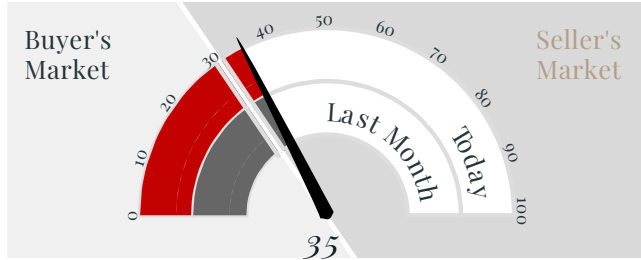




This week the median list price for Newport Beach, CA is \$5,399,000 with the market action index hovering around 35. This is less than last month's market action index of 36. Inventory has held steady at or around 115.

**Market Action Index**

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



*Slight Seller's Advantage*

The market remains in a relative stasis in terms of sales to inventory. Prices have not been moving higher for several weeks. 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 persistently, prices are likely to resume an upward climb.

*Real-Time Market Profile*

Median List Price		\$5,399,000
Median Price of New Listings		\$5,447,000
Per Square Foot		\$1,669
Average Days on Market		108
Median Days on Market		70
Price Decreased		41%
Price Increased		2%
Relisted		4%
Inventory		115
Median Rent		\$8,325
Market Action		35

*Slight Seller's Advantage*

**Market Segments**

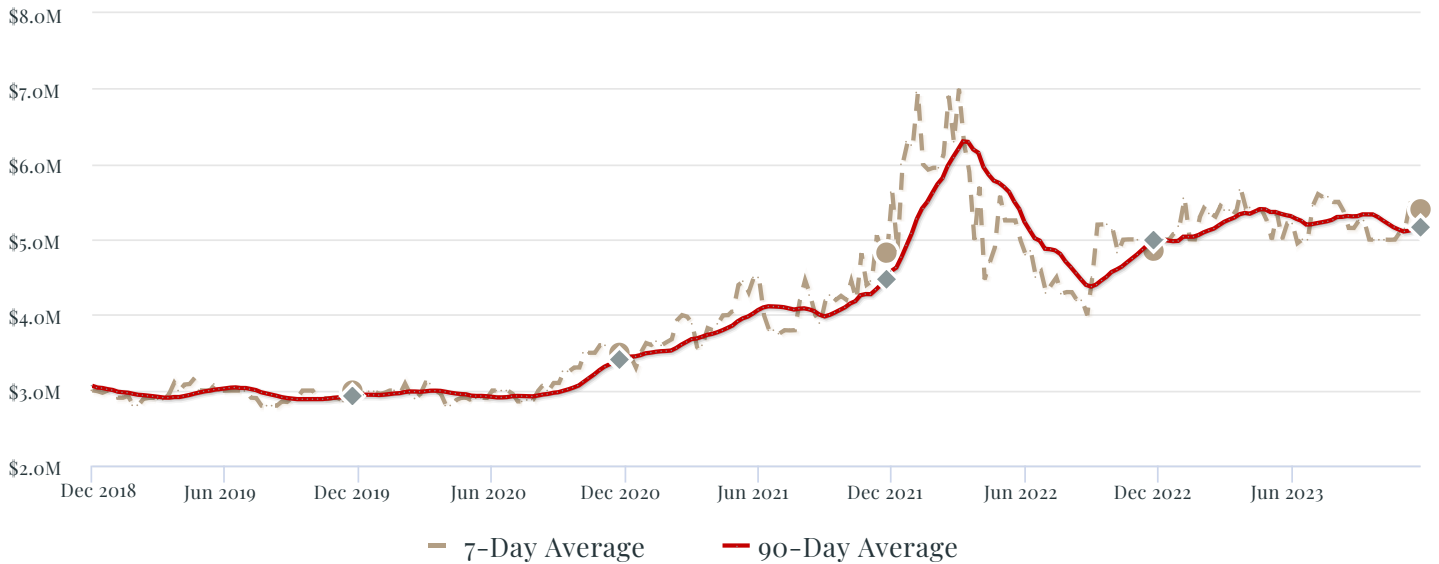
Each segment below represents approximately 25% of the market ordered by price.

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$10,995,000	4,624	4,500 - 6,500 sqft	5	5.8	30	0	3	101
\$6,350,000	3,508	4,500 - 6,500 sqft	4	5	70	5	4	35
\$4,590,000	2,744	0 - 4,500 sqft	4	4	42	2	1	84
\$2,790,000	2,036	4,500 - 6,500 sqft	3	3	57	3	2	63



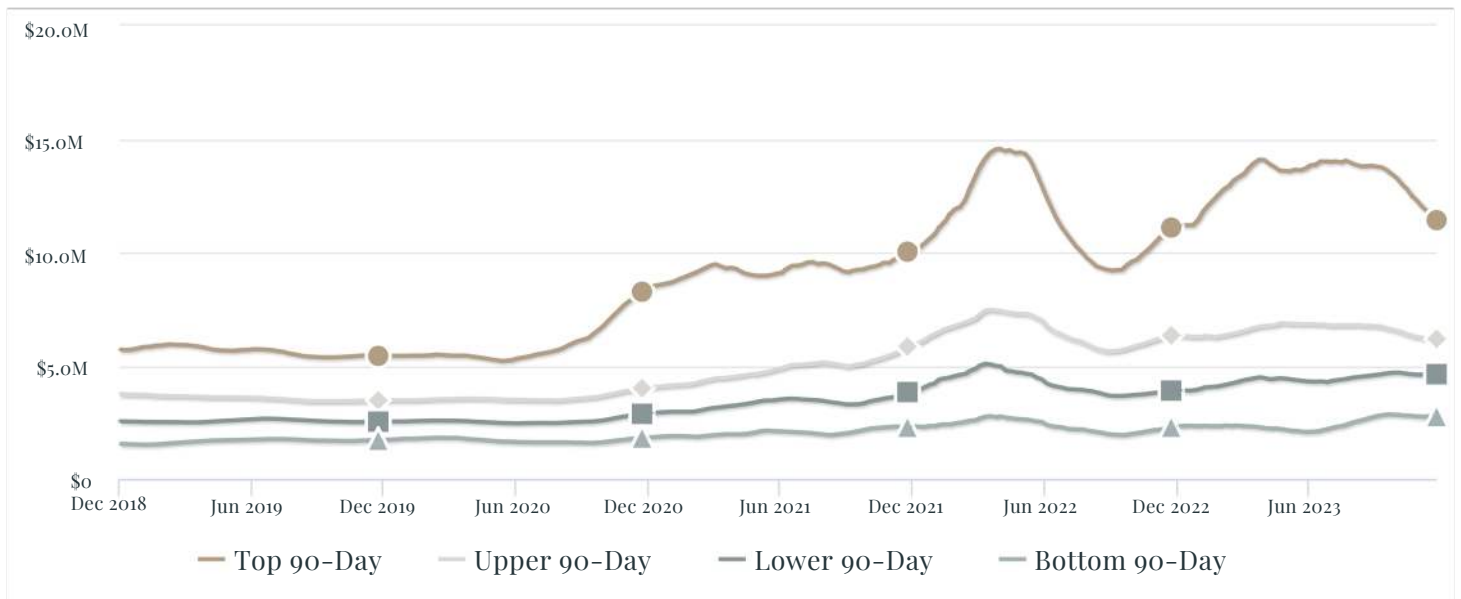
*Median List Price*

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*

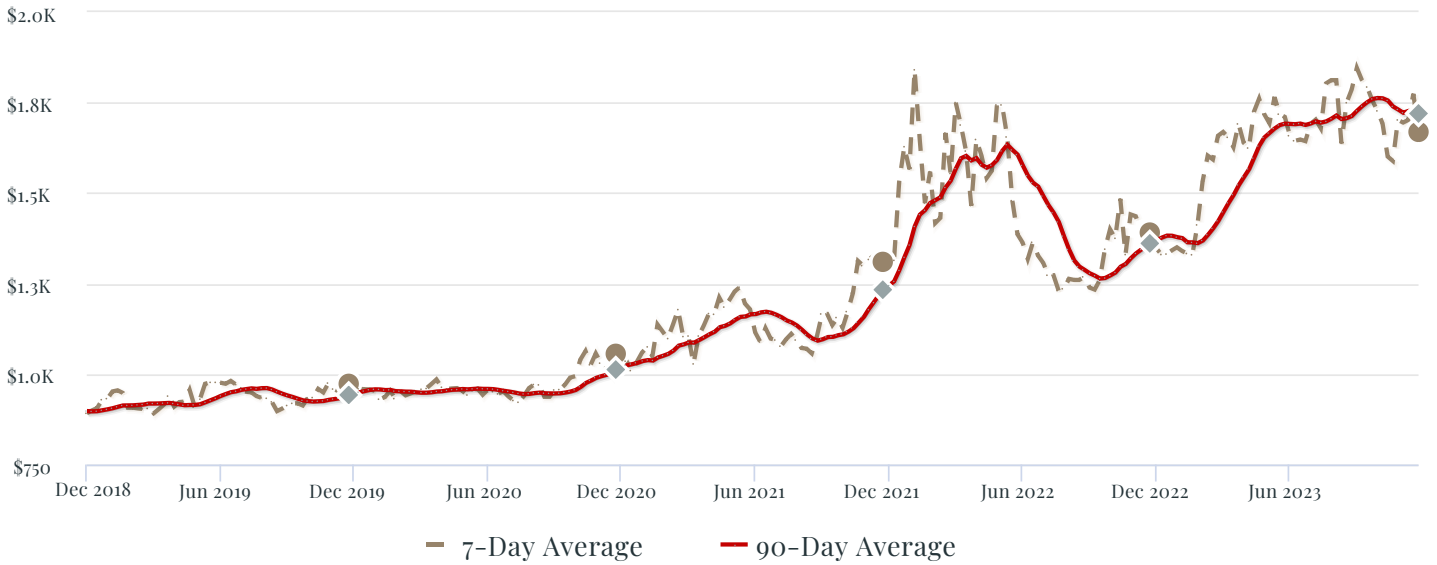
Prices have generally settled at a plateau, although Quartile 1 has been trending a bit downward in recent weeks. We'll need to see a persistent shift in the Market Action Index before we see prices across the board move from these levels.





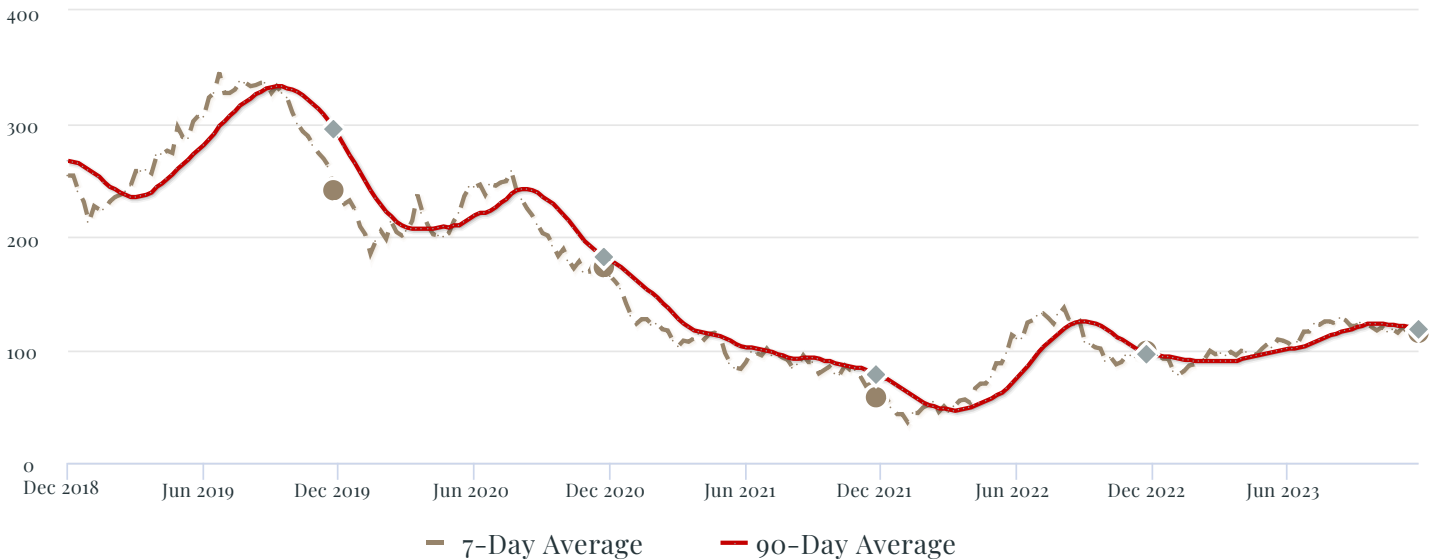
*Price Per Square Foot*

The market plateau is seen across the price and value. The price per square foot and median list price have both been reasonably stagnant. Watch the Market Action Index for persistent changes as a leading indicator before the market moves from these levels.



*Inventory*

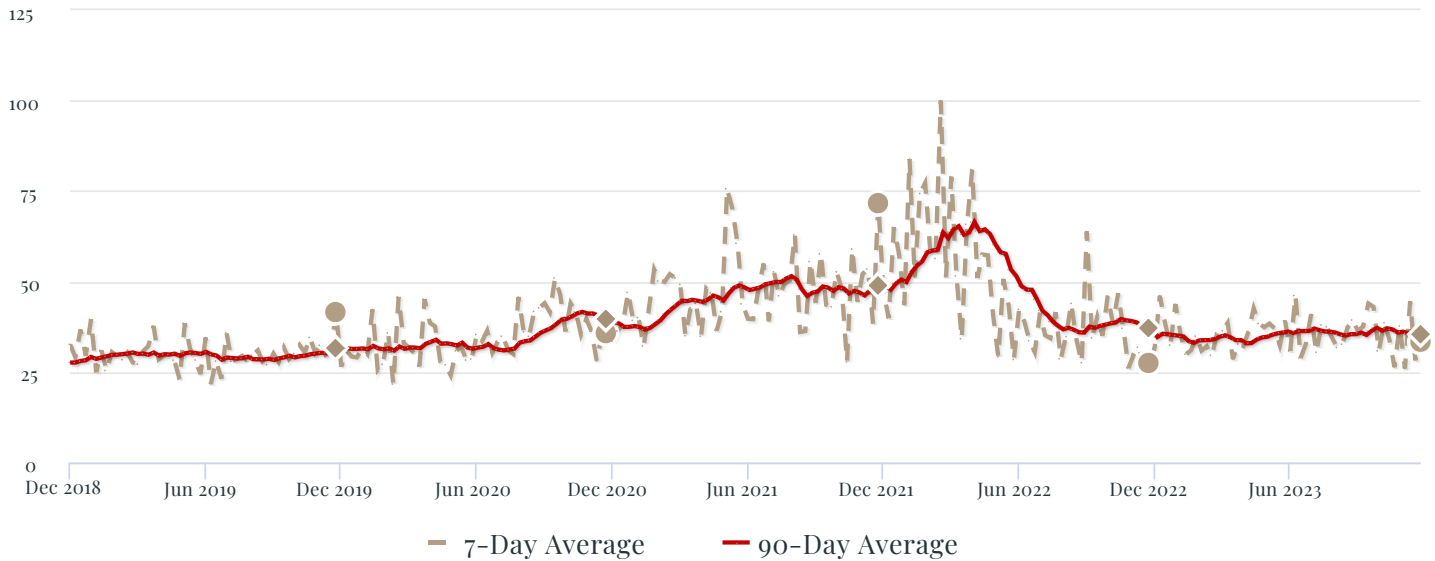
Inventory has been falling in recent weeks. Note that declining inventory alone does not signal a strengthening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is changing with the available supply.





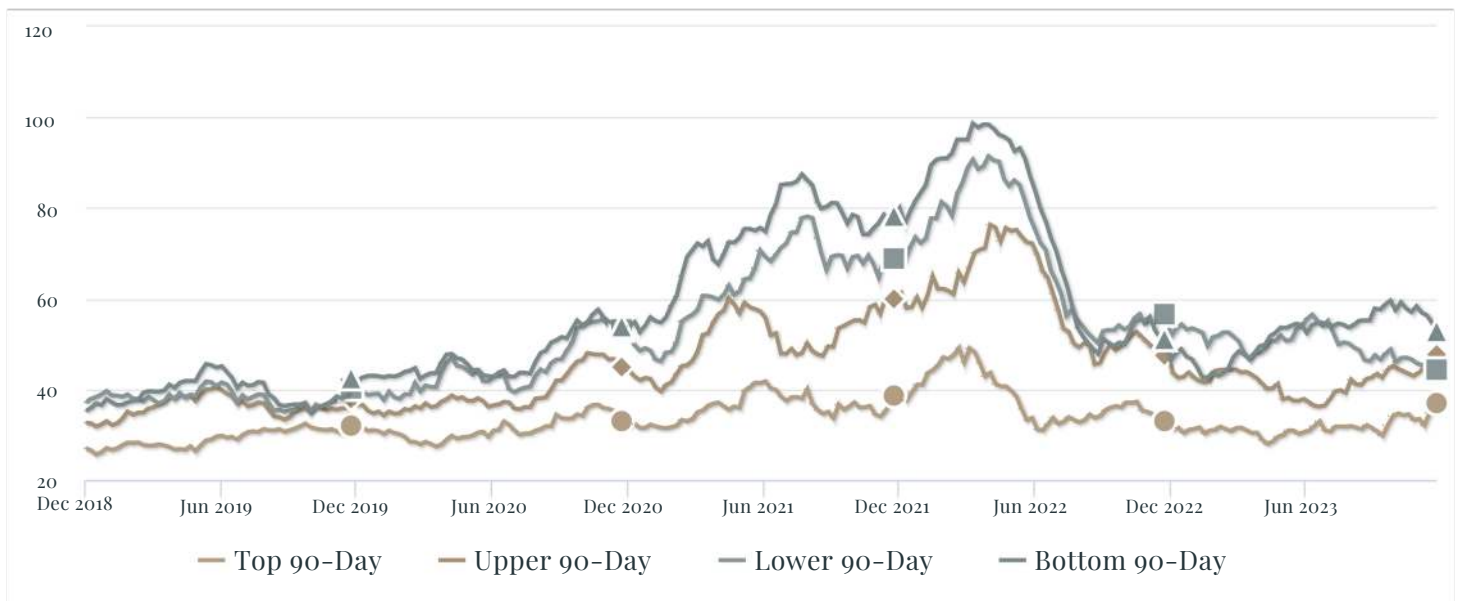
*Market Action Index*

The market remains in a relative stasis in terms of sales to inventory. Prices have not been moving higher for several weeks. 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 persistently, prices are likely to resume an upward climb.



*Market Action Segments*

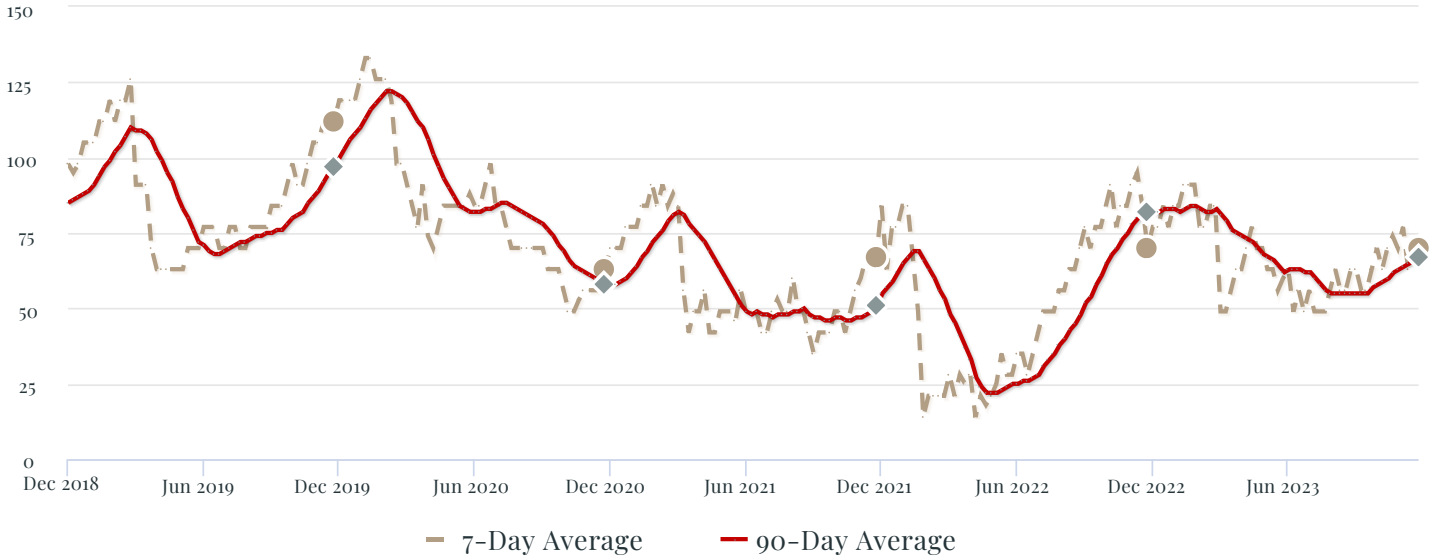
Not surprisingly, all segments in the market are showing high levels of demand. Watch the quartiles for changes before the whole market changes. Often one end of the market (e.g. the high-end) will weaken before the rest of the market and signal a slowdown for the whole group.





*Median Days on Market (DOM)*

The properties have been on the market for an average of 106 days. Half of the listings have come newly on the market in the past 66 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.

