



## This Week

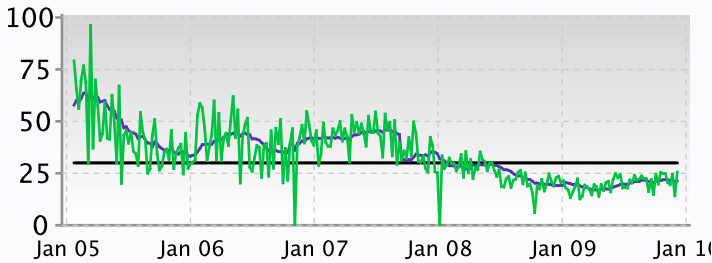
The median list price in PALO ALTO, CA this week is \$1,613,500.

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 have been exceeding new inventory for several weeks. Since this is a Buyer's market prices are not yet moving higher as excess inventory is consumed. However, the as supply and demand trends continue, the market moves into the Seller's zone, and we are likely to see upward pressure on pricing.

Market Action Index



7-Day Rolling Average 90-Day Rolling Average Buyer/Seller Cutoff

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	\$ 3,125,000	3071	8,001 - 10,000 sqft	4.0	4.5	80	21	0	1	177	Most expensive 25% of properties
Upper/Second	\$ 1,810,000	2452	6,501 - 8,000 sqft	4.0	3.8	58	21	3	3	154	Upper-middle 25% of properties
Lower/Third	\$ 1,400,000	2114	6,501 - 8,000 sqft	4.0	3.0	53	21	1	3	160	Lower-middle 25% of properties
Bottom/Fourth	\$ 949,000	1287	4,501 - 6,500 sqft	3.0	2.0	60	21	4	6	47	Least expensive 25% of properties

### Real-Time Market Profile

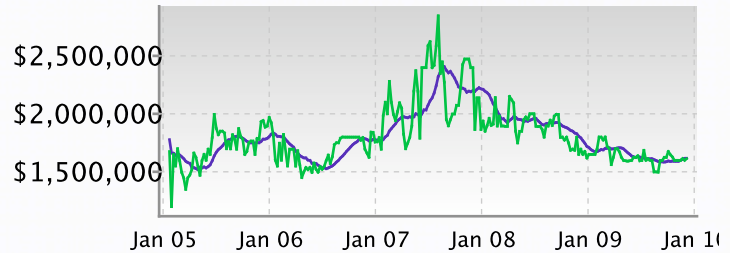
		Trend
Median List Price	\$ 1,613,500	↔↔
Asking Price Per Square Foot	\$ 778	↓↓↓
Average Days on Market (DOM)	135	↑↑↑
Percent of Properties with Price Decrease	36 %	
Percent Relisted (reset DOM)	52 %	
Percent Flip (price increased)	2 %	
Median House Size (sq ft)	2253	
Median Lot Size	6,501 - 8,000 sqft	
Median Number of Bedrooms	3.0	
Median Number of Bathrooms	3.0	
Market Action Index	Strong Buyer's 21.3	↑↑

↔↔ 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.

Price Trends



7-Day Rolling Average 90-Day Rolling Average