



## This Week

The median list price in LAFAYETTE, CO this week is \$499,450.

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

- Home sales have been exceeding new inventory for several weeks. However prices have not yet stopped falling. Since the market is already in the Seller's zone, expect prices to level off very soon. Should the sales trend continue expect that prices could climb from there.

### Real-Time Market Profile

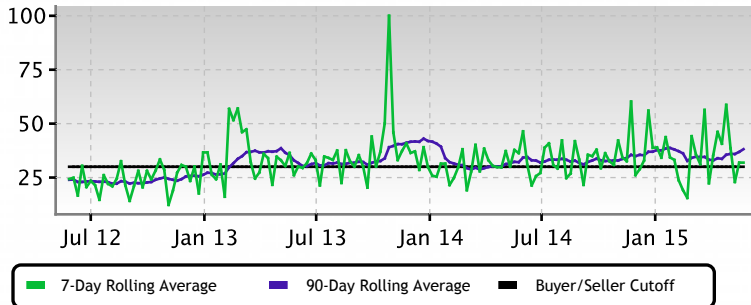
Real-Time Market Profile		Trend
Median List Price	\$ 499,450	↓↓
Asking Price Per Square Foot	\$ 183	↑↑
Average Days on Market (DOM)	97	↓↓
Percent of Properties with Price Decrease	29 %	
Percent Relisted (reset DOM)	14 %	
Percent Flip (price increased)	2 %	
Median House Size (sq ft)	2977	
Median Lot Size	8,001 - 10,000 sqft	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	2.0	
Market Action Index Seller's Advantage	38.2	↑↑

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

## Price

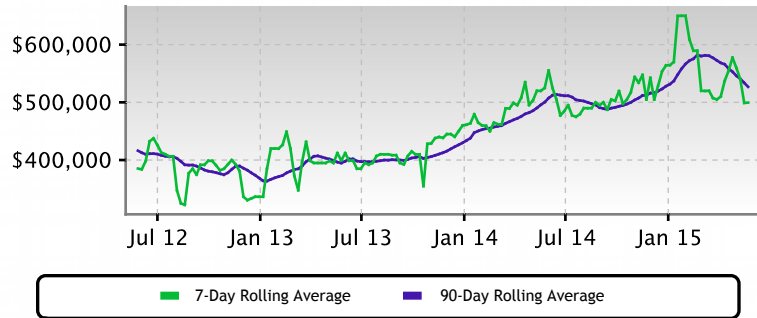
- Again this week we see a downward notch for prices. Pricing has been weak in recent weeks and versus their absolute-high levels. The Market Action Index is a good leading indicator for the durability of this trend.

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	\$ 1,037,450	5128	0.50 - 1.0 acre	4.5	3.0	14	14	0	0	223	Most expensive 25% of properties
Upper/Second	\$ 579,500	3668	8,001 - 10,000 sqft	4.0	2.0	18	14	2	2	98	Upper-middle 25% of properties
Lower/Third	\$ 470,000	2765	6,501 - 8,000 sqft	4.0	2.0	18	15	1	2	54	Lower-middle 25% of properties
Bottom/Fourth	\$ 350,000	1710	6,501 - 8,000 sqft	3.0	1.0	34	15	1	1	22	Least expensive 25% of properties