

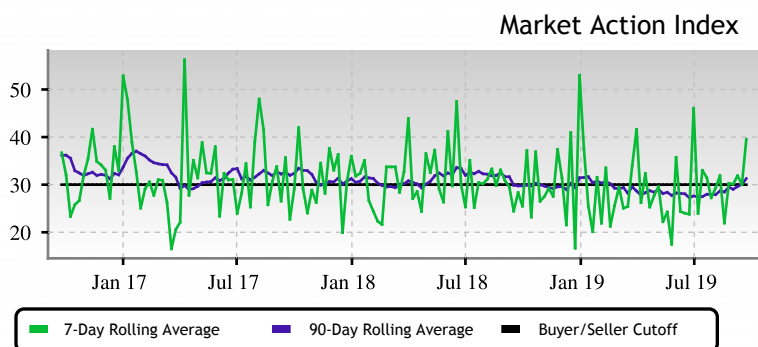
This Week

The median list price in LOS ANGELES, CA 90049 - Brentwood this week is \$4,495,000.

Inventory has been lightening lately and the Market Action Index has been trending up. Though days-on-market is increasing, these are mildly positive indications for the market.

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

| Quartile | Median Price | Sq. Ft. | Lot Size | Beds | Baths | Age | Inventory | New | Absorbed | DOM | |
|---------------|---------------|---------|------------------|------|-------|-----|-----------|-----|----------|-----|-----------------------------------|
| Top/First | \$ 11,995,000 | 8509 | 0.50 - 1.0 acre | 6.0 | 6.5 | 24 | 35 | 2 | 1 | 203 | Most expensive 25% of properties |
| Upper/Second | \$ 5,795,000 | 4735 | 0.25 - 0.50 acre | 5.0 | 5.0 | 59 | 35 | 5 | 4 | 126 | Upper-middle 25% of properties |
| Lower/Third | \$ 3,799,000 | 3739 | 0.25 - 0.50 acre | 4.0 | 3.5 | 54 | 35 | 3 | 4 | 155 | Lower-middle 25% of properties |
| Bottom/Fourth | \$ 2,499,000 | 2824 | 0.25 - 0.50 acre | 3.0 | 2.5 | 61 | 36 | 3 | 10 | 164 | Least expensive 25% of properties |

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

| Real-Time Market Profile | | Trend |
|---|------------------|-------|
| Median List Price | \$ 4,495,000 | ↔↔ |
| Asking Price Per Square Foot | \$ 1,050 | ↑ |
| Average Days on Market (DOM) | 162 | ↑↑ |
| Percent of Properties with Price Decrease | 45 % | |
| Percent Relisted (reset DOM) | 23 % | |
| Percent Flip (price increased) | 2 % | |
| Median House Size (sq ft) | 4043 | |
| Median Lot Size | 0.25 - 0.50 acre | |
| Median Number of Bedrooms | 5.0 | |
| Median Number of Bathrooms | 4.2 | |
| Market Action Index Seller's Advantage | 31.3 | ↑↑ |

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

Price

- We continue to see prices in this zip code bouncing around this plateau. Look for a persistent up-shift in the Market Action Index before we see prices move from these levels.

