

This Week

The median list price in RANCHO SANTA MARGARITA, CA this week is \$287,999.

Demand measured by the Market Action Index is increasing and days-on-market is trending downward. Even as more properties come available, these are positive trends for the market.

Supply and Demand

- Home sales have been exceeding new inventory for several weeks. While still a Buyer's market, prices seem to have responded by moving upward. If the demand trends continue, expect prices to keep marching upward, especially once we see a Seller's Market.

Real-Time Market Profile

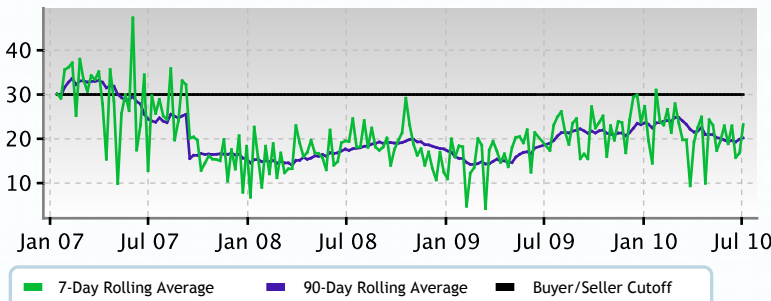
Real-Time Market Profile		Trend
Median List Price	\$ 287,999	↑↑
Asking Price Per Square Foot	\$ 241	↔
Average Days on Market (DOM)	121	↓↓
Percent of Properties with Price Decrease	28 %	
Percent Relisted (reset DOM)	7 %	
Percent Flip (price increased)	10 %	
Median House Size (sq ft)	1115	
Median Number of Bedrooms	2.0	
Median Number of Bathrooms	2.0	
Market Action Index	Strong Buyer's 20.2	↑↑

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

Price

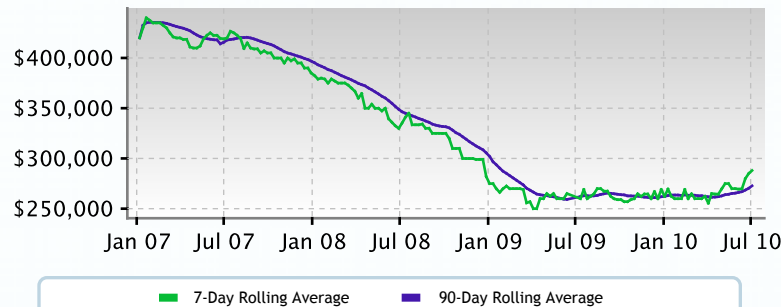
- Prices continue their climb again this week. We're a long way from the market's price high-point so watch the Market Action Index as an indicator of how long this trend will last.

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.

Price Trends



Quartiles

Characteristics per Quartile

Investigate the market in quartiles - where each quartile is 25% of homes ordered by price.

Quartile	Median Price	Square Feet	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 399,900	1550	3.0	2.5	16	65	5	7	92	Most expensive 25% of properties
Upper/Second	\$ 315,000	1245	2.0	2.0	19	65	1	5	116	Upper-middle 25% of properties
Lower/Third	\$ 249,000	1024	2.0	2.0	20	65	2	9	137	Lower-middle 25% of properties
Bottom/Fourth	\$ 169,000	737	2.0	1.0	23	66	5	4	137	Least expensive 25% of properties