Market Momentum

City of Poughkeepsie, Single Famly Detached

List Price Range	Total Active on 11/5/2020	Total Under Contract on 11/5/2020	Total Sold 1/1/2020-11/5/2020	Total Sold 1/1/2019-11/5/2019	Avg Sales/Month	# of Month's Supply of Inventory	% Change Sold 2020 v. 2019*
$0-$300,000	28	28	104	113	10.4	2.6	-8%
$300,000-$350,000	2	10	19	16	1.9	0.2	19%
$350,000-$400,000	2	4	10	8	1.0	2.0	25%
$400,000-$450,000	1	2	3	1	0.3	3.3	200%
$450,000-$500,000	1	3	5	3	0.5	2.0	67%
$500,000-$550,000	1	0	0	0	0.0	No Sales 2019&2020	No Sales 2019&2020
$550,000-$600,000	1	1	1	3	0.1	10.0	-67%
$600,000-$650,000	0	0	0	0	0.0	No Sales 2019&2020	No Sales 2019&2020
$650,000-$700,000	0	0	1	1	0.1	0.0	0%
$700,000-$750,000	0	0	1	0	0.1	0.0	No Sales 2019
$750,000-$800,000	0	0	0	0	0.0	No Sales 2019&2020	No Sales 2019&2020
$800,000-$900,000	0	0	0	0	0.0	No Sales 2019&2020	No Sales 2019&2020
$900,000-$1,000,000	0	0	0	0	0.0	No Sales 2019&2020	No Sales 2019&2020
$1,000,000+	0	0	0	0	0.0	No Sales 2019&2020	No Sales 2019&2020
TOTAL	36	48	144	145	18.0	2.0	-1%

* Sold dates evaluated January 1-November 5, 2019 and January 1-November 5, 2020

Yellow = Inventory Squeeze and highly favorable absorption rates

Green = Sales jump in 2020 versus 2019 in these price points with exception of $650,000-$700,000 which was consistent with 2019. Highly favorable absorption rates.

Blue - Top residential resale in the City of Poughkeepsie in a decade. Listing agent: Sandra Park. Listing to contract - 30 days. Listing to sold - 60 days. 7 St. John's Pkwy.

Red = Inventory squeeze and unfavorable absorption rate with inventory squeeze

No fill = inconclusive data for analysis

Note on absorption rates: Absorption is the amount of time it takes for a home to absorb back into the market as sold. 0-5 months indicates a sellers market. 6 months a neutral market. 7-8 months is shifting to a buyers market. 8 months + generally indicates buyers market.

Active	Contingent
Continue to Show	Pending
New	
Price Change	**Sold**
Extended	Sold

Source: Mid Hudson MLS

Last update: 11/5/2020

Produced by: Sandi Park
Associate Real Estate Broker
Berkshire Hathaway Home Services
914-522-6282

Market Momentum

Town of Poughkeepsie, Single Famly Detached

List Price Range	Total Active on 11/18/2020	Total Under Contract on 11/18/2020	Total Sold 1/1/2020-11/18/2020	Total Sold 1/1/2019-11/18/2019	Avg Sales/Month	# of Month's Supply of Inventory	% Change Sold 2020 v. 2019*
$0-$300,000	38	64	169	248	16.9	2.6	-32%
$300,000-$350,000	18	24	62	68	6.2	1.1	-9%
$350,000-$400,000	43	40	37	29	3.7	11.6	28%
$400,000-$450,000	16	14	24	18	2.4	6.7	33%
$450,000-$500,000	10	3	10	3	1.0	10.0	233%
$500,000-$550,000	2	2	3	4	0.3	6.7	-25%
$550,000-$600,000	2	0	0	4	0.0	No Sales 2020	-100%
$600,000-$650,000	2	1	1	2	0.1	20.0	-50%
$650,000-$700,000	3	0	1	0	0.1	30.0	No Sales 2019
$700,000-$750,000	0	1	2	0	0.2	0.0	No Sales 2019
$750,000-$800,000	3	0	1	0	0.1	30.0	No Sales 2019
$800,000-$900,000	2	1	0	1	0.0	No Sales 2020	-100%
$900,000-$1,000,000	1	0	0	0	0.0	No Sales 2019&2020	No Sales 2019&2020
$1,000,000+	2	1	1	0	0.1	20.0	No Sales 2019
TOTAL	142	151	311	377	38.9	3.7	-18%

*** Sold dates evaluated January 1-November 18, 2019 and January 1-November 18, 2020**

Yellow = Inventory Squeeze with either highly favorable absorption rates $0-$350,000. $500,000-$550,000 absorption moving toward saturation (indicated w/blue) and $600,000-$650,000 with unfavorable absorption (indicated in red).

Green = Sales jump in 2020 versus 2019 and highly favorable absorption rates with exception of $350,000-$400,000 and $450,000-$500,000; which indicate saturation.

Red: Sales increase from 2019 with current levels of absorption unfavorable.

No color = inconclusive data available for meaningful analysis.

Note on absorption rates: Absorption is the amount of time it takes for a home to absorb back into the market as sold. 0-5 months indicates a sellers market. 6 months a neutral market. 7-8 months is shifting to a buyers market. 8 months + generally indicates buyers market.

Active
Continue to Show
New
Price Change
Extended

Contingent
Pending

Sold
Sold

**Source: Mid Hudson MLS*
Last update: 11/18/2020

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