

SAMPLE

This Week

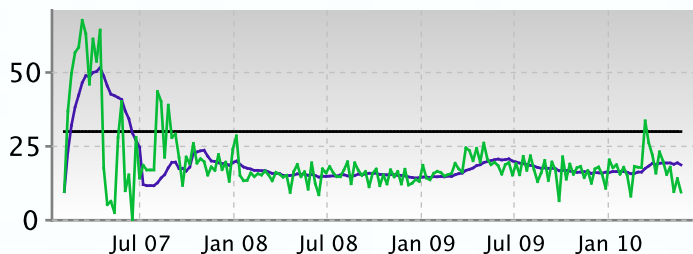
The median list price in FREDERICKSBURG, VA this week is \$260,000.

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 Action Index has been trending lower for several weeks while prices have remained relatively stable. If inventory continues to grow relative to demand however, it is likely that we will see downward pressure on pricing.

Market Action Index



7-Day Rolling Average 90-Day Rolling Average Buyer/Seller Cutoff

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	\$ 449,000	3400	1.0 - 2.5 acres	4.0	3.5	5	318	12	4	161	Most expensive 25% of properties
Upper/Second	\$ 297,250	2700	0.25 - 0.50 acre	4.0	2.5	6	318	19	5	167	Upper-middle 25% of properties
Lower/Third	\$ 224,900	1987	0.25 - 0.50 acre	3.0	2.5	15	318	17	15	125	Lower-middle 25% of properties
Bottom/Fourth	\$ 149,900	1500	0.25 - 0.50 acre	3.0	2.0	29	319	12	11	131	Least expensive 25% of properties

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Real-Time Market Profile

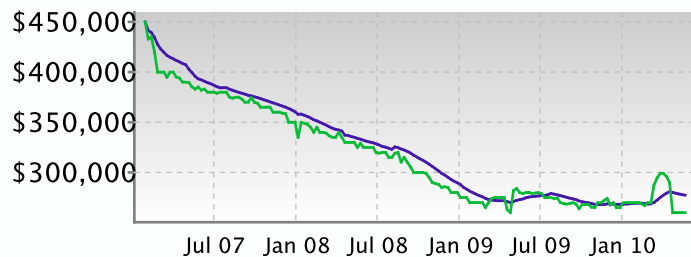
		Trend
Median List Price	\$ 260,000	↔↔
Asking Price Per Square Foot	\$ 114	↔↔
Average Days on Market (DOM)	146	↘↘
Percent of Properties with Price Decrease	35 %	
Percent Relisted (reset DOM)	71 %	
Percent Flip (price increased)	11 %	
Median House Size (sq ft)	2413	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	2.5	
Market Action Index	Strong Buyer's 18.7	↘↘

↔↔ No change ↗↗ Strong upward trend ↘↘ Strong downward trend
 ↗ Slight upward trend ↘ Slight downward trend

Price

- The market seems to have paused around this plateau. The Market Action Index is a good leading indicator for the durability of this trend.

Price Trends



7-Day Rolling Average 90-Day Rolling Average