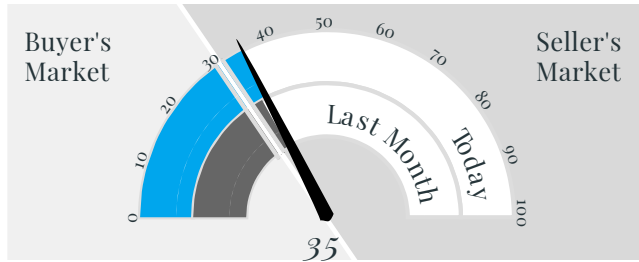




This week the median list price for Corona Del Mar, CA is \$7,495,000 with the market action index hovering around 35. This is an increase over last month's market action index of 34. Inventory has increased to 45.

Market Action Index

This answers "How's the Market?" by comparing rate of sales versus inventory.



Slight Seller's Advantage

In the last few weeks the market has achieved a relative stasis point in terms of sales to inventory. However, inventory is sufficiently low to keep us in the Seller's Market zone so watch changes in the MAI. If the market heats up, prices are likely to resume an upward climb.

Real-Time Market Profile

Median List Price		\$7,495,000
Median Price of New Listings		\$6,950,000
Per Square Foot		\$1,992
Average Days on Market		110
Median Days on Market		84
Price Decreased		44%
Price Increased		4%
Relisted		18%
Inventory		45
Median Rent		\$12,250
Market Action		35

Slight Seller's Advantage

Market Segments

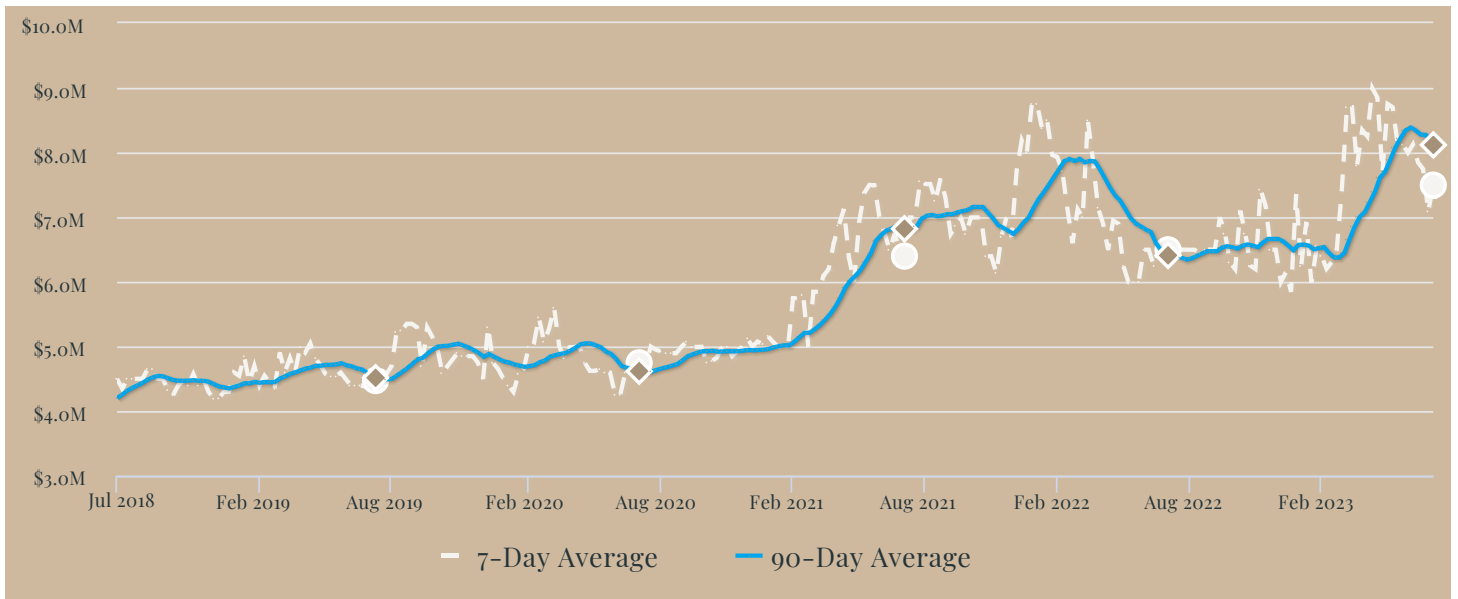
Each segment below represents approximately 25% of the market ordered by price.

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New Absorbed	DOM
\$18,900,000	6,232	0.25 - 0.5 acre	5	6	28	0 0	161
\$8,900,000	3,809	8,000 - 10,000 sqft	4	6	22	1 0	98
\$5,495,000	3,153	8,000 - 10,000 sqft	4	4	34	1 2	63
\$3,197,499	2,373	6,500 - 8,000 sqft	3	2.5	45	1 2	28



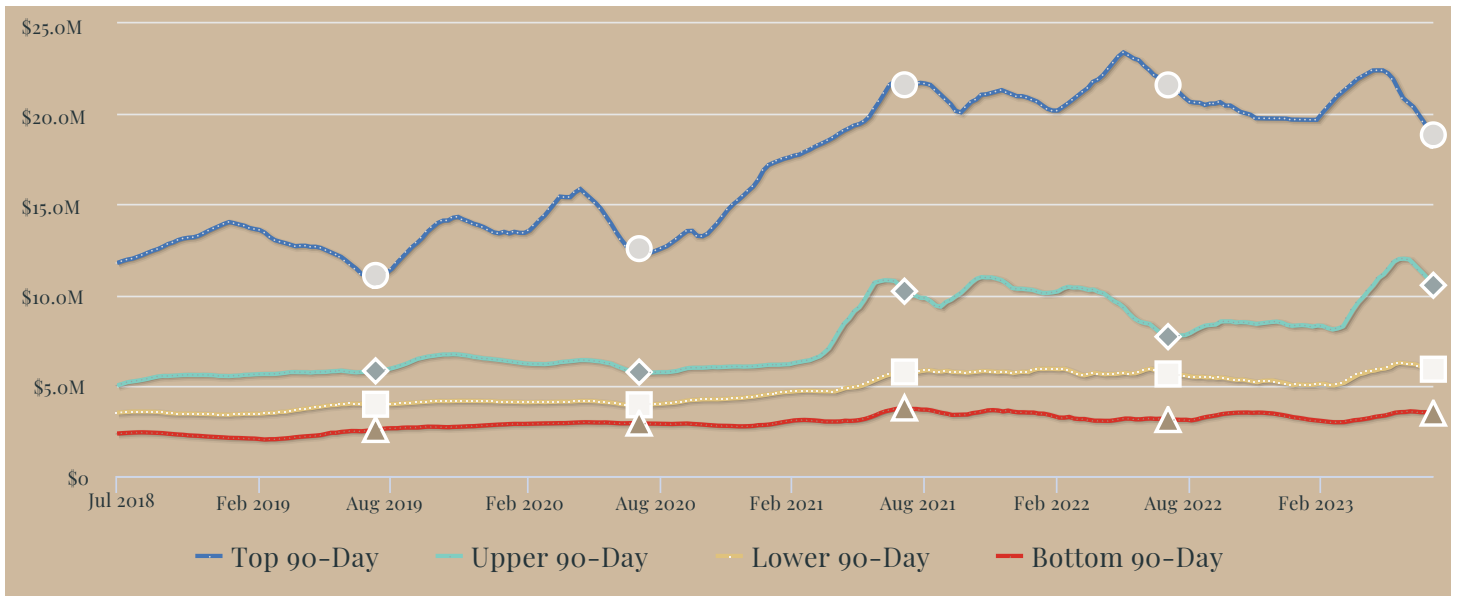
Median List Price

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



Segments

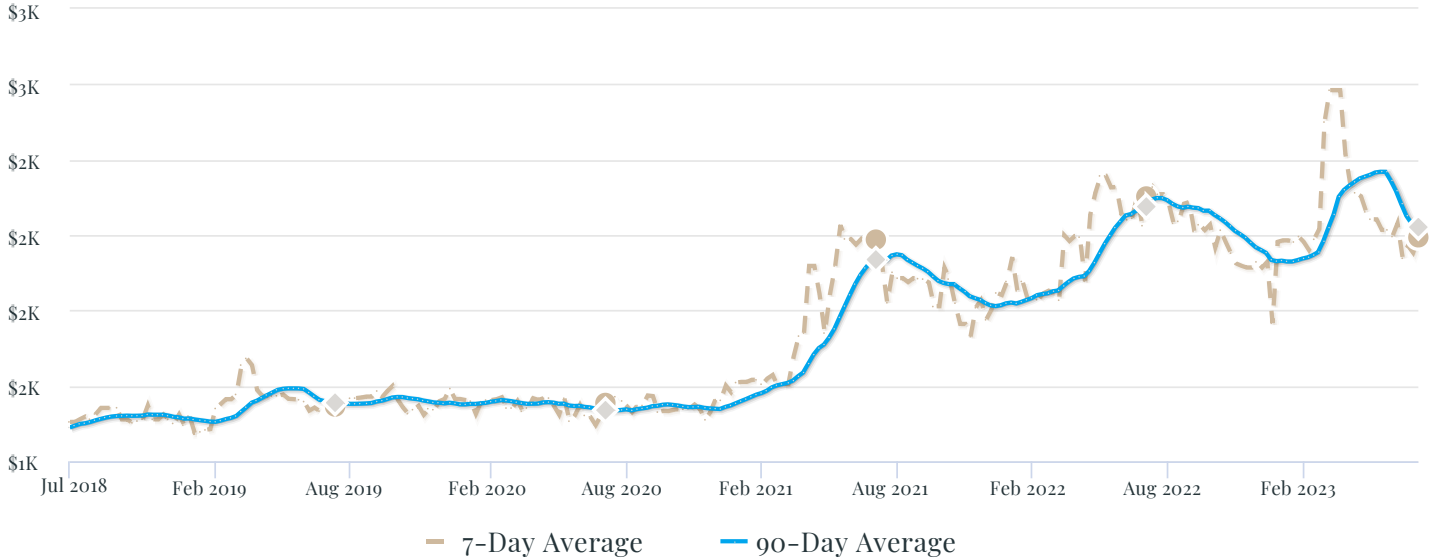
Price weakness is visible almost across the board. Prices in Quartile 4 have been mixed recently, while the rest of the market is trending downward. Look to a strong, persistent up shift in the Market Action Index as a leading indicator of the trough in the market.





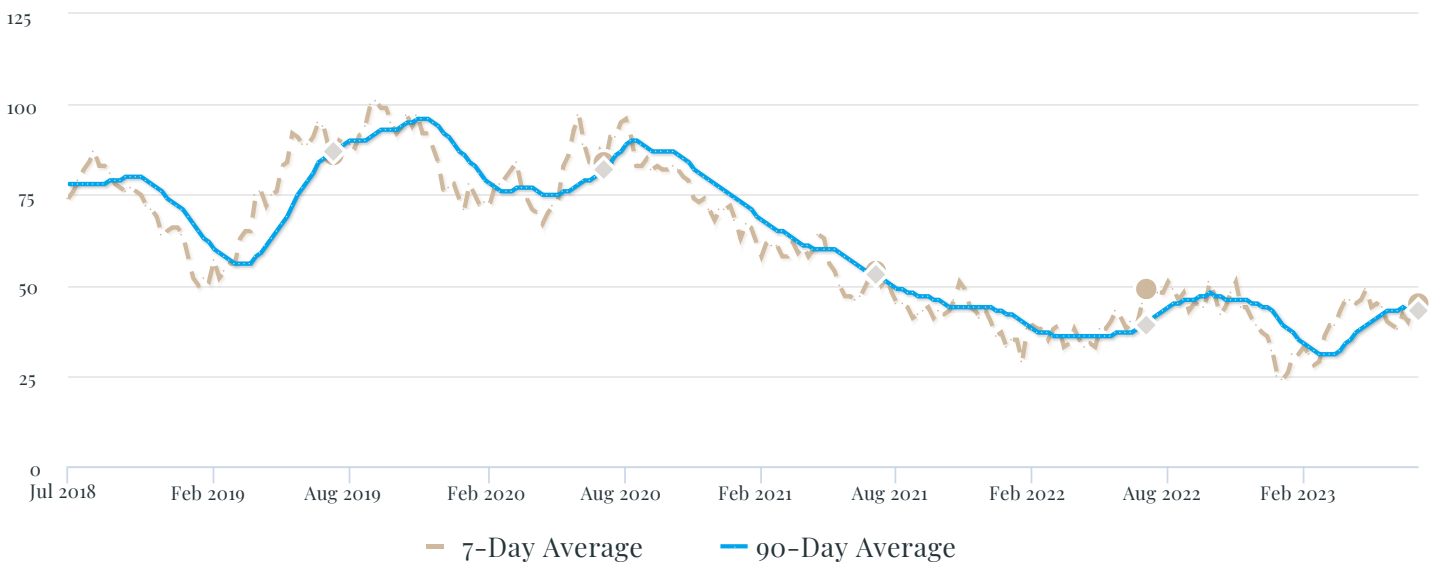
Price Per Square Foot

While prices have been basically flat, the price per square foot has been heading downward. While not a sign of broad strength in a market, larger homes are coming more available and buyers are tending to get more home for their money.



Inventory

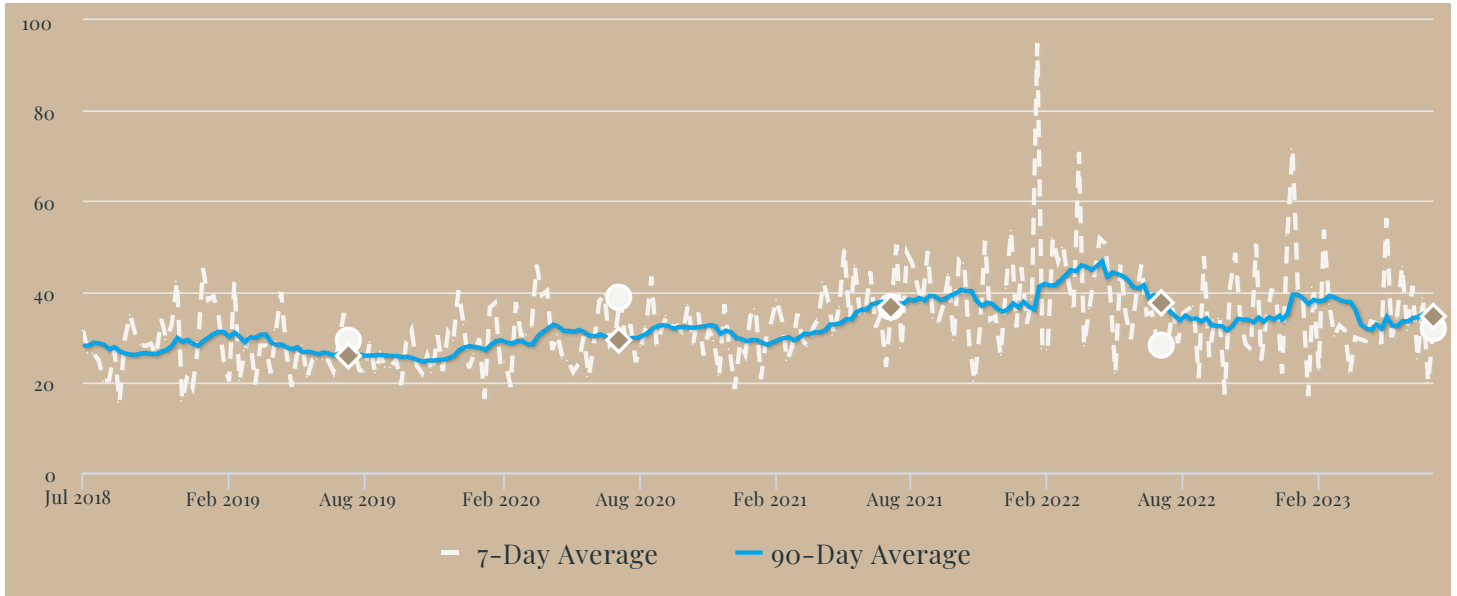
Inventory has been relatively steady around these levels in recent weeks.





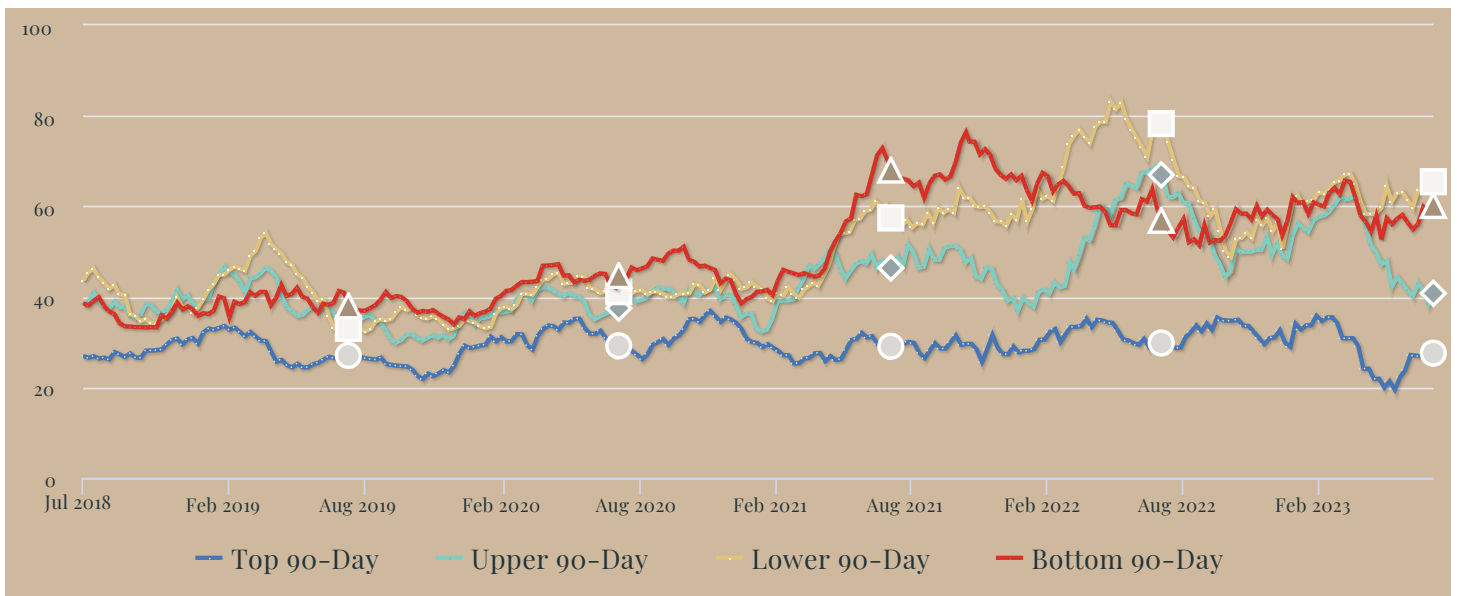
Market Action Index

In the last few weeks the market has achieved a relative stasis point in terms of sales to inventory. However, inventory is sufficiently low to keep us in the Seller's Market zone so watch changes in the MAI. If the market heats up, prices are likely to resume an upward climb.



Market Action Segments

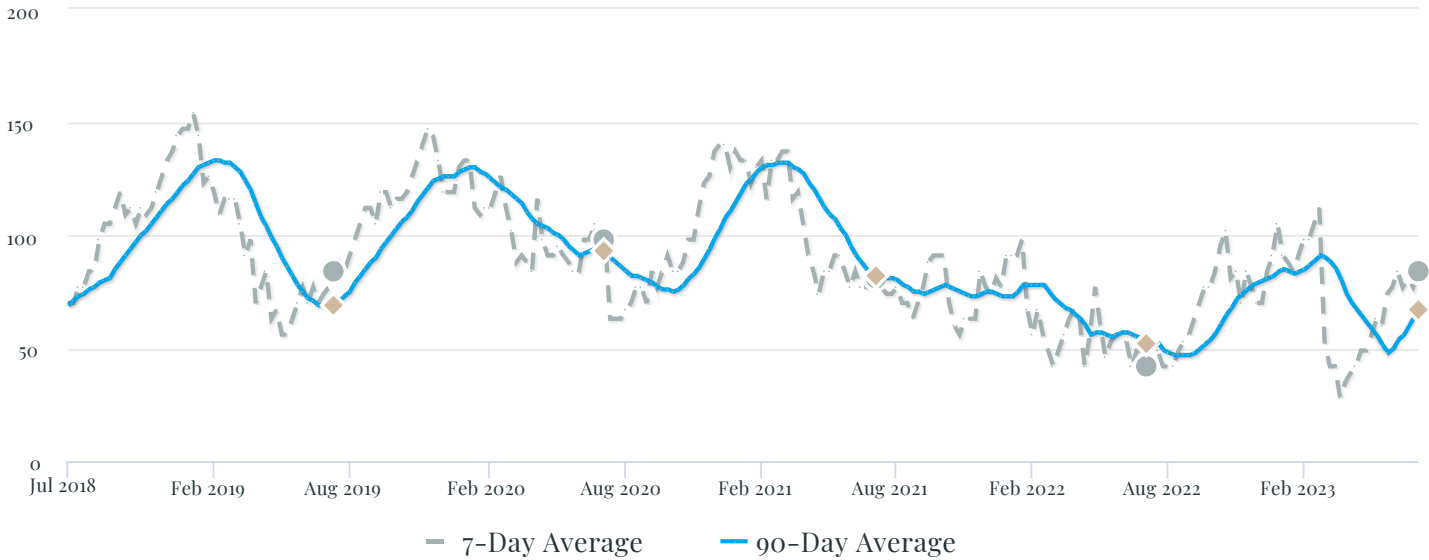
Three of the four quartiles of the market are in the Seller's Market zone with relatively low amounts of inventory given the current rate of demand for homes in the quartile. Notice that Quartile 1 (the highest-end price group) is showing weaker demand than the others. It's not uncommon that the premium segment of the market takes longer to sell than the rest of the group.





Median Days on Market (DOM)

The properties have been on the market for an average of 99 days. Half of the listings have come newly on the market in the past 67 or so days. Watch the 90-day DOM trend for signals of a changing market.



Segments

It is not uncommon for the higher priced homes in an area to take longer to sell than those in the lower quartiles.

