



## This Week

The median list price in FULLERTON, CA this week is \$450,000.

Inventory has been tightening and days-on-market decreasing recently. The Market Action Index has been basically flat, not providing strong indication for market conditions.

## Supply and Demand

- The market has settled in at a relative stasis in inventory and sales conditions. It's a Buyer's market that has seen prices trend lower. Expect that consistent up trends in demand will be required before price trends change significantly.

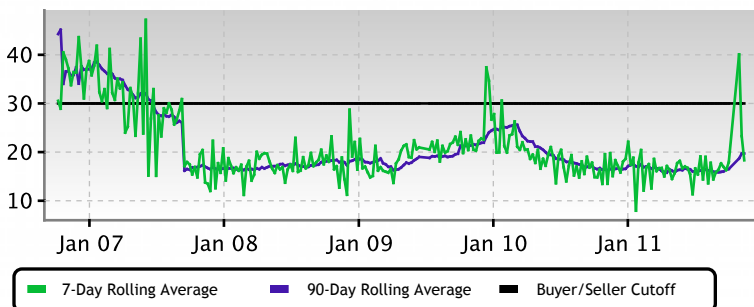
Real-Time Market Profile			Trend
Median List Price	\$ 450,000		↓↓
Asking Price Per Square Foot	\$ 257		↔
Average Days on Market (DOM)	145		↓↓
Percent of Properties with Price Decrease	44 %		
Percent Relisted (reset DOM)	12 %		
Percent Flip (price increased)	11 %		
Median House Size (sq ft)	1746		
Median 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	19.7	↔

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

## Price

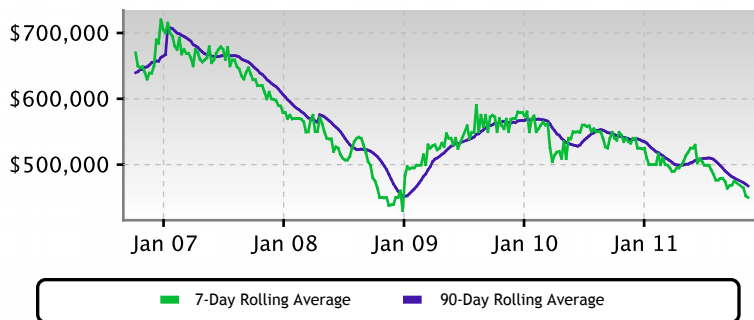
- The market has been on a downward trend recently and this week, while essentially flat, doesn't break us out of that cycle.

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.

Price Trends



## 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	\$ 798,000	2969	0.25 - 0.50 acre	4.0	3.0	34	88	5	6	154	Most expensive 25% of properties
Upper/Second	\$ 539,500	2066	6,501 - 8,000 sqft	4.0	2.0	39	88	3	6	134	Upper-middle 25% of properties
Lower/Third	\$ 370,000	1434	6,501 - 8,000 sqft	3.0	2.0	56	88	5	8	158	Lower-middle 25% of properties
Bottom/Fourth	\$ 285,000	1258	4,501 - 6,500 sqft	3.0	1.0	57	89	8	8	134	Least expensive 25% of properties