

This Week

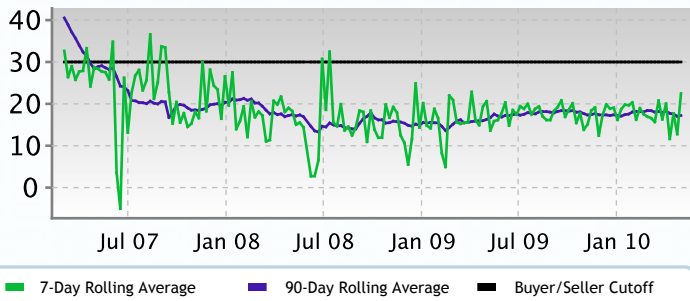
The median list price in FALLBROOK, CA this week is \$499,000.

Demand measured by the Market Action Index is increasing and days-on-market is holding steady. With more properties coming available, conditions are mildly positive.

Supply and Demand

- Home sales have been exceeding new inventory for several weeks. However because of excess inventory, prices have not yet stopped falling. Should the sales trend continue, expect prices to level off soon and potentially to resume their climb from there. Watch prices as the market transitions from a Buyer's market to 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

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	\$ 1,064,000	4118	2.5 - 5.0 acres	4.0	4.0	10	92	6	4	251	Most expensive 25% of properties
Upper/Second	\$ 632,000	2809	1.0 - 2.5 acres	4.0	3.0	18	92	6	9	180	Upper-middle 25% of properties
Lower/Third	\$ 399,950	2370	1.0 - 2.5 acres	3.0	2.5	20	92	11	16	156	Lower-middle 25% of properties
Bottom/Fourth	\$ 264,950	1536	0.25 - 0.50 acre	3.0	2.0	33	92	12	11	139	Least expensive 25% of properties

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Real-Time Market Profile

		Trend
Median List Price	\$ 499,000	↓↓
Asking Price Per Square Foot	\$ 202	↔
Average Days on Market (DOM)	182	↔
Percent of Properties with Price Decrease	37 %	
Percent Relisted (reset DOM)	16 %	
Percent Flip (price increased)	4 %	
Median House Size (sq ft)	2597	
Median Lot Size	1.0 - 2.5 acres	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	2.5	
Market Action Index	Strong Buyer's 17.2	↑↑

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

Price

- The market has been on a downward trend recently and this week, while essentially flat, doesn't break us out of that cycle.

Price Trends

