

## This Week

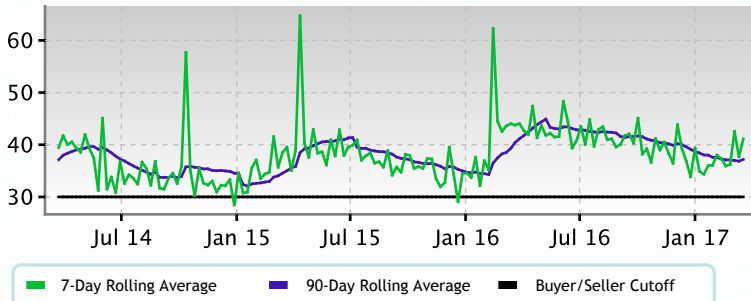
The median list price in PHOENIX, AZ this week is \$320,000.

The Market Action Index has been climbing lately while days-on-market are trending down, these point to a positive near-term outlook for the market.

## Supply and Demand

- In the last few weeks the market has achieved a relative stasis point in terms of sales to inventory. However, inventory is sufficiently low to keep us in the Seller's Market zone so watch changes in the MAI. If the market heats up, prices are likely to resume an upward climb.

Market Action Index



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	\$ 700,000	3393	0.25 - 0.50 acre	4.0	3.5	22	1035	85	65	120	Most expensive 25% of properties
Upper/Second	\$ 390,000	2321	8,001 - 10,000 sqft	4.0	2.5	23	1036	119	131	81	Upper-middle 25% of properties
Lower/Third	\$ 259,900	1763	6,501 - 8,000 sqft	3.0	2.0	29	1036	153	142	65	Lower-middle 25% of properties
Bottom/Fourth	\$ 170,000	1407	6,501 - 8,000 sqft	3.0	2.0	46	1036	179	198	63	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	\$ 320,000	↔
Asking Price Per Square Foot	\$ 156	↔
Average Days on Market (DOM)	82	↘
Percent of Properties with Price Decrease	43 %	
Percent Relisted (reset DOM)	6 %	
Percent Flip (price increased)	5 %	
Median House Size (sq ft)	2033	
Median Lot Size	6,501 - 8,000 sqft	
Median Number of Bedrooms	3.0	
Median Number of Bathrooms	2.0	
Market Action Index Seller's Advantage	37.2	↔

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

## Price

- The market is hovering around this plateau. Look for a persistent change in the Market Action Index before we see prices deviate from these levels.

Price Trends

