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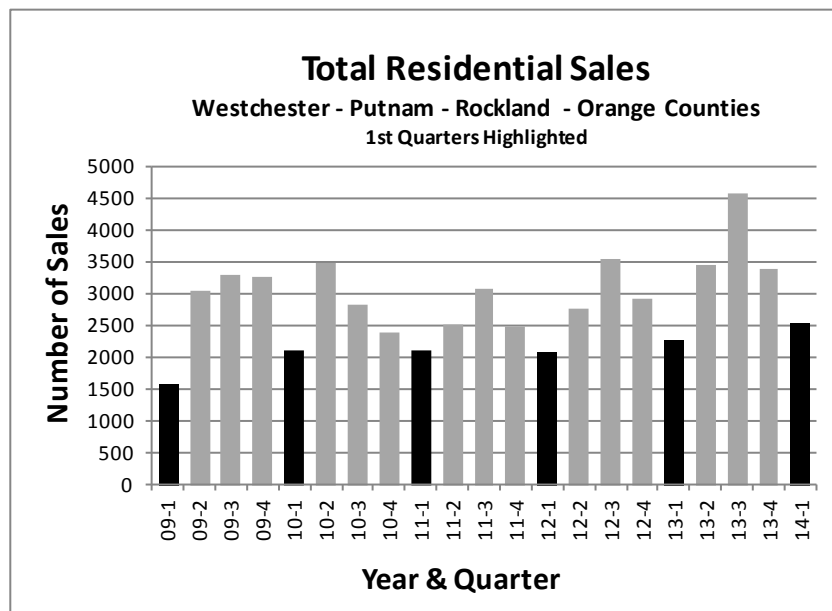
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2014 FIRST QUARTER RESIDENTIAL REAL ESTATE SALES REPORT Westchester, Putnam, Rockland and Orange Counties, New York

The region's surge in real estate sales since early 2013 continued stronger still in the first quarter of 2014. Realtors participating in the Hudson Gateway Multiple Listing Service, Inc. reported a grand total of 2,552 closed residential transactions in the MLS's core four-county service territory in January through March, an increase of 10.8% over the 2,304 closings in the same period last year. The increase from 2012 to 2013 was 8.8%, and compared to the recessionary performance of only 1,582 closings in 2009, the 2014 volume was 61.3% higher.

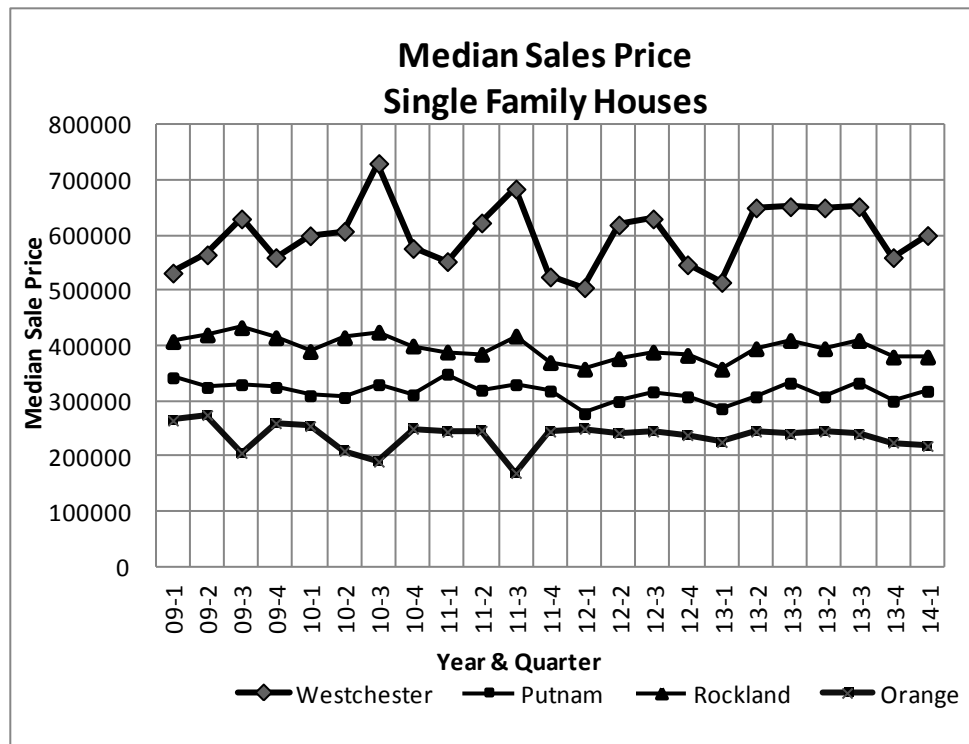
The first quarter closings resulted largely from properties that were listed and marketed during the late autumn and winter months of 2013. Westchester, which accounts for about 60% of the region's real estate sales, led the way with a powerful 19.4% sales increase in its single family house sector, and 21.0% in its cooperative unit sector. Westchester condominium sales did not follow suit, however, declining by 15.2% from last year.



The next highest year to year increases in residential sales were posted by Putnam (11.9%), Rockland (7.7%) and Orange (4.2%). In all three counties the sales gains were largely in the single family house sector. In contrast - and as in Westchester - condominium sales were lower by about 15% in Rockland and Orange, and were unchanged in Putnam (though Putnam condo sales usually are few in number, e.g., 19 as per this report).

The robust sales levels kept the pressure on to maintain the region's inventory which, at 10,014 listed properties² at the end of the quarter, was 3.9% lower than last year at this time. In the single family house sector, Orange posted the largest decrease (6.3%), followed by Westchester (3.2%), Putnam (2.6%), and Rockland (0.7%).

In a high sales rate and tight inventory environment, prices could be expected to increase - and they did. The first quarter median¹ sale price of a single family house in Westchester was \$600,000, an increase of \$85,000 or 16.5% over last year's median. Not all of the increase derived from competitive market pressure, however. Some reflected the addition of more high end properties to the real estate market basket. Such properties (defined in this report as single family houses selling for \$1,000,000 or more) constituted 23% of house sales in the first quarter of 2014, a level that was more characteristic of pre-recession markets. Last year's first quarter ratio of high end properties was just 16%.



Rockland and Putnam exhibited the same upward price movement as Westchester, just at lower price levels. In Rockland, the \$380,000 median sale price of a single family house was 6.1% higher than last year's \$358,000. In Putnam the increase was 11.0%, taking the median price to \$318,000. But Orange closed the quarter with further slippage in its

median price for single family houses, to \$219,000, down 3.1% from 2013. As previously reported by this MLS, Orange County continues to deal with a higher proportion of stressed properties in its sales mix, which brings the averages down. However, one current positive indicator for Orange is that its first quarter mean¹ sale price - \$250,842- was 5.4% more than last year's, suggesting that some more highly priced properties entered the sales mix there.

Overall, the lower Hudson region's real estate market appears to be shedding the last of any remaining baggage from the recession that bottomed sales and prices in 2009. With some few exceptions there is now strong pent-up demand by buyers in most parts of the region, in all price ranges, and among all residential property types.

The larger economy is a supporting factor in our now-recovered market. Mortgage interest rates are still very affordable at around 4.5% for a thirty year conventional loan. Unemployment throughout the region is down by one to two percentage points from a year ago. And the equity markets including the Dow Jones have been setting new records. Real estate can thrive in that environment and based on this first quarter performance the lower Hudson market is poised to do so.

Hudson Gateway Multiple Listing Service, Inc.

The Hudson Gateway Multiple Listing Service, Inc. (HGMLS) is a subsidiary of the Hudson Gateway Association of Realtors, Inc. (HGAR). The MLS's principal service territory consists of Westchester, Putnam, Rockland and Orange Counties. It also provides services to Realtors operating in Bronx, Dutchess, Sullivan and Ulster Counties. The reported transactions do not include all real estate sales in the area or all sales assisted by the participating offices but they are fairly reflective of general market conditions. HGMLS does not provide data on sub-county geographic areas. Persons desiring sub-county data are invited to contact participating real estate offices in the desired areas. Any text or data from this report may be reprinted with attribution to Hudson Gateway Multiple Listing Service, Inc. as the source. Prior reports dating back to 1981 are available on the Realtor Association's website, www.hgar.com; click on Market Statistics. A membership directory searchable by municipality is also available on that site.

¹ *The median sale price is the mid-point of all reported sales, i.e., half of the properties sold for more than the median price and half for less. The median is relatively unaffected by unusually low or high sale prices. The mean sale price is the arithmetic average, i.e., the sum of all sales prices divided by the number of sales. The mean does reflect the influence of sales at unusually low or high prices.*

² *Gross four-county inventory of 10,320 units adjusted downwards by 306 previously not counted multi-family units in Putnam, Rockland and Orange, for consistency of comparisons with prior quarters.*

Changes to the Report

With this report the Hudson Gateway Multiple Listing Service adds new features to its quarterly market presentation and may add more as the year progresses. In 2012 and 2013 the MLS reports were compiled from two different databases, one serving Westchester and Putnam and one serving Rockland and Orange. In March of 2014, those databases were merged and are now supported by a new computer system serving all four counties uniformly. The new system and database has facilitated the following changes:

1) Condominiums and cooperatives are tracked as separate property types in all four core counties served by HGMLS. Westchester had always done this but Putnam, Rockland and Orange had compiled condominiums and cooperatives as one single property type, largely because there are so few co-ops in those counties. Counting co-ops separately may result in small numbers that sometimes generate large swings in percentage calculations, but that minor issue will be countered by improved accuracy in the important condominium sector in the region, and by uniformity of content across all four counties.

2) The Westchester section of the market report has long included 2-4 family houses, but the other three counties have not. Starting with this report, 2-4 family house sales and price data will be presented for all four counties retroactively to 2011. However, end-of-quarter inventory is not available retroactively to 2011 in Putnam, Rockland and Orange, thus this particular data series starts cold with this 2014 first quarter report.

For the future, HGMLS will be considering whether to add new data to its report such as days on market or pending sales.

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Four tables follow.

WESTCHESTER COUNTY					
WESTCHESTER - First Quarters 2011-2014					<i>% Change</i>
Property Type	2011 Q1	2012 Q1	2013 Q1	2014 Q1	2013-2014
NUMBER OF SALES					
Single Family Houses	720	730	775	925	19.4%
Condominiums	179	188	210	178	-15.2%
Cooperatives	268	260	281	340	21.0%
<u>2-4 Family</u>	<u>80</u>	<u>73</u>	<u>75</u>	<u>83</u>	10.7%
Total	1,247	1,251	1,341	1,526	13.8%
MEDIAN SALE PRICE					
Single Family Houses	552,750	505,500	515,000	600,000	16.5%
Condominiums	325,000	312,500	313,500	335,500	7.0%
Cooperatives	165,000	144,500	139,000	140,000	0.7%
2-4 Family	322,500	335,000	350,000	387,000	10.6%
MEAN SALE PRICE					
Single Family Houses	760,788	725,191	710,633	849,102	19.5%
Condominiums	373,304	346,490	348,753	386,071	10.7%
Cooperatives	185,928	172,516	177,841	173,984	-2.2%
2-4 Family	357,090	342,707	362,245	404,251	11.6%
END OF QUARTER INVENTORY					
Single Family Houses	3,736	3,850	3,080	2,981	-3.2%
Condominiums	860	765	539	548	1.7%
Cooperatives	1,531	1,544	1,379	1,320	-4.3%
<u>2-4 Family</u>	<u>540</u>	<u>490</u>	<u>400</u>	<u>406</u>	1.5%
Total	6,667	6,649	5,398	5,255	-2.6%

PUTNAM COUNTY					
PUTNAM - First Quarters 2011 - 2014					% Change
Property Type	2011 Q1	2012 Q1	2013 Q1	2014 Q1	2013-2014
NUMBER OF SALES					
Single Family Houses	139	112	115	128	11.3%
Condominiums ¹	15	19	19	19	0.0%
Cooperatives ¹	0	3	0	0	0.0%
2-4 Family ²	<u>2</u>	<u>1</u>	<u>1</u>	<u>4</u>	300.0%
Total	156	135	135	151	11.9%
MEDIAN SALE PRICE					
Single Family Houses	349,000	277,500	286,500	318,000	11.0%
Condominiums ¹	210,000	138,500	204,000	226,000	10.8%
Cooperatives ¹	0	37,900	0	0	0.0%
2-4 Family ²	267,500	180,000	270,000	230,750	-14.5%
MEAN SALE PRICE					
Single Family Houses	379,143	310,096	342,061	401,591	17.4%
Condominiums ¹	240,841	176,056	236,654	228,489	-3.5%
Cooperatives ¹	0	36,300	0	0	0.0%
2-4 Family ²	267,500	180,000	270,000	234,700	-13.1%
END OF QUARTER INVENTORY					
Single Family Houses	748	796	724	705	-2.6%
Condominiums ¹	113	116	96	68	-29.2%
Cooperatives ¹	na	na	na	9	na
2-4 Family ²	<u>na</u>	<u>na</u>	<u>na</u>	<u>30</u>	na
Total	861	912	820	812	-1.0%

¹ Condominiums & Cooperatives were counted together prior to 2014. The number of co-op sales was and is very slight and does not significantly affect totals or percentages.

² 2-4 Family House end of quarter inventory in Putnam was not compiled prior to 2014.

ROCKLAND COUNTY					
ROCKLAND - First Quarters 2011 - 2014					
Property Type	2011 Q1	2012 Q1	2013 Q1	2014 Q1	% Change 2013-2014
NUMBER OF SALES					
Single Family Houses	233	231	254	262	3.1%
Condominiums ¹	75	92	87	74	-14.9%
Cooperatives ¹	na	na	na	21	na
2-4 Family	19	7	8	19	137.5%
Total	327	330	349	376	7.7%
MEDIAN SALE PRICE					
Single Family Houses	389,000	372,000	358,000	380,000	6.1%
Condominiums ¹	227,500	181,000	190,000	187,500	-1.3%
Cooperatives ¹	na	na	na	68,000	na
2-4 Family	220,000	200,000	251,300	315,000	25.3%
MEAN SALE PRICE					
Single Family Houses	433,096	434,951	405,004	420,853	3.9%
Condominiums ¹	281,225	231,553	212,056	233,132	9.9%
Cooperatives ¹	na	na	na	99,810	na
2-4 Family	252,228	269,271	279,150	279,150	0.0%
END OF QUARTER INVENTORY					
Single Family Houses	1,195	1,206	1,034	1,027	-0.7%
Condominiums ¹	556	464	348	264	-24.1%
Cooperatives ¹	na	na	na	76	na
2-4 Family ²	na	na	na	67	na
Total	1,751	1,670	1,382	1,434	3.8%
¹ Condominiums & Cooperatives were counted together prior to 2014. The number of co-op sales was and is very slight and does not significantly affect totals or percentages.					
² 2-4 Family House end of quarter inventory in Rockland was not compiled prior to 2014.					

ORANGE COUNTY					
ORANGE - First Quarters 2011 - 2014					<i>% Change</i>
Property Type	2011 Q1	2012 Q1	2013 Q1	2014 Q1	2013-2014
NUMBER OF SALES					
Single Family Houses	337	328	376	412	9.6%
Condominiums ¹	49	57	71	60	-15.5%
Cooperatives ¹	na	na	na	3	na
2-4 Family	<u>21</u>	<u>17</u>	<u>32</u>	<u>24</u>	-25.0%
Total	407	402	479	499	4.2%
MEDIAN SALE PRICE					
Single Family Houses	244,500	250,000	226,000	219,000	-3.1%
Condominiums ¹	177,000	158,000	153,470	124,000	-19.2%
Cooperatives ¹	na	na	na	35,000	na
2-4 Family	110,000	74,900	103,590	140,000	35.1%
MEAN SALE PRICE					
Single Family Houses	276,600	263,403	238,015	250,842	5.4%
Condominiums ¹	193,613	176,554	186,109	138,288	-25.7%
Cooperatives ¹	na	na	na	37,500	na
2-4 Family	129,851	119,694	119,909	163,210	36.1%
END OF QUARTER INVENTORY					
Single Family Houses	2,724	2,633	2,522	2,362	-6.3%
Condominiums ¹	465	370	300	235	-21.7%
Cooperatives ¹	na	na	na	13	na
2-4 Family ²	<u>na</u>	<u>na</u>	<u>na</u>	<u>209</u>	na
Total	3,189	3,003	2,822	2,819	-0.1%
¹ Condominiums & Cooperatives were counted together prior to 2014. The number of co-op sales was and is very slight and does not significantly affect totals or percentages.					
² 2-4 Family House end of quarter inventory in Orange was not compiled prior to 2014.					