

## This Week

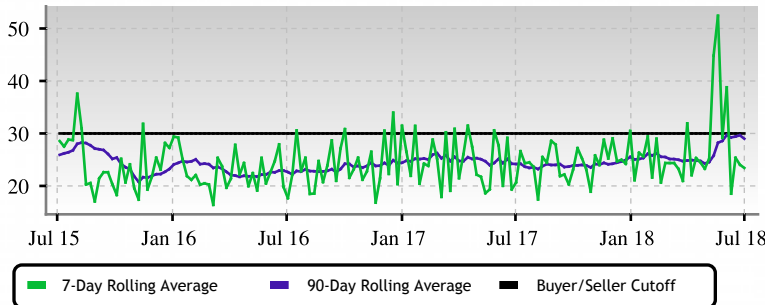
The median list price in RANCHO SANTA FE, CA 92067 this week is \$3,795,000.

The Market Action Index has been trending down lately, while inventory and days-on-market are climbing. The trends imply a weakening market.

## Supply and Demand

While prices have been at a plateau for a number of weeks, this is a Buyer's market and the supply of homes listed has started growing relative to demand. This indicates that prices could easily resume a downward trend in conjunction with the MAI. Prices are unlikely to move significantly higher until there is a persistent upward shift in the MAI.

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	\$ 6,949,000	9966	2.5 - 5.0 acres	5.0	6.8	16	42	0	1	266	Most expensive 25% of properties
Upper/Second	\$ 4,490,000	7644	2.5 - 5.0 acres	5.0	5.5	18	42	0	0	135	Upper-middle 25% of properties
Lower/Third	\$ 3,195,000	6389	1.0 - 2.5 acres	5.0	5.5	22	42	1	1	139	Lower-middle 25% of properties
Bottom/Fourth	\$ 2,275,000	4085	1.0 - 2.5 acres	4.0	4.5	27	43	1	4	146	Least expensive 25% of properties

ALTOS SD

### Real-Time Market Profile

Median List Price	\$ 3,795,000	Trend	↔↔
Asking Price Per Square Foot	\$ 571		↘↘
Average Days on Market (DOM)	172		↑
Percent of Properties with Price Decrease	38 %		
Percent Relisted (reset DOM)	8 %		
Percent Flip (price increased)	4 %		
Median House Size (sq ft)	6691		
Median Lot Size	1.0 - 2.5 acres		
Median Number of Bedrooms	5.0		
Median Number of Bathrooms	5.5		
Market Action Index	Buyer's Advantage 29.0		↓

↔↔ 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

