

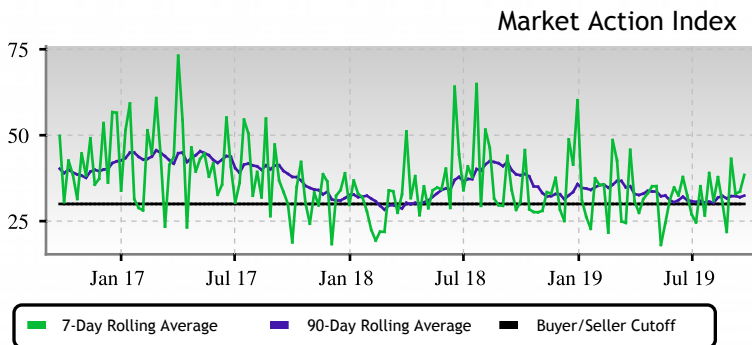
This Week

The median list price in SANTA MONICA, CA this week is \$3,722,500.

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

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	\$ 9,850,000	6944	8,001 - 10,000 sqft	5.0	5.0	21	21	3	2	118	Most expensive 25% of properties
Upper/Second	\$ 4,725,000	4383	8,001 - 10,000 sqft	5.0	4.5	30	21	1	3	146	Upper-middle 25% of properties
Lower/Third	\$ 3,249,500	2600	6,501 - 8,000 sqft	3.0	2.5	76	22	3	3	94	Lower-middle 25% of properties
Bottom/Fourth	\$ 1,769,500	1584	4,501 - 6,500 sqft	3.0	1.5	80	22	2	3	99	Least expensive 25% of properties

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Real-Time Market Profile

Metric	Value	Trend
Median List Price	\$ 3,722,500	↔↔
Asking Price Per Square Foot	\$ 1,207	↔↔
Average Days on Market (DOM)	114	↑↑
Percent of Properties with Price Decrease	34 %	
Percent Relisted (reset DOM)	22 %	
Percent Flip (price increased)	0 %	
Median House Size (sq ft)	3461	
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	32.4	↑↑

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

Price

- The market seems to have paused around this plateau. The Market Action Index is a good leading indicator for the durability of this trend.

