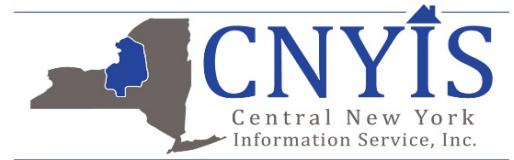


Weekly Market Activity Report



For Week Ending September 18, 2021

Data current as of September 27, 2021

Despite increases in new listings in recent months, America is facing an epic housing shortage, with realtor.com reporting the U.S. needs an additional 5.24 million homes to meet current population needs, an increase of 1.4 million homes since 2019, as new-home construction has failed to keep up with household formations. Assuming the rate of household formations continues, the average rate of new home completions would need to triple over the next 5 – 6 years in order to meet current demand.

SINGLE FAMILY

For the week ending September 18:

- New Listings decreased 22.1% to 159
- Pending Sales decreased 39.5% to 89
- Inventory increased 14.8% to 1,226

For the month of August:

- Median Sales Price increased 8.6% to \$190,000
- Days on Market decreased 61.3% to 12
- Percent of List Price Received increased 3.7% to 104.5%
- Months Supply increased 5.3% to 2.0

CONDO AND TOWNHOUSE

For the week ending September 18:

- New Listings increased 14.3% to 8
- Pending Sales decreased 87.5% to 1
- Inventory decreased 28.1% to 41

For the month of August:

- Median Sales Price decreased 10.4% to \$151,000
- Days on Market decreased 74.1% to 7
- Percent of List Price Received increased 5.1% to 104.9%
- Months Supply decreased 47.8% to 1.2

Quick Facts

- 22.3%

Year-Over-Year Change
New Listings

- 53.6%

Year-Over-Year Change
Pending Sales

+ 10.4%

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

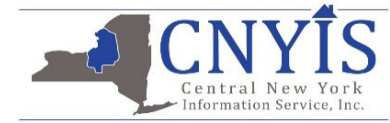
New Listings	2
Pending Sales	3
Inventory of Homes for Sale	4

Metrics by Month

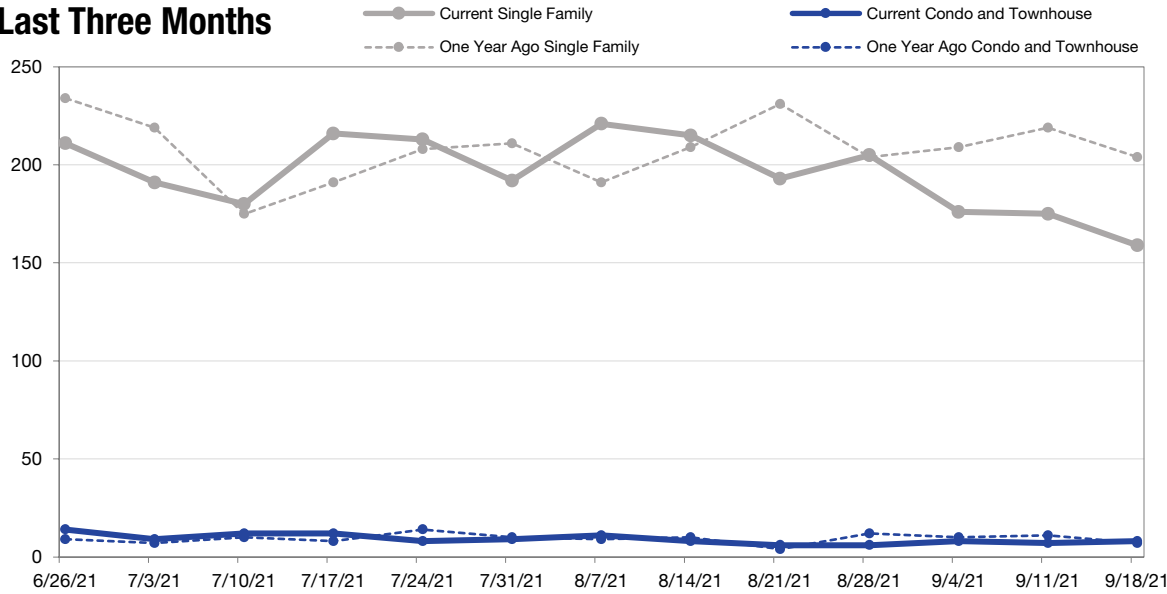
Days on Market Until Sale	5
Median Sales Price	6
Percent of List Price Received	7
Months Supply of Inventory	8

New Listings

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

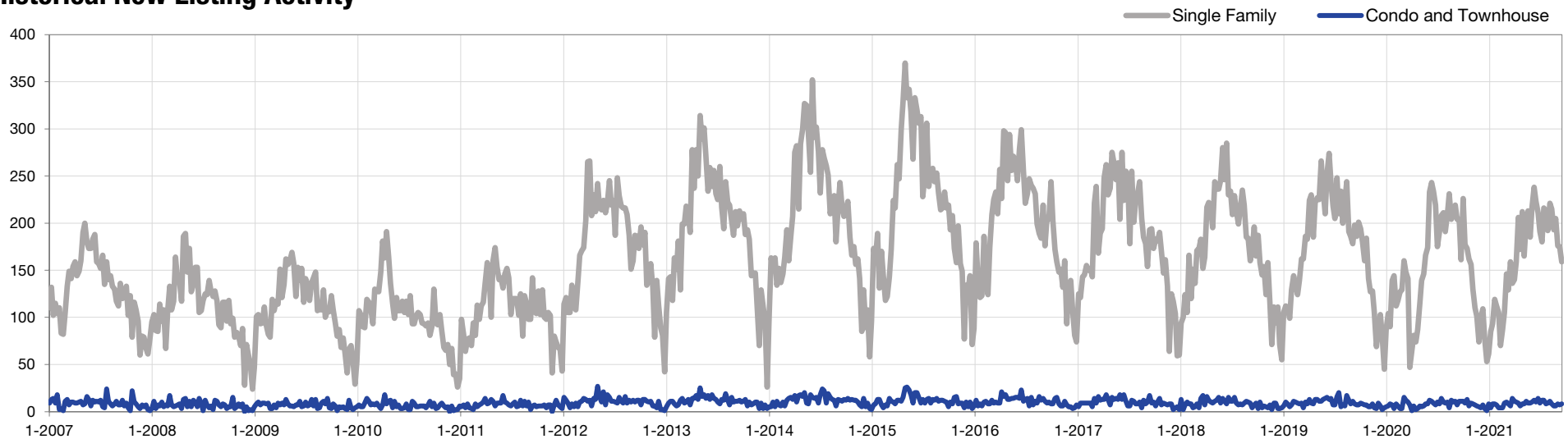


Last Three Months



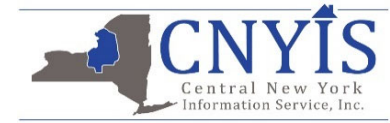
Data for the Week Ending...	Single Family	Year-Over-Year Change	Condo and Townhouse	Year-Over-Year Change
6/26/2021	211	- 9.8%	14	+ 55.6%
7/3/2021	191	- 12.8%	9	+ 28.6%
7/10/2021	180	+ 2.9%	12	+ 20.0%
7/17/2021	216	+ 13.1%	12	+ 50.0%
7/24/2021	213	+ 2.4%	8	- 42.9%
7/31/2021	192	- 9.0%	9	- 10.0%
8/7/2021	221	+ 15.7%	11	+ 22.2%
8/14/2021	215	+ 2.9%	8	- 20.0%
8/21/2021	193	- 16.5%	6	+ 50.0%
8/28/2021	205	+ 0.5%	6	- 50.0%
9/4/2021	176	- 15.8%	8	- 20.0%
9/11/2021	175	- 20.1%	7	- 36.4%
9/18/2021	159	- 22.1%	8	+ 14.3%
3-Month Avg.	196	- 5.8%	9	- 2.5%

Historical New Listing Activity

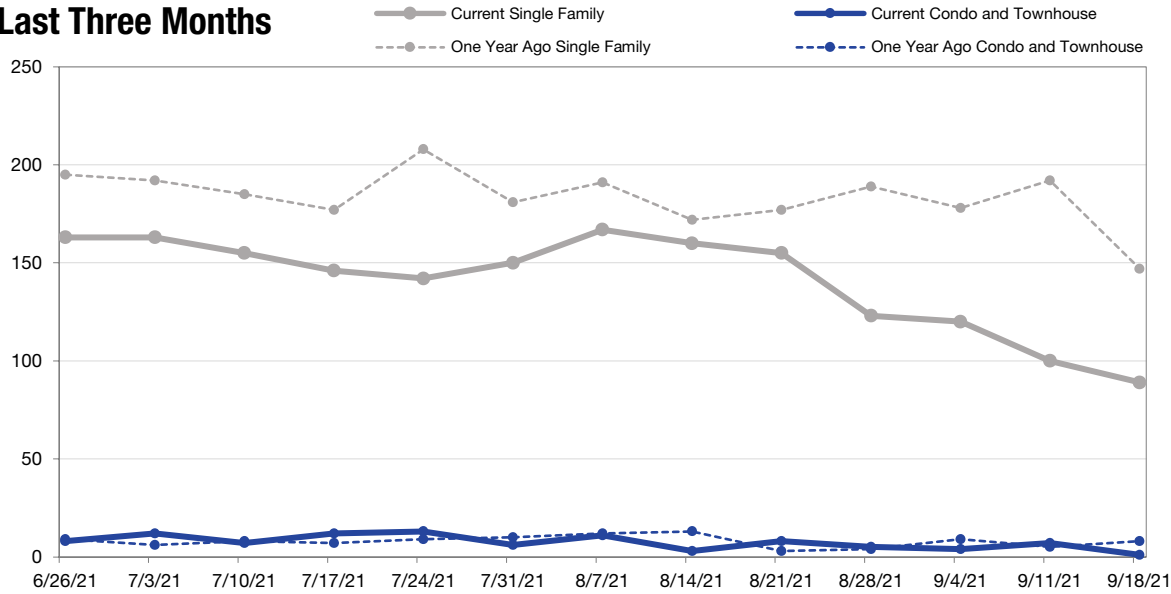


Pending Sales

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

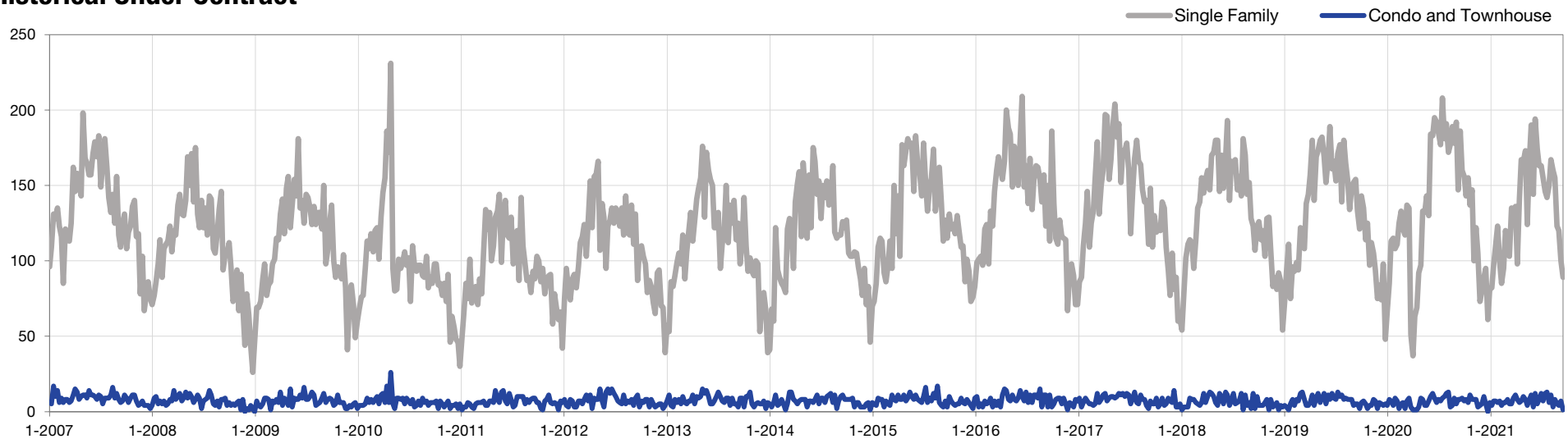


Last Three Months



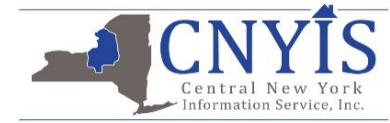
Data for the Week Ending...	Single Family	Year-Over-Year Change	Condo and Townhouse	Year-Over-Year Change
6/26/2021	163	- 16.4%	8	- 11.1%
7/3/2021	163	- 15.1%	12	+ 100.0%
7/10/2021	155	- 16.2%	7	- 12.5%
7/17/2021	146	- 17.5%	12	+ 71.4%
7/24/2021	142	- 31.7%	13	+ 44.4%
7/31/2021	150	- 17.1%	6	- 40.0%
8/7/2021	167	- 12.6%	11	- 8.3%
8/14/2021	160	- 7.0%	3	- 76.9%
8/21/2021	155	- 12.4%	8	+ 166.7%
8/28/2021	123	- 34.9%	5	+ 25.0%
9/4/2021	120	- 32.6%	4	- 55.6%
9/11/2021	100	- 47.9%	7	+ 40.0%
9/18/2021	89	- 39.5%	1	- 87.5%
3-Month Avg.	141	- 23.1%	7	- 5.8%

Historical Under Contract

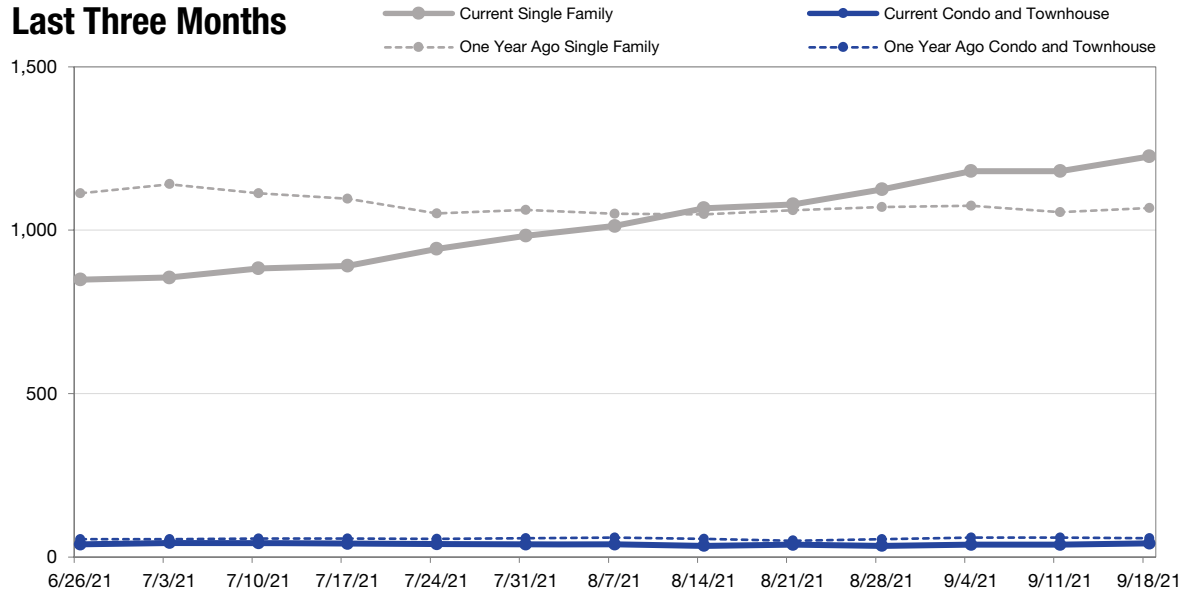


Inventory of Homes for Sale

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

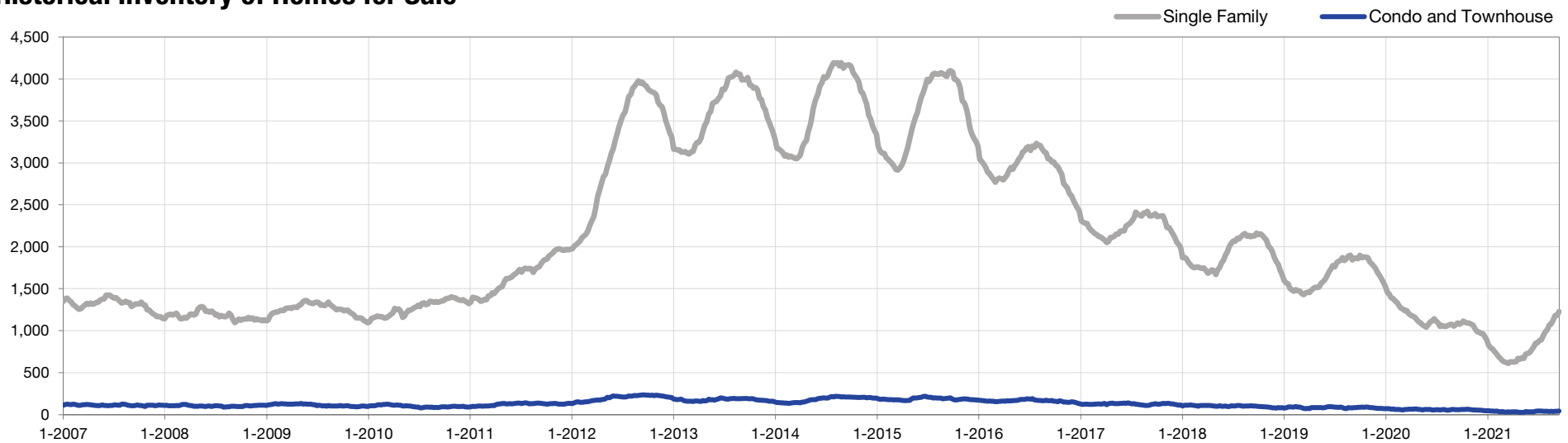


Last Three Months



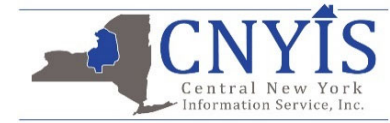
Data for the Week Ending...	Single Family	Year-Over-Year Change	Condo and Townhouse	Year-Over-Year Change
6/26/2021	849	- 23.7%	38	- 29.6%
7/3/2021	855	- 25.1%	43	- 20.4%
7/10/2021	883	- 20.7%	42	- 25.0%
7/17/2021	891	- 18.7%	40	- 28.6%
7/24/2021	943	- 10.3%	39	- 29.1%
7/31/2021	983	- 7.4%	38	- 33.3%
8/7/2021	1,013	- 3.5%	38	- 35.6%
8/14/2021	1,067	+ 1.7%	34	- 38.2%
8/21/2021	1,079	+ 1.7%	37	- 26.0%
8/28/2021	1,125	+ 5.0%	34	- 37.0%
9/4/2021	1,181	+ 9.9%	37	- 37.3%
9/11/2021	1,181	+ 11.9%	37	- 37.3%
9/18/2021	1,226	+ 14.8%	41	- 28.1%
3-Month Avg.	1,021	- 5.2%	38	- 31.3%

Historical Inventory of Homes for Sale

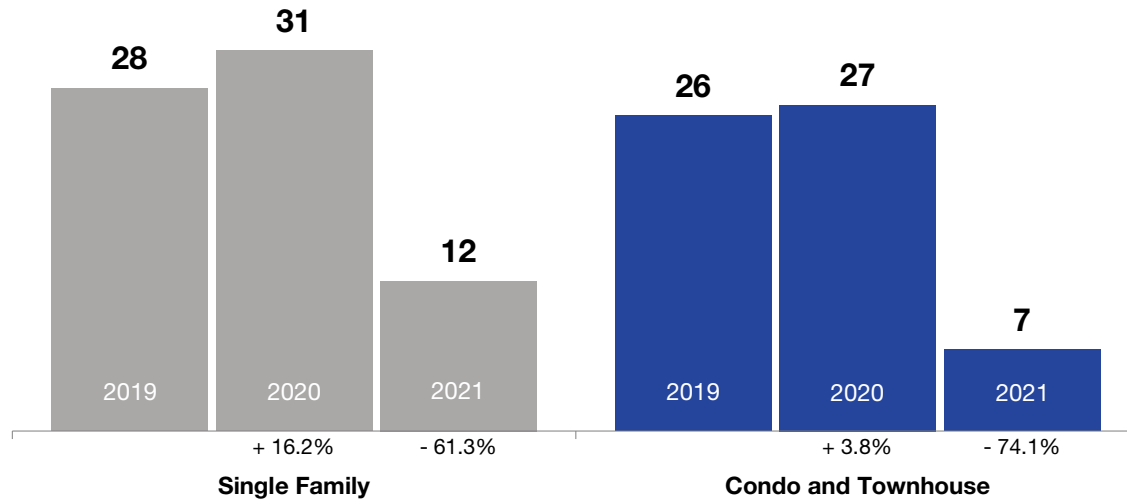


Days on Market Until Sale

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

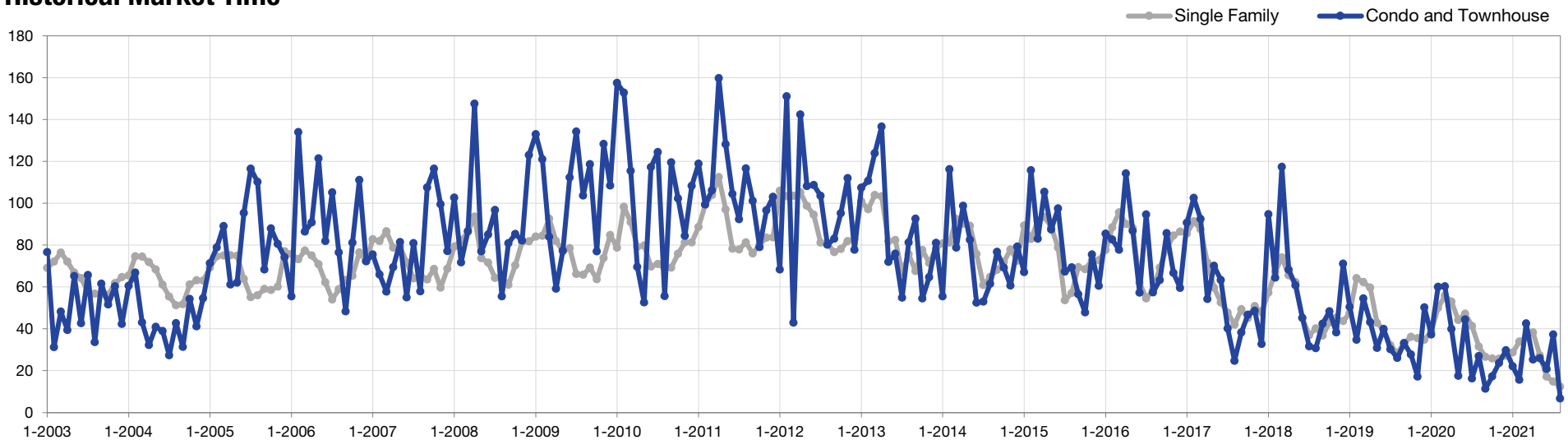


August



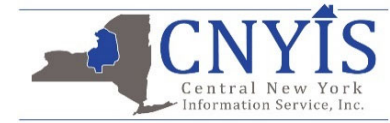
Data for the month of...	Single Family	Year-Over-Year Change	Condo and Townhouse	Year-Over-Year Change
Sep-2020	27	- 18.2%	11	- 66.7%
Oct-2020	26	- 27.8%	17	- 39.3%
Nov-2020	26	- 27.8%	24	+ 41.2%
Dec-2020	27	- 22.9%	30	- 40.0%
Jan-2021	29	- 25.6%	22	- 40.5%
Feb-2021	34	- 32.0%	16	- 73.3%
Mar-2021	36	- 35.7%	43	- 28.3%
Apr-2021	38	- 28.3%	25	- 37.5%
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%
Average	25	- 37.6%	23	- 34.0%

Historical Market Time

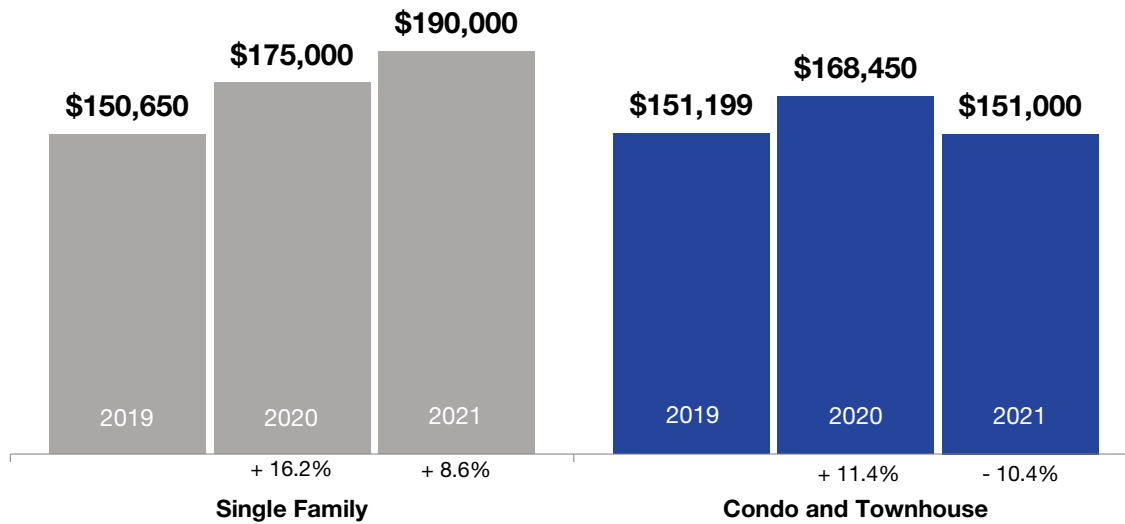


Median Sales Price

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

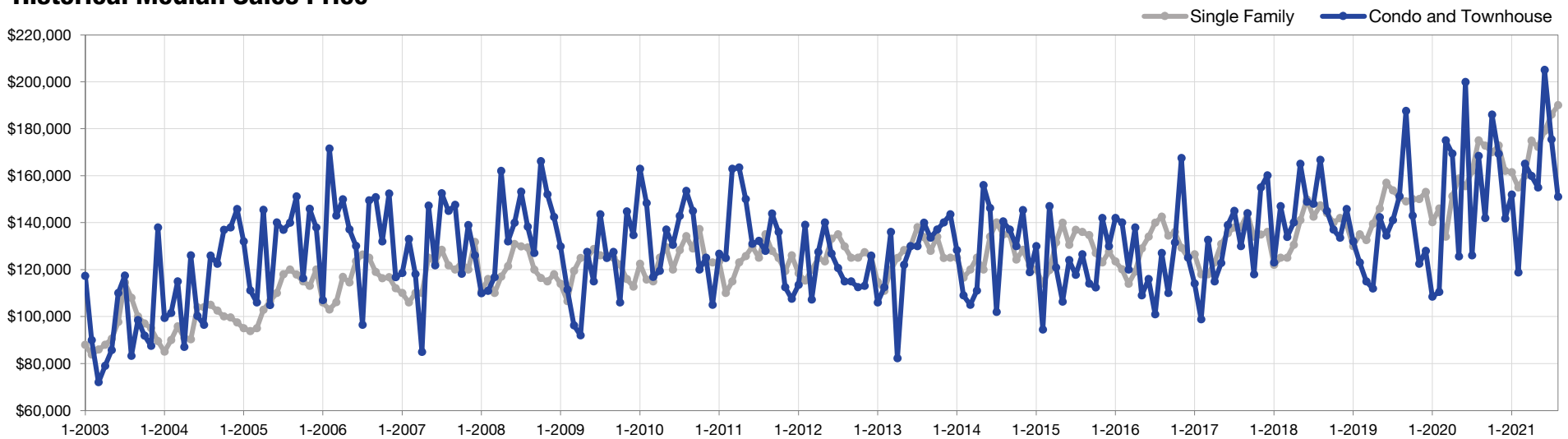


August



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	\$161,500	+ 15.2%	\$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%	\$159,900	- 5.6%
May-2021	\$172,250	+ 8.5%	\$154,900	+ 23.4%
Jun-2021	\$179,000	+ 15.1%	\$205,000	+ 2.6%
Jul-2021	\$186,000	+ 14.9%	\$175,500	+ 39.3%
Aug-2021	\$190,000	+ 8.6%	\$151,000	- 10.4%
Median	\$171,000	+ 11.4%	\$160,000	+ 9.2%

Historical Median Sales Price

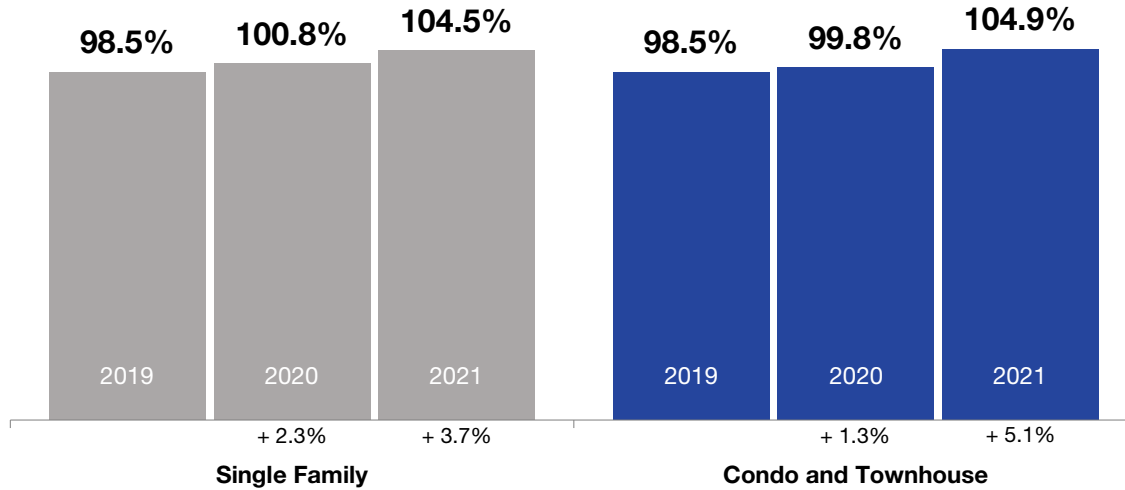


Percent of List Price Received

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.

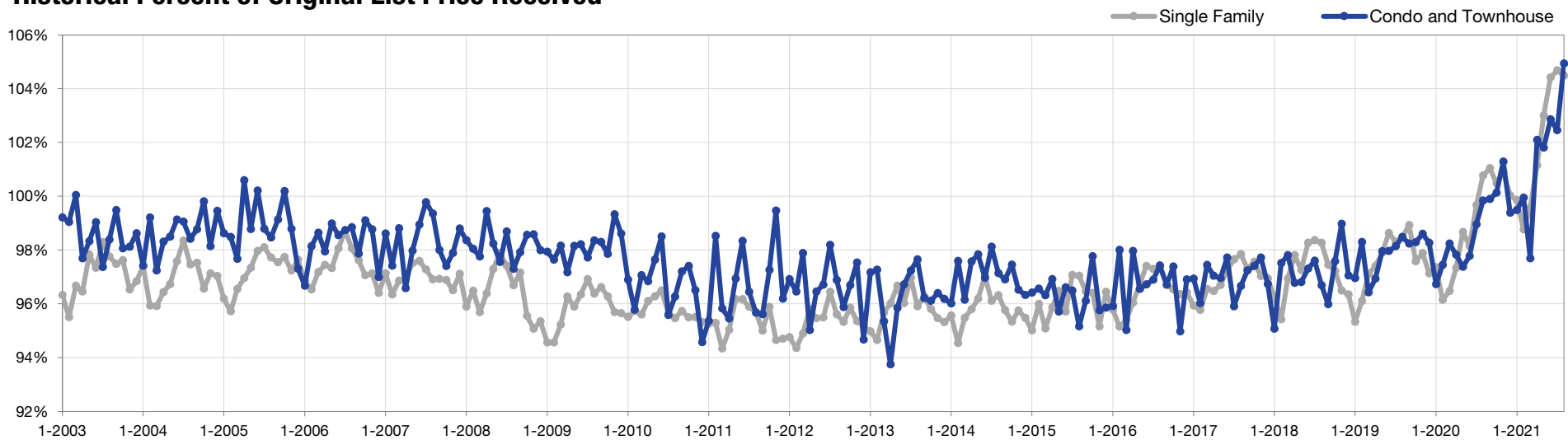


August



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%	102.1%	+ 4.4%
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%	104.9%	+ 5.1%
Average	101.7%	+ 3.5%	101.0%	+ 2.8%

Historical Percent of Original List Price Received

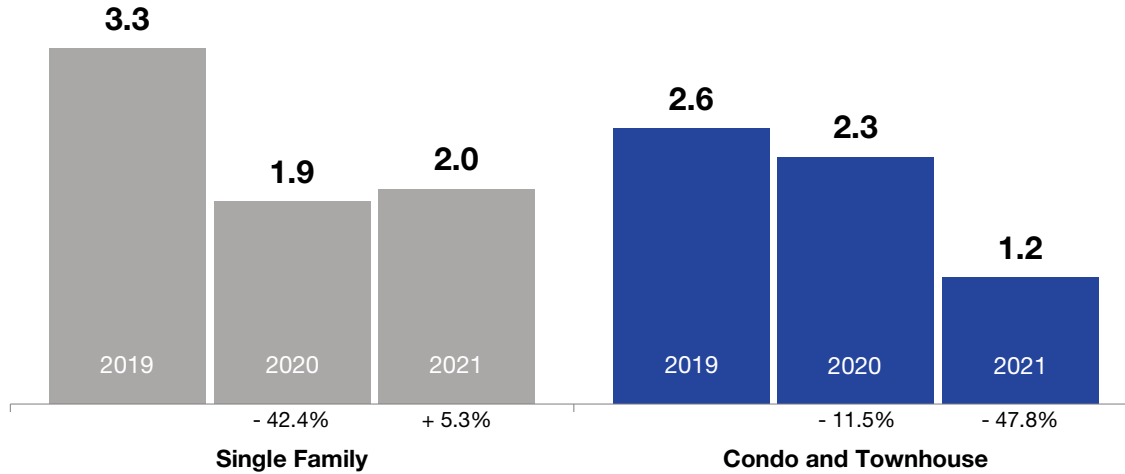


Months Supply of Inventory

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	1.4	- 33.3%	1.3	- 43.5%
Jul-2021	1.8	- 10.0%	1.2	- 42.9%
Aug-2021	2.0	+ 5.3%	1.2	- 47.8%
Average	1.5	- 36.8%	1.4	- 38.0%

Historical Months Supply of Inventory

