

MARKET ACTION REPORT

April 2012

City: *Weston*



TNT Partners

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Price Range: All | Properties: Single Family

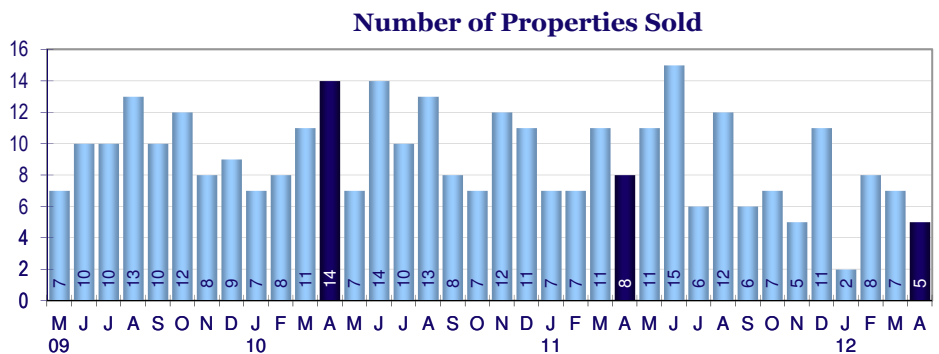
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,050,000	0%		5%				
Average List Price of all Current Listings	\$1,268,038	3%		-2%				
April Median Sales Price	\$725,000	-0%	15%	-3%	-3%	\$631,250	-15%	-16%
April Average Sales Price	\$749,350	3%	12%	-16%	-9%	\$667,636	-20%	-19%
Total Properties Currently for Sale (Inventory)	187	11%		15%				
April Number of Properties Sold	5	-29%		-38%		22	-33%	
April Average Days on Market (Solds)	152	108%	19%	21%	30%	128	-10%	9%
Asking Price per Square Foot (based on New Listings)	\$297	15%	5%	-2%	4%	\$283	-4%	-1%
April Sold Price per Square Foot	\$280	19%	22%	12%	14%	\$229	-11%	-7%
April Month's Supply of Inventory	37.4	56%	39%	84%	98%	36.8	129%	94%
April Sale Price vs List Price Ratio	95.3%	-1.4%	1.8%	2.5%	2.1%	93.6%	.8%	.3%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2011) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

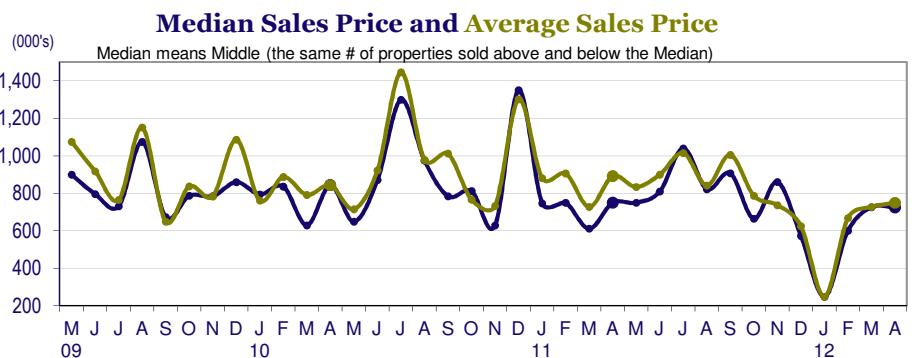
Property Sales

April Property sales were 5, down 37.5% from 8 in April of 2011 and 28.6% lower than the 7 sales last month. April 2012 sales were at their lowest level compared to April of 2011 and 2010. April YTD sales of 22 are running 33.3% behind last year's year-to-date sales of 33.



Prices

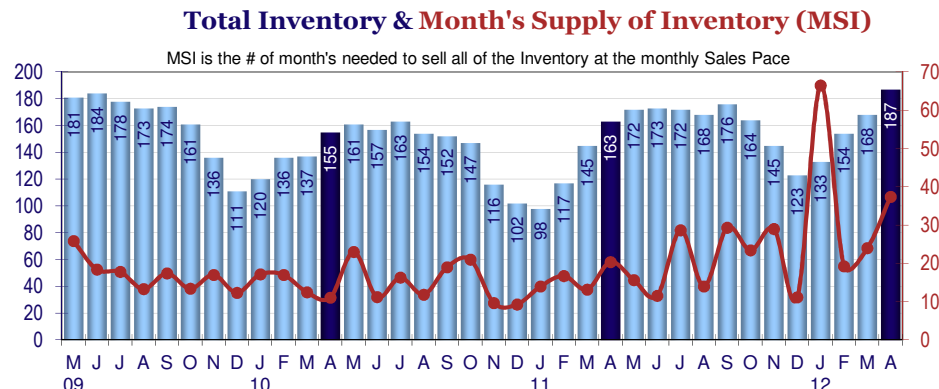
The Median Sales Price in April was \$725,000, down 3.3% from \$750,000 in April of 2011 and down 0.2% from \$726,250 last month. The Average Sales Price in April was \$749,350, down 16.0% from \$891,813 in April of 2011 and up 3.0% from \$727,679 last month. April 2012 ASP was at the lowest level compared to April of 2011 and 2010.



Inventory & MSI

The Total Inventory of Properties available for sale as of April was 187, up 11.3% from 168 last month and up 14.7% from 163 in April of last year. April 2012 Inventory was at its highest level compared with April of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2012 MSI of 37.4 months was at its highest level compared with April of 2011 and 2010.



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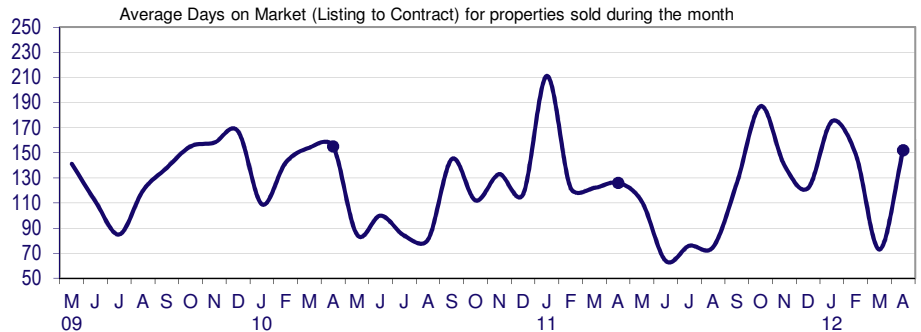


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Market Time

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 152, up 108.2% from 73 days last month and up 20.6% from 126 days in April of last year. The April 2012 DOM was at a mid level compared with April of 2011 and 2010.

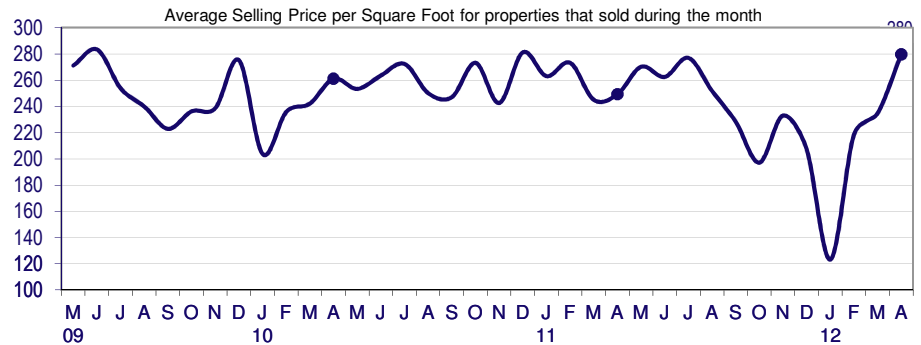
Days On Market for Sold Properties



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 2012 Selling Price per Square Foot of \$280 was up 19.1% from \$235 last month and up 12.2% from 249 in April of last year.

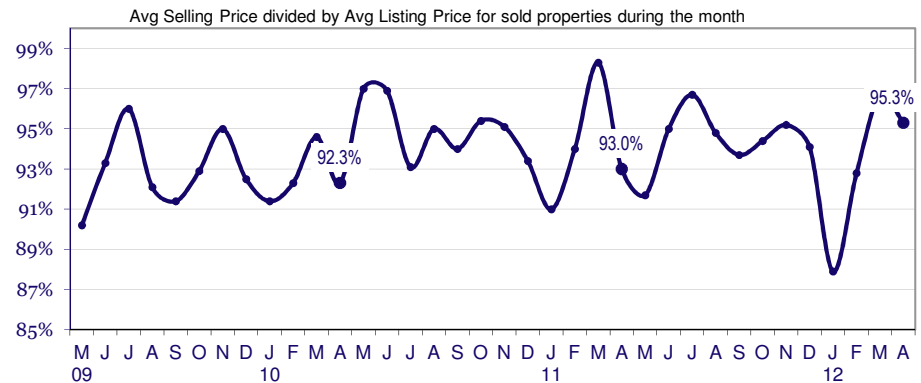
Selling Price per Square Foot



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 2012 Selling Price vs Original List Price of 95.3% was down from 96.7% last month and up from 93.0% in April of last year.

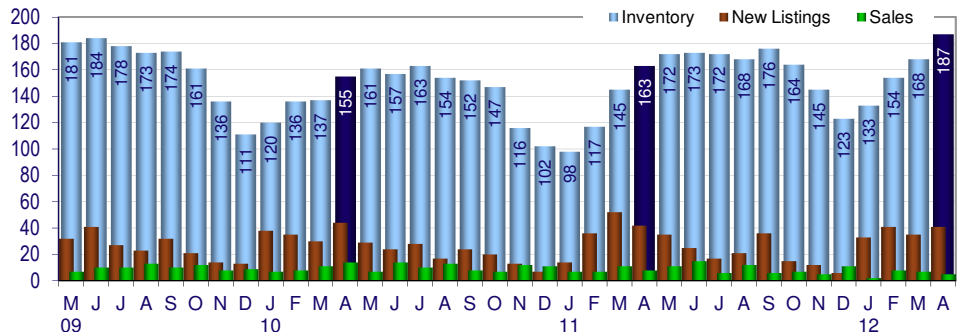
Selling Price versus Listing Price Ratio



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 2012 was 41, up 17.1% from 35 last month and down 2.4% from 42 in April of last year.

Inventory / New Listings / Sales



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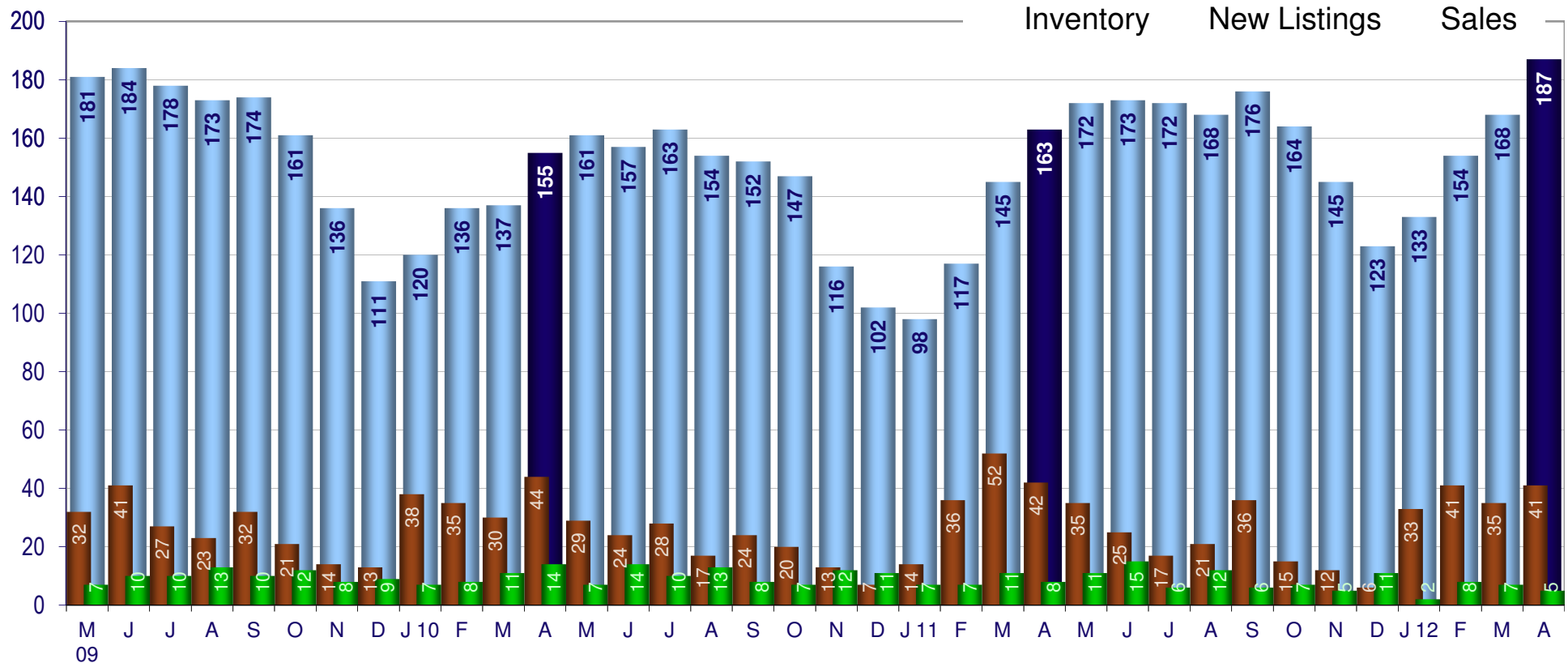
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