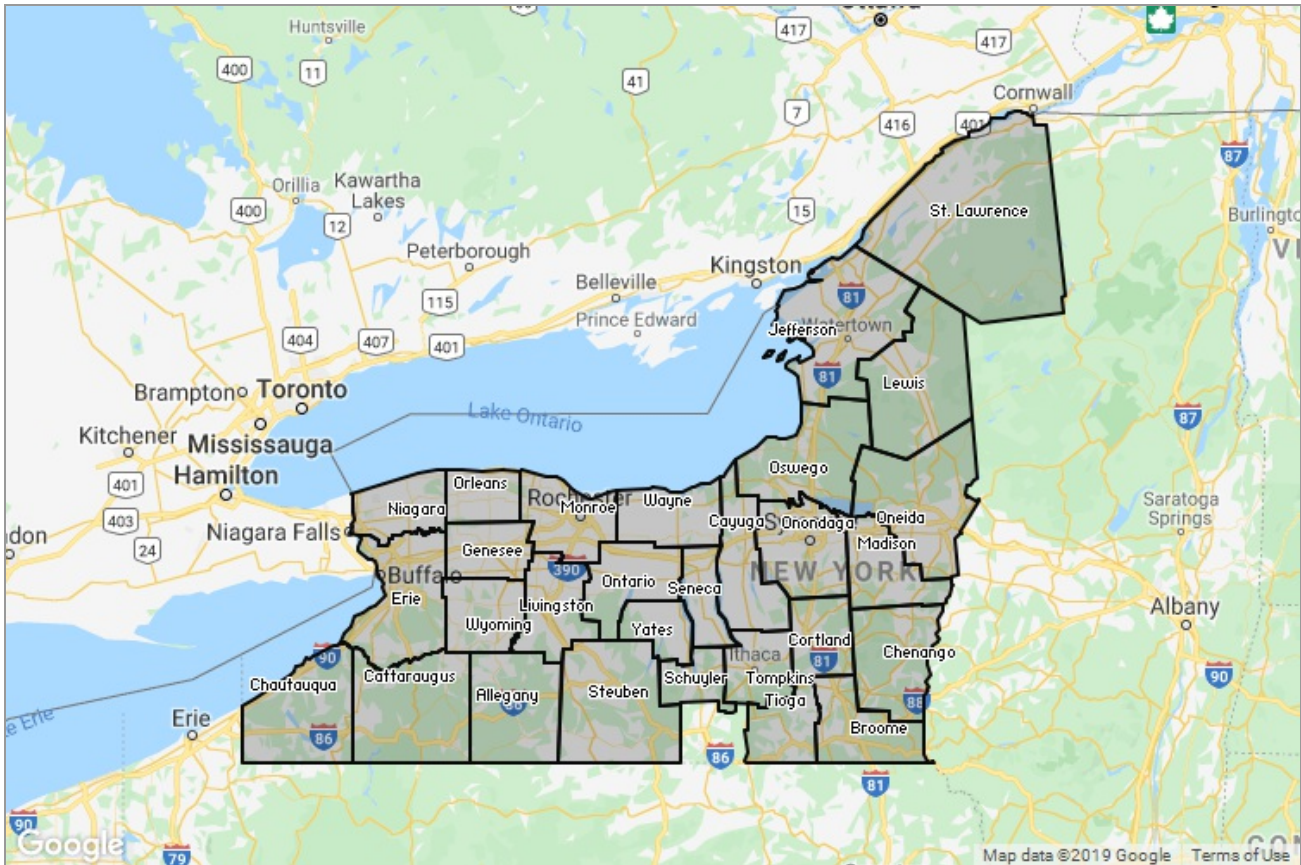


## MARKET DATA REPORT

# Monthly Market Data Report



### Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
11/2018 – 11/2019

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 12/04/2019

**Scheduled:** Yes

Presented by

**Cortland County Board of  
REALTORS®**

**Executive Officer**

(607) 753-1227

Other: <http://www.cortlandmls.com/>

64 Main Street  
Suite 205  
Cortland, NY 13045

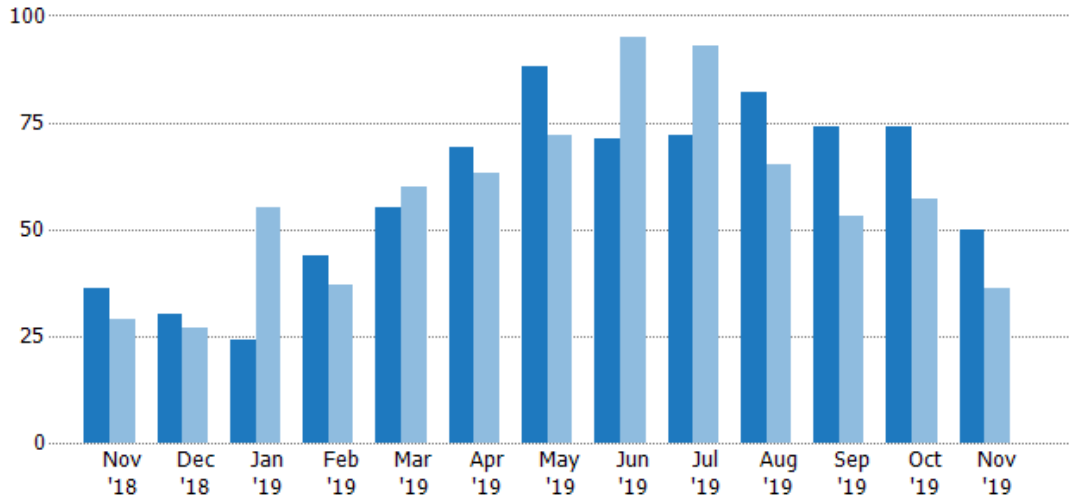
## New Listings

The number of new residential listings that were added each month.

Filters Used

County: 29 Selected

Month/Year	Count	% Chg.
Nov '19	50	38.9%
Nov '18	36	24.1%
Nov '17	29	48.3%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	36	30	24	44	55	69	88	71	72	82	74	74	50
Prior Year	29	27	55	37	60	63	72	95	93	65	53	57	36
Percent Change from Prior Year	24%	11%	-56%	19%	-8%	10%	22%	-25%	-23%	26%	40%	30%	39%

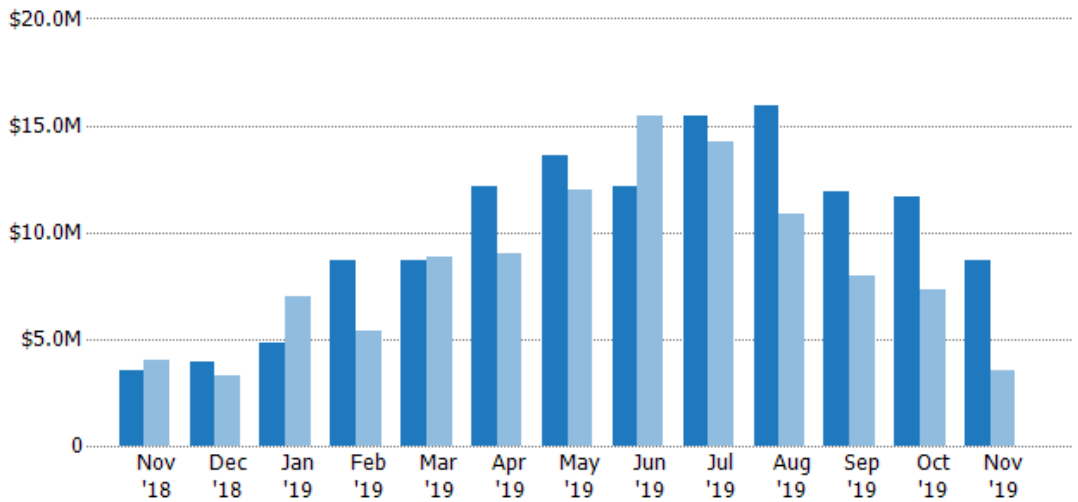
## New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

County: 29 Selected

Month/Year	Volume	% Chg.
Nov '19	\$8.7M	147.8%
Nov '18	\$3.51M	-11.8%
Nov '17	\$3.98M	60.7%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$3.51M	\$3.94M	\$4.79M	\$8.68M	\$8.69M	\$12.2M	\$13.6M	\$12.2M	\$15.5M	\$15.9M	\$11.9M	\$11.6M	\$8.7M
Prior Year	\$3.98M	\$3.33M	\$6.99M	\$5.41M	\$8.84M	\$9.04M	\$12M	\$15.5M	\$14.2M	\$10.9M	\$7.99M	\$7.3M	\$3.51M
Percent Change from Prior Year	-12%	18%	-31%	60%	-2%	35%	13%	-21%	9%	46%	49%	59%	148%

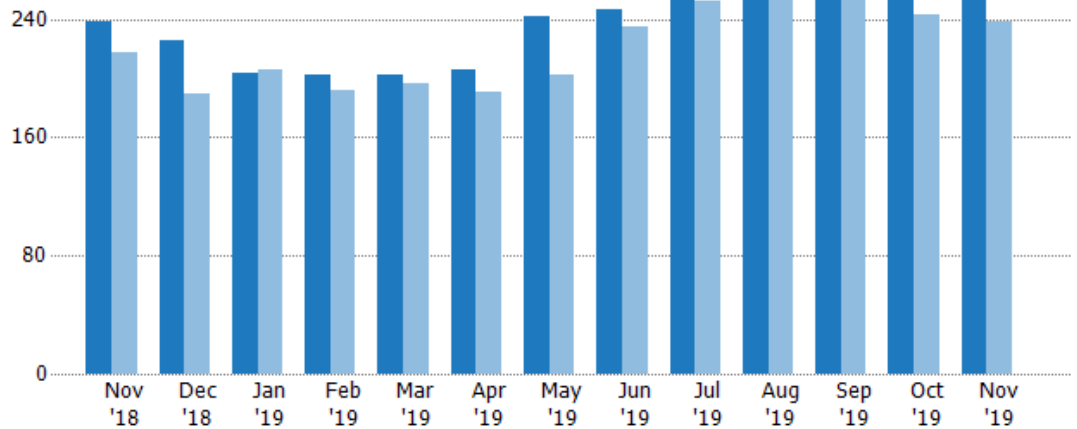
## Active Listings

The number of active residential listings at the end of each month.

Filters Used

County: 29 Selected

Month/Year	Count	% Chg.
Nov '19	262	10.1%
Nov '18	238	9.7%
Nov '17	217	2.3%



Current Year	238	226	204	202	202	206	242	247	255	263	267	269	262
Prior Year	217	189	206	192	196	191	202	235	252	258	254	243	238
Percent Change from Prior Year	10%	20%	-1%	5%	3%	8%	20%	5%	1%	2%	5%	11%	10%

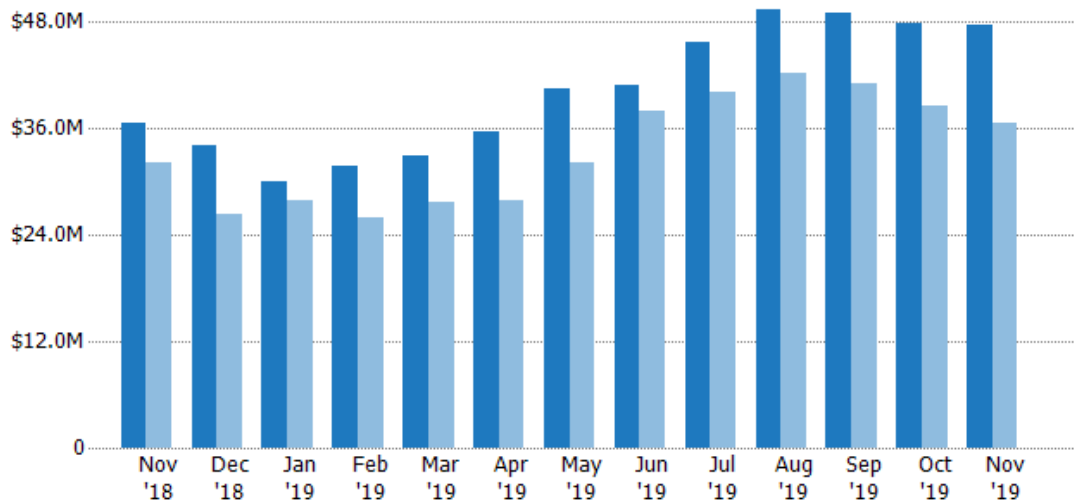
## Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

County: 29 Selected

Month/Year	Volume	% Chg.
Nov '19	\$47.7M	30%
Nov '18	\$36.7M	14.4%
Nov '17	\$32.1M	7.4%



Current Year	\$36.7M	\$34M	\$29.9M	\$31.7M	\$32.9M	\$35.6M	\$40.5M	\$40.8M	\$45.6M	\$49.5M	\$49M	\$47.8M	\$47.7M
Prior Year	\$32.1M	\$26.3M	\$28M	\$25.9M	\$27.7M	\$27.8M	\$32.1M	\$38.1M	\$40.2M	\$42.2M	\$41.1M	\$38.6M	\$36.7M
Percent Change from Prior Year	14%	29%	7%	22%	19%	28%	26%	7%	14%	17%	19%	24%	30%

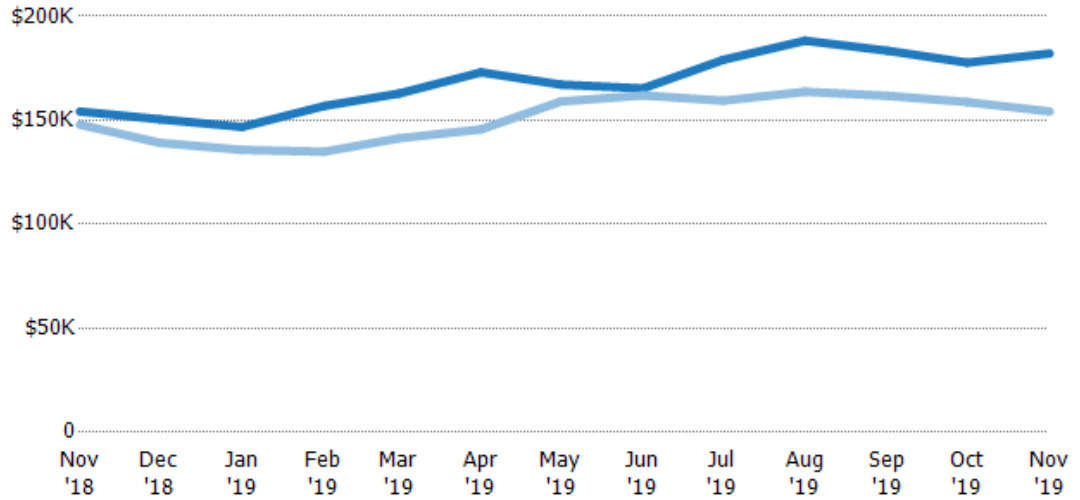
## Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

County: 29 Selected

Month/Year	Price	% Chg.
Nov '19	\$182K	18.1%
Nov '18	\$154K	4.3%
Nov '17	\$148K	5%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$154K	\$150K	\$147K	\$157K	\$163K	\$173K	\$167K	\$165K	\$179K	\$188K	\$183K	\$178K	\$182K
Prior Year	\$148K	\$139K	\$136K	\$135K	\$141K	\$146K	\$159K	\$162K	\$159K	\$164K	\$162K	\$159K	\$154K
Percent Change from Prior Year	4%	8%	8%	16%	15%	19%	5%	2%	12%	15%	13%	12%	18%

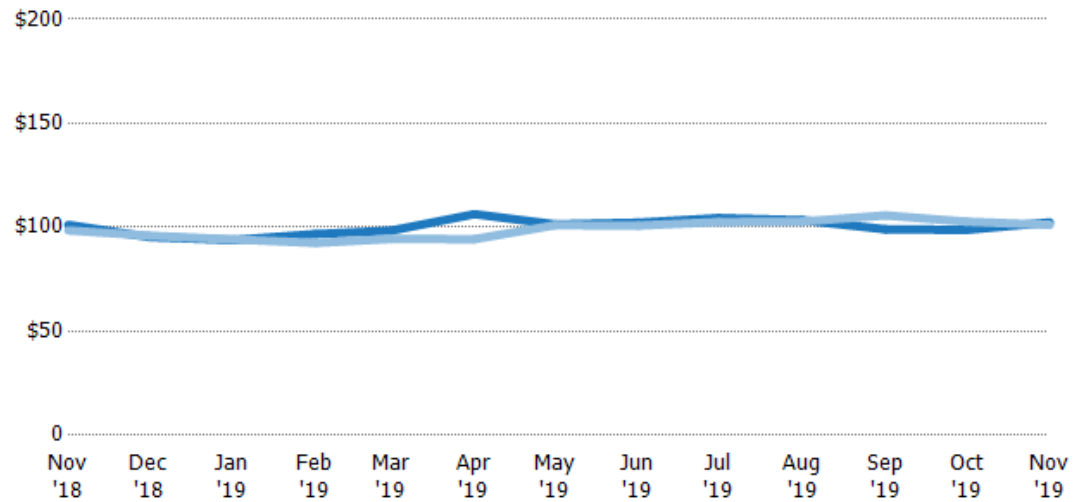
## Average Listing Price per Sq Ft

The average of listing prices divided by the living area of homes on market at the end of each month.

Filters Used

County: 29 Selected

Month/Year	Price/sq ft	% Chg.
Nov '19	\$102	1.2%
Nov '18	\$101	2.7%
Nov '17	\$98.5	2.6%



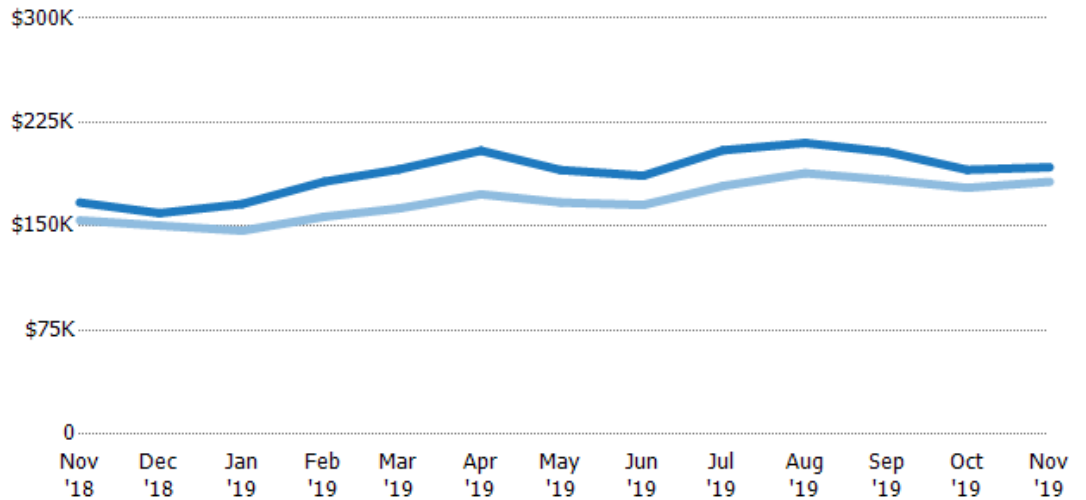
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$101	\$95.3	\$93.8	\$96.8	\$98.4	\$106	\$101	\$102	\$104	\$103	\$99	\$98.8	\$102
Prior Year	\$98.5	\$96	\$94.2	\$92.5	\$94.4	\$94.3	\$101	\$101	\$103	\$103	\$106	\$103	\$101
Percent Change from Prior Year	3%	-1%	0%	5%	4%	13%	0%	1%	2%	1%	-6%	-4%	1%

## Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

County: 29 Selected



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$167K	\$159K	\$166K	\$182K	\$191K	\$205K	\$191K	\$186K	\$205K	\$210K	\$204K	\$191K	\$193K
Avg Listing Price	\$154K	\$150K	\$147K	\$157K	\$163K	\$173K	\$167K	\$165K	\$179K	\$188K	\$183K	\$178K	\$182K
Avg Listing Price as a % of Avg Est Value	92%	94%	88%	86%	85%	85%	88%	89%	87%	90%	90%	93%	95%

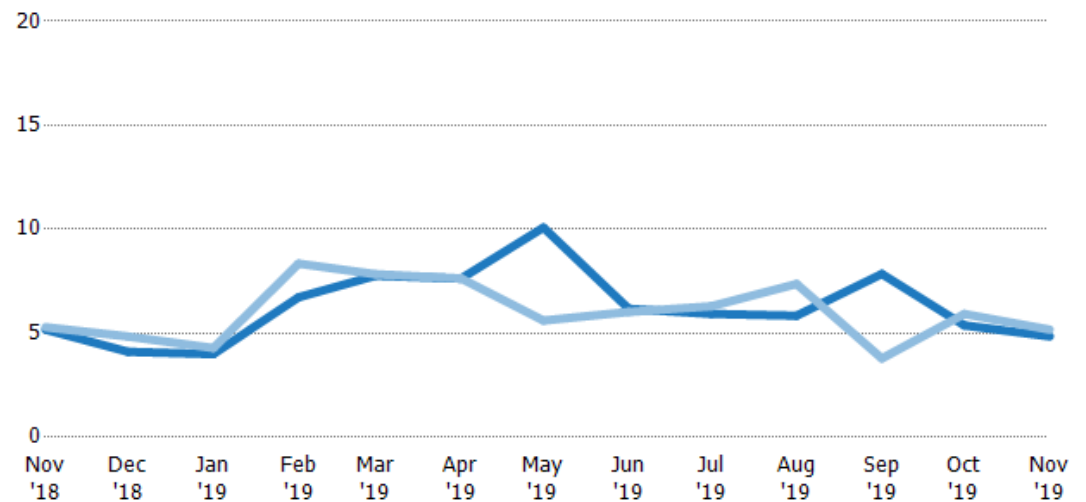
## Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

County: 29 Selected

Month/Year	Months	% Chg.
Nov '19	4.85	-6.2%
Nov '18	5.17	-2.2%
Nov '17	5.29	23.4%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	5.17	4.11	4	6.73	7.77	7.63	10.1	6.18	5.93	5.84	7.85	5.38	4.85
Prior Year	5.29	4.85	4.29	8.35	7.84	7.64	5.61	6.03	6.3	7.37	3.79	5.93	5.17
Percent Change from Prior Year	-2%	-15%	-7%	-19%	-1%	0%	80%	2%	-6%	-21%	107%	-9%	-6%

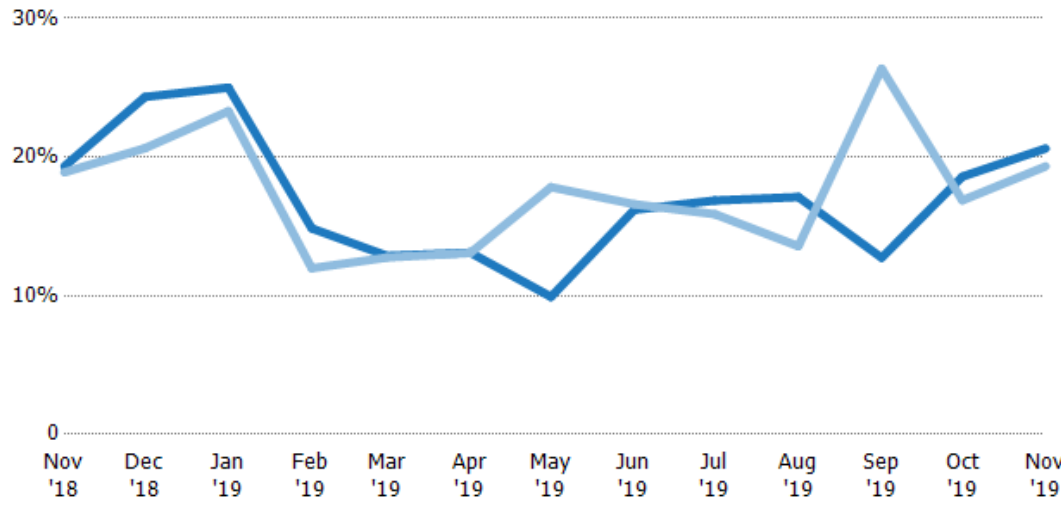
## Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: 29 Selected

Month/Year	Rate	Chg.
Nov '19	21%	-1.3%
Nov '18	19%	-0.4%
Nov '17	19%	-19%

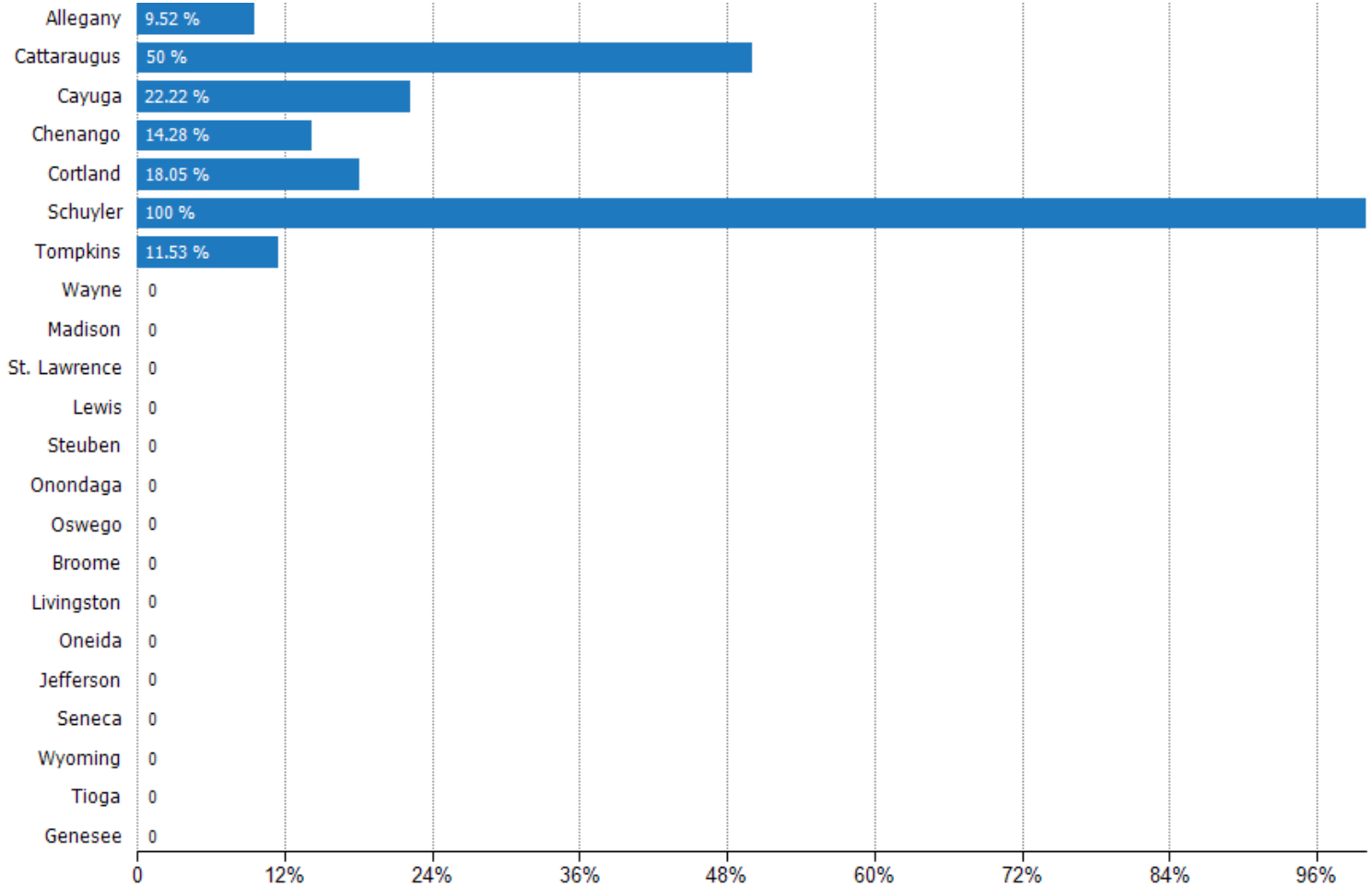


	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	19%	24%	25%	15%	13%	13%	10%	16%	17%	17%	13%	19%	21%
Prior Year	19%	21%	23%	12%	13%	13%	18%	17%	16%	14%	26%	17%	19%
Change from Prior Year	0%	-4%	-2%	-3%	0%	0%	8%	0%	-1%	-4%	14%	-2%	-1%

## Absorption Rate (By County)

The percentage of the inventory sold during the last month by county.

Filters Used: County: 29 Selected



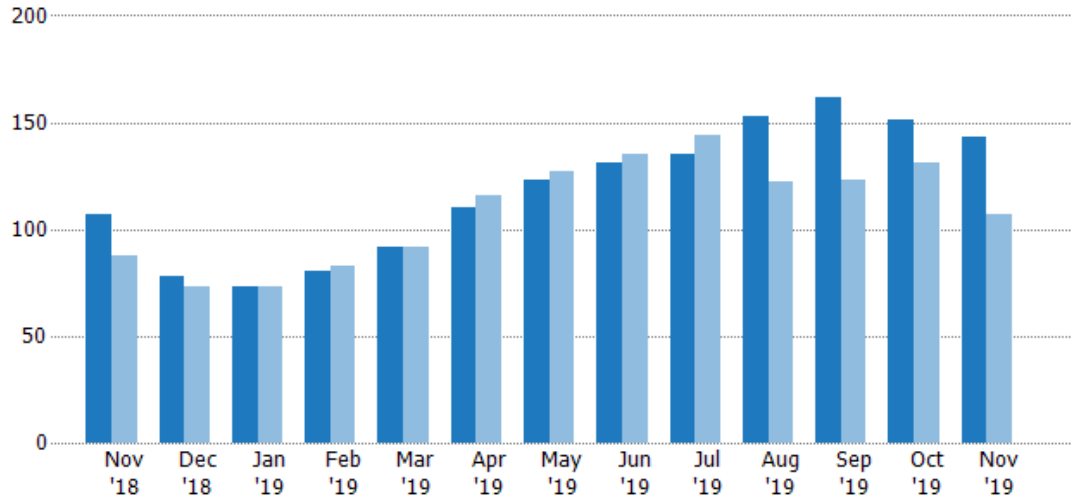
## Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

County: 29 Selected

Month/Year	Count	% Chg.
Nov '19	143	33.6%
Nov '18	107	21.6%
Nov '17	88	18.2%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	107	78	73	80	92	110	123	131	135	153	162	151	143
Prior Year	88	73	73	83	92	116	127	135	144	122	123	131	107
Percent Change from Prior Year	22%	7%	0%	-4%	0%	-5%	-3%	-3%	-6%	25%	32%	15%	34%

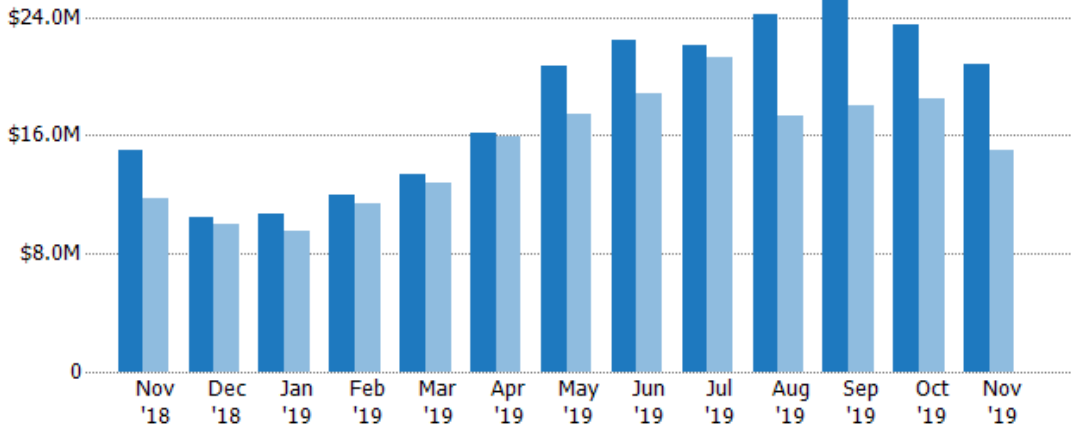
## Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

County: 29 Selected

Month/Year	Volume	% Chg.
Nov '19	\$20.9M	38.9%
Nov '18	\$15M	27.8%
Nov '17	\$11.7M	25.6%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$15M	\$10.5M	\$10.7M	\$11.9M	\$13.4M	\$16.1M	\$20.7M	\$22.5M	\$22.1M	\$24.2M	\$25.6M	\$23.5M	\$20.9M
Prior Year	\$11.7M	\$9.97M	\$9.53M	\$11.3M	\$12.8M	\$15.9M	\$17.5M	\$18.8M	\$21.2M	\$17.4M	\$18M	\$18.5M	\$15M
Percent Change from Prior Year	28%	5%	12%	5%	5%	1%	18%	19%	4%	39%	42%	27%	39%



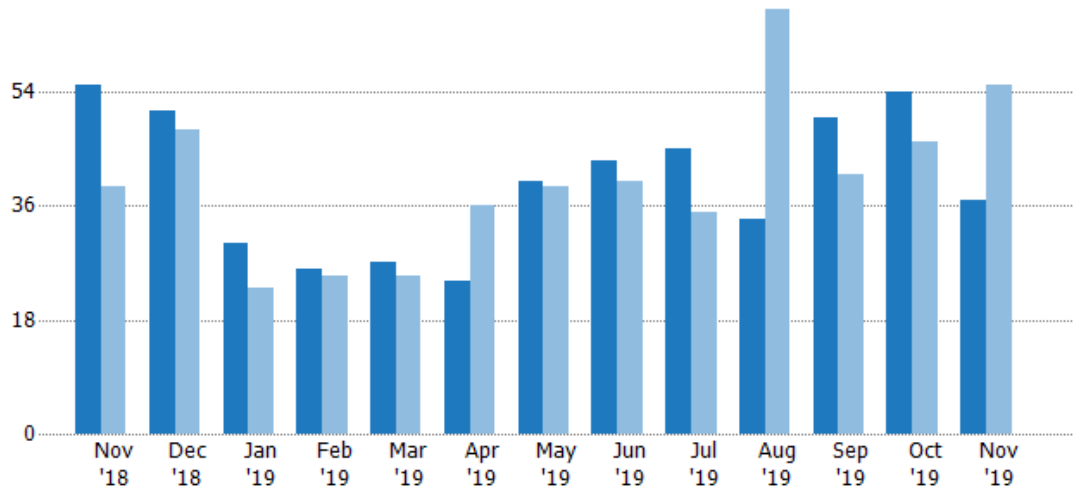
## Closed Sales

The total number of residential properties sold each month.

Filters Used

County: 29 Selected

Month/Year	Count	% Chg.
Nov '19	37	-32.7%
Nov '18	55	41%
Nov '17	39	17.9%



Current Year	55	51	30	26	27	24	40	43	45	34	50	54	37
Prior Year	39	48	23	25	25	36	39	40	35	67	41	46	55
Percent Change from Prior Year	41%	6%	30%	4%	8%	-33%	3%	8%	29%	-49%	22%	17%	-33%

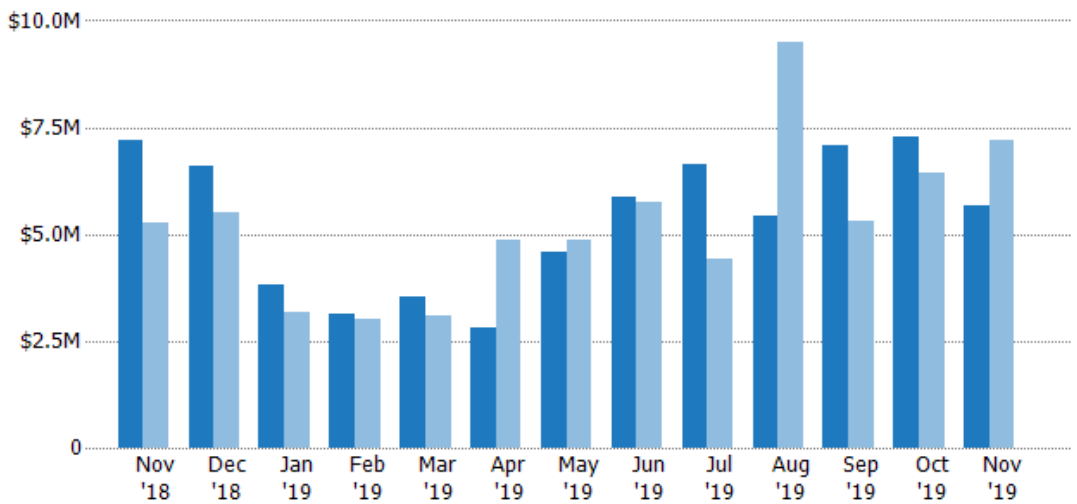
## Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

County: 29 Selected

Month/Year	Volume	% Chg.
Nov '19	\$5.69M	-20.9%
Nov '18	\$7.19M	36.7%
Nov '17	\$5.26M	13.6%

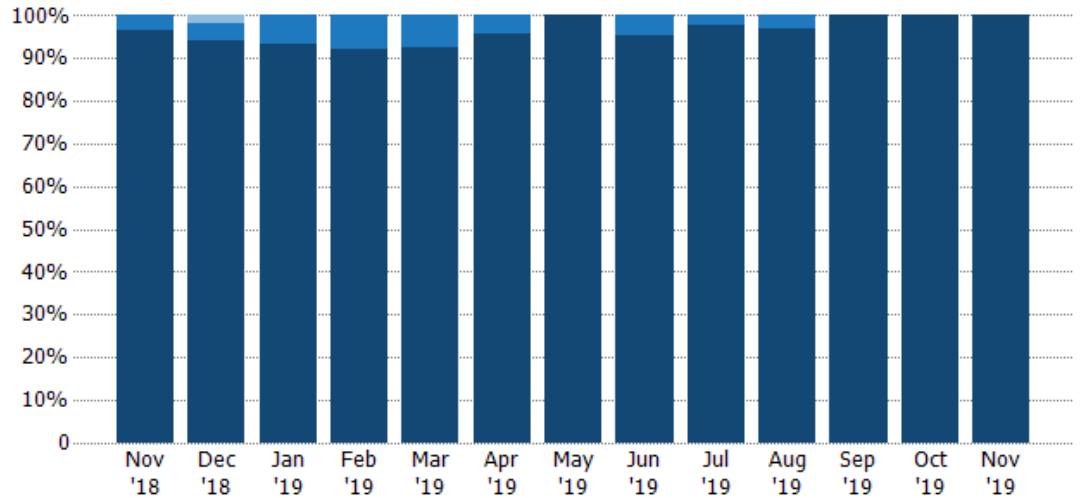


Current Year	\$7.19M	\$6.61M	\$3.81M	\$3.14M	\$3.54M	\$2.79M	\$4.57M	\$5.88M	\$6.65M	\$5.42M	\$7.09M	\$7.27M	\$5.69M
Prior Year	\$5.26M	\$5.51M	\$3.17M	\$3.03M	\$3.11M	\$4.87M	\$4.86M	\$5.75M	\$4.43M	\$9.5M	\$5.31M	\$6.42M	\$7.19M
Percent Change from Prior Year	37%	20%	20%	4%	14%	-43%	-6%	2%	50%	-43%	34%	13%	-21%

## Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used  
County: 29 Selected

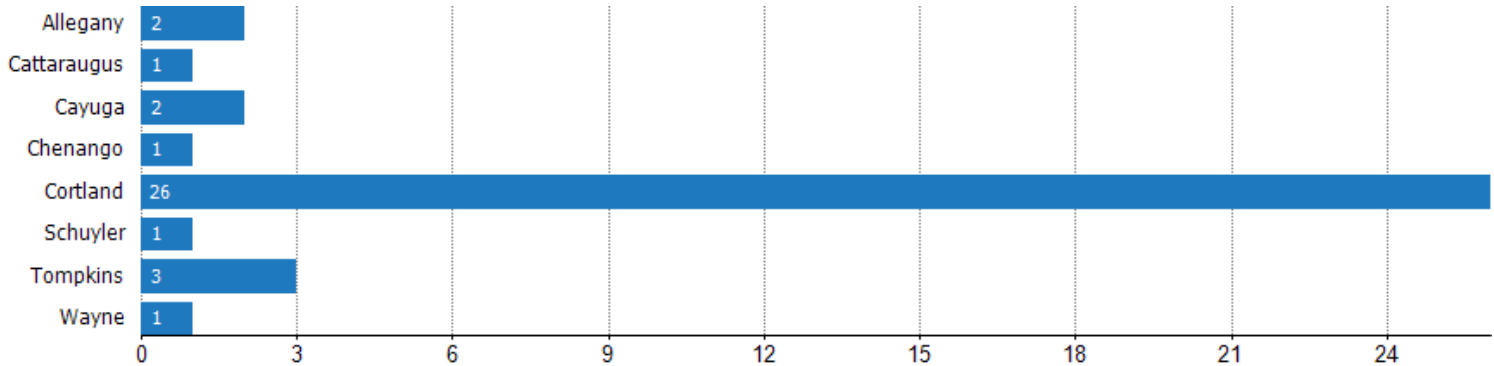


Property Type	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Other	-	2%	-	-	-	-	-	-	-	-	-	-	-
Condo/Townhouse	4%	4%	7%	8%	7%	4%	-	5%	2%	3%	-	-	-
Single Family Residence	96%	94%	93%	92%	93%	96%	100%	95%	98%	97%	100%	100%	100%

## Closed Sales (By County)

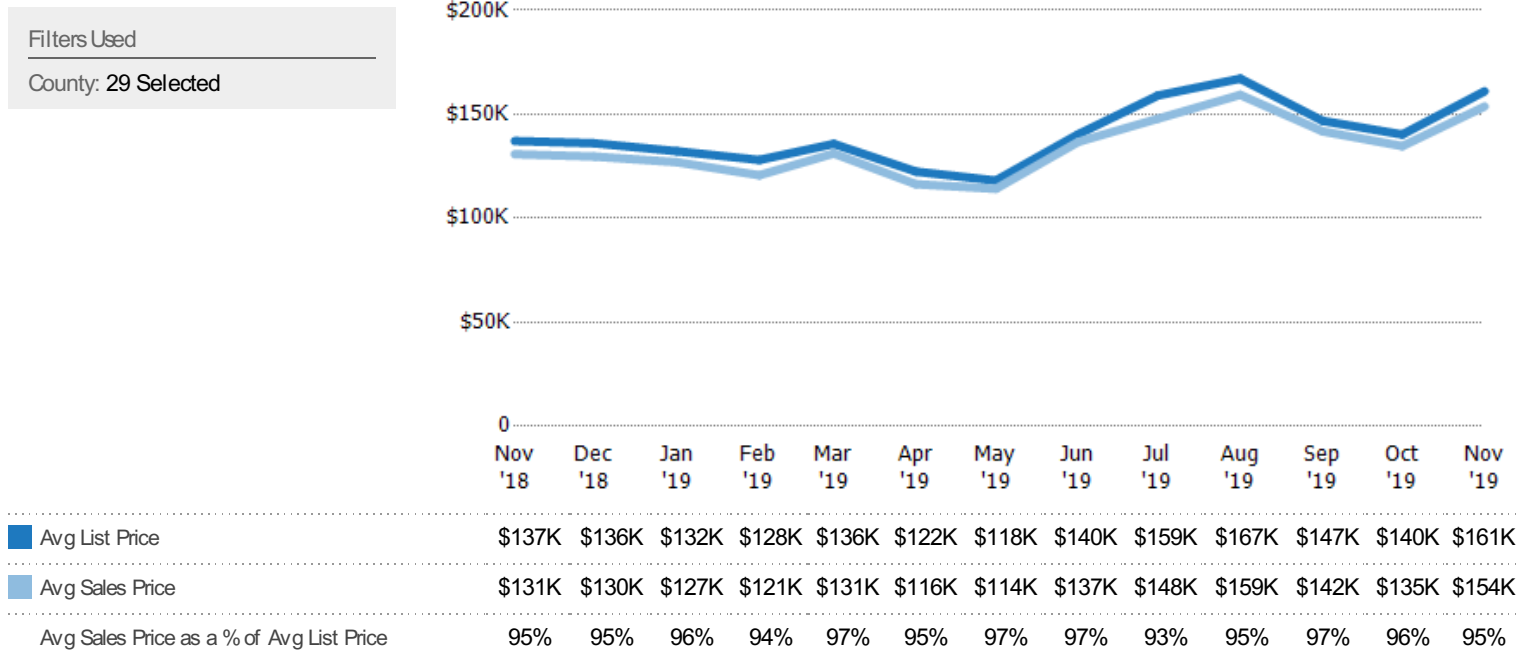
The total number of residential properties sold during the last month by county.

Filters Used: County: 29 Selected



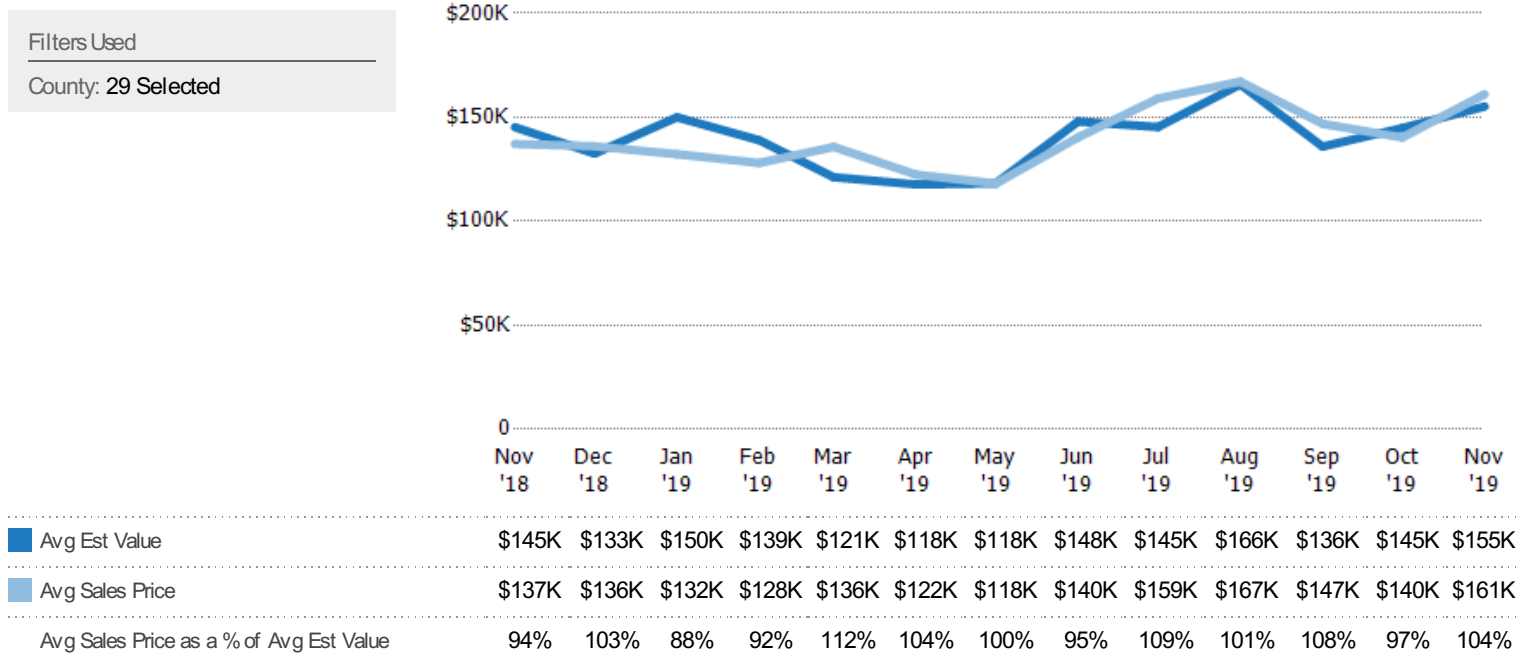
## Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.



## Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.



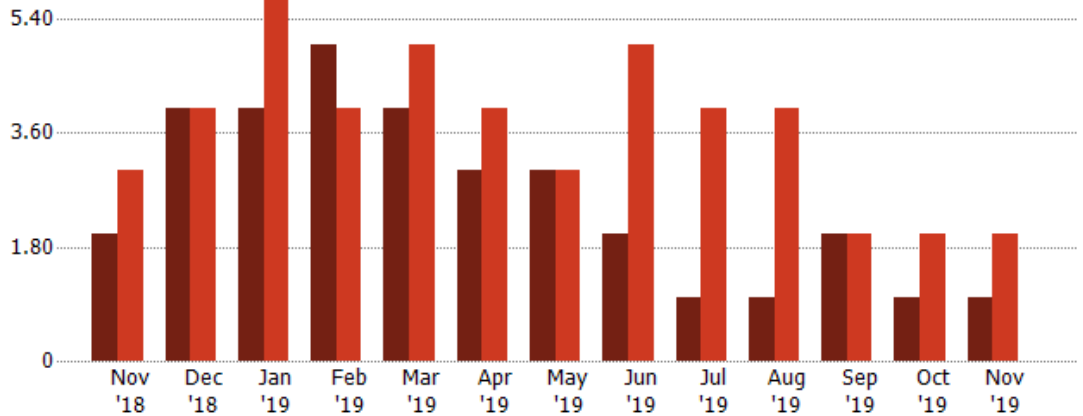
## Distressed Listings

The number of distressed residential properties that were for sale at the end of each month.

Filters Used

County: 29 Selected

Month/Year	Count	% Chg.
Nov '19	1	-50%
Nov '18	2	-33.3%
Nov '17	3	-33.3%

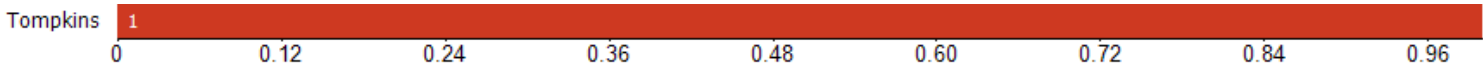


	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	2	4	4	5	4	3	3	2	1	1	2	1	1
Prior Year	3	4	6	4	5	4	3	5	4	4	2	2	2
Percent Change from Prior Year	-33%	0%	-33%	25%	-20%	-25%	0%	-60%	-75%	-75%	0%	-50%	-50%

## Distressed Listings (By County)

The number of distressed single-family, condominium and townhome properties that were for sale at the end of the last month by county.

Filters Used: County: 29 Selected



# Appendix

The metrics that are calculated by RPR® may show the same general trends as those published by other sources (i.e. MLS, Associations or vendors), but because of our processes and parcel-centric approach, some variation may occur. Data sources include MLS's, where licensed, and public records for more in-depth metrics on distressed properties.

## Report Details

**Report Name:** Monthly Market Data Report

**Run Date:** 12/04/2019

**Scheduled:** Yes

**Report Date Range:** From 11/2018 To: 11/2019

## Information Included

- Include Cover Sheet
- Include Key Metric Summary
- Include Metrics By: County
- Averages
- Medians
- Include Appendix

## MLS Filter

**MLS:** All

## Listing Filters

**Property Types:** All

**Sales Types:** All

**Price Range:** None

## Location Filters

**State:** All

**County:**

Allegany County, New York	Broome County, New York	Cattaraugus County, New York
Cayuga County, New York	Chautauqua County, New York	Chenango County, New York
Cortland County, New York	Erie County, New York	Genesee County, New York
Jefferson County, New York	Lewis County, New York	Livingston County, New York
Madison County, New York	Monroe County, New York	Niagara County, New York
Oneida County, New York	Onondaga County, New York	Ontario County, New York
Orleans County, New York	Oswego County, New York	St. Lawrence County, New York
Schuyler County, New York	Seneca County, New York	Steuben County, New York
Tioga County, New York	Tompkins County, New York	Wayne County, New York
Wyoming County, New York	Yates County, New York	

**ZIP Code:** All

## Listing Activity Charts

- New Listings
- Active Listings
- Average Listing Price
- Average Listing Price per Sq Ft
- Average Listing Price vs Est Value
- Median Days in RPR
- Months of Inventory
- Absorption Rate

## Sales Activity Charts

- Active/Pending/Sold
- New Pending Sales
- Pending Sales
- Closed Sales
- Average Sales Price
- Average Sales Price per Sq Ft
- Average Sales Price vs Listing Price
- Average Sales Price vs Est Value

## Distressed Charts

- Distressed Listings
- Distressed Sales

## Data Tables Using 11/2019 data

- Listing Activity by ZIP
- Listing Activity by Metro Area
- Sales Activity by ZIP
- Sales Activity by Metro Area