



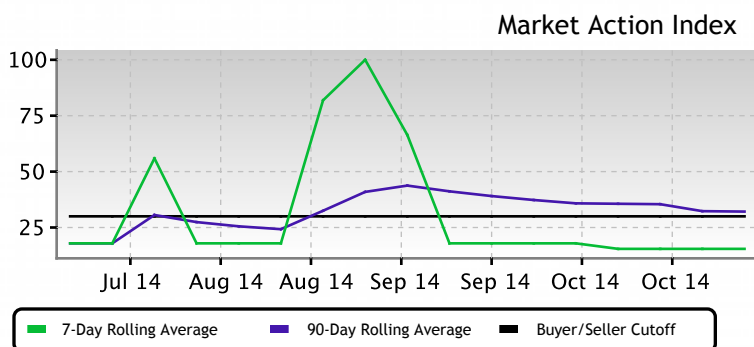
This Week

The median list price in TAOS SKI VALLEY, NM 87525 this week is \$617,000.

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

- The market has started cooling and prices have recently plateaued. Since we're in the Seller's zone, watch for changes in MAI. If the MAI resumes its climb, prices will likely follow suit. If the MAI drops consistently or falls into the Buyer's zone, watch for downward pressure on prices.



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	\$ 879,400	2609	0.25 - 0.50 acre	4.0	4.0	0	1	0	0	77	Most expensive 25% of properties
Upper/Second	\$ 779,000	2000	0.25 - 0.50 acre	3.0	3.0	0	1	0	0	84	Upper-middle 25% of properties
Lower/Third	\$ 617,000	2078	0.50 - 1.0 acre	4.0	4.0	0	2	0	0	112	Lower-middle 25% of properties
Bottom/Fourth	\$ 355,000	1300	0.25 - 0.50 acre	1.5	1.5	0	2	0	0	84	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	\$ 617,000	↔
Asking Price Per Square Foot	\$ 306	↔
Average Days on Market (DOM)	92	↑↑
Percent of Properties with Price Decrease	17 %	
Percent Relisted (reset DOM)	17 %	
Percent Flip (price increased)	17 %	
Median House Size (sq ft)	1900	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	3.5	
Median Number of Bathrooms	2.5	
Market Action Index Seller's Advantage	32.1	↓

- ↔ No change
- ↑↑ Strong upward trend
- ↓↓ Strong downward trend
- ↑ Slight upward trend
- ↓ Slight downward trend

Price

- In the last few weeks we've seen prices in this zip code bouncing around this plateau. Look for a persistent down-shift in the Market Action Index before we see prices deviate from these levels.

