

This Week

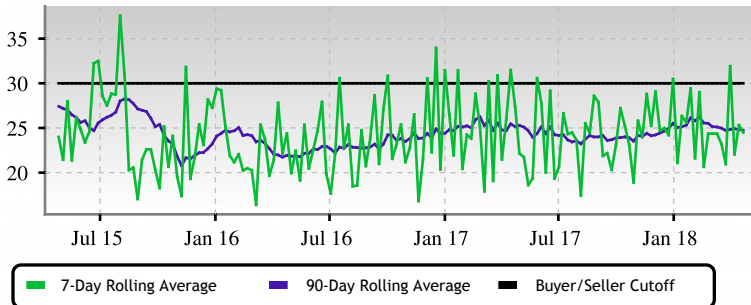
The median list price in RANCHO SANTA FE, CA 92067 this week is \$3,796,500.

Demand measured by the Market Action Index is increasing and days-on-market is trending downward. Even as more properties come available, these are positive trends for the market.

Supply and Demand

- The market has shown some evidence of slowing recently. Both prices and inventory levels are relatively unchanged in recent weeks. Watch the Market Action Index for changes as it can be a leading indicator for price changes.

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	\$ 7,800,000	10488	2.5 - 5.0 acres	6.0	7.0	19	47	1	1	275	Most expensive 25% of properties
Upper/Second	\$ 4,485,000	7806	2.5 - 5.0 acres	5.0	6.0	18	47	4	3	143	Upper-middle 25% of properties
Lower/Third	\$ 3,199,000	6219	1.0 - 2.5 acres	5.0	5.5	20	47	5	1	160	Lower-middle 25% of properties
Bottom/Fourth	\$ 2,195,000	4193	1.0 - 2.5 acres	4.0	4.0	27	47	6	3	125	Least expensive 25% of properties

Real-Time Market Profile		Trend
Median List Price	\$ 3,796,500	↔
Asking Price Per Square Foot	\$ 588	↔
Average Days on Market (DOM)	176	↘
Percent of Properties with Price Decrease	30 %	
Percent Relisted (reset DOM)	10 %	
Percent Flip (price increased)	4 %	
Median House Size (sq ft)	6654	
Median Lot Size	2.5 - 5.0 acres	
Median Number of Bedrooms	5.0	
Median Number of Bathrooms	5.5	
Market Action Index	Buyer's Advantage 24.7	↔

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

Price

- We continue to see prices in this zip code bounce around this plateau. Look for a persistent down-shift in the Market Action Index before we see prices deviate from these levels.

Price Trends

