



## This Week

The median list price in LOS ALTOS HILLS, CA this week is \$3,450,000.

Inventory is tightening and days-on-market is falling. The Market Action Index shows demand heating up. These are relatively bullish signs for prices.

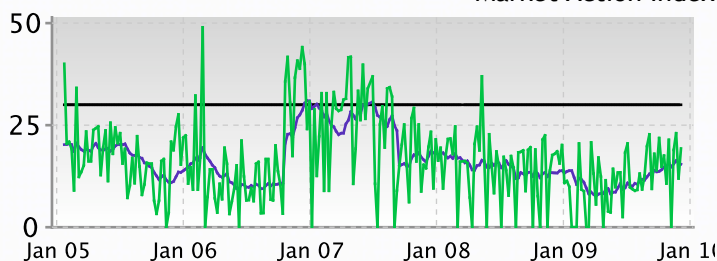
## Supply and Demand

- Home sales have been exceeding new inventory for several weeks. While still a Buyer's market, prices seem to have responded by moving upward. If the demand trends continue, expect prices to keep marching upward, especially once we see a Seller's Market.

Real-Time Market Profile			Trend
Median List Price	\$ 3,450,000		↑↑
Asking Price Per Square Foot	\$ 794		↓↓
Average Days on Market (DOM)	247		↓↓
Percent of Properties with Price Decrease	35 %		
Percent Relisted (reset DOM)	86 %		
Percent Flip (price increased)	0 %		
Median House Size (sq ft)	3971		
Median Lot Size	1.0 - 2.5 acres		
Median Number of Bedrooms	5.0		
Median Number of Bathrooms	4.5		
Market Action Index	Strong Buyer's	15.4	↑↑

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

Market Action Index

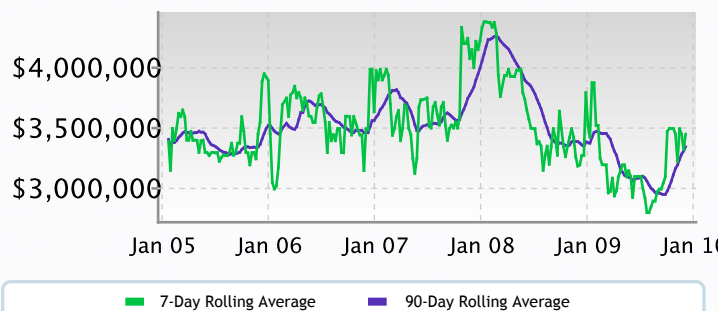


The Market Action Index answers the question "How's the Market?" By measuring the current rate of sale versus the amount of the inventory. Index above 30 implies Seller's Market conditions. Below 30, conditions favor the buyer.

## Price

- The market for this zip code continues its bounce again this week. We're a long way from the market's high point so watch the Market Action Index to predict how long this trend will last.

Price Trends



## 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	\$ 9,440,000	7575	1.0 - 2.5 acres	6.0	4.5	57	12	0	0	326	Most expensive 25% of properties
Upper/Second	\$ 4,150,000	5022	1.0 - 2.5 acres	5.0	4.5	18	13	1	2	234	Upper-middle 25% of properties
Lower/Third	\$ 2,795,000	3500	1.0 - 2.5 acres	4.0	3.0	32	13	0	1	209	Lower-middle 25% of properties
Bottom/Fourth	\$ 1,998,000	2924	1.0 - 2.5 acres	4.0	3.0	46	13	0	1	225	Least expensive 25% of properties