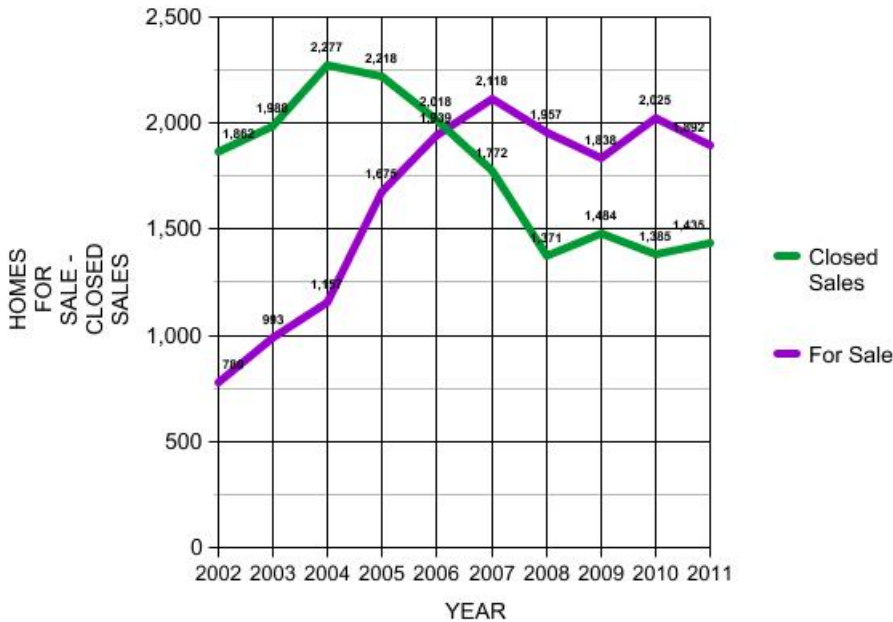


Randy's end of year MARKET REPORT for Dutchess County New York

SINGLE FAMILY HOMES FOR SALE AND CLOSED 2002-2011



Mid Hudson Multiple Listing Service

The view of the market is a little more optimistic today than it was this time a year...

According to Kiplinger, housing prices will stop sinking this year but recovery will be a gradual process. Prices have fallen 30-40% since 2005, and are projected to fall an additional 2% in the early months of 2012, and then expected to recover slightly by the end of the year. These graphs based on data from the Mid-Hudson MLS support the Kiplinger forecast that the market is stabilizing.

Dutchess County home resale inventories decreased, with a 6% decrease since December 2010. Unfortunately distressed properties such as foreclosures and short sales increased as a proportion of the total market.

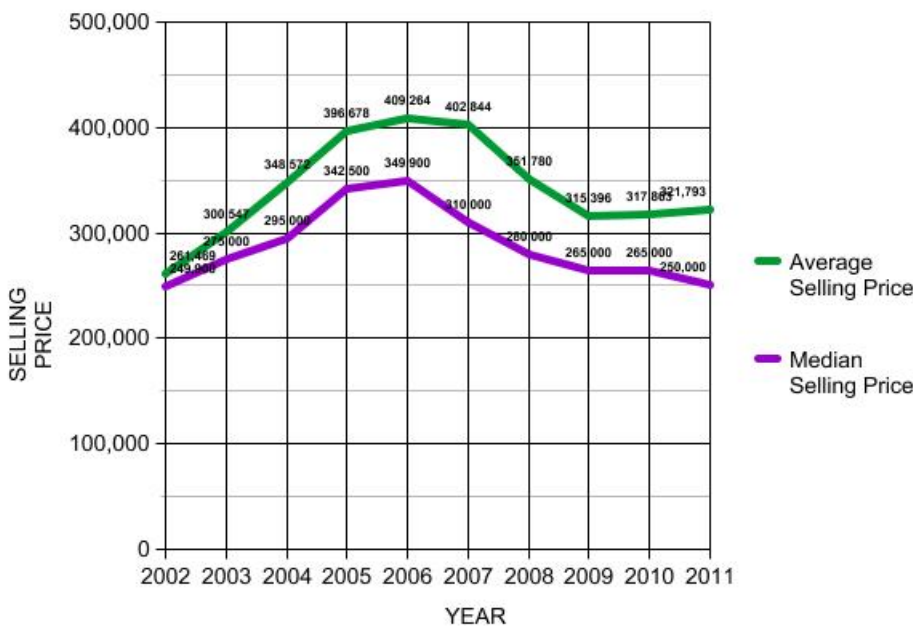
The median sales price is the price of the home "in the middle"...where there were an equal number of sales above and below this price. At the end of December 2011, the year-to-date median sales price for single family homes in Dutchess County was \$250,000 which is a 5.7% decrease from the year before. First time buyers and investors are continuing to drive the market. Move up buyers are staying put. This is a sign that even though mortgage interest rates are at historic lows, economic uncertainty is holding people back.

Year-to-Date closed sales as of December 31, 2011 were up 3.6% from the year before.

The decline in inventory and the increase in closed sales would seem to support the views of economic forecasters who predict that 2012-2013 will be stabilization and reversal years in the housing market and that by 2014, pent up demand will emerge as a positive factor in turning the housing market around.

If you or anyone you know would like information about their home's value in this market, please give me a call. You can reach me on my cell phone at 845-797-7842 or by email at Randy@RandyRutan.com.

AVERAGE AND MEDIAN SELLING PRICES 2002-2011



Mid-Hudson Multiple Listing Service