



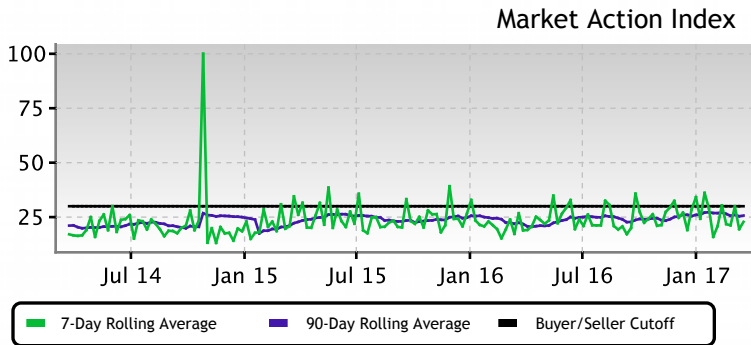
This Week

The median list price in OYSTER BAY, NY 11771 this week is \$1,888,000.

Inventory and days-on-market are both trending higher recently. However, the improving Market Action Index implies some increased demand will temper the negative trends.

Supply and Demand

- In terms of supply and demand, the market is getting cooler - more supply is coming on the market relative to the sales demand. However, in recent weeks prices have been moving higher. Since it is technically a Buyer's market, this price trend may be a result of improved quality (newer, larger) of the homes being listed. Look at the descriptive statistics where you may notice the homes being listed are larger and younger than they have been in the past.



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	\$ 5,346,500	7744	5.0 - 10 acres	6.0	6.0	35	28	1	1	217	Most expensive 25% of properties
Upper/Second	\$ 2,397,500	5200	2.5 - 5.0 acres	5.0	4.5	58	28	1	0	222	Upper-middle 25% of properties
Lower/Third	\$ 1,595,000	4038	1.0 - 2.5 acres	5.0	4.0	43	28	1	0	171	Lower-middle 25% of properties
Bottom/Fourth	\$ 739,000	2247	0.25 - 0.50 acre	4.0	2.5	79	29	1	3	190	Least expensive 25% of properties

Real-Time Market Profile		Trend
Median List Price	\$ 1,888,000	↑↑
Asking Price Per Square Foot	\$ 440	↔↔
Average Days on Market (DOM)	200	↑
Percent of Properties with Price Decrease	18 %	
Percent Relisted (reset DOM)	12 %	
Percent Flip (price increased)	4 %	
Median House Size (sq ft)	4576	
Median Lot Size	1.0 - 2.5 acres	
Median Number of Bedrooms	5.0	
Median Number of Bathrooms	4.0	
Market Action Index	Buyer's Advantage 25.7	↓

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

Price

- You can see that prices in this zip code are marching upward and that we're getting close to the market's all time high. Watch for persistent downward shift in the Market Action Index into the Buyer's zone as a leading indicator of the price strength subsiding.

