

Local Market Update – April 2019

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



+ 2.7%

Change in
New Listings

- 1.1%

Change in
Closed Sales

- 6.3%

Change in
Median Sales Price

Rensselaer County

| | April | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|--------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| New Listings | 220 | 226 | + 2.7% | 669 | 671 | + 0.3% |
| Closed Sales | 95 | 94 | - 1.1% | 355 | 363 | + 2.3% |
| Median Sales Price* | \$200,000 | \$187,500 | - 6.3% | \$185,000 | \$186,000 | + 0.5% |
| Percent of Original List Price Received* | 95.4% | 96.6% | + 1.2% | 94.8% | 95.0% | + 0.3% |
| Days on Market Until Sale | 56 | 58 | + 2.6% | 63 | 60 | - 3.7% |
| Inventory of Homes for Sale | 499 | 449 | - 10.0% | -- | -- | -- |
| Months Supply of Inventory | 3.9 | 3.4 | - 14.3% | -- | -- | -- |

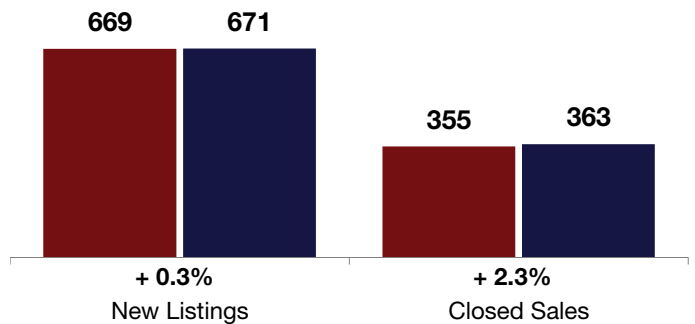
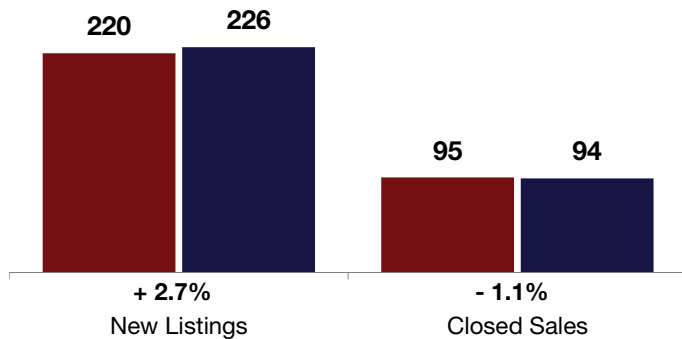
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

April

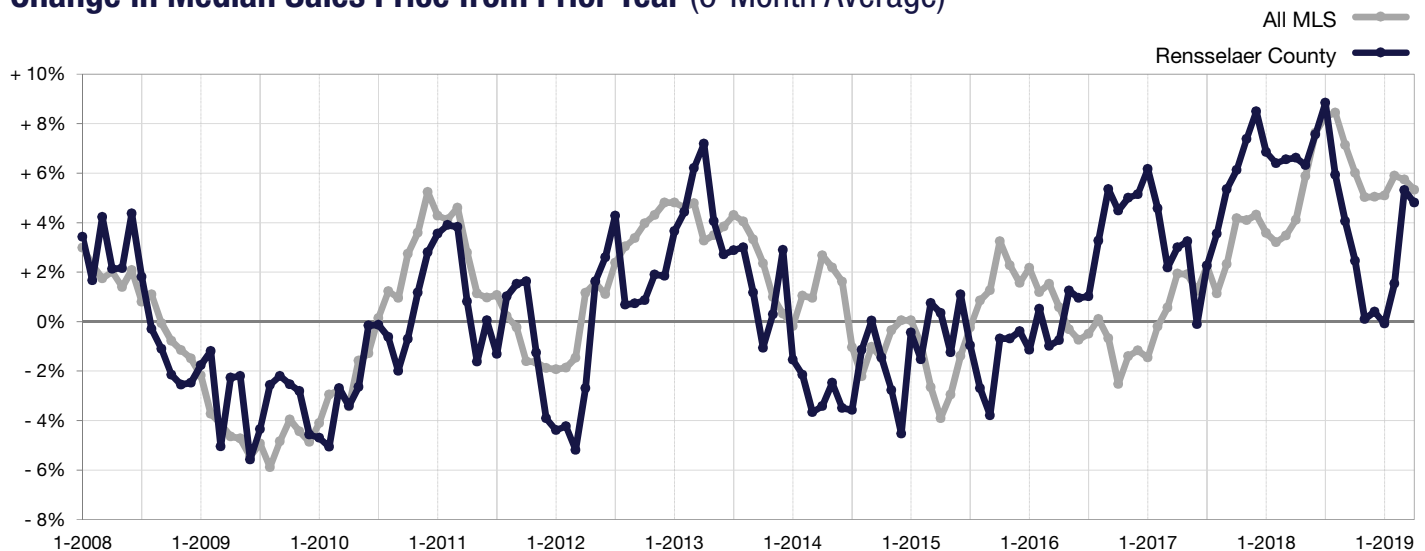
■ 2018 ■ 2019

Year to Date

■ 2018 ■ 2019



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.