



When you are pricing your home, you want to use every possible piece of data. The best information, of course, comes from the comparative market analysis provided by your agent, which includes a review of recent sales of comparable properties and competing unsold properties still on the market.

But you might find other tools helpful as well. For example, we created the "If You Bought In" Table to give you a general sense of how the market has changed since you purchased your home. Simply put, the Table measures the change in the average sales price from the year you purchased the home to the present time. For example, looking at the chart, you can see that someone who bought a home in Westchester County at the average price in 2012 has seen 31% appreciation from the purchase year to the most recent closed year.

Now, that does not mean that, if you bought a home in Westchester County in 2012, your home is now worth 31% more than you paid for it. Pricing your home is more complicated than that. For example, the macro-level "If You Bought In" analysis doesn't tell us anything about your specific local area or your price point, which might have appreciated or depreciated differently from the overall market. And obviously the Table can't tell us anything about your property's condition.

We should also note that the values of the Table are not controlled for inflation, so you should not look at this as a tool for assessing the performance of real estate as an asset.

But the Table is a good way to get a general sense of the pricing trend in your County. This can be useful in guiding your pricing decisions, particularly for difficult properties, in combination with the other pricing tools we provide our sellers.

If you bought in...	Westchester	Putnam	Rockland	Orange	Dutchess	Bronx All
1981	662%					
1982	648%					
1983	558%					
1984	450%					
1985	349%					
1986	248%					
1987	207%					
1988	191%					
1989	188%					
1990	190%					
1991	201%					
1992	196%					
1993	192%					
1994	194%			196%		
1995	182%			191%		
1996	179%			195%		
1997	168%			176%		
1998	150%			162%		
1999	124%			150%		
2000	90%			127%		
2001	78%			103%		
2002	52%	45%	66%	69%	87%	
2003	42%	28%	46%	52%	60%	
2004	26%	18%	29%	32%	36%	
2005	19%	7%	12%	18%	24%	
2006	14%	7%	13%	16%	20%	
2007	12%	8%	12%	15%	23%	
2008	19%	14%	25%	26%	37%	
2009	37%	34%	40%	44%	56%	
2010	26%	40%	40%	47%	54%	
2011	28%	36%	43%	50%	52%	
2012	31%	45%	50%	55%	64%	
2013	29%	40%	47%	57%	65%	
2014	21%	39%	44%	57%	67%	
2015	25%	41%	40%	63%	69%	
2016	28%	39%	37%	62%	64%	
2017	23%	36%	32%	55%	60%	31%
2018	23%	28%	26%	42%	46%	19%
2019	23%	30%	27%	38%	42%	14%
2020	10%	15%	15%	17%	15%	5%
2021	0%	0%	0%	0%	0%	0%

