

welcome

APRIL 2018 OFFICE MEETING

WE PROUDLY WELCOME

FEBRUARY 2018

LISA WILLIAMS CANUTESON (Courtney Servis)

GREY LYONS (Jamie Kelter)

HENRY MILLER (Terressa Mannix)

LAURA RONG as agent (Binglin Li)

JAMES COLE (Peter McKee)

CHRIS STANLEY (Brendan Rabadi)

SARA FORINO as agent (Jeffrey Keith)

CYLER TUCKER (Peter McKee)

ALLEN HILLS

WE PROUDLY WELCOME

MARCH 2018

STEPHANIE WOODARD (Terressa Mannix)

ERIN BRUNNER (Mary Diehl Gibson)

CLARK DAVIDSON (Ryan Earle)

HELEN SIMPSON (Natalie Amsler)

LAURA POIRIER (Chelsea McCumber)

JONAH BAYLISS (Christine Marchesiello)

AMY LOPPE (Lucas Weston)

PATRICK HURLEY (Ryan Earle)

HAPPY APRIL BIRTHDAYS

2nd Joe Silvestri

2nd Nick Khachadourian

6th Carol Marcella

7th Helen Simpson

7th Monique Boulet

8th Vin Forbes

11th Courtney Shaner

12th Tammy Ost

14th Leighann Karker

15th Chelsea Rattner

16th Michelle DeCoteau

18th Vicki Wolpert

19th Lori Ross

20th Cyler Tucker

21st Alexis Feldbusch

21st Amy LaChapelle

21st Bridgette Mucha

21st Eric Galvin

22nd Jane Chen

22nd Nadine Film

22nd Sandy Rubino

23rd Casey King

23rd Michael Scuola

24th Laura Poirier

25th Alisa Kupinski

25th Jean Singleton

27th Aaron Bryant

29th Frank Gentile

29th Kate Pope

30th Shawn Pepe

TOO MANY OF US ARE NOT
LIVING OUR DREAMS BECAUSE
WE ARE LIVING OUR FEARS.

- LES BROWN

SPONSORSHIP CHECK-IN

“Your Sponsor should be the person most instrumental in bringing you to serious discussions.”

**Your sponsor is the person
“whom you feel is primarily responsible for bringing you to
Keller Williams Realty.”**

SPONSORSHIP CHECK-IN

At what point during a recruiting conversation should Sponsorship or the Profit Share System be discussed?

BROKER UPDATE

SPECIAL MARKET CONDITIONS



MLS#: [201721968](#) Area: 111
Status: **Active**
Map Co: **96DP109**
Spec Mkt Cond: **Exclusive Agency Listing**
Address: **44 ANDRIANA LA**
City/Town(Tax) **Albany**
City/Town (Mail Address) **Albany**
Village:
County: **Albany**
Locale: **Greyledge Estates**
New Construction: **Yes**
Section:000 Block:000 Lot: 000

ENYRMLS

1 of 8

**IF YOU HAVE A SIGNED EXCLUSIVE RIGHT TO SELL LISTING AGREEMENT
EXCLUSIVE AGENCY LISTING DOES NOT APPLY**

ENYRMLS CRACKDOWNS

Sharing your MLS login information with **ANYONE** is a **VIOLATION** of MLS regulations

This includes **ADMINS, SPOUSES, and CLIENTS**

Call **ENYRMLS** in order to get your admin set up with their own account

ANY QUESTIONS?

**BROKER ON CALL
SARAH D'ANGELO**

(518) 724-6365

SUCCESS MEANS DOING THE BEST WE
CAN WITH WHAT WE HAVE. SUCCESS IS
THE DOING, NOT THE GETTING; IN THE
TRYING, NOT THE TRIUMPH. SUCCESS
IS A PERSONAL STANDARD, REACHING
FOR THE HIGHEST THAT IS IN US,
BECOMING ALL THAT WE CAN BE.

- ZIG ZIGLAR

PRODUCTIVITY COACHING

PRODUCTIVITY COACH KIM CORBITT
(518) 986-0091

PC Rockstars

Closed Units

Courtney Gettings (3)
Andrew Barber (1)
Lori McDermott (1)

Pended

Courtney Gettings (3)
Andrew Barber (2)
Christina Hagen (2)
Heather Hamlin (2)

Listings Taken

Courtney Gettings
Christine Turek
Lori McDermott
Andrew Barber

Listed, Pended, Closed 1+

Kim Kacan, Chris Stanley, Nick Khachadourian, John Reese, Patty Morin, Anastasia Glazkova, Jacquelline Dery, Arthur Danzy, Dania Bagyi

TECHNOLOGY UPDATE

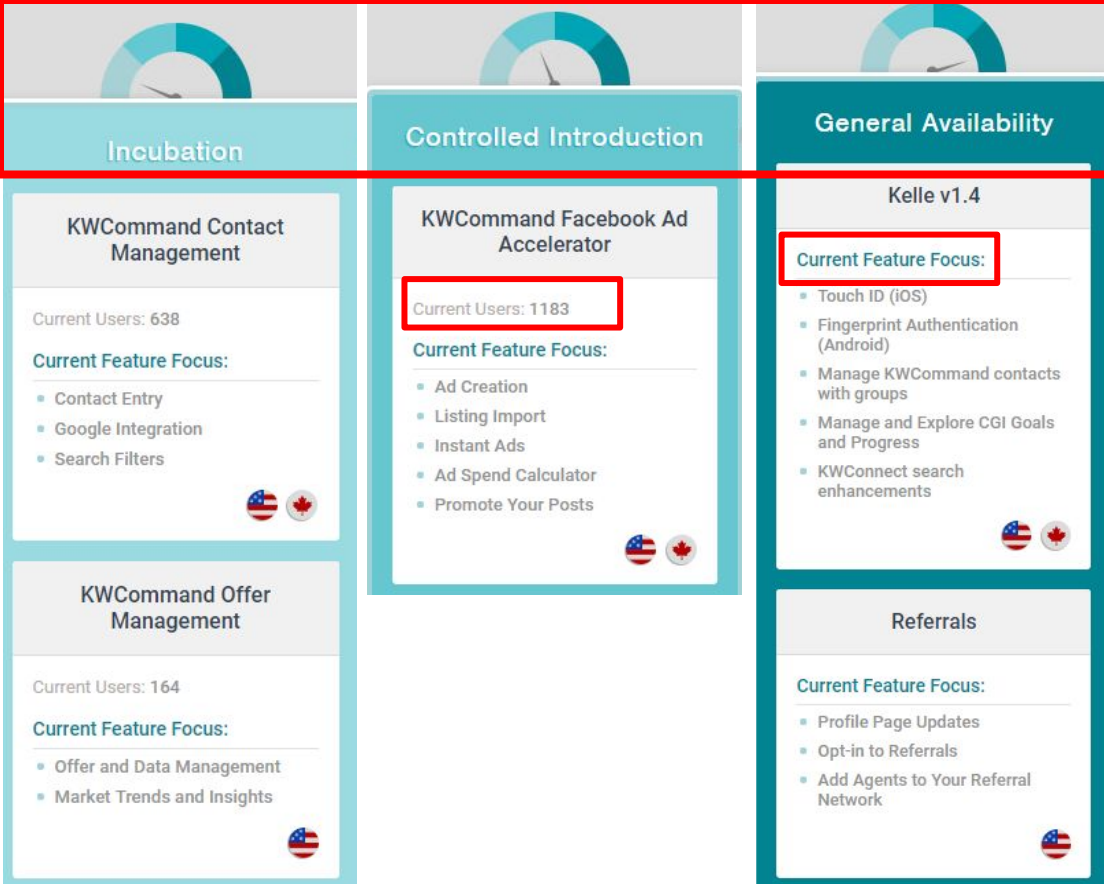
DIRECTOR OF AGENT SERVICES JONNY PUGLIA
(518) 724-5922

1

TECHNOLOGY UPDATES

APRIL

- KWConnect Updates: KW Labs
- **KW CONNECT LIVE**
- KWCDTech.com – Newest Additions



KW LABS

Get involved with the latest Keller Williams Technology developments as they roll out with **KW LABS**. Help KW test their products *before* they roll out to the general availability!

Current Users: how many current KW Associates are live with this LAB.

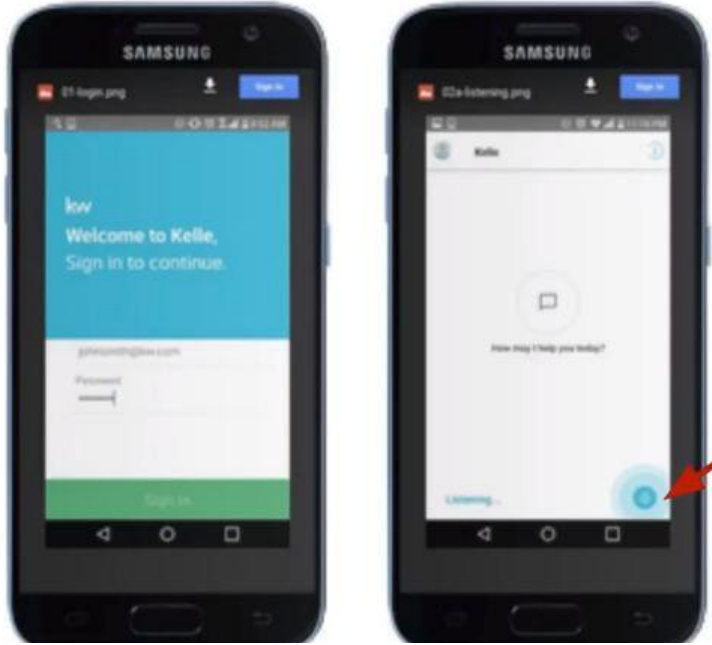
Current Features Focus: what KWRI is currently working on now to be implemented in the near future

Stages of LABS: where the specific LAB is. As the meter progresses to the right, the LAB will be available to more KW associates, ending with access to all KW associates.

kwconnect.com/page/growth/labs-dashboard
<http://kwcd.com/tech-updates>

KELLE

HAVE YOU DOWNLOADED KELLE YET?!



Kelle is Keller Artificial Intelligence and its objective is to allow every agent inside of KW to have a smart, connected and powerful partner to help you be more efficient and more productive.

<https://www.kwconnect.com/page/techtools/kelle>
[e](https://www.kwconnect.com/page/techtools/kelle) [KWCDTech.com/tech-updates](https://www.kwconnect.com/page/techtools/kelle)
[KWCDTech.com/kelle](https://www.kwconnect.com/page/techtools/kelle)

KW CONNECT

LIVE!

For the first time in Keller Williams history, **LIVE STREAMING** will be available from KW International! Starting in April and going until May 11th, training will be available on the Keller LABS products, including frequently asked questions.

JOIN US IN THE MARKET CENTER TRAINING ROOM FOR THESE TRAININGS

MAY 4th KELLER CLOUD

4:00pm Product updates and Q&A

Kristine Cole

MAY 8th KELLE & Referrals

4:00pm Easy-to-use innovation for your Business

Aaron Armstrong

MAY 11th KELLER CLOUD

4:00pm Product updates and Q&A

Adi Pavlovic

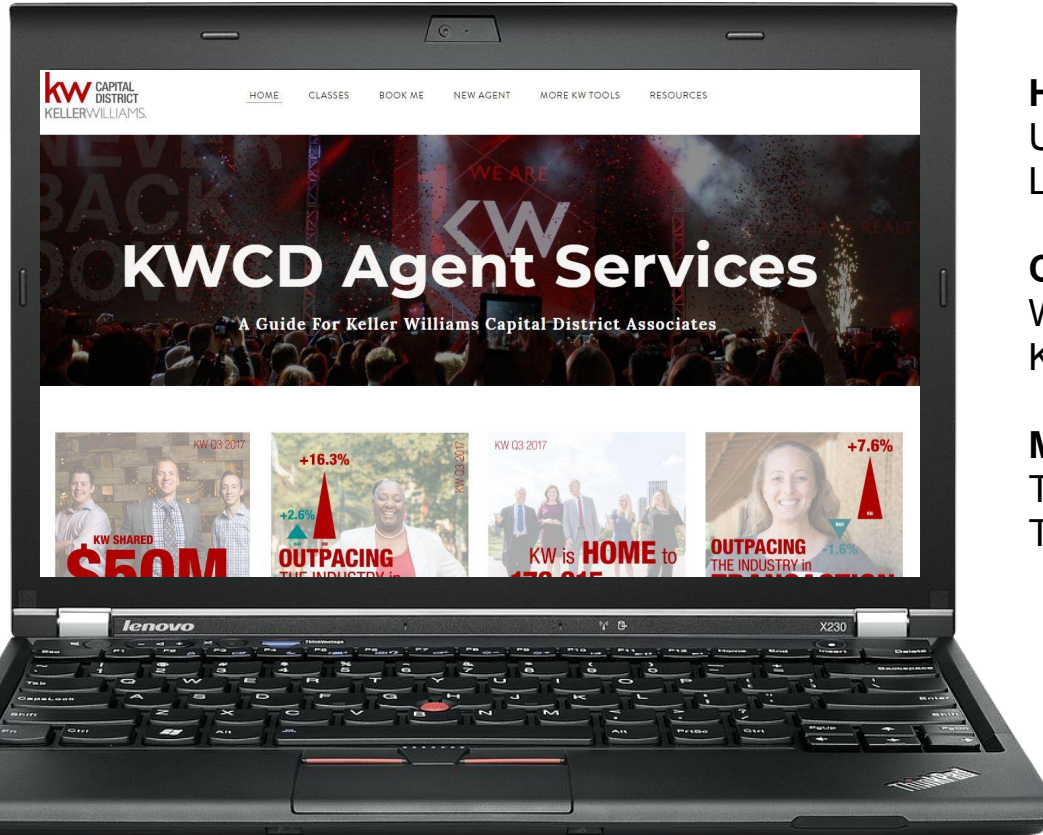
TO VIEW LIVE OR TO CHECK OUT THE LIVE CALENDAR SCHEDULE:

<https://www.kwconnect.com/page/techtools/kwconnectlivepage>

KWCD AGENT SERVICES WEBSITE

KWCDTECH.COM

password: KWCD (all caps)



HOME

UPCOMING NEWS SCROLL
LORE REPORTS (downloadable)

CLASSES / EVENTS

WEEKLY EVENT / TRAINING UPDATES
KW WELLNESS EVENT

MORE KW TOOLS

TECHNOLOGY UPDATES (monthly)
TECHNOLOGY TUTORIALS



2

APPOINTMENTS / CLASSES

- Agent Services Technology Hours
- Technology Tuesday Class Schedule
- Personal Growth / KWU Class Schedule
- KW Wellness Update: Healthy Cooking Demo

MAY

MARKET CENTER APPOINTMENTS

MONDAYS 1:00-5:00pm & FRIDAYS 2:00-4:00pm

Bookings Only through KWCDTech.youcanbook.me; starting NOW

BUSINESS CENTER APPOINTMENTS

SARATOGA TECH APPOINTMENTS

3rd 11:00am – 5:00pm

DELMAR TECH APPOINTMENTS

24th 11:00am – 5:00pm

Now accepting appointments, only by email JPug@kw.com

MAY

1

1:00PM **KW MOBILE TECH WORKSHOP**

3:30PM **MAKE YOUR DATABASE GREAT AGAIN!**

8

10:00AM **DOTLOOP 101**

11:30AM **GET IN THE LOOP (Advanced Dotloop)**

22

1:00PM **KWLS WORKSHOP**

3:00PM **GET INTO THE REFERRAL NETWORK (KW Referrals)**

29

1:00PM **ROCK YOUR WEBSITE**

Don't forget to RSVP: KWConnect.com/calendar <http://www.kwcdtech.com/class-events>



TIME
MANAGEMENT
WITH THE

411

know

April 26th
1:00 – 3:00pm

May 31st
2:00 – 4:00pm

RSVP IS REQUIRED AND PARTICIPANTS ARE
REQUIRED TO PRINT THEIR MANUALS BEFORE
EACH SESSION

EMAIL JPUG@KW.COM

Manage your time and **maximize your productivity** by focusing your energy on the activities that really matter to your business. **Time blocking**, productivity tactics and the 411 Action Goal System will help you operate with a targeted purpose. You'll learn to **work smarter, not harder**, toward annual, monthly and weekly goals.

HEALTHY COOKING DEMONSTRATION

TUESDAY, MAY 8th

5:00pm

KWCD Training Room

The Healthy Eating Series is designed to show you how to prepare an easy meal that is loaded with beneficial nutrients, without sacrificing taste or quality. This is especially helpful for real estate agents who are looking to stay healthy while growing their business (on-the-go). Partnering up with Pampered Chef; KWCD associates, their family and friends are welcomed to taste, take notes and even shop with local PC representative [Gayatri Hingwala](#)



More Details:

<http://www.kwcdtech.com/healthy-eating-series>

<http://www.kwcdtech.com/kw-wellness>

kw CAPITAL
DISTRICT
KELLERWILLIAMS.
Each Office is Independently Owned and Operated

KW WELLNESS

LANGUAGE OF REAL ESTATE

ENYRMLS: YEAR OVER YEAR

MARKET ACHIEVEMENTS	MARCH 2017	MARCH 2018	% CHANGE
Closed Units	2,032	2,068	1.77%
Closed Sale Volume	\$406,502,702	\$440,942,082	8.47%
Listings Taken	1,848	1,740	-5.84%
Listings Taken Volume	\$438,722,052	\$444,731,247	1.37%
Listings Sold	1,016	1,034	1.77%
Listings Sold Volume	\$203,251,351	\$220,471,041	8.47%
Contracts Written	1,278	1,346	5.32%
Contracts Written Volume	\$273,456,586	\$296,189,496	8.31%

ENYRMLS: YEAR TO DATE

MARKET ACHIEVEMENTS	JAN 1 - MAR 31 '17	JAN 1 - MAR 31 '18	% CHANGE
Closed Units	5,126	5,192	1.29%
Closed Sale Volume	\$1,019,902,254	\$1,090,100,344	6.88%
Listings Taken	4,920	4,708	-4.31%
Listings Taken Volume	\$1,167,547,839	\$1,178,124,376	.91%
Listings Sold	2,563	2,596	1.29%
Listings Sold Volume	\$509,951,127	\$545,050,172	6.88%
Contracts Written	3,172	3,316	4.54%
Contracts Written Volume	\$668,740,177	\$727,114,070	8.73%

MARKET CENTER: YEAR OVER YEAR

MARKET ACHIEVEMENTS	MARCH 2017	MARCH 2018	% CHANGE
Closed Units	158	226	43.0%
Closed Sale Volume	\$30,295,770	\$55,122,119	81.9%
Listings Taken	165	187	13.3%
Listings Taken Volume	\$37,449,878	\$63,389,905	69.3%
Listings Sold	66	100	51.5%
Listings Sold Volume	\$12,159,824	\$25,373,970	109.7%
Contracts Written	285	252	-11.3%
Contracts Written Volume	\$60,843,622	\$59,443,118	-2.3%

MARKET CENTER: YEAR TO DATE

MARKET ACHIEVEMENTS	JAN 1 - MAR 31 '17	JAN 1 - MAR 31 '18	% CHANGE
Closed Units	410	561	36.8%
Closed Sale Volume	\$81,690,636	\$131,606,609	61.1%
Listings Taken	449	544	21.2%
Listings Taken Volume	\$105,219,512	\$178,797,946	69.9%
Listings Sold	170	243	42.9%
Listings Sold Volume	\$33,916,251	\$59,292,221	74.8%
Contracts Written	613	711	16.0%
Contracts Written Volume	\$126,932,390	\$168,571,982	32.8%

KWCD vs ENYRMLS: YEAR OVER YEAR

MARKET ACHIEVEMENTS	ENYRMLS MAR '17 vs MAR '18	KWCD MAR '17 vs MAR '18	% DIFFERENCE KWCD vs ENYRMLS
Closed Units	1.77%	43.0%	41.23%
Closed Sale Volume	8.47%	81.9%	73.43%
Listings Taken	-5.84%	13.3%	19.14%
Listings Taken Volume	1.37%	69.3%	67.93%
Listings Sold	1.77%	51.5%	49.73%
Listings Sold Volume	8.47%	109.7%	101.23%
Contracts Written	5.32%	-11.3%	-16.62%
Contracts Written Volume	8.31%	-2.3%	-10.61%

KWCD vs ENYRMLS: YEAR TO DATE

MARKET ACHIEVEMENTS	ENYRMLS JAN-MAR '17 vs JAN-MAR '18	KWCD JAN-MAR '17 vs JAN-MAR '18	% DIFFERENCE KWCD vs ENYRMLS
Closed Units	1.29%	36.8%	35.51%
Closed Sale Volume	6.88%	61.1%	54.22%
Listings Taken	-4.31%	21.2%	25.51%
Listings Taken Volume	.91%	69.9%	68.99%
Listings Sold	1.29%	42.9%	41.61%
Listings Sold Volume	6.88%	74.8%	67.92%
Contracts Written	4.54%	16.0%	11.46%
Contracts Written Volume	8.73%	32.8%	24.07%

ENYRMLS TOP 4: YEAR OVER YEAR

BROKERAGE	MARCH 2017	MARCH 2018	% CHANGE
HOWARD HANNA	\$80,344,650	\$67,676,559	-15.77%
KWCD	\$30,479,731	\$53,125,695	74.30%
COLDWELL BANKER	\$55,249,437	\$52,613,680	-4.77%
BERKSHIRE HATHAWAY	\$24,535,803	\$27,048,568	10.24%

ENYRMLS TOP 4: YEAR TO DATE

BROKERAGE	JAN 1 - MAR 31 '17	JAN 1 - MAR 31 '18	% CHANGE
HOWARD HANNA	\$186,488,317	\$181,651,640	-2.59%
COLDWELL BANKER	\$125,723,285	\$126,937,415	.97%
KWCD	\$80,364,507	\$124,728,127	55.20%
BERKSHIRE HATHAWAY	\$61,870,319	\$71,244,541	15.15%

*Disclaimer: Data retrieved from ENYRMLS on 4/09/2018

KWCD PROFIT SHARE: YEAR OVER YEAR

MARCH 2017	MARCH 2018	% CHANGE
\$35,801	\$70,700	97.5%

KWCD PROFIT SHARE: YEAR TO DATE

JAN 1 - MAR 31 '17	JAN 1 - MAR 31 '18	% CHANGE
\$82,980	\$131,289	58.2%

KWCD AGENT EARNINGS: YEAR OVER YEAR

MARCH 2017	MARCH 2018	% CHANGE
\$786,624	\$1,504,940	91.3%

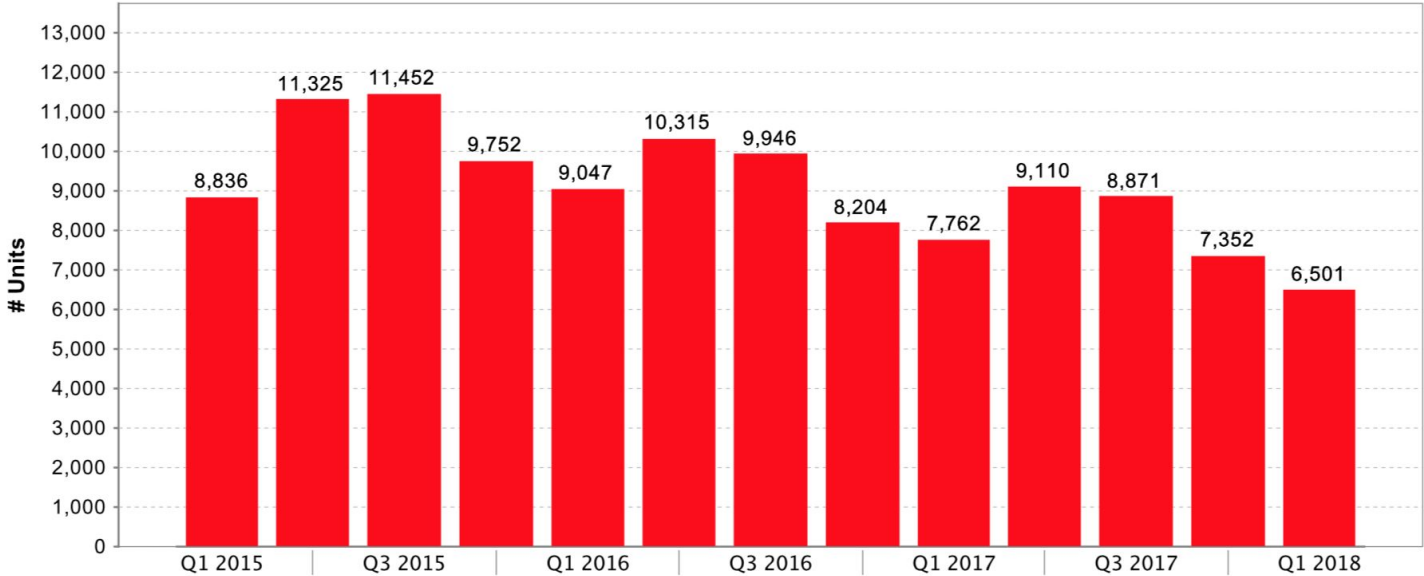
THERE IS ONLY ONE THING
THAT MAKES A DREAM
IMPOSSIBLE TO ACHIEVE :
THE FEAR OF FAILURE.

-PAULO COELHO

UNDERSTANDING THE MARKET



Market Dynamics Supply & Demand - # Units (FS) 3 Years (Quarterly) Q1 2015 - Q1 2018



■ For Sale
KEY INFORMATION

	Quarterly Change	Quarterly %	Total Change	Total % Change
For Sale	-279.42	-2.59	-3,353.00	-31.08

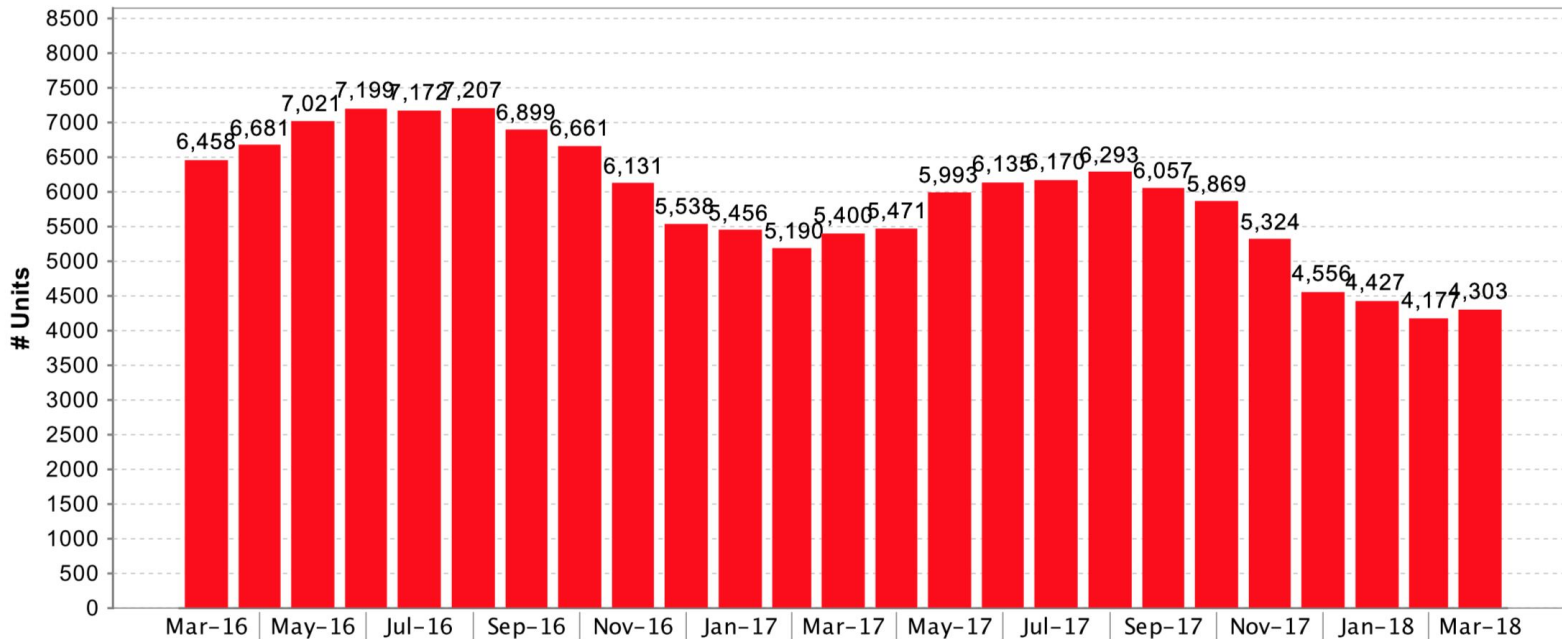
For Sale
-31.1%

MLS: ENYRMLS Period: 3 Years (Quarterly) Price: All Construction Type: Resale Bedrooms: All Bathrooms: All Lot Size: All
 Property Types: Single Family: (Single Family) Sq Ft: All
 All MLS: Eastern New York Regional MLS

Market Dynamics

Supply & Demand - # Units (FS)

2 Years (Monthly) 03/01/16 - 03/31/18



■ For Sale

KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
For Sale	-100.62	-1.41	-2,414.98	-33.91

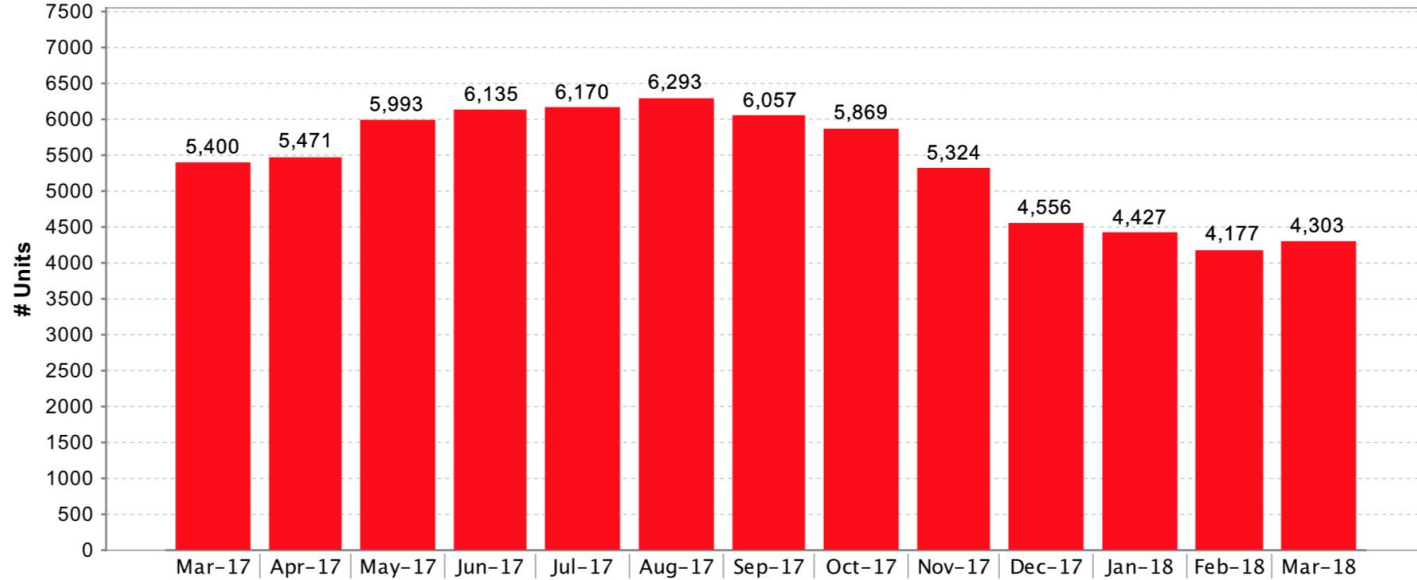
For Sale
-33.9%

Market Dynamics

Supply & Demand - # Units (FS)

1 Year (Monthly) 03/01/17 - 03/31/18

Keller Williams Capital District



■ For Sale

KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
For Sale	-143.22	-2.29	-1,718.61	-27.45

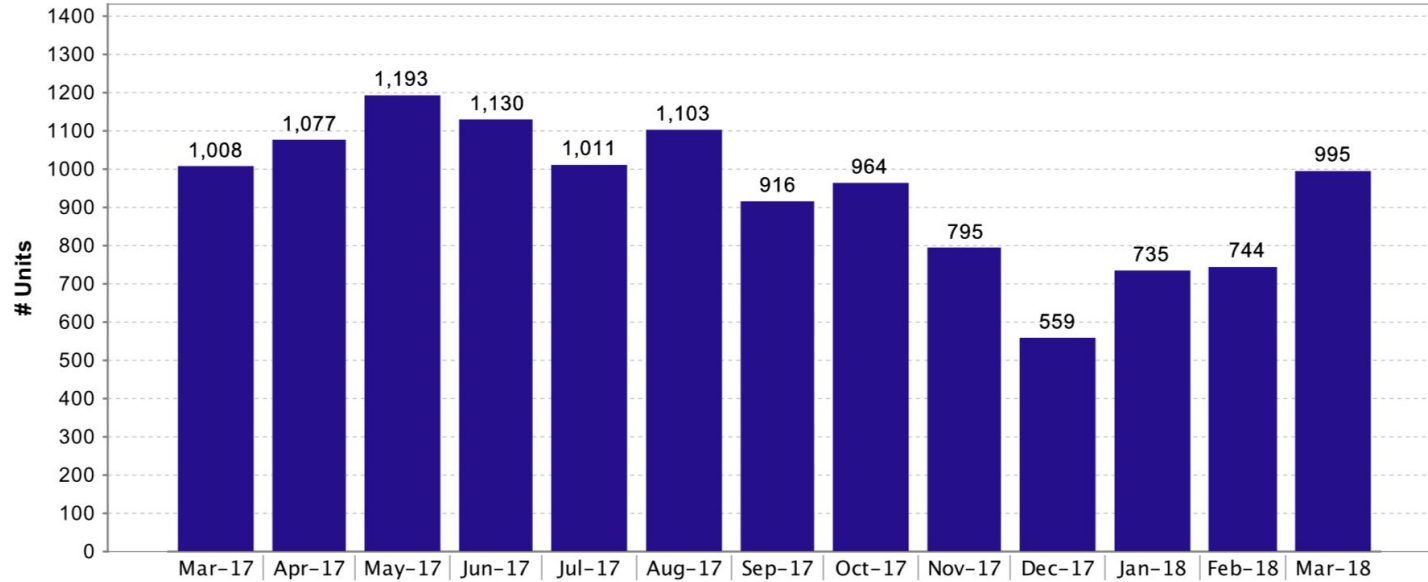


MLS: ENYRMLS	Period: 1 Year (Monthly)	Price: All	Construction Type: Resale	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types: All MLS:	Single Family: (Single Family)	Eastern New York Regional MLS				Sq Ft: All

Market Dynamics

Supply & Demand - # Units (UC)

1 Year (Monthly) 03/01/17 - 03/31/18



■ Under Contract

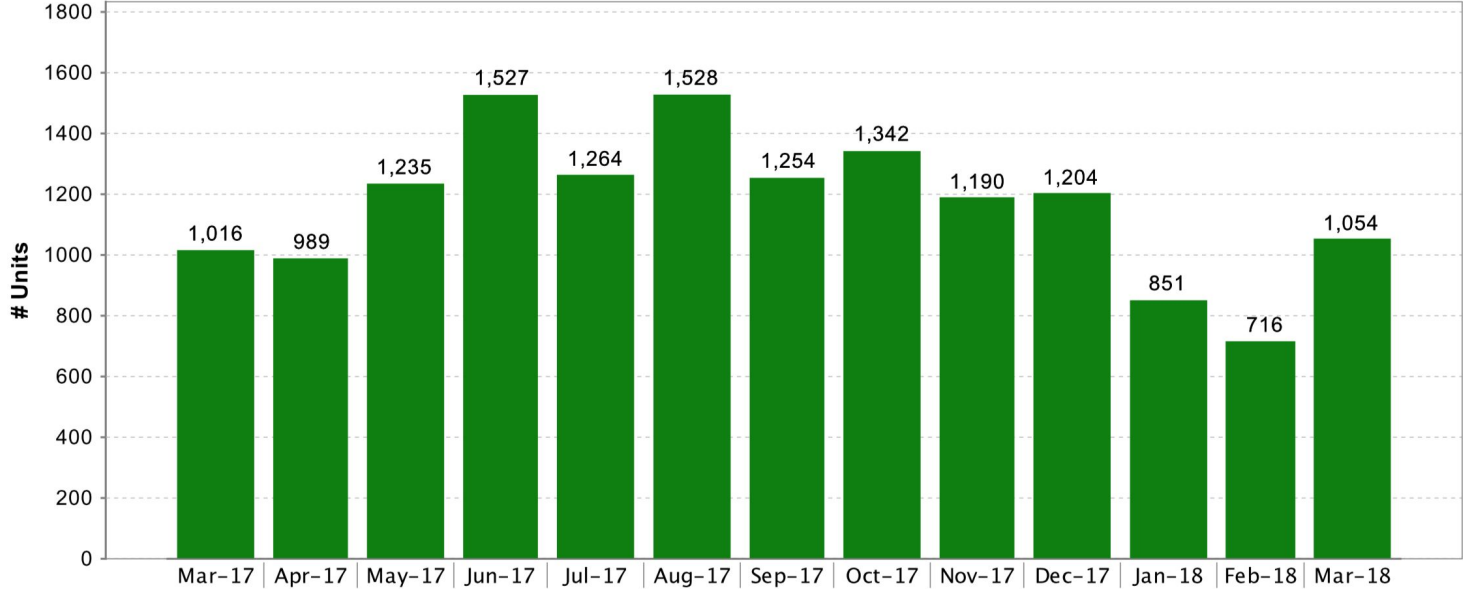
KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
Under Contract	-32.16	-2.83	-385.96	-34.01

UC
-34.0%

MLS: ENYRMLS	Period: 1 Year (Monthly)	Price: All	Construction Type: Resale	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Single Family: (Single Family)					Sq Ft: All
All MLS:	Eastern New York Regional MLS					

Market Dynamics Supply & Demand - # Units (Sold) 1 Year (Monthly) 03/01/17 - 03/31/18



■ Sold

KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
Sold	-21.82	-1.68	-261.84	-20.16

↓

Sold
-20.2%

MLS: ENYRMLS Period: 1 Year (Monthly) Price: All Construction Type: All Bedrooms: All Bathrooms: All Lot Size: All
 Property Types: Single Family: (Single Family), Vacant Land: (Vacant Land), Two Family: (Two Family), Multi-Family: (3 Family +),... Sq Ft: All
 All MLS: Eastern New York Regional MLS

Market Slides for Your Presentations

Top 10 School Districts:

- Median Sale Price
- Price Per Sq Ft.
- Supply and Demand FS, UC, SOLD
- Months Supply of Inventory
- DOM- Current Days on Market for Under Contract

Top 4 Counties

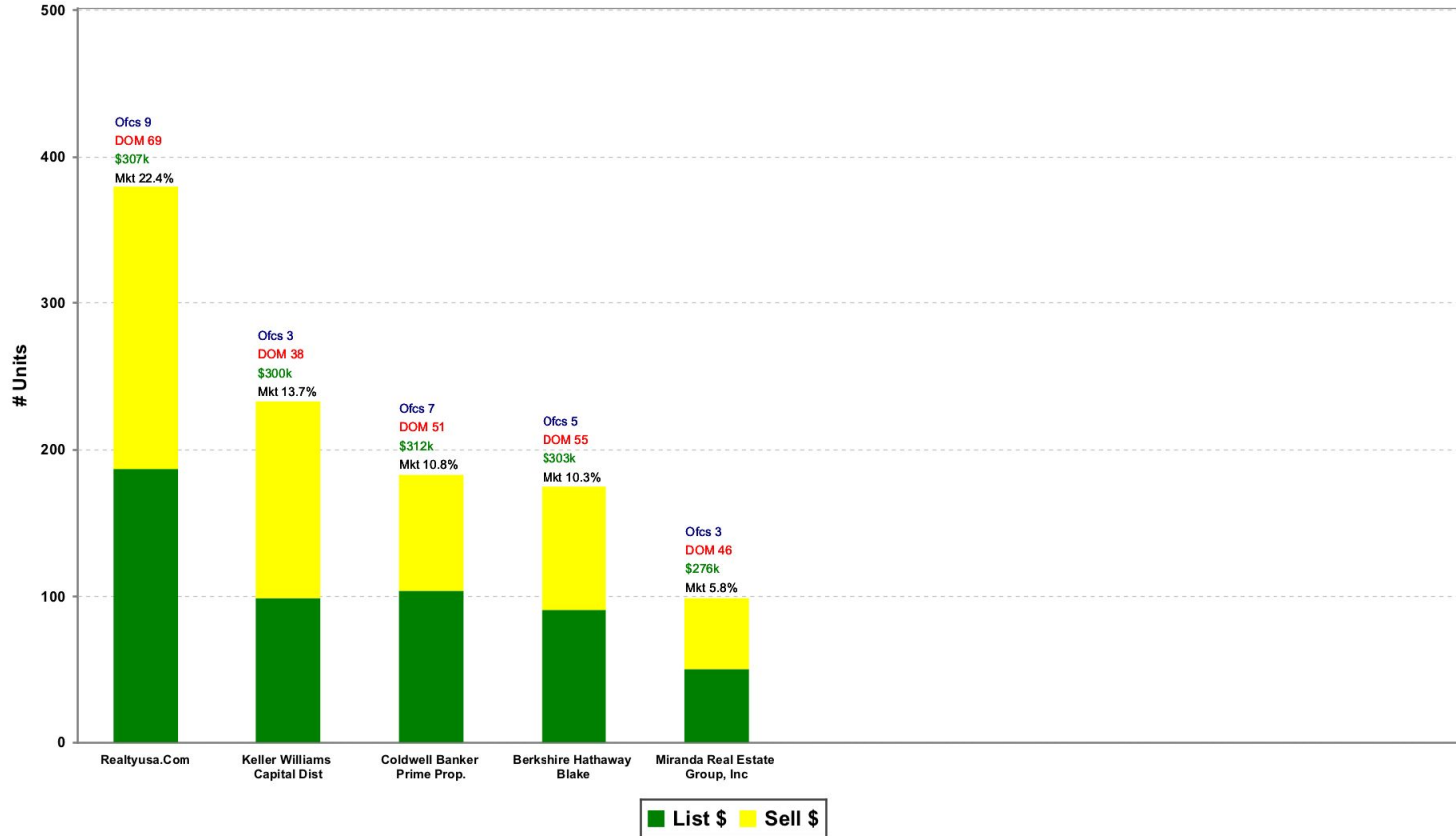
- Supply and Demand

Shenendehowa School District
1041 Resale Properties Sold

Market Share Totals

Keller Williams Capital District

Total # Units (By Broker)

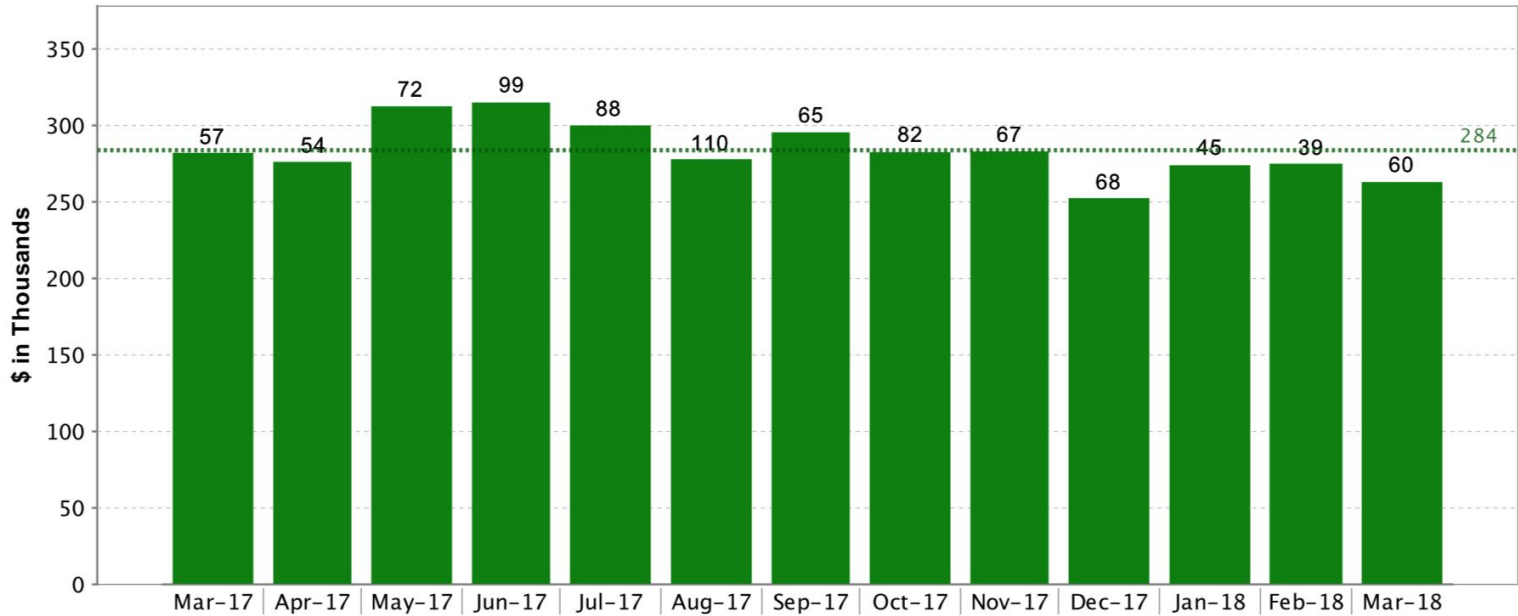


MLS: ENYRMLS Date: 04/01/2017 - 03/31/2018 Type: Broker Status: Total Sold List + Sell Pric All Construction Type: Resale Bedrooms: All Bathrooms: All
 Property Types: Single Family: (Single Family)
 School Districts: Shenendehowa

Market Dynamics

Median Price (Sold)

1 Year (Monthly) 03/01/17 - 03/31/18



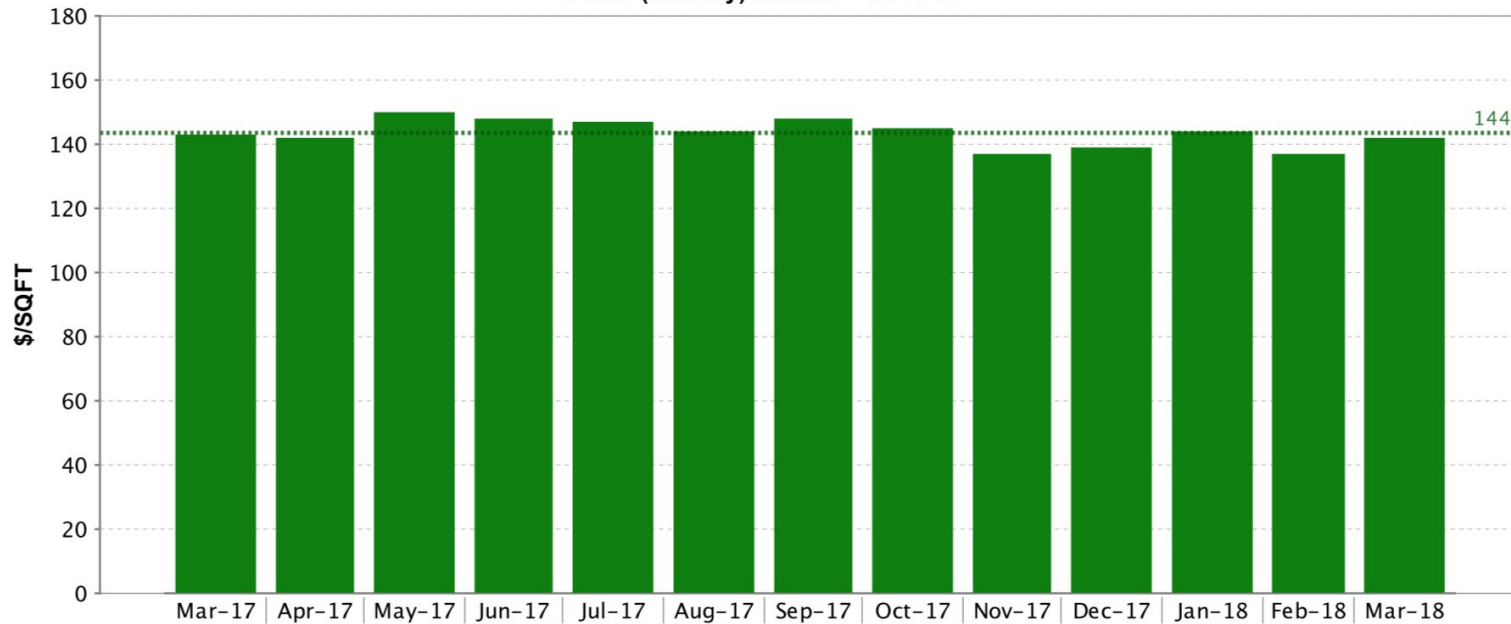
■ Sold

KEY INFORMATION

	Monthly Change	Monthly % Change	Total Change	Total % Change
Sold	-2,688.34	-0.90	-32,260.11	-10.75

MLS: ENYRMLS Period: 1 Year (Monthly) Price: All Construction Type: Resale Bedrooms: All Bathrooms: All Lot Size: All
 Property Types: Single Family (Single Family) Sq Ft: All
 School Districts: Shenendehowa

Market Dynamics Average \$/SQFT (Sold) 1 Year (Monthly) 03/01/17 - 03/31/18

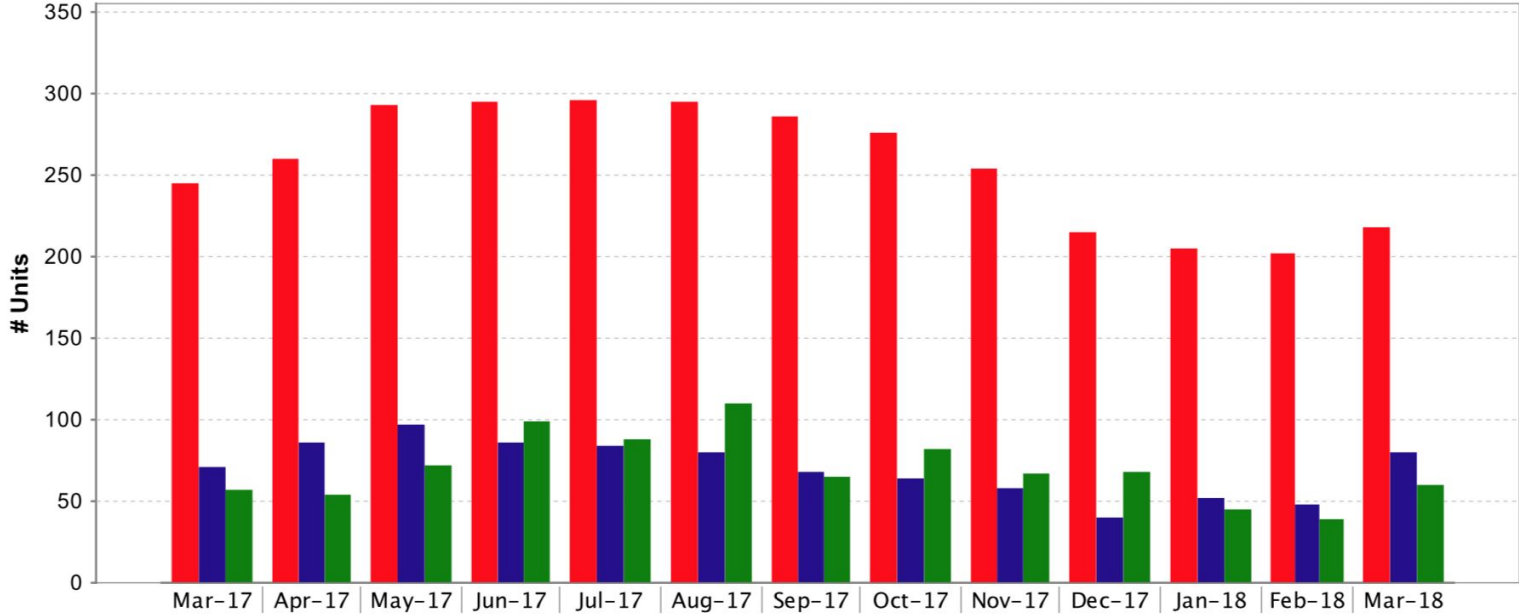


KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
Sold \$/SQFT	-0.55	-0.38	-6.65	-4.53

MLS: ENYRMLS	Period: 1 Year (Monthly)	Price: All	Construction Type: Resale	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types: Single Family: (Single Family)						Sq Ft: All
School Districts: Shenendehowa						

Market Dynamics Supply & Demand - # Units (FS, UC, Sold) 1 Year (Monthly) 03/01/17 - 03/31/18



■ For Sale ■ Under Contract ■ Sold

KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
For Sale	-6.28	-2.13	-75.37	-25.57
Under Contract	-2.87	-3.27	-34.42	-39.29
Sold	-1.80	-2.24	-21.61	-26.83

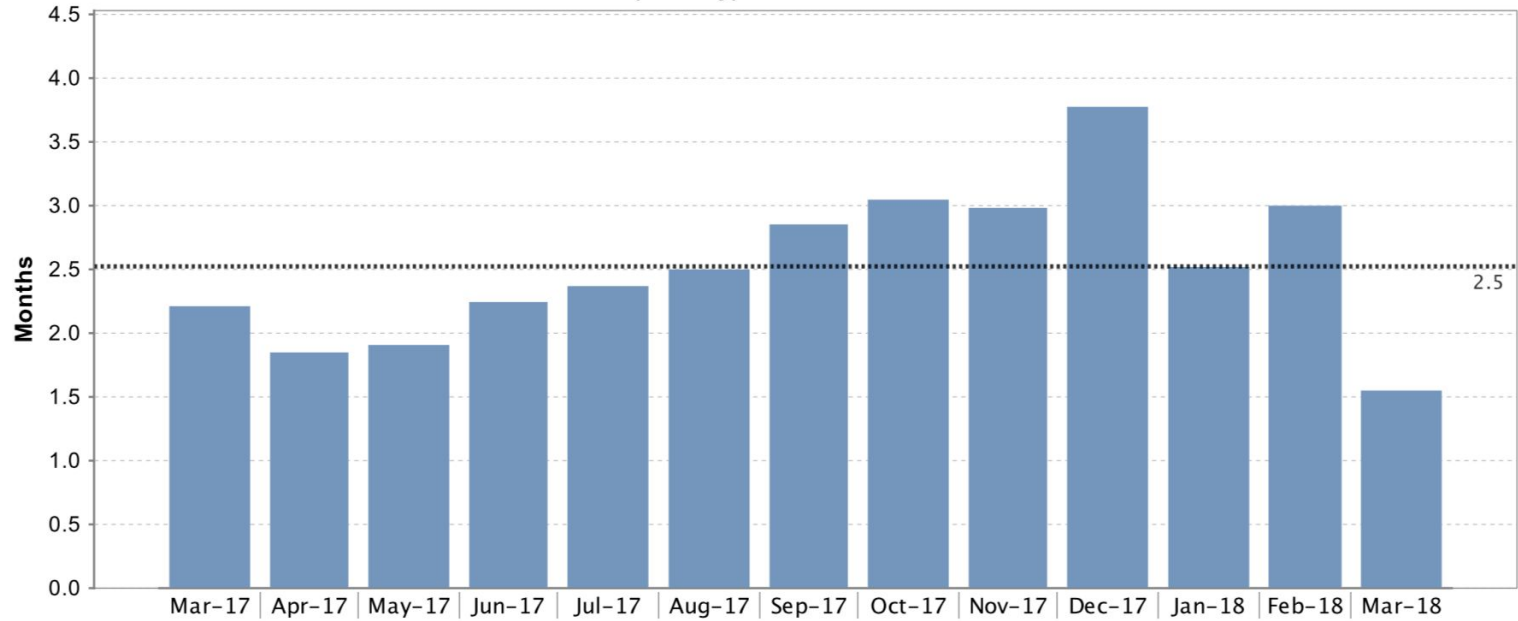
For Sale
-25.6%

UC
-39.3%

Sold
-26.8%

MLS: ENYRMLS Period: 1 Year (Monthly) Price: All Construction Type: Resale Bedrooms: All Bathrooms: All Lot Size: All
 Property Types: Single Family (Single Family) School Districts: Shenendehowa Sq Ft: All

Market Dynamics Months Supply of Inventory (UC Calculation) 1 Year (Monthly) 03/01/17 - 03/31/18



■ MSI-UC

KEY INFORMATION

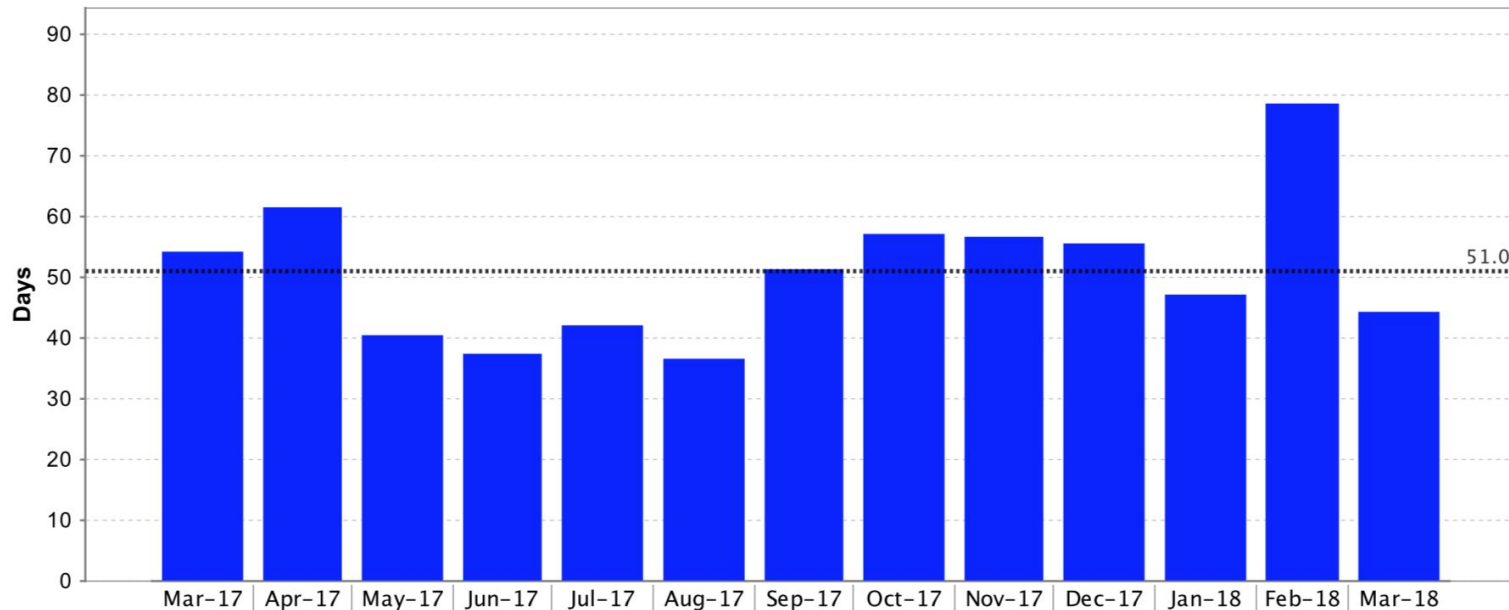
	Monthly Change	Monthly %	Total Change	Total % Change
MSI-UC	0.05	2.49	0.70	32.34

MSI UC +32.3%

MLS: ENYRMLS	Period: 1 Year (Monthly)	Price: All	Construction Type: Resale	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Single Family: (Single Family)					Sq Ft: All
School Districts:	Shenendehowa					

Market Dynamics

Average DOM for Under Contract Properties 1 Year (Monthly) 03/01/17 - 03/31/18



■ Avg DOM

KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
DOM	0.80	1.75	10.39	22.70

DOM +22.7%

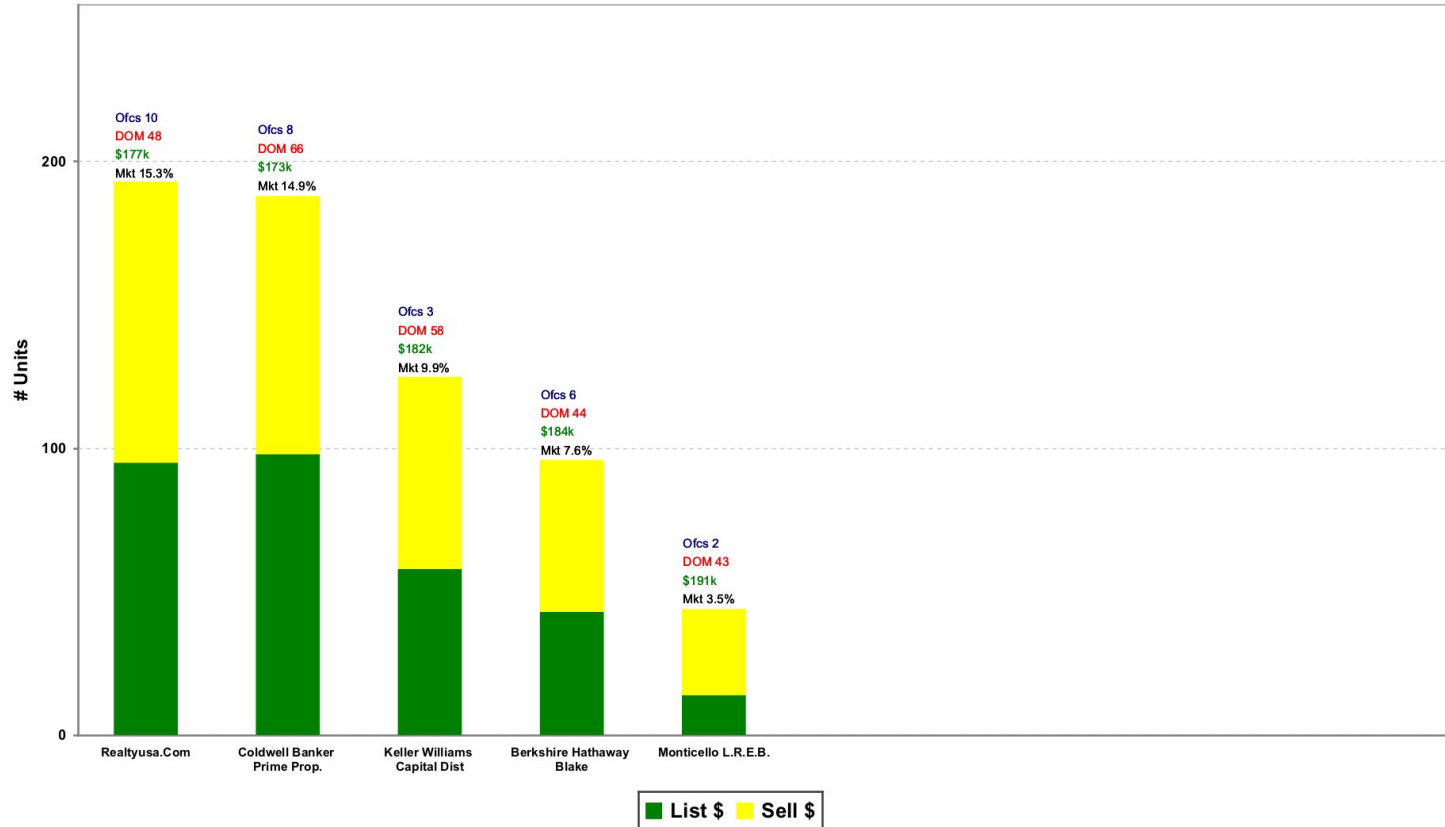
MLS: ENYRMLS
 Period: 1 Year (Monthly)
 Price: All
 Construction Type: Resale
 Bedrooms: All
 Bathrooms: All
 Lot Size: All
 Property Types: Single Family: (Single Family)
 Sq Ft: All
 School Districts: Shenendehowa

Albany School District
966 Resale Properties SOLD

Market Share Totals

Keller Williams Capital District

Total # Units (By Broker)

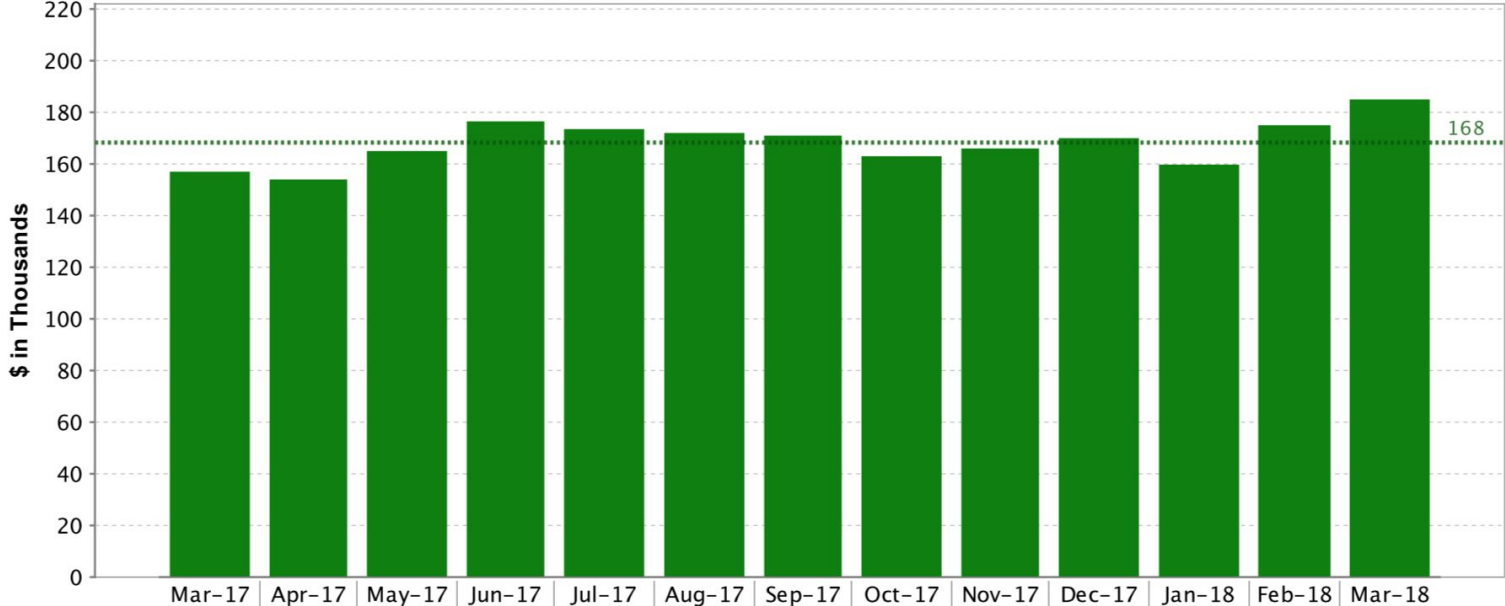


MLS: ENYRMLS
Date: 04/01/2017 - 03/31/2018
Type: Broker
Status: Total Sold List + Sell
Pric All
Construction Type: Resale
Bedrooms: All
Bathrooms: All
Property Types: Single Family: (Single Family)
School Districts: Albany

Market Dynamics

Median Price (Sold)

1 Year (Monthly) 03/01/17 - 03/31/18



■ Sold

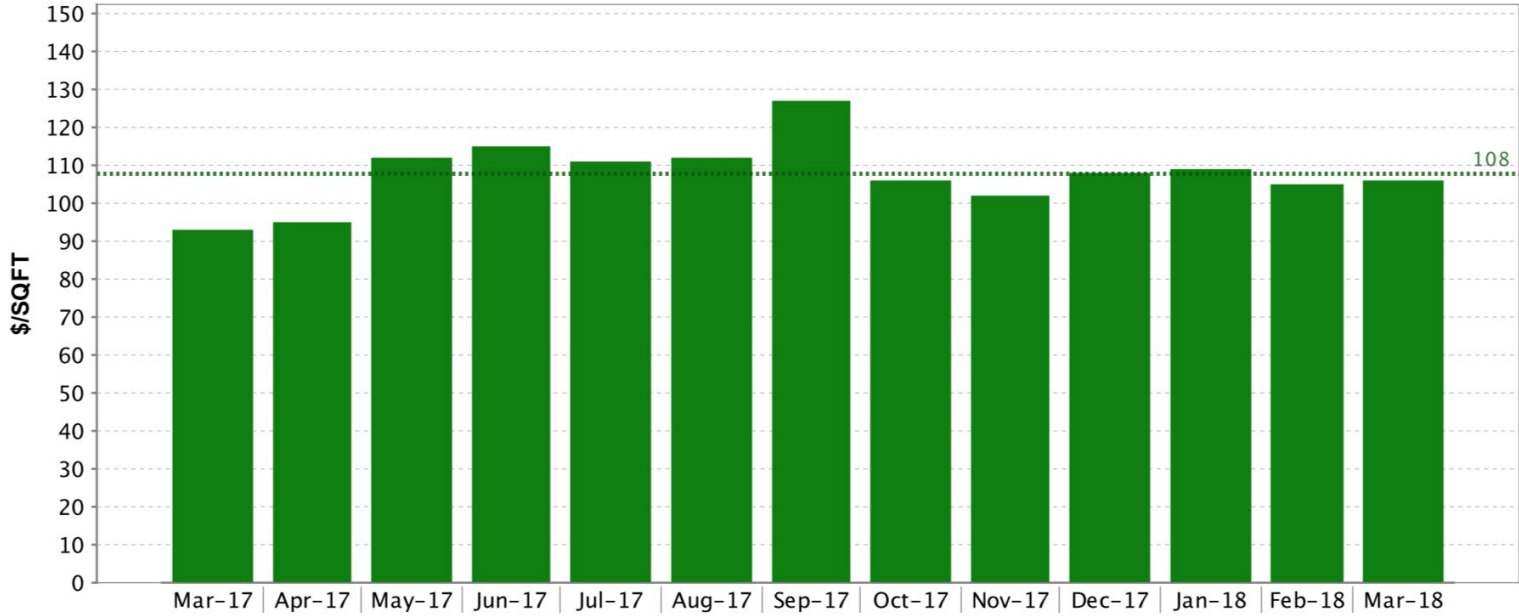
KEY INFORMATION

	Monthly Change	Monthly % Change	Total Change	Total % Change
Sold	1,137.04	0.70	13,644.50	8.45

Sold +8.5%

MLS: ENYRMLS	Period: 1 Year (Monthly)	Price: All	Construction Type: Resale	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Single Family: (Single Family)					Sq Ft: All
School Districts:	Albany					

Market Dynamics Average \$/SQFT (Sold) 1 Year (Monthly) 03/01/17 - 03/31/18



KEY INFORMATION

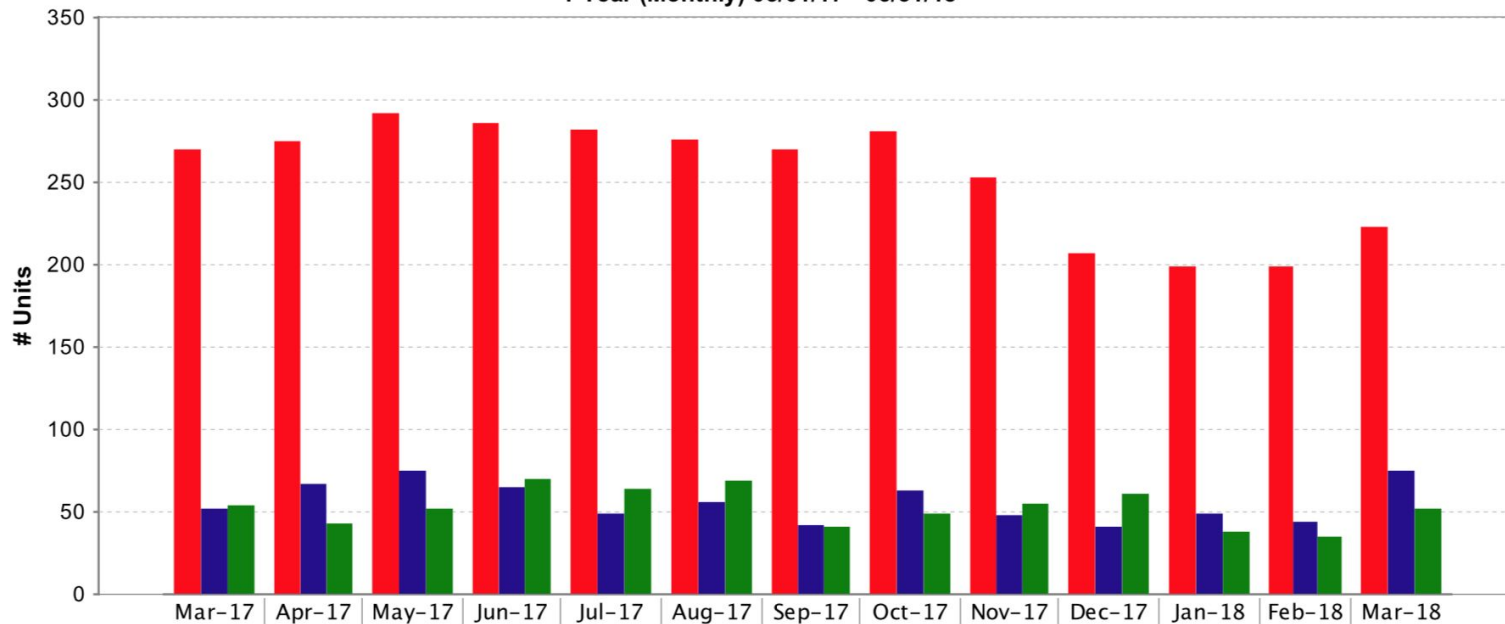
	Monthly Change	Monthly %	Total Change	Total % Change
Sold \$/SQFT	0.39	0.37	4.68	4.44

MLS: ENYRMLS	Period: 1 Year (Monthly)	Price: All	Construction Type: Resale	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types: Single Family (Single Family)	School Districts: Albany					Sq Ft: All

Market Dynamics

Supply & Demand - # Units (FS, UC, Sold)

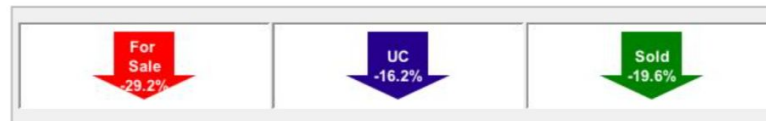
1 Year (Monthly) 03/01/17 - 03/31/18



■ For Sale
 ■ Under Contract
 ■ Sold

KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
For Sale	-7.25	-2.43	-87.05	-29.15
Under Contract	-0.82	-1.35	-9.84	-16.19
Sold	-0.95	-1.63	-11.43	-19.61



MLS: ENYRMLS
 Property Types:
 School Districts:

Period: 1 Year (Monthly)
 Single Family: (Single Family)
 Albany

Price: All

Construction Type: Resale

Bedrooms: All

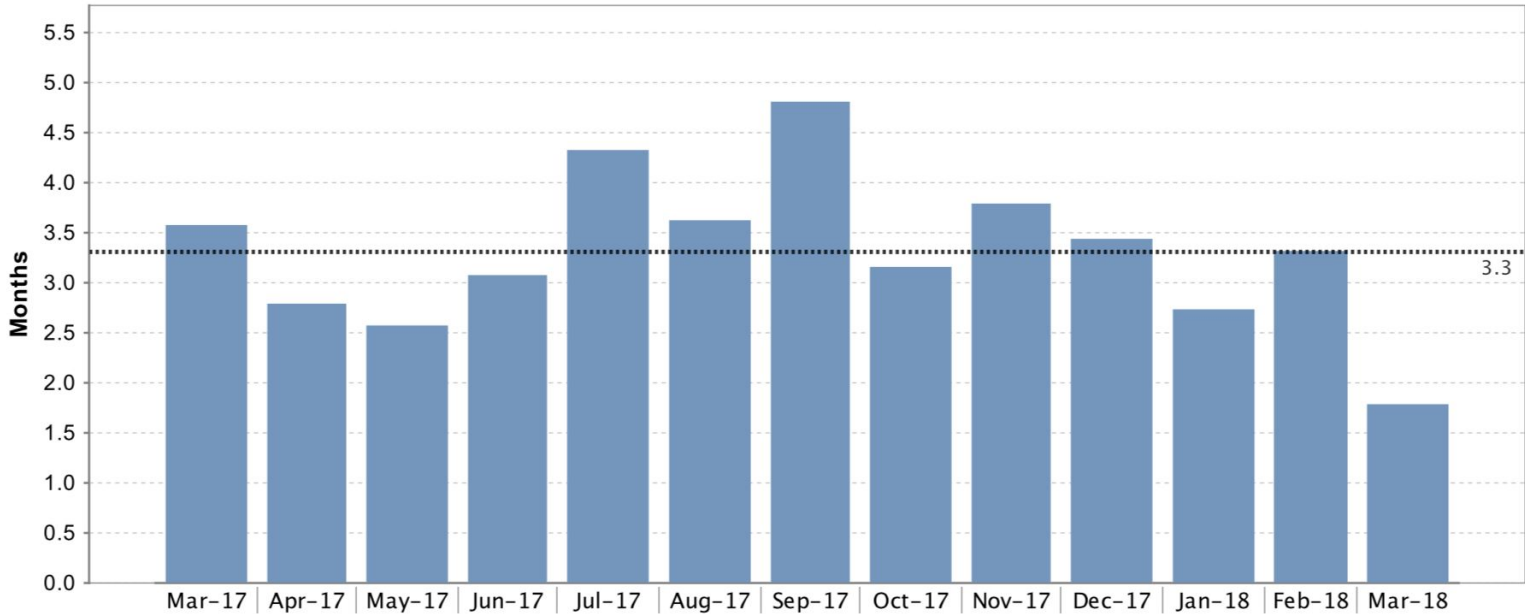
Bathrooms: All

Lot Size: All
 Sq Ft: All

Market Dynamics

Months Supply of Inventory (UC Calculation)

1 Year (Monthly) 03/01/17 - 03/31/18



■ MSI-UC

KEY INFORMATION

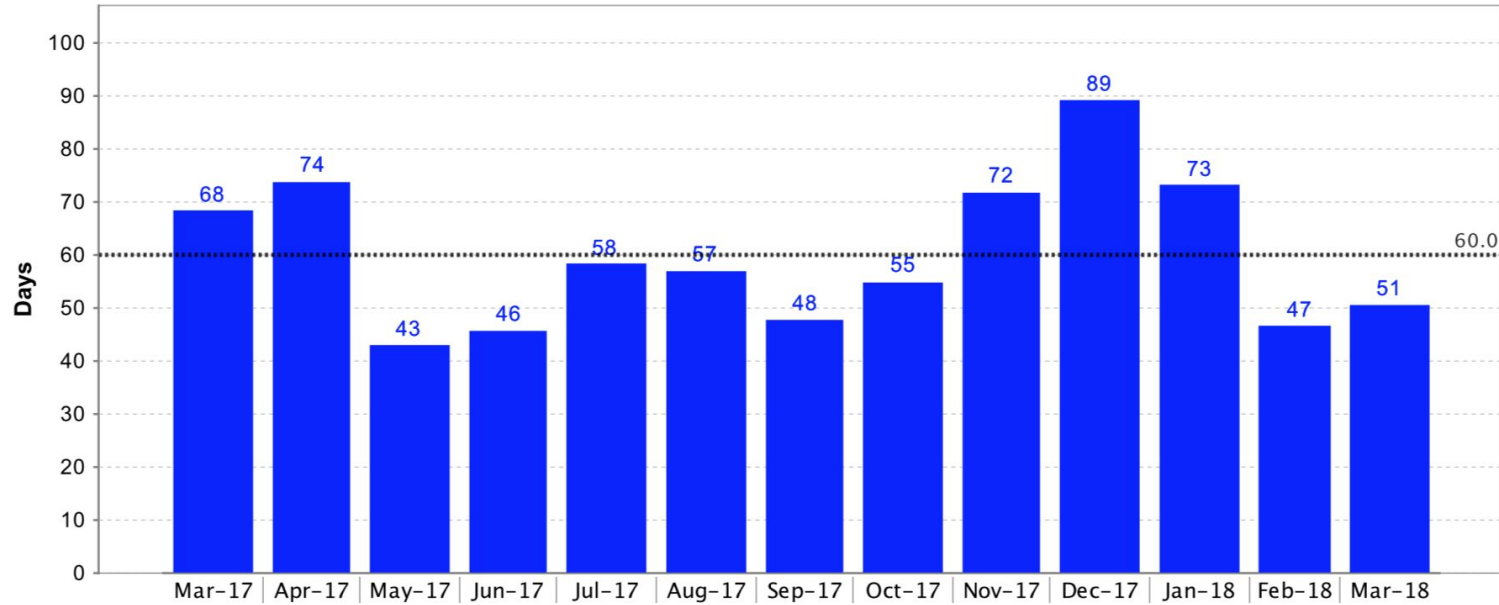
	Monthly Change	Monthly %	Total Change	Total % Change
MSI-UC	-0.04	-1.11	-0.51	-14.39

MSI UC -14.4%

MLS: ENYRMLS Period: 1 Year (Monthly) Price: All Construction Type: Resale Bedrooms: All Bathrooms: All Lot Size: All
 Property Types: Single Family: (Single Family) Sq Ft: All
 School Districts: Albany


Market Dynamics

Average DOM for Under Contract Properties 1 Year (Monthly) 03/01/17 - 03/31/18



■ Avg DOM
KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
DOM	0.17	0.29	2.23	3.79



DOM +3.8%

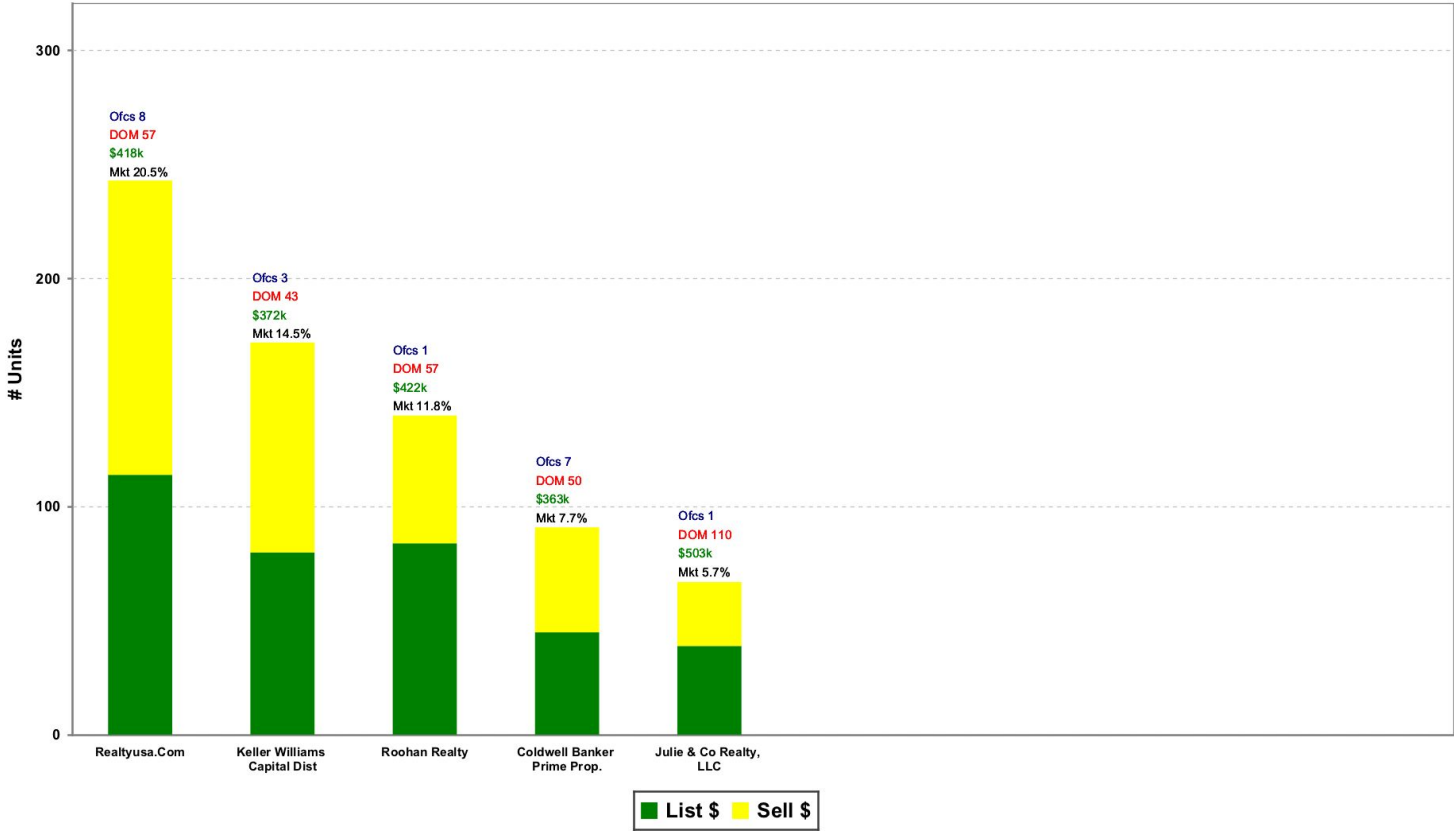
MLS: ENYRMLS	Period: 1 Year (Monthly)	Price: All	Construction Type: Resale	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types: Single Family: (Single Family)	School Districts: Albany					Sq Ft: All

Saratoga School District
737 Resale Properties Sold

Market Share Totals

Keller Williams Capital District

Total # Units (By Broker)



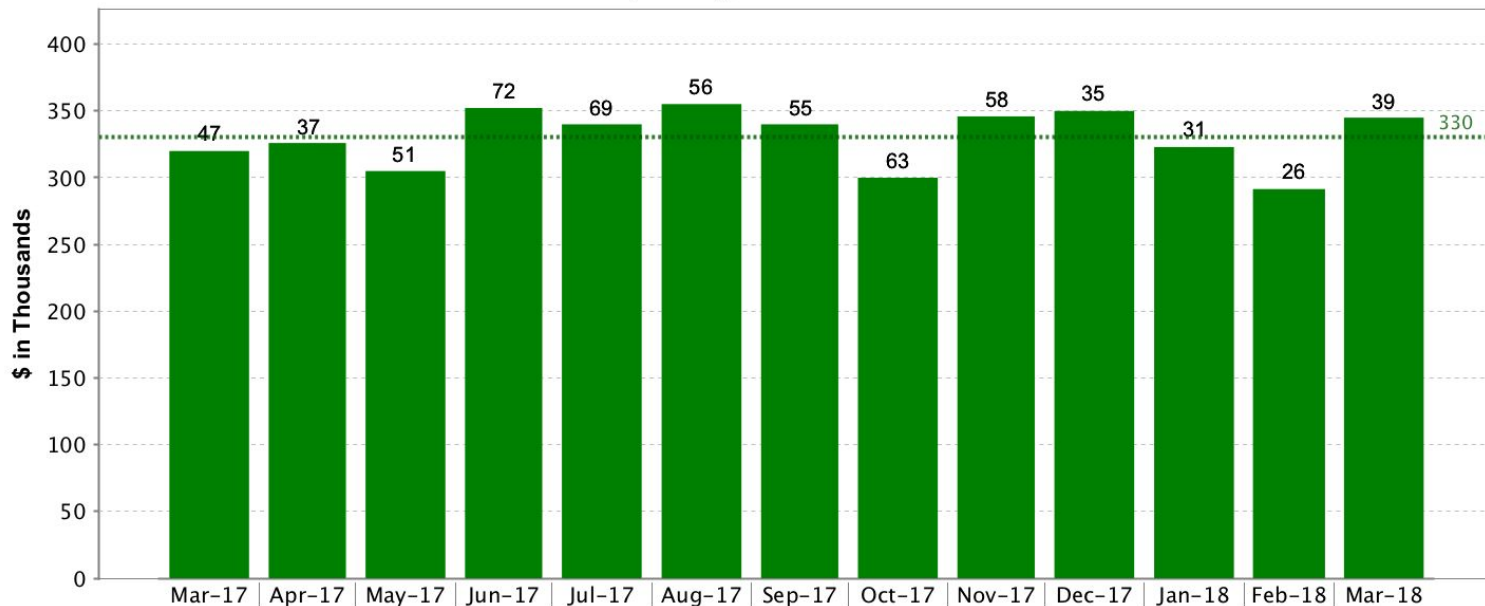
MLS: ENYRMLS Date: 04/01/2017 - 03/31/2018 Type: Broker Status: Total Sold List + Sell Pric All Construction Type: Resale Bedrooms: All Bathrooms: All
 Property Types: Single Family: (Single Family)
 School Districts: Saratoga Springs

Market Dynamics

Median Price (Sold)

1 Year (Monthly) 03/01/17 - 03/31/18

Keller Williams Capital District



■ Sold

KEY INFORMATION

	Monthly Change	Monthly % Change	Total Change	Total % Change
Sold	-9.87	-0.00	-118.43	-0.04



MLS: ENYRMLS
 Property Types: Single Family: (Single Family)
 School Districts: Saratoga Springs

Period: 1 Year (Monthly)

Price: All

Construction Type: Resale

Bedrooms: All

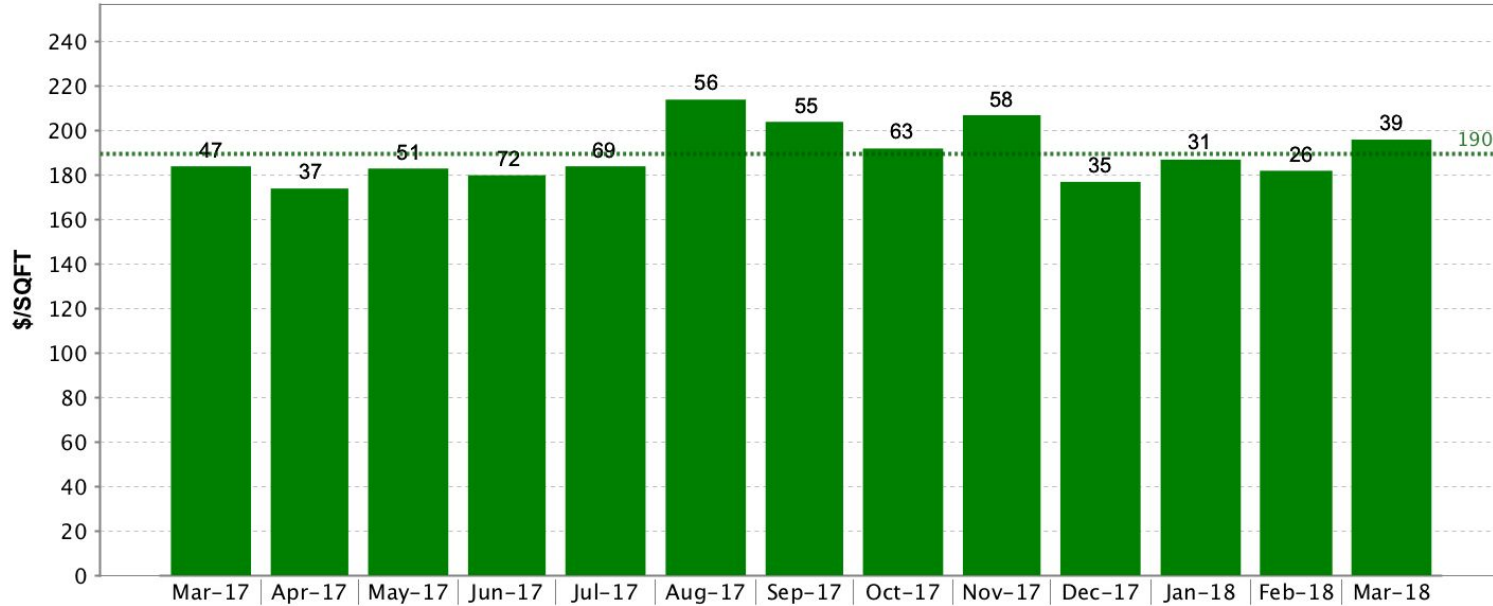
Bathrooms: All

Lot Size: All

Sq Ft: All

Market Dynamics

Average \$/SQFT (Sold)
1 Year (Monthly) 03/01/17 - 03/31/18



KEY INFORMATION

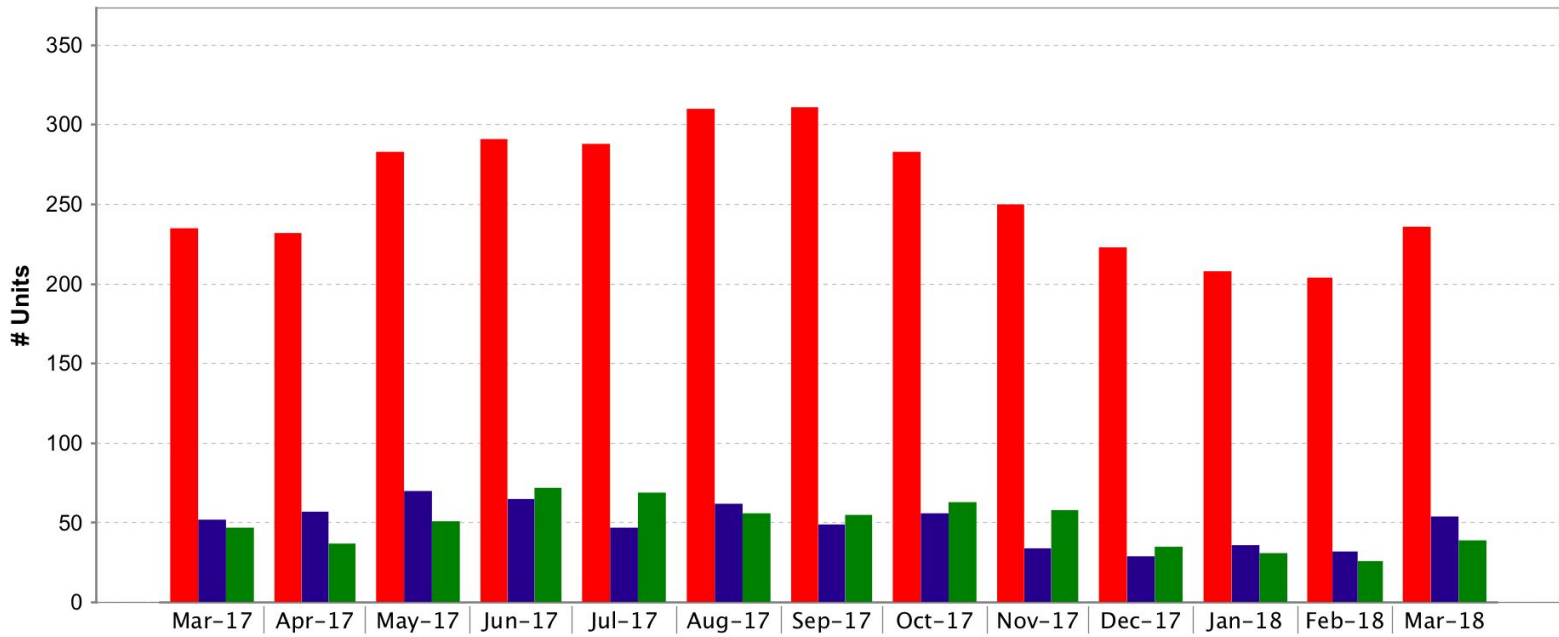
	Monthly Change	Monthly %	Total Change	Total % Change
Sold \$/SQFT	0.78	0.42	9.40	5.08

MLS: ENYRMLS
 Period: 1 Year (Monthly)
 Price: All
 Construction Type: Resale
 Bedrooms: All
 Bathrooms: All
 Lot Size: All
Property Types: Single Family: (Single Family)
Sq Ft: All
School Districts: Saratoga Springs

Market Dynamics

Supply & Demand - # Units (FS, UC, Sold)

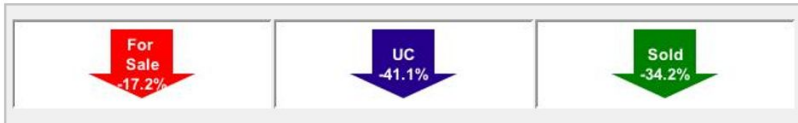
1 Year (Monthly) 03/01/17 - 03/31/18



■ For Sale
 ■ Under Contract
 ■ Sold

KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
For Sale	-4.06	-1.44	-48.73	-17.25
Under Contract	-2.14	-3.43	-25.64	-41.12
Sold	-1.69	-2.85	-20.33	-34.24

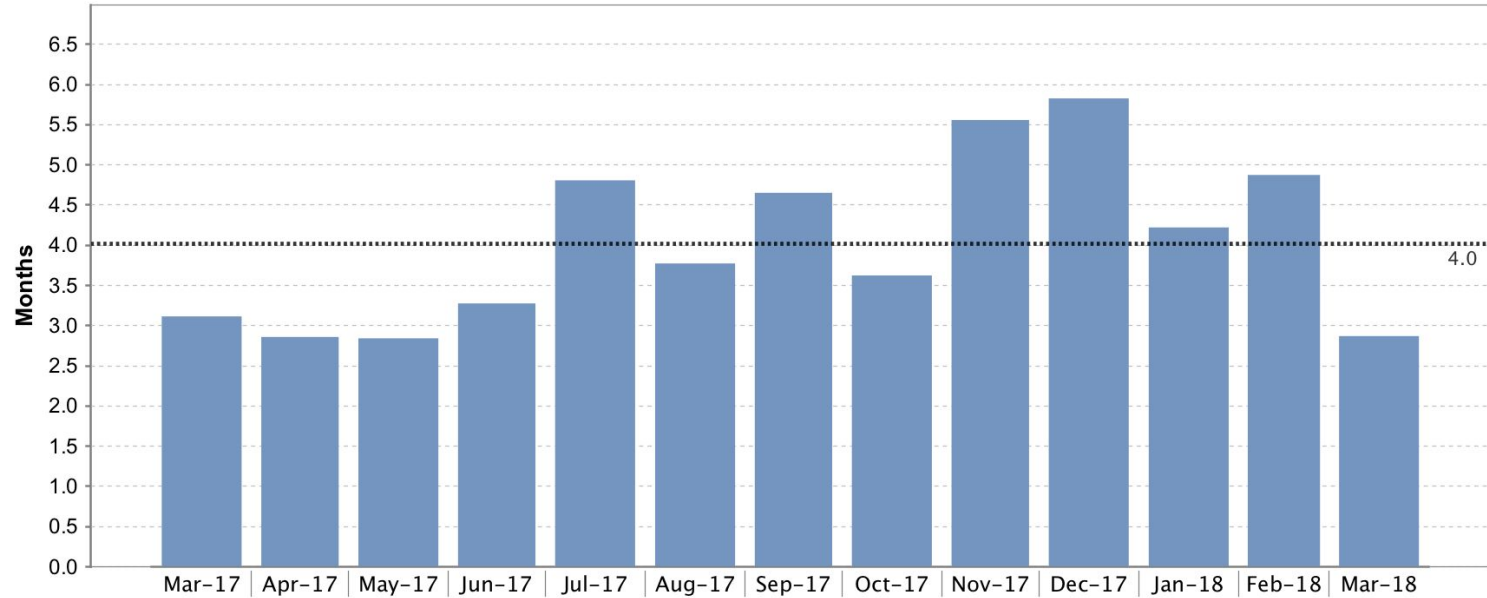


MLS: ENYRMLS	Period: 1 Year (Monthly)	Price: All	Construction Type: Resale	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types: Single Family (Single Family)						Sq Ft: All
School Districts: Saratoga Springs						

Market Dynamics

Months Supply of Inventory (UC Calculation)

1 Year (Monthly) 03/01/17 - 03/31/18



■ MSI-UC

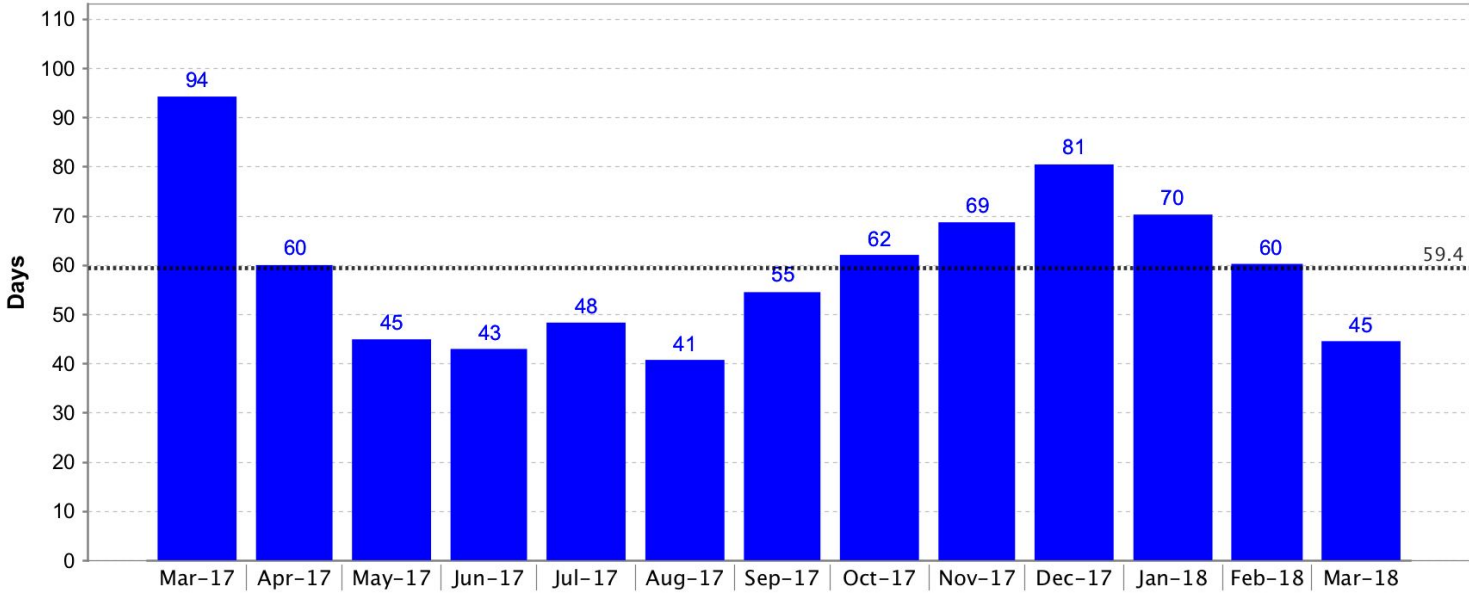
KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
MSI-UC	0.12	3.61	1.53	46.90



MLS: ENYRMLS	Period: 1 Year (Monthly)	Price: All	Construction Type: Resale	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Single Family: (Single Family)					Sq Ft: All
School Districts:	Saratoga Springs					

Market Dynamics Average DOM for Under Contract Properties 1 Year (Monthly) 03/01/17 - 03/31/18



■ Avg DOM
KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
DOM	-0.10	-0.17	-1.32	-2.19

DOM -2.2%

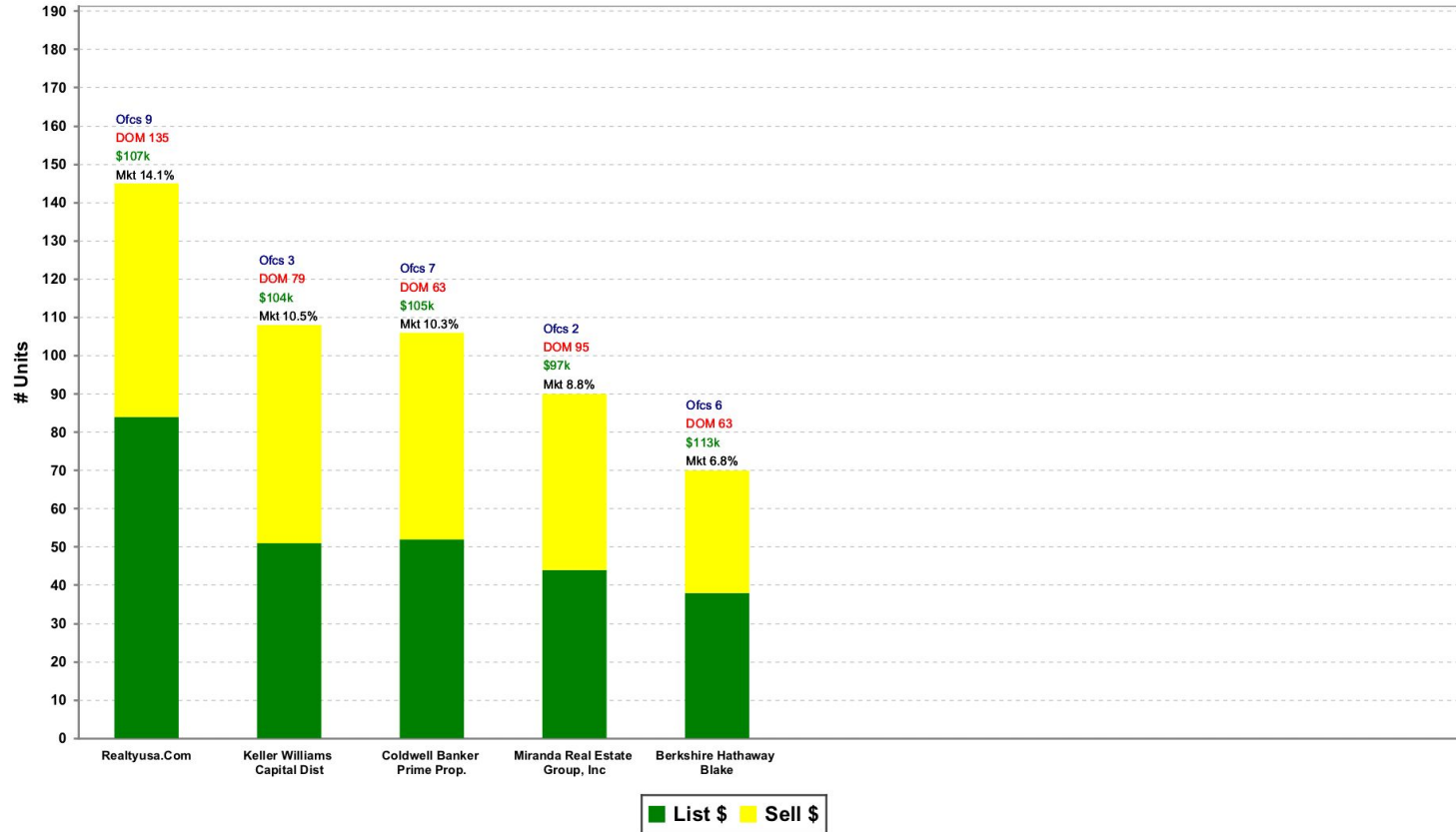
MLS: ENYRMLS	Period: 1 Year (Monthly)	Price: All	Construction Type: Resale	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Single Family: (Single Family)					Sq Ft: All
School Districts:	Saratoga Springs					

Schenectady School District
772 Resale Properties SOLD

Market Share Totals

Keller Williams Capital District

Total # Units (By Broker)

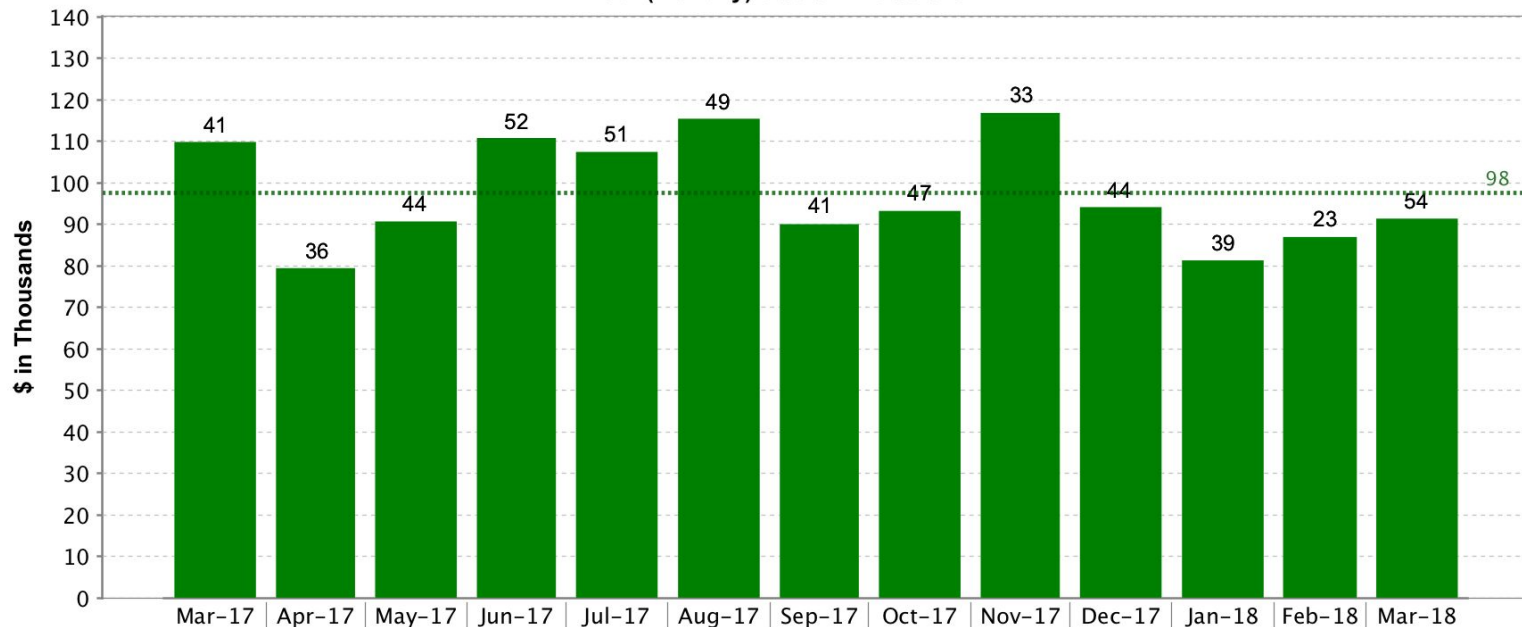


MLS: ENYRMLS Date: 04/01/2017 - 03/31/2018 Type: Broker Status: Total Sold List + Sell Pric All Construction Type: Resale Bedrooms: All Bathrooms: All
 Property Types: Single Family (Single Family)
 School Districts: Schenectady

Market Dynamics

Median Price (Sold)

1 Year (Monthly) 03/01/17 - 03/31/18



■ Sold

KEY INFORMATION

	Monthly Change	Monthly % Change	Total Change	Total % Change
Sold	-900.03	-0.87	-10,800.40	-10.49

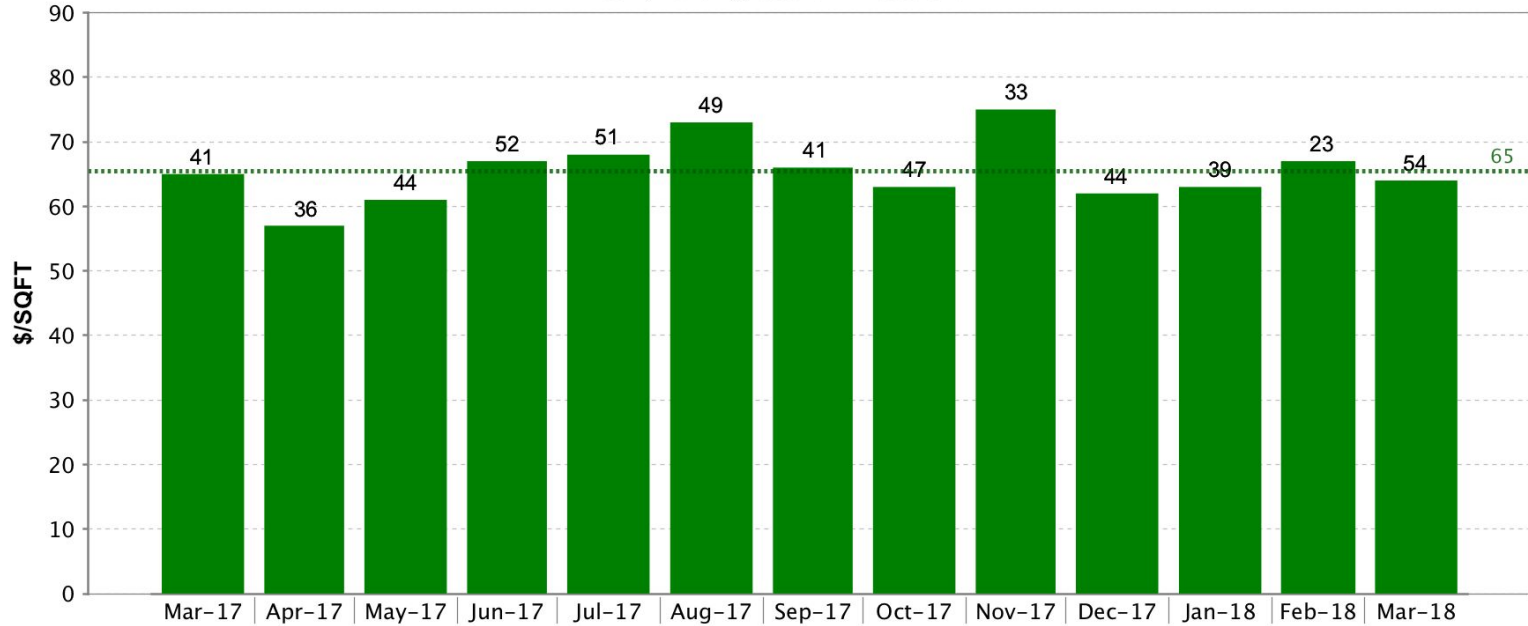


MLS: ENYRMLS
 Period: 1 Year (Monthly)
 Price: All
 Construction Type: Resale
 Bedrooms: All
 Bathrooms: All
 Lot Size: All
Property Types: Single Family: (Single Family)
Sq Ft: All
School Districts: Schenectady

Market Dynamics

Average \$/SQFT (Sold)

1 Year (Monthly) 03/01/17 - 03/31/18



■ Sold

KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
Sold \$/SQFT	0.23	0.35	2.71	4.23

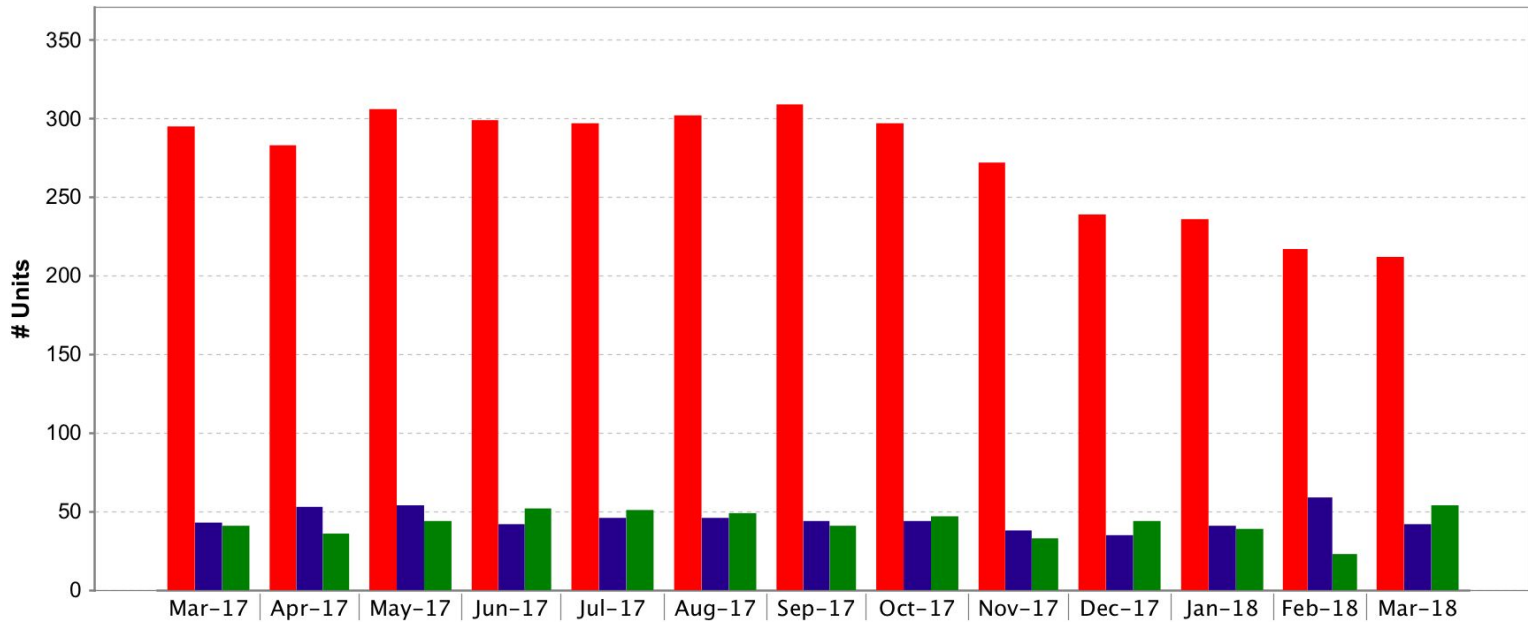
Sold

+4.2%

MLS: ENYRMLS	Period: 1 Year (Monthly)	Price: All	Construction Type: Resale	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types: Single Family: (Single Family)						Sq Ft: All
School Districts: Schenectady						

Market Dynamics

Supply & Demand - # Units (FS, UC, Sold)
1 Year (Monthly) 03/01/17 - 03/31/18



■ For Sale ■ Under Contract ■ Sold

KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
For Sale	-7.35	-2.31	-88.16	-27.68
Under Contract	-0.36	-0.77	-4.38	-9.25
Sold	-0.39	-0.86	-4.63	-10.31

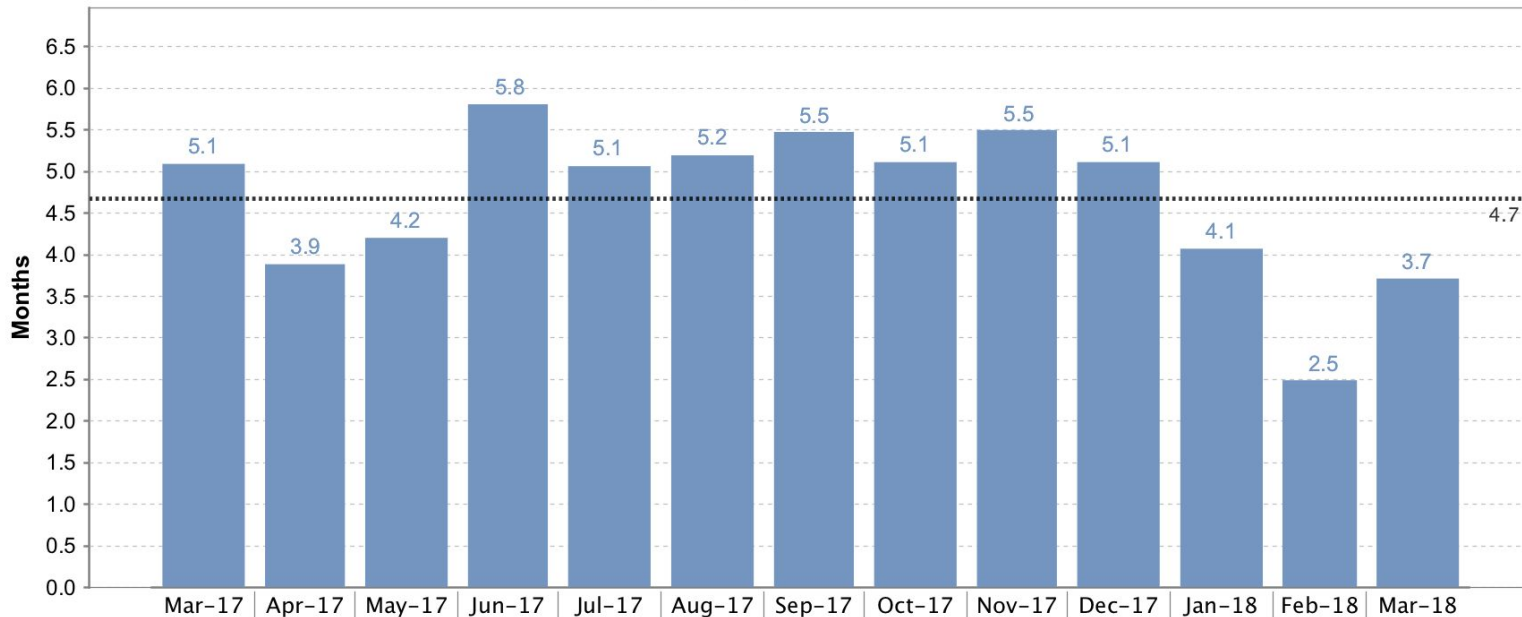
<p>For Sale -27.7%</p>	<p>UC -9.2%</p>	<p>Sold -10.3%</p>
----------------------------	---------------------	------------------------

MLS: ENYRMLS **Period:** 1 Year (Monthly) **Price:** All **Construction Type:** Resale **Bedrooms:** All **Bathrooms:** All **Lot Size:** All
Property Types: Single Family: (Single Family) **Sq Ft:** All
School Districts: Schenectady

Market Dynamics

Months Supply of Inventory (UC Calculation)

1 Year (Monthly) 03/01/17 - 03/31/18



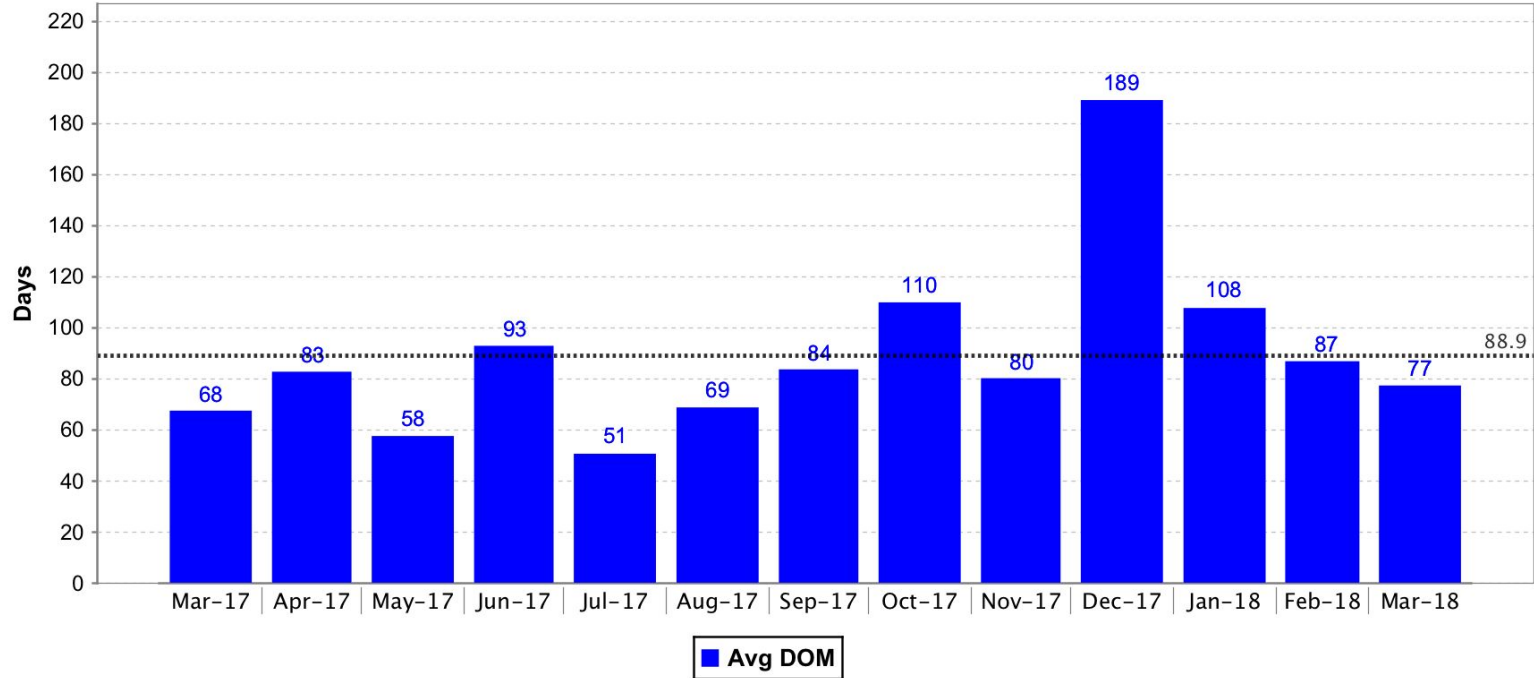
■ MSI-UC
KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
MSI-UC	-0.09	-1.65	-1.12	-21.42

MSI UC
-21.4%


MLS: ENYRMLS
 Period: 1 Year (Monthly)
 Price: All
 Construction Type: Resale
 Bedrooms: All
 Bathrooms: All
 Lot Size: All
Property Types: Single Family: (Single Family)
 Sq Ft: All
School Districts: Schenectady

Market Dynamics Average DOM for Under Contract Properties 1 Year (Monthly) 03/01/17 - 03/31/18



Avg DOM
KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
DOM	3.39	5.07	44.04	65.94



DOM +65.9%

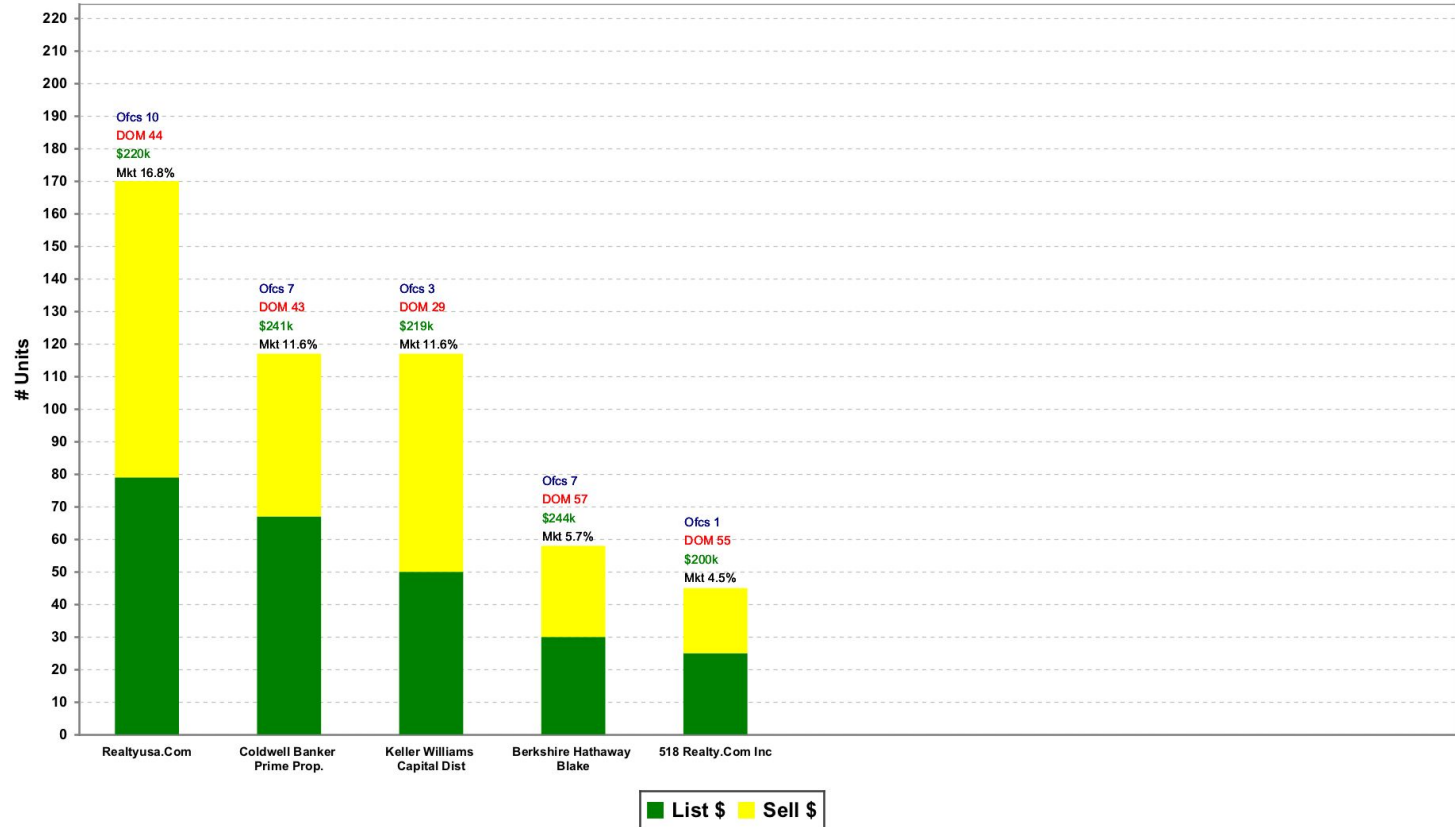
MLS: ENYRMLS **Period:** 1 Year (Monthly) **Price:** All **Construction Type:** Resale **Bedrooms:** All **Bathrooms:** All **Lot Size:** All
Property Types: Single Family: (Single Family) **Sq Ft:** All
School Districts: Schenectady

South Colonie School District
566 Resale Properties SOLD

Market Share Totals

Keller Williams Capital District

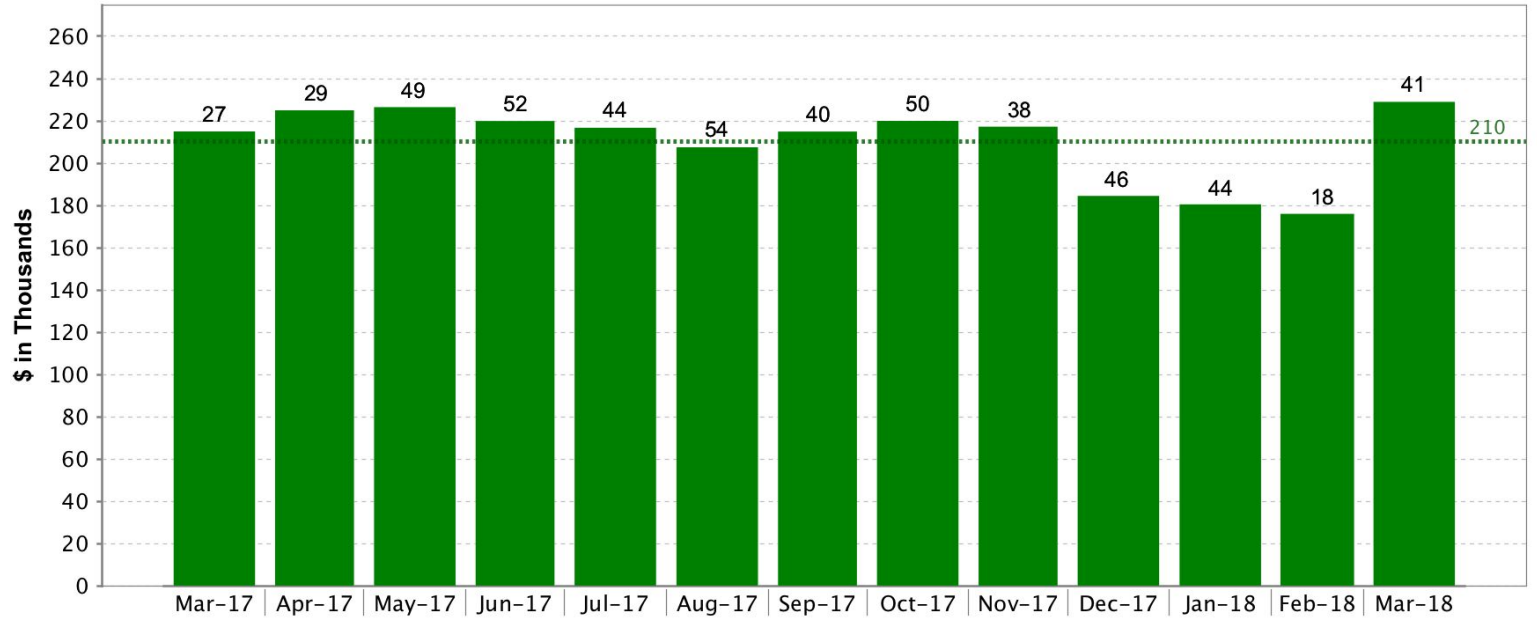
Total # Units (By Broker)



MLS: ENYRMLS
Date: 04/01/2017 - 03/31/2018
Type: Broker
Status: Total Sold List + Sell
Pric All
Construction Type: Resale
Bedrooms: All
Bathrooms: All
Property Types: Single Family: (Single Family)
School Districts: South Colonie

Market Dynamics

Median Price (Sold)
1 Year (Monthly) 03/01/17 - 03/31/18



■ Sold

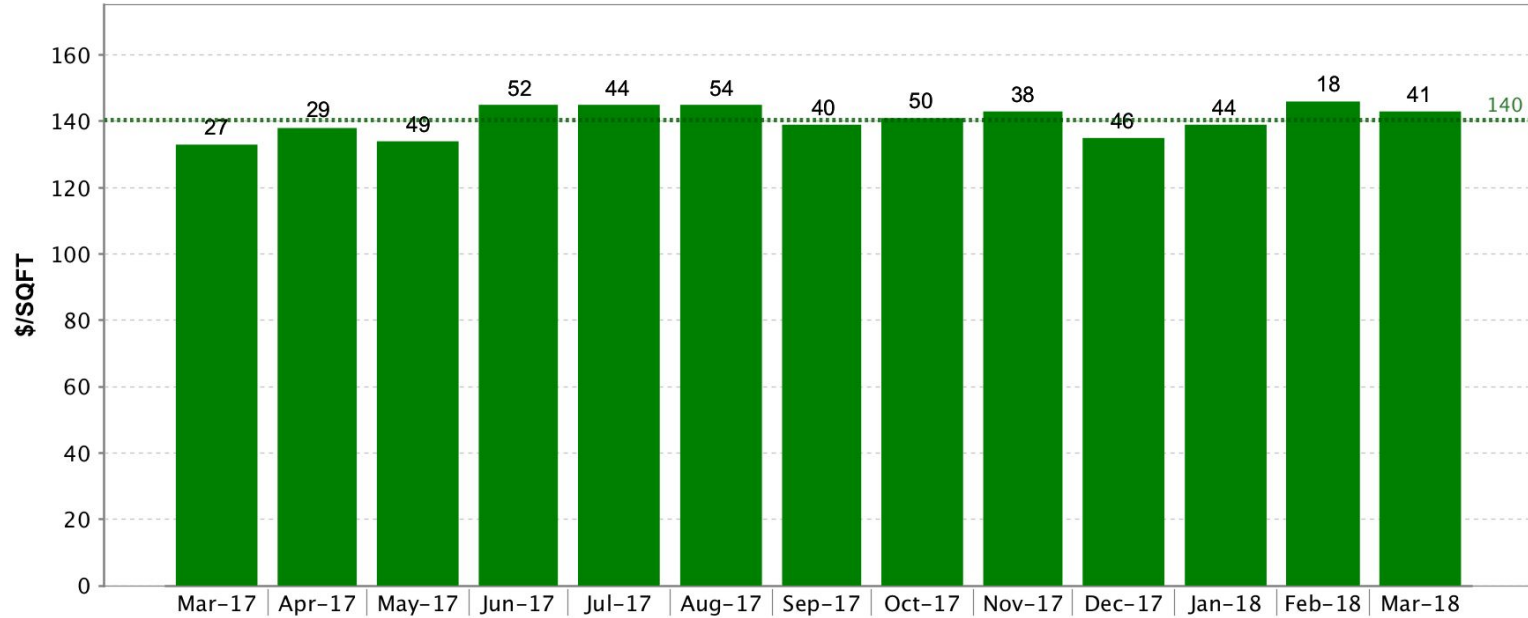
KEY INFORMATION

	Monthly Change	Monthly % Change	Total Change	Total % Change
Sold	-2,410.15	-1.07	-28,921.78	-12.87

MLS: ENYRMLS
 Period: 1 Year (Monthly)
 Price: All
 Construction Type: Resale
 Bedrooms: All
 Bathrooms: All
 Lot Size: All
Property Types: Single Family: (Single Family)
Sq Ft: All
School Districts: South Colonie

Market Dynamics


Average \$/SQFT (Sold)
1 Year (Monthly) 03/01/17 - 03/31/18



■ Sold

KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
Sold \$/SQFT	0.45	0.33	5.39	3.92

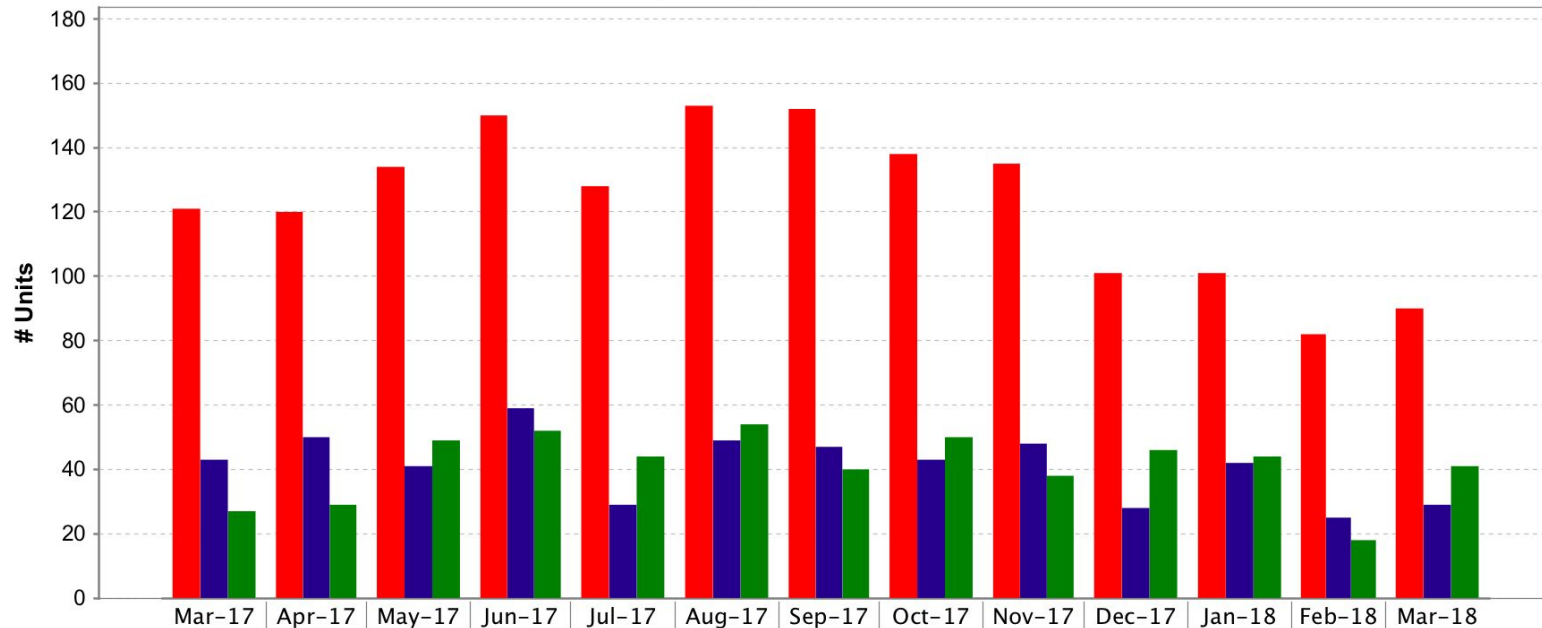


MLS: ENYRMLS
 Period: 1 Year (Monthly)
 Price: All
 Construction Type: Resale
 Bedrooms: All
 Bathrooms: All
 Lot Size: All
Property Types: Single Family: (Single Family)
Sq Ft: All
School Districts: South Colonie

Market Dynamics

Supply & Demand - # Units (FS, UC, Sold)

1 Year (Monthly) 03/01/17 - 03/31/18



■ For Sale
 ■ Under Contract
 ■ Sold

KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
For Sale	-3.59	-2.47	-43.03	-29.66
Under Contract	-1.45	-2.92	-17.43	-35.03
Sold	-0.14	-0.34	-1.69	-4.05

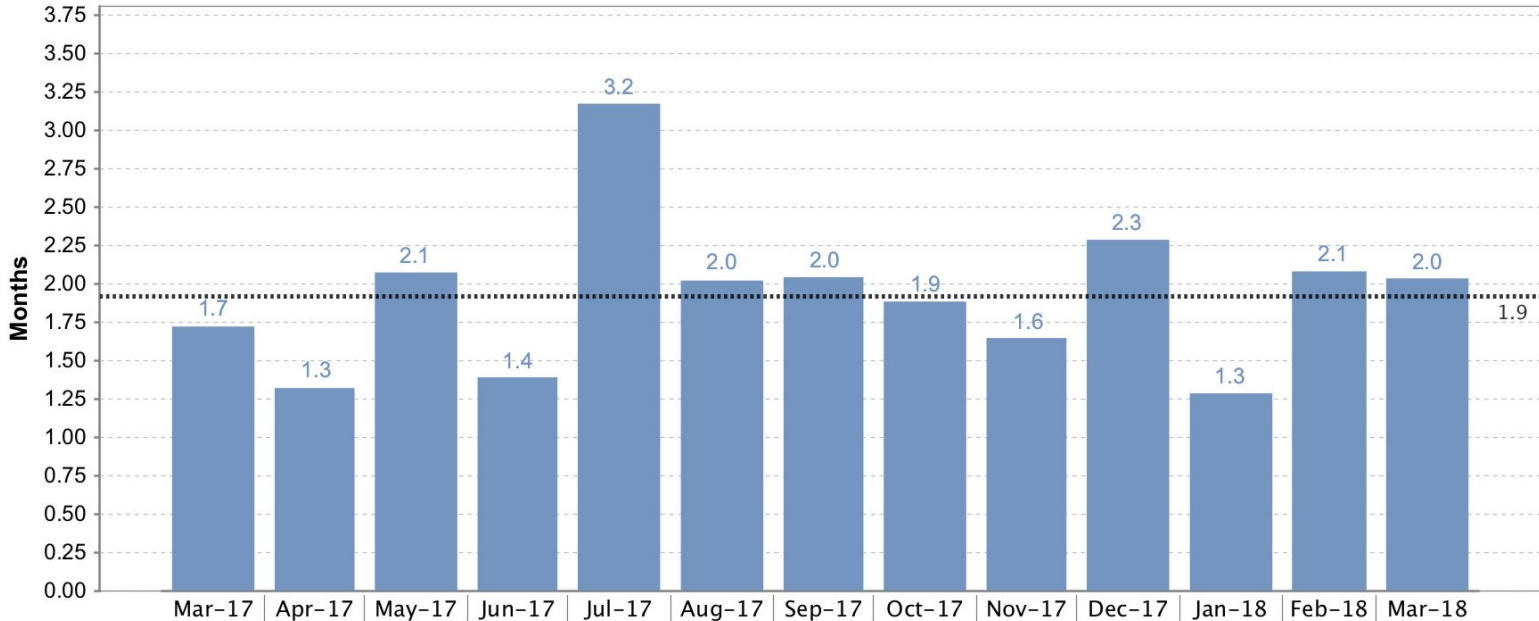


MLS: ENYRMLS	Period: 1 Year (Monthly)	Price: All	Construction Type: Resale	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Single Family: (Single Family)					Sq Ft: All
School Districts:	South Colonie					

Market Dynamics

Months Supply of Inventory (UC Calculation)

1 Year (Monthly) 03/01/17 - 03/31/18



■ MSI-UC

KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
MSI-UC	0.01	0.54	0.13	7.07

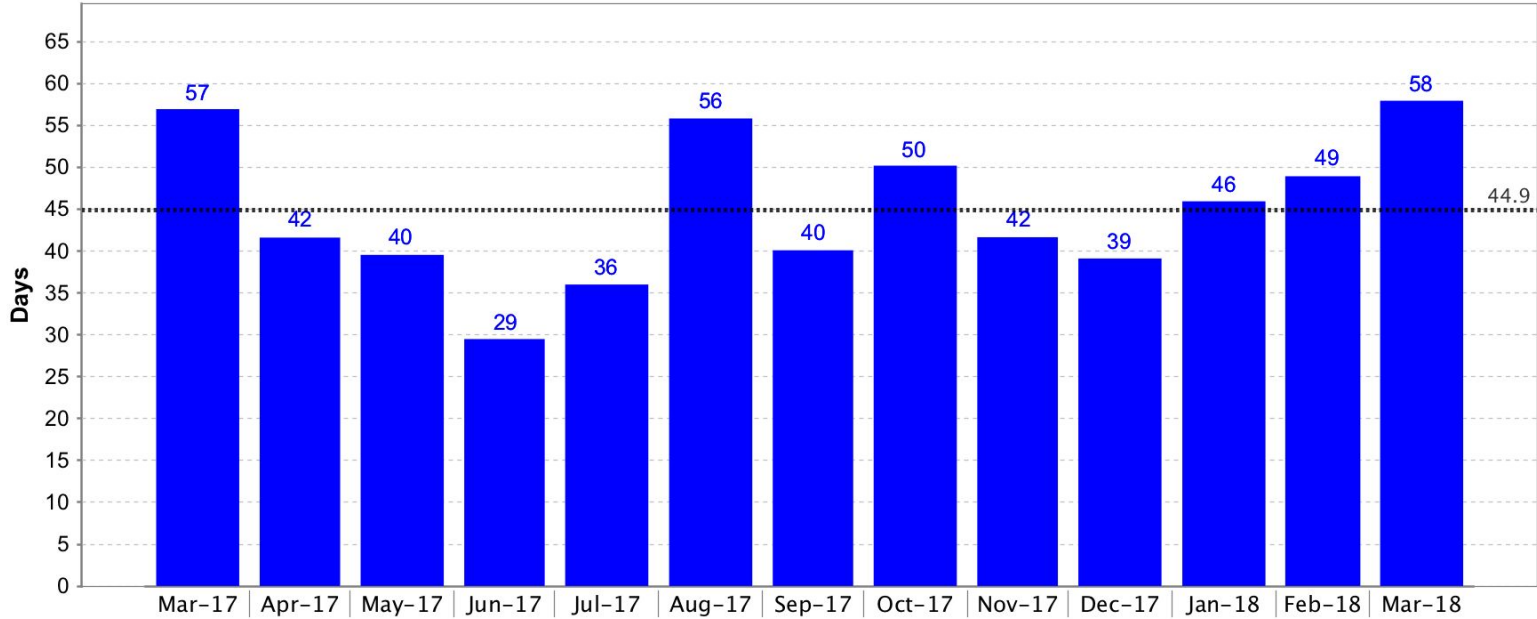


MLS: ENYRMLS **Period:** 1 Year (Monthly) **Price:** All **Construction Type:** Resale **Bedrooms:** All **Bathrooms:** All **Lot Size:** All
Property Types: Single Family: (Single Family) **Sq Ft:** All
School Districts: South Colonie

Market Dynamics

Average DOM for Under Contract Properties

1 Year (Monthly) 03/01/17 - 03/31/18



Avg DOM
KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
DOM	0.52	1.24	6.70	16.15

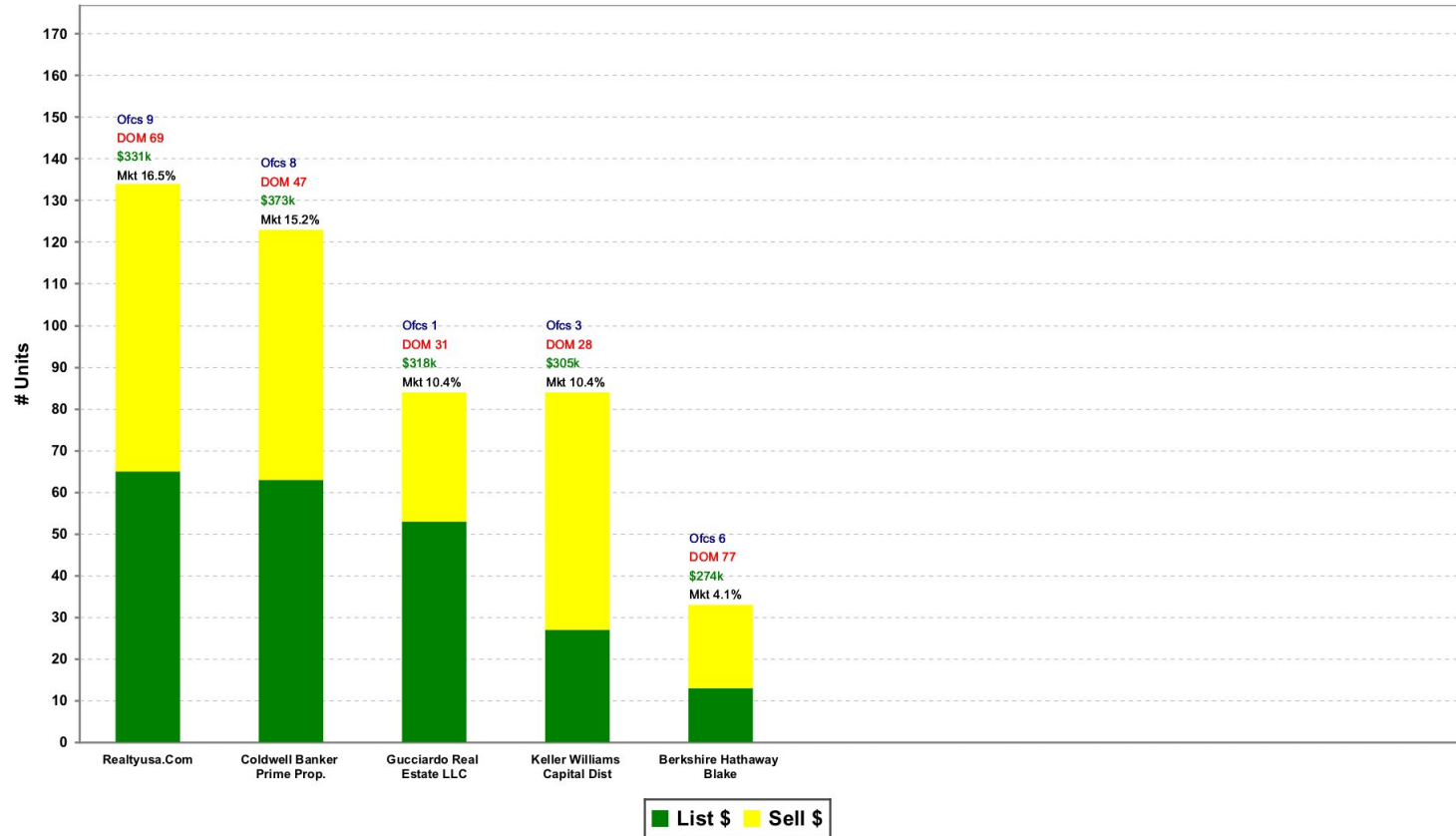
MLS: ENYRMLS **Period:** 1 Year (Monthly) **Price:** All **Construction Type:** Resale **Bedrooms:** All **Bathrooms:** All **Lot Size:** All
Property Types: Single Family: (Single Family) **Sq Ft:** All
School Districts: South Colonie

North Colonie School District
490 Resale Properties SOLD

Market Share Totals

Keller Williams Capital District

Total # Units (By Broker)

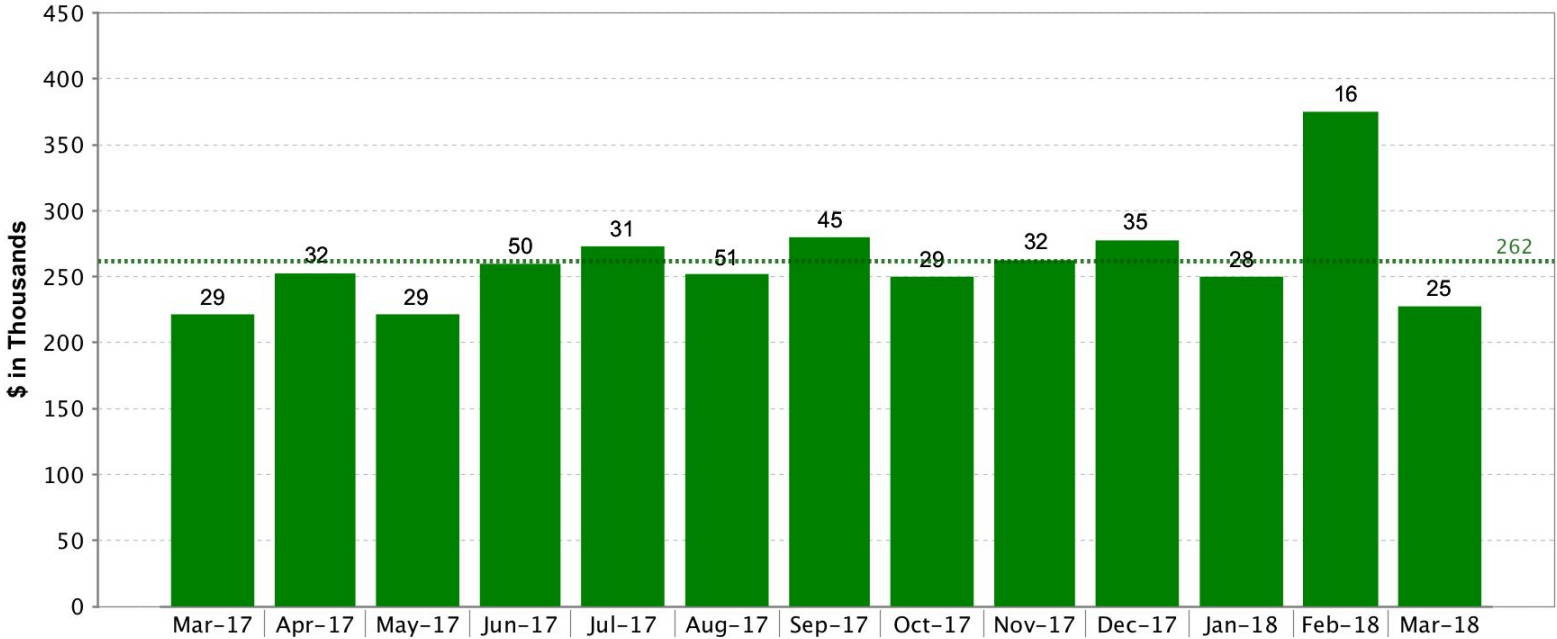


MLS: ENYRMLS Date: 04/01/2017 - 03/31/2018 Type: Broker Status: Total Sold List + Sell Pric All Construction Type: Resale Bedrooms: All Bathrooms: All
 Property Types: Single Family: (Single Family)
 School Districts: North Colonie

Market Dynamics

Median Price (Sold)


1 Year (Monthly) 03/01/17 - 03/31/18



■ Sold

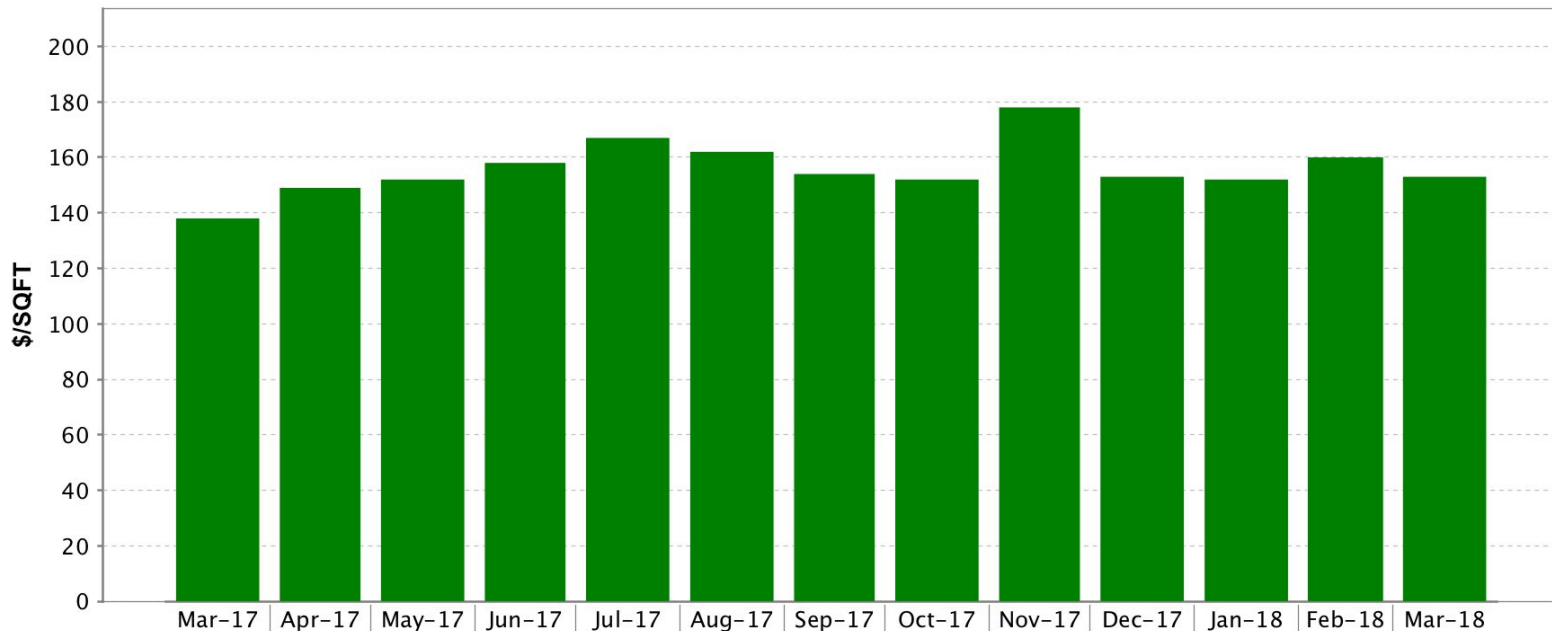
KEY INFORMATION

	Monthly Change	Monthly % Change	Total Change	Total % Change
Sold	4,374.85	1.86	52,498.23	22.31



MLS: ENYRMLS
Period: 1 Year (Monthly)
Price: All
Construction Type: Resale
Bedrooms: All
Bathrooms: All
Lot Size: All
Property Types: Single Family: (Single Family)
Sq Ft: All
School Districts: North Colonie

Market Dynamics Average \$/SQFT (Sold) 1 Year (Monthly) 03/01/17 - 03/31/18



■ Sold

KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
Sold \$/SQFT	0.78	0.52	9.36	6.19

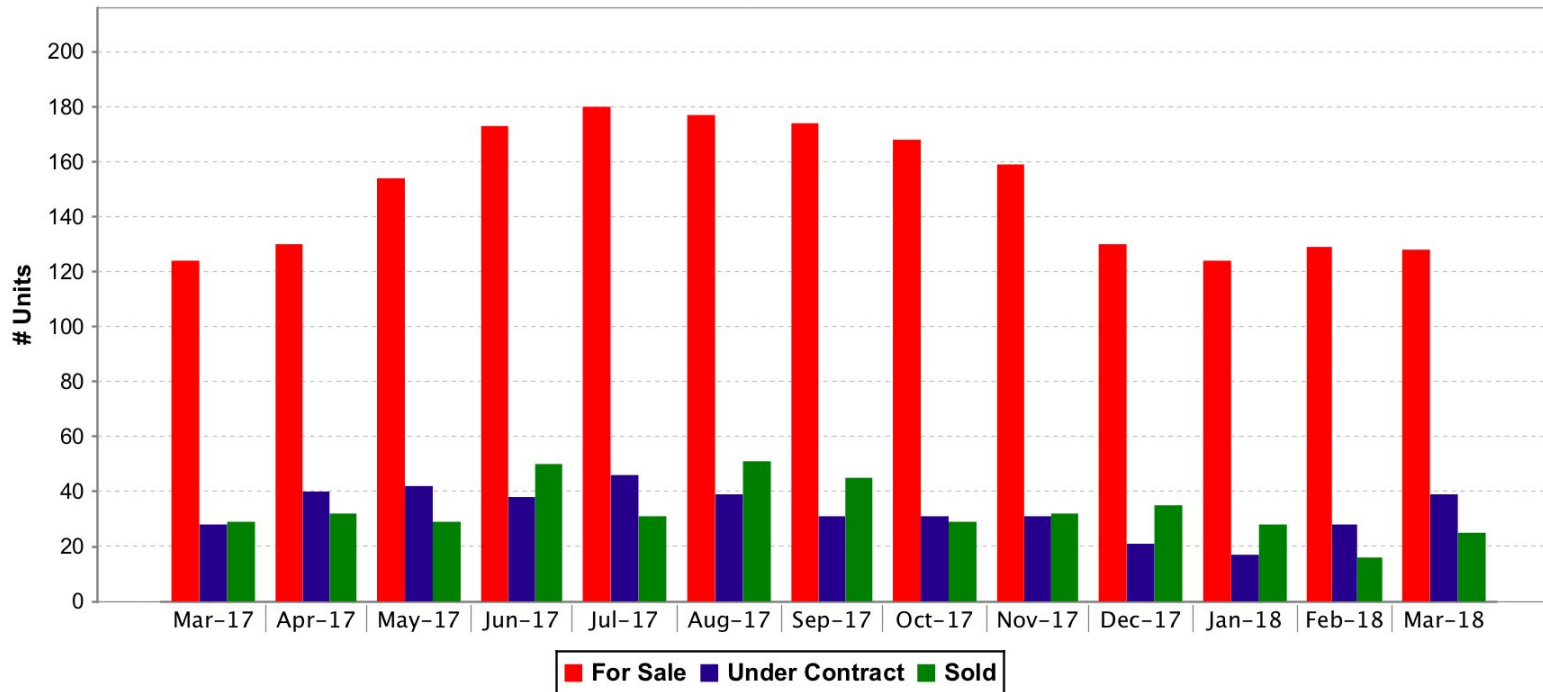
Sold +6.2%

MLS: ENYRMLS
 Period: 1 Year (Monthly)
 Price: All
 Construction Type: Resale
 Bedrooms: All
 Bathrooms: All
 Lot Size: All
Property Types: Single Family: (Single Family)
Sq Ft: All
School Districts: North Colonie

Market Dynamics

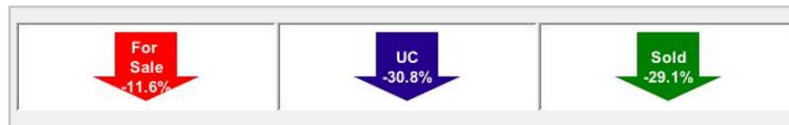
Supply & Demand - # Units (FS, UC, Sold)

1 Year (Monthly) 03/01/17 - 03/31/18



KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
For Sale	-1.54	-0.96	-18.43	-11.57
Under Contract	-1.01	-2.57	-12.08	-30.80
Sold	-0.95	-2.43	-11.35	-29.15



MLS: ENYRMLS

Period: 1 Year (Monthly)

Price: All

Construction Type: Resale

Bedrooms: All

Bathrooms: All

Lot Size: All

Property Types: Single Family: (Single Family)

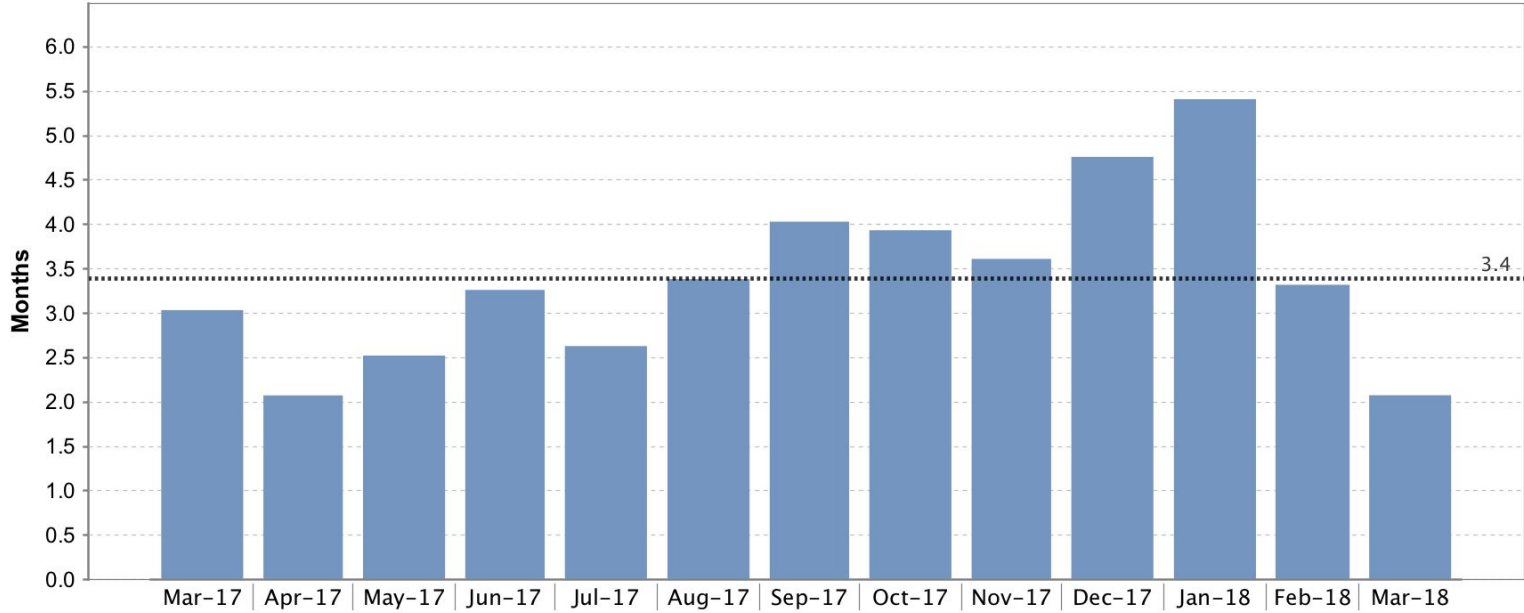
Sq Ft: All

School Districts: North Colonie

Market Dynamics

Months Supply of Inventory (UC Calculation)

1 Year (Monthly) 03/01/17 - 03/31/18



■ MSI-UC

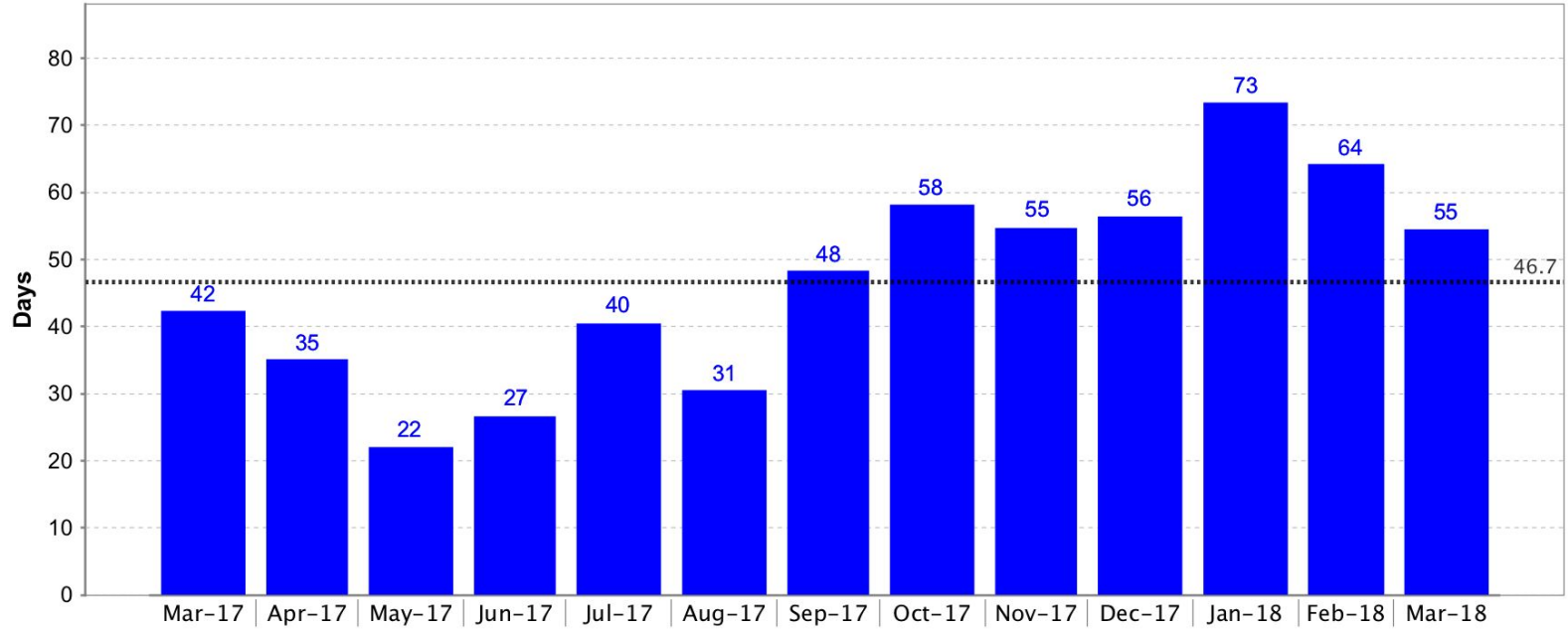
KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
MSI-UC	0.10	3.51	1.26	45.67

MSI UC +45.7%

MLS: ENYRMLS
 Period: 1 Year (Monthly)
 Price: All
 Construction Type: Resale
 Bedrooms: All
 Bathrooms: All
 Lot Size: All
Property Types: Single Family: (Single Family)
 Sq Ft: All
School Districts: North Colonie

Market Dynamics Average DOM for Under Contract Properties 1 Year (Monthly) 03/01/17 - 03/31/18



■ Avg DOM

KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
DOM	2.88	10.34	37.46	134.40

DOM +134.4%

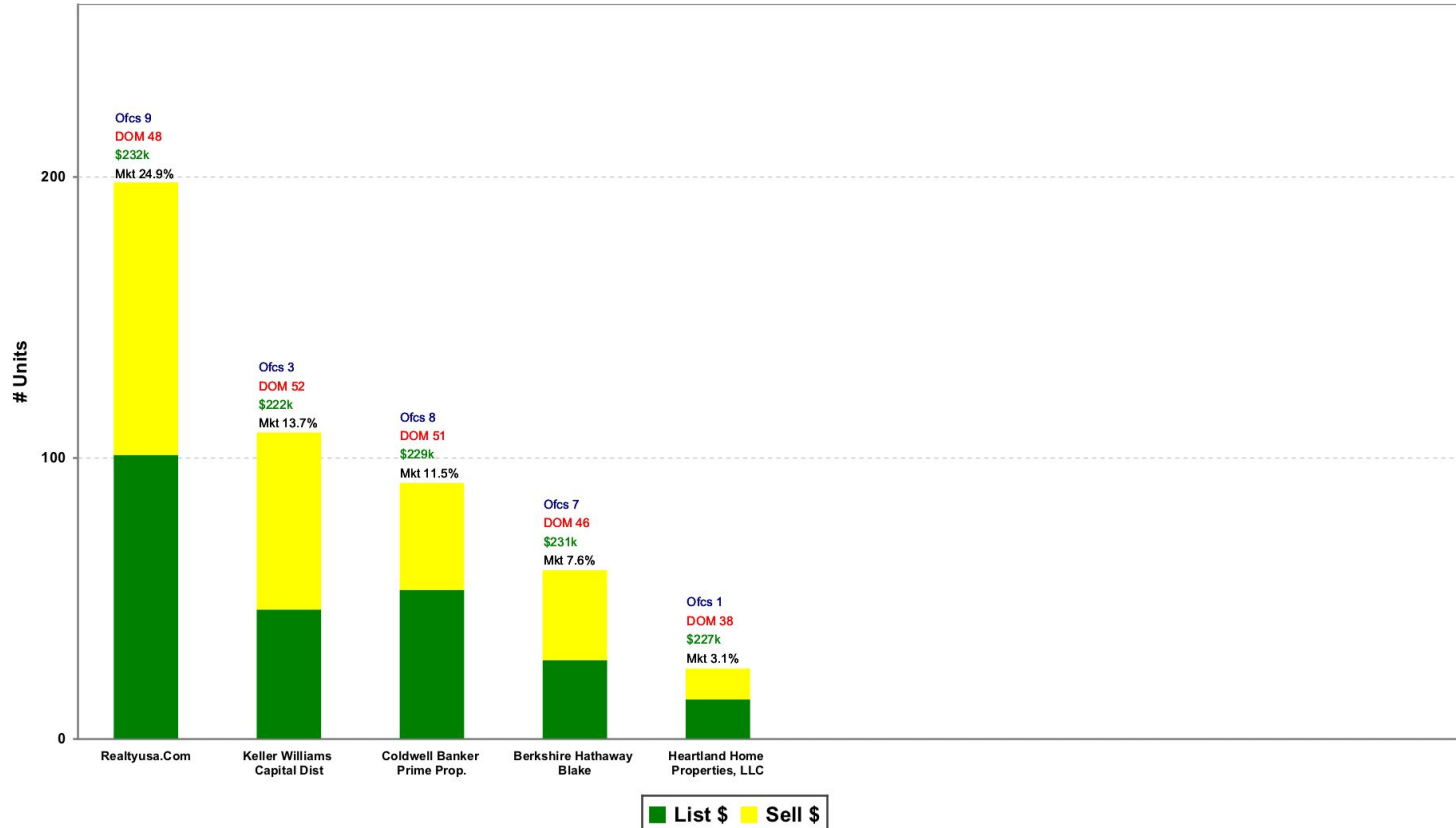
MLS: ENYRMLS
 Period: 1 Year (Monthly)
 Price: All
 Construction Type: Resale
 Bedrooms: All
 Bathrooms: All
 Lot Size: All
Property Types: Single Family: (Single Family)
 Sq Ft: All
School Districts: North Colonie

East Greenbush School District
477 Resale Properties SOLD

Market Share Totals

Keller Williams Capital District

Total # Units (By Broker)

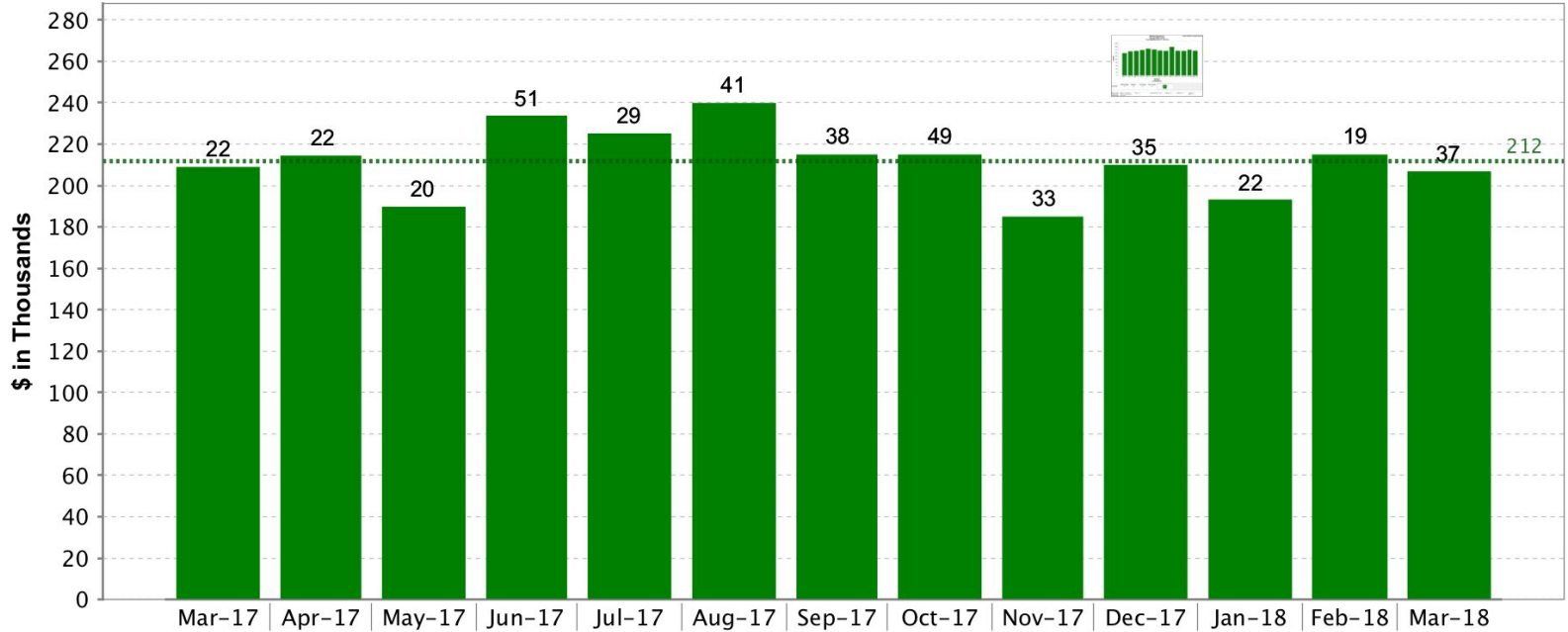


MLS: ENYRMLS
Date: 04/01/2017 - 03/31/2018
Type: Broker
Status: Total Sold List + Sell
Pric All
Construction Type: Resale
Bedrooms: All
Bathrooms: All
Property Types: Single Family: (Single Family)
School Districts: East Greenbush

Market Dynamics

Median Price (Sold)

1 Year (Monthly) 03/01/17 - 03/31/18



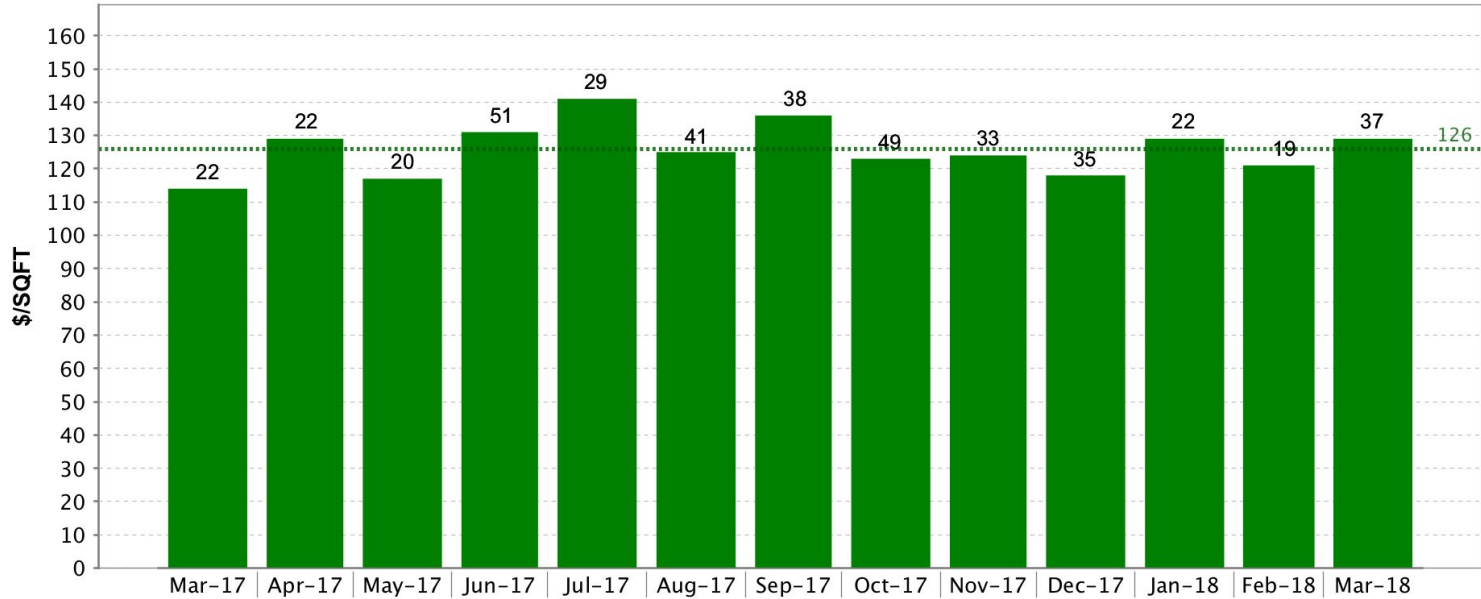
KEY INFORMATION

	Monthly Change	Monthly % Change	Total Change	Total % Change
Sold	-946.89	-0.44	-11,362.64	-5.23

Market Dynamics

Keller Williams Capital District


Average \$/SQFT (Sold)
1 Year (Monthly) 03/01/17 - 03/31/18



■ Sold

KEY INFORMATION

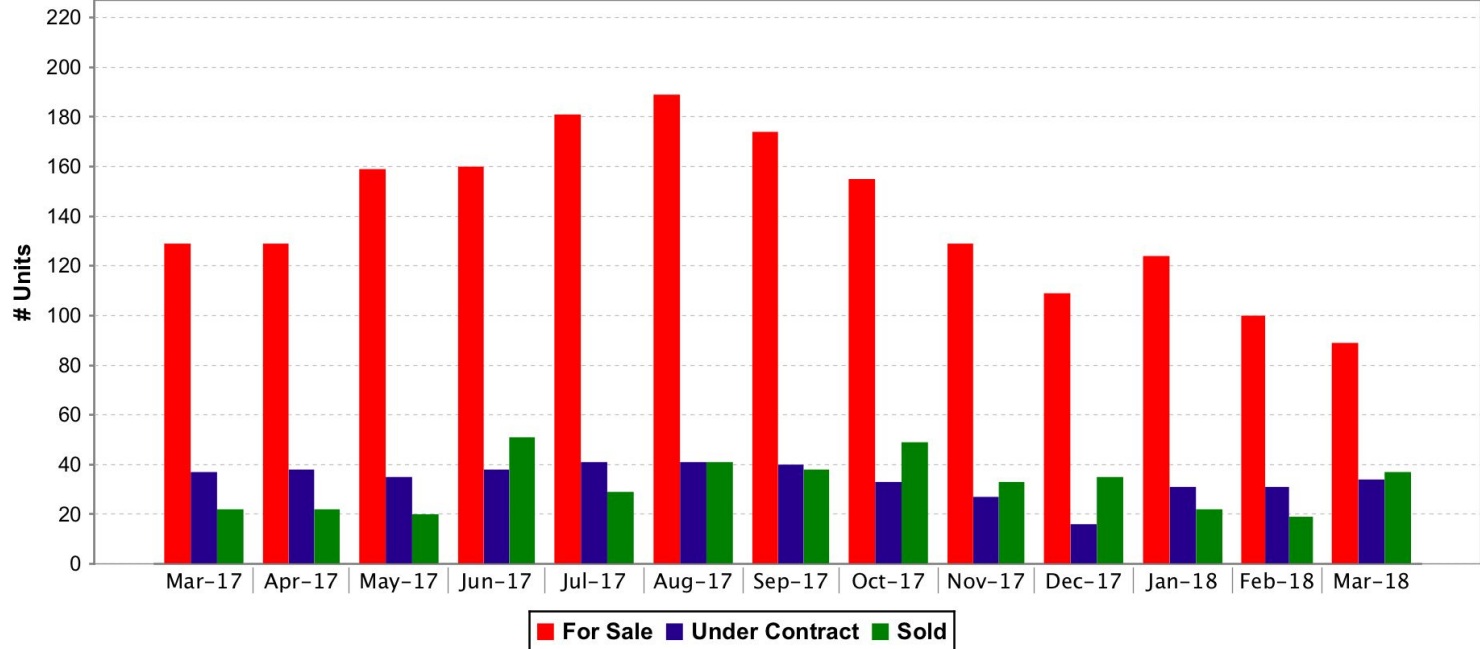
	Monthly Change	Monthly %	Total Change	Total % Change
Sold \$/SQFT	0.13	0.10	1.51	1.20



MLS: ENYRMLS	Period: 1 Year (Monthly)	Price: All	Construction Type: Resale	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Single Family: (Single Family)					Sq Ft: All
School Districts:	East Greenbush					

Market Dynamics

Supply & Demand - # Units (FS, UC, Sold)
1 Year (Monthly) 03/01/17 - 03/31/18



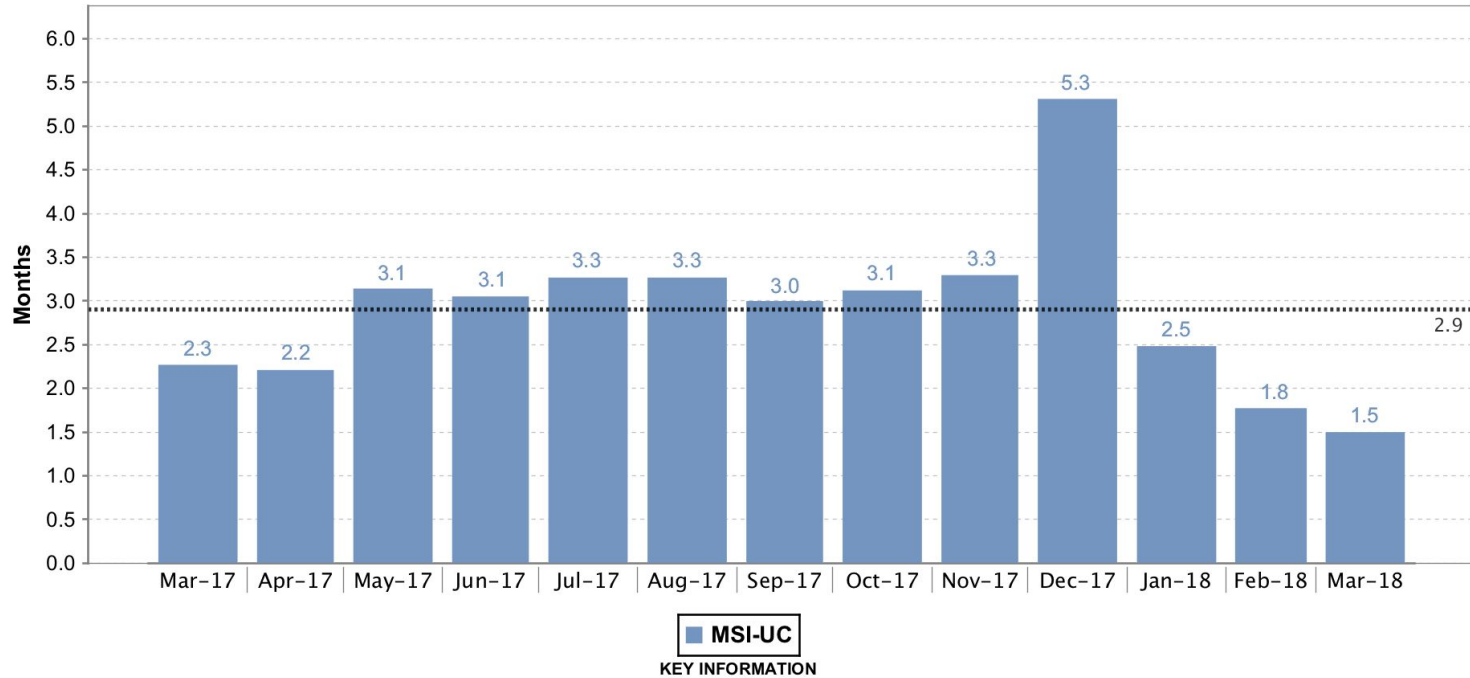
	Monthly Change	Monthly %	Total Change	Total % Change
For Sale	-4.46	-2.66	-53.53	-31.97
Under Contract	-0.94	-2.36	-11.25	-28.36
Sold	0.28	0.91	3.32	10.90

--	--	--

MLS: ENYRMLS	Period: 1 Year (Monthly)	Price: All	Construction Type: Resale	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types: Single Family: (Single Family)						Sq Ft: All
School Districts: East Greenbush						

Market Dynamics

Months Supply of Inventory (UC Calculation) 1 Year (Monthly) 03/01/17 - 03/31/18

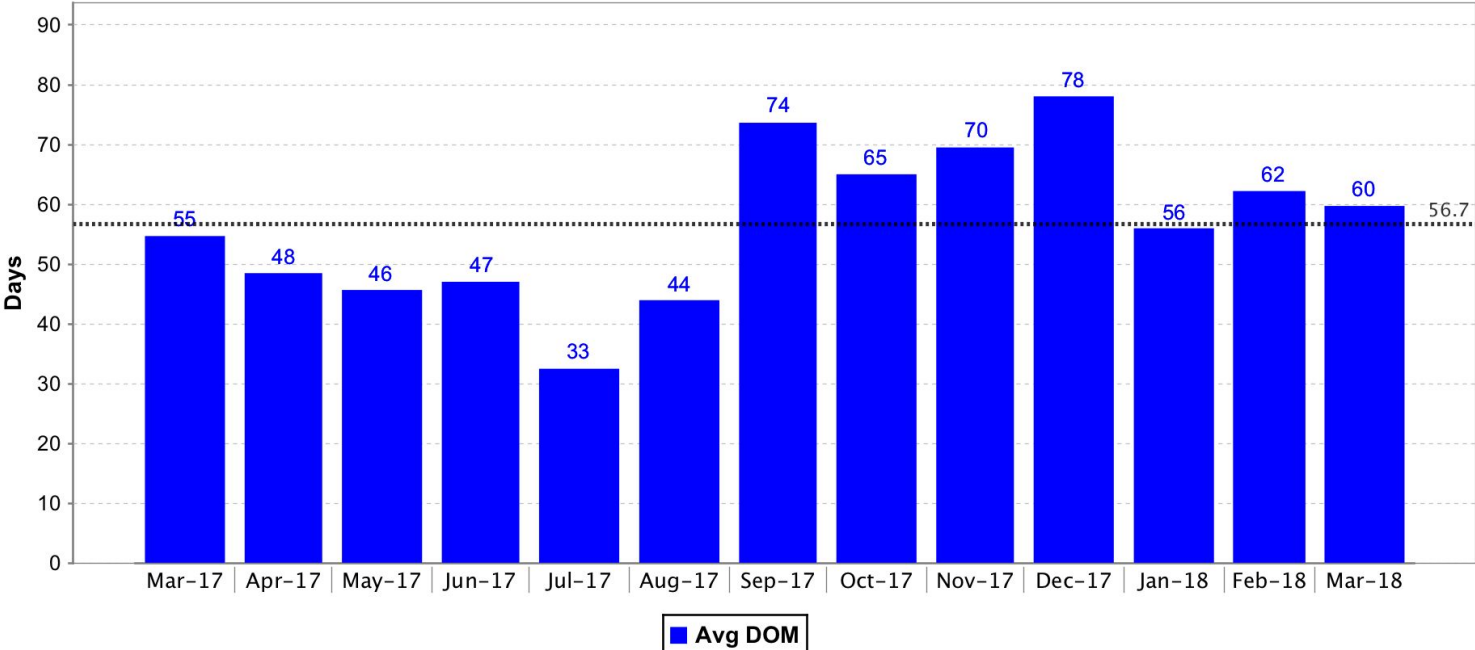


	Monthly Change	Monthly %	Total Change	Total % Change
MSI-UC	-0.01	-0.46	-0.18	-5.97



MLS: ENYRMLS	Period: 1 Year (Monthly)	Price: All	Construction Type: Resale	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Single Family: (Single Family)					Sq Ft: All
School Districts:	East Greenbush					

Market Dynamics Average DOM for Under Contract Properties 1 Year (Monthly) 03/01/17 - 03/31/18



KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
DOM	1.66	3.63	21.61	47.18

DOM +47.2%

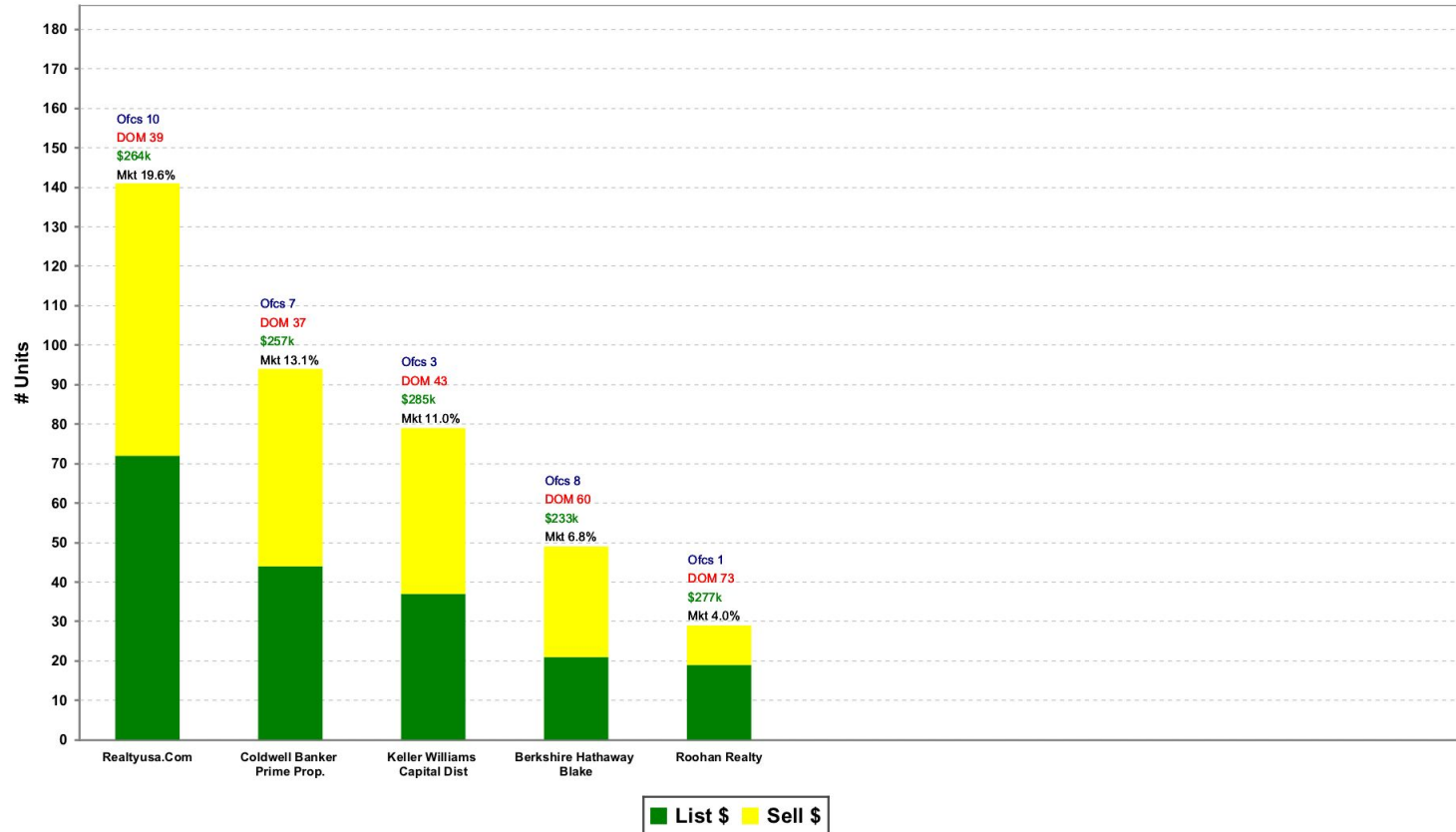
MLS: ENYRMLS
 Period: 1 Year (Monthly)
 Price: All
 Construction Type: Resale
 Bedrooms: All
 Bathrooms: All
 Lot Size: All
Property Types: Single Family: (Single Family)
 Sq Ft: All
School Districts: East Greenbush

Ballston Spa School District
454 Resale Properties SOLD

Market Share Totals

Keller Williams Capital District

Total # Units (By Broker)



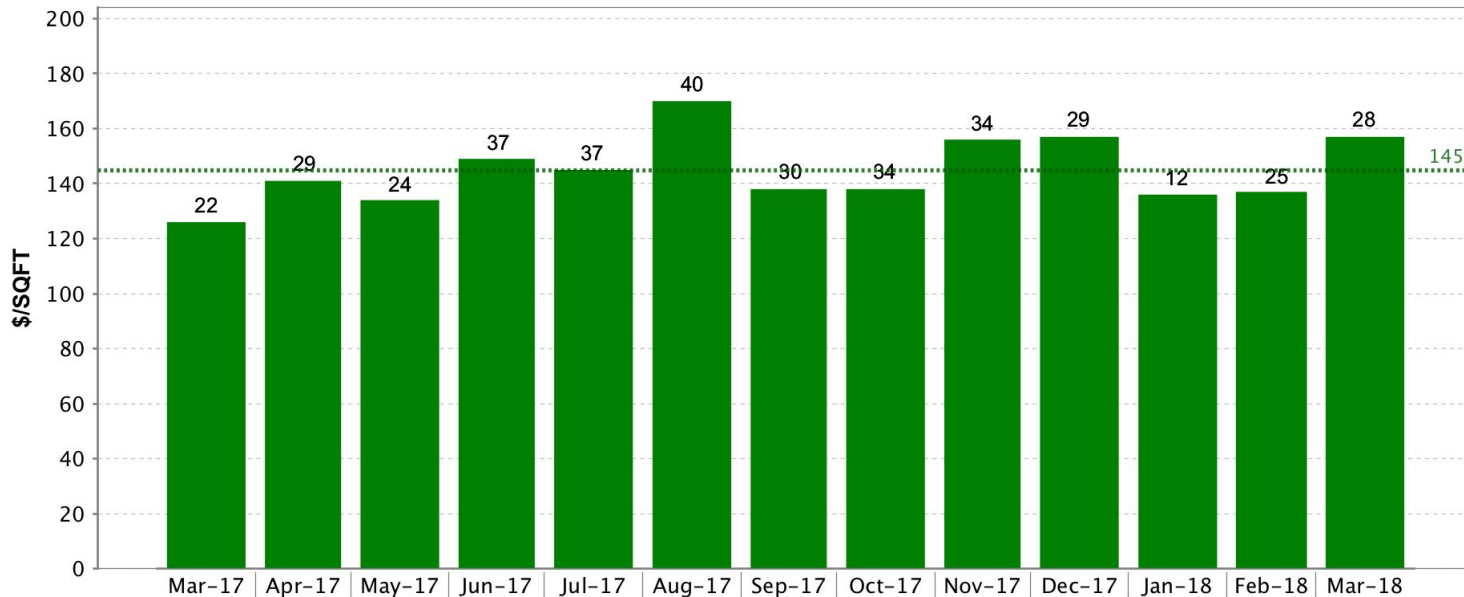
MLS: ENYRMLS
Date: 04/01/2017 - 03/31/2018
Type: Broker
Status: Total Sold List + Sell
Pric All
Construction Type: Resale
Bedrooms: All
Bathrooms: All
Property Types: Single Family: (Single Family)
School Districts: Ballston Spa

Market Dynamics

Keller Williams Capital District

Average \$/SQFT (Sold)

1 Year (Monthly) 03/01/17 - 03/31/18



KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
Sold \$/SQFT	1.03	0.74	12.31	8.87

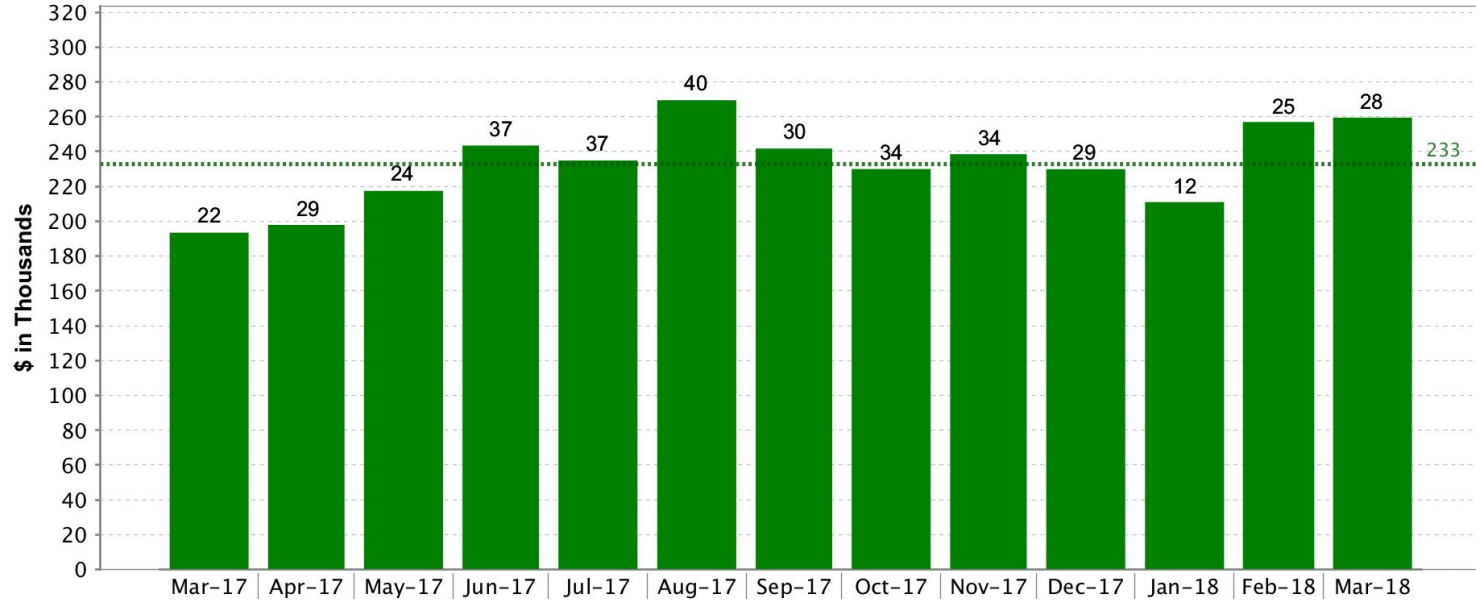


MLS: ENYRMLS
 Period: 1 Year (Monthly)
 Price: All
 Construction Type: Resale
 Bedrooms: All
 Bathrooms: All
 Lot Size: All
Property Types: Single Family: (Single Family)
Sq Ft: All
School Districts: Ballston Spa

Market Dynamics

Keller Williams Capital District

Median Price (Sold)
1 Year (Monthly) 03/01/17 - 03/31/18



KEY INFORMATION

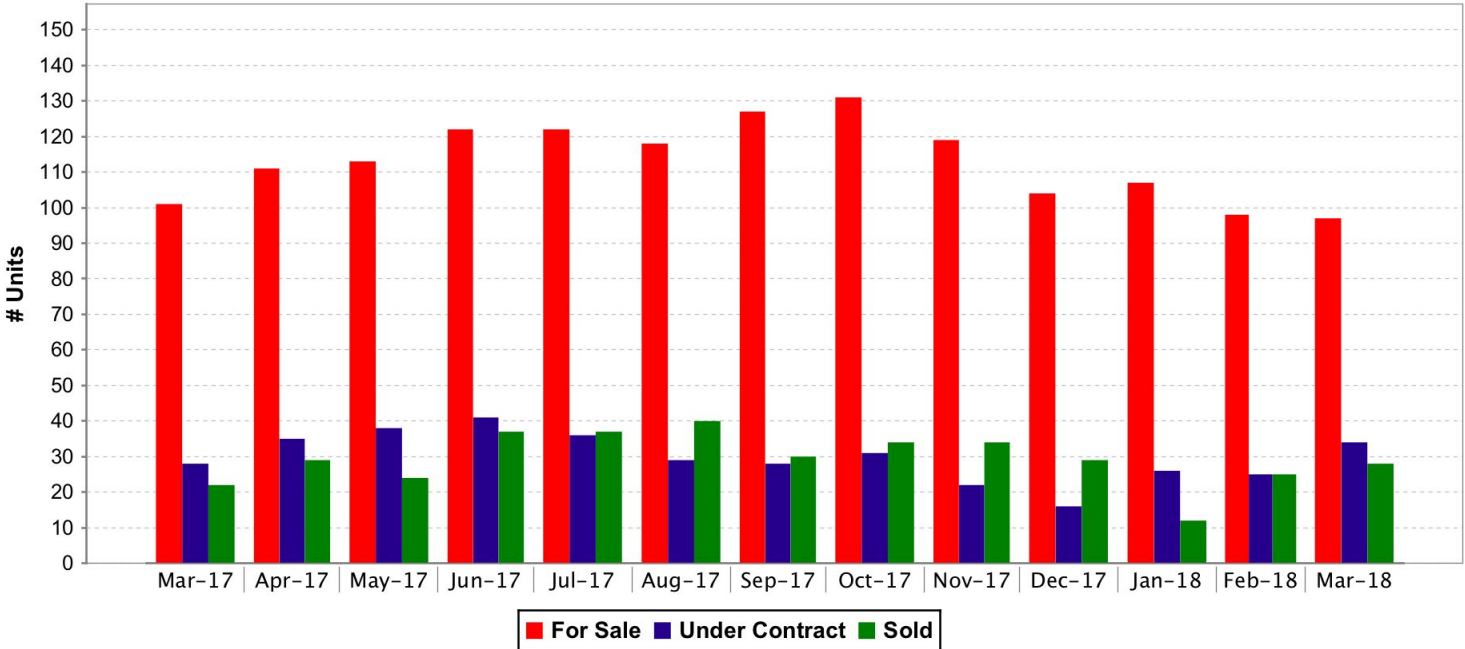
	Monthly Change	Monthly % Change	Total Change	Total % Change
Sold	3,243.40	1.52	38,920.83	18.27



MLS: ENYRMLS Period: 1 Year (Monthly) Price: All Construction Type: Resale Bedrooms: All Bathrooms: All Lot Size: All
 Property Types: Single Family: (Single Family) School Districts: Ballston Spa Sq Ft: All

Market Dynamics

Supply & Demand - # Units (FS, UC, Sold)
1 Year (Monthly) 03/01/17 - 03/31/18



■ For Sale ■ Under Contract ■ Sold

KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
For Sale	-0.87	-0.74	-10.47	-8.85
Under Contract	-0.90	-2.54	-10.75	-30.43
Sold	-0.37	-1.18	-4.48	-14.19

For Sale
-8.8%

UC
-30.4%

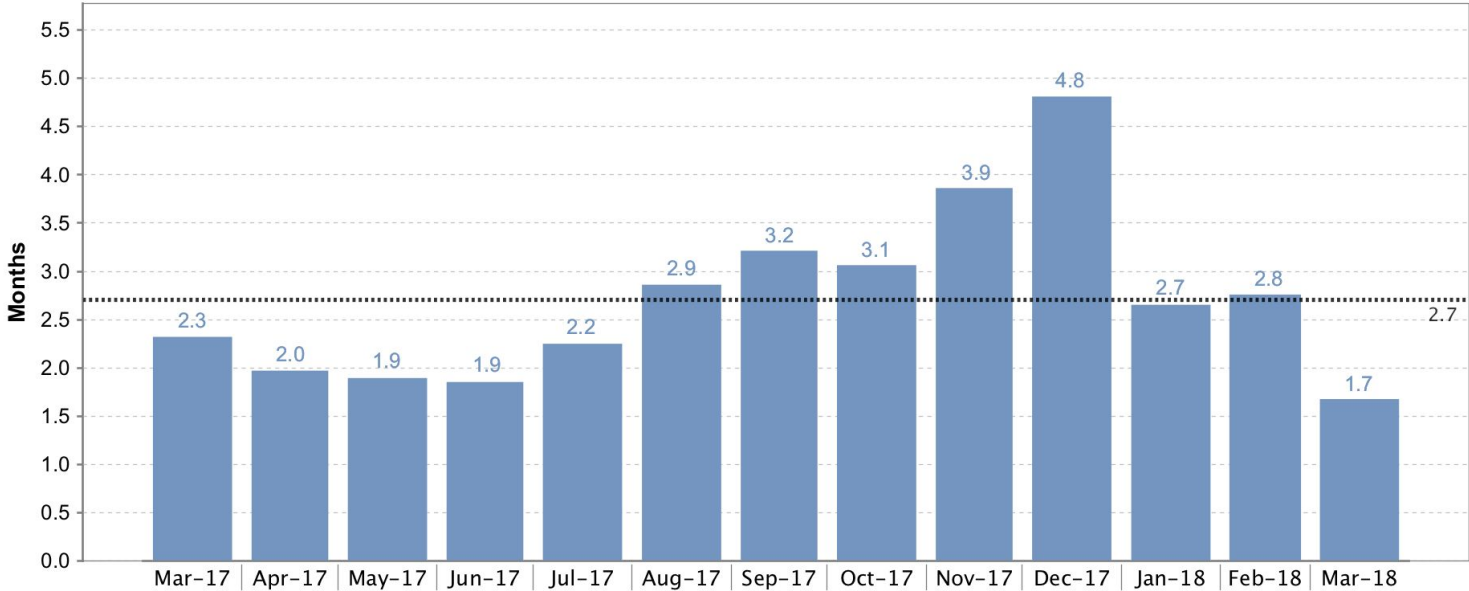
Sold
-14.2%

MLS: ENYRMLS	Period: 1 Year (Monthly)	Price: All	Construction Type: Resale	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Single Family: (Single Family)					Sq Ft: All
School Districts:	Ballston Spa					

Market Dynamics

Months Supply of Inventory (UC Calculation)

1 Year (Monthly) 03/01/17 - 03/31/18



■ MSI-UC

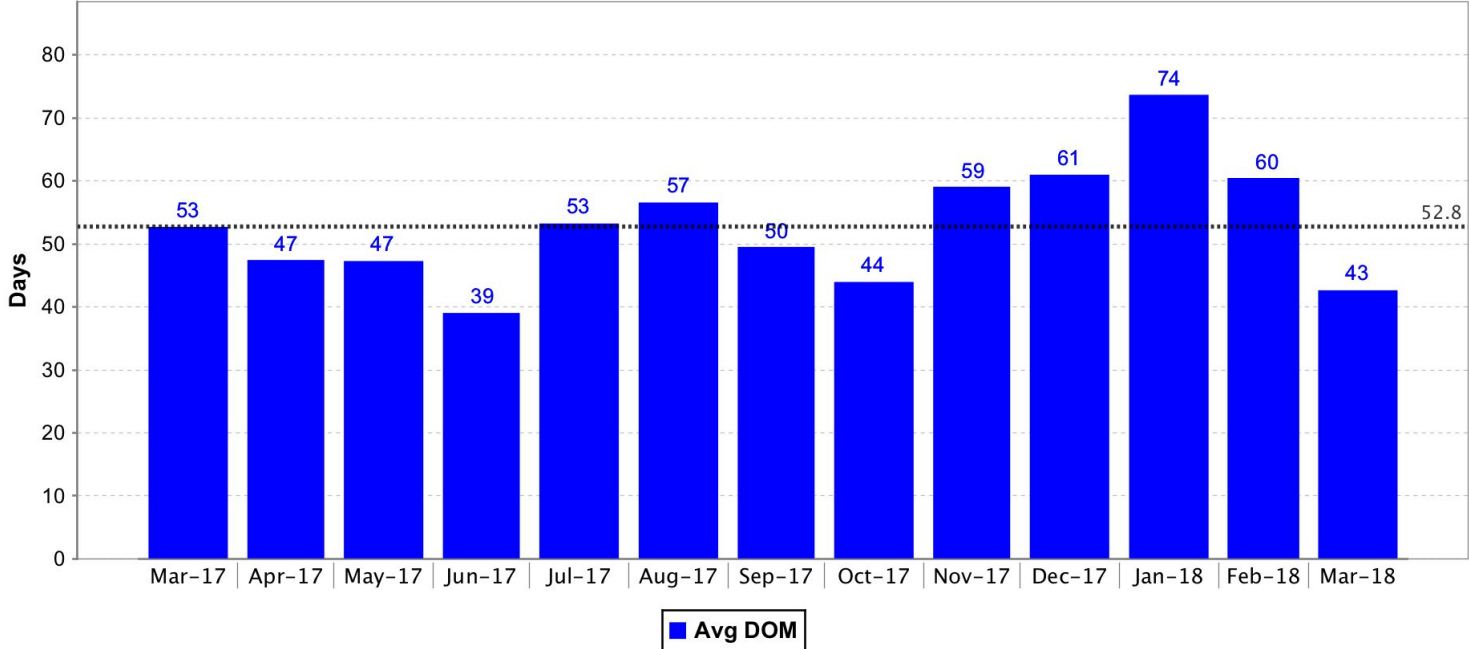
KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
MSI-UC	0.08	3.57	1.02	46.39



MLS: ENYRMLS Period: 1 Year (Monthly) Price: All Construction Type: Resale Bedrooms: All Bathrooms: All Lot Size: All
 Property Types: Single Family: (Single Family)
 School Districts: Ballston Spa Sq Ft: All

Market Dynamics Average DOM for Under Contract Properties 1 Year (Monthly) 03/01/17 - 03/31/18



Avg DOM
KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
DOM	0.89	1.90	11.58	24.64

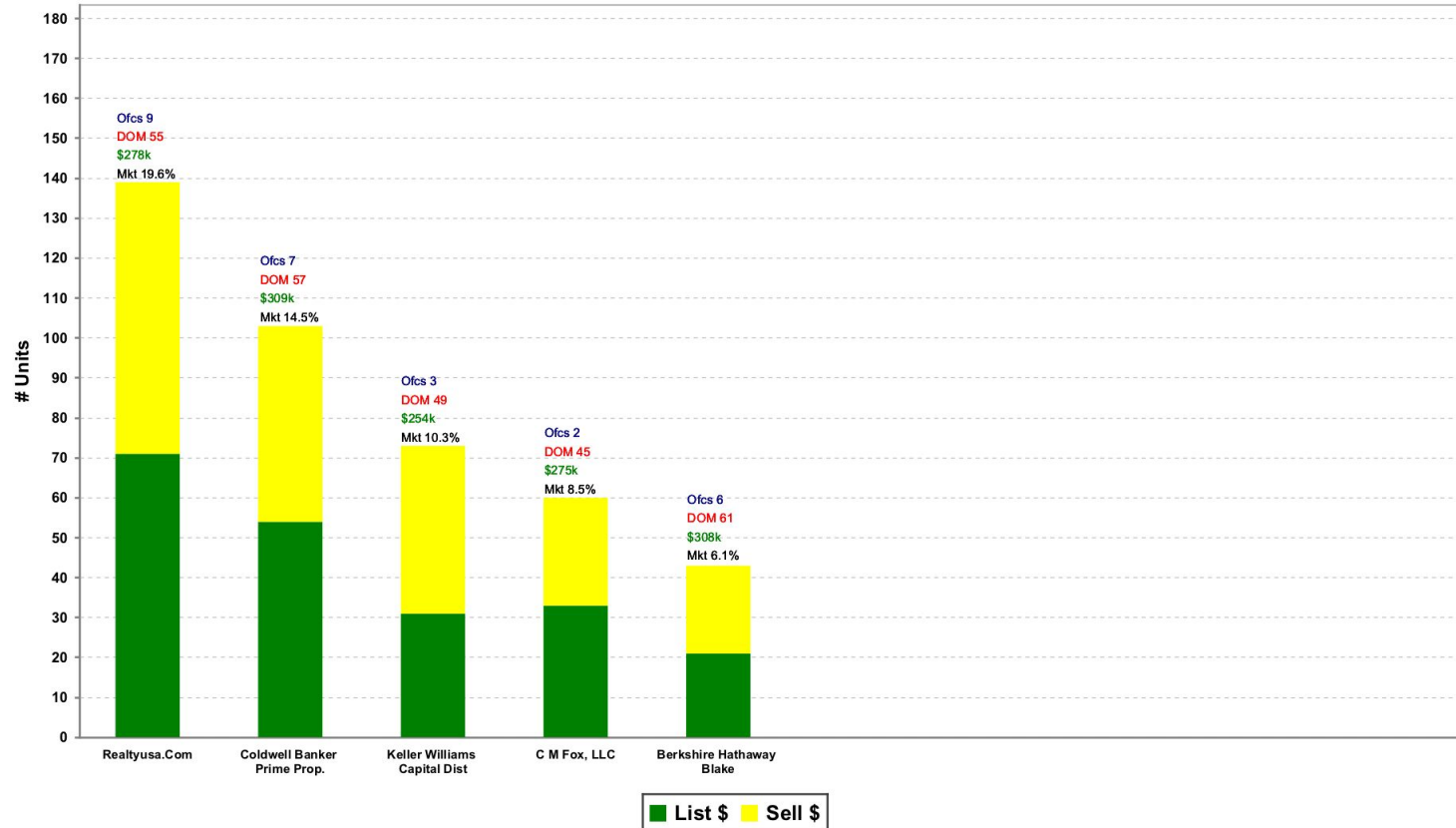
MLS: ENYRMLS	Period: 1 Year (Monthly)	Price: All	Construction Type: Resale	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Single Family: (Single Family)					Sq Ft: All
School Districts:	Ballston Spa					

Guilderland School District
410 Resale Properties SOLD

Market Share Totals

Keller Williams Capital District

Total # Units (By Broker)



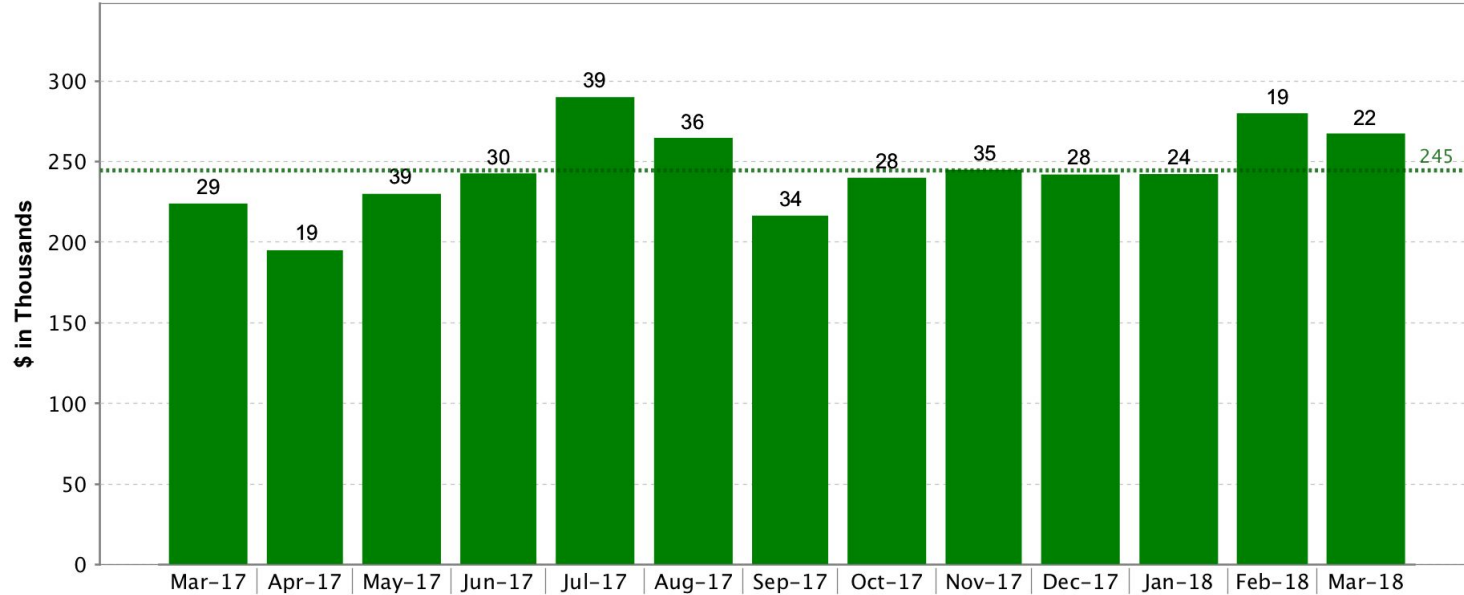
MLS: ENYRMLS Date: 04/01/2017 - 03/31/2018 Type: Broker Status: Total Sold List + Sell Pric All Construction Type: Resale Bedrooms: All Bathrooms: All
 Property Types: Single Family: (Single Family)
 School Districts: Guilderland

Market Dynamics

Keller Williams Capital District


Median Price (Sold)

1 Year (Monthly) 03/01/17 - 03/31/18



KEY INFORMATION

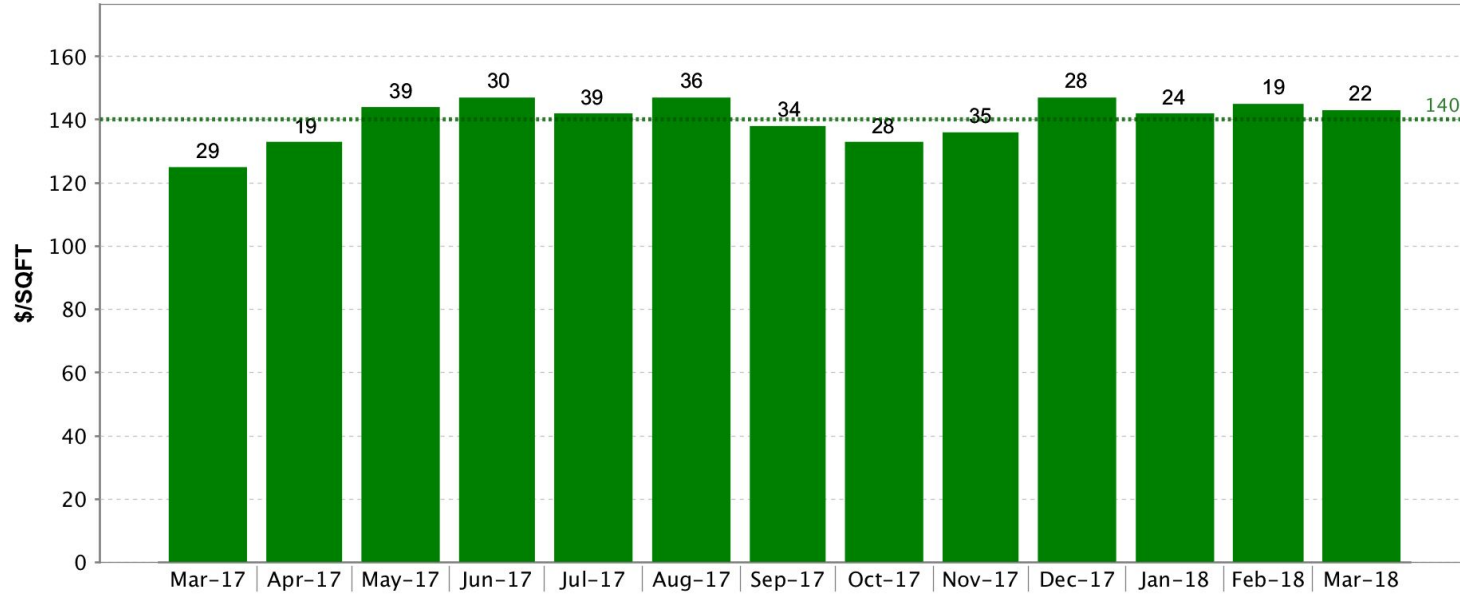
	Monthly Change	Monthly % Change	Total Change	Total % Change
Sold	3,376.10	1.51	40,513.22	18.07



Market Dynamics

Keller Williams Capital District

Average \$/SQFT (Sold)
1 Year (Monthly) 03/01/17 - 03/31/18



■ Sold

KEY INFORMATION

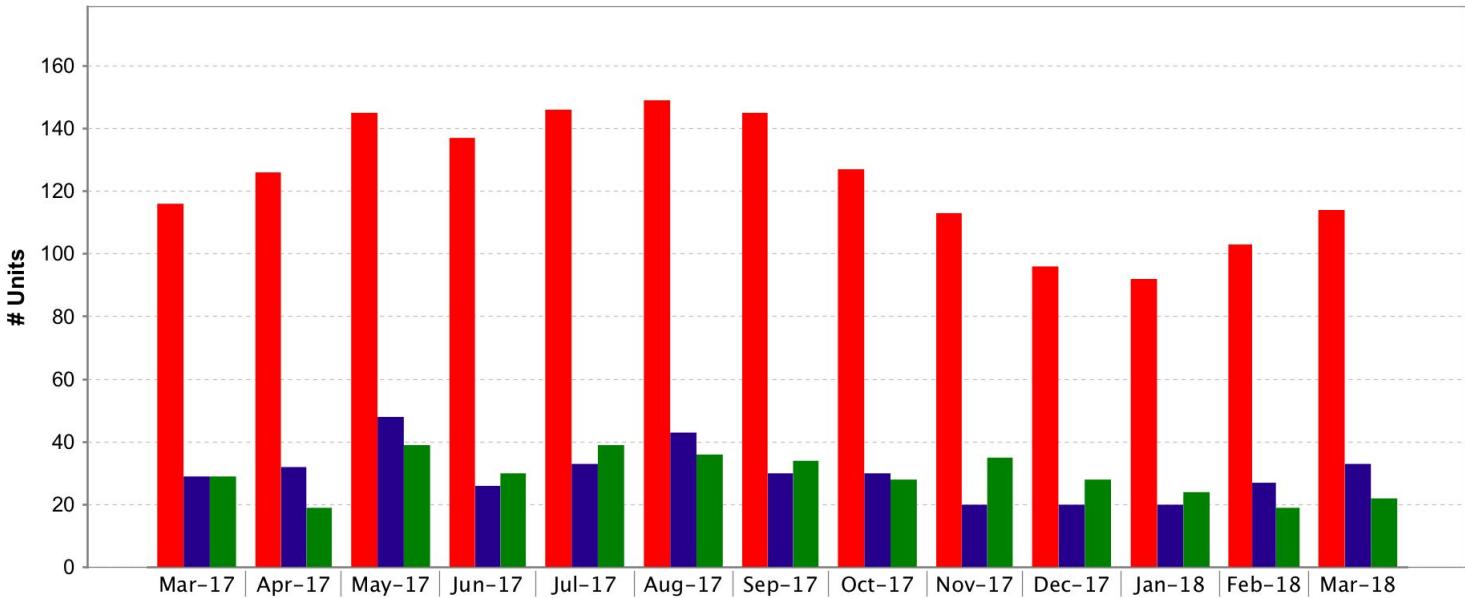
	Monthly Change	Monthly %	Total Change	Total % Change
Sold \$/SQFT	0.73	0.54	8.80	6.48



MLS: ENYRMLS	Period: 1 Year (Monthly)	Price: All	Construction Type: Resale	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types: Single Family: (Single Family)						Sq Ft: All
School Districts: Guilderland						

Market Dynamics

Supply & Demand - # Units (FS, UC, Sold)
1 Year (Monthly) 03/01/17 - 03/31/18



■ For Sale ■ Under Contract ■ Sold

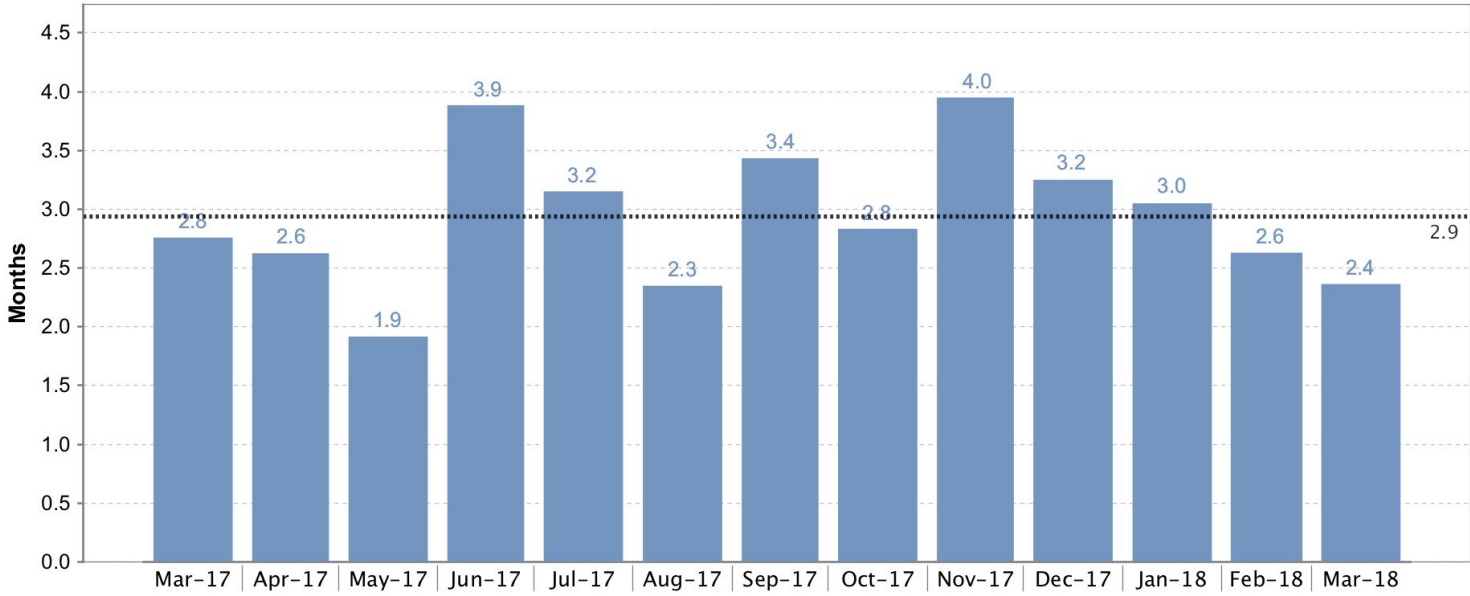
KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
For Sale	-3.01	-2.12	-36.18	-25.48
Under Contract	-0.93	-2.62	-11.22	-31.41
Sold	-0.68	-2.03	-8.15	-24.35



MLS: ENYRMLS Period: 1 Year (Monthly) Price: All Construction Type: Resale Bedrooms: All Bathrooms: All Lot Size: All
 Property Types: Single Family: (Single Family) Sq Ft: All
 School Districts: Guilderland

Market Dynamics Months Supply of Inventory (UC Calculation) 1 Year (Monthly) 03/01/17 - 03/31/18



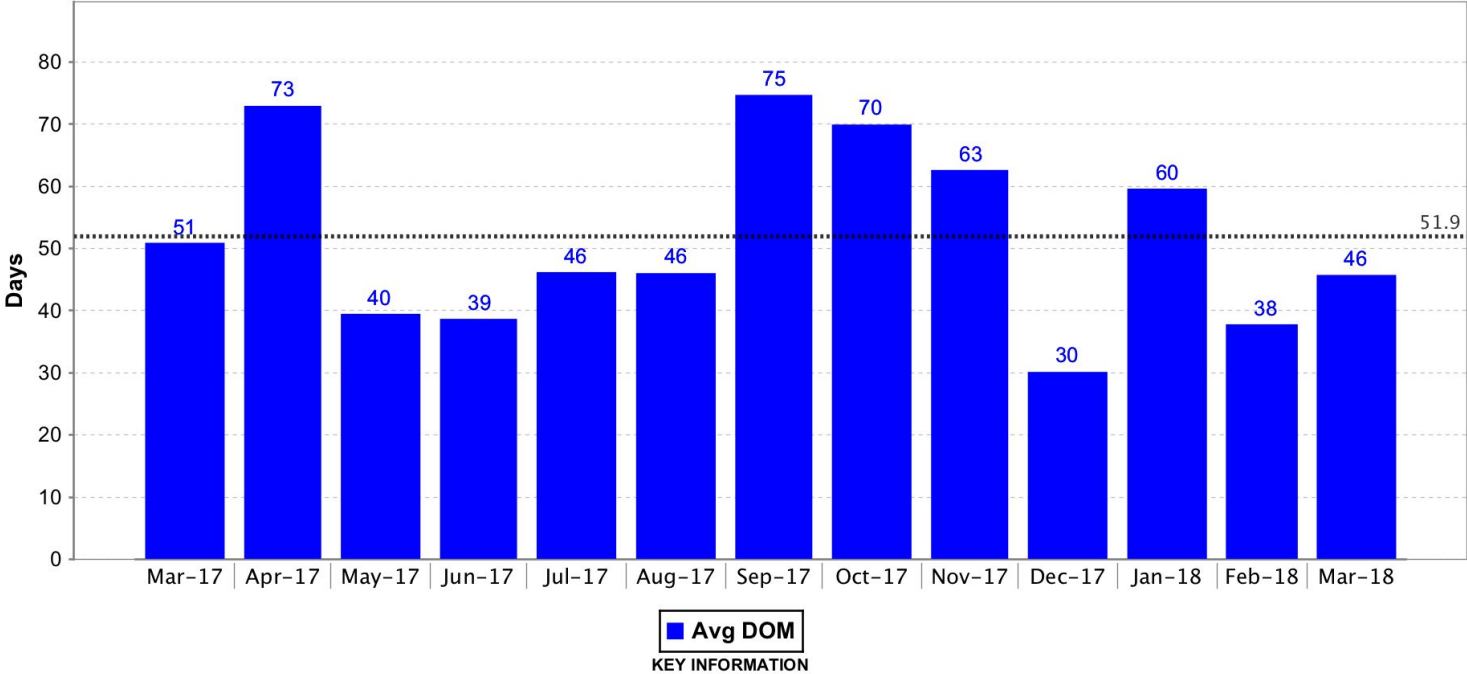
MSI-UC

KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
MSI-UC	0.01	0.43	0.16	5.57

MLS: ENYRMLS
 Period: 1 Year (Monthly)
 Price: All
 Construction Type: Resale
 Bedrooms: All
 Bathrooms: All
 Lot Size: All
 Property Types: Single Family: (Single Family)
 Sq Ft: All
 School Districts: Guilderland

Market Dynamics Average DOM for Under Contract Properties 1 Year (Monthly) 03/01/17 - 03/31/18



	Monthly Change	Monthly %	Total Change	Total % Change
DOM	-0.48	-0.86	-6.19	-11.24

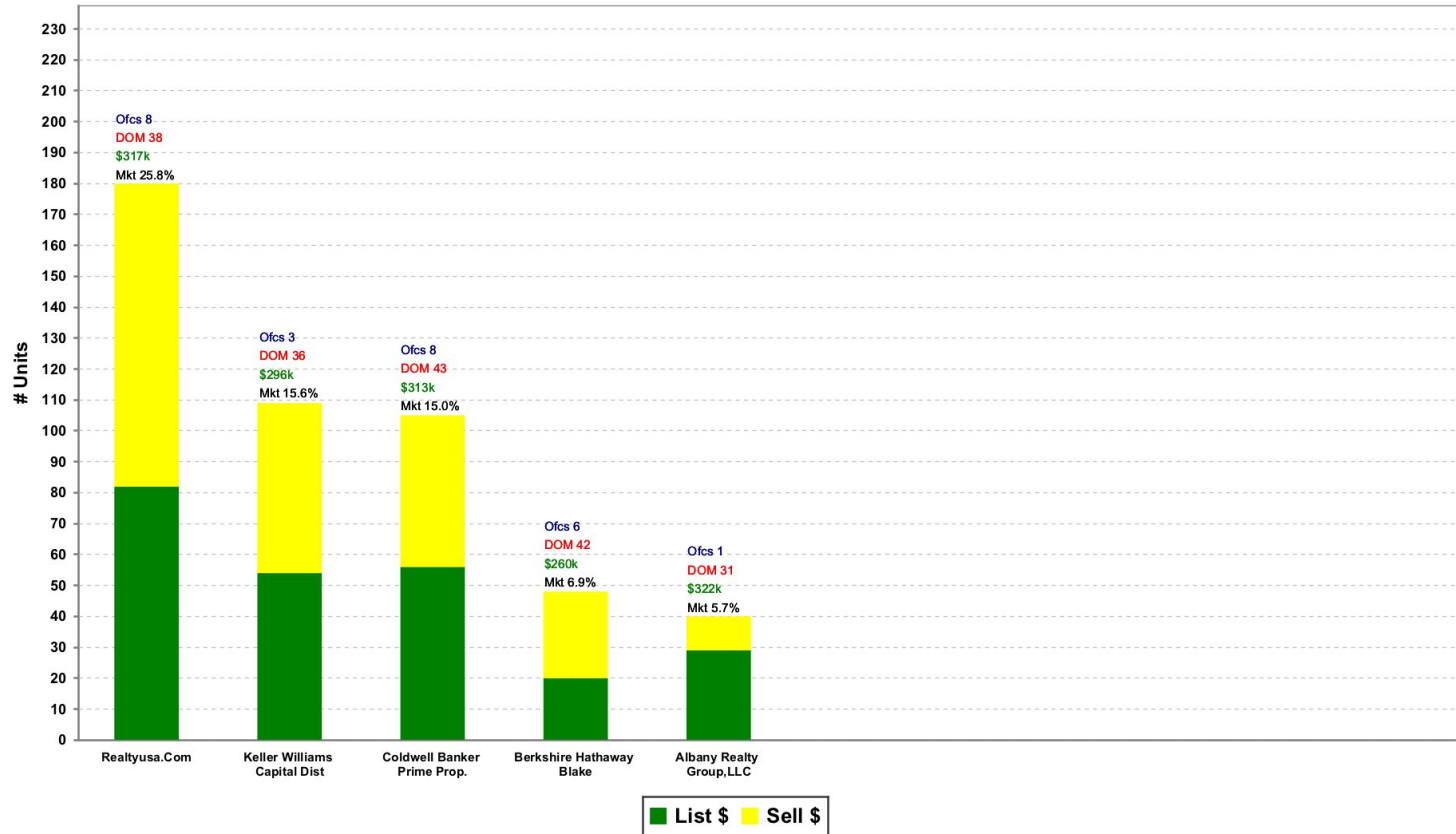
DOM -11.2%

Bethlehem School District
385 Resale Properties SOLD

Market Share Totals

Keller Williams Capital District

Total # Units (By Broker)

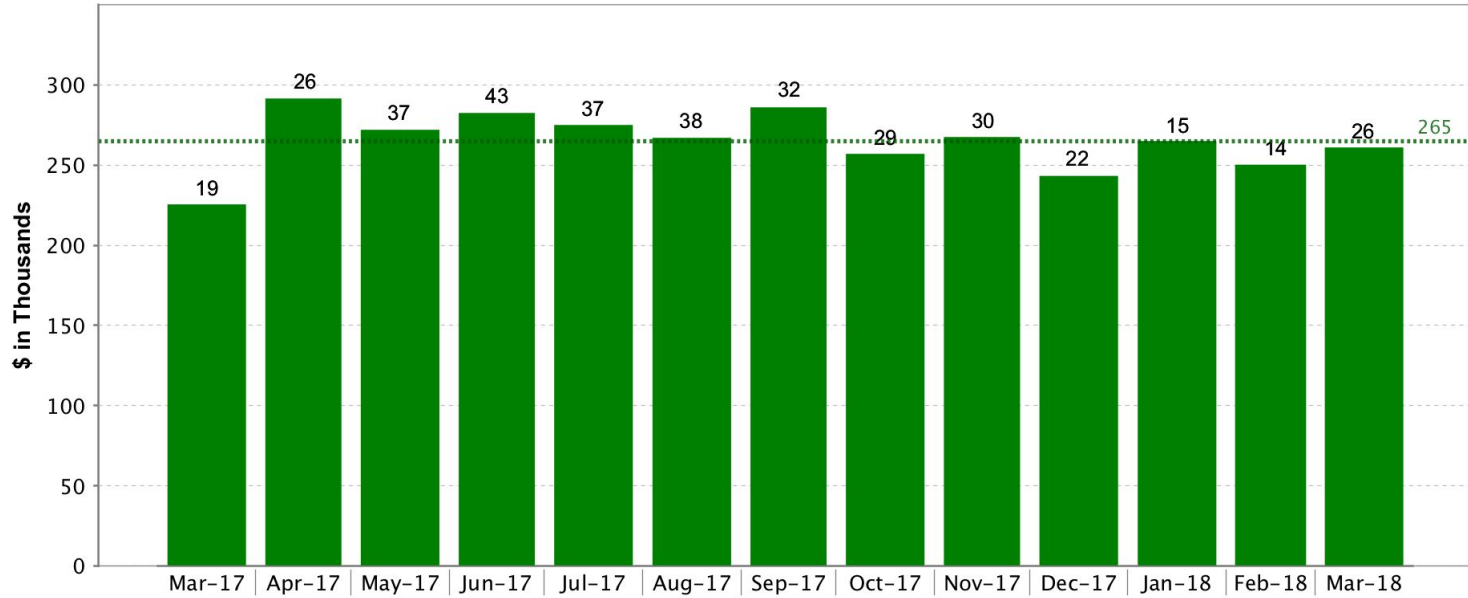


MLS: ENYRMLS Date: 04/01/2017 - 03/31/2018 Type: Broker Status: Total Sold List + Sell Pric All Construction Type: Resale Bedrooms: All Bathrooms: All
 Property Types: Single Family: (Single Family)
 School Districts: Bethlehem

Market Dynamics

Keller Williams Capital District

Median Price (Sold)
1 Year (Monthly) 03/01/17 - 03/31/18



■ Sold

KEY INFORMATION

	Monthly Change	Monthly % Change	Total Change	Total % Change
Sold	-895.57	-0.33	-10,746.80	-3.98

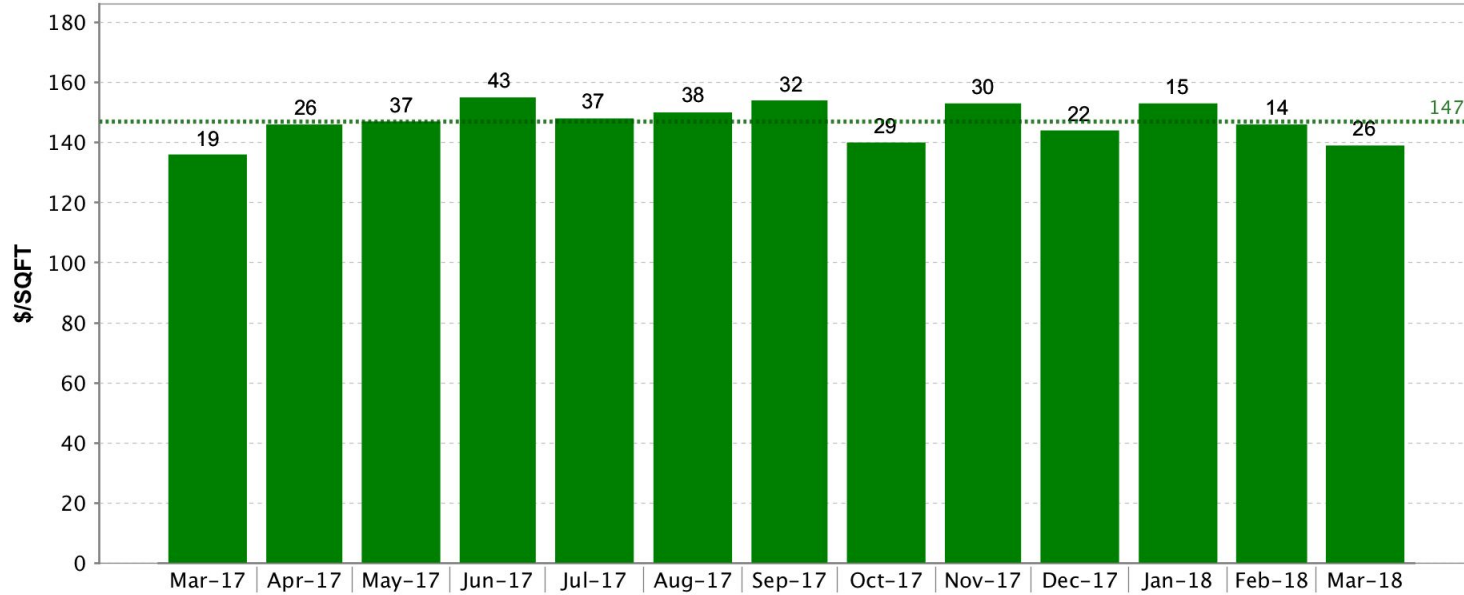


MLS: ENYRMLS	Period: 1 Year (Monthly)	Price: All	Construction Type: Resale	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Single Family: (Single Family)					Sq Ft: All
School Districts:	Bethlehem					

Market Dynamics

Keller Williams Capital District

Average \$/SQFT (Sold)
1 Year (Monthly) 03/01/17 - 03/31/18



■ Sold

KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
Sold \$/SQFT	0.05	0.04	0.64	0.44

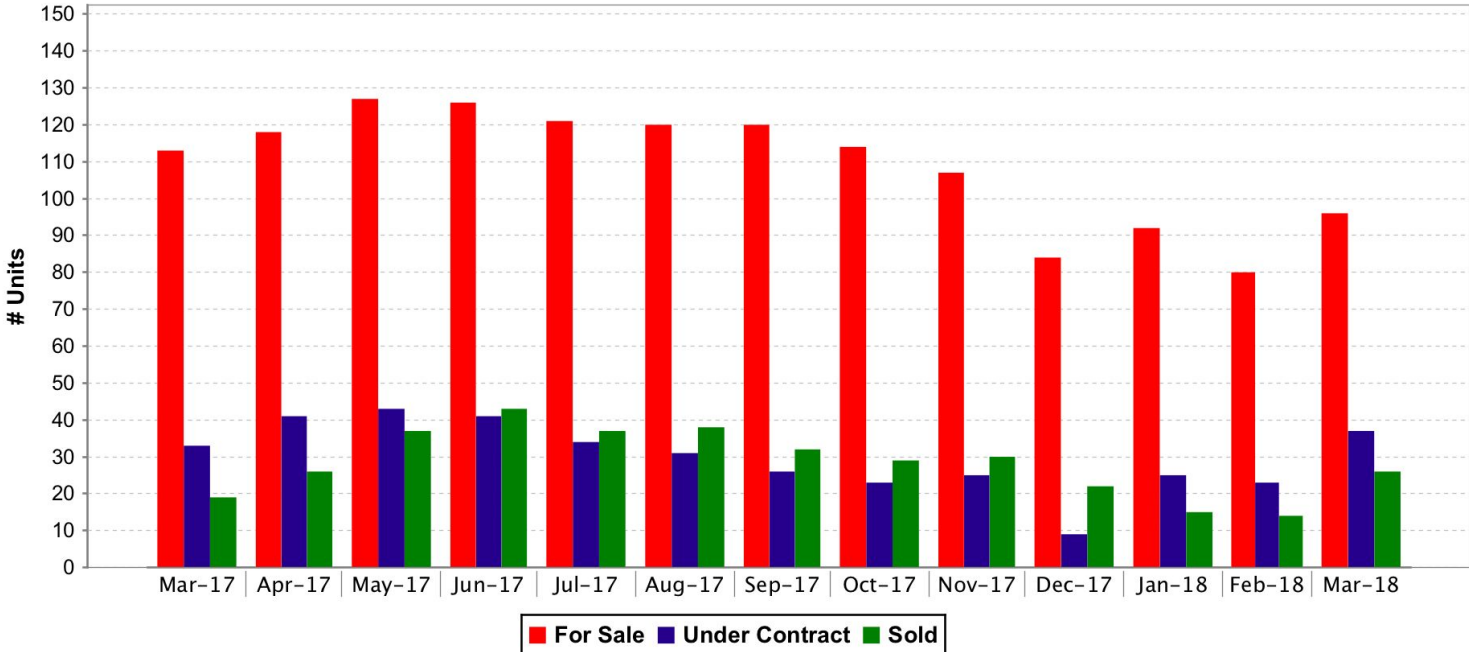


MLS: ENYRMLS **Period:** 1 Year (Monthly) **Price:** All **Construction Type:** Resale **Bedrooms:** All **Bathrooms:** All **Lot Size:** All
Property Types: Single Family: (Single Family) **Sq Ft:** All
School Districts: Bethlehem

Market Dynamics

Supply & Demand - # Units (FS, UC, Sold)

1 Year (Monthly) 03/01/17 - 03/31/18



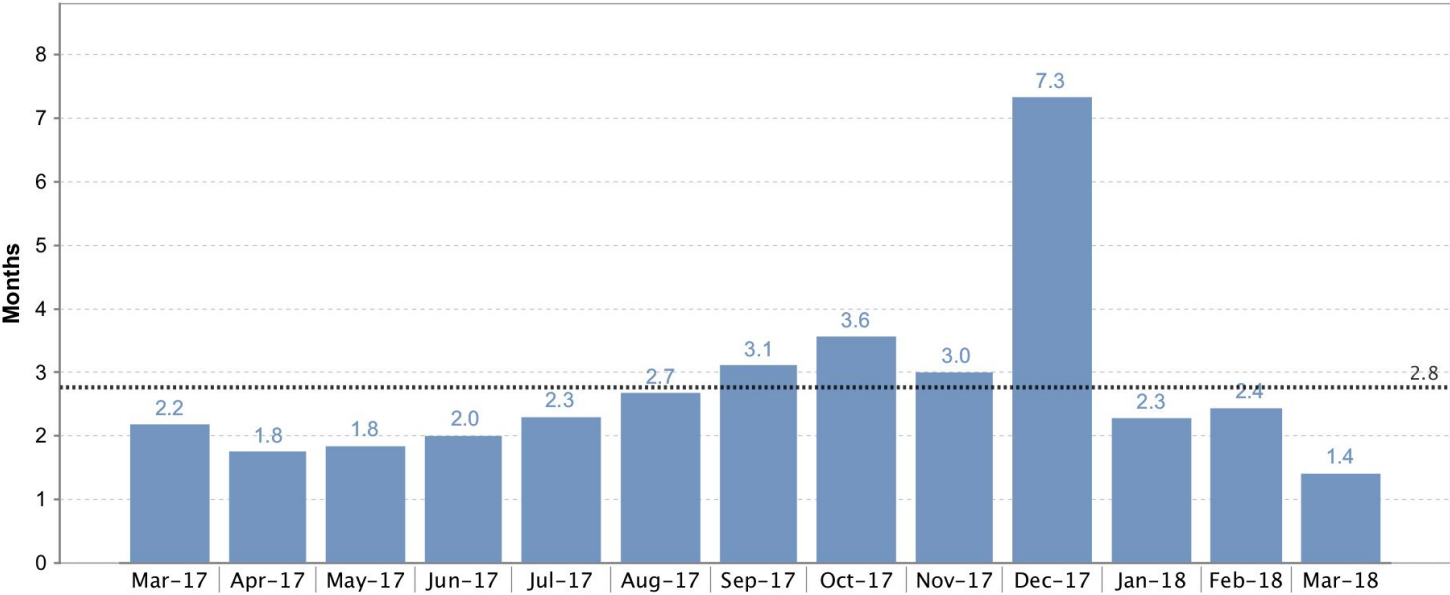
KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
For Sale	-3.24	-2.52	-38.92	-30.26
Under Contract	-1.43	-3.69	-17.14	-44.30
Sold	-1.05	-3.04	-12.64	-36.48

 <p>For Sale -30.3%</p>	 <p>UC -44.3%</p>	 <p>Sold -36.5%</p>
--	--	--

MLS: ENYRMLS	Period: 1 Year (Monthly)	Price: All	Construction Type: Resale	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Single Family: (Single Family)					Sq Ft: All
School Districts:	Bethlehem					

Market Dynamics Months Supply of Inventory (UC Calculation) 1 Year (Monthly) 03/01/17 - 03/31/18

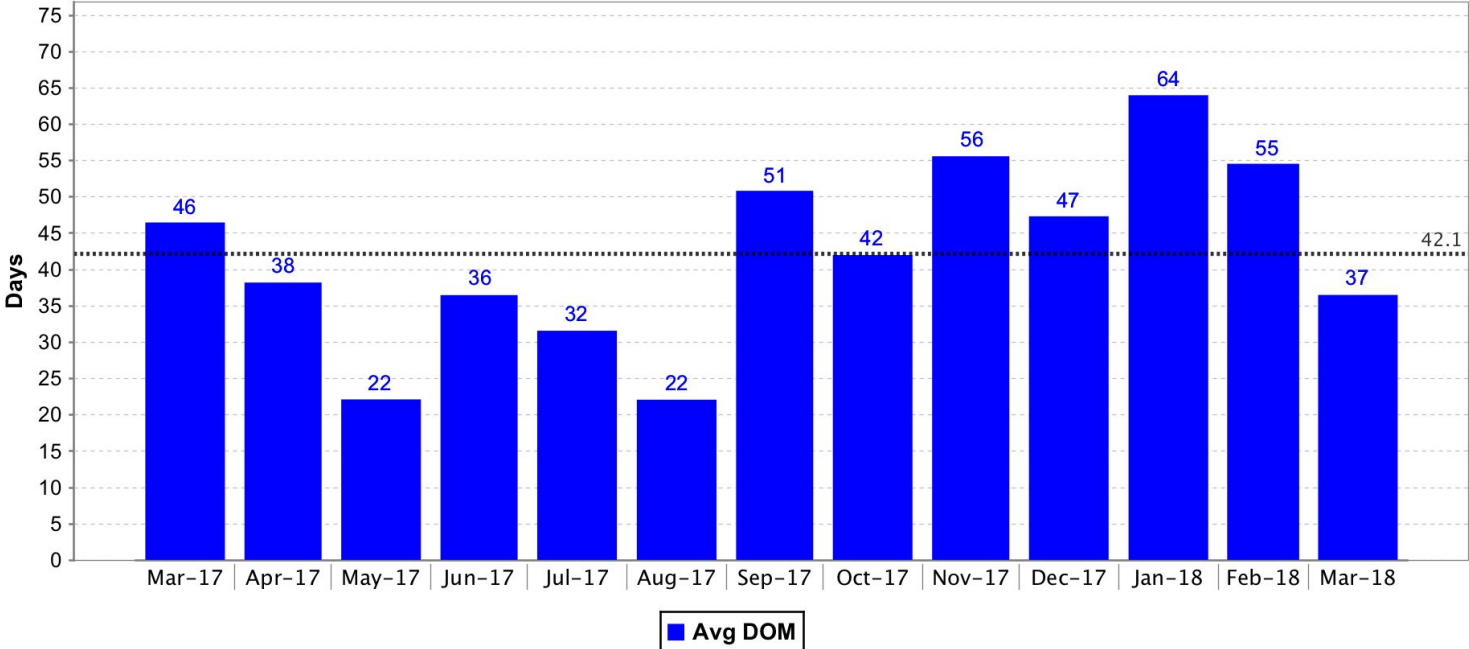


MSI-UC
KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
MSI-UC	0.10	4.46	1.24	58.04


MLS: ENYRMLS **Period:** 1 Year (Monthly) **Price:** All **Construction Type:** Resale **Bedrooms:** All **Bathrooms:** All **Lot Size:** All
Property Types: Single Family: (Single Family) **Sq Ft:** All
School Districts: Bethlehem

Market Dynamics Average DOM for Under Contract Properties 1 Year (Monthly) 03/01/17 - 03/31/18



Avg DOM
KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
DOM	1.47	4.53	19.14	58.85

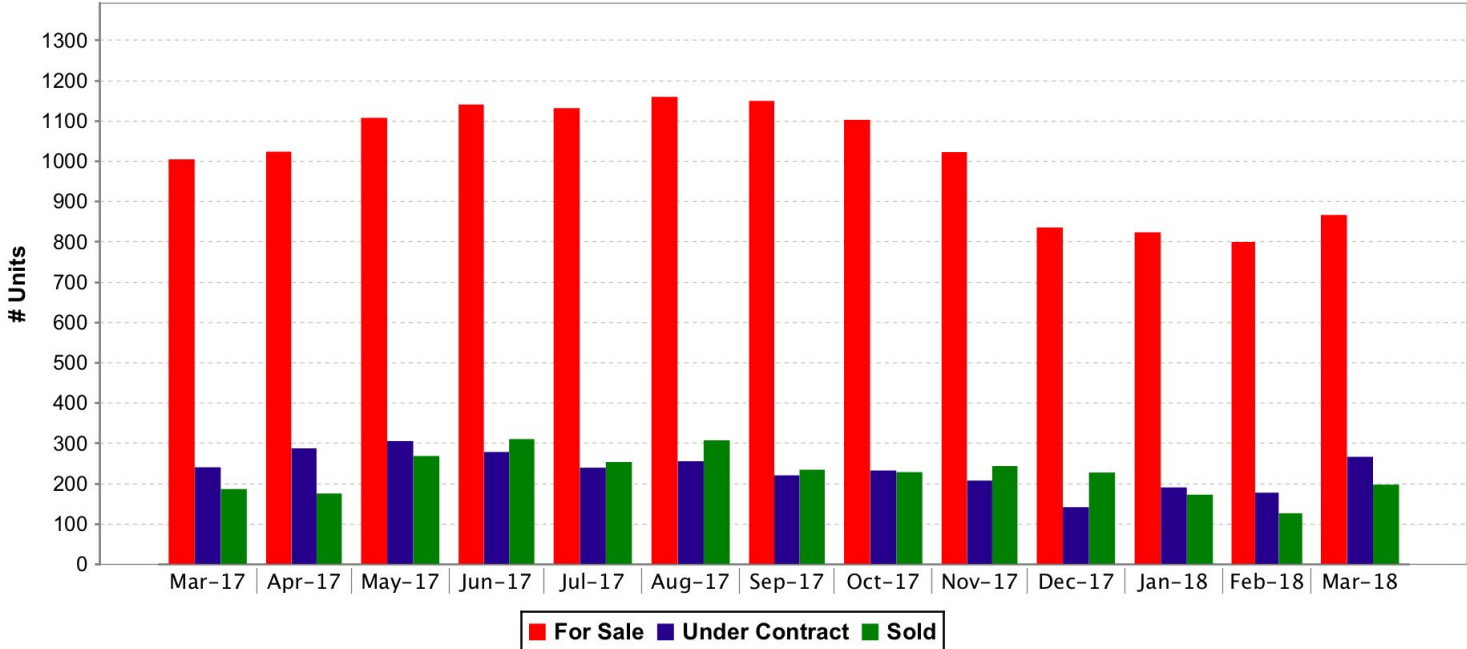


ALBANY COUNTY - 3600
SARATOGA COUNTY - 3416
SCHENECTADY COUNTY - 2228
RENSSELAER COUNTY - 1904

Market Dynamics

Supply & Demand - # Units (FS, UC, Sold)

1 Year (Monthly) 03/01/17 - 03/31/18



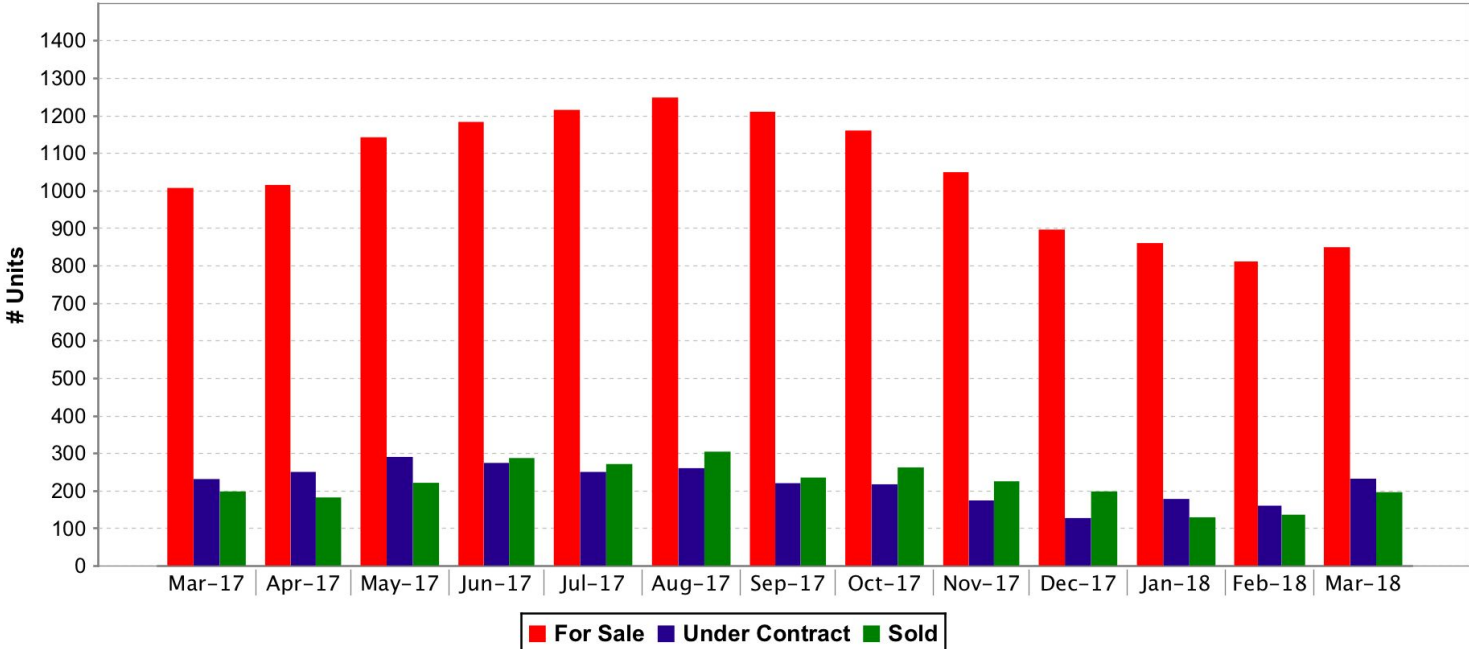
KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
For Sale	-23.40	-2.03	-280.79	-24.32
Under Contract	-7.43	-2.66	-89.14	-31.90
Sold	-5.00	-1.95	-59.99	-23.41

<p>For Sale -24.3%</p>	<p>UC -31.9%</p>	<p>Sold -23.4%</p>
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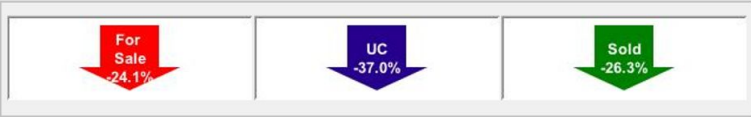
MLS: ENYRMLS	Period: 1 Year (Monthly)	Price: All	Construction Type: Resale	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Single Family: (Single Family)					Sq Ft: All
Counties:	Albany					

Market Dynamics Supply & Demand - # Units (FS, UC, Sold) 1 Year (Monthly) 03/01/17 - 03/31/18



KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
For Sale	-23.95	-2.00	-287.43	-24.05
Under Contract	-8.39	-3.09	-100.67	-37.03
Sold	-5.55	-2.19	-66.58	-26.29

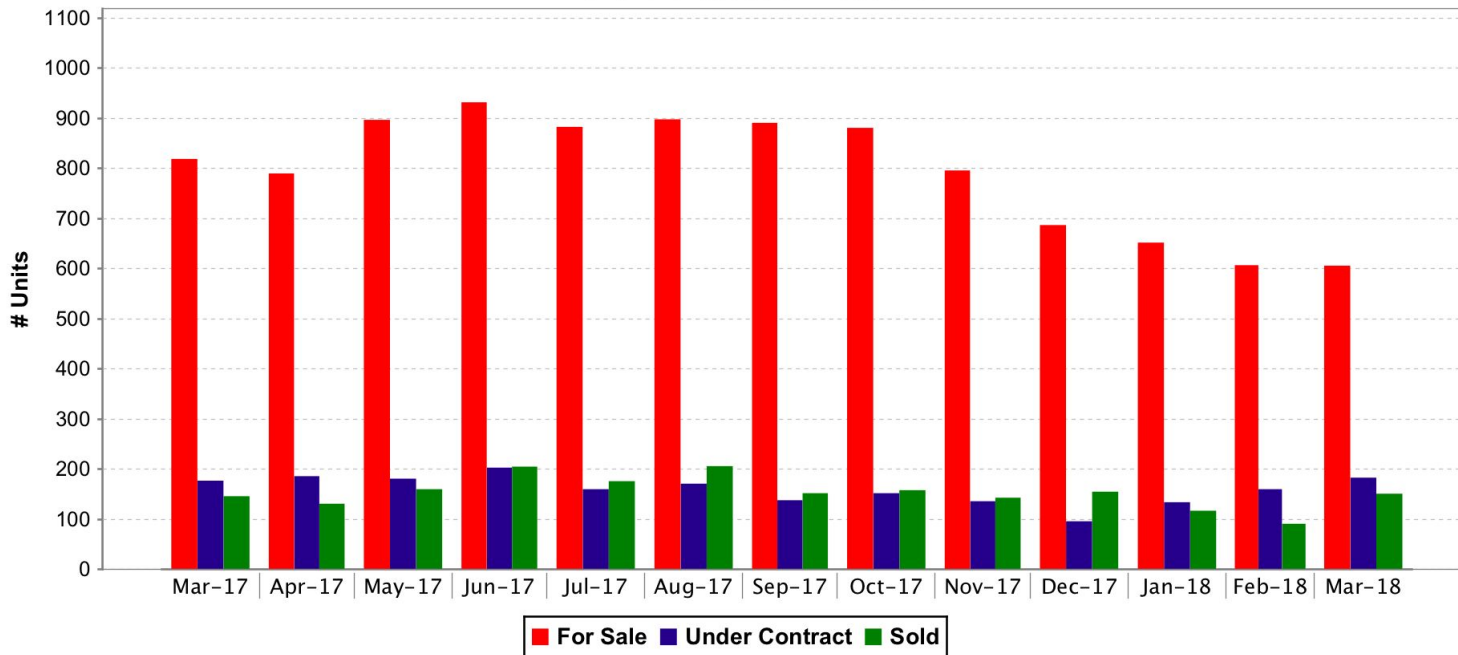


MLS: ENYRMLS **Period:** 1 Year (Monthly) **Price:** All **Construction Type:** Resale **Bedrooms:** All **Bathrooms:** All **Lot Size:** All
Property Types: Single Family: (Single Family) **Sq Ft:** All
Counties: Saratoga

Market Dynamics

Supply & Demand - # Units (FS, UC, Sold)

1 Year (Monthly) 03/01/17 - 03/31/18



■ For Sale
 ■ Under Contract
 ■ Sold

KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
For Sale	-22.43	-2.41	-269.11	-28.92
Under Contract	-3.68	-2.02	-44.16	-24.27
Sold	-3.33	-1.92	-39.98	-23.08

For Sale
-28.9%

UC
-24.3%

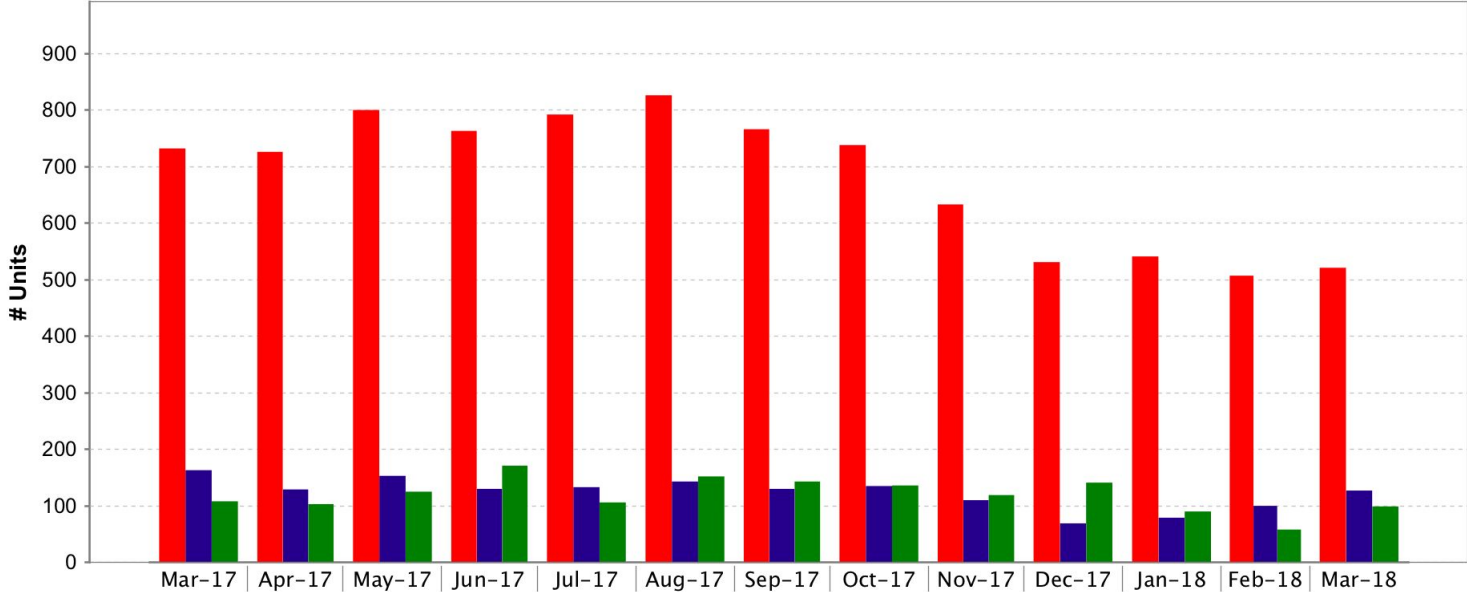
Sold
-23.1%

MLS: ENYRMLS	Period: 1 Year (Monthly)	Price: All	Construction Type: Resale	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Single Family: (Single Family)					Sq Ft: All
Counties:	Schenectady					

Market Dynamics

Supply & Demand - # Units (FS, UC, Sold)

1 Year (Monthly) 03/01/17 - 03/31/18



■ For Sale ■ Under Contract ■ Sold

KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
For Sale	-24.63	-2.96	-295.55	-35.55
Under Contract	-4.91	-3.21	-58.88	-38.55
Sold	-2.73	-2.01	-32.81	-24.16



MLS: ENYRMLS	Period: 1 Year (Monthly)	Price: All	Construction Type: Resale	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Single Family: (Single Family)					Sq Ft: All
Counties:	Rensselaer					



**"Everything you've
ever wanted is on the
other side of fear."**

GEORGE ADDAIR



TACTIC 1 GAINING MIND OVER MARKET

ASSOCIATE ACHIEVEMENTS

MARCH 2018



FEBRUARY CAPPERS

Congratulations

Caitlin Prinzo
Ramiz Turan



MARCH CAPPERS

Congratulations

Sarah D'Angelo
Johna Herbinger
Jennifer Johnson
Roger McCleary
Amy Morgan
Michelle Poccia
Haleh Struzinsky
Cindy Ward



FIRST LISTING

Michael Rowe

*With KW

FIRST CLOSING

Jacqueline Dery
Ken Kroslak*
Shannon McCarthy*

*With KW

TOP CLOSED UNITS (3+)

Peak Partners Team	9	Brooke Clark	4
Select Homes Team	9	Nadine Film	4
Jennifer Johnson	8	Sharon Hoorwitz	4
Vicki Wolpert	8	Jeffrey Keith Team	4
Kathie Carswell	7	Binglin Li Team	4
Marion DeSantis	7	Haleh Struzinsky	4
Christine Marchesiello Team	7	Cindy Ward	4
Scott Varley Team	7	Lucas Weston	4
Mary Diehl Gibson Team	6	Shana Edwards	3
Ieraci Team	6	Griffin Team	3
Chris Wright	5.5	Goodridge Team	3
D'Angelo Team	5	Shannon McCarthy Team	3
McKee Team	5	Diane Sluus	3
		Ramiz Turan	3
		Wagoner Team	3

TOP CLOSED UNITS (2)

Kathleen Angiolini	2	Jenn Herbs	2
Ed Beisler	2	Casey King	2
Joanne Bongalo	2	Renata V. Lewis Team	2
Monique Boulet	2	Greta McNamara	2
Cranston Team	2	Michelle Poccia	2
Carol DeChiro	2	Bryan Reed	2
Dee DeCoste	2	Sandy Rubino	2
Ryan Earle	2	Mindy Scialdone	2
Alexis Feldbusch	2	Courtney Shaner	2
ForbesPerez Team	2	Don Smith Team	2
Courtney Gettings	2	Kirstin Smith	2
Chrissy Hennessy	2	Scott Sullivan	2

TOP LISTERS

Scott Varley Team	35
Select Homes Team	14
Goodridge Team	8
Peak Partners Team	7
Ieraci Team	5
Casey King	5
Christine Marchesiello	5
Kathie Carswell	4
Marion DeSantis Team	4

Shannon McCarthy Team	4
Susan Svoboda Palma	4
Chris Wright	4
Lisa Canuteson	3
Cathy Griffin Team	3
Olivia Huffman	3
Bridgette Mucha	3
Binglin Li Team	3
Bryan Reed	3

TOP LISTERS

D'Angelo Team	2	McKee Team	2
Kirstin Drabek	2	Amy Morgan	2
Shana Edwards	2	Wayne Perras	2
Mary Diehl Gibson Team	2	Courtney Shaner	2
Beth Grzybowski	2	Haleh Struzinsky	2
Jenn Hollands	2	Mike Towers	2
Sharon Hoorwitz	2	Wagoner Team	2
Jenn Johnson	2	Cindy Ward	2
Julie Mazzaferro	2	Vicki Wolpert	2

PENDINGS

Peak Partners Team	9	Marion DeSantis Team	3		
Kathleen Angiolini	8	Beth Grzybowski	3	Christopher Broughton	2
Binglin Li Team	7	Jenn Johnson	3	Nadine Film	2
Shannon McCarthy Team	7	Jeffrey Keith Team	3	Courtney Gettings	2
Mary Diehl Gibson Team	6	Amy Morgan	3	Renata V. Lewis Team	2
Goodridge Team	6	Bridgette Mucha	3	Roger McCleary	2
Christine Marchesiello Team	6	Bryan Reed	3	Rosemary Riley	2
Jamie Kelter	5	Select Homes Team	3	Michael Rowe	2
Cindy Ward	5	Don Smith Team	3	Kristin Smith	2
Cathy Griffin Team	4	Scott Varley Team	3	Haleh Struzinsky	2
Chrissy Hennessy	4	Wagoner Team	3		
Jenn Hollands	4				

TOP EARNERS (GCI)

Kathie Carswell
Marion DeSantis Team
Mary Diehl Gibson Team
Jenn Johnson
Christine Marchesiello Team
Peak Partners Team
Select Homes Team
Scott Varley Team
Cindy Ward
Vicki Wolpert

HOME RUN HITTERS

Alexis Feldbusch

Amy Morgan

Andrew Barber

Beth Grzybowski

Binglin Li Team

Bridgette Mucha

Bryan Reed

Cathy Griffin Team

Chris Wright

Christine Marchesiello Team

Courtney Gettings

Cindy Ward

D'Angelo Team

Dee DeCoste

Diane Sluus

Goodridge Team

Jeffrey Keith Team

Jenn Hollands

Kathie Carswell

Kirstin Smith

Marion DeSantis Team

Mary Diehl Gibson Team

McKee Team

Mike Towers

Peak Partners Team

Scott Varley Team

Select Homes Team

Shannon McCarthy Team

Sharon Hoorwitz

Vicki Wolpert

Wagoner Team

Wayne Perras

To be celebrated

May 22nd @ Lucky Strike
Social - Crossgates

MARCH INDIVIDUAL VOLUME

1. Vicki Wolpert - \$3,013,000
2. Jenn Johnson - \$2,637,700
3. Kathie Carswell - \$1,534,300
4. Cindy Ward - \$1,189,600
5. Sharon Hoorwitz - \$951,500
6. Michelle Poccia - \$859,000
7. Scott Sullivan - \$821,500
8. Brooke Clark - \$786,500
9. Chris Wright - \$735,580
10. Courtney Gettings - \$708,750

YTD INDIVIDUAL VOLUME

1. Vicki Wolpert - \$5,607,000
2. Jenn Johnson - \$5,319,925
3. Beth Grzyboski - \$2,490,775
4. Diane Sluus - \$2,327,117
5. Kathie Carswell - \$2,054,800
6. Joanne Bongalo - \$2,028,400
7. Ed Beisler - \$1,697,725
8. Carol DeChiro - \$1,492,430
9. Cindy Ward - \$1,489,500
10. Brooke Clark - \$1,456,500

MARCH TEAM VOLUME

1. Peak Partners Team - \$3,039,700
2. Select Homes Team - \$2,445,395
3. Christine Marchesiello Team - \$2,401,725
4. Marion DeSantis Team - \$1,466,000
5. Ieraci Team - \$1,394,797
6. Mary Diehl Gibson Team - \$1,329,916
7. McKee Team - \$1,287,000
8. Binglin Li Team - \$1,226,765
9. Scott Varley Team - \$1,040,790
10. Wagoner R/E Team - \$960,100

YTD TEAM VOLUME

1. Scott Varley Team - \$7,322,451
2. Select Homes Team - \$6,225,760
3. Peak Partners Team - \$4,705,200
4. Goodridge Team - \$4,499,782
5. Ieraci Team - \$4,291,948
6. Christine Marchesiello Team - \$4,280,700
7. Marion DeSantis Team - \$3,988,900
8. Binglin Li Team - \$2,954,765
9. Mary Diehl Gibson Team - \$2,921,916
10. D'Angelo Team - \$2,906,415

CLASSES & EVENTS

2018 AGENT MEETING DATES

Wednesdays 12:00 - 1:30 pm @ Holiday Inn Express

May - 23rd

June - 20th

July - 18th

August - 22nd

September - 19th

October - 17th

November - 14th

December - 19th

REDDAY

MAY 10th, 2018



Double H Ranch, A Serious Fun Camp
97 Hidden Valley Rd, Lake Luzerne NY 12846



Please bring 60/75 Watt LED Light Bulbs

Introduced in 2009, RED Day, which stands for Renew, Energize, Donate, is KW's annual day of service. Each year on the second Thursday of May, associates spend the day away from their businesses serving worthy organizations and causes in their communities. RED Day is just another example of our commitment to each other and to the cities and towns where we live and work.

ME TO WE

Discover how to gain leverage for your clients, your business, & your life

\$99!

May 21, 2018

9am - 5pm

Strathallan Hotel, Rochester

[Register at Eventbrite.com](https://www.eventbrite.com/e/going-from-me-to-we-with-brad-knowles-tickets-45296558225)



Going From ME to WE - May 21st!

Instructed by Brad Knowles

In this one-day course, you will discover how to gain leverage for your clients, your business, even your family and friends. Learn the common "potholes" to avoid and how to build a solid foundation to launch a successful and lasting business.

OBJECTIVES:

- Why a team for you, team members and your clients?
- Get leverage today before hiring or adding payroll and be able to differentiate between delegation and leverage.
- Build the VISION for your business that will attract talent.
- Get your financial house in order.
- Develop Your Organizational Model and learn to hire TALENT.
- Setting Standards.
- Leadership Growth.

REGISTER: <https://www.eventbrite.com/e/going-from-me-to-we-with-brad-knowles-tickets-45296558225>

**May 21, 2018 | 9:00am - 5:00pm | The Strathallan Hotel
550 East Ave, Rochester, NY 14607**



ABOUT THE INSTRUCTOR

Brad Knowles has over 10 years of experience with Keller Williams Realty as an Agent, ALC Member, Team Leader, MAPS Leadership Coach, and Keller Williams University Instructor. Brad, a father of three, is currently a MAPS coach for Leadership throughout the US and Canada. Having lead real estate offices in multiple states, as well as coaching top Team Leaders across North America, Brad brings an unique perspective and passion to the classes he teaches.

For questions on this and any other course through Knowles Development, please contact:
Daniel Edwards | training@knowlesdevelopment.com

IGNITE @ NITE

LAUNCHES MAY 23

Wednesday & Thursday Nights
6 pm



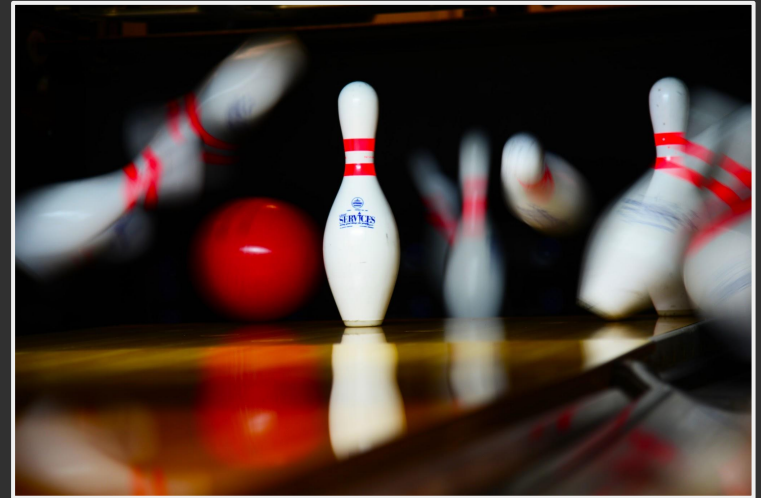
BOWLING FOR RPAC

THURSDAY, MAY 3

6 PM / Spare Time, Latham

\$25 per person

Email frontdesk762@kw.com
to register!



MAY CALENDAR

Offices will be closed for

RED DAY

Thursday, May 10

Join us for our annual

**Memorial Day
Cookout**

@ the Market Center
May 25

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
30 9 - 12 Ignite: Negotiate the Deal	1 MAY 9 - 12 Ignite: Close the Deal with Karen DeAngelus 12 - 1 MLS Collab Center Training 1-3 KW Mobile Tech 3:30 - 4:30 Make Your Database Great Again!	2 MAY 9 - 12 Ignite: Blast Off 2:30 KWConnect LIVE: Kelle & Referrals w/Kristen Cole 6-7 Dual Career Coaching	3 MAY RPAC Bowling Night	4 MAY 1-4 Market Center Orientation 4:00 KWConnect LIVE: Keller Cloud Updates & FAQs
7 11-12:30 ALC Meeting 1-2 Foundation Group Coaching	8 10-11:30 Dotloop 101 11:30-12:30 Dotloop 201 2-4 pm Contracts: Listing & Buyer-Broker Agreement 4:00 KWConnect LIVE: Kelle & Referrals	9 12-1:30 Market Stats Update 1-2 Concentration Group Coaching	10 REDDAY renew energize donate	11 4:00 KWConnect LIVE: Keller Cloud Updates & FAQs
14 1-2 Foundation Group Coaching 1-3 Profit Share	15 COACHING SKILLS CAMP	16 COACHING SKILLS CAMP 1-2 Concentration Group Coaching 6-7 Dual Career Coaching	17 COACHING SKILLS CAMP	18 COACHING SKILLS CAMP
21 9-12 Ignite Your Business 1-2 Foundation Group Coaching 2-4 pm Contracts: Purchase & Sale Agreement	22 11-1 Buyer Consult Clinic 1-2 KWLS 3-4 KW Referrals HRHHH	23 9-12 Ignite: Build Your Business 10-11 Concentration Group Coaching 12-1:30 Office Meeting 5:30 - 7 Career Night 6-9 Ignite Your Business	24 11-12 MLS Collab Center 12-1:30 Flood Lunch & Learn 6-8 Ignite: Find & Build Your Business	25 9-12 Ignite: Find Your Business Memorial Day Cookout
28 MEMORIAL DAY OFFICE CLOSED	29 9-12 Ignite: Win the Seller 1-3 Rock Your Website	30 9-12 Ignite: Price to Sell 1-5 Win-Win Negotiations 6-7 Dual Career Coaching 6-8 Ignite: Win the Seller	31 11:30 - 1 Financial Planning Lunch & Learn w/Tambra Estill 2-4 Achieve Your Goals with Timeblocking 6-8 pm Contracts: Purchase & Sale Agreement	1 JUNE 9-12 Ignite: Sell Your Listing

MEGA CAMP

August 14-17, 2018
Austin, TX

MCA CORNER

MARKET CENTER ADMINISTRATOR MATT KUPIEC

(518) 724-5822

GREENSHEETS - DO THEM!

DOTLOOP REMINDERS

Enter anticipated closing date

Separate folder for listing and purchase

ON-CALL CALENDAR sign up after the meeting

MCA CORNER

MARKET CENTER ADMINISTRATOR MATT KUPIEC

(518) 724-5822

Please email escrow cancellation & releases
to: klrw762@kw.com AND
frontdesk762@kw.com

NYS Agency Disclosure

- PLEASE fill in your name & brokerage
- ONE agent's name listed on form

ESCROW PROCESS

5. PURCHASE PRICE

The purchase price is Two hundred twenty five thousand DOLLARS
(\$ 225,000). The Purchaser shall pay the purchase price as follows:

- A. \$ 5,000 deposit **with this contract** and held pursuant to paragraph 16 herein
- B. \$ _____ additional deposit on _____
- C. \$ 220,000 in cash, certified check, bank draft or attorney escrow account check at closing
- D. \$ _____

ESCROW PROCESS

5. PURCHASE PRICE

The purchase price is Two hundred twenty five thousand DOLLARS
(\$ 225,000). The Purchaser shall pay the purchase price as follows:

- A. \$ _____ deposit with this contract and held pursuant to paragraph 16 herein
- B. \$ 5,000 additional deposit on Attorney approval
- C. \$ 220,000 in cash, certified check, bank draft or attorney escrow account check at closing
- D. \$ _____

ESCROW PROCESS

16. DEPOSITS

It is agreed that any deposits by the Purchaser are to be deposited with the Listing Broker at Pioneer Savings Bank as part of the purchase price. If the Seller does not accept the Purchaser's offer, all deposits shall be returned to Purchaser. If the offer is accepted by the Seller, all deposits will be held in escrow by the Listing Broker and deposited into the Listing Broker's escrow account in the institution identified above, until the contingencies and terms have been met. The Purchaser will receive credit on the total amount of the deposit toward the purchase price. Broker shall then apply the total deposit to the brokerage fee. Any excess of deposit over and above the fee earned will go to the Seller. If the contingencies and terms contained herein cannot be resolved, or in the event of default by the Seller or the Purchaser, the deposits will be held by the Broker pending a resolution of the disposition of the deposits.

If the broker holding the deposit determines, in its sole discretion, that sufficient progress is not being made toward a resolution of the dispute that broker may commence an interpleader action and pay the deposit monies into Supreme court of the county where the property is located. The Broker's reasonable costs and expenses, including attorney's fees, shall be paid from the deposit upon the resolution of the interpleader action and the remaining net proceeds of the deposit shall be disbursed to the prevailing claimant. In the event the deposit is insufficient to cover the broker's entitlement, the non-prevailing party shall pay the remaining balance.

ADVERTISING

Send all proofs **BEFORE** ordering to:
kwcdmarketing@gmail.com

See: [Advertising Guidelines](#) on NYSAR website



SCOTT LE ROY MARKETING

SIMPLIFYING THE COMPLICATED

AND DOING IT FOR YOU!

- Set up KW email forwarding
- Set up Open House info in KWLS to syndicate to websites
 - 100% myKW profile completion
 - IMPORT DATABASE/ Top Producer contacts
 - Export eEdge contacts
 - Shared access in eEdge (for teams)
 - Add testimonials
 - Sync MC calendar to Google calendar

ScottLeRoyMarketing.com

MAKE YOUR BUYER'S OFFER STAND OUT IN A COMPETITIVE SITUATION



Advances in technology as well as our refined mortgage process, we can deliver commitments in

15 DAYS
AND CLOSE IN
30 DAYS

* from date of application

- *Not applicable for: SONYMA, VA, Portfolio, 203k Loans*
- *Seller's attorney must commence abstract and survey at time of the attorney approval.*

If your borrower is pre-qualified with Premium, your Loan Officer will include the approval for the 15/30 program in their pre-qualification letter.



You cannot control what happens to you, but you can control your attitude toward what happens to you, and in that, you will be mastering change rather than allowing it to master you.

- Brian Tracy