

WESTCHESTER, PUTNAM & DUTCHESS

Market Report

Q2-2022



HOULIHAN LAWRENCE



HOULIHAN LAWRENCE

Q2 2022 MARKET REPORT

Executive Summary

The second quarter of 2022 showed signs that the market is returning to normal from the feverish pace set in early 2020. This is to be expected due to factors including inflation, stock market fluctuations, and an aggressive interest rate hike.

While inventory remains low and demand remains strong, sales declined last quarter in Westchester, Putnam, and Dutchess Counties compared to the same period in 2021. However, current home sales are at levels well above those seen in 2018, 2019 and 2020. Multiple bid situations are still common on well-priced properties, but there tend to be fewer bidders than seen before. Price reductions are becoming more common where sellers may have been overambitious.

The supply and demand ratio at every price point has remained unsustainably high for several years. Inventory levels are expected to rise slowly, but right now remain historically low. Paired with current demand, prices should endure. Uncertainty in the economy, however, has caused buyers to be more cautious and discerning. As a result, sellers will have to pay close attention to pricing.

While changes in the market are inevitable, there is much that continually attracts buyers to our area. Now that July is upon us, we hope you and your families enjoy some of the exceptional recreational opportunities in Westchester, Putnam, and Dutchess Counties. Whether it be our parks, Long Island Sound, Hudson River, beaches, lakes, or mountains, there's so much to love about where we call home.

With Warm Regards,

Liz Nunan

President and CEO



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SECOND QUARTER 2022

WESTCHESTER COUNTY

Single Family Home Overview

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WESTCHESTER COUNTY

Condominium Overview

WESTCHESTER COUNTY

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PUTNAM COUNTY

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PUTNAM COUNTY

Condominium Overview

DUTCHESS COUNTY

Single Family Home Overview

SOUTHEAST DUTCHESS

Beekman, Dover, Pawling, Union Vale

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NORTHWEST DUTCHESS

Clinton, Hyde Park, Milan, Pleasant Valley, Red Hook, Rhinebeck

DUTCHESS COUNTY

Condominium Overview

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WESTCHESTER COUNTY

SINGLE FAMILY HOMES

QUARTERLY MARKET OVERVIEW

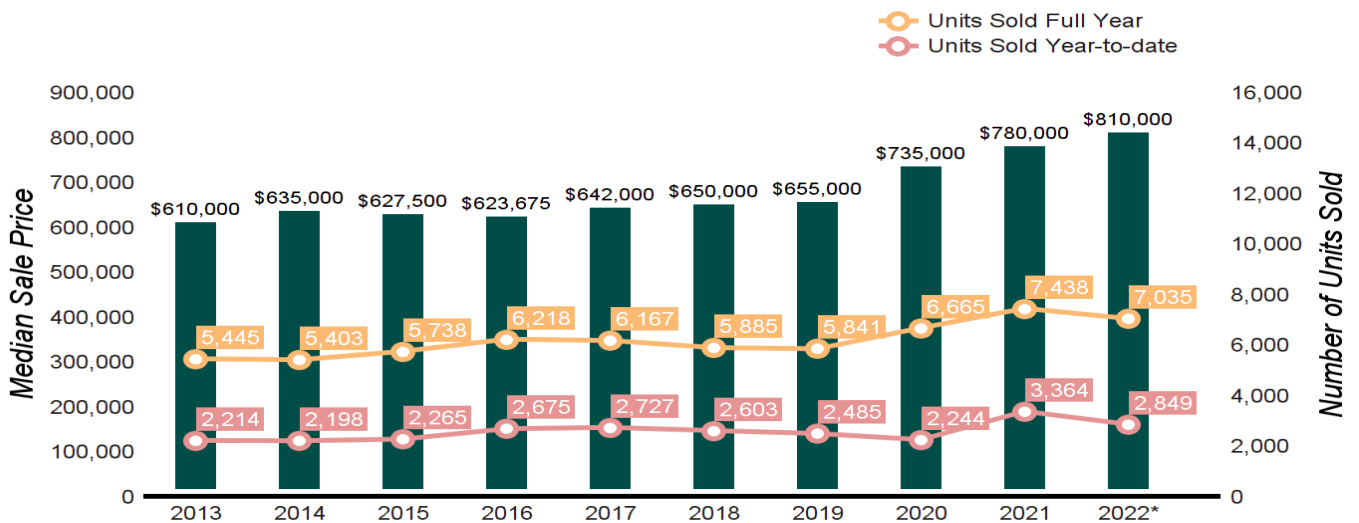
	Q2 2022	Q2 2021	% CHANGE	YTD 2022	YTD 2021	% CHANGE
HOMES SOLD	1590	1853	-14.2%	2849	3364	-15.3%
AVERAGE SALE PRICE	\$1,227,155	\$1,119,576	9.6%	\$1,124,246	\$1,023,568	9.8%
MEDIAN SALE PRICE	\$881,500	\$830,000	6.2%	\$810,000	\$765,000	5.9%
AVERAGE PRICE PER SQUARE FOOT	\$428	\$379	12.9%	\$405	\$363	11.6%
% SALE PRICE TO LIST PRICE	104.6	100.1	4.5%	102.9	99.3	3.6%

SUPPLY DEMAND ANALYSIS

PRICE RANGE	AS OF JUNE 30, 2022			AS OF JUNE 30, 2021			2022 vs. 2021	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$499,999	100	162	1	161	267	1	-37.9%	-39.3%
\$500,000 - \$699,999	343	385	1	336	504	1	2.1%	-23.6%
\$700,000 - \$999,999	346	420	1	409	522	1	-15.4%	-19.5%
\$1,000,000 - \$1,499,999	205	285	1	247	354	1	-17.0%	-19.5%
\$1,500,000 - \$1,999,999	112	164	1	151	174	1	-25.8%	-5.7%
\$2,000,000 - \$2,499,999	60	60	1	52	87	1	15.4%	-31.0%
\$2,500,000 - \$2,999,999	62	58	1	91	63	1	-31.9%	-7.9%
\$3,000,000 - \$3,999,999	53	57	1	54	38	1	-1.9%	50.0%
\$4,000,000 and up	89	33	3	79	30	3	12.7%	10.0%
Market Totals	1370	1624	1	1580	2039	1	-13.3%	-20.4%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

TEN-YEAR MARKET HISTORY



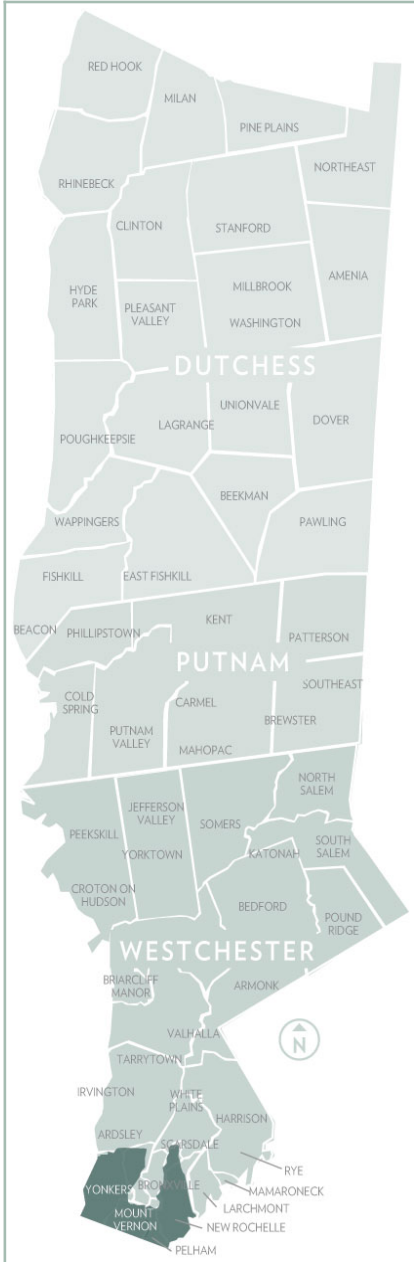
Average Sale Price	\$811,056	\$861,164	\$836,478	\$818,945	\$851,137	\$856,530	\$850,017	\$947,353	\$1,041,703	\$1,124,246	Average Sale Price
Average Price/SqFt	\$297	\$308	\$311	\$309	\$318	\$320	\$320	\$337	\$373	\$405	Average Price/SqFt
Days On Market	178	112	90	84	80	75	77	73	49	43	Days On Market
%Sale Price to List Price	96.0	96.7	97.0	97.0	97.4	97.2	96.6	98.1	100.0	102.9	%Sale Price to List Price

Source: Onekey MLS, SINGLE FAMILY HOMES

* Homes sold for 2022 are annualized based on actual sales year-to-date.

NEW YORK CITY GATEWAY

SINGLE FAMILY HOMES



HOMES SOLD

SCHOOL DISTRICT	Q2 2022	Q2 2021	% CHANGE	YTD 2022	YTD 2021	% CHANGE
MOUNT VERNON	33	48	-31%	70	87	-20%
NEW ROCHELLE	101	101	0%	159	207	-23%
PELHAM	36	43	-16%	56	77	-27%
YONKERS	129	162	-20%	273	324	-16%
NYC Gateway	299	354	-16%	558	695	-20%

CLICK ON A SCHOOL DISTRICT FOR THE LATEST MONTHLY MARKET REPORT.

HOMES SOLD



Q 2 - 2022 VS. Q 2 - 2021

16%

MOUNT VERNON
PELHAM

NEW ROCHELLE
YONKERS

MEDIAN SALE PRICE



Q 2 - 2022 VS. Q 2 - 2021

13%

NEW ROCHELLE



New Rochelle, NY

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MEDIAN SALE PRICE

SCHOOL DISTRICT	Q2 2022	Q2 2021	% CHANGE	YTD 2022	YTD 2021	% CHANGE
MOUNT VERNON	\$639,000	\$600,000	7%	\$582,000	\$579,280	1%
NEW ROCHELLE	\$845,000	\$780,000	8%	\$810,000	\$754,000	7%
PELHAM	\$1,058,750	\$1,125,000	-6%	\$1,111,250	\$1,090,000	2%
YONKERS	\$675,000	\$616,250	10%	\$640,000	\$599,499	7%
NYC Gateway	\$749,500	\$666,500	13%	\$695,000	\$650,000	7%

NEW YORK CITY GATEWAY

SINGLE FAMILY HOMES

MOUNT VERNON, NEW ROCHELLE, PELHAM, YONKERS

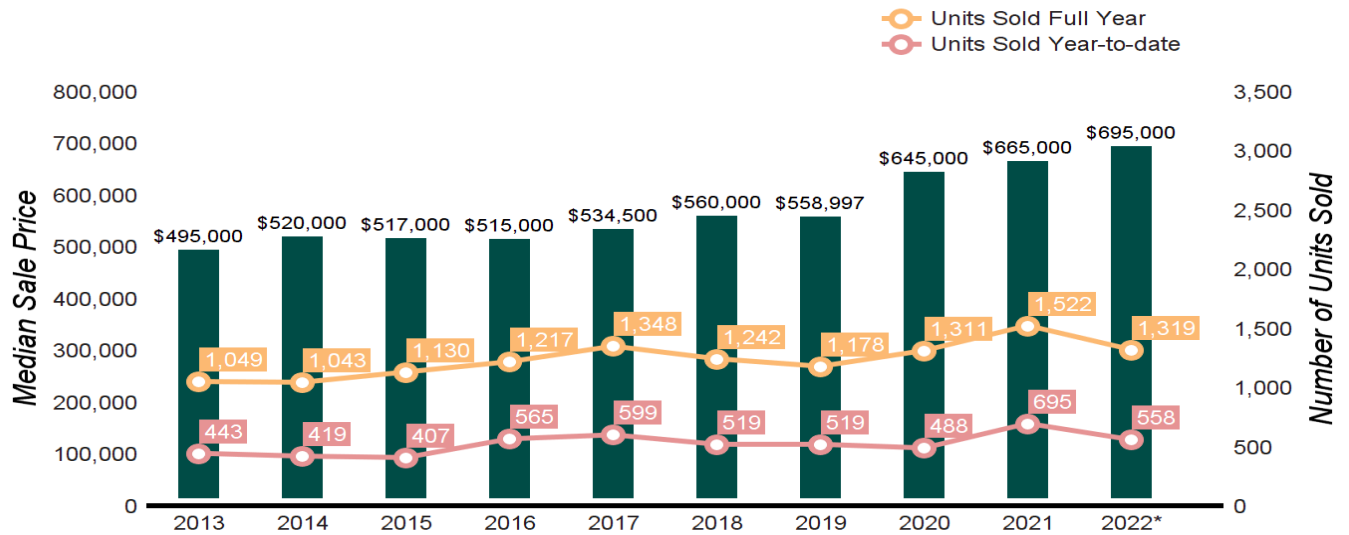
Click on a School district to obtain the latest monthly market report.

SUPPLY DEMAND ANALYSIS

PRICE RANGE	AS OF JUNE 30, 2022			AS OF JUNE 30, 2021			2022 vs. 2021	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$299,999	3	1	3	2	4	1	50.0%	-75.0%
\$300,000 - \$399,999	8	16	1	11	23	1	-27.3%	-30.4%
\$400,000 - \$499,999	26	25	1	31	44	1	-16.1%	-43.2%
\$500,000 - \$599,999	51	57	1	50	83	1	2.0%	-31.3%
\$600,000 - \$799,999	100	96	1	83	113	1	20.5%	-15.0%
\$800,000 - \$999,999	50	44	1	45	59	1	11.1%	-25.4%
\$1,000,000 - \$1,999,999	45	48	1	51	61	1	-11.8%	-21.3%
\$2,000,000 and up	15	3	5	14	6	2	7.1%	-50.0%
Market Totals	298	290	1	287	393	1	3.8%	-26.2%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

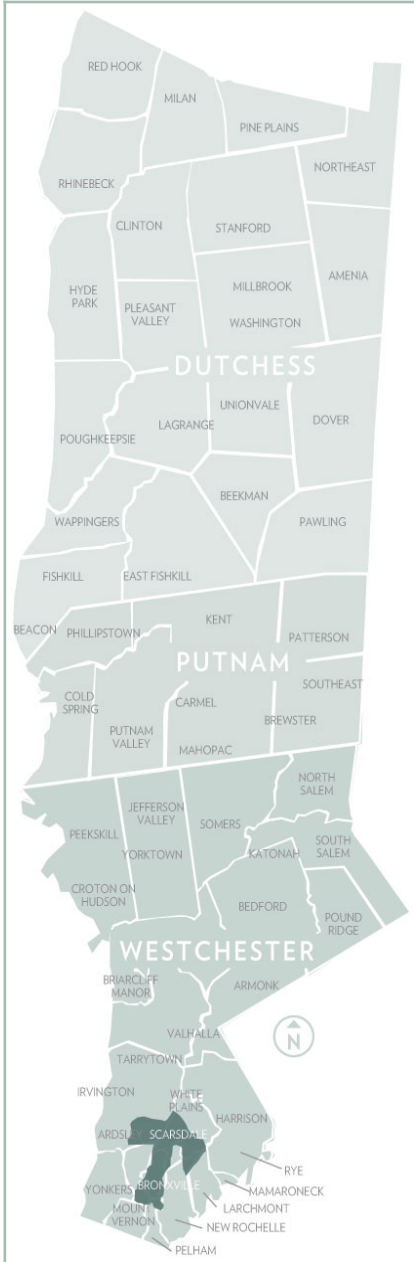
TEN-YEAR MARKET HISTORY



Average Sale Price	\$567,284	\$596,124	\$603,126	\$604,355	\$626,880	\$643,464	\$637,214	\$725,426	\$770,893	\$815,968	Average Sale Price
Average Price/SqFt	\$253	\$261	\$266	\$272	\$281	\$297	\$300	\$319	\$349	\$376	Average Price/SqFt
Days On Market	183	114	90	81	79	67	67	67	47	42	Days On Market
%Sale Price to List Price	95.8	96.6	97.4	97.6	98.0	97.7	98.1	98.3	100.2	102.0	%Sale Price to List Price

LOWER WESTCHESTER

SINGLE FAMILY HOMES



HOMES SOLD

SCHOOL DISTRICT	Q2 2022	Q2 2021	% CHANGE	YTD 2022	YTD 2021	% CHANGE
BRONXVILLE	26	21	24%	43	29	48%
EASTCHESTER	31	41	-24%	55	73	-25%
EDGEMONT	21	21	0%	37	37	0%
SCARSDALE	89	97	-8%	123	160	-23%
TUCKAHOE	18	15	20%	33	28	18%
Lower Westchester	185	195	-5%	291	327	-11%

CLICK ON A SCHOOL DISTRICT FOR THE LATEST MONTHLY MARKET REPORT.

BRONXVILLE
EDGEMONT
TUCKAHOE

EASTCHESTER
SCARSDALE

HOMES SOLD



Q 2 - 2022 VS. Q 2 - 2021

5%

MEDIAN SALE PRICE



Q 2 - 2022 VS. Q 2 - 2021

21%

MEDIAN SALE PRICE

SCHOOL DISTRICT	Q2 2022	Q2 2021	% CHANGE	YTD 2022	YTD 2021	% CHANGE
BRONXVILLE	\$2,605,000	\$2,750,000	-5%	\$2,690,000	\$2,750,000	-2%
EASTCHESTER	\$849,000	\$850,000	0%	\$830,000	\$810,000	3%
EDGEMONT	\$1,347,000	\$1,240,000	9%	\$1,200,000	\$1,207,900	-1%
SCARSDALE	\$2,050,000	\$1,852,000	11%	\$2,050,000	\$1,745,500	17%
TUCKAHOE	\$825,000	\$775,000	7%	\$835,000	\$781,250	7%
Lower Westchester	\$1,635,000	\$1,355,000	21%	\$1,550,000	\$1,299,000	19%

SCARSDALE



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Source: Onekey MLS, Single-family homes, Zone 6

LOWER WESTCHESTER

SINGLE FAMILY HOMES

BRONXVILLE, EASTCHESTER, EDGEMONT, SCARSDALE, TUCKAHOE

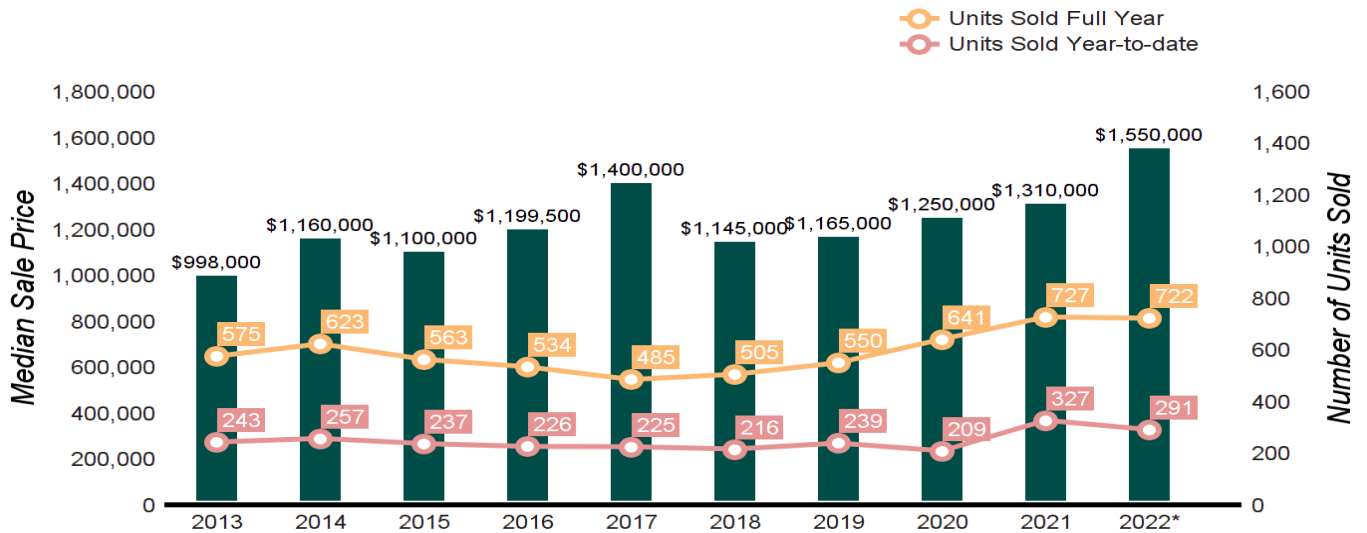
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SUPPLY DEMAND ANALYSIS

PRICE RANGE	AS OF JUNE 30, 2022			AS OF JUNE 30, 2021			2022 vs. 2021	
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\$0 - \$499,999	0	0	Not Valid	0	1	0	0.0%	-100.0%
\$500,000 - \$699,999	8	2	4	9	15	1	-11.1%	-86.7%
\$700,000 - \$999,999	29	45	1	51	44	1	-43.1%	2.3%
\$1,000,000 - \$1,499,999	25	48	1	34	65	1	-26.5%	-26.2%
\$1,500,000 - \$1,999,999	23	37	1	31	42	1	-25.8%	-11.9%
\$2,000,000 - \$2,499,999	17	18	1	11	29	1	54.5%	-37.9%
\$2,500,000 - \$2,999,999	17	28	1	22	21	1	-22.7%	33.3%
\$3,000,000 - \$3,999,999	17	23	1	15	13	1	13.3%	76.9%
\$4,000,000 and up	26	10	3	21	12	2	23.8%	-16.7%
Market Totals	162	211	1	194	242	1	-16.5%	-12.8%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

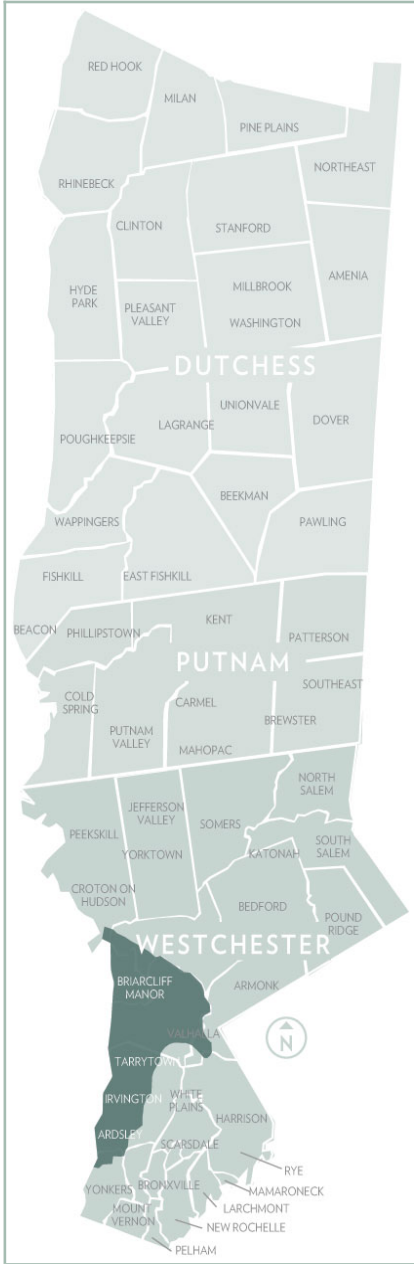
TEN-YEAR MARKET HISTORY



Average Sale Price	\$1,263,156	\$1,388,882	\$1,406,473	\$1,463,106	\$1,632,159	\$1,416,955	\$1,399,705	\$1,514,451	\$1,632,770	\$1,815,889	Average Sale Price
Average Price/SqFt	\$413	\$443	\$451	\$442	\$454	\$439	\$422	\$435	\$477	\$535	Average Price/SqFt
Days On Market	168	88	72	80	86	75	85	83	47	40	Days On Market
%Sale Price to List Price	96.3	97.7	97.6	96.4	96.7	96.1	95.7	97.2	99.7	102.8	%Sale Price to List Price

THE RIVERTOWNS

SINGLE FAMILY HOMES



THE RIVERTOWNS



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HOMES SOLD

SCHOOL DISTRICT	Q2 2022	Q2 2021	% CHANGE	YTD 2022	YTD 2021	% CHANGE
ARDSLEY	34	37	-8%	59	68	-13%
BRIARCLIFF MANOR	18	28	-36%	28	38	-26%
DOBBS FERRY	19	24	-21%	33	40	-18%
ELMSFORD	28	24	17%	41	40	3%
HASTINGS	21	21	0%	31	38	-18%
IRVINGTON	18	24	-25%	34	47	-28%
MOUNT PLEASANT	28	23	22%	48	47	2%
OSSINING	34	58	-41%	80	112	-29%
PLEASANTVILLE	20	16	25%	43	35	23%
POCANTICO HILLS	3	3	0%	8	5	60%
TARRYTOWN	14	23	-39%	25	30	-17%
The Rivertowns	237	281	-16%	430	500	-14%

CLICK ON A SCHOOL DISTRICT FOR THE LATEST MONTHLY MARKET REPORT.

- ARDSLEY
- DOBBS FERRY
- HASTINGS
- MOUNT PLEASANT
- PLEASANTVILLE
- TARRYTOWN
- BRIARCLIFF MANOR
- ELMSFORD
- IRVINGTON
- OSSINING
- POCANTICO HILLS

HOMES SOLD

Q 2 - 2022 VS. Q 2 - 2021



16%

MEDIAN SALE PRICE

Q 2 - 2022 VS. Q 2 - 2021



0%

MEDIAN SALE PRICE

SCHOOL DISTRICT	Q2 2022	Q2 2021	% CHANGE	YTD 2022	YTD 2021	% CHANGE
ARDSLEY	\$787,500	\$825,000	-5%	\$750,000	\$771,000	-3%
BRIARCLIFF MANOR	\$1,222,500	\$1,029,449	19%	\$1,153,650	\$907,500	27%
DOBBS FERRY	\$852,500	\$720,000	18%	\$845,000	\$771,500	10%
ELMSFORD	\$590,000	\$578,500	2%	\$590,000	\$566,000	4%
HASTINGS	\$950,000	\$1,105,000	-14%	\$945,000	\$847,500	12%
IRVINGTON	\$1,303,000	\$1,118,750	17%	\$1,275,500	\$1,062,500	20%
MOUNT PLEASANT	\$688,000	\$720,000	-4%	\$657,500	\$695,000	-5%
OSSINING	\$614,000	\$576,000	7%	\$555,000	\$557,500	0%
PLEASANTVILLE	\$799,500	\$721,250	11%	\$784,000	\$685,000	15%
POCANTICO HILLS	\$1,400,000	\$848,500	65%	\$1,183,750	\$880,000	35%
TARRYTOWN	\$1,100,944	\$875,000	26%	\$875,000	\$885,000	-1%
The Rivertowns	\$773,000	\$770,000	0%	\$732,500	\$715,000	2%

THE RIVERTOWNS

SINGLE FAMILY HOMES

ARDSLEY, BRIARCLIFF MANOR, DOBBS FERRY, ELMSFORD, HASTINGS, IRVINGTON, MOUNT PLEASANT
OSSINING, PLEASANTVILLE, POCANTICO HILLS, TARRYTOWN

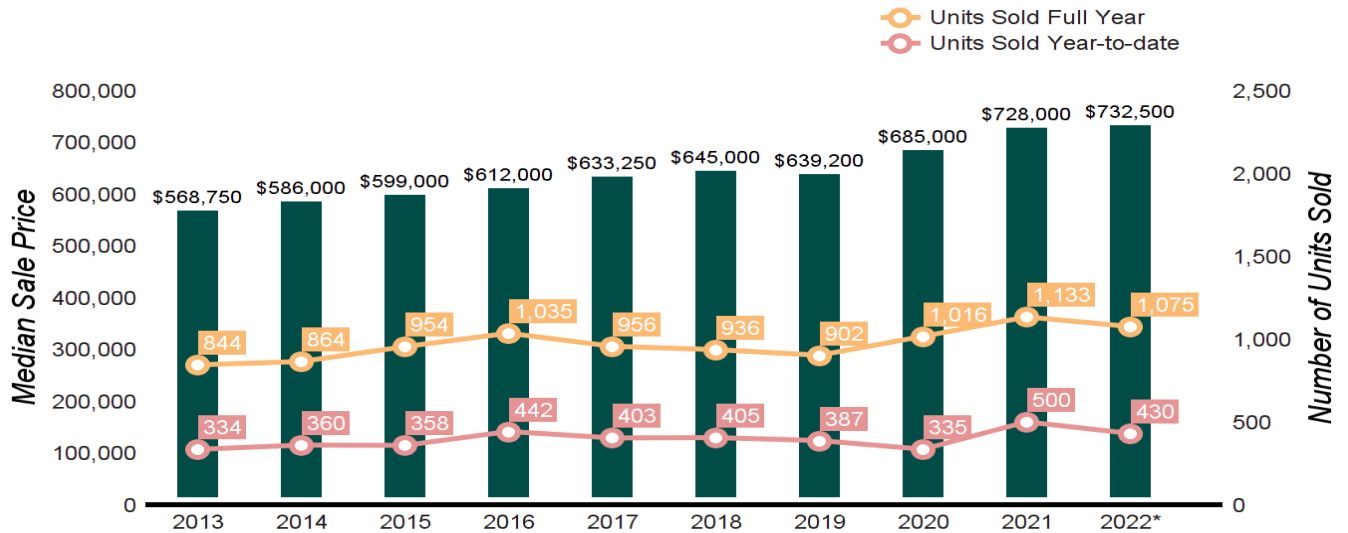
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SUPPLY DEMAND ANALYSIS

PRICE RANGE	AS OF JUNE 30, 2022			AS OF JUNE 30, 2021			2022 vs. 2021	
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\$0 - \$299,999	1	1	1	0	2	0	0.0%	-50.0%
\$300,000 - \$399,999	2	2	1	4	10	1	-50.0%	-80.0%
\$400,000 - \$499,999	11	17	1	20	31	1	-45.0%	-45.2%
\$500,000 - \$599,999	33	35	1	23	51	1	43.5%	-31.4%
\$600,000 - \$799,999	59	74	1	73	90	1	-19.2%	-17.8%
\$800,000 - \$999,999	35	43	1	42	53	1	-16.7%	-18.9%
\$1,000,000 - \$1,999,999	41	60	1	65	60	1	-36.9%	0.0%
\$2,000,000 and up	18	8	2	23	6	4	-21.7%	33.3%
Market Totals	200	240	1	250	303	1	-20.0%	-20.8%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

TEN-YEAR MARKET HISTORY



Average Sale Price	\$664,832	\$689,728	\$692,908	\$705,636	\$740,572	\$765,251	\$732,079	\$768,144	\$839,444	\$859,310	Average Sale Price
Average Price/SqFt	\$285	\$294	\$304	\$308	\$321	\$323	\$318	\$326	\$355	\$381	Average Price/SqFt
Days On Market	179	117	88	81	72	67	75	73	50	45	Days On Market
%Sale Price to List Price	97.5	98.2	97.6	98.7	98.9	100.3	97.6	98.5	100.1	103.9	%Sale Price to List Price

GREATER WHITE PLAINS

SINGLE FAMILY HOMES



HOMES SOLD

SCHOOL DISTRICT	Q2 2022	Q2 2021	% CHANGE	YTD 2022	YTD 2021	% CHANGE
GREENBURGH	52	41	27%	92	79	17%
VALHALLA	25	14	79%	39	34	15%
WHITE PLAINS	59	77	-23%	113	128	-12%
Greater White Plains	136	132	3%	244	241	1%

CLICK ON A SCHOOL DISTRICT FOR THE LATEST MONTHLY MARKET REPORT.

HOMES SOLD



Q 2 - 2022 VS. Q 2 - 2021

3%

GREENBURGH
WHITE PLAINS

VALHALLA

MEDIAN
SALE PRICE



Q 2 - 2022 VS. Q 2 - 2021

3%

WHITE PLAINS



MEDIAN SALE PRICE

SCHOOL DISTRICT	Q2 2022	Q2 2021	% CHANGE	YTD 2022	YTD 2021	% CHANGE
GREENBURGH	\$675,000	\$635,000	6%	\$640,000	\$600,000	7%
VALHALLA	\$710,000	\$721,500	-2%	\$670,000	\$652,500	3%
WHITE PLAINS	\$851,000	\$790,000	8%	\$790,000	\$725,000	9%
Greater White Plains	\$737,509	\$719,500	3%	\$697,000	\$675,000	3%

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Source: Onekey MLS, Single-family homes, Zone 4

GREATER WHITE PLAINS

SINGLE FAMILY HOMES

GREENBURGH, VALHALLA, WHITE PLAINS

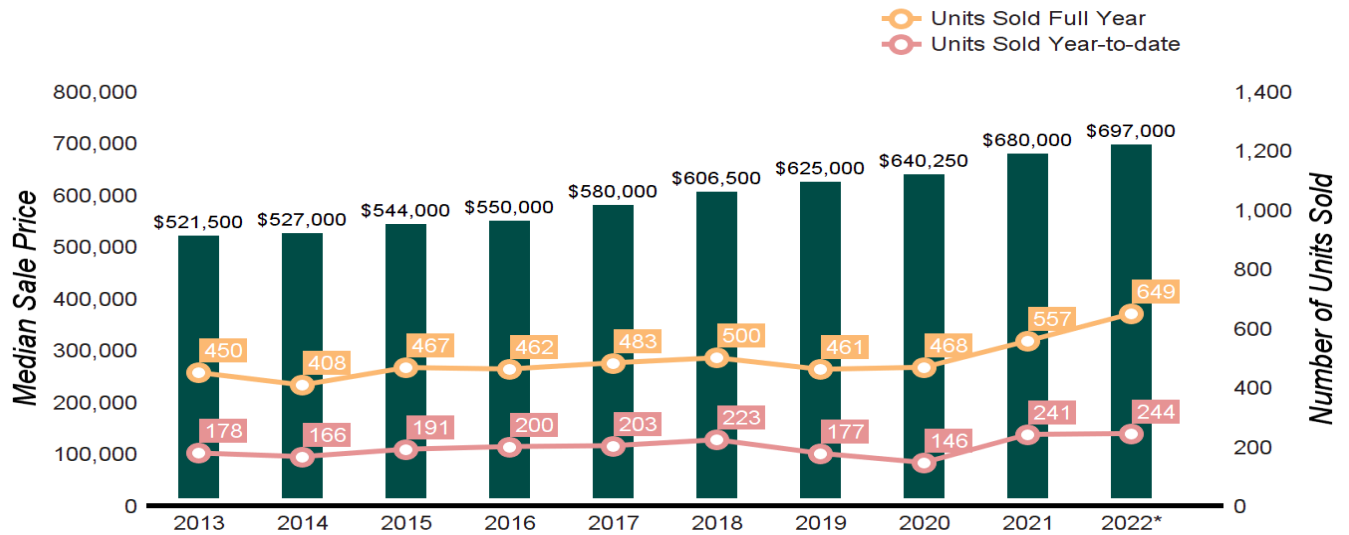
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\$0 - \$299,999	0	0	Not Valid	0	0	Not Valid	0.0%	0.0%
\$300,000 - \$399,999	0	3	0	3	5	1	-100.0%	-40.0%
\$400,000 - \$499,999	1	3	1	9	12	1	-88.9%	-75.0%
\$500,000 - \$599,999	16	21	1	21	27	1	-23.8%	-22.2%
\$600,000 - \$799,999	34	56	1	41	62	1	-17.1%	-9.7%
\$800,000 - \$999,999	11	23	1	17	28	1	-35.3%	-17.9%
\$1,000,000 - \$1,999,999	18	21	1	20	16	1	-10.0%	31.3%
\$2,000,000 and up	2	0	Not Valid	0	0	Not Valid	0.0%	0.0%
Market Totals	82	127	1	111	150	1	-26.1%	-15.3%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

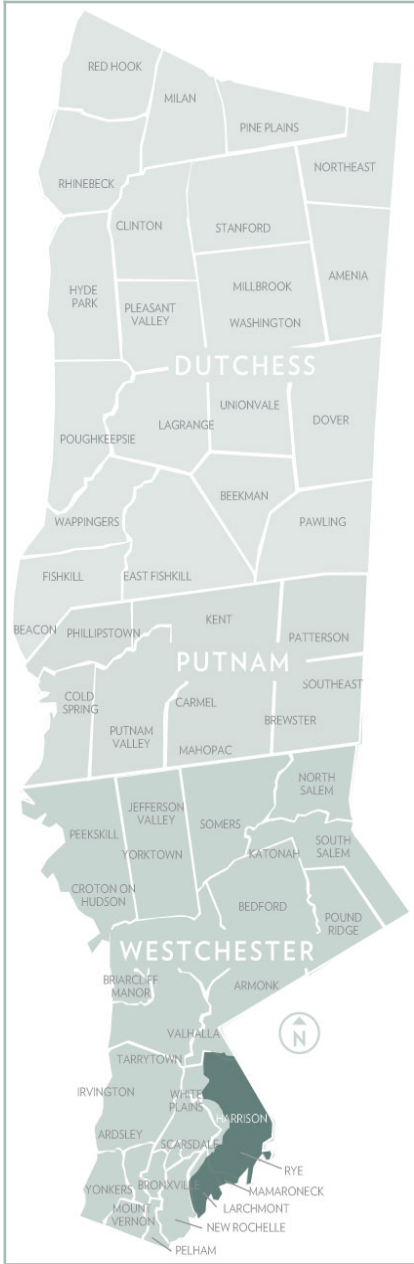
TEN-YEAR MARKET HISTORY



Average Sale Price	\$555,397	\$594,770	\$606,510	\$593,753	\$624,937	\$650,930	\$649,190	\$692,816	\$732,108	\$761,187	Average Sale Price
Average Price/SqFt	\$264	\$272	\$284	\$290	\$300	\$305	\$308	\$323	\$351	\$376	Average Price/SqFt
Days On Market	175	105	79	80	64	63	71	59	43	36	Days On Market
%Sale Price to List Price	96.8	97.2	97.6	97.6	98.4	98.4	97.8	98.7	100.7	103.3	%Sale Price to List Price

THE SOUND SHORE

SINGLE FAMILY HOMES



THE SOUND SHORE



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Source: Onekey MLS, Single-family homes, Zone 5

HOMES SOLD

SCHOOL DISTRICT	Q2 2022	Q2 2021	% CHANGE	YTD 2022	YTD 2021	% CHANGE
BLIND BROOK	47	47	0%	69	73	-6%
HARRISON	41	60	-32%	80	101	-21%
MAMARONECK	77	96	-20%	123	153	-20%
PORT CHESTER	35	35	0%	63	57	11%
RYE CITY	58	64	-9%	82	100	-18%
RYE NECK	21	23	-9%	35	43	-19%
The Sound Shore	279	325	-14%	452	527	-14%

CLICK ON A SCHOOL DISTRICT FOR THE LATEST MONTHLY MARKET REPORT.

- BLIND BROOK
- HARRISON
- MAMARONECK
- PORT CHESTER
- RYE CITY
- RYE NECK

HOMES SOLD

Q 2 - 2022 VS. Q 2 - 2021

14%

MEDIAN SALE PRICE

Q 2 - 2022 VS. Q 2 - 2021

8%

MEDIAN SALE PRICE

SCHOOL DISTRICT	Q2 2022	Q2 2021	% CHANGE	YTD 2022	YTD 2021	% CHANGE
BLIND BROOK	\$1,100,000	\$1,055,000	4%	\$1,068,000	\$999,000	7%
HARRISON	\$1,700,000	\$1,542,500	10%	\$1,629,250	\$1,485,000	10%
MAMARONECK	\$1,710,000	\$1,615,000	6%	\$1,487,500	\$1,375,000	8%
PORT CHESTER	\$665,000	\$570,000	17%	\$650,000	\$559,000	16%
RYE CITY	\$2,387,500	\$2,125,000	12%	\$2,232,500	\$1,931,250	16%
RYE NECK	\$995,000	\$1,277,180	-22%	\$1,100,000	\$999,999	10%
The Sound Shore	\$1,475,000	\$1,362,000	8%	\$1,350,000	\$1,275,000	6%

THE SOUND SHORE

SINGLE FAMILY HOMES

BLIND BROOK, HARRISON, MAMARONECK, PORT CHESTER, RYE CITY, RYE NECK

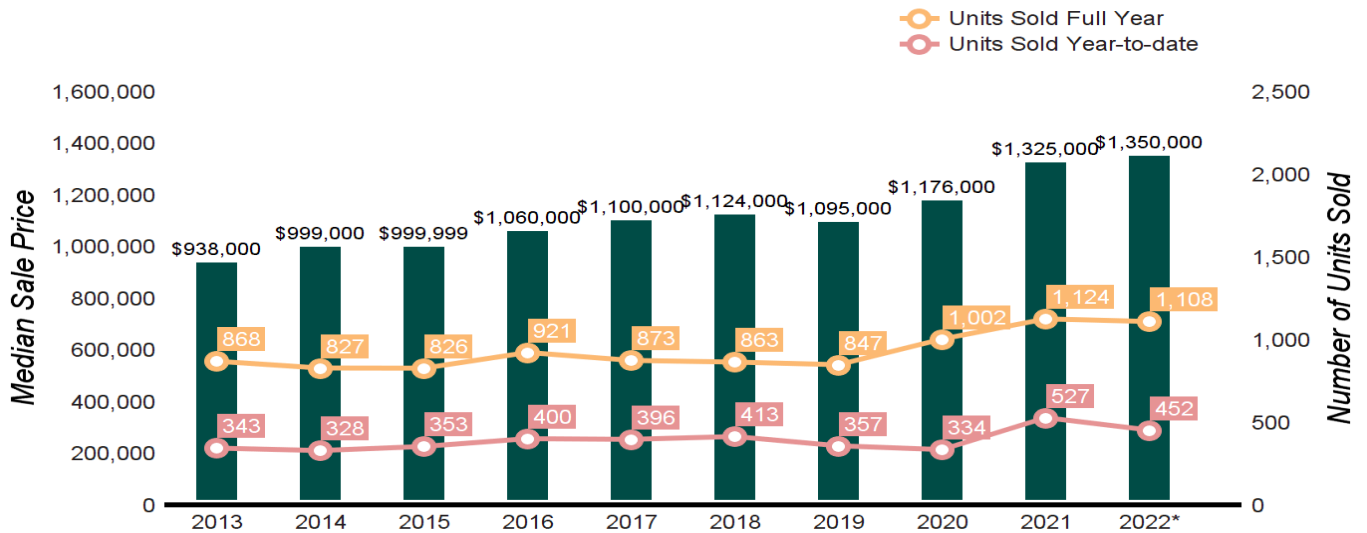
Click on a School district to obtain the latest monthly market report.

SUPPLY DEMAND ANALYSIS

PRICE RANGE	AS OF JUNE 30, 2022			AS OF JUNE 30, 2021			2022 vs. 2021	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$499,999	3	4	1	9	10	1	-66.7%	-60.0%
\$500,000 - \$699,999	27	23	1	29	31	1	-6.9%	-25.8%
\$700,000 - \$999,999	30	45	1	39	54	1	-23.1%	-16.7%
\$1,000,000 - \$1,499,999	33	63	1	46	89	1	-28.3%	-29.2%
\$1,500,000 - \$1,999,999	23	62	1	37	58	1	-37.8%	6.9%
\$2,000,000 - \$2,499,999	15	23	1	10	27	1	50.0%	-14.8%
\$2,500,000 - \$2,999,999	13	20	1	24	30	1	-45.8%	-33.3%
\$3,000,000 - \$3,999,999	23	24	1	18	17	1	27.8%	41.2%
\$4,000,000 and up	20	12	2	15	11	1	33.3%	9.1%
Market Totals	187	276	1	227	327	1	-17.6%	-15.6%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

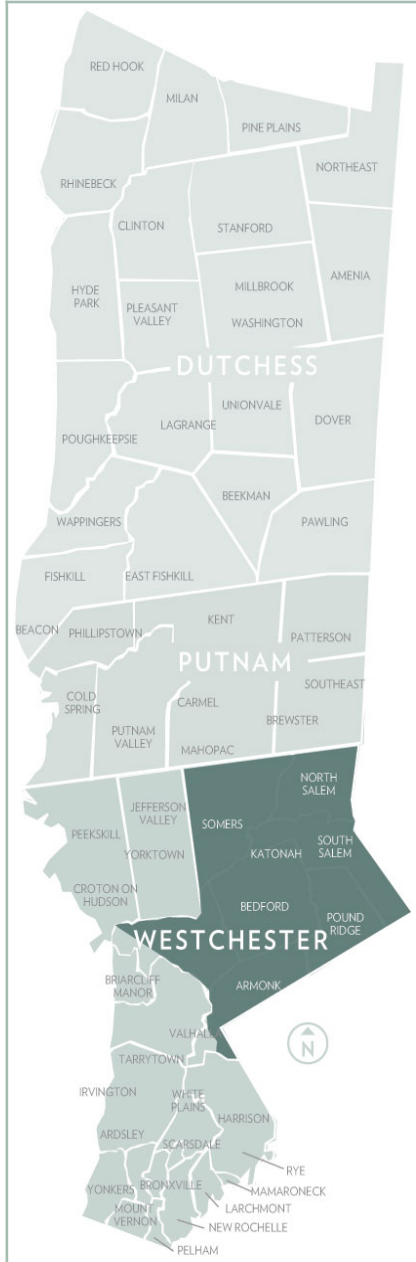
TEN-YEAR MARKET HISTORY



Average Sale Price	\$1,271,109	\$1,298,331	\$1,367,114	\$1,320,302	\$1,353,465	\$1,404,302	\$1,355,790	\$1,472,468	\$1,592,056	\$1,698,127	Average Sale Price
Average Price/SqFt	\$406	\$418	\$434	\$431	\$436	\$429	\$422	\$447	\$484	\$513	Average Price/SqFt
Days On Market	165	99	83	74	75	78	81	66	52	45	Days On Market
%Sale Price to List Price	96.1	96.9	96.4	96.7	97.1	95.7	95.9	97.8	100.2	104.1	%Sale Price to List Price

NORTHERN WESTCHESTER

SINGLE FAMILY HOMES



HOMES SOLD

SCHOOL DISTRICT	Q2 2022	Q2 2021	% CHANGE	YTD 2022	YTD 2021	% CHANGE
NORTHERN WESTCHESTER	284	377	-25%	504	664	-24%
BEDFORD	77	98	-21%	130	156	-17%
BYRAM HILLS	42	46	-9%	70	83	-16%
CHAPPAQUA	61	82	-26%	92	129	-29%
KATONAH LEWISBORO	56	73	-23%	106	136	-22%
NORTH SALEM	9	21	-57%	28	41	-32%
Somers	39	57	-32%	78	119	-35%

CLICK ON A SCHOOL DISTRICT FOR THE LATEST MONTHLY MARKET REPORT.

HOMES SOLD



Q 2 - 2022 VS. Q 2 - 2021

32%

BEDFORD
CHAPPAQUA
NORTH SALEM

BYRAM HILLS
KATONAH-LEWISBORO
SOMERS

MEDIAN SALE PRICE



Q 2 - 2022 VS. Q 2 - 2021

4%

MEDIAN SALE PRICE

SCHOOL DISTRICT	Q2 2022	Q2 2021	% CHANGE	YTD 2022	YTD 2021	% CHANGE
NORTHERN WESTCHESTER	\$1,090,750	\$930,000	17%	\$975,000	\$890,000	10%
BEDFORD	\$1,105,000	\$909,750	22%	\$998,849	\$899,750	11%
BYRAM HILLS	\$1,590,000	\$1,310,000	21%	\$1,489,600	\$1,220,000	22%
CHAPPAQUA	\$1,341,000	\$1,177,509	14%	\$1,317,500	\$999,000	32%
KATONAH LEWISBORO	\$890,000	\$925,000	-4%	\$848,750	\$885,500	-4%
NORTH SALEM	\$659,000	\$740,000	-11%	\$626,250	\$740,000	-15%
Somers	\$660,000	\$685,000	-4%	\$673,500	\$630,000	7%

BEDFORD



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Source: Onekey MLS, Single-family homes, Zone 2

NORTHERN WESTCHESTER

SINGLE FAMILY HOMES

BEDFORD, BYRAM HILLS, CHAPPAQUA, KATONAH-LEWISBORO, NORTH SALEM, SOMERS

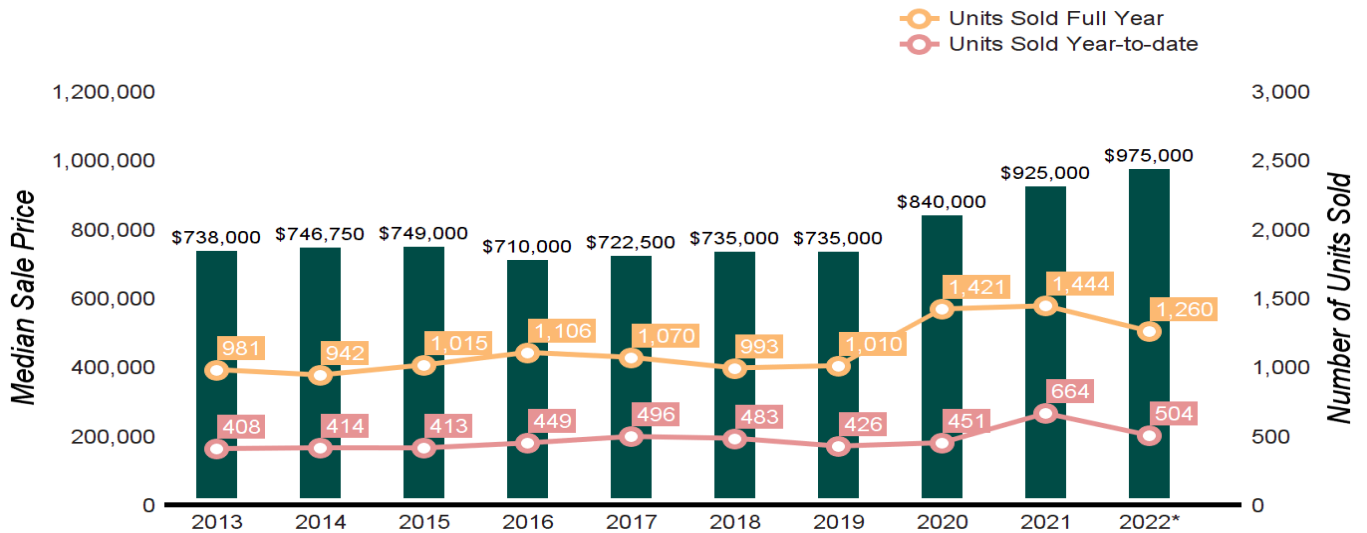
Click on a School district to obtain the latest monthly market report.

SUPPLY DEMAND ANALYSIS

PRICE RANGE	AS OF JUNE 30, 2022			AS OF JUNE 30, 2021			2022 vs. 2021	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$499,999	14	21	1	19	20	1	-26.3%	5.0%
\$500,000 - \$699,999	46	48	1	46	73	1	0.0%	-34.2%
\$700,000 - \$999,999	59	71	1	91	126	1	-35.2%	-43.7%
\$1,000,000 - \$1,499,999	61	64	1	62	93	1	-1.6%	-31.2%
\$1,500,000 - \$1,999,999	34	32	1	35	36	1	-2.9%	-11.1%
\$2,000,000 - \$2,499,999	16	14	1	21	20	1	-23.8%	-30.0%
\$2,500,000 - \$2,999,999	22	7	3	32	9	4	-31.3%	-22.2%
\$3,000,000 - \$3,999,999	9	8	1	17	8	2	-47.1%	0.0%
\$4,000,000 and up	32	10	3	31	7	4	3.2%	42.9%
Market Totals	293	275	1	354	392	1	-17.2%	-29.8%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

TEN-YEAR MARKET HISTORY



Average Sale Price	\$929,282	\$1,020,339	\$901,858	\$868,326	\$910,250	\$893,432	\$897,777	\$984,186	\$1,176,596	\$1,313,745	Average Sale Price
Average Price/SqFt	\$278	\$284	\$284	\$277	\$284	\$277	\$280	\$292	\$340	\$374	Average Price/SqFt
Days On Market	189	131	105	101	100	96	91	90	55	47	Days On Market
%Sale Price to List Price	94.7	94.8	96.1	95.8	96.0	96.0	94.8	98.1	99.1	101.8	%Sale Price to List Price

NORTHWEST WESTCHESTER

SINGLE FAMILY HOMES



YORKTOWN



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Source: Onekey MLS, Single-family homes, Zone 1

HOMES SOLD

SCHOOL DISTRICT	Q2 2022	Q2 2021	% CHANGE	YTD 2022	YTD 2021	% CHANGE
CROTON HARMON	16	25	-36%	50	56	-11%
HENDRICK HUDSON	32	35	-9%	65	78	-17%
LAKELAND	65	61	7%	128	143	-11%
PEEKSKILL	21	27	-22%	52	43	21%
YORKTOWN	34	35	-3%	72	79	-9%
Northwest Westchesterr	168	183	-8%	367	399	-8%

CLICK ON A SCHOOL DISTRICT FOR THE LATEST MONTHLY MARKET REPORT.

HOMES SOLD



Q 2 - 2022 VS. Q 2 - 2021

8%

CROTON-HARMON
LAKELAND
YORKTOWN

HENDRICK HUDSON
PEEKSKILL

MEDIAN SALE PRICE



Q 2 - 2022 VS. Q 2 - 2021

8%

MEDIAN SALE PRICE

SCHOOL DISTRICT	Q2 2022	Q2 2021	% CHANGE	YTD 2022	YTD 2021	% CHANGE
CROTON HARMON	\$901,750	\$793,500	14%	\$824,611	\$753,000	10%
HENDRICK HUDSON	\$607,500	\$500,000	22%	\$550,000	\$566,000	-3%
LAKELAND	\$540,000	\$515,000	5%	\$517,500	\$470,000	10%
PEEKSKILL	\$490,000	\$392,500	25%	\$483,000	\$395,000	22%
YORKTOWN	\$680,000	\$605,000	12%	\$635,000	\$568,000	12%
Northwest Westchesterr	\$580,063	\$538,000	8%	\$555,000	\$515,000	8%

NORTHWEST WESTCHESTER

SINGLE FAMILY HOMES

CROTON-HARMON, HENDRICK HUDSON, LAKELAND, PEEKSKILL, YORKTOWN

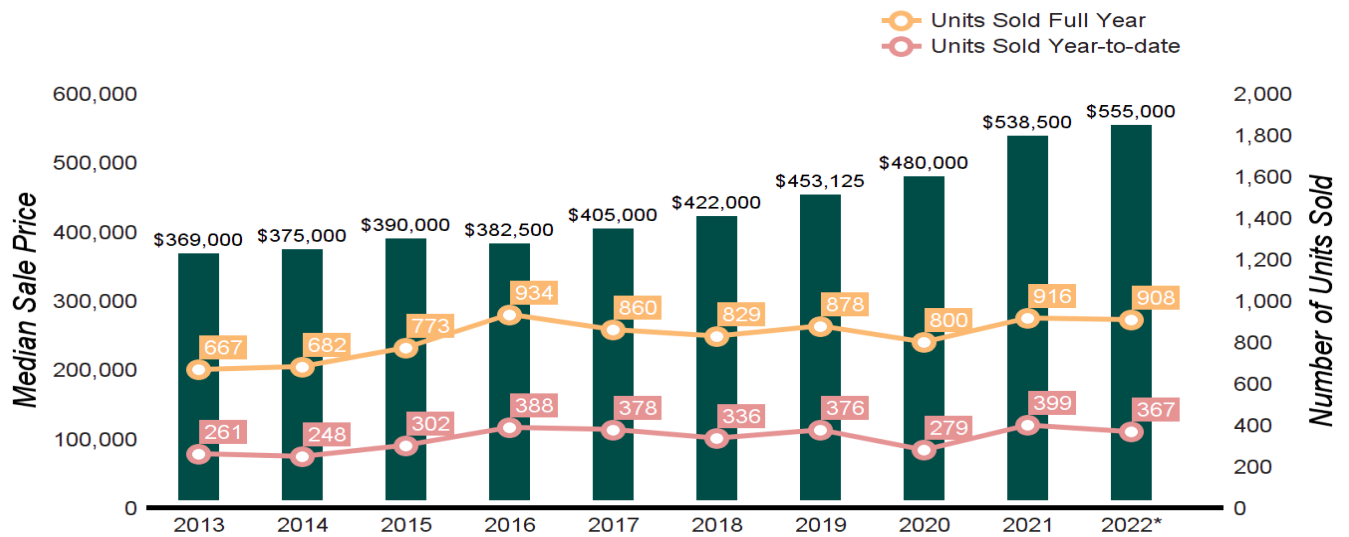
Click on a School district to obtain the latest monthly market report.

SUPPLY DEMAND ANALYSIS

PRICE RANGE	AS OF JUNE 30, 2022			AS OF JUNE 30, 2021			2022 vs. 2021	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$299,999	4	3	1	3	10	1	33.3%	-70.0%
\$300,000 - \$399,999	8	19	1	17	36	1	-52.9%	-47.2%
\$400,000 - \$499,999	19	46	1	33	56	1	-42.4%	-17.9%
\$500,000 - \$599,999	31	47	1	28	57	1	10.7%	-17.5%
\$600,000 - \$799,999	38	53	1	38	46	1	0.0%	15.2%
\$800,000 - \$999,999	31	21	1	17	13	1	82.4%	61.5%
\$1,000,000 - \$1,999,999	14	14	1	17	8	2	-17.6%	75.0%
\$2,000,000 and up	2	0	Not Valid	2	2	1	0.0%	-100.0%
Market Totals	147	203	1	155	228	1	-5.2%	-11.0%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

TEN-YEAR MARKET HISTORY



Average Sale Price	\$398,011	\$421,695	\$431,339	\$419,440	\$441,752	\$456,746	\$483,257	\$514,427	\$581,831	\$633,946	Average Sale Price
Average Price/SqFt	\$194	\$202	\$208	\$210	\$221	\$229	\$240	\$256	\$286	\$306	Average Price/SqFt
Days On Market	183	118	99	89	77	72	71	63	46	41	Days On Market
%Sale Price to List Price	96.5	96.2	97.7	98.2	98.8	98.9	98.6	99.3	101.3	102.1	%Sale Price to List Price

WESTCHESTER COUNTY

CONDOMINIUMS

QUARTERLY MARKET OVERVIEW

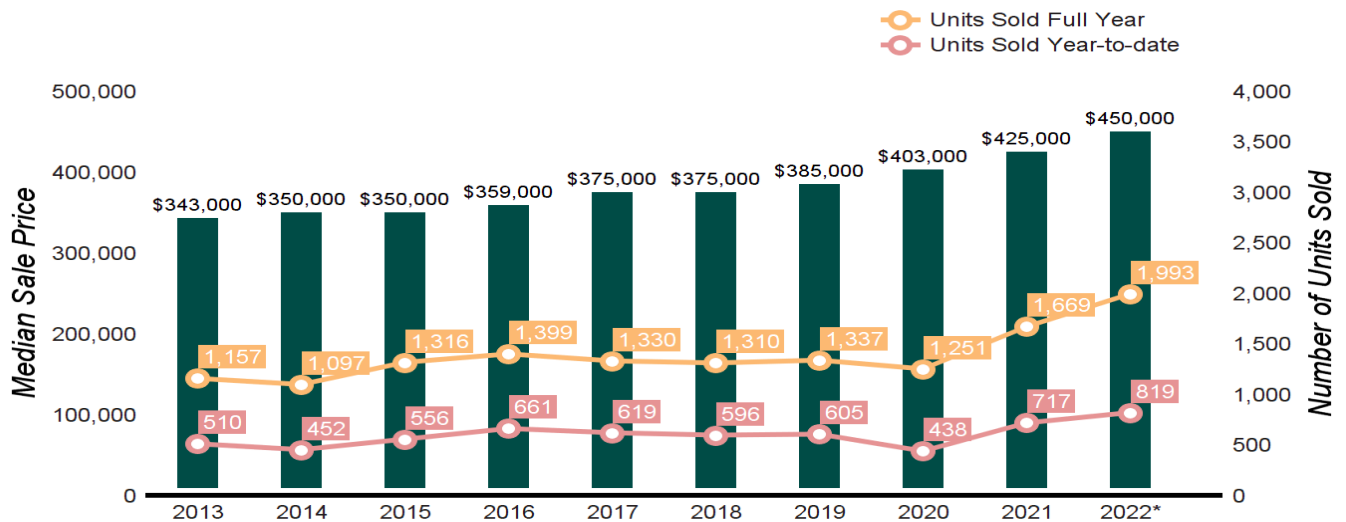
	Q2 2022	Q2 2021	% CHANGE	YTD 2022	YTD 2021	% CHANGE
UNITS SOLD	423	406	4.2%	819	717	14.2%
AVERAGE SALE PRICE	\$581,721	\$490,744	18.5%	\$582,524	\$470,241	23.9%
MEDIAN SALE PRICE	\$450,000	\$405,000	11.1%	\$450,000	\$395,000	13.9%
AVERAGE PRICE PER SQUARE FOOT	\$412	\$355	16.1%	\$410	\$345	18.8%
AVERAGE DAYS ON MARKET	47	57	-17.5%	56	60	-6.7%
% SALE PRICE TO LIST PRICE	100.7	99.6	1.1%	100.1	99.0	1.1%

SUPPLY DEMAND ANALYSIS

PRICE RANGE	AS OF JUNE 30, 2022			AS OF JUNE 30, 2021			2022 vs. 2021	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$299,999	46	40	1	60	43	1	-23.3%	-7.0%
\$300,000 - \$399,999	49	63	1	102	106	1	-52.0%	-40.6%
\$400,000 - \$499,999	44	51	1	76	76	1	-42.1%	-32.9%
\$500,000 - \$599,999	20	32	1	57	43	1	-64.9%	-25.6%
\$600,000 - \$799,999	38	39	1	49	62	1	-22.4%	-37.1%
\$800,000 - \$999,999	12	23	1	17	29	1	-29.4%	-20.7%
\$1,000,000 - \$1,999,999	22	42	1	33	93	1	-33.3%	-54.8%
\$2,000,000 and up	13	2	7	16	17	1	-18.8%	-88.2%
Market Totals	244	292	1	410	469	1	-40.5%	-37.7%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

TEN-YEAR MARKET HISTORY



Average Sale Price	\$397,179	\$423,000	\$428,530	\$422,642	\$443,353	\$442,707	\$458,771	\$482,135	\$550,760	\$582,524	Average Sale Price
Average Price/SqFt	\$276	\$288	\$300	\$309	\$314	\$324	\$336	\$342	\$383	\$410	Average Price/SqFt
Days On Market	168	105	85	78	68	67	69	67	58	56	Days On Market
%Sale Price to List Price	96.4	96.8	97.3	97.4	97.8	97.8	97.5	97.8	99.3	100.1	%Sale Price to List Price

Source: Onekey MLS, Condominiums

* Homes sold for 2022 are annualized based on actual sales year-to-date.

WESTCHESTER COUNTY

CO-OPERATIVES

QUARTERLY MARKET OVERVIEW

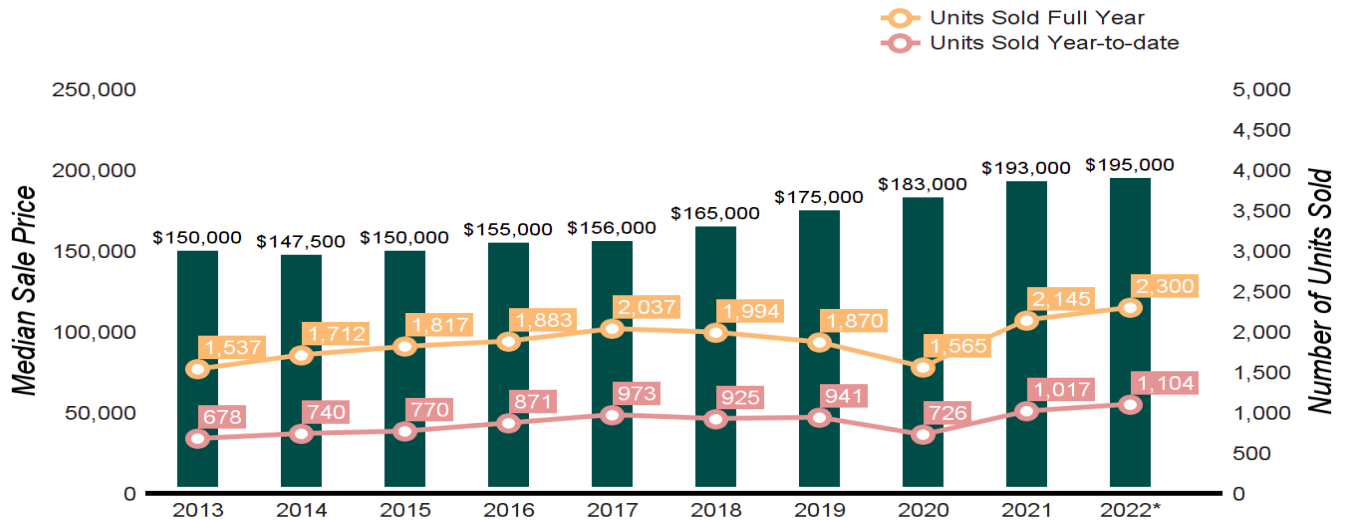
	Q2 2022	Q2 2021	% CHANGE	YTD 2022	YTD 2021	% CHANGE
UNITS SOLD	593	517	14.7%	1104	1017	8.6%
AVERAGE SALE PRICE	\$237,144	\$219,098	8.2%	\$228,902	\$218,885	4.6%
MEDIAN SALE PRICE	\$202,500	\$190,000	6.6%	\$195,000	\$190,000	2.6%
AVERAGE PRICE PER SQUARE FOOT	\$237	\$226	4.9%	\$234	\$227	3.1%
AVERAGE DAYS ON MARKET	69	77	-10.4%	73	72	1.4%
% SALE PRICE TO LIST PRICE	98.5	97.9	0.6%	98.4	97.8	0.6%

SUPPLY DEMAND ANALYSIS

PRICE RANGE	AS OF JUNE 30, 2022			AS OF JUNE 30, 2021			2022 vs. 2021	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$299,999	541	530	1	662	607	1	-18.3%	-12.7%
\$300,000 - \$399,999	67	75	1	91	68	1	-26.4%	10.3%
\$400,000 - \$499,999	23	20	1	29	13	2	-20.7%	53.8%
\$500,000 - \$599,999	6	4	2	17	10	2	-64.7%	-60.0%
\$600,000 - \$799,999	9	12	1	13	7	2	-30.8%	71.4%
\$800,000 - \$999,999	5	4	1	6	2	3	-16.7%	100.0%
\$1,000,000 - \$1,999,999	1	4	1	2	2	1	-50.0%	100.0%
\$2,000,000 and up	0	0	Not Valid	0	0	Not Valid	0.0%	0.0%
Market Totals	652	649	1	820	709	1	-20.5%	-8.5%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

TEN-YEAR MARKET HISTORY



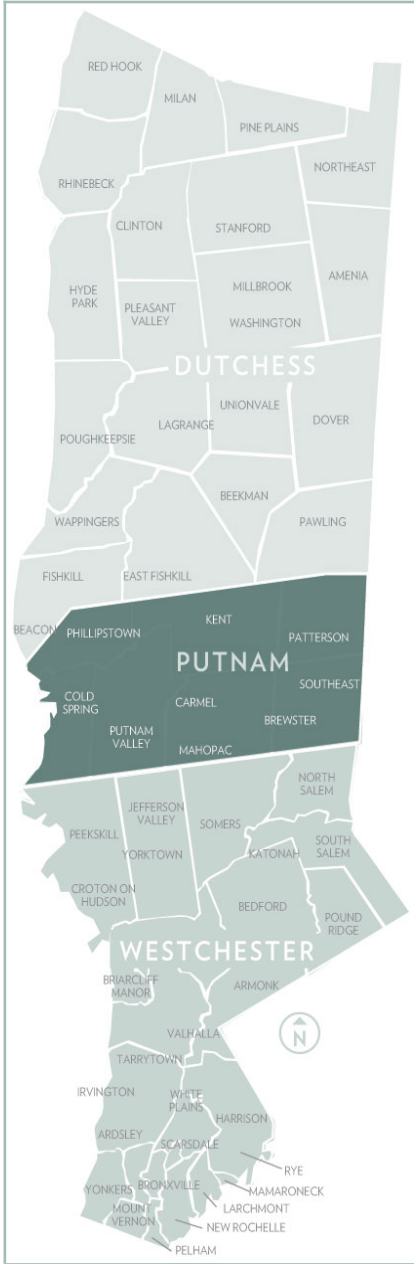
Average Sale Price	\$188,081	\$179,697	\$179,406	\$185,854	\$187,907	\$198,839	\$204,571	\$219,766	\$222,698	\$228,902	Average Sale Price
Average Price/SqFt	\$181	\$174	\$179	\$188	\$193	\$204	\$214	\$225	\$228	\$234	Average Price/SqFt
Days On Market	219	151	115	94	85	77	68	66	72	73	Days On Market
%Sale Price to List Price	94.8	95.5	96.1	96.8	97.5	97.9	98.0	97.7	97.9	98.4	%Sale Price to List Price

Source: Onekey MLS, Co-Operatives

* Homes sold for 2022 are annualized based on actual sales year-to-date.

PUTNAM COUNTY

SINGLE FAMILY HOMES



HOMES SOLD

SCHOOL DISTRICT	Q2 2022	Q2 2021	% CHANGE	YTD 2022	YTD 2021	% CHANGE
BREWSTER	42	61	-31%	104	132	-21%
CARMEL	80	82	-2%	162	191	-15%
GARRISON	4	5	-20%	15	19	-21%
HALDANE	16	19	-16%	29	30	-3%
LAKELAND	10	11	-9%	20	31	-36%
MAHOPAC	62	79	-22%	122	177	-31%
PUTNAM VALLEY	26	44	-41%	42	86	-51%
Putnam county	240	301	-20%	494	666	-26%

CLICK ON A SCHOOL DISTRICT FOR THE LATEST MONTHLY MARKET REPORT.

BREWSTER
GARRISON
LAKELAND
PUTNAM VALLEY

CARMEL
HALDANE
MAHOPAC

HOMES SOLD



Q 2 - 2022 VS. Q 2 - 2021

20%

MEDIAN SALE PRICE



Q 2 - 2022 VS. Q 2 - 2021

9%

MEDIAN SALE PRICE

SCHOOL DISTRICT	Q2 2022	Q2 2021	% CHANGE	YTD 2022	YTD 2021	% CHANGE
BREWSTER	\$430,000	\$400,000	8%	\$408,094	\$377,500	8%
CARMEL	\$432,500	\$375,000	15%	\$430,000	\$360,000	19%
GARRISON	\$533,500	\$1,350,000	-61%	\$580,000	\$975,000	-41%
HALDANE	\$1,074,999	\$570,220	89%	\$935,000	\$581,110	61%
LAKELAND	\$509,250	\$407,000	25%	\$505,000	\$412,500	22%
MAHOPAC	\$548,750	\$515,000	7%	\$530,000	\$475,000	12%
PUTNAM VALLEY	\$436,000	\$396,250	10%	\$430,000	\$395,500	9%
Putnam county	\$480,000	\$442,000	9%	\$475,000	\$411,250	16%

BREWSTER-MAHOPAC



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Source: Onekey MLS, Single-family homes, Zone 9

PUTNAM COUNTY

SINGLE FAMILY HOMES

BREWSTER, CARMEL, GARRISON, HALDANE, LAKELAND, MAHOPAC, PUTNAM VALLEY

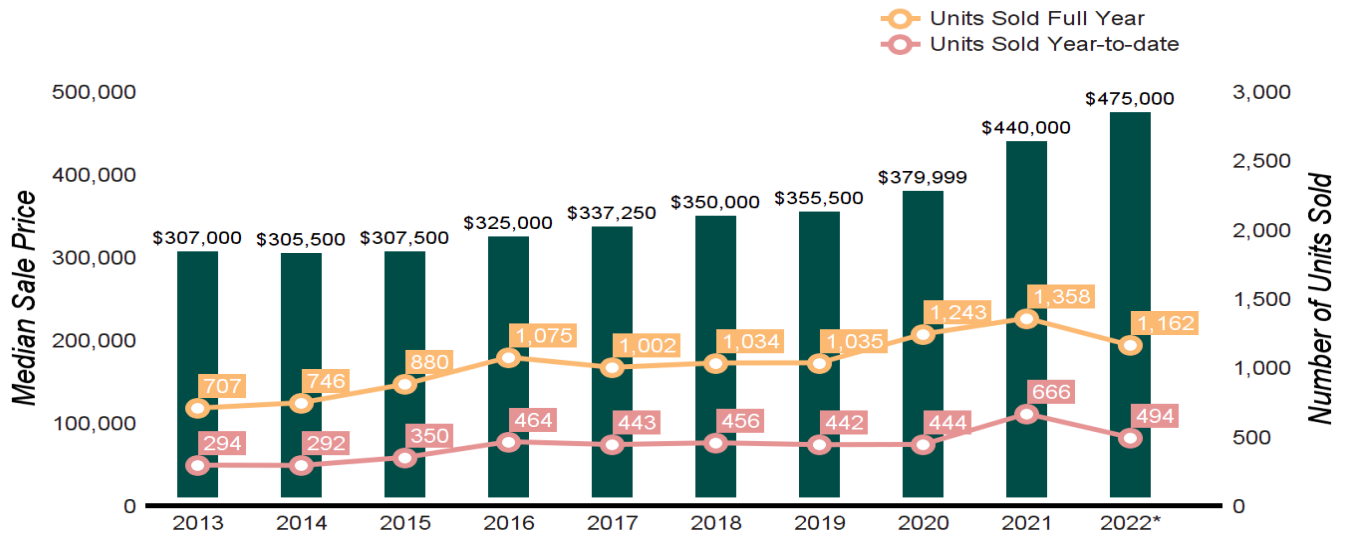
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SUPPLY DEMAND ANALYSIS

PRICE RANGE	AS OF JUNE 30, 2022			AS OF JUNE 30, 2021			2022 vs. 2021	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$299,999	32	22	1	42	36	1	-23.8%	-38.9%
\$300,000 - \$399,999	37	57	1	52	64	1	-28.8%	-10.9%
\$400,000 - \$499,999	48	52	1	46	64	1	4.3%	-18.8%
\$500,000 - \$599,999	35	42	1	40	44	1	-12.5%	-4.5%
\$600,000 - \$799,999	55	64	1	53	54	1	3.8%	18.5%
\$800,000 - \$999,999	26	19	1	25	10	3	4.0%	90.0%
\$1,000,000 - \$1,999,999	17	6	3	18	13	1	-5.6%	-53.8%
\$2,000,000 and up	11	2	6	12	3	4	-8.3%	-33.3%
Market Totals	261	264	1	288	288	1	-9.4%	-8.3%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

TEN-YEAR MARKET HISTORY



Average Sale Price	\$358,266	\$362,883	\$354,312	\$358,374	\$367,059	\$390,203	\$381,140	\$433,668	\$498,629	\$551,620	Average Sale Price
Average Price/SqFt	\$173	\$175	\$174	\$176	\$183	\$195	\$197	\$210	\$246	\$263	Average Price/SqFt
Days On Market	219	151	129	116	103	90	77	79	58	53	Days On Market
%Sale Price to List Price	94.7	94.9	95.8	96.5	96.8	97.4	97.5	97.6	99.9	100.5	%Sale Price to List Price

PUTNAM COUNTY

CONDOMINIUMS

QUARTERLY MARKET OVERVIEW

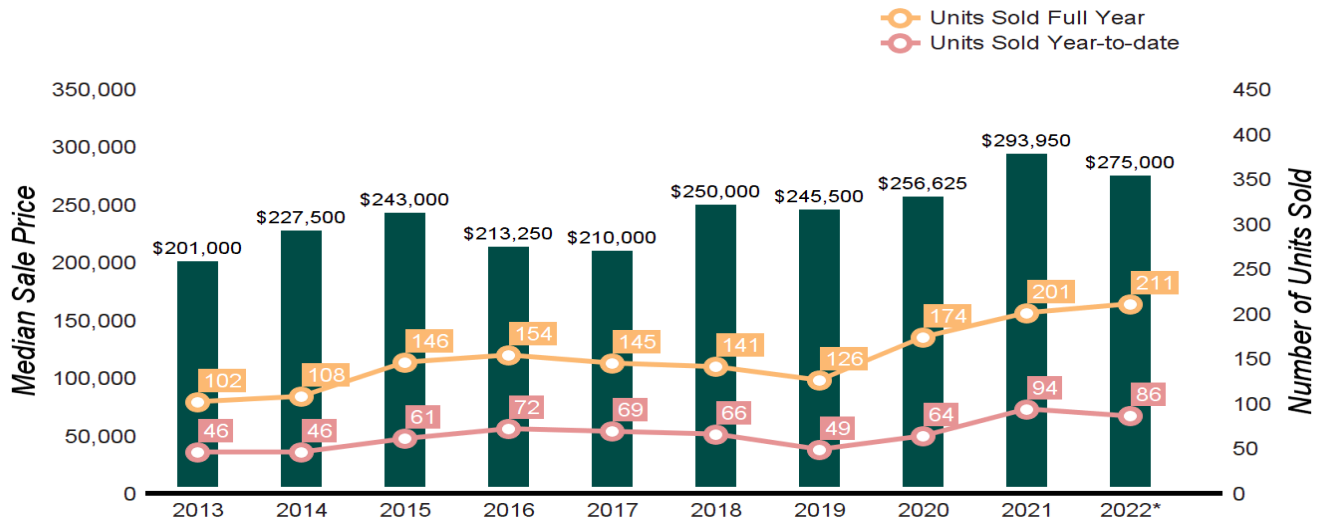
	Q2 2022	Q2 2021	% CHANGE	YTD 2022	YTD 2021	% CHANGE
UNITS SOLD	37	42	-11.9%	86	94	-8.5%
AVERAGE SALE PRICE	\$311,190	\$271,653	14.6%	\$307,320	\$267,468	14.9%
MEDIAN SALE PRICE	\$275,000	\$283,000	-2.8%	\$275,000	\$266,250	3.3%
AVERAGE PRICE PER SQUARE FOOT	\$246	\$223	10.3%	\$235	\$213	10.3%
AVERAGE DAYS ON MARKET	47	49	-4.1%	45	60	-25.0%
% SALE PRICE TO LIST PRICE	102.3	99.3	3.0%	100.1	99.6	0.5%

SUPPLY DEMAND ANALYSIS

PRICE RANGE	AS OF JUNE 30, 2022			AS OF JUNE 30, 2021			2022 vs. 2021	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$299,999	3	11	1	11	19	1	-72.7%	-42.1%
\$300,000 - \$399,999	11	18	1	14	25	1	-21.4%	-28.0%
\$400,000 - \$499,999	1	5	1	2	3	1	-50.0%	66.7%
\$500,000 - \$599,999	0	0	Not Valid	2	1	2	-100.0%	-100.0%
\$600,000 - \$799,999	0	1	0	4	0	Not Valid	-100.0%	0.0%
\$800,000 - \$999,999	0	0	Not Valid	0	0	Not Valid	0.0%	0.0%
\$1,000,000 - \$1,999,999	0	1	0	1	2	1	-100.0%	-50.0%
\$2,000,000 and up	0	0	Not Valid	0	0	Not Valid	0.0%	0.0%
Market Totals	15	36	1	34	50	1	-55.9%	-28.0%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

TEN-YEAR MARKET HISTORY



Average Sale Price	\$229,906	\$254,240	\$279,172	\$246,529	\$241,929	\$276,336	\$253,968	\$262,118	\$296,474	\$307,320	Average Sale Price
Average Price/SqFt	\$158	\$163	\$176	\$166	\$168	\$194	\$187	\$203	\$215	\$235	Average Price/SqFt
Days On Market	249	137	117	115	83	76	64	82	46	45	Days On Market
%Sale Price to List Price	95.8	95.8	97.0	97.4	96.9	98.4	98.1	97.9	99.7	100.1	%Sale Price to List Price

Source: Onekey MLS, Condominiums

* Homes sold for 2022 are annualized based on actual sales year-to-date.

DUTCHESS COUNTY

SINGLE FAMILY HOMES

QUARTERLY MARKET OVERVIEW

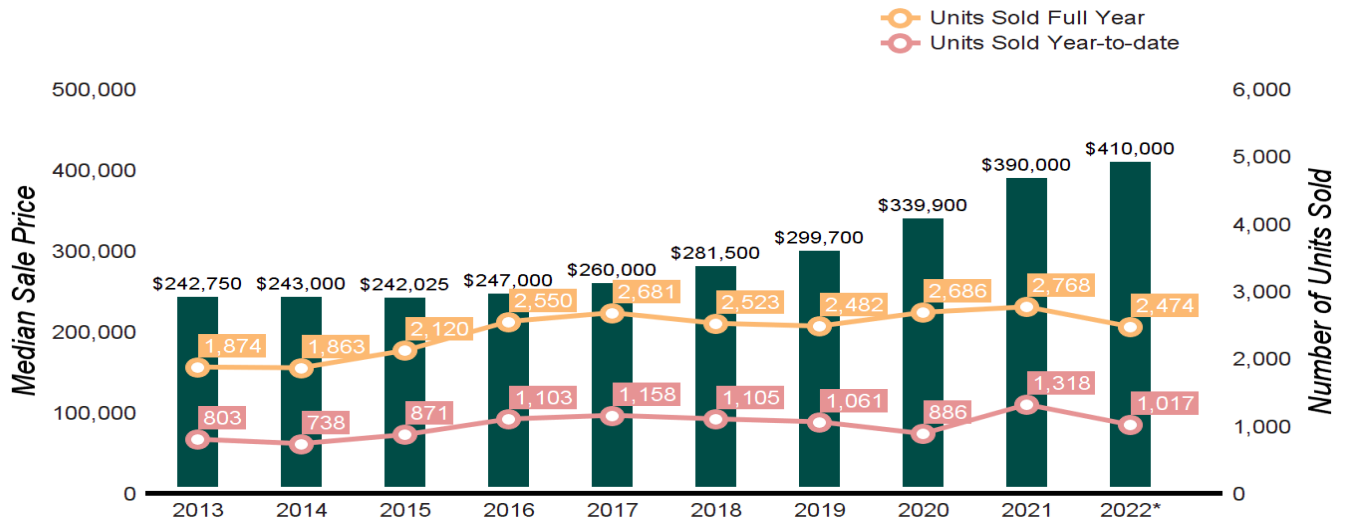
	Q2 2022	Q2 2021	% CHANGE	YTD 2022	YTD 2021	% CHANGE
HOMES SOLD	490	660	-25.8%	1017	1318	-22.8%
AVERAGE SALE PRICE	\$538,796	\$458,104	17.6%	\$510,981	\$467,575	9.3%
MEDIAN SALE PRICE	\$437,000	\$390,000	12.1%	\$410,000	\$375,000	9.3%
AVERAGE PRICE PER SQUARE FOOT	\$239	\$647	-63.1%	\$263	\$431	-39.0%
% SALE PRICE TO LIST PRICE	100.3	99.4	0.9%	100.0	98.8	1.2%

SUPPLY DEMAND ANALYSIS

PRICE RANGE	AS OF JUNE 30, 2022			AS OF JUNE 30, 2021			2022 vs. 2021	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$299,999	80	77	1	95	146	1	-15.8%	-47.3%
\$300,000 - \$399,999	125	141	1	179	230	1	-30.2%	-38.7%
\$400,000 - \$499,999	105	92	1	111	163	1	-5.4%	-43.6%
\$500,000 - \$599,999	73	65	1	70	70	1	4.3%	-7.1%
\$600,000 - \$799,999	90	44	2	76	64	1	18.4%	-31.3%
\$800,000 - \$999,999	43	17	3	44	18	2	-2.3%	-5.6%
\$1,000,000 - \$1,999,999	61	14	4	52	23	2	17.3%	-39.1%
\$2,000,000 and up	23	8	3	33	6	6	-30.3%	33.3%
Market Totals	600	458	1	660	720	1	-9.1%	-36.4%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

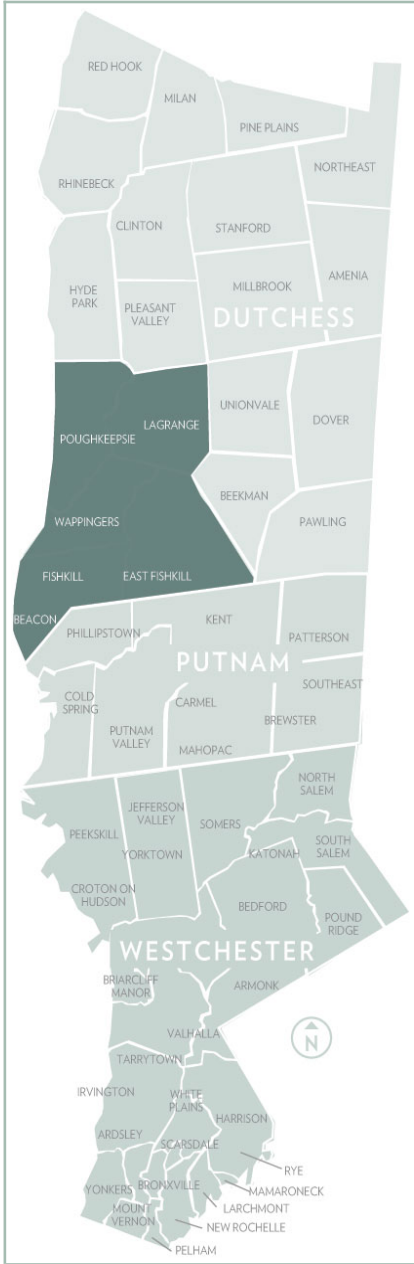
TEN-YEAR MARKET HISTORY



Average Sale Price	\$296,375	\$287,420	\$282,862	\$286,860	\$298,238	\$331,954	\$334,166	\$419,851	\$474,640	\$510,981	Average Sale Price
Average Price/SqFt	\$137	\$133	\$133	\$135	\$146	\$156	\$164	\$189	\$216	\$236	Average Price/SqFt
Days On Market	180	171	171	173	156	149	141	139	129	127	Days On Market
%Sale Price to List Price	94.3	93.7	94.9	96.1	96.8	97.2	97.0	98.6	99.9	100.0	%Sale Price to List Price

SOUTHWEST DUTCHESS

SINGLE FAMILY HOMES



POUGHKEEPSIE AREA



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Source: Mid-Hudson Multiple Listing Service reports the Average Sale Price.

HOMES SOLD

TOWN/CITY	Q2 2022	Q2 2021	% CHANGE	YTD 2022	YTD 2021	% CHANGE
BEACON	25	30	-17%	45	70	-36%
EAST FISHKILL	42	77	-46%	103	142	-28%
FISHKILL	25	29	-14%	56	57	-2%
LA GRANGE	37	45	-18%	69	101	-32%
POUGHKEEPSIE TWP	81	109	-26%	175	212	-18%
POUGHKEEPSIE CITY	24	40	-40%	63	76	-17%
WAPPINGER	28	46	-39%	49	100	-51%
Southwest Dutchess	262	376	-30%	560	758	-26%

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TOWN/CITY MONTHLY MARKET REPORT.

HOMES
SOLD



30%

Q 2 - 2022 VS. Q 2 - 2021

BEACON
FISHKILL
POUGHKEEPSIE TWP
WAPPINGER

EAST FISHKILL
LA GRANGE
POUGHKEEPSIE CITY

AVERAGE
SALE PRICE



12%

Q 2 - 2022 VS. Q 2 - 2021

AVERAGE SALE PRICE

TOWN/CITY	Q2 2022	Q2 2021	% CHANGE	YTD 2022	YTD 2021	% CHANGE
BEACON	\$525,000	\$402,500	30%	\$525,000	\$403,500	30%
EAST FISHKILL	\$600,000	\$470,000	28%	\$499,900	\$434,250	15%
FISHKILL	\$480,400	\$435,000	10%	\$429,500	\$405,000	6%
LA GRANGE	\$445,000	\$410,000	9%	\$431,000	\$390,000	11%
POUGHKEEPSIE TWP	\$360,000	\$350,000	3%	\$352,000	\$341,250	3%
POUGHKEEPSIE CITY	\$358,750	\$295,000	22%	\$340,000	\$267,000	27%
WAPPINGER	\$428,700	\$399,000	7%	\$425,000	\$388,000	10%
Southwest Dutchess	\$434,000	\$388,000	12%	\$410,000	\$375,000	9%

SOUTHWEST DUTCHESS

SINGLE FAMILY HOMES

BEACON, EAST FISHKILL, FISHKILL, LA GRANGE, POUGHKEEPSIE TWP, POUGHKEEPSIE CITY, WAPPINGER

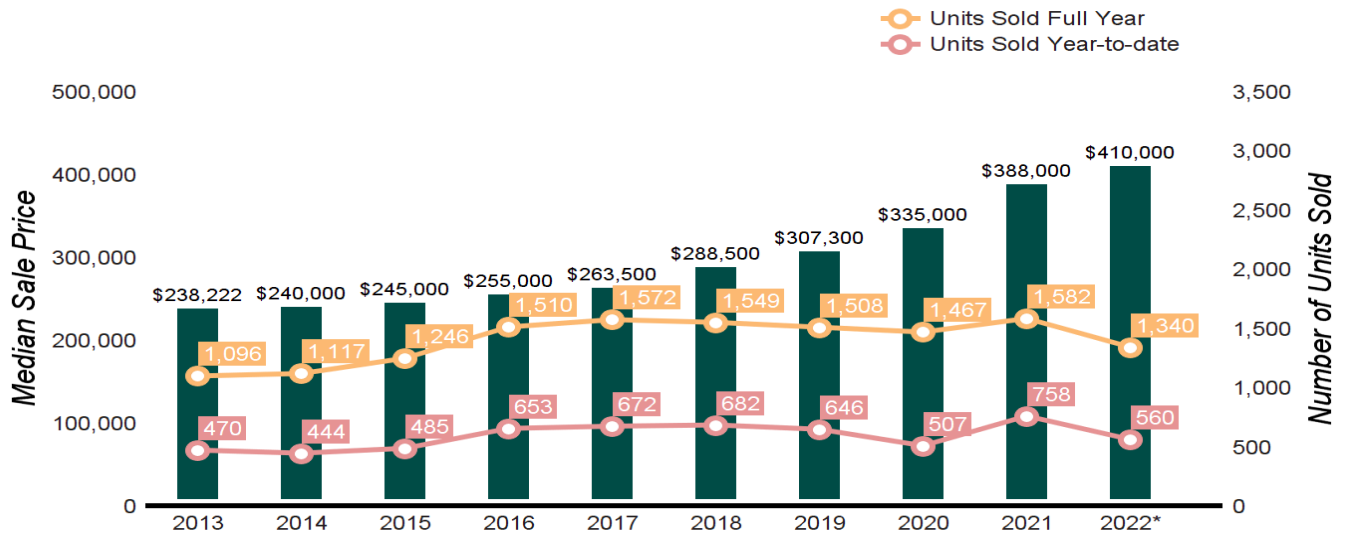
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SUPPLY DEMAND ANALYSIS

PRICE RANGE	AS OF JUNE 30, 2022			AS OF JUNE 30, 2021			2022 vs. 2021	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$299,999	44	45	1	50	90	1	-12.0%	-50.0%
\$300,000 - \$399,999	69	91	1	102	149	1	-32.4%	-38.9%
\$400,000 - \$499,999	54	70	1	60	113	1	-10.0%	-38.1%
\$500,000 - \$599,999	35	42	1	27	45	1	29.6%	-6.7%
\$600,000 - \$799,999	54	24	2	32	37	1	68.8%	-35.1%
\$800,000 - \$999,999	25	12	2	18	6	3	38.9%	100.0%
\$1,000,000 - \$1,999,999	16	4	4	15	0	Not Valid	6.7%	0.0%
\$2,000,000 and up	3	0	Not Valid	1	0	Not Valid	200.0%	0.0%
Market Totals	300	288	1	305	440	1	-1.6%	-34.5%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

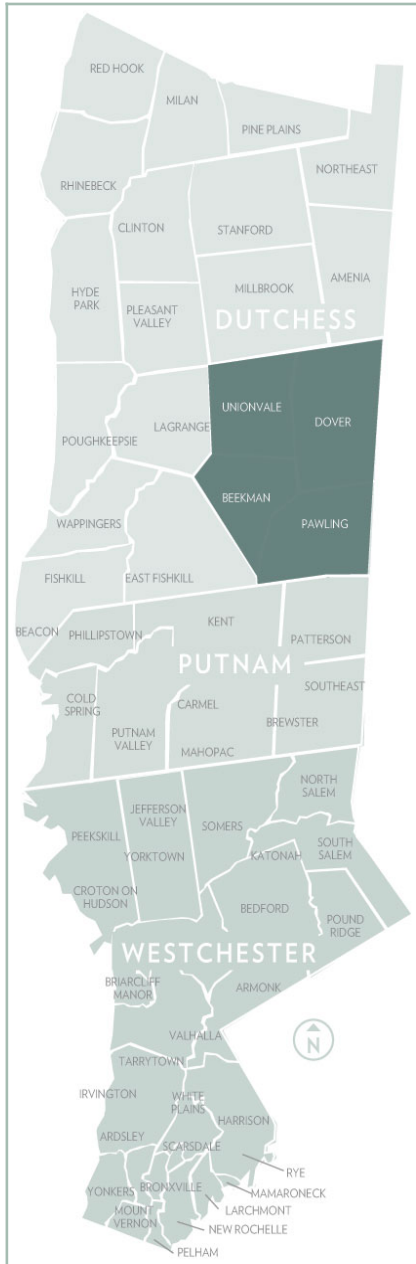
TEN-YEAR MARKET HISTORY



Average Sale Price	\$265,446	\$264,321	\$264,243	\$275,742	\$282,042	\$314,304	\$323,063	\$361,418	\$411,024	\$441,336	Average Sale Price
Average Price/SqFt	\$130	\$126	\$128	\$133	\$141	\$152	\$163	\$178	\$203	\$223	Average Price/SqFt
Days On Market	178	165	164	170	154	144	138	130	125	116	Days On Market
%Sale Price to List Price	96.3	96.1	96.5	97.7	98.0	98.9	98.3	99.3	100.9	100.5	%Sale Price to List Price

SOUTHEAST DUTCHESS

SINGLE FAMILY HOMES



HOMES SOLD

TOWN/CITY	Q2 2022	Q2 2021	% CHANGE	YTD 2022	YTD 2021	% CHANGE
BEEKMAN	20	31	-36%	42	56	-25%
DOVER	10	6	67%	24	14	71%
PAWLING	11	12	-8%	23	22	5%
UNION VALE	13	9	44%	24	20	20%
Southeast Dutchess	54	58	-7%	113	112	1%

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HOMES SOLD



Q 2 - 2022 VS. Q 2 - 2021

7%

BEEKMAN
PAWLING

DOVER
UNION VALE

AVERAGE SALE PRICE



Q 2 - 2022 VS. Q 2 - 2021

6%

DUTCHESS COUNTY



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AVERAGE SALE PRICE

TOWN/CITY	Q2 2022	Q2 2021	% CHANGE	YTD 2022	YTD 2021	% CHANGE
BEEKMAN	\$445,000	\$425,000	5%	\$436,000	\$450,000	-3%
DOVER	\$367,500	\$258,500	42%	\$338,500	\$258,500	31%
PAWLING	\$545,000	\$487,500	12%	\$545,000	\$414,250	32%
UNION VALE	\$453,000	\$455,000	0%	\$482,500	\$457,500	6%
Southeast Dutchess	\$456,500	\$432,500	6%	\$445,000	\$422,500	5%

Source: Mid-Hudson Multiple Listing Service reports the Average Sale Price.

SOUTHEAST DUTCHESS

SINGLE FAMILY HOMES

BEEKMAN, DOVER, PAWLING, UNION VALE

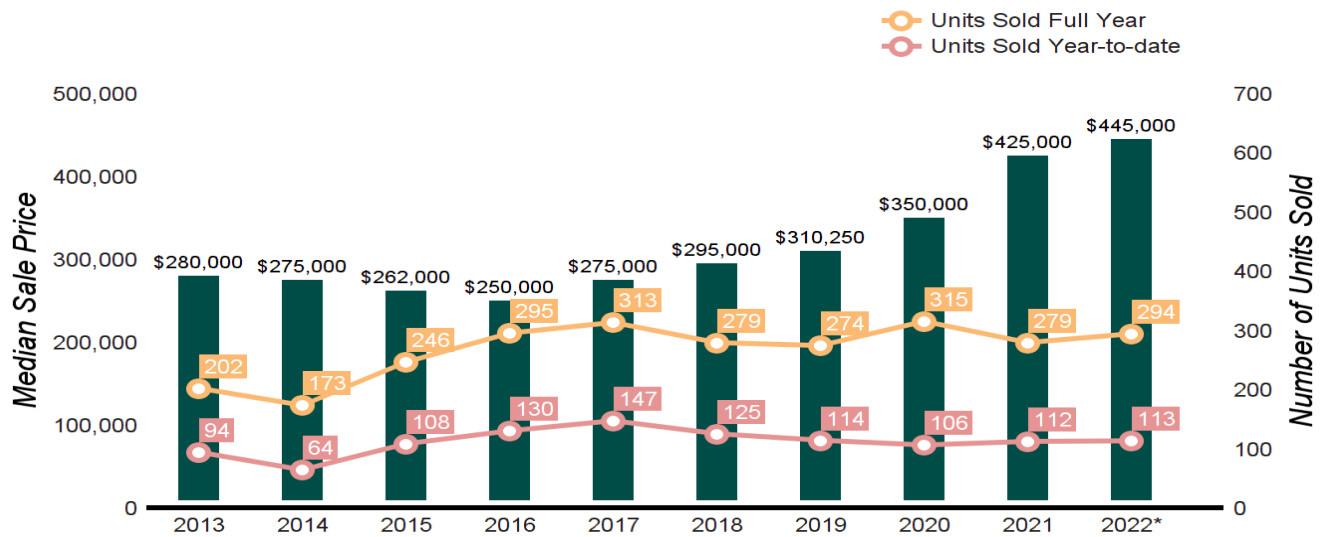
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SUPPLY DEMAND ANALYSIS

PRICE RANGE	AS OF JUNE 30, 2022			AS OF JUNE 30, 2021			2022 vs. 2021	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$299,999	9	13	1	10	17	1	-10.0%	-23.5%
\$300,000 - \$399,999	12	6	2	16	17	1	-25.0%	-64.7%
\$400,000 - \$499,999	10	7	1	12	16	1	-16.7%	-56.3%
\$500,000 - \$599,999	13	13	1	20	8	3	-35.0%	62.5%
\$600,000 - \$799,999	9	7	1	19	14	1	-52.6%	-50.0%
\$800,000 - \$999,999	4	1	4	5	2	3	-20.0%	-50.0%
\$1,000,000 - \$1,999,999	10	0	Not Valid	7	4	2	42.9%	-100.0%
\$2,000,000 and up	2	1	2	8	2	4	-75.0%	-50.0%
Market Totals	69	48	1	97	80	1	-28.9%	-40.0%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

TEN-YEAR MARKET HISTORY



Average Sale Price	\$327,164	\$300,413	\$303,007	\$290,055	\$307,284	\$310,391	\$334,548	\$390,608	\$501,923	\$534,470	Average Sale Price
Average Price/SqFt	\$143	\$131	\$134	\$130	\$134	\$157	\$155	\$178	\$212	\$219	Average Price/SqFt
Days On Market	188	178	195	187	167	156	140	146	135	142	Days On Market
%Sale Price to List Price	93.6	95.4	94.1	94.3	95.9	96.2	95.9	97.2	98.8	99.6	%Sale Price to List Price

NORTHWEST DUTCHESS

SINGLE FAMILY HOMES



HOMES SOLD

TOWN/CITY	Q2 2022	Q2 2021	% CHANGE	YTD 2022	YTD 2021	% CHANGE
CLINTON	14	11	27%	26	28	-7%
HYDE PARK	31	59	-48%	77	113	-32%
MILAN	9	6	50%	12	12	0%
PLEASANT VALLEY	16	32	-50%	39	58	-33%
RED HOOK	15	28	-46%	24	44	-46%
RHINEBECK	15	24	-38%	33	60	-45%
Northwest Dutchess	100	160	-38%	211	315	-33%

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CLINTON
MILAN
RED HOOK

HYDE PARK
PLEASANT VALLEY
RHINEBECK

HOMES SOLD

Q 2 - 2022 VS. Q 2 - 2021



38%

AVERAGE SALE PRICE

Q 2 - 2022 VS. Q 2 - 2021



19%

AVERAGE SALE PRICE

TOWN/CITY	Q2 2022	Q2 2021	% CHANGE	YTD 2022	YTD 2021	% CHANGE
CLINTON	\$810,000	\$450,000	80%	\$717,500	\$472,450	52%
HYDE PARK	\$335,000	\$298,000	12%	\$310,000	\$275,000	13%
MILAN	\$735,000	\$337,450	118%	\$694,500	\$435,000	60%
PLEASANT VALLEY	\$432,500	\$375,500	15%	\$365,000	\$342,500	7%
RED HOOK	\$520,000	\$490,000	6%	\$507,500	\$444,950	14%
RHINEBECK	\$865,000	\$689,500	26%	\$695,000	\$662,500	5%
Northwest Dutchess	\$453,500	\$382,450	19%	\$399,925	\$353,000	13%

DUTCHESS COUNTY



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Source: Mid-Hudson Multiple Listing Service reports the Average Sale Price.

NORTHWEST DUTCHESS

SINGLE FAMILY HOMES

CLINTON, HYDE PARK, MILAN, PLEASANT VALLEY, RED HOOK, RHINEBECK

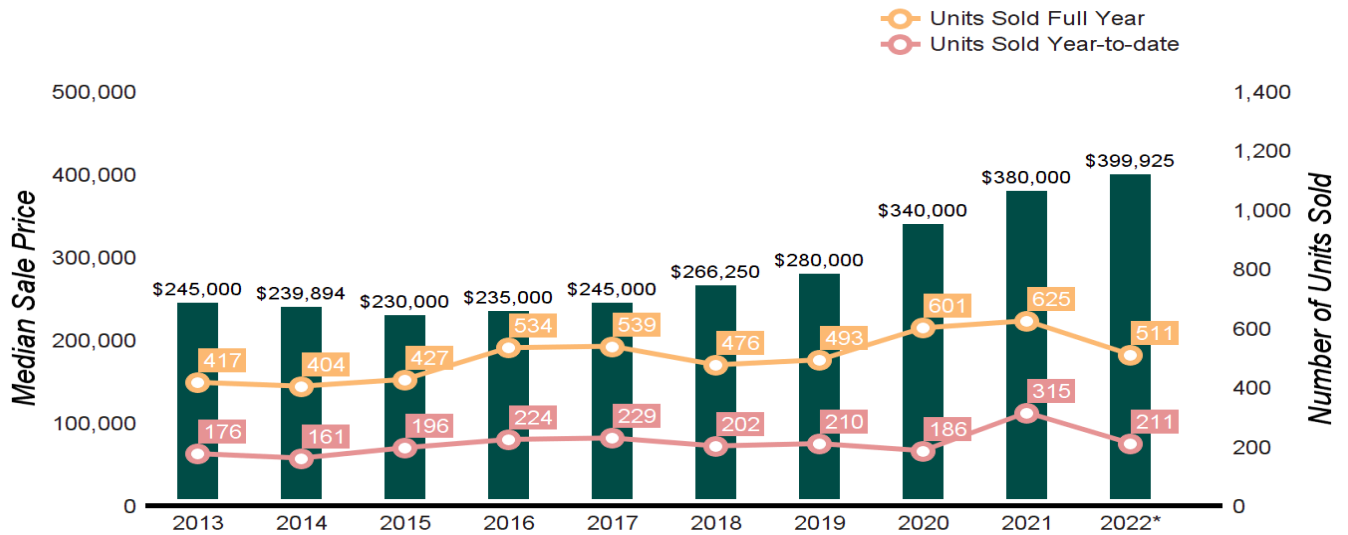
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SUPPLY DEMAND ANALYSIS

PRICE RANGE	AS OF JUNE 30, 2022			AS OF JUNE 30, 2021			2022 vs. 2021	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$299,999	16	15	1	21	25	1	-23.8%	-40.0%
\$300,000 - \$399,999	32	25	1	37	36	1	-13.5%	-30.6%
\$400,000 - \$499,999	28	9	3	25	23	1	12.0%	-60.9%
\$500,000 - \$599,999	19	7	3	15	10	2	26.7%	-30.0%
\$600,000 - \$799,999	23	10	2	14	9	2	64.3%	11.1%
\$800,000 - \$999,999	10	2	5	15	7	2	-33.3%	-71.4%
\$1,000,000 - \$1,999,999	20	7	3	16	11	1	25.0%	-36.4%
\$2,000,000 and up	8	4	2	9	2	5	-11.1%	100.0%
Market Totals	156	79	2	152	123	1	2.6%	-35.8%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

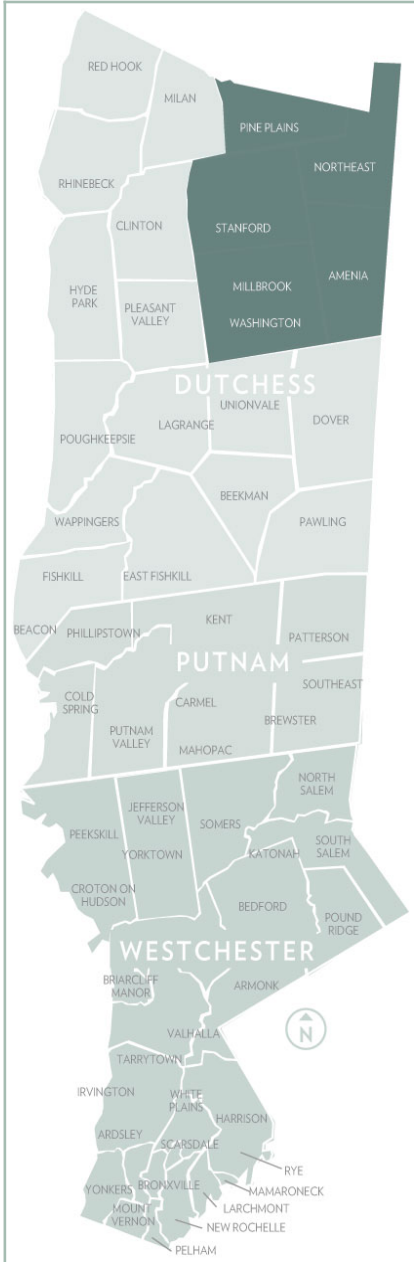
TEN-YEAR MARKET HISTORY



Average Sale Price	\$297,258	\$308,849	\$282,114	\$280,385	\$304,969	\$343,282	\$348,848	\$492,055	\$530,425	\$581,245	Average Sale Price
Average Price/SqFt	\$138	\$144	\$132	\$137	\$149	\$158	\$166	\$209	\$235	\$260	Average Price/SqFt
Days On Market	181	176	169	164	153	147	141	143	125	140	Days On Market
%Sale Price to List Price	93.6	93.2	94.1	94.8	96.2	95.9	96.1	99.6	100.4	100.5	%Sale Price to List Price

NORTHEAST DUTCHESS

SINGLE FAMILY HOMES



HOMES SOLD

TOWN/CITY	Q2 2022	Q2 2021	% CHANGE	YTD 2022	YTD 2021	% CHANGE
AMENIA	14	13	8%	24	26	-8%
NORTH EAST	5	5	0%	8	8	0%
PINE PLAINS	6	6	0%	11	11	0%
STANFORD	11	13	-15%	15	24	-38%
WASHINGTON	11	7	57%	16	18	-11%
Northeast Dutchess	47	44	7%	74	87	-15%

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HOMES SOLD



7%

Q 2 - 2022 VS. Q 2 - 2021

AMENIA
PINE PLAINS
WASHINGTON

NORTH EAST
STANFORD

AVERAGE SALE PRICE



43%

Q 2 - 2022 VS. Q 2 - 2021

AVERAGE SALE PRICE

TOWN/CITY	Q2 2022	Q2 2021	% CHANGE	YTD 2022	YTD 2021	% CHANGE
AMENIA	\$427,700	\$260,000	65%	\$476,000	\$278,500	71%
NORTH EAST	\$365,000	\$450,000	-19%	\$389,225	\$402,900	-3%
PINE PLAINS	\$332,500	\$284,950	17%	\$346,500	\$264,250	31%
STANFORD	\$648,000	\$469,000	38%	\$430,000	\$489,063	-12%
WASHINGTON	\$1,150,000	\$920,000	25%	\$1,067,499	\$875,000	22%
Northeast Dutchess	\$575,895	\$402,500	43%	\$518,500	\$430,000	21%

DUTCHESS COUNTY



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Source: Mid-Hudson Multiple Listing Service reports the Average Sale Price.

NORTHEAST DUTCHESS

SINGLE FAMILY HOMES

AMENIA, NORTH EAST, PINE PLAINS, STANFORD, WASHINGTON

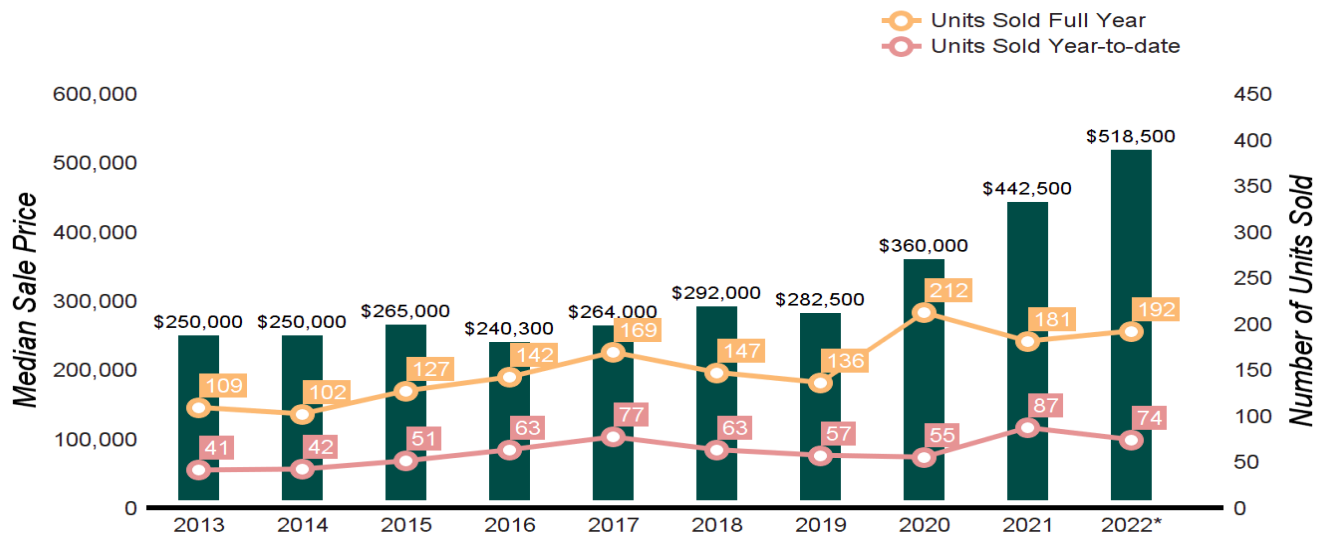
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SUPPLY DEMAND ANALYSIS

PRICE RANGE	AS OF JUNE 30, 2022			AS OF JUNE 30, 2021			2022 vs. 2021	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$299,999	8	2	4	12	10	1	-33.3%	-80.0%
\$300,000 - \$399,999	4	9	1	15	16	1	-73.3%	-43.8%
\$400,000 - \$499,999	8	3	3	5	6	1	60.0%	-50.0%
\$500,000 - \$599,999	2	2	1	8	4	2	-75.0%	-50.0%
\$600,000 - \$799,999	3	2	2	10	3	3	-70.0%	-33.3%
\$800,000 - \$999,999	3	2	2	5	3	2	-40.0%	-33.3%
\$1,000,000 - \$1,999,999	13	3	4	14	7	2	-7.1%	-57.1%
\$2,000,000 and up	10	3	3	15	2	8	-33.3%	50.0%
Market Totals	51	26	2	84	51	2	-39.3%	-49.0%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

TEN-YEAR MARKET HISTORY



Average Sale Price	\$567,693	\$463,158	\$472,708	\$439,423	\$430,139	\$553,985	\$432,414	\$684,243	\$831,763	\$882,420	Average Sale Price
Average Price/SqFt	\$190	\$167	\$188	\$166	\$201	\$197	\$179	\$222	\$271	\$291	Average Price/SqFt
Days On Market	197	208	212	212	193	198	186	191	162	162	Days On Market
%Sale Price to List Price	87.9	80.5	88.9	91.3	92.6	92.0	91.1	95.3	96.2	97.0	%Sale Price to List Price

DUTCHESS COUNTY

CONDOMINIUMS

QUARTERLY MARKET OVERVIEW

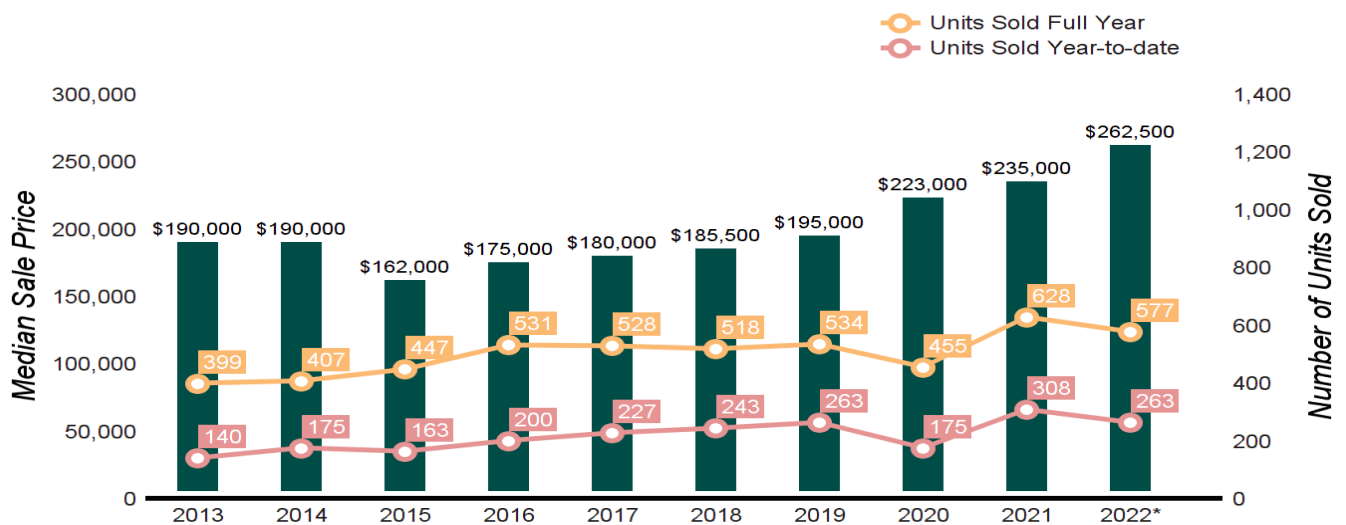
	Q2 2022	Q2 2021	% CHANGE	YTD 2022	YTD 2021	% CHANGE
UNITS SOLD	125	159	-21.4%	263	308	-14.6%
AVERAGE SALE PRICE	\$298,253	\$265,075	12.5%	\$286,571	\$271,327	5.6%
MEDIAN SALE PRICE	\$280,000	\$225,000	24.4%	\$262,500	\$234,350	12.0%
AVERAGE PRICE PER SQUARE FOOT	\$216	\$190	13.7%	\$208	\$186	11.8%
AVERAGE DAYS ON MARKET	97	129	-24.8%	112	138	-18.8%
% SALE PRICE TO LIST PRICE	102.0	98.3	3.8%	101.3	97.6	3.8%

SUPPLY DEMAND ANALYSIS

PRICE RANGE	AS OF JUNE 30, 2022			AS OF JUNE 30, 2021			2022 vs. 2021	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDING
\$0 - \$299,999	53	51	1	74	88	1	-28.4%	-42.0%
\$300,000 - \$399,999	10	22	1	23	23	1	-56.5%	-4.3%
\$400,000 - \$499,999	10	10	1	20	14	1	-50.0%	-28.6%
\$500,000 - \$599,999	8	5	2	6	4	2	33.3%	25.0%
\$600,000 - \$799,999	9	4	2	5	2	3	80.0%	100.0%
\$800,000 - \$999,999	2	0	Not Valid	1	1	1	100.0%	-100.0%
\$1,000,000 - \$1,999,999	3	0	Not Valid	7	1	7	-57.1%	-100.0%
\$2,000,000 and up	0	0	Not Valid	0	0	Not Valid	0.0%	0.0%
Market Totals	95	92	1	136	133	1	-30.1%	-30.8%

*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

TEN-YEAR MARKET HISTORY



Average Sale Price	\$205,732	\$205,677	\$191,248	\$196,896	\$195,776	\$208,519	\$218,425	\$249,159	\$266,743	\$286,571	Average Sale Price
Average Price/SqFt	\$140	\$135	\$132	\$131	\$139	\$146	\$153	\$172	\$192	\$208	Average Price/SqFt
Days On Market	209	178	174	159	137	149	146	131	127	112	Days On Market
%Sale Price to List Price	96.7	97.3	96.8	97.5	96.4	98.5	98.3	98.2	98.7	101.3	%Sale Price to List Price

Source: Mid-Hudson Multiple Listing Service, Residential-attached homes.

* Homes sold for 2022 are annualized based on actual sales year-to-date.



HOULIHAN LAWRENCE

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4 GLOBAL NETWORKS – REACHING 56 COUNTRIES & 6 CONTINENTS

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