

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 \$532,500. The 18 properties have been on the market for an average of 30 days.

Demand measured by the Market Action Index is increasing and days-on-market is trending downward. Even as more properties come available, these are positive trends for the market.

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

		Trend
Median List Price	\$ 532,500	↓↓
Average List Price	\$ 595,361	
Asking Price Per Square Foot	\$ 395	↓↓
Average Days on Market (DoM)	30	↓↓
Inventory of Properties Listed	18	↑↑
Most Expensive Listing	\$ 1,265,000	
Least Expensive Listing	\$ 249,000	
Average Age of Listing	59	
Percent of Properties with Price Decrease	0 %	
Percent Relisted (reset DOM)	11 %	
Percent Flip (price increased)	6 %	
Median House Size (sq ft)	1278	
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 60.1 ↓↓

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	\$ 899,000	2477	8,001 - 10,000 sqft	3.0	3.0	52	4	1	1	33
Upper/Second	\$ 599,000	1412	4,501 - 6,500 sqft	3.5	2.0	63	4	1	0	21
Lower/Third	\$ 512,500	1191	4,501 - 6,500 sqft	3.0	1.0	65	5	3	1	52
Bottom/Fourth	\$ 406,000	1140	Less than 4,500 sqft	2.0	1.0	64	5	2	2	14

Most expensive 25% of properties

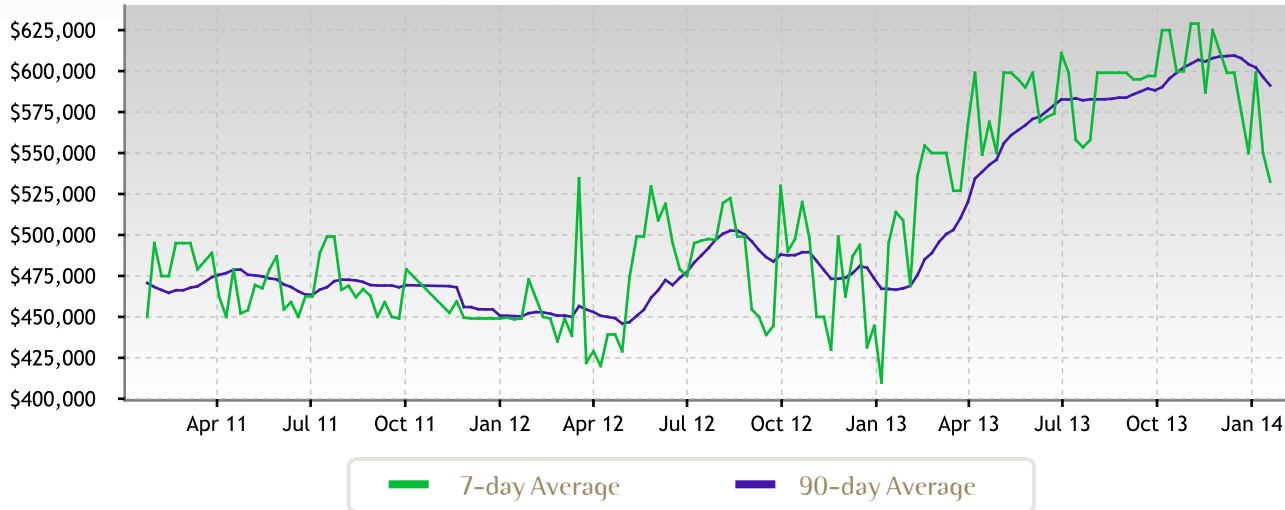
Upper-middle 25% of properties

Lower-middle 25% of properties

Least expensive 25% of properties

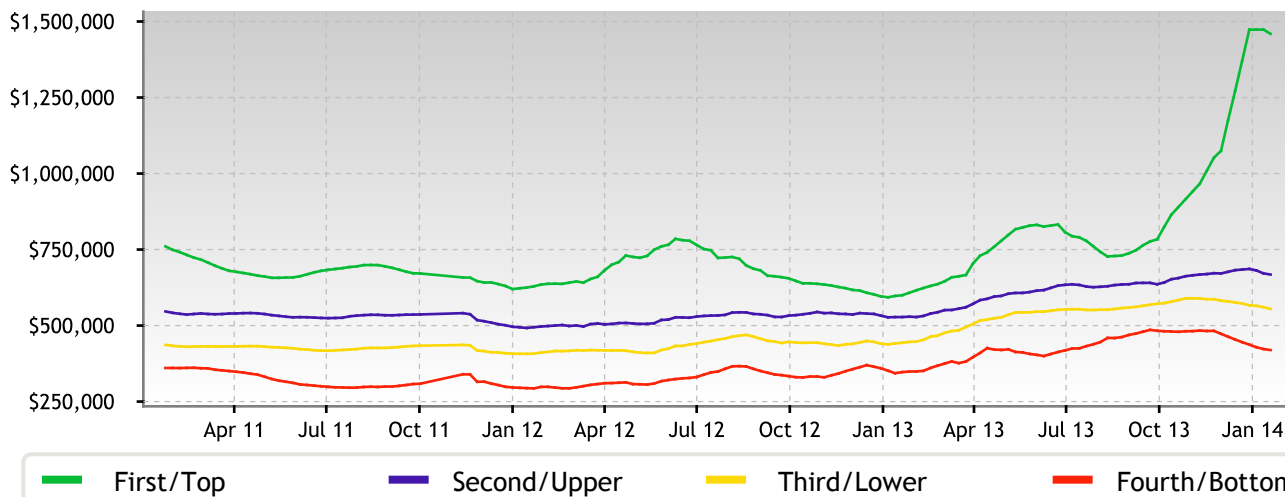
Median Price

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.



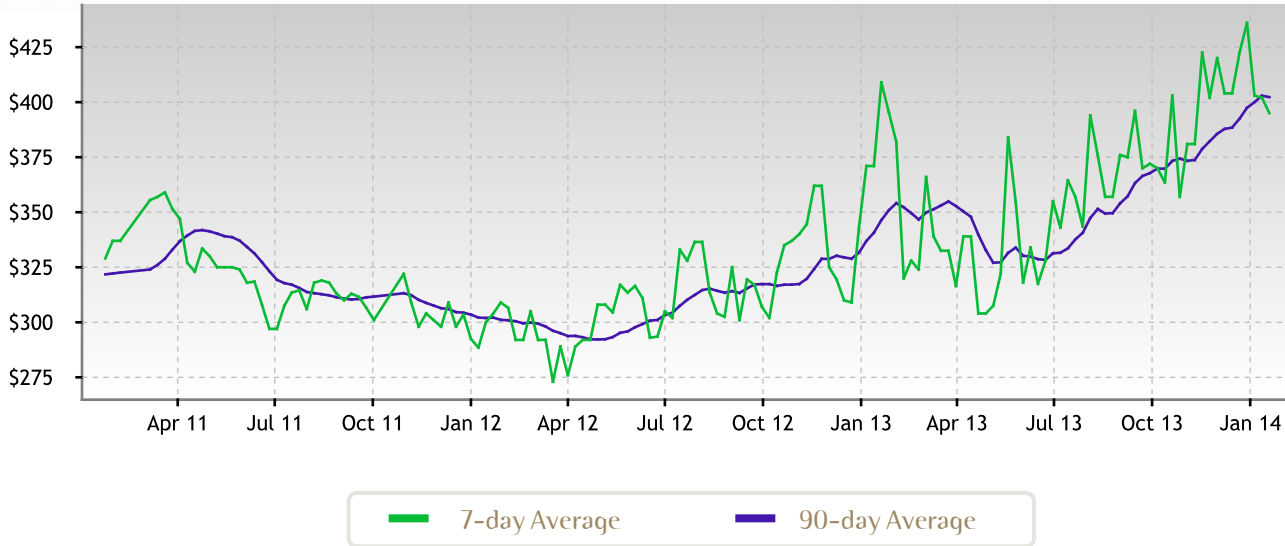
Quartile Prices

In the quartile market segments, we see the market's recent price weakness almost across the board. It is unusual that Quartile 1 is the one showing strength. Unless we see a persistent up-shift in the Market Action Index, Quartile 1 will likely resume the trend of the rest of the market.



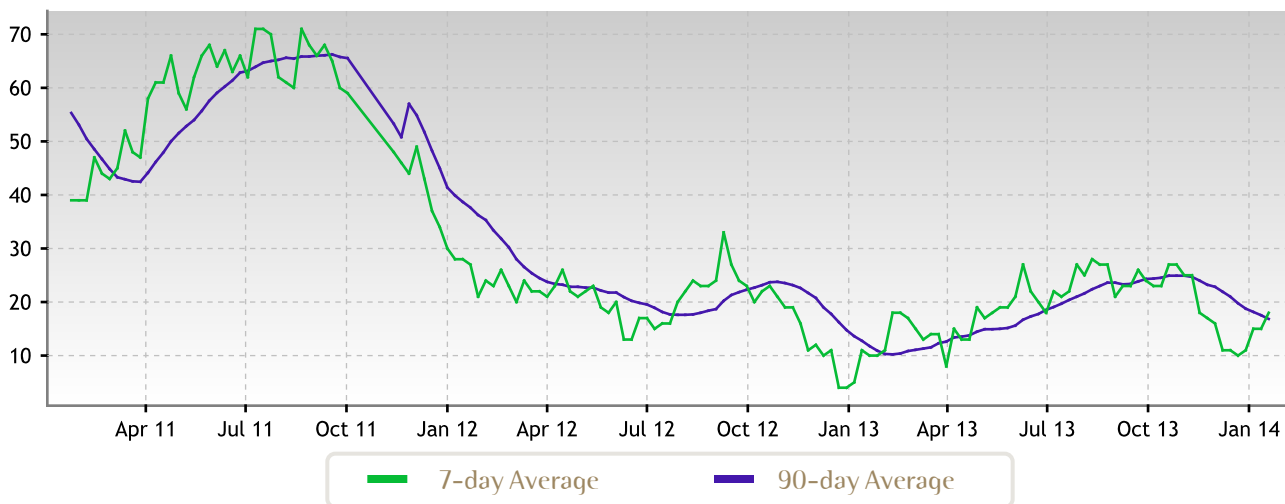
Price per Square Foot

The market's downward trends are shared across both price and value. People are recently placing less value on homes (you can see the recent declines in price per square foot as evidence.) Look for significant changes in the Market Action Index as a precursor to price and value changes, possibly as inflection points for good investment opportunities.



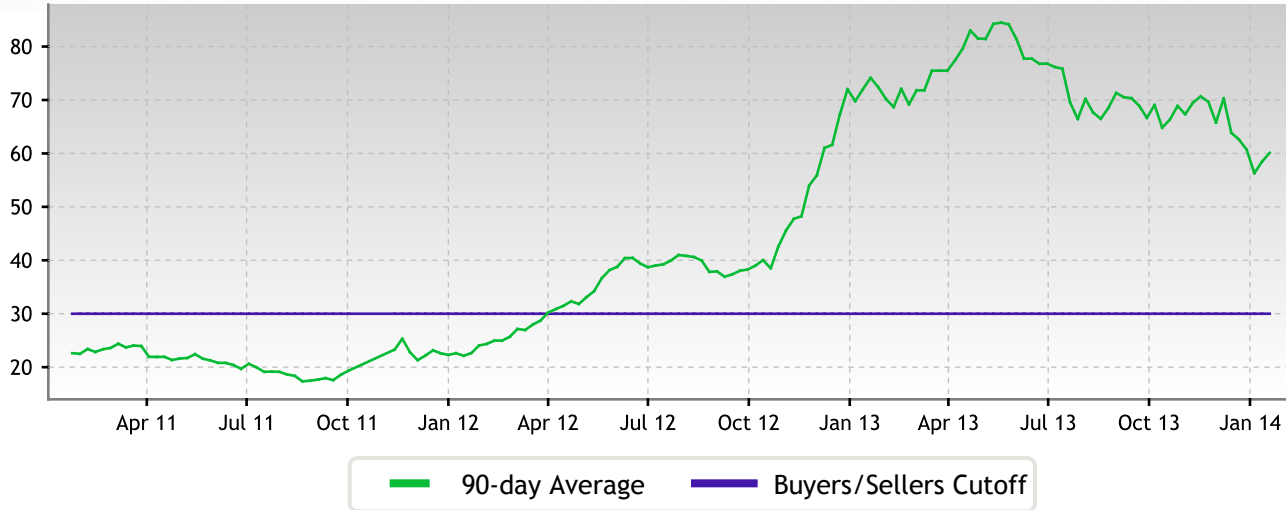
Inventory of Properties Listed for Sale

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.



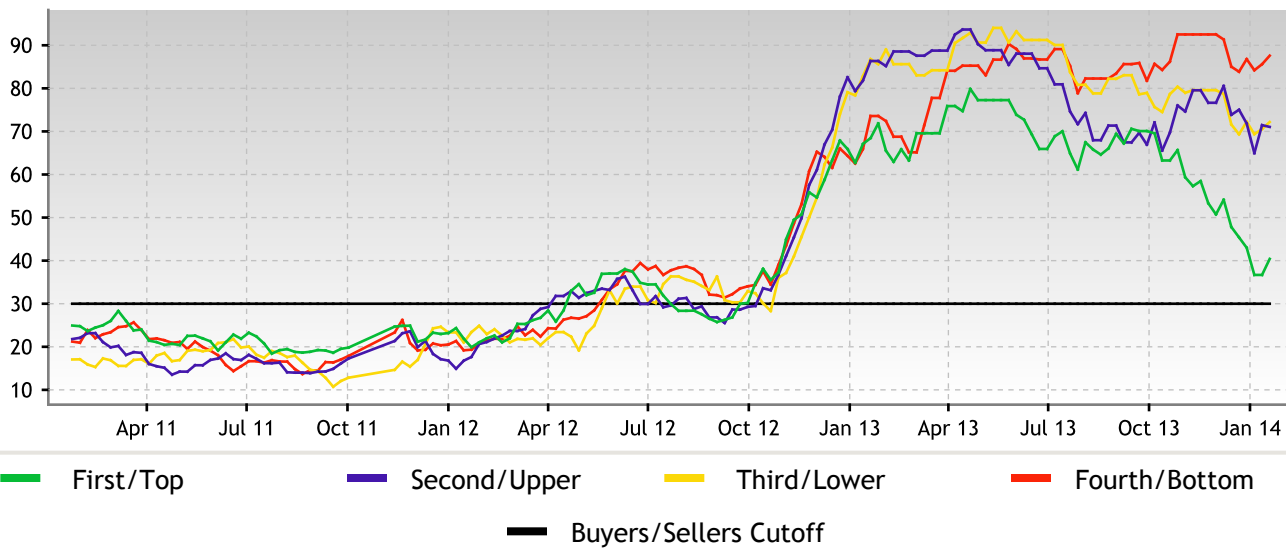
Market Action Index

The EL CERRITO, 94530 market is currently quite strongly in the Seller's Advantage zone (greater than 30). The 90-day Market Action Index stands at 60.11; indicating very little supply relative to the demand.



Market Action Index per Quartile

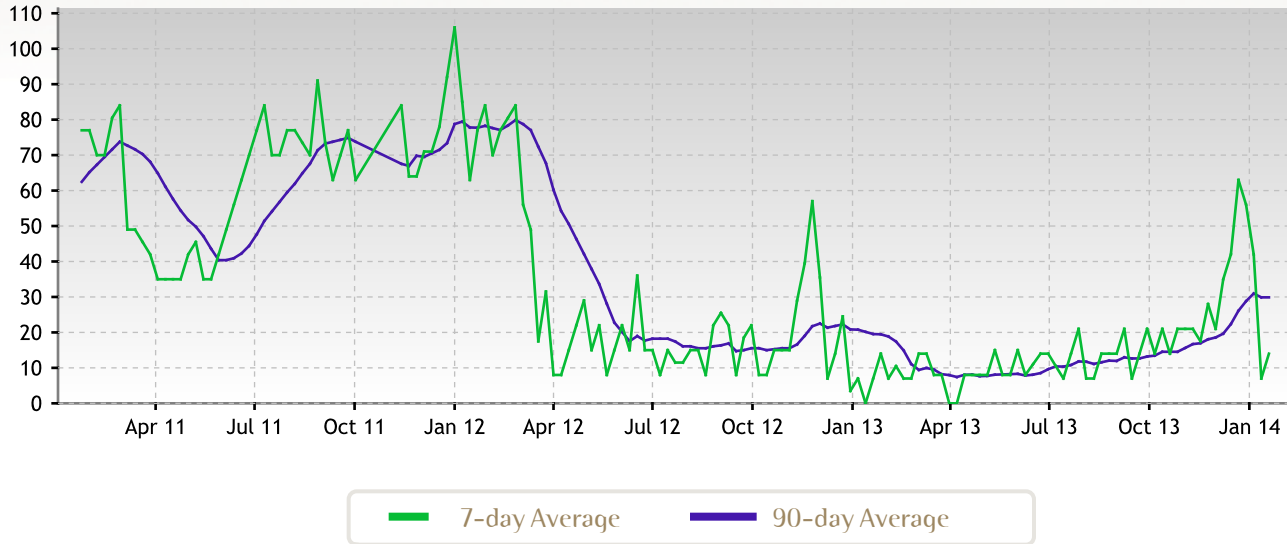
Not surprisingly, all segments in this zip code are showing high levels of demand. Watch the quartiles for changes before the whole market changes. Often one end of the market (e.g. the high-end) will weaken before the rest of the market and signal a slowdown for the whole group.



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 30 days. Half of the listings have come newly on the market in the past 14 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.

