



This Week

The median list price in SACRAMENTO, CA 95864 this week is \$597,000.

Demand measured by the Market Action Index is increasing and days-on-market is trending downward. Even as more properties come available, these are positive trends for the market.

Supply and Demand

- In the last few weeks the market has achieved a relative stasis point in terms of sales to inventory. However, inventory is sufficiently low to keep us in the Seller's Market zone so watch changes in the MAI. If the market heats up, prices are likely to resume an upward climb.

Real-Time Market Profile

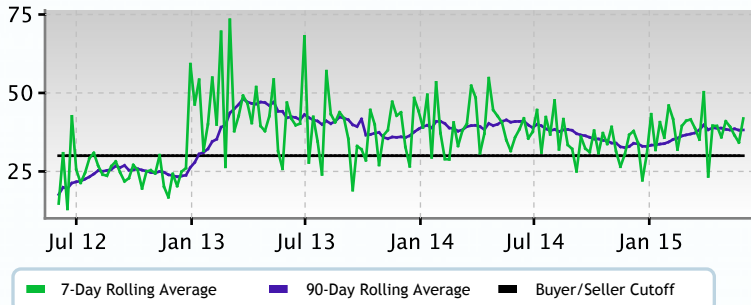
Real-Time Market Profile		Trend
Median List Price	\$ 597,000	↔↔
Asking Price Per Square Foot	\$ 270	↓↓↓
Average Days on Market (DOM)	104	↓↓↓
Percent of Properties with Price Decrease	42 %	
Percent Relisted (reset DOM)	13 %	
Percent Flip (price increased)	4 %	
Median House Size (sq ft)	2116	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	2.5	
Market Action Index Seller's Advantage	38.2	↔↔

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

Price

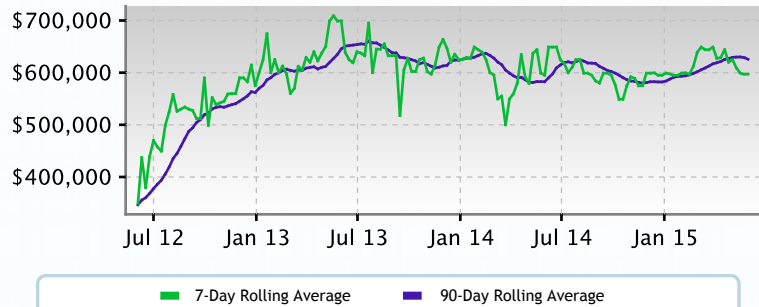
- We continue to see prices in this zip code bounce around this plateau. Look for a persistent down-shift in the Market Action Index before we see prices deviate from these levels.

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.

Price Trends



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	\$ 1,250,000	3700	0.50 - 1.0 acre	4.0	3.5	45	27	5	2	168	Most expensive 25% of properties
Upper/Second	\$ 785,000	2747	0.25 - 0.50 acre	4.0	3.0	48	27	5	4	72	Upper-middle 25% of properties
Lower/Third	\$ 427,500	1980	0.25 - 0.50 acre	3.0	2.0	60	27	5	4	81	Lower-middle 25% of properties
Bottom/Fourth	\$ 324,000	1460	6,501 - 8,000 sqft	3.0	2.0	60	27	6	5	94	Least expensive 25% of properties