



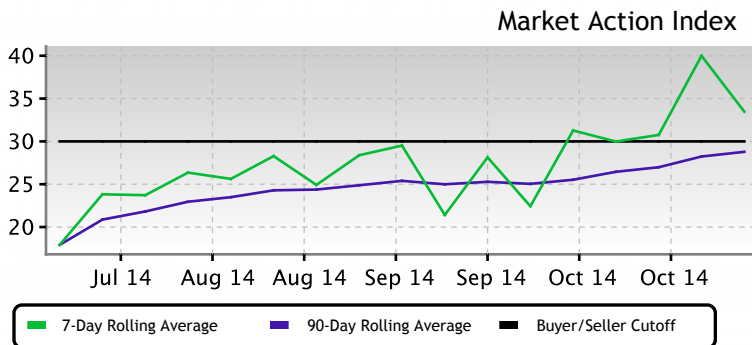
This Week

The median list price in TAOS, NM 87571 this week is \$366,500.

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.

Supply and Demand

- Home sales have been exceeding new inventory for several weeks. Since this is a Buyer's market, prices are not yet moving higher as excess inventory is consumed. However, as the supply and demand trends continue, the market moves into the Seller's zone, and we are likely to see upward pressure on pricing.



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	Description
Top/First	\$ 825,000	3579	2.5 - 5.0 acres	3.0	4.0	0	37	2	2	100	Most expensive 25% of properties
Upper/Second	\$ 465,000	2318	1.0 - 2.5 acres	3.0	2.0	0	37	0	3	98	Upper-middle 25% of properties
Lower/Third	\$ 288,500	1651	1.0 - 2.5 acres	3.0	2.0	0	38	2	4	97	Lower-middle 25% of properties
Bottom/Fourth	\$ 161,950	1304	0.50 - 1.0 acre	2.0	1.0	0	38	2	4	79	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	\$ 366,500	↔↔
Asking Price Per Square Foot	\$ 181	↓↓↓
Average Days on Market (DOM)	93	↑↑↑
Percent of Properties with Price Decrease	21 %	
Percent Relisted (reset DOM)	3 %	
Percent Flip (price increased)	1 %	
Median House Size (sq ft)	2000	
Median Lot Size	1.0 - 2.5 acres	
Median Number of Bedrooms	3.0	
Median Number of Bathrooms	2.0	
Market Action Index	Buyer's Advantage 28.8	↑↑

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

Price

- We continue to see prices in this zip code bounce around this plateau. Look for a persistent down-shift in the Market Action Index before we see prices deviate from these levels.

