

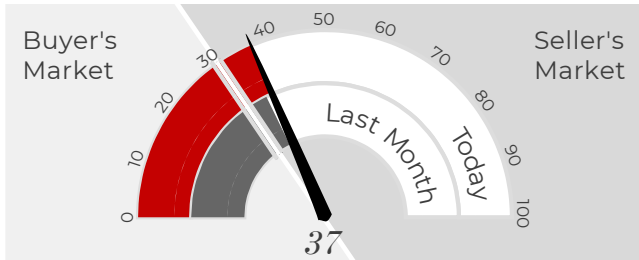


Newport Beach, CA

This week the median list price for Newport Beach, CA is \$4,992,500 with the market action index hovering around 37. This is an increase over last month's market action index of 36. Inventory has held steady at or around 120.

MARKET ACTION INDEX

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



SLIGHT SELLER'S ADVANTAGE

While the Market Action Index shows some strengthening in the last few weeks, prices have not seemed to move from their plateau. Should the upward trend in sales relative to inventory continue, expect prices to resume an upward climb in tandem with the MAI.

REAL-TIME MARKET PROFILE

Median List Price		\$4,992,500
Median Price of New Listings		\$3,870,495
Per Square Foot		\$1,756
Average Days on Market		105
Median Days on Market		63
Price Decreased		34%
Price Increased		1%
Relisted		9%
Inventory		120
Median Rent		\$9,995
Market Action		37

SLIGHT SELLER'S ADVANTAGE

MARKET SEGMENTS

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

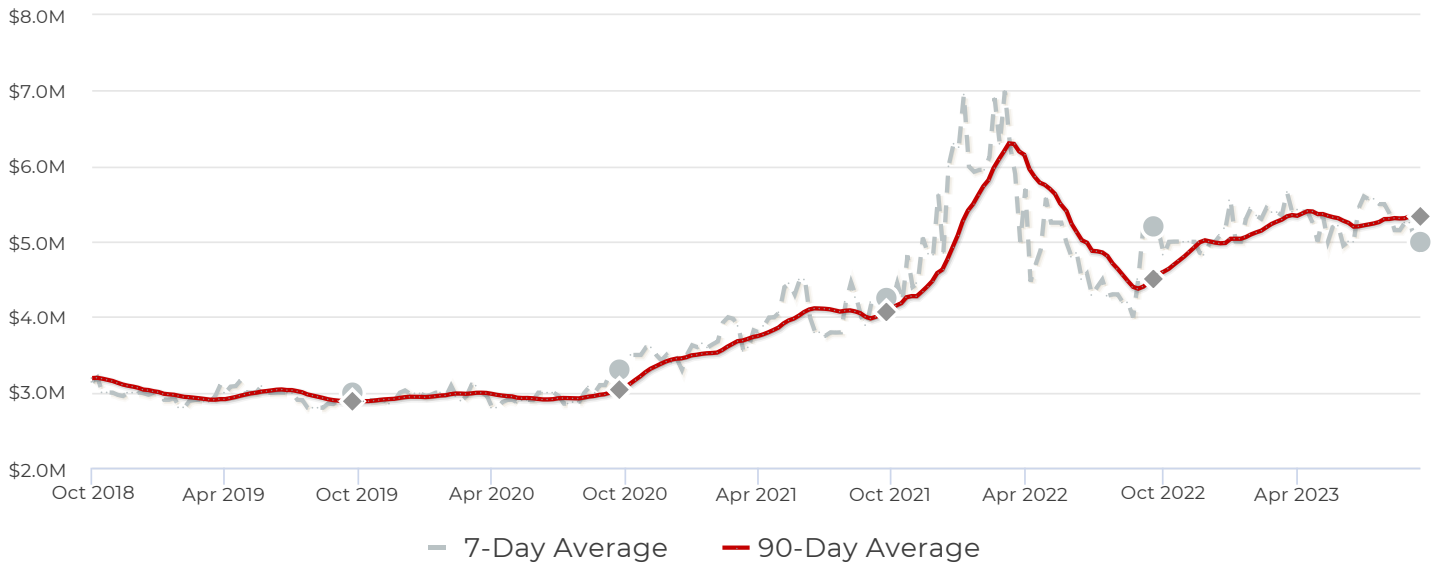
MEDIAN PRICE	SQ. FT.	LOT SIZE	BEDS	BATH	AGE	NEW	ABSORBED	DOM
\$11,600,000	4,115	6,500 - 8,000 sqft	4	5.3	17	2	4	101
\$5,972,500	3,181	0 - 4,500 sqft	4	4	63	2	4	7
\$4,574,500	3,258	4,500 - 6,500 sqft	4	4	63	3	3	0 59
\$2,499,499	1,884	0 - 4,500 sqft	3	3	56	7	6	45



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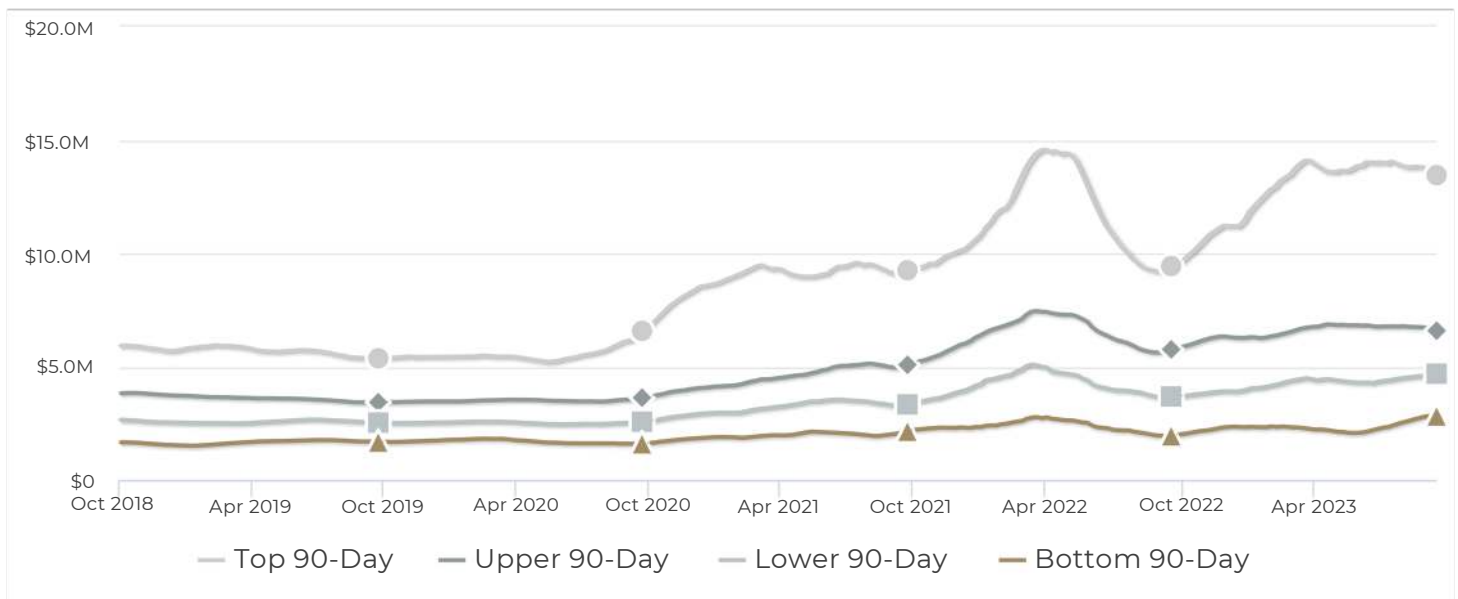
MEDIAN LIST PRICE

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

Prices in most of the market have stabilized recently. Only Quartile 4 shows any price increases in the last few weeks. Often this condition happens in markets where demand has fallen (for example, due to micro-location variables) but supply is still relatively short. Buyers are focusing on the lowest price homes in the area.

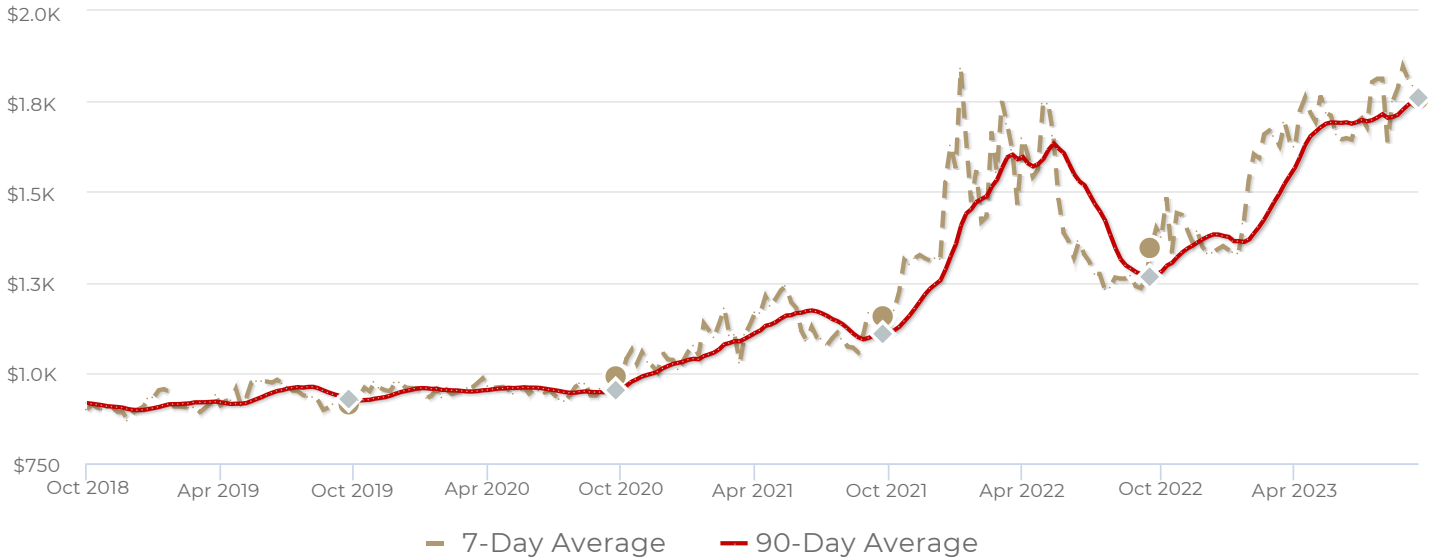




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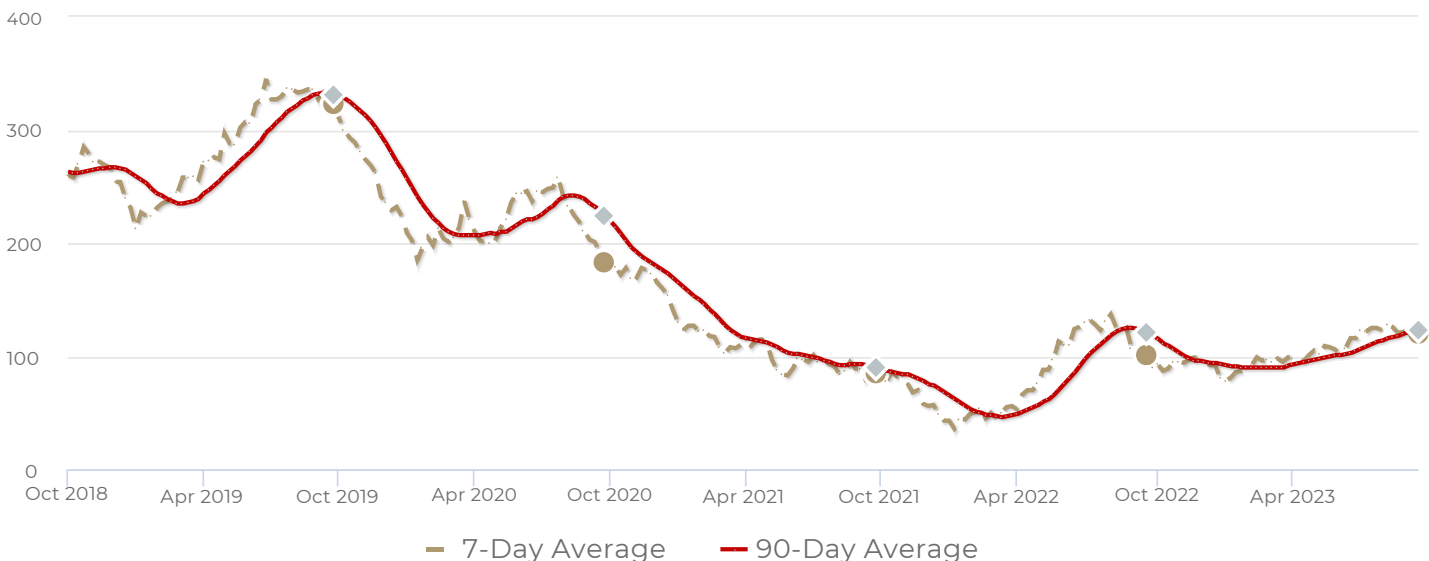
PRICE PER SQUARE FOOT

The value placed on homes continues to increase, despite the fact that prices in general have remained basically flat. These conditions can arise when inventory is light and more, smaller homes have more influence on overall prices.



INVENTORY

Inventory has been climbing lately. Note that rising inventory alone does not signal a weakening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is keeping up with available supply.

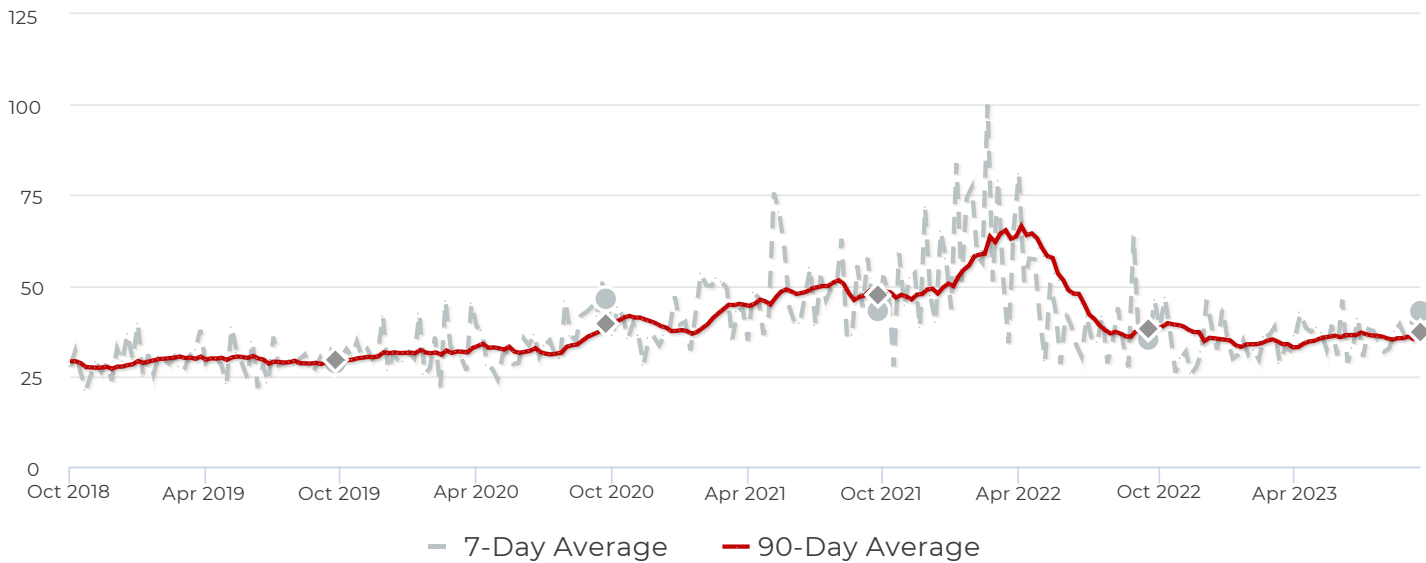




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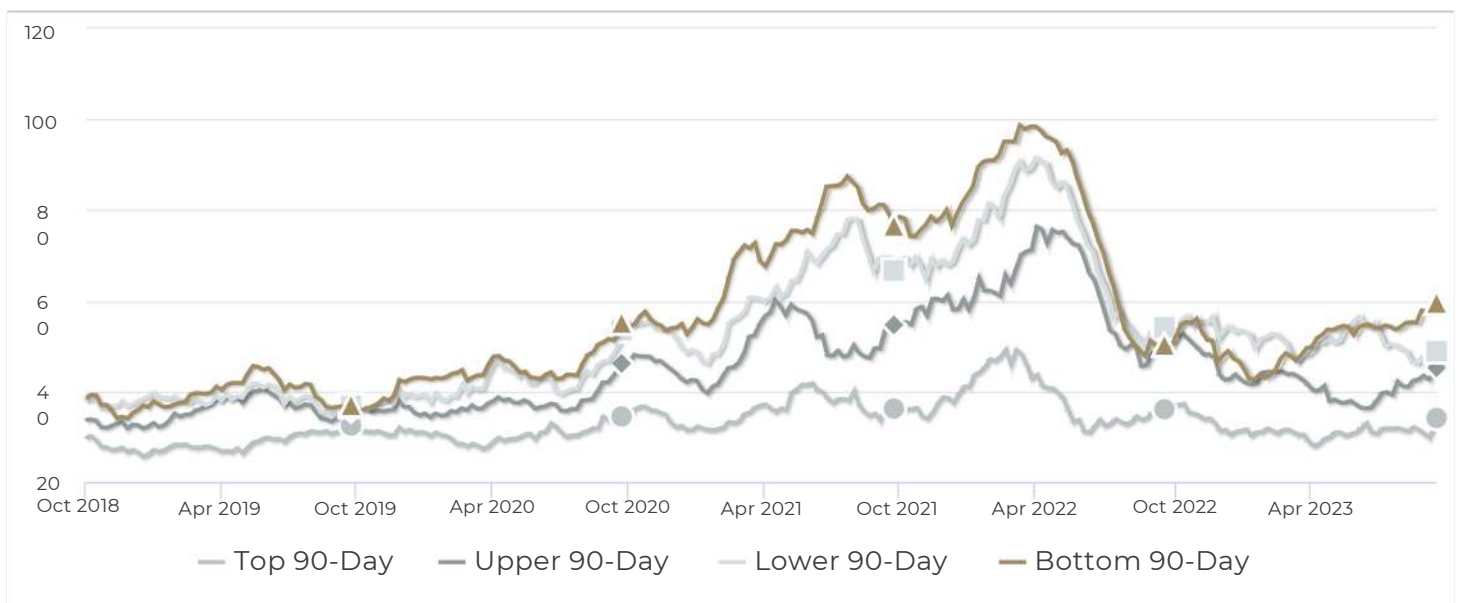
MARKET ACTION INDEX

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MARKET ACTION SEGMENTS

Not surprisingly, all segments in the market are showing high levels of demand. Watch the quartiles for changes before the whole market changes. Often one end of the market (e.g. the high-end) will weaken before the rest of the market and signal a slowdown for the whole group.

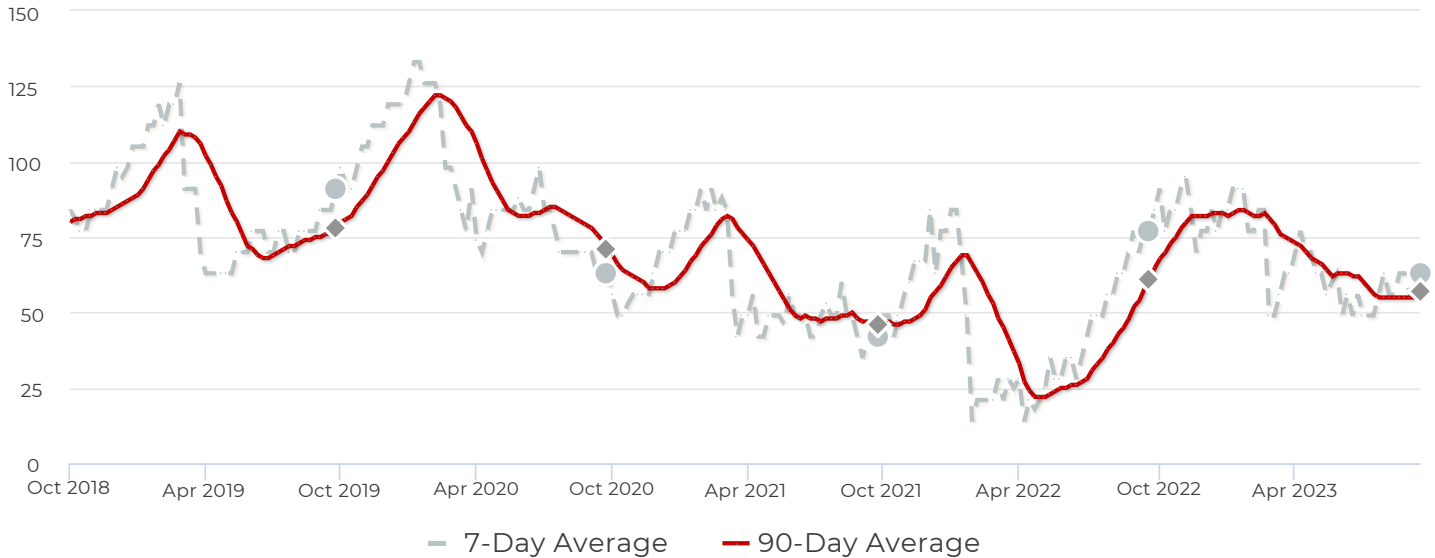




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MEDIAN DAYS ON MARKET (DOM)

The properties have been on the market for an average of 100 days. Half of the listings have come newly on the market in the past 57 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.

