

Market Momentum

Dutchess County Single Family **Detached**

<u>List Price Range</u>	<u>Total Active on 1/18/2020</u>	<u>Total Under Contract on 1/18/2020</u>	<u>Total Sold 1/1/2019-12/31/2019</u>	<u>Total Sold 1/1/2018-12/31/2018</u>	<u>Avg Sales/Month</u>	<u># of Month's Supply of Inventory</u>	<u>% Change Sold 2019 v. 2018</u>
\$0-\$300,000	287	154	1,265	1,395	105.4	2.7	-9%
\$300,000-\$350,000	104	96	403	337	34.4	3.0	23%
\$350,000-\$400,000	90	82	264	291	22.0	4.1	-9%
\$400,000-\$450,000	46	29	193	148	16.1	2.9	30%
\$450,000-\$500,000	71	41	122	118	10.2	7.0	3%
\$500,000-\$550,000	36	18	74	99	6.2	5.8	-25%
\$550,000-\$600,000	56	10	72	76	6.0	9.3	-5%
\$600,000-\$650,000	32	13	48	48	4.0	8.0	0%
\$650,000-\$700,000	26	9	32	35	2.7	9.8	-9%
\$700,000-\$750,000	25	3	19	18	1.6	15.8	6%
\$750,000-\$800,000	12	1	15	11	1.3	9.6	36%
\$800,000-\$900,000	20	0	20	26	1.7	12.0	-23%
\$900,000-\$1,000,000	19	1	10	14	0.8	22.8	-29%
\$1,000,000 - \$1,250,000	23	0	9	5	0.8	30.7	80%
\$1,250,000 - over	96	4	16	21	1.3	72.0	-24%
TOTAL	943	411	2,572	2,642	214.3	4.4	-3%

\$0-\$450,000: Sweet Spot with inventory issues in \$0-\$300,000 and \$350,000-\$400,000. Highly favorable absorption.

\$450,000-500,000 - Increased volume, decreased sales. Absorption rate one month shy of unfavorable.

\$500,000-\$550,000: Inventory decrease from 2018. Acceptable absorption.

\$550,000+ Saturation/Unfavorable Absorption 8+ months)

Healthy (36%) sales increase in \$750-800K but absorption and volume remain unfavorable.

As categorized in MLS*:

<u>Active</u>	<u>Under Contract</u>
Active	Contingent
Continue to Show	Pending
New	
Price Change	<u>Sold</u>
Extended	Sold

Source: Mid Hudson MLS- sales not reported in MLS are not included

Last update: 1/2020

Produced by: Sandi Park
 Associate Broker
 New Homes and Land Specialist
 Berkshire Hathaway
 914-522-6282

Market Momentum

Dutchess County Single Family **Attached**

<u>List Price Range</u>	<u>Total Active on 1/18/2020</u>	<u>Total Under Contract on 1/18/2020</u>	<u>Total Sold 1/1/2019-12/31/2019</u>	<u>Total Sold 1/1/2018-12/31/2018</u>	<u>Avg Sales/Month</u>	<u># of Month's Supply of Inventory</u>	<u>% Change Sold 2019 v. 2018</u>
\$0-\$300,000	48	56	408	416	34	1.4	-2%
\$300,000-\$350,000	9	2	51	38	4.3	2.1	55%
\$350,000-\$400,000	17	13	39	34	3.3	5.2	15%
\$400,000-\$450,000	17	13	26	18	2.2	7.8	44%
\$450,000-\$500,000	7	2	6	17	0.5	14.0	-65%
\$500,000-\$550,000	3	1	8	8	0.7	4.5	0%
\$550,000-\$600,000	4	0	5	1	0.4	9.6	400%
\$600,000-\$650,000	2	0	1	0	0.1	24.0	no sales 2018
\$650,000-\$749,000	0	0	0	0	0.0	no sales 2018 & 2019	no sales 2018 & 2019
\$749,000+. **	4	1	0	1	0.0	no sales 2019	-100%
TOTAL	111	88	544	528	45.3	2.4	3%

\$0-\$300,000 - Sales decrease 2018 to 2019: Lack of inventory with push above the \$300K price point. Note jump in solds in \$300,000-\$350,000 price point.

Sweet Spot: \$300-450K - year to year sales increase. 34 active in January and 26 in contract in the \$350-450K indicates strong start for this price range along with under \$300K.

\$500-550K -Not a sweet spot in volume but stable and consistent with respectable absorption.

8+ months inventory: Saturation/Unfavorable Absorption.

As categorized in MLS*:

<u>Active</u>	<u>Under Contract</u>
Active	Contingent
Continue to Show	Pending
New	
Price Change	Sold
Extended	Sold

All 650K+ Single Family ATTACHED sales in the County for 2019 as reflected in Mid Hudson MLS were in Beacon.

*Source: Mid Hudson MLS - sales not reported in the MLS are not included.

Last update: 1/2020

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Market Momentum

Dutchess County

Financing	SF	Condo	Res Total
Assume	218	18	236
Cash	33946	1811	35757
Conv	35491	1691	37182
FHA	14932	514	15446
Other	4788	251	5039
Seller	407	82	489
VA	10302	313	10615

Price Range	Average Sale - 2018	Average Sale - 2019
\$300-350,000	\$325,767	\$327,723
\$350-400,000	\$373,778	\$376,314
\$400-450,000	\$424,156	\$427,781
\$450-500,000	\$473,566	\$477,923
\$500-550,000	\$524,207	\$528,990
\$550-600,000	\$577,751	\$579,696
\$600-650,000	\$623,298	\$627,321
\$650-700,000	\$673,697	\$677,715
\$700-750,000	\$719,290	\$732,996
\$750-800,000	\$769,739	\$778,024
\$800-900,000	\$849,268	\$857,029
\$900-1,000,000	\$949,770	\$964,565
\$1,000,000-1,250,000	\$1,137,681	\$1,160,631
\$1,250,000 plus	\$2,609,961	\$2,542,348

Source: Mid Hudson MLS
 Last update: 1/2020

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Market Momentum

Beacon Single Family Detached

List Price Range	Total Active on 1/21/2020	Total Under Contract on 1/21/2020		Total Sold 1/1/2019-12/31/2019	Total Sold 1/1/2018-12/31/2018	Avg Sales/Month	# of Month's Supply of Inventory	% Change Sold 2019 v. 2018
		Contract	Total					
\$0-\$300,000	27	21	44	121	106	2.3	17%	
\$300,000-\$350,000	8	5	32	29	27	3.0	10%	
\$350,000-\$400,000	3	4	16	27	1.3	2.3	-41%	
\$400,000-\$450,000	3	3	22	10	0.8	1.6	120%	
\$450,000-\$500,000	3	2	11	10	0.9	3.3	10%	
\$500,000-\$550,000	2	3	3	5	0.3	8.0	-40%	
\$550,000-\$600,000	1	1	2	3	0.2	6.0	-33%	
\$600,000-\$650,000	0	1	3	4	0.3	0.0	-25%	
\$650,000-\$700,000	0	1	2	0	0.2	0.0	no sales 2018	
\$700,000-\$750,000	1	0	3	1	0.3	4.0	200%	
\$750,000-\$800,000	0	0	3	0	0.3	0.0	no sales 2018	
\$800,000-\$900,000	0	0	0	2	0.0	no sales 2019	-100%	
\$900,000-\$1,000,000	0	0	2	0	0.2	0.0	no sales 2018	
\$1,000,000 - over	1	0	0	0	0.0	no sales 2018 & 2019	no sales 2018 & 2019	
TOTAL	49	41	240	212	20.0	2.5	13%	

Sweet spot: \$0-450,000

\$700-750K enjoyed a 200% increase year to year with favorable absorption but lack of volume.

Dramatic volume drop \$500,000 plus. \$500,000-550,000 absorption not favorable.

As categorized in MLS*:

<u>Active</u>	<u>Under Contract</u>
Active	Contingent
Continue to Show	Pending
New	
Price Change	<u>Sold</u>
Extended	Sold

* The high level of off-market sales for **Beacon SF Attached** skews analysis beyond relevance. Analysis for that segment has not been included.

*Source: Mid Hudson MLS

Last update: 1/2020

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Market Momentum

Town of Beekman SF Detached

<u>List Price Range</u>	<u>Total Active on 2/1/2020</u>	<u>Total Under Contract on 2/1/2020</u>	<u>Total Sold 1/1/2019-12/31/2019</u>	<u>Total Sold 1/1/2018-12/31/2018</u>	<u>Avg Sales/Month</u>	<u># of Month's Supply of Inventory</u>	<u>% Change Sold 2019 v. 2018</u>
\$0-\$300,000	17	11	68	89	4.6	2.8	-24%
\$300,000-\$350,000	3	4	49	25	4.1	0.7	96%
\$350,000-\$400,000	11	4	28	19	2.3	4.7	47%
\$400,000-\$450,000	7	1	14	12	1.2	6.0	17%
\$450,000-\$500,000	9	0	11	14	0.9	9.8	-21%
\$500,000-\$550,000	6	1	11	11	0.9	6.5	0%
\$550,000-\$600,000	7	0	6	7	0.5	14.0	-14%
\$600,000-\$650,000	0	0	3	5	0.3	0.0	-40%
\$650,000-\$700,000	2	0	3	3	0.3	8.0	200%
\$700,000-\$750,000	3	0	1	1	0.1	36.0	0%
\$750,000-\$800,000	2	0	1	2	0.1	24.0	-50%
\$800,000-\$900,000	0	0	0	2	0.0	No Sales 2019	-100%
\$900,000-\$1,000,000	2	0	1	0	0.1	24.0	No Sales 2018 & 2019
\$1,000,000 - over	0	0	0	0	0.0	No Sales 2018 & 2019	No Sales 2018 & 2019
TOTAL	69	21	196	190	16.3	4.2	3%

Sweet Spot: \$0-\$450,000. Inventory squeeze below \$300,000 in 2019.

\$400,000-\$450,000 and \$500,000-\$550,000: Not as much volume, but reasonable absorption.

8+ months inventory or no sales: Saturation/Unfavorable Absorption.

As categorized in MLS*:

<u>Active</u>	<u>Under Contract</u>
Active	Contingent
Continue to Show	Pending
New	
Price Change	Sold
Extended	Sold

*Source: Mid Hudson MLS

Last update: 1/2020

Produced by: Sandi Park
 Associate Broker
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Market Momentum

East Fishkill SF Detached

<u>List Price Range</u>	<u>Total Active on 2/1/2020</u>	<u>Total Under Contract on 2/1/2020</u>	<u>Total Sold 1/1/2019-12/31/2019</u>	<u>Total Sold 1/1/2018-12/31/2018</u>	<u>Avg Sales/Month</u>	<u># of Month's Supply of Inventory</u>	<u>% Change Sold 2019 v. 2018</u>
\$0-\$300,000	16	3	88	88	4.6	2.8	-6%
\$300,000-\$350,000	6	8	41	59	3.4	1.8	-31%
\$350,000-\$400,000	13	7	51	55	4.3	3.1	-7%
\$400,000-\$450,000	6	4	41	80	3.4	1.8	37%
\$450,000-\$500,000	7	3	25	42	2.1	3.4	-40%
\$500,000-\$550,000	7	7	20	34	1.7	4.2	-41%
\$550,000-\$600,000	18	7	28	25	2.3	7.7	12%
\$600,000-\$650,000	4	8	12	14	1.0	4.0	-14%
\$650,000-\$700,000	7	6	10	15	0.8	8.4	-33%
\$700,000-\$750,000	5	2	4	7	0.3	15.0	-43%
\$750,000-\$800,000	0	0	2	2	0.2	0.0	0%
\$800,000-\$900,000	2	0	0	4	0.0	No Sales 2019	-100%
\$900,000-\$1,000,000	0	0	2	0	0.2	0.0	No Sales 2018
\$1,000,000 - over	2	0	1	0	0.1	24	No Sales 2018
TOTAL	93	55	320	375	26.7	3.5	-15%

Sweet Spot: \$0-\$550,000. Highly favorable absorption rates but inventory squeeze with exception of \$400,000-\$450,000, up 87% from 2018.

\$550,000-600,000 absorption rate not reaching favorable absorption limits. \$600,000-\$650,000 - favorable absorption but lower volume.

8+ months inventory or no sales: Saturation/Unfavorable Absorption.

As categorized in MLS*:

<u>Active</u>	<u>Under Contract</u>
Active	Contingent
Continue to Show	Pending
New	
Price Change	<u>Sold</u>
Extended	Sold

*Source: Mid Hudson MLS

Last update: 1/2020

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 Associate Broker
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 Berkshire Hathaway
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Market Momentum

Hyde Park Single Family Detached

List Price Range	Total Active on 1/19/2020	Total Under Contract on 1/19/2020	Total Sold 1/1/2019-12/31/2019	Total Sold 1/1/2018-12/31/2018	Avg Sales/Month	# of Month's Supply of Inventory	% Change Sold 2019 v. 2018
	1/19/2020	1/19/2020	12/31/2019	12/31/2018			2018
\$0-\$300,000	39	18	42	51	4.6	2.8	-6%
\$300,000-\$350,000	6	3	18	9	1.1	5.5	44%
\$350,000-\$400,000	2	1	10	4	0.8	2.4	150%
\$400,000-\$450,000	1	0	2	2	0.2	6.0	0%
\$450,000-\$500,000	2	1	1	1	0.1	24.0	0%
\$500,000-\$550,000	4	0	1	2	0.1	48.0	-50%
\$550,000-\$600,000	0	0	0	1	0.0	No Sales 2019	-100%
\$600,000-\$650,000	1	0	0	1	0.0	No Sales 2019	-100%
\$650,000-\$700,000	0	0	0	0	0.0	No Sales 2018 & 2019	No Sales 2018 & 2019
\$700,000-\$750,000	0	0	0	0	0.0	No Sales 2018 and 2019	No Sales 2018 & 2019
\$750,000-\$800,000	0	0	1	0	0.1	0.0	No Sales 2018
\$800,000-\$900,000	0	0	0	1	0.0	No Sales 2019	-100%
\$900,000-\$1,000,000	1	0	0	2	0.0	No Sales 2019	-100%
\$1,000,000 - over	1	1	1	0	0.1	12.0	No Sales 2018
TOTAL	57	24	171	174	14.3	4.0	-2%

\$0-400,000 - best performance

\$400-\$450,000: Low volume with acceptable, but less than ideal absorption rate.

8+ months inventory or no sales: saturation/unfavorable absorption.

As categorized in MLS*:

Active

Active
Continue to Show
New
Price Change
Extended

Under Contract

Contingent
Pending
Sold

*Source: Mid Hudson MLS

Last update: 1/2020

Produced by: Sandi Park
Associate Broker
New Homes and Land Specialist
Berkshire Hathaway
914-522-6282

Market Momentum

Town of LaGrange SF Detached

<u>List Price Range</u>	<u>Total Active on 2/1/2020</u>	<u>Total Under Contract on 2/1/2020</u>	<u>Total Sold 1/1/2019-12/31/2019</u>	<u>Total Sold 1/1/2018-12/31/2018</u>	<u>Avg Sales/Month</u>	<u># of Month's Supply of Inventory</u>	<u>% Change Sold 2019 v. 2018</u>
\$0-\$300,000	17	11	68	89	4.6	2.8	-24%
\$300,000-\$350,000	3	4	49	25	4.1	0.7	96%
\$350,000-\$400,000	11	4	28	19	2.3	4.7	47%
\$400,000-\$450,000	7	1	14	12	1.2	6.0	17%
\$450,000-\$500,000	9	0	11	14	0.9	9.8	-21%
\$500,000-\$550,000	6	1	11	11	0.9	6.5	0%
\$550,000-\$600,000	7	0	6	7	0.5	14.0	-14%
\$600,000-\$650,000	0	0	3	5	0.3	0.0	-40%
\$650,000-\$700,000	2	0	3	3	0.3	8.0	200%
\$700,000-\$750,000	3	0	1	1	0.1	36.0	0%
\$750,000-\$800,000	2	0	1	2	0.1	24.0	-50%
\$800,000-\$900,000	0	0	0	2	0.0	No Sales 2019	-100%
\$900,000-\$1,000,000	2	0	1	0	0.1	24.0	No Sales 2018 & 2019
\$1,000,000 - over	0	0	0	0	0.0	No Sales 2018 & 2019	No Sales 2018 & 2019
TOTAL	69	21	196	190	16.3	4.2	3%

Sweet Spot: \$0-\$400,000. Inventory squeeze below \$300,000 in 2019.

\$400,000-\$450,000 and \$500,000-\$550,000: Not as much volume with acceptable, but less than ideal, absorption.

8+ months inventory or no sales: Saturation/Unfavorable Absorption.

As categorized in MLS*:

<u>Active</u>	<u>Under Contract</u>
Active	Contingent
Continue to Show	Pending
New	
Price Change	Sold
Extended	Sold

*Source: Mid Hudson MLS

Last update: 1/2020

Produced by: Sandi Park
 Associate Broker
 New Homes and Land Specialist
 Berkshire Hathaway
 914-522-6282

Market Momentum

Pleasant Valley Single Family Detached

<u>List Price Range</u>	<u>Total Active on 1/19/2020</u>	<u>Total Under Contract on 1/19/2020</u>	<u>Total Sold 1/1/2019-12/31/2019</u>	<u>Total Sold 1/1/2018-12/31/2018</u>	<u>Avg Sales/Month</u>	<u># of Month's Supply of Inventory</u>	<u>% Change Sold 2019 v. 2018</u>
\$0-\$300,000	13	6	55	68	4.6	2.8	-13%
\$300,000-\$350,000	7	1	15	10	1.3	5.6	50%
\$350,000-\$400,000	4	4	10	14	0.8	4.8	-29%
\$400,000-\$450,000	3	2	4	2	0.3	9.0	100%
\$450,000-\$500,000	3	0	4	3	0.3	9.0	33%
\$500,000-\$550,000	2	0	1	1	0.1	24.0	0%
\$550,000-\$600,000	2	0	0	1	0.0	No Sales 2019	-100%
\$600,000-\$650,000	2	0	0	0	0.0	No Sales 2018 & 2019	No Sales 2018 & 2019
\$650,000-\$700,000	2	0	1	0	0.1	24.0	No sale 2018
\$700,000-\$750,000	1	0	1	0	0.1	12.0	No sale 2018
\$750,000-\$800,000	1	0	0	0	0.0	No Sales 2018 & 2019	No Sales 2018 & 2019
\$800,000-\$900,000	1	0	0	1	0.0	No Sales 2019	-100%
\$900,000-\$1,000,000	0	0	1	1	0.1	0.0	0%
\$1,000,000 - over	5	0	1	1	0.1	60.0	0%
TOTAL	46	13	93	97	7.8	5.9	-4%

Sweet Spot: \$0-\$400,000. Inventory slips in 2019 compared to 2018.

\$400,000-\$500,000: sales increase but low volume and unfavorable absorption rates.

Unfavorable inventory and absorption

As categorized in MLS*:

<u>Active</u>	<u>Under Contract</u>
Active	Contingent
Continue to Show	Pending
New	
Price Change	<u>Sold</u>
Extended	Sold

*Source: Mid Hudson MLS

Last update: 1/2020

Produced by: Sandi Park
 Associate Broker
 New Homes and Land Specialist
 Berkshire Hathaway
 914-522-6282

Market Momentum

Town of Rhinebeck Single Family Detached

<u>List Price Range</u>	<u>Total Active on 1/24/2020</u>	<u>Total Under Contract on 1/24/2020</u>	<u>Total Sold 1/1/2019-12/31/2019</u>	<u>Total Sold 1/1/2018-12/31/2018</u>	<u>Avg Sales/Month</u>	<u># of Month's Supply of Inventory</u>	<u>% Change Sold 2019 v. 2018</u>
\$0-\$300,000	5	1	10	10	4.6	2.8	0%
\$300,000-\$350,000	2	2	43	36	3.6	0.6	19%
\$350,000-\$400,000	6	0	4	4	0.3	18.0	0%
\$400,000-\$450,000	1	0	9	7	0.8	1.3	29%
\$450,000-\$500,000	1	0	7	5	0.6	1.7	40%
\$500,000-\$550,000	0	0	1	3	0.1	0.0	-67%
\$550,000-\$600,000	3	0	0	2	0.0	No Sales 2019	-100%
\$600,000-\$650,000	2	0	5	2	0.4	4.8	150%
\$650,000-\$700,000	1	0	4	2	0.3	9.0	300%
\$700,000-\$750,000	1	0	1	3	0.1	12.0	-67%
\$750,000-\$800,000	2	0	1	0	0.1	24.0	No Sales 2018
\$800,000-\$900,000	7	0	3	1	0.3	28.0	200%
\$900,000-\$1,000,000	0	0	1	0	0.1	0.0	No Sales 2018
\$1,000,000 - over	15	0	4	4	0.3	45.0	0%
TOTAL	46	3	93	79	7.8	5.9	18%

Better Performance

8+ months inventory or no sales: Saturation/Unfavorable Absorption.

As categorized in MLS*:

<u>Active</u>	<u>Under Contract</u>
Active	Contingent
Continue to Show	Pending
New	
Price Change	<u>Sold</u>
Extended	Sold

*Source: Mid Hudson MLS

Last update: 1/2020

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 Associate Broker
 New Homes and Land Specialist
 Berkshire Hathaway
 914-522-6282

Market Momentum

Town of Rhinebeck Single Family ATTACHED

List Price Range	Total Active on 1/24/2020	Total Under Contract on 1/24/2020	Total Sold 1/1/2019-12/31/2019	Total Sold 1/1/2018-12/31/2018	Avg Sales/Month	# of Month's Supply of Inventory	% Change Sold 2019 v. 2018
	1/24/2020	1/24/2020	12/31/2019	12/31/2018			2018
\$0-\$300,000	0	0	3	2	4.6	2.8	50%
\$300,000-\$350,000	0	0	2	1	0.2	0.0	100%
\$350,000-\$400,000	0	1	4	5	0.8	0.0	-20%
\$400,000-\$450,000	2	0	0	1	0.0	No Sales 2019	-100%
\$450,000-\$500,000	0	0	0	1	0.0	No Sales 2018	-100%
\$500,000-\$550,000	0	0	0	0	0.0	No Sales 2018 & 2019	No Sales 2018 & 2019
\$550,000-\$600,000	0	0	0	0	0.0	No Sales 2019	No Sales 2018 & 2019
\$600,000-\$650,000	1	0	0	0	0.0	No Sales 2018 & 2019	No Sales 2018 & 2019
\$650,000-\$700,000	0	0	0	0	0.0	No Sales 2018 & 2019	No Sales 2018 & 2019
\$700,000-\$750,000	0	0	0	0	0.0	No Sales 2018 & 2019	No Sales 2018 & 2019
\$750,000-\$800,000	0	0	0	0	0.0	No Sales 2018 & 2019	No Sales 2018 & 2019
\$800,000-\$900,000	0	0	0	0	0.0	No Sales 2018 & 2019	No Sales 2018 & 2019
\$900,000-\$1,000,000	0	0	0	0	0.0	No Sales 2018 & 2019	No Sales 2018 & 2019
\$1,000,000- over	0	0	0	0	0.0	No Sales 2018 & 2019	No Sales 2018 & 2019
TOTAL	3	1	9	10	0.8	4.0	-10%

Sweet Spot: \$250,000-\$400,000

Unfavorable Absorption

***Numbers are skewed as The Gardens @ Rhinebeck Phase III is generally not represented in the MLS**

As categorized in MLS*:

<u>Active</u>	<u>Under Contract</u>
Active	Contingent
Continue to Show	Pending
New	
Price Change	<u>Sold</u>
Extended	Sold

*Source: Mid Hudson MLS

Last update: 1/2020

Produced by: Sandi Park
 Associate Broker
 New Homes and Land Specialist
 Berkshire Hathaway
 914-522-6282

Market Momentum

Village of Rhinebeck Single Family DETACHED

<u>List Price Range</u>	<u>Total Active on 2/1/2020</u>	<u>Total Under Contract on 2/1/2020</u>	<u>Total Sold 1/1/2019-12/31/2019</u>	<u>Total Sold 1/1/2018-12/31/2018</u>	<u>Avg Sales/Month</u>	<u># of Month's Supply of Inventory</u>	<u>% Change Sold 2019 v. 2018</u>
\$0-\$300,000	0	0	4	4	4.6	0	0%
\$300,000-\$350,000	1	0	1	2	0.1	12.0	-50%
\$350,000-\$400,000	1	0	0	2	0.0	No Sales 2019	-100%
\$400,000-\$450,000	1	0	2	1	0.2	6.0	100%
\$450,000-\$500,000	1	0	3	1	0.3	4.0	200%
\$500,000-\$550,000	0	0	2	2	0.2	0.0	0.0
\$550,000-\$600,000	1	1	0	0	0.0	No Sales 2018 &2019	No Sales 2018 &2019
\$600,000-\$650,000	0	0	1	1	0.1	0.0	0.0
\$650,000-\$700,000	0	0	1	3	0.1	0.0	-0.7
\$700,000-\$750,000	0	0	0	2	0.0	No Sales 2019	-1.0
\$750,000-\$800,000	0	0	2	0	0.2	0.0	No Sales 2018
\$800,000-\$900,000	0	0	1	0	0.1	0.0	No Sales 2018
\$900,000-\$1,000,000	0	0	0	1	0.0	No Sales 2019	-1.0
\$1,000,000 - over	3	0	1	1	0.1	36.0	0.0
TOTAL	8	1	18	20	1.5	5.3	-10%

Tight inventory.

As categorized in MLS*:

<u>Active</u>	<u>Under Contract</u>
Active	Contingent
Continue to Show	Pending
New	
Price Change	<u>Sold</u>
Extended	Sold

*Source: Mid Hudson MLS

Last update: 1/2020

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 Berkshire Hathaway
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Market Momentum

Village of Rhinebeck Single Family ATTACHED

<u>List Price Range</u>	<u>Total Active on 1/24/2020</u>	<u>Total Under Contract on 1/24/2020</u>	<u>Total Sold 1/1/2019-12/31/2019</u>	<u>Total Sold 1/1/2018-12/31/2018</u>	<u>Avg Sales/Month</u>	<u># of Month's Supply of Inventory</u>	<u>% Change Sold 2019 v. 2018</u>
\$0-\$300,000	0	0	0	3	4.6	2.8	-100%
\$300,000-\$350,000	1	0	4	0	0.8	3.0	No Sales 2018
\$350,000-\$400,000	0	1	3	1	0.3	10.0	200%
\$400,000-\$450,000	0	0	0	0	0.0	No Sales 2018 & 2019	No Sales 2018 & 2019
\$450,000-\$500,000	0	0	0	0	0.0	No Sales 2018 & 2019	No Sales 2018 & 2019
\$500,000-\$550,000	0	0	0	0	0.0	No Sales 2018 & 2019	No Sales 2018 & 2019
\$550,000-\$600,000	0	0	0	0	0.0	No Sales 2018 & 2019	No Sales 2018 & 2019
\$600,000-\$650,000	0	0	0	0	0.0	No Sales 2018 & 2019	No Sales 2018 & 2019
\$650,000-\$700,000	0	0	0	0	0.0	No Sales 2018 & 2019	No Sales 2018 & 2019
\$700,000-\$750,000	0	0	0	0	0.0	No Sales 2018 & 2019	No Sales 2018 & 2019
\$750,000-\$800,000	0	0	0	0	0.0	No Sales 2018 & 2019	No Sales 2018 & 2019
\$800,000-\$900,000	0	0	0	0	0.0	No Sales 2018 & 2019	No Sales 2018 & 2019
\$900,000-\$1,000,000	0	0	0	0	0.0	No Sales 2018 & 2019	No Sales 2018 & 2019
\$1,000,000 - over	0	0	0	0	0.0	No Sales 2018 & 2019	No Sales 2018 & 2019
TOTAL	1	1	7	4	0.6	1.7	75%

Only sales: \$250,000-400,000

As categorized in MLS*:

<u>Active</u>	<u>Under Contract</u>
Active	Contingent
Continue to Show	Pending
New	
Price Change	<u>Sold</u>
Extended	Sold

*Source: Mid Hudson MLS

Last update: 1/2020

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Market Momentum

Town of Red Hook Single Family Detached

<u>List Price Range</u>	<u>Total Active on 2/1/2020</u>	<u>Total Under Contract on 2/1/2020</u>	<u>Total Sold 1/1/2019-12/31/2019</u>	<u>Total Sold 1/1/2018-12/31/2018</u>	<u>Avg Sales/Month</u>	<u># of Month's Supply of Inventory</u>	<u>% Change Sold 2019 v. 2018</u>
\$0-\$300,000	12	3	40	25	4.6	2.8	60%
\$300,000-\$350,000	4	1	11	10	0.9	4.4	10%
\$350,000-\$400,000	4	1	12	10	1.0	4.0	20%
\$400,000-\$450,000	2	0	10	2	0.8	2.4	400%
\$450,000-\$500,000	1	0	1	2	0.1	12.0	-50%
\$500,000-\$550,000	2	0	5	0	0.4	4.8	No Sales 2018
\$550,000-\$600,000	1	0	4	3	0.3	3.0	33%
\$600,000-\$650,000	0	0	1	2	0.1	0.0	-50%
\$650,000-\$700,000	2	0	1	0	0.1	24.0	No Sales 2018
\$700,000-\$750,000	3	0	1	2	0.1	36.0	-50%
\$750,000-\$800,000	1	0	0	0	0.0	No Sales 2019	No Sales 2018 & 2019
\$800,000-\$900,000	2	0	2	2	0.2	12.0	0%
\$900,000-\$1,000,000	2	0	1	0	0.1	24.0	No Sales 2018
\$1,000,000 - over	6	0	1	0	0.1	72.0	No Sales 2018
TOTAL	42	5	90	58	7.5	5.6	55%

\$0-450,000 performed well in inventory and absorption.

\$500,000-\$600,000: Lower volume, but favorable absorption rates indicate pent up demand.

Unfavorable absorption

As categorized in MLS*:

<u>Active</u>	<u>Under Contract</u>
Active	Contingent
Continue to Show	Pending
New	
Price Change	<u>Sold</u>
Extended	Sold

*Source: Mid Hudson MLS

Last update: 1/2020

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Market Momentum

Village of Red Hook Single Family Detached

<u>List Price Range</u>	<u>Total Active on 2/1/2020</u>	<u>Total Under Contract on 2/1/2020</u>	<u>Total Sold 1/1/2019-12/31/2019</u>	<u>Total Sold 1/1/2018-12/31/2018</u>	<u>Avg Sales/Month</u>	<u># of Month's Supply of Inventory</u>	<u>% Change Sold 2019 v. 2018</u>
\$0-\$300,000	4	1	8	2	4.6	2.8	300%
\$300,000-\$350,000	1	1	5	3	0.4	2.4	67%
\$350,000-\$400,000	0	1	0	0	0.0	No Sales 2018 & 2019	No Sales 2018 & 2019
\$400,000-\$450,000	0	0	0	0	0.0	No Sales 2018 & 2019	No Sales 2018 & 2019
\$450,000-\$500,000	0	0	0	0	0.0	No Sales 2018 & 2019	No Sales 2018 & 2019
\$500,000-\$550,000	0	0	0	0	0.0	No Sales 2018 & 2019	No Sales 2018 & 2019
\$550,000-\$600,000	1	0	0	0	0.0	No Sales 2018 & 2019	No Sales 2018 & 2019
\$600,000-\$650,000	0	0	0	0	0.0	No Sales 2018 & 2019	No Sales 2018 & 2019
\$650,000-\$700,000	0	0	0	0	0.0	No Sales 2018 & 2019	No Sales 2018 & 2019
\$700,000-\$750,000	0	0	0	0	0.0	No Sales 2018 & 2019	No Sales 2018 & 2019
\$750,000-\$800,000	0	0	0	0	0.0	No Sales 2018 & 2019	No Sales 2018 & 2019
\$800,000-\$900,000	0	0	0	0	0.0	No Sales 2018 & 2019	No Sales 2018 & 2019
\$900,000-\$1,000,000	0	0	0	0	0.0	No Sales 2018 & 2019	No Sales 2018 & 2019
\$1,000,000 - over	0	0	0	0	0.0	No Sales 2018 & 2019	No Sales 2018 & 2019
TOTAL	6	3	13	5	1.1	5.5	160%

Sweet Spot: \$0-350,000

As categorized in MLS*:

<u>Active</u>	<u>Under Contract</u>
Active	Contingent
Continue to Show	Pending
New	
Price Change	Sold
Extended	Sold

*Source: Mid Hudson MLS
Last update: 1/2020

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Market Momentum

Town of Red Hook Single Family Attached

List Price Range	Total Active on 2/1/2020	Total Under Contract on 2/1/2020	Total Sold 1/1/2019-12/31/2019	Total Sold 1/1/2018-12/31/2018	Avg Sales/Month	# of Month's Supply of Inventory	% Change Sold 2019 v. 2018
	2/1/2020	2/1/2020	12/31/2019	12/31/2018			2018
\$0-\$300,000	0	0	0	1	4.6	2.8	-100%
\$300,000-\$350,000	1	0	2	0	0.2	6.0	No sales 2018
\$350,000-\$400,000	1	0	0	1	0.0	No Sales 2019	-100%
\$400,000-\$450,000	0	1	0	0	0.0	No Sales 2018 & 2019	No sales 2018 & 2019
\$450,000-\$500,000	0	0	0	0	0.0	No Sales 2018 & 2019	No sales 2018 & 2019
\$500,000-\$550,000	0	0	0	0	0.0	No Sales 2018 & 2019	No sales 2018 & 2019
\$550,000-\$600,000	0	0	0	0	0.0	No Sales 2018 & 2019	No sales 2018 & 2019
\$600,000-\$650,000	0	0	0	0	0.0	No Sales 2018 & 2019	No sales 2018 & 2019
\$650,000-\$700,000	0	0	0	0	0.0	No Sales 2018 & 2019	No sales 2018 & 2019
\$700,000-\$750,000	0	0	0	0	0.0	No Sales 2018 & 2019	No sales 2018 & 2019
\$750,000-\$800,000	0	0	0	0	0.0	No Sales 2018 & 2019	No sales 2018 & 2019
\$800,000-\$900,000	0	0	0	0	0.0	No Sales 2018 & 2019	No sales 2018 & 2019
\$900,000-\$1,000,000	0	0	0	0	0.0	No Sales 2018 & 2019	No sales 2018 & 2019
\$1,000,000 - over	0	0	0	0	0.0	No Sales 2018 & 2019	No sales 2018 & 2019
TOTAL	2	1	2	2	0.2	No Sales 2018 & 2019	No sales 2018 & 2019

There are currently not enough sales in Town of Red Hook Single Family attached to share a relevant analysis except to ponder is it lack of demand or lack of inventory? There is a unit currently in contract that was listed for \$419,000 - higher than any single family attached sale over the past two years. Closed price could be an indicator.

As categorized in MLS*:

<u>Active</u>	<u>Under Contract</u>
Active	Contingent
Continue to Show	Pending
New	
Price Change	<u>Sold</u>
Extended	Sold

The current options for single family attached in the Town of Red Hook are The Fairways and Tradition at Red Hook. There are no single family attached options in the Village of Red Hook.

*Source: Mid Hudson MLS
Last update: 1/2020

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Market Momentum

Town of Wappingers SF Detached

<u>List Price Range</u>	<u>Total Active on 2/1/2020</u>	<u>Total Under Contract on 2/1/2020</u>	<u>Total Sold 1/1/2019-12/31/2019</u>	<u>Total Sold 1/1/2018-12/31/2018</u>	<u>Avg Sales/Month</u>	<u># of Month's Supply of Inventory</u>	<u>% Change Sold 2019 v. 2018</u>
\$0-\$300,000	18	12	80	102	4.6	2.8	-29%
\$300,000-\$350,000	5	8	56	44	4.7	1.1	27%
\$350,000-\$400,000	5	1	26	20	2.2	2.3	30%
\$400,000-\$450,000	3	2	13	9	1.1	2.8	44%
\$450,000-\$500,000	4	26	10	7	0.8	4.8	43%
\$500,000-\$550,000	1	2	4	15	0.3	3.0	-73%
\$550,000-\$600,000	0	0	6	10	0.5	0.0	-40%
\$600,000-\$650,000	4	2	2	5	0.2	24.0	-60%
\$650,000-\$700,000	1	1	1	0	0.1	12.0	No Sales 2019
\$700,000-\$750,000	1	0	1	0	0.1	12.0	No Sales 2018
\$750,000-\$800,000	0	0	0	1	0.0	No Sales 2019	-100%
\$800,000-\$900,000	1	0	0	0	0.0	No Sales 2018 & 2019	No Sales 2018 & 2019
\$900,000-\$1,000,000	1	0	0	3	0.0	No Sales 2018	No Sales 2018 & 2019
\$1,000,000 - over	3	0	0	0	0.0	No Sales 2018 & 2019	No Sales 2018 & 2019
TOTAL	47	54	199	226	16.6	2.8	-12%

Sweet Spot: Solid performer in \$300,000-\$500,000 range. Inventory squeeze below \$300,000 in 2019.

\$500,000-\$550,000: Ouch. Favorable absorption but down 73% in inventory.

8+ months inventory or no sales: Saturation/Unfavorable Absorption.

As categorized in MLS*:

<u>Active</u>	<u>Under Contract</u>
Active	Contingent
Continue to Show	Pending
New	
Price Change	Sold
Extended	Sold

*Source: Mid Hudson MLS

Last update: 1/2020

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