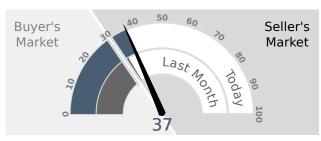


PISMO BEACH, CA Single-Family Homes

This week the median list price for Pismo Beach, CA is \$1,747,000 with the market action index hovering around 37. This is an increase over last month's market action index of 33. Inventory has decreased to 26.

MARKET ACTION INDEX

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

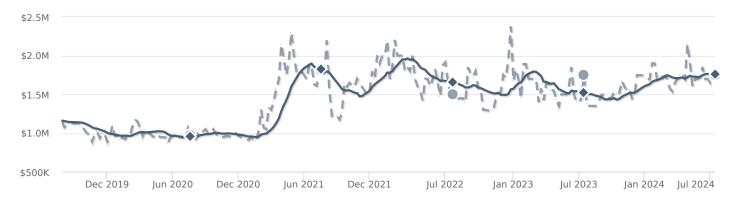


Slight Seller's Advantage

While the Market Action Index shows some strengthening in the last few weeks, prices have not seemed to move from their plateau. Should the upward trend in sales relative to inventory continue, expect prices to resume an upward climb in tandem with the MAI.



MEDIAN LIST PRICE



7-Day Average
90-Day Average

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
\$3,495,000	2,571	0.25 - 0.5 acre	3	2.5	46	0	0	98
\$1,937,000	2,405	4,500 - 6,500 sqft	4	3	29	0	1	56
\$1,599,000	1,786	4,500 - 6,500 sqft	3	2.5	34	0	2	14
\$999,000	1,364	4,500 - 6,500 sqft	3	2.5	39	2	1	35