

City: *Weston*

Andy Klein

Fine Homes Specialist

917-554-4435

andykleinhomes.com



Price Range: All | Properties: Single Family

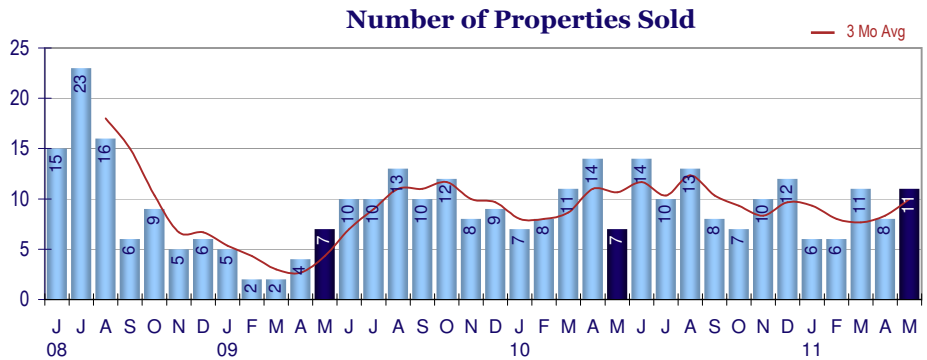
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,129,000	0%		15%				
Average List Price of all Current Listings	\$1,379,842	2%		3%				
May Median Sales Price	\$750,000	0%	0%	16%	-10%	\$750,000	-7%	-10%
May Average Sales Price	\$834,409	-6%	-0%	17%	-11%	\$849,190	5%	-10%
Total Properties Currently for Sale (Inventory)	171	6%		6%				
May Number of Properties Sold	11	38%		57%		42	-11%	
May Average Days on Market (Solds)	111	-12%	-5%	31%	-10%	132	-2%	6%
Asking Price per Square Foot (based on New Listings)	\$306	-5%	-3%	5%	6%	\$309	6%	7%
May Sold Price per Square Foot	\$270	8%	4%	7%	6%	\$261	7%	3%
May Month's Supply of Inventory	15.5	-23%	-5%	-32%	4%	16.9	5%	13%
May Sale Price vs List Price Ratio	91.7%	-1.4%	-0.8%	-5.5%	-1.0%	92.0%	-5%	-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)

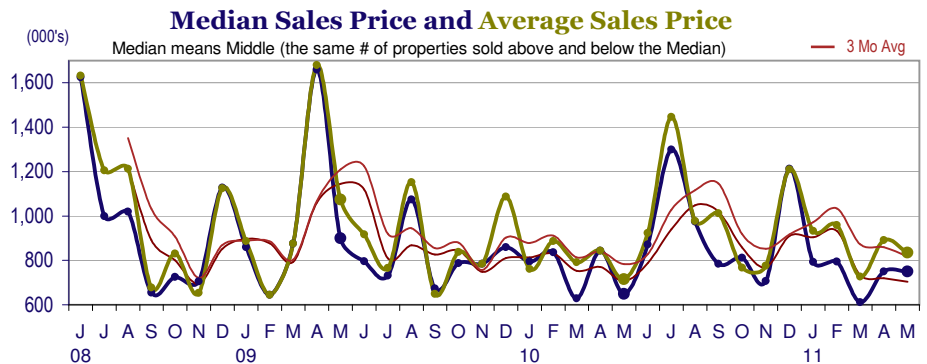
Property Sales

May Property sales were 11, up 57.1% from 7 in May of 2010 and 37.5% higher than the 8 sales last month. May 2011 sales were at their highest level compared to May of 2010 and 2009. May YTD sales of 42 are running 10.6% behind last year's year-to-date sales of 47.



Prices

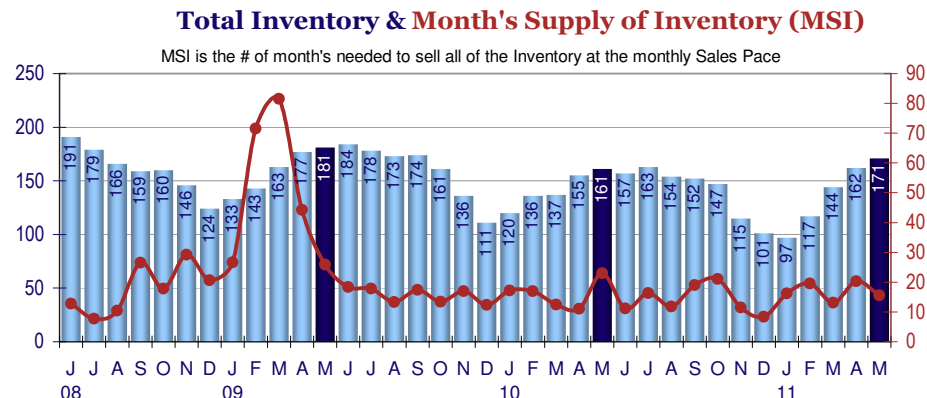
The Median Sales Price in May was \$750,000, up 15.6% from \$649,000 in May of 2010 and equal to \$750,000 last month. The Average Sales Price in May was \$834,409, up 16.6% from \$715,429 in May of 2010 and down 6.4% from \$891,813 last month. May 2011 ASP was at a mid range compared to May of 2010 and 2009.



Inventory & MSI

The Total Inventory of Properties available for sale as of May was 171, up 5.6% from 162 last month and up 6.2% from 161 in May of last year. May 2011 Inventory was at a mid level compared with May of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2011 MSI of 15.5 months was at its lowest level compared with May of 2010 and 2009.



City: *Weston*

Andy Klein
 Fine Homes Specialist
 917-554-4435
 andykleinhomes.com

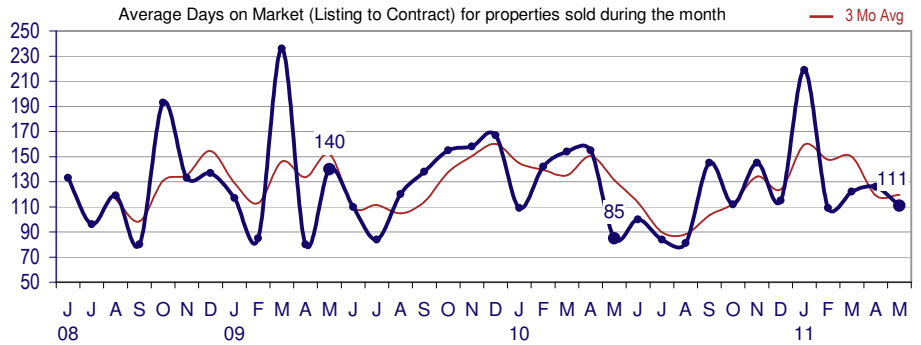


Price Range: All | Properties: Single Family

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 May was 111, down 11.9% from 126 days last month and up 30.6% from 85 days in May of last year. The May 2011 DOM was at a mid level compared with May of 2010 and 2009.

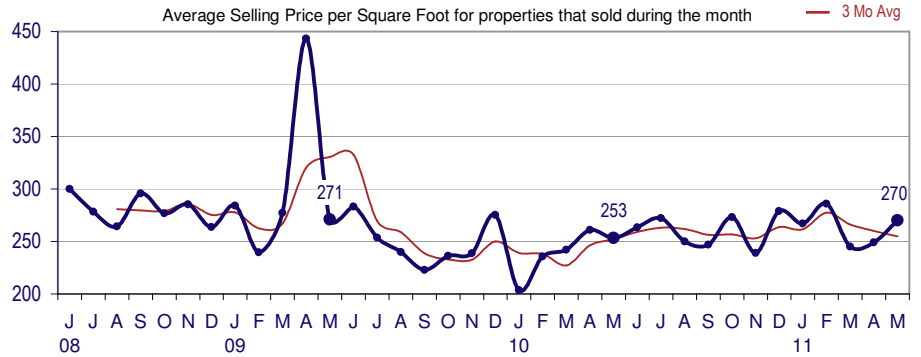
Days On Market for Sold Properties



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 May 2011 Selling Price per Square Foot of \$270 was up 8.4% from \$249 last month and up 6.7% from 253 in May of last year.

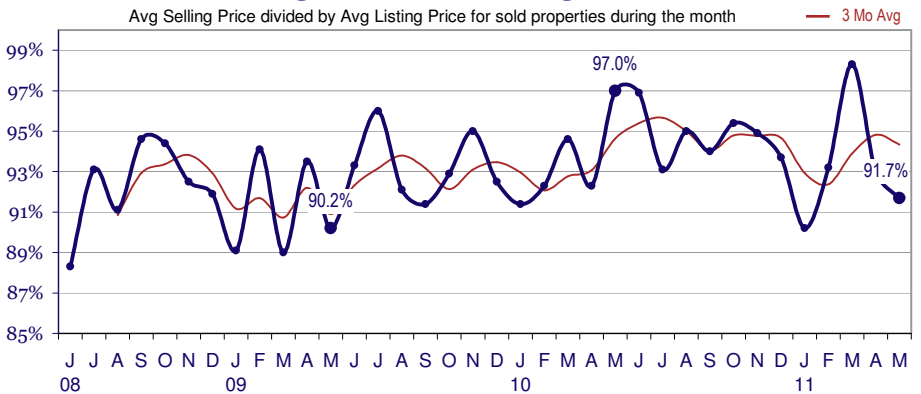
Selling Price per Square Foot



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 May 2011 Selling Price vs Original List Price of 91.7% was down from 93.0% last month and down from 97.0% in May of last year.

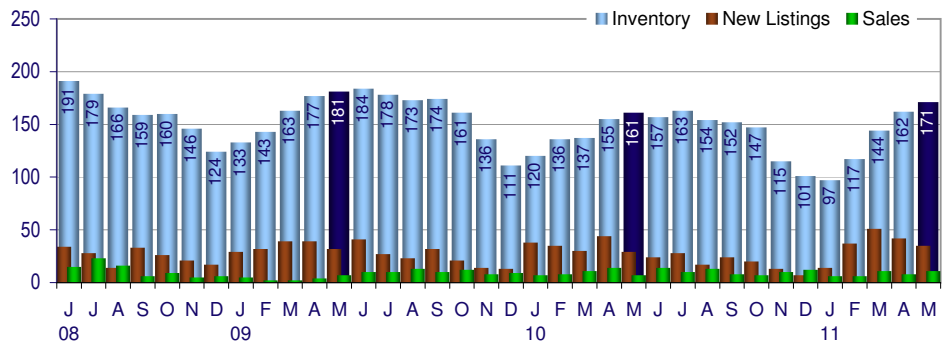
Selling Price versus Listing Price Ratio



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 May 2011 was 35, down 16.7% from 42 last month and up 20.7% from 29 in May of last year.

Inventory / New Listings / Sales



City: *Weston*

Andy Klein
 Fine Homes Specialist
 917-554-4435
 andykleinhomes.com



Price Range: All | Properties: Single Family

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 May 2011 was 35, down 16.7% from 42 last month and up 20.7% from 29 in May of last year.

