



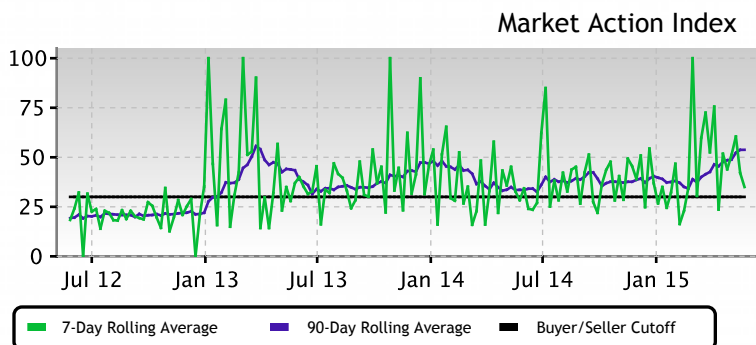
## This Week

The median list price in LOUISVILLE, CO this week is \$542,000.

The Market Action Index has been trending down lately, while inventory is climbing. These trends imply a weakening market.

## 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.



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

| Quartile      | Median Price | Sq. Ft. | Lot Size           | Beds | Baths | Age | Inventory | New | Absorbed | DOM |                                   |
|---------------|--------------|---------|--------------------|------|-------|-----|-----------|-----|----------|-----|-----------------------------------|
| Top/First     | \$ 949,900   | 4260    | 0.25 - 0.50 acre   | 5.0  | 2.5   | 22  | 7         | 0   | 1        | 101 | Most expensive 25% of properties  |
| Upper/Second  | \$ 599,900   | 3111    | 6,501 - 8,000 sqft | 4.0  | 2.0   | 26  | 7         | 1   | 1        | 34  | Upper-middle 25% of properties    |
| Lower/Third   | \$ 504,900   | 2248    | 4,501 - 6,500 sqft | 4.0  | 2.0   | 26  | 8         | 1   | 0        | 24  | Lower-middle 25% of properties    |
| Bottom/Fourth | \$ 437,500   | 1642    | 6,501 - 8,000 sqft | 3.5  | 1.0   | 30  | 8         | 2   | 1        | 18  | Least expensive 25% of properties |

Investigate the market in quartiles - where each quartile is 25% of homes ordered by price.

| Real-Time Market Profile                  |                      | Trend |
|---|----------------------|-------|
| Median List Price                         | \$ 542,000           | ↔↔    |
| Asking Price Per Square Foot              | \$ 222               | ↑     |
| Average Days on Market (DOM)              | 43                   | ↔↔    |
| Percent of Properties with Price Decrease | 13 %                 |       |
| Percent Relisted (reset DOM)              | 10 %                 |       |
| Percent Flip (price increased)            | 0 %                  |       |
| Median House Size (sq ft)                 | 2362                 |       |
| Median Lot Size                           | 6,501 - 8,000 sqft   |       |
| Median Number of Bedrooms                 | 4.0                  |       |
| Median Number of Bathrooms                | 2.0                  |       |
| Market Action Index                       | Strong Seller's 53.8 | ↑↑    |

- ↔↔ 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.

