



This Week

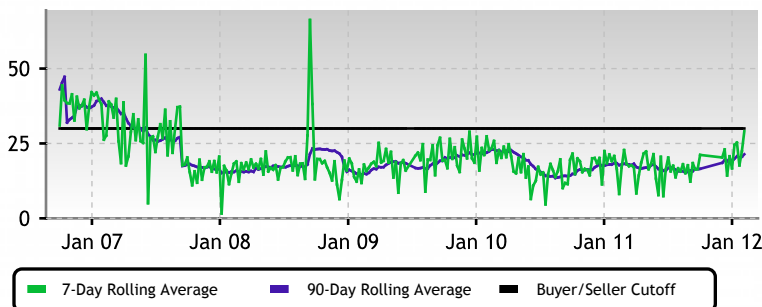
The median list price in BREA, CA this week is \$470,000.

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

- The market shows signs of warming up, with sales demand recently increasing faster than inventory. Prices have not yet responded as the market is still working through excess inventory. It's unlikely that we'll see prices level off or move higher until the MAI sustains its upward trend and maybe not until the inventory is depleted enough to create a Seller's market.

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.

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	\$ 672,000	2830	5.0 - 10 acres	4.0	3.0	10	23	1	4	94	Most expensive 25% of properties
Upper/Second	\$ 525,000	2090	Less than 4,500 sqft	4.0	2.5	28	23	4	5	114	Upper-middle 25% of properties
Lower/Third	\$ 415,000	1652	4,501 - 6,500 sqft	3.0	2.0	41	23	5	6	113	Lower-middle 25% of properties
Bottom/Fourth	\$ 59,950	1440	4,501 - 6,500 sqft	2.0	2.0	32	24	0	3	106	Least expensive 25% of properties

Real-Time Market Profile

		Trend
Median List Price	\$ 470,000	↓
Asking Price Per Square Foot	\$ 244	↓
Average Days on Market (DOM)	107	↑
Percent of Properties with Price Decrease	30 %	
Percent Relisted (reset DOM)	n/a	
Percent Flip (price increased)	8 %	
Median House Size (sq ft)	1901	
Median Lot Size	4,501 - 6,500 sqft	
Median Number of Bedrooms	3.0	
Median Number of Bathrooms	2.5	
Market Action Index	Strong Buyer's 21.4	↑

↔ 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. The Market Action Index is a good leading indicator for the durability of this trend.

Price Trends

