

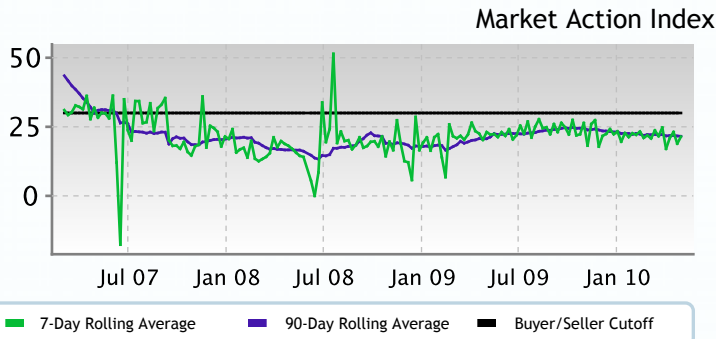
# This Week

The median list price in VISTA, CA this week is \$360,000.

Even though the days-on-market is trending higher, so is the Market Action Index at these inventory levels, providing a neutral outlook for the market.

# 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.



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	\$ 699,900	3069	1.0 - 2.5 acres	4.0	3.0	21	77	7	3	211	Most expensive 25% of properties
Upper/Second	\$ 409,900	2192	0.25 - 0.50 acre	4.0	2.5	22	77	6	4	131	Upper-middle 25% of properties
Lower/Third	\$ 321,500	1610	0.25 - 0.50 acre	3.0	2.0	32	78	10	16	132	Lower-middle 25% of properties
Bottom/Fourth	\$ 225,000	1202	0.25 - 0.50 acre	3.0	2.0	49	78	9	4	166	Least expensive 25% of properties

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

Real-Time Market Profile		Trend
Median List Price	\$ 360,000	↑↑
Asking Price Per Square Foot	\$ 196	↔
Average Days on Market (DOM)	160	↑↑
Percent of Properties with Price Decrease	31 %	
Percent Relisted (reset DOM)	11 %	
Percent Flip (price increased)	11 %	
Median House Size (sq ft)	1804	
Median Lot Size	0.50 - 1.0 acre	
Median Number of Bedrooms	3.0	
Median Number of Bathrooms	2.5	
Market Action Index	Strong Buyer's 21.6	↑↑

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

# Price

- This week saw relatively little price change from last week. However, prices continue demonstrate a nice up trend in general over the last several weeks.

