



Ron Siegel's Market Report

Twain Harte, CA 95383

REPORT FOR 4/12/2024

Single-Family Homes

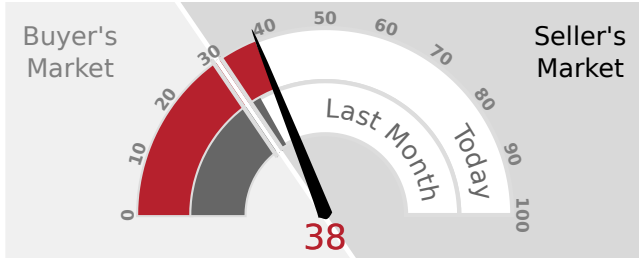


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This week the median list price for Twain Harte, CA 95383 is \$385,000 with the market action index hovering around 38. This is an increase over last month's market action index of 34. Inventory has increased to 25.

MARKET ACTION INDEX

This answers "How's the Market?" by comparing rate of sales versus inventory.



Slight Seller's Advantage

Home sales have been exceeding new inventory for several weeks. However prices have not yet stopped falling. Since the market is already in the Seller's zone, expect prices to level off very soon. Should the sales trend continue expect that prices could climb from there.

MARKET SEGMENTS

Each segment below represents approximately 25% of the market ordered by price.

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$769,700	2,066	0.5 - 1 acre	3	3	42	3	1	17
\$424,250	1,602	0.25 - 0.5 acre	3	2	46	1	0	45
\$359,500	1,248	0.25 - 0.5 acre	3	2	49	2	1	87
\$314,900	864	0.25 - 0.5 acre	2	1	59	1	0	175

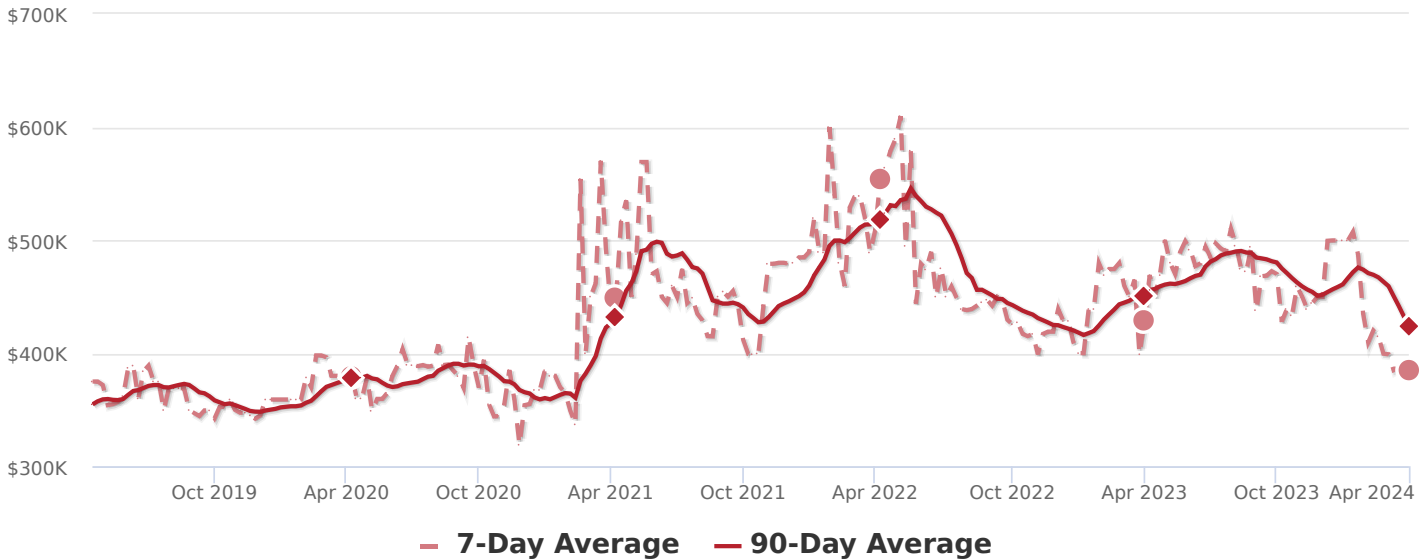
REAL-TIME MARKET PROFILE

Median List Price		\$385,000
Median Price of New Listings		\$399,500
Per Square Foot		\$284
Average Days on Market		105
Median Days on Market		63
Price Decreased		16%
Price Increased		0%
Relisted		8%
Inventory		25
Median Rent		\$2,500
Market Action		38

Slight Seller's Advantage

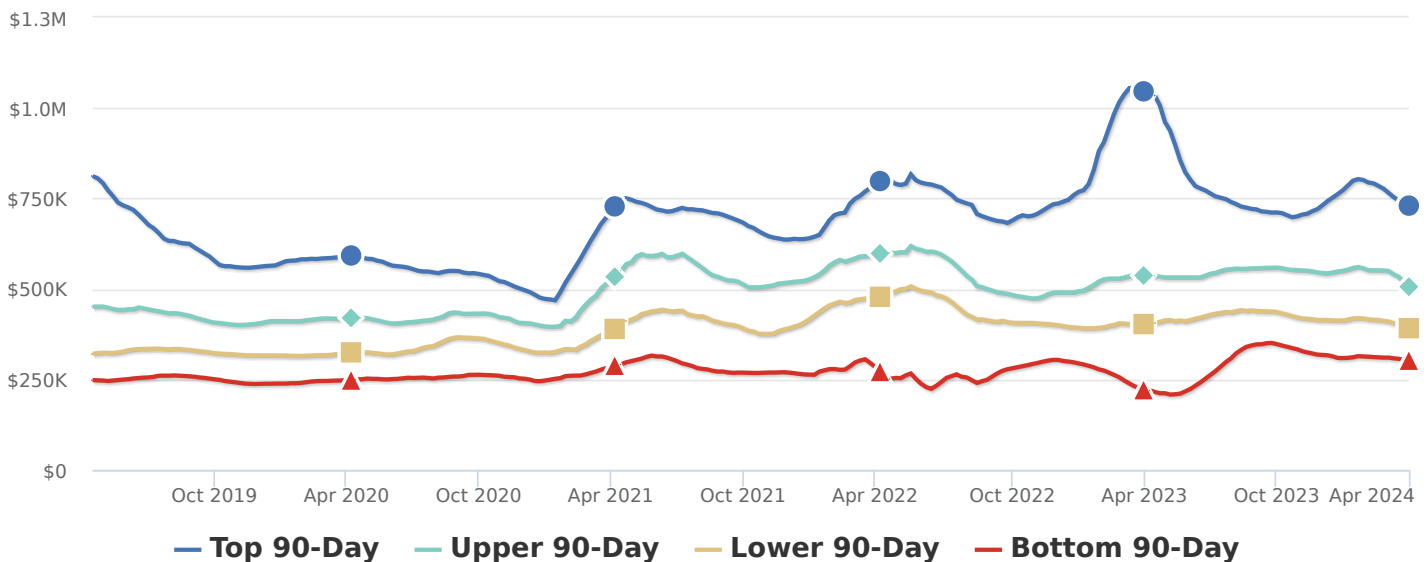
MEDIAN LIST PRICE

Again this week in this zip code we see a downward notch for prices. Pricing has been weak in recent weeks and versus their absolute-high level. At this point, we will be looking for a persistent upward shift in the Market Action Index as a leading indicator for a trough in prices.



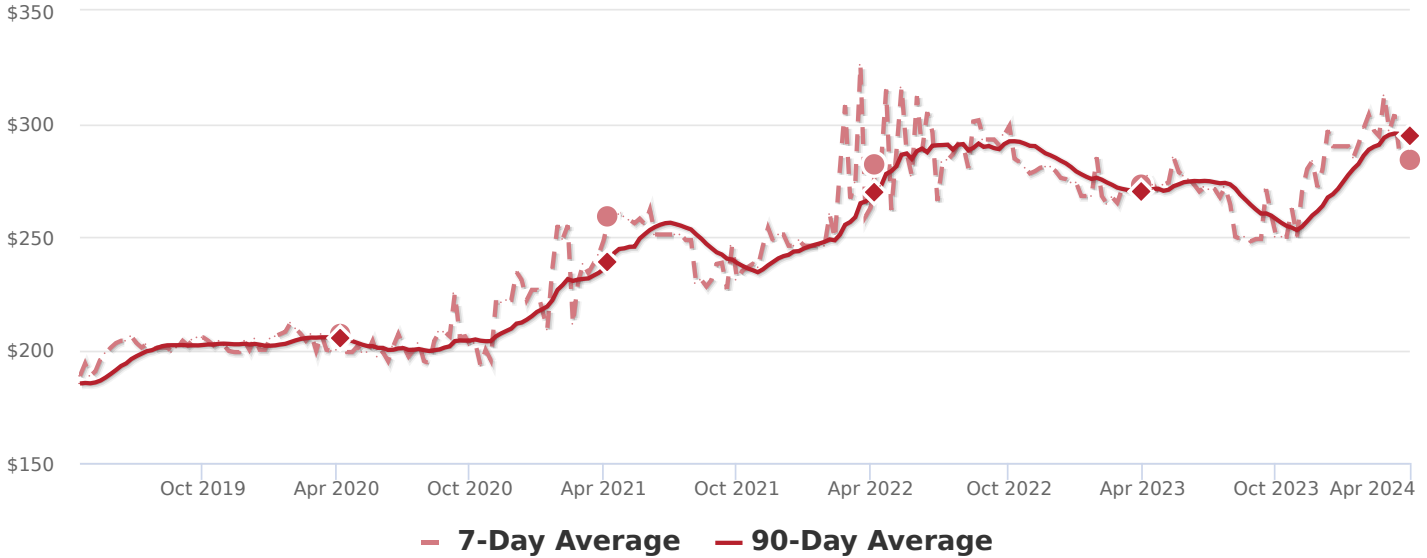
SEGMENTS

In the quartile market segments, we see the market's price weakness almost across the board. Prices in Quartile 4 have been mixed recently, while the rest of the market is trending downward. Look for a strong, persistent up shift in the Market Action Index as a leading indicator of the trough in the market.



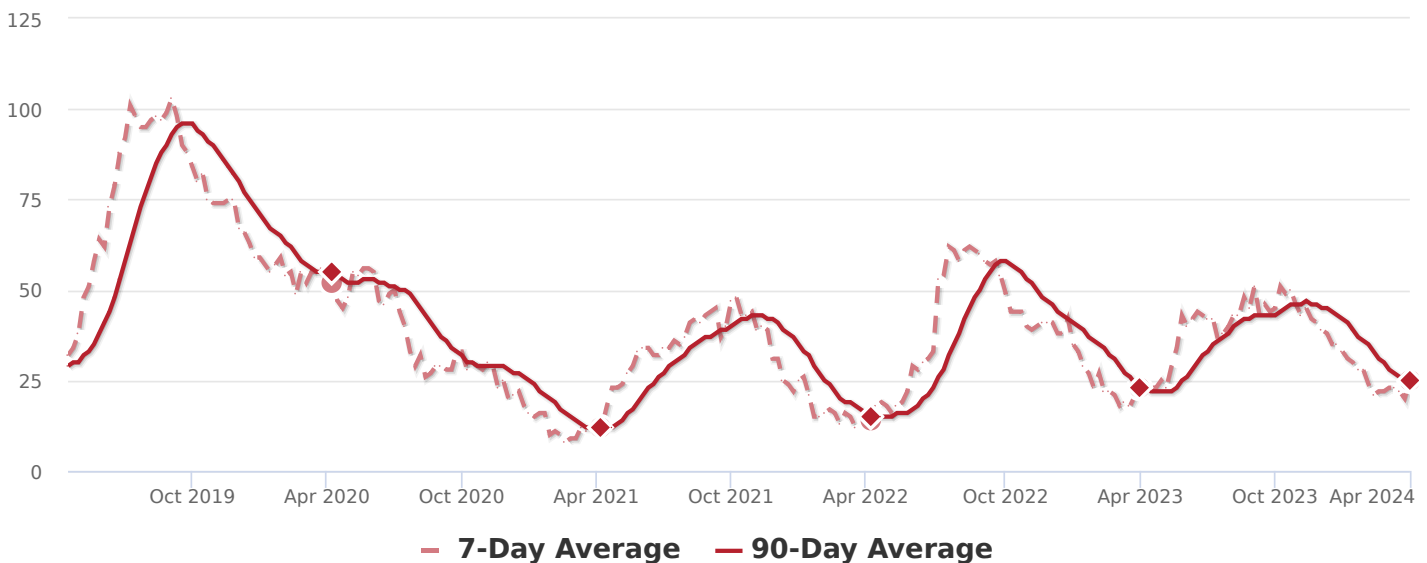
PRICE PER SQUARE FOOT

Despite recently falling prices, the price per square foot has stayed reasonably flat. This implies that there's a portion of the market being priced at a premium. You can investigate this condition in the quartile details.



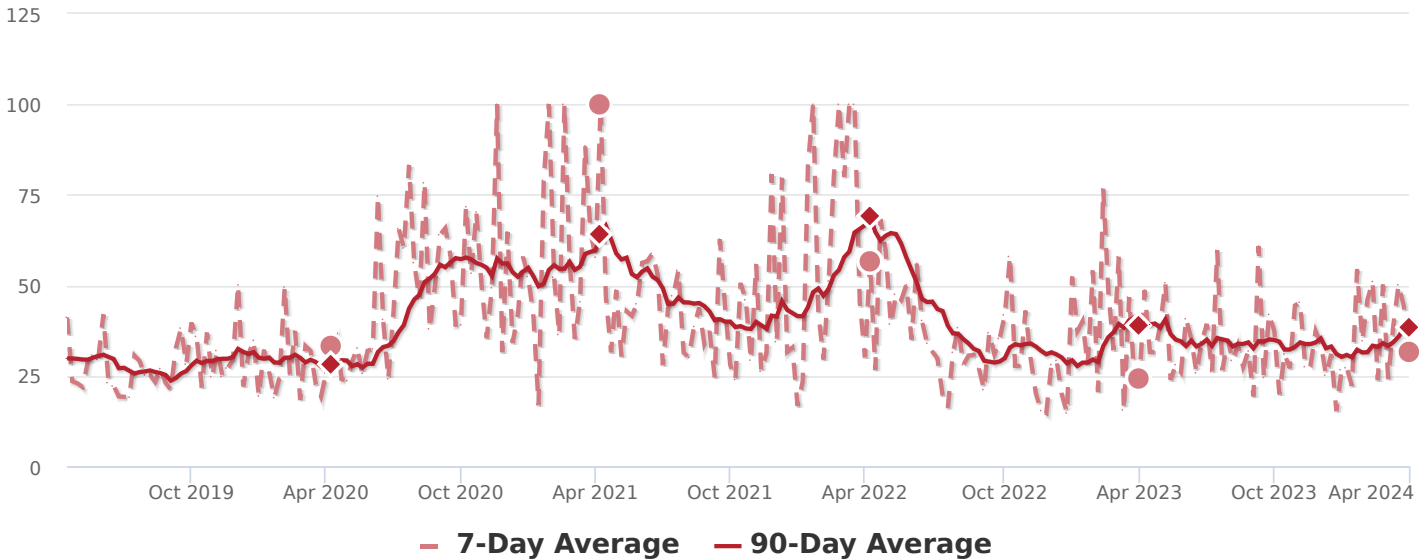
INVENTORY

Inventory has been falling in recent weeks. Note that declining inventory alone does not signal a strengthening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is changing with the available supply.



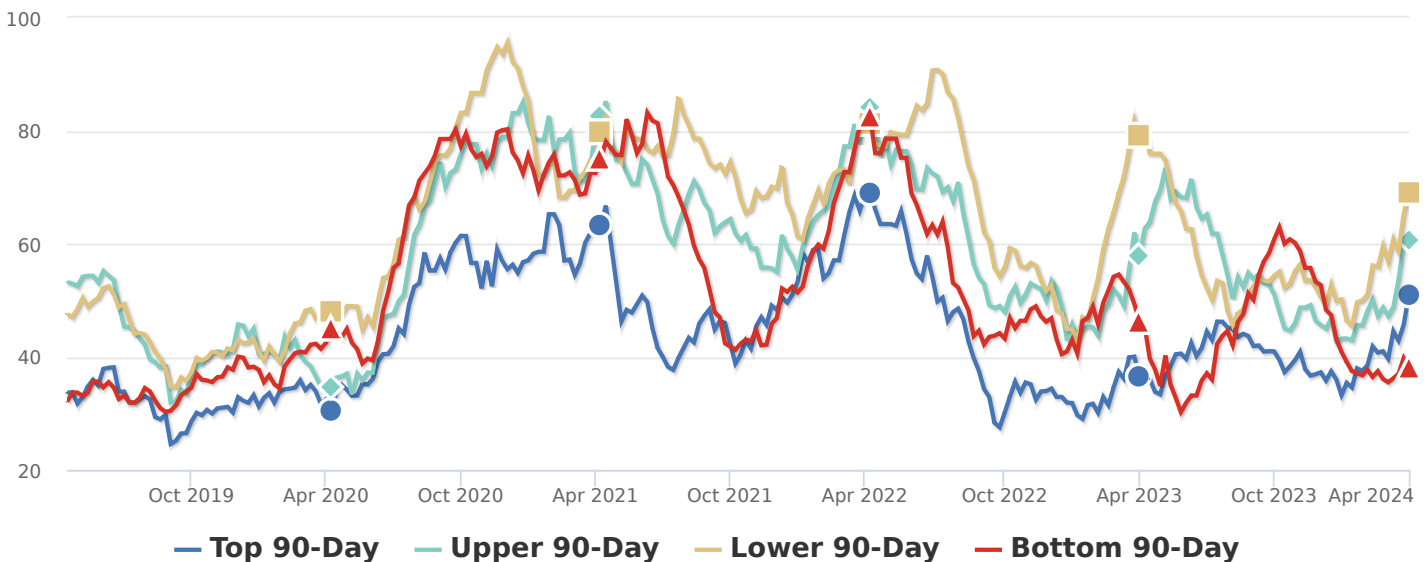
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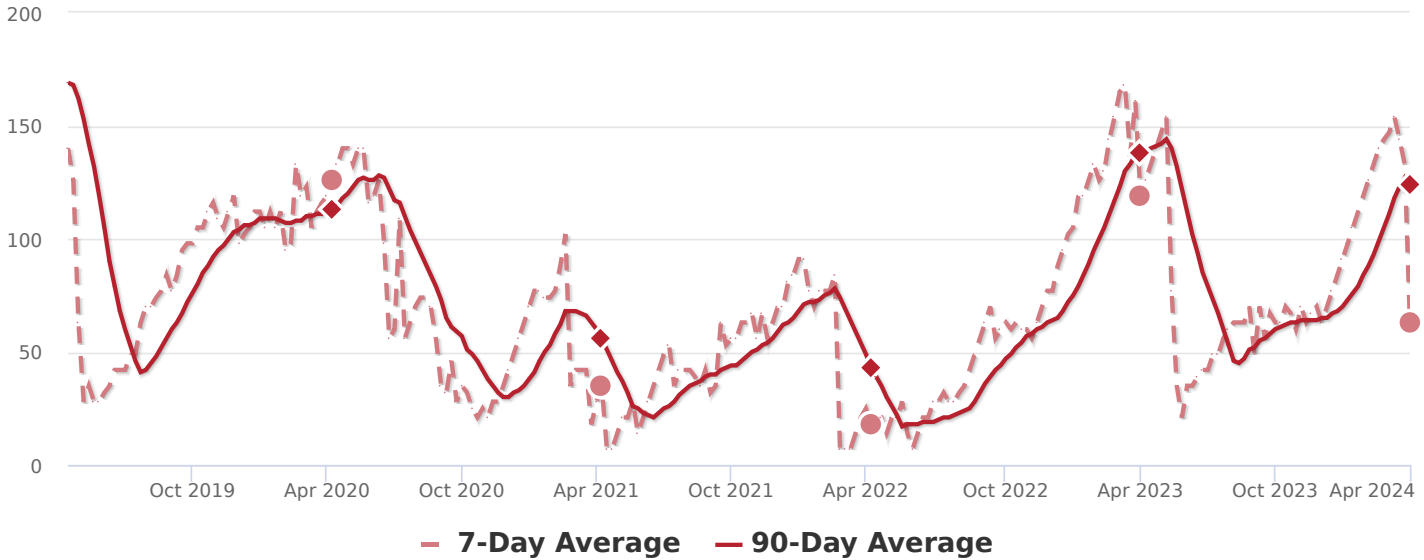
MARKET ACTION SEGMENTS

Not surprisingly, all segments in this zip code are showing high levels of demand. Watch the quartiles for changes before the whole market changes. Often one end of the market (e.g. the high-end) will weaken before the rest of the market and signal a slowdown for the whole group.



MEDIAN DAYS ON MARKET (DOM)

The properties have been on the market for an average of 141 days. Half of the listings have come newly on the market in the past 124 or so days. Watch the 90-day DOM trend for signals of a changing market.



SEGMENTS

It is not uncommon for the higher priced homes in an area to take longer to sell than those in the lower quartiles.

