

## This Week

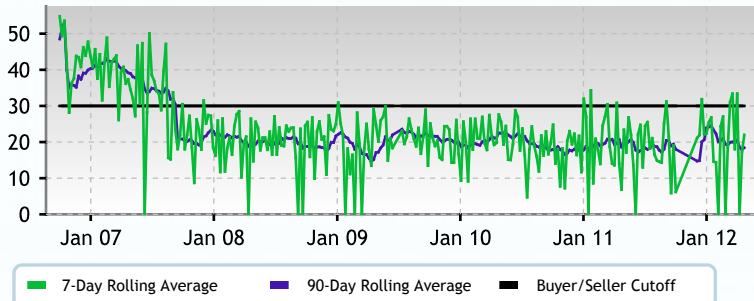
The median list price in SAN MARINO, CA 91108 this week is \$1,500,000.

Demand measured by the Market Action Index is increasing and days-on-market is trending downward. Even as more properties come available, these are positive trends for the market.

## 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	\$ 3,499,500	4337	0.25 - 0.50 acre	4.0	4.5	81	11	1	0	88	Most expensive 25% of properties
Upper/Second	\$ 1,898,000	2922	0.25 - 0.50 acre	4.0	3.5	64	11	2	2	62	Upper-middle 25% of properties
Lower/Third	\$ 1,395,000	2387	0.25 - 0.50 acre	3.0	2.0	72	11	2	0	51	Lower-middle 25% of properties
Bottom/Fourth	\$ 1,139,000	1968	8,001 - 10,000 sqft	3.0	2.0	76	12	3	1	173	Least expensive 25% of properties

Real-Time Market Profile			Trend
Median List Price	\$ 1,500,000		↓↓
Asking Price Per Square Foot	\$ 600		↑↑
Average Days on Market (DOM)	96		↓↓
Percent of Properties with Price Decrease	18 %		
Percent Relisted (reset DOM)	n/a		
Percent Flip (price increased)	2 %		
Median House Size (sq ft)	2387		
Median Lot Size	0.25 - 0.50 acre		
Median Number of Bedrooms	4.0		
Median Number of Bathrooms	3.0		
Market Action Index	Strong Buyer's	18.4	↑↑

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

## Price

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

Price Trends

