



Monthly Indicators

July 2021

The White House recently announced additional measures to help struggling homeowners avoid foreclosure as they exit forbearance, including loan modifications and payment reductions. Borrowers with federally backed mortgages can lock in lower interest rates and extend the length of their mortgages. For borrowers who can't resume their monthly mortgage, HUD will offer lenders the ability to provide all eligible borrowers with a 25% principal and interest reduction.

New Listings were down 41.4 percent to 266. Pending Sales decreased 65.8 percent to 116. Inventory shrank 34.2 percent to 699 units.

Prices moved higher as the Median Sales Price was up 17.2 percent to \$375,000. Days on Market decreased 53.2 percent to 44 days. Months Supply of Inventory was down 41.7 percent to 3.5 months.

The National Association of REALTORS® reported inventory of homes for sale nationwide rose slightly in June as more sellers list their homes, hoping to take advantage of record-high sales prices across the country. Even with renewed home seller interest, inventory overall remains 18.8% lower than a year ago, according to NAR.

Activity Snapshot

+ 3.3% **+ 17.2%** **- 34.2%**

One-Year Change in Closed Sales	One-Year Change in Median Sales Price	One-Year Change in Homes for Sale
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Residential activity in Greene, Dutchess, Orange, Sullivan and Ulster counties composed of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

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Activity Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



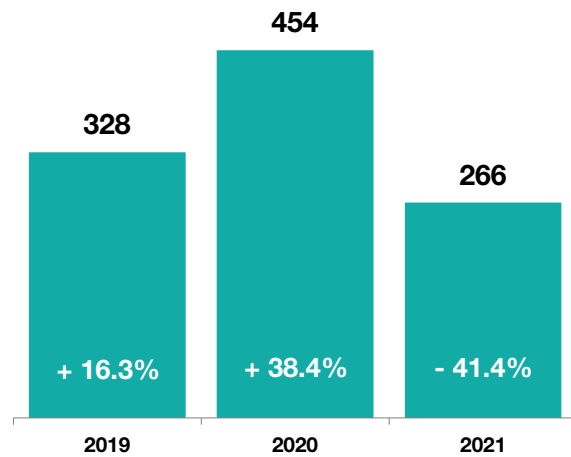
Key Metrics	Historical Sparkbars	7-2020	7-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		454	266	- 41.4%	1,782	1,582	- 11.2%
Pending Sales		339	116	- 65.8%	1,282	1,143	- 10.8%
Closed Sales		181	187	+ 3.3%	921	1,274	+ 38.3%
Days on Market		94	44	- 53.2%	107	67	- 37.4%
Median Sales Price		\$320,000	\$375,000	+ 17.2%	\$270,000	\$340,000	+ 25.9%
Average Sales Price		\$414,329	\$452,033	+ 9.1%	\$334,307	\$419,195	+ 25.4%
Pct. of List Price Received		99.6%	102.6%	+ 3.0%	96.9%	100.0%	+ 3.2%
Housing Affordability Index		137	118	- 13.9%	163	130	- 20.2%
Inventory of Homes for Sale		1,062	699	- 34.2%	--	--	--
Months Supply of Inventory		6.0	3.5	- 41.7%	--	--	--

New Listings

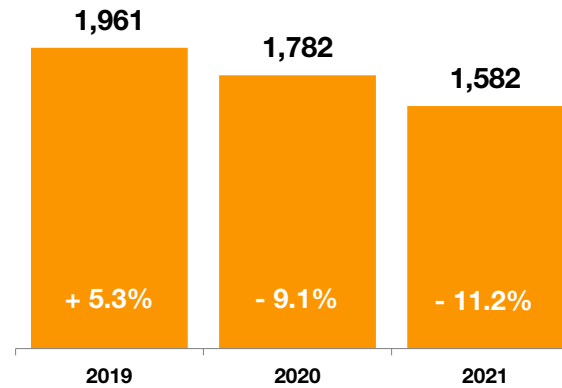
A count of the properties that have been newly listed on the market in a given month.



July

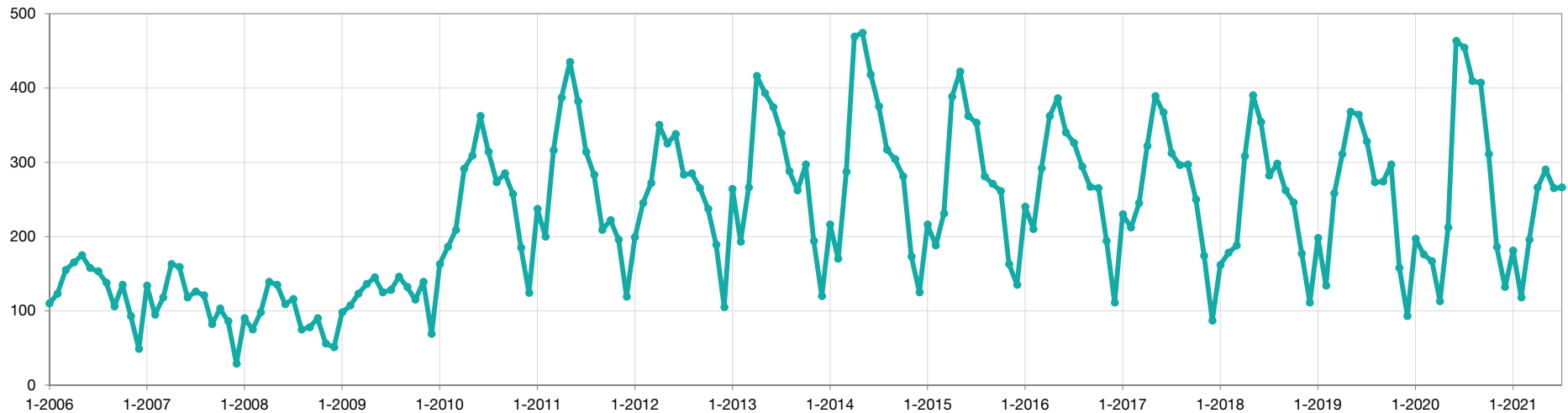


Year to Date



	New Listings	Prior Year	Percent Change
August 2020	409	273	+49.8%
September 2020	407	274	+48.5%
October 2020	311	297	+4.7%
November 2020	186	158	+17.7%
December 2020	132	93	+41.9%
January 2021	181	197	-8.1%
February 2021	118	176	-33.0%
March 2021	196	167	+17.4%
April 2021	266	113	+135.4%
May 2021	290	212	+36.8%
June 2021	265	463	-42.8%
July 2021	266	454	-41.4%
12-Month Avg	252	240	+5.0%

Historical New Listings by Month

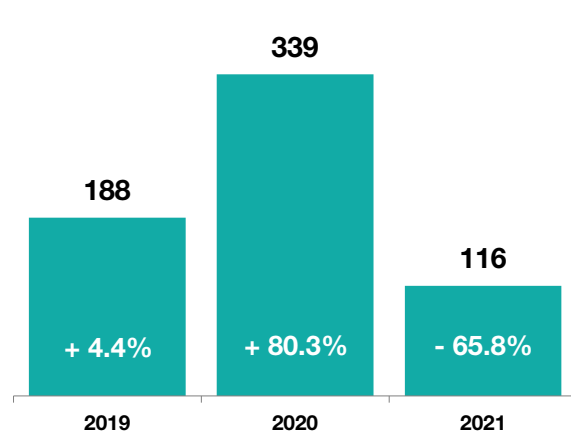


Pending Sales

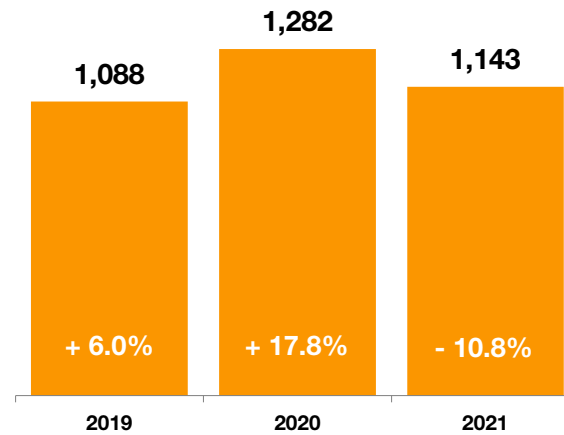
A count of the properties on which offers have been accepted in a given month.



July

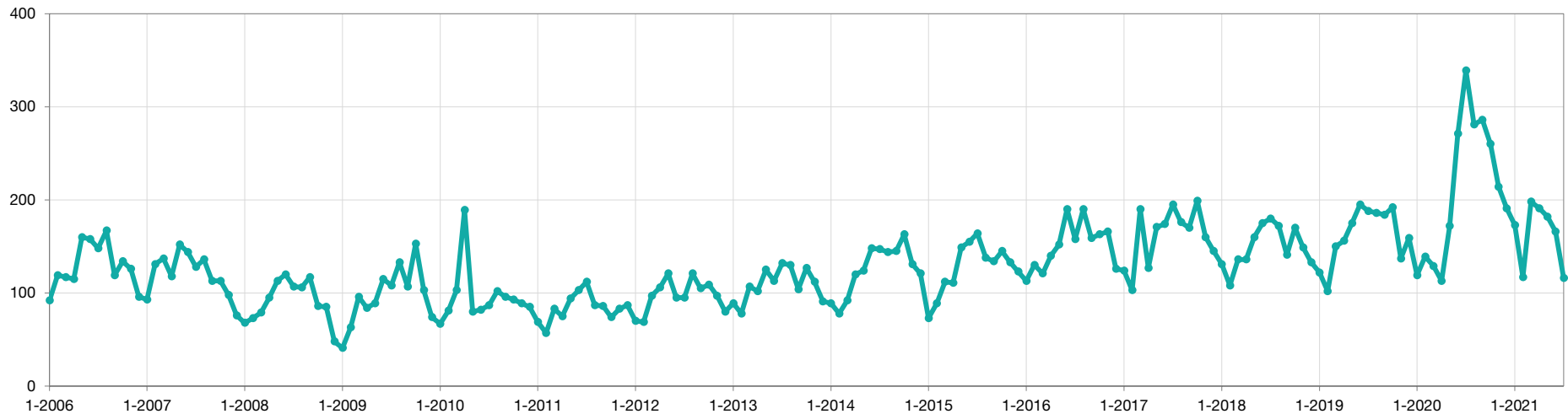


Year to Date



Pending Sales	Pending Sales	Prior Year	Percent Change
August 2020	281	186	+51.1%
September 2020	286	184	+55.4%
October 2020	260	192	+35.4%
November 2020	214	137	+56.2%
December 2020	191	159	+20.1%
January 2021	173	119	+45.4%
February 2021	117	139	-15.8%
March 2021	198	129	+53.5%
April 2021	191	113	+69.0%
May 2021	182	172	+5.8%
June 2021	166	271	-38.7%
July 2021	116	339	-65.8%
12-Month Avg	198	178	+11.2%

Historical Pending Sales by Month

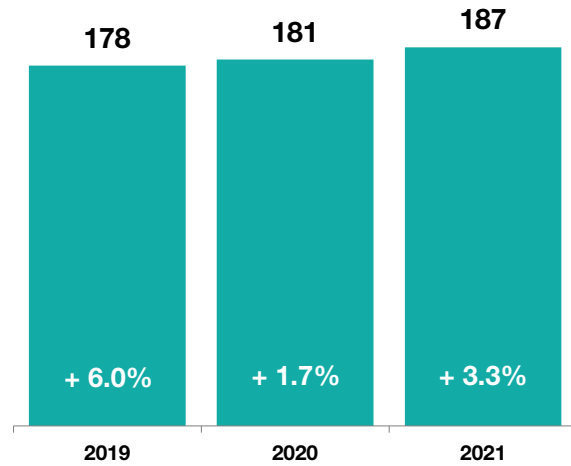


Closed Sales

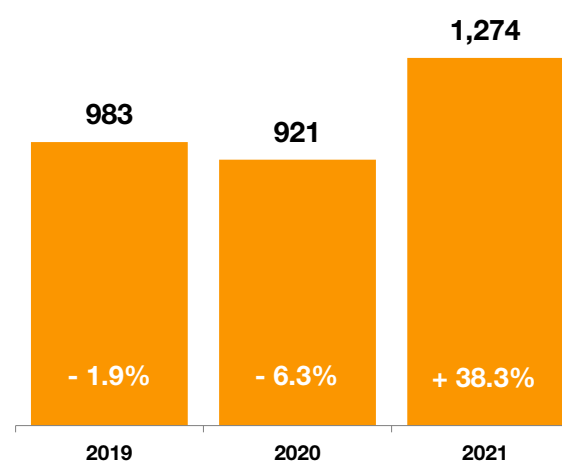
A count of the actual sales that closed in a given month.



July

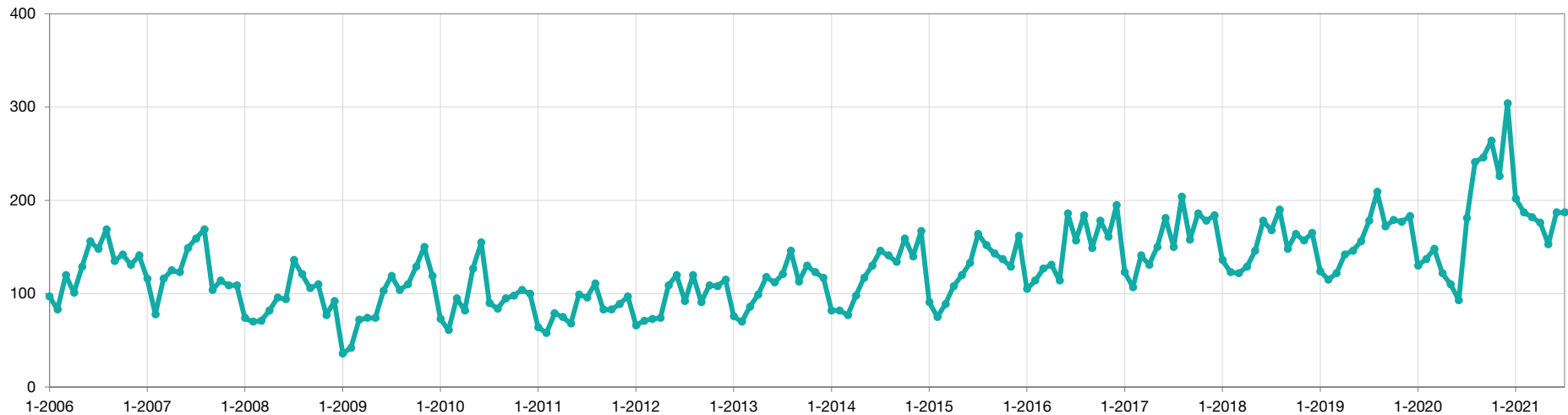


Year to Date



	Closed Sales	Prior Year	Percent Change
August 2020	241	209	+15.3%
September 2020	246	172	+43.0%
October 2020	264	179	+47.5%
November 2020	226	177	+27.7%
December 2020	304	183	+66.1%
January 2021	202	130	+55.4%
February 2021	187	137	+36.5%
March 2021	182	148	+23.0%
April 2021	176	122	+44.3%
May 2021	153	110	+39.1%
June 2021	187	93	+101.1%
July 2021	187	181	+3.3%
12-Month Avg	213	153	+39.2%

Historical Closed Sales by Month

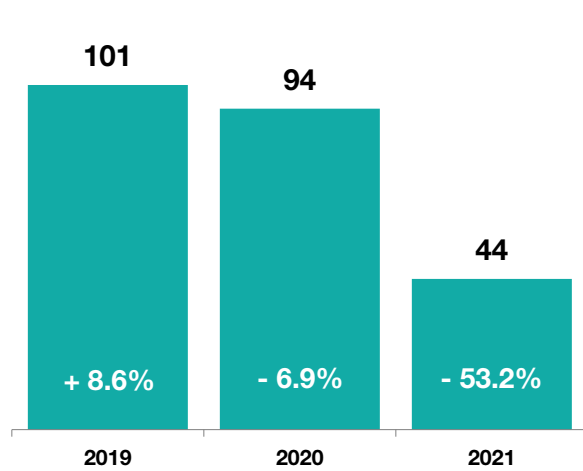


Days on Market Until Sale

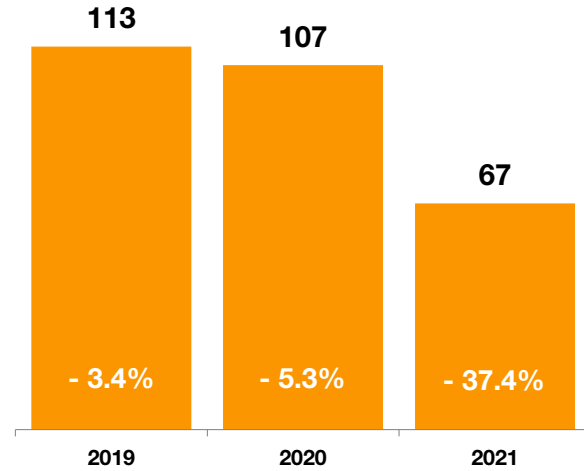
Average number of days between when a property is listed and when it is closed in a given month.



July



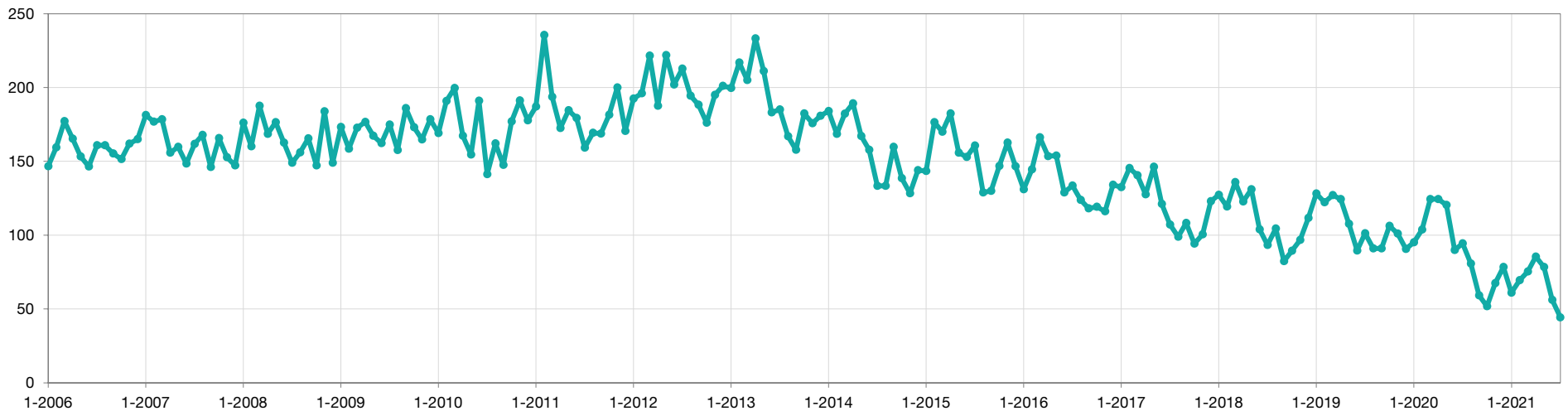
Year to Date



Days on Market	Prior Year	Percent Change	
August 2020	81	91	-11.0%
September 2020	59	91	-35.2%
October 2020	52	106	-50.9%
November 2020	67	101	-33.7%
December 2020	78	91	-14.3%
January 2021	61	95	-35.8%
February 2021	69	104	-33.7%
March 2021	75	124	-39.5%
April 2021	85	124	-31.5%
May 2021	78	120	-35.0%
June 2021	56	90	-37.8%
July 2021	44	94	-53.2%
12-Month Avg*	67	102	-34.3%

* Average Days on Market of all properties from August 2020 through July 2021. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

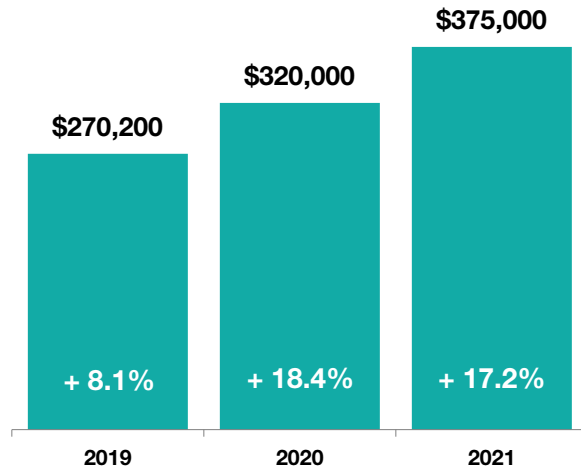


Median Sales Price

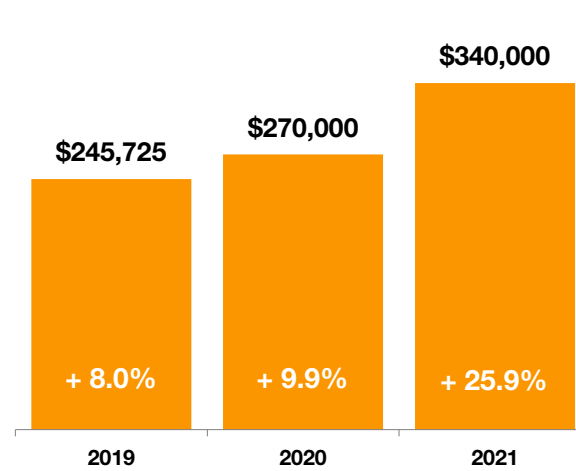
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



July



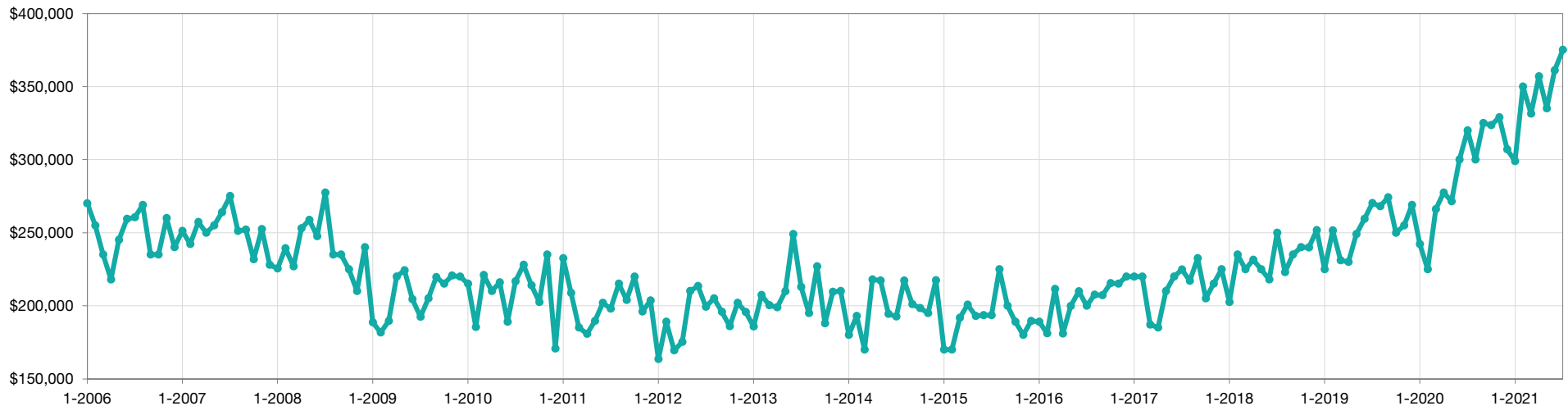
Year to Date



	Median Sales Price	Prior Year	Percent Change
August 2020	\$300,000	\$268,000	+11.9%
September 2020	\$324,900	\$274,125	+18.5%
October 2020	\$323,500	\$250,000	+29.4%
November 2020	\$329,000	\$255,000	+29.0%
December 2020	\$307,000	\$269,000	+14.1%
January 2021	\$299,000	\$242,250	+23.4%
February 2021	\$350,000	\$225,000	+55.6%
March 2021	\$331,500	\$266,000	+24.6%
April 2021	\$356,950	\$277,450	+28.7%
May 2021	\$335,000	\$271,500	+23.4%
June 2021	\$361,000	\$300,000	+20.3%
July 2021	\$375,000	\$320,000	+17.2%
12-Month Med*	\$329,700	\$265,000	+24.4%

* Median Sales Price of all properties from August 2020 through July 2021. This is not the average of the individual figures above.

Historical Median Sales Price by Month

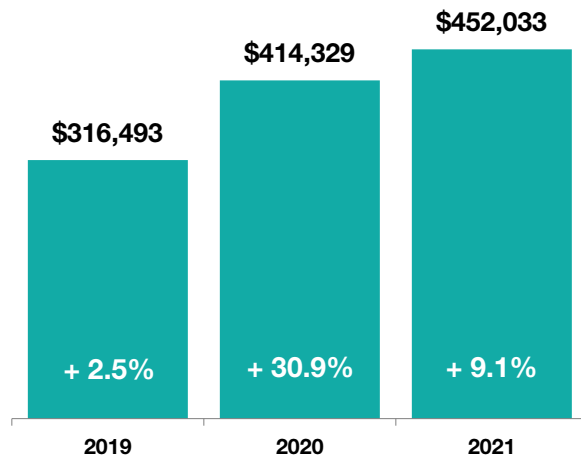


Average Sales Price

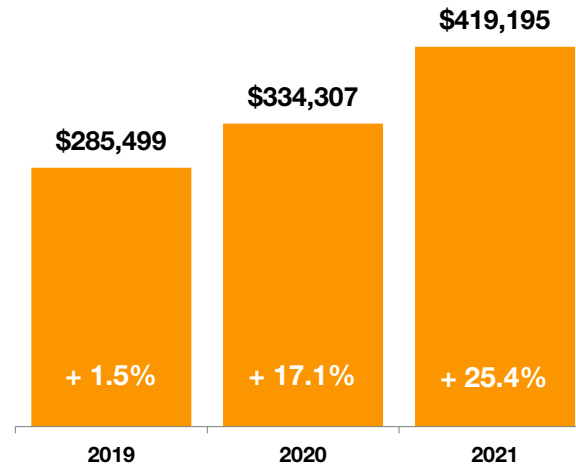
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



July



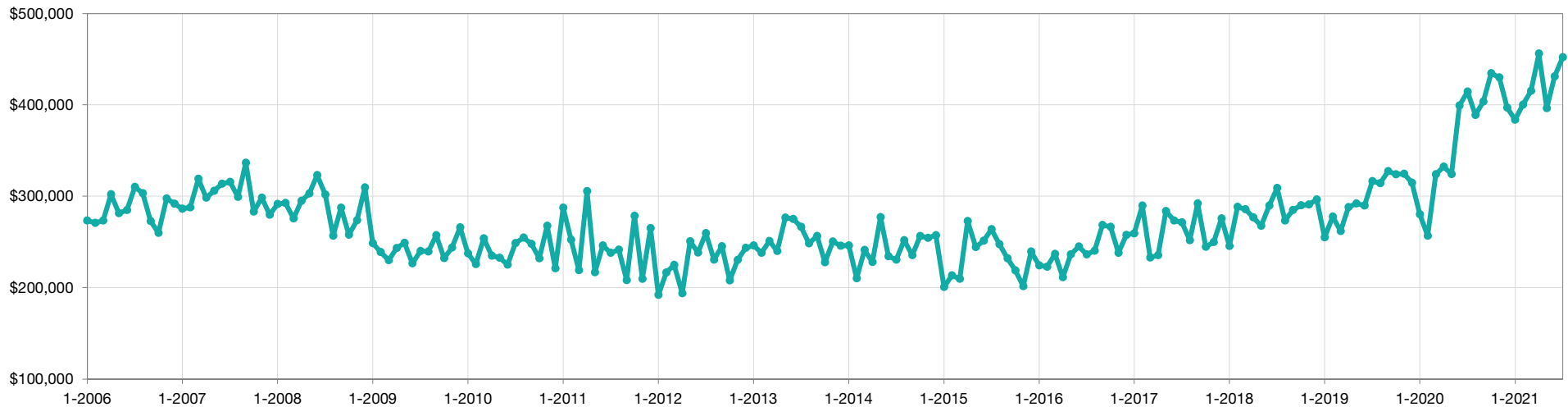
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
August 2020	\$388,871	\$314,083	+23.8%
September 2020	\$403,379	\$327,449	+23.2%
October 2020	\$434,630	\$323,973	+34.2%
November 2020	\$429,939	\$324,490	+32.5%
December 2020	\$396,843	\$314,806	+26.1%
January 2021	\$383,617	\$280,356	+36.8%
February 2021	\$400,184	\$256,654	+55.9%
March 2021	\$415,400	\$324,054	+28.2%
April 2021	\$456,008	\$332,171	+37.3%
May 2021	\$396,300	\$324,345	+22.2%
June 2021	\$431,195	\$399,273	+8.0%
July 2021	\$452,033	\$414,329	+9.1%
12-Month Avg*	\$414,841	\$327,483	+26.7%

* Avg. Sales Price of all properties from August 2020 through July 2021. This is not the average of the individual figures above.

Historical Average Sales Price by Month

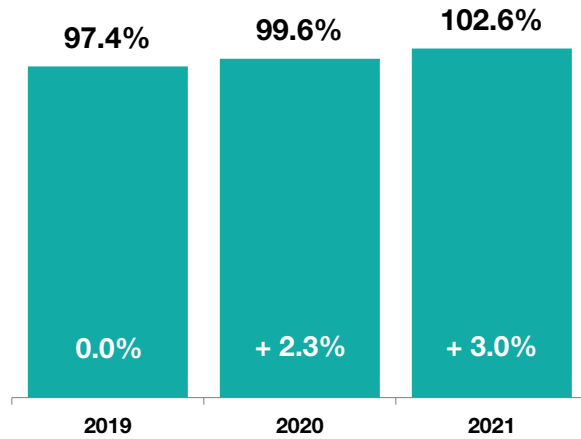


Percent of List Price Received

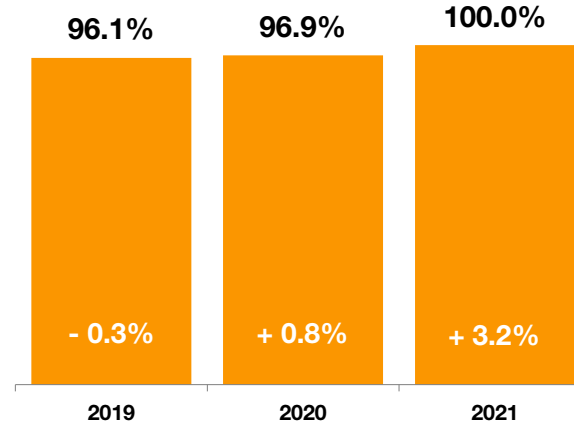


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

July



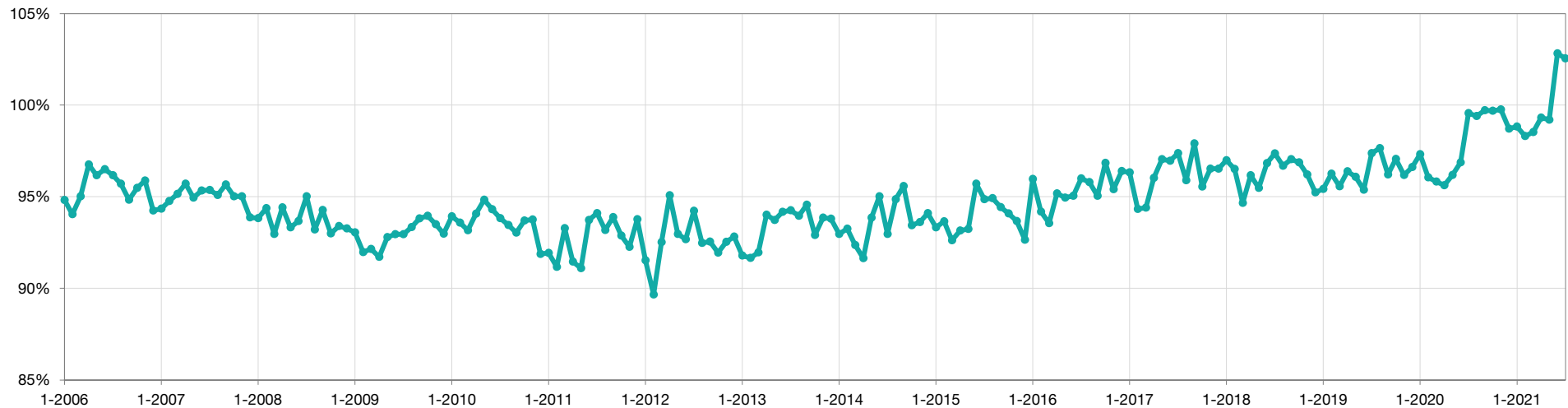
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
August 2020	99.4%	97.6%	+1.8%
September 2020	99.7%	96.2%	+3.6%
October 2020	99.7%	97.1%	+2.7%
November 2020	99.8%	96.2%	+3.7%
December 2020	98.7%	96.6%	+2.2%
January 2021	98.8%	97.3%	+1.5%
February 2021	98.3%	96.0%	+2.4%
March 2021	98.5%	95.8%	+2.8%
April 2021	99.3%	95.6%	+3.9%
May 2021	99.2%	96.2%	+3.1%
June 2021	102.8%	96.9%	+6.1%
July 2021	102.6%	99.6%	+3.0%
12-Month Avg*	99.7%	96.9%	+2.9%

* Average Pct. of List Price Received for all properties from August 2020 through July 2021. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

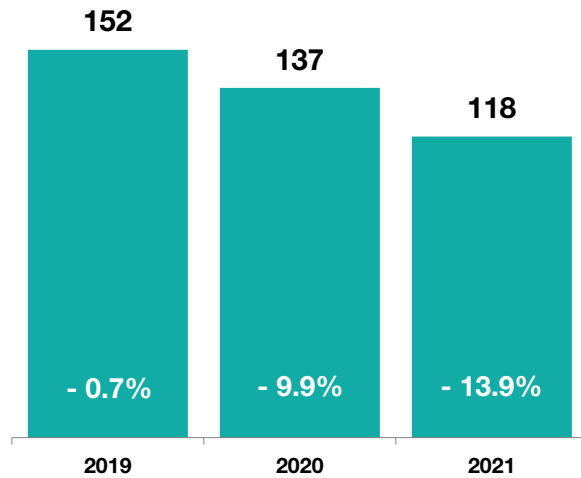


Housing Affordability Index

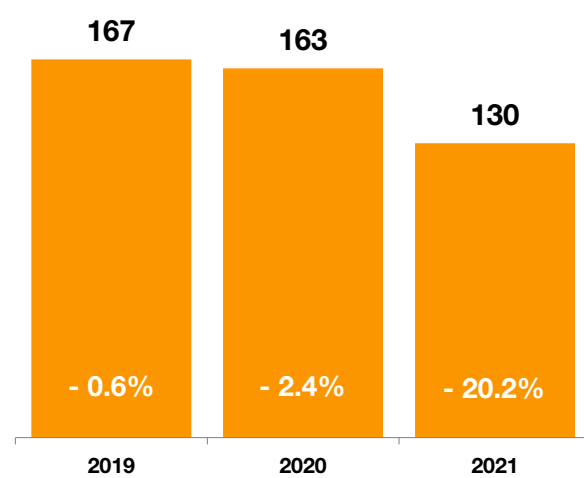


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

July

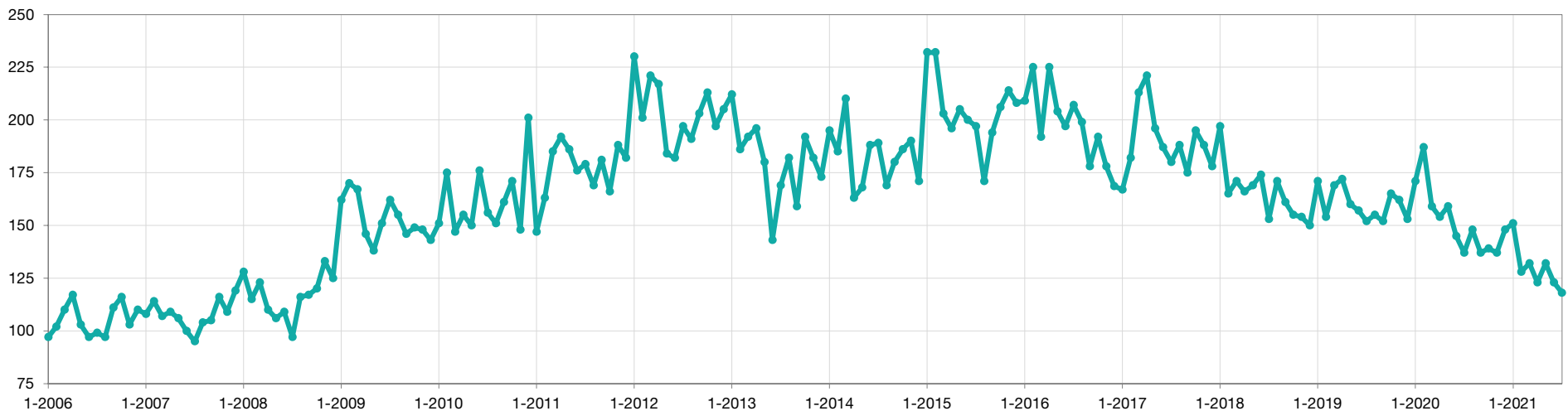


Year to Date



	Affordability Index	Prior Year	Percent Change
August 2020	148	155	-4.5%
September 2020	137	152	-9.9%
October 2020	139	165	-15.8%
November 2020	137	162	-15.4%
December 2020	148	153	-3.3%
January 2021	151	171	-11.7%
February 2021	128	187	-31.6%
March 2021	132	159	-17.0%
April 2021	123	154	-20.1%
May 2021	132	159	-17.0%
June 2021	123	145	-15.2%
July 2021	118	137	-13.9%
12-Month Avg	135	158	-14.9%

Historical Housing Affordability Index by Month

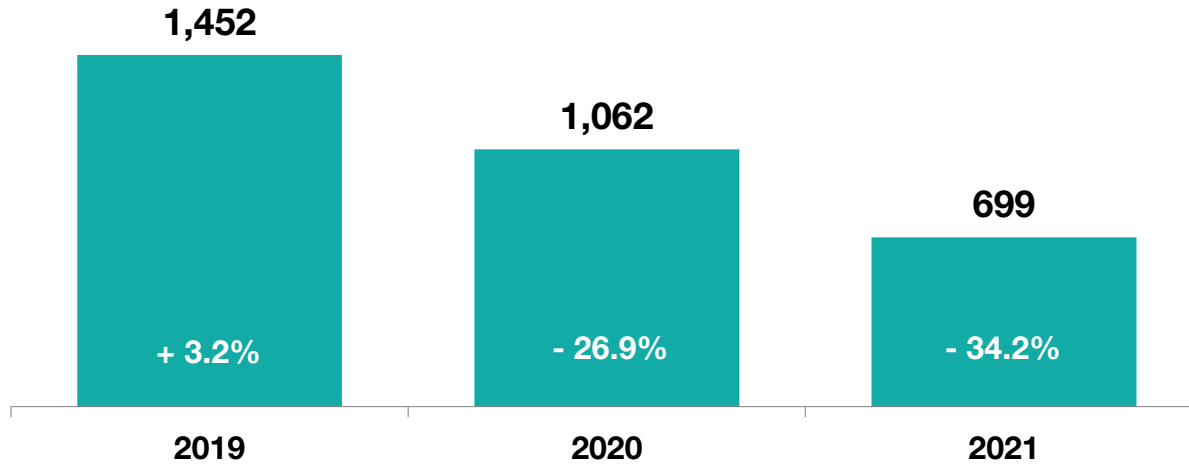


Inventory of Homes for Sale

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

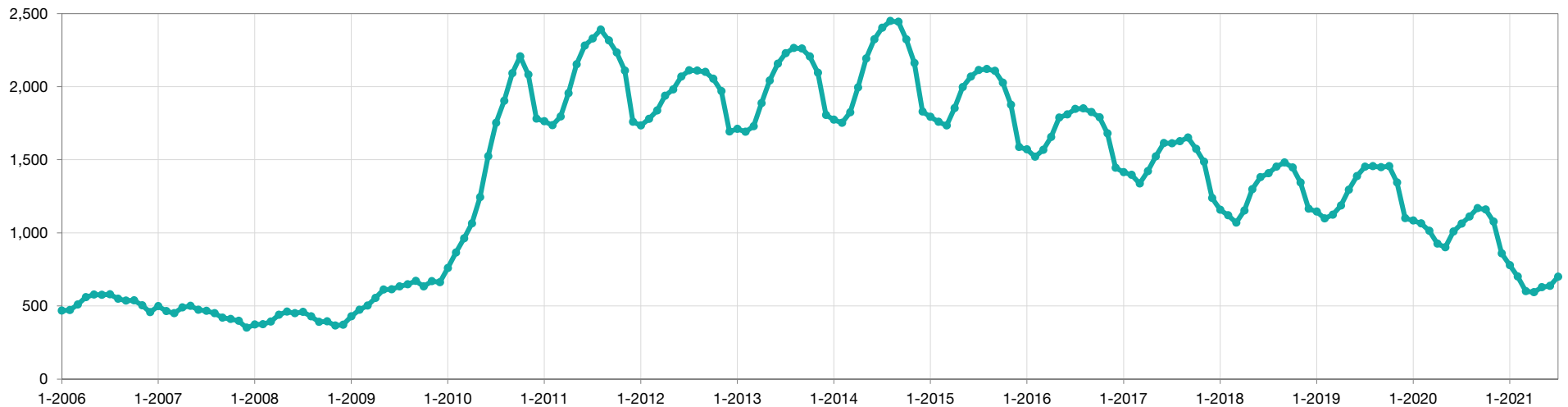


July



Homes for Sale		Prior Year	Percent Change
August 2020	1,110	1,455	-23.7%
September 2020	1,168	1,448	-19.3%
October 2020	1,159	1,455	-20.3%
November 2020	1,076	1,344	-19.9%
December 2020	859	1,099	-21.8%
January 2021	778	1,083	-28.2%
February 2021	701	1,063	-34.1%
March 2021	601	1,014	-40.7%
April 2021	593	926	-36.0%
May 2021	628	900	-30.2%
June 2021	637	1,008	-36.8%
July 2021	699	1,062	-34.2%
12-Month Avg	834	1,155	-27.8%

Historical Inventory of Homes for Sale by Month

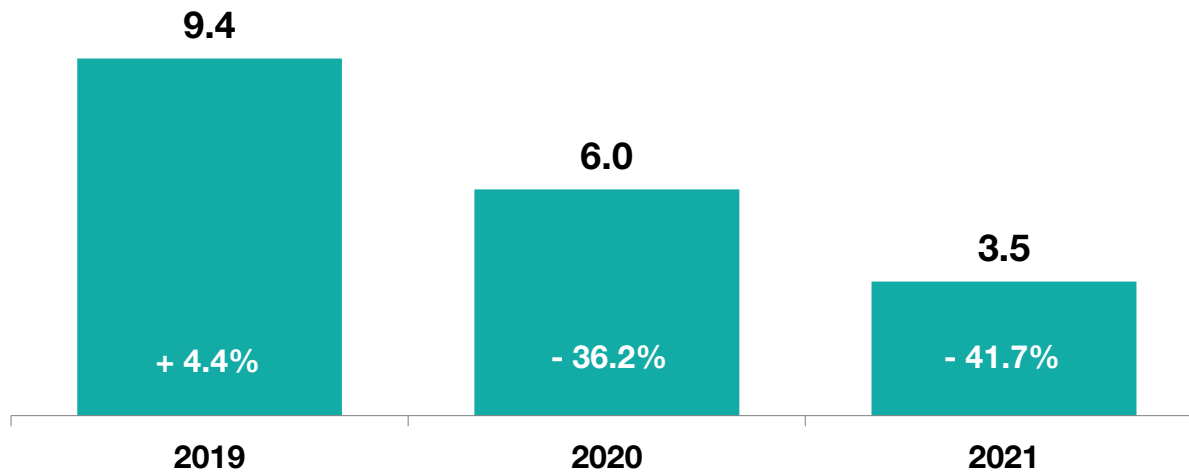


Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



July



Months Supply		Prior Year	Percent Change
August 2020	6.0	9.4	-36.2%
September 2020	6.0	9.1	-34.1%
October 2020	5.8	9.0	-35.6%
November 2020	5.2	8.4	-38.1%
December 2020	4.1	6.8	-39.7%
January 2021	3.6	6.7	-46.3%
February 2021	3.3	6.4	-48.4%
March 2021	2.8	6.2	-54.8%
April 2021	2.6	5.8	-55.2%
May 2021	2.8	5.6	-50.0%
June 2021	2.9	6.1	-52.5%
July 2021	3.5	6.0	-41.7%
12-Month Avg	4.1	7.1	-42.3%

Historical Months Supply of Inventory by Month

