

Local Market Update – September 2020

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



Niskayuna

+ 35.1%

Change in
New Listings

+ 56.0%

Change in
Closed Sales

+ 24.5%

Change in
Median Sales Price

| | September | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2019 | 2020 | + / - | 2019 | 2020 | + / - |
| New Listings | 37 | 50 | + 35.1% | 455 | 397 | - 12.7% |
| Closed Sales | 25 | 39 | + 56.0% | 284 | 249 | - 12.3% |
| Median Sales Price* | \$224,900 | \$279,900 | + 24.5% | \$255,000 | \$268,000 | + 5.1% |
| Percent of Original List Price Received* | 91.9% | 97.7% | + 6.4% | 94.7% | 96.9% | + 2.3% |
| Days on Market Until Sale | 45 | 30 | - 34.5% | 49 | 44 | - 8.5% |
| Inventory of Homes for Sale | 134 | 83 | - 38.1% | -- | -- | -- |
| Months Supply of Inventory | 4.2 | 2.6 | - 38.9% | -- | -- | -- |

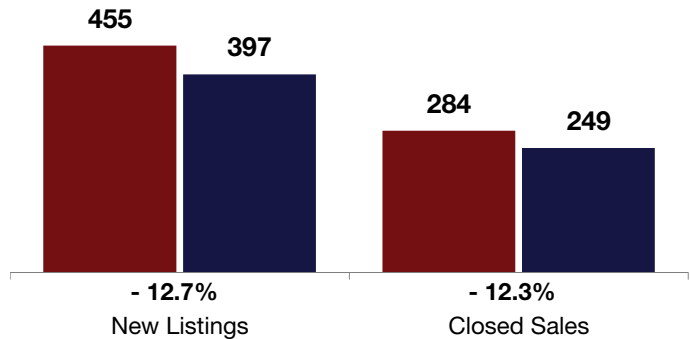
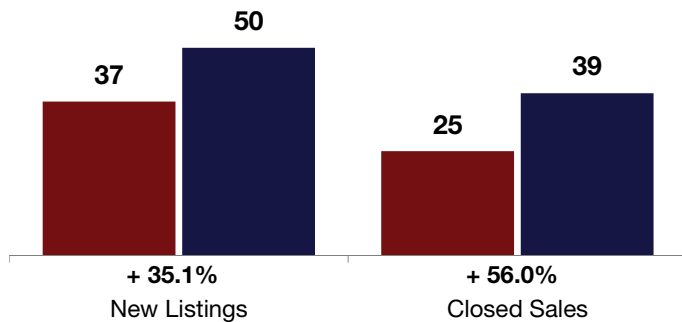
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

September

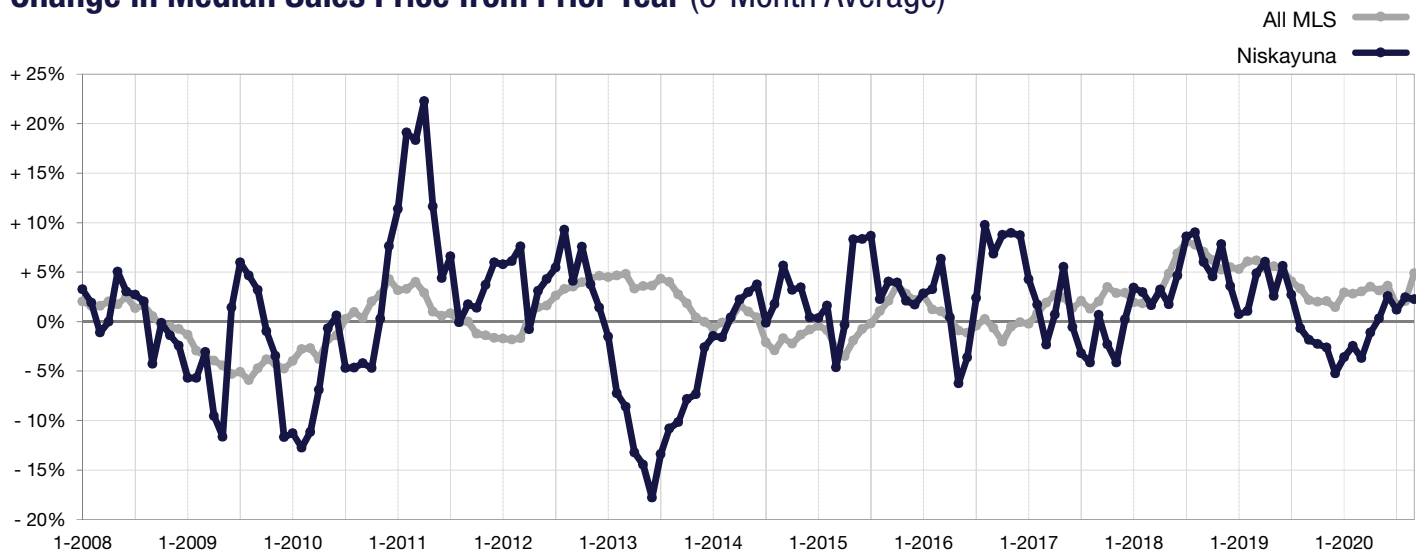
■ 2019 ■ 2020

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.