

## This Week

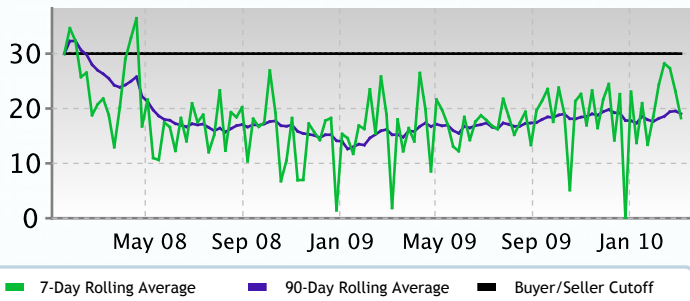
The median list price in LAFAYETTE, CO this week is \$429,000.

Inventory is up and Market Action is trending down recently. While days-on-market appears to be trending lower, the overall conditions are weakening a bit.

## Supply and Demand

- The market has been consistently cool for several weeks. Demand level are low relative to the available inventory. It's a Buyer's market and prices continue to fall. Look for a persistent shift in Market Action before prices plateau or begin to rise again.

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	\$ 874,500	4454	0.25 - 0.50 acre	4.5	4.0	11	18	4	0	260	Most expensive 25% of properties
Upper/Second	\$ 489,000	2799	8,001 - 10,000 sqft	4.0	4.0	2	19	2	2	408	Upper-middle 25% of properties
Lower/Third	\$ 317,000	1850	8,001 - 10,000 sqft	3.0	3.0	17	19	3	1	166	Lower-middle 25% of properties
Bottom/Fourth	\$ 215,000	1379	6,501 - 8,000 sqft	3.0	2.0	28	19	5	1	113	Least expensive 25% of properties

HELPING MAKE HOUSES INTO HOMES!

### Real-Time Market Profile

		Trend
Median List Price	\$ 429,000	↓↓↓
Asking Price Per Square Foot	\$ 169	↓↓↓
Average Days on Market (DOM)	236	↓↓↓
Percent of Properties with Price Decrease	21 %	
Percent Relisted (reset DOM)	5 %	
Percent Flip (price increased)	3 %	
Median House Size (sq ft)	2232	
Median Lot Size	8,001 - 10,000 sqft	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.0	
Market Action Index	Strong Buyer's 19.1	↓↓↓

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

## Price

- Again this week we see a downward notch for prices. Prices continue to pull back from the market's highs. The Market Action Index is a good leading indicator for the durability of this trend.

Price Trends

