



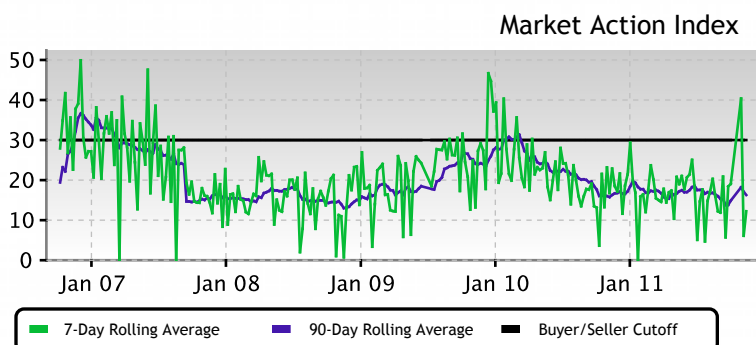
This Week

The median list price in FULLERTON, CA 92832 this week is \$350,000.

Inventory has been decreasing lately but the Market Action Index is falling also. With days-on-market climbing, these are relatively negative implications for the market.

Supply and Demand

- The Market Action Index has been trending lower for several weeks while prices have remained relatively stable. If inventory continues to grow relative to demand however, it is likely that we will see downward 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

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 | \$ 522,500 | 1600 | 6,501 - 8,000 sqft | 3.0 | 2.0 | 56 | 12 | 0 | 1 | 142 | Most expensive 25% of properties |
| Upper/Second | \$ 397,000 | 1448 | 4,501 - 6,500 sqft | 3.0 | 1.8 | 56 | 12 | 0 | 0 | 74 | Upper-middle 25% of properties |
| Lower/Third | \$ 330,000 | 1471 | 4,501 - 6,500 sqft | 3.0 | 2.0 | 57 | 13 | 1 | 0 | 192 | Lower-middle 25% of properties |
| Bottom/Fourth | \$ 289,000 | 1268 | 4,501 - 6,500 sqft | 3.0 | 1.5 | 57 | 13 | 1 | 1 | 136 | Least expensive 25% of properties |

Real-Time Market Profile

| | | Trend |
|---|---------------------|-------|
| Median List Price | \$ 350,000 | ↔↔ |
| Asking Price Per Square Foot | \$ 255 | ↔↔ |
| Average Days on Market (DOM) | 137 | ↑↑ |
| Percent of Properties with Price Decrease | 44 % | |
| Percent Relisted (reset DOM) | 14 % | |
| Percent Flip (price increased) | 14 % | |
| Median House Size (sq ft) | 1415 | |
| Median Lot Size | 4,501 - 6,500 sqft | |
| Median Number of Bedrooms | 3.0 | |
| Median Number of Bathrooms | 1.5 | |
| Market Action Index | Strong Buyer's 16.3 | ↓↓ |

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

Price

- Recently prices in this zip have settled at a plateau even though they dipped this week. Look for a persistent up-shift in the Market Action Index before we see prices significantly move from these levels.

