

# GREG & LISA DOYLE'S MARKET UPDATE

CLAYTON, CA

- **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  
December 12, 2011**

- **Presented by Lisa Doyle**  
**J. Rockcliff Realtors**  
**[www.thedoyleteam.com](http://www.thedoyleteam.com)**  
**925-855-4046**



### This Week

- The median list price in CLAYTON, CA this week is \$528,900. The 30 properties have been on the market for an average of 127 days.

With inventory, days-on-market, and the Market Action Index all recently plateaued, the market is not sending strong directional signal for the near-term outlook.

### Supply and Demand

- The market has shown some evidence of slowing recently. Both prices and inventory levels are relatively unchanged in recent weeks. Watch the Market Action Index for changes as it can be a leading indicator for price changes.

#### Real-Time Market Profile

Real-Time Market Profile		Trend
Median List Price	\$ 528,900	↔
Average List Price	\$ 696,321	
Asking Price Per Square Foot	\$ 233	↑↑
Average Days on Market (DoM)	127	↔
Inventory of Properties Listed	30	↔
Most Expensive Listing	\$ 2,200,000	
Least Expensive Listing	\$ 295,000	
Average Age of Listing	36	
Percent of Properties with Price Decrease	57 %	
Percent Relisted (reset DOM)	n/a	
Percent Flip (price increased)	0 %	
Median House Size (sq ft)	2334	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.0	

#### Altos Research Value Statistics

Market Action Index Strong Buyer's 18.9 ↔

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.

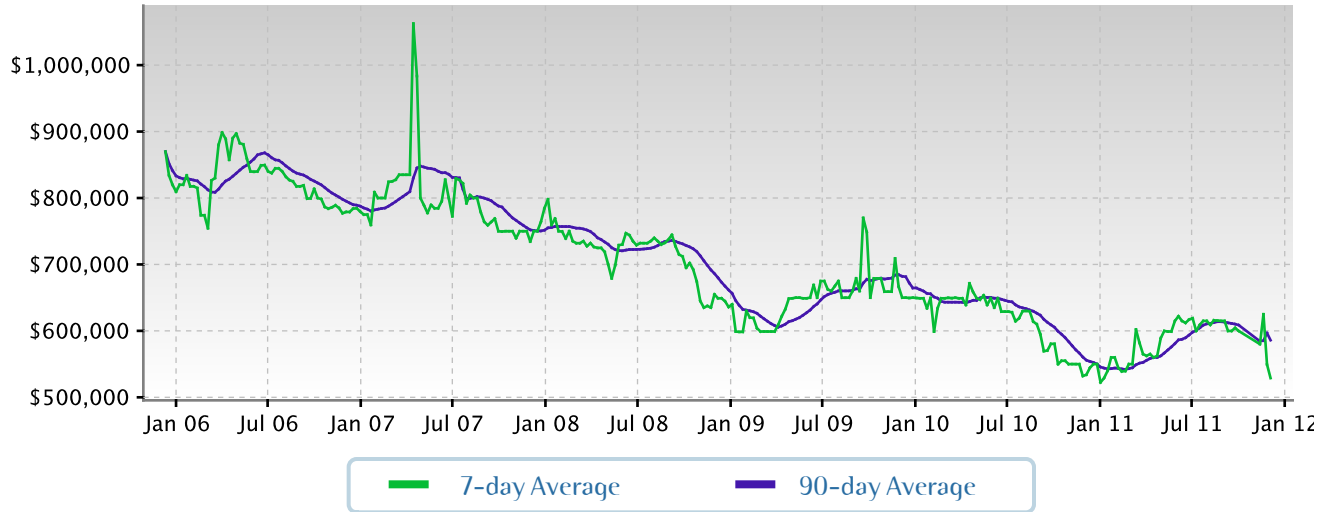
Trend Key: ↑↑ Strong upward trend ↓↓ Strong downward trend  
 ↔ No change ↑ Slight upward trend ↓ Slight downward trend

### Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 967,995	4022	2.5 - 5.0 acres	5.0	4.0	28	7	0	1	266	Most expensive 25% of properties
Upper/Second	\$ 650,000	2448	0.25 - 0.50 acre	4.0	3.0	30	7	0	2	135	Upper-middle 25% of properties
Lower/Third	\$ 498,500	2326	8,001 - 10,000 sqft	4.0	3.0	34	8	1	1	59	Lower-middle 25% of properties
Bottom/Fourth	\$ 399,965	1757	0.25 - 0.50 acre	3.0	2.0	42	8	2	1	66	Least expensive 25% of properties

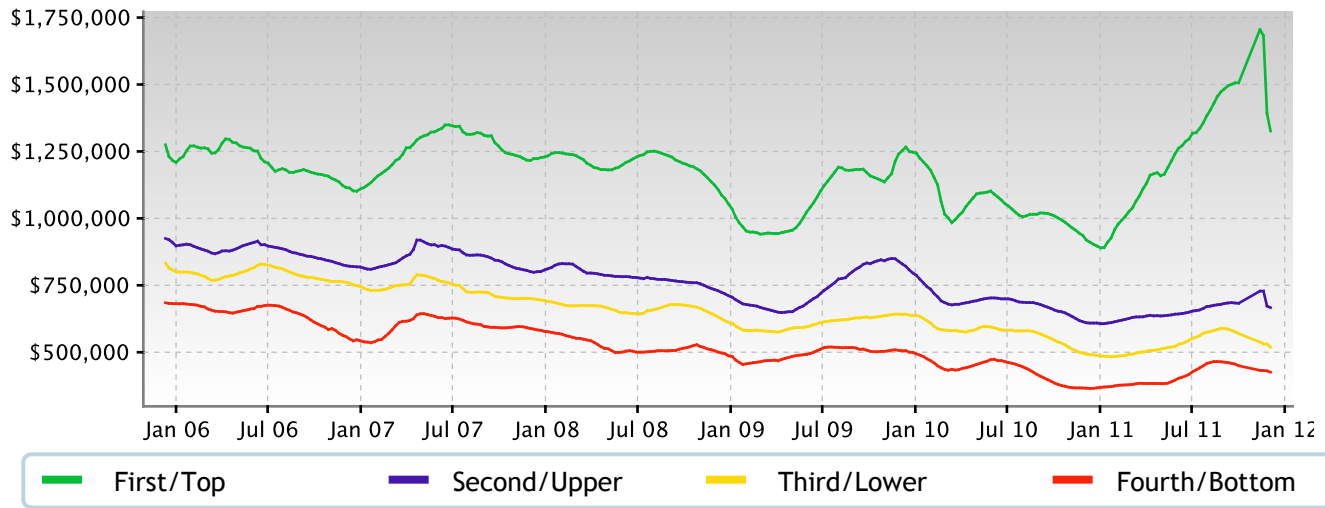
### Median Price

Despite this week's down tic, the market seems to have paused around this plateau. The Market Action Index is a good leading indicator for the durability of this shift.



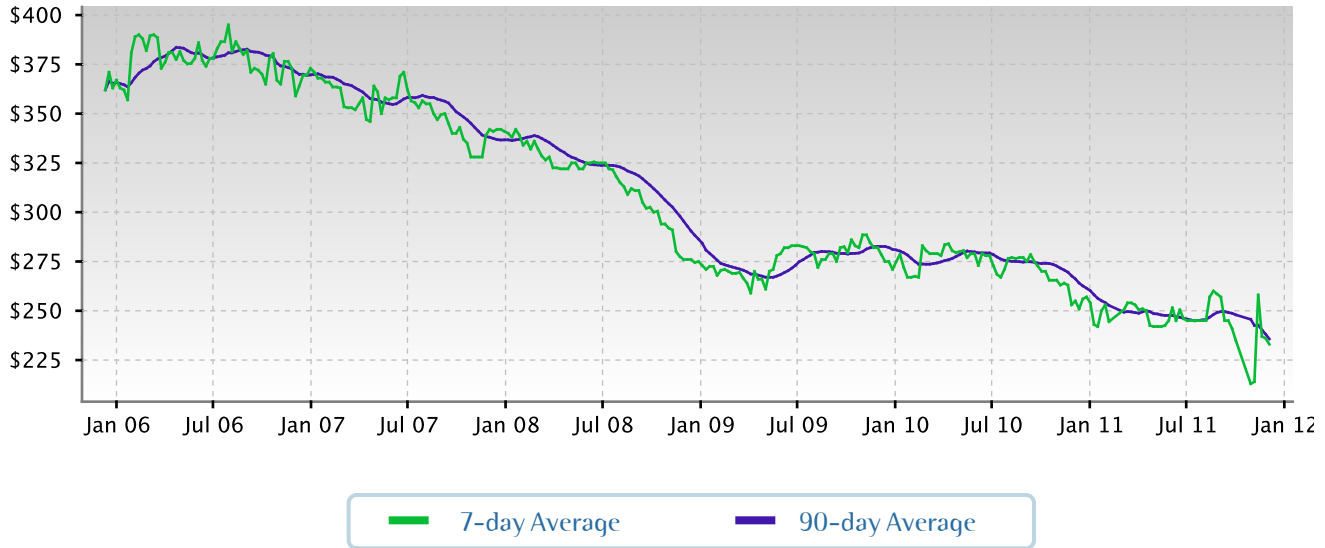
### Quartile Prices

Prices 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.



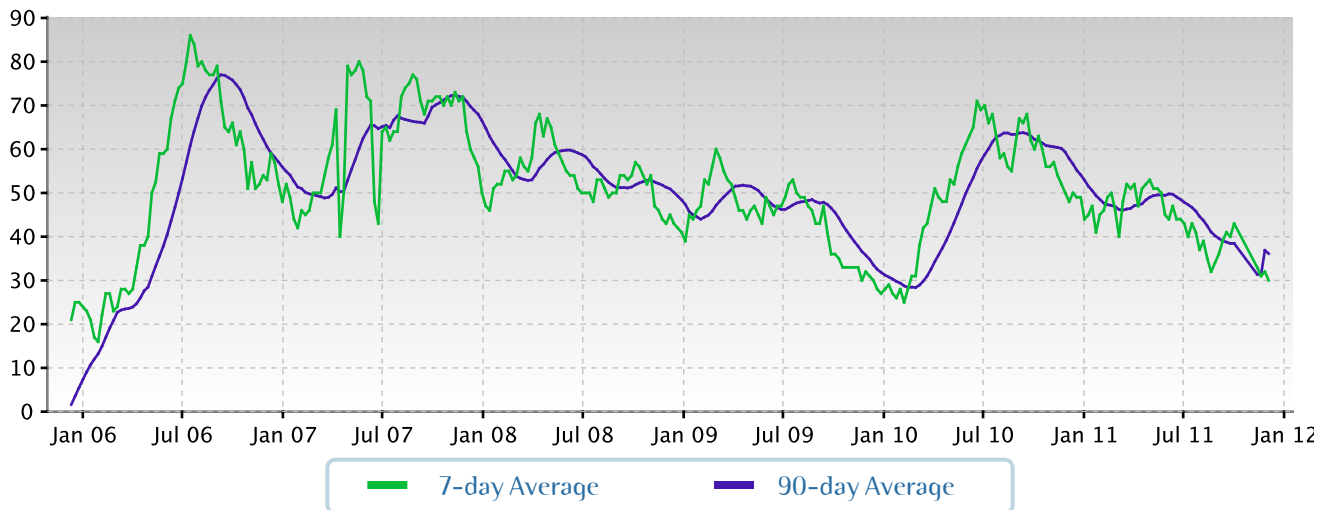
### Price per Square Foot

The value placed on homes continues to increase, despite the fact that prices in general have been basically flat recently. These conditions can arise when inventory is light and more, smaller homes have more influence on overall prices.



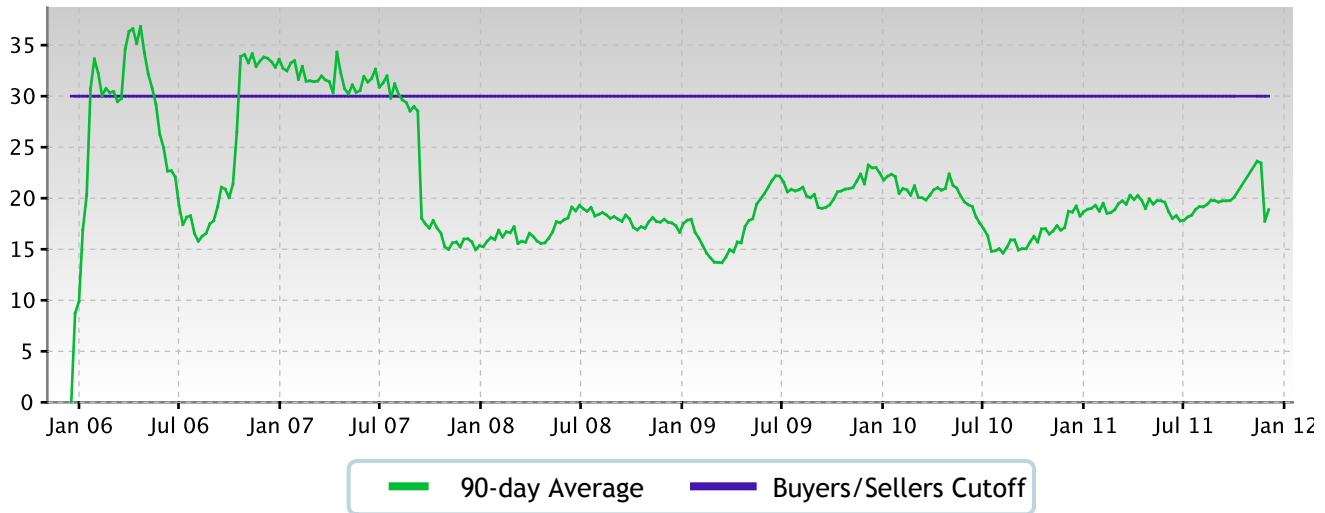
### Inventory of Properties Listed for Sale

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



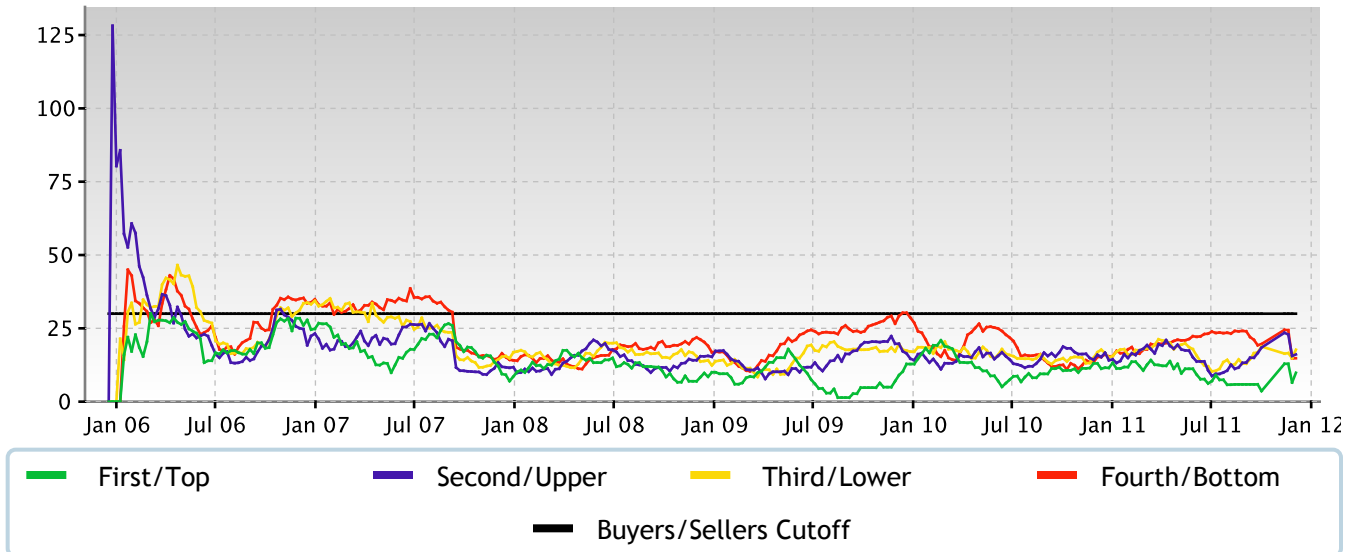
### Market Action Index

The CLAYTON market is currently quite strongly in the Buyer's Advantage zone (below 30). The 90-day Market Action Index stands at 18.89. With several months of inventory available at the current sales rate, buyers should find ample choice.



### Market Action Index per Quartile

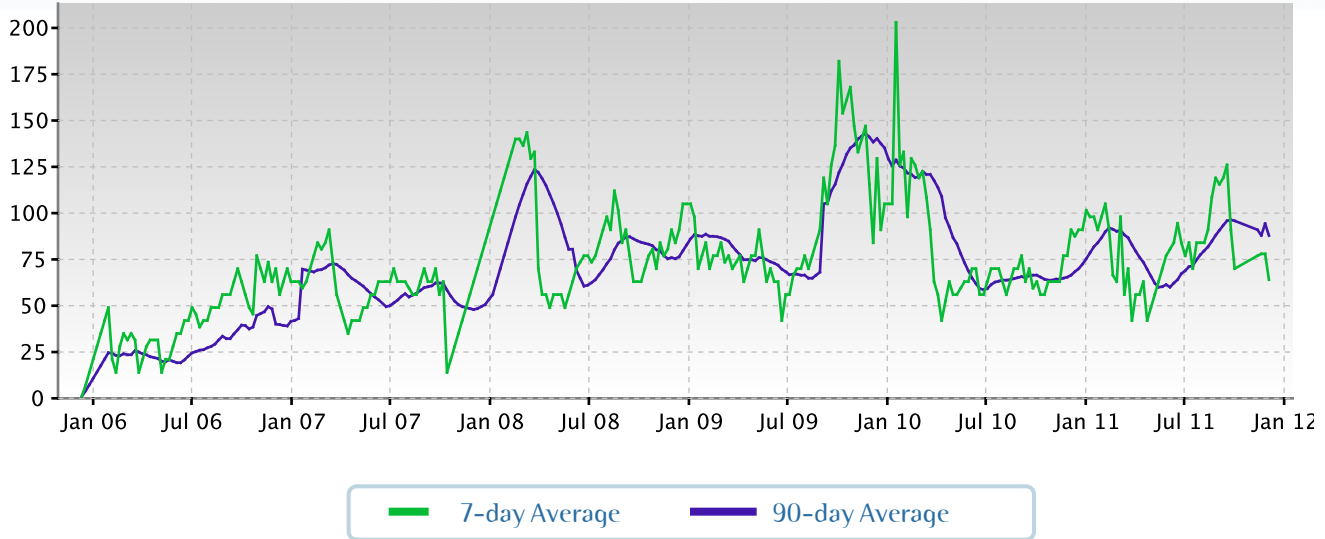
Not surprisingly given the overall Market Action Index, all quartiles are in the Buyer's Market zone with several months of inventory given the current rate of demand for homes in the quartile. Watch the quartile for changes before the overall market shifts. Often one end of the market (e.g. the low end) will improve and signal a strengthening market before the whole group changes.



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 127 days. Half of the listings have come newly on the market in the past 64 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.

