



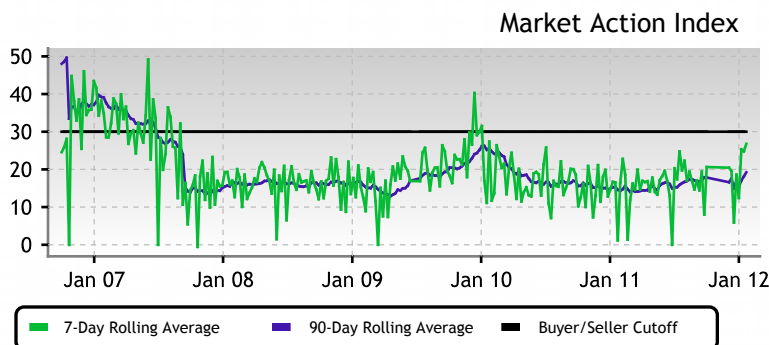
This Week

The median list price in FULLERTON, CA 92831 this week is \$422,450.

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

- 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

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	\$ 994,950	3850	2.5 - 5.0 acres	4.5	4.0	24	10	0	0	165	Most expensive 25% of properties
Upper/Second	\$ 550,000	2050	6,501 - 8,000 sqft	4.0	2.0	52	10	1	4	145	Upper-middle 25% of properties
Lower/Third	\$ 360,000	1381	6,501 - 8,000 sqft	3.0	1.5	56	11	1	1	168	Lower-middle 25% of properties
Bottom/Fourth	\$ 309,999	1257	4,501 - 6,500 sqft	3.0	1.0	61	11	1	2	103	Least expensive 25% of properties

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Real-Time Market Profile

		Trend
Median List Price	\$ 422,450	↓
Asking Price Per Square Foot	\$ 256	↓
Average Days on Market (DOM)	145	↓
Percent of Properties with Price Decrease	33 %	
Percent Relisted (reset DOM)	n/a	
Percent Flip (price increased)	7 %	
Median House Size (sq ft)	1556	
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 19.2	↑

↔ 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.

