

JAIME TINEO'S EXECUTIVE SUMMARY

HARRISON, NY 10528 (CO-OP)
SINGLE FAMILY HOMES

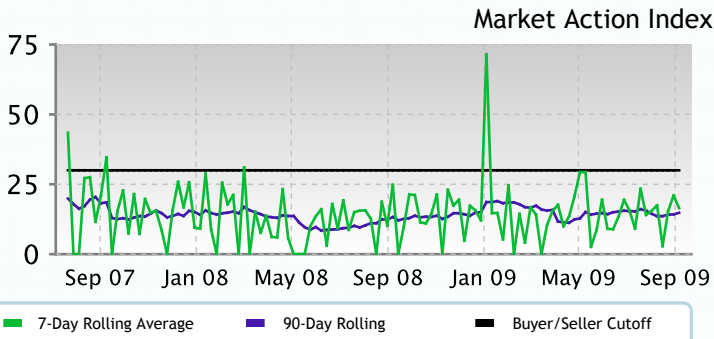
This Week

The median list price in HARRISON, NY 10528 (Co-Op - 6.15/true) (Condo - 1.92/true) (Multiple Unit - null/true) (Single

Inventory has been tightening and days-on-market increasing recently. The Market Action Index has been basically flat, not providing strong indication for market conditions.

Supply and Demand

- The market has settled in at a relative stasis in inventory and sales conditions. It's a Buyer's market that has seen prices trend lower. Expect that consistent up trends in demand will be required before price trends change significantly.



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	Description
Top/First	\$ 2,797,000	5570	1.0 - 2.5 acres	5.0	5.5	58	16	0	2	160	Most expensive 25% of properties
Upper/Second	\$ 1,950,000	4860	1.0 - 2.5 acres	5.0	4.0	56	17	2	1	160	Upper-middle 25% of properties
Lower/Third	\$ 1,399,000	3850	1.0 - 2.5 acres	5.0	4.0	50	17	1	1	156	Lower-middle 25% of properties
Bottom/Fourt	\$ 839,000	2512	10 - 20 acres	4.0	3.0	72	17	1	0	138	Least expensive 25% of properties

Real-Time Market Profile		Trend
Median List Price	\$ 1,649,000	↓↓↓
Asking Price Per Square Foot	\$ 387	↓↓↓
Average Days on Market (DOM)	153	↑↑↑
Percent of Properties with Price Decrease	46 %	
Percent Relisted (reset DOM)	33 %	
Percent Flip (price increased)	13 %	
Median House Size (sq ft)	4120	
Median Lot Size	1.0 - 2.5 acres	
Median Number of Bedrooms	5.0	
Median Number of Bathrooms	4.0	
Market Action	Strong Buyer's	↔↔

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

Price

- Again this week in this zip code we see a downward notch for prices. Pricing has been weak in recent weeks and versus their absolute-high level. At this point, we will be looking for a persistent upward shift in the Market Action Index as a leading indicator for a trough in prices.

