

Local Market Update – November 2019

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



- 19.9% **- 18.6%** **+ 21.6%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

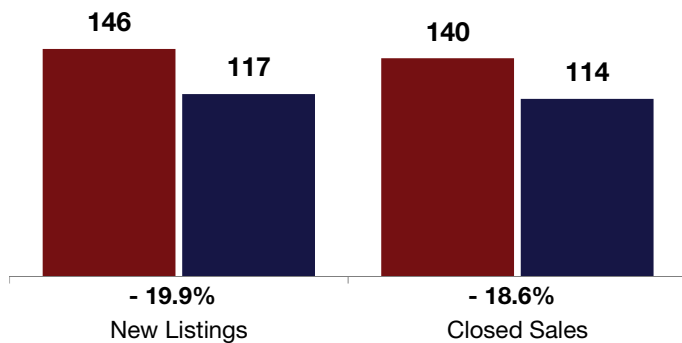
Rensselaer County

| | November | | | Year to Date | | |
|--|-----------|-----------|---------|--------------|-----------|--------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| New Listings | 146 | 117 | - 19.9% | 2,174 | 1,998 | - 8.1% |
| Closed Sales | 140 | 114 | - 18.6% | 1,466 | 1,331 | - 9.2% |
| Median Sales Price* | \$185,000 | \$225,000 | + 21.6% | \$186,585 | \$195,000 | + 4.5% |
| Percent of Original List Price Received* | 94.8% | 95.9% | + 1.2% | 95.3% | 95.8% | + 0.5% |
| Days on Market Until Sale | 44 | 37 | - 17.3% | 55 | 50 | - 7.6% |
| Inventory of Homes for Sale | 586 | 486 | - 17.1% | -- | -- | -- |
| Months Supply of Inventory | 4.4 | 3.9 | - 11.6% | -- | -- | -- |

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

November

■ 2018 ■ 2019

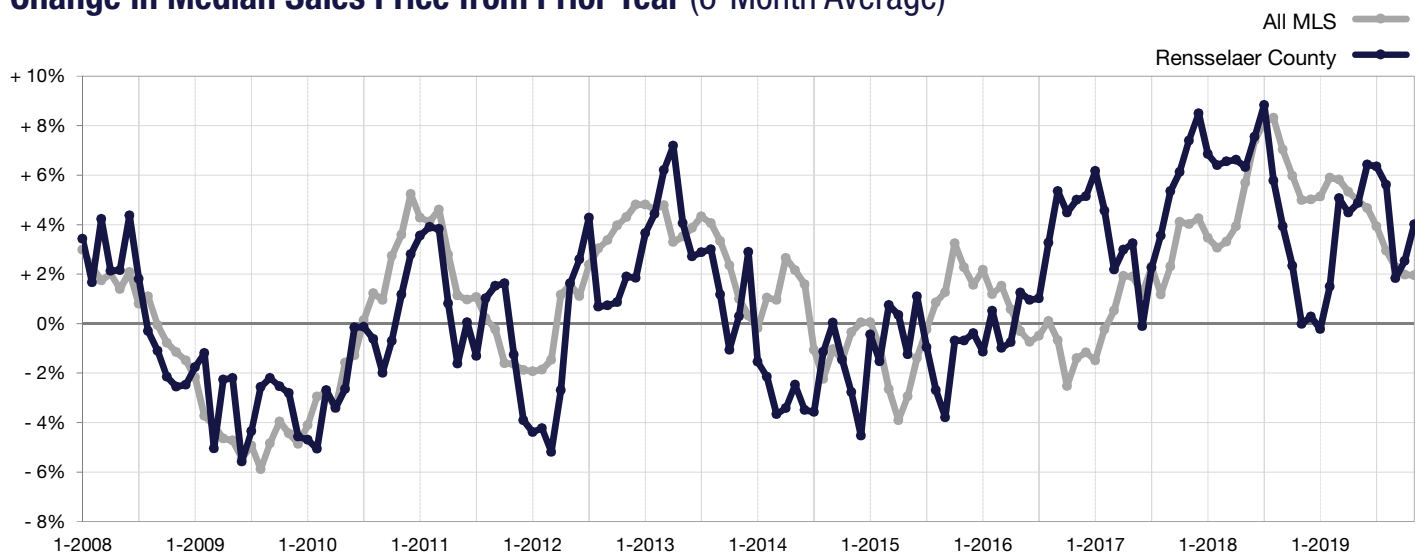


Year to Date

■ 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.