



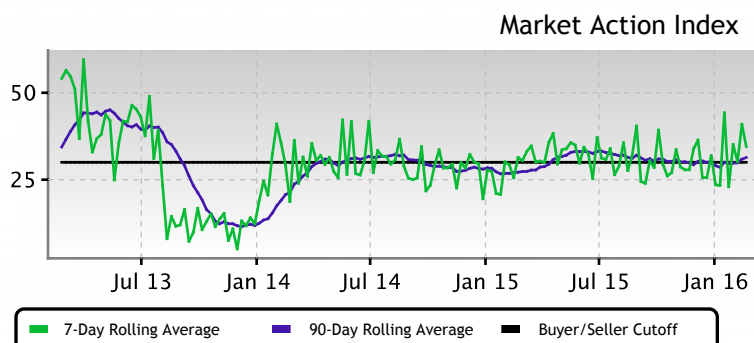
This Week

The median list price in PHOENIX, AZ 85085 this week is \$414,000.

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

- Home sales continue to outstrip supply and the Market Action Index has been moving higher for several weeks. This is a Seller's market so watch for upward pricing pressure in the near future if the trend continues.



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	\$ 550,000	3454	0.25 - 0.50 acre	4.0	3.5	10	39	1	2	120	Most expensive 25% of properties
Upper/Second	\$ 447,000	3183	8,001 - 10,000 sqft	4.0	3.5	10	40	3	2	125	Upper-middle 25% of properties
Lower/Third	\$ 366,970	2832	6,501 - 8,000 sqft	4.0	2.5	8	40	2	2	122	Lower-middle 25% of properties
Bottom/Fourth	\$ 287,400	2162	4,501 - 6,500 sqft	3.0	2.5	11	40	6	9	56	Least expensive 25% of properties

Real-Time Market Profile			Trend
Median List Price	\$ 414,000		↔↔
Asking Price Per Square Foot	\$ 138		↔↔
Average Days on Market (DOM)	106		↕↕
Percent of Properties with Price Decrease	48 %		
Percent Relisted (reset DOM)	6 %		
Percent Flip (price increased)	6 %		
Median House Size (sq ft)	3006		
Median Lot Size	8,001 - 10,000 sqft		
Median Number of Bedrooms	4.0		
Median Number of Bathrooms	3.0		
Market Action Index	Seller's Advantage	31.4	↑↑

↔↔ 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.

