

# This Week

The median list price in HIGHLANDS RANCH, CO this week is \$569,950.

Demand measured by the Market Action Index is increasing and days-on-market is holding steady. With more properties coming available, conditions are mildly positive.

# Supply and Demand

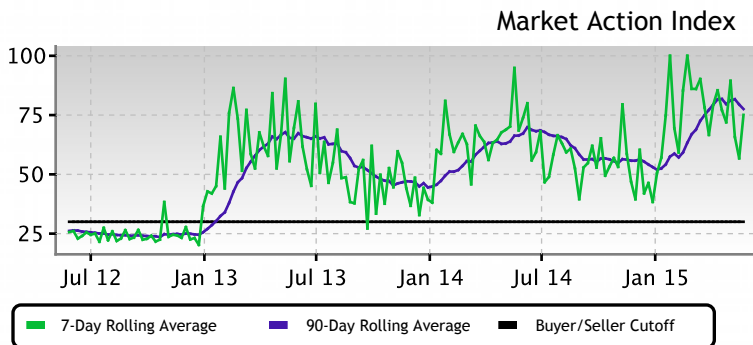
- The market has started cooling and prices have been flat for several weeks. Since we're in the Seller's zone, watch for changes in MAI. If the MAI resumes it's climb, prices will likely follow suit. If the MAI drops consistently or falls into the Buyer's zone, watch for downward pressure on prices.

Real-Time Market Profile			Trend
Median List Price	\$ 569,950		↔
Asking Price Per Square Foot	\$ 174		↑
Average Days on Market (DOM)	35		↔
Percent of Properties with Price Decrease	38 %		
Percent Relisted (reset DOM)	4 %		
Percent Flip (price increased)	2 %		
Median House Size (sq ft)	3534		
Median Lot Size	6,501 - 8,000 sqft		
Median Number of Bedrooms	4.0		
Median Number of Bathrooms	4.0		
Market Action Index	Strong Seller's	77.5	↓

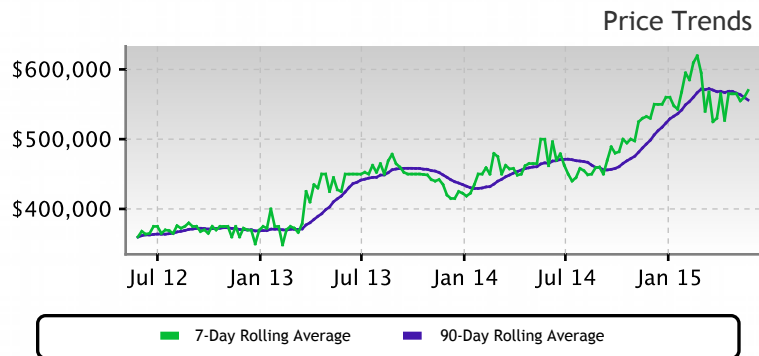
- ↔ No change
- ↑↑ Strong upward trend
- ↓↓ Strong downward trend
- ↑ Slight upward trend
- ↓ Slight downward trend

# Price

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



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	Description
Top/First	\$ 999,000	5229	0.25 - 0.50 acre	5.0	5.0	11	35	4	2	73	Most expensive 25% of properties
Upper/Second	\$ 649,500	4173	8,001 - 10,000 sqft	4.0	4.0	14	35	8	6	41	Upper-middle 25% of properties
Lower/Third	\$ 515,000	3108	6,501 - 8,000 sqft	4.0	4.0	19	35	13	13	16	Lower-middle 25% of properties
Bottom/Fourth	\$ 375,000	2075	4,501 - 6,500 sqft	3.0	3.0	18	35	15	20	11	Least expensive 25% of properties