

# Local Market Update – November 2017

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



**- 16.2%**

**+ 11.1%**

**+ 5.8%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

## Town of Guilderland

### November

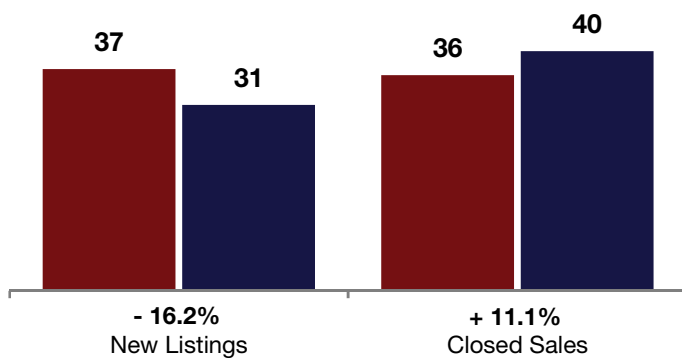
### Year to Date

|  | 2016      | 2017      | + / -   | 2016      | 2017      | + / -   |
|--|-----------|-----------|---------|-----------|-----------|---------|
| New Listings                             | 37        | 31        | - 16.2% | 606       | 501       | - 17.3% |
| Closed Sales                             | 36        | 40        | + 11.1% | 425       | 362       | - 14.8% |
| Median Sales Price*                      | \$234,000 | \$247,500 | + 5.8%  | \$258,000 | \$248,900 | - 3.5%  |
| Percent of Original List Price Received* | 97.1%     | 96.5%     | - 0.7%  | 97.0%     | 96.6%     | - 0.4%  |
| Days on Market Until Sale                | 68        | 39        | - 42.4% | 55        | 48        | - 13.6% |
| Inventory of Homes for Sale              | 180       | 124       | - 31.1% | --        | --        | --      |
| Months Supply of Inventory               | 4.8       | 4.0       | - 16.2% | --        | --        | --      |

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

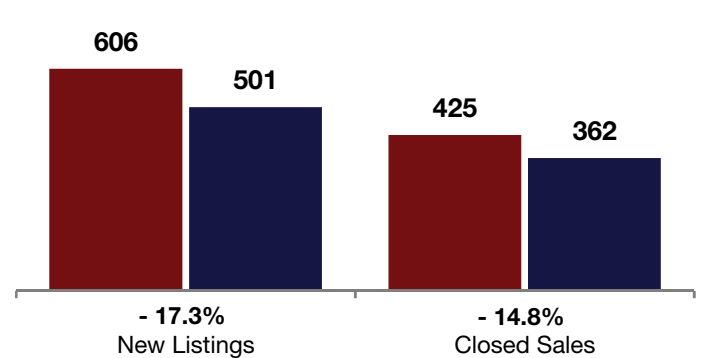
### November

■ 2016 ■ 2017

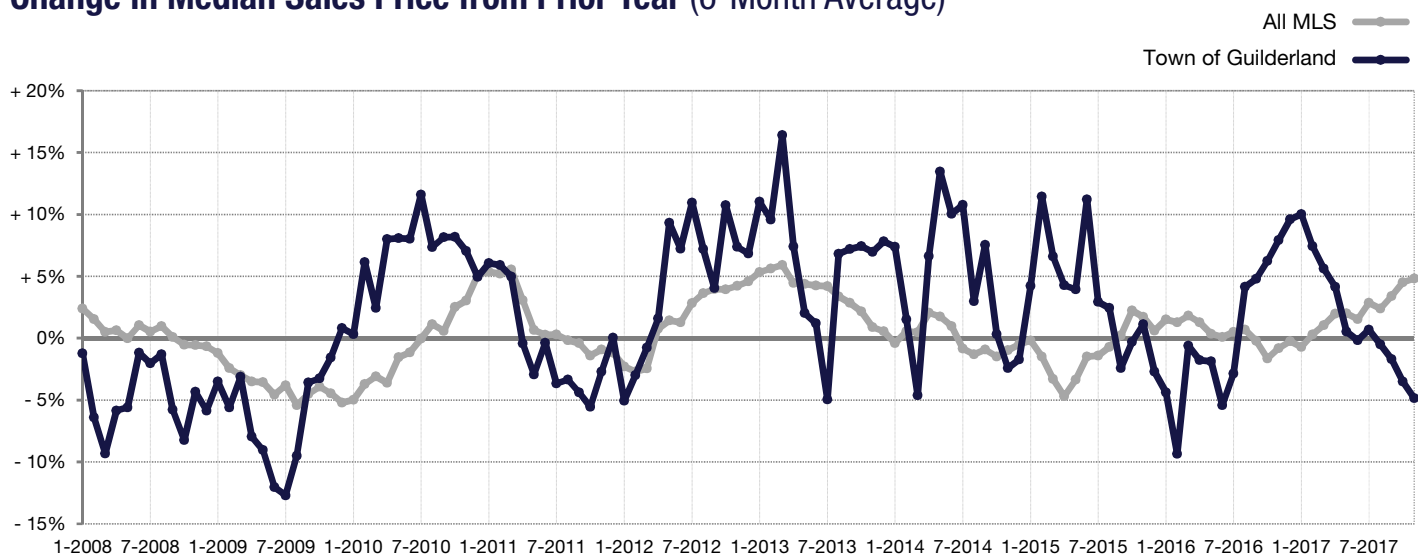


### Year to Date

■ 2016 ■ 2017



### 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. | Current as of December 7, 2017. All data from GCAR Multiple Listing Service. | Powered by ShowingTime 10K.