



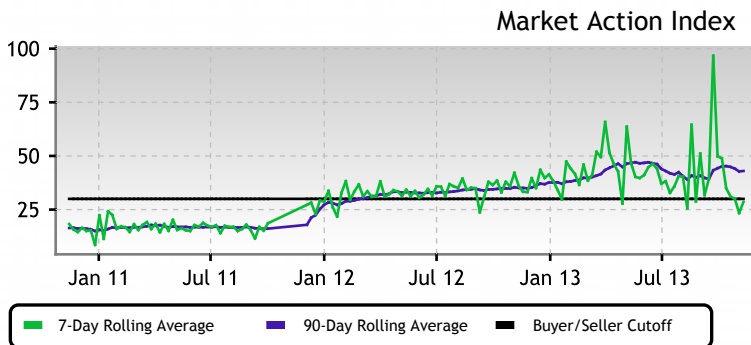
## This Week

The median list price in IRVINE, CA this week is \$599,000.

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

- Market conditions have been consistently cooling in the past several weeks. Because we're still in the Seller's zone, prices have not yet begun to drop. It may take a few more weeks of slack demand for prices to reflect and begin to fall. Expect prices to fall if the index persistently falls to the Buyer's zone.



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	Square Feet	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 801,233	2000	3.0	1.5	7	91	14	12	103	Most expensive 25% of properties
Upper/Second	\$ 659,000	1648	3.0	2.0	8	91	8	2	80	Upper-middle 25% of properties
Lower/Third	\$ 539,900	1383	2.0	2.0	12	91	15	9	55	Lower-middle 25% of properties
Bottom/Fourth	\$ 379,000	1000	2.0	1.0	28	92	10	9	70	Least expensive 25% of properties

Investigate the market in quartiles - where each quartile is 25% of homes ordered by price.

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### Real-Time Market Profile

		Trend
Median List Price	\$ 599,000	↑↑
Asking Price Per Square Foot	\$ 396	↔
Average Days on Market (DOM)	77	↑↑
Percent of Properties with Price Decrease	38 %	
Percent Relisted (reset DOM)	39 %	
Percent Flip (price increased)	4 %	
Median House Size (sq ft)	1500	
Median Number of Bedrooms	2.0	
Median Number of Bathrooms	1.5	
Market Action Index	Seller's Advantage 43.0	↓↓

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

## Price

- This week saw relatively little price change from last week. However, prices continue to demonstrate a nice up trend over the last several weeks.

