

RE/MAX ACCORD'S MARKET UPDATE

SAN RAMON, CA

- **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
August 22, 2016**

- **Presented by RE/MAX Accord**
RE/MAX Accord
www.remaxaccord.com - Info@remaxaccord.com
925-838-4100



RE/MAX[®] ACCORD

This Week

- The median list price in SAN RAMON, CA this week is \$1,100,000. The 133 properties have been on the market for an average of 45 days.

The Market Action Index has been trending down lately, while inventory is climbing. These trends imply a weakening market.

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

Real-Time Market Profile		Trend
Median List Price	\$ 1,100,000	↔
Average List Price	\$ 1,281,693	
Asking Price Per Square Foot	\$ 444	↔
Average Days on Market (DoM)	45	↔
Inventory of Properties Listed	133	↑↑
Most Expensive Listing	\$ 5,250,000	
Least Expensive Listing	\$ 699,999	
Average Age of Listing	20	
Percent of Properties with Price Decrease	31 %	
Percent Relisted (reset DOM)	15 %	
Percent Flip (price increased)	7 %	
Median House Size (sq ft)	2510	
Median Lot Size	6,501 - 8,000 sqft	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.0	

Altos Research Value Statistics			
Market Action Index	Strong Seller's	53.8	↓↓
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.			

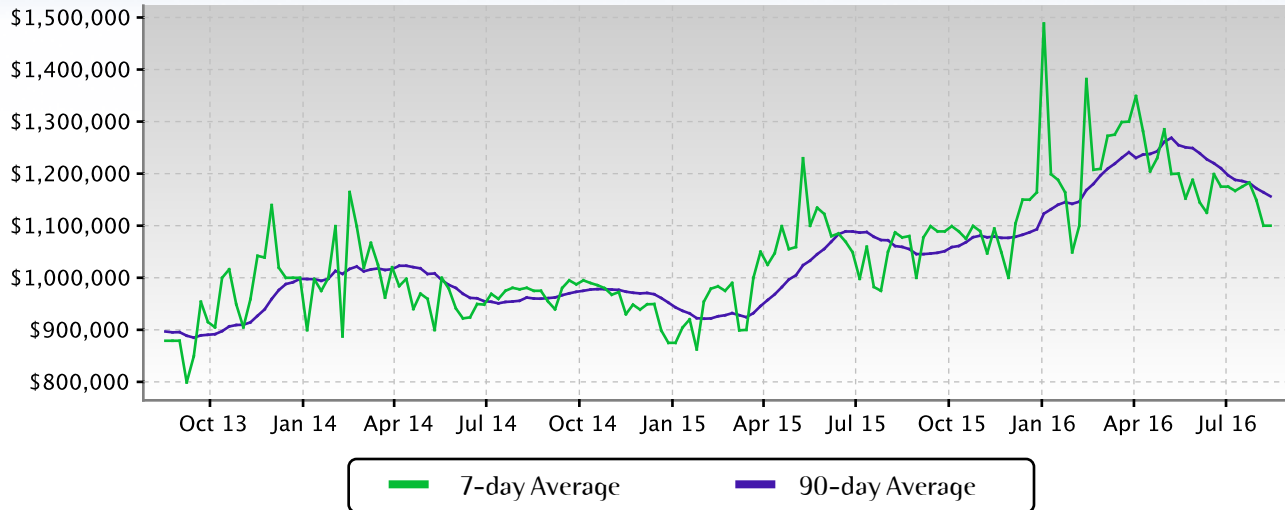
Trend Key: ↑↑ Strong upward trend ↓↓ Strong downward trend
 ↔ No change ↑ Slight upward trend ↓ Slight downward trend

Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 1,999,999	4459	0.25 - 0.50 acre	5.0	4.0	11	33	3	4	64	Most expensive 25% of properties
Upper/Second	\$ 1,199,995	2803	6,501 - 8,000 sqft	4.0	3.0	12	33	6	3	38	Upper-middle 25% of properties
Lower/Third	\$ 971,936	2275	4,501 - 6,500 sqft	4.0	3.0	12	33	4	7	38	Lower-middle 25% of properties
Bottom/Fourth	\$ 812,500	1665	6,501 - 8,000 sqft	3.0	2.0	38	34	10	5	38	Least expensive 25% of properties

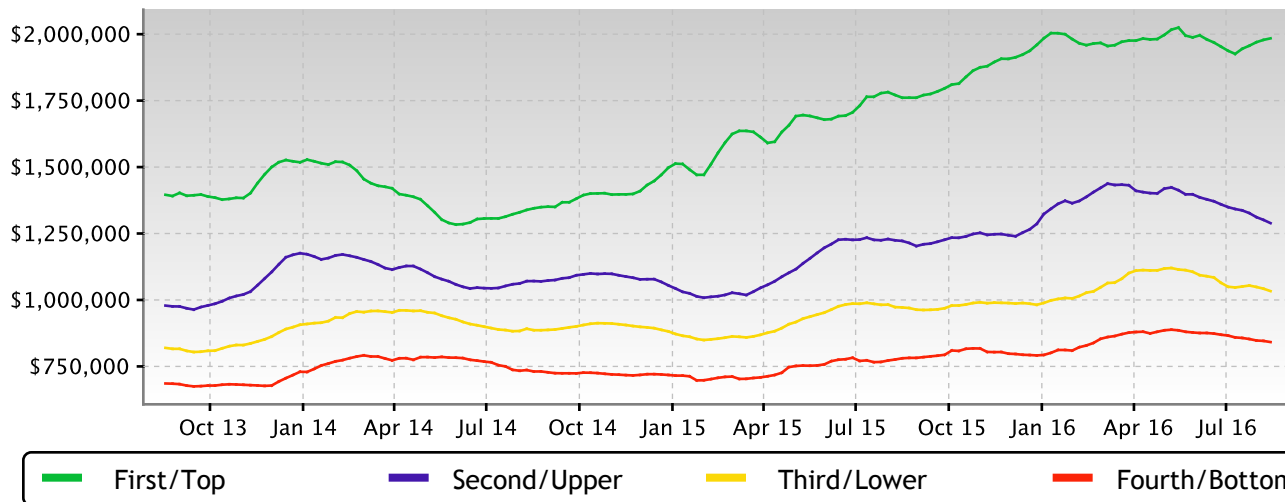
Median Price

The market has been on a downward trend recently and this week, while essentially flat, doesn't break us out of that cycle. The Market Action Index is a good leading indicator for the durability of this trend.



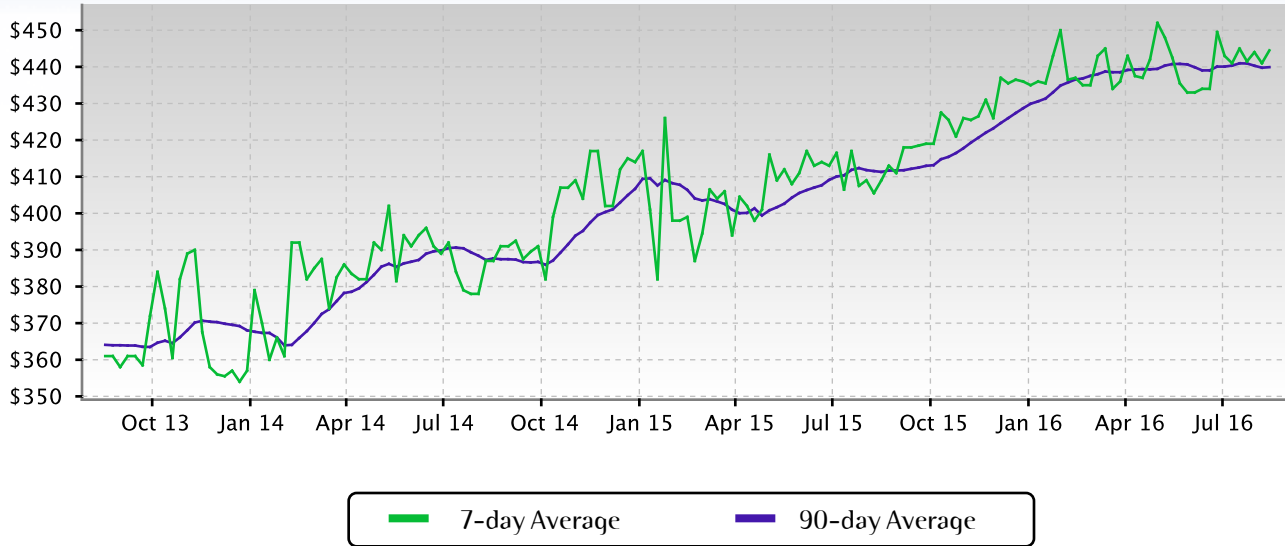
Quartile Prices

Prices have generally settled at a plateau, although Quartile 2 has been trending a bit downward in recent weeks. We'll need to see a persistent shift in the Market Action Index before we see prices across the board move from these levels.



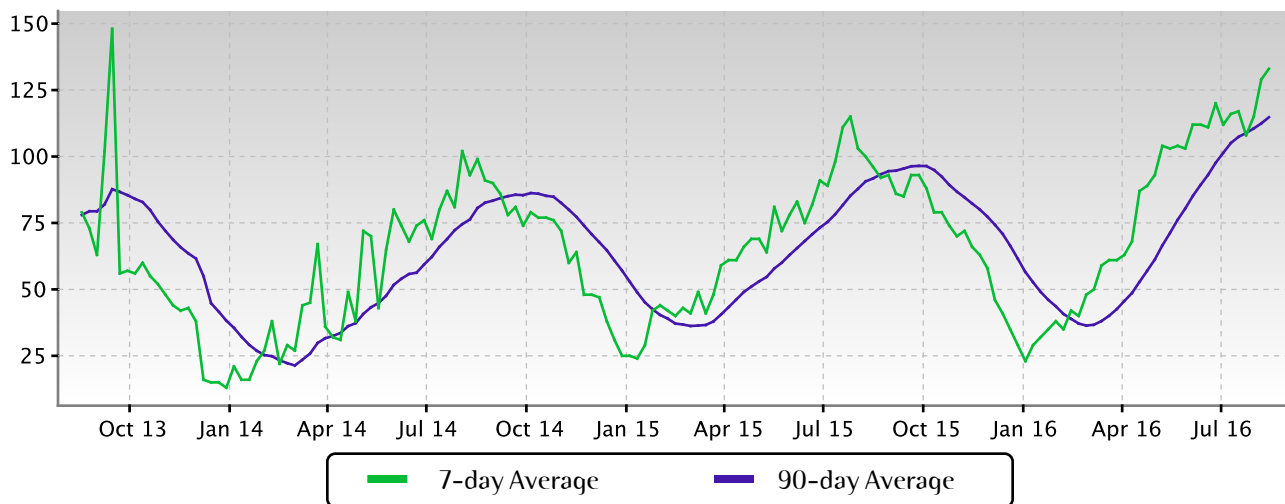
Price per Square Foot

Despite recently falling prices, the price per square foot has stayed reasonably flat. This implies that there's a portion of the market being priced at a premium. You can investigate this condition in the quartile details.



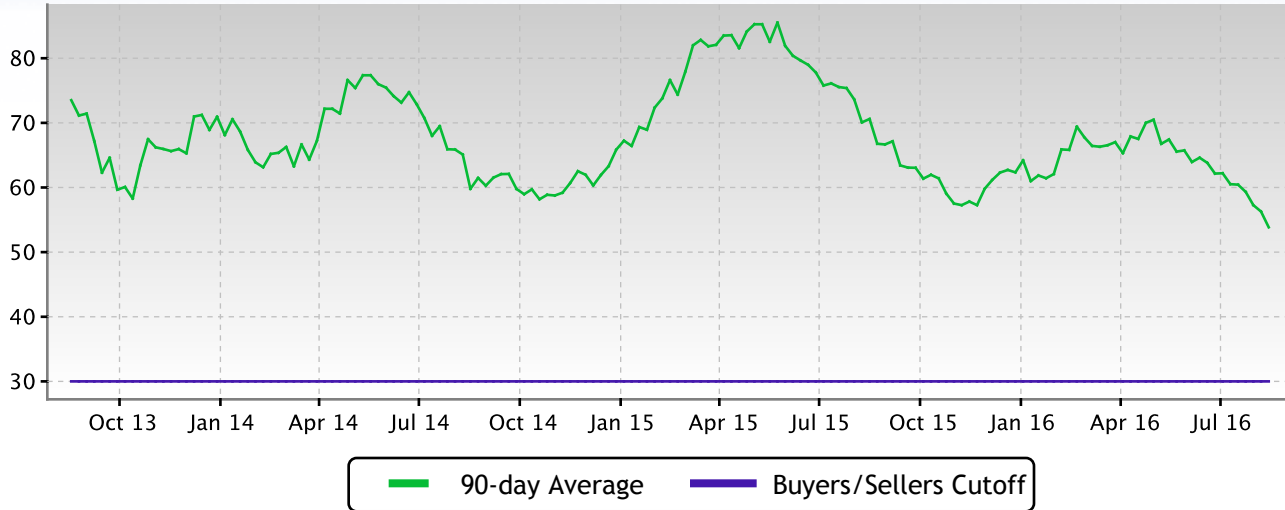
Inventory of Properties Listed for Sale

Inventory has been climbing lately. Note that rising inventory alone does not signal a weakening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is keeping up with available supply.



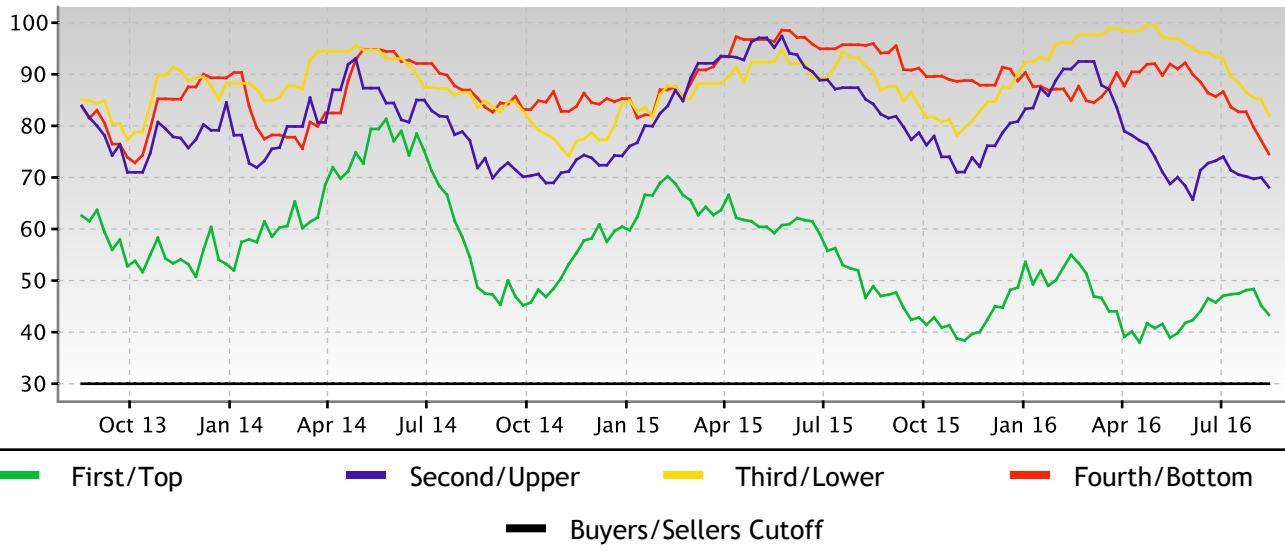
Market Action Index

The SAN RAMON market is currently quite strongly in the Seller's Advantage zone (greater than 30). The 90-day Market Action Index stands at 53.84; indicating very little supply relative to the demand.



Market Action Index per Quartile

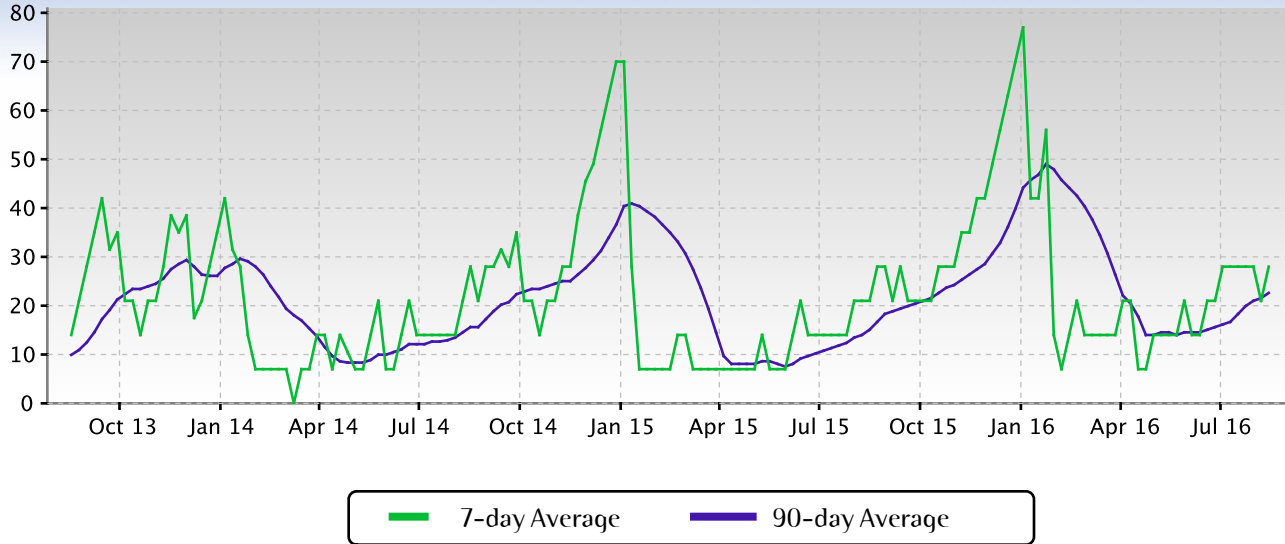
Not surprisingly, all segments in the market are showing high levels of demand. Watch the quartiles for changes before the whole market changes. Often one end of the market (e.g. the high-end) will weaken before the rest of the market and signal a slowdown for the whole group.



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 45 days. Half of the listings have come newly on the market in the past 28 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.

