

This Week

The median list price in INDIAN WELLS, CA this week is \$1,199,000.

The Market Action Index has been trending down lately, while inventory and days-on-market are climbing. The trends imply a weakening market.

Supply and Demand

- Inventory levels have been relatively consistent relative to sales. Despite the fact that there is a relatively high amount of available inventory, this Buyer's market is still seeing prices move higher. Given inventory levels, these price conditions are relatively fragile. If the market cools off further, the price trend is likely to reverse.

Real-Time Market Profile

Median List Price	\$ 1,199,000	↑↑
Asking Price Per Square Foot	\$ 345	↔
Average Days on Market (DOM)	177	↑
Percent of Properties with Price Decrease	29 %	
Percent Relisted (reset DOM)	9 %	
Percent Flip (price increased)	2 %	
Median House Size (sq ft)	3535	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.5	
Market Action Index Buyer's Advantage	24.4	↔

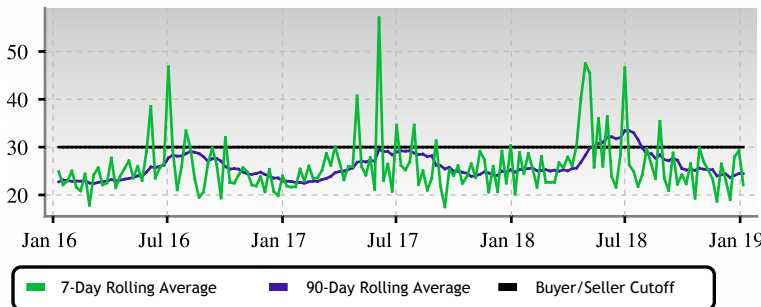
Trend

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

Price

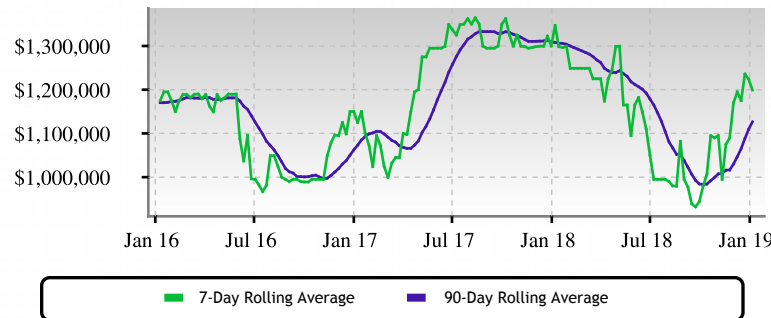
- Prices continue their climb again this week. We're a long way from the market's price high-point so watch the Market Action Index as an indicator of how long this trend will last.

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	\$ 4,195,000	6542	0.50 - 1.0 acre	4.0	5.5	21	43	2	1	287	Most expensive 25% of properties
Upper/Second	\$ 1,724,000	4146	0.25 - 0.50 acre	4.0	4.0	28	44	4	1	126	Upper-middle 25% of properties
Lower/Third	\$ 919,450	2896	0.25 - 0.50 acre	3.0	3.5	28	44	3	2	161	Lower-middle 25% of properties
Bottom/Fourth	\$ 542,450	2396	8,001 - 10,000 sqft	3.0	3.0	39	44	5	1	136	Least expensive 25% of properties

MARKET UPDATE