

TEAM PUSHPA'S MARKET UPDATE

ACTON, CA 93510

- **Current Real Estate Market Conditions for Single Family Homes**
- **Trends in Pricing**
- **Current Levels of Supply and Demand**
- **Value Metrics**

- **Report for the week of
September 12, 2016**

- **Presented by Pushpa Nagaraj**
Century 21 ~ Team Pushpa
www.pushpa4homes.com
626-833-5206



This Week

- The median list price in ACTON, CA 93510 this week is \$549,900. The 67 properties have been on the market for an average of 146 days.

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

- 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.

Real-Time Market Profile

		Trend
Median List Price	\$ 549,900	↔
Average List Price	\$ 570,032	
Asking Price Per Square Foot	\$ 238	↓
Average Days on Market (DoM)	146	↓
Inventory of Properties Listed	67	↑↑
Most Expensive Listing	\$ 1,500,000	
Least Expensive Listing	\$ 93,000	
Average Age of Listing	28	
Percent of Properties with Price Decrease	51 %	
Percent Relisted (reset DOM)	21 %	
Percent Flip (price increased)	1 %	
Median House Size (sq ft)	2356	
Median Lot Size	1.0 - 2.5 acres	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.0	

Altos Research Value Statistics

Market Action Index Buyer's Advantage 25.2 ↓↓

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 a seller's advantage. Below 30, conditions give the advantage to the buyer.

Trend Key: ↑↑ Strong upward trend ↓↓ Strong downward trend
↔ No change ↑ Slight upward trend ↓ Slight downward trend

Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM
Top/First	\$ 704,450	3175	2.5 - 5.0 acres	4.0	3.0	24	16	0	0	224
Upper/Second	\$ 589,900	2808	1.0 - 2.5 acres	4.0	3.0	25	17	2	0	156
Lower/Third	\$ 525,000	2016	2.5 - 5.0 acres	4.0	2.0	28	17	0	0	95
Bottom/Fourth	\$ 399,000	1620	1.0 - 2.5 acres	3.0	2.0	32	17	2	5	115

Most expensive 25% of properties

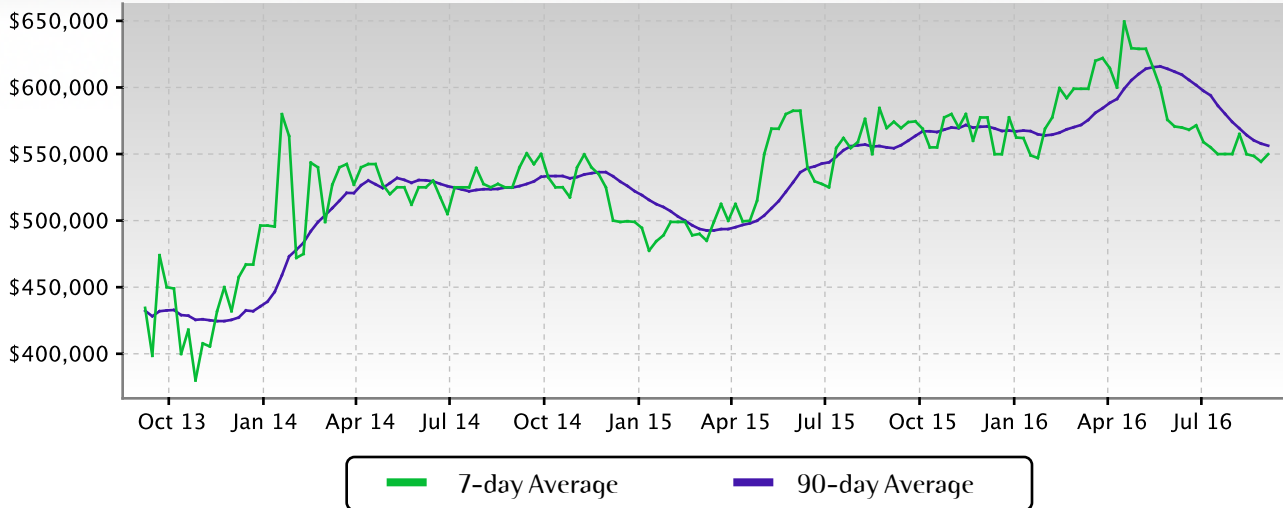
Upper-middle 25% of properties

Lower-middle 25% of properties

Least expensive 25% of properties

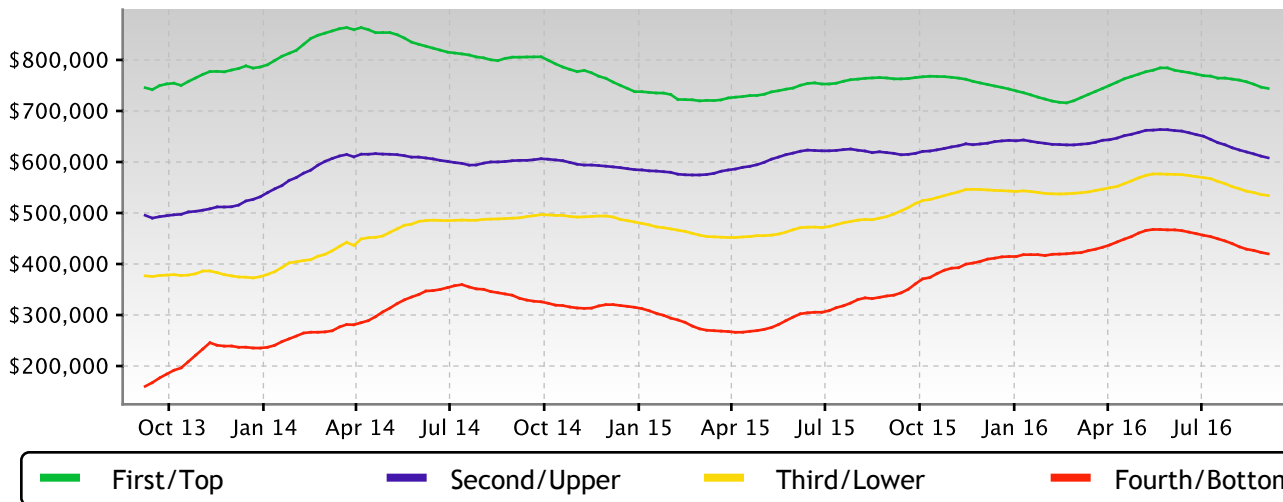
Median Price

Prices in this zip code are bouncing around near term trough. Look for a persistent up-shift in the Market Action Index before we see prices move significantly from here.



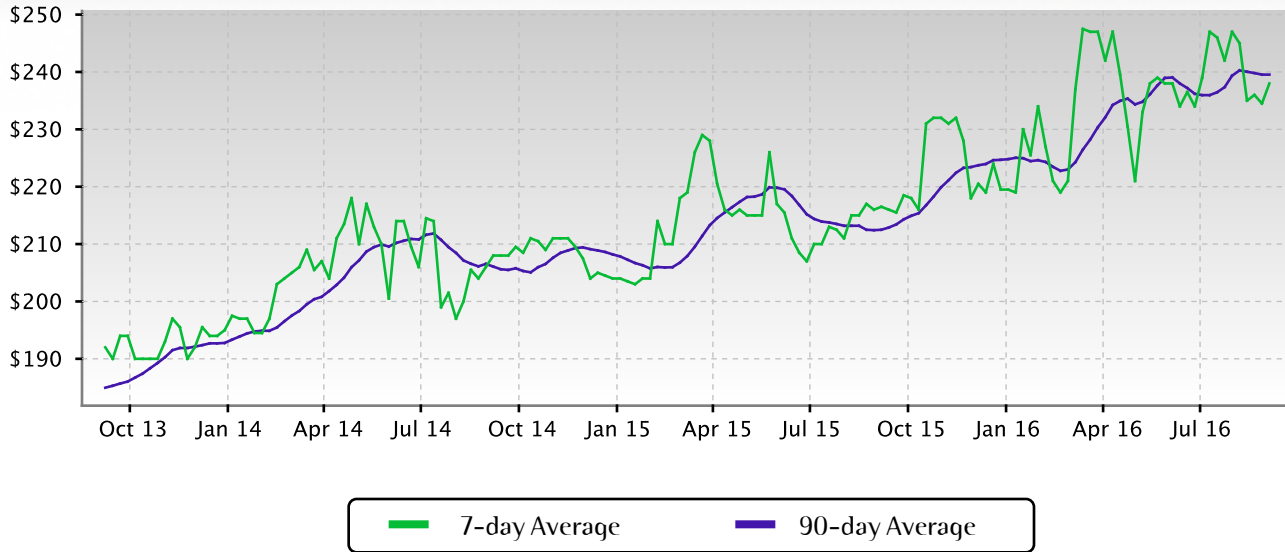
Quartile Prices

In the quartile market segments, we see prices in this zip code have settled at a price plateau across the board. Prices in all four quartiles are basically mixed. Look for a persistent shift (up or down) in the Market Action Index before prices move from these current levels.



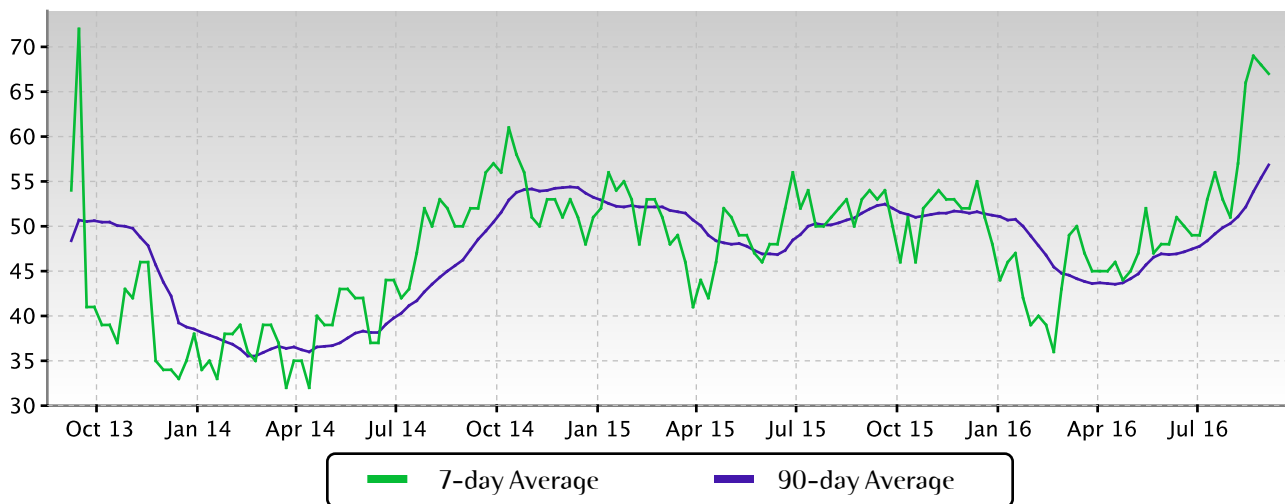
Price per Square Foot

While prices have been basically flat, the price per square foot has been heading downward. While not a sign of broad strength in a market, larger homes are coming more available and buyers can see more home for their money.



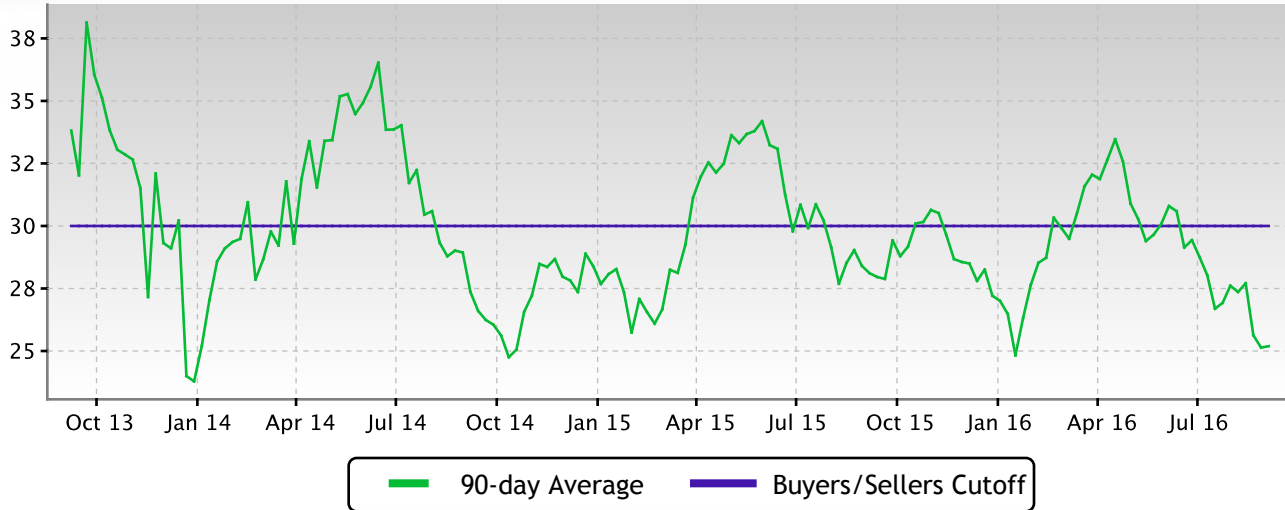
Inventory of Properties Listed for Sale

Inventory has been climbing lately. Note that rising inventory alone does not signal a weakening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is keeping up with available supply.



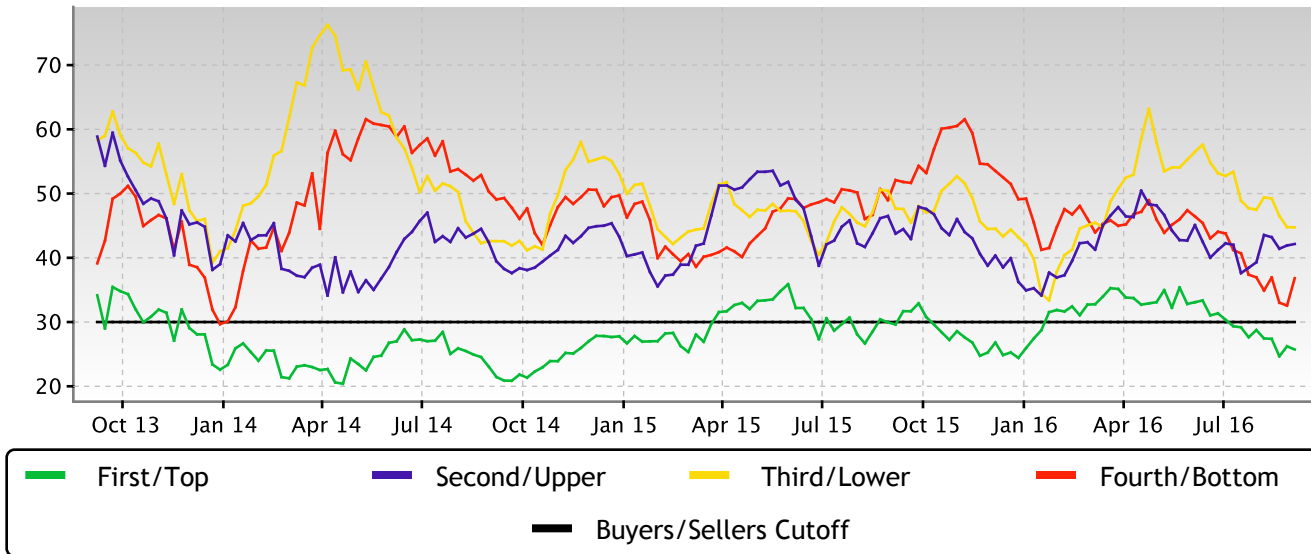
Market Action Index

The ACTON, 93510 market is currently in the Buyer's Advantage zone (below 30), though not strongly so. The 90-day Market Action Index stands this week at 25.19 so buyers should expect to find reasonable levels of selection.



Market Action Index per Quartile

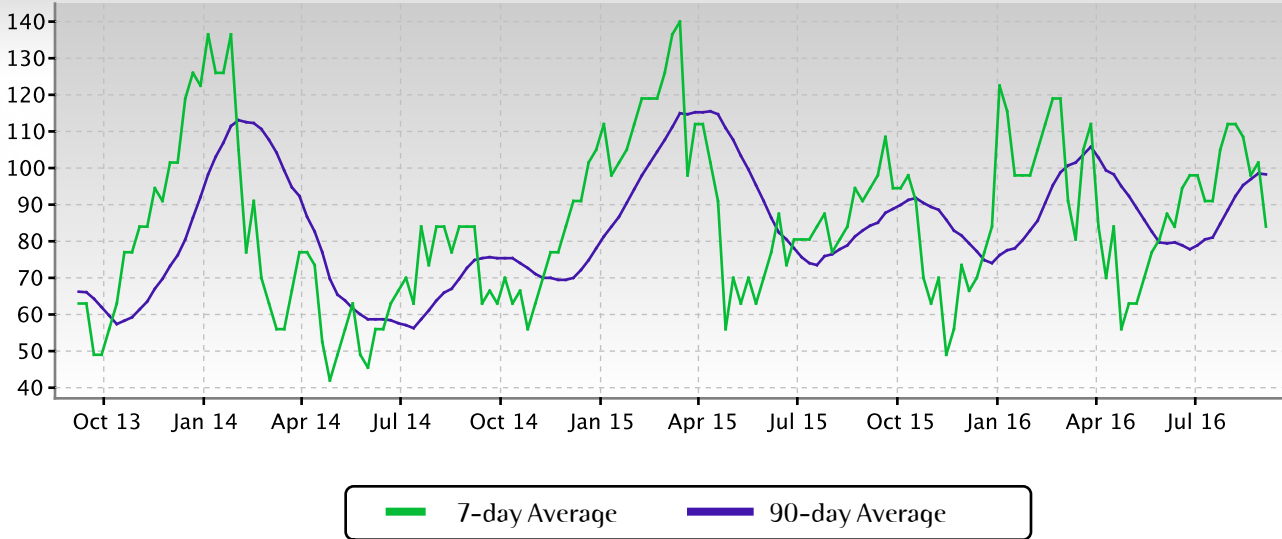
Three of the four quartiles of this zip code are in the Seller's Market zone with relatively low amounts of inventory given the current levels of demand. It's not uncommon that the premium segment of the market takes longer to sell than the rest of the group.



Residential house prices are a function of supply and demand, and market conditions can be characterized by analyzing those factors. Watch this index for sustained changes: if the index falls into the Buyer's Advantage zone (below 30) for a long period, prices are likely in for a downward correction.

Days on Market

The properties have been on the market for an average of 146 days. Half of the listings have come newly on the market in the past 84 or so days.



Days on Market per Quartile

It is not uncommon for the higher priced homes in an area to take longer to sell than those in the lower quartiles.

