



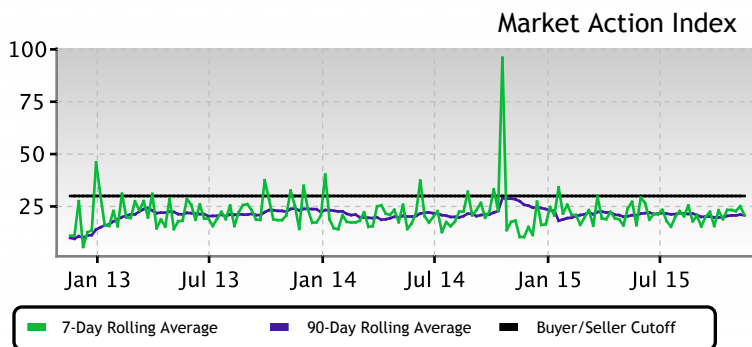
## This Week

The median list price in OLD WESTBURY, NY 11568 this week is \$3,498,000.

The Market Action Index has been trending down lately, while inventory and days-on-market are climbing. The trends imply a weakening market.

## Supply and Demand

- Inventory levels have been relatively consistent relative to sales. Despite the fact that there is a relatively high amount of available inventory, this Buyer's market is still seeing prices move higher. Given inventory levels, these price conditions are relatively fragile. If the market cools off further, the price trend is likely to reverse.



The Market Action Index answers the question "How's the Market?" by measuring the current rate of sale versus the amount of the inventory. Index above 30 implies Seller's Market conditions. Below 30, conditions favor the buyer.

## Quartiles

### Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 6,445,000	10000	2.5 - 5.0 acres	7.0	7.6	14	21	0	1	254	Most expensive 25% of properties
Upper/Second	\$ 4,400,000	8000	2.5 - 5.0 acres	5.0	6.6	15	21	0	0	251	Upper-middle 25% of properties
Lower/Third	\$ 2,895,000	6534	2.5 - 5.0 acres	6.0	5.0	33	21	1	0	254	Lower-middle 25% of properties
Bottom/Fourth	\$ 1,897,000	5295	1.0 - 2.5 acres	5.0	4.5	36	22	1	1	205	Least expensive 25% of properties

Investigate the market in quartiles - where each quartile is 25% of homes ordered by price.

Real-Time Market Profile			Trend
Median List Price	\$ 3,498,000		↑↑
Asking Price Per Square Foot	\$ 508		↔
Average Days on Market (DOM)	241		↑↑
Percent of Properties with Price Decrease	20 %		
Percent Relisted (reset DOM)	11 %		
Percent Flip (price increased)	1 %		
Median House Size (sq ft)	7000		
Median Lot Size	1.0 - 2.5 acres		
Median Number of Bedrooms	6.0		
Median Number of Bathrooms	5.6		
Market Action Index	Strong Buyer's	20.7	↔

↔ No change    ↑↑ Strong upward trend    ↓↓ Strong downward trend  
↑ Slight upward trend    ↓ Slight downward trend

## Price

- While this week the median price in this zip code didn't fluctuate much, we are relatively close to the market's high-water mark. Watch for persistent downward shift in the Market Action Index into the Buyer's zone as a leading indicator of the price strength subsiding.

