

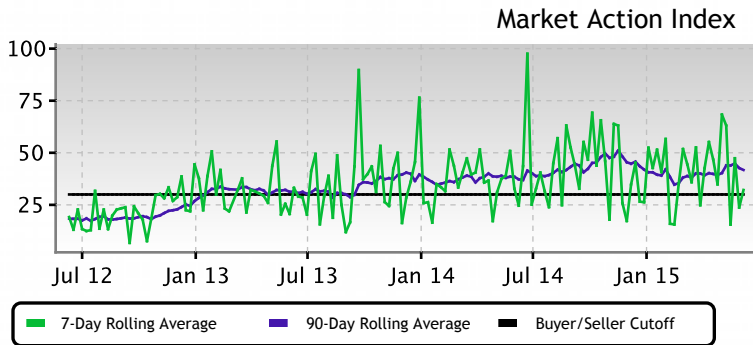
## This Week

The median list price in SANTA MONICA, CA 90402 this week is \$5,350,000.

Inventory is up and Market Action is trending down recently. While days-on-market appears to be trending lower, the overall conditions are weakening a bit.

## Supply and Demand

- Market appears to have begun to cool. As we're still notably in the Seller's zone, prices have not yet adjusted. If the market continues to cool, then expect prices to follow lower. It may take a few more weeks of slack demand for prices to reflect and begin to fall. Expect this condition if the index falls to the Buyer's zone.



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	\$ 10,419,000	8933	0.25 - 0.50 acre	5.0	6.5	20	6	0	0	84	Most expensive 25% of properties
Upper/Second	\$ 5,947,000	5892	0.25 - 0.50 acre	5.5	5.2	15	6	0	1	92	Upper-middle 25% of properties
Lower/Third	\$ 4,647,000	3911	not available	5.0	3.8	62	6	1	1	52	Lower-middle 25% of properties
Bottom/Fourth	\$ 3,295,000	3131	6,501 - 8,000 sqft	3.0	3.0	78	7	1	0	57	Least expensive 25% of properties

Real-Time Market Profile		Trend
Median List Price	\$ 5,350,000	↑↑
Asking Price Per Square Foot	\$ 1,100	↔
Average Days on Market (DOM)	71	↓
Percent of Properties with Price Decrease	24 %	
Percent Relisted (reset DOM)	4 %	
Percent Flip (price increased)	0 %	
Median House Size (sq ft)	4288	
Median Lot Size	8,001 - 10,000 sqft	
Median Number of Bedrooms	5.0	
Median Number of Bathrooms	4.0	
Market Action Index	Seller's Advantage 41.8	↓

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

## Price

- In this zip code this week saw relatively little price change from last week. However, we continue to demonstrate a nice up trend over the last several weeks.

