

Weekly Market Activity Report



For Week Ending November 13, 2021

Data current as of November 22, 2021

The Federal Housing Finance Agency may soon increase conforming loan limits, according to the Wall Street Journal, with Fannie Mae and Freddie Mac expected to back mortgage loans close to \$1 million dollars in high-cost markets, and loans up to \$650K in other markets, beginning in 2022. The final loan limits are expected to be announced November 30th. The projected increases are meant to keep pace with the historic rise of sales prices in the last year. Conforming loans often offer lower interest rates and smaller down payments,

SINGLE FAMILY

For the week ending November 13:

- New Listings increased 3.8% to 135
- Pending Sales decreased 9.0% to 91
- Inventory decreased 2.0% to 1,055

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 remained flat at 1.9

CONDO AND TOWNHOUSE

For the week ending November 13:

- New Listings decreased 25.0% to 6
- Pending Sales decreased 25.0% to 6
- Inventory decreased 30.4% to 39

For the month of October:

- Median Sales Price increased 8.2% to \$201,300
- Days on Market decreased 17.6% to 14
- Percent of List Price Received increased 2.7% to 102.8%
- Months Supply decreased 25.0% to 1.5

Quick Facts

+ 19.5%

Year-Over-Year Change
New Listings

- 26.0%

Year-Over-Year Change
Pending Sales

- 2.2%

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

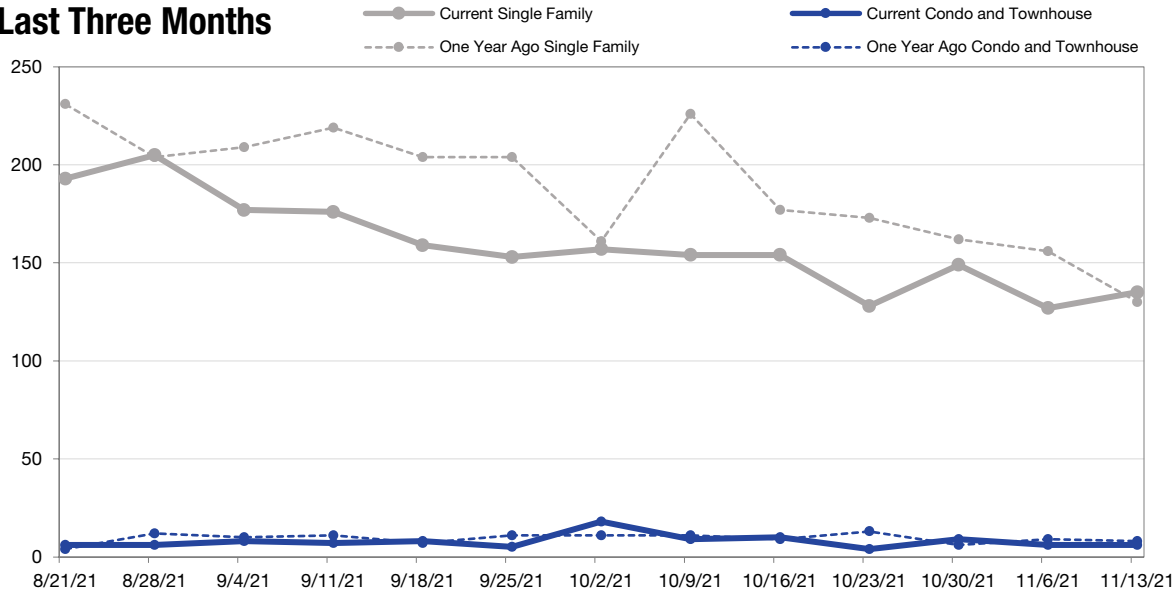
Days on Market Until Sale	5
Median Sales Price	6
Percent of List Price Received	7
Months Supply of Inventory	8

New Listings

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

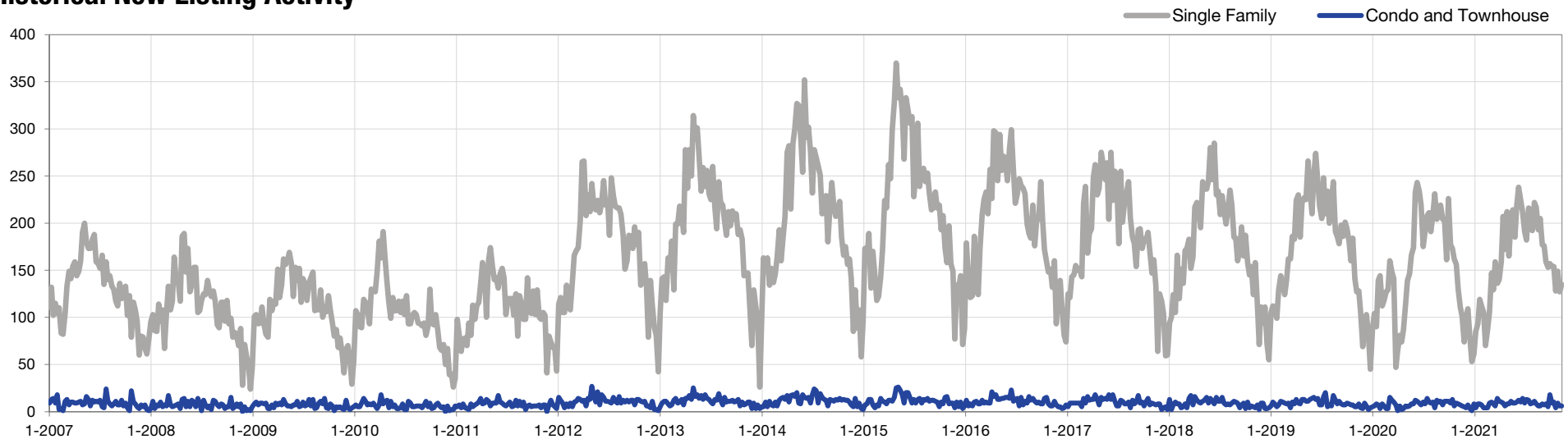


Last Three Months



Data for the Week Ending...	Single Family	Year-Over-Year Change	Condo and Townhouse	Year-Over-Year Change
8/21/2021	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	176	- 19.6%	7	- 36.4%
9/18/2021	159	- 22.1%	8	+ 14.3%
9/25/2021	153	- 25.0%	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%
11/6/2021	127	- 18.6%	6	- 33.3%
11/13/2021	135	+ 3.8%	6	- 25.0%
3-Month Avg.	159	- 15.8%	8	- 16.4%

Historical New Listing Activity

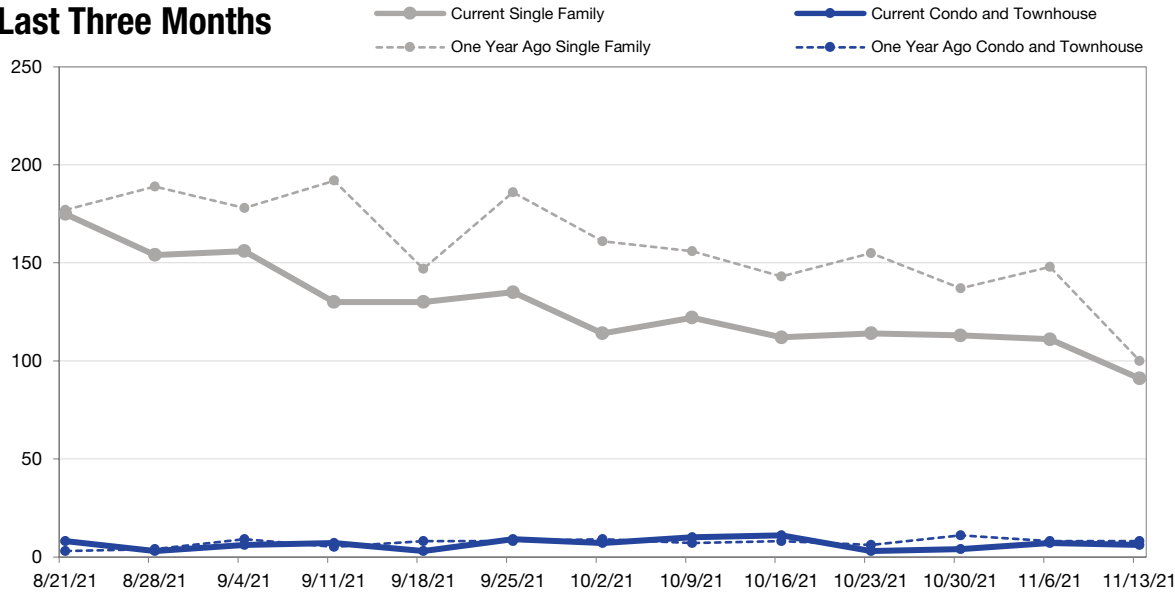


Pending Sales

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

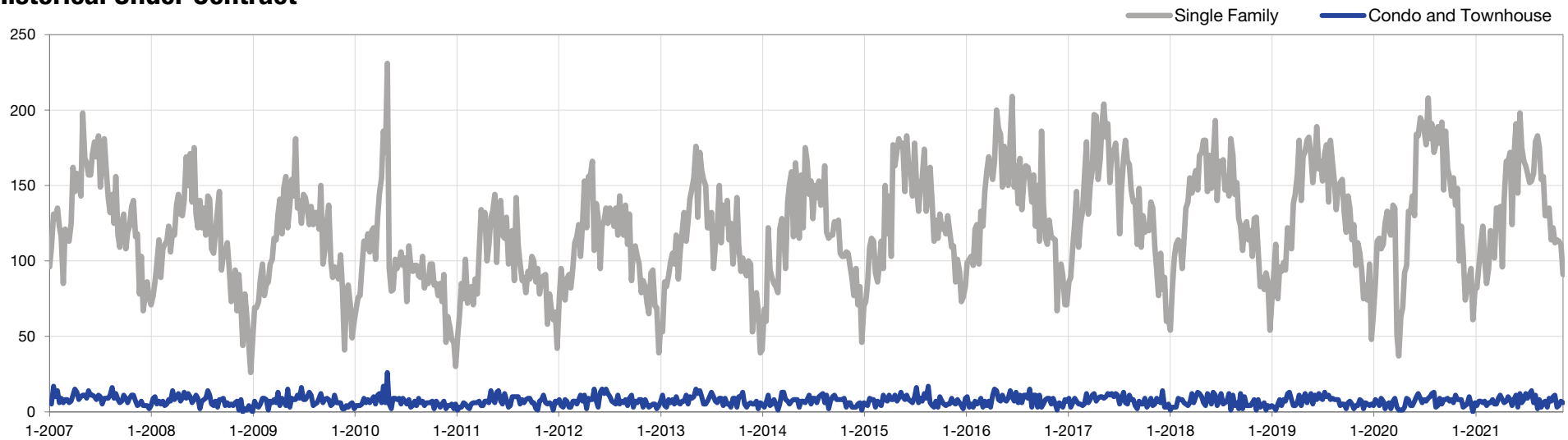


Last Three Months



Data for the Week Ending...	Single Family	Year-Over-Year Change	Condo and Townhouse	Year-Over-Year Change
8/21/2021	175	- 1.1%	8	+ 166.7%
8/28/2021	154	- 18.5%	3	- 25.0%
9/4/2021	156	- 12.4%	6	- 33.3%
9/11/2021	130	- 32.3%	7	+ 40.0%
9/18/2021	130	- 11.6%	3	- 62.5%
9/25/2021	135	- 27.4%	9	+ 12.5%
10/2/2021	114	- 29.2%	7	- 22.2%
10/9/2021	122	- 21.8%	10	+ 42.9%
10/16/2021	112	- 21.7%	11	+ 37.5%
10/23/2021	114	- 26.5%	3	- 50.0%
10/30/2021	113	- 17.5%	4	- 63.6%
11/6/2021	111	- 25.0%	7	- 12.5%
11/13/2021	91	- 9.0%	6	- 25.0%
3-Month Avg.	127	- 19.9%	6	- 10.6%

Historical Under Contract

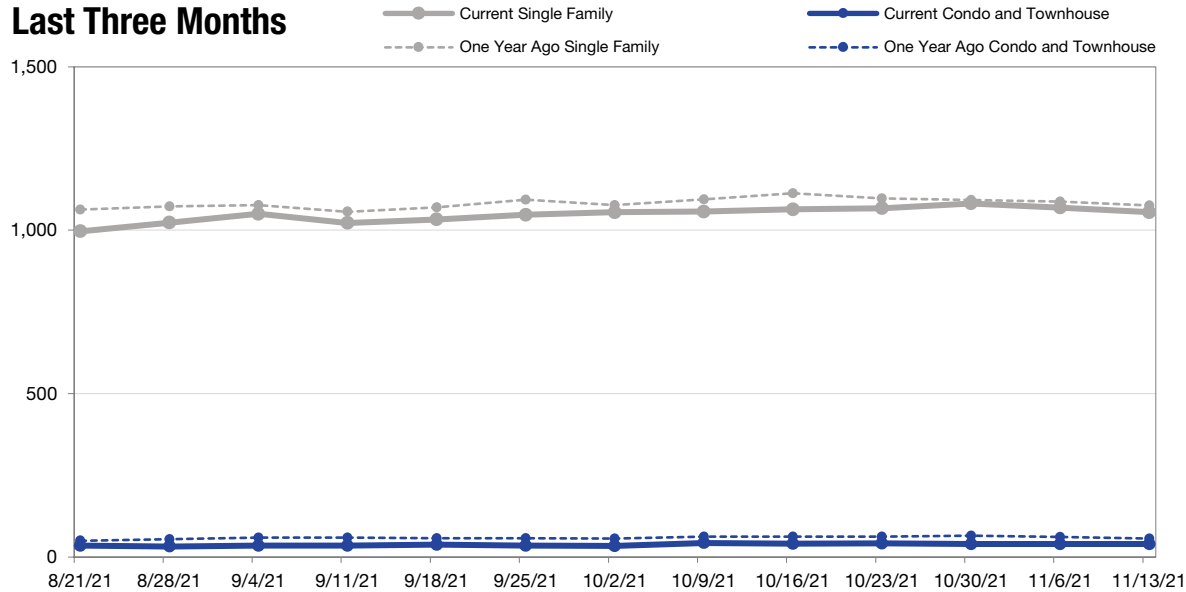


Inventory of Homes for Sale

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

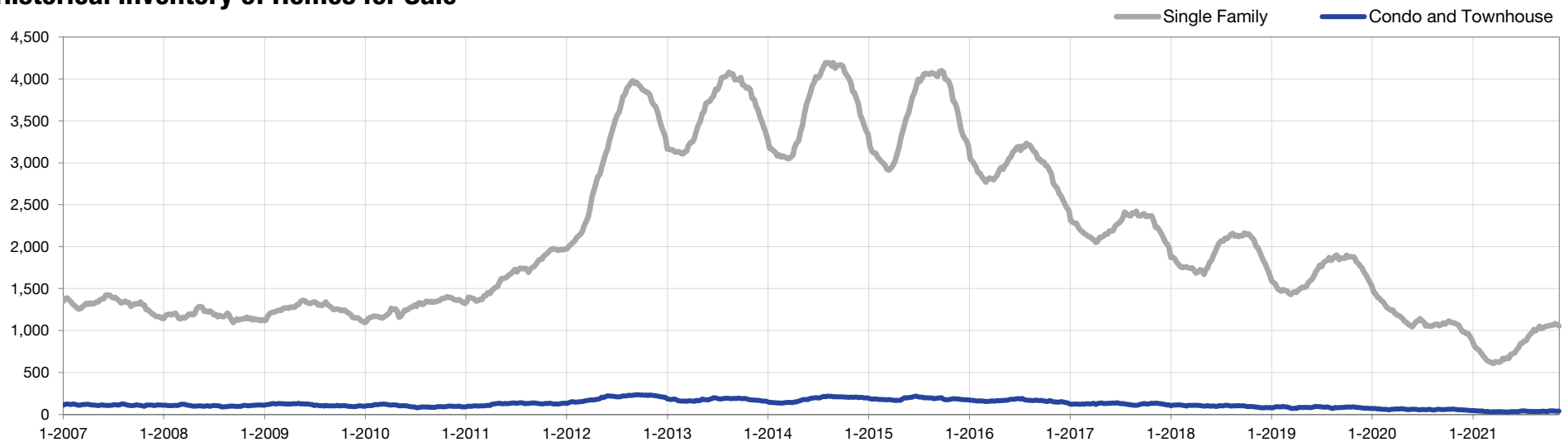


Last Three Months



Data for the Week Ending...	Single Family	Year-Over-Year Change	Condo and Townhouse	Year-Over-Year Change
8/21/2021	997	- 6.2%	34	- 32.0%
8/28/2021	1,023	- 4.7%	32	- 40.7%
9/4/2021	1,050	- 2.5%	34	- 42.4%
9/11/2021	1,022	- 3.3%	34	- 42.4%
9/18/2021	1,033	- 3.5%	37	- 35.1%
9/25/2021	1,047	- 4.2%	34	- 40.4%
10/2/2021	1,055	- 2.0%	33	- 41.1%
10/9/2021	1,057	- 3.4%	43	- 30.6%
10/16/2021	1,064	- 4.4%	40	- 35.5%
10/23/2021	1,067	- 2.7%	41	- 33.9%
10/30/2021	1,082	- 0.9%	39	- 40.0%
11/6/2021	1,069	- 1.7%	39	- 36.1%
11/13/2021	1,055	- 2.0%	39	- 30.4%
3-Month Avg.	1,048	- 3.2%	37	- 37.0%

Historical Inventory of Homes for Sale

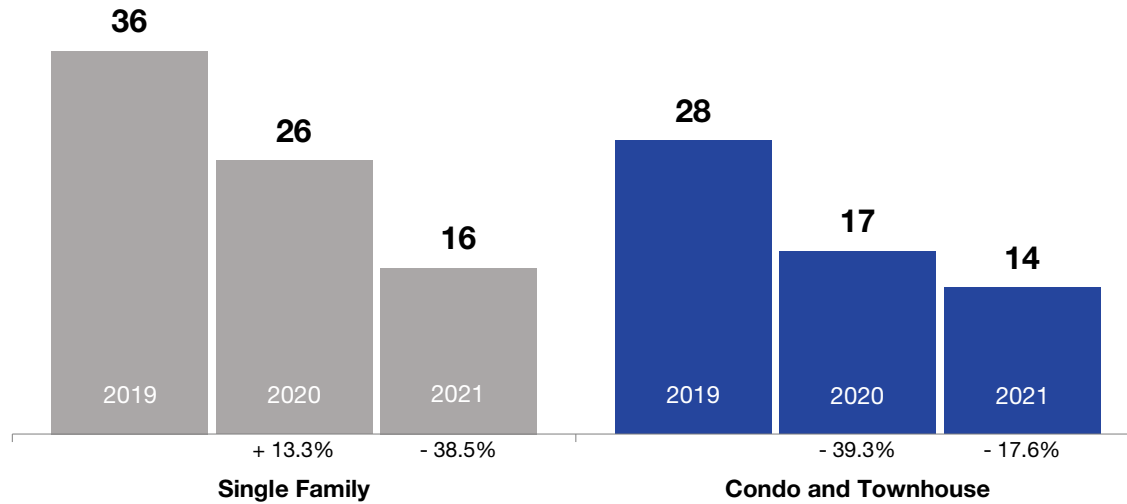


Days on Market Until Sale

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

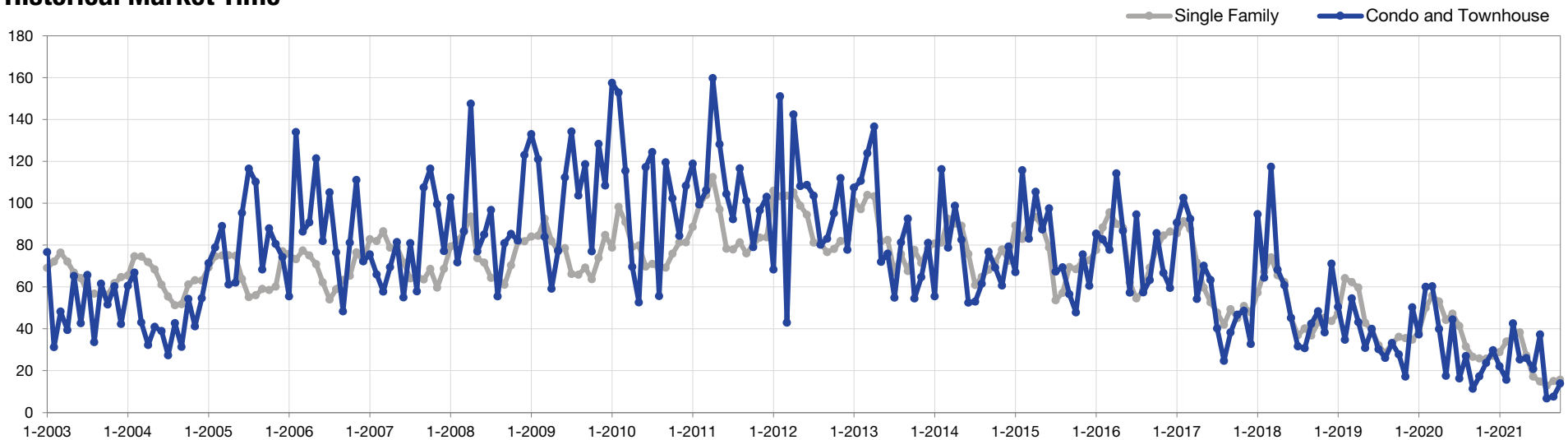


October



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%	8	- 27.3%
Oct-2021	16	- 38.5%	14	- 17.6%
Average	23	- 39.6%	22	- 30.0%

Historical Market Time

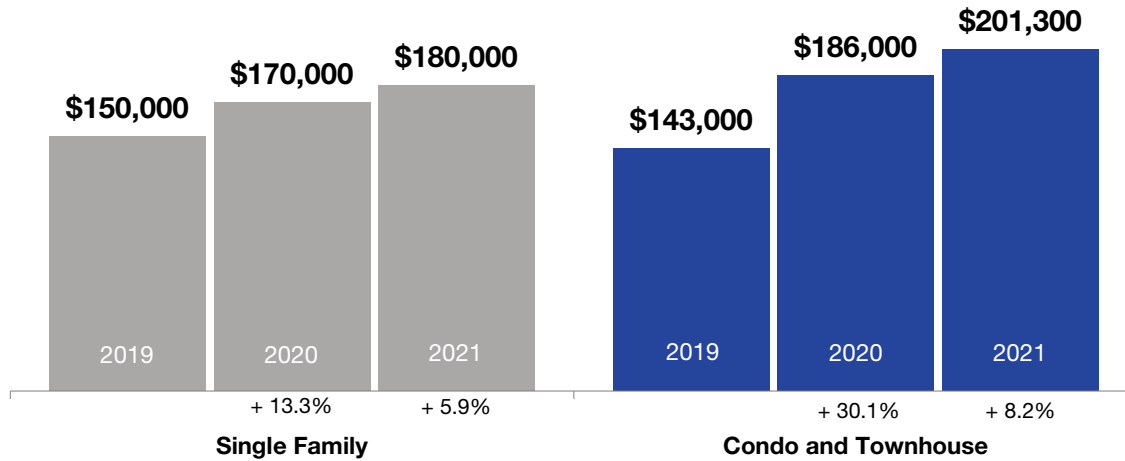


Median Sales Price

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

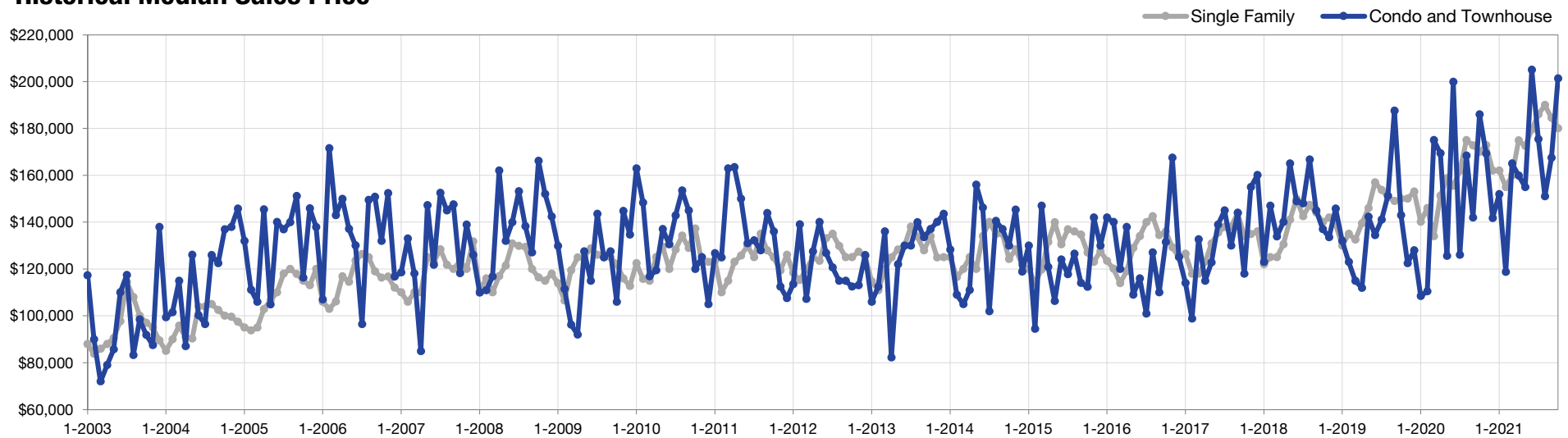


October



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	\$184,500	+ 6.8%	\$167,450	+ 17.9%
Oct-2021	\$180,000	+ 5.9%	\$201,300	+ 8.2%
Median	\$175,000	+ 9.7%	\$160,000	+ 8.1%

Historical Median Sales Price

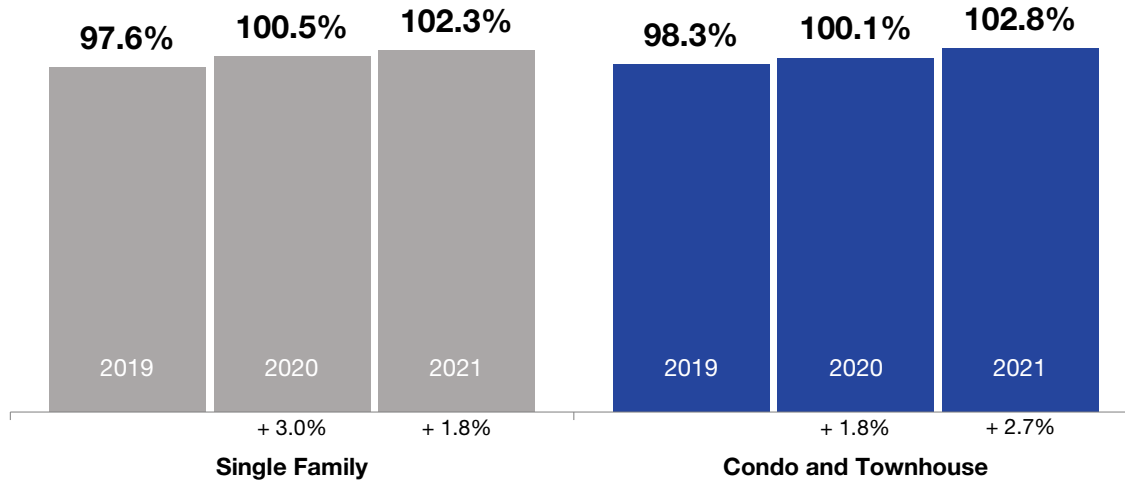


Percent of List Price Received

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.

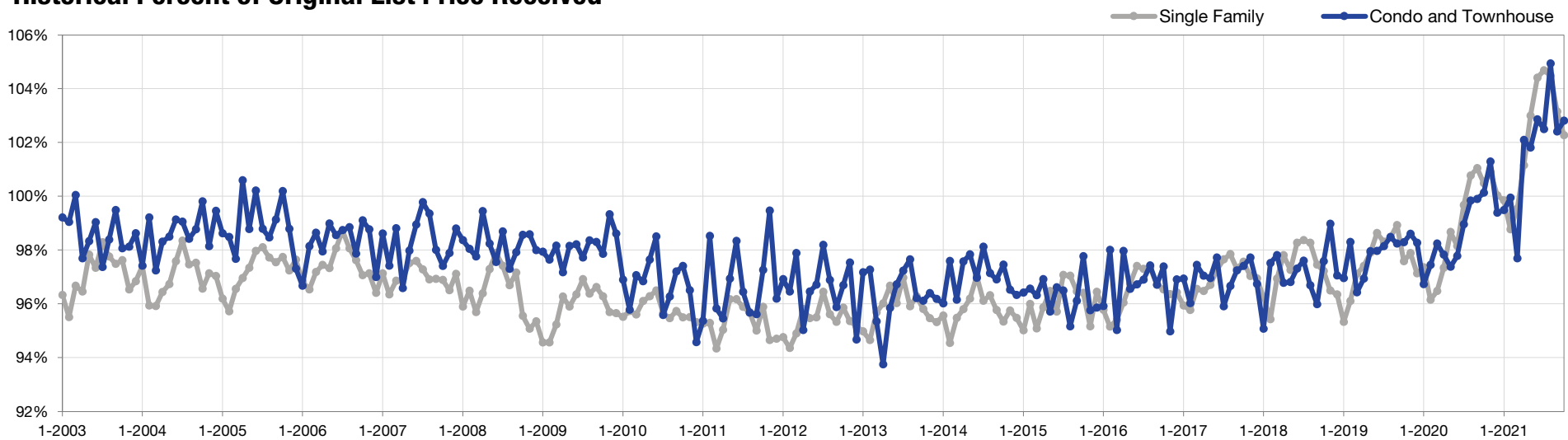


October



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	103.1%	+ 2.1%	102.4%	+ 2.5%
Oct-2021	102.3%	+ 1.8%	102.8%	+ 2.7%
Average	102.1%	+ 3.3%	101.5%	+ 2.9%

Historical Percent of Original List Price Received

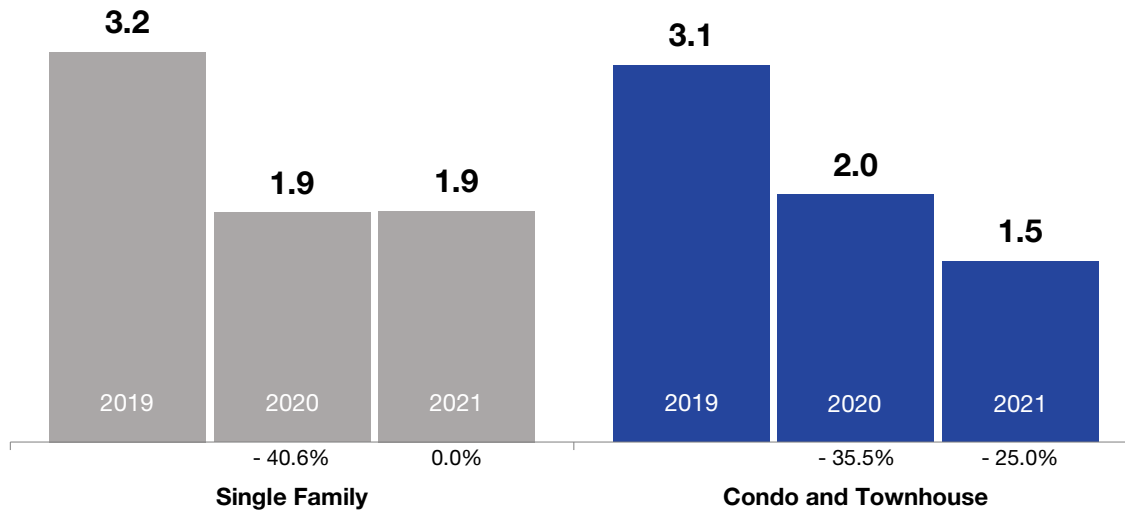


Months Supply of Inventory

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	-47.6%	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	1.7	-10.5%	1.1	-52.2%
Sep-2021	1.9	-5.0%	1.3	-48.0%
Oct-2021	1.9	0.0%	1.5	-25.0%
Average	1.5	-32.4%	1.3	-42.5%

Historical Months Supply of Inventory

