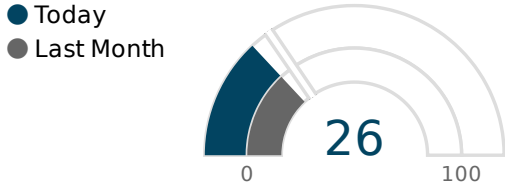


RANCHO SANTA FE, CA 92067
Single-Family Homes

This week the median list price for Rancho Santa Fe, CA 92067 is \$3,800,000 with the market action index hovering around 26. This is about the same as last month's market action index of 26. Inventory has held steady at or around 122.

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.



Slight Buyer's Advantage

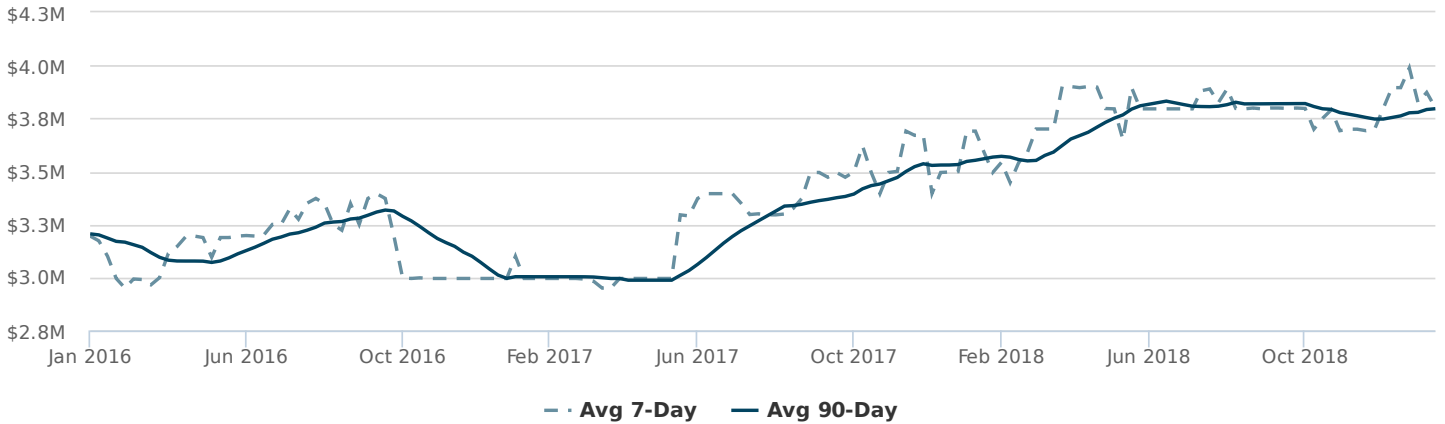
The market has shown some evidence of slowing recently. Both prices and inventory levels are relatively unchanged in recent weeks. Watch the Market Action Index for changes as it can be a leading indicator for price changes.

REAL-TIME MARKET PROFILE

Median List Price	\$3,800,000
Per Square Foot	\$562
Days on Market	264
Price Decreased	38%
Price Increased	2%
Relisted	15%
Inventory	122
Median House Rent	\$12,988
Most Expensive	\$24,000,000
Least Expensive	\$1,500,000
Market Action Index	26

Slight Buyer's Advantage

MEDIAN LIST PRICE



MARKET SEGMENTS

Each segment below represents approximately 25% of the market ordered by price.

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$7,392,000	9,828	2.5 - 5 acres	5	6	21	0	3	435
\$4,495,000	7,936	1 - 2.5 acres	5	6	21	2	3	237
\$3,395,000	6,203	1 - 2.5 acres	4	5	20	2	2	203
\$2,295,000	4,290	1 - 2.5 acres	4	3	29	1	1	186