



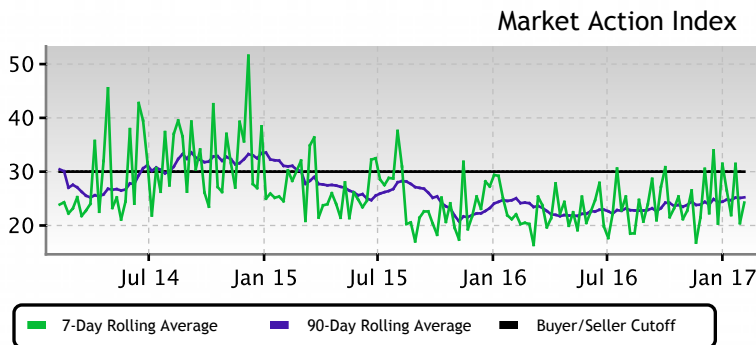
This Week

The median list price in RANCHO SANTA FE, CA 92067 this week is \$2,995,000.

The Market Action index has been trending down lately, while days-on-market is climbing, providing mostly bearish signs 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.



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	\$ 5,950,000	9050	2.5 - 5.0 acres	5.0	6.5	18	33	0	4	323	Most expensive 25% of properties
Upper/Second	\$ 3,695,000	6493	1.0 - 2.5 acres	5.0	6.0	24	33	0	0	283	Upper-middle 25% of properties
Lower/Third	\$ 2,595,000	4937	1.0 - 2.5 acres	5.0	5.0	27	33	2	1	215	Lower-middle 25% of properties
Bottom/Fourth	\$ 1,646,500	3634	1.0 - 2.5 acres	4.0	3.5	28	34	1	1	141	Least expensive 25% of properties

SUE CARR | BERKSHIRE HATHAWAY HS | (858) 353-3242

Real-Time Market Profile		Trend
Median List Price	\$ 2,995,000	↔↔
Asking Price Per Square Foot	\$ 556	↓↓↓
Average Days on Market (DOM)	240	↑↑↑
Percent of Properties with Price Decrease	27 %	
Percent Relisted (reset DOM)	15 %	
Percent Flip (price increased)	5 %	
Median House Size (sq ft)	5379	
Median Lot Size	1.0 - 2.5 acres	
Median Number of Bedrooms	5.0	
Median Number of Bathrooms	5.0	
Market Action Index	Buyer's Advantage 25.2	↔↔

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

Price

- Again this week we see prices in this zip code remain roughly at the level they've been for several weeks. Since we're significantly below the top of the market, look for a persistent up-shift in the Market Action Index before we see prices move from these levels.

