



# This Week

The median list price in CLIFTON, VA the week of 09/05 is \$854,450.

Demand measured by the Market Action Index is increasing and days-on-market is holding steady. With more properties coming available, conditions are mildly positive.

# Supply and Demand

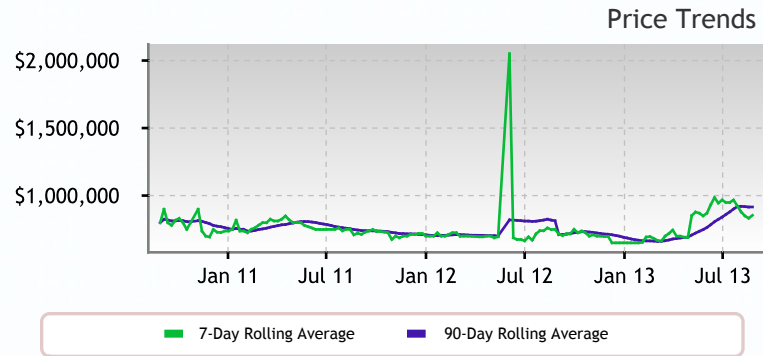
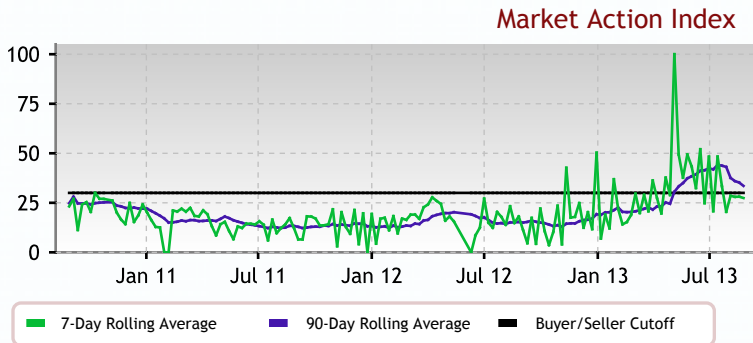
- The market has been cooling over time and prices have recently flattened. Despite the consistent decrease in Market Action Index (MAI), we're in a Seller's Market (where significant demand leaves little inventory available). If the MAI begins to climb, prices will likely follow suit. If the MAI drops consistently or falls into the Buyer's zone, watch for downward pressure on prices.

Real-Time Market Profile		Trend
Median List Price	\$ 854,450	↔↔
Asking Price Per Square Foot	\$ 298	↓↓
Average Days on Market (DOM)	101	↔↔
Percent of Properties with Price Decrease	50 %	
Percent Relisted (reset DOM)	n/a	
Percent Flip (price increased)	2 %	
Median House Size (sq ft)	3184	
Median Lot Size	2.5 - 5.0 acres	
Median Number of Bedrooms	5.0	
Median Number of Bathrooms	4.0	
Market Action Index Seller's Advantage	33.5	↓↓

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

# Price

- The market seems to have paused around this plateau. The Market Action Index is a good leading indicator for the durability of this trend.



# 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	Description
Top/First	\$ 2,700,000	4816	5.0 - 10 acres	5.5	6.5	9	12	0	0	160	Most expensive 25% of properties
Upper/Second	\$ 967,000	3217	5.0 - 10 acres	5.0	5.0	22	12	4	2	109	Upper-middle 25% of properties
Lower/Third	\$ 692,000	2969	1.0 - 2.5 acres	4.0	4.0	25	13	0	0	87	Lower-middle 25% of properties
Bottom/Fourth	\$ 599,000	2380	8,001 - 10,000 sqft	4.0	4.0	26	13	1	1	53	Least expensive 25% of properties