

# Quarterly Indicators

## Ulster County



### Q1-2022

The U.S. real estate market continued at a breakneck pace in the first quarter of 2022. Inventory remained at or near record lows and buyer competition was fierce, with homes selling in lightning speed, often with multiple offers. Demand for housing remains steady despite soaring sales prices, which have grown by double-digits nationally, marking 120 consecutive months of year-over-year price increases. Escalating home prices and a lack of inventory have caused pending and existing home sales to fall recently, as buyers continue to have difficulty finding a home to purchase.

- Single-Family Closed Sales were up 15.3 percent to 211.
- Condos Closed Sales were down 40.0 percent to 3.
- There were no recorded Co-Op sales this quarter.
- Single-Family Median Sales Price increased 21.1 percent to \$350,000.
- Condos Median Sales Price increased 32.9 percent to \$210,000.
- There were no recorded Co-Op sales this quarter.

With inflation at a 40-year high, the Federal Reserve has begun a series of expected rate hikes throughout the year. Mortgage rates, which typically lead Federal Reserve action, have surged in recent months, as the average 30-year fixed-rate mortgage reached 4.6% in March according to Freddie Mac, decreasing affordability and impacting mortgage eligibility for millions of prospective buyers. Economists say additional rate increases and an improvement in housing supply will likely ease demand and slow price growth in the future, but with so few listings for sale currently, the market remains very competitive.

### Quarterly Snapshot

<b>+ 13.2%</b>	<b>- 32.4%</b>	<b>+ 21.5%</b>
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

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	Q1-2021	Q1-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
<b>New Listings</b>	<p>301, 251, 228, 193, 256, 432, 236, 187, 313, 321, 197, 174</p>	187	<b>174</b>	- 7.0%	187	<b>174</b>	- 7.0%
<b>Pending Sales</b>	<p>150, 149, 151, 146, 160, 278, 223, 168, 223, 190, 231, 182</p>	168	<b>182</b>	+ 8.3%	168	<b>182</b>	+ 8.3%
<b>Closed Sales</b>	<p>126, 147, 165, 128, 133, 215, 255, 183, 192, 220, 213, 211</p>	183	<b>211</b>	+ 15.3%	183	<b>211</b>	+ 15.3%
<b>Days on Market</b>	<p>111, 93, 95, 95, 119, 91, 72, 79, 80, 50, 61, 79</p>	79	<b>79</b>	0.0%	79	<b>79</b>	0.0%
<b>Median Sales Price</b>	<p>\$220,000, \$248,100, \$242,050, \$219,950, \$295,000, \$285,000, \$315,000, \$288,000, \$335,000, \$372,244, \$383,800, \$350,000</p>	\$289,000	<b>\$350,000</b>	+ 21.1%	\$289,000	<b>\$350,000</b>	+ 21.1%
<b>Average Sales Price</b>	<p>\$224,205, \$255,774, \$289,013, \$230,848, \$299,434, \$335,967, \$353,782, \$337,395, \$364,682, \$395,733, \$369,314, \$431,980</p>	\$337,395	<b>\$431,980</b>	+ 28.0%	\$337,395	<b>\$431,980</b>	+ 28.0%
<b>Pct. of Orig. Price Received</b>	<p>92.6%, 95.1%, 92.9%, 93.0%, 94.7%, 98.5%, 98.0%, 96.5%, 99.0%, 101.6%, 97.0%, 96.6%</p>	96.5%	<b>96.6%</b>	+ 0.1%	96.5%	<b>96.6%</b>	+ 0.1%
<b>Housing Affordability Index</b>	<p>180, 164, 168, 190, 162, 155, 142, 165, 141, 128, 124, 137</p>	165	<b>137</b>	- 17.0%	165	<b>137</b>	- 17.0%
<b>Inventory of Homes for Sale</b>	<p>368, 380, 327, 291, 306, 363, 279, 218, 238, 313, 210, 148</p>	218	<b>148</b>	- 32.1%	--	--	--
<b>Months Supply of Inventory</b>	<p>8.6, 8.7, 6.9, 5.9, 6.1, 5.9, 4.1, 3.2, 3.2, 4.7, 3.1, 2.2</p>	3.2	<b>2.2</b>	- 31.3%	--	--	--

# 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	Q1-2021	Q1-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
<b>New Listings</b>	<p>Q2-2019: 5, Q4-2019: 6, Q2-2020: 3, Q4-2020: 3, Q2-2021: 4, Q4-2021: 4, Q2-2020: 5, Q4-2020: 6, Q2-2021: 8, Q4-2021: 5, Q2-2021: 1, Q4-2021: 3</p>	6	3	- 50.0%	6	3	- 50.0%
<b>Pending Sales</b>	<p>Q2-2019: 6, Q4-2019: 2, Q2-2020: 3, Q4-2020: 2, Q2-2021: 1, Q4-2021: 6, Q2-2020: 3, Q4-2020: 5, Q2-2021: 8, Q4-2021: 3, Q2-2021: 3, Q4-2021: 3</p>	5	3	- 40.0%	5	3	- 40.0%
<b>Closed Sales</b>	<p>Q2-2019: 3, Q4-2019: 6, Q2-2020: 3, Q4-2020: 2, Q2-2021: 0, Q4-2021: 3, Q2-2020: 4, Q4-2020: 5, Q2-2021: 6, Q4-2021: 6, Q2-2021: 4, Q4-2021: 3</p>	5	3	- 40.0%	5	3	- 40.0%
<b>Days on Market</b>	<p>Q2-2019: 122, Q4-2019: 65, Q2-2020: 61, Q4-2020: 68, Q2-2021: 0, Q4-2021: 49, Q2-2020: 59, Q4-2020: 54, Q2-2021: 49, Q4-2021: 34, Q2-2021: 71, Q4-2021: 46</p>	54	46	- 14.8%	54	46	- 14.8%
<b>Median Sales Price</b>	<p>Q2-2019: \$155,000, Q4-2019: \$134,500, Q2-2020: \$200,000, Q4-2020: \$160,000, Q2-2021: \$0, Q4-2021: \$144,876, Q2-2020: \$159,500, Q4-2020: \$158,000, Q2-2021: \$179,500, Q4-2021: \$190,000, Q2-2021: \$249,250, Q4-2021: \$210,000</p>	\$158,000	\$210,000	+ 32.9%	\$158,000	\$210,000	+ 32.9%
<b>Average Sales Price</b>	<p>Q2-2019: \$200,000, Q4-2019: \$139,333, Q2-2020: \$198,333, Q4-2020: \$160,000, Q2-2021: \$0, Q4-2021: \$138,825, Q2-2020: \$185,750, Q4-2020: \$163,600, Q2-2021: \$185,833, Q4-2021: \$195,850, Q2-2021: \$220,125, Q4-2021: \$205,833</p>	\$163,600	\$205,833	+ 25.8%	\$163,600	\$205,833	+ 25.8%
<b>Pct. of Orig. Price Received</b>	<p>Q2-2019: 92.4%, Q4-2019: 97.4%, Q2-2020: 91.5%, Q4-2020: 99.1%, Q2-2021: 0.0%, Q4-2021: 91.7%, Q2-2020: 99.1%, Q4-2020: 93.1%, Q2-2021: 99.4%, Q4-2021: 99.2%, Q2-2021: 101.7%, Q4-2021: 98.8%</p>	93.1%	98.8%	+ 6.1%	93.1%	98.8%	+ 6.1%
<b>Housing Affordability Index</b>	<p>Q2-2019: 256, Q4-2019: 304, Q2-2020: 204, Q4-2020: 261, Q2-2021: 0, Q4-2021: 304, Q2-2020: 281, Q4-2020: 302, Q2-2021: 263, Q4-2021: 251, Q2-2021: 192, Q4-2021: 228</p>	302	228	- 24.5%	302	228	- 24.5%
<b>Inventory of Homes for Sale</b>	<p>Q2-2019: 1, Q4-2019: 3, Q2-2020: 3, Q4-2020: 3, Q2-2021: 6, Q4-2021: 2, Q2-2020: 3, Q4-2020: 3, Q2-2021: 3, Q4-2021: 5, Q2-2021: 2, Q4-2021: 2</p>	3	2	- 33.3%	--	--	--
<b>Months Supply of Inventory</b>	<p>Q2-2019: 0.4, Q4-2019: 1.3, Q2-2020: 1.3, Q4-2020: 1.4, Q2-2021: 3.8, Q4-2021: 0.8, Q2-2020: 1.5, Q4-2020: 1.6, Q2-2021: 1.4, Q4-2021: 2.6, Q2-2021: 1.1, Q4-2021: 0.9</p>	1.6	0.9	- 43.8%	--	--	--

# 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.

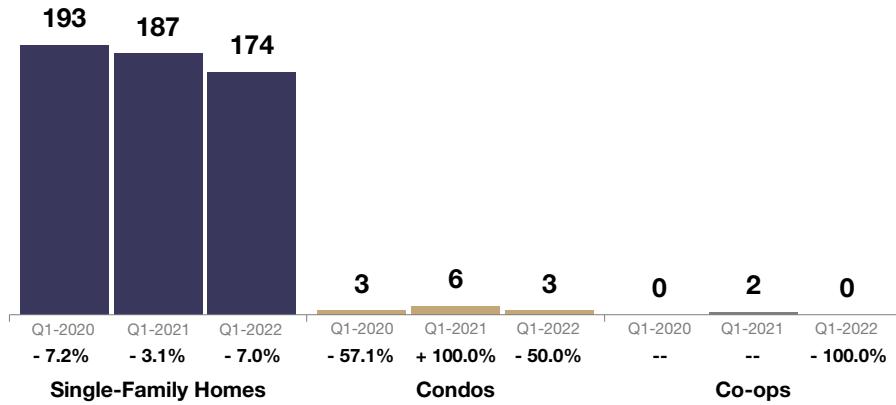


Key Metrics	Historical Sparkbars	Q1-2021	Q1-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
<b>New Listings</b>		2	0	- 100.0%	2	0	- 100.0%
<b>Pending Sales</b>		1	0	- 100.0%	1	0	- 100.0%
<b>Closed Sales</b>		1	0	- 100.0%	1	0	- 100.0%
<b>Days on Market</b>		93	--	--	93	--	--
<b>Median Sales Price</b>		\$98,500	--	--	\$98,500	--	--
<b>Average Sales Price</b>		\$98,500	--	--	\$98,500	--	--
<b>Pct. of Orig. Price Received</b>		78.8%	--	--	78.8%	--	--
<b>Housing Affordability Index</b>		--	--	--	--	--	--
<b>Inventory of Homes for Sale</b>		1	0	- 100.0%	--	--	--
<b>Months Supply of Inventory</b>		1.0	--	--	--	--	--

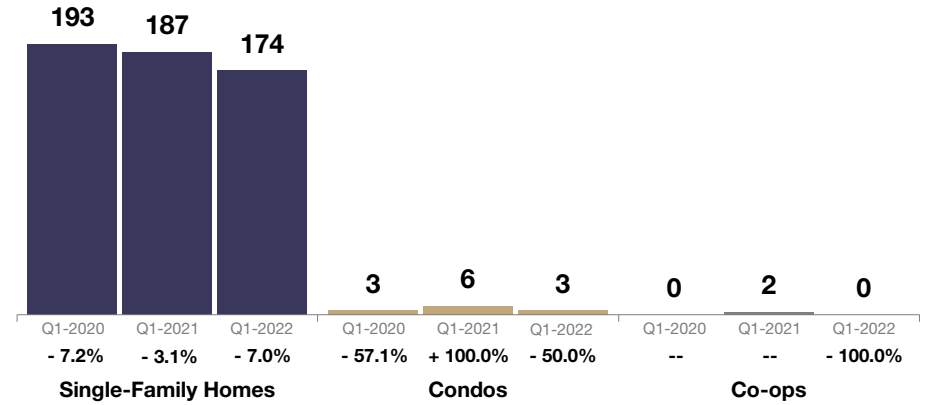
# New Listings

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

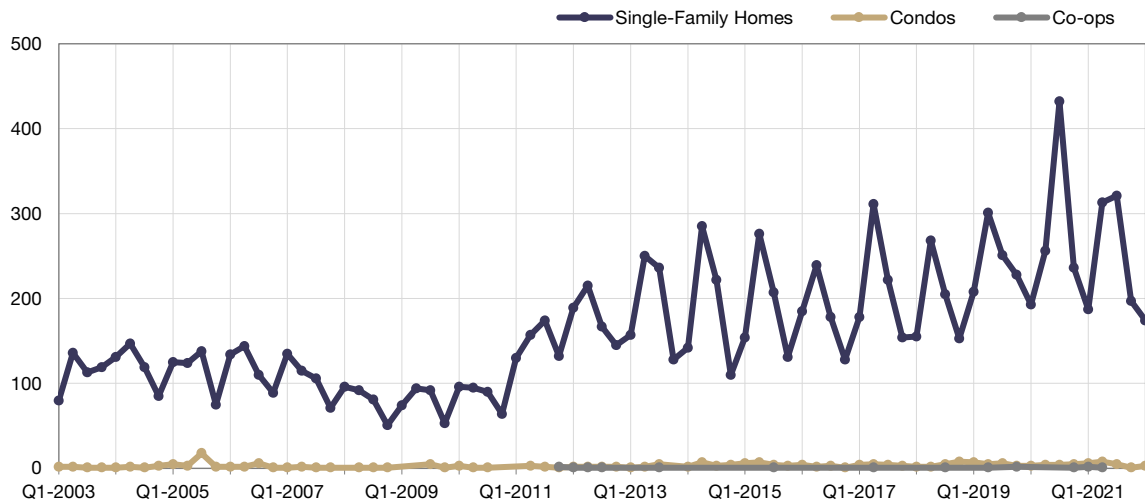
## Q1-2022



## Year to Date



## Historical New Listings by Quarter



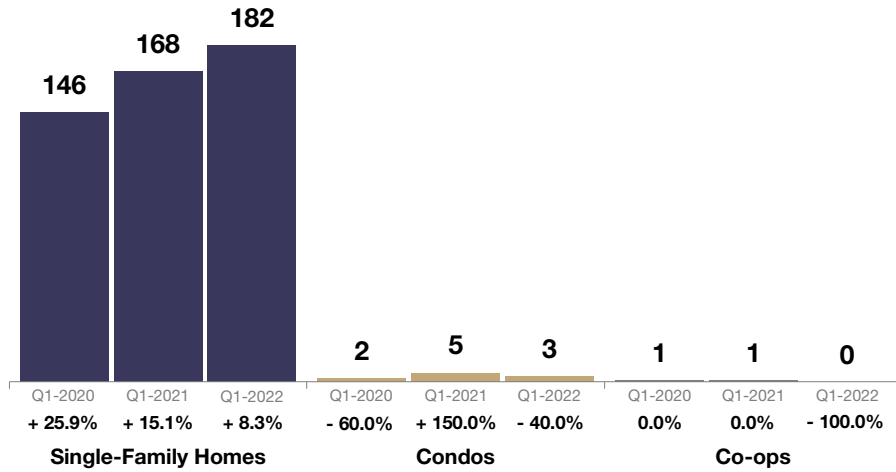
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2019	301	5	1
Q3-2019	251	6	0
Q4-2019	228	3	2
Q1-2020	193	3	0
Q2-2020	256	4	0
Q3-2020	432	4	0
Q4-2020	236	5	1
Q1-2021	187	6	2
Q2-2021	313	8	1
Q3-2021	321	5	0
Q4-2021	197	1	0
<b>Q1-2022</b>	<b>174</b>	<b>3</b>	<b>0</b>

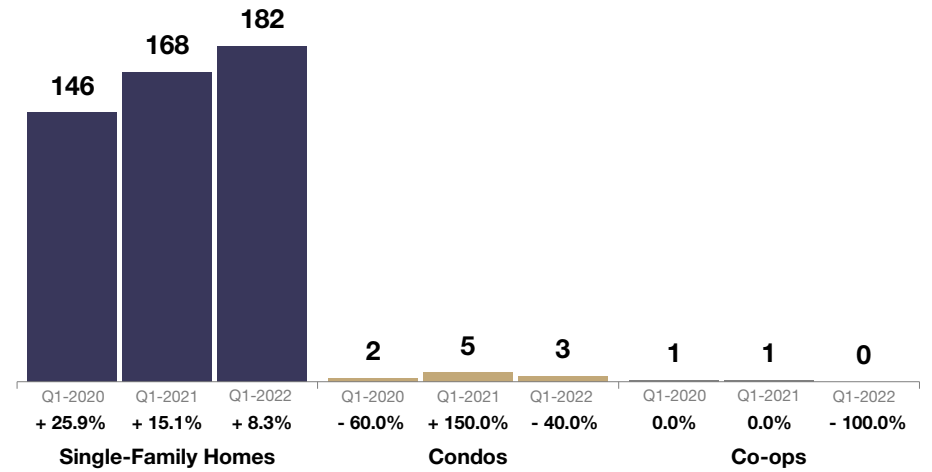
# Pending Sales

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

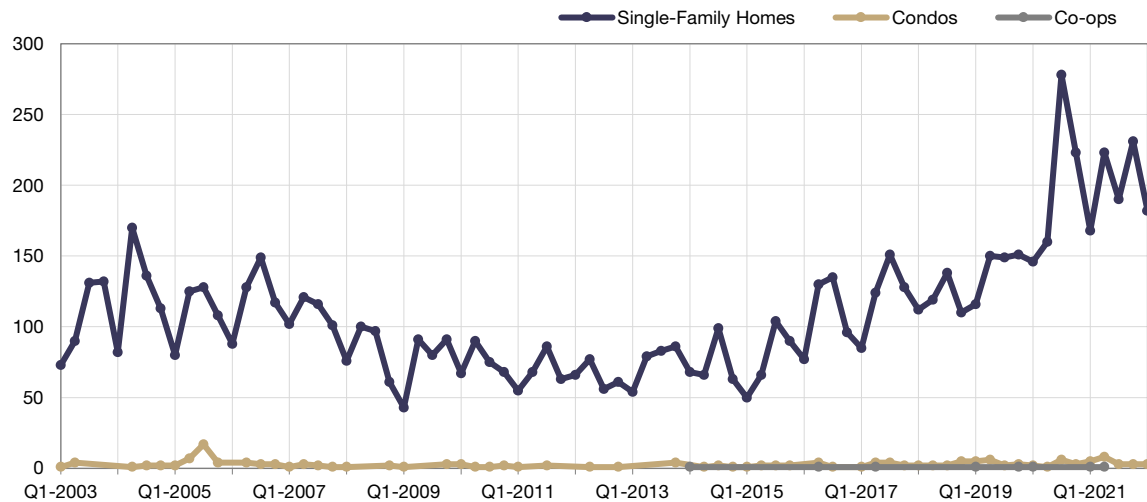
## Q1-2022



## Year to Date



## Historical Pending Sales by Quarter



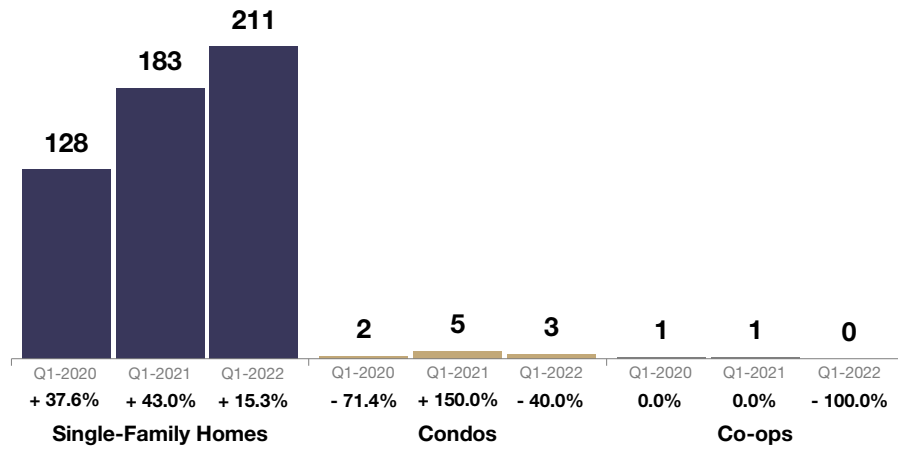
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2019	150	6	0
Q3-2019	149	2	0
Q4-2019	151	3	1
Q1-2020	146	2	1
Q2-2020	160	1	0
Q3-2020	278	6	0
Q4-2020	223	3	0
Q1-2021	168	5	1
Q2-2021	223	8	1
Q3-2021	190	3	0
Q4-2021	231	3	0
<b>Q1-2022</b>	<b>182</b>	<b>3</b>	<b>0</b>

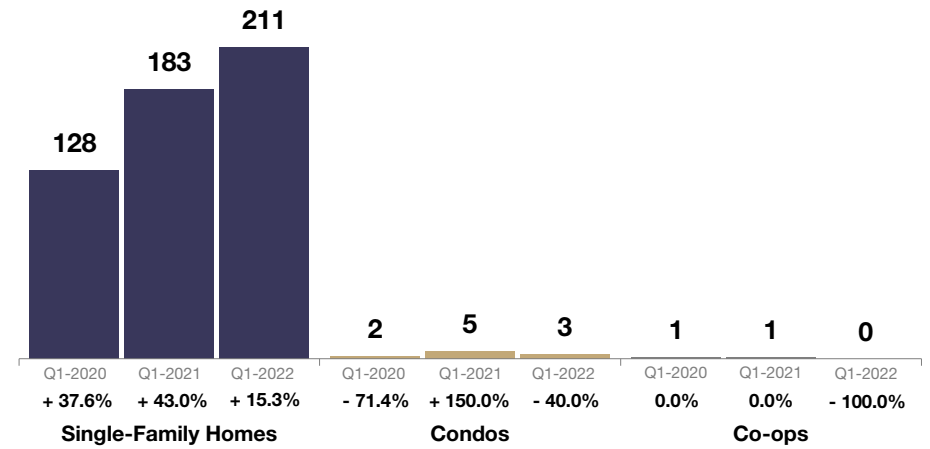
# Closed Sales

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

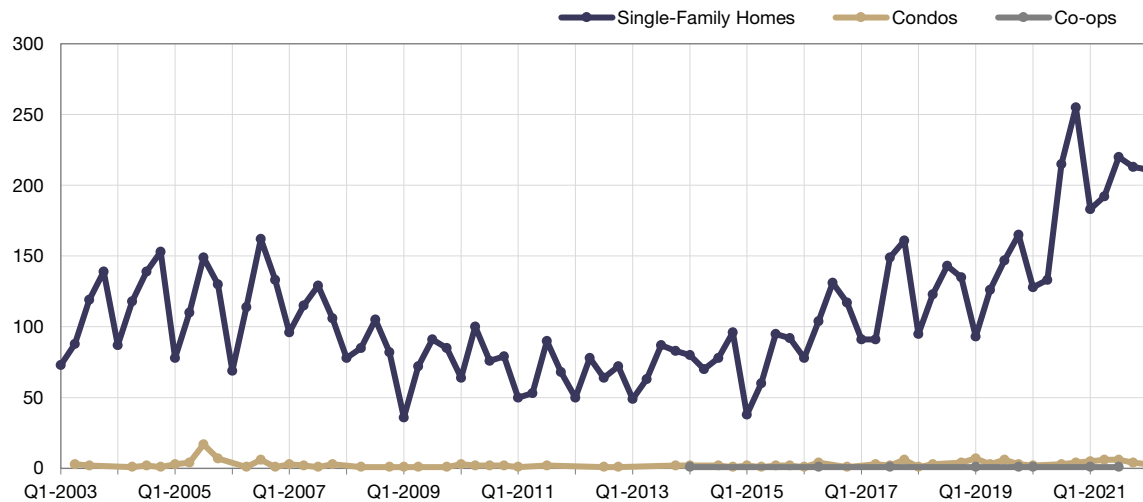
## Q1-2022



## Year to Date



## Historical Closed Sales by Quarter



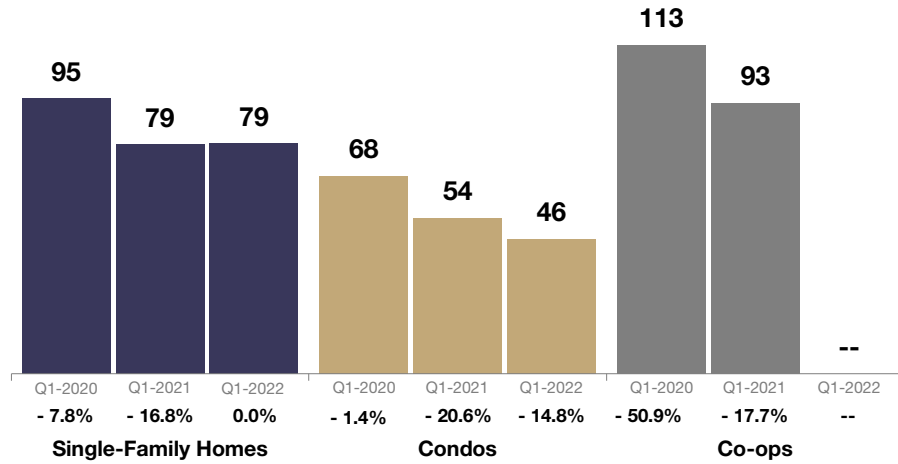
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2019	126	3	0
Q3-2019	147	6	0
Q4-2019	165	3	1
Q1-2020	128	2	1
Q2-2020	133	0	0
Q3-2020	215	3	0
Q4-2020	255	4	0
Q1-2021	183	5	1
Q2-2021	192	6	0
Q3-2021	220	6	1
Q4-2021	213	4	0
<b>Q1-2022</b>	<b>211</b>	<b>3</b>	<b>0</b>

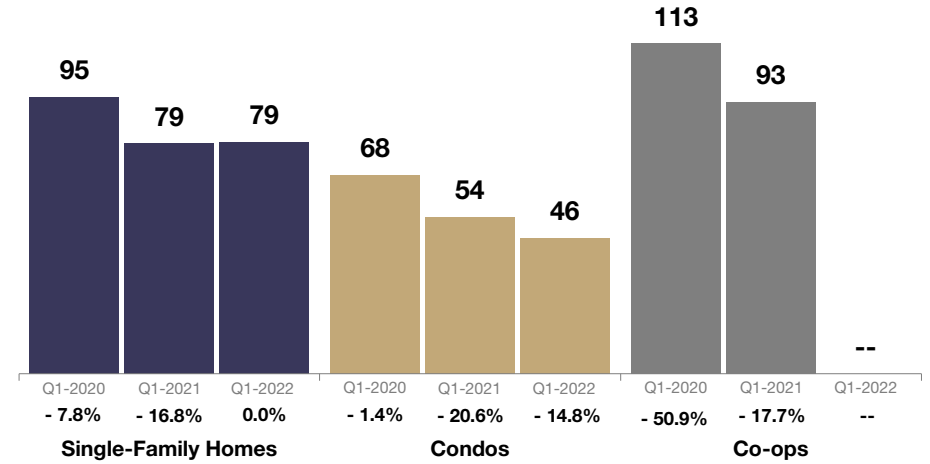
# Days on Market Until Sale

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

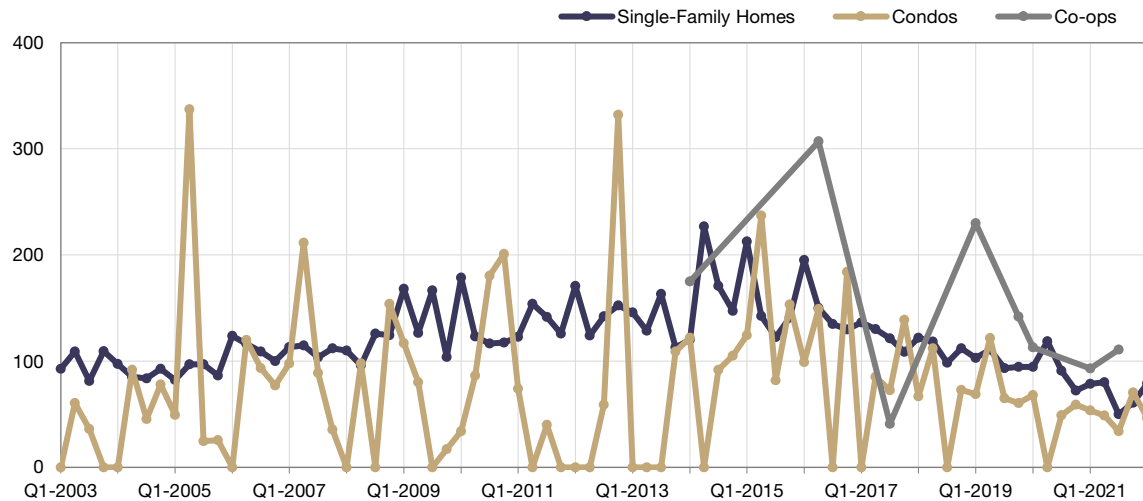
## Q1-2022



## 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.

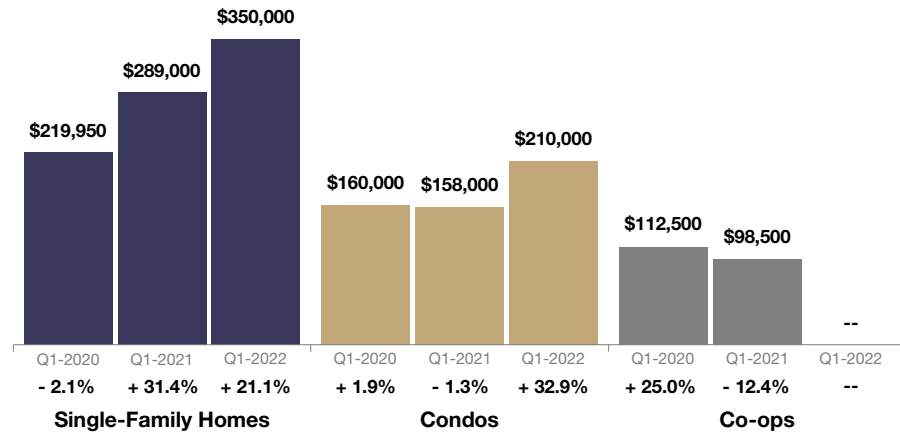
Quarter	Single-Family Homes	Condos	Co-ops
Q2-2019	111	122	--
Q3-2019	93	65	--
Q4-2019	95	61	142
Q1-2020	95	68	113
Q2-2020	119	--	--
Q3-2020	91	49	--
Q4-2020	72	59	--
Q1-2021	79	54	93
Q2-2021	80	49	--
Q3-2021	50	34	111
Q4-2021	61	71	--
<b>Q1-2022</b>	<b>79</b>	<b>46</b>	<b>--</b>



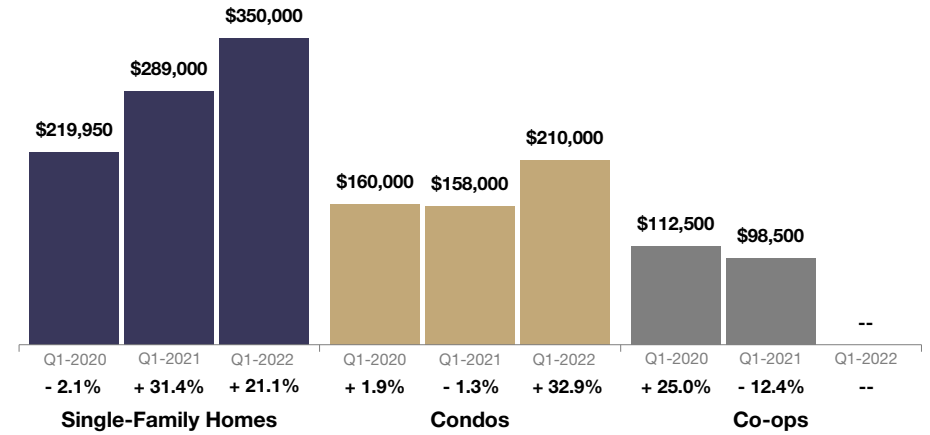
# Median Sales Price

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

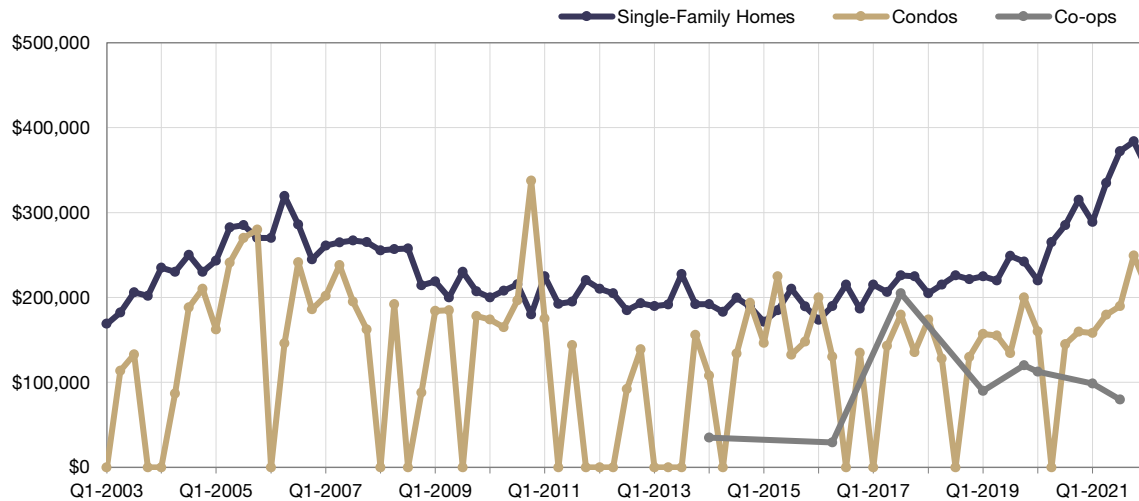
## Q1-2022



## Year to Date



## Historical Median Sales Price by Quarter



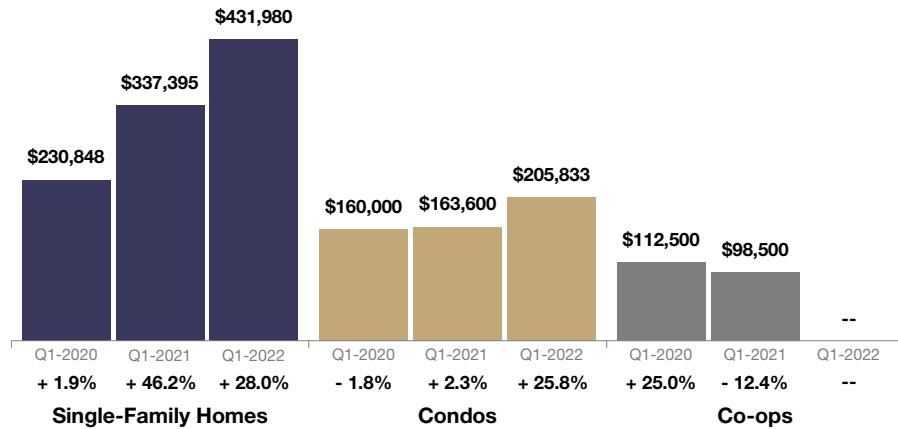
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2019	\$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
Q2-2020	\$265,000	--	--
Q3-2020	\$285,000	\$144,876	--
Q4-2020	\$315,000	\$159,500	--
Q1-2021	\$289,000	\$158,000	\$98,500
Q2-2021	\$335,000	\$179,500	--
Q3-2021	\$372,244	\$190,000	\$80,000
Q4-2021	\$383,800	\$249,250	--
<b>Q1-2022</b>	<b>\$350,000</b>	<b>\$210,000</b>	<b>--</b>

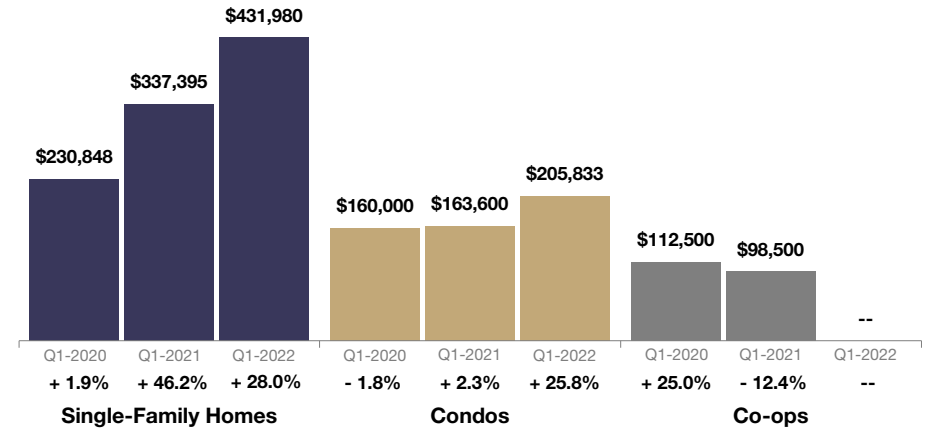
# Average Sales Price

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

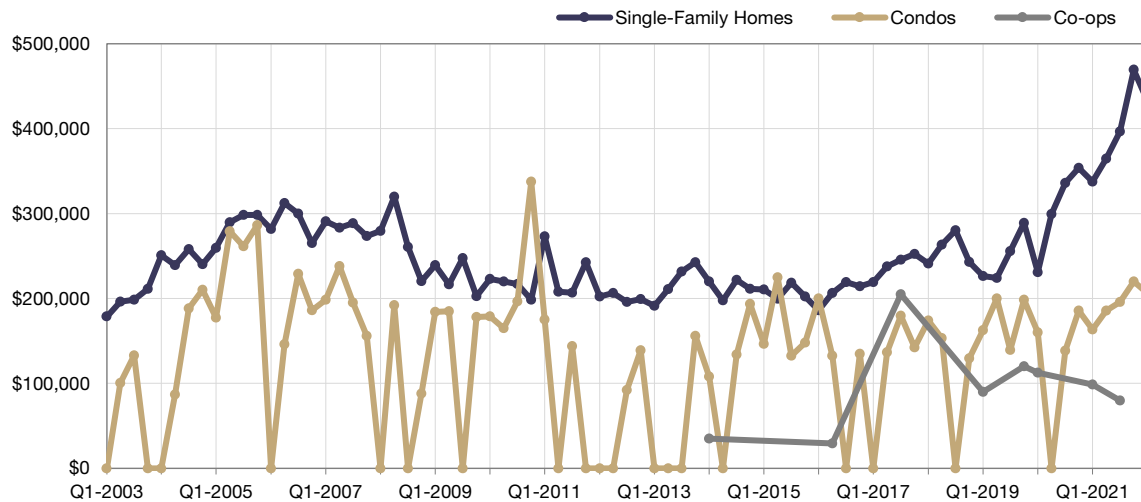
## Q1-2022



## Year to Date



## Historical Average Sales Price by Quarter



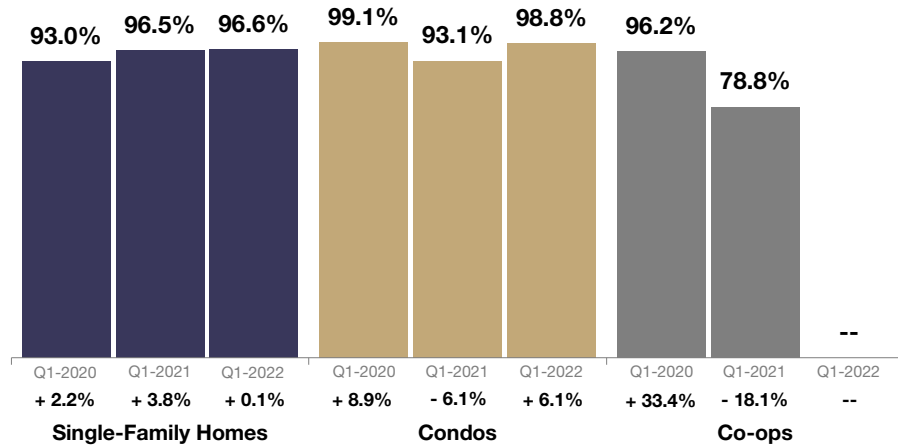
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2019	\$224,205	\$200,000	--
Q3-2019	\$255,774	\$139,333	--
Q4-2019	\$289,013	\$198,333	\$120,000
Q1-2020	\$230,848	\$160,000	\$112,500
Q2-2020	\$299,434	--	--
Q3-2020	\$335,967	\$138,625	--
Q4-2020	\$353,782	\$185,750	--
Q1-2021	\$337,395	\$163,600	\$98,500
Q2-2021	\$364,682	\$185,833	--
Q3-2021	\$396,733	\$195,850	\$80,000
Q4-2021	\$469,314	\$220,125	--
<b>Q1-2022</b>	<b>\$431,980</b>	<b>\$205,833</b>	<b>--</b>

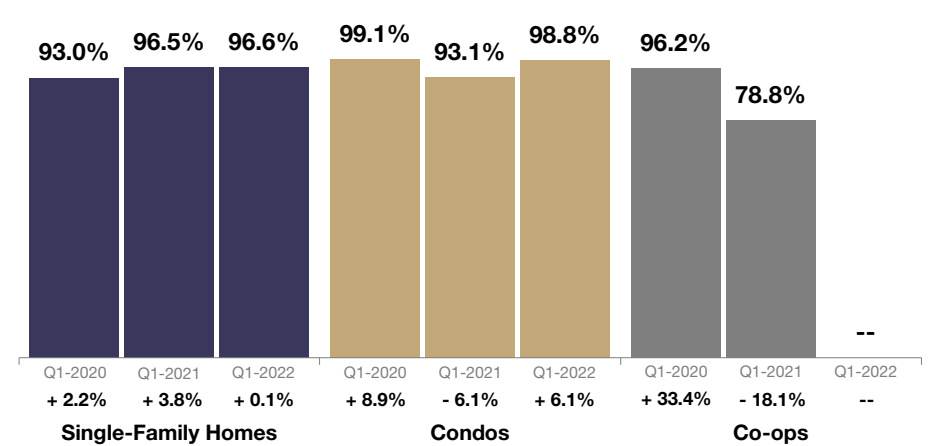
# Percent of Original List Price Received

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.

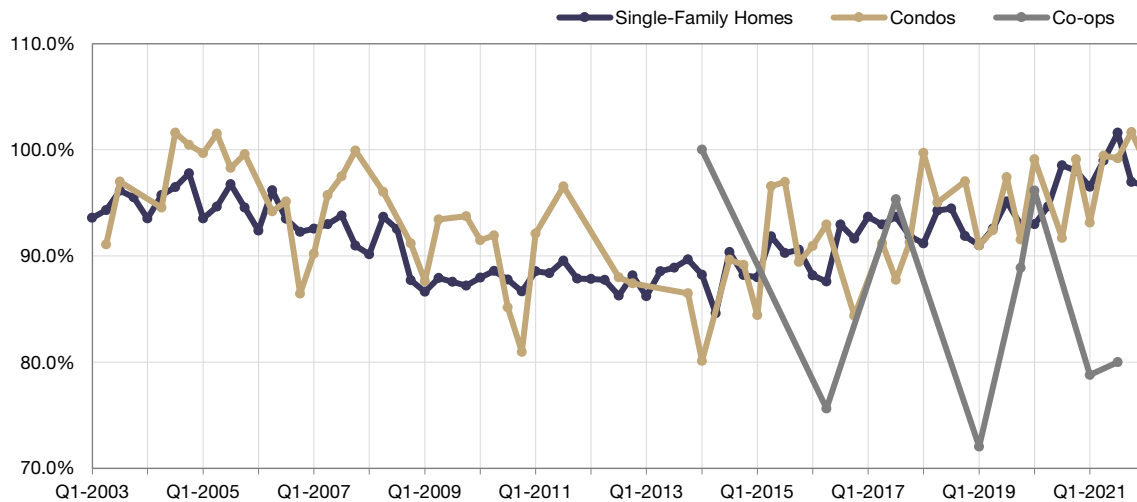
## Q1-2022



## Year to Date



## Historical Percent of Original List Price Received by Quarter



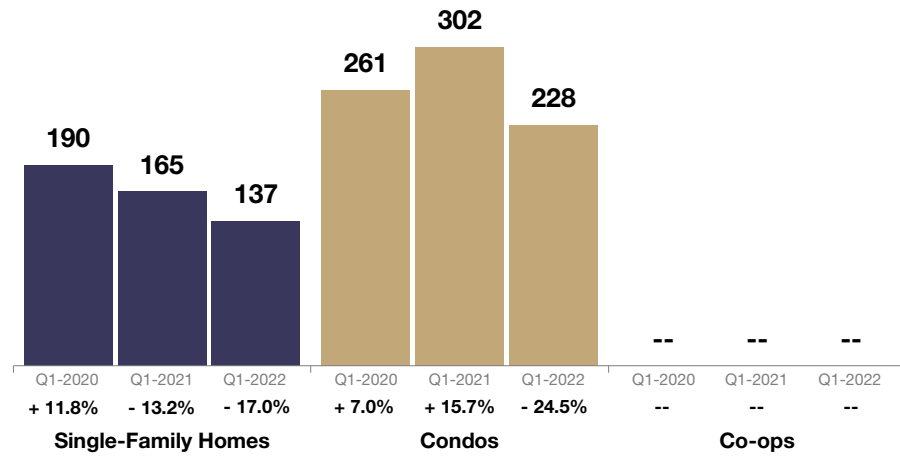
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2019	92.6%	92.4%	--
Q3-2019	95.1%	97.4%	--
Q4-2019	92.9%	91.5%	88.9%
Q1-2020	93.0%	99.1%	96.2%
Q2-2020	94.7%	--	--
Q3-2020	98.5%	91.7%	--
Q4-2020	98.0%	99.1%	--
Q1-2021	96.5%	93.1%	78.8%
Q2-2021	99.0%	99.4%	--
Q3-2021	101.6%	99.2%	80.0%
Q4-2021	97.0%	101.7%	--
<b>Q1-2022</b>	<b>96.6%</b>	<b>98.8%</b>	<b>--</b>

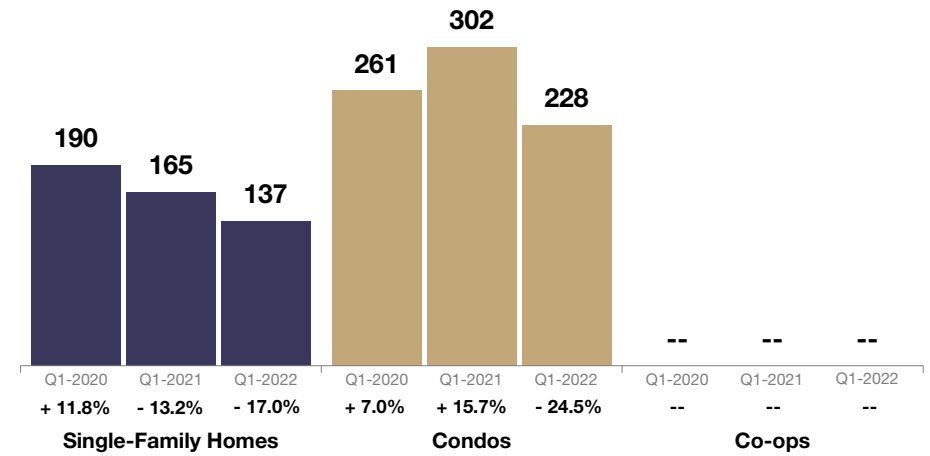
# Housing Affordability Index

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.

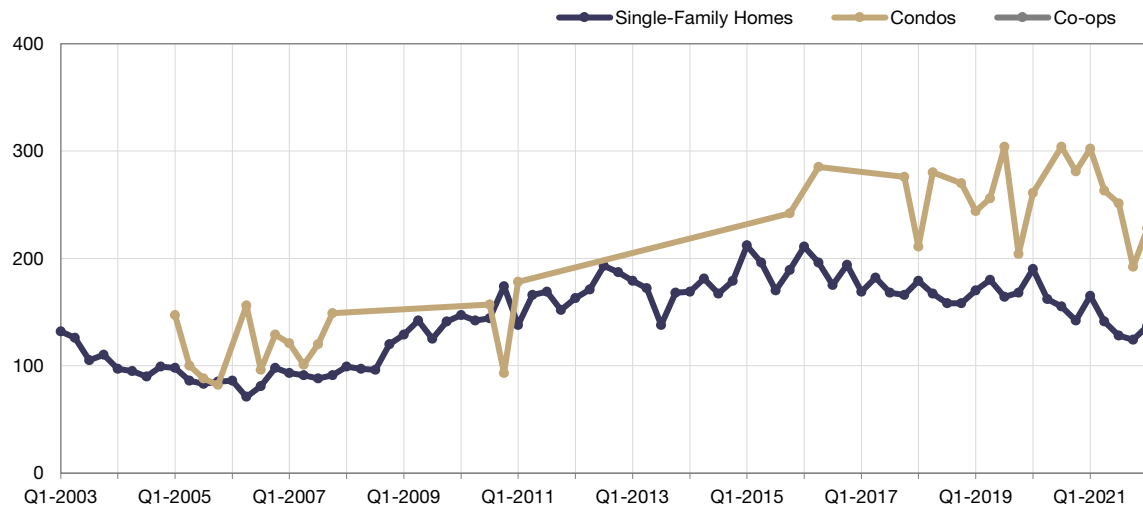
## Q1-2022



## Year to Date



## Historical Housing Affordability Index by Quarter



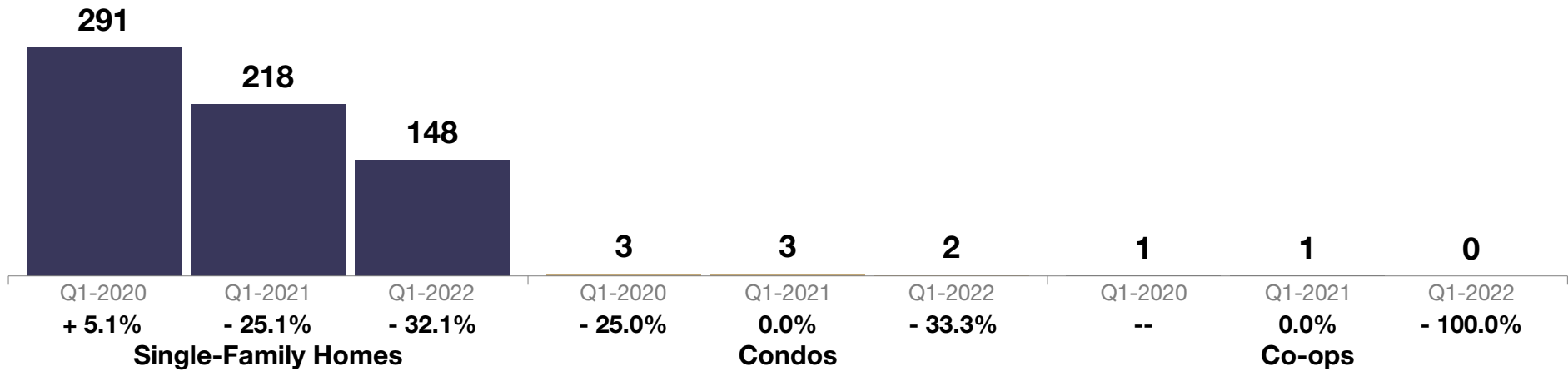
Quarter	Single-Family Homes	Condos	Co-ops
Q2-2019	180	256	--
Q3-2019	164	304	--
Q4-2019	168	204	--
Q1-2020	190	261	--
Q2-2020	162	--	--
Q3-2020	155	304	--
Q4-2020	142	281	--
Q1-2021	165	302	--
Q2-2021	141	263	--
Q3-2021	128	251	--
Q4-2021	124	192	--
<b>Q1-2022</b>	<b>137</b>	<b>228</b>	<b>--</b>

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

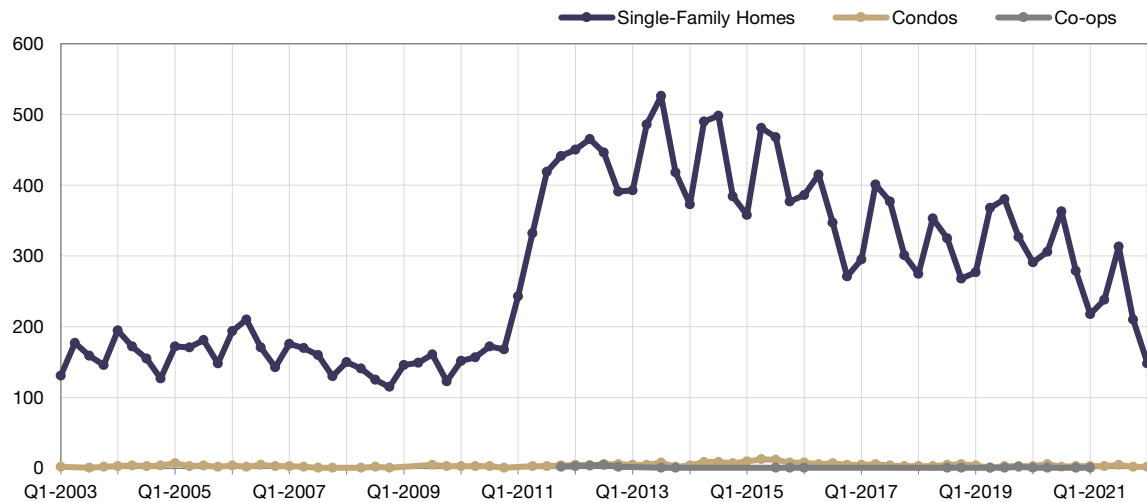
# Inventory of Homes for Sale

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

## Q1-2022



## Historical Inventory of Homes for Sale by Quarter



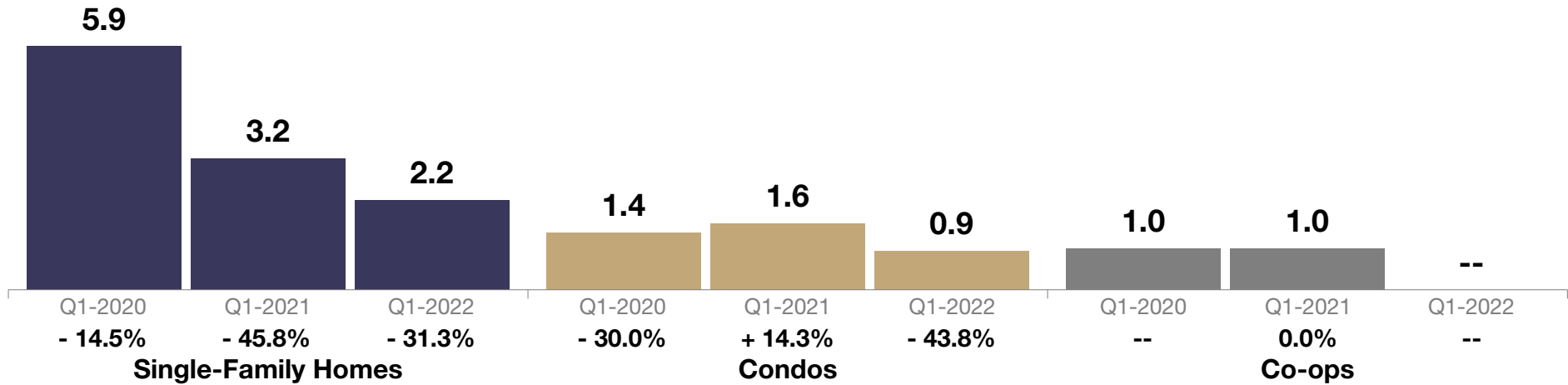
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2019	368	1	1
Q3-2019	380	3	1
Q4-2019	327	3	2
Q1-2020	291	3	1
Q2-2020	306	6	1
Q3-2020	363	2	0
Q4-2020	279	3	1
Q1-2021	218	3	1
Q2-2021	238	3	0
Q3-2021	313	5	0
Q4-2021	210	2	0
<b>Q1-2022</b>	<b>148</b>	<b>2</b>	<b>0</b>

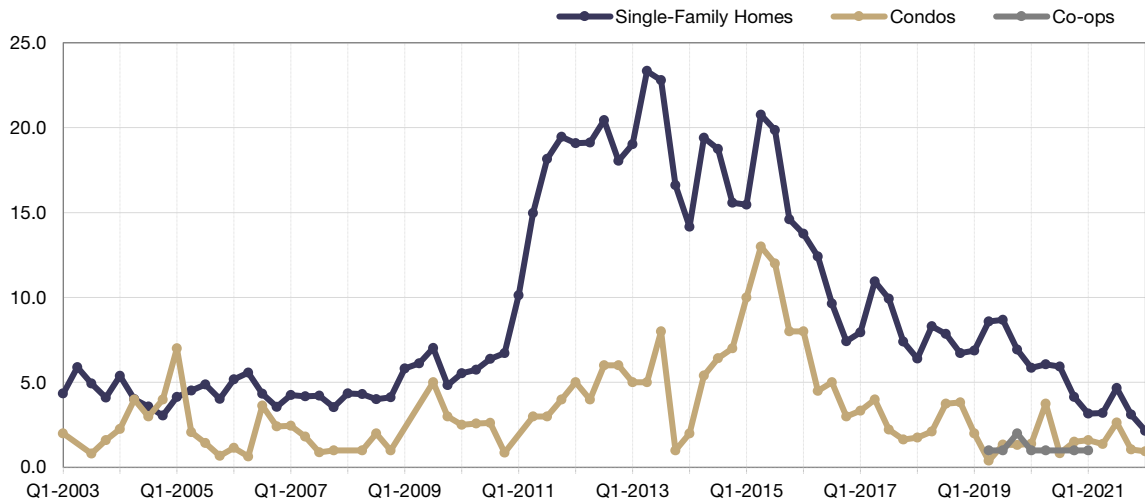
# Months Supply of Inventory

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.

## Q1-2022



## 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
Q2-2019	8.6	0.4	1.0
Q3-2019	8.7	1.3	1.0
Q4-2019	6.9	1.3	2.0
Q1-2020	5.9	1.4	1.0
Q2-2020	6.1	3.8	1.0
Q3-2020	5.9	0.8	--
Q4-2020	4.1	1.5	1.0
Q1-2021	3.2	1.6	1.0
Q2-2021	3.2	1.4	--
Q3-2021	4.7	2.6	--
Q4-2021	3.1	1.1	--
<b>Q1-2022</b>	<b>2.2</b>	<b>0.9</b>	<b>--</b>

# 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	Q1-2021	Q1-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
<b>New Listings</b>	<p>307, 257, 233, 196, 260, 436, 242, 195, 322, 326, 198, 177</p> <p>Q2-2019, Q4-2019, Q2-2020, Q4-2020, Q2-2021, Q4-2021</p>	195	177	- 9.2%	195	177	- 9.2%
<b>Pending Sales</b>	<p>156, 151, 155, 149, 161, 284, 226, 174, 232, 193, 234, 185</p> <p>Q2-2019, Q4-2019, Q2-2020, Q4-2020, Q2-2021, Q4-2021</p>	174	185	+ 6.3%	174	185	+ 6.3%
<b>Closed Sales</b>	<p>129, 153, 169, 131, 133, 218, 259, 189, 198, 227, 217, 214</p> <p>Q2-2019, Q4-2019, Q2-2020, Q4-2020, Q2-2021, Q4-2021</p>	189	214	+ 13.2%	189	214	+ 13.2%
<b>Days on Market</b>	<p>111, 92, 94, 94, 119, 90, 72, 78, 79, 50, 61, 79</p> <p>Q2-2019, Q4-2019, Q2-2020, Q4-2020, Q2-2021, Q4-2021</p>	78	79	+ 1.3%	78	79	+ 1.3%
<b>Median Sales Price</b>	<p>\$219,965, \$245,000, \$240,000, \$215,000, \$265,000, \$282,500, \$313,500, \$283,200, \$329,950, \$362,500, \$375,000, \$344,000</p> <p>Q2-2019, Q4-2019, Q2-2020, Q4-2020, Q2-2021, Q4-2021</p>	\$283,200	\$344,000	+ 21.5%	\$283,200	\$344,000	+ 21.5%
<b>Average Sales Price</b>	<p>\$223,638, \$251,207, \$286,403, \$228,863, \$298,434, \$333,252, \$351,187, \$321,533, \$359,282, \$389,998, \$464,721, \$428,809</p> <p>Q2-2019, Q4-2019, Q2-2020, Q4-2020, Q2-2021, Q4-2021</p>	\$331,533	\$428,809	+ 29.3%	\$331,533	\$428,809	+ 29.3%
<b>Pct. of Orig. Price Received</b>	<p>92.6%, 95.2%, 92.9%, 93.1%, 94.7%, 98.4%, 98.0%, 96.3%, 99.0%, 101.4%, 97.1%, 96.7%</p> <p>Q2-2019, Q4-2019, Q2-2020, Q4-2020, Q2-2021, Q4-2021</p>	96.3%	96.7%	+ 0.4%	96.3%	96.7%	+ 0.4%
<b>Housing Affordability Index</b>	<p>180, 167, 170, 194, 162, 156, 143, 169, 143, 132, 127, 139</p> <p>Q2-2019, Q4-2019, Q2-2020, Q4-2020, Q2-2021, Q4-2021</p>	169	139	- 17.8%	169	139	- 17.8%
<b>Inventory of Homes for Sale</b>	<p>370, 384, 332, 295, 313, 365, 283, 222, 241, 318, 212, 150</p> <p>Q2-2019, Q4-2019, Q2-2020, Q4-2020, Q2-2021, Q4-2021</p>	222	150	- 32.4%	--	--	--
<b>Months Supply of Inventory</b>	<p>8.3, 8.5, 6.8, 5.8, 6.1, 5.8, 4.1, 3.2, 3.2, 4.6, 3.1, 2.1</p> <p>Q2-2019, Q4-2019, Q2-2020, Q4-2020, Q2-2021, Q4-2021</p>	3.2	2.1	- 34.4%	--	--	--