

MARKET ACTION REPORT

April 2011

City: *Weston*

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Price Range: All | Properties: Single Family

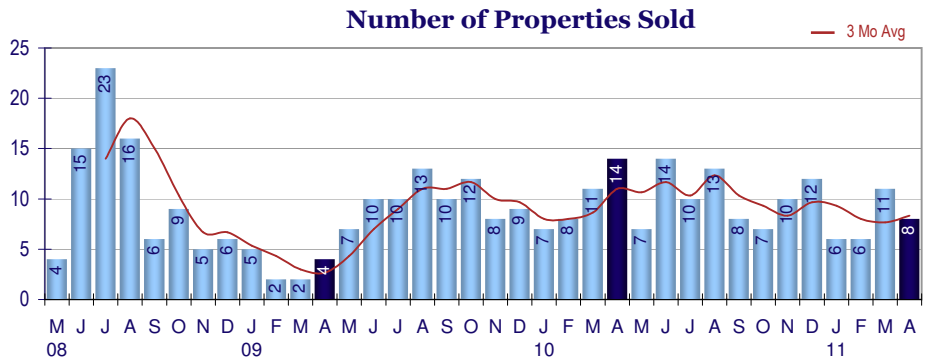
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,139,000	-0%		4%				
Average List Price of all Current Listings	\$1,367,294	2%		-2%				
April Median Sales Price	\$750,000	23%	0%	-11%	-10%	\$750,000	-9%	-10%
April Average Sales Price	\$891,813	23%	4%	6%	-5%	\$854,434	4%	-9%
Total Properties Currently for Sale (Inventory)	162	13%		5%				
April Number of Properties Sold	8	-27%		-43%		31	-23%	
April Average Days on Market (Solds)	126	3%	-9%	-19%	2%	139	-3%	12%
Asking Price per Square Foot (based on New Listings)	\$323	1%	5%	13%	11%	\$308	5%	6%
April Sold Price per Square Foot	\$249	2%	-3%	-5%	-2%	\$258	7%	2%
April Month's Supply of Inventory	20.3	55%	15%	83%	35%	17.3	20%	15%
April Sale Price vs List Price Ratio	93.0%	-5.4%	.3%	.8%	.4%	92.7%	.9%	.1%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2010) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

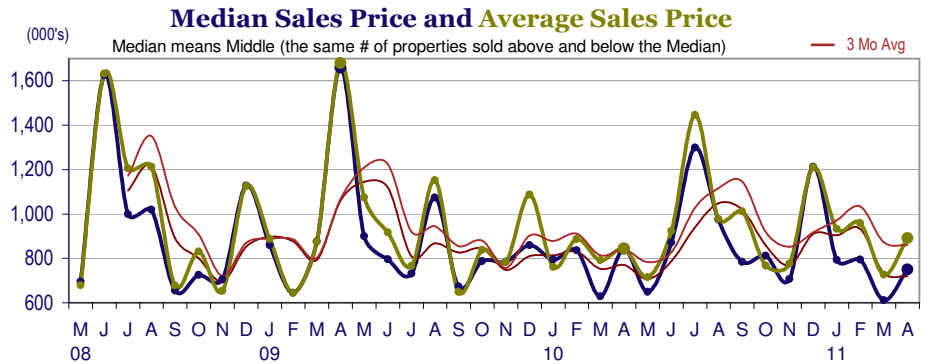
Property Sales

April Property sales were 8, down 42.9% from 14 in April of 2010 and 27.3% lower than the 11 sales last month. April 2011 sales were at a mid level compared to April of 2010 and 2009. April YTD sales of 31 are running 22.5% behind last year's year-to-date sales of 40.



Prices

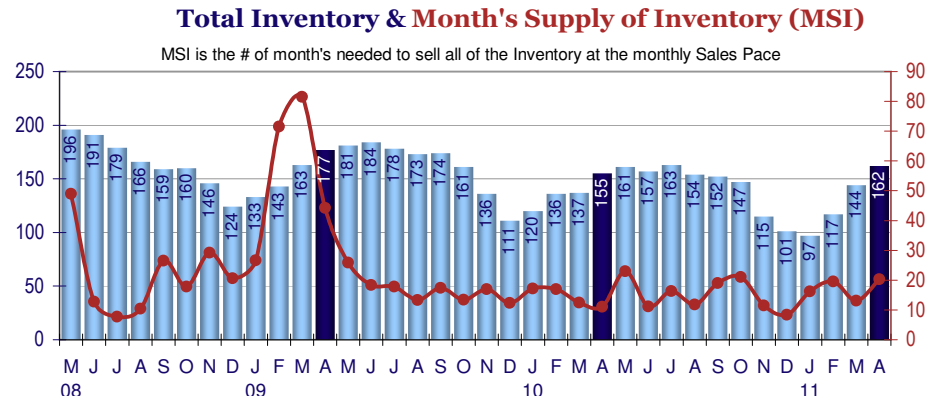
The Median Sales Price in April was \$750,000, down 11.1% from \$843,500 in April of 2010 and up 22.5% from \$612,000 last month. The Average Sales Price in April was \$891,813, up 5.8% from \$843,251 in April of 2010 and up 22.6% from \$727,545 last month. April 2011 ASP was at a mid range compared to April of 2010 and 2009.



Inventory & MSI

The Total Inventory of Properties available for sale as of April was 162, up 12.5% from 144 last month and up 4.5% from 155 in April of last year. April 2011 Inventory was at a mid level compared with April of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2011 MSI of 20.3 months was at a mid level compared with April of 2010 and 2009.



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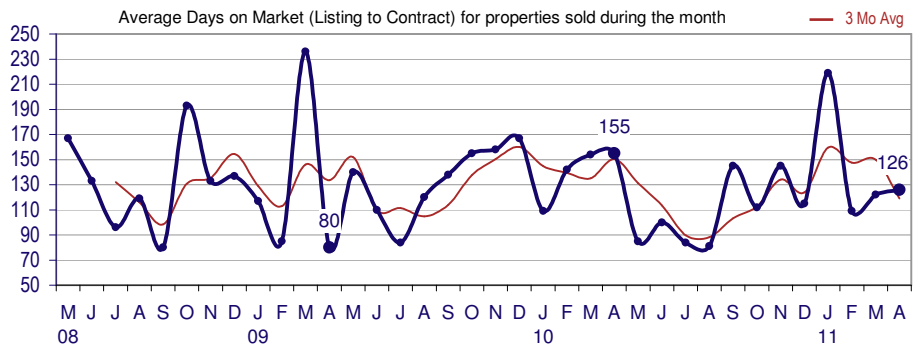


Price Range: All | Properties: Single Family

Market Time

The average Days On Market (DOM) shows how many days the average Property is on the market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for April was 126, up 3.3% from 122 days last month and down 18.7% from 155 days in April of last year. The April 2011 DOM was at a mid level compared with April of 2010 and 2009.

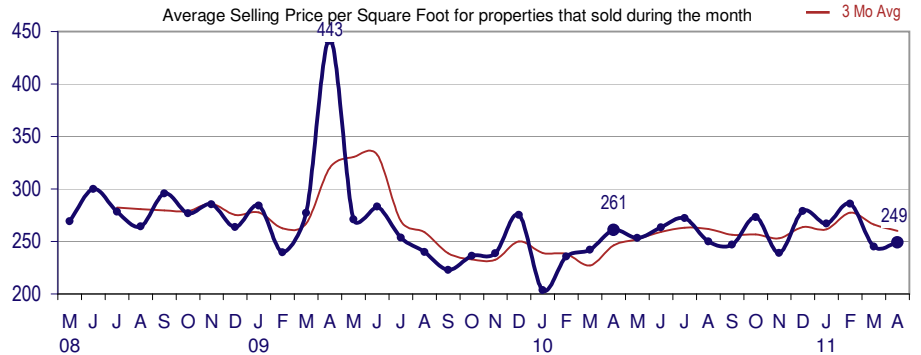
Days On Market for Sold Properties



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The April 2011 Selling Price per Square Foot of \$249 was up 1.7% from \$245 last month and down 4.5% from 261 in April of last year.

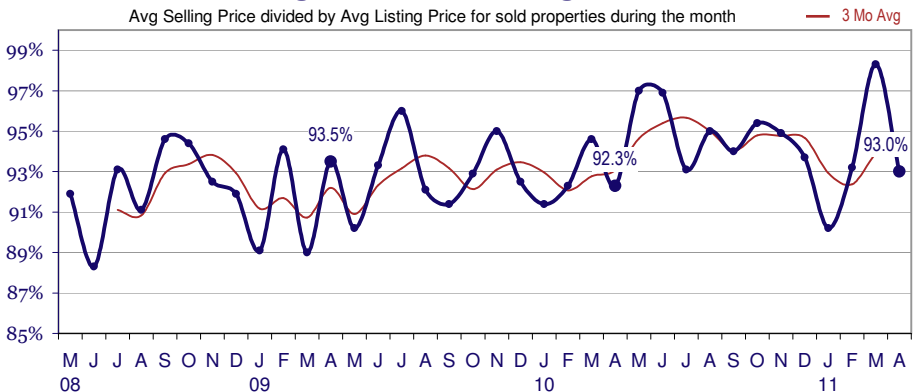
Selling Price per Square Foot



Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The April 2011 Selling Price vs Original List Price of 93.0% was down from 98.3% last month and up from 92.3% in April of last year.

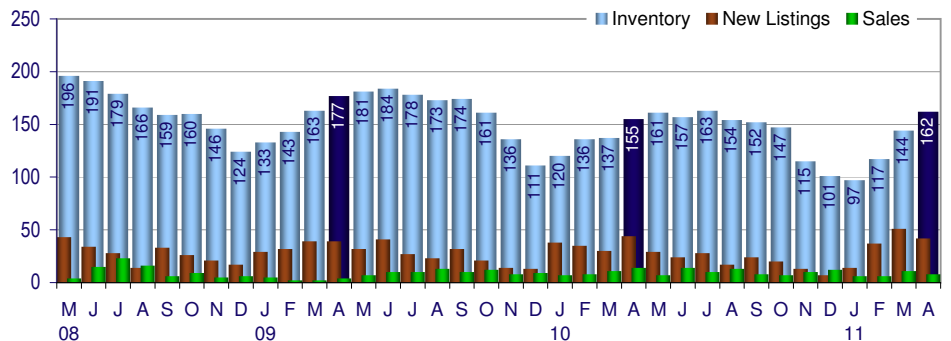
Selling Price versus Listing Price Ratio



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in April 2011 was 42, down 17.6% from 51 last month and down 4.5% from 44 in April of last year.

Inventory / New Listings / Sales



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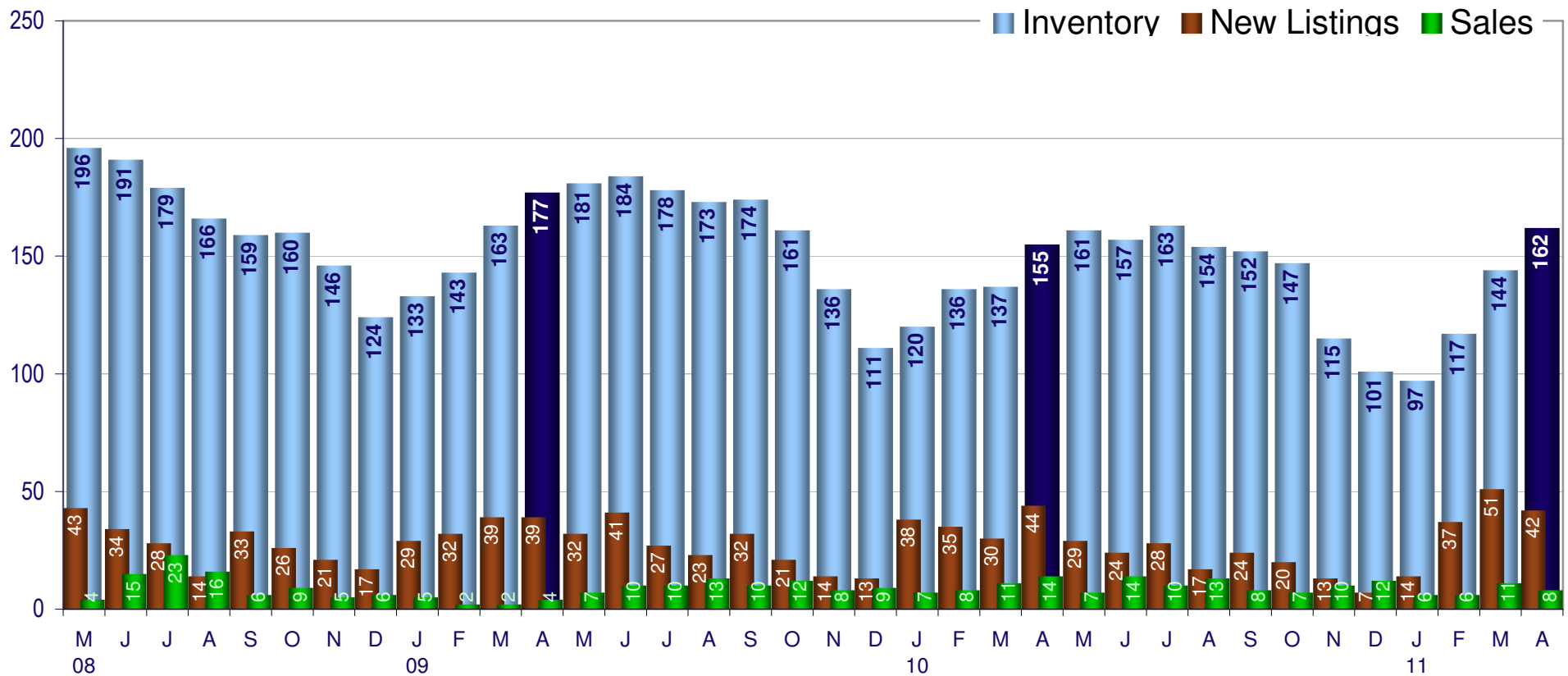
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City: Weston

Price Range: Below to 100,000,000 | Property Types: Single Family

	M08	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D	J10	F	M	A	M	J	J	A	S	O	N	D	J11	F	M	A
Homes Sold	4	15	23	16	6	9	5	6	5	2	2	4	7	10	10	13	10	12	8	9	7	8	11	14	7	14	10	13	8	7	10	12	6	6	11	8
3 Mo. Roll Avg			14	18	15	10	7	7	5	4	3	3	4	7	9	11	11	12	10	10	8	8	9	11	11	12	10	12	10	9	8	10	9	8	8	8

(000's)	M08	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D	J10	F	M	A	M	J	J	A	S	O	N	D	J11	F	M	A
Median Sale Price	695	1625	1000	1020	655	725	705	1128	860	645	876	1660	900	796	731	1075	674	788	785	860	795	836	630	844	649	871	1300	975	785	813	707	1213	794	795	612	750
3 Mo. Roll Avg			1107	1215	892	800	695	853	898	878	794	1060	1145	1119	809	868	827	845	749	811	813	830	753	770	707	788	940	1049	1020	857	768	911	904	934	734	719

	M08	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D	J10	F	M	A	M	J	J	A	S	O	N	D	J11	F	M	A
Inventory	196	191	179	166	159	160	146	124	133	143	163	177	181	184	178	173	174	161	136	111	120	136	137	155	161	157	163	154	152	147	115	101	97	117	144	162
MSI	49	13	8	10	27	18	29	21	27	72	82	44	26	18	18	13	17	13	17	12	17	17	12	11	23	11	16	12	19	21	12	8	16	20	13	20

	M08	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D	J10	F	M	A	M	J	J	A	S	O	N	D	J11	F	M	A
Days on Market	167	133	96	119	80	193	133	137	117	85	236	80	140	110	84	120	138	155	158	167	109	142	154	155	85	100	84	81	145	112	145	115	219	109	122	126
3 Mo. Roll Avg			132	116	98	131	135	154	129	113	146	134	152	110	111	105	114	138	150	160	145	139	135	150	131	113	90	88	103	113	134	124	160	148	150	119

	M08	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D	J10	F	M	A	M	J	J	A	S	O	N	D	J11	F	M	A
Price per Sq Ft	269	300	278	264	296	277	285	264	284	240	277	443	271	283	254	240	223	236	239	275	204	236	242	261	253	263	272	250	247	273	239	279	267	286	245	249
3 Mo. Roll Avg			282	281	279	279	286	275	278	263	267	320	331	333	269	259	239	233	233	250	239	238	227	246	252	259	263	262	256	257	253	264	262	277	266	260

	M08	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D	J10	F	M	A	M	J	J	A	S	O	N	D	J11	F	M	A
Sale to List Price	0.919	0.883	0.931	0.911	0.946	0.944	0.925	0.919	0.891	0.941	0.890	0.935	0.902	0.933	0.960	0.921	0.914	0.929	0.950	0.925	0.914	0.923	0.946	0.923	0.970	0.969	0.931	0.950	0.940	0.954	0.949	0.937	0.902	0.932	0.983	0.930
3 Mo. Roll Avg			0.911	0.908	0.929	0.934	0.938	0.929	0.912	0.917	0.907	0.922	0.909	0.923	0.932	0.938	0.932	0.921	0.931	0.935	0.930	0.921	0.928	0.931	0.946	0.954	0.957	0.950	0.940	0.948	0.948	0.947	0.929	0.924	0.939	0.948

	M08	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D	J10	F	M	A	M	J	J	A	S	O	N	D	J11	F	M	A
New Listings	43	34	28	14	33	26	21	17	29	32	39	39	32	41	27	23	32	21	14	13	38	35	30	44	29	24	28	17	24	20	13	7	14	37	51	42
Inventory	196	191	179	166	159	160	146	124	133	143	163	177	181	184	178	173	174	161	136	111	120	136	137	155	161	157	163	154	152	147	115	101	97	117	144	162
Sales	4	15	23	16	6	9	5	6	5	2	2	4	7	10	10	13	10	12	8	9	7	8	11	14	7	14	10	13	8	7	10	12	6	6	11	8

(000's)	M08	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D	J10	F	M	A	M	J	J	A	S	O	N	D	J11	F	M	A
Avg Sale Price	679	1633	1206	1213	678	830	653	1124	888	645	876	1680	1075	918	765	1152	649	838	785	1087	762	888	792	843	715	923	1446	978	1013	767	776	1209	932	959	728	892
3 Mo. Roll Avg			1173	1351	1032	907	721	869	888	886	803	1067	1210	1224	919	945	855	880	757	903	878	912	814	841	784	827	1028	1116	1146	919	852	917	973	1034	873	860

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