

Quarterly Indicators

Sullivan 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 45.0 percent to 435.
- Condos Closed Sales were down 100.0 percent to 0.
- Co-ops Closed Sales were down 100.0 percent to 0.
- Single-Family Median Sales Price increased 60.1 percent to \$230,000.
- Condos Median Sales Price ended the month at --.
- Co-ops Median Sales Price ended the month at --.

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

+ 43.6% **- 38.7%** **+ 62.5%**

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
+ 43.6%	- 38.7%	+ 62.5%

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: 336, Q3-2018: 640, Q1-2019: 293, Q3-2019: 605, Q1-2020: 312, Q3-2020: 690</p>	248	333	+ 34.3%	1,746	1,742	- 0.2%
Pending Sales	<p>Q1-2018: 215, Q3-2018: 297, Q1-2019: 175, Q3-2019: 310, Q1-2020: 206, Q3-2020: 509</p>	250	411	+ 64.4%	984	1,414	+ 43.7%
Closed Sales	<p>Q1-2018: 228, Q3-2018: 264, Q1-2019: 197, Q3-2019: 264, Q1-2020: 210, Q3-2020: 388</p>	300	435	+ 45.0%	979	1,229	+ 25.5%
Days on Market	<p>Q1-2018: 182, Q3-2018: 139, Q1-2019: 139, Q3-2019: 144, Q1-2020: 154, Q3-2020: 146</p>	139	113	- 18.7%	147	138	- 6.1%
Median Sales Price	<p>Q1-2018: \$110,000, Q3-2018: \$125,000, Q1-2019: \$130,000, Q3-2019: \$148,700, Q1-2020: \$143,646, Q3-2020: \$230,000</p>	\$143,646	\$230,000	+ 60.1%	\$143,000	\$195,000	+ 36.4%
Average Sales Price	<p>Q1-2018: \$141,572, Q3-2018: \$177,503, Q1-2019: \$166,596, Q3-2019: \$188,348, Q1-2020: \$180,809, Q3-2020: \$283,679</p>	\$180,809	\$283,679	+ 56.9%	\$178,473	\$235,927	+ 32.2%
Pct. of Orig. Price Received	<p>Q1-2018: 85.0%, Q3-2018: 89.7%, Q1-2019: 86.9%, Q3-2019: 88.4%, Q1-2020: 87.5%, Q3-2020: 93.2%</p>	88.1%	93.8%	+ 6.5%	87.9%	91.6%	+ 4.2%
Housing Affordability Index	<p>Q1-2018: 271, Q3-2018: 204, Q1-2019: 227, Q3-2019: 212, Q1-2020: 198, Q3-2020: 170</p>	219	150	- 31.5%	220	177	- 19.5%
Inventory of Homes for Sale	<p>Q1-2018: 806, Q3-2018: 1,053, Q1-2019: 864, Q3-2019: 1,052, Q1-2020: 711, Q3-2020: 736</p>	775	474	- 38.8%	--	--	--
Months Supply of Inventory	<p>Q1-2018: 9.8, Q3-2018: 12.3, Q1-2019: 10.9, Q3-2019: 13.1, Q1-2020: 8.4, Q3-2020: 7.0</p>	9.5	4.0	- 57.9%	--	--	--

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	Q4-2019	Q4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		4	1	- 75.0%	17	11	- 35.3%
Pending Sales		2	2	0.0%	9	6	- 33.3%
Closed Sales		2	0	- 100.0%	10	3	- 70.0%
Days on Market		43	--	--	91	67	- 26.4%
Median Sales Price		\$43,000	--	--	\$47,250	\$52,000	+ 10.1%
Average Sales Price		\$43,000	--	--	\$66,450	\$54,333	- 18.2%
Pct. of Orig. Price Received		96.5%	--	--	91.4%	96.8%	+ 5.9%
Housing Affordability Index		732	--	--	666	--	--
Inventory of Homes for Sale		4	3	- 25.0%	--	--	--
Months Supply of Inventory		3.6	2.5	- 30.6%	--	--	--

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.

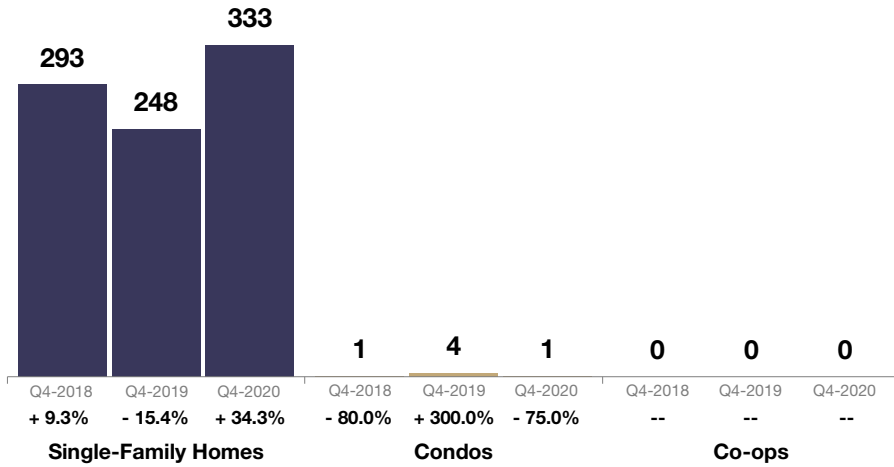


Key Metrics	Historical Sparkbars	Q4-2019	Q4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		0	0	--	6	4	- 33.3%
Pending Sales		0	0	--	1	2	+ 100.0%
Closed Sales		1	0	- 100.0%	1	1	0.0%
Days on Market		32	--	--	32	29	- 9.4%
Median Sales Price		\$54,000	--	--	\$54,000	\$235,000	+ 335.2%
Average Sales Price		\$54,000	--	--	\$54,000	\$235,000	+ 335.2%
Pct. of Orig. Price Received		77.3%	--	--	77.3%	94.4%	+ 22.1%
Housing Affordability Index		--	--	--	--	--	--
Inventory of Homes for Sale		1	1	0.0%	--	--	--
Months Supply of Inventory		1.0	1.0	0.0%	--	--	--

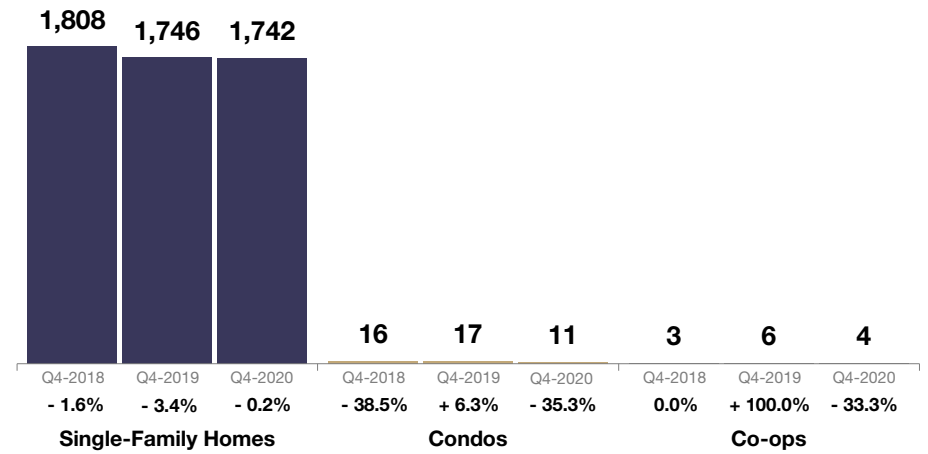
New Listings

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

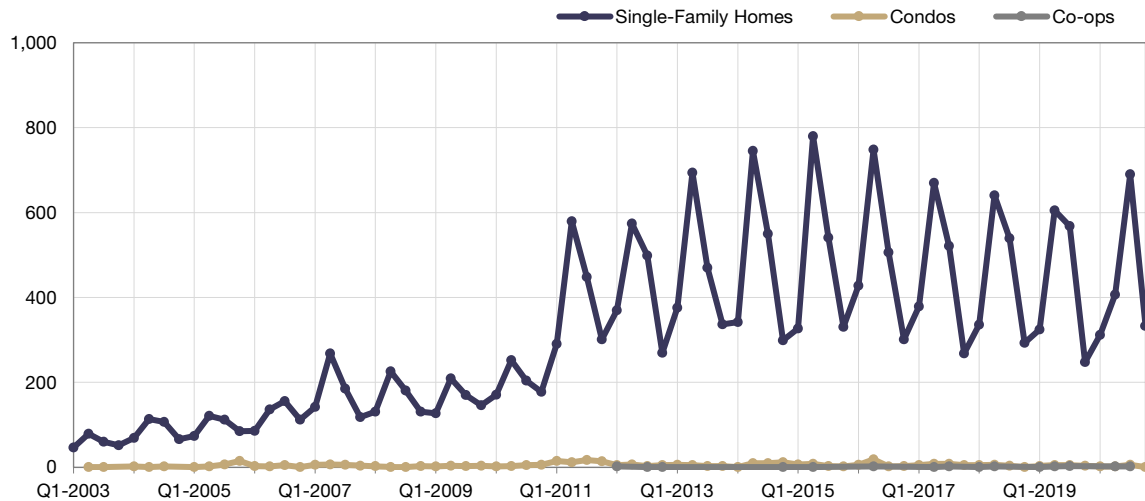
Q4-2020



Year to Date



Historical New Listings by Quarter



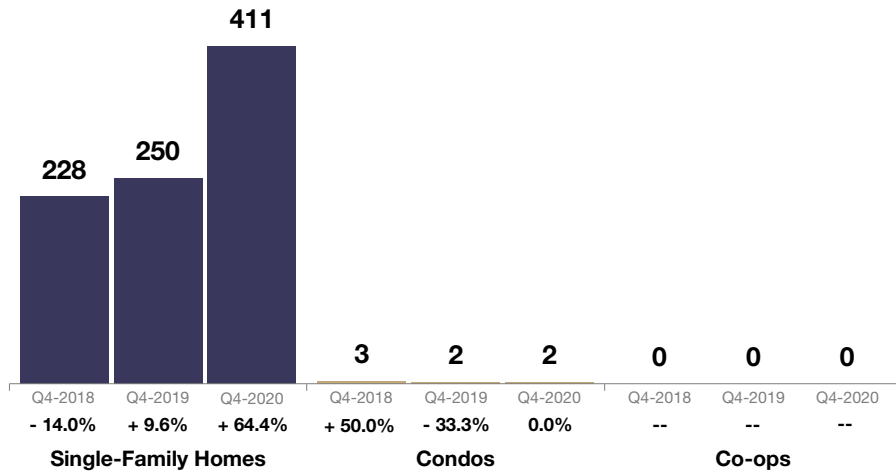
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	336	5	1
Q2-2018	640	6	2
Q3-2018	539	4	0
Q4-2018	293	1	0
Q1-2019	325	3	1
Q2-2019	605	5	2
Q3-2019	568	5	3
Q4-2019	248	4	0
Q1-2020	312	2	0
Q2-2020	407	2	2
Q3-2020	690	6	2
Q4-2020	333	1	0

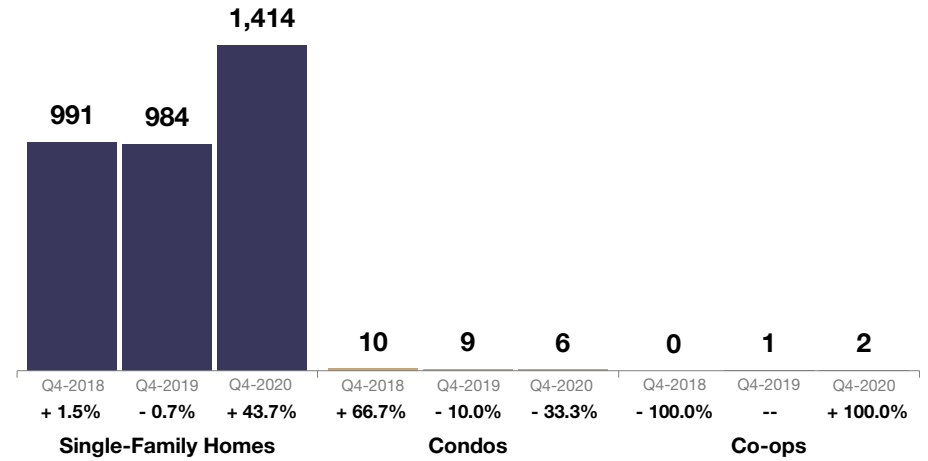
Pending Sales

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

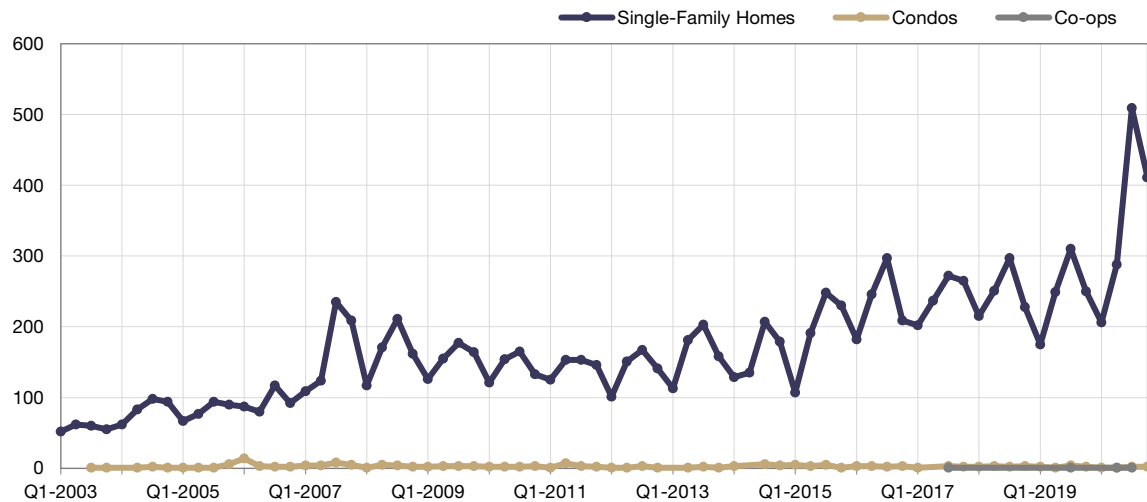
Q4-2020



Year to Date



Historical Pending Sales by Quarter



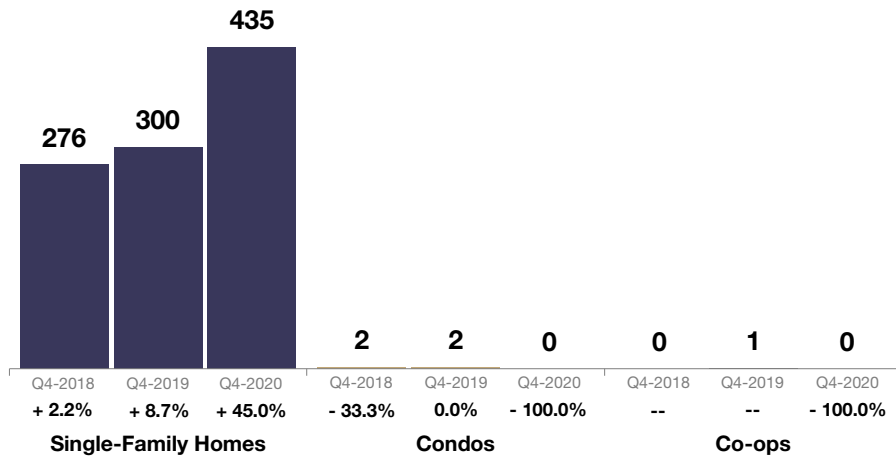
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	215	2	0
Q2-2018	251	3	0
Q3-2018	297	2	0
Q4-2018	228	3	0
Q1-2019	175	2	0
Q2-2019	249	1	0
Q3-2019	310	4	1
Q4-2019	250	2	0
Q1-2020	206	1	0
Q2-2020	288	1	1
Q3-2020	509	2	1
Q4-2020	411	2	0

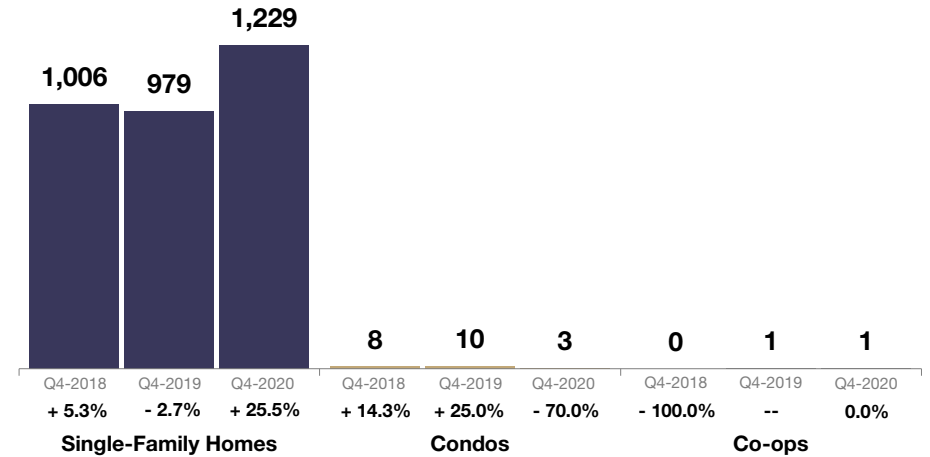
Closed Sales

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

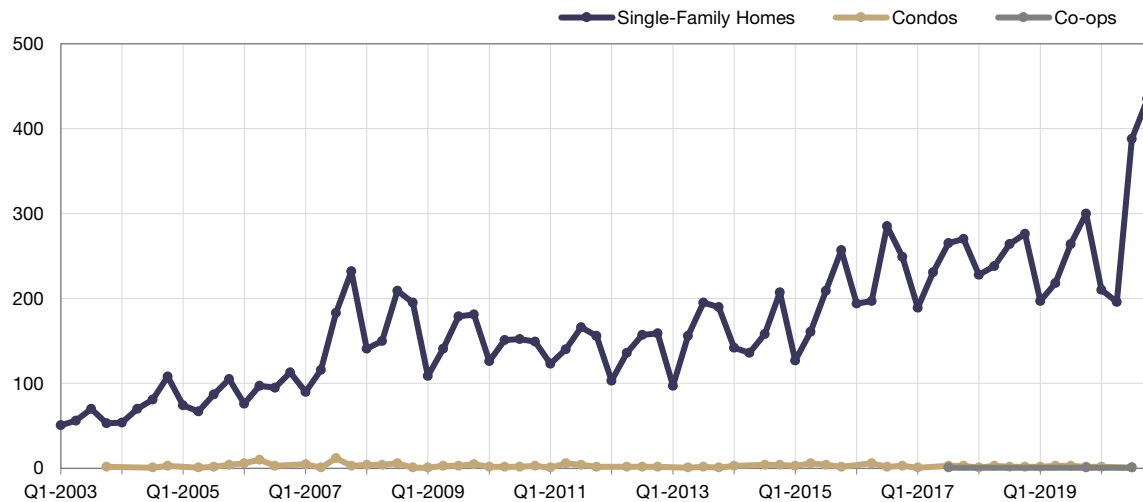
Q4-2020



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Historical Closed Sales by Quarter



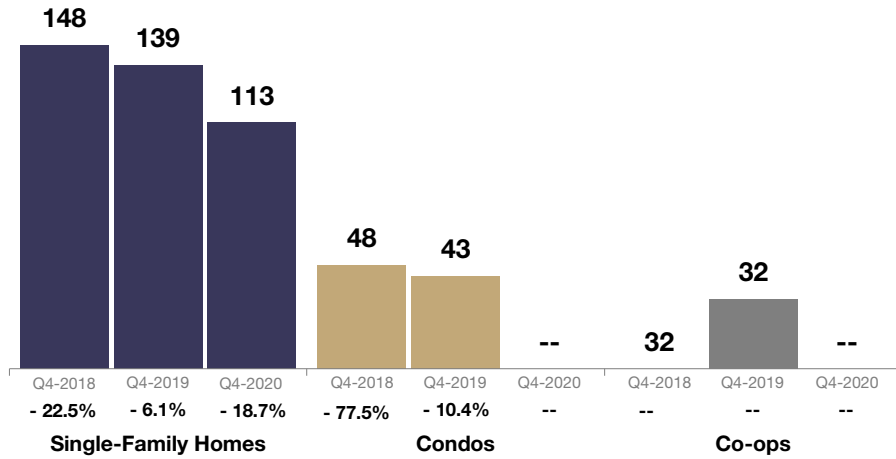
Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	228	1	0
Q2-2018	238	3	0
Q3-2018	264	2	0
Q4-2018	276	2	0
Q1-2019	197	2	0
Q2-2019	218	3	0
Q3-2019	264	3	0
Q4-2019	300	2	1
Q1-2020	210	2	0
Q2-2020	196	0	0
Q3-2020	388	1	1
Q4-2020	435	0	0

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

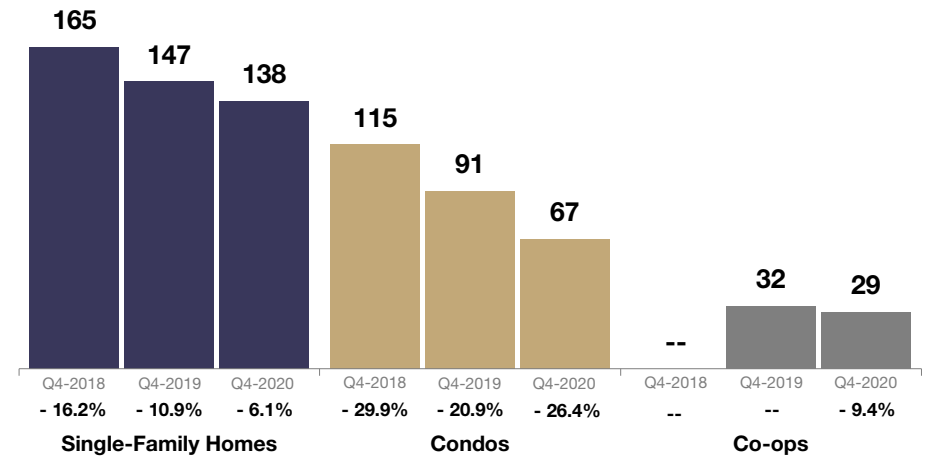
Days on Market Until Sale

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

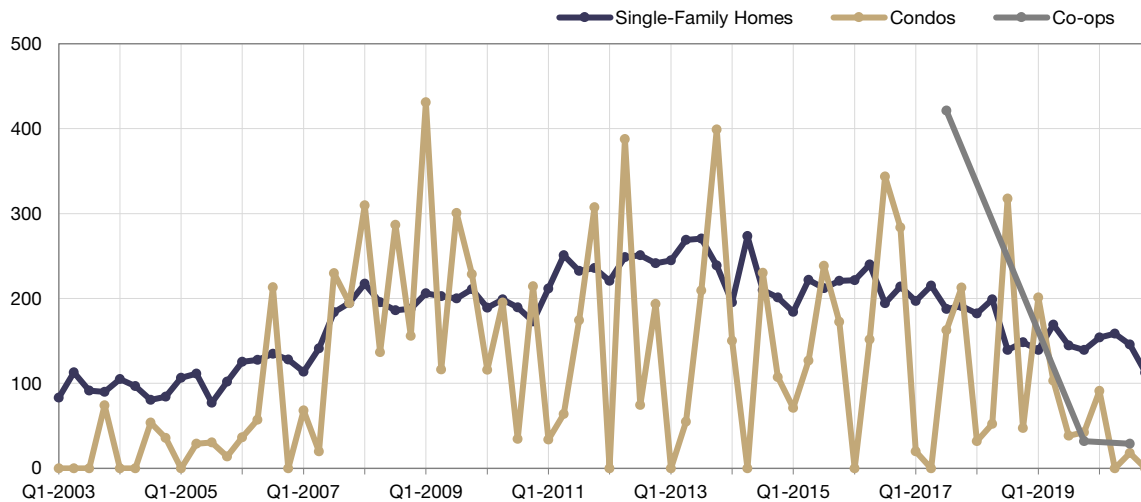
Q4-2020



Year to Date



Historical Days on Market Until Sale by Quarter



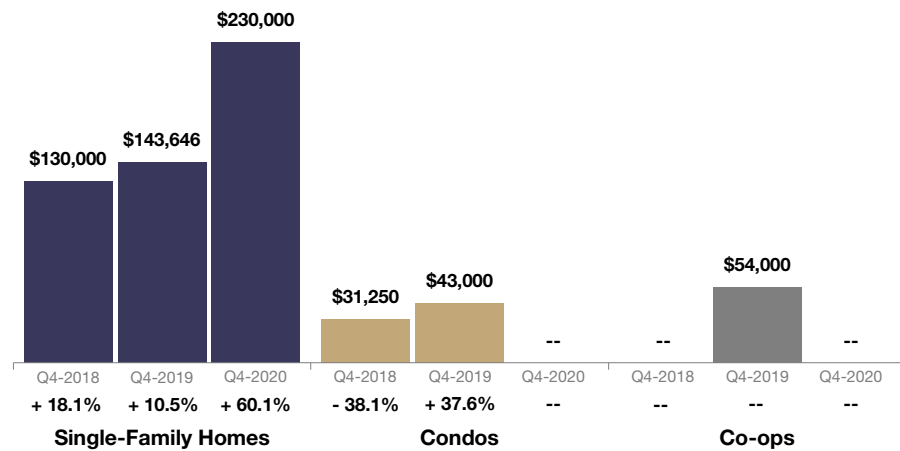
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	182	32	--
Q2-2018	199	52	--
Q3-2018	139	318	--
Q4-2018	148	48	--
Q1-2019	139	201	--
Q2-2019	169	103	--
Q3-2019	144	38	--
Q4-2019	139	43	32
Q1-2020	154	91	--
Q2-2020	158	--	--
Q3-2020	146	18	29
Q4-2020	113	--	--

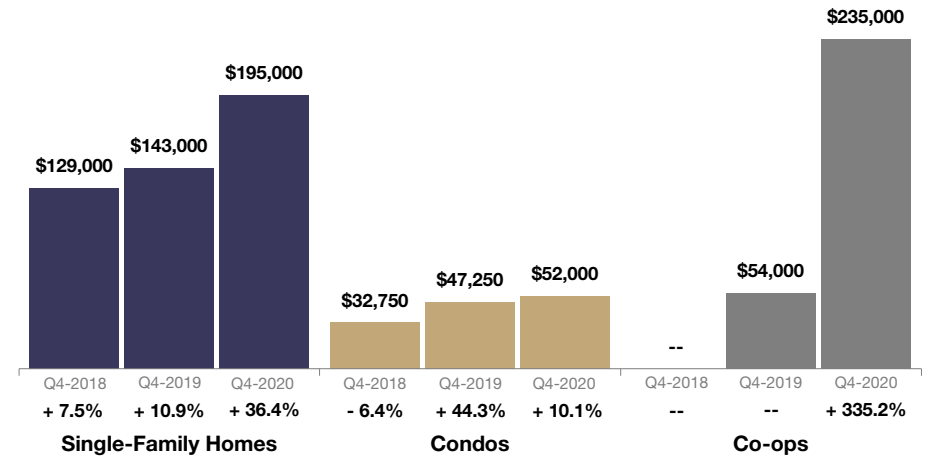
Median Sales Price

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

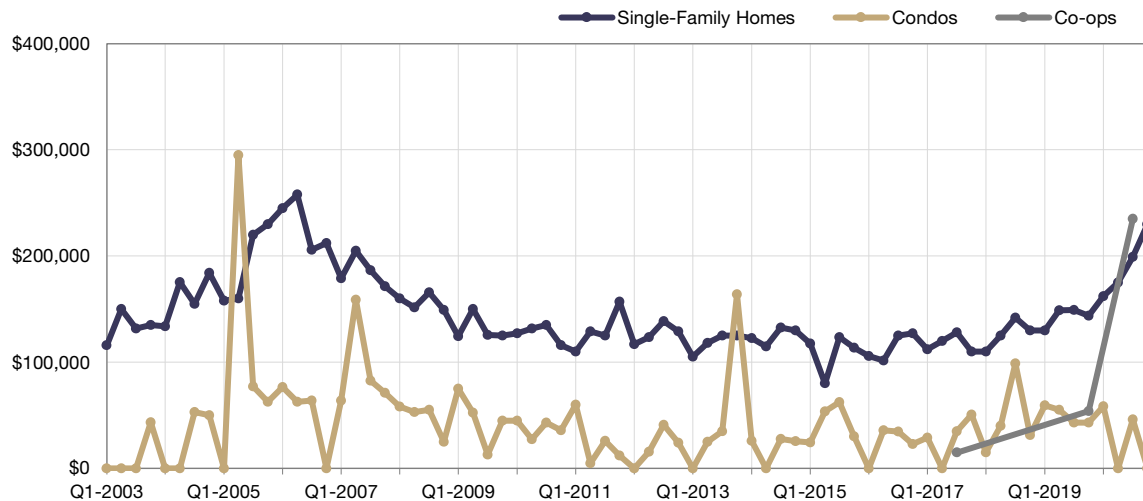
Q4-2020



Year to Date



Historical Median Sales Price by Quarter



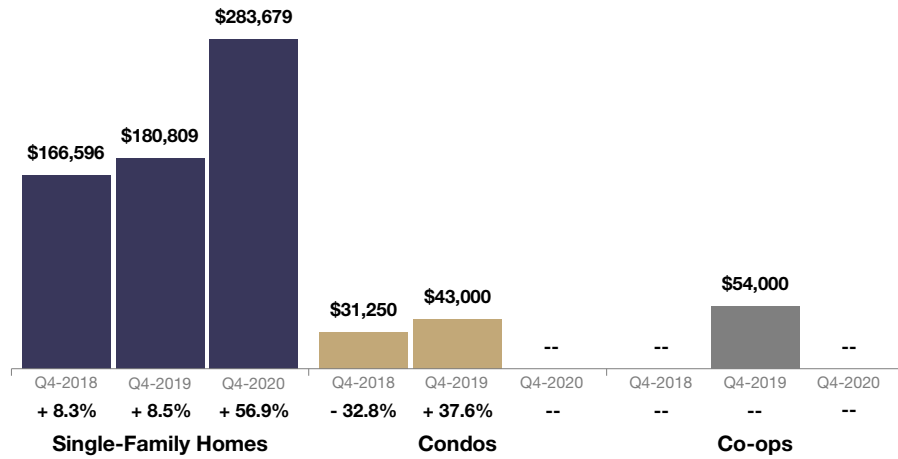
Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	\$110,000	\$14,900	--
Q2-2018	\$125,000	\$40,000	--
Q3-2018	\$142,000	\$98,750	--
Q4-2018	\$130,000	\$31,250	--
Q1-2019	\$130,000	\$59,250	--
Q2-2019	\$148,700	\$55,000	--
Q3-2019	\$149,000	\$43,000	--
Q4-2019	\$143,646	\$43,000	\$54,000
Q1-2020	\$162,250	\$58,500	--
Q2-2020	\$175,000	--	--
Q3-2020	\$199,050	\$46,000	\$235,000
Q4-2020	\$230,000	--	--

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

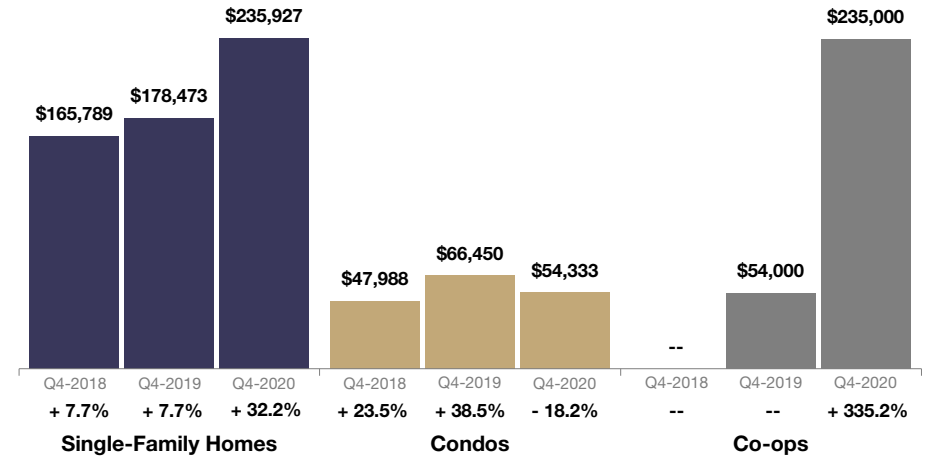
Average Sales Price

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

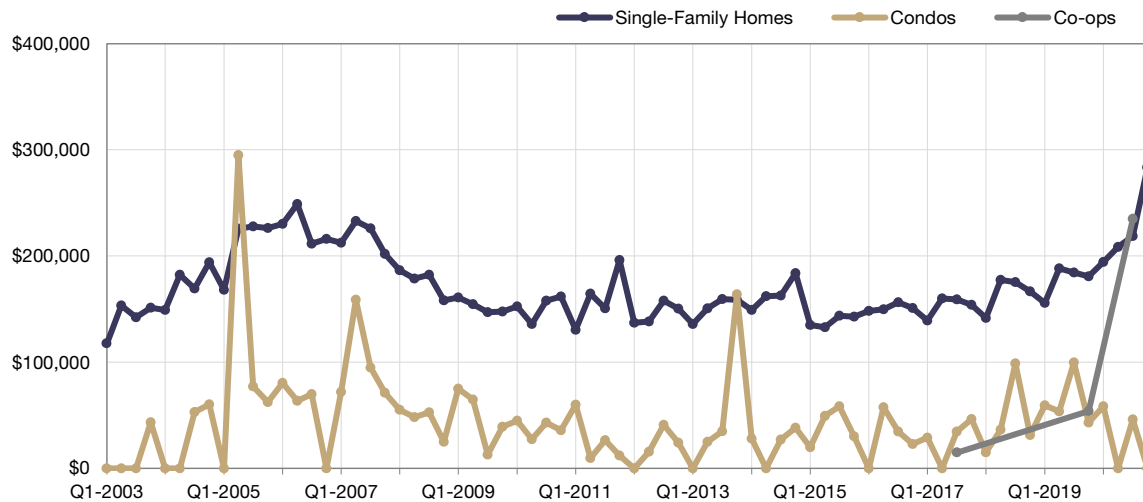
Q4-2020



Year to Date



Historical Average Sales Price by Quarter



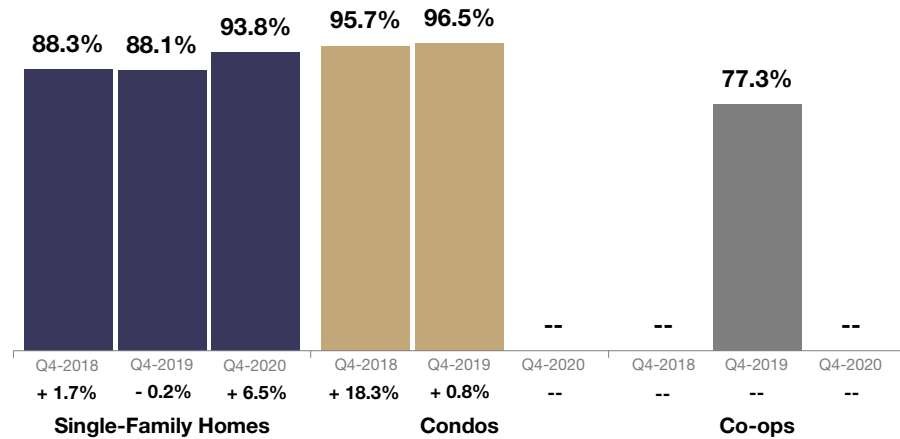
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	\$141,572	\$14,900	--
Q2-2018	\$177,503	\$36,333	--
Q3-2018	\$175,341	\$98,750	--
Q4-2018	\$166,596	\$31,250	--
Q1-2019	\$155,785	\$59,250	--
Q2-2019	\$188,348	\$53,667	--
Q3-2019	\$184,445	\$99,667	--
Q4-2019	\$180,809	\$43,000	\$54,000
Q1-2020	\$194,494	\$58,500	--
Q2-2020	\$208,452	--	--
Q3-2020	\$218,818	\$46,000	\$235,000
Q4-2020	\$283,679	--	--

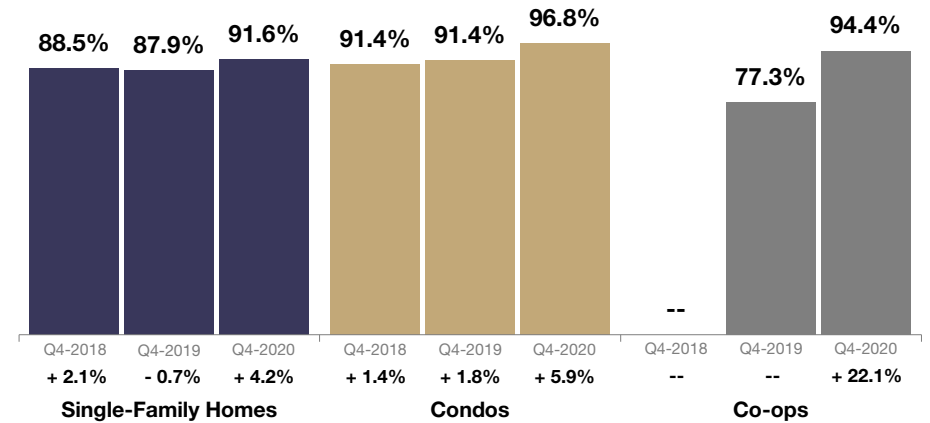
Percent of Original List Price Received

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.

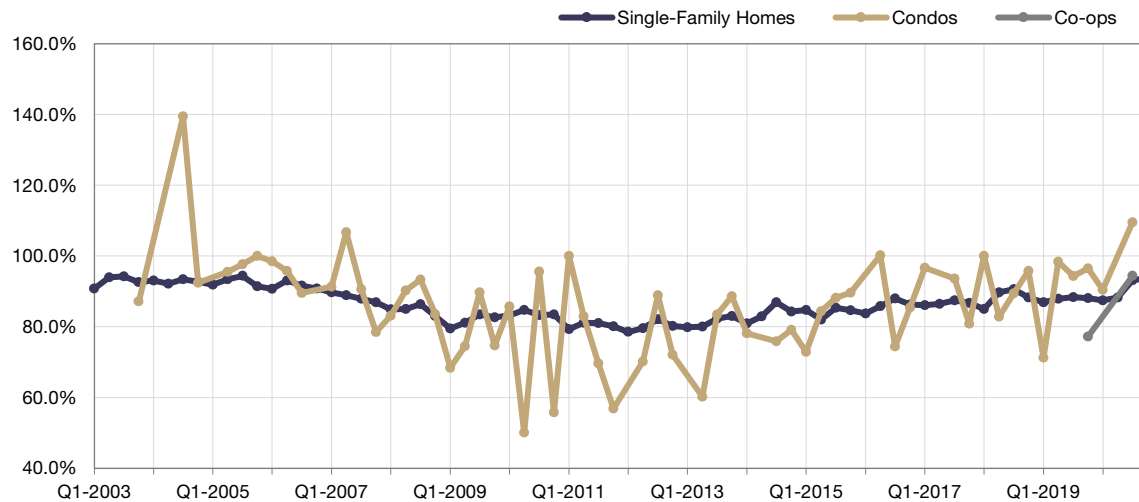
Q4-2020



Year to Date



Historical Percent of Original List Price Received by Quarter



Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	85.0%	100.0%	--
Q2-2018	89.7%	82.8%	--
Q3-2018	90.6%	89.4%	--
Q4-2018	88.3%	95.7%	--
Q1-2019	86.9%	71.3%	--
Q2-2019	88.0%	98.4%	--
Q3-2019	88.4%	94.3%	--
Q4-2019	88.1%	96.5%	77.3%
Q1-2020	87.5%	90.4%	--
Q2-2020	88.3%	--	--
Q3-2020	93.2%	109.5%	94.4%
Q4-2020	93.8%	--	--

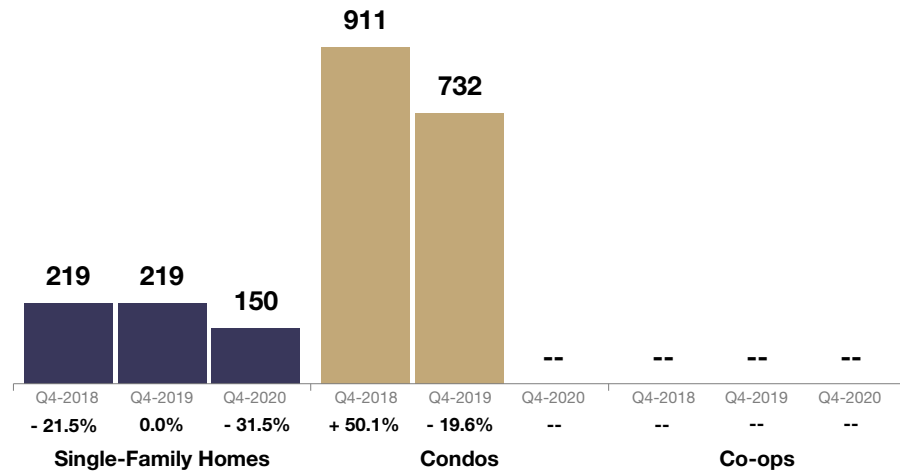
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Housing Affordability Index

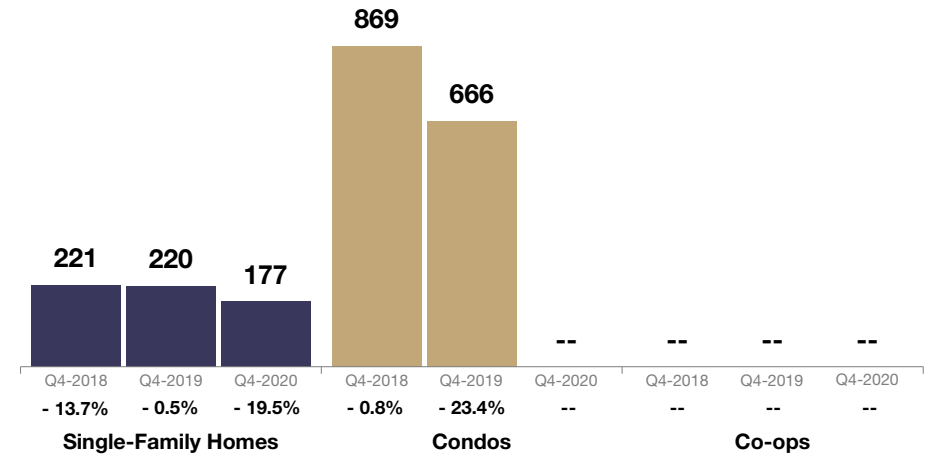
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



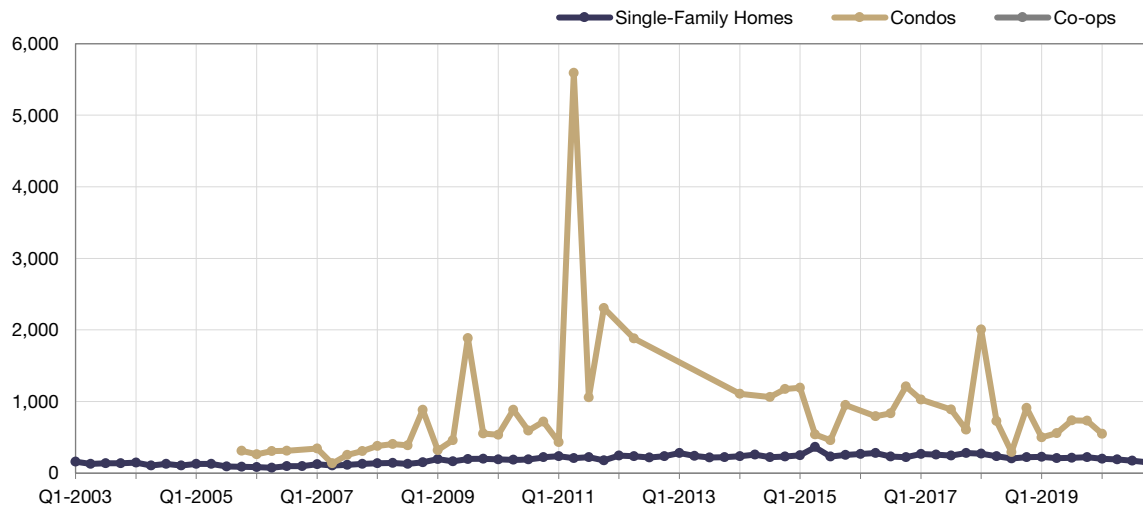
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Year to Date



Historical Housing Affordability Index by Quarter



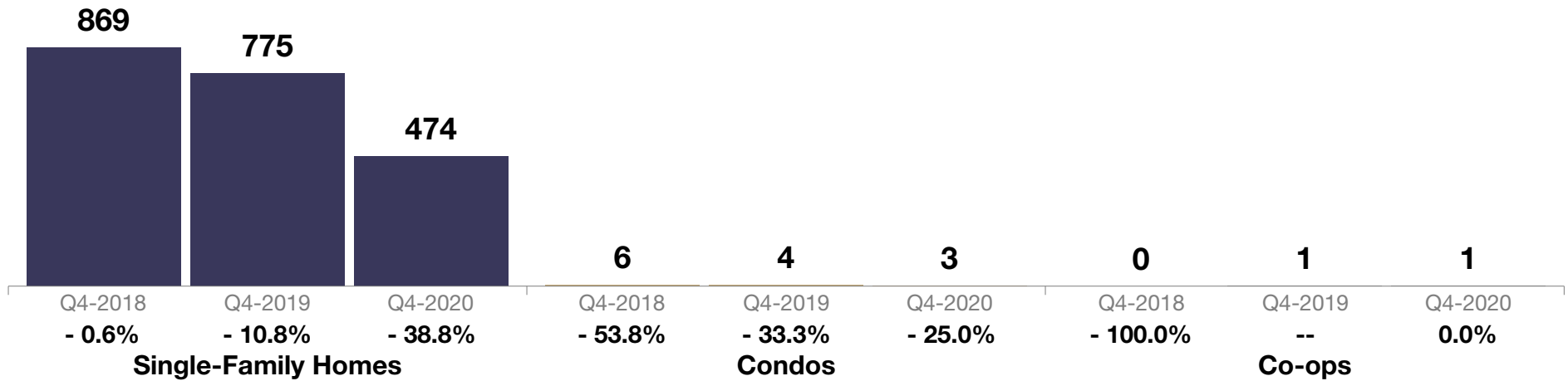
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	271	2,003	--
Q2-2018	233	727	--
Q3-2018	204	294	--
Q4-2018	219	911	--
Q1-2019	227	499	--
Q2-2019	206	556	--
Q3-2019	212	734	--
Q4-2019	219	732	--
Q1-2020	198	548	--
Q2-2020	188	--	--
Q3-2020	170	--	--
Q4-2020	150	--	--

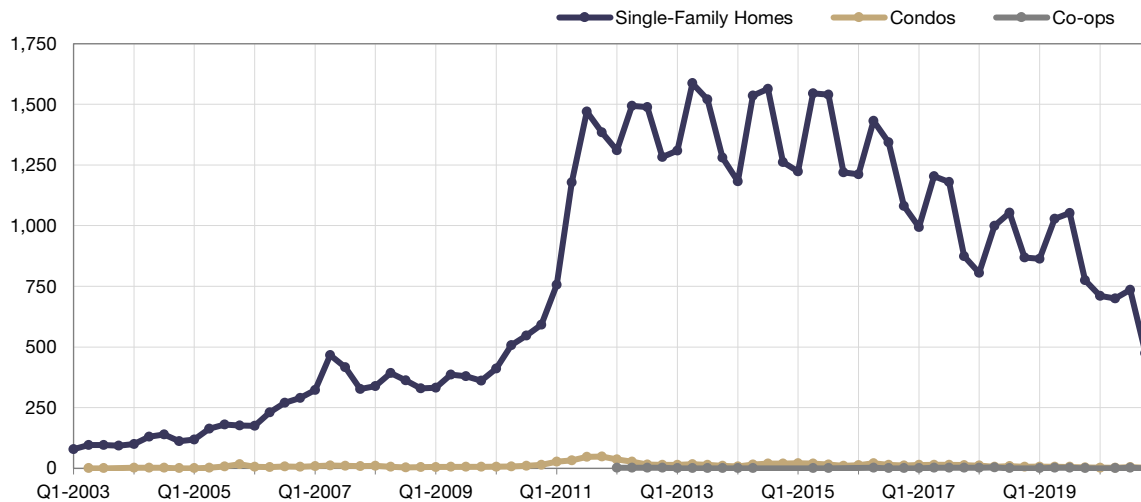
Inventory of Homes for Sale

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



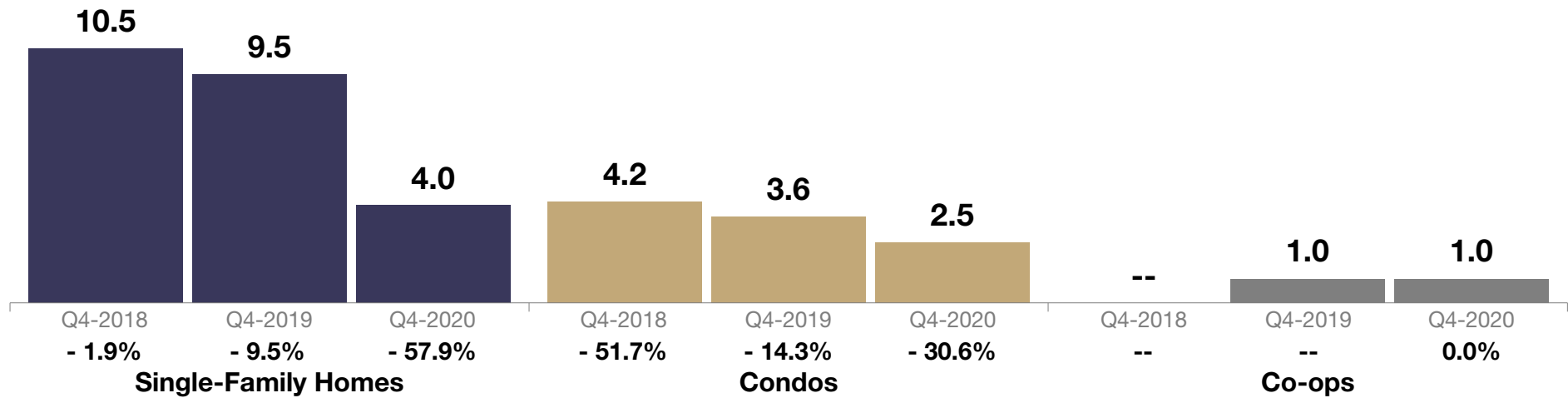
Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	806	12	2
Q2-2018	999	7	4
Q3-2018	1,053	9	1
Q4-2018	869	6	0
Q1-2019	864	6	1
Q2-2019	1,028	6	3
Q3-2019	1,052	6	3
Q4-2019	775	4	1
Q1-2020	711	3	0
Q2-2020	700	3	1
Q3-2020	736	5	2
Q4-2020	474	3	1

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

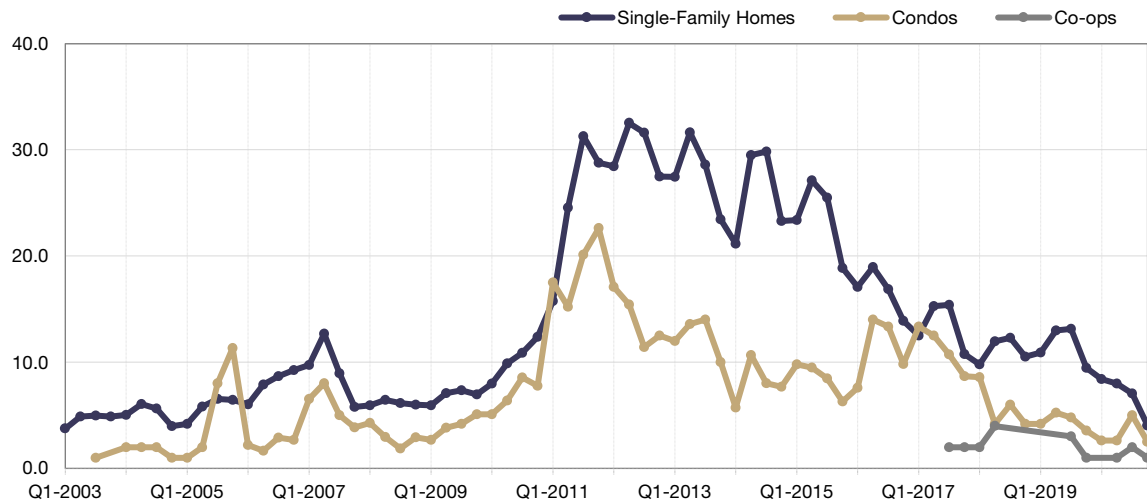
Months Supply of Inventory

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	9.8	8.6	2.0
Q2-2018	12.0	4.2	4.0
Q3-2018	12.3	6.0	--
Q4-2018	10.5	4.2	--
Q1-2019	10.9	4.2	--
Q2-2019	13.0	5.3	--
Q3-2019	13.1	4.8	3.0
Q4-2019	9.5	3.6	1.0
Q1-2020	8.4	2.6	--
Q2-2020	8.0	2.6	1.0
Q3-2020	7.0	5.0	2.0
Q4-2020	4.0	2.5	1.0

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>Q1-2018: 342, Q3-2018: 648, 543, 294, Q1-2019: 329, 612, 576, 252, Q1-2020: 314, 411, 698, Q3-2020: 334</p>	252	334	+ 32.5%	1,769	1,757	- 0.7%
Pending Sales	<p>Q1-2018: 217, Q3-2018: 254, 299, 231, Q1-2019: 177, 250, 315, 252, Q1-2020: 207, 290, 512, Q3-2020: 413</p>	252	413	+ 63.9%	994	1,422	+ 43.1%
Closed Sales	<p>Q1-2018: 229, Q3-2018: 241, 266, 278, Q1-2019: 199, 221, 267, 303, Q1-2020: 212, 196, 390, Q3-2020: 435</p>	303	435	+ 43.6%	990	1,233	+ 24.5%
Days on Market	<p>Q1-2018: 181, Q3-2018: 197, 141, 148, Q1-2019: 140, 168, 143, 138, Q1-2020: 153, 158, 145, Q3-2020: 113</p>	138	113	- 18.1%	147	137	- 6.8%
Median Sales Price	<p>Q1-2018: \$110,000, Q3-2018: \$125,000, \$142,000, \$130,000, Q1-2019: \$130,000, \$146,000, \$148,450, Q1-2020: \$141,500, \$160,500, \$175,000, Q3-2020: \$199,050, \$230,000</p>	\$141,500	\$230,000	+ 62.5%	\$141,000	\$195,000	+ 38.3%
Average Sales Price	<p>Q1-2018: \$141,017, Q3-2018: \$175,731, \$174,763, \$166,615, Q1-2019: \$164,805, \$186,519, \$183,489, Q1-2020: \$179,481, \$193,211, \$208,452, Q3-2020: \$218,417, \$283,679</p>	\$179,481	\$283,679	+ 58.1%	\$177,212	\$235,484	+ 32.9%
Pct. of Orig. Price Received	<p>Q1-2018: 85.1%, Q3-2018: 89.6%, 90.6%, 88.3%, Q1-2019: 86.7%, 88.1%, 88.5%, 88.1%, Q1-2020: 87.5%, 88.3%, 93.2%, Q3-2020: 93.8%</p>	88.1%	93.8%	+ 6.5%	87.9%	91.7%	+ 4.3%
Housing Affordability Index	<p>Q1-2018: 271, Q3-2018: 233, 204, 219, Q1-2019: 227, 210, 213, 222, Q1-2020: 200, 188, 170, Q3-2020: 150</p>	222	150	- 32.4%	223	177	- 20.6%
Inventory of Homes for Sale	<p>Q1-2018: 820, Q3-2018: 1,010, 1,063, 875, Q1-2019: 871, 1,037, 1,061, 780, Q1-2020: 714, 704, 743, Q3-2020: 478</p>	780	478	- 38.7%	--	--	--
Months Supply of Inventory	<p>Q1-2018: 9.9, Q3-2018: 12.0, 12.3, 10.5, Q1-2019: 10.9, 13.0, 13.1, 9.4, Q1-2020: 8.4, 7.9, 7.1, Q3-2020: 4.0</p>	9.4	4.0	- 57.4%	--	--	--