

Quarterly Indicators

Rockland County



Q4-2020

Q4 continued the rebound in housing activity seen in the third quarter, with buyer activity remaining high while seller activity remains too little to bring supply into balance with demand in most market segments.

- Single-Family Closed Sales were up 58.0 percent to 839.
- Condos Closed Sales were up 47.6 percent to 217.
- Co-ops Closed Sales remained flat at 25.

- Single-Family Median Sales Price increased 16.7 percent to \$525,000.
- Condos Median Sales Price increased 12.0 percent to \$280,000.
- Co-ops Median Sales Price increased 24.3 percent to \$87,000.

The 2021 housing market looks to start the year with continued strong buyer demand, near record-low mortgage rates, and limited supply of properties for sale in many market segments. While market fundamentals are strong, the resurgence of COVID-19 in recent weeks leaves some uncertainty on the potential impacts to the economy, the housing market, and the country overall as we wait for the deployment of the vaccines to bring back some stability and normalcy to society.

Quarterly Snapshot

+ 53.8% **- 38.5%** **+ 18.9%**

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.

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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	Q4-2019	Q4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings	<p>Q1-2018: 667, Q3-2018: 1,112, Q1-2019: 820, Q3-2019: 566, Q1-2020: 713, Q3-2020: 1,159, 918, 562, 730, 774, 1,093, 631</p>	562	631	+ 12.3%	3,352	3,228	- 3.7%
Pending Sales	<p>Q1-2018: 379, Q3-2018: 588, Q1-2019: 495, Q3-2019: 452, Q1-2020: 398, Q3-2020: 608, 606, 465, 411, 514, 929, 709</p>	465	709	+ 52.5%	2,077	2,563	+ 23.4%
Closed Sales	<p>Q1-2018: 361, Q3-2018: 470, Q1-2019: 595, Q3-2019: 495, Q1-2020: 393, Q3-2020: 461, 643, 531, 452, 363, 677, 839</p>	531	839	+ 58.0%	2,028	2,331	+ 14.9%
Days on Market	<p>Q1-2018: 87, Q3-2018: 82, Q1-2019: 63, Q3-2019: 73, Q1-2020: 88, Q3-2020: 89, 67, 79, 90, 78, 76, 63</p>	79	63	- 20.3%	79	75	- 5.1%
Median Sales Price	<p>Q1-2018: \$435,000, Q3-2018: \$468,750, Q1-2019: \$475,000, Q3-2019: \$454,000, Q1-2020: \$445,000, Q3-2020: \$450,000, \$475,000, \$450,000, \$489,000, \$475,000, \$510,000, \$525,000</p>	\$450,000	\$525,000	+ 16.7%	\$455,000	\$500,000	+ 9.9%
Average Sales Price	<p>Q1-2018: \$484,869, Q3-2018: \$509,587, Q1-2019: \$505,412, Q3-2019: \$481,961, Q1-2020: \$488,252, Q3-2020: \$492,293, \$497,380, \$482,365, \$489,154, \$514,532, \$549,691, \$573,850</p>	\$482,365	\$573,650	+ 18.9%	\$492,461	\$540,530	+ 9.8%
Pct. of Orig. Price Received	<p>Q1-2018: 95.1%, Q3-2018: 95.5%, Q1-2019: 95.7%, Q3-2019: 94.7%, Q1-2020: 93.8%, Q3-2020: 95.1%, 95.6%, 94.0%, 93.5%, 95.5%, 96.3%, 97.1%</p>	94.0%	97.1%	+ 3.3%	94.7%	95.9%	+ 1.3%
Housing Affordability Index	<p>Q1-2018: 71, Q3-2018: 64, Q1-2019: 63, Q3-2019: 65, Q1-2020: 68, Q3-2020: 70, 68, 72, 72, 71, 68, 68</p>	72	68	- 5.6%	71	71	0.0%
Inventory of Homes for Sale	<p>Q1-2018: 799, Q3-2018: 1,067, Q1-2019: 1,052, Q3-2019: 793, Q1-2020: 871, Q3-2020: 1,151, 1,102, 836, 887, 885, 797, 494</p>	836	494	- 40.9%	--	--	--
Months Supply of Inventory	<p>Q1-2018: 4.8, Q3-2018: 6.5, Q1-2019: 6.7, Q3-2019: 5.0, Q1-2020: 5.4, Q3-2020: 7.1, 6.4, 4.8, 5.1, 5.3, 4.1, 2.3</p>	4.8	2.3	- 52.1%	--	--	--

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	Q4-2019	Q4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings	<p>Q1-2018: 187, Q3-2018: 255, Q1-2019: 136, Q3-2019: 236, Q1-2020: 164, Q3-2020: 253</p>	155	187	+ 20.6%	778	799	+ 2.7%
Pending Sales	<p>Q1-2018: 121, Q3-2018: 181, Q1-2019: 105, Q3-2019: 146, Q1-2020: 95, Q3-2020: 236</p>	129	191	+ 48.1%	523	653	+ 24.9%
Closed Sales	<p>Q1-2018: 125, Q3-2018: 170, Q1-2019: 117, Q3-2019: 145, Q1-2020: 104, Q3-2020: 217</p>	147	217	+ 47.6%	532	571	+ 7.3%
Days on Market	<p>Q1-2018: 94, Q3-2018: 59, Q1-2019: 74, Q3-2019: 67, Q1-2020: 80, Q3-2020: 69</p>	79	69	- 12.7%	72	69	- 4.2%
Median Sales Price	<p>Q1-2018: \$225,000, Q3-2018: \$230,050, Q1-2019: \$231,438, Q3-2019: \$252,000, Q1-2020: \$254,000, Q3-2020: \$280,000</p>	\$250,000	\$280,000	+ 12.0%	\$247,250	\$265,000	+ 7.2%
Average Sales Price	<p>Q1-2018: \$280,716, Q3-2018: \$274,323, Q1-2019: \$282,310, Q3-2019: \$283,806, Q1-2020: \$285,712, Q3-2020: \$305,498</p>	\$259,016	\$335,212	+ 29.4%	\$279,731	\$306,961	+ 9.7%
Pct. of Orig. Price Received	<p>Q1-2018: 95.1%, Q3-2018: 96.4%, Q1-2019: 94.9%, Q3-2019: 95.1%, Q1-2020: 94.9%, Q3-2020: 96.8%</p>	94.5%	96.7%	+ 2.3%	95.1%	96.2%	+ 1.2%
Housing Affordability Index	<p>Q1-2018: 137, Q3-2018: 130, Q1-2019: 125, Q3-2019: 130, Q1-2020: 130, Q3-2020: 127</p>	130	127	- 2.3%	131	134	+ 2.3%
Inventory of Homes for Sale	<p>Q1-2018: 167, Q3-2018: 205, Q1-2019: 184, Q3-2019: 213, Q1-2020: 178, Q3-2020: 156</p>	170	106	- 37.6%	--	--	--
Months Supply of Inventory	<p>Q1-2018: 3.7, Q3-2018: 4.2, Q1-2019: 3.9, Q3-2019: 4.9, Q1-2020: 3.9, Q3-2020: 3.2</p>	3.9	1.9	- 51.3%	--	--	--

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.

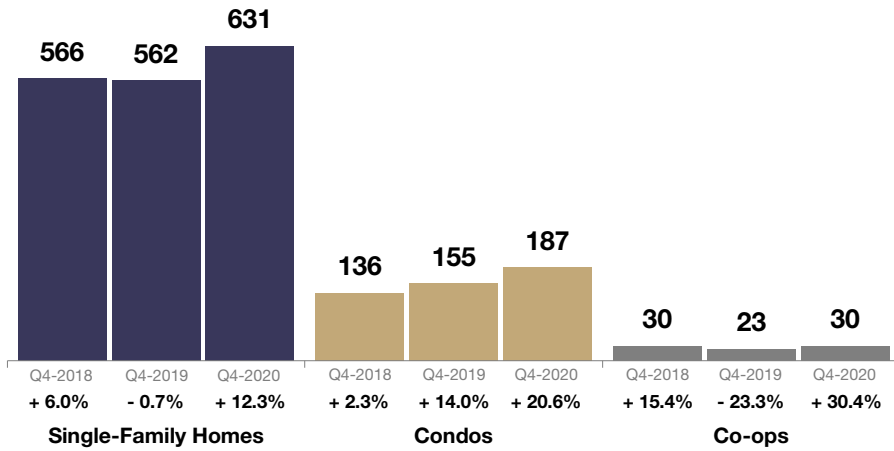


Key Metrics	Historical Sparkbars	Q4-2019	Q4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings	<p>Q1-2018: 31, Q3-2018: 42, Q1-2019: 41, Q3-2019: 27, Q1-2020: 36, Q3-2020: 53</p>	23	30	+ 30.4%	136	143	+ 5.1%
Pending Sales	<p>Q1-2018: 16, Q3-2018: 27, Q1-2019: 26, Q3-2019: 27, Q1-2020: 14, Q3-2020: 32</p>	16	24	+ 50.0%	95	87	- 8.4%
Closed Sales	<p>Q1-2018: 15, Q3-2018: 20, Q1-2019: 32, Q3-2019: 19, Q1-2020: 23, Q3-2020: 25</p>	25	25	0.0%	101	79	- 21.8%
Days on Market	<p>Q1-2018: 101, Q3-2018: 111, Q1-2019: 119, Q3-2019: 100, Q1-2020: 99, Q3-2020: 103</p>	115	69	- 40.0%	105	87	- 17.1%
Median Sales Price	<p>Q1-2018: \$60,000, Q3-2018: \$70,000, Q1-2019: \$70,000, Q3-2019: \$82,500, Q1-2020: \$85,000, Q3-2020: \$87,000</p>	\$69,999	\$87,000	+ 24.3%	\$76,000	\$85,000	+ 11.8%
Average Sales Price	<p>Q1-2018: \$68,917, Q3-2018: \$105,120, Q1-2019: \$113,783, Q3-2019: \$104,263, Q1-2020: \$124,615, Q3-2020: \$123,016</p>	\$94,196	\$123,016	+ 30.6%	\$96,234	\$118,884	+ 23.5%
Pct. of Orig. Price Received	<p>Q1-2018: 91.6%, Q3-2018: 90.0%, Q1-2019: 89.6%, Q3-2019: 90.0%, Q1-2020: 92.9%, Q3-2020: 92.5%</p>	88.5%	93.7%	+ 5.9%	90.4%	92.8%	+ 2.7%
Housing Affordability Index	<p>Q1-2018: 512, Q3-2018: 427, Q1-2019: 435, Q3-2019: 394, Q1-2020: 388, Q3-2020: 449</p>	463	408	- 11.9%	426	417	- 2.1%
Inventory of Homes for Sale	<p>Q1-2018: 54, Q3-2018: 53, Q1-2019: 48, Q3-2019: 43, Q1-2020: 41, Q3-2020: 47</p>	37	41	+ 10.8%	--	--	--
Months Supply of Inventory	<p>Q1-2018: 7.9, Q3-2018: 8.4, Q1-2019: 5.9, Q3-2019: 5.0, Q1-2020: 5.9, Q3-2020: 7.1</p>	4.7	5.7	+ 21.3%	--	--	--

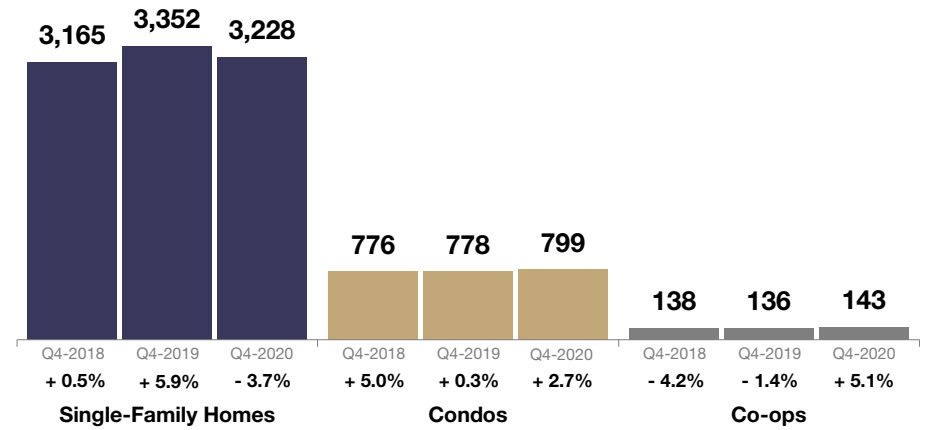
New Listings

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

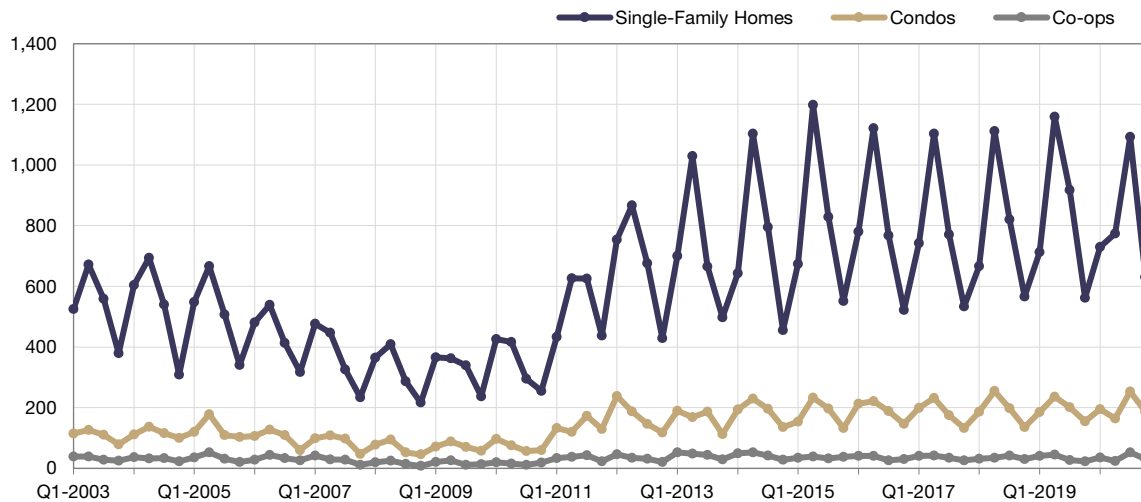
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Year to Date



Historical New Listings by Quarter



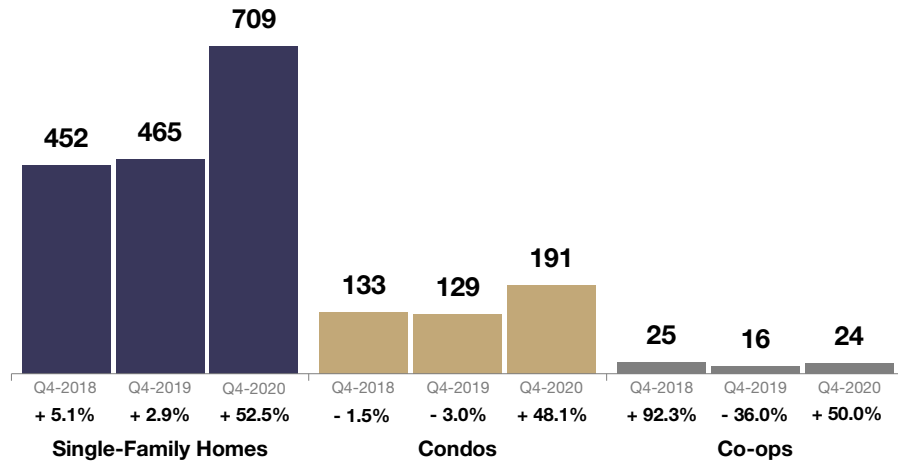
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	667	187	31
Q2-2018	1,112	255	35
Q3-2018	820	198	42
Q4-2018	566	136	30
Q1-2019	713	186	41
Q2-2019	1,159	236	45
Q3-2019	918	201	27
Q4-2019	562	155	23
Q1-2020	730	195	36
Q2-2020	774	164	24
Q3-2020	1,093	253	53
Q4-2020	631	187	30

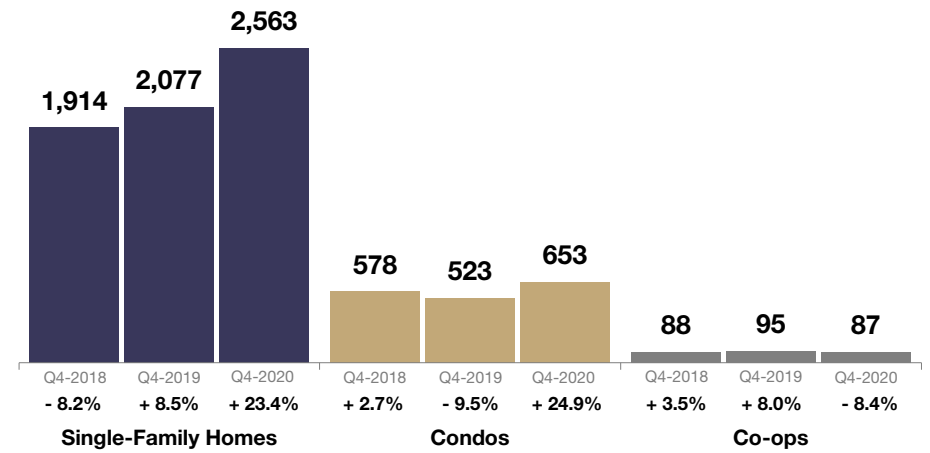
Pending Sales

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

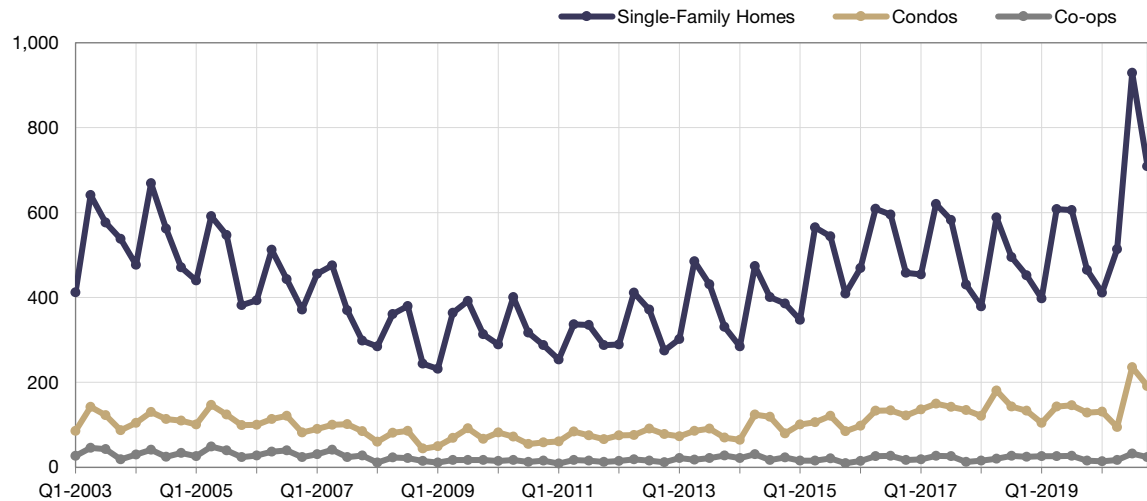
Q4-2020



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Historical Pending Sales by Quarter



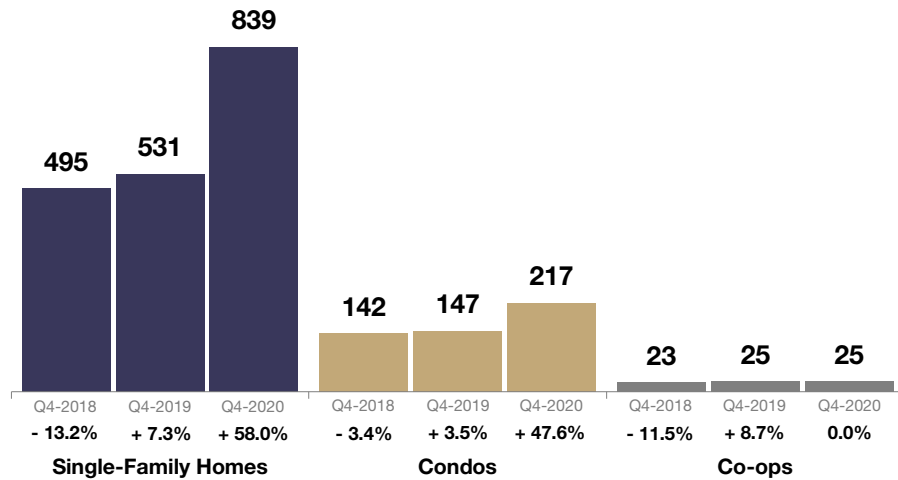
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	379	121	16
Q2-2018	588	181	20
Q3-2018	495	143	27
Q4-2018	452	133	25
Q1-2019	398	105	26
Q2-2019	608	143	26
Q3-2019	606	146	27
Q4-2019	465	129	16
Q1-2020	411	131	14
Q2-2020	514	95	17
Q3-2020	929	236	32
Q4-2020	709	191	24

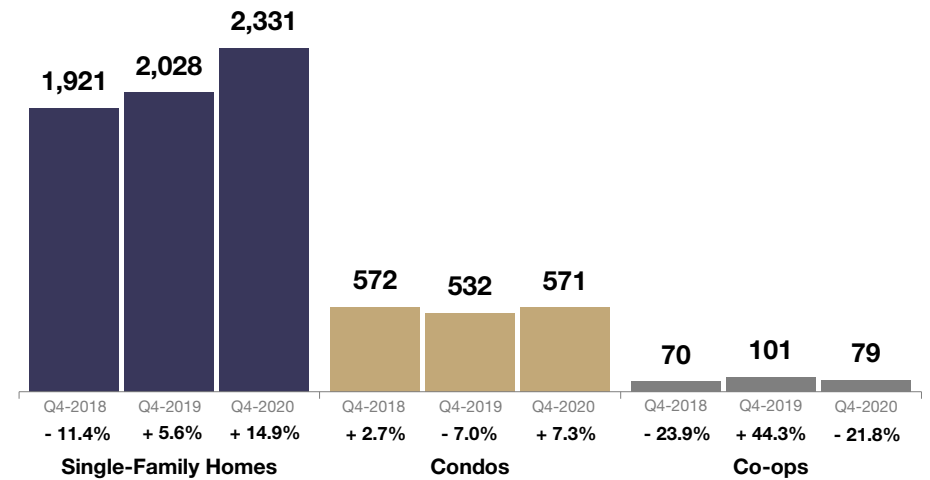
Closed Sales

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

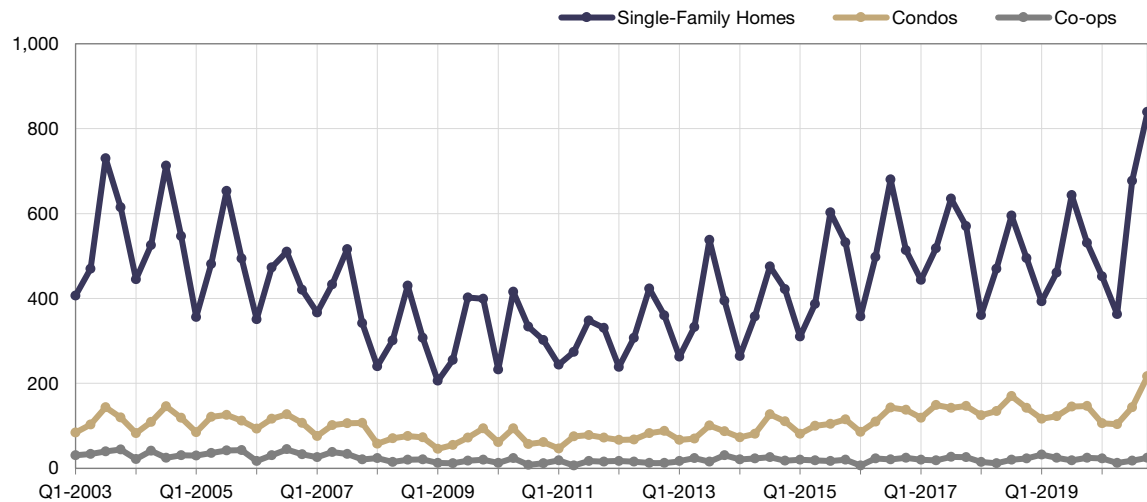
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Historical Closed Sales by Quarter



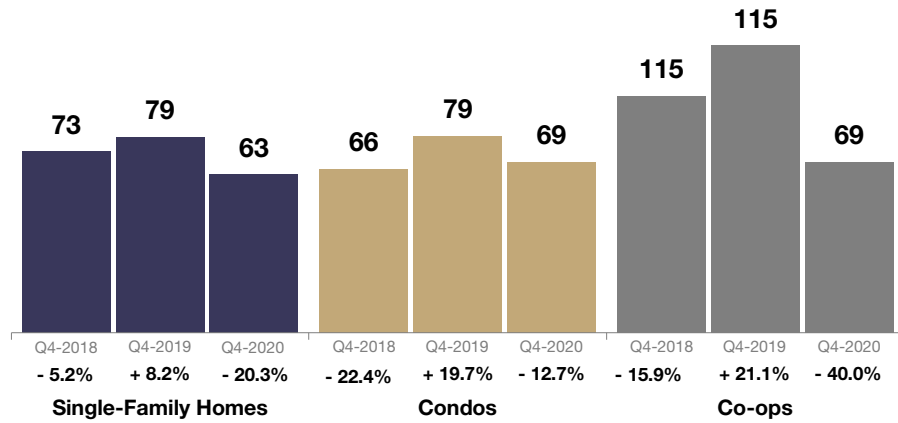
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	361	125	15
Q2-2018	470	135	12
Q3-2018	595	170	20
Q4-2018	495	142	23
Q1-2019	393	117	32
Q2-2019	461	123	25
Q3-2019	643	145	19
Q4-2019	531	147	25
Q1-2020	452	106	23
Q2-2020	363	104	13
Q3-2020	677	144	18
Q4-2020	839	217	25

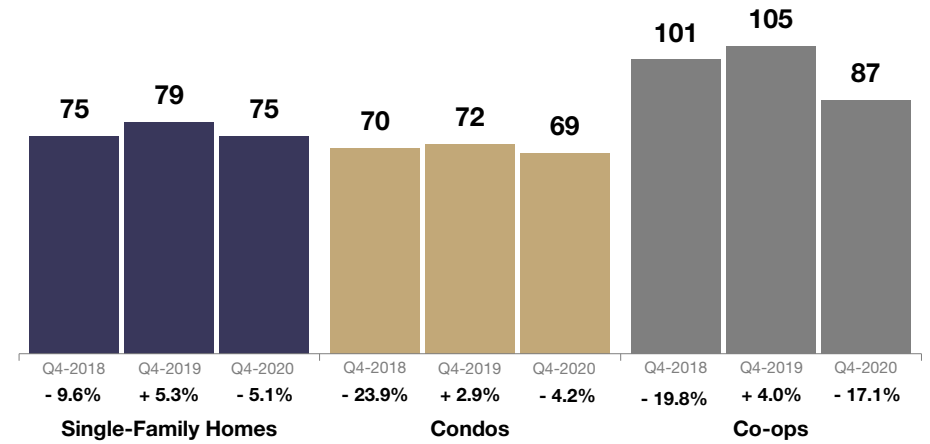
Days on Market Until Sale

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

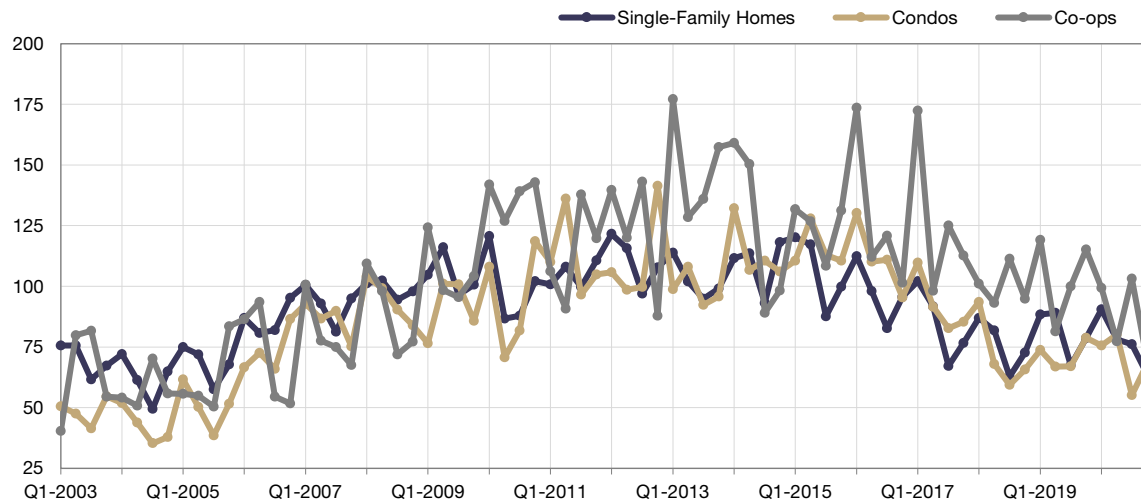
Q4-2020



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Historical Days on Market Until Sale by Quarter



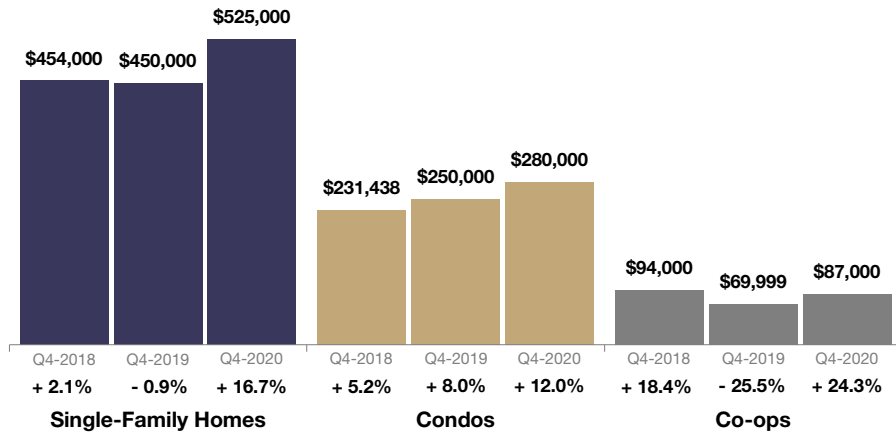
Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	87	94	101
Q2-2018	82	68	93
Q3-2018	63	59	111
Q4-2018	73	66	95
Q1-2019	88	74	119
Q2-2019	89	67	81
Q3-2019	67	67	100
Q4-2019	79	79	115
Q1-2020	90	76	99
Q2-2020	78	80	77
Q3-2020	76	55	103
Q4-2020	63	69	69

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

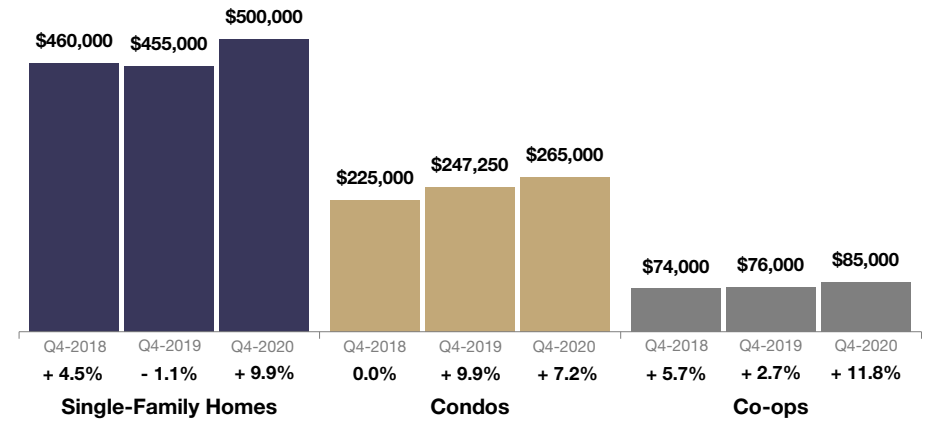
Median Sales Price

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

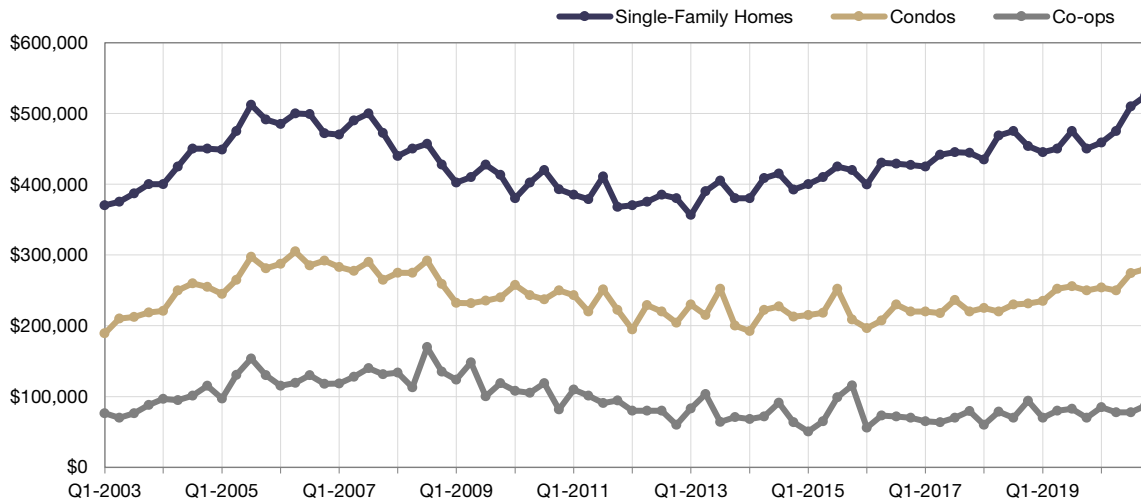
Q4-2020



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Historical Median Sales Price by Quarter



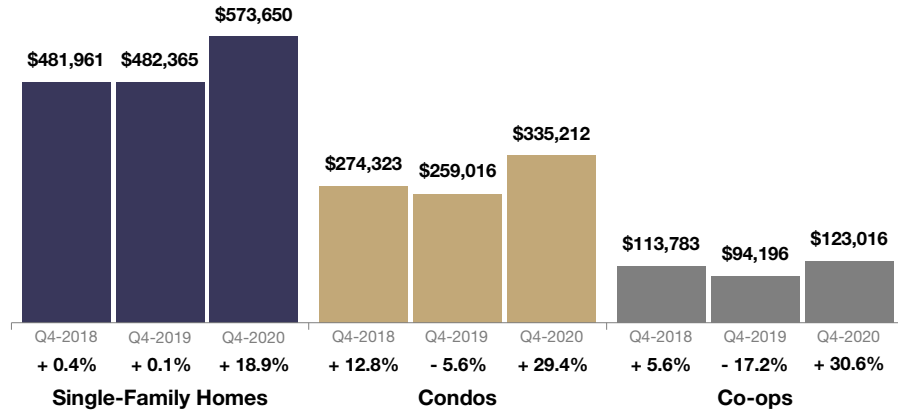
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	\$435,000	\$225,000	\$60,000
Q2-2018	\$468,750	\$219,900	\$78,750
Q3-2018	\$475,000	\$230,050	\$70,000
Q4-2018	\$454,000	\$231,438	\$94,000
Q1-2019	\$445,000	\$235,000	\$70,000
Q2-2019	\$450,000	\$252,000	\$80,000
Q3-2019	\$475,000	\$256,000	\$82,500
Q4-2019	\$450,000	\$250,000	\$69,999
Q1-2020	\$459,000	\$254,000	\$85,000
Q2-2020	\$475,000	\$250,000	\$77,500
Q3-2020	\$510,000	\$274,400	\$77,500
Q4-2020	\$525,000	\$280,000	\$87,000

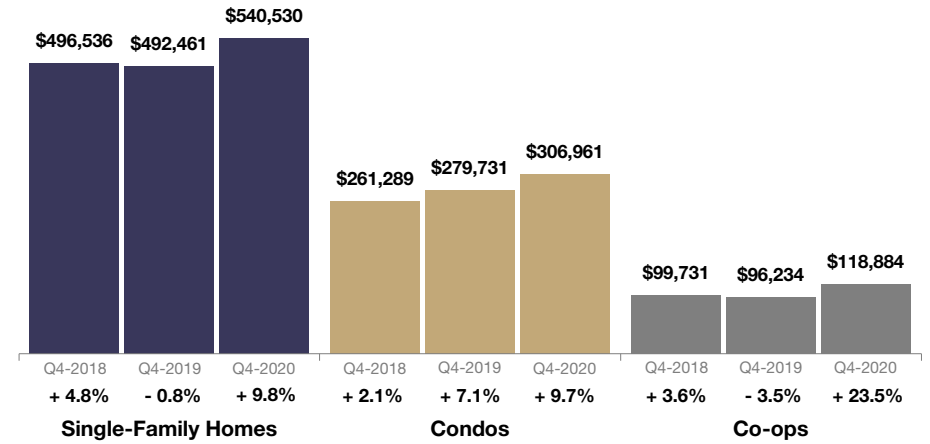
Average Sales Price

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

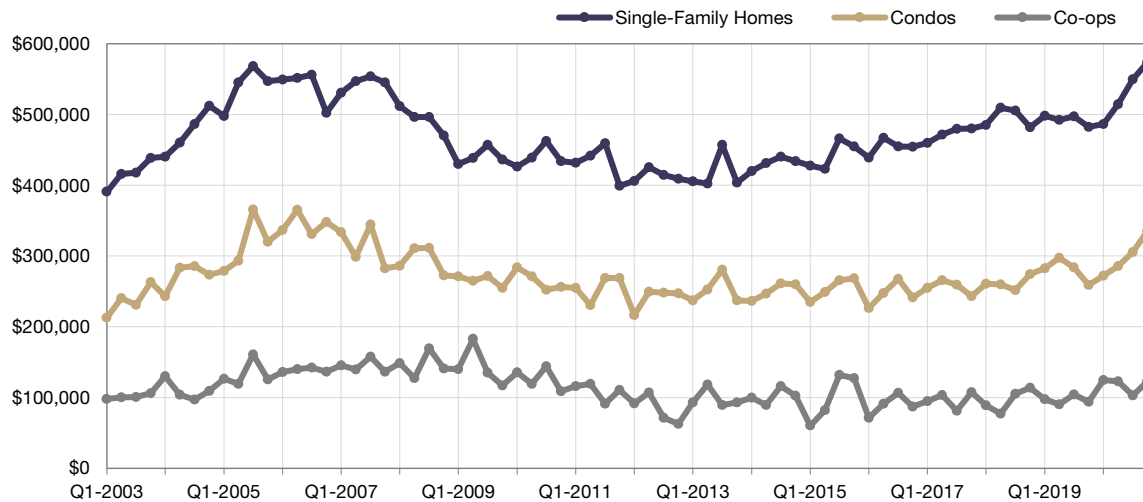
Q4-2020



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Historical Average Sales Price by Quarter



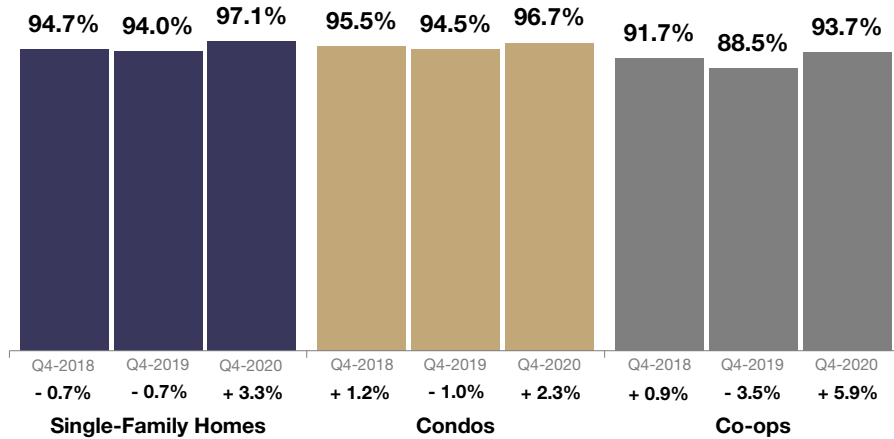
Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	\$484,869	\$260,716	\$88,917
Q2-2018	\$509,587	\$260,017	\$77,333
Q3-2018	\$505,412	\$251,835	\$105,120
Q4-2018	\$481,961	\$274,323	\$113,783
Q1-2019	\$498,252	\$282,310	\$97,695
Q2-2019	\$492,293	\$297,233	\$90,300
Q3-2019	\$497,380	\$283,806	\$104,263
Q4-2019	\$482,365	\$259,016	\$94,196
Q1-2020	\$486,154	\$271,964	\$124,615
Q2-2020	\$514,532	\$285,712	\$123,038
Q3-2020	\$549,691	\$305,496	\$102,822
Q4-2020	\$573,650	\$335,212	\$123,016

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

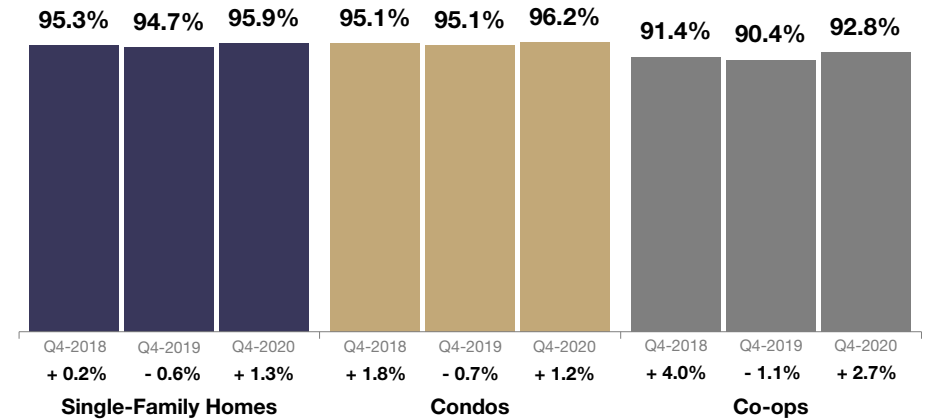
Percent of Original List Price Received

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.

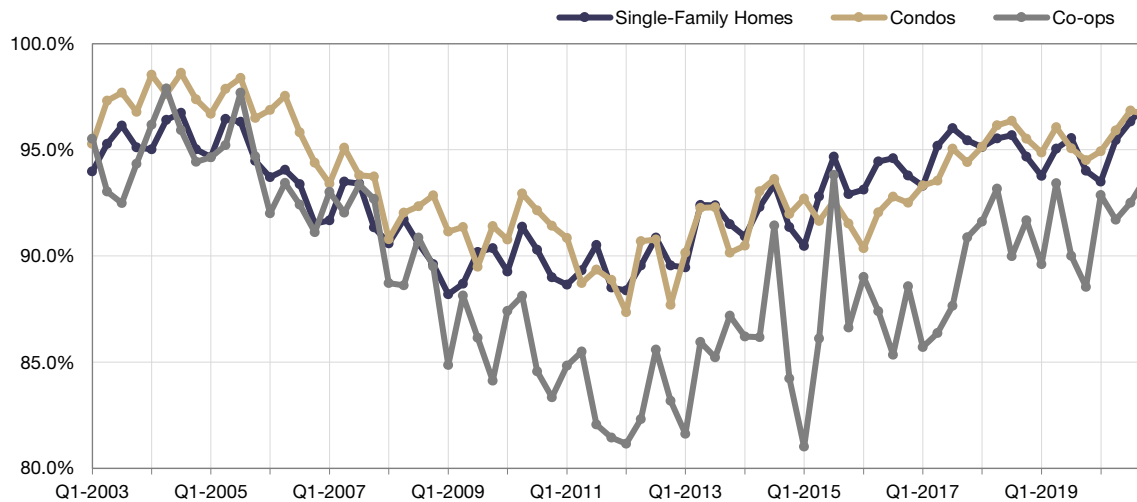
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Historical Percent of Original List Price Received by Quarter



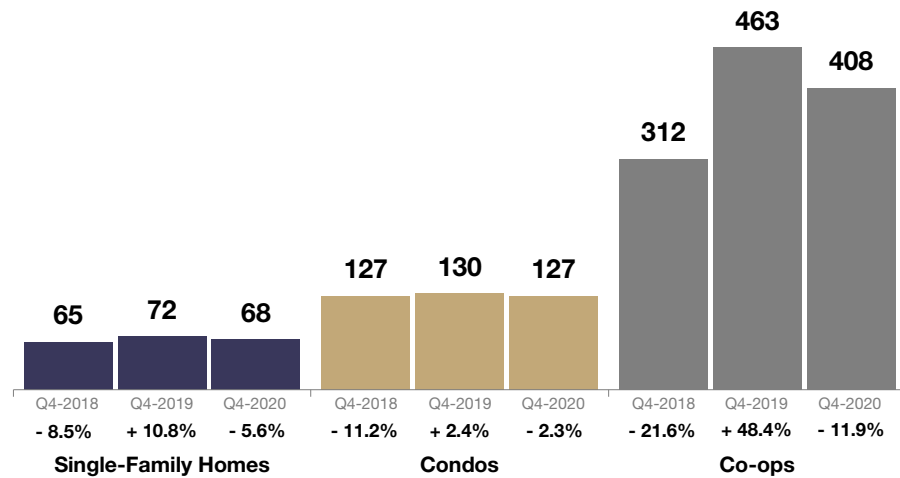
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	95.1%	95.1%	91.6%
Q2-2018	95.5%	96.2%	93.2%
Q3-2018	95.7%	96.4%	90.0%
Q4-2018	94.7%	95.5%	91.7%
Q1-2019	93.8%	94.9%	89.6%
Q2-2019	95.1%	96.1%	93.4%
Q3-2019	95.6%	95.1%	90.0%
Q4-2019	94.0%	94.5%	88.5%
Q1-2020	93.5%	94.9%	92.9%
Q2-2020	95.5%	95.9%	91.7%
Q3-2020	96.3%	96.8%	92.5%
Q4-2020	97.1%	96.7%	93.7%

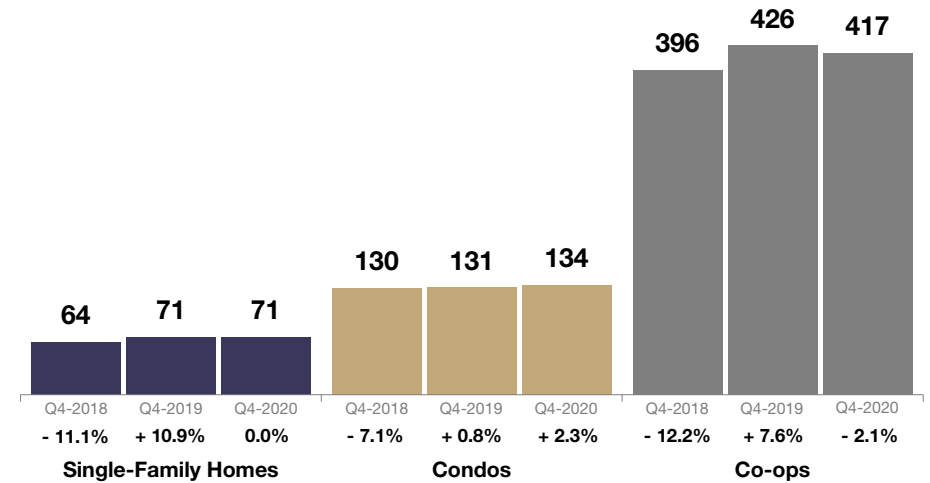
Housing Affordability Index

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.

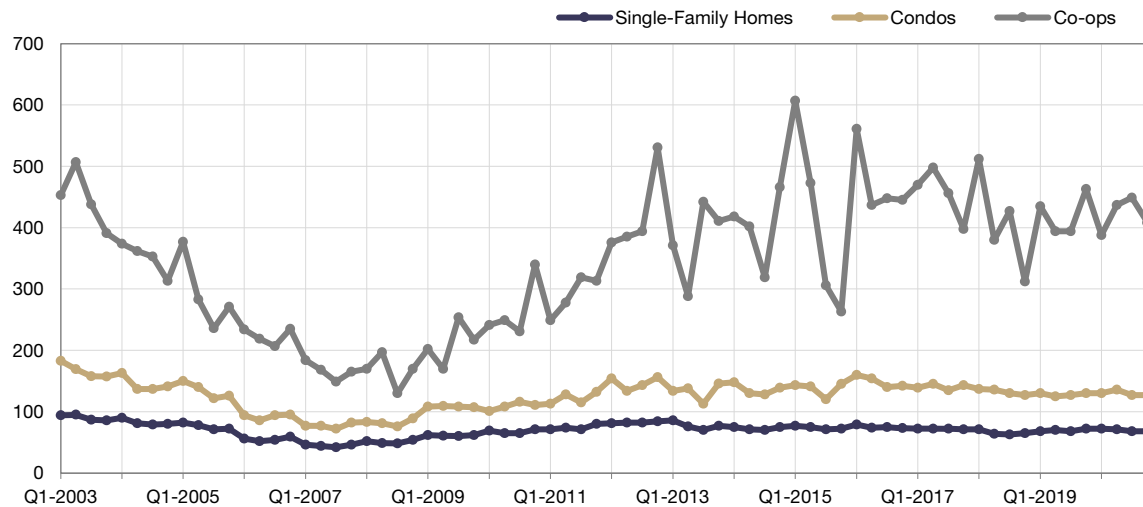
Q4-2020



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Historical Housing Affordability Index by Quarter



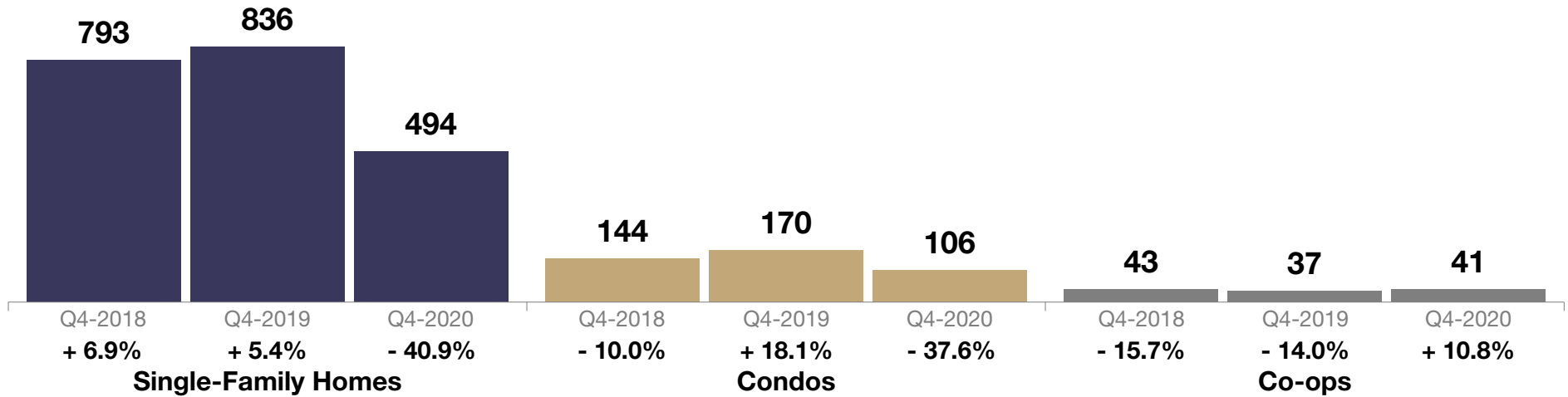
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	71	137	512
Q2-2018	64	136	380
Q3-2018	63	130	427
Q4-2018	65	127	312
Q1-2019	68	130	435
Q2-2019	70	125	394
Q3-2019	68	127	394
Q4-2019	72	130	463
Q1-2020	72	130	388
Q2-2020	71	136	437
Q3-2020	68	127	449
Q4-2020	68	127	408

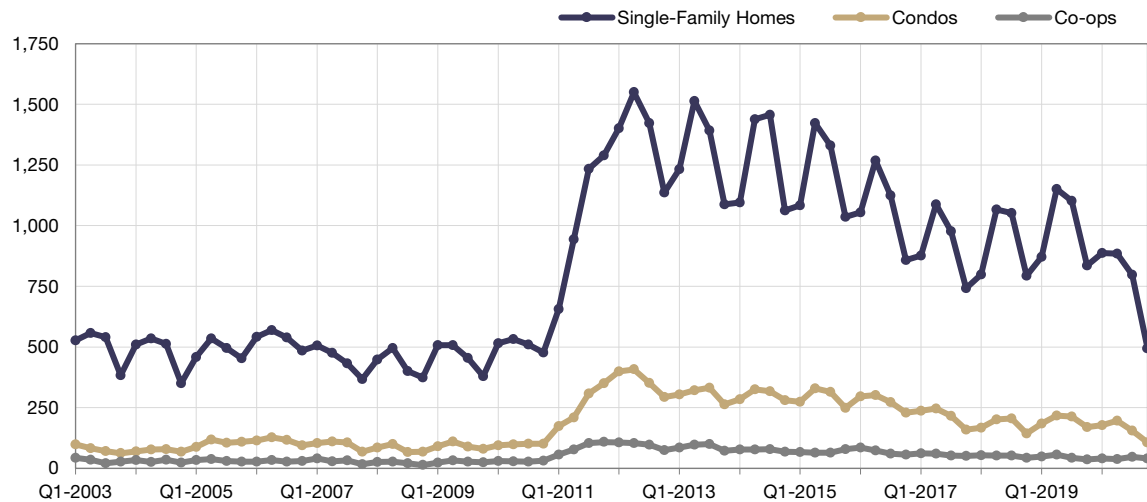
Inventory of Homes for Sale

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

Q4-2020



Historical Inventory of Homes for Sale by Quarter



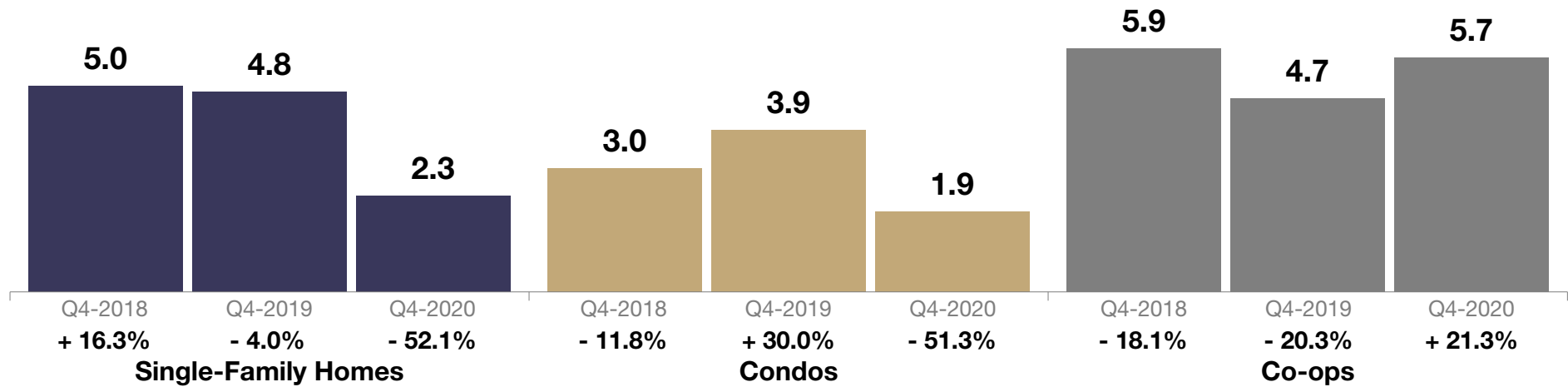
Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	799	167	54
Q2-2018	1,067	201	52
Q3-2018	1,052	205	53
Q4-2018	793	144	43
Q1-2019	871	184	48
Q2-2019	1,151	217	57
Q3-2019	1,102	213	43
Q4-2019	836	170	37
Q1-2020	887	178	41
Q2-2020	885	196	38
Q3-2020	797	156	47
Q4-2020	494	106	41

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

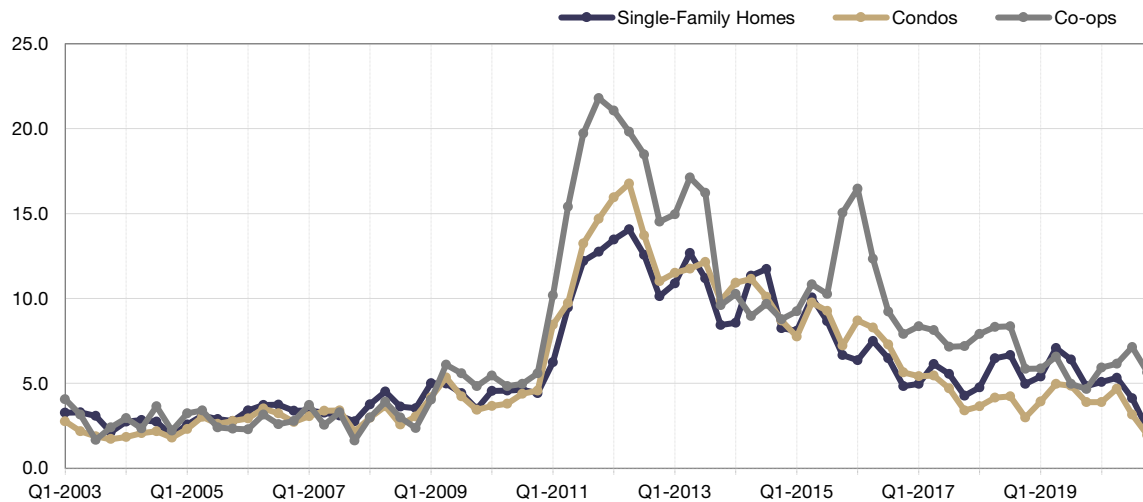
Months Supply of Inventory

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.

Q4-2020



Historical Months Supply of Inventory by Quarter



Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	4.8	3.7	7.9
Q2-2018	6.5	4.2	8.3
Q3-2018	6.7	4.2	8.4
Q4-2018	5.0	3.0	5.9
Q1-2019	5.4	3.9	5.9
Q2-2019	7.1	5.0	6.6
Q3-2019	6.4	4.9	5.0
Q4-2019	4.8	3.9	4.7
Q1-2020	5.1	3.9	5.9
Q2-2020	5.3	4.7	6.2
Q3-2020	4.1	3.2	7.1
Q4-2020	2.3	1.9	5.7

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	Q4-2019	Q4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings	<p>885, 1,402, 1,060, 732, 940, 1,440, 1,146, 740, 961, 962, 1,399, 848</p> <p>Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020</p>	740	848	+ 14.6%	4,266	4,170	- 2.3%
Pending Sales	<p>516, 789, 665, 610, 529, 777, 779, 610, 556, 626, 1,197, 924</p> <p>Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020</p>	610	924	+ 51.5%	2,695	3,303	+ 22.6%
Closed Sales	<p>501, 617, 785, 660, 542, 609, 807, 703, 581, 480, 839, 1,081</p> <p>Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020</p>	703	1,081	+ 53.8%	2,661	2,981	+ 12.0%
Days on Market	<p>89, 79, 63, 72, 87, 84, 68, 80, 88, 79, 73, 65</p> <p>Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020</p>	80	65	- 18.8%	79	74	- 6.3%
Median Sales Price	<p>\$385,000, \$425,000, \$430,000, \$410,000, \$390,000, \$418,064, \$435,000, \$409,000, \$415,000, \$439,000, \$470,000, \$485,000</p> <p>Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020</p>	\$408,000	\$485,000	+ 18.9%	\$417,500	\$459,000	+ 9.9%
Average Sales Price	<p>\$416,862, \$446,574, \$440,299, \$424,457, \$427,088, \$436,302, \$449,750, \$421,858, \$432,764, \$454,226, \$498,192, \$515,364</p> <p>Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020</p>	\$421,858	\$515,364	+ 22.2%	\$434,870	\$484,598	+ 11.4%
Pct. of Orig. Price Received	<p>95.0%, 95.6%, 95.7%, 94.8%, 93.8%, 95.2%, 95.3%, 93.9%, 93.7%, 95.5%, 96.3%, 97.0%</p> <p>Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020</p>	93.9%	97.0%	+ 3.3%	94.6%	95.9%	+ 1.4%
Housing Affordability Index	<p>80, 70, 69, 71, 78, 75, 75, 79, 80, 77, 74, 73</p> <p>Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020</p>	79	73	- 7.6%	78	77	- 1.3%
Inventory of Homes for Sale	<p>1,020, 1,320, 1,310, 980, 1,103, 1,425, 1,358, 1,043, 1,106, 1,119, 1,000, 641</p> <p>Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020</p>	1,043	641	- 38.5%	--	--	--
Months Supply of Inventory	<p>4.6, 6.0, 6.2, 4.6, 5.1, 6.6, 6.0, 4.6, 4.9, 5.2, 4.0, 2.3</p> <p>Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020</p>	4.6	2.3	- 50.0%	--	--	--