

Local Market Update – June 2020

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



Town of East Greenbush

- 8.6%

Change in
New Listings

- 48.0%

Change in
Closed Sales

- 2.4%

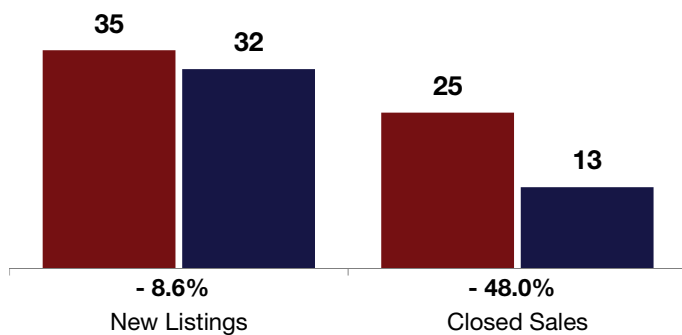
Change in
Median Sales Price

| | June | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2019 | 2020 | + / - | 2019 | 2020 | + / - |
| New Listings | 35 | 32 | - 8.6% | 172 | 141 | - 18.0% |
| Closed Sales | 25 | 13 | - 48.0% | 117 | 102 | - 12.8% |
| Median Sales Price* | \$207,900 | \$203,000 | - 2.4% | \$207,900 | \$242,250 | + 16.5% |
| Percent of Original List Price Received* | 97.2% | 101.5% | + 4.4% | 95.3% | 98.4% | + 3.3% |
| Days on Market Until Sale | 41 | 16 | - 60.8% | 48 | 36 | - 24.2% |
| Inventory of Homes for Sale | 77 | 48 | - 37.7% | -- | -- | -- |
| Months Supply of Inventory | 3.6 | 2.4 | - 33.3% | -- | -- | -- |

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

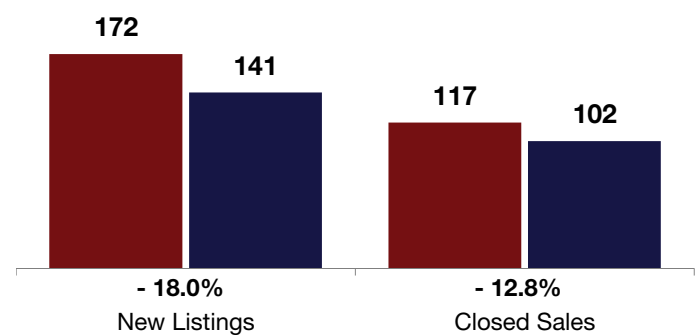
June

■ 2019 ■ 2020

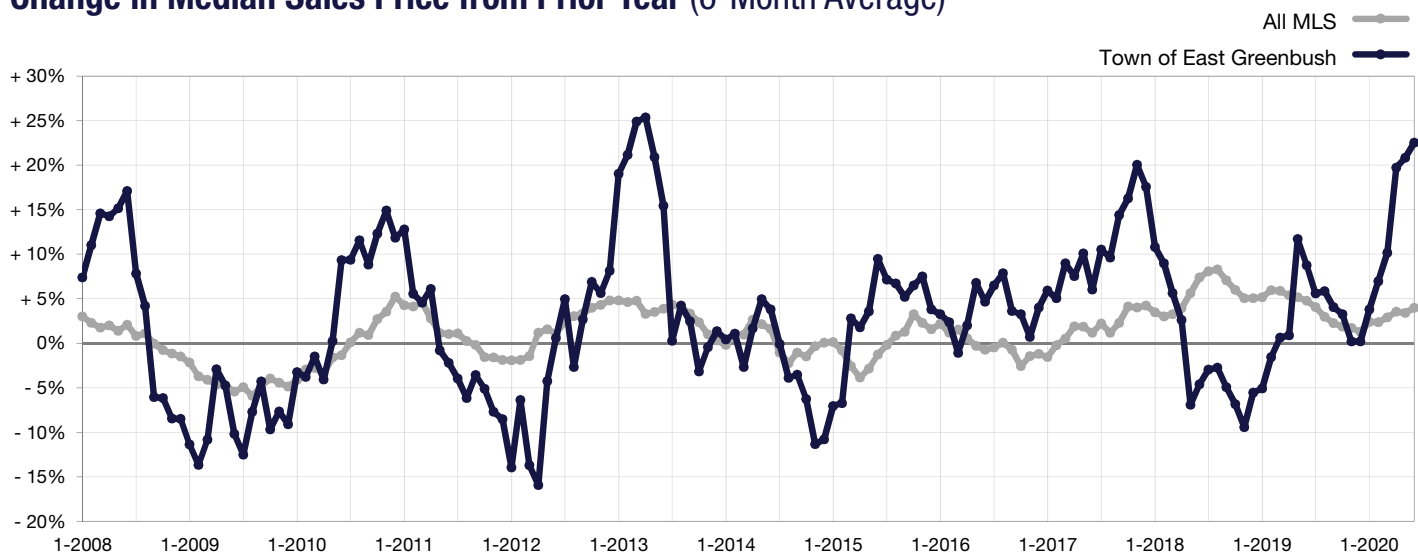


Year to Date

■ 2019 ■ 2020



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



** 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.