### TROY WILSON

### COCONUT CREEK, FL 33073

### Report for 8/7/2019

- Current Real Estate Market Conditions for Single-Family Homes
- Trends in Pricing
- Current Levels of Supply and Demand
- Value Metrics

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This week the median list price for Coconut Creek, FL 33073 is \$399,900 with the market action index hovering around 37. This is less than last month's market action index of 38. Inventory has held steady at or around 83.

#### MARKET ACTION INDEX

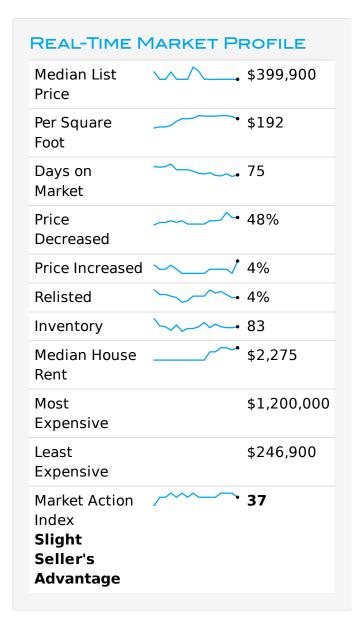
The Market Action Index answers the question "How's the Market?" by measuring the current rate of sale versus the amount of the inventory. Index above 30 implies Seller's Market conditions. Below 30, conditions favor the buyer.

TodayLast Month



### Slight Seller's Advantage

The market remains in a relative stasis in terms of sales to inventory. Prices have not been moving higher for several weeks. However, inventory is sufficiently low to keep us in the Seller's Market zone so watch changes in the MAI. If the market heats up persistently, prices are likely to resume an upward climb.



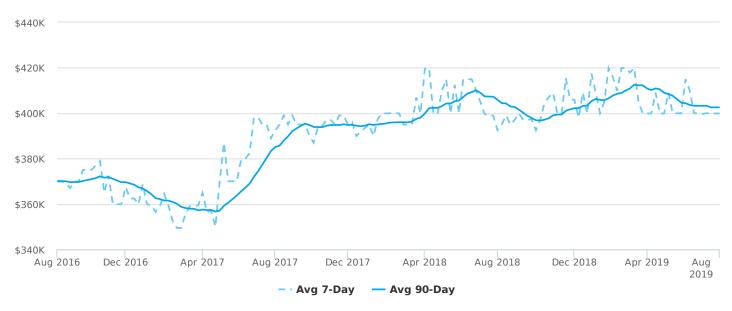
### MARKET SEGMENTS

Each segment below represents approximately 25% of the market ordered by price.

<b>Median Price</b>	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$484,450	2,617	6,500 - 8,000 sqft	4	3	18	3	2	111
\$420,000	2,223	6,500 - 8,000 sqft	4	3	23	3	3	64
\$379,900	1,833	6,500 - 8,000 sqft	3	2	23	2	2	71
\$349,000	1,680	4,500 - 6,500 sqft	3	2	22	2	2	56

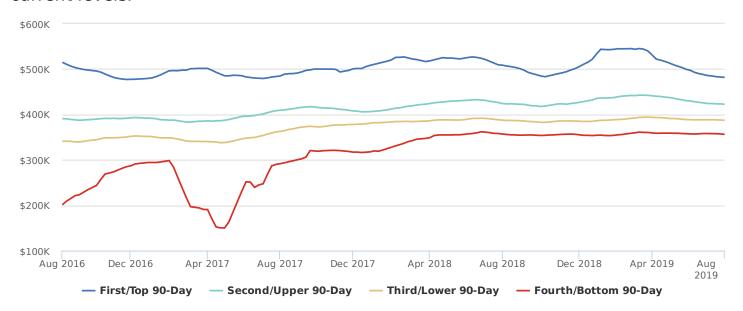
### MEDIAN LIST PRICE

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.



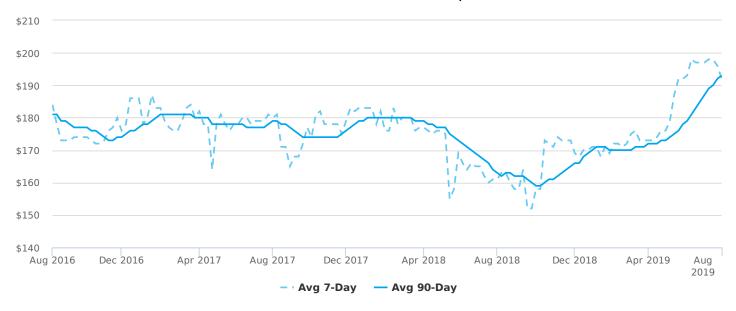
#### **SEGMENTS**

In the quartile market segments, we see prices in this zip code 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 value placed on homes continues to increase, despite the fact that prices in general have remained basically flat. These conditions can arise when inventory is light and more, smaller homes have more influence on overall prices.



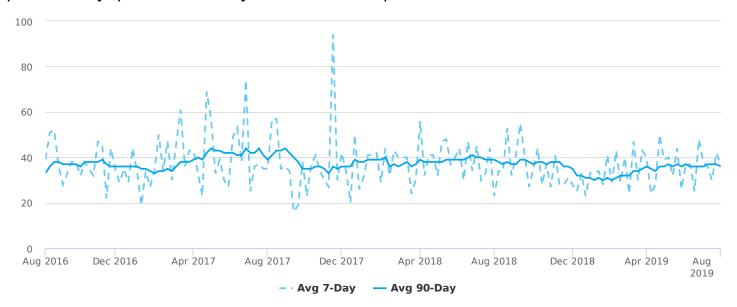
### INVENTORY

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.



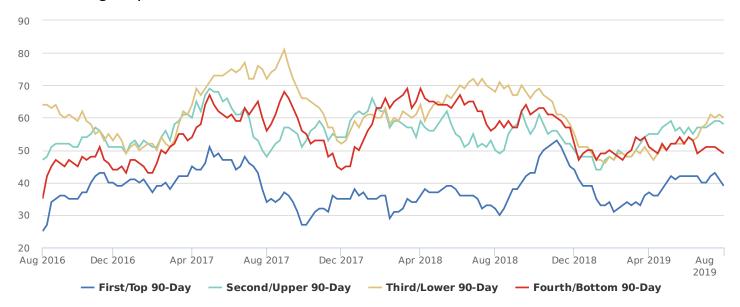
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#### MARKET ACTION SEGMENTS

Not surprisingly, all segments in this zip code are showing high levels of demand. Watch the quartiles for changes before the whole market changes. Often one end of the market (e.g. the high-end) will weaken before the rest of the market and signal a slowdown for the whole group.



### AVERAGE DAYS ON MARKET (DOM)

The properties have been on the market for an average of 80 days. Half of the listings have come newly on the market in the past 51 or so days. Watch the 90-day DOM trend for signals of a changing market.



### **SEGMENTS**

It is not uncommon for the higher priced homes in an area to take longer to sell than those in the lower quartiles.

