

Local Market Update – May 2020

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



Town of Guilderland

- 35.4%

Change in
New Listings

- 3.0%

Change in
Closed Sales

- 6.7%

Change in
Median Sales Price

| | May | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2019 | 2020 | + / - | 2019 | 2020 | + / - |
| New Listings | 65 | 42 | - 35.4% | 251 | 179 | - 28.7% |
| Closed Sales | 33 | 32 | - 3.0% | 127 | 116 | - 8.7% |
| Median Sales Price* | \$305,000 | \$284,500 | - 6.7% | \$260,000 | \$263,000 | + 1.2% |
| Percent of Original List Price Received* | 96.9% | 98.7% | + 1.9% | 95.8% | 96.5% | + 0.7% |
| Days on Market Until Sale | 37 | 25 | - 33.9% | 45 | 53 | + 18.2% |
| Inventory of Homes for Sale | 125 | 84 | - 32.8% | -- | -- | -- |
| Months Supply of Inventory | 3.9 | 2.6 | - 34.0% | -- | -- | -- |

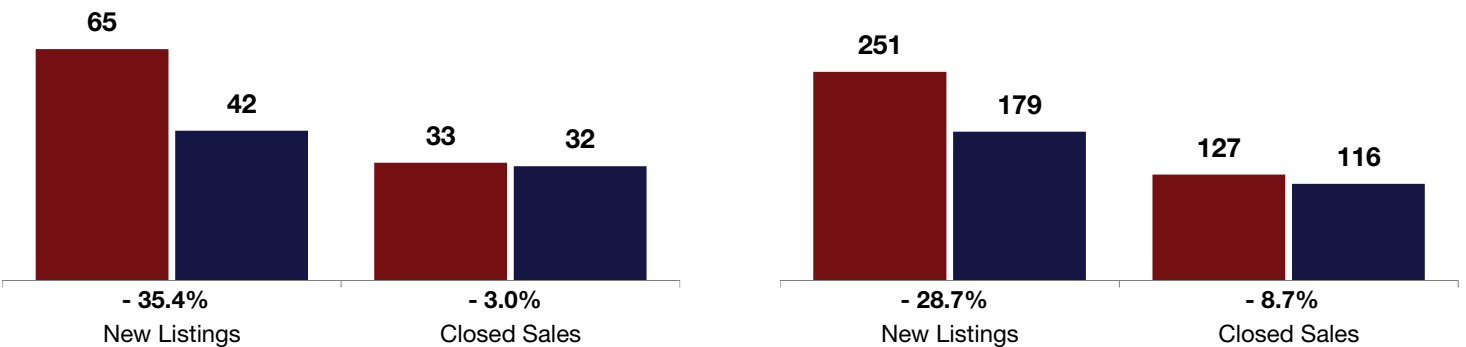
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

May

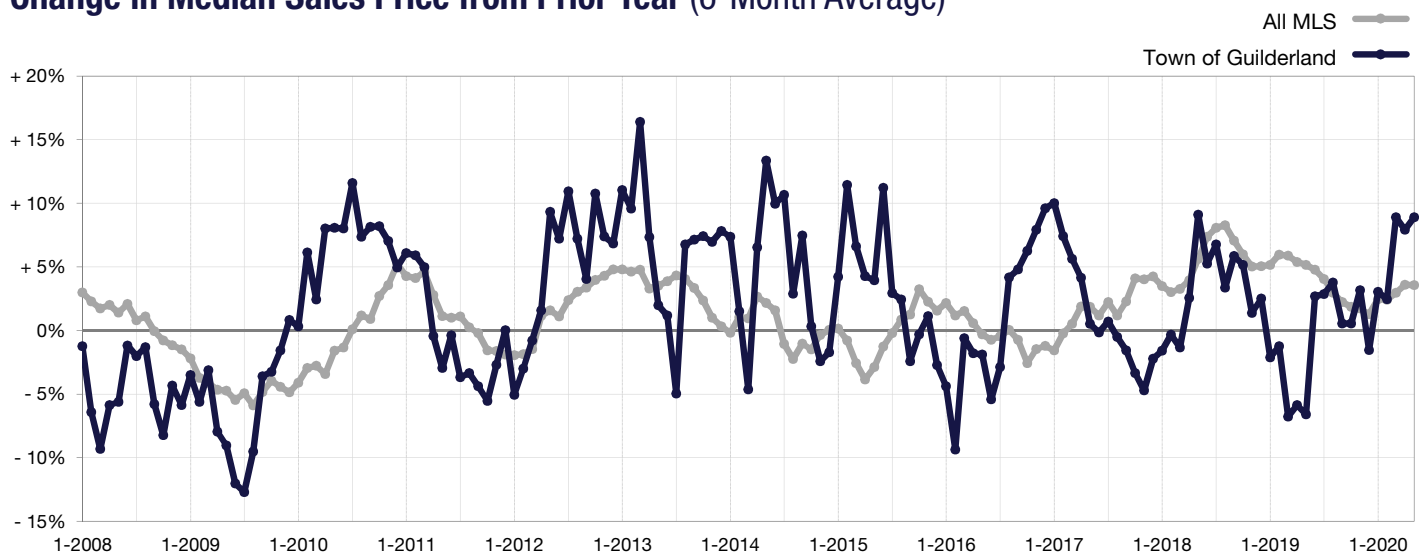
■ 2019 ■ 2020

Year to Date

■ 2019 ■ 2020



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.