



## This Week

The median list price in FULLERTON, CA 92835 this week is \$635,000.

Inventory has been lightening lately and the Market Action Index has been trending up. Though days-on-market is increasing, these are mildly positive indications for the market.

## Supply and Demand

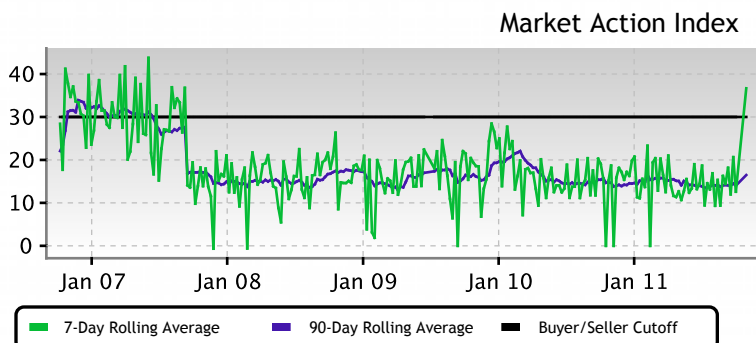
- Home sales have been exceeding new inventory for several weeks. However prices have not yet stopped falling. Since the market is already in the Seller's zone, expect prices to level off very soon. Should the sales trend continue expect that prices could climb from there.

| Real-Time Market Profile                  |                     |      | Trend |
|---|---------------------|------|-------|
| Median List Price                         | \$ 635,000          |      | ↓↓    |
| Asking Price Per Square Foot              | \$ 262              |      | ↓↓    |
| Average Days on Market (DOM)              | 205                 |      | ↑↑    |
| Percent of Properties with Price Decrease | 54 %                |      |       |
| Percent Relisted (reset DOM)              | 18 %                |      |       |
| Percent Flip (price increased)            | 13 %                |      |       |
| Median House Size (sq ft)                 | 2164                |      |       |
| Median Lot Size                           | 8,001 - 10,000 sqft |      |       |
| Median Number of Bedrooms                 | 4.0                 |      |       |
| Median Number of Bathrooms                | 2.0                 |      |       |
| Market Action Index                       | Strong Buyer's      | 16.5 | ↑↑    |

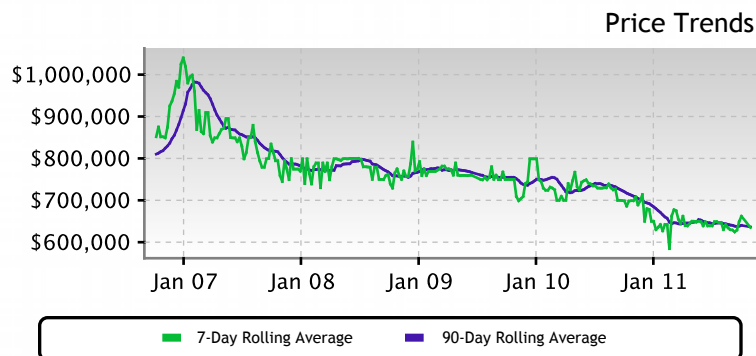
↔ No change    ↑↑ Strong upward trend    ↓↓ Strong downward trend  
 ↑ Slight upward trend    ↓ Slight downward trend

## Price

- Again this week in this zip code we see a downward notch for prices. Pricing has been weak in recent weeks and versus their absolute-high level. At this point, we will be looking for a persistent upward shift in the Market Action Index as a leading indicator for a trough in prices.



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

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     | \$ 959,000   | 3439    | 0.25 - 0.50 acre   | 4.0  | 3.5   | 18  | 25        | 0   | 14       | 168 | Most expensive 25% of properties  |
| Upper/Second  | \$ 699,444   | 2529    | 0.25 - 0.50 acre   | 4.0  | 2.5   | 43  | 26        | 2   | 22       | 143 | Upper-middle 25% of properties    |
| Lower/Third   | \$ 529,000   | 1987    | 6,501 - 8,000 sqft | 3.0  | 2.0   | 47  | 26        | 6   | 24       | 143 | Lower-middle 25% of properties    |
| Bottom/Fourth | \$ 389,361   | 1548    | 6,501 - 8,000 sqft | 3.0  | 2.0   | 38  | 26        | 1   | 23       | 365 | Least expensive 25% of properties |