Quarterly Indicators

Westchester County

Q3-2020

Buyers and sellers came back into the market in Q3 2020, with buyer activity up substantially from a year earlier. While seller activity has improved from last quarter, sellers are not listing enough homes to meet the increased demand seen from buyers. Fast sales, multiple offers, and low inventory are likely to continue into what is normally a slower time of year.

- Single-Family Closed Sales were up 11.9 percent to 2,171.
- Condos Closed Sales were down 19.0 percent to 336.
- Co-ops Closed Sales were down 25.4 percent to 340.

- Single-Family Median Sales Price increased 16.0 percent to $811,000.
- Condos Median Sales Price increased 6.3 percent to $424,500.
- Co-ops Median Sales Price held steady at $180,000.

While the housing market cools with the changing of the seasons, all signs point to buyer activity remaining elevated as compared to the same period a year ago. The fundamentals of the housing market remain strong and indications point to a healthy and active Q4 to end the year.

Quarterly Snapshot

+ 1.3%	- 16.0%	+ 22.5%
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

Residential real estate activity composed of Single-Family, Condo and Co-op properties. Percent changes are calculated using rounded figures.

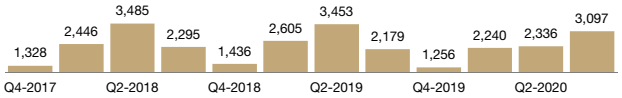
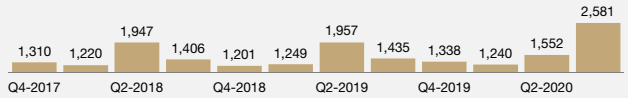
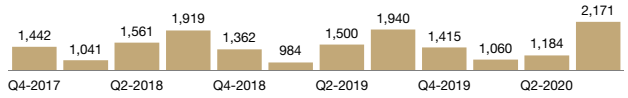
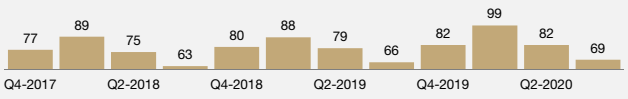
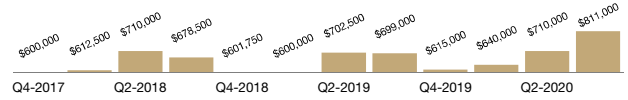
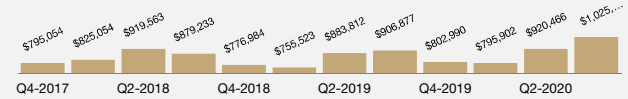
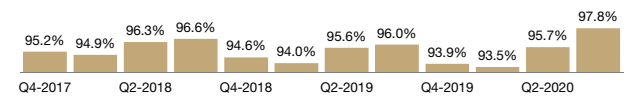
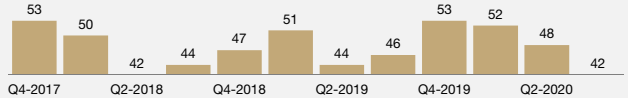
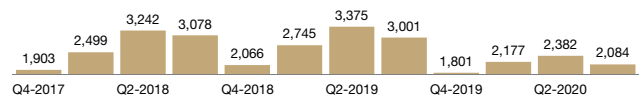
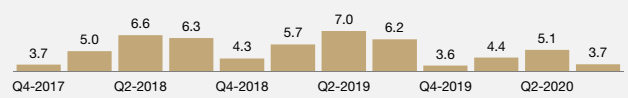
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Data as of October 7, 2020. All data from the Hudson Gateway Association of REALTORS® MLS. Report © 2020 ShowingTime.

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.

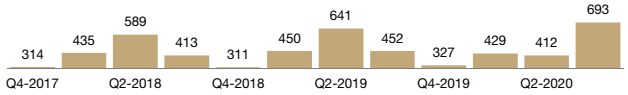
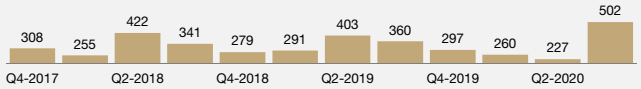
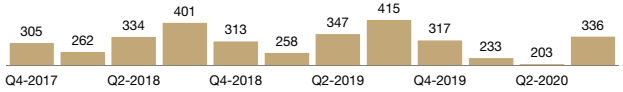
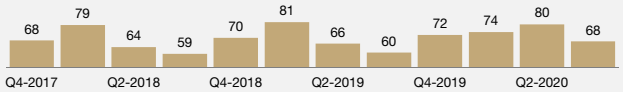
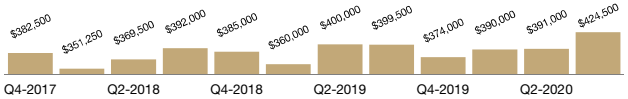
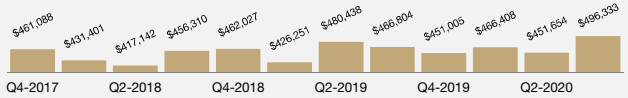
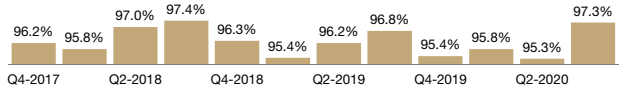
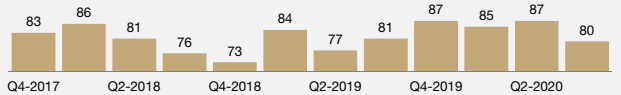
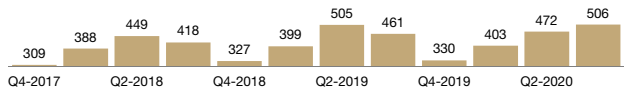
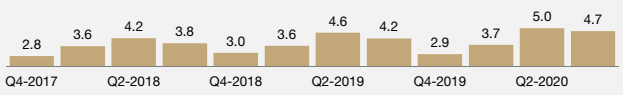
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Westchester County

Key Metrics	Historical Sparkbars	Q3-2019	Q3-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		2,179	**3,097**	+ 42.1%	8,237	**7,673**	- 6.8%
Pending Sales		1,435	**2,581**	+ 79.9%	4,641	**5,373**	+ 15.8%
Closed Sales		1,940	**2,171**	+ 11.9%	4,424	**4,415**	- 0.2%
Days on Market		66	**69**	+ 4.5%	75	**79**	+ 5.3%
Median Sales Price		$699,000	**$811,000**	+ 16.0%	$672,000	**$740,000**	+ 10.1%
Average Sales Price		$906,877	**$1,025,765**	+ 13.1%	$865,392	**$942,320**	+ 8.9%
Pct. of Orig. Price Received		96.0%	**97.8%**	+ 1.9%	95.4%	**96.2%**	+ 0.8%
Housing Affordability Index		46	**42**	- 8.7%	48	**46**	- 4.2%
Inventory of Homes for Sale		3,001	**2,084**	- 30.6%	--	**--**	--
Months Supply of Inventory		6.2	**3.7**	- 40.3%	--	**--**	--

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.

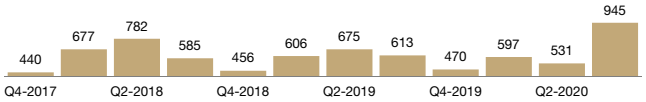
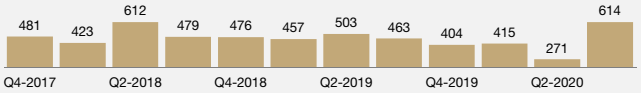
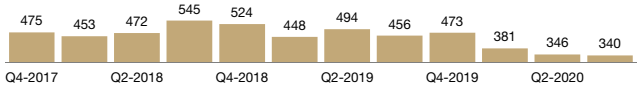
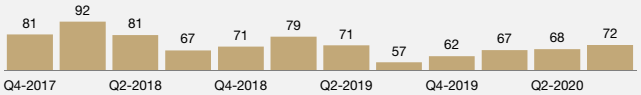
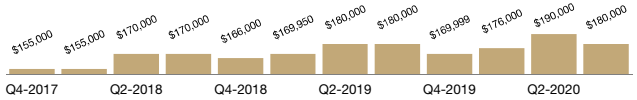
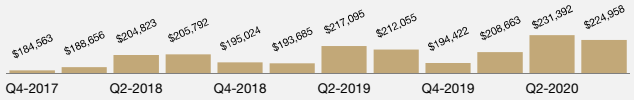
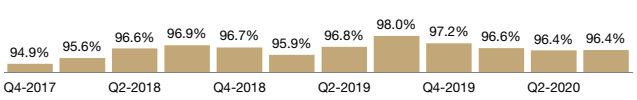
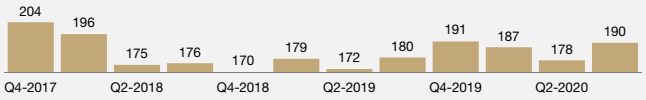
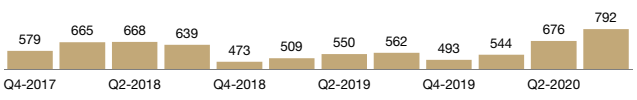
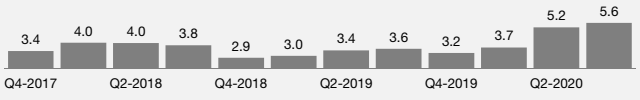
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Westchester County

Key Metrics	Historical Sparkbars	Q3-2019	Q3-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		452	**693**	+ 53.3%	1,543	**1,534**	- 0.6%
Pending Sales		360	**502**	+ 39.4%	1,054	**989**	- 6.2%
Closed Sales		415	**336**	- 19.0%	1,020	**772**	- 24.3%
Days on Market		60	**68**	+ 13.3%	67	**73**	+ 9.0%
Median Sales Price		$399,500	**$424,500**	+ 6.3%	$389,500	**$400,000**	+ 2.7%
Average Sales Price		$466,804	**$496,333**	+ 6.3%	$461,185	**$475,553**	+ 3.1%
Pct. of Orig. Price Received		96.8%	**97.3%**	+ 0.5%	96.2%	**96.3%**	+ 0.1%
Housing Affordability Index		81	**80**	- 1.2%	83	**85**	+ 2.4%
Inventory of Homes for Sale		461	**506**	+ 9.8%	--	**--**	--
Months Supply of Inventory		4.2	**4.7**	+ 11.9%	--	**--**	--

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.

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Westchester County

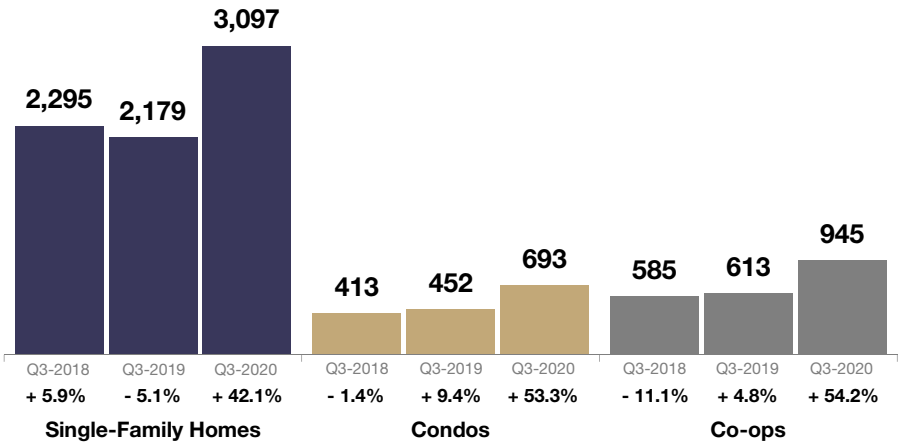
Key Metrics	Historical Sparkbars	Q3-2019	Q3-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		613	**945**	+ 54.2%	1,894	**2,073**	+ 9.5%
Pending Sales		463	**614**	+ 32.6%	1,423	**1,300**	- 8.6%
Closed Sales		456	**340**	- 25.4%	1,398	**1,067**	- 23.7%
Days on Market		57	**72**	+ 26.3%	69	**69**	0.0%
Median Sales Price		$180,000	**$180,000**	0.0%	$177,250	**$180,000**	+ 1.6%
Average Sales Price		$212,055	**$224,958**	+ 6.1%	$207,949	**$221,226**	+ 6.4%
Pct. of Orig. Price Received		98.0%	**96.4%**	- 1.6%	96.9%	**96.5%**	- 0.4%
Housing Affordability Index		180	**190**	+ 5.6%	183	**190**	+ 3.8%
Inventory of Homes for Sale		562	**792**	+ 40.9%	--	**--**	--
Months Supply of Inventory		3.6	**5.6**	+ 55.6%	--	**--**	--

New Listings

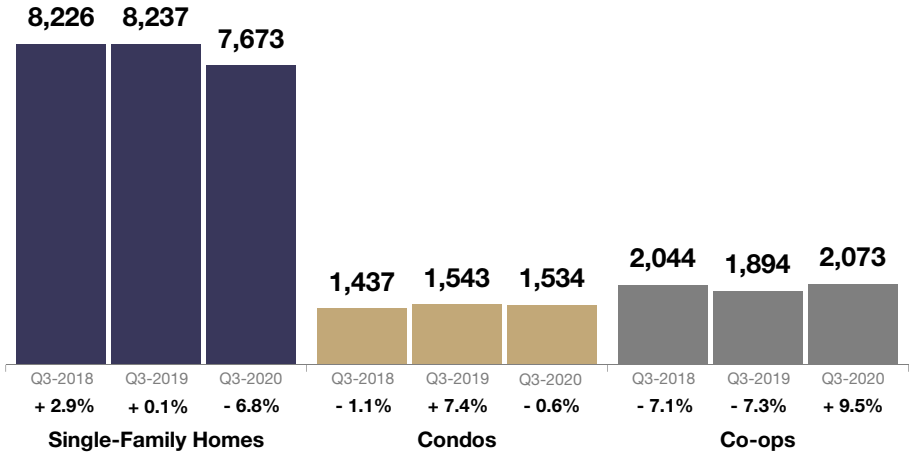
A count of the properties that have been newly listed on the market in a given quarter.

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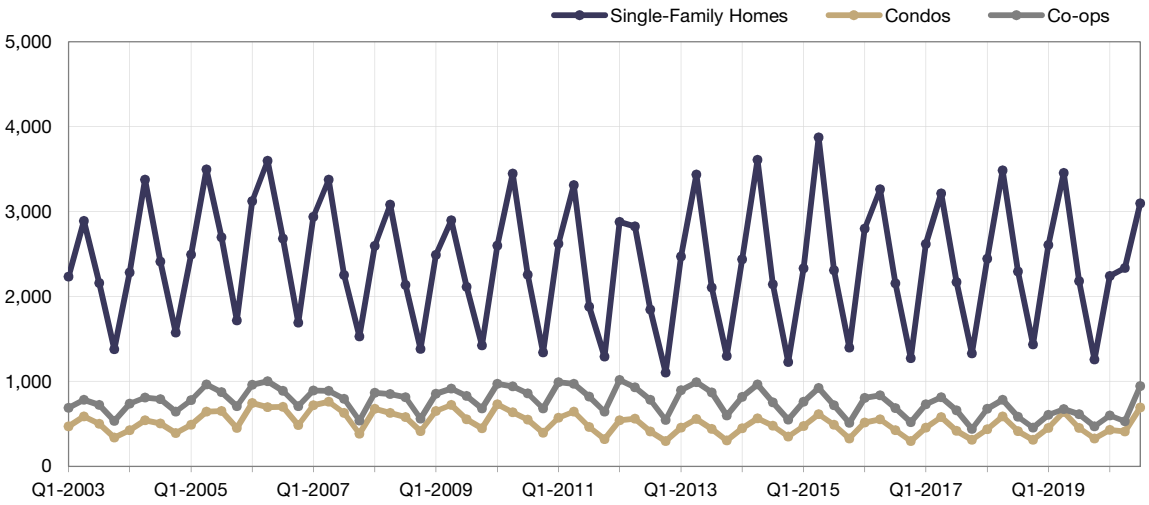
Q3-2020



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.

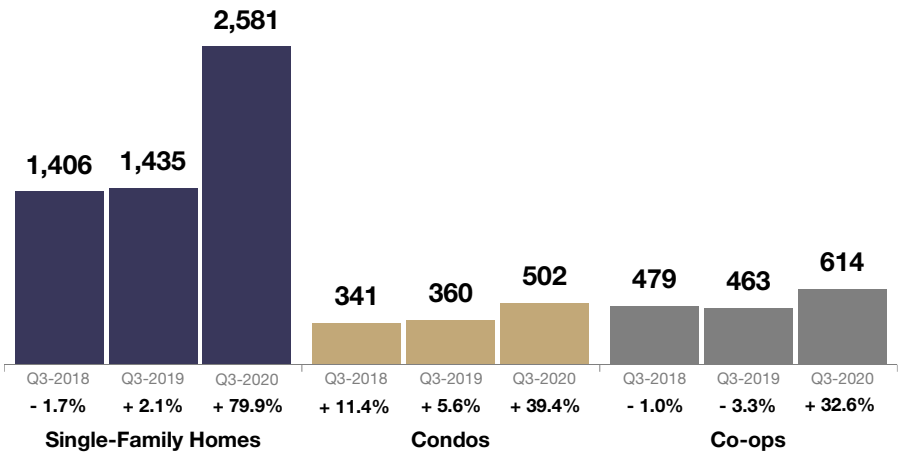
Quarter	Single-Family Homes	Condos	Co-ops
Q4-2017	1,328	314	440
Q1-2018	2,446	435	677
Q2-2018	3,485	589	782
Q3-2018	2,295	413	585
Q4-2018	1,436	311	456
Q1-2019	2,605	450	606
Q2-2019	3,453	641	675
Q3-2019	2,179	452	613
Q4-2019	1,256	327	470
Q1-2020	2,240	429	597
Q2-2020	2,336	412	531
Q3-2020	**3,097**	**693**	**945**

Pending Sales

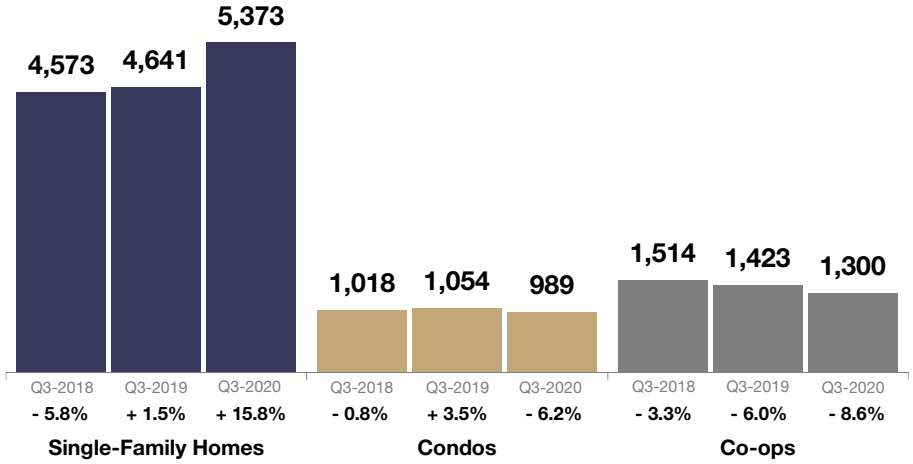
A count of the properties on which offers have been accepted in a given quarter.

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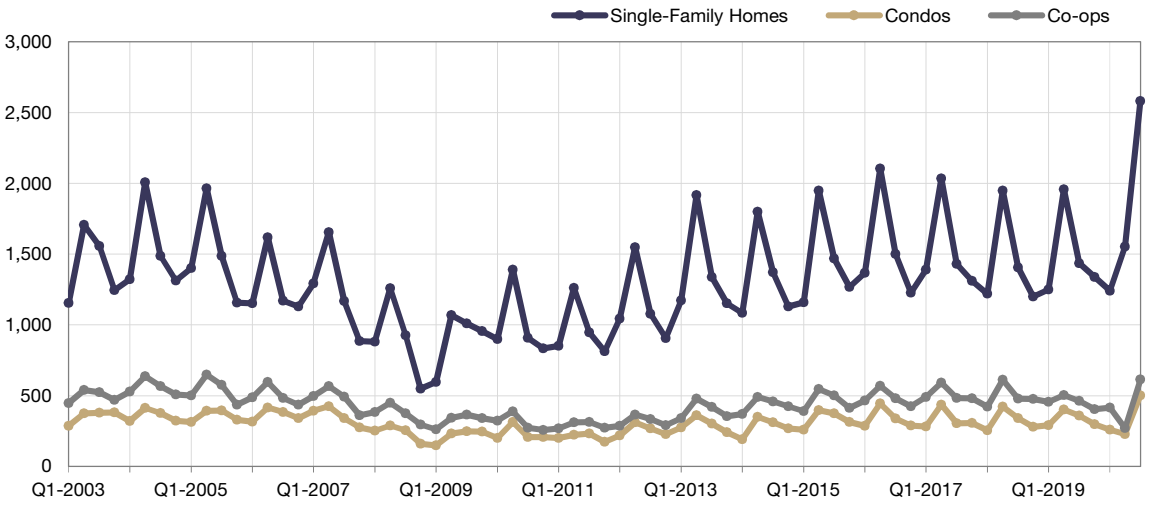
Q3-2020



Year to Date



Historical Pending Sales by Quarter



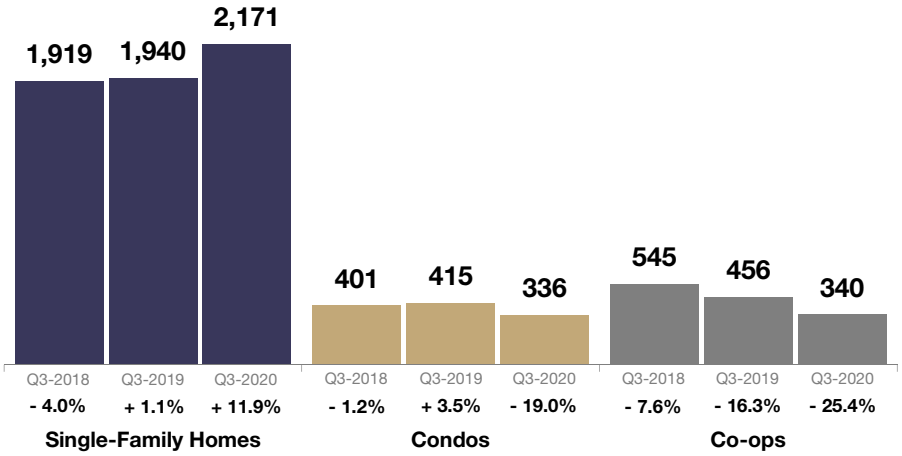
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2017	1,310	308	481
Q1-2018	1,220	255	423
Q2-2018	1,947	422	612
Q3-2018	1,406	341	479
Q4-2018	1,201	279	476
Q1-2019	1,249	291	457
Q2-2019	1,957	403	503
Q3-2019	1,435	360	463
Q4-2019	1,338	297	404
Q1-2020	1,240	260	415
Q2-2020	1,552	227	271
Q3-2020	**2,581**	**502**	**614**

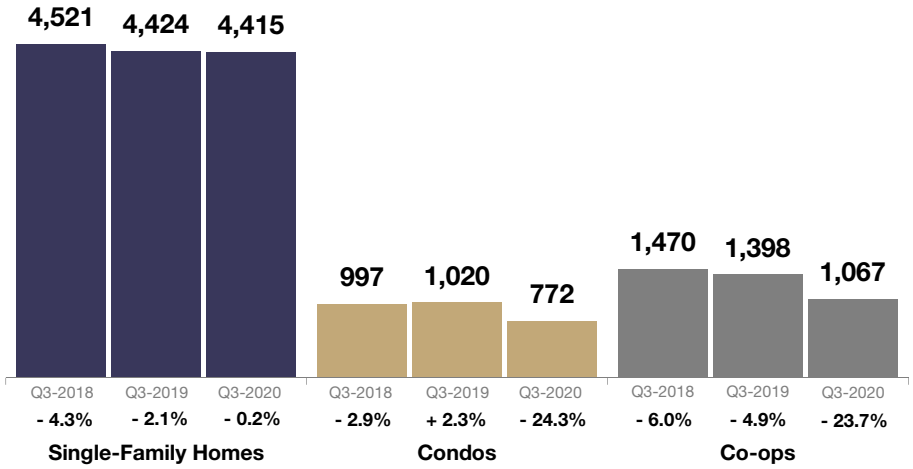
Closed Sales

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

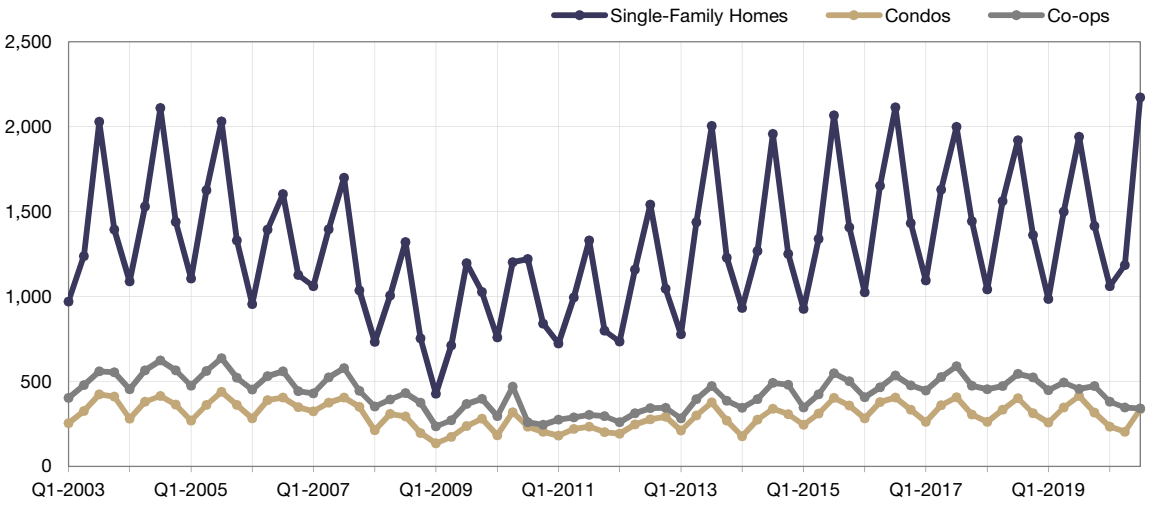
Q3-2020



Year to Date



Historical Closed Sales by Quarter



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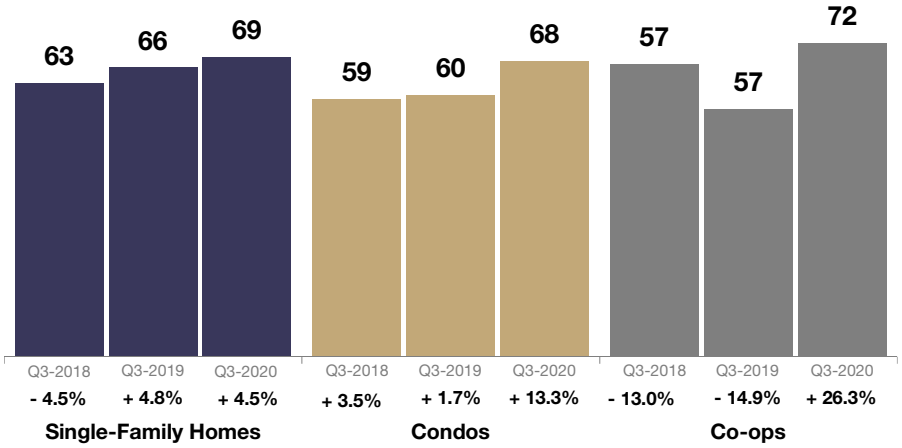
Quarter	Single-Family Homes	Condos	Co-ops
Q4-2017	1,442	305	475
Q1-2018	1,041	262	453
Q2-2018	1,561	334	472
Q3-2018	1,919	401	545
Q4-2018	1,362	313	524
Q1-2019	984	258	448
Q2-2019	1,500	347	494
Q3-2019	1,940	415	456
Q4-2019	1,415	317	473
Q1-2020	1,060	233	381
Q2-2020	1,184	203	346
Q3-2020	**2,171**	**336**	**340**

Days on Market Until Sale

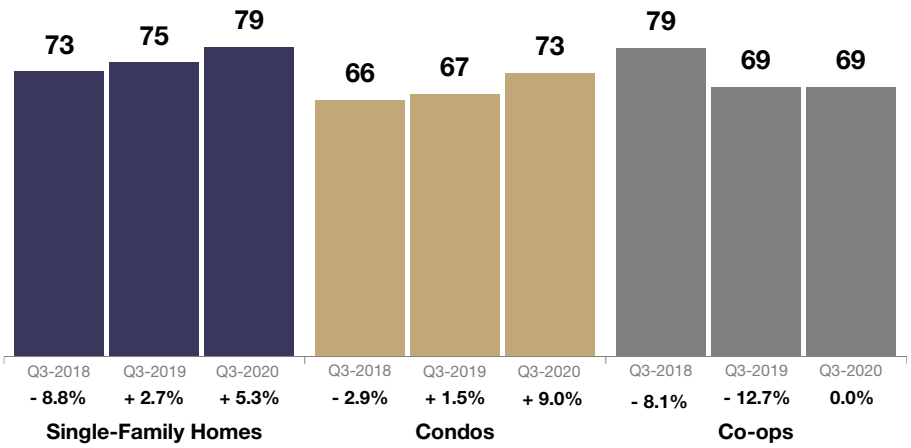
Average number of days between when a property is listed and when an offer is accepted in a given quarter.

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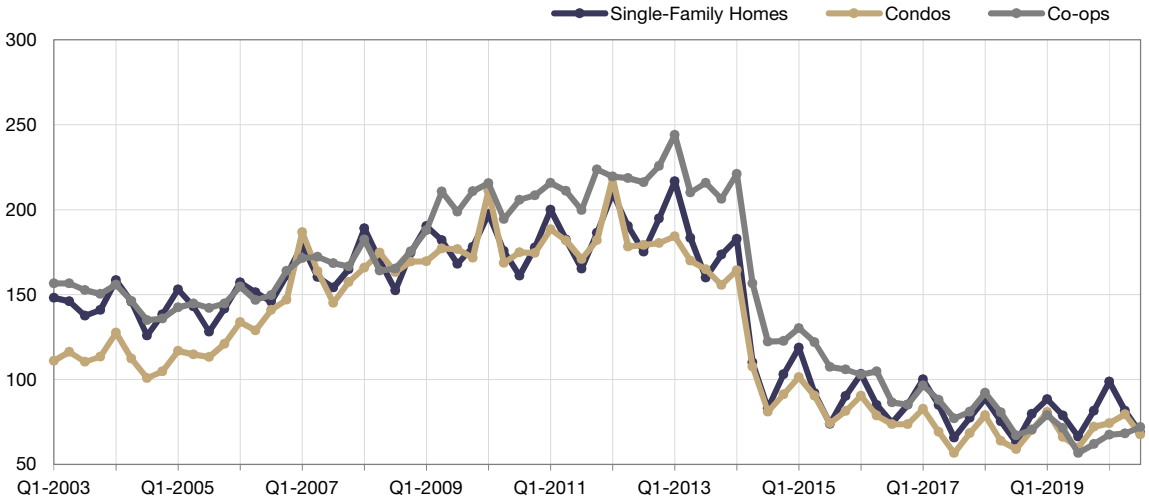
Q3-2020



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.

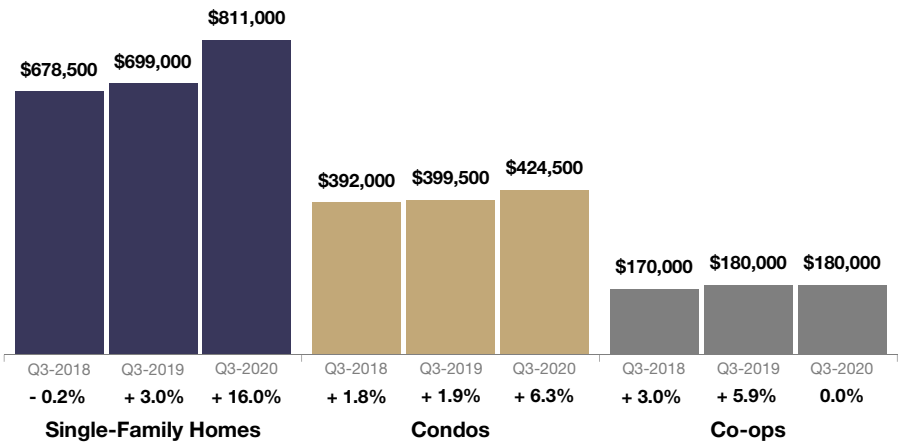
Quarter	Single-Family Homes	Condos	Co-ops
Q4-2017	77	68	81
Q1-2018	89	79	92
Q2-2018	75	64	81
Q3-2018	63	59	67
Q4-2018	80	70	71
Q1-2019	88	81	79
Q2-2019	79	66	71
Q3-2019	66	60	57
Q4-2019	82	72	62
Q1-2020	99	74	67
Q2-2020	82	80	68
Q3-2020	**69**	**68**	**72**

Median Sales Price

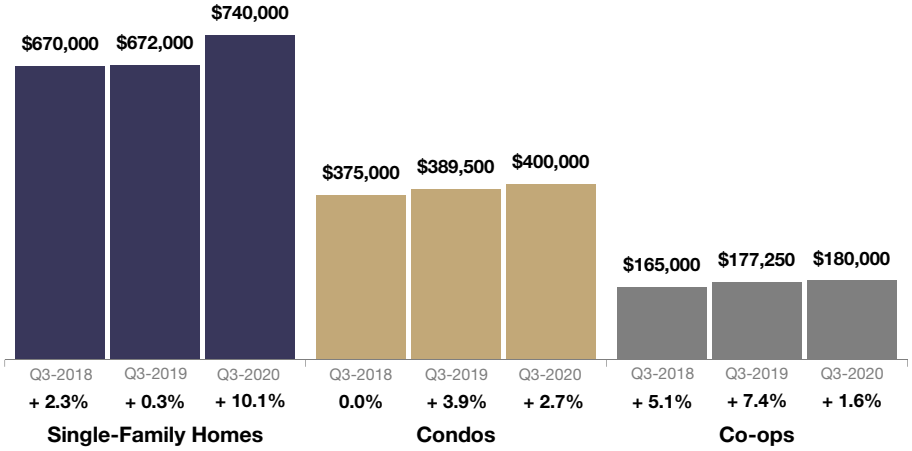
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given quarter.

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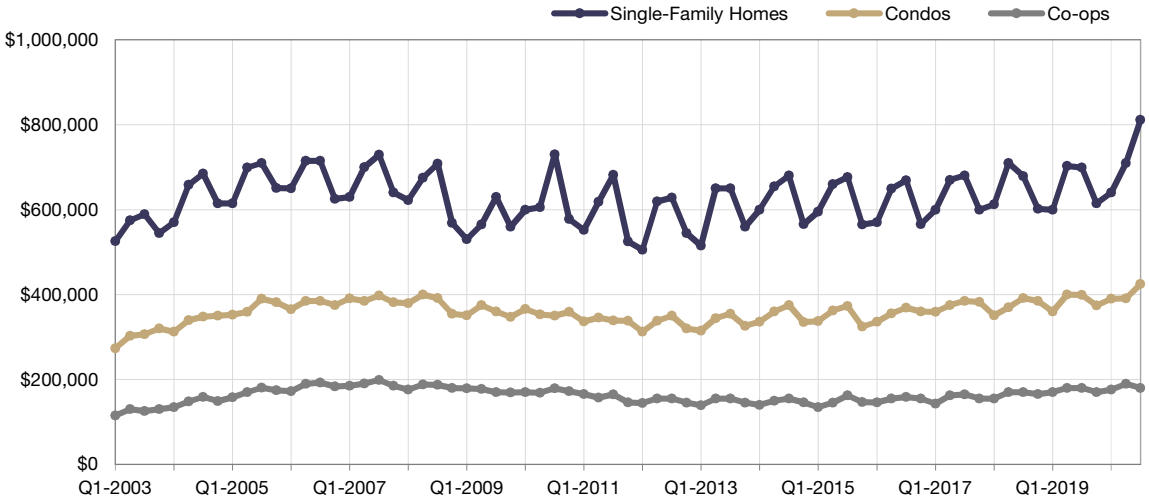
Q3-2020



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.

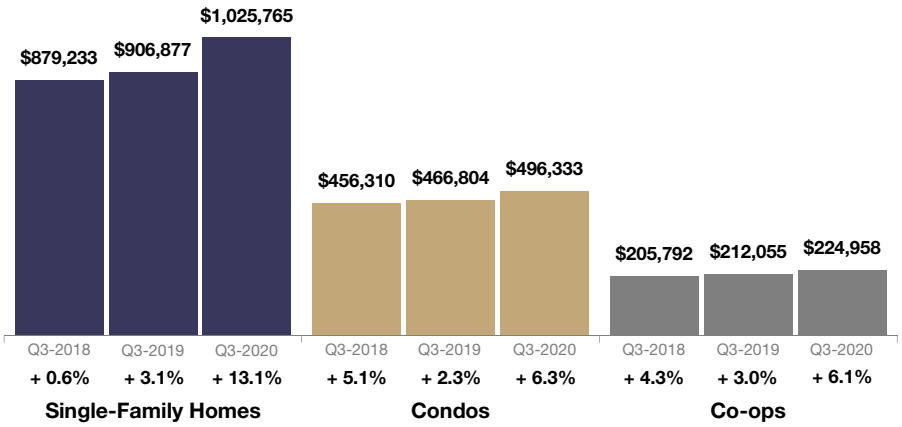
Quarter	Single-Family Homes	Condos	Co-ops
Q4-2017	$600,000	$382,500	$155,000
Q1-2018	$612,500	$351,250	$155,000
Q2-2018	$710,000	$369,500	$170,000
Q3-2018	$678,500	$392,000	$170,000
Q4-2018	$601,750	$385,000	$166,000
Q1-2019	$600,000	$360,000	$169,950
Q2-2019	$702,500	$400,000	$180,000
Q3-2019	$699,000	$399,500	$180,000
Q4-2019	$615,000	$374,000	$169,999
Q1-2020	$640,000	$390,000	$176,000
Q2-2020	$710,000	$391,000	$190,000
Q3-2020	**$811,000**	**$424,500**	**$180,000**

Average Sales Price

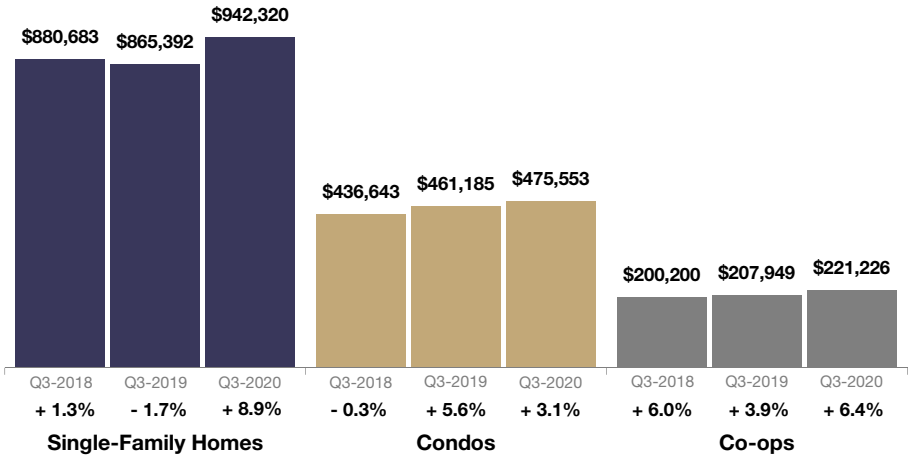
Average sales price for all closed sales, not accounting for seller concessions, in a given month.

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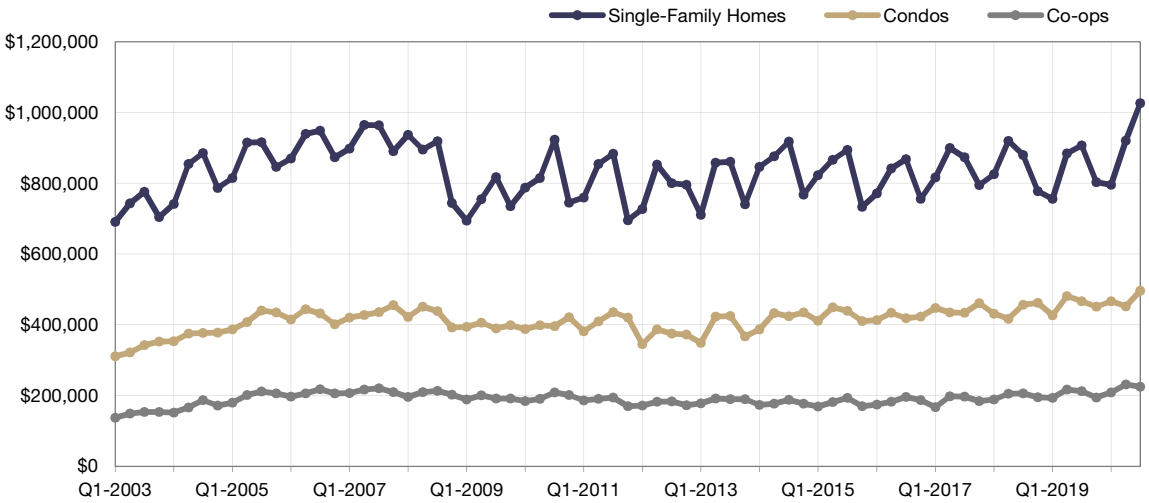
Q3-2020



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.

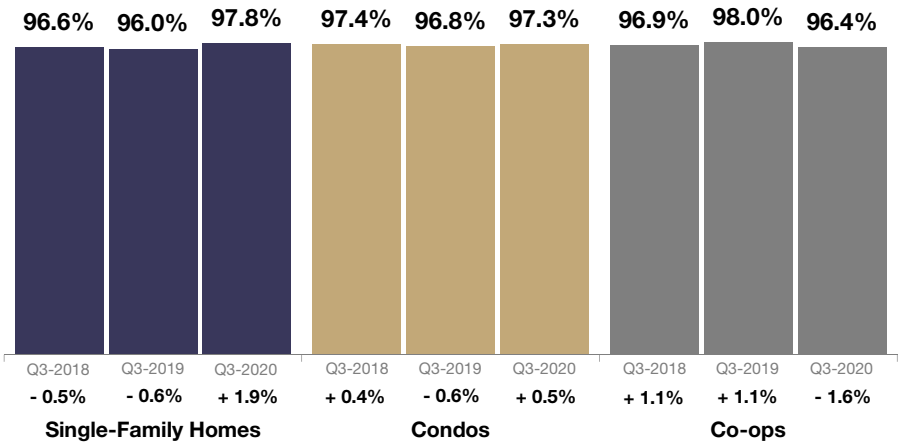
Quarter	Single-Family Homes	Condos	Co-ops
Q4-2017	$795,054	$461,088	$184,563
Q1-2018	$825,054	$431,401	$188,656
Q2-2018	$919,563	$417,142	$204,823
Q3-2018	$879,233	$456,310	$205,792
Q4-2018	$776,984	$462,027	$195,024
Q1-2019	$755,523	$426,251	$193,685
Q2-2019	$883,812	$480,438	$217,095
Q3-2019	$906,877	$466,804	$212,055
Q4-2019	$802,990	$451,005	$194,422
Q1-2020	$795,902	$466,408	$208,663
Q2-2020	$920,466	$451,654	$231,392
Q3-2020	**$1,025,765**	**$496,333**	**$224,958**

Percent of Original List Price Received

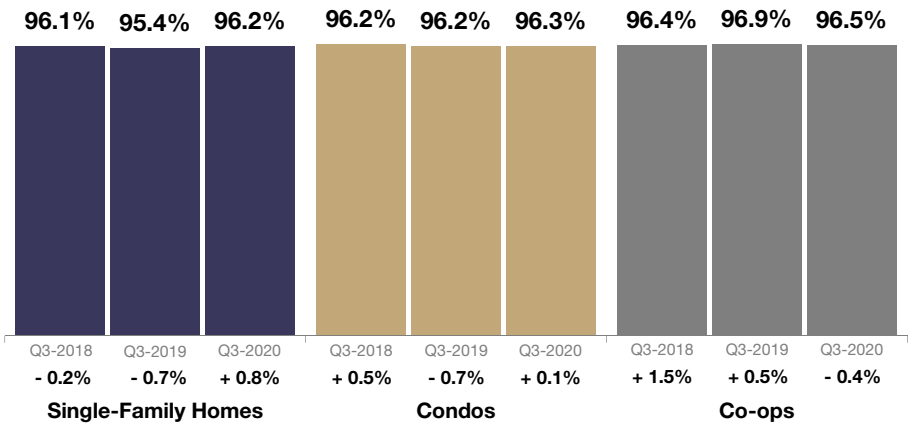
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

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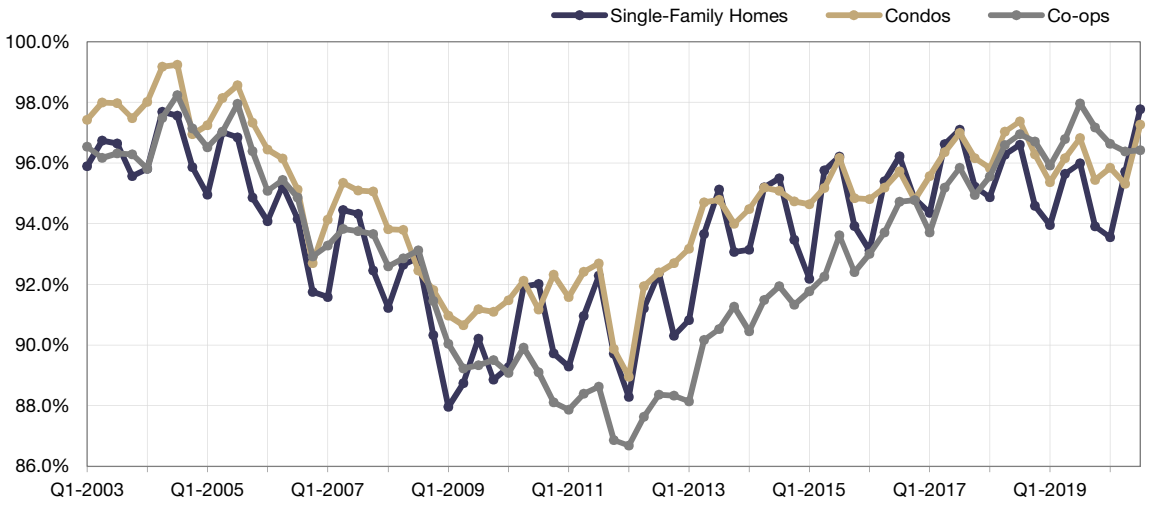
Q3-2020



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.

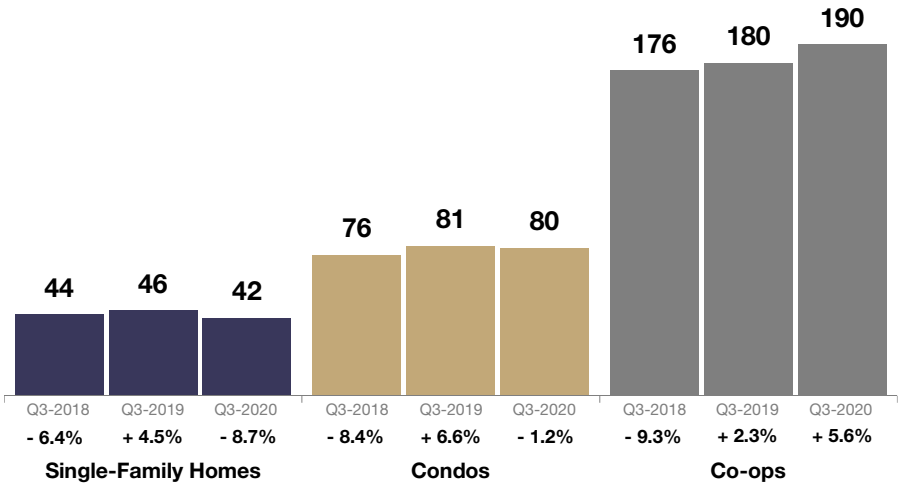
Quarter	Single-Family Homes	Condos	Co-ops
Q4-2017	95.2%	96.2%	94.9%
Q1-2018	94.9%	95.8%	95.6%
Q2-2018	96.3%	97.0%	96.6%
Q3-2018	96.6%	97.4%	96.9%
Q4-2018	94.6%	96.3%	96.7%
Q1-2019	94.0%	95.4%	95.9%
Q2-2019	95.6%	96.2%	96.8%
Q3-2019	96.0%	96.8%	98.0%
Q4-2019	93.9%	95.4%	97.2%
Q1-2020	93.5%	95.8%	96.6%
Q2-2020	95.7%	95.3%	96.4%
Q3-2020	**97.8%**	**97.3%**	**96.4%**

Housing Affordability Index

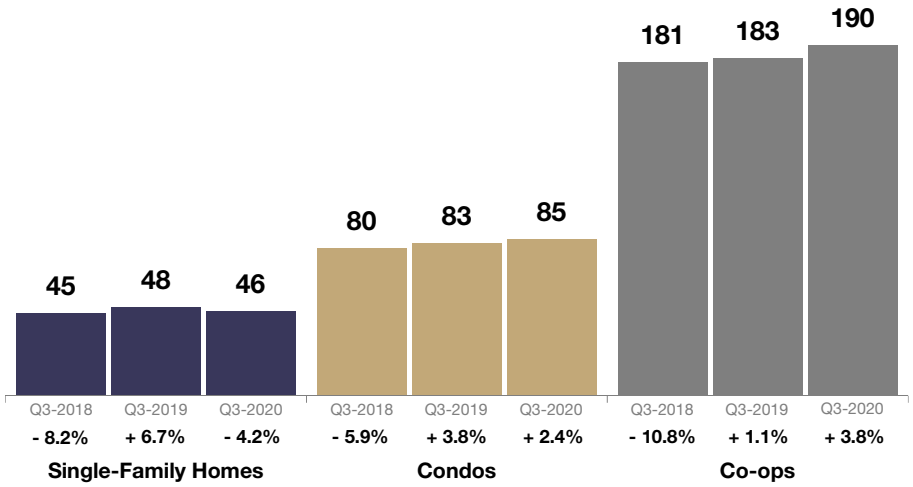
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

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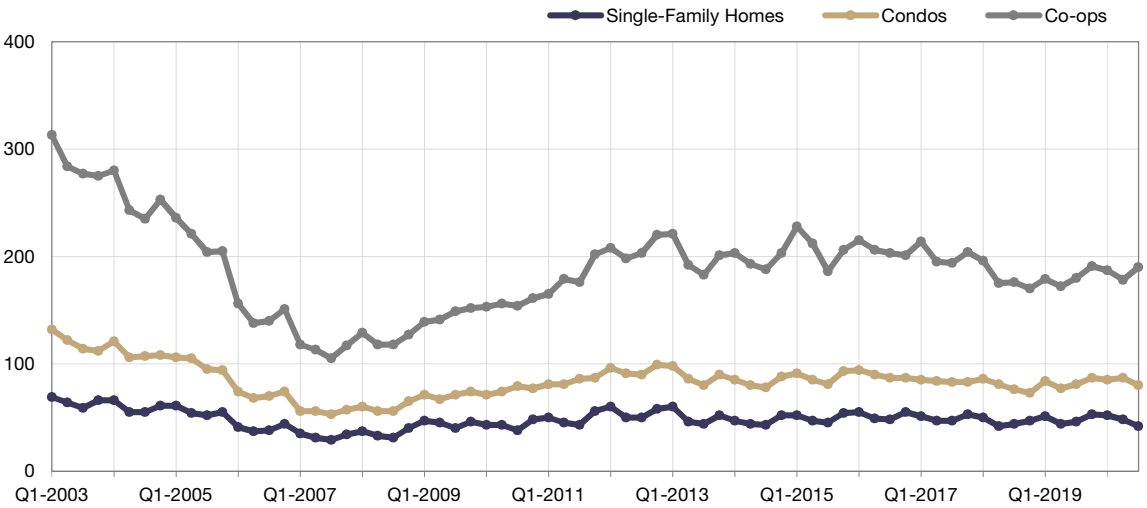
Q3-2020



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.

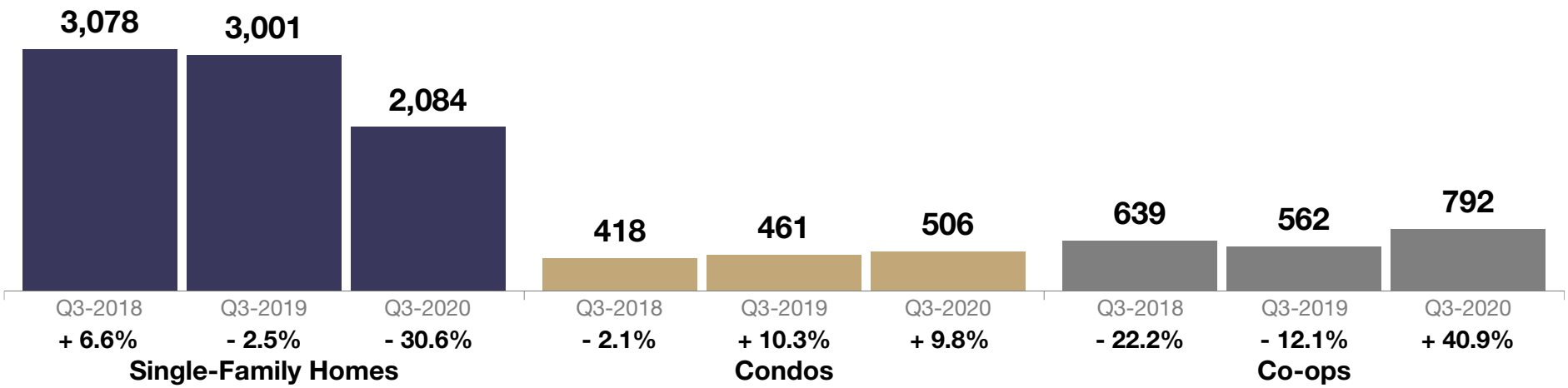
Quarter	Single-Family Homes	Condos	Co-ops
Q4-2017	53	83	204
Q1-2018	50	86	196
Q2-2018	42	81	175
Q3-2018	44	76	176
Q4-2018	47	73	170
Q1-2019	51	84	179
Q2-2019	44	77	172
Q3-2019	46	81	180
Q4-2019	53	87	191
Q1-2020	52	85	187
Q2-2020	48	87	178
Q3-2020	**42**	**80**	**190**

Inventory of Homes for Sale

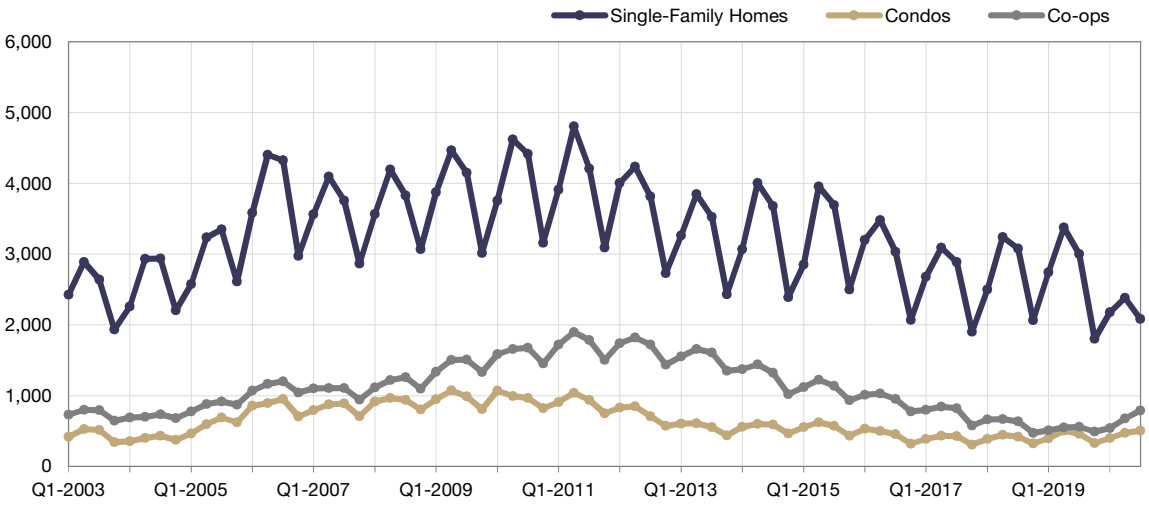
The number of properties available for sale in active status at the end of a given quarter.

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Q3-2020



Historical Inventory of Homes for Sale by Quarter



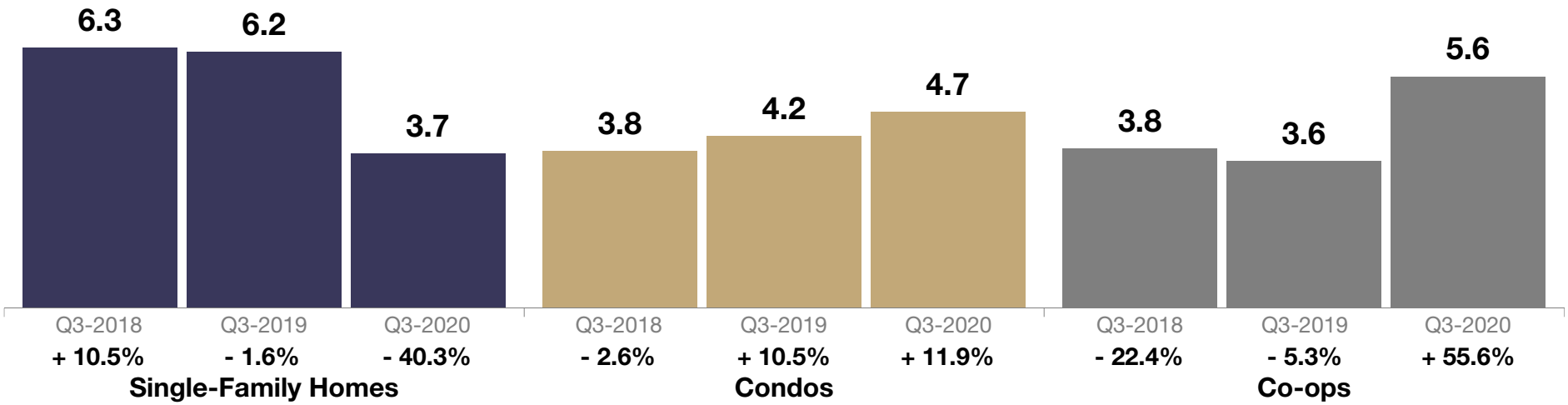
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2017	1,903	309	579
Q1-2018	2,499	388	665
Q2-2018	3,242	449	668
Q3-2018	3,078	418	639
Q4-2018	2,066	327	473
Q1-2019	2,745	399	509
Q2-2019	3,375	505	550
Q3-2019	3,001	461	562
Q4-2019	1,801	330	493
Q1-2020	2,177	403	544
Q2-2020	2,382	472	676
Q3-2020	**2,084**	**506**	**792**

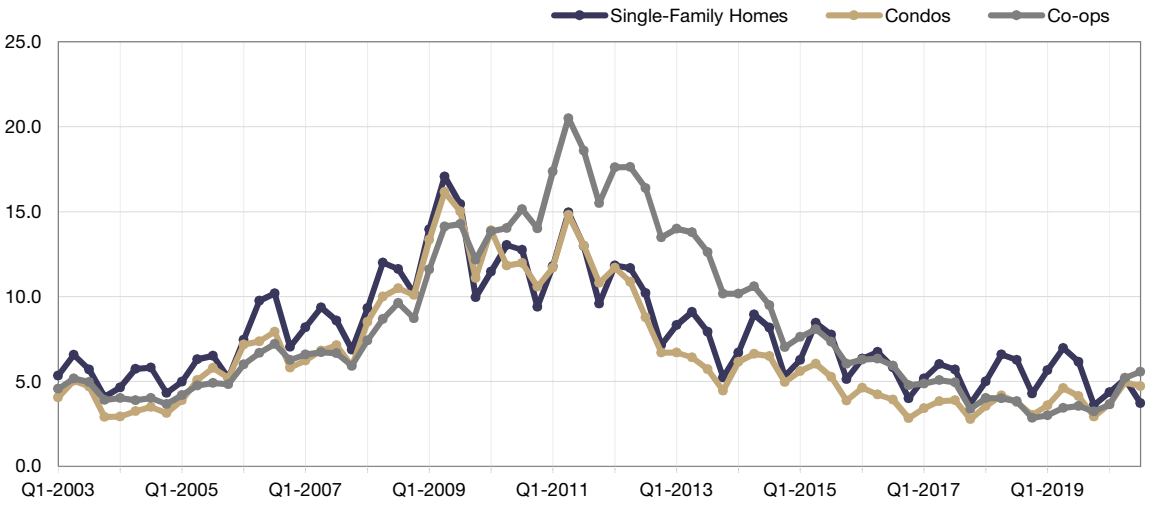
Months Supply of Inventory

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.

Q3-2020



Historical Months Supply of Inventory by Quarter



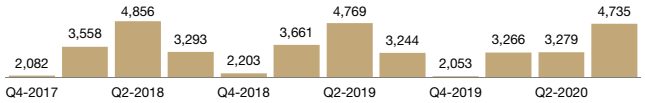
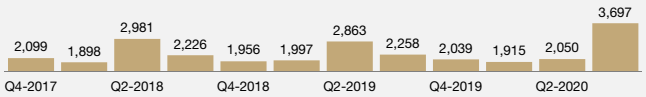
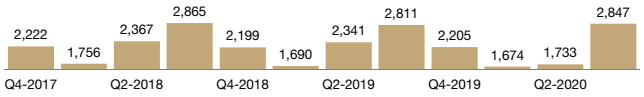
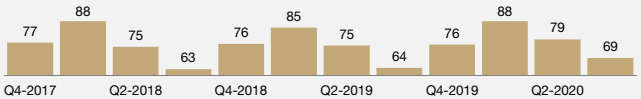
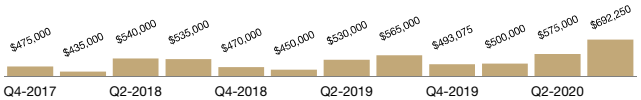
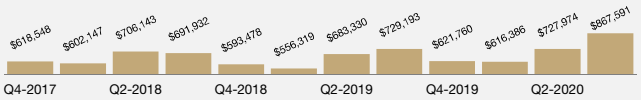
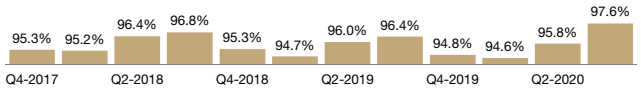
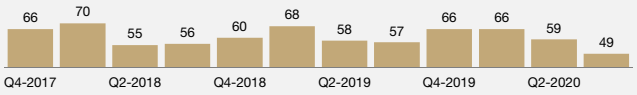
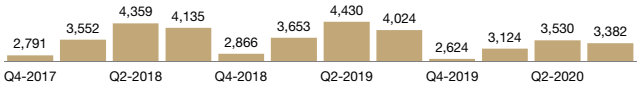
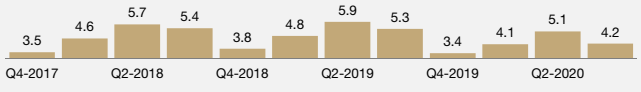
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2017	3.7	2.8	3.4
Q1-2018	5.0	3.6	4.0
Q2-2018	6.6	4.2	4.0
Q3-2018	6.3	3.8	3.8
Q4-2018	4.3	3.0	2.9
Q1-2019	5.7	3.6	3.0
Q2-2019	7.0	4.6	3.4
Q3-2019	6.2	4.2	3.6
Q4-2019	3.6	2.9	3.2
Q1-2020	4.4	3.7	3.7
Q2-2020	5.1	5.0	5.2
Q3-2020	**3.7**	**4.7**	**5.6**

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.

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Key Metrics	Historical Sparkbars	Q3-2019	Q3-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		3,244	**4,735**	+ 46.0%	11,674	**11,280**	- 3.4%
Pending Sales		2,258	**3,697**	+ 63.7%	7,118	**7,662**	+ 7.6%
Closed Sales		2,811	**2,847**	+ 1.3%	6,842	**6,254**	- 8.6%
Days on Market		64	**69**	+ 7.8%	73	**77**	+ 5.5%
Median Sales Price		$565,000	**$692,250**	+ 22.5%	$528,000	**$600,000**	+ 13.6%
Average Sales Price		$729,193	**$867,591**	+ 19.0%	$670,800	**$761,646**	+ 13.5%
Pct. of Orig. Price Received		96.4%	**97.6%**	+ 1.2%	95.8%	**96.3%**	+ 0.5%
Housing Affordability Index		57	**49**	- 14.0%	61	**57**	- 6.6%
Inventory of Homes for Sale		4,024	**3,382**	- 16.0%	--	**--**	--
Months Supply of Inventory		5.3	**4.2**	- 20.8%	--	**--**	--