

GREYSTONE TITLE AGENCY'S MARKET UPDATE

CHANDLER, 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
August 15, 2016

- Presented by Shane Sauer
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**GREYSTONE
TITLE AGENCY**

This Week

- The median list price in CHANDLER, AZ this week is \$350,000. The 1025 properties have been on the market for an average of 80 days.

Inventory has been lightening lately and the Market Action Index has been trending up. These are mildly positive indications for the market.

Supply and Demand

- The market remains in a relative stasis in terms of sales to inventory. Prices have not been moving higher for several weeks. 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 persistently, prices are likely to resume an upward climb.

Real-Time Market Profile

		Trend
Median List Price	\$ 350,000	↔
Average List Price	\$ 414,717	
Asking Price Per Square Foot	\$ 151	↔
Average Days on Market (DoM)	80	↔
Inventory of Properties Listed	1025	↓↓
Most Expensive Listing	\$ 5,295,000	
Least Expensive Listing	\$ 84,500	
Average Age of Listing	18	
Percent of Properties with Price Decrease	50 %	
Percent Relisted (reset DOM)	6 %	
Percent Flip (price increased)	6 %	
Median House Size (sq ft)	2350	
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 41.8 ↔

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	\$ 574,970	3816	0.25 - 0.50 acre	4.5	3.5	12	256	19	24	108
Upper/Second	\$ 399,825	2761	8,001 - 10,000 sqft	4.0	3.0	13	256	20	25	79
Lower/Third	\$ 309,900	2110	6,501 - 8,000 sqft	4.0	2.0	18	256	46	26	69
Bottom/Fourth	\$ 234,900	1521	6,501 - 8,000 sqft	3.0	2.0	28	257	47	45	65

Most expensive 25% of properties

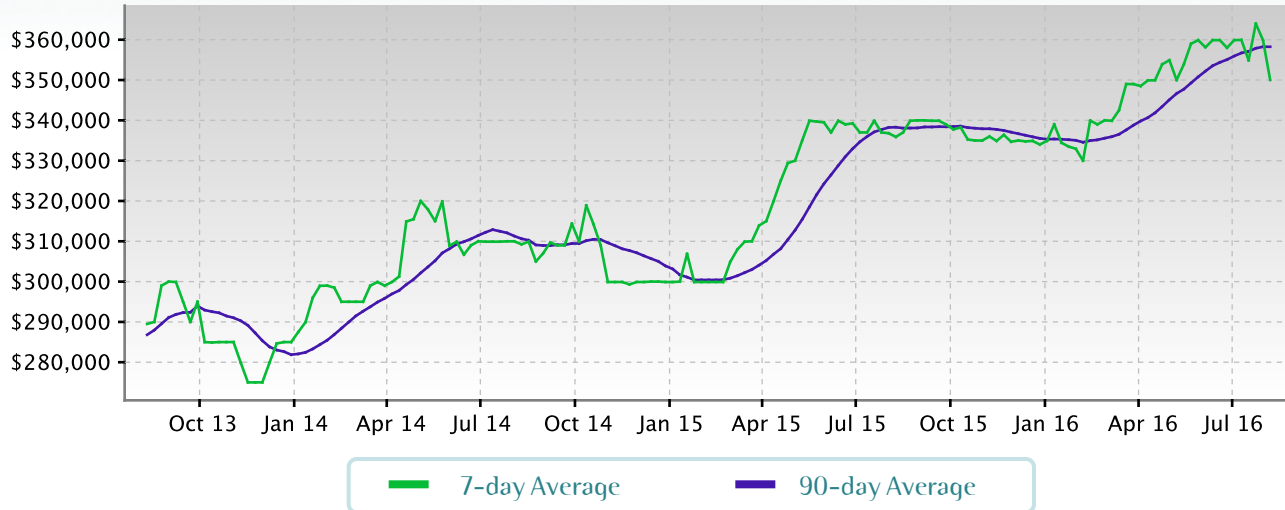
Upper-middle 25% of properties

Lower-middle 25% of properties

Least expensive 25% of properties

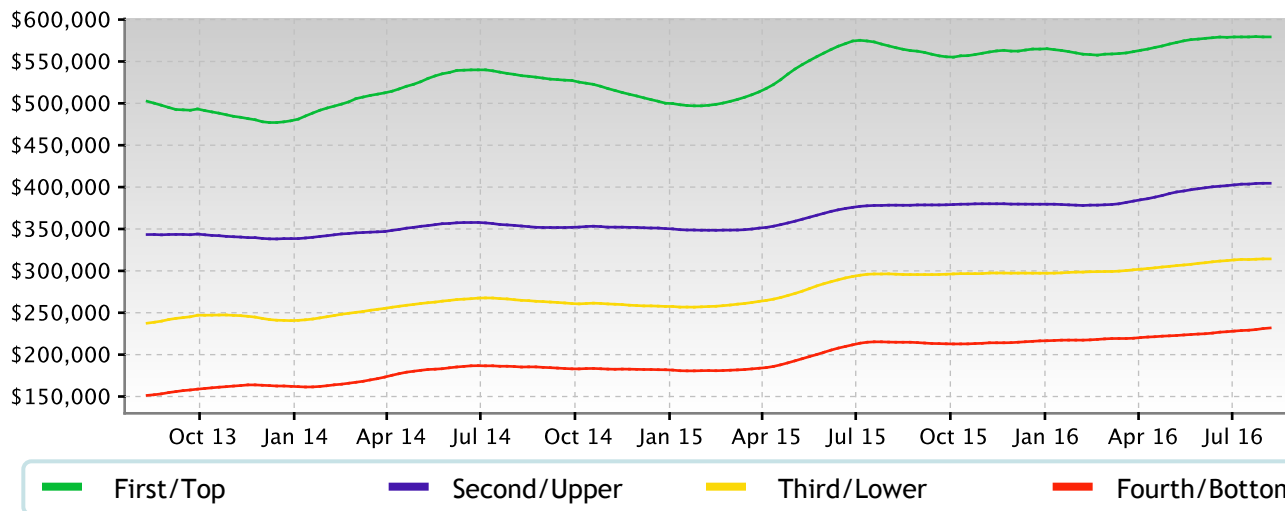
Median Price

The market appears to be hovering around this plateau. This week prices eased down a bit. The Market Action Index is a good leading indicator for the durability of this shift.



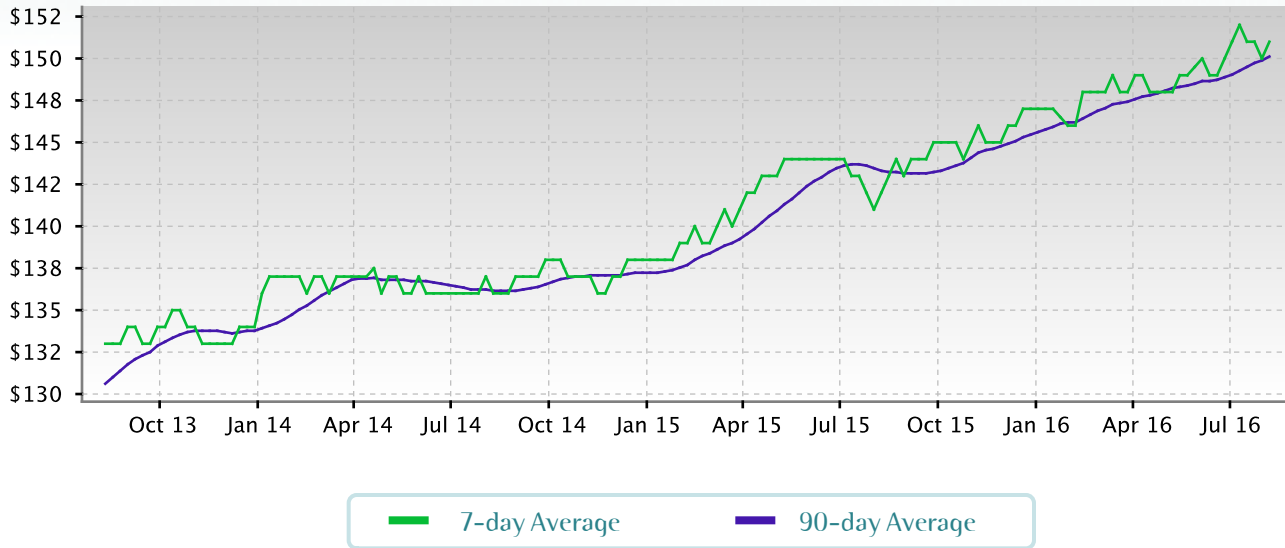
Quartile Prices

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.



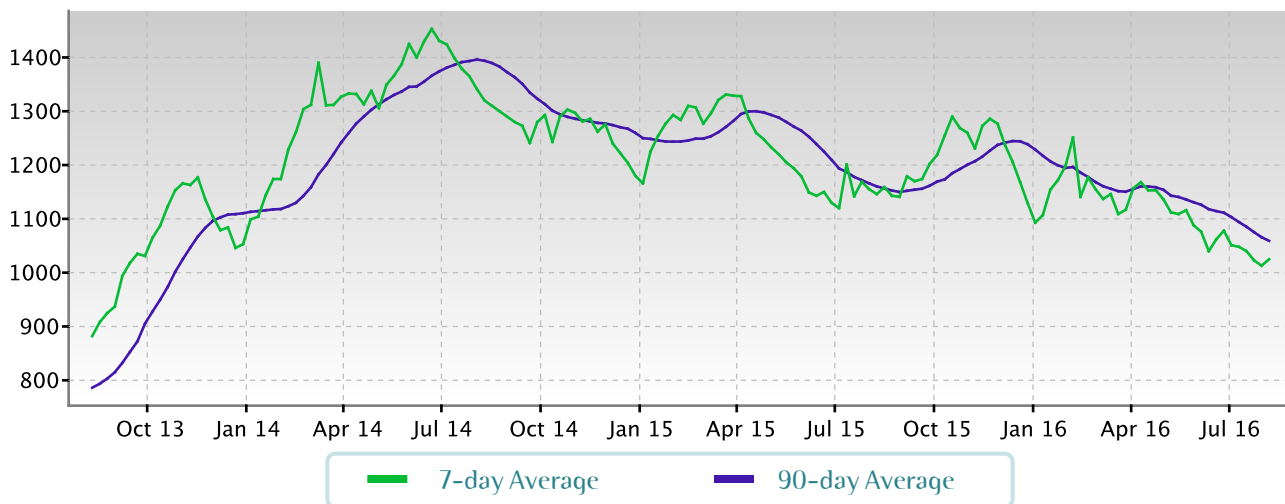
Price per Square Foot

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.



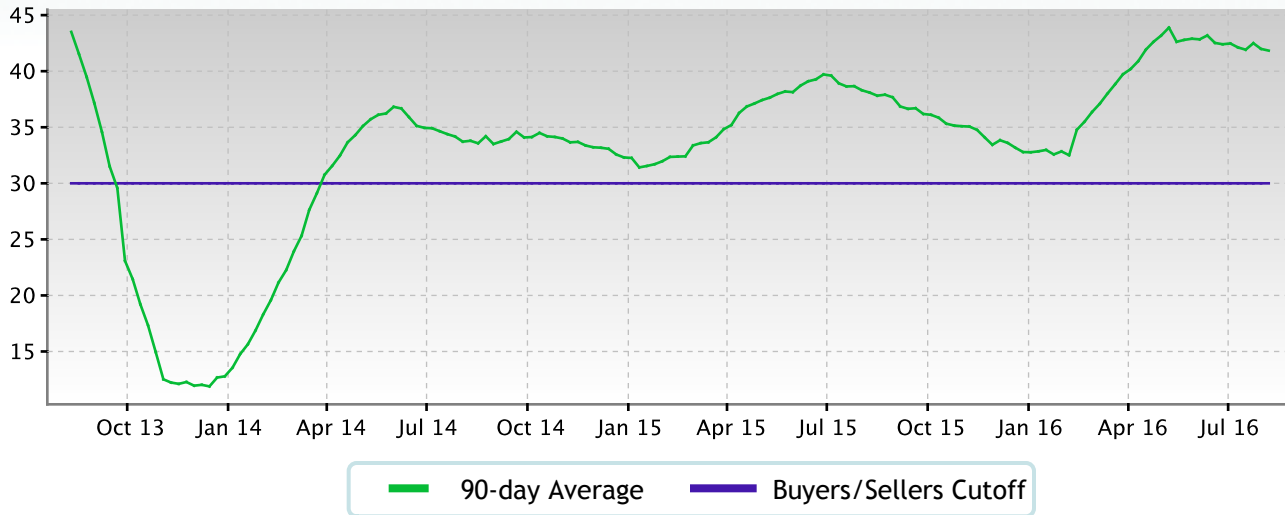
Inventory of Properties Listed for Sale

Inventory has been 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.



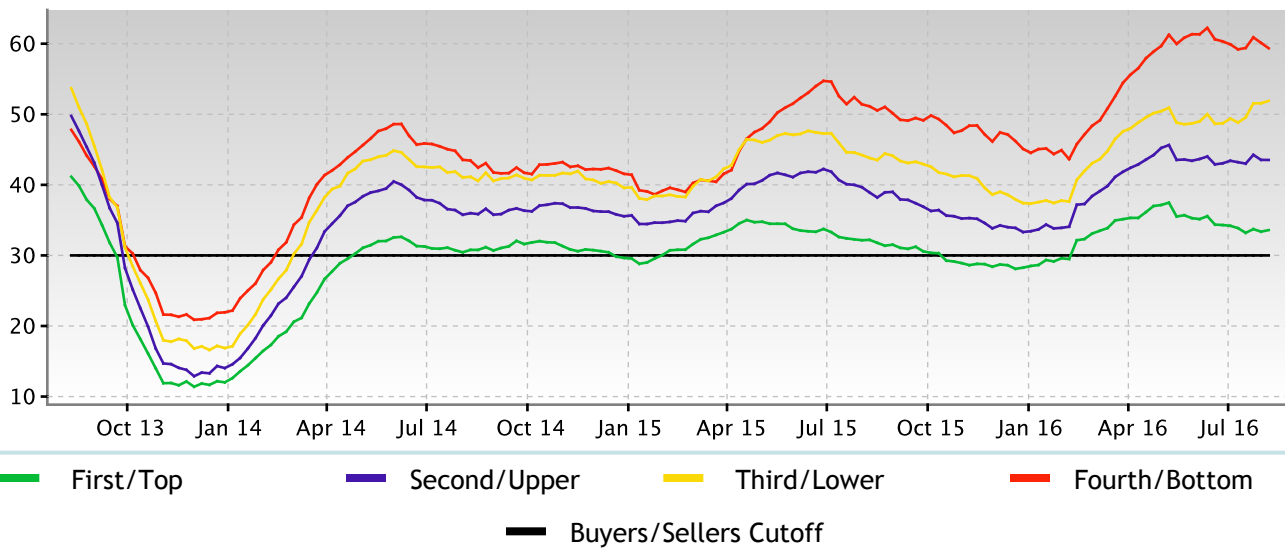
Market Action Index

The CHANDLER market is currently in the Seller's Advantage zone (greater than 30). The 90-day Market Action Index stands at 41.84 which indicates that demand is strong and available supply of homes gets snapped up relatively quickly.



Market Action Index per Quartile

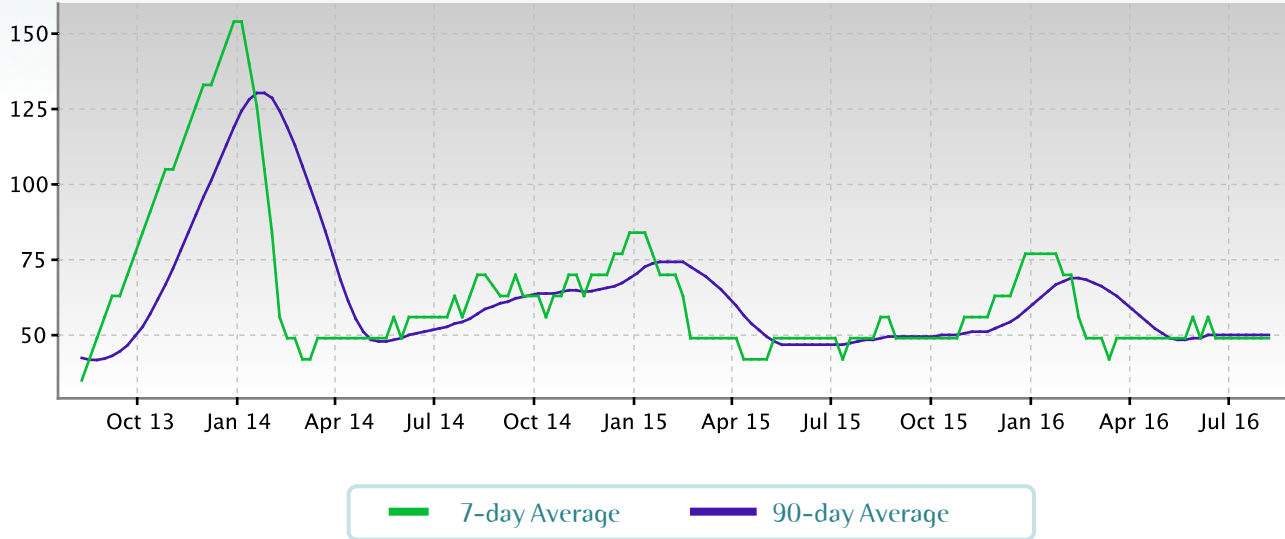
Not surprisingly, all segments in the market are showing high levels of demand. Watch the quartiles for changes before the whole market changes. Often one end of the market (e.g. the high-end) will weaken before the rest of the market and signal a slowdown for the whole group.



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.

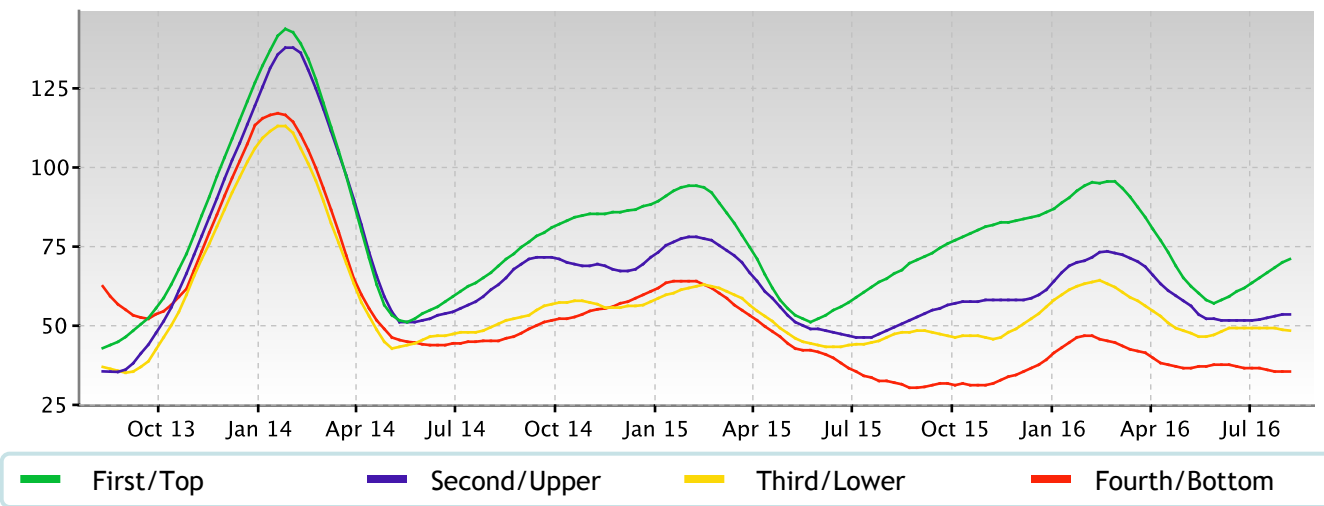
Days on Market

The properties have been on the market for an average of 80 days. Half of the listings have come newly on the market in the past 49 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.



This Week

- The median list price in CHANDLER, AZ 85225 this week is \$275,000. The 135 properties have been on the market for an average of 68 days.

With inventory and days-on-market basically unchanged and the Market Action Index increasing, the market is not sending strong directional signal for the near-term outlook.

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	\$ 275,000	↔
Average List Price	\$ 320,826	
Asking Price Per Square Foot	\$ 143	↓
Average Days on Market (DoM)	68	↔
Inventory of Properties Listed	135	↔
Most Expensive Listing	\$ 1,875,000	
Least Expensive Listing	\$ 84,500	
Average Age of Listing	26	
Percent of Properties with Price Decrease	50 %	
Percent Relisted (reset DOM)	6 %	
Percent Flip (price increased)	4 %	
Median House Size (sq ft)	1925	
Median Lot Size	6,501 - 8,000 sqft	
Median Number of Bedrooms	3.0	
Median Number of Bathrooms	2.0	

Altos Research Value Statistics

Market Action Index Strong Seller's 53.0 ↔

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.

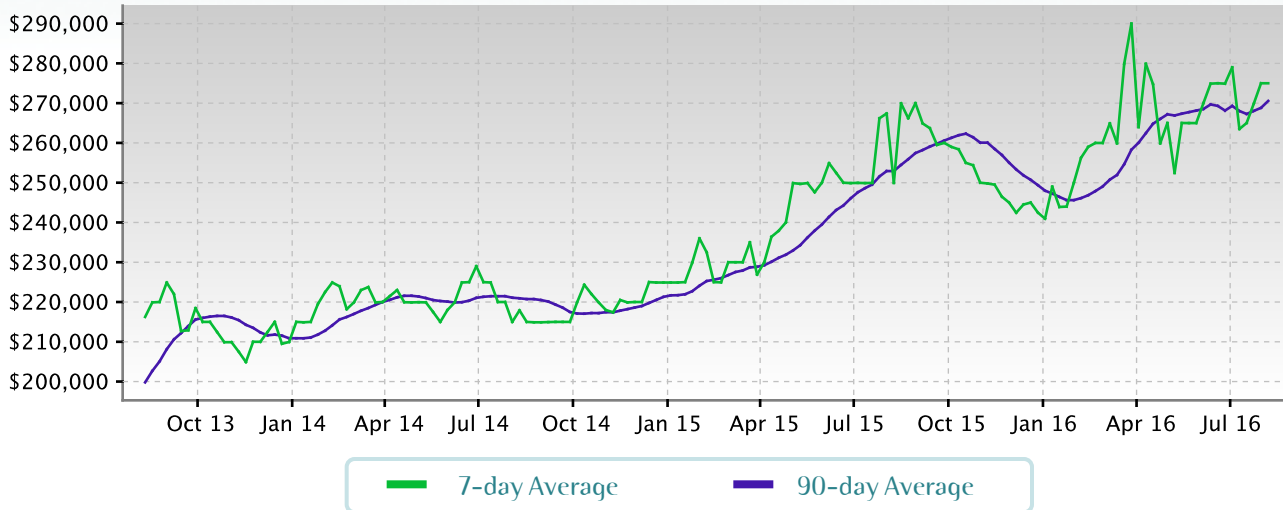
Trend Key: ↑↑ Strong upward trend ↓↓ Strong downward trend
 ↔ No change ↑ Slight upward trend ↓ Slight downward trend

Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 409,900	3076	8,001 - 10,000 sqft	4.0	3.0	16	33	4	4	112	Most expensive 25% of properties
Upper/Second	\$ 292,400	2139	6,501 - 8,000 sqft	4.0	2.0	21	34	4	3	54	Upper-middle 25% of properties
Lower/Third	\$ 252,450	1692	6,501 - 8,000 sqft	3.0	2.0	22	34	12	12	62	Lower-middle 25% of properties
Bottom/Fourth	\$ 204,750	1312	6,501 - 8,000 sqft	3.0	2.0	43	34	8	9	44	Least expensive 25% of properties

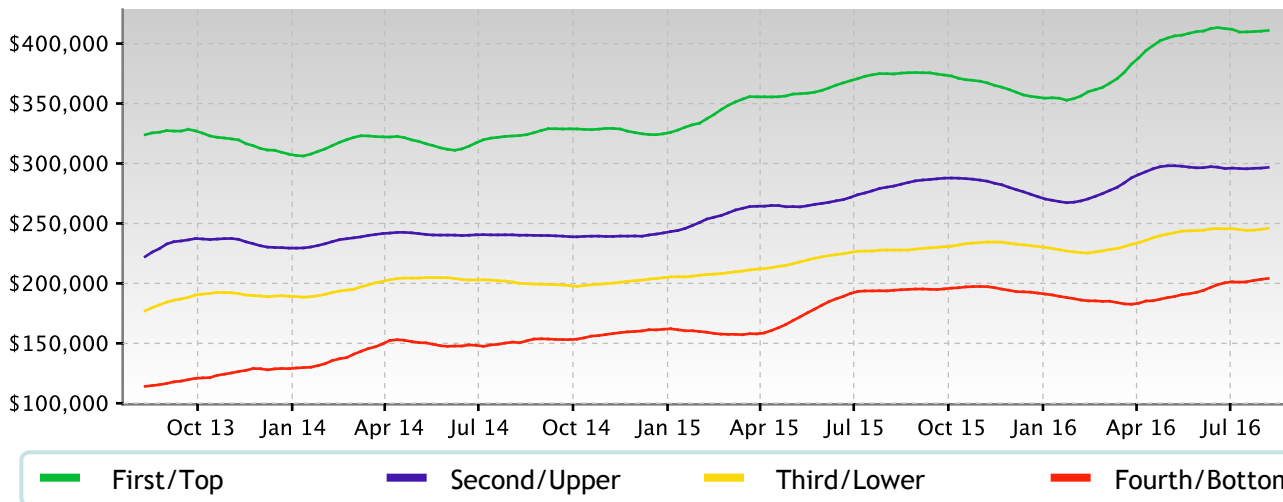
Median Price

Though in this zip code this week saw relatively little price change from last week, the market seems to be show some signs of strength. Keep an eye on the Market Action Index to see if this short-term trend can establish itself over the coming months.



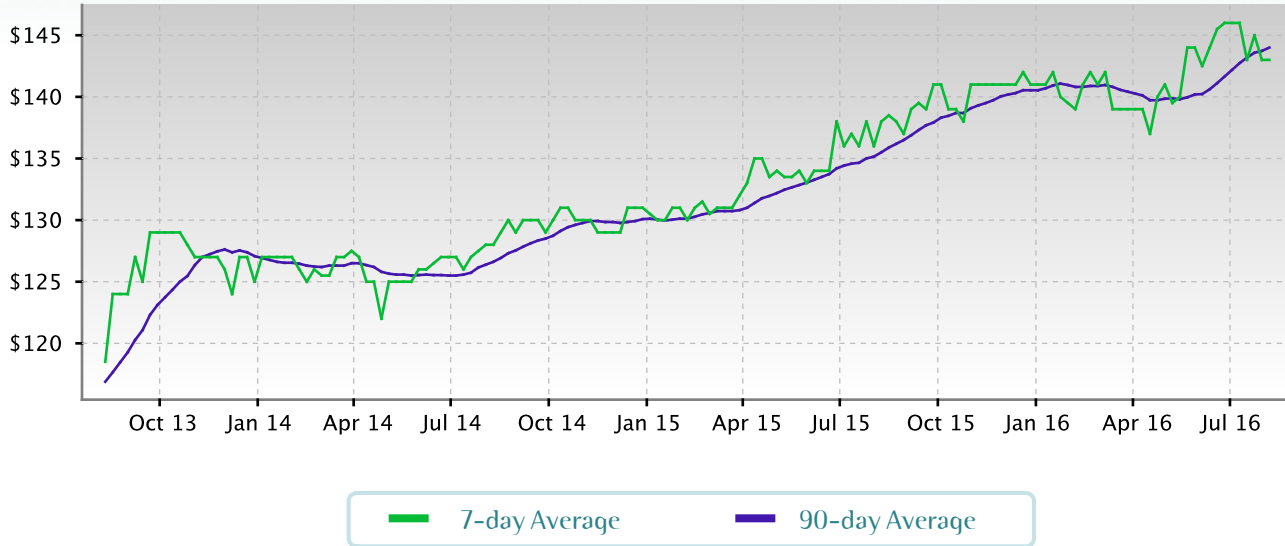
Quartile Prices

In the quartile market segments, we see prices in this zip code 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.



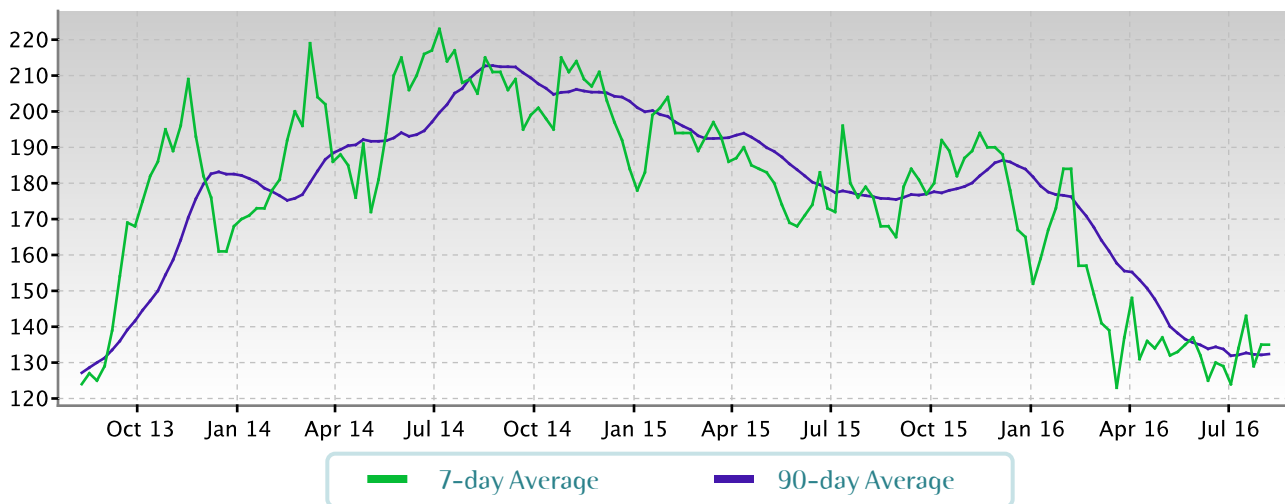
Price per Square Foot

This is a market where watching the value metrics (like price per square foot) can provide insight that you don't get at first glance. Home prices are rising a bit recently and the price per square foot of homes listed is declining a bit. Often this can be attributed to new and remodeled homes on the market. Buyers in the area are paying more but also getting more for their money.



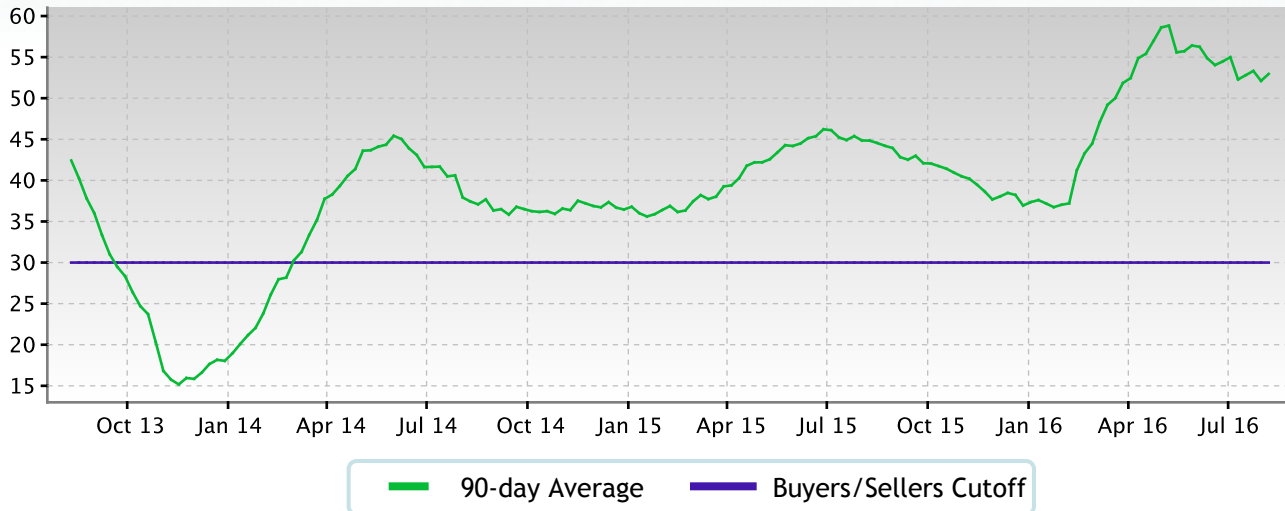
Inventory of Properties Listed for Sale

Inventory has been relatively steady around these levels in recent weeks.



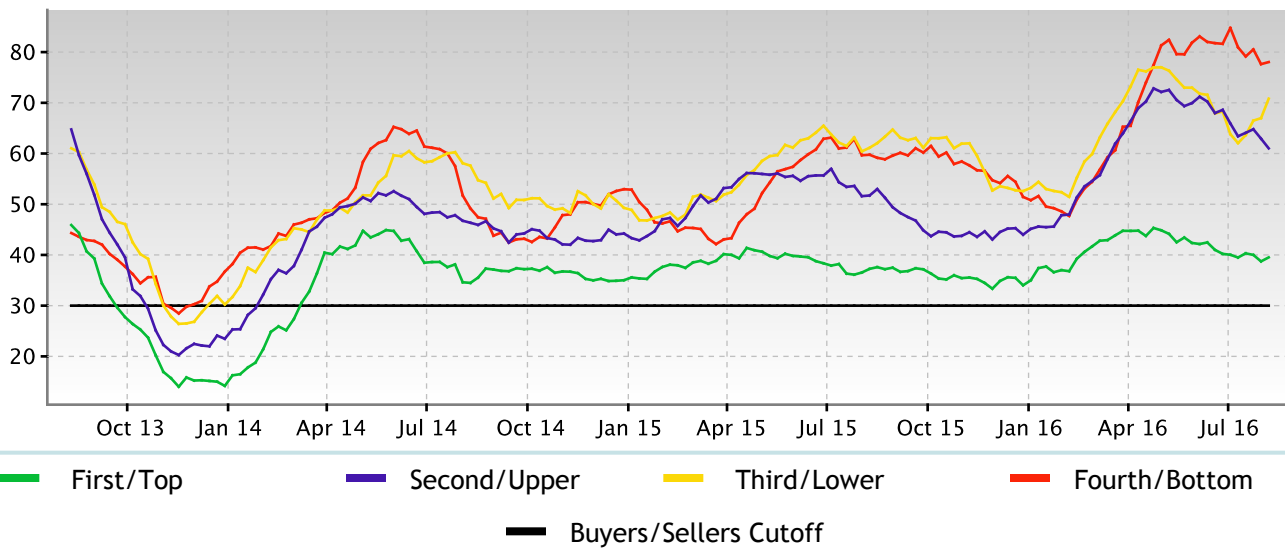
Market Action Index

The CHANDLER, 85225 market is currently quite strongly in the Seller's Advantage zone (greater than 30). The 90-day Market Action Index stands at 52.96; indicating very little supply relative to the demand.



Market Action Index per Quartile

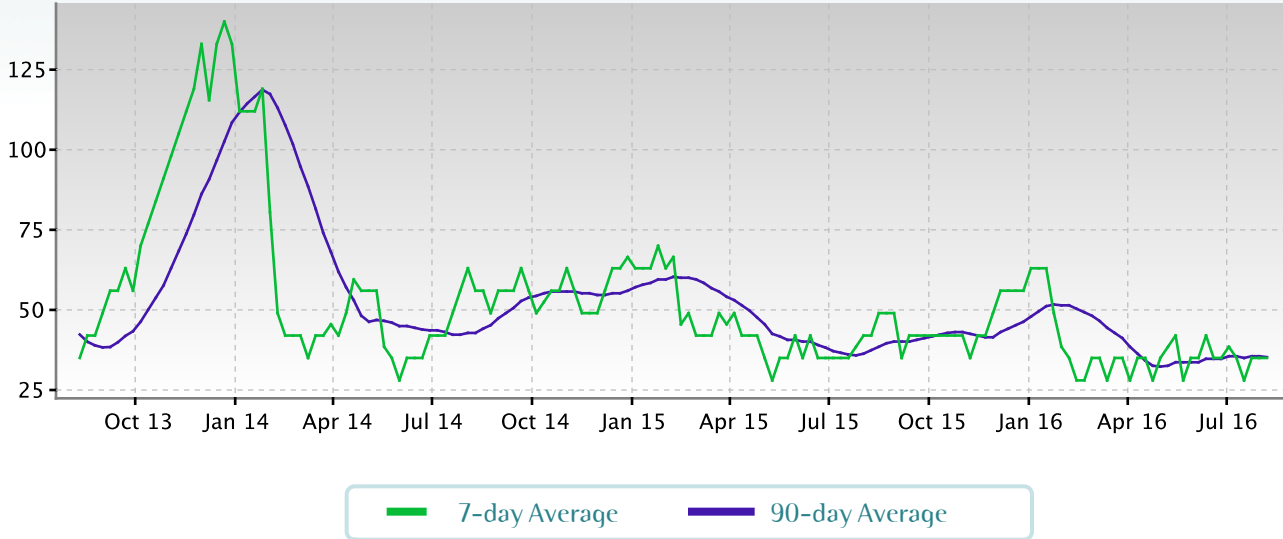
Not surprisingly, all segments in this zip code are showing high levels of demand. Watch the quartiles for changes before the whole market changes. Often one end of the market (e.g. the high-end) will weaken before the rest of the market and signal a slowdown for the whole group.



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.

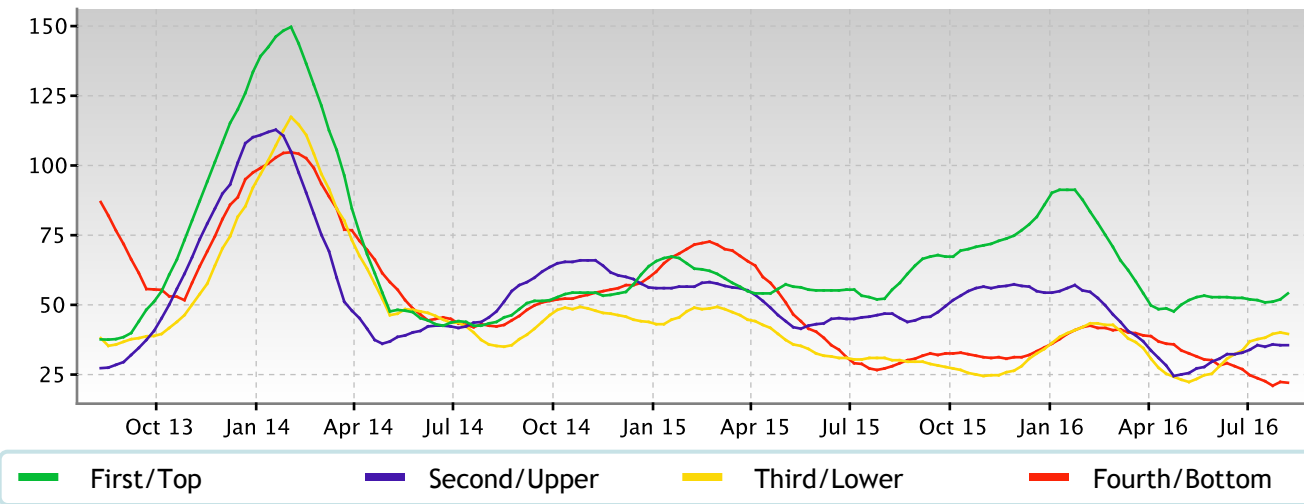
Days on Market

The properties have been on the market for an average of 68 days. Half of the listings have come newly on the market in the past 35 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.



NEIGHBORHOOD DETAIL

GREYSTONE TITLE AGENCY | (480) 624-8600 | WWW.GREYSTONETITLE.COM

SINGLE FAMILY HOMES IN

**CHANDLER, AZ
85226**

This Week

- The median list price in CHANDLER, AZ 85226 this week is \$307,900. The 105 properties have been on the market for an average of 63 days.

The Market Action Index has been trending down recently, but as days-on-market decreases also, there are not strong signals for the direction of 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

Real-Time Market Profile

		Trend
Median List Price	\$ 307,900	↔
Average List Price	\$ 405,874	
Asking Price Per Square Foot	\$ 156	↔
Average Days on Market (DoM)	63	↓
Inventory of Properties Listed	105	↔
Most Expensive Listing	\$ 5,295,000	
Least Expensive Listing	\$ 149,900	
Average Age of Listing	25	
Percent of Properties with Price Decrease	47 %	
Percent Relisted (reset DOM)	7 %	
Percent Flip (price increased)	6 %	
Median House Size (sq ft)	2118	
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 44.2 ↓↓

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	\$ 450,000	3084	0.25 - 0.50 acre	4.0	3.0	23	26	2	1	102
Upper/Second	\$ 364,950	2492	6,501 - 8,000 sqft	4.0	2.5	22	26	5	4	62
Lower/Third	\$ 272,450	1646	4,501 - 6,500 sqft	3.0	2.0	22	26	8	4	40
Bottom/Fourth	\$ 217,500	1381	4,501 - 6,500 sqft	3.0	2.0	30	27	4	1	47

Most expensive 25% of properties

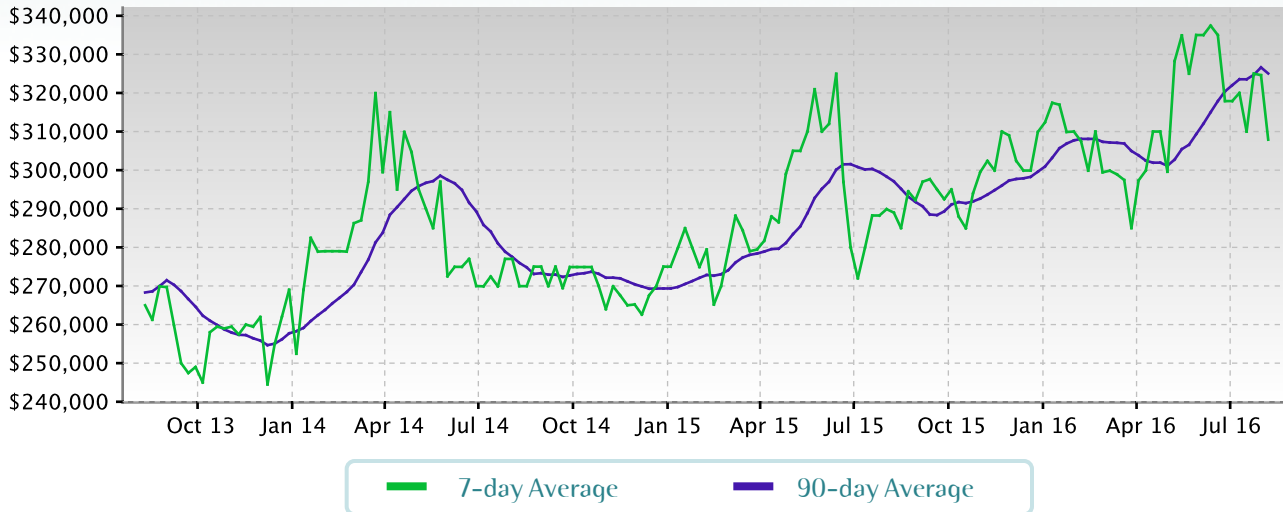
Upper-middle 25% of properties

Lower-middle 25% of properties

Least expensive 25% of properties

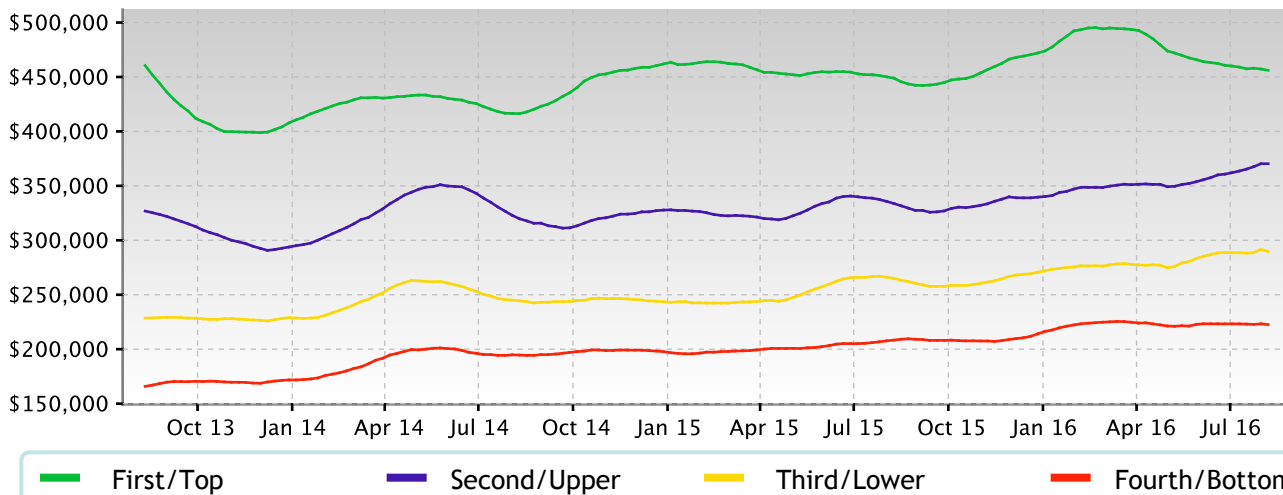
Median Price

Again this week in this zip code we see a downward notch for prices. We continue to pull back from the market's highs. At this point, we will be looking for a persistent upward shift in the Market Action Index as a leading indicator for a trough in prices.



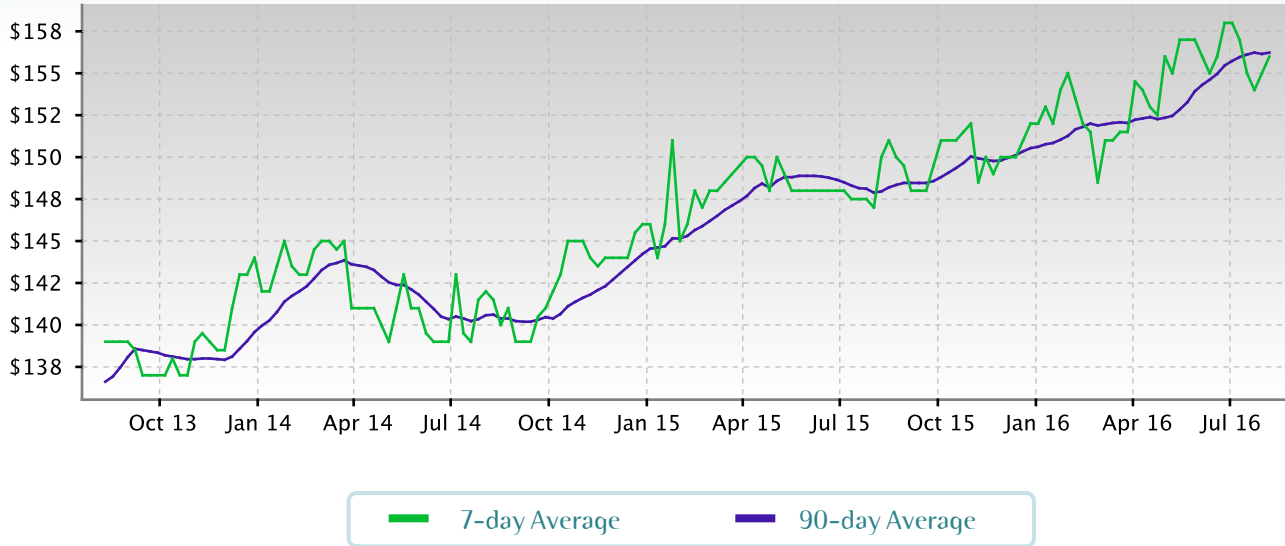
Quartile Prices

In the quartile market segments, we see prices in this zip code 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.



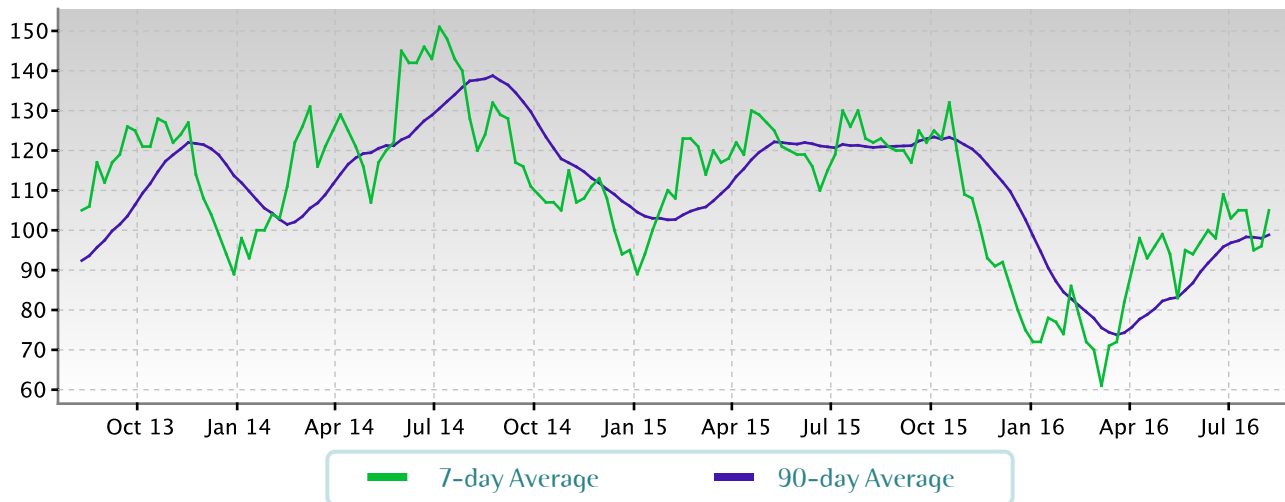
Price per Square Foot

Despite recently falling prices, the price per square foot has stayed reasonably flat. This implies that there's a portion of the market being priced at a premium. You can investigate this condition in the quartile details.



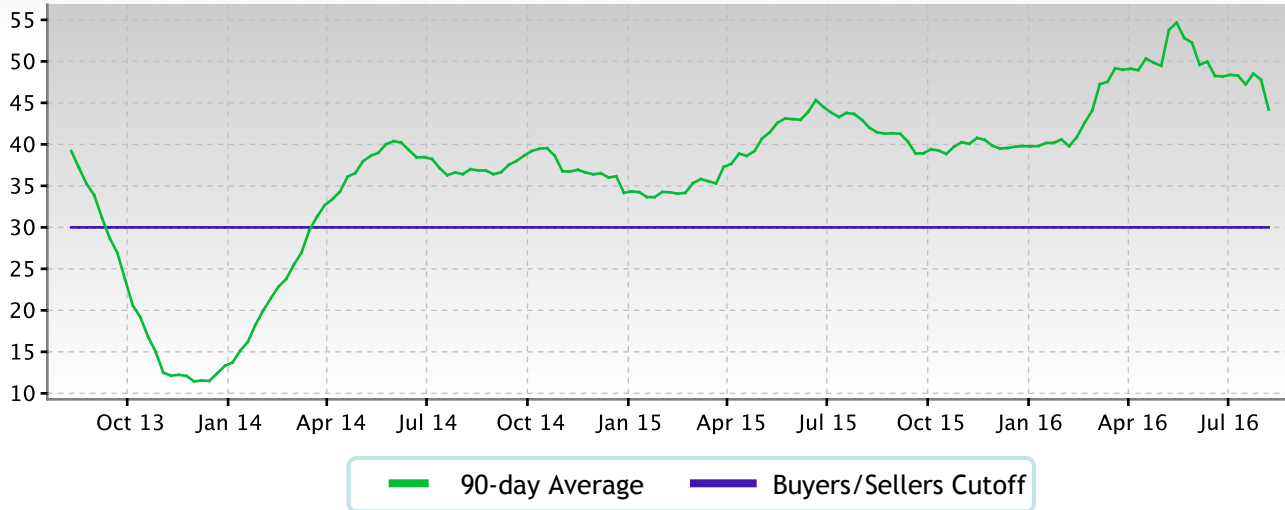
Inventory of Properties Listed for Sale

Inventory has been relatively steady around these levels in recent weeks.



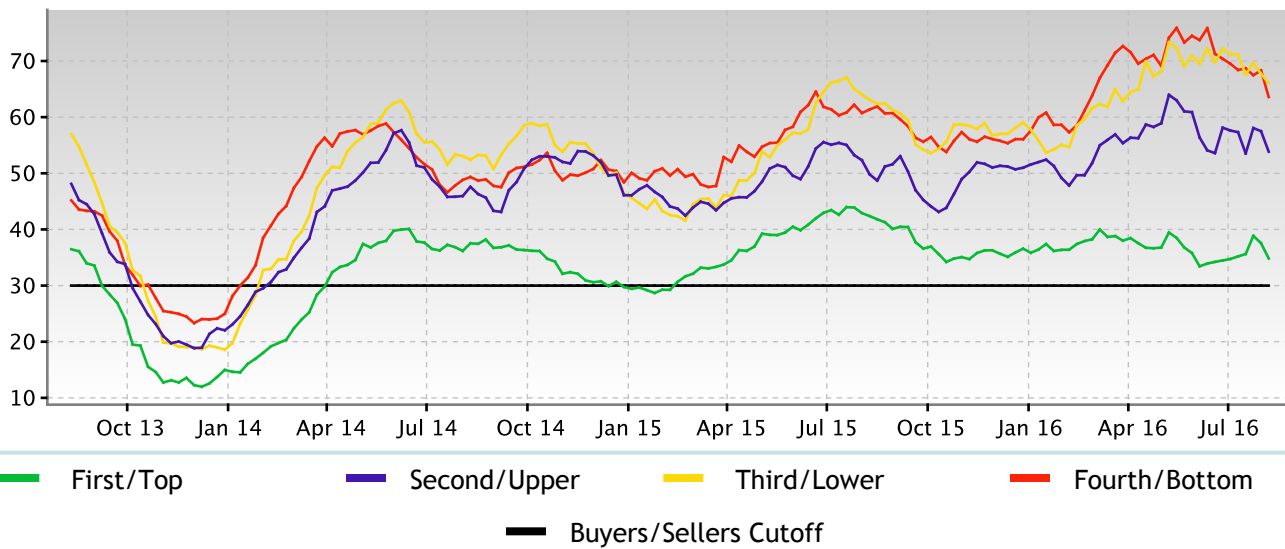
Market Action Index

The CHANDLER, 85226 market is currently in the Seller's Advantage zone (greater than 30). The 90-day Market Action Index stands at 44.17 which indicates that demand is strong and available supply of homes gets snapped up relatively quickly.



Market Action Index per Quartile

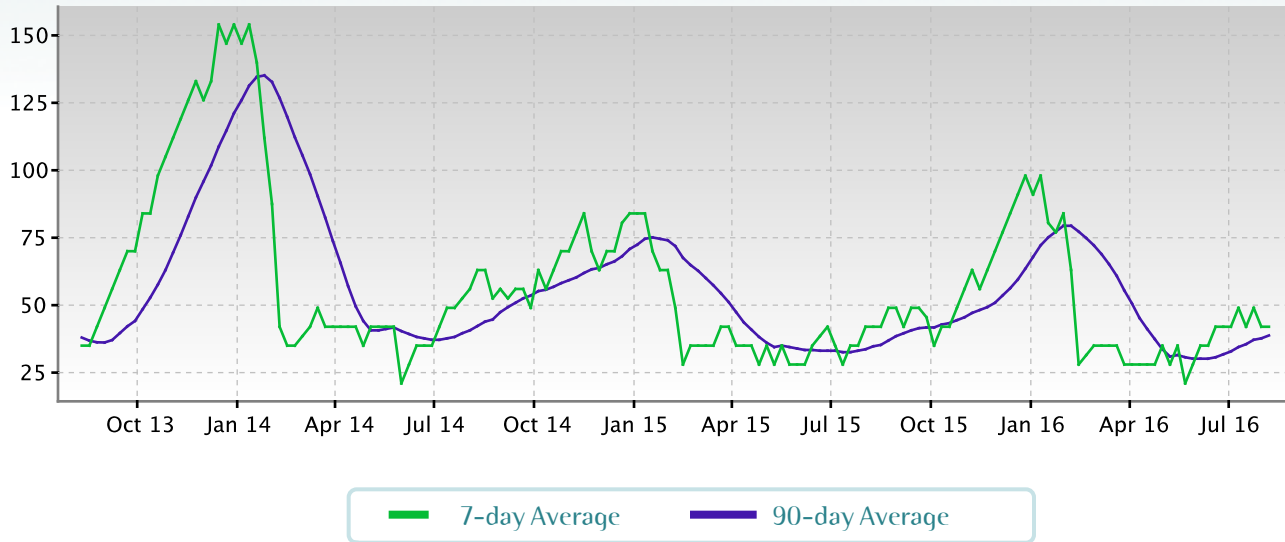
Not surprisingly, all segments in this zip code are showing high levels of demand. Watch the quartiles for changes before the whole market changes. Often one end of the market (e.g. the high-end) will weaken before the rest of the market and signal a slowdown for the whole group.



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.

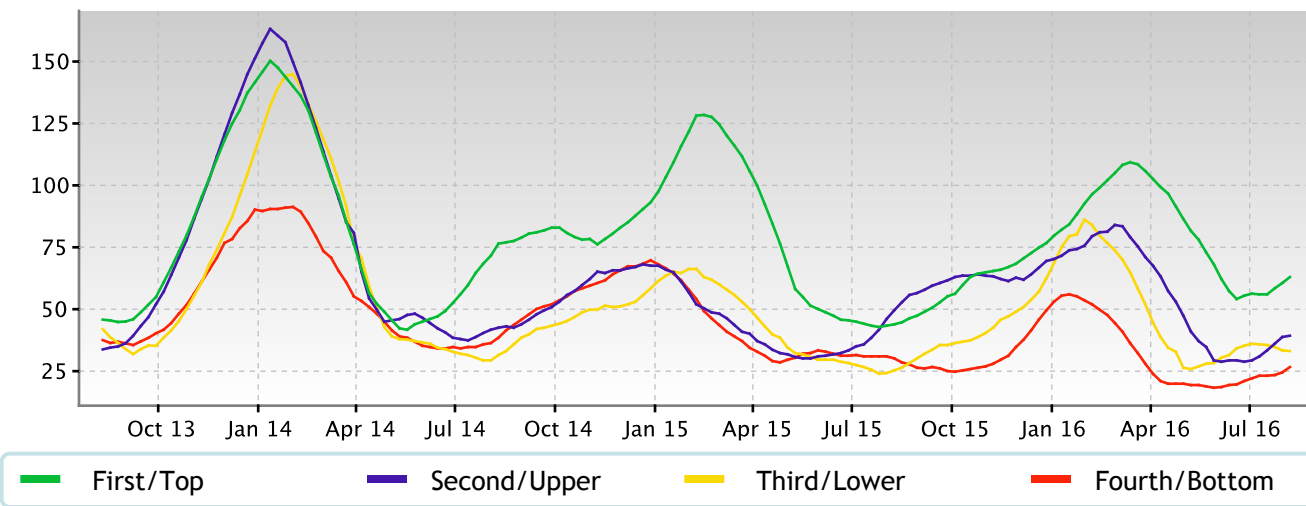
Days on Market

The properties have been on the market for an average of 63 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.



This Week

- The median list price in CHANDLER, AZ 85249 this week is \$416,106. The 288 properties have been on the market for an average of 78 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

Real-Time Market Profile		Trend
Median List Price	\$ 416,106	↔
Average List Price	\$ 455,502	↔
Asking Price Per Square Foot	\$ 148	↔
Average Days on Market (DoM)	78	↓
Inventory of Properties Listed	288	↓↓
Most Expensive Listing	\$ 1,365,000	
Least Expensive Listing	\$ 162,900	
Average Age of Listing	11	
Percent of Properties with Price Decrease	53 %	
Percent Relisted (reset DOM)	7 %	
Percent Flip (price increased)	9 %	
Median House Size (sq ft)	2906	
Median Lot Size	8,001 - 10,000 sqft	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	2.5	

Altos Research Value Statistics

Market Action Index Seller's Advantage 38.7 ↑↑

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Trend Key: ↑↑ Strong upward trend ↓↓ Strong downward trend
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Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM
Top/First	\$ 668,250	4364	0.25 - 0.50 acre	5.0	3.5	11	72	6	9	93
Upper/Second	\$ 459,400	3281	0.25 - 0.50 acre	4.0	3.0	10	72	6	8	76
Lower/Third	\$ 375,500	2704	8,001 - 10,000 sqft	4.0	2.5	12	72	5	8	85
Bottom/Fourth	\$ 278,450	1838	6,501 - 8,000 sqft	3.0	2.0	14	72	14	14	59

Most expensive 25% of properties

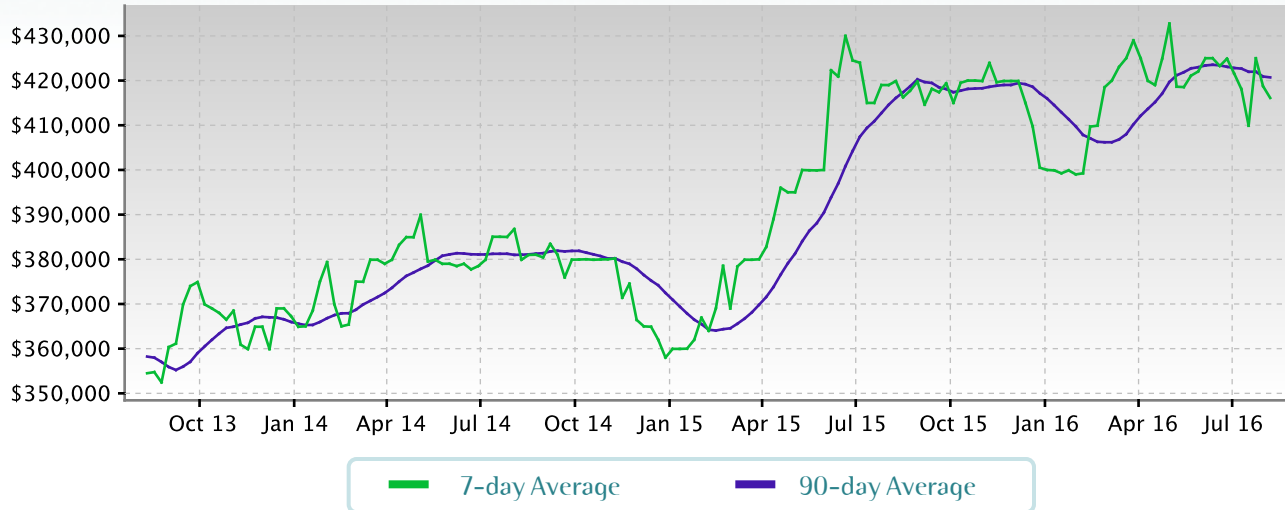
Upper-middle 25% of properties

Lower-middle 25% of properties

Least expensive 25% of properties

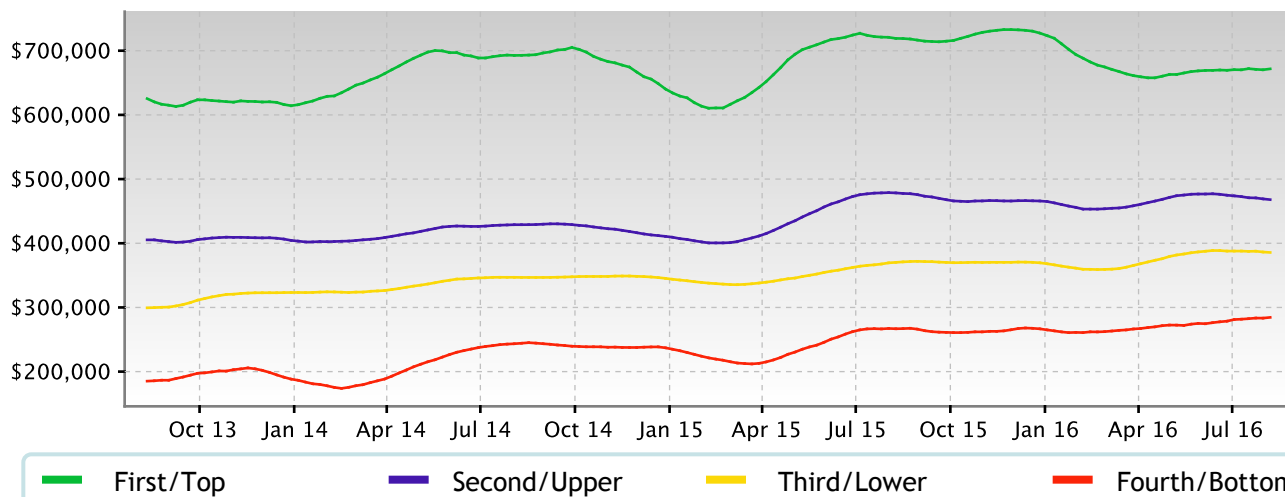
Median Price

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.



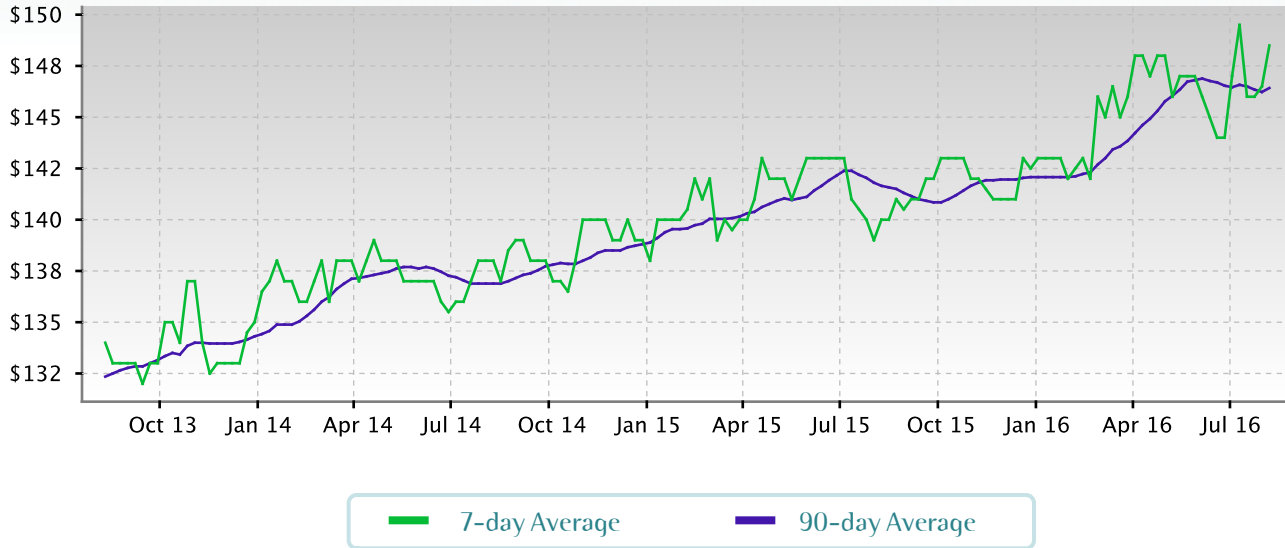
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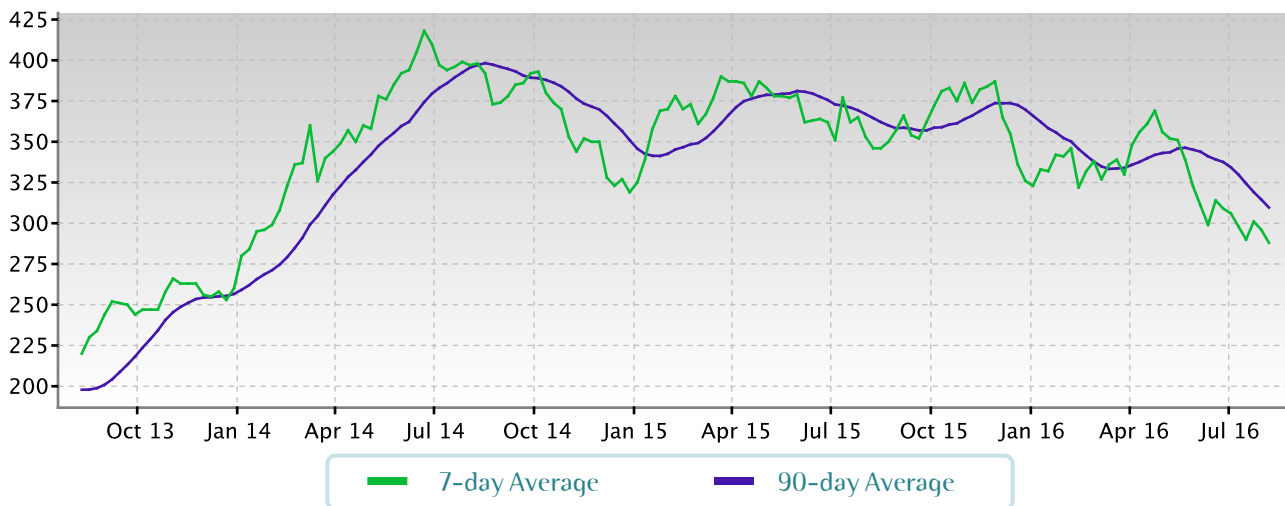
Price per Square Foot

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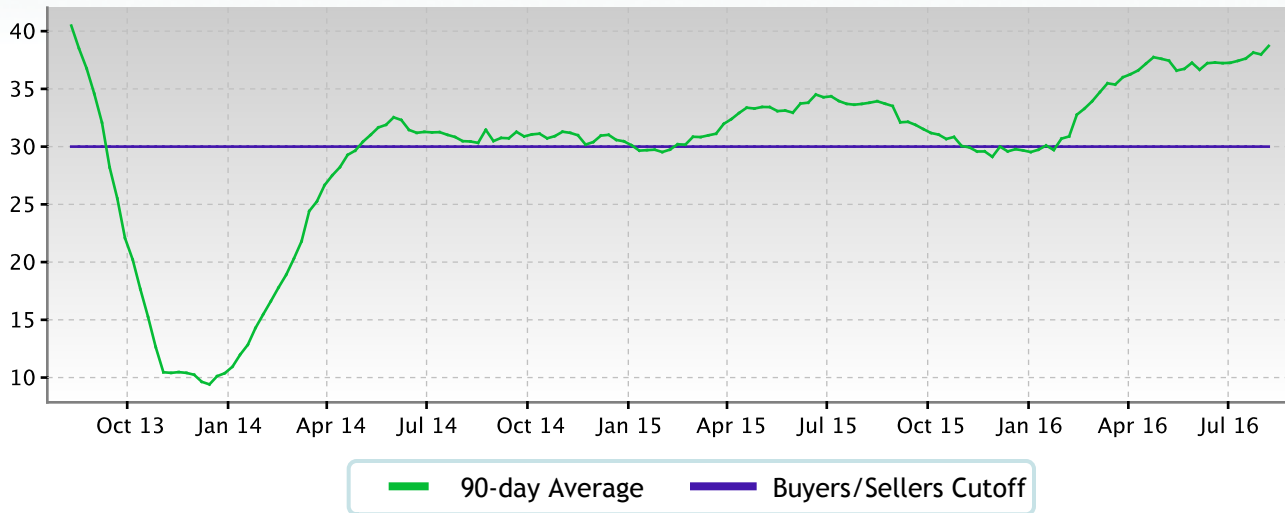
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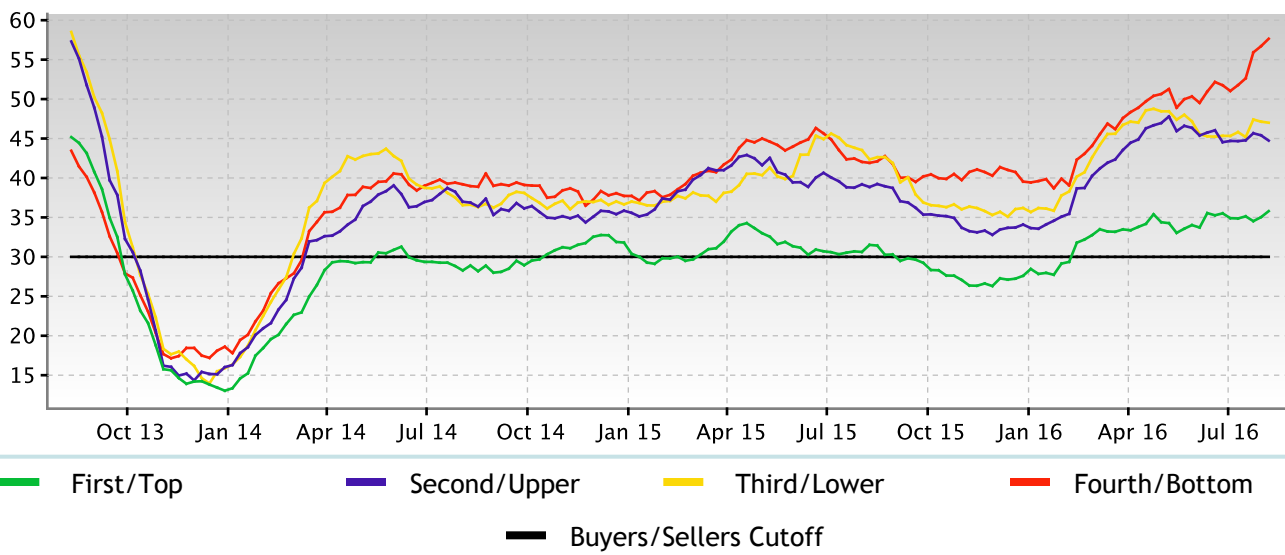
Market Action Index

The CHANDLER, 85249 market is currently in the Seller's Advantage zone (greater than 30). The 90-day Market Action Index stands at 38.72 which indicates that demand is strong and available supply of homes gets snapped up relatively quickly.



Market Action Index per Quartile

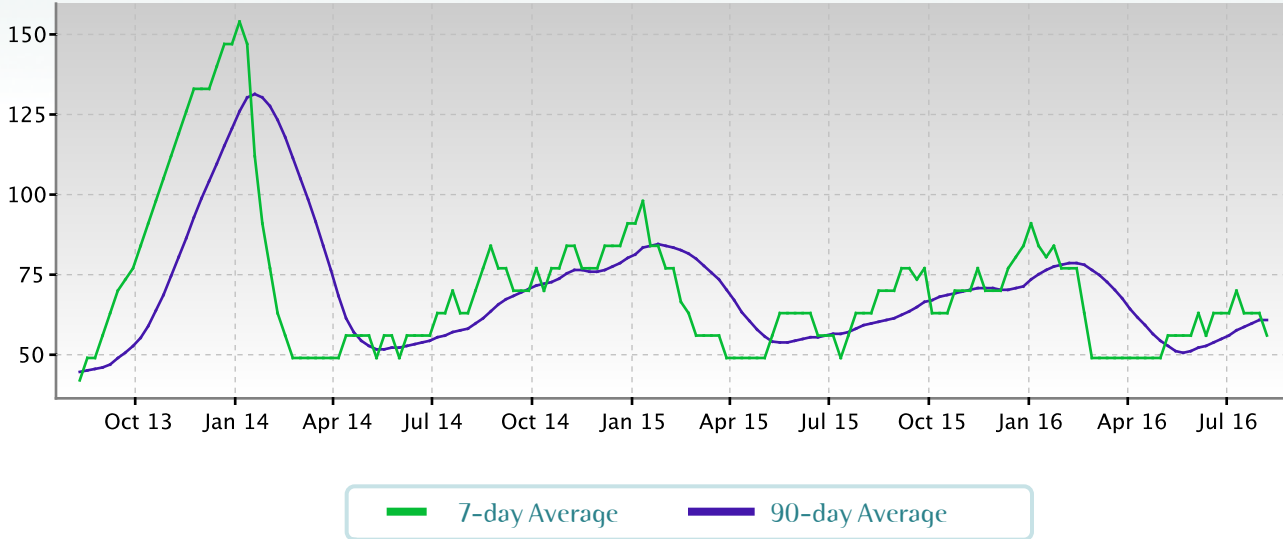
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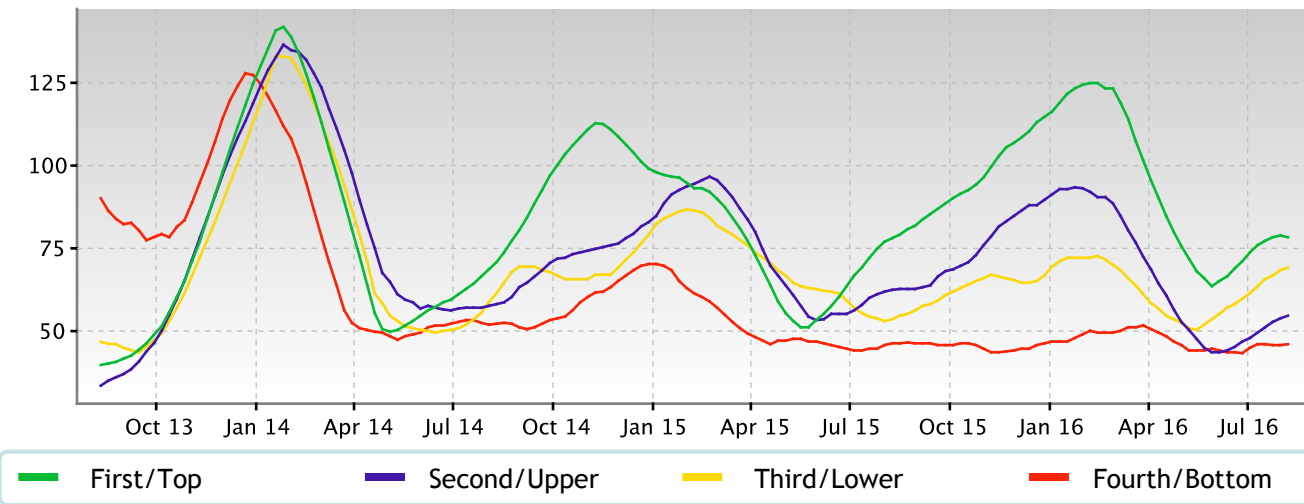
Days on Market

The properties have been on the market for an average of 78 days. Half of the listings have come newly on the market in the past 56 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.



This Week

- The median list price in CHANDLER, AZ 85224 this week is \$259,950. The 86 properties have been on the market for an average of 57 days.

Inventory has been lightening lately and the Market Action Index has been trending up. These are mildly positive indications for the market.

Supply and Demand

- The market has been cooling over time and prices plateaued for a while. Despite the consistent decrease in MAI, we're in the Seller's zone. Watch for changes in MAI. If the MAI resumes its climb, prices will likely follow suit. If the MAI drops consistently or falls into the Buyer's zone, watch for downward pressure on prices.

Real-Time Market Profile

		Trend
Median List Price	\$ 259,950	↔
Average List Price	\$ 313,369	
Asking Price Per Square Foot	\$ 152	↔
Average Days on Market (DoM)	57	↔
Inventory of Properties Listed	86	↓
Most Expensive Listing	\$ 1,045,000	
Least Expensive Listing	\$ 174,900	
Average Age of Listing	30	
Percent of Properties with Price Decrease	55 %	
Percent Relisted (reset DOM)	5 %	
Percent Flip (price increased)	2 %	
Median House Size (sq ft)	1764	
Median Lot Size	6,501 - 8,000 sqft	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	2.0	

Altos Research Value Statistics

Market Action Index Strong Seller's 50.8 ↓↓

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	\$ 389,000	3000	0.25 - 0.50 acre	4.0	3.0	27	21	2	1	77
Upper/Second	\$ 295,000	2029	6,501 - 8,000 sqft	4.0	2.5	30	21	2	2	63
Lower/Third	\$ 247,450	1636	6,501 - 8,000 sqft	3.0	2.0	32	22	3	3	40
Bottom/Fourth	\$ 212,500	1338	4,501 - 6,500 sqft	3.0	2.0	33	22	4	3	49

Most expensive 25% of properties

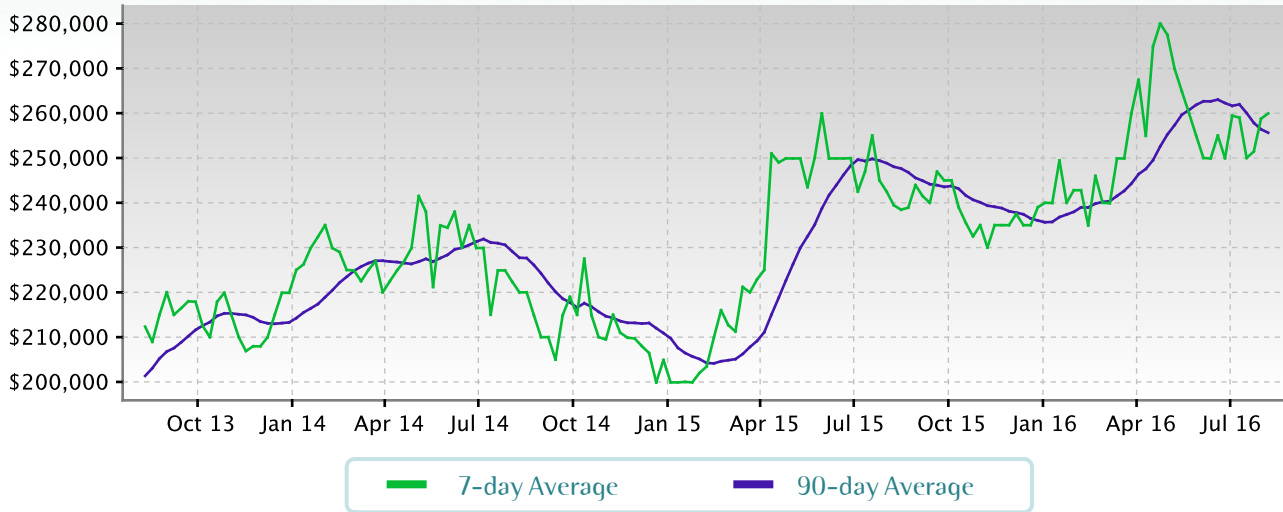
Upper-middle 25% of properties

Lower-middle 25% of properties

Least expensive 25% of properties

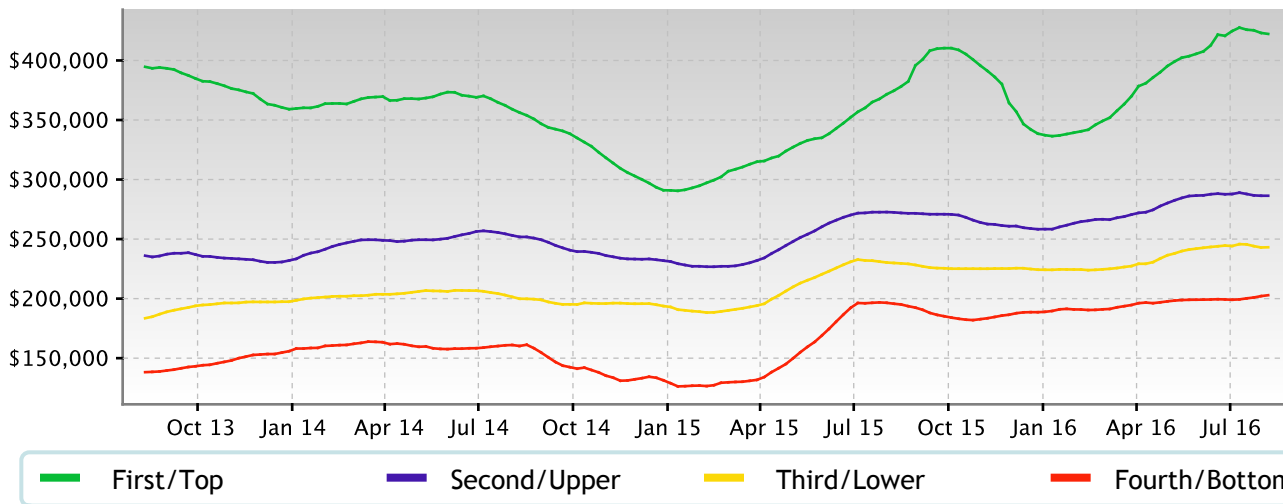
Median Price

Prices in this zip code seem to have settled around a plateau. Look for a persistent down-shift in the Market Action Index before we see prices deviate from these levels.



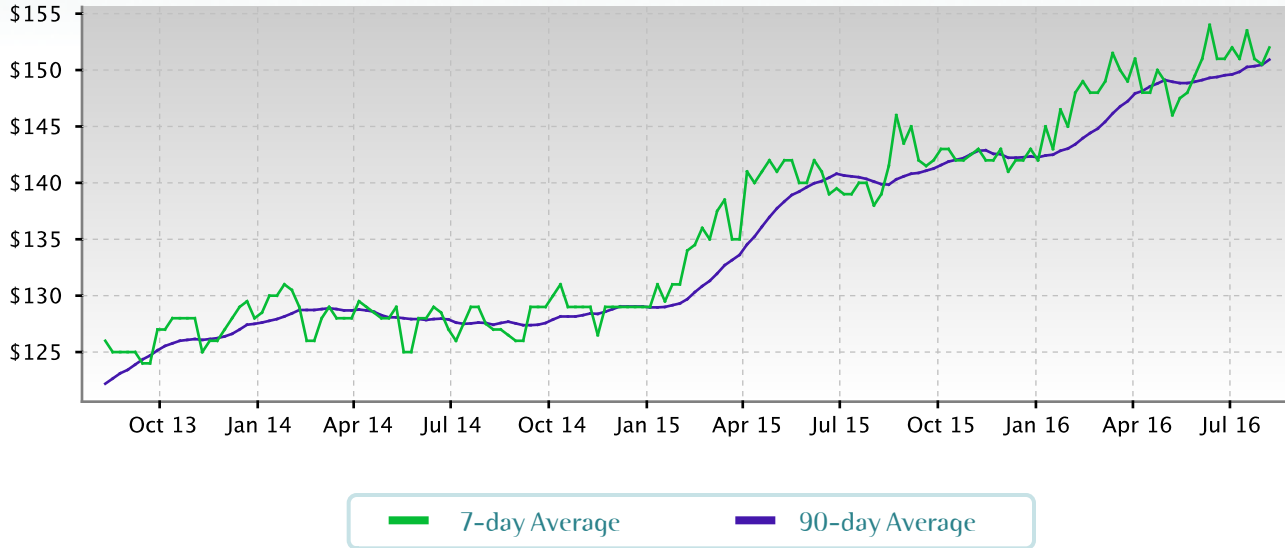
Quartile Prices

In the quartile market segments, we see prices in this zip code 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.



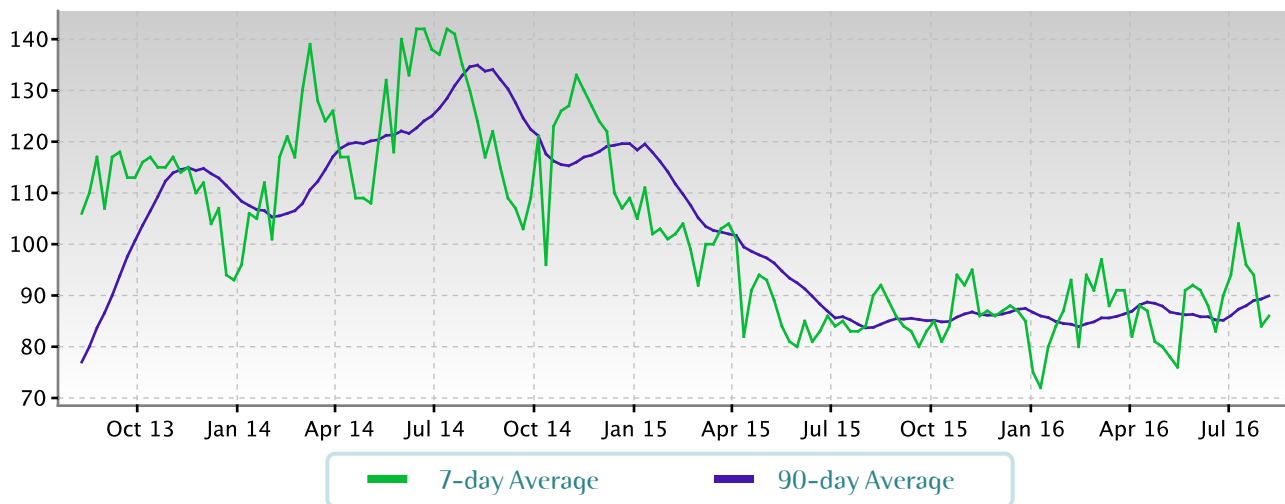
Price per Square Foot

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.



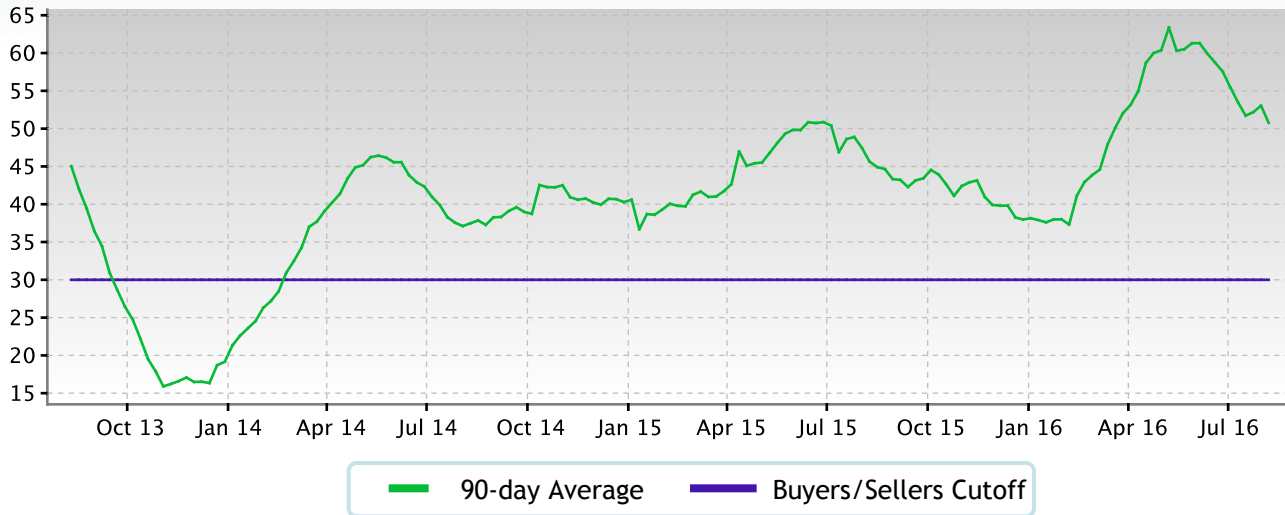
Inventory of Properties Listed for Sale

Inventory has been 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.



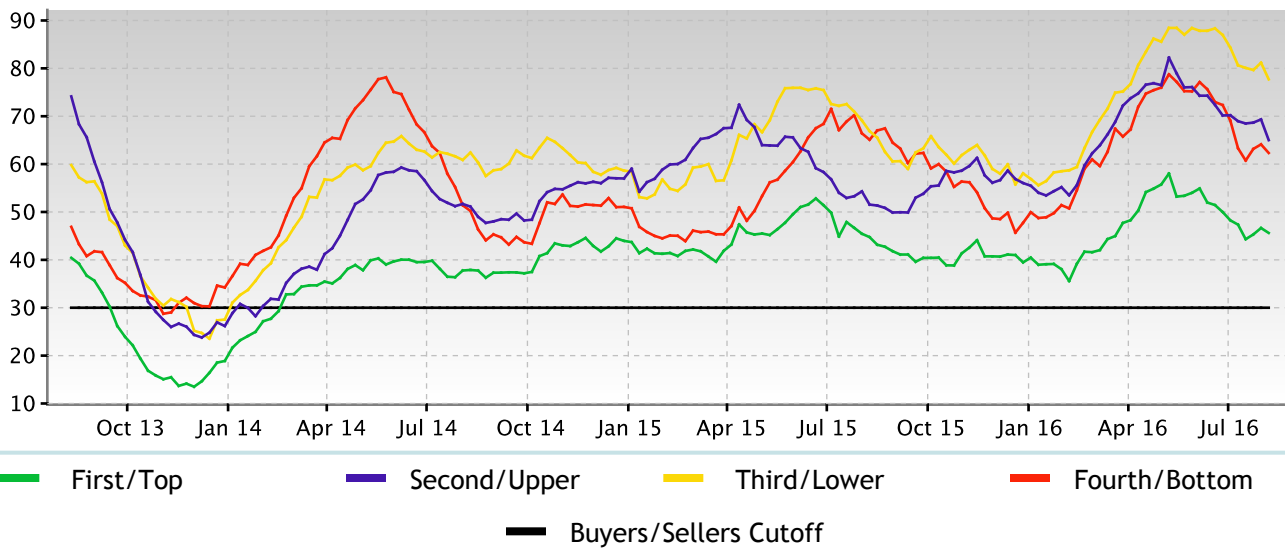
Market Action Index

The CHANDLER, 85224 market is currently quite strongly in the Seller's Advantage zone (greater than 30). The 90-day Market Action Index stands at 50.76; indicating very little supply relative to the demand.



Market Action Index per Quartile

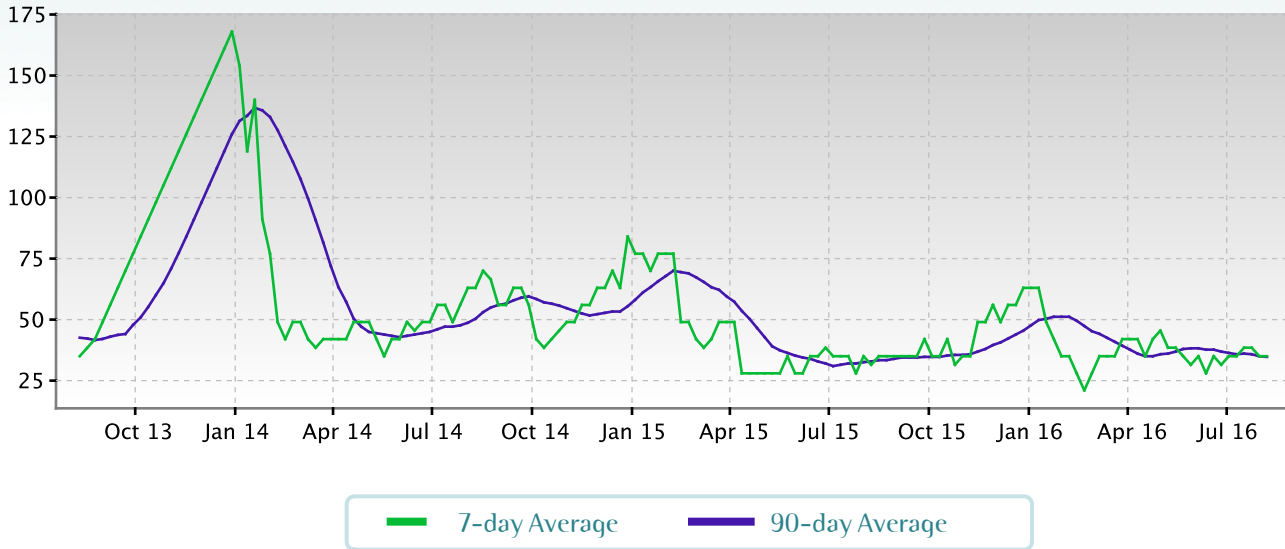
Not surprisingly, all segments in this zip code are showing high levels of demand. Watch the quartiles for changes before the whole market changes. Often one end of the market (e.g. the high-end) will weaken before the rest of the market and signal a slowdown for the whole group.



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.

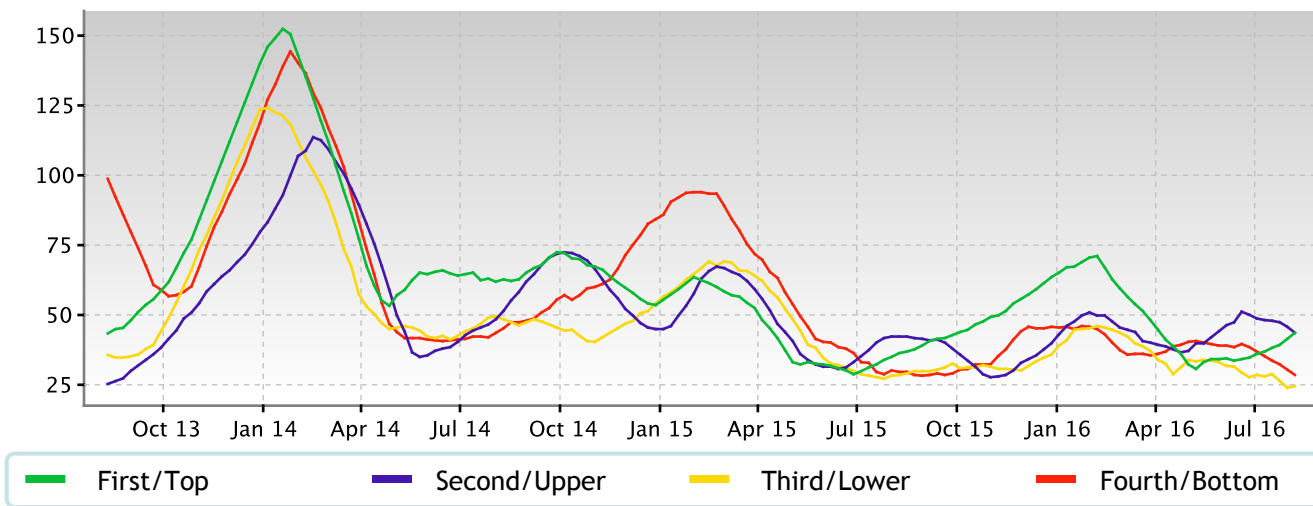
Days on Market

The properties have been on the market for an average of 57 days. Half of the listings have come newly on the market in the past 35 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.



NEIGHBORHOOD DETAIL

GREYSTONE TITLE AGENCY | (480) 624-8600 | WWW.GREYSTONETITLE.COM

SINGLE FAMILY HOMES IN

**CHANDLER, AZ
85248**

This Week

- The median list price in CHANDLER, AZ 85248 this week is \$364,000. The 211 properties have been on the market for an average of 117 days.

Inventory is tightening and days-on-market is falling. But demand as measured by the Market Action Index is also trending down. The market is not giving strong up or down signals from these data.

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

Real-Time Market Profile		Trend
Median List Price	\$ 364,000	↔
Average List Price	\$ 455,186	↔
Asking Price Per Square Foot	\$ 156	↔
Average Days on Market (DoM)	117	↓
Inventory of Properties Listed	211	↓↓
Most Expensive Listing	\$ 3,850,000	
Least Expensive Listing	\$ 159,900	
Average Age of Listing	19	
Percent of Properties with Price Decrease	46 %	
Percent Relisted (reset DOM)	7 %	
Percent Flip (price increased)	6 %	
Median House Size (sq ft)	2341	
Median Lot Size	6,501 - 8,000 sqft	
Median Number of Bedrooms	3.0	
Median Number of Bathrooms	2.5	

Altos Research Value Statistics

Market Action Index Seller's Advantage 37.1 ↔

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	\$ 599,450	3458	0.25 - 0.50 acre	4.0	3.5	14	52	3	3	132
Upper/Second	\$ 412,000	2646	8,001 - 10,000 sqft	4.0	2.5	16	53	2	6	102
Lower/Third	\$ 319,900	2075	6,501 - 8,000 sqft	3.0	2.0	19	53	6	5	108
Bottom/Fourth	\$ 244,000	1655	6,501 - 8,000 sqft	2.0	2.0	27	53	5	2	126

Most expensive 25% of properties

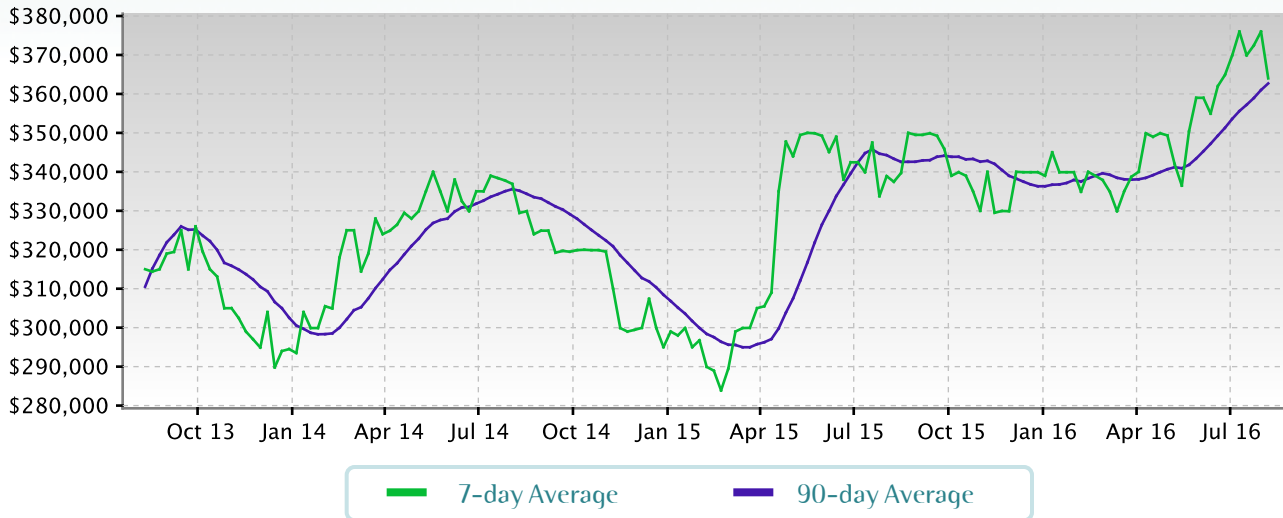
Upper-middle 25% of properties

Lower-middle 25% of properties

Least expensive 25% of properties

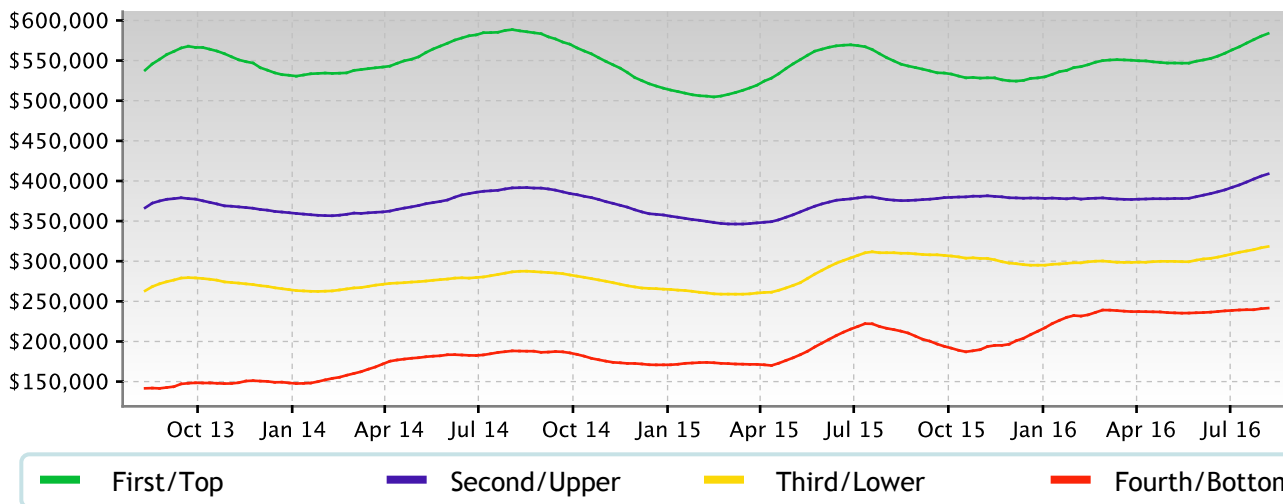
Median Price

Despite the fact that prices in this zip code dipped a bit this week, the median price hasn't moved much in the last few weeks and we remain 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.



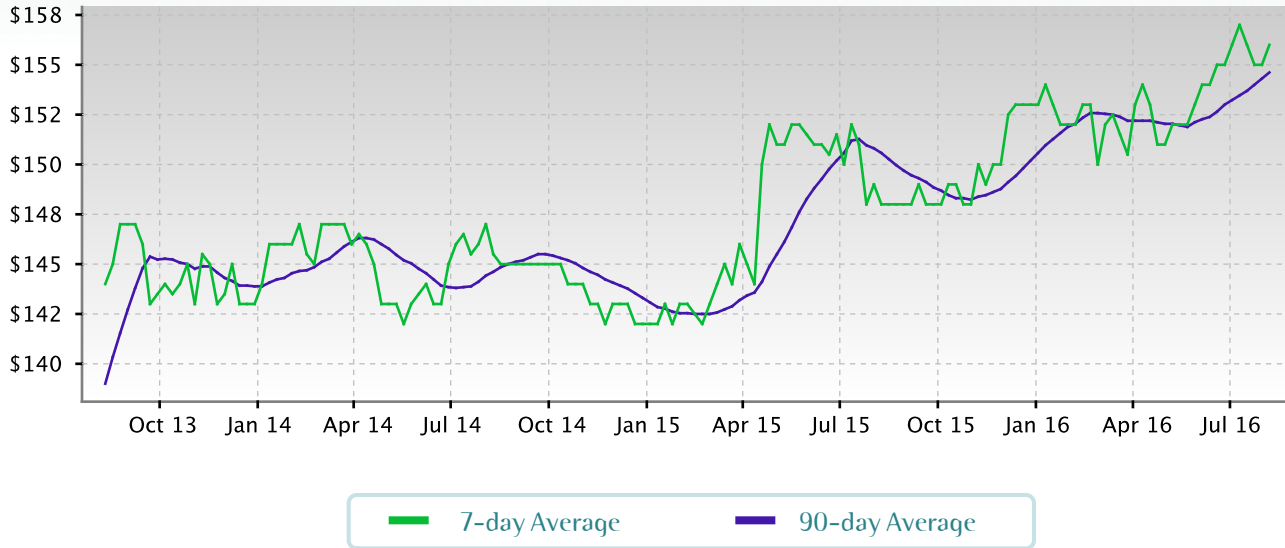
Quartile Prices

In the quartile market segments, we see prices in this zip code 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.



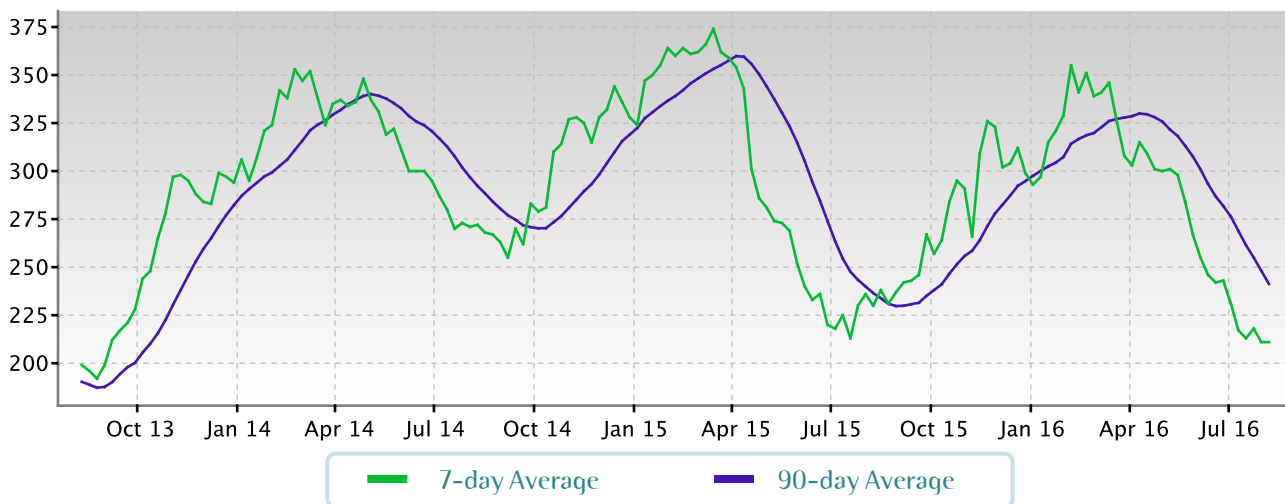
Price per Square Foot

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.



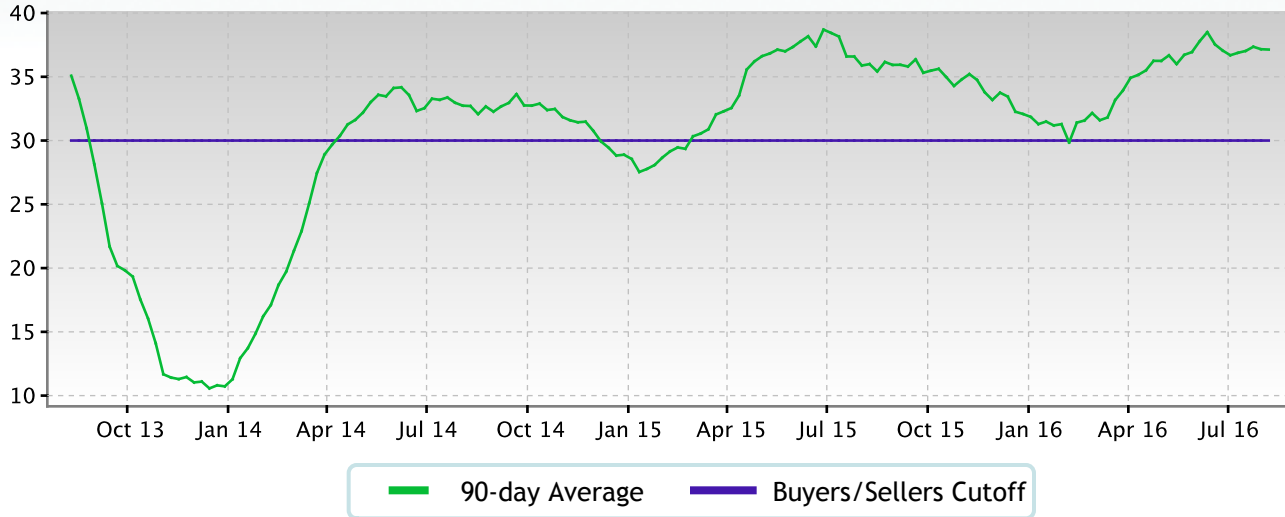
Inventory of Properties Listed for Sale

Inventory has been 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.



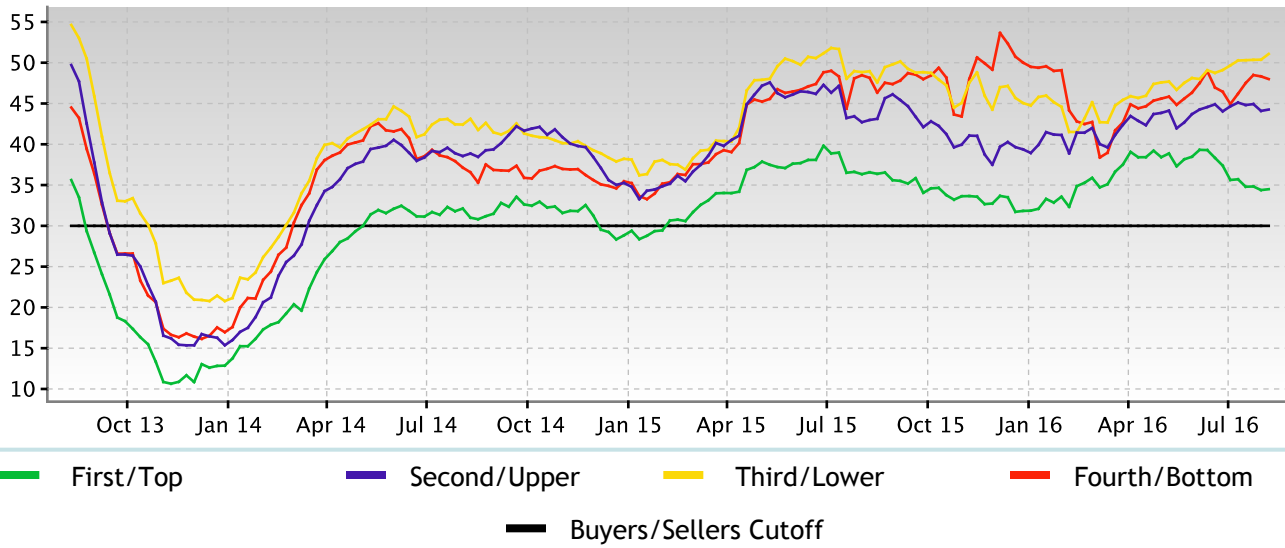
Market Action Index

The CHANDLER, 85248 market is currently in the Seller's Advantage zone (greater than 30). The 90-day Market Action Index stands at 37.14 which indicates that demand is strong and available supply of homes gets snapped up relatively quickly.



Market Action Index per Quartile

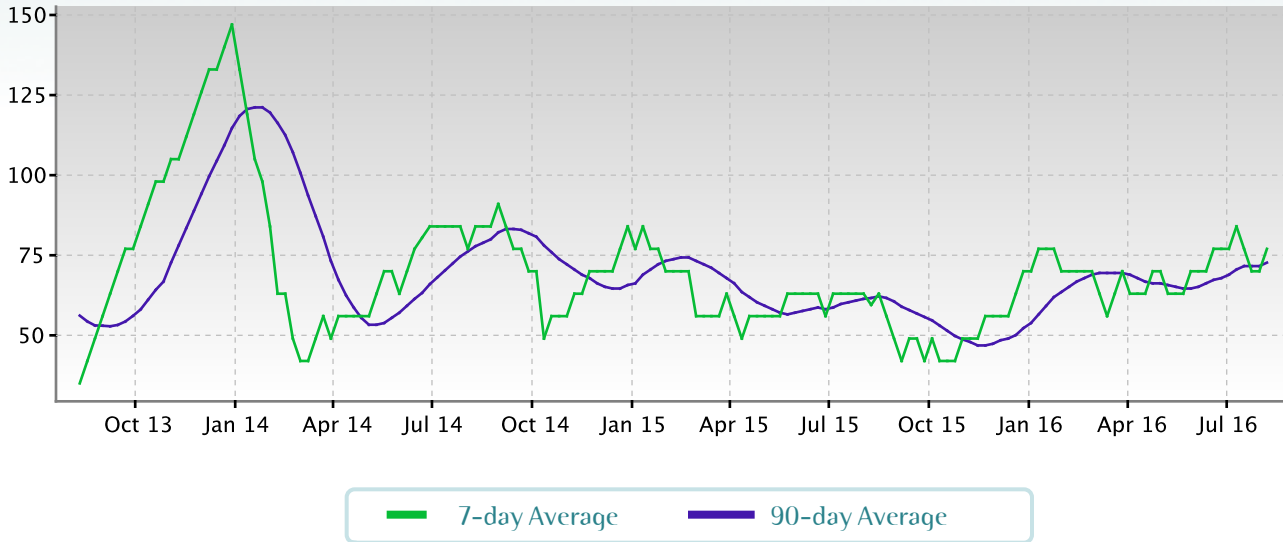
Not surprisingly, all segments in this zip code are showing high levels of demand. Watch the quartiles for changes before the whole market changes. Often one end of the market (e.g. the high-end) will weaken before the rest of the market and signal a slowdown for the whole group.



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.

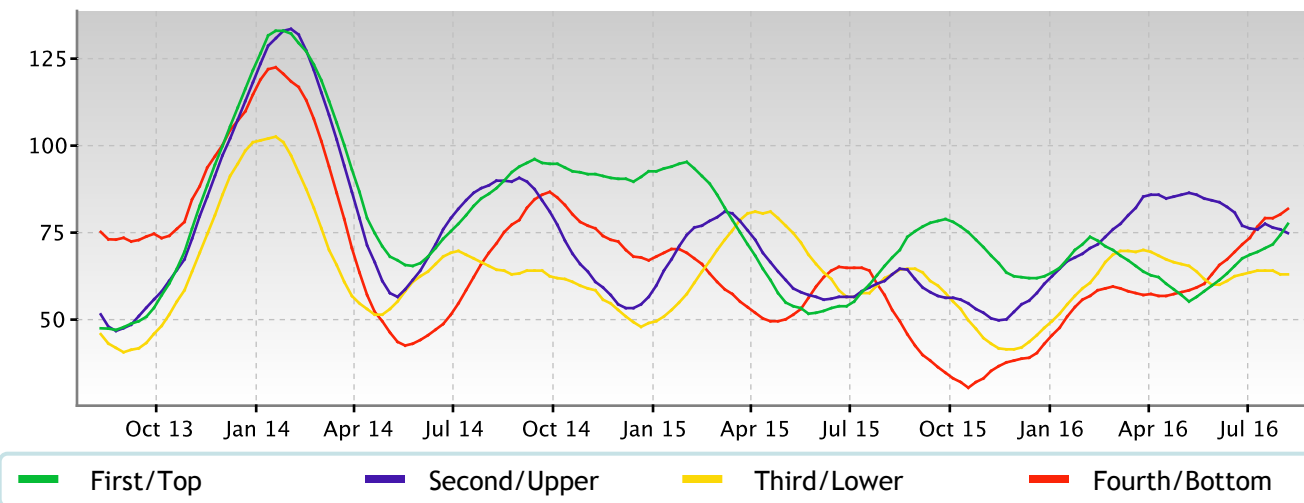
Days on Market

The properties have been on the market for an average of 117 days. Half of the listings have come newly on the market in the past 77 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.



NEIGHBORHOOD DETAIL

GREYSTONE TITLE AGENCY | (480) 624-8600 | WWW.GREYSTONETITLE.COM

SINGLE FAMILY HOMES IN

**CHANDLER, AZ
85286**

This Week

- The median list price in CHANDLER, AZ 85286 this week is \$363,945. The 200 properties have been on the market for an average of 72 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

- The market has been cooling over time and prices plateaued for a while. Despite the consistent decrease in MAI, we're in the Seller's zone. Watch for changes in MAI. If the MAI resumes its climb, prices will likely follow suit. If the MAI drops consistently or falls into the Buyer's zone, watch for downward pressure on prices.

Real-Time Market Profile

		Trend
Median List Price	\$ 363,945	↔
Average List Price	\$ 424,517	
Asking Price Per Square Foot	\$ 150	↔
Average Days on Market (DoM)	72	↑↑
Inventory of Properties Listed	200	↑↑
Most Expensive Listing	\$ 1,600,000	
Least Expensive Listing	\$ 188,888	
Average Age of Listing	12	
Percent of Properties with Price Decrease	49 %	
Percent Relisted (reset DOM)	3 %	
Percent Flip (price increased)	5 %	
Median House Size (sq ft)	2534	
Median Lot Size	8,001 - 10,000 sqft	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.0	

Altos Research Value Statistics

Market Action Index Seller's Advantage 41.4 ↓↓

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Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM
Top/First	\$ 572,500	3931	0.25 - 0.50 acre	4.0	3.5	11	50	5	2	94
Upper/Second	\$ 417,950	2911	8,001 - 10,000 sqft	4.0	3.0	12	50	6	7	68
Lower/Third	\$ 337,950	2242	8,001 - 10,000 sqft	4.0	2.5	13	50	6	3	73
Bottom/Fourth	\$ 269,700	1746	4,501 - 6,500 sqft	3.0	2.0	14	50	11	6	52

Most expensive 25% of properties

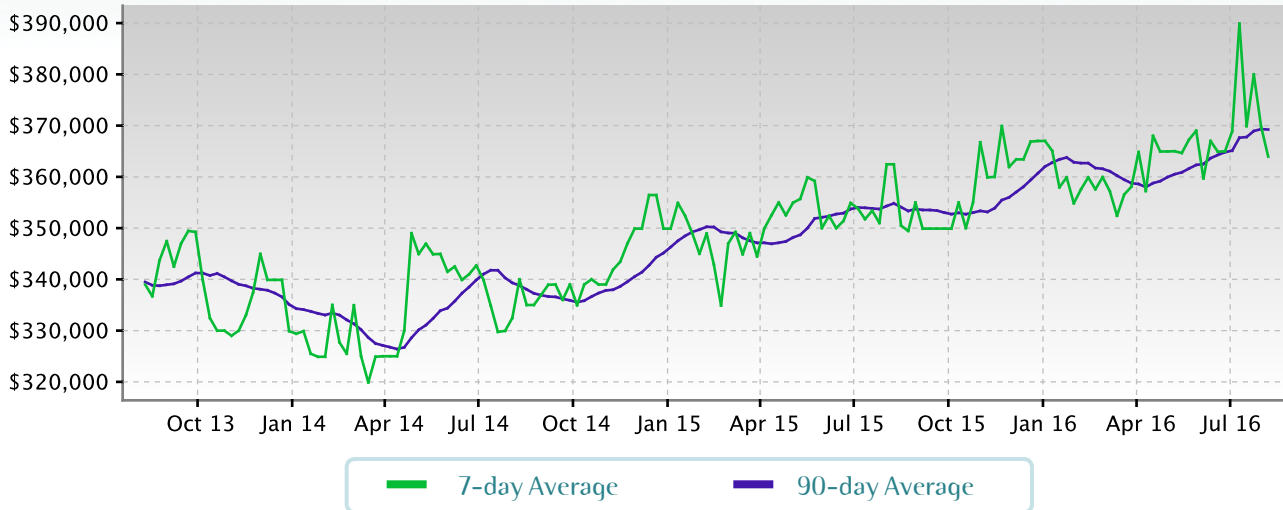
Upper-middle 25% of properties

Lower-middle 25% of properties

Least expensive 25% of properties

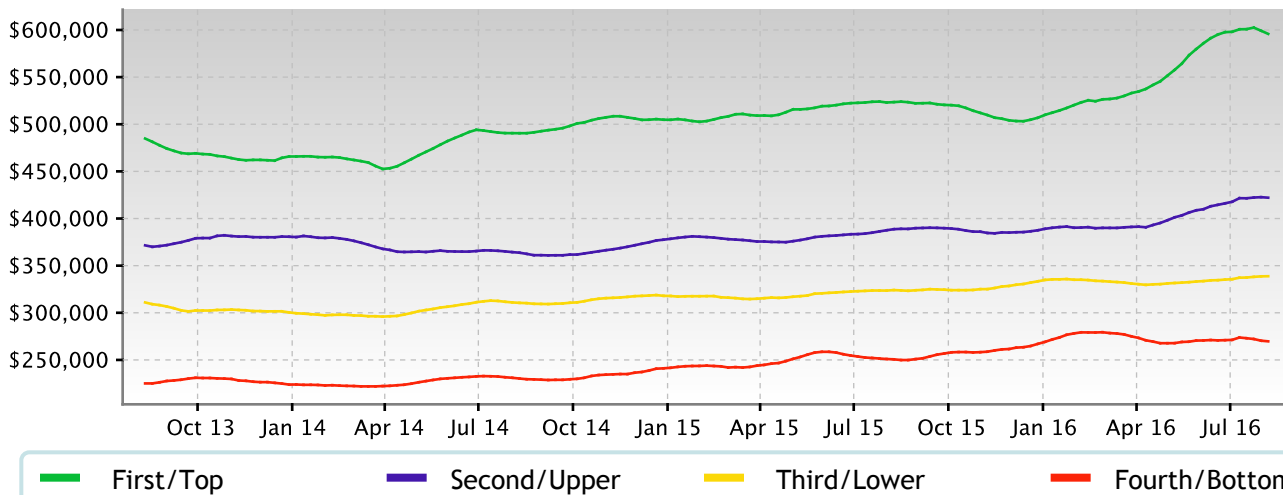
Median Price

Again this week we see a downward notch for prices in this zip code. We continue to pull back from the market's highs. At this point, we will be looking for a persistent upward shift in the Market Action Index as a leading indicator for a trough in prices.



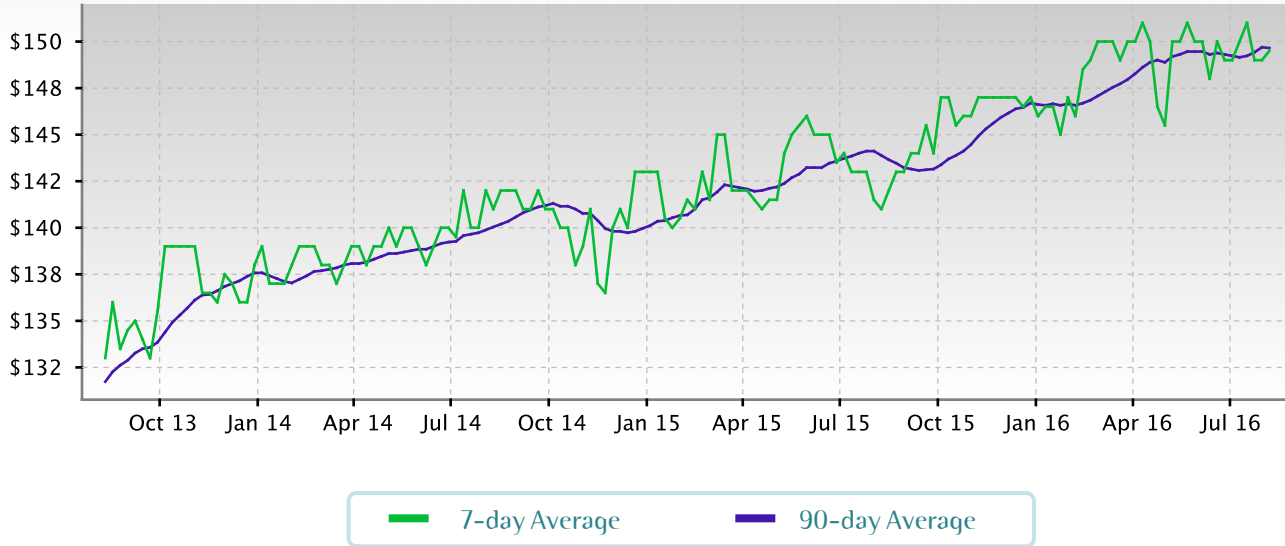
Quartile Prices

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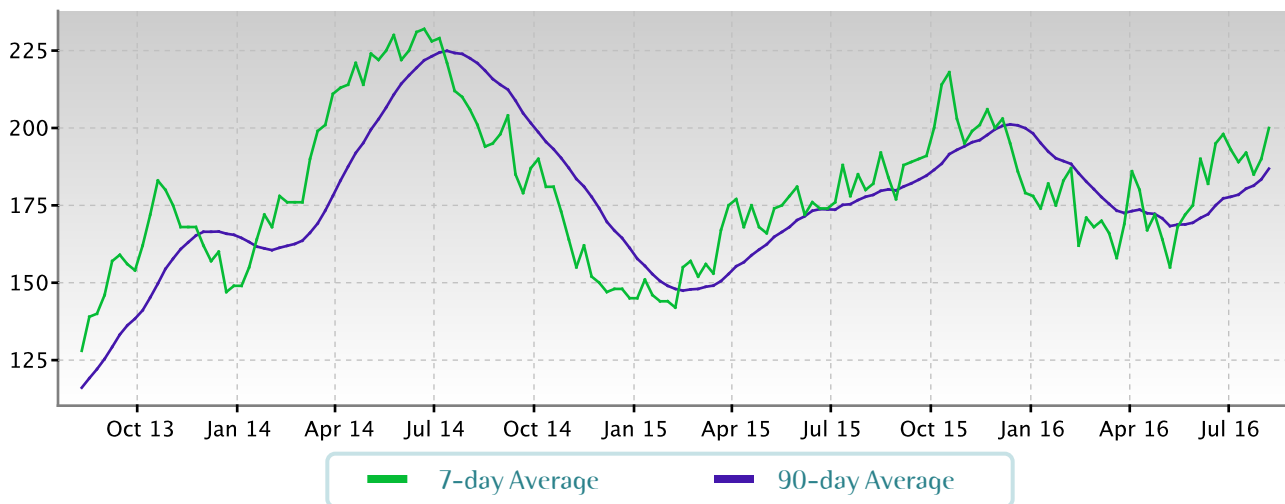
Price per Square Foot

Despite recently falling prices, the price per square foot has stayed reasonably flat. This implies that there's a portion of the market being priced at a premium. You can investigate this condition in the quartile details.



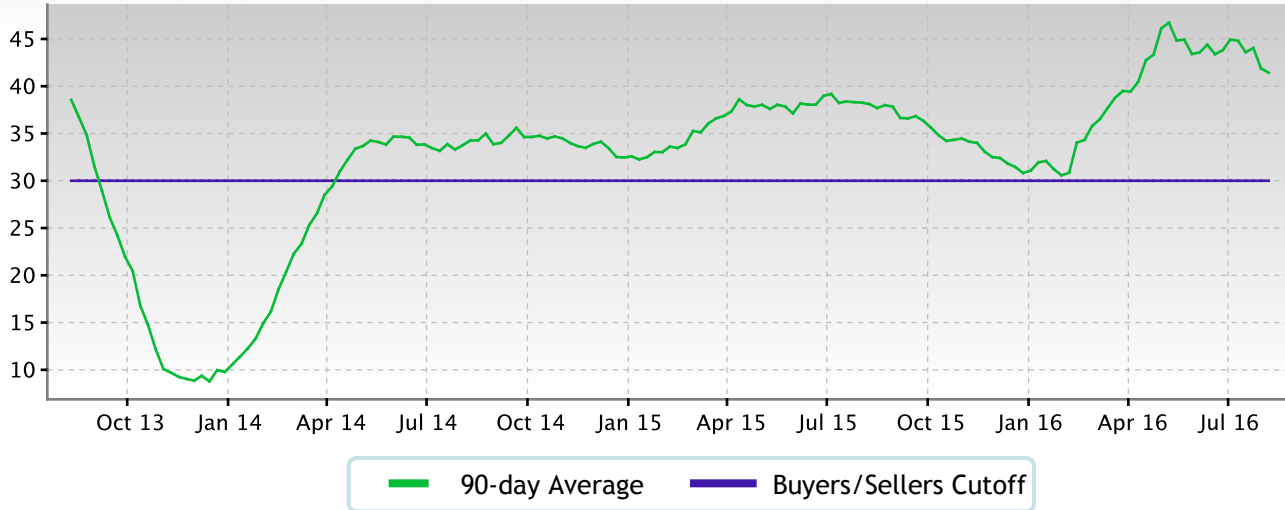
Inventory of Properties Listed for Sale

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.



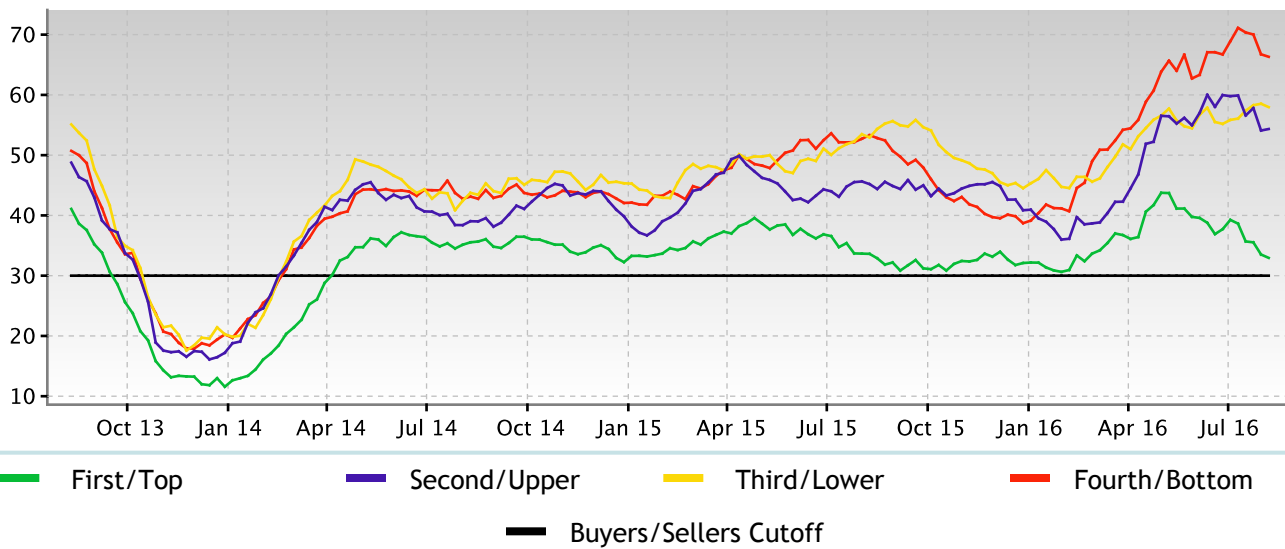
Market Action Index

The CHANDLER, 85286 market is currently in the Seller's Advantage zone (greater than 30). The 90-day Market Action Index stands at 41.43 which indicates that demand is strong and available supply of homes gets snapped up relatively quickly.



Market Action Index per Quartile

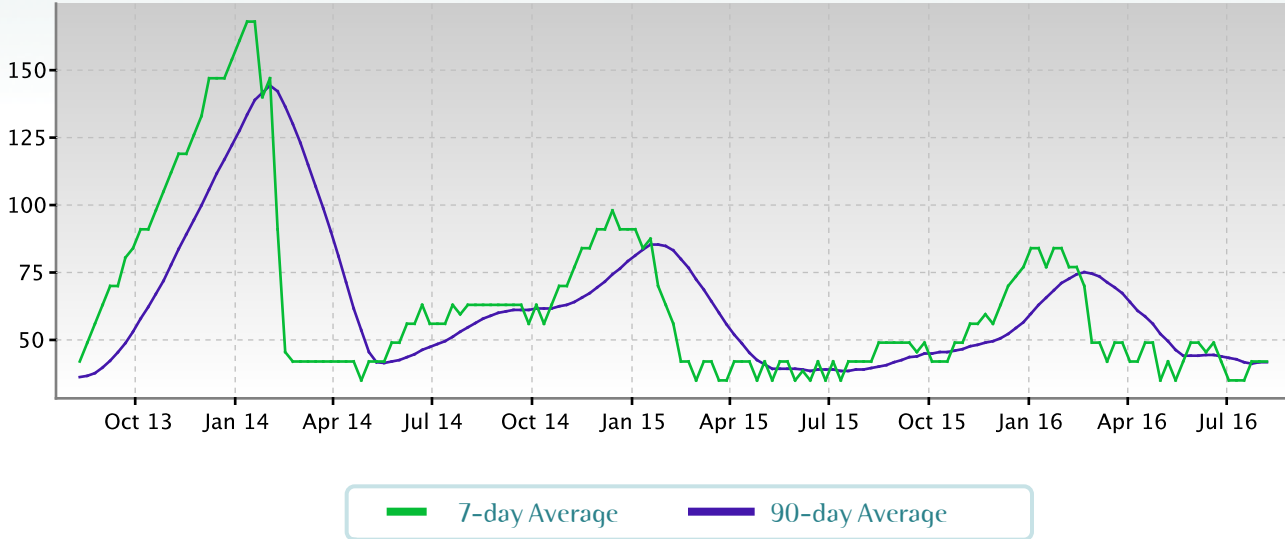
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Days on Market

The properties have been on the market for an average of 72 days. Half of the listings have come newly on the market in the past 42 or so days.



Days on Market per Quartile

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