

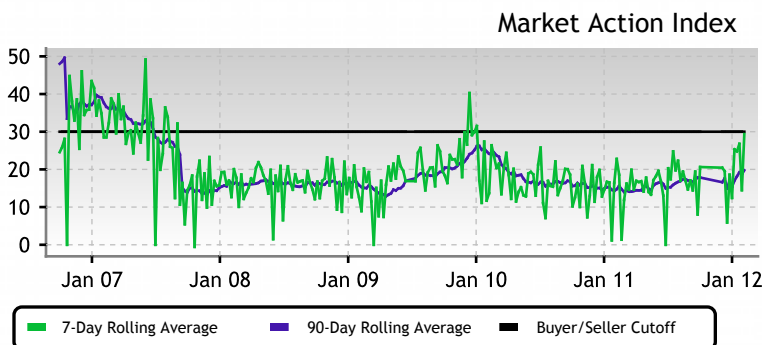
This Week

The median list price in FULLERTON, CA 92831 this week is \$389,950.

The Market Action Index has been climbing lately while days-on-market are trending down, these point to a positive near-term outlook 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.



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	\$ 1,189,900	3850	2.5 - 5.0 acres	4.0	3.0	37	11	2	4	201	Most expensive 25% of properties
Upper/Second	\$ 499,999	1984	6,501 - 8,000 sqft	4.0	2.0	57	11	2	2	132	Upper-middle 25% of properties
Lower/Third	\$ 357,500	1375	8,001 - 10,000 sqft	3.0	1.5	56	12	4	2	186	Lower-middle 25% of properties
Bottom/Fourth	\$ 306,950	1300	4,501 - 6,500 sqft	3.0	1.5	57	12	4	3	73	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	\$ 389,950	↓
Asking Price Per Square Foot	\$ 259	↔
Average Days on Market (DOM)	147	↓
Percent of Properties with Price Decrease	37 %	
Percent Relisted (reset DOM)	n/a	
Percent Flip (price increased)	4 %	
Median House Size (sq ft)	1553	
Median Lot Size	6,501 - 8,000 sqft	
Median Number of Bedrooms	3.0	
Median Number of Bathrooms	2.0	
Market Action Index	Strong Buyer's 19.8	↑

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

Price

- Again this week we see a downward notch for prices in this zip code. Pricing has been weak recently 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.

