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
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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

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