

# Quarterly Indicators



## Q4-2023

The fourth quarter was a challenging period for the U.S. housing market. The supply of homes for sale remained scarce, the average 30-year fixed-rate mortgage hit a 23-year high of 7.79% in October, according to Freddie Mac, and home prices marched upward in many markets, causing existing-home sales to slump nationwide. Affordability challenges continue to weigh down buyer and seller activity, creating a standstill of sorts: fewer people can afford to buy, and fewer people can afford to sell, further constraining a tight supply of homes for sale and putting upward pressure on sale prices.

Pending Sales in New York State were up 1.7 percent to 24,123. Closed Sales decreased 11.9 percent to 27,648. Inventory shrunk 17.8 percent to 24,469 units.

Prices gazed upward as the Median Sales Price was up 5.6 percent to \$375,000. Days on Market held steady at 49. Months Supply of Inventory was down 6.9 percent to 2.7 months.

But there have been signs of recovery as well. Inflation is cooling, and mortgage rates have plunged in recent weeks, falling to their lowest level since June, giving home shoppers some much-needed relief this quarter. Demand for homes is strong, and buyers are responding favorably to lower rates, with U.S. existing-home sales recently increasing for the first time in five months, according to the National Association of REALTORS®. Economists expect mortgage rates will continue to drop into 2024, which should bring more buyers and sellers back to the market and help supply and sales activity increase in the new year.

## Activity Snapshot

**- 11.9%**      **+ 5.6%**      **- 17.8%**

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

Residential activity in New York State composed of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

|                                |    |
|--------------------------------|----|
| Activity Overview              | 2  |
| New Listings                   | 3  |
| Pending Sales                  | 4  |
| Closed Sales                   | 5  |
| Days on Market                 | 6  |
| Median Sales Price             | 7  |
| Average Sales Price            | 8  |
| Percent of List Price Received | 9  |
| Housing Affordability Index    | 10 |
| Inventory of Homes for Sale    | 11 |
| Months Supply of Inventory     | 12 |
| Activity by County             | 13 |



# Activity Overview

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

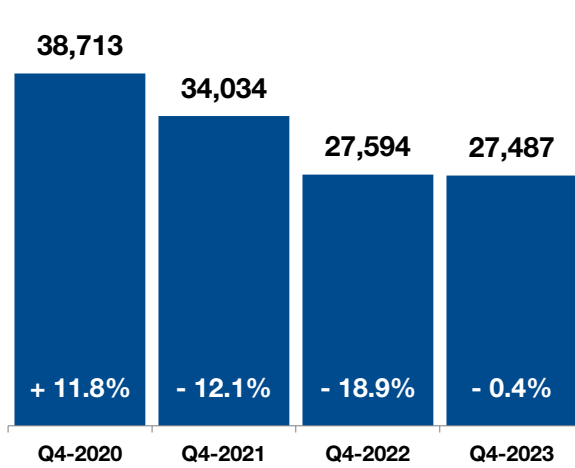


| Key Metrics                        | Historical Sparkbars | Q4-2022   | Q4-2023          | Percent Change | YTD 2022  | YTD 2023         | Percent Change |
|------------------------------------|----------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| <b>New Listings</b>                |                      | 27,594    | <b>27,487</b>    | - 0.4%         | 165,684   | <b>140,899</b>   | - 15.0%        |
| <b>Pending Sales</b>               |                      | 23,716    | <b>24,123</b>    | + 1.7%         | 124,497   | <b>110,058</b>   | - 11.6%        |
| <b>Closed Sales</b>                |                      | 31,399    | <b>27,648</b>    | - 11.9%        | 133,904   | <b>106,875</b>   | - 20.2%        |
| <b>Days on Market</b>              |                      | 49        | <b>49</b>        | 0.0%           | 50        | <b>53</b>        | + 6.0%         |
| <b>Median Sales Price</b>          |                      | \$355,000 | <b>\$375,000</b> | + 5.6%         | \$382,000 | <b>\$382,500</b> | + 0.1%         |
| <b>Average Sales Price</b>         |                      | \$471,240 | <b>\$501,942</b> | + 6.5%         | \$509,618 | <b>\$507,859</b> | - 0.3%         |
| <b>Pct. of List Price Received</b> |                      | 100.1%    | <b>101.3%</b>    | + 1.2%         | 101.6%    | <b>101.4%</b>    | - 0.2%         |
| <b>Housing Affordability Index</b> |                      | 102       | <b>92</b>        | - 9.8%         | 95        | <b>90</b>        | - 5.3%         |
| <b>Inventory of Homes for Sale</b> |                      | 29,768    | <b>24,469</b>    | - 17.8%        | --        | --               | --             |
| <b>Months Supply of Inventory</b>  |                      | 2.9       | <b>2.7</b>       | - 6.9%         | --        | --               | --             |

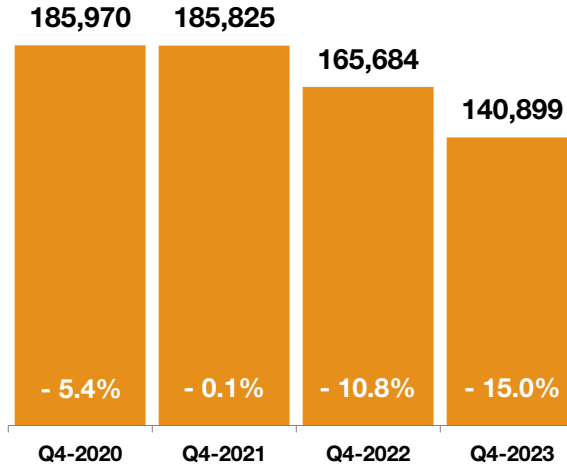
# New Listings

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

## Fourth Quarter

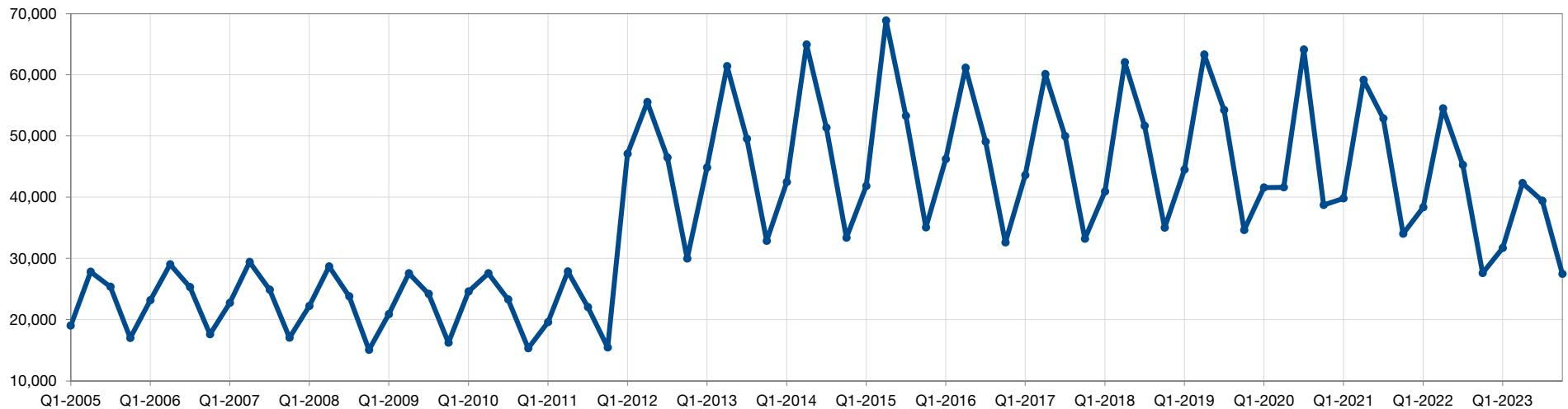


## Year to Date



|                | New Listings  | Percent Change |
|----------------|---------------|----------------|
| Q1-2021        | 39,808        | -4.2%          |
| Q2-2021        | 59,145        | +42.2%         |
| Q3-2021        | 52,838        | -17.6%         |
| Q4-2021        | 34,034        | -12.1%         |
| Q1-2022        | 38,339        | -3.7%          |
| Q2-2022        | 54,473        | -7.9%          |
| Q3-2022        | 45,278        | -14.3%         |
| Q4-2022        | 27,594        | -18.9%         |
| Q1-2023        | 31,698        | -17.3%         |
| Q2-2023        | 42,287        | -22.4%         |
| Q3-2023        | 39,427        | -12.9%         |
| <b>Q4-2023</b> | <b>27,487</b> | <b>-0.4%</b>   |

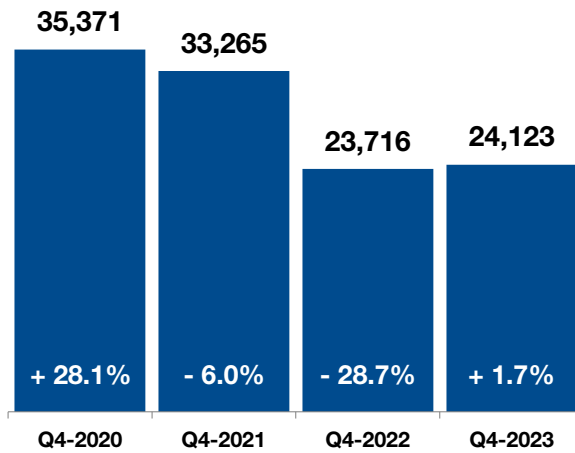
## Historical New Listings by Quarter



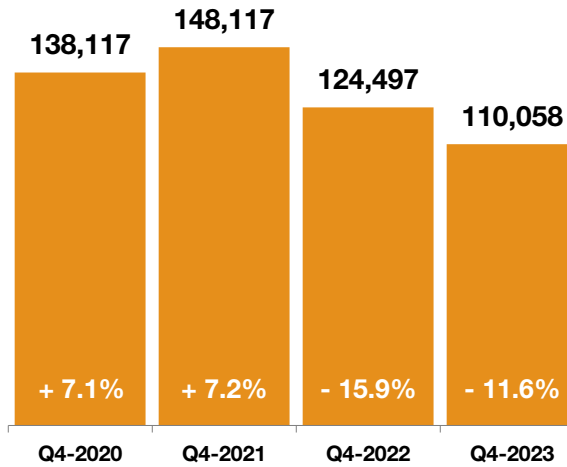
# Pending Sales

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

## Fourth Quarter

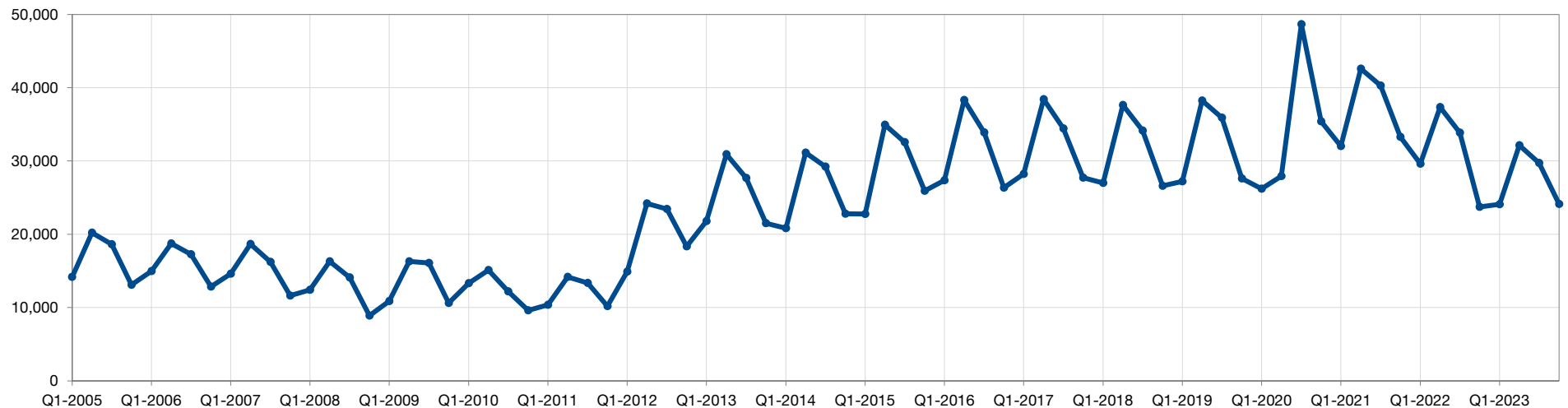


## Year to Date



|                | Pending Sales | Percent Change |
|----------------|---------------|----------------|
| Q1-2021        | 32,017        | +22.3%         |
| Q2-2021        | 42,578        | +52.6%         |
| Q3-2021        | 40,257        | -17.3%         |
| Q4-2021        | 33,265        | -6.0%          |
| Q1-2022        | 29,601        | -7.5%          |
| Q2-2022        | 37,335        | -12.3%         |
| Q3-2022        | 33,845        | -15.9%         |
| Q4-2022        | 23,716        | -28.7%         |
| Q1-2023        | 24,090        | -18.6%         |
| Q2-2023        | 32,130        | -13.9%         |
| Q3-2023        | 29,715        | -12.2%         |
| <b>Q4-2023</b> | <b>24,123</b> | <b>+1.7%</b>   |

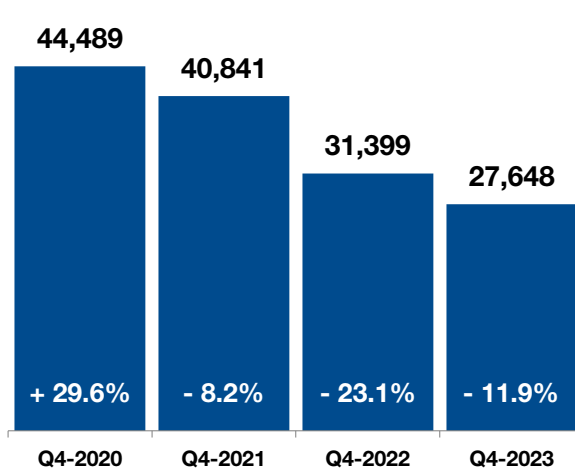
## Historical Pending Sales by Quarter



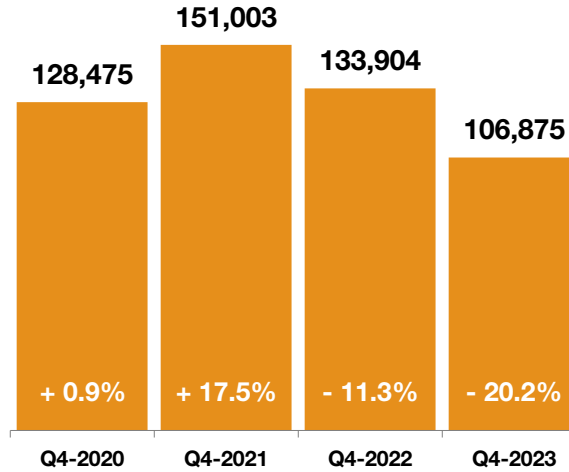
# Closed Sales

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

## Fourth Quarter



## Year to Date



|                | Closed Sales  | Percent Change |
|----------------|---------------|----------------|
| Q1-2021        | 32,493        | +31.1%         |
| Q2-2021        | 35,010        | +54.2%         |
| Q3-2021        | 42,659        | +16.9%         |
| Q4-2021        | 40,841        | -8.2%          |
| Q1-2022        | 30,530        | -6.0%          |
| Q2-2022        | 33,215        | -5.1%          |
| Q3-2022        | 38,760        | -9.1%          |
| Q4-2022        | 31,399        | -23.1%         |
| Q1-2023        | 21,439        | -29.8%         |
| Q2-2023        | 26,516        | -20.2%         |
| Q3-2023        | 31,272        | -19.3%         |
| <b>Q4-2023</b> | <b>27,648</b> | <b>-11.9%</b>  |

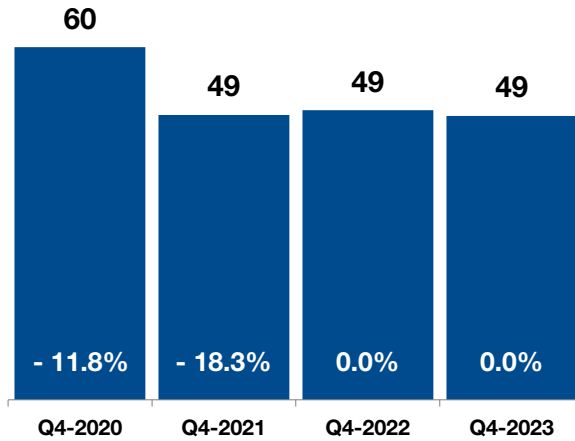
## Historical Closed Sales by Quarter



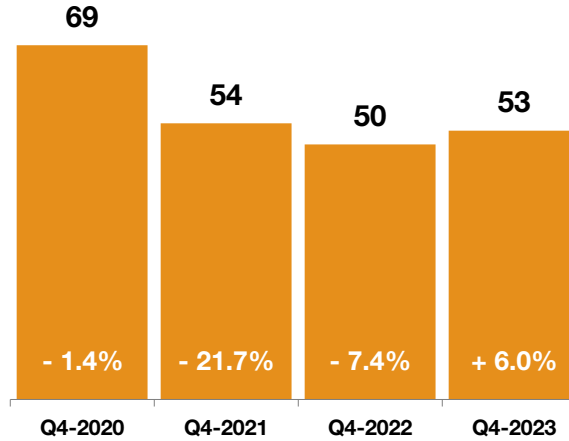
# Days on Market

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

## Fourth Quarter

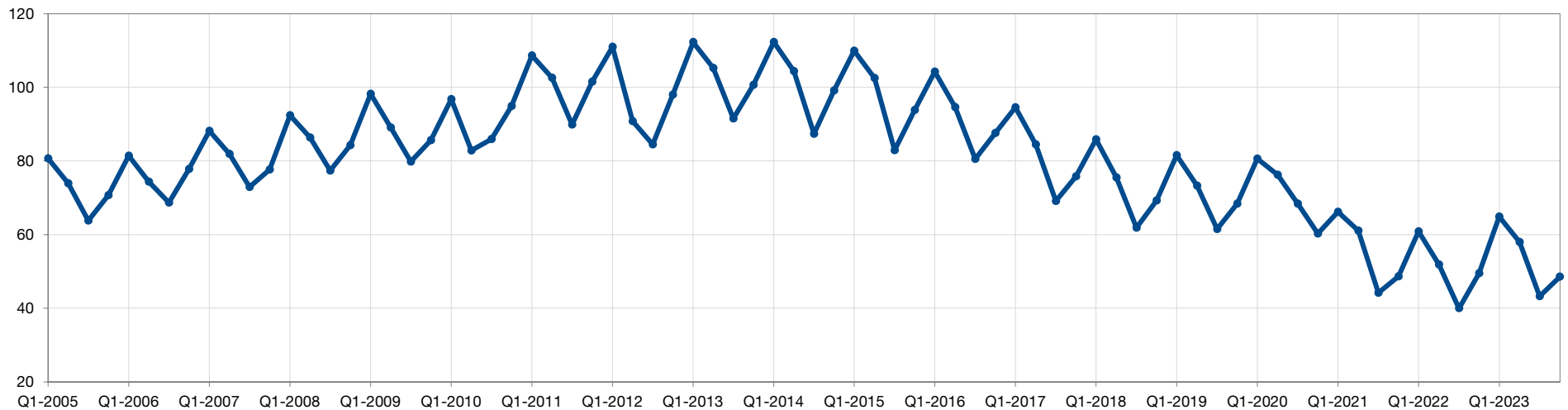


## Year to Date



|                | Days on Market | Percent Change |
|----------------|----------------|----------------|
| Q1-2021        | 66             | -18.5%         |
| Q2-2021        | 61             | -19.7%         |
| Q3-2021        | 44             | -35.3%         |
| Q4-2021        | 49             | -18.3%         |
| Q1-2022        | 61             | -7.6%          |
| Q2-2022        | 52             | -14.8%         |
| Q3-2022        | 40             | -9.1%          |
| Q4-2022        | 49             | 0.0%           |
| Q1-2023        | 65             | +6.6%          |
| Q2-2023        | 58             | +11.5%         |
| Q3-2023        | 43             | +7.5%          |
| <b>Q4-2023</b> | <b>49</b>      | <b>0.0%</b>    |

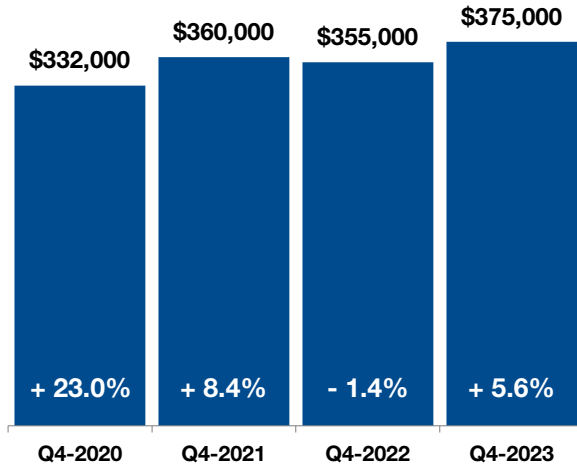
## Historical Days on Market by Quarter



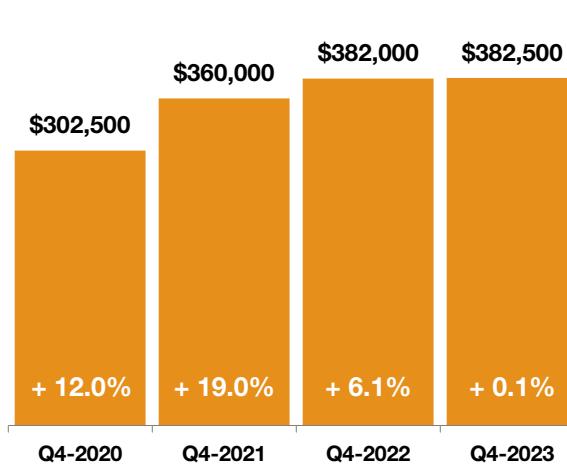
# Median Sales Price

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

## Fourth Quarter

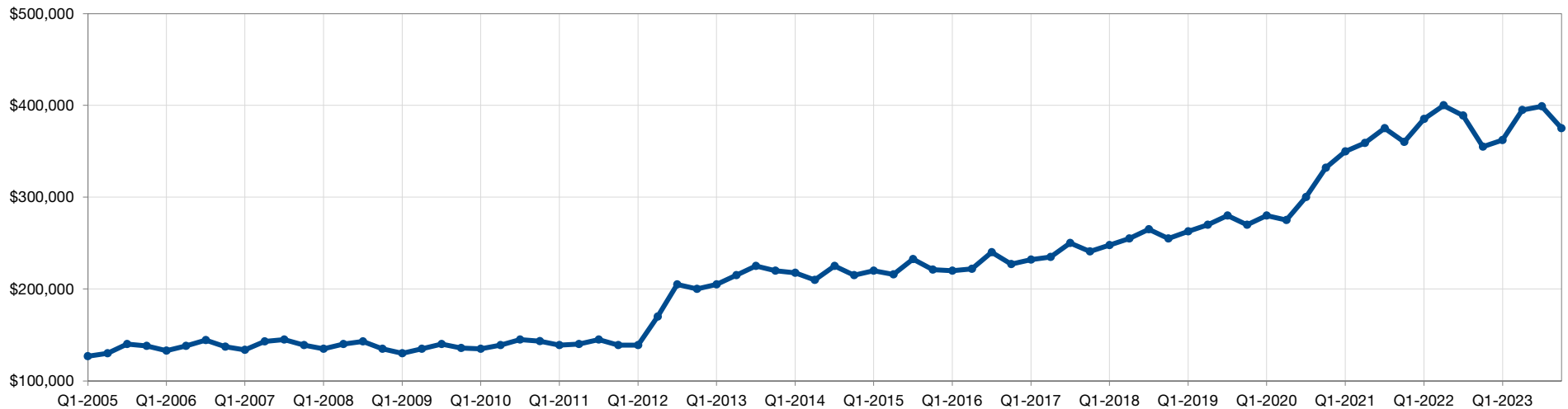


## Year to Date



|                | Median Sales Price | Percent Change |
|----------------|--------------------|----------------|
| Q1-2021        | \$349,900          | +25.0%         |
| Q2-2021        | \$359,000          | +30.5%         |
| Q3-2021        | \$375,000          | +25.0%         |
| Q4-2021        | \$360,000          | +8.4%          |
| Q1-2022        | \$385,000          | +10.0%         |
| Q2-2022        | \$400,000          | +11.4%         |
| Q3-2022        | \$389,000          | +3.7%          |
| Q4-2022        | \$355,000          | -1.4%          |
| Q1-2023        | \$362,000          | -6.0%          |
| Q2-2023        | \$395,000          | -1.3%          |
| Q3-2023        | \$399,000          | +2.6%          |
| <b>Q4-2023</b> | <b>\$375,000</b>   | <b>+5.6%</b>   |

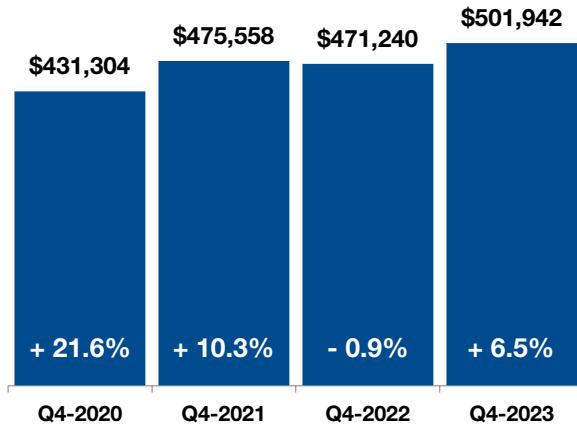
## Historical Median Sales Price by Quarter



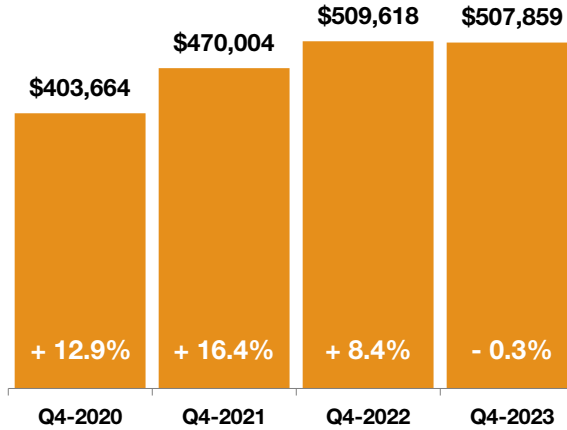
# Average Sales Price

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

## Fourth Quarter

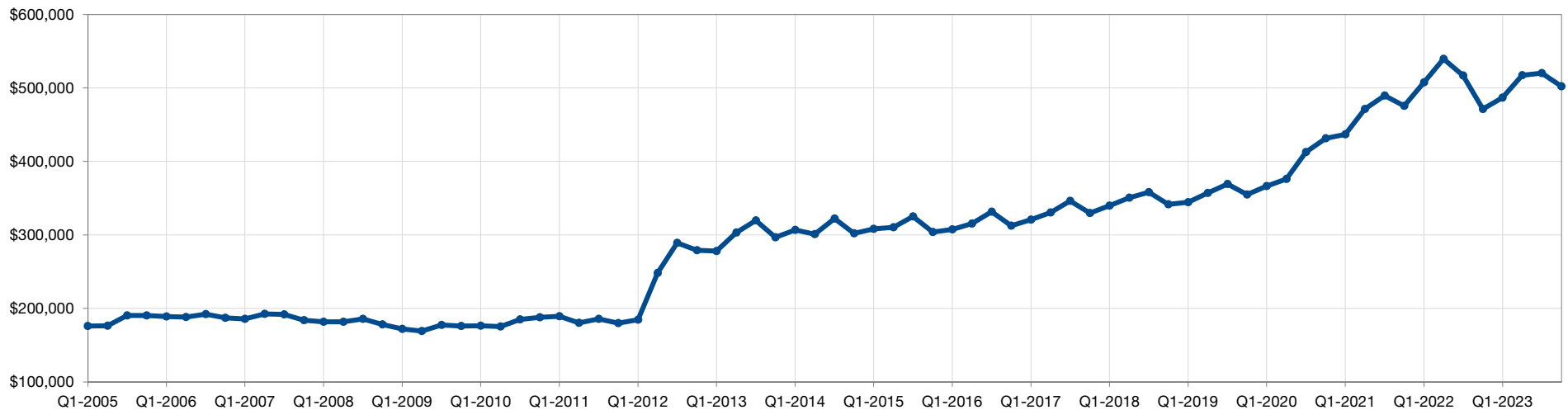


## Year to Date



|                | Avg. Sales Price | Percent Change |
|----------------|------------------|----------------|
| Q1-2021        | \$436,508        | +19.2%         |
| Q2-2021        | \$470,973        | +25.3%         |
| Q3-2021        | \$489,401        | +18.6%         |
| Q4-2021        | \$475,558        | +10.3%         |
| Q1-2022        | \$507,418        | +16.2%         |
| Q2-2022        | \$539,466        | +14.5%         |
| Q3-2022        | \$516,861        | +5.6%          |
| Q4-2022        | \$471,240        | -0.9%          |
| Q1-2023        | \$486,579        | -4.1%          |
| Q2-2023        | \$517,090        | -4.1%          |
| Q3-2023        | \$519,862        | +0.6%          |
| <b>Q4-2023</b> | <b>\$501,942</b> | <b>+6.5%</b>   |

## Historical Average Sales Price by Quarter

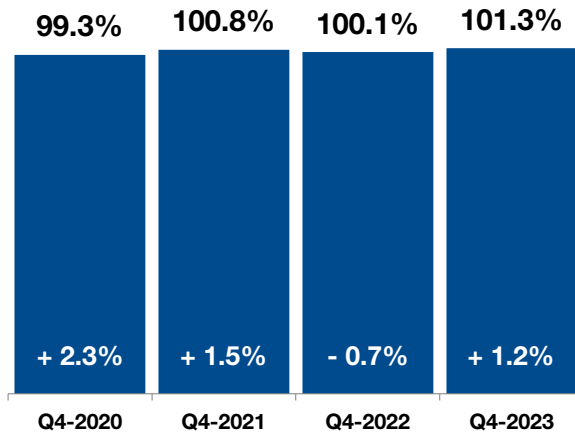




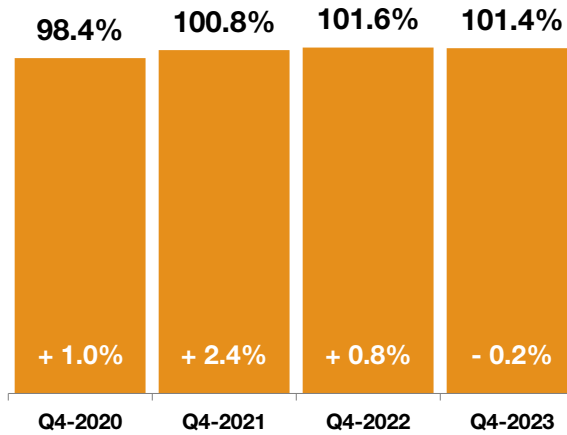
# Percent of List Price Received

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 quarter, not accounting for seller concessions.

## Fourth Quarter

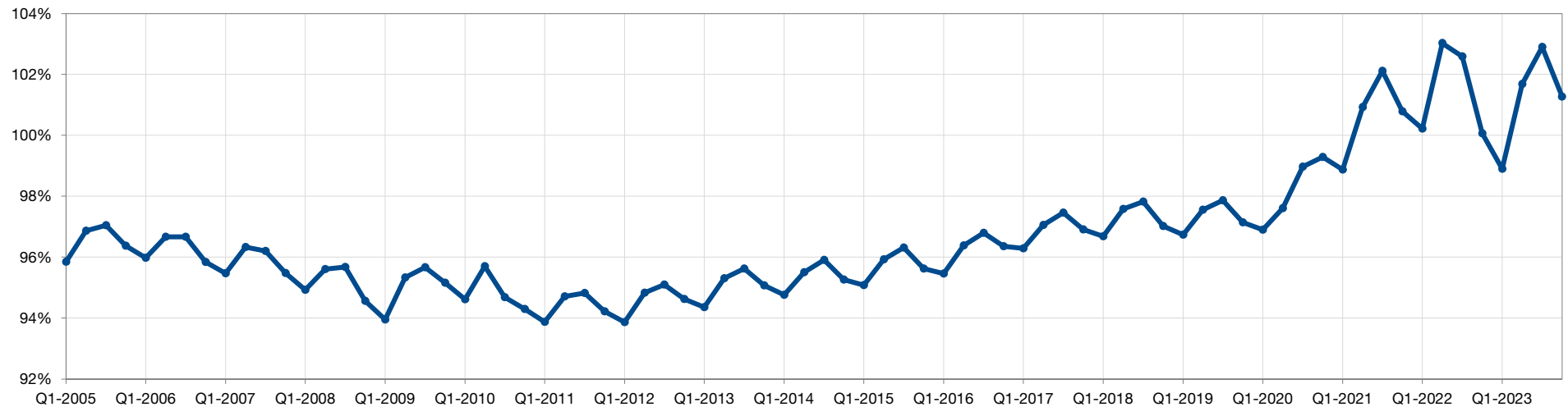


## Year to Date



|                | Pct. of List Price Received | Percent Change |
|----------------|-----------------------------|----------------|
| Q1-2021        | 98.9%                       | +2.1%          |
| Q2-2021        | 100.9%                      | +3.4%          |
| Q3-2021        | 102.1%                      | +3.1%          |
| Q4-2021        | 100.8%                      | +1.5%          |
| Q1-2022        | 100.2%                      | +1.3%          |
| Q2-2022        | 103.0%                      | +2.1%          |
| Q3-2022        | 102.6%                      | +0.5%          |
| Q4-2022        | 100.1%                      | -0.7%          |
| Q1-2023        | 98.9%                       | -1.3%          |
| Q2-2023        | 101.7%                      | -1.3%          |
| Q3-2023        | 102.9%                      | +0.3%          |
| <b>Q4-2023</b> | <b>101.3%</b>               | <b>+1.2%</b>   |

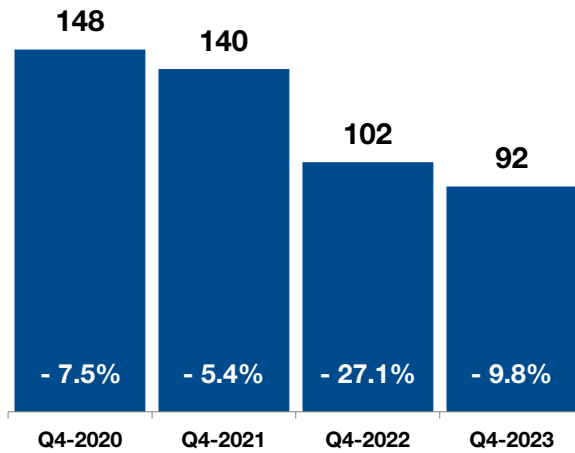
## Historical Percent of List Price Received by Quarter



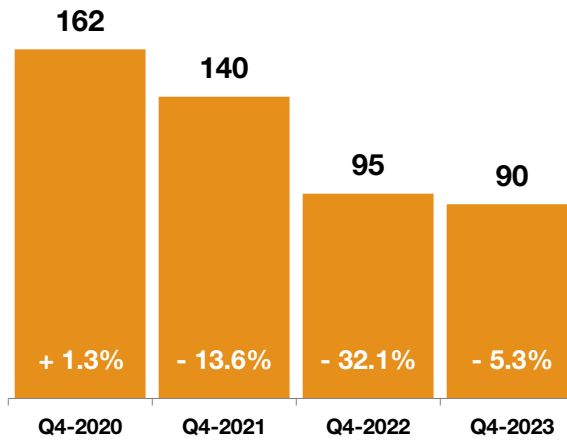
# Housing Affordability Index

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.

## Fourth Quarter

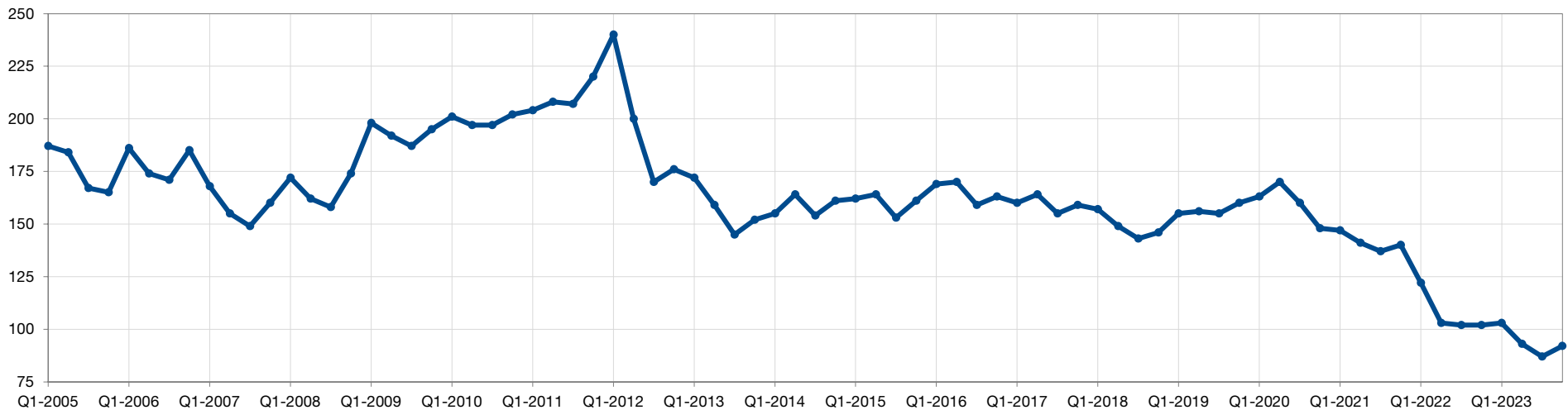


## Year to Date



|                | Affordability Index | Percent Change |
|----------------|---------------------|----------------|
| Q1-2021        | 147                 | -9.8%          |
| Q2-2021        | 141                 | -17.1%         |
| Q3-2021        | 137                 | -14.4%         |
| Q4-2021        | 140                 | -5.4%          |
| Q1-2022        | 122                 | -17.0%         |
| Q2-2022        | 103                 | -27.0%         |
| Q3-2022        | 102                 | -25.5%         |
| Q4-2022        | 102                 | -27.1%         |
| Q1-2023        | 103                 | -15.6%         |
| Q2-2023        | 93                  | -9.7%          |
| Q3-2023        | 87                  | -14.7%         |
| <b>Q4-2023</b> | <b>92</b>           | <b>-9.8%</b>   |

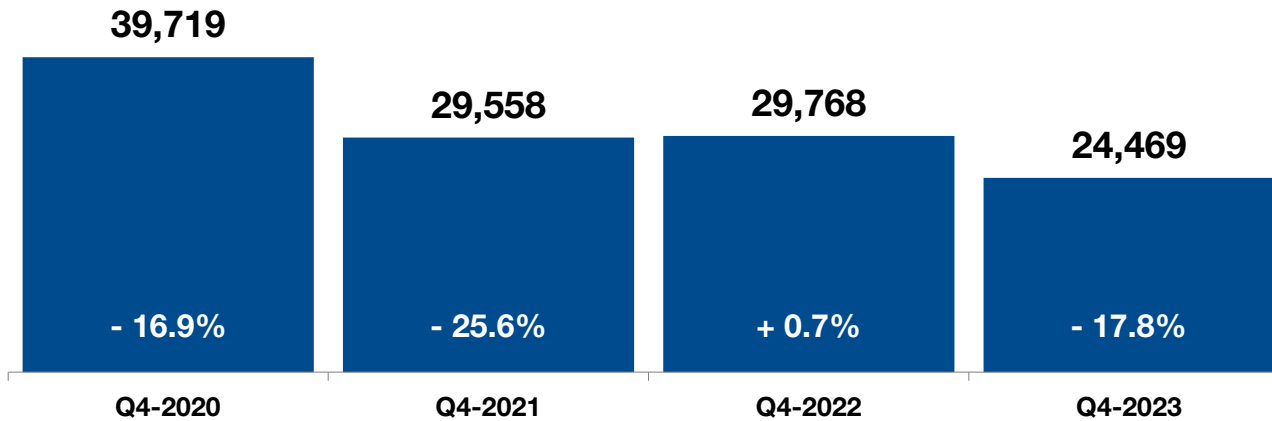
## Historical Housing Affordability Index by Quarter



# Inventory of Homes for Sale

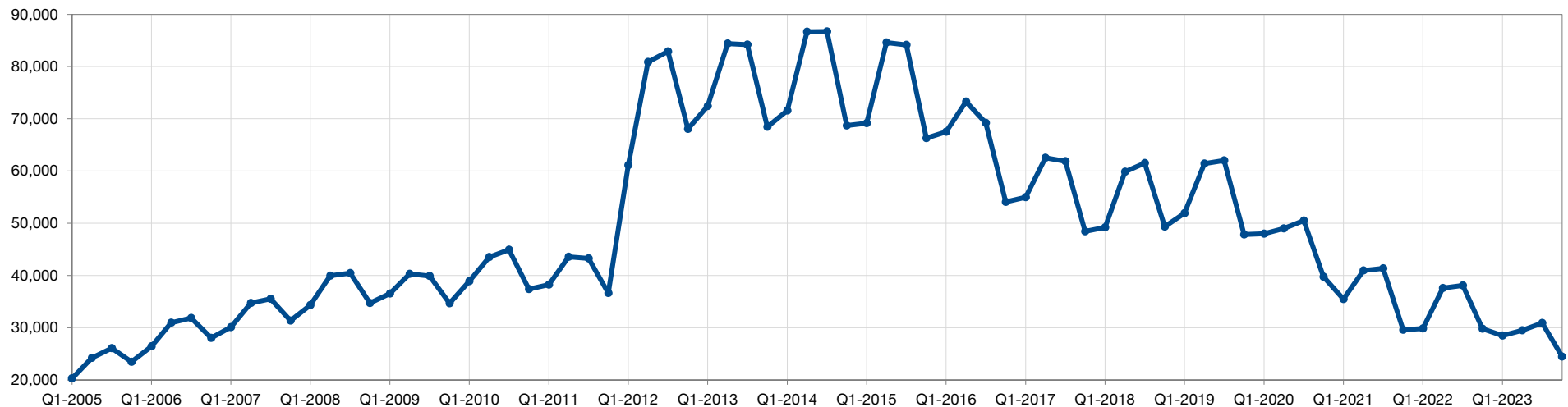
The number of properties available for sale in active status at the end of a given quarter.

## Fourth Quarter



|                | Homes for Sale | Percent Change |
|----------------|----------------|----------------|
| Q1-2021        | 35,447         | -26.1%         |
| Q2-2021        | 40,918         | -16.4%         |
| Q3-2021        | 41,327         | -18.1%         |
| Q4-2021        | 29,558         | -25.6%         |
| Q1-2022        | 29,849         | -15.8%         |
| Q2-2022        | 37,581         | -8.2%          |
| Q3-2022        | 38,072         | -7.9%          |
| Q4-2022        | 29,768         | +0.7%          |
| Q1-2023        | 28,448         | -4.7%          |
| Q2-2023        | 29,479         | -21.6%         |
| Q3-2023        | 30,868         | -18.9%         |
| <b>Q4-2023</b> | <b>24,469</b>  | <b>-17.8%</b>  |

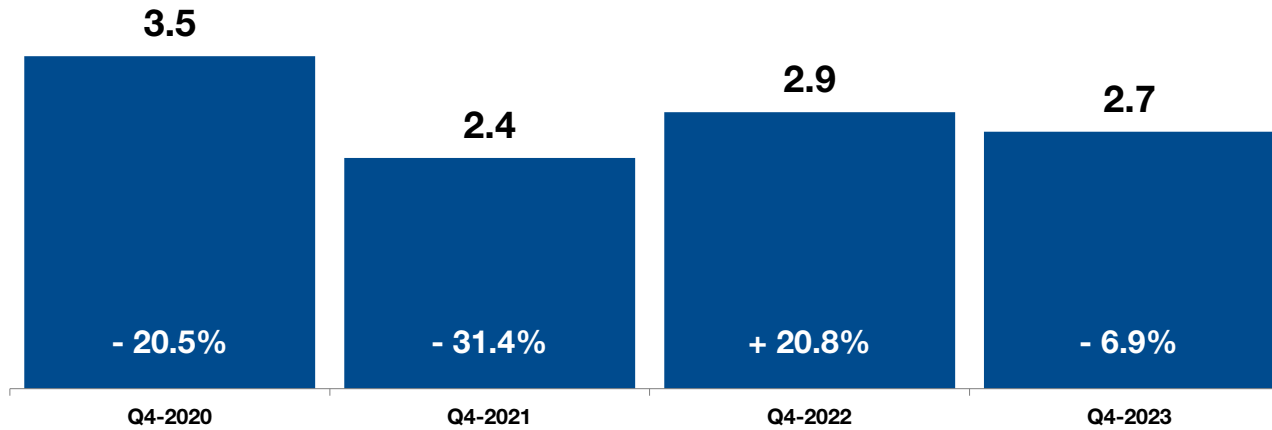
## Historical Inventory of Homes for Sale by Quarter



# 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 12 months.

## Fourth Quarter



|                | Months Supply | Percent Change |
|----------------|---------------|----------------|
| Q1-2021        | 3.0           | -33.3%         |
| Q2-2021        | 3.1           | -38.0%         |
| Q3-2021        | 3.3           | -28.3%         |
| Q4-2021        | 2.4           | -31.4%         |
| Q1-2022        | 2.5           | -16.7%         |
| Q2-2022        | 3.2           | +3.2%          |
| Q3-2022        | 3.4           | +3.0%          |
| Q4-2022        | 2.9           | +20.8%         |
| Q1-2023        | 2.9           | +16.0%         |
| Q2-2023        | 3.1           | -3.1%          |
| Q3-2023        | 3.4           | 0.0%           |
| <b>Q4-2023</b> | <b>2.7</b>    | <b>-6.9%</b>   |

## Historical Months Supply of Inventory by Quarter



# Activity by County

Key metrics by report quarter for the counties in the state of New York.



|                    | New Listings |         |               | Closed Sales |         |               | Median Sales Price |           |               | Homes for Sale |         |               | Months Supply |         |               |
|--------------------|--------------|---------|---------------|--------------|---------|---------------|--------------------|-----------|---------------|----------------|---------|---------------|---------------|---------|---------------|
|                    | Q4-2022      | Q4-2023 | + / -         | Q4-2022      | Q4-2023 | + / -         | Q4-2022            | Q4-2023   | + / -         | Q4-2022        | Q4-2023 | + / -         | Q4-2022       | Q4-2023 | + / -         |
| <b>Albany*</b>     | --           | --      | --            | --           | --      | --            | --                 | --        | --            | --             | --      | --            | --            | --      | --            |
| <b>Allegany</b>    | 63           | 79      | <b>+25.4%</b> | 106          | 82      | <b>-22.6%</b> | \$93,100           | \$112,640 | <b>+21.0%</b> | 64             | 88      | <b>+37.5%</b> | 2.3           | 3.4     | <b>+47.8%</b> |
| <b>Bronx</b>       | 521          | 487     | <b>-6.5%</b>  | 372          | 324     | <b>-12.9%</b> | \$377,500          | \$335,000 | <b>-11.3%</b> | 920            | 663     | <b>-27.9%</b> | 7.1           | 5.4     | <b>-23.9%</b> |
| <b>Broome</b>      | 326          | 400     | <b>+22.7%</b> | 433          | 419     | <b>-3.2%</b>  | \$155,000          | \$170,000 | <b>+9.7%</b>  | 298            | 249     | <b>-16.4%</b> | 2.1           | 1.9     | <b>-9.5%</b>  |
| <b>Cattaraugus</b> | 141          | 145     | <b>+2.8%</b>  | 196          | 182     | <b>-7.1%</b>  | \$139,000          | \$136,000 | <b>-2.2%</b>  | 131            | 156     | <b>+19.1%</b> | 2.2           | 2.8     | <b>+27.3%</b> |
| <b>Cayuga</b>      | 116          | 129     | <b>+11.2%</b> | 158          | 155     | <b>-1.9%</b>  | \$179,900          | \$190,000 | <b>+5.6%</b>  | 87             | 116     | <b>+33.3%</b> | 1.7           | 2.5     | <b>+47.1%</b> |
| <b>Chautauqua</b>  | 249          | 258     | <b>+3.6%</b>  | 379          | 299     | <b>-21.1%</b> | \$140,500          | \$157,000 | <b>+11.7%</b> | 175            | 205     | <b>+17.1%</b> | 1.7           | 2.2     | <b>+29.4%</b> |
| <b>Chemung</b>     | 201          | 181     | <b>-10.0%</b> | 217          | 189     | <b>-12.9%</b> | \$150,000          | \$144,500 | <b>-3.7%</b>  | 152            | 124     | <b>-18.4%</b> | 2.1           | 2.0     | <b>-4.8%</b>  |
| <b>Chenango</b>    | 101          | 112     | <b>+10.9%</b> | 121          | 102     | <b>-15.7%</b> | \$130,190          | \$154,500 | <b>+18.7%</b> | 144            | 150     | <b>+4.2%</b>  | 4.1           | 4.4     | <b>+7.3%</b>  |
| <b>Clinton</b>     | 110          | 126     | <b>+14.5%</b> | 173          | 149     | <b>-13.9%</b> | \$173,000          | \$185,000 | <b>+6.9%</b>  | 141            | 117     | <b>-17.0%</b> | 2.9           | 2.6     | <b>-10.3%</b> |
| <b>Columbia</b>    | 169          | 170     | <b>+0.6%</b>  | 176          | 142     | <b>-19.3%</b> | \$477,450          | \$510,000 | <b>+6.8%</b>  | 322            | 276     | <b>-14.3%</b> | 6.0           | 5.5     | <b>-8.3%</b>  |
| <b>Cortland</b>    | 84           | 80      | <b>-4.8%</b>  | 93           | 94      | <b>+1.1%</b>  | \$158,500          | \$186,000 | <b>+17.4%</b> | 62             | 59      | <b>-4.8%</b>  | 2.0           | 2.3     | <b>+15.0%</b> |
| <b>Delaware</b>    | 159          | 125     | <b>-21.4%</b> | 190          | 166     | <b>-12.6%</b> | \$207,500          | \$235,320 | <b>+13.4%</b> | 229            | 224     | <b>-2.2%</b>  | 4.4           | 5.2     | <b>+18.2%</b> |
| <b>Dutchess</b>    | 725          | 652     | <b>-10.1%</b> | 743          | 646     | <b>-13.1%</b> | \$389,000          | \$420,000 | <b>+8.0%</b>  | 832            | 616     | <b>-26.0%</b> | 3.5           | 2.9     | <b>-17.1%</b> |
| <b>Erie</b>        | 1,496        | 1,742   | <b>+16.4%</b> | 2,138        | 2,089   | <b>-2.3%</b>  | \$240,000          | \$254,550 | <b>+6.1%</b>  | 664            | 818     | <b>+23.2%</b> | 1.0           | 1.3     | <b>+30.0%</b> |
| <b>Essex</b>       | 112          | 85      | <b>-24.1%</b> | 142          | 122     | <b>-14.1%</b> | \$272,500          | \$325,001 | <b>+19.3%</b> | 197            | 173     | <b>-12.2%</b> | 4.7           | 4.4     | <b>-6.4%</b>  |
| <b>Franklin</b>    | 78           | 67      | <b>-14.1%</b> | 99           | 90      | <b>-9.1%</b>  | \$160,500          | \$195,000 | <b>+21.5%</b> | 152            | 117     | <b>-23.0%</b> | 4.9           | 4.2     | <b>-14.3%</b> |
| <b>Fulton*</b>     | --           | --      | --            | --           | --      | --            | --                 | --        | --            | --             | --      | --            | --            | --      | --            |
| <b>Genesee</b>     | 89           | 101     | <b>+13.5%</b> | 157          | 117     | <b>-25.5%</b> | \$175,000          | \$189,250 | <b>+8.1%</b>  | 29             | 34      | <b>+17.2%</b> | 0.7           | 1.0     | <b>+42.9%</b> |
| <b>Greene</b>      | 218          | 218     | <b>0.0%</b>   | 197          | 161     | <b>-18.3%</b> | \$322,500          | \$330,000 | <b>+2.3%</b>  | 391            | 342     | <b>-12.5%</b> | 6.4           | 7.1     | <b>+10.9%</b> |
| <b>Hamilton</b>    | 21           | 19      | <b>-9.5%</b>  | 36           | 33      | <b>-8.3%</b>  | \$280,000          | \$320,000 | <b>+14.3%</b> | 36             | 37      | <b>+2.8%</b>  | 4.5           | 4.6     | <b>+2.2%</b>  |
| <b>Herkimer</b>    | 123          | 108     | <b>-12.2%</b> | 117          | 142     | <b>+21.4%</b> | \$160,000          | \$159,500 | <b>-0.3%</b>  | 127            | 123     | <b>-3.1%</b>  | 3.3           | 3.1     | <b>-6.1%</b>  |

\* Data is included in the calculation of state totals. Contact the following local association for a noted county's statistical data:  
Greater Capital Association of REALTORS®, 451 New Karner Road, Albany, NY 12205, 518.464.0191

# Activity by County (continued)

Key metrics by report quarter for the counties in the state of New York.



|                    | New Listings |         |        | Closed Sales |         |        | Median Sales Price |           |        | Homes for Sale |         |        | Months Supply |         |        |
|--------------------|--------------|---------|--------|--------------|---------|--------|--------------------|-----------|--------|----------------|---------|--------|---------------|---------|--------|
|                    | Q4-2022      | Q4-2023 | + / -  | Q4-2022      | Q4-2023 | + / -  | Q4-2022            | Q4-2023   | + / -  | Q4-2022        | Q4-2023 | + / -  | Q4-2022       | Q4-2023 | + / -  |
| <b>Jefferson</b>   | 241          | 230     | -4.6%  | 298          | 240     | -19.5% | \$181,750          | \$201,950 | +11.1% | 236            | 334     | +41.5% | 2.1           | 3.8     | +81.0% |
| <b>Kings</b>       | 669          | 605     | -9.6%  | 439          | 404     | -8.0%  | \$640,000          | \$622,500 | -2.7%  | 1,494          | 1,347   | -9.8%  | 9.2           | 9.5     | +3.3%  |
| <b>Lewis</b>       | 38           | 44      | +15.8% | 63           | 62      | -1.6%  | \$175,000          | \$158,947 | -9.2%  | 54             | 75      | +38.9% | 2.8           | 5.0     | +78.6% |
| <b>Livingston</b>  | 102          | 99      | -2.9%  | 148          | 106     | -28.4% | \$179,250          | \$230,000 | +28.3% | 53             | 49      | -7.5%  | 1.3           | 1.2     | -7.7%  |
| <b>Madison</b>     | 113          | 121     | +7.1%  | 158          | 139     | -12.0% | \$199,500          | \$224,900 | +12.7% | 100            | 121     | +21.0% | 2.0           | 2.8     | +40.0% |
| <b>Monroe</b>      | 1,551        | 1,536   | -1.0%  | 1,932        | 1,804   | -6.6%  | \$203,500          | \$235,000 | +15.5% | 393            | 410     | +4.3%  | 0.6           | 0.7     | +16.7% |
| <b>Montgomery*</b> | --           | --      | --     | --           | --      | --     | --                 | --        | --     | --             | --      | --     | --            | --      | --     |
| <b>Nassau</b>      | 2,381        | 2,302   | -3.3%  | 2,863        | 2,470   | -13.7% | \$664,500          | \$710,000 | +6.8%  | 2,499          | 1,682   | -32.7% | 2.6           | 1.9     | -26.9% |
| <b>New York†</b>   | --           | --      | --     | --           | --      | --     | --                 | --        | --     | --             | --      | --     | --            | --      | --     |
| <b>Niagara</b>     | 460          | 438     | -4.8%  | 611          | 475     | -22.3% | \$185,000          | \$205,485 | +11.1% | 272            | 238     | -12.5% | 1.6           | 1.5     | -6.3%  |
| <b>Oneida</b>      | 395          | 408     | +3.3%  | 512          | 444     | -13.3% | \$184,220          | \$193,750 | +5.2%  | 322            | 390     | +21.1% | 2.2           | 3.1     | +40.9% |
| <b>Onondaga</b>    | 922          | 959     | +4.0%  | 1,245        | 1,139   | -8.5%  | \$205,000          | \$235,000 | +14.6% | 355            | 516     | +45.4% | 0.9           | 1.5     | +66.7% |
| <b>Ontario</b>     | 295          | 243     | -17.6% | 320          | 271     | -15.3% | \$250,000          | \$260,000 | +4.0%  | 150            | 168     | +12.0% | 1.4           | 2.0     | +42.9% |
| <b>Orange</b>      | 856          | 825     | -3.6%  | 1,057        | 810     | -23.4% | \$385,000          | \$410,000 | +6.5%  | 978            | 708     | -27.6% | 3.0           | 2.6     | -13.3% |
| <b>Orleans</b>     | 61           | 78      | +27.9% | 99           | 95      | -4.0%  | \$150,000          | \$169,000 | +12.7% | 44             | 43      | -2.3%  | 1.4           | 1.5     | +7.1%  |
| <b>Oswego</b>      | 213          | 216     | +1.4%  | 282          | 258     | -8.5%  | \$155,000          | \$166,000 | +7.1%  | 140            | 169     | +20.7% | 1.6           | 2.3     | +43.8% |
| <b>Otsego</b>      | 107          | 107     | 0.0%   | 143          | 130     | -9.1%  | \$182,000          | \$185,000 | +1.6%  | 140            | 167     | +19.3% | 3.1           | 4.5     | +45.2% |
| <b>Putnam</b>      | 242          | 206     | -14.9% | 287          | 246     | -14.3% | \$448,000          | \$480,000 | +7.1%  | 253            | 146     | -42.3% | 2.6           | 1.9     | -26.9% |
| <b>Queens</b>      | 2,355        | 2,325   | -1.3%  | 1,724        | 1,759   | +2.0%  | \$560,000          | \$562,000 | +0.4%  | 3,743          | 3,271   | -12.6% | 5.8           | 5.4     | -6.9%  |
| <b>Rensselaer*</b> | --           | --      | --     | --           | --      | --     | --                 | --        | --     | --             | --      | --     | --            | --      | --     |
| <b>Richmond</b>    | 907          | 778     | -14.2% | 913          | 750     | -17.9% | \$650,000          | \$680,000 | +4.6%  | 1,312          | 848     | -35.4% | 4.1           | 3.3     | -19.5% |
| <b>Rockland</b>    | 463          | 542     | +17.1% | 633          | 518     | -18.2% | \$545,000          | \$630,000 | +15.6% | 487            | 373     | -23.4% | 2.3           | 2.1     | -8.7%  |

† Data is included in the calculation of state totals. However, New York County data is incomplete and does not accurately represent activity.

\* Data is included in the calculation of state totals. Contact the following local association for a noted county's statistical data:

Greater Capital Association of REALTORS®, 451 New Karner Road, Albany, NY 12205, 518.464.0191

# Activity by County (continued)

Key metrics by report quarter for the counties in the state of New York.



|                       | New Listings  |               |              | Closed Sales  |               |               | Median Sales Price |                  |              | Homes for Sale |               |               | Months Supply |            |              |
|-----------------------|---------------|---------------|--------------|---------------|---------------|---------------|--------------------|------------------|--------------|----------------|---------------|---------------|---------------|------------|--------------|
|                       | Q4-2022       | Q4-2023       | + / -        | Q4-2022       | Q4-2023       | + / -         | Q4-2022            | Q4-2023          | + / -        | Q4-2022        | Q4-2023       | + / -         | Q4-2022       | Q4-2023    | + / -        |
| St Lawrence           | 196           | 179           | -8.7%        | 257           | 196           | -23.7%        | \$133,650          | \$139,500        | +4.4%        | 310            | 309           | -0.3%         | 4.2           | 4.7        | +11.9%       |
| Saratoga*             | --            | --            | --           | --            | --            | --            | --                 | --               | --           | --             | --            | --            | --            | --         | --           |
| Schenectady*          | --            | --            | --           | --            | --            | --            | --                 | --               | --           | --             | --            | --            | --            | --         | --           |
| Schoharie*            | --            | --            | --           | --            | --            | --            | --                 | --               | --           | --             | --            | --            | --            | --         | --           |
| Schuyler              | 38            | 26            | -31.6%       | 54            | 35            | -35.2%        | \$229,000          | \$197,250        | -13.9%       | 29             | 30            | +3.4%         | 2.0           | 2.8        | +40.0%       |
| Seneca                | 57            | 66            | +15.8%       | 81            | 70            | -13.6%        | \$170,000          | \$185,000        | +8.8%        | 33             | 50            | +51.5%        | 1.4           | 2.7        | +92.9%       |
| Steuben               | 172           | 184           | +7.0%        | 221           | 219           | -0.9%         | \$164,000          | \$169,900        | +3.6%        | 150            | 172           | +14.7%        | 2.2           | 2.7        | +22.7%       |
| Suffolk               | 3,103         | 3,101         | -0.1%        | 3,697         | 3,130         | -15.3%        | \$545,000          | \$599,999        | +10.1%       | 2,971          | 2,230         | -24.9%        | 2.4           | 2.1        | -12.5%       |
| Sullivan              | 220           | 244           | +10.9%       | 280           | 228           | -18.6%        | \$259,900          | \$297,000        | +14.3%       | 410            | 338           | -17.6%        | 4.5           | 4.8        | +6.7%        |
| Tioga                 | 106           | 77            | -27.4%       | 99            | 82            | -17.2%        | \$185,000          | \$186,250        | +0.7%        | 87             | 67            | -23.0%        | 2.7           | 2.3        | -14.8%       |
| Tompkins              | 126           | 137           | +8.7%        | 176           | 151           | -14.2%        | \$290,000          | \$300,000        | +3.4%        | 51             | 90            | +76.5%        | 0.8           | 1.6        | +100.0%      |
| Ulster                | 424           | 465           | +9.7%        | 492           | 438           | -11.0%        | \$375,000          | \$407,000        | +8.5%        | 609            | 505           | -17.1%        | 4.1           | 3.7        | -9.8%        |
| Warren                | 169           | 161           | -4.7%        | 198           | 186           | -6.1%         | \$306,000          | \$308,150        | +0.7%        | 170            | 131           | -22.9%        | 2.6           | 2.3        | -11.5%       |
| Washington*           | --            | --            | --           | --            | --            | --            | --                 | --               | --           | --             | --            | --            | --            | --         | --           |
| Wayne                 | 177           | 168           | -5.1%        | 216           | 203           | -6.0%         | \$180,000          | \$190,000        | +5.6%        | 64             | 85            | +32.8%        | 0.9           | 1.3        | +44.4%       |
| Westchester           | 1,496         | 1,530         | +2.3%        | 2,010         | 1,721         | -14.4%        | \$597,000          | \$615,000        | +3.0%        | 1,633          | 1,038         | -36.4%        | 2.2           | 1.6        | -27.3%       |
| Wyoming               | 64            | 62            | -3.1%        | 71            | 84            | +18.3%        | \$150,000          | \$170,000        | +13.3%       | 40             | 31            | -22.5%        | 1.7           | 1.2        | -29.4%       |
| Yates                 | 42            | 46            | +9.5%        | 75            | 54            | -28.0%        | \$225,000          | \$265,000        | +17.8%       | 21             | 30            | +42.9%        | 1.2           | 1.7        | +41.7%       |
| <b>New York State</b> | <b>27,594</b> | <b>27,487</b> | <b>-0.4%</b> | <b>31,399</b> | <b>27,648</b> | <b>-11.9%</b> | <b>\$355,000</b>   | <b>\$375,000</b> | <b>+5.6%</b> | <b>29,768</b>  | <b>24,469</b> | <b>-17.8%</b> | <b>2.9</b>    | <b>2.7</b> | <b>-6.9%</b> |

\* Data is included in the calculation of state totals. Contact the following local association for a noted county's statistical data:  
Greater Capital Association of REALTORS®, 451 New Karner Road, Albany, NY 12205, 518.464.0191