

This Week

The median list price in CLIFTON, VA this week is \$864,900.

Demand measured by the Market Action Index is increasing and days-on-market is trending downward. Even as more properties come available, these are positive trends for the market.

Supply and Demand

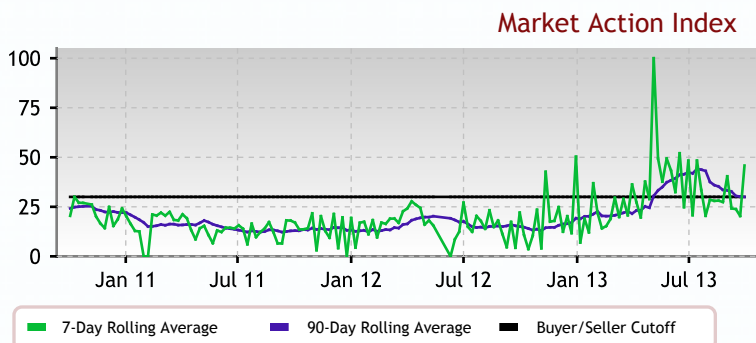
- The Market Action Index has been trending lower for several weeks while prices have remained relatively stable. If inventory continues to grow relative to demand however, it is likely that we will see downward pressure on pricing.

Real-Time Market Profile		Trend
Median List Price	\$ 864,900	↔↔
Asking Price Per Square Foot	\$ 267	↓↓↓
Average Days on Market (DOM)	89	↓↓↓
Percent of Properties with Price Decrease	35 %	
Percent Relisted (reset DOM)	n/a	
Percent Flip (price increased)	2 %	
Median House Size (sq ft)	3750	
Median Lot Size	5.0 - 10 acres	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	4.0	
Market Action Index	Buyer's Advantage 30.0	↓↓↓

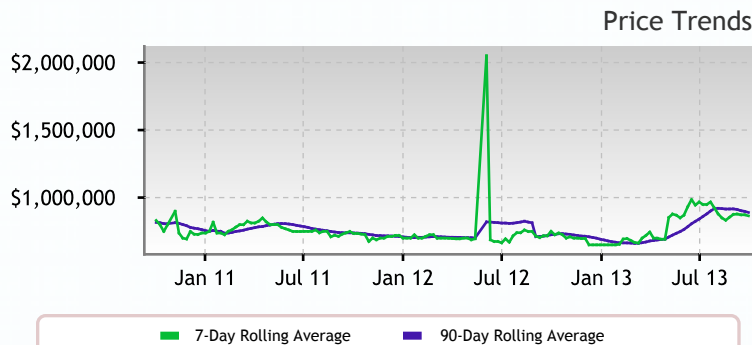
↔↔ No change ↑↑ Strong upward trend ↓↓ Strong downward trend
 ↑ Slight upward trend ↓ Slight downward trend

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.



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	\$ 2,499,900	4816	5.0 - 10 acres	5.0	5.0	11	13	0	1	157	Most expensive 25% of properties
Upper/Second	\$ 939,000	3698	5.0 - 10 acres	5.0	5.0	24	13	2	2	64	Upper-middle 25% of properties
Lower/Third	\$ 707,500	3450	2.5 - 5.0 acres	4.0	4.0	34	13	2	2	58	Lower-middle 25% of properties
Bottom/Fourth	\$ 599,000	2391	8,001 - 10,000 sqft	4.0	4.0	27	13	2	3	79	Least expensive 25% of properties