

# Quarterly Indicators

## Ulster County



### Q3-2022

The U.S. housing market was in a state of rebalance in the third quarter of 2022, as affordability challenges and economic uncertainty caused market activity to cool during what is typically a very busy time of year. The 30-year-fixed rate mortgage exceeded 6% for the first time since 2008, with rates more than double from where they were at the beginning of the year. Buyer demand has fallen rapidly as a result, causing home sales to decline, and prompting home builders to slow construction as they adjust their expectations about the market going forward.

- Single-Family Closed Sales were down 11.6 percent to 190.
- Condos Closed Sales were down 16.7 percent to 5.
- Co-ops Closed Sales were down 100.0 percent to 0.
  
- Single-Family Median Sales Price increased 5.3 percent to \$395,000.
- Condos Median Sales Price increased 55.3 percent to \$295,000.
- Co-ops Median Sales Price could not be calculated due to 0 closed sales.

Persistently high levels of inflation have led the Federal Reserve to continue their series of interest rate hikes this year, with the Fed making two 75-basis-point increases in the third quarter alone. As borrowing costs continue to rise, many buyers and sellers are choosing to wait while the market resets before making their next move. For active buyers, however, some relief may be on the horizon. Falling home sales have helped inventory to improve, while the rise in interest rates is putting downward pressure on home prices.

### Quarterly Snapshot

**- 13.2%**    **- 12.1%**    **+ 3.7%**

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	Q3-2021	Q3-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
<b>New Listings</b>	<p>Q4-2019: 224, Q2-2020: 190, Q4-2020: 254, Q2-2021: 427, Q4-2021: 231, Q2-2022: 184, Q4-2022: 304, Q2-2023: 319, Q4-2023: 196, Q2-2024: 171, Q4-2024: 322, Q2-2025: 323</p>	319	<b>323</b>	+ 1.3%	807	<b>816</b>	+ 1.1%
<b>Pending Sales</b>	<p>Q4-2019: 147, Q2-2020: 143, Q4-2020: 159, Q2-2021: 277, Q4-2021: 218, Q2-2022: 166, Q4-2022: 215, Q2-2023: 187, Q4-2023: 227, Q2-2024: 174, Q4-2024: 192, Q2-2025: 197</p>	187	<b>197</b>	+ 5.3%	568	<b>563</b>	- 0.9%
<b>Closed Sales</b>	<p>Q4-2019: 163, Q2-2020: 125, Q4-2020: 132, Q2-2021: 212, Q4-2021: 252, Q2-2022: 180, Q4-2022: 188, Q2-2023: 215, Q4-2023: 211, Q2-2024: 211, Q4-2024: 188, Q2-2025: 190</p>	215	<b>190</b>	- 11.6%	583	<b>589</b>	+ 1.0%
<b>Days on Market</b>	<p>Q4-2019: 94, Q2-2020: 96, Q4-2020: 118, Q2-2021: 90, Q4-2021: 72, Q2-2022: 79, Q4-2022: 81, Q2-2023: 50, Q4-2023: 60, Q2-2024: 79, Q4-2024: 72, Q2-2025: 57</p>	50	<b>57</b>	+ 14.0%	69	<b>70</b>	+ 1.4%
<b>Median Sales Price</b>	<p>Q4-2019: \$245,700, Q2-2020: \$222,000, Q4-2020: \$266,000, Q2-2021: \$267,650, Q4-2021: \$315,000, Q2-2022: \$289,500, Q4-2022: \$339,450, Q2-2023: \$375,000, Q4-2023: \$385,000, Q2-2024: \$360,000, Q4-2024: \$367,500, Q2-2025: \$385,000</p>	\$375,000	<b>\$395,000</b>	+ 5.3%	\$335,000	<b>\$380,000</b>	+ 13.4%
<b>Average Sales Price</b>	<p>Q4-2019: \$201,933, Q2-2020: \$234,892, Q4-2020: \$300,226, Q2-2021: \$339,434, Q4-2021: \$366,662, Q2-2022: \$340,851, Q4-2022: \$368,553, Q2-2023: \$402,097, Q4-2023: \$472,025, Q2-2024: \$431,980, Q4-2024: \$455,532, Q2-2025: \$484,433</p>	\$402,097	<b>\$484,433</b>	+ 20.5%	\$372,693	<b>\$456,418</b>	+ 22.5%
<b>Pct. of Orig. Price Received</b>	<p>Q4-2019: 93.1%, Q2-2020: 93.1%, Q4-2020: 94.8%, Q2-2021: 98.8%, Q4-2021: 98.0%, Q2-2022: 96.7%, Q4-2022: 99.0%, Q2-2023: 101.5%, Q4-2023: 97.0%, Q2-2024: 96.6%, Q4-2024: 100.8%, Q2-2025: 99.4%</p>	101.5%	<b>99.4%</b>	- 2.1%	99.2%	<b>98.9%</b>	- 0.3%
<b>Housing Affordability Index</b>	<p>Q4-2019: 166, Q2-2020: 188, Q4-2020: 161, Q2-2021: 153, Q4-2021: 142, Q2-2022: 165, Q4-2022: 139, Q2-2023: 125, Q4-2023: 121, Q2-2024: 121, Q4-2024: 95, Q2-2025: 93</p>	125	<b>93</b>	- 25.6%	140	<b>97</b>	- 30.7%
<b>Inventory of Homes for Sale</b>	<p>Q4-2019: 347, Q2-2020: 303, Q4-2020: 315, Q2-2021: 380, Q4-2021: 298, Q2-2022: 242, Q4-2022: 259, Q2-2023: 335, Q4-2023: 230, Q2-2024: 184, Q4-2024: 268, Q2-2025: 298</p>	335	<b>298</b>	- 11.0%	--	--	--
<b>Months Supply of Inventory</b>	<p>Q4-2019: 7.5, Q2-2020: 6.2, Q4-2020: 6.3, Q2-2021: 6.3, Q4-2021: 4.5, Q2-2022: 3.5, Q4-2022: 3.5, Q2-2023: 5.1, Q4-2023: 3.5, Q2-2024: 2.7, Q4-2024: 4.1, Q2-2025: 4.5</p>	5.1	<b>4.5</b>	- 11.8%	--	--	--

# 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	Q3-2021	Q3-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
<b>New Listings</b>		5	8	+ 60.0%	19	17	- 10.5%
<b>Pending Sales</b>		3	8	+ 166.7%	16	16	0.0%
<b>Closed Sales</b>		6	5	- 16.7%	17	12	- 29.4%
<b>Days on Market</b>		34	50	+ 47.1%	45	58	+ 28.9%
<b>Median Sales Price</b>		\$190,000	\$295,000	+ 55.3%	\$180,000	\$227,500	+ 26.4%
<b>Average Sales Price</b>		\$195,850	\$280,000	+ 43.0%	\$182,829	\$248,200	+ 35.8%
<b>Pct. of Orig. Price Received</b>		99.2%	96.8%	- 2.4%	97.5%	98.8%	+ 1.3%
<b>Housing Affordability Index</b>		247	124	- 49.8%	261	161	- 38.3%
<b>Inventory of Homes for Sale</b>		5	2	- 60.0%	--	--	--
<b>Months Supply of Inventory</b>		2.6	0.9	- 65.4%	--	--	--

# 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.

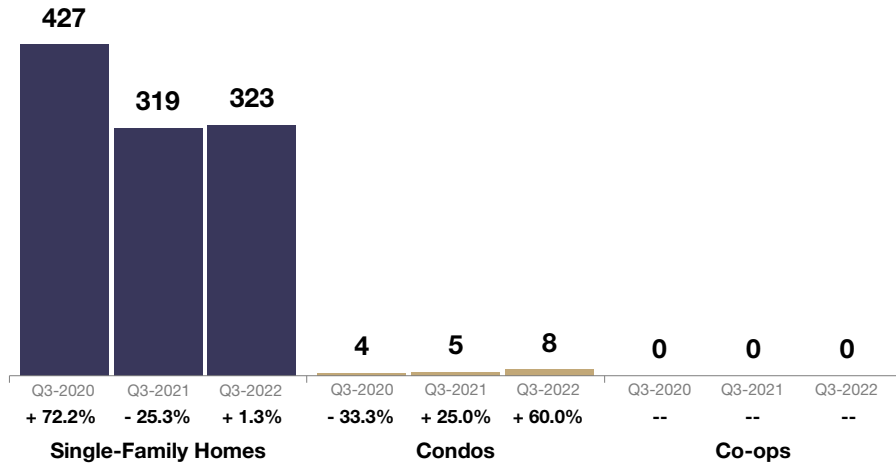


Key Metrics	Historical Sparkbars	Q3-2021	Q3-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
<b>New Listings</b>		0	0	--	3	0	- 100.0%
<b>Pending Sales</b>		0	0	--	2	0	- 100.0%
<b>Closed Sales</b>		1	0	- 100.0%	2	0	- 100.0%
<b>Days on Market</b>		111	--	--	102	--	--
<b>Median Sales Price</b>		\$80,000	--	--	\$89,250	--	--
<b>Average Sales Price</b>		\$80,000	--	--	\$89,250	--	--
<b>Pct. of Orig. Price Received</b>		80.0%	--	--	79.4%	--	--
<b>Housing Affordability Index</b>		--	--	--	--	--	--
<b>Inventory of Homes for Sale</b>		0	0	--	--	--	--
<b>Months Supply of Inventory</b>		--	--	--	--	--	--

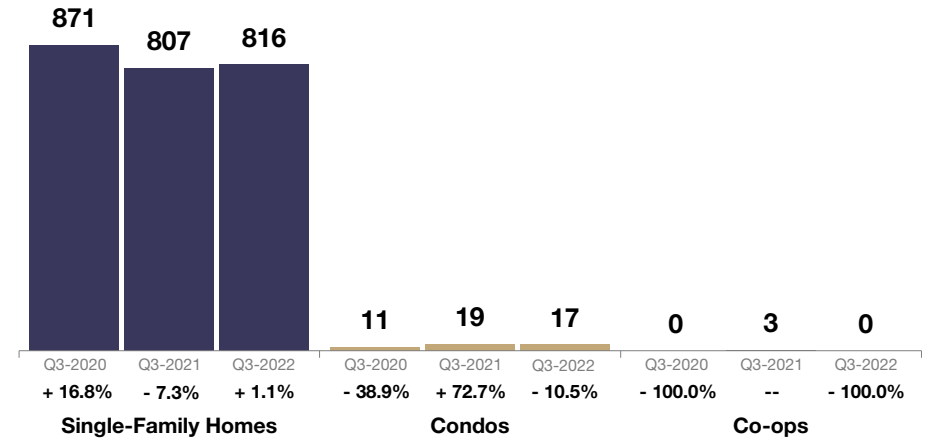
# New Listings

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

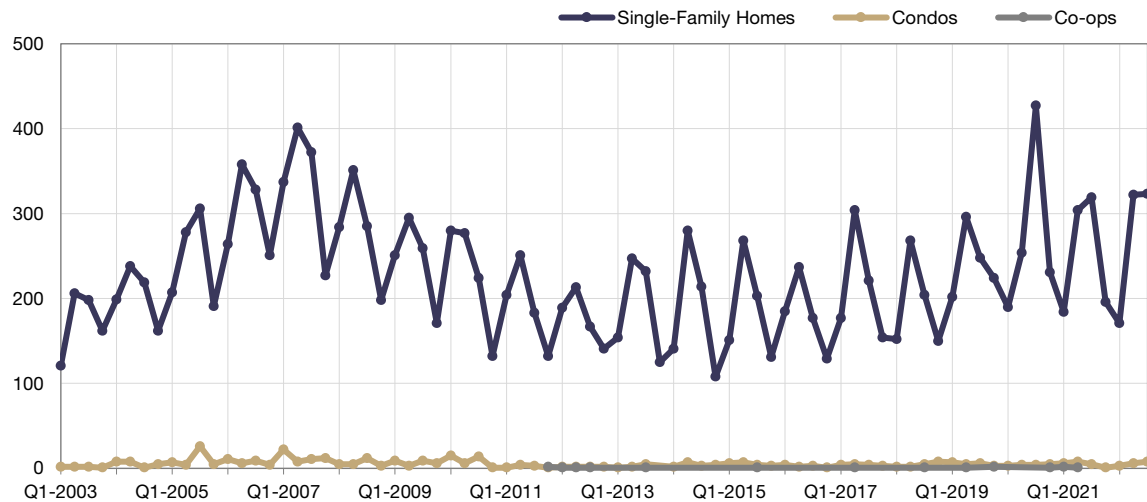
## Q3-2022



## Year to Date



## Historical New Listings by Quarter



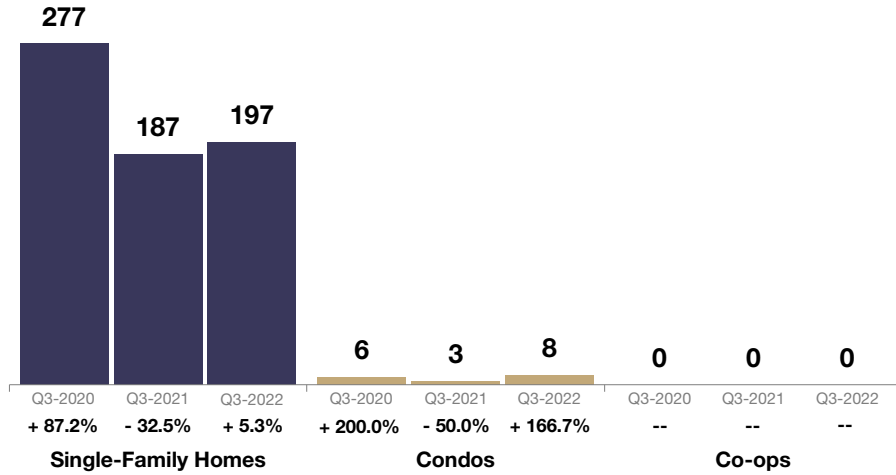
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2019	224	3	2
Q1-2020	190	3	0
Q2-2020	254	4	0
Q3-2020	427	4	0
Q4-2020	231	5	1
Q1-2021	184	6	2
Q2-2021	304	8	1
Q3-2021	319	5	0
Q4-2021	196	1	0
Q1-2022	171	3	0
Q2-2022	322	6	0
<b>Q3-2022</b>	<b>323</b>	<b>8</b>	<b>0</b>

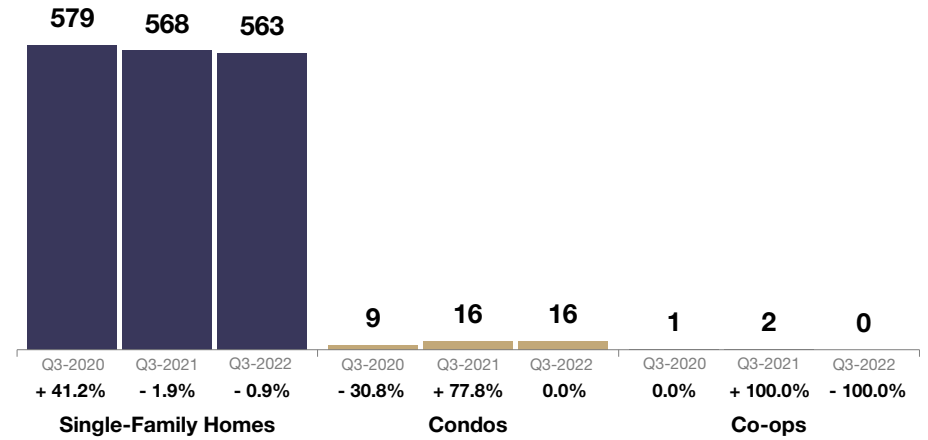
# Pending Sales

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

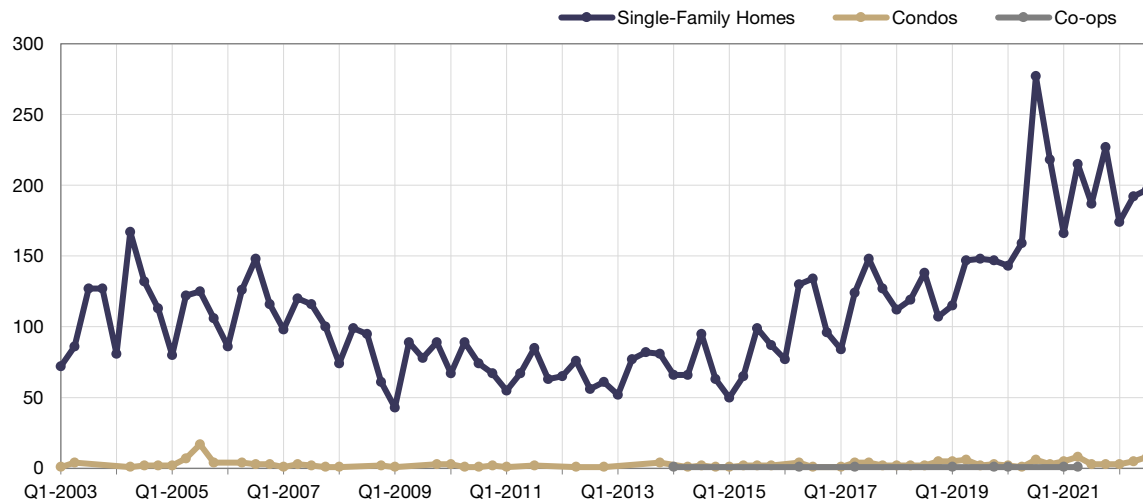
## Q3-2022



## Year to Date



## Historical Pending Sales by Quarter



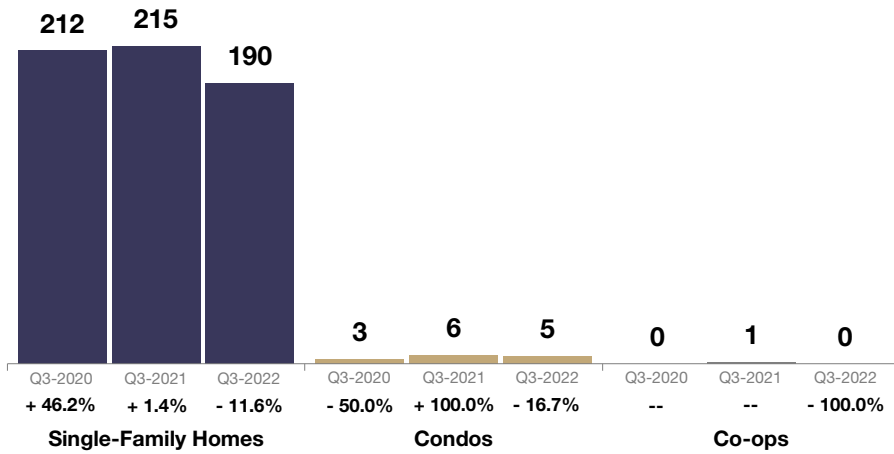
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2019	147	3	1
Q1-2020	143	2	1
Q2-2020	159	1	0
Q3-2020	277	6	0
Q4-2020	218	3	0
Q1-2021	166	5	1
Q2-2021	215	8	1
Q3-2021	187	3	0
Q4-2021	227	3	0
Q1-2022	174	3	0
Q2-2022	192	5	0
<b>Q3-2022</b>	<b>197</b>	<b>8</b>	<b>0</b>

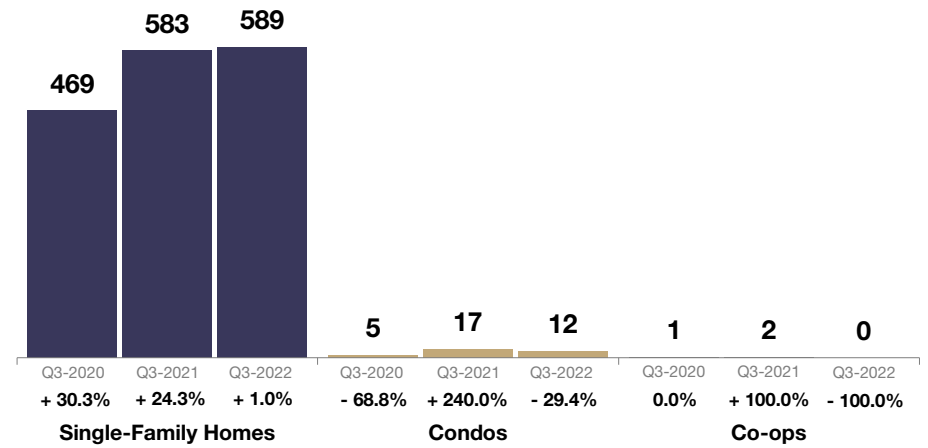
# Closed Sales

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

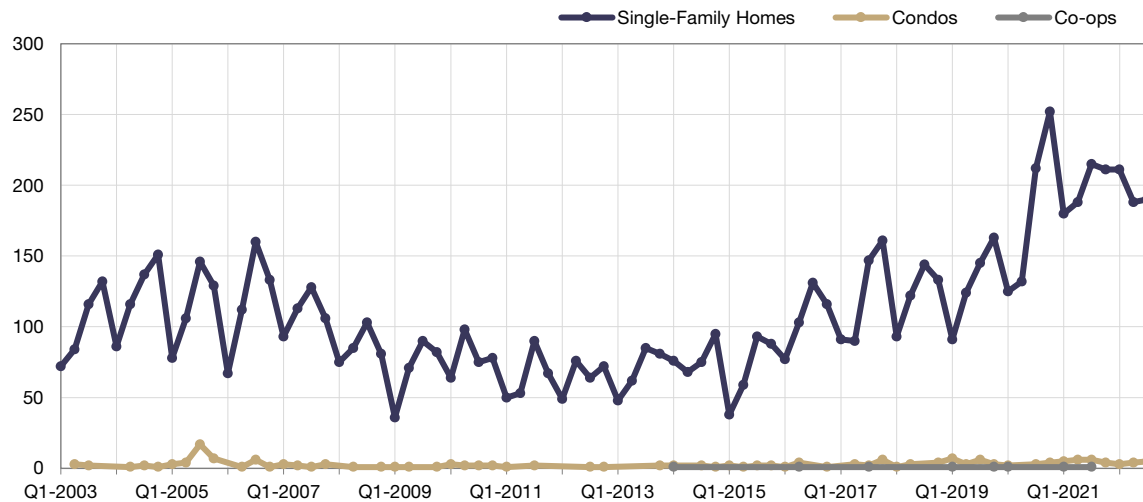
## Q3-2022



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## Historical Closed Sales by Quarter



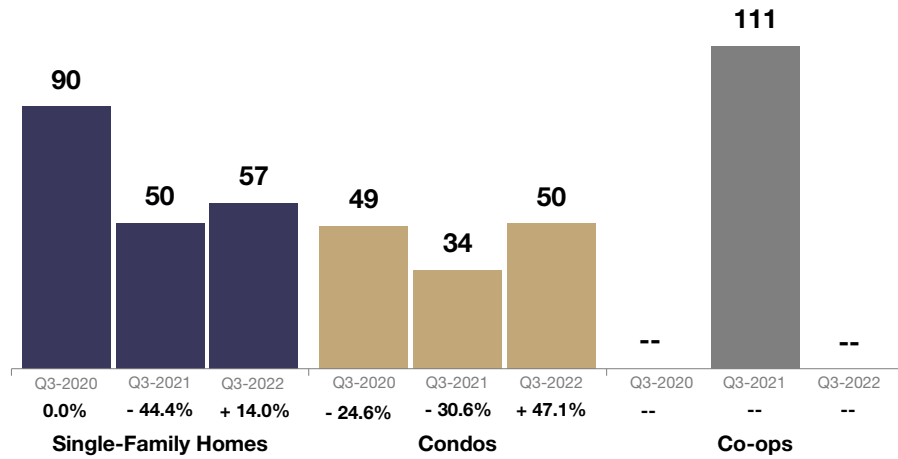
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2019	163	3	1
Q1-2020	125	2	1
Q2-2020	132	0	0
Q3-2020	212	3	0
Q4-2020	252	4	0
Q1-2021	180	5	1
Q2-2021	188	6	0
Q3-2021	215	6	1
Q4-2021	211	4	0
Q1-2022	211	3	0
Q2-2022	188	4	0
<b>Q3-2022</b>	<b>190</b>	<b>5</b>	<b>0</b>

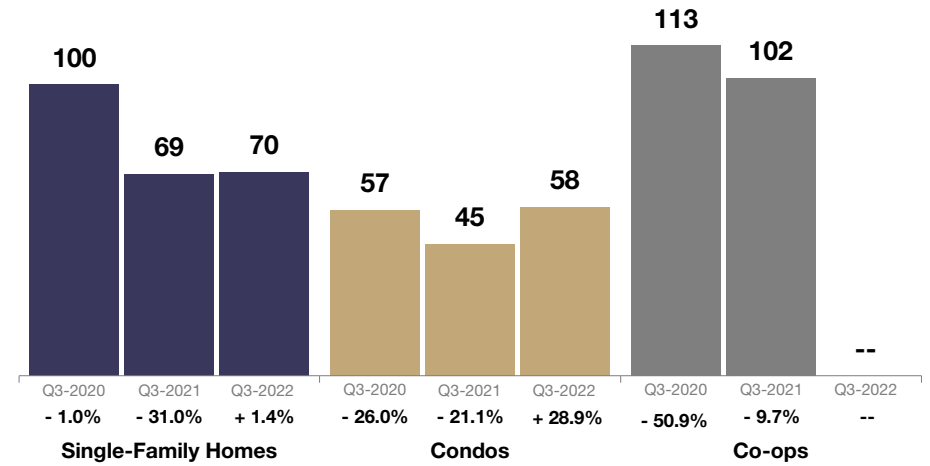
# Days on Market Until Sale

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

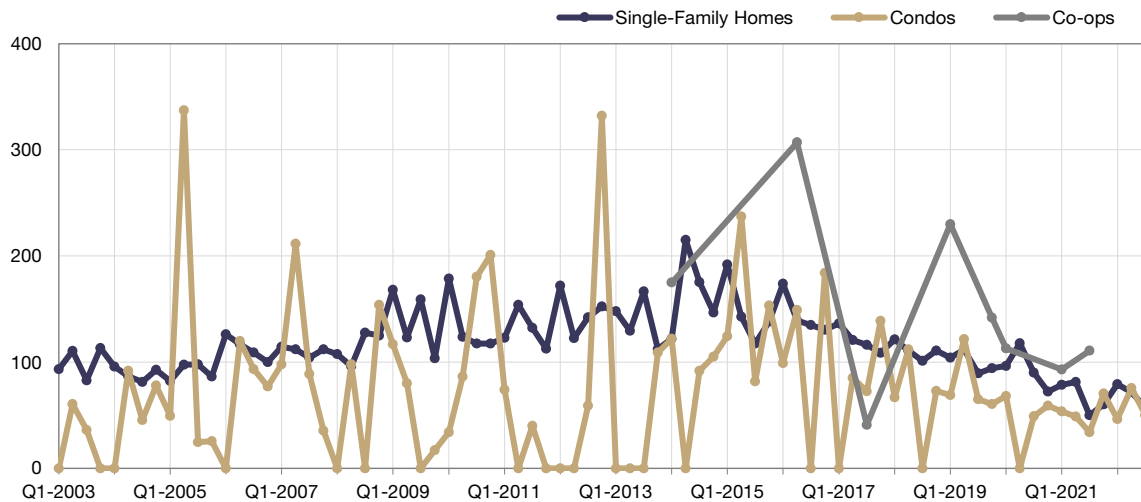
## Q3-2022



## 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.

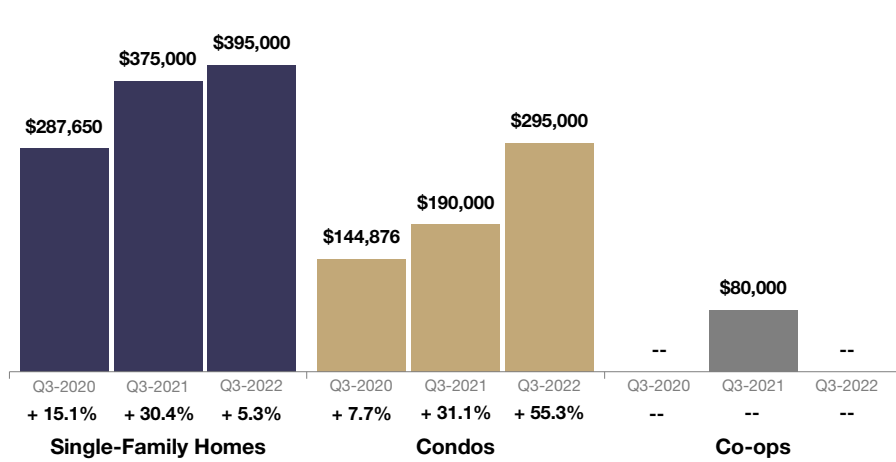
Quarter	Single-Family Homes	Condos	Co-ops
Q4-2019	94	61	142
Q1-2020	96	68	113
Q2-2020	118	--	--
Q3-2020	90	49	--
Q4-2020	72	59	--
Q1-2021	79	54	93
Q2-2021	81	49	--
Q3-2021	50	34	111
Q4-2021	60	71	--
Q1-2022	79	46	--
Q2-2022	72	76	--
<b>Q3-2022</b>	<b>57</b>	<b>50</b>	<b>--</b>



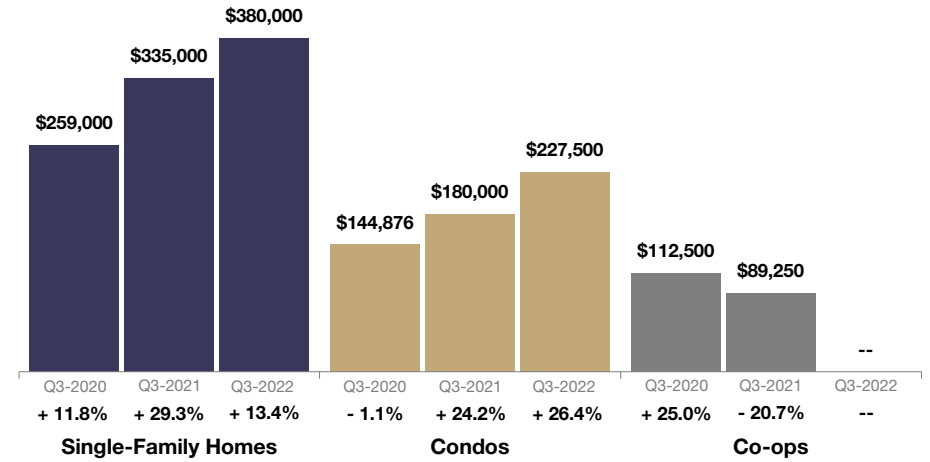
# Median Sales Price

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

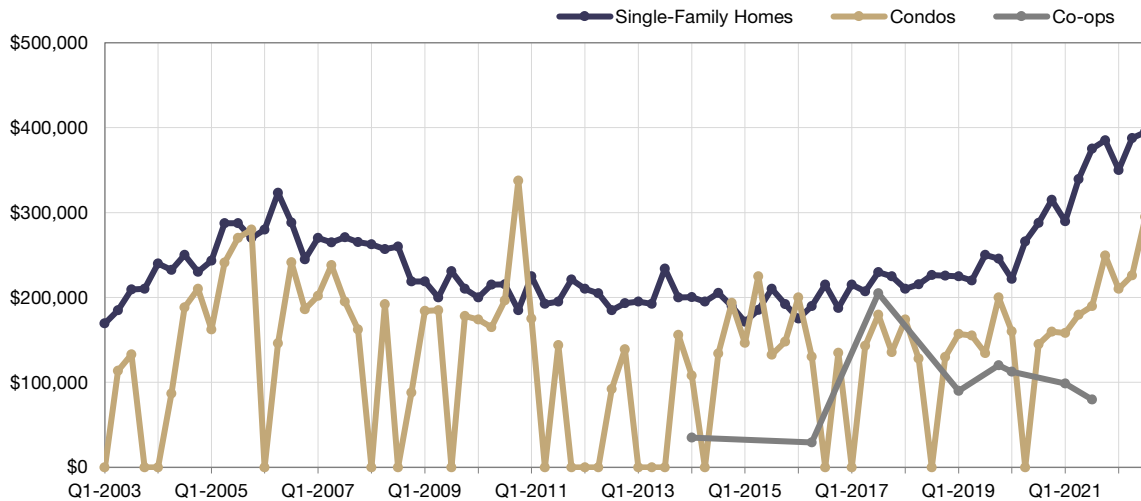
## Q3-2022



## Year to Date



## Historical Median Sales Price by Quarter



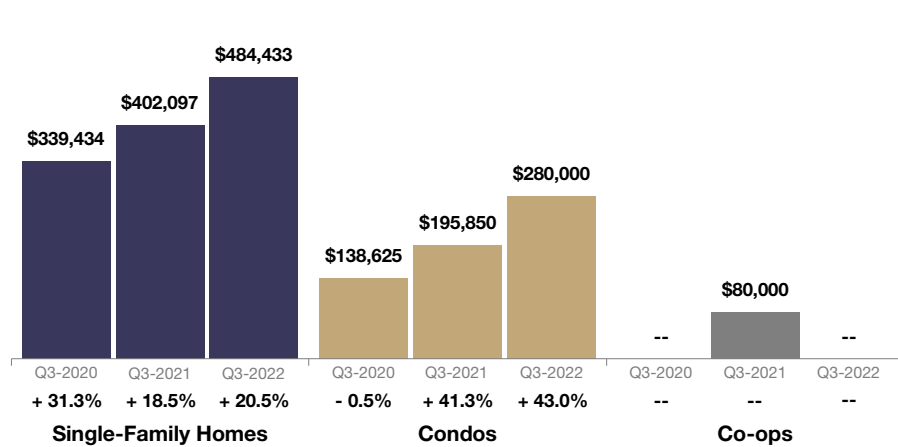
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2019	\$245,700	\$200,000	\$120,000
Q1-2020	\$222,000	\$160,000	\$112,500
Q2-2020	\$266,000	--	--
Q3-2020	\$287,650	\$144,876	--
Q4-2020	\$315,000	\$159,500	--
Q1-2021	\$289,500	\$158,000	\$98,500
Q2-2021	\$339,450	\$179,500	--
Q3-2021	\$375,000	\$190,000	\$80,000
Q4-2021	\$385,000	\$249,250	--
Q1-2022	\$350,000	\$210,000	--
Q2-2022	\$387,500	\$226,000	--
<b>Q3-2022</b>	<b>\$395,000</b>	<b>\$295,000</b>	--

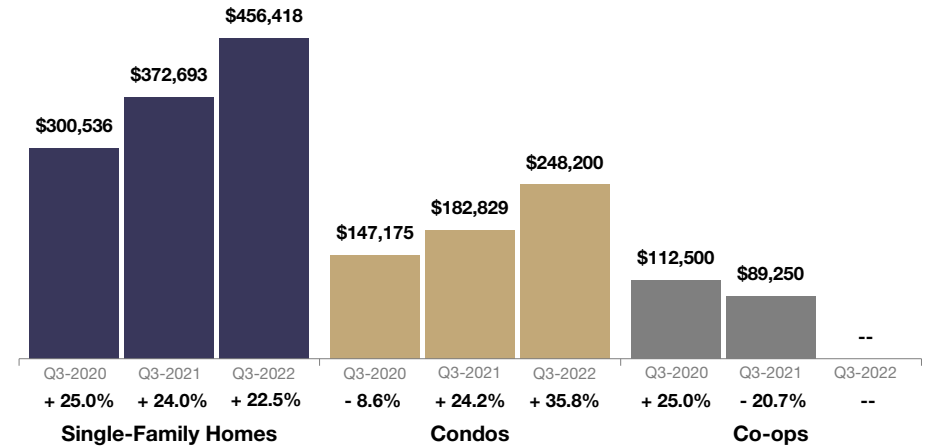
# Average Sales Price

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

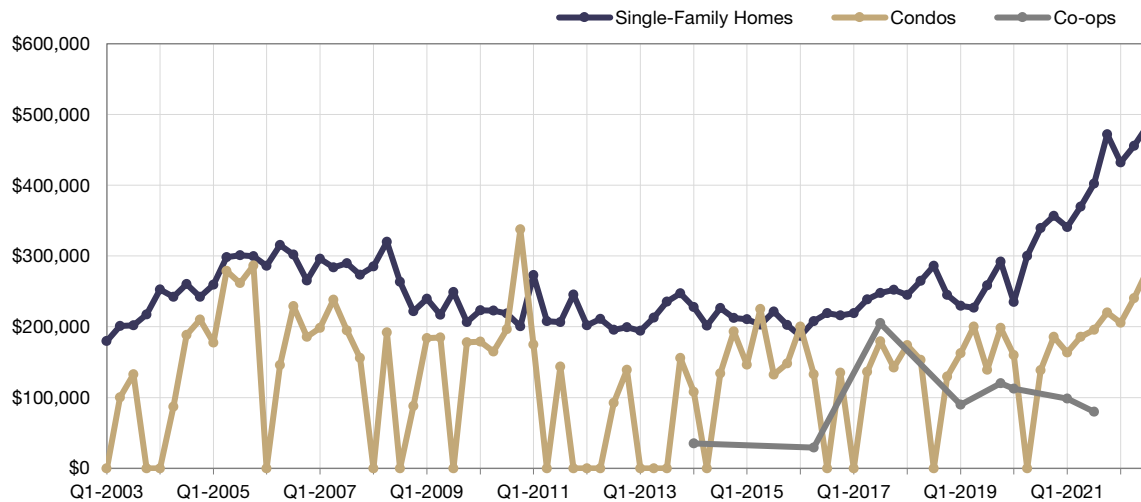
## Q3-2022



## Year to Date



## Historical Average Sales Price by Quarter



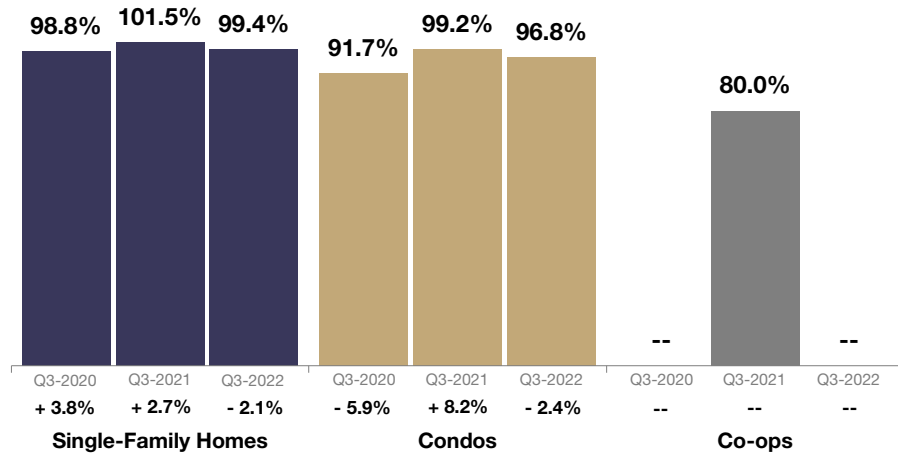
Quarter	Single-Family Homes	Condos	Co-ops
Q4-2019	\$291,933	\$198,333	\$120,000
Q1-2020	\$234,892	\$160,000	\$112,500
Q2-2020	\$300,226	--	--
Q3-2020	\$339,434	\$138,625	--
Q4-2020	\$356,662	\$185,750	--
Q1-2021	\$340,851	\$163,600	\$98,500
Q2-2021	\$369,553	\$185,833	--
Q3-2021	\$402,097	\$195,850	\$80,000
Q4-2021	\$472,025	\$220,125	--
Q1-2022	\$431,980	\$205,833	--
Q2-2022	\$455,532	\$240,225	--
<b>Q3-2022</b>	<b>\$484,433</b>	<b>\$280,000</b>	--

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

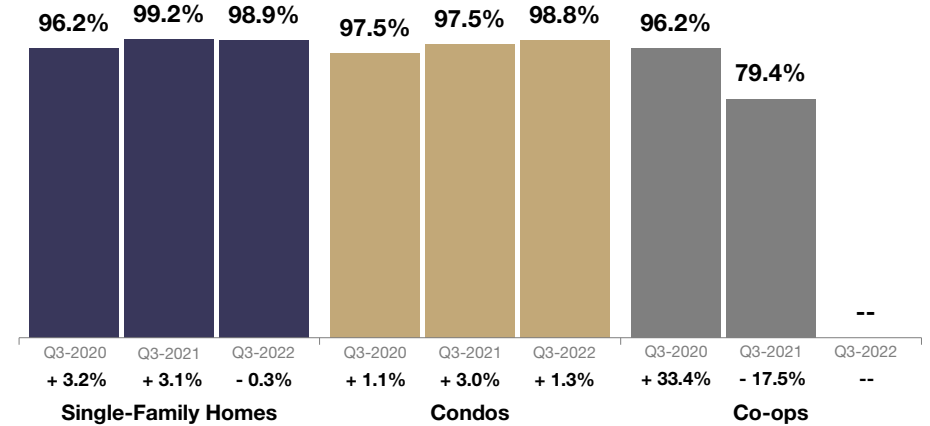
# Percent of Original List Price Received

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.

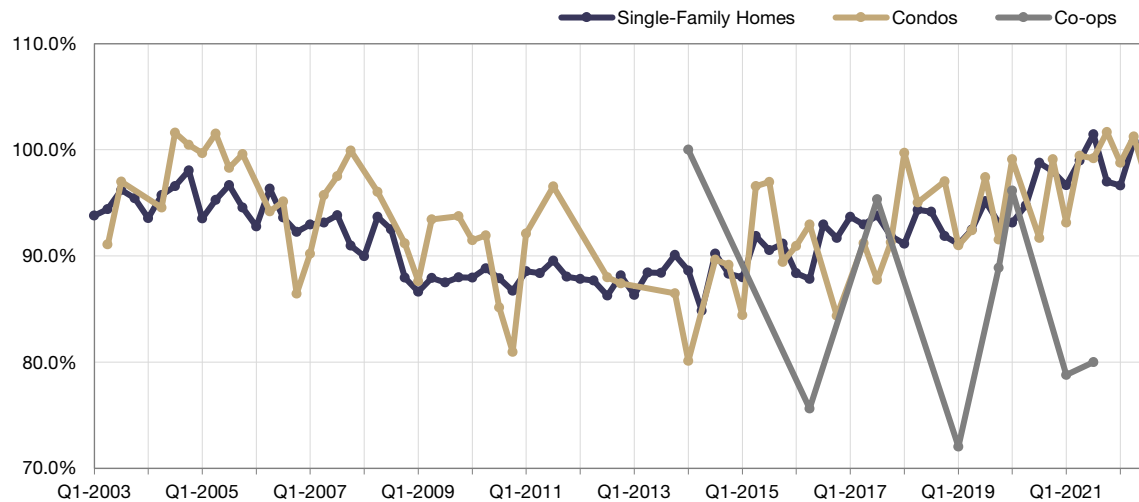
## Q3-2022



## 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.

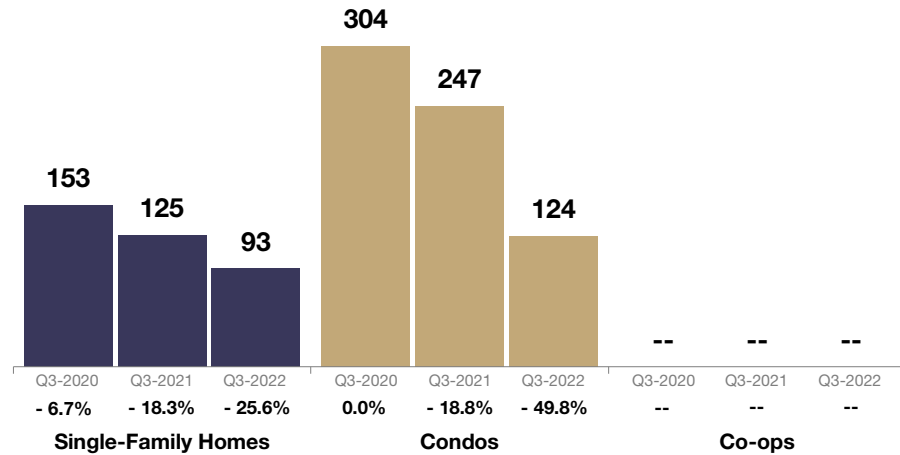
Quarter	Single-Family Homes	Condos	Co-ops
Q4-2019	93.1%	91.5%	88.9%
Q1-2020	93.1%	99.1%	96.2%
Q2-2020	94.8%	--	--
Q3-2020	98.8%	91.7%	--
Q4-2020	98.0%	99.1%	--
Q1-2021	96.7%	93.1%	78.8%
Q2-2021	99.0%	99.4%	--
Q3-2021	101.5%	99.2%	80.0%
Q4-2021	97.0%	101.7%	--
Q1-2022	96.6%	98.8%	--
Q2-2022	100.8%	101.3%	--
<b>Q3-2022</b>	<b>99.4%</b>	<b>96.8%</b>	<b>--</b>

# Housing Affordability Index

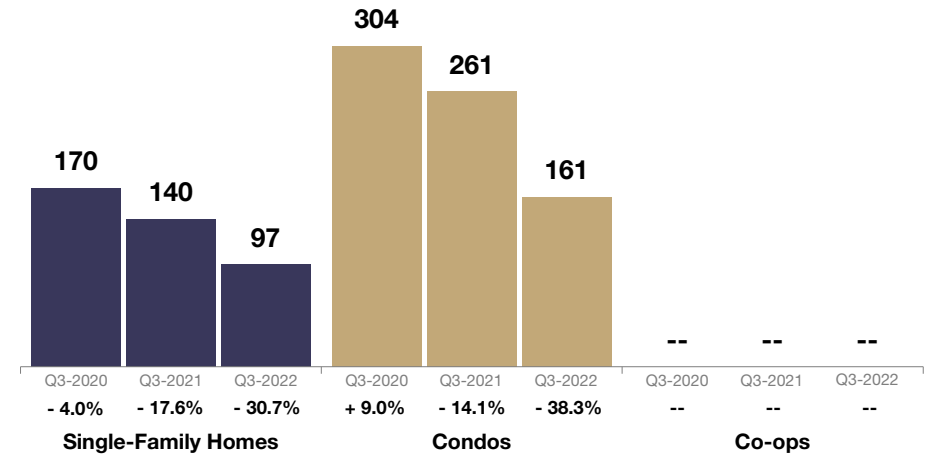
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



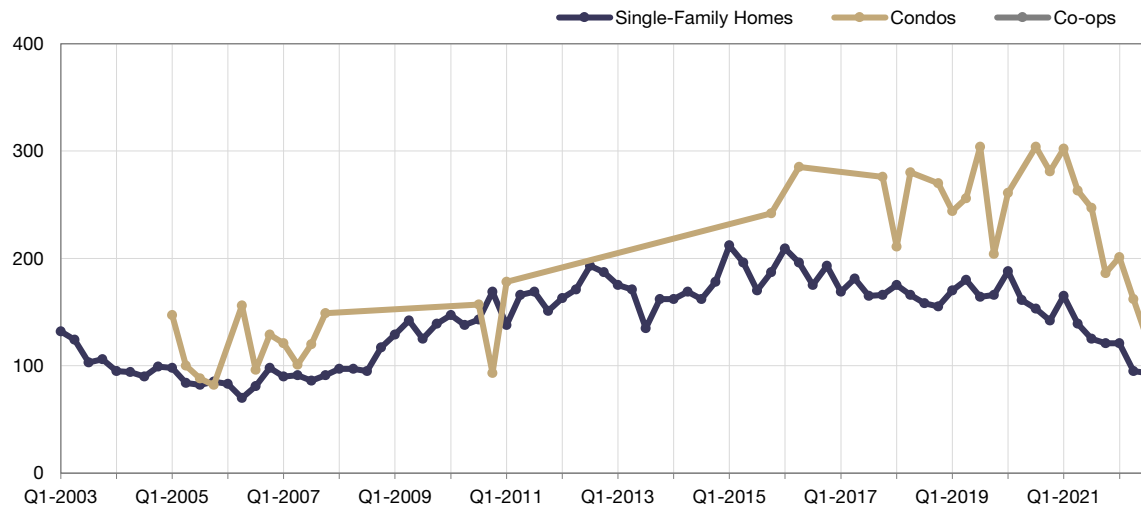
## Q3-2022



## Year to Date



## Historical Housing Affordability Index by Quarter



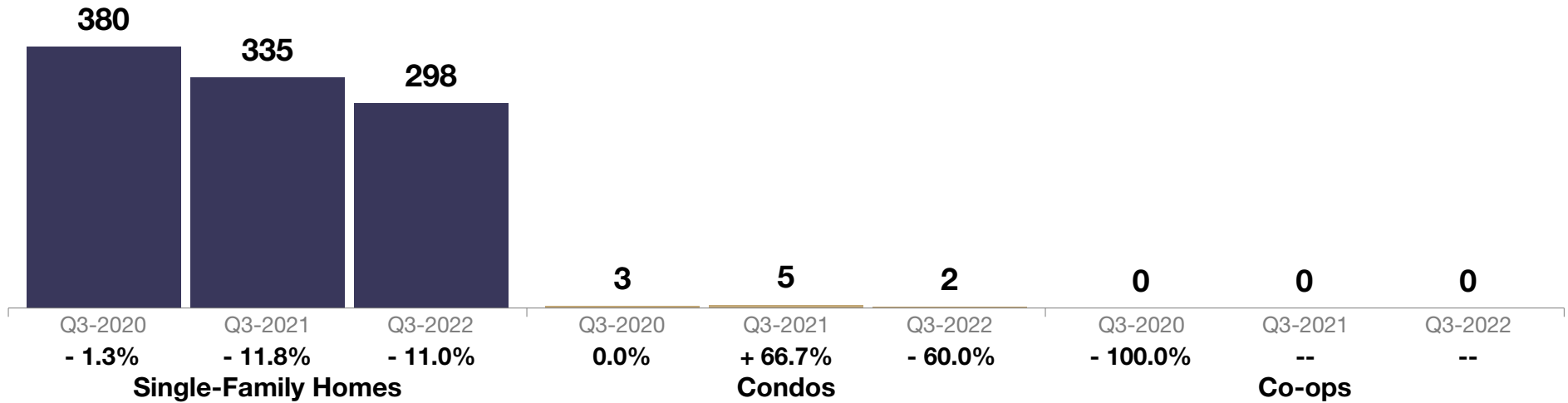
Quarter	Single-Family Homes	Condos	Co-ops
Q4-2019	166	204	--
Q1-2020	188	261	--
Q2-2020	161	--	--
Q3-2020	153	304	--
Q4-2020	142	281	--
Q1-2021	165	302	--
Q2-2021	139	263	--
Q3-2021	125	247	--
Q4-2021	121	186	--
Q1-2022	121	201	--
Q2-2022	95	162	--
<b>Q3-2022</b>	<b>93</b>	<b>124</b>	--

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

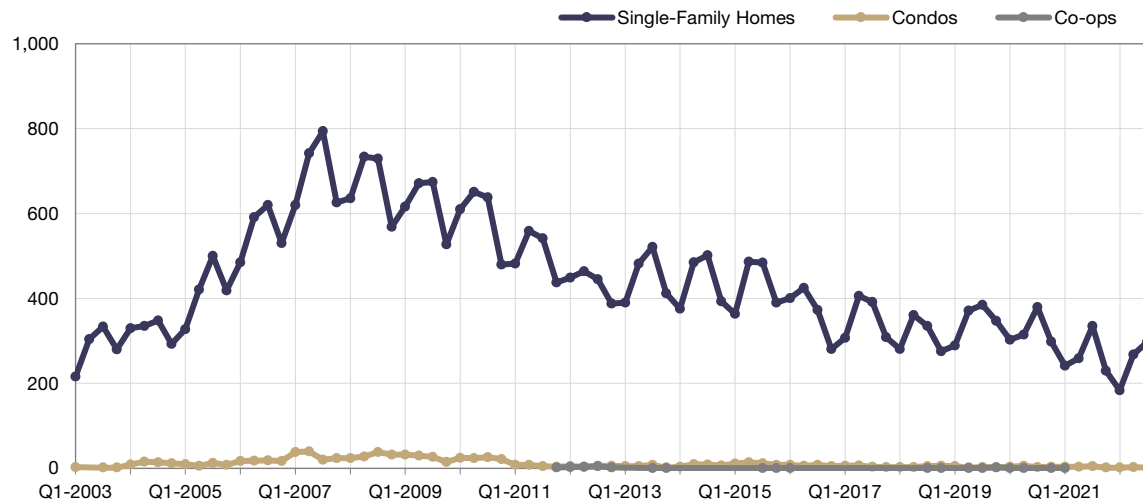
# Inventory of Homes for Sale

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

## Q3-2022



## Historical Inventory of Homes for Sale by Quarter



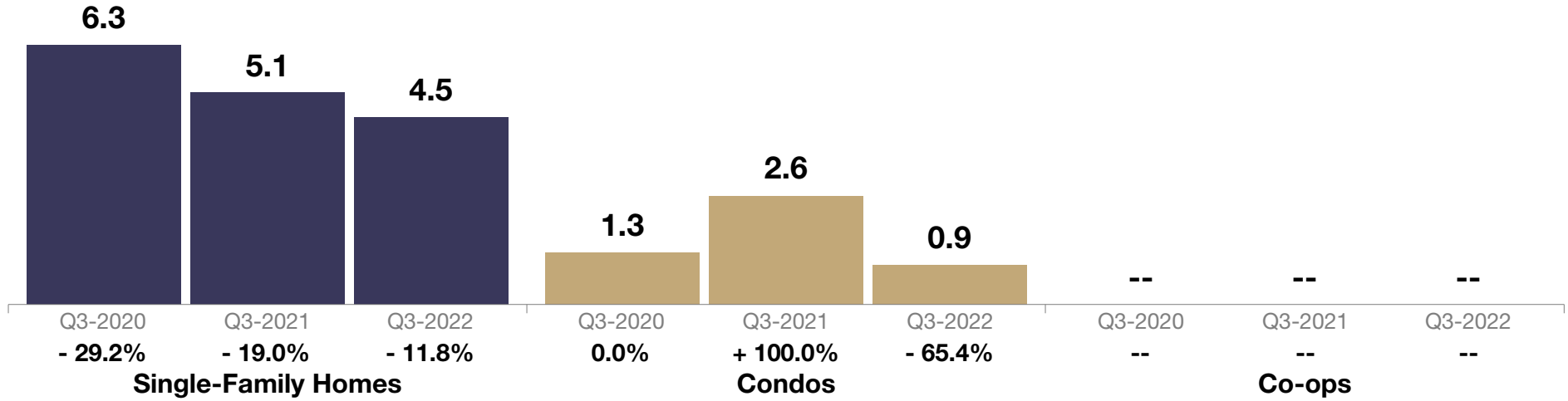
Quarter	Single-Family Homes	Condos	Co-ops
Q4-2019	347	3	2
Q1-2020	303	4	1
Q2-2020	315	6	1
Q3-2020	380	3	0
Q4-2020	298	4	1
Q1-2021	242	4	1
Q2-2021	259	4	0
Q3-2021	335	5	0
Q4-2021	230	2	0
Q1-2022	184	2	0
Q2-2022	268	3	0
<b>Q3-2022</b>	<b>298</b>	<b>2</b>	<b>0</b>

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

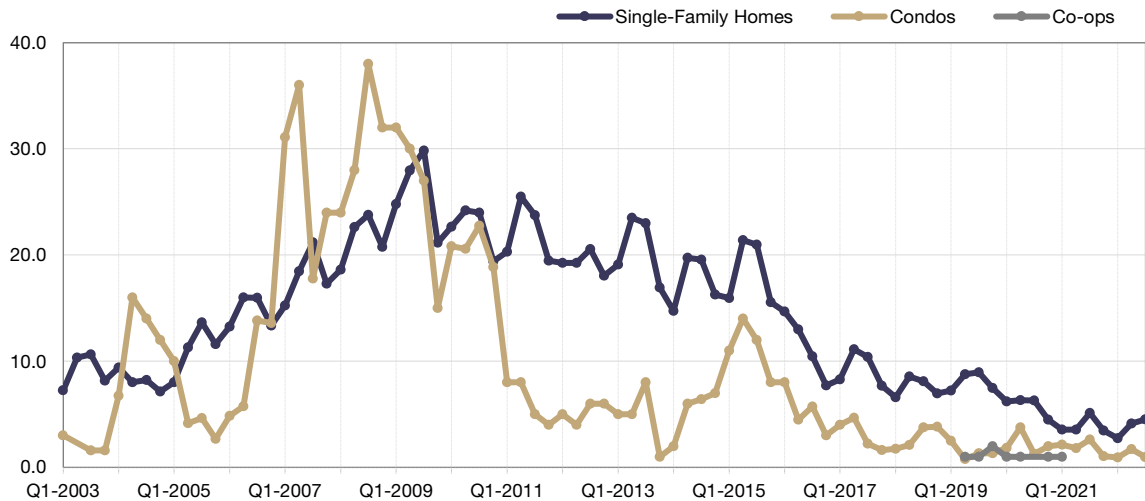
# Months Supply of Inventory

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.

## Q3-2022



## 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
Q4-2019	7.5	1.3	2.0
Q1-2020	6.2	1.8	1.0
Q2-2020	6.3	3.8	1.0
Q3-2020	6.3	1.3	--
Q4-2020	4.5	2.0	1.0
Q1-2021	3.5	2.1	1.0
Q2-2021	3.5	1.8	--
Q3-2021	5.1	2.6	--
Q4-2021	3.5	1.1	--
Q1-2022	2.7	0.9	--
Q2-2022	4.1	1.7	--
<b>Q3-2022</b>	<b>4.5</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	Q3-2021	Q3-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
<b>New Listings</b>	<p>Q4-2019: 233, Q1-2020: 196, Q2-2020: 260, Q3-2020: 436, Q4-2020: 242, Q1-2021: 195, Q2-2021: 321, Q3-2021: 326, Q4-2021: 198, Q1-2022: 178, Q2-2022: 336, Q3-2022: 331</p>	326	331	+ 1.5%	842	845	+ 0.4%
<b>Pending Sales</b>	<p>Q4-2019: 155, Q1-2020: 149, Q2-2020: 161, Q3-2020: 284, Q4-2020: 226, Q1-2021: 174, Q2-2021: 231, Q3-2021: 191, Q4-2021: 232, Q1-2022: 181, Q2-2022: 198, Q3-2022: 207</p>	191	207	+ 8.4%	596	586	- 1.7%
<b>Closed Sales</b>	<p>Q4-2019: 169, Q1-2020: 131, Q2-2020: 133, Q3-2020: 218, Q4-2020: 259, Q1-2021: 189, Q2-2021: 198, Q3-2021: 227, Q4-2021: 217, Q1-2022: 214, Q2-2022: 195, Q3-2022: 197</p>	227	197	- 13.2%	614	606	- 1.3%
<b>Days on Market</b>	<p>Q4-2019: 94, Q1-2020: 94, Q2-2020: 119, Q3-2020: 90, Q4-2020: 72, Q1-2021: 78, Q2-2021: 79, Q3-2021: 50, Q4-2021: 61, Q1-2022: 79, Q2-2022: 72, Q3-2022: 57</p>	50	57	+ 14.0%	68	69	+ 1.5%
<b>Median Sales Price</b>	<p>Q4-2019: \$240,000, Q1-2020: \$215,000, Q2-2020: \$265,000, Q3-2020: \$282,500, Q4-2020: \$319,500, Q1-2021: \$283,200, Q2-2021: \$323,950, Q3-2021: \$382,500, Q4-2021: \$375,000, Q1-2022: \$344,000, Q2-2022: \$382,000, Q3-2022: \$376,000</p>	\$362,500	\$376,000	+ 3.7%	\$330,000	\$372,500	+ 12.9%
<b>Average Sales Price</b>	<p>Q4-2019: \$288,403, Q1-2020: \$228,883, Q2-2020: \$299,434, Q3-2020: \$333,232, Q4-2020: \$351,187, Q1-2021: \$331,533, Q2-2021: \$359,262, Q3-2021: \$389,998, Q4-2021: \$484,721, Q1-2022: \$428,808, Q2-2022: \$446,966, Q3-2022: \$476,682</p>	\$389,998	\$476,682	+ 22.2%	\$362,044	\$450,214	+ 24.4%
<b>Pct. of Orig. Price Received</b>	<p>Q4-2019: 92.9%, Q1-2020: 93.1%, Q2-2020: 94.7%, Q3-2020: 98.4%, Q4-2020: 98.0%, Q1-2021: 96.3%, Q2-2021: 99.0%, Q3-2021: 101.4%, Q4-2021: 97.1%, Q1-2022: 96.7%, Q2-2022: 100.7%, Q3-2022: 99.3%</p>	101.4%	99.3%	- 2.1%	99.1%	98.8%	- 0.3%
<b>Housing Affordability Index</b>	<p>Q4-2019: 170, Q1-2020: 194, Q2-2020: 162, Q3-2020: 156, Q4-2020: 143, Q1-2021: 169, Q2-2021: 143, Q3-2021: 130, Q4-2021: 124, Q1-2022: 123, Q2-2022: 96, Q3-2022: 98</p>	130	98	- 24.6%	142	99	- 30.3%
<b>Inventory of Homes for Sale</b>	<p>Q4-2019: 358, Q1-2020: 314, Q2-2020: 326, Q3-2020: 388, Q4-2020: 307, Q1-2021: 251, Q2-2021: 268, Q3-2021: 346, Q4-2021: 234, Q1-2022: 188, Q2-2022: 280, Q3-2022: 304</p>	346	304	- 12.1%	--	--	--
<b>Months Supply of Inventory</b>	<p>Q4-2019: 7.4, Q1-2020: 6.2, Q2-2020: 6.4, Q3-2020: 6.2, Q4-2020: 4.5, Q1-2021: 3.6, Q2-2021: 3.5, Q3-2021: 5.1, Q4-2021: 3.4, Q1-2022: 2.7, Q2-2022: 4.2, Q3-2022: 4.5</p>	5.1	4.5	- 11.8%	--	--	--