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Walkill, New York Web ID: FE34FF

Third Quarter 2021 Hudson Valley Luxury Real Estate Market Report

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

Third Quarter 2021

HUDSON VALLEY LUXURY REAL ESTATE MARKET REPORT

Dutchess, Columbia, and
Ulster County residential
sales over \$1,000,000



Clinton Corners, New York Web ID: QELBP3

Demand for luxury properties in the Hudson Valley remains strong.

Buyers continued to snap up homes in New York's Dutchess, Columbia and Ulster counties during the third quarter of 2021, with sellers sometimes receiving multiple bids that drove the final price above what they were asking. By the quarter's end, 76 properties had changed hands at prices of \$1 million and higher. That was about in line with the 78 that sold in the year-earlier third quarter, when the current buying frenzy erupted, and well above the 66 and 61 properties sold in the first and second quarters of this year, respectively.

As we've noted previously, the current strong demand for real estate was sparked last year when the COVID-19 pandemic sent urbanites confined to their apartments looking for homes with more indoor and outdoor space. The Hudson Valley, with its picturesque villages, lush estates and wooded retreats just 90 minutes or so to the northeast, looked appealing. As a consequence, sales of luxury properties are up 33% over the last four quarters compared with the comparable period a year earlier.



As has been the recent trend, homes sold quickly in the latest quarter—an average 128 days from listing to closing, up just a bit from 120 a year earlier but still well below the historical norm, which tends to hover in the 180-day neighborhood. The average listing discount continued to contract, too—to -1.8% in the latest quarter from -2.2% a year earlier—indicating that buyers were willing to pay just about what sellers were asking and, as noted, sometimes more. In Ulster County, the average listing discount narrowed to just -0.6%.

With sales activity remaining strong, a fair number of homeowners decided to add their properties to the available inventory, which ended the quarter with 224 luxury properties for sale, up from 193 at the end of the second quarter.

The median sale price was \$1,535,000 during the third quarter, up slightly compared with first-half figures. There was only one sale above \$4 million, matching the year-earlier quarter. However, through the first nine months of this year the upper end of the market has been very active, with 12 sales at \$4 million or higher.



Pine Plains, New York Web ID: VFHQG2

Columbia County

Twenty-one properties sold in Columbia County during the third quarter, up from 20 in the year-earlier period. Competition among buyers wasn't quite as fierce as it was in neighboring counties, with the average listing discount settling at -3.4% and the average days on market at 159 days. The median sale price was \$1,690,000.

Columbia County was home to highest-priced transaction of the quarter when a sprawling hilltop estate on 100 acres in Valatie sold for \$6,250,000. The 6,500-square-foot main home features panoramic views in every direction—to the Catskill Mountains in the west and the Berkshire Mountains in the east. The estate also includes an apple orchard, large pond, extensive walking trails, 70-foot heated pool with separate spa, tennis court, and two garages with overhead studios.

Columbia County has now had five sales at prices of \$4 million or higher over the past three quarters, versus three sales in that price range over the preceding five years.

Dutchess County

Typically the busiest real estate market among the valley's three counties, Dutchess County saw 33 luxury properties change hands in the third quarter, up from 31 a year earlier. The median sale price was \$1,550,000, with 70% of the sales registering in the \$1 million to \$1,999,999 price range. The average listing discount was -1.5%.

Topping the sales chart, at \$3.9 million each, were a pair of grand country estates—the 85.8-acre Gildale Farm in Clinton and, about 25 minutes to the east by car, a 144-acre estate in Millbrook.

Gildale Farm boasts a 5,000-square-foot Colonial style house built in 1860. The dwelling has had numerous additions and extensive updating since its original construction. Notable amenities include a guest apartment over a three-car garage, a vintage storage barn, a newer 4,000-square-foot barn with a state-of-the-art fitness center on its second floor, a heated pool and air-conditioned pool house, a hot tub, a tennis court, and a golf hole with a two-tiered green and three tee boxes. The house is located midway between Millbrook and historic Rhinebeck.

The Millbrook property features an even larger house—8,264 square feet—along with a farmhouse-style guest house, an equestrian facility with a large indoor riding arena, a 17-stall barn and nine watered paddocks—plus the usual complement of swimming pool and tennis court as well as a sporting clay range and other luxury amenities.



Ulster County

Ulster County, which is more wooded than its neighboring counties and has long appealed to artists, has become a much more active real estate market over the past two years. Publicity may be a factor in the trend: its charming towns and villages, like Woodstock and Kingston, are getting play in the New York media as new craft breweries, cideries, shops and farm-to-table restaurants pop up. In any event, 22 luxury properties sold during the third quarter, down from 27 in the year-earlier period but still a strong number. As noted earlier, most properties sold near or above their asking price, with the average listing discount settling at just -0.6%. Sales above asking price were most common in the lower sector of the luxury market—in the sub-\$2 million price range—but were found at higher price points, too. A home in Hurley that had been listed for \$1,950,000, for example, ultimately sold for \$2.1 million, a 7% premium of \$150,000. A stone farmhouse on the 12-acre property was originally built in 1688, then rebuilt in 1804 and handsomely updated since.

An even bigger premium was paid in Ulster County for a home that has been featured in *The Wall Street Journal Magazine* and *Architectural Digest France*. Located just outside the village of Woodstock, the 3,332-square-foot home on just under three acres has been the residence of a succession of artists. Listed for \$950,000, it sold for \$1,181,500—a 24% premium.

Homes also sold faster in Ulster County—in an average of just 80 days—than in neighboring counties. It has long been possible to get a little more for a little less in Ulster County, and that appeared to hold true in the third quarter with the median sale price coming in at \$1,447,500.



Stone Ridge, New York Web ID: R8E6N6



Outlook

Traffic through our office remains busy as we move deeper into the fourth quarter. While nearby New York City is starting to teem with activity again, people who have gotten a taste of the Hudson Valley while visiting or vacationing here—or perhaps searching for a home—appear to want more. Stop by the Hudson Valley Farmers Market at Greig Farm in Red Hook, Dutchess County, for example, and, anecdotally, you're more likely to rub elbows with recent arrivals than long-time residents. Many of these transplants suggest they're here to stay. As more homebuyers flock to the region—and with them more enterprising small business owners—the Hudson Valley is simply becoming more vibrant. And it isn't just the towns and villages attracting attention. We also see some demand for land and would suggest that there may be some terrific bargains available given that land values in the valley have held fairly stable over the past decade.

For homeowners thinking about listing their property, market conditions remain highly favorable. Historically, sellers have liked to price homes slightly above what they would be willing to accept, hoping to leave room for negotiation with buyers. In the current environment, some sellers may wish to consider pricing less aggressively because doing so tends to attract multiple offers, which in the end can drive the final price up, not down. We are open to either approach, but in general don't advise too much gamesmanship. Listing at fair market value is never a bad decision, nor is selling at fair market value.

Potential buyers will need to be mindful that properties are selling more quickly than usual, meaning they must be prepared to make a decision without delay—and perhaps submit a slightly higher bid than they might have in the past—if they find a property that truly connects with them.



HUDSON VALLEY LUXURY MARKET SALES IN Q3 2021 BY MARKET SUBSET

Category	Region	# Sales	Median Price
\$1,000,000-\$1,999,999	All Hudson Valley	58	\$1,375,000
	Columbia County	17	\$1,500,000
	Dutchess County	23	\$1,300,000
	Ulster County	18	\$1,373,000
\$2,000,000-\$3,999,999	All Hudson Valley	17	\$2,450,000
	Columbia County	3	\$2,300,000
	Dutchess County	10	\$2,600,000
	Ulster County	4	\$2,275,000
\$4,000,000 +	All Hudson Valley	1	\$6,250,000
	Columbia County	1	\$6,250,000
	Dutchess County	0	n/a
	Ulster County	0	n/a

HUDSON VALLEY LUXURY MARKET OVERVIEW

Period	# of Sales	Median Sale Price	Average Sale Price	Avg. Days on Market	Avg. Listing Discount	Listing Inventory
Q 3 2021	76	\$1,535,000	\$1,771,572	128	-1.8%	224
Q 2 2021	61	\$1,350,000	\$1,824,587	171	-4.4%	193
Q 1 2021	66	\$1,500,000	\$2,069,878	109	-3.4%	204
Q 4 2020	109	\$1,500,000	\$1,744,810	129	-4.5%	n/a
Q 3 2020	78	\$1,487,000	\$1,830,314	146	-2.0%	n/a



Heather Croner Real Estate
Sotheby's International Realty

346 Fowler Rd Millbrook, NY 12545
845-677-9822

Ackerly & Hubbell Appraisal Corp.

1072 Main Street
Fishkill, NY 12524
845-454-6525
www.rphubb.com

This information contained in this Market Overview has been compiled from NYS ORPS, Mid-Hudson MLS, Columbia Northern Dutchess MLS, and Ulster MLS. We believe this information to be true and accurate. Heather Croner Real Estate, Ackerly & Hubbell Appraisal Corp. 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.

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APPENDIX

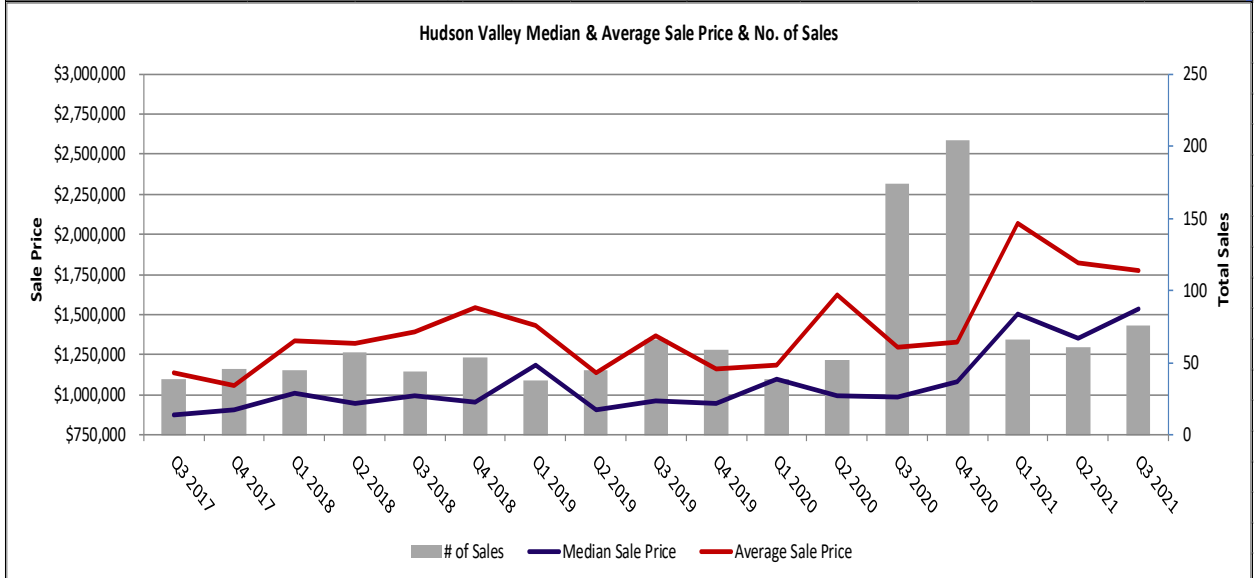
Hudson Valley

Hudson Valley Market Matrix, All Sales \$1,000,000 and over									
	2017	2018	2019	2020	Q3 2020	Q4 2020	Q1 2021*	Q2 2021	Q3 2021
Median Sale Price	\$ 935,000	\$ 975,000	\$ 960,000	\$ 999,999	\$ 985,000	\$ 1,082,750	\$ 1,500,000	\$ 1,350,000	\$ 1,535,000
Average Sale Price	\$ 1,196,059	\$ 1,410,551	\$ 1,270,744	\$ 1,338,888	\$ 1,297,817	\$ 1,330,139	\$ 2,069,878	\$ 1,824,587	\$ 1,771,572
# of Sales	181	200	208	469	174	204	66	61	76
Avg. DOM	179	189	187	110	120	99	109	171	128
Avg. List Price	\$ 1,267,000	\$ 1,310,105	\$ 1,350,561	\$ 1,353,332	\$ 1,334,246	\$ 1,377,363	\$ 1,974,547	\$ 2,048,277	\$ 1,794,406
Listing Discount	-7.36%	-6.28%	-7.49%	-2.65%	-2.17%	-3.46%	-3.36%	-4.39%	-1.83%
Listing Inventory	435	474	483	363	370	289	204	193	224

Source, all tables & graphs: NYSORPS, Mid-Hudson MLS, Columbia-Northern Dutchess MLS, Hudson Valley Catskill Region MLS *Prior to Q1 2021 all figures were based on sales over \$750,000

Hudson Valley Median Sale Price by Market Subset									
	2017	2018	2019	2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021
\$750,000 - \$999,999									
Median	\$ 847,750	\$ 860,000	\$ 842,000	\$ 855,000	\$ 856,250	\$ 850,000			
# of Sales	106	112	113	235	96	95			
\$1,000,000 - \$1,999,999									
Median	\$ 1,325,000	\$ 1,332,500	\$ 1,300,000	\$ 1,350,000	\$ 1,356,500	\$ 1,337,500	\$ 1,362,500	\$ 1,250,000	\$ 1,375,000
# of Sales	57	64	75	185	62	86	46	44	58
\$2,000,000 - \$3,999,999									
Median	\$ 2,500,000	\$ 2,571,848	\$ 2,725,000	\$ 2,500,000	\$ 3,000,000	\$ 2,515,000	\$ 2,675,000	\$ 2,725,000	\$ 2,450,000
# of Sales	17	17	17	43	15	20	14	12	17
\$4,000,000 +									
Median	\$ 6,300,000	\$ 5,650,000	\$ 7,210,000	\$ 7,325,000	\$ 10,250,000	\$ 4,400,000	\$ 5,897,500	\$ 4,375,000	\$ 6,250,000
# of Sales	1	7	3	6	1	3	6	5	1

Source: NYSORPS, Mid-Hudson MLS, Columbia-Northern Dutchess MLS, Hudson Valley Catskill Region MLS



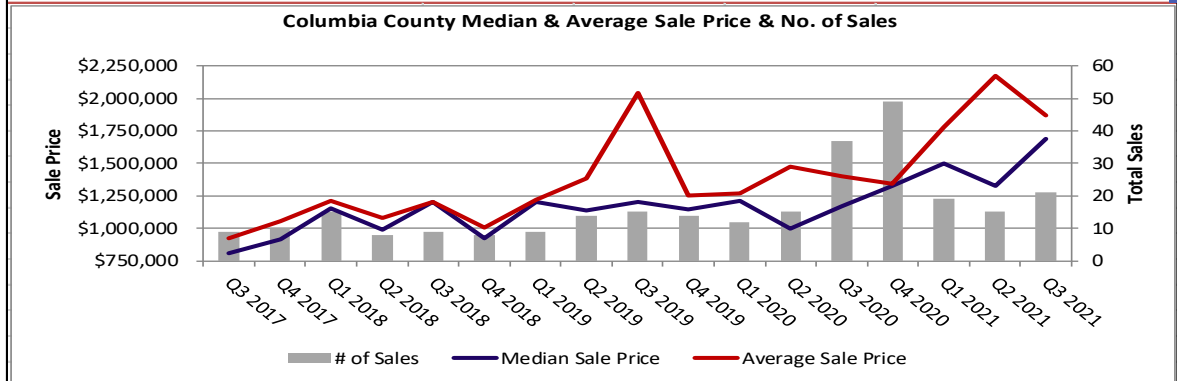
Columbia County Market Matrix	2016	2017	2018	2019	2020
Median Sale Price	\$ 1,260,000	\$ 937,250	\$ 1,004,500	\$ 1,175,000	\$ 1,200,000
Average Sale Price	\$ 1,481,739	\$ 1,140,040	\$ 1,143,304	\$ 1,508,690	\$ 1,369,856
# of Sales	43	46	40	52	113
Avg. DOM	181	177	208	177	95
Avg. List Price	\$ 1,700,459	\$ 1,202,193	\$ 1,188,736	\$ 1,572,167	\$ 1,382,120
Listing Discount	-10.51%	-7.22%	-7.67%	-5.31%	-3.40%

Median Sale Price by Market Subset	2016	2017	2018	2019	2020
\$750,000 - \$999,999					
Median	\$ 853,750	\$ 845,000	\$ 842,500	\$ 847,000	\$ 850,000
# of Sales	16	29	20	21	47
\$1,000,000 - \$1,999,999					
Median	\$ 1,409,000	\$ 1,350,000	\$ 1,340,000	\$ 1,362,500	\$ 1,390,000
# of Sales	20	13	19	25	52
\$2,000,000 - \$3,999,999					
Median	\$ 2,465,625	\$ 2,500,000	\$ 2,000,000	\$ 2,500,000	\$ 2,397,500
# of Sales	6	4	1	4	14
\$4,000,000 +					
Median	\$ 7,000,000	---	---	\$ 7,605,000	---
# of Sales	1	0	0	2	0

Source: NYSORPS, Columbia Northern Dutchess MLS. Beginning in 2021, figures are based on Sales over \$1,000,000

Columbia County Market Matrix	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021
Median Sale Price	\$ 1,170,000	\$ 1,325,000	\$ 1,495,000	\$ 1,330,000	\$ 1,690,000
Average Sale Price	\$ 1,400,541	\$ 1,340,321	\$ 1,779,579	\$ 2,169,812	\$ 1,870,833
# of Sales	37	49	19	15	21
Avg. DOM	87	88	123	305	159
Avg. List Price	\$ 1,374,321	\$ 1,412,533	\$ 1,826,263	\$ 2,344,571	\$ 1,935,881
Listing Discount	-3.00%	-4.83%	-2.56%	-4.66%	-3.40%
Period-End Listing Inventory	112	92	73	66	64

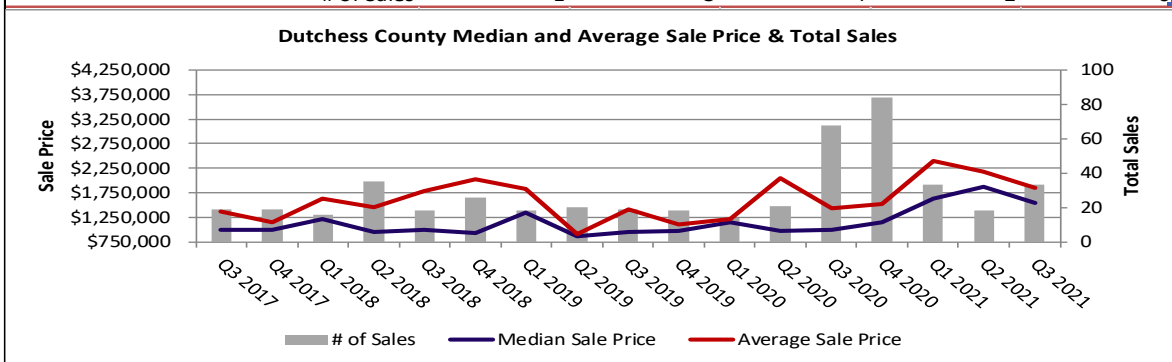
Median Sale Price by Market Subset	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021
\$750,000 - \$999,999					
Median	\$ 895,000	\$ 817,500			
# of Sales	17	18			
\$1,000,000 - \$1,999,999					
Median	\$ 1,375,000	\$ 1,400,000	\$ 1,372,500	\$ 1,200,000	\$ 1,500,000
# of Sales	15	27	14	9	17
\$2,000,000 - \$3,999,999					
Median	\$ 3,000,000	\$ 2,162,500	\$ 2,073,500	\$ 2,700,000	\$ 2,300,000
# of Sales	5	4	4	3	3
\$4,000,000 +					
Median	---	---	\$ 4,995,000	\$ 4,600,000	\$ 6,250,000
# of Sales	0	0	1	3	1



Dutchess County Market Matrix	2016	2017	2018	2019	2020
Median Sale Price	\$ 1,166,250	\$ 997,000	\$ 950,000	\$ 940,000	\$ 1,042,000
Average Sale Price	\$ 1,598,420	\$ 1,338,096	\$ 1,702,874	\$ 1,296,479	\$ 1,521,609
# of Sales	68	80	95	75	187
Avg. DOM	226	199	228	233	153
Avg. List Price	\$ 1,411,920	\$ 1,482,805	\$ 1,554,421	\$ 1,326,968	\$ 1,543,565
Listing Discount	-9.70%	-8.54%	-6.70%	-9.61%	-2.39%
Median Sale Price by Market Subset					
\$750,000 - \$999,999					
Median	\$ 807,500	\$ 870,000	\$ 863,325	\$ 850,000	\$ 857,500
# of Sales	30	41	54	43	90
\$1,000,000 - \$1,999,999					
Median	\$ 1,400,000	\$ 1,375,000	\$ 1,435,000	\$ 1,275,000	\$ 1,300,000
# of Sales	24	27	20	22	68
\$2,000,000 - \$3,999,999					
Median	\$ 2,339,175	\$ 2,140,000	\$ 2,610,924	\$ 2,800,000	\$ 2,550,000
# of Sales	10	11	14	9	23
\$4,000,000 +					
Median	\$ 5,750,000	\$ 6,300,000	\$ 5,650,000	\$ 4,350,000	\$ 7,325,000
# of Sales	4	1	7	1	6

Source: NYSORPS, Mid-Hudson MLS. Beginning in 2021, figures are based on Sales over \$1,000,000

Dutchess County Market Matrix	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021
Median Sale Price	\$ 995,000	\$ 1,153,750	\$ 1,625,000	\$ 1,862,000	\$ 1,550,000
Average Sale Price	\$ 1,426,145	\$ 1,516,334	\$ 2,401,665	\$ 2,181,111	\$ 1,847,894
# of Sales	68	84	33	18	33
Avg. DOM	186	146	129	122	146
Avg. List Price	\$ 1,462,464	\$ 1,540,058	\$ 2,562,833	\$ 2,317,944	\$ 1,875,939
Listing Discount	-0.30%	-4.16%	-6.29%	-5.90%	-1.50%
Period-End Listing Inventory	145	114	95	73	99
Median Sale Price by Market Subset					
\$750,000 - \$999,999					
Median	\$ 860,000	\$ 827,500			
# of Sales	37	34			
\$1,000,000 - \$1,999,999					
Median	\$ 1,325,000	\$ 1,282,125	\$ 1,425,000	\$ 1,412,500	\$ 1,300,000
# of Sales	24	33	21	10	23
\$2,000,000 - \$3,999,999					
Median	\$ 3,717,500	\$ 2,507,500	\$ 2,960,000	\$ 2,700,000	\$ 2,600,000
# of Sales	6	14	8	6	10
\$4,000,000 +					
Median	\$ 10,250,000	\$ 4,400,000	\$ 6,900,000	\$ 4,312,500	---
# of Sales	1	3	4	2	0



Ulster County Market Matrix	2016	2017	2018	2019	2020
Median Sale Price	\$ 900,000	\$ 875,000	\$ 975,000	\$ 925,000	\$ 950,000
Average Sale Price	\$ 971,135	\$ 1,036,313	\$ 1,117,591	\$ 1,094,160	\$ 1,116,000
# of Sales	36	55	65	81	169
Avg. DOM	222	162	130	184	82
Avg. List Price	\$ 1,037,555	\$ 1,116,001	\$ 1,187,159	\$ 1,185,047	\$ 1,134,310
Listing Discount	-6.43%	-6.31%	-4.48%	-6.73%	-2.16%

Median Sale Price by Market Subset	2016	2017	2018	2019	2020
\$750,000 - \$999,999					
Median	\$ 845,000	\$ 825,000	\$ 855,000	\$ 830,000	\$ 863,000
# of Sales	25	36	38	49	98
\$1,000,000 - \$1,999,999					
Median	\$ 1,162,500	\$ 1,140,000	\$ 1,300,000	\$ 1,215,000	\$ 1,295,000
# of Sales	11	17	25	28	65
\$2,000,000+					
Median	0	\$ 2,973,500	\$ 2,500,000	\$ 2,495,000	\$ 2,324,500
# of Sales	-	2	2	4	6

Source: NYSORPS, Hudson Valley Catskill Region MLS. Beginning in 2021, figures are based on Sales over \$1,000,000

Ulster County Market Matrix	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021
Median Sale Price	\$ 946,500	\$ 950,000	\$ 1,350,000	\$ 1,275,000	\$ 1,447,500
Average Sale Price	\$ 1,116,265	\$ 1,102,826	\$ 1,681,786	\$ 1,410,452	\$ 1,562,341
# of Sales	69	71	14	28	22
Avg. DOM	87	64	75	87	80
Avg. List Price	\$ 1,165,953	\$ 1,124,335	\$ 1,534,545	\$ 1,482,316	\$ 1,571,400
Listing Discount	-3.22%	-1.67%	-1.22%	-2.61%	-0.58%
Period-End Listing Inventory	113	83	36	54	61

Median Sale Price by Market Subset	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021
\$750,000 - \$999,999					
Median	\$ 845,000	\$ 870,000			
# of Sales	42	43			
\$1,000,000 - \$1,999,999					
Median	\$ 1,363,000	\$ 1,287,500	\$ 1,325,000	\$ 1,260,000	\$ 1,373,500
# of Sales	23	26	11	25	18
\$2,000,000 - \$3,999,999					
Median	\$ 2,137,500	\$ 2,750,000	\$ 2,475,000	\$ 2,775,000	\$ 2,275,000
# of Sales	4	2	2	3	4
\$4,000,000+					
Median	-	-	\$ 4,070,000	-	-
# of Sales	0	0	1	0	0

