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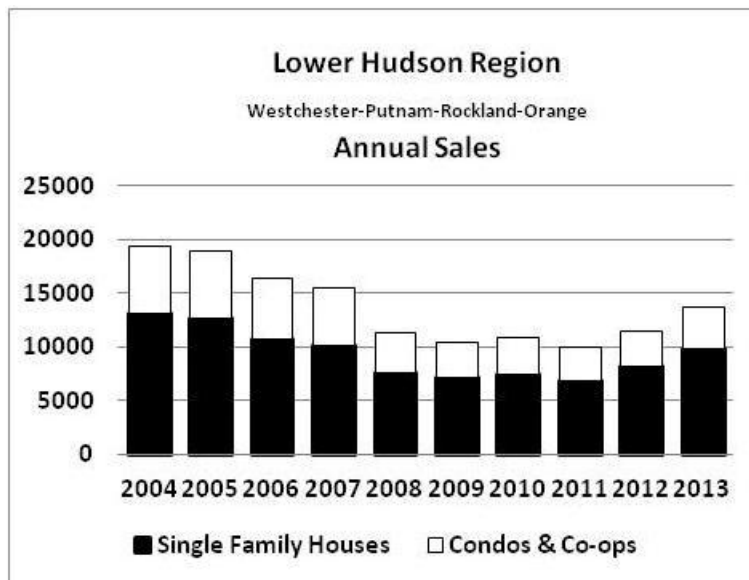
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January 13, 2014

2013 ANNUAL & 4TH QUARTER RESIDENTIAL REAL ESTATE SALES REPORT Westchester, Putnam, Rockland and Orange Counties, New York

The Lower Hudson region's real estate market continued its strong recovery of the past two years with double digit increases in sales volumes, and some increases in prices as well, in the four-county area served by the Hudson Gateway Multiple Listing Service, a subsidiary of the Hudson Gateway Association of Realtors, Inc. MLS Member Realtors working in Westchester, Putnam, Rockland and Orange counties reported a grand total of 13,781 closed residential sales in those counties, a 20% increase over 2012's performance which itself was a robust bounce-back from the bottom of the real estate recession in 2008 and 2009.

The recent numbers were the highest posted with the MLS since 2007. On a percentage basis, Orange County led the way with a 23% increase in sales over the full year 2012, followed by Westchester (21%), Putnam (17%), and Rockland (14%). Broken down by quarters, the first quarter of 2013 was the slowest, the second and third quarters were the most vigorous, and the fourth quarter eased back again although, with a 16% increase over the fourth quarter of 2012, it was still a fine finish and bodes well for 2014.



The accelerating sales volumes over the past two years have dented the region's inventory of properties for sale. There was a total of 8,942 residential units (single-family houses, condominiums, cooperatives, and in Westchester, 2-4 family residences) available at the close of 2013, a 7.1% decrease from 2012, which itself posted a decrease from 2011.

The region is emerging from a period when supply was tight because potential sellers were concerned about economic conditions and were reluctant to list their properties because of that. Some of that reticence to list still exists among potential sellers who are wary of lingering high unemployment as well as uncertain federal legislative and regulatory enactments that might negatively affect real estate as well as the economy as a whole. However, it now appears that the downward direction of inventory results more from classic supply and demand – sales outpacing new supply – than from consumer nervousness about the real estate market per se.

But the inventory is not yet so tight as to be a market killer, nor has it exerted undue pressure on price levels anywhere in the region. Prospective sellers who may have been avoiding the market until it meets their expectations for higher prices, may find themselves waiting longer still. Year to year median sale prices of single family houses have increased just a few percent, and have actually decreased some more in Orange County.

The largest price increase occurred in Westchester County where the median sale price¹ of a single family house increased by 3.9%, from \$587,000 in 2012 to \$610,000 in 2013. The mean¹ or average price of \$812,108 increased only 1.4%, suggesting that there was not much change in the high end market. For example, for the fourth quarter of 2013, houses that sold for \$1 million or more constituted about 17% of total house sales; in 2012 that ratio was 18%. In other sectors, Westchester condos also posted a 3.9% increase in median price, to \$343,000. Cooperatives – Westchester's most affordable housing type, posted a median of \$150,000, a mere 1.0% increase from 2012.

Putnam County posted a 2.8% increase in its single family house median, to \$308,500, and Rockland achieved a 2.6% increase, to \$390,000. Westchester, Putnam and Rockland all posted lower percentage increases for prices during the fourth quarter, however.

Orange County posted a 2.1% year to year decrease in its single family house median, to \$235,000 in 2013 from \$240,000 in 2012. When considering just the fourth quarter period, the price decrease was 5.7%. The declining price situation in Orange County, not just last year but dating back to 2007, may have several causes. One of them is that Orange is a growth county that has long hosted significant new development; but with new housing generally costing more than existing stock, a recession-generated reduction in new development would have the effect of lowering average prices for the county as a whole.

Also, Orange contains urban redevelopment projects that generate vacated properties at bargain basement prices that attract investors; such transactions also reduce the averages. For example, nearly 10% of house sales in Orange were below market at less than \$99,000. Whatever the causes, Orange County's affordable housing stock appears to be driving the best performance in the region as to sales volumes.

Various indices published by the National Association of Realtors and other organizations suggest that some amount of market slowdown occurred in the closing months of 2013, and that it will be followed by moderate growth in 2014. The data presented in this MLS report support that observation. The external factors sustaining the recovery here include steady and affordable mortgage interest rates. Although rates on 30-year conventional loans approached 5% in mid-year, they have since leveled off at around 4.6% and that is a low rate by any historic standard. While increases are expected in 2014 they are not expected to be sharp.

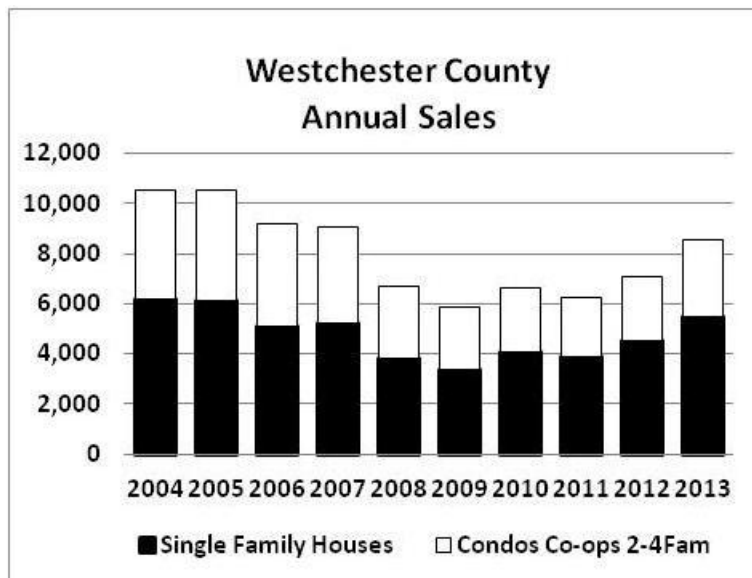
Also working in favor of a strong real estate market is the continuing decrease in the unemployment rate. In Westchester, the most populous county in the MLS region, the year end rate was down to 5.5% from 6.8% a year ago. Putnam was at 5.0%, Rockland at 5.3%, and Orange at 6.3% -- all of them under 2012 levels by more than one full percentage point. Lower unemployment gives consumers the sense of economic confidence they need to venture into the housing market. So does a good showing in the equity markets, e.g., a Dow Jones index that set records all year long.

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.

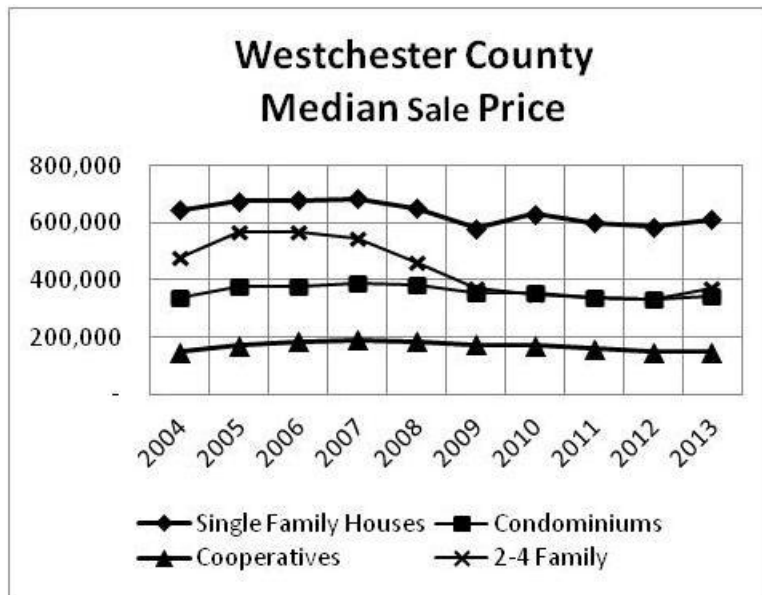
¹ *The median sale price is the mid-point of all reported sales, i.e., half of the properties sold for more than the median price and half for less. The median is relatively unaffected by unusually low or high sale prices. The mean sale price is the arithmetic average, i.e., the sum of all sales prices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

8 pages of market data (two pages per county) follow.

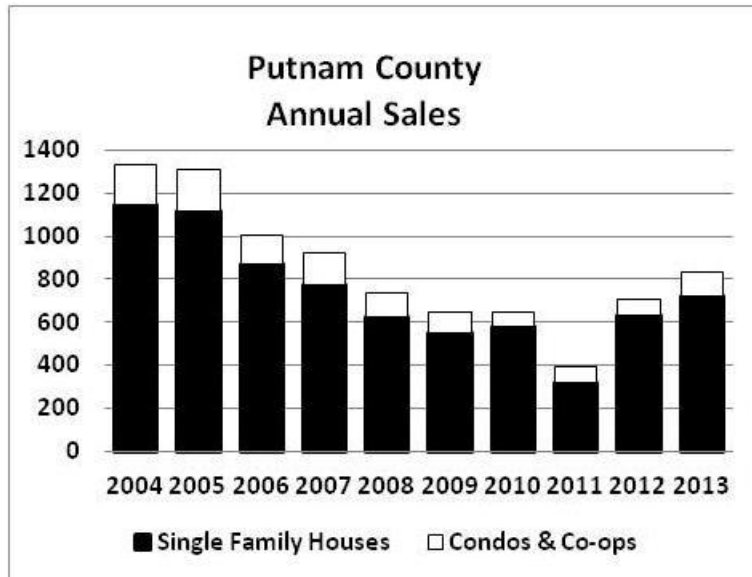
WESTCHESTER - ANNUAL 2010 - 2013					% Change
Property Type	2010	2011	2012	2013	2012-2013
NUMBER OF SALES					
Single Family Houses	4,014	3,838	4,465	5,433	21.7%
Condominiums	937	835	1,004	1,155	15.0%
Cooperatives	1,266	1,158	1,254	1,530	22.0%
<u>2-4 Family</u>	<u>369</u>	<u>363</u>	<u>340</u>	<u>418</u>	22.9%
Total	6,586	6,194	7,063	8,536	20.9%
MEDIAN SALE PRICE					
Single Family Houses	630,000	600,000	587,000	610,000	3.9%
Condominiums	355,000	337,000	330,000	343,000	3.9%
Cooperatives	170,000	160,000	148,450	150,000	1.0%
2-4 Family	348,000	340,000	330,000	370,000	12.1%
MEAN SALE PRICE					
Single Family Houses	827,917	814,667	800,790	812,108	1.4%
Condominiums	400,154	412,074	371,417	396,936	6.9%
Cooperatives	195,081	185,448	177,980	188,200	5.7%
2-4 Family	344,270	349,414	349,023	371,853	6.5%
END OF YEAR INVENTORY					
Single Family Houses	3,062	2,944	2,570	2,327	-9.5%
Condominiums	789	704	539	402	-25.4%
Cooperatives	1,334	1,370	1,292	1,209	-6.4%
<u>2-4 Family</u>	<u>518</u>	<u>479</u>	<u>421</u>	<u>371</u>	-11.9%
Total	5,703	5,497	4,822	4,309	-10.6%



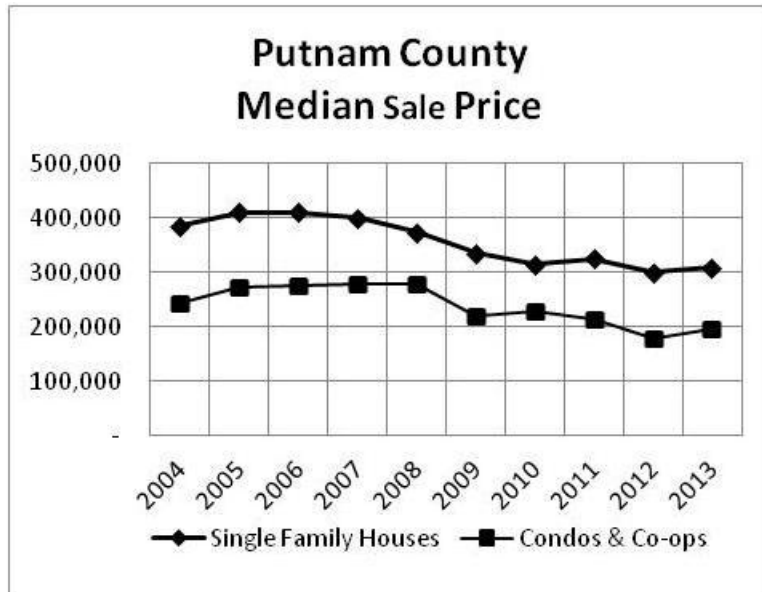
WESTCHESTER 4TH QUARTERS 2010 - 2013					% Change
Property Type	2010	2011	2012	2013	2012-2013
NUMBER OF SALES					
Single Family Houses	837	795	1,034	1,219	17.9%
Condominiums	204	200	289	268	-7.3%
Cooperatives	244	293	340	379	11.5%
2-4 Family	84	99	84	107	27.4%
Total	1,369	1,387	1,747	1,973	12.9%
MEDIAN SALE PRICE					
Single Family Houses	576,500	525,000	547,000	560,000	2.4%
Condominiums	359,000	338,000	319,900	330,000	3.2%
Cooperatives	172,250	146,000	145,000	146,000	0.7%
2-4 Family	350,200	344,500	359,125	370,000	3.0%
MEAN SALE PRICE					
Single Family Houses	744,618	699,514	796,729	742,931	-6.8%
Condominiums	421,600	421,688	370,457	367,905	-0.7%
Cooperatives	201,074	170,494	173,056	190,376	10.0%
2-4 Family	359,796	360,672	382,054	379,572	-0.6%



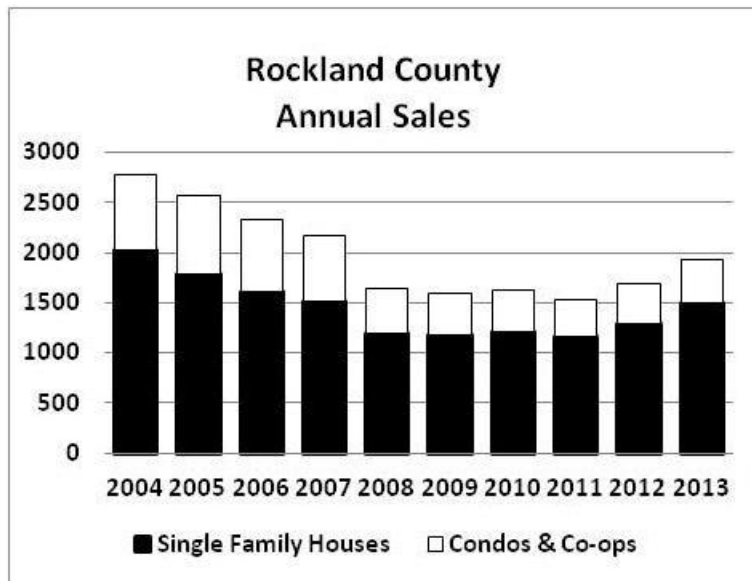
PUTNAM ANNUAL 2010 - 2013					<i>% Change</i>
Property Type	2010	2011	2012	2013	2012-2013
NUMBER OF SALES					
Single Family Houses	576	575	631	718	13.8%
Condos & Co-ops	70	75	75	109	45.3%
Total	646	650	706	827	17.1%
MEDIAN SALE PRICE					
Single Family Houses	315,000	325,000	300,000	308,500	2.8%
Condos & Co-ops	229,500	215,000	180,000	195,000	8.3%
MEAN SALE PRICE					
Single Family Houses	356,912	372,380	351,766	359,783	2.3%
Condos & Co-ops	239,401	243,901	200,861	217,209	8.1%
END OF YEAR INVENTORY					
Single Family Houses	771	719	708	681	-3.8%
Condos & Co-ops	89	104	89	69	-22.5%
Total	860	823	797	750	-5.9%



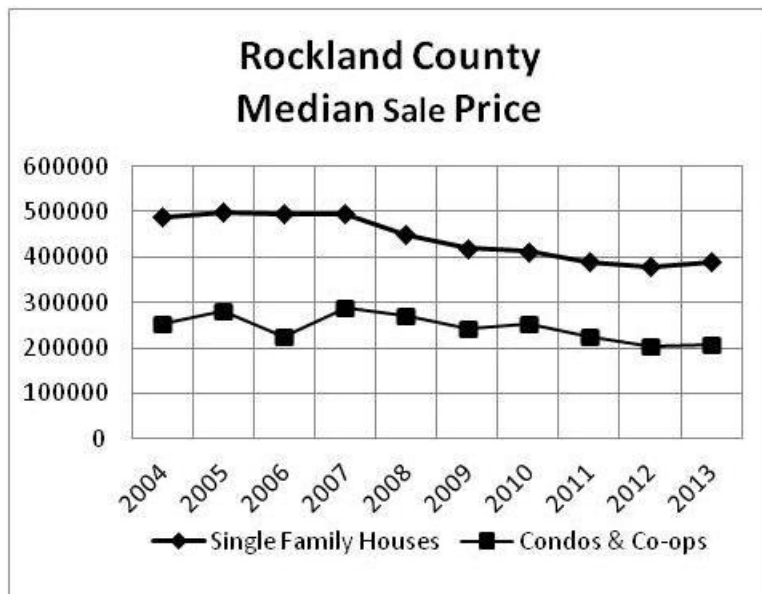
PUTNAM 4TH QUARTERS 2010 - 2013					% Change
Property Type	2010	2011	2012	2013	2012-2013
NUMBER OF SALES					
Single Family Houses	136	166	165	194	17.6%
Condos & Co-ops	22	22	21	31	47.6%
Total	158	188	186	225	21.0%
MEDIAN SALE PRICE					
Single Family Houses	311,500	318,500	308,000	300,000	-2.6%
Condos & Co-ops	218,500	200,000	169,000	192,500	13.9%
MEAN SALE PRICE					
Single Family Houses	360,409	332,691	348,489	362,620	4.1%
Condos & Co-ops	238,258	217,283	172,862	218,884	26.6%



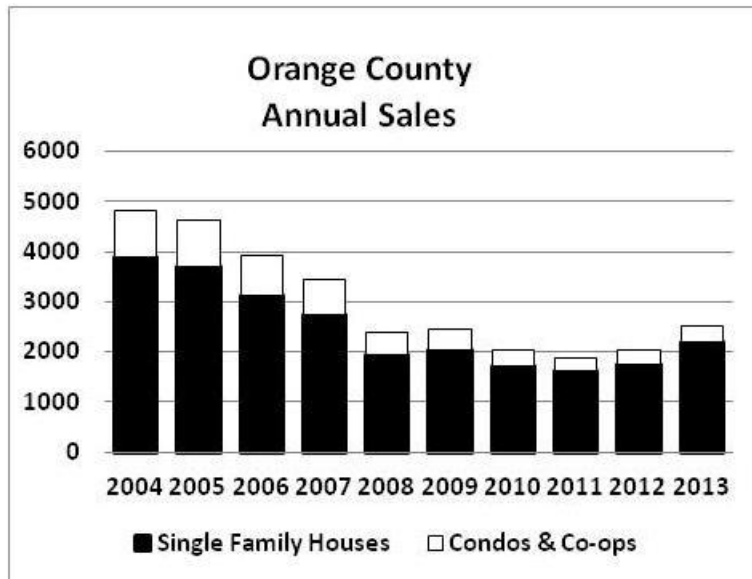
ROCKLAND ANNUAL 2010 - 2013					% Change
Property Type	2010	2011	2012	2013	2012-2013
NUMBER OF SALES					
Single Family Houses	1,196	1,158	1,282	1,483	15.7%
Condos & Co-ops	419	369	405	443	9.4%
Total	1,615	1,527	1,687	1,926	14.2%
MEDIAN SALE PRICE					
Single Family Houses	412,500	390,000	380,000	390,000	2.6%
Condos & Co-ops	255,000	225,000	205,000	207,000	1.0%
MEAN SALE PRICE					
Single Family Houses	448,087	435,854	417,235	424,775	1.8%
Condos & Co-ops	266,056	240,984	228,341	231,392	1.3%
END OF YEAR INVENTORY					
Single Family Houses	1,107	1,032	971	948	-2.4%
Condos & Co-ops	487	431	327	315	-3.7%
Total	1,594	1,463	1,298	1,263	-2.7%



ROCKLAND 4TH QUARTERS 2010 - 2013					% Change
Property Type	2010	2011	2012	2013	2012-2013
NUMBER OF SALES					
Single Family Houses	286	326	347	380	9.5%
Condos & Co-ops	88	92	109	121	11.0%
Total	374	418	456	501	9.9%
MEDIAN SALE PRICE					
Single Family Houses	400,000	370,000	383,000	380,000	-0.8%
Condos & Co-ops	250,000	203,350	190,000	170,000	-10.5%
MEAN SALE PRICE					
Single Family Houses	438,710	401,448	413,660	405,886	-1.9%
Condos & Co-ops	253,860	241,767	230,524	206,392	-10.5%



ORANGE ANNUAL 2010 - 2013					<i>% Change</i>
Property Type	2010	2011	2012	2013	2012-2013
NUMBER OF SALES					
Single Family Houses	1,694	1,593	1,745	2,170	24.4%
Condos & Co-ops	309	269	280	322	15.0%
Total	2,003	1,862	2,025	2,492	23.1%
MEDIAN SALE PRICE					
Single Family Houses	256,850	250,000	240,000	235,000	-2.1%
Condos & Co-ops	190,000	173,500	170,500	168,000	-1.5%
MEAN SALE PRICE					
Single Family Houses	279,107	274,240	262,717	252,063	-4.1%
Condos & Co-ops	201,068	186,917	184,182	177,528	-3.6%
END OF YEAR INVENTORY					
Single Family Houses	2,655	2,457	2,421	2,331	-3.7%
Condos & Co-ops	443	363	284	289	1.8%
Total	3,098	2,820	2,705	2,620	-3.1%



ORANGE 4TH QUARTERS 2010 - 2013					% Change
Property Type	2010	2011	2012	2013	2012-2013
NUMBER OF SALES					
Single Family Houses	424	426	467	603	29.1%
Condos & Co-ops	78	70	73	76	4.1%
Total	502	496	540	679	25.7%
MEDIAN SALE PRICE					
Single Family Houses	250,000	245,000	238,500	225,000	-5.7%
Condos & Co-ops	189,000	173,000	190,000	162,000	-14.7%
MEAN SALE PRICE					
Single Family Houses	268,772	266,277	256,953	242,759	-5.5%
Condos & Co-ops	206,346	185,579	198,997	166,434	-16.4%

