

# YOUR MARKET UPDATE

WILSONVILLE, OR

- 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  
February 06, 2012

- Presented by WFG National Title  
[www.WFGNationaltitle.com](http://www.WFGNationaltitle.com)  
[MarketUpdate@wfgnationaltitle.com](mailto:MarketUpdate@wfgnationaltitle.com)  
503-603-1700



### This Week

- The median list price in WILSONVILLE, OR this week is \$329,066. The 96 properties have been on the market for an average of 210 days.

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 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

		Trend
Median List Price	\$ 329,066	↔
Average List Price	\$ 470,768	
Asking Price Per Square Foot	\$ 148	↓↓
Average Days on Market (DoM)	210	↑↑
Inventory of Properties Listed	96	↑↑
Most Expensive Listing	\$ 4,500,000	
Least Expensive Listing	\$ 167,500	
Average Age of Listing	16	
Percent of Properties with Price Decrease	33 %	
Percent Relisted (reset DOM)	n/a	
Percent Flip (price increased)	9 %	
Median House Size (sq ft)	2302	
Median Lot Size	4,501 - 6,500 sqft	
Median Number of Bedrooms	3.0	
Median Number of Bathrooms	2.5	

#### Altos Research Value Statistics

Market Action Index	Strong Buyer's	13.1	↓↓
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	\$ 654,500	3624	0.50 - 1.0 acre	4.0	3.2	22	24	1	1	324
Upper/Second	\$ 399,900	2916	4,501 - 6,500 sqft	4.0	2.5	7	24	2	1	165
Lower/Third	\$ 299,000	2002	Less than 4,500 sqft	3.0	2.5	6	24	3	1	205
Bottom/Fourth	\$ 244,945	1565	Less than 4,500 sqft	3.0	2.5	12	24	0	0	147

Most expensive 25% of properties

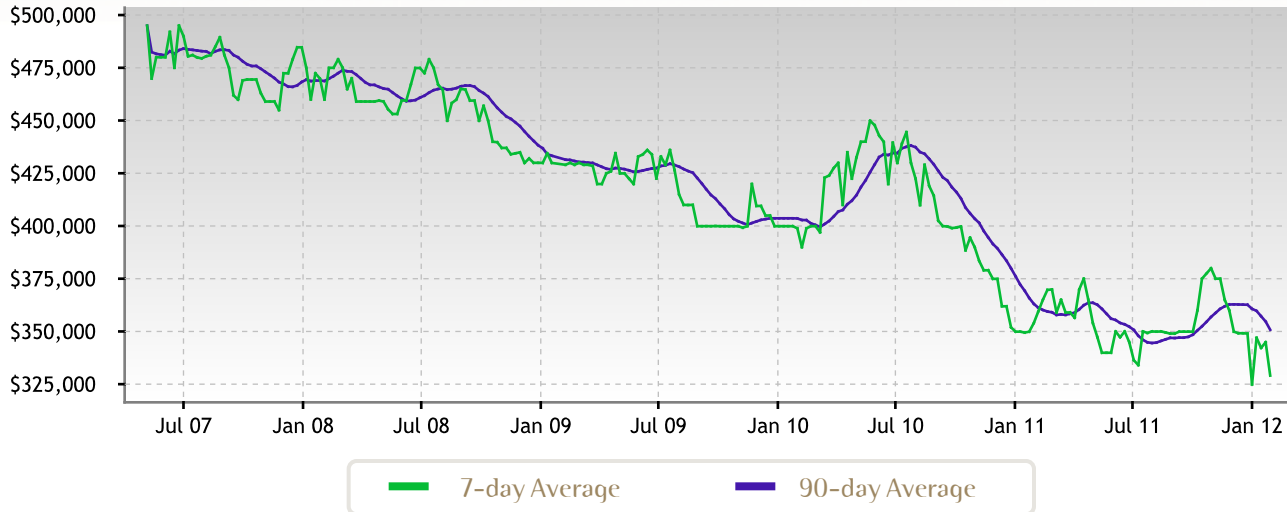
Upper-middle 25% of properties

Lower-middle 25% of properties

Least expensive 25% of properties

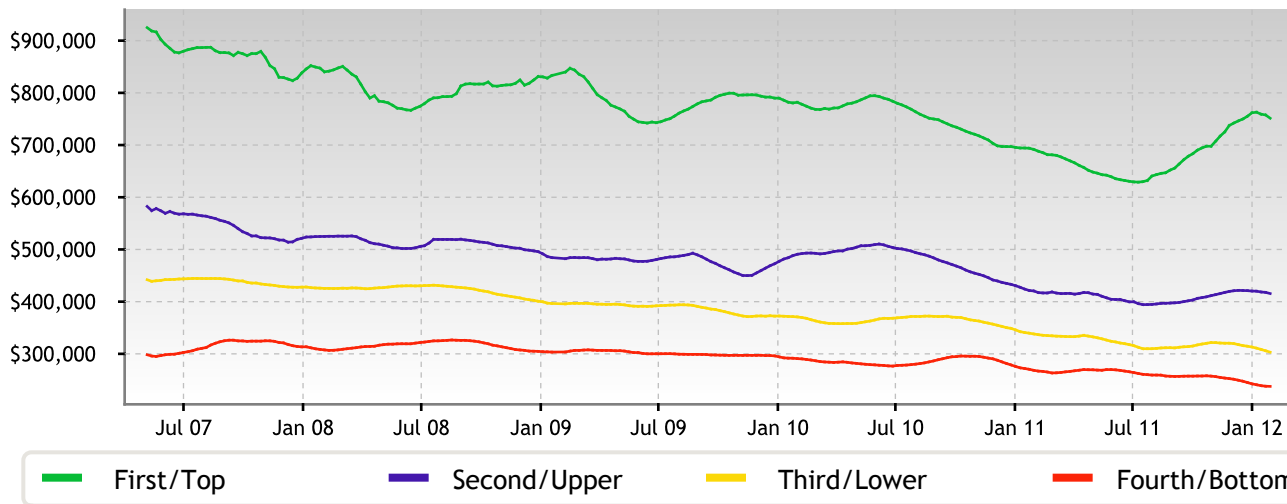
### Median Price

Despite this week's down tic, the market seems to have paused around this plateau. The Market Action Index is a good leading indicator for the durability of this shift.



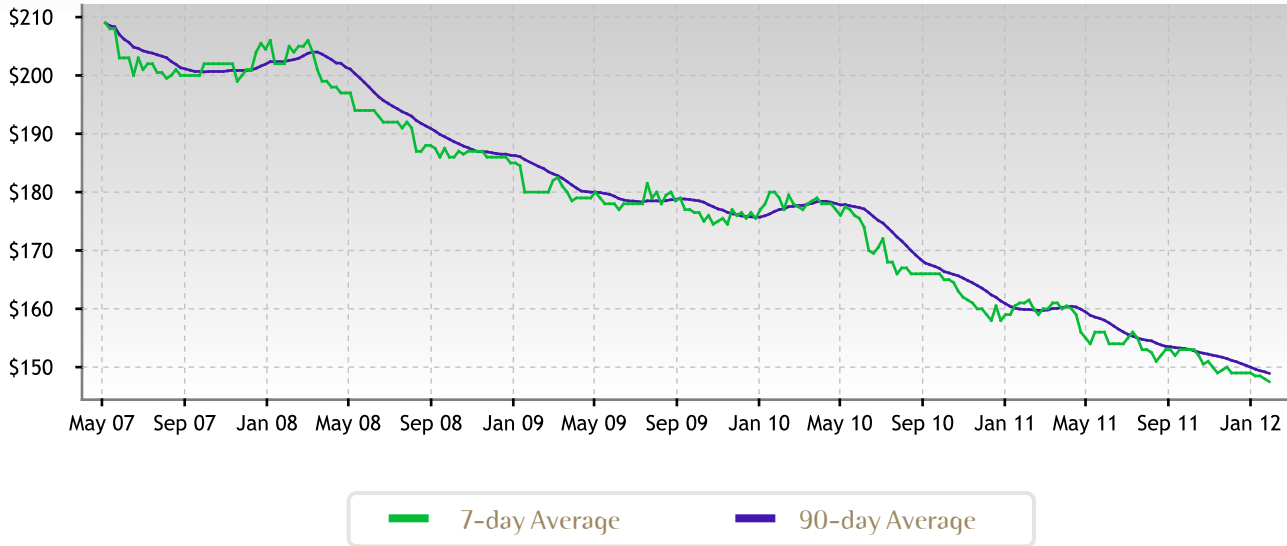
### Quartile Prices

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.



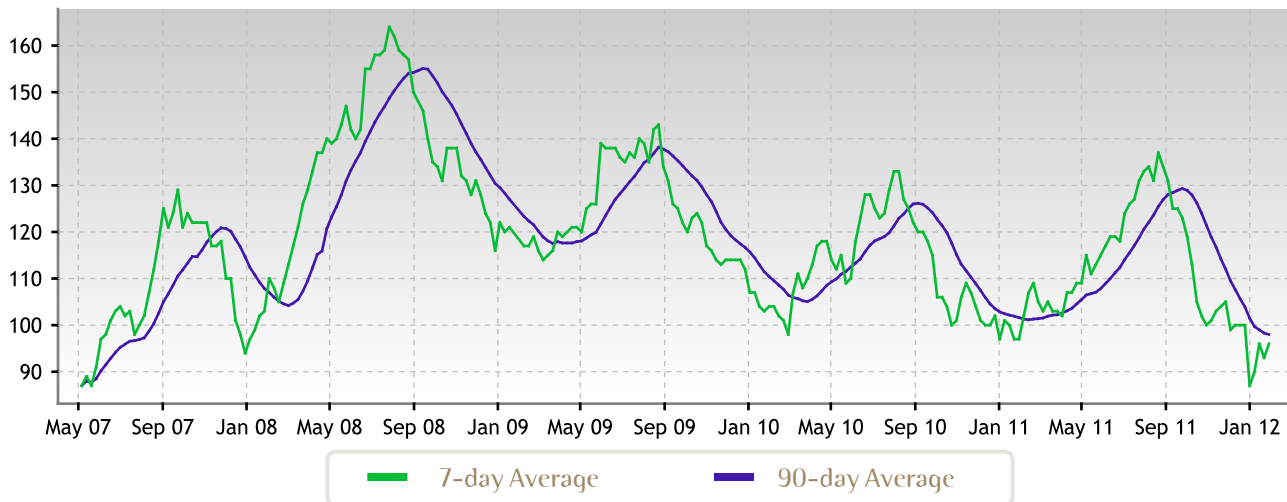
### Price per Square Foot

While prices have been basically flat, the price per square foot has been heading downward. While not a sign of broad strength in a market, larger homes are coming more available and buyers are tending to get more home for their money.



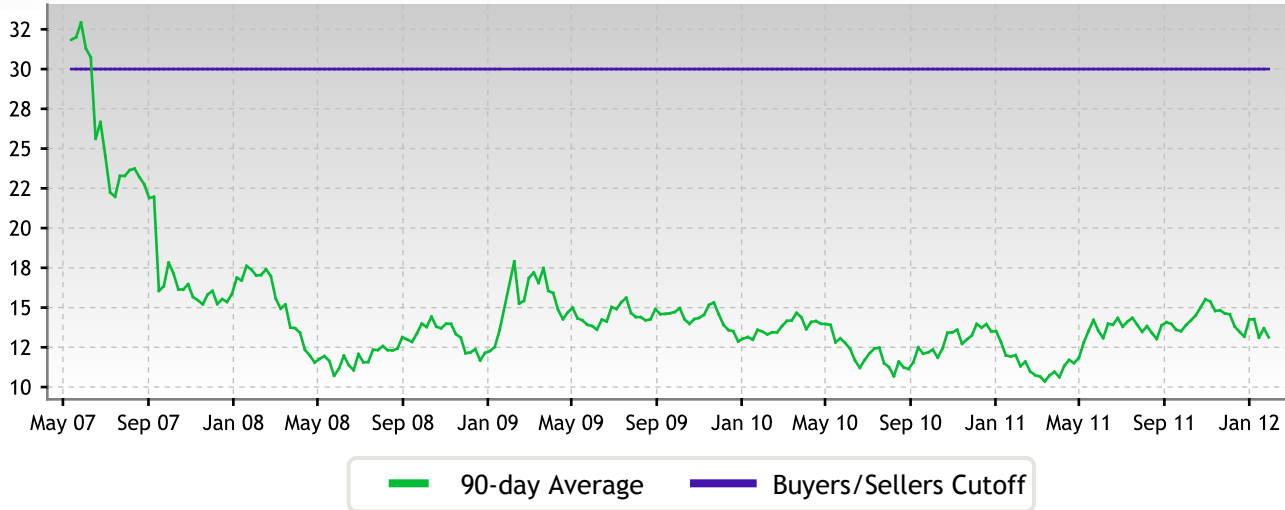
### Inventory of Properties Listed for Sale

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.



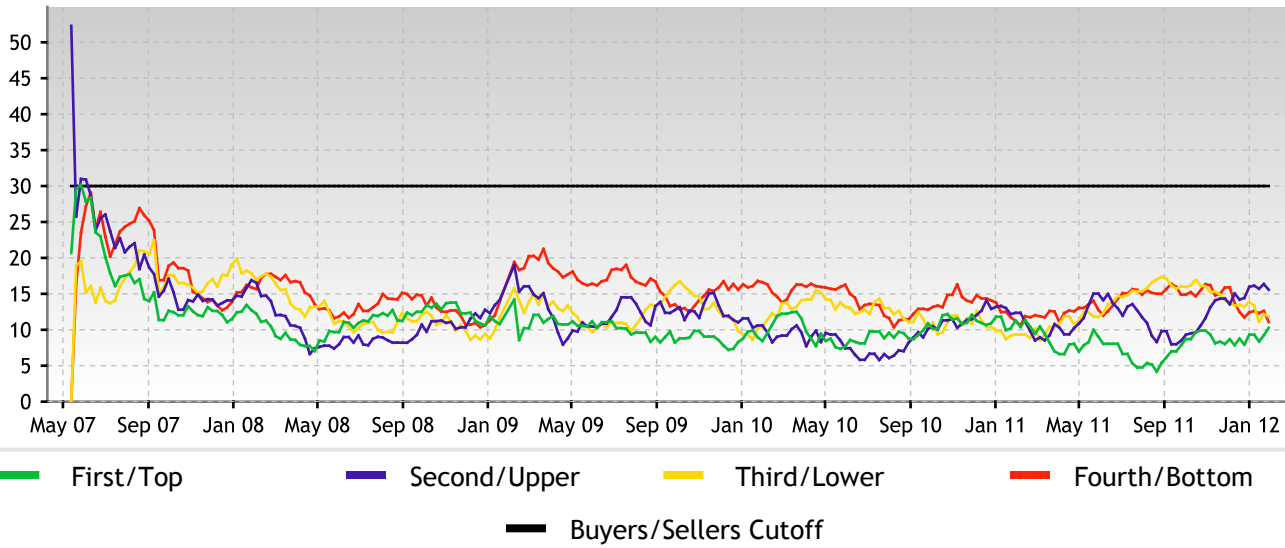
## Market Action Index

The WILSONVILLE market is currently quite strongly in the Buyer's Advantage zone (below 30). The 90-day Market Action Index stands at 13.12. With several months of inventory available at the current sales rate, buyers should find ample choice.



## Market Action Index per Quartile

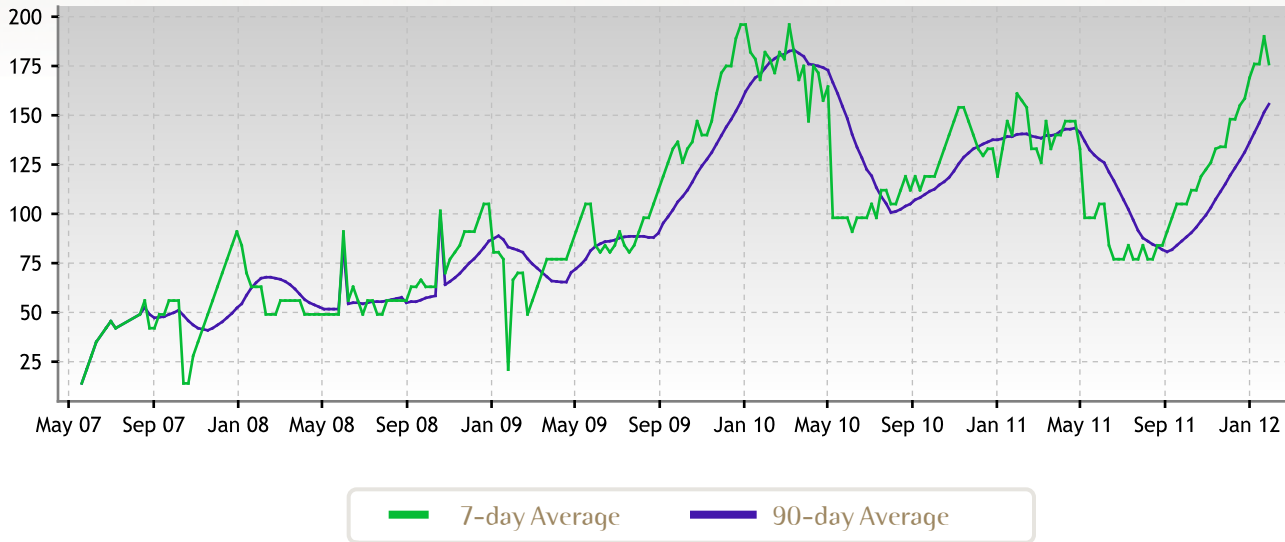
Not surprisingly given the overall Market Action Index, all quartiles are in the Buyer's Market zone with several months of inventory given the current rate of demand for homes in the quartile. Watch the quartile for changes before the overall market shifts. Often one end of the market (e.g. the low 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 210 days. Half of the listings have come newly on the market in the past 176 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.

