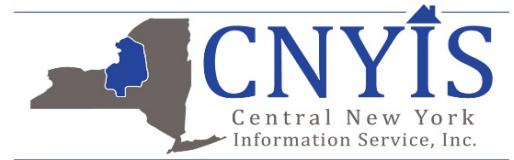


# Weekly Market Activity Report



## For Week Ending November 20, 2021

Data current as of November 29, 2021

Consumer credit scores have risen since the beginning of the pandemic, according to FICO CEO William Lansing in a recent interview with MarketWatch. The average score across all segments rose eight points to 716, while consumers with scores below 600 saw a larger average increase, rising from 581 in April 2020 to 601 today. Pandemic-related relief programs and a decrease in consumer spending early in the pandemic are likely contributors to the improvement in scores. Higher credit scores can offer home buyers more loan options as well as lower interest rates, which can increase affordability and purchasing power.

### SINGLE FAMILY

For the week ending November 20:

- New Listings increased 15.3% to 128
- Pending Sales decreased 39.8% to 74
- Inventory decreased 1.1% to 1,054

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 20:

- New Listings decreased 28.6% to 5
- Pending Sales decreased 37.5% to 5
- Inventory decreased 28.3% to 38

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

<b>+ 24.3%</b>	<b>- 26.9%</b>	<b>+ 1.7%</b>
Year-Over-Year Change <b>New Listings</b>	Year-Over-Year Change <b>Pending Sales</b>	Year-Over-Year Change <b>Homes for Sale</b>

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	<b>2</b>
Pending Sales	<b>3</b>
Inventory of Homes for Sale	<b>4</b>

### Metrics by Month

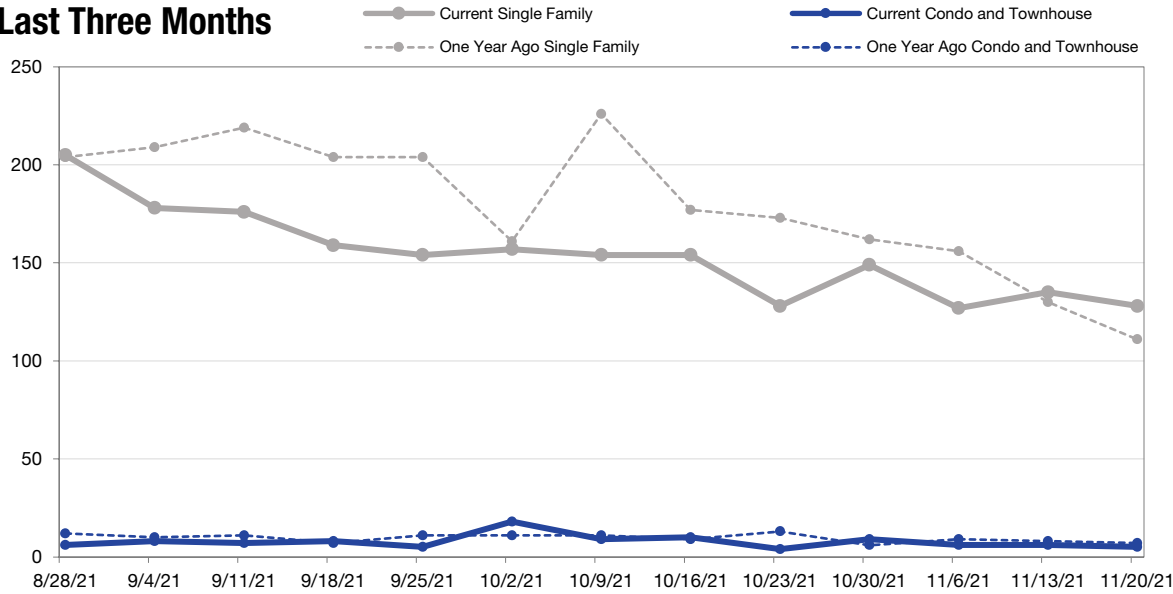
Days on Market Until Sale	<b>5</b>
Median Sales Price	<b>6</b>
Percent of List Price Received	<b>7</b>
Months Supply of Inventory	<b>8</b>

# New Listings

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

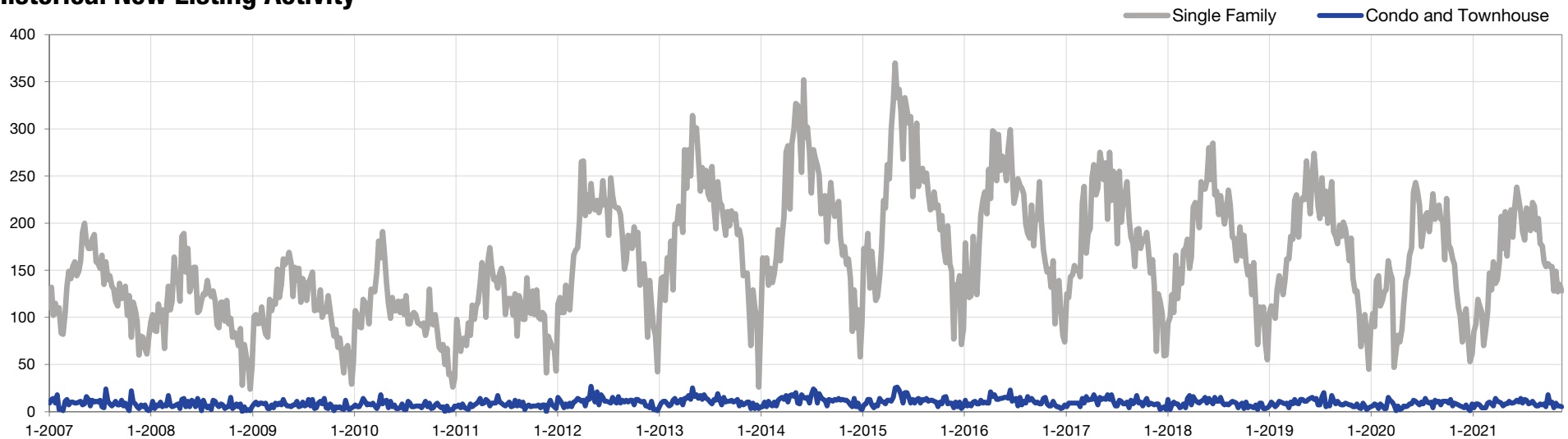


## Last Three Months



Data for the Week Ending...	Single Family	Year-Over-Year Change	Condo and Townhouse	Year-Over-Year Change
8/28/2021	205	+ 0.5%	6	- 50.0%
9/4/2021	178	- 14.8%	8	- 20.0%
9/11/2021	176	- 19.6%	7	- 36.4%
9/18/2021	159	- 22.1%	8	+ 14.3%
9/25/2021	154	- 24.5%	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%
11/6/2021	127	- 18.6%	6	- 33.3%
11/13/2021	135	+ 3.8%	6	- 25.0%
11/20/2021	128	+ 15.3%	5	- 28.6%
<b>3-Month Avg.</b>	<b>154</b>	<b>- 14.2%</b>	<b>8</b>	<b>- 19.2%</b>

## Historical New Listing Activity

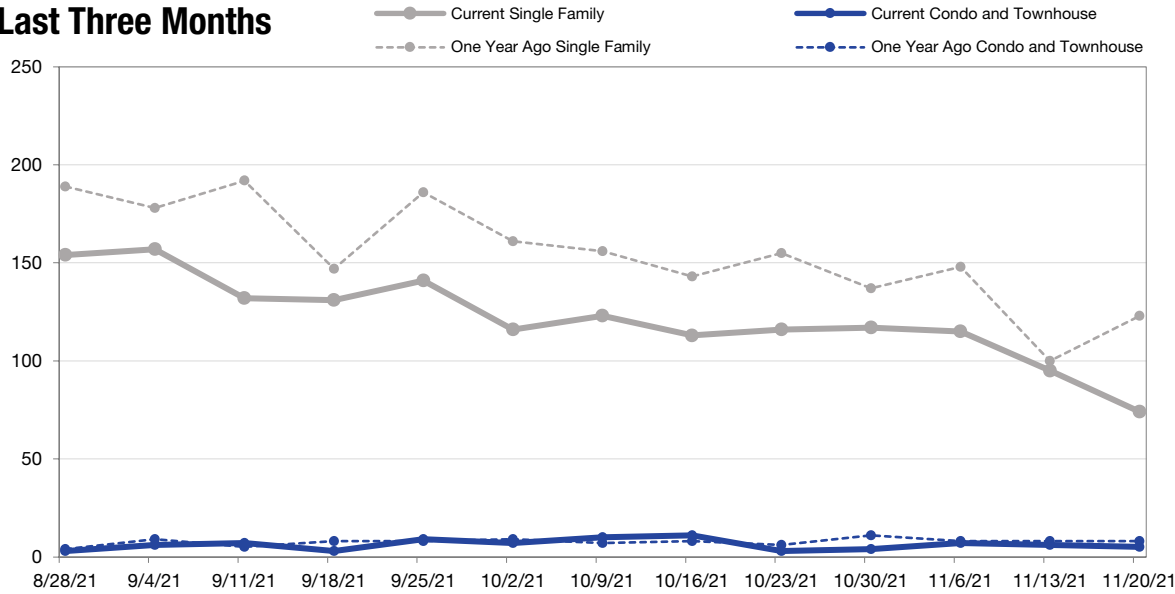


# Pending Sales

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

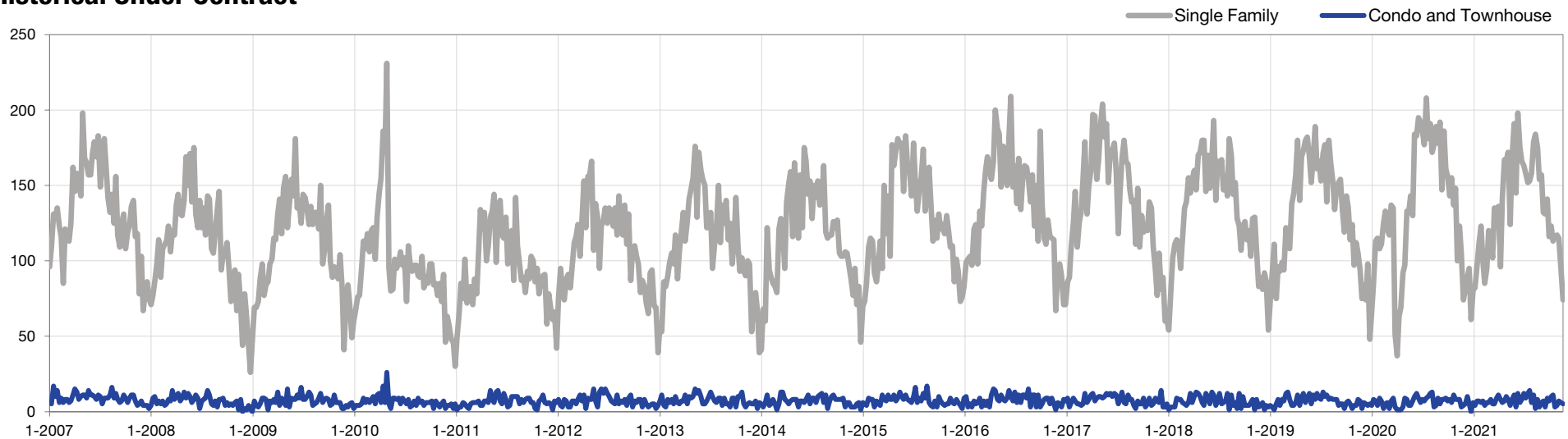


## Last Three Months



Data for the Week Ending...	Single Family	Year-Over-Year Change	Condo and Townhouse	Year-Over-Year Change
8/28/2021	154	- 18.5%	3	- 25.0%
9/4/2021	157	- 11.8%	6	- 33.3%
9/11/2021	132	- 31.3%	7	+ 40.0%
9/18/2021	131	- 10.9%	3	- 62.5%
9/25/2021	141	- 24.2%	9	+ 12.5%
10/2/2021	116	- 28.0%	7	- 22.2%
10/9/2021	123	- 21.2%	10	+ 42.9%
10/16/2021	113	- 21.0%	11	+ 37.5%
10/23/2021	116	- 25.2%	3	- 50.0%
10/30/2021	117	- 14.6%	4	- 63.6%
11/6/2021	115	- 22.3%	7	- 12.5%
11/13/2021	95	- 5.0%	6	- 25.0%
11/20/2021	74	- 39.8%	5	- 37.5%
<b>3-Month Avg.</b>	<b>122</b>	<b>- 21.4%</b>	<b>6</b>	<b>- 18.2%</b>

## Historical Under Contract

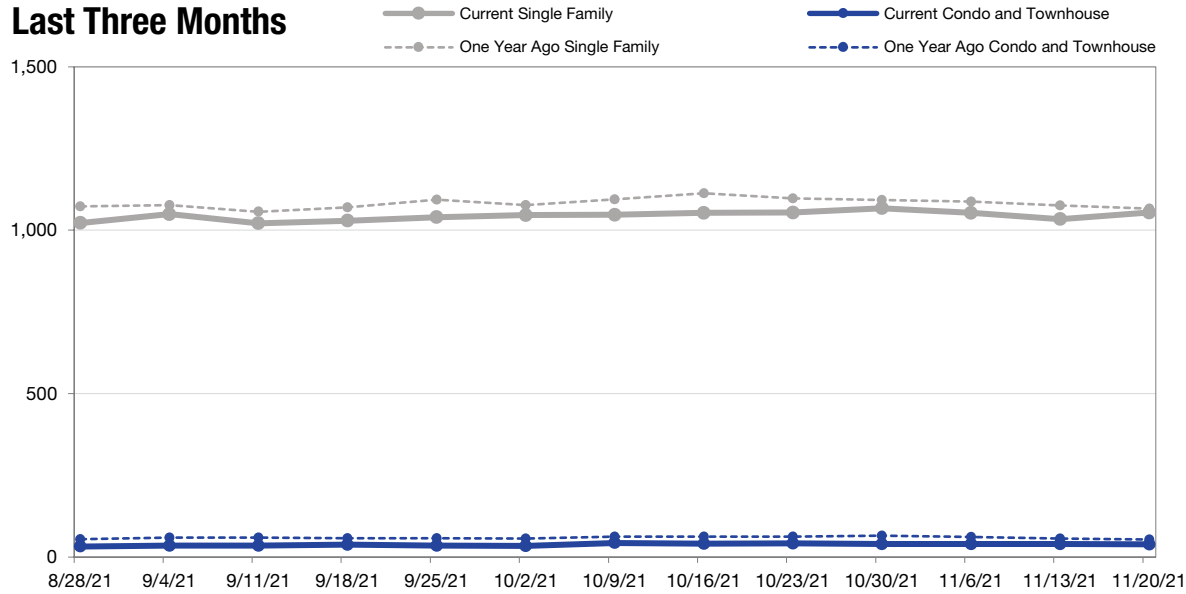


# Inventory of Homes for Sale

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

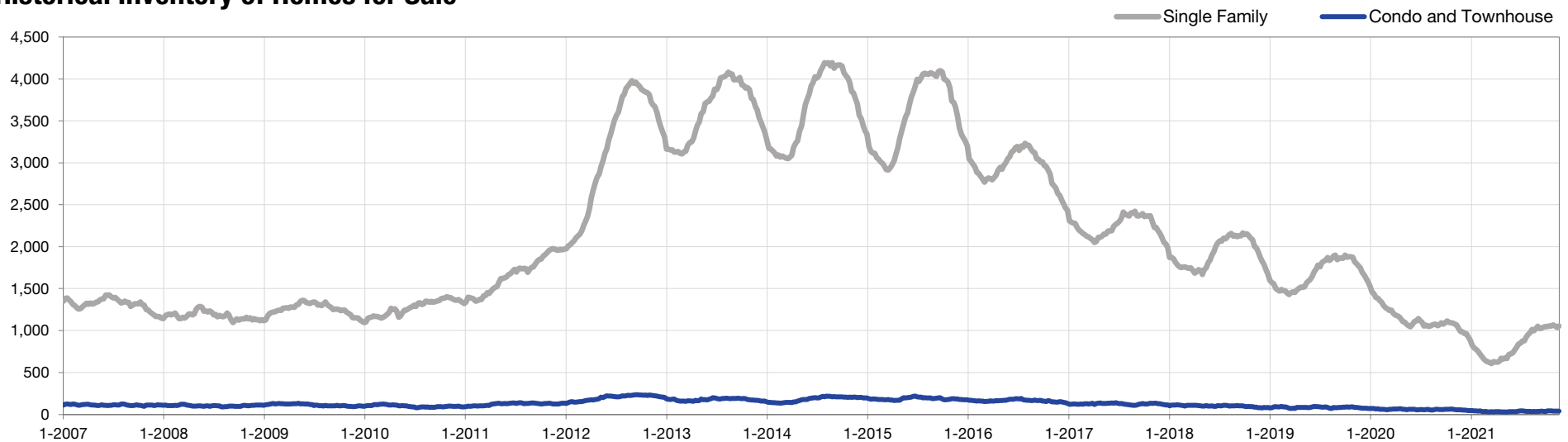


## Last Three Months



Data for the Week Ending...	Single Family	Year-Over-Year Change	Condo and Townhouse	Year-Over-Year Change
8/28/2021	1,022	- 4.8%	32	- 40.7%
9/4/2021	1,049	- 2.6%	34	- 42.4%
9/11/2021	1,021	- 3.4%	34	- 42.4%
9/18/2021	1,029	- 3.8%	37	- 35.1%
9/25/2021	1,040	- 4.8%	34	- 40.4%
10/2/2021	1,046	- 2.9%	33	- 41.1%
10/9/2021	1,047	- 4.3%	43	- 30.6%
10/16/2021	1,053	- 5.4%	40	- 35.5%
10/23/2021	1,054	- 3.9%	41	- 33.9%
10/30/2021	1,067	- 2.3%	39	- 40.0%
11/6/2021	1,053	- 3.2%	39	- 36.1%
11/13/2021	1,034	- 3.9%	39	- 30.4%
11/20/2021	1,054	- 1.1%	38	- 28.3%
<b>3-Month Avg.</b>	<b>1,044</b>	<b>- 3.6%</b>	<b>37</b>	<b>- 36.7%</b>

## Historical Inventory of Homes for Sale

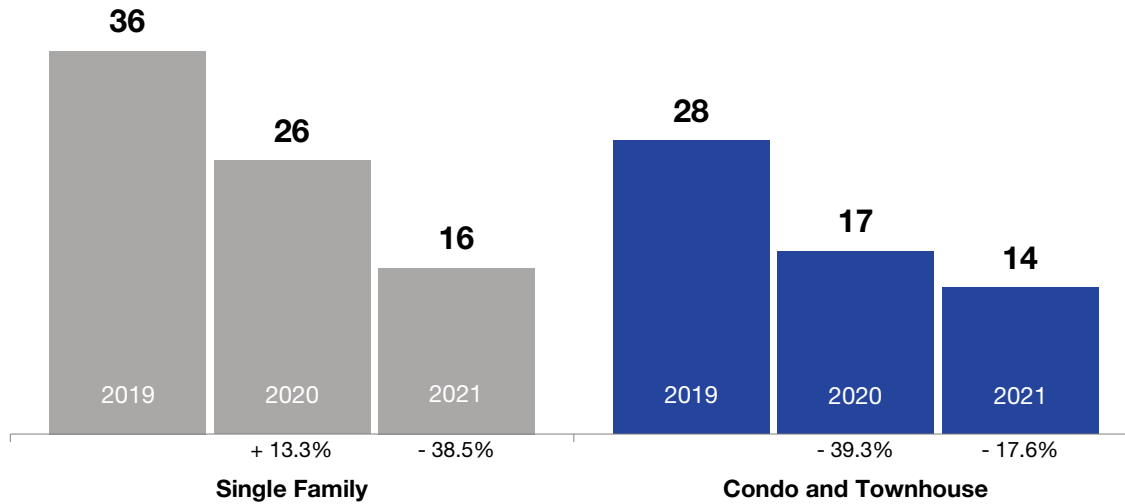


# Days on Market Until Sale

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

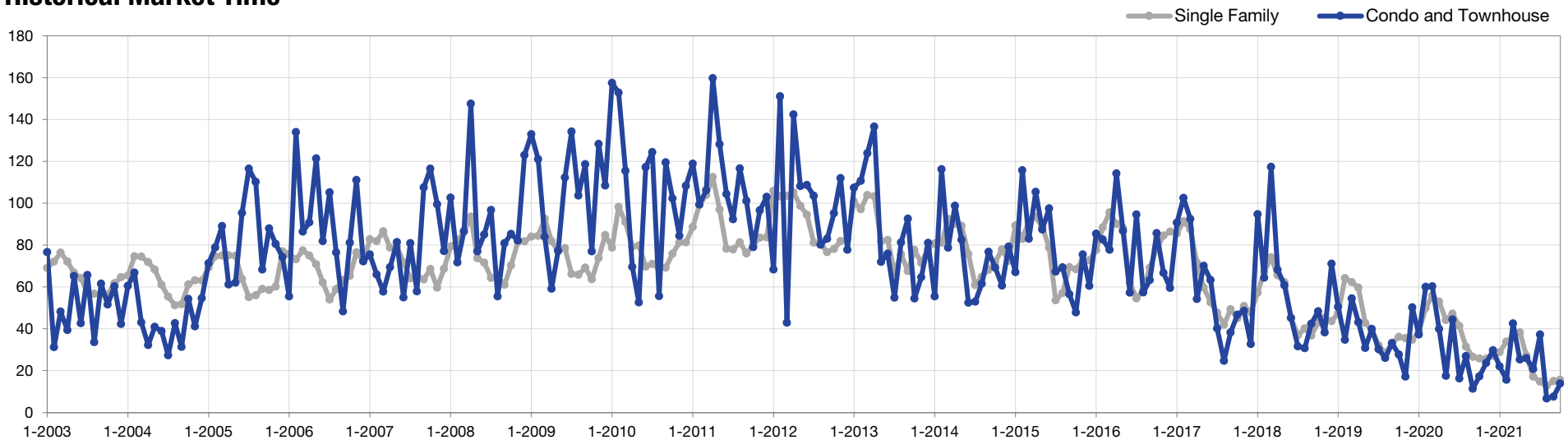


## October



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%
<b>Average</b>	<b>23</b>	<b>- 39.6%</b>	<b>22</b>	<b>- 30.0%</b>

## Historical Market Time

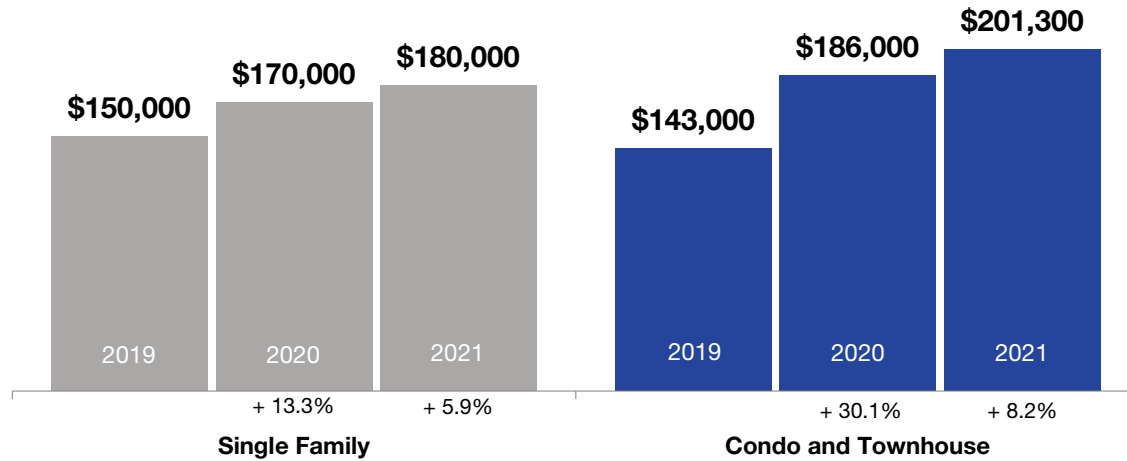


# Median Sales Price

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

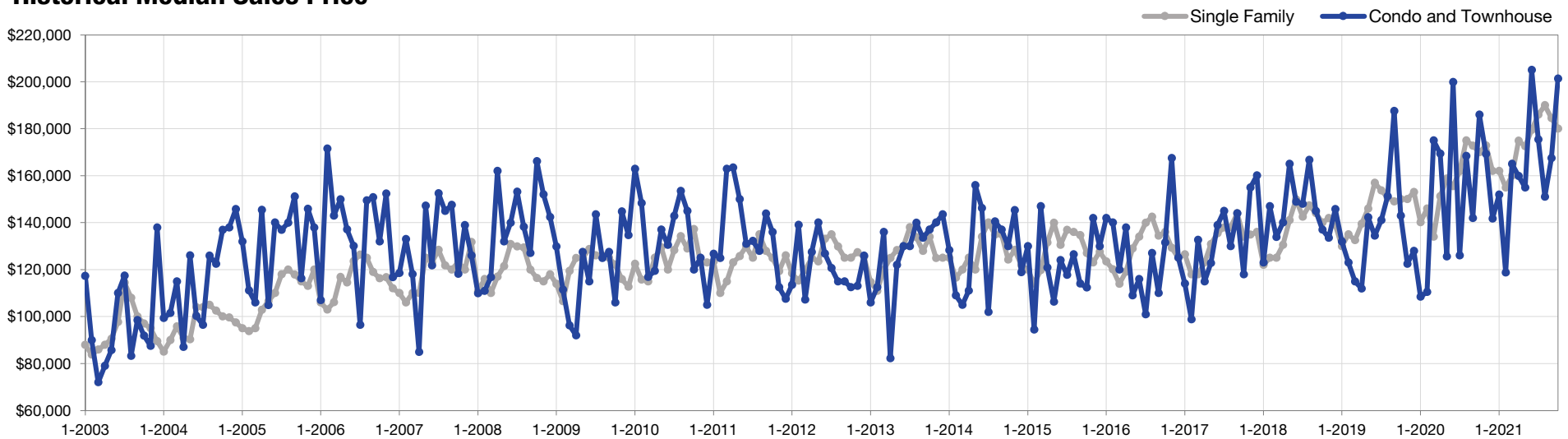


## October



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%
<b>Median</b>	<b>\$174,950</b>	<b>+ 9.6%</b>	<b>\$160,000</b>	<b>+ 8.1%</b>

## Historical Median Sales Price

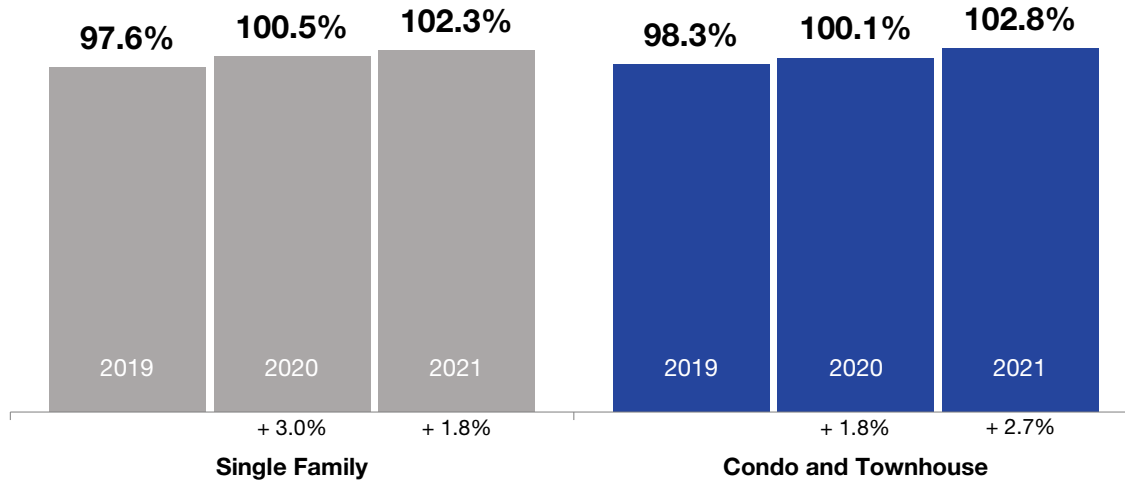


# Percent of List Price Received

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.

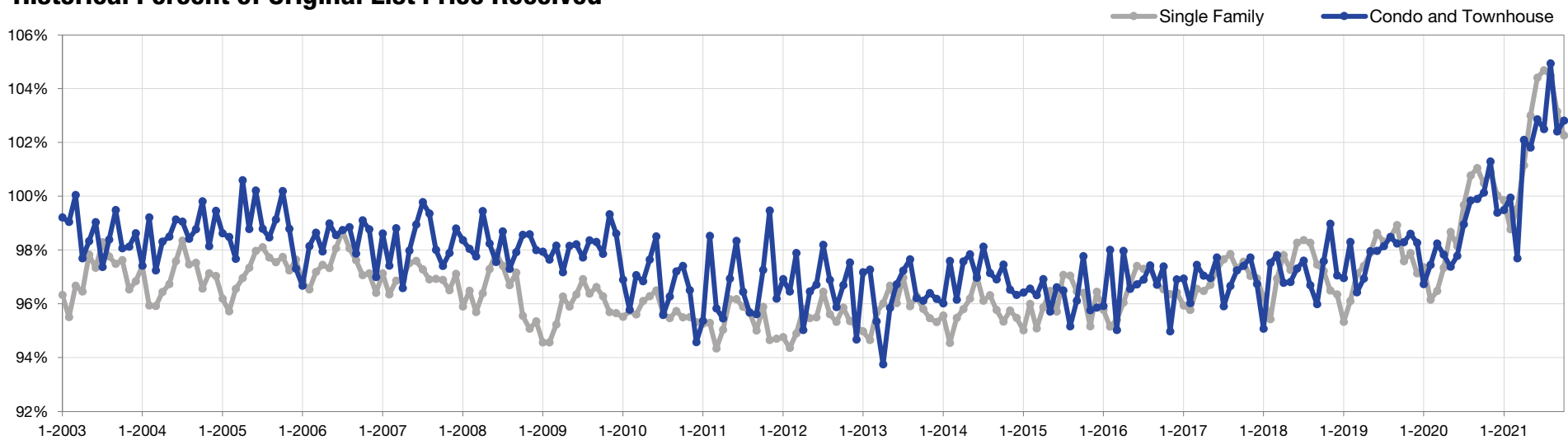


## October



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%
<b>Average</b>	<b>102.1%</b>	<b>+ 3.3%</b>	<b>101.5%</b>	<b>+ 2.9%</b>

## Historical Percent of Original List Price Received

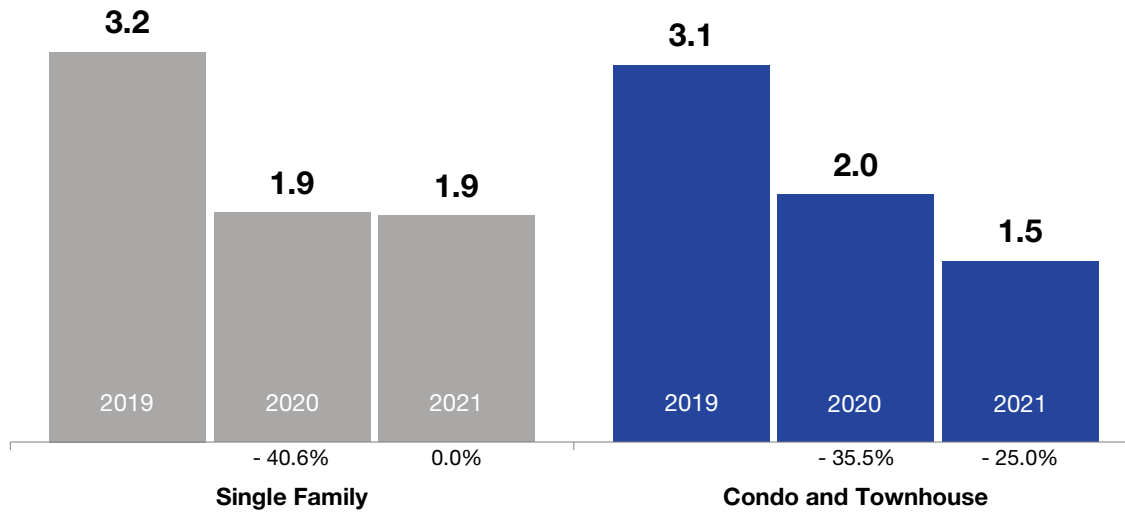


# Months Supply of Inventory

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.



## 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	1.8	- 10.0%	1.3	- 48.0%
Oct-2021	1.9	0.0%	1.5	- 25.0%
Average	1.5	- 32.7%	1.3	- 42.5%

## Historical Months Supply of Inventory

