



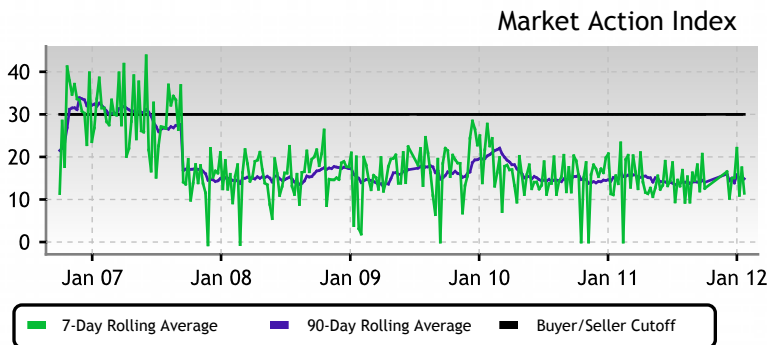
This Week

The median list price in FULLERTON, CA 92835 this week is \$571,500.

Inventory has been decreasing lately but the Market Action Index is falling also. With days-on-market climbing, these are relatively negative implications for the market.

Supply and Demand

- While prices have recently plateaued, this is a buyer's market and the supply of homes listed has started growing relative to demand. This indicates that prices could easily resume a downward trend in conjunction with the MAI. Prices are unlikely to move significantly higher until there is a persistent upward shift in the MAI.



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 | \$ 989,000 | 3248 | 0.25 - 0.50 acre | 4.0 | 3.0 | 48 | 21 | 0 | 1 | 174 | Most expensive 25% of properties |
| Upper/Second | \$ 710,000 | 2566 | 0.25 - 0.50 acre | 4.0 | 2.5 | 46 | 21 | 1 | 0 | 201 | Upper-middle 25% of properties |
| Lower/Third | \$ 529,000 | 2136 | 8,001 - 10,000 sqft | 4.0 | 2.0 | 46 | 22 | 0 | 1 | 158 | Lower-middle 25% of properties |
| Bottom/Fourth | \$ 395,000 | 1566 | 6,501 - 8,000 sqft | 3.0 | 2.0 | 39 | 22 | 1 | 1 | 225 | Least expensive 25% of properties |

| Real-Time Market Profile | | | Trend |
|-------------------------------------------|---------------------|------|-------|
| Median List Price | \$ 571,500 | | ↔ |
| Asking Price Per Square Foot | \$ 256 | | ↔ |
| Average Days on Market (DOM) | 190 | | ↑ |
| Percent of Properties with Price Decrease | 40 % | | |
| Percent Relisted (reset DOM) | n/a | | |
| Percent Flip (price increased) | 6 % | | |
| Median House Size (sq ft) | 2254 | | |
| 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 | 14.8 | ↓ |

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

Price

- We continue to see prices in this zip code bouncing around this plateau. Look for a persistent up-shift in the Market Action Index before we see prices move from these levels.

