

This Week

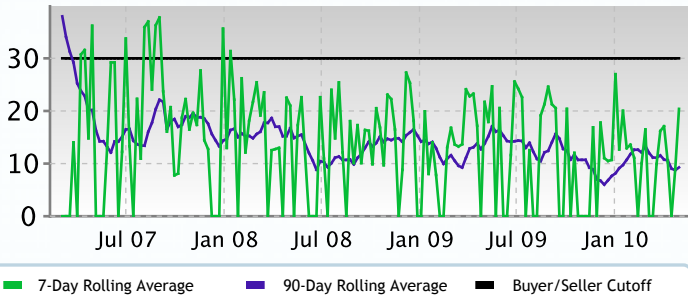
The median list price in PAUMA VALLEY, CA this week is \$695,000.

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. 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	\$ 1,150,000	4314	2.5 - 5.0 acres	4.0	3.5	17	9	1	1	136	Most expensive 25% of properties
Upper/Second	\$ 725,000	3372	1.0 - 2.5 acres	3.0	3.0	28	10	1	1	152	Upper-middle 25% of properties
Lower/Third	\$ 605,000	2549	0.25 - 0.50 acre	3.0	3.0	30	10	0	0	276	Lower-middle 25% of properties
Bottom/Fourth	\$ 325,000	1725	0.25 - 0.50 acre	3.0	2.0	40	10	0	1	258	Least expensive 25% of properties

PICKFORD ESCROW AND THE ESCROW FIRM

Real-Time Market Profile

		Trend
Median List Price	\$ 695,000	↓↓
Asking Price Per Square Foot	\$ 229	↔
Average Days on Market (DOM)	207	↑↑
Percent of Properties with Price Decrease	33 %	
Percent Relisted (reset DOM)	13 %	
Percent Flip (price increased)	8 %	
Median House Size (sq ft)	2998	
Median Lot Size	0.50 - 1.0 acre	
Median Number of Bedrooms	3.0	
Median Number of Bathrooms	3.0	
Market Action Index	Strong Buyer's 9.3	↑↑

- ↔ 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

