



**2009 THIRD QUARTER RESIDENTIAL REAL ESTATE REPORT
 WESTCHESTER AND PUTNAM COUNTIES, NEW YORK**

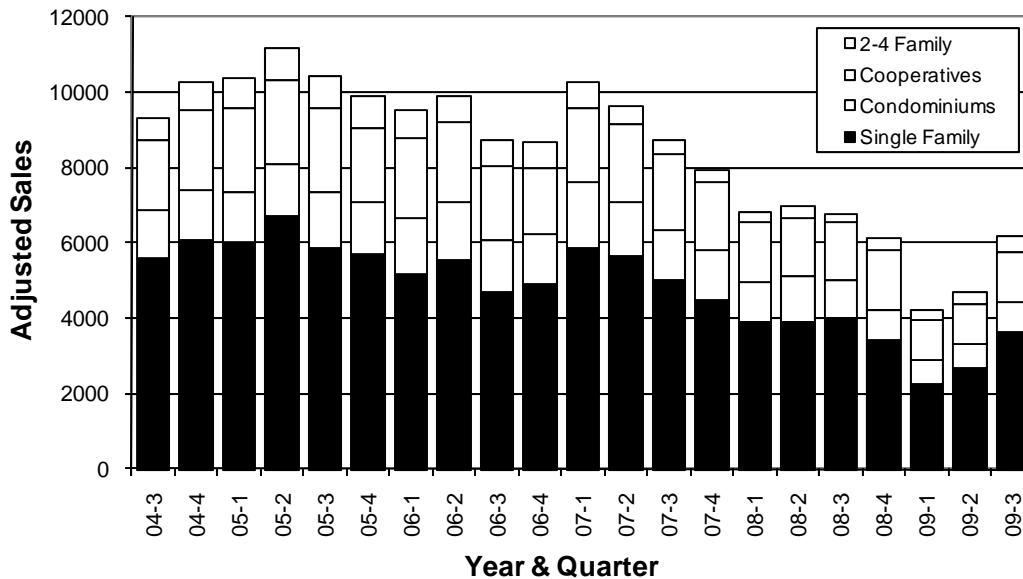
October 19, 2009

While the area’s residential real estate market has struggled in recessionary mode all year long, there has nevertheless been a steady improvement in the sales rate over the past nine months. Realtor participants of the Westchester-Putnam Multiple Listing Service, Inc. reported a total of 1,898 closings of Westchester residential real estate transactions in July through September, a level that was 9.7% less than last year’s third quarter closings, but that was considerably improved over the second and first quarter sales volumes which were off by 30.7% and 36.6%, respectively, from the prior year.

On a seasonally adjusted basis¹, the third quarter Westchester closings were equivalent to an annual sales rate of 6,170 units, an increase of 30.7% over the prior quarter, constituting a very large bounce-back from the barely 4,000-unit level posted in the first three months of the year.

Putnam County’s performance, though not as vigorous as Westchester’s, also showed improvement in the third quarter. The 186 posted closings were 18.1% fewer than last year’s, whereas the first quarter closings were down by 30.5%.

**SEASONALLY ADJUSTED QUARTERLY SALES
 Westchester 2004-2009**



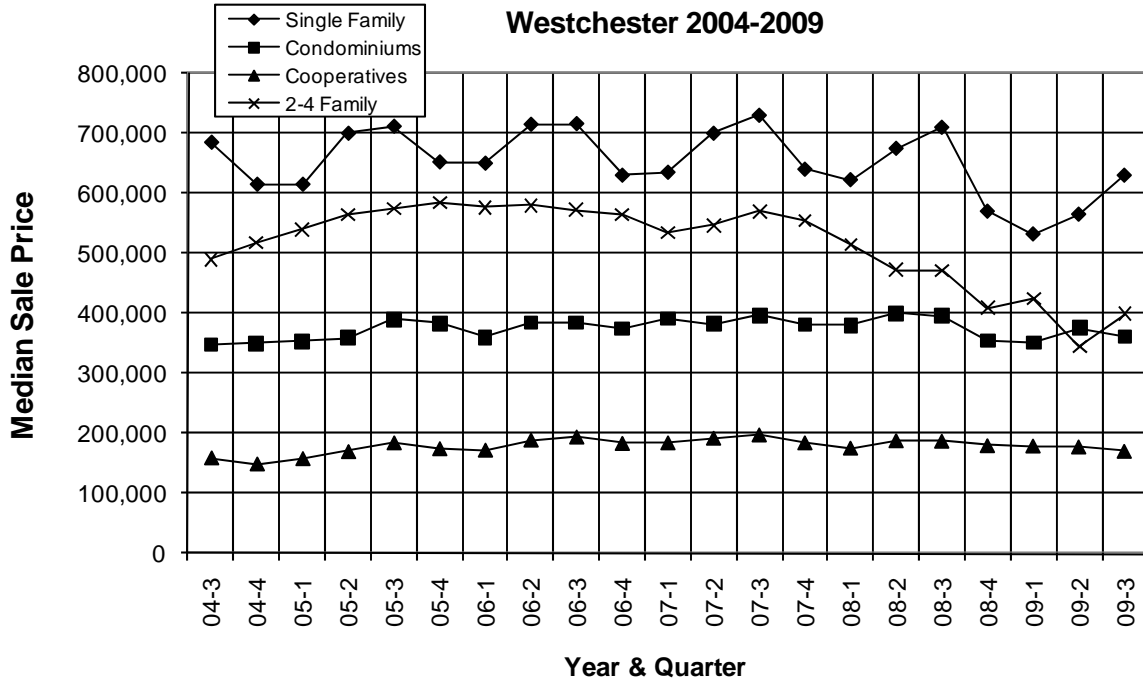
SEASONALLY ADJUSTED QUARTERLY SALES, 2007 - 2009										
Property Type	2007 3rd	2007 4th	2008 1st	2008 2nd	2008 3rd	2008 4th	2009 1st	2009 2nd	2009 3rd	%Change 2009/2- 2009/3
Westchester County										
Single Family	5,000	4,480	3,920	3,910	4,000	3,440	2,260	2,690	3,630	34.9%
Condominiums	1,370	1,340	1,060	1,200	1,030	780	650	650	820	26.2%
Cooperatives	2,000	1,790	1,600	1,550	1,520	1,570	1,060	1,050	1,300	23.8%
2-5 Family	<u>380</u>	<u>340</u>	<u>260</u>	<u>310</u>	<u>240</u>	<u>350</u>	<u>260</u>	<u>330</u>	420	27.3%
Total	8,750	7,960	6,840	6,970	6,790	6,140	4,230	4,720	6,170	30.7%
Putnam County										
Single Family	730	690	690	580	670	580	460	510	620	21.6%
Condos+Co-ops	<u>160</u>	<u>120</u>	<u>130</u>	<u>90</u>	<u>90</u>	<u>140</u>	<u>90</u>	<u>70</u>	100	42.9%
Total	890	810	820	670	760	730	550	580	720	24.1%

Type Of Property	NUMBER OF SALES				Change 08-09	
	3rd 06	3rd 07	3rd08	3rd09	Amount	Percent
Westchester County						
Single Family Houses	1,592	1,679	1,315	1,190	(125)	-9.5%
Condominiums	395	397	293	235	(58)	-19.8%
Cooperatives	551	562	430	367	(63)	-14.7%
2-4 Family Houses	<u>180</u>	<u>102</u>	<u>64</u>	106	<u>42</u>	65.6%
Total	2,718	2,740	2,102	1,898	(204)	-9.7%
Putnam County						
Single Family Houses	228	224	199	159	(40)	-20.1%
Condos & Co-ops	<u>38</u>	<u>47</u>	<u>28</u>	27	<u>(1)</u>	-3.6%
Total	266	271	227	186	(41)	-18.1%

Third quarter single family median² sales prices, \$630,000 in Westchester and \$330,000 in Putnam, were below last year's levels by 11% and 12% respectively, constituting a modest recovery from the second quarter when median prices were running 16% and 19% below last year's levels. Most of the price decrease since the start of the recession has been attributable to across-the-board market depreciation from lack of demand but part of it also results from a pronounced fall-off in high-end sales. In 2008 and earlier, million-dollar-plus sales accounted for as much as 25% or more of all transactions. That percentage abruptly fell to 13% in the first quarter of 2009; it increased to 17% in the second quarter and to 20% in the third quarter but still falls short of its former high levels.

The condominium and cooperative sectors fared better as to prices. The \$362,000 median sale price of a Westchester condominium was 8.6% less than last year's. The co-op median of \$170,500 was 9.2% lower than last year's. The median sale price of Multi-family (2-4 unit) houses was \$399,500, retaking its place from condominiums in the second quarter as the second most expensive housing type in Westchester.

MEDIAN SALE PRICE Westchester 2004-2009

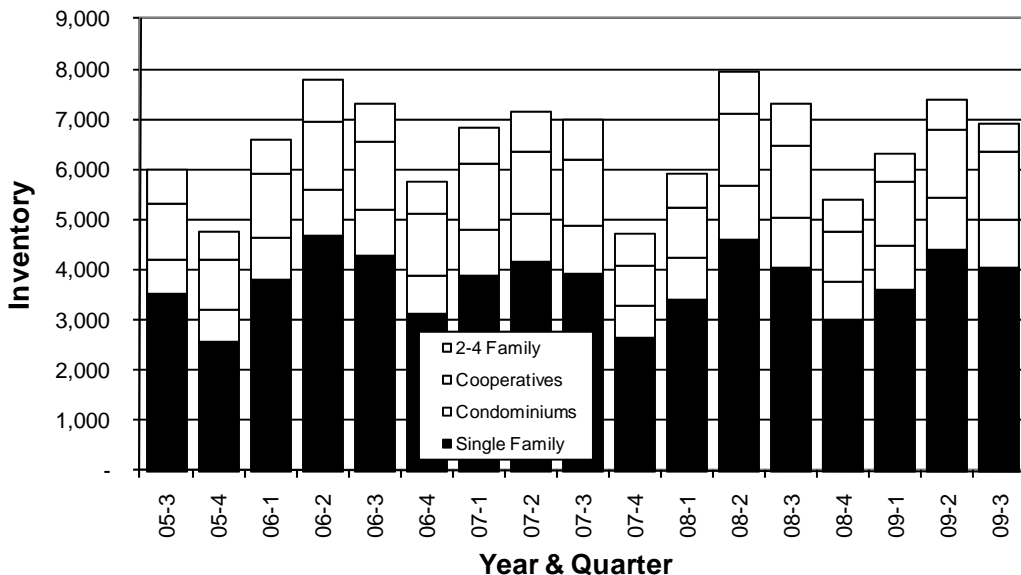


Type Of Property	MEDIAN SALE PRICE				Change 08-09	
	3rd 06	3rd 07	3rd08	3rd09	Amount	Percent
Westchester County						
Single Family Houses	716,125	730,000	710,000	630,000	(80,000)	-11.3%
Condominiums	385,000	397,500	395,900	362,000	(33,900)	-8.6%
Cooperatives	195,000	198,500	187,750	170,500	(17,250)	-9.2%
2-4 Family Houses	572,450	570,750	471,250	399,500	(71,750)	-15.2%
Putnam County						
Single Family Houses	405,000	432,500	375,000	330,000	(45,000)	-12.0%
Condos & Co-ops	287,250	285,000	282,500	215,000	(67,500)	-23.9%
MEAN SALE PRICE						
Type Of Property	3rd 06	3rd 07	3rd08	3rd09	Change 08-09	
Westchester County						
Single Family Houses	950,005	966,987	918,737	818,793	(99,944)	-10.9%
Condominiums	431,184	435,308	449,235	390,413	(58,822)	-13.1%
Cooperatives	219,154	218,553	213,309	191,609	(21,700)	-10.2%
2-4 Family Houses	606,663	578,819	472,734	377,566	(95,168)	-20.1%
Putnam County						
Single Family Houses	464,547	469,849	430,721	367,037	(63,684)	-14.8%
Condos & Co-ops	273,135	297,292	260,261	228,463	(31,798)	-12.2%

Type Of Property	DOLLAR VOLUME OF SALES (\$Millions)				Change 08-09	
	3rd 06	3rd 07	3rd08	3rd09	Amount	Percent
Westchester County						
Single Family Houses	1,512.4	1,623.6	1,208.1	974.4	(233.7)	-19.3%
Condominiums	170.3	172.8	131.6	91.7	(39.9)	-30.3%
Cooperatives	120.8	122.8	91.7	70.3	(21.4)	-23.3%
2-4 Family Houses	109.2	59.0	30.3	40.0	9.8	32.3%
Total	1,912.7	1,978.2	1,461.7	1,176.5	(285.3)	-19.5%
Putnam County						
Single Family Houses	105.9	105.2	85.7	58.4	(27.4)	-31.9%
Condos & Co-ops	10.4	14.0	7.3	6.2	(1.1)	-15.3%
Total	116.3	119.2	93.0	64.5	(28.5)	-30.6%

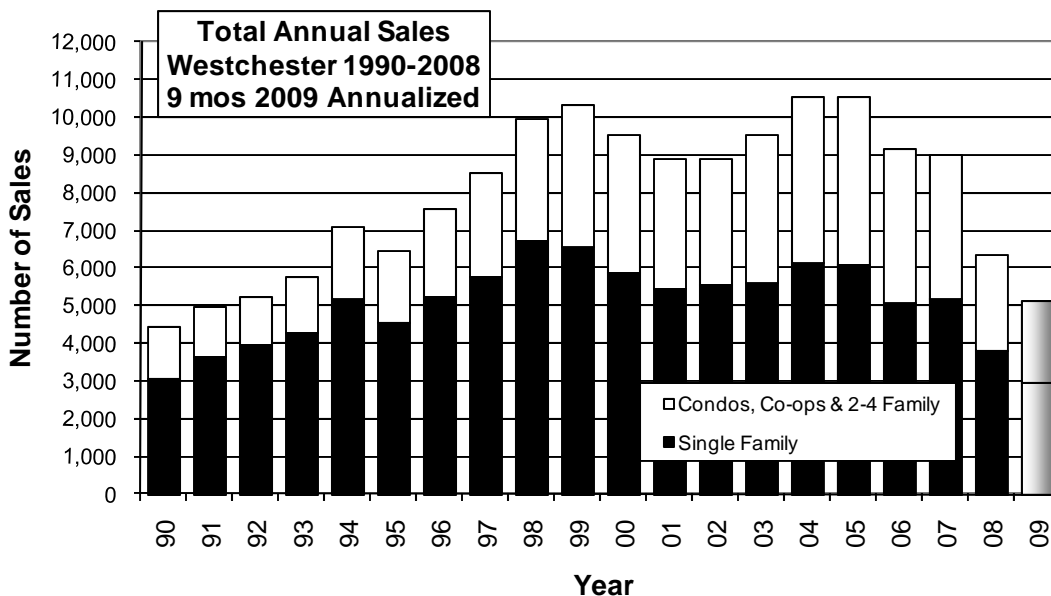
Type Of Property	END OF QUARTER INVENTORY				Change 08-09	
	3rd 06	3rd 07	3rd 08	3rd 09	Amount	Percent
Westchester County						
Single Family Houses	4,273	3,934	4,046	4,044	(2)	0.0%
Condominiums	936	964	985	944	(41)	-4.2%
Cooperatives	1,346	1,291	1,444	1,367	(77)	-5.3%
2-5 Family Houses	771	803	819	542	(277)	-33.8%
Total	7,326	6,992	7,294	6,897	(397)	-5.4%
Putnam County						
Single Family Houses	1,095	1,053	988	894	(94)	-9.5%
Condos & Co-ops	109	116	132	141	9	6.8%
Total	1,204	1,169	1,120	1,035	(85)	-7.6%

**END OF QUARTER INVENTORY
Westchester 2005-2009**



Notwithstanding the continuing sluggish pace of sales in the region, there has been no buildup of actively marketed inventory. The end-of-quarter supply of single family houses in Westchester barely changed at all from the third quarter of 2008 to 2009. Total inventory of all property types actually decreased by 5.4%. In Putnam County the total inventory decreased by 7.6%. The number of units now on the market is not much different than in 2007 before the looming recession became truly apparent.

Property Type	YEAR TO DATE SALES (Jan - Sep)				Change 08-09	
	2006	2007	2008	2009	Amount	Percent
Westchester County						
Single Family Houses	3,933	4,086	3,050	2,322	(728)	-23.9%
Condominiums	1,064	1,079	811	538	(273)	-33.7%
Cooperatives	1,535	1,493	1,173	867	(306)	-26.1%
2-5 Family	521	351	201	248	47	23.4%
Total	7,053	7,009	5,235	3,975	(1,260)	-24.1%
Putnam County						
Single Family Houses	661	581	477	378	(99)	-20.8%
Condos+Co-ops	107	114	79	64	(15)	-19.0%
Total	768	695	556	442	(114)	-20.5%



The third quarter closings in Westchester and Putnam Counties largely followed upon marketing activity that occurred in the late spring and summer months, a period that produced mostly positive economic indicators favorable to real estate. Mortgage interest rates, which had reached a short-term peak of about 6% on 30-year conventional loans in mid-June, subsided thereafter to a range of 5.6-5.8%. Except for a brief dip in early July, the equity markets exhibited sustained growth from May through August; the Dow Jones Industrial Average crossed the 9,000 mark in late July. The most serious negative indicator during this period was, and remains, a Westchester and regional unemployment rate around 7.5%. Conservative lending practices also continue to put a brake on the market.

On a nine-month basis, Westchester County's sales volume of 3,975 units was 24.1% less than in 2008, and a hurtful 43.3% less than in 2007. The second and especially the third quarter results, however, are trending to a steady improvement in sales volumes. Further, there is a slight suggestion in the data that overall prices are at or close to bottom, and that the high-end segment of the market is inching its way back to a larger market share though probably not its former prominence. These factors, together with the restrained local inventory, suggest that there exists pent-up demand to complement pent up desire to sell – a real estate market in the remaking if only the larger economic environment would cooperate.

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The Westchester-Putnam Multiple Listing Service, Inc. (WPMLS) is a subsidiary of the Westchester County Board of Realtors, Inc. and the Putnam County Association of Realtors, Inc. WPMLS serves more than 900 real estate offices having listings in Bronx, Westchester, Putnam and Dutchess Counties. All data tables refer to Westchester County sales unless expressly noted otherwise. The reported transactions do not include all real estate sales in the area or all sales assisted by the participating offices but they are fairly reflective of general market conditions. WPMLS does not provide data on sub-county geographic areas. Persons desiring sub-county data are invited to contact participating real estate offices in the desired areas. Any text or data from this report may be reprinted with attribution to Westchester-Putnam Multiple Listing Service, Inc. as the source.

¹ *The seasonally adjusted rate is an annualized rate for a given quarter. It represents what the total sales volume would be for the whole year based on the quarter's customary share of total sales. For example, if a quarter customarily accounts for 20% of annual sales, the seasonally adjusted rate would be five times the actual number of sales reported for that quarter. This allows the four quarters to be compared to each other according to their equivalent annual rates.*

² *The median sale price is the mid-point of all reported sales, i.e., half of the sales were for more than the median price and half were for less. The median is not affected by unusually low or high sale prices. The mean sale price is the arithmetic average, i.e., the sum of all sales prices divided by the number of sales. The mean does reflect the influence of sales at unusually low or high prices.*