

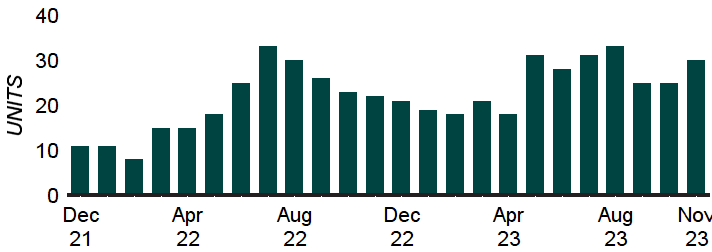
NOVEMBER 2023 MARKET REPORT

Red Hook
Residential Detached

| | November 2023 | CHANGE FROM October 2023 | CHANGE FROM November 2022 |
|------------------------|---------------|--------------------------|---------------------------|
| MEDIAN SALE PRICE | \$746,500 | ▲ 89.90% | ▲ 73.20% |
| AVERAGE SALE PRICE | \$740,800 | ▲ 64.90% | ▲ 62.40% |
| UNITS SOLD | 5 | ▼ -16.70% | ▲ 25.00% |
| AVERAGE DAYS ON MARKET | 65 | ▲ 14.00% | 0.00% |
| % OF SALES PRICE | 104.88 | ▲ 5.60% | ▲ 8.20% |
| UNITS FOR SALE | 30 | ▲ 20.00% | ▲ 36.40% |
| MONTHS OF INVENTORY | 6.00 | ▲ 42.90% | ▲ 9.10% |

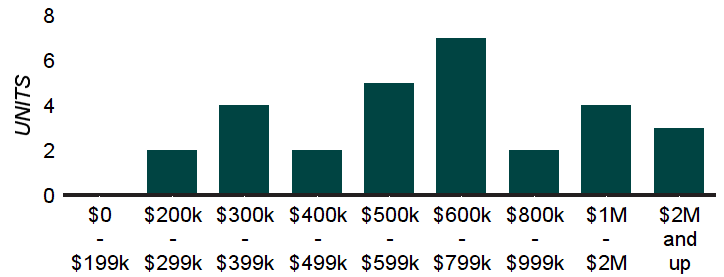
HOMES FOR SALE

Number of homes listed for sale, end of month



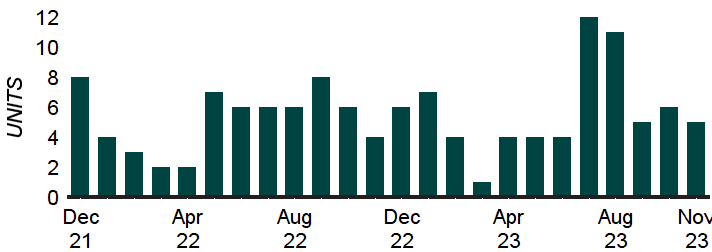
HOMES FOR SALE BY PRICE RANGE

Number of homes listed for sale at the end of month



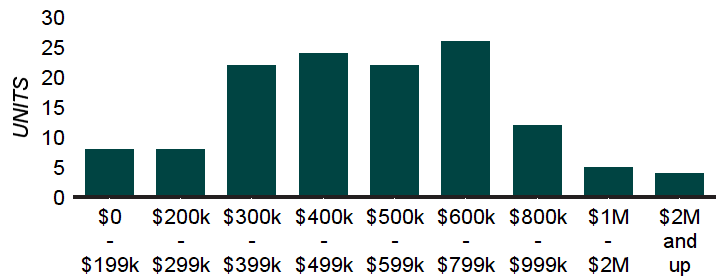
HOMES SOLD

Number of homes sold



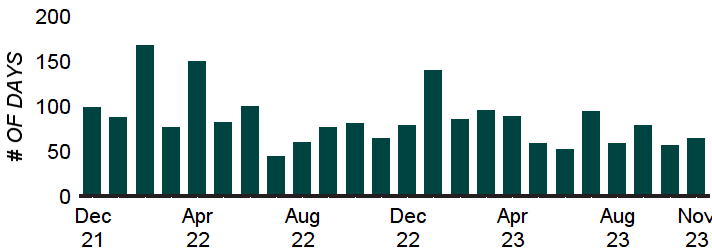
HOMES SOLD BY PRICE RANGE

Number of homes sold in the previous two years



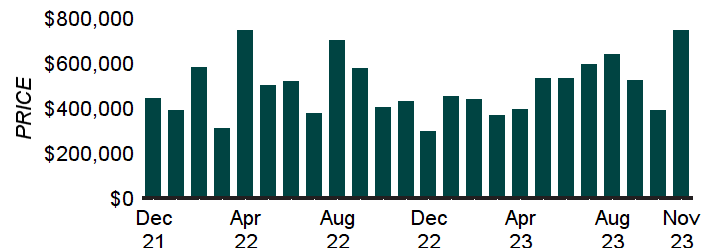
DAYS ON MARKET - SOLDS

Average days on market for all homes sold



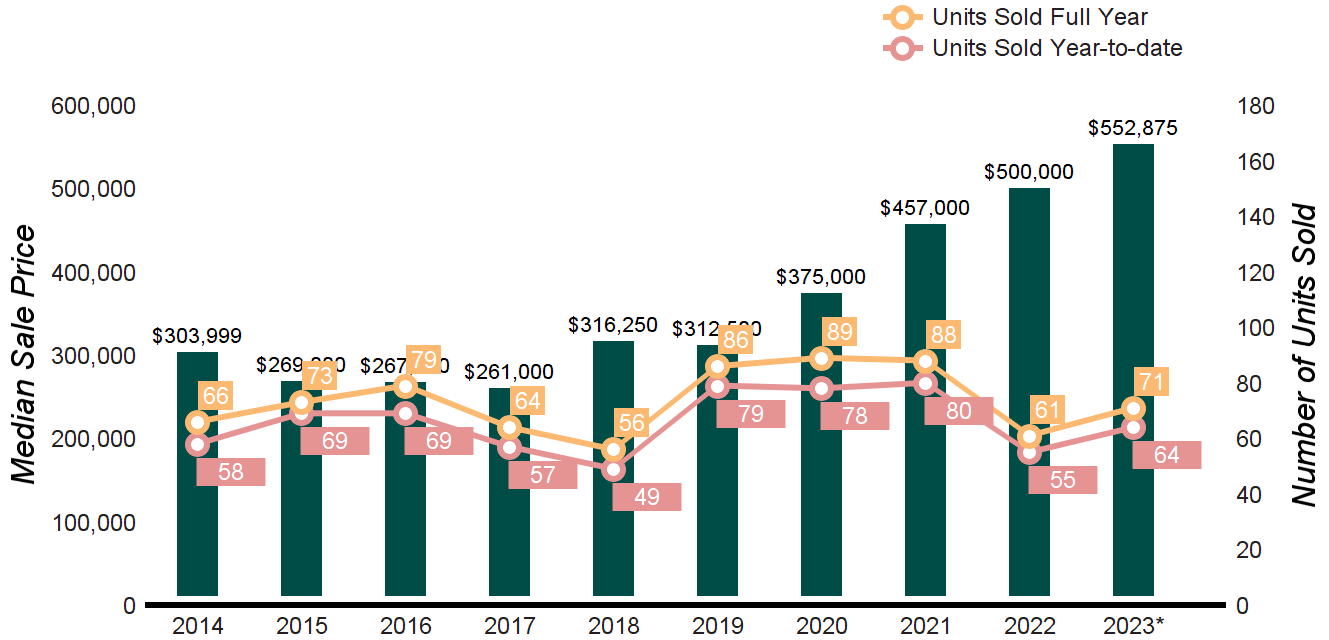
MEDIAN SALE PRICE

Price of the "middle" homes sold - an equal number of sales were above AND below this price



TEN-YEAR MARKET HISTORY

Red Hook
Residential Detached



| | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023* |
|--------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| UNITS SOLD | 66 | 73 | 79 | 64 | 56 | 86 | 89 | 88 | 61 | 71 |
| | ▲ 27% | ▲ 11% | ▲ 8% | ▼ 19% | ▼ 13% | ▲ 54% | ▲ 3% | ▼ 1% | ▼ 31% | ▲ 16% |
| MEDIAN SOLD PRICE | \$303,999 | \$269,000 | \$267,500 | \$261,000 | \$316,250 | \$312,500 | \$375,000 | \$457,000 | \$500,000 | \$552,875 |
| | ▲ 15% | ▼ 12% | ▼ 1% | ▼ 2% | ▲ 21% | ▼ 1% | ▲ 20% | ▲ 22% | ▲ 9% | ▲ 11% |

Data source: Mid-Hudson MLS, Residential Detached Homes. Information believed to be accurate but not warranted.

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*2023 year-to-date Homes and Median Price are through 11/30/2023

For 2023, Homes on Full-Year Line Graph are annualized based on actual sales year-to-date