

This Week

The median list price in RANCHO SANTA MARGARITA, CA this week is \$499,900.

Inventory and days-on-market are climbing, while the Market Action Index has been flat recently. The trends point to a weakening market.

Supply and Demand

- The market has settled in at a relative stasis in inventory and sales conditions. It's a Buyer's market that has seen prices trend lower. Expect that consistent up trends in demand will be required before price trends change significantly.

Real-Time Market Profile

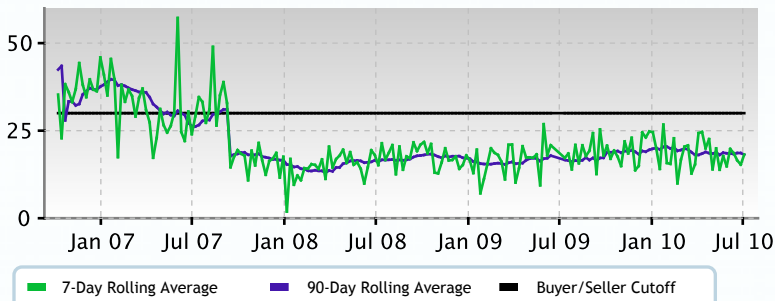
Real-Time Market Profile		Trend
Median List Price	\$ 499,900	↓↓
Asking Price Per Square Foot	\$ 270	↔
Average Days on Market (DOM)	123	↑↑
Percent of Properties with Price Decrease	37 %	
Percent Relisted (reset DOM)	5 %	
Percent Flip (price increased)	11 %	
Median House Size (sq ft)	1863	
Median Lot Size	Less than 4,500	
Median Number of Bedrooms	3.0	
Median Number of Bathrooms	2.5	
Market Action Index	Strong Buyer's 18.1	↔

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

Price

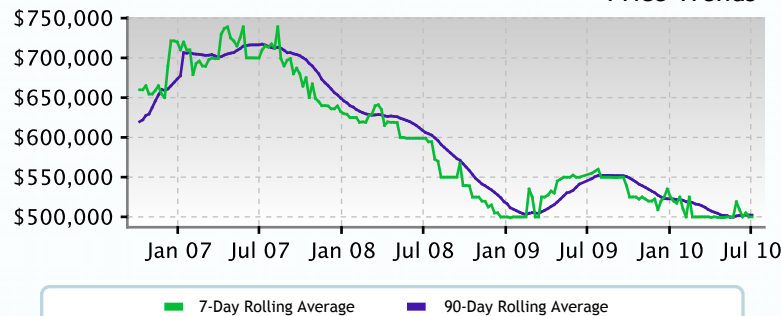
- The market has been on a downward trend recently and this week, while essentially flat, doesn't break us out of that cycle.

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	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 695,000	2900	Less than 4,500 sqft	4.0	3.0	13	43	4	3	140	Most expensive 25% of properties
Upper/Second	\$ 539,999	2055	Less than 4,500 sqft	4.0	2.5	16	43	1	5	108	Upper-middle 25% of properties
Lower/Third	\$ 475,000	1600	Less than 4,500 sqft	3.0	2.5	17	44	2	2	118	Lower-middle 25% of properties
Bottom/Fourth	\$ 410,000	1418	Less than 4,500 sqft	3.0	2.5	21	44	2	2	126	Least expensive 25% of properties