

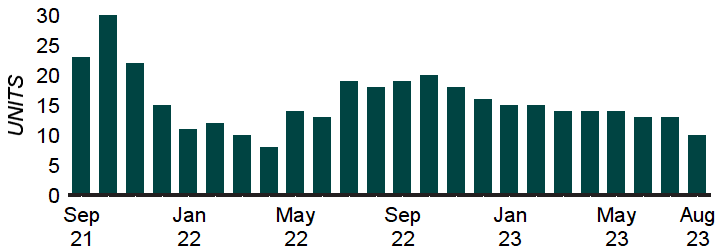
# AUGUST 2023 MARKET REPORT

Pawling  
Residential Detached

|                        | August 2023 | CHANGE FROM July 2023 | CHANGE FROM August 2022 |
|------------------------|-------------|-----------------------|-------------------------|
| MEDIAN SALE PRICE      | \$540,000   | ▲ 29.30%              | ▲ 7.30%                 |
| AVERAGE SALE PRICE     | \$655,000   | ▲ 56.90%              | ▲ 28.00%                |
| UNITS SOLD             | 3           | ▲ 50.00%              | ▼ -25.00%               |
| AVERAGE DAYS ON MARKET | 75          | ▼ -73.40%             | ▼ -48.30%               |
| % OF SALES PRICE       | 99.75       | ▲ 14.60%              | ▲ 0.60%                 |
| UNITS FOR SALE         | 10          | ▼ -23.10%             | ▼ -44.40%               |
| MONTHS OF INVENTORY    | 3.30        | ▼ -49.20%             | ▼ -26.70%               |

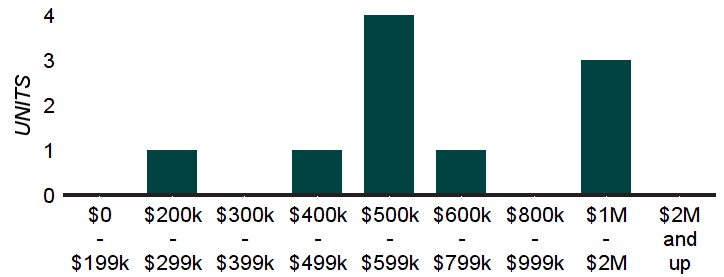
## HOMES FOR SALE

Number of homes listed for sale, end of month



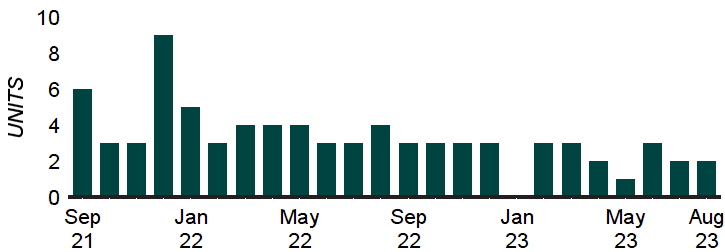
## HOMES FOR SALE BY PRICE RANGE

Number of homes listed for sale at the end of month



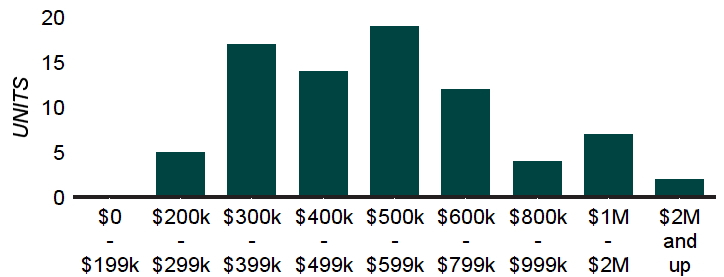
## HOMES SOLD

Number of homes sold



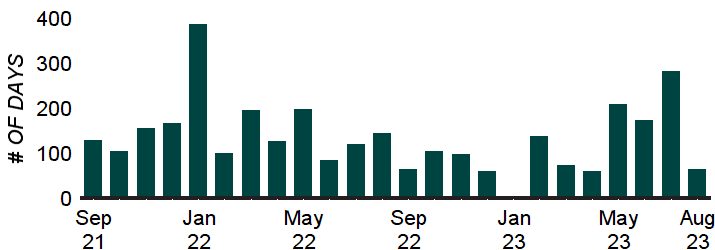
## HOMES SOLD BY PRICE RANGE

Number of homes sold in the previous two years



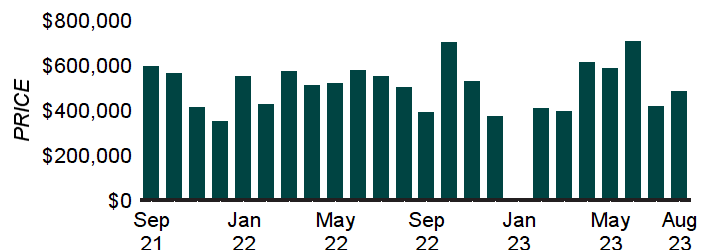
## DAYS ON MARKET - SOLDS

Average days on market for all homes sold



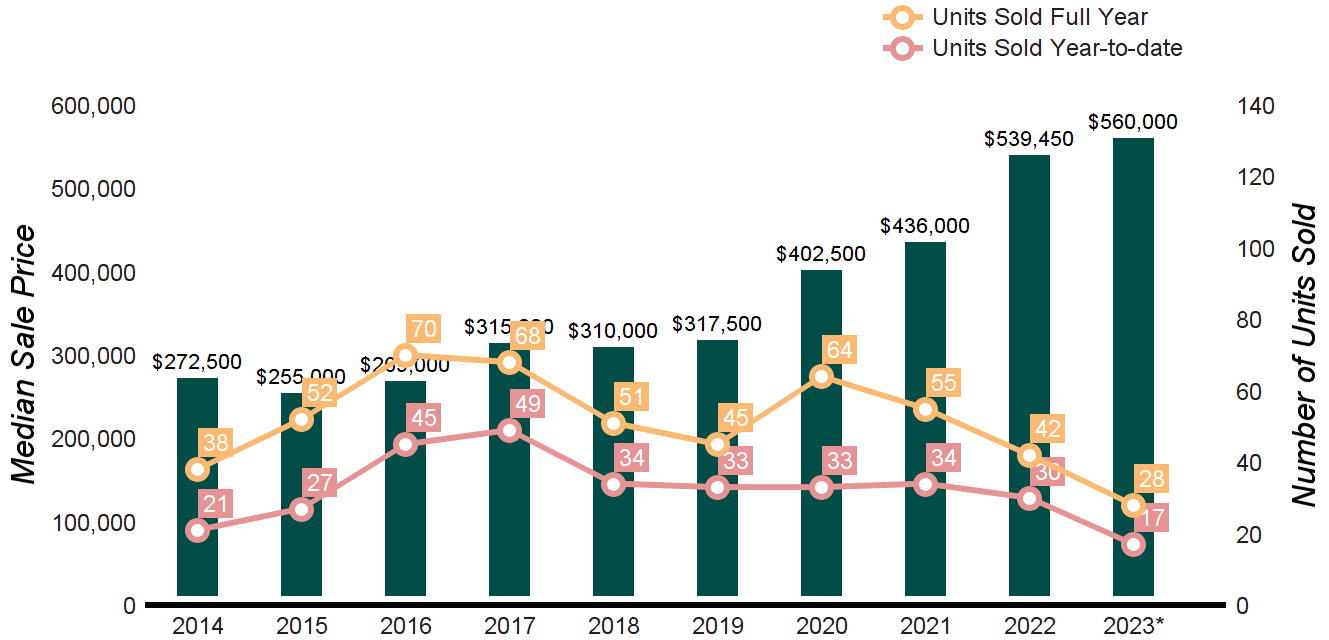
## MEDIAN SALE PRICE

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



# TEN-YEAR MARKET HISTORY

Pawling  
Residential Detached



|                          | 2014      | 2015      | 2016      | 2017      | 2018      | 2019      | 2020      | 2021      | 2022      | 2023*     |
|--------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| <b>UNITS SOLD</b>        | 38        | 52        | 70        | 68        | 51        | 45        | 64        | 55        | 42        | 28        |
|                          | ▼ 33%     | ▲ 37%     | ▲ 35%     | ▼ 3%      | ▼ 25%     | ▼ 12%     | ▲ 42%     | ▼ 14%     | ▼ 24%     | ▼ 33%     |
| <b>MEDIAN SOLD PRICE</b> | \$272,500 | \$255,000 | \$269,000 | \$315,000 | \$310,000 | \$317,500 | \$402,500 | \$436,000 | \$539,450 | \$560,000 |
|                          | ▼ 4%      | ▼ 6%      | ▲ 5%      | ▲ 17%     | ▼ 2%      | ▲ 2%      | ▲ 27%     | ▲ 8%      | ▲ 24%     | ▲ 4%      |

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 8/31/2023

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