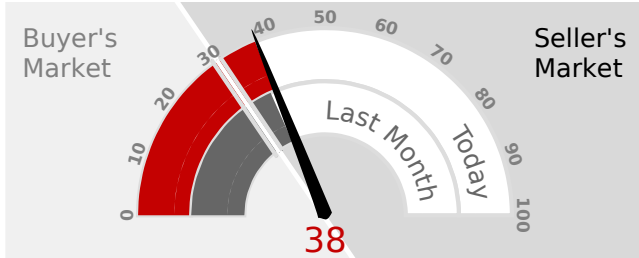


This week the median list price for Corona Del Mar, CA is \$6,487,500 with the market action index hovering around 38. This is an increase over last month's market action index of 37. Inventory has decreased to 24.

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		\$6,487,500
Median Price of New Listings		\$4,672,000
Per Square Foot		\$2,219
Average Days on Market		125
Median Days on Market		123
Price Decreased		25%
Price Increased		8%
Relisted		13%
Inventory		24
Median Rent		\$10,248
Market Action		38

Slight Seller's Advantage

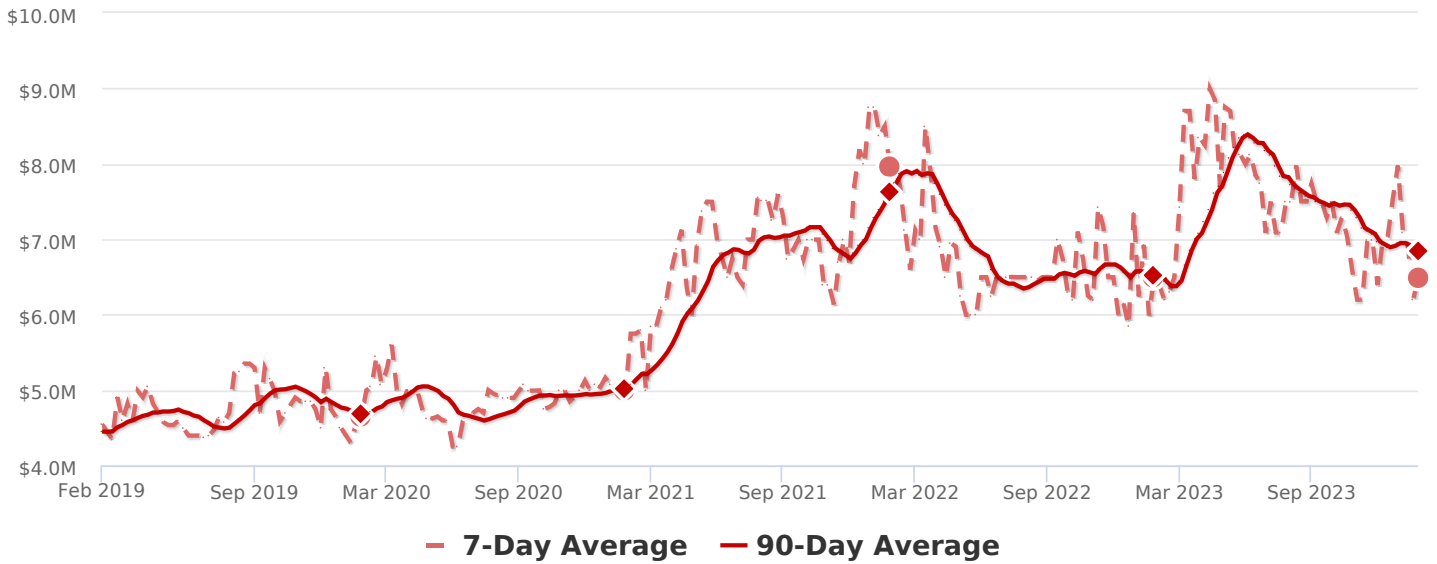
Market Segments

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

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$18,941,500	6,477	0.25 - 0.5 acre	4	6.5	15	0	0	185
\$8,737,500	3,267	4,500 - 6,500 sqft	3	4.8	30	0	0	154
\$5,246,500	2,515	4,500 - 6,500 sqft	3	4	58	3	2	24
\$3,692,500	2,411	4,500 - 6,500 sqft	3	3	49	1	3	94

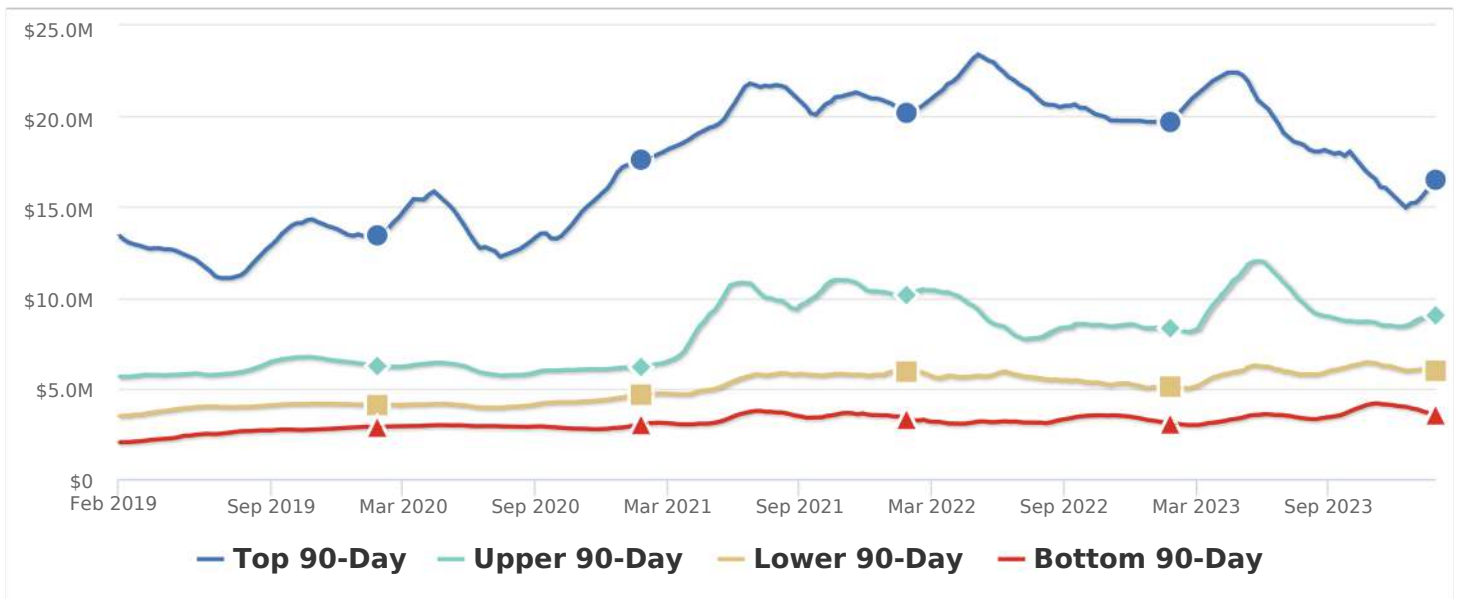
### Median List Price

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



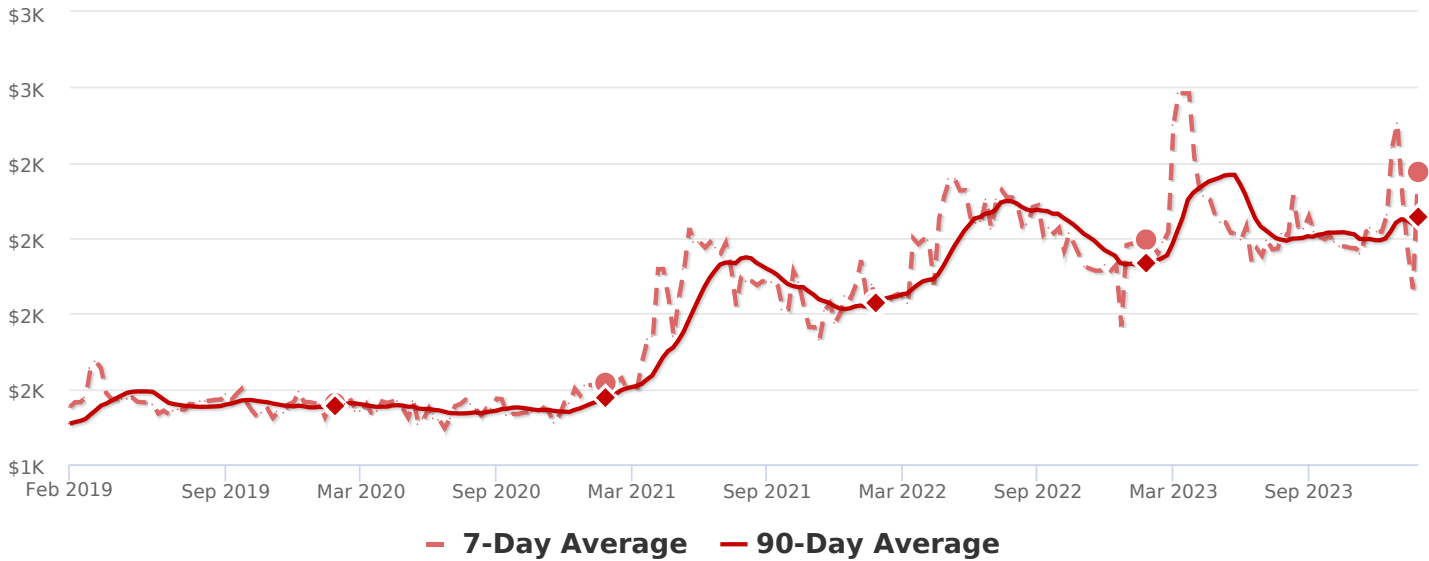
### Segments

Pricing trends have been lacking strong directional indication lately. Quartile 1 has been trending up recently, but unless we see a persistent up-shift in the Market Action Index, it will likely resume the trend of the rest of the market.



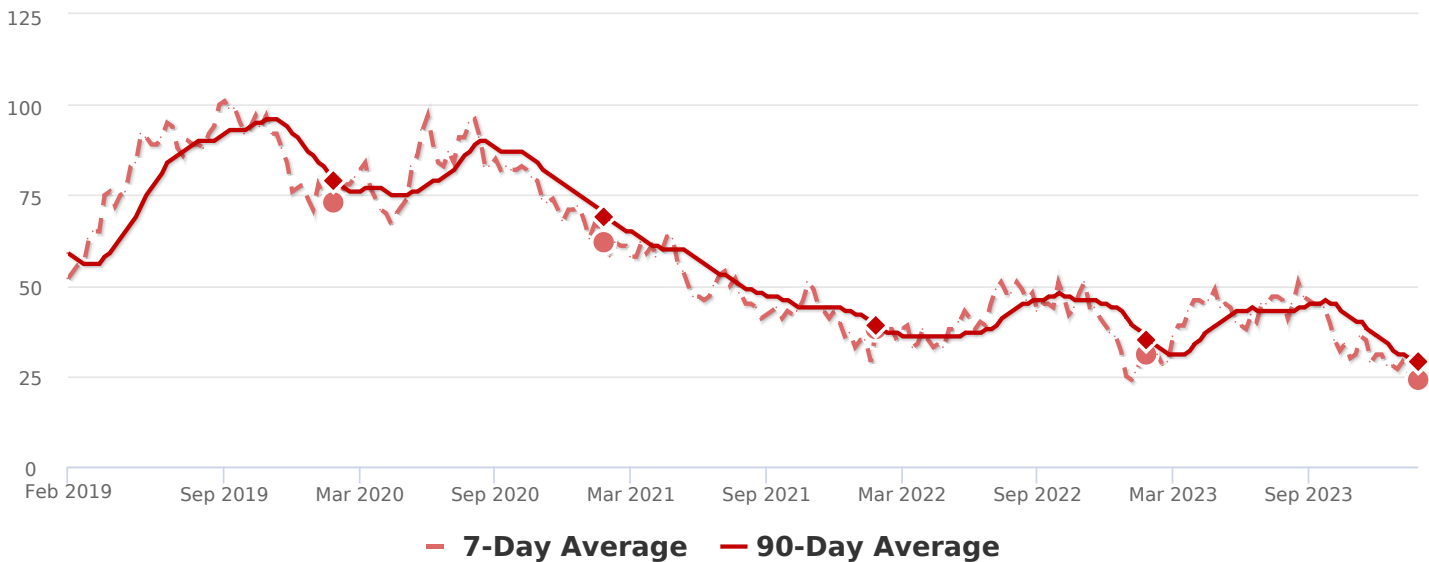
### Price Per Square Foot

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

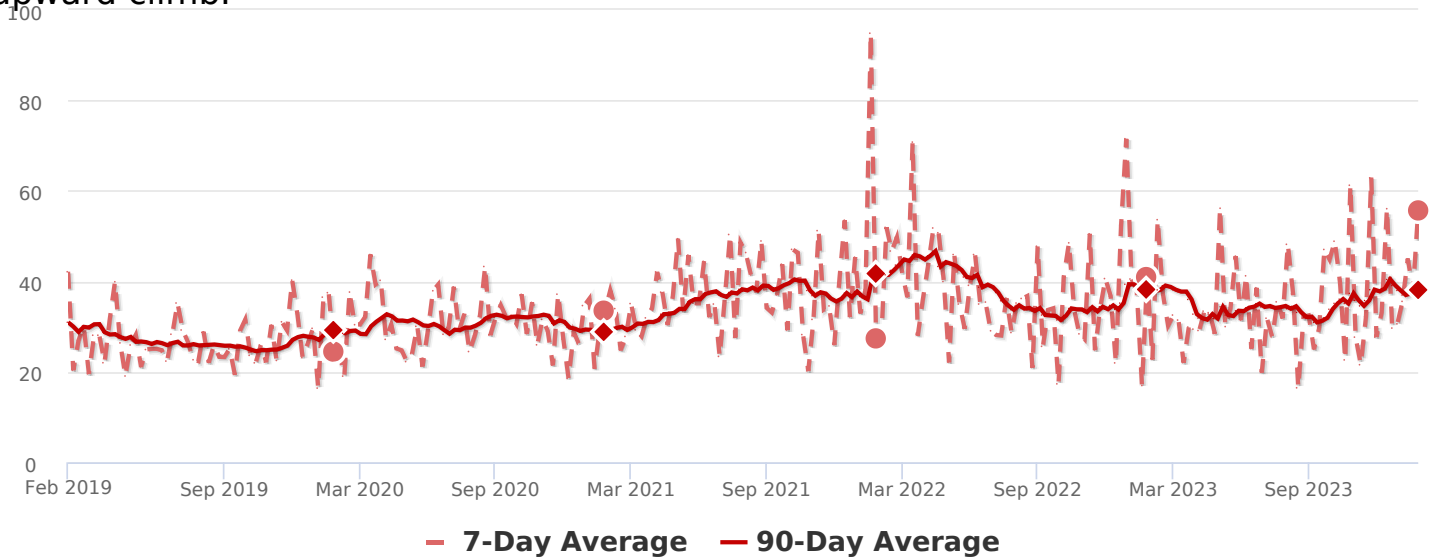
Inventory has been falling in recent weeks. Note that declining inventory alone does not signal a strengthening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is changing with the available supply.



Market Action Index

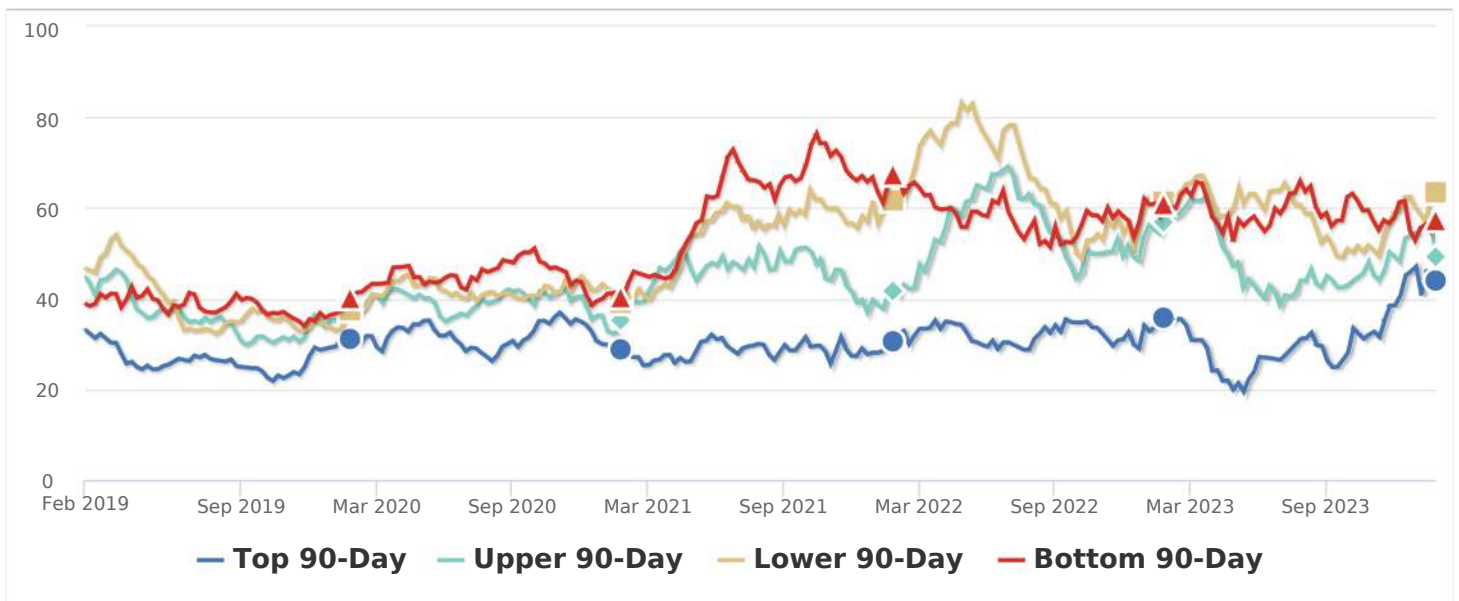
In the last few weeks the market has achieved a relative stasis point in terms of sales to inventory. However, inventory is sufficiently low to keep us in the Seller's Market zone

so watch changes in the MAI. If the market heats up, prices are likely to resume an upward climb.



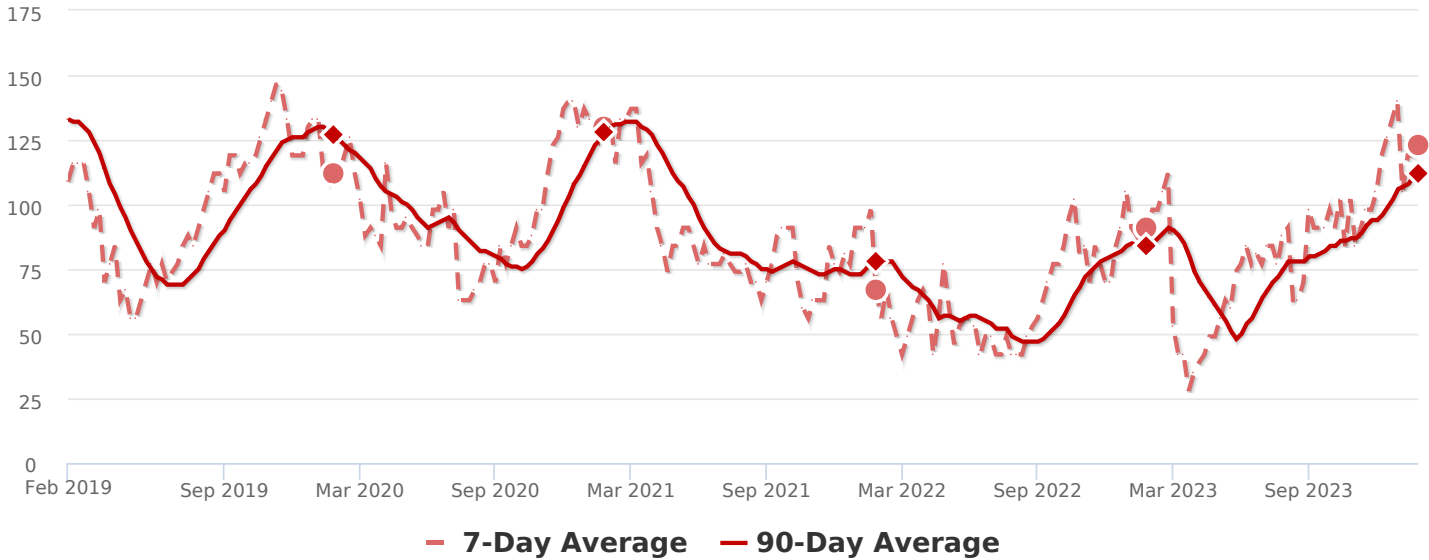
Market Action Segments

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 124 days. Half of the listings have come newly on the market in the past 112 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.

