

Hudson Valley Luxury Market

Dutchess, Columbia, and Ulster County Residential Sales over \$750,000

Second Quarter 2013

- Respectable sales volume once again this past quarter
- Ulster County remains a relatively hot market
- Efficiency in pricing increasingly evident in a real-estate markets replete with information

Produced in collaboration with RP Hubbell & Company and Walter Cadette

Hudson-Valley sales of luxury residential properties (here defined as those in excess of \$750,000) continued to clip along at a respectable pace in the spring quarter. When non-MLS sales are available to be included in the count (these run in the range of 6 to 8 per quarter), the tally should be a bit higher than the first quarter's – and, when annualized, a touch above the 2012 sales rate as well.

Other indicators for the quarter are a mixed bag. The median sales price was on the low side. But the listing

discount was promising, as was the average time it took to sell a property (average days on market, DOM). The listing inventory rose significantly – that, too, a promising sign for the market. It may well reflect confidence on the part of sellers, who in many cases have considerable latitude as to when they choose to sell.

None of the data seems to point to a distinctly different pattern from that of the recent past. The ups and downs seem more like typical quarterly noise.

As usual, Dutchess County accounted for the lion's share of the region's sales. Sales in Ulster County, though, were quite strong – far above the norm for the county, just as they had been at the start of the year. (One sale topped \$2 million, for the first time in a long while.)

In Columbia County, in contrast, sales remained quite weak. In the first half of the year, the annual rate was less than half the figure for last year.

The Woodstock market, in particular, has been very

Hudson Valley Market Matrix, All Sales \$750,000 and over									
	2009	2010	2011	2012	Q2 2012	Q3 2012	Q4 2012	Q1 2013	Q2 2013
Median Sale Price	\$ 966,500	\$ 1,150,000	\$ 1,075,000	\$ 1,150,000	\$ 965,000	\$ 1,175,000	\$ 1,037,500	\$ 1,108,750	\$ 967,500
Average Sale Price	\$ 1,186,700	\$ 1,567,031	\$ 1,654,521	\$ 1,295,325	\$ 1,291,391	\$ 1,293,107	\$ 1,397,676	\$ 1,502,378	\$ 1,233,333
# of Sales	108	90	129	112	29	33	33	28	26
Avg. DOM	225	252	243	212	210	254	140	213	185
Avg. List Price	\$ 1,323,325	\$ 1,601,360	\$ 1,759,335	\$ 1,874,096	\$ 1,821,023	\$ 1,791,068	\$ 2,000,392	\$ 1,972,017	\$ 1,877,481
Listing Discount	-12.06%	-13.25%	-13.51%	-10.99%	-9.30%	-10.83%	-11.62%	-12.55%	-10.51%
Listing Inventory	---	---	474	416	436	455	370	435	514

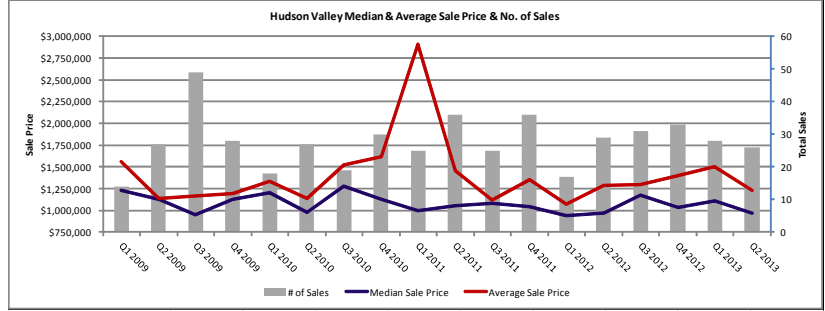
Source, all tables & graphs: NYSORPS, Mid-Hudson MLS, Ulster MLS, Columbia-Northern Dutchess MLS

lively all year – testimony perhaps to the growing importance in this market of relatively young buyers and their preference for “happening” places.

Indeed, the set of buyers is very much younger than it was, say, 20 years ago. As noted in these pages three months ago, villages like Woodstock, Rhinebeck, and Millerton seem to be attracting a subset of them: single people or couples without children. Families with children – they, too, younger than buyers 20 years ago – continue to gravitate to the more traditional weekend retreat areas like Millbrook.

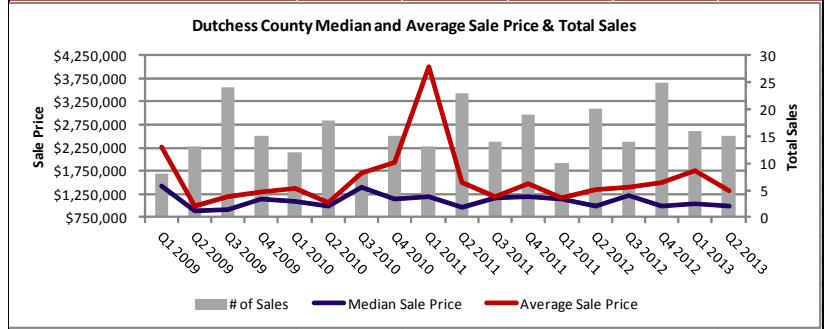
Whether a property appeals more to one group or to the other – or, for that matter, to a much older retiree – it will sell reasonably quickly in today's market if it is attractively priced. This is a tautology, to be sure. But it deserves underscoring at a time when information about the market is so easy to come by, on the web in particular. The internet makes it very much easier for buyers to narrow their search, and for sellers to cast their net widely. Marketing a country

Hudson Valley Median Sale Price by Market Subset	2009	2010	2011	2012	Q2 2012	Q3 2012	Q4 2012	Q1 2013	Q2 2013
\$750,000 - \$999,999									
Median	\$ 850,000	\$ 885,829	\$ 835,258	\$ 845,000	\$ 897,500	\$ 850,000	\$ 794,000	\$ 825,000	\$ 853,000
# of Sales	59	39	62	54	18	10	16	13	16
\$1,000,000 - \$1,999,999									
Median	\$ 1,237,500	\$ 1,295,625	\$ 1,325,000	\$ 1,287,500	\$ 1,437,500	\$ 1,288,250	\$ 1,300,000	\$ 1,375,000	\$ 1,344,500
# of Sales	38	38	47	45	8	20	11	13	6
\$2,000,000 - \$3,999,999									
Median	\$ 2,225,000	\$ 2,731,013	\$ 2,498,729	\$ 2,132,750	\$ 3,275,000	\$ 2,037,000	\$ 2,132,750	\$ 2,700,000	\$ 2,900,000
# of Sales	9	11	14	11	3	3	4	1	4
\$4,000,000 +									
Median	\$ 6,000,000	\$ 4,350,000	\$ 7,022,830	\$ 4,694,500	---	---	\$ 4,694,500	\$ 9,500,000	---
# of Sales	3	2	6	2	0	0	2	1	0



Dutchess County Market Matrix	Q2 2012	Q3 2012	Q4 2012	Q1 2013	Q2 2013
Median Sale Price	\$ 987,475	\$ 1,212,500	\$ 999,999	\$ 1,045,000	\$ 999,999
Average Sale Price	\$ 1,351,092	\$ 1,387,556	\$ 1,488,873	\$ 1,750,474	\$ 1,312,177
# of Sales	20	14	25	16	15
Avg. DOM	232	297	133	187	188
Avg. List Price	\$ 2,279,645	\$ 2,239,934	\$ 2,395,357	\$ 2,348,012	\$ 2,384,218
Listing Discount	-7.43%	-13.46%	-10.99%	-14.36%	-8.89%
Listing Inventory	199	194	164	155	200

Median Sale Price by Market Subset	Q2 2012	Q3 2012	Q4 2012	Q1 2013	Q2 2013
\$750,000 - \$999,999					
Median	\$ 855,166	\$ 829,269	\$ 789,000	\$ 817,500	\$ 827,500
# of Sales	11	4	13	8	8
\$1,000,000 - \$1,999,999					
Median	\$ 1,475,000	\$ 1,300,000	\$ 1,337,500	\$ 1,537,500	\$ 1,245,000
# of Sales	7	9	6	6	4
\$2,000,000 - \$3,999,999					
Median	\$ 3,275,000	\$ 3,500,000	\$ 2,132,750	\$ 2,700,000	\$ 2,700,000
# of Sales	2	1	4	1	3
\$4,000,000 +					
Median	---	---	\$ 4,694,500	\$ 9,500,000	---
# of Sales	0	0	2	1	0



property in the Hudson Valley to a potential buyer in Paris or Denver is a completely different exercise from what it was even 20 years ago.

The depth of information

available with a few strokes of the keyboard populates both supply and demand curves and makes for a much more efficient market. It makes overpricing much more apparent than it was in

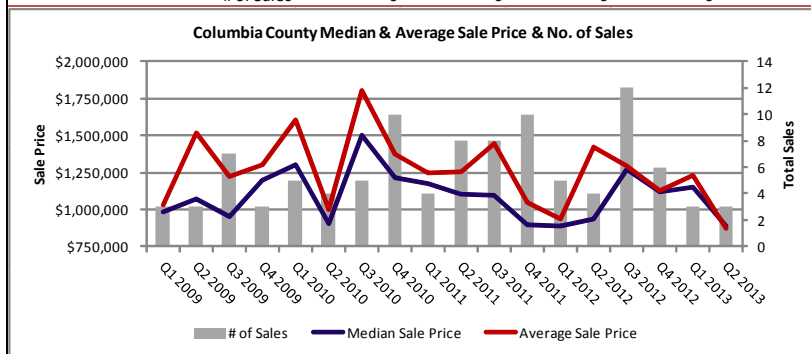
earlier simpler times.

Sellers are suitably cautioned to do their homework and not allow their properties to be mispriced in a world of easily available information. Properties that seem dated or require extensive renovation will often sit on the market for a long time if they are not very attractively priced. They may well need to be discounted heavily, as condition seems to be an even more important consideration than ever.

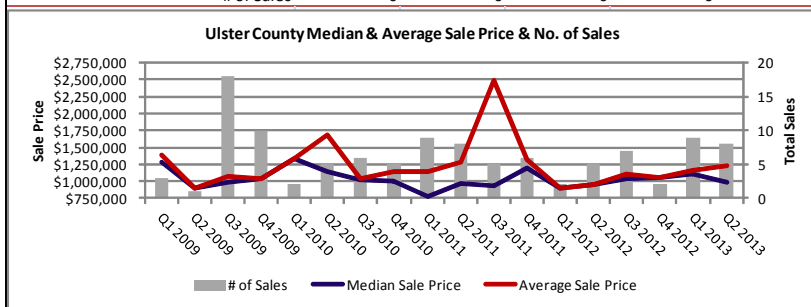
Buyers are similarly cautioned to recognize that the bursting of the bubble continues to fade into memory. They also need to understand that financing costs are much more likely to go up than down.

A steady and reasonably well functioning market like today's has put a floor under prices regionally. And that seems to be the case as well nationally, to judge by price measures like Case-Shiller.

Columbia County Market Matrix	Q2 2012	Q3 2012	Q4 2012	Q1 2013	Q2 2013
Median Sale Price	\$ 937,500	\$ 1,269,500	\$ 1,118,750	\$ 1,150,000	\$ 885,000
Average Sale Price	\$ 1,418,750	\$ 1,292,583	\$ 1,129,417	\$ 1,231,667	\$ 870,000
# of Sales	4	12	6	3	3
Avg. DOM	278	183	134	50	179
Avg. List Price	\$ 1,910,999	\$ 1,901,687	\$ 1,958,387	\$ 1,906,763	\$ 1,735,798
Listing Discount	-13.18%	-7.20%	-14.32%	-3.90%	-5.82%
Listing Inventory	150	165	137	139	183
Median Sale Price by Market Subset	Q2 2012	Q3 2012	Q4 2012	Q1 2013	Q2 2013
\$750,000 - \$999,999					
Median	\$ 895,000	\$ 785,000	\$ 932,000	\$ 795,000	\$ 885,000
# of Sales	3	3	2	1	3
\$1,000,000 - \$1,999,999					
Median	---	\$ 1,289,000	\$ 1,237,500	\$ 1,450,000	---
# of Sales	0	7	4	2	0
\$2,000,000 - \$3,999,999					
Median	\$ 3,000,000	\$ 2,018,500	---	---	---
# of Sales	1	2	0	0	0
\$4,000,000 +					
Median	--	--	--	--	--
# of Sales	0	0	0	0	0



Ulster County Market Matrix	Q2 2012	Q3 2012	Q4 2012	Q1 2013	Q2 2013
Median Sale Price	\$ 947,500	\$ 1,036,750	\$ 1,062,500	\$ 1,107,500	\$ 990,000
Average Sale Price	\$ 950,700	\$ 1,105,107	\$ 1,062,500	\$ 1,151,556	\$ 1,221,750
# of Sales	5	7	2	9	8
Avg. DOM	120	282	227	307	182
Avg. List Price	\$ 1,272,426	\$ 1,231,584	\$ 1,145,035	\$ 2,099,500	\$ 1,301,761
Listing Discount	-7.30%	-11.83%	-9.53%	-13.55%	-15.29%
Listing Inventory	87	96	69	109	131
Median Sale Price by Market Subset	Q2 2012	Q3 2012	Q4 2012	Q1 2013	Q2 2013
\$750,000 - \$999,999					
Median	\$ 923,750	\$ 900,000	\$ 770,000	\$ 917,500	\$ 955,000
# of Sales	4	3	1	4	5
\$1,000,000 - \$1,999,999					
Median	\$ 1,181,000	\$ 1,210,000	\$ 1,355,000	\$ 1,290,000	\$ 1,474,500
# of Sales	1	4	1	5	2
\$2,000,000+					
Median	---	---	---	---	\$ 2,200,000
# of Sales	0	0	0	0	1



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This information contained in this Market Overview has been compiled from NYS ORPS, Mid-Hudson MLS, Columbia Northern Dutchess MLS, and Ulster MLS. We believe this information to be true and accurate. Heather Croner Real Estate, RP Hubbell & Co. and Walter Cadette assume no responsibility for the accuracy and reliability of this information and disclaim any liability for damages real or imagined caused by any error or omission on the researching or recording of these records and data.

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