

What is the current value of your home?



is pleased to present...

2010

...a comprehensive guide to the year in real estate

A complete review of sales in your neighborhood, market statistics, and predictions for 2011.

www.PrudentialCentennial.com

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Greetings Neighbor,

How's the Real Estate Market?

For almost 30 years, we have been answering that question. For the most accurate, detailed and honest assessment of the Southern Westchester market, look inside for Prudential Centennial Realty's complete market summary, written by our company with data from the Empire Access Multiple Listing Service.

It's information is potentially worth tens of thousands of dollars to you. It is broken out in each area by elementary school so you can see what has been happening in your specific neighborhood.

If you need additional information or have questions, please contact us by phone or email. To ensure you continue receiving this newsletter, please visit our new web site and become a VIP member or call us.

Best Wishes,

A handwritten signature in cursive script that reads "Mark Nadler".

Mark Nadler

Introducing...

Prudential Centennial Realty is pleased to announce that Susan Slotnick has joined our award-winning staff as Vice President of Business Development including Agent Training. She brings over 26 years of real estate experience in Westchester, providing an unparalleled level of sales expertise and professionalism in the areas of listing properties, negotiations and new construction sales. Susan is a consistent top-producer and is the recipient of numerous industry awards.

Looking to take your career to the next level? Call or e-mail Susan, and realize your full potential. Let her experience and expertise work for you.



Susan Slotnick
Vice President

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Westchester Residential Market Summary - 2010 Review

Special Interest Articles:

- 2010 Year End Review
- Westchester Residential Real Estate Market 2010
- Predictions for 2011
- 2010 Market Results for the Following School Districts:
 - Ardsley
 - Bronxville
 - Dobbs Ferry
 - Eastchester
 - Edgemont
 - Elmsford
 - Greenburgh
 - Harrison
 - Hastings-on-Hudson
 - Irvington
 - Mamaroneck
 - New Rochelle
 - Pelham
 - Rye City
 - Rye Neck
 - Scarsdale
 - Tuckahoe
 - White Plains

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The Good News... 2010 was a welcome relief from the dismal real estate market of 2009.

- Overall sales volume was up from last year's poor results. This was due, in part, to federal tax incentives initiated in 2009, as well as pent up demand for housing. Many buyers who wanted or needed housing bought a home in 2010. There were many ready, willing & able buyers looking for homes during the year.
- On average, sales prices have remained fairly steady with prices still hovering around the pre-boom years.
- Mortgage rates continue to remain at historic lows. Although these rates bounced around during 2010, market experts agree that rates are not anticipated to dramatically change during 2011. Inflation was not a concern since the (*bond*) yield curve remained fairly flat during the period.
- Per the Westchester County Clerks office, the number of foreclosure filings in Westchester decreased approximately 20% from an all time high of 3,113 units recorded in 2009 - but total filings in 2010 were still above 2008 levels of 2,206 units.
- National & local indicators (*such as: corporate earnings, unemployment rates and equity markets*) show signs of an improving economy. This has helped to stem any further deterioration in consumer confidence and home buying initiative. Consumers understand the fact that: (i) the US is in a recession and that it may take longer to emerge from it than previously stated; and (ii) that other nations are experiencing similar financial difficulties.

The Bad News...the real estate market continues to be a Buyers' Market – what affects a buyer's decision to invest in a home directly affects a seller and their ability to sell a home.

- The market was "choppy" based on factors affecting a buyers' decision (i.e., job security, mortgage rates,

consumer confidence, etc) – during the year, buyer interest tended to peak & ebb like "waves on a beach". Showing traffic highlighted these buyer "waves".

- Buyers remain extremely price conscious and their view of the overall real estate market remains cautious. Buyers continue to actively look for "bargains". Generally, homes that were priced at or below market were snapped up. Also, sellers who were highly negotiable found their homes sold within a reasonable timeframe. Overpriced homes sat on the market for months, unsold. There still remain a number of sellers who are ready and able, but are not willing to sell their home below a predetermined "wish" price.
- In some price ranges, we continue to see that appraisers are having problems coming up with market comparables for either refinancing or new mortgage applications.
- Although the mortgage market has somewhat opened up, finding a jumbo mortgage (*say, a loan over \$800,000*) can be difficult unless the applicant is well qualified and making a sizable down payment (*over 20%*).
- Job security continues to be the number one concern for buyers;

Buyers remain a fickle bunch. They continue to actively search for homes on the internet using a variety of websites (*some estimates show that over 90% of buyers initiate their search for a home on the internet*). They are highly aware of homes coming onto the market and the perceived market value of these properties. They monitor and watch for price decreases on overpriced listings. However, we are finding buyers' remorse more common as they question their decision to place a bid on a home, even when it perfectly suits their needs. Their delay allows another buyer to purchase the home.

Westchester Residential Real Estate Market

Many of the same fears consumers experienced in 2009 carried over into 2010.

- *Job uncertainty* – the national and state unemployment rates did not fall below 9% and 8% during the entire year. In fact, the year ended with the national unemployment rate at 9.4%.
- *Political uncertainty* - mid-term election outcome.
- *Ever increasing national debt and the perceived failure of the Stimulus Bill to spur the economy.*
- *The unknown costs of the health care bill to the individual.*
- *Increasing commodity prices* – during the year, gold prices increased 30% due to global economic uncertainty.
- *Increasing number of **For Sale** signs in your neighborhood as well as **For Lease** signs in area storefronts.*
- *The whiplash of good news/bad news reported by the media*

Sales Volume: Based on the 4,017 homes which sold during 2010, the overall volume in Westchester showed signs of improvement with the number of sales well above last year's lackluster results. This is partially due to pent up buyer demand – those who held off their purchases in 2009 due to the uncertainty of the market. However, sales volume is still below normal, as seen prior to 2008.

Sales Prices: The average sales price for homes in Westchester was \$827,910 (*an 8% increase from 2009 results*) and the median home price was \$630,000 (*see table below*). Homes with a sale price of \$650,000 or less

The following table summarizes what has been happening to single-family home prices during the past ten years

		2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
Westchester County	# of Homes Sold	5,447	5,546	5,601	6,157	6,072	5,069	5,171	3,806	3,358	4,017
	Median Sales Price	\$449,900 <i>(10.3% increase from prior year)</i>	\$525,000 <i>(16.7% increase from prior year)</i>	\$560,000 <i>(6.7% increase from prior year)</i>	\$645,000 <i>(15.2% increase from prior year)</i>	\$675,000 <i>(4.7% increase from prior year)</i>	\$680,000 <i>(0.7% increase from prior year)</i>	\$685,000 <i>(0.7% increase from prior year)</i>	\$650,000 <i>(5.1% decrease from prior year)</i>	\$580,000 <i>(10.8% decrease from prior year)</i>	\$630,000 <i>(8% increase from prior year)</i>
<i>Information contained in this table was compiled from the Empire Access Multiple Listing System.</i>											

Predictions for 2011

Given the limited amount of positive economic news both nationally and locally, we anticipate that the residential real estate market will remain fairly flat with pressure on pricing. The market will remain a “buyers market” with buyers actively using the internet and other tools to follow the market - they know the local real estate market – they can readily find out when a seller purchased a home, how much they paid and track a progress of a home which interests them. Sellers’ may not like this process or the ultimate outcome, but it is the reality of today’s residential real estate market. The biggest challenges we will be facing in 2011 are as follows:

- **Lack of Job Growth** – the unemployment rate is fairly high with no real signs of decreasing. We do see some corporations hiring on a small or limited scale, but not in an abundance to support an economic recovery during the year. Those unemployed workers continue to receive extended ben-

represented over 46% of the total number of homes sold in Westchester. This percentage of total homes sold has been trending upward during the past two years highlighting an affordable sector of the market. This trend may have been aided, in part, by two government programs initiated in 2009: (i) federal tax credits offered to homebuyers in 2009 & 2010 (*\$8K for first time homebuyers and \$6K for those buyers purchasing primary residences*), and (ii) increased FHA-insured mortgage loans limits (*these limits were increased to \$729,250 in Westchester*). Overall, average home prices have remained fairly flat; in fact average home prices are close to 2004 levels.

What Does Your Money Buy? The average 2-bedroom, 3-bedroom and 4-bedroom home in Westchester sold for \$426,468 or \$285/sq.ft. (*7% of total homes sold*), \$542,722 or \$287/sq.ft. (*36% of total homes sold*) and \$827,738 or \$306/sq.ft. (*37% of total homes sold*), respectively. Homes with five or more bedrooms sold for an average price of \$1,487,805 or \$363/sq.ft. (*20% of total homes sold*). On a per square foot basis, the average sales price was slightly up from 2009 results – current levels are in line with 2003/2004 values.

The table below illustrates what happened in 2010. In summary, home prices are generally at 2004 levels. Buyers continued to be cautious – closely watching newly listed homes come onto the market (*via internet searches*) and any price decreases. Overpriced homes remain on the market unsold for months and, in some cases, more than a year.

efits (some over 18 months or more) while actively seeking work. During 2010, we learned that there was no quick fix to a recession and economic recoveries take time – sometimes more than five years.

- **Global Uncertainty** – the US is not the only country in the world to experience a deep recession. Many nations enjoyed the excesses of the 1990’s thru 2006 and are suffering through the consequences of their spending. Several nations of the European Union have had to bailout their neighbors (i.e., Greece, Ireland, Spain and others). Asian markets were under duress, due to a poor economic climate and political strife. We anticipate this unrest to continue in 2011 which would have an impact on the US economy, investor sentiment, as well as consumer confidence – especially with regards to purchasing a home.

2010 Market Results for Various Westchester School Districts

Everyone always likes to know what is happening within their community – especially in terms of home prices. If you are looking to get a pulse on prices and current trends...Prudential Centennial Realty has the information. Here are the results for 2010 for the single family home market in 18 school districts located in lower Westchester. If you think this information is great check out our website, www.PrudentialCentennial.com for more information. Many of our agents live in these great communities, are well versed in the amenities offered and are ready to aid you in either selling your treasured home, looking for the castle of your dreams and/or an investment property for your portfolio. Call us today!

Ardasley School District

	2010 Average Sales Price	2010 Sales Range
Ardasley	75 homes \$698,528 <i>(or \$301/sq.ft.)</i>	\$275,000- \$1,359,500

- Overall Single-Family home sales volume was up in 2010 and in line with the number of yearly homes sales in years prior to 2009.
- The average 2010 sales price for a Single-Family home was \$301/sq.ft, which was inline with 2003/2004 values.
- Single-Family homes - Sales breakdown: 7 two-bedroom homes with an average price=\$491,571; 30 three-bedroom homes with an average price=\$530,222; 32 four-bedroom homes sold with an average price=\$855,232; and 6 homes with five or more bedrooms with an average price=\$945,750.
- The rental market for Single-Family homes remained strong with 23 homes rented in Ardsley (*avg. rent=\$3,290/month*). The number of homes rented in Ardsley was up from 2009 results of 15 properties. The average monthly rent decreased 4.7% from 2009 results (*avg rent=\$3,453/month*). On a per square foot basis, the average yearly rent increased 5% (*\$18.88 in 2010 versus \$17.99 in 2009*).
- Condominium sales: 13 units sold with an average price of \$718,423 (*or \$196/sq.ft.*)

		2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
ardsley	# of homes sold	79	97	69	74	87	82	69	63	43	75
	Median Sales Price	\$459,000	\$528,000	\$540,000	\$690,000	\$667,500	\$692,500	\$685,000	\$647,500	\$590,000	\$612,000
	Average Sales Price	\$492,758	\$577,850	\$598,671	\$738,213	\$704,753	\$792,248	\$725,870	\$726,035	\$635,977	\$698,528

Bronxville School District

- Overall Single-Family home sales volume was way up in 2010 – similar to levels seen in 2003 & 2004.
- The average 2010 sales price for a Single-Family home was \$555/sq.ft, which was inline with 2004/2005 values.
- Single-Family homes - Sales breakdown: 12 three-bedroom homes with an average price=\$1,107,292; 37 four-bedroom homes sold with an average price=\$1,574,946; and 26 homes with five or more bedrooms with an average price=\$2,606,346.
- The rental market for Single-Family homes remained strong with 24 homes rented in Bronxville (*avg. rent=\$5,988/month*). The number of homes rented in Bronxville was up from 2009 results of 19 properties. The average monthly rent decreased 14.2% from 2009 results (*avg. rent=\$6,975/month*). On a per square foot basis, the average yearly rent increased by 6.8% (*\$32.32 in 2010 versus \$30.27 in 2009*).
- Co-operative apartment sales - 41 units sold with an average sales price of \$422,012 (*or \$366/sq.ft.*).
- Condominium sales - 3 townhomes sold with an average price of \$958,333 (*or \$419/sq.ft.*) - all units reported sold occurred at the Gramatan Court

	2010 Average Sales Price	2010 Sales Range
Bronxville	75 homes \$1,857,673 <i>(or \$555/sq.ft.)</i>	\$470,000 -\$5,350,000

		2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
bronxville	# of homes sold	48	70	77	77	61	67	61	45	28	75
	Median Sales Price	\$1,395,500	\$1,197,500	\$1,385,000	\$1,525,000	\$1,925,000	\$1,850,000	\$1,950,000	\$1,801,000	\$1,780,000	\$1,750,000
	Average Sales Price	\$1,526,012	\$1,373,497	\$1,532,454	\$1,632,527	\$2,004,685	\$1,803,895	\$1,983,685	\$1,873,299	\$2,047,986	\$1,857,673

Dobbs Ferry School District

- Overall Single-Family home sales volume was up slightly from in 2009 & 2008 levels but well below those seen in prior years.
- The average 2010 sales price for a Single-Family home was \$309/sq.ft, which was inline with 2002/2003 values.
- Single-Family homes - Sales breakdown: 8 two-bedroom homes with an average price=\$580,488; 20 three-bedroom homes with an average price=\$579,975; 11 four-bedroom homes sold with an average price=\$863,598; and 2 homes with five or more bedrooms with an average price=\$1,247,500.
- The rental market for Single-Family homes remained strong with 11 homes rented in Dobbs Ferry (*avg. rent=\$4,102/month*). The number of homes rented in Dobbs Ferry was well below the number of properties rented in 2009 (*19 properties in total*). The average monthly rent increased 8.4% from 2009 results (*avg. rent=\$3,784/month*). On a per square foot basis, the average yearly rent was flat (*\$18.23 in 2010 versus \$18.24 in 2009*).
- Co-operative apartment sales - 10 units sold with an average final sales price of \$279,000 (*or \$246/sq.ft.*).
- Condominium sales - 6 units sold with an average sale price of \$328,467 (*or \$313/sq.ft.*).

	<u>2010 Average Sales Price</u>	<u>2010 Sales Range</u>
Dobbs Ferry	45 homes \$738,399 <i>(or \$309/sq.ft.)</i>	\$376,500 -\$1,850,000

		2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
DOBBS FERRY	# of homes sold	60	84	61	66	73	54	65	35	40	45
	Median Sales Price	\$485,719	\$651,042	\$629,000	\$654,500	\$735,000	\$741,000	\$670,000	\$630,000	\$633,500	\$637,500
	Average Sales Price	\$621,665	\$704,700	\$812,953	\$792,742	\$838,090	\$909,778	\$800,393	\$858,491	\$839,030	\$738,399

Eastchester School District

<u>Elementary Schools</u>	<u>2010 Average Sales Price</u>	<u>2010 Sales Range</u>
Anne Hutchinson	31 homes \$664,516 <i>(or \$311/sq.ft)</i>	\$399,500- \$1,325,000
Greenvale	54 homes \$641,861 <i>(or \$314/sq.ft.)</i>	\$375,000- \$962,500
Eastchester	84 homes \$648,577 <i>(or \$318/sq.ft.)</i>	\$375,000- \$1,325,000

- Overall single family home sales volume was up in 2010 when compared to 2009 & 2008 results. However, volume still lags from levels seen during the period between 2002 and 2007.
- The average 2010 sale price for a Single-Family home was \$318/sq.ft, which was inline with 2004 values.
- Single-Family homes - Sales breakdown: 2 two-bedroom homes with an average price=\$692,500; 44 three-bedroom homes with an average price=\$596,909; 32 four-bedroom homes sold with an average price=\$682,203; and 6 homes with five or more bedrooms with an average price=\$833,500.
- The Single-Family home rental market remained strong with 54 homes rented in Eastchester (*avg. rent=\$3,604/month*). The number of homes rented in Eastchester school district was up from 2009 results of 40 properties. The average monthly rent decreased 4.5% from 2009 results (*avg. rent=\$3,713/month*). On a per square foot basis, the average yearly rent decreased by 1.3% (*\$20.47 in 2010 versus \$20.74 in 2009*).
- Co-operative apartment sales - 104 units sold with an average sale price of \$234,233 (*or \$238/sq.ft.*).
- Condominium sales - 12 units sold with an average sale price of \$344,313 (*or \$331/sq.ft.*).

	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	
Eastchester	# of homes sold	108	133	138	144	128	113	120	90	65	84
	Median Sales Price	\$433,275	\$537,500	\$562,500	\$629,500	\$681,000	\$685,000	\$680,000	\$669,500	\$617,000	\$612,500
	Average Sales Price	\$501,012	\$567,774	\$601,315	\$673,947	\$755,440	\$765,850	\$713,272	\$713,665	\$666,415	\$648,577

Edgemont School District

- Overall single family home sales volume was up in 2010 when compared to 2009 & 2008 results. However, volume still lags from levels seen during the period between 2002 and 2007.
- The average sales price for a single family home was \$394/sq.ft, which was inline with 2004 values. However, the overall sales statistics for 2010 are skewed due to the fact that several large homes with sizable plots of land and/or living space sold during the year. Of the homes which sold during the year, the top six homes had 5,000 sq.ft or more of living space and accounted for almost 22% of the total dollar volume of homes sold in Edgemont. Excluding those six homes, the average sales price was \$376/sq.ft.
- Single Family homes – Sales breakdown: 8 three-bedroom homes with an average price=\$839,463; 26 four-bedroom homes with an average price=\$1,097,173; and 28 homes with five or more bedrooms with an average price=\$1,661,452.
- 24 Single-Family homes were rented in Edgemont (*avg. rent=\$5,070/month*). This number slightly down from 2009 results of 27 properties. The average monthly rent increased 6.9% from 2009 results (*avg. rent=\$4,744/month*). However, on a per square foot basis, the average yearly rent was slightly down (*\$20.54 in 2010 versus \$21.35 in 2009*).
- Co-operative apartment sales - 34 units sold with an average sales price of \$238,765 (*or \$228/sq.ft.*).
- Condominium sales - 3 units sold with an average sales price of \$384,667 (*or \$315/sq.ft.*).

Elementary Schools	2010 Average Sales Price	2010 Sales Range
Greenville	36 homes \$1,346,740 <i>(or \$393/sq.ft)</i>	\$565,000 - \$4,236,250
Seely Place	26 homes \$1,279,885 <i>(or \$395/sq.ft.)</i>	\$720,000 - \$2,550,000
Edgemont	62 homes \$1,318,704 <i>(or \$394/sq.ft.)</i>	\$565,000 – \$4,236,250

	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	
Edgemont	# of homes sold	59	71	74	86	69	68	73	48	46	62
	Median Sales Price	\$738,000	\$780,000	\$870,000	\$889,500	\$1,080,000	\$978,250	\$1,051,580	\$1,085,000	\$875,000	\$1,115,000
	Average Sales Price	\$853,545	\$906,248	\$979,777	\$1,017,158	\$1,178,102	\$1,193,294	\$1,156,541	\$1,210,219	\$975,633	\$1,318,704

Elmsford School District

Elementary Schools	2010 Average Sales Price	2010 Sales Range
Carl L. Dixon	6 homes \$372,150 <i>(or \$206/sq.ft)</i>	\$254,400 - \$425,000
Alice E. Grady	38 homes \$423,560 <i>(or \$222/sq.ft.)</i>	\$126,000 - \$775,000
Elmsford	43 homes \$416,586 <i>(or \$219/sq.ft.)</i>	\$126,000 – \$775,000

- Overall Single-Family home sales volume was in line with 2009 results. However, volume still lags from levels seen during the period between 2002 and 2007.
- The average final sales price for a Single-Family home was \$219/sq.ft, which was inline with 2002/2003 values.
- Single-Family homes – Sales breakdown: 5 two-bedroom homes with an average price=\$290,900; 23 three-bedroom homes with an average price=\$403,273; 11 four-bedroom homes with an average price=\$458,182; and 4 homes with five or more bedrooms with an average price=\$535,850.
- 10 Single-Family homes were rented in Elmsford (*avg. rent=\$2,500/month*). The number of homes rented in Elmsford was in line with 2009 results of 9 properties. The average monthly rent decreased 20.9% from 2009 results (*avg. rent=\$3,161/month*). However, on a per square foot basis, the average yearly rent was up 25% (*\$19.10 in 2010 versus \$15.28 in 2009*).

	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	
Elmsford	# of homes sold	49	58	53	46	72	59	53	37	43	43
	Median Sales Price	\$330,000	\$340,000	\$417,000	\$499,450	\$514,500	\$520,000	\$542,000	\$427,500	\$455,000	\$400,000
	Average Sales Price	\$326,061	\$348,540	\$432,598	\$513,446	\$521,622	\$524,932	\$565,392	\$444,984	\$433,434	\$416,586

Greenburgh School District

- Overall Single-Family home sales volume was in line with 2009 & 2008 results yet well below levels seen in prior years.
- Average sales price for a Single-Family home was \$245/sq.ft, which was inline with 2003/2004 values.
- Single Family homes – Sales breakdown: 7 two-bedroom homes with an average price=\$321,714; 50 three-bedroom homes with an average price=\$469,218; 44 four-bedroom homes with an average price=\$521,710; and 11 homes with five or more bedrooms with an average price=\$455,682.
- 125 Single-Family homes were rented within the Greenburgh school district (*avg. rent=\$2,253/month*). The number of homes rented in Greenburgh was much higher than 2009 results of 89 properties. The average monthly rent increased 1.3% from 2009 results (*avg. rent=\$2,225/month*). On a per square foot basis, the average yearly rent was up 9% (*\$19.85 in 2010 versus \$18.19 in 2009*).
- Co-operative apartment sales - 80 units sold, with an price of \$192,442 (*or \$204/sq.ft.*).
- Condominium sales - 66 units sold with an price of \$405,027 (*or \$250/sq.ft.*).

Post Office	2010 Average Sales Price	2010 Sales Range
Elmsford	5 homes \$581,000 (<i>or \$241/sq.ft.</i>)	\$320,000 - \$815,000
Hartsdale	54 homes \$559,794 (<i>or \$266/sq.ft.</i>)	\$350,000 - \$860,000
White Plains	53 homes \$387,674 (<i>or \$220/sq.ft.</i>)	\$180,000 - \$630,000
Greenburgh	112 homes \$479,291 (<i>or \$245/sq.ft.</i>)	\$180,000 - \$860,000

	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	
greenburgh	# of homes sold	138	150	148	177	157	144	134	97	74	112
	Median Sales Price	\$345,500	\$398,250	\$447,000	\$495,000	\$570,000	\$539,250	\$533,750	\$530,000	\$474,900	\$451,300
	Average Sales Price	\$356,698	\$400,733	\$474,190	\$520,896	\$591,250	\$577,832	\$571,209	\$567,446	\$510,610	\$479,291

Harrison School District

- Overall Single-Family home sales volume was up in 2010 when compared to 2009 & 2008 results. However, levels remain below those seen in prior years.
- Average Single-Family sales price was \$343/sq.ft, which was inline with 2002 values.
- Single Family homes – Sales breakdown: 2 two-bedroom homes with an average price=\$460,000; 16 three-bedroom homes with an average price=\$738,938; 46 four-bedroom homes sold with an average price=\$1,044,691; and 65 homes with five or more bedrooms with an average price=\$2,074,957.
- 63 Single-Family homes were rented in Harrison (*avg. rent=\$6,603/month*). The number of homes rented in Harrison was inline with 2009 results of 69 properties. The average monthly rent increased slightly by 0.6% from 2009 results (*avg. rent=\$6,567/month*). On a per square foot basis, the average yearly rent was down slightly by 2.1% (*\$21.37 in 2010 versus \$21.82 in 2009*).
- Co-operative apartment sales - 20 units sold within the Harrison school district with an average price of \$177,700 (*or \$215/sq.ft.*).
- Condominium sales - 14 units sold within the Harrison school district with an average price of \$447,321 (*or \$265/sq.ft.*).

Elementary Schools	2010 AVERAGE SALES PRICE	2010 SALES RANGE
Harrison Avenue	61 homes \$1,345,346 (<i>or \$336/sq.ft.</i>)	\$470,000 - \$4,200,000
Parsons Memorial	9 homes \$597,500 (<i>or \$323/sq.ft.</i>)	\$450,000 - \$785,000
Samuel J. Preston	4 homes \$487,250 (<i>or \$327/sq.ft.</i>)	\$450,000 - \$534,000
Purchase	55 Homes \$1,932,334 (<i>or \$351/sq.ft.</i>)	\$428,000 - \$6,700,000
Harrison	129 homes \$1,516,829 (<i>or \$343/sq.ft.</i>)	\$428,000 - \$6,700,000

	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	
Harrison	# of homes sold	169	157	145	184	163	123	142	82	97	129
	Median Sales Price	\$992,000	\$1,150,000	\$1,300,000	\$1,432,500	\$1,525,000	\$1,535,000	\$1,575,000	\$1,502,500	\$1,200,000	\$1,160,000
	Average Sales Price	\$1,225,474	\$1,284,241	\$1,527,329	\$1,616,797	\$1,651,951	\$1,683,281	\$1,898,302	\$1,870,682	\$1,511,353	\$1,516,829

Hastings-on-Hudson School District

- Overall Single-Family home sales volume was up in 2010 when compared to 2009 & 2008 results. However, levels remain slightly below those seen in prior years.
- The average Single-Family sales price was \$332/sq.ft, which was inline with 2003/2004 values.
- Single-Family homes – Sales breakdown: 1 two-bedroom homes with an final sale price=\$330,000; 21 three-bedroom homes with an average price=\$637548; 20 four-bedroom homes sold with an average price=\$767,373; and 9 homes with five or more bedrooms with an average price=\$888,222.
- 10 Single-Family homes were rented in Hastings (*avg. rent=\$3,580/month*). The number of homes rented in Hastings was well above 2009 results of 3 properties. The average monthly rent increased dramatically by 27.9% from 2009 results (*avg. rent=\$2,800/month*). On a per square foot basis, the average yearly rent was down by 14.9% (*\$20.37 in 2010 versus \$23.93 in 2009*).
- Co-operative apartment sales - 7 units sold within the Hastings school district with an average sales price of \$270,000 (*or \$277/sq.ft.*).
- Condominium sales - 8 units sold within the Hastings school district with an average sales price of \$622,688 (*or \$327/sq.ft.*).

	<u>2010 Average Sales Price</u>	<u>2010 Sales Range</u>
Hastings-on-Hudson	51 homes \$1,726,666 <i>(or \$332/sq.ft.)</i>	\$330,000 - \$1,320,000

		2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
Hastings	# of homes sold	56	36	46	56	69	50	63	45	30	51
	Median Sales Price	\$467,500	\$545,250	\$637,500	\$700,000	\$749,500	\$755,000	\$800,000	\$725,000	\$616,250	\$680,000
	Average Sales Price	\$531,969	\$623,986	\$663,789	\$720,029	\$833,732	\$815,985	\$849,267	\$791,354	\$666,685	\$726,666

Irvington School District

	<u>2010 Average Sales Price</u>	<u>2010 Sales Range</u>
Irvington	56 homes \$901,126 <i>(or \$336/sq.ft.)</i>	\$275,000 - \$3,100,000

- Overall Single-Family home sales volume was up in 2010 when compared to 2006-2009 results. However, levels remain below those seen in prior years.
- The average Single-Family sales was \$336/sq.ft, which was inline with 2002/2003 values.
- Single-Family homes – Sales breakdown: 3 two-bedroom homes with an average sale price=\$492,667; 15 three-bedroom homes with an average sale price=\$690,103; 23 four-bedroom homes with an average sale price=\$906,348; and 15 homes with five or more bedrooms with an average price=\$1,185,833.
- 20 Single-Family homes were rented within Irvington (*avg. rent=\$4,503/month*). The number of homes rented in Irvington was well above 2009 results of 7 properties. The average monthly rent increased dramatically by 24.8% from 2009 results (*avg. rent=\$3,607/month*). On a per square foot basis, the average yearly rent was up by 4.3% (*\$20.20 in 2010 versus \$19.37 in 2009*).
- Co-operative apartment sales - 23 units sold within the Hastings school district with an average price of \$252,425 (*or \$271/sq.ft.*).
- Condominium sales - 9 units sold within the Irvington school district with an average sales price of \$530,111 (*or \$288/sq.ft.*).

		2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
Irvington	# of homes sold	68	64	62	71	81	58	57	52	34	56
	Median Sales Price	\$562,500	\$642,500	\$735,000	\$830,000	\$845,000	\$895,000	\$855,000	\$790,000	\$758,500	\$752,750
	Average Sales Price	\$695,974	\$816,906	\$845,423	\$1,019,826	\$1,150,042	\$1,160,461	\$1,083,856	\$1,059,663	\$905,632	\$901,126

Mamaroneck School District

Elementary Schools	2010 Average Sales Price	2010 Sales Range
Central	51 homes \$1,281,395 <i>(or \$444/sq.ft.)</i>	\$350,000 - \$4,070,000
Chatsworth Avenue	58 homes \$1,485,496 <i>(or \$556/sq.ft.)</i>	\$505,000 - \$4,750,000
Mamaroneck Avenue	32 homes \$971,349 <i>(or \$340/sq.ft.)</i>	\$361,000 - \$3,250,000
Murray Avenue	95 Homes \$1,047,719 <i>(or \$423/sq.ft.)</i>	\$510,000 - \$2,275,000
Mamaroneck	236 homes \$1,195,451 <i>(or \$449/sq.ft.)</i>	\$350,000 - \$4,750,000

- Overall Single-Family home sales volume was up in 2010 when compared to 2009 & 2008 results. Levels are consistent with 2005 & 2006 sales.
- The average Single-Family final sales price for a single family home was \$449/sq.ft, which was inline with 2004 values.
- Single-Family homes – Sales breakdown: 7 two-bedroom homes with an average price=\$643,786; 62 three-bedroom homes with an average price=\$703,098; 103 four-bedroom homes with an average price=\$1,108,362; and 64 homes with five or more bedrooms with an average price=\$1,757,040. Eleven homes sold which were located directly on the waterfront or had waterviews of the Long Island Sound – the average sales price for these homes was \$3,034,773 *(or \$661/sq.ft.)*
- 102 Single-Family homes were rented in Mamaroneck *(avg. rent=\$5,656/month)*. The number of homes rented was slightly down from 2009 results of 120 properties. The average monthly rent increased 14.4% from 2009 results *(avg. rent=\$4,942/month)*. On a per square foot basis, the average yearly rent was up 8% *(\$26.72 in 2010 versus \$24.75 in 2009)*.
- Co-operative apartment sales - 47 units sold with an average sales price of \$227,628 *(or \$247/sq.ft.)*.
- Condominium sales - 54 units sold with an average sales price of \$450,272 *(or \$399/sq.ft.)*.

		2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
Mamaroneck	# of homes sold	215	252	268	274	230	231	253	193	160	236
	Median Sales Price	\$675,000	\$764,250	\$817,500	\$937,500	\$930,750	\$1,047,500	\$969,500	\$1,050,000	\$882,500	\$992,000
	Average Sales Price	\$781,911	\$973,108	\$968,045	\$1,096,553	\$1,102,848	\$1,353,084	\$1,190,889	\$1,298,473	\$1,050,088	\$1,195,451

New Rochelle School District

- Overall Single-Family home sales volume was up in 2010 compared to 2009 & 2008 results, however, continue to be well below levels seen in prior years. This drop in Single-Family homes sales volume may be due, in part, to the abundance of new condominium projects completed during the second part of the decade - buyers flocked to these newer and more modern living spaces.
- The average Single-Family sales price for a single family home was \$263/sq.ft, which was inline with 2003 values.
- Single-Family homes – Sales breakdown: 11 two-bedroom homes with an average price=\$382,682; 86 three-bedroom homes with an average price=\$545,053; 81 four-bedroom homes with an average price=\$747,841; and 70 homes with five or more bedrooms with an average price=\$841,850. There were 4 homes sold which were located directly on the waterfront or had waterviews of the Long Island Sound – the average sales price for these homes was \$1,122,500 *(or \$268/sq.ft.)*
- In the rental market for Single-Family homes, 77 single family homes were rented *(avg. rent=\$4,104/month)*. The number of homes rented was in line with 2009 results of 75 properties. The average monthly rent increased 11.8% from 2009 results *(avg. rent=\$3,672/month)*. On a per square foot basis, the average yearly rent was up 4% *(\$19.63 in 2010 versus \$18.93 in 2009)*.
- Co-operative apartment sales - 103 units sold with an average price of \$173,754 *(or \$194/sq.ft.)*. The majority of these sales occurred within the Trinity *(47% of total sold)*; Ward *(21% of total sold)* and Webster *(13.5% of total sold)* elementary school areas.
- Condominium sales - 53 units sold with an average price of \$405,604 *(or \$314/sq.ft.)*. The majority of these sales occurred within the Jefferson *(45% of total sold)*; Ward *(19% of total sold)* and Trinity *(13% of total sold)* elementary school areas.

Elementary Schools	2010 Average Sales Price	2010 Sales Range
Columbus	4 homes \$342,000 <i>(or \$171/sq.ft.)</i>	\$200,000 - \$470,000
Daniel Webster	12 homes \$496,750 <i>(or \$222/sq.ft.)</i>	\$230,000 - \$749,000
George M. Davis, Jr.	81 homes \$714,314 <i>(or \$292/sq.ft.)</i>	\$354,000 - \$1,660,001
Jefferson	9 homes \$472,667 <i>(or \$218/sq.ft.)</i>	\$150,000 - \$1,600,000
Trinity	31 homes \$665,174 <i>(or \$259/sq.ft.)</i>	\$665,000 - \$2,350,000
William B. Ward	111 Homes \$725,457 <i>(or \$258/sq.ft.)</i>	\$697,500 - \$1,690,000
New Rochelle	248 homes \$687,857 <i>(or \$265/sq.ft.)</i>	\$150,000 - \$2,350,000

		2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
New Rochelle	# of homes sold	309	315	341	402	411	271	309	309	222	196
	Median Sales Price	\$435,000	\$529,000	\$570,000	\$659,000	\$715,000	\$710,000	\$660,000	\$660,000	\$643,500	\$587,500
	Average Sales Price	\$484,694	\$586,018	\$631,106	\$733,888	\$812,926	\$827,258	\$775,415	\$764,924	\$626,689	\$687,857

Pelham School District

- Overall Single-Family home sales volume was slightly up in 2010 however, well below levels seen in 2005 and prior.
- The average 2010 sales price for a Single-Family home was \$306/sq.ft, which was inline with 2003/2004 values.
- Single-Family Homes – Sales breakdown: 21 three-bedroom homes with an average price=\$585,095; 29 four-bedroom homes with an average price=\$728,983; and 31 homes with five or more bedrooms avg sale price =\$1,075,931.
- The rental market for Single-Family homes remained strong with 30 homes rented in Pelham (avg. rent=\$4,312/month). The number of homes rented in Pelham was down from 2009 results of 36 properties. The average monthly rent was flat from 2009 results (avg. rent=\$4,308/month). On a per square foot basis, the average yearly rent decreased by 6.1% (\$17.92 in 2010 versus \$19.08 in 2009).
- Co-operative apartment sales - 13 units sold with an average sales price of \$169,423 (or \$210/sq.ft.).
- Condominium sales - 5 units sold with an average sales price of \$435,000 (or \$365/sq.ft.).

Elementary Schools	2010 Average Sales Price	2010 Sales Range
Colonial	27 homes \$1,011,685 <i>(or \$310/sq.ft.)</i>	\$520,000 - \$1,900,000
Hutchinson	11 homes \$477,273 <i>(or \$288/sq.ft.)</i>	\$265,000 - \$625,000
Prospect Hill	20 homes \$815,153 <i>(or \$302/sq.ft.)</i>	\$575,000 - \$1,682,500
Siwanoy	23 Homes \$778,817 <i>(or \$309/sq.ft.)</i>	\$465,000 - \$1,358,800
Pelham	81 homes \$824,461 <i>(or \$306/sq.ft.)</i>	\$265,000 - \$1,900,000

		2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
Pelham	# of homes sold	110	107	120	130	127	78	125	72	62	81
	Median Sales Price	\$610,500	\$660,000	\$720,500	\$783,750	\$885,000	\$891,750	\$814,000	\$759,500	\$767,500	\$780,000
	Average Sales Price	\$632,992	\$713,290	\$762,388	\$840,800	\$972,877	\$944,402	\$950,140	\$884,105	\$848,443	\$824,461

Elementary Schools	2010 Average Sales Price	2010 Sales Range
Midland	41 homes \$1,746,360 <i>(or \$536/sq.ft.)</i>	\$520,000 - \$3,950,000
Milton	46 homes \$1,644,947 <i>(or \$580/sq.ft.)</i>	\$210,000 - \$4,900,000
Osborne	64 Homes \$1,296,566 <i>(or \$460/sq.ft.)</i>	\$250,000 - \$4,350,000
Rye	151 homes \$1,524,825 <i>(or \$518/sq.ft.)</i>	\$210,000 - \$4,900,000

Rye City School District

- Overall Single-Family home sales volume was up dramatically in 2010, well above 2008 & 2009 results and within levels seen prior.
- The average 2010 sales price for a Single-Family home was \$518/sq.ft, which was inline with 2004/2005 values.
- Single-Family homes – Sales breakdown: 5 two-bedroom homes which an average price=\$364,210; 38 three-bedroom homes with an average price=\$927,658; 55 four-bedroom homes with an average price=\$1,288,491; and 53 homes with five or more bedrooms with an average price=\$2,307,726. 14 homes were located directly on the waterfront or had waterviews of the Long Island Sound. The average sales price for these homes was \$2,591,143 (or \$699/sq.ft.)
- The rental market for Single-Family homes remained strong with 99 homes rented in Rye (avg. rent=\$5,769/month). The number of homes rented was slightly down from 2009 results of 107 properties. The average monthly rent decreased 4.9% from 2009 results (avg. rent=\$6,067/month). On a per square foot basis, the average yearly rent increased by 1.1% (\$27.93 in 2010 versus \$27.63 in 2009).
- Co-operative apartment - 31 units sold with an average sales price of \$448,274 (or \$315/sq.ft.).
- Condominium sales-12 units sold with an average sales price of \$445,333 (or \$348/sq.ft.).

		2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
Rye	# of homes sold	167	142	153	166	146	142	154	105	106	151
	Median Sales Price	\$790,000	\$937,000	\$930,000	\$1,150,500	\$1,265,000	\$1,167,500	\$1,412,500	\$1,675,000	\$1,250,000	\$1,200,000
	Average Sales Price	\$992,296	\$1,280,306	\$1,233,371	\$1,399,218	\$1,778,074	\$1,679,201	\$1,789,637	\$1,972,295	\$1,483,544	\$1,524,825

Rye Neck School District

	2010 Average Sales Price	2010 Sales Range
Rye Neck	47 homes \$1,121,862 <i>(or \$391/sq.ft.)</i>	\$220,000 - \$2,950,000

- Overall Single-Family home sales volume was slightly up in 2010 however, well below levels seen in prior years.
- The average 2010 sales price for a Single-Family home was \$391/sq.ft, inline with 2003/2004 values.
- Single-Family homes – Sales breakdown: 2 two-bedroom homes with an average price=\$490,260; 13 three-bedroom homes with an average price=\$579,000; 18 four-bedroom homes with an average price=\$1,025,611; and 14 homes with five or more bedrooms with an average price=\$1,839,929.
- The rental market for Single-Family homes remained strong with 45 homes rented in Rye Neck (*avg. rent=\$5,210/month*). The number of homes rented in Rye Neck was up from 2009 results of 32 properties. The average monthly rent decreased 8.6% from 2009 results (*avg. rent=\$5,698/month*). On a per square foot basis, the average yearly rent decreased by 5% (*\$24.16 in 2010 versus \$25.43 in 2009*).
- Co-operative apartment sales - 9 units sold with an average sales price of \$227,678 (*or \$232/sq.ft.*).
- Condominium sales - 6 units sold with an average sales price of \$313,833 (*or \$305/sq.ft.*).

		2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
Rye Neck	# of homes sold	59	68	71	71	54	77	61	52	43	47
	Median Sales Price	\$572,500	\$567,500	\$660,000	\$885,000	\$791,100	\$949,000	\$755,000	\$960,500	\$1,060,000	\$950,000
	Average Sales Price	\$740,513	\$831,432	\$1,000,556	\$1,120,903	\$1,055,626	\$1,139,061	\$1,234,148	\$1,031,143	\$1,320,879	\$1,121,862

Scarsdale School District

- Overall Single-Family homes sales volume up in 2010 when compared to 2009 & 2008 results. However, total volume continues to lag from levels seen in 2007 and years prior.
- The average 2010 sale price for a Single-Family home was \$430/sq.ft, which was in line with 2002-2003 values.
- Single-Family homes – Sales breakdown: 1 two-bedroom home with a sale price of \$1,120,000; 32 three-bedroom homes with an average price=\$833,422; 56 four-bedroom homes with an average price=\$1,100,701; and 113 homes with five or more bedrooms with an average price=\$1,814,949.
- The rental market for Single-Family homes remained strong with buyers & corporate executives locating into the area. With limited supply, many agents sought out sellers of attractive homes for sale to see if they would consider renting versus selling the home. During 2010, 114 homes were rented in Scarsdale (*avg. rent=\$6,017/month*). The # of homes rented in Scarsdale was slightly down from 2009 results of 122 properties. The average monthly rent increased 3.9% from 2009 results (*avg. rent=\$5,790/month*). On a per square foot basis, the average yearly rent increased by 7.6% (*\$24.40 in 2010 versus \$22.68 in 2009*).
- Co-operative apartment sales - 8 units sold with an average price of \$280,500 (*or \$310/sq.ft.*) – all occurred at The Chateaux co-operative complex.
- Condominium sales - 3 units sold with an average sales price of \$1,119,824 (*or \$763/sq.ft.*) – these sales reported in the MLS occurred at the Christie Place condominium complex.

Elementary Schools	2010 Average Sales Price	2010 Sales Range
Edgewood	39 homes \$884,333 <i>(or \$403/sq.ft.)</i>	\$465,000 - \$1,750,000
Fox Meadow	36 homes \$1,700,083 <i>(or \$464/sq.ft.)</i>	\$570,000 - \$4,100,000
Greenacres	38 homes \$1,492,188 <i>(or \$428/sq.ft.)</i>	\$582,000 - \$3,975,000
Heathcote	45 homes \$1,849,474 <i>(or \$455/sq.ft.)</i>	\$740,000 - \$5,025,000
Quaker Ridge	44 Homes \$1,338,557 <i>(or \$388/sq.ft.)</i>	\$697,500 - \$3,700,000
Scarsdale	202 homes \$1,458,010 <i>(or \$430/sq.ft.)</i>	\$465,000 - \$5,025,000

		2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
Scarsdale	# of homes sold	189	275	248	231	224	232	237	142	160	202
	Median Sales Price	\$857,500	\$975,000	\$997,500	\$1,250,000	\$1,360,250	\$1,350,000	\$1,425,000	\$1,275,000	\$1,180,000	\$1,200,000
	Average Sales Price	\$1,095,793	\$1,226,435	\$1,354,456	\$1,515,121	\$1,590,940	\$1,617,732	\$1,744,384	\$1,596,343	\$1,472,366	\$1,458,010

Tuckahoe School District

- Overall Single-Family home sales volume was down in 2010 – the levels seen during the past three years have remained below levels in prior years.
- The average 2010 sales price for a Single-Family home was \$308/sq.ft, which was inline with 2003/2004 values.
- Single-Family homes – Sales breakdown: 2 two-bedroom homes with an average price=\$345,000; 13 three-bedroom homes with an average price=\$551,577; 13 four-bedroom homes with an average price=\$687,038; and 5 homes with five or more bedrooms with an average price=\$1,422,950.
- The rental market for single family homes remained strong with 11 homes rented in Tuckahoe (*avg. rent=\$3,618/month*). The number of homes rented in Tuckahoe was slightly up from 2009 results of 9 properties. The average monthly rent was flat from 2009 results (*avg. rent=\$3,628/month*). On a per square foot basis, the average yearly rent increased by 1.9% (*\$20.99 in 2010 versus \$20.59 in 2009*).
- Co-operative apartment sales - 16 units sold with an average price of \$180,813 (*or \$215/sq.ft.*).
- Condominium sales – 21 units sold with an average price of \$392,952 (*or \$318/sq.ft.*).

	2010 Average Sales Price	2010 Sales Range
Tuckahoe	33 homes \$724,447 <i>(or \$308/sq.ft.)</i>	\$240,000 - \$2,100,000

		2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
Tuckahoe	# of homes sold	42	39	38	49	43	42	46	33	37	33
	Median Sales Price	\$480,000	\$510,000	\$550,000	\$700,000	\$750,000	\$672,500	\$705,650	\$765,000	\$632,500	\$599,000
	Average Sales Price	\$508,595	\$660,715	\$646,421	\$828,203	\$872,024	\$859,488	\$956,501	\$944,924	\$707,176	\$724,447

White Plains School District

Post Office Zip Codes	2010 Average Sales Price	2010 Sales Range
10603	17 homes \$462,603 <i>(or \$268/sq.ft.)</i>	\$319,000 - \$630,000
10604	12 homes \$483,167 <i>(or \$278/sq.ft.)</i>	\$315,000 - \$645,000
10605 <i>(North of Mamaroneck Ave)</i>	70 homes \$776,637 <i>(or \$293/sq.ft.)</i>	\$404,000 - \$1,425,000
10605 <i>(South of Mamaroneck Ave)</i>	56 homes \$646,324 <i>(or \$286/sq.ft.)</i>	\$343,910 - \$1,368,500
10606	37 homes \$528,953 <i>(or \$243/sq.ft.)</i>	\$200,000 - \$1,062,500
White Plains	192 homes \$644,751 <i>(or \$277/sq.ft.)</i>	\$200,000 - \$1,425,000

- Overall Single-Family home sales volume was up in 2010 from 2008 & 2009 levels. However, volume is well below levels seen in prior years.
- The average 2010 sales price for a Single-Family home was \$277/sq.ft, which was inline with 2003 values.
- Single-Family homes – Sales breakdown: 5 two-bedroom homes with an average price=\$394,682; 84 three-bedroom homes with an average price=\$562,635; 72 four-bedroom homes with an average price=\$668,899; and 31 homes with five or more bedrooms with an average price=\$851,508.
- During 2010, the rental market for Single-Family homes remained strong with 57 homes rented in White Plains (*avg. rent=\$3,608/month*). The number of homes rented in White Plains essentially the same as 2009 results of 58 properties. The average monthly rent decreased 3% from 2009 results (*avg. rent=\$3,719/month*). On a per square foot basis, the average yearly rent increased by 0.7% (*\$19.11 in 2010 versus \$18.97 in 2009*).
- Co-operative apartment sales - 119 units sold with an average price of \$183,779 (*or \$201/sq.ft.*).
- Condominium sales- 129 units sold with an average price of \$458,469 (*or \$383/sq.ft.*).

		2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
White Plains	# of homes sold	218	238	226	282	278	214	197	163	163	192
	Median Sales Price	\$434,250	\$507,250	\$550,000	\$632,150	\$645,000	\$670,000	\$665,000	\$651,750	\$575,000	\$582,875
	Average Sales Price	\$485,838	\$580,813	\$632,143	\$689,050	\$745,132	\$754,291	\$756,279	\$738,093	\$619,952	\$644,751

Many thanks to Karen Kretschmann for her help in compiling this newsletter.

Happy 30th Birthday!

It's hard to believe, but Prudential Centennial Realty turns thirty years old in May of this year. While the entire real estate business and just about everything we do has changed in that period, our commitment to remain the most professional, ethical real estate brokers in Westchester has not. As a result of referrals and repeat business, we have grown into one of the largest companies in Westchester, consistently ranked in the top 1% of sales volume.

As the Spring market approaches (with speed bumps in the shape of snow storms), we hope you find the information contained in this newsletter invaluable in terms of providing

by

Mark Nadler, President/Principal Broker

you an accurate assessment of the real estate market in your neighborhood. If you have any questions, please contact us via email or telephone. We encourage you to call us now for a comprehensive market analysis of your home if you are considering selling your home.

Please feel free to forward this newsletter on to friends and family members who may not have received it or email us their information, and we will do so. We look forward to hearing from you.

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A WHOLE NEW ATTITUDE!

We are delighted to announce the launch of our new web site,
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Become a *VIP* member and you will be able to perform searches in every possible way, including drawing your own boundaries on a map! Future editions of this newsletter will be available on the site and you can have email alerts sent to you regarding real estate listings in your neighborhood. Read our blog for updated real estate and community information as well as interesting articles about things you may want to know.

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