

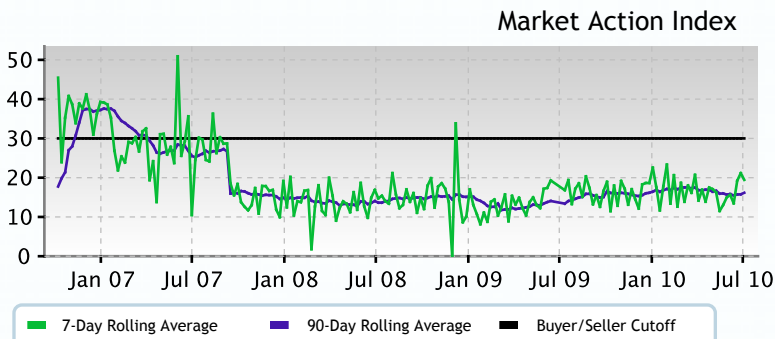
## This Week

The median list price in TRABUCO CANYON, CA 92679 this week is \$847,000.

Inventory has been lightening lately and the Market Action Index has been trending up. 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	
Top/First	\$ 2,344,900	5846	Less than 4,500 sqft	5.0	5.0	11	69	4	6	267	Most expensive 25% of properties
Upper/Second	\$ 998,900	3850	Less than 4,500 sqft	4.0	4.0	13	69	1	5	97	Upper-middle 25% of properties
Lower/Third	\$ 750,000	2875	Less than 4,500 sqft	4.0	3.0	17	70	3	5	108	Lower-middle 25% of properties
Bottom/Fourth	\$ 532,500	1878	Less than 4,500 sqft	3.0	2.5	19	70	6	6	111	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	\$ 847,000		↔↔
Asking Price Per Square Foot	\$ 284		↓↓↓
Average Days on Market (DOM)	145		↔↔
Percent of Properties with Price Decrease	37 %		
Percent Relisted (reset DOM)	7 %		
Percent Flip (price increased)	4 %		
Median House Size (sq ft)	3229		
Median Lot Size	Less than 4,500		
Median Number of Bedrooms	4.0		
Median Number of Bathrooms	3.0		
Market Action Index	Strong Buyer's	16.2	↑↑

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

## Price

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

