



## This Week

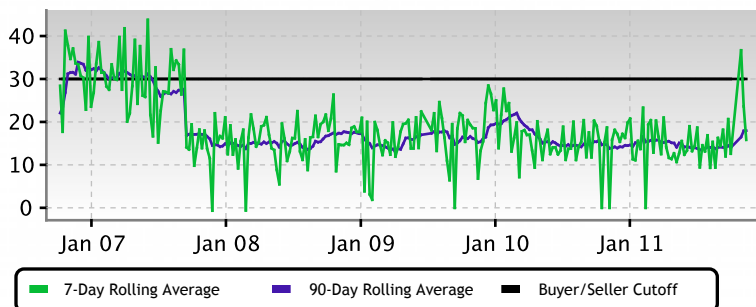
The median list price in FULLERTON, CA 92835 this week is \$562,500.

Inventory is tightening and days-on-market is falling. The Market Action Index shows demand heating up. These are relatively bullish signs for prices.

## Supply and Demand

- Home sales have been exceeding new inventory for several weeks. However because of excess inventory, prices have not yet stopped falling. Should the sales trend continue, expect prices to level off soon and potentially to resume their climb from there. Watch prices as the market transitions from a Buyer's market to 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	\$ 967,000	3400	0.25 - 0.50 acre	4.0	3.5	18	24	1	1	181	Most expensive 25% of properties
Upper/Second	\$ 679,950	2354	0.25 - 0.50 acre	4.0	2.5	46	24	3	3	99	Upper-middle 25% of properties
Lower/Third	\$ 522,500	2088	6,501 - 8,000 sqft	3.0	2.0	46	24	2	2	127	Lower-middle 25% of properties
Bottom/Fourth	\$ 347,400	1560	6,501 - 8,000 sqft	3.0	2.0	38	24	0	0	106	Least expensive 25% of properties

Real-Time Market Profile			Trend
Median List Price	\$ 562,500		↓↓
Asking Price Per Square Foot	\$ 265		↓↓
Average Days on Market (DOM)	128		↓↓
Percent of Properties with Price Decrease	50 %		
Percent Relisted (reset DOM)	14 %		
Percent Flip (price increased)	8 %		
Median House Size (sq ft)	2167		
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	18.0	↑↑

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

## Price

- This week prices in this zip code bumped up a bit but the trend of recent weeks is generally downward. A pickup in demand will be reflected in the Market Action Index, so watch that chart to try to identify a trough in the market.

Price Trends

