



This Week

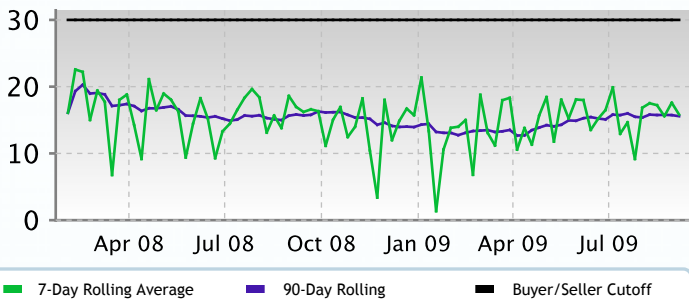
The median list price in BALLWIN, MO 63011 this week is \$250,000.

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

- The Market Action Index has been trending lower for several weeks while prices have remained relatively stable. If inventory continues to grow relative to demand however, it is likely that we will see downward pressure on pricing.

Market Action Index



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	\$ 449,900	2912	0.25 - 0.50 acre	4.0	3.5	18	47	1	2	197	Most expensive 25% of properties
Upper/Second	\$ 289,000	2371	0.25 - 0.50 acre	4.0	2.5	32	47	4	4	153	Upper-middle 25% of properties
Lower/Third	\$ 228,900	1950	0.25 - 0.50 acre	3.0	2.5	36	47	2	1	165	Lower-middle 25% of properties
Bottom/Fourt	\$ 184,900	1359	0.25 - 0.50 acre	3.0	2.0	45	47	3	5	188	Least expensive 25% of properties

Real-Time Market Profile

		Trend
Median List Price	\$ 250,000	↔↔
Asking Price Per Square Foot	\$ 127	↓↓↓
Average Days on Market (DOM)	176	↑↑↑
Percent of Properties with Price Decrease	50 %	
Percent Relisted (reset DOM)	10 %	
Percent Flip (price increased)	2 %	
Median House Size (sq ft)	2060	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	2.5	
Market Action	Strong Buyer's	↓↓↓

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

Price

- In the last few weeks we've seen prices in this zip code bouncing around this plateau. Look for a persistent down-shift in the Market Action Index before we see prices deviate from these levels.

Price Trends

