

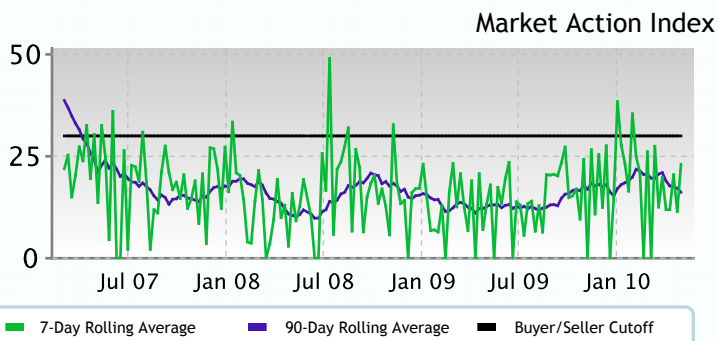
This Week

The median list price in BONSALL, CA this week is \$1,099,500.

The Market Action Index has been climbing lately while days-on-market are trending down, these point to a positive near-term outlook for the market.

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.



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	\$ 2,349,000	5750	5.0 - 10 acres	5.0	5.0	6	8	1	0	145	Most expensive 25% of properties
Upper/Second	\$ 1,448,850	4298	2.5 - 5.0 acres	4.5	4.0	6	8	0	0	342	Upper-middle 25% of properties
Lower/Third	\$ 965,000	3368	2.5 - 5.0 acres	4.0	3.0	14	9	0	2	233	Lower-middle 25% of properties
Bottom/Fourth	\$ 399,000	2054	8,001 - 10,000 sqft	3.0	2.5	12	9	0	1	47	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	\$ 1,099,500	↔↔
Asking Price Per Square Foot	\$ 294	↔↔
Average Days on Market (DOM)	189	↘↘
Percent of Properties with Price Decrease	24 %	
Percent Relisted (reset DOM)	9 %	
Percent Flip (price increased)	6 %	
Median House Size (sq ft)	3457	
Median Lot Size	2.5 - 5.0 acres	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.5	
Market Action Index	Strong Buyer's 16.2	↗↗

- ↔↔ No change
- ↗↗ Strong upward trend
- ↘↘ Strong downward trend
- ↗ Slight upward trend
- ↘ Slight downward trend

Price

- Despite this week's up tic, the market seems to have paused around this plateau. The Market Action Index is a good leading indicator for the durability of this shift.

