

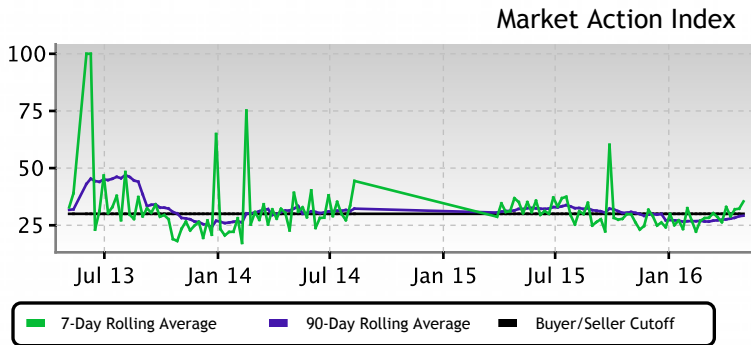
This Week

The median list price in PALM DESERT, CA 92211 this week is \$438,000.

Inventory has been lightening lately and the Market Action Index has been trending up. 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, as the supply and demand trends continue, the market moves into the Seller's zone, and we are likely to see upward pressure on pricing.



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	\$ 799,000	3210	8,001 - 10,000 sqft	3.0	3.5	17	95	3	7	161	Most expensive 25% of properties
Upper/Second	\$ 499,000	2560	8,001 - 10,000 sqft	3.0	3.0	16	95	4	10	130	Upper-middle 25% of properties
Lower/Third	\$ 365,000	2032	6,501 - 8,000 sqft	3.0	2.5	18	95	14	15	118	Lower-middle 25% of properties
Bottom/Fourth	\$ 262,000	1475	4,501 - 6,500 sqft	2.0	2.0	23	95	12	7	121	Least expensive 25% of properties

Real-Time Market Profile		Trend
Median List Price	\$ 438,000	↔↔
Asking Price Per Square Foot	\$ 196	↔↔
Average Days on Market (DOM)	133	↔↔
Percent of Properties with Price Decrease	47 %	
Percent Relisted (reset DOM)	10 %	
Percent Flip (price increased)	1 %	
Median House Size (sq ft)	2296	
Median Lot Size	6,501 - 8,000 sqft	
Median Number of Bedrooms	3.0	
Median Number of Bathrooms	2.5	
Market Action Index	Buyer's Advantage 29.2	↑↑

- ↔↔ No change
- ↑↑ Strong upward trend
- ↓↓ Strong downward trend
- ↑ Slight upward trend
- ↓ Slight downward trend

Price

- We continue to see prices in this zip code bounce around this plateau. Look for a persistent down-shift in the Market Action Index before we see prices deviate from these levels.

