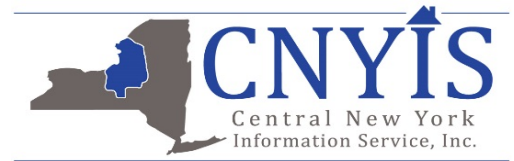


# Weekly Market Activity Report



## For Week Ending October 9, 2021

Data current as of October 18, 2021

As home prices have continued to soar, many borrowers are finding they must borrow more to afford the rising costs of homeownership. Applications for jumbo loans -- those loans that exceed conventional conforming loan limits established by the Federal Housing Finance Agency -- are on the rise, and could reach \$550 billion this year, according to Bank of America researchers, the highest level since before the 2008 financial crisis.

### SINGLE FAMILY

For the week ending October 9:

- New Listings decreased 31.9% to 154
- Pending Sales decreased 44.9% to 86
- Inventory increased 9.9% to 1,202

For the month of September:

- Median Sales Price increased 7.1% to \$185,000
- Days on Market decreased 44.4% to 15
- Percent of List Price Received increased 2.1% to 103.1%
- Months Supply increased 5.0% to 2.1

### CONDO AND TOWNHOUSE

For the week ending October 9:

- New Listings decreased 18.2% to 9
- Pending Sales increased 14.3% to 8
- Inventory decreased 21.0% to 49

For the month of September:

- Median Sales Price increased 16.2% to \$165,000
- Days on Market decreased 36.4% to 7
- Percent of List Price Received increased 2.6% to 102.5%
- Months Supply decreased 44.0% to 1.4

## Quick Facts

**- 12.4%**

Year-Over-Year Change  
New Listings

**- 37.7%**

Year-Over-Year Change  
Pending Sales

**+ 6.5%**

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

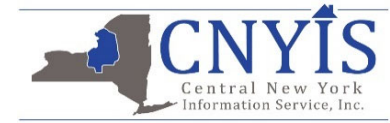
New Listings	2
Pending Sales	3
Inventory of Homes for Sale	4

### Metrics by Month

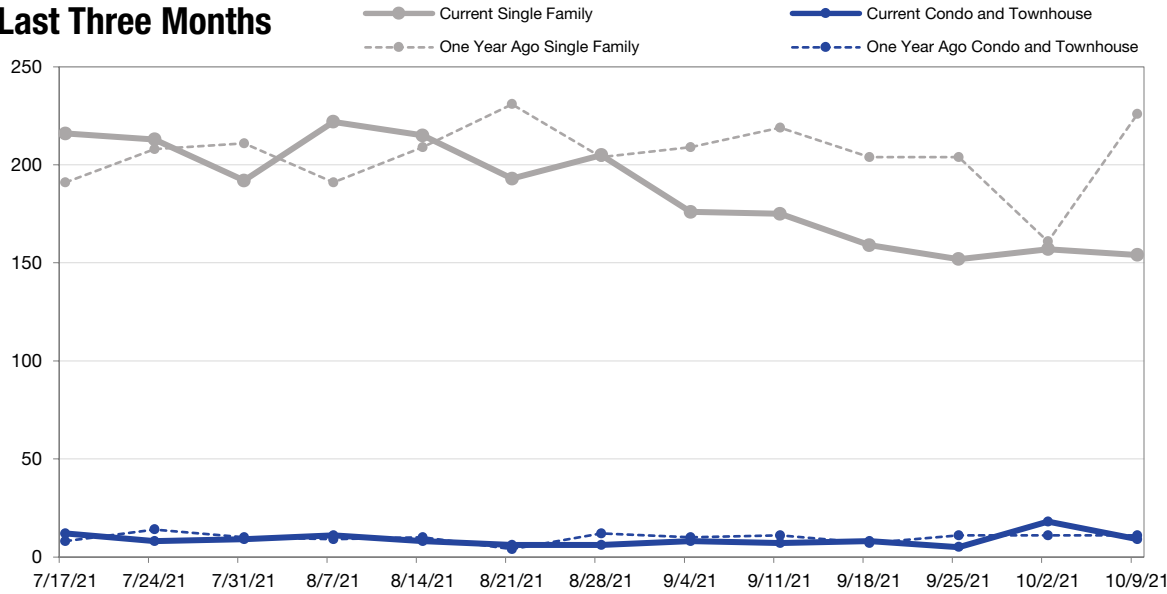
Days on Market Until Sale	5
Median Sales Price	6
Percent of List Price Received	7
Months Supply of Inventory	8

# New Listings

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

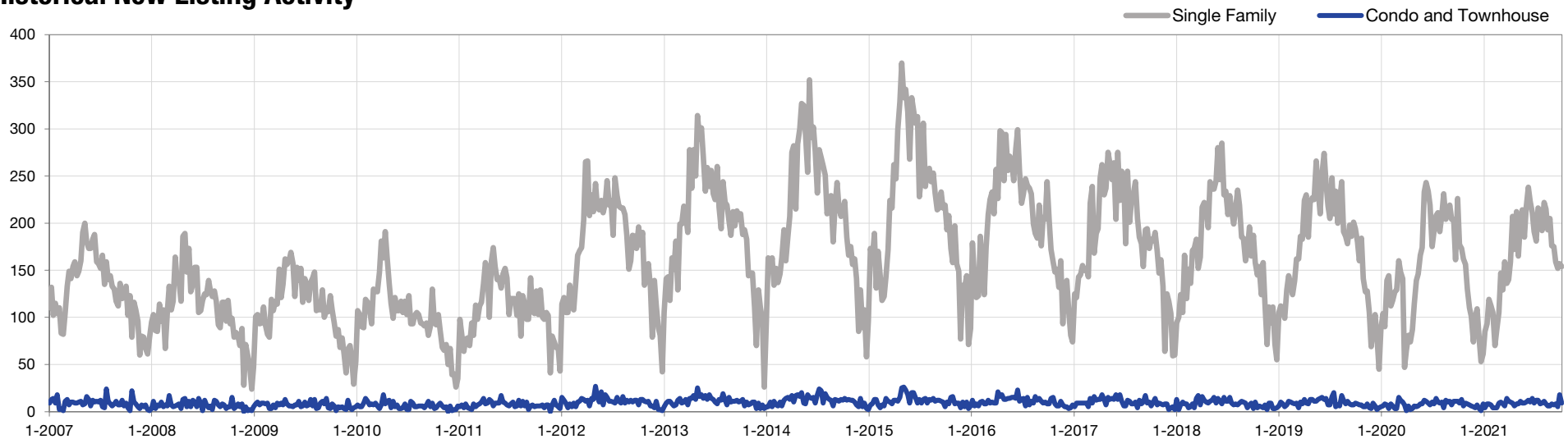


## Last Three Months



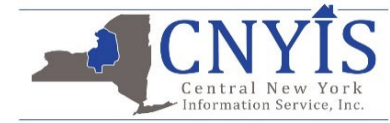
Data for the Week Ending...	Single Family	Year-Over-Year Change	Condo and Townhouse	Year-Over-Year Change
7/17/2021	216	+ 13.1%	12	+ 50.0%
7/24/2021	213	+ 2.4%	8	- 42.9%
7/31/2021	192	- 9.0%	9	- 10.0%
8/7/2021	222	+ 16.2%	11	+ 22.2%
8/14/2021	215	+ 2.9%	8	- 20.0%
8/21/2021	193	- 16.5%	6	+ 50.0%
8/28/2021	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%
9/25/2021	152	- 25.5%	5	- 54.5%
10/2/2021	157	- 2.5%	18	+ 63.6%
10/9/2021	154	- 31.9%	9	- 18.2%
<b>3-Month Avg.</b>	<b>187</b>	<b>- 9.0%</b>	<b>9</b>	<b>- 10.2%</b>

## Historical New Listing Activity

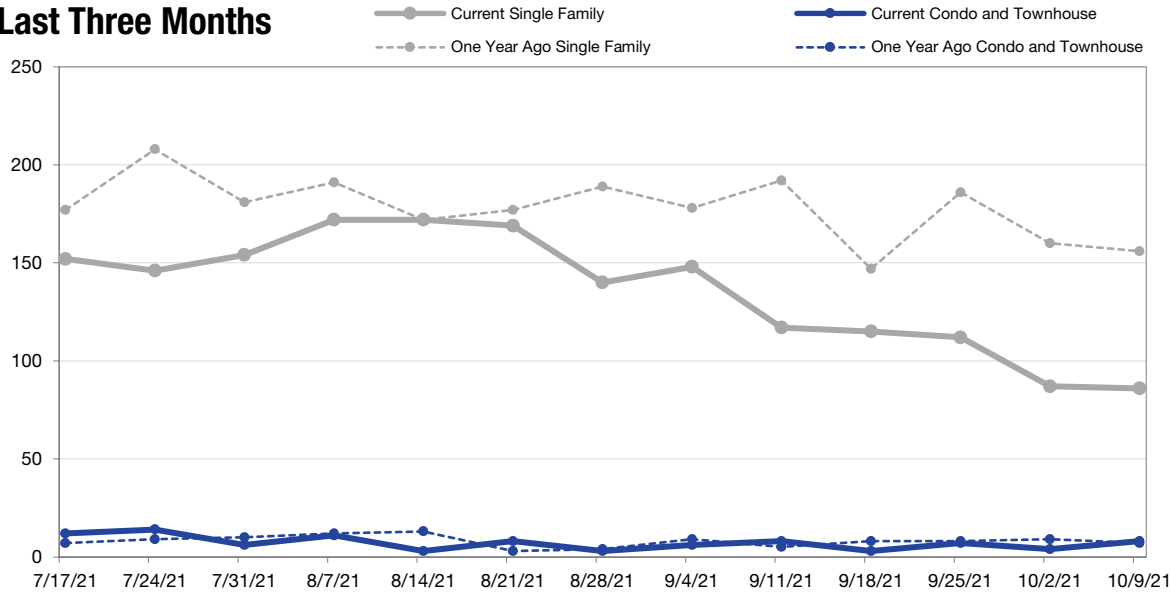


# Pending Sales

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

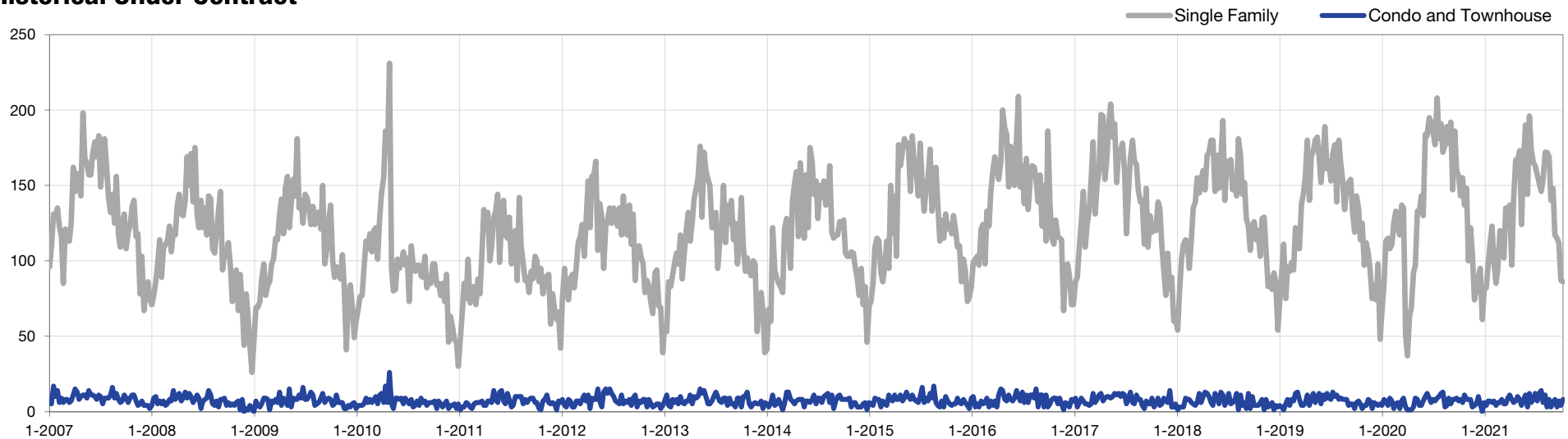


## Last Three Months



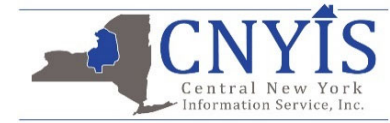
Data for the Week Ending...	Single Family	Year-Over-Year Change	Condo and Townhouse	Year-Over-Year Change
7/17/2021	152	- 14.1%	12	+ 71.4%
7/24/2021	146	- 29.8%	14	+ 55.6%
7/31/2021	154	- 14.9%	6	- 40.0%
8/7/2021	172	- 9.9%	11	- 8.3%
8/14/2021	172	0.0%	3	- 76.9%
8/21/2021	169	- 4.5%	8	+ 166.7%
8/28/2021	140	- 25.9%	3	- 25.0%
9/4/2021	148	- 16.9%	6	- 33.3%
9/11/2021	117	- 39.1%	8	+ 60.0%
9/18/2021	115	- 21.8%	3	- 62.5%
9/25/2021	112	- 39.8%	7	- 12.5%
10/2/2021	87	- 45.6%	4	- 55.6%
10/9/2021	86	- 44.9%	8	+ 14.3%
<b>3-Month Avg.</b>	<b>136</b>	<b>- 23.5%</b>	<b>7</b>	<b>- 10.6%</b>

## Historical Under Contract

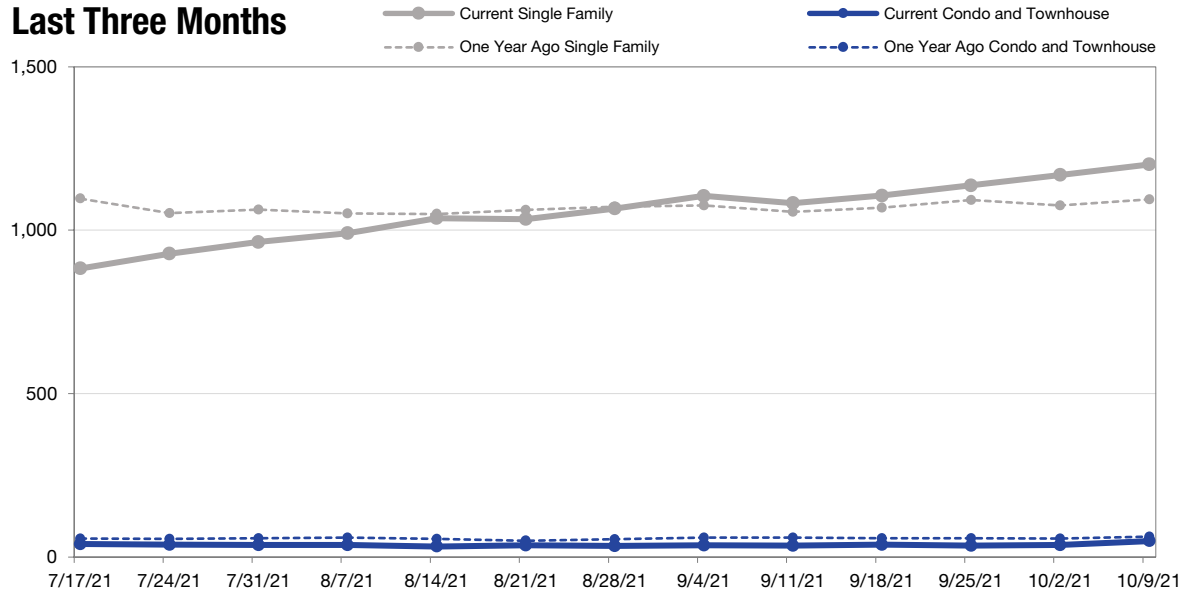


# Inventory of Homes for Sale

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

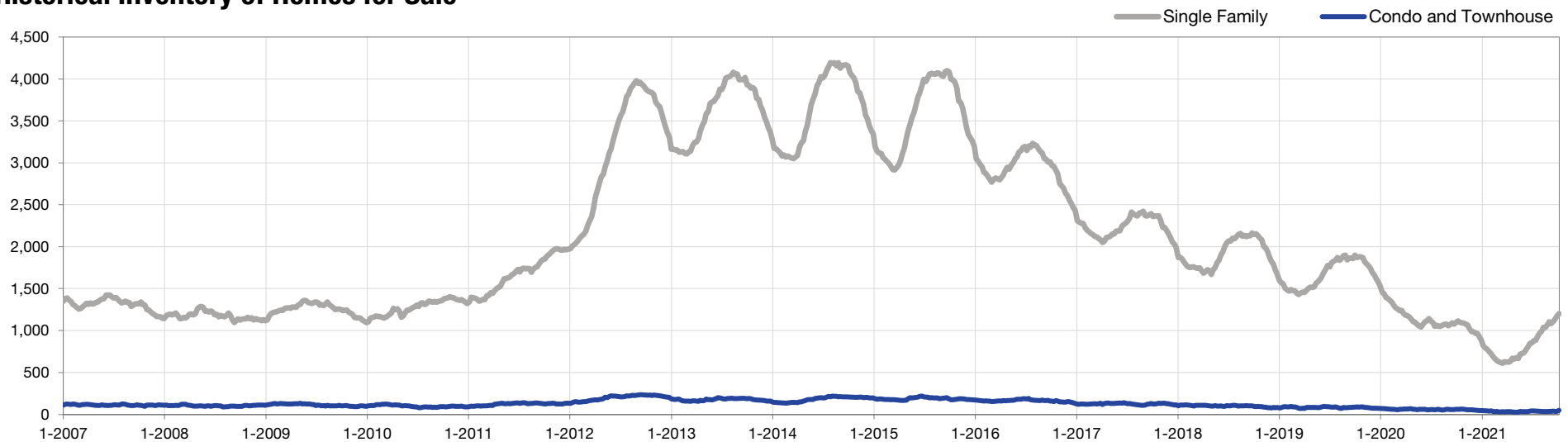


## Last Three Months



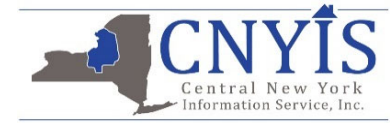
Data for the Week Ending...	Single Family	Year-Over-Year Change	Condo and Townhouse	Year-Over-Year Change
7/17/2021	883	- 19.5%	39	- 30.4%
7/24/2021	928	- 11.8%	37	- 32.7%
7/31/2021	964	- 9.3%	36	- 36.8%
8/7/2021	991	- 5.7%	36	- 39.0%
8/14/2021	1,037	- 1.2%	32	- 41.8%
8/21/2021	1,034	- 2.6%	35	- 30.0%
8/28/2021	1,066	- 0.6%	33	- 38.9%
9/4/2021	1,105	+ 2.7%	35	- 40.7%
9/11/2021	1,083	+ 2.6%	34	- 42.4%
9/18/2021	1,106	+ 3.5%	37	- 35.1%
9/25/2021	1,137	+ 4.1%	34	- 40.4%
10/2/2021	1,169	+ 8.6%	36	- 35.7%
10/9/2021	1,202	+ 9.9%	49	- 21.0%
<b>3-Month Avg.</b>	<b>1,054</b>	<b>- 1.5%</b>	<b>36</b>	<b>- 35.7%</b>

## Historical Inventory of Homes for Sale

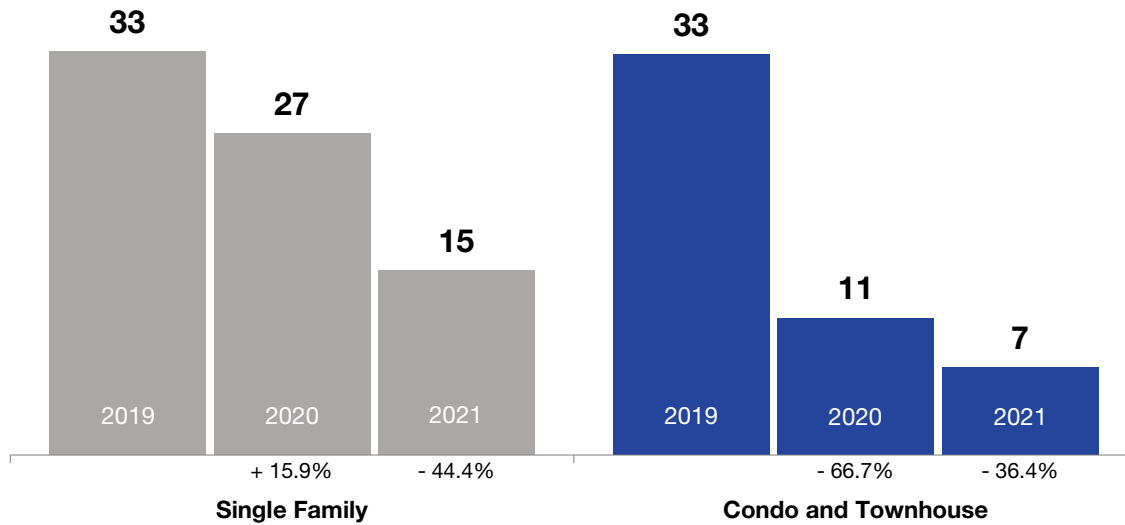


# Days on Market Until Sale

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

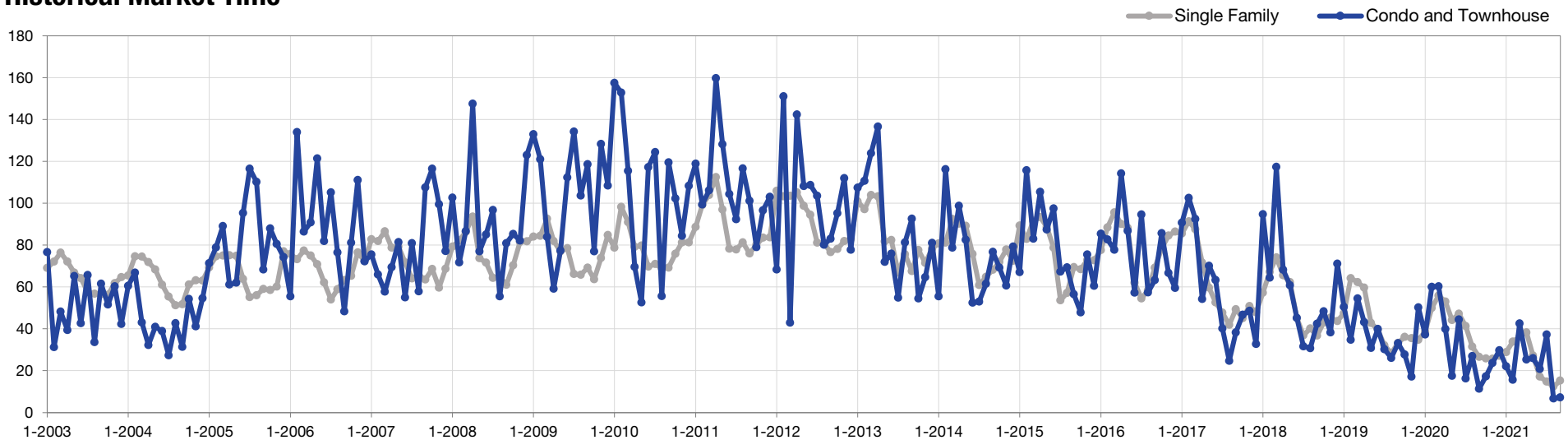


## September



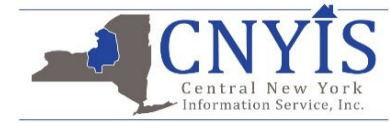
Data for the month of...	Single Family	Year-Over-Year Change	Condo and Townhouse	Year-Over-Year Change
Oct-2020	26	- 27.8%	17	- 39.3%
Nov-2020	26	- 27.8%	24	+ 41.2%
Dec-2020	27	- 22.9%	30	- 40.0%
Jan-2021	29	- 25.6%	22	- 40.5%
Feb-2021	34	- 32.0%	16	- 73.3%
Mar-2021	36	- 35.7%	43	- 28.3%
Apr-2021	38	- 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%
Sep-2021	15	- 44.4%	7	- 36.4%
<b>Average</b>	<b>24</b>	<b>- 39.0%</b>	<b>22</b>	<b>- 31.7%</b>

## Historical Market Time

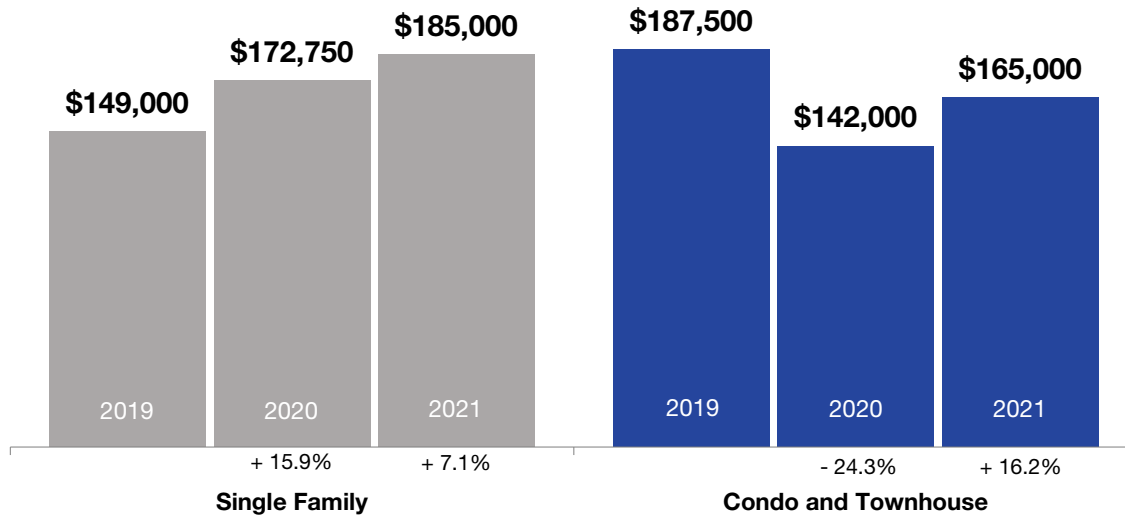


# Median Sales Price

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

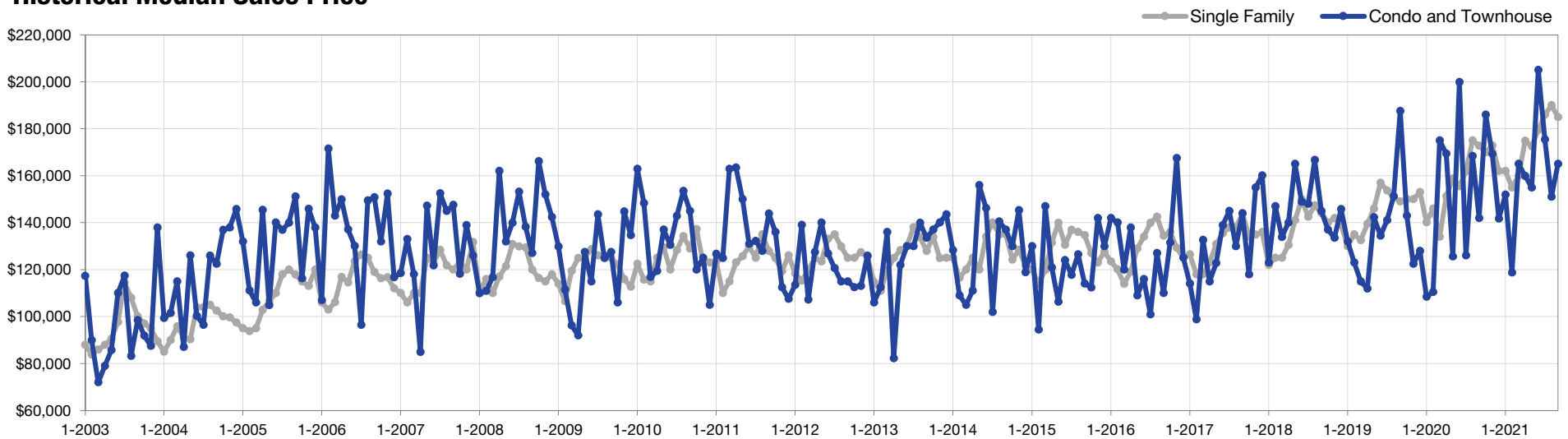


## September



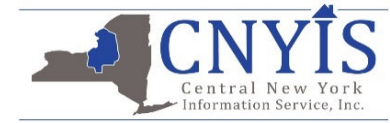
Data for the month of...	Single Family	Year-Over-Year Change	Condo and Townhouse	Year-Over-Year Change
Oct-2020	\$170,000	+ 13.3%	\$186,000	+ 30.1%
Nov-2020	\$172,900	+ 15.3%	\$169,250	+ 38.2%
Dec-2020	\$162,000	+ 5.9%	\$141,750	+ 10.7%
Jan-2021	\$162,000	+ 15.6%	\$151,875	+ 40.0%
Feb-2021	\$155,000	+ 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	\$172,500	+ 8.7%	\$154,900	+ 23.4%
Jun-2021	\$179,500	+ 15.4%	\$205,000	+ 2.6%
Jul-2021	\$186,000	+ 14.9%	\$175,500	+ 39.3%
Aug-2021	\$190,000	+ 8.6%	\$151,000	- 10.4%
Sep-2021	\$185,000	+ 7.1%	\$165,000	+ 16.2%
<b>Median</b>	<b>\$173,000</b>	<b>+ 10.9%</b>	<b>\$161,500</b>	<b>+ 13.7%</b>

## Historical Median Sales Price

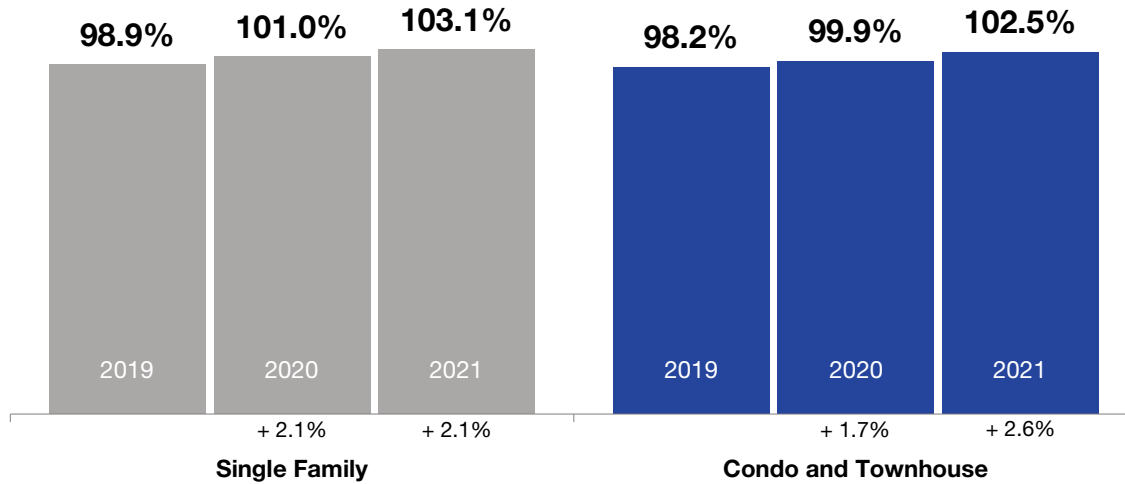


# Percent of List Price Received

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.

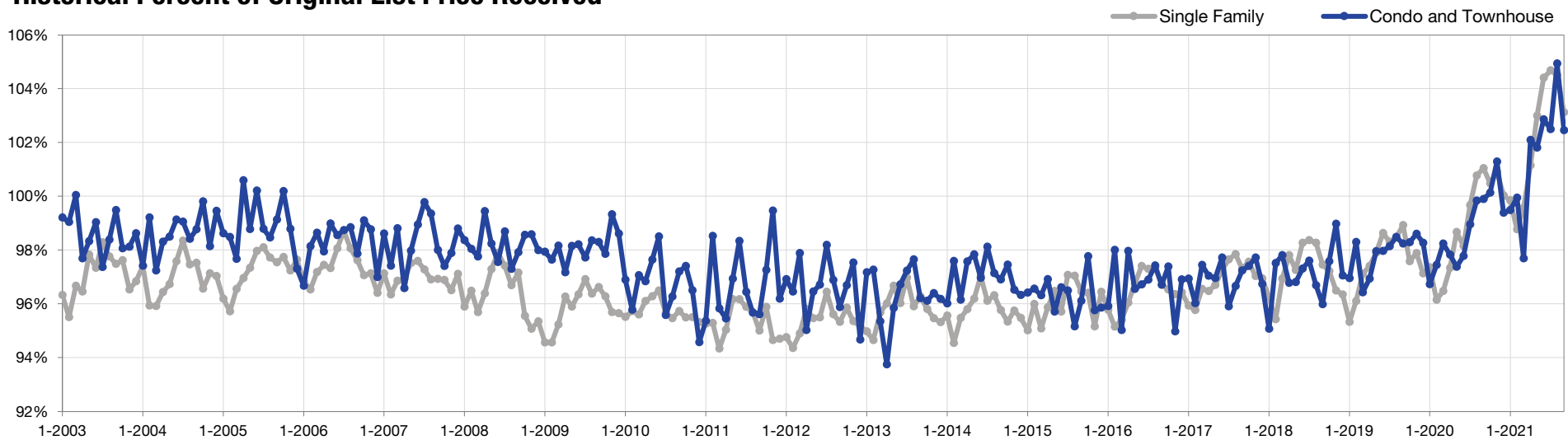


## September



Data for the month of...	Single Family	Year-Over-Year Change	Condo and Townhouse	Year-Over-Year Change
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	99.8%	+ 2.5%	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%
Sep-2021	103.1%	+ 2.1%	102.5%	+ 2.6%
<b>Average</b>	<b>101.9%</b>	<b>+ 3.5%</b>	<b>101.3%</b>	<b>+ 2.9%</b>

## Historical Percent of Original List Price Received

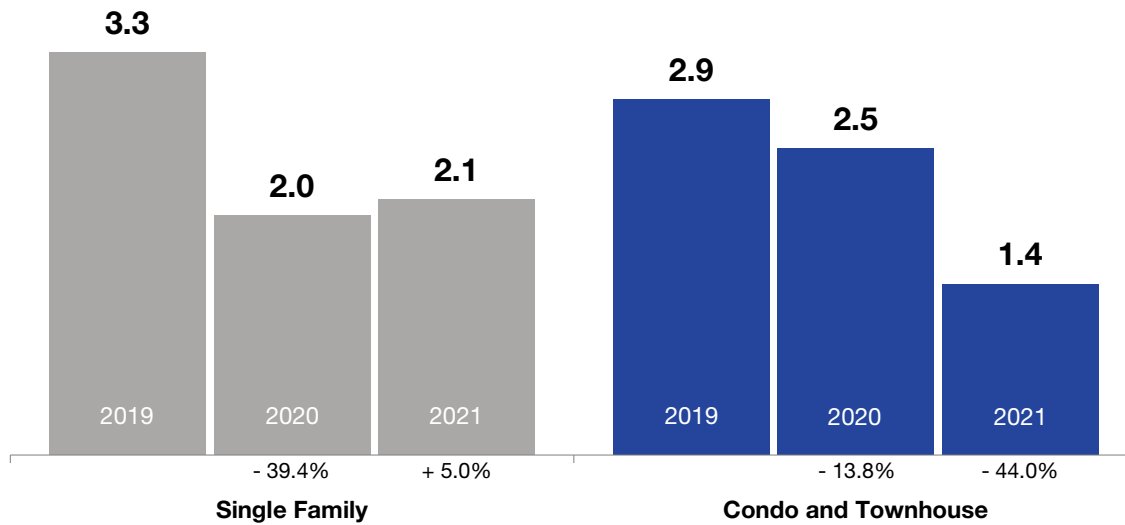


# Months Supply of Inventory

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.



## September



Data for the month of...	Single Family	Year-Over-Year Change	Condo and Townhouse	Year-Over-Year Change
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%	1.2	-47.8%
Jul-2021	1.7	-15.0%	1.2	-42.9%
Aug-2021	1.9	0.0%	1.1	-52.2%
Sep-2021	2.1	+5.0%	1.4	-44.0%
Average	1.5	-34.1%	1.3	-41.8%

## Historical Months Supply of Inventory

