

## Hudson Valley Luxury Market

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

### Third Quarter 2015

- Although sales volume is down in the third quarter, year-to-date numbers are on a par with those of the two years prior
- Ulster County shows signs of vibrancy
- Luxury market is attracting an increasingly diverse set of buyers

Written by Walter Cadette and Dan Hubbell,  
in collaboration with Heather Croner and Pete Hubbell

Sales of Hudson-Valley luxury residential properties (those selling for more than \$750,000) seem to have reached a plateau. With MLS sales in the third quarter at 27, they are distinctly below the year-ago level (table on this page). And that should still be the case even when the non-MLS numbers get added to the count. Sales for the first three quarters of the year, taken as a whole, however, look a great deal stronger. They are running roughly even with the year-ago level. And last year's total (158) was in line with 2013's (153). For three years running, sales have moved sideways.

The plateau metaphor may be nothing more than the

extrapolative mind at work. But the data now on the record make it hard to foresee a market that trends much higher – or much lower either – in the near future.

Other measures also point to steadiness in the market. At 176 for the end of the third quarter, the number of days on market (DOM) is on the low side of the prevailing trend. It bespeaks a market that is realistically priced. And the same can be said for the listing discount of 9%. An inventory at least slightly above the recent norm is also promising. These readings too are consistent with a relatively high level of sales, and with little, if any, change in that one way or the other.

Something is up in Ulster County, though, where the sales numbers have trended higher (bottom table on page 3). Sales last year were much higher than they were the year before (45 as compared with 35), and they have continued to run at a healthy rate thus far this year.

What is also noteworthy is Ulster's unusually low listing discount in the past few quarters and the most recent posting on the number of listings. A relatively strong sales rate, less dickering on price, and ample pickings point to a new vibrancy in the county's luxury real estate market. Stone Ridge, Woodstock, and New Paltz and their environs are hotter markets than they

Hudson Valley Market Matrix,									
All Sales \$750,000 and over	2011	2012	2013	2014	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015
Median Sale Price	\$ 1,075,000	\$ 1,150,000	\$ 999,999	\$ 988,750	\$ 982,500	\$ 1,090,000	\$ 1,060,000	\$ 1,143,750	\$ 995,000
Average Sale Price	\$ 1,654,521	\$ 1,295,325	\$ 1,421,541	\$ 1,187,938	\$ 1,107,728	\$ 1,350,524	\$ 1,488,894	\$ 1,369,886	\$ 1,294,798
# of Sales	129	112	153	158	46	44	28	44	27
Avg. DOM	243	212	192	205	127	230	165	200	176
Avg. List Price	\$ 1,759,335	\$ 1,874,096	\$ 1,909,131	\$ 1,856,298	\$ 1,894,588	\$ 1,932,433	\$ 1,918,503	\$ 1,793,822	\$ 1,837,170
Listing Discount	-13.51%	-10.99%	-10.49%	-14.47%	-11.13%	-17.91%	-6.36%	-10.63%	-8.98%
Listing Inventory	474	416	462	469	541	400	398	480	492

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

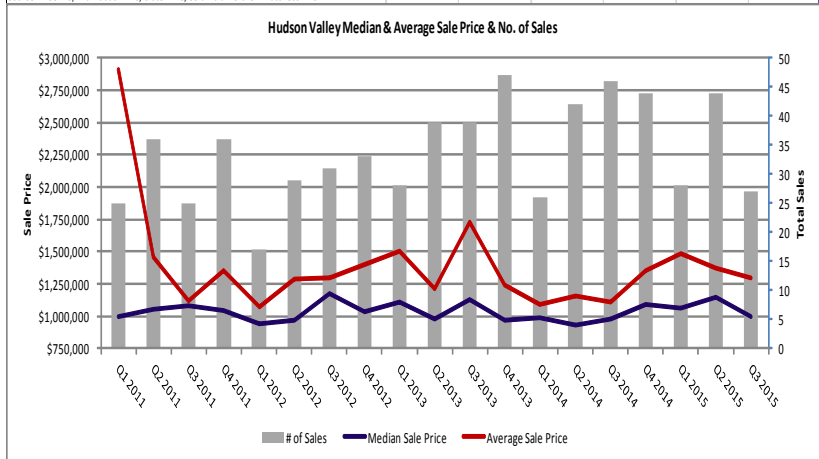
have been in quite a while. Apart from any other attractions, the low prices on offerings of both spacious old village houses and estate properties in Ulster are creating a lot of interest.

Time will tell whether the plateau idea for the region as a whole is a correct assessment. But it is fair to say, even now, that to many buyers of second homes, the Hudson Valley represents good value – Ulster especially but also Dutchess and Columbia. This is surely the case in comparison with alternative second-home locales that are accessible from New York City like the Hamptons. The region, moreover, looks to be a fire sale in comparison with apartments in the swishy parts of Manhattan and Brooklyn.

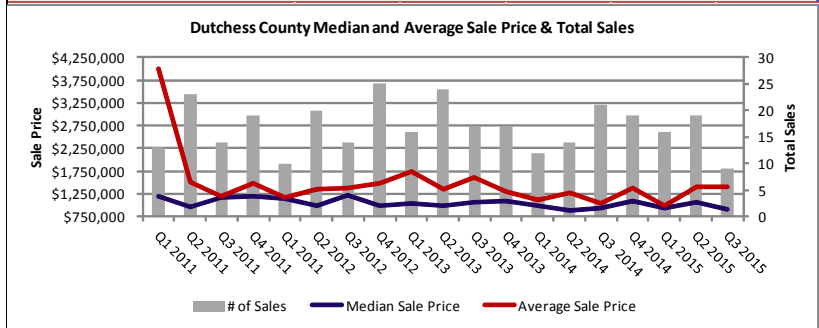
What is also true is that the region is attracting a more diverse set of buyers than in the past. The villages throughout the area seem to have a new cachet, as seen by relatively young buyers in search of many of the amenities that city life offers but in an easy-going way. Hudson – more a small city than a village – may be the quintessential example. Not only is it replete with restaurants, galleries, and other such attractions, it is not all that much of a hike for people to commute from there if they need to be in a New York office only part of a week.

Even the altogether rural parts of Columbia seem to be attracting relatively young buyers. With them in the picture, Columbia has

Hudson Valley Median Sale Price by Market Subset		2011	2012	2013	2014	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015
\$750,000 - \$999,999		Median \$ 835,258	\$ 845,000	\$ 850,000	\$ 869,725	\$ 870,000	\$ 875,000	\$ 855,000	\$ 865,000	\$ 960,000
		# of Sales 62	54	77	87	25	21	12	19	16
\$1,000,000 - \$1,999,999		Median \$ 1,325,000	\$ 1,287,500	\$ 1,285,000	\$ 1,325,000	\$ 1,250,000	\$ 1,545,000	\$ 1,250,000	\$ 1,378,500	\$ 1,298,000
		# of Sales 47	45	56	60	19	20	10	21	6
\$2,000,000 - \$3,999,999		Median \$ 2,498,729	\$ 2,132,750	\$ 2,700,000	\$ 2,287,500	\$ 2,275,000	\$ 2,675,000	\$ 2,700,000	\$ 3,456,036	\$ 2,400,000
		# of Sales 14	11	16	10	2	2	5	4	5
\$4,000,000 +		Median \$ 7,022,830	\$ 4,694,500	\$ 8,300,000	\$ 5,000,000	---	\$ 5,000,000	\$ 4,682,091	---	---
		# of Sales 6	2	4	1	0	1	1	0	0



Dutchess County Market Matrix	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015
Median Sale Price	\$ 950,000	\$ 1,100,000	\$ 934,750	\$ 1,070,000	\$ 910,000
Average Sale Price	\$ 1,035,548	\$ 1,390,934	\$ 993,163	\$ 1,416,232	\$ 1,409,938
# of Sales	21	19	16	19	9
Avg. DOM	121	259	186	269	251
Avg. List Price	\$ 2,088,375	\$ 2,292,624	\$ 2,244,297	\$ 2,029,843	\$ 2,181,936
Listing Discount	-11.89%	-26.98%	-6.20%	-14.33%	-13.16%
Listing Inventory	224	196	192	225	205
Median Sale Price by Market Subset	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015
\$750,000 - \$999,999					
Median	\$ 850,000	\$ 939,000	\$ 852,500	\$ 912,250	\$ 837,500
# of Sales	13	9	10	8	6
\$1,000,000 - \$1,999,999					
Median	\$ 1,200,000	\$ 1,457,500	\$ 1,212,500	\$ 1,400,000	\$ 1,298,000
# of Sales	7	9	6	9	1
\$2,000,000 - \$3,999,999					
Median	\$ 2,050,000	---	---	\$ 3,300,000	\$ 3,150,000
# of Sales	1	0	0	2	2
\$4,000,000 +					
Median	---	\$ 5,000,000	---	---	---
# of Sales	0	1	0	0	0

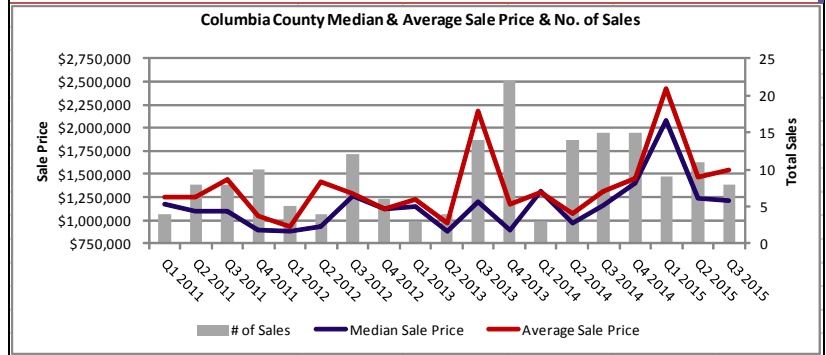


been profiting more than ever by its proximity to the Berkshires with its flourishing music and arts “scene.”

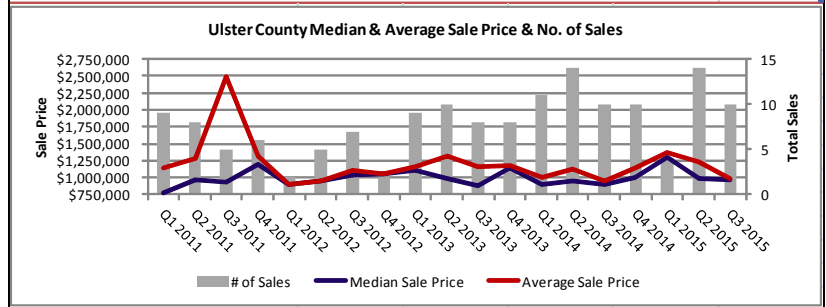
Indeed, the Hudson-Valley luxury market is no longer just the Millbrook estate, with its views, its quiet, and its countryside. Buyers of properties that offer these features remain in evidence. But buyers now come in several other flavors as well: those seeking village life; those interested in land for farming (gentleman farming for the most part, to be sure, but not always with the trend to “farm to table” dining); those desiring to live in large tract houses in southern Dutchess, many of which have moved up in price to the over-\$750,000 category.

We have written of this relatively recent segmentation of the market in earlier issues, more tentatively, however, than is possible now. This is an ever more diverse market. Buyers of all different stripes seem to know exactly what they want. Sellers need to know how to aim their marketing to the right subset of buyers – to those that will find just what they are looking for even before they ring the bell.

Columbia County Market Matrix	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015
Median Sale Price	\$ 1,165,000	\$ 1,400,000	\$ 2,075,000	\$ 1,235,000	\$ 1,212,500
Average Sale Price	\$ 1,313,233	\$ 1,458,552	\$ 2,425,367	\$ 1,464,856	\$ 1,547,500
# of Sales	15	15	9	11	8
Avg. DOM	152	208	115	129	93
Avg. List Price	\$ 2,036,488	\$ 1,727,821	\$ 1,858,426	\$ 1,827,191	\$ 1,770,734
Listing Discount	-13.63%	-8.16%	-6.00%	-9.96%	-10.71%
Listing Inventory	185	107	108	128	143
Median Sale Price by Market Subset	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015
<b>\$750,000 - \$999,999</b>					
Median	\$ 875,000	\$ 858,750	\$ 986,212	\$ 825,000	\$ 985,000
# of Sales	5	6	1	3	2
<b>\$1,000,000 - \$1,999,999</b>					
Median	\$ 1,325,000	\$ 1,600,000	\$ 1,500,000	\$ 1,350,000	\$ 1,100,000
# of Sales	9	7	3	7	3
<b>\$2,000,000 - \$3,999,999</b>					
Median	\$ 2,500,000	\$ 2,675,000	\$ 2,975,000	\$ 3,500,000	\$ 2,300,000
# of Sales	1	2	4	1	3
<b>\$4,000,000 +</b>					
Median	--	---	\$ 4,682,091	---	---
# of Sales	0	0	1	0	0



Ulster County Market Matrix	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015
Median Sale Price	\$ 898,750	\$ 997,500	\$ 1,301,000	\$ 987,000	\$ 966,800
Average Sale Price	\$ 951,050	\$ 1,147,000	\$ 1,364,750	\$ 1,232,369	\$ 989,010
# of Sales	10	10	4	14	10
Avg. DOM	88	142	155	145	176
Avg. List Price	\$ 1,366,864	\$ 1,430,331	\$ 1,346,422	\$ 1,342,042	\$ 1,412,332
Listing Discount	-3.84%	-11.67%	-10.84%	-5.13%	-3.83%
Listing Inventory	132	97	98	127	144
Median Sale Price by Market Subset	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015
<b>\$750,000 - \$999,999</b>					
Median	\$ 882,000	\$ 912,500	\$ 829,500	\$ 865,000	\$ 940,000
# of Sales	7	6	2	8	8
<b>\$1,000,000 - \$1,999,999</b>					
Median	\$ 1,108,000	\$ 1,480,000	\$ 1,700,000	\$ 1,350,000	\$ 1,325,000
# of Sales	3	4	1	5	2
<b>\$2,000,000+</b>					
Median	---	---	\$ 2,100,000	\$ 3,412,072	---
# of Sales	0	0	1	1	0



Heather Croner Real Estate  
Sotheby's International  
346 Fowler Rd  
Millbrook, NY 12545  
845-677-9822

RP Hubbell & Co.  
3 Neptune Rd, S-400  
Poughkeepsie, NY 12601  
845-454-6525  
www.rphubb.com

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., Walter Cadette, and Dan Hubbell 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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