

# The Altos Market Report

## The Market Action Index

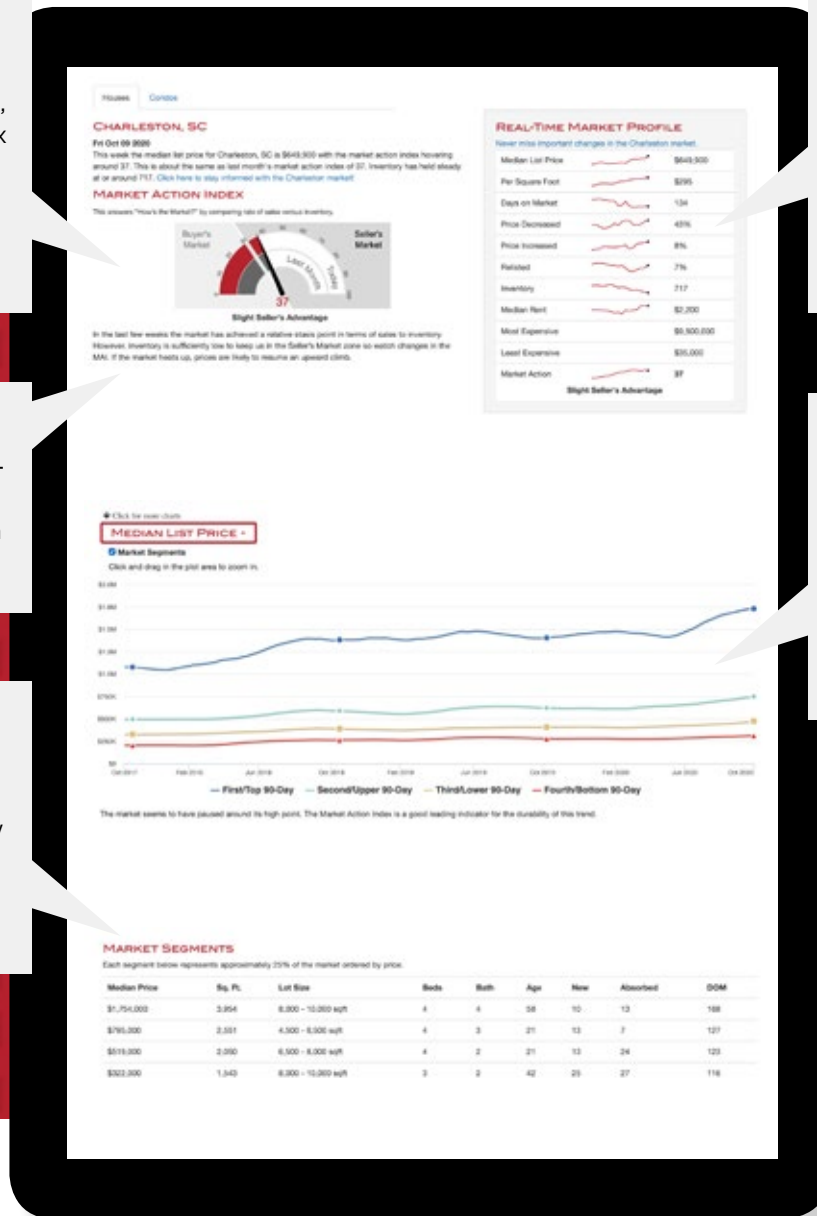
An at-a-glance answer to "How's the market?", Altos' proprietary index lets you know if it's a buyer's or seller's market and which way the market is headed.

## Market Narrative

What do all these numbers mean? We break it down in plain English for buyers and sellers.

## Market Segments

The high end of the market often behaves differently than the low end. See the trends at all the price points in your market.



## Real-Time Market Profile

All of today's key market indicators in one, easy-to-read chart, with trend lines to see how the indicator has changed over the past three months.

## Detailed Trends Charts

Run multi-year trend charts for 8 different market stats and compare how the market is performing in different price segments.

# Interpreting the Report

STAT	DESCRIPTION	SIGNAL
<b>Market Action Index (MAI)</b>	A proprietary Altos stat that provides a quick snapshot of supply and demand and overall market competitiveness.	Tells us whether it's a buyer's or seller's market, or if the market is heating up or cooling off. Helps us quickly see where prices are going to go in the future.
<b>Median List Price</b>	The median price of all homes currently for sale in the market.	Highly correlated with the eventual sales price of homes in 1-6 months and a leading indicator of home values in the future. Look at Median List Price as a barometer of sellers' current confidence levels, as current individual pricing decisions are based on recent pending and closed transactions.
<b>Median Price of New Listings</b>	The median price of homes that are just hitting the market. (Available to Altos subscribers only).	An early indicator of home values trending forward, because it leads the Median List Price by several weeks (and leads transaction prices by 1-6 months).
<b>Inventory</b>	Tells you how many homes are for sale.	Watch the inventory count for early indicators that sellers are returning to the market, and how fast. Rising inventory typically favors buyers, while tightening inventory favors sellers.
<b>Median/Average Days on Market (DOM)</b>	A measure of transaction velocity - how long it takes homes to sell.	A non-seasonal increase in DOM could indicate some softness in the market; a drop in DOM points to a market that's heating up.
<b>% Price Decreased</b>	The percent of active listings that have received a price decrease is a measure of demand.	30-35% is normal for price decreases. Above average points to slowing demand; below average means demand is rising.
<b>% Price Increased</b>	The percent of active listings that have received a price increase is a measure of demand.	1-5% is normal for price increases. When price increases are above average or climbing, it's likely a sign of investor activity in a market, especially flips.
<b>Percent Relisted</b>	Points to deals falling through or listings expiring. In a normal market, we typically see Percent Relisted under 10%.	As Percent Relisted increases, it tells us that weakening competition is creating opportunity for buyers. Run this number for different price segments, as the market for higher-priced homes may behave differently.
<b>New Listings Count vs. Absorbed Count</b>	Points to the velocity of the market: how fast properties are getting snapped up after they're listed. The market tends to move more quickly in the first half of the year.	If properties are getting absorbed faster than new listings are coming onto the market, this points to strong demand and inventory tightening up.