8 percent to \$358,400.
- Condos Median Sales Price decreased 6.4 percent to \$220,000.
- Co-ops Median Sales Price could not be calculated due to no activity.

While buyer activity has quickly recovered from COVID-19 lows, sellers continue to list fewer homes for sale than trends before COVID-19 indicated. Many housing experts believe sellers remain reluctant to list their homes due to continued concerns over COVID-19. Until sellers regain confidence, housing inventory will continue to be constrained during what is expected to be an active summer selling season.

Quarterly Snapshot

- 4.8% **- 21.8%** **- 2.9%**

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.

Single-Family Homes Market Overview	2
Condos Market Overview	3
Co-ops Market Overview	4
New Listings	5
Pending Sales	6
Closed Sales	7
Days on Market Until Sale	8
Median Sales Price	9
Average Sales Price	10
Percent of Original List Price Received	11
Housing Affordability Index	12
Inventory of Homes for Sale	13
Months Supply of Inventory	14
Total Market Overview	15



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	Q2-2019	Q2-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings	<p>421, 276, 324, 575, 467, 282, 383, 655, 496, 301, 399, 392</p> <p>Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020</p>	655	392	- 40.2%	1,038	791	- 23.8%
Pending Sales	<p>292, 244, 205, 297, 282, 234, 205, 314, 297, 234, 268, 278</p> <p>Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020</p>	314	278	- 11.5%	519	546	+ 5.2%
Closed Sales	<p>298, 271, 228, 231, 297, 285, 206, 243, 323, 278, 224, 227</p> <p>Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020</p>	243	227	- 6.6%	449	451	+ 0.4%
Days on Market	<p>88, 93, 102, 97, 72, 80, 91, 78, 72, 73, 88, 89</p> <p>Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020</p>	78	89	+ 14.1%	84	88	+ 4.8%
Median Sales Price	<p>\$340,000, \$344,000, \$321,250, \$350,000, \$360,000, \$365,000, \$329,500, \$385,000, \$375,000, \$340,000, \$395,000, \$358,400</p> <p>Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020</p>	\$365,000	\$358,400	- 1.8%	\$354,853	\$347,500	- 2.1%
Average Sales Price	<p>\$365,968, \$389,434, \$354,996, \$394,163, \$407,402, \$401,169, \$341,779, \$391,093, \$407,623, \$382,198, \$373,285, \$387,895</p> <p>Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020</p>	\$391,093	\$387,895	- 0.8%	\$368,588	\$380,639	+ 3.3%
Pct. of Orig. Price Received	<p>94.7%, 95.6%, 94.1%, 93.9%, 96.7%, 94.7%, 92.7%, 96.0%, 95.6%, 94.7%, 93.1%, 94.6%</p> <p>Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020</p>	96.0%	94.6%	- 1.5%	94.5%	93.9%	- 0.6%
Housing Affordability Index	<p>94, 92, 94, 85, 83, 77, 92, 85, 86, 96, 96, 90</p> <p>Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020</p>	85	90	+ 5.9%	87	93	+ 6.9%
Inventory of Homes for Sale	<p>567, 408, 409, 573, 591, 417, 465, 634, 633, 463, 474, 484</p> <p>Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020</p>	634	484	- 23.7%	--	--	--
Months Supply of Inventory	<p>6.7, 4.7, 4.8, 6.6, 6.9, 4.9, 5.5, 7.4, 7.2, 5.3, 5.1, 5.4</p> <p>Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020</p>	7.4	5.4	- 27.0%	--	--	--

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	Q2-2019	Q2-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		72	54	- 25.0%	107	105	- 1.9%
Pending Sales		36	36	0.0%	61	74	+ 21.3%
Closed Sales		25	31	+ 24.0%	49	64	+ 30.6%
Days on Market		47	112	+ 138.3%	57	94	+ 64.9%
Median Sales Price		\$235,000	\$220,000	- 6.4%	\$227,000	\$239,500	+ 5.5%
Average Sales Price		\$245,364	\$233,600	- 4.8%	\$229,515	\$244,179	+ 6.4%
Pct. of Orig. Price Received		98.7%	94.2%	- 4.6%	96.8%	93.8%	- 3.1%
Housing Affordability Index		132	147	+ 11.4%	136	135	- 0.7%
Inventory of Homes for Sale		61	60	- 1.6%	--	--	--
Months Supply of Inventory		6.0	4.9	- 18.3%	--	--	--

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.

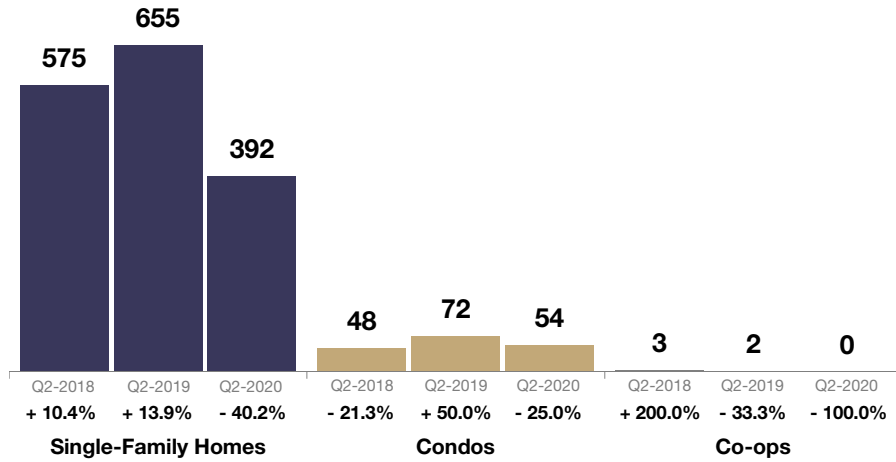


Key Metrics	Historical Sparkbars	Q2-2019	Q2-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		2	0	- 100.0%	3	1	- 66.7%
Pending Sales		1	0	- 100.0%	2	1	- 50.0%
Closed Sales		3	0	- 100.0%	3	2	- 33.3%
Days on Market		65	--	--	65	15	- 76.9%
Median Sales Price		\$120,000	--	--	\$120,000	\$61,000	- 49.2%
Average Sales Price		\$162,500	--	--	\$162,500	\$61,000	- 62.5%
Pct. of Orig. Price Received		93.9%	--	--	93.9%	86.6%	- 7.8%
Housing Affordability Index		258	--	--	258	--	--
Inventory of Homes for Sale		1	0	- 100.0%	--	--	--
Months Supply of Inventory		0.8	--	--	--	--	--

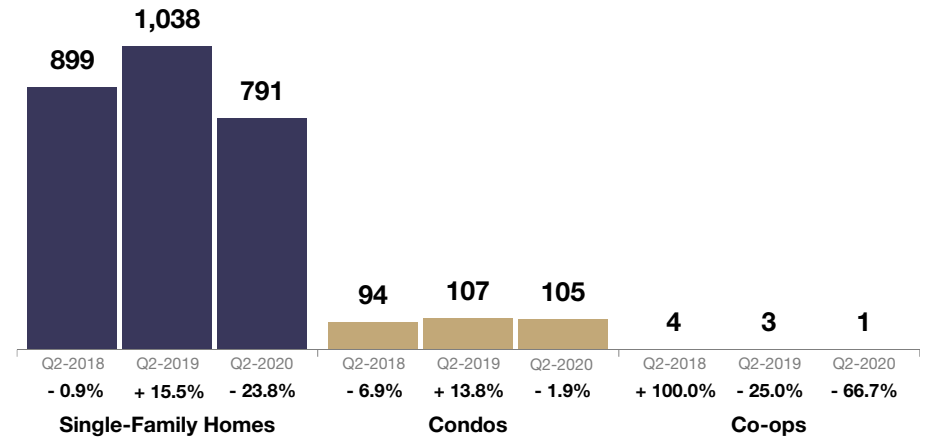
New Listings

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

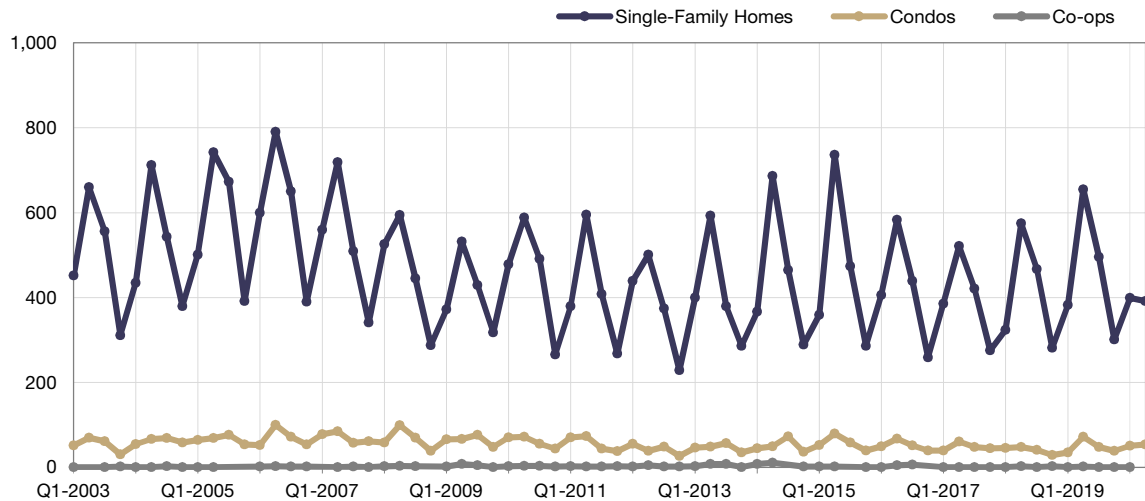
Q2-2020



Year to Date



Historical New Listings by Quarter



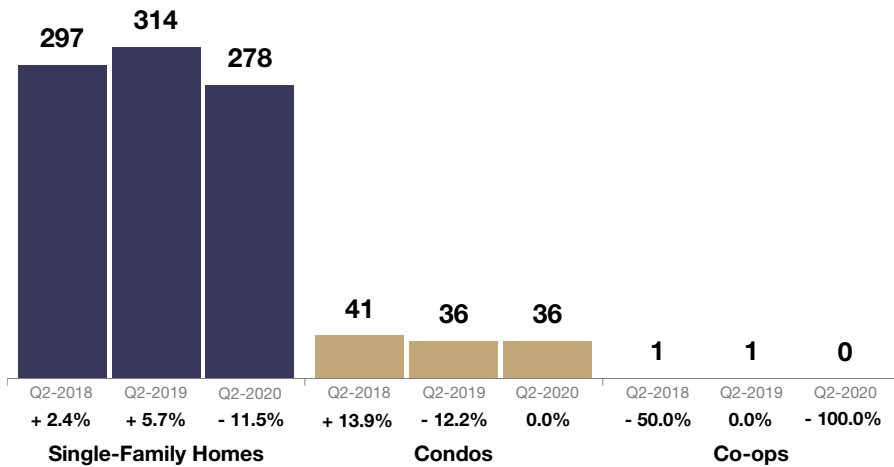
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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
Q2-2020	392	54	0

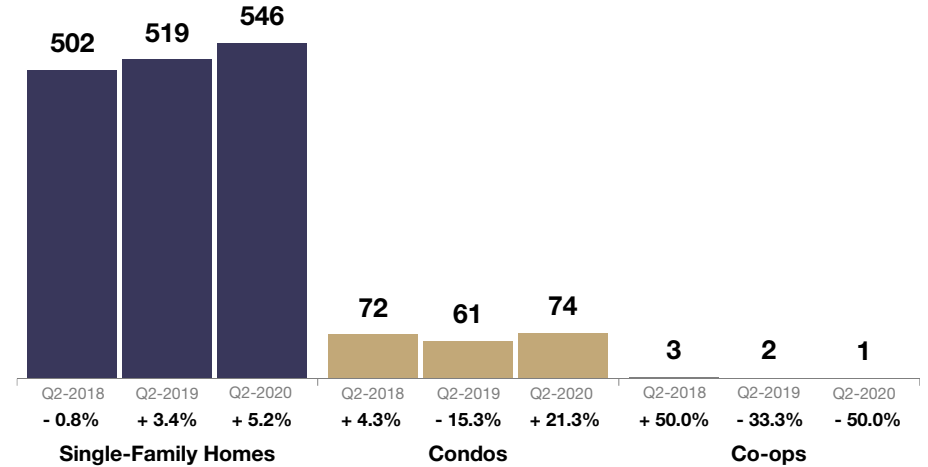
Pending Sales

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

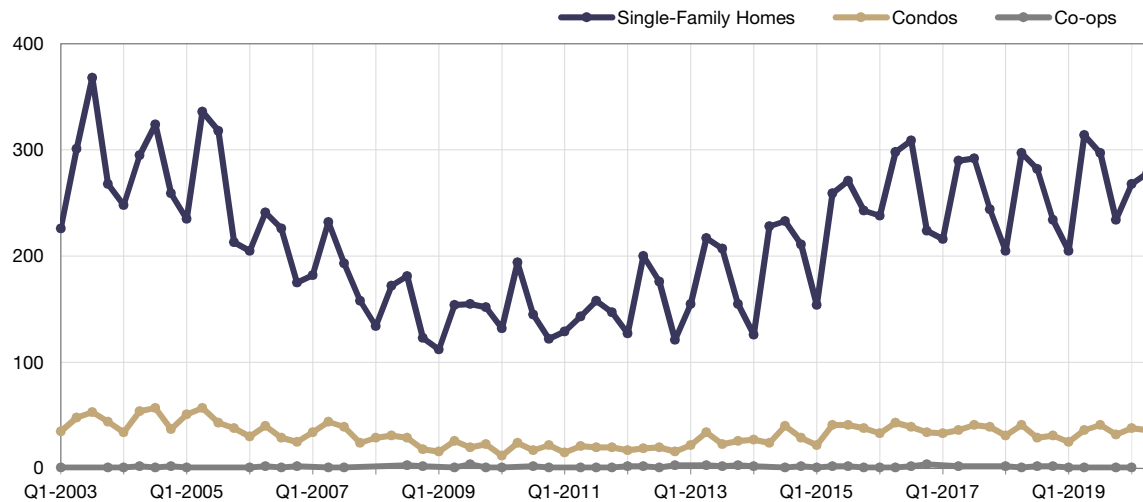
Q2-2020



Year to Date



Historical Pending Sales by Quarter



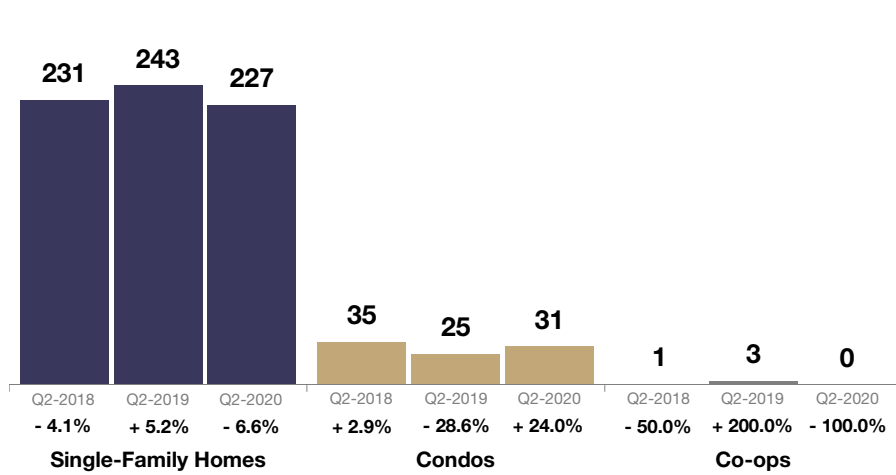
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2017	292	41	0
Q4-2017	244	39	0
Q1-2018	205	31	2
Q2-2018	297	41	1
Q3-2018	282	29	2
Q4-2018	234	31	2
Q1-2019	205	25	1
Q2-2019	314	36	1
Q3-2019	297	41	0
Q4-2019	234	32	1
Q1-2020	268	38	1
Q2-2020	278	36	0

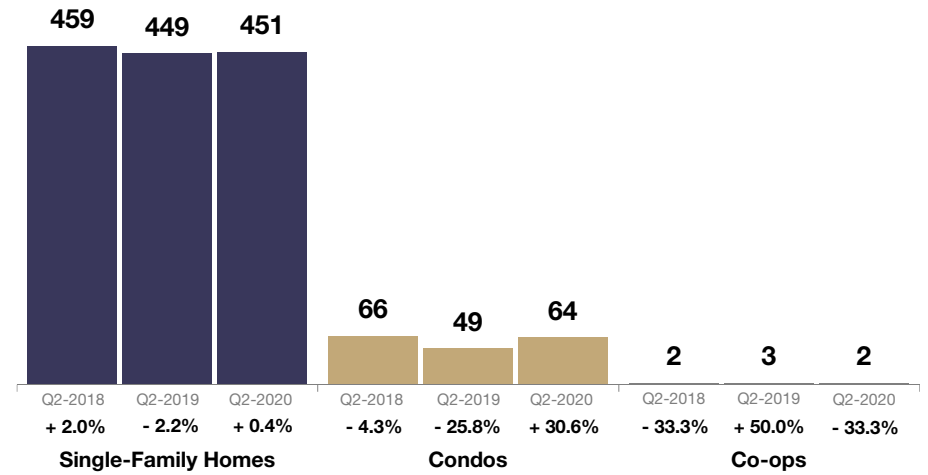
Closed Sales

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

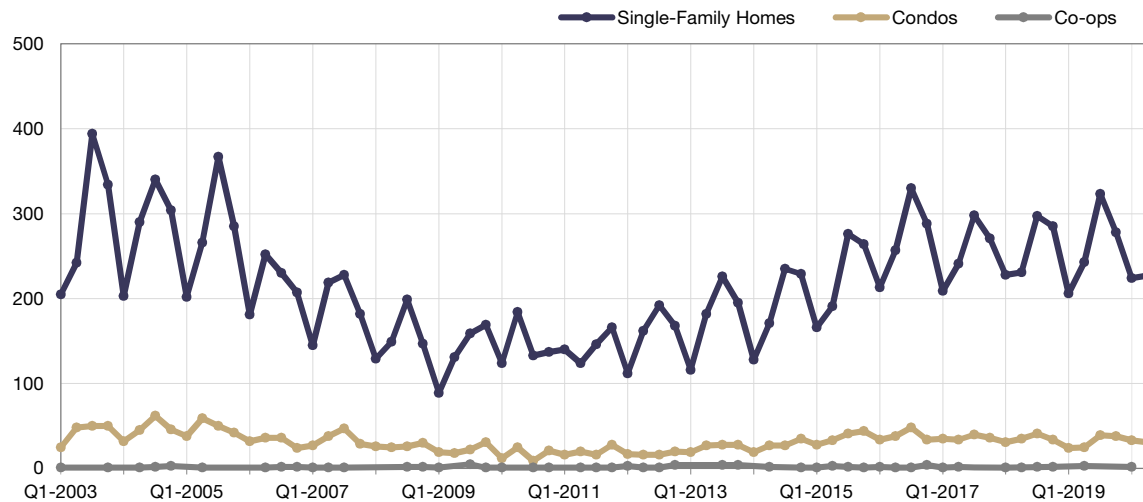
Q2-2020



Year to Date



Historical Closed Sales by Quarter



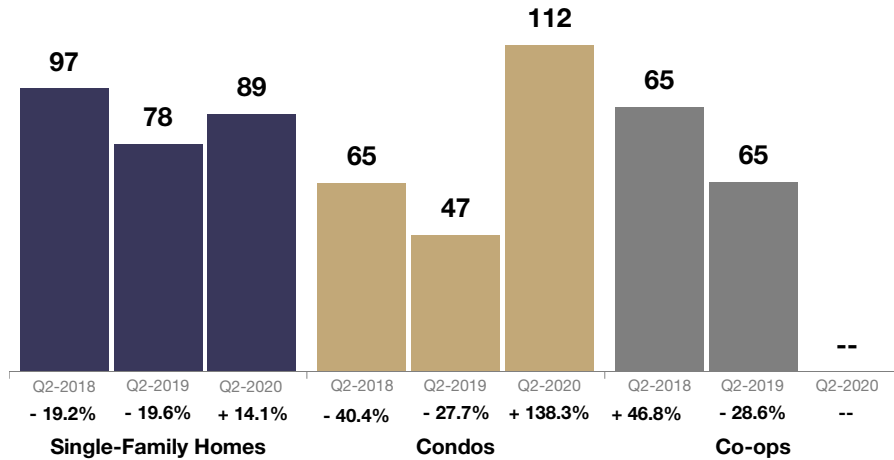
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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
Q2-2020	227	31	0

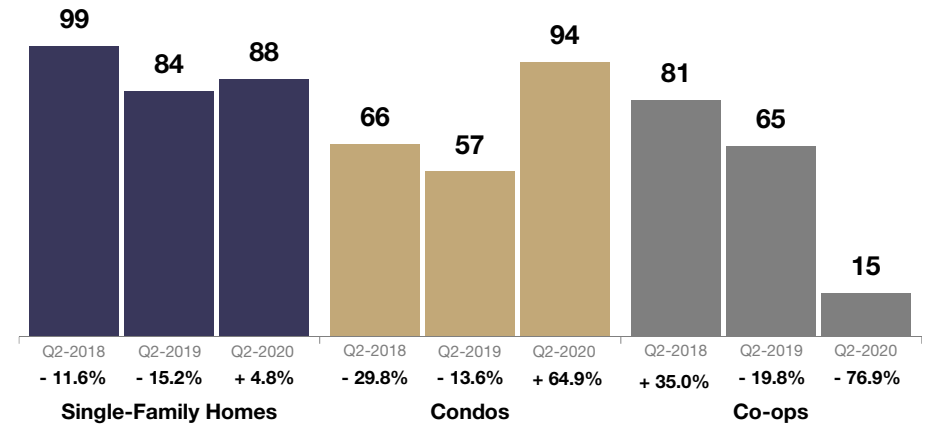
Days on Market Until Sale

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

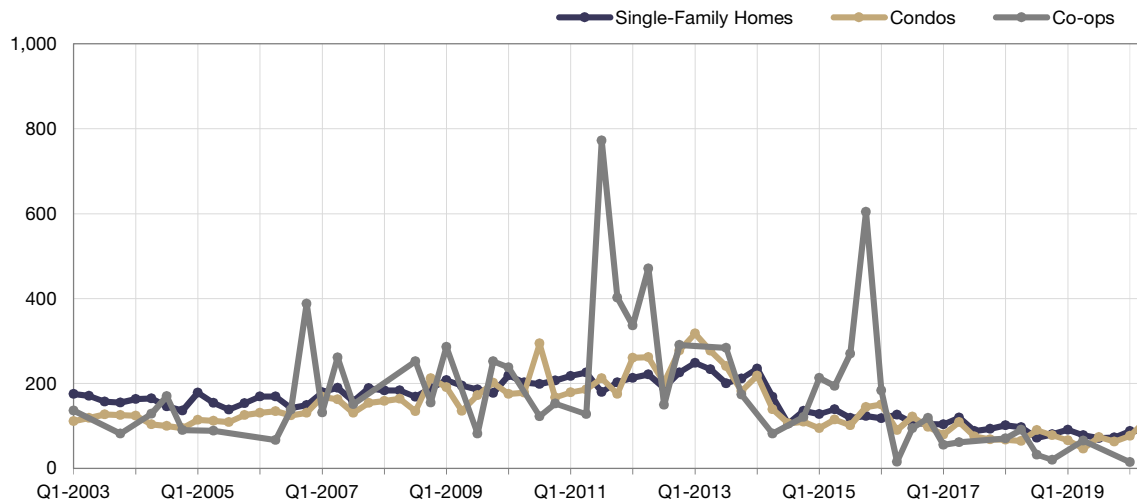
Q2-2020



Year to Date



Historical Days on Market Until Sale by Quarter



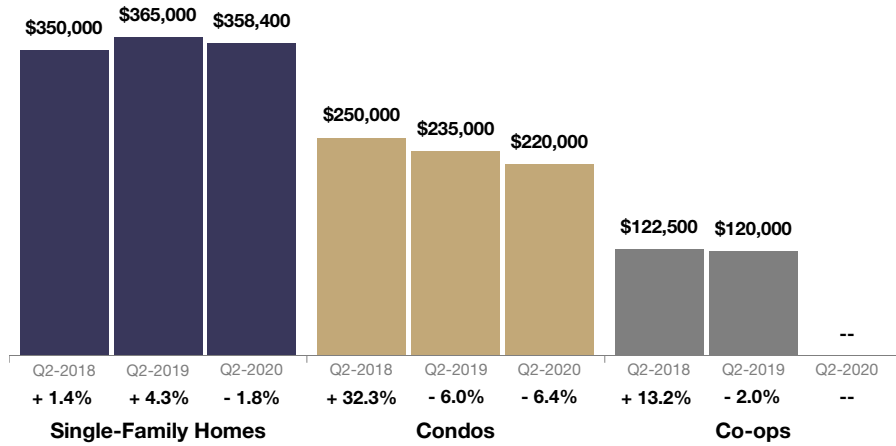
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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
Q2-2020	89	112	--

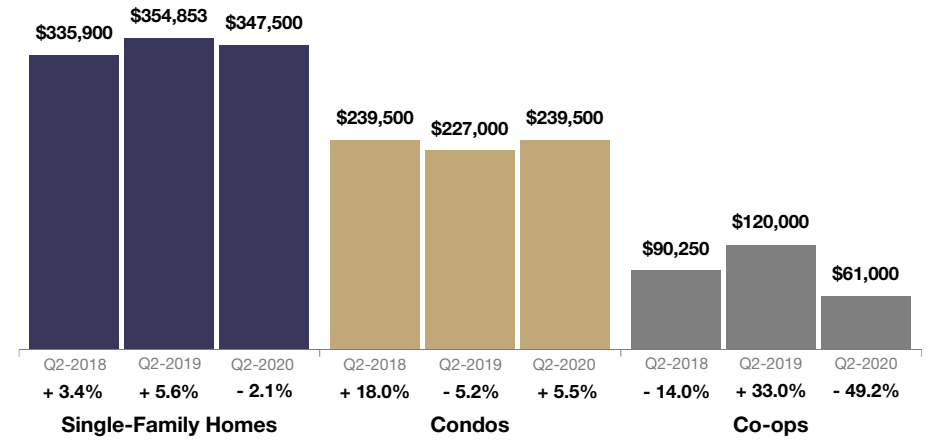
Median Sales Price

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

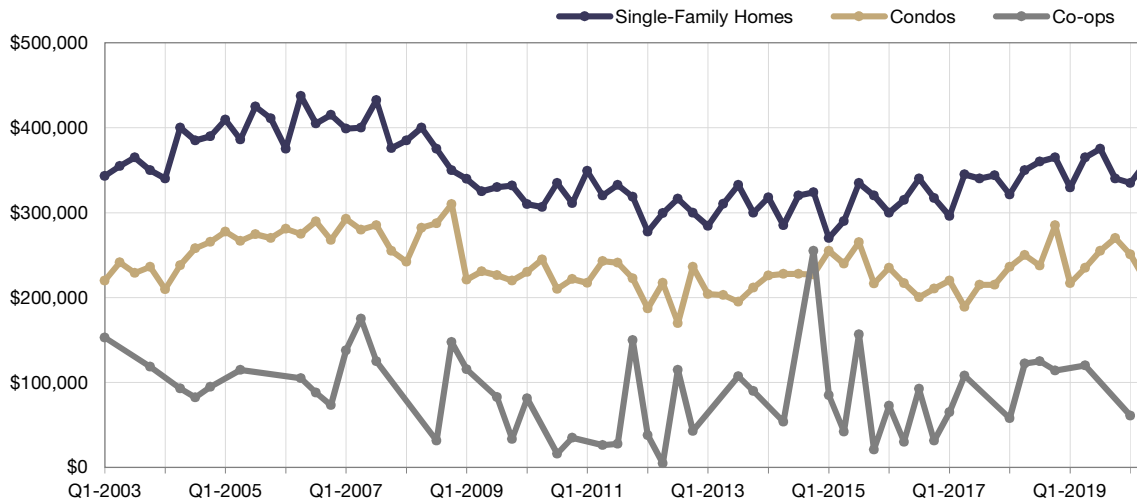
Q2-2020



Year to Date



Historical Median Sales Price by Quarter



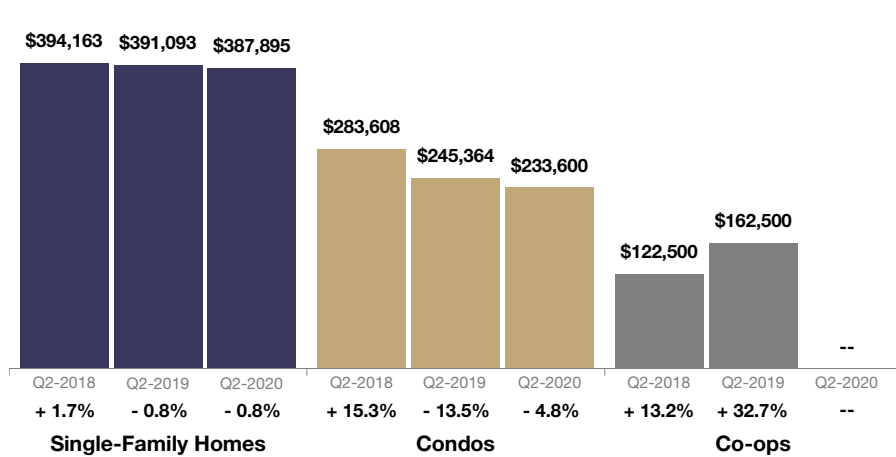
Quarter	Single-Family Homes	Condos	Co-ops
Q3-2017	\$340,000	\$215,000	--
Q4-2017	\$344,000	\$215,000	--
Q1-2018	\$321,250	\$236,000	\$58,000
Q2-2018	\$350,000	\$250,000	\$122,500
Q3-2018	\$360,000	\$237,500	\$125,000
Q4-2018	\$365,000	\$285,000	\$114,000
Q1-2019	\$329,500	\$217,000	--
Q2-2019	\$365,000	\$235,000	\$120,000
Q3-2019	\$375,000	\$255,000	--
Q4-2019	\$340,000	\$270,000	--
Q1-2020	\$335,000	\$251,000	\$61,000
Q2-2020	\$358,400	\$220,000	--

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

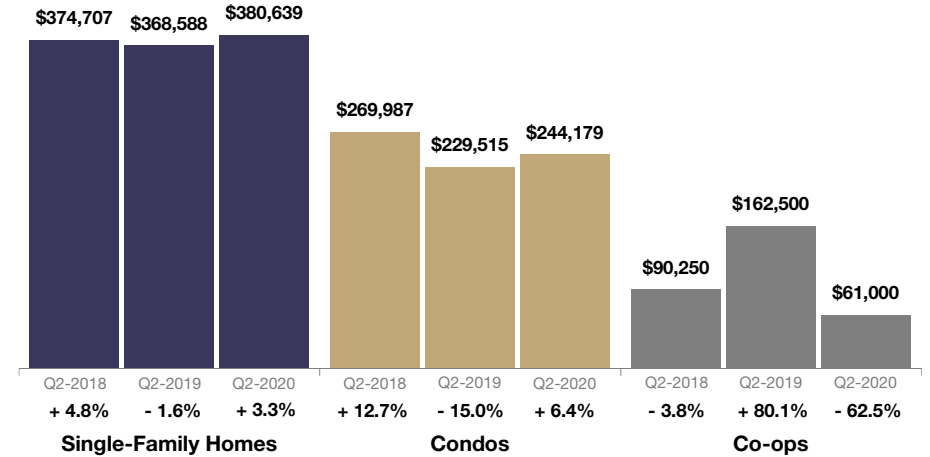
Average Sales Price

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

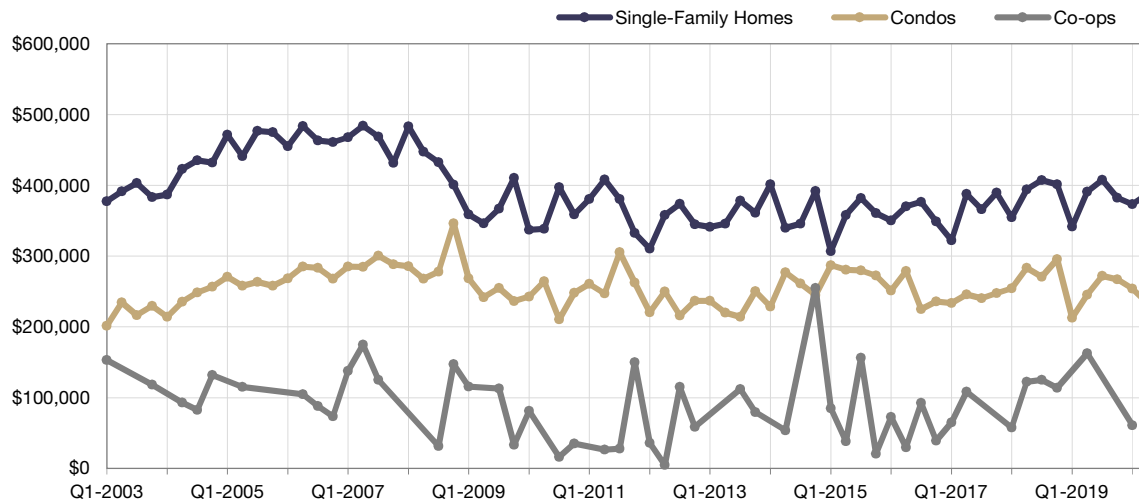
Q2-2020



Year to Date



Historical Average Sales Price by Quarter



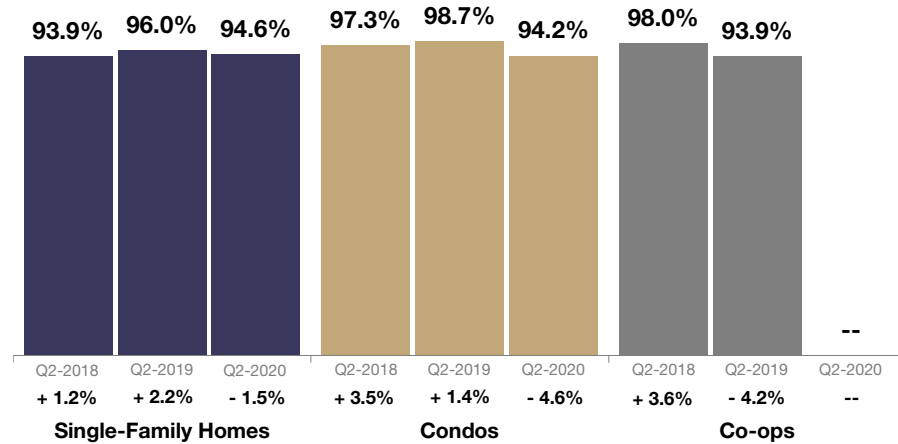
Quarter	Single-Family Homes	Condos	Co-ops
Q3-2017	\$365,968	\$240,592	--
Q4-2017	\$389,434	\$247,795	--
Q1-2018	\$354,996	\$254,609	\$58,000
Q2-2018	\$394,163	\$283,608	\$122,500
Q3-2018	\$407,402	\$270,613	\$125,000
Q4-2018	\$401,169	\$295,564	\$114,000
Q1-2019	\$341,779	\$213,006	--
Q2-2019	\$391,093	\$245,364	\$162,500
Q3-2019	\$407,629	\$272,036	--
Q4-2019	\$382,198	\$266,957	--
Q1-2020	\$373,285	\$254,116	\$61,000
Q2-2020	\$387,895	\$233,600	--

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

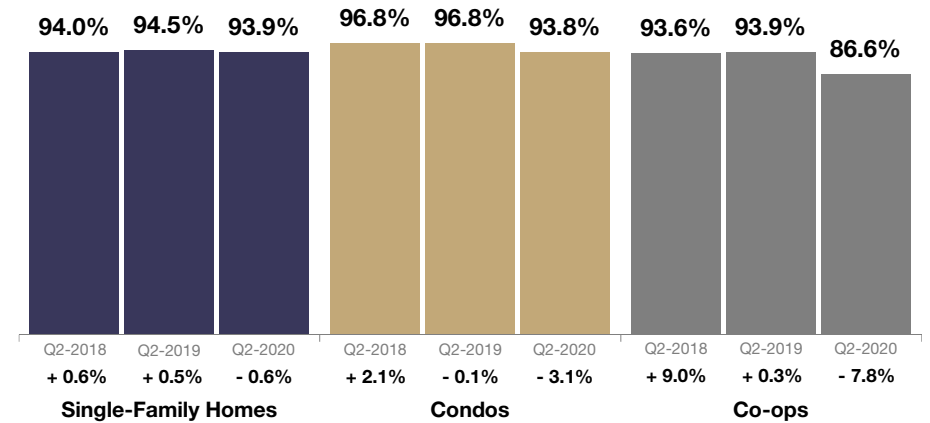
Percent of Original List Price Received

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.

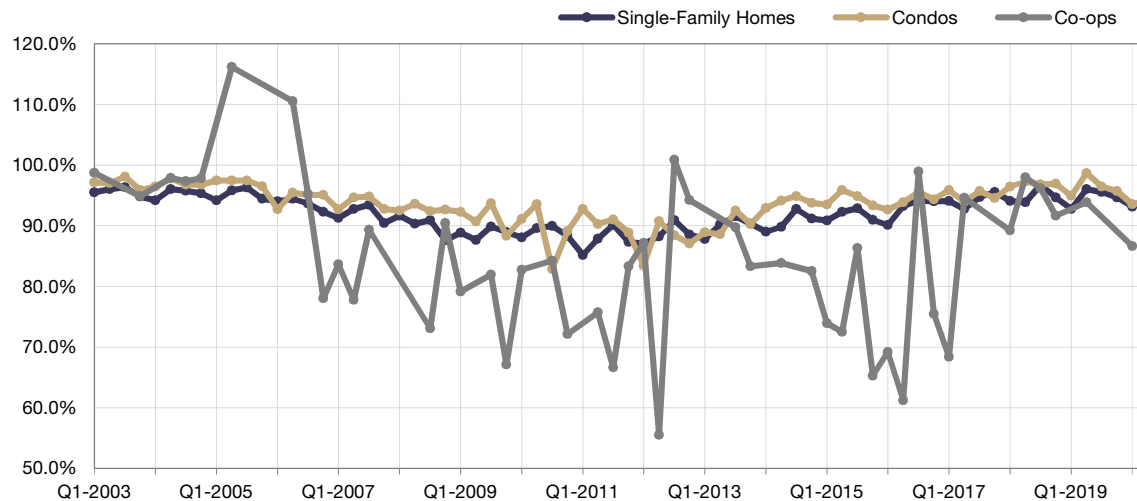
Q2-2020



Year to Date



Historical Percent of Original List Price Received by Quarter



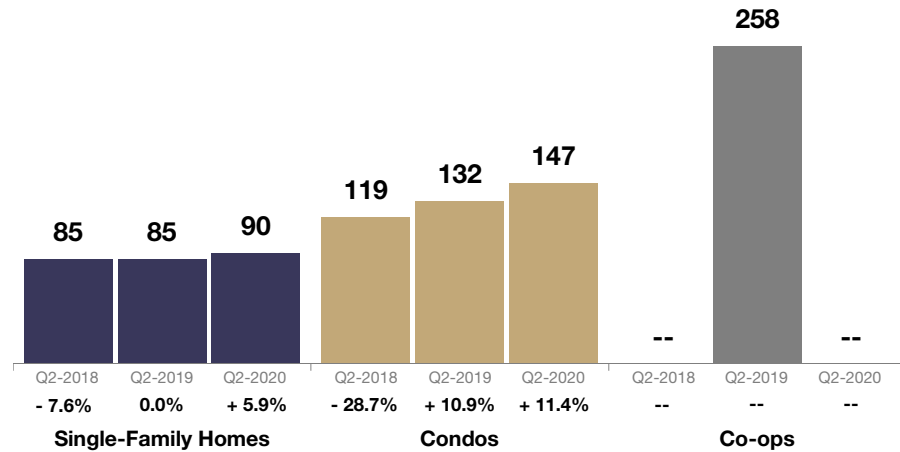
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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%
Q2-2020	94.6%	94.2%	--

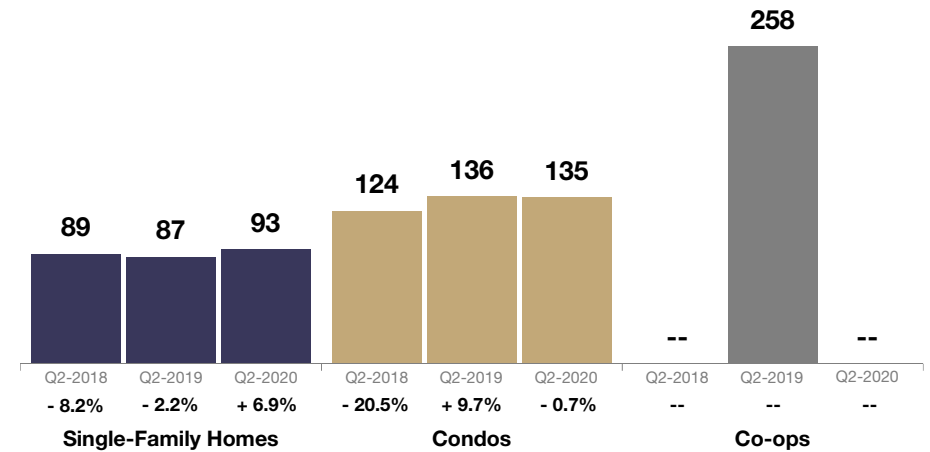
Housing Affordability Index

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.

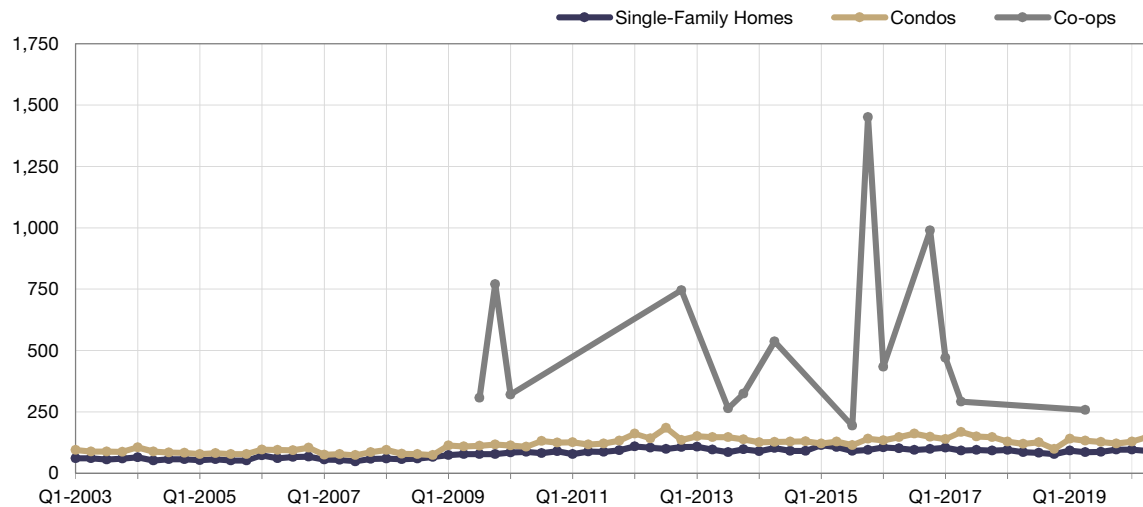
Q2-2020



Year to Date



Historical Housing Affordability Index by Quarter



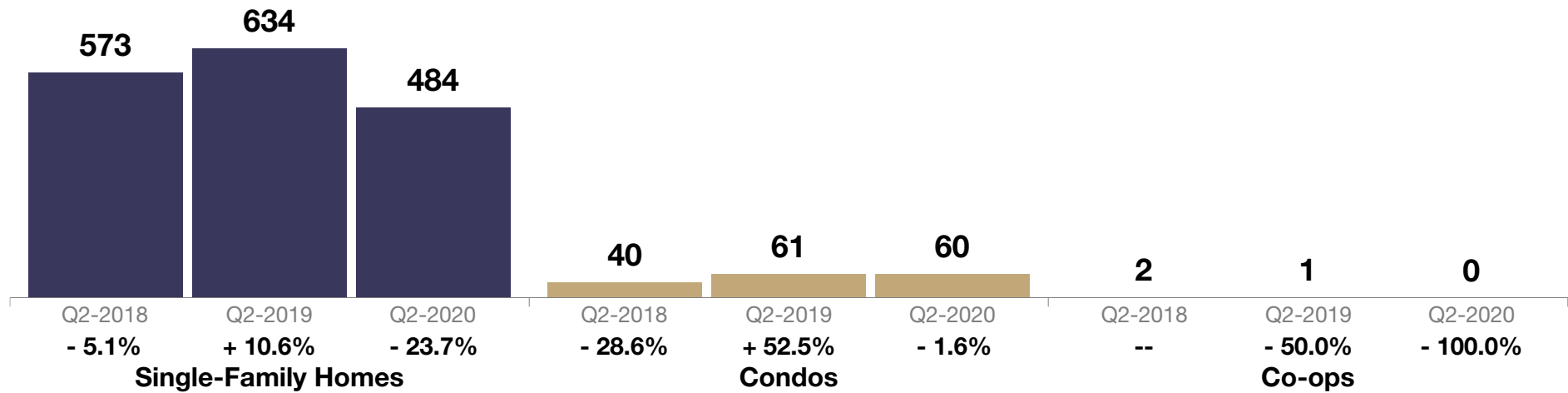
Quarter	Single-Family Homes	Condos	Co-ops
Q3-2017	94	149	--
Q4-2017	92	147	--
Q1-2018	94	129	--
Q2-2018	85	119	--
Q3-2018	83	126	--
Q4-2018	77	99	--
Q1-2019	92	140	--
Q2-2019	85	132	258
Q3-2019	86	127	--
Q4-2019	96	120	--
Q1-2020	96	129	--
Q2-2020	90	147	--

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

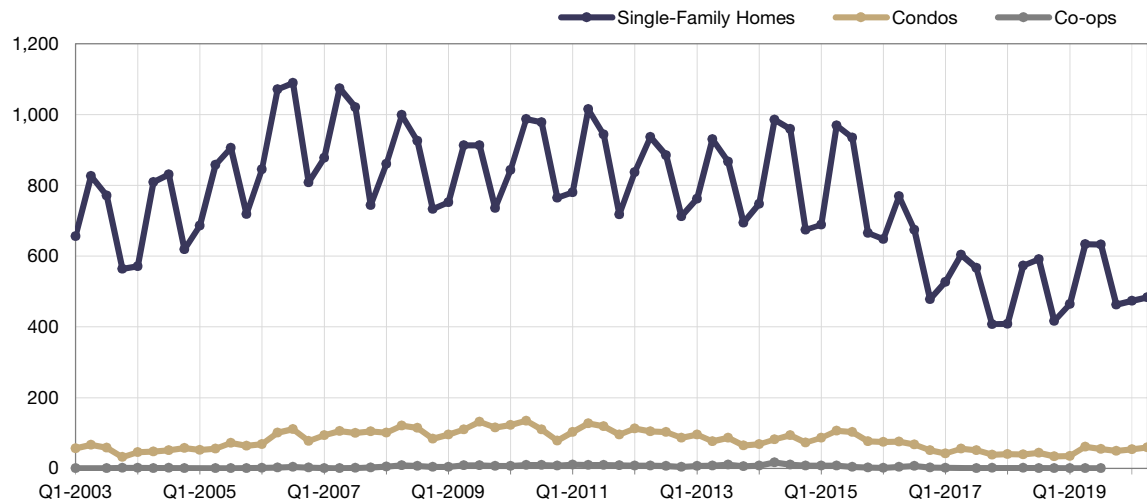
Inventory of Homes for Sale

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

Q2-2020



Historical Inventory of Homes for Sale by Quarter



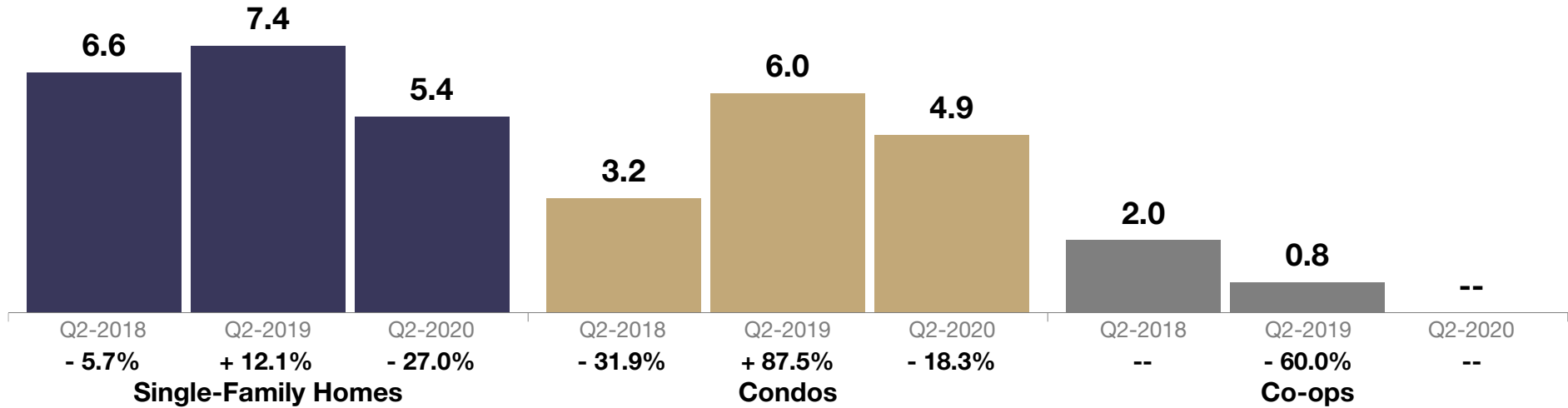
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2017	567	51	1
Q4-2017	408	39	2
Q1-2018	409	41	0
Q2-2018	573	40	2
Q3-2018	591	44	1
Q4-2018	417	34	1
Q1-2019	465	35	1
Q2-2019	634	61	1
Q3-2019	633	55	1
Q4-2019	463	50	0
Q1-2020	474	54	0
Q2-2020	484	60	0

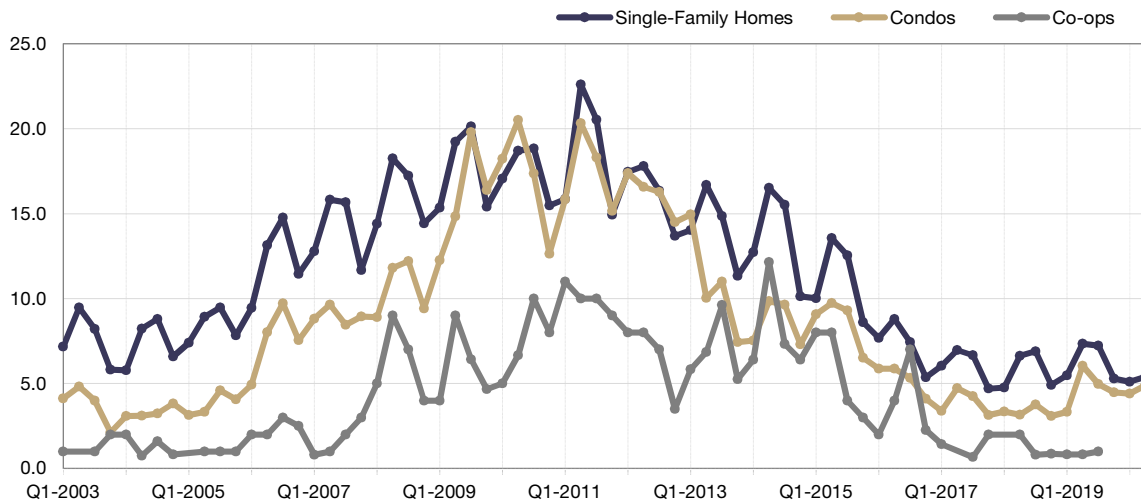
Months Supply of Inventory

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

Q2-2020



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
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	7.4	6.0	0.8
Q3-2019	7.2	5.0	1.0
Q4-2019	5.3	4.5	--
Q1-2020	5.1	4.4	--
Q2-2020	5.4	4.9	--

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	Q2-2019	Q2-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings	<p>470, 322, 371, 626, 509, 314, 419, 729, 545, 341, 451, 446</p> <p>Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020</p>	729	446	- 38.8%	1,148	897	- 21.9%
Pending Sales	<p>333, 283, 238, 339, 313, 267, 231, 351, 338, 267, 307, 314</p> <p>Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020</p>	351	314	- 10.5%	582	621	+ 6.7%
Closed Sales	<p>338, 307, 260, 267, 340, 321, 230, 271, 362, 316, 259, 258</p> <p>Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020</p>	271	258	- 4.8%	501	517	+ 3.2%
Days on Market	<p>86, 90, 97, 93, 74, 80, 88, 75, 72, 72, 86, 91</p> <p>Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020</p>	75	91	+ 21.3%	81	89	+ 9.9%
Median Sales Price	<p>\$325,000, \$333,484, \$310,000, \$335,900, \$340,000, \$350,000, \$317,500, \$350,000, \$360,000, \$330,000, \$324,900, \$340,000</p> <p>Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020</p>	\$350,000	\$340,000	- 2.9%	\$335,000	\$327,000	- 2.4%
Average Sales Price	<p>\$351,130, \$372,825, \$341,884, \$378,654, \$389,193, \$388,195, \$328,224, \$375,119, \$393,021, \$368,340, \$355,680, \$369,356</p> <p>Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020</p>	\$375,119	\$369,356	- 1.5%	\$353,692	\$362,510	+ 2.5%
Pct. of Orig. Price Received	<p>94.8%, 95.4%, 94.4%, 94.4%, 96.7%, 94.9%, 93.0%, 96.2%, 95.7%, 94.8%, 93.1%, 94.5%</p> <p>Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020</p>	96.2%	94.5%	- 1.8%	94.7%	93.8%	- 1.0%
Housing Affordability Index	<p>98, 95, 98, 89, 88, 81, 96, 88, 90, 99, 99, 95</p> <p>Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020</p>	88	95	+ 8.0%	92	99	+ 7.6%
Inventory of Homes for Sale	<p>619, 449, 450, 615, 636, 452, 501, 696, 689, 513, 528, 544</p> <p>Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020</p>	696	544	- 21.8%	--	--	--
Months Supply of Inventory	<p>6.3, 4.5, 4.6, 6.2, 6.5, 4.7, 5.2, 7.2, 7.0, 5.2, 5.0, 5.3</p> <p>Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020</p>	7.2	5.3	- 26.4%	--	--	--