

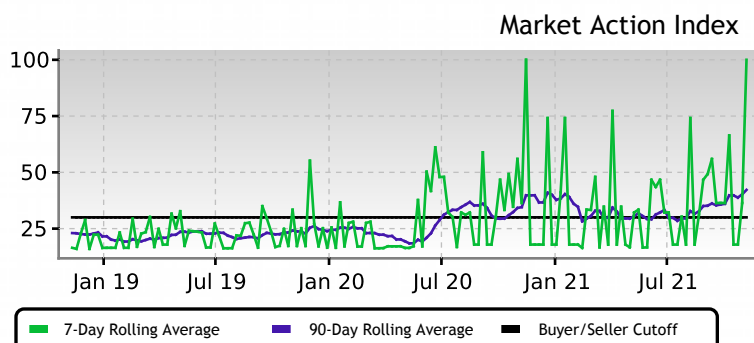
## This Week

The median list price in SNOWMASS, CO 81654 this week is \$3,500,000.

Inventory is tightening and days-on-market is falling. The Market Action Index shows demand heating up. These are relatively bullish signs for prices.

## Supply and Demand

- Home sales continue to outstrip supply and the Market Action Index has been moving higher for several weeks. This is a Seller's market so watch for upward pricing pressure in the near future if the trend continues.



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

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 50,000,000	1092	Less than 4,500 sqft	1.0	1.0	46	1	0	0	133	Most expensive 25% of properties
Upper/Second	\$ 29,600,000	11776	20+ acres	6.0	8.5	23	2	0	1	130	Upper-middle 25% of properties
Lower/Third	\$ 3,225,000	3926	10 - 20 acres	3.5	3.5	32	2	0	2	140	Lower-middle 25% of properties
Bottom/Fourth	\$ 1,572,500	2136	1.0 - 2.5 acres	3.0	2.5	38	2	1	1	28	Least expensive 25% of properties

Investigate the market in quartiles - where each quartile is 25% of homes ordered by price.

Real-Time Market Profile			Trend
Median List Price	\$ 3,500,000		↔
Asking Price Per Square Foot	\$ 1,853		↑↑
Average Days on Market (DOM)	104		↓
Percent of Properties with Price Decrease	29 %		
Percent Relisted (reset DOM)	0 %		
Percent Flip (price increased)	29 %		
Median House Size (sq ft)	2243		
Median Lot Size	1.0 - 2.5 acres		
Median Number of Bedrooms	3.0		
Median Number of Bathrooms	3.0		
Market Action Index	Seller's Advantage	42.2	↑↑

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

## Price

- Recently prices in this zip have settled at a plateau even though they dipped this week. Look for a persistent up-shift in the Market Action Index before we see prices significantly move from these levels.

