

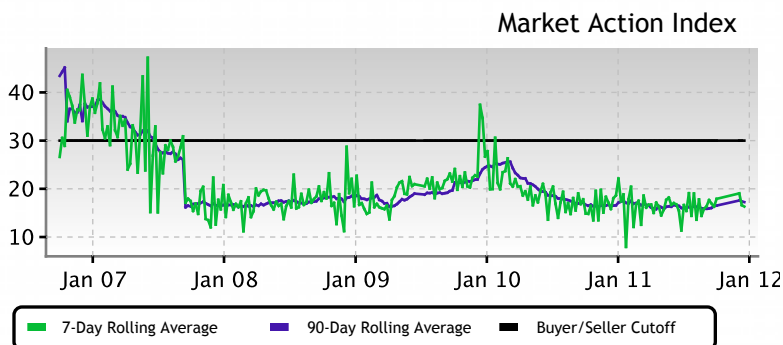
## This Week

The median list price in FULLERTON, CA this week is \$485,000.

Inventory has been tightening but days-on-market and the Market Action Index have been basically unchanged, not providing strong indication for market conditions.

## Supply and Demand

- Inventory levels have been relatively consistent relative to sales. Despite the fact that there is a relatively high amount of available inventory, this Buyer's market is still seeing prices move higher. Given inventory levels, these price conditions are relatively fragile. If the market cools off further, the price trend is likely to reverse.



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	\$ 806,000	3000	0.25 - 0.50 acre	4.0	3.0	34	82	3	6	192	Most expensive 25% of properties
Upper/Second	\$ 550,000	2070	6,501 - 8,000 sqft	4.0	2.0	39	82	2	6	133	Upper-middle 25% of properties
Lower/Third	\$ 391,500	1515	6,501 - 8,000 sqft	3.0	2.0	56	82	5	3	183	Lower-middle 25% of properties
Bottom/Fourth	\$ 289,000	1216	4,501 - 6,500 sqft	3.0	1.0	57	83	7	6	139	Least expensive 25% of properties

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### Real-Time Market Profile

		Trend
Median List Price	\$ 485,000	↑↑
Asking Price Per Square Foot	\$ 255	↔
Average Days on Market (DOM)	162	↔
Percent of Properties with Price Decrease	45 %	
Percent Relisted (reset DOM)	n/a	
Percent Flip (price increased)	7 %	
Median House Size (sq ft)	1752	
Median Lot Size	6,501 - 8,000 sqft	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	2.0	
Market Action Index	Strong Buyer's 17.2	↔

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

## Price

- Despite this week's down tic, price trends have generally been moving up lately. Prices are below the market's high point, and so watch the Market Action Index as an indicator of how long this trend will last.

