

Local Market Update – December 2019

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



Town of East Greenbush

- 17.6%

+ 5.9%

+ 12.0%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	17	14	- 17.6%	344	347	+ 0.9%
Closed Sales	17	18	+ 5.9%	258	262	+ 1.6%
Median Sales Price*	\$222,000	\$248,610	+ 12.0%	\$201,300	\$209,950	+ 4.3%
Percent of Original List Price Received*	95.1%	97.1%	+ 2.0%	95.6%	96.5%	+ 0.8%
Days on Market Until Sale	35	40	+ 11.8%	45	40	- 12.0%
Inventory of Homes for Sale	75	59	- 21.3%	--	--	--
Months Supply of Inventory	3.3	2.7	- 18.7%	--	--	--

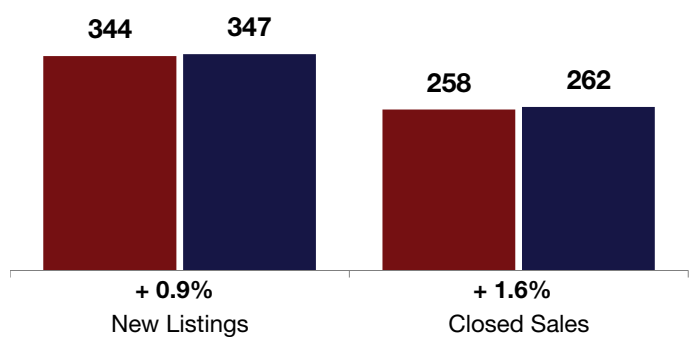
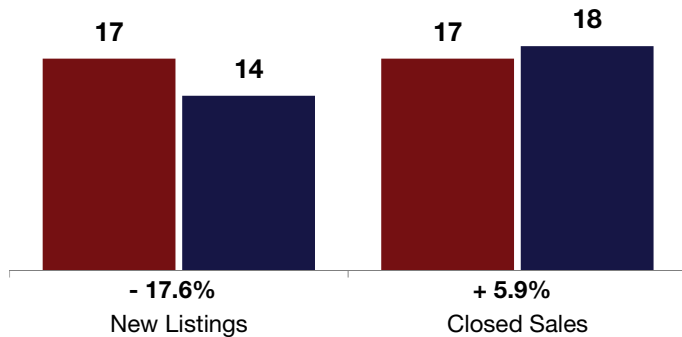
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

December

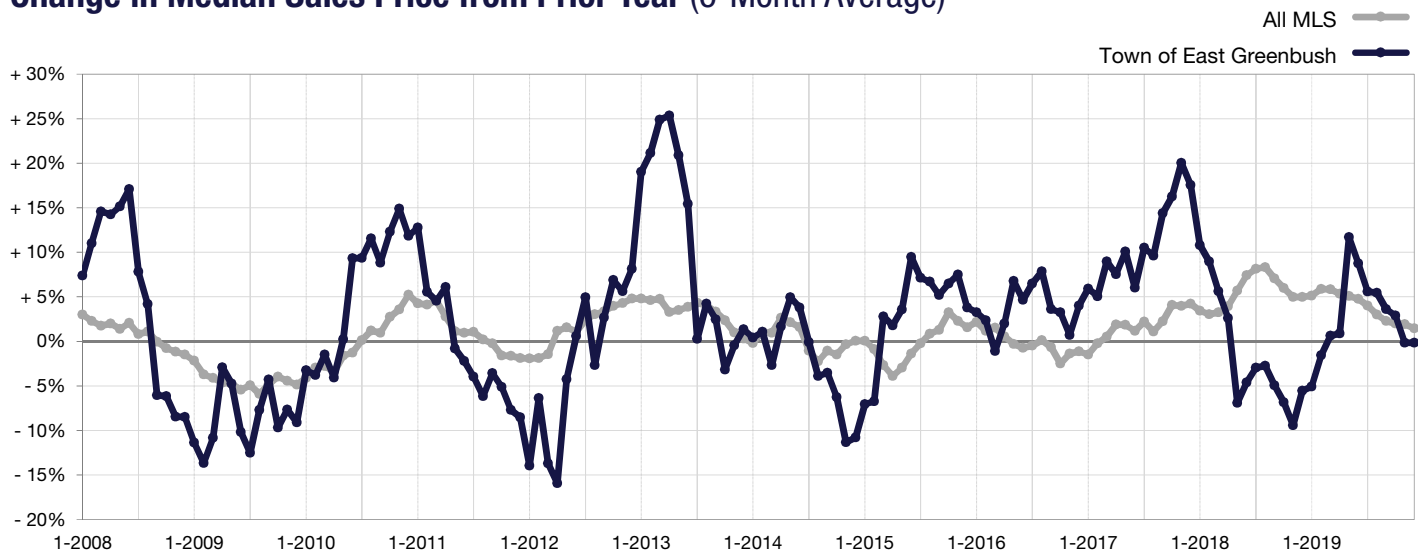
■ 2018 ■ 2019

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.