

# Current Market Conditions

## GREATER HUDSON VALLEY MLS

### MONTHLY STATISTICAL REPORT-ROCKLAND COUNTY

	Dec-09	Nov-10	Dec-10	% Change YTD
<b><u>SINGLE FAMILY RES</u></b>				
# of Closed Sales	125	86	121	-4%
YTD # of Closed Sales	1177	1071	1196	2%
Average Selling Price	\$423,261	\$433,202	\$434,288	3%
YTD Average Selling Price	\$445,947	\$450,066	\$448,087	1%
Median Price	\$425,000	\$408,500	\$379,000	-11%
YTD Median Price	\$420,000	\$415,000	\$412,500	-2%
YTD Average Days on Market	102	97	98	-4%
YTD % Sales Price/List Price	94.4%	94.7%	94.7%	
# of Available Listings	1067	1220	1107	4%
Under Contract	231	274	228	-2%
<b><u>CONDO/CO-OP/TOWNHOUSE</u></b>				
# of Closed Sales	49	30	33	-33%
YTD # of Closed Sales	410	385	419	3%
Average Selling Price	\$242,613	\$280,722	\$242,547	0%
YTD Average Selling Price	\$268,211	\$267,723	\$266,056	-1%
YTD Median Price	\$243,500	\$257,000	\$255,000	5%
YTD Average Days on Market	98	92	96	-2%
YTD % sales Price/List Price	94.4%	95.1%	95.2%	
# of Available Listings	447	511	487	9%
Under Contract	90	81	76	-16%

### MONTHLY STATISTICAL REPORT-ORANGE COUNTY

	Dec-09	Nov-10	Dec-10	% Change YTD
<b><u>SINGLE FAMILY RES</u></b>				
# of Closed Sales	221	119	161	-28%
YTD # of Closed Sales	1958	1527	1692	-14%
Average Selling Price	\$282,740	\$284,824	\$268,631	-5%
YTD Average Selling Price	\$285,122	\$278,728	\$279,107	-3%
Median Price	\$254,400	\$260,000	\$240,000	-6%
YTD Median Price	\$265,000	\$257,000	\$256,850	-3%
YTD Average Days on Market	131	122	122	-7%
YTD % Sales Price/List Price	95.0%	95.1%	95.0%	
# of Available Listings	2452	2813	2655	9%
Under Contract	296	353	314	6%
<b><u>CONDO/CO-OP/TOWNHOUSE</u></b>				
# of Closed Sales	44	25	21	-110%
YTD # of Closed Sales	415	286	309	-26%
Average Selling Price	\$210,572	\$184,531	\$236,068	13%
YTD Average Selling Price	\$209,711	\$198,313	\$201,068	5%
YTD Median Price	\$200,000	\$187,000	\$190,000	-5%
YTD Average Days on Market	106	109	110	4%
YTD % Sales Price/List Price	94.8%	95.3%	95.5%	
# of Available Listings	462	476	443	-5%
Under Contract	57	56	58	2%

# Appraisal Corner

## 2010 - STILL NO BOTTOM

Last year, we predicted that there would be some more leakage and there was. Although pocket areas reacted moderately different, in general the market declined. The more expensive homes maybe 5% - 7%, whereas the Bi-Level in the \$400,000 - \$500,000 range maybe only 2% - 3%. Of course, the lower priced housing was aided by the tax credit program.

In conclusion, the average 20 – 25 year old Bi-Level in Clarkstown declined approximately 3%, so that a \$433,000 Bi-Level of one year ago is now approximately \$420,000. That is close to a 30% decline since the peak, which I put at December 2005.

The last major down market took us 10 full years to get back to peak prices. The present down market is worse. For one, it was preceded by eight years of unprecedented appreciation and recently this down market contains worse credit problems; foreclosures; high unemployment; high levels of inventory; etc. Therefore, my prediction is that it will take us not 10 years to return to peak prices of 2005, but 14 years!! Probably a near leveling during 2011 and 2012 and modest appreciation from 2013 – 2016. Then by 2018, we will be back at 2005 prices. Sounds harsh, but that is what it looks like from my side of the room.

Although the worst is over (I hope), we are in for one more major challenge in 2011 and 2012 as the banks put the remainder of their foreclosures on the market. I believe this will hamper any appreciation in 2011 and 2012.

That being said, we are still the greatest Country in the world and the best place to live and raise a family. My son, Jason and his wife, Rose had three healthy triplets last year. They just celebrated their First Birthday. They are all healthy and happy amidst this hurricane that we are in – so life goes on.

God Bless America.

*Tony Ballesta*

### MARKET PERFORMANCE CHART - 42 Years

The Chart below analyzes the market value of Rockland County's most popular home, the "**48 Hi Ranch**" from 1965 to the present. The typical house analyzed is a 20-30 year old 48' Hi Ranch with 4 bedrooms, 2 ½ baths, 2 car garage on a 1/3 – ½ acre site with no extras. The house is assumed to be in "average" condition and would be located in Clarkstown.

The figures below are not from a Federal or State Index or from the Local M.L.S. or Board of Realtors. The figures are a result of an annual personal study by Anthony Ballesta (Licensed Real Estate Broker and an Appraiser). The figures are only approximate and are not to be used for appraisal purposes.

<u>YEAR</u>	<u>APPRECIATION</u>	<u>MARKET VALUE</u>
1965	0%	\$30,000
1966	6%	\$32,000
1967	6%	\$34,000
1968	7%	\$36,000
1969	9%	\$39,000
1970	9%	\$42,000
1971	9%	\$46,000
1972	10%	\$51,000
1973	7%	\$54,000
1974	0% RECESSION	\$54,000
1975	6%	\$57,000
1976	6%	\$62,000
1977	8%	\$67,000
1978	10%	\$74,000
1979	20%	\$89,000
1980	9%	\$98,000
1981	4% RECESSION	\$102,000
1982	3% RECESSION	\$106,000
1983	24%	\$132,000
1984	23%	\$163,000
1985	24%	\$202,000
1986	22%	\$246,000
1987	-3% CORRECTION	\$238,000
1988	-3% CORRECTION	\$231,000
1989	-4% CORRECTION	\$222,000
1990	-5% RECESSION	\$211,000
1991	-5% RECESSION	\$200,000
1992	0%	\$200,000
1993	+1%	\$202,000
1994	+1%	\$204,000
1995	+1%	\$206,000
1996	+1%	\$208,000
1997	+5%	\$218,000
1998	+14%	\$248,000
1999	+16%	\$287,000
2000	+16% UNPRECEDENTED	\$333,000
2001	+11% 8 YEAR PERIOD OF	\$370,000
2002	+14% APPRECIATION	\$422,000
2003	+9%	\$460,000
2004	+11%	\$511,000
2005	+ 9%	\$557,000
2006	-2% CORRECTION	\$545,000
2007	-3% CORRECTION	\$529,000
2008	-11% RECESSION	\$471,000
2009	-8% RECESSION	\$433,000
2010	-3% RECESSION	\$420,000

(Approximate 7% Annual Appreciation)