

This Week

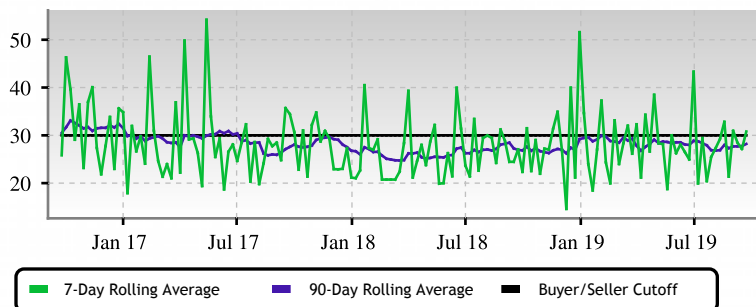
The median list price in LOS ANGELES, CA 90077 - Bel Air this week is \$4,995,000.

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 have begun exceeding new inventory. This is a Buyer's market so prices are not yet moving higher as excess inventory is consumed. If the tightening continues and the market moves into the Seller's zone, we may see upward pressure on pricing.

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.

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	\$ 26,500,000	9729	1.0 - 2.5 acres	7.0	8.5	38	25	2	0	267	Most expensive 25% of properties
Upper/Second	\$ 7,695,000	6655	0.50 - 1.0 acre	5.0	6.5	44	26	3	3	189	Upper-middle 25% of properties
Lower/Third	\$ 3,370,000	4322	0.25 - 0.50 acre	4.0	4.5	51	26	1	2	209	Lower-middle 25% of properties
Bottom/Fourth	\$ 1,619,250	2339	8,001 - 10,000 sqft	3.0	2.5	60	26	0	4	98	Least expensive 25% of properties

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Real-Time Market Profile

Real-Time Market Profile		Trend
Median List Price	\$ 4,995,000	↔
Asking Price Per Square Foot	\$ 989	↓
Average Days on Market (DOM)	190	↑↑
Percent of Properties with Price Decrease	35 %	
Percent Relisted (reset DOM)	23 %	
Percent Flip (price increased)	2 %	
Median House Size (sq ft)	4790	
Median Lot Size	0.50 - 1.0 acre	
Median Number of Bedrooms	5.0	
Median Number of Bathrooms	4.5	
Market Action Index	Buyer's Advantage 28.2	↑

↔ 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.

Price Trends

