

GREYSTONE TITLE AGENCY'S MARKET UPDATE

GILBERT, AZ

- **Current Real Estate Market Conditions for Single Family Homes**
- **Trends in Pricing**
- **Current Levels of Supply and Demand**
- **Value Metrics**

- **Report for the week of
February 29, 2016**

- **Presented by Shane Sauer**
Greystone Title Agency
www.GreystoneTitle.com
(480) 624.4394

**GREYSTONE
TITLE AGENCY**

This Week

- The median list price in GILBERT, AZ this week is \$335,000. The 975 properties have been on the market for an average of 87 days.

Inventory is tightening and days-on-market is falling. The Market Action Index shows demand heating up. These are relatively bullish signs for prices.

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.

Real-Time Market Profile		Trend
Median List Price	\$ 335,000	↔
Average List Price	\$ 396,937	
Asking Price Per Square Foot	\$ 141	↔
Average Days on Market (DoM)	87	↓↓
Inventory of Properties Listed	975	↓↓
Most Expensive Listing	\$ 2,290,000	
Least Expensive Listing	\$ 167,000	
Average Age of Listing	14	
Percent of Properties with Price Decrease	44 %	
Percent Relisted (reset DOM)	5 %	
Percent Flip (price increased)	6 %	
Median House Size (sq ft)	2439	
Median Lot Size	6,501 - 8,000 sqft	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	2.5	

Altos Research Value Statistics		
Market Action Index	Seller's Advantage	38.3 ↑↑
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 a seller's advantage. Below 30, conditions give the advantage to the buyer.		

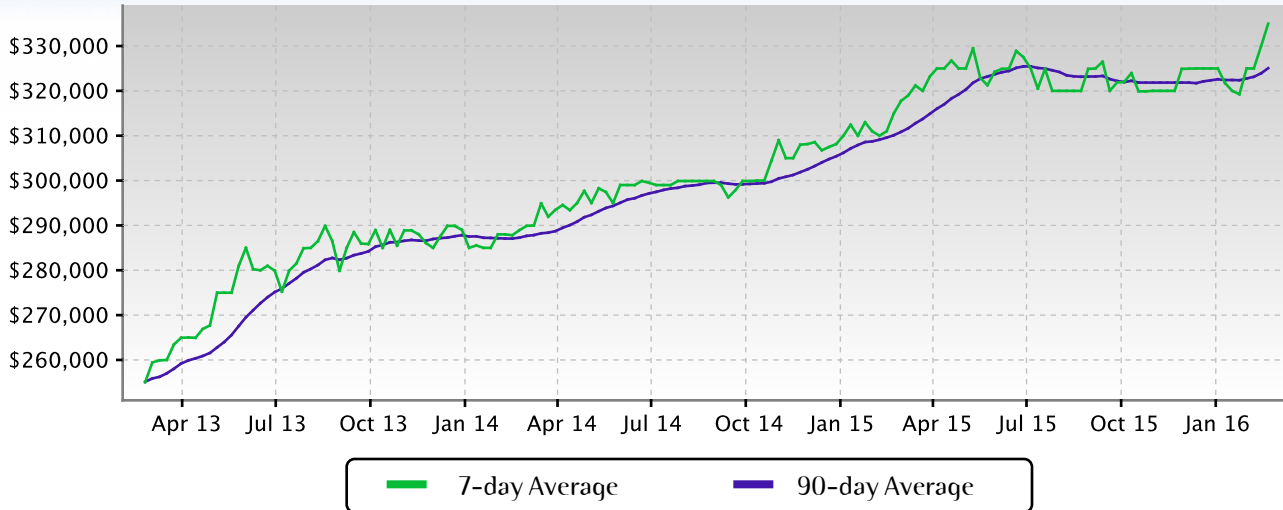
Trend Key: ↑↑ Strong upward trend ↓↓ Strong downward trend
 ↔ No change ↑ Slight upward trend ↓ Slight downward trend

Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 593,999	3771	0.25 - 0.50 acre	5.0	3.5	12	243	23	23	130	Most expensive 25% of properties
Upper/Second	\$ 379,900	2878	8,001 - 10,000 sqft	4.0	3.0	13	244	29	27	96	Upper-middle 25% of properties
Lower/Third	\$ 299,900	2220	6,501 - 8,000 sqft	4.0	2.5	13	244	44	47	69	Lower-middle 25% of properties
Bottom/Fourth	\$ 234,900	1650	4,501 - 6,500 sqft	3.0	2.0	15	244	65	91	52	Least expensive 25% of properties

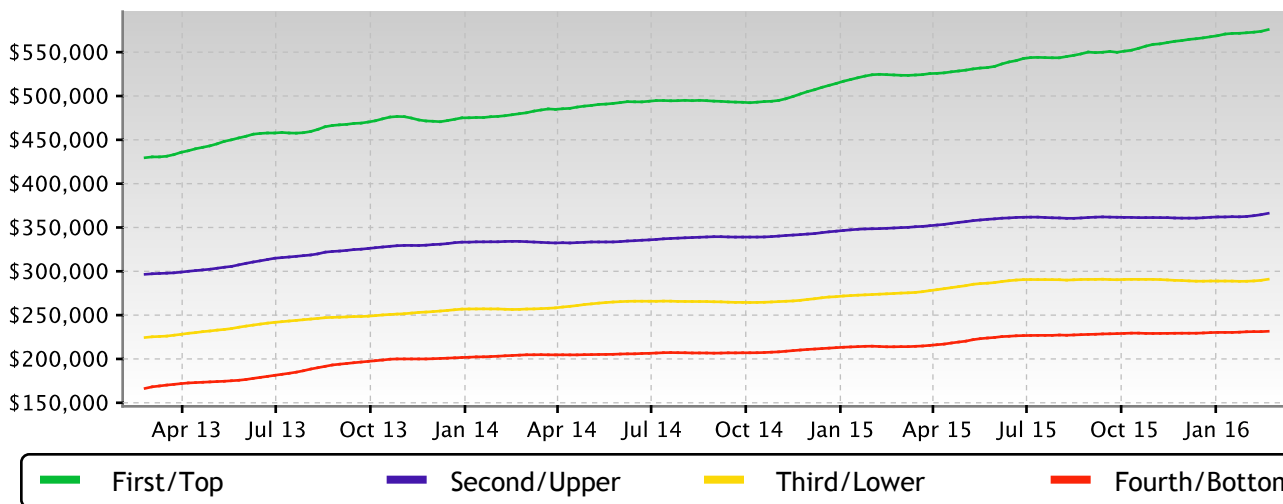
Median Price

Prices are climbing and we're nearing the market's all time high so watch the Market Action Index as an indicator of how long this trend will last.



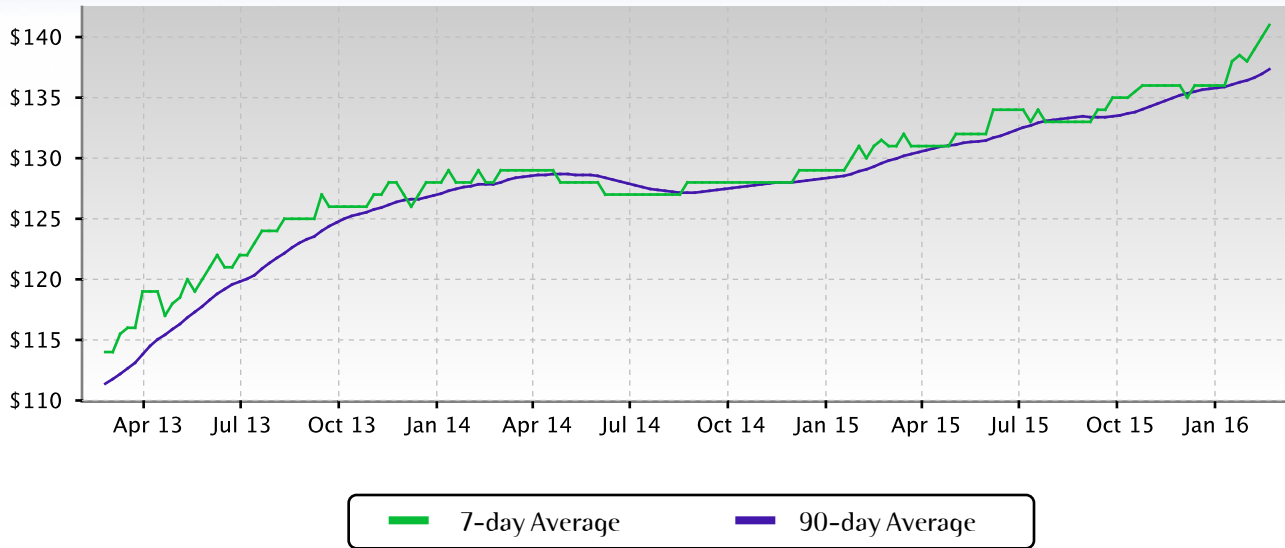
Quartile Prices

Prices have settled at a price plateau across the board. Prices in all four quartiles are basically mixed. Look for a persistent shift (up or down) in the Market Action Index before prices move from these current levels.



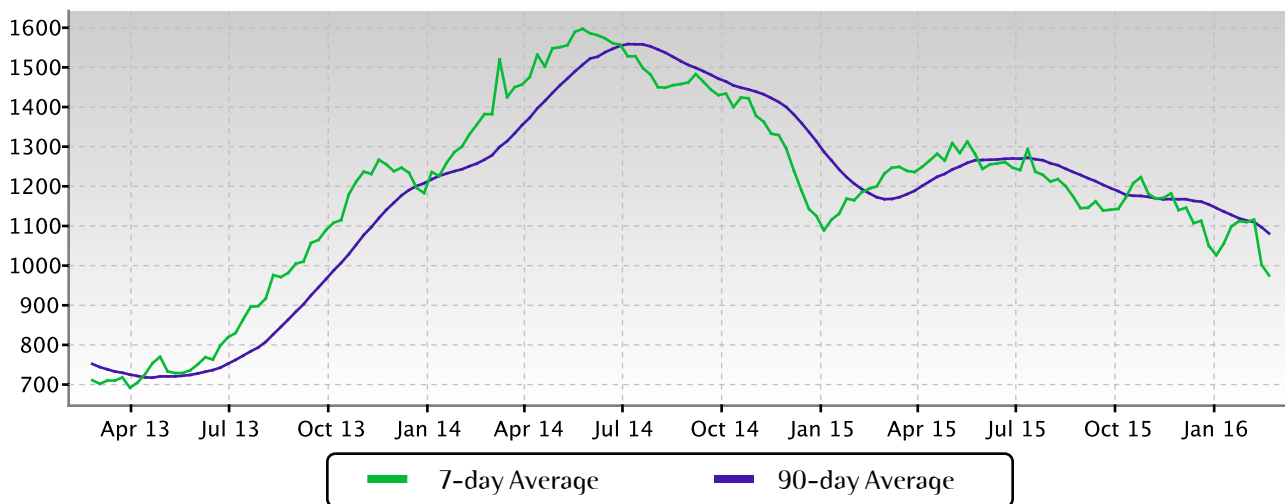
Price per Square Foot

In a market where prices are rising mildly, price per square foot is essentially flat. This often implies that new homes coming on the market are pricier, and also larger than older homes. As a result the value one can buy stays the same.



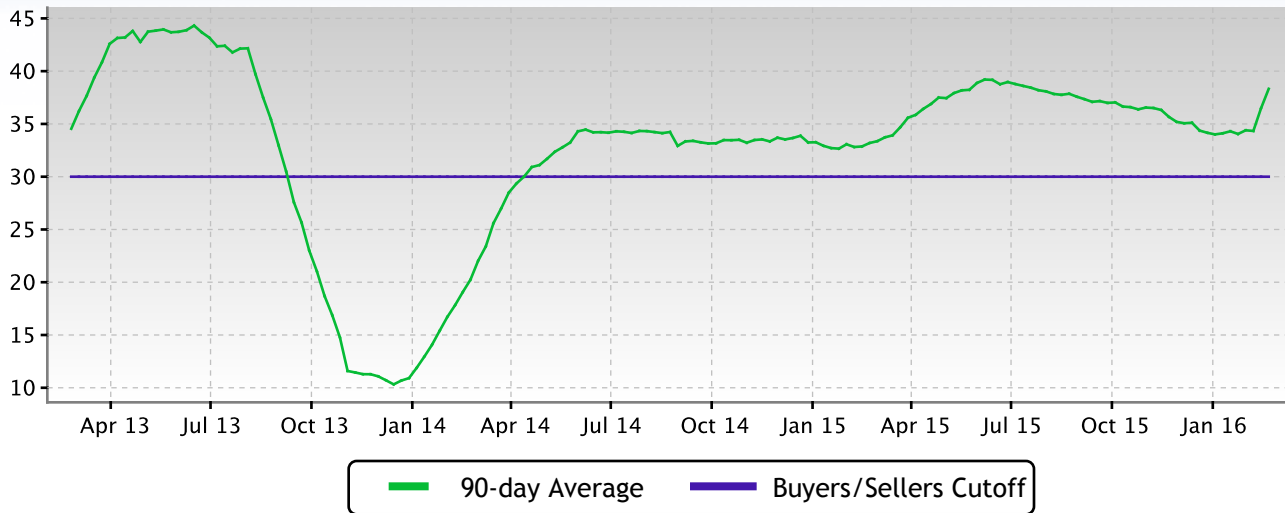
Inventory of Properties Listed for Sale

Inventory has been falling in recent weeks. Note that declining inventory alone does not signal a strengthening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is changing with the available supply.



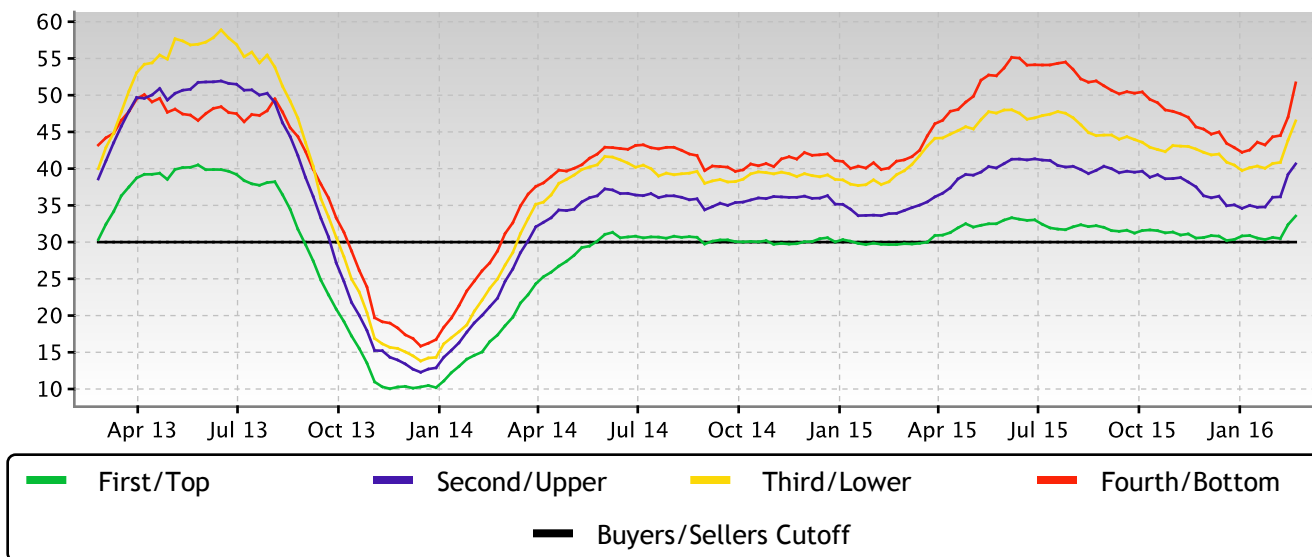
Market Action Index

The GILBERT market is currently in the Seller's Advantage zone (greater than 30). The 90-day Market Action Index stands at 38.33 which indicates that demand is strong and available supply of homes gets snapped up relatively quickly.



Market Action Index per Quartile

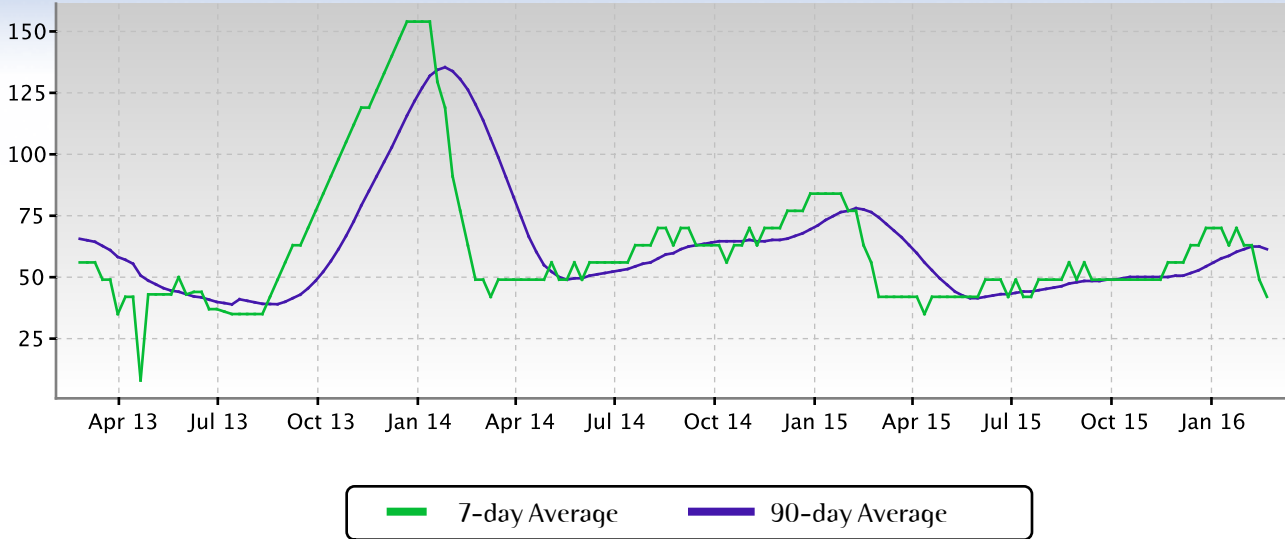
Not surprisingly, all segments in the market are showing high levels of demand. Watch the quartiles for changes before the whole market changes. Often one end of the market (e.g. the high-end) will weaken before the rest of the market and signal a slowdown for the whole group.



Residential house prices are a function of supply and demand, and market conditions can be characterized by analyzing those factors. Watch this index for sustained changes: if the index falls into the Buyer's Advantage zone (below 30) for a long period, prices are likely in for a downward correction.

Days on Market

The properties have been on the market for an average of 87 days. Half of the listings have come newly on the market in the past 42 or so days.



Days on Market per Quartile

It is not uncommon for the higher priced homes in an area to take longer to sell than those in the lower quartiles.

