

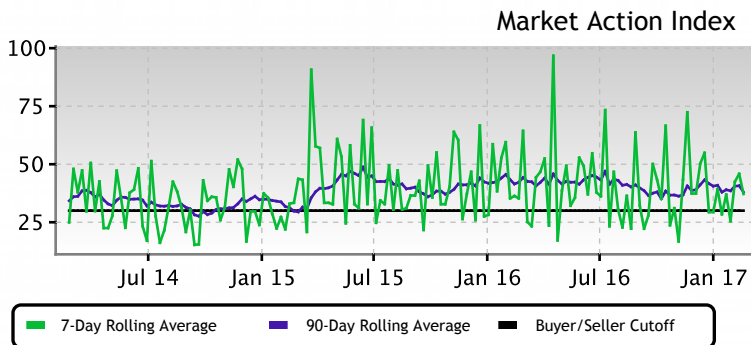
## This Week

The median list price in SANTA BARBARA, CA 93101 this week is \$1,495,000.

Inventory has been tightening and days-on-market decreasing recently. The Market Action Index has been basically flat, not providing strong indication for market conditions.

## 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	\$ 2,275,000	3508	0.50 - 1.0 acre	4.5	4.0	100	4	0	0	94	Most expensive 25% of properties
Upper/Second	\$ 1,850,000	3653	not available	4.5	4.0	22	4	0	0	182	Upper-middle 25% of properties
Lower/Third	\$ 1,159,500	1977	4,501 - 6,500 sqft	4.0	2.5	102	4	0	1	98	Lower-middle 25% of properties
Bottom/Fourth	\$ 849,900	1338	not available	3.0	2.0	57	5	1	1	41	Least expensive 25% of properties

Real-Time Market Profile		Trend
Median List Price	\$ 1,495,000	↑↑
Asking Price Per Square Foot	\$ 614	↔
Average Days on Market (DOM)	100	↓
Percent of Properties with Price Decrease	41 %	
Percent Relisted (reset DOM)	18 %	
Percent Flip (price increased)	0 %	
Median House Size (sq ft)	2059	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.0	
Market Action Index Seller's Advantage	38.0	↓

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

## Price

- Price trends in this zip code continued their recent uptrend this week. While still below the market's high point, we've seen a nice run recently.

