

# Local Market Update – March 2021

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



## Rensselaer County

**+ 15.8%**

Change in  
New Listings

**- 7.6%**

Change in  
Closed Sales

**+ 16.9%**

Change in  
Median Sales Price

	March			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	152	176	+ 15.8%	422	406	- 3.8%
Closed Sales	118	109	- 7.6%	307	315	+ 2.6%
Median Sales Price*	\$201,000	<b>\$234,900</b>	+ 16.9%	\$195,500	<b>\$225,000</b>	+ 15.1%
Percent of Original List Price Received*	95.3%	<b>96.6%</b>	+ 1.4%	94.5%	<b>96.3%</b>	+ 1.9%
Days on Market Until Sale	61	<b>36</b>	- 41.7%	62	<b>39</b>	- 37.2%
Inventory of Homes for Sale	392	<b>215</b>	- 45.2%	--	--	--
Months Supply of Inventory	3.2	<b>1.6</b>	- 49.8%	--	--	--

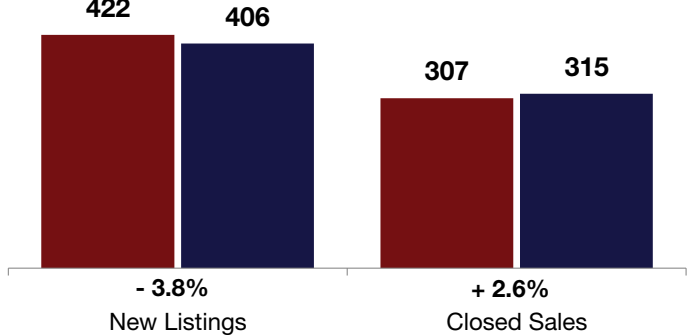
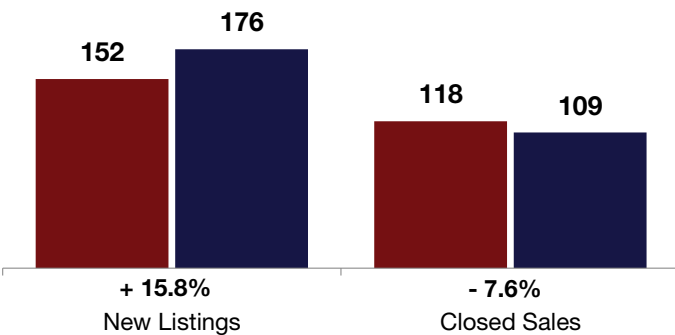
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### March

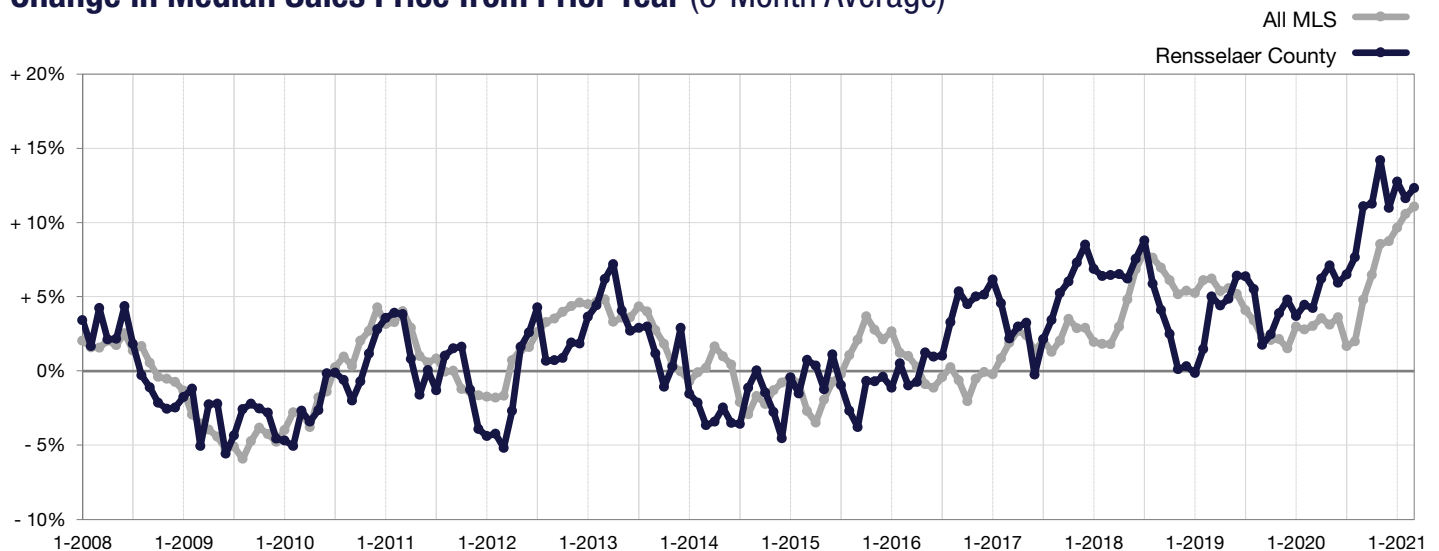
■ 2020 ■ 2021

### Year to Date

■ 2020 ■ 2021



### 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.