

Heather Croner
Real Estate

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35 Killearn Road, Millbrook, New York, MLS 342559, \$7.4 Million

Fourth Quarter 2015
Hudson Valley Luxury Market Overview

*Written by Randy Myers,
in collaboration with Heather Croner and Pete Hubbell*

251 East Ridge Drive, Kingston, New York, MLS 20155079, \$635,000

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2015 HUDSON VALLEY LUXURY REAL ESTATE MARKET OVERVIEW

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

In the end, it was a respectable year for Hudson Valley's luxury home market.

Across the three-county region covered by this report — Dutchess County, Columbia County and Ulster County — the number of luxury homes sold in 2015 fell to 143 from 158 a year earlier. But these figures mask several encouraging developments:

- The median sale price rose 8.2 percent last year to \$1.07 million, while the average price jumped 12 percent to \$1.33 million.
- The higher end of the market was particularly strong, as evidenced by the sale of 19 properties with price tags above \$2 million — up from 11 in 2014.
- Homes sold closer to their listing price in 2015 than they did a year earlier, with the



251 East Ridge Drive, Kingston, New York, MLS 20155079, \$635,000

average listing discount shrinking to -9.2 percent from -14.5 percent in 2014.

- Property owners did not have to wait much longer to sell their homes than they did in 2014. Homes sold 207 days after listing, on average, versus 205 a year earlier.

Numbers like these reflect a stable housing market, one where the median sale price has remained relatively flat over the past five years. Properties priced realistically are finding buyers. Sellers are not booking gaudy gains of the sort we saw in the frothy market of the early 2000s, but neither are buyers extracting big price concessions like those that could be had immediately after the housing bubble burst in 2007.

Dutchess County

The Hudson Valley's largest luxury real estate market, Dutchess County was, by some measures, the strongest in the three-county region,

with 72 homes selling last year, six more than in 2014. The county also registered a dramatic improvement in the average listing discount, which shrank to -8.5 percent from -15.2 percent the prior year. On the other hand, price gains were modest, with the median sale price rising 2.7 percent. For the first time in the past five years, there also were no sales of homes above the \$4 million mark, extending a recent trend. In 2011, Dutchess County booked six sales of \$4 million or more. The figure dropped to two each in 2012 and 2013, and just one in 2014. We have yet to speak with anyone in our industry who has a good explanation for why this is happening, although we suspect some owners at the top end of the market may be reluctant to list their homes until property values start moving higher.

Columbia County

Columbia County was the least active of the three counties in terms of number of sales — 35, down from 47 a year earlier — but the strongest



3007 Church Street, Pine Plains, New York, MLS 346229, \$389,000

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in terms of price trends. Both the median and average sale price in the county rose significantly — by 13.3 percent and 29.1 percent, respectively — and those prices were substantially higher than the median and average prices in Dutchess and Ulster counties, too. The median sale price in Columbia was \$1.24 million, versus \$1.01 million in Dutchess and \$999,000 in Ulster.

The price gains in Columbia County reflected a burst of activity at the higher end of the market. While the number of sales below \$2 million fell significantly in 2015 — 25, versus 42 a year earlier — the number above \$2 million doubled to 10. Columbia County was home to the valley's biggest sale last year, too: a \$4.7 million transaction that closed in the first quarter of the year. It's also worth noting that the average time to sell a home in Columbia County fell dramatically in 2015 — only 124 days, down from 208 in 2014.

HUDSON VALLEY LUXURY MARKET OVERVIEW

Year	# of Sales	Median Sale Price	Average Sale Price	Avg. Days on Market	Ave. Listing Discount	Listing Inventory
2015	143	\$1,070,000	\$1,330,079	207	-9.2%	442
2014	158	\$988,750	\$1,187,938	205	-14.5%	469
2013	153	\$999,999	\$1,421,541	192	-10.5%	462

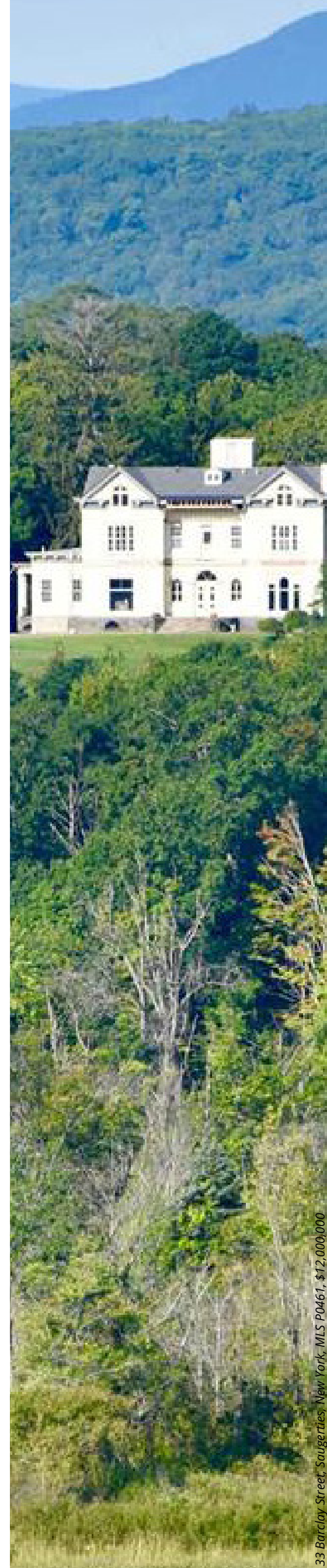
Q4 2015	35	\$1,017,500	\$1,205,351	251	-9.7%	399
Q4 2014	44	\$1,090,000	\$1,350,524	230	-17.9%	400

Ulster County

Different by geography than its sister counties — more rugged, with mountains, crags, waterfalls and more forested land — Ulster County also has a slightly different real estate climate. Like neighboring Columbia County, Ulster saw its total number of sales fall in 2015. But Ulster also notched more sales than Columbia, the only time that has happened in the past five years. Also, the number of homes for sale in Ulster rose dramatically over the course of the year, to 149 properties by the fourth quarter of the year from 97 a year earlier. By contrast, inventory fell in Dutchess County and was essentially flat in Columbia County. Absent an uptick in demand, Ulster's bountiful supply of homes could put pressure on prices heading into 2016. Or, viewed more generously, it could provide an opportunity for buyers to choose from a wide selection of properties in our valley's westernmost county.

Outlook

Concerns about the impact of slumping oil prices and slower growth in China on the global economy were weighing heavily on financial markets in early 2016. It would be easy to imagine this uncertain climate leaving some potential homebuyers, especially at the lower end of the market, nervous about committing to a new property in the year ahead. The higher



HUDSON VALLEY LUXURY MARKET SALES IN 2015 BY MARKET SUBSET

Category	Region	# Sales	Median Price
\$750,000-\$999,999	All Hudson Valley	66	\$860,000
	Columbia County	10	\$861,250
	Dutchess County	36	\$850,000
	Ulster County	20	\$875,000
\$1,000,000-\$1,999,999	All Hudson Valley	58	\$1,298,000
	Columbia County	15	\$1,235,000
	Dutchess County	30	\$1,337,250
	Ulster County	13	\$1,228,000
\$2,000,000-\$3,999,999	All Hudson Valley	18	\$2,549,000
	Columbia County	9	\$2,257,500
	Dutchess County	6	\$2,649,000
	Ulster County	3	\$2,500,000
\$4,000,000 +	All Hudson Valley	1	\$4,682,091
	Columbia County	1	\$4,682,091
	Dutchess County	0	n/a
	Ulster County	0	n/a



39 Loudon Pkwy, Loudonville, New York, MLS 106523, \$450,000



39 Loudon Pkwy, Loudonville, New York, MLS 106528, \$450,000

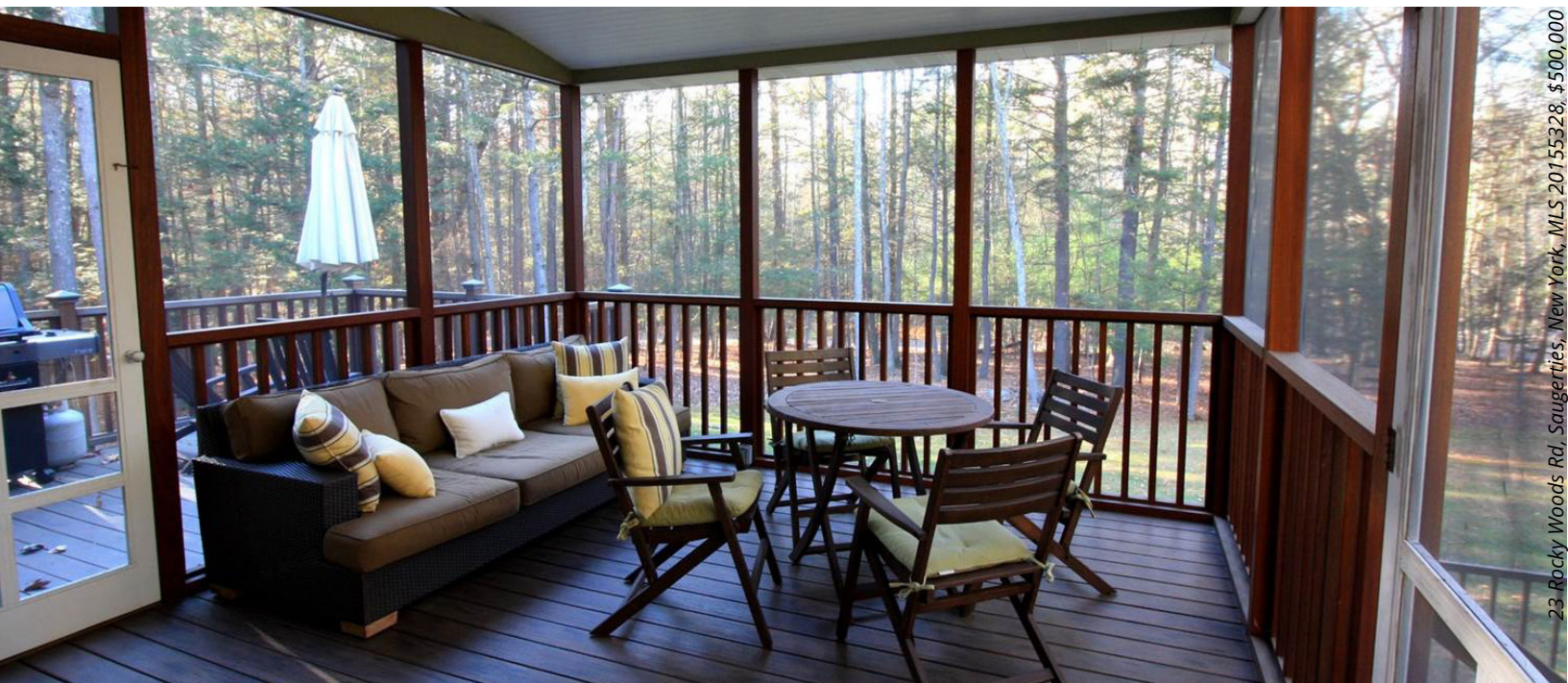
end, where prospective buyers presumably have greater resources, would likely suffer less.

Among those who are shopping, what might catch their eye? Classic Georgian architecture remains a calling card for the entire valley, but we also have seen homes with contemporary style become an easier sell in recent years, particularly in Ulster County. The more topographically rugged Ulster also could benefit most from a new trend one New York newspaper has called “cabin craze” — a desire, among urbanites, for a rustic retreat where they can temporarily leave their city apartments, cell phones and hectic lifestyles behind. We’ll see whether the trend has staying power. In the meantime, we have heard from a number of parties looking for a farm or other large parcel of land where they might be able to create a country retreat and host like-minded contemporaries.

What we know for certain is that the many charms of the Hudson Valley — its bucolic landscape, quaint villages, gracious homes and proximity to New York City — will always appeal to a broad cross-section of luxury home buyers. This, and the luxury market’s underlying signs of strength in 2015, leave us enthusiastic about the valley’s future.

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23 Rocky Woods Rd, Saugerties, New York, MLS 20155328, \$500,000

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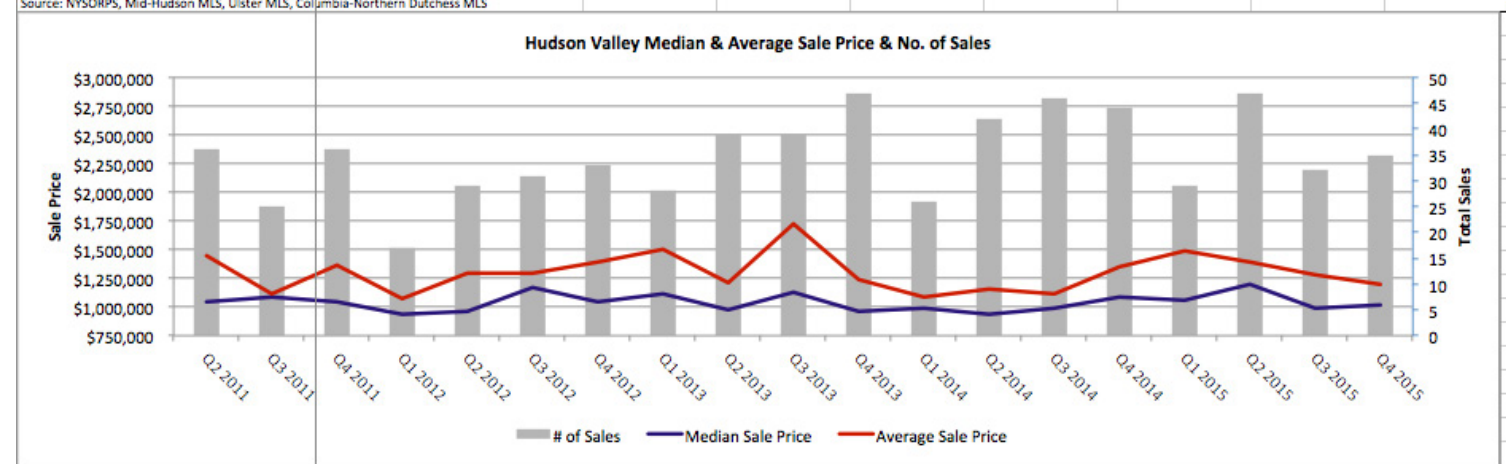
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This information contained in this Market Overview has been compiled from NYS ORPS, Mid-Hudson MLS, Columbia Northern Dutchess MLS, and Ulster MLS. We believe this information to be true and accurate. Heather Croner Real Estate, R. P. Hubbell and Company, Inc. and Randy Myers 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.

Hudson Valley Market Matrix, All Sales \$750,000 and over	2012	2013	2014	2015	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015
Median Sale Price	\$ 1,150,000	\$ 999,999	\$ 988,750	\$ 1,070,000	\$ 1,090,000	\$ 1,060,000	\$ 1,200,000	\$ 995,000	\$ 1,017,500
Average Sale Price	\$ 1,295,325	\$ 1,421,541	\$ 1,187,938	\$ 1,330,079	\$ 1,350,524	\$ 1,488,894	\$ 1,384,170	\$ 1,276,079	\$ 1,205,351
# of Sales	112	153	158	143	44	29	47	32	35
Avg. DOM	212	192	205	207	230	165	200	176	251
Avg. List Price	\$ 1,874,096	\$ 1,909,131	\$ 1,856,298	\$ 1,826,697	\$ 1,932,433	\$ 1,918,503	\$ 1,793,822	\$ 1,837,170	\$ 1,761,757
Listing Discount	-10.99%	-10.49%	-14.47%	-9.16%	-17.91%	-6.36%	-10.63%	-8.98%	-9.66%
Listing Inventory	416	462	469	442	400	398	480	492	399

Hudson Valley Median Sale Price by Market Subset	2012	2013	2014	2015	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015
\$750,000 - \$999,999									
Median	\$ 845,000	\$ 850,000	\$ 869,725	\$ 860,000	\$ 875,000	\$ 855,000	\$ 885,450	\$ 920,000	\$ 792,500
# of Sales	54	77	87	66	21	13	19	18	16
\$1,000,000 - \$1,999,999									
Median	\$ 1,287,500	\$ 1,285,000	\$ 1,325,000	\$ 1,298,000	\$ 1,545,000	\$ 1,250,000	\$ 1,417,500	\$ 1,312,500	\$ 1,163,500
# of Sales	45	56	60	58	20	10	24	9	15
\$2,000,000 - \$3,999,999									
Median	\$ 2,132,750	\$ 2,700,000	\$ 2,287,500	\$ 2,549,000	\$ 2,675,000	\$ 2,700,000	\$ 3,500,000	\$ 2,400,000	\$ 2,450,000
# of Sales	11	16	10	18	2	5	4	5	4
\$4,000,000 +									
Median	\$ 4,694,500	\$ 8,300,000	\$ 5,000,000	\$ 4,682,091	\$ 5,000,000	\$ 4,682,091	---	---	---
# of Sales	2	4	1	1	1	1	0	0	0

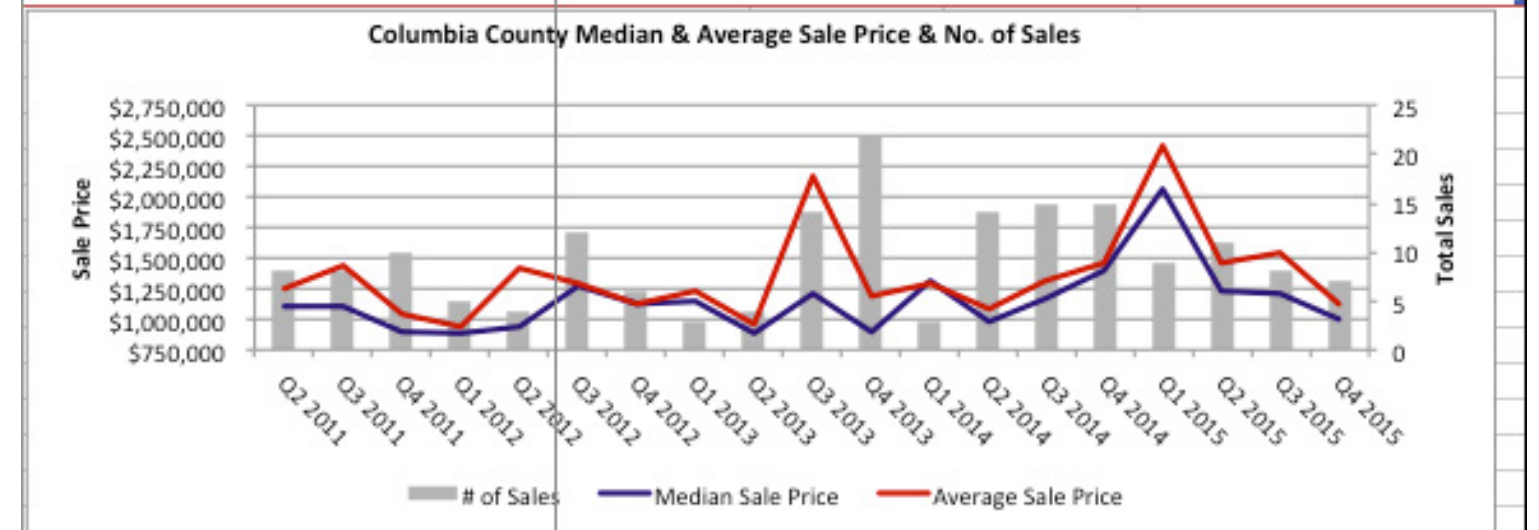


Columbia County Market Matrix	2011	2012	2013	2014	2015
Median Sale Price	\$ 950,000	\$ 1,037,500	\$ 968,750	\$ 1,090,000	\$ 1,235,000
Average Sale Price	\$ 1,230,543	\$ 1,209,000	\$ 1,476,050	\$ 1,287,485	\$ 1,662,692
# of Sales	31	27	44	47	35
Avg. DOM	374	185	179	208	124
Avg. List Price	\$ 1,622,552	\$ 1,908,446	\$ 1,859,082	\$ 1,859,264	\$ 1,677,151
Listing Discount	-12.24%	-10.86%	-9.85%	-12.89%	-8.36%

Median Sale Price by Market Subset	2011	2012	2013	2014	2015
\$750,000 - \$999,999					
Median	\$ 873,000	\$ 877,500	\$ 872,000	\$ 865,000	\$ 861,250
# of Sales	18	12	24	19	10
\$1,000,000 - \$1,999,999					
Median	\$ 1,334,125	\$ 1,262,500	\$ 1,277,500	\$ 1,325,000	\$ 1,235,000
# of Sales	10	12	14	23	15
\$2,000,000 - \$3,999,999					
Median	\$ 2,175,000	\$ 2,037,000	\$ 2,772,500	\$ 2,075,000	\$ 2,257,500
# of Sales	3	3	4	5	9
\$4,000,000 +					
Median	---	---	\$ 7,500,000	---	\$ 4,682,091
# of Sales	0	0	2	0	1

Columbia County Market Matrix	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015
Median Sale Price	\$ 1,400,000	\$ 2,075,000	\$ 1,235,000	\$ 1,212,500	\$ 996,500
Average Sale Price	\$ 1,458,552	\$ 2,425,367	\$ 1,464,856	\$ 1,547,500	\$ 1,124,643
# of Sales	15	9	11	8	7
Avg. DOM	208	115	129	93	162
Avg. List Price	\$ 1,727,821	\$ 1,858,426	\$ 1,827,191	\$ 1,770,734	\$ 1,198,571
Listing Discount	-8.16%	-6.00%	-9.96%	-10.71%	-6.17%
Listing Inventory	107	108	128	143	109

Median Sale Price by Market Subset	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015
\$750,000 - \$999,999					
Median	\$ 858,750	\$ 986,212	\$ 825,000	\$ 985,000	\$ 822,500
# of Sales	6	1	3	2	4
\$1,000,000 - \$1,999,999					
Median	\$ 1,600,000	\$ 1,500,000	\$ 1,350,000	\$ 1,100,000	\$ 1,157,500
# of Sales	7	3	7	3	2
\$2,000,000 - \$3,999,999					
Median	\$ 2,675,000	\$ 2,975,000	\$ 3,500,000	\$ 2,300,000	\$ 2,150,000
# of Sales	2	4	1	3	1
\$4,000,000 +					
Median	---	\$ 4,682,091	---	---	---
# of Sales	0	1	0	0	0



APPENDIX

Dutchess

APPENDIX

Ulster

Dutchess County Market Matrix	2011	2012	2013	2014	2015
Median Sale Price	\$ 1,142,625	\$ 1,050,000	\$ 1,037,500	\$ 985,000	\$ 1,011,750
Average Sale Price	\$ 1,898,812	\$ 1,177,802	\$ 1,488,527	\$ 1,203,050	\$ 1,246,650
# of Sales	69	63	74	66	72
Avg. DOM	188	215	185	218	235
Avg. List Price	\$ 2,357,708	\$ 2,325,820	\$ 2,329,958	\$ 2,107,503	\$ 1,986,904
Listing Discount	-13.39%	-11.13%	-10.50%	-15.20%	-8.45%
Median Sale Price by Market Subset					
\$750,000 - \$999,999					
Median	\$ 833,796	\$ 826,769	\$ 840,000	\$ 869,000	\$ 850,000
# of Sales	30	28	36	38	36
\$1,000,000 - \$1,999,999					
Median	\$ 1,335,550	\$ 1,300,000	\$ 1,350,000	\$ 1,325,000	\$ 1,337,250
# of Sales	26	25	27	23	30
\$2,000,000 - \$3,999,999					
Median	\$ 2,397,458	\$ 2,937,500	\$ 2,700,000	\$ 2,387,500	\$ 2,649,000
# of Sales	7	7	9	4	6
\$4,000,000 +					
Median	\$ 5,137,070	\$ 4,694,500	\$ 8,300,000	\$ 5,000,000	--
# of Sales	6	2	2	1	0

Source: NYSORPS, Mid-Hudson MLS

Dutchess County Market Matrix	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015
Median Sale Price	\$ 1,100,000	\$ 934,750	\$ 1,258,750	\$ 945,000	\$ 1,050,000
Average Sale Price	\$ 1,390,934	\$ 993,163	\$ 1,415,464	\$ 1,326,031	\$ 1,208,175
# of Sales	19	16	22	14	20
Avg. DOM	259	186	269	251	328
Avg. List Price	\$ 2,292,624	\$ 2,244,297	\$ 2,029,843	\$ 2,181,936	\$ 1,284,333
Listing Discount	-26.98%	-6.20%	-14.33%	-13.16%	-5.93%
Listing Inventory	196	192	225	205	141
Median Sale Price by Market Subset					
\$750,000 - \$999,999					
Median	\$ 939,000	\$ 852,500	\$ 912,250	\$ 850,000	\$ 789,000
# of Sales	9	10	8	8	10
\$1,000,000 - \$1,999,999					
Median	\$ 1,457,500	\$ 1,212,500	\$ 1,400,000	\$ 1,337,500	\$ 1,362,500
# of Sales	9	6	12	4	8
\$2,000,000 - \$3,999,999					
Median	---	---	\$ 3,300,000	\$ 3,150,000	\$ 2,499,000
# of Sales	0	0	2	2	2
\$4,000,000 +					
Median	\$ 5,000,000	---	---	---	---
# of Sales	1	0	0	0	0

Dutchess County Median and Average Sale Price & Total Sales



Ulster County Market Matrix	2011	2012	2013	2014	2015
Median Sale Price	\$ 1,000,000	\$ 900,000	\$ 1,050,000	\$ 946,000	\$ 999,000
Average Sale Price	\$ 1,526,496	\$ 1,234,250	\$ 1,226,486	\$ 1,061,545	\$ 1,147,093
# of Sales	29	16	35	45	36
Avg. DOM	232	237	210	166	166
Avg. List Price	\$ 1,417,566	\$ 1,262,424	\$ 1,497,585	\$ 1,381,877	\$ 1,377,586
Listing Discount	-15.16%	-9.96%	-10.91%	-8.01%	-6.65%
Median Sale Price by Market Subset					
\$750,000 - \$999,999					
Median	\$ 780,000	\$ 900,000	\$ 850,000	\$ 889,750	\$ 875,000
# of Sales	14	10	17	30	20
\$1,000,000 - \$1,999,999					
Median	\$ 1,290,000	\$ 1,234,250	\$ 1,290,000	\$ 1,292,650	\$ 1,228,000
# of Sales	11	6	15	14	13
\$2,000,000+					
Median	\$ 3,375,000	---	\$ 2,500,000	\$ 2,614,700	\$ 2,500,000
# of Sales	4	-	3	1	3

Ulster County Market Matrix	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015
Median Sale Price	\$ 997,500	\$ 1,301,000	\$ 987,000	\$ 966,800	\$ 1,048,750
Average Sale Price	\$ 1,147,000	\$ 1,364,750	\$ 1,232,369	\$ 989,010	\$ 1,205,750
# of Sales	10	4	14	10	8
Avg. DOM	142	155	145	176	158
Avg. List Price	\$ 1,430,331	\$ 1,346,422	\$ 1,342,042	\$ 1,412,332	\$ 1,394,800
Listing Discount	-11.67%	-10.84%	-5.13%	-3.83%	-9.94%
Listing Inventory	97	98	127	144	149
Median Sale Price by Market Subset					
\$750,000 - \$999,999					
Median	\$ 912,500	\$ 829,500	\$ 865,000	\$ 940,000	\$ 892,500
# of Sales	6	2	8	8	2
\$1,000,000 - \$1,999,999					
Median	\$ 1,480,000	\$ 1,700,000	\$ 1,350,000	\$ 1,325,000	\$ 1,080,000
# of Sales	4	1	5	2	5
\$2,000,000+					
Median	---	\$ 2,100,000	\$ 3,412,072	---	\$ 2,500,000
# of Sales	0	1	1	0	1

Ulster County Median & Average Sale Price & No. of Sales

