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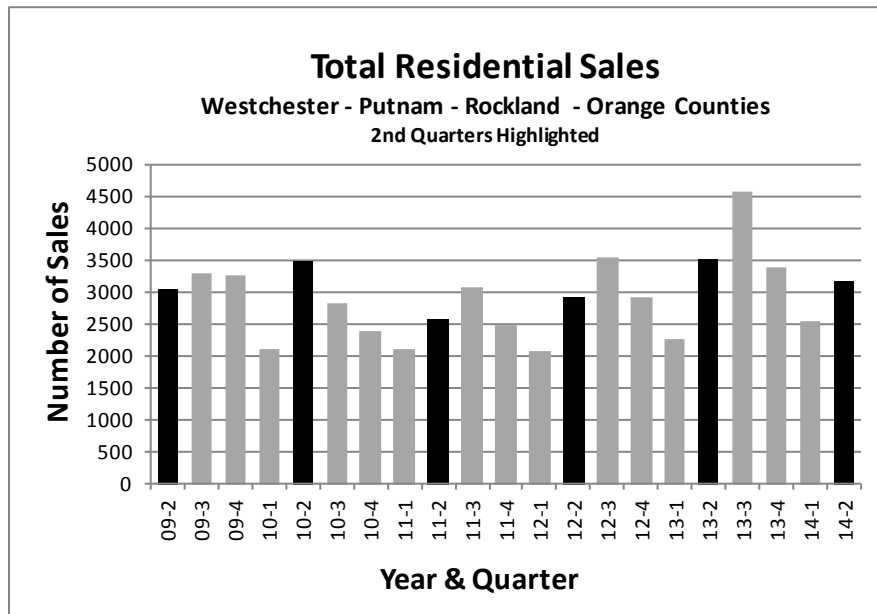
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## 2014 SECOND QUARTER RESIDENTIAL REAL ESTATE SALES REPORT Westchester, Putnam, Rockland and Orange Counties, New York

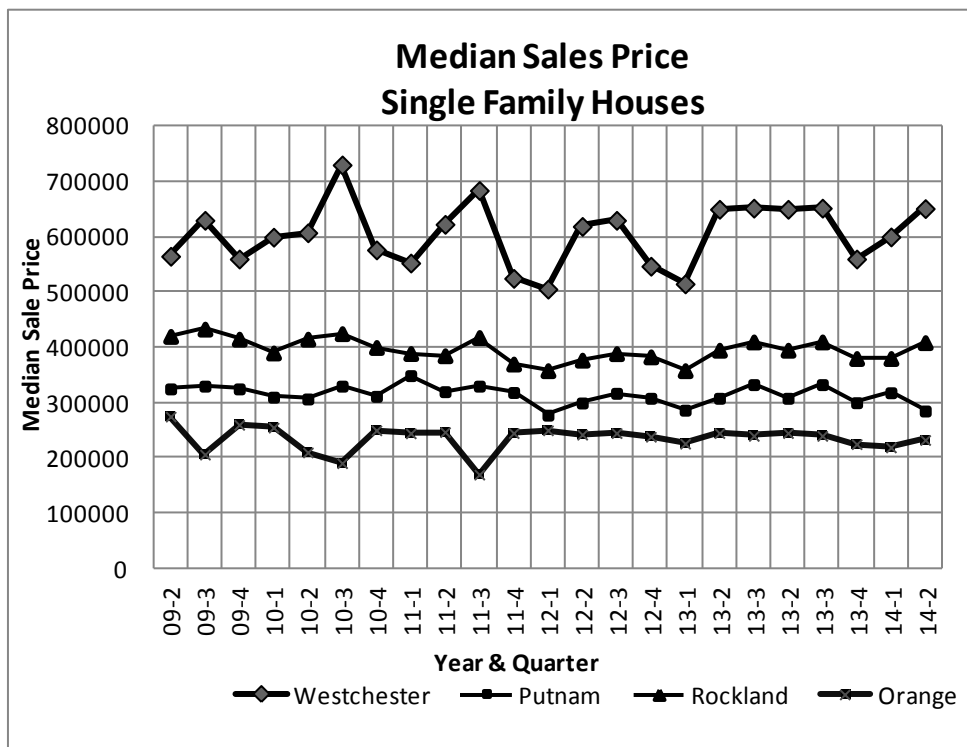
Closed residential real estate transactions during the second quarter of 2014 slackened in relation to the same period last year. Realtors participating in the Hudson Gateway Multiple Listing Service, serving Westchester, Putnam, Rockland and Orange Counties, reported 3,195 closings in the four counties, a decrease of 9.2% from the 3,519 closings reported during the second quarter of last year. These grand totals comprised sales of single family houses, condominiums, cooperatives and 2-4 family dwellings.



The second quarter closings largely reflected listing and showing activity that took place during the early months of the year. Many data providers and analysts, including the National Association of Realtors, ascribe at least some of the slowdown in sales here and nationally to exceptionally difficult winter weather conditions that discouraged prospective purchasers from getting out and researching properties of interest. The lower Hudson region undoubtedly experienced some of that effect, but in our case there may also have been an equal or even larger effect from a simple market correction of the fast pace of sales in 2013 and the first quarter of 2014.

Westchester and Orange Counties experienced the largest percentage year to year falloffs in sales at 12.0% and 12.2% respectively. In Westchester the slowdown was concentrated in the single family house sector, 13.5%, followed by condominiums, 10.1%. Orange County's single family house sales were down by 12.1%. Putnam County sales were down by just 2.9%. Rockland County stood out from its neighbors with an actual overall increase of 6.2%.

Overall inventory registered with the multiple listing service at the close of the quarter (June 30) amounted to 12,383 units, an increase of 8.8% from the same date a year ago. Westchester weighed in to that total with an increase of 3.0%, to 6,342 units; its single family house inventory increased by 5.7% to 3,913 units. Orange County, whose real estate market is only about one third of Westchester's, closed the quarter with 3,023 single family houses listed, an increase 19.9% from last year. Orange County's recovery from the recession has been hampered by the need to work through a supply of distressed properties as well as short sales that take longer than average to process, both factors that allow inventory to accumulate.



There was a mixed picture on prices in the Hudson Gateway region by the end of the quarter. Westchester posted a median<sup>1</sup> sale price of \$651,250 for single family houses, an increase of only \$1,250 or 0.2% from last year, though still well above its medians for 2011 and 2012. Its condominium sector picked up, however, with a 5.5% increase to a \$363,750 median.

Also gaining in price were Rockland County single family houses, with a 4.8% increase to a median of \$408,750. Rockland also did well with condominiums, 3.5% to \$222,500. Putnam and Orange counties posted decreases, however. Putnam's single family house median decreased by 8.2% to \$285,000, and Orange's decreased by 3.0% to \$232,500. Again, Orange County's market is constrained by its relatively larger supply of problem properties compared to the other properties.

The pause in price gains and sales volumes in the Hudson Gateway region is not severe but it is a bit of a surprise in that there are no obvious external factors that drove it, other than bad winter weather, an assertion that is likely but cannot be proved. For example, mortgage interest rates have remained low, ranging from an average 4.6% on a conventional 30-year loan made during the winter months, to about 4.2% at the close of the second quarter. Admittedly, tougher lending criteria have made it harder for consumers to obtain a mortgage but that is a condition that has been in place for several years now.

Two other factors that are confidence builders for home buying decisions are the unemployment rate and the state of the equities markets. For the former, there has been at least a full percentage point decrease in each of the four counties in the past year. The most recently posted rates range from 4.7% (Putnam) to 5.7% (Orange), with 5.1% (Westchester) and 4.8% (Rockland) in between. As for the equity markets there has been a vigorous bull market leading up to, and surpassing, the 17,000 threshold for the DJIA.

The best bet, then, for figuring out what occurred with prices and volumes during the second quarter is to patiently wait for another quarter to see if there was no more than a technical correction or if some other trend is in play.

### **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](http://www.hgar.com); click on Market Statistics. A membership directory searchable by municipality is also available on that site.*

<sup>1</sup> *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.*

## **Changes to the Report**

Starting with the first quarter 2014 report the Hudson Gateway Multiple Listing Service has added 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 have 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 the 2014 first quarter report.

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**Four tables follow.**

<b>WESTCHESTER COUNTY</b>					
<b>WESTCHESTER - Second Quarters 2011-2014</b>					
<b>Property Type</b>	<b>2011 Q2</b>	<b>2012 Q2</b>	<b>2013 Q2</b>	<b>2014 Q2</b>	<b>% Change 2013-2014</b>
<b>NUMBER OF SALES, 2ND QUARTER</b>					
Single Family Houses	986	1,151	1,425	<b>1,232</b>	-13.5%
Condominiums	219	247	296	<b>266</b>	-10.1%
Cooperatives	286	306	391	<b>388</b>	-0.8%
<u>2-4 Family</u>	<u>92</u>	<u>84</u>	<u>113</u>	<u><b>73</b></u>	-35.4%
Total	1,583	1,788	2,225	<b>1,959</b>	-12.0%
<b>NUMBER OF SALES - YEAR TO DATE</b>					
Single Family Houses	1,706	1,881	<b>2,202</b>	<b>2,157</b>	-2.0%
Condominiums	398	435	<b>508</b>	<b>444</b>	-12.6%
Cooperatives	554	566	<b>674</b>	<b>728</b>	8.0%
<u>2-4 Family</u>	<u>172</u>	<u>157</u>	<u><b>191</b></u>	<u><b>156</b></u>	-18.3%
Total	2,830	3,039	<b>3,575</b>	<b>3,485</b>	-2.5%
<b>MEDIAN SALE PRICE</b>					
Single Family Houses	622,750	619,000	650,000	<b>651,250</b>	0.2%
Condominiums	348,500	338,000	344,750	<b>363,750</b>	5.5%
Cooperatives	157,250	156,250	154,000	<b>149,950</b>	-2.6%
2-4 Family	314,000	321,750	350,000	<b>421,000</b>	20.3%
<b>MEAN SALE PRICE</b>					
Single Family Houses	857,261	852,636	859,861	<b>874,026</b>	1.6%
Condominiums	410,402	387,071	424,403	<b>433,874</b>	2.2%
Cooperatives	190,984	184,131	190,612	<b>177,028</b>	-7.1%
2-4 Family	321,151	336,271	354,491	<b>419,947</b>	18.5%
<b>END OF QUARTER INVENTORY</b>					
Single Family Houses	4,720	4,120	3,702	<b>3,913</b>	5.7%
Condominiums	967	779	549	<b>582</b>	6.0%
Cooperatives	1,721	1,626	1,485	<b>1,384</b>	-6.8%
<u>2-4 Family</u>	<u>590</u>	<u>556</u>	<u>420</u>	<u><b>463</b></u>	10.2%
Total	7,998	7,081	6,156	<b>6,342</b>	3.0%

<b>PUTNAM COUNTY</b>					
<b>PUTNAM - Second Quarters 2011 - 2014</b>					
<b>Property Type</b>	<b>2011 Q2</b>	<b>2012 Q2</b>	<b>2013 Q2</b>	<b>2014 Q2</b>	<b>% Change 2013-2014</b>
<b>NUMBER OF SALES, 2ND QUARTER</b>					
Single Family Houses	124	162	182	<b>170</b>	-6.6%
Condominiums <sup>1</sup>	20	16	27	<b>26</b>	-3.7%
Cooperatives <sup>1</sup>	1	1	0	<b>2</b>	0.0%
2-4 Family <sup>2</sup>	3	1	1	<b>6</b>	500.0%
<b>Total</b>	<b>148</b>	<b>180</b>	<b>210</b>	<b>204</b>	<b>-2.9%</b>
<b>NUMBER OF SALES - YEAR TO DATE (6/30)</b>					
Single Family Houses	263	274	297	<b>298</b>	0.3%
Condominiums <sup>1</sup>	35	35	46	<b>45</b>	-2.2%
Cooperatives <sup>1</sup>	1	4	0	<b>2</b>	
2-4 Family <sup>2</sup>	5	2	2	<b>10</b>	400.0%
<b>Total</b>	<b>304</b>	<b>315</b>	<b>345</b>	<b>355</b>	<b>2.9%</b>
<b>MEDIAN SALE PRICE</b>					
Single Family Houses	320,000	299,500	310,500	<b>285,000</b>	-8.2%
Condominiums <sup>1</sup>	243,100	217,500	203,000	<b>226,500</b>	11.6%
Cooperatives <sup>1</sup>	26,500	5,000	0	<b>53,950</b>	0.0%
2-4 Family <sup>2</sup>	85,000	447,000	160,000	<b>176,000</b>	10.0%
<b>MEAN SALE PRICE</b>					
Single Family Houses	408,232	357,820	345,591	<b>341,255</b>	-1.3%
Condominiums <sup>1</sup>	247,418	250,067	220,179	<b>264,216</b>	20.0%
Cooperatives <sup>1</sup>	26,500	5,000	0	<b>53,950</b>	0.0%
2-4 Family <sup>2</sup>	115,500	447,000	160,000	<b>164,333</b>	2.7%
<b>END OF QUARTER (6/30) INVENTORY</b>					
Single Family Houses	748	796	894	<b>956</b>	6.9%
Condominiums <sup>1</sup>	113	116	78	<b>77</b>	-1.3%
Cooperatives <sup>1</sup>	na	na	8	<b>18</b>	na
2-4 Family <sup>2</sup>	na	na	38	<b>30</b>	na
<b>Total</b>	<b>861</b>	<b>912</b>	<b>1,018</b>	<b>1,081</b>	<b>6.2%</b>
<sup>1</sup> Condominiums & Cooperatives were counted together prior to 2013. The number of co-op sales was and is very slight and does not significantly affect totals or percentages.					
<sup>2</sup> 2-4 Family House end of quarter inventory in Putnam was not compiled prior to 2013.					

<b>ROCKLAND COUNTY</b>					
<b>ROCKLAND - Second Quarters 2011 - 2014 % Change</b>					
<b>Property Type</b>	<b>2011 Q2</b>	<b>2012 Q2</b>	<b>2013 Q2</b>	<b>2014 Q2</b>	<b>2013-2014</b>
<b>NUMBER OF SALES</b>					
Single Family Houses	274	307	333	<b>347</b>	4.2%
Condominiums <sup>1</sup>	75	68	69	<b>81</b>	17.4%
Cooperatives <sup>1</sup>	7	16	24	<b>23</b>	-4.2%
2-4 Family	7	14	10	<b>12</b>	20.0%
Total	363	405	436	<b>463</b>	6.2%
<b>NUMBER OF SALES - YEAR TO DATE (6/30)</b>					
Single Family Houses	507	538	587	<b>609</b>	3.7%
Condominiums <sup>1</sup>	150	160	156	<b>155</b>	-0.6%
Cooperatives <sup>1</sup>	7	16	24	<b>44</b>	83.3%
2-4 Family	26	21	18	<b>31</b>	72.2%
Total	690	735	785	839	6.9%
<b>MEDIAN SALE PRICE</b>					
Single Family Houses	378,750	374,900	390,000	<b>408,750</b>	4.8%
Condominiums <sup>1</sup>	220,000	229,000	215,000	<b>222,500</b>	3.5%
Cooperatives <sup>1</sup>	101,000	80,000	103,250	<b>72,000</b>	-30.3%
2-4 Family	260,000	270,000	261,500	<b>325,000</b>	24.3%
<b>MEAN SALE PRICE</b>					
Single Family Houses	441,409	425,121	402,398	<b>432,894</b>	7.6%
Condominiums <sup>1</sup>	230,663	249,444	253,917	<b>246,894</b>	-2.8%
Cooperatives <sup>1</sup>	119,286	107,025	118,510	<b>89,404</b>	-24.6%
2-4 Family	246,271	260,993	281,720	<b>290,167</b>	3.0%
<b>END OF QUARTER INVENTORY</b>					
Single Family Houses	1,195	1,206	1,034	<b>1,027</b>	-0.7%
Condominiums <sup>1</sup>	556	464	348	<b>264</b>	-24.1%
Cooperatives <sup>1</sup>	na	na	na	<b>76</b>	na
2-4 Family <sup>2</sup>	na	na	na	<b>67</b>	na
Total	1,751	1,670	1,382	<b>1,434</b>	3.8%
<sup>1</sup> 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.					
<sup>2</sup> 2-4 Family House end of quarter inventory in Rockland was not compiled prior to 2014.					

<b>ORANGE COUNTY</b>					
<b>ORANGE - Second Quarters 2011 - 2014</b>					
<b>Property Type</b>	<b>2011 Q2</b>	<b>2012 Q2</b>	<b>2013 Q2</b>	<b>2014 Q2</b>	<b>% Change 2013-2014</b>
<b>NUMBER OF SALES</b>					
Single Family Houses	409	444	552	<b>485</b>	-12.1%
Condominiums <sup>1</sup>	46	56	69	<b>52</b>	-24.6%
Cooperatives <sup>1</sup>	5	1	0	<b>1</b>	na
2-4 Family	19	37	27	<b>31</b>	14.8%
<b>Total</b>	<b>479</b>	<b>538</b>	<b>648</b>	<b>569</b>	<b>-12.2%</b>
<b>NUMBER OF SALES - YEAR TO DATE (6/30)</b>					
Single Family Houses	746	772	928	<b>897</b>	-3.3%
Condominiums <sup>1</sup>	95	113	140	<b>112</b>	-20.0%
Cooperatives <sup>1</sup>	5	1	-	<b>4</b>	na
2-4 Family	40	54	59	<b>55</b>	-6.8%
<b>Total</b>	<b>886</b>	<b>940</b>	<b>1,127</b>	<b>1,068</b>	<b>-5.2%</b>
<b>MEDIAN SALE PRICE</b>					
Single Family Houses	240,000	234,500	239,750	<b>232,500</b>	-3.0%
Condominiums <sup>1</sup>	177,500	155,500	170,000	<b>164,750</b>	-3.1%
Cooperatives <sup>1</sup>	54,200	68,000	na	<b>38,500</b>	na
2-4 Family	95,000	80,000	80,000	<b>125,000</b>	56.3%
<b>MEAN SALE PRICE</b>					
Single Family Houses	254,361	257,254	257,328	<b>259,375</b>	0.8%
Condominiums <sup>1</sup>	186,357	172,077	183,095	<b>171,003</b>	-6.6%
Cooperatives <sup>1</sup>	62,040	68,000	na	<b>38,500</b>	na
2-4 Family	116,653	110,941	104,343	<b>118,868</b>	13.9%
<b>END OF QUARTER INVENTORY</b>					
Single Family Houses	2,724	2,633	2,522	<b>3,023</b>	19.9%
Condominiums <sup>1</sup>	465	370	300	<b>273</b>	-9.0%
Cooperatives <sup>1</sup>	na	na	na	<b>16</b>	na
2-4 Family <sup>2</sup>	na	na	na	<b>214</b>	na
<b>Total</b>	<b>3,189</b>	<b>3,003</b>	<b>2,822</b>	<b>3,526</b>	<b>24.9%</b>
<sup>1</sup> 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.					
<sup>2</sup> 2-4 Family House end of quarter inventory in Orange was not compiled prior to 2014.					