



This Week

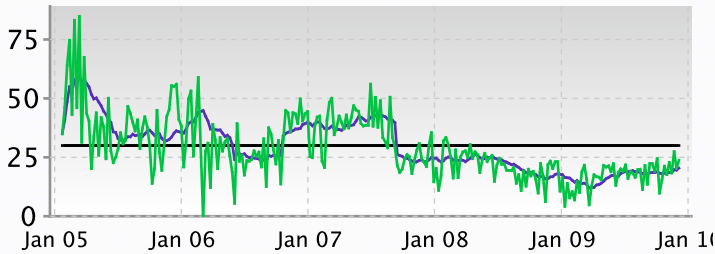
The median list price in LOS ALTOS, CA this week is \$1,799,000.

Inventory has been tightening and days-on-market increasing recently. The Market Action Index has been basically flat, not providing strong indication for market conditions.

Supply and Demand

- The market has shown some evidence of slowing recently. Both prices and inventory levels are relatively unchanged in recent weeks. Watch the Market Action Index for changes as it can be a leading indicator for price changes.

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	\$ 3,395,000	4400	0.25 - 0.50 acre	5.0	4.5	20	15	1	1	233	Most expensive 25% of properties
Upper/Second	\$ 2,298,000	3018	0.25 - 0.50 acre	4.0	4.5	40	15	0	2	170	Upper-middle 25% of properties
Lower/Third	\$ 1,599,000	2387	0.25 - 0.50 acre	4.0	3.0	43	15	0	2	95	Lower-middle 25% of properties
Bottom/Fourth	\$ 1,198,000	1835	0.25 - 0.50 acre	3.0	3.0	57	15	1	4	100	Least expensive 25% of properties

Real-Time Market Profile

		Trend
Median List Price	\$ 1,799,000	↔
Asking Price Per Square Foot	\$ 702	↔
Average Days on Market (DOM)	150	↑↑
Percent of Properties with Price Decrease	47 %	
Percent Relisted (reset DOM)	68 %	
Percent Flip (price increased)	0 %	
Median House Size (sq ft)	2915	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.8	
Market Action Index	Strong Buyer's 20.4	↔

- ↔ 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.

Price Trends

