

# YOUR LOCAL MARKET'S MARKET UPDATE

SOLANA BEACH, CA

- **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  
May 28, 2018**

## This Week

- The median list price in SOLANA BEACH, CA this week is \$2,175,000. The 22 properties have been on the market for an average of 73 days.

Inventory and days-on-market are both trending higher recently. However, the improving Market Action Index implies some increased demand will temper the negative trends.

## 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.

### Real-Time Market Profile

		Trend
Median List Price	\$ 2,175,000	↑↑
Average List Price	\$ 2,441,545	
Asking Price Per Square Foot	\$ 813	↓
Average Days on Market (DoM)	73	↑
Inventory of Properties Listed	22	↑↑
Most Expensive Listing	\$ 5,200,000	
Least Expensive Listing	\$ 1,349,000	
Average Age of Listing	25	
Percent of Properties with Price Decrease	45 %	
Percent Relisted (reset DOM)	14 %	
Percent Flip (price increased)	9 %	
Median House Size (sq ft)	2770	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.5	

### Altos Research Value Statistics

Market Action Index      Seller's Advantage      37.3      ↓

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.

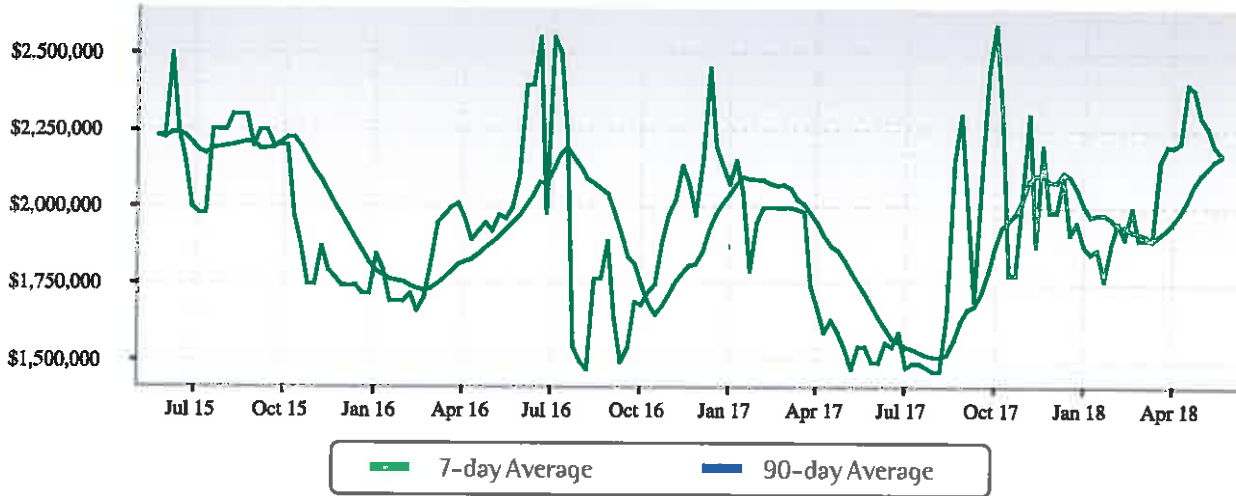
Trend Key:      ↑↑ Strong upward trend      ↓↓ Strong downward trend  
 ↔ No change      ↑ Slight upward trend      ↓ Slight downward trend

## Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 3,400,000	4489	0.25 - 0.50 acre	5.0	4.5	13	5	1	2	123	Most expensive 25% of properties
Upper/Second	\$ 2,295,000	2783	0.25 - 0.50 acre	4.0	3.5	13	5	0	1	43	Upper-middle 25% of properties
Lower/Third	\$ 2,142,500	2606	0.25 - 0.50 acre	3.5	3.2	20	6	1	0	59	Lower-middle 25% of properties
Bottom/Fourth	\$ 1,722,500	2294	0.25 - 0.50 acre	3.5	2.8	39	6	0	2	71	Least expensive 25% of properties

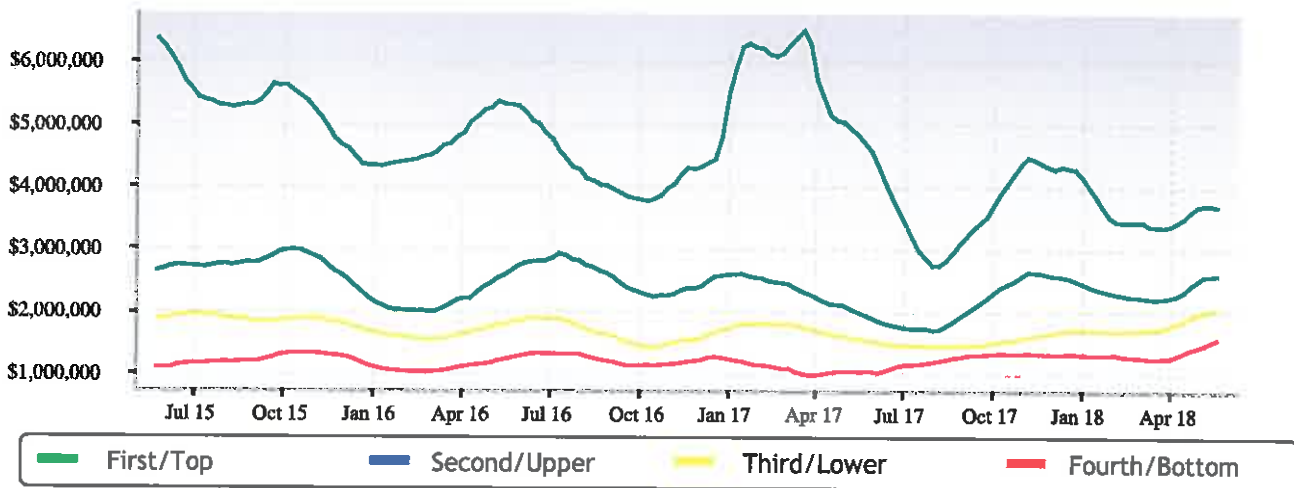
### Median Price

Again this week we see a downward notch for prices. Pricing has been weak in recent weeks and versus their absolute-high level. The Market Action Index is a good leading indicator for the durability of this trend.



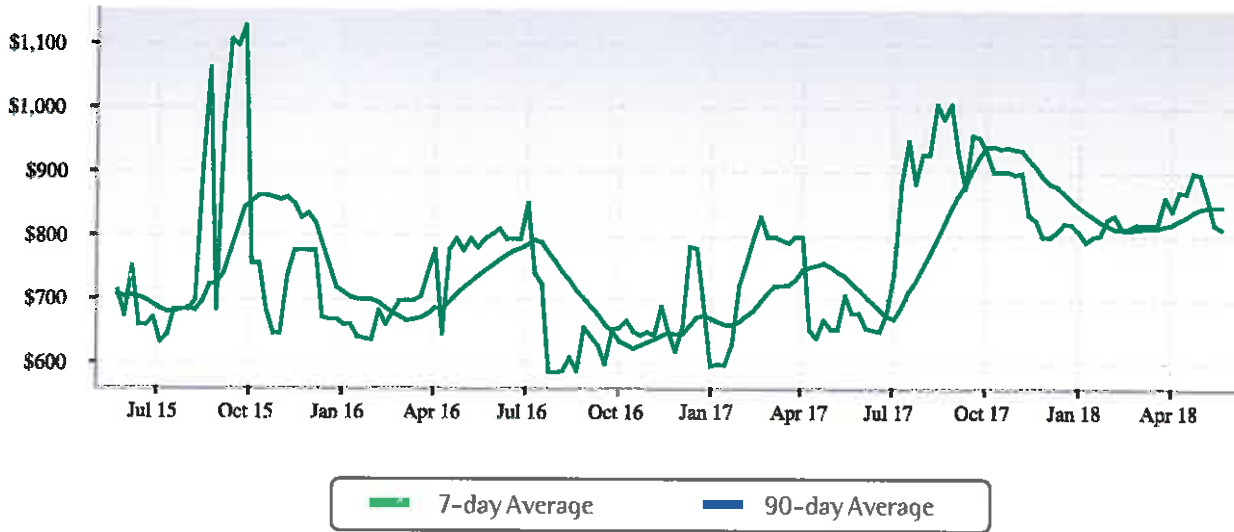
### Quartile Prices

Prices in most of the market trending have been higher in recent weeks except for the high-end of the market, which has been essentially flat.



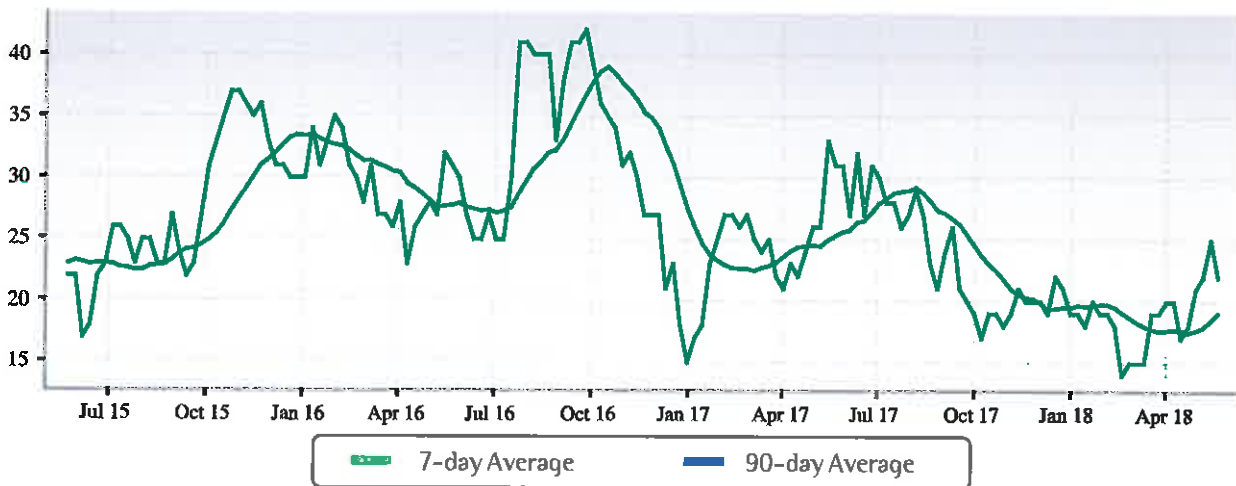
## Price per Square Foot

The market's light downward trends are shared across both price and value. People are recently placing less value on homes (you can see the recent declines in price per square foot as evidence.) Look for significant changes in the Market Action Index as a precursor to price and value changes, possibly as inflection points for good investment opportunities.



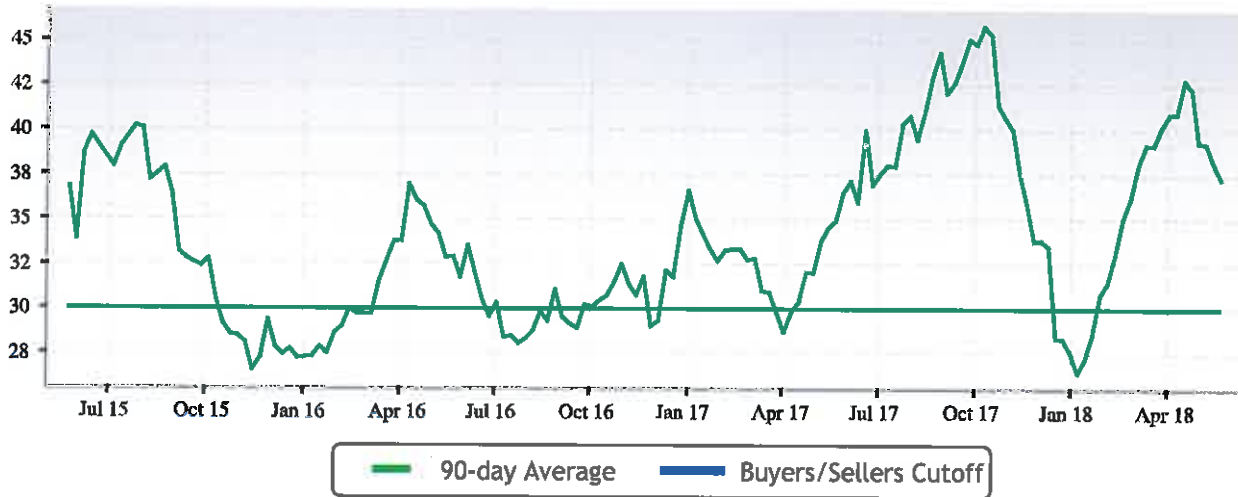
## Inventory of Properties Listed for Sale

Inventory has been climbing lately. Note that rising inventory alone does not signal a weakening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is keeping up with available supply.



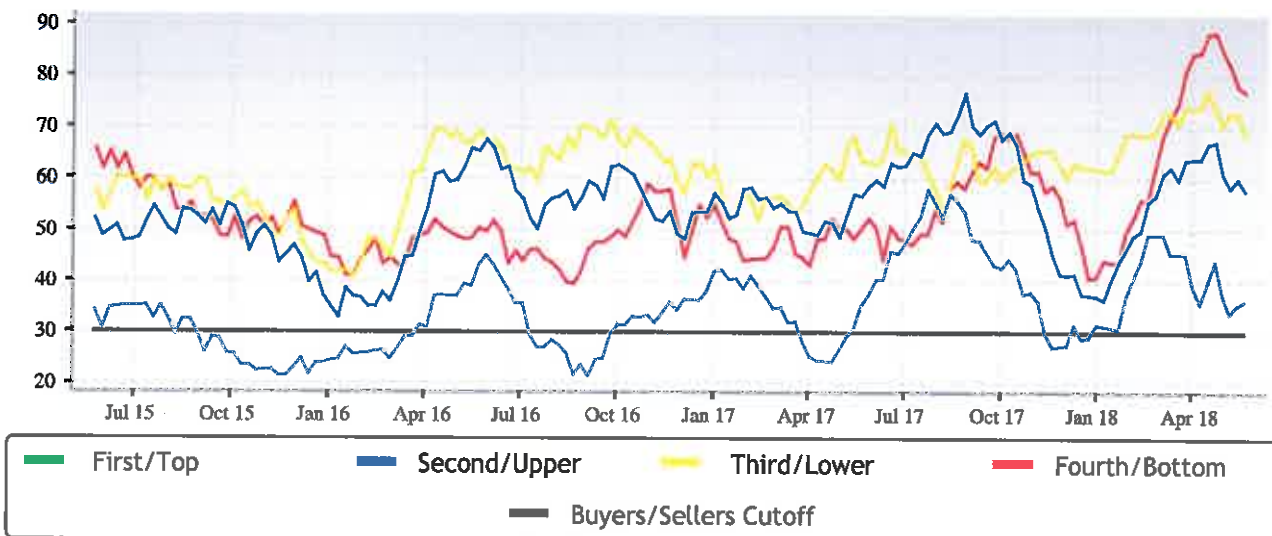
## Market Action Index

The SOLANA BEACH market is currently in the Seller's Advantage zone (greater than 30). The 90-day Market Action Index stands at 37.29 which indicates that demand is strong and available supply of homes gets snapped up relatively quickly.



## Market Action Index per Quartile

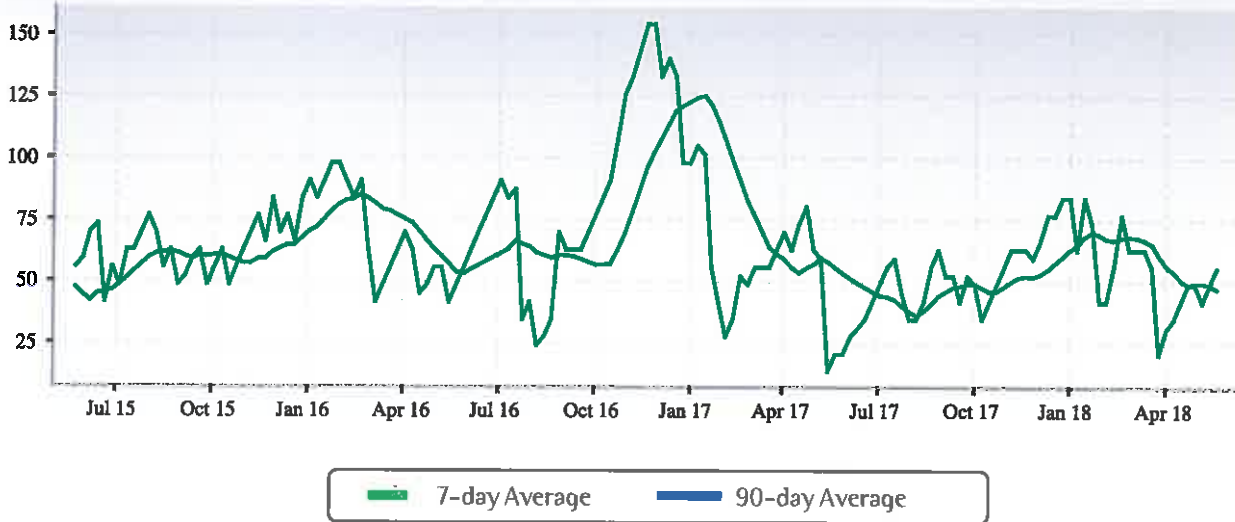
Not surprisingly, all segments in the market are showing high levels of demand. Watch the quartiles for changes before the whole market changes. Often one end of the market (e.g. the high-end) will weaken before the rest of the market and signal a slowdown for the whole group.



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 73 days. Half of the listings have come newly on the market in the past 56 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.

