



## This Week

The median list price in WEST HARTFORD, CT this week is \$369,450.

Inventory has been decreasing lately but the Market Action Index is falling also. With days-on-market climbing, these are relatively negative implications for the market.

## Supply and Demand

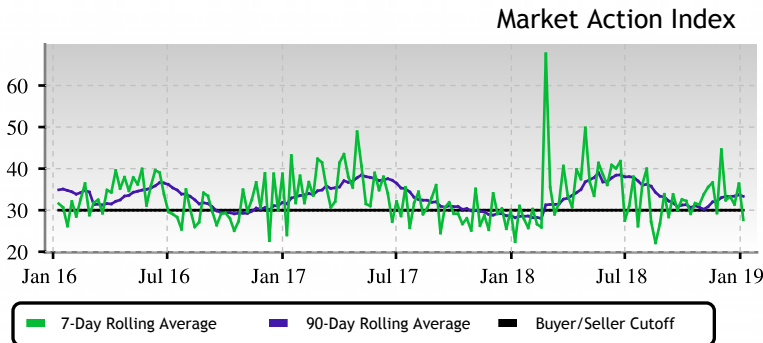
- In the last few weeks the market has achieved a relative stasis point in terms of sales to inventory. However, inventory is sufficiently low to keep us in the Seller's Market zone so watch changes in the MAI. If the market heats up, prices are likely to resume an upward climb.

Real-Time Market Profile		Trend
Median List Price	\$ 369,450	↔↔
Asking Price Per Square Foot	\$ 164	↔↔
Average Days on Market (DOM)	156	↑↑
Percent of Properties with Price Decrease	52 %	
Percent Relisted (reset DOM)	10 %	
Percent Flip (price increased)	1 %	
Median House Size (sq ft)	2370	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	2.5	
Market Action Index	Seller's Advantage 33.3	↔↔

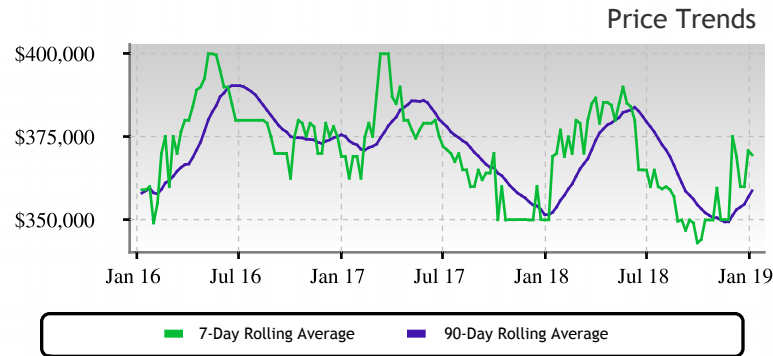
- ↔↔ No change    ↑↑ Strong upward trend    ↓↓ Strong downward trend  
 ↑ Slight upward trend    ↓ Slight downward trend

## Price

- The market is hovering around this plateau. Look for a persistent change in the Market Action Index before we see prices deviate from these levels.



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	\$ 685,000	4074	0.50 - 1.0 acre	5.0	3.5	69	37	0	1	285	Most expensive 25% of properties
Upper/Second	\$ 425,000	2615	0.25 - 0.50 acre	4.0	2.5	68	37	4	2	142	Upper-middle 25% of properties
Lower/Third	\$ 325,000	2048	0.25 - 0.50 acre	4.0	2.0	70	38	2	2	111	Lower-middle 25% of properties
Bottom/Fourth	\$ 227,000	1445	8,001 - 10,000 sqft	3.0	1.5	68	38	5	4	88	Least expensive 25% of properties