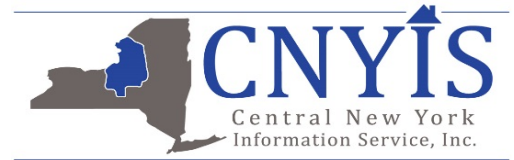


# Weekly Market Activity Report



## For Week Ending September 4, 2021

Data current as of September 13, 2021

Mortgage rates remained below 3% for the eighth week in a row, with Freddie Mac reporting the 30-year fixed-rate mortgage averaged 2.87% for the week ending September 2nd. Despite persistent low rates, total mortgage applications fell 1.9% compared to the previous week, according to the Mortgage Banker's Association, with both purchase and refinance applications moderating, as a rise in new COVID-19 cases tempered economic momentum.

### SINGLE FAMILY

For the week ending September 4:

- New Listings decreased 15.8% to 176
- Pending Sales decreased 46.1% to 96
- Inventory increased 17.4% to 1,261

For the month of August:

- Median Sales Price increased 8.4% to \$189,750
- Days on Market decreased 61.3% to 12
- Percent of List Price Received increased 3.7% to 104.5%
- Months Supply increased 15.8% to 2.2

### CONDO AND TOWNHOUSE

For the week ending September 4:

- New Listings decreased 20.0% to 8
- Pending Sales decreased 66.7% to 3
- Inventory decreased 32.2% to 40

For the month of August:

- Median Sales Price decreased 7.7% to \$155,500
- Days on Market decreased 74.1% to 7
- Percent of List Price Received increased 5.3% to 105.1%
- Months Supply decreased 43.5% to 1.3

## Quick Facts

**- 20.0%**

Year-Over-Year Change  
New Listings

**- 49.7%**

Year-Over-Year Change  
Pending Sales

**+ 16.9%**

Year-Over-Year Change  
Homes for Sale

Residential activity in Cayuga, Madison, Oneida, Onondaga, Oswego and Seneca counties composed of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

### Metrics by Week

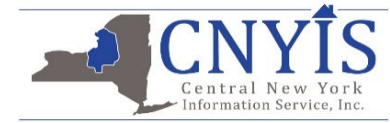
New Listings	2
Pending Sales	3
Inventory of Homes for Sale	4

### Metrics by Month

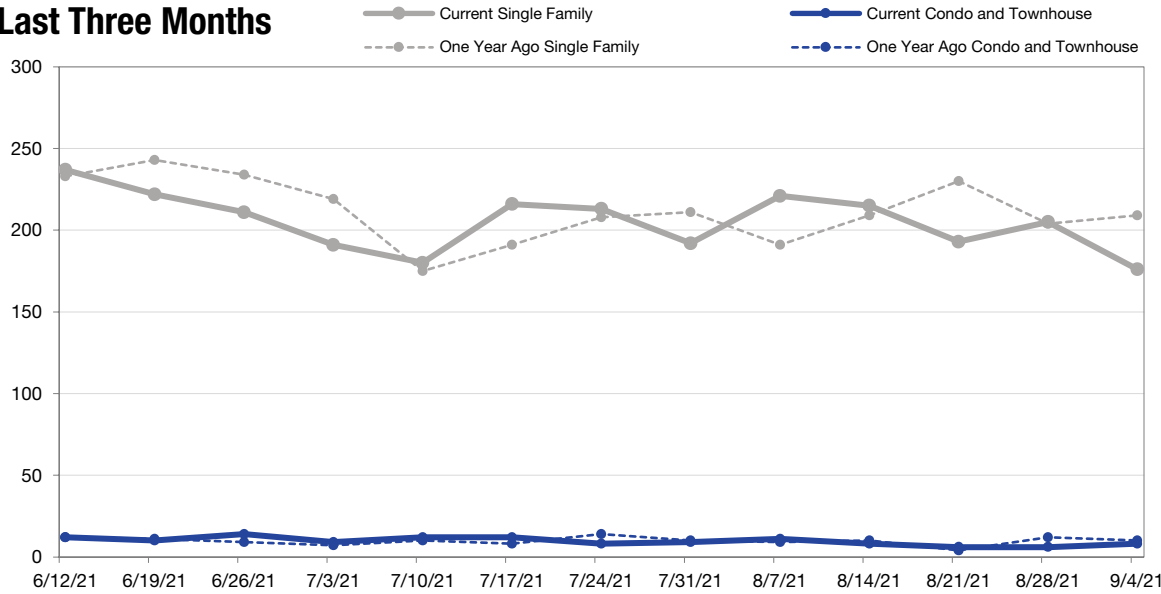
Days on Market Until Sale	5
Median Sales Price	6
Percent of List Price Received	7
Months Supply of Inventory	8

# New Listings

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

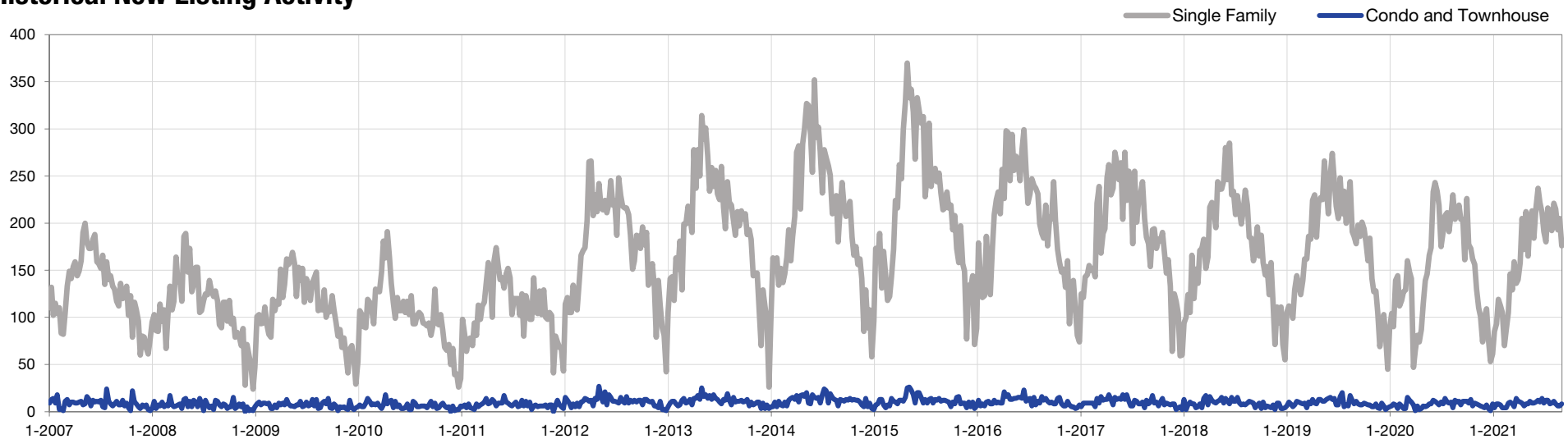


## Last Three Months



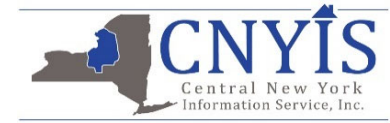
Data for the Week Ending...	Single Family	Year-Over-Year Change	Condo and Townhouse	Year-Over-Year Change
6/12/2021	237	+ 1.7%	12	0.0%
6/19/2021	222	- 8.6%	10	- 9.1%
6/26/2021	211	- 9.8%	14	+ 55.6%
7/3/2021	191	- 12.8%	9	+ 28.6%
7/10/2021	180	+ 2.9%	12	+ 20.0%
7/17/2021	216	+ 13.1%	12	+ 50.0%
7/24/2021	213	+ 2.4%	8	- 42.9%
7/31/2021	192	- 9.0%	9	- 10.0%
8/7/2021	221	+ 15.7%	11	+ 22.2%
8/14/2021	215	+ 2.9%	8	- 20.0%
8/21/2021	193	- 16.1%	6	+ 50.0%
8/28/2021	205	+ 0.5%	6	- 50.0%
9/4/2021	176	- 15.8%	8	- 20.0%
<b>3-Month Avg.</b>	<b>206</b>	<b>- 3.1%</b>	<b>10</b>	<b>- 0.8%</b>

## Historical New Listing Activity

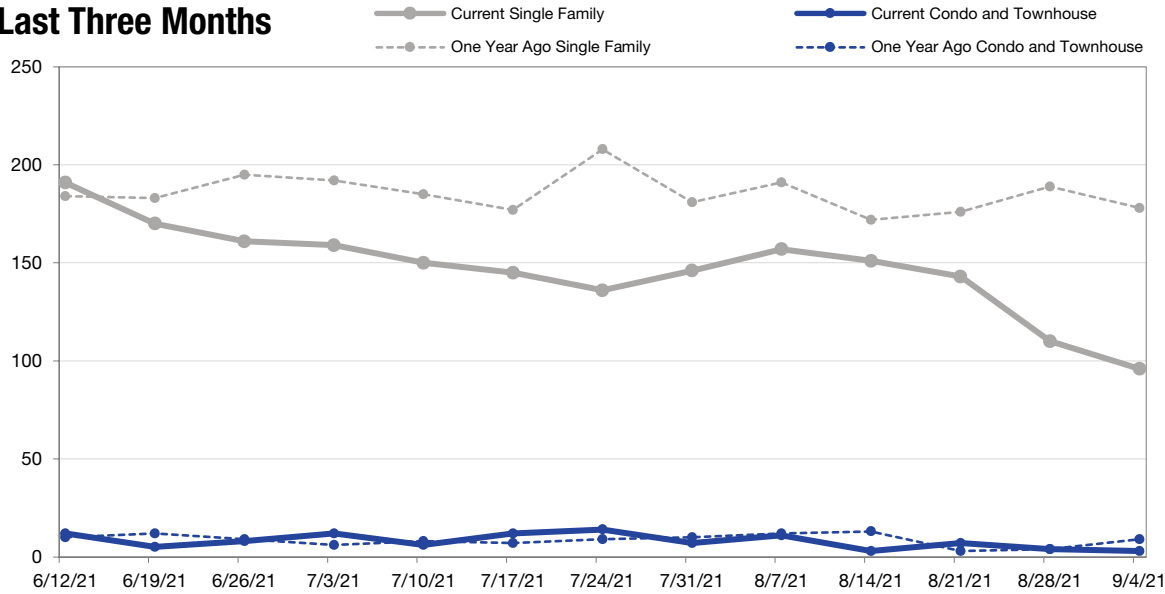


# Pending Sales

A count of the properties in either a contingent or pending status in a given week.

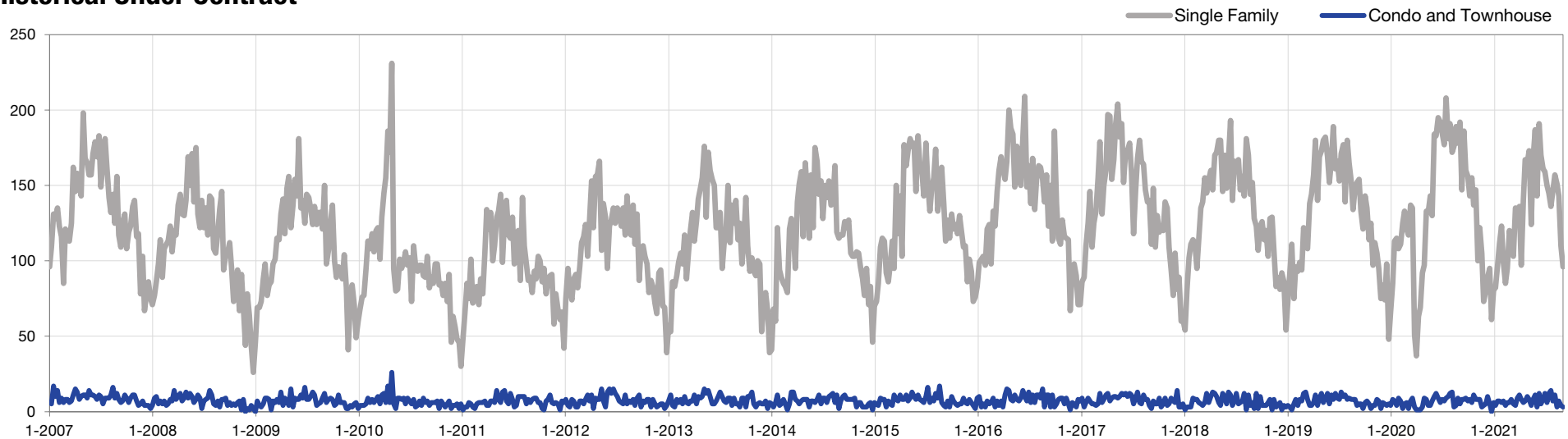


## Last Three Months



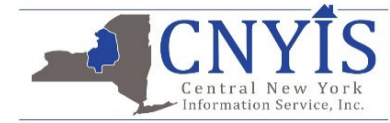
Data for the Week Ending...	Single Family	Year-Over-Year Change	Condo and Townhouse	Year-Over-Year Change
6/12/2021	191	+ 3.8%	12	+ 20.0%
6/19/2021	170	- 7.1%	5	- 58.3%
6/26/2021	161	- 17.4%	8	- 11.1%
7/3/2021	159	- 17.2%	12	+ 100.0%
7/10/2021	150	- 18.9%	6	- 25.0%
7/17/2021	145	- 18.1%	12	+ 71.4%
7/24/2021	136	- 34.6%	14	+ 55.6%
7/31/2021	146	- 19.3%	7	- 30.0%
8/7/2021	157	- 17.8%	11	- 8.3%
8/14/2021	151	- 12.2%	3	- 76.9%
8/21/2021	143	- 18.8%	7	+ 133.3%
8/28/2021	110	- 41.8%	4	0.0%
9/4/2021	96	- 46.1%	3	- 66.7%
<b>3-Month Avg.</b>	<b>147</b>	<b>- 20.6%</b>	<b>8</b>	<b>- 7.1%</b>

## Historical Under Contract

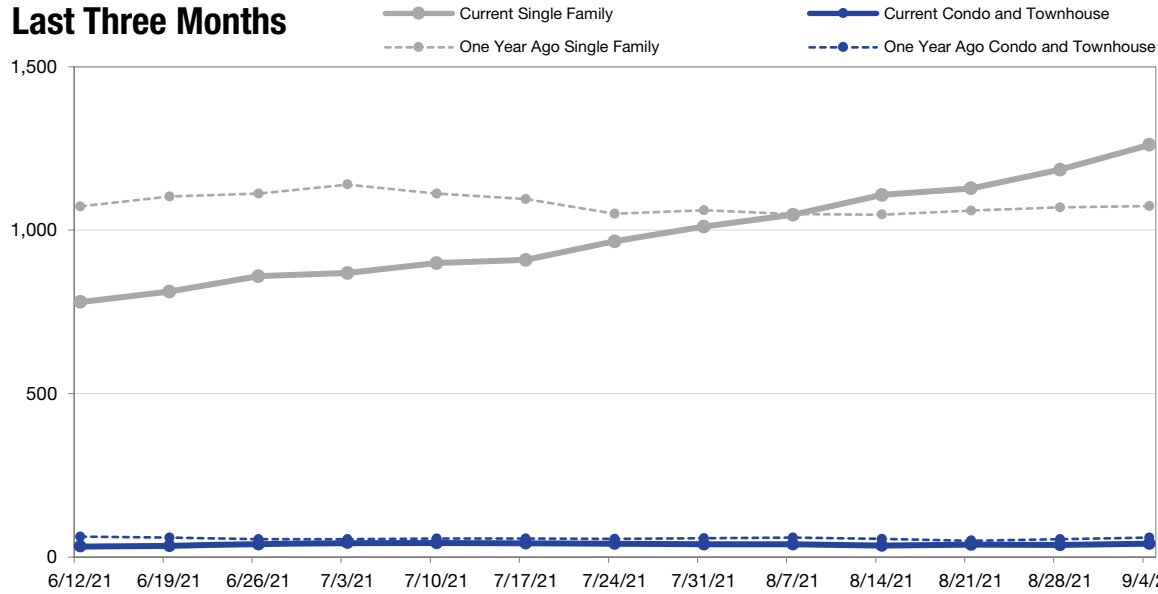


# Inventory of Homes for Sale

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

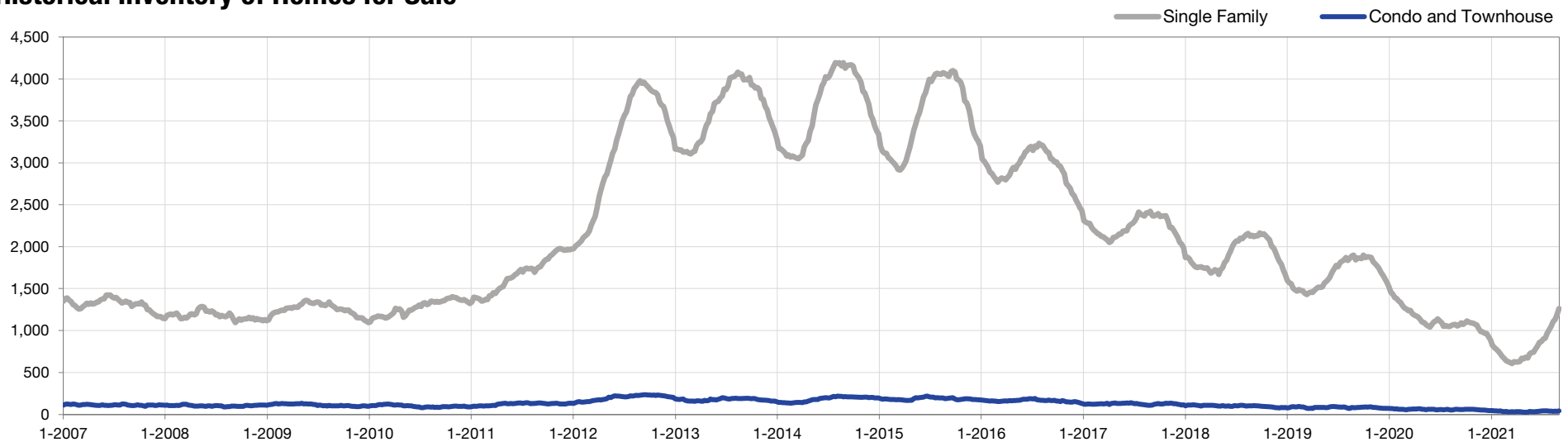


## Last Three Months



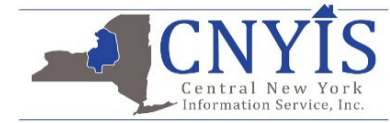
Data for the Week Ending...	Single Family	Year-Over-Year Change	Condo and Townhouse	Year-Over-Year Change
6/12/2021	780	- 27.3%	32	- 48.4%
6/19/2021	812	- 26.4%	33	- 44.1%
6/26/2021	859	- 22.8%	38	- 29.6%
7/3/2021	869	- 23.8%	43	- 20.4%
7/10/2021	899	- 19.2%	42	- 25.0%
7/17/2021	909	- 17.0%	41	- 26.8%
7/24/2021	966	- 8.0%	40	- 27.3%
7/31/2021	1,011	- 4.7%	38	- 33.3%
8/7/2021	1,047	- 0.2%	38	- 35.6%
8/14/2021	1,108	+ 5.7%	34	- 38.2%
8/21/2021	1,128	+ 6.4%	37	- 26.0%
8/28/2021	1,185	+ 10.7%	36	- 33.3%
9/4/2021	1,261	+ 17.4%	40	- 32.2%
<b>3-Month Avg.</b>	<b>987</b>	<b>- 8.6%</b>	<b>38</b>	<b>- 32.6%</b>

## Historical Inventory of Homes for Sale

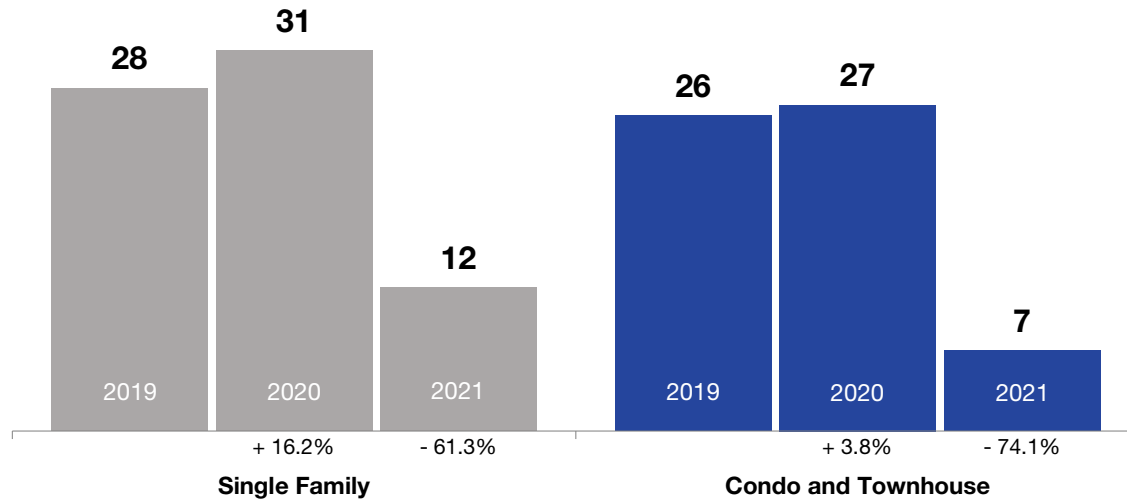


# Days on Market Until Sale

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

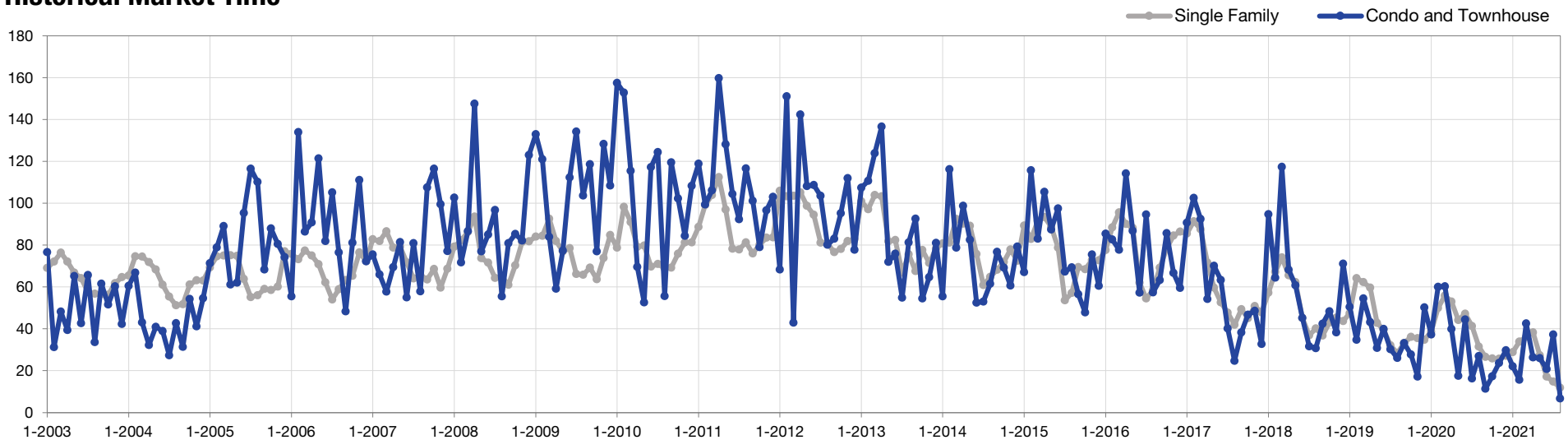


## August



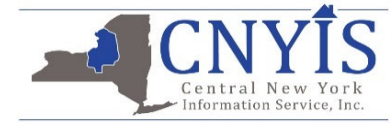
Data for the month of...	Single Family	Year-Over-Year Change	Condo and Townhouse	Year-Over-Year Change
Sep-2020	27	- 18.2%	11	- 66.7%
Oct-2020	26	- 27.8%	17	- 39.3%
Nov-2020	26	- 27.8%	24	+ 41.2%
Dec-2020	27	- 22.9%	30	- 40.0%
Jan-2021	29	- 25.6%	22	- 40.5%
Feb-2021	34	- 32.0%	16	- 73.3%
Mar-2021	36	- 35.7%	43	- 28.3%
Apr-2021	38	- 28.3%	26	- 35.0%
May-2021	27	- 38.6%	26	+ 52.9%
Jun-2021	17	- 63.8%	21	- 52.3%
Jul-2021	15	- 63.4%	37	+ 131.3%
Aug-2021	12	- 61.3%	7	- 74.1%
<b>Average</b>	<b>25</b>	<b>- 37.6%</b>	<b>23</b>	<b>- 33.7%</b>

## Historical Market Time

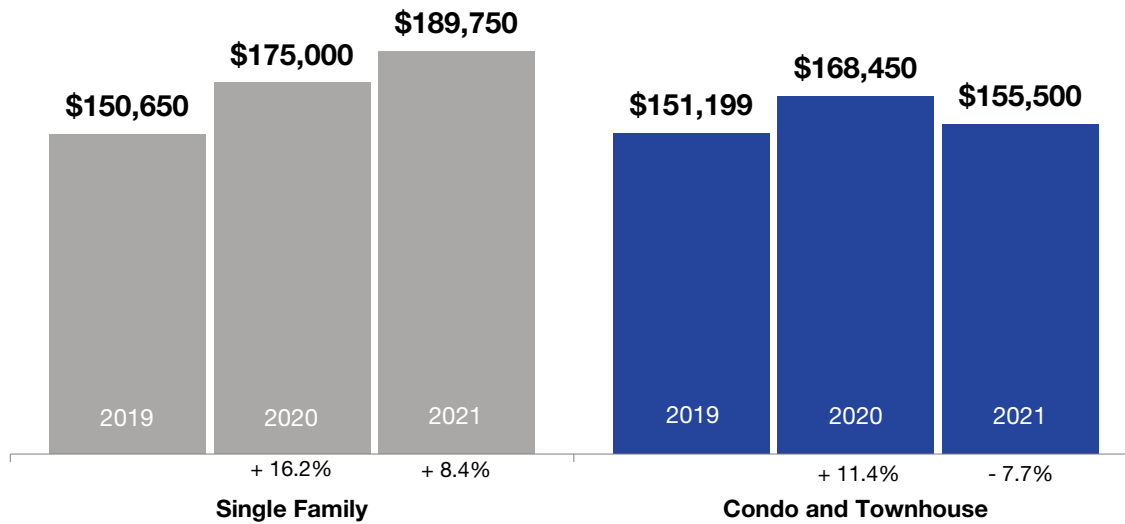


# Median Sales Price

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

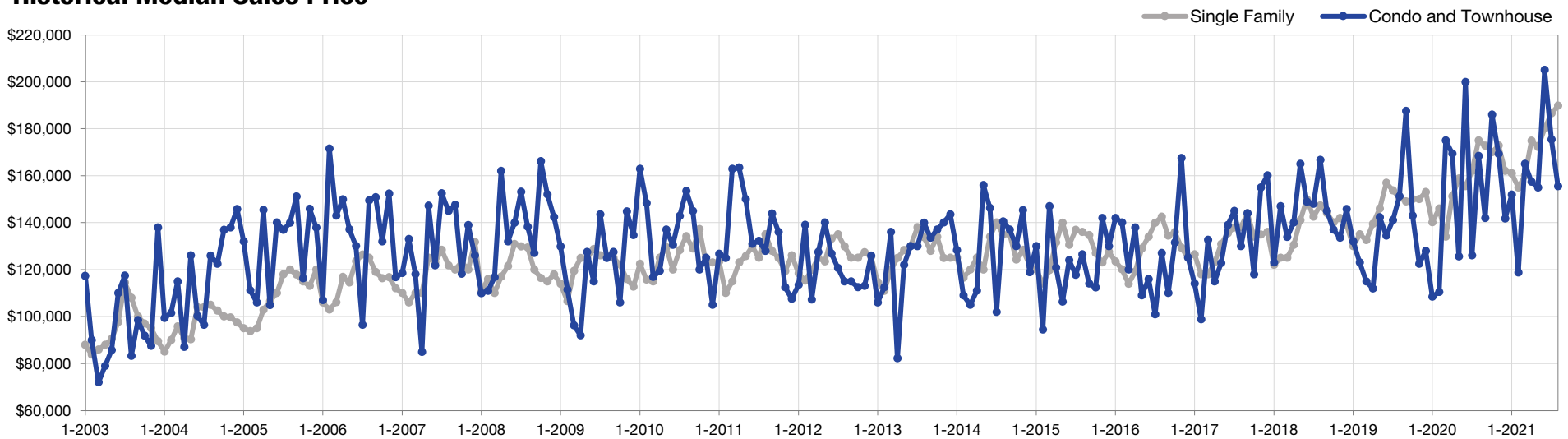


## August



Data for the month of...	Single Family	Year-Over-Year Change	Condo and Townhouse	Year-Over-Year Change
Sep-2020	\$172,750	+ 15.9%	\$142,000	- 24.3%
Oct-2020	\$170,000	+ 13.3%	\$186,000	+ 30.1%
Nov-2020	\$172,900	+ 15.3%	\$169,250	+ 38.2%
Dec-2020	\$162,000	+ 5.9%	\$141,750	+ 10.7%
Jan-2021	\$161,000	+ 14.9%	\$151,875	+ 40.0%
Feb-2021	\$155,000	+ 6.2%	\$118,750	+ 7.5%
Mar-2021	\$160,000	+ 19.4%	\$165,000	- 5.7%
Apr-2021	\$174,900	+ 15.6%	\$157,450	- 7.1%
May-2021	\$172,250	+ 8.5%	\$154,900	+ 23.4%
Jun-2021	\$180,000	+ 15.8%	\$205,000	+ 2.6%
Jul-2021	\$186,500	+ 15.2%	\$175,500	+ 39.3%
Aug-2021	\$189,750	+ 8.4%	\$155,500	- 7.7%
Median	\$171,000	+ 11.4%	\$160,000	+ 9.2%

## Historical Median Sales Price

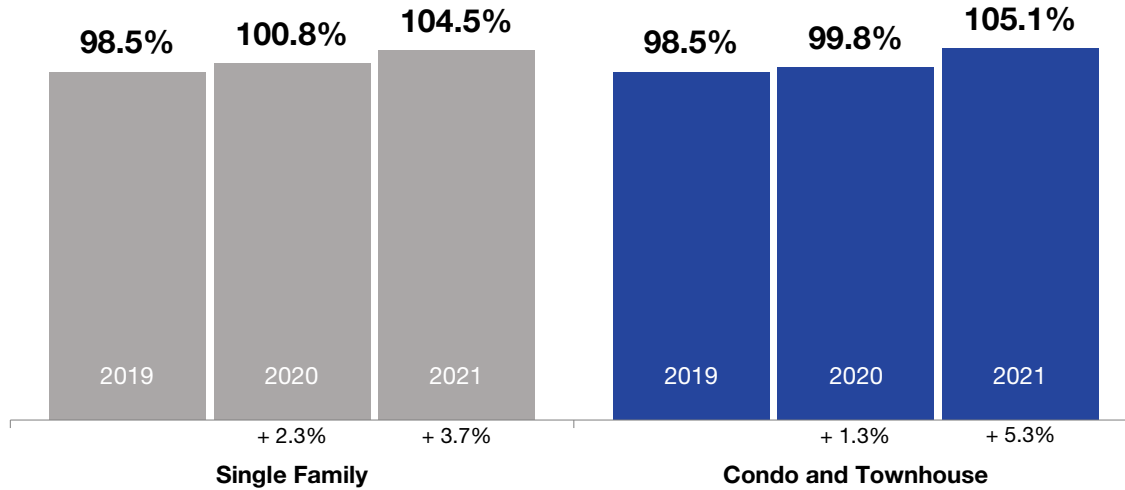


# Percent of List Price Received

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

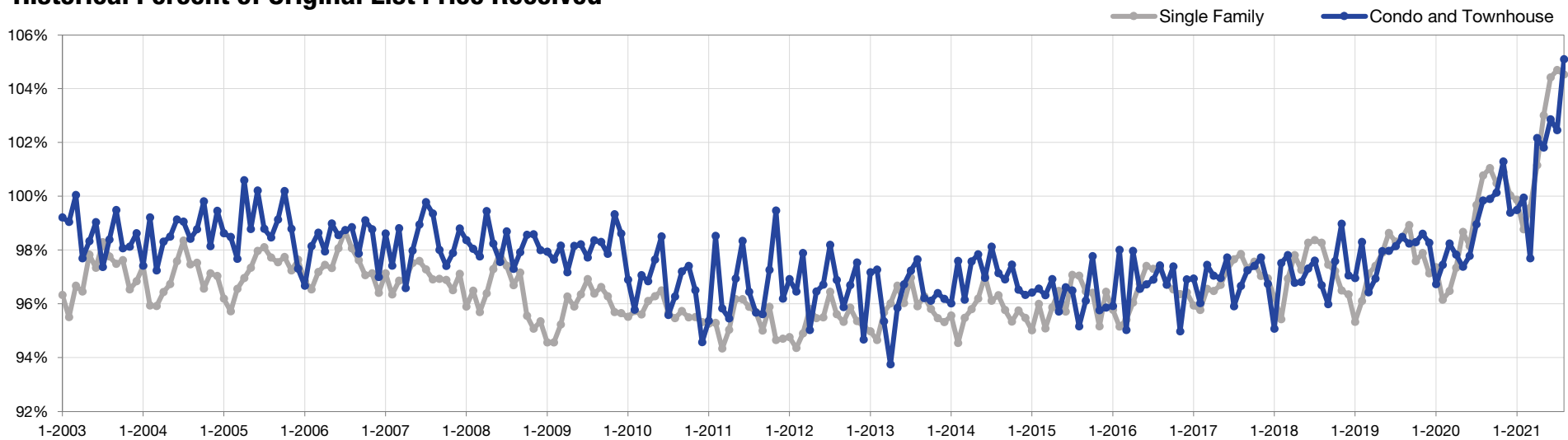


## August



Data for the month of...	Single Family	Year-Over-Year Change	Condo and Townhouse	Year-Over-Year Change
Sep-2020	101.0%	+ 2.1%	99.9%	+ 1.7%
Oct-2020	100.5%	+ 3.0%	100.1%	+ 1.8%
Nov-2020	100.9%	+ 3.1%	101.3%	+ 2.7%
Dec-2020	100.0%	+ 3.0%	99.4%	+ 1.1%
Jan-2021	99.9%	+ 2.6%	99.5%	+ 2.9%
Feb-2021	98.8%	+ 2.8%	100.0%	+ 2.7%
Mar-2021	99.6%	+ 3.2%	97.7%	- 0.5%
Apr-2021	101.2%	+ 4.0%	102.2%	+ 4.5%
May-2021	103.0%	+ 4.4%	101.8%	+ 4.5%
Jun-2021	104.4%	+ 6.3%	102.9%	+ 5.2%
Jul-2021	104.7%	+ 5.0%	102.5%	+ 3.5%
Aug-2021	104.5%	+ 3.7%	105.1%	+ 5.3%
<b>Average</b>	<b>101.7%</b>	<b>+ 3.5%</b>	<b>101.0%</b>	<b>+ 2.8%</b>

## Historical Percent of Original List Price Received

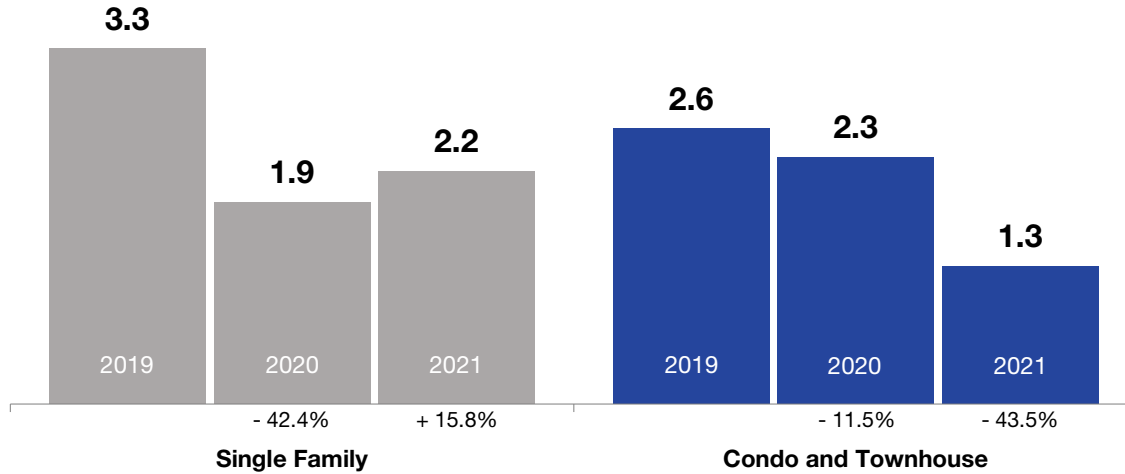


# Months Supply of Inventory

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



## August



Data for the month of...	Single Family	Year-Over-Year Change	Condo and Townhouse	Year-Over-Year Change
Sep-2020	2.0	-39.4%	2.5	-13.8%
Oct-2020	1.9	-40.6%	2.0	-35.5%
Nov-2020	1.7	-43.3%	1.8	-28.0%
Dec-2020	1.5	-42.3%	1.6	-30.4%
Jan-2021	1.3	-45.8%	1.5	-25.0%
Feb-2021	1.1	-50.0%	1.1	-35.3%
Mar-2021	1.1	-45.0%	1.1	-50.0%
Apr-2021	1.2	-40.0%	0.9	-57.1%
May-2021	1.2	-40.0%	1.0	-56.5%
Jun-2021	1.5	-28.6%	1.3	-43.5%
Jul-2021	1.8	-10.0%	1.2	-42.9%
Aug-2021	2.2	+15.8%	1.3	-43.5%
Average	1.5	-35.8%	1.4	-37.6%

## Historical Months Supply of Inventory

