



This Week

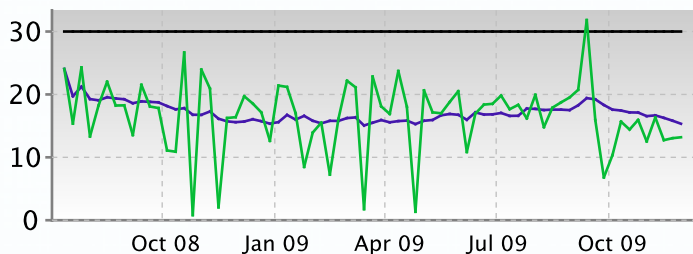
The median list price in AFFTON, MO this week is \$144,900.

Inventory has been lightening lately and the Market Action Index has been trending up. Though days-on-market is increasing, these are mildly positive indications for the market.

Supply and Demand

- Home sales have been exceeding new inventory for several weeks. However because of excess inventory, prices have not yet stopped falling. Should the sales trend continue, expect prices to level off soon and potentially to resume their climb from there. Watch prices as the market transitions from a Buyer's market to a Seller's market.

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	\$ 179,950	1562	6,501 - 8,000 sqft	3.0	2.0	44	22	0	3	146	Most expensive 25% of properties
Upper/Second	\$ 152,900	1182	6,501 - 8,000 sqft	3.0	2.0		22	0	0	98	Upper-middle 25% of properties
Lower/Third	\$ 139,450	1099	6,501 - 8,000 sqft	2.5	1.2		22	0	0	169	Lower-middle 25% of properties
Bottom/Fourth	\$ 109,500	1080	6,501 - 8,000 sqft	2.0	1.0		23	0	1	162	Least expensive 25% of properties

Real-Time Market Profile			Trend
Median List Price	\$ 144,900		↓↓↓
Asking Price Per Square Foot	\$ 121		↓↓↓
Average Days on Market (DOM)	144		↑↑↑
Percent of Properties with Price Decrease	46 %		
Percent Relisted (reset DOM)	7 %		
Percent Flip (price increased)	2 %		
Median House Size (sq ft)	1184		
Median Lot Size	6,501 - 8,000 sqft		
Median Number of Bedrooms	3.0		
Median Number of Bathrooms	1.5		
Market Action Index	Strong Buyer's	15.3	↑↑

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

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.

Price Trends

