

## Dutchess County Market Overview MARCH 31, 2008

Price Range \$ (In Hundred Thousands)	Number of Active Listings	Number Under Contract	Number of Closings — Last 30 Days	Number of Closings — Last Six Months	Number of Months Supply	Average List Price \$	Average Sold Price \$	List to Sale Ratio	Average Days On Market
< 250	243	37	29	172	3.6	205,210	189,818	92%	109
250-300	261	37	13	150	5.2	280,262	269,000	95%	93
300-350	280	30	17	121	5.9	330,513	327,095	98%	107
350-400	247	21	19	109	6	378,519	374,874	99%	98
400-450	151	18	9	69	5.5	430,709	412,250	95%	101
450-500	174	8	5	44	13.3	480,657	478,049	99%	140
500-550	106	8	2	24	10.6	533,590	545,000		124
550-600	97	6	3	26	10.7	581,219	569,967	98%	162
600-650	59	4	2	18	9.8	633,005	633,750		148
650-700	66	9	1	13	6.6	684,022	670,000	97%	154
700-750	23	3	0	6	7.6	732,869			134
750-800	31	0	0	2	**	782,200			171
800-850	19	2	1	6	6.3	829,827	803,369	96%	186
850-900	19	3	0	3	6.3	880,559			105
900+	120	5	1	21	20				

*Information gathered from the MID Hudson MLS is deemed reliable but is not guaranteed.*

To understand the form, follow the steps below, or call Randy with any and all questions.

1. Select the price range you think is appropriate for your home in the left column.
2. The next column will show you the **Number of Active Listings** in Dutchess County. This number shows how many homes are currently available for potential buyers to look at and buy. This number is your competition.
3. The **Number of Pendings** shows the number of homes that are currently under contract waiting to close.
4. The **Number of Closings — Last 30 days** shows how many homes closed in the last month.
5. The **Number of Closings — Last six months** shows how many homes closed in the last six months. Divide the number by six and you will be able to know if the last 30 days were as good as the last six months' average. If the number for the last 30 days is larger than the number for the last six months, divided by six, then the market is improving. If the number is less, it is slowing down.
6. The **Supply and Demand** column shows us how many months supply we have if the market remains the same as the last 30 days. To obtain this number, take the **Number of Active Listings** and add the **Number of Pendings** and divide by the **Number of Pendings**. The number represents how many months it could take to sell your home at the current price.
7. The **Average List Price** shows the average listing price for the price range you are in.
8. The **Average Sold Price** shows the average sold price for the price range you are in.
9. The **List to Sale Ratio** shows the price the home sold for vs. the price the home was listed at. This is a percentage of those amounts.
10. DOM is the average days on market for the properties closed in the last 30 days.