Adam Brett - Eric Urban market update

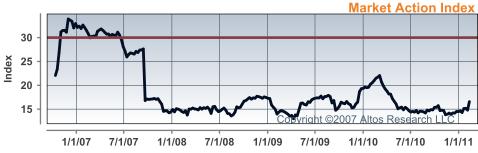
HOMESOLD, TEAM

Real-Time Market Profile		Trend
Median List Price	642,200	
Asking Price per Square Foot	\$ 279	← →
Average Days on Market	188	
Percent of Properties with Price Decrease	38 %	
Percent Relisted (reset DOM)	16 %	
Percent Flip (price increased)	7 %	
Median House Size (sq ft)	2,339	
Median Lot Size 8,001 - 10,000	Sq. Feet	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.0	
Market Action Index* Cold! Buyer's Market	et 16	

* see below for details on the 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.

Characteristics per Quartile

Quart	Median Price	Med. Sqft	Med. Lot Size	Bed	Bath	Med. Age	Inven.	New	Ab- sorbed	Avg. DoM
1	\$ 1,099,000	3,632	0.25 - 0.50 acre	4.0	5.0	11	21	2	2	182
2	\$ 734,950	2,772	0.25 - 0.50 acre	4.0	3.0	45	22	1	2	163
3	\$ 562,500	2,028	8,001 - 10,000 sq ft	4.0	3.0	46	22	1	4	214
4	\$ 467,450	1,798	6,501 - 8,000 sq ft	4.0	2.0	39	22	2	3	196

Sunday February 13, 2011

THIS WEEK

The median single family home price in FULLERTON 92835 this week is \$642,200.

Inventory has been lightening lately and the Market Action Index has been trending up. Though days-on-market is increasing, these are mildly positive indications for the market.

PRICE

We continue to see prices in this zip code hovering around these current levels, even though they bumped up a bit this week. Look for a persistent upshift in the Market Action Index before we see prices move significantly from here.

SUPPLY AND DEMAND

Local conditions are currently quite strongly in the Buyer's Market zone (below 30). The 90-day Market Action Index stands at 16. With several months of inventory available at the current sales rate, buyers should find ample choice.

QUARTILES

<i>quartiles—where each quartile is 25% of the homes listed.</i>
Most expensive 25% of homes
Upper-middle 25% of homes
Lower-middle 25% of homes
Least expensive 25% of homes

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About Altos Research Corporation

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