

Local Market Update – November 2018

A RESEARCH TOOL PROVIDED BY THE GREATER CAPITAL ASSOCIATION OF REALTORS®



Rensselaer County

+ 26.4%

Change in
New Listings

+ 1.6%

Change in
Closed Sales

+ 5.7%

Change in
Median Sales Price

November

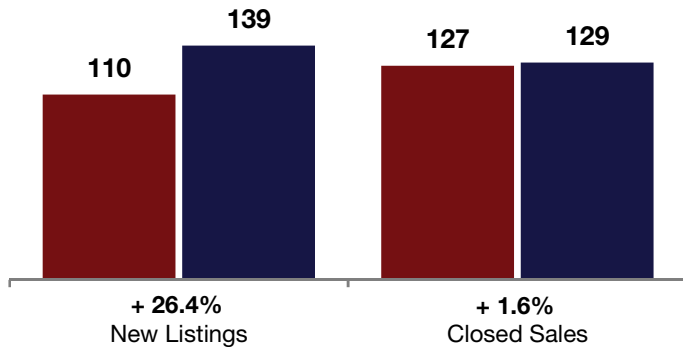
Year to Date

| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
|--|-----------|-----------|---------|-----------|-----------|--------|
| New Listings | 110 | 139 | + 26.4% | 2,078 | 2,167 | + 4.3% |
| Closed Sales | 127 | 129 | + 1.6% | 1,355 | 1,441 | + 6.3% |
| Median Sales Price* | \$174,950 | \$185,000 | + 5.7% | \$178,065 | \$187,000 | + 5.0% |
| Percent of Original List Price Received* | 92.7% | 94.7% | + 2.1% | 94.7% | 95.3% | + 0.7% |
| Days on Market Until Sale | 69 | 43 | - 37.1% | 60 | 55 | - 9.2% |
| Inventory of Homes for Sale | 548 | 558 | + 1.8% | -- | -- | -- |
| Months Supply of Inventory | 4.2 | 4.2 | + 0.0% | -- | -- | -- |

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

November

■ 2017 ■ 2018

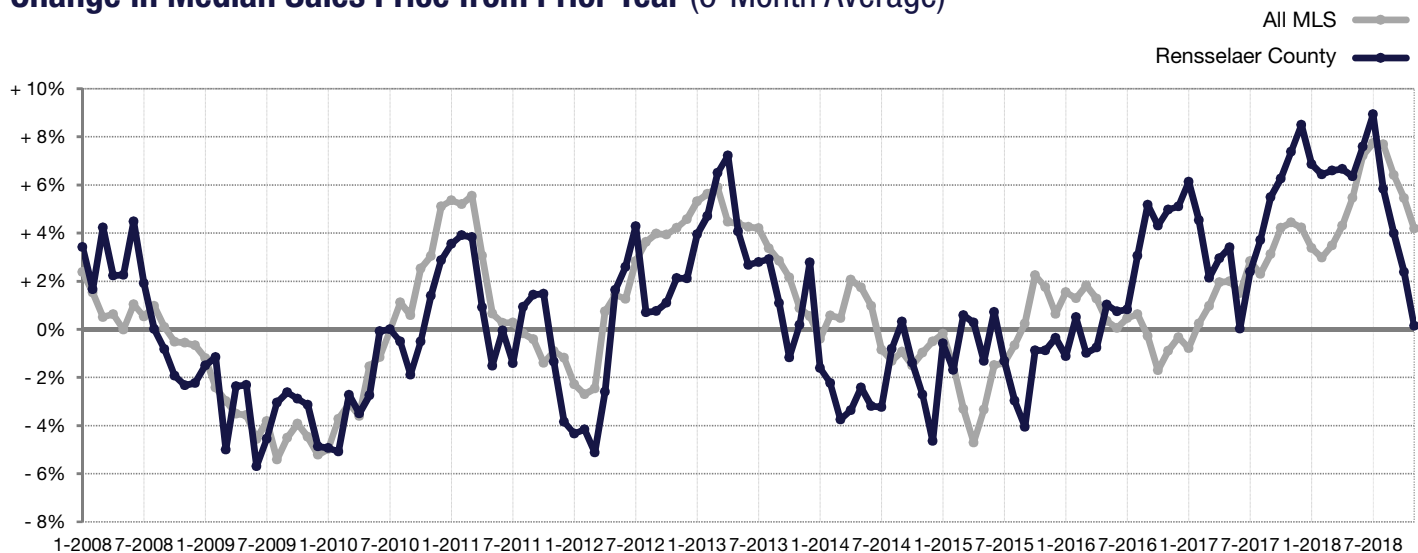


Year to Date

■ 2017 ■ 2018



Change in Median Sales Price from Prior Year (6-Month Average)**



1-2008 7-2008 1-2009 7-2009 1-2010 7-2010 1-2011 7-2011 1-2012 7-2012 1-2013 7-2013 1-2014 7-2014 1-2015 7-2015 1-2016 7-2016 1-2017 7-2017 1-2018 7-2018

** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | Current as of December 7, 2018. All data from GCAR Multiple Listing Service. | Powered by ShowingTime 10K.