

Local Market Update – March 2019

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



- 11.0%

- 12.0%

- 5.1%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

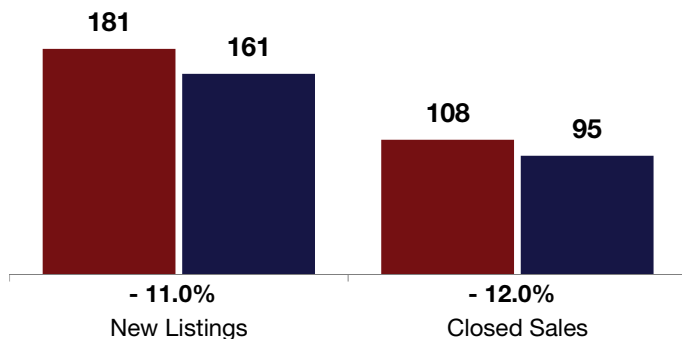
Rensselaer County

| | March | | | Year to Date | | |
|--|-----------|-----------|---------|--------------|-----------|--------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| New Listings | 181 | 161 | - 11.0% | 450 | 447 | - 0.7% |
| Closed Sales | 108 | 95 | - 12.0% | 260 | 263 | + 1.2% |
| Median Sales Price* | \$189,900 | \$180,200 | - 5.1% | \$179,575 | \$185,000 | + 3.0% |
| Percent of Original List Price Received* | 95.5% | 95.1% | - 0.5% | 94.5% | 94.4% | - 0.1% |
| Days on Market Until Sale | 70 | 63 | - 9.6% | 65 | 62 | - 4.1% |
| Inventory of Homes for Sale | 489 | 454 | - 7.2% | -- | -- | -- |
| Months Supply of Inventory | 3.9 | 3.4 | - 12.7% | -- | -- | -- |

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

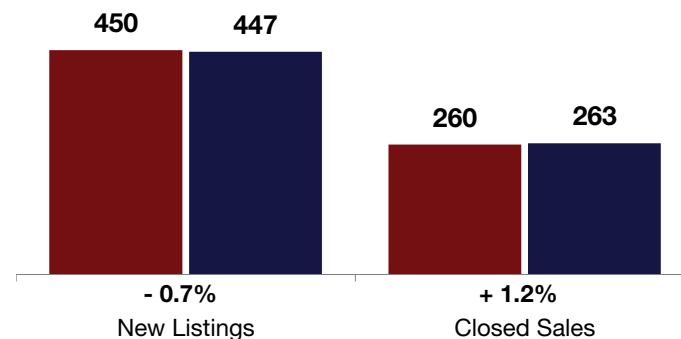
March

■ 2018 ■ 2019

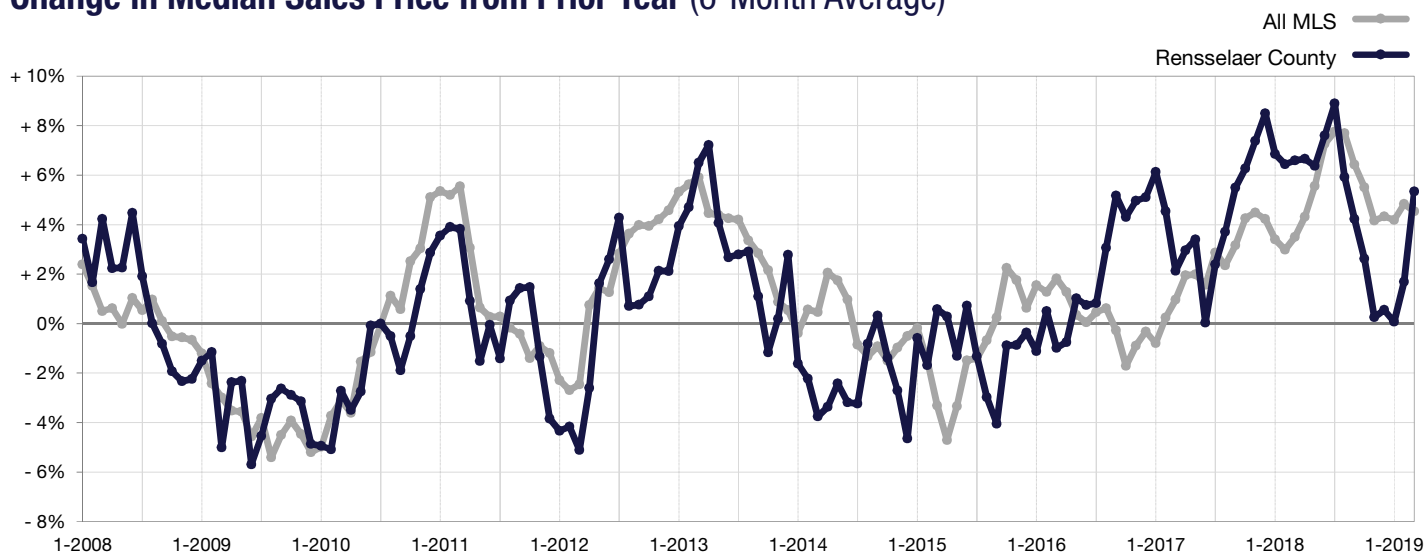


Year to Date

■ 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.