



| Real-Time Market Profile                  |                  | Trend |
|---|------------------|-------|
| Median List Price                         | \$ 379,000       | ↔ ↔   |
| Asking Price per Square Foot              | \$ 305           | ↑ ↑   |
| Average Days on Market                    | 102              | ↑ ↑   |
| Percent of Properties with Price Decrease | 43 %             |       |
| Percent Relisted (reset DOM)              | 6 %              |       |
| Percent Flip (price increased)            | 3 %              |       |
| Median Size (sq ft)                       | 1,216            |       |
| Median Number of Bedrooms                 | 2.1              |       |
| Median Number of Bathrooms                | 2.0              |       |
| Market Action Index*                      | Cool. Buyer's 21 | ↑ ↑   |

\* see below for details on the Market Action Index

### THIS WEEK

The median condo/townhome price in SAN RAMON this week is \$379,000.

Inventory has been lightening lately and the Market Action Index has been trending up. Though days-on-market is increasing, these are mildly positive indications for the market.

### 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.

### SUPPLY AND DEMAND

Local conditions are currently in the Buyer's Market zone (below 30), though not strongly so. The 90-day Market Action Index stands this week at 21 so buyers should expect find reasonable levels of selection.

### QUARTILES

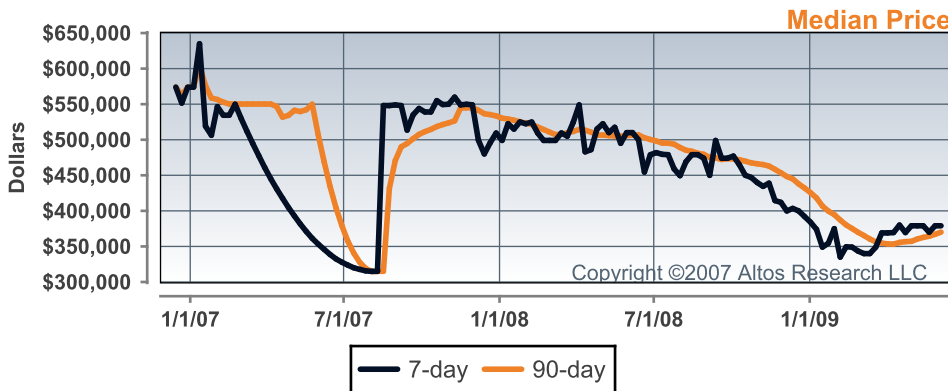
Investigate the market in quartiles—where each quartile is 25% of the homes

Most expensive 25% of homes

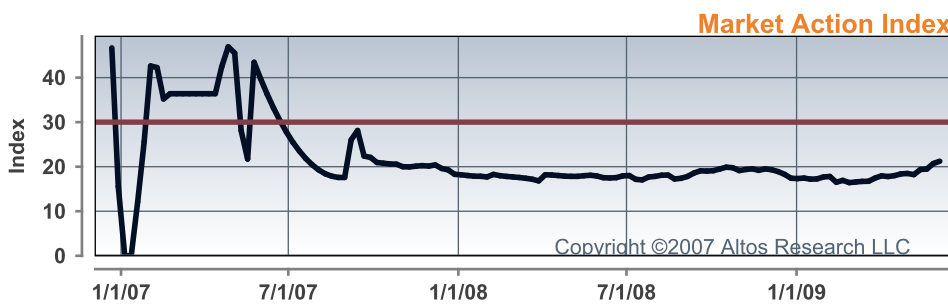
Upper-middle 25% of homes

Lower-middle 25% of homes

Least expensive 25% of homes



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.

### Characteristics per Quartile

| Quartile | Median Price | Med. Sqft | Bed | Bath | Med. Age | Inven. | New | Ab-sorbed | Avg. DoM |
|----------|--------------|-----------|-----|------|----------|--------|-----|-----------|----------|
| 1        | \$ 556,608   | 1,906     | 3.0 | 2.5  | 17       | 18     | 1   | 2         | 82       |
| 2        | \$ 492,475   | 1,474     | 3.0 | 2.5  | 14       | 18     | 4   | 3         | 114      |
| 3        | \$ 299,000   | 1,082     | 2.0 | 1.8  | 21       | 18     | 3   | 3         | 123      |
| 4        | \$ 203,450   | 657       | 1.0 | 1.0  | 21       | 18     | 4   | 4         | 90       |

## About Altos Research Corporation

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