Market Momentum

Town of Amenia, Single Famly Detached

List Price Range	Total Active on 11/19/2020	Total Under Contract on 11/19/2020	Total Sold 1/1/2020-11/19/2020	Total Sold 1/1/2019-11/19/2019	Avg Sales/Month	# of Month's Supply of Inventory	% Change Sold 2020 v. 2019*
$0-$300,000	11	5	16	15	1.6	2.6	7%
$300,000-$350,000	1	5	8	0	0.8	0.6	No Sales 2019
$350,000-$400,000	2	3	3	1	0.3	6.7	200%
$400,000-$450,000	2	1	1	2	0.1	20.0	-50%
$450,000-$500,000	1	0	0	0	0.0	No Sales 2019 & 2010	No Sales 2019 & 2020
$500,000-$550,000	0	1	0	1	0.0	No sales 2020	-100%
$550,000-$600,000	1	0	1	1	0.1	10.0	0%
$600,000-$650,000	0	0	0	0	0.0	No Sales 2019 & 2010	No Sales 2019 & 2020
$650,000-$700,000	1	0	0	1	0.0	No Sales 2020	-100%
$700,000-$750,000	1	0	1	1	0.1	10.0	0%
$750,000-$800,000	1	0	0	0	0.0	No Sales 2019 & 2010	No Sales 2019 & 2020
$800,000-$900,000	1	0	0	0	0.0	No Sales 2019 & 2010	No Sales 2019 & 2020
$900,000-$1,000,000	1	0	0	0	0.0	No Sales 2019 & 2010	No Sales 2019 & 2020
$1,000,000+	7	1	0	0	0.0	No Sales 2019 & 2010	No Sales 2019 & 2020
TOTAL	30	16	30	22	3.8	8.0	36%

*** Sold dates evaluated January 1-November 19, 2019 and January 1-November 19, 2020**

Yellow = Inventory Squeeze and highly favorable absorption rates with exception of $400,000-$450,000

Green = Sales jump in 2020 versus 2019 in these price points. $300,000-$350,000 entry of favorable sales price point with moderate absorption.

Orange = Consistent with 2019 sales but unfavorable absorption.

Red = Abundance of active lisitngs $1,000,000+ with no sold iistings in 2019 and 2020 and only one in contract at this price point indicates impending unfavorable absorption.

No color fill: inadequate 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: 11/19/2020

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

Market Momentum

Town of Beekman, Single Famly Detached

List Price Range	Total Active on 11/19/2020	Total Under Contract on 11/19/2020	Total Sold 1/1/2020-11/19/2020	Total Sold 1/1/2019-11/19/2019	Avg Sales/Month	# of Month's Supply of Inventory	% Change Sold 2020 v. 2019*
$0-$300,000	4	5	22	35	2.2	2.6	-37%
$300,000-$350,000	4	6	26	18	2.6	1.8	44%
$350,000-$400,000	4	2	16	15	1.6	2.5	7%
$400,000-$450,000	5	1	17	16	1.7	2.9	6%
$450,000-$500,000	5	4	9	7	0.9	5.6	29%
$500,000-$550,000	1	4	10	9	1.0	1.0	11%
$550,000-$600,000	10	4	5	3	0.5	20.0	67%
$600,000-$650,000	0	2	5	4	0.5	0.0	25%
$650,000-$700,000	3	1	2	3	0.2	15.0	-33%
$700,000-$750,000	2	0	1	1	0.1	20.0	0%
$750,000-$800,000	1	0	0	0	0.0	No Sales 2019&2020	No Sales 2019 & 2020
$800,000-$900,000	2	1	0	0	0.0	No Sales 2019&2020	No Sales 2019 & 2020
$900,000-$1,000,000	0	1	1	0	0.1	0.0	No Sales 2019
$1,000,000+	3	0	0	0	0.0	No Sales 2019&2020	No Sales 2019 & 2020
TOTAL	44	31	114	111	14.3	3.1	3%

* Sold dates evaluated January 1-November 19, 2019 and January 1-November 19, 2020

Yellow = Inventory Squeeze and highly favorable absorption rate in lower tier price point. $650,000-$700,000: unfavorable absorption rate.

Green = Sales jump in 2020 versus 2019 in these price points. Highly favorable absorption rates with exception of $550,000-$600,000, with absorption indicating saturation when considering current active listing count.

Red = Inventory squeeze with absorption saturation combination indicates potential over pricing in $650,000-$700,000 price point. $550-600K indicates saturation.

Orange = New price point entry versus 2019. Inconclusive data for absorption rate analysis at this time.

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: 11/18/2020

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

Market Momentum

Town of Clinton, 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	4	2	9	20	0.9	2.6	-55%
$300,000-$350,000	2	3	3	3	0.3	2.2	0%
$350,000-$400,000	2	2	9	6	0.9	2.2	50%
$400,000-$450,000	3	0	7	2	0.7	4.3	250%
$450,000-$500,000	5	1	4	2	0.4	12.5	100%
$500,000-$550,000	1	2	2	1	0.2	5.0	100%
$550,000-$600,000	1	3	5	1	0.5	2.0	400%
$600,000-$650,000	1	0	0	1	0.0	No sales 2020	-100%
$650,000-$700,000	1	1	0	1	0.0	No Sales 2020	-100%
$700,000-$750,000	1	1	1	3	0.1	10.0	-67%
$750,000-$800,000	0	0	0	2	0.0	No sales 2020	-100%
$800,000-$900,000	3	1	4	0	0.4	7.5	No Sales 2019
$900,000-$1,000,000	4	0	0	1	0.0	No sales 2020	-100%
$1,000,000+	8	6	3	0	0.3	26.7	No Sales 2019
TOTAL	36	22	47	43	5.9	6.1	9%

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

Yellow = Inventory Squeeze and highly favorable absorption rates with exception of $700,000-750,000.

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 with exception of $450,000-$500,000, $800,000-$900,000 and $1,000,000+ price points which indicate saturation in current absorption rate.

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: 11/18/2020

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

Market Momentum

Town of Dover, Single Famly Detached

List Price Range	Total Active on 11/19/2020	Total Under Contract on 11/19/2020	Total Sold 1/1/2020-11/19/2020	Total Sold 1/1/2019-11/19/2019	Avg Sales/Month	# of Month's Supply of Inventory	% Change Sold 2020 v. 2019*
$0-$300,000	4	13	38	44	3.8	2.6	-14%
$300,000-$350,000	2	7	5	6	0.5	0.5	-17%
$350,000-$400,000	26	0	3	4	0.3	86.7	-25%
$400,000-$450,000	1	0	4	0	0.4	2.5	No Sales 2019
$450,000-$500,000	1	0	1	0	0.1	10.0	No Sales 2019
$500,000-$550,000	0	0	0	0	0.0	No Sales 2019 & 2020	No Sales 2019&2020
$550,000-$600,000	0	0	0	0	0.0	No Sales 2019 & 2020	No Sales 2019&2020
$600,000-$650,000	0	0	0	0	0.0	No Sales 2019 & 2020	No Sales 2019&2020
$650,000-$700,000	1	1	0	0	0.0	No Sales 2019 & 2020	No Sales 2019&2020
$700,000-$750,000	0	0	0	0	0.0	No Sales 2019 & 2020	No Sales 2019&2020
$750,000-$800,000	0	0	0	0	0.0	No Sales 2019 & 2020	No Sales 2019&2020
$800,000-$900,000	1	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+	3	0	2	2	0.2	15.0	0%
TOTAL	39	21	53	56	6.6	5.9	-5%

*** Sold dates evaluated January 1-November 19, 2019 and January 1-November 19, 2020**

Yellow = Inventory Squeeze and highly favorable absorption rates.

Green = Sales jump in 2020 versus 2019 in this price point. Highly favorable absorption rates in $400,000-$450,000; $450,000-$500,000 indicates saturation.

Red = Unfavorable absorption indicates potential saturation at this price point.**

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
Continue to Show
New
Price Change
Extended

Contingent
Pending

Sold
Sold

Notes on Dover:

****$350,00-$400,000 active sales due to Sherman Hills new constrcution subdivision (25 lots) absorption rate for resales outside of the subdivision could be challenging at this price point.**

**Source: Mid Hudson MLS*
Last update: 11/19/2020

**Only town in Dutchess with no closed sales to date between $500,000-$1,000,000 in both 2019&2020*

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

Market Momentum

East Fishkill, 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	12	11	38	74	3.8	2.6	-49%
$300,000-$350,000	7	13	41	36	4.1	1.8	14%
$350,000-$400,000	5	17	34	47	3.4	1.5	-28%
$400,000-$450,000	5	19	38	36	3.8	1.3	6%
$450,000-$500,000	10	16	24	23	2.4	4.2	4%
$500,000-$550,000	4	8	19	20	1.9	2.1	-5%
$550,000-$600,000	1	6	16	27	1.6	0.6	-41%
$600,000-$650,000	3	6	15	10	1.5	2.0	50%
$650,000-$700,000	1	9	15	10	1.5	0.7	50%
$700,000-$750,000	4	4	9	4	0.9	4.4	125%
$750,000-$800,000	5	1	5	2	0.5	10.0	150%
$800,000-$900,000	7	0	7	2	0.7	10.0	250%
$900,000-$1,000,000	1	0	1	0	0.1	10.0	No Sales 2019
$1,000,000+	4	0	0	1	0.0	No Sales 2020	-100%
TOTAL	69	110	262	292	32.8	2.1	-10%

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

Yellow = Inventory Squeeze and highly favorable absorption rates with exception of $900,000-$1M

Green = Significant volume increase in 2020 versus 2019 in these price points with excepting $700,000-$900,000 which appear saturated at this time.

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: 11/18/2020

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

Market Momentum

Town of Fishkill, Village of Fishkill: Single Family 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	6	5	30	46	3.0	2.6	-35%
$300,000-$350,000	2	7	24	23	2.4	0.7	4%
$350,000-$400,000	2	4	13	14	1.3	1.5	-7%
$400,000-$450,000	2	4	8	9	0.8	2.5	-11%
$450,000-$500,000	4	5	10	13	1.0	4.0	-23%
$500,000-$550,000	1	5	6	6	0.6	1.7	0%
$550,000-$600,000	4	5	1	4	0.1	40.0	-75%
$600,000-$650,000	0	0	2	4	0.2	0.0	-50%
$650,000-$700,000	0	0	1	0	0.1	0.0	No Sales 2019
$700,000-$750,000	1	0	1	0	0.1	10.0	No Sales 2019
$750,000-$800,000	1	0	1	0	0.1	10.0	No Sales 2019
$800,000-$900,000	1	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+	2	0	0	0	0.0	No Sales 2019 & 2020	No Sales 2019 & 2020
TOTAL	26	35	97	119	12.1	2.1	-18%

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

Yellow = Inventory Squeeze and highly favorable absorption rates with exception of $550,000-$600,000; $700,000-$800,000. Saturation indicated in those price points.

Green = Consistent or increased sales in these price points. Highly favorable absorption rates.

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
Continue to Show
New
Price Change
Extended

Contingent
Pending

Sold
Sold

**Source: Mid Hudson MLS*

Last update: 11/18/2020

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

Market Momentum

Town of Hyde Park, 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	32	49	119	130	11.9	2.6	-8%
$300,000-$350,000	7	13	23	10	2.3	0.6	130%
$350,000-$400,000	5	11	7	9	0.7	7.1	-22%
$400,000-$450,000	2	2	5	2	0.5	4.0	150%
$450,000-$500,000	3	1	3	1	0.3	10.0	200%
$500,000-$550,000	0	0	1	1	0.1	0.0	0%
$550,000-$600,000	2	0	2	0	0.2	10.0	No Sales 2019
$600,000-$650,000	0	0	0	0	0.0	No Sales 2019&2020	No Sales 2019 & 2020
$650,000-$700,000	1	0	2	0	0.2	5.0	No Sales 2019
$700,000-$750,000	0	0	1	0	0.1	0.0	No Sales 2019
$750,000-$800,000	1	0	0	1	0.0	No sales 2020	-100%
$800,000-$900,000	2	0	1	0	0.1	20.0	No Sales 2019
$900,000-$1,000,000	0	0	1	0	0.1	0.0	No Sales 2019
$1,000,000+	1	2	2	1	0.2	5.0	100%
TOTAL	56	78	167	155	20.9	2.7	8%

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

Yellow = Inventory Squeeze and highly favorable absorption rates for $0-$300,000. $350,000-$400,000. unfavorable absorption to likely resolve upon contract sales closing.

Green = Sales jump in 2020 versus 2019 in these price points. Highly favorable absorption rates except as otherwise indicated in red.

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: 11/18/2020

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

Market Momentum

Town of LaGrange, Single Famly Detached

List Price Range	Total Active on 11/19/2020	Total Under Contract on 11/19/2020	Total Sold 1/1/2020-11/19/2020	Total Sold 1/1/2019-11/19/2019	Avg Sales/Month	# of Month's Supply of Inventory	% Change Sold 2020 v. 2019*
$0-$300,000	6	15	62	62	6.2	2.6	0%
$300,000-$350,000	10	17	40	45	4	1.6	-11%
$350,000-$400,000	17	18	26	26	2.6	6.5	0%
$400,000-$450,000	12	7	17	13	1.7	7.1	31%
$450,000-$500,000	9	7	9	8	0.9	10.0	13%
$500,000-$550,000	5	5	9	11	0.9	5.6	-18%
$550,000-$600,000	6	5	10	4	1.0	6.0	150%
$600,000-$650,000	5	2	0	3	0.0	No sales 2020	-100%
$650,000-$700,000	5	2	2	3	0.2	25.0	-33%
$700,000-$750,000	0	1	3	1	0.3	0.0	200%
$750,000-$800,000	2	0	0	1	0.0	No sales 2020	-100%
$800,000-$900,000	1	0	2	0	0.2	5.0	No Sales 2019
$900,000-$1,000,000	0	0	3	1	0.3	0.0	200%
$1,000,000+	2	0	2	0	0.2	10.0	No Sales 2019
TOTAL	80	79	185	178	23.1	3.5	4%

* Sold dates evaluated January 1-November 19, 2019 and January 1-November 19, 2020

Yellow = Inventory Squeeze and highly favorable absorption rates with exception of $650,000-$700,000, which is highly saturated based on actives.

Green = Sales jump in 2020 versus 2019 in these price points. Highly favorable absorption rates except in $350,000-$450,000 which is moderate with lean toward saturation (indicated in blue). $400,000-$500,000 and $1,000,000+=saturated. (indicated in red)

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

*Sleight Farm subdivision latest microsubdivisions ("The Glens" and "The Estates") do not fully report into the Mid Hudson MLS. Therefore, numbers represented may be lower than actual, particularly in the $350,000-$650,000 range.

Source: Mid Hudson MLS

Last update: 11/19/2020

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

Market Momentum

Town of Milan, 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	1	1	6	5	0.6	2.6	20%
$300,000-$350,000	0	0	1	3	0.1	0.0	-67%
$350,000-$400,000	2	0	2	4	0.2	10.0	-50%
$400,000-$450,000	0	0	3	3	0.3	0.0	0%
$450,000-$500,000	0	0	0	6	0.0	No Sales 2020	-100%
$500,000-$550,000	0	1	1	0	0.1	0.0	No Sales 2019
$550,000-$600,000	0	0	0	2	0.0	No Sales 2020	-100%
$600,000-$650,000	0	1	0	2	0.0	No sales 2020	-100%
$650,000-$700,000	0	1	2	0	0.2	0.0	No sales 2019
$700,000-$750,000	0	1	1	1	0.1	0.0	0%
$750,000-$800,000	0	0	0	1	0.0	No sales 2020	-100%
$800,000-$900,000	0	0	0	0	0.0	No Sales 2019 & 2020	No Sales 2019 & 2020
$900,000-$1,000,000	1	1	1	0	0.1	10.0	No Sales 2019
$1,000,000+	8	2	7	1	0.7	11.4	600%
TOTAL	12	8	24	28	3.0	4.0	-14%

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

Yellow = Inventory Squeeze and highly favorable absorption rates with exception of $700,000-750,000

Green = Sales jump in 2020 versus 2019 in these price points with exception of $650,000-$700,000 which was consistent with 2019.
Favorable to highly favorable absorption rates except $900,000 to $1,000,000+

Red = Inventory squeeze and unfavorable absorption.

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: 11/18/2020

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

Market Momentum

Town of Northeast, 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	1	0	6	9	0.6	2.6	-33%
$300,000-$350,000	1	0	4	2	0.4	1.7	100%
$350,000-$400,000	4	0	3	0	0.3	13.3	No Sales 2019
$400,000-$450,000	2	0	1	0	0.1	20.0	No Sales 2019
$450,000-$500,000	1	1	1	1	0.1	10.0	0%
$500,000-$550,000	0	0	1	0	0.1	0.0	No Sales 2019
$550,000-$600,000	1	0	2	0	0.2	5.0	No Sales 2019
$600,000-$650,000	0	0	2	0	0.2	0.0	No Sales 2019
$650,000-$700,000	0	1	1	0	0.1	0.0	No Sales 2019
$700,000-$750,000	0	0	0	0	0.0	No Sales 2019&2020	No Sales 2019&2020
$750,000-$800,000	0	0	0	0	0.0	No Sales 2019&2020	No Sales 2019&2020
$800,000-$900,000	0	0	1	1	0.1	0.0	0%
$900,000-$1,000,000	0	0	0	1	0.0	No Sales 2020	-100%
$1,000,000+	6	0	4	1	0.4	15.0	300%
TOTAL	16	2	26	15	3.3	4.9	73%

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

Yellow = Inventory Squeeze and highly favorable absorption rates

Green = Sales jump in 2020 versus 2019 in these price points with highly favorable absorption rates with exception of: $350,000-$500,000 and $1,000,000+ which indicate saturation. (indicated in red)

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
Continue to Show
New
Price Change
Extended

Contingent
Pending

Sold
Sold

TOP TIER SALE

*964 Huckleberry Road, Millerton (Town of Northeast) included with top sales in Dutchess County in nearly a decade. Most recent listing price as of 6/2020: $7,900,000 Sold 11/2020 $10,300,000 - over ask indicates multiple offers.

The top three closed sales 4/2020-11/2020 in Dutchess County all sold over asking price.

**Source: Mid Hudson MLS*

Last update: 11/18/2020

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

Market Momentum

Village of Millerton, Single Family 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	1	4	1	2	0.1	2.6	-50%
$300,000-$350,000	0	0	1	0	0.1	No Sales 2019	No Sales 2019
$350,000-$400,000	0	0	0	0	0.0	No Sales 2019&2020	No Sales 2019&2020
$400,000-$450,000	2	0	0	0	0.0	No Sales 2019&2020	No Sales 2019&2020
$450,000-$500,000	1	0	0	0	0.0	No Sales 2019&2020	No Sales 2019&2020
$500,000-$550,000	0	0	0	0	0.0	No Sales 2019&2020	No Sales 2019&2020
$550,000-$600,000	0	0	0	0	0.0	No Sales 2019&2020	No Sales 2019&2020
$600,000-$650,000	0	0	0	0	0.0	No Sales 2019&2020	No Sales 2019&2020
$650,000-$700,000	0	0	0	0	0.0	No Sales 2019&2020	No Sales 2019&2020
$700,000-$750,000	0	0	0	0	0.0	No Sales 2019&2020	No Sales 2019&2020
$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	4	4	2	2	0.3	16.0	0%

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

Yellow = Inventory Squeeze and highly favorable absorption rates

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

**Source: Mid Hudson MLS*

Last update: 11/18/2020

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

Market Momentum

Village of Millbrook, Single Family 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	2	0	2	5	0.2	2.6	-60%
$300,000-$350,000	0	1	1	1	0.1	0.0	0%
$350,000-$400,000	1	0	0	0	0.0	No Sales 2019&2020	No Sales 2019&2020
$400,000-$450,000	0	1	1	1	0.1	0.0	0%
$450,000-$500,000	1	0	1	0	0.1	10.0	No Sales 2019
$500,000-$550,000	2	0	0	0	0.0	No Sales 2019&2020	No Sales 2019&2020
$550,000-$600,000	0	0	0	0	0.0	No Sales 2019&2020	No Sales 2019&2020
$600,000-$650,000	0	0	0	1	0.0	No Sales 2019&2020	No Sales 2019&2020
$650,000-$700,000	2	0	0	0	0.0	No Sales 2019&2020	No Sales 2019&2020
$700,000-$750,000	0	0	1	0	0.1	0.0	No Sales 2019
$750,000-$800,000	1	0	0	0	0.0	No Sales 2019&2020	No Sales 2019&2020
$800,000-$900,000	0	0	1	1	0.1	No Sales 2019&2020	No Sales 2019&2020
$900,000-$1,000,000	0	0	1	0	0.1	No Sales 2019&2020	No Sales 2019&2020
$1,000,000+	0	0	1	0	0.1	No Sales 2019&2020	No Sales 2019&2020
TOTAL	9	2	9	9	1.1	8.0	0%

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

Yellow = Inventory Squeeze and highly favorable absorption rates

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

**Source: Mid Hudson MLS*

Last update: 11/18/2020

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

Market Momentum

Town of Pawling and Village of Pawling: Single Family 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	2	5	15	24	1.5	2.6	-38%
$300,000-$350,000	2	2	10	9	1	1.3	11%
$350,000-$400,000	1	6	17	6	1.7	0.6	183%
$400,000-$450,000	3	3	8	4	0.8	3.8	100%
$450,000-$500,000	3	1	7	2	0.7	4.3	250%
$500,000-$550,000	0	1	5	2	0.5	0.0	150%
$550,000-$600,000	2	1	1	2	0.1	20.0	-50%
$600,000-$650,000	0	0	1	3	0.1	0.0	-67%
$650,000-$700,000	4	0	3	2	0.3	13.3	50%
$700,000-$750,000	2	0	3	0	0.3	6.7	No Sales 2019
$750,000-$800,000	0	0	1	0	0.1	0.0	No Sales 2019
$800,000-$900,000	2	0	1	0	0.1	20.0	No Sales 2019
$900,000-$1,000,000	2	0	1	0	0.1	20.0	No Sales 2019
$1,000,000+	8	0	1	0	0.1	80.0	No Sales 2019
TOTAL	31	19	74	54	9.3	3.4	37%

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

Yellow = Inventory Squeeze with favorable absorption rates with exception of $550,000-$600,000

Green = Sales jump in 2020 versus 2019 in these price points with exception of $700,000-$750,000 price point with moderate absorption (indicated in blue)

Orange = New price point entry versus 2019, but unfavorable absorption with exception of $750,000-$800,000. $1,000,000+ highly saturated at this time.

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: 11/18/2020

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

Market Momentum

Town of Pine Plains, 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	5	6	17	16	1.7	2.6	6%
$300,000-$350,000	3	0	3	0	0.3	1.8	No Sales 2019
$350,000-$400,000	3	0	1	0	0.1	30.0	No Sales 2019
$400,000-$450,000	0	0	2	1	0.2	0.0	100%
$450,000-$500,000	1	0	0	0	0.0	No Sales 2019&2020	No Sales 2019&2020
$500,000-$550,000	0	1	0	0	0.0	No Sales 2019&2020	No Sales 2019&2020
$550,000-$600,000	0	0	1	0	0.1	0.0	No Sales 2019
$600,000-$650,000	0	1	1	0	0.1	0.0	No Sales 2019
$650,000-$700,000	1	0	0	0	0.0	No Sales 2019&2020	No Sales 2019&2020
$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
$900,000-$1,000,000	0	0	0	5	0.0	No sales 2020	-100%
$1,000,000+	2	0	2	5	0.2	10.0	-60%
TOTAL	15	8	28	27	3.5	4.3	4%

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

Yellow - Inventory squeeze. Red indicates unfavorable absorption.

Green = Sales jump in 2020 versus 2019 in these price points. Highly favorable absorption rates.

Red = Increased sales but unfavorable absoption could indicate saturation with current actives listings.

No fill= Entry of new price points in certain ranges versus 2019, but 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: 11/18/2020

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

Market Momentum

Pleasant Valley, Single Famly Detached

List Price Range	Total Active on 11/19/2020	Total Under Contract on 11/19/2020	Total Sold 1/1/2020-11/19/2020	Total Sold 1/1/2019-11/19/2019	Avg Sales/Month	# of Month's Supply of Inventory	% Change Sold 2020 v. 2019*
$0-$300,000	11	10	39	48	3.9	2.6	-19%
$300,000-$350,000	4	10	20	13	2	1.0	54%
$350,000-$400,000	4	8	15	9	1.5	2.7	67%
$400,000-$450,000	8	2	8	4	0.8	10.0	100%
$450,000-$500,000	0	2	9	4	0.9	0.0	125%
$500,000-$550,000	2	0	2	1	0.2	10.0	100%
$550,000-$600,000	0	1	1	0	0.1	0.0	No Sales 2019
$600,000-$650,000	1	0	0	0	0.0	No sales 2019 & 2020	No Sales 2019 & 2020
$650,000-$700,000	3	0	0	1	0.0	No Sales 2020	-100%
$700,000-$750,000	0	0	0	1	0.0	No Sales 2020	-100%
$750,000-$800,000	2	0	0	0	0.0	No sales 2019 & 2020	No Sales 2019 & 2020
$800,000-$900,000	1	0	2	0	0.2	5.0	No Sales 2019
$900,000-$1,000,000	0	0	0	1	0.0	No sales 2020	-100%
$1,000,000+	6	1	1	1	0.1	60.0	0%
TOTAL	42	34	97	83	12.1	3.5	17%

* Sold dates evaluated January 1-November 19, 2019 and January 1-November 19, 2020

Yellow = Inventory Squeeze and highly favorable absorption rate when closed sales can be factored. ($0-$300,000 only in this analysis)

Green = Sales jump in 2020 versus 2019 in these price points with highly favorable absorption rates excepting$400,000-$450,000 and $500,000-$550,000

Red: Closed sales consistent with 2019, but current active listings at this price point indicate saturation with high absorption rates.

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: 11/19/2020

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

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

**Source: Mid Hudson MLS*

Last update: 11/18/2020

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

Market Momentum

Town of Red Hook, 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	4	3	27	31	2.7	2.6	-13%
$300,000-$350,000	0	3	10	10	1	0.0	0%
$350,000-$400,000	3	2	7	10	0.7	4.3	-30%
$400,000-$450,000	2	2	6	6	0.6	3.3	0%
$450,000-$500,000	6	3	3	1	0.3	20.0	200%
$500,000-$550,000	6	1	5	2	0.5	12.0	150%
$550,000-$600,000	4	2	2	3	0.2	20.0	-33%
$600,000-$650,000	0	3	1	1	0.1	0.0	0%
$650,000-$700,000	0	0	4	0	0.4	0.0	No Sales 2019
$700,000-$750,000	0	0	0	1	0.0	No Sales 2020	-100%
$750,000-$800,000	2	1	2	0	0.2	10.0	No Sales 2019
$800,000-$900,000	4	0	1	2	0.1	40.0	-50%
$900,000-$1,000,000	2	0	0	1	0.0	No Sales 2020	-100%
$1,000,000+	1	3	1	1	0.1	10.0	0%
TOTAL	34	23	69	69	8.6	3.9	0%

*** % Change Sold Dates based on January 1-November 5, 2019 and January 1-November 5, 2020**

Yellow = Inventory Squeeze and highly favorable absorption rates in price points with inventory with the exception of those with red highlight in inventory column.
Green = Entry of new price points, increased or consistent sales year to date. Favorable absorption unless highlighted in red.

Red Hook experienced the top sale in Dutchess County for over a decade with the sale of an Astor estate. Listed for $15,000,000. Sold for $16,500,000. (4/2020)

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/saturation.

As categorized in MLS*:

Active	Under Contract
Active	Contingent
Continue to Show	Pending

Activity in the $400,000-$750,000 skewed marginally lower than actual due to Tradition at Red Hook subdivision not reporting all sales into the MLS.

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

Market Momentum

Village of Red Hook, Single Family 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	4	3	14	8	1.4	2.6	75%
$300,000-$350,000	1	0	5	4	0.5	0.7	25%
$350,000-$400,000	3	0	0	0	0.0	No Sales 2019&2020	No Sales 2019&2020
$400,000-$450,000	1	0	0	0	0.0	No Sales 2019&2020	No Sales 2019&2020
$450,000-$500,000	0	1	2	0	0.2	0.0	No Sales 2019
$500,000-$550,000	1	0	1	0	0.1	10.0	No Sales 2019
$550,000-$600,000	1	0	1	0	0.1	10.0	No Sales 2019
$600,000-$650,000	0	0	0	0	0.0	No Sales 2019&2020	No Sales 2019&2020
$650,000-$700,000	1	0	0	0	0.0	No Sales 2019&2020	No Sales 2019&2020
$700,000-$750,000	0	0	0	0	0.0	No Sales 2019&2020	No Sales 2019&2020
$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	12	4	23	12	2.9	4.2	92%

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

Green = Healthy jump in sales 2020 versus 2010 with favorable absorption rates. Introduction of $450,000-$500,000 price point in 2020 versus 2019.

Red = Introduction of sales in these price points, but unfavorable absorption rates.

No fill = inconclusive data for analysis

As categorized in MLS*:

Active	Under Contract
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 Rhinebeck, 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	4	2	7	8	0.7	2.6	-13%
$300,000-$350,000	1	1	6	8	0.6	1.4	-25%
$350,000-$400,000	2	6	6	4	0.6	3.3	50%
$400,000-$450,000	0	6	3	7	0.3	0.0	-57%
$450,000-$500,000	2	0	8	6	0.8	2.5	33%
$500,000-$550,000	1	1	0	1	0.0	No Sales 2020	-100%
$550,000-$600,000	2	3	2	0	0.2	10.0	No Sales 2019
$600,000-$650,000	0	3	2	5	0.2	0.0	-60%
$650,000-$700,000	0	1	2	4	0.2	0.0	-50%
$700,000-$750,000	0	2	2	1	0.2	0.0	100%
$750,000-$800,000	3	3	3	1	0.3	10.0	200%
$800,000-$900,000	1	1	3	4	0.3	3.3	-25%
$900,000-$1,000,000	3	1	5	1	0.5	6.0	400%
$1,000,000+	16	9	8	1	0.8	20.0	700%
TOTAL	35	39	57	51	7.1	4.9	12%

*** % Change Sold Dates based on 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. Highly favorable absorption rates; $900,000-$1,000,000 - balanced more for netural in absorption. Impressive sales increases in 2020 over 2019, but remaining active listings create unfavorable absorption rates in $550,000-$600,000, $750,00-$800,000 and $1,000,000+ price points.

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.

As categorized in MLS*:

Active
Active
Continue to Show
New
Price Change
Extended

Under Contract
Contingent
Pending

Sold
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

Village of Rhinebeck, 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	0	0	1	4	0.1	2.6	-75%
$300,000-$350,000	0	0	2	1	0.2	0.0	100%
$350,000-$400,000	0	0	0	0	0.0	No Sales 2019 & 2020	No Sales 2019 & 2020
$400,000-$450,000	3	0	3	1	0.3	10.0	200%
$450,000-$500,000	1	0	4	3	0.4	2.5	33%
$500,000-$550,000	0	1	2	1	0.2	0.0	100%
$550,000-$600,000	0	0	1	0	0.1	0.0	No Sales 2019
$600,000-$650,000	1	0	0	1	0.0	No Sales 2020	-100%
$650,000-$700,000	1	3	1	0	0.1	10.0	No Sales 2019
$700,000-$750,000	2	0	2	0	0.2	10.0	No Sales 2019
$750,000-$800,000	1	0	0	2	0.0	No Sales 2020	-100%
$800,000-$900,000	0	0	0	1	0.0	No Sales 2020	-100%
$900,000-$1,000,000	1	0	1	0	0.1	10.0	No Sales 2019
$1,000,000+	3	0	4	0	0.4	7.5	No Sales 2019
TOTAL	13	4	21	14	2.1	6.2	50%

* % Change Sold Dates based on January 1-November 5, 2019 and January 1-November 5, 2020

Yellow = Inventory Squeeze. Highly favorable absorption rates with available inventory.

Green = Sales jump in 2020 versus 2019 in these price points. Highly favorable absorption rates with the exception of price points highlighted with red.

Red = Increased entry of higher price point 2020 versus 2019. Closed sales jump, but lingering active listings create unfavorable absorption rates.

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.

As categorized in MLS*:

Active	Under Contract
Active	Contingent
Continue to Show	Pending

Produced by: Sandi Park
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Market Momentum

Town of Stanford, 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	4	3	14	13	1.4	2.6	8%
$300,000-$350,000	2	1	7	4	0.7	1.4	75%
$350,000-$400,000	3	1	0	4	0.0	No Sales 2020	-100%
$400,000-$450,000	2	2	7	0	0.7	2.9	No Sales 2019
$450,000-$500,000	2	2	4	1	0.4	5.0	300%
$500,000-$550,000	1	0	2	0	0.2	5.0	No sales 2019
$550,000-$600,000	2	1	5	2	0.5	4.0	150%
$600,000-$650,000	0	0	3	0	0.3	0.0	No Sales 2019
$650,000-$700,000	1	1	2	0	0.2	5.0	No Sales 2019
$700,000-$750,000	0	0	0	0	0.0	No Sales 2019&2020	No Sales 2019 & 2020
$750,000-$800,000	1	0	0	1	0.0	No sales 2020	-100%
$800,000-$900,000	0	0	2	2	0.2	0.0	0%
$900,000-$1,000,000	1	1	4	0	0.4	2.5	No Sales 2019
$1,000,000+	6	6	3	0	0.3	20.0	No Sales 2019
TOTAL	25	18	53	27	6.6	3.8	96%

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

Yellow = Inventory Squeeze versus 2019

Green = Increased units sold in 2020 versus 2019 or consisitent with 2019. Highly favorable absorption rates excepting $1,000,000+ which appears saturated at this time.

Red = unfavorable absorption.

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
Continue to Show
New
Price Change
Extended

Contingent
Pending

Sold
Sold

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

Produced by: Sandi Park
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Berkshire Hathaway Home Services
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Market Momentum

Town of Unionvale, 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	1	8	12	26	1.2	2.6	-54%
$300,000-$350,000	0	3	9	5	0.9	0.0	80%
$350,000-$400,000	1	2	8	10	0.8	1.3	-20%
$400,000-$450,000	1	4	4	6	0.4	2.5	-33%
$450,000-$500,000	3	4	3	4	0.3	10.0	-25%
$500,000-$550,000	1	0	1	1	0.1	10.0	0%
$550,000-$600,000	0	0	1	0	0.1	0.0	No Sales 2019
$600,000-$650,000	1	0	1	2	0.1	10.0	-50%
$650,000-$700,000	2	1	2	0	0.2	10.0	No Sales 2019
$700,000-$750,000	2	0	1	0	0.1	20.0	No Sales 2019
$750,000-$800,000	1	1	0	0	0.0	No Sales 2019 & 2020	No Sales 2019 & 2020
$800,000-$900,000	1	0	0	0	0.0	No Sales 2019 & 2020	No Sales 2019 & 2020
$900,000-$1,000,000	2	0	0	0	0.0	No Sales 2019 & 2020	No Sales 2019 & 2020
$1,000,000+	4	4	1	1	0.1	40.0	0%
TOTAL	20	27	43	55	5.4	3.7	-22%

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

Yellow = Inventory Squeeze and highly favorable absorption rates with exception of $450,000-$500,000 and $600,000-$650,000

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 except as highlighted in red.

Orange = Consistent with 2019 but unfavorable absorption.

Red= Unfavorable absorption. Contract to close may resolve a level of saturation in $1,000,000+.

No fill - inadequate 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: 11/18/2020

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

Market Momentum

Town of Wappingers, Single Famly Detached

List Price Range	Total Active on 11/19/2020	Total Under Contract on 11/19/2020	Total Sold 1/1/2020-11/19/2020	Total Sold 1/1/2019-11/19/2019	Avg Sales/Month	# of Month's Supply of Inventory	% Change Sold 2020 v. 2019*
$0-$300,000	7	8	57	66	5.7	2.6	-14%
$300,000-$350,000	9	19	45	52	4.5	1.6	-13%
$350,000-$400,000	7	18	29	25	2.9	2.4	16%
$400,000-$450,000	3	7	11	10	1.1	2.7	10%
$450,000-$500,000	4	11	12	8	1.2	3.3	50%
$500,000-$550,000	3	3	6	2	0.6	5.0	200%
$550,000-$600,000	7	2	1	6	0.1	70.0	-83%
$600,000-$650,000	6	0	2	2	0.2	30.0	0%
$650,000-$700,000	3	2	2	0	0.2	15.0	No Sales 2019
$700,000-$750,000	1	0	0	0	0.0	No Sales 2019&2020	No Sales 2019&2020
$750,000-$800,000	1	0	1	0	0.1	10.0	No Sales 2019
$800,000-$900,000	3	0	0	0	0.0	No Sales 2019&2020	No Sales 2019&2020
$900,000-$1,000,000	1	0	1	0	0.1	10.0	No Sales 2019
$1,000,000+	2	0	2	0	0.2	10.0	No Sales 2019
TOTAL	57	70	169	171	21.1	2.7	-1%

* Sold dates evaluated January 1-November 19, 2019 and January 1-November 19, 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 unless as marked with red, indicating unfavorable absorption and saturation at this time.

Red = Inventory squeeze or neutral with unfavorable absorption rates.

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

**Source: Mid Hudson MLS*

Last update: 11/19/2020

Produced by: Sandi Park
Associate Real Estate Broker
Berkshire Hathaway Home Services
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Market Momentum

Town of Washington, 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	1	3	9	20	0.9	2.6	-55%
$300,000-$350,000	2	0	3	3	0.3	2.2	0%
$350,000-$400,000	1	0	9	6	0.9	1.1	50%
$400,000-$450,000	1	1	7	2	0.7	1.4	250%
$450,000-$500,000	0	1	4	2	0.4	0.0	100%
$500,000-$550,000	2	0	2	1	0.2	10.0	100%
$550,000-$600,000	1	0	5	1	0.5	2.0	400%
$600,000-$650,000	1	0	0	1	0.0	No sales 2020	-100%
$650,000-$700,000	1	0	0	1	0.0	No Sales 2020	-100%
$700,000-$750,000	0	0	1	3	0.1	0.0	-67%
$750,000-$800,000	0	0	0	2	0.0	No sales 2020	-100%
$800,000-$900,000	0	0	4	0	0.4	0.0	No Sales 2019
$900,000-$1,000,000	3	2	0	1	0.0	No sales 2020	-100%
$1,000,000+	22	4	3	0	0.3	73.3	No Sales 2019
TOTAL	35	11	47	43	5.9	6.0	9%

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

Yellow = Inventory Squeeze and highly favorable absorption rates with exception of $700,000-750,000

Green = Sales jump in 2020 versus 2019 in these price points with favorable absorption rates excepting $500,000-550,000, indicating potential saturation.

Red = New price point entry versus 2019, but unfavorable absorption indicates impending saturation.

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: 11/18/2020

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Associate Real Estate Broker
Berkshire Hathaway Home Services
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