

ARLENE BAXTER'S MARKET UPDATE

EL CERRITO, CA 94530

- 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
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NEIGHBORHOOD DETAIL

ARLENE BAXTER

SINGLE FAMILY HOMES IN

EL CERRITO, CA
94530

This Week

- The median list price in EL CERRITO, CA 94530 this week is \$429,000. The 21 properties have been on the market for an average of 47 days.

The Market Action Index has been climbing lately while days-on-market are trending down, these point to a positive near-term outlook 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	\$ 429,000	↔
Average List Price	\$ 508,469	
Asking Price Per Square Foot	\$ 276	↓↓
Average Days on Market (DoM)	47	↓↓
Inventory of Properties Listed	21	↔
Most Expensive Listing	\$ 1,199,000	
Least Expensive Listing	\$ 279,900	
Average Age of Listing	60	
Percent of Properties with Price Decrease	19 %	
Percent Relisted (reset DOM)	n/a	
Percent Flip (price increased)	0 %	
Median House Size (sq ft)	1638	
Median Lot Size	4,501 - 6,500 sqft	
Median Number of Bedrooms	3.0	
Median Number of Bathrooms	2.0	

Altos Research Value Statistics

Market Action Index Seller's Advantage 30.2 ↑↑

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	\$ 880,000	3226	8,001 - 10,000 sqft	4.0	4.0	32	5	2	3	24
Upper/Second	\$ 449,900	1638	0.25 - 0.50 acre	3.0	2.0	59	5	2	1	105
Lower/Third	\$ 415,000	1200	4,501 - 6,500 sqft	3.0	1.0	71	5	2	2	30
Bottom/Fourth	\$ 319,925	1304	4,501 - 6,500 sqft	3.0	2.0	66	6	4	5	33

Most expensive 25% of properties

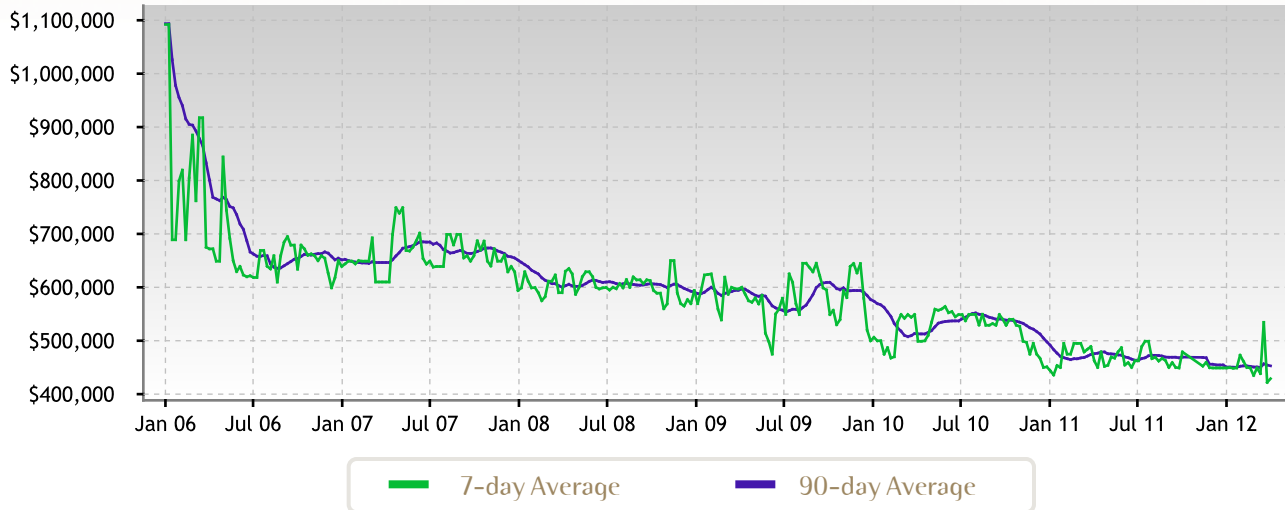
Upper-middle 25% of properties

Lower-middle 25% of properties

Least expensive 25% of properties

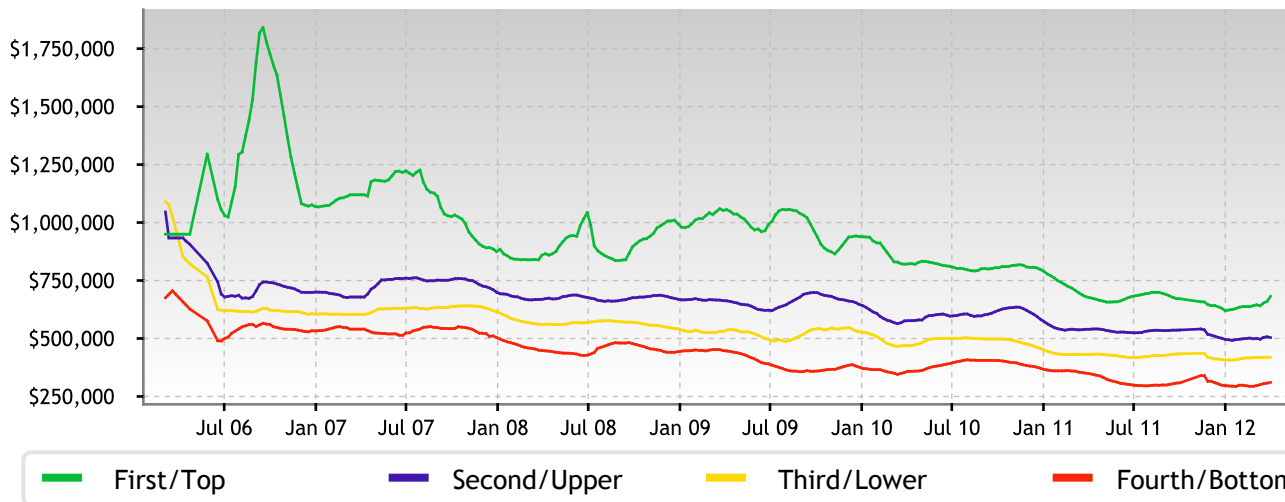
Median Price

We continue to see prices in this zip code hovering around these current levels, even though they bumped up a bit this week. Look for a persistent up-shift in the Market Action Index before we see prices move significantly from here.



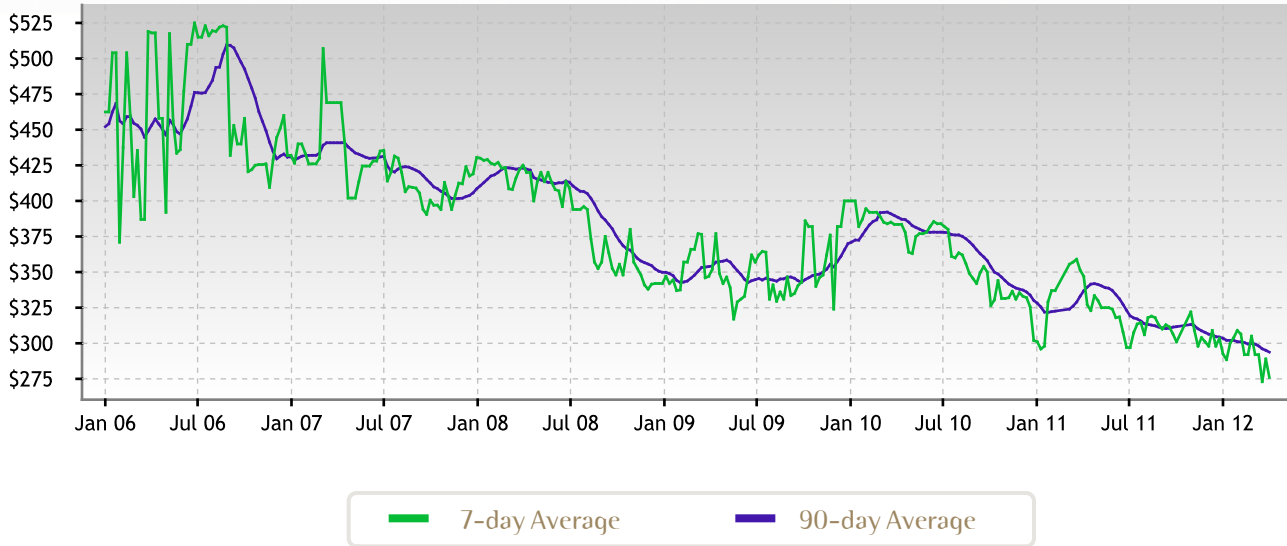
Quartile Prices

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.



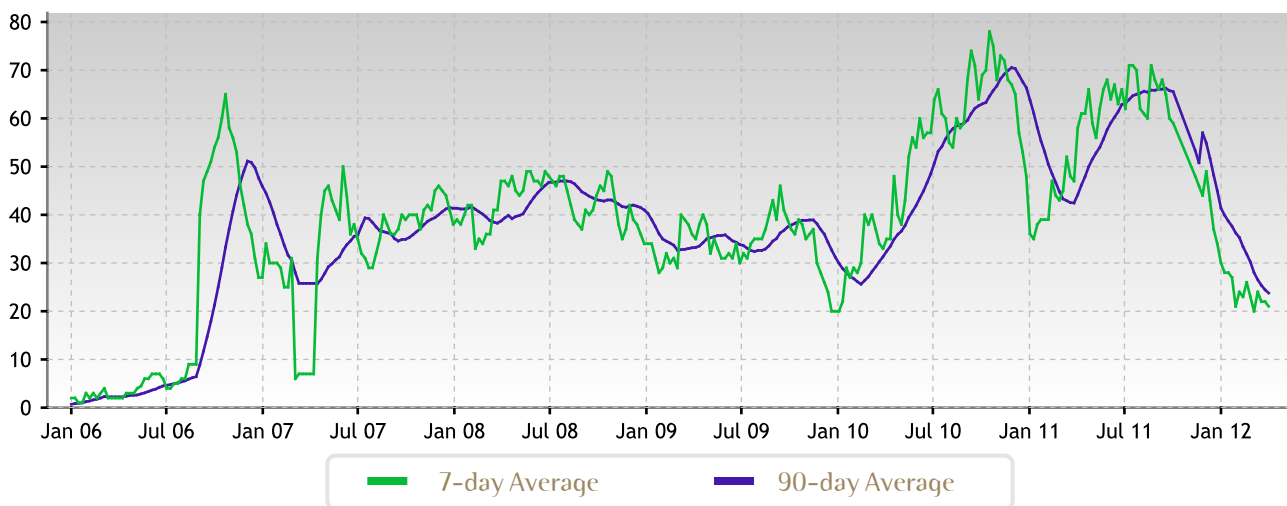
Price per Square Foot

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 are tending to get more home for their money.



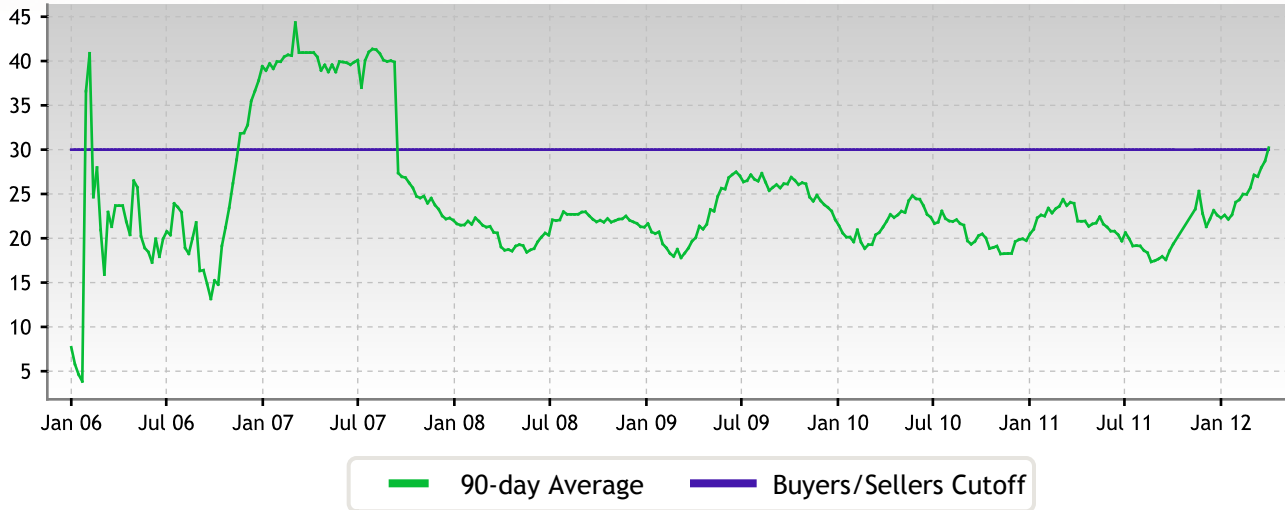
Inventory of Properties Listed for Sale

Inventory has been relatively steady around these levels in recent weeks.



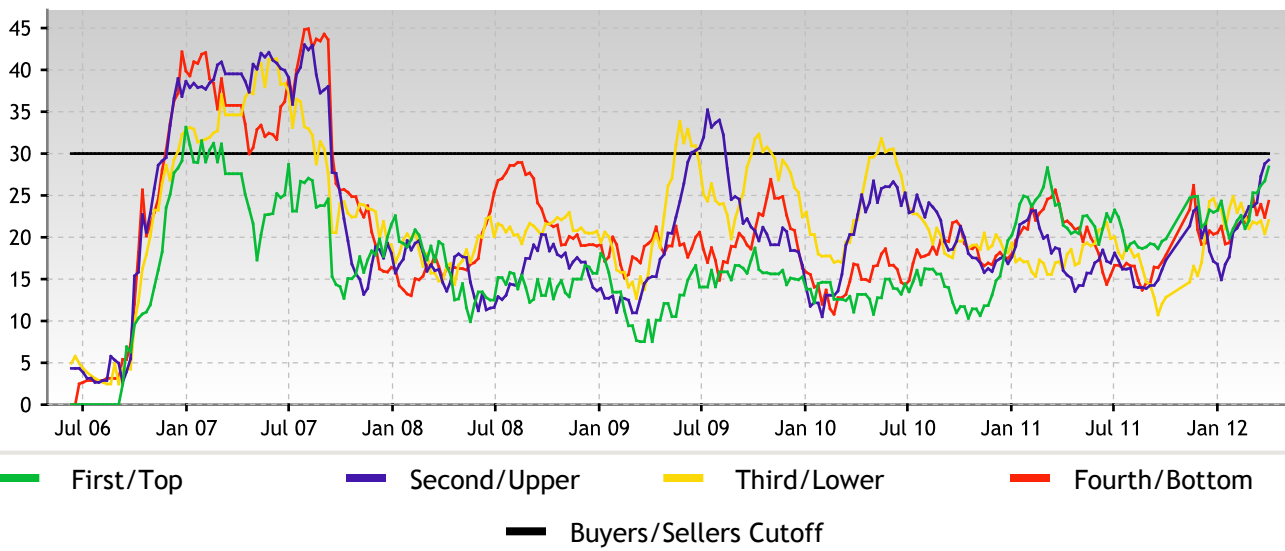
Market Action Index

The EL CERRITO, 94530 market is currently in the Seller's Advantage zone (greater than 30). The 90-day Market Action Index stands at 30.23 which indicates that demand is strong and available supply of homes gets snapped up relatively quickly.



Market Action Index per Quartile

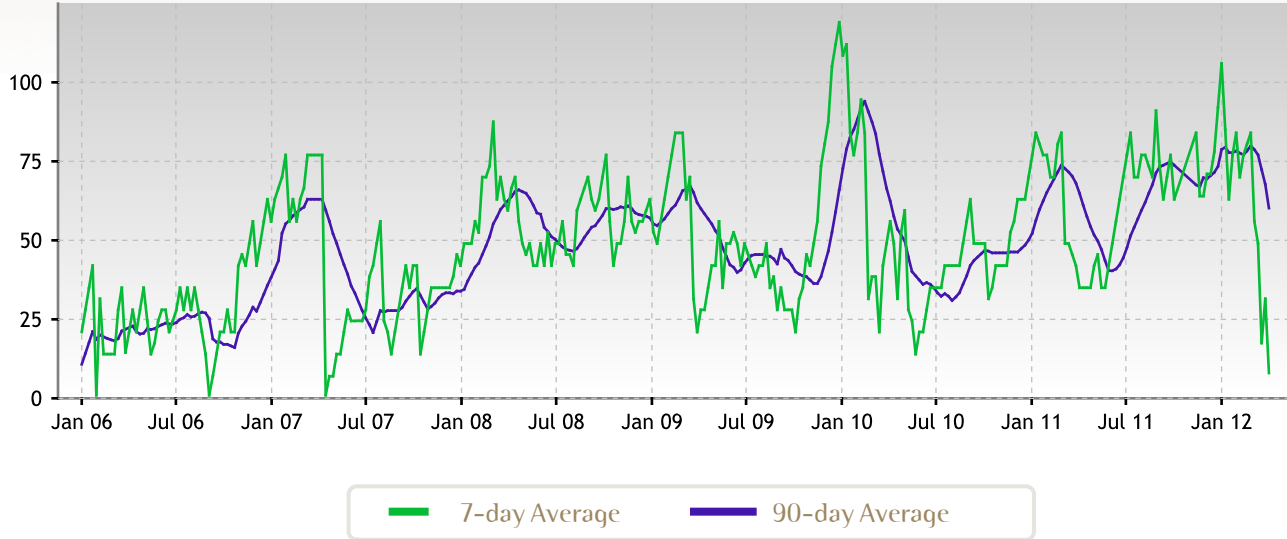
Not surprisingly, all quartiles are in the Buyer's Market zone with several months of inventory given the current levels of demand. Watch the quartiles for changes before the overall market shifts.



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 47 days. Half of the listings have come newly on the market in the past 8 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.

