



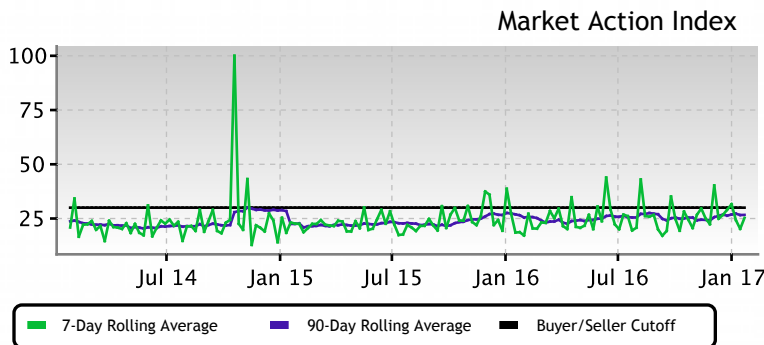
## This Week

The median list price in GLEN HEAD, NY 11545 this week is \$2,588,000.

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

- The market has shown some evidence of slowing recently. Both prices and inventory levels are relatively unchanged in recent weeks. Watch the Market Action Index for changes as it can be a leading indicator for price changes.



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     | \$ 4,996,500 | 10000   | 2.5 - 5.0 acres  | 6.0  | 6.6   | 15  | 26        | 2   | 0        | 267 | Most expensive 25% of properties  |
| Upper/Second  | \$ 3,050,000 | 6954    | 1.0 - 2.5 acres  | 5.0  | 5.5   | 27  | 26        | 2   | 0        | 243 | Upper-middle 25% of properties    |
| Lower/Third   | \$ 1,980,000 | 5010    | 1.0 - 2.5 acres  | 5.0  | 4.5   | 43  | 26        | 3   | 2        | 325 | Lower-middle 25% of properties    |
| Bottom/Fourth | \$ 755,000   | 2220    | 0.25 - 0.50 acre | 4.0  | 2.5   | 68  | 26        | 2   | 3        | 181 | 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                         | \$ 2,588,000      |      | ↔     |
| Asking Price Per Square Foot              | \$ 438            |      | ↓↓    |
| Average Days on Market (DOM)              | 254               |      | ↑↑    |
| Percent of Properties with Price Decrease | 33 %              |      |       |
| Percent Relisted (reset DOM)              | 12 %              |      |       |
| Percent Flip (price increased)            | 4 %               |      |       |
| Median House Size (sq ft)                 | 5758              |      |       |
| Median Lot Size                           | 1.0 - 2.5 acres   |      |       |
| Median Number of Bedrooms                 | 5.0               |      |       |
| Median Number of Bathrooms                | 5.0               |      |       |
| Market Action Index                       | Buyer's Advantage | 26.7 | ↔     |

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

## Price

- We continue to see prices in this zip code bounce around this plateau. Look for a persistent down-shift in the Market Action Index before we see prices deviate from these levels.

