

GREG & LISA DOYLE'S MARKET UPDATE

LAFAYETTE, CA 94549

- **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 LAFAYETTE, CA 94549 this week is \$982,500. The 58 properties have been on the market for an average of 168 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

| | | Trend |
|---|-----------------|-------|
| Median List Price | \$ 982,500 | ↔ |
| Average List Price | \$ 1,350,140 | |
| Asking Price Per Square Foot | \$ 419 | ↓↓ |
| Average Days on Market (DoM) | 168 | ↔ |
| Inventory of Properties Listed | 58 | ↔ |
| Most Expensive Listing | \$ 5,800,000 | |
| Least Expensive Listing | \$ 480,000 | |
| Average Age of Listing | 46 | |
| Percent of Properties with Price Decrease | 45 % | |
| Percent Relisted (reset DOM) | n/a | |
| Percent Flip (price increased) | 0 % | |
| Median House Size (sq ft) | 2393 | |
| Median Lot Size | 0.50 - 1.0 acre | |
| Median Number of Bedrooms | 4.0 | |
| Median Number of Bathrooms | 3.0 | |

Altos Research Value Statistics

Market Action Index Strong Buyer's 20.4 ↔

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 | \$ 2,773,500 | 4721 | 1.0 - 2.5 acres | 4.0 | 4.0 | 48 | 14 | 0 | 0 | 278 |
| Upper/Second | \$ 1,222,450 | 2912 | 0.50 - 1.0 acre | 4.5 | 3.0 | 44 | 14 | 1 | 3 | 78 |
| Lower/Third | \$ 869,000 | 2090 | 0.25 - 0.50 acre | 4.0 | 3.0 | 41 | 15 | 1 | 1 | 167 |
| Bottom/Fourth | \$ 649,000 | 1678 | 0.25 - 0.50 acre | 3.0 | 2.0 | 58 | 15 | 1 | 2 | 149 |

Most expensive 25% of properties

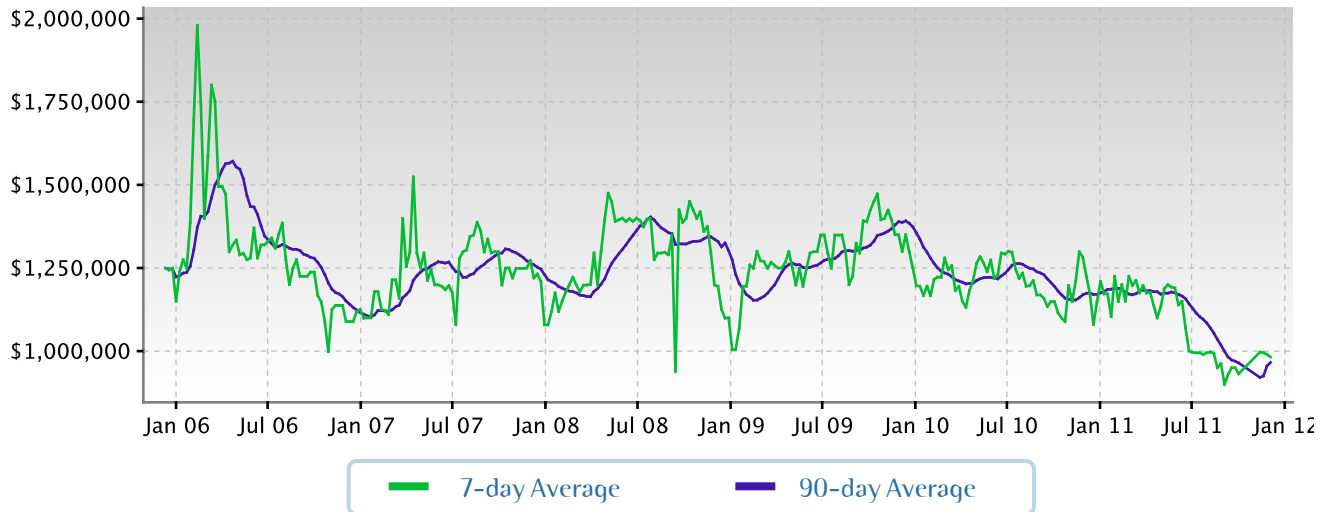
Upper-middle 25% of properties

Lower-middle 25% of properties

Least expensive 25% of properties

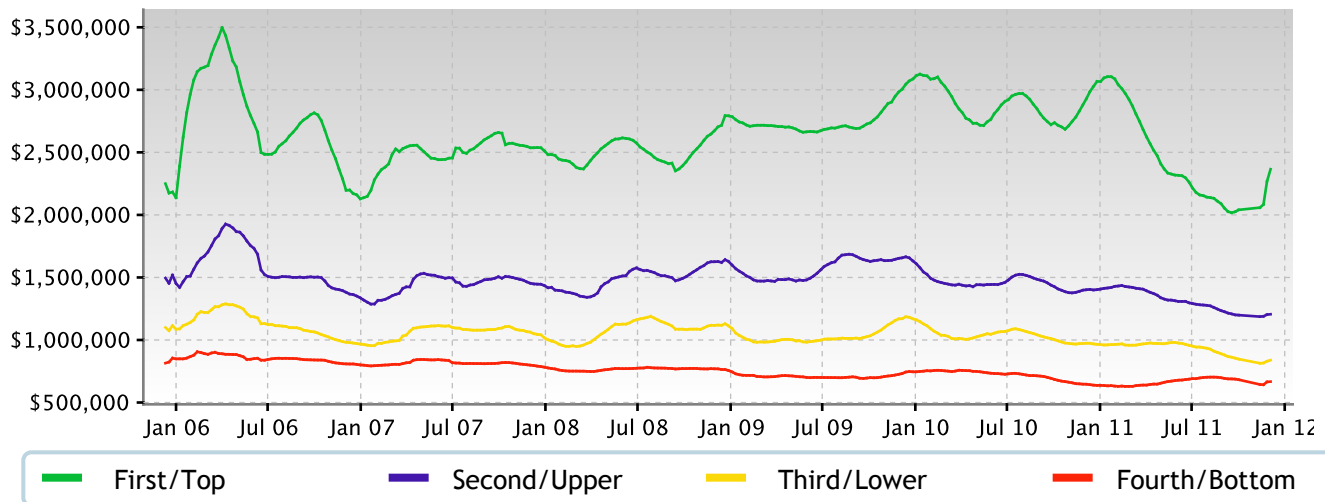
Median Price

We continue to see prices in this zip code bouncing around this plateau. Look for a persistent up-shift in the Market Action Index before we see prices move from these levels.



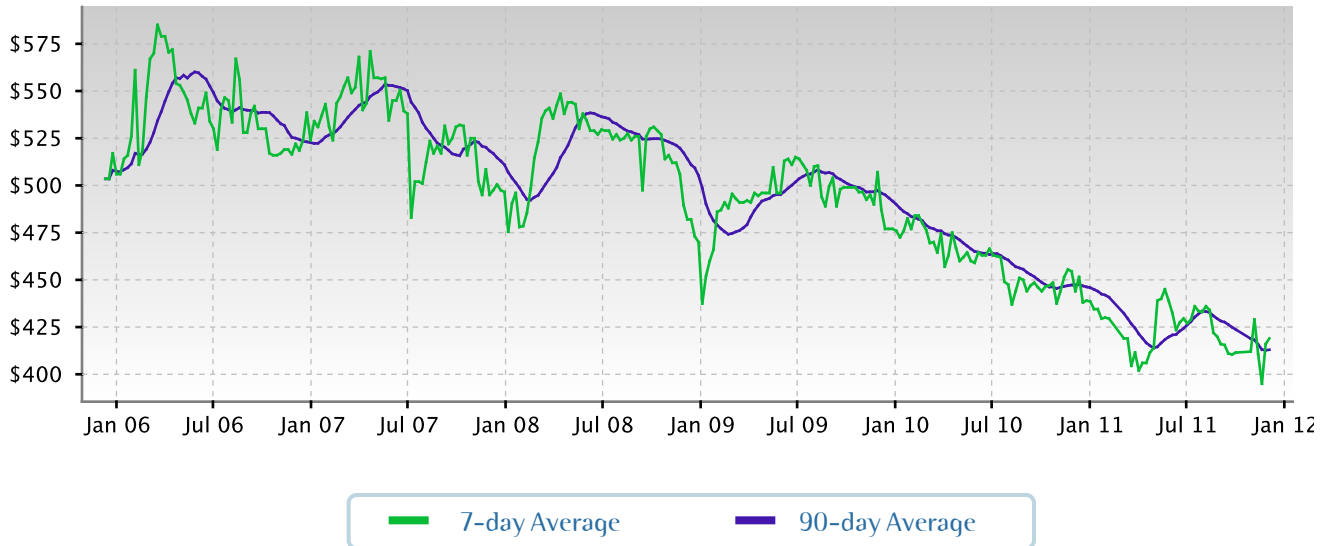
Quartile Prices

In the quartile market segments, we see prices in this zip code 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.



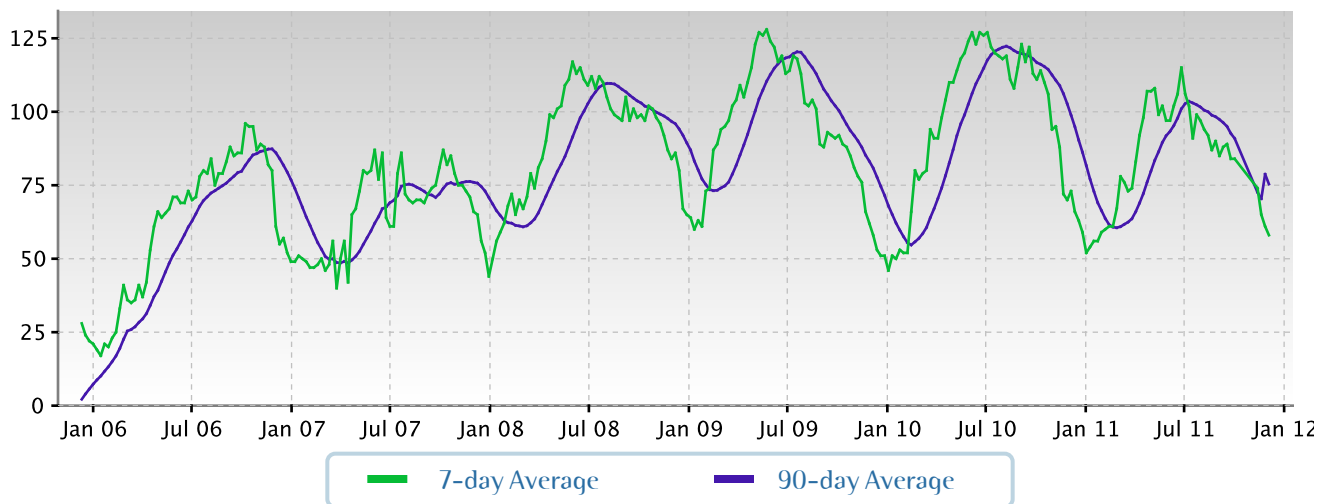
Price per Square Foot

While prices have been basically flat, the price per square foot has been heading downward. While not a sign of broad strength in a market, larger homes are coming more available and buyers are tending to get more home for their money.



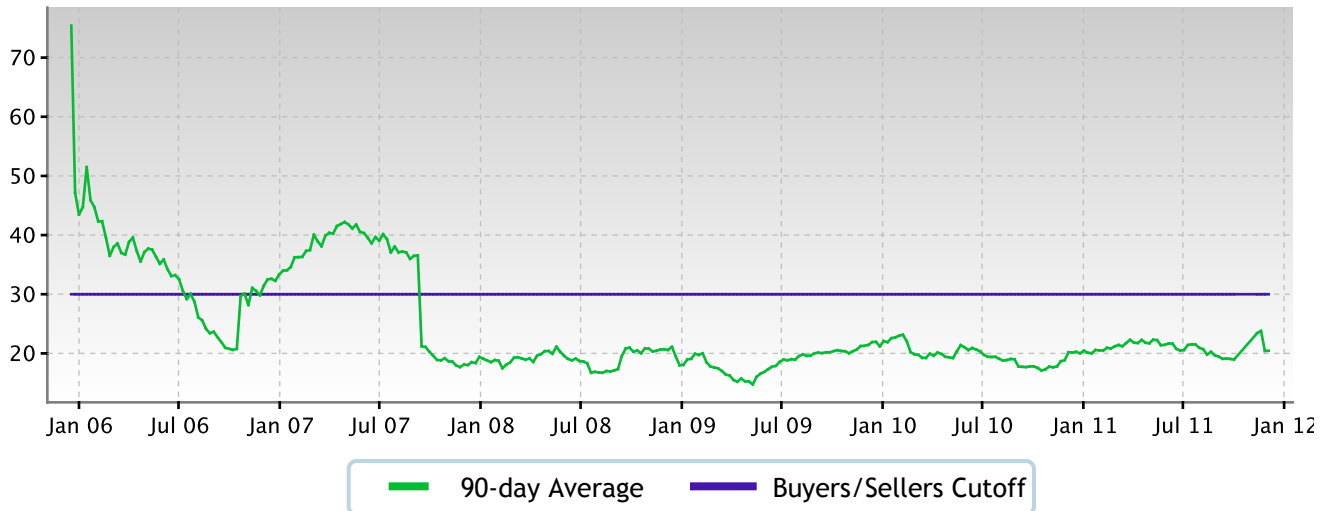
Inventory of Properties Listed for Sale

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



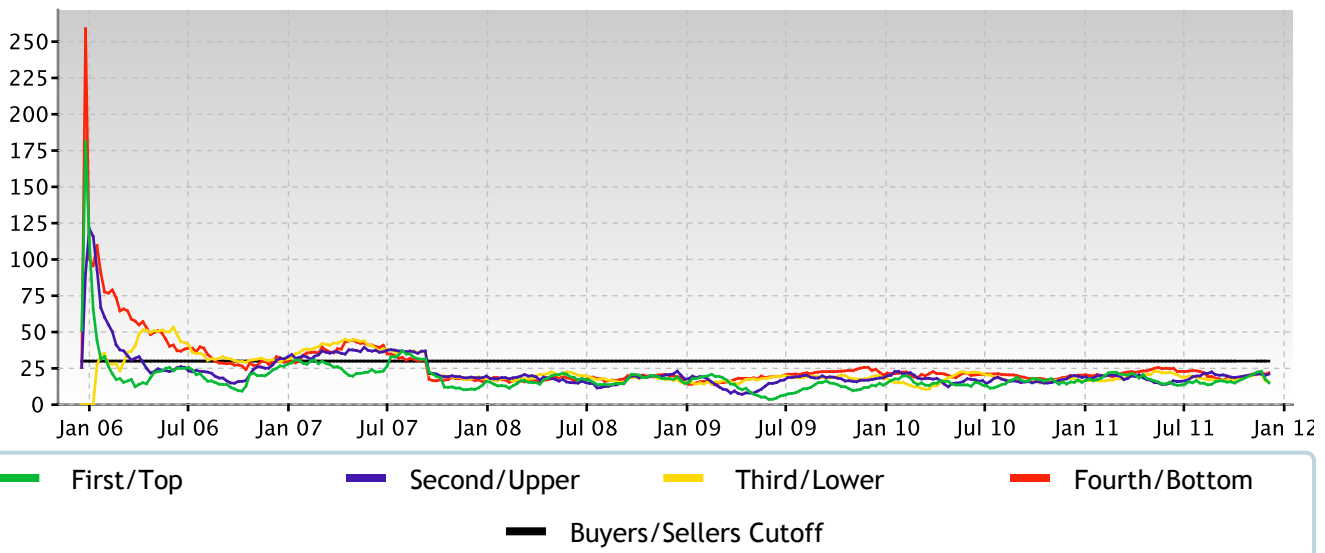
Market Action Index

The LAFAYETTE, 94549 market is currently quite strongly in the Buyer's Advantage zone (below 30). The 90-day Market Action Index stands at 20.45. With several months of inventory available at the current sales rate, buyers should find ample choice.



Market Action Index per Quartile

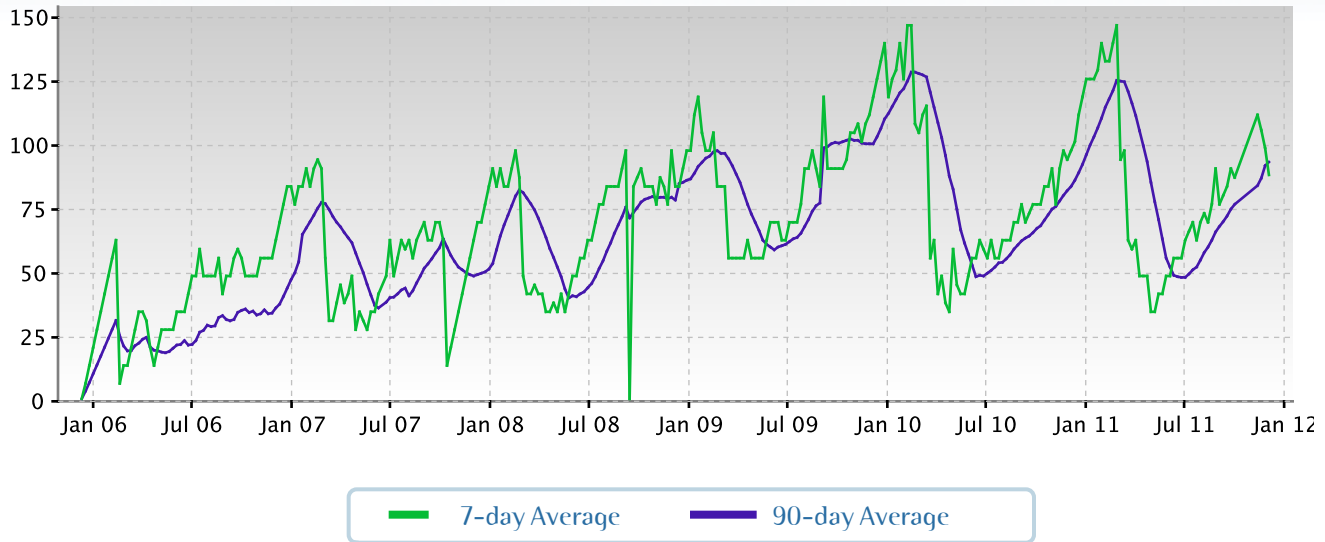
Not surprisingly, all quartiles are in the Buyer's Market zone with several months of inventory given the current levels of demand. Watch the quartiles for changes before the overall market shifts.



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 168 days. Half of the listings have come newly on the market in the past 88 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.

