

This Week

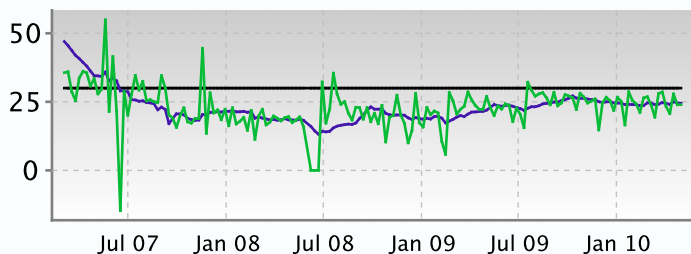
The median list price in SAN MARCOS, CA this week is \$434,500.

Inventory and days-on-market are both trending higher recently. However, the improving Market Action Index implies some increased demand will temper the negative trends.

Supply and Demand

- Home sales have been exceeding new inventory for several weeks. Since this is a Buyer's market prices are not yet moving higher as excess inventory is consumed. However, the as supply and demand trends continue, the market moves into the Seller's zone, and we are likely to see upward pressure on pricing.

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	\$ 680,000	3372	8,001 - 10,000 sqft	4.0	3.5	7	69	7	5	136	Most expensive 25% of properties
Upper/Second	\$ 500,000	2554	8,001 - 10,000 sqft	4.0	3.0	8	69	5	7	138	Upper-middle 25% of properties
Lower/Third	\$ 377,000	1918	6,501 - 8,000 sqft	4.0	2.5	18	70	4	9	107	Lower-middle 25% of properties
Bottom/Fourth	\$ 281,750	1349	6,501 - 8,000 sqft	3.0	2.0	34	70	7	6	133	Least expensive 25% of properties

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Real-Time Market Profile

		Trend
Median List Price	\$ 434,500	↔↔
Asking Price Per Square Foot	\$ 200	↔↔
Average Days on Market (DOM)	128	↑↑
Percent of Properties with Price Decrease	26 %	
Percent Relisted (reset DOM)	6 %	
Percent Flip (price increased)	9 %	
Median House Size (sq ft)	2154	
Median Lot Size	8,001 - 10,000 sqft	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	2.5	
Market Action Index Buyer's Advantage	24.5	↑↑

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

Price

- The market seems to have paused around this plateau. The Market Action Index is a good leading indicator for the durability of this trend.

Price Trends



7-Day Rolling Average 90-Day Rolling Average