



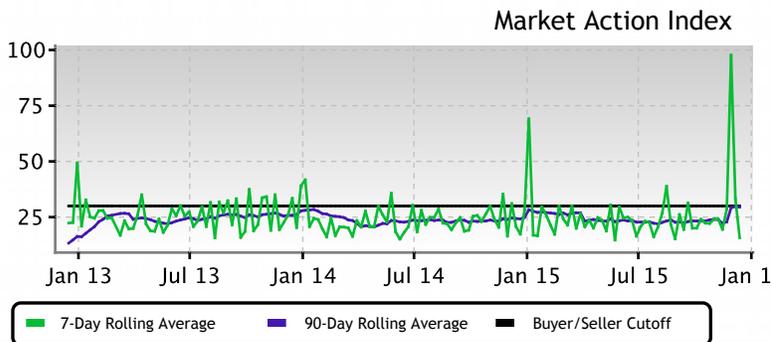
This Week

The median list price in GREAT NECK, NY 11024 this week is \$2,800,000.

Inventory has been decreasing lately but the Market Action Index is falling also. With days-on-market climbing, these are relatively negative implications for the market.

Supply and Demand

- Home sales have been exceeding new inventory for several weeks. Since this is a Buyer's market prices are not yet moving higher as excess inventory is consumed. However, as the supply and demand trends continue, the market moves into the Seller's zone, and we are likely to see upward pressure on pricing.



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	\$ 10,750,000	11256	not available	6.0	5.6	52	13	0	0	132	Most expensive 25% of properties
Upper/Second	\$ 3,900,000	6000	1.0 - 2.5 acres	6.0	5.5	19	13	0	0	182	Upper-middle 25% of properties
Lower/Third	\$ 2,288,000	3948	1.0 - 2.5 acres	5.0	3.8	62	13	0	0	247	Lower-middle 25% of properties
Bottom/Fourth	\$ 843,000	4371	4,501 - 6,500 sqft	3.0	2.0	53	14	0	0	201	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	\$ 2,800,000	↔↔
Asking Price Per Square Foot	\$ 682	↑
Average Days on Market (DOM)	191	↑↑
Percent of Properties with Price Decrease	19 %	
Percent Relisted (reset DOM)	15 %	
Percent Flip (price increased)	2 %	
Median House Size (sq ft)	6000	
Median Lot Size	0.50 - 1.0 acre	
Median Number of Bedrooms	5.0	
Median Number of Bathrooms	4.5	
Market Action Index	Buyer's Advantage 29.5	↑↑

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

Price

- While the median price in this zip code hasn't moved much in the last few weeks, 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.

