

Weekly Market Activity Report



For Week Ending October 30, 2021

Data current as of November 8, 2021

Millennials are leading the housing boom, accounting for 37% of home purchase over the last year, according to Barron's. Increasing net worth, household formation, low mortgage rates, and a robust economy are a few of the reasons behind the recent growth of homebuyers in this age segment. With Millennials representing 22% of the U.S. population--and with their peak earning years ahead—experts remain optimistic about this generation's impact on the housing market.

SINGLE FAMILY

For the week ending October 30:

- New Listings decreased 8.0% to 149
- Pending Sales decreased 30.7% to 95
- Inventory increased 5.2% to 1,150

For the month of October:

- Median Sales Price increased 5.9% to \$180,000
- Days on Market decreased 38.5% to 16
- Percent of List Price Received increased 1.8% to 102.3%
- Months Supply increased 10.5% to 2.1

CONDO AND TOWNHOUSE

For the week ending October 30:

- New Listings increased 50.0% to 9
- Pending Sales decreased 72.7% to 3
- Inventory decreased 32.3% to 44

For the month of October:

- Median Sales Price increased 8.4% to \$201,599
- Days on Market decreased 17.6% to 14
- Percent of List Price Received increased 3.2% to 103.3%
- Months Supply decreased 15.0% to 1.7

Quick Facts

- 4.2%

Year-Over-Year Change
New Listings

- 37.2%

Year-Over-Year Change
Pending Sales

+ 3.8%

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

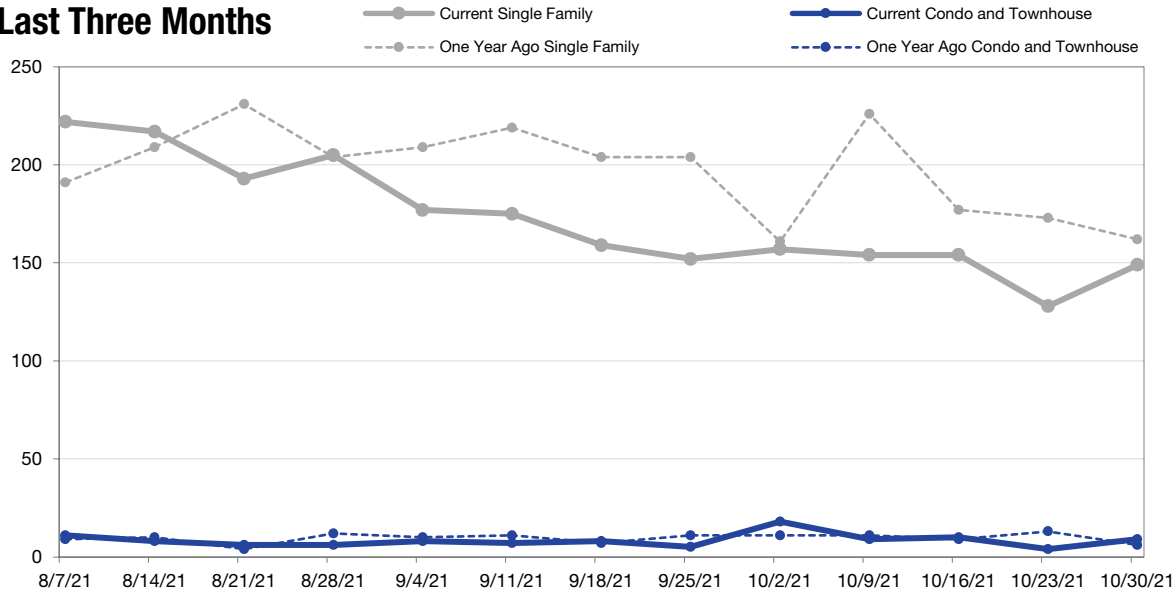
Days on Market Until Sale	5
Median Sales Price	6
Percent of List Price Received	7
Months Supply of Inventory	8

New Listings

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

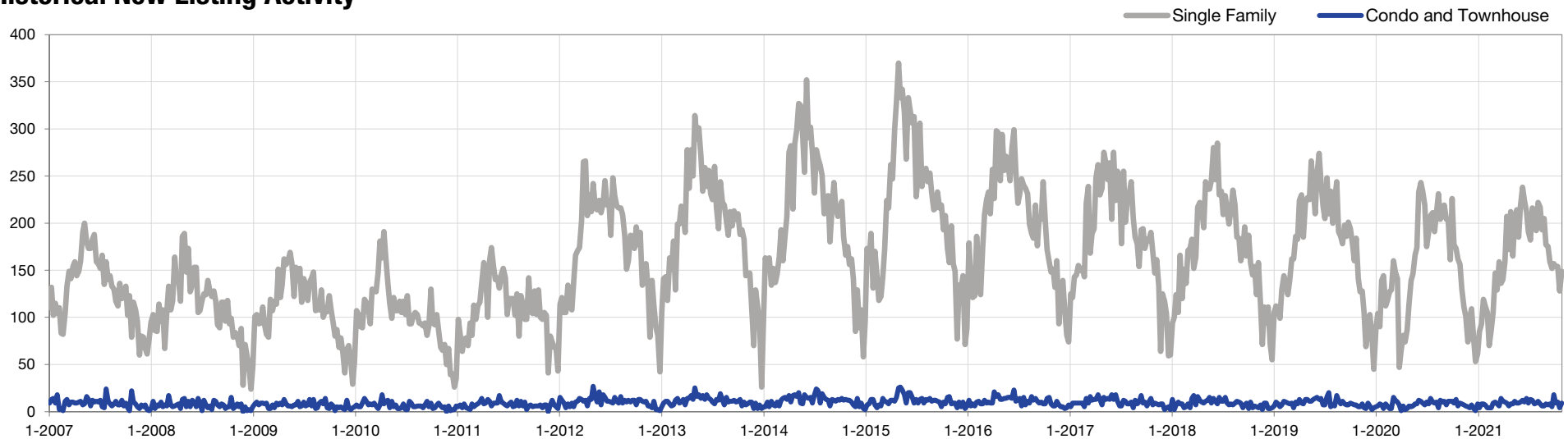


Last Three Months



Data for the Week Ending...	Single Family	Year-Over-Year Change	Condo and Townhouse	Year-Over-Year Change
8/7/2021	222	+ 16.2%	11	+ 22.2%
8/14/2021	217	+ 3.8%	8	- 20.0%
8/21/2021	193	- 16.5%	6	+ 50.0%
8/28/2021	205	+ 0.5%	6	- 50.0%
9/4/2021	177	- 15.3%	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%
10/16/2021	154	- 13.0%	10	+ 11.1%
10/23/2021	128	- 26.0%	4	- 69.2%
10/30/2021	149	- 8.0%	9	+ 50.0%
3-Month Avg.	172	- 12.8%	8	- 12.1%

Historical New Listing Activity

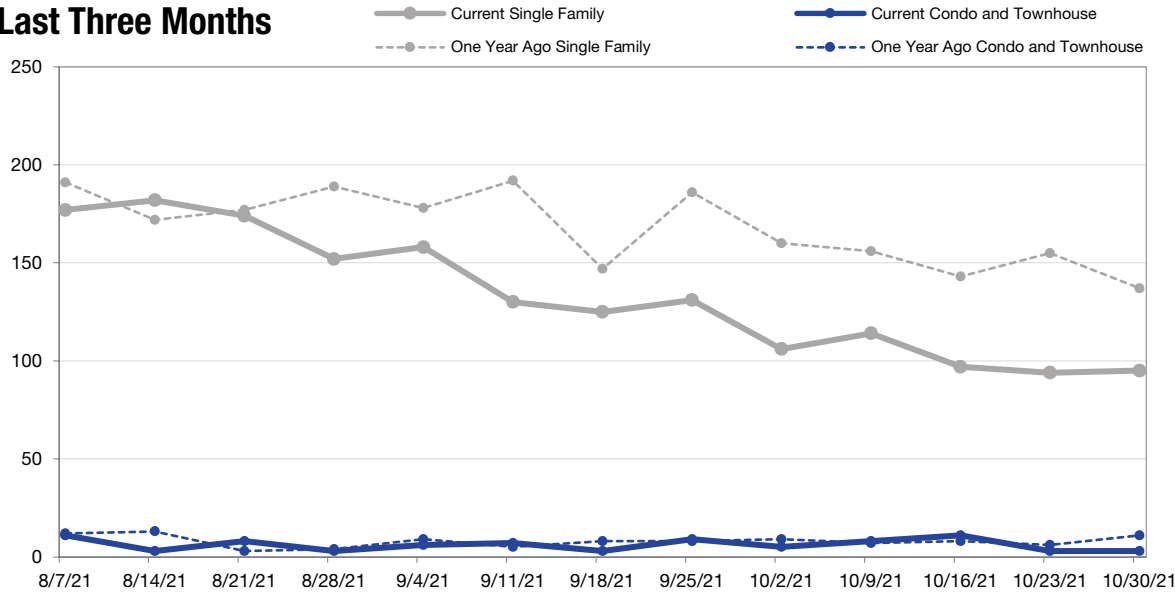


Pending Sales

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

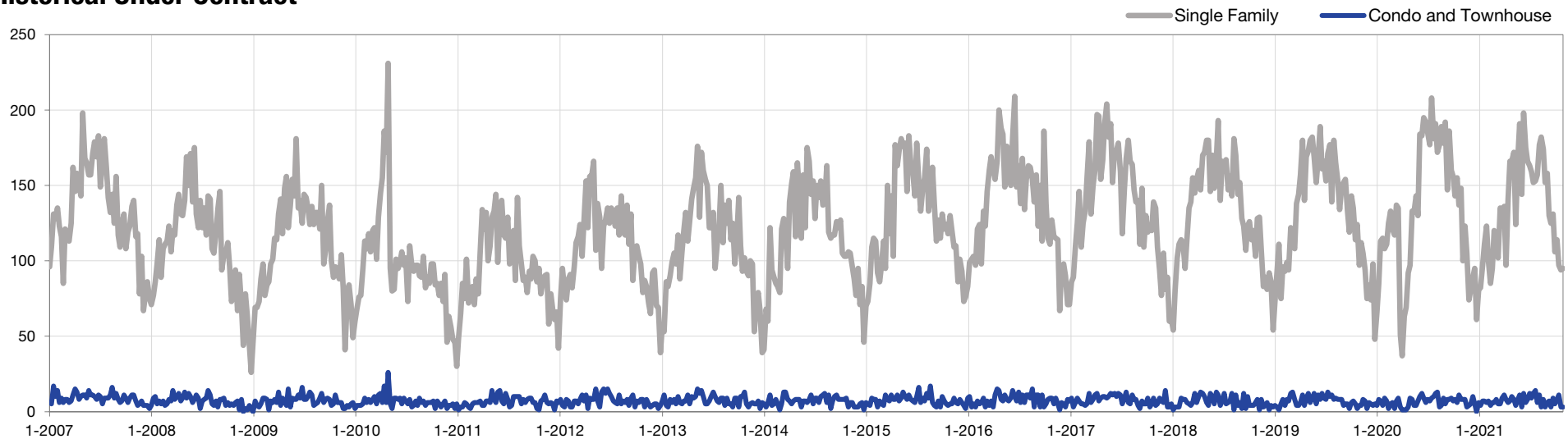


Last Three Months



Data for the Week Ending...	Single Family	Year-Over-Year Change	Condo and Townhouse	Year-Over-Year Change
8/7/2021	177	- 7.3%	11	- 8.3%
8/14/2021	182	+ 5.8%	3	- 76.9%
8/21/2021	174	- 1.7%	8	+ 166.7%
8/28/2021	152	- 19.6%	3	- 25.0%
9/4/2021	158	- 11.2%	6	- 33.3%
9/11/2021	130	- 32.3%	7	+ 40.0%
9/18/2021	125	- 15.0%	3	- 62.5%
9/25/2021	131	- 29.6%	9	+ 12.5%
10/2/2021	106	- 33.8%	5	- 44.4%
10/9/2021	114	- 26.9%	8	+ 14.3%
10/16/2021	97	- 32.2%	11	+ 37.5%
10/23/2021	94	- 39.4%	3	- 50.0%
10/30/2021	95	- 30.7%	3	- 72.7%
3-Month Avg.	133	- 20.5%	6	- 22.3%

Historical Under Contract

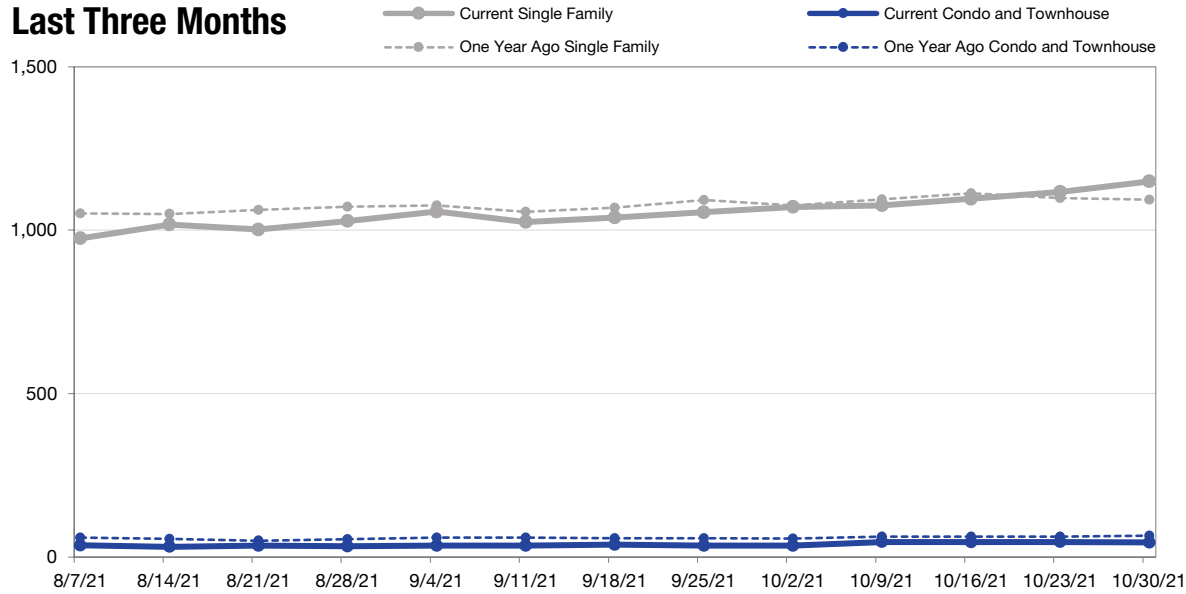


Inventory of Homes for Sale

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

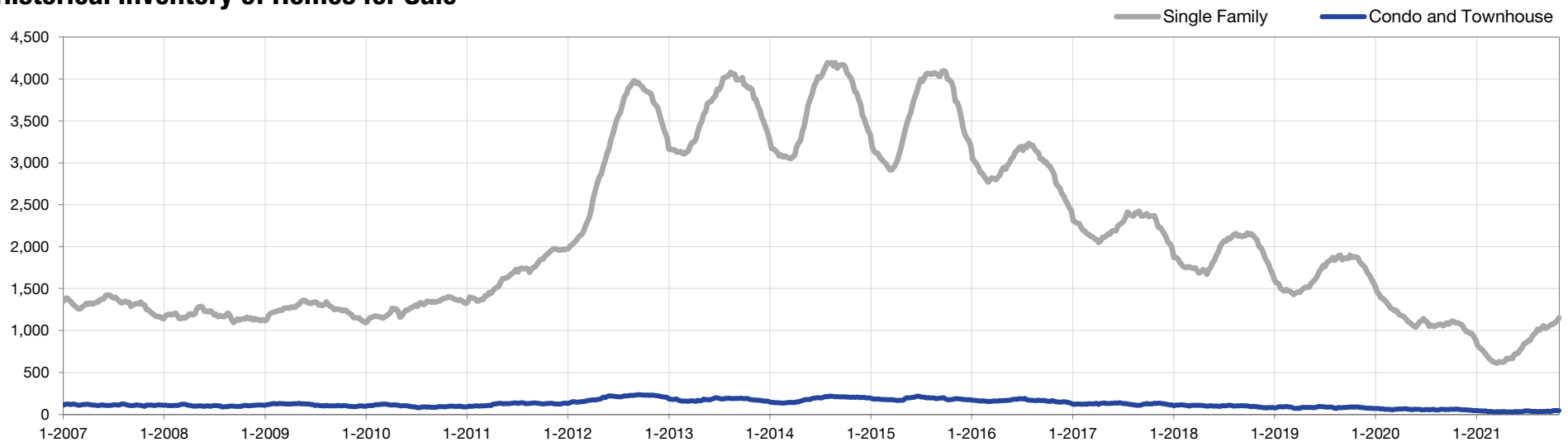


Last Three Months



Data for the Week Ending...	Single Family	Year-Over-Year Change	Condo and Townhouse	Year-Over-Year Change
8/7/2021	975	- 7.2%	35	- 40.7%
8/14/2021	1,017	- 3.1%	31	- 43.6%
8/21/2021	1,002	- 5.6%	34	- 32.0%
8/28/2021	1,028	- 4.1%	32	- 40.7%
9/4/2021	1,057	- 1.8%	34	- 42.4%
9/11/2021	1,025	- 2.9%	34	- 42.4%
9/18/2021	1,039	- 2.8%	37	- 35.1%
9/25/2021	1,055	- 3.4%	34	- 40.4%
10/2/2021	1,071	- 0.5%	34	- 39.3%
10/9/2021	1,076	- 1.6%	46	- 25.8%
10/16/2021	1,096	- 1.5%	45	- 27.4%
10/23/2021	1,117	+ 1.7%	46	- 25.8%
10/30/2021	1,150	+ 5.2%	44	- 32.3%
3-Month Avg.	1,054	- 2.1%	37	- 35.8%

Historical Inventory of Homes for Sale

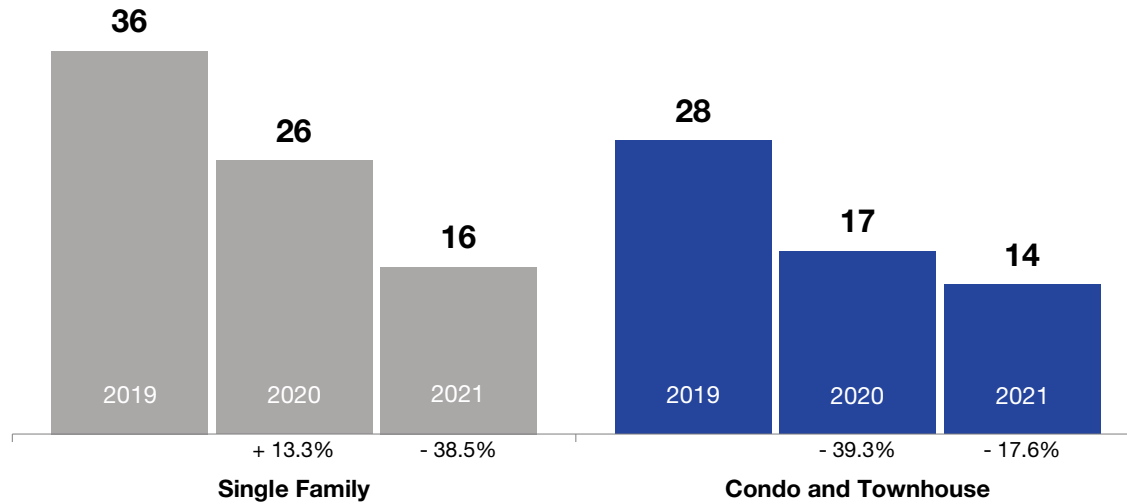


Days on Market Until Sale

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

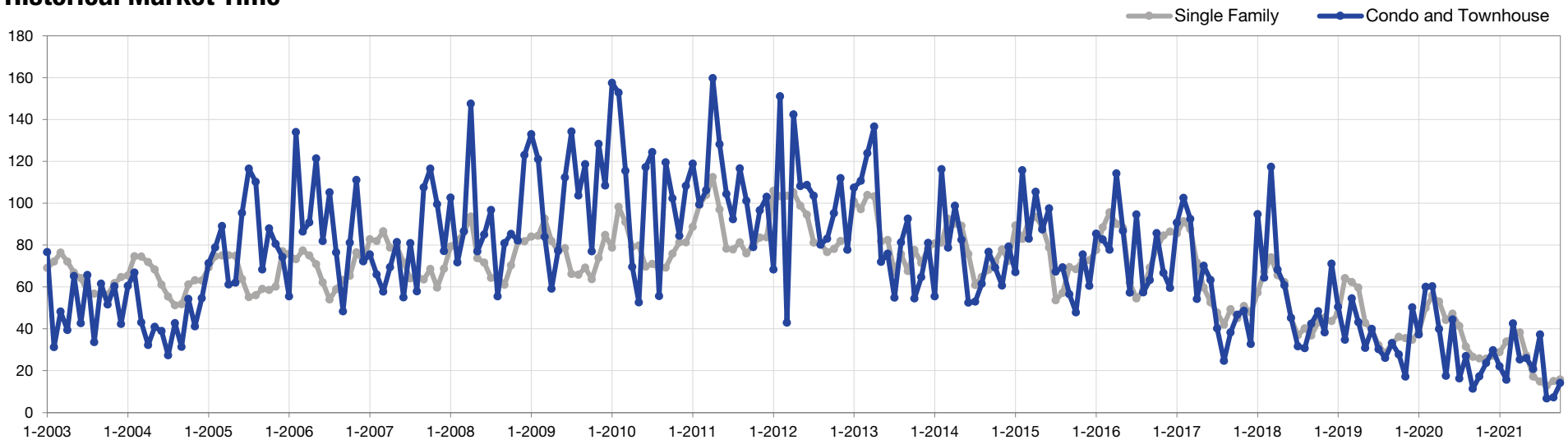


October



Data for the month of...	Single Family	Year-Over-Year Change	Condo and Townhouse	Year-Over-Year Change
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	13	- 58.1%	7	- 74.1%
Sep-2021	15	- 44.4%	7	- 36.4%
Oct-2021	16	- 38.5%	14	- 17.6%
Average	23	- 39.5%	22	- 29.9%

Historical Market Time

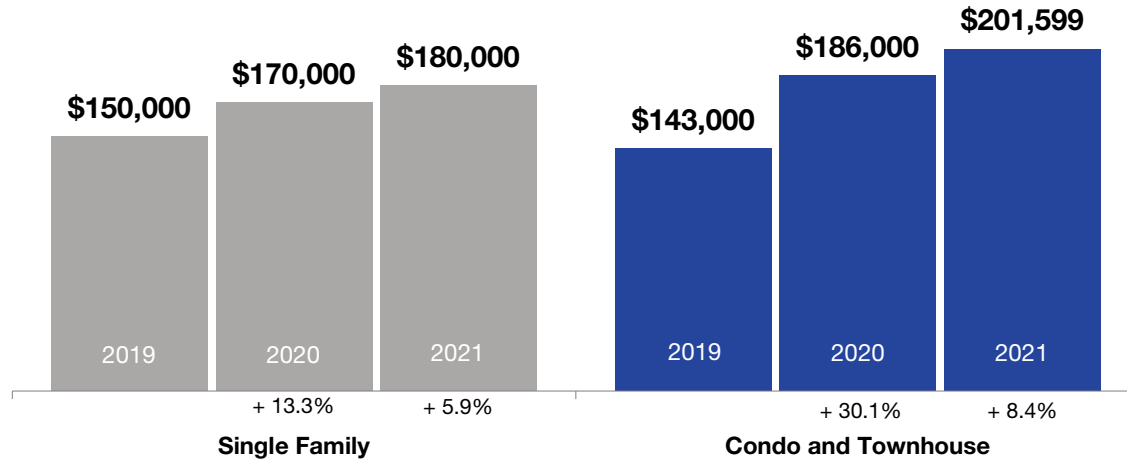


Median Sales Price

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

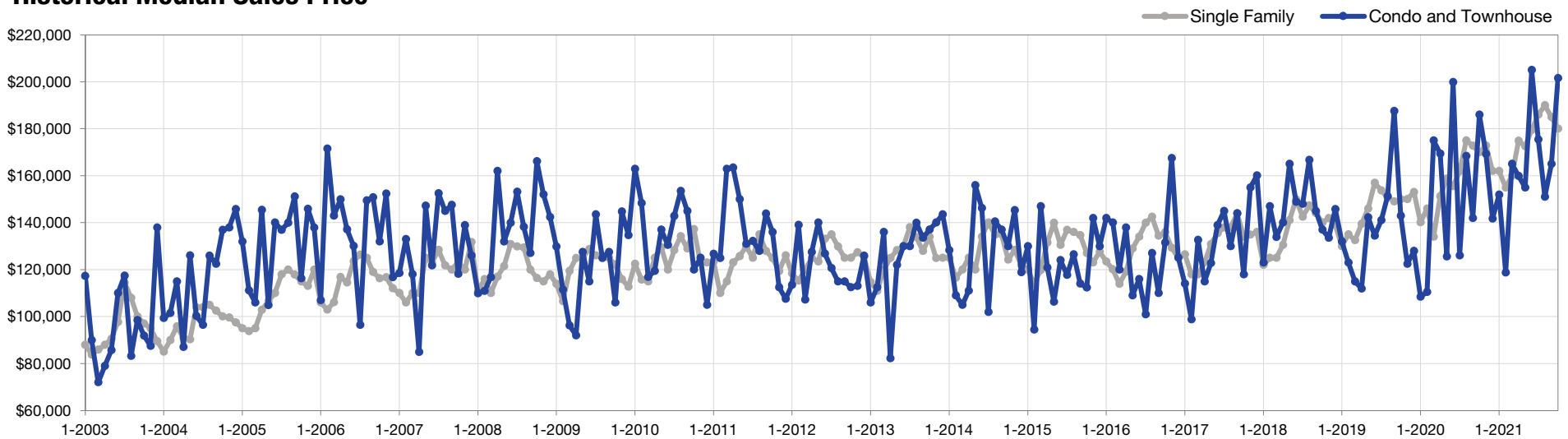


October



Data for the month of...	Single Family	Year-Over-Year Change	Condo and Townhouse	Year-Over-Year Change
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%
Oct-2021	\$180,000	+ 5.9%	\$201,599	+ 8.4%
Median	\$175,000	+ 9.7%	\$160,000	+ 8.1%

Historical Median Sales Price

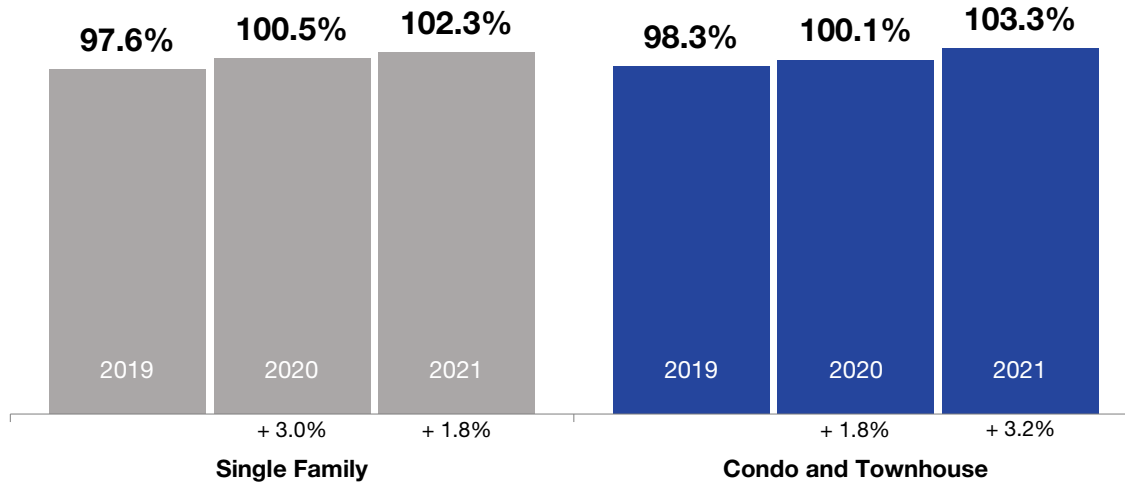


Percent of List Price Received

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.

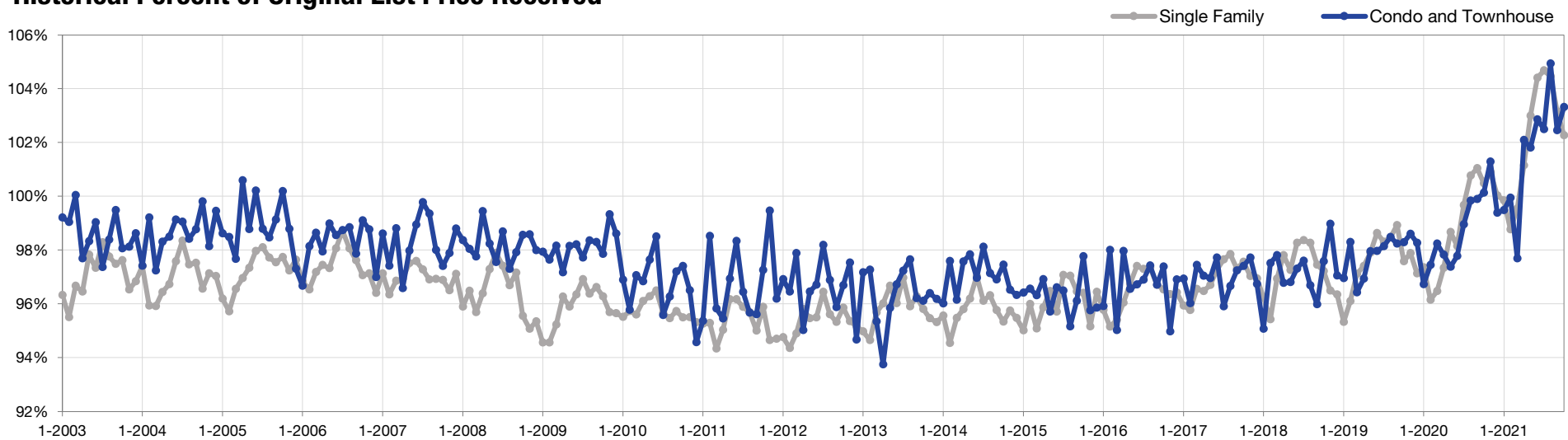


October



Data for the month of...	Single Family	Year-Over-Year Change	Condo and Townhouse	Year-Over-Year Change
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	99.5%	+ 3.1%	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	103.2%	+ 2.2%	102.5%	+ 2.6%
Oct-2021	102.3%	+ 1.8%	103.3%	+ 3.2%
Average	102.1%	+ 3.3%	101.6%	+ 3.0%

Historical Percent of Original List Price Received

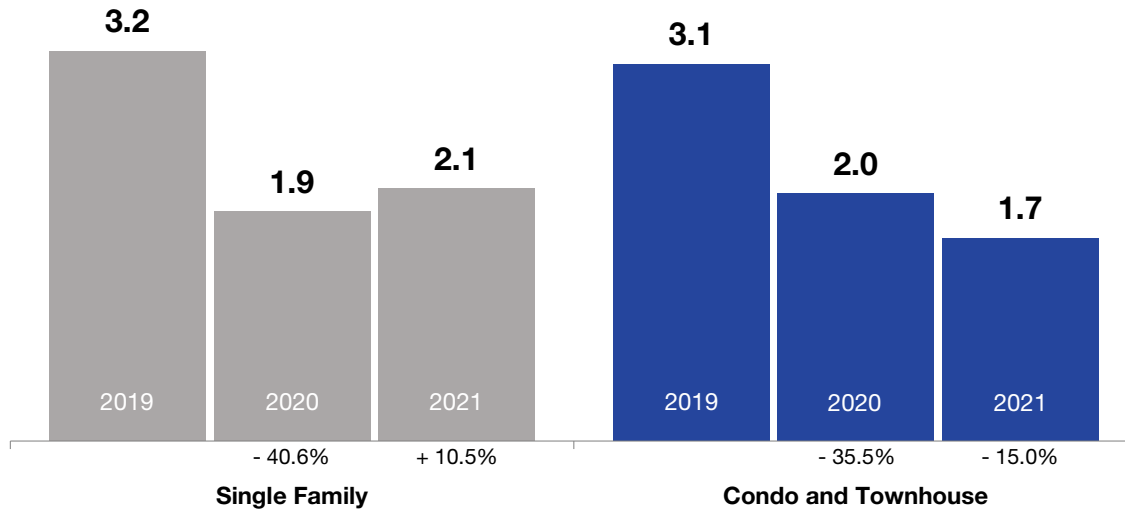


Months Supply of Inventory

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.



October



Data for the month of...	Single Family	Year-Over-Year Change	Condo and Townhouse	Year-Over-Year Change
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%	1.1	- 47.6%
Aug-2021	1.8	- 5.3%	1.1	- 52.2%
Sep-2021	1.9	- 5.0%	1.3	- 48.0%
Oct-2021	2.1	+ 10.5%	1.7	- 15.0%
Average	1.5	- 31.4%	1.3	- 41.5%

Historical Months Supply of Inventory

