

# ARLENE BAXTER'S MARKET UPDATE

BERKELEY, CA 94707

- 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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### This Week

- The median list price in BERKELEY, CA this week is \$729,900. The 45 properties have been on the market for an average of 61 days.

Inventory is up and Market Action is trending down recently. While days-on-market appears to be trending lower, the overall conditions are weakening a bit.

### Supply and Demand

- The market has been cooling off a bit in recent weeks, as more homes are available and demand is less. We're already seeing prices move lower as a result. Expect this trend to continue especially if the index falls to the Buyer's zone. Watch for a persistent up-turn in Market Action to signal prices rising again.

#### Real-Time Market Profile

Real-Time Market Profile		Trend
Median List Price	\$ 729,900	↓↓
Average List Price	\$ 883,116	
Asking Price Per Square Foot	\$ 446	↔
Average Days on Market (DoM)	61	↓↓
Inventory of Properties Listed	45	↑↑
Most Expensive Listing	\$ 3,995,000	
Least Expensive Listing	\$ 389,000	
Average Age of Listing	72	
Percent of Properties with Price Decrease	7 %	
Percent Relisted (reset DOM)	4 %	
Percent Flip (price increased)	2 %	
Median House Size (sq ft)	1857	
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 Strong Seller's 60.7 ↓↓

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	\$ 1,250,000	3109	4,501 - 6,500 sqft	4.0	3.0	61	11	2	2	105
Upper/Second	\$ 879,000	2141	4,501 - 6,500 sqft	3.0	2.0	85	11	2	0	65
Lower/Third	\$ 649,000	1434	4,501 - 6,500 sqft	2.0	2.0	89	11	4	4	15
Bottom/Fourth	\$ 459,950	983	Less than 4,500 sqft	2.5	1.0	90	12	5	3	59

Most expensive 25% of properties

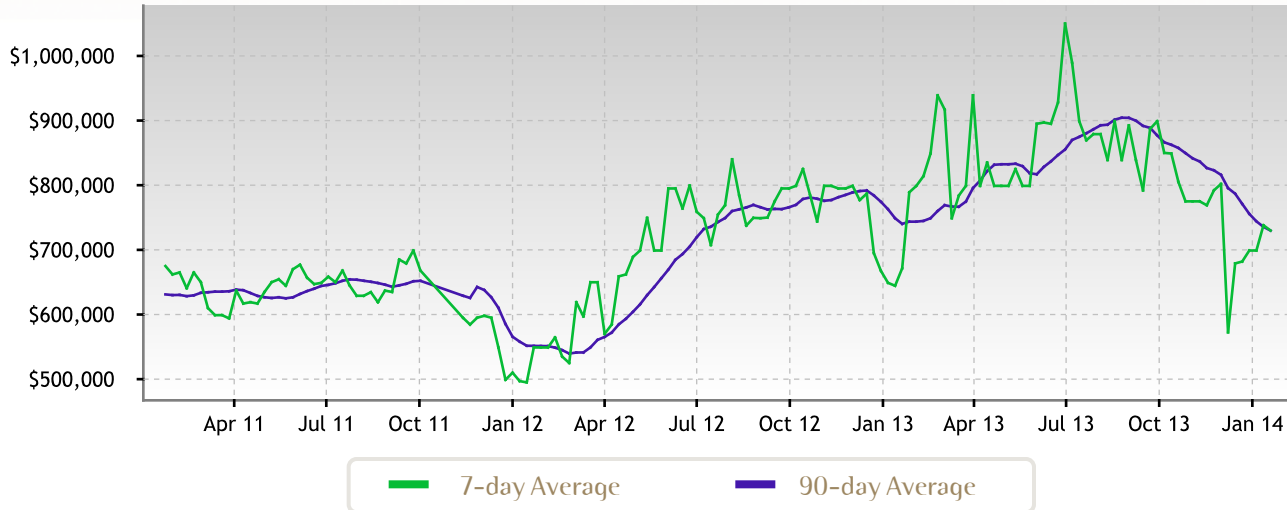
Upper-middle 25% of properties

Lower-middle 25% of properties

Least expensive 25% of properties

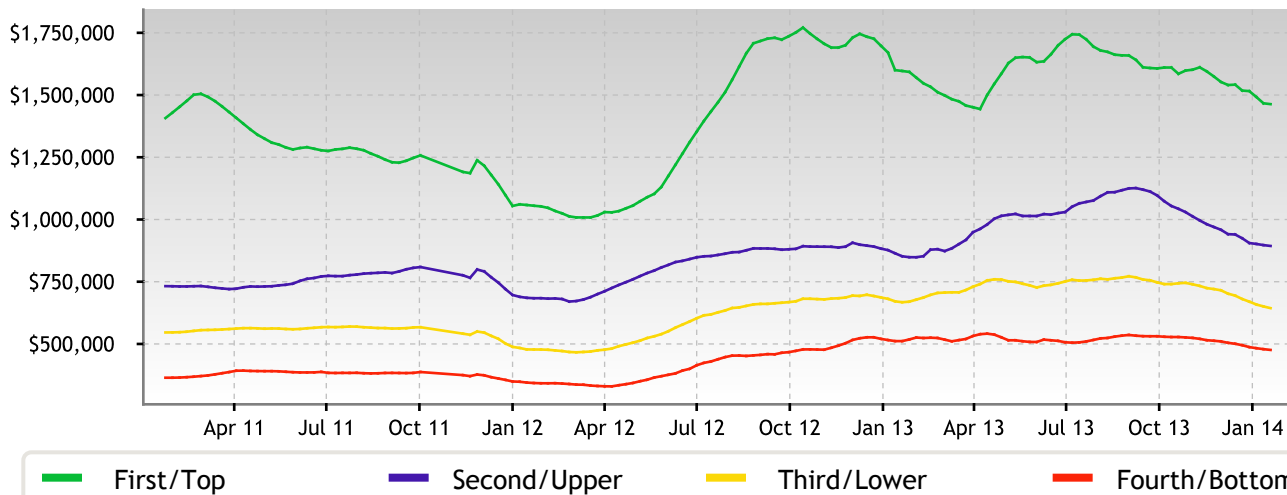
## Median Price

While this week the median didn't fluctuate much, prices continue to sit at all time highs. A persistent drop of the Market Action Index into the Buyer's zone will be a leading indicator of the price strength subsiding.



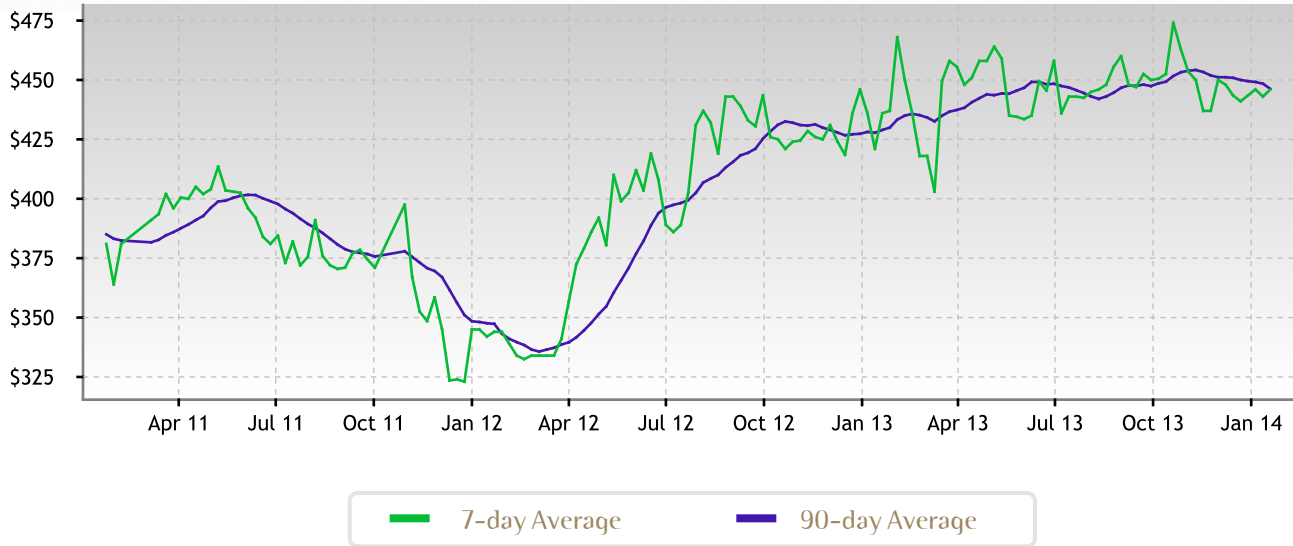
## Quartile Prices

Price weakness is evident across the board. All four quartiles have been in price decline in recent weeks. Look to the Market Action Index as a leading indicator of the bottom of the market.



## Price per Square Foot

In a market where prices are rising fairly consistently, price per square foot is essentially flat. This often implies that new homes coming on the market are pricier, and also larger than older homes. As a result the value one can buy stays the same.



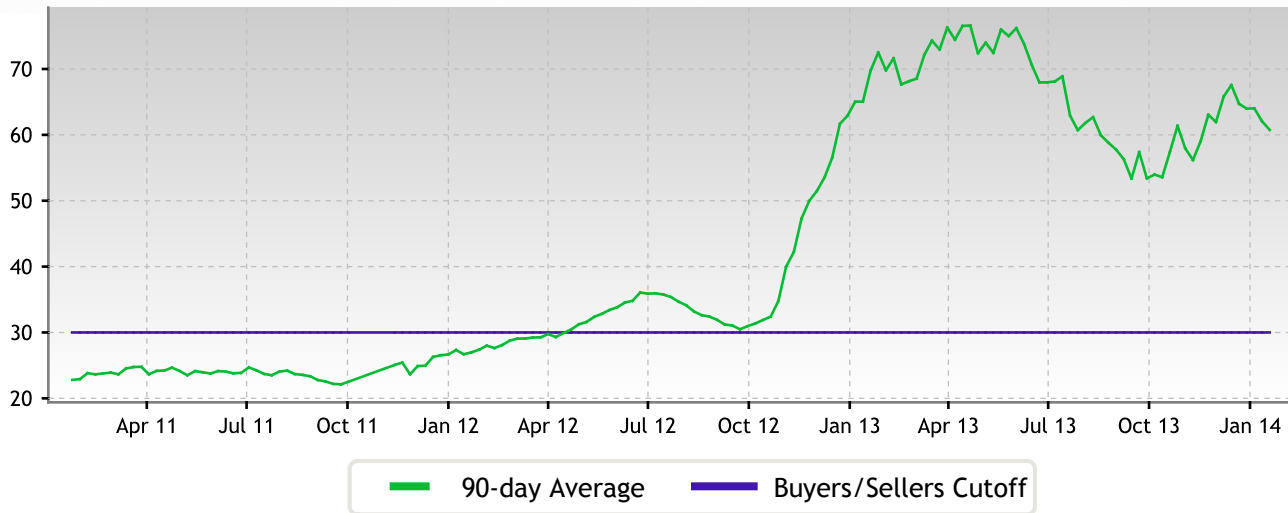
## Inventory of Properties Listed for Sale

Inventory has been climbing lately. Note that rising inventory alone does not signal a weakening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is keeping up with available supply.



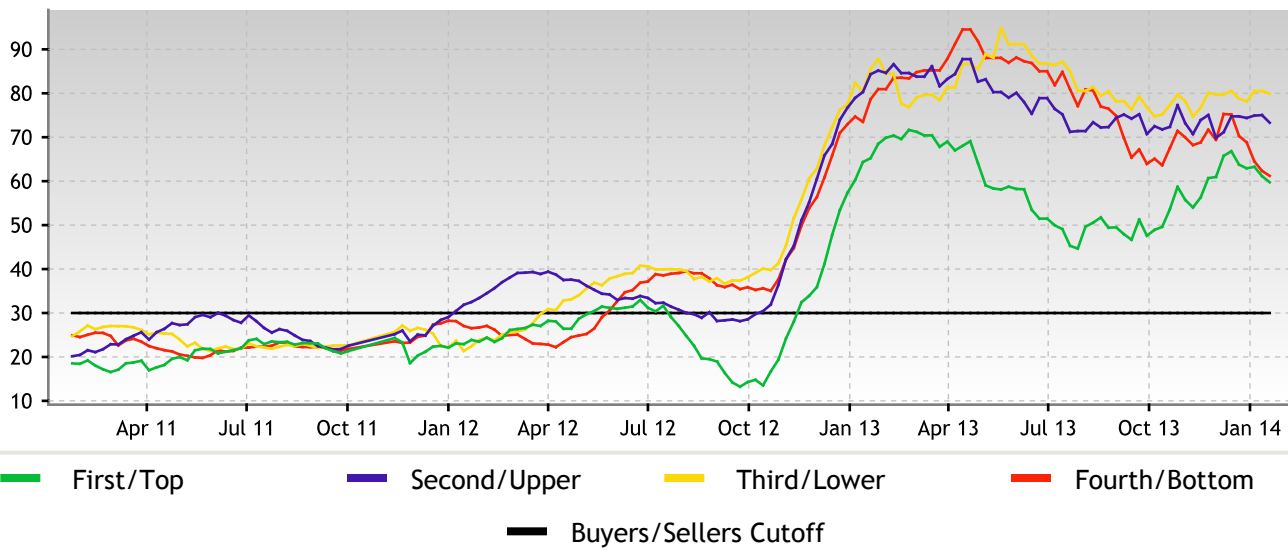
## Market Action Index

The BERKELEY market is currently quite strongly in the Seller's Advantage zone (greater than 30). The 90-day Market Action Index stands at 60.75; indicating very little supply relative to the demand.



## Market Action Index per Quartile

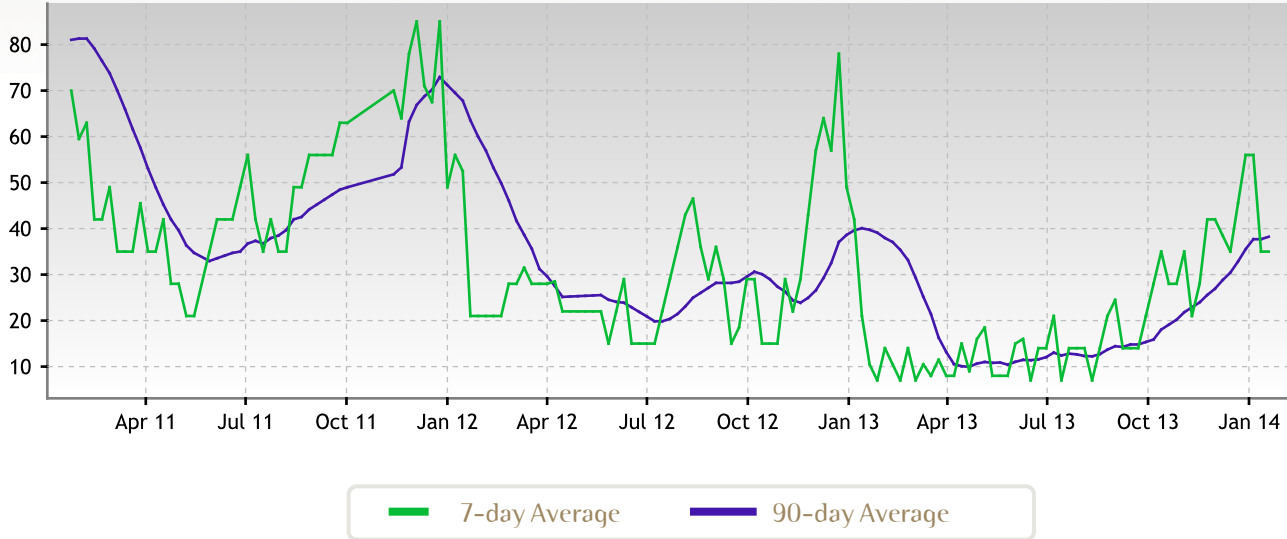
Not surprisingly, all segments in the market are showing high levels of demand. Watch the quartiles for changes before the whole market changes. Often one end of the market (e.g. the high-end) will weaken before the rest of the market and signal a slowdown for the whole group.



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.

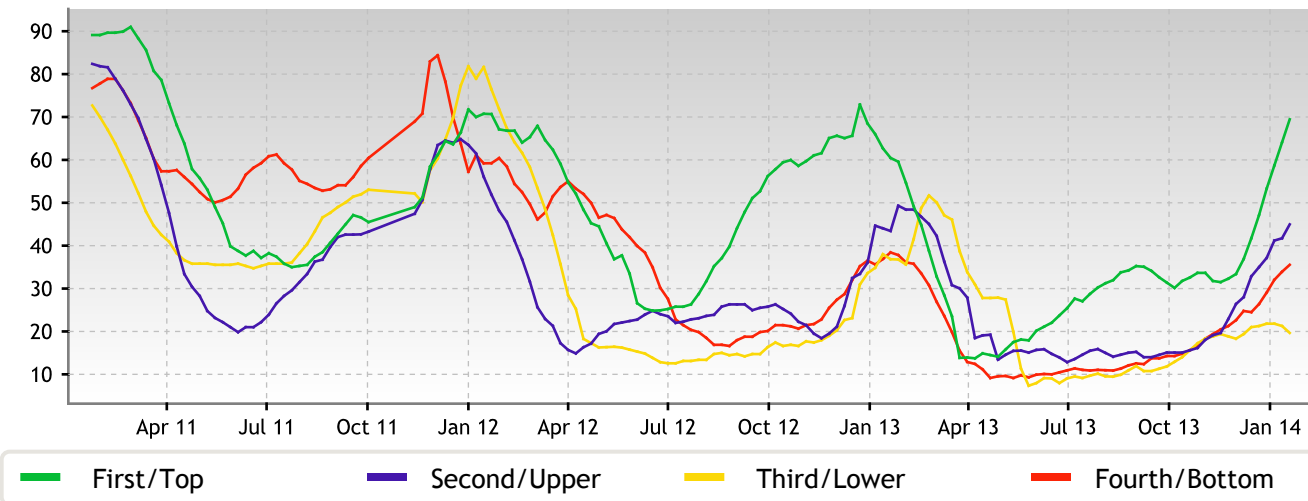
## Days on Market

The properties have been on the market for an average of 61 days. Half of the listings have come newly on the market in the past 35 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.



## This Week

- The median list price in BERKELEY, CA 94707 this week is \$825,000. The 5 properties have been on the market for an average of 77 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

- The market continues to get hotter. More sales demand and fewer homes listed have contributed to a relatively long run of increasing prices. Current supply and demand levels show no sign of prices changing from their current trend.

### Real-Time Market Profile

		Trend
Median List Price	\$ 825,000	↑↑
Average List Price	\$ 1,446,600	
Asking Price Per Square Foot	\$ 453	↑↑
Average Days on Market (DoM)	77	↓↓
Inventory of Properties Listed	5	↔
Most Expensive Listing	\$ 3,995,000	
Least Expensive Listing	\$ 699,000	
Average Age of Listing	84	
Percent of Properties with Price Decrease	0 %	
Percent Relisted (reset DOM)	20 %	
Percent Flip (price increased)	20 %	
Median House Size (sq ft)	2126	
Median Lot Size	4,501 - 6,500 sqft	
Median Number of Bedrooms	3.0	
Median Number of Bathrooms	2.0	

### Altos Research Value Statistics

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## Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM
Top/First	\$ 3,995,000	12000	2.5 - 5.0 acres	7.0	6.5	100	1	0	0	259
Upper/Second	\$ 965,000	2126	4,501 - 6,500 sqft	3.0	2.0	85	1	1	1	0
Lower/Third	\$ 825,000	3392	6,501 - 8,000 sqft	5.0	4.0	87	1	1	1	119
Bottom/Fourth	\$ 724,000	1380	Less than 4,500 sqft	2.5	1.8	75	2	1	1	4

Most expensive 25% of properties

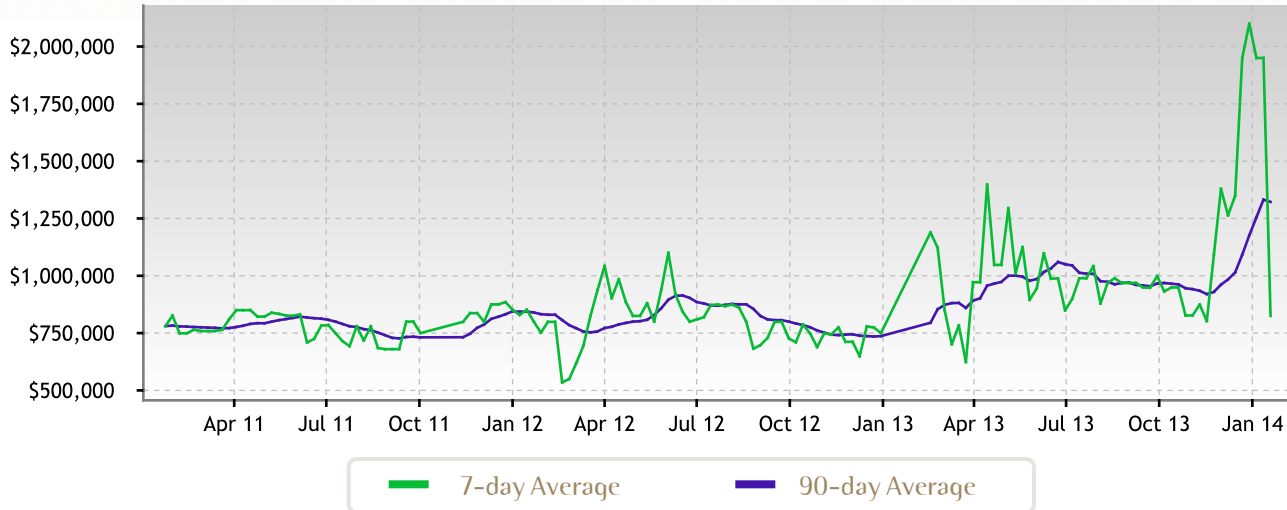
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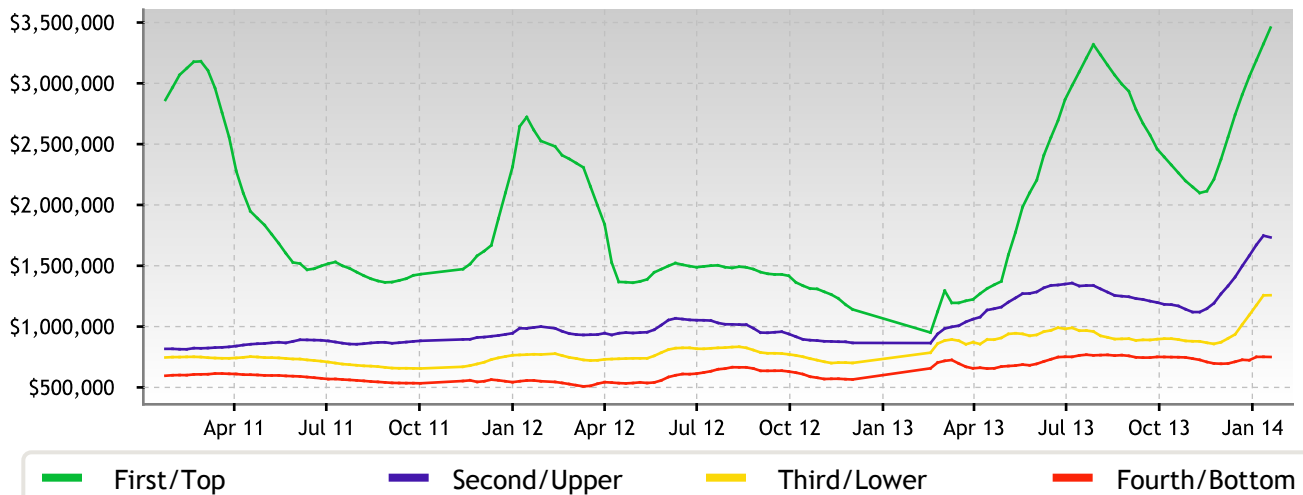
## Median Price

Prices in this zip code seem to have plateaued here at the all time high. When we see these conditions, we pay close attention to the Market Action Index to gauge the leading indicators and whether prices will fall from here.



## Quartile Prices

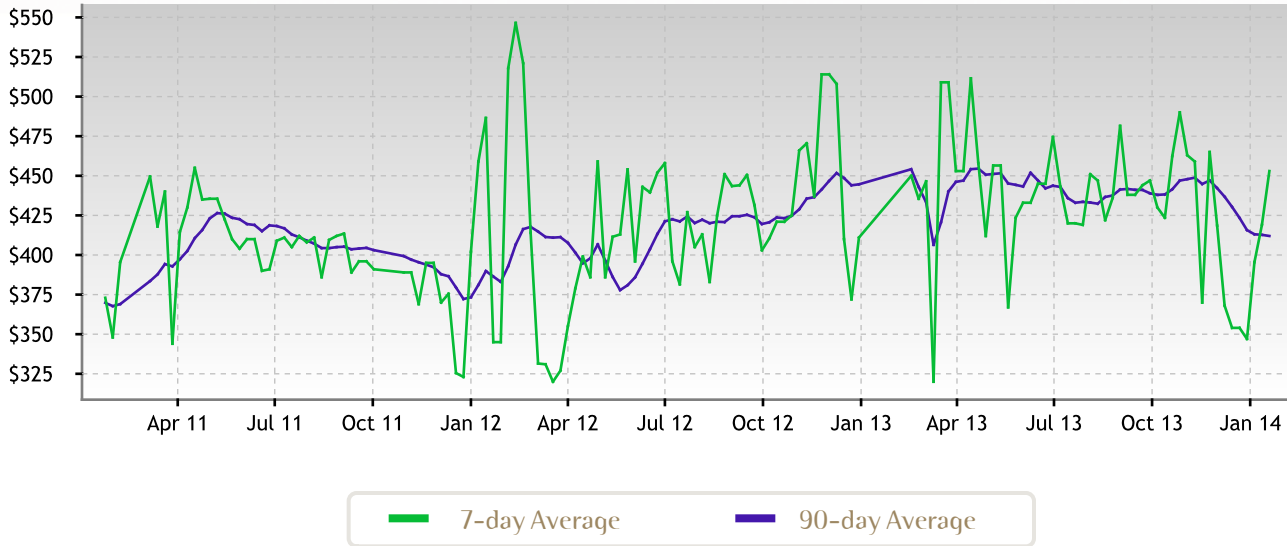
Not surprisingly, given the condition of the overall market, all quartiles have shown price strength in recent weeks. All have been increasing in price lately. Watch for a persistent decline in the Market Action Index as a leading indicator for the top of the market.





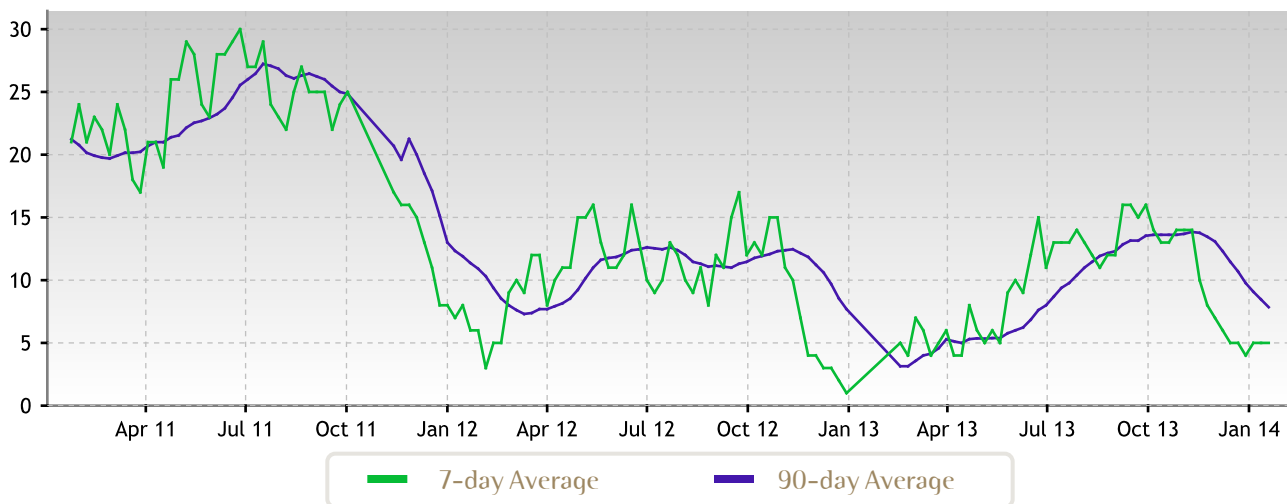
### Price per Square Foot

We're seeing fairly unusual market conditions as prices have been in a downward trend but price per square foot is actually increasing. (Buyers are paying less and getting less home for their money.) Anomalies like these can be attributed to micro-location variables.



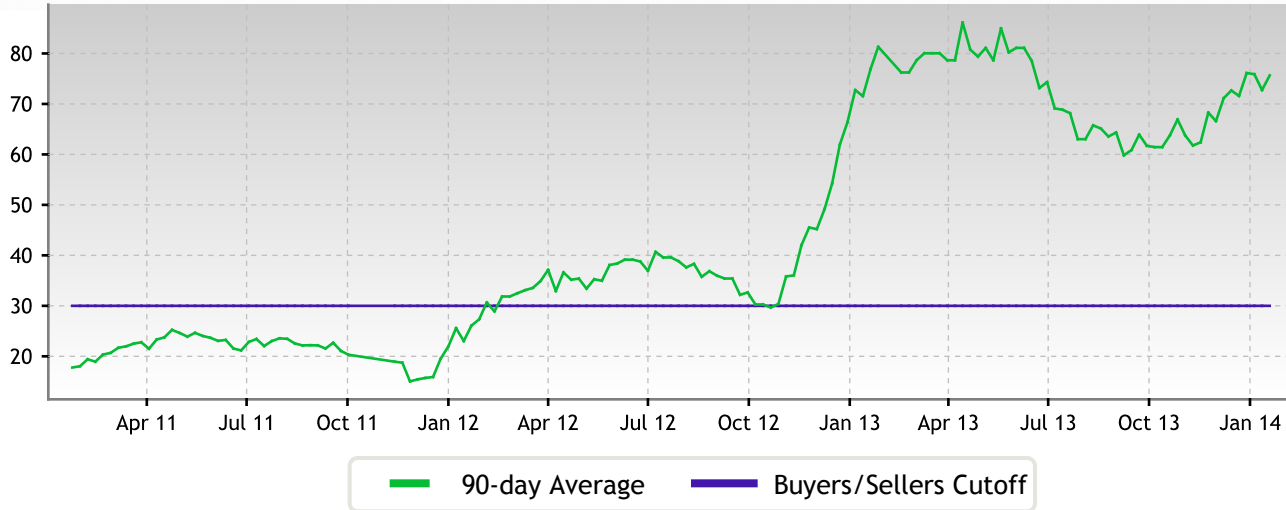
### Inventory of Properties Listed for Sale

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



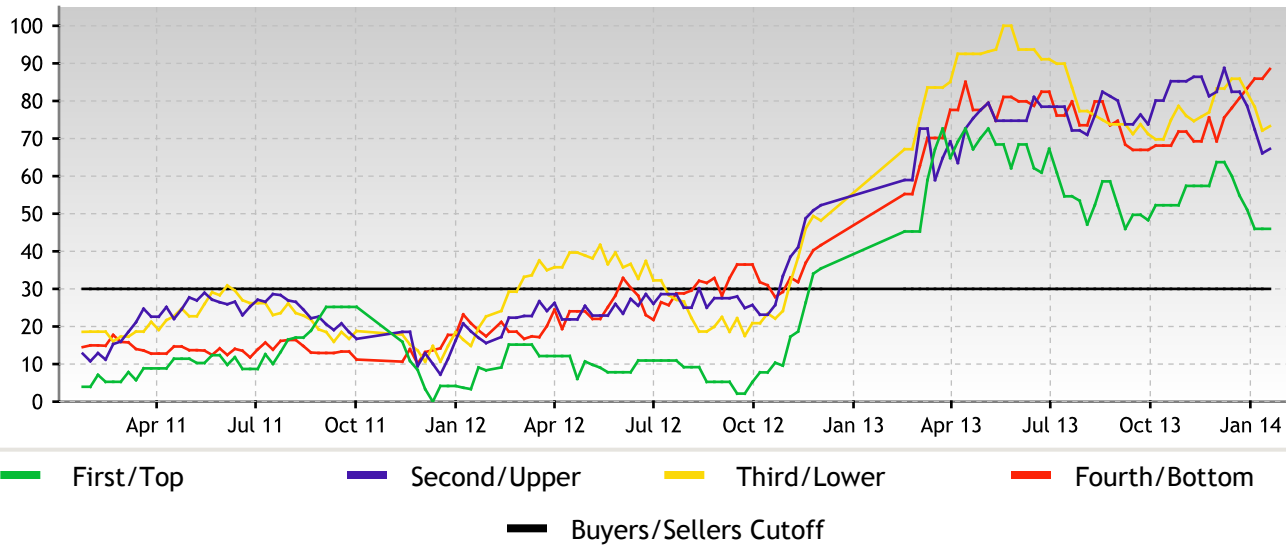
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## Market Action Index per Quartile

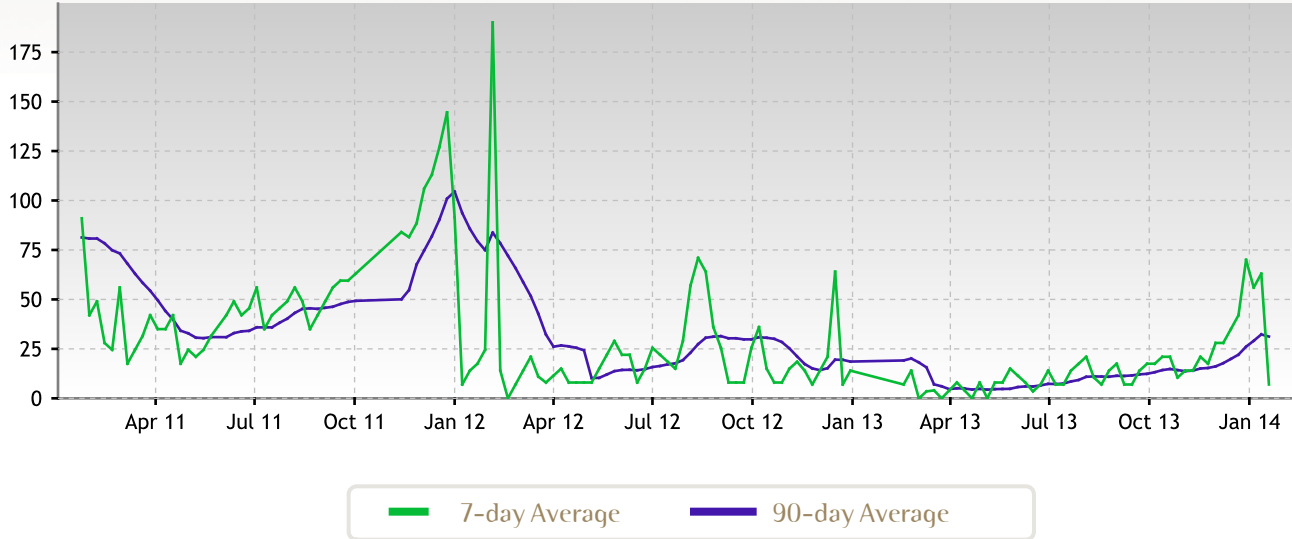
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