

## This Week

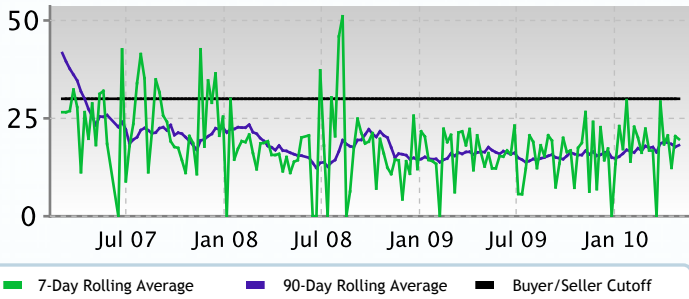
The median list price in CARDIFF BY THE SEA, CA this week is \$1,287,000.

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. While still a Buyer's market, prices seem to have responded by moving upward. If the demand trends continue, expect prices to keep marching upward, especially once we see 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

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 2,495,000	3922	0.25 - 0.50 acre	4.0	4.5	10	14	2	0	147	Most expensive 25% of properties
Upper/Second	\$ 1,469,950	3056	0.25 - 0.50 acre	4.0	3.5	8	14	2	1	143	Upper-middle 25% of properties
Lower/Third	\$ 947,000	1800	4,501 - 6,500 sqft	3.0	2.5	33	14	0	4	141	Lower-middle 25% of properties
Bottom/Fourth	\$ 580,000	1408	4,501 - 6,500 sqft	3.0	2.0	42	14	1	0	105	Least expensive 25% of properties

Investigate the market in quartiles - where each quartile is 25% of homes ordered by price.

### Real-Time Market Profile

Metric	Value	Trend
Median List Price	\$ 1,287,000	↑↑
Asking Price Per Square Foot	\$ 520	↔
Average Days on Market (DOM)	134	↑↑
Percent of Properties with Price Decrease	43 %	
Percent Relisted (reset DOM)	12 %	
Percent Flip (price increased)	4 %	
Median House Size (sq ft)	2217	
Median Lot Size	6,501 - 8,000 sqft	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.0	
Market Action Index	Strong Buyer's 18.1	↑↑

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

## Price

- Prices hit another all time high this week. Given current conditions, prices continue to march higher. A persistent drop of the Market Action Index into the Buyer's zone will be a leading indicator of the price strength subsiding.

Price Trends

