Quarterly Indicators

Putnam 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 8.7 percent to 351.
- Condos Closed Sales were up 28.2 percent to 50.
- Co-ops Closed Sales finished the month at 1.

- Single-Family Median Sales Price increased 9.9 percent to $412,000.
- Condos Median Sales Price decreased 2.5 percent to $248,500.
- Co-ops Median Sales Price ended the month at $75,000.

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

+ 11.0%	- 30.2%	+ 5.4%
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.

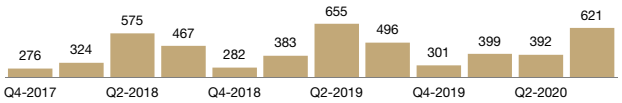
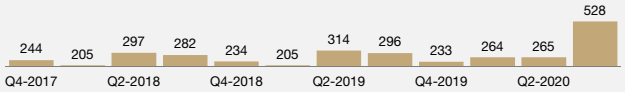
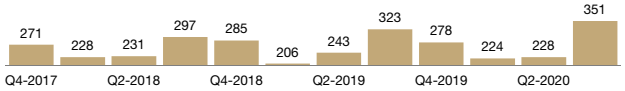
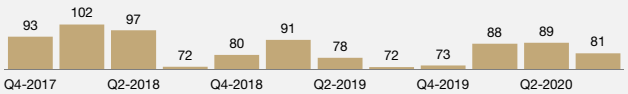
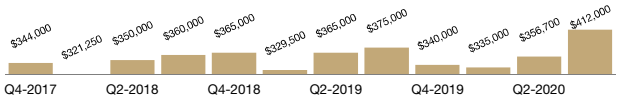
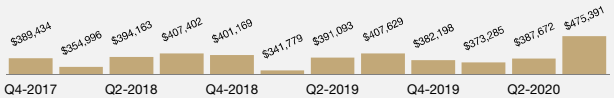
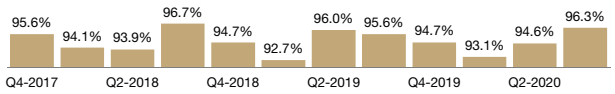
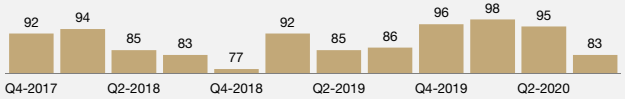
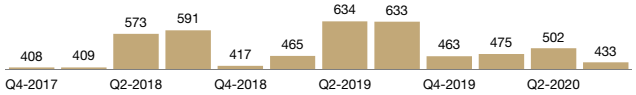
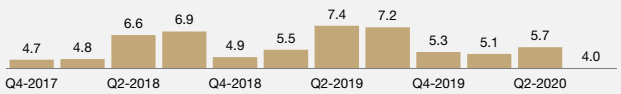
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Data as of October 7, 2020. All data from the Hudson Gateway Association of REALTORS® MLS. Report © 2020 ShowingTime.

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.

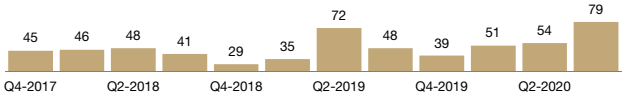
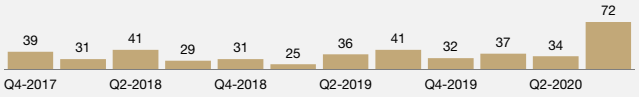
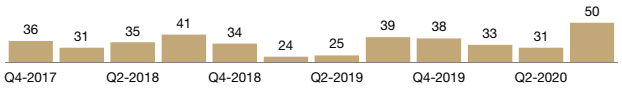
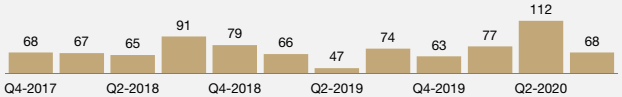
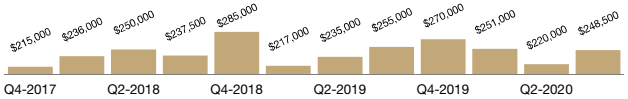
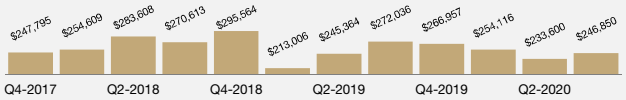
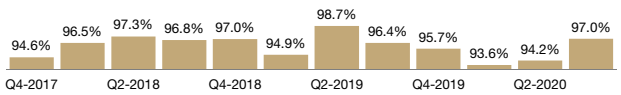
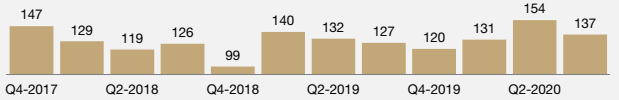
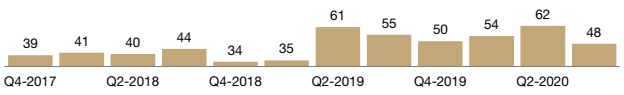
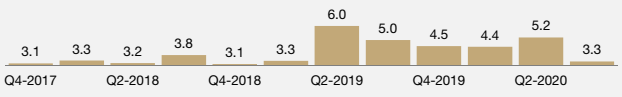
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Putnam County

Key Metrics	Historical Sparkbars	Q3-2019	Q3-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		496	**621**	+ 25.2%	1,534	**1,412**	- 8.0%
Pending Sales		296	**528**	+ 78.4%	815	**1,057**	+ 29.7%
Closed Sales		323	**351**	+ 8.7%	772	**803**	+ 4.0%
Days on Market		72	**81**	+ 12.5%	79	**85**	+ 7.6%
Median Sales Price		$375,000	**$412,000**	+ 9.9%	$360,000	**$370,000**	+ 2.8%
Average Sales Price		$407,629	**$475,391**	+ 16.6%	$384,965	**$422,001**	+ 9.6%
Pct. of Orig. Price Received		95.6%	**96.3%**	+ 0.7%	95.0%	**94.9%**	- 0.1%
Housing Affordability Index		86	**83**	- 3.5%	90	**92**	+ 2.2%
Inventory of Homes for Sale		633	**433**	- 31.6%	--	**--**	--
Months Supply of Inventory		7.2	**4.0**	- 44.4%	--	**--**	--

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.

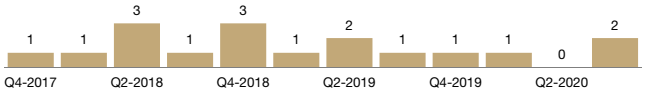
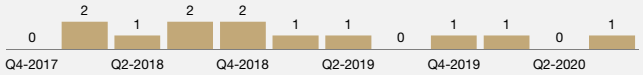
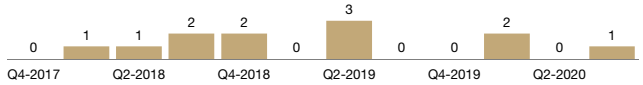
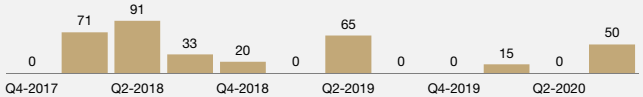
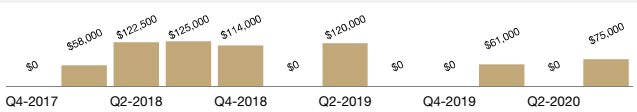
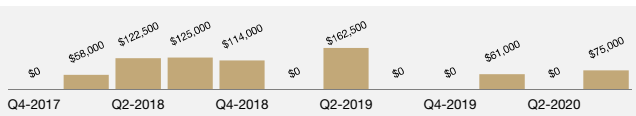
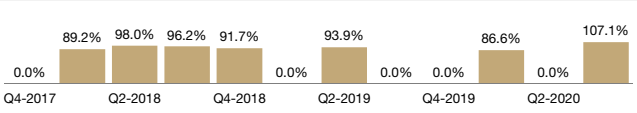
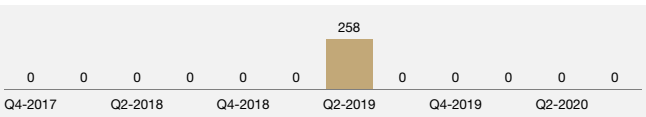
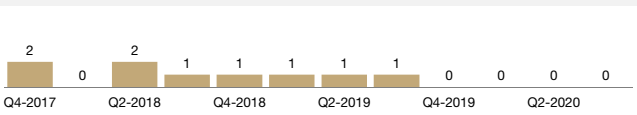
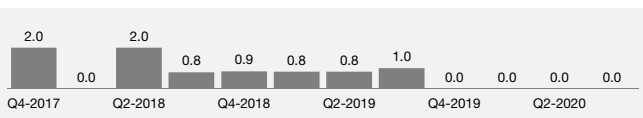
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Putnam County

Key Metrics	Historical Sparkbars	Q3-2019	Q3-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		48	**79**	+ 64.6%	155	**184**	+ 18.7%
Pending Sales		41	**72**	+ 75.6%	102	**143**	+ 40.2%
Closed Sales		39	**50**	+ 28.2%	88	**114**	+ 29.5%
Days on Market		74	**68**	- 8.1%	64	**83**	+ 29.7%
Median Sales Price		$255,000	**$248,500**	- 2.5%	$235,500	**$246,000**	+ 4.5%
Average Sales Price		$272,036	**$246,850**	- 9.3%	$248,360	**$245,350**	- 1.2%
Pct. of Orig. Price Received		96.4%	**97.0%**	+ 0.6%	96.7%	**95.2%**	- 1.6%
Housing Affordability Index		127	**137**	+ 7.9%	138	**139**	+ 0.7%
Inventory of Homes for Sale		55	**48**	- 12.7%	--	**--**	--
Months Supply of Inventory		5.0	**3.3**	- 34.0%	--	**--**	--

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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Putnam County

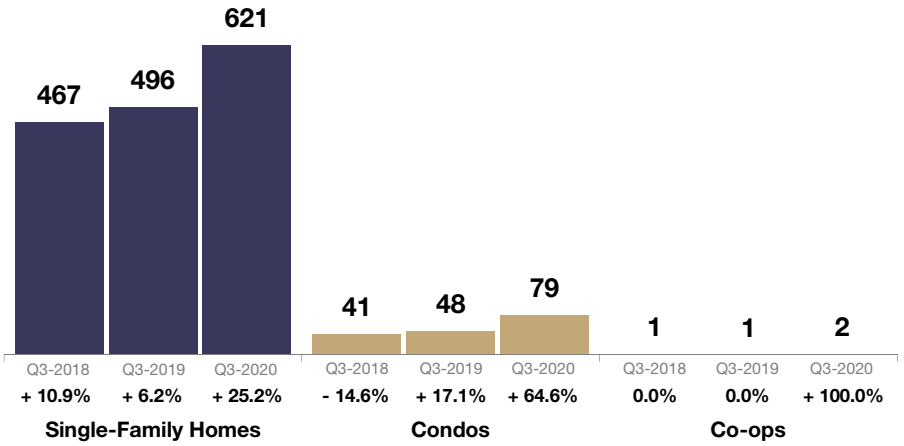
Key Metrics	Historical Sparkbars	Q3-2019	Q3-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		1	**2**	+ 100.0%	4	**3**	- 25.0%
Pending Sales		0	**1**	--	2	**2**	0.0%
Closed Sales		0	**1**	--	3	**3**	0.0%
Days on Market		--	**50**	--	65	**27**	- 58.5%
Median Sales Price		--	**$75,000**	--	$120,000	**$75,000**	- 37.5%
Average Sales Price		--	**$75,000**	--	$162,500	**$65,667**	- 59.6%
Pct. of Orig. Price Received		--	**107.1%**	--	93.9%	**93.5%**	- 0.4%
Housing Affordability Index		--	**--**	--	--	**--**	--
Inventory of Homes for Sale		1	**0**	- 100.0%	--	**--**	--
Months Supply of Inventory		1.0	**--**	--	--	**--**	--

New Listings

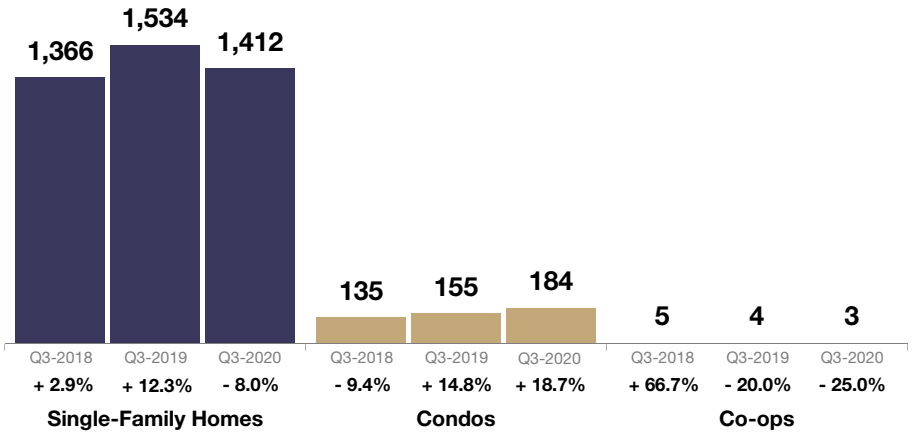
A count of the properties that have been newly listed on the market in a given quarter.

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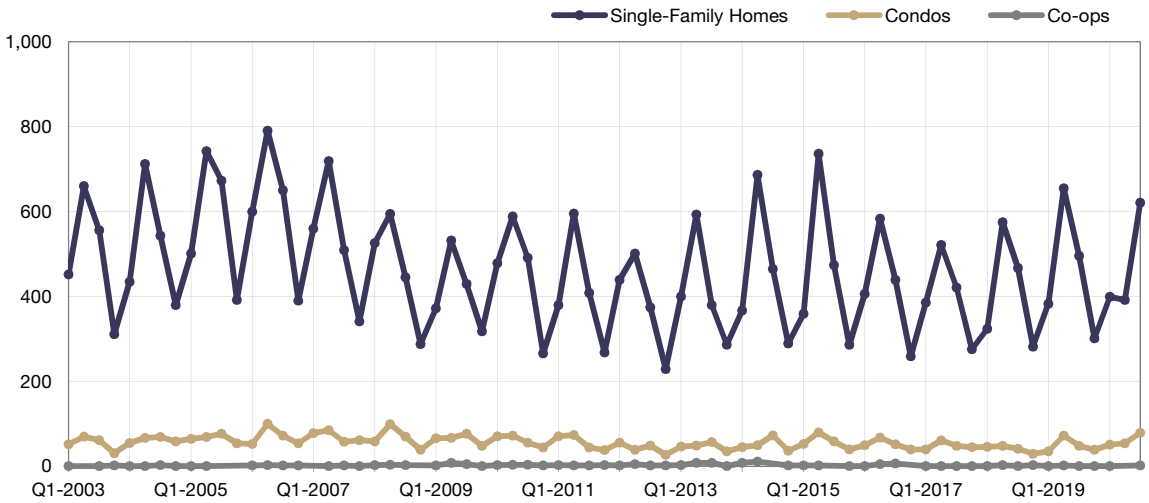
Q3-2020



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.

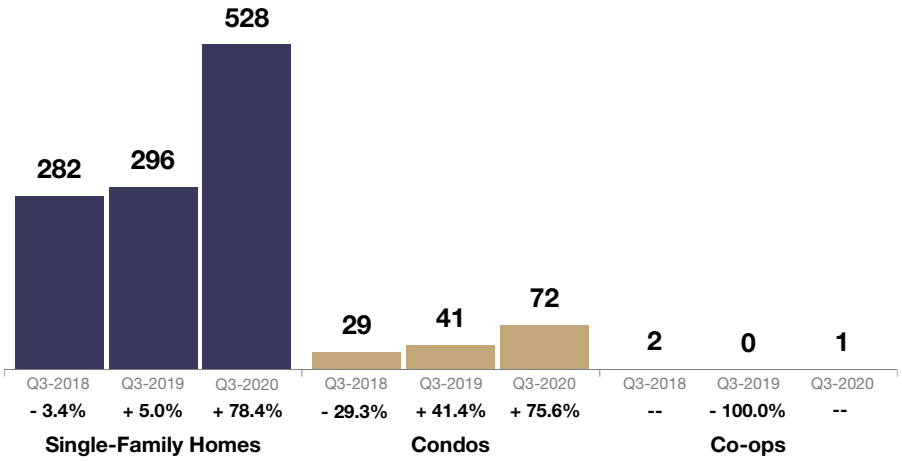
Quarter	Single-Family Homes	Condos	Co-ops
Q4-2017	276	45	1
Q1-2018	324	46	1
Q2-2018	575	48	3
Q3-2018	467	41	1
Q4-2018	282	29	3
Q1-2019	383	35	1
Q2-2019	655	72	2
Q3-2019	496	48	1
Q4-2019	301	39	1
Q1-2020	399	51	1
Q2-2020	392	54	0
Q3-2020	**621**	**79**	**2**

Pending Sales

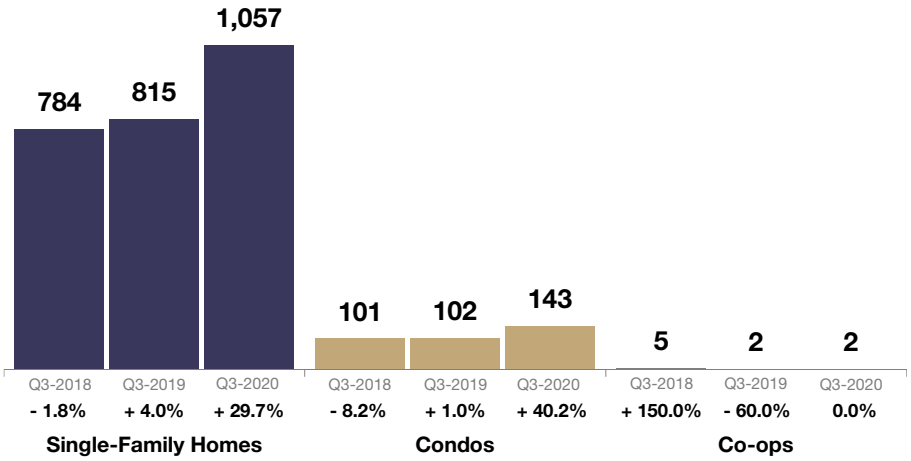
A count of the properties on which offers have been accepted in a given quarter.

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Putnam County

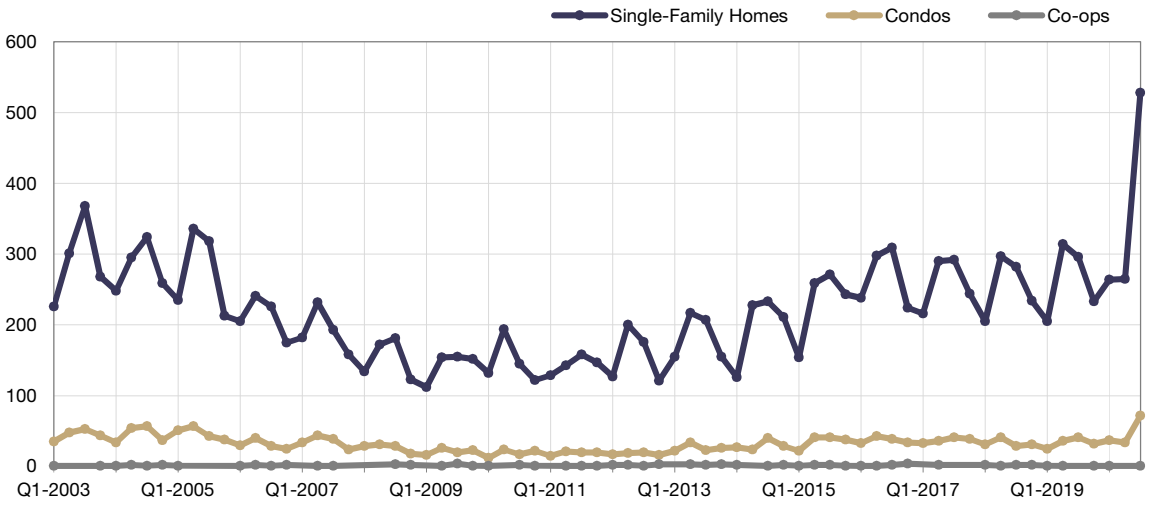
Q3-2020



Year to Date



Historical Pending Sales by Quarter



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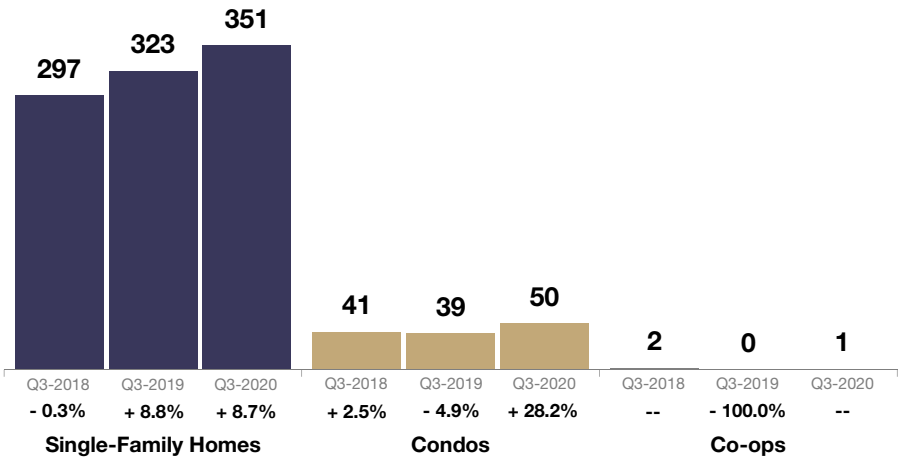
Quarter	Single-Family Homes	Condos	Co-ops
Q4-2017	244	39	0
Q1-2018	205	31	2
Q2-2018	297	41	1
Q3-2018	282	29	2
Q4-2018	234	31	2
Q1-2019	205	25	1
Q2-2019	314	36	1
Q3-2019	296	41	0
Q4-2019	233	32	1
Q1-2020	264	37	1
Q2-2020	265	34	0
Q3-2020	**528**	**72**	**1**

Closed Sales

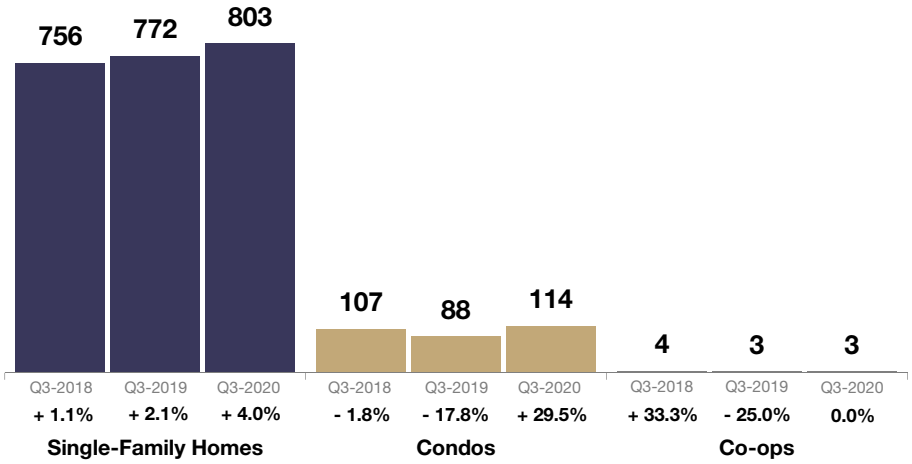
A count of the actual sales that closed in a given quarter.

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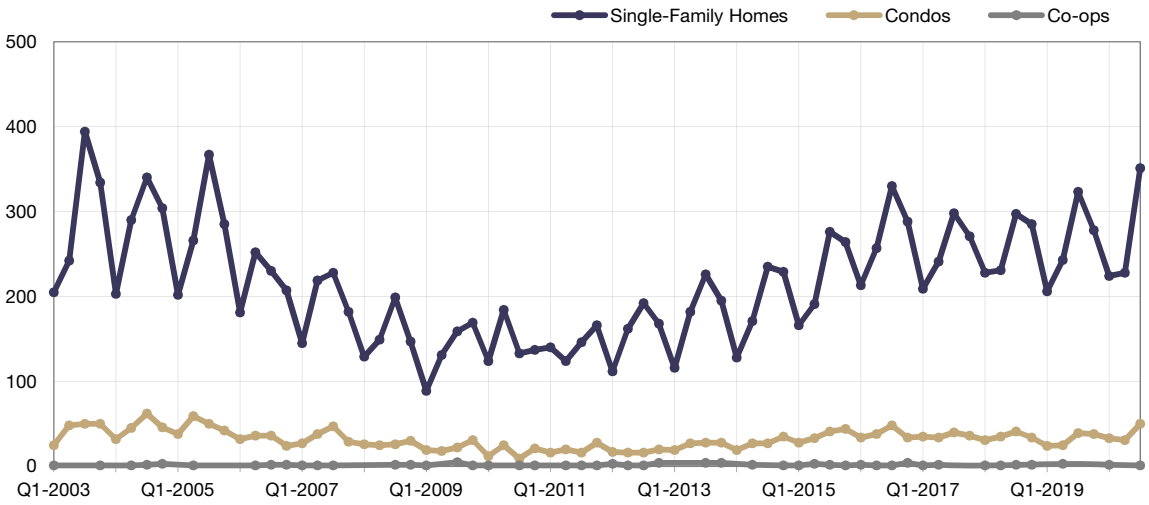
Q3-2020



Year to Date



Historical Closed Sales by Quarter



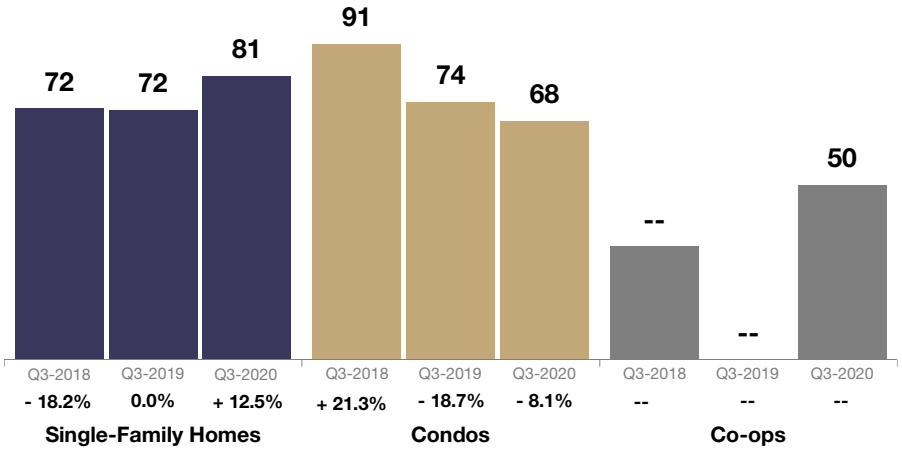
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2017	271	36	0
Q1-2018	228	31	1
Q2-2018	231	35	1
Q3-2018	297	41	2
Q4-2018	285	34	2
Q1-2019	206	24	0
Q2-2019	243	25	3
Q3-2019	323	39	0
Q4-2019	278	38	0
Q1-2020	224	33	2
Q2-2020	228	31	0
Q3-2020	**351**	**50**	**1**

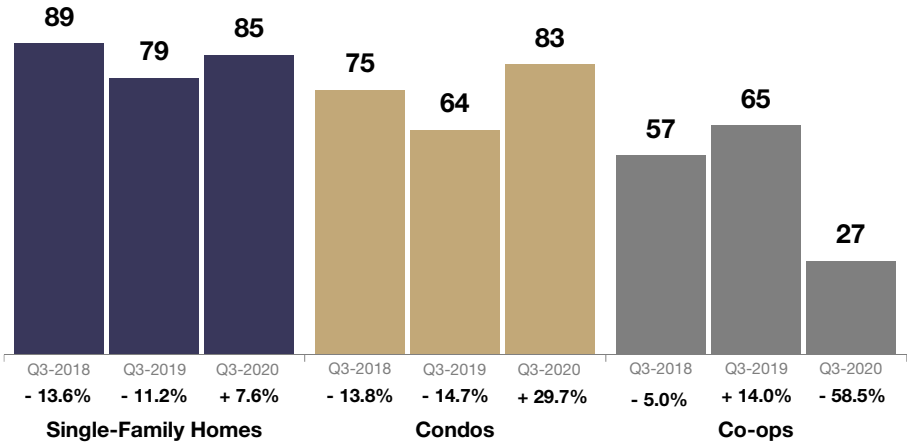
Days on Market Until Sale

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

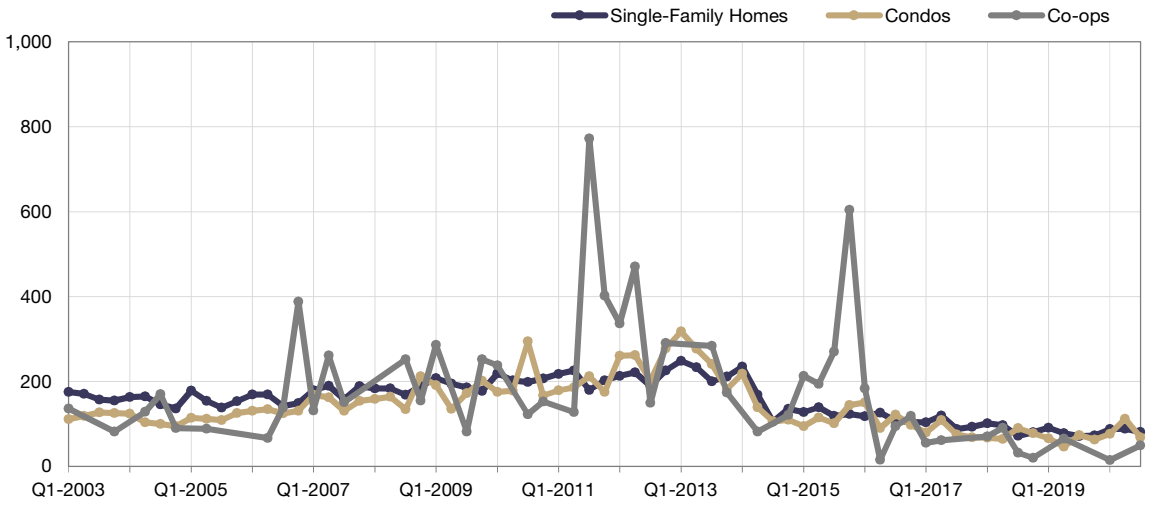
Q3-2020



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.

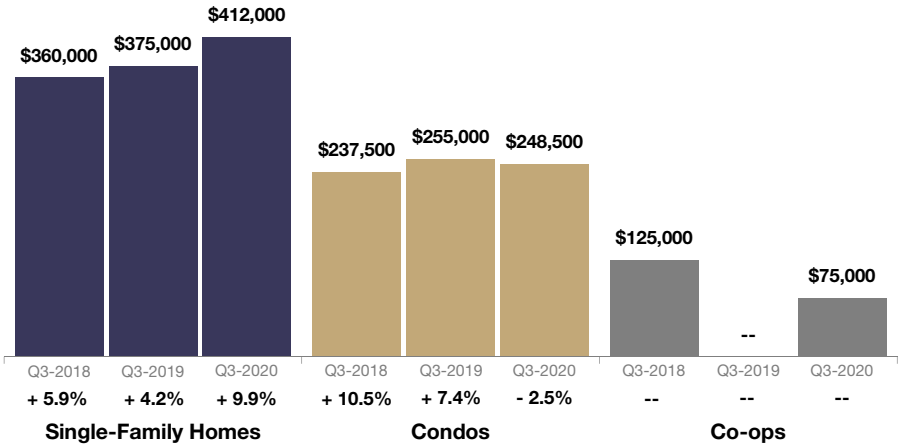
Quarter	Single-Family Homes	Condos	Co-ops
Q4-2017	93	68	--
Q1-2018	102	67	71
Q2-2018	97	65	91
Q3-2018	72	91	33
Q4-2018	80	79	20
Q1-2019	91	66	--
Q2-2019	78	47	65
Q3-2019	72	74	--
Q4-2019	73	63	--
Q1-2020	88	77	15
Q2-2020	89	112	--
Q3-2020	**81**	**68**	**50**

Median Sales Price

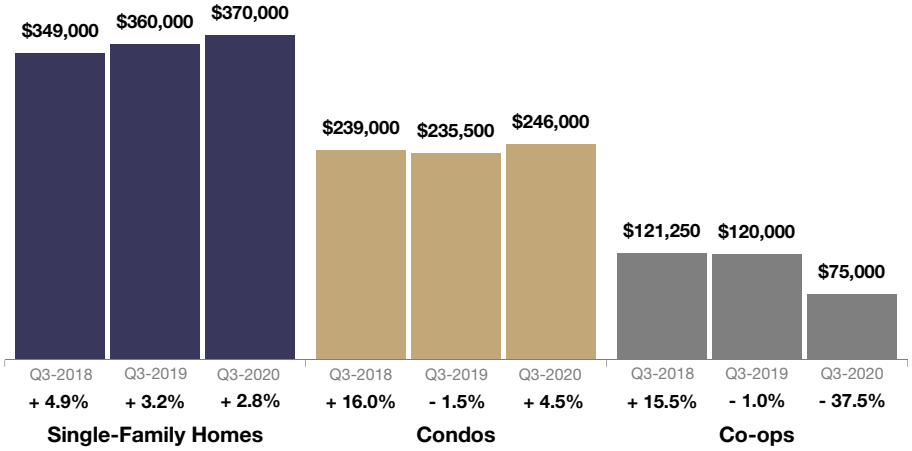
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given quarter.

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Putnam County

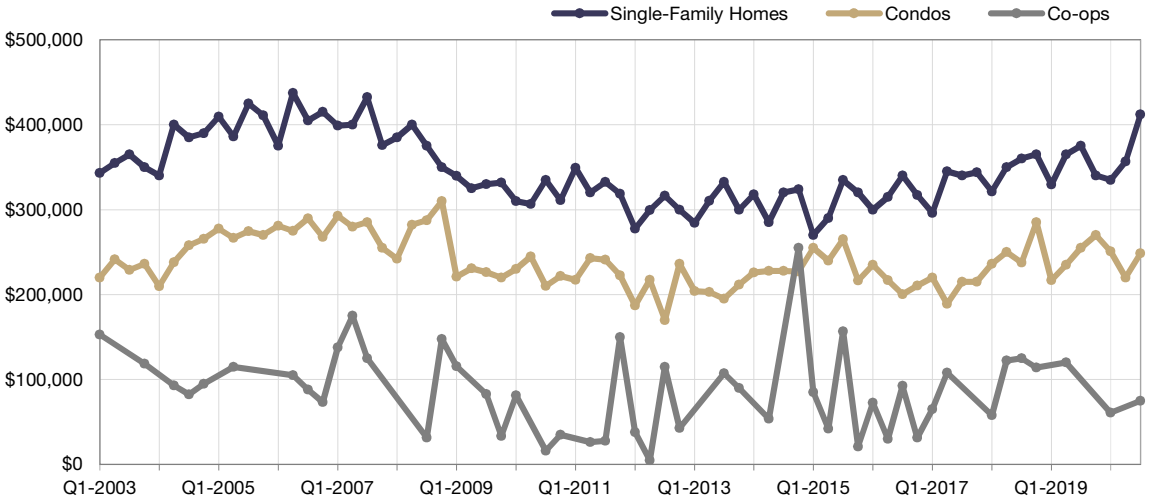
Q3-2020



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.

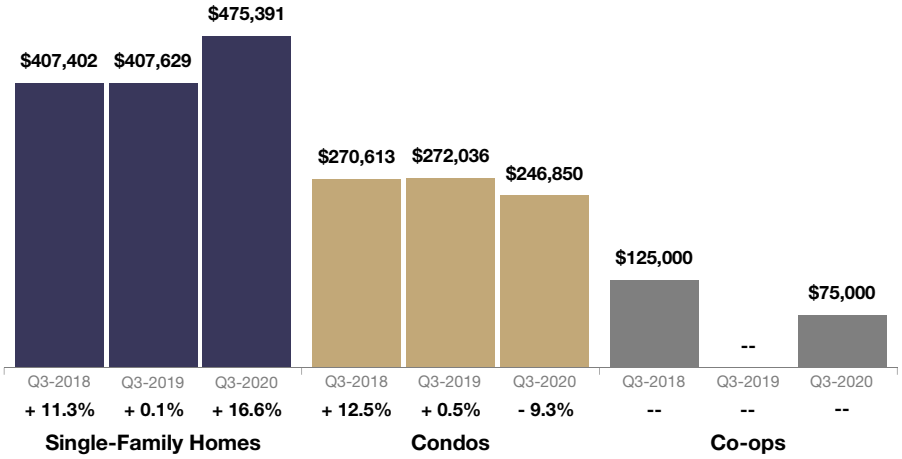
Quarter	Single-Family Homes	Condos	Co-ops
Q4-2017	$344,000	$215,000	--
Q1-2018	$321,250	$236,000	$58,000
Q2-2018	$350,000	$250,000	$122,500
Q3-2018	$360,000	$237,500	$125,000
Q4-2018	$365,000	$285,000	$114,000
Q1-2019	$329,500	$217,000	--
Q2-2019	$365,000	$235,000	$120,000
Q3-2019	$375,000	$255,000	--
Q4-2019	$340,000	$270,000	--
Q1-2020	$335,000	$251,000	$61,000
Q2-2020	$356,700	$220,000	--
Q3-2020	**$412,000**	**$248,500**	**$75,000**

Average Sales Price

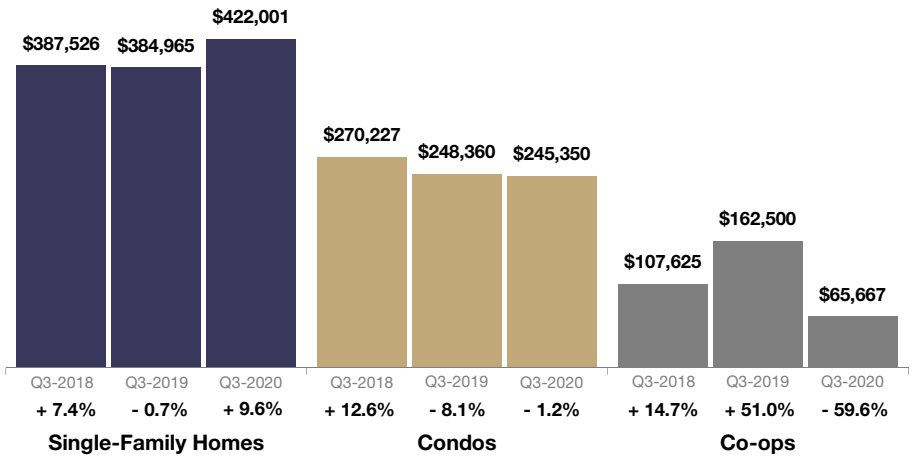
Average sales price for all closed sales, not accounting for seller concessions, in a given month.

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Putnam County

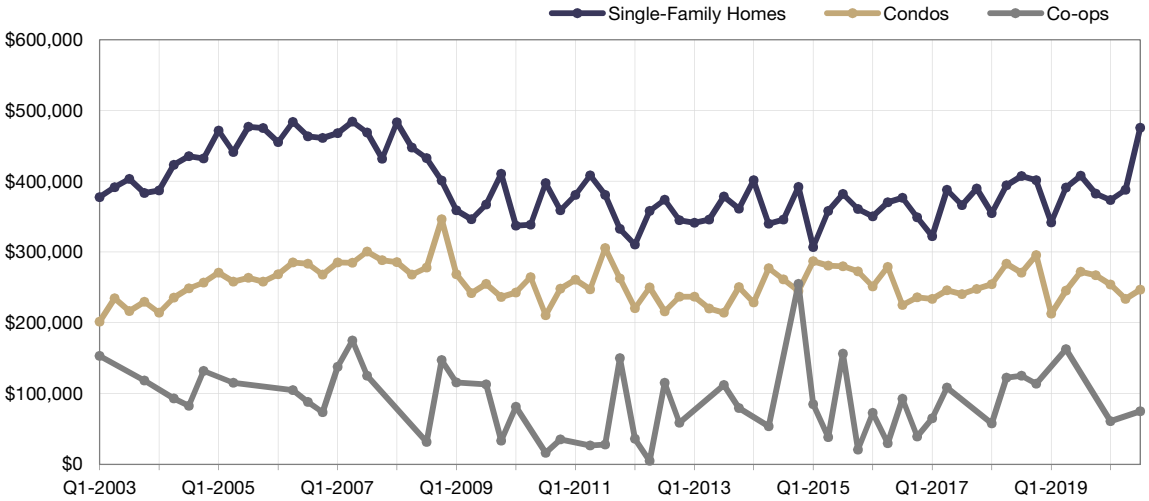
Q3-2020



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.

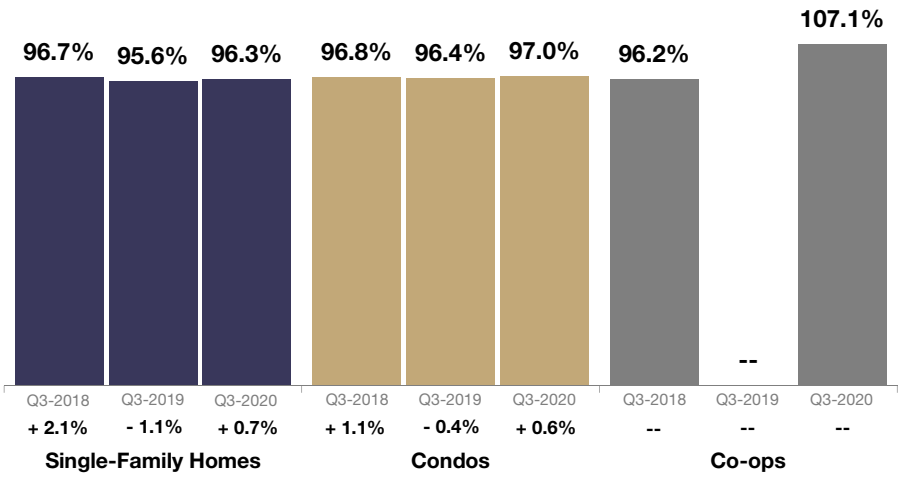
Quarter	Single-Family Homes	Condos	Co-ops
Q4-2017	$389,434	$247,795	--
Q1-2018	$354,996	$254,609	$58,000
Q2-2018	$394,163	$283,608	$122,500
Q3-2018	$407,402	$270,613	$125,000
Q4-2018	$401,169	$295,564	$114,000
Q1-2019	$341,779	$213,006	--
Q2-2019	$391,093	$245,364	$162,500
Q3-2019	$407,629	$272,036	--
Q4-2019	$382,198	$266,957	--
Q1-2020	$373,285	$254,116	$61,000
Q2-2020	$387,672	$233,600	--
Q3-2020	**$475,391**	**$246,850**	**$75,000**

Percent of Original List Price Received

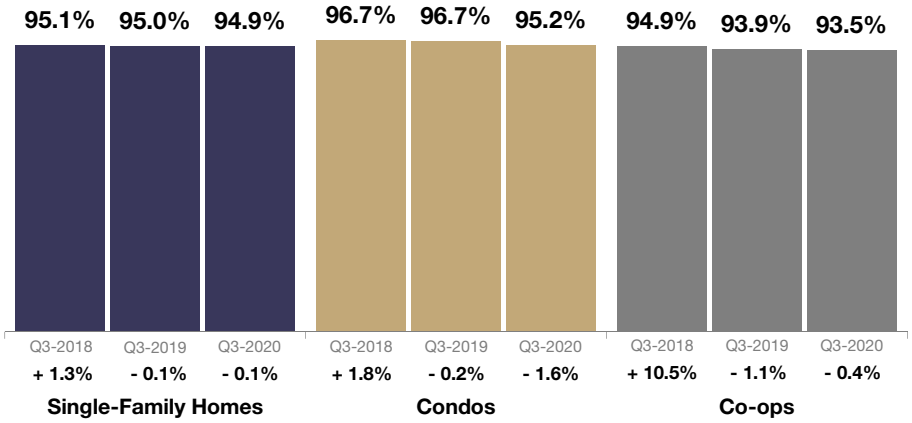
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

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Putnam County

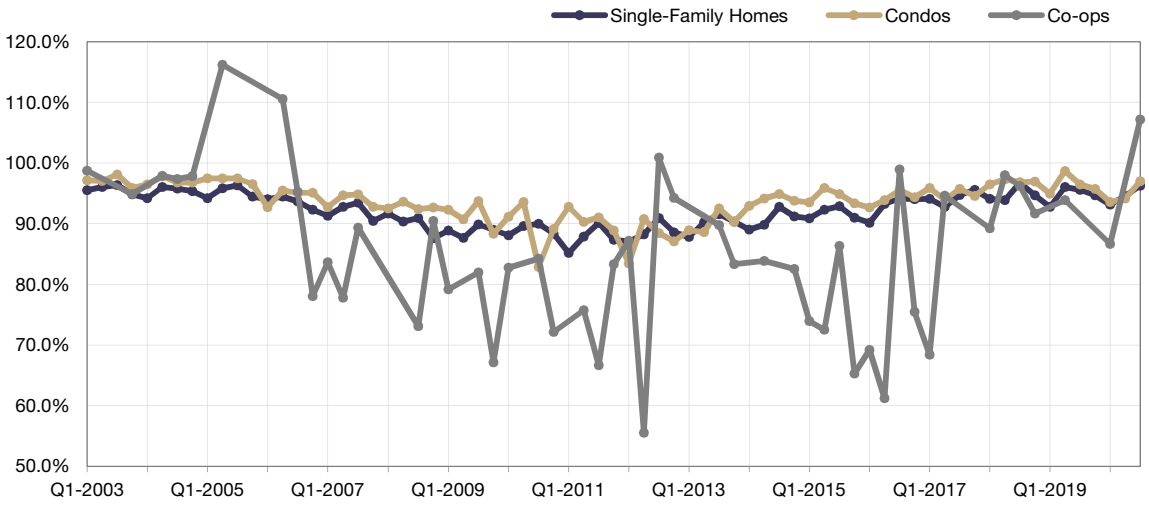
Q3-2020



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.

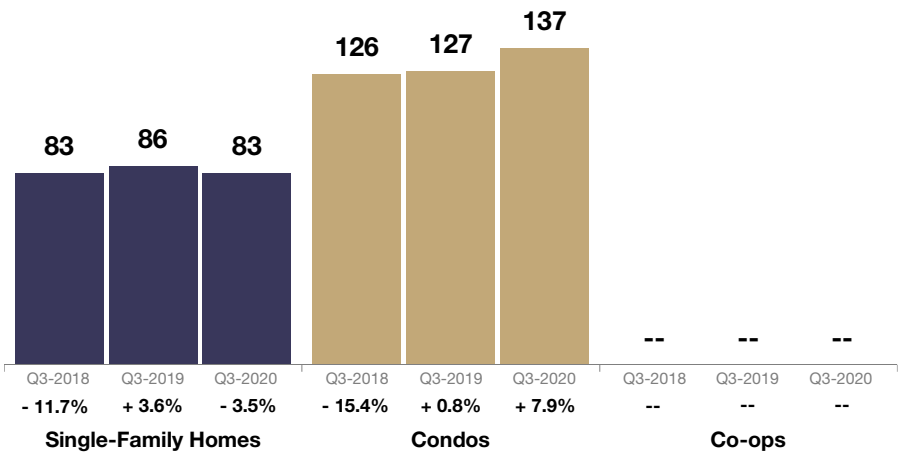
Quarter	Single-Family Homes	Condos	Co-ops
Q4-2017	95.6%	94.6%	--
Q1-2018	94.1%	96.5%	89.2%
Q2-2018	93.9%	97.3%	98.0%
Q3-2018	96.7%	96.8%	96.2%
Q4-2018	94.7%	97.0%	91.7%
Q1-2019	92.7%	94.9%	--
Q2-2019	96.0%	98.7%	93.9%
Q3-2019	95.6%	96.4%	--
Q4-2019	94.7%	95.7%	--
Q1-2020	93.1%	93.6%	86.6%
Q2-2020	94.6%	94.2%	--
Q3-2020	**96.3%**	**97.0%**	**107.1%**

Housing Affordability Index

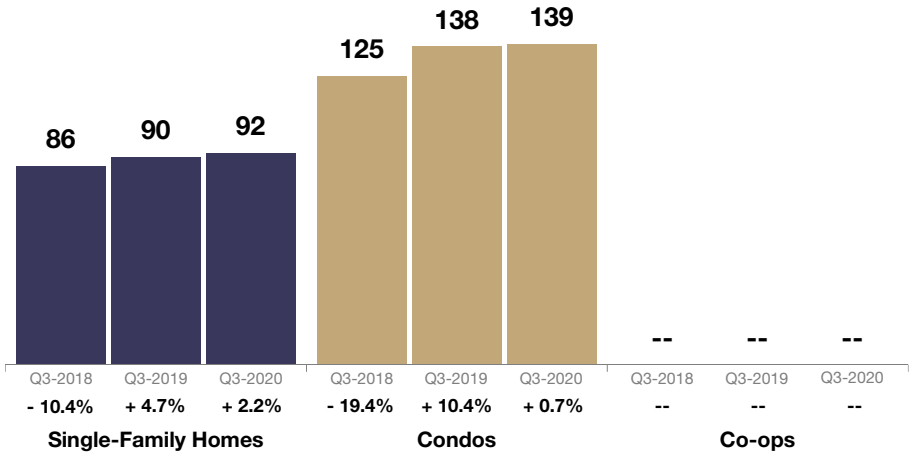
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

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Putnam County

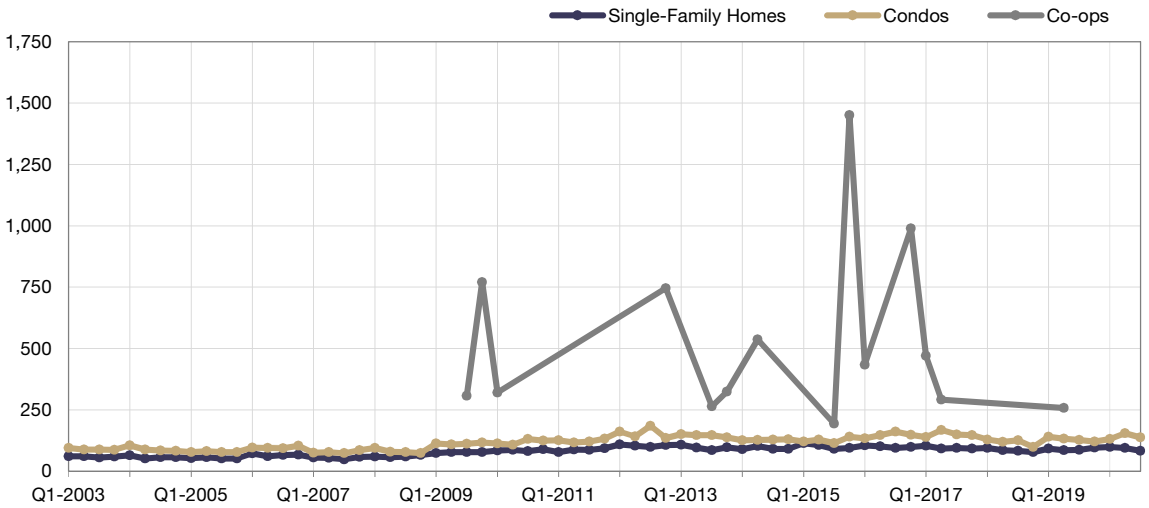
Q3-2020



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.

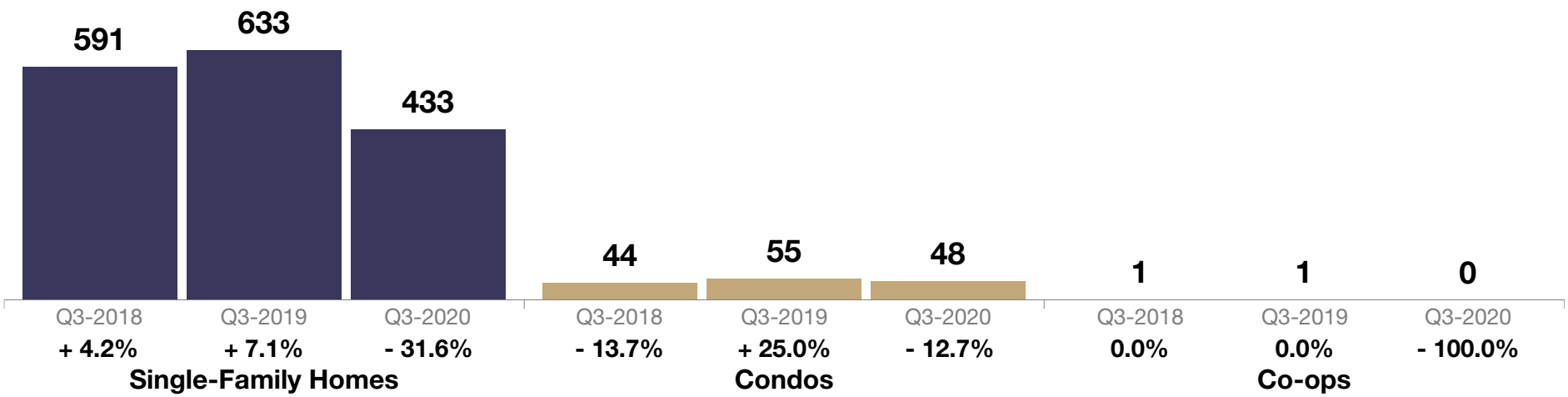
Quarter	Single-Family Homes	Condos	Co-ops
Q4-2017	92	147	--
Q1-2018	94	129	--
Q2-2018	85	119	--
Q3-2018	83	126	--
Q4-2018	77	99	--
Q1-2019	92	140	--
Q2-2019	85	132	258
Q3-2019	86	127	--
Q4-2019	96	120	--
Q1-2020	98	131	--
Q2-2020	95	154	--
Q3-2020	**83**	**137**	**--**

Inventory of Homes for Sale

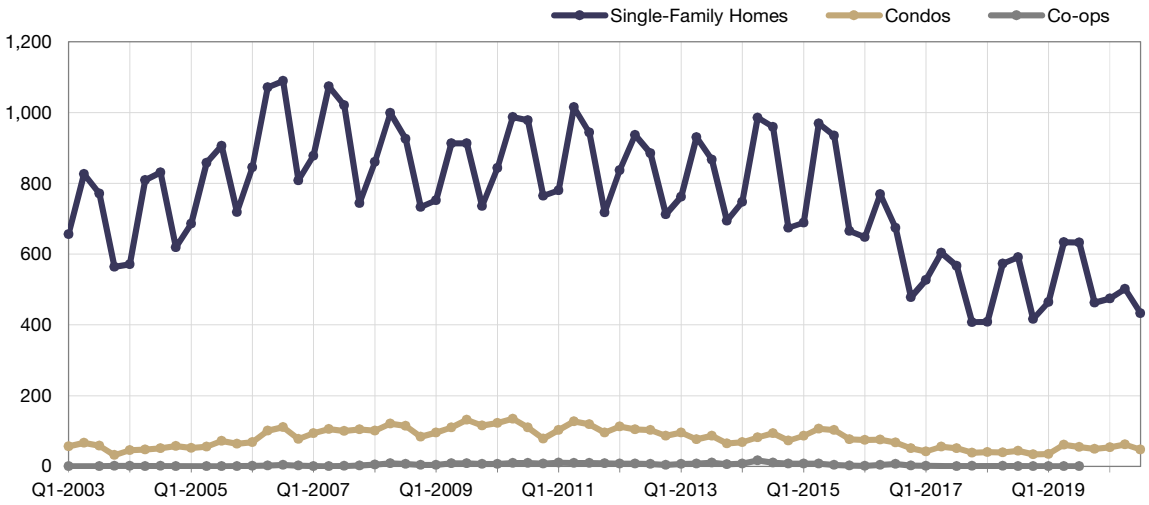
The number of properties available for sale in active status at the end of a given quarter.

OneKey™ MLS Putnam County

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.

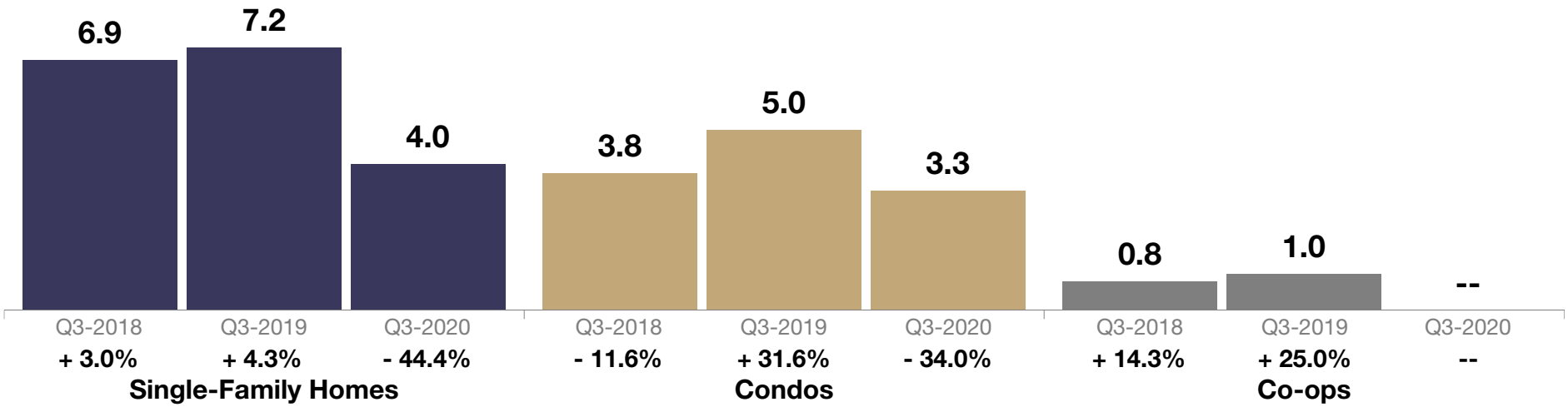
Quarter	Single-Family Homes	Condos	Co-ops
Q4-2017	408	39	2
Q1-2018	409	41	0
Q2-2018	573	40	2
Q3-2018	591	44	1
Q4-2018	417	34	1
Q1-2019	465	35	1
Q2-2019	634	61	1
Q3-2019	633	55	1
Q4-2019	463	50	0
Q1-2020	475	54	0
Q2-2020	502	62	0
Q3-2020	**433**	**48**	**0**

Months Supply of Inventory

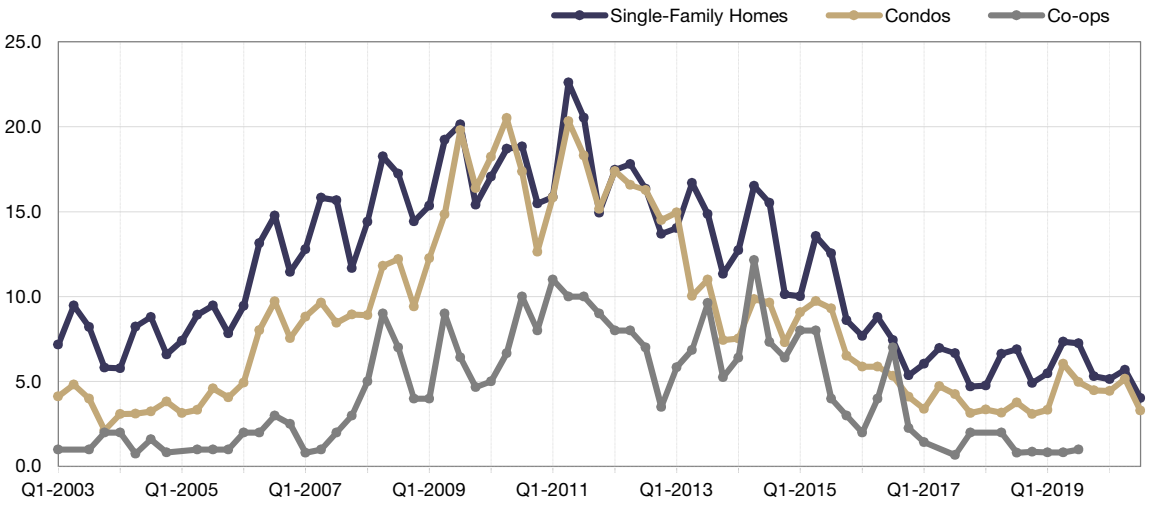
The inventory of homes for sale at the end of a given quarter, divided by the average monthly pending sales from the last 4 quarters.

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Putnam County

Q3-2020



Historical Months Supply of Inventory by Quarter



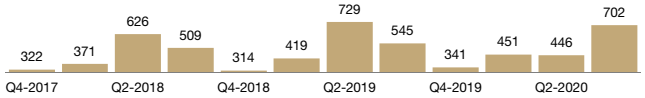
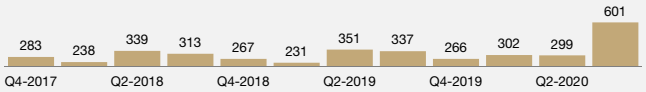
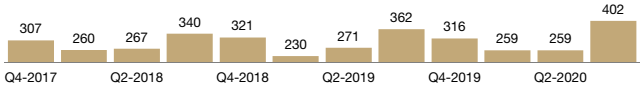
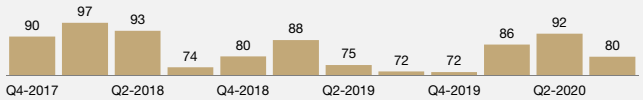
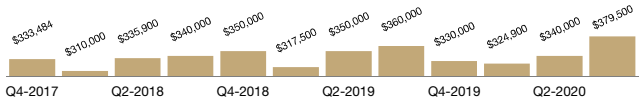
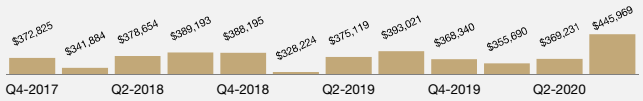
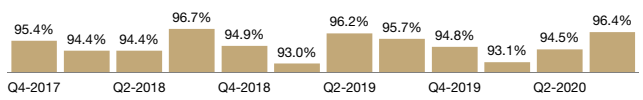
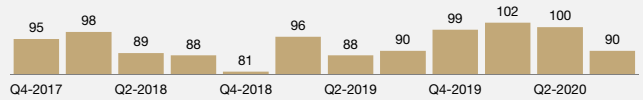
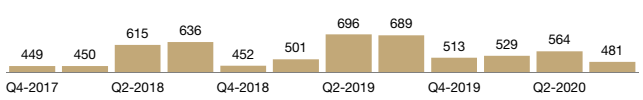
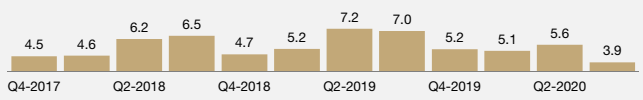
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2017	4.7	3.1	2.0
Q1-2018	4.8	3.3	--
Q2-2018	6.6	3.2	2.0
Q3-2018	6.9	3.8	0.8
Q4-2018	4.9	3.1	0.9
Q1-2019	5.5	3.3	0.8
Q2-2019	7.4	6.0	0.8
Q3-2019	7.2	5.0	1.0
Q4-2019	5.3	4.5	--
Q1-2020	5.1	4.4	--
Q2-2020	5.7	5.2	--
Q3-2020	**4.0**	**3.3**	**--**

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.

One Key™ MLS
Putnam County

Key Metrics	Historical Sparkbars	Q3-2019	Q3-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		545	**702**	+ 28.8%	1,693	**1,599**	- 5.6%
Pending Sales		337	**601**	+ 78.3%	919	**1,202**	+ 30.8%
Closed Sales		362	**402**	+ 11.0%	863	**920**	+ 6.6%
Days on Market		72	**80**	+ 11.1%	77	**85**	+ 10.4%
Median Sales Price		$360,000	**$379,500**	+ 5.4%	$348,000	**$347,500**	- 0.1%
Average Sales Price		$393,021	**$445,969**	+ 13.5%	$370,228	**$398,950**	+ 7.8%
Pct. of Orig. Price Received		95.7%	**96.4%**	+ 0.7%	95.1%	**94.9%**	- 0.2%
Housing Affordability Index		90	**90**	0.0%	93	**98**	+ 5.4%
Inventory of Homes for Sale		689	**481**	- 30.2%	--	**--**	--
Months Supply of Inventory		7.0	**3.9**	- 44.3%	--	**--**	--