

## This Week

The median list price in DESERT HOT SPRINGS, CA this week is \$248,750.

Inventory has been decreasing lately but the Market Action Index is falling also. With days-on-market climbing, these are relatively negative implications for the market.

## Supply and Demand

- 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

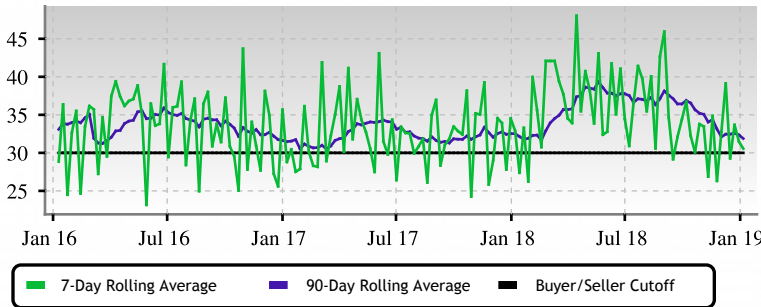
Real-Time Market Profile		Trend
Median List Price	\$ 248,750	↔
Asking Price Per Square Foot	\$ 152	↔
Average Days on Market (DOM)	118	↑↑
Percent of Properties with Price Decrease	32 %	
Percent Relisted (reset DOM)	5 %	
Percent Flip (price increased)	5 %	
Median House Size (sq ft)	1618	
Median Lot Size	6,501 - 8,000 sqft	
Median Number of Bedrooms	3.0	
Median Number of Bathrooms	2.0	
Market Action Index Seller's Advantage	31.9	↔

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

## Price

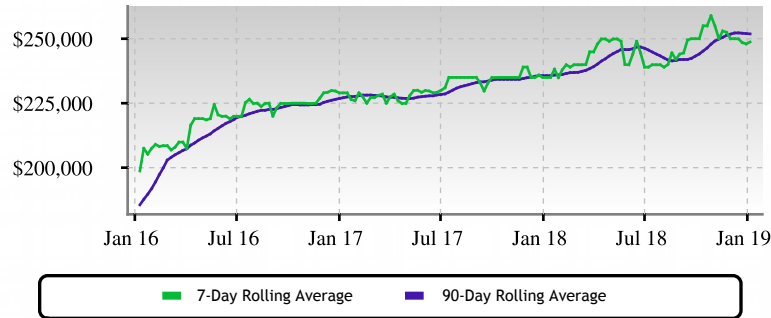
- The market appears to be hovering around this plateau. Look for a persistent change in the Market Action Index before we see prices deviate from these levels.

Market Action Index



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.

Price Trends



## 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	\$ 347,950	2118	8,001 - 10,000 sqft	3.0	2.5	16	52	3	2	194	Most expensive 25% of properties
Upper/Second	\$ 265,000	1794	8,001 - 10,000 sqft	3.0	2.0	15	52	4	3	106	Upper-middle 25% of properties
Lower/Third	\$ 230,000	1510	6,501 - 8,000 sqft	3.0	2.0	18	52	4	2	54	Lower-middle 25% of properties
Bottom/Fourth	\$ 179,575	1244	6,501 - 8,000 sqft	2.0	2.0	40	52	5	8	118	Least expensive 25% of properties

### MARKET UPDATE