



## This Week

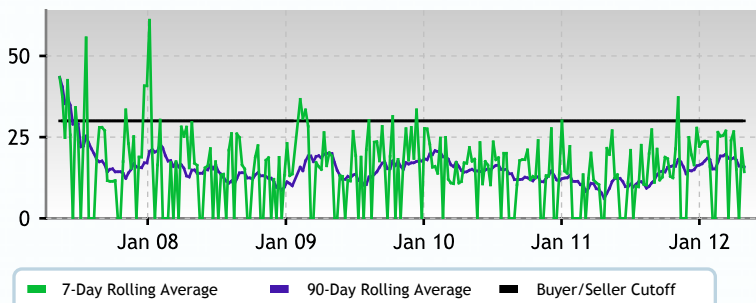
The median list price in WILLAMINA, OR 97396 this week is \$189,900.

The Market Action Index has been trending down lately, while inventory and days-on-market are climbing. The trends imply a weakening 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) of the homes being listed. Look at the descriptive statistics where you may notice the homes being listed are larger and younger than they have been in the past.

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 the buyer.

## Quartiles

### Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 357,900	1784	10 - 20 acres	4.0	2.0	29	5	0	1	100	Most expensive 25% of properties
Upper/Second	\$ 209,000	1765	0.25 - 0.50 acre	3.0	2.5	12	5	1	0	163	Upper-middle 25% of properties
Lower/Third	\$ 185,000	2023	0.25 - 0.50 acre	3.0	3.0	57	5	0	0	127	Lower-middle 25% of properties
Bottom/Fourth	\$ 128,125	1962	6,501 - 8,000 sqft	3.0	1.2	82	6	0	0	300	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	\$ 189,900		↑↑
Asking Price Per Square Foot	\$ 118		↑↑
Average Days on Market (DOM)	179		↑↑
Percent of Properties with Price Decrease	38 %		
Percent Relisted (reset DOM)	n/a		
Percent Flip (price increased)	5 %		
Median House Size (sq ft)	1784		
Median Lot Size	0.25 - 0.50 acre		
Median Number of Bedrooms	3.0		
Median Number of Bathrooms	2.0		
Market Action Index	Strong Buyer's	15.8	↓

↔ No change    ↑↑ Strong upward trend    ↓↓ Strong downward trend  
 ↑ Slight upward trend    ↓ 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 in general over the last several weeks.

Price Trends

