

DILBECK REAL ESTATE'S MARKET UPDATE

AGOURA HILLS, CA
91301

- Current Real Estate Market Conditions for Single Family Homes
- Trends in Pricing
- Current Levels of Supply and Demand
- Value Metrics

- Report for the week of
July 02, 2018

- Presented by Dilbeck Real Estate Customer Care
Dilbeck Real Estate
www.Dilbeck.com - info@dilbeck.com
(877) 345-2325



This Week

- The median list price in AGOURA HILLS, CA this week is \$1,399,000. The 77 properties have been on the market for an average of 110 days.

Inventory is tightening and days-on-market is falling. The Market Action Index shows demand heating up. These are relatively bullish signs for prices.

Supply and Demand

- Home sales continue to outstrip supply and the Market Action Index has been moving higher for several weeks. This is a Seller's market so watch for upward pricing pressure in the near future if the trend continues.

Real-Time Market Profile

Median List Price	\$ 1,399,000	↔
Average List Price	\$ 1,708,017	
Asking Price Per Square Foot	\$ 448	↑
Average Days on Market (DoM)	110	↓
Inventory of Properties Listed	77	↓↓
Most Expensive Listing	\$ 5,200,000	
Least Expensive Listing	\$ 675,000	
Average Age of Listing	36	
Percent of Properties with Price Decrease	38 %	
Percent Relisted (reset DOM)	14 %	
Percent Flip (price increased)	1 %	
Median House Size (sq ft)	3108	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	2.5	

Trend

Altos Research Value Statistics

Market Action Index Seller's Advantage 37.5 ↑↑

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 a seller's advantage. Below 30, conditions give the advantage to the buyer.

Trend Key:

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

Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM
Top/First	\$ 2,799,000	5661	1.0 - 2.5 acres	5.0	4.5	29	19	1	1	183
Upper/Second	\$ 1,659,900	3640	0.50 - 1.0 acre	4.0	3.5	32	19	0	0	134
Lower/Third	\$ 1,199,000	2959	8,001 - 10,000 sqft	4.0	2.5	37	19	3	5	50
Bottom/Fourth	\$ 837,000	1924	6,501 - 8,000 sqft	4.0	1.5	45	20	0	1	76

Most expensive 25% of properties

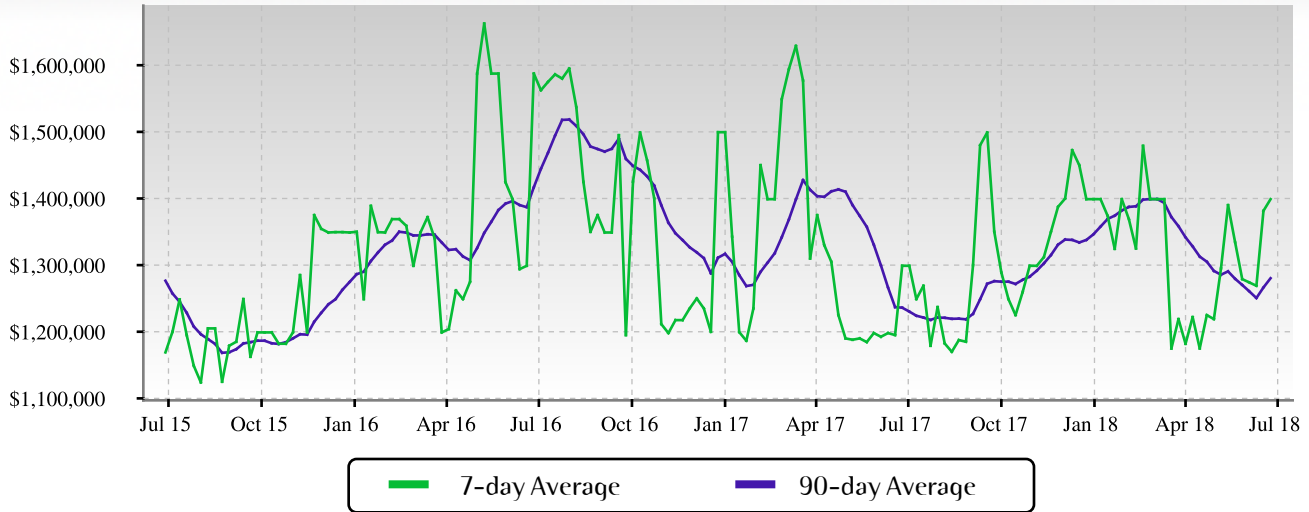
Upper-middle 25% of properties

Lower-middle 25% of properties

Least expensive 25% of properties

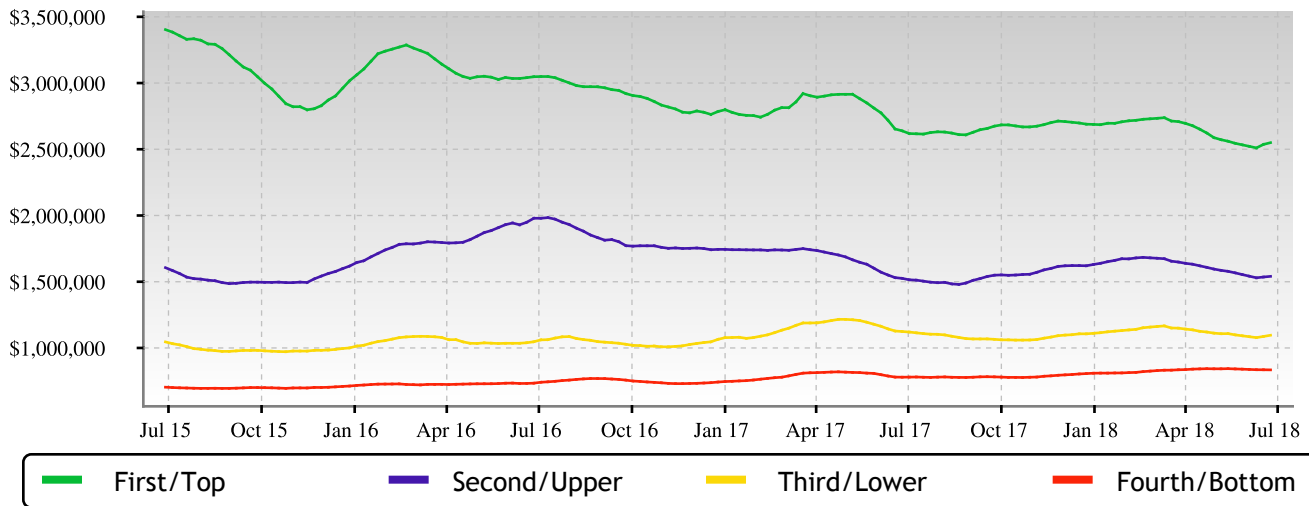
Median Price

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.



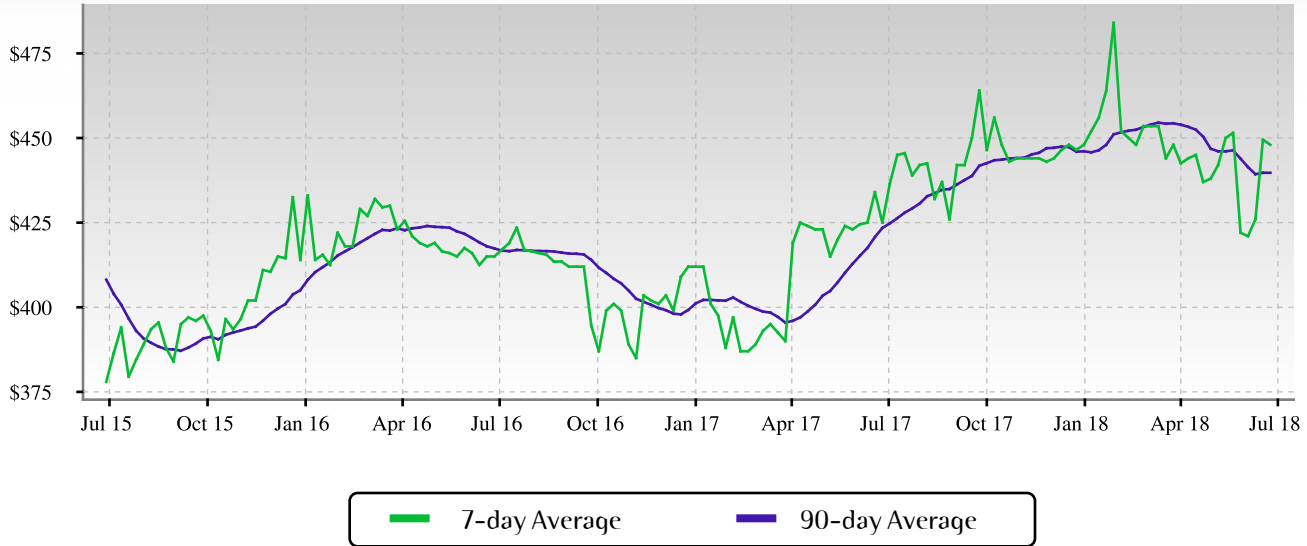
Quartile Prices

Prices have settled at a price plateau across the board. Prices in all four quartiles are basically mixed. Look for a persistent shift (up or down) in the Market Action Index before prices move from these current levels.



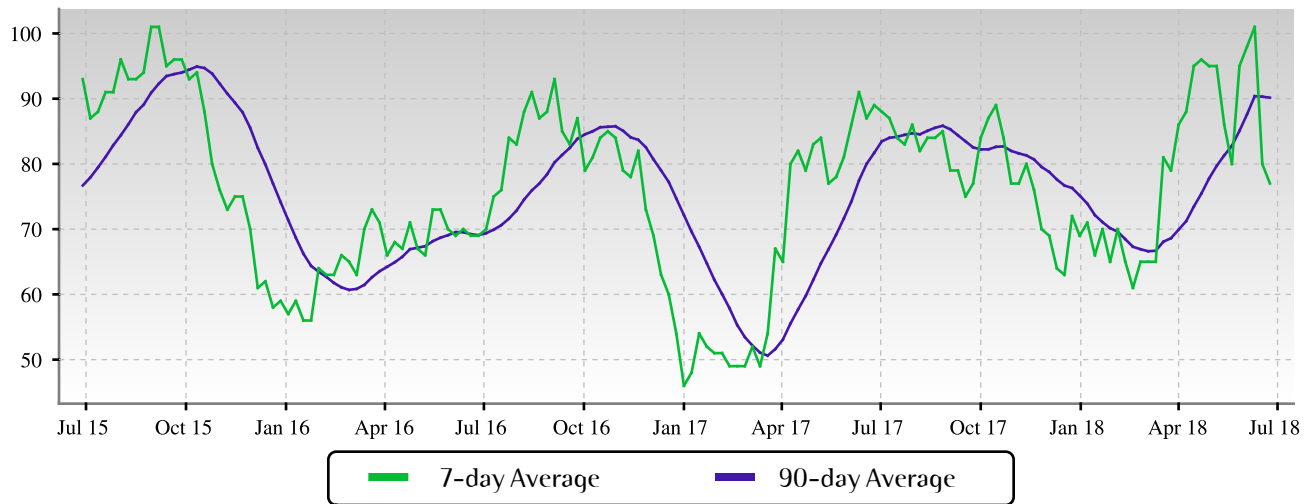
Price per Square Foot

The market appears to be placing a mildly increasing premium on homes. When list prices and price per square foot increase in tandem, as they're doing now, you can often find short-term investment opportunities. Watch the Market Action Index for persistent changes as a leading indicator for these trends to flatten or drop.



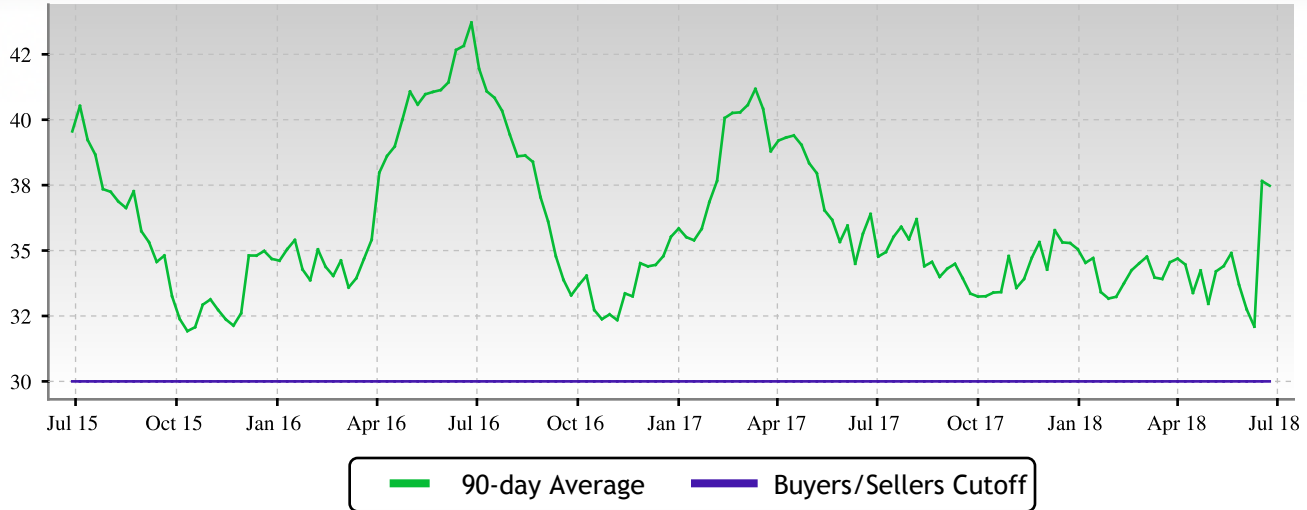
Inventory of Properties Listed for Sale

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.



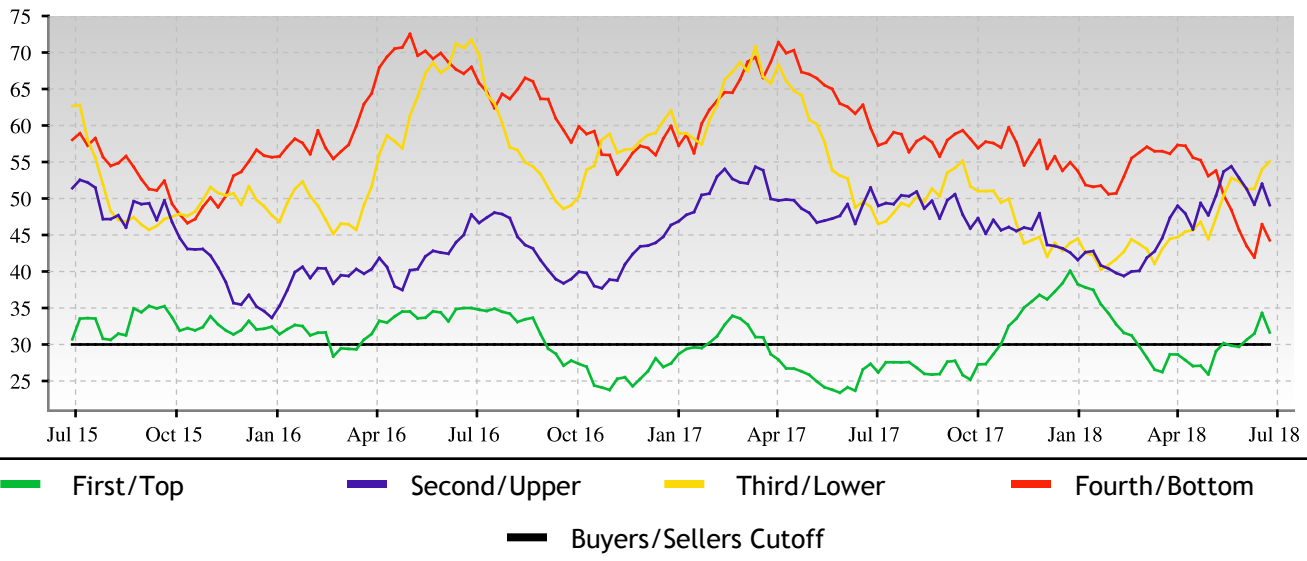
Market Action Index

The AGOURA HILLS market is currently in the Seller's Advantage zone (greater than 30). The 90-day Market Action Index stands at 37.48 which indicates that demand is strong and available supply of homes gets snapped up relatively quickly.



Market Action Index per Quartile

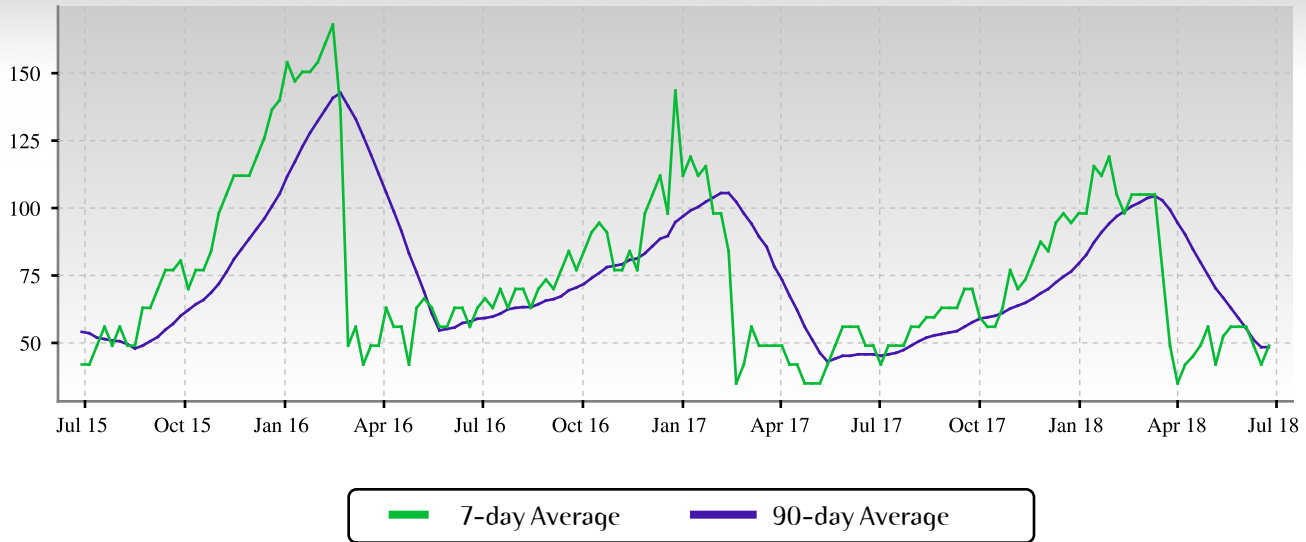
Not surprisingly, all segments in the market are showing high levels of demand. Watch the quartiles for changes before the whole market changes. Often one end of the market (e.g. the high-end) will weaken before the rest of the market and signal a slowdown for the whole group.



Residential house prices are a function of supply and demand, and market conditions can be characterized by analyzing those factors. Watch this index for sustained changes: if the index falls into the Buyer's Advantage zone (below 30) for a long period, prices are likely in for a downward correction.

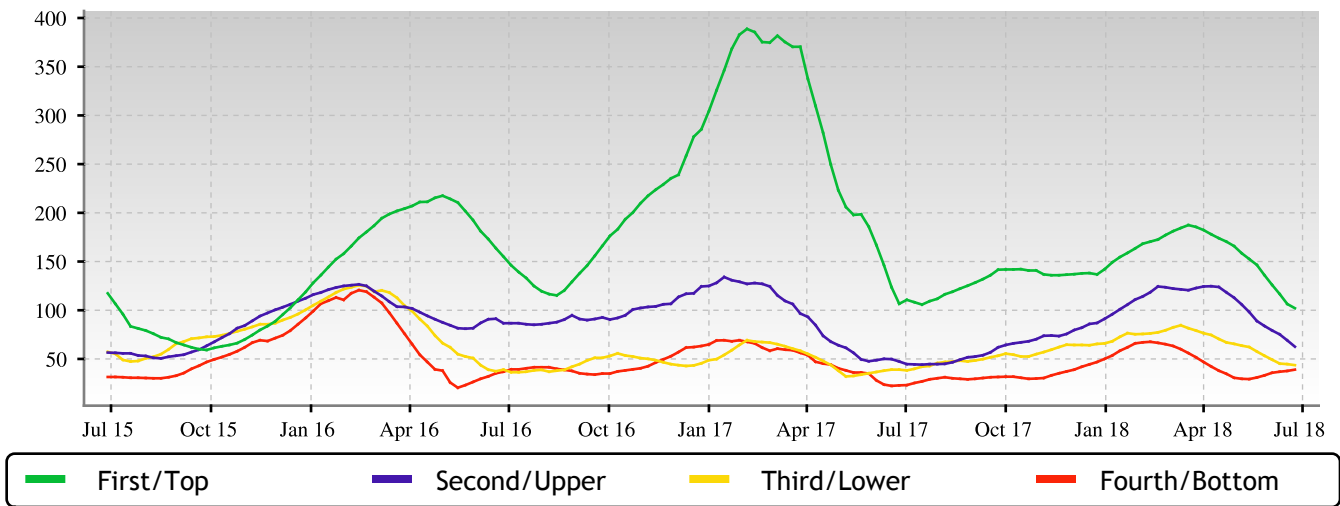
Days on Market

The properties have been on the market for an average of 110 days. Half of the listings have come newly on the market in the past 49 or so days.



Days on Market per Quartile

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



This Week

- The median list price in AGOURA HILLS, CA 91301 this week is \$1,399,000. The 77 properties have been on the market for an average of 110 days.

Inventory is tightening and days-on-market is falling. The Market Action Index shows demand heating up. These are relatively bullish signs for prices.

Supply and Demand

- Home sales continue to outstrip supply and the Market Action Index has been moving higher for several weeks. This is a Seller's market so watch for upward pricing pressure in the near future if the trend continues.

Real-Time Market Profile

Median List Price	\$ 1,399,000	↔
Average List Price	\$ 1,708,017	
Asking Price Per Square Foot	\$ 448	↑
Average Days on Market (DoM)	110	↓
Inventory of Properties Listed	77	↓↓
Most Expensive Listing	\$ 5,200,000	
Least Expensive Listing	\$ 675,000	
Average Age of Listing	36	
Percent of Properties with Price Decrease	38 %	
Percent Relisted (reset DOM)	14 %	
Percent Flip (price increased)	1 %	
Median House Size (sq ft)	3108	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	2.5	

Trend

Altos Research Value Statistics

Market Action Index Seller's Advantage 37.5 ↑↑

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 a seller's advantage. Below 30, conditions give the advantage to the buyer.

Trend Key:

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

Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM
Top/First	\$ 2,799,000	5661	1.0 - 2.5 acres	5.0	4.5	29	19	1	1	183
Upper/Second	\$ 1,659,900	3640	0.50 - 1.0 acre	4.0	3.5	32	19	0	0	134
Lower/Third	\$ 1,199,000	2959	8,001 - 10,000 sqft	4.0	2.5	37	19	3	5	50
Bottom/Fourth	\$ 837,000	1924	6,501 - 8,000 sqft	4.0	1.5	45	20	0	1	76

Most expensive 25% of properties

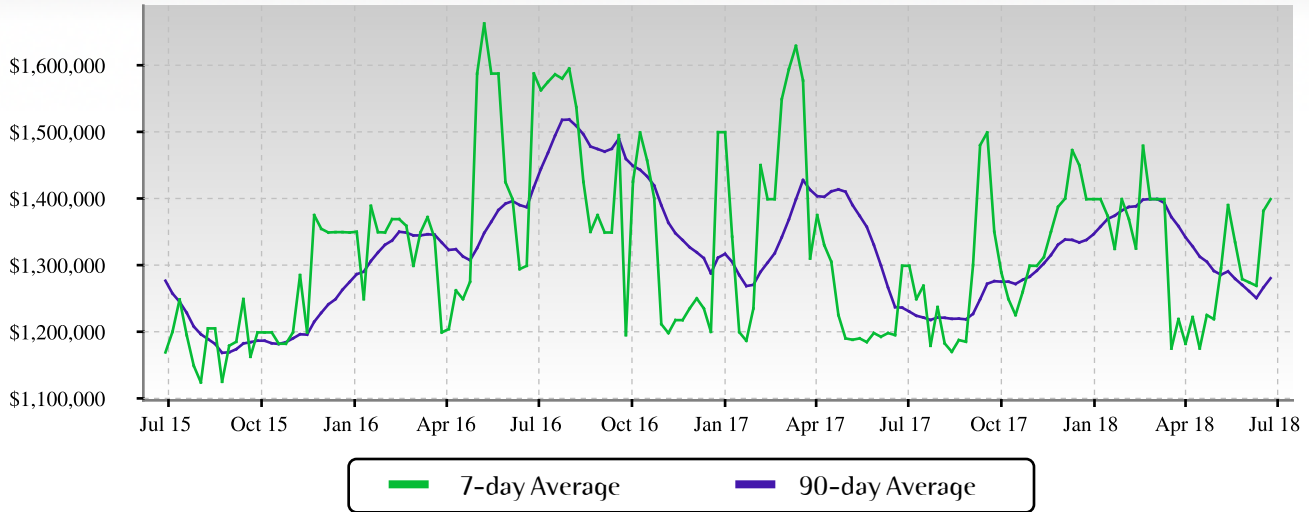
Upper-middle 25% of properties

Lower-middle 25% of properties

Least expensive 25% of properties

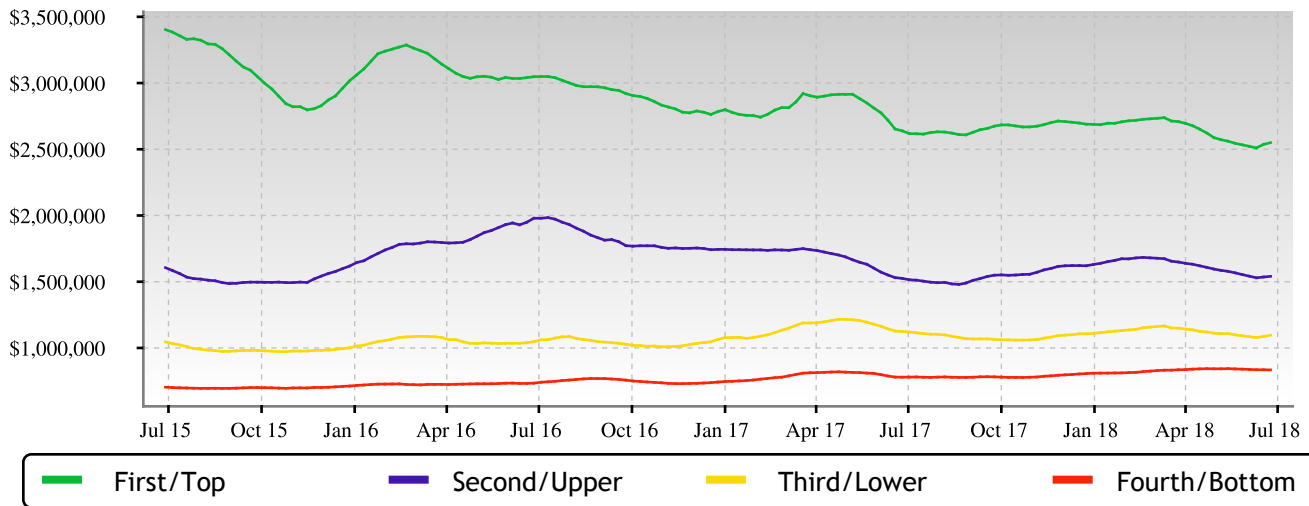
Median Price

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.



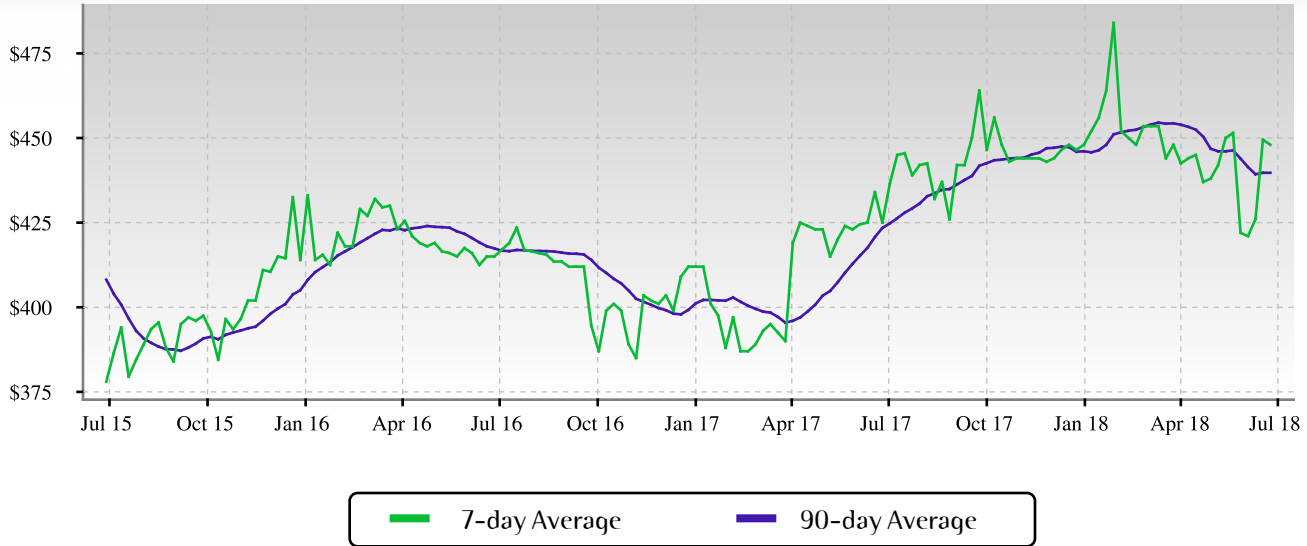
Quartile Prices

In the quartile market segments, we see prices in this zip code have settled at a price plateau across the board. Prices in all four quartiles are basically mixed. Look for a persistent shift (up or down) in the Market Action Index before prices move from these current levels.



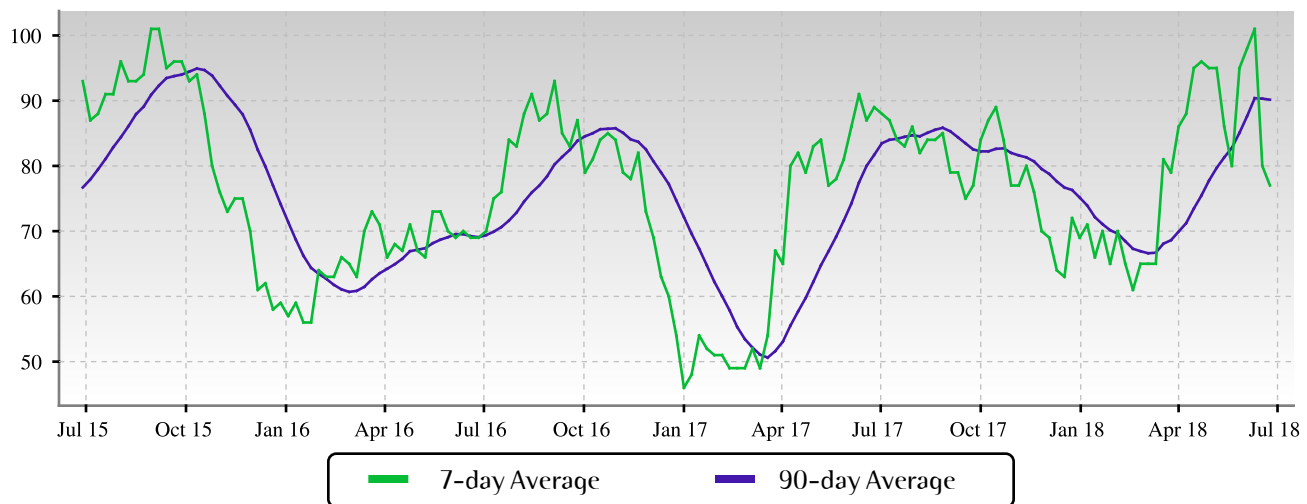
Price per Square Foot

The market appears to be placing a mildly increasing premium on homes. When list prices and price per square foot increase in tandem, as they're doing now, you can often find short-term investment opportunities. Watch the Market Action Index for persistent changes as a leading indicator for these trends to flatten or drop.



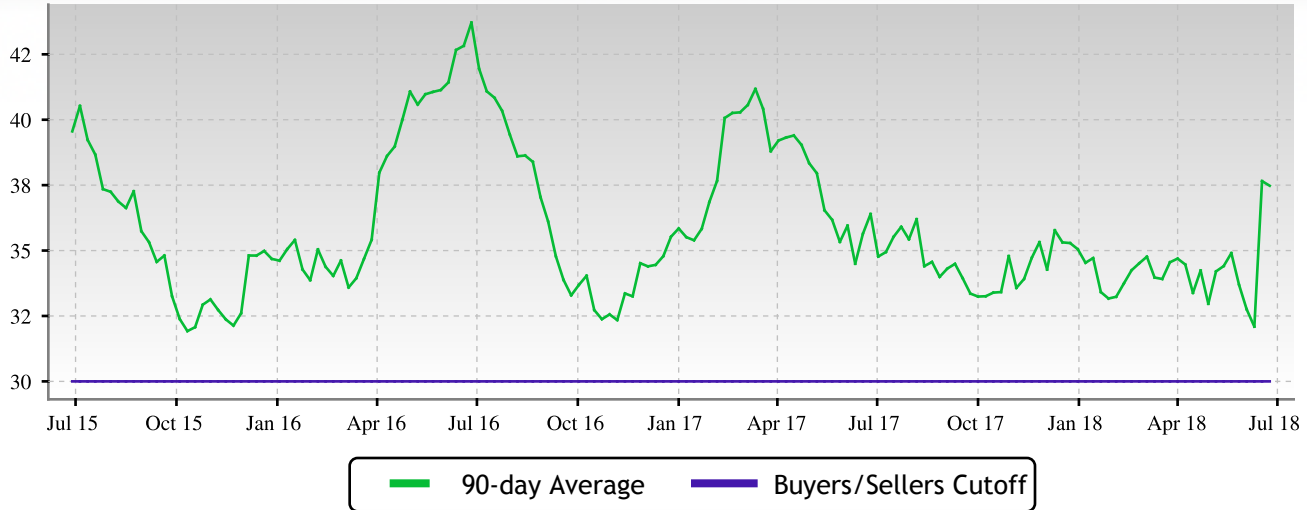
Inventory of Properties Listed for Sale

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.



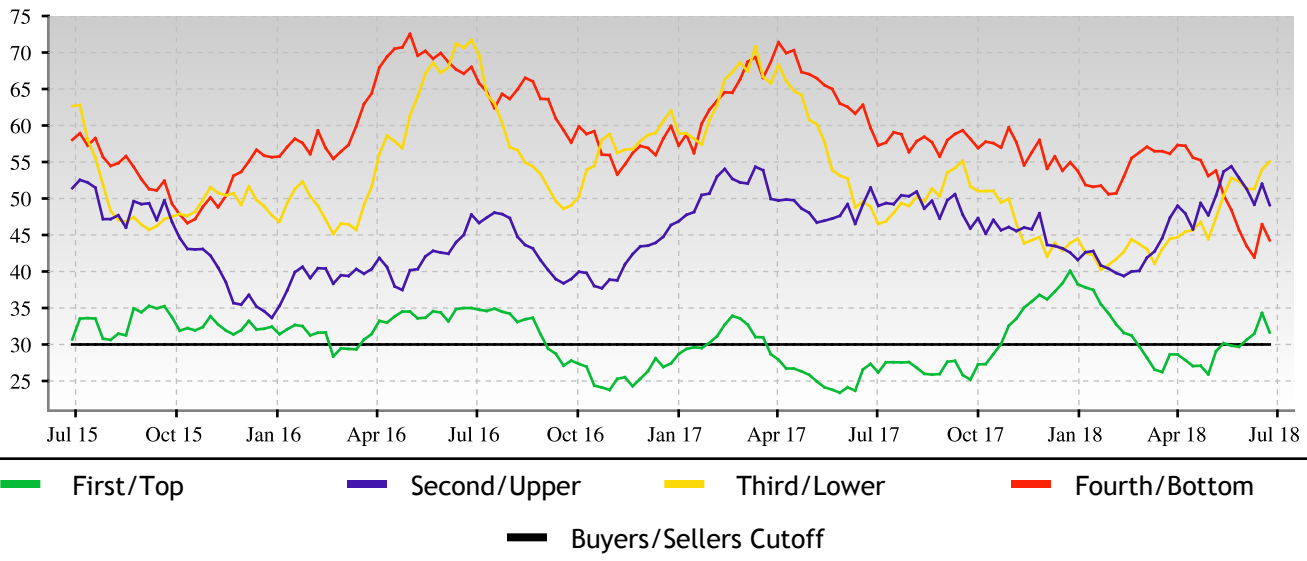
Market Action Index

The AGOURA HILLS, 91301 market is currently in the Seller's Advantage zone (greater than 30). The 90-day Market Action Index stands at 37.48 which indicates that demand is strong and available supply of homes gets snapped up relatively quickly.



Market Action Index per Quartile

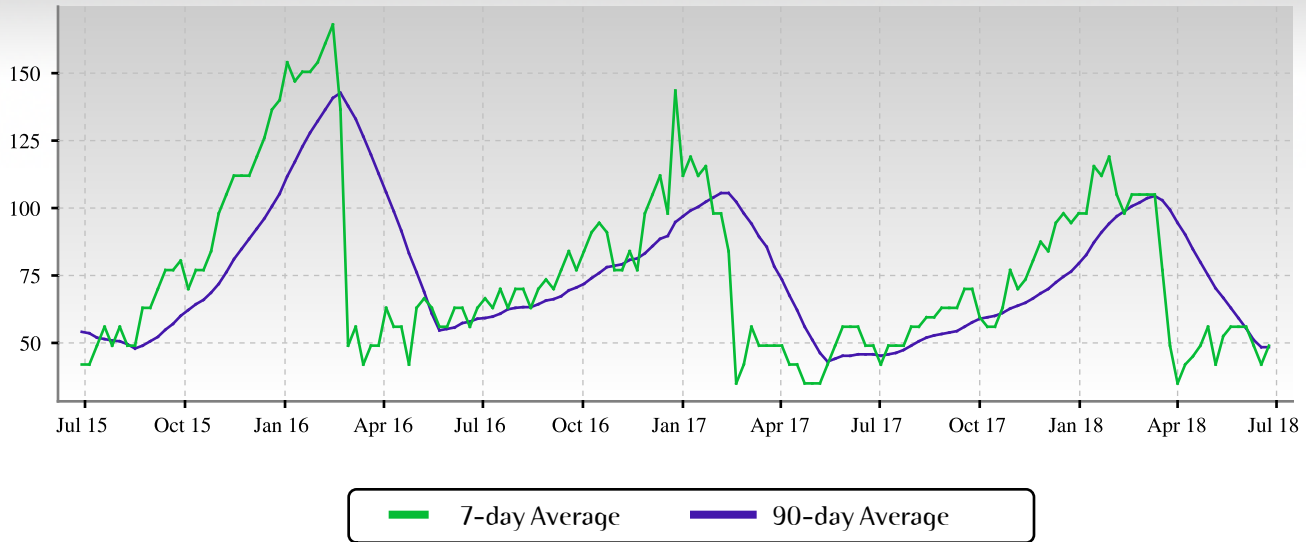
Not surprisingly, all segments in this zip code are showing high levels of demand. Watch the quartiles for changes before the whole market changes. Often one end of the market (e.g. the high-end) will weaken before the rest of the market and signal a slowdown for the whole group.



Residential house prices are a function of supply and demand, and market conditions can be characterized by analyzing those factors. Watch this index for sustained changes: if the index falls into the Buyer's Advantage zone (below 30) for a long period, prices are likely in for a downward correction.

Days on Market

The properties have been on the market for an average of 110 days. Half of the listings have come newly on the market in the past 49 or so days.



Days on Market per Quartile

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

