

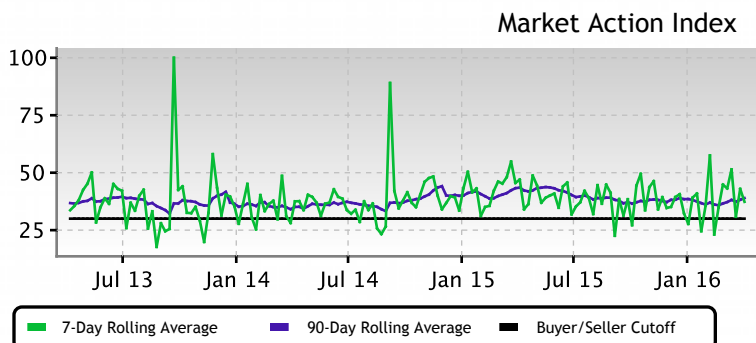
This Week

The median list price in LAGUNA NIGUEL, CA 92677 this week is \$1,099,888.

The Market Action Index has been trending down lately, while inventory is climbing. These trends imply a weakening market.

Supply and Demand

- While the Market Action Index shows some strengthening in the last few weeks, prices have settled in a bit of a plateau. We currently in a Seller's market so prices will likely resume their climb should this trend persist.



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

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 2,298,000	4446	0.25 - 0.50 acre	5.0	4.5	24	41	4	2	162	Most expensive 25% of properties
Upper/Second	\$ 1,288,000	3147	6,501 - 8,000 sqft	4.0	3.0	25	41	10	9	36	Upper-middle 25% of properties
Lower/Third	\$ 958,000	2556	4,501 - 6,500 sqft	4.0	3.0	28	41	11	3	69	Lower-middle 25% of properties
Bottom/Fourth	\$ 735,500	1744	Less than 4,500 sqft	3.0	2.0	30	42	7	4	65	Least expensive 25% of properties

Investigate the market in quartiles - where each quartile is 25% of homes ordered by price.

Real-Time Market Profile

		Trend
Median List Price	\$ 1,099,888	↔↔
Asking Price Per Square Foot	\$ 424	↔↔
Average Days on Market (DOM)	83	↔↔
Percent of Properties with Price Decrease	35 %	
Percent Relisted (reset DOM)	5 %	
Percent Flip (price increased)	3 %	
Median House Size (sq ft)	2839	
Median Lot Size	6,501 - 8,000 sqft	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.0	
Market Action Index Seller's Advantage	38.9	↑

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

Price

- In the last few weeks we've seen prices in this zip code bouncing around this plateau. Look for a persistent down-shift in the Market Action Index before we see prices deviate from these levels.

