



This Week

The median list price in WEST HARTFORD, CT 06119 this week is \$369,000.

Inventory has been lightening lately and the Market Action Index has been trending up. Though days-on-market is increasing, these are mildly positive indications for the market.

Supply and Demand

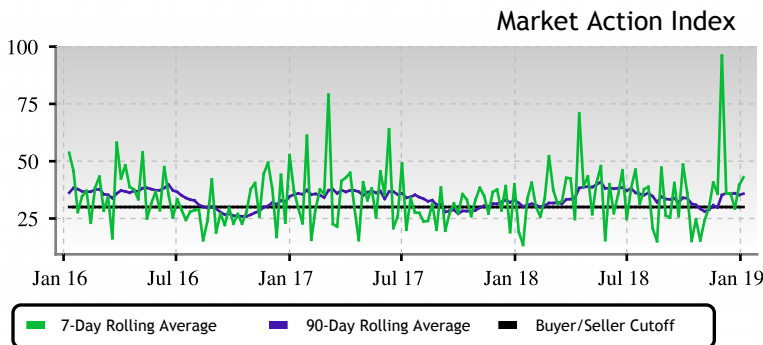
- In the last few weeks the market has achieved a relative stasis point in terms of sales to inventory. However, inventory is sufficiently low to keep us in the Seller's Market zone so watch changes in the MAI. If the market heats up, prices are likely to resume an upward climb.

Real-Time Market Profile		Trend
Median List Price	\$ 369,000	↔↔
Asking Price Per Square Foot	\$ 168	↔↔
Average Days on Market (DOM)	117	↑↑
Percent of Properties with Price Decrease	60 %	
Percent Relisted (reset DOM)	20 %	
Percent Flip (price increased)	0 %	
Median House Size (sq ft)	2270	
Median Lot Size	8,001 - 10,000 sqft	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	2.2	
Market Action Index Seller's Advantage	35.8	↔↔

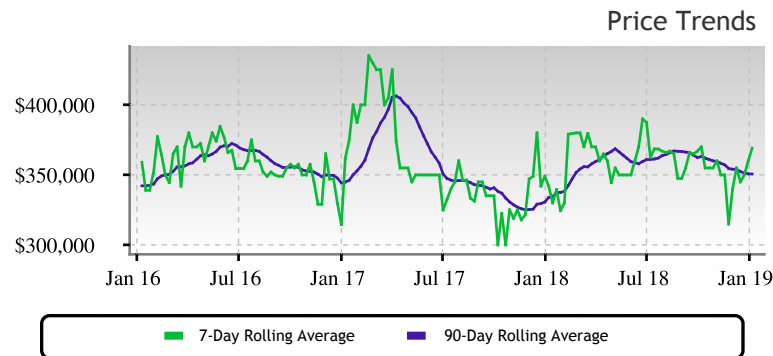
↔↔ No change ↑↑ Strong upward trend ↓↓ Strong downward trend
 ↑ Slight upward trend ↓ Slight downward trend

Price

- Again this week we see prices in this zip code remain roughly at the level they've been for several weeks. Since we're significantly below the top of the market, look for a persistent up-shift in the Market Action Index before we see prices move 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	\$ 499,900	2888	0.25 - 0.50 acre	5.0	3.5	91	5	0	0	146	Most expensive 25% of properties
Upper/Second	\$ 379,900	2168	0.25 - 0.50 acre	4.0	2.0	89	5	0	0	167	Upper-middle 25% of properties
Lower/Third	\$ 359,900	2292	8,001 - 10,000 sqft	4.0	2.5	94	5	0	1	95	Lower-middle 25% of properties
Bottom/Fourth	\$ 244,000	1436	6,501 - 8,000 sqft	3.0	1.5	91	5	0	2	60	Least expensive 25% of properties