



Monthly Indicators

November 2020

November saw the Dow Jones Industrial Average top 30,000 for the first time, while mortgage rates reached new record lows again. These new records have provided encouragement for buyers to move forward on home purchases, which continued to remain strong overall for the month.

New Listings increased 48.5 percent to 144. Pending Sales were up 40.8 percent to 145. Inventory levels shrank 43.0 percent to 644 units.

Prices continued to gain traction. The Median Sales Price increased 24.0 percent to \$230,000. Days on Market was down 10.9 percent to 179 days. Sellers were encouraged as Months Supply of Inventory was down 53.8 percent to 4.2 months.

Showing activity remains higher than the same period a year ago across most of the country, suggesting that strong buyer demand is likely to continue into what is typically the slowest time of year. With inventory remaining constrained in most market segments, sellers continue to benefit from the tight market conditions.

Activity Snapshot

+ 22.3% **+ 24.0%** **- 43.0%**

One-Year Change in **Closed Sales** One-Year Change in **Median Sales Price** One-Year Change in **Homes for Sale**

Residential activity in Clinton, Essex, Franklin, Hamilton and Warren 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.



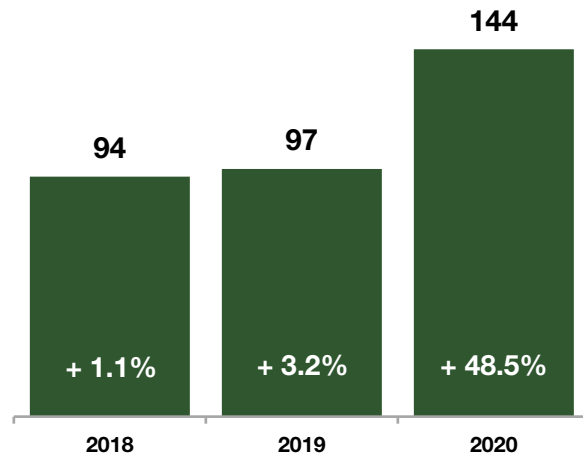
Key Metrics	Historical Sparkbars	11-2019	11-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		97	144	+ 48.5%	2,059	1,954	- 5.1%
Pending Sales		103	145	+ 40.8%	1,408	1,771	+ 25.8%
Closed Sales		148	181	+ 22.3%	1,357	1,496	+ 10.2%
Days on Market		201	179	- 10.9%	179	192	+ 7.3%
Median Sales Price		\$185,500	\$230,000	+ 24.0%	\$153,250	\$185,000	+ 20.7%
Avg. Sales Price		\$262,558	\$350,312	+ 33.4%	\$215,184	\$283,474	+ 31.7%
Pct. of List Price Received		92.8%	95.9%	+ 3.3%	94.2%	95.1%	+ 1.0%
Affordability Index		166	142	- 14.5%	201	176	- 12.4%
Homes for Sale		1,129	644	- 43.0%	--	--	--
Months Supply		9.1	4.2	- 53.8%	--	--	--

New Listings

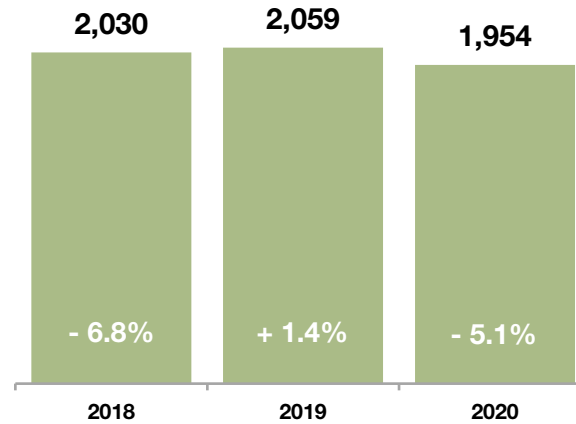
A count of the properties that have been newly listed on the market in a given month.



November

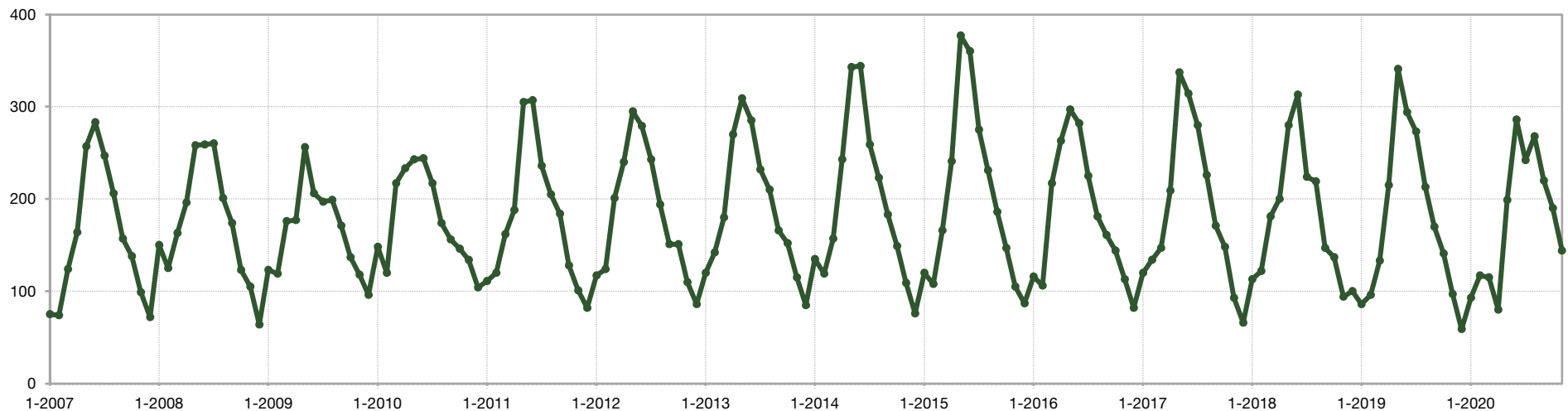


Year to Date



	New Listings	Prior Year	Percent Change
December 2019	59	100	-41.0%
January 2020	93	86	+8.1%
February 2020	117	96	+21.9%
March 2020	115	133	-13.5%
April 2020	80	215	-62.8%
May 2020	199	341	-41.6%
June 2020	286	294	-2.7%
July 2020	242	273	-11.4%
August 2020	268	213	+25.8%
September 2020	220	170	+29.4%
October 2020	190	141	+34.8%
November 2020	144	97	+48.5%
12-Month Avg	168	180	-6.7%

Historical New Listings by Month

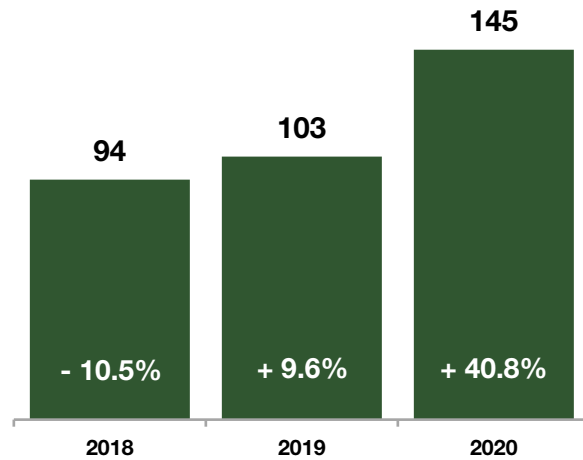


Pending Sales

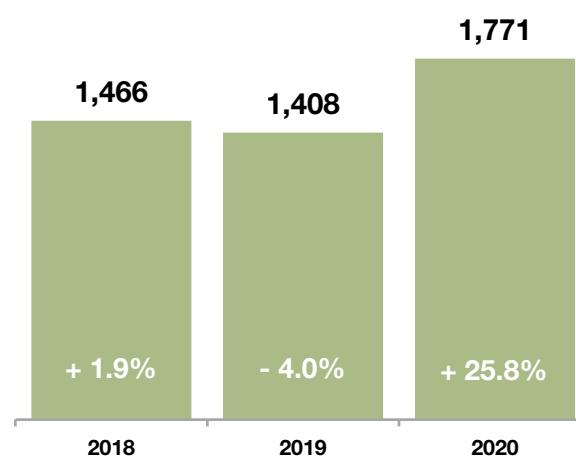
A count of the properties on which offers have been accepted in a given month.



November

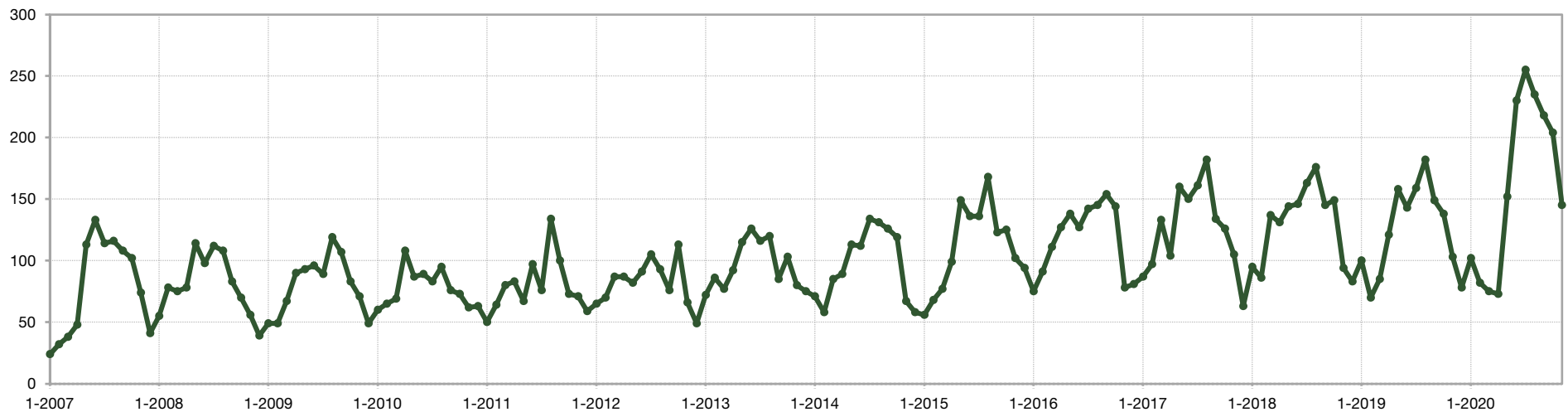


Year to Date



Pending Sales		Prior Year	Percent Change
December 2019	78	83	-6.0%
January 2020	102	100	+2.0%
February 2020	82	70	+17.1%
March 2020	75	85	-11.8%
April 2020	73	121	-39.7%
May 2020	152	158	-3.8%
June 2020	230	143	+60.8%
July 2020	255	159	+60.4%
August 2020	235	182	+29.1%
September 2020	218	149	+46.3%
October 2020	204	138	+47.8%
November 2020	145	103	+40.8%
12-Month Avg	154	124	+24.2%

Historical Pending Sales by Month

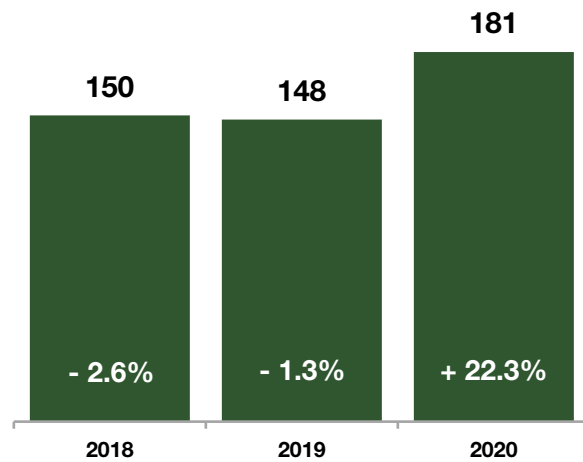


Closed Sales

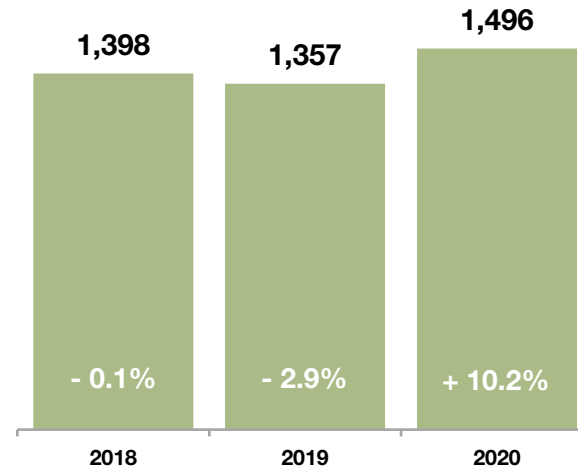
A count of the actual sales that closed in a given month.



November

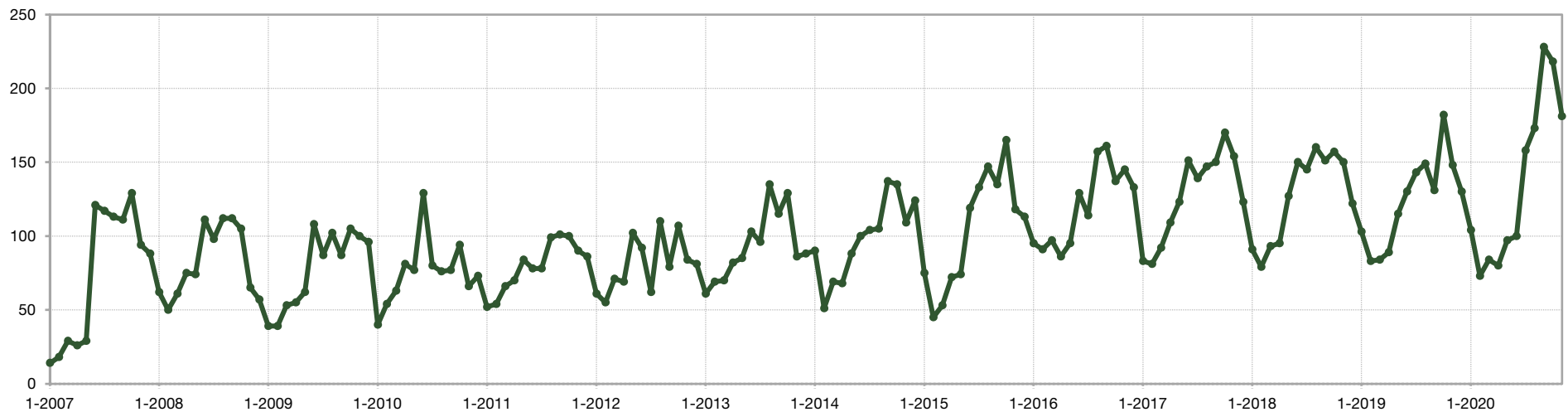


Year to Date



	Closed Sales	Prior Year	Percent Change
December 2019	130	122	+6.6%
January 2020	104	103	+1.0%
February 2020	73	83	-12.0%
March 2020	84	84	0.0%
April 2020	80	89	-10.1%
May 2020	97	115	-15.7%
June 2020	100	130	-23.1%
July 2020	158	143	+10.5%
August 2020	173	149	+16.1%
September 2020	228	131	+74.0%
October 2020	218	182	+19.8%
November 2020	181	148	+22.3%
12-Month Avg	136	123	+10.6%

Historical Closed Sales by Month

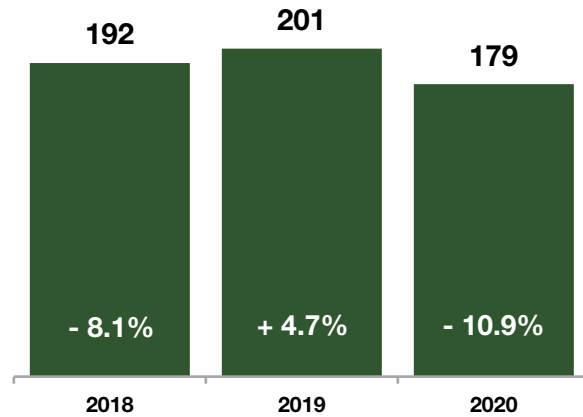


Days on Market Until Sale

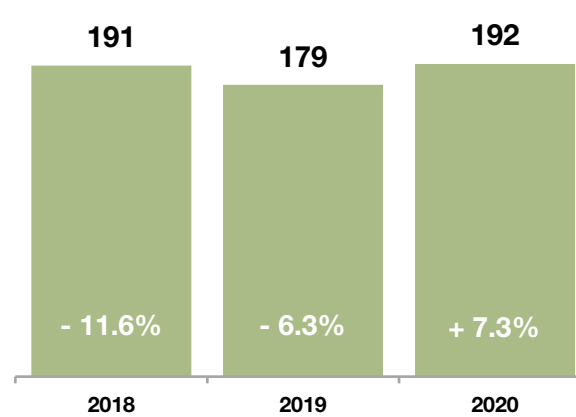
Average number of days between when a property is listed and when it is closed in a given month.



November



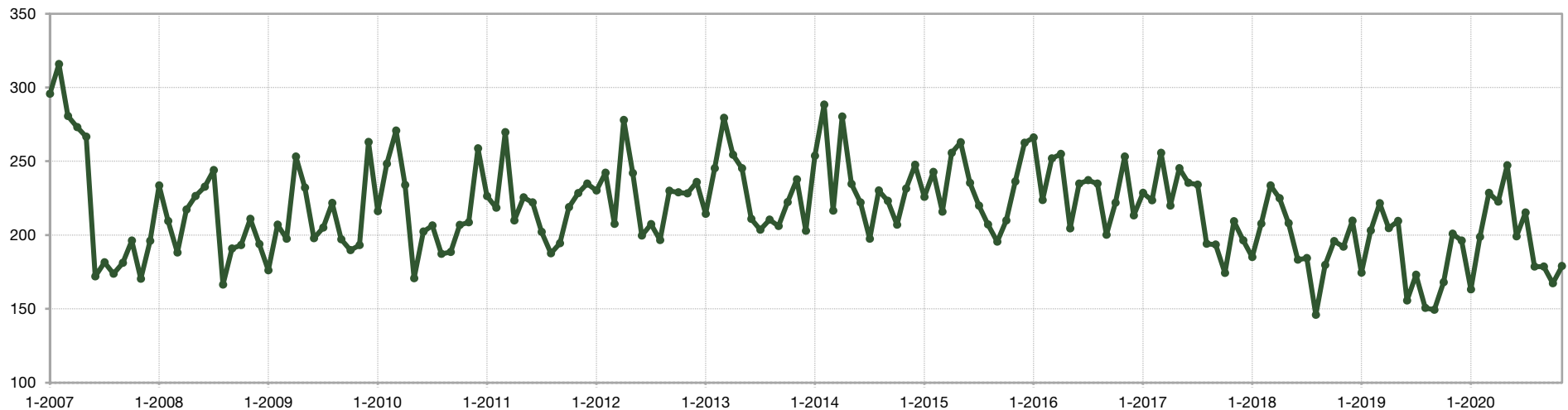
Year to Date



Days on Market	Prior Year	Percent Change
December 2019	210	-6.7%
January 2020	174	-6.3%
February 2020	203	-2.0%
March 2020	222	+3.2%
April 2020	205	+8.3%
May 2020	210	+17.6%
June 2020	155	+28.4%
July 2020	173	+24.3%
August 2020	151	+18.5%
September 2020	149	+20.1%
October 2020	168	-0.6%
November 2020	201	-10.9%
12-Month Avg*	181	+6.1%

* Average Days on Market of all properties from December 2019 through November 2020. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

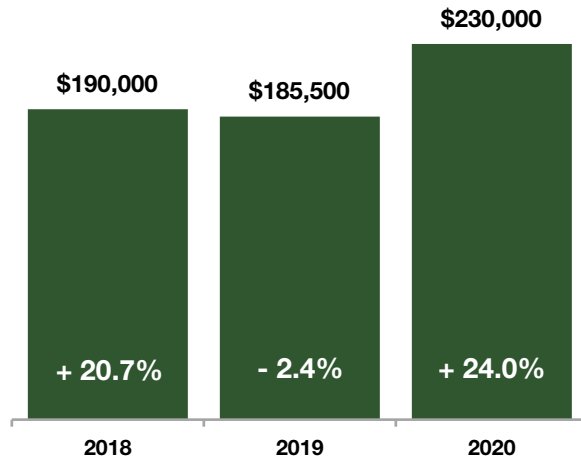


Median Sales Price

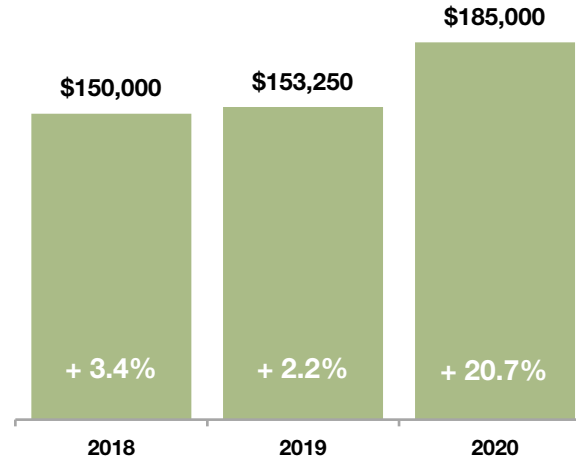
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November



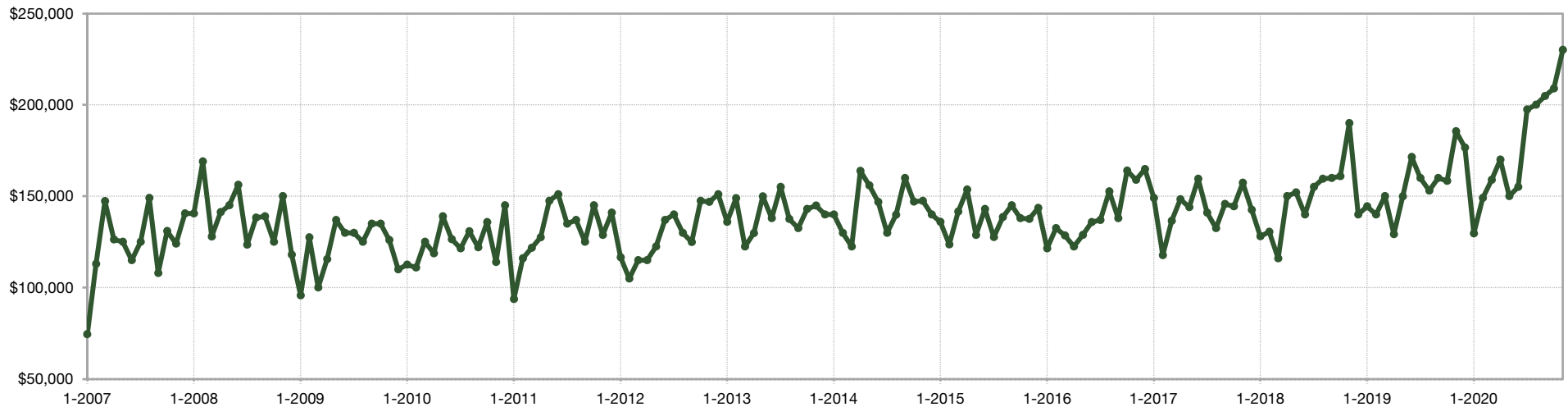
Year to Date



	Median Sales Price	Prior Year	Percent Change
December 2019	\$176,595	\$139,950	+26.2%
January 2020	\$129,575	\$144,500	-10.3%
February 2020	\$149,000	\$140,000	+6.4%
March 2020	\$159,000	\$150,050	+6.0%
April 2020	\$170,000	\$129,160	+31.6%
May 2020	\$150,000	\$149,900	+0.1%
June 2020	\$155,000	\$171,450	-9.6%
July 2020	\$197,450	\$159,950	+23.4%
August 2020	\$200,000	\$153,000	+30.7%
September 2020	\$204,750	\$159,900	+28.0%
October 2020	\$209,000	\$158,400	+31.9%
November 2020	\$230,000	\$185,500	+24.0%
12-Month Med*	\$185,000	\$152,800	+21.1%

* Median Sales Price of all properties from December 2019 through November 2020. This is not the average of the individual figures above.

Historical Median Sales Price by Month

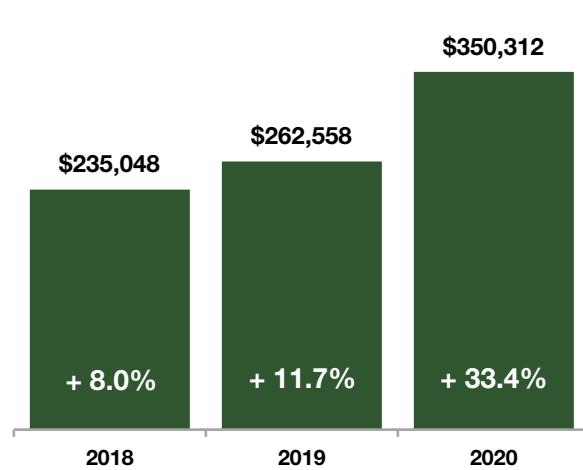


Average Sales Price

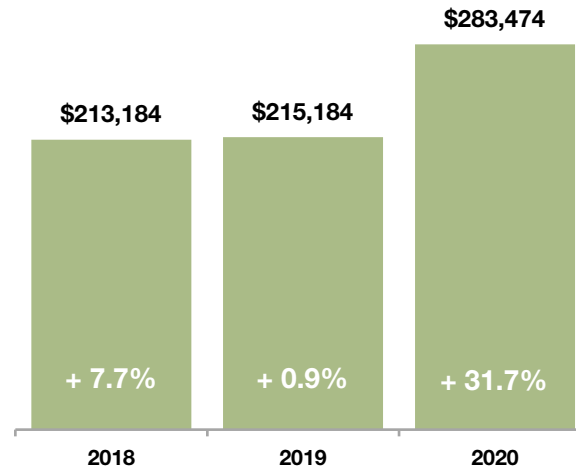
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November



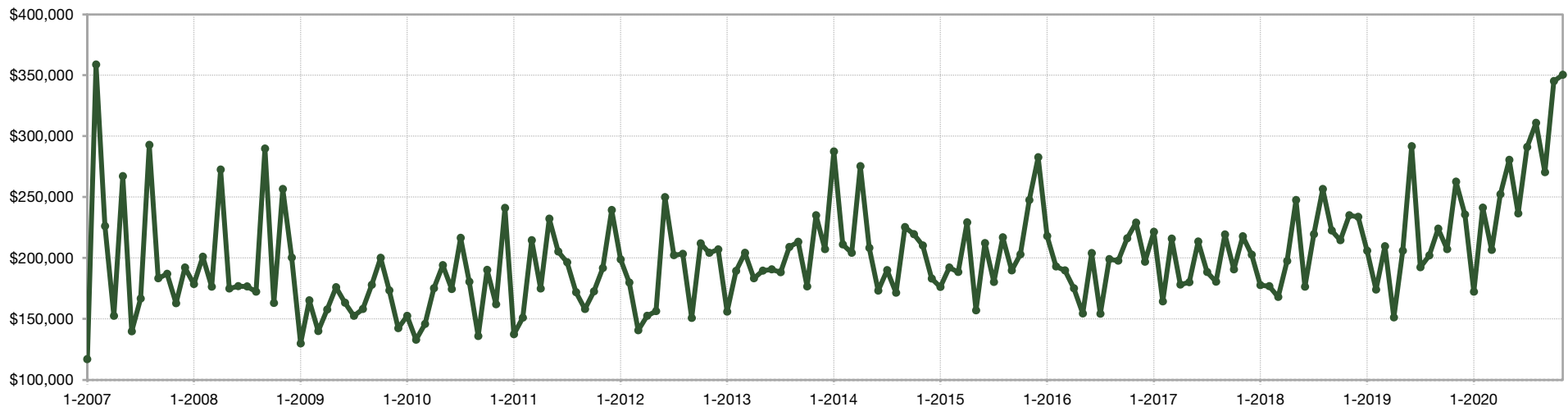
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
December 2019	\$235,600	\$233,723	+0.8%
January 2020	\$172,314	\$205,821	-16.3%
February 2020	\$241,225	\$174,068	+38.6%
March 2020	\$206,627	\$209,515	-1.4%
April 2020	\$252,294	\$151,069	+67.0%
May 2020	\$280,419	\$205,906	+36.2%
June 2020	\$236,529	\$291,638	-18.9%
July 2020	\$290,958	\$192,352	+51.3%
August 2020	\$310,838	\$202,090	+53.8%
September 2020	\$270,385	\$224,082	+20.7%
October 2020	\$344,999	\$207,250	+66.5%
November 2020	\$350,312	\$262,558	+33.4%
12-Month Avg*	\$279,689	\$216,727	+29.1%

* Avg. Sales Price of all properties from December 2019 through November 2020. This is not the average of the individual figures above.

Historical Average Sales Price by Month

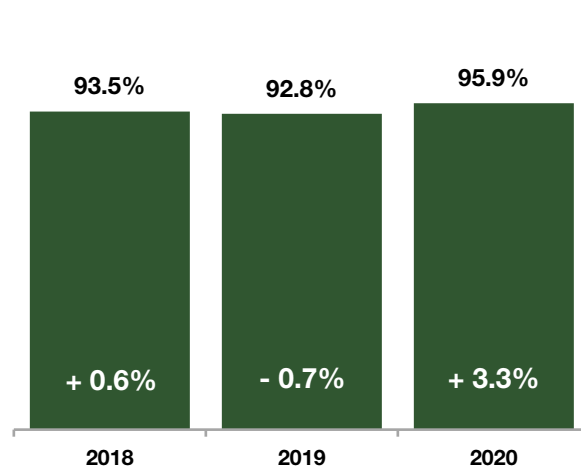


Percent of List Price Received

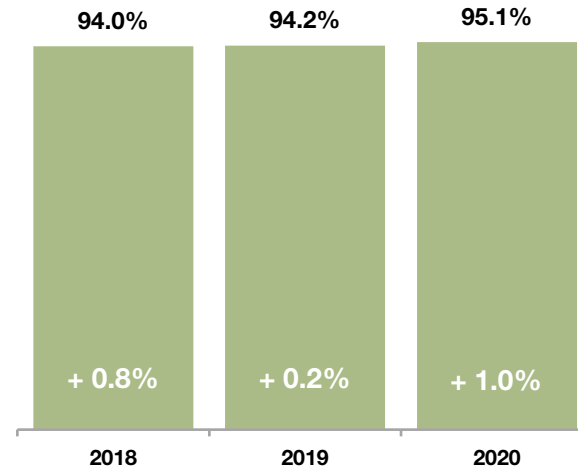
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



November



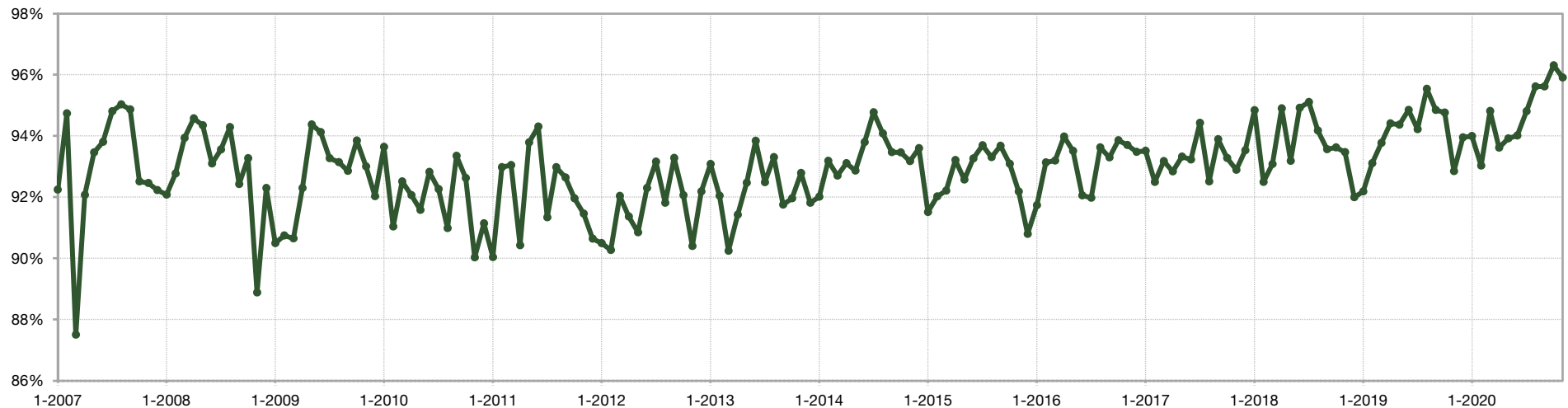
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
December 2019	93.9%	92.0%	+2.1%
January 2020	94.0%	92.2%	+2.0%
February 2020	93.0%	93.1%	-0.1%
March 2020	94.8%	93.8%	+1.1%
April 2020	93.6%	94.4%	-0.8%
May 2020	93.9%	94.4%	-0.5%
June 2020	94.0%	94.9%	-0.9%
July 2020	94.8%	94.2%	+0.6%
August 2020	95.6%	95.5%	+0.1%
September 2020	95.6%	94.9%	+0.7%
October 2020	96.3%	94.8%	+1.6%
November 2020	95.9%	92.8%	+3.3%
12-Month Avg*	95.0%	94.0%	+1.1%

* Average Pct. of List Price Received for all properties from December 2019 through November 2020. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

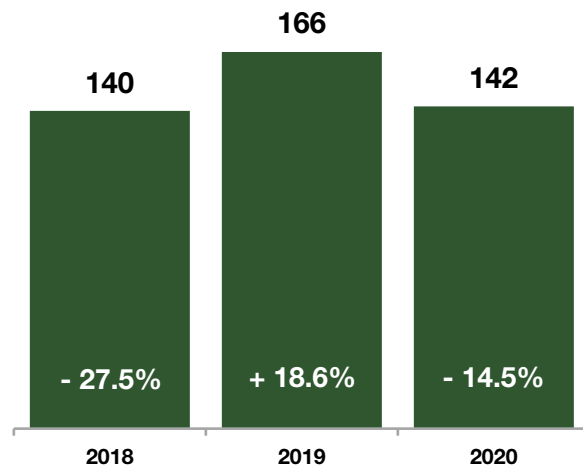


Housing Affordability Index

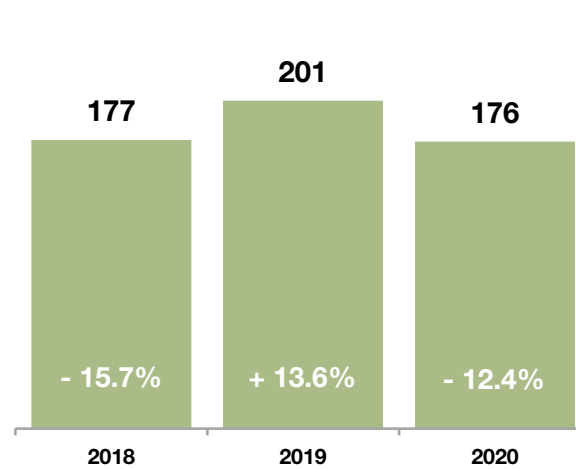
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



November

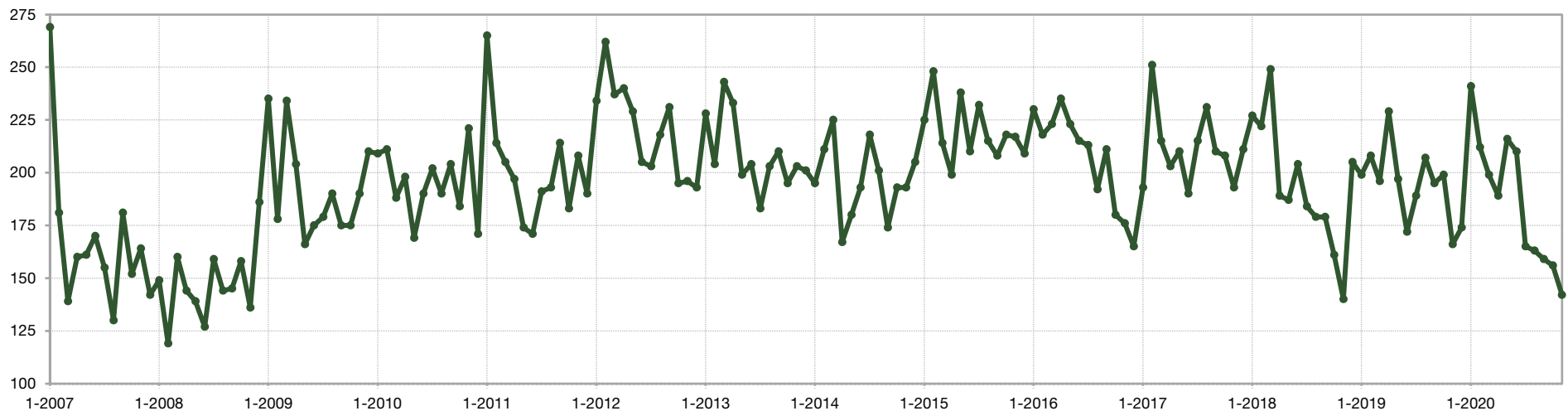


Year to Date



Affordability Index	Prior Year	Percent Change
December 2019	174	-15.1%
January 2020	241	+21.1%
February 2020	212	+1.9%
March 2020	199	+1.5%
April 2020	189	-17.5%
May 2020	216	+9.6%
June 2020	210	+22.1%
July 2020	165	-12.7%
August 2020	163	-21.3%
September 2020	159	-18.5%
October 2020	156	-21.6%
November 2020	142	-14.5%
12-Month Avg	186	-5.8%

Historical Housing Affordability Index by Month

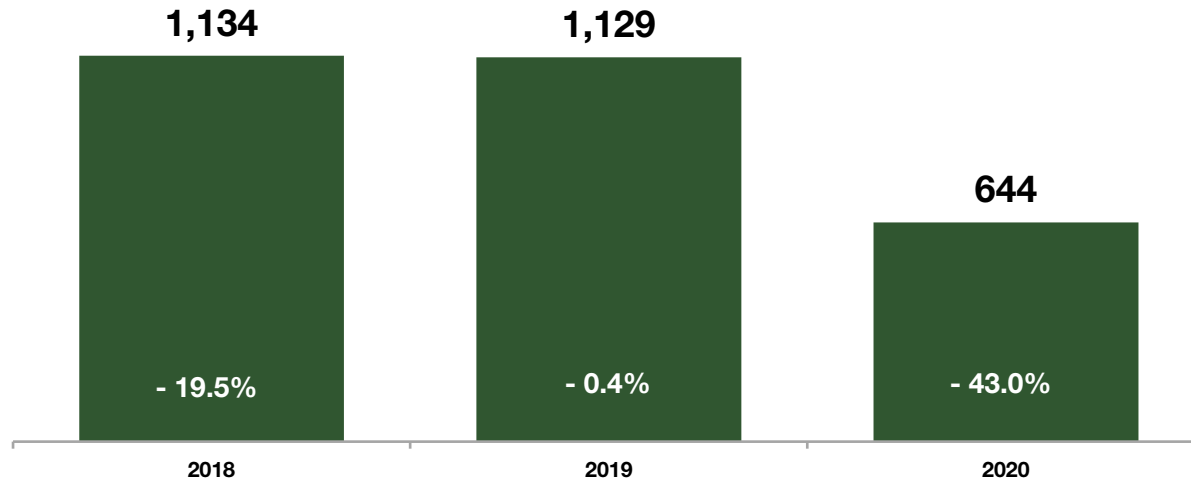


Inventory of Homes for Sale

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

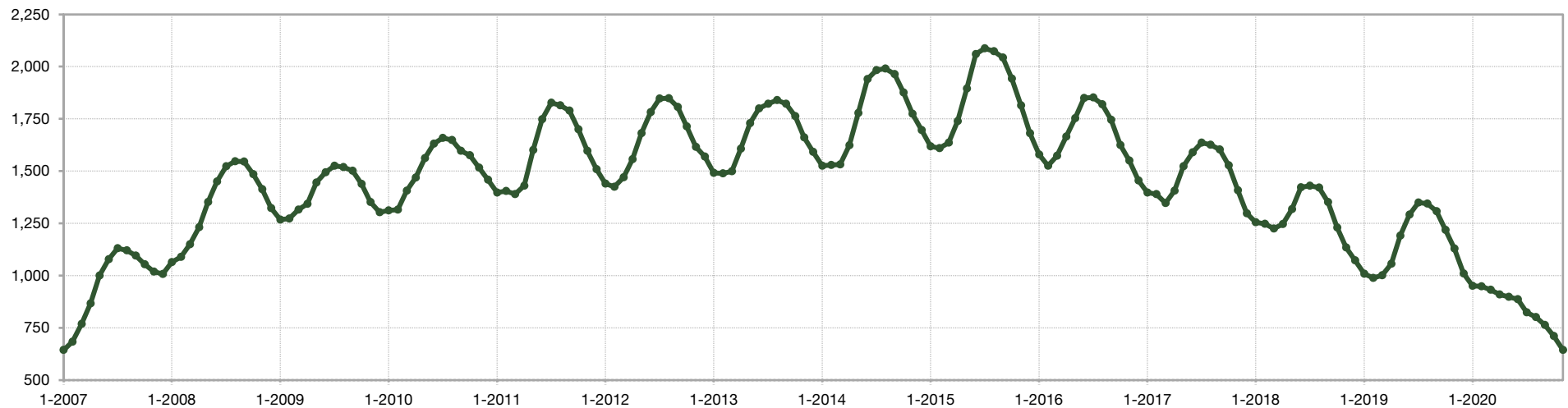


November



	Homes for Sale	Prior Year	Percent Change
December 2019	1,010	1,072	-5.8%
January 2020	950	1,008	-5.8%
February 2020	948	988	-4.0%
March 2020	932	1,001	-6.9%
April 2020	909	1,056	-13.9%
May 2020	898	1,191	-24.6%
June 2020	887	1,291	-31.3%
July 2020	824	1,349	-38.9%
August 2020	801	1,344	-40.4%
September 2020	763	1,307	-41.6%
October 2020	711	1,218	-41.6%
November 2020	644	1,129	-43.0%
12-Month Avg	856	1,163	-26.4%

Historical Inventory of Homes for Sale by Month

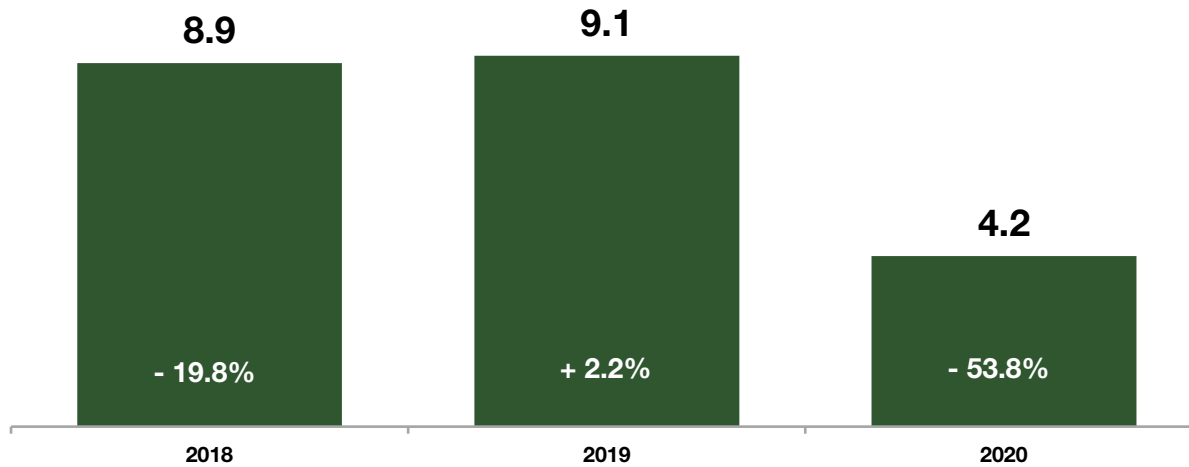


Months Supply of Inventory

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.

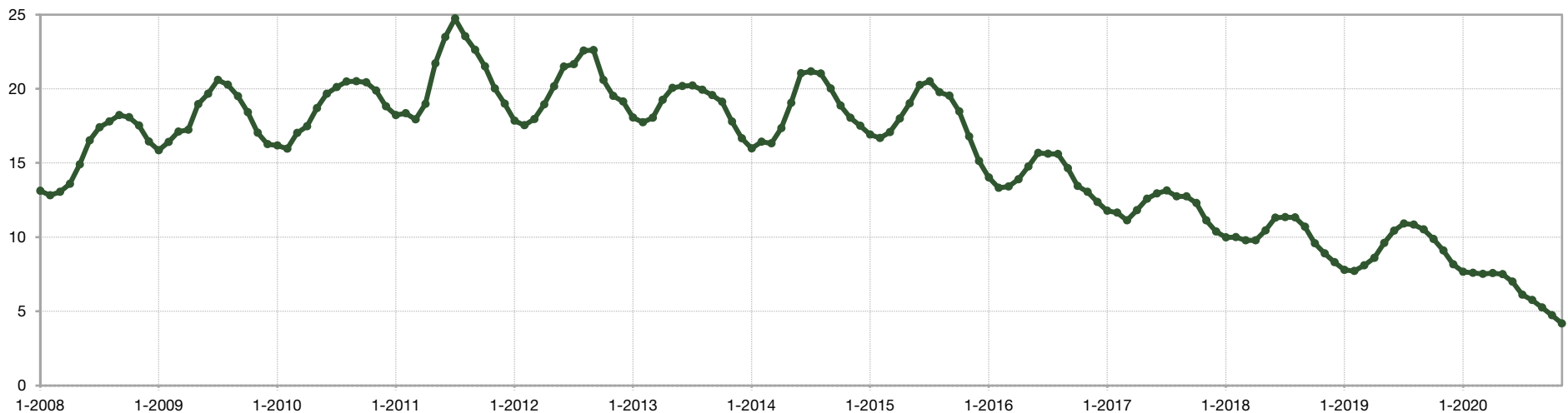


November



	Months Supply	Prior Year	Percent Change
December 2019	8.2	8.3	-1.2%
January 2020	7.7	7.8	-1.3%
February 2020	7.6	7.7	-1.3%
March 2020	7.5	8.1	-7.4%
April 2020	7.6	8.6	-11.6%
May 2020	7.5	9.6	-21.9%
June 2020	7.0	10.4	-32.7%
July 2020	6.1	10.9	-44.0%
August 2020	5.7	10.8	-47.2%
September 2020	5.3	10.5	-49.5%
October 2020	4.7	9.9	-52.5%
November 2020	4.2	9.1	-53.8%
12-Month Avg	6.6	9.3	-29.0%

Historical Months Supply of Inventory by Month



Activity by County

Key metrics by report month for counties in the ACVMLS service area.



	New Listings			Closed Sales			Median Sales Price			Homes for Sale			Months Supply		
	11-2019	11-2020	+ / -	11-2019	11-2020	+ / -	11-2019	11-2020	+ / -	11-2019	11-2020	+ / -	11-2019	11-2020	+ / -
Clinton	45	58	+28.9%	60	50	-16.7%	\$151,700	\$167,000	+10.1%	255	169	-33.7%	4.8	3.0	-36.4%
Essex	20	52	+160.0%	32	64	+100.0%	\$282,500	\$374,500	+32.6%	377	227	-39.8%	13.0	5.3	-59.1%
Franklin	16	23	+43.8%	31	42	+35.5%	\$120,000	\$182,500	+52.1%	283	172	-39.2%	10.4	4.7	-55.1%
Fulton	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Hamilton	4	3	-25.0%	6	13	+116.7%	\$330,000	\$249,000	-24.5%	85	35	-58.8%	15.0	4.2	-72.3%
Herkimer	4	6	+50.0%	12	5	-58.3%	\$287,500	\$400,000	+39.1%	64	13	-79.7%	10.8	2.1	-80.8%
Lewis	0	0	--	1	0	-100.0%	\$320,000	\$0	-100.0%	6	2	-66.7%	6.0	1.3	-77.8%
Oneida	3	1	-66.7%	4	2	-50.0%	\$161,250	\$209,000	+29.6%	17	8	-52.9%	8.5	4.0	-52.9%
Saratoga	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
St Lawrence	3	1	-66.7%	2	5	+150.0%	\$169,250	\$355,000	+109.7%	31	17	-45.2%	10.7	6.3	-40.9%
Warren	0	0	--	0	0	--	\$0	\$0	--	7	1	-85.7%	7.0	1.0	-85.7%
Washington	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Other	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--