



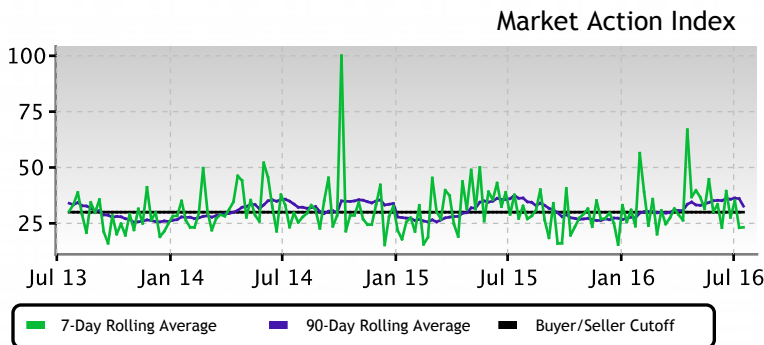
This Week

The median list price in EAST AMHERST, NY 14051 this week is \$375,000.

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 been cooling over time and prices have recently flattened. Despite the consistent decrease in Market Action Index (MAI), we're in a Seller's Market (where significant demand leaves little inventory available). If the MAI begins to climb, prices will likely follow suit. If the MAI drops consistently or falls into the Buyer's zone, watch for downward pressure on prices.



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	\$ 699,900	4521	0.50 - 1.0 acre	4.0	3.5	17	19	0	1	160	Most expensive 25% of properties
Upper/Second	\$ 424,000	2542	8,001 - 10,000 sqft	3.0	2.5	17	19	0	0	128	Upper-middle 25% of properties
Lower/Third	\$ 339,000	2770	0.25 - 0.50 acre	4.0	2.5	29	19	1	2	77	Lower-middle 25% of properties
Bottom/Fourth	\$ 209,900	1988	0.25 - 0.50 acre	3.0	2.5	42	20	2	0	105	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	\$ 375,000	↔↔
Asking Price Per Square Foot	\$ 130	↑
Average Days on Market (DOM)	117	↑
Percent of Properties with Price Decrease	51 %	
Percent Relisted (reset DOM)	14 %	
Percent Flip (price increased)	3 %	
Median House Size (sq ft)	2736	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	2.5	
Market Action Index Seller's Advantage	32.7	↓↓

- ↔↔ 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.

