



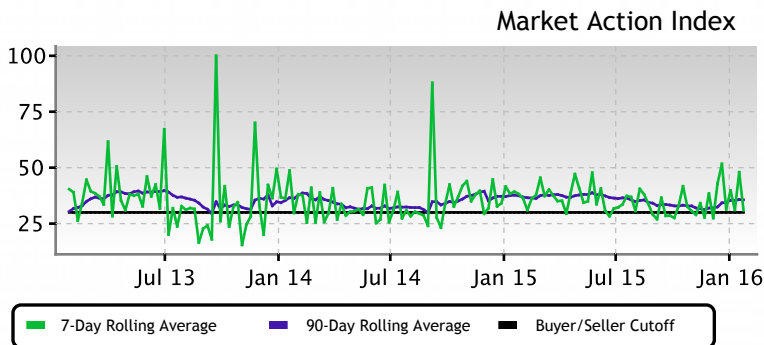
This Week

The median list price in SAN CLEMENTE, CA 92673 this week is \$1,145,000.

With inventory trending up but days-on-market trending down and the Market Action Index essentially flat recently, conditions do not seem to have strong up or down pull.

Supply and Demand

- Home sales continue to outstrip supply and the Market Action Index has been moving higher for several weeks. This is a Seller's market so watch for upward pricing pressure in the near future if the trend continues.



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	\$ 1,875,000	4570	0.25 - 0.50 acre	5.0	5.0	14	23	0	1	158	Most expensive 25% of properties
Upper/Second	\$ 1,239,999	3358	6,501 - 8,000 sqft	5.0	4.5	11	23	1	2	76	Upper-middle 25% of properties
Lower/Third	\$ 989,000	3209	6,501 - 8,000 sqft	4.0	3.5	15	23	0	1	99	Lower-middle 25% of properties
Bottom/Fourth	\$ 817,500	2086	4,501 - 6,500 sqft	3.0	3.0	16	24	3	3	47	Least expensive 25% of properties

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Real-Time Market Profile		Trend
Median List Price	\$ 1,145,000	↔↔
Asking Price Per Square Foot	\$ 361	↔↔
Average Days on Market (DOM)	94	↓↓
Percent of Properties with Price Decrease	28 %	
Percent Relisted (reset DOM)	6 %	
Percent Flip (price increased)	5 %	
Median House Size (sq ft)	3293	
Median Lot Size	6,501 - 8,000 sqft	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.5	
Market Action Index Seller's Advantage	35.6	↑↑

- ↔↔ 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.

