

# MORE, REALTORS MARKET UPDATE

CLAYTON, MO

- 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  
October 15, 2012

- Presented by The Real Estate Market Guru's  
MORE, REALTORS  
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## This Week

- The median list price in CLAYTON, MO this week is \$850,000. The 25 properties have been on the market for an average of 151 days.

Inventory has been decreasing lately but the Market Action Index is falling also. With days-on-market climbing, these are relatively negative implications for the market.

## Supply and Demand

- The market has shown some evidence of slowing recently. Both prices and inventory levels are relatively unchanged in recent weeks. Watch the Market Action Index for changes as it can be a leading indicator for price changes.

### Real-Time Market Profile

Median List Price	\$ 850,000	↓↓
Average List Price	\$ 1,023,072	↓↓
Asking Price Per Square Foot	\$ 267	↑↑
Average Days on Market (DoM)	151	↓↓
Inventory of Properties Listed	25	
Most Expensive Listing	\$ 3,500,000	
Least Expensive Listing	\$ 324,900	
Average Age of Listing	71	
Percent of Properties with Price Decrease	40 %	
Percent Relisted (reset DOM)	n/a	
Percent Flip (price increased)	0 %	
Median House Size (sq ft)	3633	
Median Lot Size	6,501 - 8,000 sqft	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	4.0	

### Trend

### Altos Research Value Statistics

Market Action Index	Strong Buyer's	17.8	↓↓
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	\$ 1,635,000	4800	not available	5.0	5.0	0	6	0	1	182
Upper/Second	\$ 1,035,000	3640	8,001 - 10,000 sqft	4.0	4.0	46	6	0	0	130
Lower/Third	\$ 749,450	3430	not available	4.0	4.0	74	6	0	0	113
Bottom/Fourth	\$ 498,000	2305	6,501 - 8,000 sqft	3.0	2.5	81	7	0	1	175

Most expensive 25% of properties

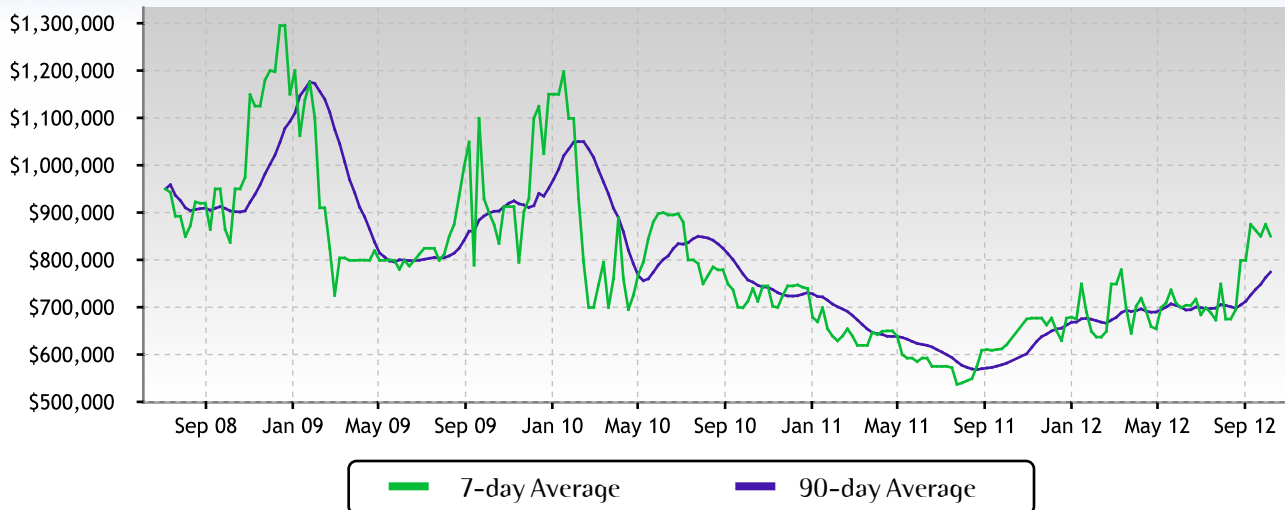
Upper-middle 25% of properties

Lower-middle 25% of properties

Least expensive 25% of properties

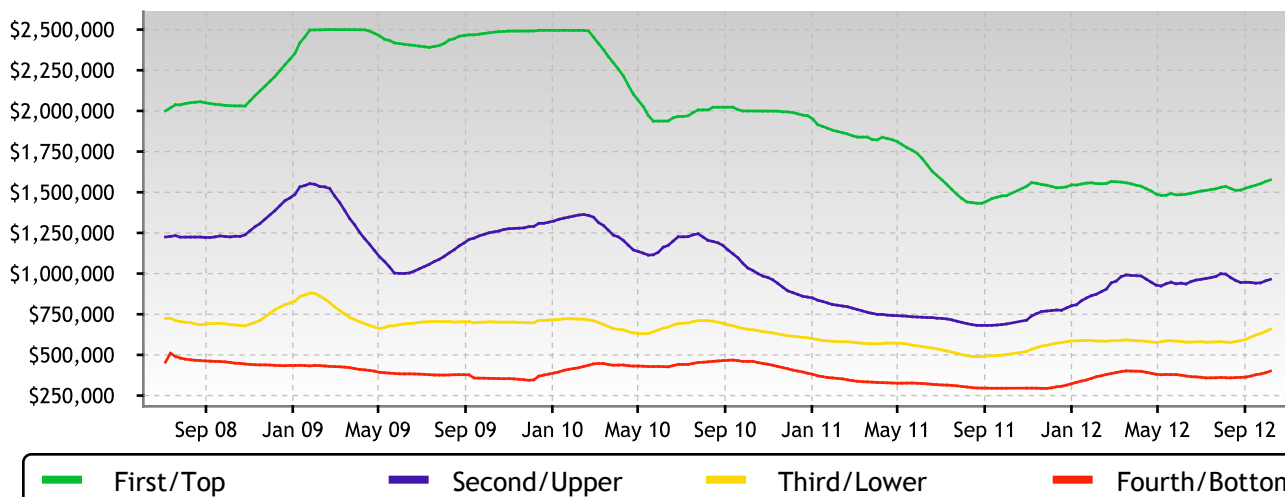
## Median Price

Again this week we see a downward notch for prices. Pricing has been weak in recent weeks and versus their absolute-high levels. The Market Action Index is a good leading indicator for the durability of this trend.



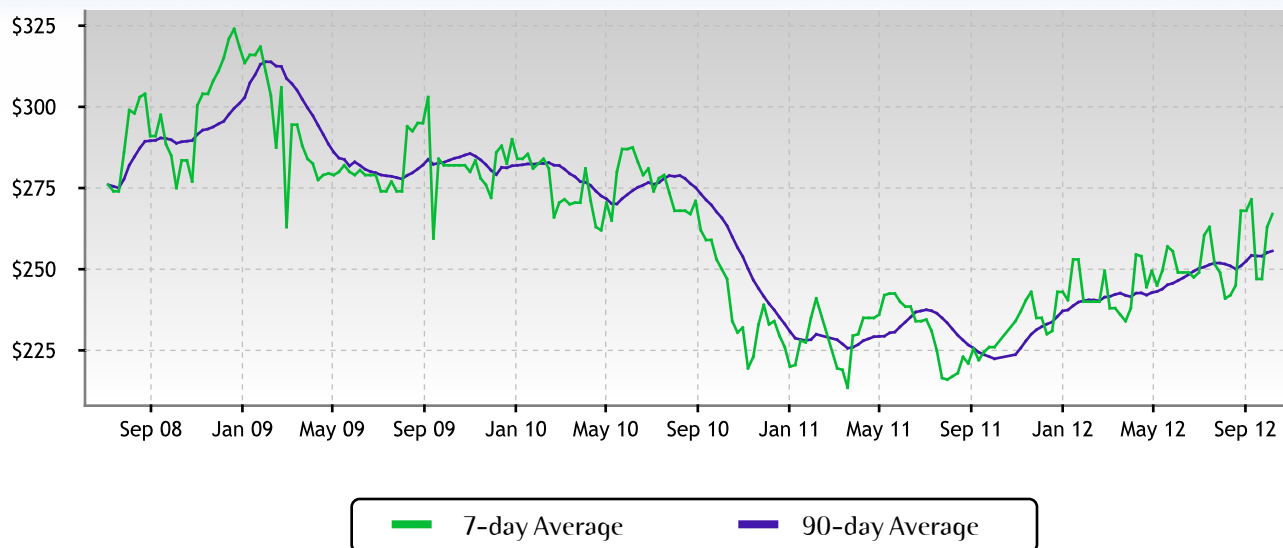
## Quartile Prices

Prices have settled at a price plateau across the board. Prices in all four quartiles are basically mixed. Look for a persistent shift (up or down) in the Market Action Index before prices move from these current levels.



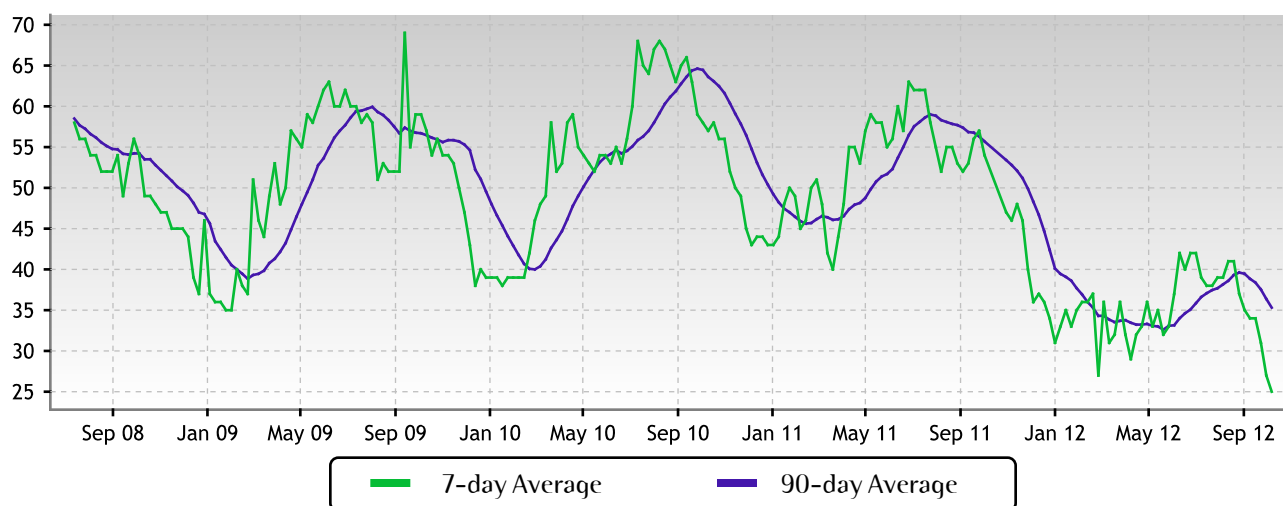
## Price per Square Foot

The market's downward trends are shared across both price and value. People are recently placing less value on homes (you can see the recent declines in price per square foot as evidence.) Look for significant changes in the Market Action Index as a precursor to price and value changes, possibly as inflection points for good investment opportunities.



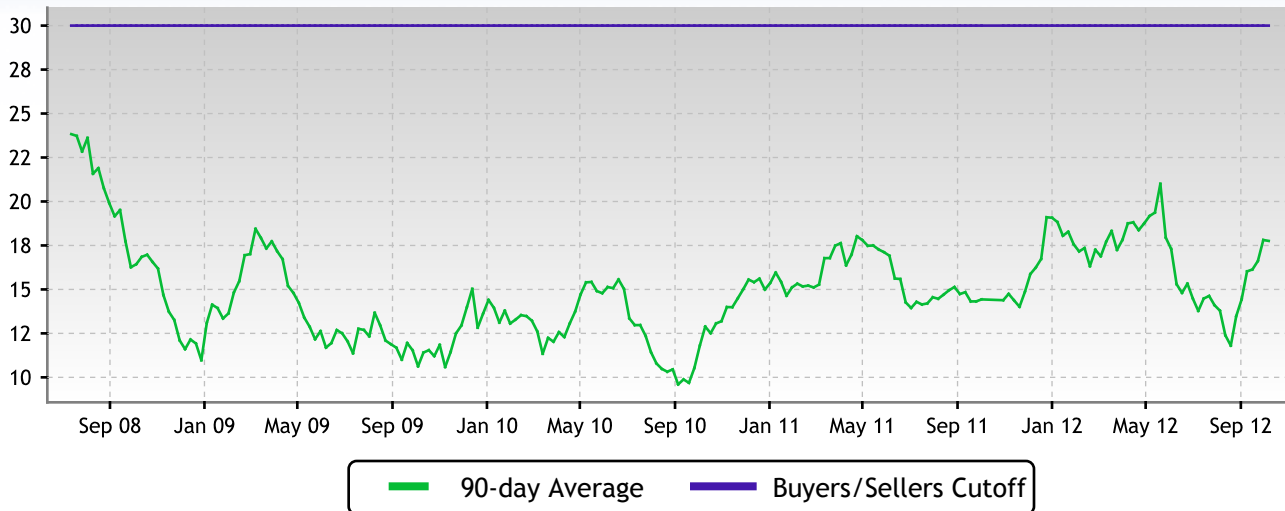
## Inventory of Properties Listed for Sale

Inventory has been falling in recent weeks. Note that declining inventory alone does not signal a strengthening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is changing with the available supply.



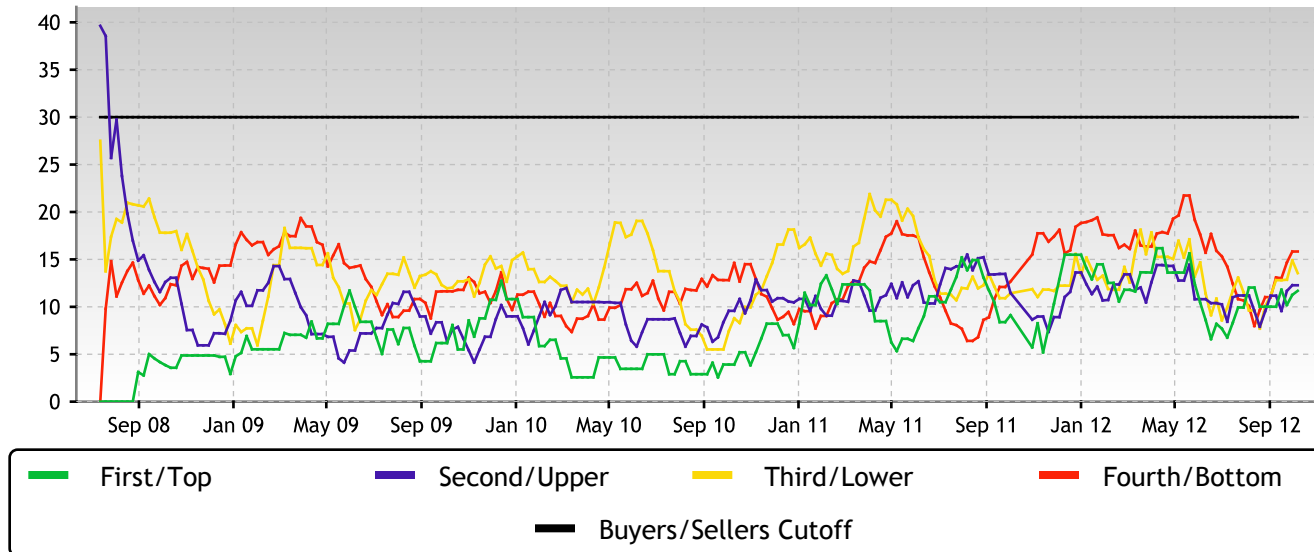
## Market Action Index

The CLAYTON market is currently quite strongly in the Buyer's Advantage zone (below 30). The 90-day Market Action Index stands at 17.76. With several months of inventory available at the current sales rate, buyers should find ample choice.



## Market Action Index per Quartile

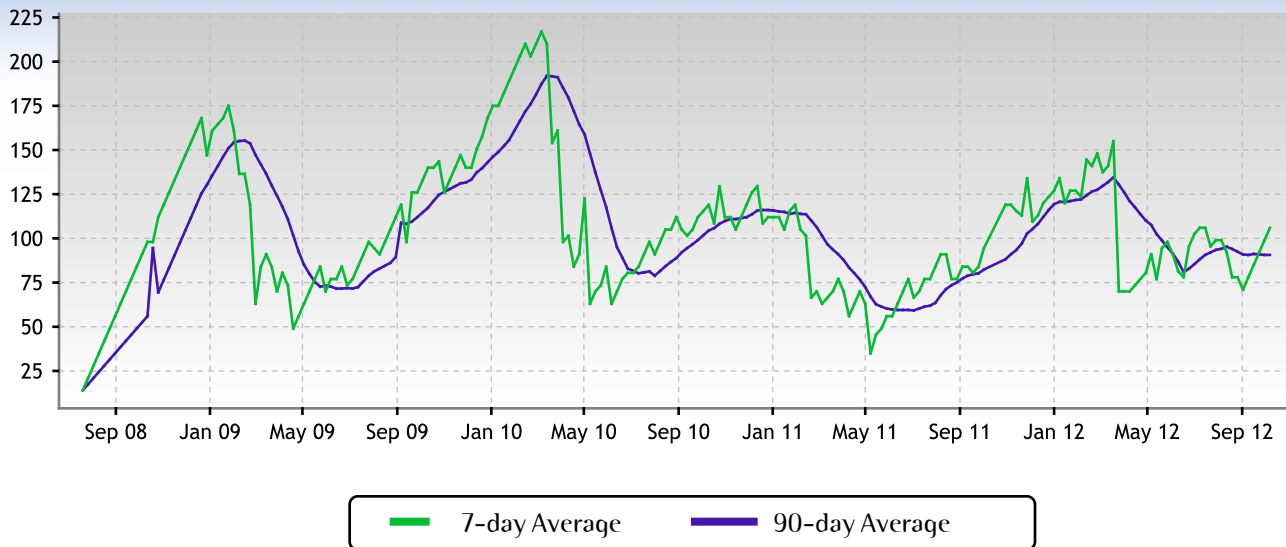
Not surprisingly given the overall Market Action Index, all quartiles are in the Buyer's Market zone with several months of inventory given the current rate of demand for homes in the quartile. Watch the quartile for changes before the overall market shifts. Often one end of the market (e.g. the low end) will improve and signal a strengthening market before the whole group changes.



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 151 days. Half of the listings have come newly on the market in the past 106 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.

