



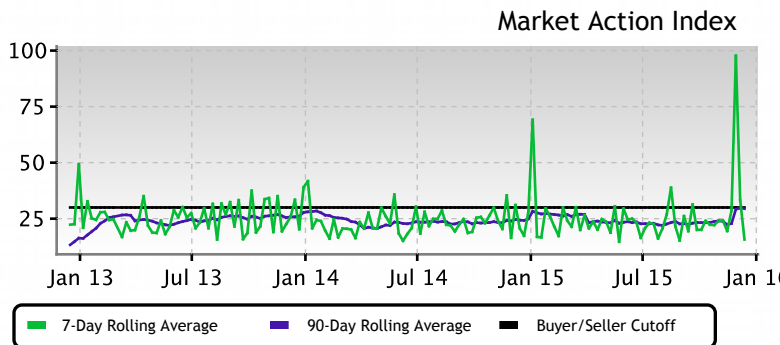
This Week

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

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

| 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 |

| 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.

