



## This Week

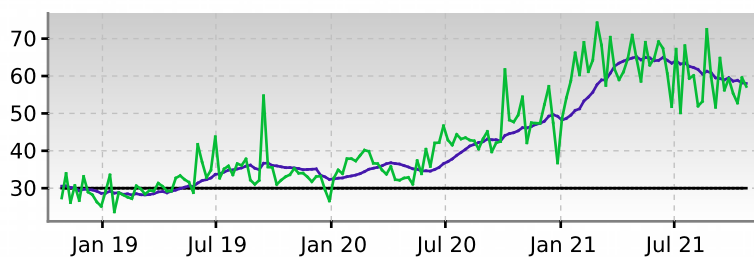
The median list price in SCOTTSDALE, AZ this week is \$1,320,000.

The Market Action Index has been trending down recently, but as days-on-market decreases also, there are not strong signals for the direction of the market.

## Supply and Demand

- The market has been cooling over time and prices have recently flattened. Despite the consistent decrease in Market Action Index (MAI), we're in a Seller's Market (where significant demand leaves little inventory available). If the MAI begins to climb, prices will likely follow suit. If the MAI drops consistently or falls into the Buyer's zone, watch for downward pressure on prices.

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.

## 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	\$ 4,295,000	6076	1.0 - 2.5 acres	5.0	5.5	14	125	11	10	147	Most expensive 25% of properties
Upper/Second	\$ 1,811,000	3915	0.50 - 1.0 acre	4.0	4.0	24	125	15	13	70	Upper-middle 25% of properties
Lower/Third	\$ 949,000	2696	0.25 - 0.50 acre	4.0	2.5	29	125	36	42	33	Lower-middle 25% of properties
Bottom/Fourth	\$ 661,000	1932	6,501 - 8,000 sqft	3.0	2.0	36	126	43	39	38	Least expensive 25% of properties

### Real-Time Market Profile

Median List Price	\$ 1,320,000	Trend
Asking Price Per Square Foot	\$ 416	
Average Days on Market (DOM)	72	
Percent of Properties with Price Decrease	28 %	
Percent Relisted (reset DOM)	5 %	
Percent Flip (price increased)	8 %	
Median House Size (sq ft)	3190	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.0	
Market Action Index	Strong Seller's	58.0

↔ 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

