

City: *Weston*

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Price Range: All | Properties: Single Family

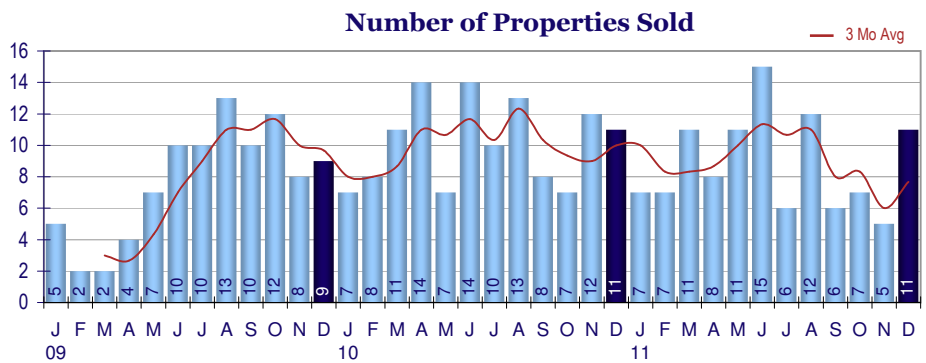
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,097,500	7%		8%				
Average List Price of all Current Listings	\$1,360,321	5%		-4%				
December Median Sales Price	\$573,500	-33%	-14%	-58%	-31%	\$750,000	-10%	-10%
December Average Sales Price	\$625,430	-15%	-18%	-52%	-33%	\$836,184	-11%	-11%
Total Properties Currently for Sale (Inventory)	116	-18%		14%				
December Number of Properties Sold	11	120%		0%		106	-13%	
December Average Days on Market (Solds)	122	-13%	-14%	4%	-2%	116	-3%	-6%
Asking Price per Square Foot (based on New Listings)	\$284	5%	-1%	17%	-2%	\$285	-2%	-1%
December Sold Price per Square Foot	\$207	-11%	-3%	-26%	-18%	\$247	-3%	-3%
December Month's Supply of Inventory	10.5	-63%	-49%	14%	-29%	18.8	26%	26%
December Sale Price vs List Price Ratio	94.1%	-1.2%	-5%	.7%	1.5%	93.4%	.6%	.7%

\* 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)

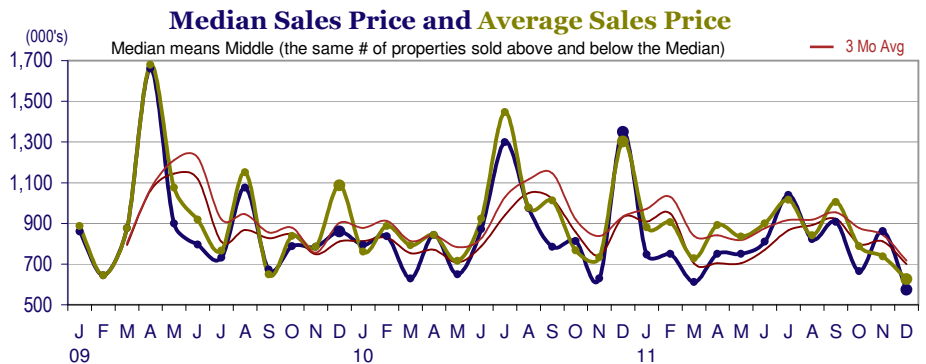
## Property Sales

December Property sales were 11, equal to 11 in December of 2010 and 120.0% higher than the 5 sales last month. December 2011 sales were at their highest level compared to December of 2010 and 2009. December YTD sales of 106 are running 13.1% behind last year's year-to-date sales of 122.



## Prices

The Median Sales Price in December was \$573,500, down 57.5% from \$1,350,000 in December of 2010 and down 33.4% from \$861,000 last month. The Average Sales Price in December was \$625,430, down 52.0% from \$1,302,045 in December of 2010 and down 15.2% from \$737,200 last month. December 2011 ASP was at the lowest level compared to December of 2010 and 2009.



## Inventory & MSI

The Total Inventory of Properties available for sale as of December was 116, down 17.7% from 141 last month and up 13.7% from 102 in December of last year. December 2011 Inventory was at its highest level compared with December of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2011 MSI of 10.5 months was at a mid level compared with December of 2010 and 2009.

