

# Quarterly Indicators

## Ulster 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 up 6.4 percent to 133.
- Condos Closed Sales were down 100.0 percent to 0.
- Co-ops Closed Sales finished the month at 0.
- Single-Family Median Sales Price increased 20.5 percent to \$265,000.
- Condos Median Sales Price could not be calculated due to no activity.
- 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

**+ 3.9%**      **- 19.5%**      **+ 20.5%**

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	Q2-2019	Q2-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		301	256	- 15.0%	509	449	- 11.8%
<b>Pending Sales</b>		149	176	+ 18.1%	265	328	+ 23.8%
<b>Closed Sales</b>		125	133	+ 6.4%	218	261	+ 19.7%
<b>Days on Market</b>		110	119	+ 8.2%	107	107	0.0%
<b>Median Sales Price</b>		\$220,000	\$265,000	+ 20.5%	\$221,000	\$245,000	+ 10.9%
<b>Average Sales Price</b>		\$225,853	\$299,378	+ 32.6%	\$226,136	\$265,769	+ 17.5%
<b>Pct. of Orig. Price Received</b>		92.9%	94.7%	+ 1.9%	92.1%	93.8%	+ 1.8%
<b>Housing Affordability Index</b>		167	144	- 13.8%	166	156	- 6.0%
<b>Inventory of Homes for Sale</b>		368	291	- 20.9%	--	--	--
<b>Months Supply of Inventory</b>		8.6	5.5	- 36.0%	--	--	--

# 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
<b>New Listings</b>		5	4	- 20.0%	12	7	- 41.7%
<b>Pending Sales</b>		6	1	- 83.3%	11	3	- 72.7%
<b>Closed Sales</b>		3	0	- 100.0%	10	2	- 80.0%
<b>Days on Market</b>		122	--	--	85	68	- 20.0%
<b>Median Sales Price</b>		\$155,000	--	--	\$156,000	\$160,000	+ 2.6%
<b>Average Sales Price</b>		\$200,000	--	--	\$174,000	\$160,000	- 8.0%
<b>Pct. of Orig. Price Received</b>		92.4%	--	--	91.4%	99.1%	+ 8.4%
<b>Housing Affordability Index</b>		237	--	--	235	239	+ 1.7%
<b>Inventory of Homes for Sale</b>		1	6	+ 500.0%	--	--	--
<b>Months Supply of Inventory</b>		0.4	3.8	+ 850.0%	--	--	--

# 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.

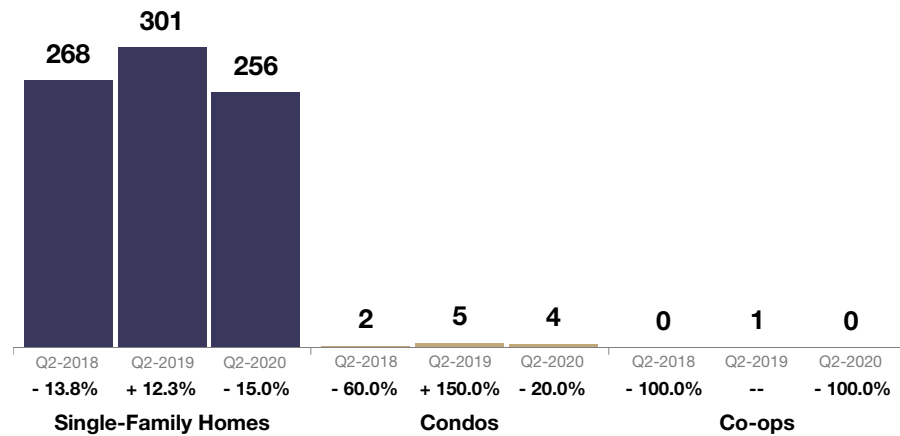


Key Metrics	Historical Sparkbars						Q2-2019	Q2-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>	0	0	0	1	0	0	1	0	- 100.0%	1	0	- 100.0%
	Q3-2017	Q1-2018	Q3-2018	Q1-2019	Q3-2019	Q1-2020						
<b>Pending Sales</b>	0	0	0	1	0	0	0	0	--	1	1	0.0%
	Q3-2017	Q1-2018	Q3-2018	Q1-2019	Q3-2019	Q1-2020						
<b>Closed Sales</b>	1	0	0	1	0	0	0	0	--	1	1	0.0%
	Q3-2017	Q1-2018	Q3-2018	Q1-2019	Q3-2019	Q1-2020						
<b>Days on Market</b>	41	0	0	230	0	0	--	--	--	230	113	- 50.9%
	Q3-2017	Q1-2018	Q3-2018	Q1-2019	Q3-2019	Q1-2020						
<b>Median Sales Price</b>	\$205,000	\$0	\$0	\$90,000	\$0	\$0	--	--	--	\$90,000	\$112,500	+ 25.0%
	Q3-2017	Q1-2018	Q3-2018	Q1-2019	Q3-2019	Q1-2020						
<b>Average Sales Price</b>	\$205,000	\$0	\$0	\$90,000	\$0	\$0	--	--	--	\$90,000	\$112,500	+ 25.0%
	Q3-2017	Q1-2018	Q3-2018	Q1-2019	Q3-2019	Q1-2020						
<b>Pct. of Orig. Price Received</b>	95.3%	0.0%	0.0%	72.1%	0.0%	0.0%	--	--	--	72.1%	96.2%	+ 33.4%
	Q3-2017	Q1-2018	Q3-2018	Q1-2019	Q3-2019	Q1-2020						
<b>Housing Affordability Index</b>	0	0	0	0	0	0	--	--	--	--	--	--
	Q3-2017	Q1-2018	Q3-2018	Q1-2019	Q3-2019	Q1-2020						
<b>Inventory of Homes for Sale</b>	0	0	0	1	1	0	1	1	0.0%	--	--	--
	Q3-2017	Q1-2018	Q3-2018	Q1-2019	Q3-2019	Q1-2020						
<b>Months Supply of Inventory</b>	0.0	0.0	0.0	0.0	1.0	1.0	1.0	1.0	0.0%	--	--	--
	Q3-2017	Q1-2018	Q3-2018	Q1-2019	Q3-2019	Q1-2020						

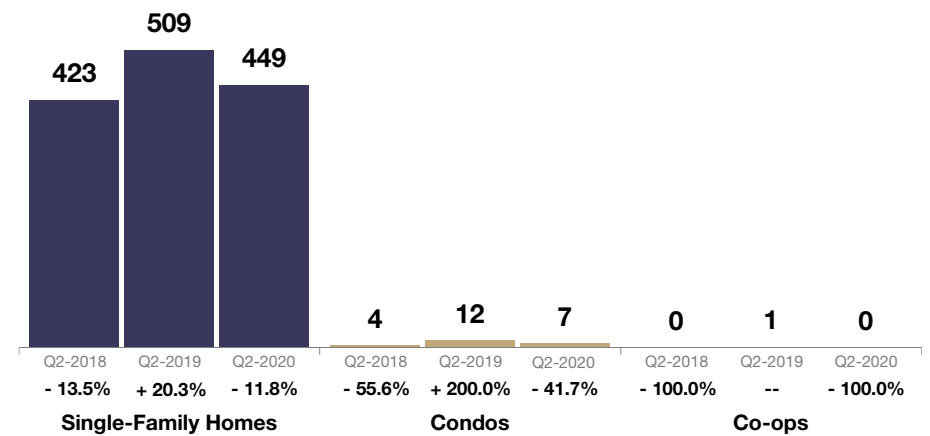
# New Listings

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

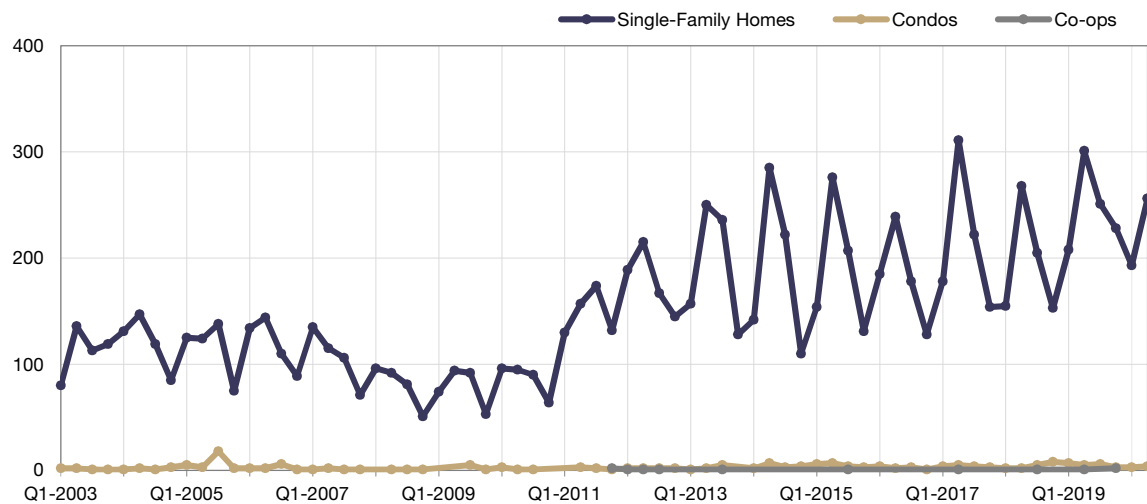
## Q2-2020



## Year to Date



## Historical New Listings by Quarter



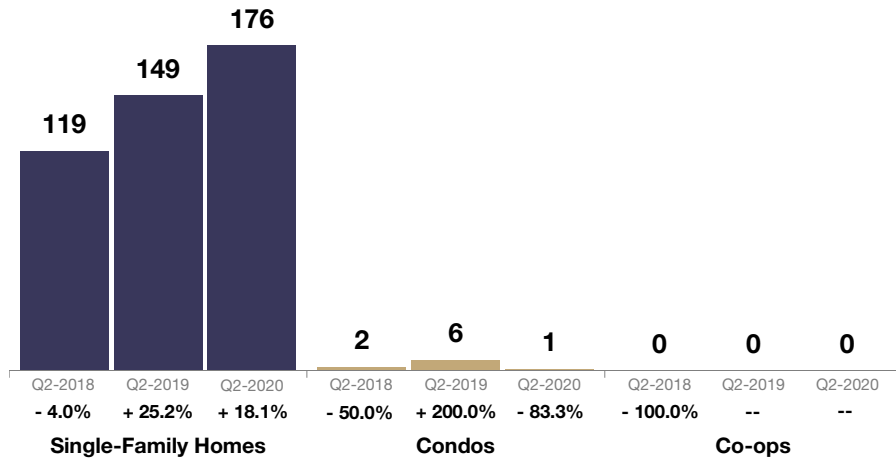
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2017	222	4	0
Q4-2017	154	3	0
Q1-2018	155	2	0
Q2-2018	268	2	0
Q3-2018	205	5	1
Q4-2018	153	8	0
Q1-2019	208	7	0
Q2-2019	301	5	1
Q3-2019	251	6	0
Q4-2019	228	3	2
Q1-2020	193	3	0
<b>Q2-2020</b>	<b>256</b>	<b>4</b>	<b>0</b>

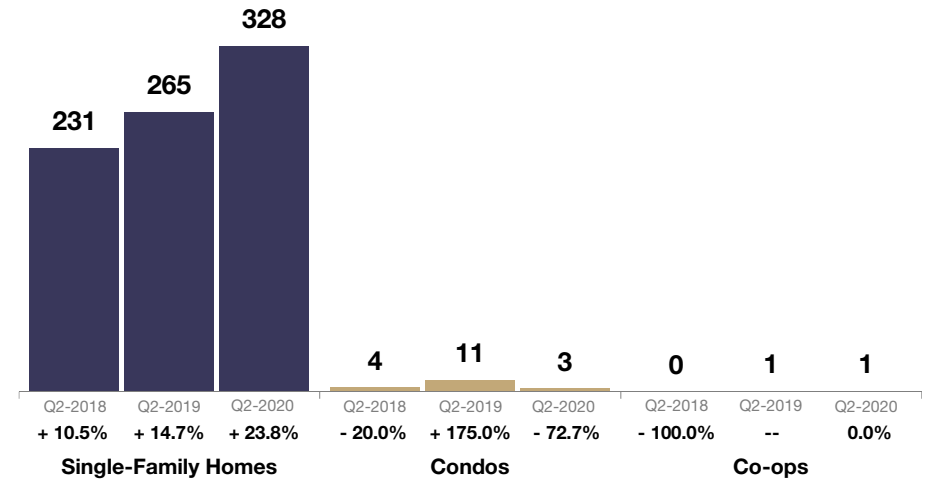
# Pending Sales

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

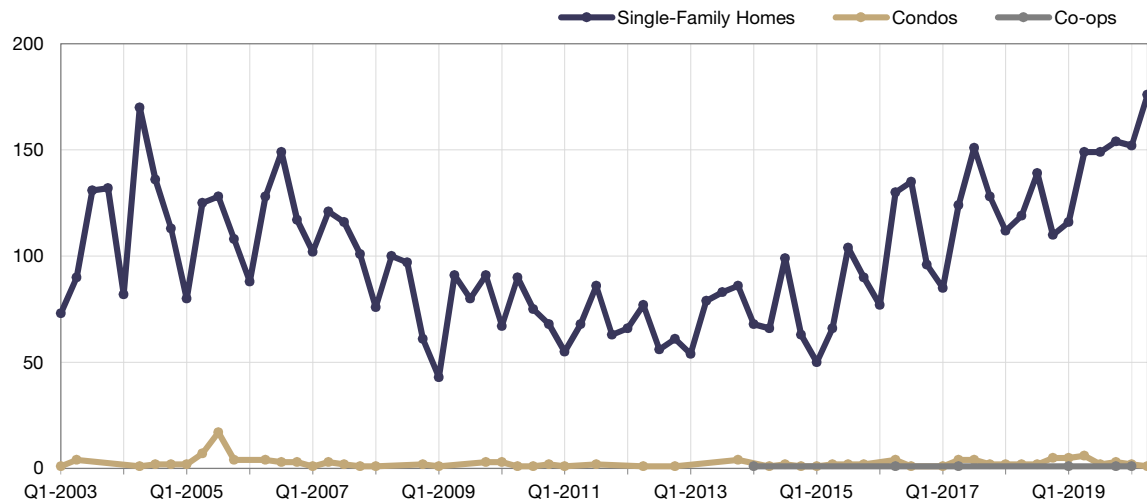
## Q2-2020



## Year to Date



## Historical Pending Sales by Quarter



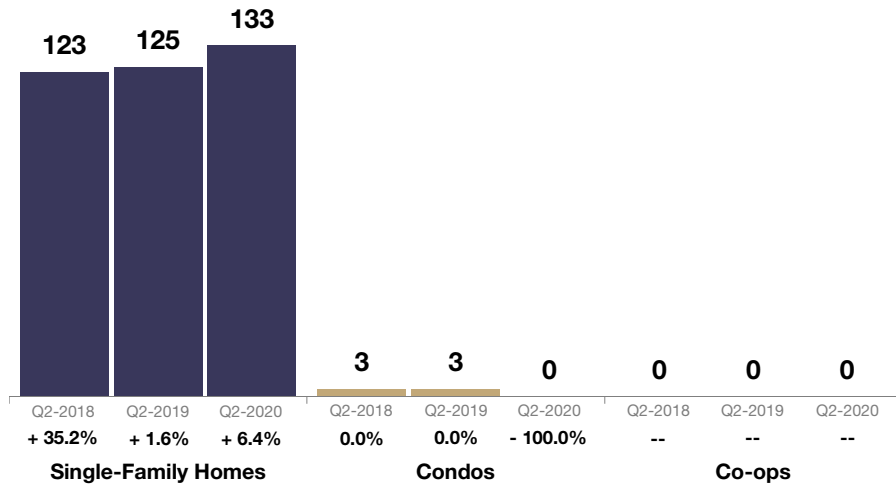
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2017	151	4	0
Q4-2017	128	2	0
Q1-2018	112	2	0
Q2-2018	119	2	0
Q3-2018	139	2	0
Q4-2018	110	5	0
Q1-2019	116	5	1
Q2-2019	149	6	0
Q3-2019	149	2	0
Q4-2019	154	3	1
Q1-2020	152	2	1
<b>Q2-2020</b>	<b>176</b>	<b>1</b>	<b>0</b>

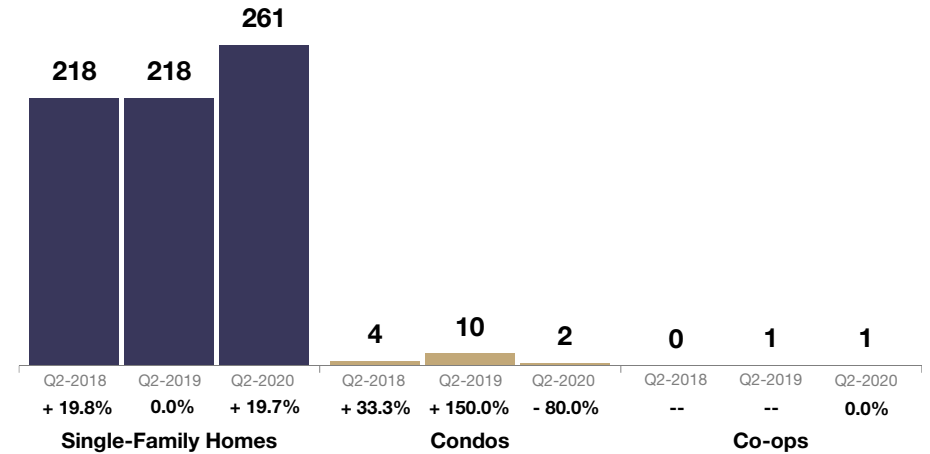
# Closed Sales

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

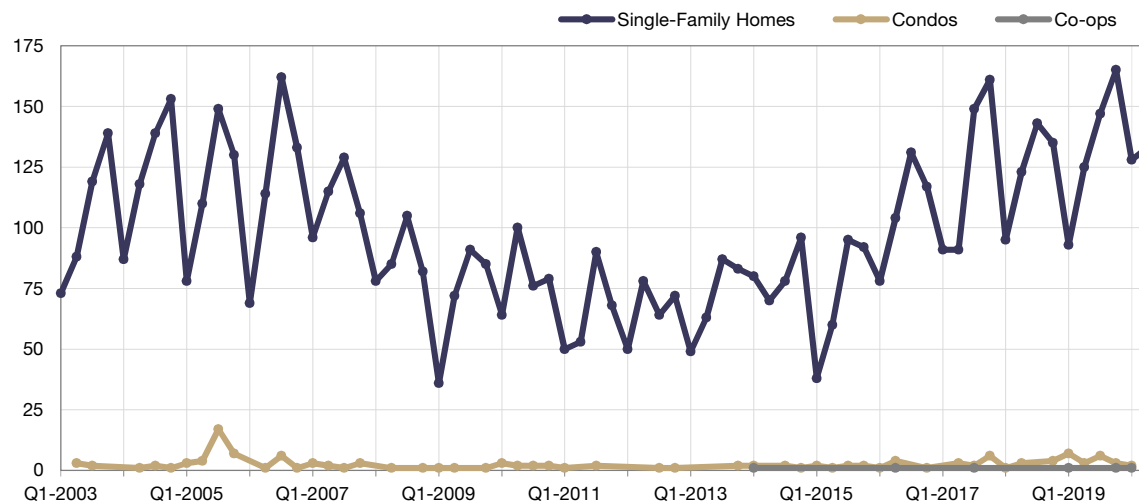
## Q2-2020



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## Historical Closed Sales by Quarter



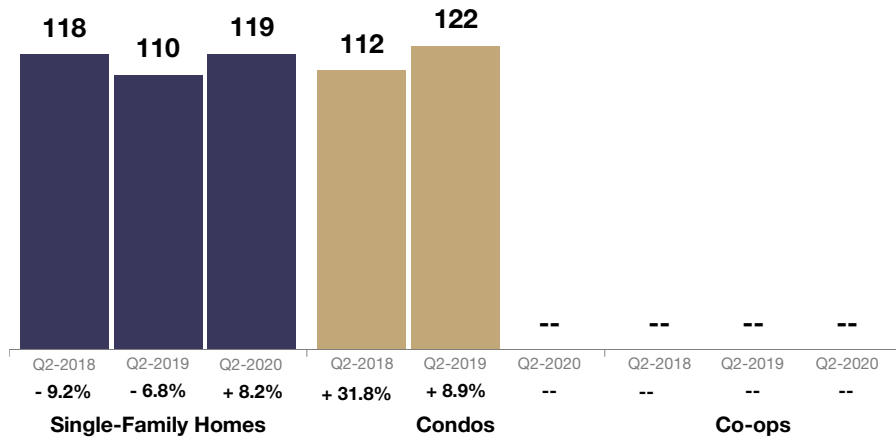
Quarter	Single-Family Homes	Condos	Co-ops
Q3-2017	149	2	1
Q4-2017	161	6	0
Q1-2018	95	1	0
Q2-2018	123	3	0
Q3-2018	143	0	0
Q4-2018	135	4	0
Q1-2019	93	7	1
Q2-2019	125	3	0
Q3-2019	147	6	0
Q4-2019	165	3	1
Q1-2020	128	2	1
<b>Q2-2020</b>	<b>133</b>	<b>0</b>	<b>0</b>

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

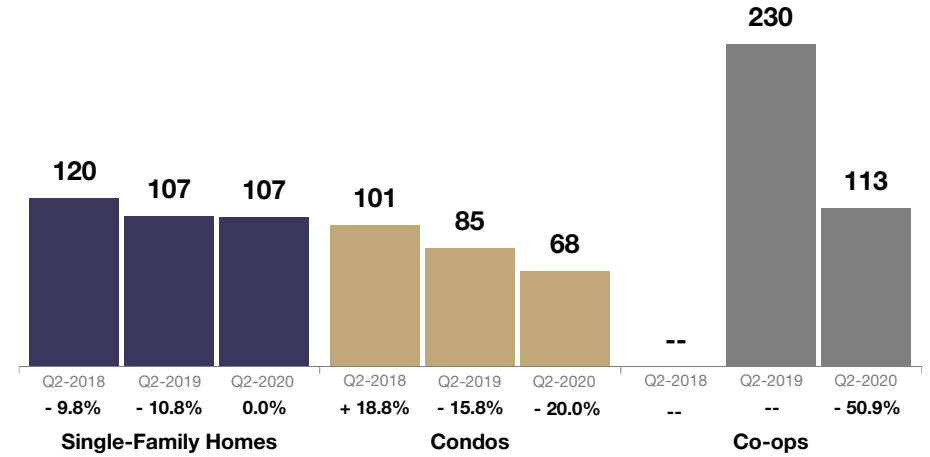
# Days on Market Until Sale

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

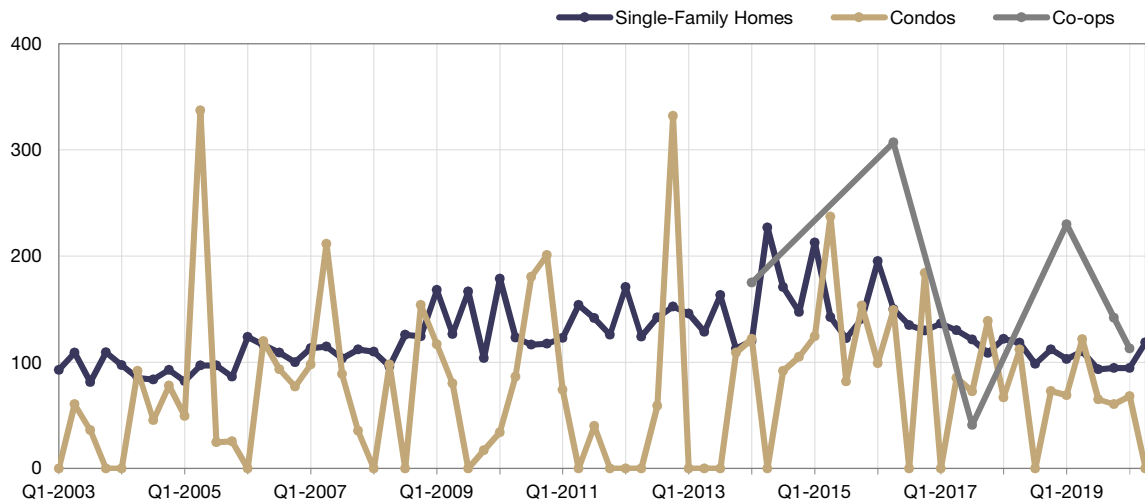
## Q2-2020



## 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.

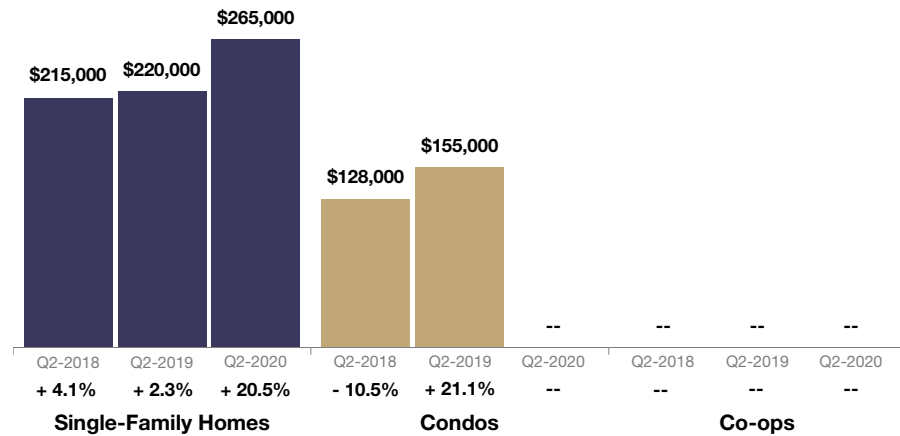
Quarter	Single-Family Homes	Condos	Co-ops
Q3-2017	121	73	41
Q4-2017	109	139	--
Q1-2018	122	67	--
Q2-2018	118	112	--
Q3-2018	99	--	--
Q4-2018	112	73	--
Q1-2019	103	69	230
Q2-2019	110	122	--
Q3-2019	93	65	--
Q4-2019	95	61	142
Q1-2020	95	68	113
<b>Q2-2020</b>	<b>119</b>	<b>--</b>	<b>--</b>



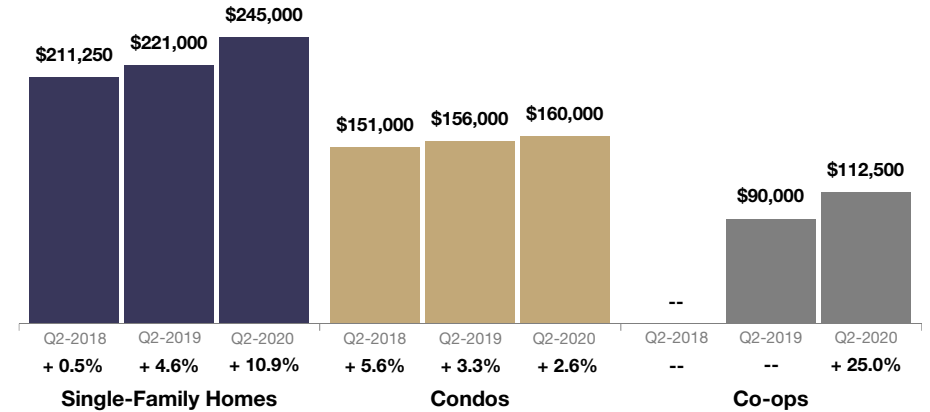
# Median Sales Price

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

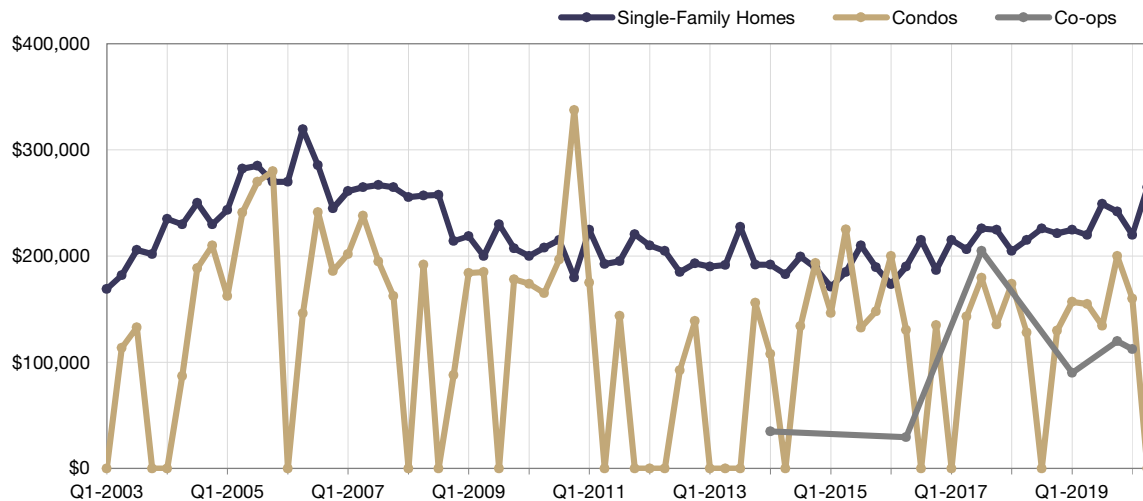
## Q2-2020



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## Historical Median Sales Price by Quarter



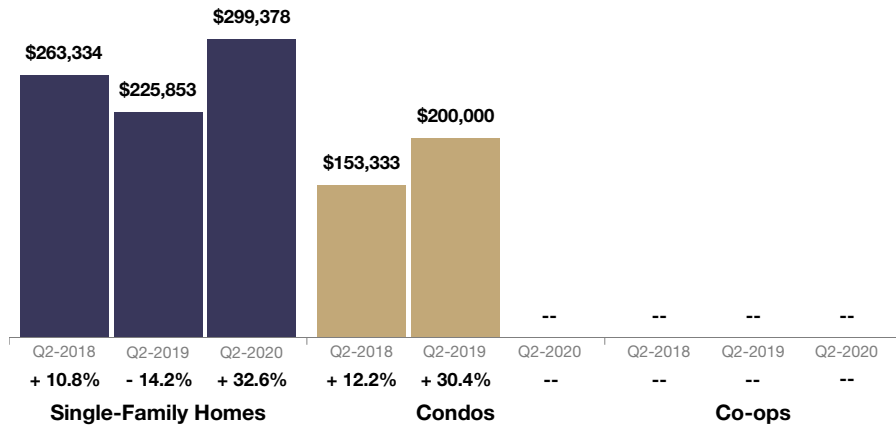
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2017	\$226,000	\$179,500	\$205,000
Q4-2017	\$224,900	\$135,500	--
Q1-2018	\$205,000	\$174,000	--
Q2-2018	\$215,000	\$128,000	--
Q3-2018	\$226,000	--	--
Q4-2018	\$221,500	\$129,900	--
Q1-2019	\$224,781	\$157,000	\$90,000
Q2-2019	\$220,000	\$155,000	--
Q3-2019	\$249,100	\$134,500	--
Q4-2019	\$242,050	\$200,000	\$120,000
Q1-2020	\$219,950	\$160,000	\$112,500
<b>Q2-2020</b>	<b>\$265,000</b>	--	--

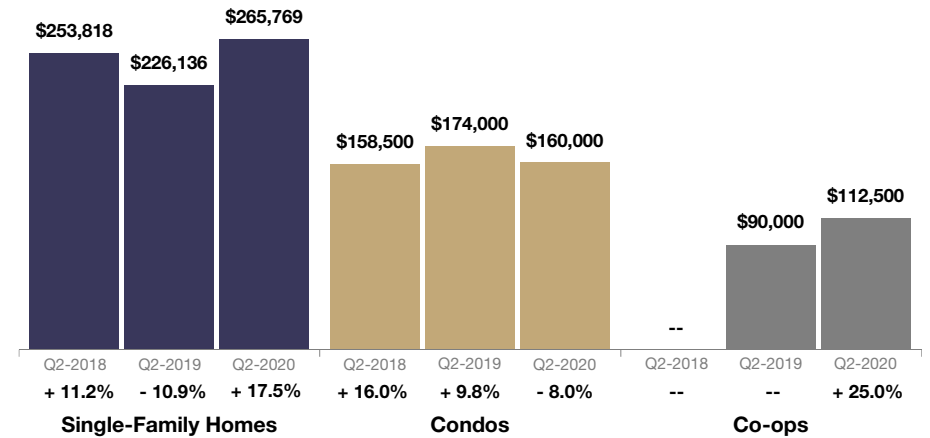
# Average Sales Price

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

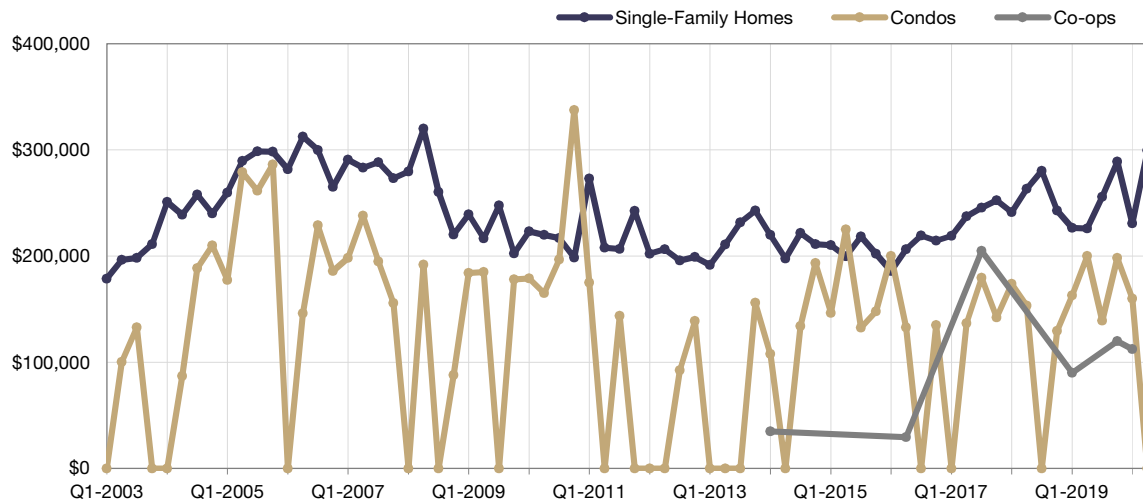
## Q2-2020



## Year to Date



## Historical Average Sales Price by Quarter



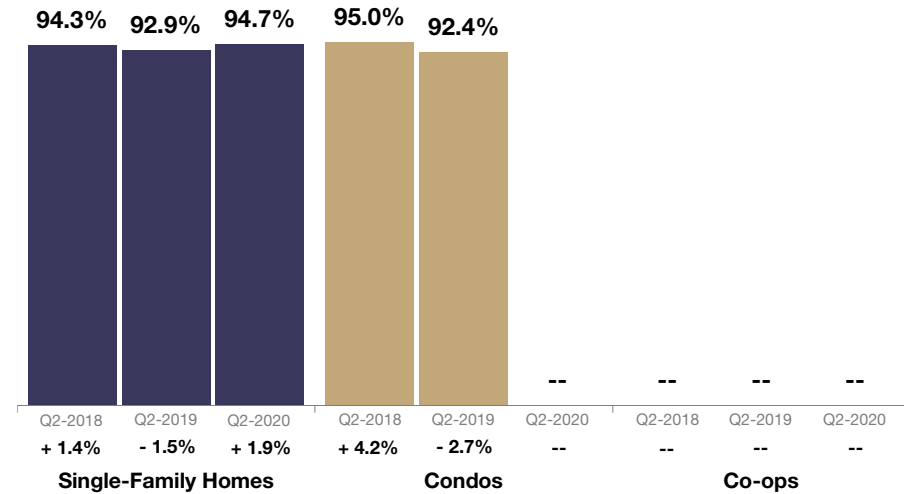
Quarter	Single-Family Homes	Condos	Co-ops
Q3-2017	\$245,443	\$179,500	\$205,000
Q4-2017	\$252,369	\$142,167	--
Q1-2018	\$241,233	\$174,000	--
Q2-2018	\$263,334	\$153,333	--
Q3-2018	\$280,099	--	--
Q4-2018	\$242,965	\$129,600	--
Q1-2019	\$226,517	\$162,857	\$90,000
Q2-2019	\$225,853	\$200,000	--
Q3-2019	\$255,774	\$139,333	--
Q4-2019	\$289,013	\$198,333	\$120,000
Q1-2020	\$230,848	\$160,000	\$112,500
<b>Q2-2020</b>	<b>\$299,378</b>	--	--

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

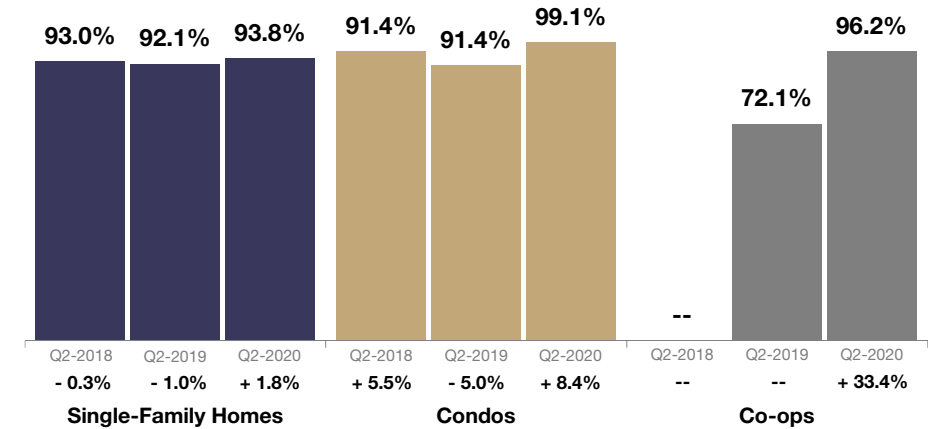
# Percent of Original List Price Received

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.

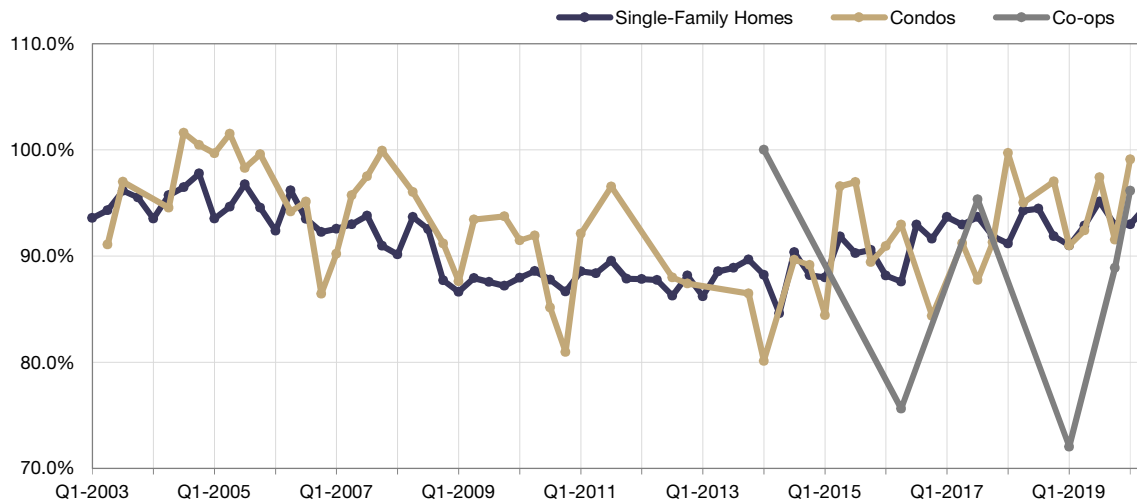
## Q2-2020



## Year to Date



## Historical Percent of Original List Price Received by Quarter



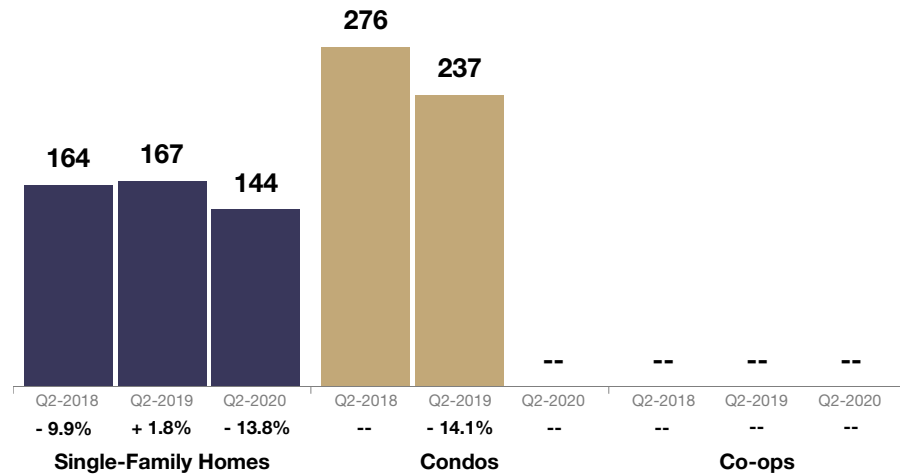
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2017	93.7%	87.8%	95.3%
Q4-2017	91.9%	91.3%	--
Q1-2018	91.2%	99.7%	--
Q2-2018	94.3%	95.0%	--
Q3-2018	94.5%	--	--
Q4-2018	91.9%	97.0%	--
Q1-2019	91.0%	91.0%	72.1%
Q2-2019	92.9%	92.4%	--
Q3-2019	95.1%	97.4%	--
Q4-2019	92.9%	91.5%	88.9%
Q1-2020	93.0%	99.1%	96.2%
<b>Q2-2020</b>	<b>94.7%</b>	--	--

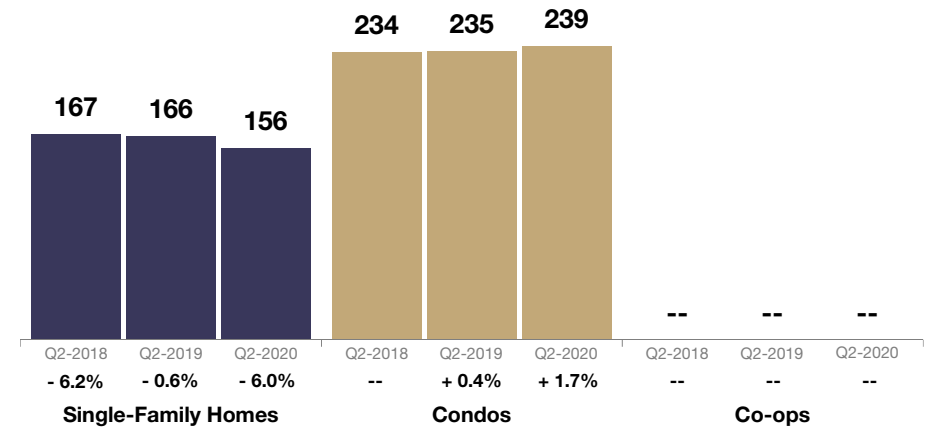
# Housing Affordability Index

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.

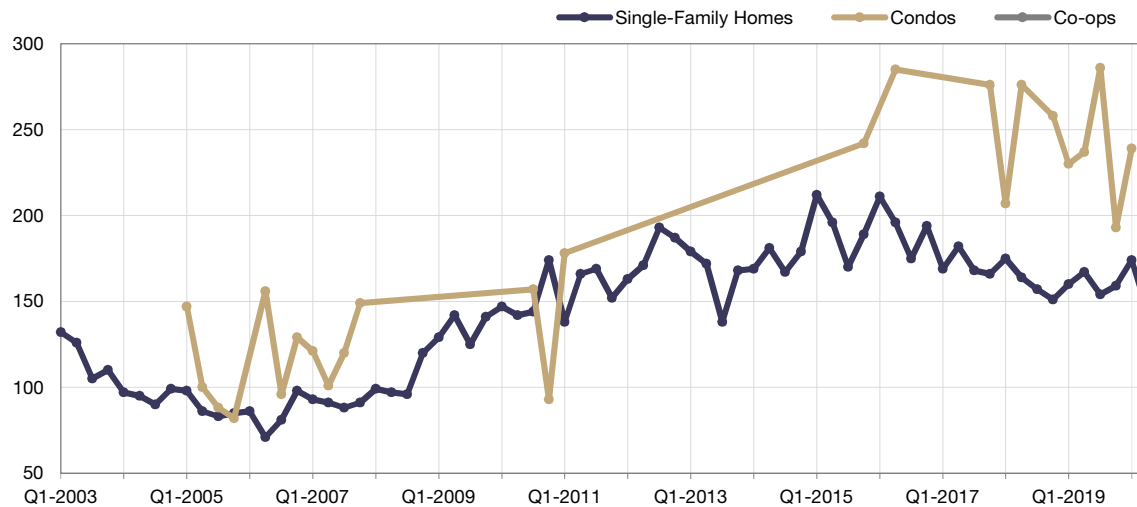
## Q2-2020



## Year to Date



## Historical Housing Affordability Index by Quarter



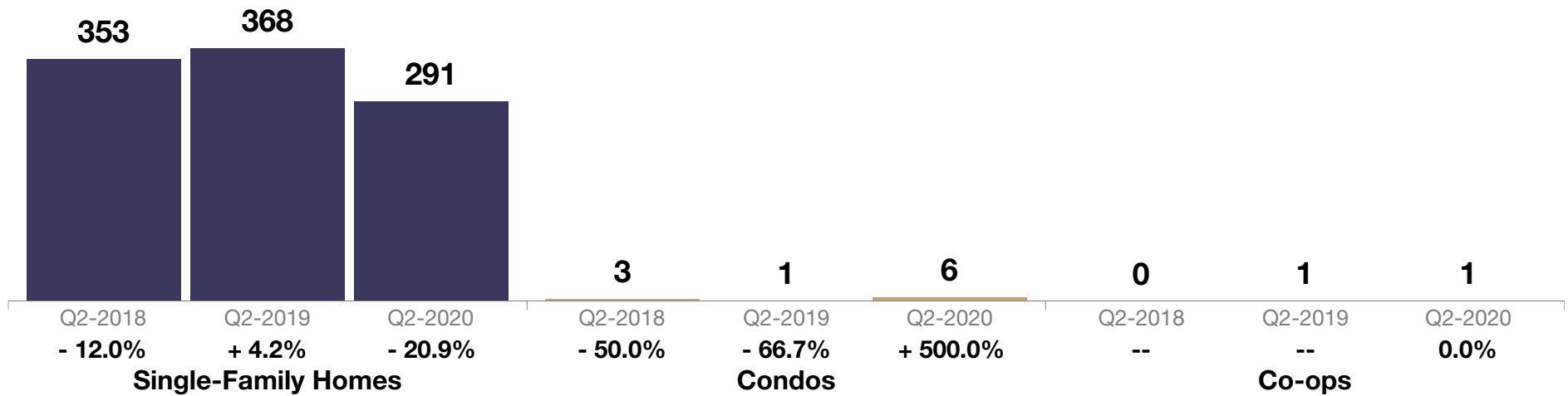
Quarter	Single-Family Homes	Condos	Co-ops
Q3-2017	168	--	--
Q4-2017	166	276	--
Q1-2018	175	207	--
Q2-2018	164	276	--
Q3-2018	157	--	--
Q4-2018	151	258	--
Q1-2019	160	230	--
Q2-2019	167	237	--
Q3-2019	154	286	--
Q4-2019	159	193	--
Q1-2020	174	239	--
<b>Q2-2020</b>	<b>144</b>	<b>--</b>	<b>--</b>

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

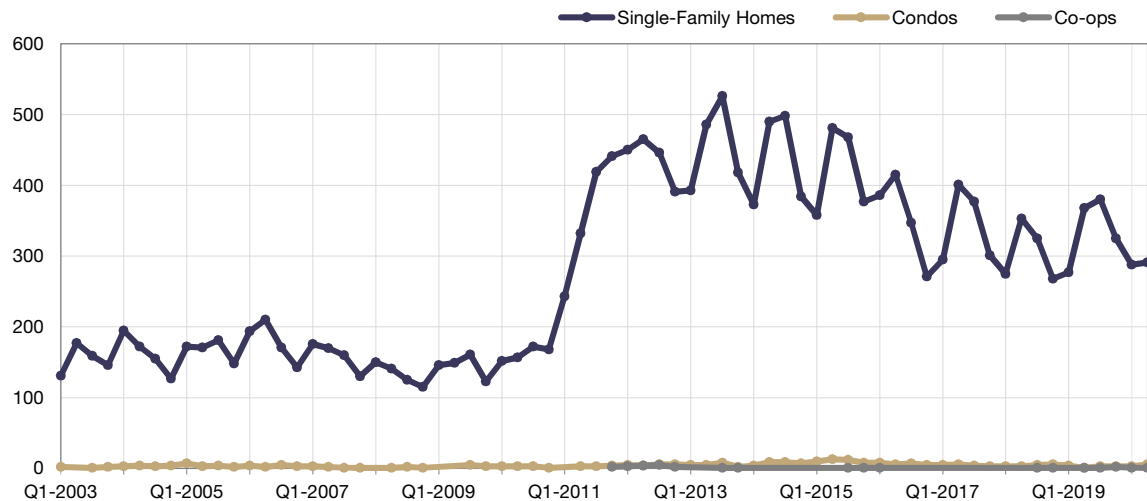
# Inventory of Homes for Sale

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



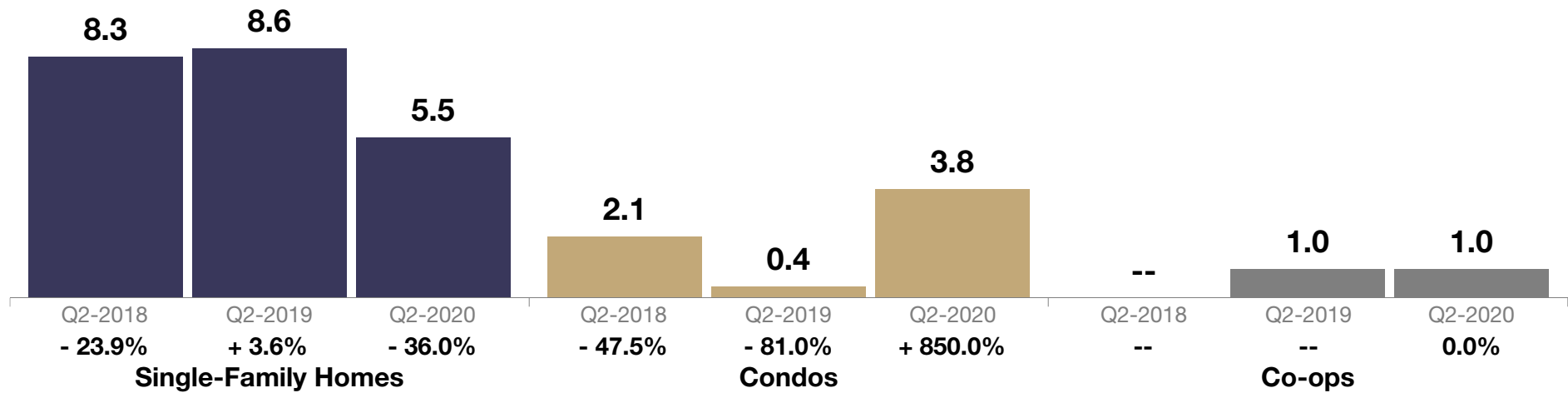
Quarter	Single-Family Homes	Condos	Co-ops
Q3-2017	377	4	0
Q4-2017	301	3	0
Q1-2018	275	3	0
Q2-2018	353	3	0
Q3-2018	325	5	1
Q4-2018	268	6	1
Q1-2019	277	4	0
Q2-2019	368	1	1
Q3-2019	380	3	1
Q4-2019	325	3	2
Q1-2020	288	3	1
<b>Q2-2020</b>	<b>291</b>	<b>6</b>	<b>1</b>

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

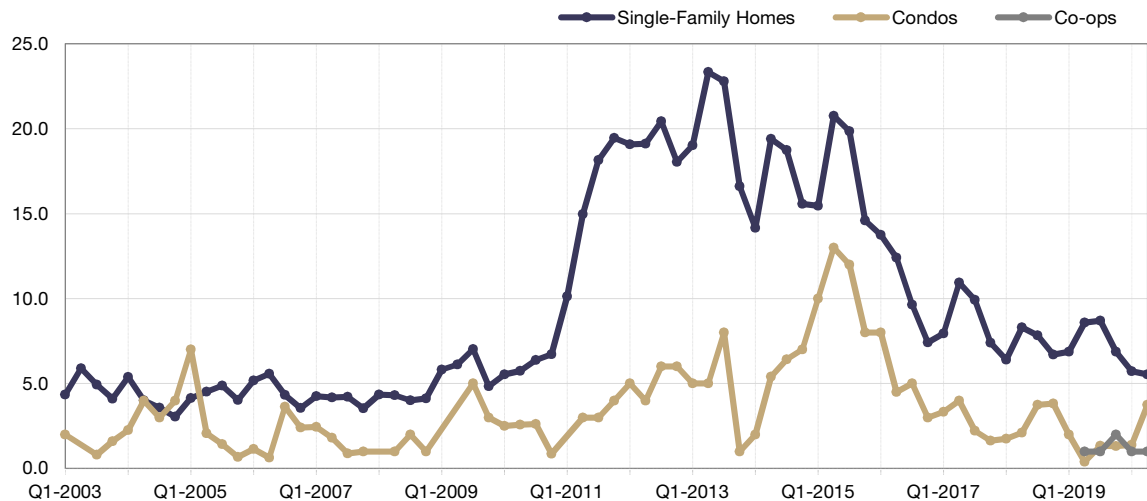
# Months Supply of Inventory

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.

## Q2-2020



## Historical Months Supply of Inventory by Quarter



Quarter	Single-Family Homes	Condos	Co-ops
Q3-2017	9.9	2.2	--
Q4-2017	7.4	1.6	--
Q1-2018	6.4	1.8	--
Q2-2018	8.3	2.1	--
Q3-2018	7.8	3.8	--
Q4-2018	6.7	3.8	--
Q1-2019	6.9	2.0	--
Q2-2019	8.6	0.4	1.0
Q3-2019	8.7	1.3	1.0
Q4-2019	6.9	1.3	2.0
Q1-2020	5.7	1.4	1.0
<b>Q2-2020</b>	<b>5.5</b>	<b>3.8</b>	<b>1.0</b>

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

# 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
<b>New Listings</b>		307	260	- 15.3%	522	456	- 12.6%
<b>Pending Sales</b>		155	177	+ 14.2%	277	332	+ 19.9%
<b>Closed Sales</b>		128	133	+ 3.9%	229	264	+ 15.3%
<b>Days on Market</b>		110	119	+ 8.2%	107	107	0.0%
<b>Median Sales Price</b>		\$220,000	\$265,000	+ 20.5%	\$218,000	\$240,000	+ 10.1%
<b>Average Sales Price</b>		\$225,242	\$299,378	+ 32.9%	\$223,239	\$264,387	+ 18.4%
<b>Pct. of Orig. Price Received</b>		92.9%	94.7%	+ 1.9%	92.0%	93.9%	+ 2.1%
<b>Housing Affordability Index</b>		167	144	- 13.8%	168	159	- 5.4%
<b>Inventory of Homes for Sale</b>		370	298	- 19.5%	--	--	--
<b>Months Supply of Inventory</b>		8.3	5.6	- 32.5%	--	--	--