

## This Week

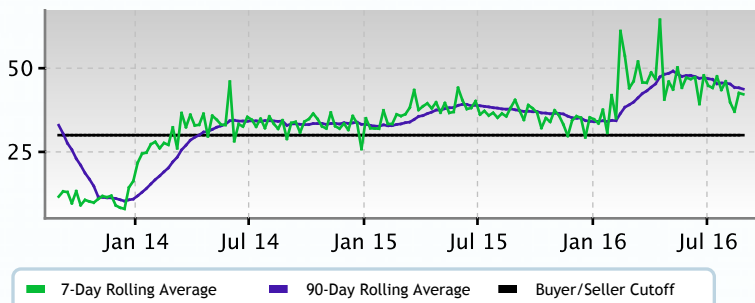
The median list price in GILBERT, AZ this week is \$350,000.

Inventory has been decreasing lately but the Market Action Index is falling also. With days-on-market climbing, these are relatively negative implications 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 it's climb, prices will likely follow suit. If the MAI drops consistently or falls into the Buyer's zone, watch for downward pressure on prices.

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

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	\$ 579,900	3820	0.25 - 0.50 acre	4.0	3.5	12	239	16	17	121	Most expensive 25% of properties
Upper/Second	\$ 393,900	2842	8,001 - 10,000 sqft	4.0	3.0	12	239	23	27	78	Upper-middle 25% of properties
Lower/Third	\$ 309,990	2274	6,501 - 8,000 sqft	4.0	2.5	13	240	31	41	65	Lower-middle 25% of properties
Bottom/Fourth	\$ 234,250	1618	4,501 - 6,500 sqft	3.0	2.0	15	240	36	44	48	Least expensive 25% of properties

### Real-Time Market Profile

Metric	Value	Trend
Median List Price	\$ 350,000	↔↔
Asking Price Per Square Foot	\$ 144	↔↔
Average Days on Market (DOM)	78	↑↑
Percent of Properties with Price Decrease	50 %	
Percent Relisted (reset DOM)	5 %	
Percent Flip (price increased)	8 %	
Median House Size (sq ft)	2441	
Median Lot Size	6,501 - 8,000 sqft	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	2.5	
Market Action Index Seller's Advantage	43.8	↓↓

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

## 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.

Price Trends

