

This Week

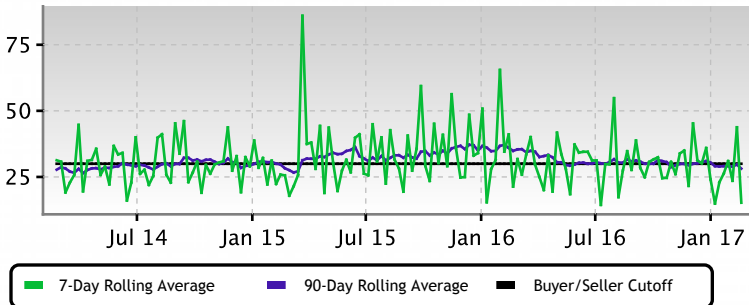
The median list price in SANTA BARBARA, CA 93110 this week is \$2,980,000.

The Market Action index has been trending down lately, while days-on-market is climbing, providing mostly bearish signs for the market.

Supply and Demand

- In terms of supply and demand, the market is getting cooler - more supply is coming on the market relative to the sales demand. However, in recent weeks prices have been moving higher. Since it is technically a Buyer's market, this price trend may be a result of improved quality (newer, larger homes) of the homes being listed. Look at the descriptive statistics where you may notice the homes being listed are larger and younger than they have been in the past.

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.

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	\$ 12,500,000	6400	2.5 - 5.0 acres	5.0	5.8	32	12	1	0	432	Most expensive 25% of properties
Upper/Second	\$ 3,995,000	4572	1.0 - 2.5 acres	4.0	3.5	38	12	2	0	135	Upper-middle 25% of properties
Lower/Third	\$ 1,975,000	2604	1.0 - 2.5 acres	3.0	3.0	53	13	0	0	153	Lower-middle 25% of properties
Bottom/Fourth	\$ 350,000	1440	0.25 - 0.50 acre	2.0	2.0	39	13	1	0	101	Least expensive 25% of properties

Real-Time Market Profile

		Trend
Median List Price	\$ 2,980,000	↑↑
Asking Price Per Square Foot	\$ 868	↑↑
Average Days on Market (DOM)	202	↑↑
Percent of Properties with Price Decrease	32 %	
Percent Relisted (reset DOM)	18 %	
Percent Flip (price increased)	0 %	
Median House Size (sq ft)	3816	
Median Lot Size	1.0 - 2.5 acres	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.0	
Market Action Index	Buyer's Advantage 28.2	↓↓

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

Price

- The market for this zip code continues its bounce again this week. We're a long way from the market's high point so watch the Market Action Index to predict how long this trend will last.

Price Trends

