

Quarterly Indicators

Rockland County



Q3-2023

The U.S. housing market slowdown persisted in the third quarter of 2023, as affordability conditions continue to weigh on consumer demand, causing existing-home sales to slump. Mortgage rates hit a two-decade high, and monthly loan payments are up significantly from last year, making homeownership out of reach for many prospective buyers. According to Black Knight, over half of recent purchase originations had a mortgage payment of more than \$2,000 per month, while nearly a quarter had payments of more than \$3,000 per month.

- Single-Family Closed Sales were down 25.7 percent to 483.
- Condos Closed Sales were down 27.2 percent to 123.
- Co-ops Closed Sales were down 8.0 percent to 23.
- Single-Family Median Sales Price increased 4.5 percent to \$690,000.
- Condos Median Sales Price increased 6.9 percent to \$355,000.
- Co-ops Median Sales Price held steady at \$120,000.

If surging borrowing costs weren't enough, low inventory levels have offered fewer options for remaining homebuyers, sparking bidding wars and putting upward pressure on sales prices. Nationally, months' supply has hovered around 3 months this fall, well below the 5-6 months' supply of a balanced market. And with demand outpacing the number of homes for sale, median home prices have continued to climb nationwide, eroding affordability and further squeezing buyer budgets.

Quarterly Snapshot

- 25.5% **- 47.0%** **0.0%**

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	Q3-2022	Q3-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings	<p>Q4-2020: 631, Q2-2021: 992, Q4-2021: 503, Q2-2022: 905, Q4-2022: 427, Q2-2023: 531</p>	704	531	- 24.6%	2,190	1,583	- 27.7%
Pending Sales	<p>Q4-2020: 679, Q2-2021: 721, Q4-2021: 567, Q2-2022: 612, Q4-2022: 350, Q2-2023: 447</p>	544	447	- 17.8%	1,587	1,262	- 20.5%
Closed Sales	<p>Q4-2020: 839, Q2-2021: 613, Q4-2021: 748, Q2-2022: 473, Q4-2022: 331, Q2-2023: 483</p>	650	483	- 25.7%	1,639	1,183	- 27.8%
Days on Market	<p>Q4-2020: 63, Q2-2021: 54, Q4-2021: 40, Q2-2022: 29, Q4-2022: 41, Q2-2023: 32</p>	30	32	+ 6.7%	36	41	+ 13.9%
Median Sales Price	<p>Q4-2020: \$525,000, Q2-2021: \$550,000, Q4-2021: \$590,000, Q2-2022: \$645,000, Q4-2022: \$625,000, Q2-2023: \$680,000</p>	\$660,000	\$690,000	+ 4.5%	\$640,000	\$658,500	+ 2.9%
Average Sales Price	<p>Q4-2020: \$573,727, Q2-2021: \$602,959, Q4-2021: \$640,515, Q2-2022: \$683,979, Q4-2022: \$668,872, Q2-2023: \$739,579</p>	\$715,102	\$750,662	+ 5.0%	\$688,154	\$727,352	+ 5.7%
Pct. of Orig. Price Received	<p>Q4-2020: 97.2%, Q2-2021: 100.1%, Q4-2021: 100.8%, Q2-2022: 105.3%, Q4-2022: 98.0%, Q2-2023: 102.6%</p>	102.2%	102.6%	+ 0.4%	102.5%	100.5%	- 2.0%
Housing Affordability Index	<p>Q4-2020: 114, Q2-2021: 111, Q4-2021: 103, Q2-2022: 77, Q4-2022: 70, Q2-2023: 61</p>	73	61	- 16.4%	75	64	- 14.7%
Inventory of Homes for Sale	<p>Q4-2020: 625, Q2-2021: 663, Q4-2021: 382, Q2-2022: 561, Q4-2022: 390, Q2-2023: 400</p>	566	306	- 45.9%	--	--	--
Months Supply of Inventory	<p>Q4-2020: 3.0, Q2-2021: 2.8, Q4-2021: 1.8, Q2-2022: 2.9, Q4-2022: 2.4, Q2-2023: 2.3</p>	3.2	2.3	- 28.1%	--	--	--

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	Q3-2022	Q3-2023	Percent Change	YTD 2022	YTD 2023	Percent Change																									
New Listings	<table border="1"> <tr><th>Quarter</th><td>Q4-2020</td><td>Q1-2021</td><td>Q2-2021</td><td>Q3-2021</td><td>Q4-2021</td><td>Q1-2022</td><td>Q2-2022</td><td>Q3-2022</td><td>Q4-2022</td><td>Q1-2023</td><td>Q2-2023</td></tr> <tr><th>Count</th><td>187</td><td>191</td><td>251</td><td>199</td><td>152</td><td>153</td><td>208</td><td>158</td><td>84</td><td>146</td><td>138</td><td>143</td></tr> </table>	Quarter	Q4-2020	Q1-2021	Q2-2021	Q3-2021	Q4-2021	Q1-2022	Q2-2022	Q3-2022	Q4-2022	Q1-2023	Q2-2023	Count	187	191	251	199	152	153	208	158	84	146	138	143	158	143	- 9.5%	519	427	- 17.7%
Quarter	Q4-2020	Q1-2021	Q2-2021	Q3-2021	Q4-2021	Q1-2022	Q2-2022	Q3-2022	Q4-2022	Q1-2023	Q2-2023																					
Count	187	191	251	199	152	153	208	158	84	146	138	143																				
Pending Sales	<table border="1"> <tr><th>Quarter</th><td>Q4-2020</td><td>Q1-2021</td><td>Q2-2021</td><td>Q3-2021</td><td>Q4-2021</td><td>Q1-2022</td><td>Q2-2022</td><td>Q3-2022</td><td>Q4-2022</td><td>Q1-2023</td><td>Q2-2023</td></tr> <tr><th>Count</th><td>182</td><td>177</td><td>209</td><td>151</td><td>177</td><td>116</td><td>159</td><td>146</td><td>97</td><td>97</td><td>132</td><td>128</td></tr> </table>	Quarter	Q4-2020	Q1-2021	Q2-2021	Q3-2021	Q4-2021	Q1-2022	Q2-2022	Q3-2022	Q4-2022	Q1-2023	Q2-2023	Count	182	177	209	151	177	116	159	146	97	97	132	128	146	128	- 12.3%	421	357	- 15.2%
Quarter	Q4-2020	Q1-2021	Q2-2021	Q3-2021	Q4-2021	Q1-2022	Q2-2022	Q3-2022	Q4-2022	Q1-2023	Q2-2023																					
Count	182	177	209	151	177	116	159	146	97	97	132	128																				
Closed Sales	<table border="1"> <tr><th>Quarter</th><td>Q4-2020</td><td>Q1-2021</td><td>Q2-2021</td><td>Q3-2021</td><td>Q4-2021</td><td>Q1-2022</td><td>Q2-2022</td><td>Q3-2022</td><td>Q4-2022</td><td>Q1-2023</td><td>Q2-2023</td></tr> <tr><th>Count</th><td>217</td><td>169</td><td>182</td><td>202</td><td>176</td><td>163</td><td>125</td><td>169</td><td>135</td><td>83</td><td>108</td><td>123</td></tr> </table>	Quarter	Q4-2020	Q1-2021	Q2-2021	Q3-2021	Q4-2021	Q1-2022	Q2-2022	Q3-2022	Q4-2022	Q1-2023	Q2-2023	Count	217	169	182	202	176	163	125	169	135	83	108	123	169	123	- 27.2%	457	314	- 31.3%
Quarter	Q4-2020	Q1-2021	Q2-2021	Q3-2021	Q4-2021	Q1-2022	Q2-2022	Q3-2022	Q4-2022	Q1-2023	Q2-2023																					
Count	217	169	182	202	176	163	125	169	135	83	108	123																				
Days on Market	<table border="1"> <tr><th>Quarter</th><td>Q4-2020</td><td>Q1-2021</td><td>Q2-2021</td><td>Q3-2021</td><td>Q4-2021</td><td>Q1-2022</td><td>Q2-2022</td><td>Q3-2022</td><td>Q4-2022</td><td>Q1-2023</td><td>Q2-2023</td></tr> <tr><th>Days</th><td>69</td><td>56</td><td>39</td><td>33</td><td>38</td><td>41</td><td>27</td><td>27</td><td>33</td><td>40</td><td>34</td><td>29</td></tr> </table>	Quarter	Q4-2020	Q1-2021	Q2-2021	Q3-2021	Q4-2021	Q1-2022	Q2-2022	Q3-2022	Q4-2022	Q1-2023	Q2-2023	Days	69	56	39	33	38	41	27	27	33	40	34	29	27	29	+ 7.4%	32	33	+ 3.1%
Quarter	Q4-2020	Q1-2021	Q2-2021	Q3-2021	Q4-2021	Q1-2022	Q2-2022	Q3-2022	Q4-2022	Q1-2023	Q2-2023																					
Days	69	56	39	33	38	41	27	27	33	40	34	29																				
Median Sales Price	<table border="1"> <tr><th>Quarter</th><td>Q4-2020</td><td>Q1-2021</td><td>Q2-2021</td><td>Q3-2021</td><td>Q4-2021</td><td>Q1-2022</td><td>Q2-2022</td><td>Q3-2022</td><td>Q4-2022</td><td>Q1-2023</td><td>Q2-2023</td></tr> <tr><th>Price</th><td>\$280,000</td><td>\$285,000</td><td>\$312,500</td><td>\$309,950</td><td>\$312,500</td><td>\$289,700</td><td>\$313,000</td><td>\$332,000</td><td>\$310,000</td><td>\$340,000</td><td>\$346,400</td><td>\$355,000</td></tr> </table>	Quarter	Q4-2020	Q1-2021	Q2-2021	Q3-2021	Q4-2021	Q1-2022	Q2-2022	Q3-2022	Q4-2022	Q1-2023	Q2-2023	Price	\$280,000	\$285,000	\$312,500	\$309,950	\$312,500	\$289,700	\$313,000	\$332,000	\$310,000	\$340,000	\$346,400	\$355,000	\$332,000	\$355,000	+ 6.9%	\$314,000	\$350,000	+ 11.5%
Quarter	Q4-2020	Q1-2021	Q2-2021	Q3-2021	Q4-2021	Q1-2022	Q2-2022	Q3-2022	Q4-2022	Q1-2023	Q2-2023																					
Price	\$280,000	\$285,000	\$312,500	\$309,950	\$312,500	\$289,700	\$313,000	\$332,000	\$310,000	\$340,000	\$346,400	\$355,000																				
Average Sales Price	<table border="1"> <tr><th>Quarter</th><td>Q4-2020</td><td>Q1-2021</td><td>Q2-2021</td><td>Q3-2021</td><td>Q4-2021</td><td>Q1-2022</td><td>Q2-2022</td><td>Q3-2022</td><td>Q4-2022</td><td>Q1-2023</td><td>Q2-2023</td></tr> <tr><th>Price</th><td>\$335,212</td><td>\$371,329</td><td>\$396,371</td><td>\$349,170</td><td>\$372,200</td><td>\$362,040</td><td>\$366,908</td><td>\$382,695</td><td>\$345,017</td><td>\$404,836</td><td>\$413,183</td><td>\$421,921</td></tr> </table>	Quarter	Q4-2020	Q1-2021	Q2-2021	Q3-2021	Q4-2021	Q1-2022	Q2-2022	Q3-2022	Q4-2022	Q1-2023	Q2-2023	Price	\$335,212	\$371,329	\$396,371	\$349,170	\$372,200	\$362,040	\$366,908	\$382,695	\$345,017	\$404,836	\$413,183	\$421,921	\$382,695	\$421,921	+ 10.2%	\$371,030	\$414,400	+ 11.7%
Quarter	Q4-2020	Q1-2021	Q2-2021	Q3-2021	Q4-2021	Q1-2022	Q2-2022	Q3-2022	Q4-2022	Q1-2023	Q2-2023																					
Price	\$335,212	\$371,329	\$396,371	\$349,170	\$372,200	\$362,040	\$366,908	\$382,695	\$345,017	\$404,836	\$413,183	\$421,921																				
Pct. of Orig. Price Received	<table border="1"> <tr><th>Quarter</th><td>Q4-2020</td><td>Q1-2021</td><td>Q2-2021</td><td>Q3-2021</td><td>Q4-2021</td><td>Q1-2022</td><td>Q2-2022</td><td>Q3-2022</td><td>Q4-2022</td><td>Q1-2023</td><td>Q2-2023</td></tr> <tr><th>Percentage</th><td>96.7%</td><td>97.3%</td><td>99.1%</td><td>100.0%</td><td>99.8%</td><td>99.6%</td><td>102.6%</td><td>100.7%</td><td>99.7%</td><td>98.3%</td><td>100.9%</td><td>101.0%</td></tr> </table>	Quarter	Q4-2020	Q1-2021	Q2-2021	Q3-2021	Q4-2021	Q1-2022	Q2-2022	Q3-2022	Q4-2022	Q1-2023	Q2-2023	Percentage	96.7%	97.3%	99.1%	100.0%	99.8%	99.6%	102.6%	100.7%	99.7%	98.3%	100.9%	101.0%	100.7%	101.0%	+ 0.3%	100.8%	100.3%	- 0.5%
Quarter	Q4-2020	Q1-2021	Q2-2021	Q3-2021	Q4-2021	Q1-2022	Q2-2022	Q3-2022	Q4-2022	Q1-2023	Q2-2023																					
Percentage	96.7%	97.3%	99.1%	100.0%	99.8%	99.6%	102.6%	100.7%	99.7%	98.3%	100.9%	101.0%																				
Housing Affordability Index	<table border="1"> <tr><th>Quarter</th><td>Q4-2020</td><td>Q1-2021</td><td>Q2-2021</td><td>Q3-2021</td><td>Q4-2021</td><td>Q1-2022</td><td>Q2-2022</td><td>Q3-2022</td><td>Q4-2022</td><td>Q1-2023</td><td>Q2-2023</td></tr> <tr><th>Index</th><td>214</td><td>217</td><td>195</td><td>199</td><td>194</td><td>195</td><td>158</td><td>145</td><td>140</td><td>132</td><td>127</td><td>118</td></tr> </table>	Quarter	Q4-2020	Q1-2021	Q2-2021	Q3-2021	Q4-2021	Q1-2022	Q2-2022	Q3-2022	Q4-2022	Q1-2023	Q2-2023	Index	214	217	195	199	194	195	158	145	140	132	127	118	145	118	- 18.6%	153	120	- 21.6%
Quarter	Q4-2020	Q1-2021	Q2-2021	Q3-2021	Q4-2021	Q1-2022	Q2-2022	Q3-2022	Q4-2022	Q1-2023	Q2-2023																					
Index	214	217	195	199	194	195	158	145	140	132	127	118																				
Inventory of Homes for Sale	<table border="1"> <tr><th>Quarter</th><td>Q4-2020</td><td>Q1-2021</td><td>Q2-2021</td><td>Q3-2021</td><td>Q4-2021</td><td>Q1-2022</td><td>Q2-2022</td><td>Q3-2022</td><td>Q4-2022</td><td>Q1-2023</td><td>Q2-2023</td></tr> <tr><th>Count</th><td>144</td><td>121</td><td>127</td><td>139</td><td>83</td><td>93</td><td>116</td><td>100</td><td>59</td><td>90</td><td>83</td><td>54</td></tr> </table>	Quarter	Q4-2020	Q1-2021	Q2-2021	Q3-2021	Q4-2021	Q1-2022	Q2-2022	Q3-2022	Q4-2022	Q1-2023	Q2-2023	Count	144	121	127	139	83	93	116	100	59	90	83	54	100	54	- 46.0%	--	--	--
Quarter	Q4-2020	Q1-2021	Q2-2021	Q3-2021	Q4-2021	Q1-2022	Q2-2022	Q3-2022	Q4-2022	Q1-2023	Q2-2023																					
Count	144	121	127	139	83	93	116	100	59	90	83	54																				
Months Supply of Inventory	<table border="1"> <tr><th>Quarter</th><td>Q4-2020</td><td>Q1-2021</td><td>Q2-2021</td><td>Q3-2021</td><td>Q4-2021</td><td>Q1-2022</td><td>Q2-2022</td><td>Q3-2022</td><td>Q4-2022</td><td>Q1-2023</td><td>Q2-2023</td></tr> <tr><th>Months</th><td>2.7</td><td>2.1</td><td>1.9</td><td>2.3</td><td>1.4</td><td>1.7</td><td>2.3</td><td>2.0</td><td>1.4</td><td>2.2</td><td>2.1</td><td>1.4</td></tr> </table>	Quarter	Q4-2020	Q1-2021	Q2-2021	Q3-2021	Q4-2021	Q1-2022	Q2-2022	Q3-2022	Q4-2022	Q1-2023	Q2-2023	Months	2.7	2.1	1.9	2.3	1.4	1.7	2.3	2.0	1.4	2.2	2.1	1.4	2.0	1.4	- 30.0%	--	--	--
Quarter	Q4-2020	Q1-2021	Q2-2021	Q3-2021	Q4-2021	Q1-2022	Q2-2022	Q3-2022	Q4-2022	Q1-2023	Q2-2023																					
Months	2.7	2.1	1.9	2.3	1.4	1.7	2.3	2.0	1.4	2.2	2.1	1.4																				

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.

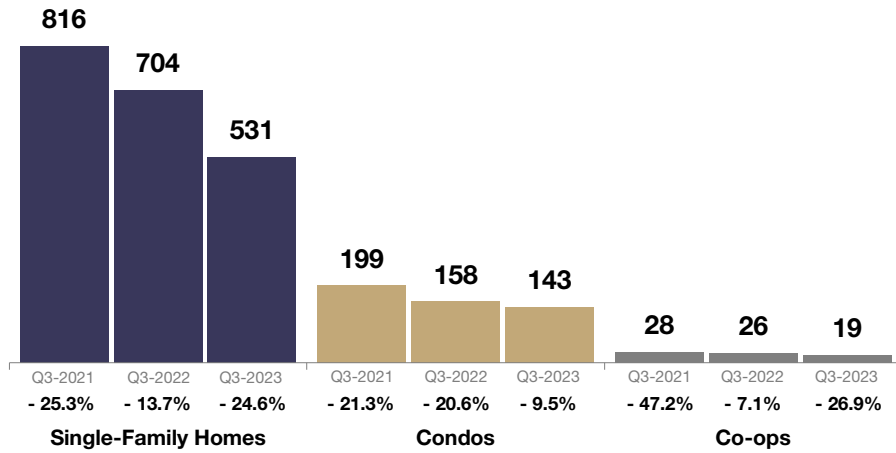


Key Metrics	Historical Sparkbars	Q3-2022	Q3-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		26	19	- 26.9%	88	64	- 27.3%
Pending Sales		30	21	- 30.0%	69	72	+ 4.3%
Closed Sales		25	23	- 8.0%	66	70	+ 6.1%
Days on Market		55	69	+ 25.5%	62	64	+ 3.2%
Median Sales Price		\$120,000	\$120,000	0.0%	\$110,000	\$120,000	+ 9.1%
Average Sales Price		\$153,700	\$149,592	- 2.7%	\$137,355	\$151,116	+ 10.0%
Pct. of Orig. Price Received		97.3%	101.9%	+ 4.7%	97.7%	98.3%	+ 0.6%
Housing Affordability Index		400	350	- 12.5%	436	350	- 19.7%
Inventory of Homes for Sale		28	8	- 71.4%	--	--	--
Months Supply of Inventory		3.7	1.1	- 70.3%	--	--	--

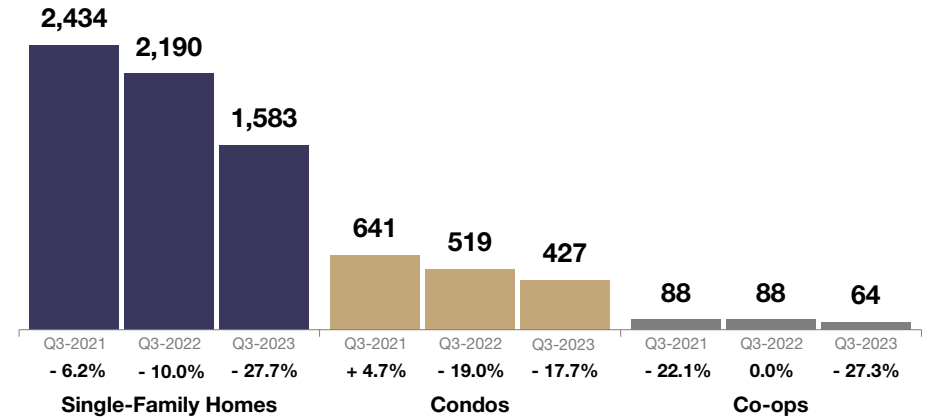
New Listings

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

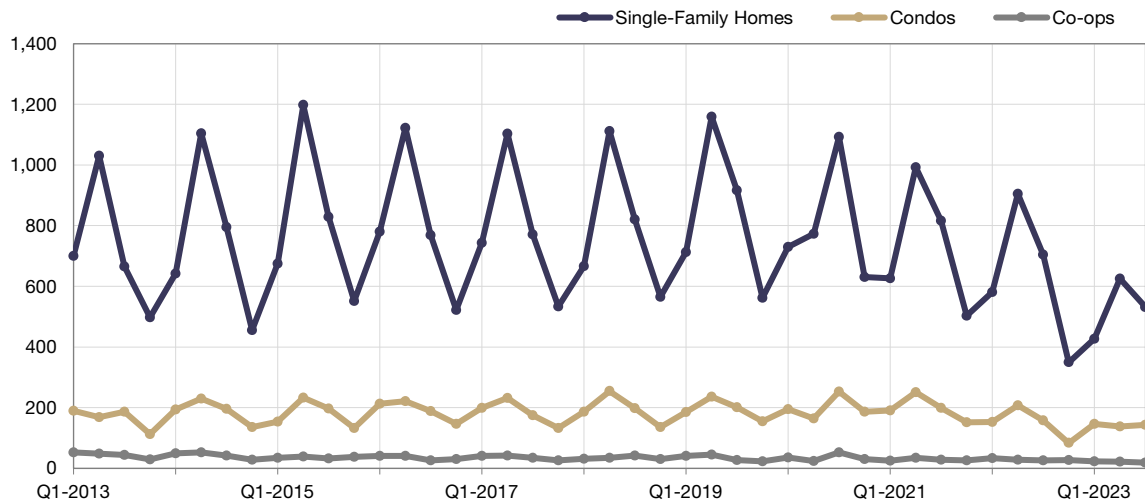
Q3-2023



Year to Date



Historical New Listings by Quarter



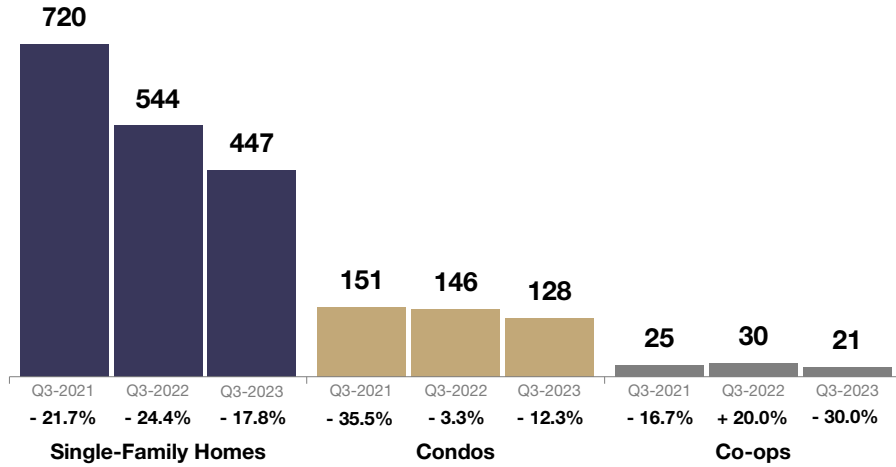
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2020	631	187	30
Q1-2021	626	191	25
Q2-2021	992	251	35
Q3-2021	816	199	28
Q4-2021	503	152	26
Q1-2022	581	153	34
Q2-2022	905	208	28
Q3-2022	704	158	26
Q4-2022	350	84	27
Q1-2023	427	146	23
Q2-2023	625	138	22
Q3-2023	531	143	19

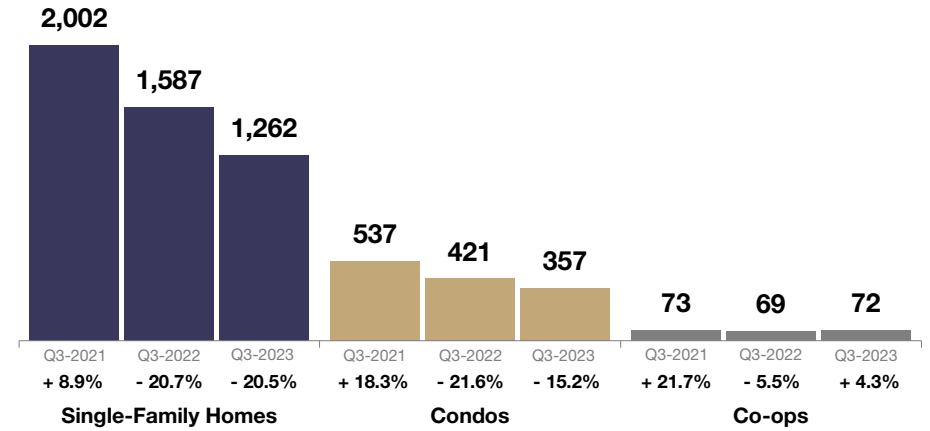
Pending Sales

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

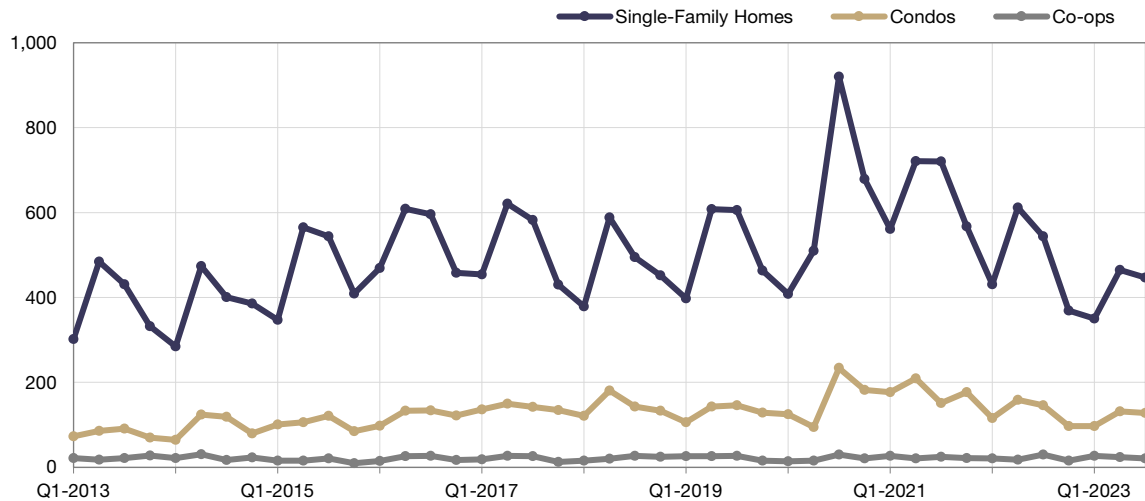
Q3-2023



Year to Date



Historical Pending Sales by Quarter



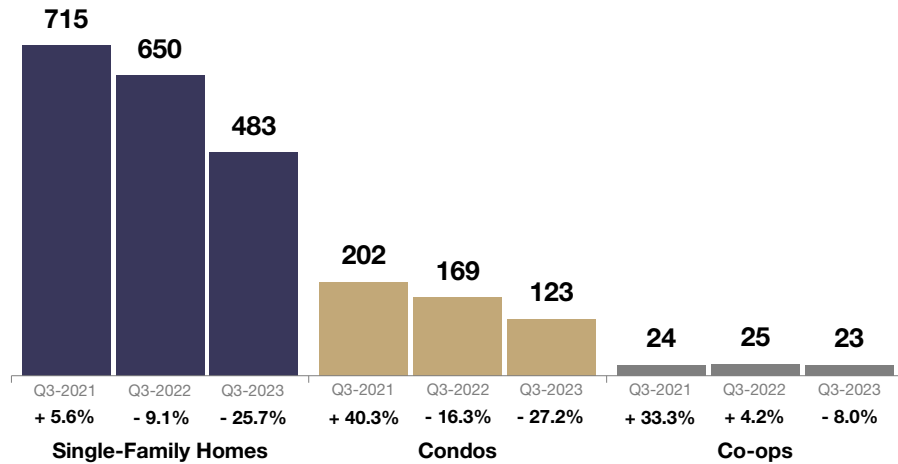
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2020	679	182	21
Q1-2021	561	177	27
Q2-2021	721	209	21
Q3-2021	720	151	25
Q4-2021	567	177	22
Q1-2022	431	116	21
Q2-2022	612	159	18
Q3-2022	544	146	30
Q4-2022	369	97	16
Q1-2023	350	97	27
Q2-2023	465	132	24
Q3-2023	447	128	21

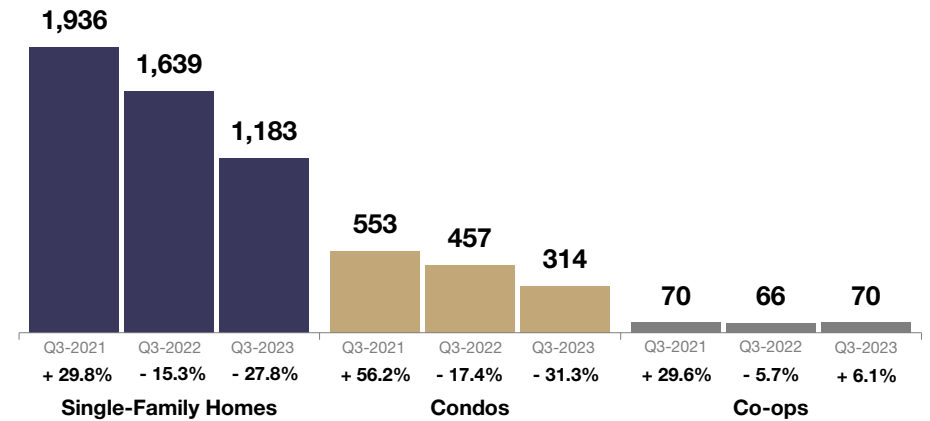
Closed Sales

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

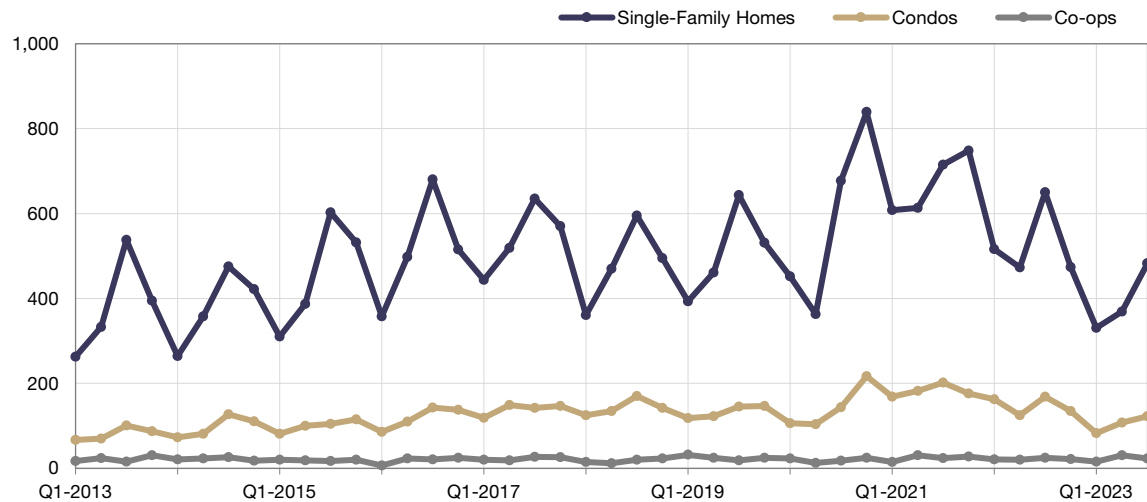
Q3-2023



Year to Date



Historical Closed Sales by Quarter



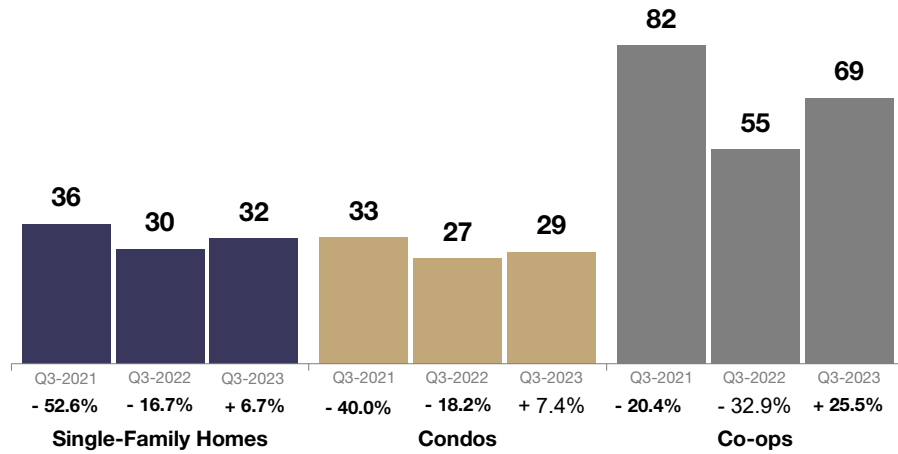
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2020	839	217	25
Q1-2021	608	169	15
Q2-2021	613	182	31
Q3-2021	715	202	24
Q4-2021	748	176	28
Q1-2022	516	163	21
Q2-2022	473	125	20
Q3-2022	650	169	25
Q4-2022	474	135	22
Q1-2023	331	83	16
Q2-2023	369	108	31
Q3-2023	483	123	23

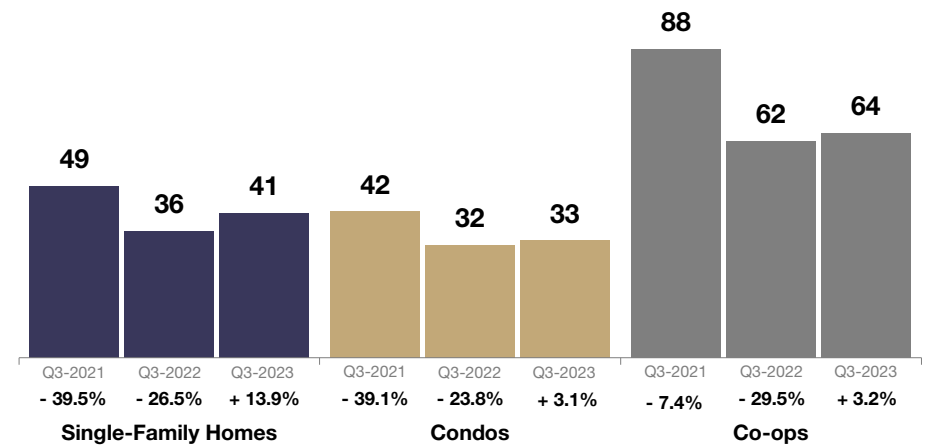
Days on Market Until Sale

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

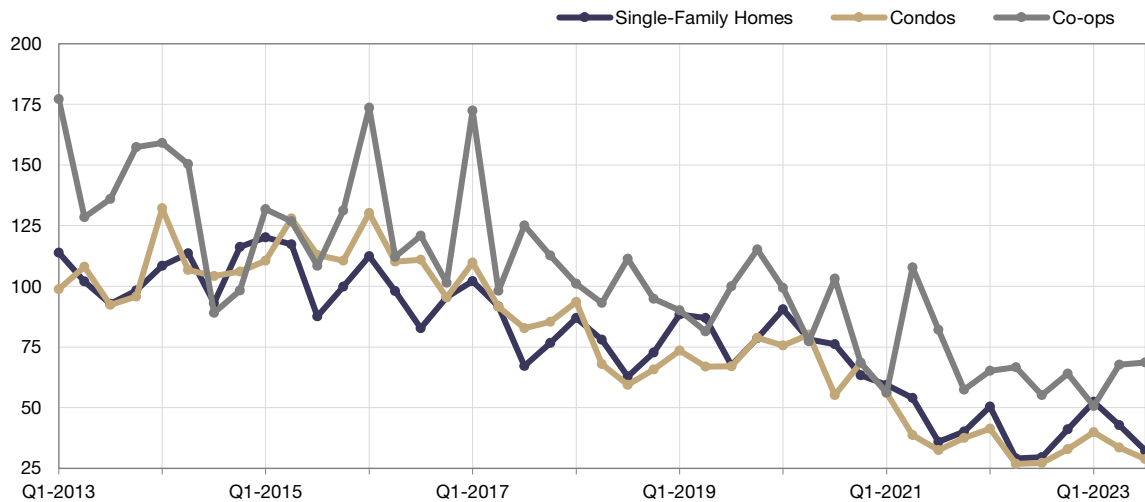
Q3-2023



Year to Date



Historical Days on Market Until Sale by Quarter



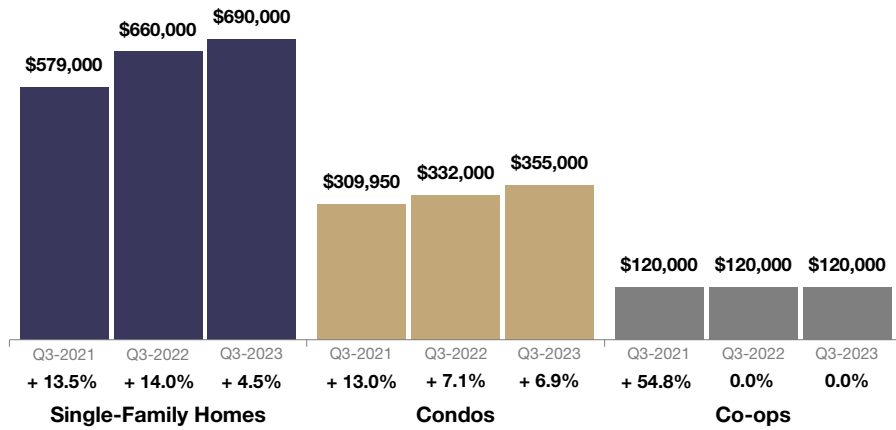
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2020	63	69	69
Q1-2021	59	56	56
Q2-2021	54	39	108
Q3-2021	36	33	82
Q4-2021	40	38	57
Q1-2022	50	41	65
Q2-2022	29	27	67
Q3-2022	30	27	55
Q4-2022	41	33	64
Q1-2023	52	40	51
Q2-2023	43	34	68
Q3-2023	32	29	69

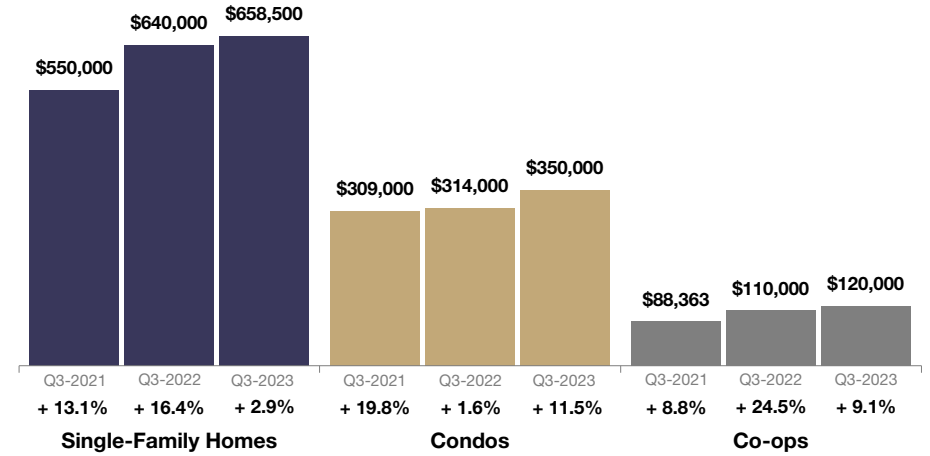
Median Sales Price

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

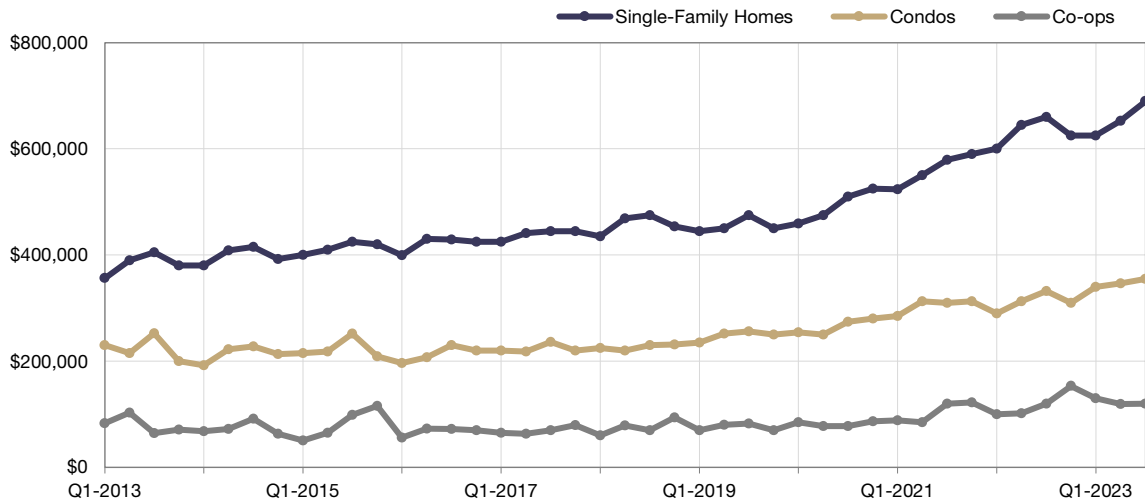
Q3-2023



Year to Date



Historical Median Sales Price by Quarter



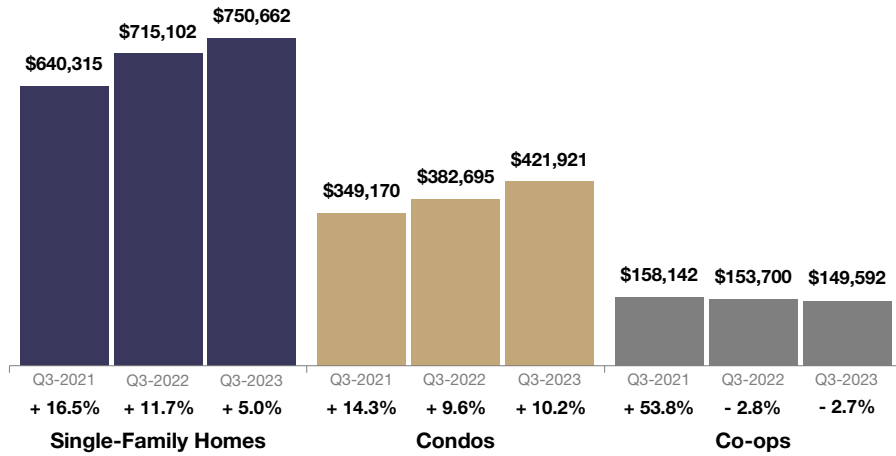
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2020	\$525,000	\$280,000	\$87,000
Q1-2021	\$523,500	\$285,000	\$88,725
Q2-2021	\$550,000	\$312,500	\$85,000
Q3-2021	\$579,000	\$309,950	\$120,000
Q4-2021	\$590,000	\$312,500	\$122,500
Q1-2022	\$600,000	\$289,700	\$100,000
Q2-2022	\$645,000	\$313,000	\$101,500
Q3-2022	\$660,000	\$332,000	\$120,000
Q4-2022	\$625,000	\$310,000	\$153,500
Q1-2023	\$625,000	\$340,000	\$130,000
Q2-2023	\$652,500	\$346,400	\$119,000
Q3-2023	\$690,000	\$355,000	\$120,000

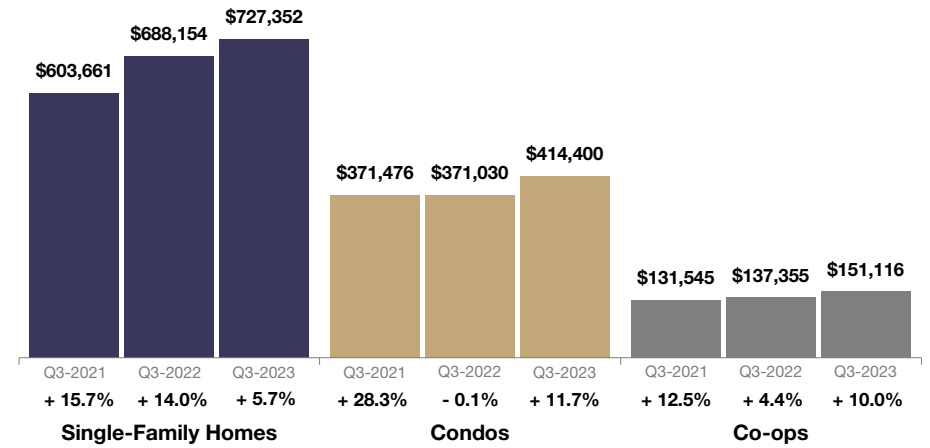
Average Sales Price

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

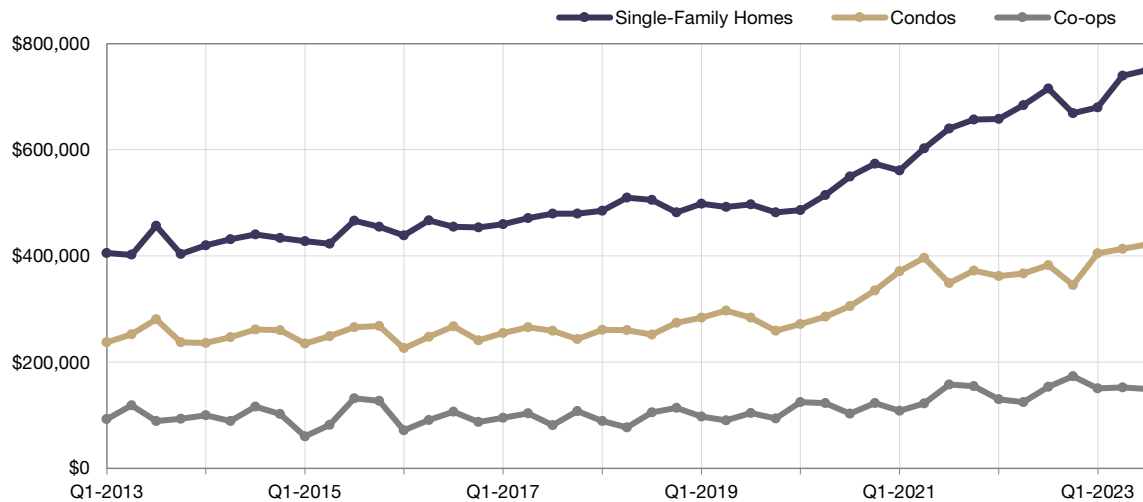
Q3-2023



Year to Date



Historical Average Sales Price by Quarter



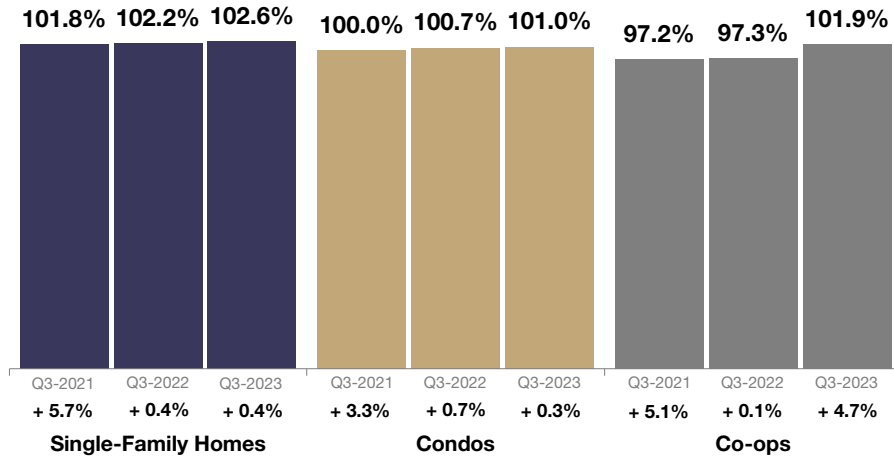
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2020	\$573,727	\$335,212	\$123,016
Q1-2021	\$561,263	\$371,329	\$108,182
Q2-2021	\$602,959	\$396,371	\$122,258
Q3-2021	\$640,315	\$349,170	\$158,142
Q4-2021	\$656,775	\$372,200	\$154,800
Q1-2022	\$658,022	\$362,040	\$130,210
Q2-2022	\$683,979	\$366,908	\$124,425
Q3-2022	\$715,102	\$382,695	\$153,700
Q4-2022	\$668,872	\$345,017	\$173,636
Q1-2023	\$679,743	\$404,836	\$150,375
Q2-2023	\$739,579	\$413,183	\$152,629
Q3-2023	\$750,662	\$421,921	\$149,592

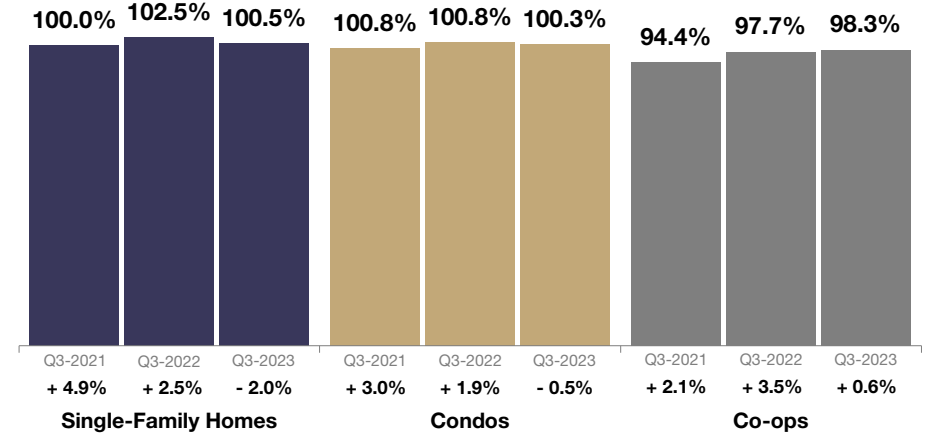
Percent of Original List Price Received

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.

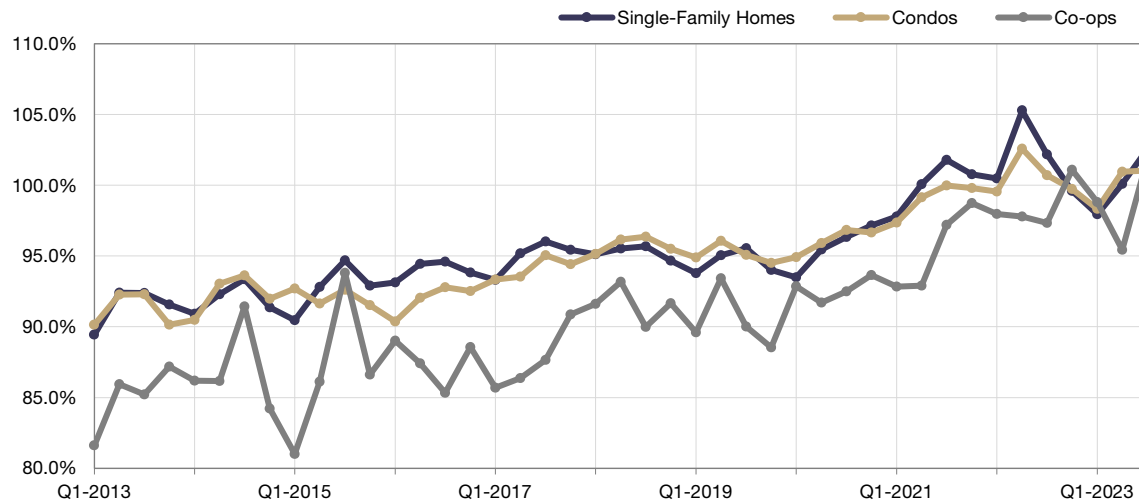
Q3-2023



Year to Date



Historical Percent of Original List Price Received by Quarter



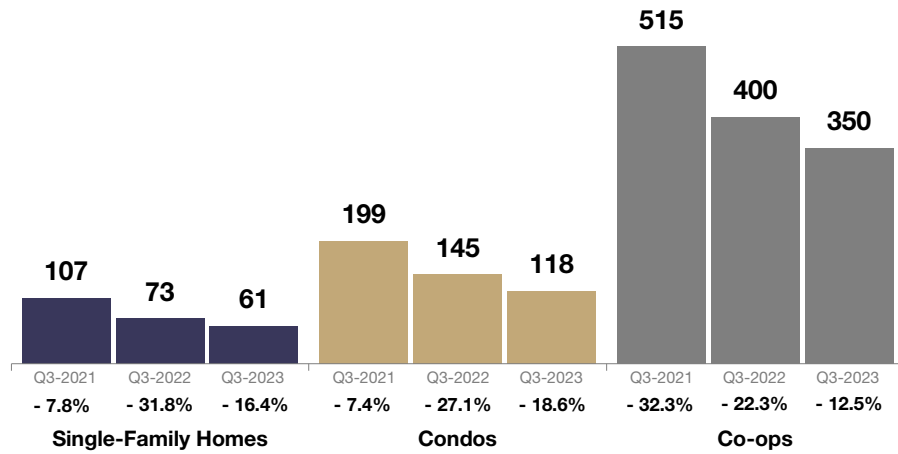
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2020	97.2%	96.7%	93.7%
Q1-2021	97.8%	97.3%	92.8%
Q2-2021	100.1%	99.1%	92.9%
Q3-2021	101.8%	100.0%	97.2%
Q4-2021	100.8%	99.8%	98.7%
Q1-2022	100.5%	99.6%	98.0%
Q2-2022	105.3%	102.6%	97.8%
Q3-2022	102.2%	100.7%	97.3%
Q4-2022	99.6%	99.7%	101.1%
Q1-2023	98.0%	98.3%	98.8%
Q2-2023	100.1%	100.9%	95.4%
Q3-2023	102.6%	101.0%	101.9%

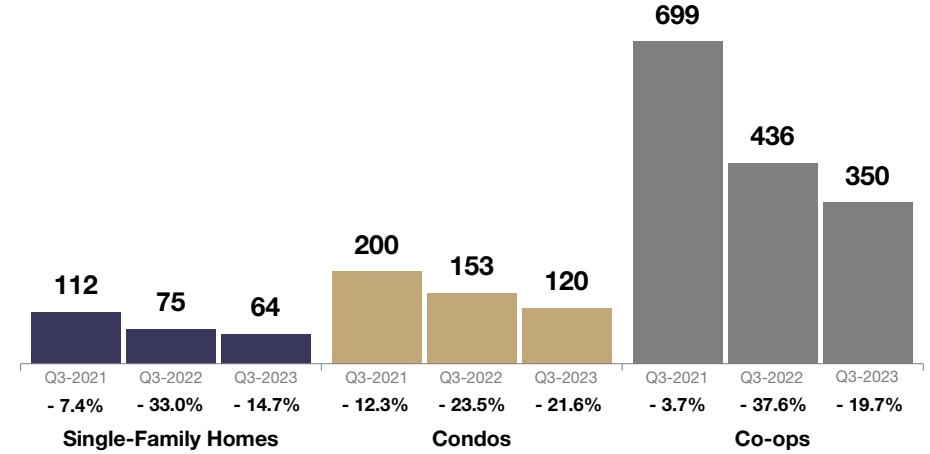
Housing Affordability Index

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.

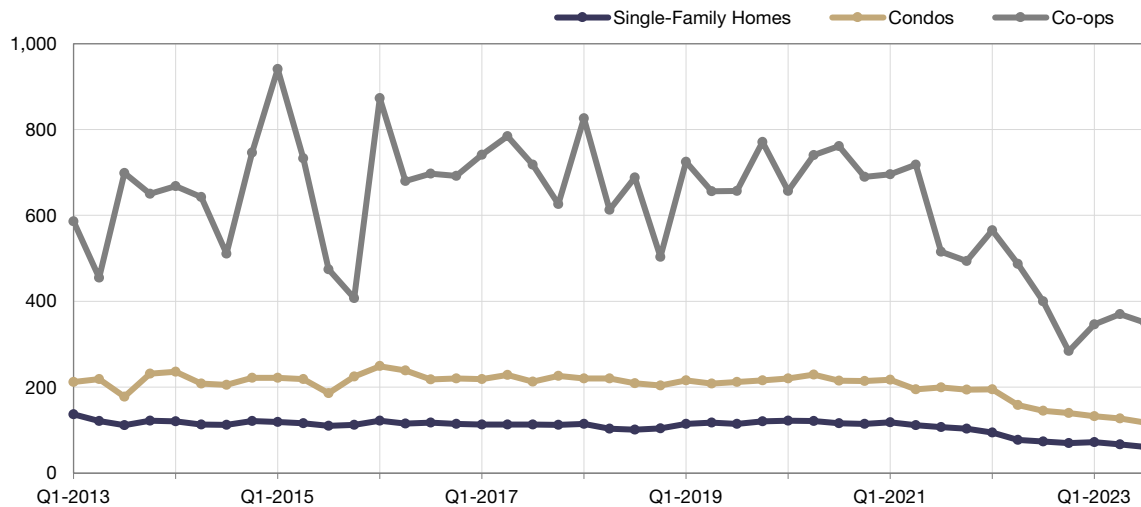
Q3-2023



Year to Date



Historical Housing Affordability Index by Quarter



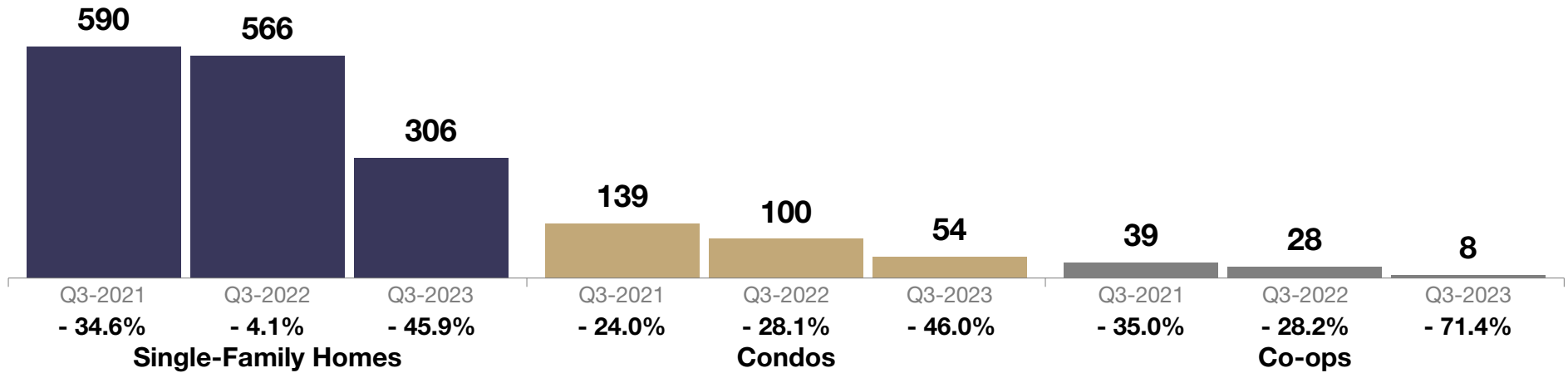
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2020	114	214	690
Q1-2021	118	217	696
Q2-2021	111	195	718
Q3-2021	107	199	515
Q4-2021	103	194	494
Q1-2022	94	195	565
Q2-2022	77	158	487
Q3-2022	73	145	400
Q4-2022	70	140	284
Q1-2023	72	132	346
Q2-2023	67	127	370
Q3-2023	61	118	350

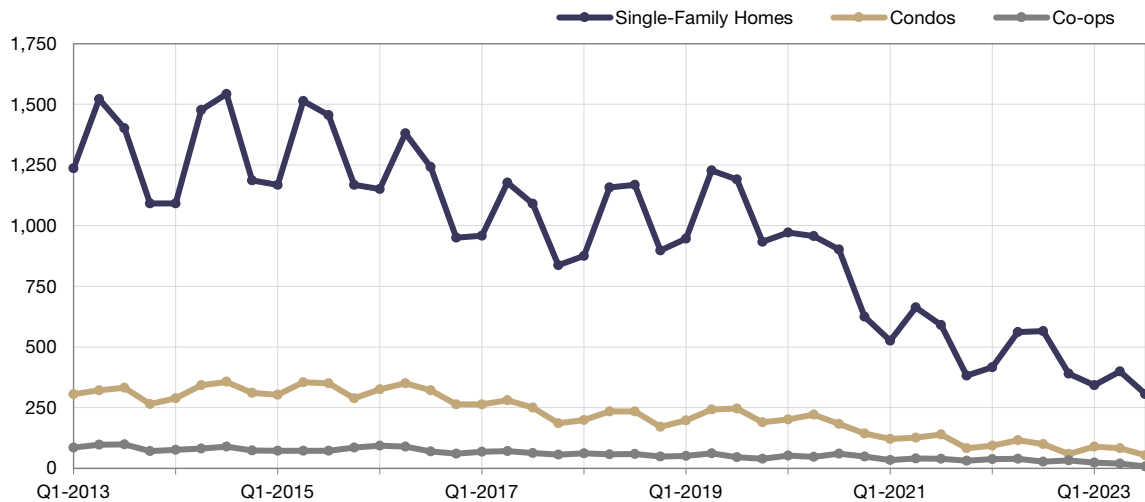
Inventory of Homes for Sale

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

Q3-2023



Historical Inventory of Homes for Sale by Quarter



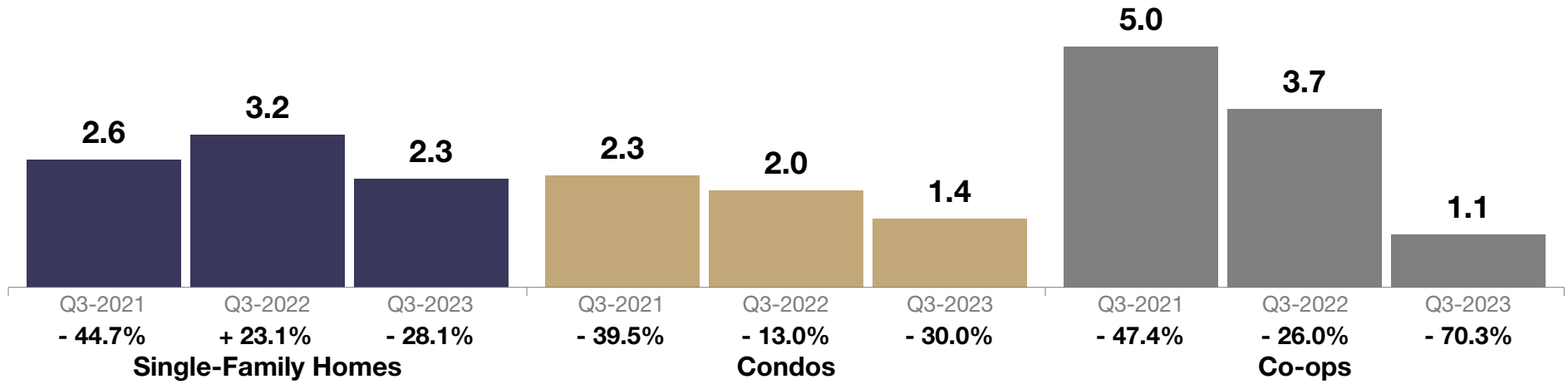
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2020	625	144	49
Q1-2021	526	121	34
Q2-2021	663	127	41
Q3-2021	590	139	39
Q4-2021	382	83	32
Q1-2022	417	93	38
Q2-2022	561	116	39
Q3-2022	566	100	28
Q4-2022	390	59	33
Q1-2023	342	90	24
Q2-2023	400	83	20
Q3-2023	306	54	8

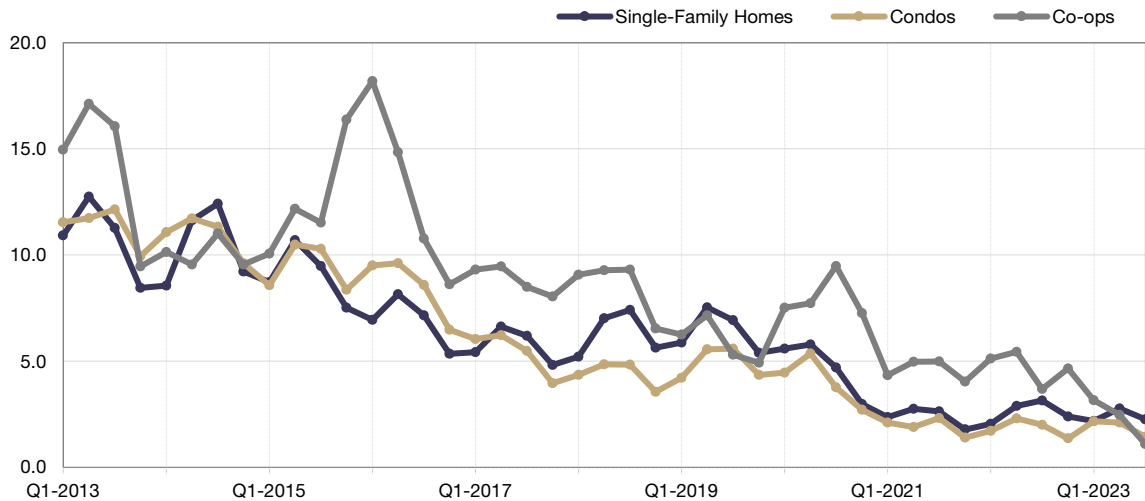
Months Supply of Inventory

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.

Q3-2023



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
Q4-2020	3.0	2.7	7.3
Q1-2021	2.4	2.1	4.3
Q2-2021	2.8	1.9	5.0
Q3-2021	2.6	2.3	5.0
Q4-2021	1.8	1.4	4.0
Q1-2022	2.1	1.7	5.1
Q2-2022	2.9	2.3	5.4
Q3-2022	3.2	2.0	3.7
Q4-2022	2.4	1.4	4.7
Q1-2023	2.2	2.2	3.2
Q2-2023	2.8	2.1	2.5
Q3-2023	2.3	1.4	1.1

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	Q3-2022	Q3-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings	<p>849, 842, 1,278, 1,043, 681, 768, 1,141, 888, 461, 596, 785, 693</p> <p>Q4-2020, Q2-2021, Q4-2021, Q2-2022, Q4-2022, Q2-2023</p>	888	693	- 22.0%	2,797	2,074	- 25.8%
Pending Sales	<p>883, 765, 951, 896, 766, 568, 789, 720, 482, 474, 621, 596</p> <p>Q4-2020, Q2-2021, Q4-2021, Q2-2022, Q4-2022, Q2-2023</p>	720	596	- 17.2%	2,077	1,691	- 18.6%
Closed Sales	<p>1,081, 793, 826, 941, 952, 700, 618, 844, 631, 430, 508, 629</p> <p>Q4-2020, Q2-2021, Q4-2021, Q2-2022, Q4-2022, Q2-2023</p>	844	629	- 25.5%	2,162	1,567	- 27.5%
Days on Market	<p>65, 58, 53, 36, 40, 49, 30, 30, 40, 50, 42, 33</p> <p>Q4-2020, Q2-2021, Q4-2021, Q2-2022, Q4-2022, Q2-2023</p>	30	33	+ 10.0%	36	41	+ 13.9%
Median Sales Price	<p>\$485,000, \$485,000, \$511,000, \$530,000, \$545,500, \$532,500, \$575,000, \$619,000, \$545,000, \$575,000, \$589,000, \$619,000</p> <p>Q4-2020, Q2-2021, Q4-2021, Q2-2022, Q4-2022, Q2-2023</p>	\$619,000	\$619,000	0.0%	\$580,000	\$599,000	+ 3.3%
Average Sales Price	<p>\$515,424, \$511,632, \$539,399, \$565,519, \$589,400, \$573,325, \$601,738, \$631,715, \$582,181, \$606,982, \$634,163, \$664,399</p> <p>Q4-2020, Q2-2021, Q4-2021, Q2-2022, Q4-2022, Q2-2023</p>	\$631,715	\$664,399	+ 5.2%	\$604,259	\$638,844	+ 5.7%
Pct. of Orig. Price Received	<p>97.0%, 97.6%, 99.6%, 101.3%, 100.5%, 100.2%, 104.5%, 101.7%, 99.7%, 98.1%, 100.0%, 102.3%</p> <p>Q4-2020, Q2-2021, Q4-2021, Q2-2022, Q4-2022, Q2-2023</p>	101.7%	102.3%	+ 0.6%	102.0%	100.4%	- 1.6%
Housing Affordability Index	<p>124, 127, 119, 117, 111, 106, 86, 78, 80, 78, 75, 68</p> <p>Q4-2020, Q2-2021, Q4-2021, Q2-2022, Q4-2022, Q2-2023</p>	78	68	- 12.8%	83	70	- 15.7%
Inventory of Homes for Sale	<p>818, 681, 831, 768, 497, 548, 716, 694, 482, 456, 503, 368</p> <p>Q4-2020, Q2-2021, Q4-2021, Q2-2022, Q4-2022, Q2-2023</p>	694	368	- 47.0%	--	--	--
Months Supply of Inventory	<p>3.0, 2.4, 2.6, 2.6, 1.8, 2.1, 2.8, 2.9, 2.3, 2.2, 2.6, 2.0</p> <p>Q4-2020, Q2-2021, Q4-2021, Q2-2022, Q4-2022, Q2-2023</p>	2.9	2.0	- 31.0%	--	--	--