

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
June 20, 2016**

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**GREYSTONE
TITLE AGENCY**

This Week

- The median list price in GILBERT, AZ this week is \$354,000. The 1055 properties have been on the market for an average of 70 days.

The Market Action Index has been trending down lately, while inventory and days-on-market are climbing. The trends imply a weakening 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.

Real-Time Market Profile		Trend
Median List Price	\$ 354,000	↔
Average List Price	\$ 414,130	
Asking Price Per Square Foot	\$ 144	↔
Average Days on Market (DoM)	70	↑↑
Inventory of Properties Listed	1055	↑↑
Most Expensive Listing	\$ 2,399,000	
Least Expensive Listing	\$ 164,999	
Average Age of Listing	13	
Percent of Properties with Price Decrease	46 %	
Percent Relisted (reset DOM)	6 %	
Percent Flip (price increased)	6 %	
Median House Size (sq ft)	2537	
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	Strong Seller's	47.5	↔
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.			

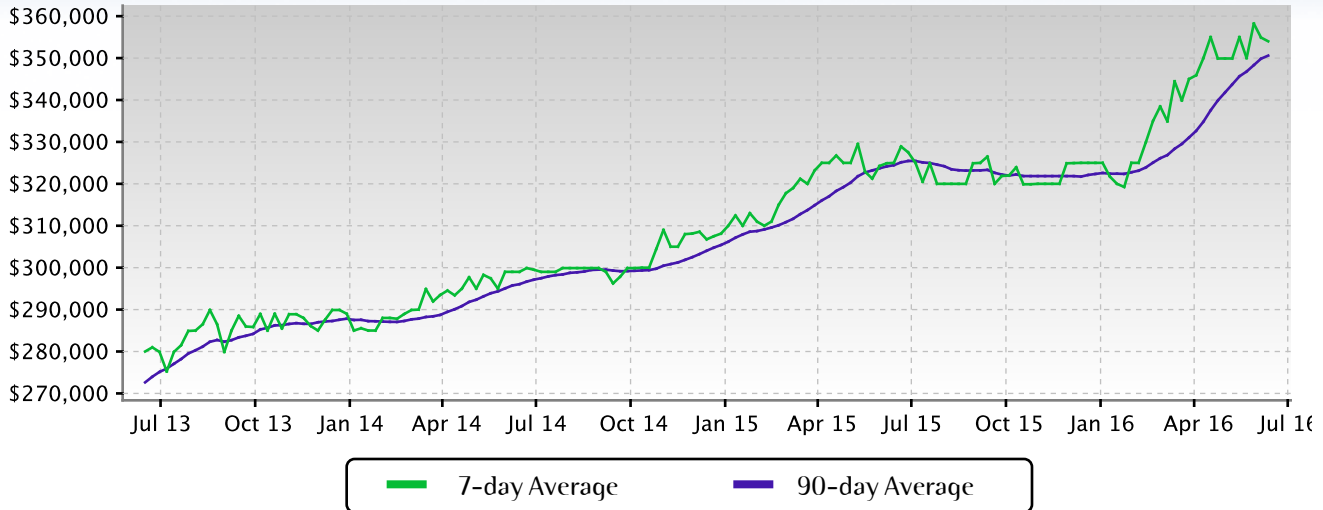
Trend Key: ↑↑ Strong upward trend ↓↓ Strong downward trend
 ↔ No change ↑ Slight upward trend ↓ Slight downward trend

Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 590,000	3811	0.50 - 1.0 acre	4.0	3.5	12	263	18	13	118	Most expensive 25% of properties
Upper/Second	\$ 399,883	2910	8,001 - 10,000 sqft	4.0	3.0	12	264	33	34	64	Upper-middle 25% of properties
Lower/Third	\$ 314,900	2294	6,501 - 8,000 sqft	4.0	2.5	14	264	40	50	58	Lower-middle 25% of properties
Bottom/Fourth	\$ 240,000	1692	4,501 - 6,500 sqft	3.0	2.0	14	264	86	73	39	Least expensive 25% of properties

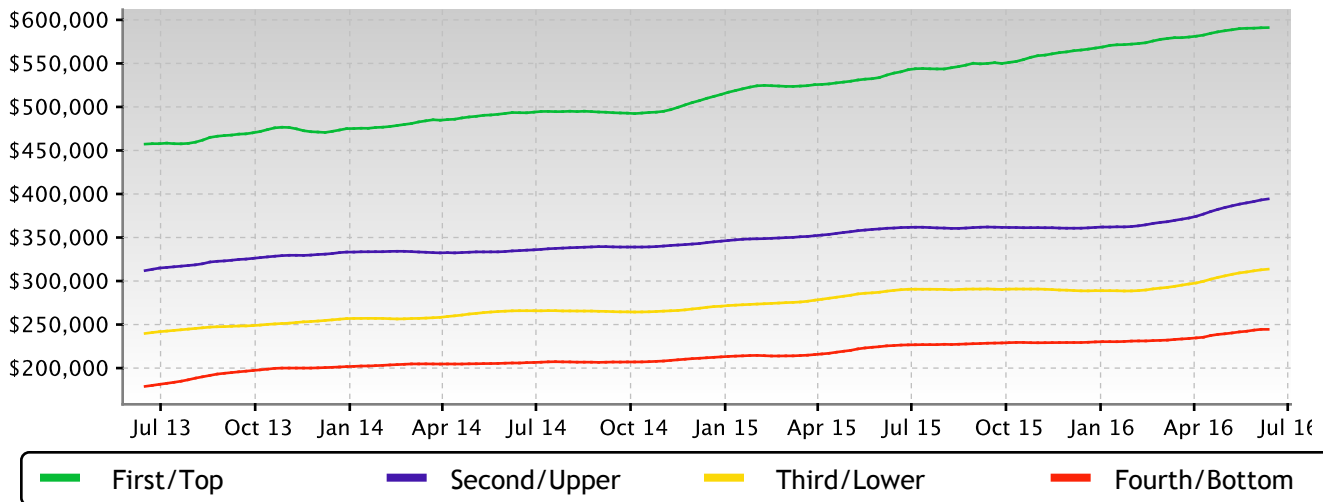
Median Price

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



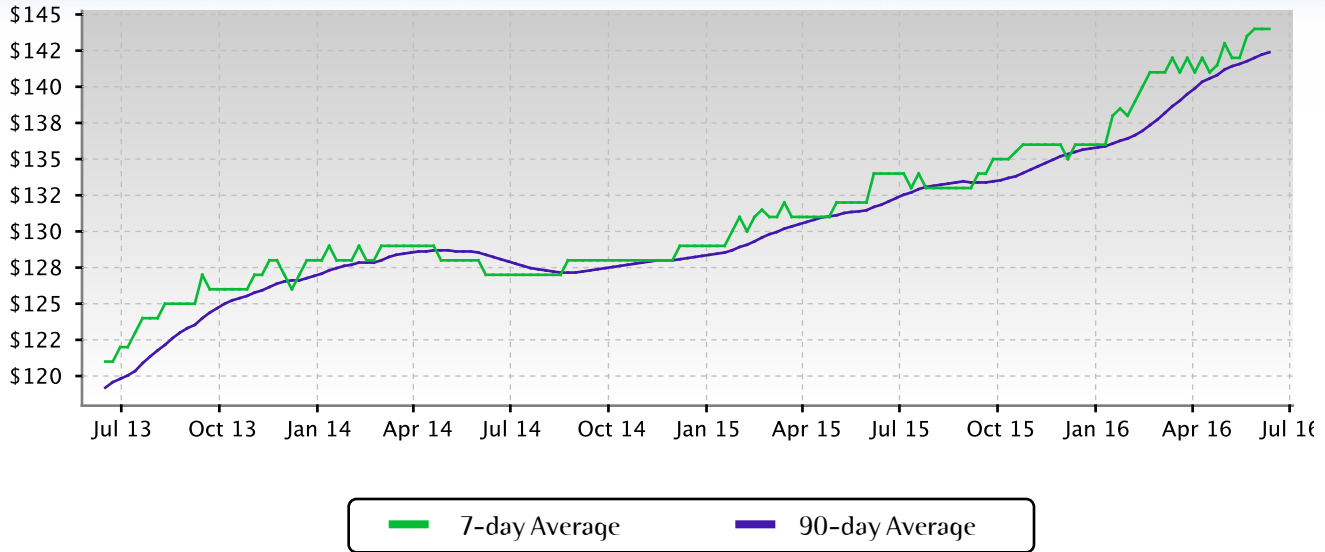
Quartile Prices

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.



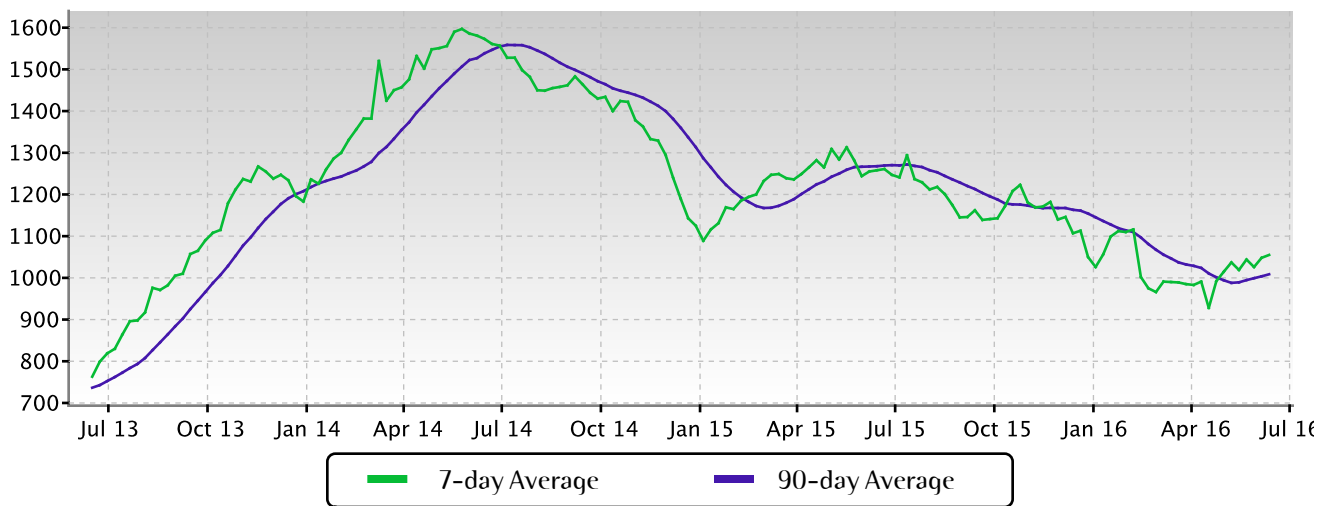
Price per Square Foot

The market plateau is seen across the price and value. The price per square foot and median list price have both been reasonably stagnant. Watch the Market Action Index for persistent changes as a leading indicator before the market moves from these levels.



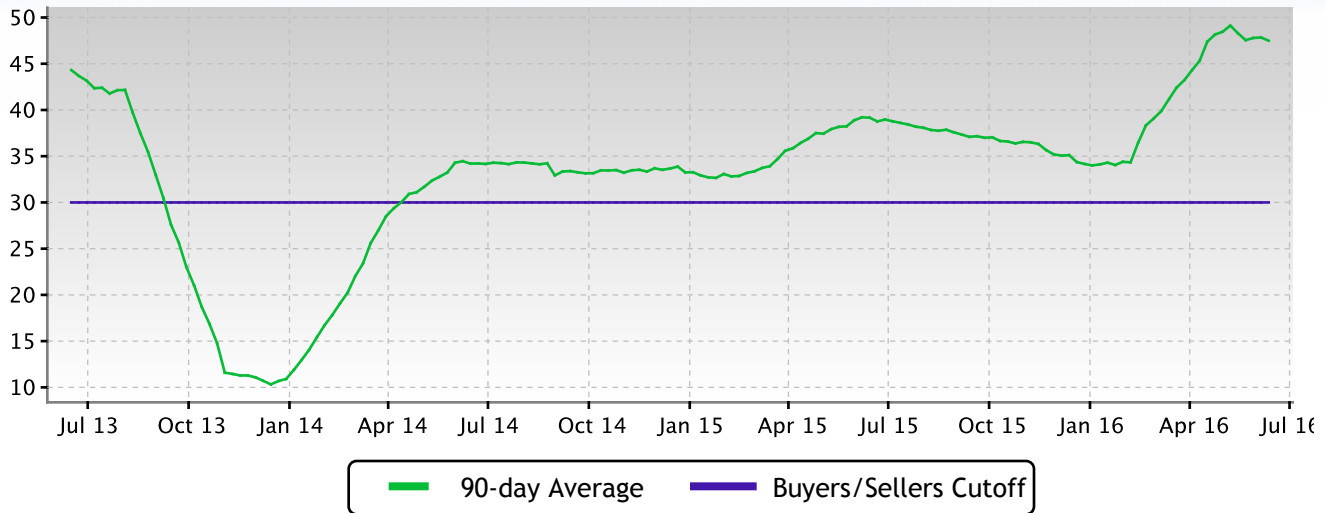
Inventory of Properties Listed for Sale

Inventory has been climbing lately. Note that rising inventory alone does not signal a weakening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is keeping up with available supply.



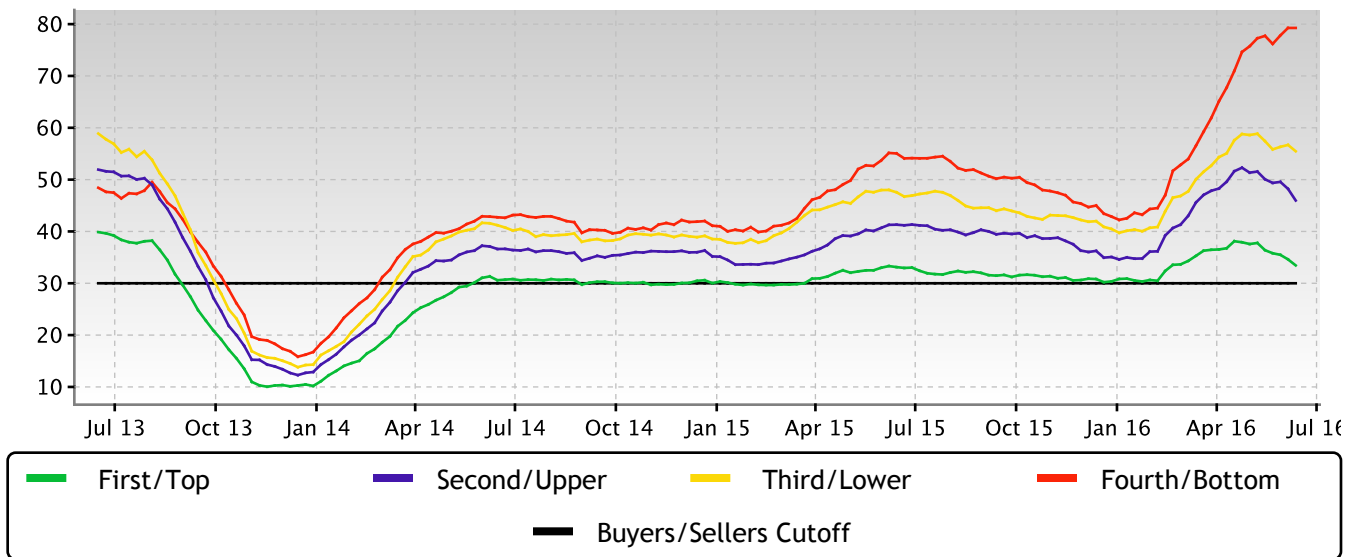
Market Action Index

The GILBERT market is currently quite strongly in the Seller's Advantage zone (greater than 30). The 90-day Market Action Index stands at 47.48; indicating very little supply relative to the demand.



Market Action Index per Quartile

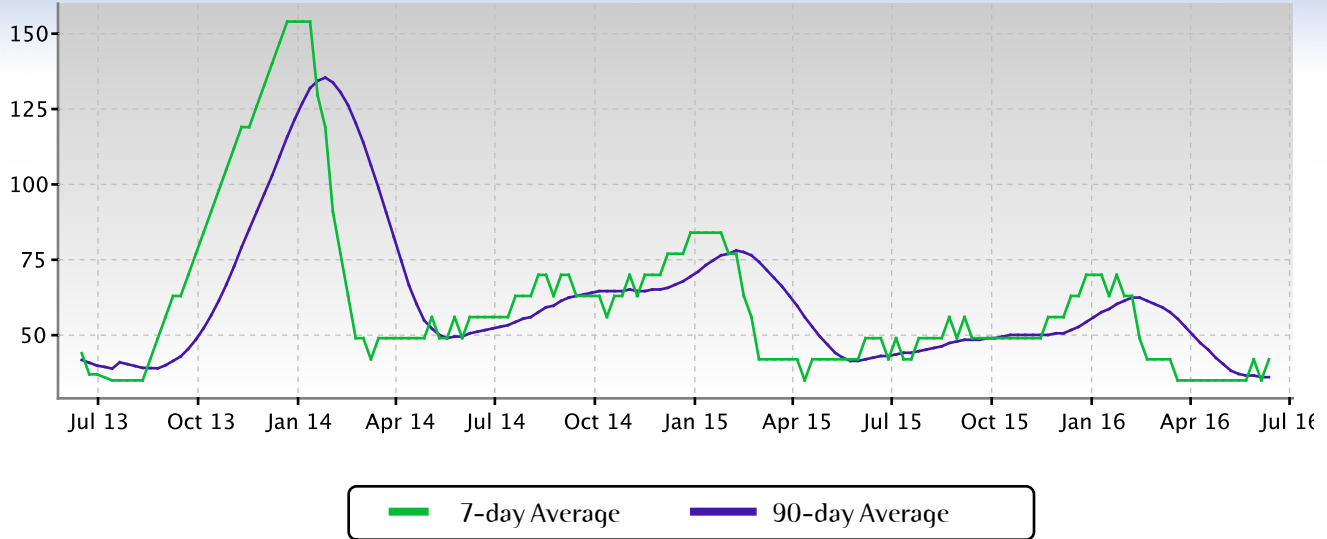
Not surprisingly, all segments in the market are showing high levels of demand. Watch the quartiles for changes before the whole market changes. Often one end of the market (e.g. the high-end) will weaken before the rest of the market and signal a slowdown for the whole group.



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 70 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.

