



## This Week

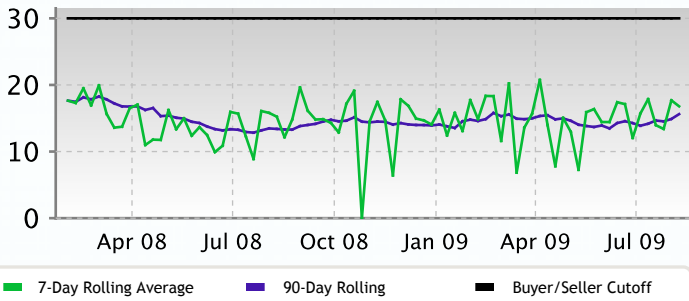
The median list price in O FALLON, MO 63366 this week is \$215,000.

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

- In terms of supply and demand, the market is getting cooler - more supply is coming on the market relative to the sales demand. However, in recent weeks prices have been moving higher. Since it is technically a Buyer's market, this price trend may be a result of improved quality (newer, larger homes) of the homes being listed. Look at the descriptive

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

## Quartiles

### Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbe	DO	
Top/First	\$ 355,900	311	0.25 - 0.50 acre	4.0	3.5	6	79	2	2	282	Most expensive 25% of properties
Upper/Secon	\$ 264,950	201	0.25 - 0.50 acre	3.5	2.5	9	80	4	7	198	Upper-middle 25% of properties
Lower/Third	\$ 183,945	165	8,001 - 10,000 sqft	3.0	2.5	11	80	3	7	221	Lower-middle 25% of properties
Bottom/Four	\$ 142,950	123	8,001 - 10,000 sqft	3.0	2.0	25	80	9	7	170	Least expensive 25% of properties

Investigate the market in quartiles - where each quartile is 25% of homes ordered by price.

Real-Time Market Profile		Trend
Median List Price	\$ 215,000	↑↑
Asking Price Per Square Foot	\$ 117	↓↓
Average Days on Market (DOM)	217	↑↑
Percent of Properties with Price Decrease	51 %	
Percent Relisted (reset DOM)	14 %	
Percent Flip (price increased)	5 %	
Median House Size (sq ft)	1762	
Median Lot Size	0.25 - 0.50 acre	
Number of Bedrooms	3.0	
Number of Bathrooms	2.5	
Market Action	Strong Buyer's 16.8	↓↓

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

## Price

- In this zip code this week saw relatively little price change from last week. However, we continue to demonstrate a nice up trend over the last several weeks.

Price Trends

